

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	100	96	+4.2%	684	616	+11%
New Listing Volume	\$26,192,800	\$29,425,750	-11%	\$200,179,288	\$174,312,835	+14.8%
Active Listing Count	402	424	-5.2%	N/A	N/A	
Active Listing Volume	\$144,379,237	\$149,086,584	-3.2%	N/A	N/A	
Average Listing Price	\$359,152	\$351,619	+2.1%	\$358,008	\$351,418	+1.9%
Median Listing Price	\$299,900	\$275,000	+9.1%	\$289,436	\$269,725	+7.3%
Median Days in RPR	96.5	102	-5.4%	129.52	135.13	-4.2%
Months of Inventory	5.4	10.3	-48.2%	8.5	7.3	+17.5%
Absorption Rate	18.66%	9.67%	+9%	11.7%	13.74%	-2%
Sales Activity Charts Metrics						
New Pending Sales Count	92	70	+31.4%	579	434	+33.4%
New Pending Sales Volume	\$30,993,800	\$16,659,600	+86%	\$155,939,085	\$108,637,100	+43.5%
Pending Sales Count	132	100	+32%	N/A	N/A	
Pending Sales Volume	\$40,947,300	\$25,017,300	+63.7%	N/A	N/A	
Closed Sales Count	71	73	-2.7%	417	350	+19.1%
Closed Sales Volume	\$17,372,510	\$19,044,880	-8.8%	\$108,273,526	\$85,823,187	+26.2%
Average Sales Price	\$244,683	\$260,889	-6.2%	\$259,649	\$245,209	+5.9%
Median Sales Price	\$215,000	\$239,000	-10%	\$214,923	\$220,805	-2.7%

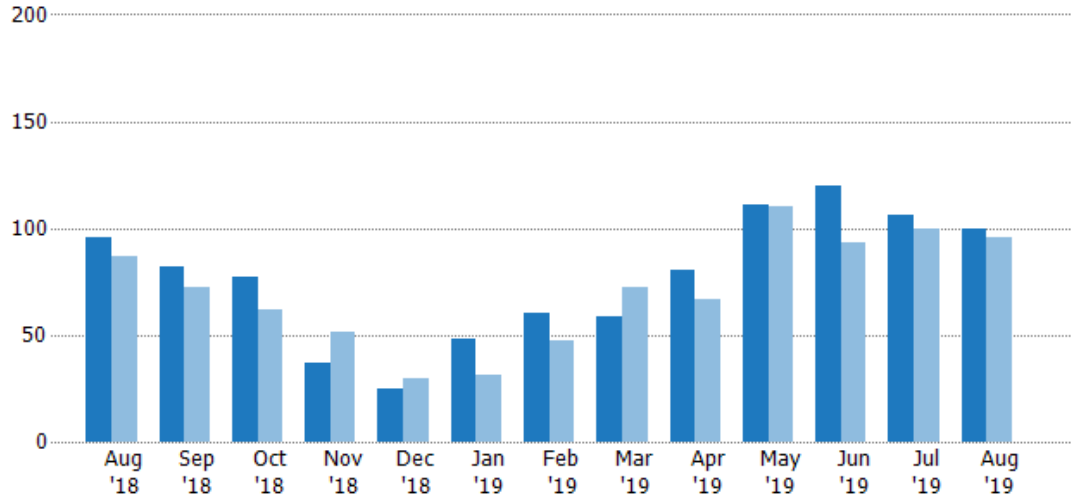
New Listings

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.
Aug '19	100	4.2%
Aug '18	96	10.3%
Aug '17	87	-17.2%



Current Year	96	82	77	37	25	48	60	59	80	111	120	106	100
Prior Year	87	72	62	51	30	31	47	72	67	110	93	100	96
Percent Change from Prior Year	10%	14%	24%	-27%	-17%	55%	28%	-18%	19%	1%	29%	6%	4%

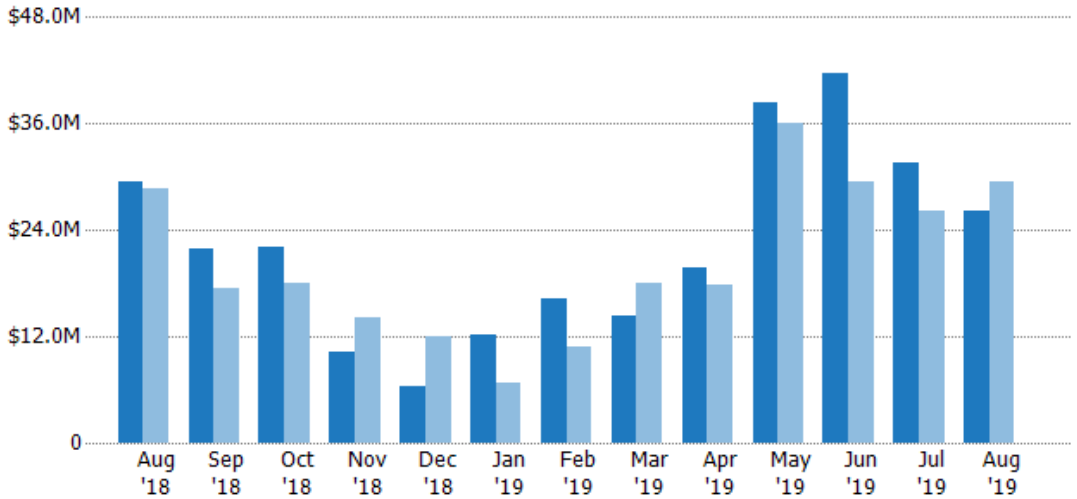
New Listing Volume

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.
Aug '19	\$26.2M	-11%
Aug '18	\$29.4M	2.9%
Aug '17	\$28.6M	-40.3%



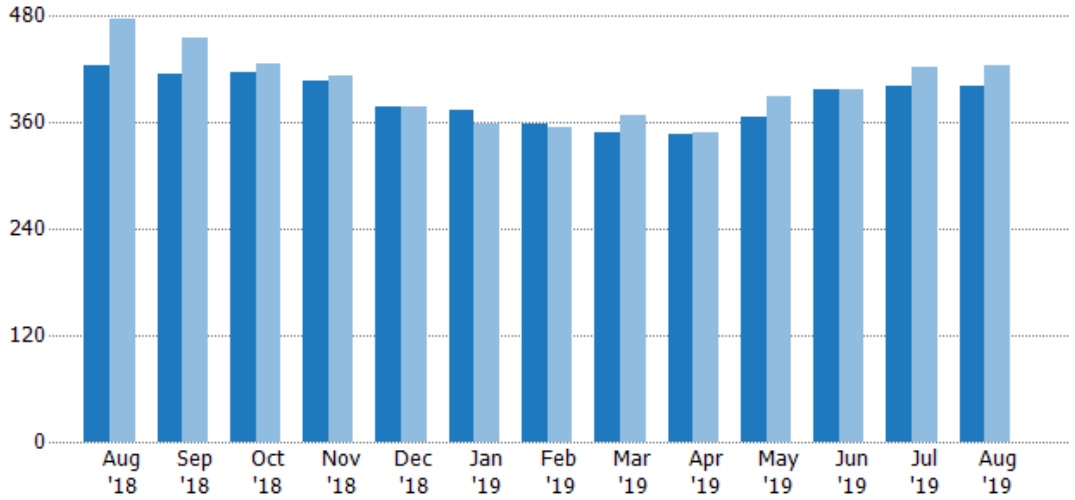
Current Year	\$29.4M	\$22M	\$22.1M	\$10.2M	\$6.3M	\$12.2M	\$16.2M	\$14.4M	\$19.7M	\$38.4M	\$41.6M	\$31.5M	\$26.2M
Prior Year	\$28.6M	\$17.4M	\$18M	\$14.2M	\$11.9M	\$6.67M	\$10.8M	\$18M	\$17.7M	\$36M	\$29.5M	\$26.2M	\$29.4M
Percent Change from Prior Year	3%	26%	23%	-28%	-47%	82%	50%	-20%	11%	7%	41%	20%	-11%

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



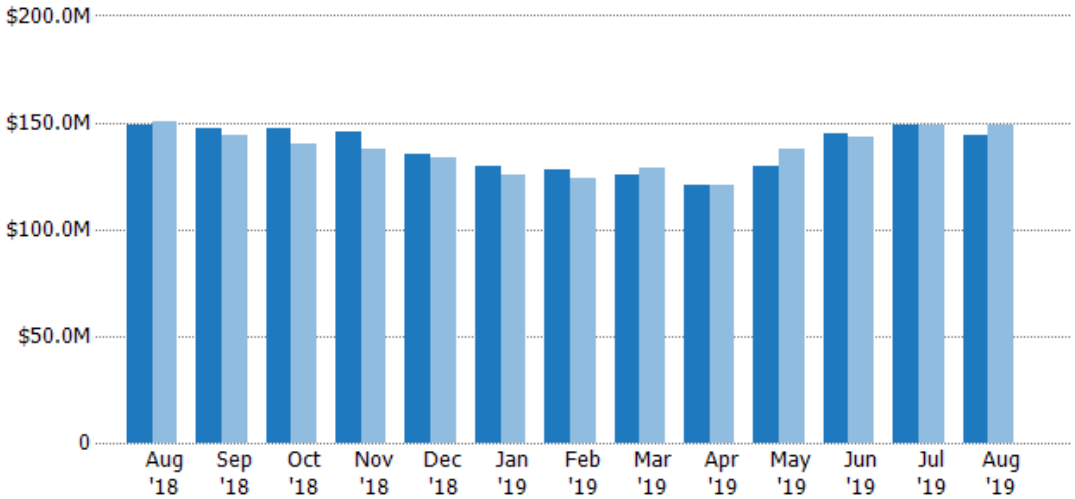
Month/Year	Current Year	Prior Year	Percent Change from Prior Year
Aug '19	402	424	-5.2%
Aug '18	424	477	-11.1%
Aug '17	477		-2.3%

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	Current Year	Prior Year	Percent Change from Prior Year
Aug '19	\$144M	\$149M	-3.2%
Aug '18	\$149M	\$151M	-1%
Aug '17	\$151M		-13.3%

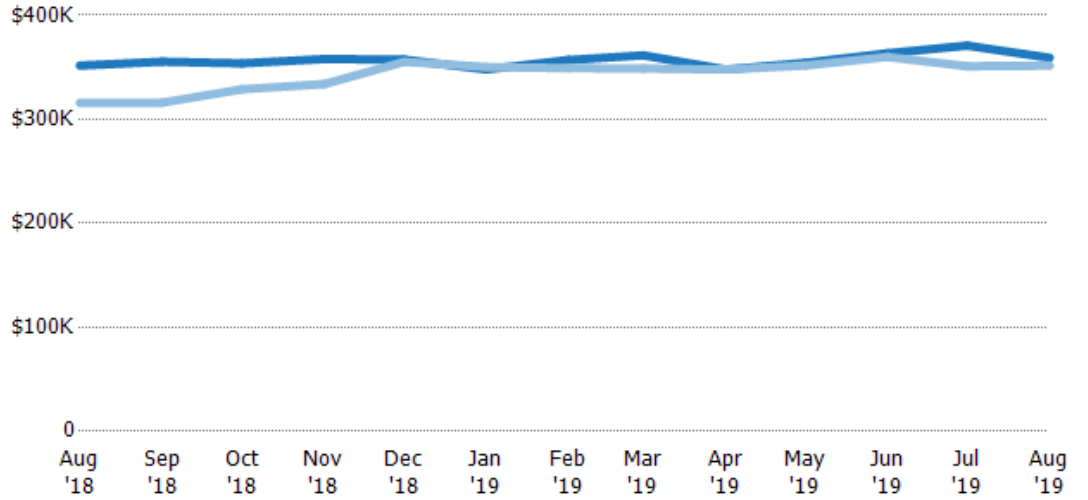
Average Listing Price

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.
Aug '19	\$359K	2.1%
Aug '18	\$352K	11.4%
Aug '17	\$316K	-11.2%



Current Year	\$352K	\$355K	\$354K	\$358K	\$357K	\$348K	\$357K	\$362K	\$348K	\$354K	\$363K	\$371K	\$359K
Prior Year	\$316K	\$316K	\$329K	\$334K	\$355K	\$350K	\$349K	\$349K	\$348K	\$352K	\$360K	\$351K	\$352K
Percent Change from Prior Year	11%	12%	8%	7%	1%	-1%	2%	4%	0%	1%	1%	6%	2%

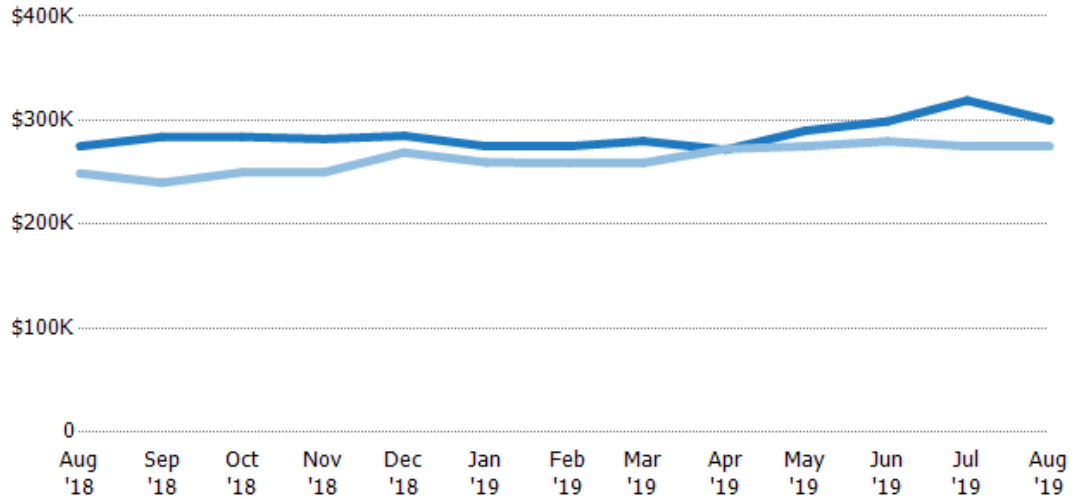
Median Listing Price

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.
Aug '19	\$300K	9.1%
Aug '18	\$275K	10.4%
Aug '17	\$249K	-13%



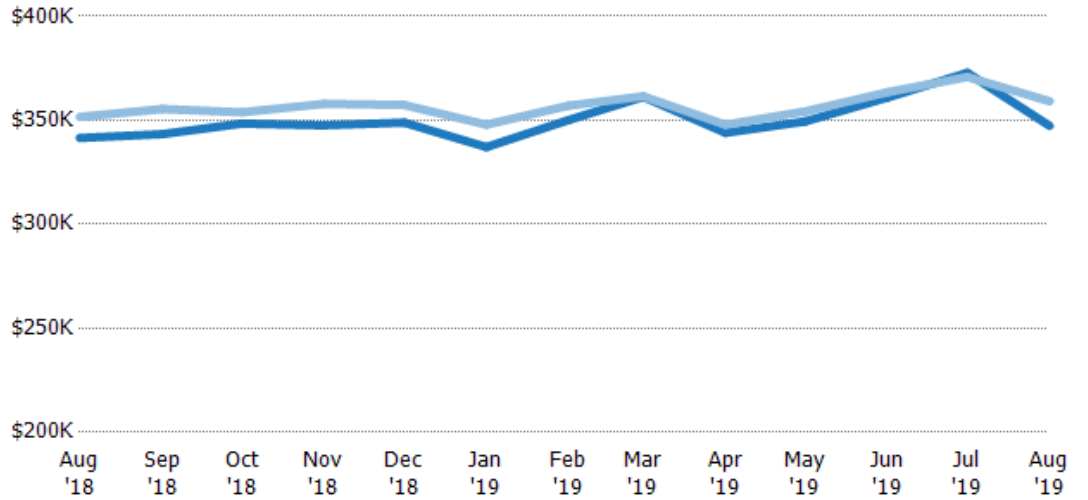
Current Year	\$275K	\$284K	\$284K	\$282K	\$285K	\$275K	\$275K	\$280K	\$272K	\$290K	\$299K	\$319K	\$300K
Prior Year	\$249K	\$240K	\$250K	\$250K	\$269K	\$260K	\$259K	\$259K	\$273K	\$275K	\$280K	\$275K	\$275K
Percent Change from Prior Year	10%	18%	14%	13%	6%	6%	6%	8%	0%	5%	7%	16%	9%

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



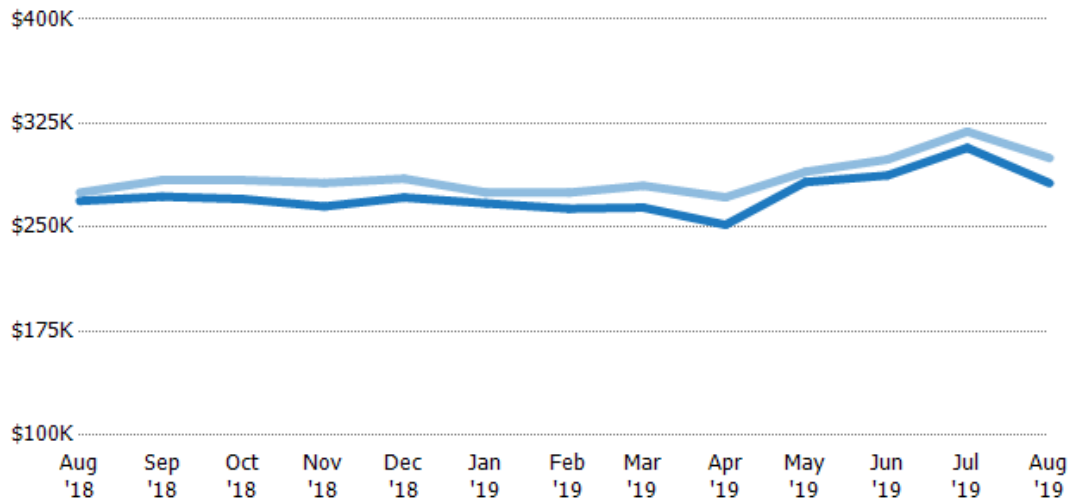
	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19
Avg Est Value	\$342K	\$343K	\$348K	\$348K	\$349K	\$337K	\$350K	\$361K	\$344K	\$349K	\$361K	\$373K	\$347K
Avg Listing Price	\$352K	\$355K	\$354K	\$358K	\$357K	\$348K	\$357K	\$362K	\$348K	\$354K	\$363K	\$371K	\$359K
Avg Listing Price as a % of Avg Est Value	103%	104%	102%	103%	102%	103%	102%	100%	101%	101%	101%	99%	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

State: VT
 County: Washington County, Vermont
 Property Type: Condo/Townhouse/Apt, Single Family Residence



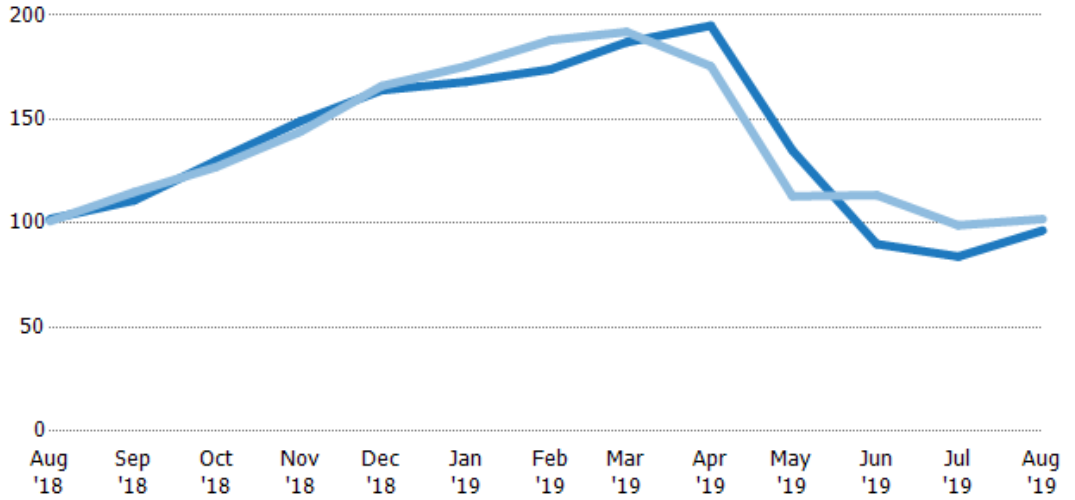
	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19
Median Est Value	\$269K	\$272K	\$270K	\$265K	\$271K	\$267K	\$263K	\$264K	\$252K	\$283K	\$287K	\$307K	\$282K
Median Listing Price	\$275K	\$284K	\$284K	\$282K	\$285K	\$275K	\$275K	\$280K	\$272K	\$290K	\$299K	\$319K	\$300K
Med Listing Price as a % of Med Est Value	102%	104%	105%	106%	105%	103%	104%	106%	108%	103%	104%	104%	106%

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.
Aug '19	96.5	-5.4%
Aug '18	102	1%
Aug '17	101	7.9%

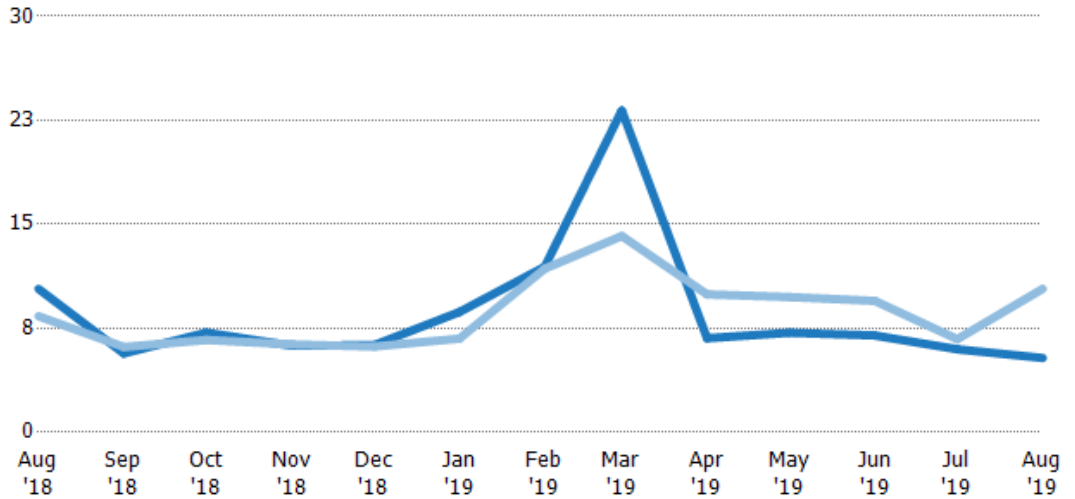
	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19
Current Year	102	111	130	149	164	168	174	187	195	135	90	84	96.5
Prior Year	101	115	127	144	166	176	188	192	176	113	114	99	102
Percent Change from Prior Year	1%	-3%	2%	3%	-1%	-4%	-7%	-3%	11%	19%	-21%	-15%	-5%

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.
Aug '19	5.36	-48.2%
Aug '18	10.3	23.6%
Aug '17	8.37	7.1%

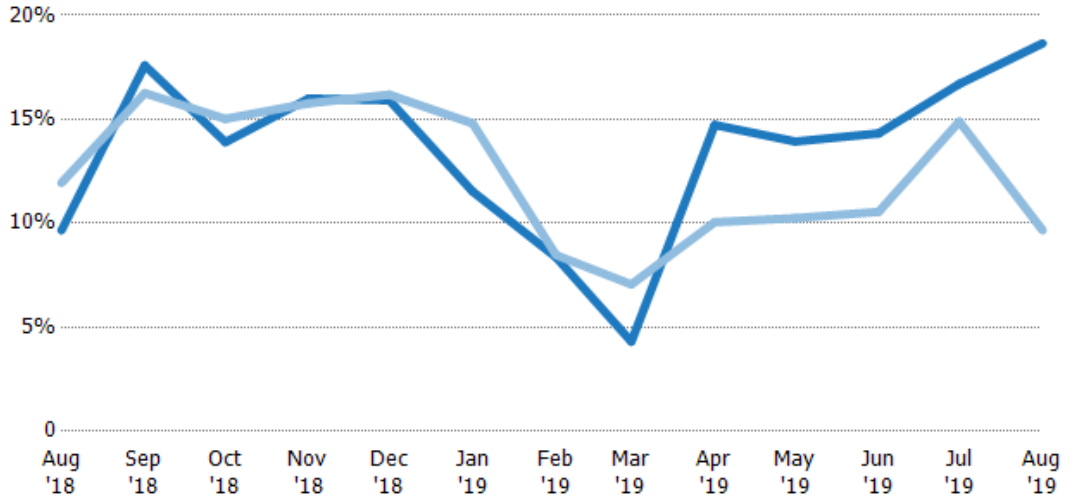
	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19
Current Year	10.3	5.68	7.19	6.25	6.28	8.67	11.9	23.2	6.78	7.18	6.98	5.99	5.36
Prior Year	8.37	6.15	6.66	6.34	6.18	6.75	11.8	14.2	9.94	9.75	9.48	6.71	10.3
Percent Change from Prior Year	24%	-8%	8%	-1%	2%	28%	1%	64%	-32%	-26%	-26%	-11%	-48%

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.
Aug '19	19%	-9%
Aug '18	10%	2.3%
Aug '17	12%	-6.6%

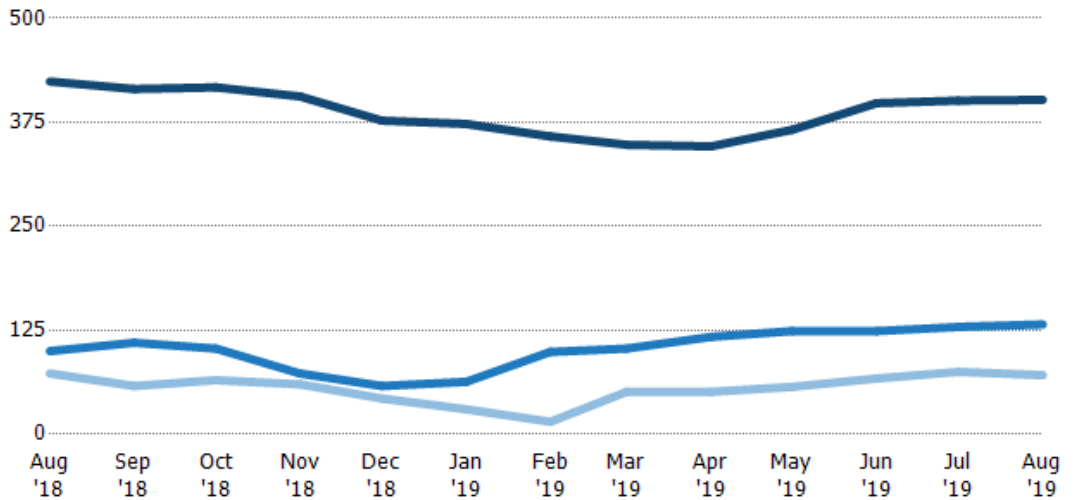
	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19
Current Year	10%	18%	14%	16%	16%	12%	8%	4%	15%	14%	14%	17%	19%
Prior Year	12%	16%	15%	16%	16%	15%	8%	7%	10%	10%	11%	15%	10%
Change from Prior Year	2%	-1%	1%	0%	0%	3%	0%	3%	-5%	-4%	-4%	-2%	-9%

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



	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
Active	424	415	417	406	377	373	358	348	346	366	398	401	402
Pending	100	110	103	73	58	63	99	103	117	124	124	129	132
Sold	73	58	65	60	43	30	15	51	51	57	67	75	71

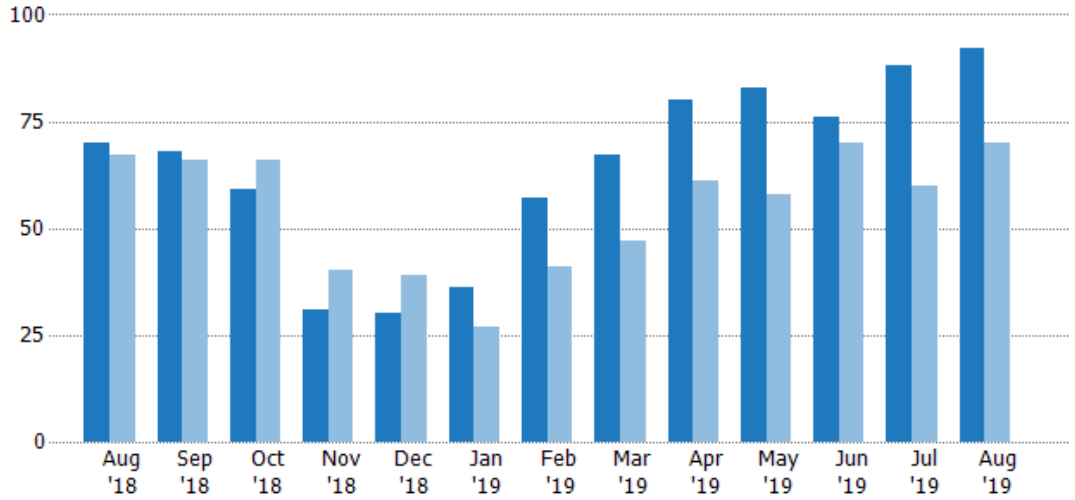
New Pending Sales

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.
Aug '19	92	31.4%
Aug '18	70	4.5%
Aug '17	67	-25.4%



Current Year	70	68	59	31	30	36	57	67	80	83	76	88	92
Prior Year	67	66	66	40	39	27	41	47	61	58	70	60	70
Percent Change from Prior Year	4%	3%	-11%	-23%	-23%	33%	39%	43%	31%	43%	9%	47%	31%

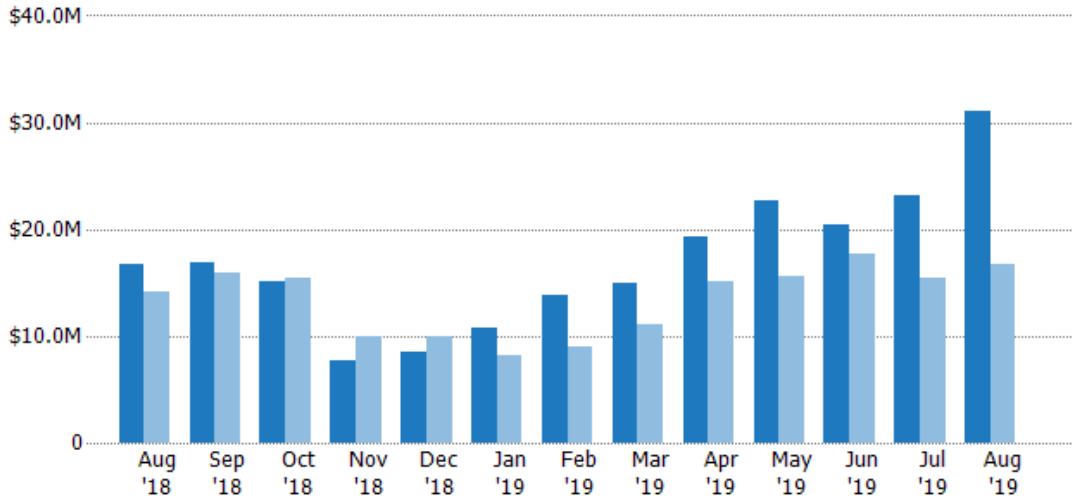
New Pending Sales Volume

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.
Aug '19	\$31M	86%
Aug '18	\$16.7M	17.7%
Aug '17	\$14.2M	-29.4%



Current Year	\$16.7M	\$16.8M	\$15.1M	\$7.67M	\$8.45M	\$10.8M	\$13.8M	\$14.9M	\$19.2M	\$22.7M	\$20.4M	\$23.2M	\$31M
Prior Year	\$14.2M	\$16M	\$15.4M	\$9.94M	\$9.97M	\$8.23M	\$9.05M	\$11.1M	\$15.1M	\$15.5M	\$17.6M	\$15.4M	\$16.7M
Percent Change from Prior Year	18%	5%	-2%	-23%	-15%	31%	52%	34%	28%	46%	16%	51%	86%

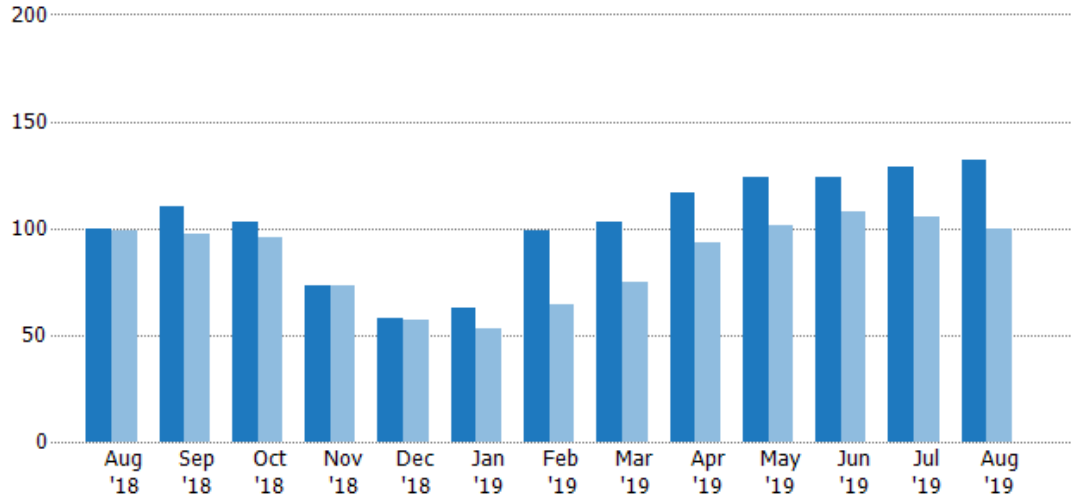
Pending Sales

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.
Aug '19	132	32%
Aug '18	100	1%
Aug '17	99	-1%



Current Year	100	110	103	73	58	63	99	103	117	124	124	129	132
Prior Year	99	97	96	73	57	53	64	75	93	101	108	105	100
Percent Change from Prior Year	1%	13%	7%	0%	2%	19%	55%	37%	26%	23%	15%	23%	32%

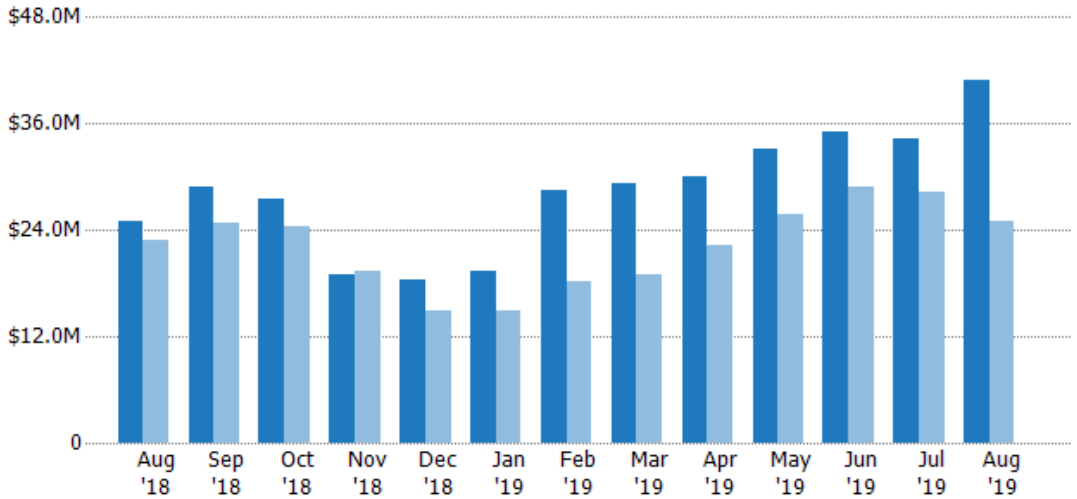
Pending Sales Volume

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.
Aug '19	\$40.9M	63.7%
Aug '18	\$25M	9.8%
Aug '17	\$22.8M	-8.8%



Current Year	\$25M	\$28.8M	\$27.5M	\$19M	\$18.4M	\$19.3M	\$28.4M	\$29.3M	\$30.1M	\$33.2M	\$35M	\$34.2M	\$40.9M
Prior Year	\$22.8M	\$24.8M	\$24.4M	\$19.3M	\$15M	\$14.8M	\$18.2M	\$18.9M	\$22.2M	\$25.7M	\$28.9M	\$28.4M	\$25M
Percent Change from Prior Year	10%	16%	13%	-2%	23%	30%	56%	55%	35%	29%	21%	21%	64%

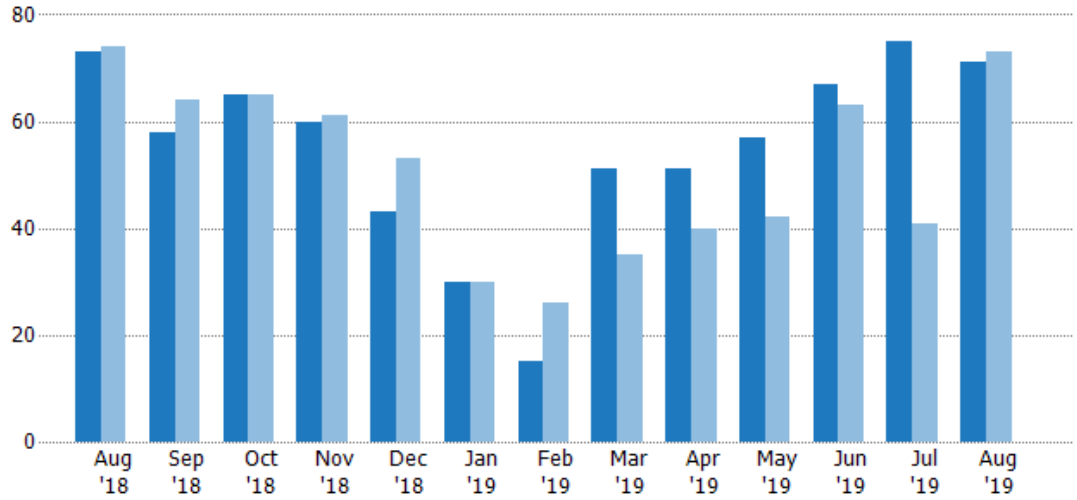
Closed Sales

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.
Aug '19	71	-2.7%
Aug '18	73	-1.4%
Aug '17	74	-12.2%



Current Year	73	58	65	60	43	30	15	51	51	57	67	75	71
Prior Year	74	64	65	61	53	30	26	35	40	42	63	41	73
Percent Change from Prior Year	-1%	-9%	0%	-2%	-19%	0%	-42%	46%	28%	36%	6%	83%	-3%

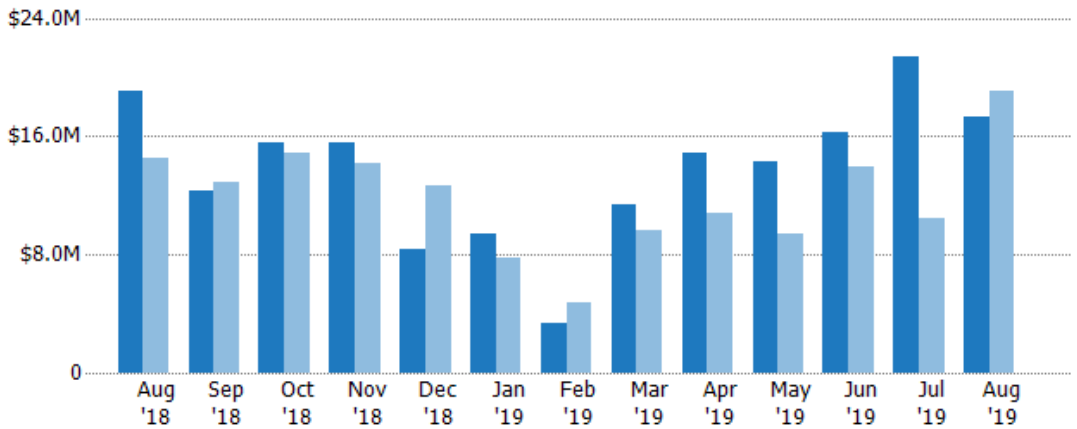
Closed Sales Volume

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.
Aug '19	\$17.4M	-8.8%
Aug '18	\$19M	31%
Aug '17	\$14.5M	12.8%



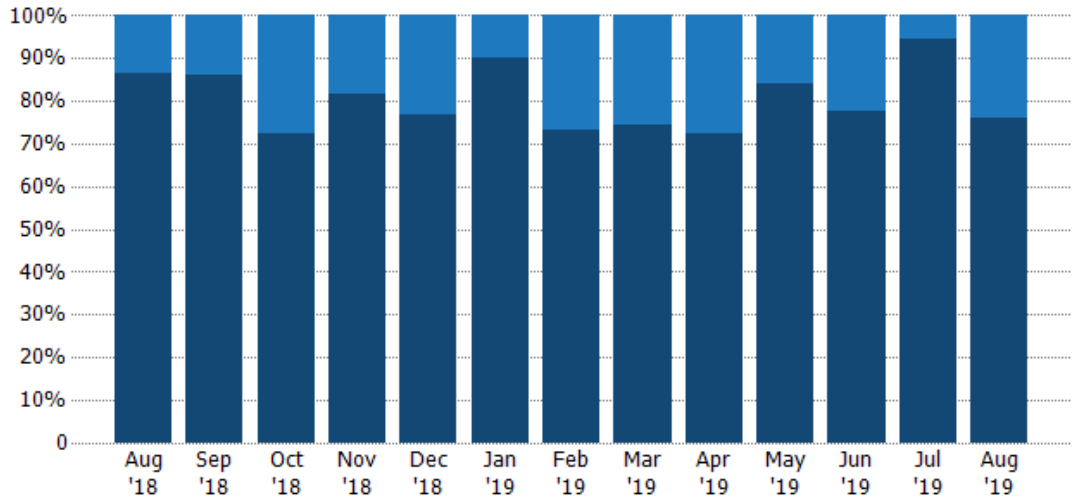
Current Year	\$19M	\$12.4M	\$15.6M	\$15.6M	\$8.37M	\$9.41M	\$3.34M	\$11.4M	\$14.9M	\$14.2M	\$16.3M	\$21.4M	\$17.4M
Prior Year	\$14.5M	\$12.9M	\$14.9M	\$14.2M	\$12.7M	\$7.82M	\$4.73M	\$9.63M	\$10.8M	\$9.46M	\$13.9M	\$10.4M	\$19M
Percent Change from Prior Year	31%	-4%	5%	10%	-34%	20%	-30%	18%	38%	51%	17%	105%	-9%

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



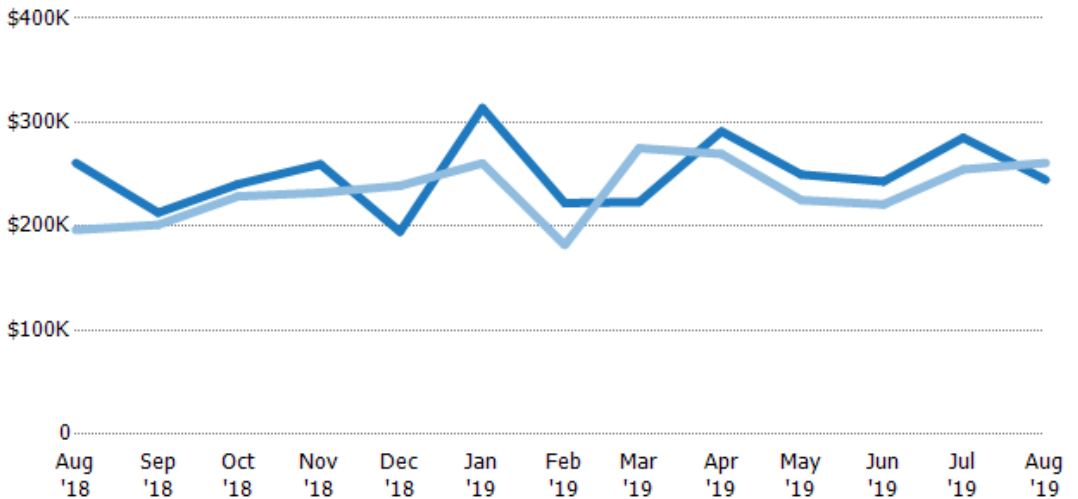
Condo/Townhouse	14%	14%	28%	18%	23%	10%	27%	25%	27%	16%	22%	5%	24%
Single Family Residence	86%	86%	72%	82%	77%	90%	73%	75%	73%	84%	78%	95%	76%

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.
Aug '19	\$245K	-6.2%
Aug '18	\$261K	32.8%
Aug '17	\$196K	28.4%

Current Year	\$261K	\$213K	\$240K	\$260K	\$195K	\$314K	\$222K	\$223K	\$291K	\$250K	\$243K	\$285K	\$245K
Prior Year	\$196K	\$201K	\$229K	\$232K	\$239K	\$261K	\$182K	\$275K	\$270K	\$225K	\$221K	\$255K	\$261K
Percent Change from Prior Year	33%	6%	5%	12%	-19%	20%	22%	-19%	8%	11%	10%	12%	-6%

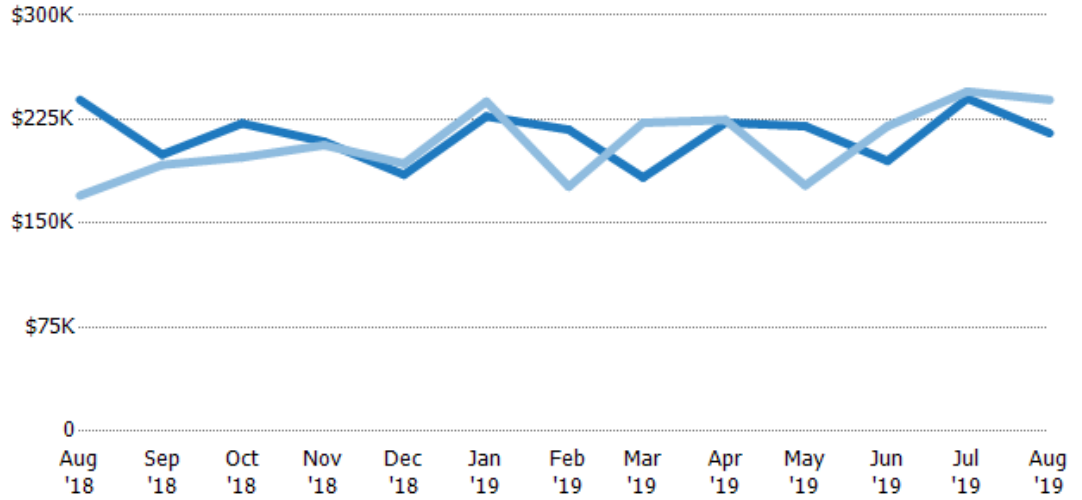
Median Sales Price

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.
Aug '19	\$215K	-10%
Aug '18	\$239K	40.6%
Aug '17	\$170K	26.5%



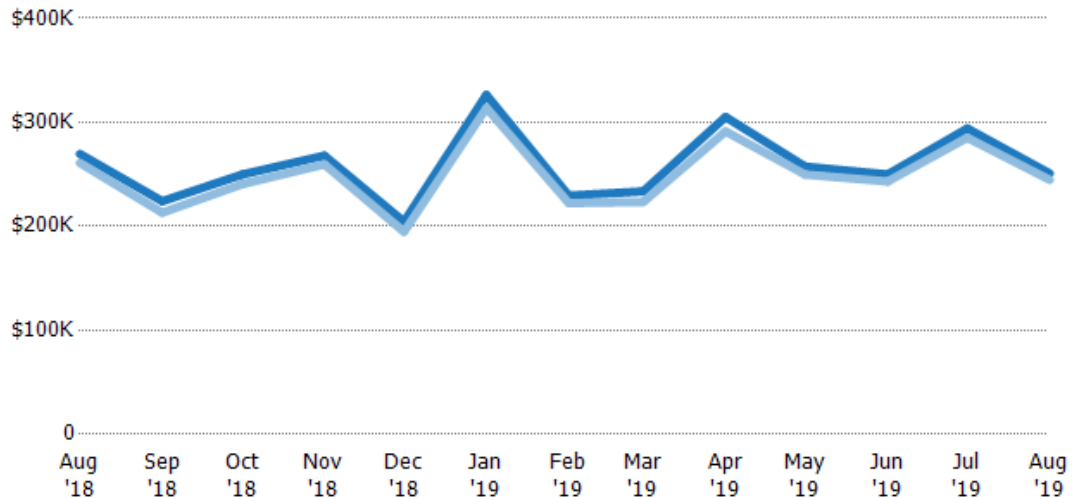
	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19
Current Year	\$239K	\$200K	\$222K	\$209K	\$185K	\$227K	\$218K	\$183K	\$223K	\$220K	\$195K	\$240K	\$215K
Prior Year	\$170K	\$192K	\$198K	\$206K	\$193K	\$238K	\$176K	\$223K	\$225K	\$177K	\$220K	\$245K	\$239K
Percent Change from Prior Year	41%	4%	12%	1%	-4%	-5%	23%	-18%	-1%	24%	-11%	-2%	-10%

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



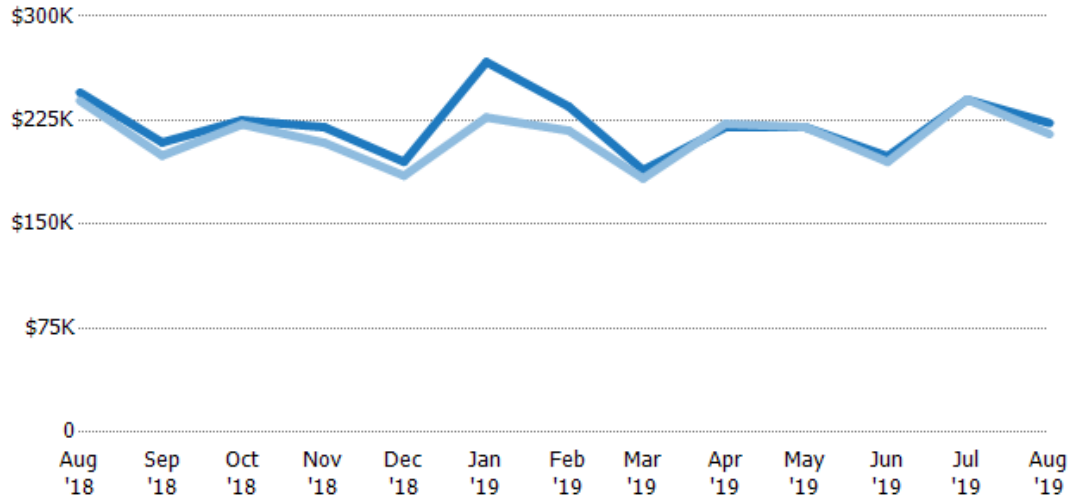
	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19
Avg List Price	\$270K	\$224K	\$250K	\$268K	\$204K	\$326K	\$229K	\$234K	\$305K	\$257K	\$250K	\$294K	\$251K
Avg Sales Price	\$261K	\$213K	\$240K	\$260K	\$195K	\$314K	\$222K	\$223K	\$291K	\$250K	\$243K	\$285K	\$245K
Avg Sales Price as a % of Avg List Price	97%	95%	96%	97%	95%	96%	97%	96%	95%	97%	97%	97%	98%

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



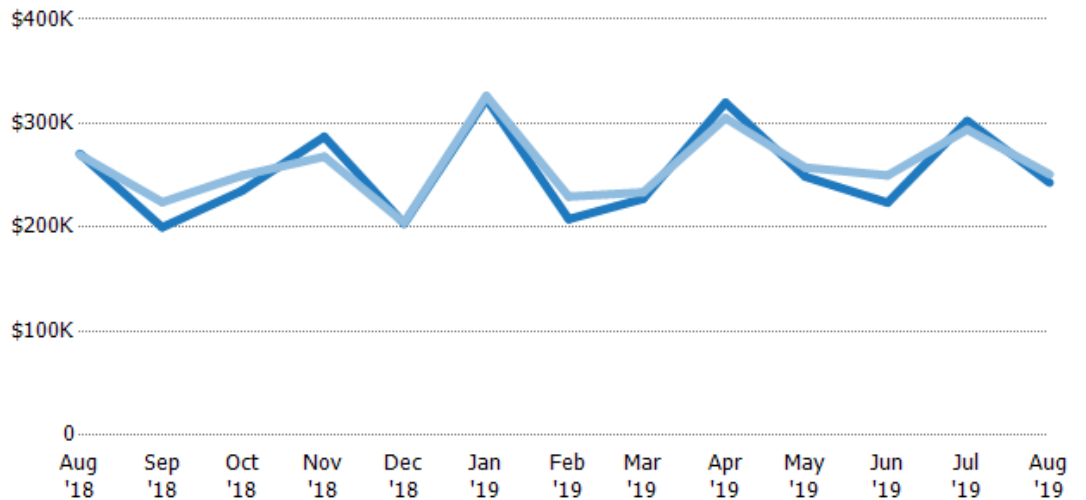
	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19
Median List Price	\$245K	\$209K	\$225K	\$220K	\$195K	\$267K	\$235K	\$189K	\$220K	\$220K	\$199K	\$240K	\$223K
Median Sales Price	\$239K	\$200K	\$222K	\$209K	\$185K	\$227K	\$218K	\$183K	\$223K	\$220K	\$195K	\$240K	\$215K
Med Sales Price as a % of Med List Price	98%	95%	99%	95%	95%	85%	93%	97%	101%	100%	98%	100%	96%

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



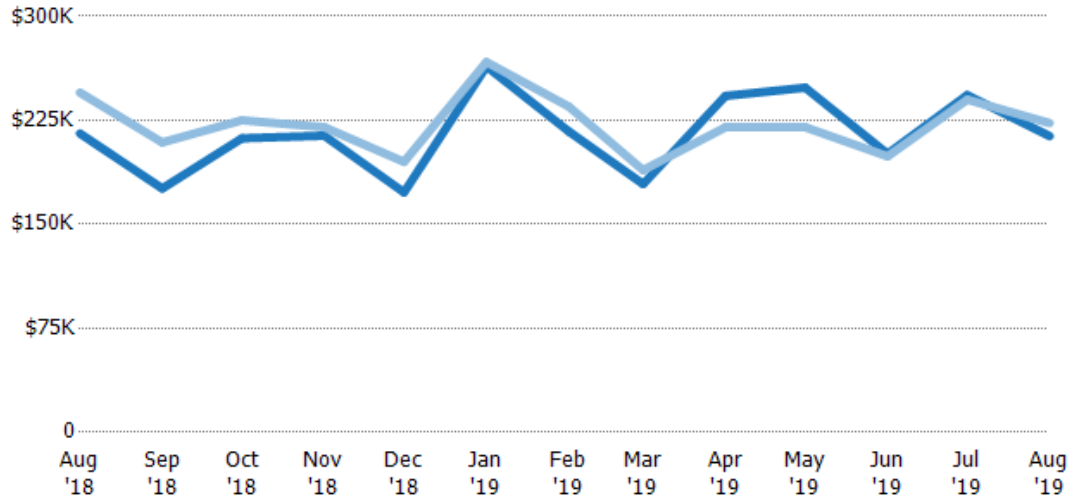
	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19
Avg Est Value	\$271K	\$200K	\$235K	\$287K	\$203K	\$323K	\$208K	\$227K	\$320K	\$249K	\$224K	\$302K	\$243K
Avg Sales Price	\$270K	\$224K	\$250K	\$268K	\$204K	\$326K	\$229K	\$234K	\$305K	\$257K	\$250K	\$294K	\$251K
Avg Sales Price as a % of Avg Est Value	100%	112%	106%	93%	100%	101%	110%	103%	95%	103%	112%	97%	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

State: VT
 County: Washington County, Vermont
 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	\$215K	\$176K	\$212K	\$214K	\$173K	\$264K	\$217K	\$179K	\$243K	\$249K	\$201K	\$243K	\$214K
Median Sales Price	\$245K	\$209K	\$225K	\$220K	\$195K	\$267K	\$235K	\$189K	\$220K	\$220K	\$199K	\$240K	\$223K
Med Sales Price as a % of Med Est Value	114%	119%	106%	103%	113%	101%	108%	106%	91%	89%	99%	99%	104%