

## 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	Nov 2019	Nov 2018	+ / -	YTD 2019	YTD 2018	+ / -
<b>Listing Activity Charts Metrics</b>						
New Listing Count	13	11	+18.2%	220	246	-10.6%
New Listing Volume	\$2,892,900	\$1,652,800	+75%	\$43,491,990	\$48,981,800	-11.2%
Active Listing Count	68	110	-38.2%	N/A	N/A	
Active Listing Volume	\$15,339,695	\$24,517,800	-37.4%	N/A	N/A	
Average Listing Price	\$225,584	\$222,889	+1.2%	\$213,858	\$209,958	+1.9%
Median Listing Price	\$200,750	\$191,400	+4.9%	\$180,234	\$179,721	+0.3%
Median Days in RPR	101.5	127	-20.1%	112.35	96.58	+16.3%
Months of Inventory	5.2	6.5	-19.2%	6.4	5.7	+13.5%
Absorption Rate	19.12%	15.45%	+3.7%	15.6%	17.7%	-2.1%
<b>Sales Activity Charts Metrics</b>						
New Pending Sales Count	22	7	+214.3%	213	162	+31.5%
New Pending Sales Volume	\$4,404,200	\$1,403,800	+213.7%	\$39,746,300	\$28,918,300	+37.4%
Pending Sales Count	30	13	+130.8%	N/A	N/A	
Pending Sales Volume	\$5,671,600	\$2,407,600	+135.6%	N/A	N/A	
Closed Sales Count	10	20	-50%	146	148	-1.4%
Closed Sales Volume	\$2,137,000	\$3,502,715	-39%	\$27,309,200	\$25,957,165	+5.2%
Average Sales Price	\$213,700	\$175,136	+22%	\$187,049	\$175,386	+6.6%
Median Sales Price	\$216,250	\$168,000	+28.7%	\$183,834	\$168,552	+9.1%

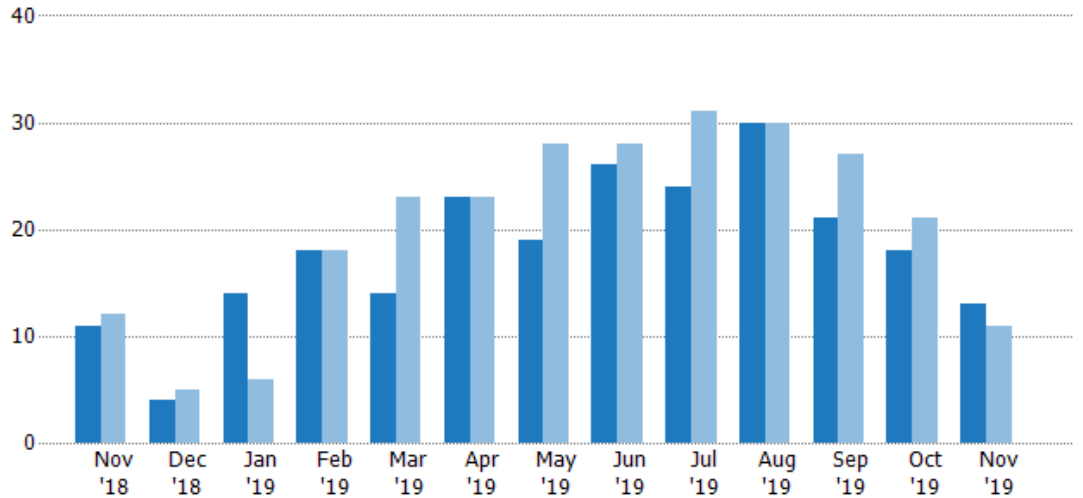
## New Listings

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.
Nov '19	13	18.2%
Nov '18	11	-8.3%
Nov '17	12	25%



Current Year	11	4	14	18	14	23	19	26	24	30	21	18	13
Prior Year	12	5	6	18	23	23	28	28	31	30	27	21	11
Percent Change from Prior Year	-8%	-20%	133%	0%	-39%	0%	-32%	-7%	-23%	0%	-22%	-14%	18%

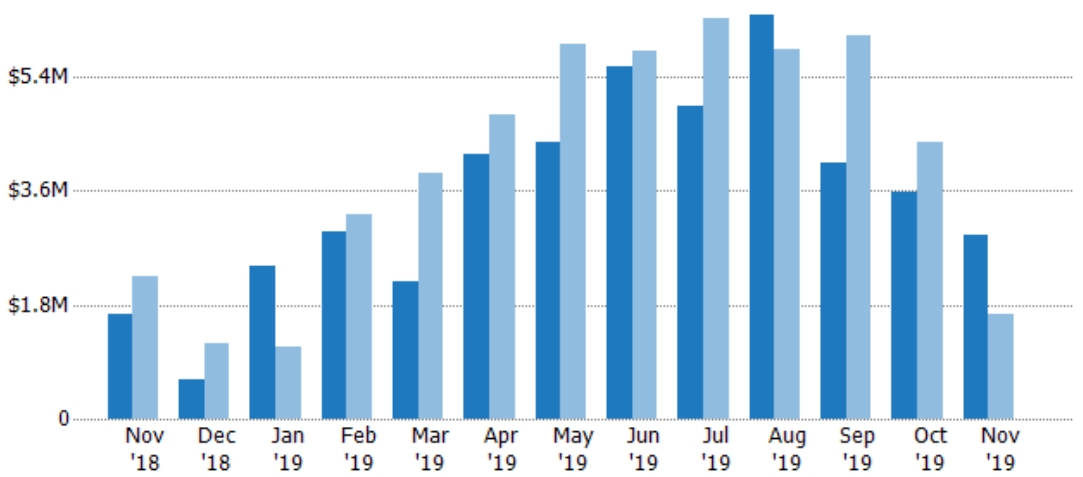
## New Listing Volume

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.
Nov '19	\$2.89M	75%
Nov '18	\$1.65M	-26.4%
Nov '17	\$2.25M	36.1%



Current Year	\$1.65M	\$616K	\$2.42M	\$2.97M	\$2.17M	\$4.18M	\$4.38M	\$5.56M	\$4.95M	\$6.36M	\$4.03M	\$3.59M	\$2.89M
Prior Year	\$2.25M	\$1.19M	\$1.15M	\$3.22M	\$3.88M	\$4.79M	\$5.93M	\$5.81M	\$6.32M	\$5.83M	\$6.05M	\$4.36M	\$1.65M
Percent Change from Prior Year	-26%	-48%	111%	-8%	-44%	-13%	-26%	-4%	-22%	9%	-33%	-18%	75%

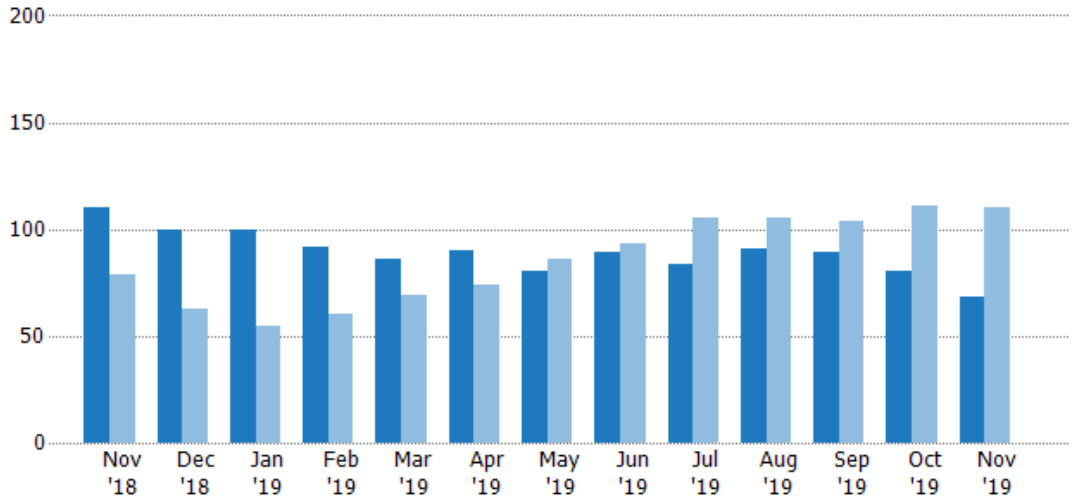
## Active Listings

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.
Nov '19	68	-38.2%
Nov '18	110	39.2%
Nov '17	79	30.4%



	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Current Year	110	100	100	92	86	90	80	89	84	91	89	80	68
Prior Year	79	63	55	60	69	74	86	93	105	105	104	111	110
Percent Change from Prior Year	39%	59%	82%	53%	25%	22%	-7%	-4%	-20%	-13%	-14%	-28%	-38%

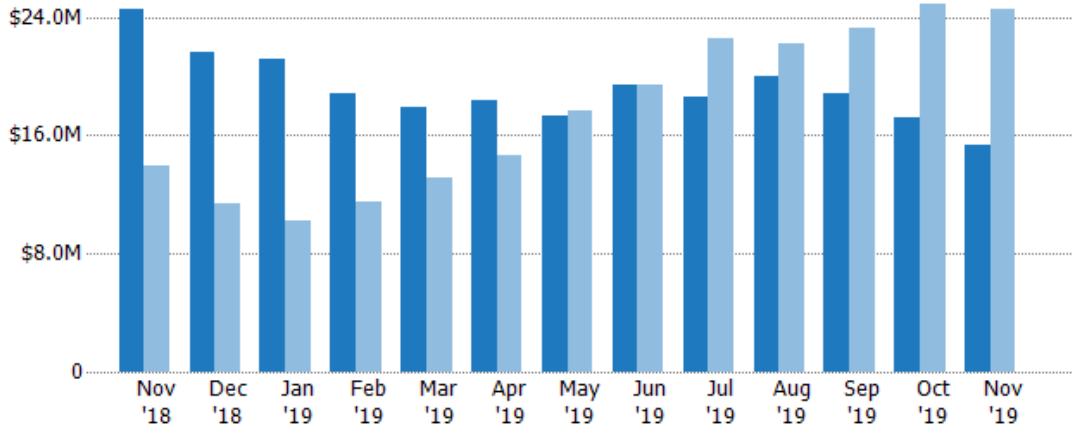
## Active Listing Volume

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.
Nov '19	\$15.3M	-37.4%
Nov '18	\$24.5M	75.9%
Nov '17	\$13.9M	36.4%



	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Current Year	\$24.5M	\$21.6M	\$21.2M	\$18.8M	\$17.9M	\$18.4M	\$17.3M	\$19.4M	\$18.6M	\$20M	\$18.8M	\$17.3M	\$15.3M
Prior Year	\$13.9M	\$11.3M	\$10.2M	\$11.4M	\$13.2M	\$14.7M	\$17.6M	\$19.4M	\$22.5M	\$22.2M	\$23.3M	\$24.9M	\$24.5M
Percent Change from Prior Year	76%	90%	107%	64%	35%	25%	-2%	0%	-18%	-10%	-19%	-31%	-37%

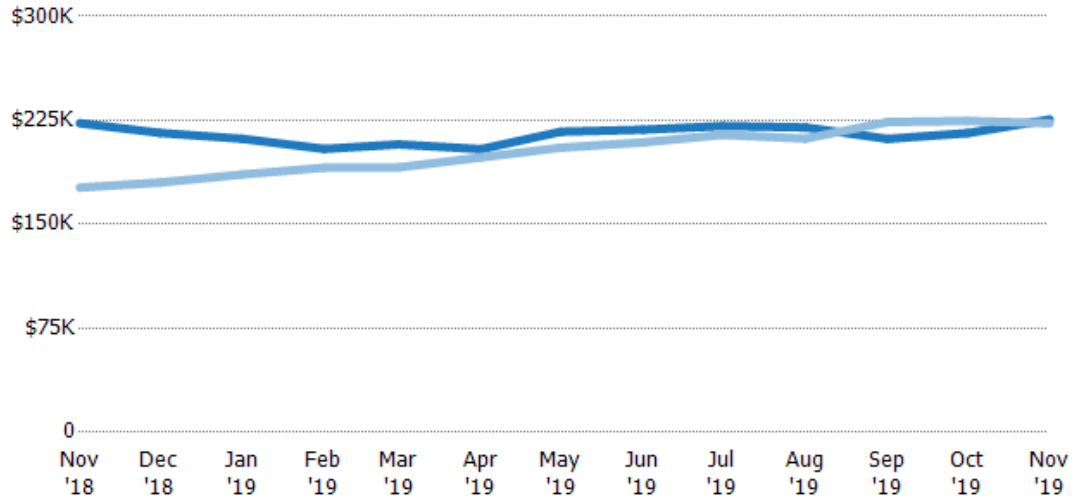
## Average Listing Price

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.
Nov '19	\$226K	1.2%
Nov '18	\$223K	26.3%
Nov '17	\$176K	4.6%



Current Year	\$223K	\$216K	\$212K	\$204K	\$208K	\$204K	\$217K	\$218K	\$221K	\$220K	\$212K	\$216K	\$226K
Prior Year	\$176K	\$180K	\$186K	\$191K	\$191K	\$198K	\$205K	\$209K	\$214K	\$212K	\$224K	\$225K	\$223K
Percent Change from Prior Year	26%	20%	14%	7%	9%	3%	6%	4%	3%	4%	-5%	-4%	1%

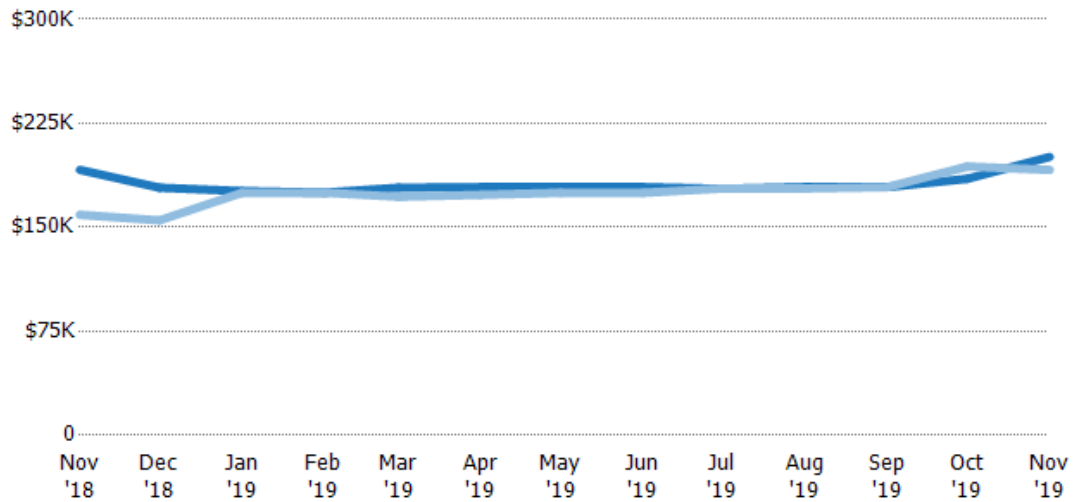
## Median Listing Price

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.
Nov '19	\$201K	4.9%
Nov '18	\$191K	20.4%
Nov '17	\$159K	0%



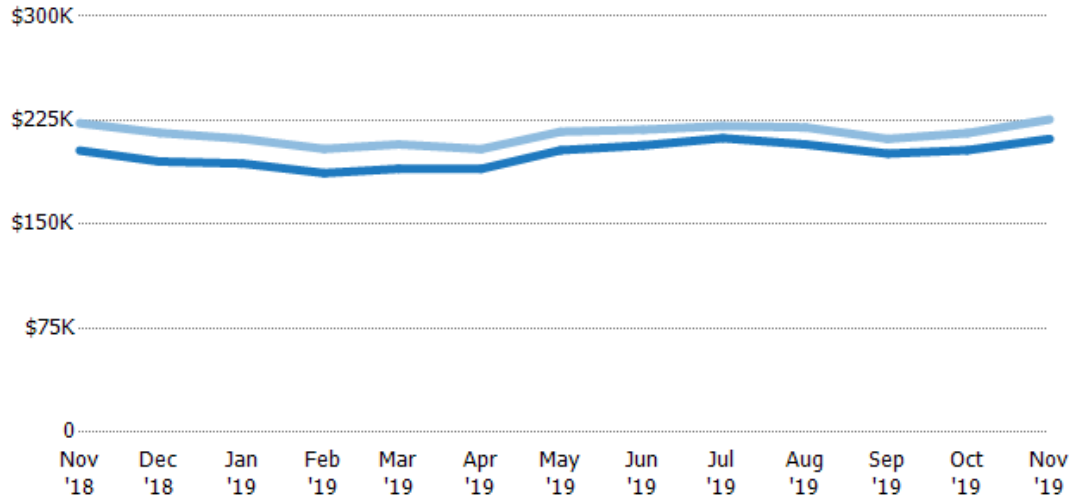
Current Year	\$191K	\$179K	\$176K	\$175K	\$179K	\$179K	\$179K	\$179K	\$178K	\$179K	\$179K	\$185K	\$201K
Prior Year	\$159K	\$155K	\$175K	\$175K	\$172K	\$173K	\$175K	\$175K	\$178K	\$178K	\$179K	\$194K	\$191K
Percent Change from Prior Year	20%	15%	1%	0%	4%	3%	2%	2%	0%	1%	0%	-5%	5%

## 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



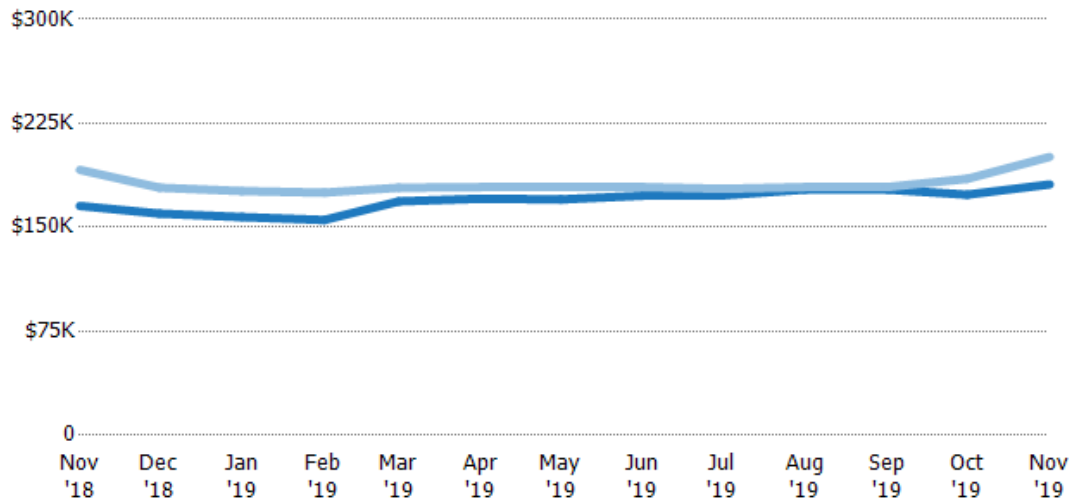
	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Avg Est Value	\$203K	\$195K	\$194K	\$187K	\$190K	\$190K	\$203K	\$207K	\$212K	\$208K	\$201K	\$203K	\$212K
Avg Listing Price	\$223K	\$216K	\$212K	\$204K	\$208K	\$204K	\$217K	\$218K	\$221K	\$220K	\$212K	\$216K	\$226K
Avg Listing Price as a % of Avg Est Value	110%	111%	109%	109%	109%	108%	107%	105%	104%	106%	105%	106%	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



	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Median Est Value	\$165K	\$160K	\$157K	\$155K	\$169K	\$171K	\$170K	\$173K	\$173K	\$177K	\$177K	\$174K	\$181K
Median Listing Price	\$191K	\$179K	\$176K	\$175K	\$179K	\$179K	\$179K	\$179K	\$178K	\$179K	\$179K	\$185K	\$201K
Med Listing Price as a % of Med Est Value	116%	112%	112%	113%	106%	105%	105%	104%	103%	101%	101%	107%	111%

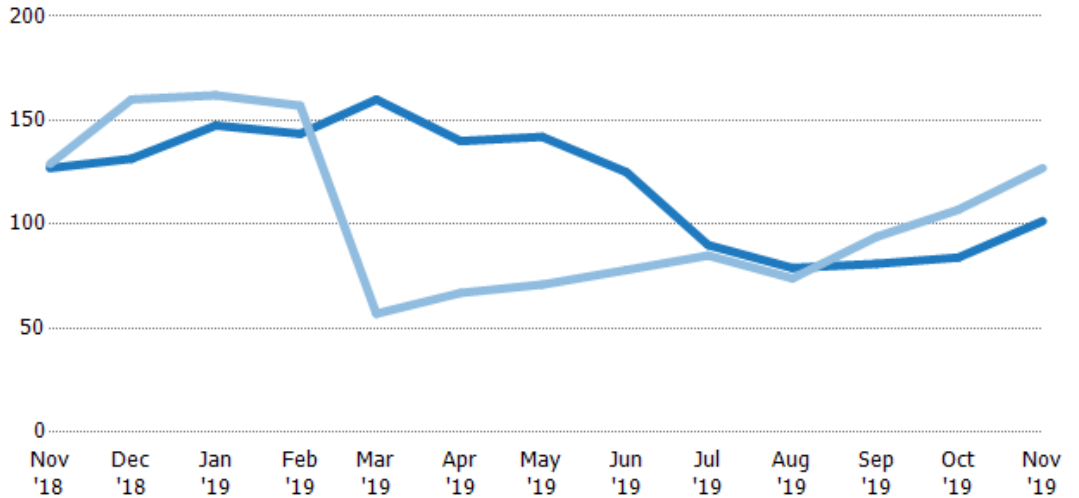
## Median Days in RPR

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.
Nov '19	102	-20.1%
Nov '18	127	-1.6%
Nov '17	129	-11.6%



	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Current Year	127	132	148	144	160	140	142	125	90	79	81	84	102
Prior Year	129	160	162	157	57	67	71	78	85	74	94	107	127
Percent Change from Prior Year	-2%	-18%	-9%	-9%	181%	109%	100%	60%	6%	7%	-14%	-21%	-20%

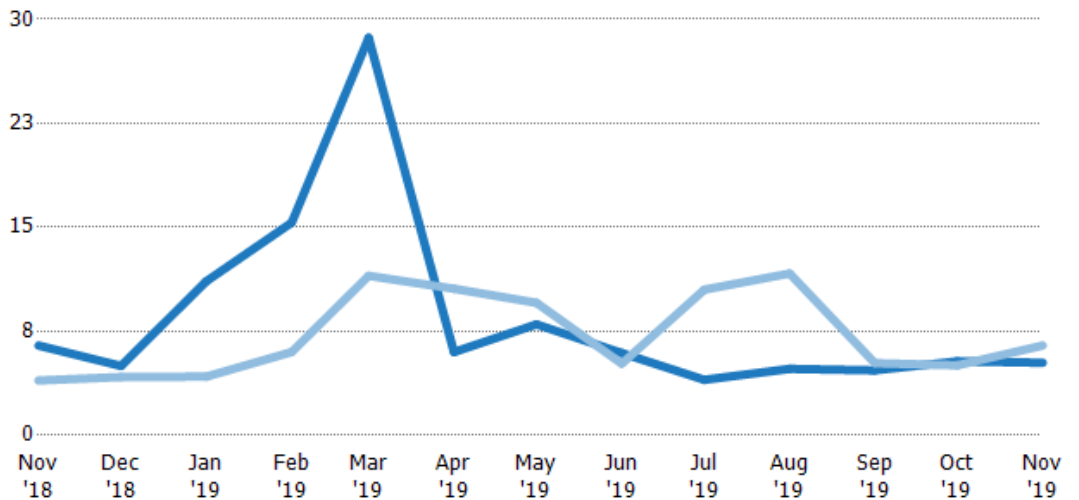
## Months of Inventory

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.
Nov '19	5.23	-19.2%
Nov '18	6.47	63.8%
Nov '17	3.95	137.1%



	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Current Year	6.47	5	11.1	15.3	28.7	6	8	5.93	4	4.79	4.68	5.33	5.23
Prior Year	3.95	4.2	4.23	6	11.5	10.6	9.56	5.17	10.5	11.7	5.2	5.05	6.47
Percent Change from Prior Year	64%	19%	163%	156%	149%	-43%	-16%	15%	-62%	-59%	-10%	6%	-19%

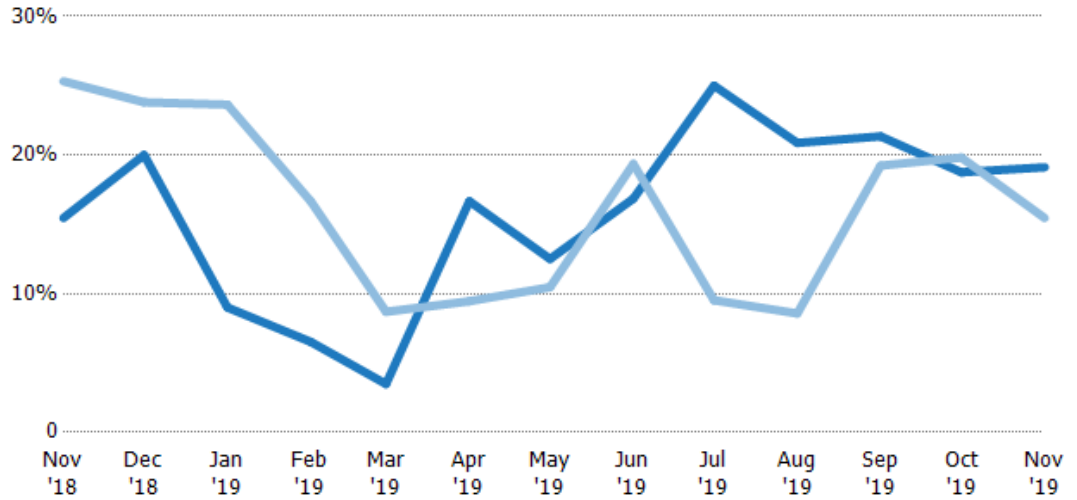
## Absorption Rate

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.
Nov '19	19%	-3.7%
Nov '18	15%	9.9%
Nov '17	25%	-57.8%



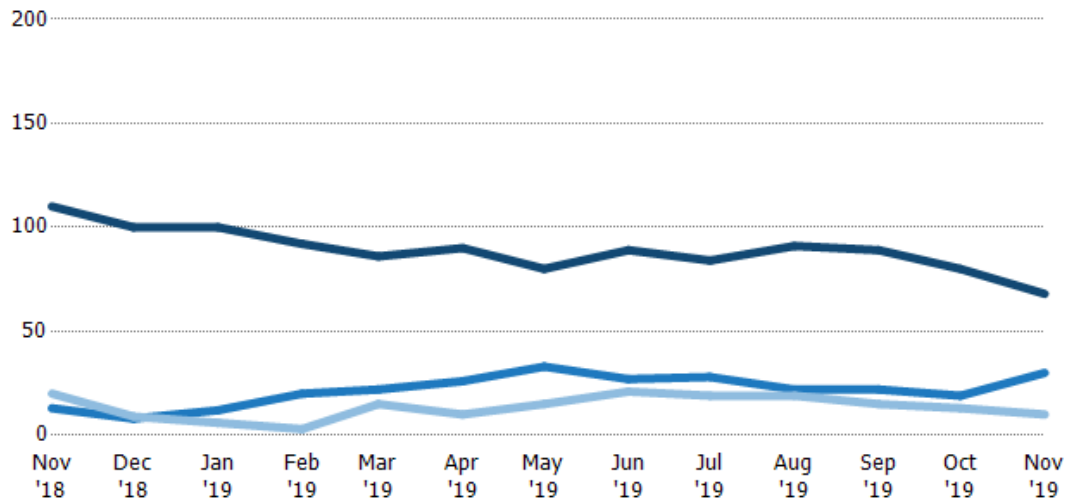
Current Year	15%	20%	9%	7%	3%	17%	13%	17%	25%	21%	21%	19%	19%
Prior Year	25%	24%	24%	17%	9%	9%	10%	19%	10%	9%	19%	20%	15%
Change from Prior Year	10%	4%	15%	10%	5%	-7%	-2%	3%	-15%	-12%	-2%	1%	-4%

## 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	110	100	100	92	86	90	80	89	84	91	89	80	68
Pending	13	8	12	20	22	26	33	27	28	22	22	19	30
Sold	20	9	6	3	15	10	15	21	19	19	15	13	10

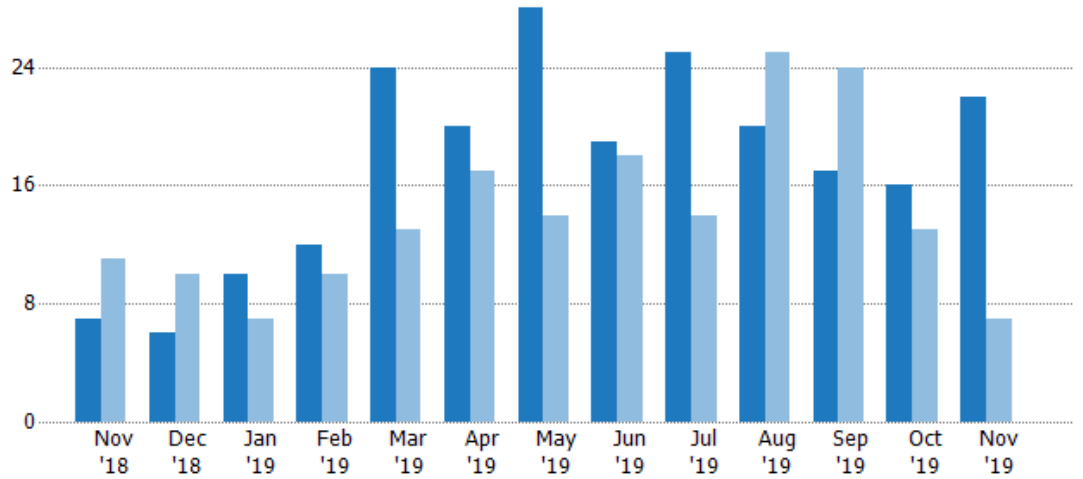
## New Pending Sales

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.
Nov '19	22	214.3%
Nov '18	7	-36.4%
Nov '17	11	-9.1%



Current Year	7	6	10	12	24	20	28	19	25	20	17	16	22
Prior Year	11	10	7	10	13	17	14	18	14	25	24	13	7
Percent Change from Prior Year	-36%	-40%	43%	20%	85%	18%	100%	6%	79%	-20%	-29%	23%	214%

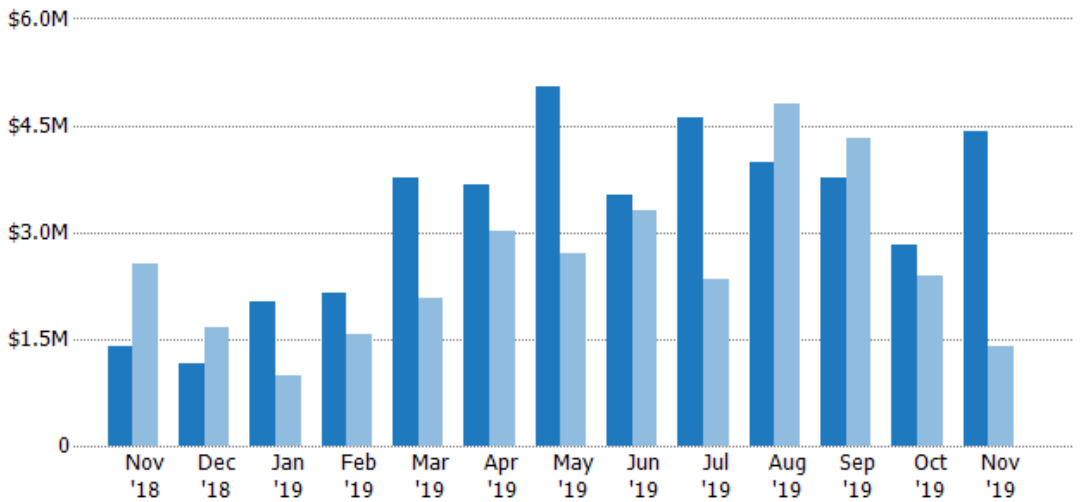
## New Pending Sales Volume

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.
Nov '19	\$4.4M	213.7%
Nov '18	\$1.4M	-45%
Nov '17	\$2.55M	-46.6%



Current Year	\$1.4M	\$1.16M	\$2.03M	\$2.15M	\$3.77M	\$3.66M	\$5.04M	\$3.52M	\$4.61M	\$3.98M	\$3.76M	\$2.82M	\$4.4M
Prior Year	\$2.55M	\$1.66M	\$975K	\$1.57M	\$2.07M	\$3.03M	\$2.7M	\$3.32M	\$2.34M	\$4.79M	\$4.33M	\$2.39M	\$1.4M
Percent Change from Prior Year	-45%	-30%	109%	37%	82%	21%	87%	6%	97%	-17%	-13%	18%	214%



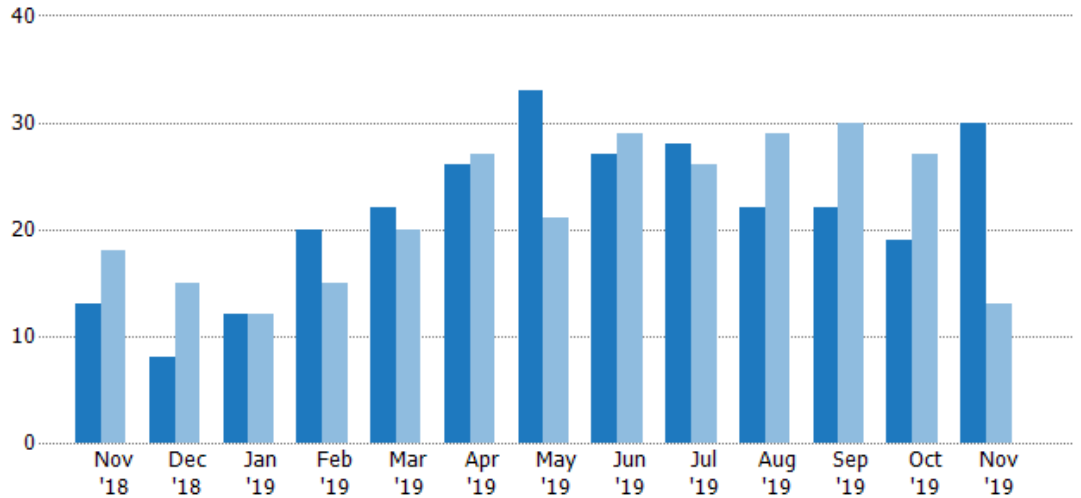
## Pending Sales

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.
Nov '19	30	130.8%
Nov '18	13	-27.8%
Nov '17	18	-5.6%



Current Year	13	8	12	20	22	26	33	27	28	22	22	19	30
Prior Year	18	15	12	15	20	27	21	29	26	29	30	27	13
Percent Change from Prior Year	-28%	-47%	0%	33%	10%	-4%	57%	-7%	8%	-24%	-27%	-30%	131%

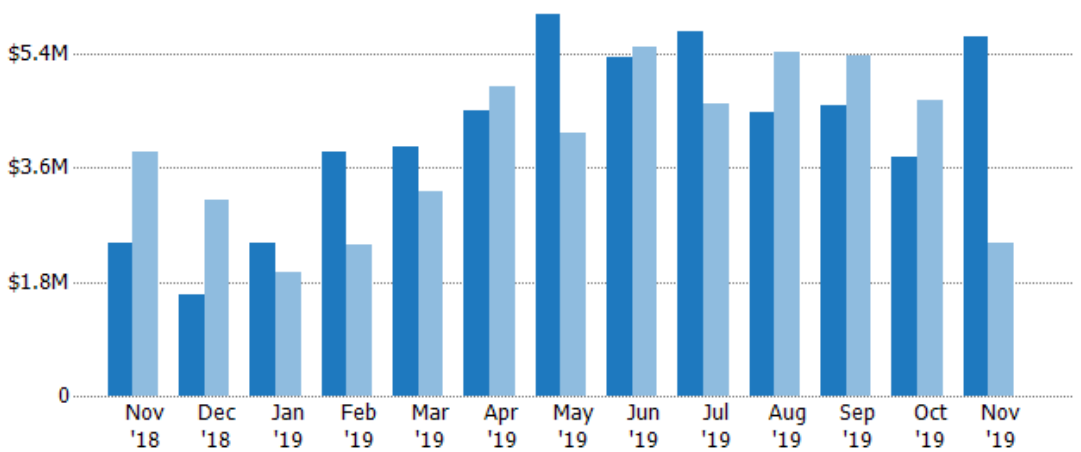
## Pending Sales Volume

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.
Nov '19	\$5.67M	135.6%
Nov '18	\$2.41M	-37.5%
Nov '17	\$3.85M	-33.2%



Current Year	\$2.41M	\$1.6M	\$2.42M	\$3.85M	\$3.92M	\$4.5M	\$6.03M	\$5.33M	\$5.75M	\$4.48M	\$4.58M	\$3.78M	\$5.67M
Prior Year	\$3.85M	\$3.1M	\$1.96M	\$2.39M	\$3.23M	\$4.89M	\$4.16M	\$5.52M	\$4.61M	\$5.43M	\$5.36M	\$4.68M	\$2.41M
Percent Change from Prior Year	-38%	-48%	24%	61%	21%	-8%	45%	-3%	25%	-18%	-15%	-19%	136%

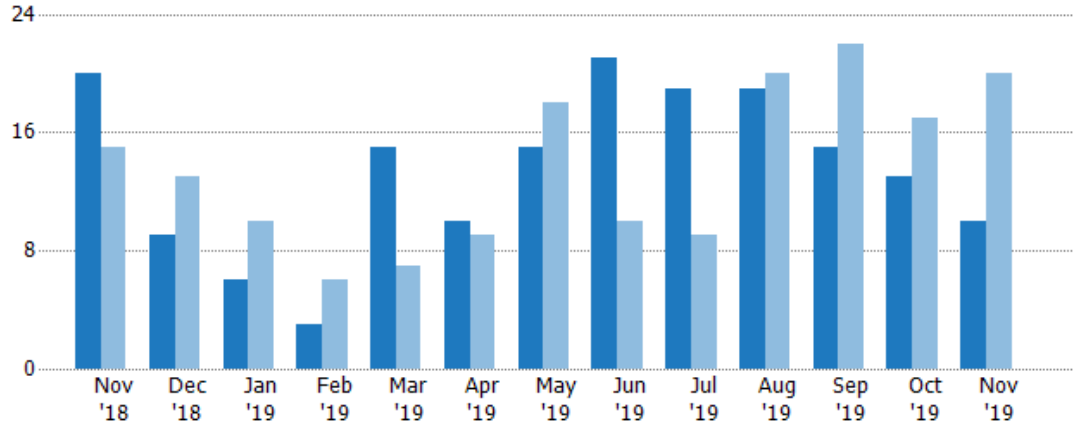
## Closed Sales

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.
Nov '19	10	-50%
Nov '18	20	33.3%
Nov '17	15	20%



	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Current Year	20	9	6	3	15	10	15	21	19	19	15	13	10
Prior Year	15	13	10	6	7	9	18	10	9	20	22	17	20
Percent Change from Prior Year	33%	-31%	-40%	-50%	114%	11%	-17%	110%	111%	-5%	-32%	-24%	-50%

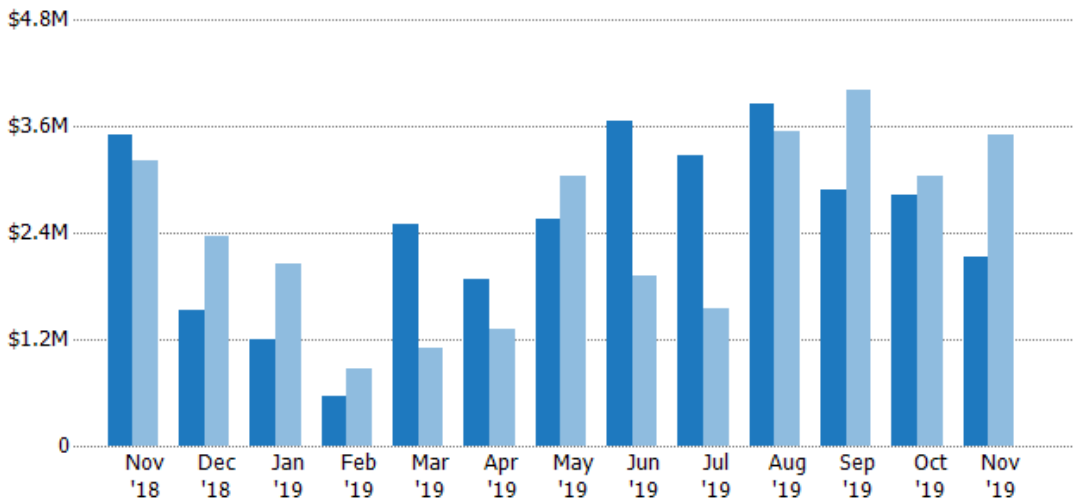
## Closed Sales Volume

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.
Nov '19	\$2.14M	-39%
Nov '18	\$3.5M	9.1%
Nov '17	\$3.21M	-16.4%



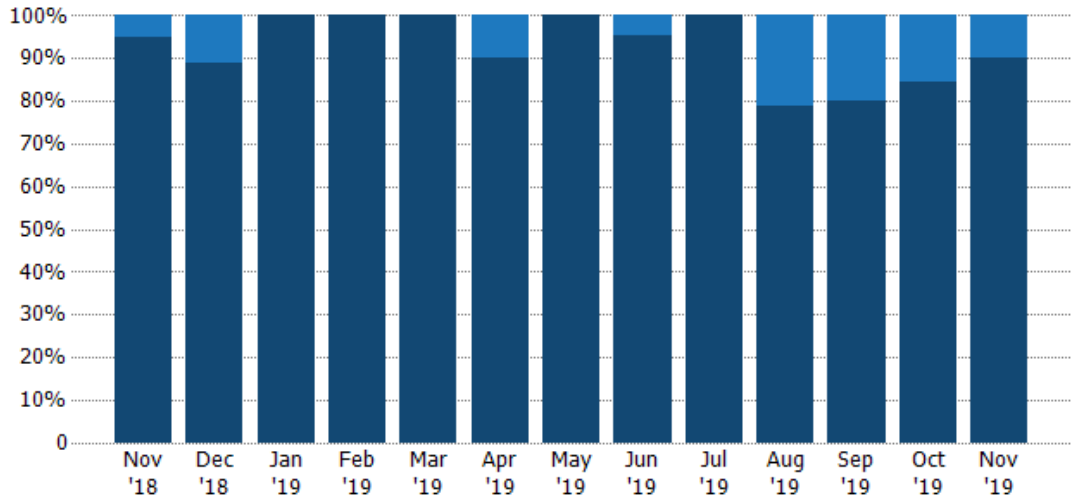
	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Current Year	\$3.5M	\$1.53M	\$1.19M	\$563K	\$2.49M	\$1.87M	\$2.55M	\$3.66M	\$3.27M	\$3.85M	\$2.89M	\$2.83M	\$2.14M
Prior Year	\$3.21M	\$2.36M	\$2.06M	\$866K	\$1.1M	\$1.31M	\$3.05M	\$1.91M	\$1.55M	\$3.55M	\$4.02M	\$3.04M	\$3.5M
Percent Change from Prior Year	9%	-35%	-42%	-35%	125%	43%	-16%	91%	112%	9%	-28%	-7%	-39%

## 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



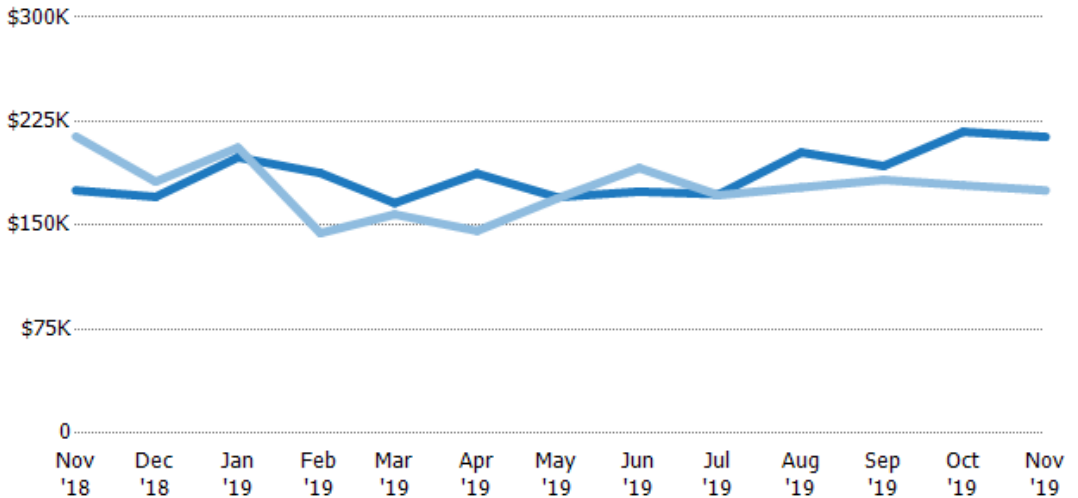
Condo/Townhouse	5%	11%	-	-	-	10%	-	5%	-	21%	20%	15%	10%
Single Family Residence	95%	89%	100%	100%	100%	90%	100%	95%	100%	79%	80%	85%	90%

## 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	\$175K	\$170K	\$199K	\$188K	\$166K	\$187K	\$170K	\$174K	\$172K	\$203K	\$193K	\$217K	\$214K
Prior Year	\$214K	\$181K	\$206K	\$144K	\$158K	\$146K	\$169K	\$191K	\$172K	\$177K	\$183K	\$179K	\$175K
Percent Change from Prior Year	-18%	-6%	-3%	30%	5%	28%	1%	-9%	0%	14%	5%	22%	22%

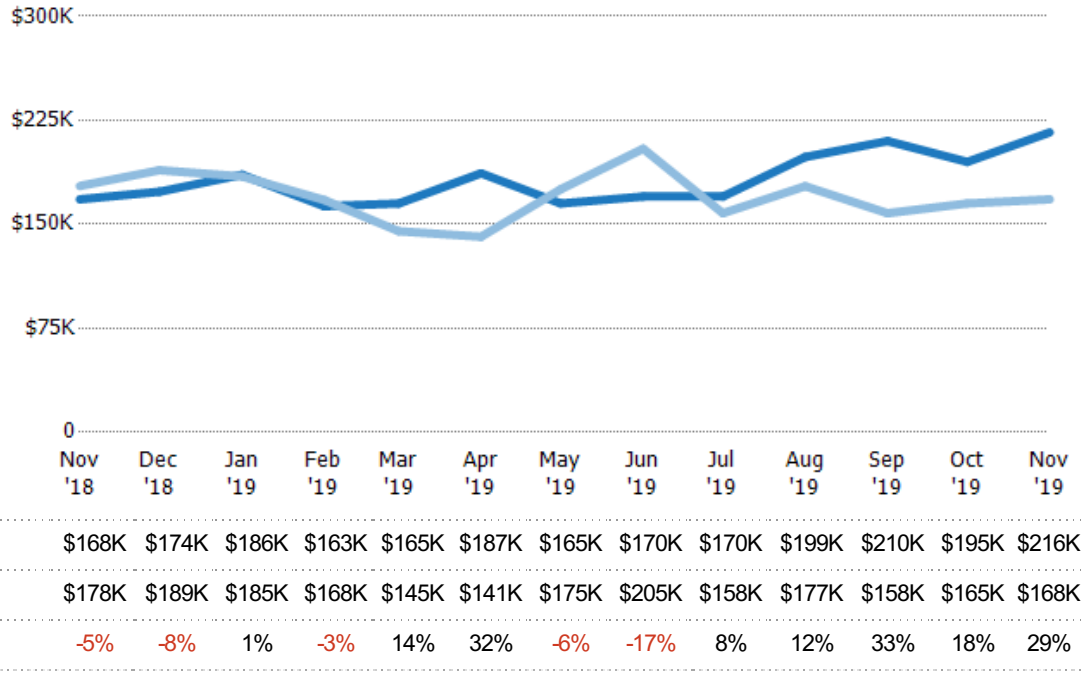
## Median Sales Price

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.
Nov '19	\$216K	28.7%
Nov '18	\$168K	-5.4%
Nov '17	\$178K	-15.3%

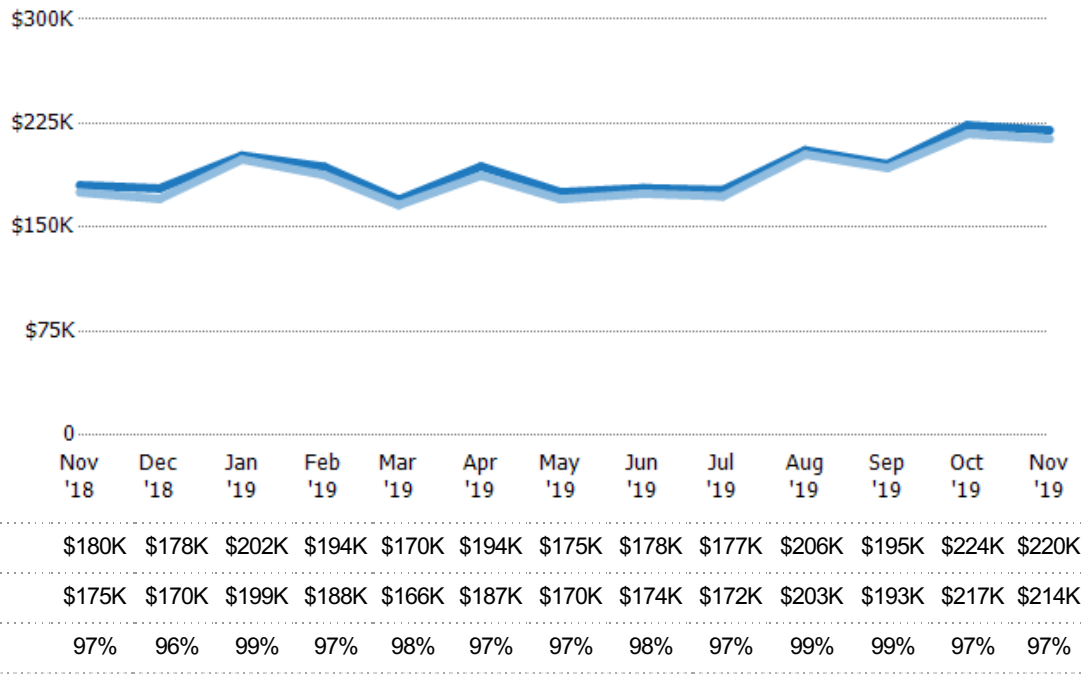


## Average Sales Price vs Average Listing Price

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

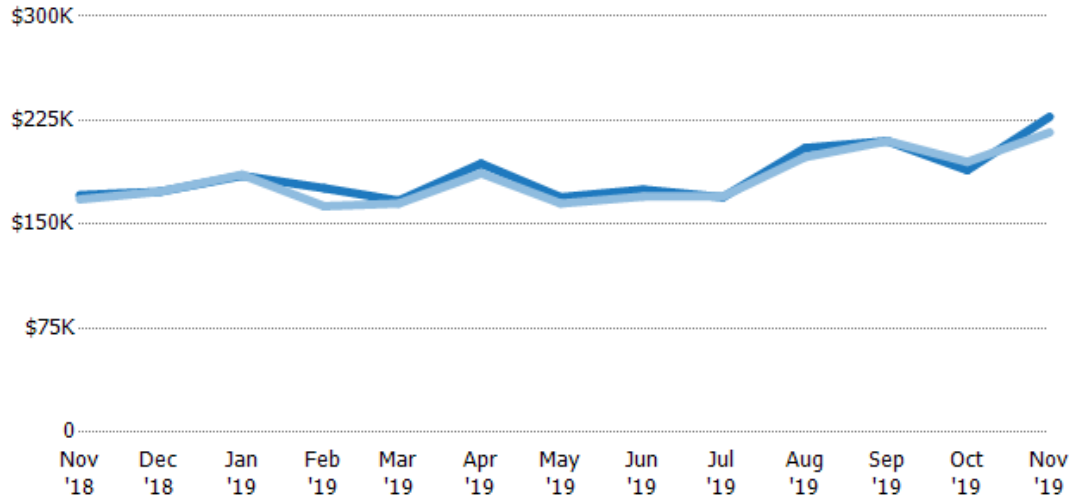


## Median Sales Price vs Median Listing Price

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



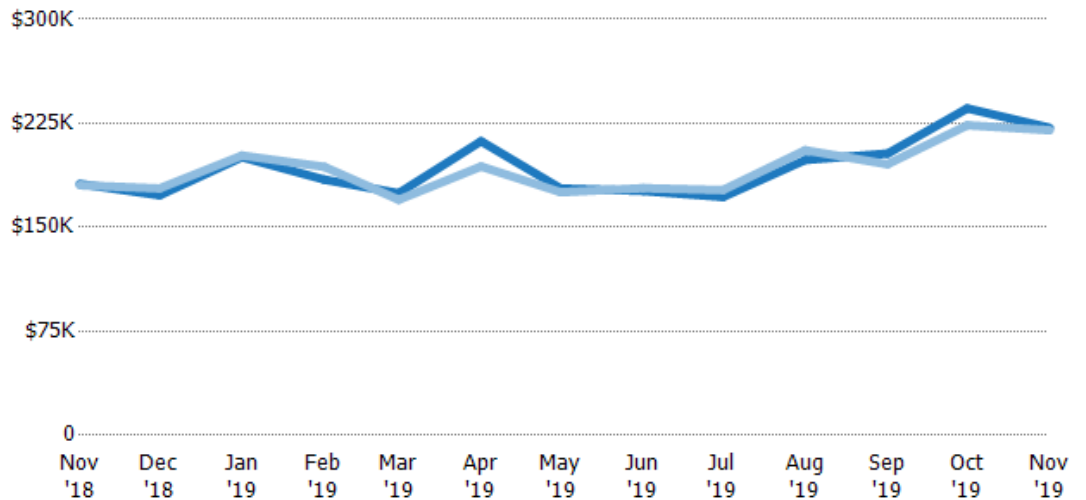
	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Median List Price	\$171K	\$174K	\$185K	\$176K	\$167K	\$194K	\$170K	\$175K	\$170K	\$205K	\$210K	\$189K	\$228K
Median Sales Price	\$168K	\$174K	\$186K	\$163K	\$165K	\$187K	\$165K	\$170K	\$170K	\$199K	\$210K	\$195K	\$216K
Med Sales Price as a % of Med List Price	98%	100%	100%	93%	99%	96%	97%	97%	100%	97%	100%	103%	95%

## 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



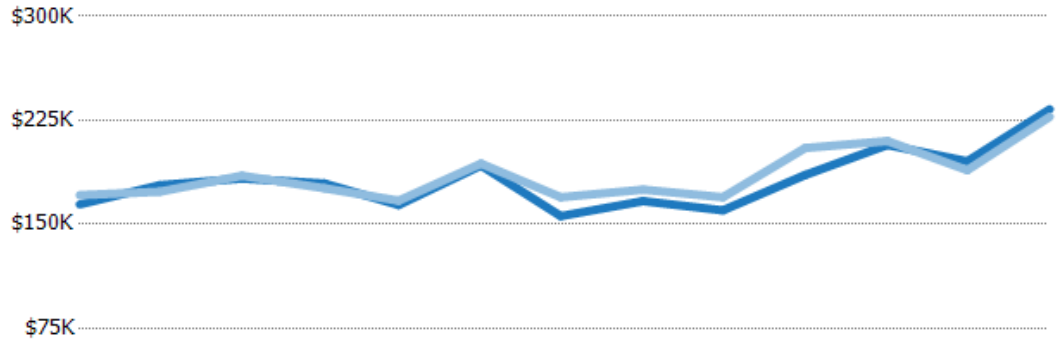
	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Avg Est Value	\$181K	\$173K	\$201K	\$184K	\$175K	\$212K	\$178K	\$176K	\$172K	\$199K	\$203K	\$236K	\$222K
Avg Sales Price	\$180K	\$178K	\$202K	\$194K	\$170K	\$194K	\$175K	\$178K	\$177K	\$206K	\$195K	\$224K	\$220K
Avg Sales Price as a % of Avg Est Value	99%	103%	101%	105%	97%	91%	98%	101%	103%	104%	96%	95%	99%

## 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



	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Median Est Value	\$164K	\$178K	\$183K	\$179K	\$164K	\$192K	\$156K	\$167K	\$160K	\$186K	\$207K	\$195K	\$233K
Median Sales Price	\$171K	\$174K	\$185K	\$176K	\$167K	\$194K	\$170K	\$175K	\$170K	\$205K	\$210K	\$189K	\$228K
Med Sales Price as a % of Med Est Value	104%	97%	101%	98%	102%	101%	109%	105%	106%	110%	101%	97%	98%