

## Summary of Key Listing and Sales Metrics

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

Key Metrics	Mar 2019	Mar 2018	+ / -	YTD 2019	YTD 2018	+ / -
<b>Listing Activity Charts Metrics</b>						
New Listing Count	14	25	-44%	48	49	-2%
New Listing Volume	\$2,186,900	\$4,197,900	-47.9%	\$7,987,700	\$8,863,300	-9.9%
Active Listing Count	68	69	-1.4%	N/A	N/A	
Active Listing Volume	\$14,448,900	\$13,368,349	+8.1%	N/A	N/A	
Average Listing Price	\$212,484	\$193,744	+9.7%	\$210,944	\$190,796	+10.6%
Median Listing Price	\$177,450	\$172,000	+3.2%	\$175,416	\$170,870	+2.7%
Median Days in RPR	154.5	57	+171.1%	148.74	131.35	+13.2%
Months of Inventory	22.7	11.5	+97.1%	10.3	6.8	+50.6%
Absorption Rate	4.41%	8.7%	-4.3%	9.75%	14.67%	-4.9%
<b>Sales Activity Charts Metrics</b>						
New Pending Sales Count	23	13	+76.9%	49	30	+63.3%
New Pending Sales Volume	\$3,719,400	\$2,071,600	+79.5%	\$8,618,700	\$4,617,700	+86.6%
Pending Sales Count	30	20	+50%	N/A	N/A	
Pending Sales Volume	\$5,154,200	\$3,228,000	+59.7%	N/A	N/A	
Closed Sales Count	13	7	+85.7%	23	23	+/-
Closed Sales Volume	\$2,262,900	\$1,104,900	+104.8%	\$4,208,332	\$4,089,925	+2.9%
Average Sales Price	\$174,069	\$157,843	+10.3%	\$182,971	\$177,823	+2.9%
Median Sales Price	\$165,000	\$145,000	+13.8%	\$172,043	\$168,049	+2.4%

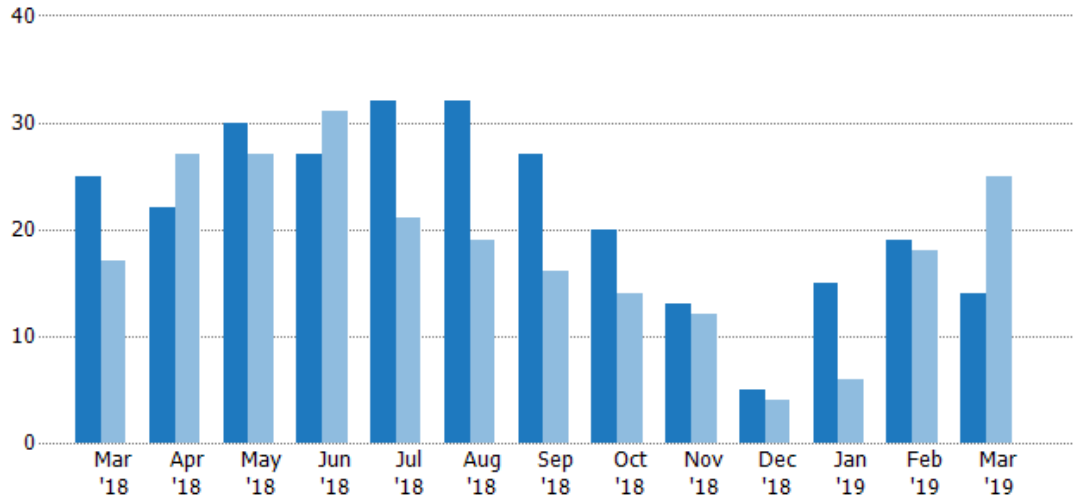
## New Listings

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

### Filters Used

ZIP: Barre, VT 05641  
 Property Type:  
 Condo/Townhouse/Apt, Single  
 Family Residence

Month/Year	Count	% Chg.
Mar '19	14	-44%
Mar '18	25	47.1%
Mar '17	17	52.9%



Current Year	25	22	30	27	32	32	27	20	13	5	15	19	14
Prior Year	17	27	27	31	21	19	16	14	12	4	6	18	25
Percent Change from Prior Year	47%	-19%	11%	-13%	52%	68%	69%	43%	8%	25%	150%	6%	-44%

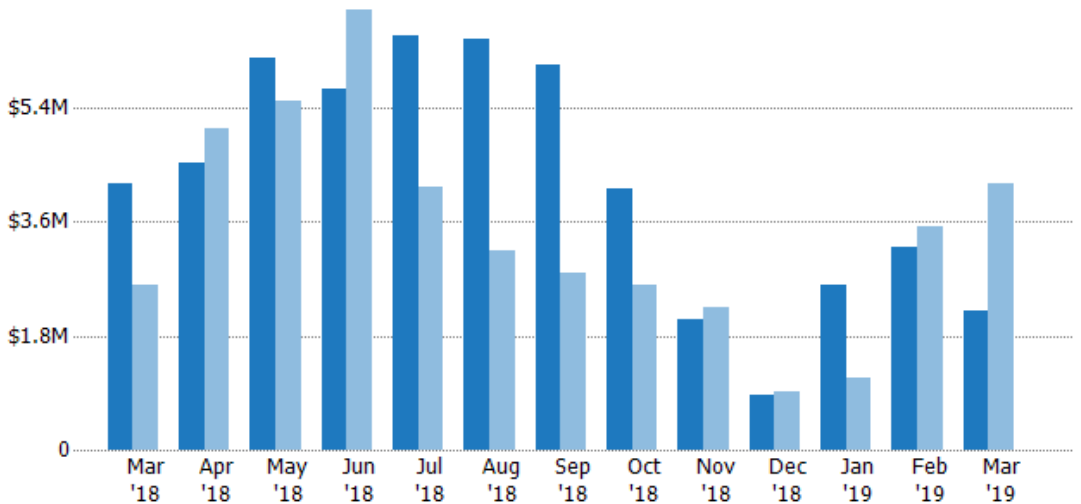
## New Listing Volume

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

### Filters Used

ZIP: Barre, VT 05641  
 Property Type:  
 Condo/Townhouse/Apt, Single  
 Family Residence

Month/Year	Volume	% Chg.
Mar '19	\$2.19M	-47.9%
Mar '18	\$4.2M	61.4%
Mar '17	\$2.6M	46.2%



Current Year	\$4.2M	\$4.52M	\$6.2M	\$5.7M	\$6.55M	\$6.48M	\$6.08M	\$4.13M	\$2.05M	\$855K	\$2.59M	\$3.21M	\$2.19M
Prior Year	\$2.6M	\$5.07M	\$5.51M	\$6.95M	\$4.16M	\$3.15M	\$2.79M	\$2.59M	\$2.25M	\$915K	\$1.15M	\$3.52M	\$4.2M
Percent Change from Prior Year	61%	-11%	13%	-18%	57%	106%	118%	59%	-9%	-7%	126%	-9%	-48%

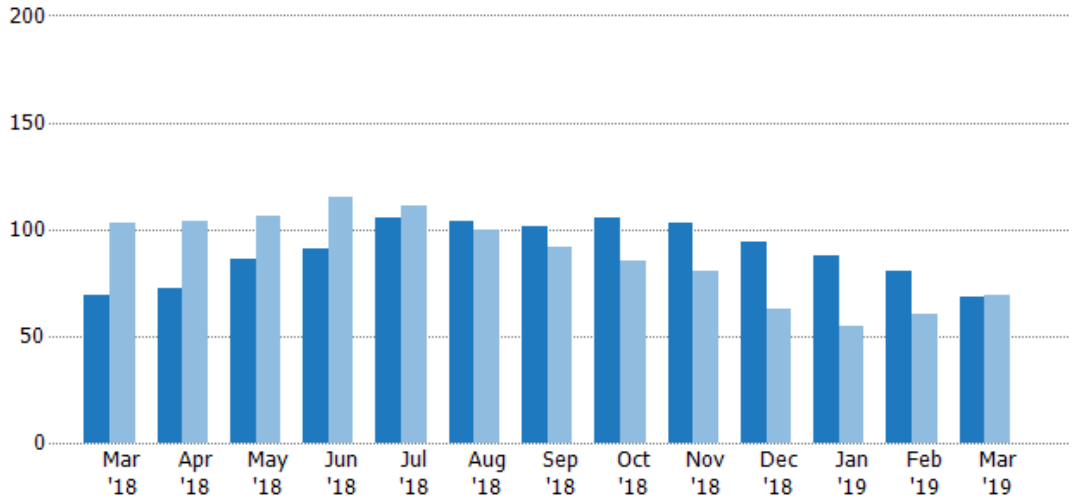
## Active Listings

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

### Filters Used

ZIP: Barre, VT 05641  
 Property Type:  
 Condo/Townhouse/Apt, Single  
 Family Residence

Month/Year	Count	% Chg.
Mar '19	68	-1.4%
Mar '18	69	-33%
Mar '17	103	-7.8%



	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19
Current Year	69	72	86	91	105	104	101	105	103	94	88	80	68
Prior Year	103	104	106	115	111	100	92	85	80	63	55	60	69
Percent Change from Prior Year	-33%	-31%	-19%	-21%	-5%	4%	10%	24%	29%	49%	60%	33%	-1%

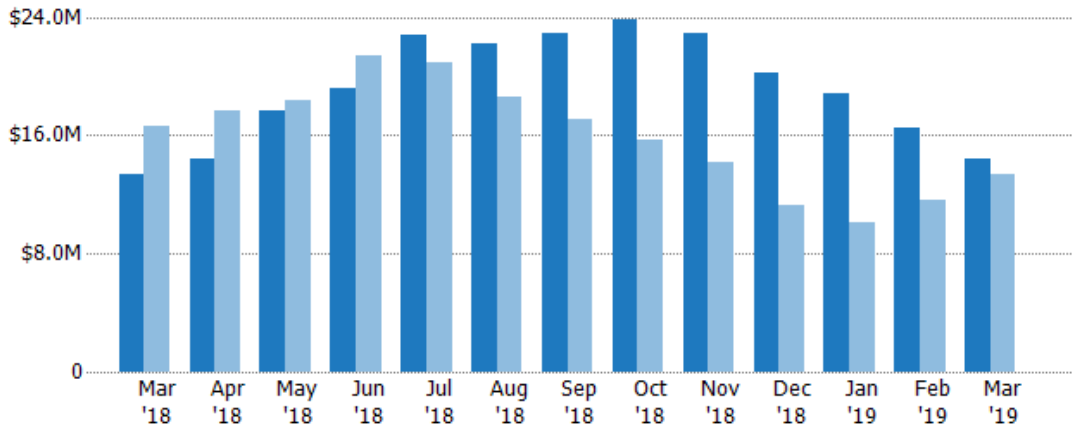
## Active Listing Volume

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

### Filters Used

ZIP: Barre, VT 05641  
 Property Type:  
 Condo/Townhouse/Apt, Single  
 Family Residence

Month/Year	Volume	% Chg.
Mar '19	\$14.4M	8.1%
Mar '18	\$13.4M	-19.7%
Mar '17	\$16.6M	0.1%



	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19
Current Year	\$13.4M	\$14.4M	\$17.6M	\$19.2M	\$22.8M	\$22.2M	\$22.9M	\$23.9M	\$22.9M	\$20.2M	\$18.8M	\$16.6M	\$14.4M
Prior Year	\$16.6M	\$17.6M	\$18.3M	\$21.4M	\$20.9M	\$18.6M	\$17.1M	\$15.7M	\$14.2M	\$11.2M	\$10.1M	\$11.6M	\$13.4M
Percent Change from Prior Year	-20%	-18%	-4%	-10%	9%	19%	34%	52%	61%	80%	86%	42%	8%

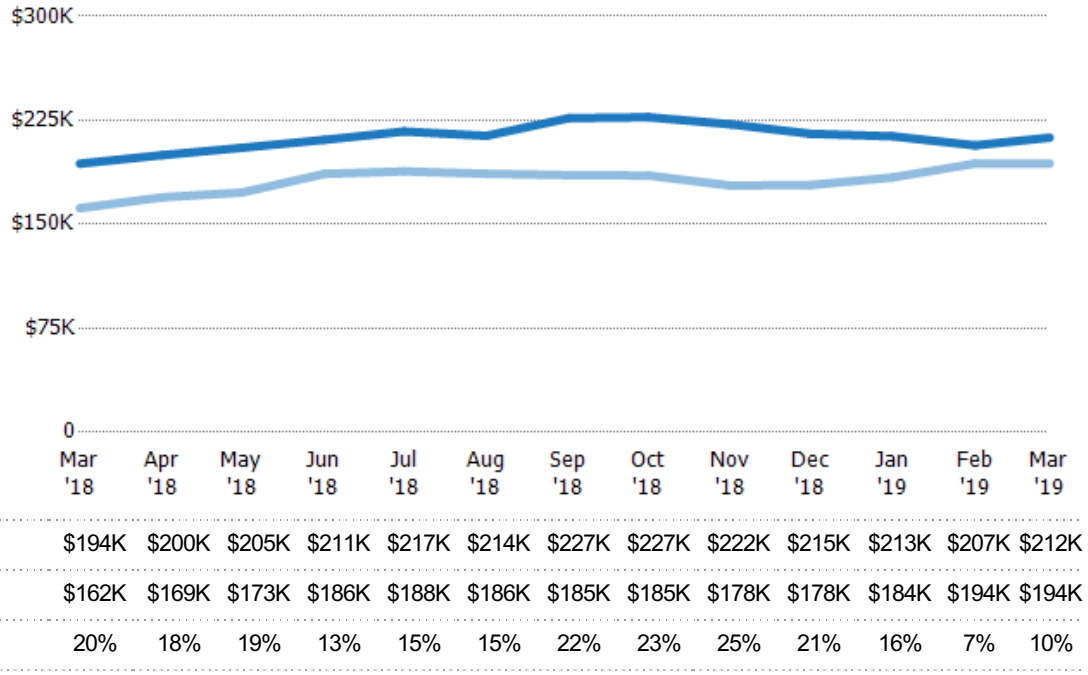
## Average Listing Price

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

### Filters Used

ZIP: Barre, VT 05641  
 Property Type:  
 Condo/Townhouse/Apt, Single  
 Family Residence

Month/ Year	Price	% Chg.
Mar '19	\$212K	9.7%
Mar '18	\$194K	19.9%
Mar '17	\$162K	8.5%



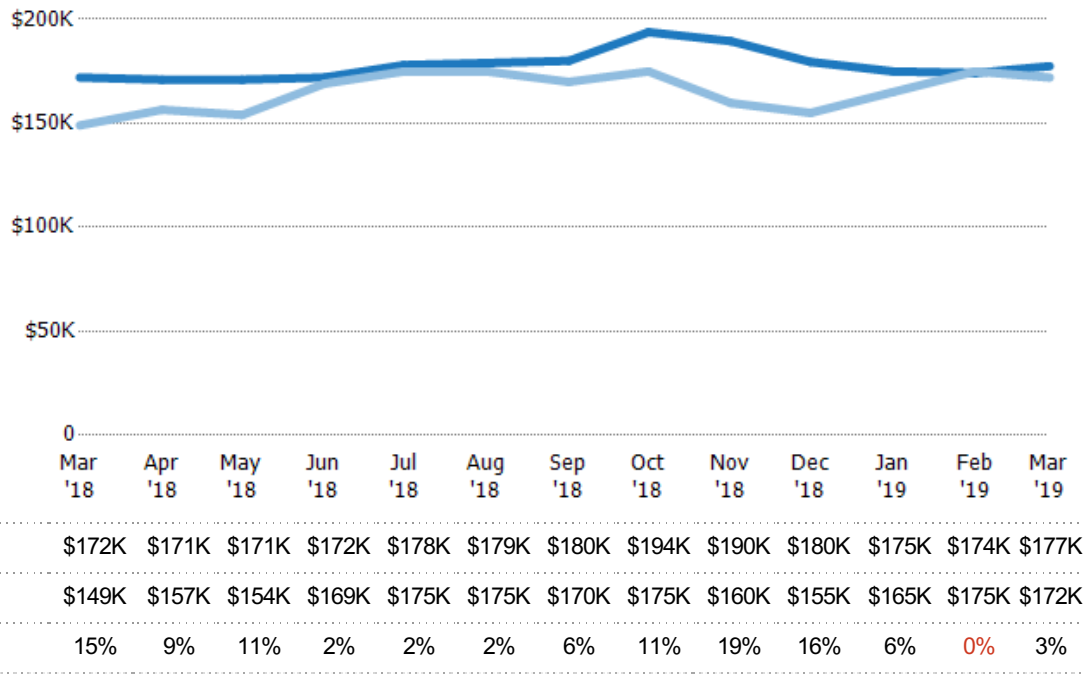
## Median Listing Price

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

### Filters Used

ZIP: Barre, VT 05641  
 Property Type:  
 Condo/Townhouse/Apt, Single  
 Family Residence

Month/ Year	Price	% Chg.
Mar '19	\$177K	3.2%
Mar '18	\$172K	15.4%
Mar '17	\$149K	4%

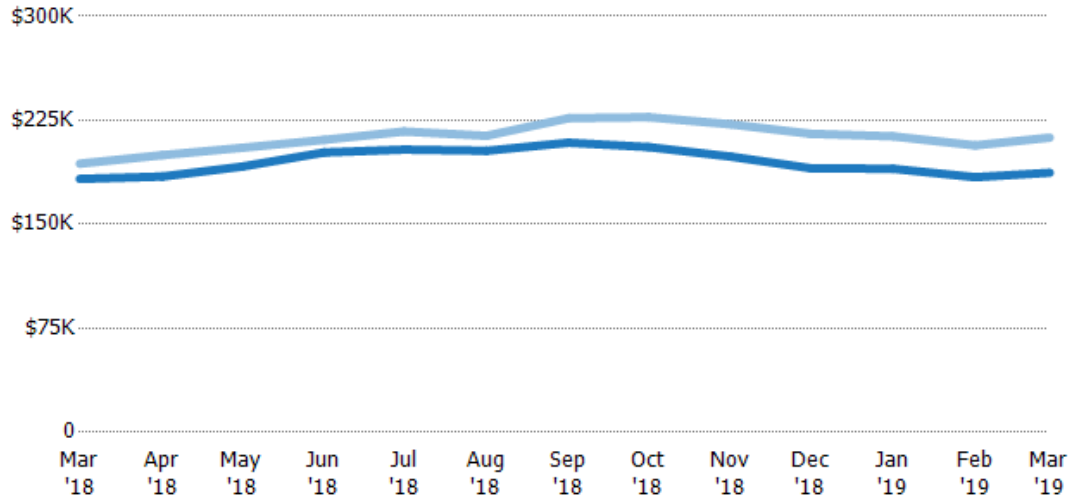


## Average Listing Price vs Average Est Value

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

### Filters Used

ZIP: Barre, VT 05641  
 Property Type:  
 Condo/Townhouse/Apt, Single  
 Family Residence



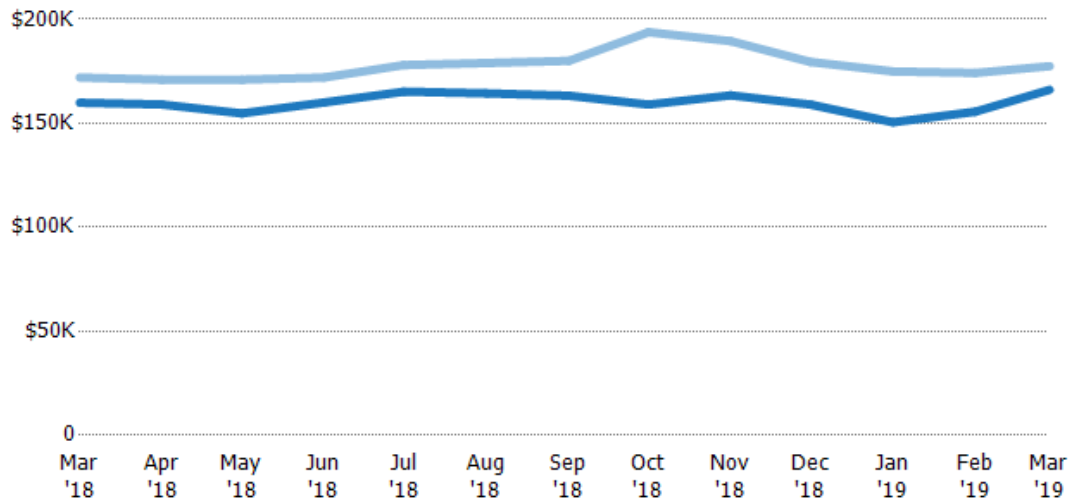
	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19
Avg Est Value	\$183K	\$184K	\$192K	\$202K	\$204K	\$203K	\$209K	\$206K	\$199K	\$190K	\$190K	\$184K	\$187K
Avg Listing Price	\$194K	\$200K	\$205K	\$211K	\$217K	\$214K	\$227K	\$227K	\$222K	\$215K	\$213K	\$207K	\$212K
Avg Listing Price as a % of Avg Est Value	106%	108%	107%	105%	106%	105%	108%	110%	112%	113%	112%	112%	114%

## 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.

### Filters Used

ZIP: Barre, VT 05641  
 Property Type:  
 Condo/Townhouse/Apt, Single  
 Family Residence



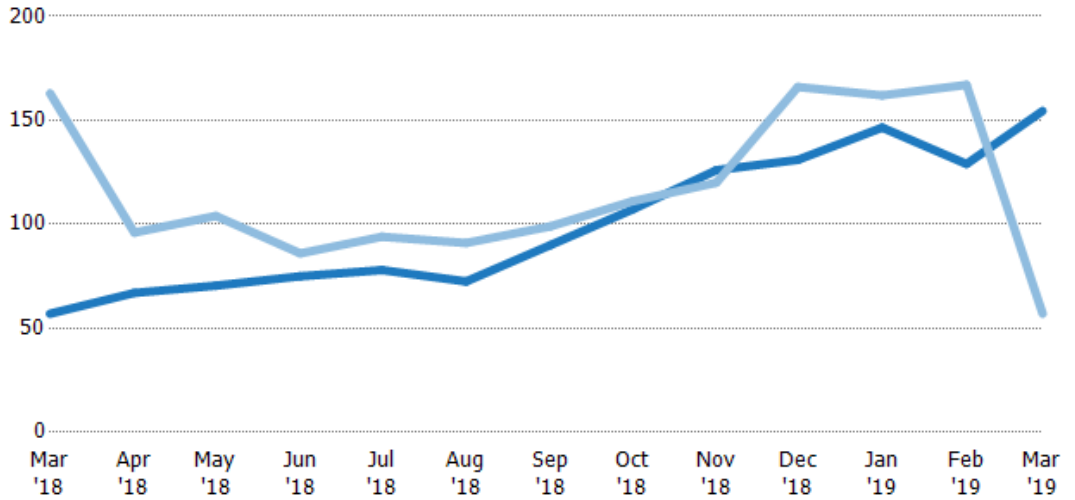
	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19
Median Est Value	\$160K	\$159K	\$155K	\$160K	\$165K	\$164K	\$163K	\$159K	\$163K	\$159K	\$151K	\$156K	\$166K
Median Listing Price	\$172K	\$171K	\$171K	\$172K	\$178K	\$179K	\$180K	\$194K	\$190K	\$180K	\$175K	\$174K	\$177K
Med Listing Price as a % of Med Est Value	108%	108%	110%	107%	108%	109%	110%	122%	116%	113%	116%	112%	107%

## 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.

### Filters Used

ZIP: Barre, VT 05641  
 Property Type:  
 Condo/Townhouse/Apt, Single  
 Family Residence



Month/Year	Days	% Chg.
Mar '19	155	171.1%
Mar '18	57	-65%
Mar '17	163	-10.4%

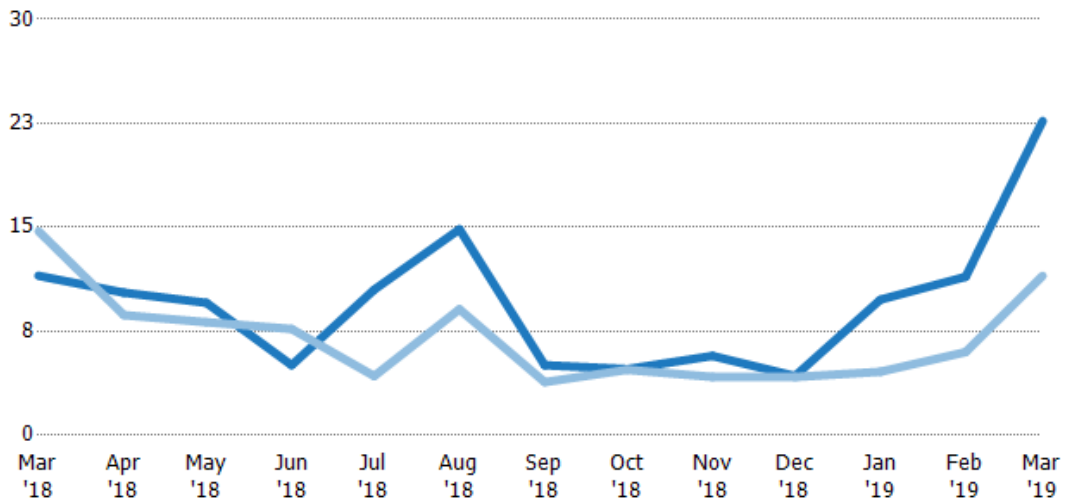
	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19
Current Year	57	67	70.5	75	78	72.5	90	107	126	131	147	129	155
Prior Year	163	96	104	86	94	91	99	111	120	166	162	167	57
Percent Change from Prior Year	-65%	-30%	-32%	-13%	-17%	-20%	-9%	-4%	5%	-21%	-10%	-23%	171%

## Months of Inventory

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

### Filters Used

ZIP: Barre, VT 05641  
 Property Type:  
 Condo/Townhouse/Apt, Single  
 Family Residence



Month/Year	Months	% Chg.
Mar '19	22.7	97.1%
Mar '18	11.5	-21.8%
Mar '17	14.7	7.6%

	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19
Current Year	11.5	10.3	9.56	5.06	10.5	14.9	5.05	4.77	5.72	4.27	9.78	11.4	22.7
Prior Year	14.7	8.67	8.15	7.67	4.27	9.09	3.83	4.72	4.21	4.2	4.58	6	11.5
Percent Change from Prior Year	-22%	19%	17%	-34%	146%	63%	32%	1%	36%	2%	113%	90%	97%

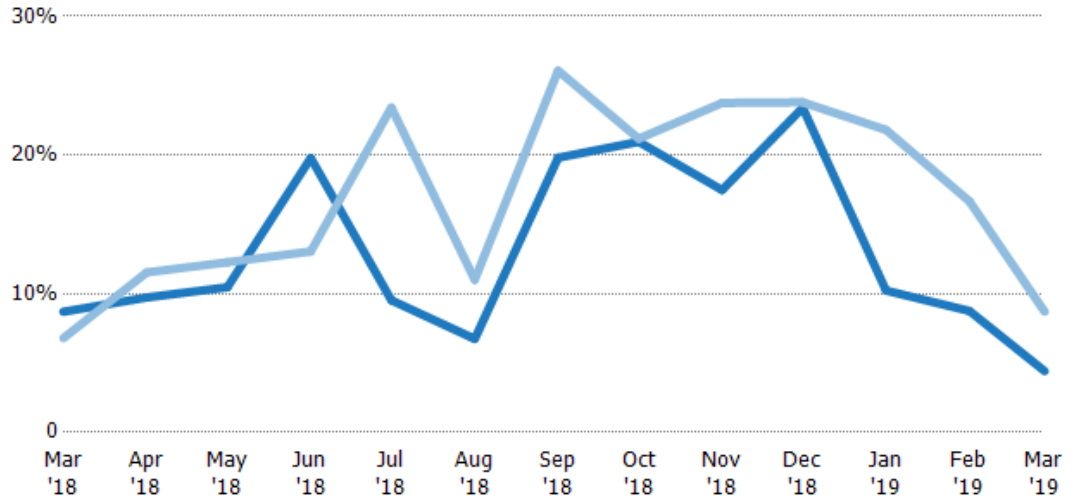
## Absorption Rate

The percentage of inventory sold per month.

### Filters Used

ZIP: Barre, VT 05641  
 Property Type:  
 Condo/Townhouse/Apt, Single  
 Family Residence

Month/ Year	Rate	Chg.
Mar '19	4%	4.3%
Mar '18	9%	-1.9%
Mar '17	7%	-7.1%



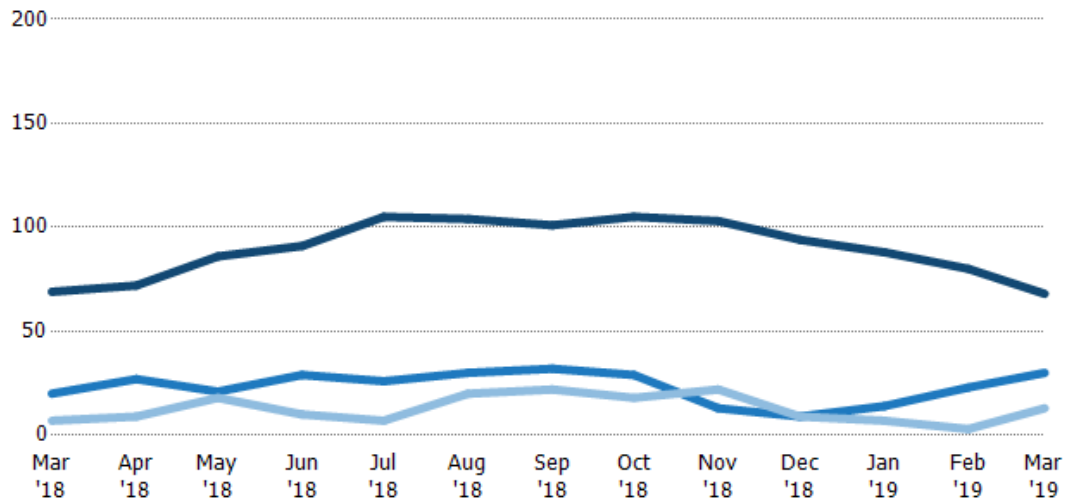
Current Year	9%	10%	10%	20%	10%	7%	20%	21%	17%	23%	10%	9%	4%
Prior Year	7%	12%	12%	13%	23%	11%	26%	21%	24%	24%	22%	17%	9%
Change from Prior Year	-2%	2%	2%	-7%	14%	4%	6%	0%	6%	0%	12%	8%	4%

## Active/Pending/Sold Units

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

### Filters Used

ZIP: Barre, VT 05641  
 Property Type:  
 Condo/Townhouse/Apt, Single  
 Family Residence



Active	69	72	86	91	105	104	101	105	103	94	88	80	68
Pending	20	27	21	29	26	30	32	29	13	9	14	23	30
Sold	7	9	18	10	7	20	22	18	22	9	7	3	13

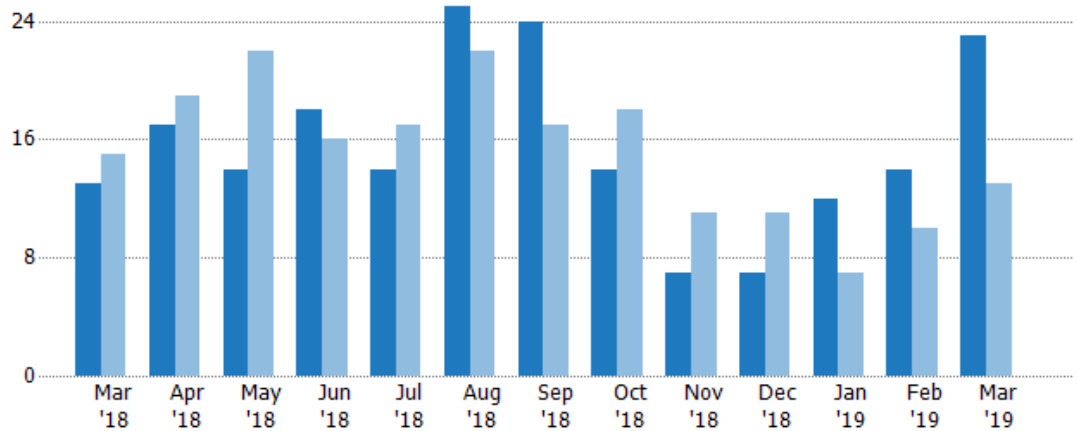
## New Pending Sales

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

### Filters Used

ZIP: Barre, VT 05641  
 Property Type:  
 Condo/Townhouse/Apt, Single  
 Family Residence

Month/ Year	Count	% Chg.
Mar '19	23	76.9%
Mar '18	13	-13.3%
Mar '17	15	-6.7%



Current Year	13	17	14	18	14	25	24	14	7	7	12	14	23
Prior Year	15	19	22	16	17	22	17	18	11	11	7	10	13
Percent Change from Prior Year	-13%	-11%	-36%	13%	-18%	14%	41%	-22%	-36%	-36%	71%	40%	77%

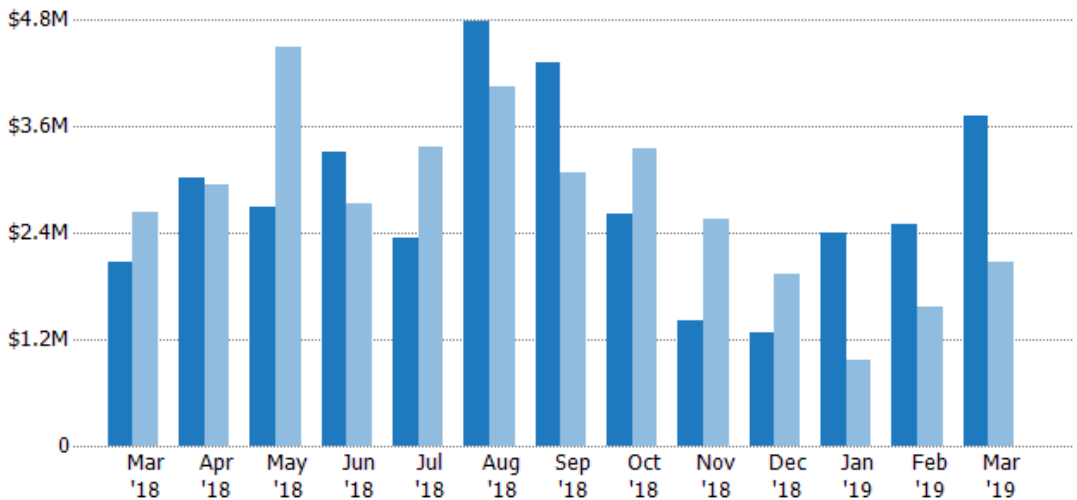
## New Pending Sales Volume

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

### Filters Used

ZIP: Barre, VT 05641  
 Property Type:  
 Condo/Townhouse/Apt, Single  
 Family Residence

Month/ Year	Volume	% Chg.
Mar '19	\$3.72M	79.5%
Mar '18	\$2.07M	-21.3%
Mar '17	\$2.63M	-12%



Current Year	\$2.07M	\$3.03M	\$2.7M	\$3.32M	\$2.34M	\$4.79M	\$4.33M	\$2.61M	\$1.4M	\$1.28M	\$2.4M	\$2.5M	\$3.72M
Prior Year	\$2.63M	\$2.95M	\$4.5M	\$2.73M	\$3.37M	\$4.04M	\$3.08M	\$3.35M	\$2.55M	\$1.93M	\$975K	\$1.57M	\$2.07M
Percent Change from Prior Year	-21%	3%	-40%	22%	-31%	19%	40%	-22%	-45%	-34%	146%	59%	80%



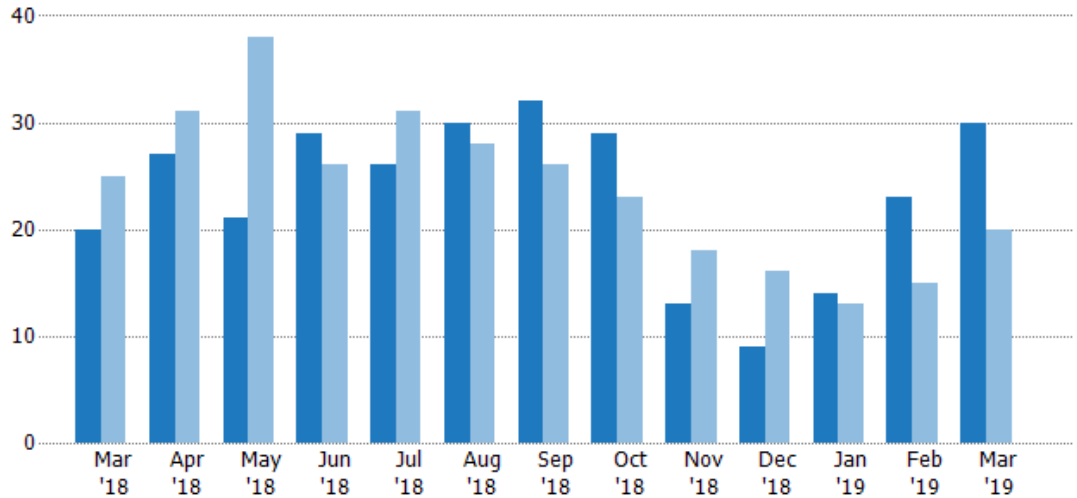
## Pending Sales

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

### Filters Used

ZIP: Barre, VT 05641  
 Property Type:  
 Condo/Townhouse/Apt, Single  
 Family Residence

Month/ Year	Count	% Chg.
Mar '19	30	50%
Mar '18	20	-20%
Mar '17	25	-12%



Current Year	20	27	21	29	26	30	32	29	13	9	14	23	30
Prior Year	25	31	38	26	31	28	26	23	18	16	13	15	20
Percent Change from Prior Year	-20%	-13%	-45%	12%	-16%	7%	23%	26%	-28%	-44%	8%	53%	50%

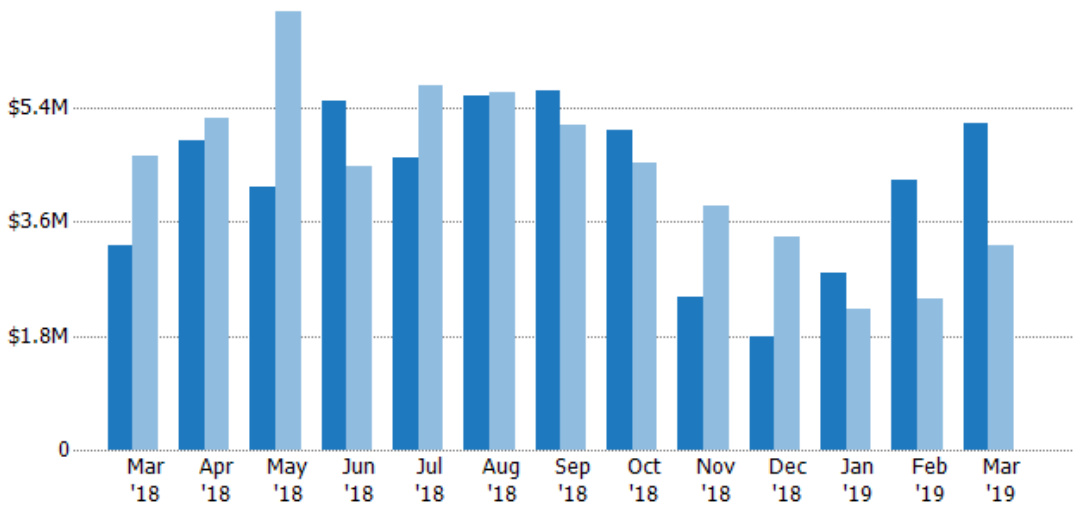
## Pending Sales Volume

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

### Filters Used

ZIP: Barre, VT 05641  
 Property Type:  
 Condo/Townhouse/Apt, Single  
 Family Residence

Month/ Year	Volume	% Chg.
Mar '19	\$5.15M	59.7%
Mar '18	\$3.23M	-30.5%
Mar '17	\$4.65M	-14%



Current Year	\$3.23M	\$4.89M	\$4.16M	\$5.52M	\$4.61M	\$5.59M	\$5.68M	\$5.06M	\$2.41M	\$1.79M	\$2.78M	\$4.26M	\$5.15M
Prior Year	\$4.65M	\$5.23M	\$6.91M	\$4.46M	\$5.76M	\$5.63M	\$5.14M	\$4.52M	\$3.85M	\$3.37M	\$2.23M	\$2.39M	\$3.23M
Percent Change from Prior Year	-31%	-6%	-40%	24%	-20%	-1%	10%	12%	-38%	-47%	25%	78%	60%

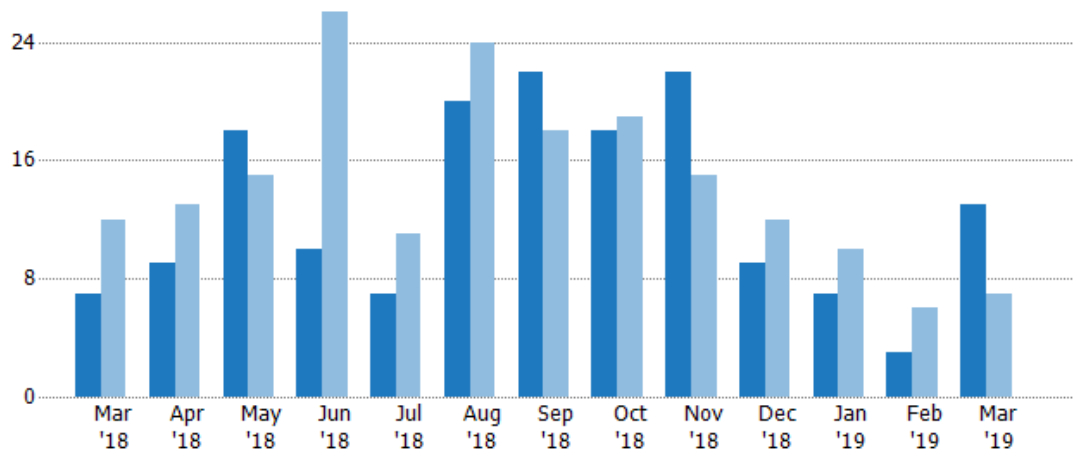
## Closed Sales

The total number of residential properties sold each month.

### Filters Used

ZIP: Barre, VT 05641  
 Property Type:  
 Condo/Townhouse/Apt, Single  
 Family Residence

Month/ Year	Count	% Chg.
Mar '19	13	85.7%
Mar '18	7	-41.7%
Mar '17	12	-50%



	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19
Current Year	7	9	18	10	7	20	22	18	22	9	7	3	13
Prior Year	12	13	15	26	11	24	18	19	15	12	10	6	7
Percent Change from Prior Year	-42%	-31%	20%	-62%	-36%	-17%	22%	-5%	47%	-25%	-30%	-50%	86%

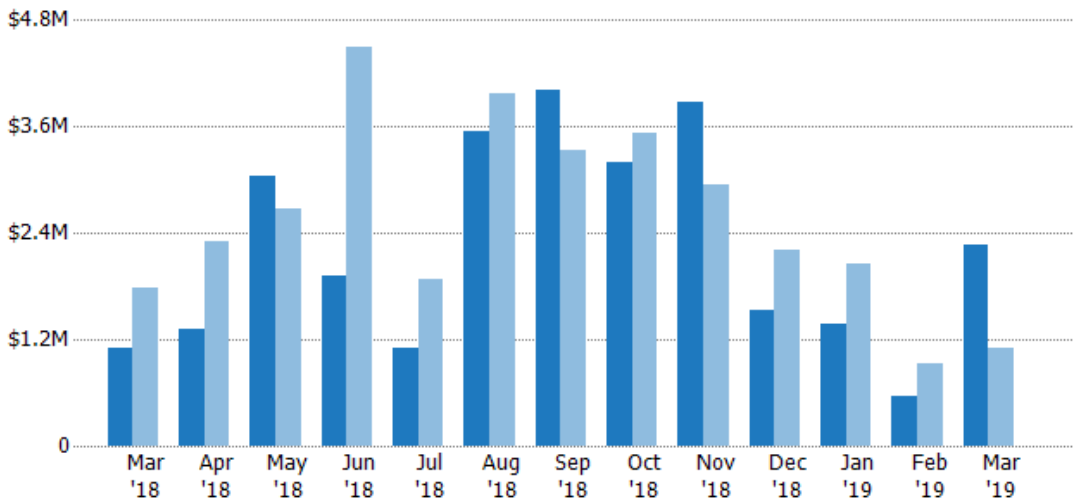
## Closed Sales Volume

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

### Filters Used

ZIP: Barre, VT 05641  
 Property Type:  
 Condo/Townhouse/Apt, Single  
 Family Residence

Month/ Year	Volume	% Chg.
Mar '19	\$2.26M	104.8%
Mar '18	\$1.1M	-37.8%
Mar '17	\$1.78M	-53.6%



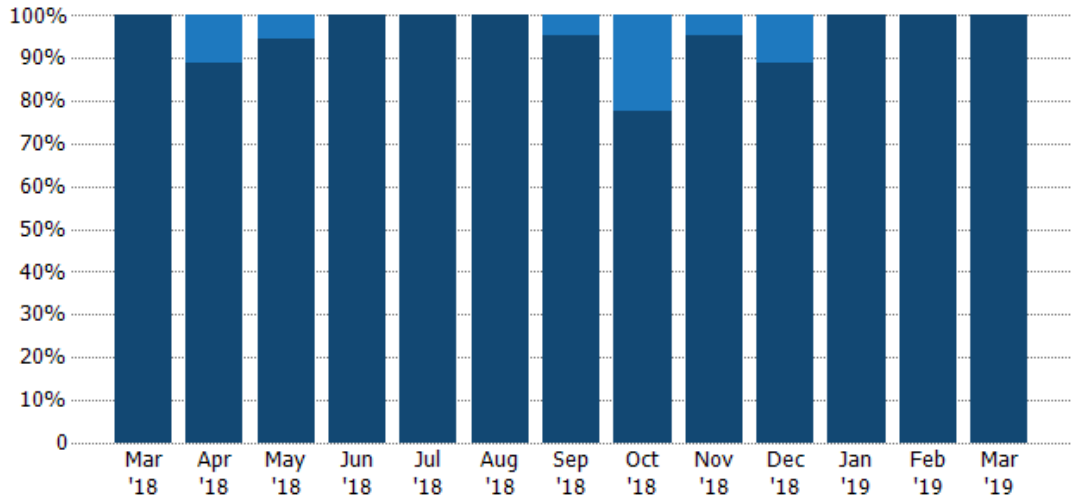
	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19
Current Year	\$1.1M	\$1.31M	\$3.05M	\$1.91M	\$1.11M	\$3.55M	\$4.02M	\$3.19M	\$3.87M	\$1.53M	\$1.38M	\$563K	\$2.26M
Prior Year	\$1.78M	\$2.3M	\$2.68M	\$4.5M	\$1.87M	\$3.97M	\$3.33M	\$3.52M	\$2.94M	\$2.21M	\$2.06M	\$925K	\$1.1M
Percent Change from Prior Year	-38%	-43%	14%	-57%	-41%	-11%	21%	-9%	32%	-31%	-33%	-39%	105%

## Closed Sales by Property Type

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

**Filters Used**

ZIP: Barre, VT 05641  
 Property Type:  
 Condo/Townhouse/Apt, Single  
 Family Residence



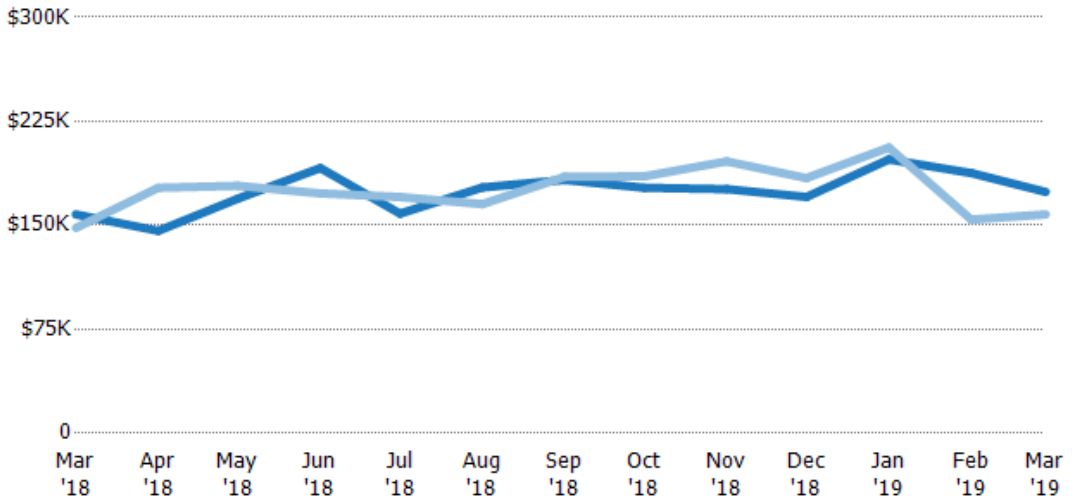
Condo/Townhouse	-	11%	6%	-	-	-	5%	22%	5%	11%	-	-	-
Single Family Residence	100%	89%	94%	100%	100%	100%	95%	78%	95%	89%	100%	100%	100%

## Average Sales Price

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

**Filters Used**

ZIP: Barre, VT 05641  
 Property Type:  
 Condo/Townhouse/Apt, Single  
 Family Residence



Current Year	\$158K	\$146K	\$169K	\$191K	\$158K	\$177K	\$183K	\$177K	\$176K	\$170K	\$197K	\$188K	\$174K
Prior Year	\$148K	\$177K	\$178K	\$173K	\$170K	\$165K	\$185K	\$185K	\$196K	\$184K	\$206K	\$154K	\$158K
Percent Change from Prior Year	7%	-18%	-5%	11%	-7%	7%	-1%	-4%	-10%	-7%	-4%	22%	10%

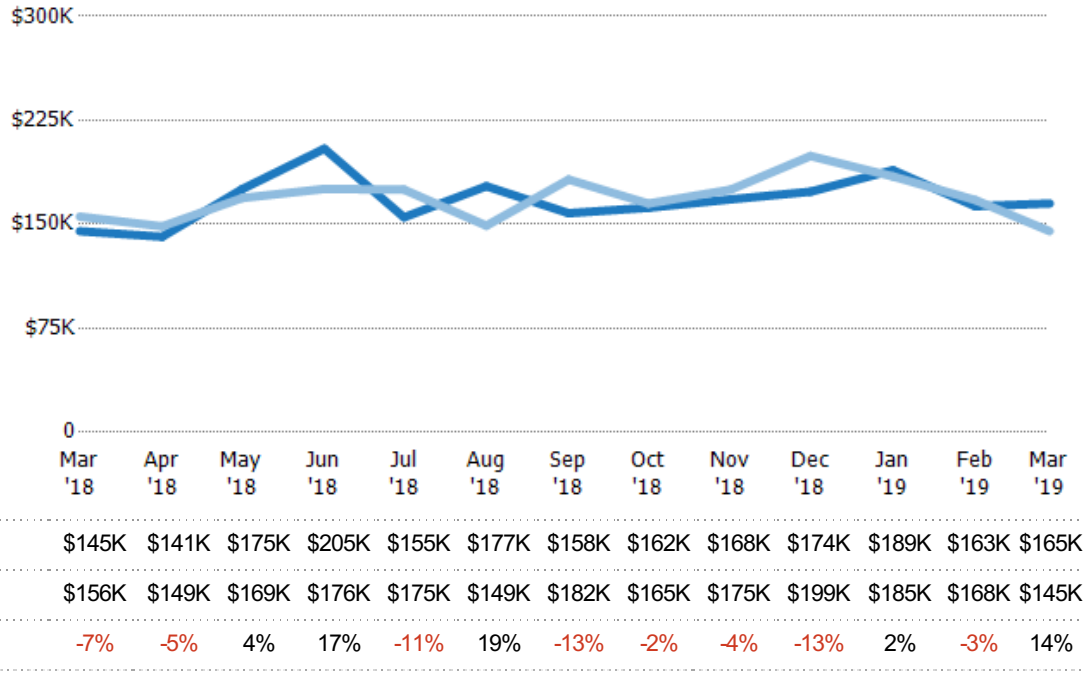
## Median Sales Price

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

### Filters Used

ZIP: Barre, VT 05641  
 Property Type:  
 Condo/Townhouse/Apt, Single  
 Family Residence

Month/ Year	Price	% Chg.
Mar '19	\$165K	13.8%
Mar '18	\$145K	-6.8%
Mar '17	\$156K	-5.5%



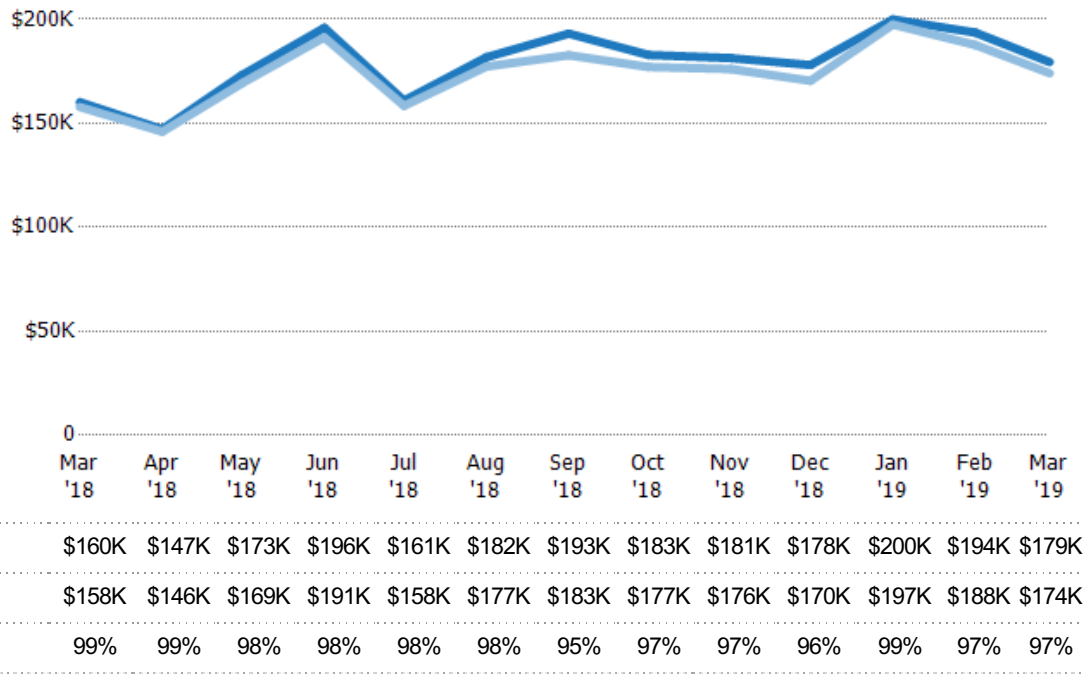
## Average Sales Price vs Average Listing Price

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

### Filters Used

ZIP: Barre, VT 05641  
 Property Type:  
 Condo/Townhouse/Apt, Single  
 Family Residence

Month/ Year	Avg List Price	Avg Sales Price	Avg Sales Price as a % of Avg List Price
Mar '19	\$160K	\$158K	99%
Mar '18	\$160K	\$158K	99%

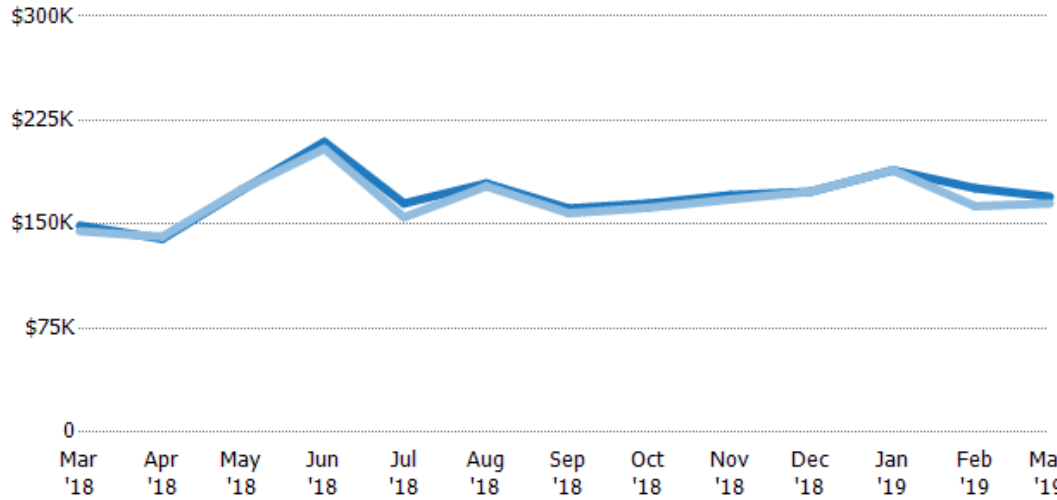


## Median Sales Price vs Median Listing Price

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

### Filters Used

ZIP: Barre, VT 05641  
 Property Type:  
 Condo/Townhouse/Apt, Single  
 Family Residence



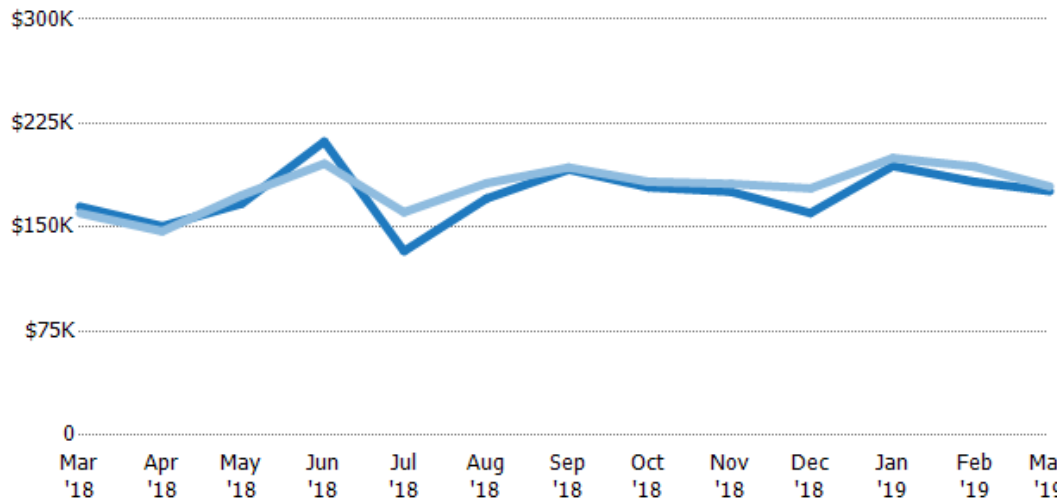
	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19
Median List Price	\$149K	\$140K	\$175K	\$209K	\$165K	\$179K	\$161K	\$165K	\$171K	\$174K	\$189K	\$176K	\$170K
Median Sales Price	\$145K	\$141K	\$175K	\$205K	\$155K	\$177K	\$158K	\$162K	\$168K	\$174K	\$189K	\$163K	\$165K
Med Sales Price as a % of Med List Price	97%	101%	100%	98%	94%	99%	98%	98%	98%	100%	100%	93%	97%

## 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.

### Filters Used

ZIP: Barre, VT 05641  
 Property Type:  
 Condo/Townhouse/Apt, Single  
 Family Residence



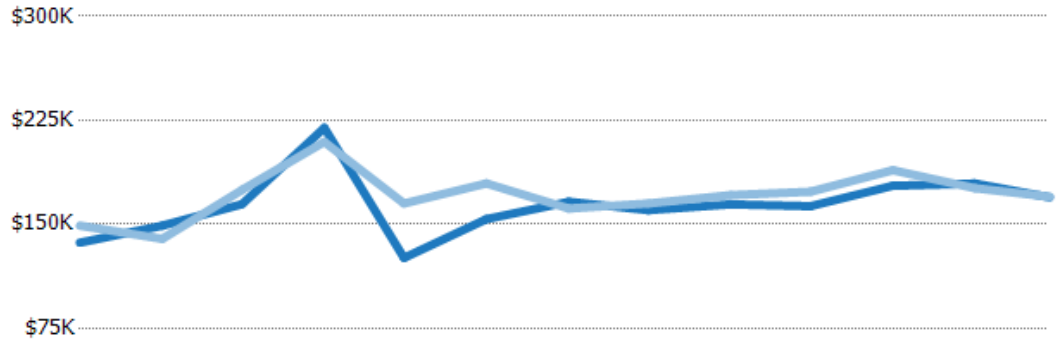
	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19
Avg Est Value	\$165K	\$151K	\$167K	\$212K	\$133K	\$171K	\$192K	\$179K	\$176K	\$160K	\$194K	\$183K	\$176K
Avg Sales Price	\$160K	\$147K	\$173K	\$196K	\$161K	\$182K	\$193K	\$183K	\$181K	\$178K	\$200K	\$194K	\$179K
Avg Sales Price as a % of Avg Est Value	97%	98%	104%	92%	121%	106%	101%	102%	103%	111%	103%	106%	102%

## Median Sales Price vs Median Est Value

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

### Filters Used

ZIP: Barre, VT 05641  
 Property Type:  
 Condo/Townhouse/Apt, Single  
 Family Residence



	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19
Median Est Value	\$137K	\$149K	\$164K	\$220K	\$126K	\$154K	\$166K	\$160K	\$164K	\$163K	\$178K	\$179K	\$169K
Median Sales Price	\$149K	\$140K	\$175K	\$209K	\$165K	\$179K	\$161K	\$165K	\$171K	\$174K	\$189K	\$176K	\$170K
Med Sales Price as a % of Med Est Value	109%	94%	106%	95%	131%	117%	97%	103%	104%	106%	106%	98%	100%