

## 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	106	100	+6%	584	520	+12.3%
New Listing Volume	\$31,519,899	\$26,229,450	+20.2%	\$174,031,988	\$144,887,085	+20.1%
Active Listing Count	402	423	-5%	N/A	N/A	
Active Listing Volume	\$149,105,837	\$148,465,233	+0.4%	N/A	N/A	
Average Listing Price	\$370,910	\$350,982	+5.7%	\$357,942	\$351,385	+1.9%
Median Listing Price	\$319,450	\$275,000	+16.2%	\$288,126	\$268,878	+7.2%
Median Days in RPR	84	99	-15.2%	136.1	143.86	-5.4%
Months of Inventory	6	6.7	-10.6%	9.4	7.6	+24%
Absorption Rate	16.67%	14.89%	+1.8%	10.67%	13.22%	-2.6%
<b>Sales Activity Charts Metrics</b>						
New Pending Sales Count	88	60	+46.7%	487	364	+33.8%
New Pending Sales Volume	\$23,162,600	\$15,355,000	+50.8%	\$124,945,285	\$91,977,500	+35.8%
Pending Sales Count	129	105	+22.9%	N/A	N/A	
Pending Sales Volume	\$34,216,700	\$28,368,600	+20.6%	N/A	N/A	
Closed Sales Count	75	41	+82.9%	346	277	+24.9%
Closed Sales Volume	\$21,386,694	\$10,441,350	+104.8%	\$90,901,016	\$66,778,307	+36.1%
Average Sales Price	\$285,156	\$254,667	+12%	\$262,720	\$241,077	+9%
Median Sales Price	\$240,000	\$245,000	-2%	\$214,908	\$216,010	-0.5%

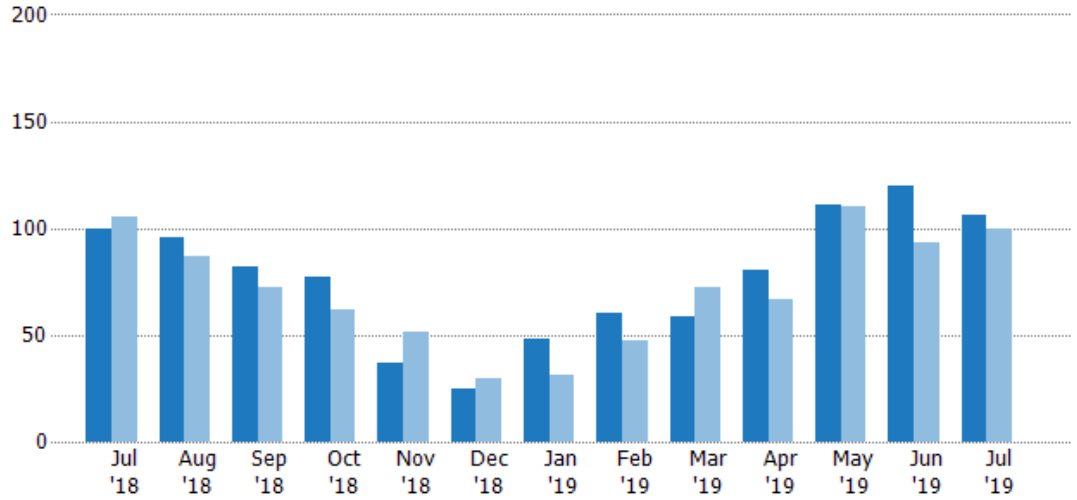
## New Listings

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.
Jul '19	106	6%
Jul '18	100	-4.8%
Jul '17	105	-20%



Current Year	100	96	82	77	37	25	48	60	59	80	111	120	106
Prior Year	105	87	72	62	51	30	31	47	72	67	110	93	100
Percent Change from Prior Year	-5%	10%	14%	24%	-27%	-17%	55%	28%	-18%	19%	1%	29%	6%

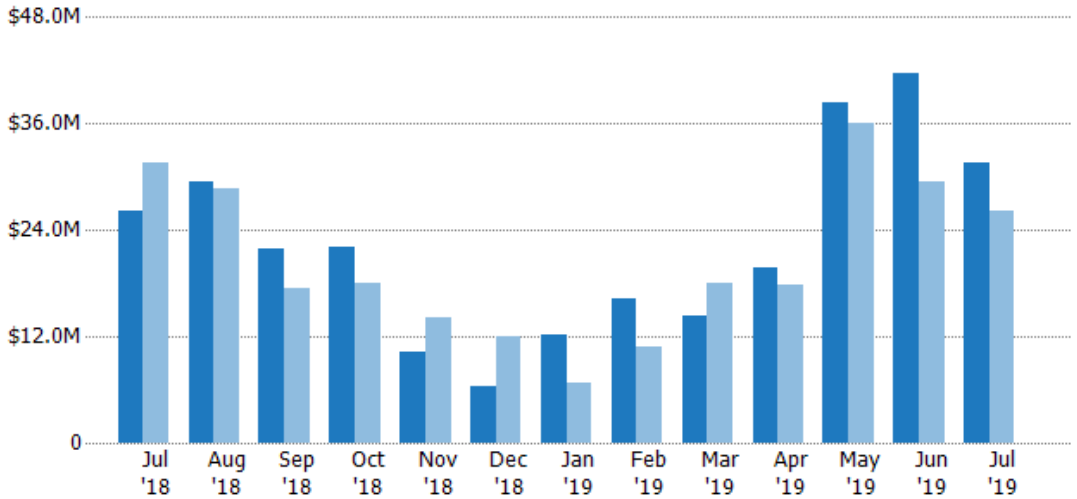
## New Listing Volume

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.
Jul '19	\$31.5M	20.2%
Jul '18	\$26.2M	-16.8%
Jul '17	\$31.5M	-42%



Current Year	\$26.2M	\$29.4M	\$22M	\$22.1M	\$10.2M	\$6.3M	\$12.2M	\$16.2M	\$14.4M	\$19.7M	\$38.4M	\$41.6M	\$31.5M
Prior Year	\$31.5M	\$28.6M	\$17.4M	\$18M	\$14.2M	\$11.9M	\$6.67M	\$10.8M	\$18M	\$17.7M	\$36M	\$29.5M	\$26.2M
Percent Change from Prior Year	-17%	3%	26%	23%	-28%	-47%	82%	50%	-20%	11%	7%	41%	20%

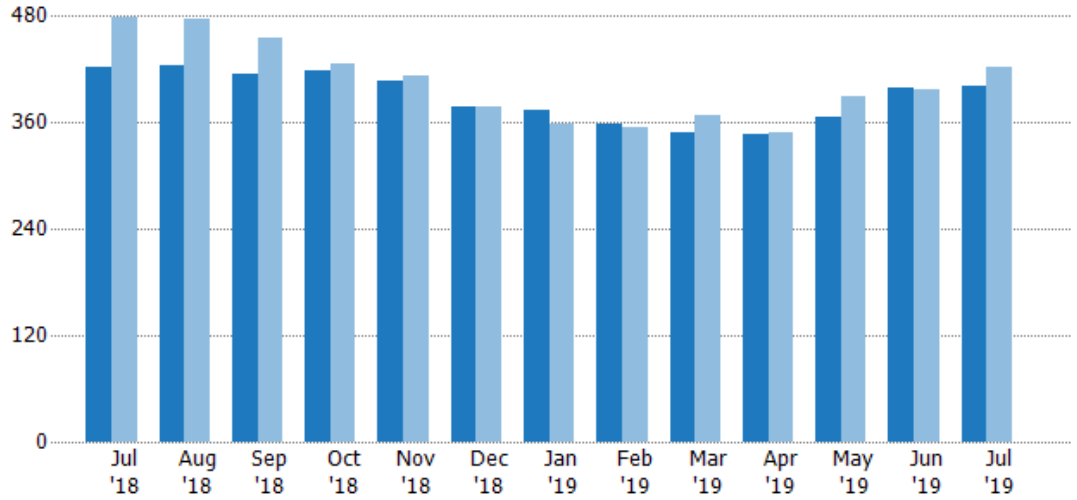
## Active Listings

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.
Jul '19	402	-5%
Jul '18	423	-11.7%
Jul '17	479	-4.8%



	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	423	424	415	418	407	378	374	359	349	347	367	399	402
Prior Year	479	477	455	426	412	377	358	354	368	348	390	398	423
Percent Change from Prior Year	-12%	-11%	-9%	-2%	-1%	0%	4%	1%	-5%	0%	-6%	0%	-5%

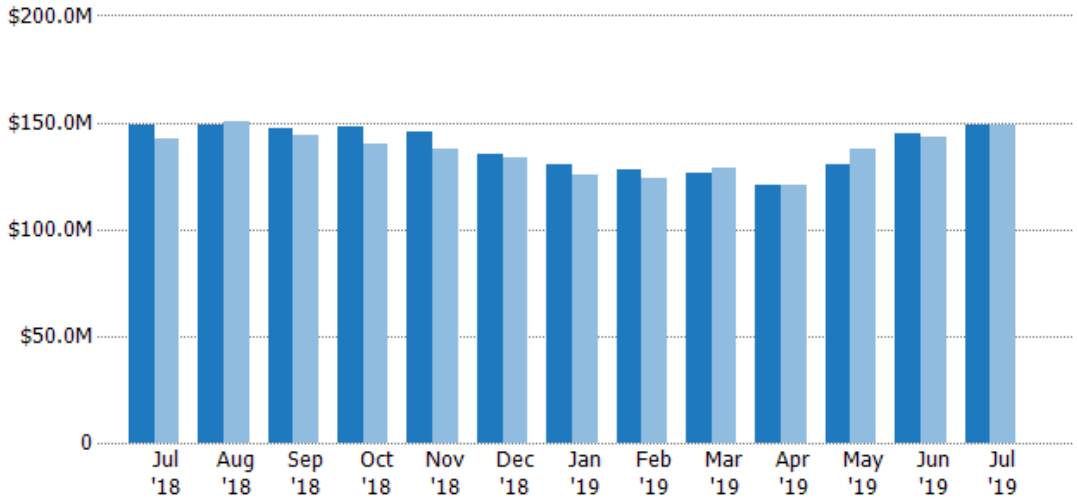
## Active Listing Volume

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.
Jul '19	\$149M	0.4%
Jul '18	\$148M	4.1%
Jul '17	\$143M	-11.5%



	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	\$148M	\$149M	\$147M	\$148M	\$146M	\$135M	\$130M	\$128M	\$126M	\$121M	\$130M	\$145M	\$149M
Prior Year	\$143M	\$151M	\$144M	\$140M	\$138M	\$134M	\$125M	\$124M	\$128M	\$121M	\$137M	\$143M	\$148M
Percent Change from Prior Year	4%	-1%	3%	6%	6%	1%	4%	4%	-2%	0%	-5%	1%	0%

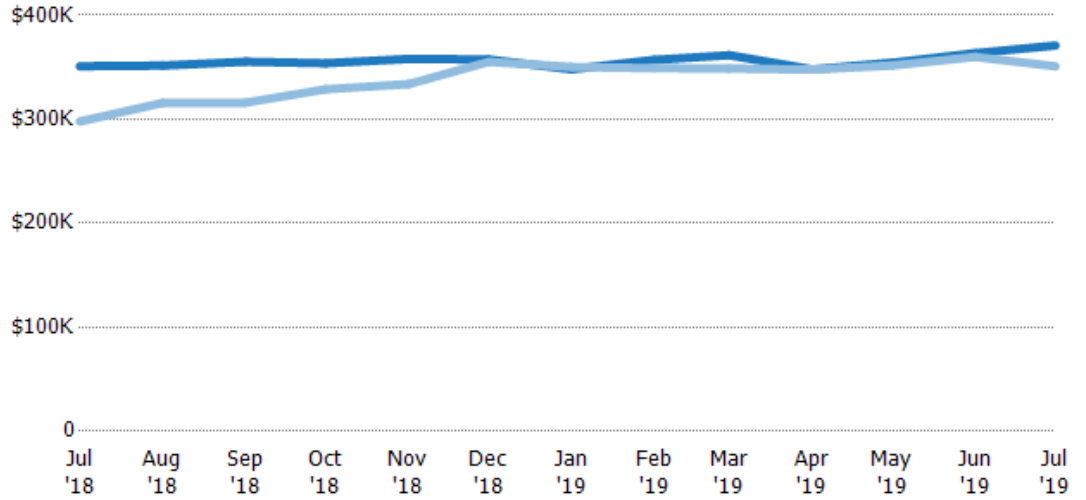
## Average Listing Price

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.
Jul '19	\$371K	5.7%
Jul '18	\$351K	17.8%
Jul '17	\$298K	-7%



Current Year	\$351K	\$352K	\$355K	\$354K	\$358K	\$357K	\$348K	\$357K	\$362K	\$348K	\$354K	\$364K	\$371K
Prior Year	\$298K	\$316K	\$316K	\$329K	\$334K	\$355K	\$350K	\$349K	\$349K	\$348K	\$352K	\$360K	\$351K
Percent Change from Prior Year	18%	11%	12%	8%	7%	1%	-1%	2%	4%	0%	1%	1%	6%

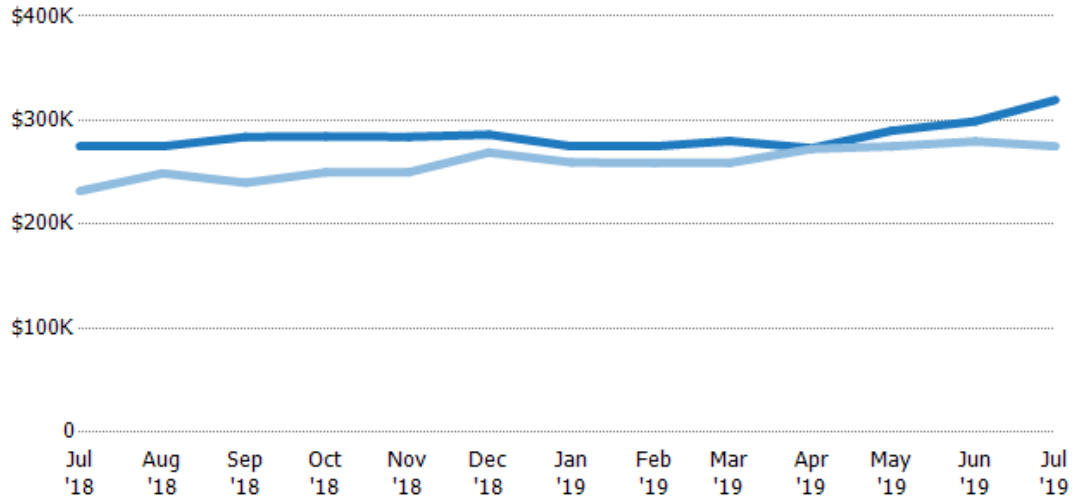
## Median Listing Price

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.
Jul '19	\$319K	16.2%
Jul '18	\$275K	18.5%
Jul '17	\$232K	-9.5%



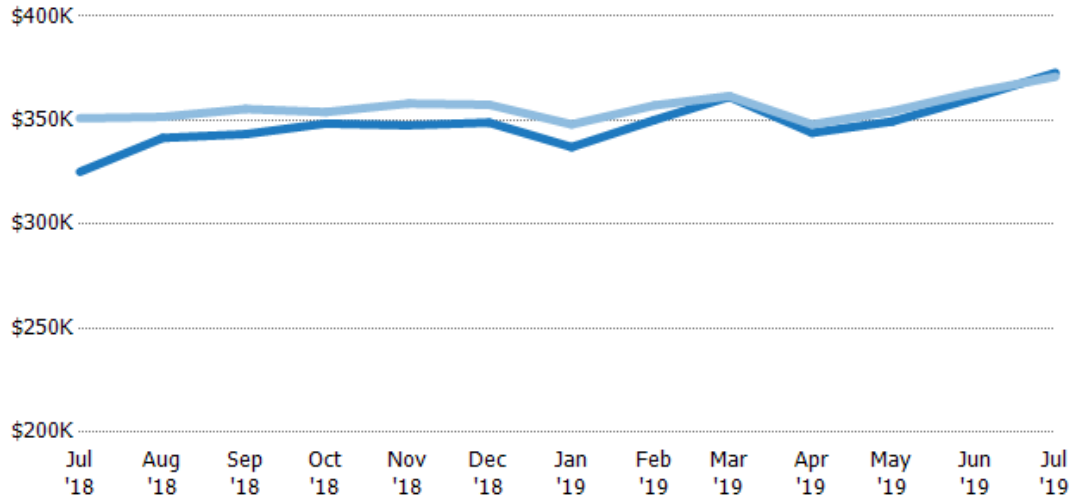
Current Year	\$275K	\$275K	\$284K	\$284K	\$284K	\$286K	\$275K	\$275K	\$280K	\$273K	\$290K	\$299K	\$319K
Prior Year	\$232K	\$249K	\$240K	\$250K	\$250K	\$269K	\$260K	\$259K	\$259K	\$273K	\$275K	\$280K	\$275K
Percent Change from Prior Year	19%	10%	18%	14%	14%	6%	6%	6%	8%	0%	5%	7%	16%

## 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

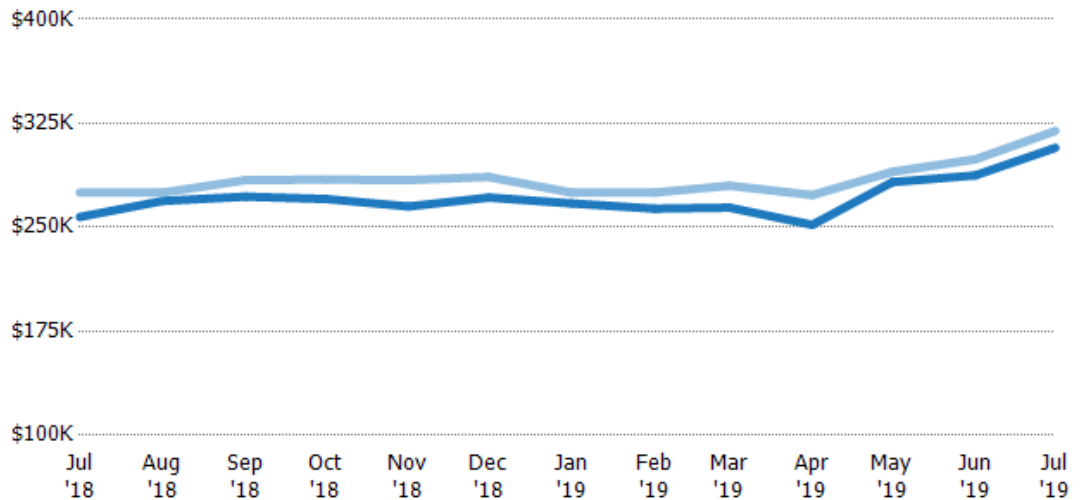


## Median Listing Price vs Median Est Value

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



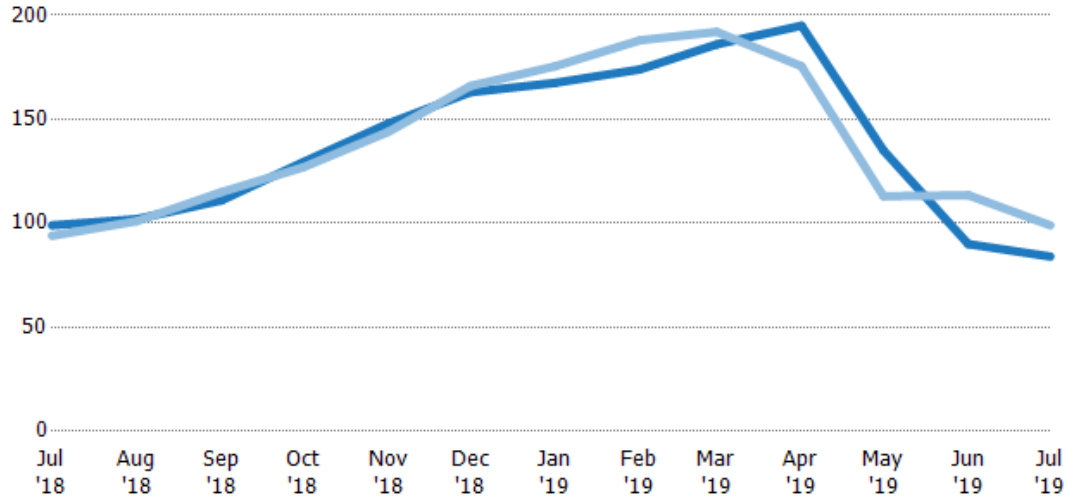
## Median Days in RPR

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.
Jul '19	84	-15.2%
Jul '18	99	5.3%
Jul '17	94	8.5%



	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	99	102	111	130	148	163	168	174	186	195	135	90	84
Prior Year	94	101	115	127	144	166	176	188	192	176	113	114	99
Percent Change from Prior Year	5%	1%	-3%	2%	3%	-2%	-5%	-7%	-3%	11%	19%	-21%	-15%

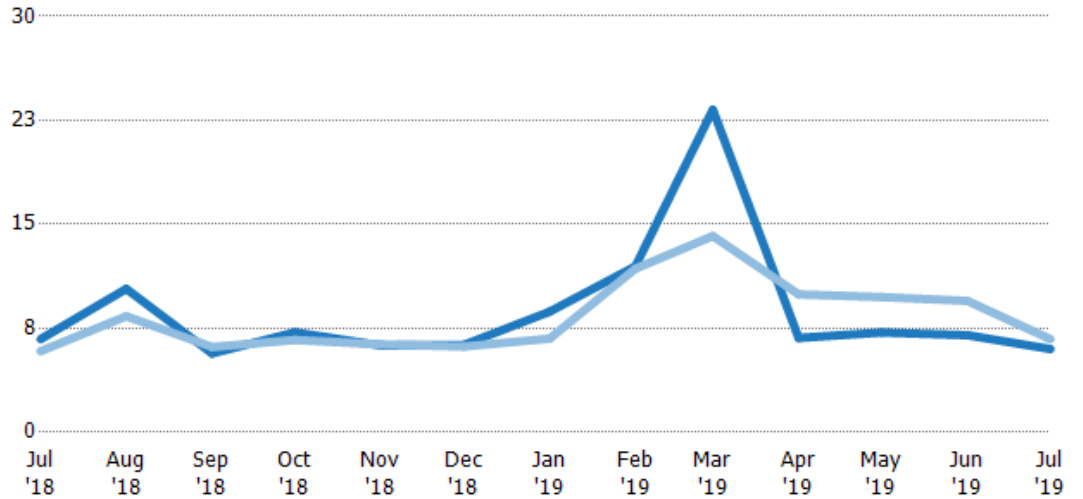
## Months of Inventory

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.
Jul '19	6	-10.6%
Jul '18	6.71	14.9%
Jul '17	5.84	77.4%



	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	6.71	10.3	5.68	7.21	6.26	6.3	8.7	12	23.3	6.8	7.2	7	6
Prior Year	5.84	8.37	6.15	6.66	6.34	6.18	6.75	11.8	14.2	9.94	9.75	9.48	6.71
Percent Change from Prior Year	15%	24%	-8%	8%	-1%	2%	29%	1%	64%	-32%	-26%	-26%	-11%

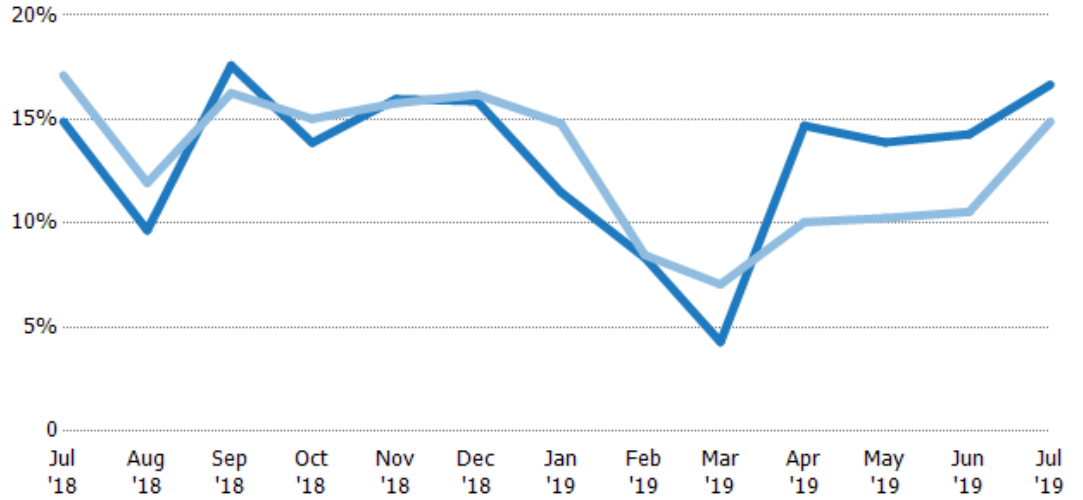
## Absorption Rate

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.
Jul '19	17%	-1.8%
Jul '18	15%	2.2%
Jul '17	17%	-43.7%



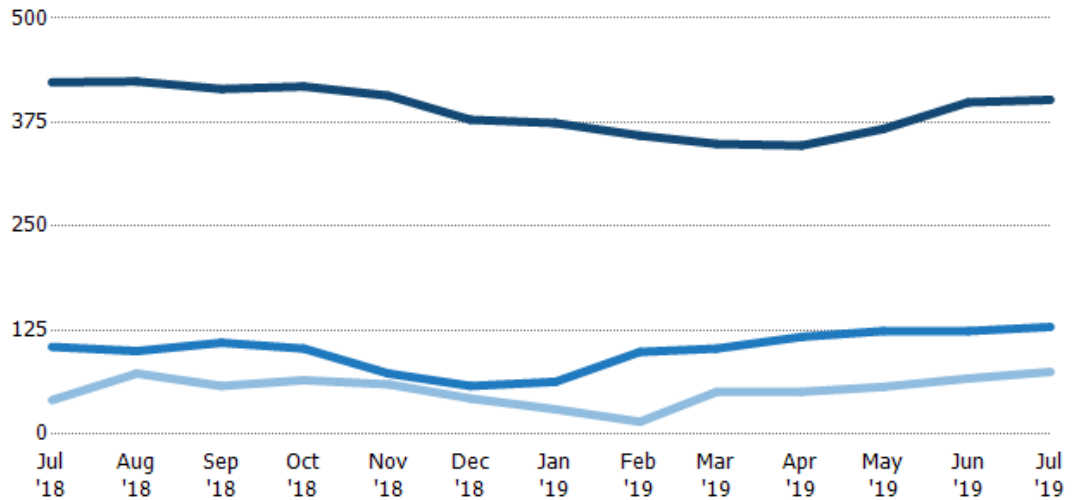
	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19
Current Year	15%	10%	18%	14%	16%	16%	11%	8%	4%	15%	14%	14%	17%
Prior Year	17%	12%	16%	15%	16%	16%	15%	8%	7%	10%	10%	11%	15%
Change from Prior Year	2%	2%	-1%	1%	0%	0%	3%	0%	3%	-5%	-4%	-4%	-2%

## 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



	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
Active	423	424	415	418	407	378	374	359	349	347	367	399	402
Pending	105	100	110	103	73	58	63	99	103	117	124	124	129
Sold	41	73	58	65	60	43	30	15	51	51	57	67	75

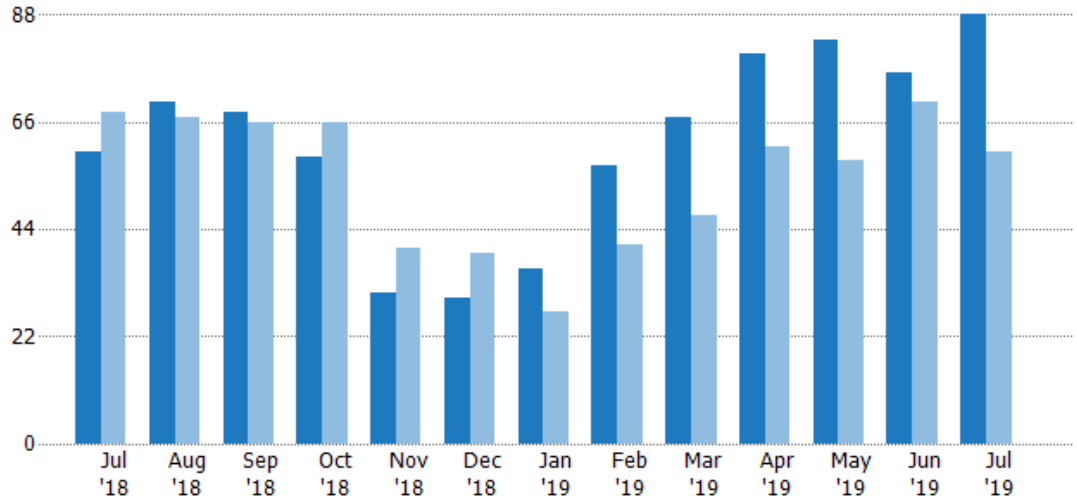
## New Pending Sales

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.
Jul '19	88	46.7%
Jul '18	60	-11.8%
Jul '17	68	-16.2%



Current Year	60	70	68	59	31	30	36	57	67	80	83	76	88
Prior Year	68	67	66	66	40	39	27	41	47	61	58	70	60
Percent Change from Prior Year	-12%	4%	3%	-11%	-23%	-23%	33%	39%	43%	31%	43%	9%	47%

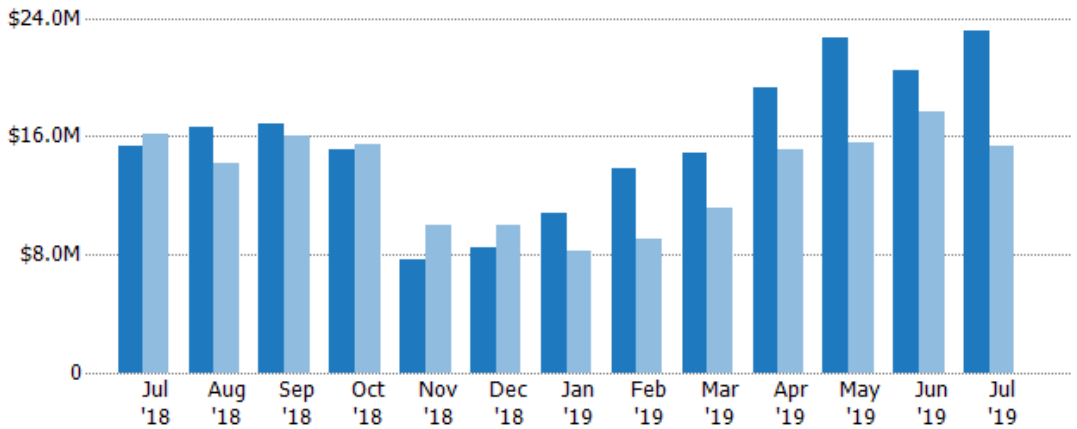
## New Pending Sales Volume

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.
Jul '19	\$23.2M	50.8%
Jul '18	\$15.4M	-4.6%
Jul '17	\$16.1M	-14.4%



Current Year	\$15.4M	\$16.7M	\$16.8M	\$15.1M	\$7.67M	\$8.45M	\$10.8M	\$13.8M	\$14.9M	\$19.2M	\$22.7M	\$20.4M	\$23.2M
Prior Year	\$16.1M	\$14.2M	\$16M	\$15.4M	\$9.94M	\$9.97M	\$8.23M	\$9.05M	\$11.1M	\$15.1M	\$15.5M	\$17.6M	\$15.4M
Percent Change from Prior Year	-5%	18%	5%	-2%	-23%	-15%	31%	52%	34%	28%	46%	16%	51%



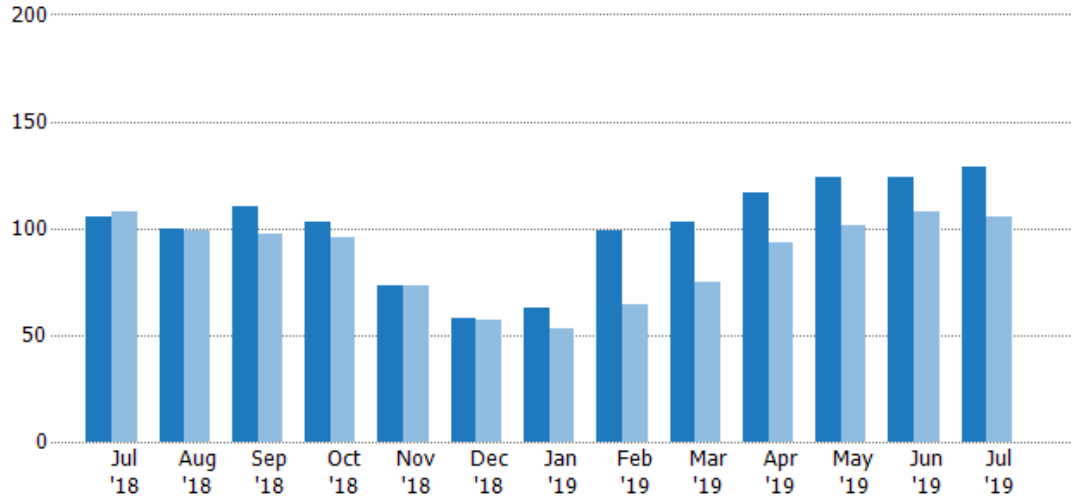
## Pending Sales

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.
Jul '19	129	22.9%
Jul '18	105	-2.8%
Jul '17	108	10.2%



	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	105	100	110	103	73	58	63	99	103	117	124	124	129
Prior Year	108	99	97	96	73	57	53	64	75	93	101	108	105
Percent Change from Prior Year	-3%	1%	13%	7%	0%	2%	19%	55%	37%	26%	23%	15%	23%

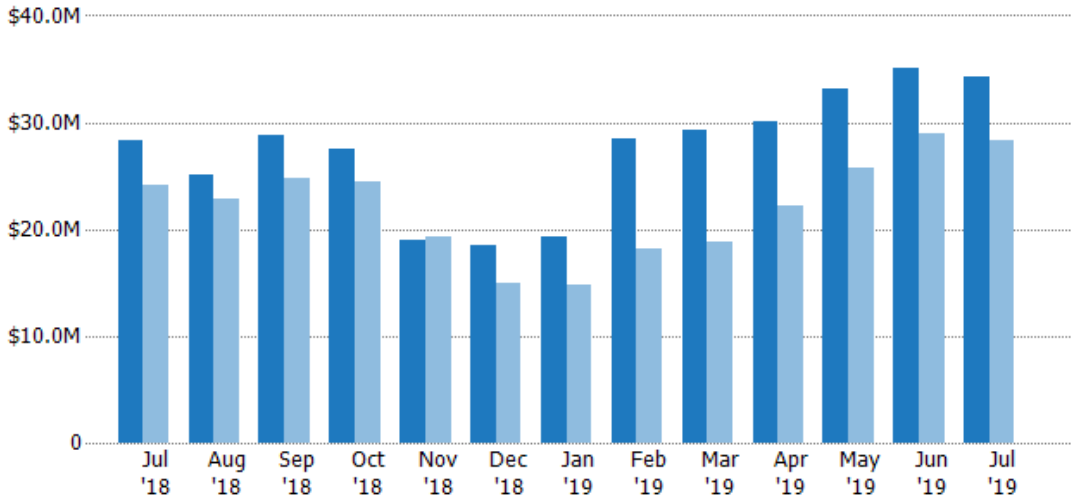
## Pending Sales Volume

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.
Jul '19	\$34.2M	20.6%
Jul '18	\$28.4M	17.3%
Jul '17	\$24.2M	21.4%



	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	\$28.4M	\$25M	\$28.8M	\$27.5M	\$19M	\$18.4M	\$19.3M	\$28.4M	\$29.3M	\$30.1M	\$33.2M	\$35M	\$34.2M
Prior Year	\$24.2M	\$22.8M	\$24.8M	\$24.4M	\$19.3M	\$15M	\$14.8M	\$18.2M	\$18.9M	\$22.2M	\$25.7M	\$28.9M	\$28.4M
Percent Change from Prior Year	17%	10%	16%	13%	-2%	23%	30%	56%	55%	35%	29%	21%	21%

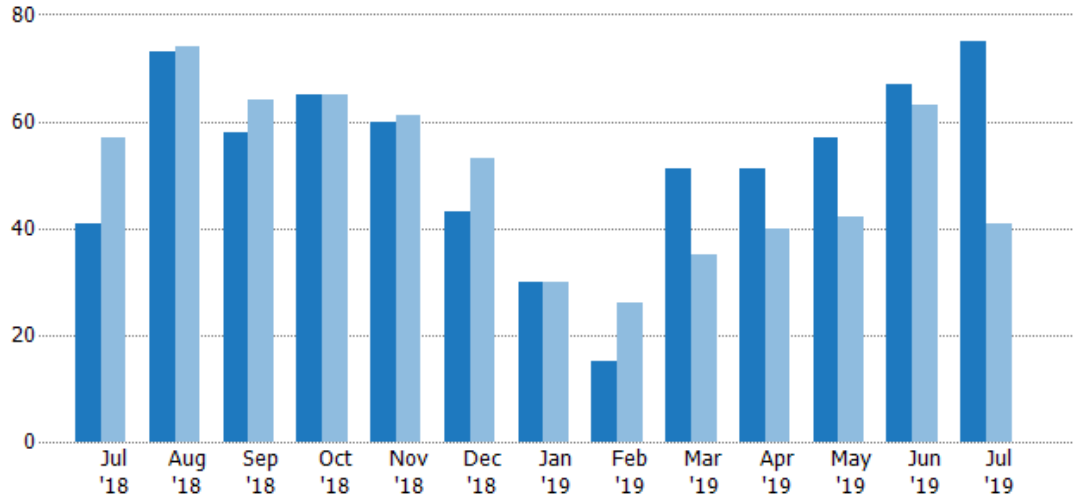
## Closed Sales

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.
Jul '19	75	82.9%
Jul '18	41	-28.1%
Jul '17	57	-7%



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

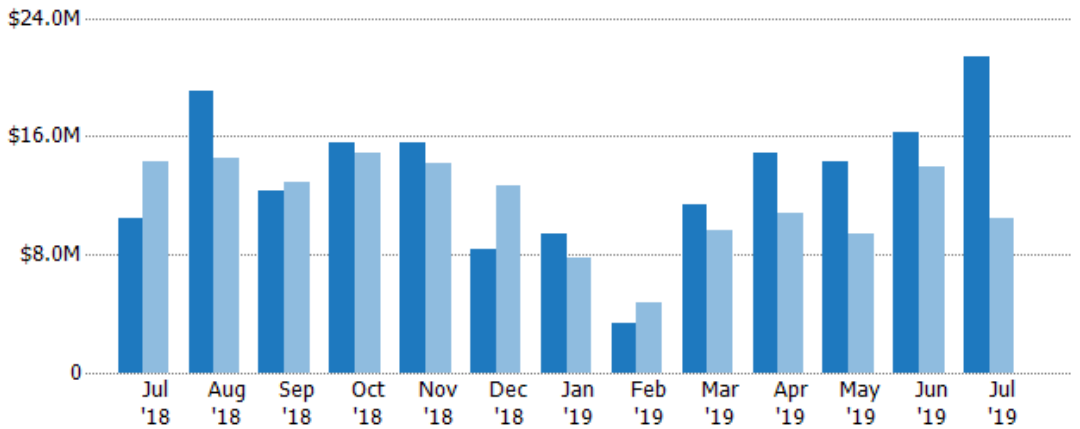
## Closed Sales Volume

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.
Jul '19	\$21.4M	104.8%
Jul '18	\$10.4M	-26.7%
Jul '17	\$14.3M	-24.1%



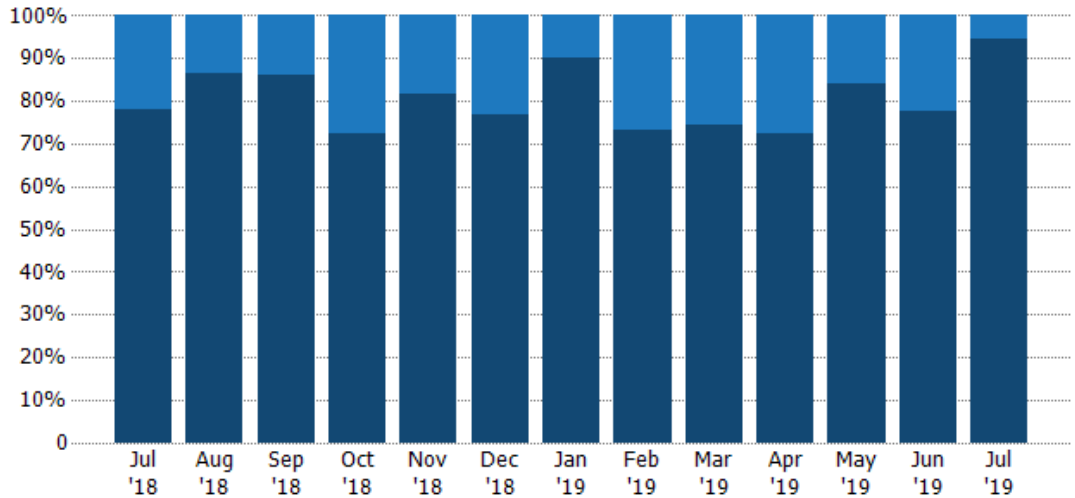
Current Year	\$10.4M	\$19M	\$12.4M	\$15.6M	\$15.6M	\$8.37M	\$9.41M	\$3.34M	\$11.4M	\$14.9M	\$14.2M	\$16.3M	\$21.4M
Prior Year	\$14.3M	\$14.5M	\$12.9M	\$14.9M	\$14.2M	\$12.7M	\$7.82M	\$4.73M	\$9.63M	\$10.8M	\$9.46M	\$13.9M	\$10.4M
Percent Change from Prior Year	-27%	31%	-4%	5%	10%	-34%	20%	-30%	18%	38%	51%	17%	105%

## 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



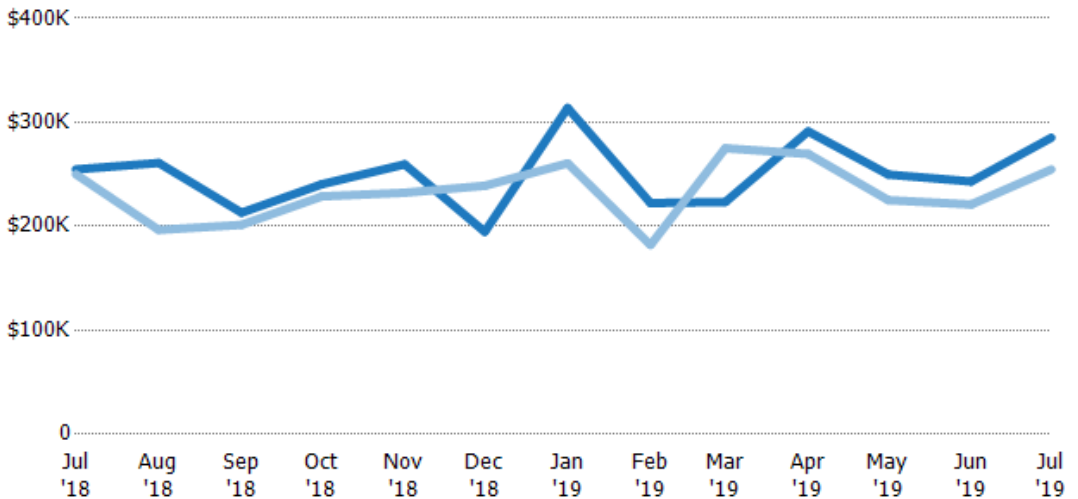
Condo/Townhouse	22%	14%	14%	28%	18%	23%	10%	27%	25%	27%	16%	22%	5%
Single Family Residence	78%	86%	86%	72%	82%	77%	90%	73%	75%	73%	84%	78%	95%

## 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.
Jul '19	\$285K	12%
Jul '18	\$255K	1.9%
Jul '17	\$250K	-18.4%

Current Year	\$255K	\$261K	\$213K	\$240K	\$260K	\$195K	\$314K	\$222K	\$223K	\$291K	\$250K	\$243K	\$285K
Prior Year	\$250K	\$196K	\$201K	\$229K	\$232K	\$239K	\$261K	\$182K	\$275K	\$270K	\$225K	\$221K	\$255K
Percent Change from Prior Year	2%	33%	6%	5%	12%	-19%	20%	22%	-19%	8%	11%	10%	12%

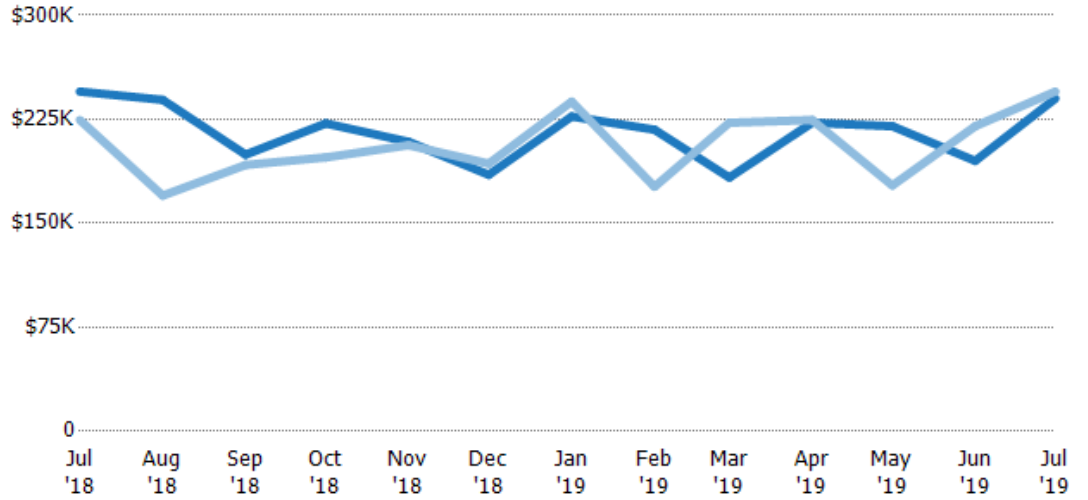
## Median Sales Price

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.
Jul '19	\$240K	-2%
Jul '18	\$245K	9.1%
Jul '17	\$225K	-15.4%



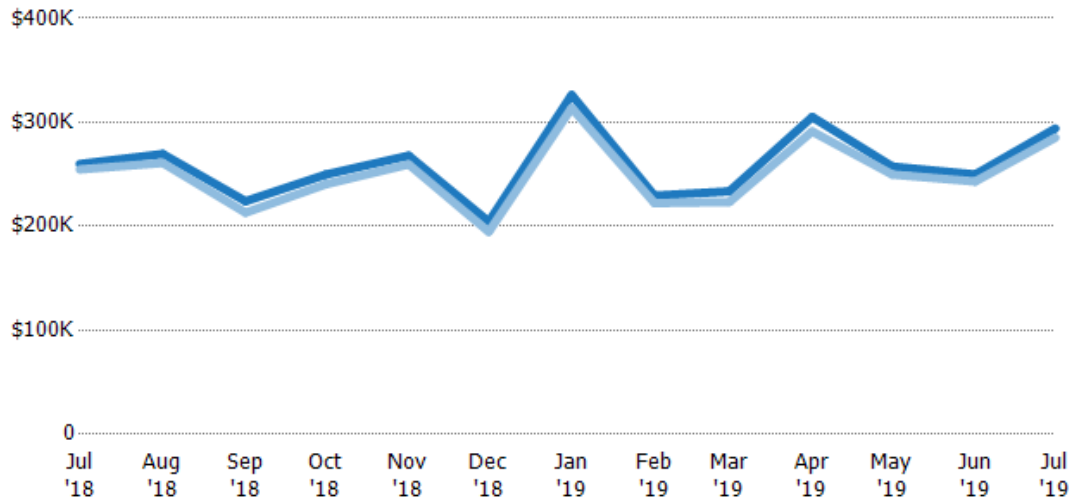
Current Year	\$245K	\$239K	\$200K	\$222K	\$209K	\$185K	\$227K	\$218K	\$183K	\$223K	\$220K	\$195K	\$240K
Prior Year	\$225K	\$170K	\$192K	\$198K	\$206K	\$193K	\$238K	\$176K	\$223K	\$225K	\$177K	\$220K	\$245K
Percent Change from Prior Year	9%	41%	4%	12%	1%	-4%	-5%	23%	-18%	-1%	24%	-11%	-2%

## 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



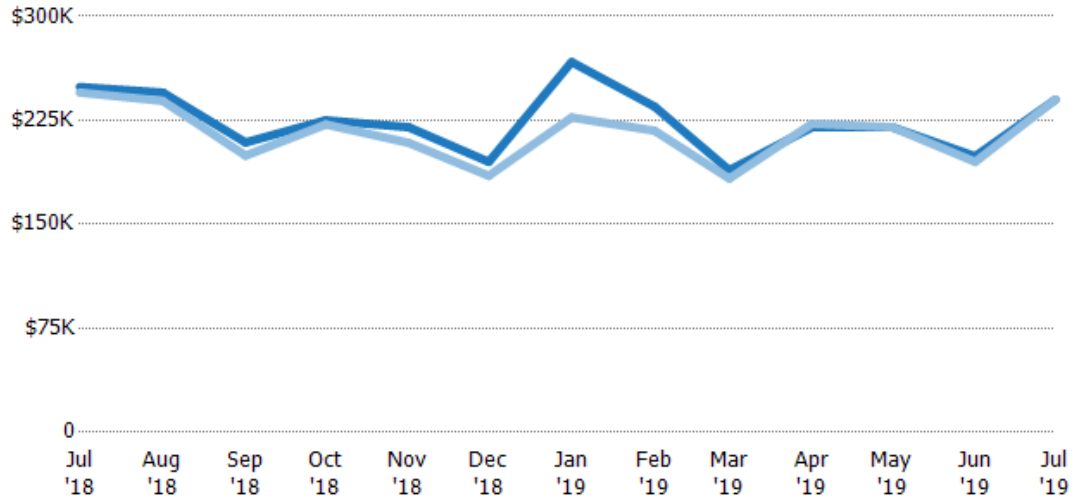
Avg List Price	\$260K	\$270K	\$224K	\$250K	\$268K	\$204K	\$326K	\$229K	\$234K	\$305K	\$257K	\$250K	\$294K
Avg Sales Price	\$255K	\$261K	\$213K	\$240K	\$260K	\$195K	\$314K	\$222K	\$223K	\$291K	\$250K	\$243K	\$285K
Avg Sales Price as a % of Avg List Price	98%	97%	95%	96%	97%	95%	96%	97%	96%	95%	97%	97%	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



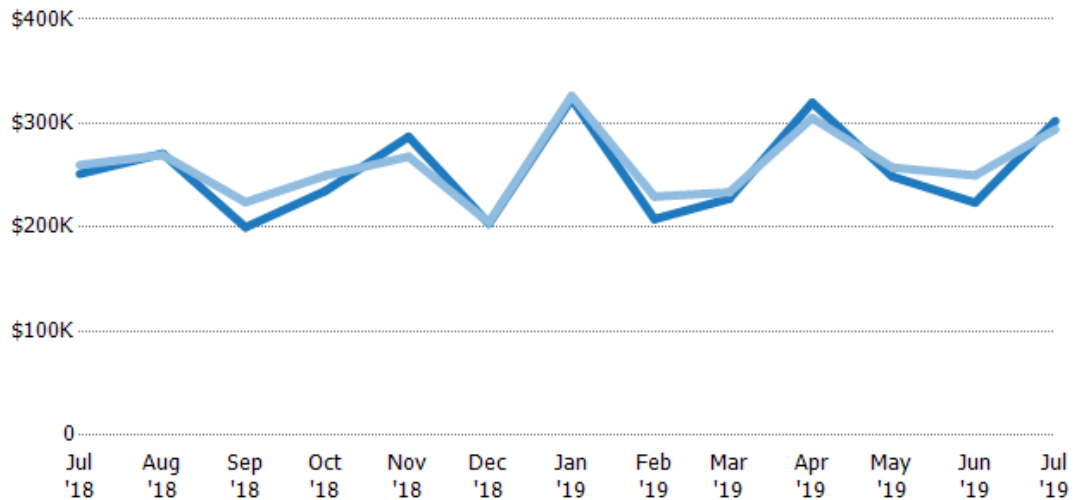
	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19
Median List Price	\$249K	\$245K	\$209K	\$225K	\$220K	\$195K	\$267K	\$235K	\$189K	\$220K	\$220K	\$199K	\$240K
Median Sales Price	\$245K	\$239K	\$200K	\$222K	\$209K	\$185K	\$227K	\$218K	\$183K	\$223K	\$220K	\$195K	\$240K
Med Sales Price as a % of Med List Price	98%	98%	95%	99%	95%	95%	85%	93%	97%	101%	100%	98%	100%

## 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



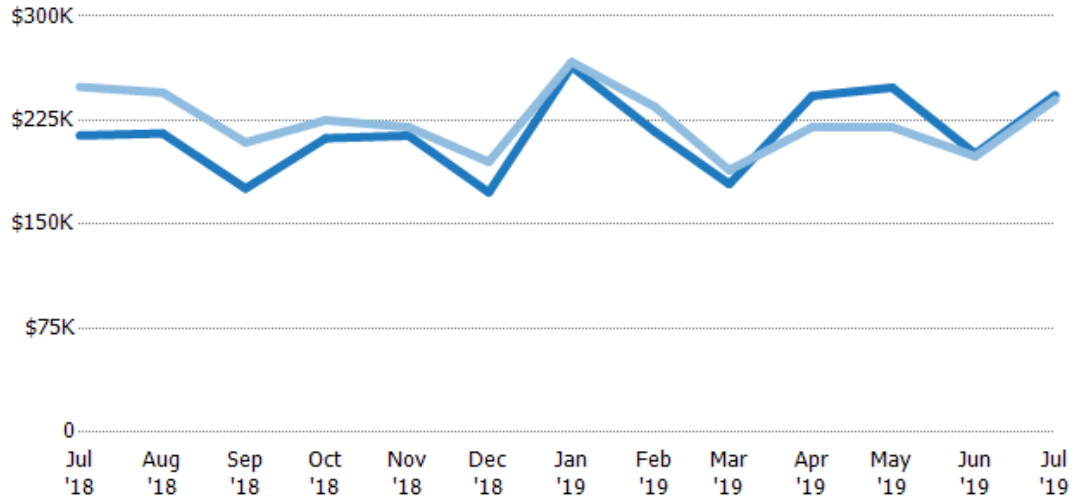
	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19
Avg Est Value	\$251K	\$271K	\$200K	\$235K	\$287K	\$203K	\$323K	\$208K	\$227K	\$320K	\$249K	\$224K	\$302K
Avg Sales Price	\$260K	\$270K	\$224K	\$250K	\$268K	\$204K	\$326K	\$229K	\$234K	\$305K	\$257K	\$250K	\$294K
Avg Sales Price as a % of Avg Est Value	103%	100%	112%	106%	93%	100%	101%	110%	103%	95%	103%	112%	97%

## 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



	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	\$214K	\$215K	\$176K	\$212K	\$214K	\$173K	\$264K	\$217K	\$179K	\$243K	\$249K	\$201K	\$243K
Median Sales Price	\$249K	\$245K	\$209K	\$225K	\$220K	\$195K	\$267K	\$235K	\$189K	\$220K	\$220K	\$199K	\$240K
Med Sales Price as a % of Med Est Value	116%	114%	119%	106%	103%	113%	101%	108%	106%	91%	89%	99%	99%