

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	15	18	-16.7%	213	174	+22.4%
New Listing Volume	\$4,522,280	\$6,224,275	-27.3%	\$87,253,117	\$64,343,069	+35.6%
Active Listing Count	45	63	-28.6%	N/A	N/A	
Active Listing Volume	\$25,187,944	\$27,751,975	-9.2%	N/A	N/A	
Average Listing Price	\$559,732	\$440,508	+27.1%	\$481,290	\$543,437	-11.4%
Median Listing Price	\$395,000	\$389,900	+1.3%	\$370,658	\$398,548	-7%
Median Days in RPR	112	103	+8.7%	93.14	98.27	-5.2%
Months of Inventory	2.5	3.3	-24.6%	4.4	3.8	+15.7%
Absorption Rate	40%	30.16%	+9.8%	22.95%	26.55%	-3.6%
Sales Activity Charts Metrics						
New Pending Sales Count	20	16	+25%	200	152	+31.6%
New Pending Sales Volume	\$6,797,678	\$5,883,100	+15.5%	\$72,405,478	\$52,022,488	+39.2%
Pending Sales Count	32	27	+18.5%	N/A	N/A	
Pending Sales Volume	\$13,010,177	\$10,139,299	+28.3%	N/A	N/A	
Closed Sales Count	16	8	+100%	167	129	+29.5%
Closed Sales Volume	\$5,547,949	\$4,054,900	+36.8%	\$59,073,661	\$42,531,960	+38.9%
Average Sales Price	\$346,747	\$506,863	-31.6%	\$353,734	\$329,705	+7.3%
Median Sales Price	\$360,414	\$483,750	-25.5%	\$344,129	\$306,432	+12.3%

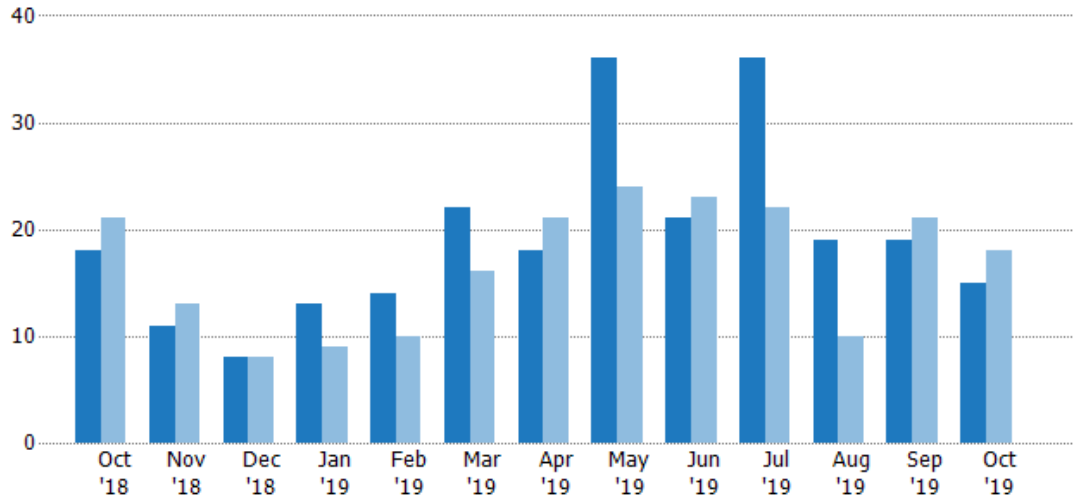
New Listings

The number of new residential listings that were added each month.

Filters Used

ZIP: Colchester, VT 05446,
Colchester, VT 05449
Property Type:
Condo/Townhouse/Apt, Single
Family Residence

Month/Year	Count	% Chg.
Oct '19	15	-16.7%
Oct '18	18	-14.3%
Oct '17	21	-38.1%



Current Year	18	11	8	13	14	22	18	36	21	36	19	19	15
Prior Year	21	13	8	9	10	16	21	24	23	22	10	21	18
Percent Change from Prior Year	-14%	-15%	0%	44%	40%	38%	-14%	50%	-9%	64%	90%	-10%	-17%

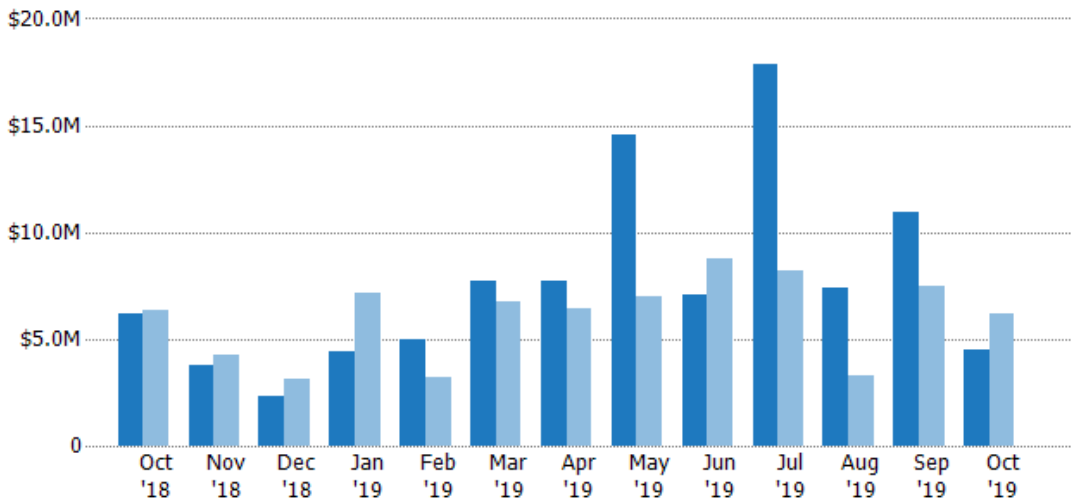
New Listing Volume

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

Filters Used

ZIP: Colchester, VT 05446,
Colchester, VT 05449
Property Type:
Condo/Townhouse/Apt, Single
Family Residence

Month/Year	Volume	% Chg.
Oct '19	\$4.52M	-27.3%
Oct '18	\$6.22M	-2.3%
Oct '17	\$6.37M	-42.9%



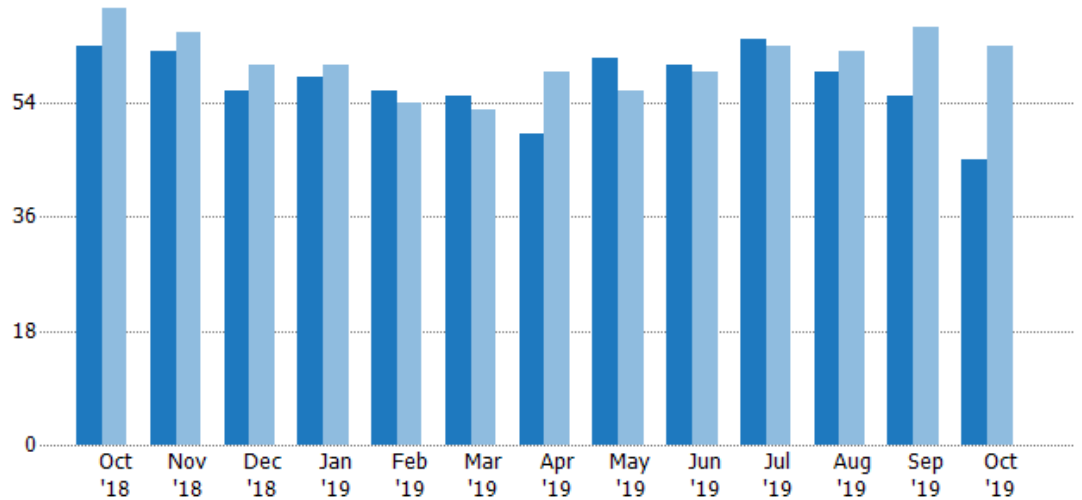
Current Year	\$6.22M	\$3.79M	\$2.36M	\$4.44M	\$5M	\$7.74M	\$7.72M	\$14.5M	\$7.1M	\$17.9M	\$7.39M	\$11M	\$4.52M
Prior Year	\$6.37M	\$4.26M	\$3.09M	\$7.13M	\$3.2M	\$6.72M	\$6.39M	\$6.97M	\$8.76M	\$8.24M	\$3.27M	\$7.45M	\$6.22M
Percent Change from Prior Year	-2%	-11%	-24%	-38%	57%	15%	21%	109%	-19%	117%	126%	47%	-27%

Active Listings

The number of active residential listings at the end of each month.

Filters Used

ZIP: Colchester, VT 05446,
Colchester, VT 05449
Property Type:
Condo/Townhouse/Apt, Single
Family Residence



Month/Year	Count	% Chg.
Oct '19	45	-28.6%
Oct '18	63	-8.7%
Oct '17	69	-26.1%

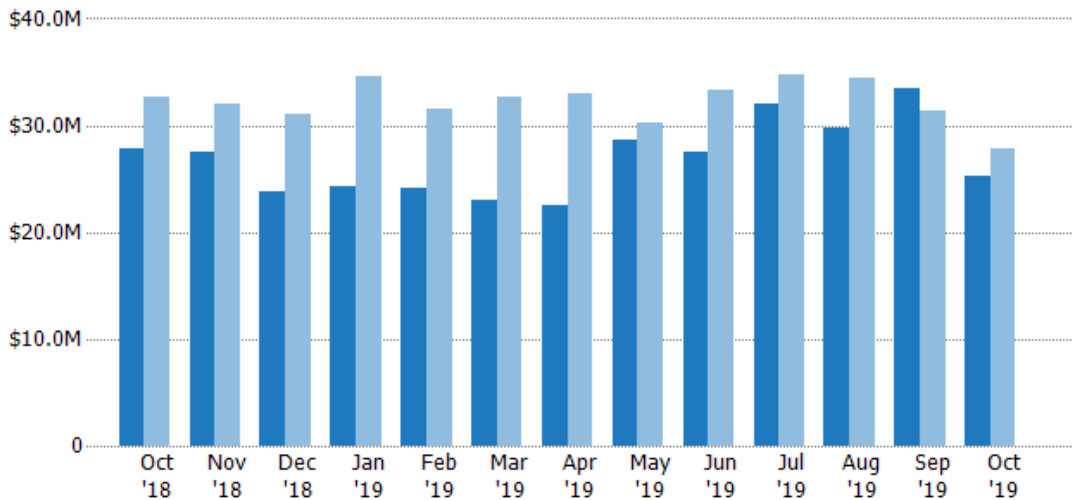
	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19
Current Year	63	62	56	58	56	55	49	61	60	64	59	55	45
Prior Year	69	65	60	60	54	53	59	56	59	63	62	66	63
Percent Change from Prior Year	-9%	-5%	-7%	-3%	4%	4%	-17%	9%	2%	2%	-5%	-17%	-29%

Active Listing Volume

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

Filters Used

ZIP: Colchester, VT 05446,
Colchester, VT 05449
Property Type:
Condo/Townhouse/Apt, Single
Family Residence



Month/Year	Volume	% Chg.
Oct '19	\$25.2M	-9.2%
Oct '18	\$27.8M	-14.9%
Oct '17	\$32.6M	-21%

	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	\$27.8M	\$27.4M	\$23.8M	\$24.4M	\$24.2M	\$23.1M	\$22.5M	\$28.6M	\$27.5M	\$32M	\$29.8M	\$33.4M	\$25.2M
Prior Year	\$32.6M	\$32.1M	\$31.1M	\$34.5M	\$31.5M	\$32.6M	\$33M	\$30.3M	\$33.3M	\$34.7M	\$34.4M	\$31.3M	\$27.8M
Percent Change from Prior Year	-15%	-14%	-23%	-29%	-23%	-29%	-32%	-6%	-17%	-8%	-13%	7%	-9%

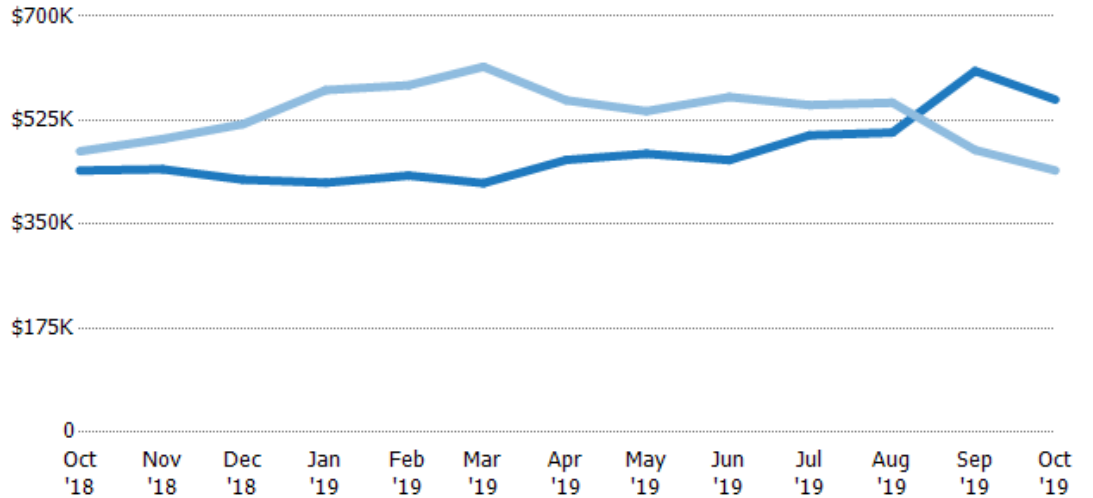
Average Listing Price

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

Filters Used

ZIP: Colchester, VT 05446,
Colchester, VT 05449
Property Type:
Condo/Townhouse/Apt, Single
Family Residence

Month/ Year	Price	% Chg.
Oct '19	\$560K	27.1%
Oct '18	\$441K	-6.8%
Oct '17	\$473K	6.9%



Current Year	\$441K	\$443K	\$425K	\$420K	\$432K	\$419K	\$458K	\$469K	\$458K	\$500K	\$504K	\$608K	\$560K
Prior Year	\$473K	\$494K	\$518K	\$576K	\$584K	\$615K	\$559K	\$540K	\$564K	\$551K	\$555K	\$475K	\$441K
Percent Change from Prior Year	-7%	-10%	-18%	-27%	-26%	-32%	-18%	-13%	-19%	-9%	-9%	28%	27%

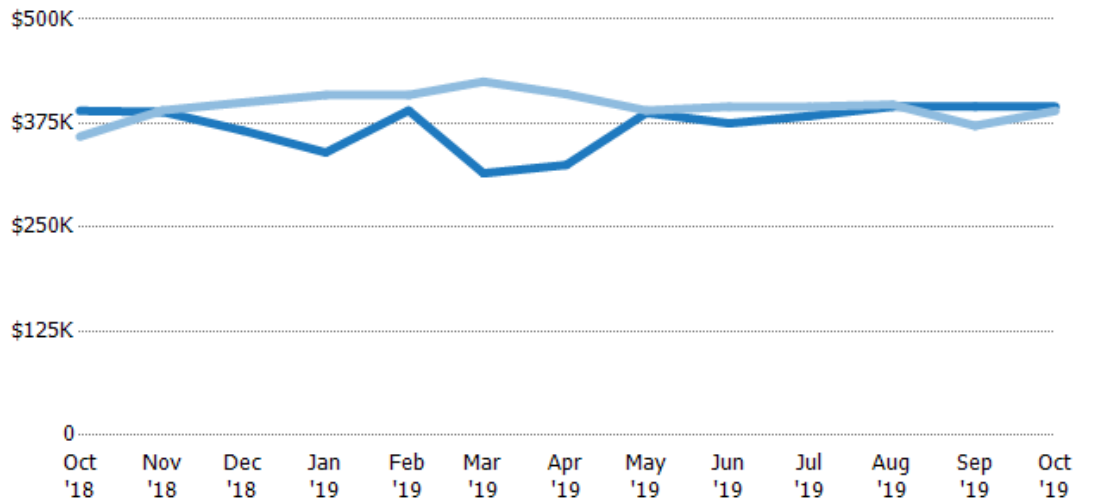
Median Listing Price

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

Filters Used

ZIP: Colchester, VT 05446,
Colchester, VT 05449
Property Type:
Condo/Townhouse/Apt, Single
Family Residence

Month/ Year	Price	% Chg.
Oct '19	\$395K	1.3%
Oct '18	\$390K	8.6%
Oct '17	\$359K	8.8%



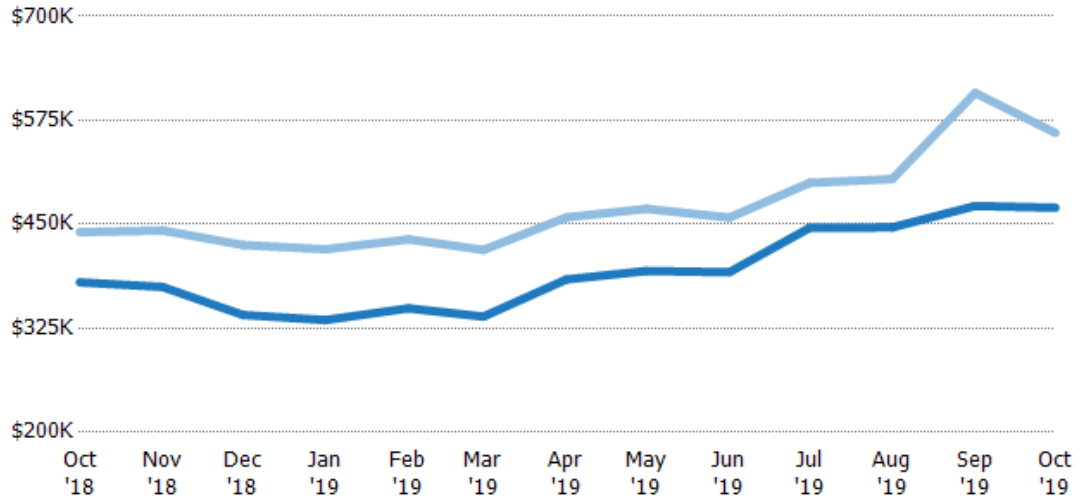
Current Year	\$390K	\$389K	\$366K	\$340K	\$390K	\$315K	\$325K	\$388K	\$375K	\$384K	\$395K	\$395K	\$395K
Prior Year	\$359K	\$391K	\$400K	\$409K	\$409K	\$425K	\$410K	\$390K	\$395K	\$395K	\$397K	\$372K	\$390K
Percent Change from Prior Year	9%	0%	-8%	-17%	-5%	-26%	-21%	-1%	-5%	-3%	-1%	6%	1%

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: Colchester, VT 05446,
Colchester, VT 05449
Property Type:
Condo/Townhouse/Apt, Single
Family Residence



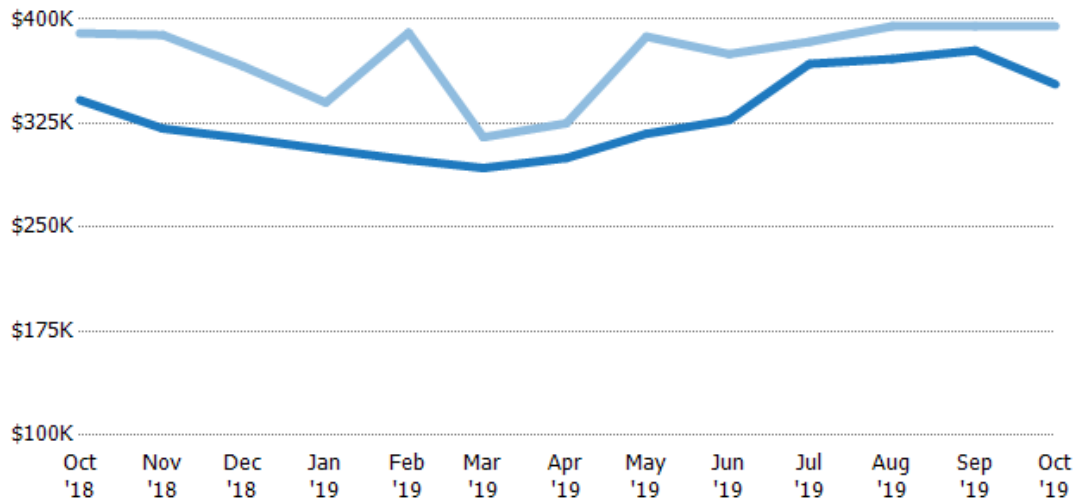
	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19
Avg Est Value	\$380K	\$375K	\$341K	\$335K	\$349K	\$339K	\$384K	\$394K	\$392K	\$446K	\$446K	\$472K	\$470K
Avg Listing Price	\$441K	\$443K	\$425K	\$420K	\$432K	\$419K	\$458K	\$469K	\$458K	\$500K	\$504K	\$608K	\$560K
Avg Listing Price as a % of Avg Est Value	116%	118%	125%	125%	124%	124%	119%	119%	117%	112%	113%	129%	119%

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: Colchester, VT 05446,
Colchester, VT 05449
Property Type:
Condo/Townhouse/Apt, Single
Family Residence



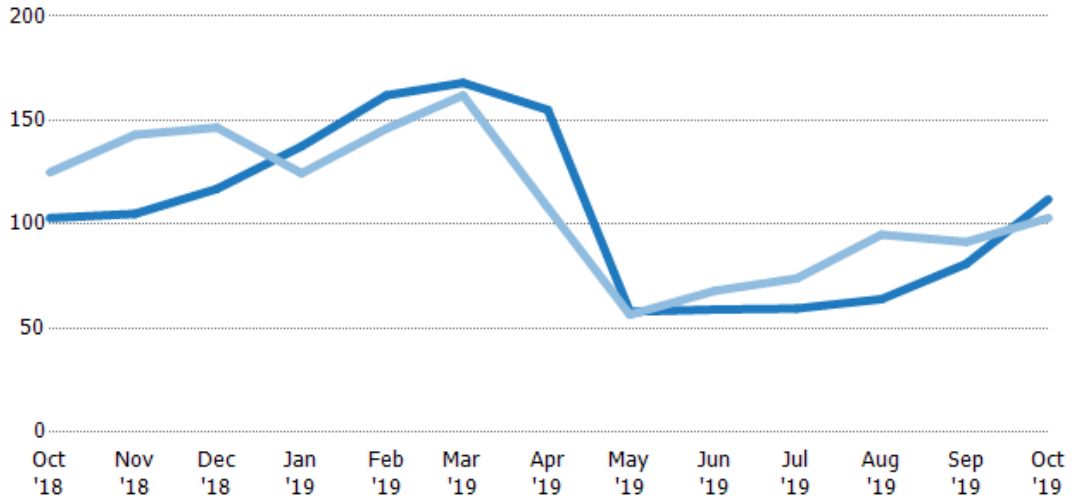
	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19
Median Est Value	\$342K	\$321K	\$314K	\$306K	\$299K	\$293K	\$300K	\$317K	\$327K	\$368K	\$371K	\$377K	\$353K
Median Listing Price	\$390K	\$389K	\$366K	\$340K	\$390K	\$315K	\$325K	\$388K	\$375K	\$384K	\$395K	\$395K	\$395K
Med Listing Price as a % of Med Est Value	114%	121%	117%	111%	131%	108%	108%	122%	115%	104%	106%	105%	112%

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: Colchester, VT 05446,
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Property Type:
Condo/Townhouse/Apt, Single
Family Residence



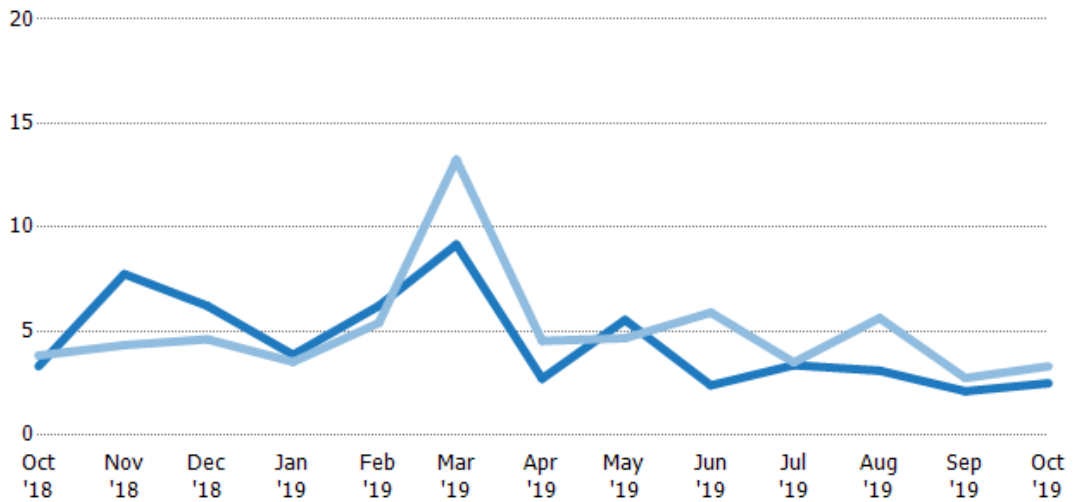
	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19
Current Year	103	105	117	138	162	168	155	58	59	59.5	64	81	112
Prior Year	125	143	147	125	146	162	108	56.5	68	74	95	91.5	103
Percent Change from Prior Year	-18%	-27%	-20%	10%	11%	4%	44%	3%	-13%	-20%	-33%	-11%	9%

Months of Inventory

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

Filters Used

ZIP: Colchester, VT 05446,
Colchester, VT 05449
Property Type:
Condo/Townhouse/Apt, Single
Family Residence



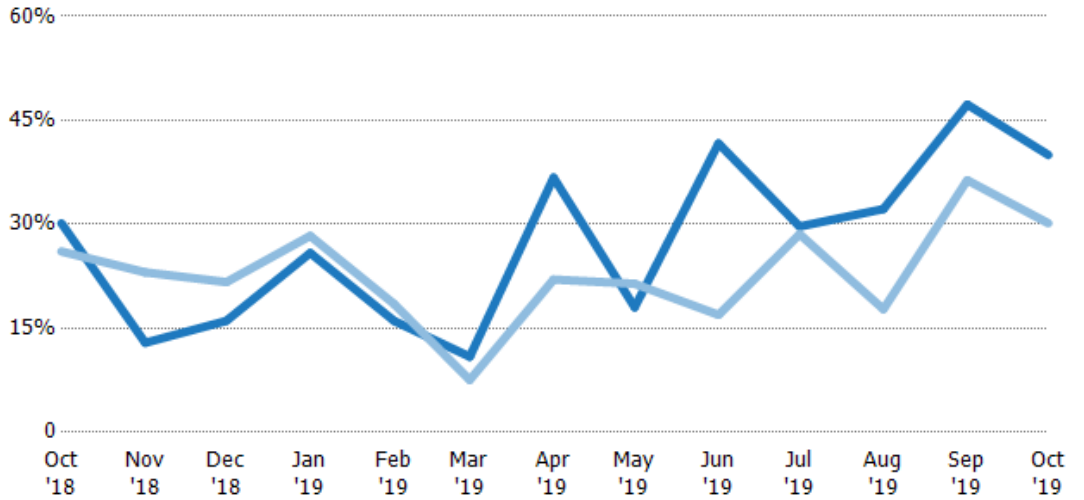
	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19
Current Year	3.32	7.75	6.22	3.87	6.22	9.17	2.72	5.55	2.4	3.37	3.11	2.12	2.5
Prior Year	3.83	4.33	4.62	3.53	5.4	13.3	4.54	4.67	5.9	3.5	5.64	2.75	3.32
Percent Change from Prior Year	-14%	79%	35%	10%	15%	-31%	-40%	19%	-59%	-4%	-45%	-23%	-25%

Absorption Rate

The percentage of inventory sold per month.

Filters Used

ZIP: Colchester, VT 05446,
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Property Type:
Condo/Townhouse/Apt, Single
Family Residence



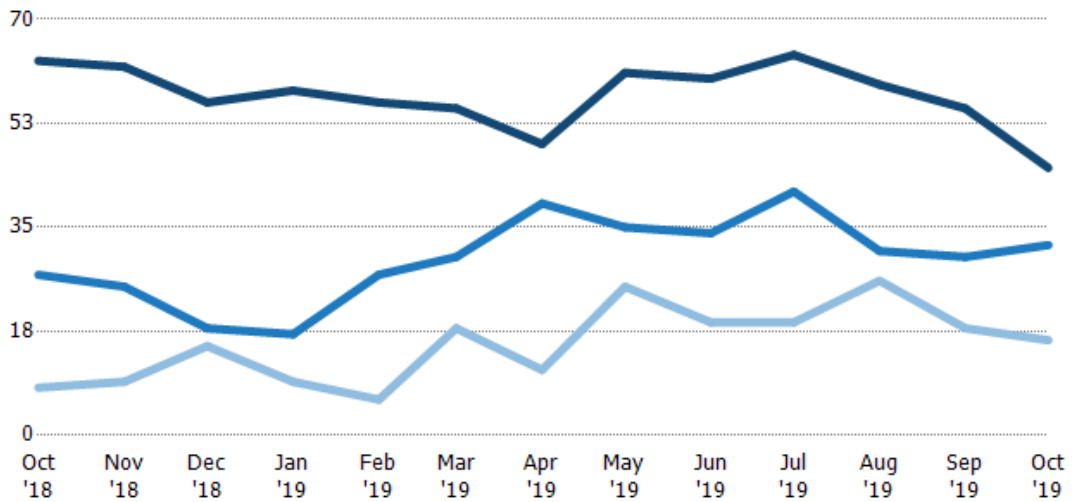
Month/Year	Current Year	Prior Year	Change from Prior Year
Oct '18	30%	26%	-4%
Nov '18	13%	23%	10%
Dec '18	16%	22%	6%
Jan '19	26%	28%	2%
Feb '19	16%	19%	2%
Mar '19	11%	8%	-3%
Apr '19	37%	22%	-15%
May '19	18%	21%	3%
Jun '19	42%	17%	-25%
Jul '19	30%	29%	-1%
Aug '19	32%	18%	-14%
Sep '19	47%	36%	-11%
Oct '19	40%	30%	-10%

Active/Pending/Sold Units

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

Filters Used

ZIP: Colchester, VT 05446,
Colchester, VT 05449
Property Type:
Condo/Townhouse/Apt, Single
Family Residence



Month/Year	Active	Pending	Sold
Oct '18	63	27	8
Nov '18	62	25	9
Dec '18	56	18	15
Jan '19	58	17	9
Feb '19	56	27	6
Mar '19	55	30	18
Apr '19	49	39	11
May '19	61	35	25
Jun '19	60	34	19
Jul '19	64	41	19
Aug '19	59	31	26
Sep '19	55	30	18
Oct '19	45	32	16

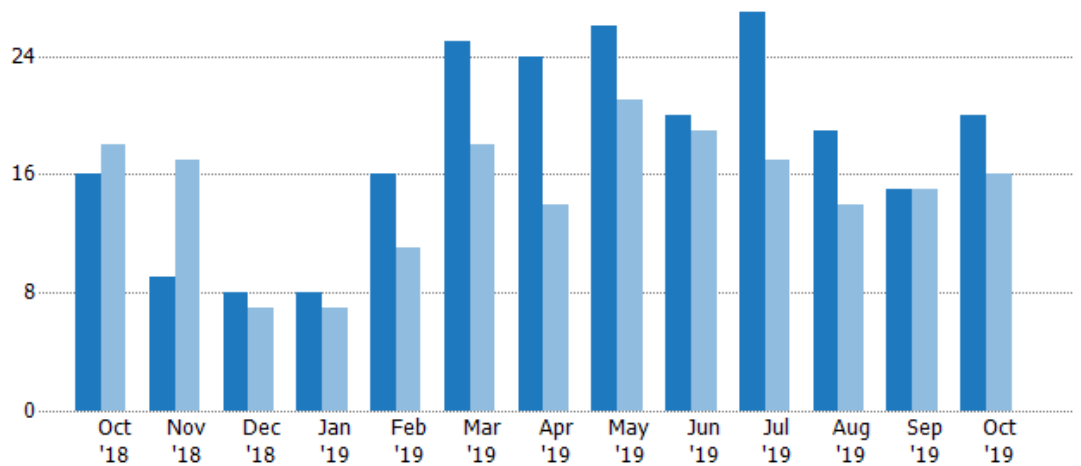
New Pending Sales

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

Filters Used

ZIP: Colchester, VT 05446,
Colchester, VT 05449
Property Type:
Condo/Townhouse/Apt, Single
Family Residence

Month/ Year	Count	% Chg.
Oct '19	20	25%
Oct '18	16	-11.1%
Oct '17	18	-16.7%



Current Year	16	9	8	8	16	25	24	26	20	27	19	15	20
Prior Year	18	17	7	7	11	18	14	21	19	17	14	15	16
Percent Change from Prior Year	-11%	-47%	14%	14%	45%	39%	71%	24%	5%	59%	36%	0%	25%

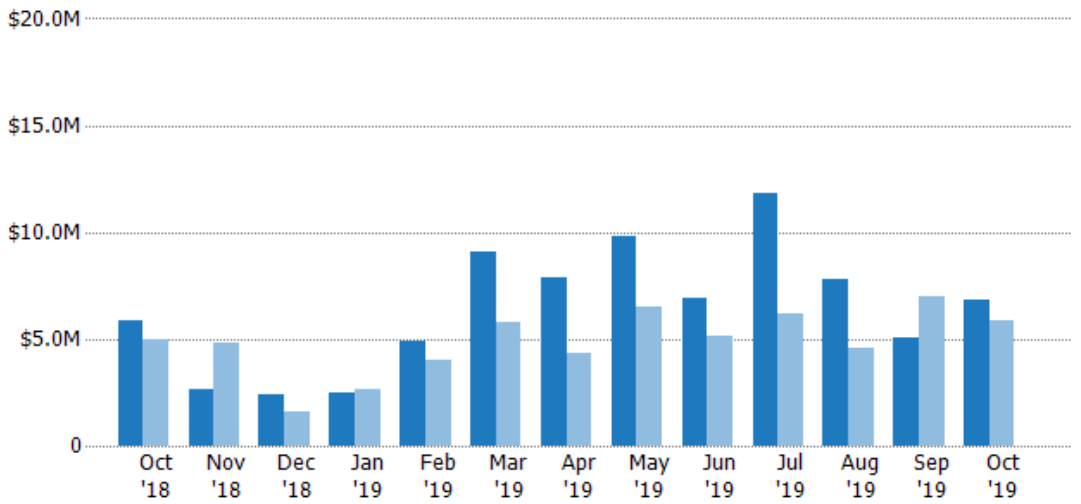
New Pending Sales Volume

The sum of the sales price of residential properties with accepted offers that were added each month.

Filters Used

ZIP: Colchester, VT 05446,
Colchester, VT 05449
Property Type:
Condo/Townhouse/Apt, Single
Family Residence

Month/ Year	Volume	% Chg.
Oct '19	\$6.8M	15.5%
Oct '18	\$5.88M	17.3%
Oct '17	\$5.02M	1.2%



Current Year	\$5.88M	\$2.66M	\$2.41M	\$2.51M	\$4.86M	\$9.06M	\$7.85M	\$9.78M	\$6.89M	\$11.8M	\$7.82M	\$5.04M	\$6.8M
Prior Year	\$5.02M	\$4.8M	\$1.59M	\$2.64M	\$4M	\$5.82M	\$4.31M	\$6.51M	\$5.1M	\$6.19M	\$4.55M	\$7.01M	\$5.88M
Percent Change from Prior Year	17%	-45%	52%	-5%	22%	56%	82%	50%	35%	91%	72%	-28%	16%

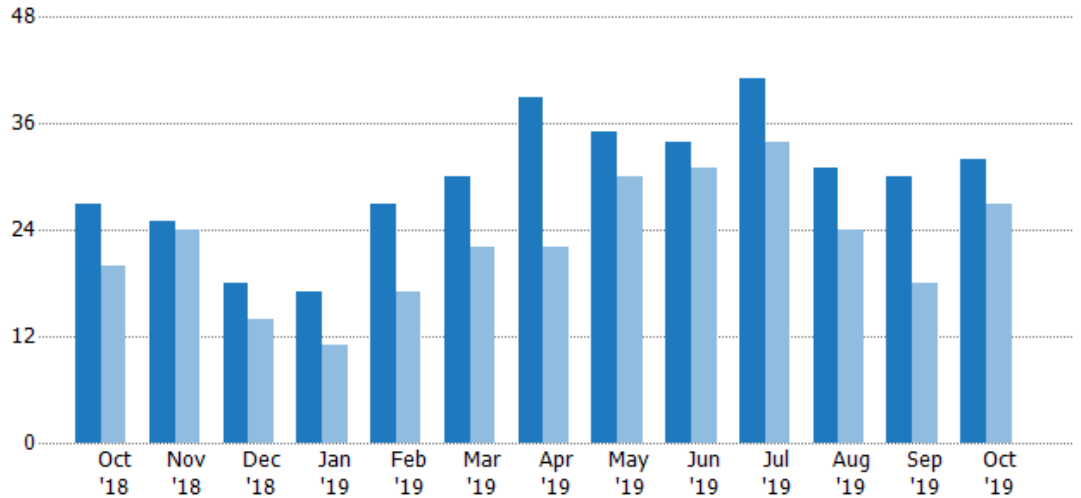
Pending Sales

The number of residential properties with accepted offers that were available at the end each month.

Filters Used

ZIP: Colchester, VT 05446,
Colchester, VT 05449
Property Type:
Condo/Townhouse/Apt, Single
Family Residence

Month/ Year	Count	% Chg.
Oct '19	32	18.5%
Oct '18	27	35%
Oct '17	20	80%



Current Year	27	25	18	17	27	30	39	35	34	41	31	30	32
Prior Year	20	24	14	11	17	22	22	30	31	34	24	18	27
Percent Change from Prior Year	35%	4%	29%	55%	59%	36%	77%	17%	10%	21%	29%	67%	19%

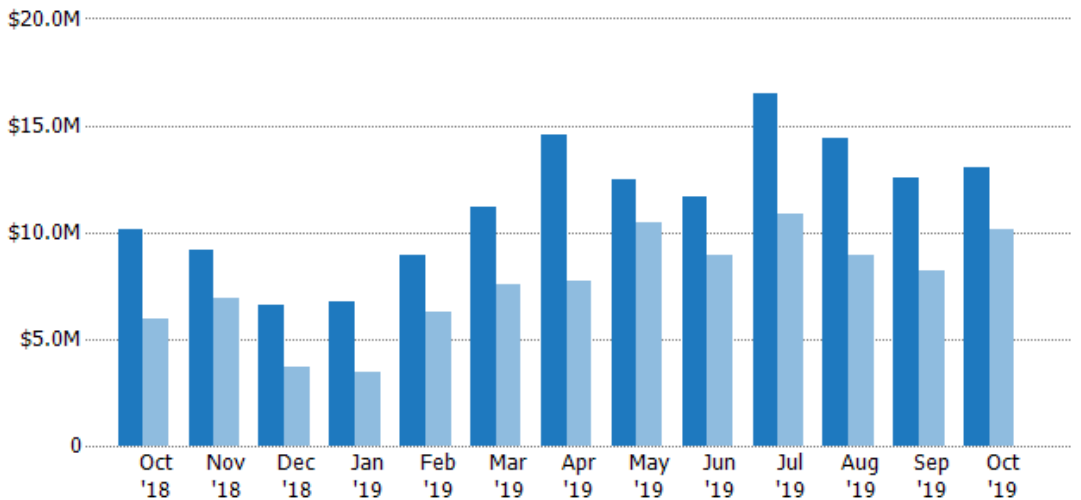
Pending Sales Volume

The sum of the sales price of residential properties with accepted offers that were available at the end of each month.

Filters Used

ZIP: Colchester, VT 05446,
Colchester, VT 05449
Property Type:
Condo/Townhouse/Apt, Single
Family Residence

Month/ Year	Volume	% Chg.
Oct '19	\$13M	28.3%
Oct '18	\$10.1M	71%
Oct '17	\$5.93M	79.8%



Current Year	\$10.1M	\$9.16M	\$6.57M	\$6.77M	\$8.92M	\$11.2M	\$14.5M	\$12.5M	\$11.7M	\$16.5M	\$14.4M	\$12.5M	\$13M
Prior Year	\$5.93M	\$6.95M	\$3.68M	\$3.48M	\$6.28M	\$7.52M	\$7.75M	\$10.4M	\$8.94M	\$10.9M	\$8.9M	\$8.22M	\$10.1M
Percent Change from Prior Year	71%	32%	79%	95%	42%	49%	87%	20%	31%	51%	62%	52%	28%

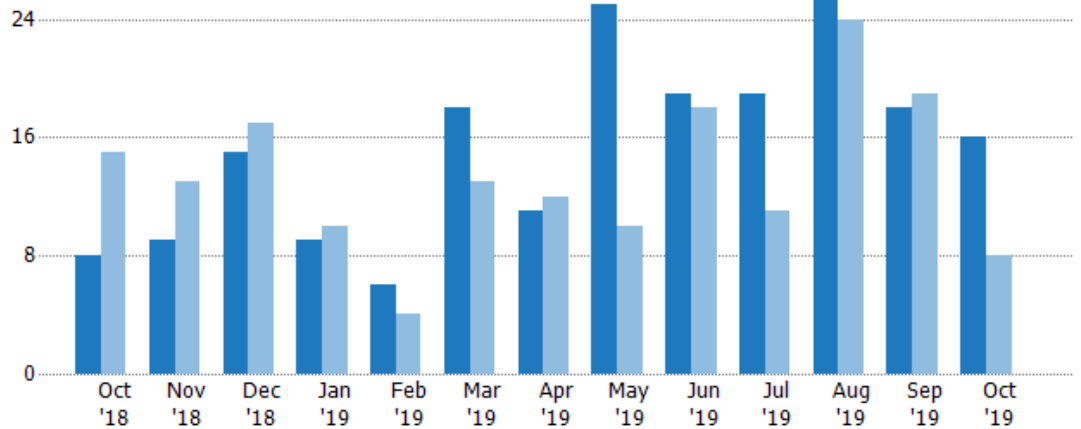
Closed Sales

The total number of residential properties sold each month.

Filters Used

ZIP: Colchester, VT 05446,
Colchester, VT 05449
Property Type:
Condo/Townhouse/Apt, Single
Family Residence

Month/ Year	Count	% Chg.
Oct '19	16	100%
Oct '18	8	-46.7%
Oct '17	15	-26.7%



	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	8	9	15	9	6	18	11	25	19	19	26	18	16
Prior Year	15	13	17	10	4	13	12	10	18	11	24	19	8
Percent Change from Prior Year	-47%	-31%	-12%	-10%	50%	38%	-8%	150%	6%	73%	8%	-5%	100%

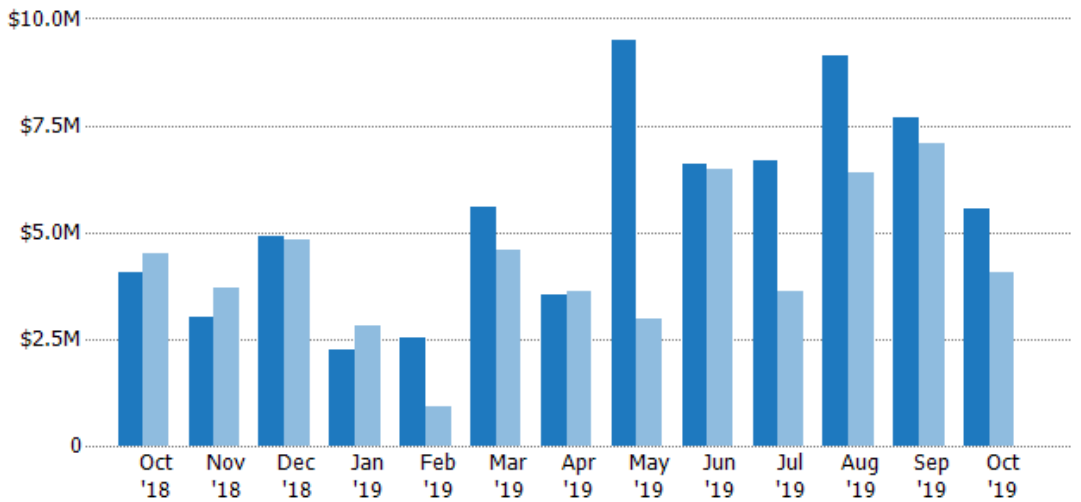
Closed Sales Volume

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

Filters Used

ZIP: Colchester, VT 05446,
Colchester, VT 05449
Property Type:
Condo/Townhouse/Apt, Single
Family Residence

Month/ Year	Volume	% Chg.
Oct '19	\$5.55M	36.8%
Oct '18	\$4.05M	-9.8%
Oct '17	\$4.49M	17.6%



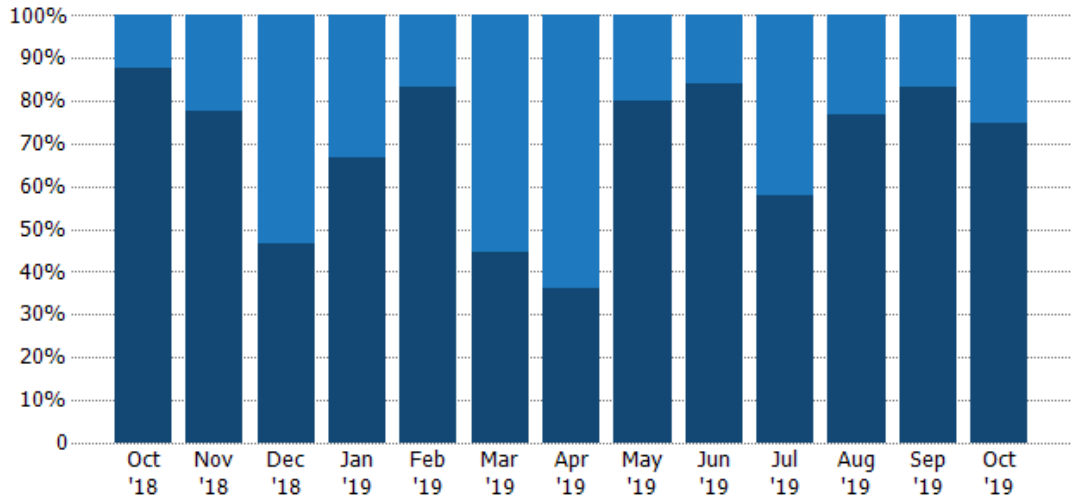
	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19
Current Year	\$4.05M	\$3.03M	\$4.89M	\$2.25M	\$2.54M	\$5.61M	\$3.55M	\$9.51M	\$6.59M	\$6.66M	\$9.13M	\$7.7M	\$5.55M
Prior Year	\$4.49M	\$3.7M	\$4.82M	\$2.82M	\$908K	\$4.6M	\$3.62M	\$2.99M	\$6.47M	\$3.61M	\$6.39M	\$7.07M	\$4.05M
Percent Change from Prior Year	-10%	-18%	2%	-20%	180%	22%	-2%	218%	2%	84%	43%	9%	37%

Closed Sales by Property Type

The percentage of residential properties sold each month by property type.

Filters Used

ZIP: Colchester, VT 05446,
Colchester, VT 05449
Property Type:
Condo/Townhouse/Apt, Single
Family Residence



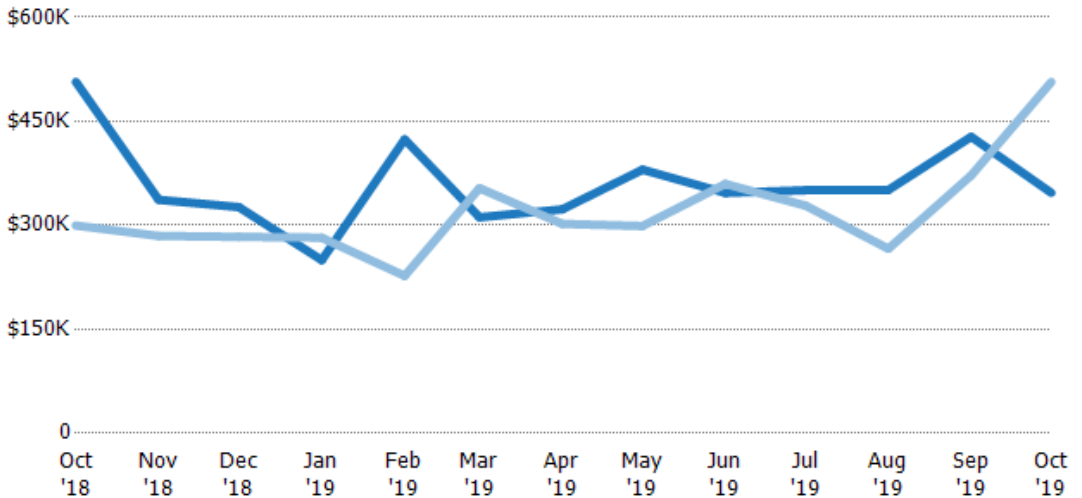
Condo/Townhouse	13%	22%	53%	33%	17%	56%	64%	20%	16%	42%	23%	17%	25%
Single Family Residence	88%	78%	47%	67%	83%	44%	36%	80%	84%	58%	77%	83%	75%

Average Sales Price

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

Filters Used

ZIP: Colchester, VT 05446,
Colchester, VT 05449
Property Type:
Condo/Townhouse/Apt, Single
Family Residence



Current Year	\$507K	\$337K	\$326K	\$250K	\$424K	\$311K	\$323K	\$380K	\$347K	\$351K	\$351K	\$428K	\$347K
Prior Year	\$300K	\$285K	\$283K	\$282K	\$227K	\$353K	\$302K	\$299K	\$360K	\$328K	\$266K	\$372K	\$507K
Percent Change from Prior Year	69%	18%	15%	-11%	87%	-12%	7%	27%	-4%	7%	32%	15%	-32%

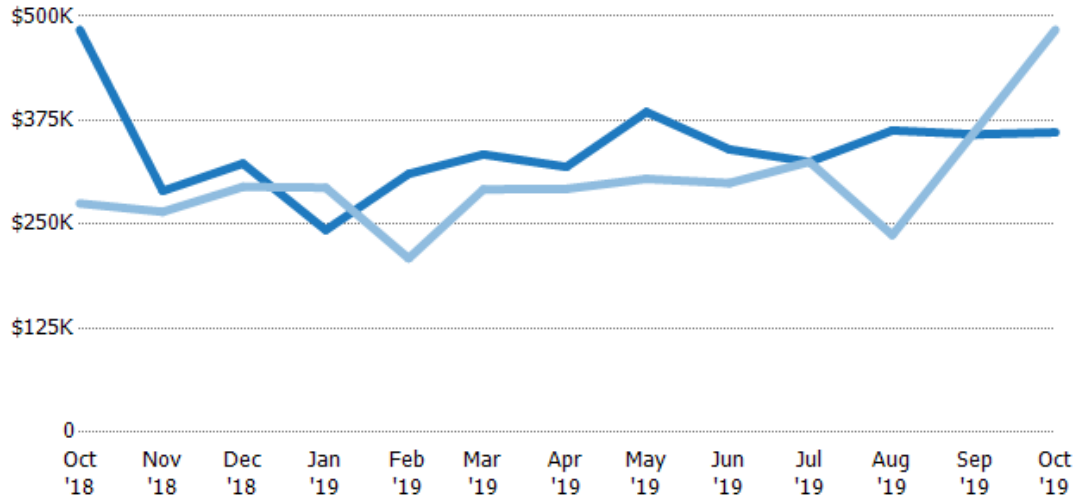
Median Sales Price

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

Filters Used

ZIP: Colchester, VT 05446,
Colchester, VT 05449
Property Type:
Condo/Townhouse/Apt, Single
Family Residence

Month/ Year	Price	% Chg.
Oct '19	\$360K	-25.5%
Oct '18	\$484K	75.9%
Oct '17	\$275K	14.5%



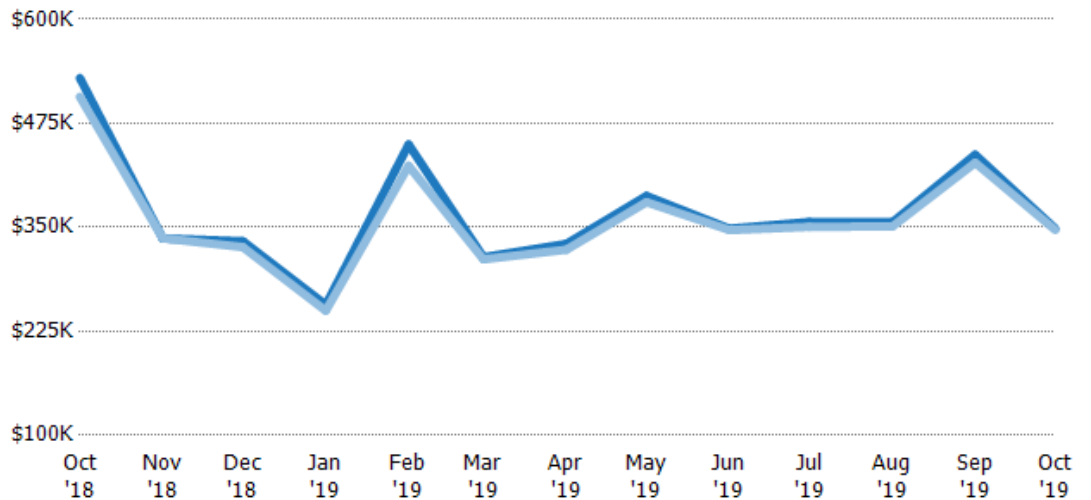
Current Year	\$484K	\$290K	\$323K	\$243K	\$311K	\$334K	\$319K	\$385K	\$340K	\$325K	\$363K	\$358K	\$360K
Prior Year	\$275K	\$265K	\$295K	\$294K	\$209K	\$292K	\$293K	\$305K	\$300K	\$325K	\$237K	\$362K	\$484K
Percent Change from Prior Year	76%	9%	9%	-17%	49%	14%	9%	26%	14%	0%	53%	-1%	-25%

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: Colchester, VT 05446,
Colchester, VT 05449
Property Type:
Condo/Townhouse/Apt, Single
Family Residence



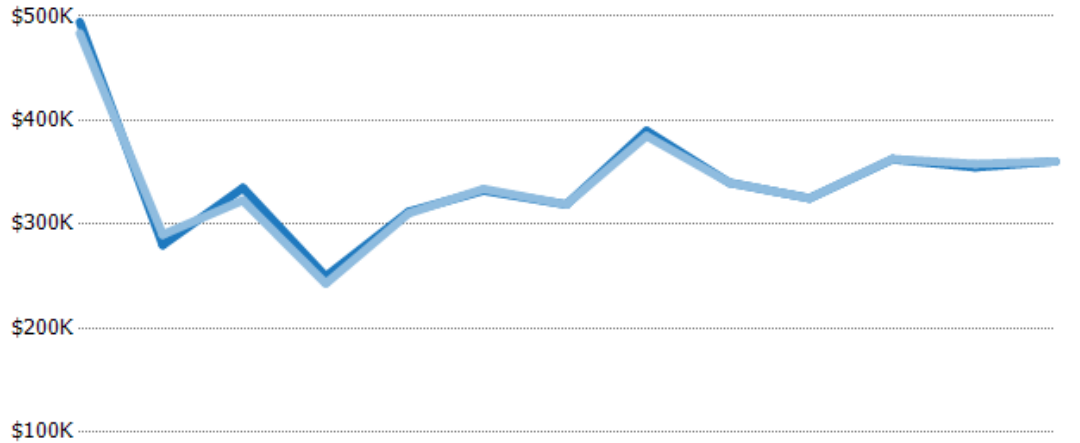
Avg List Price	\$529K	\$337K	\$333K	\$257K	\$449K	\$314K	\$330K	\$388K	\$348K	\$356K	\$356K	\$437K	\$348K
Avg Sales Price	\$507K	\$337K	\$326K	\$250K	\$424K	\$311K	\$323K	\$380K	\$347K	\$351K	\$351K	\$428K	\$347K
Avg Sales Price as a % of Avg List Price	96%	100%	98%	97%	94%	99%	98%	98%	100%	98%	99%	98%	100%

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: Colchester, VT 05446,
Colchester, VT 05449
Property Type:
Condo/Townhouse/Apt, Single
Family Residence



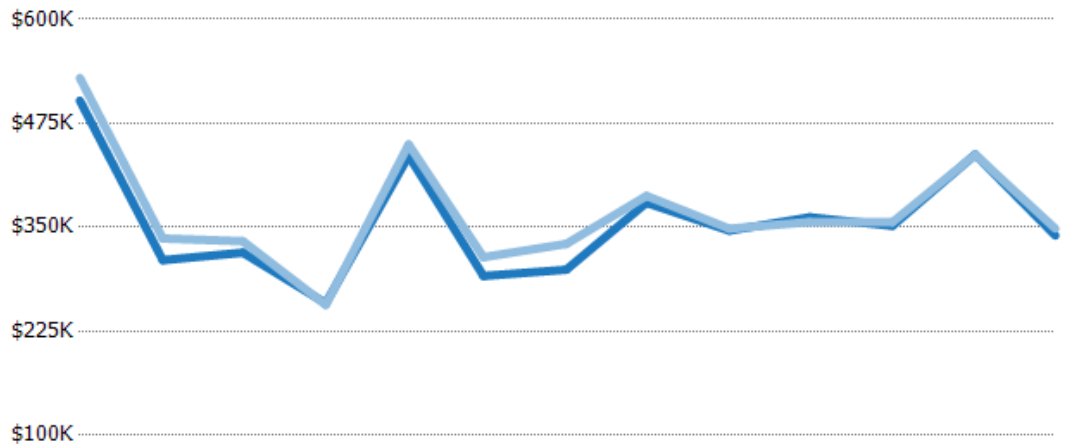
	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19
Median List Price	\$494K	\$280K	\$335K	\$250K	\$312K	\$332K	\$319K	\$390K	\$340K	\$325K	\$362K	\$355K	\$360K
Median Sales Price	\$484K	\$290K	\$323K	\$243K	\$311K	\$334K	\$319K	\$385K	\$340K	\$325K	\$363K	\$358K	\$360K
Med Sales Price as a % of Med List Price	98%	104%	96%	97%	100%	100%	100%	99%	100%	100%	100%	101%	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

ZIP: Colchester, VT 05446,
Colchester, VT 05449
Property Type:
Condo/Townhouse/Apt, Single
Family Residence



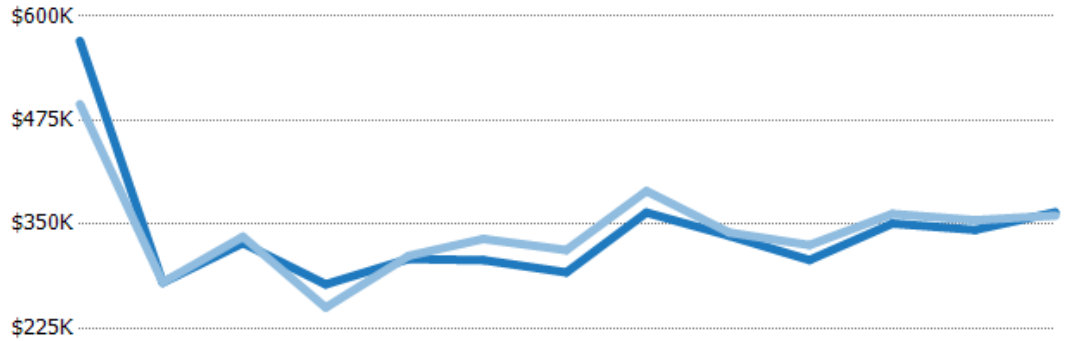
	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19
Avg Est Value	\$502K	\$310K	\$319K	\$259K	\$436K	\$291K	\$299K	\$379K	\$346K	\$362K	\$352K	\$437K	\$340K
Avg Sales Price	\$529K	\$337K	\$333K	\$257K	\$449K	\$314K	\$330K	\$388K	\$348K	\$356K	\$356K	\$437K	\$348K
Avg Sales Price as a % of Avg Est Value	105%	108%	104%	99%	103%	108%	110%	102%	101%	98%	101%	100%	102%

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: Colchester, VT 05446,
Colchester, VT 05449
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	\$570K	\$280K	\$327K	\$278K	\$308K	\$307K	\$292K	\$364K	\$336K	\$307K	\$351K	\$343K	\$364K
Median Sales Price	\$494K	\$280K	\$335K	\$250K	\$312K	\$332K	\$319K	\$390K	\$340K	\$325K	\$362K	\$355K	\$360K
Med Sales Price as a % of Med Est Value	87%	100%	102%	90%	101%	108%	109%	107%	101%	106%	103%	103%	99%