

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	Apr 2019	Apr 2018	+ / -	YTD 2019	YTD 2018	+ / -
Listing Activity Charts Metrics						
New Listing Count	49	68	-27.9%	215	221	-2.7%
New Listing Volume	\$11,900,350	\$18,106,600	-34.3%	\$54,828,949	\$54,802,887	+0%
Active Listing Count	–	352	–	N/A	N/A	
Active Listing Volume	–	\$123,279,449	–	N/A	N/A	
Average Listing Price	–	\$350,226	–	\$367,091	\$351,701	+4.4%
Median Listing Price	–	\$274,000	–	\$281,879	\$262,657	+7.3%
Median Days in RPR	–	175.5	–	134.24	181.92	-26.2%
Months of Inventory	–	10.1	-100%	7.5	9.2	-18.8%
Absorption Rate	–	9.94%	–	13.4%	10.88%	+2.5%
Sales Activity Charts Metrics						
New Pending Sales Count	45	61	-26.2%	213	177	+20.3%
New Pending Sales Volume	\$10,990,400	\$15,053,750	-27%	\$54,598,250	\$43,860,850	+24.5%
Pending Sales Count	–	94	–	N/A	N/A	
Pending Sales Volume	–	\$22,675,050	–	N/A	N/A	
Closed Sales Count	25	40	-37.5%	121	132	-8.3%
Closed Sales Volume	\$8,096,800	\$10,784,320	-24.9%	\$32,560,914	\$33,128,740	-1.7%
Average Sales Price	\$323,872	\$269,608	+20.1%	\$269,098	\$250,975	+7.2%
Median Sales Price	\$232,500	\$224,500	+3.6%	\$212,755	\$215,894	-1.5%

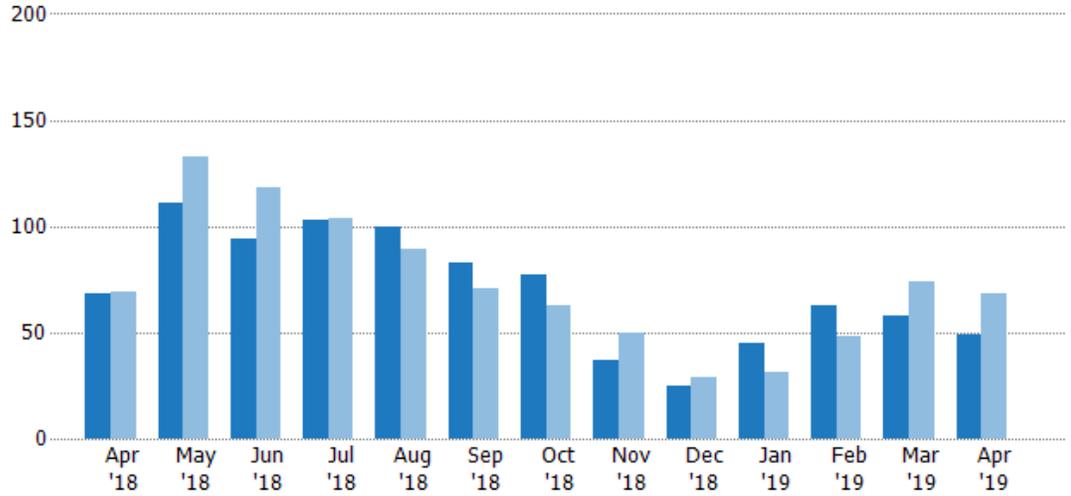
New Listings

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.
Apr '19	49	-27.9%
Apr '18	68	-1.4%
Apr '17	69	17.4%



Current Year	68	111	94	103	100	83	77	37	25	45	63	58	49
Prior Year	69	133	118	104	89	71	63	50	29	31	48	74	68
Percent Change from Prior Year	-1%	-17%	-20%	-1%	12%	17%	22%	-26%	-14%	45%	31%	-22%	-28%

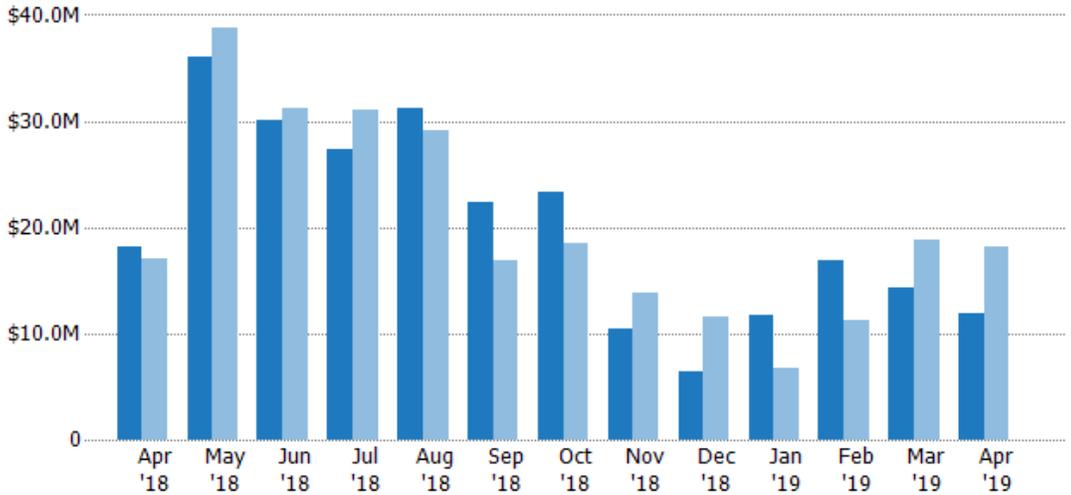
New Listing Volume

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.
Apr '19	\$11.9M	-34.3%
Apr '18	\$18.1M	6%
Apr '17	\$17.1M	14.8%



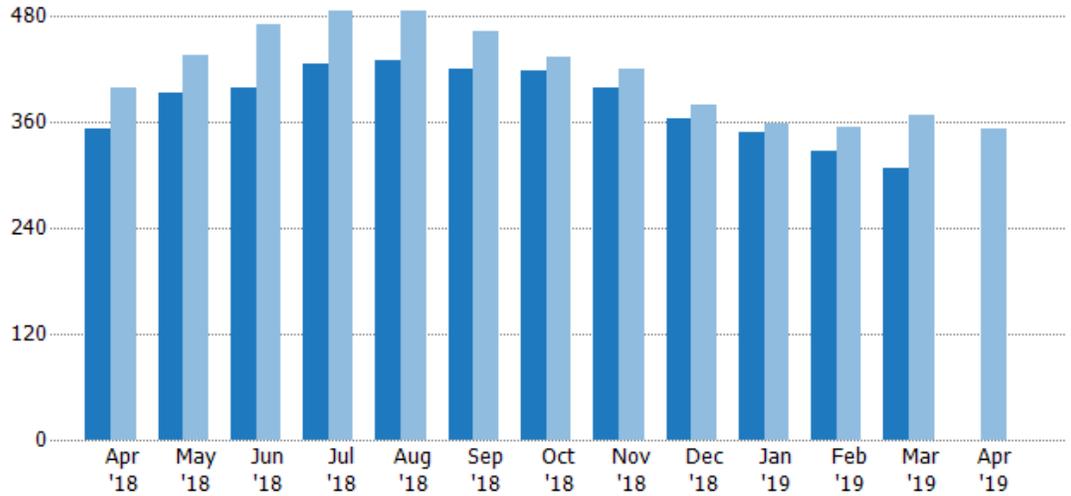
Current Year	\$18.1M	\$36M	\$30.1M	\$27.4M	\$31.3M	\$22.3M	\$23.3M	\$10.4M	\$6.4M	\$11.8M	\$16.9M	\$14.2M	\$11.9M
Prior Year	\$17.1M	\$38.8M	\$31.2M	\$31M	\$29.1M	\$16.9M	\$18.5M	\$13.9M	\$11.6M	\$6.67M	\$11.3M	\$18.8M	\$18.1M
Percent Change from Prior Year	6%	-7%	-4%	-12%	8%	32%	26%	-25%	-45%	77%	50%	-24%	-34%

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



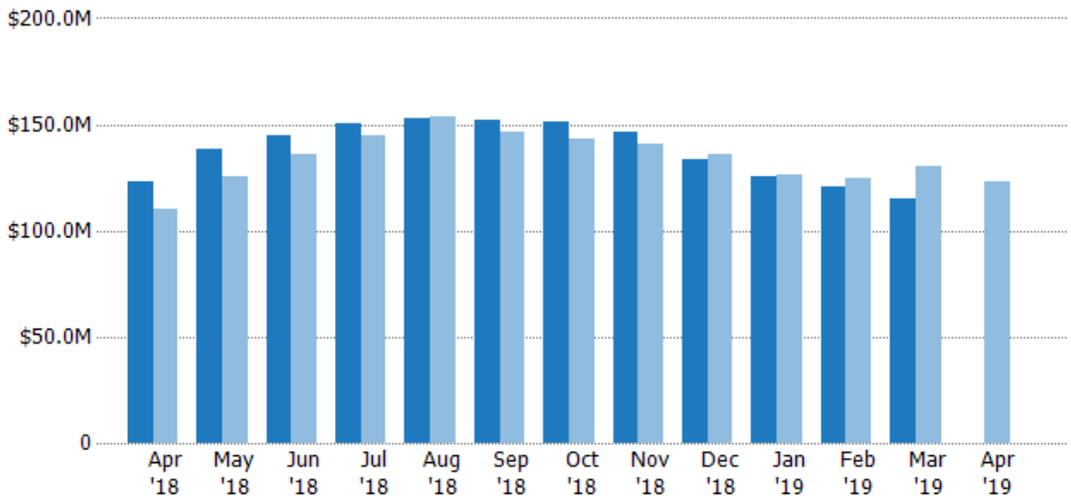
Current Year	352	393	400	426	430	421	418	399	364	349	328	308	-
Prior Year	400	436	470	486	487	464	435	420	380	358	355	369	352
Percent Change from Prior Year	-12%	-10%	-15%	-12%	-12%	-9%	-4%	-5%	-4%	-3%	-8%	-17%	-100%

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



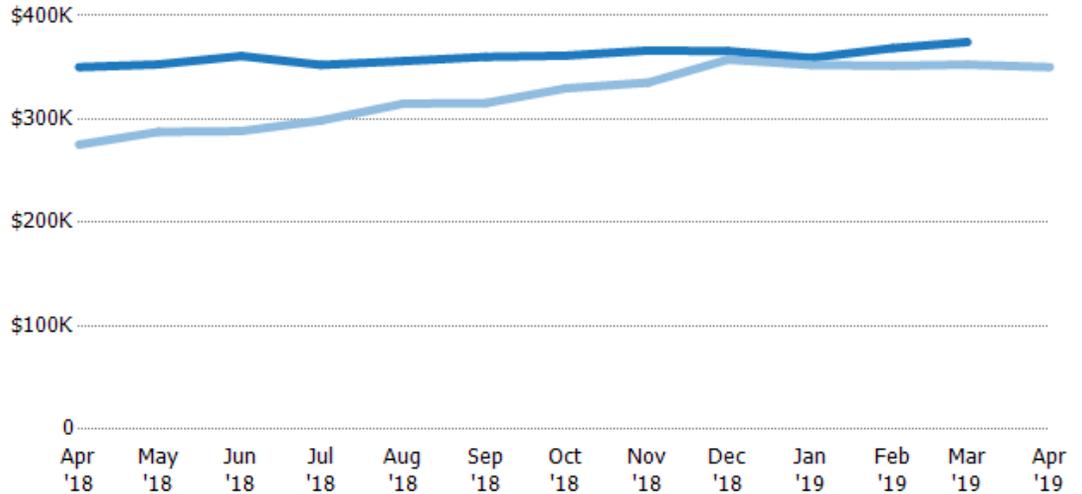
Current Year	\$123M	\$139M	\$144M	\$150M	\$153M	\$152M	\$151M	\$146M	\$133M	\$125M	\$121M	\$115M	-
Prior Year	\$110M	\$125M	\$136M	\$145M	\$153M	\$146M	\$143M	\$141M	\$136M	\$126M	\$125M	\$130M	\$123M
Percent Change from Prior Year	12%	11%	7%	3%	0%	4%	5%	4%	-2%	-1%	-3%	-11%	-100%

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



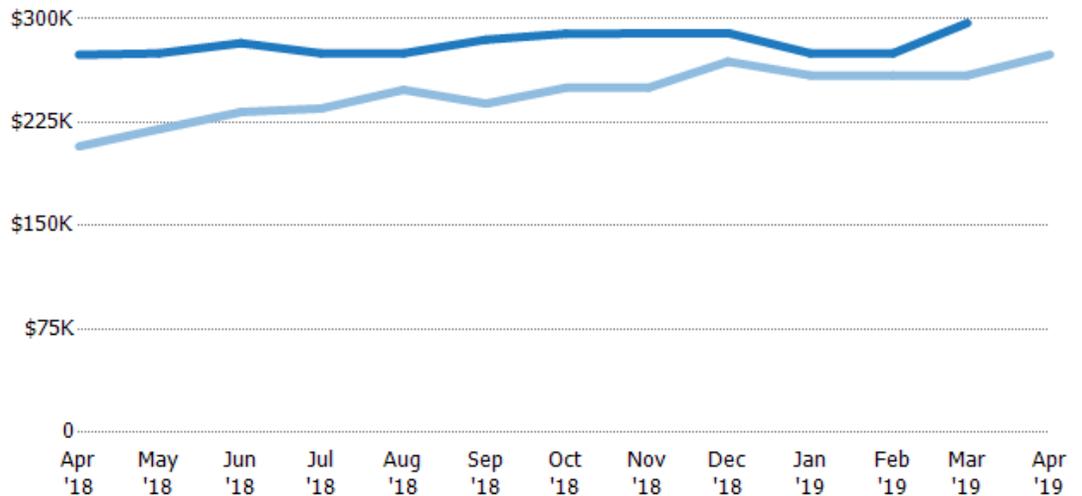
	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19
Current Year	\$350K	\$353K	\$361K	\$352K	\$356K	\$360K	\$361K	\$366K	\$366K	\$359K	\$369K	\$374K	-
Prior Year	\$275K	\$288K	\$288K	\$299K	\$315K	\$316K	\$330K	\$335K	\$358K	\$352K	\$352K	\$353K	\$350K
Percent Change from Prior Year	27%	23%	25%	18%	13%	14%	10%	9%	2%	2%	5%	6%	-100%

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



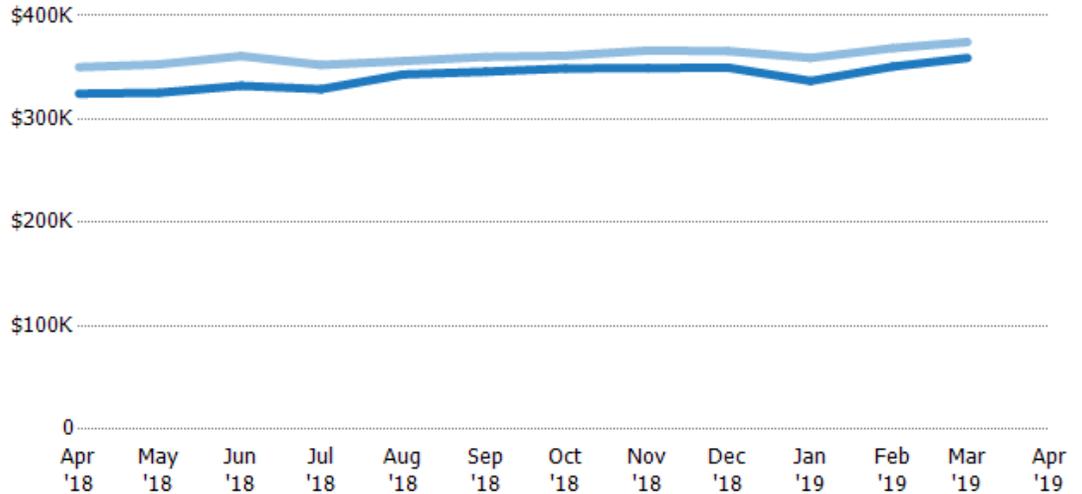
	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19
Current Year	\$274K	\$275K	\$282K	\$275K	\$275K	\$285K	\$289K	\$290K	\$290K	\$275K	\$275K	\$297K	-
Prior Year	\$208K	\$220K	\$232K	\$235K	\$249K	\$239K	\$250K	\$250K	\$269K	\$259K	\$259K	\$259K	\$274K
Percent Change from Prior Year	32%	25%	21%	17%	11%	19%	16%	16%	8%	6%	6%	15%	-100%

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



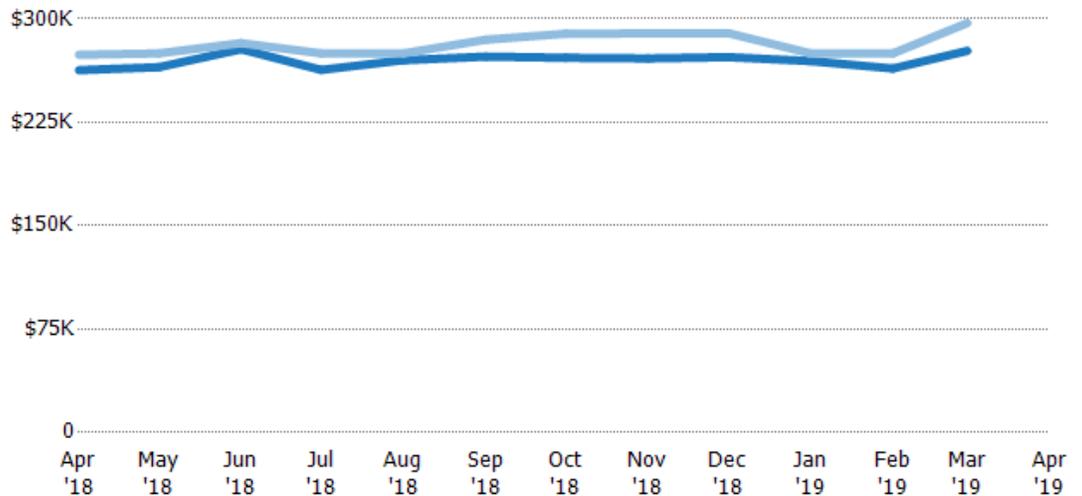
	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19
Avg Est Value	\$325K	\$326K	\$332K	\$329K	\$343K	\$346K	\$349K	\$349K	\$350K	\$337K	\$351K	\$359K	-
Avg Listing Price	\$350K	\$353K	\$361K	\$352K	\$356K	\$360K	\$361K	\$366K	\$366K	\$359K	\$369K	\$374K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



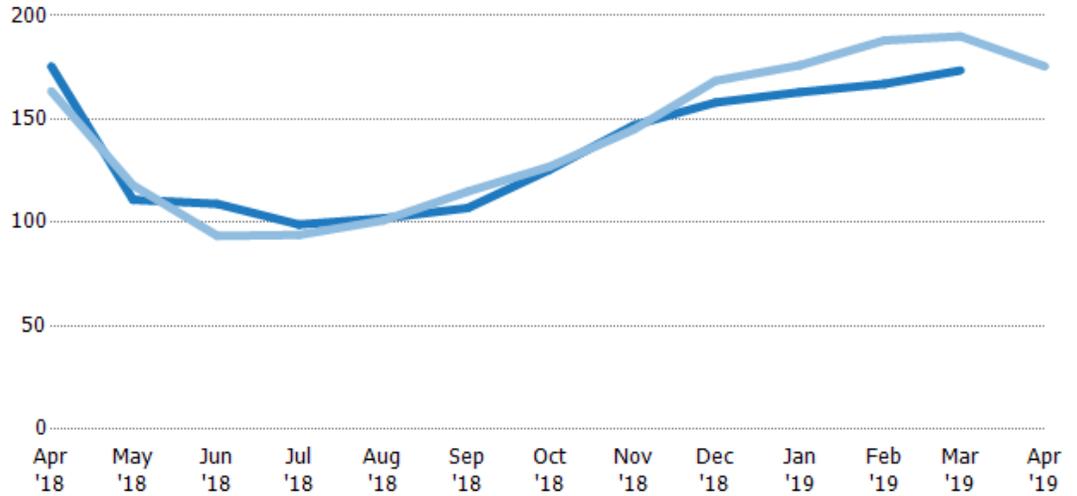
	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19
Median Est Value	\$263K	\$265K	\$278K	\$263K	\$270K	\$273K	\$272K	\$271K	\$272K	\$269K	\$264K	\$277K	-
Median Listing Price	\$274K	\$275K	\$282K	\$275K	\$275K	\$285K	\$289K	\$290K	\$290K	\$275K	\$275K	\$297K	-
Med Listing Price as a % of Med Est Value	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



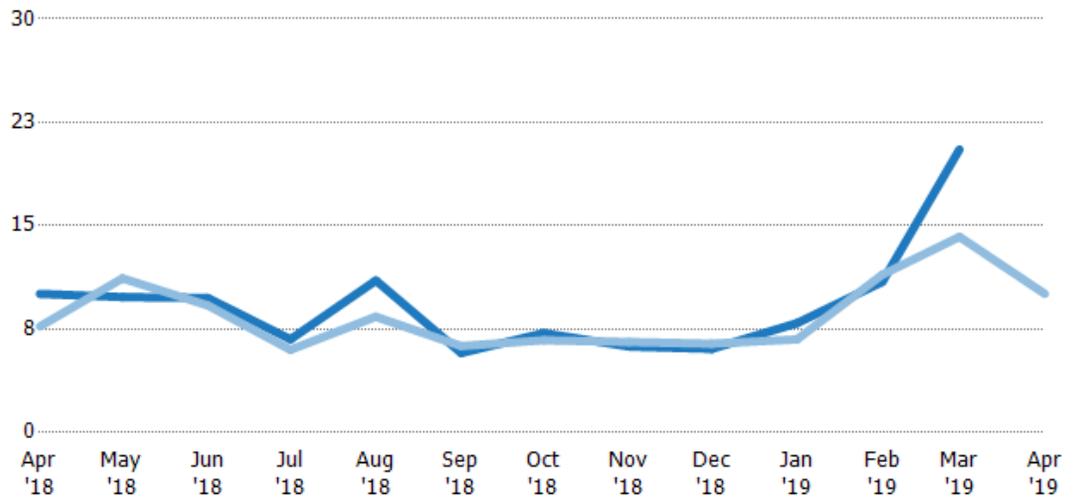
	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19
Current Year	176	111	109	99	102	107	126	147	158	163	167	174	-
Prior Year	164	118	93.5	94	101	115	127	145	169	176	188	190	176
Percent Change from Prior Year	7%	-6%	17%	5%	1%	-7%	-1%	1%	-6%	-7%	-11%	-9%	-100%

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



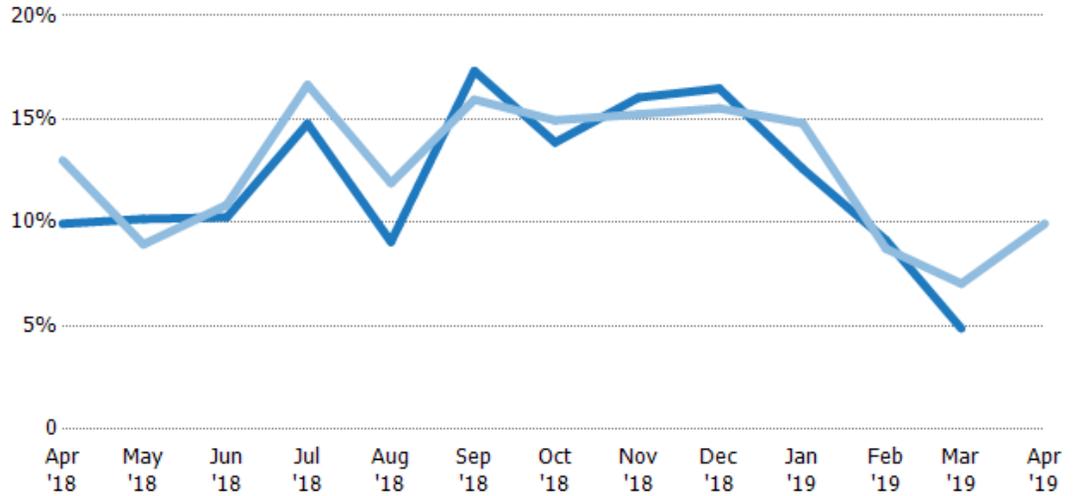
	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19
Current Year	10.1	9.83	9.76	6.76	11	5.77	7.21	6.23	6.07	7.93	10.9	20.5	-
Prior Year	7.69	11.2	9.22	6	8.4	6.27	6.69	6.56	6.44	6.75	11.5	14.2	10.1
Percent Change from Prior Year	31%	-12%	6%	13%	31%	-8%	8%	-5%	-6%	17%	-5%	45%	-100%

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



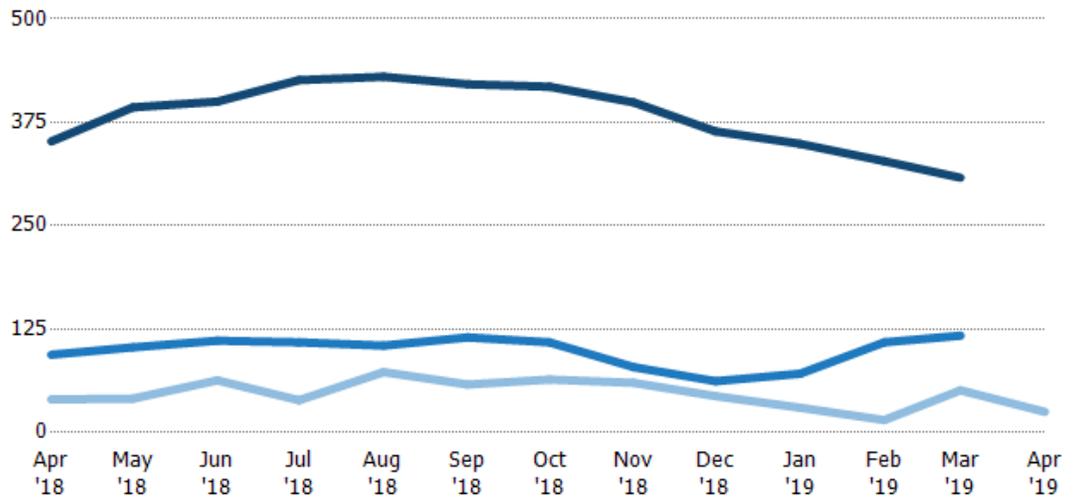
	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19
Current Year	10%	10%	10%	15%	9%	17%	14%	16%	16%	13%	9%	5%	-
Prior Year	13%	9%	11%	17%	12%	16%	15%	15%	16%	15%	9%	7%	10%
Change from Prior Year	3%	-1%	1%	2%	3%	-1%	1%	-1%	-1%	2%	0%	2%	10%

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



	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19
Active	352	393	400	426	430	421	418	399	364	349	328	308	-
Pending	94	103	111	109	105	115	109	79	62	71	109	117	-
Sold	40	41	63	39	73	58	64	60	44	30	15	51	25

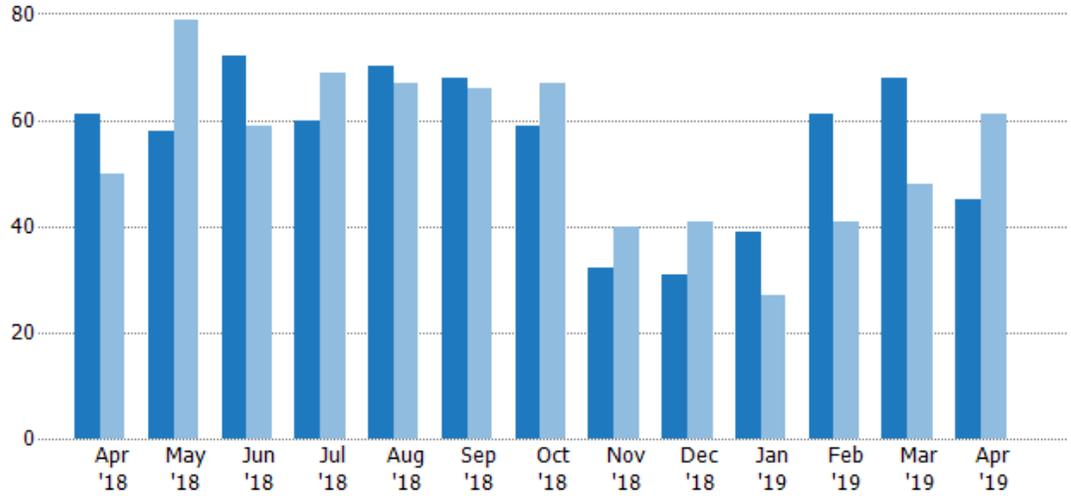
New Pending Sales

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.
Apr '19	45	-26.2%
Apr '18	61	22%
Apr '17	50	4%



Current Year	61	58	72	60	70	68	59	32	31	39	61	68	45
Prior Year	50	79	59	69	67	66	67	40	41	27	41	48	61
Percent Change from Prior Year	22%	-27%	22%	-13%	4%	3%	-12%	-20%	-24%	44%	49%	42%	-26%

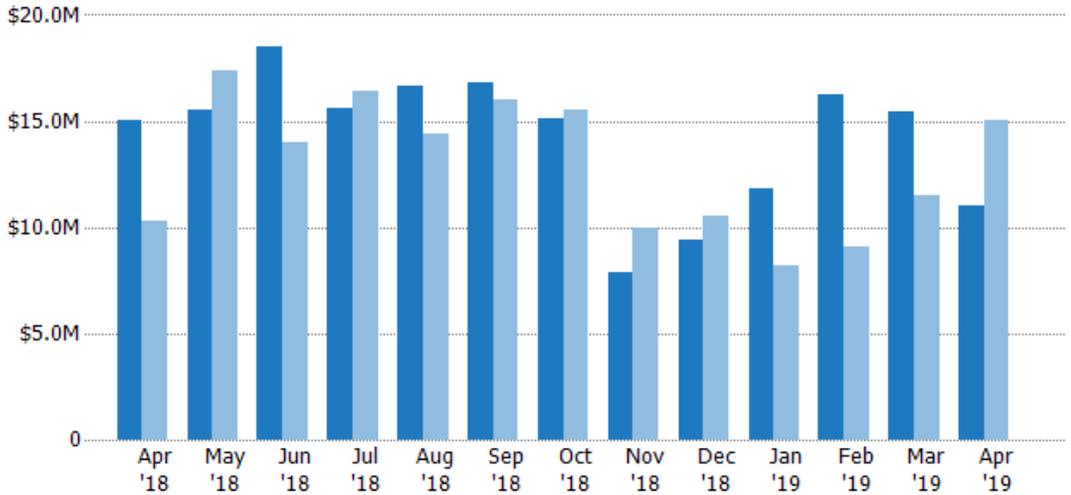
New Pending Sales Volume

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.
Apr '19	\$11M	-27%
Apr '18	\$15.1M	46.2%
Apr '17	\$10.3M	15.2%



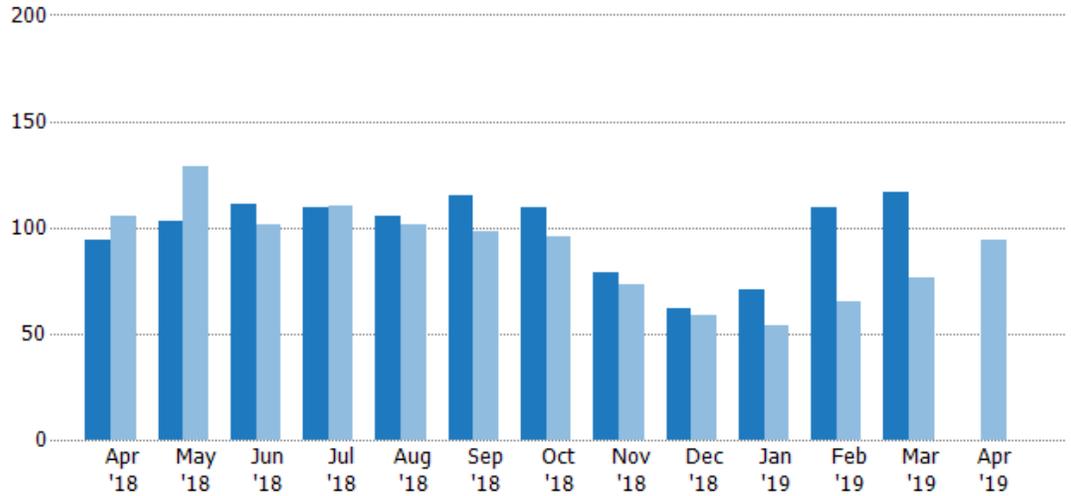
Current Year	\$15.1M	\$15.5M	\$18.5M	\$15.6M	\$16.7M	\$16.8M	\$15.1M	\$7.9M	\$9.43M	\$11.9M	\$16.3M	\$15.5M	\$11M
Prior Year	\$10.3M	\$17.4M	\$14M	\$16.4M	\$14.4M	\$16M	\$15.5M	\$9.94M	\$10.5M	\$8.23M	\$9.05M	\$11.5M	\$15.1M
Percent Change from Prior Year	46%	-11%	32%	-5%	16%	5%	-2%	-21%	-10%	44%	80%	34%	-27%

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



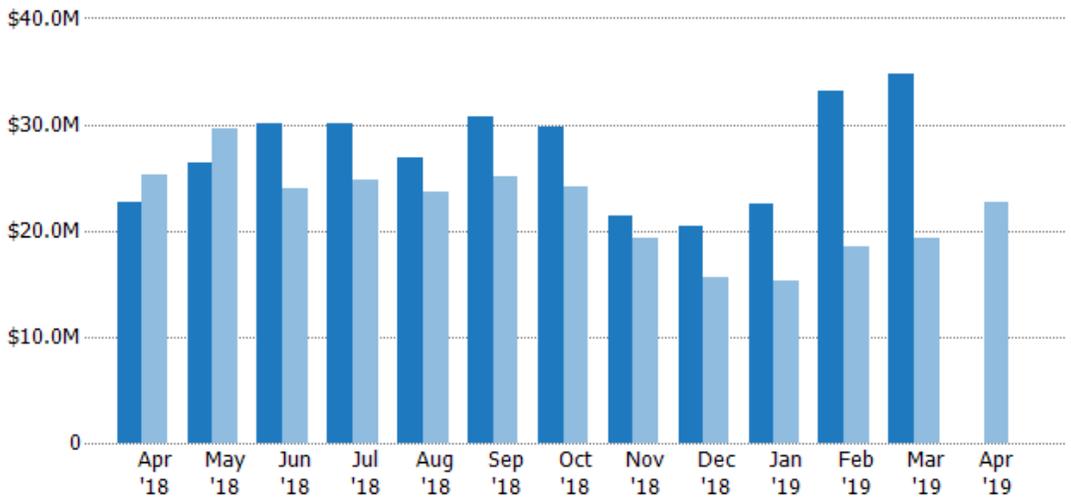
Current Year	94	103	111	109	105	115	109	79	62	71	109	117	-
Prior Year	105	129	101	110	101	98	96	73	59	54	65	76	94
Percent Change from Prior Year	-10%	-20%	10%	-1%	4%	17%	14%	8%	5%	31%	68%	54%	-100%

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



Current Year	\$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	\$25.3M	\$29.6M	\$23.9M	\$24.8M	\$23.6M	\$25.1M	\$24.2M	\$19.3M	\$15.5M	\$15.2M	\$18.5M	\$19.3M	\$22.7M
Percent Change from Prior Year	-10%	-11%	26%	21%	14%	22%	23%	10%	31%	48%	78%	79%	-100%

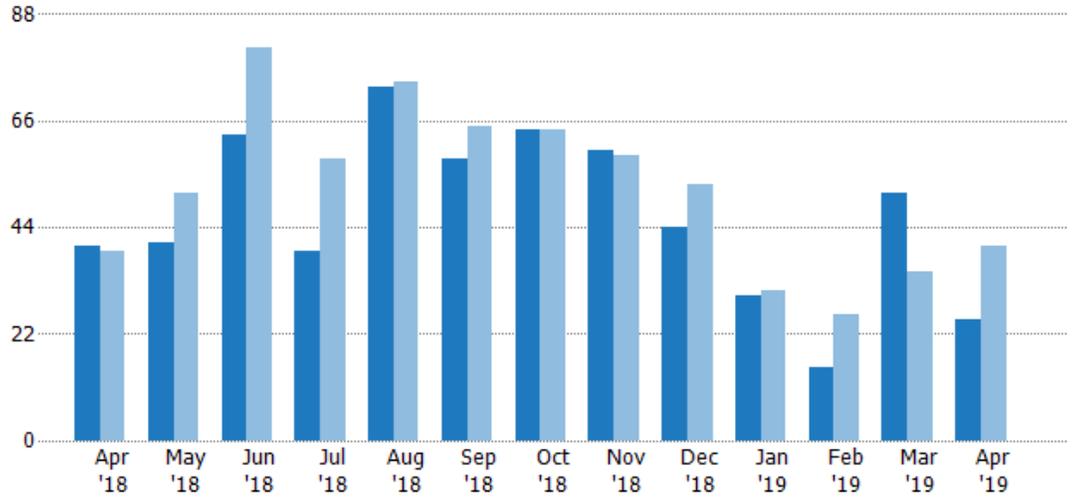
Closed Sales

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.
Apr '19	25	-37.5%
Apr '18	40	2.6%
Apr '17	39	-12.8%



Current Year	40	41	63	39	73	58	64	60	44	30	15	51	25
Prior Year	39	51	81	58	74	65	64	59	53	31	26	35	40
Percent Change from Prior Year	3%	-20%	-22%	-33%	-1%	-11%	0%	2%	-17%	-3%	-42%	46%	-38%

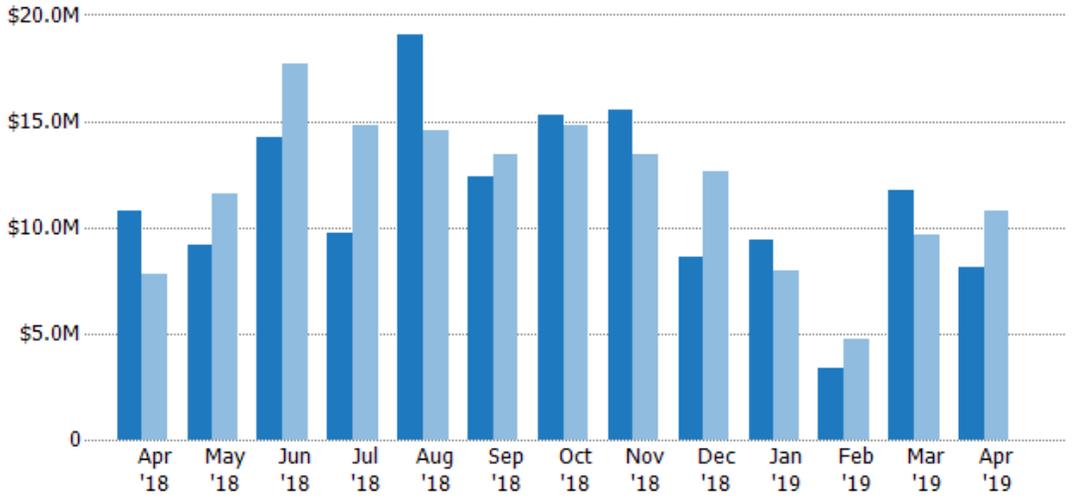
Closed Sales Volume

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.
Apr '19	\$8.1M	-24.9%
Apr '18	\$10.8M	38%
Apr '17	\$7.82M	-13.8%



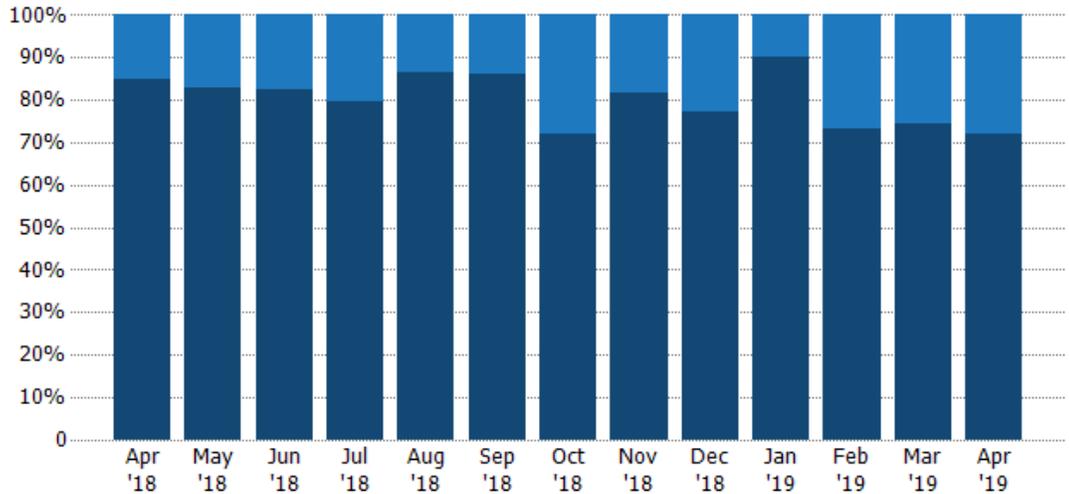
Current Year	\$10.8M	\$9.13M	\$14.2M	\$9.74M	\$19M	\$12.4M	\$15.2M	\$15.5M	\$8.57M	\$9.41M	\$3.34M	\$11.7M	\$8.1M
Prior Year	\$7.82M	\$11.6M	\$17.7M	\$14.8M	\$14.5M	\$13.4M	\$14.8M	\$13.4M	\$12.7M	\$7.99M	\$4.73M	\$9.63M	\$10.8M
Percent Change from Prior Year	38%	-21%	-20%	-34%	31%	-8%	3%	16%	-32%	18%	-30%	22%	-25%

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



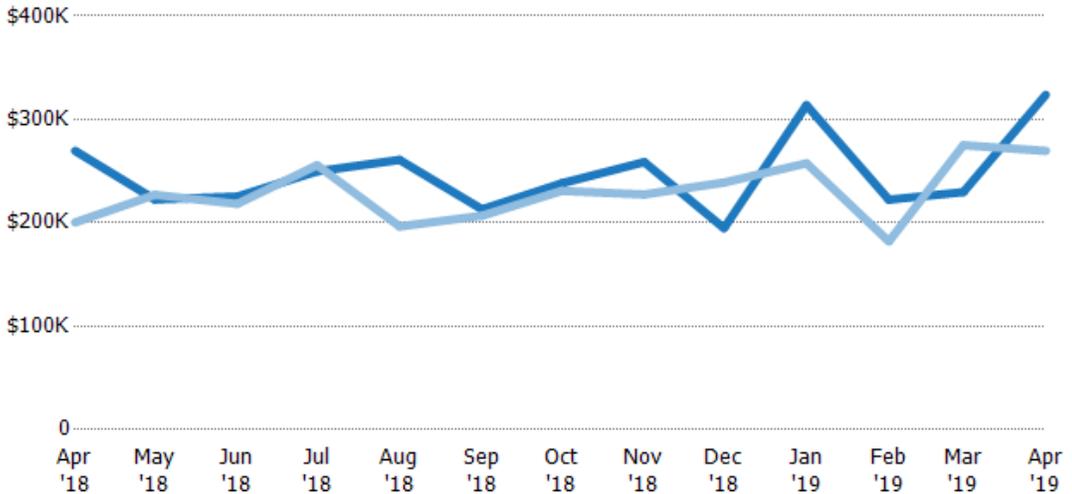
Condo/Townhouse	15%	17%	17%	21%	14%	14%	28%	18%	23%	10%	27%	25%	28%
Single Family Residence	85%	83%	83%	79%	86%	86%	72%	82%	77%	90%	73%	75%	72%

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.
Apr '19	\$324K	20.1%
Apr '18	\$270K	34.5%
Apr '17	\$200K	-1.1%

Current Year	\$270K	\$223K	\$225K	\$250K	\$261K	\$213K	\$238K	\$259K	\$195K	\$314K	\$222K	\$230K	\$324K
Prior Year	\$200K	\$227K	\$218K	\$256K	\$196K	\$207K	\$231K	\$227K	\$239K	\$258K	\$182K	\$275K	\$270K
Percent Change from Prior Year	35%	-2%	3%	-2%	33%	3%	3%	14%	-18%	22%	22%	-16%	20%

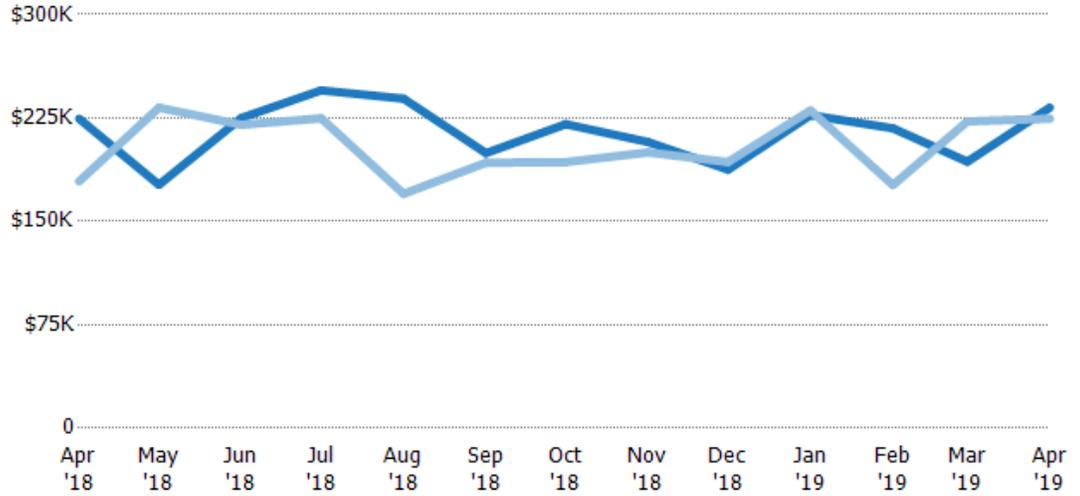
Median Sales Price

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.
Apr '19	\$233K	3.6%
Apr '18	\$225K	25.4%
Apr '17	\$179K	-7.6%



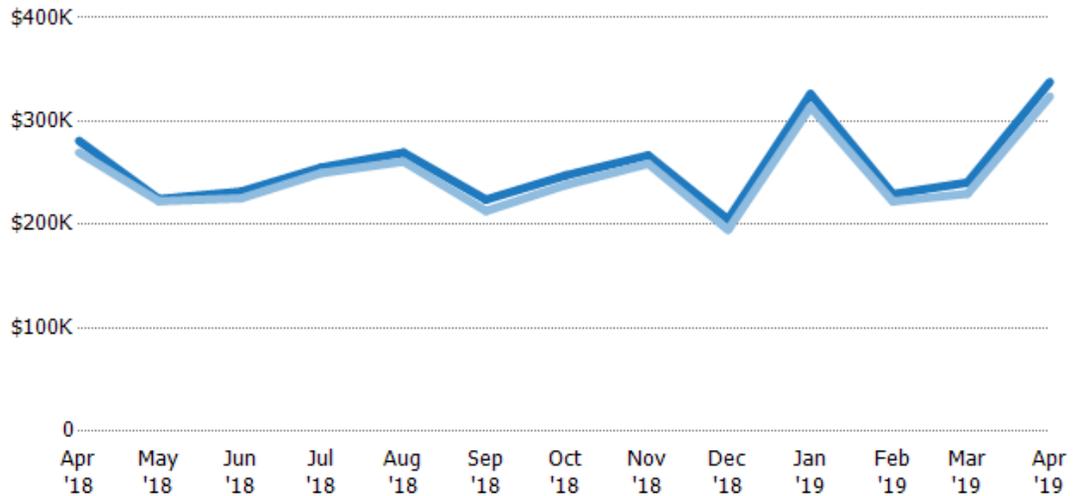
Current Year	\$225K	\$177K	\$225K	\$245K	\$239K	\$200K	\$221K	\$208K	\$188K	\$227K	\$218K	\$193K	\$233K
Prior Year	\$179K	\$233K	\$220K	\$225K	\$170K	\$193K	\$193K	\$200K	\$193K	\$231K	\$176K	\$223K	\$225K
Percent Change from Prior Year	25%	-24%	2%	9%	41%	4%	14%	4%	-3%	-2%	23%	-13%	4%

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



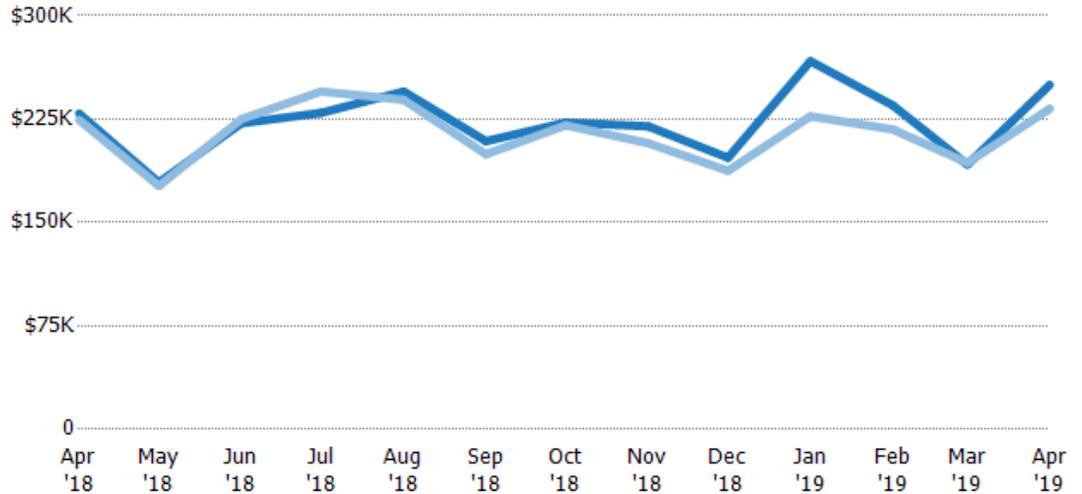
Avg List Price	\$281K	\$225K	\$232K	\$255K	\$270K	\$224K	\$247K	\$267K	\$205K	\$326K	\$229K	\$241K	\$338K
Avg Sales Price	\$270K	\$223K	\$225K	\$250K	\$261K	\$213K	\$238K	\$259K	\$195K	\$314K	\$222K	\$230K	\$324K
Avg Sales Price as a % of Avg List Price	96%	99%	97%	98%	97%	95%	96%	97%	95%	96%	97%	95%	96%

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



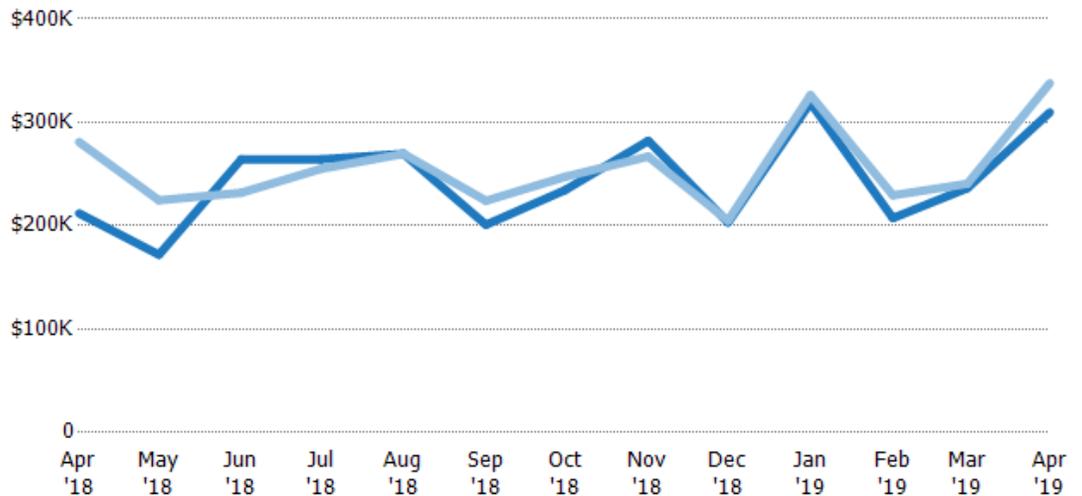
	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19
Median List Price	\$229K	\$179K	\$222K	\$230K	\$245K	\$209K	\$223K	\$220K	\$197K	\$267K	\$235K	\$192K	\$250K
Median Sales Price	\$225K	\$177K	\$225K	\$245K	\$239K	\$200K	\$221K	\$208K	\$188K	\$227K	\$218K	\$193K	\$233K
Med Sales Price as a % of Med List Price	98%	99%	101%	107%	98%	95%	99%	94%	95%	85%	93%	101%	93%

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



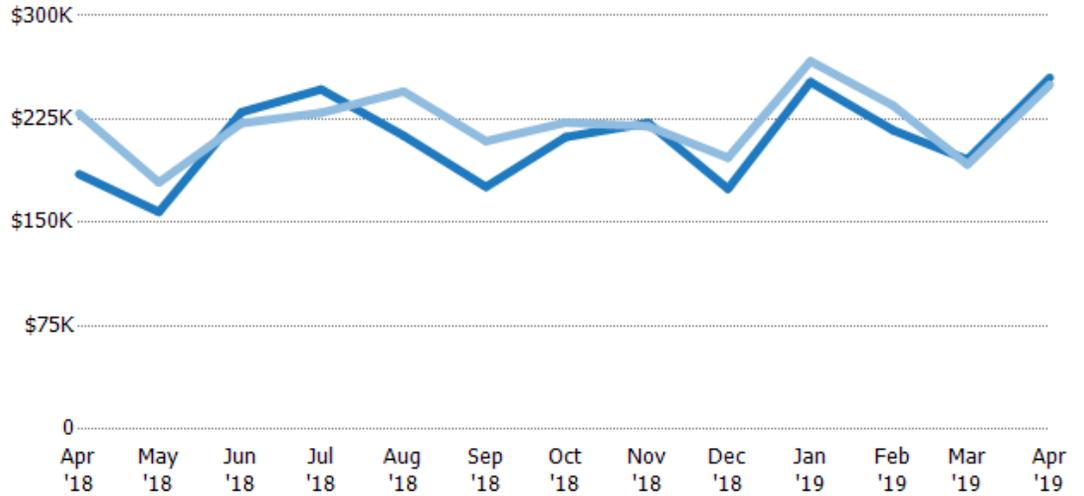
	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19
Avg Est Value	\$212K	\$172K	\$264K	\$264K	\$269K	\$201K	\$235K	\$282K	\$203K	\$319K	\$207K	\$236K	\$310K
Avg Sales Price	\$281K	\$225K	\$232K	\$255K	\$270K	\$224K	\$247K	\$267K	\$205K	\$326K	\$229K	\$241K	\$338K
Avg Sales Price as a % of Avg Est Value	133%	131%	88%	97%	100%	112%	105%	95%	101%	102%	111%	102%	109%

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



	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19
Median Est Value	\$185K	\$158K	\$230K	\$247K	\$213K	\$176K	\$212K	\$222K	\$174K	\$252K	\$217K	\$196K	\$255K
Median Sales Price	\$229K	\$179K	\$222K	\$230K	\$245K	\$209K	\$223K	\$220K	\$197K	\$267K	\$235K	\$192K	\$250K
Med Sales Price as a % of Med Est Value	124%	114%	97%	93%	115%	119%	105%	99%	113%	106%	108%	98%	98%