

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	Sep 2019	Sep 2018	+ / -	YTD 2019	YTD 2018	+ / -
Listing Activity Charts Metrics						
New Listing Count	19	21	-9.5%	198	156	+26.9%
New Listing Volume	\$10,965,849	\$7,447,200	+47.2%	\$82,730,837	\$58,118,794	+42.3%
Active Listing Count	55	66	-16.7%	N/A	N/A	
Active Listing Volume	\$33,435,836	\$31,342,300	+6.7%	N/A	N/A	
Average Listing Price	\$607,924	\$474,883	+28%	\$474,463	\$555,626	-14.6%
Median Listing Price	\$395,000	\$372,000	+6.2%	\$368,539	\$399,572	-7.8%
Median Days in RPR	81	91.5	-11.5%	91.14	97.95	-7%
Months of Inventory	2.1	2.8	-23.1%	4.3	3.7	+14.8%
Absorption Rate	47.27%	36.36%	+10.9%	23.4%	26.88%	-3.5%
Sales Activity Charts Metrics						
New Pending Sales Count	15	15	+/-	180	136	+32.4%
New Pending Sales Volume	\$5,037,100	\$7,005,599	-28.1%	\$65,607,800	\$46,139,388	+42.2%
Pending Sales Count	30	18	+66.7%	N/A	N/A	
Pending Sales Volume	\$12,515,602	\$8,216,799	+52.3%	N/A	N/A	
Closed Sales Count	18	19	-5.3%	151	121	+24.8%
Closed Sales Volume	\$7,696,613	\$7,066,392	+8.9%	\$53,525,712	\$38,477,060	+39.1%
Average Sales Price	\$427,590	\$371,915	+15%	\$354,475	\$317,992	+11.5%
Median Sales Price	\$358,000	\$362,000	-1.1%	\$342,404	\$294,709	+16.2%

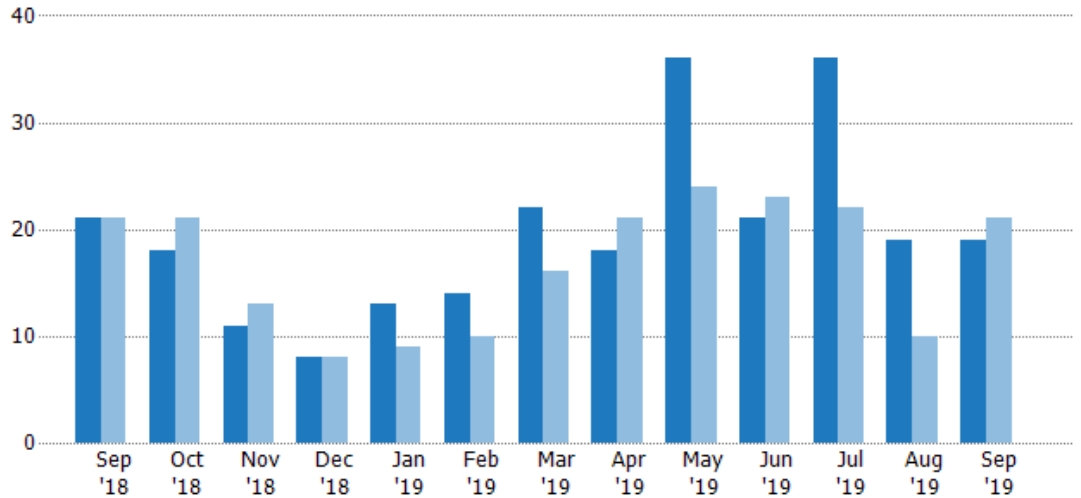
New Listings

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.
Sep '19	19	-9.5%
Sep '18	21	0%
Sep '17	21	-23.8%



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

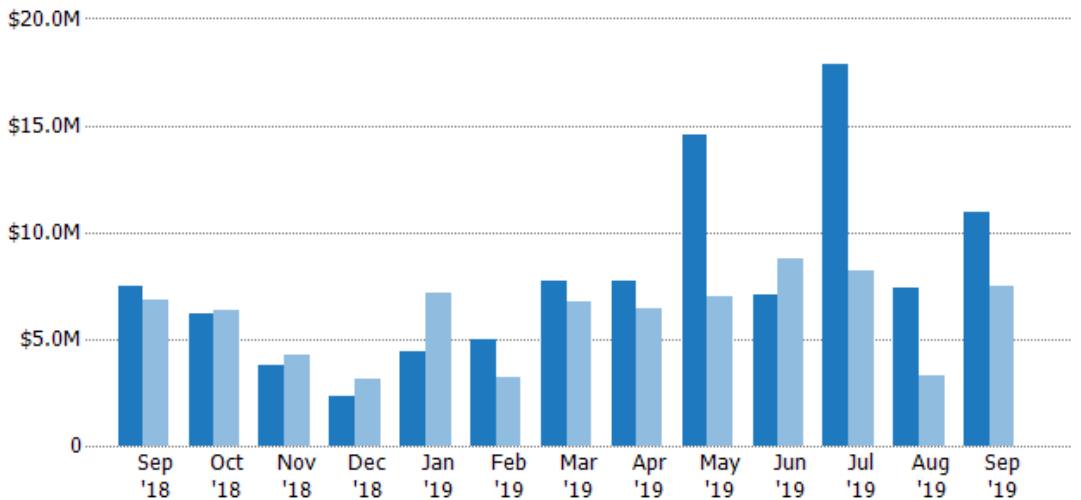
New Listing Volume

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.
Sep '19	\$11M	47.2%
Sep '18	\$7.45M	8.6%
Sep '17	\$6.86M	-4.6%



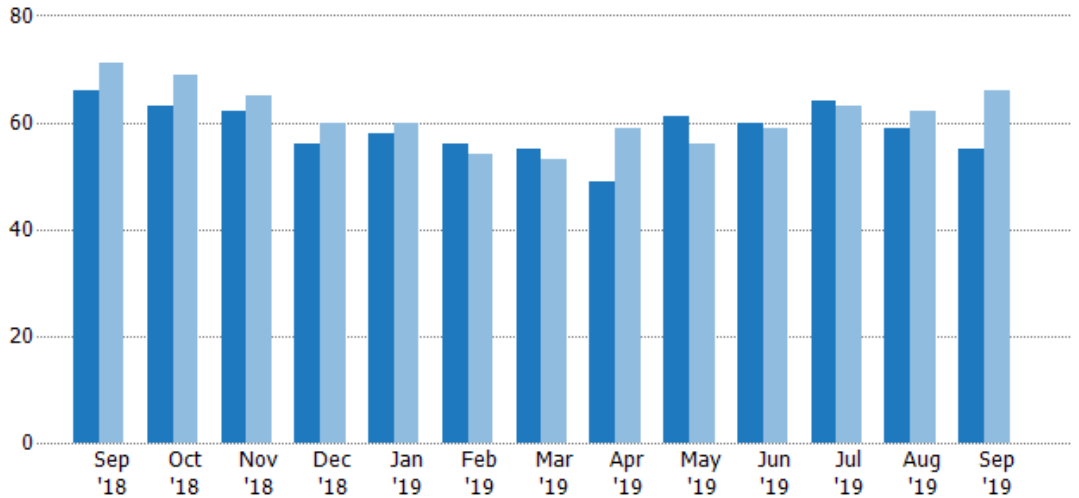
Current Year	\$7.45M	\$6.22M	\$3.79M	\$2.36M	\$4.44M	\$5M	\$7.74M	\$7.72M	\$14.5M	\$7.1M	\$17.9M	\$7.39M	\$11M
Prior Year	\$6.86M	\$6.37M	\$4.26M	\$3.09M	\$7.13M	\$3.2M	\$6.72M	\$6.39M	\$6.97M	\$8.76M	\$8.24M	\$3.27M	\$7.45M
Percent Change from Prior Year	9%	-2%	-11%	-24%	-38%	57%	15%	21%	109%	-19%	117%	126%	47%

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.
Sep '19	55	-16.7%
Sep '18	66	-7%
Sep '17	71	-16.9%

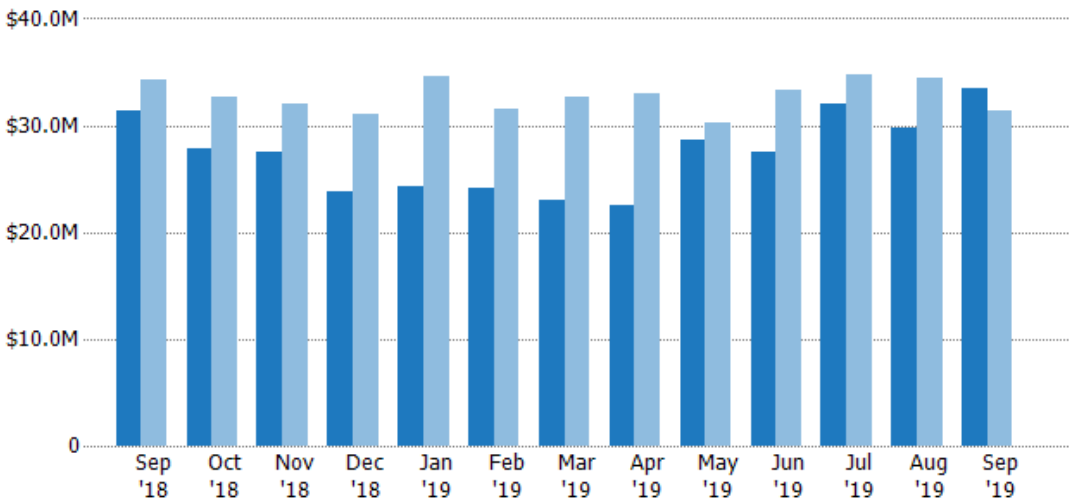
	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19
Current Year	66	63	62	56	58	56	55	49	61	60	64	59	55
Prior Year	71	69	65	60	60	54	53	59	56	59	63	62	66
Percent Change from Prior Year	-7%	-9%	-5%	-7%	-3%	4%	4%	-17%	9%	2%	2%	-5%	-17%

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.
Sep '19	\$33.4M	6.7%
Sep '18	\$31.3M	-8.5%
Sep '17	\$34.2M	-12.6%

	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19
Current Year	\$31.3M	\$27.8M	\$27.4M	\$23.8M	\$24.4M	\$24.2M	\$23.1M	\$22.5M	\$28.6M	\$27.5M	\$32M	\$29.8M	\$33.4M
Prior Year	\$34.2M	\$32.6M	\$32.1M	\$31.1M	\$34.5M	\$31.5M	\$32.6M	\$33M	\$30.3M	\$33.3M	\$34.7M	\$34.4M	\$31.3M
Percent Change from Prior Year	-8%	-15%	-14%	-23%	-29%	-23%	-29%	-32%	-6%	-17%	-8%	-13%	7%

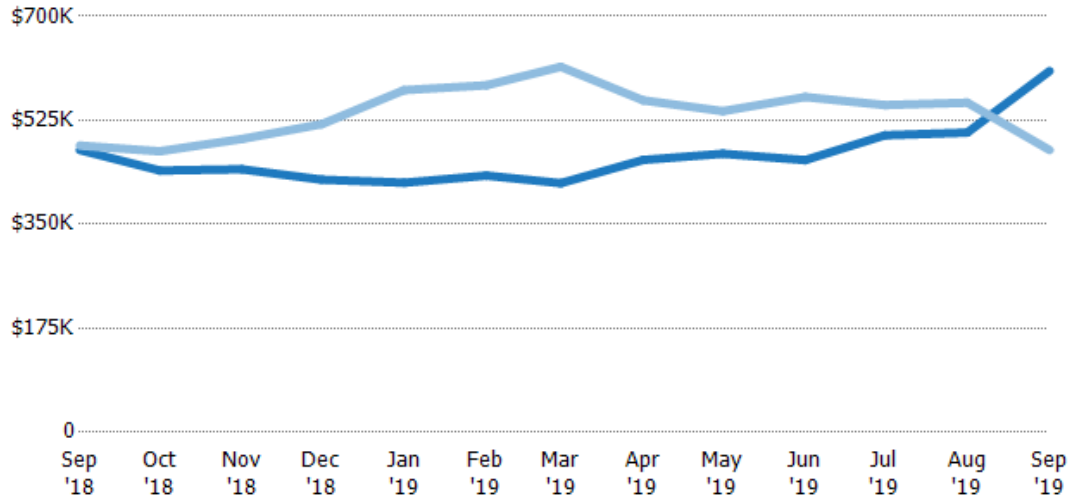
Average Listing Price

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.
Sep '19	\$608K	28%
Sep '18	\$475K	-1.5%
Sep '17	\$482K	5.2%



Current Year	\$475K	\$441K	\$443K	\$425K	\$420K	\$432K	\$419K	\$458K	\$469K	\$458K	\$500K	\$504K	\$608K
Prior Year	\$482K	\$473K	\$494K	\$518K	\$576K	\$584K	\$615K	\$559K	\$540K	\$564K	\$551K	\$555K	\$475K
Percent Change from Prior Year	-2%	-7%	-10%	-18%	-27%	-26%	-32%	-18%	-13%	-19%	-9%	-9%	28%

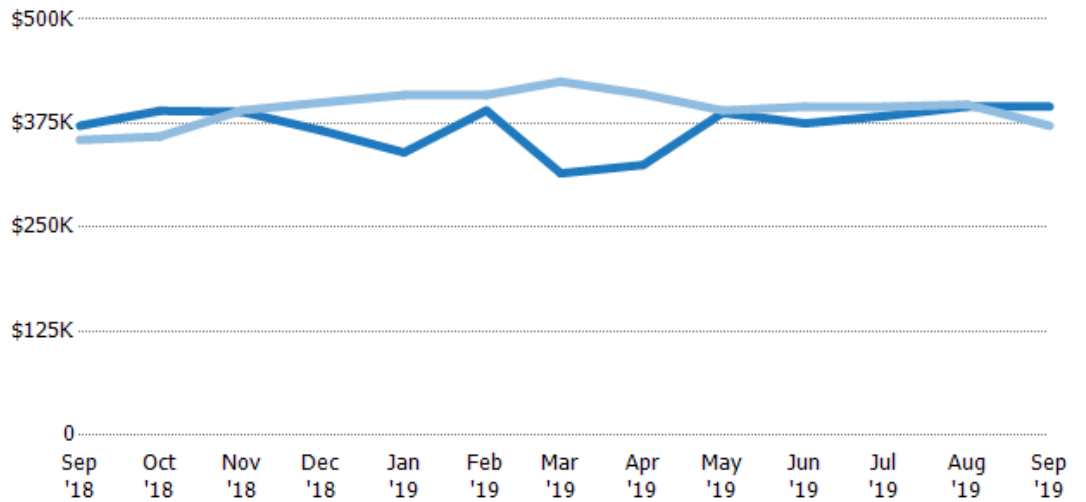
Median Listing Price

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.
Sep '19	\$395K	6.2%
Sep '18	\$372K	4.8%
Sep '17	\$355K	9.9%



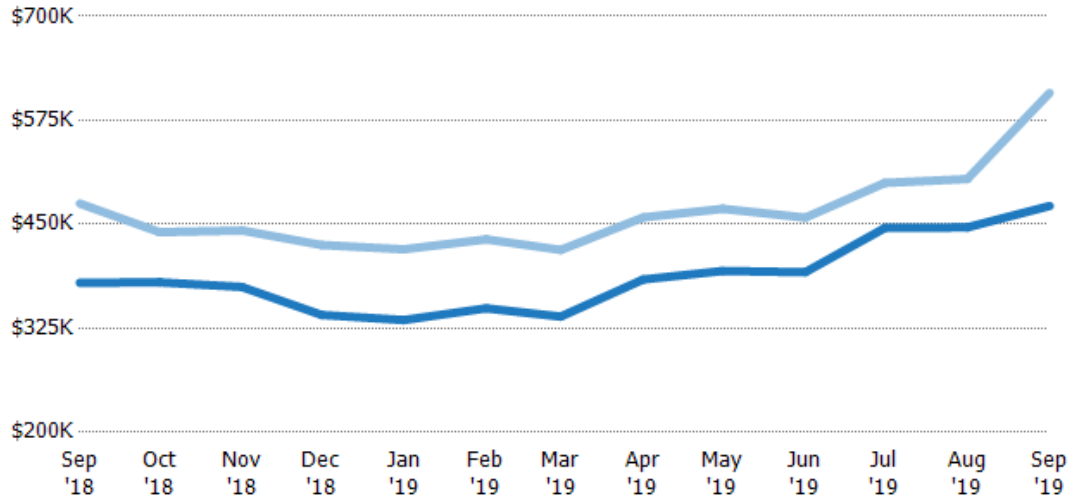
Current Year	\$372K	\$390K	\$389K	\$366K	\$340K	\$390K	\$315K	\$325K	\$388K	\$375K	\$384K	\$395K	\$395K
Prior Year	\$355K	\$359K	\$391K	\$400K	\$409K	\$409K	\$425K	\$410K	\$390K	\$395K	\$395K	\$397K	\$372K
Percent Change from Prior Year	5%	9%	0%	-8%	-17%	-5%	-26%	-21%	-1%	-5%	-3%	-1%	6%

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



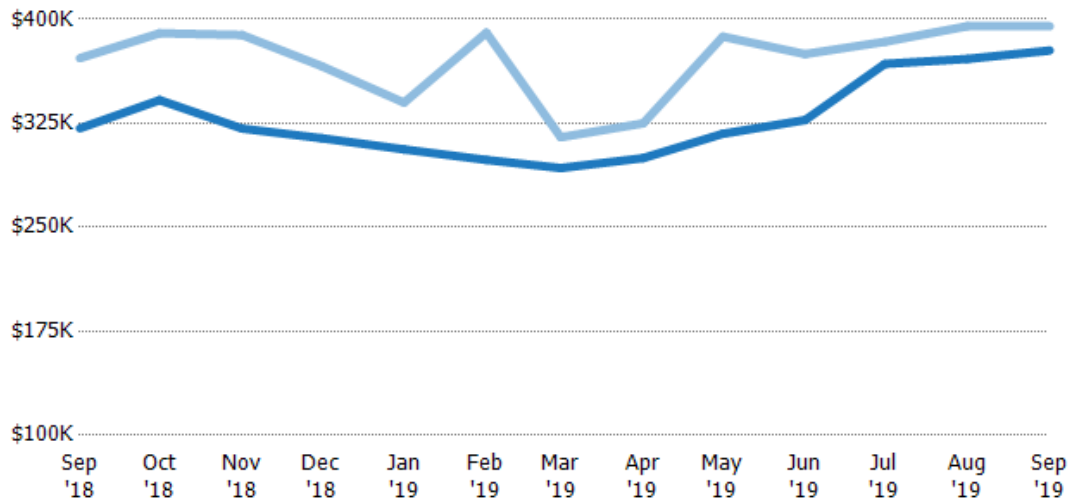
Avg Est Value	\$380K	\$380K	\$375K	\$341K	\$335K	\$349K	\$339K	\$384K	\$394K	\$392K	\$446K	\$446K	\$472K
Avg Listing Price	\$475K	\$441K	\$443K	\$425K	\$420K	\$432K	\$419K	\$458K	\$469K	\$458K	\$500K	\$504K	\$608K
Avg Listing Price as a % of Avg Est Value	125%	116%	118%	125%	125%	124%	124%	119%	119%	117%	112%	113%	129%

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



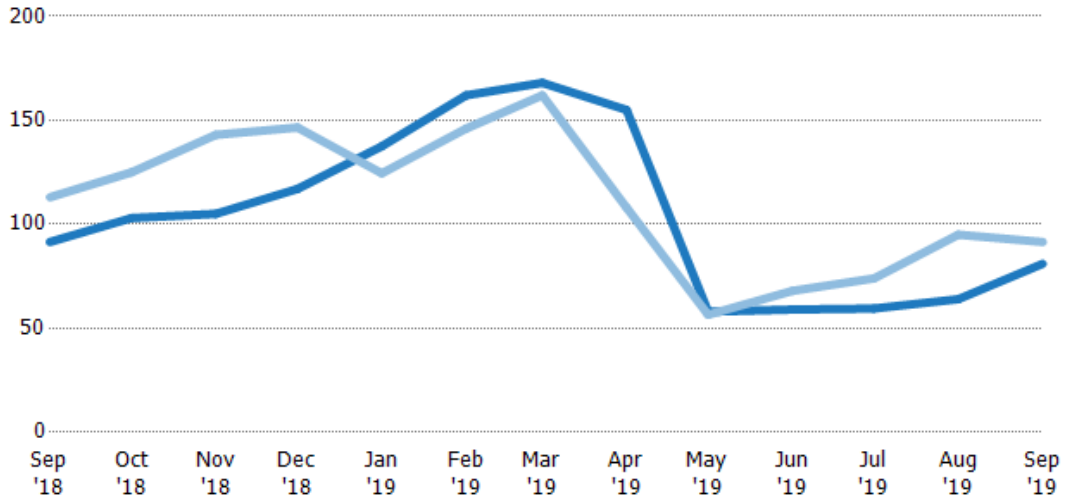
Median Est Value	\$321K	\$342K	\$321K	\$314K	\$306K	\$299K	\$293K	\$300K	\$317K	\$327K	\$368K	\$371K	\$377K
Median Listing Price	\$372K	\$390K	\$389K	\$366K	\$340K	\$390K	\$315K	\$325K	\$388K	\$375K	\$384K	\$395K	\$395K
Med Listing Price as a % of Med Est Value	116%	114%	121%	117%	111%	131%	108%	108%	122%	115%	104%	106%	105%

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



Month/Year	Days	% Chg.
Sep '19	81	-11.5%
Sep '18	91.5	-19%
Sep '17	113	-11.5%

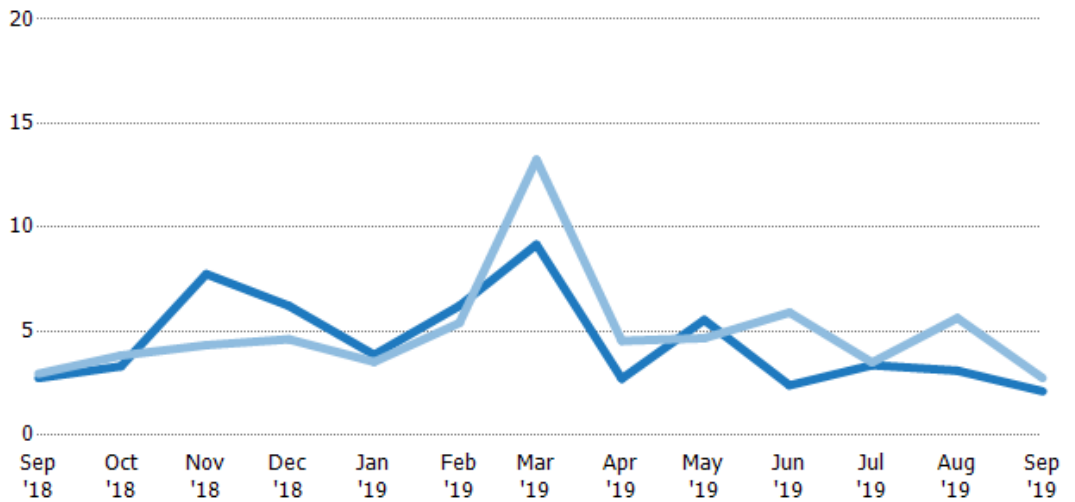
	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19
Current Year	91.5	103	105	117	138	162	168	155	58	59	59.5	64	81
Prior Year	113	125	143	147	125	146	162	108	56.5	68	74	95	91.5
Percent Change from Prior Year	-19%	-18%	-27%	-20%	10%	11%	4%	44%	3%	-13%	-20%	-33%	-11%

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



Month/Year	Months	% Chg.
Sep '19	2.12	-23.1%
Sep '18	2.75	-7%
Sep '17	2.96	42.5%

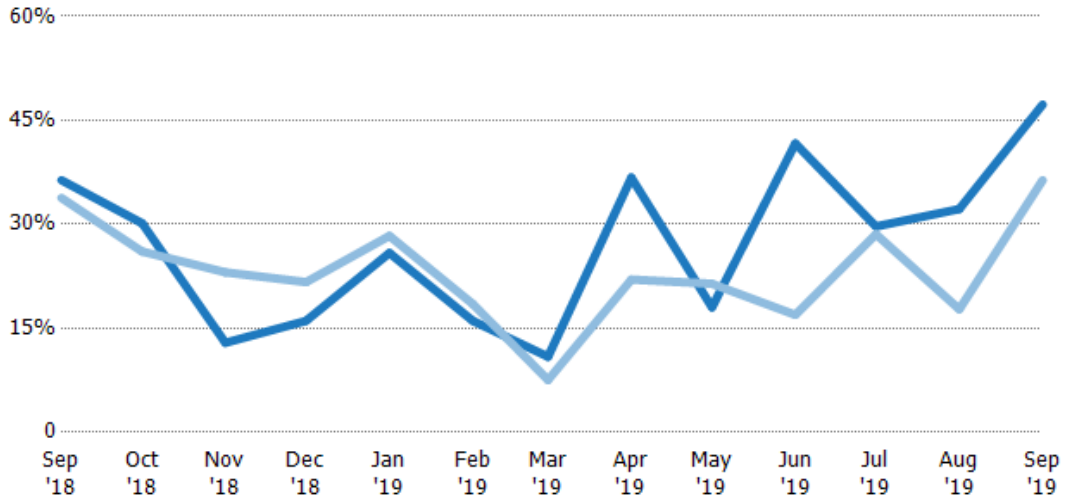
	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19
Current Year	2.75	3.32	7.75	6.22	3.87	6.22	9.17	2.72	5.55	2.4	3.37	3.11	2.12
Prior Year	2.96	3.83	4.33	4.62	3.53	5.4	13.3	4.54	4.67	5.9	3.5	5.64	2.75
Percent Change from Prior Year	-7%	-14%	79%	35%	10%	15%	-31%	-40%	19%	-59%	-4%	-45%	-23%

Absorption Rate

The percentage of inventory sold per month.

Filters Used

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



Month/Year	Rate	Chg.
Sep '19	47%	-10.9%
Sep '18	36%	-2.6%
Sep '17	34%	-29.8%

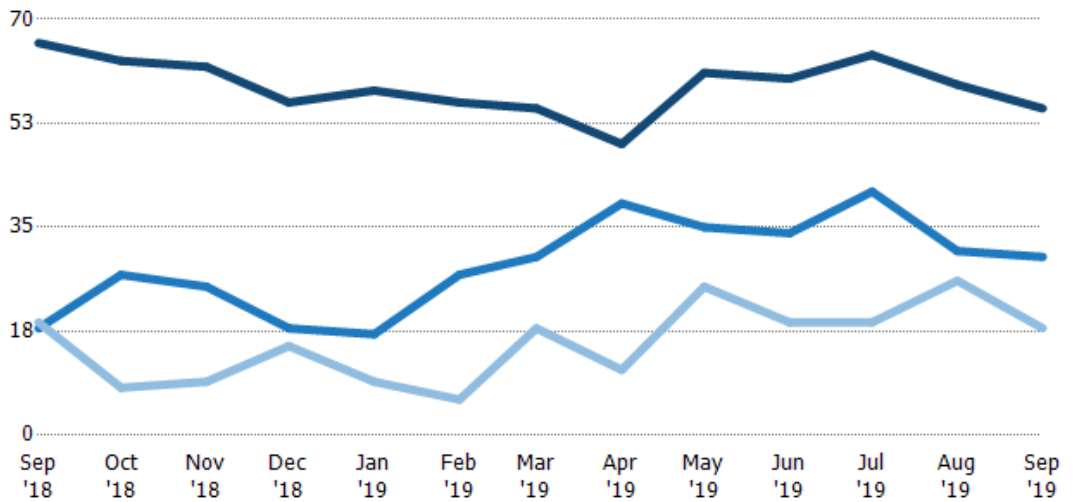
	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19
Current Year	36%	30%	13%	16%	26%	16%	11%	37%	18%	42%	30%	32%	47%
Prior Year	34%	26%	23%	22%	28%	19%	8%	22%	21%	17%	29%	18%	36%
Change from Prior Year	-3%	-4%	10%	6%	2%	2%	-3%	-15%	3%	-25%	-1%	-14%	-11%

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
Sep '19	55	30	18
Sep '18	66	18	19

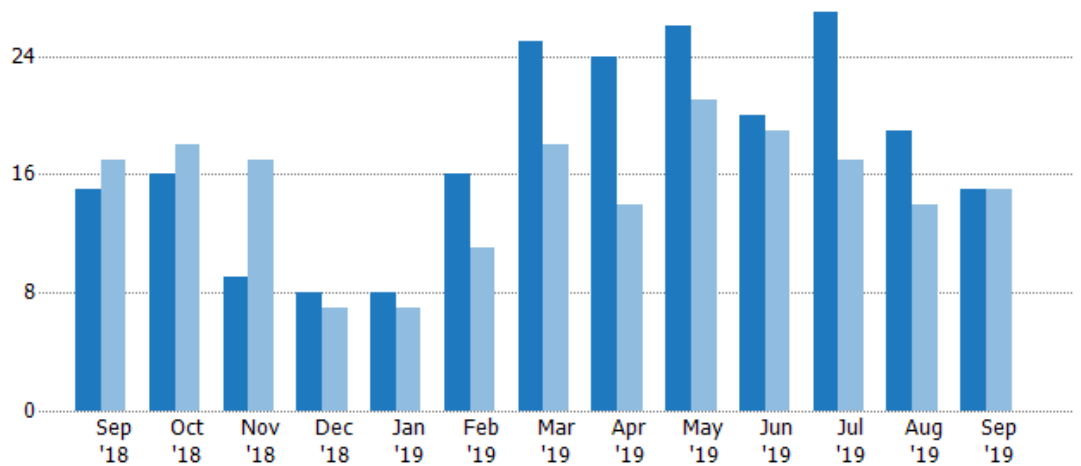
New Pending Sales

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.
Sep '19	15	0%
Sep '18	15	-11.8%
Sep '17	17	11.8%



Current Year	15	16	9	8	8	16	25	24	26	20	27	19	15
Prior Year	17	18	17	7	7	11	18	14	21	19	17	14	15
Percent Change from Prior Year	-12%	-11%	-47%	14%	14%	45%	39%	71%	24%	5%	59%	36%	0%

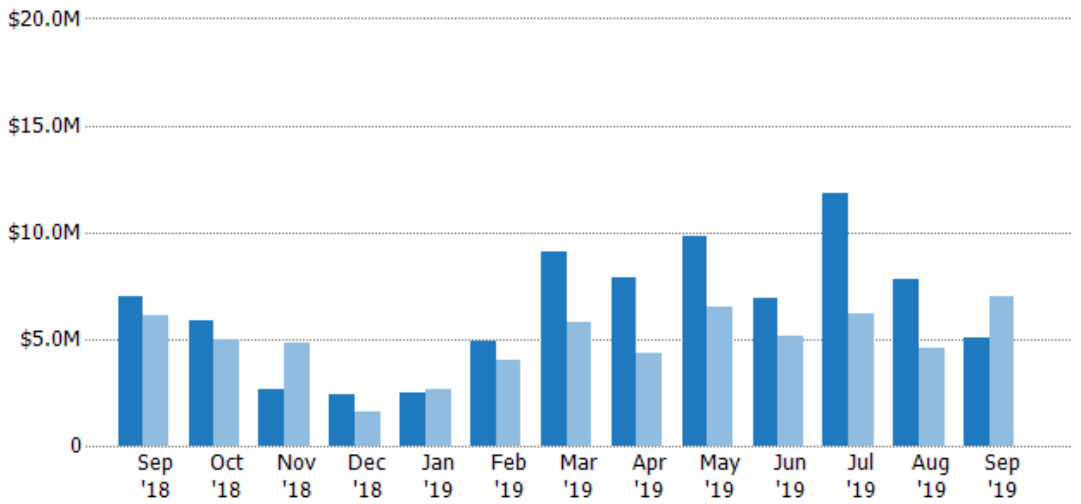
New Pending Sales Volume

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.
Sep '19	\$5.04M	-28.1%
Sep '18	\$7.01M	15.2%
Sep '17	\$6.08M	9%



Current Year	\$7.01M	\$5.88M	\$2.66M	\$2.41M	\$2.51M	\$4.86M	\$9.06M	\$7.85M	\$9.78M	\$6.89M	\$11.8M	\$7.82M	\$5.04M
Prior Year	\$6.08M	\$5.02M	\$4.8M	\$1.59M	\$2.64M	\$4M	\$5.82M	\$4.31M	\$6.51M	\$5.1M	\$6.19M	\$4.55M	\$7.01M
Percent Change from Prior Year	15%	17%	-45%	52%	-5%	22%	56%	82%	50%	35%	91%	72%	-28%

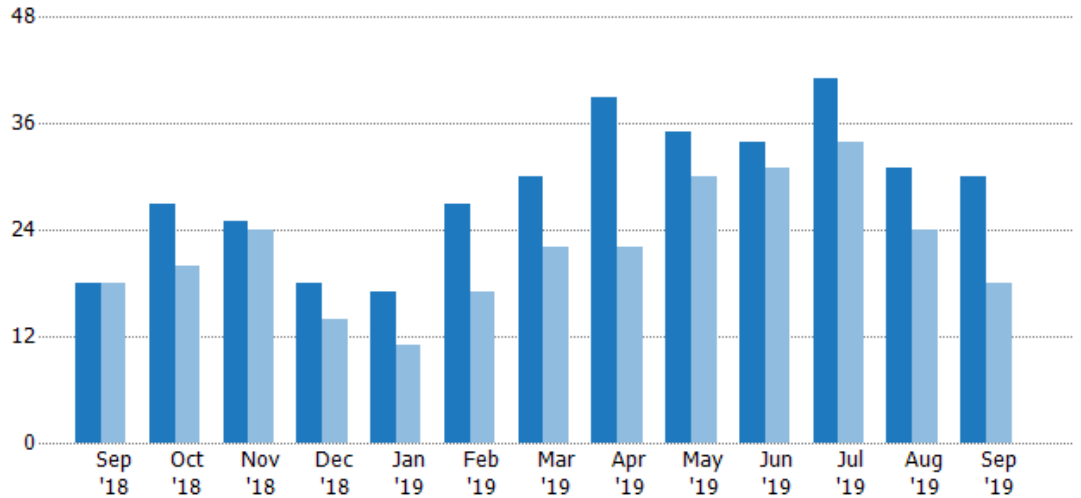
Pending Sales

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.
Sep '19	30	66.7%
Sep '18	18	0%
Sep '17	18	77.8%



	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19
Current Year	18	27	25	18	17	27	30	39	35	34	41	31	30
Prior Year	18	20	24	14	11	17	22	22	30	31	34	24	18
Percent Change from Prior Year	0%	35%	4%	29%	55%	59%	36%	77%	17%	10%	21%	29%	67%

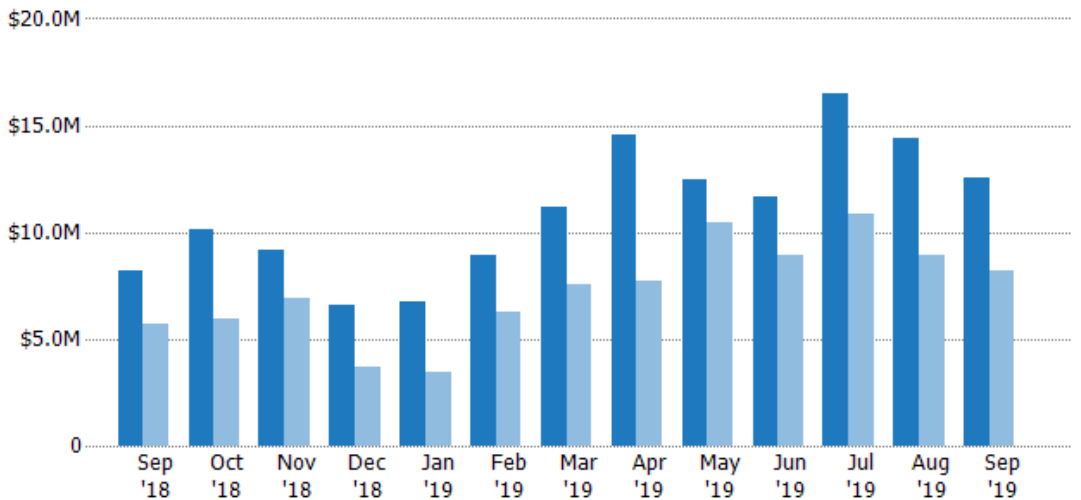
Pending Sales Volume

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.
Sep '19	\$12.5M	52.3%
Sep '18	\$8.22M	44.5%
Sep '17	\$5.69M	97.7%



	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19
Current Year	\$8.22M	\$10.1M	\$9.16M	\$6.57M	\$6.77M	\$8.92M	\$11.2M	\$14.5M	\$12.5M	\$11.7M	\$16.5M	\$14.4M	\$12.5M
Prior Year	\$5.69M	\$5.93M	\$6.95M	\$3.68M	\$3.48M	\$6.28M	\$7.52M	\$7.75M	\$10.4M	\$8.94M	\$10.9M	\$8.9M	\$8.22M
Percent Change from Prior Year	45%	71%	32%	79%	95%	42%	49%	87%	20%	31%	51%	62%	52%

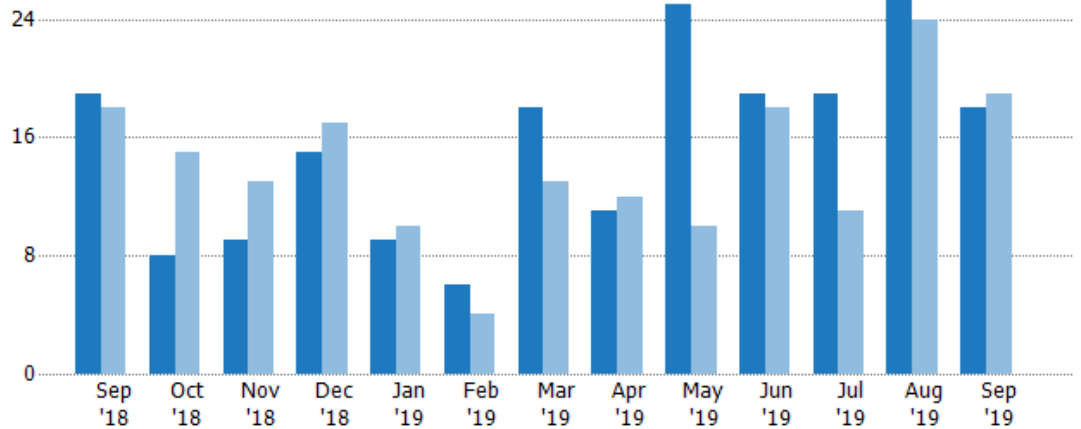
Closed Sales

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.
Sep '19	18	-5.3%
Sep '18	19	5.6%
Sep '17	18	22.2%



	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19
Current Year	19	8	9	15	9	6	18	11	25	19	19	26	18
Prior Year	18	15	13	17	10	4	13	12	10	18	11	24	19
Percent Change from Prior Year	6%	-47%	-31%	-12%	-10%	50%	38%	-8%	150%	6%	73%	8%	-5%

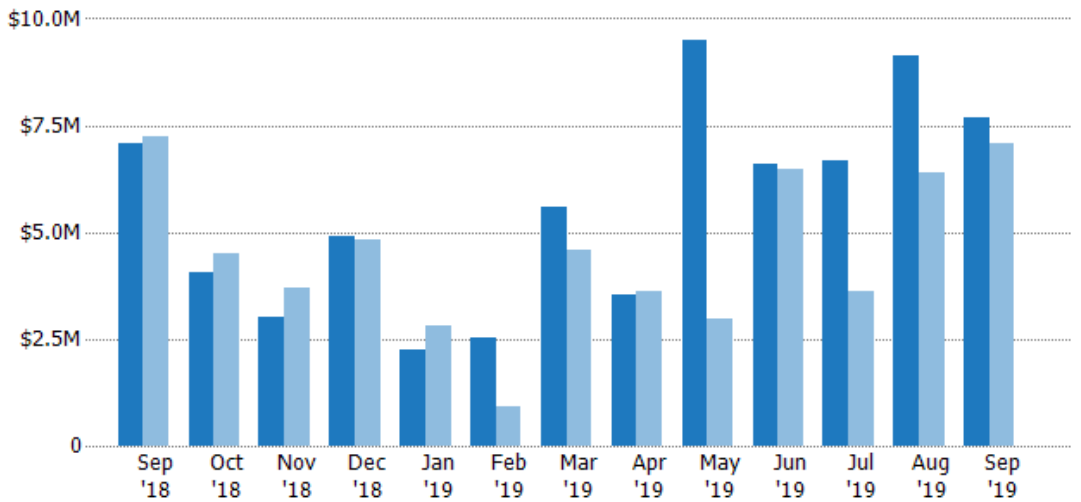
Closed Sales Volume

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.
Sep '19	\$7.7M	8.9%
Sep '18	\$7.07M	-2.5%
Sep '17	\$7.25M	-0.5%



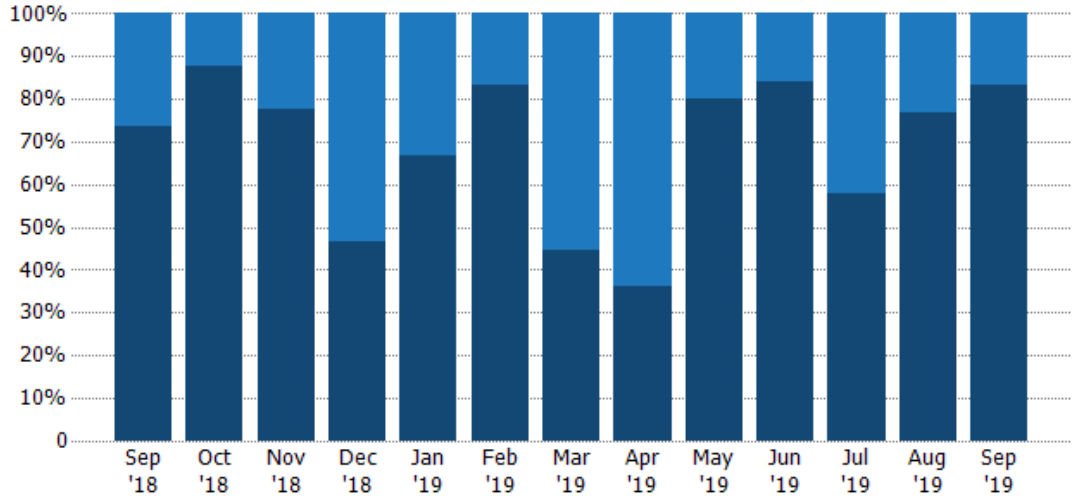
	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19
Current Year	\$7.07M	\$4.05M	\$3.03M	\$4.89M	\$2.25M	\$2.54M	\$5.61M	\$3.55M	\$9.51M	\$6.59M	\$6.66M	\$9.13M	\$7.7M
Prior Year	\$7.25M	\$4.49M	\$3.7M	\$4.82M	\$2.82M	\$908K	\$4.6M	\$3.62M	\$2.99M	\$6.47M	\$3.61M	\$6.39M	\$7.07M
Percent Change from Prior Year	-3%	-10%	-18%	2%	-20%	180%	22%	-2%	218%	2%	84%	43%	9%

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



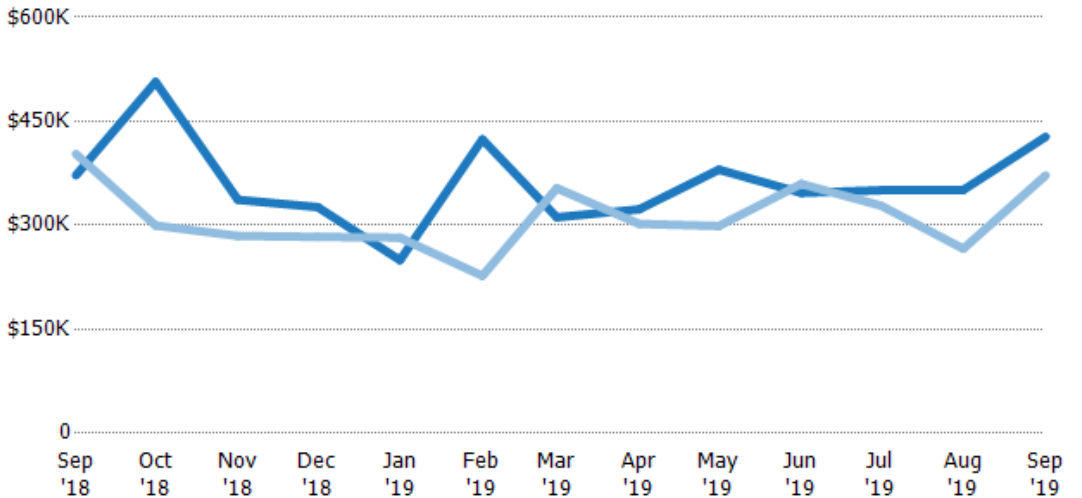
Condo/Townhouse	26%	13%	22%	53%	33%	17%	56%	64%	20%	16%	42%	23%	17%
Single Family Residence	74%	88%	78%	47%	67%	83%	44%	36%	80%	84%	58%	77%	83%

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	\$372K	\$507K	\$337K	\$326K	\$250K	\$424K	\$311K	\$323K	\$380K	\$347K	\$351K	\$351K	\$428K
Prior Year	\$403K	\$300K	\$285K	\$283K	\$282K	\$227K	\$353K	\$302K	\$299K	\$360K	\$328K	\$266K	\$372K
Percent Change from Prior Year	-8%	69%	18%	15%	-11%	87%	-12%	7%	27%	-4%	7%	32%	15%

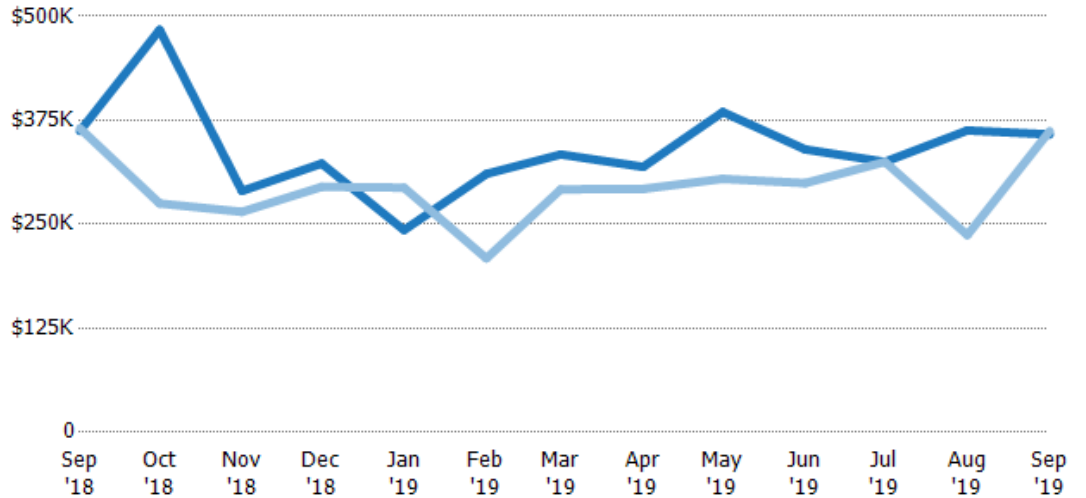
Median Sales Price

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.
Sep '19	\$358K	-1.1%
Sep '18	\$362K	-1%
Sep '17	\$365K	-14%



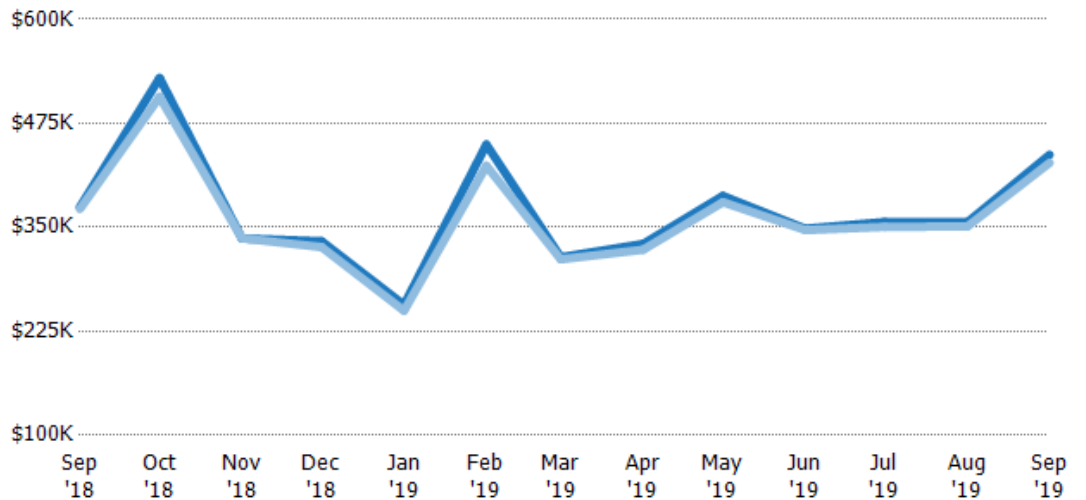
Current Year	\$362K	\$484K	\$290K	\$323K	\$243K	\$311K	\$334K	\$319K	\$385K	\$340K	\$325K	\$363K	\$358K
Prior Year	\$365K	\$275K	\$265K	\$295K	\$294K	\$209K	\$292K	\$293K	\$305K	\$300K	\$325K	\$237K	\$362K
Percent Change from Prior Year	-1%	76%	9%	9%	-17%	49%	14%	9%	26%	14%	0%	53%	-1%

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



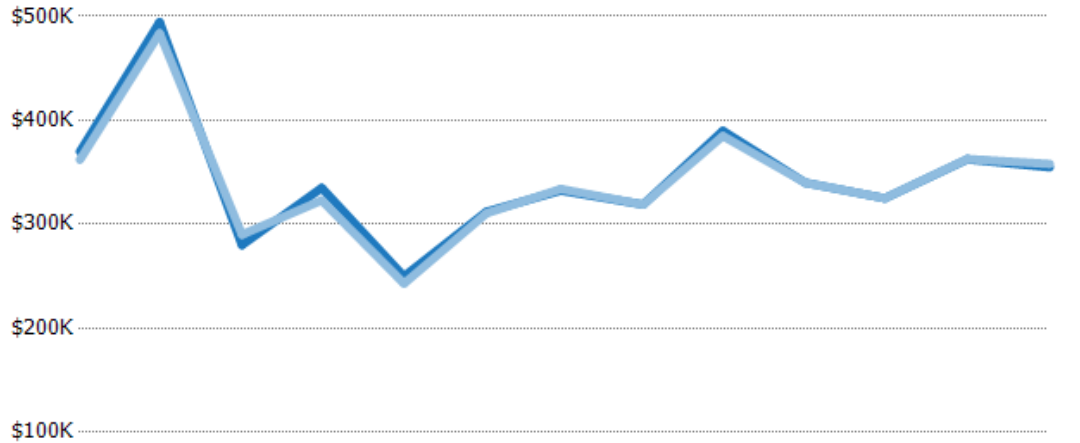
Avg List Price	\$374K	\$529K	\$337K	\$333K	\$257K	\$449K	\$314K	\$330K	\$388K	\$348K	\$356K	\$356K	\$437K
Avg Sales Price	\$372K	\$507K	\$337K	\$326K	\$250K	\$424K	\$311K	\$323K	\$380K	\$347K	\$351K	\$351K	\$428K
Avg Sales Price as a % of Avg List Price	99%	96%	100%	98%	97%	94%	99%	98%	98%	100%	98%	99%	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

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



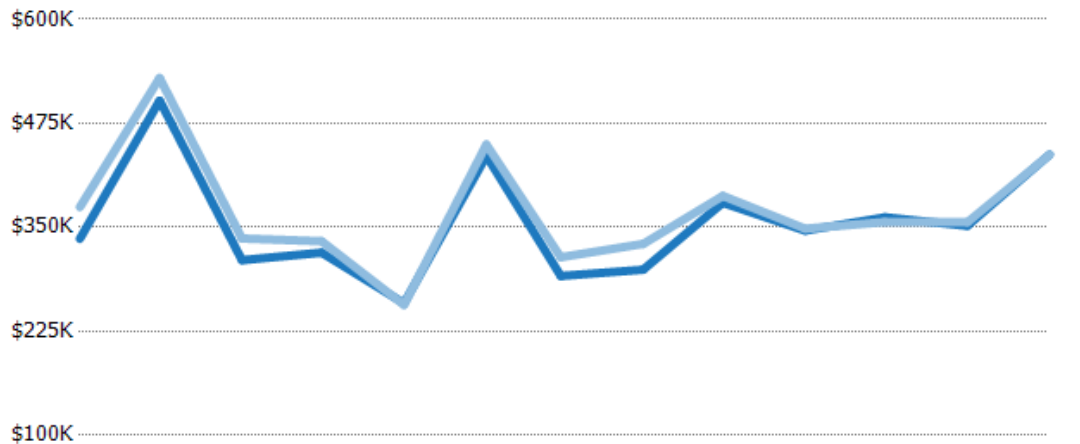
	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19
Median List Price	\$370K	\$494K	\$280K	\$335K	\$250K	\$312K	\$332K	\$319K	\$390K	\$340K	\$325K	\$362K	\$355K
Median Sales Price	\$362K	\$484K	\$290K	\$323K	\$243K	\$311K	\$334K	\$319K	\$385K	\$340K	\$325K	\$363K	\$358K
Med Sales Price as a % of Med List Price	98%	98%	104%	96%	97%	100%	100%	100%	99%	100%	100%	100%	101%

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



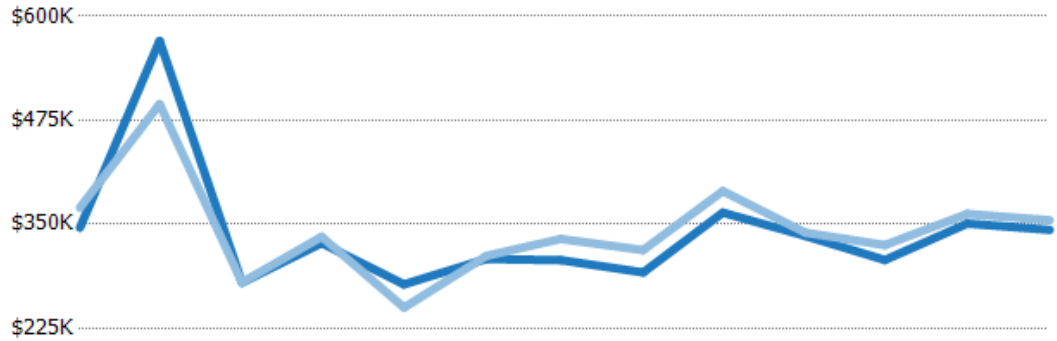
	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19
Avg Est Value	\$336K	\$502K	\$310K	\$319K	\$259K	\$436K	\$291K	\$299K	\$379K	\$346K	\$362K	\$352K	\$437K
Avg Sales Price	\$374K	\$529K	\$337K	\$333K	\$257K	\$449K	\$314K	\$330K	\$388K	\$348K	\$356K	\$356K	\$437K
Avg Sales Price as a % of Avg Est Value	111%	105%	108%	104%	99%	103%	108%	110%	102%	101%	98%	101%	100%

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



	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19
Median Est Value	\$346K	\$570K	\$280K	\$327K	\$278K	\$308K	\$307K	\$292K	\$364K	\$336K	\$307K	\$351K	\$343K
Median Sales Price	\$370K	\$494K	\$280K	\$335K	\$250K	\$312K	\$332K	\$319K	\$390K	\$340K	\$325K	\$362K	\$355K
Med Sales Price as a % of Med Est Value	107%	87%	100%	102%	90%	101%	108%	109%	107%	101%	106%	103%	103%