

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	May 2019	May 2018	+ / -	YTD 2019	YTD 2018	+ / -
Listing Activity Charts Metrics						
New Listing Count	108	109	-0.9%	357	328	+8.8%
New Listing Volume	\$37,141,800	\$36,181,499	+2.7%	\$100,802,849	\$90,310,386	+11.6%
Active Listing Count	334	388	-13.9%	N/A	N/A	
Active Listing Volume	\$122,634,849	\$137,490,648	-10.8%	N/A	N/A	
Average Listing Price	\$367,170	\$354,357	+3.6%	\$364,028	\$351,264	+3.6%
Median Listing Price	\$309,000	\$275,000	+12.4%	\$287,362	\$264,385	+8.7%
Median Days in RPR	130.5	111.5	+17%	164.92	164.34	+0.4%
Months of Inventory	6.5	9.9	-34.2%	9.9	8.6	+15.3%
Absorption Rate	15.27%	10.05%	+5.2%	10.07%	11.61%	-1.5%
Sales Activity Charts Metrics						
New Pending Sales Count	83	58	+43.1%	324	234	+38.5%
New Pending Sales Volume	\$22,671,735	\$15,525,400	+46%	\$82,970,835	\$58,991,250	+40.6%
Pending Sales Count	146	101	+44.6%	N/A	N/A	
Pending Sales Volume	\$40,032,285	\$25,871,750	+54.7%	N/A	N/A	
Closed Sales Count	57	41	+39%	203	171	+18.7%
Closed Sales Volume	\$14,235,906	\$9,126,030	+56%	\$53,485,320	\$41,748,770	+28.1%
Average Sales Price	\$249,753	\$222,586	+12.2%	\$263,474	\$244,145	+7.9%
Median Sales Price	\$220,000	\$176,505	+24.6%	\$216,234	\$207,525	+4.2%

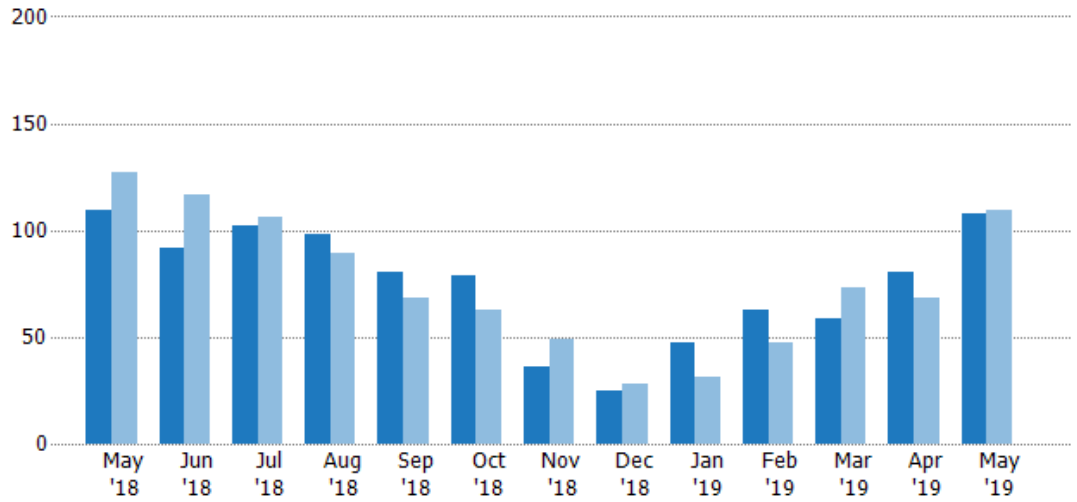
New Listings

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.
May '19	108	-0.9%
May '18	109	-14.2%
May '17	127	-21.3%



Current Year	109	92	102	98	80	79	36	25	47	63	59	80	108
Prior Year	127	117	106	89	68	63	49	28	31	47	73	68	109
Percent Change from Prior Year	-14%	-21%	-4%	10%	18%	25%	-27%	-11%	52%	34%	-19%	18%	-1%

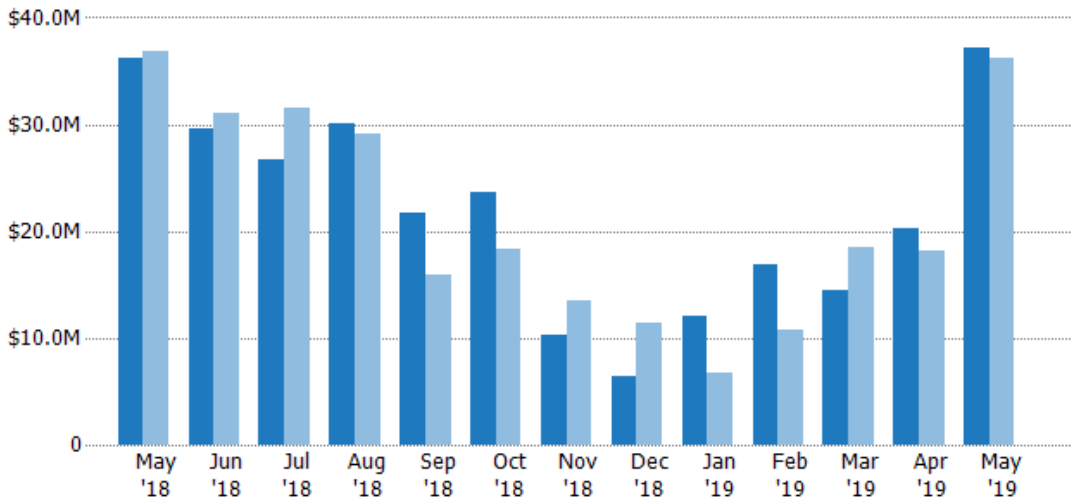
New Listing Volume

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.
May '19	\$37.1M	2.7%
May '18	\$36.2M	-1.8%
May '17	\$36.8M	-27.4%



Current Year	\$36.2M	\$29.5M	\$26.8M	\$30.1M	\$21.7M	\$23.6M	\$10.3M	\$6.41M	\$12M	\$16.9M	\$14.5M	\$20.3M	\$37.1M
Prior Year	\$36.8M	\$31.1M	\$31.5M	\$29.1M	\$16M	\$18.4M	\$13.5M	\$11.4M	\$6.67M	\$10.8M	\$18.5M	\$18.1M	\$36.2M
Percent Change from Prior Year	-2%	-5%	-15%	4%	36%	28%	-24%	-44%	80%	56%	-22%	12%	3%

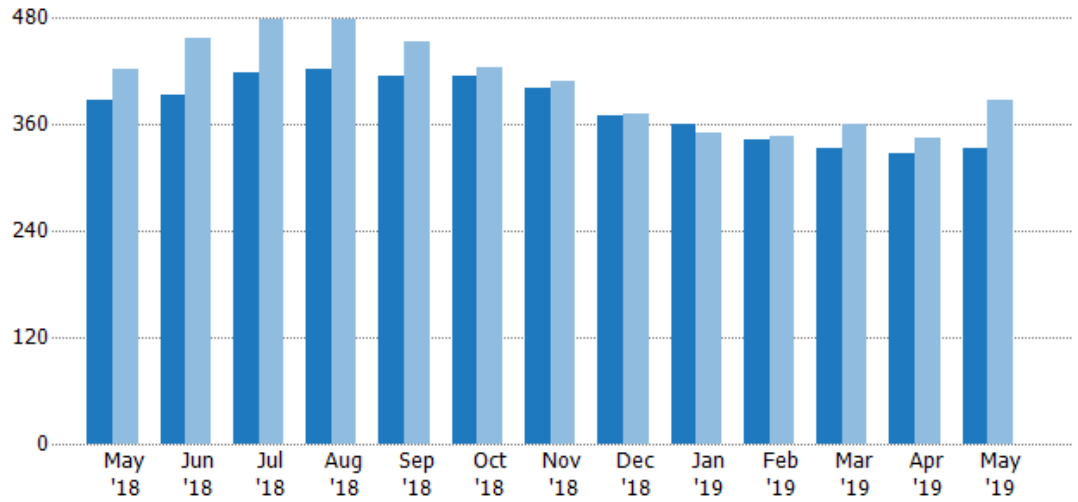
Active Listings

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.
May '19	334	-13.9%
May '18	388	-8.3%
May '17	423	1.4%



Current Year	388	394	419	423	414	415	401	370	360	343	334	327	334
Prior Year	423	458	478	479	454	424	409	372	351	347	361	345	388
Percent Change from Prior Year	-8%	-14%	-12%	-12%	-9%	-2%	-2%	-1%	3%	-1%	-7%	-5%	-14%

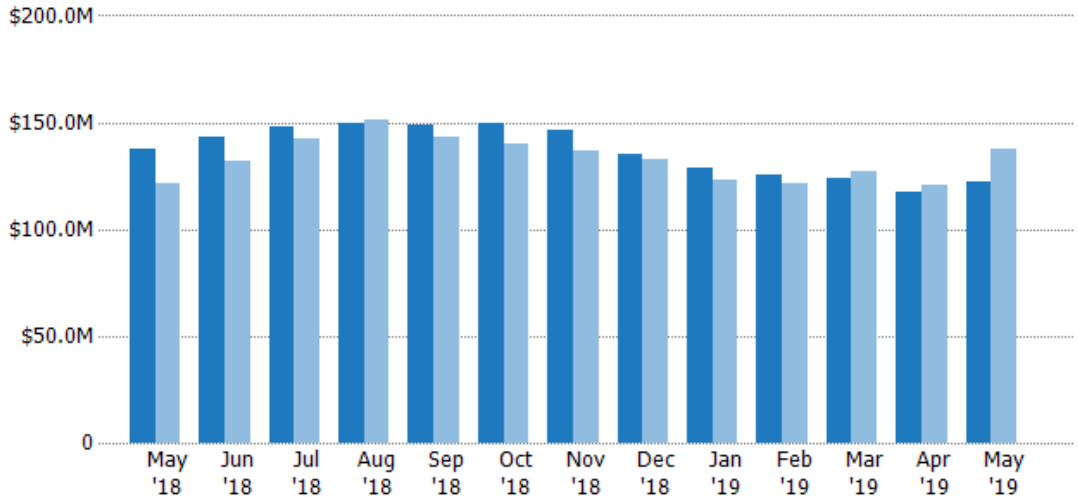
Active Listing Volume

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.
May '19	\$123M	-10.8%
May '18	\$137M	13.6%
May '17	\$121M	2.8%



Current Year	\$137M	\$143M	\$148M	\$149M	\$149M	\$149M	\$147M	\$135M	\$129M	\$125M	\$124M	\$118M	\$123M
Prior Year	\$121M	\$132M	\$142M	\$151M	\$143M	\$140M	\$137M	\$133M	\$123M	\$121M	\$127M	\$120M	\$137M
Percent Change from Prior Year	14%	9%	4%	-1%	4%	7%	7%	2%	4%	3%	-3%	-2%	-11%

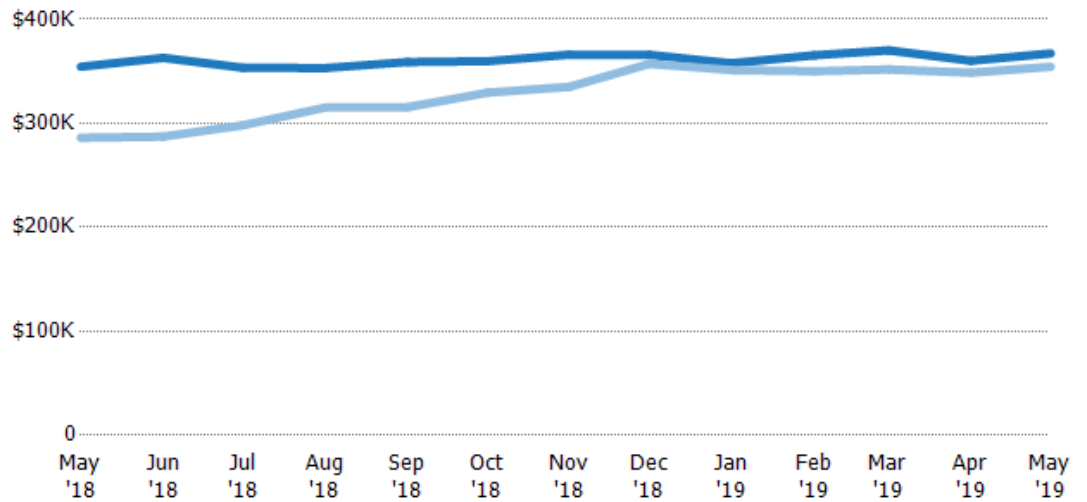
Average Listing Price

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.
May '19	\$367K	3.6%
May '18	\$354K	23.8%
May '17	\$286K	1.4%



Current Year	\$354K	\$363K	\$353K	\$353K	\$359K	\$360K	\$366K	\$366K	\$358K	\$365K	\$370K	\$360K	\$367K
Prior Year	\$286K	\$287K	\$298K	\$315K	\$316K	\$329K	\$335K	\$357K	\$351K	\$350K	\$352K	\$349K	\$354K
Percent Change from Prior Year	24%	26%	19%	12%	14%	9%	9%	2%	2%	4%	5%	3%	4%

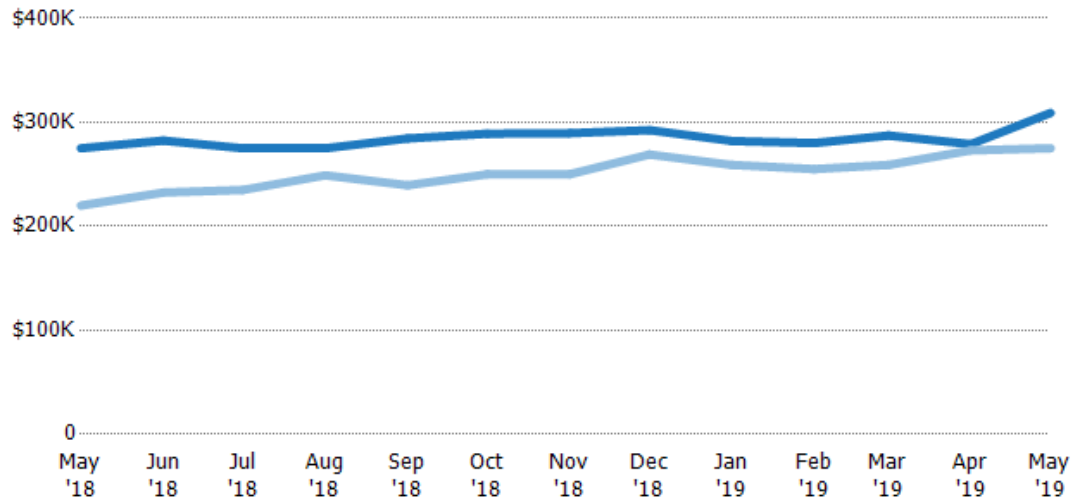
Median Listing Price

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.
May '19	\$309K	12.4%
May '18	\$275K	25%
May '17	\$220K	-0.4%



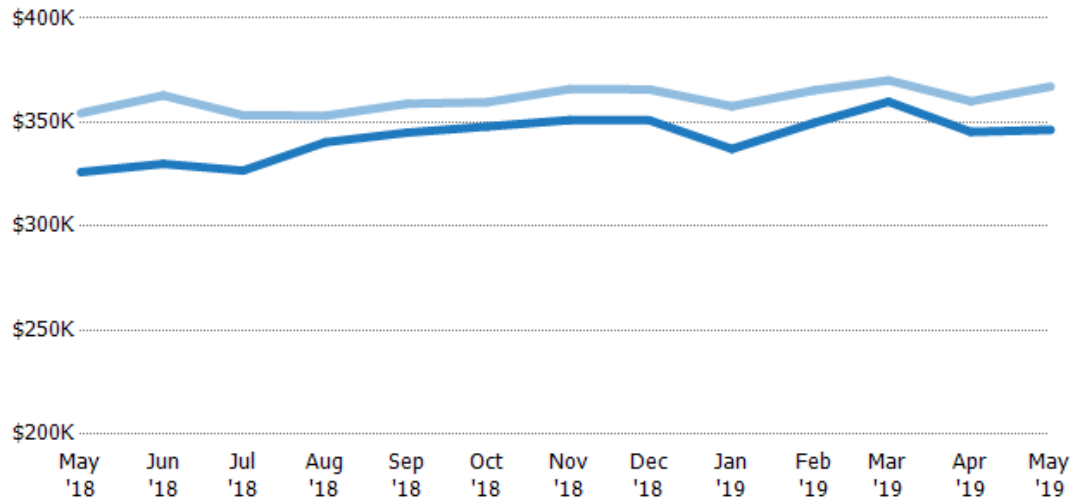
Current Year	\$275K	\$282K	\$275K	\$275K	\$284K	\$289K	\$290K	\$292K	\$282K	\$280K	\$287K	\$279K	\$309K
Prior Year	\$220K	\$232K	\$235K	\$249K	\$239K	\$250K	\$250K	\$269K	\$259K	\$255K	\$259K	\$273K	\$275K
Percent Change from Prior Year	25%	21%	17%	10%	19%	16%	16%	9%	9%	10%	11%	2%	12%

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



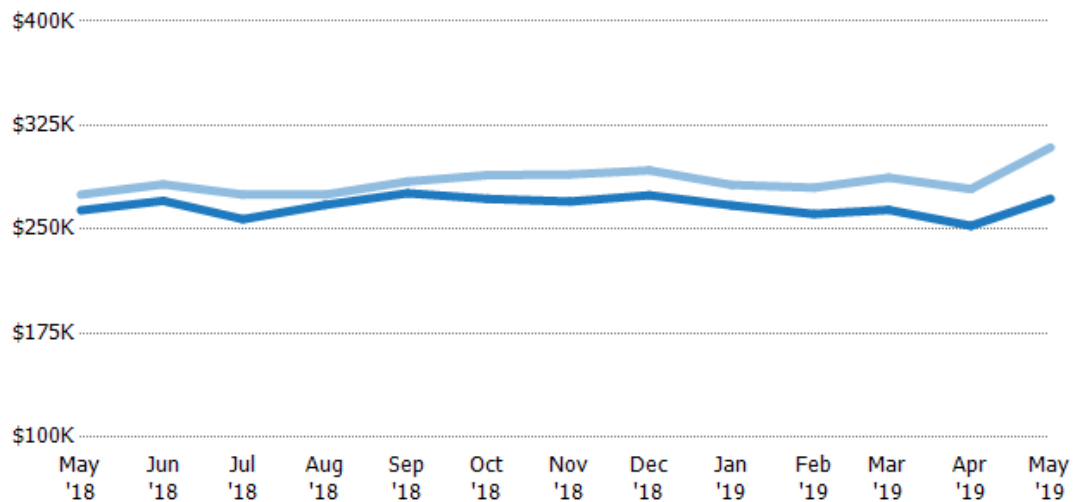
Avg Est Value	\$326K	\$330K	\$327K	\$340K	\$345K	\$348K	\$351K	\$351K	\$337K	\$350K	\$360K	\$345K	\$346K
Avg Listing Price	\$354K	\$363K	\$353K	\$353K	\$359K	\$360K	\$366K	\$366K	\$358K	\$365K	\$370K	\$360K	\$367K
Avg Listing Price as a % of Avg Est Value	109%	110%	108%	104%	104%	103%	104%	104%	106%	104%	103%	104%	106%

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



Median Est Value	\$264K	\$271K	\$257K	\$268K	\$276K	\$272K	\$270K	\$275K	\$267K	\$261K	\$264K	\$253K	\$272K
Median Listing Price	\$275K	\$282K	\$275K	\$275K	\$284K	\$289K	\$290K	\$292K	\$282K	\$280K	\$287K	\$279K	\$309K
Med Listing Price as a % of Med Est Value	104%	104%	107%	103%	103%	106%	107%	107%	106%	107%	109%	110%	114%

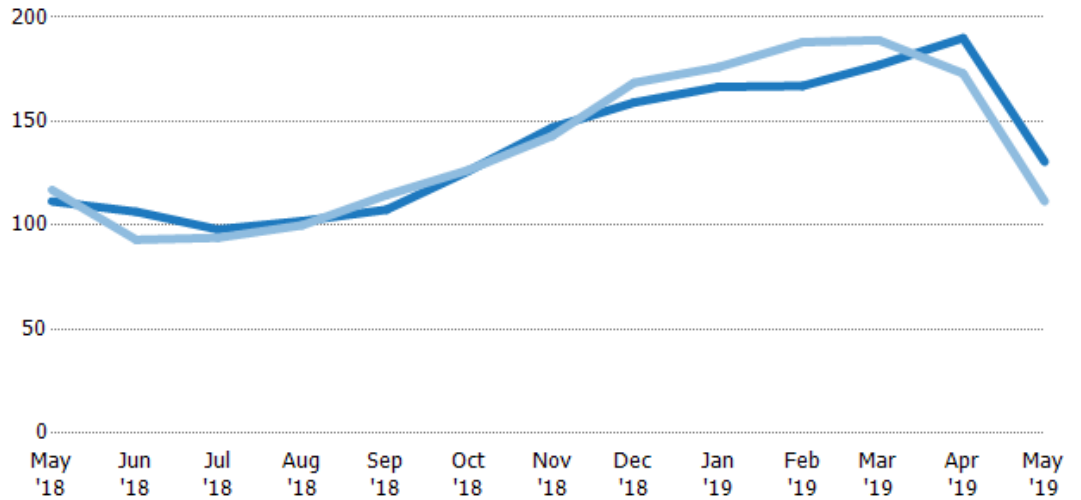
Median Days in RPR

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.
May '19	131	17%
May '18	112	-4.7%
May '17	117	4.3%



Current Year	112	107	98	102	108	126	147	159	167	167	177	190	131
Prior Year	117	93	94	100	115	127	143	169	176	188	189	173	112
Percent Change from Prior Year	-5%	15%	4%	2%	-6%	0%	3%	-6%	-5%	-11%	-6%	10%	17%

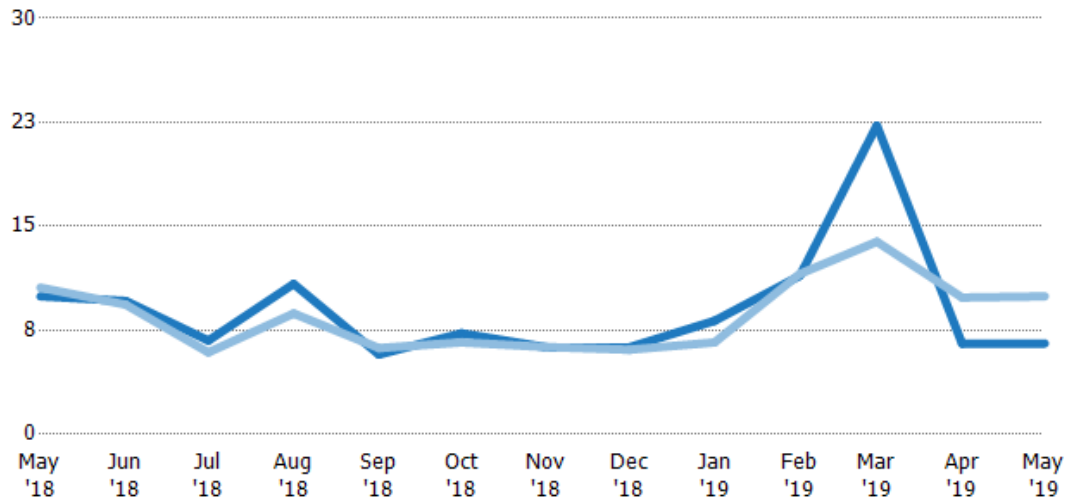
Months of Inventory

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.
May '19	6.55	-34.2%
May '18	9.95	-5.9%
May '17	10.6	35.2%



Current Year	9.95	9.61	6.76	10.8	5.75	7.28	6.27	6.27	8.18	11.4	22.3	6.54	6.55
Prior Year	10.6	9.35	5.9	8.71	6.22	6.63	6.29	6.1	6.62	11.6	13.9	9.86	9.95
Percent Change from Prior Year	-6%	3%	15%	25%	-8%	10%	0%	3%	24%	-1%	60%	-34%	-34%

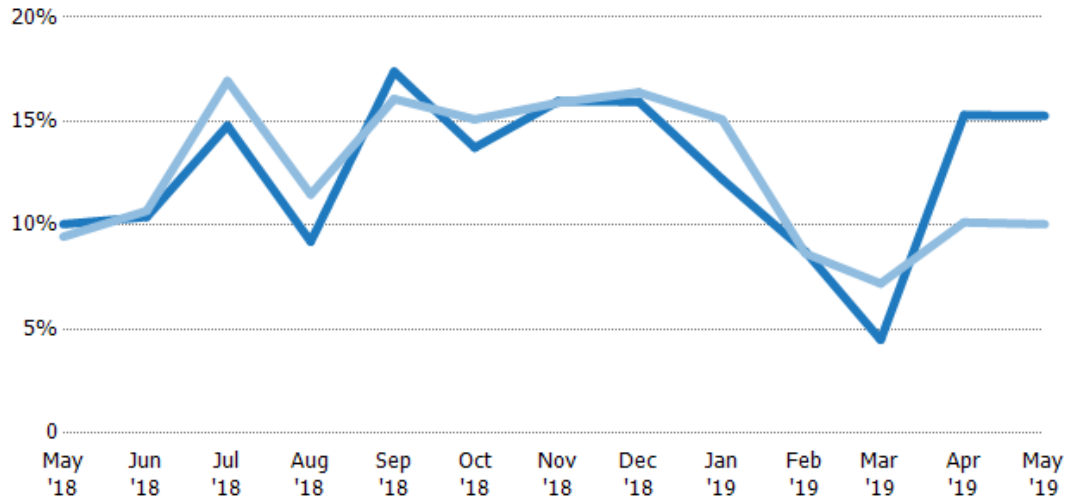
Absorption Rate

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.
May '19	15%	-5.2%
May '18	10%	-0.6%
May '17	9%	-26%



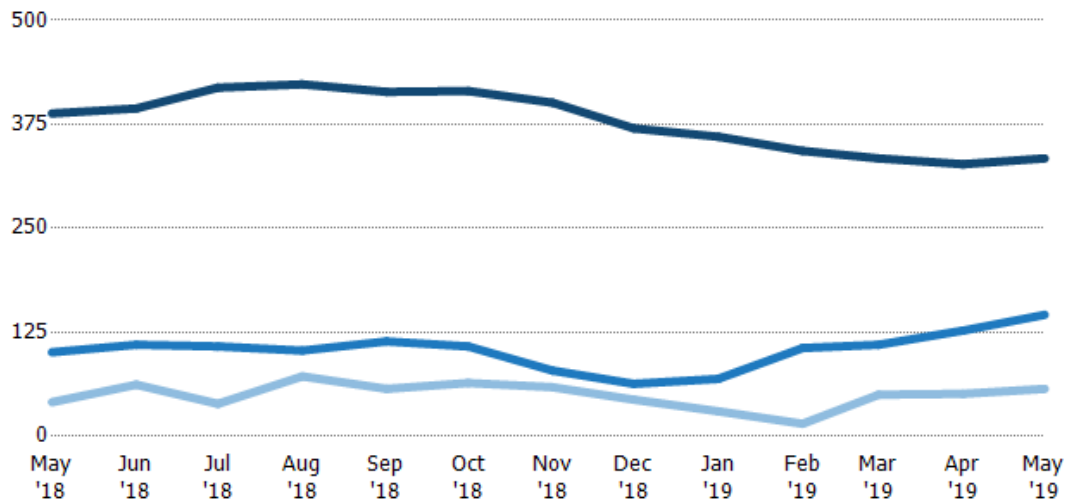
Current Year	10%	10%	15%	9%	17%	14%	16%	16%	12%	9%	4%	15%	15%
Prior Year	9%	11%	17%	11%	16%	15%	16%	16%	15%	9%	7%	10%	10%
Change from Prior Year	-1%	0%	2%	2%	-1%	1%	0%	0%	3%	0%	3%	-5%	-5%

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



Active	388	394	419	423	414	415	401	370	360	343	334	327	334
Pending	101	110	108	103	114	108	79	63	69	106	110	127	146
Sold	41	62	39	72	57	64	59	44	30	15	50	51	57

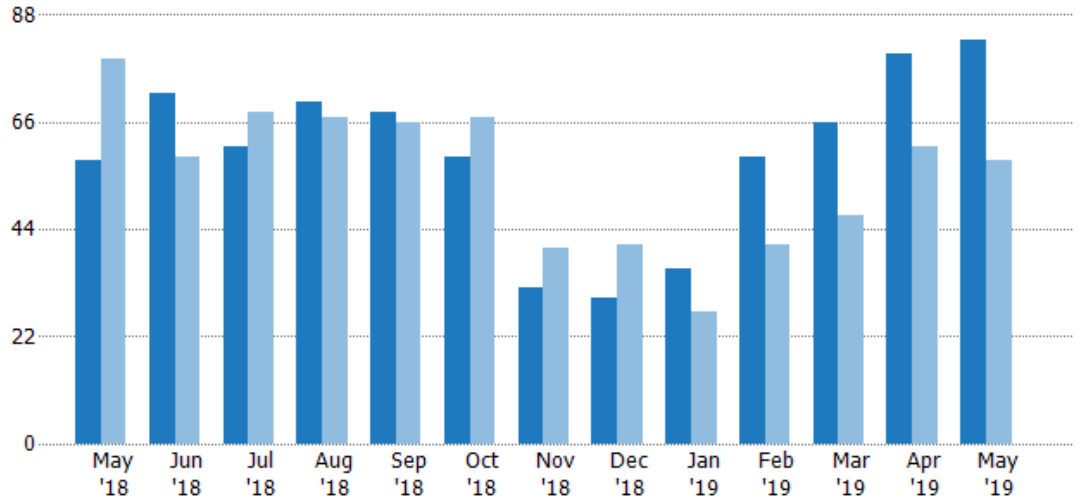
New Pending Sales

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.
May '19	83	43.1%
May '18	58	-26.6%
May '17	79	-24.1%



Current Year	58	72	61	70	68	59	32	30	36	59	66	80	83
Prior Year	79	59	68	67	66	67	40	41	27	41	47	61	58
Percent Change from Prior Year	-27%	22%	-10%	4%	3%	-12%	-20%	-27%	33%	44%	40%	31%	43%

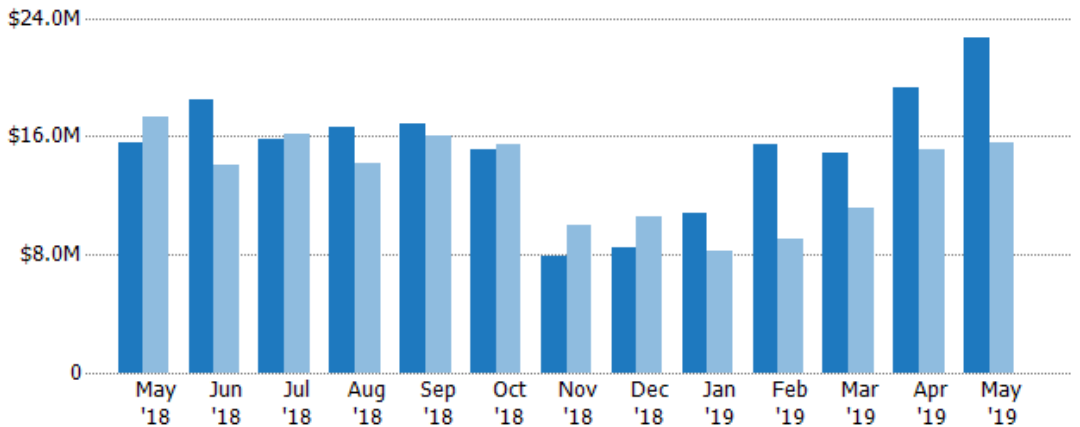
New Pending Sales Volume

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.
May '19	\$22.7M	46%
May '18	\$15.5M	-10.6%
May '17	\$17.4M	-18.3%



Current Year	\$15.5M	\$18.5M	\$15.8M	\$16.7M	\$16.8M	\$15.1M	\$7.9M	\$8.45M	\$10.8M	\$15.4M	\$14.8M	\$19.2M	\$22.7M
Prior Year	\$17.4M	\$14M	\$16.1M	\$14.2M	\$16M	\$15.5M	\$9.94M	\$10.5M	\$8.23M	\$9.05M	\$11.1M	\$15.1M	\$15.5M
Percent Change from Prior Year	-11%	32%	-2%	18%	5%	-2%	-21%	-20%	31%	71%	33%	28%	46%

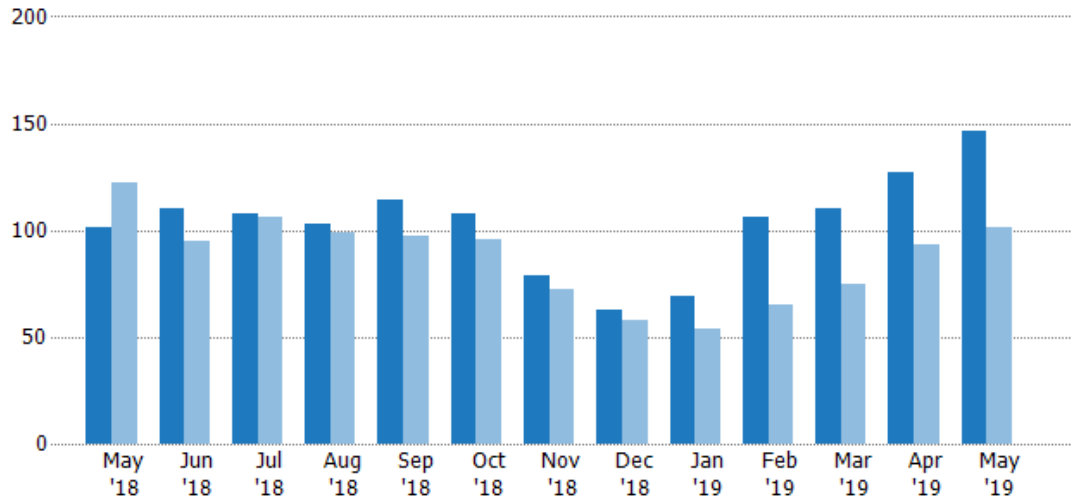
Pending Sales

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.
May '19	146	44.6%
May '18	101	-17.2%
May '17	122	-8.2%



Current Year	101	110	108	103	114	108	79	63	69	106	110	127	146
Prior Year	122	95	106	99	97	96	72	58	54	65	75	93	101
Percent Change from Prior Year	-17%	16%	2%	4%	18%	13%	10%	9%	28%	63%	47%	37%	45%

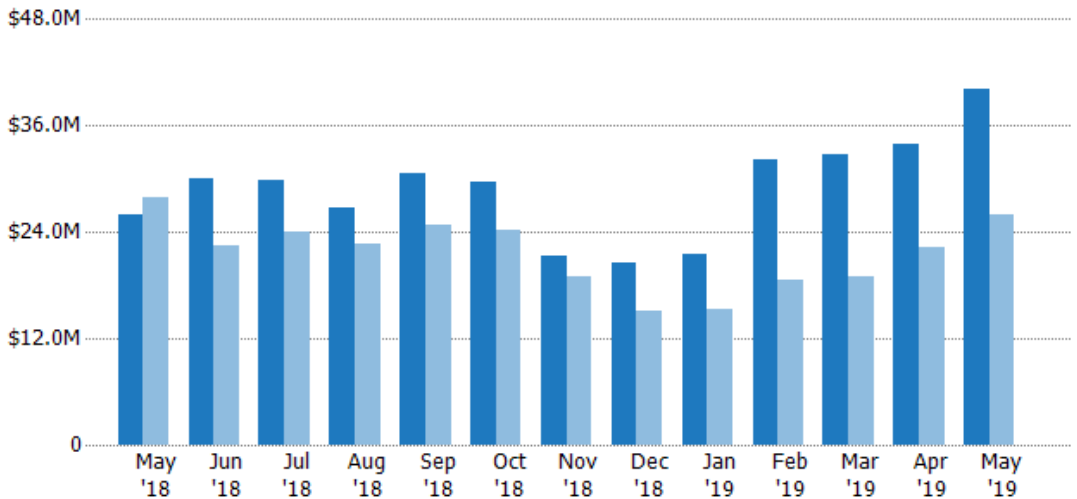
Pending Sales Volume

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.
May '19	\$40M	54.7%
May '18	\$25.9M	-7.3%
May '17	\$27.9M	-3%



Current Year	\$25.9M	\$29.9M	\$29.9M	\$26.7M	\$30.6M	\$29.6M	\$21.3M	\$20.5M	\$21.5M	\$32.2M	\$32.8M	\$34M	\$40M
Prior Year	\$27.9M	\$22.4M	\$24M	\$22.7M	\$24.8M	\$24.2M	\$18.9M	\$15.1M	\$15.2M	\$18.5M	\$18.9M	\$22.3M	\$25.9M
Percent Change from Prior Year	-7%	34%	25%	17%	23%	23%	13%	36%	42%	74%	73%	53%	55%

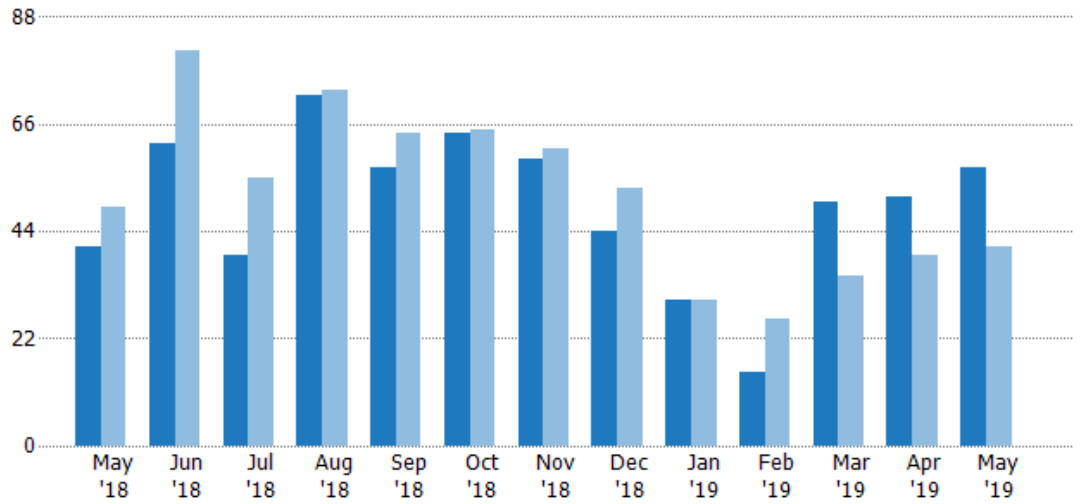
Closed Sales

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.
May '19	57	39%
May '18	41	-16.3%
May '17	49	-12.2%



Current Year	41	62	39	72	57	64	59	44	30	15	50	51	57
Prior Year	49	81	55	73	64	65	61	53	30	26	35	39	41
Percent Change from Prior Year	-16%	-23%	-29%	-1%	-11%	-2%	-3%	-17%	0%	-42%	43%	31%	39%

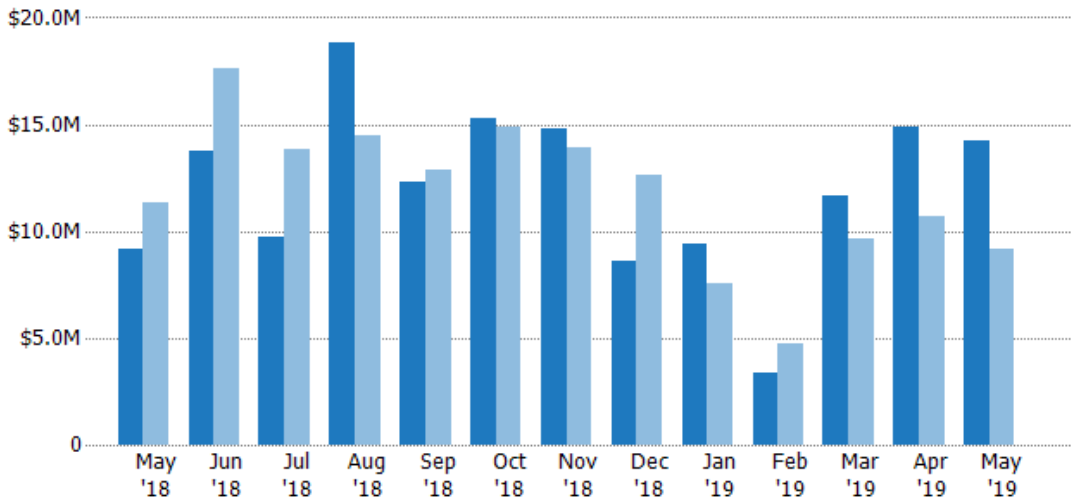
Closed Sales Volume

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.
May '19	\$14.2M	56%
May '18	\$9.13M	-19.2%
May '17	\$11.3M	-13.1%



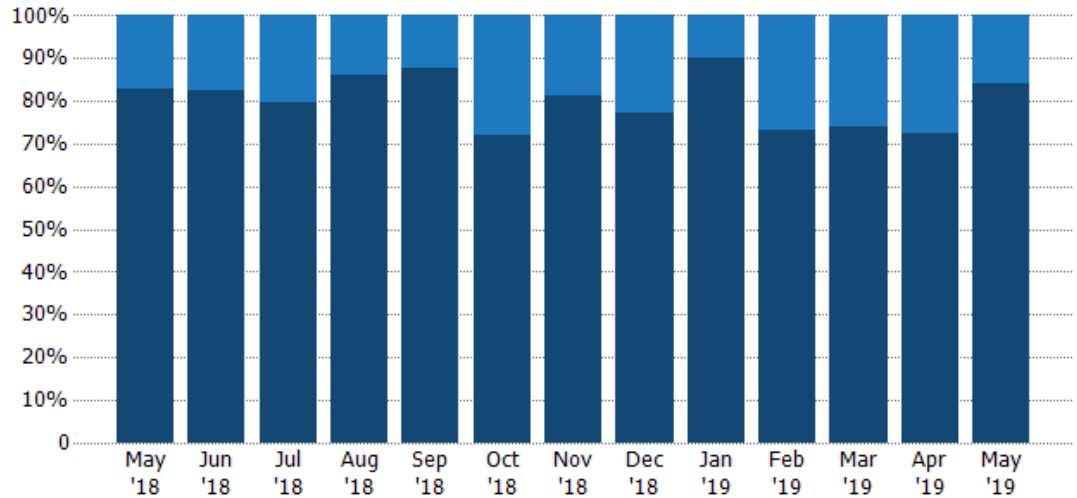
Current Year	\$9.13M	\$13.7M	\$9.74M	\$18.8M	\$12.3M	\$15.2M	\$14.8M	\$8.57M	\$9.41M	\$3.34M	\$11.6M	\$14.9M	\$14.2M
Prior Year	\$11.3M	\$17.6M	\$13.9M	\$14.4M	\$12.9M	\$14.9M	\$13.9M	\$12.7M	\$7.59M	\$4.73M	\$9.63M	\$10.7M	\$9.13M
Percent Change from Prior Year	-19%	-22%	-30%	30%	-5%	2%	6%	-32%	24%	-30%	21%	39%	56%

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	17%	18%	21%	14%	12%	28%	19%	23%	10%	27%	26%	27%	16%
Single Family Residence	83%	82%	79%	86%	88%	72%	81%	77%	90%	73%	74%	73%	84%

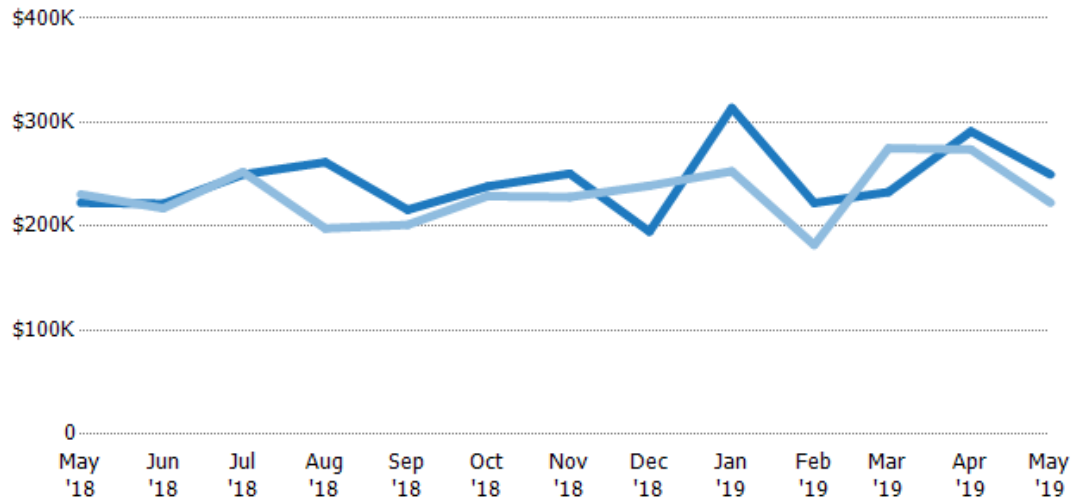
Average Sales Price

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.
May '19	\$250K	12.2%
May '18	\$223K	-3.5%
May '17	\$231K	-0.9%



Current Year	\$223K	\$222K	\$250K	\$262K	\$216K	\$238K	\$251K	\$195K	\$314K	\$222K	\$233K	\$291K	\$250K
Prior Year	\$231K	\$217K	\$252K	\$198K	\$201K	\$229K	\$228K	\$239K	\$253K	\$182K	\$275K	\$274K	\$223K
Percent Change from Prior Year	-3%	2%	-1%	32%	7%	4%	10%	-18%	24%	22%	-15%	6%	12%

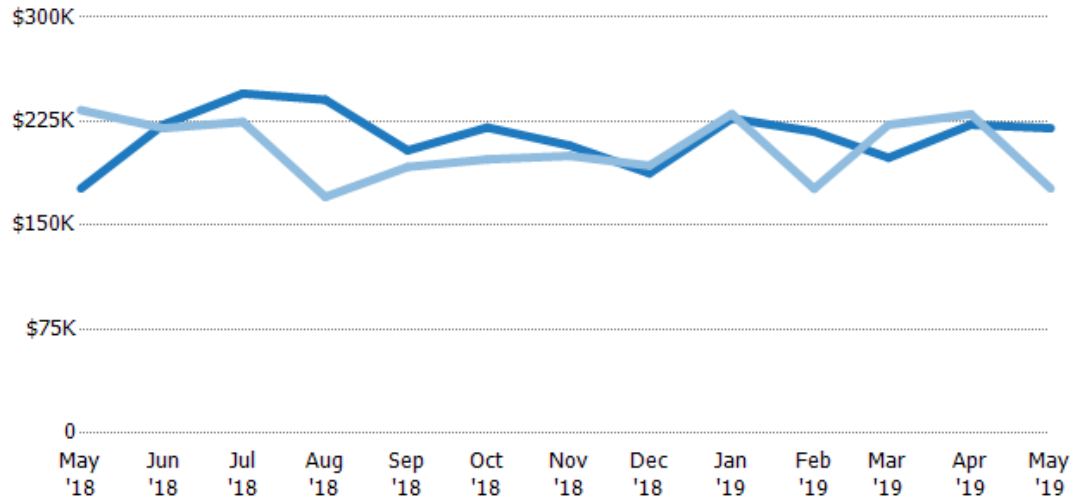
Median Sales Price

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.
May '19	\$220K	24.6%
May '18	\$177K	-24.2%
May '17	\$233K	-22.7%



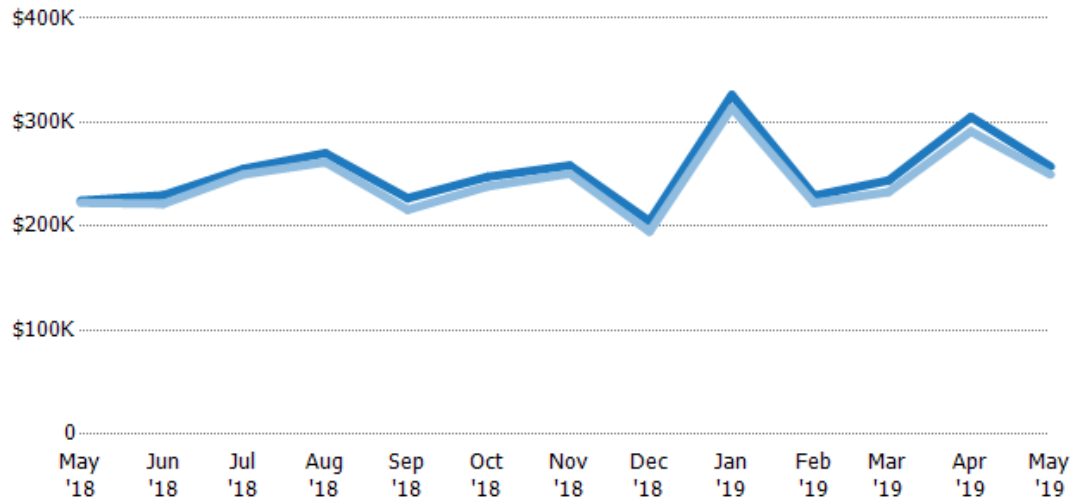
Current Year	\$177K	\$223K	\$245K	\$241K	\$204K	\$221K	\$208K	\$188K	\$227K	\$218K	\$199K	\$223K	\$220K
Prior Year	\$233K	\$220K	\$225K	\$170K	\$192K	\$198K	\$200K	\$193K	\$230K	\$176K	\$223K	\$230K	\$177K
Percent Change from Prior Year	-24%	1%	9%	41%	6%	12%	4%	-3%	-1%	23%	-11%	-3%	25%

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



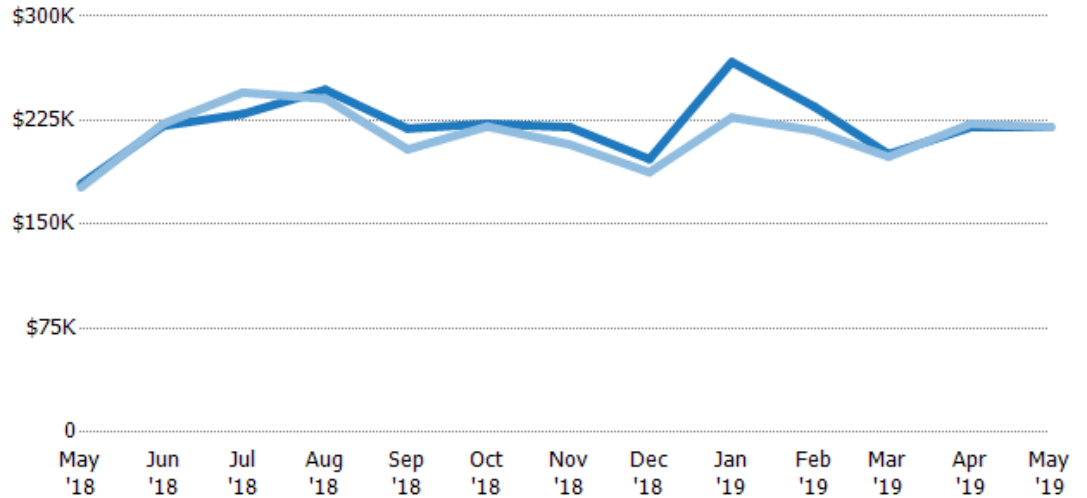
Avg List Price	\$225K	\$230K	\$255K	\$270K	\$227K	\$247K	\$258K	\$205K	\$326K	\$229K	\$244K	\$305K	\$257K
Avg Sales Price	\$223K	\$222K	\$250K	\$262K	\$216K	\$238K	\$251K	\$195K	\$314K	\$222K	\$233K	\$291K	\$250K
Avg Sales Price as a % of Avg List Price	99%	96%	98%	97%	95%	96%	97%	95%	96%	97%	95%	95%	97%

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

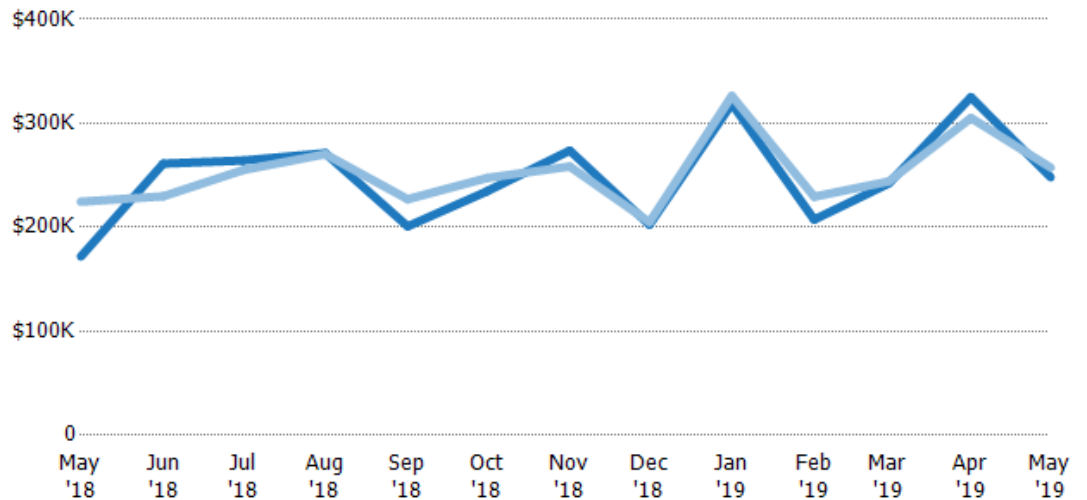


Average Sales Price vs Average Est Value

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

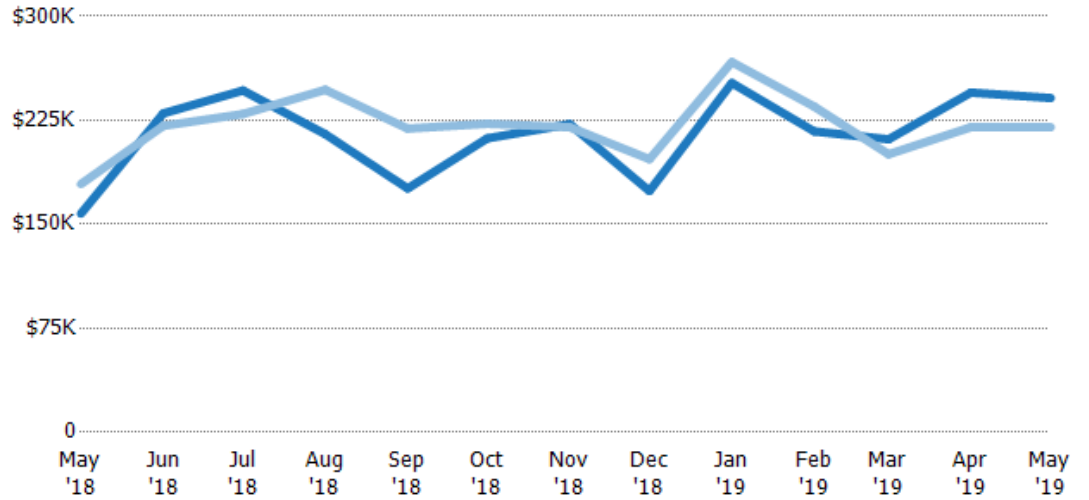


Median Sales Price vs Median Est Value

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



	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19
Median Est Value	\$158K	\$230K	\$247K	\$215K	\$176K	\$212K	\$222K	\$174K	\$252K	\$217K	\$211K	\$245K	\$241K
Median Sales Price	\$179K	\$221K	\$230K	\$247K	\$219K	\$223K	\$220K	\$197K	\$267K	\$235K	\$201K	\$220K	\$220K
Med Sales Price as a % of Med Est Value	114%	96%	93%	115%	125%	105%	99%	113%	106%	108%	95%	90%	91%