

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	Feb 2018	Feb 2017	+ / -	YTD 2018	YTD 2017	+ / -
Listing Activity Charts Metrics						
New Listing Count	37	27	+37%	37	27	+37%
New Listing Volume	\$11,196,500	\$8,585,499	+30.4%	\$11,196,500	\$8,585,499	+30.4%
Active Listing Count	263	290	-9.3%	NA	NA	
Active Listing Volume	\$88,349,095	\$102,053,897	-13.4%	NA	NA	
Average Listing Price	\$335,928	\$351,910	-4.5%	\$335,928	\$351,910	-4.5%
Median Listing Price	\$232,000	\$248,500	-6.6%	\$232,000	\$248,500	-6.6%
Median Days in RPR	176	215	-18.1%	176	215	-18.1%
Months of Inventory	_	_	-	21.9	20.7	+5.8%
Absorption Rate	_	_	+-	4.56%	4.83%	-0.3%
Sales Activity Charts Metrics						
New Pending Sales Count	19	21	-9.5%	19	21	-9.5%
New Pending Sales Volume	\$5,520,800	\$6,405,368	-13.8%	\$5,520,800	\$6,405,368	-13.8%
Pending Sales Count	26	27	-3.7%	NA	N/A	
Pending Sales Volume	\$8,169,800	\$7,835,218	+4.3%	NA	NA	
Closed Sales Count	20	12	+66.7%	20	12	+66.7%
Closed Sales Volume	\$4,292,500	\$3,484,000	+23.2%	\$4,292,500	\$3,484,000	+23.2%
Average Sales Price	\$214,625	\$290,333	-26.1%	\$214,625	\$290,333	-26.1%
Median Sales Price	\$186,500	\$264,500	-29.5%	\$186,500	\$264,500	-29.5%



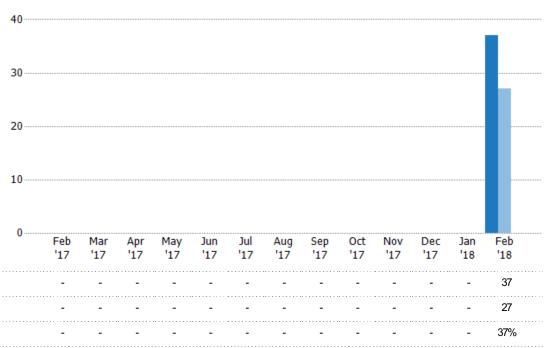


New Listings

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



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



New Listing Volume

Percent Change from Prior Year

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

Filters Used

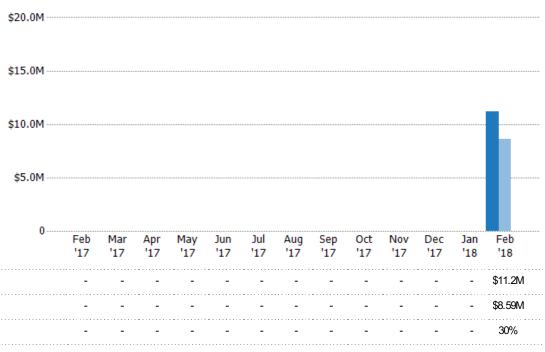
Current Year

Prior Year

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

Percent Change from Prior Year



Current Year

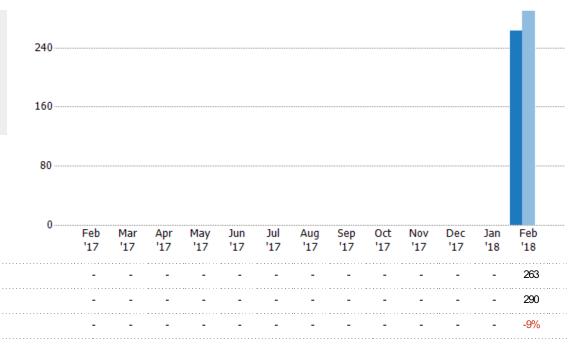


Active Listings

The number of active residential listings at the end of 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



Active Listing Volume

Percent Change from Prior Year

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

Filters Used

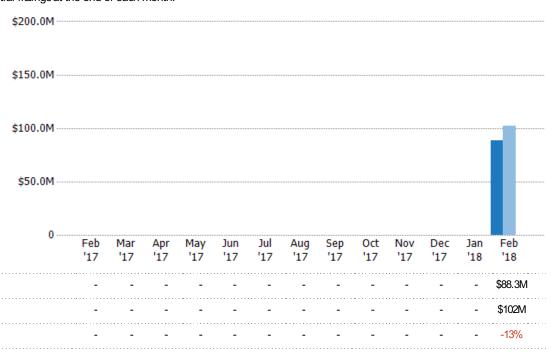
Current Year

Prior Year

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

Percent Change from Prior Year



Current Year



Average Listing Price

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

\$400K

\$100K

\$75K-

Filters Used

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

\$300K	
\$200K	

Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb
'17	'17	'17	'17	'17	'17	'17	'17	'17	'17	'17	'18	'18
-	-	-	-	-	-	-	-	-	-	-		\$336k
-	-		-	-	-	-	-	-	-	-		\$352k

Median Listing Price

Percent Change from Prior Year

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

Filters Used

Current Year
Prior Year

ZIP: East Dover, VT 05341, South Newfane, VT 05351, Wardsboro, VT 05355, West Dover, VT 05356, Wlmington, VT 05363 Property Type: Condo/Townhouse/Apt, Single Family Residence \$225K \$150K

Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18
 -	-	-	-	-	-	-	-	-	-	-	-	\$232K
 -	-	-	-	-	-	-	-	-	-	-	-	\$249K
 -	-	-	-	-	-	-	-	-	-	-	-	-7%



Current Year
Prior Year

Percent Change from Prior Year





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.

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

	0 Feb	Mar	Apr	May		Aug			Jan	Feb
\$10	0K				 		 	 		
\$20	0K						 	 		
\$30	0K						 	 		
\$40	0K				 		 	 		

'17

'17

'17

'17

'17

'18

'18

\$256K

\$336K

Avg Listing Price as a % of Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	131%

'17

'17

'17

'17

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.

\$75K-

'17

'17

Filters Used

Avg Est Value

Avg Listing Price

ZIP: East Dover, VT 05341, South Newfane, VT 05351, Wardsboro, VT 05355, West Dover, VT 05356, Wlmington, VT 05363 Property Type: Condo/Townhouse/Apt, Single Family Residence \$225K \$150K

	0												
	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18
Median Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$224K
Median Listing Price	-	-	-	-	-	-	-	-	-	-	-	-	\$232K
Med Listing Price as a % of Med Est Value	-	-	-	-	-	-	-	-	-	-	-	-	104%





215



Market Data Report

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.

Current Year	-	-	-	-	_	-	-	-	-	-	_	-	176
	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18
	75												
05355, West Dover, VT 05356, Wilmington, VT 05363 Property Type: Condo/Townhouse/Apt, Single Family Residence	150												
ZIP: East Dover, VT 05341, South Newfane, VT 05351, Wardsboro, VT	225												
	300												

Months of Inventory

Filters Used

Family Residence

Percent Change from Prior Year

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

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

	0												
	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	20.2
Prior Year	-	-	-	-	-	-	-	_	-	_	-	-	22.3
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-9%





Absorption Rate

The percentage of inventory sold per month.

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Filters Us	-(1

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

%												
%												
%												
%												
0Feb	Mar	Apr	May	Jun	Jul		Sep	Oct	Nov	Dec	Jan	
0Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec '17	Jan	Feb '18

Active/Pending/Sold Units

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

Filters Used

Current Year

Prior Year

Change from Prior Year

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

300
225
150
75

	0												
	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18
Active	-	-	-	-	-	-	-	-	-	-	-	-	263
Pending	-	-	-	-	-	-	-	-	-	-	-	-	26
Sold	-	-	-	-	-	-	-	-	-	-	-	-	20

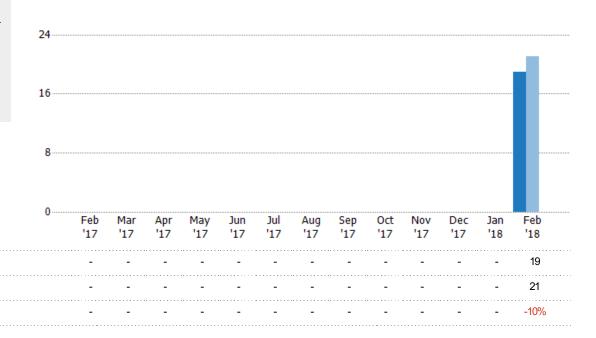


New Pending Sales

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



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



New Pending Sales Volume

Percent Change from Prior Year

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

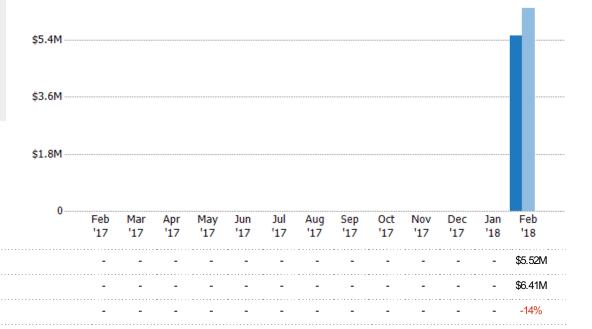
Filters Used

Current Year

Prior Year

Newfane, VT 05351, Wardsboro, VT 05355, West Dover, VT 05356, WIlmington, VT 05363
Property Type:
Condo/Townhouse/Apt, Single Family Residence

ZIP: East Dover, VT 05341, South



Current Year

Percent Change from Prior Year





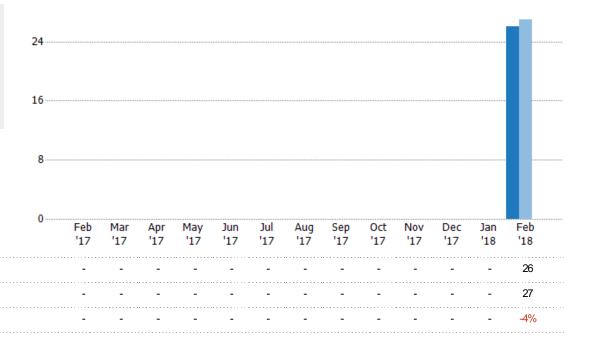
Pending Sales

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



Pending Sales Volume

Percent Change from Prior Year

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



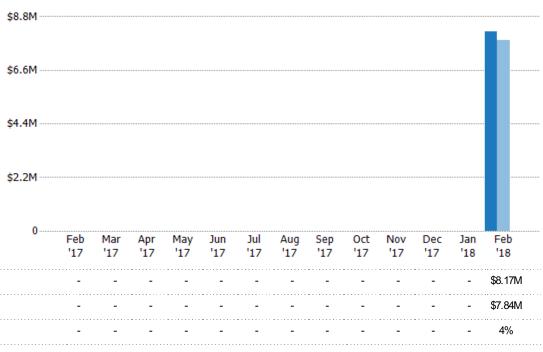
Current Year

Prior Year

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

Percent Change from Prior Year



Current Year

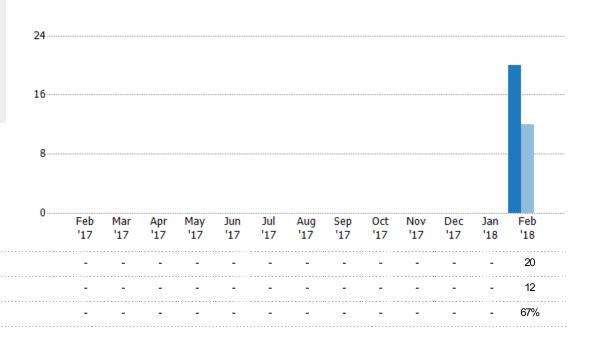


Closed Sales

The total number of 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



Closed Sales Volume

Percent Change from Prior Year

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

Filters Used

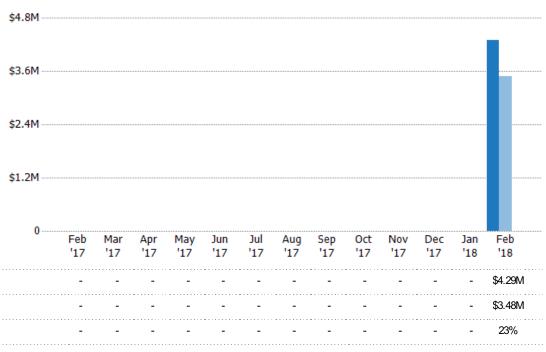
Current Year

Prior Year

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

Percent Change from Prior Year



Current Year

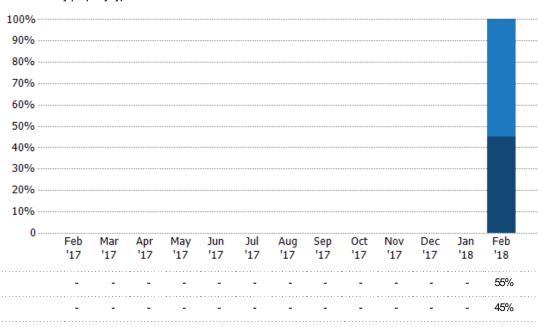


Closed Sales by Property Type

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

Filters Used

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



Average Sales Price

Single Family Residence

Condo/Townhouse

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

\$75K

Filters Used

Current Year
Prior Year

Percent Change from Prior Year

ZIP: East Dover, VT 05341, South Newfane, VT 05351, Wardsboro, VT 05355, West Dover, VT 05356, Wlimington, VT 05363 Property Type: Condo/Townhouse/Apt, Single Family Residence \$225K \$150K

0 Feb '17	Mar '17	Apr '17	May '17	Jun	Jul	Aug '17	Sep	0ct	Nov	Dec	Jan	Feb '18
 -	-	-	-	-	-	-			-		-	\$215K
 -	-	-	-	-	-	-	-	-	-	-	-	\$290K
 -	-		-	-		-	-	- -	-	-		-26%



\$300K

\$75K-

Median Sales Price

Family Residence

The median 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

\$225K	
\$150K	

0... Feb May Dec Feb '17 '17 '17 '17 '17 '17 '18 '18 '17 '17 '17 '17 \$187K \$265K

Average Sales Price vs Average Listing Price

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

\$75K-

Filters Used

Current Year

Prior Year

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

Percent Change from Prior Year

\$300K \$225K \$150K

	0												
	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18
Avg List Price	-	-	-	-	-	-	-	-	-	-	-	-	\$225K
Avg Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$215K
Avg Sales Price as a % of Avg List Price	-	-	-	-	-	-	-	-	-	-	-	-	96%



\$187K

94%

Market Data Report

Median Sales Price vs Median Listing Price

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

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

'17												
14.7	'17	'17	May '17	'17	'17	'17	'17	'17	'17	'17	'18	'18
Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Fel
0												
\$50K												
100K												
50K												

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

Median List Price

Median Sales Price

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

Med Sales Price as a % of Med List Price

	0 Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18
Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$197K
Avg Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$225K
Avg Sales Price as a % of Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	114%





95%



Market Data Report

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	Fil	Iters	Used
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Family Residence

Median Est Value

Median Sales Price

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

Med Sales Price as a % of Med Est Value

!5K		 	 	 	 	
0K	 	 	 	 		
75K	 	 	 	 	 	 •••••



