

## 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	Jul 2019	Jul 2018	+ / -	YTD 2019	YTD 2018	+ / -
<b>Listing Activity Charts Metrics</b>						
New Listing Count	25	32	-21.9%	144	159	-9.4%
New Listing Volume	\$5,115,499	\$6,538,050	-21.8%	\$27,814,394	\$31,450,050	-11.6%
Active Listing Count	81	104	-22.1%	N/A	N/A	
Active Listing Volume	\$18,084,494	\$22,282,549	-18.8%	N/A	N/A	
Average Listing Price	\$223,265	\$214,255	+4.2%	\$212,255	\$203,338	+4.4%
Median Listing Price	\$176,500	\$178,950	-1.4%	\$178,134	\$175,713	+1.4%
Median Days in RPR	77	77.5	-0.6%	116.35	88.88	+30.9%
Months of Inventory	3.7	10.4	-64.6%	9.1	5.5	+64.5%
Absorption Rate	27.16%	9.62%	+17.5%	11%	18.1%	-7.1%
<b>Sales Activity Charts Metrics</b>						
New Pending Sales Count	25	14	+78.6%	138	93	+48.4%
New Pending Sales Volume	\$4,608,800	\$2,343,700	+96.6%	\$24,781,300	\$16,001,100	+54.9%
Pending Sales Count	31	26	+19.2%	N/A	N/A	
Pending Sales Volume	\$6,190,100	\$4,606,200	+34.4%	N/A	N/A	
Closed Sales Count	20	7	+185.7%	93	67	+38.8%
Closed Sales Volume	\$3,465,568	\$1,108,900	+212.5%	\$16,487,710	\$11,471,700	+43.7%
Average Sales Price	\$173,278	\$158,414	+9.4%	\$177,287	\$171,219	+3.5%
Median Sales Price	\$172,500	\$155,000	+11.3%	\$171,099	\$170,428	+0.4%

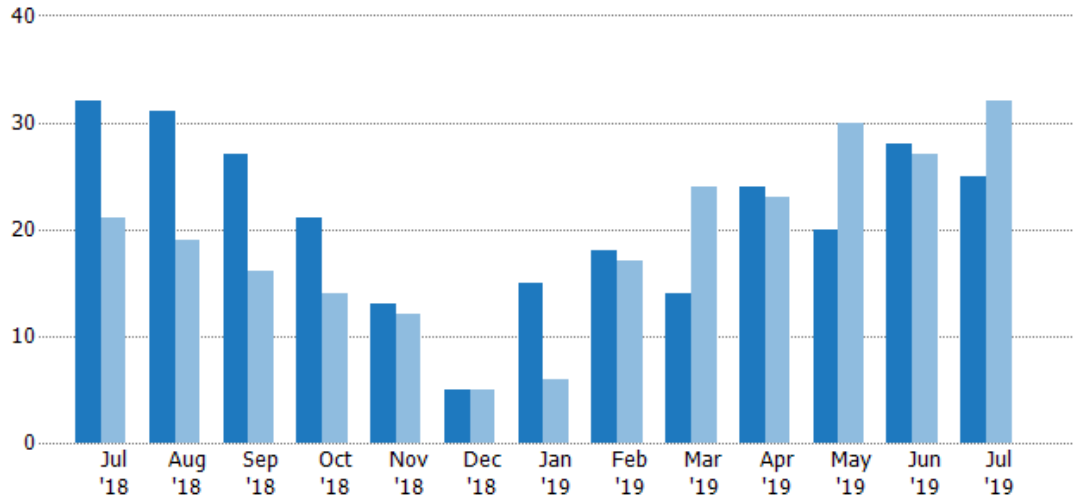
## New Listings

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.
Jul '19	25	-21.9%
Jul '18	32	52.4%
Jul '17	21	28.6%



Current Year	32	31	27	21	13	5	15	18	14	24	20	28	25
Prior Year	21	19	16	14	12	5	6	17	24	23	30	27	32
Percent Change from Prior Year	52%	63%	69%	50%	8%	0%	150%	6%	-42%	4%	-33%	4%	-22%

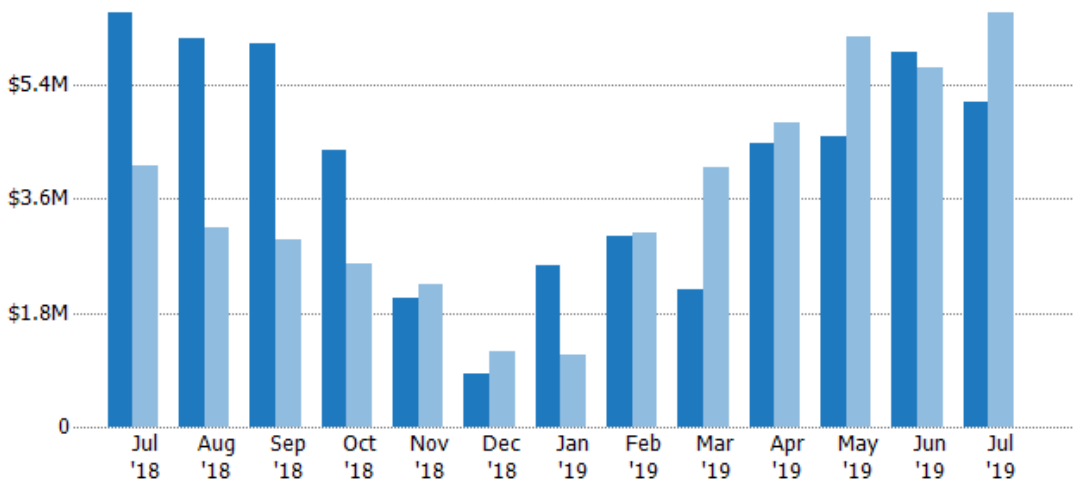
## New Listing Volume

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.
Jul '19	\$5.12M	-21.8%
Jul '18	\$6.54M	58.6%
Jul '17	\$4.12M	28.7%



Current Year	\$6.54M	\$6.13M	\$6.05M	\$4.36M	\$2.04M	\$841K	\$2.54M	\$3.01M	\$2.17M	\$4.48M	\$4.58M	\$5.92M	\$5.12M
Prior Year	\$4.12M	\$3.15M	\$2.95M	\$2.58M	\$2.25M	\$1.19M	\$1.15M	\$3.05M	\$4.09M	\$4.79M	\$6.15M	\$5.68M	\$6.54M
Percent Change from Prior Year	59%	95%	105%	69%	-9%	-29%	122%	-1%	-47%	-7%	-26%	4%	-22%

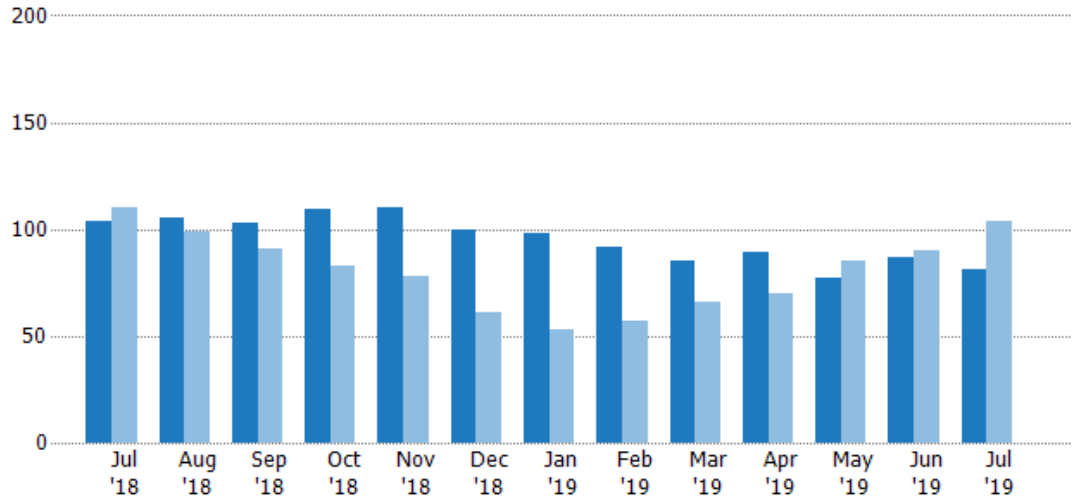
## Active Listings

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.
Jul '19	81	-22.1%
Jul '18	104	-5.5%
Jul '17	110	-2.7%



Current Year	104	105	103	109	110	100	98	92	85	89	77	87	81
Prior Year	110	99	91	83	78	61	53	57	66	70	85	90	104
Percent Change from Prior Year	-5%	6%	13%	31%	41%	64%	85%	61%	29%	27%	-9%	-3%	-22%

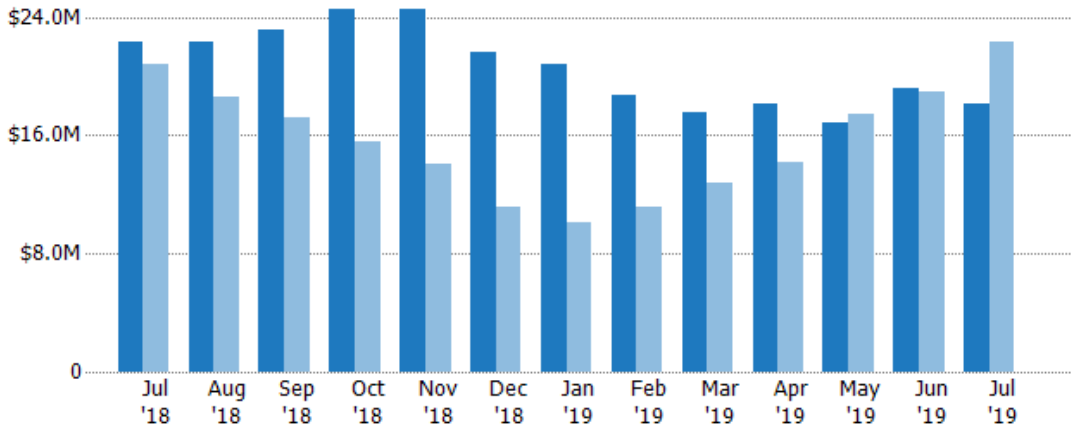
## Active Listing Volume

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.
Jul '19	\$18.1M	-18.8%
Jul '18	\$22.3M	6.8%
Jul '17	\$20.9M	-11.1%



Current Year	\$22.3M	\$22.4M	\$23.1M	\$24.5M	\$24.5M	\$21.6M	\$20.8M	\$18.7M	\$17.6M	\$18.1M	\$16.8M	\$19.1M	\$18.1M
Prior Year	\$20.9M	\$18.6M	\$17.2M	\$15.5M	\$14M	\$11.2M	\$10M	\$11.1M	\$12.8M	\$14.1M	\$17.4M	\$18.9M	\$22.3M
Percent Change from Prior Year	7%	20%	34%	58%	75%	93%	107%	69%	37%	28%	-3%	1%	-19%

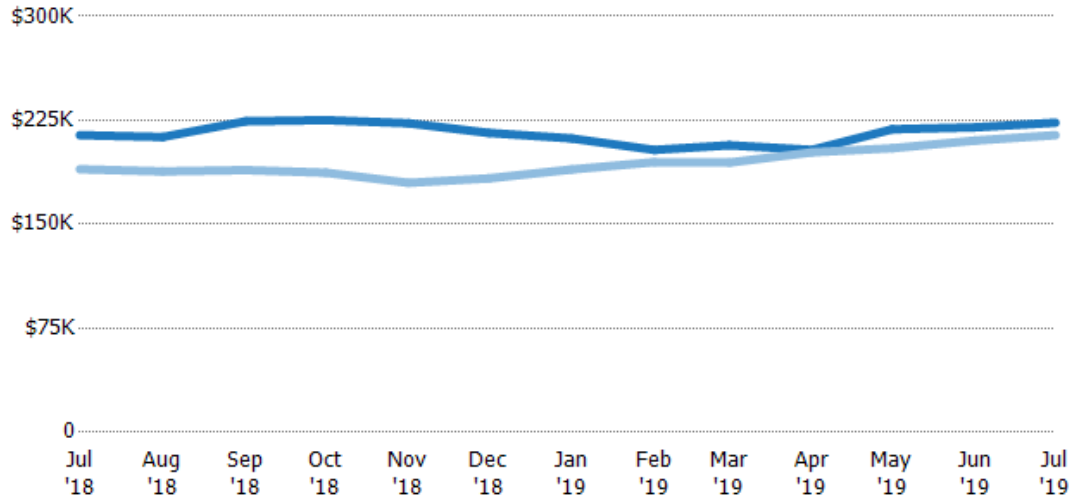
## Average Listing Price

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.
Jul '19	\$223K	4.2%
Jul '18	\$214K	13%
Jul '17	\$190K	-8.6%



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

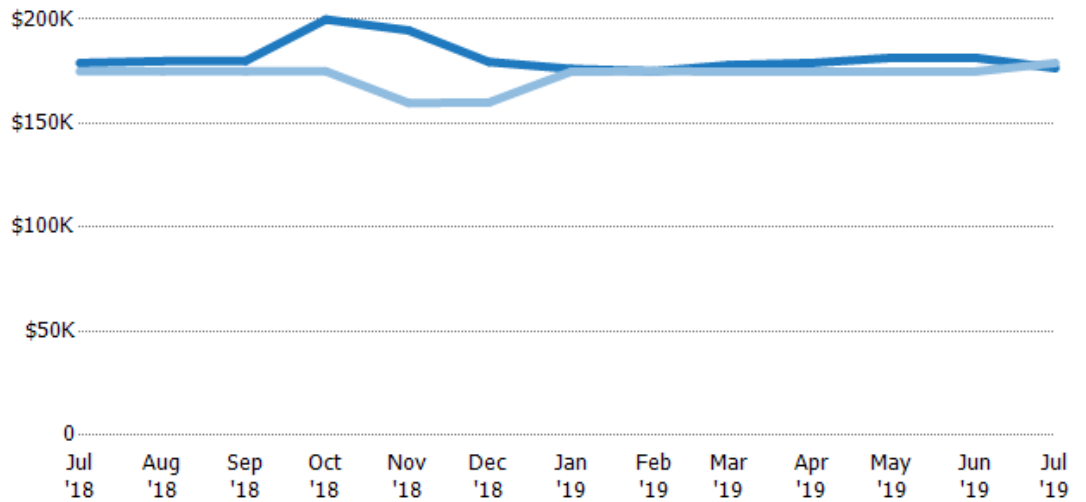
## Median Listing Price

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.
Jul '19	\$177K	-1.4%
Jul '18	\$179K	2.3%
Jul '17	\$175K	-15.4%



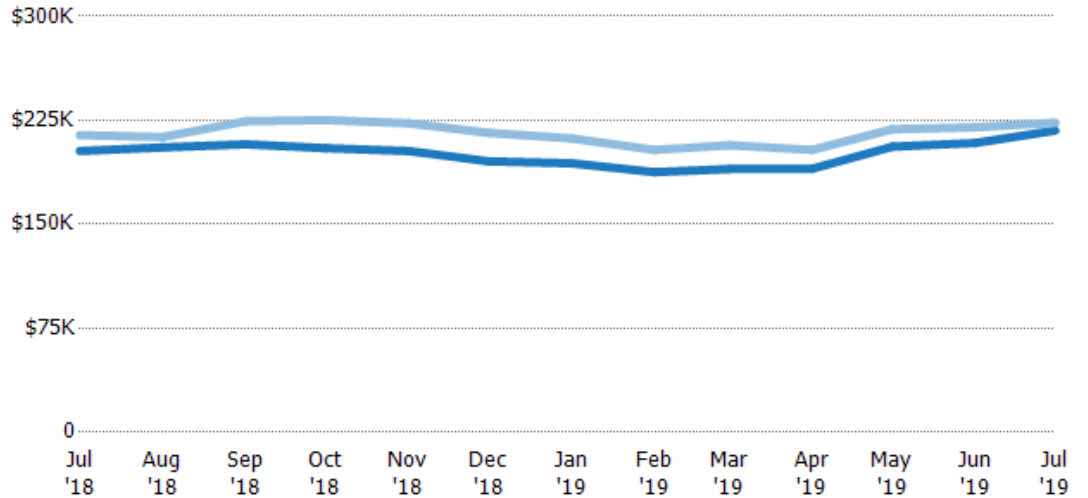
Current Year	\$179K	\$180K	\$180K	\$200K	\$195K	\$180K	\$176K	\$175K	\$178K	\$179K	\$182K	\$182K	\$177K
Prior Year	\$175K	\$175K	\$175K	\$175K	\$160K	\$160K	\$175K	\$175K	\$175K	\$175K	\$175K	\$175K	\$179K
Percent Change from Prior Year	2%	3%	3%	14%	22%	12%	1%	0%	2%	2%	4%	4%	-1%

## 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



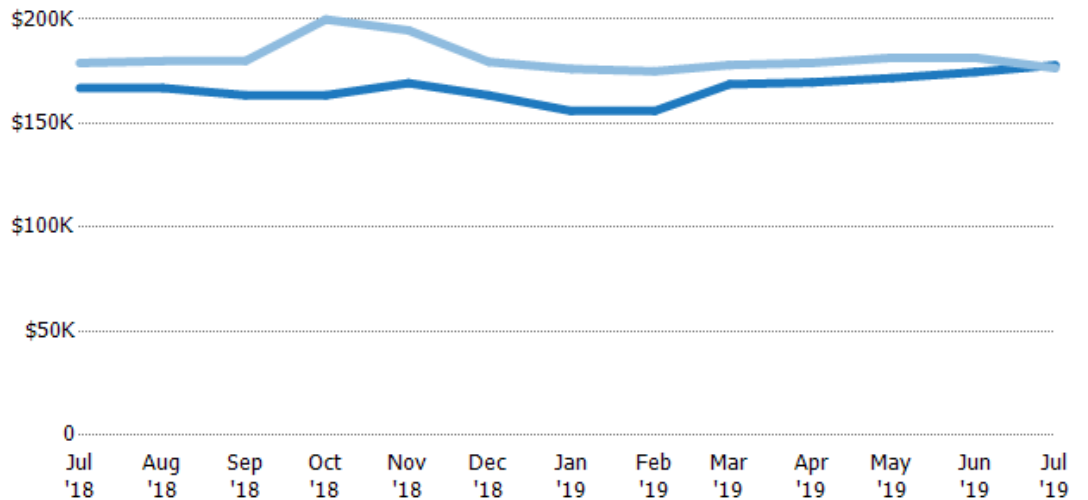
	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19
Avg Est Value	\$203K	\$205K	\$208K	\$205K	\$203K	\$195K	\$194K	\$188K	\$190K	\$190K	\$206K	\$209K	\$218K
Avg Listing Price	\$214K	\$213K	\$224K	\$225K	\$223K	\$216K	\$212K	\$204K	\$207K	\$204K	\$219K	\$220K	\$223K
Avg Listing Price as a % of Avg Est Value	106%	104%	108%	110%	110%	110%	109%	109%	109%	107%	106%	105%	103%

## 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



	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19
Median Est Value	\$167K	\$167K	\$163K	\$163K	\$169K	\$163K	\$156K	\$156K	\$169K	\$170K	\$172K	\$175K	\$178K
Median Listing Price	\$179K	\$180K	\$180K	\$200K	\$195K	\$180K	\$176K	\$175K	\$178K	\$179K	\$182K	\$182K	\$177K
Med Listing Price as a % of Med Est Value	107%	108%	110%	122%	115%	110%	113%	112%	105%	105%	106%	104%	99%

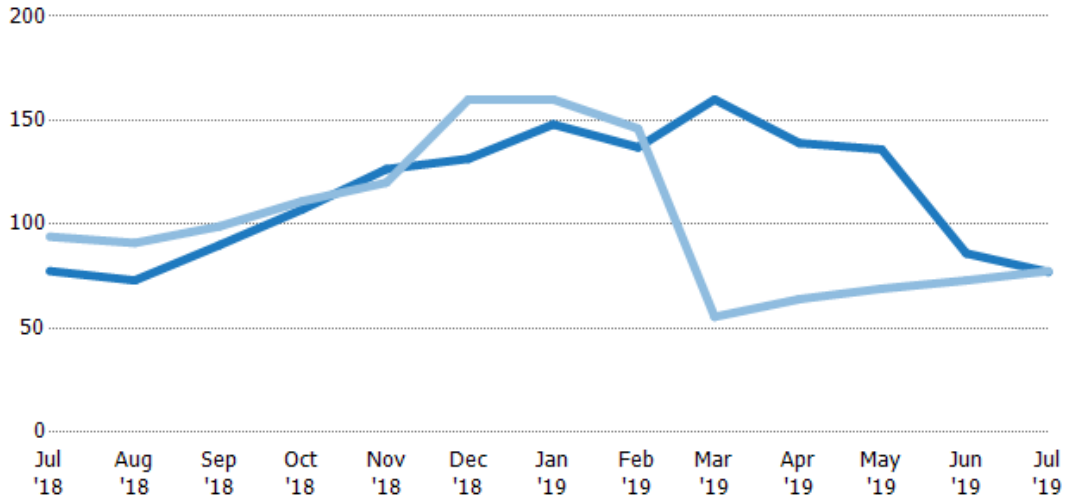
## Median Days in RPR

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.
Jul '19	77	-0.6%
Jul '18	77.5	-17.6%
Jul '17	94	-4.3%



	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19
Current Year	77.5	73	90	107	127	132	148	137	160	139	136	86	77
Prior Year	94	91	99	111	120	160	160	146	55.5	64	69	73	77.5
Percent Change from Prior Year	-18%	-20%	-9%	-4%	5%	-18%	-8%	-6%	188%	117%	97%	18%	-1%

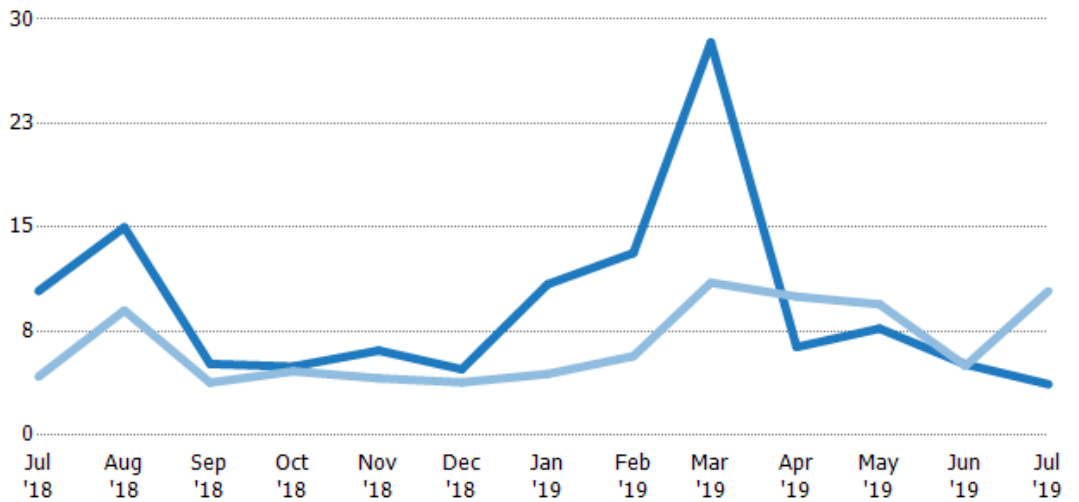
## Months of Inventory

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.
Jul '19	3.68	-64.6%
Jul '18	10.4	145.8%
Jul '17	4.23	129.9%



	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19
Current Year	10.4	15	5.15	4.95	6.11	4.76	10.9	13.1	28.3	6.36	7.7	5.12	3.68
Prior Year	4.23	9	3.79	4.61	4.11	3.81	4.42	5.7	11	10	9.44	5	10.4
Percent Change from Prior Year	146%	67%	36%	7%	49%	25%	147%	131%	158%	-36%	-18%	2%	-65%

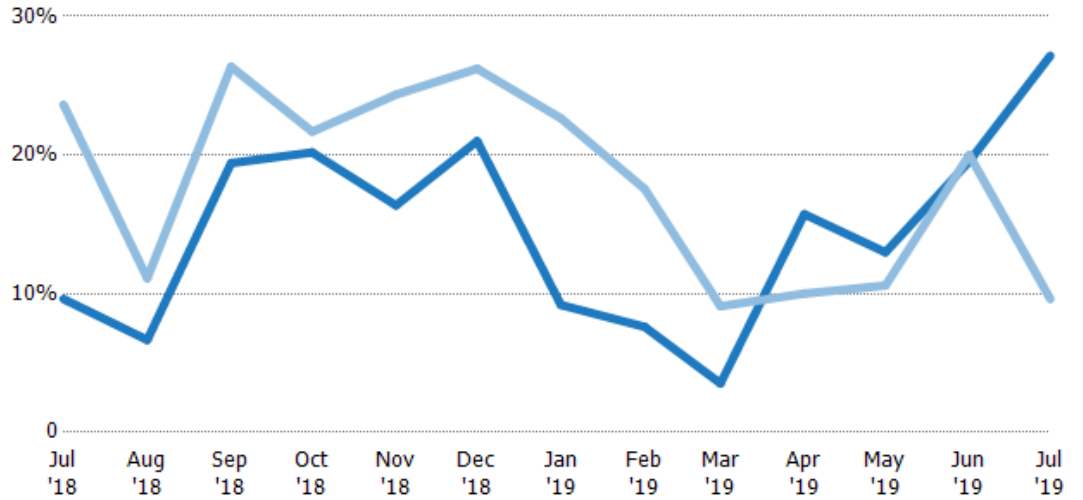
## Absorption Rate

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.
Jul '19	27%	-17.6%
Jul '18	10%	14%
Jul '17	24%	-56.5%



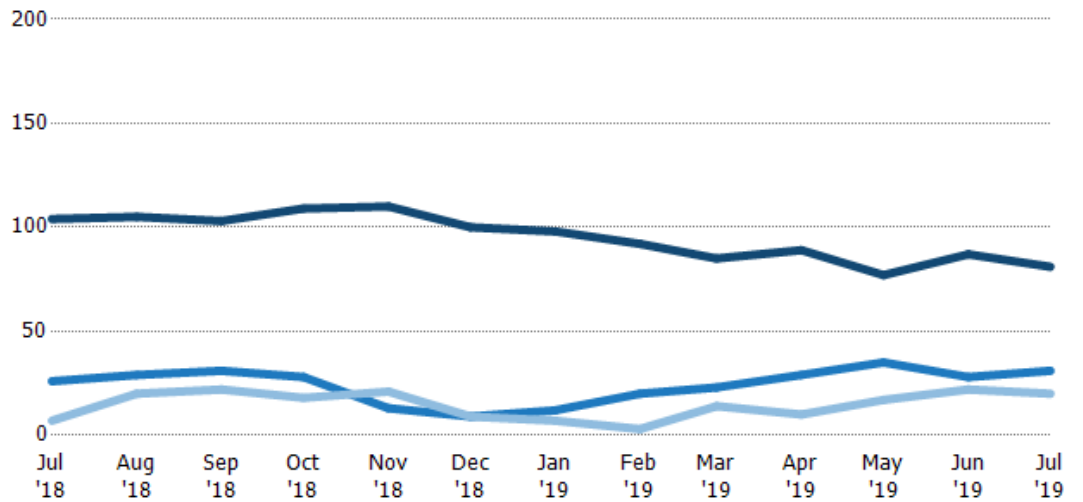
Current Year	10%	7%	19%	20%	16%	21%	9%	8%	4%	16%	13%	20%	27%
Prior Year	24%	11%	26%	22%	24%	26%	23%	18%	9%	10%	11%	20%	10%
Change from Prior Year	14%	4%	7%	2%	8%	5%	13%	10%	6%	-6%	-2%	0%	-18%

## 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	104	105	103	109	110	100	98	92	85	89	77	87	81
Pending	26	29	31	28	13	9	12	20	23	29	35	28	31
Sold	7	20	22	18	21	9	7	3	14	10	17	22	20

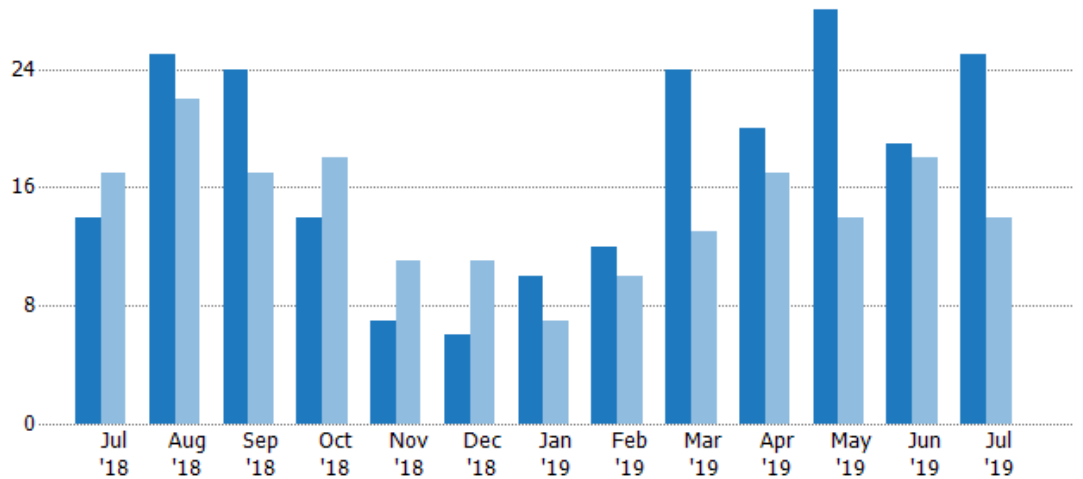
## New Pending Sales

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.
Jul '19	25	78.6%
Jul '18	14	-17.6%
Jul '17	17	-17.6%



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

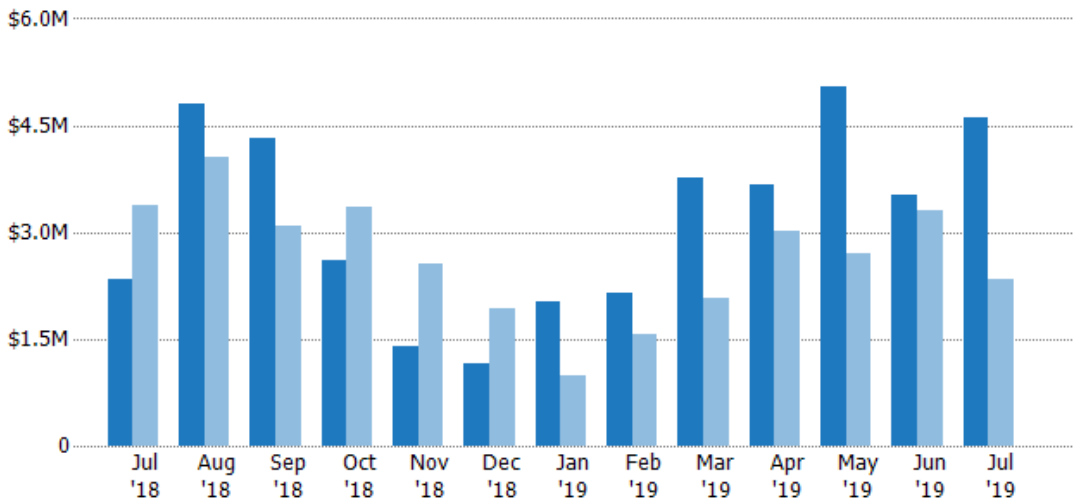
## New Pending Sales Volume

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.
Jul '19	\$4.61M	96.6%
Jul '18	\$2.34M	-30.5%
Jul '17	\$3.37M	-29.3%



Current Year	\$2.34M	\$4.79M	\$4.33M	\$2.61M	\$1.4M	\$1.16M	\$2.03M	\$2.15M	\$3.77M	\$3.66M	\$5.04M	\$3.52M	\$4.61M
Prior Year	\$3.37M	\$4.04M	\$3.08M	\$3.35M	\$2.55M	\$1.93M	\$975K	\$1.57M	\$2.07M	\$3.03M	\$2.7M	\$3.32M	\$2.34M
Percent Change from Prior Year	-31%	19%	40%	-22%	-45%	-40%	109%	37%	82%	21%	87%	6%	97%



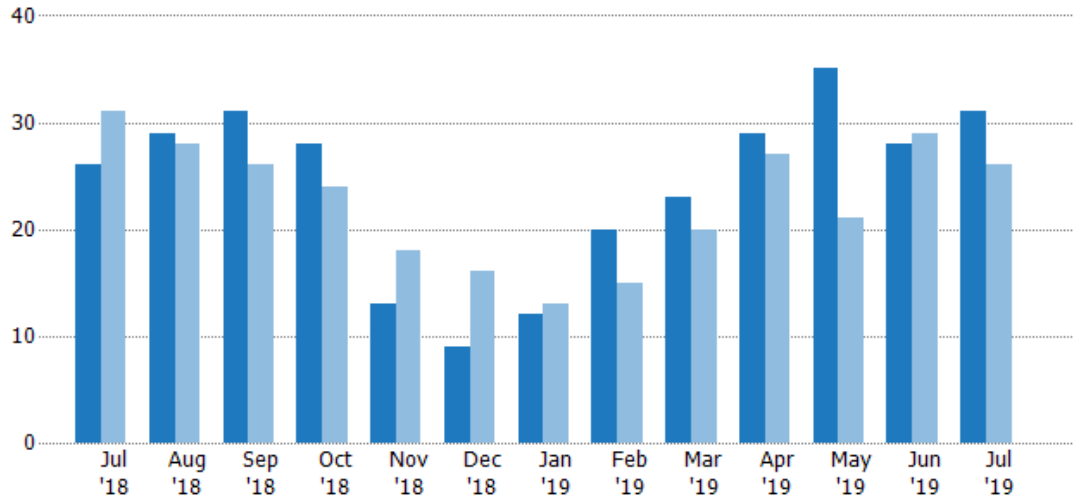
## Pending Sales

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.
Jul '19	31	19.2%
Jul '18	26	-16.1%
Jul '17	31	-19.4%



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

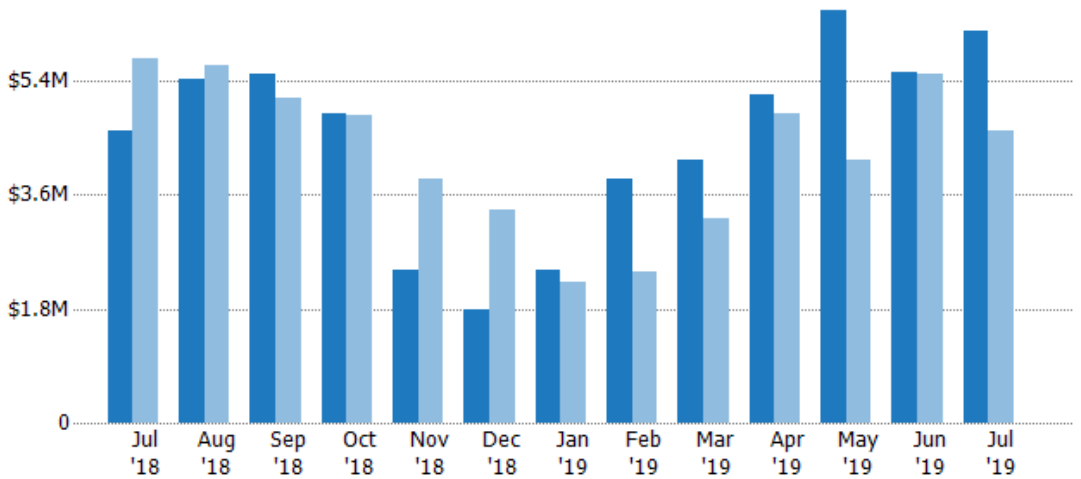
## Pending Sales Volume

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.
Jul '19	\$6.19M	34.4%
Jul '18	\$4.61M	-20%
Jul '17	\$5.76M	-30.3%



	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19
Current Year	\$4.61M	\$5.43M	\$5.51M	\$4.89M	\$2.41M	\$1.79M	\$2.42M	\$3.85M	\$4.14M	\$5.18M	\$6.52M	\$5.53M	\$6.19M
Prior Year	\$5.76M	\$5.63M	\$5.14M	\$4.85M	\$3.85M	\$3.37M	\$2.23M	\$2.39M	\$3.23M	\$4.89M	\$4.16M	\$5.52M	\$4.61M
Percent Change from Prior Year	-20%	-4%	7%	1%	-38%	-47%	9%	61%	28%	6%	57%	0%	34%

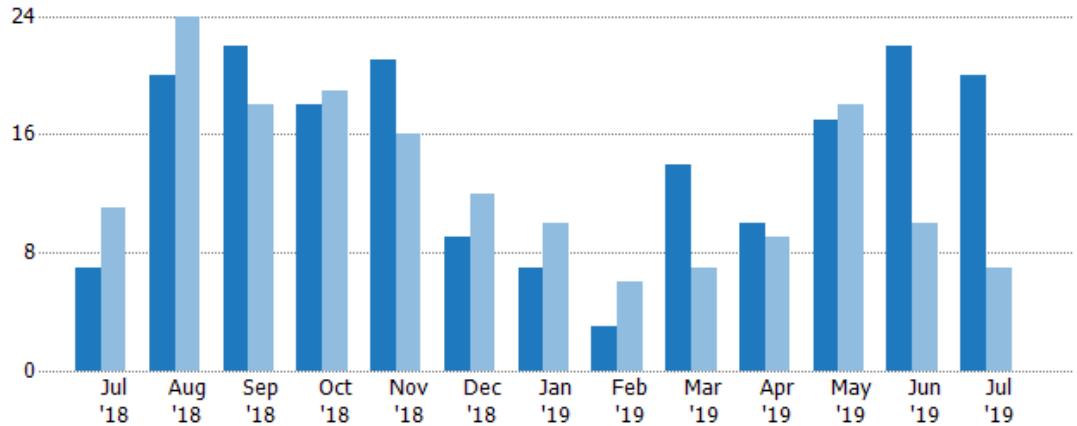
## Closed Sales

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.
Jul '19	20	185.7%
Jul '18	7	-36.4%
Jul '17	11	81.8%



Current Year	7	20	22	18	21	9	7	3	14	10	17	22	20
Prior Year	11	24	18	19	16	12	10	6	7	9	18	10	7
Percent Change from Prior Year	-36%	-17%	22%	-5%	31%	-25%	-30%	-50%	100%	11%	-6%	120%	186%

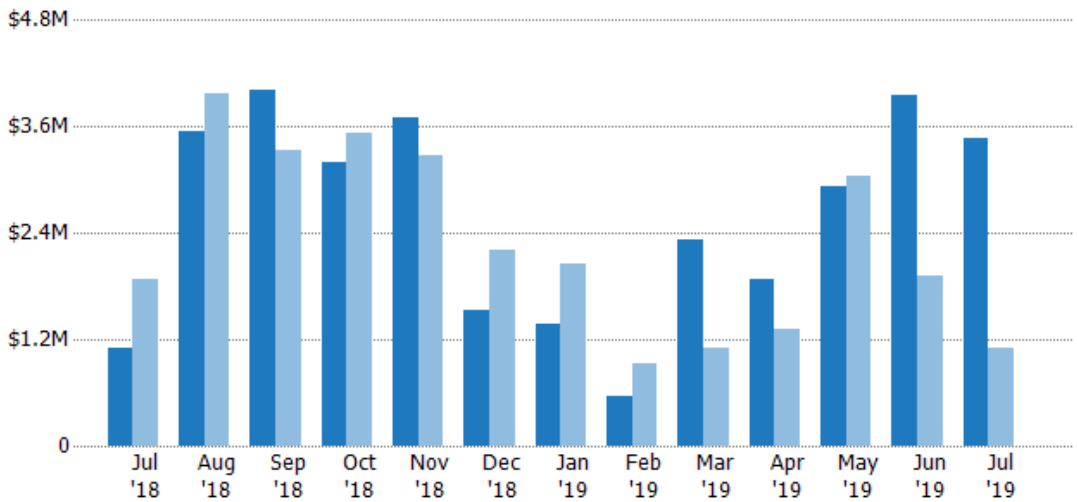
## Closed Sales Volume

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.
Jul '19	\$3.47M	212.5%
Jul '18	\$1.11M	-40.8%
Jul '17	\$1.87M	97%



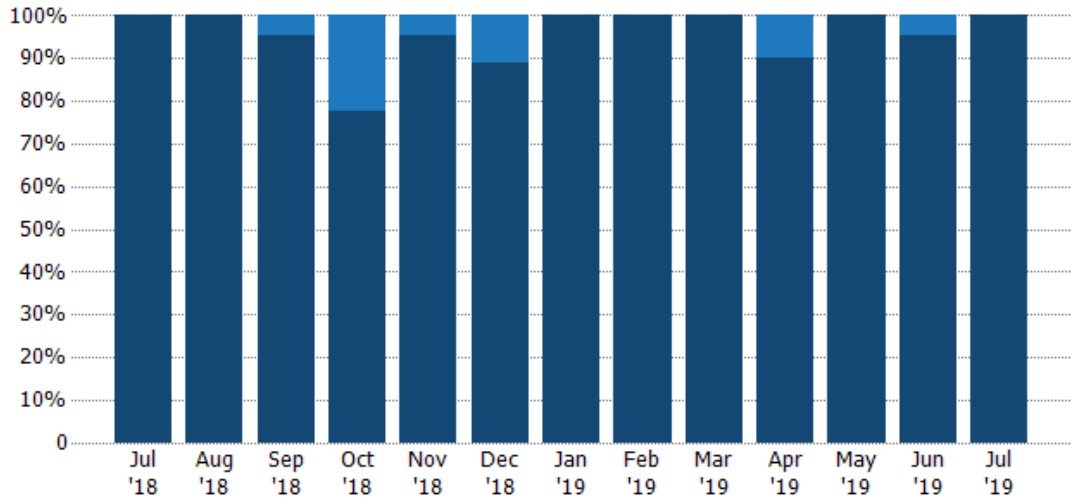
Current Year	\$1.11M	\$3.55M	\$4.02M	\$3.19M	\$3.71M	\$1.53M	\$1.38M	\$563K	\$2.32M	\$1.87M	\$2.93M	\$3.95M	\$3.47M
Prior Year	\$1.87M	\$3.97M	\$3.33M	\$3.52M	\$3.27M	\$2.21M	\$2.06M	\$925K	\$1.1M	\$1.31M	\$3.05M	\$1.91M	\$1.11M
Percent Change from Prior Year	-41%	-11%	21%	-9%	14%	-31%	-33%	-39%	110%	43%	-4%	107%	213%

## 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



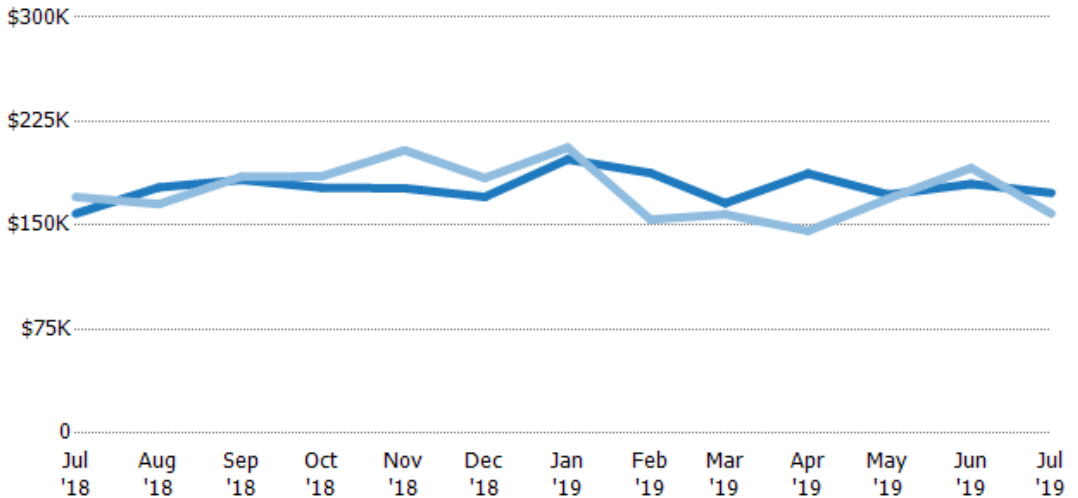
Property Type	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19
Condo/Townhouse	-	-	5%	22%	5%	11%	-	-	-	10%	-	5%	-
Single Family Residence	100%	100%	95%	78%	95%	89%	100%	100%	100%	90%	100%	95%	100%

## 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



Month/Year	Price	% Chg.
Jul '19	\$173K	9.4%
Jul '18	\$158K	-7%
Jul '17	\$170K	8.3%

Property Type	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19
Current Year	\$158K	\$177K	\$183K	\$177K	\$177K	\$170K	\$197K	\$188K	\$166K	\$187K	\$172K	\$180K	\$173K
Prior Year	\$170K	\$165K	\$185K	\$185K	\$204K	\$184K	\$206K	\$154K	\$158K	\$146K	\$169K	\$191K	\$158K
Percent Change from Prior Year	-7%	7%	-1%	-4%	-13%	-7%	-4%	22%	5%	28%	2%	-6%	9%

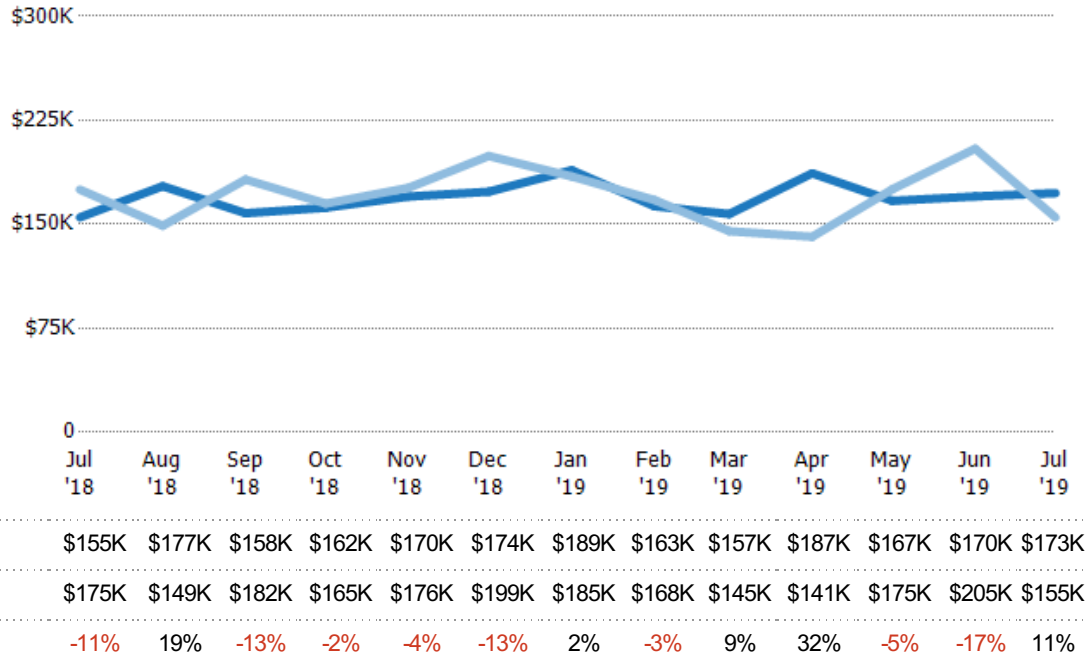
## Median Sales Price

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.
Jul '19	\$173K	11.3%
Jul '18	\$155K	-11.4%
Jul '17	\$175K	-2.6%

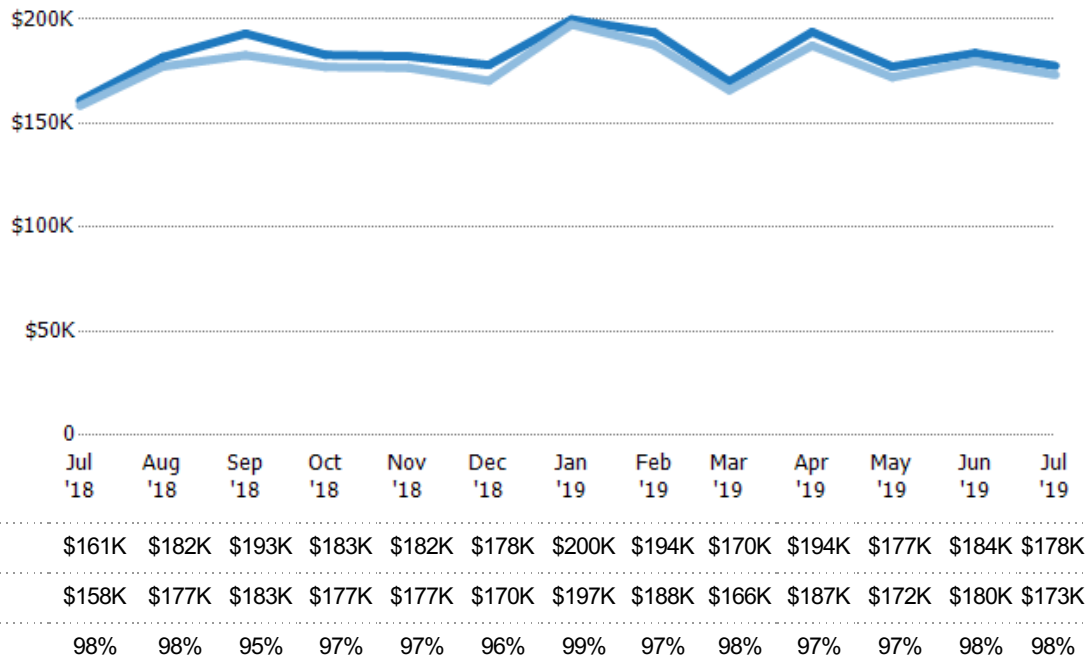


## Average Sales Price vs Average Listing Price

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

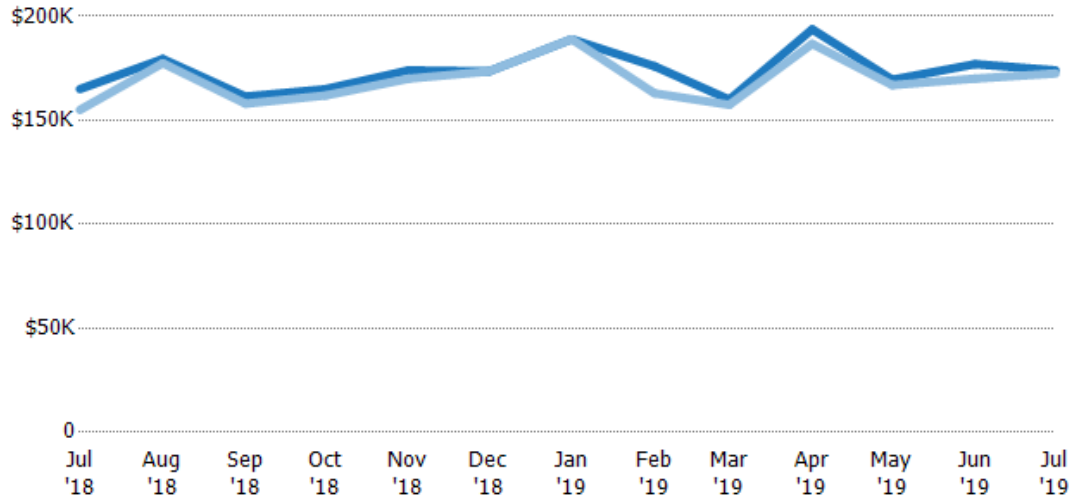


## Median Sales Price vs Median Listing Price

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



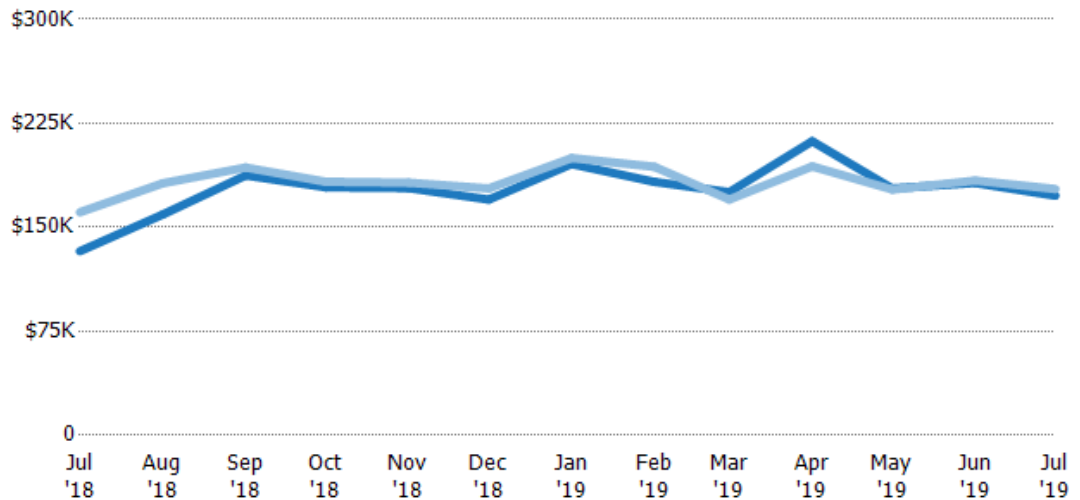
	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19
Median List Price	\$165K	\$179K	\$161K	\$165K	\$174K	\$174K	\$189K	\$176K	\$160K	\$194K	\$170K	\$177K	\$174K
Median Sales Price	\$155K	\$177K	\$158K	\$162K	\$170K	\$174K	\$189K	\$163K	\$157K	\$187K	\$167K	\$170K	\$173K
Med Sales Price as a % of Med List Price	94%	99%	98%	98%	98%	100%	100%	93%	98%	96%	98%	96%	99%

## 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



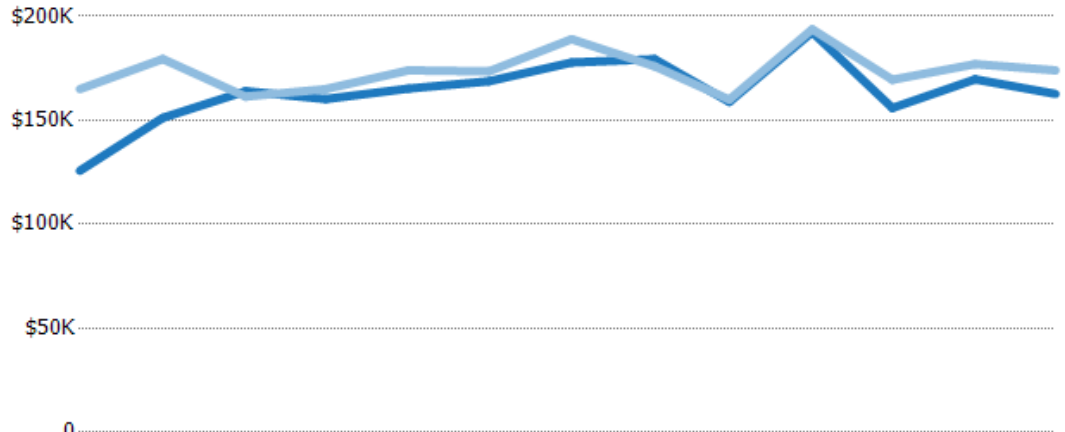
	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19
Avg Est Value	\$133K	\$159K	\$187K	\$179K	\$178K	\$170K	\$196K	\$183K	\$175K	\$212K	\$178K	\$182K	\$173K
Avg Sales Price	\$161K	\$182K	\$193K	\$183K	\$182K	\$178K	\$200K	\$194K	\$170K	\$194K	\$177K	\$184K	\$178K
Avg Sales Price as a % of Avg Est Value	121%	114%	103%	102%	102%	105%	102%	106%	97%	91%	100%	101%	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



	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19
Median Est Value	\$126K	\$151K	\$164K	\$160K	\$165K	\$169K	\$178K	\$179K	\$159K	\$192K	\$156K	\$170K	\$163K
Median Sales Price	\$165K	\$179K	\$161K	\$165K	\$174K	\$174K	\$189K	\$176K	\$160K	\$194K	\$170K	\$177K	\$174K
Med Sales Price as a % of Med Est Value	131%	119%	98%	103%	105%	103%	106%	98%	101%	101%	109%	104%	107%