

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	Aug 2019	Aug 2018	+ / -	YTD 2019	YTD 2018	+ / -
Listing Activity Charts Metrics						
New Listing Count	30	31	-3.2%	174	190	-8.4%
New Listing Volume	\$6,429,900	\$6,134,250	+4.8%	\$34,244,294	\$37,584,300	-8.9%
Active Listing Count	86	105	-18.1%	N/A	N/A	
Active Listing Volume	\$19,240,594	\$22,360,300	-14%	N/A	N/A	
Average Listing Price	\$223,728	\$212,955	+5.1%	\$213,675	\$204,940	+4.3%
Median Listing Price	\$185,250	\$179,900	+3%	\$179,015	\$176,411	+1.5%
Median Days in RPR	74.5	73	+2.1%	109.25	85.23	+28.2%
Months of Inventory	4.3	15	-71.3%	8	5.3	+50.9%
Absorption Rate	23.26%	6.67%	+16.6%	12.52%	18.89%	-6.4%
Sales Activity Charts Metrics						
New Pending Sales Count	20	25	-20%	158	118	+33.9%
New Pending Sales Volume	\$3,983,900	\$4,793,600	-16.9%	\$28,765,200	\$20,794,700	+38.3%
Pending Sales Count	25	29	-13.8%	N/A	N/A	
Pending Sales Volume	\$4,915,600	\$5,429,800	-9.5%	N/A	N/A	
Closed Sales Count	19	20	-5%	112	87	+28.7%
Closed Sales Volume	\$3,848,400	\$3,545,450	+8.5%	\$20,336,110	\$15,017,150	+35.4%
Average Sales Price	\$202,547	\$177,273	+14.3%	\$181,572	\$172,611	+5.2%
Median Sales Price	\$198,500	\$177,450	+11.9%	\$175,748	\$172,042	+2.2%

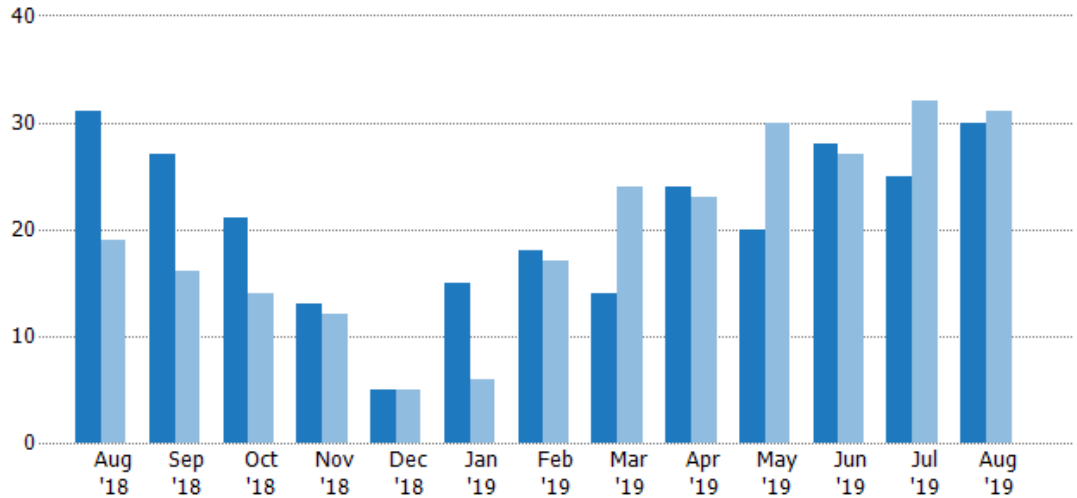
New Listings

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

Filters Used

ZIP: Barre, VT 05641
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence

Month/ Year	Count	% Chg.
Aug '19	30	-3.2%
Aug '18	31	63.2%
Aug '17	19	26.3%



Current Year	31	27	21	13	5	15	18	14	24	20	28	25	30
Prior Year	19	16	14	12	5	6	17	24	23	30	27	32	31
Percent Change from Prior Year	63%	69%	50%	8%	0%	150%	6%	-42%	4%	-33%	4%	-22%	-3%

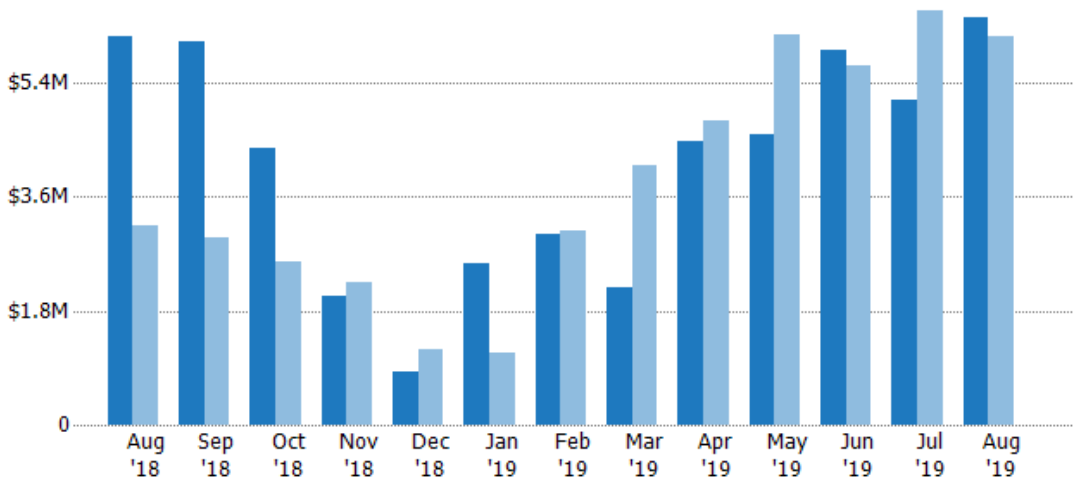
New Listing Volume

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

Filters Used

ZIP: Barre, VT 05641
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence

Month/ Year	Volume	% Chg.
Aug '19	\$6.43M	4.8%
Aug '18	\$6.13M	94.5%
Aug '17	\$3.15M	11.2%



Current Year	\$6.13M	\$6.05M	\$4.36M	\$2.04M	\$841K	\$2.54M	\$3.01M	\$2.17M	\$4.48M	\$4.58M	\$5.92M	\$5.12M	\$6.43M
Prior Year	\$3.15M	\$2.95M	\$2.58M	\$2.25M	\$1.19M	\$1.15M	\$3.05M	\$4.09M	\$4.79M	\$6.15M	\$5.68M	\$6.54M	\$6.13M
Percent Change from Prior Year	95%	105%	69%	-9%	-29%	122%	-1%	-47%	-7%	-26%	4%	-22%	5%

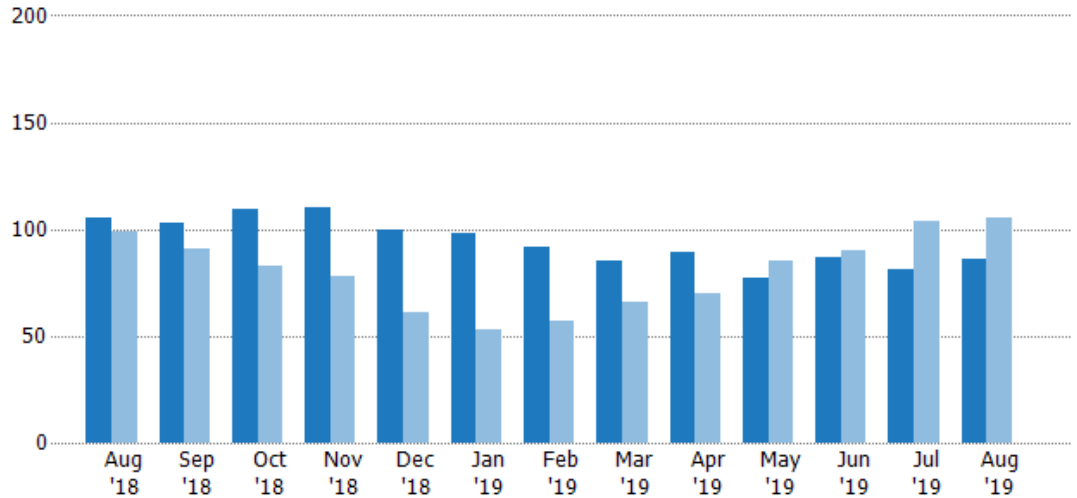
Active Listings

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

Filters Used

ZIP: Barre, VT 05641
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence

Month/ Year	Count	% Chg.
Aug '19	86	-18.1%
Aug '18	105	6.1%
Aug '17	99	17.2%



	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19
Current Year	105	103	109	110	100	98	92	85	89	77	87	81	86
Prior Year	99	91	83	78	61	53	57	66	70	85	90	104	105
Percent Change from Prior Year	6%	13%	31%	41%	64%	85%	61%	29%	27%	-9%	-3%	-22%	-18%

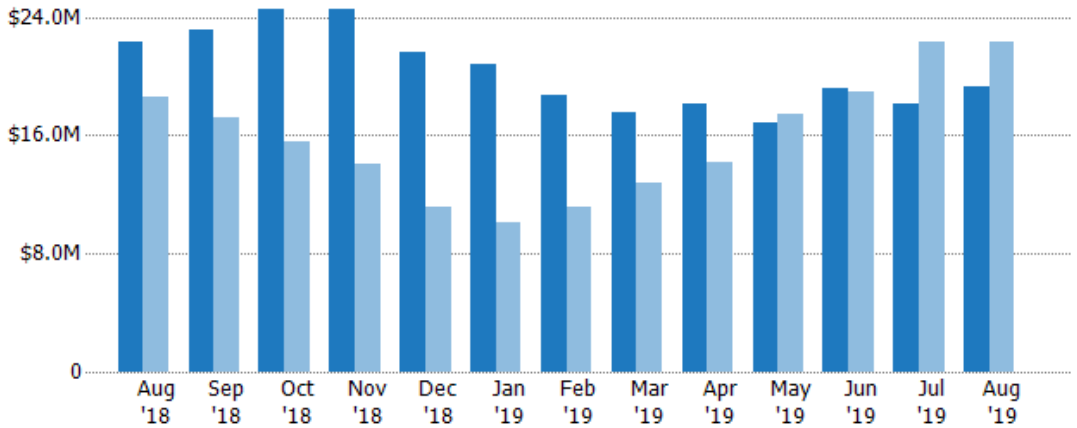
Active Listing Volume

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

Filters Used

ZIP: Barre, VT 05641
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence

Month/ Year	Volume	% Chg.
Aug '19	\$19.2M	-14%
Aug '18	\$22.4M	20.1%
Aug '17	\$18.6M	6.8%



	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19
Current Year	\$22.4M	\$23.1M	\$24.5M	\$24.5M	\$21.6M	\$20.8M	\$18.7M	\$17.6M	\$18.1M	\$16.8M	\$19.1M	\$18.1M	\$19.2M
Prior Year	\$18.6M	\$17.2M	\$15.5M	\$14M	\$11.2M	\$10M	\$11.1M	\$12.8M	\$14.1M	\$17.4M	\$18.9M	\$22.3M	\$22.4M
Percent Change from Prior Year	20%	34%	58%	75%	93%	107%	69%	37%	28%	-3%	1%	-19%	-14%

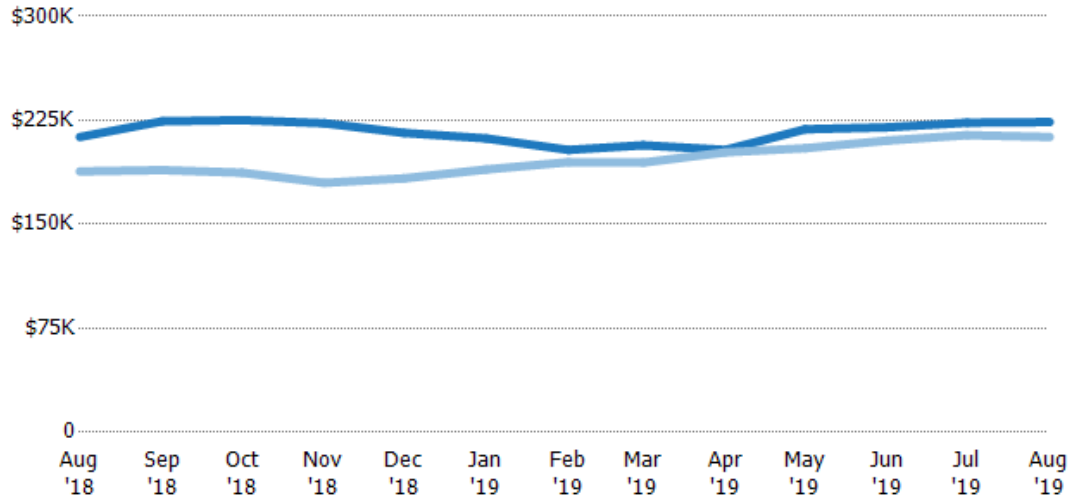
Average Listing Price

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

Filters Used

ZIP: Barre, VT 05641
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence

Month/ Year	Price	% Chg.
Aug '19	\$224K	5.1%
Aug '18	\$213K	13.2%
Aug '17	\$188K	-8.8%



Current Year	\$213K	\$224K	\$225K	\$223K	\$216K	\$212K	\$204K	\$207K	\$204K	\$219K	\$220K	\$223K	\$224K
Prior Year	\$188K	\$189K	\$187K	\$180K	\$183K	\$190K	\$195K	\$195K	\$202K	\$205K	\$210K	\$214K	\$213K
Percent Change from Prior Year	13%	19%	20%	24%	18%	12%	5%	6%	1%	7%	5%	4%	5%

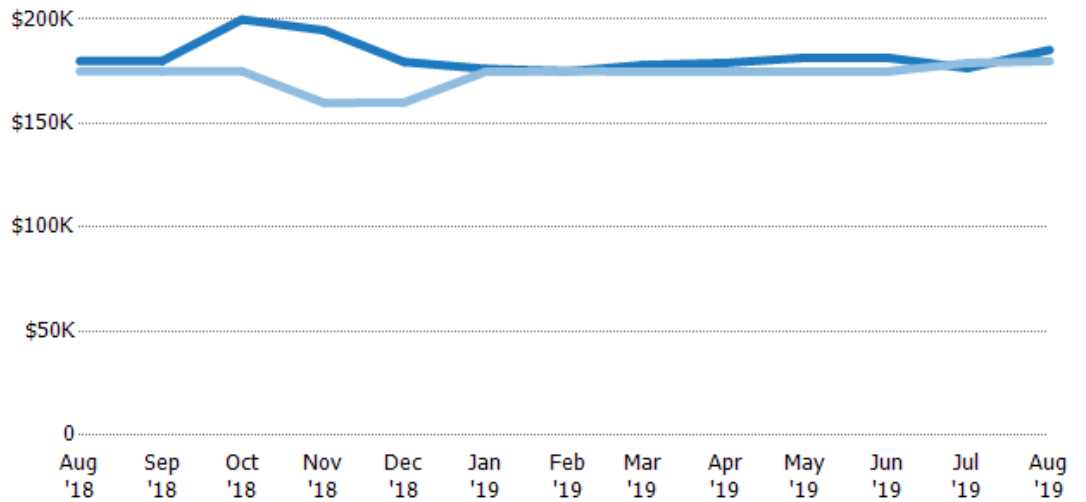
Median Listing Price

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

Filters Used

ZIP: Barre, VT 05641
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence

Month/ Year	Price	% Chg.
Aug '19	\$185K	3%
Aug '18	\$180K	2.8%
Aug '17	\$175K	-17.5%



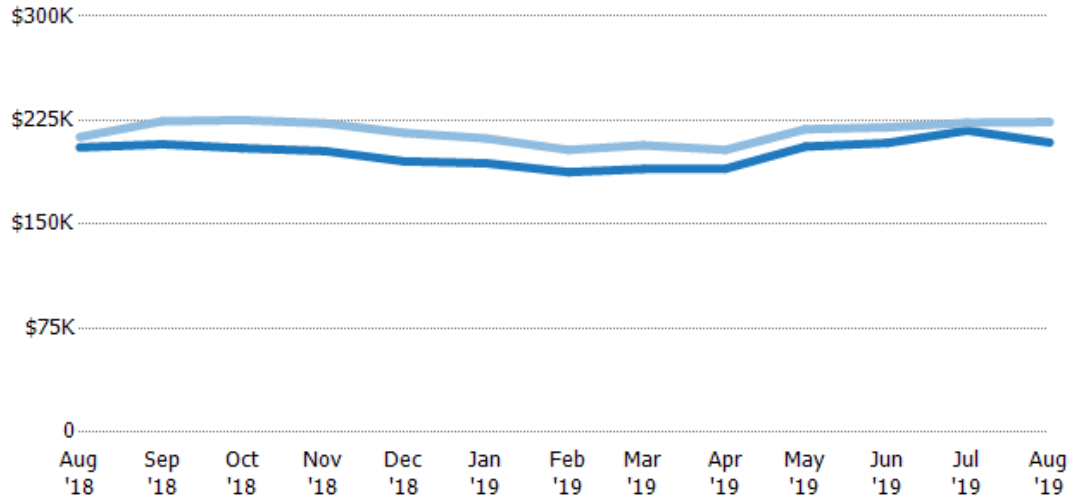
Current Year	\$180K	\$180K	\$200K	\$195K	\$180K	\$176K	\$175K	\$178K	\$179K	\$182K	\$182K	\$177K	\$185K
Prior Year	\$175K	\$175K	\$175K	\$160K	\$160K	\$175K	\$175K	\$175K	\$175K	\$175K	\$175K	\$179K	\$180K
Percent Change from Prior Year	3%	3%	14%	22%	12%	1%	0%	2%	2%	4%	4%	-1%	3%

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

ZIP: Barre, VT 05641
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence



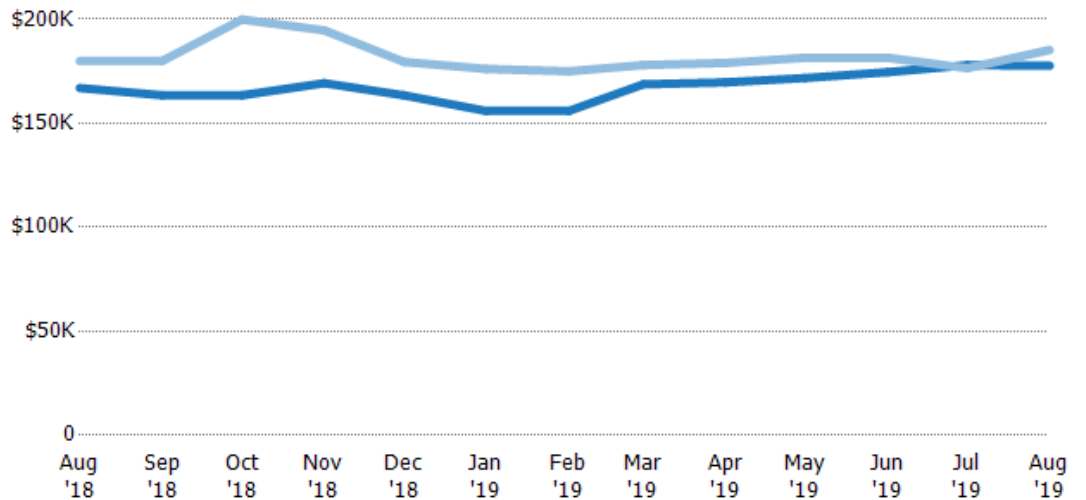
Avg Est Value	\$205K	\$208K	\$205K	\$203K	\$195K	\$194K	\$188K	\$190K	\$190K	\$206K	\$209K	\$218K	\$209K
Avg Listing Price	\$213K	\$224K	\$225K	\$223K	\$216K	\$212K	\$204K	\$207K	\$204K	\$219K	\$220K	\$223K	\$224K
Avg Listing Price as a % of Avg Est Value	104%	108%	110%	110%	110%	109%	109%	109%	107%	106%	105%	103%	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

ZIP: Barre, VT 05641
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence



Median Est Value	\$167K	\$163K	\$163K	\$169K	\$163K	\$156K	\$156K	\$169K	\$170K	\$172K	\$175K	\$178K	\$178K
Median Listing Price	\$180K	\$180K	\$200K	\$195K	\$180K	\$176K	\$175K	\$178K	\$179K	\$182K	\$182K	\$177K	\$185K
Med Listing Price as a % of Med Est Value	108%	110%	122%	115%	110%	113%	112%	105%	105%	106%	104%	99%	104%

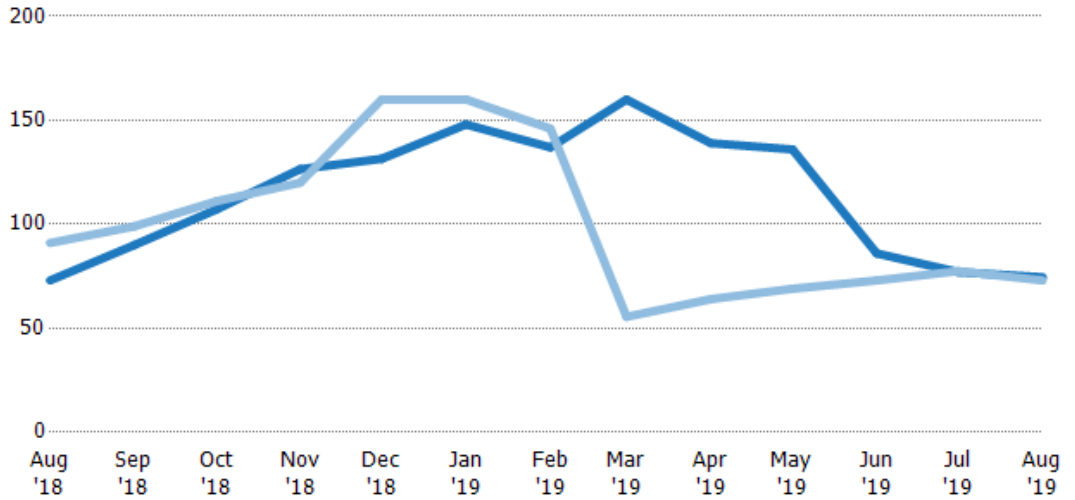
Median Days in RPR

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

ZIP: Barre, VT 05641
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence

Month/ Year	Days	% Chg.
Aug '19	74.5	2.1%
Aug '18	73	-19.8%
Aug '17	91	-1.1%



	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19
Current Year	73	90	107	127	132	148	137	160	139	136	86	77	74.5
Prior Year	91	99	111	120	160	160	146	55.5	64	69	73	77.5	73
Percent Change from Prior Year	-20%	-9%	-4%	5%	-18%	-8%	-6%	188%	117%	97%	18%	-1%	2%

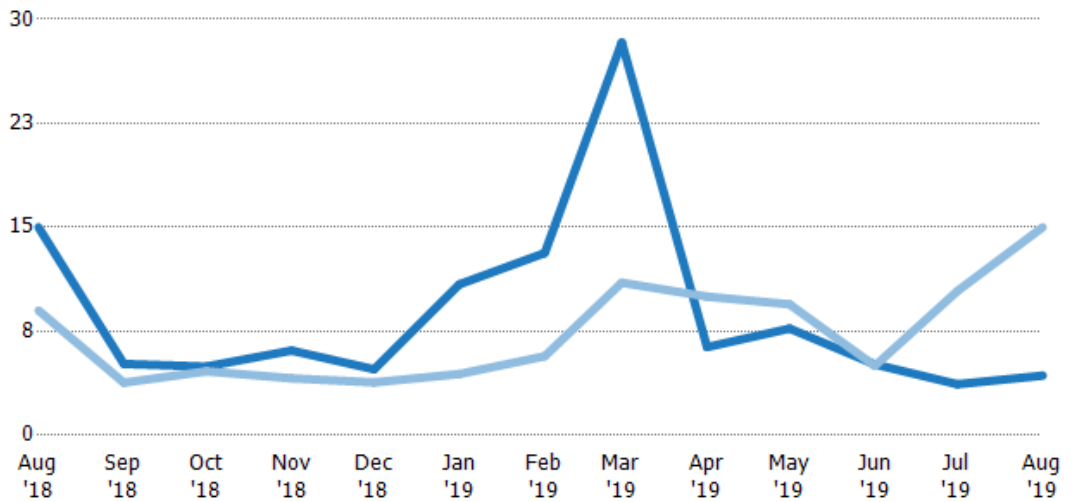
Months of Inventory

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

Filters Used

ZIP: Barre, VT 05641
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence

Month/ Year	Months	% Chg.
Aug '19	4.3	-71.3%
Aug '18	15	66.7%
Aug '17	9	-35.6%



	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19
Current Year	15	5.15	4.95	6.11	4.76	10.9	13.1	28.3	6.36	7.7	5.12	3.68	4.3
Prior Year	9	3.79	4.61	4.11	3.81	4.42	5.7	11	10	9.44	5	10.4	15
Percent Change from Prior Year	67%	36%	7%	49%	25%	147%	131%	158%	-36%	-18%	2%	-65%	-71%

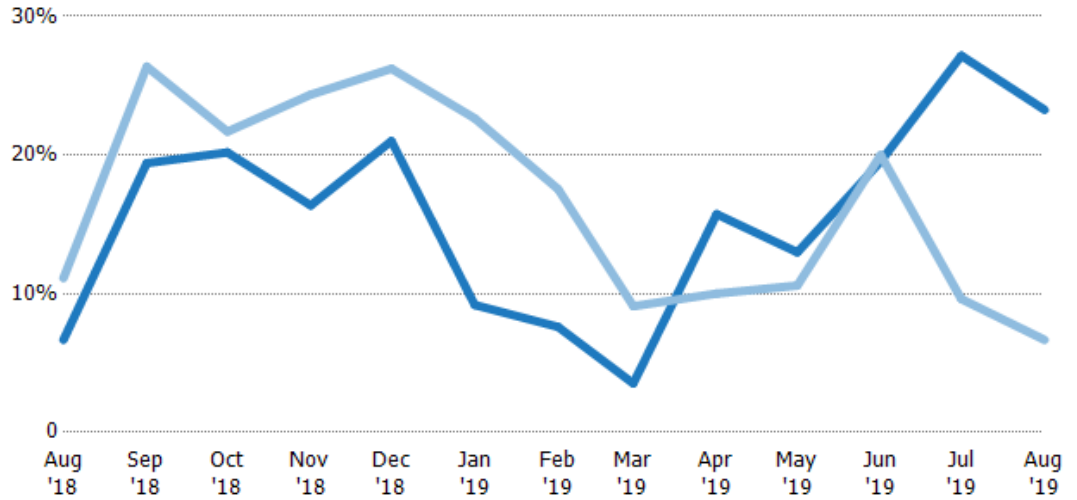
Absorption Rate

The percentage of inventory sold per month.

Filters Used

ZIP: Barre, VT 05641
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence

Month/ Year	Rate	Chg.
Aug '19	23%	-16.6%
Aug '18	7%	4.5%
Aug '17	11%	55.2%



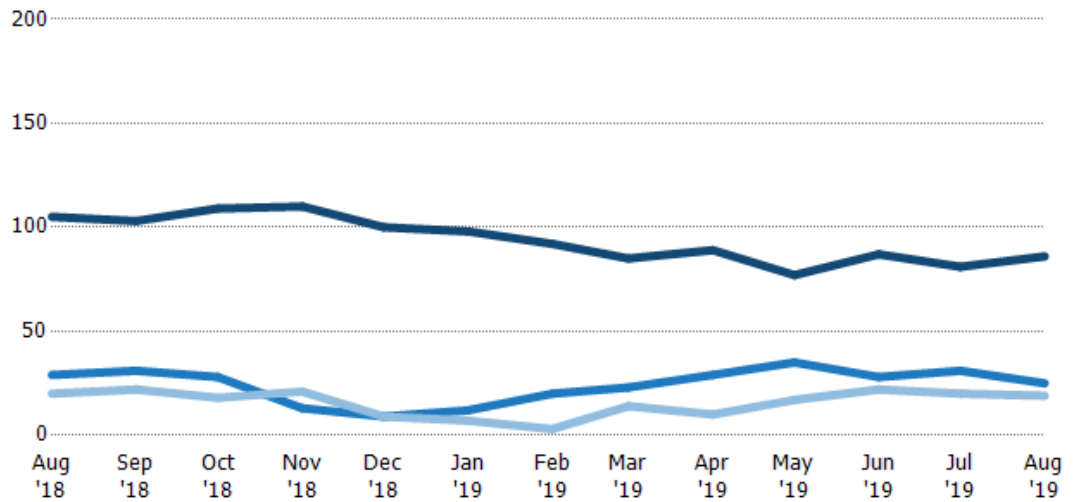
Current Year	7%	19%	20%	16%	21%	9%	8%	4%	16%	13%	20%	27%	23%
Prior Year	11%	26%	22%	24%	26%	23%	18%	9%	10%	11%	20%	10%	7%
Change from Prior Year	4%	7%	2%	8%	5%	13%	10%	6%	-6%	-2%	0%	-18%	-17%

Active/Pending/Sold Units

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

Filters Used

ZIP: Barre, VT 05641
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence



Active	105	103	109	110	100	98	92	85	89	77	87	81	86
Pending	29	31	28	13	9	12	20	23	29	35	28	31	25
Sold	20	22	18	21	9	7	3	14	10	17	22	20	19

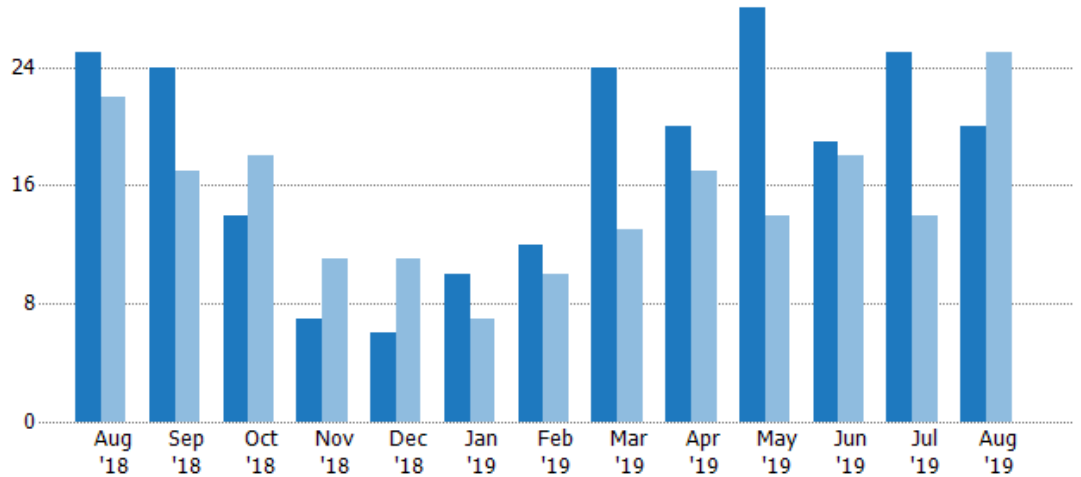
New Pending Sales

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

Filters Used

ZIP: Barre, VT 05641
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence

Month/ Year	Count	% Chg.
Aug '19	20	-20%
Aug '18	25	13.6%
Aug '17	22	-40.9%



Current Year	25	24	14	7	6	10	12	24	20	28	19	25	20
Prior Year	22	17	18	11	11	7	10	13	17	14	18	14	25
Percent Change from Prior Year	14%	41%	-22%	-36%	-45%	43%	20%	85%	18%	100%	6%	79%	-20%

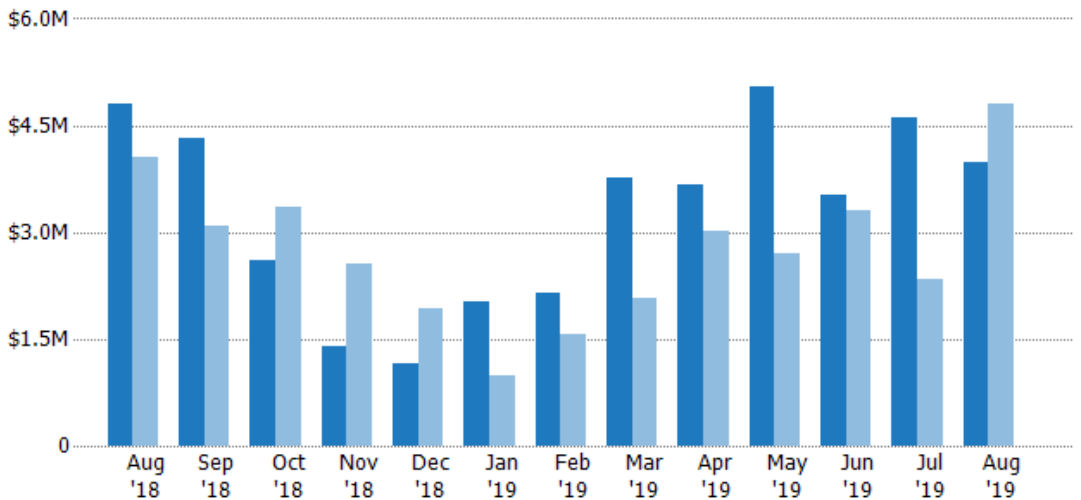
New Pending Sales Volume

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

Filters Used

ZIP: Barre, VT 05641
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence

Month/ Year	Volume	% Chg.
Aug '19	\$3.98M	-16.9%
Aug '18	\$4.79M	18.6%
Aug '17	\$4.04M	-52.2%



Current Year	\$4.79M	\$4.33M	\$2.61M	\$1.4M	\$1.16M	\$2.03M	\$2.15M	\$3.77M	\$3.66M	\$5.04M	\$3.52M	\$4.61M	\$3.98M
Prior Year	\$4.04M	\$3.08M	\$3.35M	\$2.55M	\$1.93M	\$975K	\$1.57M	\$2.07M	\$3.03M	\$2.7M	\$3.32M	\$2.34M	\$4.79M
Percent Change from Prior Year	19%	40%	-22%	-45%	-40%	109%	37%	82%	21%	87%	6%	97%	-17%

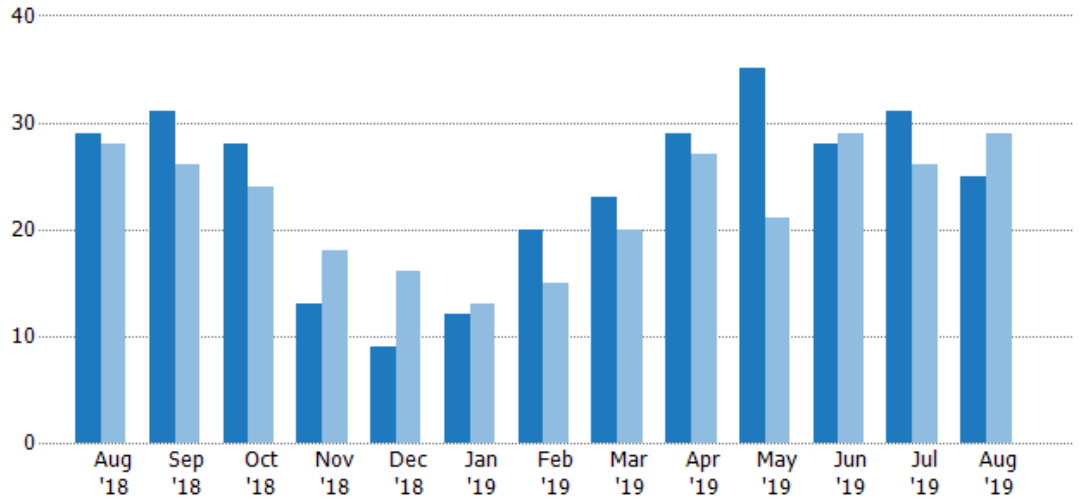
Pending Sales

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

Filters Used

ZIP: Barre, VT 05641
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence

Month/Year	Count	% Chg.
Aug '19	25	-13.8%
Aug '18	29	3.6%
Aug '17	28	-28.6%



	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19
Current Year	29	31	28	13	9	12	20	23	29	35	28	31	25
Prior Year	28	26	24	18	16	13	15	20	27	21	29	26	29
Percent Change from Prior Year	4%	19%	17%	-28%	-44%	-8%	33%	15%	7%	67%	-3%	19%	-14%

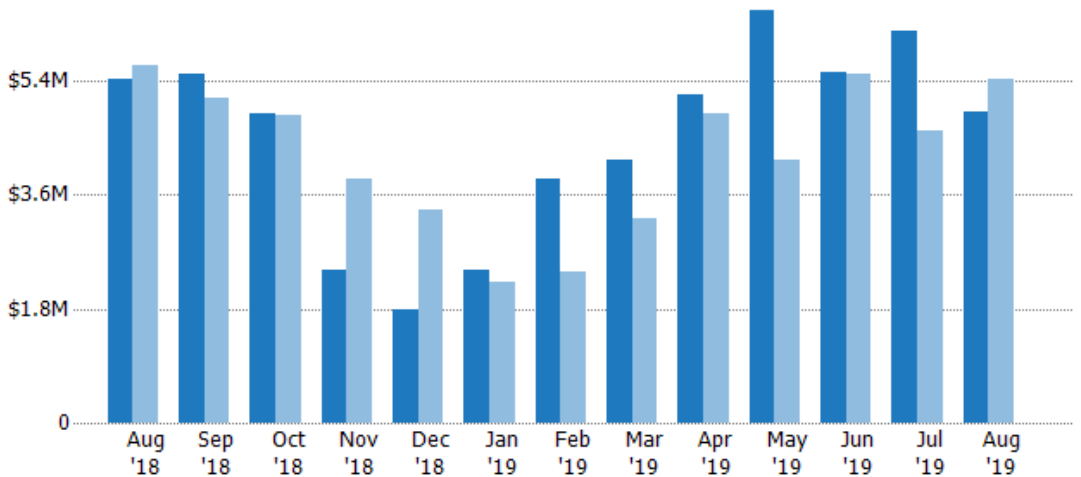
Pending Sales Volume

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

Filters Used

ZIP: Barre, VT 05641
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence

Month/Year	Volume	% Chg.
Aug '19	\$4.92M	-9.5%
Aug '18	\$5.43M	-3.6%
Aug '17	\$5.63M	-47.1%



	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19
Current Year	\$5.43M	\$5.51M	\$4.89M	\$2.41M	\$1.79M	\$2.42M	\$3.85M	\$4.14M	\$5.18M	\$6.52M	\$5.53M	\$6.19M	\$4.92M
Prior Year	\$5.63M	\$5.14M	\$4.85M	\$3.85M	\$3.37M	\$2.23M	\$2.39M	\$3.23M	\$4.89M	\$4.16M	\$5.52M	\$4.61M	\$5.43M
Percent Change from Prior Year	-4%	7%	1%	-38%	-47%	9%	61%	28%	6%	57%	0%	34%	-9%

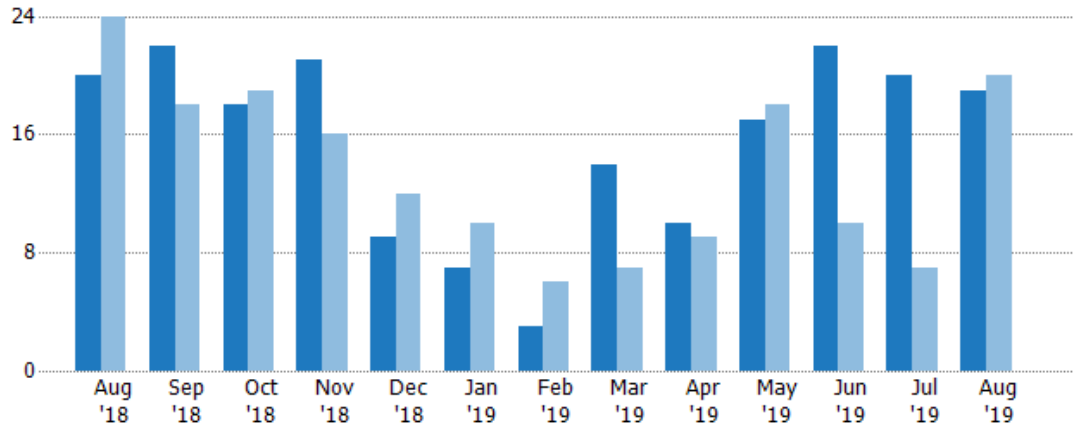
Closed Sales

The total number of residential properties sold each month.

Filters Used

ZIP: Barre, VT 05641
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence

Month/ Year	Count	% Chg.
Aug '19	19	-5%
Aug '18	20	-16.7%
Aug '17	24	-37.5%



Current Year	20	22	18	21	9	7	3	14	10	17	22	20	19
Prior Year	24	18	19	16	12	10	6	7	9	18	10	7	20
Percent Change from Prior Year	-17%	22%	-5%	31%	-25%	-30%	-50%	100%	11%	-6%	120%	186%	-5%

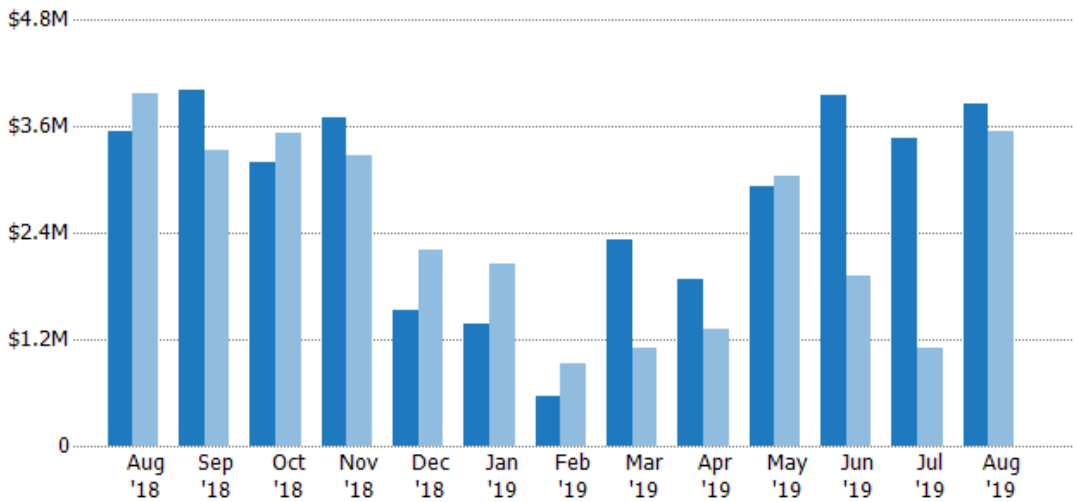
Closed Sales Volume

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

Filters Used

ZIP: Barre, VT 05641
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence

Month/ Year	Volume	% Chg.
Aug '19	\$3.85M	8.5%
Aug '18	\$3.55M	-10.6%
Aug '17	\$3.97M	-38.5%



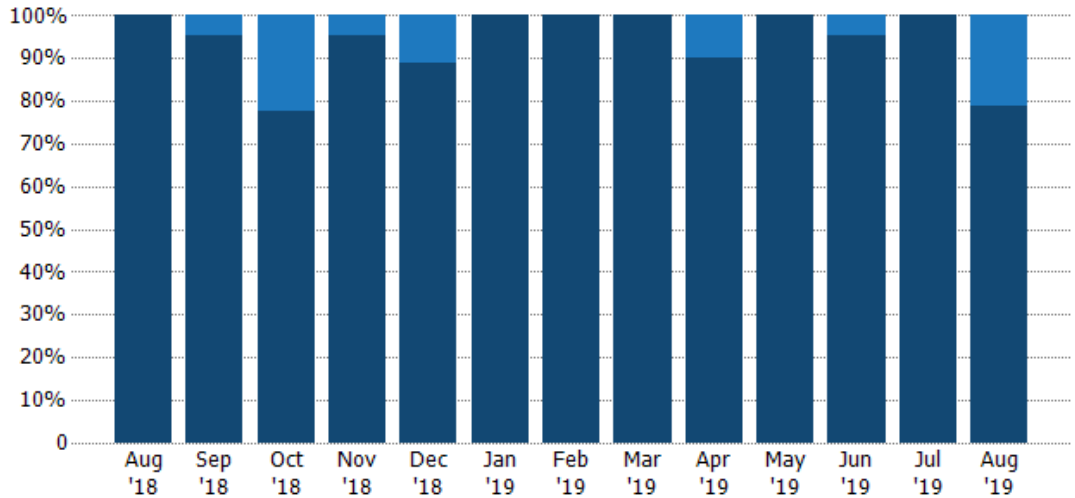
Current Year	\$3.55M	\$4.02M	\$3.19M	\$3.71M	\$1.53M	\$1.38M	\$563K	\$2.32M	\$1.87M	\$2.93M	\$3.95M	\$3.47M	\$3.85M
Prior Year	\$3.97M	\$3.33M	\$3.52M	\$3.27M	\$2.21M	\$2.06M	\$925K	\$1.1M	\$1.31M	\$3.05M	\$1.91M	\$1.11M	\$3.55M
Percent Change from Prior Year	-11%	21%	-9%	14%	-31%	-33%	-39%	110%	43%	-4%	107%	213%	9%

Closed Sales by Property Type

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

Filters Used

ZIP: Barre, VT 05641
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence



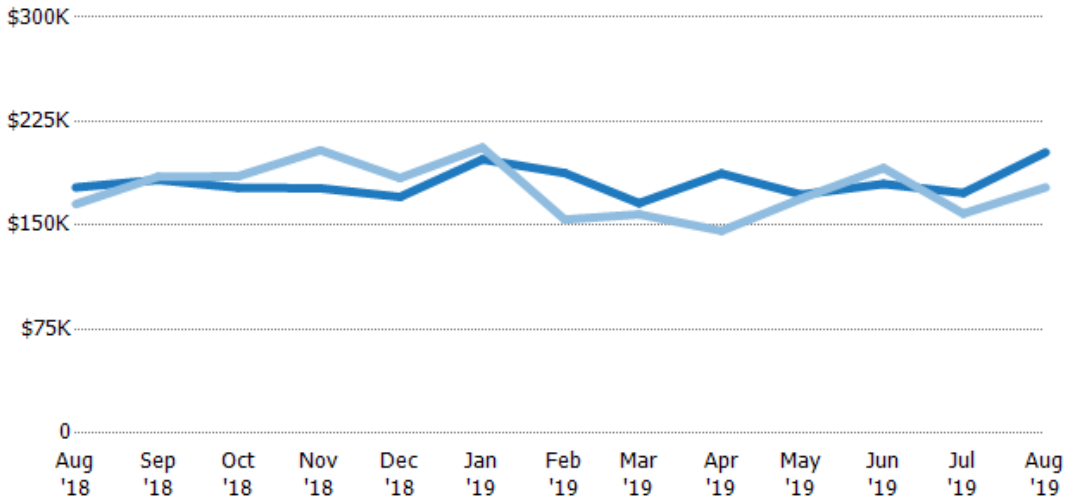
Condo/Townhouse	-	5%	22%	5%	11%	-	-	-	10%	-	5%	-	21%
Single Family Residence	100%	95%	78%	95%	89%	100%	100%	100%	90%	100%	95%	100%	79%

Average Sales Price

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

Filters Used

ZIP: Barre, VT 05641
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence



Current Year	\$177K	\$183K	\$177K	\$177K	\$170K	\$197K	\$188K	\$166K	\$187K	\$172K	\$180K	\$173K	\$203K
Prior Year	\$165K	\$185K	\$185K	\$204K	\$184K	\$206K	\$154K	\$158K	\$146K	\$169K	\$191K	\$158K	\$177K
Percent Change from Prior Year	7%	-1%	-4%	-13%	-7%	-4%	22%	5%	28%	2%	-6%	9%	14%

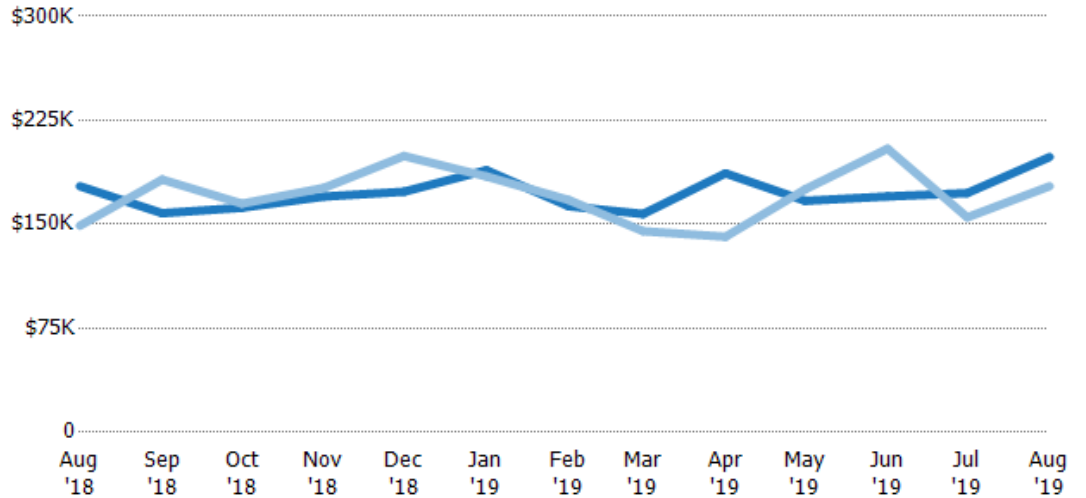
Median Sales Price

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

Filters Used

ZIP: Barre, VT 05641
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence

Month/ Year	Price	% Chg.
Aug '19	\$199K	11.9%
Aug '18	\$177K	19.1%
Aug '17	\$149K	17.4%



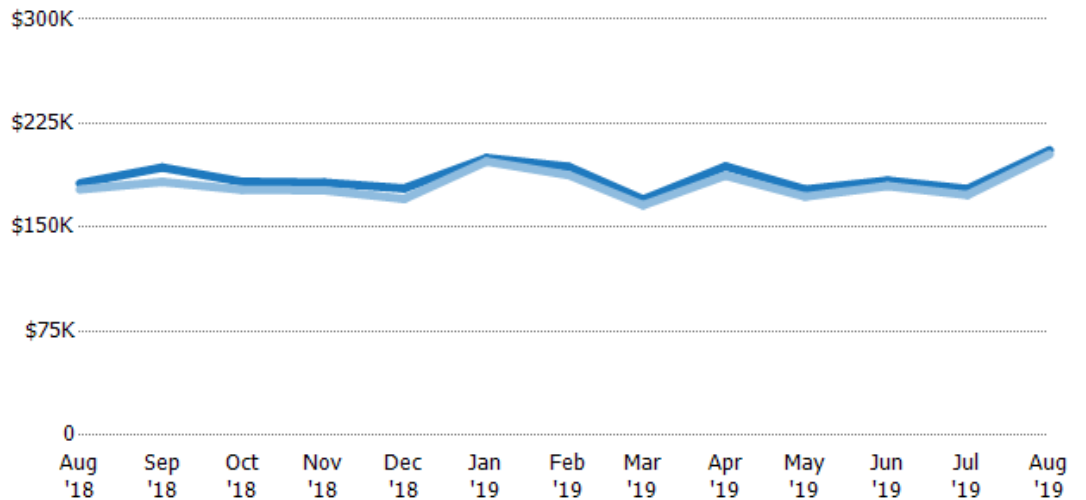
Current Year	\$177K	\$158K	\$162K	\$170K	\$174K	\$189K	\$163K	\$157K	\$187K	\$167K	\$170K	\$173K	\$199K
Prior Year	\$149K	\$182K	\$165K	\$176K	\$199K	\$185K	\$168K	\$145K	\$141K	\$175K	\$205K	\$155K	\$177K
Percent Change from Prior Year	19%	-13%	-2%	-4%	-13%	2%	-3%	9%	32%	-5%	-17%	11%	12%

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

ZIP: Barre, VT 05641
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence



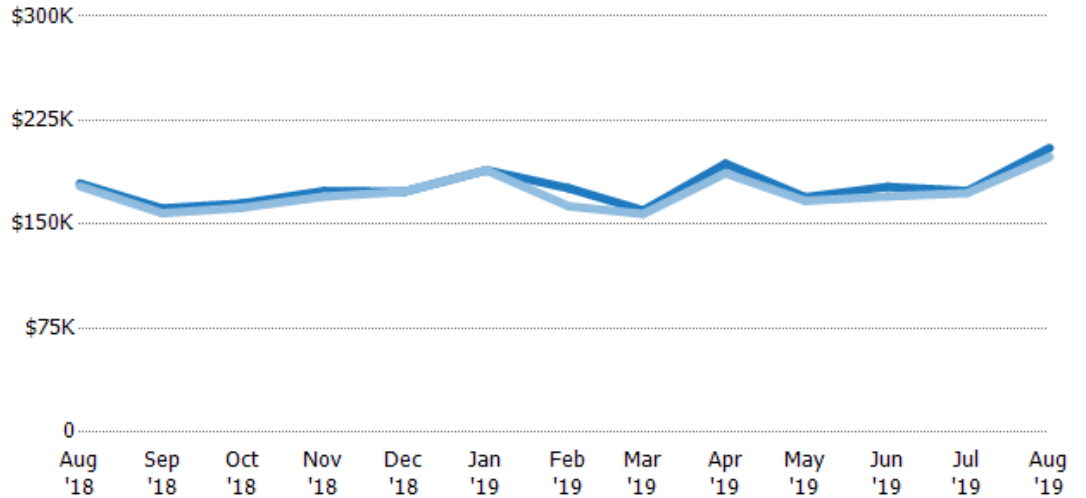
Avg List Price	\$182K	\$193K	\$183K	\$182K	\$178K	\$200K	\$194K	\$170K	\$194K	\$177K	\$184K	\$178K	\$206K
Avg Sales Price	\$177K	\$183K	\$177K	\$177K	\$170K	\$197K	\$188K	\$166K	\$187K	\$172K	\$180K	\$173K	\$203K
Avg Sales Price as a % of Avg List Price	98%	95%	97%	97%	96%	99%	97%	98%	97%	97%	98%	98%	99%

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

ZIP: Barre, VT 05641
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence



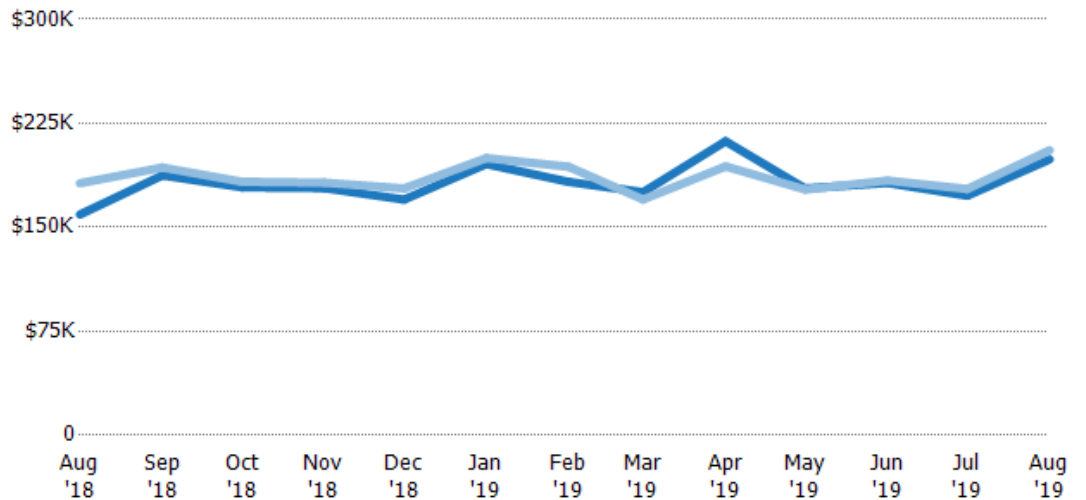
	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19
Median List Price	\$179K	\$161K	\$165K	\$174K	\$174K	\$189K	\$176K	\$160K	\$194K	\$170K	\$177K	\$174K	\$205K
Median Sales Price	\$177K	\$158K	\$162K	\$170K	\$174K	\$189K	\$163K	\$157K	\$187K	\$167K	\$170K	\$173K	\$199K
Med Sales Price as a % of Med List Price	99%	98%	98%	98%	100%	100%	93%	98%	96%	98%	96%	99%	97%

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

ZIP: Barre, VT 05641
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence



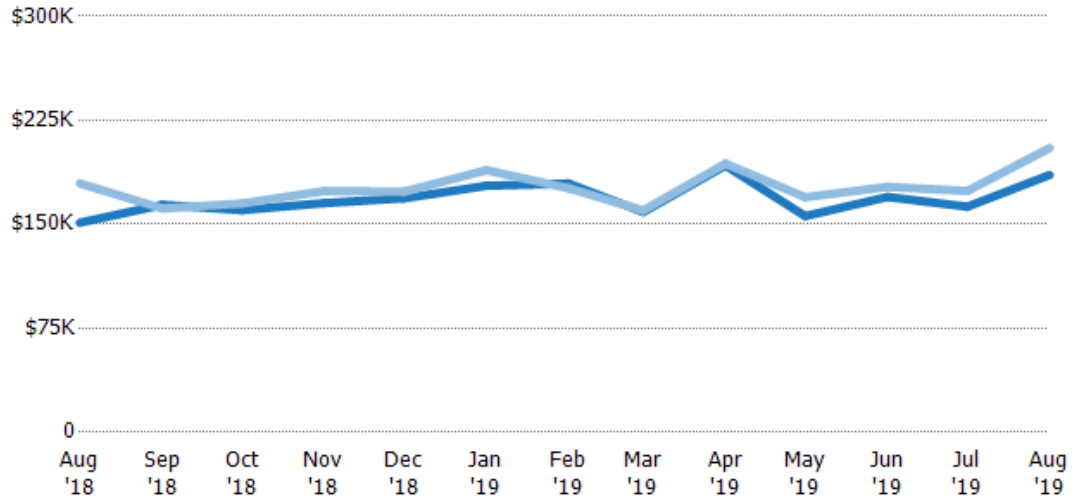
	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19
Avg Est Value	\$159K	\$187K	\$179K	\$178K	\$170K	\$196K	\$183K	\$175K	\$212K	\$178K	\$182K	\$173K	\$199K
Avg Sales Price	\$182K	\$193K	\$183K	\$182K	\$178K	\$200K	\$194K	\$170K	\$194K	\$177K	\$184K	\$178K	\$206K
Avg Sales Price as a % of Avg Est Value	114%	103%	102%	102%	105%	102%	106%	97%	91%	100%	101%	103%	103%

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

ZIP: Barre, VT 05641
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence



	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19
Median Est Value	\$151K	\$164K	\$160K	\$165K	\$169K	\$178K	\$179K	\$159K	\$192K	\$156K	\$170K	\$163K	\$186K
Median Sales Price	\$179K	\$161K	\$165K	\$174K	\$174K	\$189K	\$176K	\$160K	\$194K	\$170K	\$177K	\$174K	\$205K
Med Sales Price as a % of Med Est Value	119%	98%	103%	105%	103%	106%	98%	101%	101%	109%	104%	107%	110%