

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	Oct 2019	Oct 2018	+ / -	YTD 2019	YTD 2018	+ / -
Listing Activity Charts Metrics						
New Listing Count	18	21	-14.3%	206	235	-12.3%
New Listing Volume	\$3,586,600	\$4,359,300	-17.7%	\$40,473,090	\$47,197,900	-14.2%
Active Listing Count	79	110	-28.2%	N/A	N/A	
Active Listing Volume	\$17,167,895	\$24,638,600	-30.3%	N/A	N/A	
Average Listing Price	\$217,315	\$223,987	-3%	\$212,733	\$207,700	+2.4%
Median Listing Price	\$185,000	\$191,400	-3.3%	\$178,280	\$177,437	+0.5%
Median Days in RPR	83	110	-24.5%	112.65	93.18	+20.9%
Months of Inventory	5.3	5	+5.3%	6.8	5.6	+21.5%
Absorption Rate	18.99%	20%	-1%	14.79%	17.98%	-3.2%
Sales Activity Charts Metrics						
New Pending Sales Count	16	13	+23.1%	191	155	+23.2%
New Pending Sales Volume	\$2,816,000	\$2,389,600	+17.8%	\$35,342,100	\$27,514,500	+28.4%
Pending Sales Count	20	27	-25.9%	N/A	N/A	
Pending Sales Volume	\$3,877,300	\$4,675,100	-17.1%	N/A	N/A	
Closed Sales Count	13	18	-27.8%	136	129	+5.4%
Closed Sales Volume	\$2,826,000	\$3,187,100	-11.3%	\$25,197,119	\$22,601,950	+11.5%
Average Sales Price	\$217,385	\$177,061	+22.8%	\$185,273	\$175,209	+5.7%
Median Sales Price	\$195,000	\$161,950	+20.4%	\$181,451	\$168,184	+7.9%

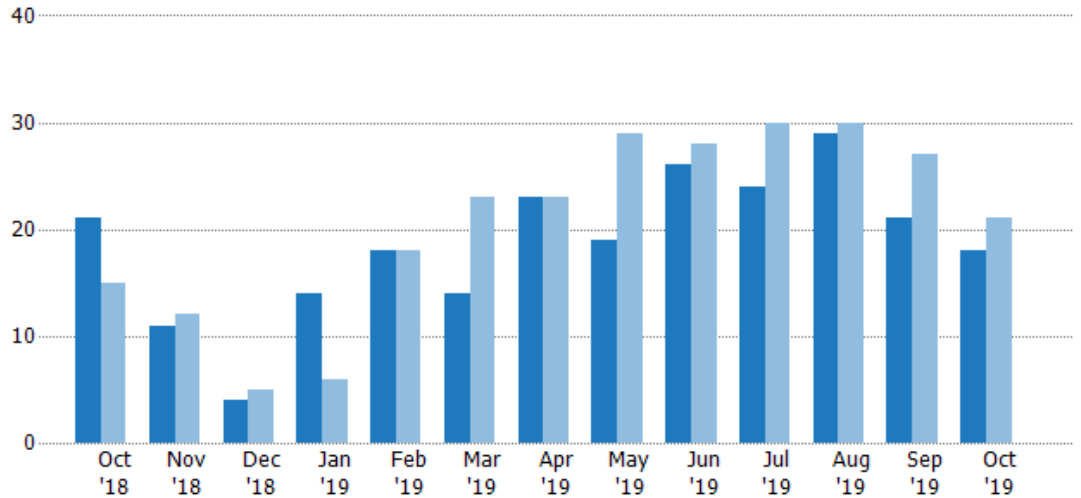
New Listings

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.
Oct '19	18	-14.3%
Oct '18	21	40%
Oct '17	15	-13.3%



Current Year	21	11	4	14	18	14	23	19	26	24	29	21	18
Prior Year	15	12	5	6	18	23	23	29	28	30	30	27	21
Percent Change from Prior Year	40%	-8%	-20%	133%	0%	-39%	0%	-34%	-7%	-20%	-3%	-22%	-14%

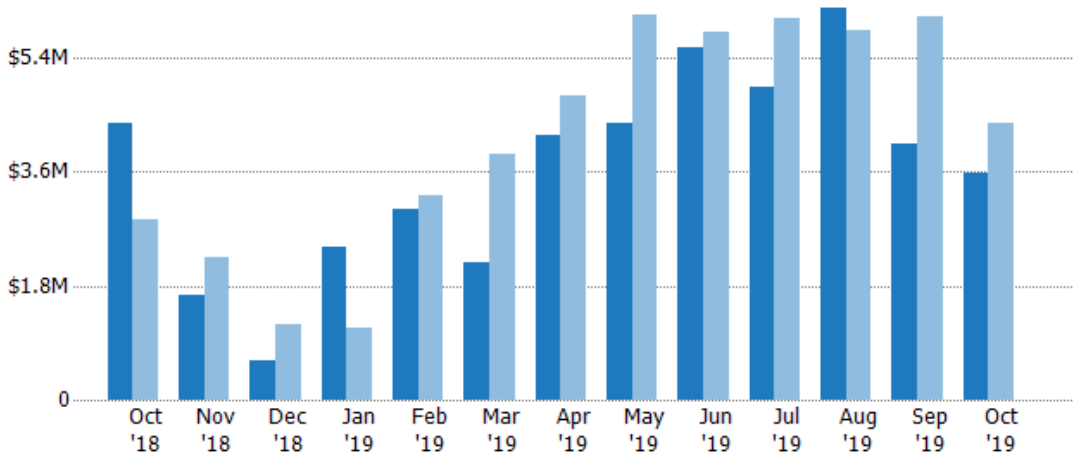
New Listing Volume

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.
Oct '19	\$3.59M	-17.7%
Oct '18	\$4.36M	53.1%
Oct '17	\$2.85M	-15.3%



Current Year	\$4.36M	\$1.65M	\$616K	\$2.42M	\$3.01M	\$2.17M	\$4.18M	\$4.38M	\$5.56M	\$4.95M	\$6.2M	\$4.03M	\$3.59M
Prior Year	\$2.85M	\$2.25M	\$1.19M	\$1.15M	\$3.22M	\$3.88M	\$4.79M	\$6.08M	\$5.81M	\$6.03M	\$5.83M	\$6.05M	\$4.36M
Percent Change from Prior Year	53%	-26%	-48%	111%	-7%	-44%	-13%	-28%	-4%	-18%	6%	-33%	-18%

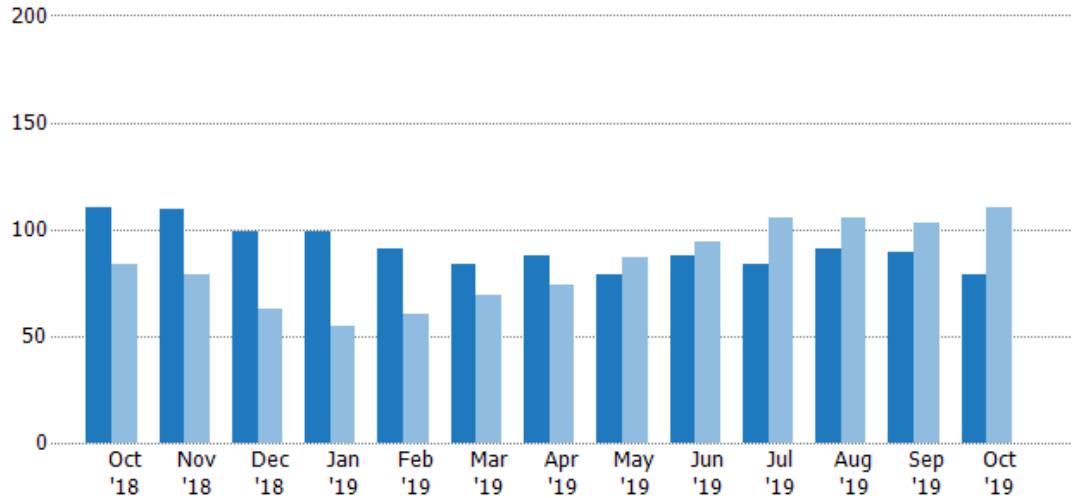
Active Listings

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.
Oct '19	79	-28.2%
Oct '18	110	31%
Oct '17	84	20.2%



Current Year	110	109	99	99	91	84	88	79	88	84	91	89	79
Prior Year	84	79	63	55	60	69	74	87	94	105	105	103	110
Percent Change from Prior Year	31%	38%	57%	80%	52%	22%	19%	-9%	-6%	-20%	-13%	-14%	-28%

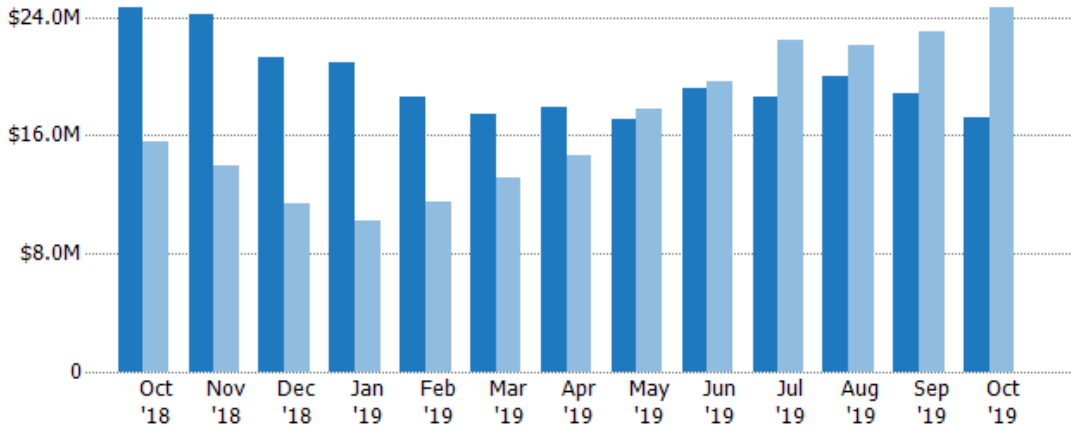
Active Listing Volume

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.
Oct '19	\$17.2M	-30.3%
Oct '18	\$24.6M	58.2%
Oct '17	\$15.6M	15.3%



Current Year	\$24.6M	\$24.2M	\$21.3M	\$20.9M	\$18.6M	\$17.4M	\$17.9M	\$17.1M	\$19.1M	\$18.6M	\$20M	\$18.8M	\$17.2M
Prior Year	\$15.6M	\$13.9M	\$11.3M	\$10.2M	\$11.4M	\$13.2M	\$14.7M	\$17.8M	\$19.6M	\$22.4M	\$22.1M	\$23M	\$24.6M
Percent Change from Prior Year	58%	74%	88%	104%	62%	32%	22%	-4%	-2%	-17%	-9%	-18%	-30%

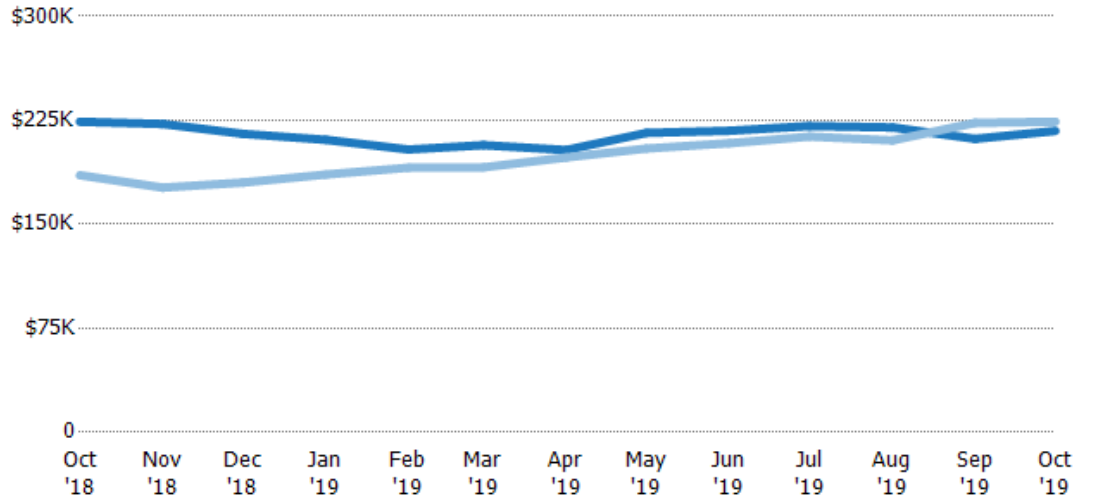
Average Listing Price

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.
Oct '19	\$217K	-3%
Oct '18	\$224K	20.8%
Oct '17	\$185K	-4.1%



Current Year	\$224K	\$222K	\$215K	\$211K	\$204K	\$207K	\$204K	\$216K	\$217K	\$221K	\$220K	\$212K	\$217K
Prior Year	\$185K	\$176K	\$180K	\$186K	\$191K	\$191K	\$198K	\$205K	\$208K	\$213K	\$211K	\$223K	\$224K
Percent Change from Prior Year	21%	26%	20%	13%	7%	8%	3%	6%	4%	4%	4%	-5%	-3%

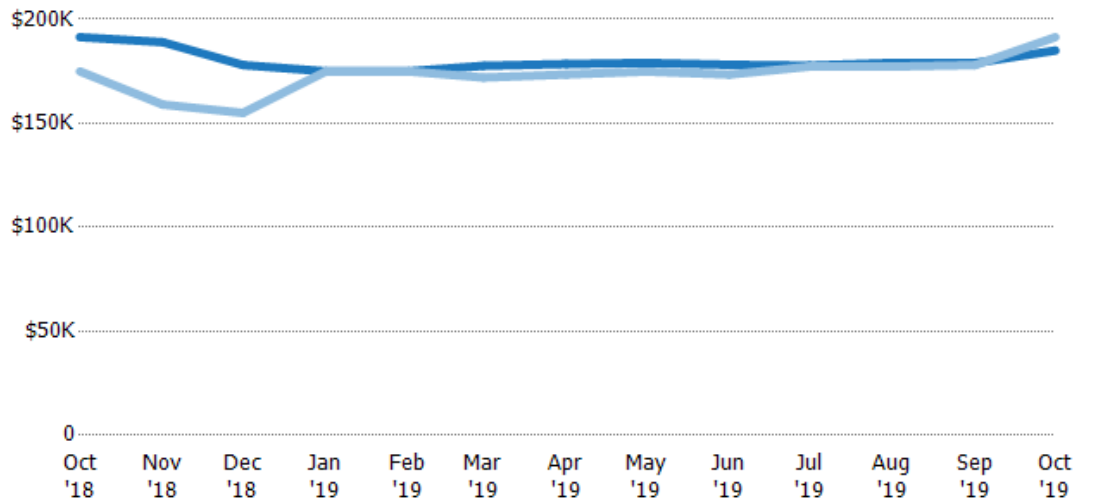
Median Listing Price

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.
Oct '19	\$185K	-3.3%
Oct '18	\$191K	9.4%
Oct '17	\$175K	-11.4%



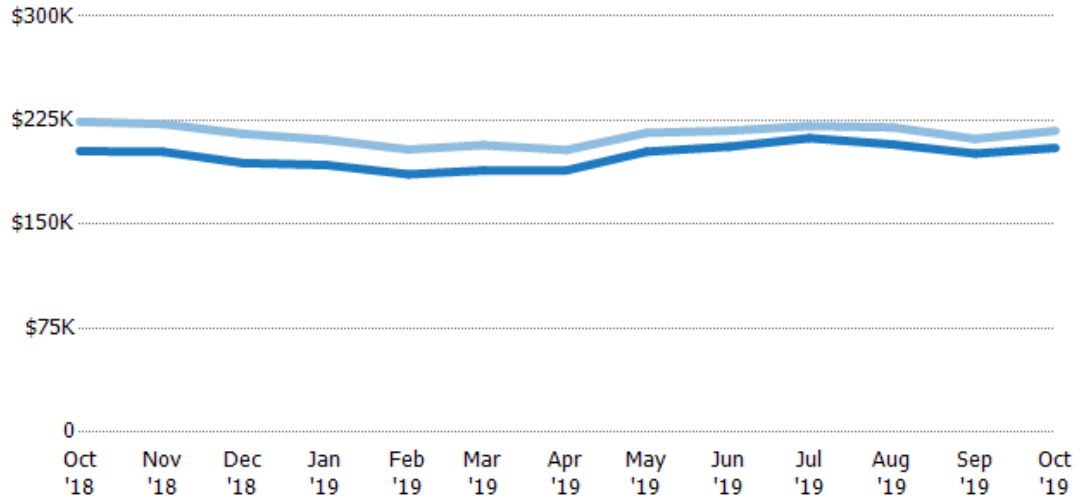
Current Year	\$191K	\$189K	\$178K	\$175K	\$175K	\$178K	\$179K	\$179K	\$178K	\$178K	\$179K	\$179K	\$185K
Prior Year	\$175K	\$159K	\$155K	\$175K	\$175K	\$172K	\$173K	\$175K	\$173K	\$177K	\$177K	\$178K	\$191K
Percent Change from Prior Year	9%	19%	15%	0%	0%	3%	3%	2%	3%	0%	1%	1%	-3%

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



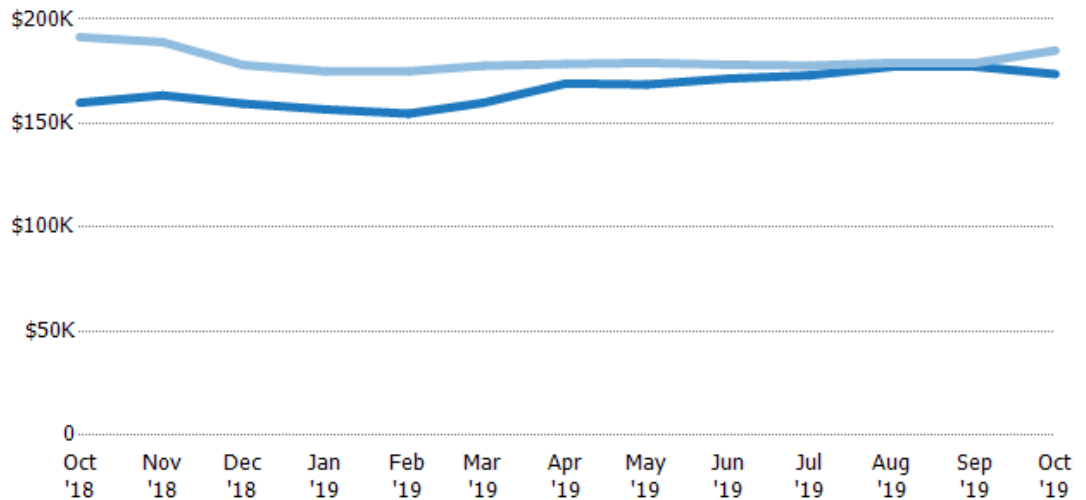
Avg Est Value	\$203K	\$202K	\$194K	\$193K	\$186K	\$189K	\$189K	\$202K	\$206K	\$212K	\$208K	\$201K	\$205K
Avg Listing Price	\$224K	\$222K	\$215K	\$211K	\$204K	\$207K	\$204K	\$216K	\$217K	\$221K	\$220K	\$212K	\$217K
Avg Listing Price as a % of Avg Est Value	111%	110%	111%	109%	110%	110%	108%	107%	106%	104%	106%	105%	106%

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



Median Est Value	\$160K	\$163K	\$159K	\$157K	\$155K	\$160K	\$169K	\$169K	\$172K	\$173K	\$177K	\$177K	\$174K
Median Listing Price	\$191K	\$189K	\$178K	\$175K	\$175K	\$178K	\$179K	\$179K	\$178K	\$178K	\$179K	\$179K	\$185K
Med Listing Price as a % of Med Est Value	120%	116%	112%	112%	113%	111%	106%	106%	104%	103%	101%	101%	107%

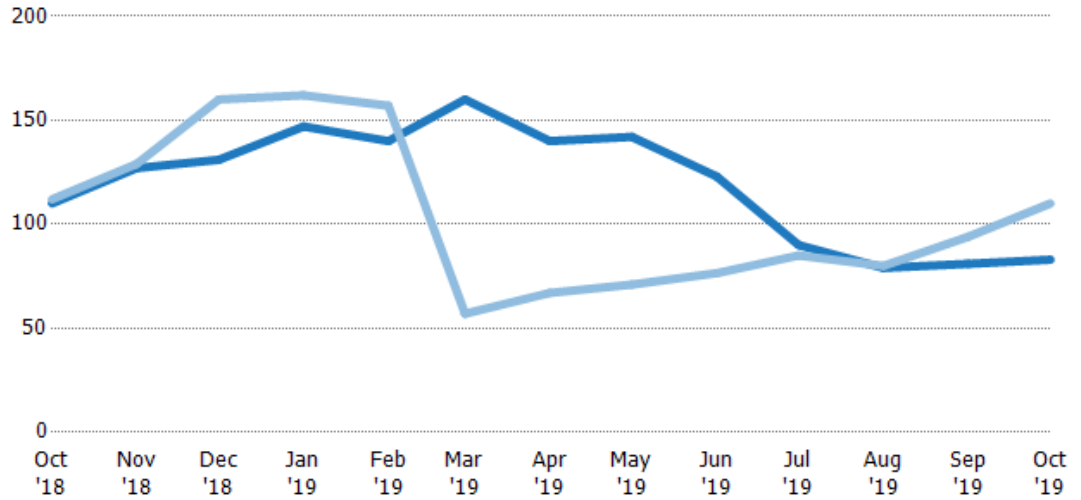
Median Days in RPR

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.
Oct '19	83	-24.5%
Oct '18	110	-1.8%
Oct '17	112	-2.7%



	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19
Current Year	110	127	131	147	140	160	140	142	123	90	79	81	83
Prior Year	112	129	160	162	157	57	67	71	76.5	85	80	94	110
Percent Change from Prior Year	-2%	-2%	-18%	-9%	-11%	181%	109%	100%	61%	6%	-1%	-14%	-25%

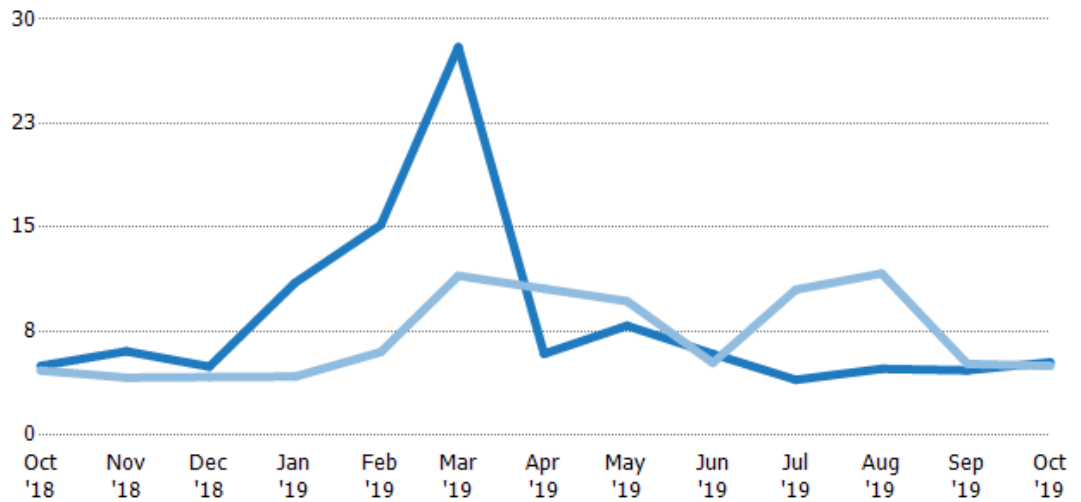
Months of Inventory

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.
Oct '19	5.27	5.3%
Oct '18	5	7.1%
Oct '17	4.67	35.3%



	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19
Current Year	5	6.06	4.95	11	15.2	28	5.87	7.9	5.87	4	4.79	4.68	5.27
Prior Year	4.67	4.16	4.2	4.23	6	11.5	10.6	9.67	5.22	10.5	11.7	5.15	5
Percent Change from Prior Year	7%	46%	18%	160%	153%	143%	-45%	-18%	12%	-62%	-59%	-9%	5%

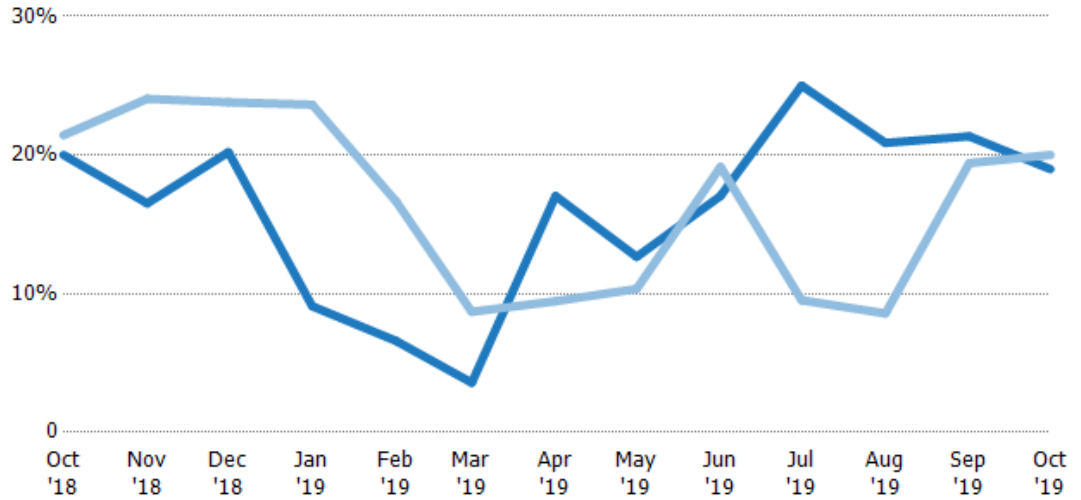
Absorption Rate

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.
Oct '19	19%	1%
Oct '18	20%	1.4%
Oct '17	21%	-26.1%



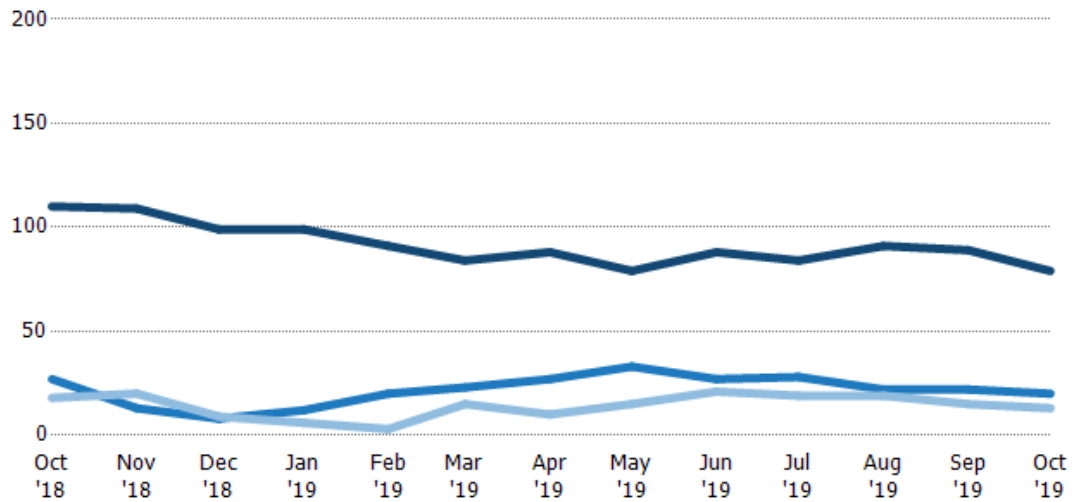
	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19
Current Year	20%	17%	20%	9%	7%	4%	17%	13%	17%	25%	21%	21%	19%
Prior Year	21%	24%	24%	24%	17%	9%	9%	10%	19%	10%	9%	19%	20%
Change from Prior Year	1%	8%	4%	15%	10%	5%	-8%	-2%	2%	-15%	-12%	-2%	1%

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



	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19
Active	110	109	99	99	91	84	88	79	88	84	91	89	79
Pending	27	13	8	12	20	23	27	33	27	28	22	22	20
Sold	18	20	9	6	3	15	10	15	21	19	19	15	13

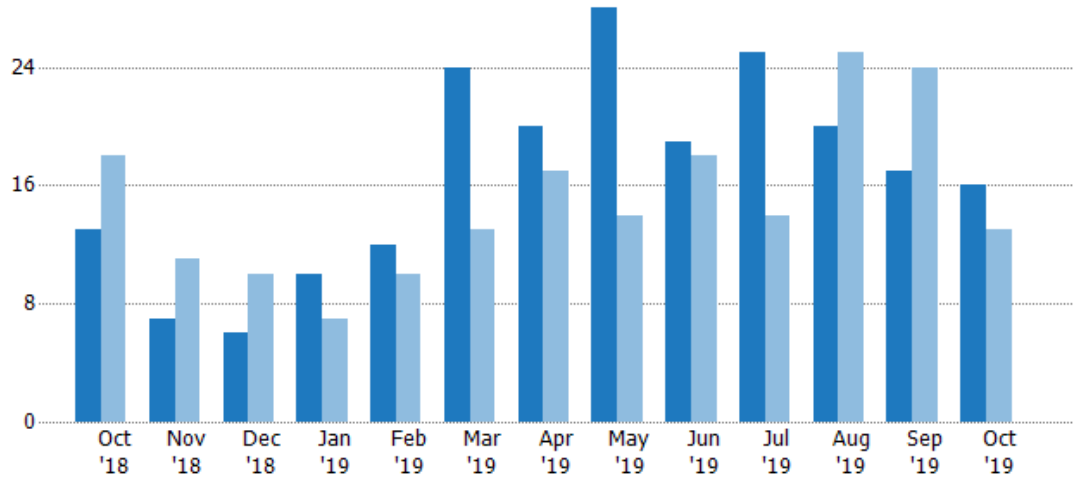
New Pending Sales

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.
Oct '19	16	23.1%
Oct '18	13	-27.8%
Oct '17	18	11.1%



	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19
Current Year	13	7	6	10	12	24	20	28	19	25	20	17	16
Prior Year	18	11	10	7	10	13	17	14	18	14	25	24	13
Percent Change from Prior Year	-28%	-36%	-40%	43%	20%	85%	18%	100%	6%	79%	-20%	-29%	23%

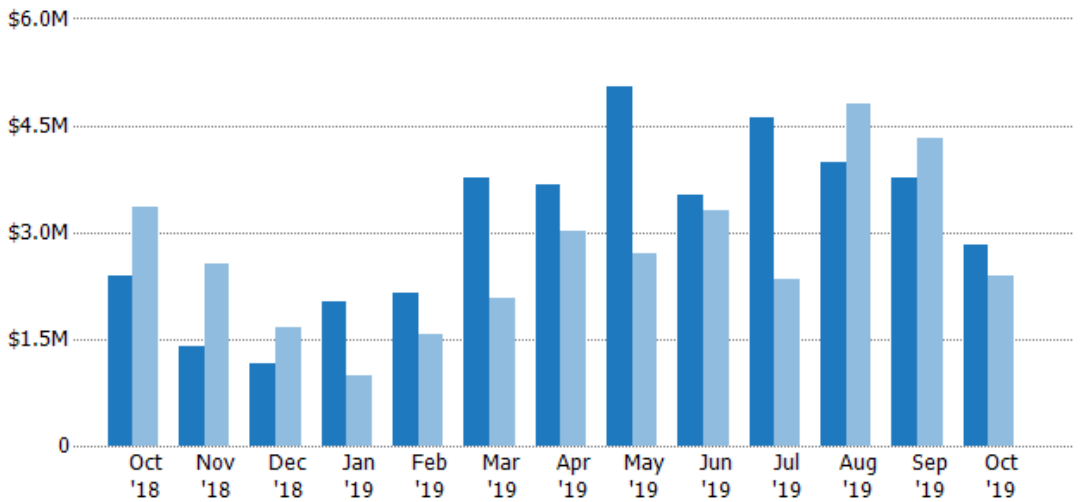
New Pending Sales Volume

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.
Oct '19	\$2.82M	17.8%
Oct '18	\$2.39M	-28.7%
Oct '17	\$3.35M	-7.7%



	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19
Current Year	\$2.39M	\$1.4M	\$1.16M	\$2.03M	\$2.15M	\$3.77M	\$3.66M	\$5.04M	\$3.52M	\$4.61M	\$3.98M	\$3.76M	\$2.82M
Prior Year	\$3.35M	\$2.55M	\$1.66M	\$975K	\$1.57M	\$2.07M	\$3.03M	\$2.7M	\$3.32M	\$2.34M	\$4.79M	\$4.33M	\$2.39M
Percent Change from Prior Year	-29%	-45%	-30%	109%	37%	82%	21%	87%	6%	97%	-17%	-13%	18%

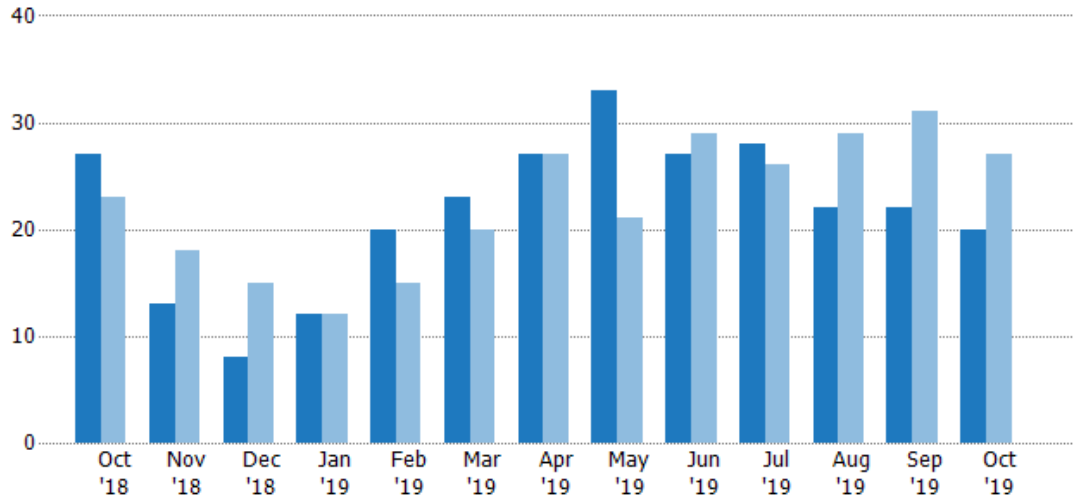
Pending Sales

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.
Oct '19	20	-25.9%
Oct '18	27	17.4%
Oct '17	23	21.7%



	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19
Current Year	27	13	8	12	20	23	27	33	27	28	22	22	20
Prior Year	23	18	15	12	15	20	27	21	29	26	29	31	27
Percent Change from Prior Year	17%	-28%	-47%	0%	33%	15%	0%	57%	-7%	8%	-24%	-29%	-26%

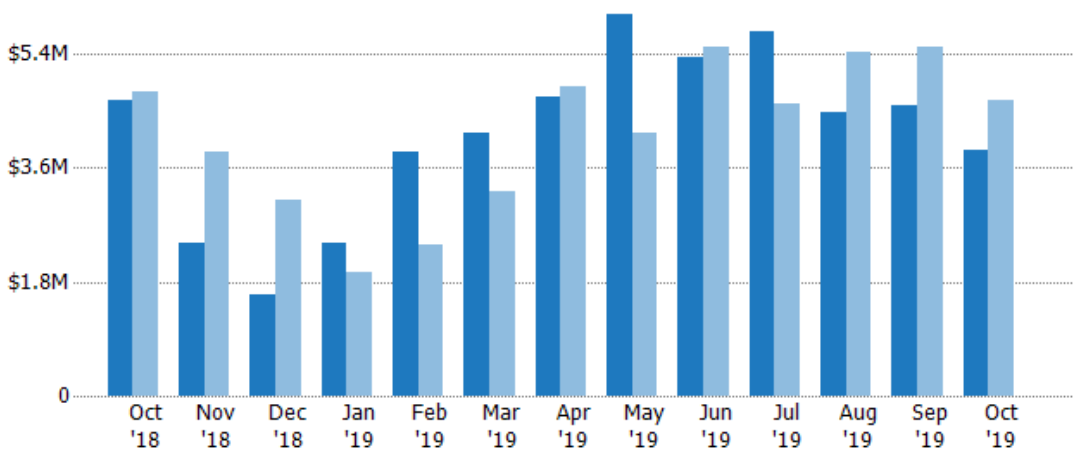
Pending Sales Volume

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.
Oct '19	\$3.88M	-17.1%
Oct '18	\$4.68M	-2.4%
Oct '17	\$4.79M	-10.8%



	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19
Current Year	\$4.68M	\$2.41M	\$1.6M	\$2.42M	\$3.85M	\$4.14M	\$4.72M	\$6.03M	\$5.33M	\$5.75M	\$4.48M	\$4.58M	\$3.88M
Prior Year	\$4.79M	\$3.85M	\$3.1M	\$1.96M	\$2.39M	\$3.23M	\$4.89M	\$4.16M	\$5.52M	\$4.61M	\$5.43M	\$5.51M	\$4.68M
Percent Change from Prior Year	-2%	-38%	-48%	24%	61%	28%	-4%	45%	-3%	25%	-18%	-17%	-17%

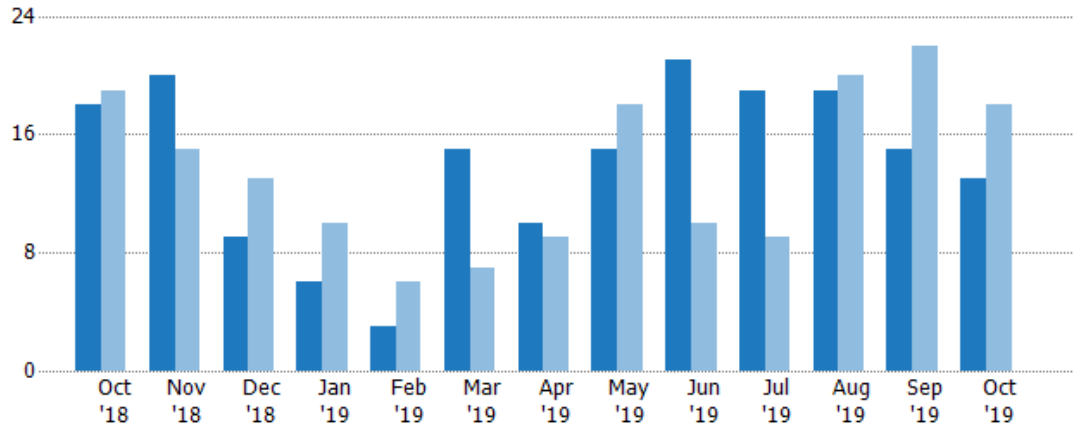
Closed Sales

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.
Oct '19	13	-27.8%
Oct '18	18	-5.3%
Oct '17	19	-42.1%



	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19
Current Year	18	20	9	6	3	15	10	15	21	19	19	15	13
Prior Year	19	15	13	10	6	7	9	18	10	9	20	22	18
Percent Change from Prior Year	-5%	33%	-31%	-40%	-50%	114%	11%	-17%	110%	111%	-5%	-32%	-28%

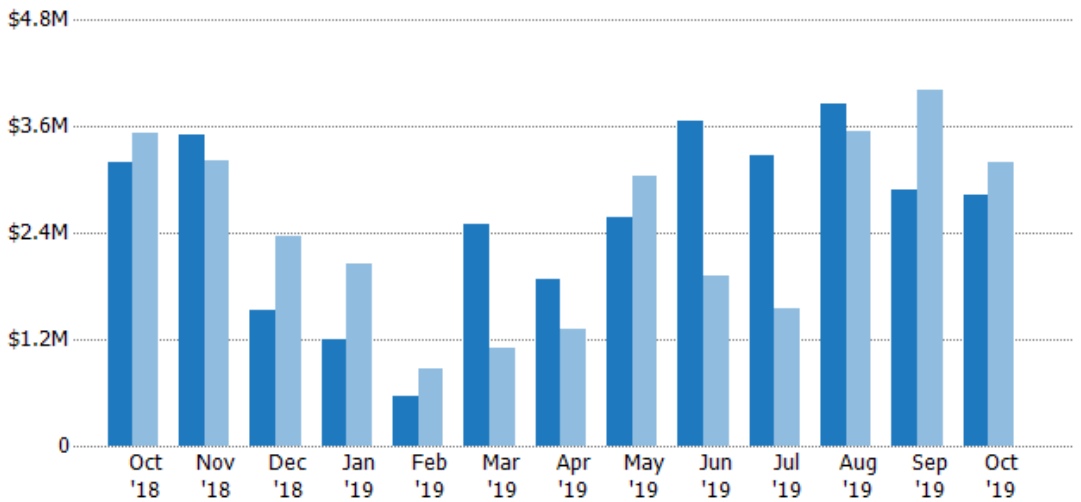
Closed Sales Volume

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.
Oct '19	\$2.83M	-11.3%
Oct '18	\$3.19M	-9.5%
Oct '17	\$3.52M	-44.1%



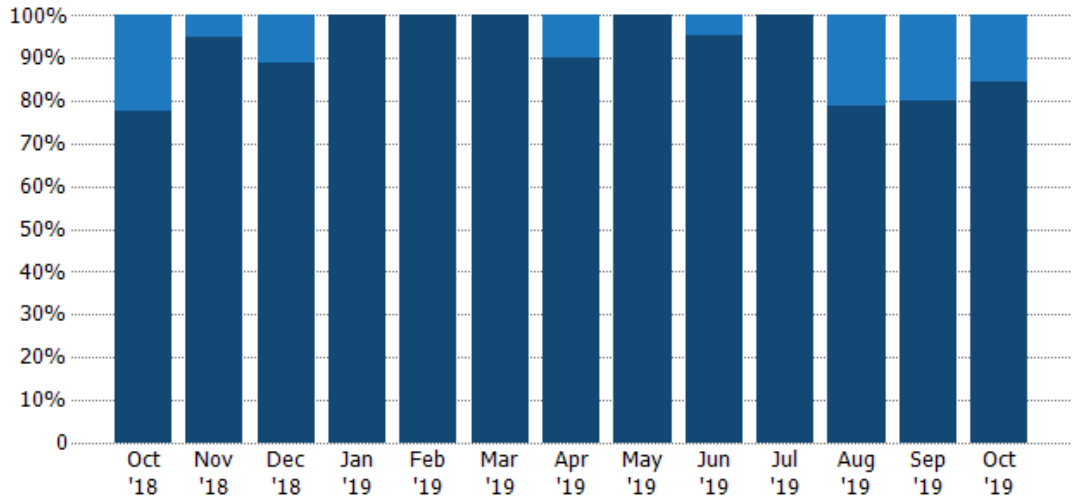
	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19
Current Year	\$3.19M	\$3.5M	\$1.53M	\$1.19M	\$563K	\$2.49M	\$1.87M	\$2.58M	\$3.66M	\$3.27M	\$3.85M	\$2.89M	\$2.83M
Prior Year	\$3.52M	\$3.21M	\$2.36M	\$2.06M	\$866K	\$1.1M	\$1.31M	\$3.05M	\$1.91M	\$1.55M	\$3.55M	\$4.02M	\$3.19M
Percent Change from Prior Year	-9%	9%	-35%	-42%	-35%	125%	43%	-15%	91%	112%	9%	-28%	-11%

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



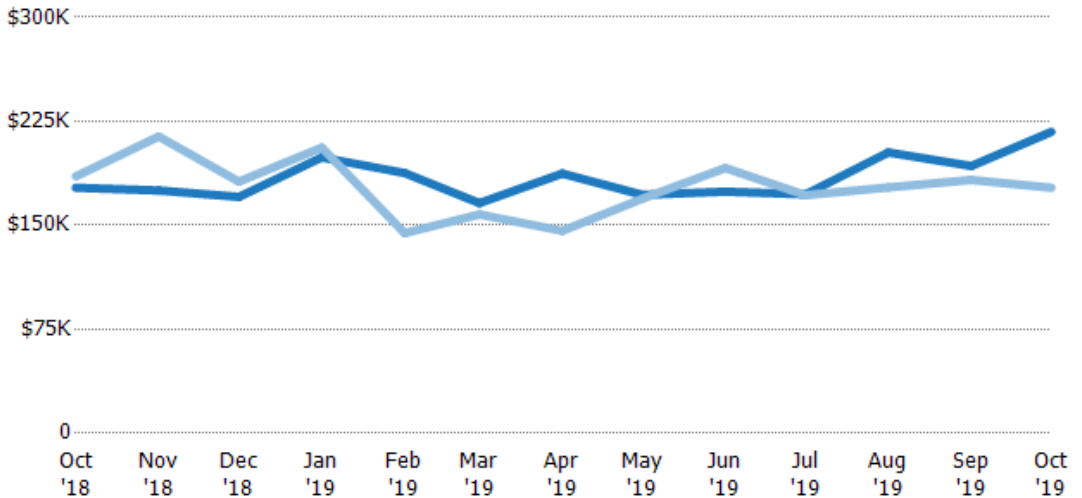
Condo/Townhouse	22%	5%	11%	-	-	-	10%	-	5%	-	21%	20%	15%
Single Family Residence	78%	95%	89%	100%	100%	100%	90%	100%	95%	100%	79%	80%	85%

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	\$177K	\$175K	\$170K	\$199K	\$188K	\$166K	\$187K	\$172K	\$174K	\$172K	\$203K	\$193K	\$217K
Prior Year	\$185K	\$214K	\$181K	\$206K	\$144K	\$158K	\$146K	\$169K	\$191K	\$172K	\$177K	\$183K	\$177K
Percent Change from Prior Year	-4%	-18%	-6%	-3%	30%	5%	28%	2%	-9%	0%	14%	5%	23%

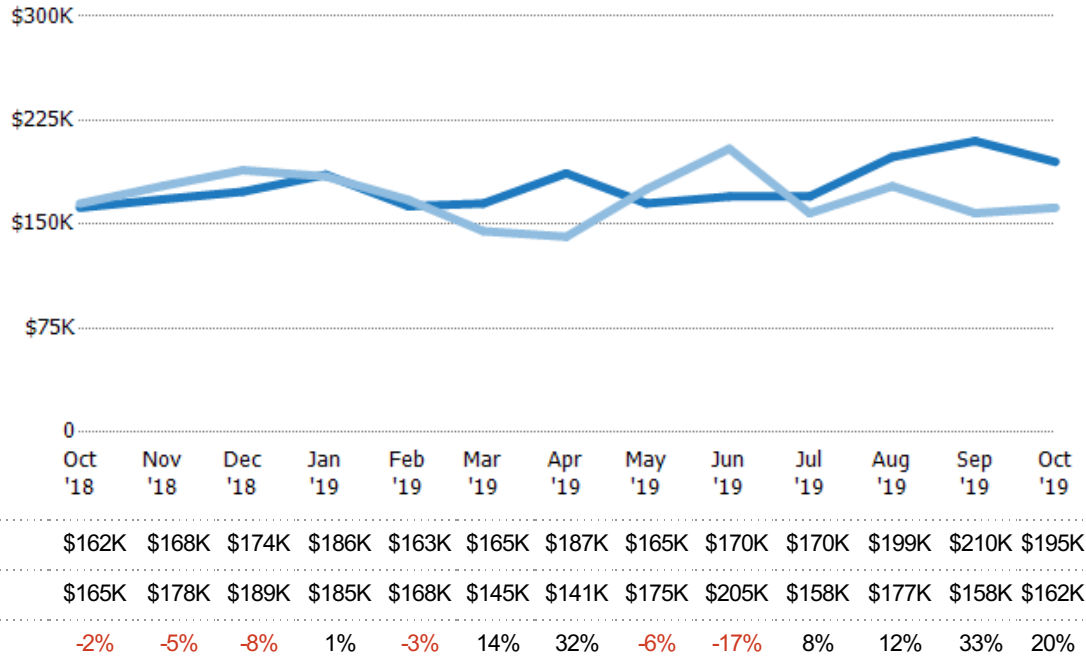
Median Sales Price

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.
Oct '19	\$195K	20.4%
Oct '18	\$162K	-1.8%
Oct '17	\$165K	9.2%

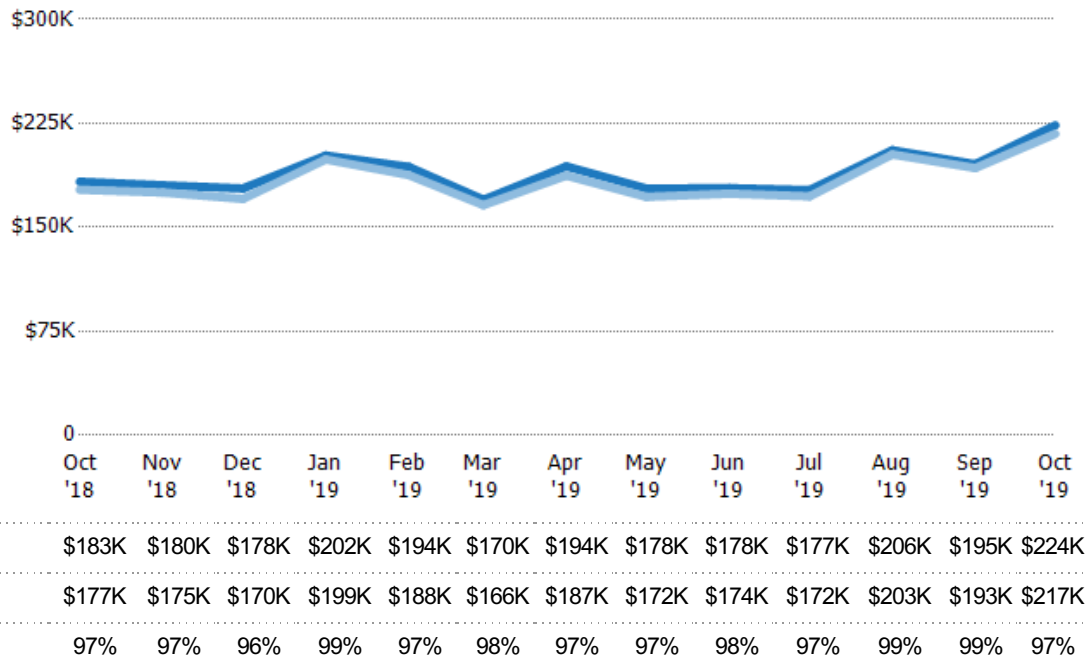


Average Sales Price vs Average Listing Price

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

Filters Used

ZIP: Barre, VT 05641
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence

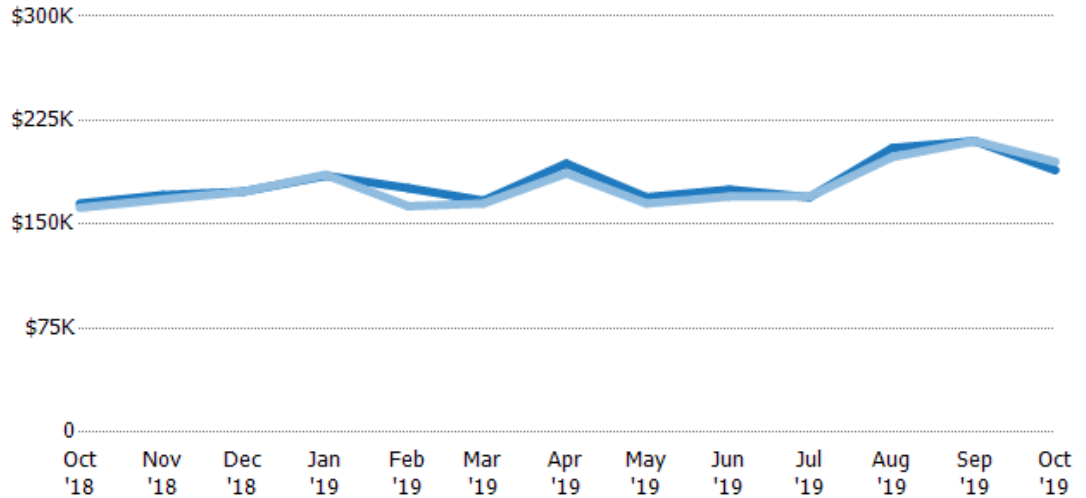


Median Sales Price vs Median Listing Price

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

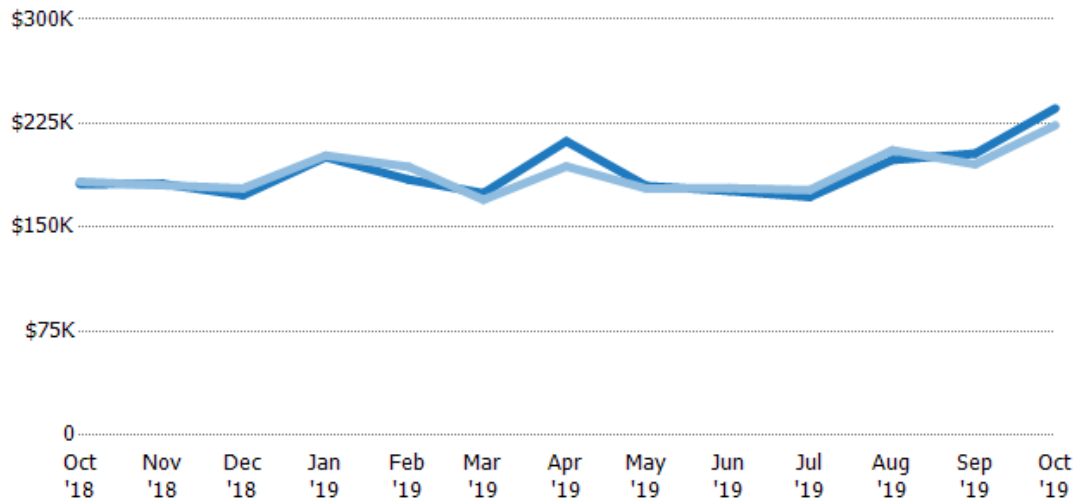


Average Sales Price vs Average Est Value

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

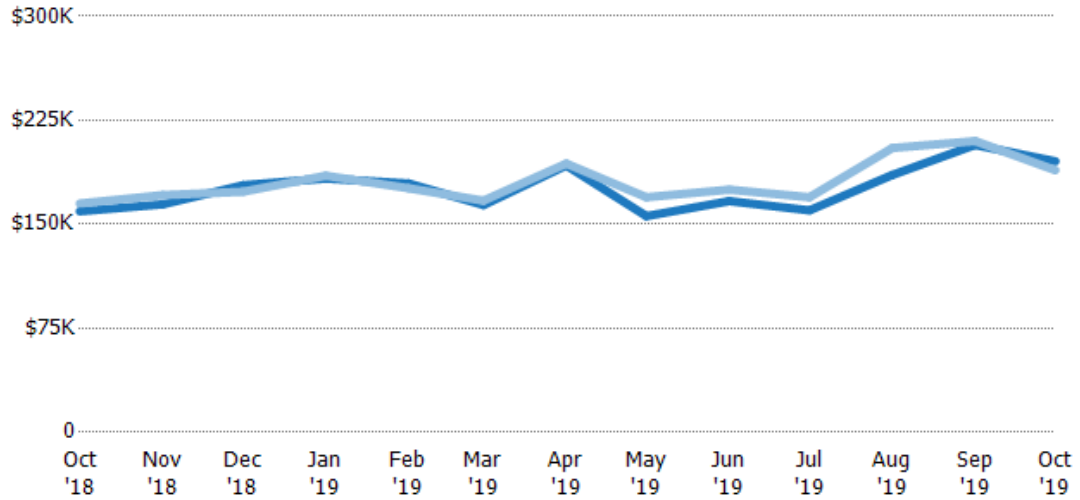


Median Sales Price vs Median Est Value

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



	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19
Median Est Value	\$159K	\$164K	\$178K	\$183K	\$179K	\$164K	\$192K	\$156K	\$167K	\$160K	\$186K	\$207K	\$195K
Median Sales Price	\$165K	\$171K	\$174K	\$185K	\$176K	\$167K	\$194K	\$170K	\$175K	\$170K	\$205K	\$210K	\$189K
Med Sales Price as a % of Med Est Value	104%	104%	97%	101%	98%	102%	101%	109%	105%	106%	110%	101%	97%