

# Summary of Key Listing and Sales Metrics

A summary of the key metrics selected to be included in the report. MLS sources where licensed.

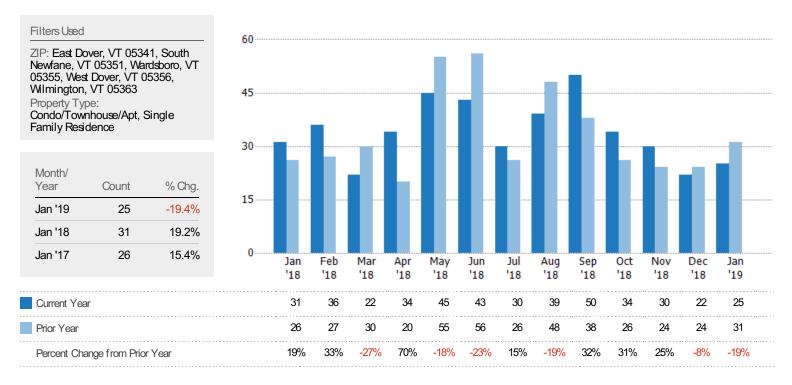
+/-	YTD 2018	YTD 2019	+/-	Jan 2018	Jan 2019	Key Metrics
						Listing Activity Charts Metrics
+2.3%	431	441	-19.4%	31	25	New Listing Count
+4.4%	\$138,066,689	\$144,167,445	+35.8%	\$7,503,900	\$10,191,299	New Listing Volume
	N⁄A	N⁄A	-14.7%	259	221	Active Listing Count
	N⁄A	N⁄A	+10.4%	\$87,553,295	\$96,681,507	Active Listing Volume
+16.4%	\$319,328	\$371,762	+29.4%	\$338,044	\$437,473	Average Listing Price
+11.1%	\$229,893	\$255,494	+30.4%	\$230,000	\$299,900	Median Listing Price
-6.5%	172.55	161.33	-12.8%	180	157	Median Daysin RPR
-21.2%	21.6	17	+25.5%	10.4	13	Months of Inventory
+1.2%	4.63%	5.88%	-2%	9.65%	7.69%	Absorption Rate
						Sales Activity Charts Metrics
+6.3%	270	287	+11.5%	26	29	New Pending Sales Count
-10.3%	\$73,815,766	\$66,248,884	+1.6%	\$6,347,200	\$6,448,799	New Pending Sales Volume
	N⁄A	N⁄A	+66.7%	27	45	Pending Sales Count
	N∕A	N∕A	+43.2%	\$7,137,200	\$10,217,799	Pending Sales Volume
-3%	234	227	+	13	13	Closed Sales Count
-20.1%	\$61,829,701	\$49,371,143	+8.5%	\$2,156,900	\$2,339,500	Closed Sales Volume
-17.7%	\$264,229	\$217,494	+8.5%	\$165,915	\$179,962	Average Sales Price
-3.9%	\$202,043	\$194,095	+28.1%	\$163,900	\$210,000	Median Sales Price





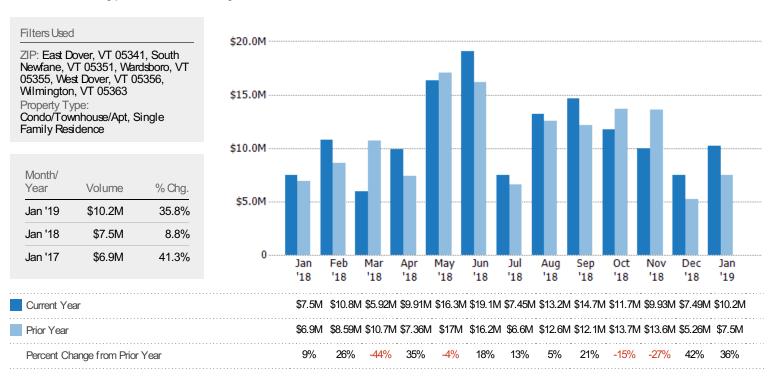
### New Listings

The number of new residential listings that were added each month.



# New Listing Volume

The sum of the listing price of residential listings that were added each month.







#### Dover

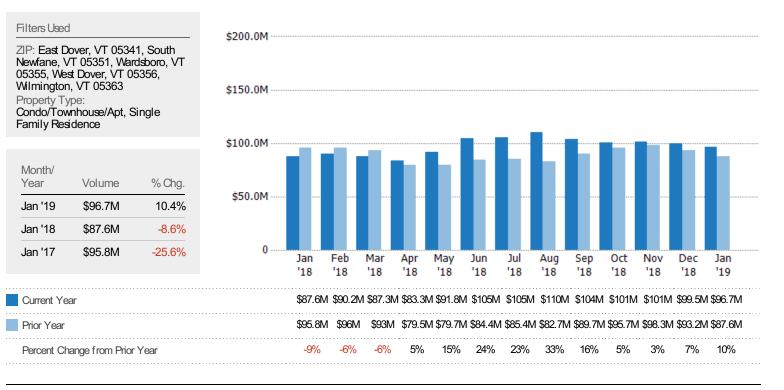
#### Active Listings

The number of active residential listings at the end of each month.



# Active Listing Volume

The sum of the listing price of active residential listings at the end of each month.

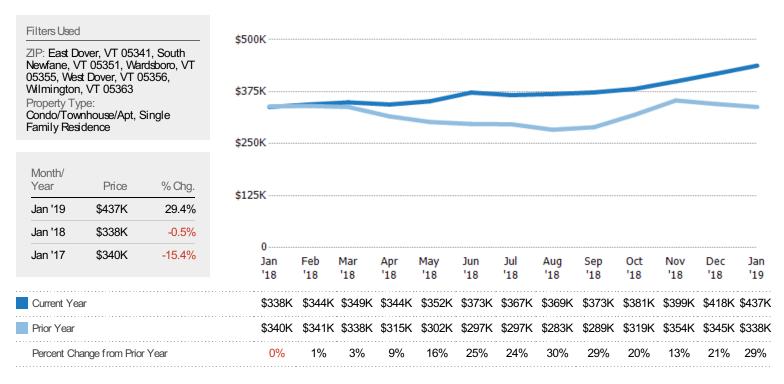






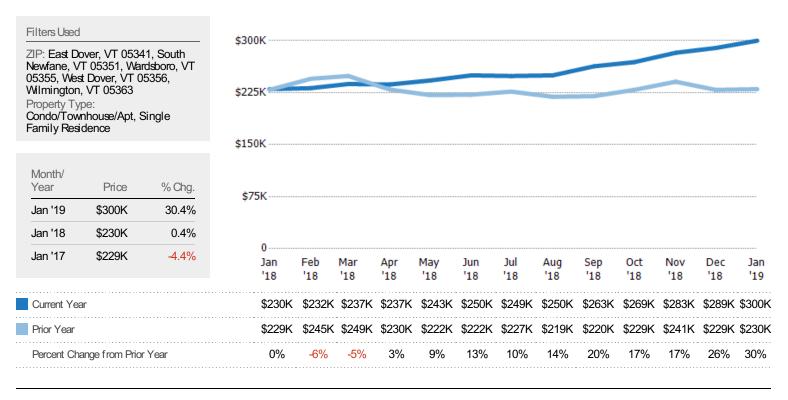
# Average Listing Price

The average listing price of active residential listings at the end of each month.



# Median Listing Price

The median listing price of active residential listings at the end of each month.

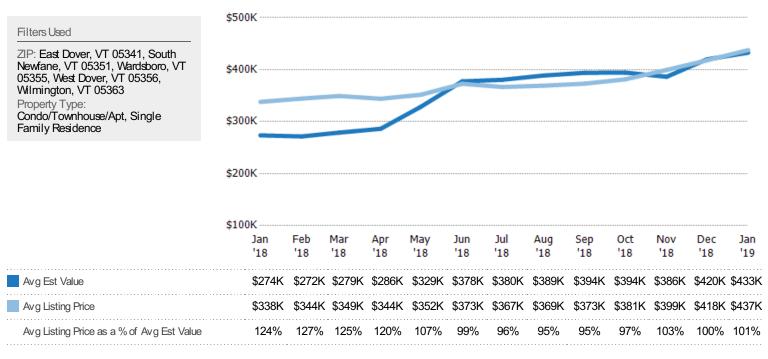






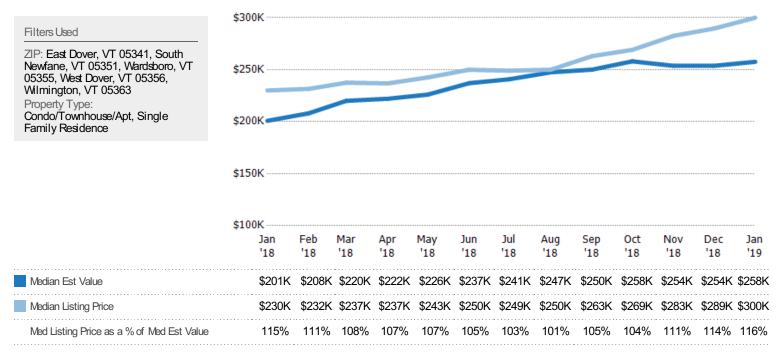
#### Average Listing Price vs Average Est Value

The average listing price as a percentage of the average AVM or RVM® valuation estimate for active listings each month.



#### Median Listing Price vs Median Est Value

The median listing price as a percentage of the median AVM or RVM® valuation estimate for active listings each month.

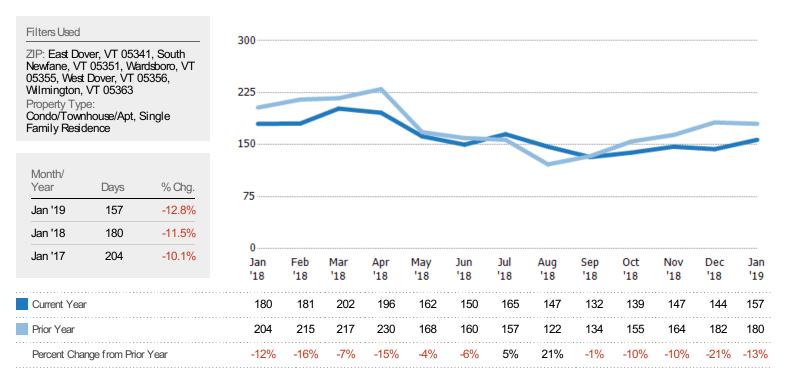






#### Median Days in RPR

The median number of days between when residential properties are first displayed as active listings in RPR and when accepted offers have been noted in RPR.



# Months of Inventory

The number of months it would take to exhaust active listings at the current sales rate.

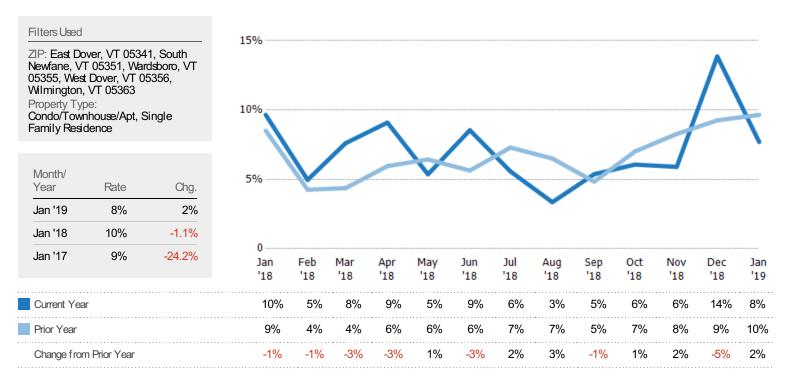






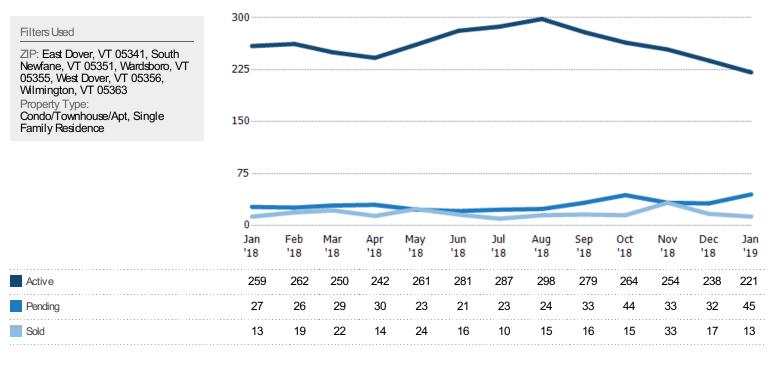
#### Absorption Rate

The percentage of inventory sold per month.



# Active/Pending/Sold Units

The number of residential properties that were Active, Pending and Sold each month.

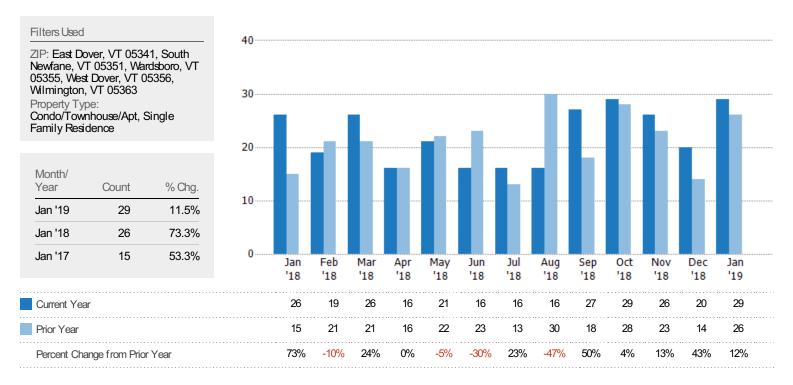


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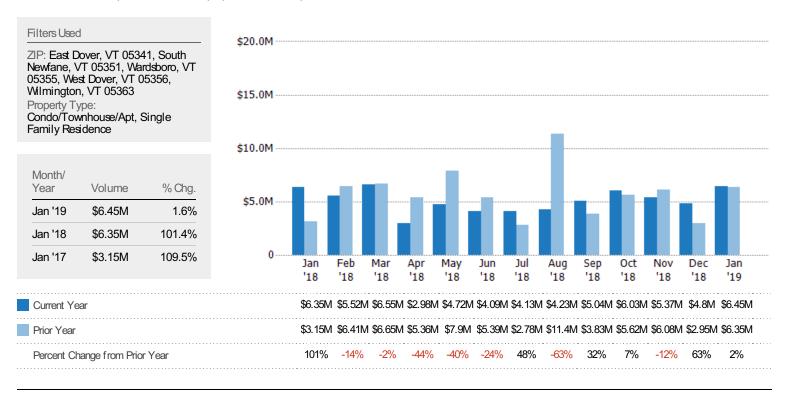
#### New Pending Sales

The number of residential properties with accepted offers that were added each month.



### New Pending Sales Volume

The sum of the sales price of residential properties with accepted offers that were added each month.



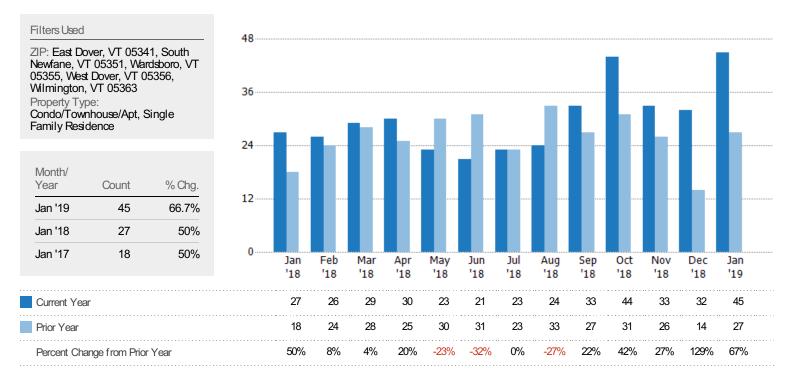
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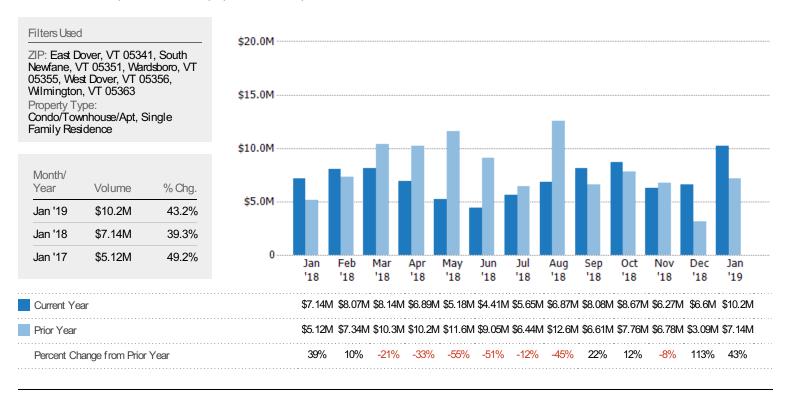
# Pending Sales

The number of residential properties with accepted offers that were available at the end each month.



# Pending Sales Volume

The sum of the sales price of residential properties with accepted offers that were available at the end of each month.

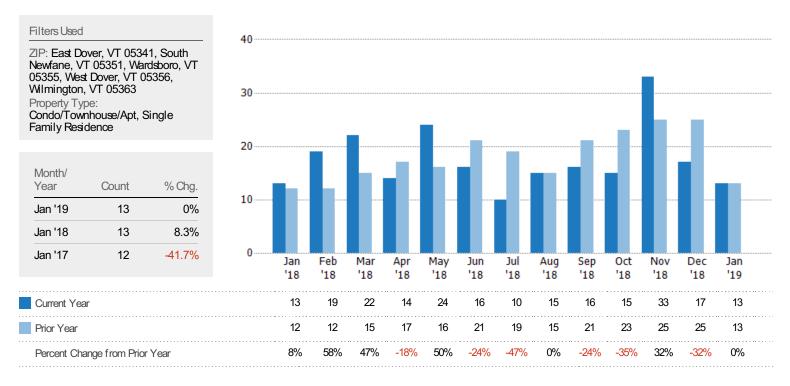


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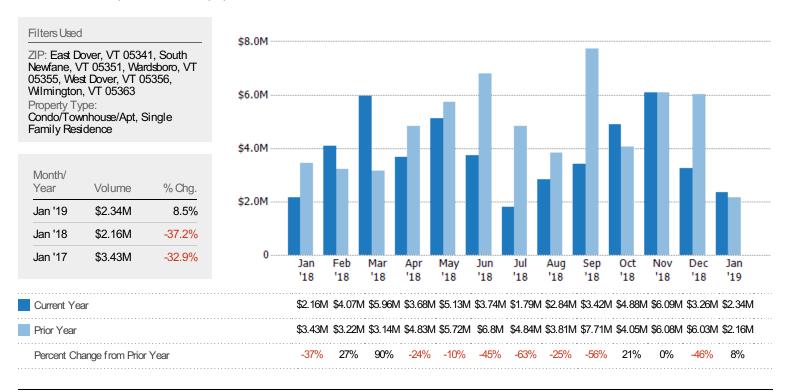
### Closed Sales

The total number of residential properties sold each month.



# Closed Sales Volume

The sum of the sales price of residential properties sold each month.





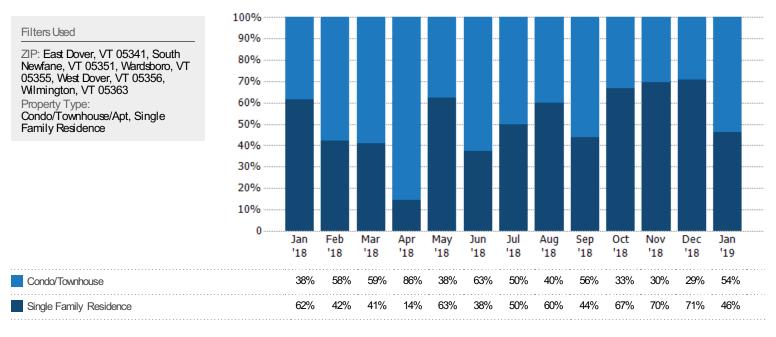
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#### Closed Sales by Property Type

The percentage of residential properties sold each month by property type.



#### Average Sales Price

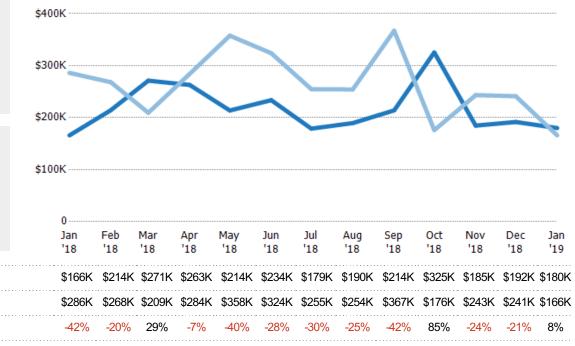
The average sales price of the residential properties sold each month.

#### Filters Used

ZIP: East Dover, VT 05341, South Newfane, VT 05351, Wardsboro, VT 05355, West Dover, VT 05356, Wilmington, VT 05363 Property Type: Condo/Townhouse/Apt, Single Family Residence

Month/ Year	Price	% Chg.
Jan '19	\$180K	8.5%
Jan '18	\$166K	-42%
Jan '17	\$286K	15.1%

Percent Change from Prior Year



Current Year

Prior Year





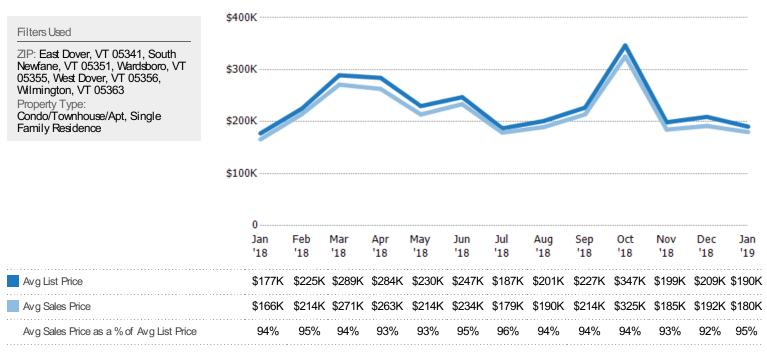
#### Median Sales Price

The median sales price of the residential properties sold each month.



### Average Sales Price vs Average Listing Price

The average sales price as a percentage of the average listing price for properties sold each month.

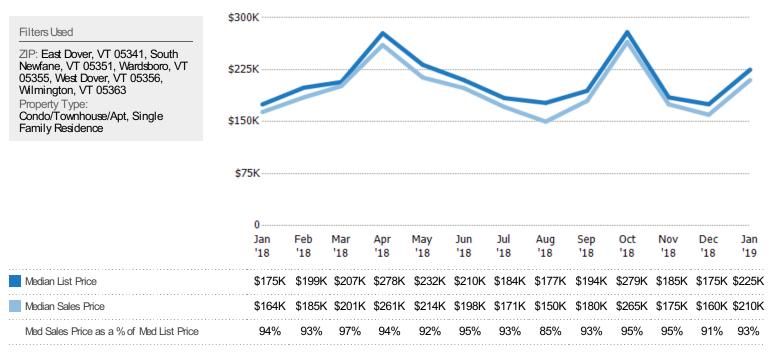






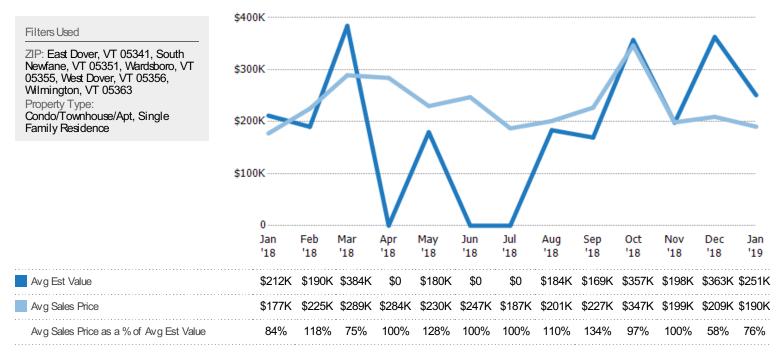
#### Median Sales Price vs Median Listing Price

The median sales price as a percentage of the median listing price for properties sold each month.



#### Average Sales Price vs Average Est Value

The average sales price as a percentage of the average AVM or RVM® valuation estimate for properties sold each month.







#### Median Sales Price vs Median Est Value

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