

## 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                      | 58            | 74            | -21.6% | 166          | 153          | +8.5%  |
| New Listing Volume                     | \$14,230,750  | \$18,758,300  | -24.1% | \$42,928,599 | \$36,696,287 | +17%   |
| Active Listing Count                   | 308           | 369           | -16.5% | N/A          | N/A          |        |
| Active Listing Volume                  | \$115,333,266 | \$130,126,649 | -11.4% | N/A          | N/A          |        |
| Average Listing Price                  | \$374,459     | \$352,647     | +6.2%  | \$367,091    | \$352,181    | +4.2%  |
| Median Listing Price                   | \$297,000     | \$259,000     | +14.7% | \$281,879    | \$258,967    | +8.8%  |
| Median Days in RPR                     | 173.5         | 190           | -8.7%  | 169.2        | 184.72       | -8.4%  |
| Months of Inventory                    | 20.5          | 14.2          | +44.7% | 10.7         | 9.2          | +15.8% |
| Absorption Rate                        | 4.87%         | 7.05%         | -2.2%  | 9.34%        | 10.81%       | -1.5%  |
| <b>Sales Activity Charts Metrics</b>   |               |               |        |              |              |        |
| New Pending Sales Count                | 68            | 48            | +41.7% | 168          | 116          | +44.8% |
| New Pending Sales Volume               | \$15,473,550  | \$11,519,500  | +34.3% | \$43,607,850 | \$28,807,100 | +51.4% |
| Pending Sales Count                    | 117           | 76            | +53.9% | N/A          | N/A          |        |
| Pending Sales Volume                   | \$34,686,150  | \$19,324,500  | +79.5% | N/A          | N/A          |        |
| Closed Sales Count                     | 51            | 35            | +45.7% | 96           | 92           | +4.3%  |
| Closed Sales Volume                    | \$11,714,739  | \$9,627,400   | +21.7% | \$24,464,114 | \$22,344,420 | +9.5%  |
| Average Sales Price                    | \$229,701     | \$275,069     | -16.5% | \$254,835    | \$242,874    | +4.9%  |
| Median Sales Price                     | \$193,300     | \$222,500     | -13.1% | \$207,613    | \$212,153    | -2.1%  |

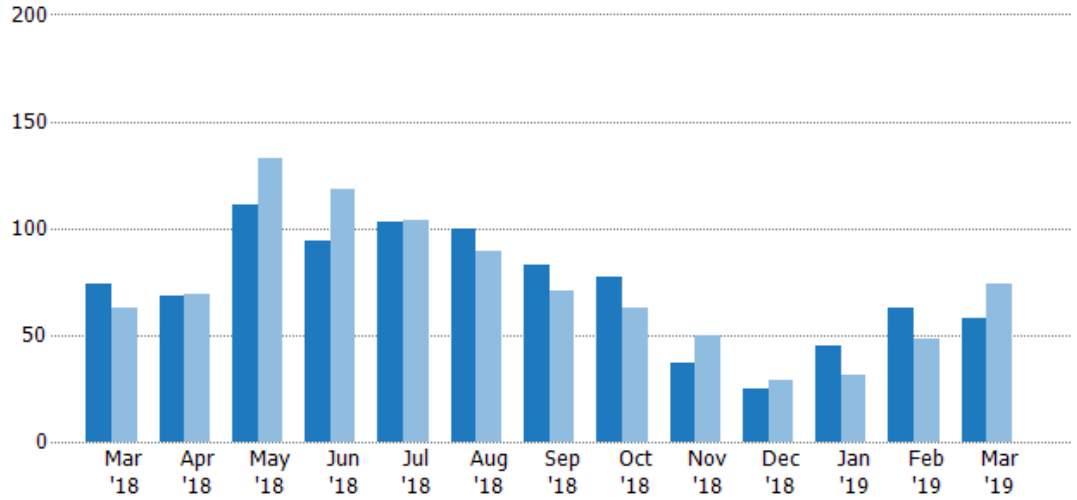
## New Listings

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

### Filters Used

State: VT  
 County: Washington County, Vermont  
 Property Type: Condo/Townhouse/Apt, Single Family Residence

| Month/Year | Count | % Chg. |
|------------|-------|--------|
| Mar '19    | 58    | -21.6% |
| Mar '18    | 74    | 17.5%  |
| Mar '17    | 63    | 11.1%  |



|                                |     |     |      |      |     |     |     |     |      |      |     |     |      |
|--------------------------------|-----|-----|------|------|-----|-----|-----|-----|------|------|-----|-----|------|
| Current Year                   | 74  | 68  | 111  | 94   | 103 | 100 | 83  | 77  | 37   | 25   | 45  | 63  | 58   |
| Prior Year                     | 63  | 69  | 133  | 118  | 104 | 89  | 71  | 63  | 50   | 29   | 31  | 48  | 74   |
| Percent Change from Prior Year | 17% | -1% | -17% | -20% | -1% | 12% | 17% | 22% | -26% | -14% | 45% | 31% | -22% |

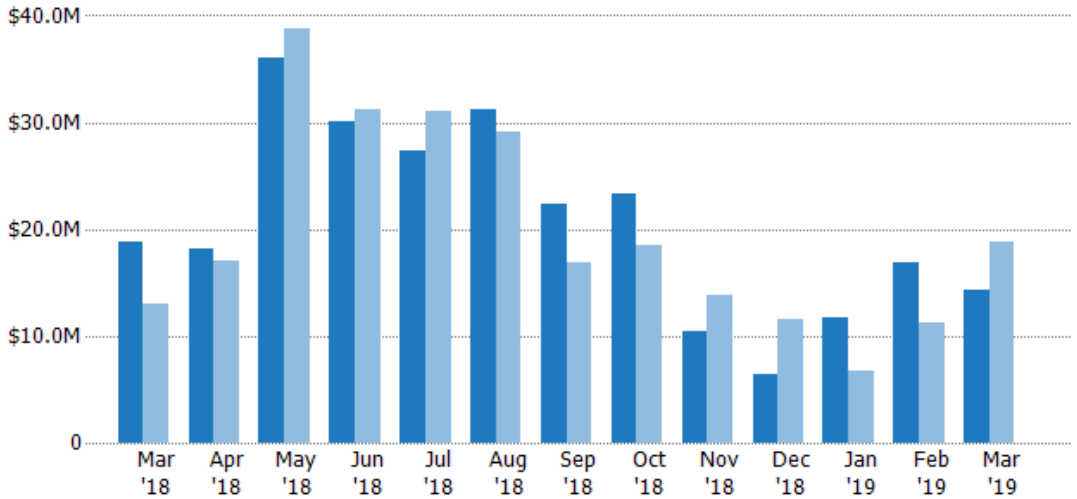
## New Listing Volume

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

### Filters Used

State: VT  
 County: Washington County, Vermont  
 Property Type: Condo/Townhouse/Apt, Single Family Residence

| Month/Year | Volume  | % Chg. |
|------------|---------|--------|
| Mar '19    | \$14.2M | -24.1% |
| Mar '18    | \$18.8M | 44.9%  |
| Mar '17    | \$12.9M | 17.7%  |



|                                |         |         |         |         |         |         |         |         |         |         |         |         |         |
|--------------------------------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| Current Year                   | \$18.8M | \$18.1M | \$36M   | \$30.1M | \$27.4M | \$31.3M | \$22.3M | \$23.3M | \$10.4M | \$6.4M  | \$11.8M | \$16.9M | \$14.2M |
| Prior Year                     | \$12.9M | \$17.1M | \$38.8M | \$31.2M | \$31M   | \$29.1M | \$16.9M | \$18.5M | \$13.9M | \$11.6M | \$6.67M | \$11.3M | \$18.8M |
| Percent Change from Prior Year | 45%     | 6%      | -7%     | -4%     | -12%    | 8%      | 32%     | 26%     | -25%    | -45%    | 77%     | 50%     | -24%    |

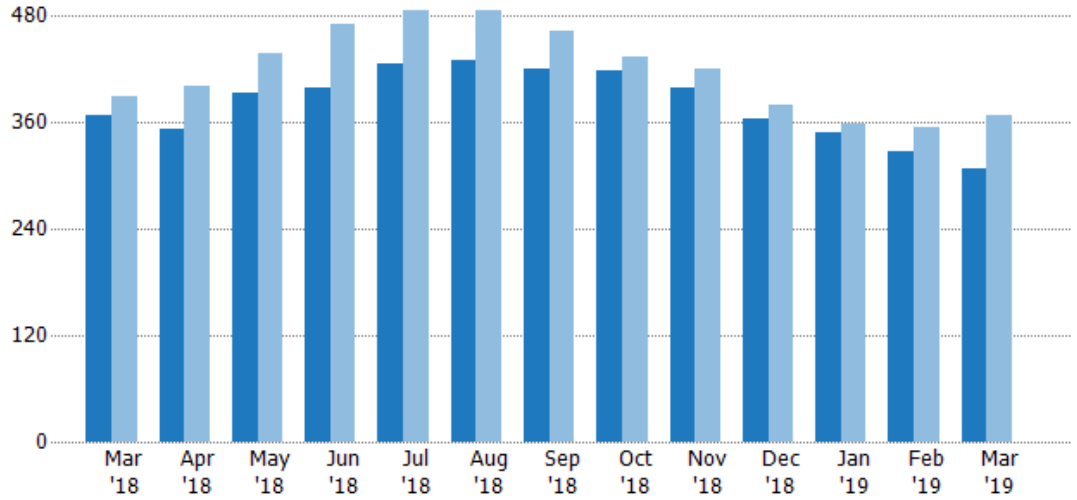
## Active Listings

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

### Filters Used

State: VT  
 County: Washington County, Vermont  
 Property Type: Condo/Townhouse/Apt, Single Family Residence

| Month/Year | Count | % Chg. |
|------------|-------|--------|
| Mar '19    | 308   | -16.5% |
| Mar '18    | 369   | -5.1%  |
| Mar '17    | 389   | 12.1%  |



|                                |     |      |      |      |      |      |     |     |     |     |     |     |      |
|--------------------------------|-----|------|------|------|------|------|-----|-----|-----|-----|-----|-----|------|
| Current Year                   | 369 | 352  | 393  | 400  | 426  | 430  | 421 | 418 | 399 | 364 | 349 | 328 | 308  |
| Prior Year                     | 389 | 401  | 437  | 471  | 487  | 487  | 464 | 435 | 420 | 380 | 358 | 355 | 369  |
| Percent Change from Prior Year | -5% | -12% | -10% | -15% | -13% | -12% | -9% | -4% | -5% | -4% | -3% | -8% | -17% |

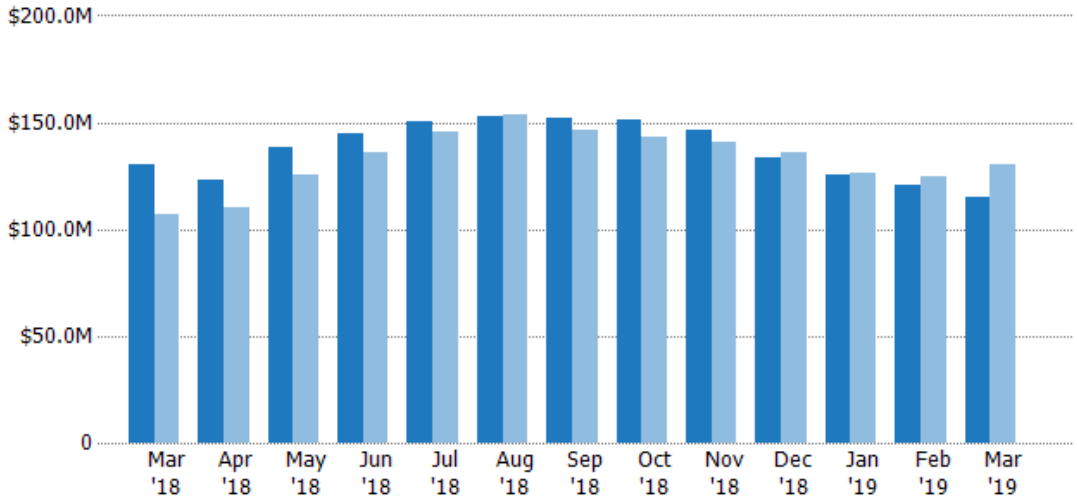
## Active Listing Volume

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

### Filters Used

State: VT  
 County: Washington County, Vermont  
 Property Type: Condo/Townhouse/Apt, Single Family Residence

| Month/Year | Volume | % Chg. |
|------------|--------|--------|
| Mar '19    | \$115M | -11.4% |
| Mar '18    | \$130M | 21.8%  |
| Mar '17    | \$107M | 20.7%  |



|                                |        |        |        |        |        |        |        |        |        |        |        |        |        |
|--------------------------------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|
| Current Year                   | \$130M | \$123M | \$139M | \$144M | \$150M | \$153M | \$152M | \$151M | \$146M | \$133M | \$125M | \$121M | \$115M |
| Prior Year                     | \$107M | \$111M | \$126M | \$136M | \$146M | \$153M | \$146M | \$143M | \$141M | \$136M | \$126M | \$125M | \$130M |
| Percent Change from Prior Year | 22%    | 12%    | 10%    | 6%     | 3%     | 0%     | 4%     | 5%     | 4%     | -2%    | -1%    | -3%    | -11%   |

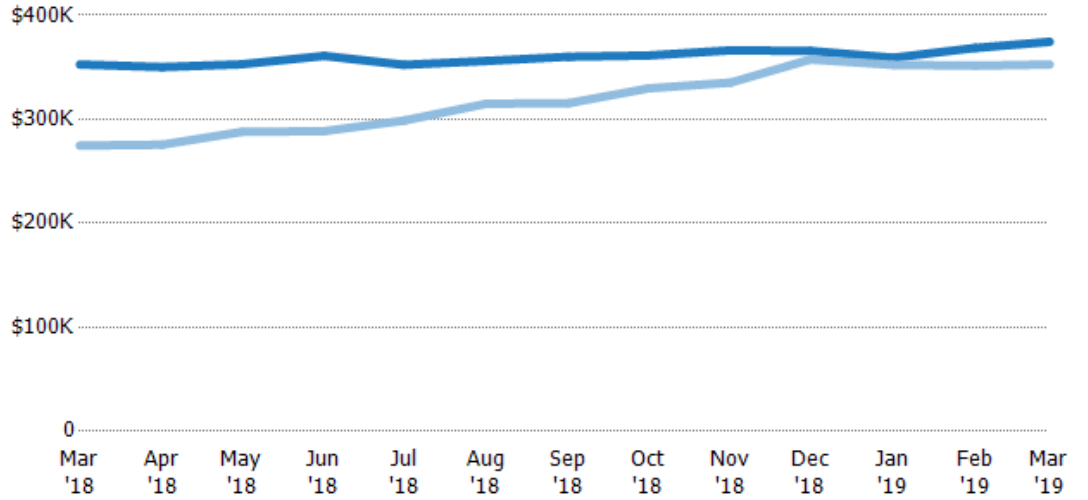
## Average Listing Price

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

### Filters Used

State: VT  
 County: Washington County, Vermont  
 Property Type: Condo/Townhouse/Apt, Single Family Residence

| Month/Year | Price  | % Chg. |
|------------|--------|--------|
| Mar '19    | \$374K | 6.2%   |
| Mar '18    | \$353K | 28.4%  |
| Mar '17    | \$275K | 7.7%   |



|                                |        |        |        |        |        |        |        |        |        |        |        |        |        |
|--------------------------------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|
| Current Year                   | \$353K | \$350K | \$353K | \$361K | \$352K | \$356K | \$360K | \$361K | \$366K | \$366K | \$359K | \$369K | \$374K |
| Prior Year                     | \$275K | \$276K | \$288K | \$289K | \$299K | \$315K | \$316K | \$330K | \$335K | \$358K | \$352K | \$352K | \$353K |
| Percent Change from Prior Year | 28%    | 27%    | 23%    | 25%    | 18%    | 13%    | 14%    | 10%    | 9%     | 2%     | 2%     | 5%     | 6%     |

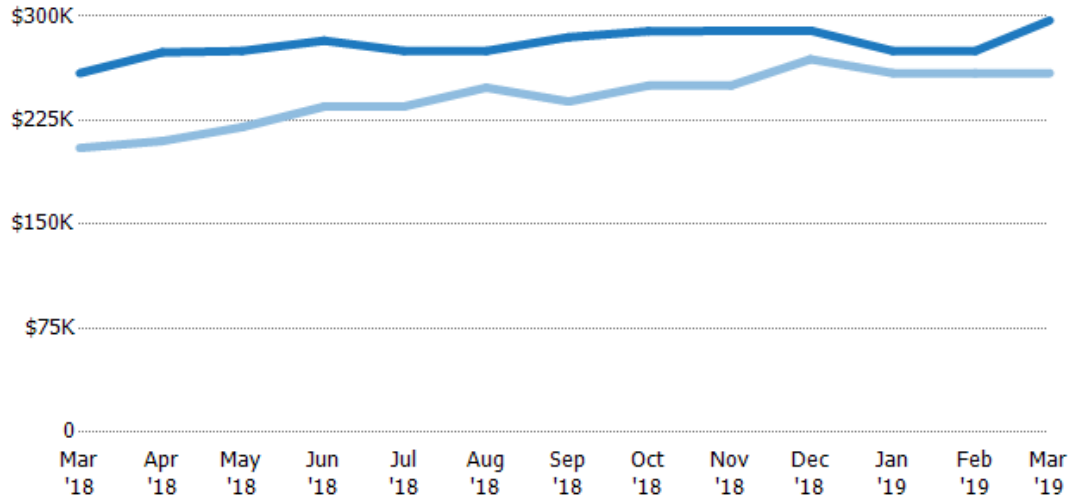
## Median Listing Price

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

### Filters Used

State: VT  
 County: Washington County, Vermont  
 Property Type: Condo/Townhouse/Apt, Single Family Residence

| Month/Year | Price  | % Chg. |
|------------|--------|--------|
| Mar '19    | \$297K | 14.7%  |
| Mar '18    | \$259K | 26.3%  |
| Mar '17    | \$205K | 10.2%  |



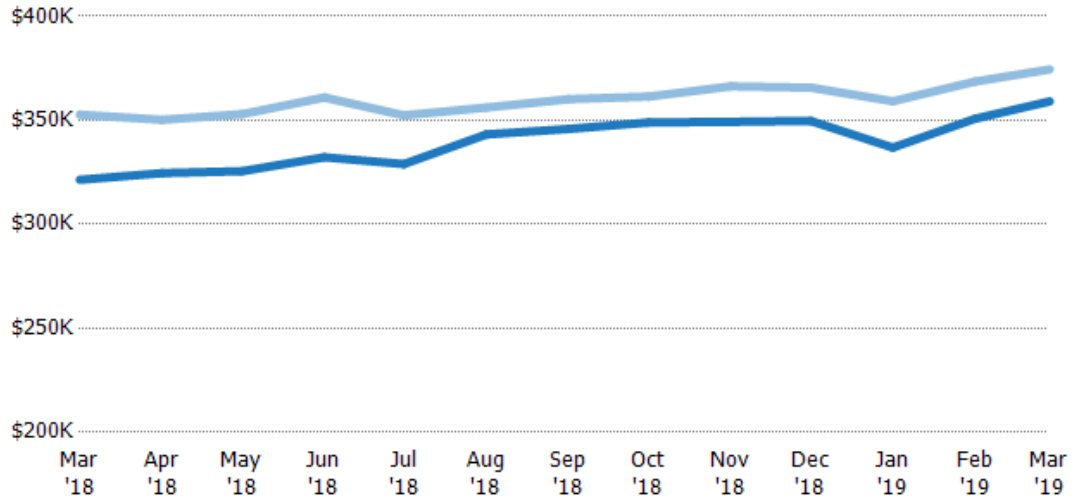
|                                |        |        |        |        |        |        |        |        |        |        |        |        |        |
|--------------------------------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|
| Current Year                   | \$259K | \$274K | \$275K | \$282K | \$275K | \$275K | \$285K | \$289K | \$290K | \$290K | \$275K | \$275K | \$297K |
| Prior Year                     | \$205K | \$210K | \$220K | \$235K | \$235K | \$249K | \$239K | \$250K | \$250K | \$269K | \$259K | \$259K | \$259K |
| Percent Change from Prior Year | 26%    | 30%    | 25%    | 20%    | 17%    | 11%    | 19%    | 16%    | 16%    | 8%     | 6%     | 6%     | 15%    |

## 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

State: VT  
 County: Washington County, Vermont  
 Property Type: Condo/Townhouse/Apt, Single Family Residence



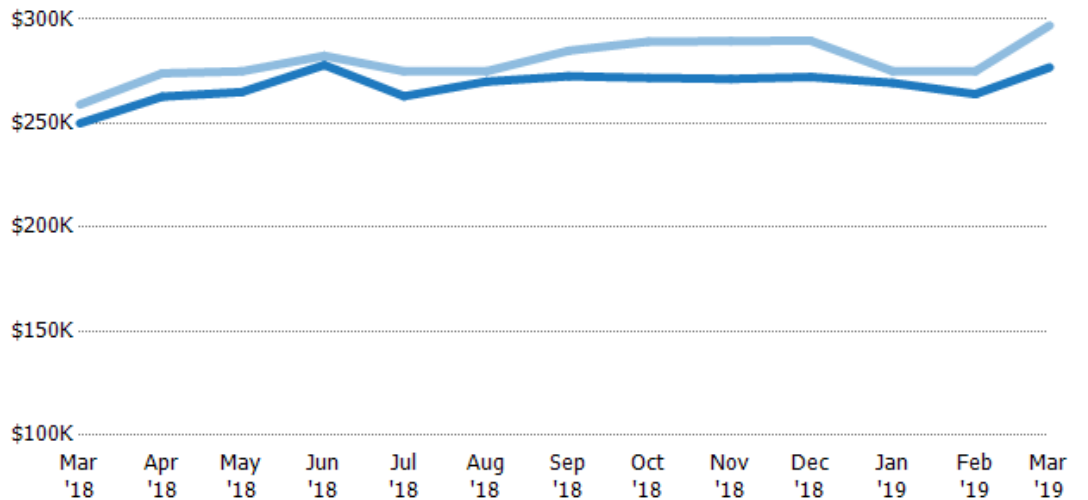
|   | Mar '18 | Apr '18 | May '18 | Jun '18 | Jul '18 | Aug '18 | Sep '18 | Oct '18 | Nov '18 | Dec '18 | Jan '19 | Feb '19 | Mar '19 |
|---|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| Avg Est Value                             | \$321K  | \$325K  | \$326K  | \$332K  | \$329K  | \$343K  | \$346K  | \$349K  | \$349K  | \$350K  | \$337K  | \$351K  | \$359K  |
| Avg Listing Price                         | \$353K  | \$350K  | \$353K  | \$361K  | \$352K  | \$356K  | \$360K  | \$361K  | \$366K  | \$366K  | \$359K  | \$369K  | \$374K  |
| Avg Listing Price as a % of Avg Est Value | 110%    | 108%    | 108%    | 109%    | 107%    | 104%    | 104%    | 104%    | 105%    | 105%    | 107%    | 105%    | 104%    |

## 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

State: VT  
 County: Washington County, Vermont  
 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                          | \$250K  | \$263K  | \$265K  | \$278K  | \$263K  | \$270K  | \$273K  | \$272K  | \$271K  | \$272K  | \$269K  | \$264K  | \$277K  |
| Median Listing Price                      | \$259K  | \$274K  | \$275K  | \$282K  | \$275K  | \$275K  | \$285K  | \$289K  | \$290K  | \$290K  | \$275K  | \$275K  | \$297K  |
| Med Listing Price as a % of Med Est Value | 104%    | 104%    | 104%    | 102%    | 105%    | 102%    | 105%    | 106%    | 107%    | 106%    | 102%    | 104%    | 107%    |

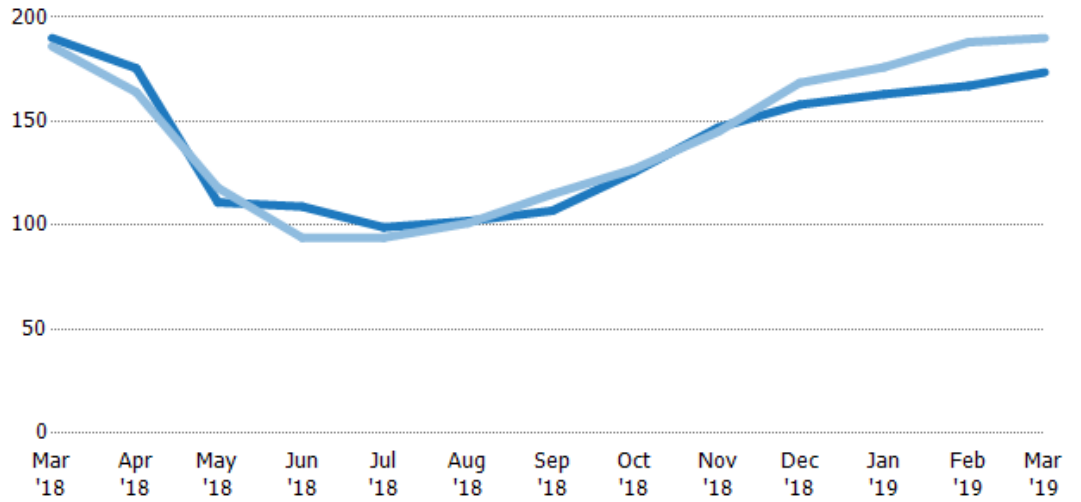
## Median Days in RPR

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

State: VT  
 County: Washington County, Vermont  
 Property Type: Condo/Townhouse/Apt, Single Family Residence

| Month/Year | Days | % Chg. |
|------------|------|--------|
| Mar '19    | 174  | -8.7%  |
| Mar '18    | 190  | 2.2%   |
| Mar '17    | 186  | -6.5%  |



|                                | 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                   | 190     | 176     | 111     | 109     | 99      | 102     | 107     | 126     | 147     | 158     | 163     | 167     | 174     |
| Prior Year                     | 186     | 164     | 118     | 94      | 94      | 101     | 115     | 127     | 145     | 169     | 176     | 188     | 190     |
| Percent Change from Prior Year | 2%      | 7%      | -6%     | 16%     | 5%      | 1%      | -7%     | -1%     | 1%      | -6%     | -7%     | -11%    | -9%     |

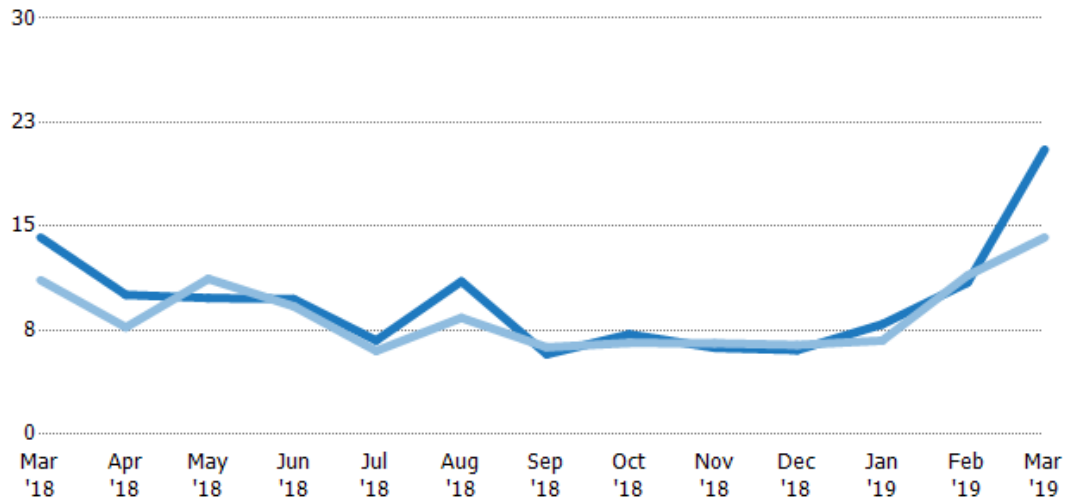
## Months of Inventory

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

### Filters Used

State: VT  
 County: Washington County, Vermont  
 Property Type: Condo/Townhouse/Apt, Single Family Residence

| Month/Year | Months | % Chg. |
|------------|--------|--------|
| Mar '19    | 20.5   | 44.7%  |
| Mar '18    | 14.2   | 27.7%  |
| Mar '17    | 11.1   | 56.9%  |



|                                | 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                   | 14.2    | 10.1    | 9.83    | 9.76    | 6.76    | 11      | 5.77    | 7.21    | 6.23    | 6.07    | 7.93    | 10.9    | 20.5    |
| Prior Year                     | 11.1    | 7.71    | 11.2    | 9.24    | 6.01    | 8.4     | 6.27    | 6.59    | 6.56    | 6.44    | 6.75    | 11.5    | 14.2    |
| Percent Change from Prior Year | 28%     | 30%     | -12%    | 6%      | 12%     | 31%     | -8%     | 9%      | -5%     | -6%     | 17%     | -5%     | 45%     |

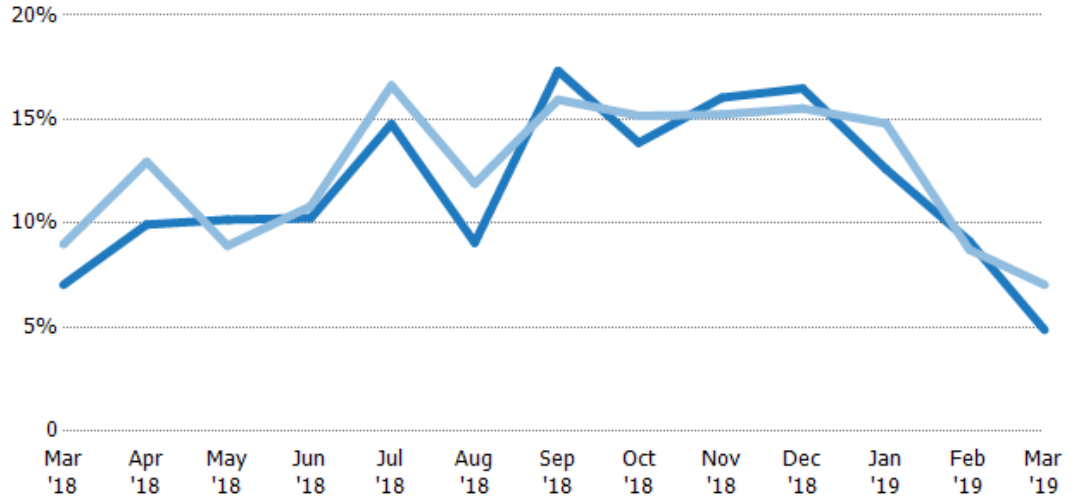
## Absorption Rate

The percentage of inventory sold per month.

### Filters Used

State: VT  
 County: Washington County, Vermont  
 Property Type: Condo/Townhouse/Apt, Single Family Residence

| Month/Year | Rate | Chg.   |
|------------|------|--------|
| Mar '19    | 5%   | 2.2%   |
| Mar '18    | 7%   | 2%     |
| Mar '17    | 9%   | -36.3% |



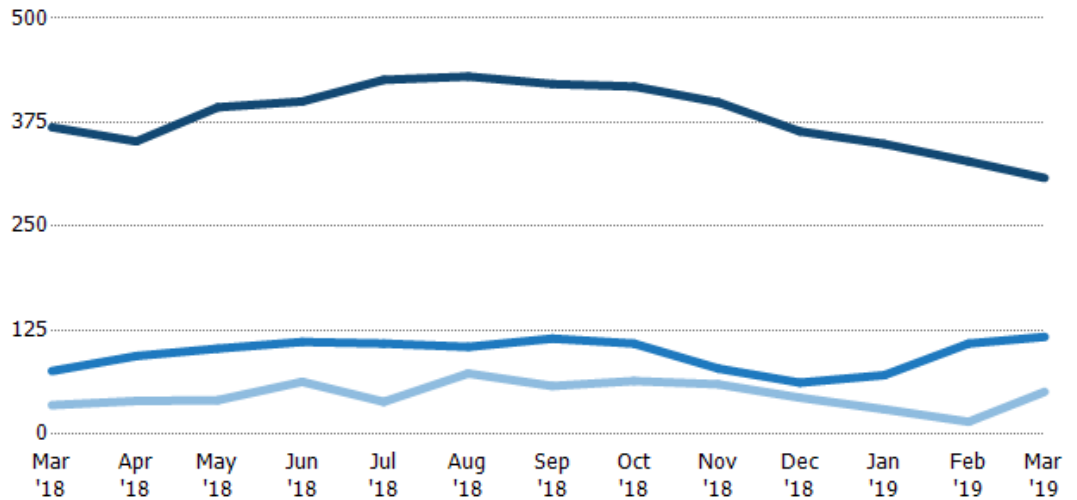
|                        | Mar '18 | Apr '18 | May '18 | Jun '18 | Jul '18 | Aug '18 | Sep '18 | Oct '18 | Nov '18 | Dec '18 | Jan '19 | Feb '19 | Mar '19 |
|------------------------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| Current Year           | 7%      | 10%     | 10%     | 10%     | 15%     | 9%      | 17%     | 14%     | 16%     | 16%     | 13%     | 9%      | 5%      |
| Prior Year             | 9%      | 13%     | 9%      | 11%     | 17%     | 12%     | 16%     | 15%     | 15%     | 16%     | 15%     | 9%      | 7%      |
| Change from Prior Year | 2%      | 3%      | -1%     | 1%      | 2%      | 3%      | -1%     | 1%      | -1%     | -1%     | 2%      | 0%      | 2%      |

## Active/Pending/Sold Units

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

### Filters Used

State: VT  
 County: Washington County, Vermont  
 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 |
|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| Active  | 369     | 352     | 393     | 400     | 426     | 430     | 421     | 418     | 399     | 364     | 349     | 328     | 308     |
| Pending | 76      | 94      | 103     | 111     | 109     | 105     | 115     | 109     | 79      | 62      | 71      | 109     | 117     |
| Sold    | 35      | 40      | 41      | 63      | 39      | 73      | 58      | 64      | 60      | 44      | 30      | 15      | 51      |

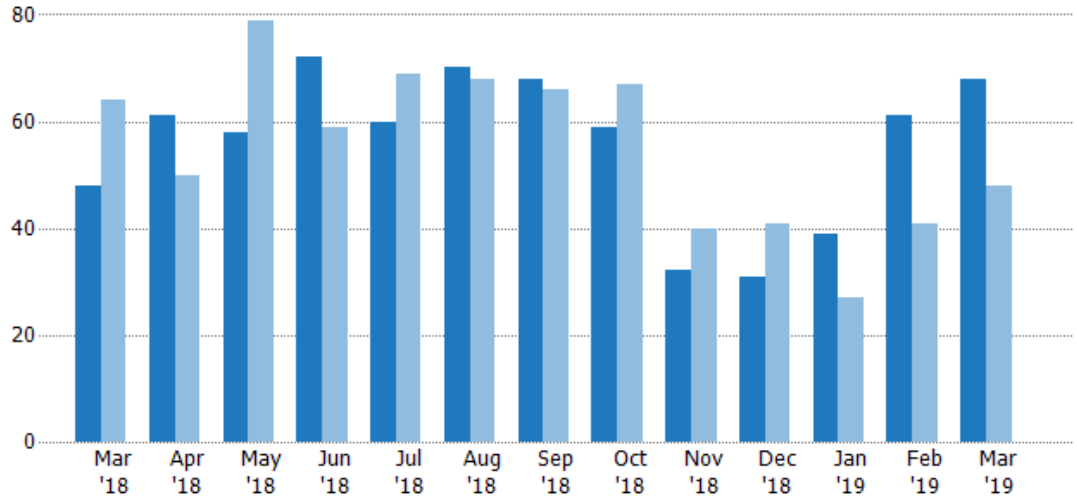
## New Pending Sales

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

### Filters Used

State: VT  
 County: Washington County, Vermont  
 Property Type: Condo/Townhouse/Apt, Single Family Residence

| Month/Year | Count | % Chg. |
|------------|-------|--------|
| Mar '19    | 68    | 41.7%  |
| Mar '18    | 48    | -25%   |
| Mar '17    | 64    | -6.3%  |



|                                |      |     |      |     |      |    |    |      |      |      |     |     |     |
|--------------------------------|------|-----|------|-----|------|----|----|------|------|------|-----|-----|-----|
| Current Year                   | 48   | 61  | 58   | 72  | 60   | 70 | 68 | 59   | 32   | 31   | 39  | 61  | 68  |
| Prior Year                     | 64   | 50  | 79   | 59  | 69   | 68 | 66 | 67   | 40   | 41   | 27  | 41  | 48  |
| Percent Change from Prior Year | -25% | 22% | -27% | 22% | -13% | 3% | 3% | -12% | -20% | -24% | 44% | 49% | 42% |

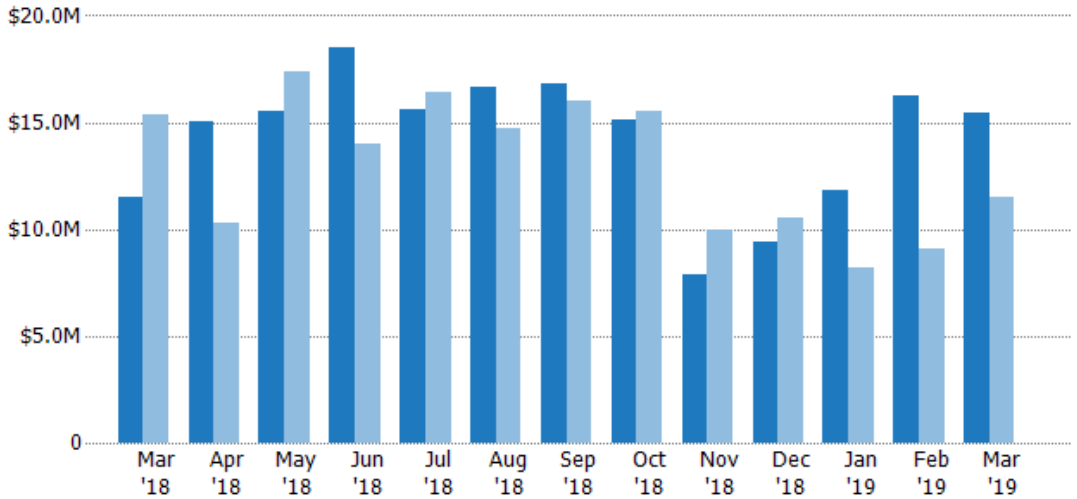
## New Pending Sales Volume

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

### Filters Used

State: VT  
 County: Washington County, Vermont  
 Property Type: Condo/Townhouse/Apt, Single Family Residence

| Month/Year | Volume  | % Chg. |
|------------|---------|--------|
| Mar '19    | \$15.5M | 34.3%  |
| Mar '18    | \$11.5M | -25.1% |
| Mar '17    | \$15.4M | -5.1%  |



|                                |         |         |         |         |         |         |         |         |         |         |         |         |         |
|--------------------------------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| Current Year                   | \$11.5M | \$15.1M | \$15.5M | \$18.5M | \$15.6M | \$16.7M | \$16.8M | \$15.1M | \$7.9M  | \$9.43M | \$11.9M | \$16.3M | \$15.5M |
| Prior Year                     | \$15.4M | \$10.3M | \$17.4M | \$14M   | \$16.4M | \$14.8M | \$16M   | \$15.5M | \$9.94M | \$10.5M | \$8.23M | \$9.05M | \$11.5M |
| Percent Change from Prior Year | -25%    | 46%     | -11%    | 32%     | -5%     | 13%     | 5%      | -2%     | -21%    | -10%    | 44%     | 80%     | 34%     |



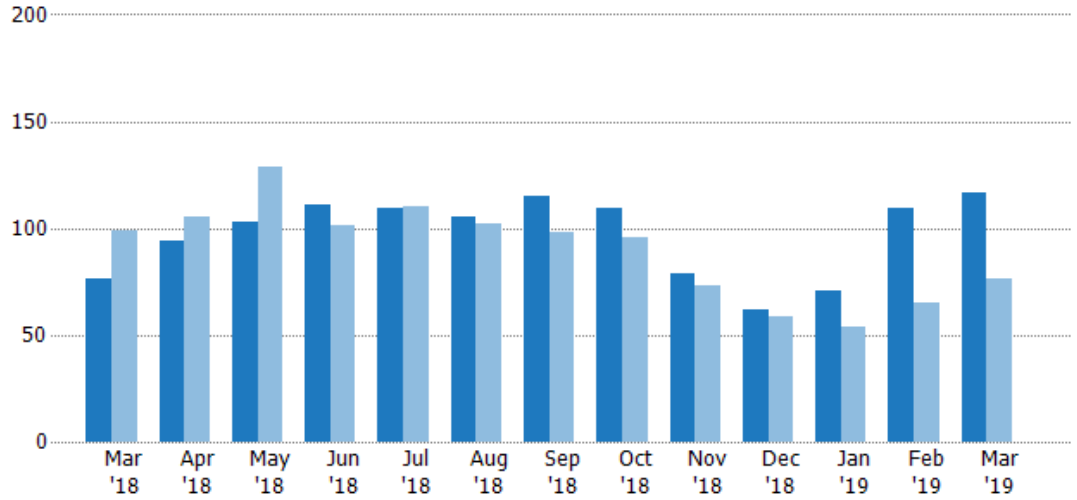
## Pending Sales

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

### Filters Used

State: VT  
 County: Washington County, Vermont  
 Property Type: Condo/Townhouse/Apt, Single Family Residence

| Month/Year | Count | % Chg. |
|------------|-------|--------|
| Mar '19    | 117   | 53.9%  |
| Mar '18    | 76    | -23.2% |
| Mar '17    | 99    | -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                   | 76      | 94      | 103     | 111     | 109     | 105     | 115     | 109     | 79      | 62      | 71      | 109     | 117     |
| Prior Year                     | 99      | 105     | 129     | 101     | 110     | 102     | 98      | 96      | 73      | 59      | 54      | 65      | 76      |
| Percent Change from Prior Year | -23%    | -10%    | -20%    | 10%     | -1%     | 3%      | 17%     | 14%     | 8%      | 5%      | 31%     | 68%     | 54%     |

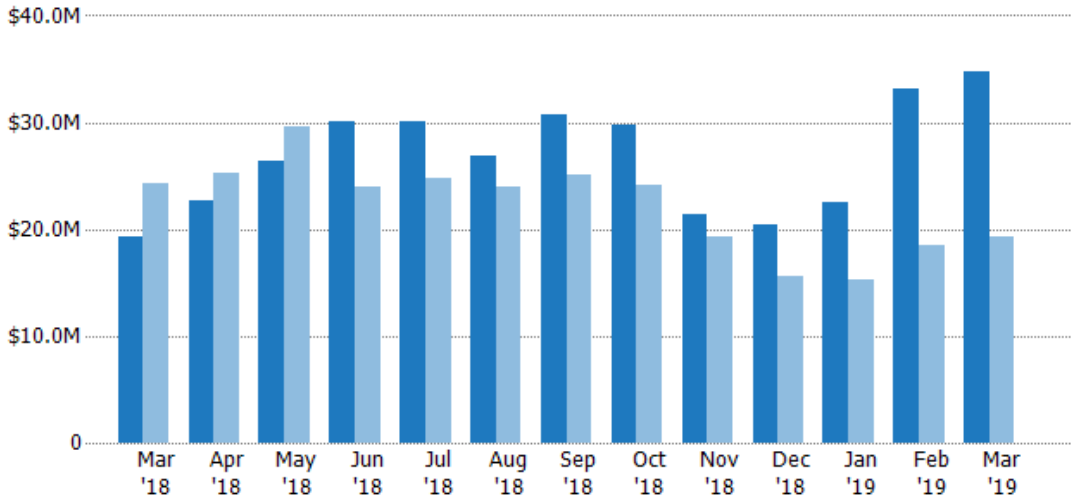
## Pending Sales Volume

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

### Filters Used

State: VT  
 County: Washington County, Vermont  
 Property Type: Condo/Townhouse/Apt, Single Family Residence

| Month/Year | Volume  | % Chg. |
|------------|---------|--------|
| Mar '19    | \$34.7M | 79.5%  |
| Mar '18    | \$19.3M | -20.6% |
| Mar '17    | \$24.3M | -3.3%  |



|                                | 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                   | \$19.3M | \$22.7M | \$26.5M | \$30.2M | \$30.1M | \$26.9M | \$30.7M | \$29.8M | \$21.3M | \$20.4M | \$22.5M | \$33.1M | \$34.7M |
| Prior Year                     | \$24.3M | \$25.3M | \$29.6M | \$23.9M | \$24.8M | \$24M   | \$25.1M | \$24.2M | \$19.3M | \$15.5M | \$15.2M | \$18.5M | \$19.3M |
| Percent Change from Prior Year | -21%    | -10%    | -11%    | 26%     | 21%     | 12%     | 22%     | 23%     | 10%     | 31%     | 48%     | 78%     | 79%     |

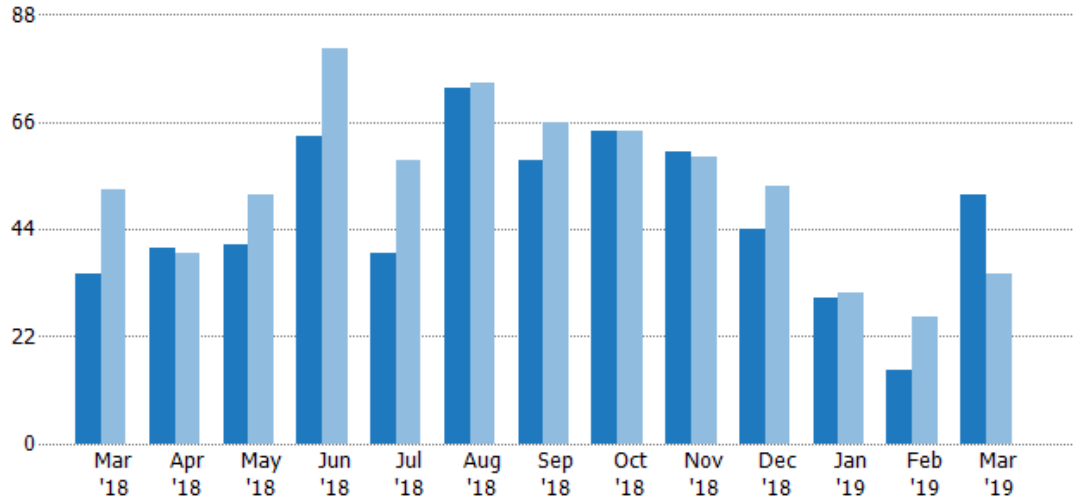
## Closed Sales

The total number of residential properties sold each month.

### Filters Used

State: VT  
 County: Washington County, Vermont  
 Property Type: Condo/Townhouse/Apt, Single Family Residence

| Month/Year | Count | % Chg. |
|------------|-------|--------|
| Mar '19    | 51    | 45.7%  |
| Mar '18    | 35    | -32.7% |
| Mar '17    | 52    | -61.5% |



|                                |      |    |      |      |      |     |      |    |    |      |     |      |     |
|--------------------------------|------|----|------|------|------|-----|------|----|----|------|-----|------|-----|
| Current Year                   | 35   | 40 | 41   | 63   | 39   | 73  | 58   | 64 | 60 | 44   | 30  | 15   | 51  |
| Prior Year                     | 52   | 39 | 51   | 81   | 58   | 74  | 66   | 64 | 59 | 53   | 31  | 26   | 35  |
| Percent Change from Prior Year | -33% | 3% | -20% | -22% | -33% | -1% | -12% | 0% | 2% | -17% | -3% | -42% | 46% |

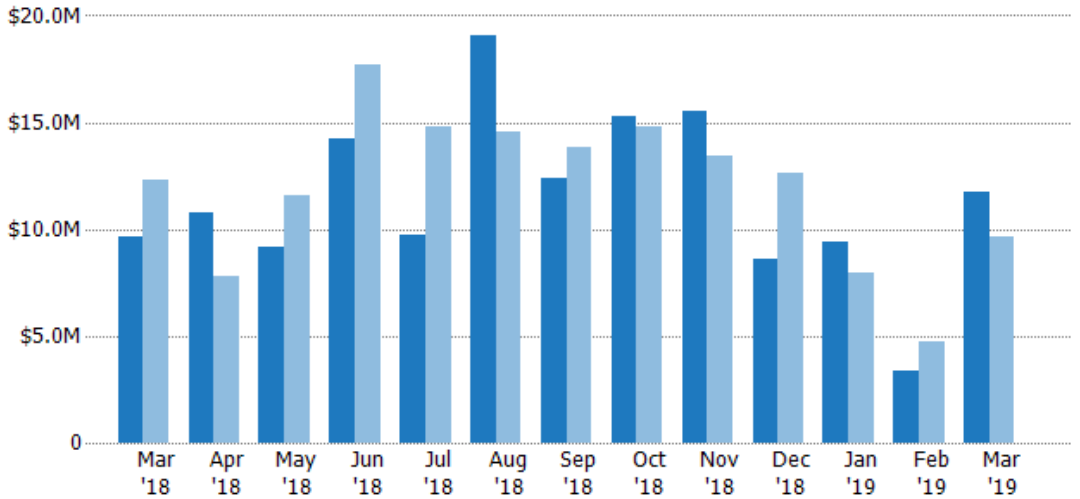
## Closed Sales Volume

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

### Filters Used

State: VT  
 County: Washington County, Vermont  
 Property Type: Condo/Townhouse/Apt, Single Family Residence

| Month/Year | Volume  | % Chg. |
|------------|---------|--------|
| Mar '19    | \$11.7M | 21.7%  |
| Mar '18    | \$9.63M | -21.6% |
| Mar '17    | \$12.3M | -71.9% |



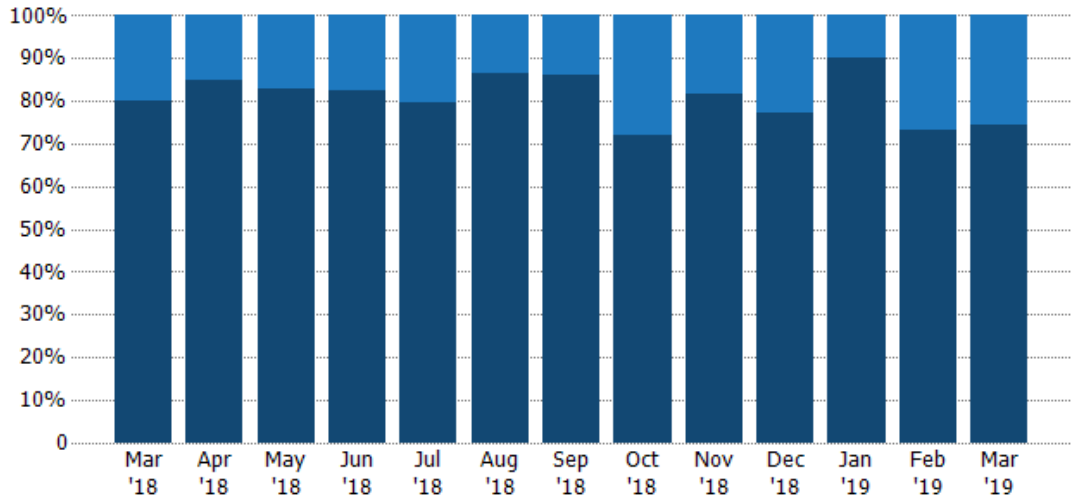
|                                |         |         |         |         |         |         |         |         |         |         |         |         |         |
|--------------------------------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| Current Year                   | \$9.63M | \$10.8M | \$9.13M | \$14.2M | \$9.74M | \$19M   | \$12.4M | \$15.2M | \$15.5M | \$8.57M | \$9.41M | \$3.34M | \$11.7M |
| Prior Year                     | \$12.3M | \$7.82M | \$11.6M | \$17.7M | \$14.8M | \$14.5M | \$13.8M | \$14.8M | \$13.4M | \$12.7M | \$7.99M | \$4.73M | \$9.63M |
| Percent Change from Prior Year | -22%    | 38%     | -21%    | -20%    | -34%    | 31%     | -11%    | 3%      | 16%     | -32%    | 18%     | -30%    | 22%     |

## Closed Sales by Property Type

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

### Filters Used

State: VT  
 County: Washington County, Vermont  
 Property Type: Condo/Townhouse/Apt, Single Family Residence



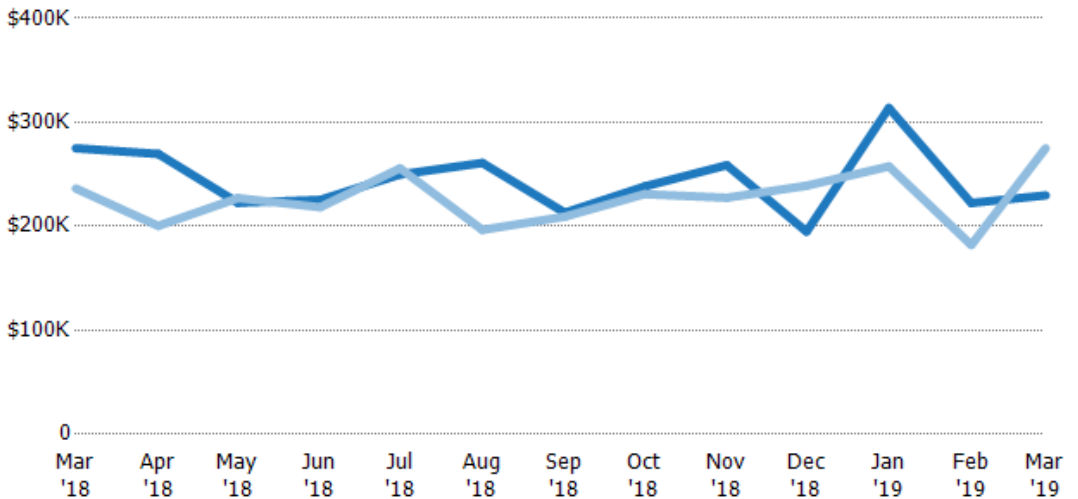
|                         |     |     |     |     |     |     |     |     |     |     |     |     |     |
|-------------------------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|
| Condo/Townhouse         | 20% | 15% | 17% | 17% | 21% | 14% | 14% | 28% | 18% | 23% | 10% | 27% | 25% |
| Single Family Residence | 80% | 85% | 83% | 83% | 79% | 86% | 86% | 72% | 82% | 77% | 90% | 73% | 75% |

## Average Sales Price

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

### Filters Used

State: VT  
 County: Washington County, Vermont  
 Property Type: Condo/Townhouse/Apt, Single Family Residence



| Month/Year | Price  | % Chg. |
|------------|--------|--------|
| Mar '19    | \$230K | -16.5% |
| Mar '18    | \$275K | 16.4%  |
| Mar '17    | \$236K | -26.8% |

|                                |        |        |        |        |        |        |        |        |        |        |        |        |        |
|--------------------------------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|
| Current Year                   | \$275K | \$270K | \$223K | \$225K | \$250K | \$261K | \$213K | \$238K | \$259K | \$195K | \$314K | \$222K | \$230K |
| Prior Year                     | \$236K | \$200K | \$227K | \$218K | \$256K | \$196K | \$209K | \$231K | \$227K | \$239K | \$258K | \$182K | \$275K |
| Percent Change from Prior Year | 16%    | 35%    | -2%    | 3%     | -2%    | 33%    | 2%     | 3%     | 14%    | -18%   | 22%    | 22%    | -16%   |

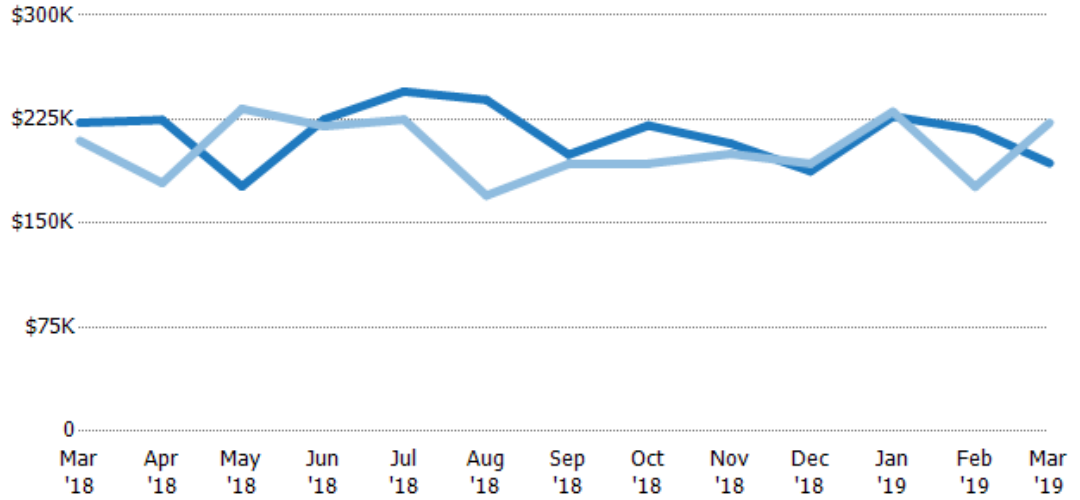
## Median Sales Price

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

### Filters Used

State: VT  
 County: Washington County, Vermont  
 Property Type: Condo/Townhouse/Apt, Single Family Residence

| Month/Year | Price  | % Chg. |
|------------|--------|--------|
| Mar '19    | \$193K | -13.1% |
| Mar '18    | \$223K | 6.2%   |
| Mar '17    | \$210K | -25.1% |



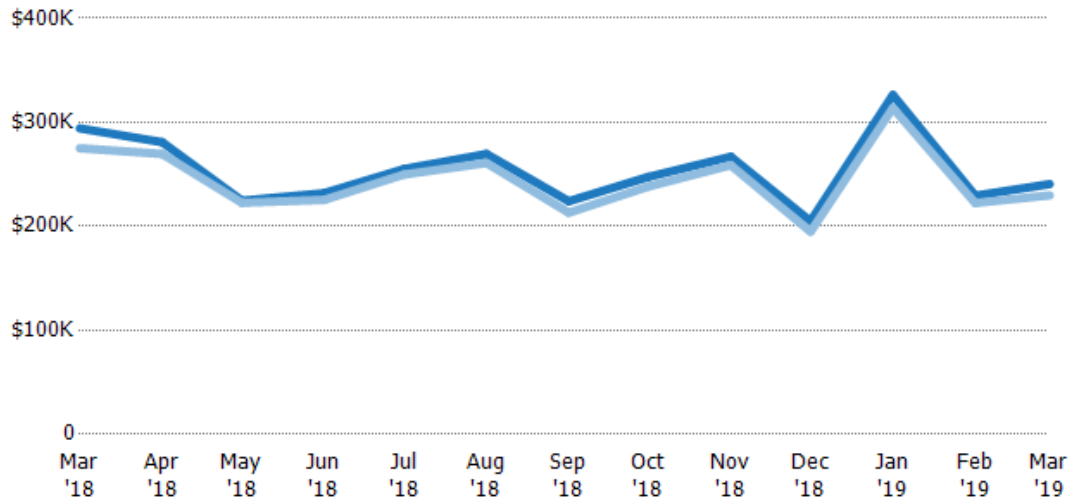
|                                | Mar '18 | Apr '18 | May '18 | Jun '18 | Jul '18 | Aug '18 | Sep '18 | Oct '18 | Nov '18 | Dec '18 | Jan '19 | Feb '19 | Mar '19 |
|--------------------------------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| Current Year                   | \$223K  | \$225K  | \$177K  | \$225K  | \$245K  | \$239K  | \$200K  | \$221K  | \$208K  | \$188K  | \$227K  | \$218K  | \$193K  |
| Prior Year                     | \$210K  | \$179K  | \$233K  | \$220K  | \$225K  | \$170K  | \$193K  | \$193K  | \$200K  | \$193K  | \$231K  | \$176K  | \$223K  |
| Percent Change from Prior Year | 6%      | 25%     | -24%    | 2%      | 9%      | 41%     | 4%      | 14%     | 4%      | -3%     | -2%     | 23%     | -13%    |

## 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

State: VT  
 County: Washington County, Vermont  
 Property Type: Condo/Townhouse/Apt, Single Family Residence



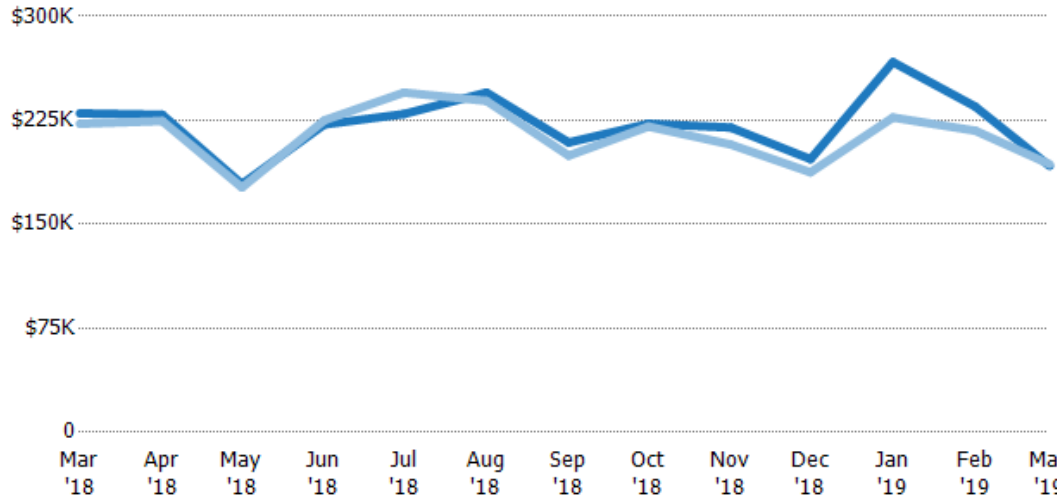
|  | Mar '18 | Apr '18 | May '18 | Jun '18 | Jul '18 | Aug '18 | Sep '18 | Oct '18 | Nov '18 | Dec '18 | Jan '19 | Feb '19 | Mar '19 |
|--|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| Avg List Price                           | \$294K  | \$281K  | \$225K  | \$232K  | \$255K  | \$270K  | \$224K  | \$247K  | \$267K  | \$205K  | \$326K  | \$229K  | \$241K  |
| Avg Sales Price                          | \$275K  | \$270K  | \$223K  | \$225K  | \$250K  | \$261K  | \$213K  | \$238K  | \$259K  | \$195K  | \$314K  | \$222K  | \$230K  |
| Avg Sales Price as a % of Avg List Price | 94%     | 96%     | 99%     | 97%     | 98%     | 97%     | 95%     | 96%     | 97%     | 95%     | 96%     | 97%     | 95%     |

## 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

State: VT  
 County: Washington County, Vermont  
 Property Type: Condo/Townhouse/Apt, Single Family Residence



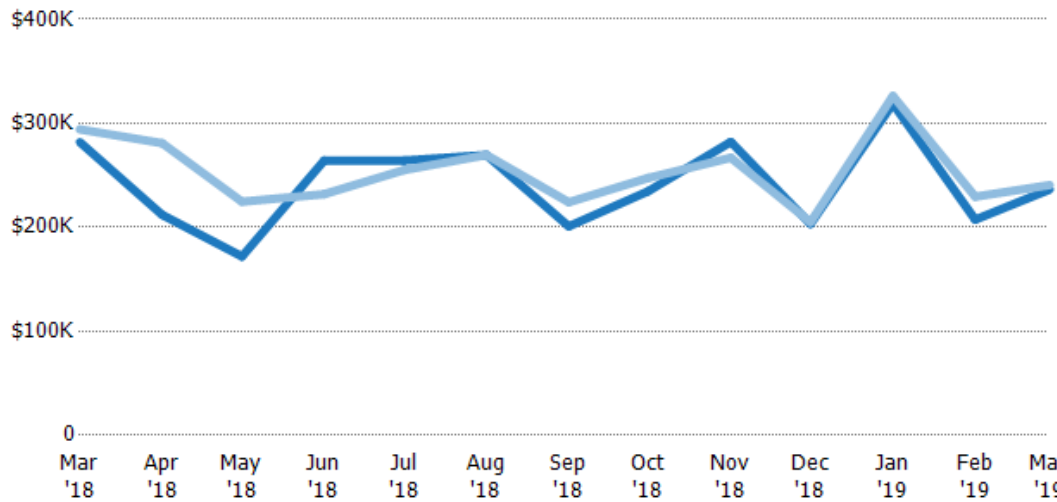
|  | Mar '18 | Apr '18 | May '18 | Jun '18 | Jul '18 | Aug '18 | Sep '18 | Oct '18 | Nov '18 | Dec '18 | Jan '19 | Feb '19 | Mar '19 |
|--|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| Median List Price                        | \$230K  | \$229K  | \$179K  | \$222K  | \$230K  | \$245K  | \$209K  | \$223K  | \$220K  | \$197K  | \$267K  | \$235K  | \$192K  |
| Median Sales Price                       | \$223K  | \$225K  | \$177K  | \$225K  | \$245K  | \$239K  | \$200K  | \$221K  | \$208K  | \$188K  | \$227K  | \$218K  | \$193K  |
| Med Sales Price as a % of Med List Price | 97%     | 98%     | 99%     | 101%    | 107%    | 98%     | 95%     | 99%     | 94%     | 95%     | 85%     | 93%     | 101%    |

## 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

State: VT  
 County: Washington County, Vermont  
 Property Type: Condo/Townhouse/Apt, Single Family Residence



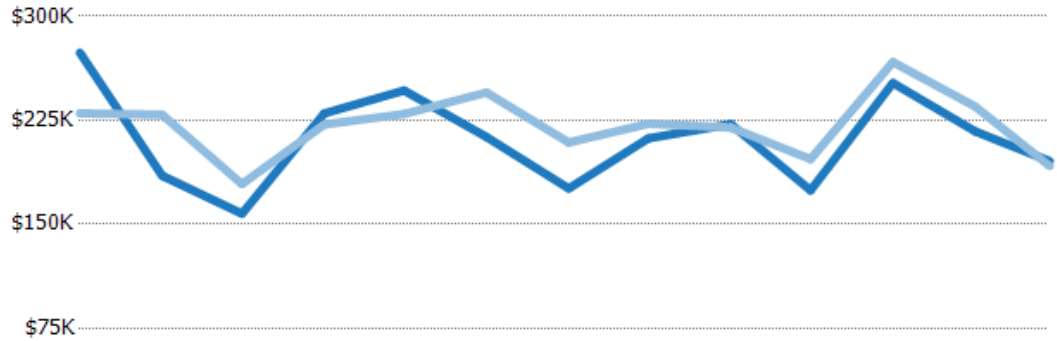
|   | Mar '18 | Apr '18 | May '18 | Jun '18 | Jul '18 | Aug '18 | Sep '18 | Oct '18 | Nov '18 | Dec '18 | Jan '19 | Feb '19 | Mar '19 |
|---|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| Avg Est Value                           | \$282K  | \$212K  | \$172K  | \$264K  | \$264K  | \$269K  | \$201K  | \$235K  | \$282K  | \$203K  | \$319K  | \$207K  | \$236K  |
| Avg Sales Price                         | \$294K  | \$281K  | \$225K  | \$232K  | \$255K  | \$270K  | \$224K  | \$247K  | \$267K  | \$205K  | \$326K  | \$229K  | \$241K  |
| Avg Sales Price as a % of Avg Est Value | 104%    | 133%    | 131%    | 88%     | 97%     | 100%    | 112%    | 105%    | 95%     | 101%    | 102%    | 111%    | 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

State: VT  
 County: Washington County, Vermont  
 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                        | \$274K  | \$185K  | \$158K  | \$230K  | \$247K  | \$213K  | \$176K  | \$212K  | \$222K  | \$174K  | \$252K  | \$217K  | \$196K  |
| Median Sales Price                      | \$230K  | \$229K  | \$179K  | \$222K  | \$230K  | \$245K  | \$209K  | \$223K  | \$220K  | \$197K  | \$267K  | \$235K  | \$192K  |
| Med Sales Price as a % of Med Est Value | 84%     | 124%    | 114%    | 97%     | 93%     | 115%    | 119%    | 105%    | 99%     | 113%    | 106%    | 108%    | 98%     |