

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 2019 Aug 2018		YTD 2019	YTD 2018	+ / -	
Listing Activity Charts Metrics							
New Listing Count	33	41	-19.5%	259	295	-12.2%	
New Listing Volume	\$8,741,600	\$12,969,449	-32.6%	\$82,919,998	\$89,578,038	-7.4%	
Active Listing Count	264	299	-11.7%	NA	N/A		
Active Listing Volume	\$98,322,098	\$111,038,343	-11.5%	NA	N/A		
Average Listing Price	\$372,432	\$371,366	+0.3%	\$401,183	\$359,887	+11.5%	
Median Listing Price	\$282,000	\$249,000	+13.3%	\$291,667	\$241,689	+20.7%	
Median Daysin RPR	162	149	+8.7%	179.03	174.49	+2.6%	
Months of Inventory	20.3	27.2	-25.3%	14	16.7	-16.1%	
Absorption Rate	4.92%	3.68%	+1.2%	7.13%	5.99%	+1.1%	
Sales Activity Charts Metrics							
New Pending Sales Count	27	18	+50%	173	163	+6.1%	
New Pending Sales Volume	\$7,085,700	\$4,257,100	+66.4%	\$43,048,646	\$39,540,040	+8.9%	
Pending Sales Count	38	25	+52%	N/A	N/A		
Pending Sales Volume	\$10,590,800	\$6,770,000	+56.4%	N/A	N/A		
Closed Sales Count	15	19	-21.1%	129	144	-10.4%	
Cloæd Sales Volume	\$2,996,001	\$3,849,850	-22.2%	\$28,289,106	\$31,778,493	-11%	
Average Sales Price	\$199,733	\$202,624	-1.4%	\$219,295	\$220,684	-0.6%	
Median Sales Price	\$211,000	\$150,000	+40.7%	\$206,837	\$192,659	+7.4%	







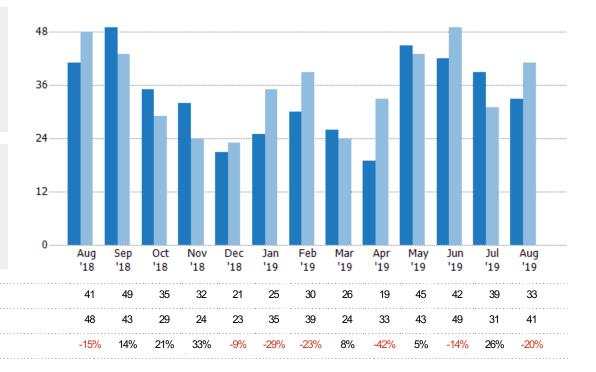
New Listings

The number of new residential listings that were added 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

Month/ Year	Count	% Chg.
Aug '19	33	-19.5%
Aug '18	41	-14.6%
Aug '17	48	-29.2%



New Listing Volume

Percent Change from Prior Year

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

Filters Used

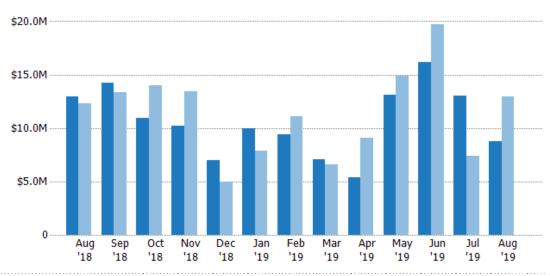
Current Year

Prior Year

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

Month/ Year Volume % Chg. Aug '19 \$8.74M -32.6%

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Aug '19	\$8.74M	-32.6%
Aug '18	\$13M	5.1%
Aug '17	\$12.3M	-22.5%



\$13M \$14.2M \$11M \$10.2M \$6.99M \$9.99M \$9.4M \$7.04M \$5.39M \$13.1M \$16.2M \$13.1M \$8.74M

\$12.3M \$13.3M \$14M \$13.4M \$4.94M \$7.84M \$11.1M \$6.56M \$9.09M \$14.9M \$19.7M \$7.39M \$13M

Percent Change from Prior Year 5% 7% -22% -24% 41% 27% -16% 7% -41% -12% -18% 77% -33%

Current Year

Prior 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

Month/ Year	Count	% Chg.
Aug '19	264	-11.7%
Aug '18	299	-4.2%
Aug '17	312	-5.8%



Active Listing Volume

Percent Change from Prior Year

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

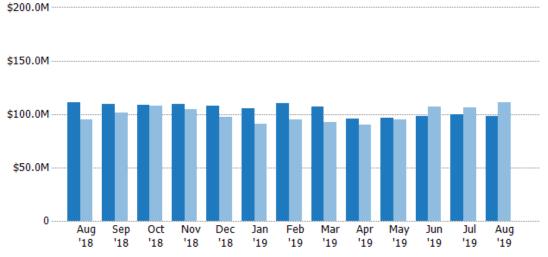
Filters Used

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

Month/ Year	Volume	% Chg.
Aug '19	\$98.3M	-11.5%
Aug '18	\$111M	17.1%
Aug '17	\$94.8M	3.2%



 Current Year
 \$111M
 \$109M
 \$100M
 \$100M



Average Listing Price

The average listing price 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

Month/ Year	Price	% Chg.
Aug '19	\$372K	0.3%
Aug '18	\$371K	22.2%
Aug '17	\$304K	9.5%

\$5	00K												
\$3	75K												
\$2	50K												
\$1	25K												
	0												
	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
	\$371K	\$378K	\$386K	\$398K	\$411K	\$422K	\$422K	\$424K	\$407K	\$390K	\$392K	\$382K	\$372K
	\$304K	\$310K	\$339K	\$357K	\$353K	\$344K	\$349K	\$355K	\$356K	\$356K	\$374K	\$370K	\$371K
	22%	22%	14%	11%	16%	23%	21%	19%	14%	10%	5%	3%	0%

Median Listing Price

Percent Change from Prior Year

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

\$300K

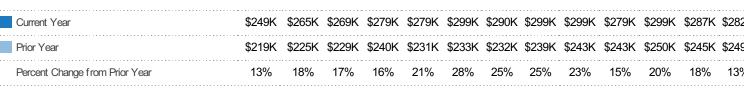
Filters Used

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

Month/ Year	Price	% Chg.
Aug '19	\$282K	13.3%
Aug '18	\$249K	13.4%
Aug '17	\$219K	2.5%

\$22	5K												
\$15	0K												
\$7	5K												
	0 Aug '18		0ct	Nov	Dec '18	Jan	Feb	Mar '19	Apr		Jun	Jul '19	Aug '19
	\$249K	\$265K	\$269K	\$279K	\$279K	\$299K	\$290K	\$299K	\$299K	\$279K	\$299K	\$287K	\$282K
	\$219K	\$225K	\$229K	\$240K	\$231K	\$233K	\$232K	\$239K	\$243K	\$243K	\$250K	\$245K	\$249K
	13%	18%	17%	16%	21%	28%	25%	25%	23%	15%	20%	18%	13%





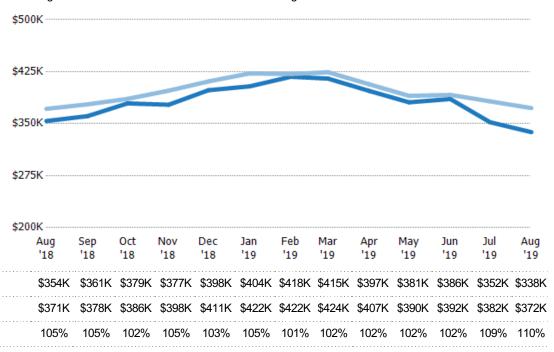
Average Listing Price vs Average Est Value

The average listing price as a percentage of the average AVM or RVM® valuation estimate for active listings each month.

Filters Used

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



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

Avg Est Value

Avg Listing Price

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

Avg Listing Price as a % of Avg Est Value

Family Residence

\$250K												
\$200K												
\$150K												
\$100K								A	Mari		31	
	Sep '18	0ct	Nov	Dec '18	Jan '19	Feb	Mar '19	Apr '19	May '19		Jul '19	Aug '19
Aug '18	Sep	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	'19	'19	'19	'19	'19
Aug '18 \$229k	Sep '18	Oct '18 \$255K	Nov '18 \$251K	Dec '18 \$254K	Jan '19 \$262K	Feb '19 \$265K	Mar '19 \$283K	'19 \$271K	'19 \$256K	'19 \$277K	'19 \$249K	'19 \$240K



Median Est Value

Median Listing Price

Med Listing Price as a % of Med Est Value



9%

19%

9%



Market Data Report

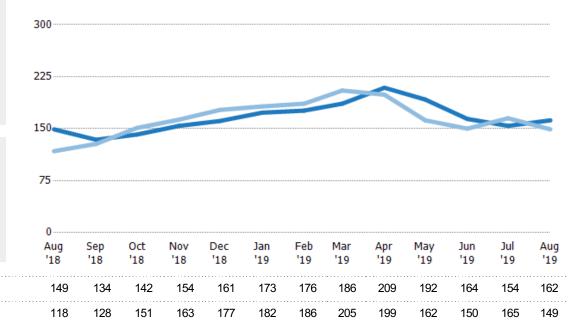
Median Days in RPR

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

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

Davis	0/ Oh a
Days	% Chg.
162	8.7%
149	26.8%
118	12.3%
	149



-9%

-5%

-5%

Months of Inventory

Percent Change from Prior Year

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

27%

66%

-35%

8%

5%

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

Month/ Year	Months	% Chg.
Aug '19	20.3	-25.3%
Aug '18	27.2	65.5%
Aug '17	16.4	62.8%

Percent Change from Prior Year

23												/
0		Oct					Mar '19		May '19	Jun	Jul '19	Aug '19
27.2	15.2	14.8	15.3	7.97	13.8	18.6	13.3	14.7	11.8	15.7	17.3	20.3
16.4	23.4	13.8	11.2	10.2	10.2	20.9	13	11.5	17.8	11.4	15.2	27.2

Current Year

Prior Year



2%

28%

-34%

37%

14%

36%

-22%

36%

-11%

-25%

-1%

1%



Market Data Report

Absorption Rate

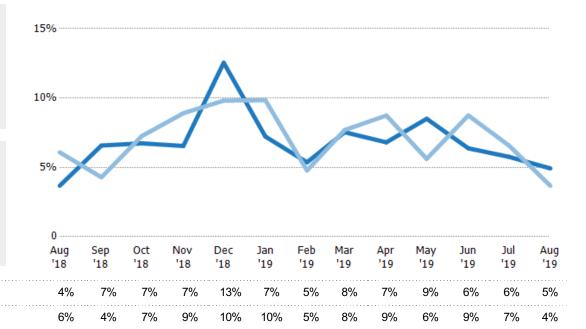
The percentage of inventory sold per month.

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

Condo/Townhouse/Apt, Single Family Residence

Month/ Year	Rate	Chg.
Aug '19	5%	-1.3%
Aug '18	4%	2.4%
Aug '17	6%	-38.5%



Active/Pending/Sold Units

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

2%

1%

2%

-3%

3%

Filters Used

Current Year

Change from Prior Year

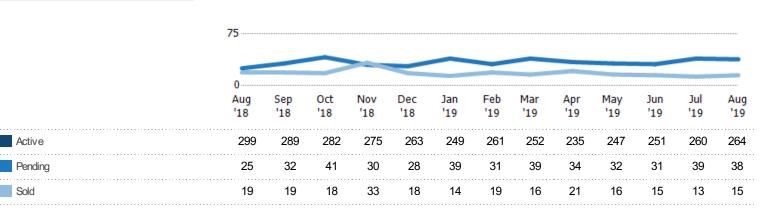
Prior Year

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 300 225 150

0%

-1%

-3%







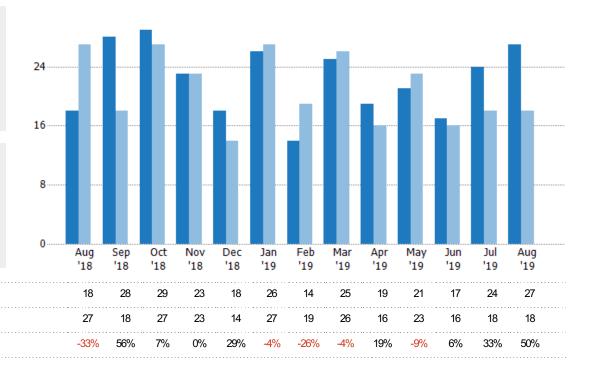
New Pending Sales

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

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

Month/ Year	Count	% Chg.
Aug '19	27	50%
Aug '18	18	-33.3%
Aug '17	27	-18.5%



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

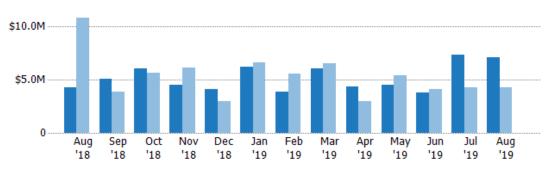
Prior Year

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

Condo/Townhouse/Apt, Single Family Residence

Month/ Year	Volume	% Chg.
Aug '19	\$7.09M	66.4%
Aug '18	\$4.26M	-60.6%
Aug '17	\$10.8M	-38.8%





Current Year	\$4.26M	\$5.06M	\$6.03M	\$4.46M	\$4.1M	\$6.19M	\$3.86M	\$5.99M	\$4.35M	\$4.49M	\$3.76M	\$7.32M	\$7.09M
Prior Year	\$10.8M	\$3.83M	\$5.6M	\$6.08M	\$2.95M	\$6.59M	\$5.52M	\$6.47M	\$2.98M	\$5.34M	\$4.09M	\$4.29M	\$4.26M
Percent Change from Prior Year	-61%	32%	8%	-27%	39%	-6%	-30%	-7%	46%	-16%	-8%	71%	66%



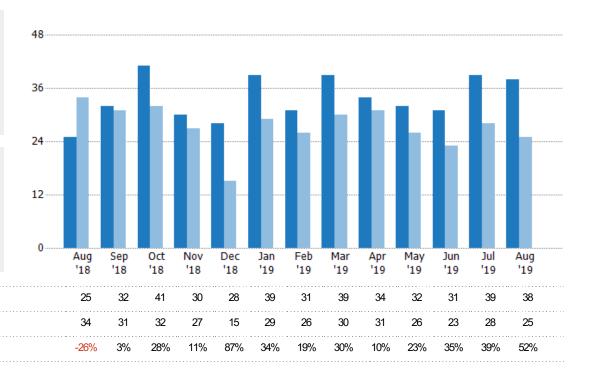
Pending Sales

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

Month/ Year	Count	% Chg.
Aug '19	38	52%
Aug '18	25	-26.5%
Aug '17	34	11.8%



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.

Filters Used

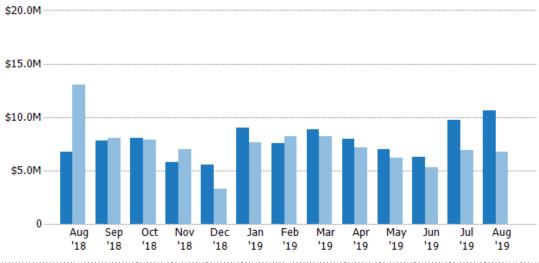
Current Year

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

Condo/Townhouse/Apt, Single Family Residence

Volume	% Chg.
\$10.6M	56.4%
\$6.77M	-48.1%
\$13M	-4.2%
	\$10.6M \$6.77M









Closed Sales

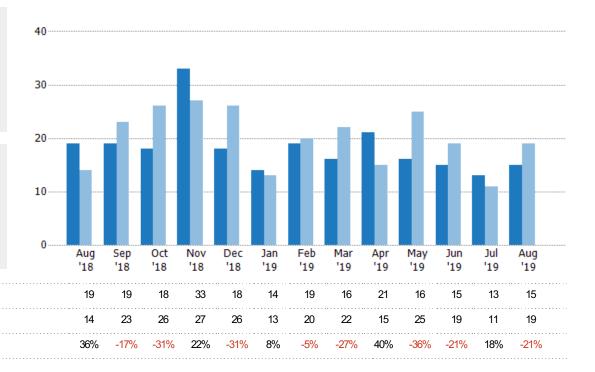
The total number of residential properties sold each month.

Filters Used

ZIP: East Dover, VT 05341, South
Newfane, VT 05351, Wardsboro, VT
05355, West Dover, VT 05356,
Wlmington, VT 05363

Property Type:
Condo/Townhouse/Apt, Single
Family Residence

Month/ Year	Count	% Chg.
Aug '19	15	-21.1%
Aug '18	19	35.7%
Aug '17	14	50%



Closed Sales Volume

Percent Change from Prior Year

Current Year

Prior Year

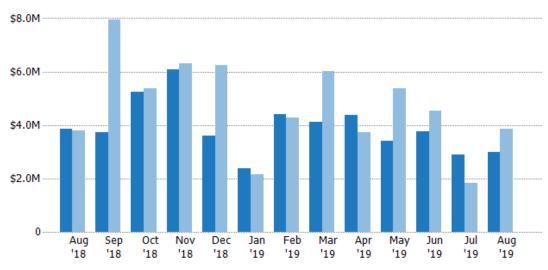
The sum of the sales price of residential properties sold each month.

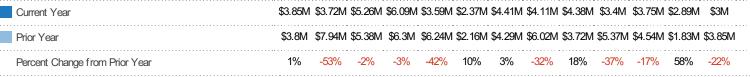
Filters Used

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

Condo/Townhouse/Apt, Single Family Residence

Month/ Year	Volume	% Chg.
Aug '19	\$3M	-22.2%
Aug '18	\$3.85M	1.2%
Aug '17	\$3.8M	24.3%







Family Residence

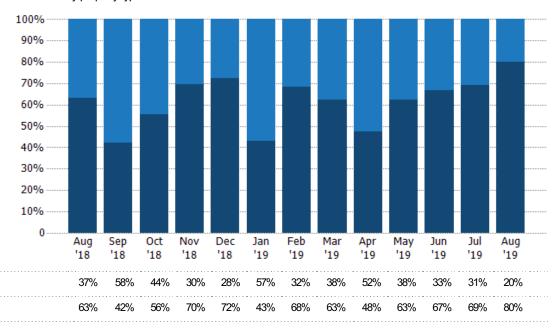
Condo/Townhouse

Market Data Report

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, Wilmington, VT 05363 Property Type: Condo/Townhouse/Apt, Single



Average Sales Price

Single Family Residence

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

0 ····· Aug

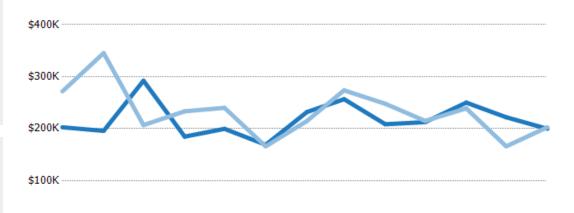
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Filters Used

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

Month/ Year	Price	% Chg.
Aug '19	\$200K	-1.4%
Aug '18	\$203K	-25.4%
Aug '17	\$272K	-17.1%



	'18	'18	'18	'18	'18	'19	'19	'19	'19	'19	'19	'19	'19
Current Year	\$203K	\$196K	\$292K	\$185K	\$200K	\$169K	\$232K	\$257K	\$209K	\$213K	\$250K	\$222K	\$200K
Prior Year	\$272K	\$345K	\$207K	\$233K	\$240K	\$166K	\$215K	\$274K	\$248K	\$215K	\$239K	\$166K	\$203K
 Percent Change from Prior Year	-25%	-43%	41%	-21%	-17%	2%	8%	-6%	-16%	-1%	5%	34%	-1%

Dec

Jan

Feb

Mar

Apr

May

Jun

Jul

Aug

Nov



Median Sales Price

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

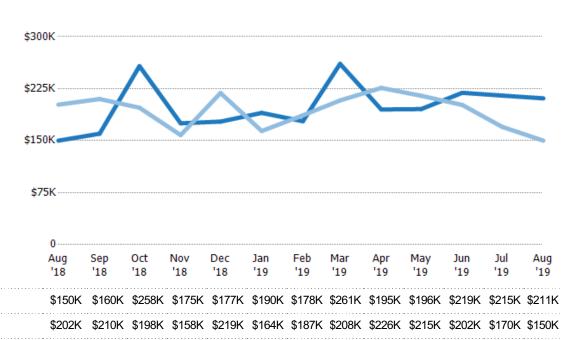
Filters Used

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 Family Residence

Month/ Year	Price	% Chg.
Aug '19	\$211K	40.7%
Aug '18	\$150K	-25.7%
Aug '17	\$202K	-0.9%

Percent Change from Prior Year



16%

25%

-19%

Average Sales Price vs Average Listing Price

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

30%

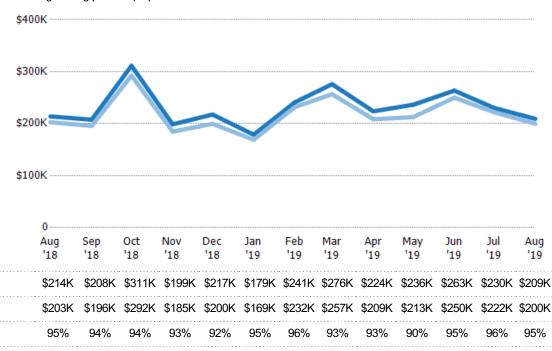
Filters Used

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:

Avg Sales Price as a % of Avg List Price

Condo/Townhouse/Apt, Single Family Residence



Avg List Price Avg Sales Price

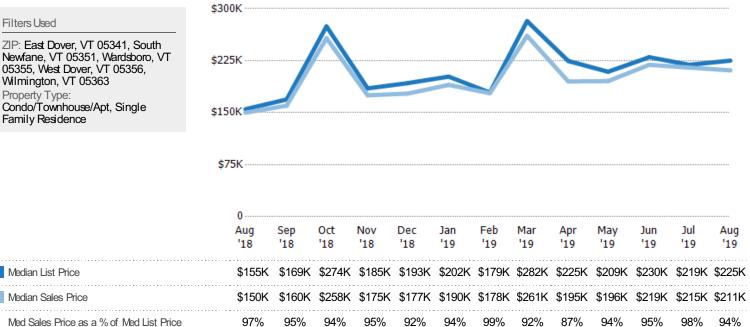


Median Sales Price vs Median Listing Price

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



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



Average Sales Price vs Average Est Value

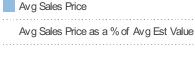
The average sales price as a percentage of the average AVM or RVM® valuation estimate for properties sold each month.

Filters Used

ZIP: 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





\$263K \$230K \$209K 123% 79% 138% 119% 94% 72% 92% 101% 105% 98% 109% 77% 109%

Avg Est Value



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

Family Residence

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

