

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	Jun 2019	Jun 2018	+ / -	YTD 2019	YTD 2018	+ / -
Listing Activity Charts Metrics						
New Listing Count	119	91	+30.8%	479	413	+16%
New Listing Volume	\$41,103,100	\$29,012,149	+41.7%	\$143,003,549	\$117,148,535	+22.1%
Active Listing Count	386	392	-1.5%	N/A	N/A	
Active Listing Volume	\$142,451,649	\$141,967,583	+0.3%	N/A	N/A	
Average Listing Price	\$369,046	\$362,162	+1.9%	\$360,451	\$352,936	+2.1%
Median Listing Price	\$310,000	\$284,950	+8.8%	\$288,503	\$268,600	+7.4%
Median Days in RPR	86.5	113.5	-23.8%	146.26	151.23	-3.3%
Months of Inventory	6.9	9.8	-29.7%	9.4	7.7	+22%
Absorption Rate	14.51%	10.2%	+4.3%	10.58%	12.91%	-2.3%
Sales Activity Charts Metrics						
New Pending Sales Count	77	70	+10%	400	304	+31.6%
New Pending Sales Volume	\$20,883,750	\$17,631,250	+18.4%	\$102,609,585	\$76,622,500	+33.9%
Pending Sales Count	129	107	+20.6%	N/A	N/A	
Pending Sales Volume	\$36,032,750	\$28,666,450	+25.7%	N/A	N/A	
Closed Sales Count	67	61	+9.8%	267	227	+17.6%
Closed Sales Volume	\$16,287,002	\$13,508,937	+20.6%	\$68,864,322	\$54,351,207	+26.7%
Average Sales Price	\$243,090	\$221,458	+9.8%	\$257,919	\$239,433	+7.7%
Median Sales Price	\$195,000	\$220,000	-11.4%	\$209,560	\$210,879	-0.6%

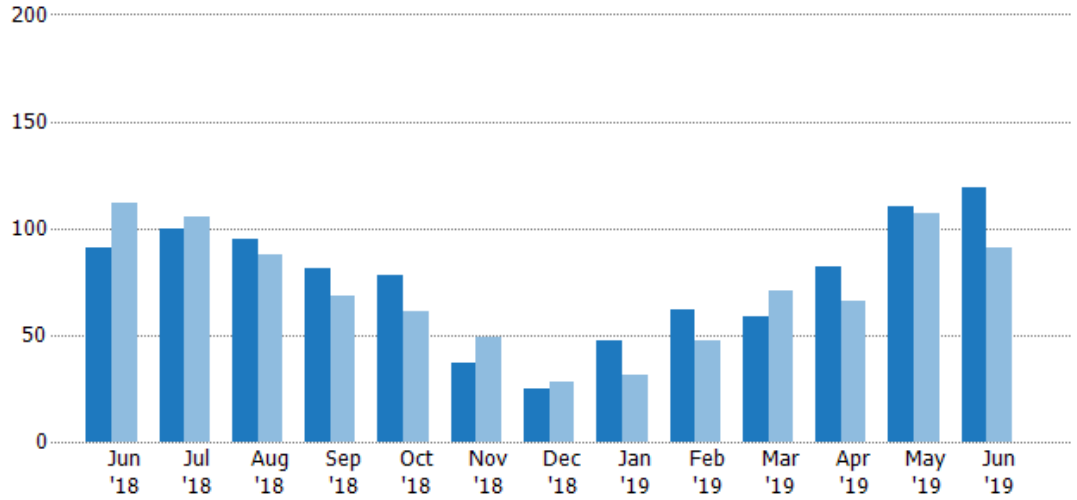
New Listings

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.
Jun '19	119	30.8%
Jun '18	91	-18.8%
Jun '17	112	0.9%



Current Year	91	100	95	81	78	37	25	47	62	59	82	110	119
Prior Year	112	105	88	68	61	49	28	31	47	71	66	107	91
Percent Change from Prior Year	-19%	-5%	8%	19%	28%	-24%	-11%	52%	32%	-17%	24%	3%	31%

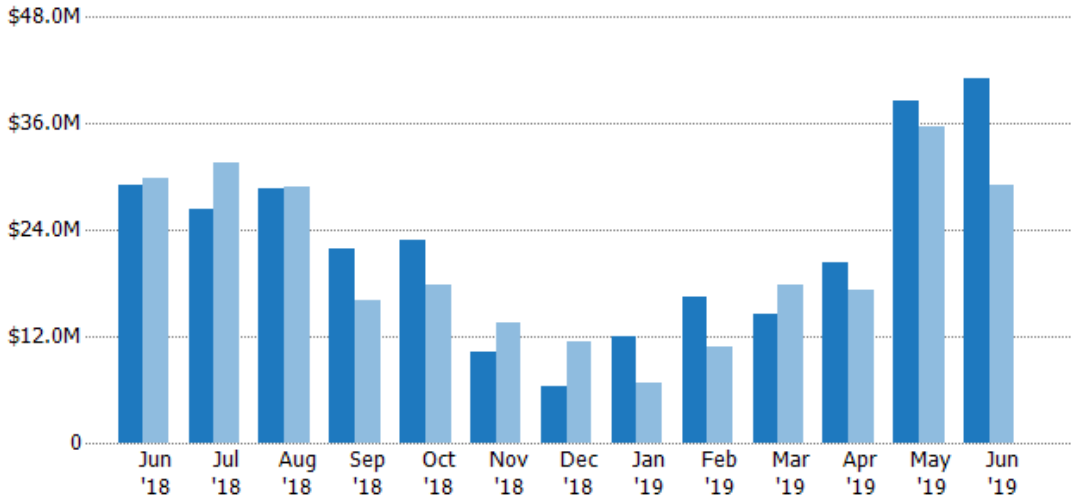
New Listing Volume

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.
Jun '19	\$41.1M	41.7%
Jun '18	\$29M	-2.6%
Jun '17	\$29.8M	0%



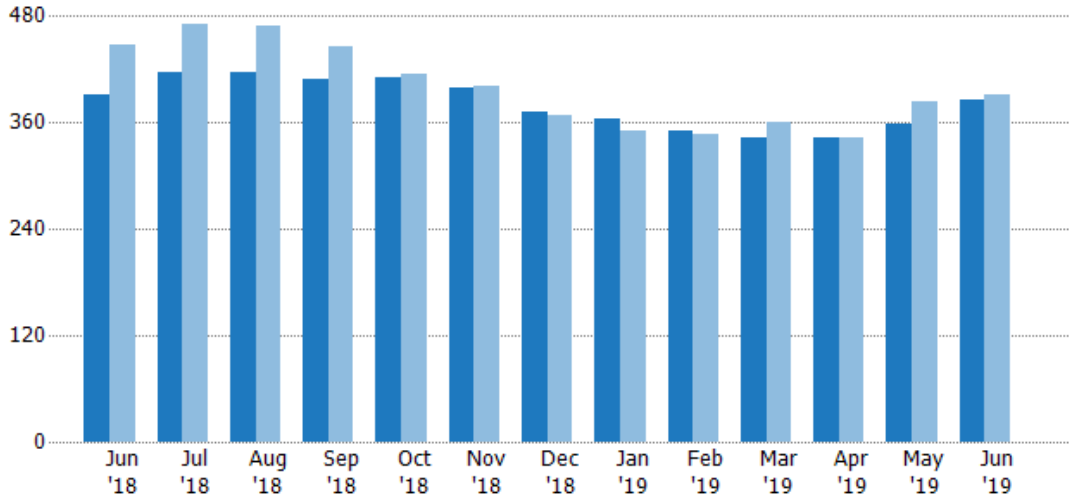
Current Year	\$29M	\$26.3M	\$28.7M	\$21.9M	\$22.8M	\$10.3M	\$6.33M	\$12.1M	\$16.5M	\$14.4M	\$20.3M	\$38.6M	\$41.1M
Prior Year	\$29.8M	\$31.5M	\$28.9M	\$16M	\$17.9M	\$13.5M	\$11.4M	\$6.67M	\$10.8M	\$17.8M	\$17.2M	\$35.6M	\$29M
Percent Change from Prior Year	-3%	-17%	-1%	37%	28%	-24%	-44%	81%	53%	-19%	18%	8%	42%

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.
Jun '19	386	-1.5%
Jun '18	392	-12.5%
Jun '17	448	-1.8%

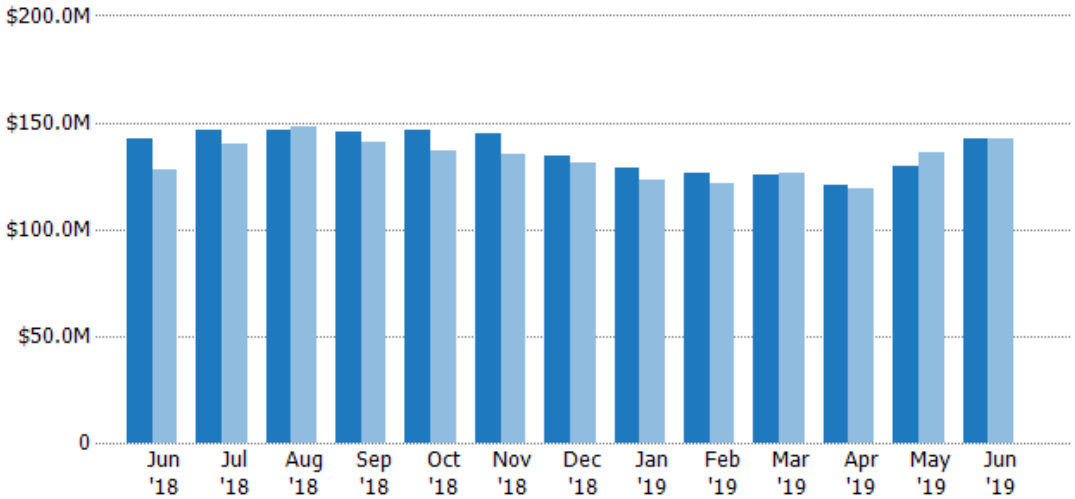
Current Year	392	416	417	409	411	400	372	365	350	343	342	359	386
Prior Year	448	470	469	445	415	401	368	351	347	361	342	384	392
Percent Change from Prior Year	-13%	-11%	-11%	-8%	-1%	0%	1%	4%	1%	-5%	0%	-7%	-2%

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.
Jun '19	\$142M	0.3%
Jun '18	\$142M	10.7%
Jun '17	\$128M	-0.5%

Current Year	\$142M	\$147M	\$147M	\$146M	\$146M	\$145M	\$135M	\$129M	\$126M	\$125M	\$120M	\$130M	\$142M
Prior Year	\$128M	\$140M	\$148M	\$141M	\$137M	\$135M	\$131M	\$123M	\$122M	\$127M	\$119M	\$136M	\$142M
Percent Change from Prior Year	11%	5%	-1%	4%	7%	8%	2%	4%	4%	-1%	1%	-4%	0%

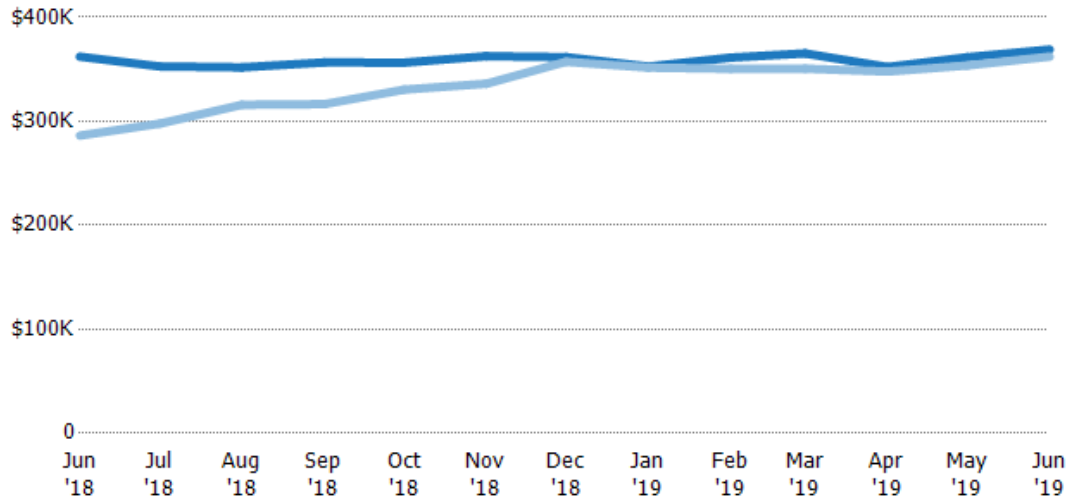
Average Listing Price

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.
Jun '19	\$369K	1.9%
Jun '18	\$362K	26.5%
Jun '17	\$286K	1.3%



Current Year	\$362K	\$353K	\$352K	\$357K	\$356K	\$363K	\$362K	\$353K	\$361K	\$365K	\$352K	\$362K	\$369K
Prior Year	\$286K	\$298K	\$316K	\$317K	\$330K	\$336K	\$357K	\$352K	\$350K	\$351K	\$348K	\$354K	\$362K
Percent Change from Prior Year	27%	18%	11%	13%	8%	8%	1%	0%	3%	4%	1%	2%	2%

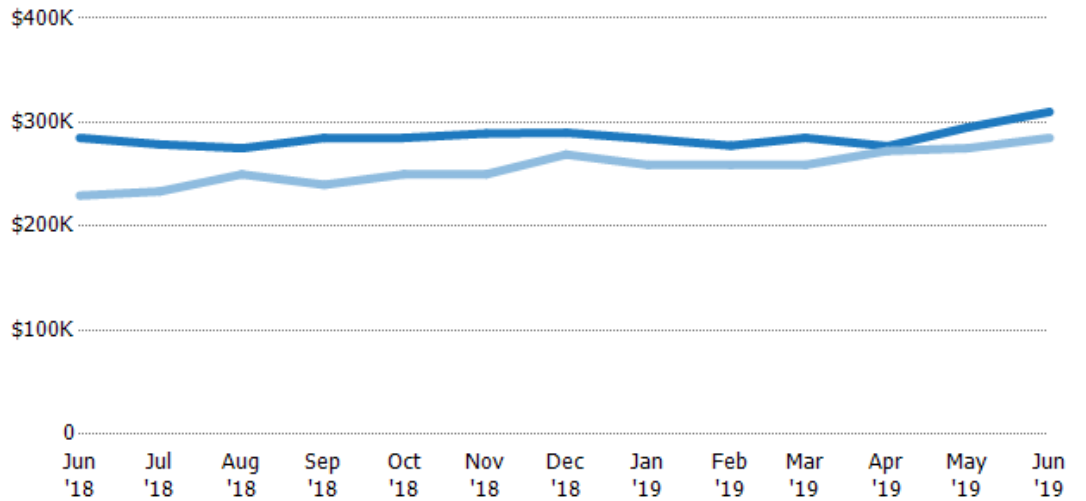
Median Listing Price

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.
Jun '19	\$310K	8.8%
Jun '18	\$285K	24.2%
Jun '17	\$230K	-4.1%



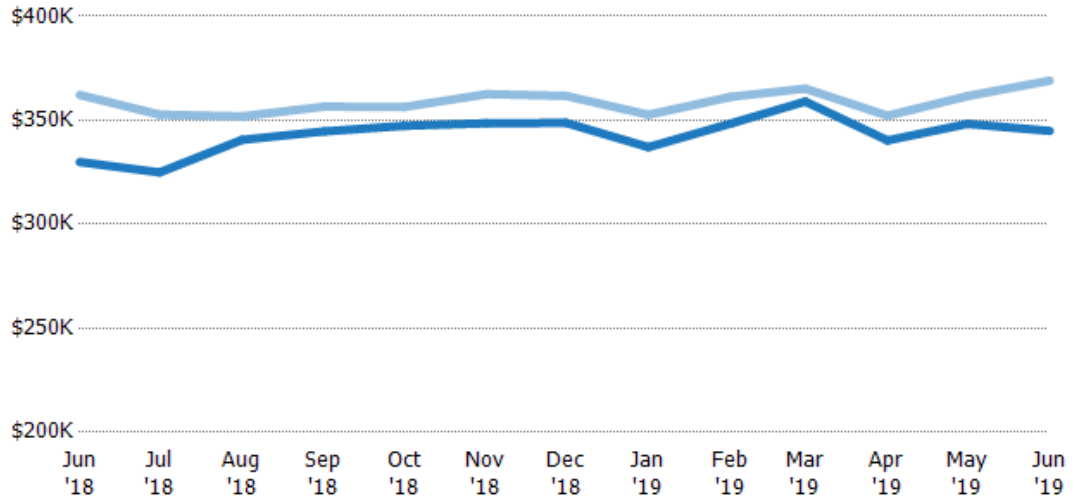
Current Year	\$285K	\$279K	\$275K	\$285K	\$285K	\$289K	\$290K	\$284K	\$278K	\$285K	\$277K	\$295K	\$310K
Prior Year	\$230K	\$233K	\$250K	\$240K	\$250K	\$250K	\$269K	\$259K	\$259K	\$259K	\$273K	\$275K	\$285K
Percent Change from Prior Year	24%	19%	10%	19%	14%	16%	8%	10%	7%	10%	2%	7%	9%

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



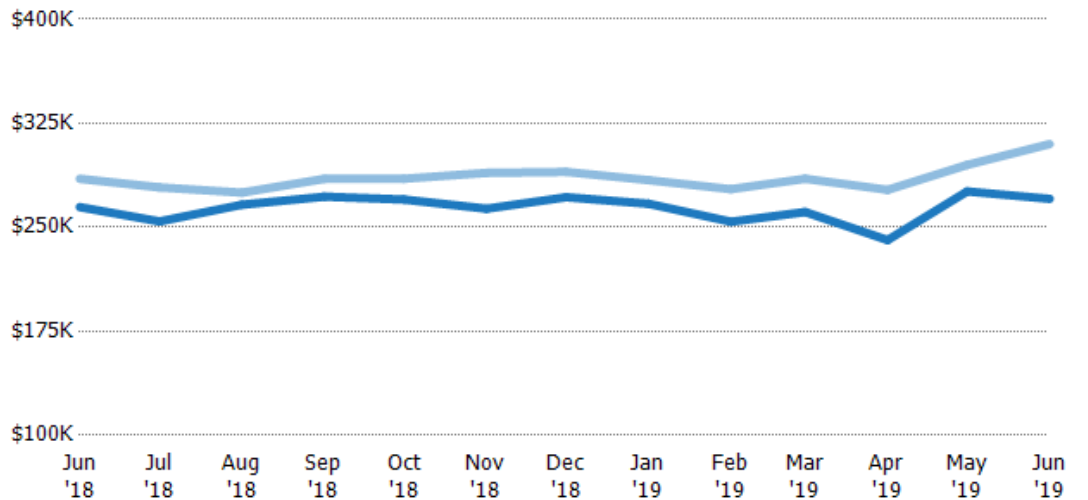
	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19
Avg Est Value	\$330K	\$325K	\$341K	\$345K	\$347K	\$349K	\$349K	\$337K	\$348K	\$359K	\$340K	\$348K	\$345K
Avg Listing Price	\$362K	\$353K	\$352K	\$357K	\$356K	\$363K	\$362K	\$353K	\$361K	\$365K	\$352K	\$362K	\$369K
Avg Listing Price as a % of Avg Est Value	110%	109%	103%	103%	103%	104%	104%	105%	104%	102%	103%	104%	107%

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



	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19
Median Est Value	\$265K	\$254K	\$266K	\$272K	\$270K	\$263K	\$272K	\$267K	\$254K	\$261K	\$241K	\$276K	\$271K
Median Listing Price	\$285K	\$279K	\$275K	\$285K	\$285K	\$289K	\$290K	\$284K	\$278K	\$285K	\$277K	\$295K	\$310K
Med Listing Price as a % of Med Est Value	108%	110%	103%	105%	106%	110%	107%	106%	109%	109%	115%	107%	115%

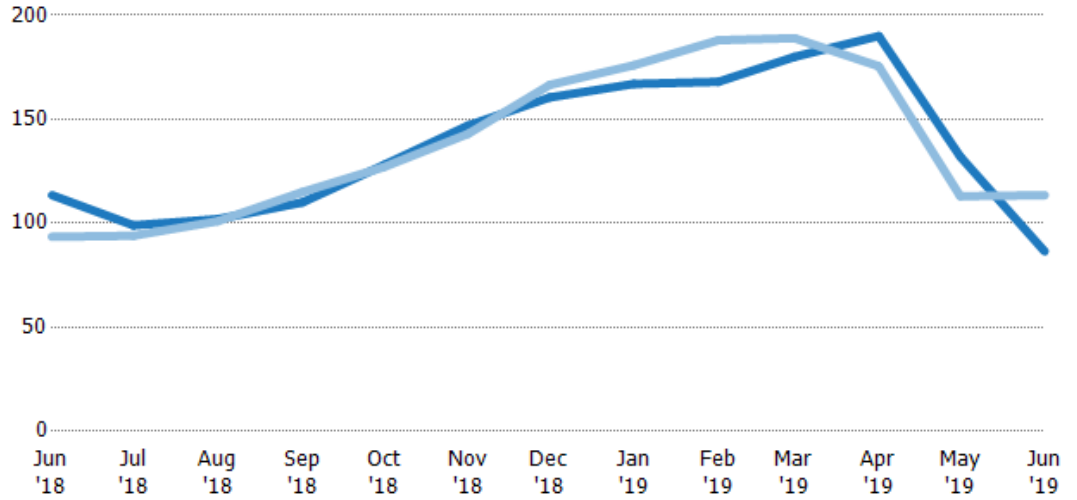
Median Days in RPR

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.
Jun '19	86.5	-23.8%
Jun '18	114	21.4%
Jun '17	93.5	15%



	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19
Current Year	114	99	102	110	128	147	161	167	168	180	190	132	86.5
Prior Year	93.5	94	101	115	127	143	167	176	188	189	176	113	114
Percent Change from Prior Year	21%	5%	1%	-4%	1%	3%	-4%	-5%	-11%	-5%	8%	17%	-24%

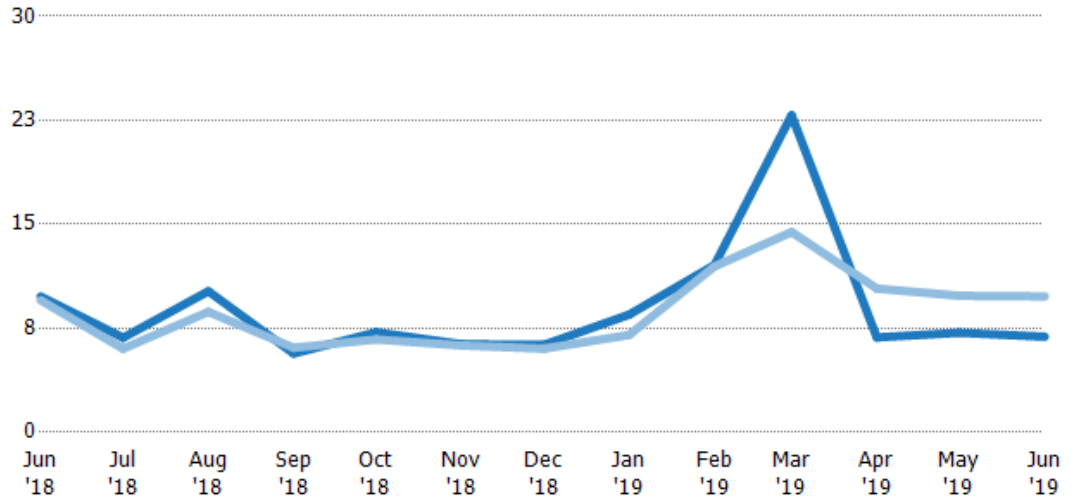
Months of Inventory

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.
Jun '19	6.89	-29.7%
Jun '18	9.8	2.8%
Jun '17	9.53	15.4%



	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19
Current Year	9.8	6.82	10.2	5.68	7.21	6.35	6.31	8.49	12.1	22.9	6.84	7.18	6.89
Prior Year	9.53	6.03	8.69	6.1	6.69	6.27	6.03	7.02	12	14.4	10.4	9.85	9.8
Percent Change from Prior Year	3%	13%	17%	-7%	8%	1%	5%	21%	1%	58%	-34%	-27%	-30%

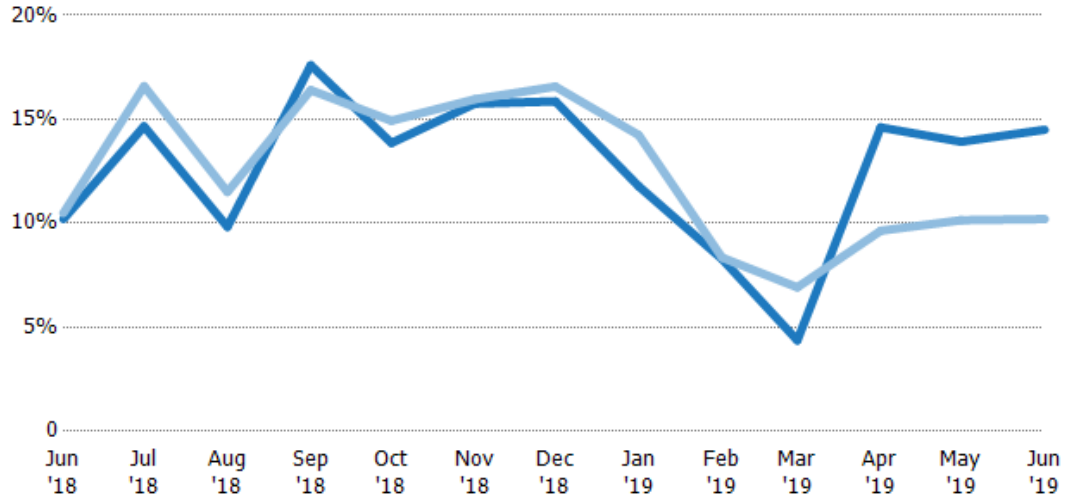
Absorption Rate

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.
Jun '19	15%	-4.3%
Jun '18	10%	0.3%
Jun '17	10%	-13.3%



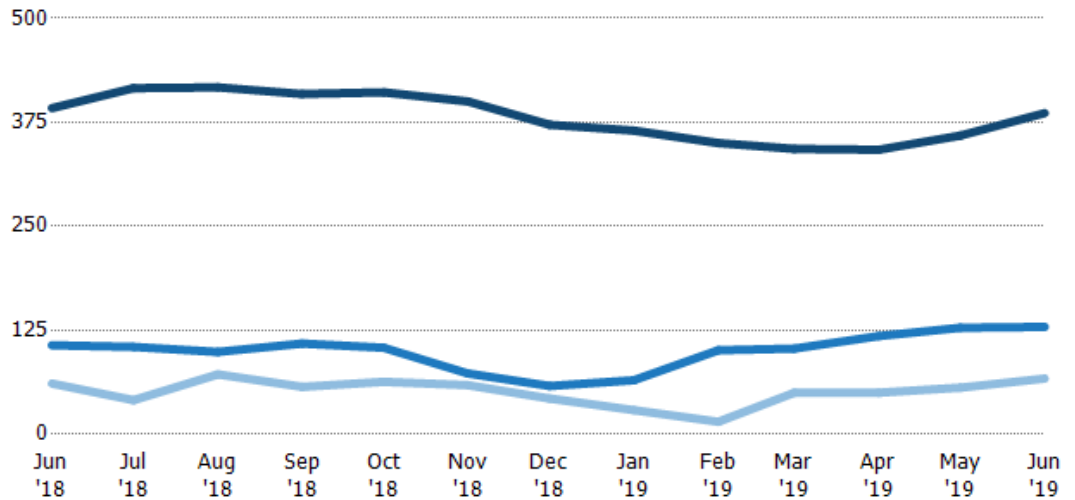
	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19
Current Year	10%	15%	10%	18%	14%	16%	16%	12%	8%	4%	15%	14%	15%
Prior Year	10%	17%	12%	16%	15%	16%	17%	14%	8%	7%	10%	10%	10%
Change from Prior Year	0%	2%	2%	-1%	1%	0%	1%	2%	0%	3%	-5%	-4%	-4%

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



	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19
Active	392	416	417	409	411	400	372	365	350	343	342	359	386
Pending	107	105	99	109	104	73	58	65	101	103	118	128	129
Sold	61	41	72	57	63	59	43	29	15	50	50	56	67

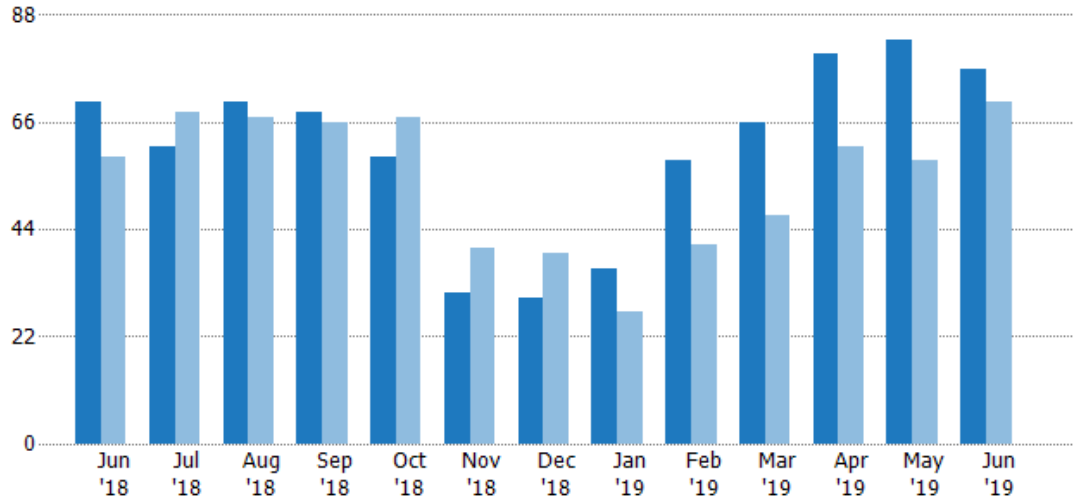
New Pending Sales

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.
Jun '19	77	10%
Jun '18	70	18.6%
Jun '17	59	6.8%



Current Year	70	61	70	68	59	31	30	36	58	66	80	83	77
Prior Year	59	68	67	66	67	40	39	27	41	47	61	58	70
Percent Change from Prior Year	19%	-10%	4%	3%	-12%	-23%	-23%	33%	41%	40%	31%	43%	10%

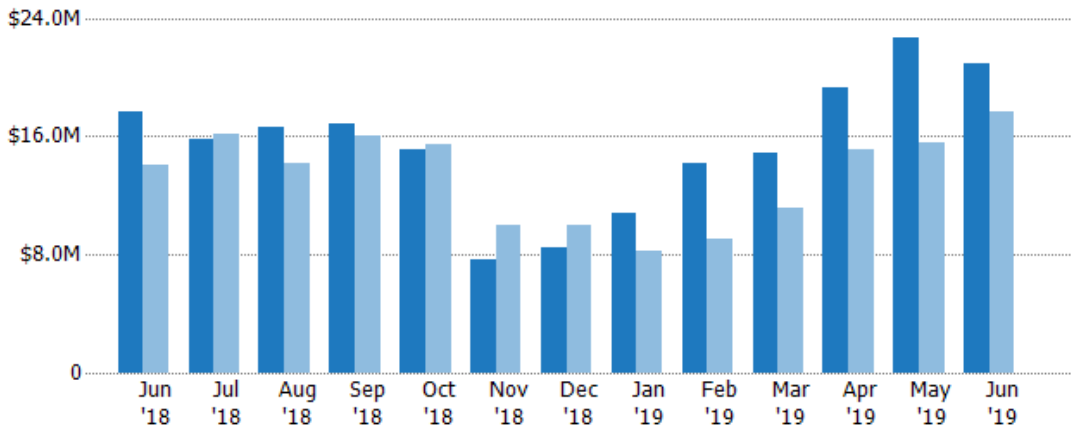
New Pending Sales Volume

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.
Jun '19	\$20.9M	18.4%
Jun '18	\$17.6M	25.9%
Jun '17	\$14M	5.1%



Current Year	\$17.6M	\$15.8M	\$16.7M	\$16.8M	\$15.1M	\$7.67M	\$8.45M	\$10.8M	\$14.2M	\$14.8M	\$19.2M	\$22.7M	\$20.9M
Prior Year	\$14M	\$16.1M	\$14.2M	\$16M	\$15.5M	\$9.94M	\$9.97M	\$8.23M	\$9.05M	\$11.1M	\$15.1M	\$15.5M	\$17.6M
Percent Change from Prior Year	26%	-2%	18%	5%	-2%	-23%	-15%	31%	57%	33%	28%	46%	18%

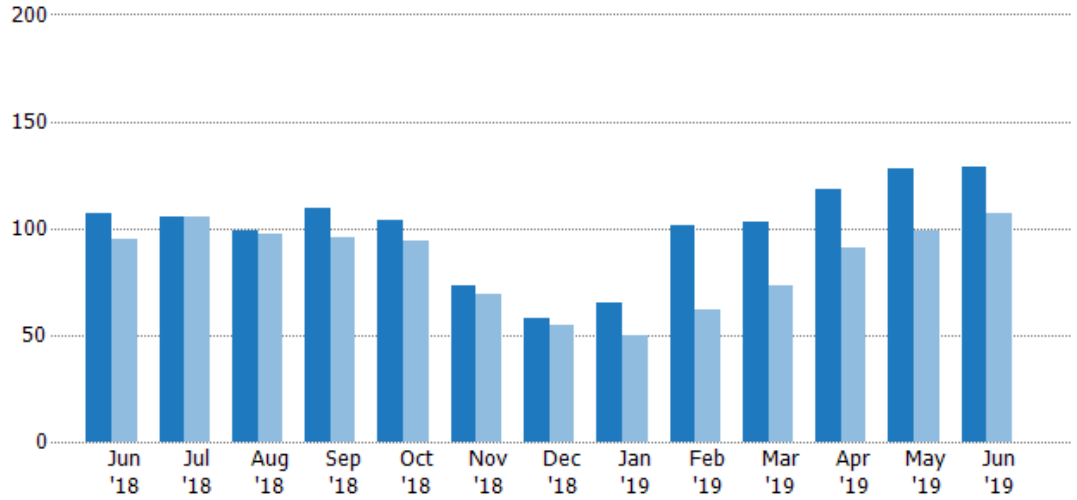
Pending Sales

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.
Jun '19	129	20.6%
Jun '18	107	12.6%
Jun '17	95	26.3%



Current Year	107	105	99	109	104	73	58	65	101	103	118	128	129
Prior Year	95	105	97	96	94	69	55	50	62	73	91	99	107
Percent Change from Prior Year	13%	0%	2%	14%	11%	6%	5%	30%	63%	41%	30%	29%	21%

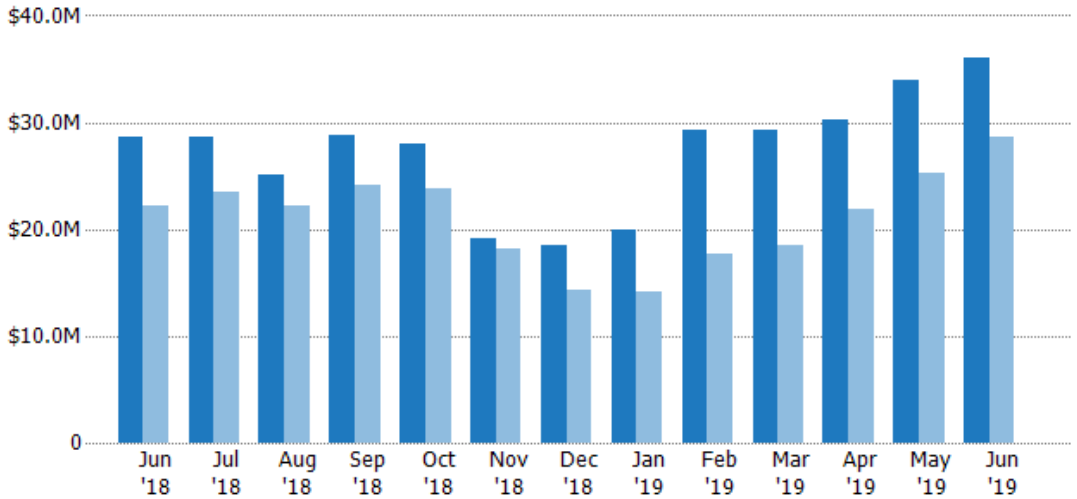
Pending Sales Volume

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.
Jun '19	\$36M	25.7%
Jun '18	\$28.7M	28.8%
Jun '17	\$22.3M	25.7%



Current Year	\$28.7M	\$28.6M	\$25M	\$28.7M	\$27.9M	\$19.1M	\$18.5M	\$19.9M	\$29.3M	\$29.3M	\$30.2M	\$34M	\$36M
Prior Year	\$22.3M	\$23.5M	\$22.2M	\$24.2M	\$23.8M	\$18.2M	\$14.4M	\$14.2M	\$17.7M	\$18.4M	\$21.8M	\$25.3M	\$28.7M
Percent Change from Prior Year	29%	22%	13%	19%	17%	5%	29%	40%	66%	59%	39%	35%	26%

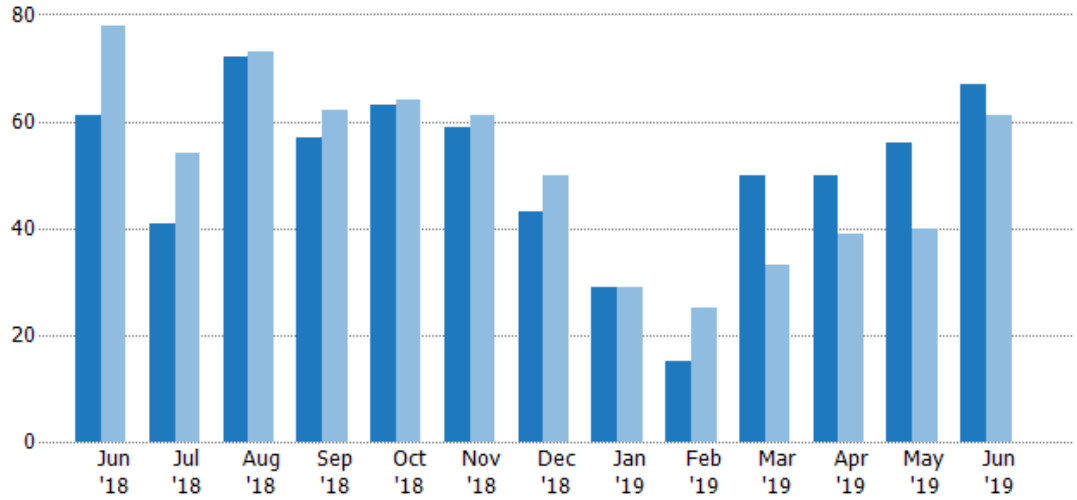
Closed Sales

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.
Jun '19	67	9.8%
Jun '18	61	-21.8%
Jun '17	78	-37.2%



Current Year	61	41	72	57	63	59	43	29	15	50	50	56	67
Prior Year	78	54	73	62	64	61	50	29	25	33	39	40	61
Percent Change from Prior Year	-22%	-24%	-1%	-8%	-2%	-3%	-14%	0%	-40%	52%	28%	40%	10%

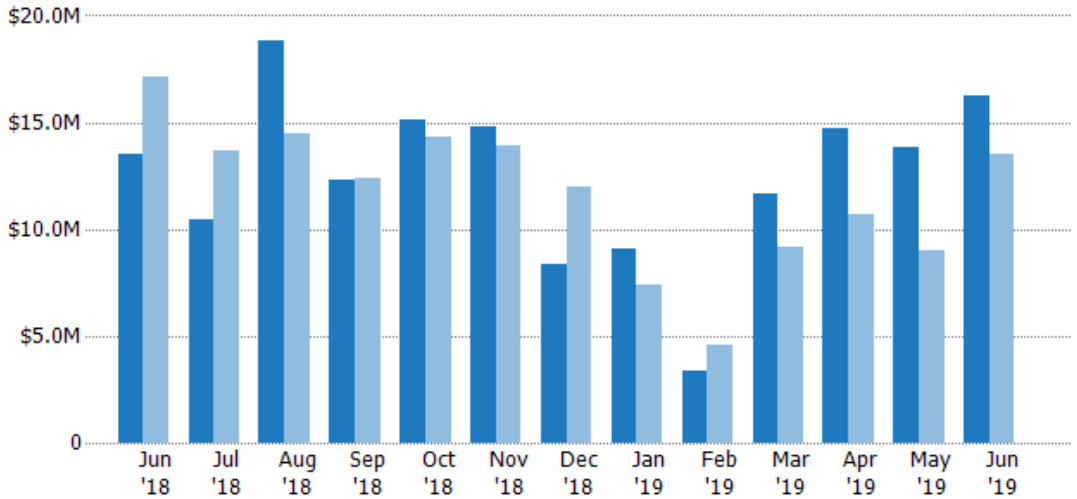
Closed Sales Volume

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.
Jun '19	\$16.3M	20.6%
Jun '18	\$13.5M	-21.2%
Jun '17	\$17.1M	-34.7%



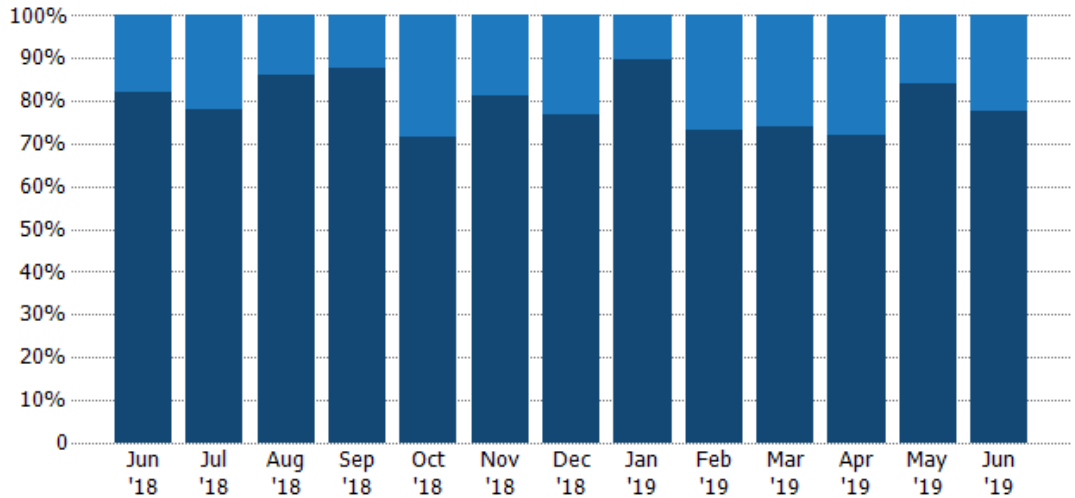
Current Year	\$13.5M	\$10.4M	\$18.8M	\$12.3M	\$15.1M	\$14.8M	\$8.37M	\$9.08M	\$3.34M	\$11.6M	\$14.7M	\$13.8M	\$16.3M
Prior Year	\$17.1M	\$13.7M	\$14.4M	\$12.4M	\$14.3M	\$13.9M	\$12M	\$7.42M	\$4.55M	\$9.18M	\$10.7M	\$9.02M	\$13.5M
Percent Change from Prior Year	-21%	-24%	30%	0%	6%	6%	-30%	22%	-27%	27%	38%	53%	21%

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



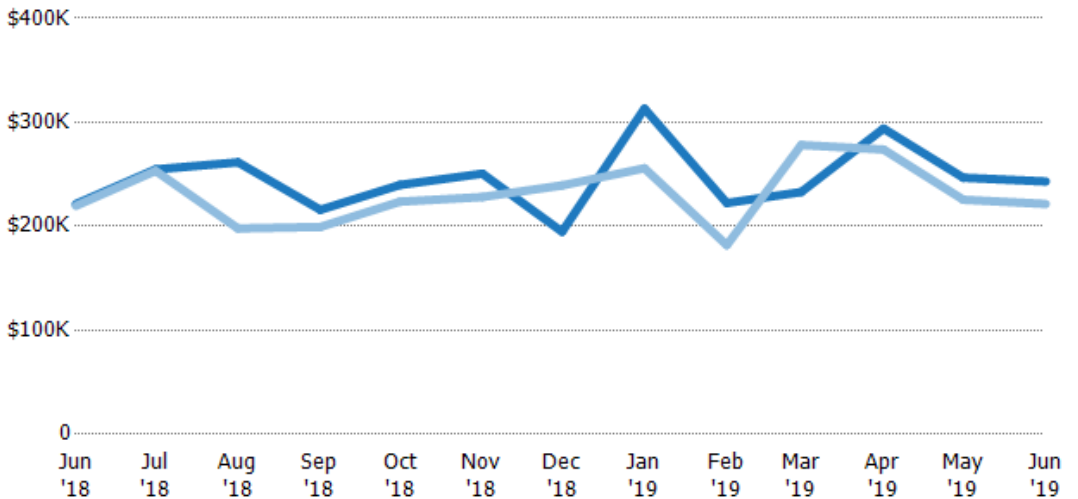
Condo/Townhouse	18%	22%	14%	12%	29%	19%	23%	10%	27%	26%	28%	16%	22%
Single Family Residence	82%	78%	86%	88%	71%	81%	77%	90%	73%	74%	72%	84%	78%

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.
Jun '19	\$243K	9.8%
Jun '18	\$221K	0.8%
Jun '17	\$220K	4%

Current Year	\$221K	\$255K	\$262K	\$216K	\$240K	\$251K	\$195K	\$313K	\$222K	\$233K	\$294K	\$247K	\$243K
Prior Year	\$220K	\$253K	\$198K	\$199K	\$224K	\$228K	\$239K	\$256K	\$182K	\$278K	\$274K	\$226K	\$221K
Percent Change from Prior Year	1%	1%	32%	8%	7%	10%	-19%	22%	22%	-16%	7%	9%	10%

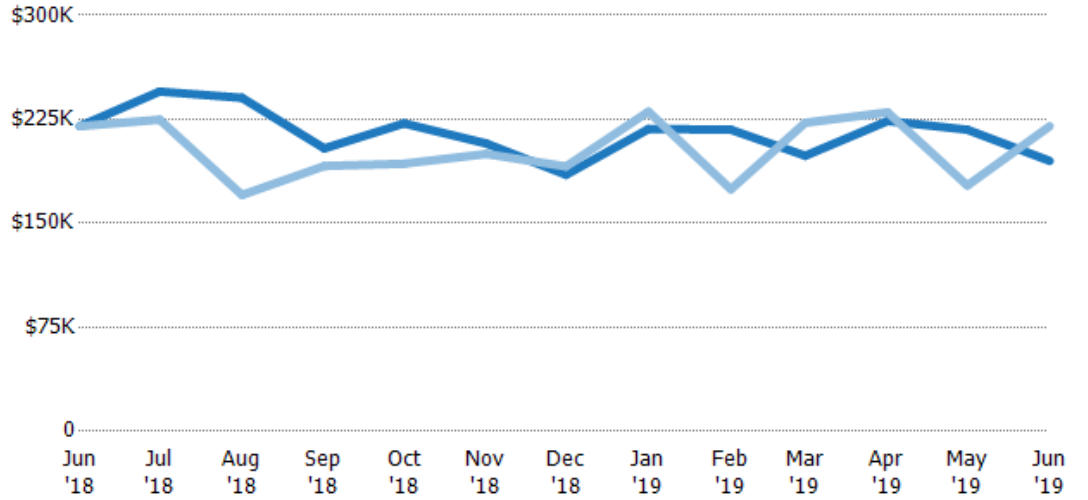
Median Sales Price

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.
Jun '19	\$195K	-11.4%
Jun '18	\$220K	0%
Jun '17	\$220K	9.1%



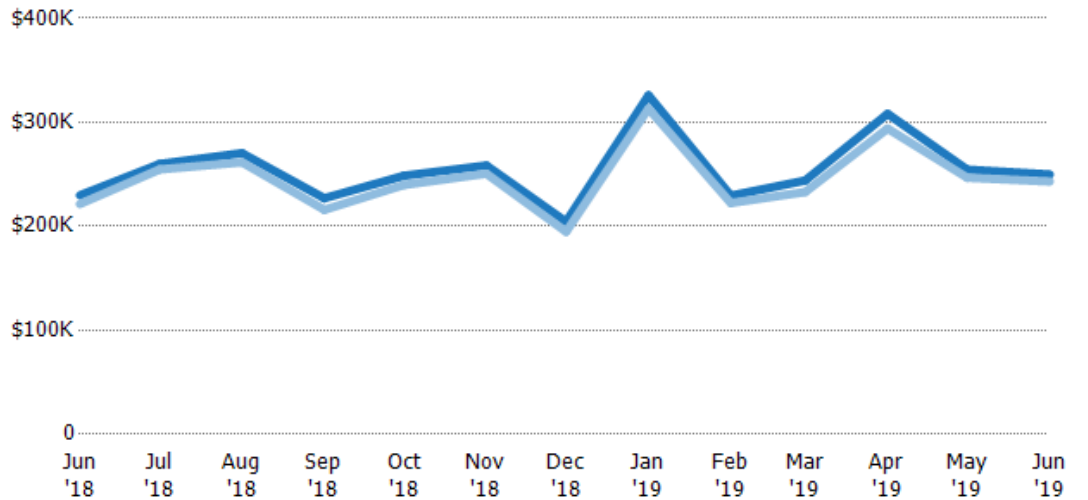
Current Year	\$220K	\$245K	\$241K	\$204K	\$222K	\$208K	\$185K	\$218K	\$218K	\$199K	\$224K	\$218K	\$195K
Prior Year	\$220K	\$225K	\$170K	\$191K	\$193K	\$200K	\$191K	\$231K	\$175K	\$223K	\$230K	\$177K	\$220K
Percent Change from Prior Year	0%	9%	41%	7%	15%	4%	-3%	-5%	25%	-11%	-3%	23%	-11%

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



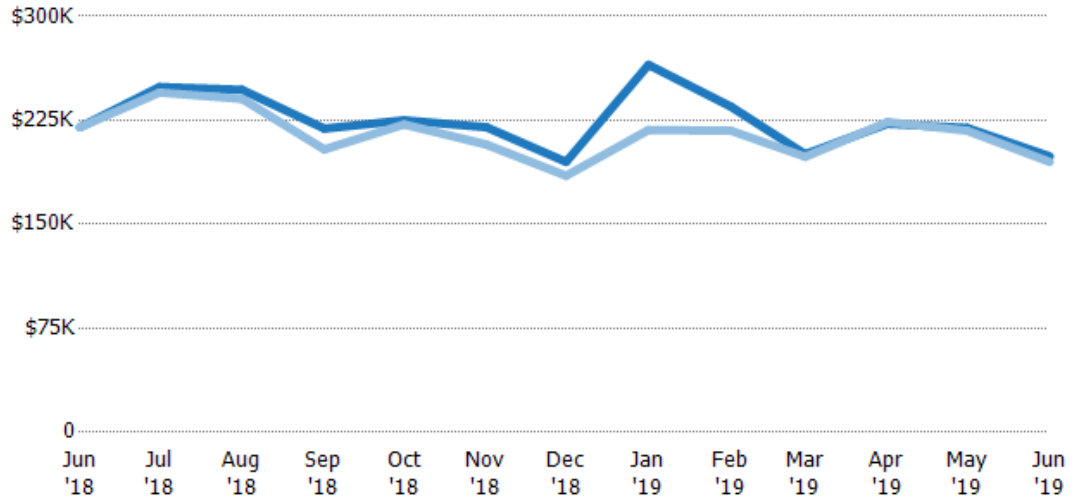
Avg List Price	\$230K	\$260K	\$270K	\$227K	\$249K	\$258K	\$204K	\$326K	\$229K	\$244K	\$308K	\$254K	\$250K
Avg Sales Price	\$221K	\$255K	\$262K	\$216K	\$240K	\$251K	\$195K	\$313K	\$222K	\$233K	\$294K	\$247K	\$243K
Avg Sales Price as a % of Avg List Price	96%	98%	97%	95%	96%	97%	95%	96%	97%	95%	95%	97%	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



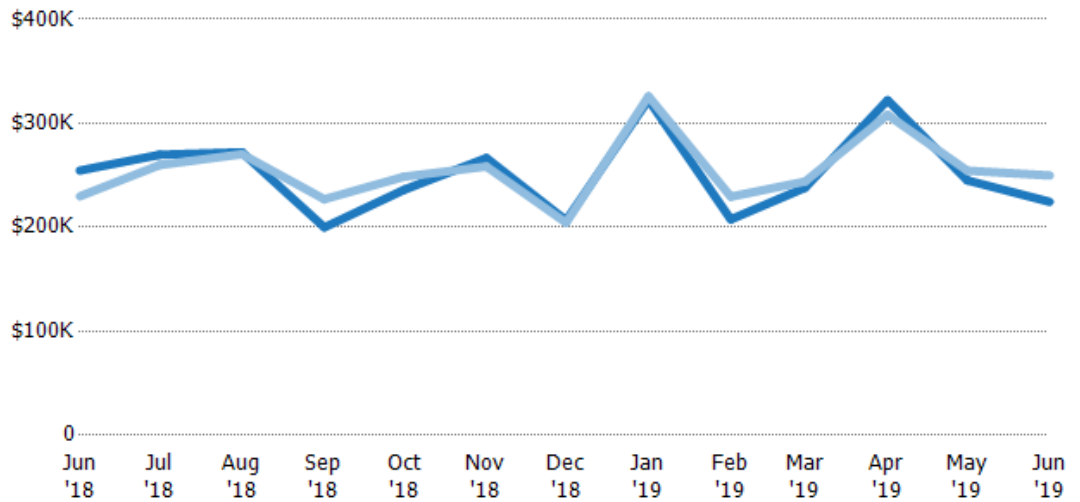
	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19
Median List Price	\$220K	\$249K	\$247K	\$219K	\$225K	\$220K	\$195K	\$265K	\$235K	\$201K	\$223K	\$220K	\$199K
Median Sales Price	\$220K	\$245K	\$241K	\$204K	\$222K	\$208K	\$185K	\$218K	\$218K	\$199K	\$224K	\$218K	\$195K
Med Sales Price as a % of Med List Price	100%	98%	97%	93%	99%	94%	95%	82%	93%	99%	101%	99%	98%

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



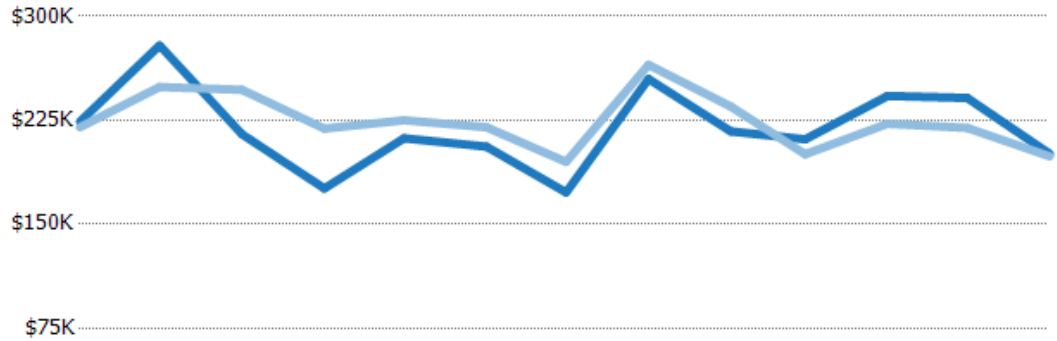
	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19
Avg Est Value	\$255K	\$270K	\$272K	\$200K	\$236K	\$267K	\$207K	\$323K	\$208K	\$238K	\$322K	\$245K	\$225K
Avg Sales Price	\$230K	\$260K	\$270K	\$227K	\$249K	\$258K	\$204K	\$326K	\$229K	\$244K	\$308K	\$254K	\$250K
Avg Sales Price as a % of Avg Est Value	90%	96%	99%	114%	105%	97%	99%	101%	111%	102%	96%	104%	111%

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



	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19
Median Est Value	\$224K	\$279K	\$215K	\$176K	\$212K	\$206K	\$173K	\$255K	\$217K	\$211K	\$243K	\$241K	\$201K
Median Sales Price	\$220K	\$249K	\$247K	\$219K	\$225K	\$220K	\$195K	\$265K	\$235K	\$201K	\$223K	\$220K	\$199K
Med Sales Price as a % of Med Est Value	98%	89%	115%	125%	106%	107%	113%	104%	108%	95%	92%	91%	99%