

## 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      | + / -  |
|--|--------------|---------------|--------|--------------|---------------|--------|
| <b>Listing Activity Charts Metrics</b> |              |               |        |              |               |        |
| New Listing Count                      | 23           | 36            | -36.1% | 270          | 347           | -22.2% |
| New Listing Volume                     | \$8,564,399  | \$12,225,000  | -29.9% | \$85,680,596 | \$108,476,838 | -21%   |
| Active Listing Count                   | 216          | 255           | -15.3% | N/A          | N/A           |        |
| Active Listing Volume                  | \$84,950,597 | \$101,380,048 | -16.2% | N/A          | N/A           |        |
| Average Listing Price                  | \$393,290    | \$397,569     | -1.1%  | \$407,208    | \$377,890     | +7.8%  |
| Median Listing Price                   | \$299,000    | \$299,000     | +-     | \$300,555    | \$262,705     | +14.4% |
| Median Days in RPR                     | 169.5        | 145           | +16.9% | 177.08       | 167.56        | +5.7%  |
| Months of Inventory                    | 9.4          | 14.2          | -33.7% | 14           | 15.6          | -10.4% |
| Absorption Rate                        | 10.65%       | 7.06%         | +3.6%  | 7.16%        | 6.42%         | +0.7%  |
| <b>Sales Activity Charts Metrics</b>   |              |               |        |              |               |        |
| New Pending Sales Count                | 24           | 25            | -4%    | 208          | 200           | +4%    |
| New Pending Sales Volume               | \$5,080,200  | \$5,488,195   | -7.4%  | \$50,496,345 | \$47,501,035  | +6.3%  |
| Pending Sales Count                    | 38           | 38            | +-     | N/A          | N/A           |        |
| Pending Sales Volume                   | \$7,495,900  | \$7,533,695   | -0.5%  | N/A          | N/A           |        |
| Closed Sales Count                     | 18           | 16            | +12.5% | 153          | 165           | -7.3%  |
| Closed Sales Volume                    | \$5,624,000  | \$4,924,900   | +14.2% | \$35,582,306 | \$38,283,993  | -7.1%  |
| Average Sales Price                    | \$312,444    | \$307,806     | +1.5%  | \$232,564    | \$232,024     | +0.2%  |
| Median Sales Price                     | \$233,500    | \$257,500     | -9.3%  | \$204,092    | \$201,366     | +1.4%  |

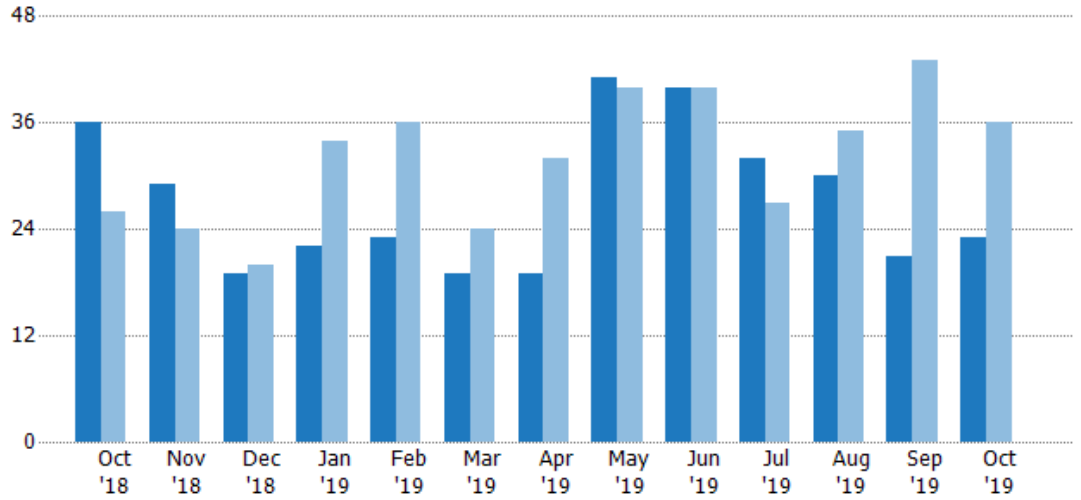
## New Listings

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

### Filters Used

ZIP: East Dover, VT 05341,  
Wilmington, VT 05363, West Dover,  
VT 05356  
Property Type:  
Condo/Townhouse/Apt, Single  
Family Residence

| Month/<br>Year | Count | % Chg. |
|----------------|-------|--------|
| Oct '19        | 23    | -36.1% |
| Oct '18        | 36    | 38.5%  |
| Oct '17        | 26    | -42.3% |



|                                |     |     |     |      |      |      |      |    |    |     |      |      |      |
|--------------------------------|-----|-----|-----|------|------|------|------|----|----|-----|------|------|------|
| Current Year                   | 36  | 29  | 19  | 22   | 23   | 19   | 19   | 41 | 40 | 32  | 30   | 21   | 23   |
| Prior Year                     | 26  | 24  | 20  | 34   | 36   | 24   | 32   | 40 | 40 | 27  | 35   | 43   | 36   |
| Percent Change from Prior Year | 38% | 21% | -5% | -35% | -36% | -21% | -41% | 3% | 0% | 19% | -14% | -51% | -36% |

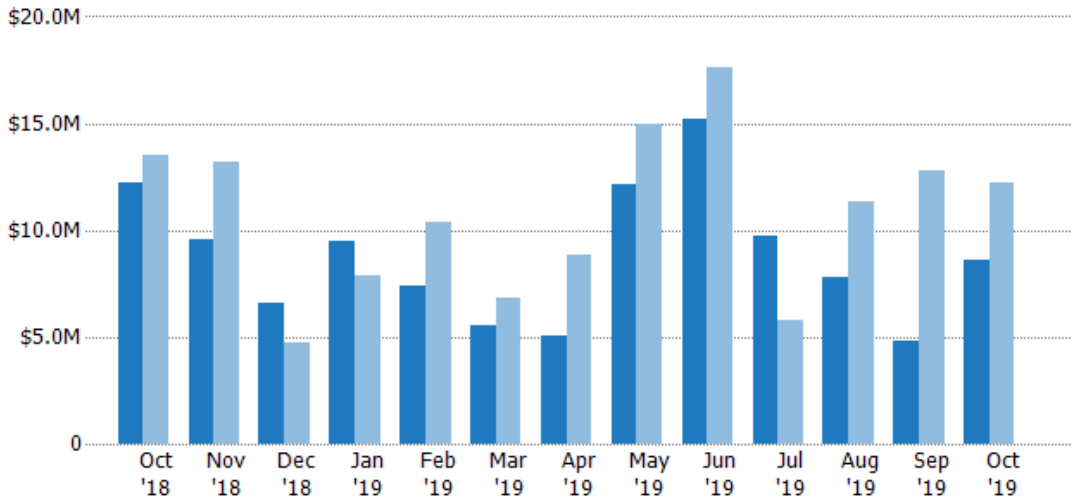
## New Listing Volume

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

### Filters Used

ZIP: East Dover, VT 05341,  
Wilmington, VT 05363, West Dover,  
VT 05356  
Property Type:  
Condo/Townhouse/Apt, Single  
Family Residence

| Month/<br>Year | Volume  | % Chg. |
|----------------|---------|--------|
| Oct '19        | \$8.56M | -29.9% |
| Oct '18        | \$12.2M | -9.6%  |
| Oct '17        | \$13.5M | -43%   |



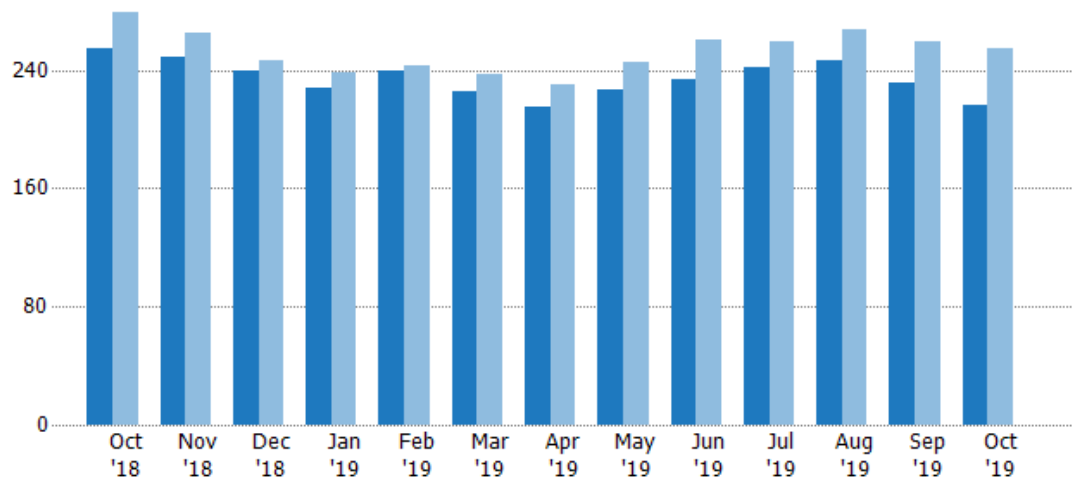
|                                |         |         |         |         |         |         |         |         |         |         |         |         |         |
|--------------------------------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| Current Year                   | \$12.2M | \$9.59M | \$6.58M | \$9.46M | \$7.39M | \$5.51M | \$5.07M | \$12.1M | \$15.2M | \$9.76M | \$7.81M | \$4.8M  | \$8.56M |
| Prior Year                     | \$13.5M | \$13.2M | \$4.75M | \$7.84M | \$10.4M | \$6.83M | \$8.8M  | \$14.9M | \$17.6M | \$5.8M  | \$11.3M | \$12.8M | \$12.2M |
| Percent Change from Prior Year | -10%    | -27%    | 38%     | 21%     | -29%    | -19%    | -42%    | -19%    | -13%    | 68%     | -31%    | -62%    | -30%    |

## Active Listings

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

### Filters Used

ZIP: East Dover, VT 05341, Wilmington, VT 05363, West Dover, VT 05356  
 Property Type: Condo/Townhouse/Apt, Single Family Residence



| Month/Year | Count | % Chg. |
|------------|-------|--------|
| Oct '19    | 216   | -15.3% |
| Oct '18    | 255   | -8.6%  |
| Oct '17    | 279   | -13.3% |

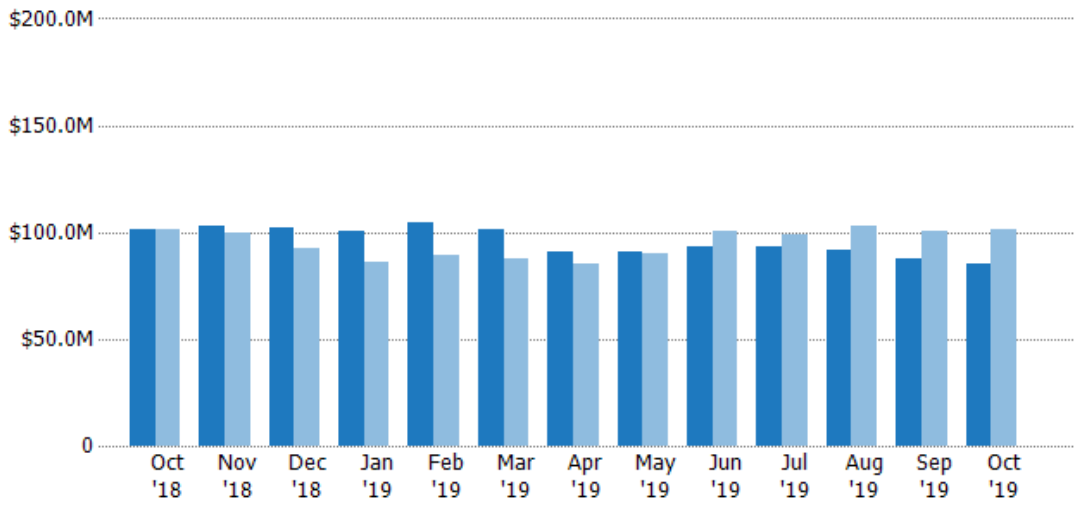
|                                |     |     |     |     |     |     |     |     |      |     |     |      |      |
|--------------------------------|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|------|------|
| Current Year                   | 255 | 249 | 240 | 228 | 239 | 226 | 215 | 227 | 234  | 242 | 246 | 231  | 216  |
| Prior Year                     | 279 | 265 | 247 | 238 | 243 | 237 | 230 | 245 | 260  | 259 | 267 | 259  | 255  |
| Percent Change from Prior Year | -9% | -6% | -3% | -4% | -2% | -5% | -7% | -7% | -10% | -7% | -8% | -11% | -15% |

## Active Listing Volume

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

### Filters Used

ZIP: East Dover, VT 05341, Wilmington, VT 05363, West Dover, VT 05356  
 Property Type: Condo/Townhouse/Apt, Single Family Residence



| Month/Year | Volume | % Chg. |
|------------|--------|--------|
| Oct '19    | \$85M  | -16.2% |
| Oct '18    | \$101M | 0.4%   |
| Oct '17    | \$101M | -11.5% |

|                                |        |        |         |         |         |         |         |         |         |         |         |         |        |
|--------------------------------|--------|--------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|--------|
| Current Year                   | \$101M | \$103M | \$102M  | \$100M  | \$105M  | \$101M  | \$90.4M | \$91.1M | \$93.6M | \$93.2M | \$91.9M | \$87.3M | \$85M  |
| Prior Year                     | \$101M | \$100M | \$92.4M | \$85.9M | \$89.2M | \$87.3M | \$84.9M | \$90.1M | \$101M  | \$99.2M | \$103M  | \$101M  | \$101M |
| Percent Change from Prior Year | 0%     | 3%     | 11%     | 17%     | 17%     | 16%     | 7%      | 1%      | -7%     | -6%     | -11%    | -13%    | -16%   |

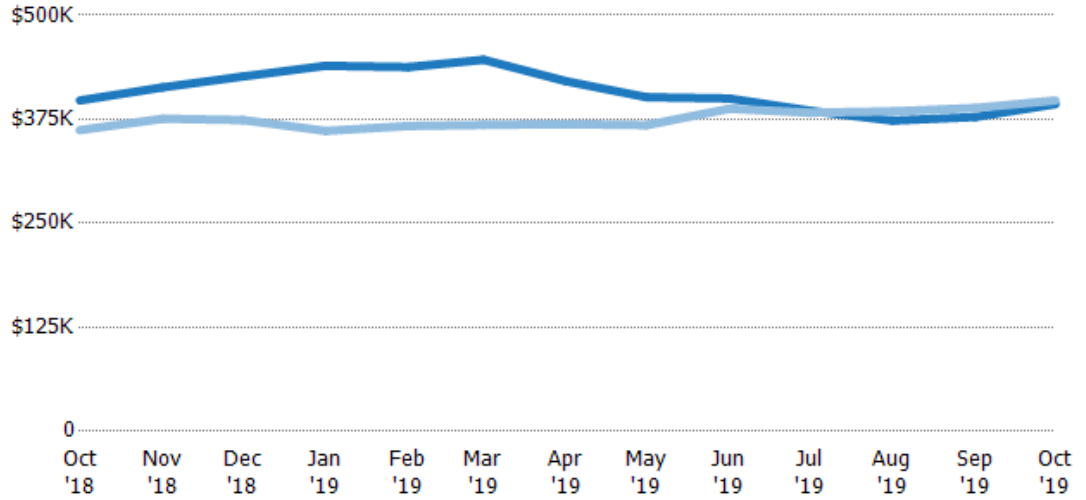
## Average Listing Price

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

### Filters Used

ZIP: East Dover, VT 05341, Wilmington, VT 05363, West Dover, VT 05356  
 Property Type: Condo/Townhouse/Apt, Single Family Residence

| Month/Year | Price  | % Chg. |
|------------|--------|--------|
| Oct '19    | \$393K | -1.1%  |
| Oct '18    | \$398K | 9.8%   |
| Oct '17    | \$362K | 2.1%   |



|                                |        |        |        |        |        |        |        |        |        |        |        |        |        |
|--------------------------------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|
| Current Year                   | \$398K | \$413K | \$426K | \$439K | \$438K | \$447K | \$421K | \$402K | \$400K | \$385K | \$373K | \$378K | \$393K |
| Prior Year                     | \$362K | \$376K | \$374K | \$361K | \$367K | \$368K | \$369K | \$368K | \$388K | \$383K | \$385K | \$389K | \$398K |
| Percent Change from Prior Year | 10%    | 10%    | 14%    | 22%    | 19%    | 21%    | 14%    | 9%     | 3%     | 1%     | -3%    | -3%    | -1%    |

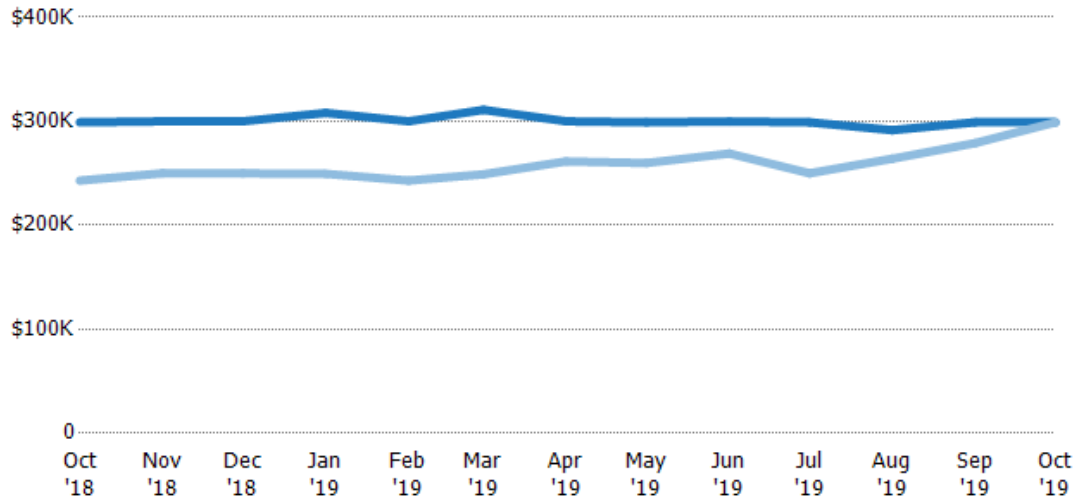
## Median Listing Price

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

### Filters Used

ZIP: East Dover, VT 05341, Wilmington, VT 05363, West Dover, VT 05356  
 Property Type: Condo/Townhouse/Apt, Single Family Residence

| Month/Year | Price  | % Chg. |
|------------|--------|--------|
| Oct '19    | \$299K | 0%     |
| Oct '18    | \$299K | 23%    |
| Oct '17    | \$243K | 2.5%   |



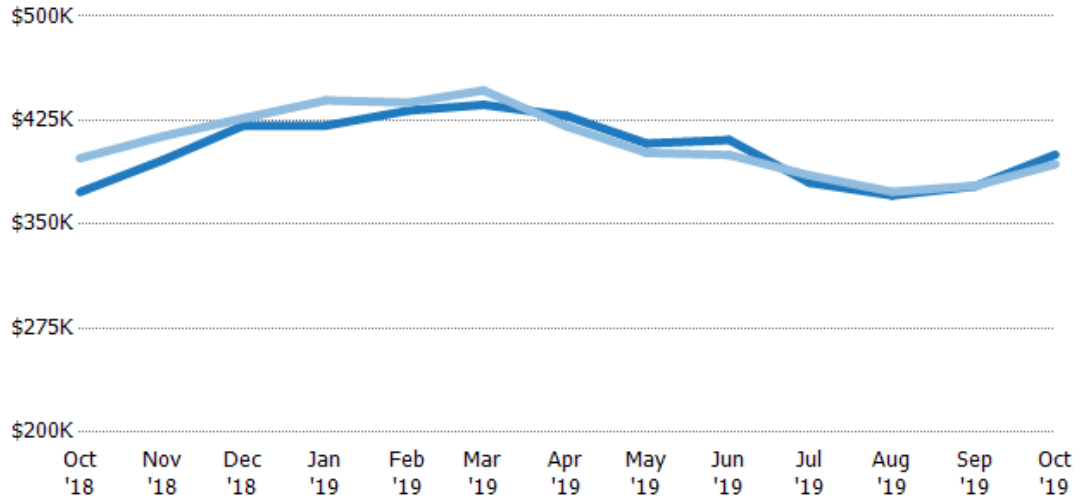
|                                |        |        |        |        |        |        |        |        |        |        |        |        |        |
|--------------------------------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|
| Current Year                   | \$299K | \$300K | \$300K | \$308K | \$300K | \$311K | \$300K | \$299K | \$300K | \$299K | \$292K | \$299K | \$299K |
| Prior Year                     | \$243K | \$250K | \$250K | \$249K | \$243K | \$249K | \$261K | \$260K | \$269K | \$250K | \$264K | \$279K | \$299K |
| Percent Change from Prior Year | 23%    | 20%    | 20%    | 23%    | 23%    | 25%    | 15%    | 15%    | 11%    | 20%    | 10%    | 7%     | 0%     |

## 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: East Dover, VT 05341,  
Wilmington, VT 05363, West Dover,  
VT 05356  
Property Type:  
Condo/Townhouse/Apt, Single  
Family Residence

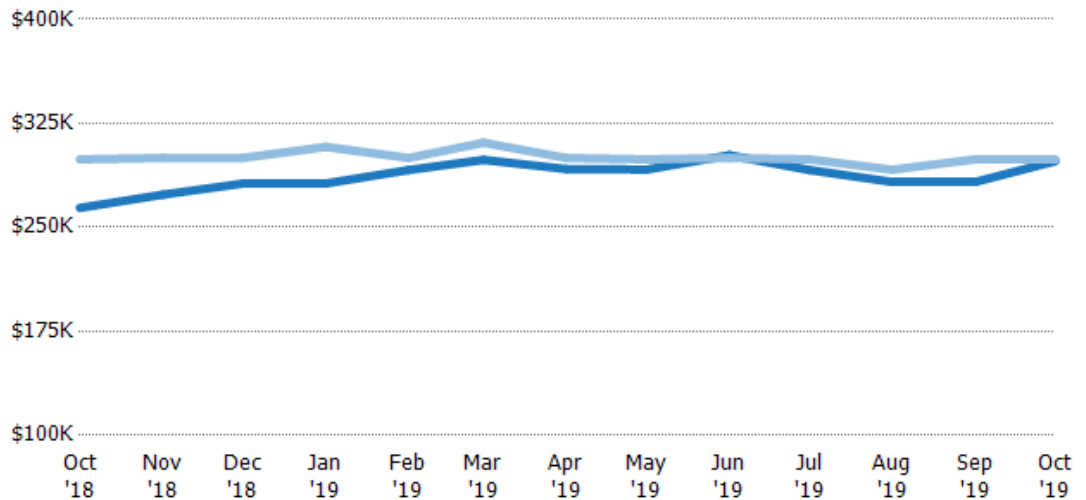


## Median Listing Price vs Median Est Value

The median listing price as a percentage of the median AVM or RVM® valuation estimate for active listings each month.

### Filters Used

ZIP: East Dover, VT 05341,  
Wilmington, VT 05363, West Dover,  
VT 05356  
Property Type:  
Condo/Townhouse/Apt, Single  
Family Residence



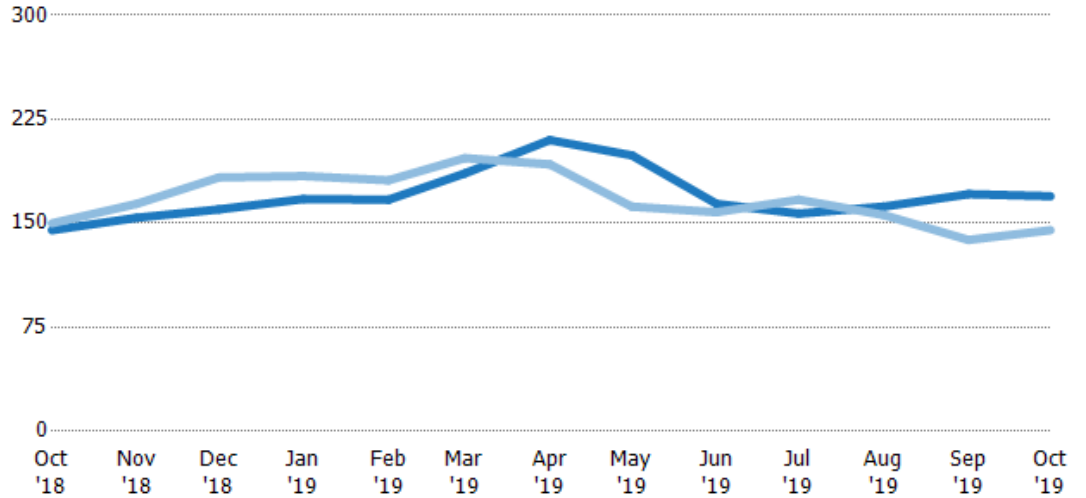
## Median Days in RPR

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

ZIP: East Dover, VT 05341,  
Wilmington, VT 05363, West Dover,  
VT 05356  
Property Type:  
Condo/Townhouse/Apt, Single  
Family Residence

| Month/<br>Year | Days | % Chg. |
|----------------|------|--------|
| Oct '19        | 170  | 16.9%  |
| Oct '18        | 145  | -3.3%  |
| Oct '17        | 150  | -1.3%  |



|                                |     |     |      |     |     |     |     |     |     |     |     |     |     |
|--------------------------------|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|
| Current Year                   | 145 | 154 | 160  | 168 | 167 | 186 | 210 | 199 | 164 | 157 | 162 | 171 | 170 |
| Prior Year                     | 150 | 164 | 183  | 184 | 181 | 197 | 193 | 162 | 158 | 167 | 156 | 138 | 145 |
| Percent Change from Prior Year | -3% | -6% | -13% | -9% | -8% | -6% | 9%  | 23% | 4%  | -6% | 4%  | 24% | 17% |

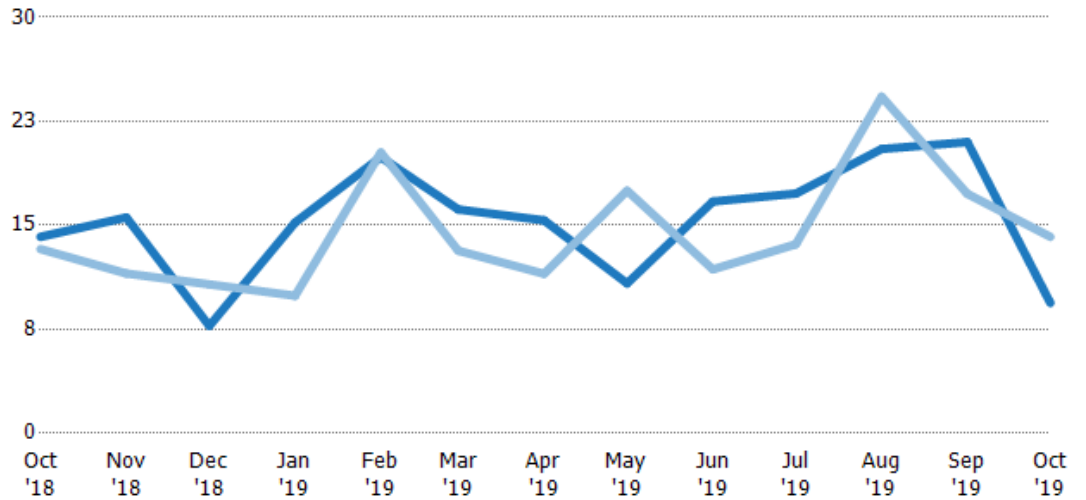
## Months of Inventory

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

### Filters Used

ZIP: East Dover, VT 05341,  
Wilmington, VT 05363, West Dover,  
VT 05356  
Property Type:  
Condo/Townhouse/Apt, Single  
Family Residence

| Month/<br>Year | Months | % Chg. |
|----------------|--------|--------|
| Oct '19        | 9.39   | -33.7% |
| Oct '18        | 14.2   | 6.6%   |
| Oct '17        | 13.3   | -13.3% |



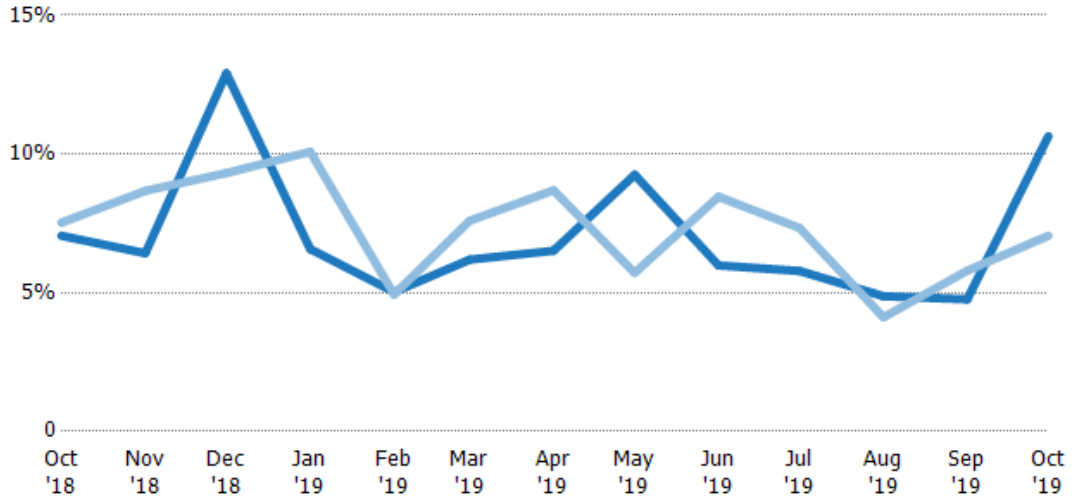
|                                |      |      |      |      |      |      |      |      |      |      |      |      |      |
|--------------------------------|------|------|------|------|------|------|------|------|------|------|------|------|------|
| Current Year                   | 14.2 | 15.6 | 7.74 | 15.2 | 19.9 | 16.1 | 15.4 | 10.8 | 16.7 | 17.3 | 20.5 | 21   | 9.39 |
| Prior Year                     | 13.3 | 11.5 | 10.7 | 9.92 | 20.3 | 13.2 | 11.5 | 17.5 | 11.8 | 13.6 | 24.3 | 17.3 | 14.2 |
| Percent Change from Prior Year | 7%   | 35%  | -28% | 53%  | -2%  | 23%  | 34%  | -38% | 41%  | 27%  | -16% | 22%  | -34% |

## Absorption Rate

The percentage of inventory sold per month.

### Filters Used

ZIP: East Dover, VT 05341, Wilmington, VT 05363, West Dover, VT 05356  
 Property Type: Condo/Townhouse/Apt, Single Family Residence



| Month/Year | Rate | Chg.  |
|------------|------|-------|
| Oct '19    | 11%  | -3.6% |
| Oct '18    | 7%   | 0.5%  |
| Oct '17    | 8%   | 15.3% |

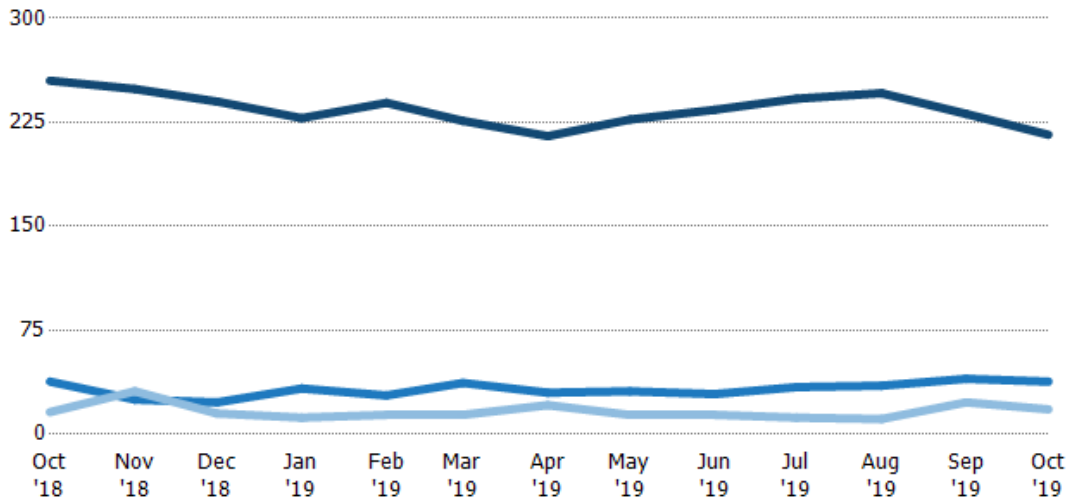
|                        | Oct '18 | Nov '18 | Dec '18 | Jan '19 | Feb '19 | Mar '19 | Apr '19 | May '19 | Jun '19 | Jul '19 | Aug '19 | Sep '19 | Oct '19 |
|------------------------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| Current Year           | 7%      | 6%      | 13%     | 7%      | 5%      | 6%      | 7%      | 9%      | 6%      | 6%      | 5%      | 5%      | 11%     |
| Prior Year             | 8%      | 9%      | 9%      | 10%     | 5%      | 8%      | 9%      | 6%      | 8%      | 7%      | 4%      | 6%      | 7%      |
| Change from Prior Year | 0%      | 2%      | -4%     | 4%      | 0%      | 1%      | 2%      | -4%     | 2%      | 2%      | -1%     | 1%      | -4%     |

## Active/Pending/Sold Units

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

### Filters Used

ZIP: East Dover, VT 05341, Wilmington, VT 05363, West Dover, VT 05356  
 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  | 255     | 249     | 240     | 228     | 239     | 226     | 215     | 227     | 234     | 242     | 246     | 231     | 216     |
| Pending | 38      | 25      | 23      | 33      | 28      | 37      | 30      | 31      | 29      | 34      | 35      | 40      | 38      |
| Sold    | 16      | 31      | 15      | 12      | 14      | 14      | 21      | 14      | 14      | 12      | 11      | 23      | 18      |

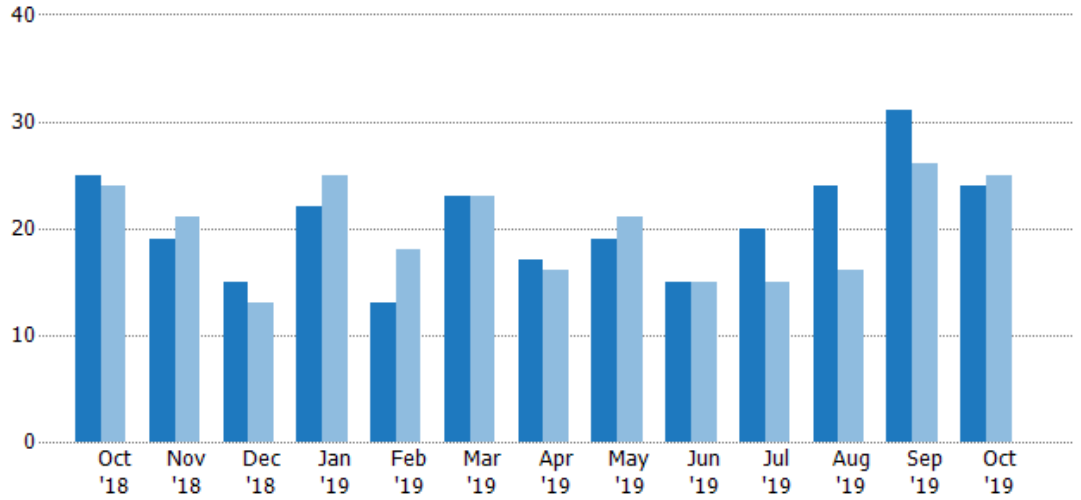
## New Pending Sales

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

### Filters Used

ZIP: East Dover, VT 05341,  
Wilmington, VT 05363, West Dover,  
VT 05356  
Property Type:  
Condo/Townhouse/Apt, Single  
Family Residence

| Month/<br>Year | Count | % Chg. |
|----------------|-------|--------|
| Oct '19        | 24    | -4%    |
| Oct '18        | 25    | 4.2%   |
| Oct '17        | 24    | -33.3% |



|                                |    |      |     |      |      |    |    |      |    |     |     |     |     |
|--------------------------------|----|------|-----|------|------|----|----|------|----|-----|-----|-----|-----|
| Current Year                   | 25 | 19   | 15  | 22   | 13   | 23 | 17 | 19   | 15 | 20  | 24  | 31  | 24  |
| Prior Year                     | 24 | 21   | 13  | 25   | 18   | 23 | 16 | 21   | 15 | 15  | 16  | 26  | 25  |
| Percent Change from Prior Year | 4% | -10% | 15% | -12% | -28% | 0% | 6% | -10% | 0% | 33% | 50% | 19% | -4% |

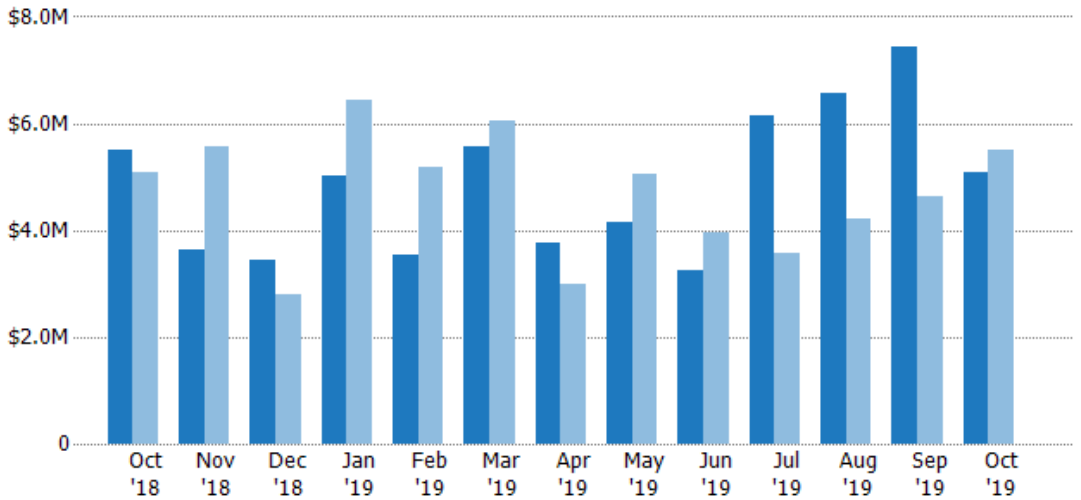
## New Pending Sales Volume

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

### Filters Used

ZIP: East Dover, VT 05341,  
Wilmington, VT 05363, West Dover,  
VT 05356  
Property Type:  
Condo/Townhouse/Apt, Single  
Family Residence

| Month/<br>Year | Volume  | % Chg. |
|----------------|---------|--------|
| Oct '19        | \$5.08M | -7.4%  |
| Oct '18        | \$5.49M | 8%     |
| Oct '17        | \$5.08M | 6.9%   |



|                                |         |         |         |         |         |         |         |         |         |         |         |         |         |
|--------------------------------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| Current Year                   | \$5.49M | \$3.62M | \$3.45M | \$5.02M | \$3.53M | \$5.56M | \$3.77M | \$4.16M | \$3.24M | \$6.15M | \$6.56M | \$7.43M | \$5.08M |
| Prior Year                     | \$5.08M | \$5.58M | \$2.8M  | \$6.43M | \$5.17M | \$6.05M | \$2.98M | \$5.05M | \$3.94M | \$3.57M | \$4.21M | \$4.62M | \$5.49M |
| Percent Change from Prior Year | 8%      | -35%    | 24%     | -22%    | -32%    | -8%     | 26%     | -18%    | -18%    | 73%     | 56%     | 61%     | -7%     |



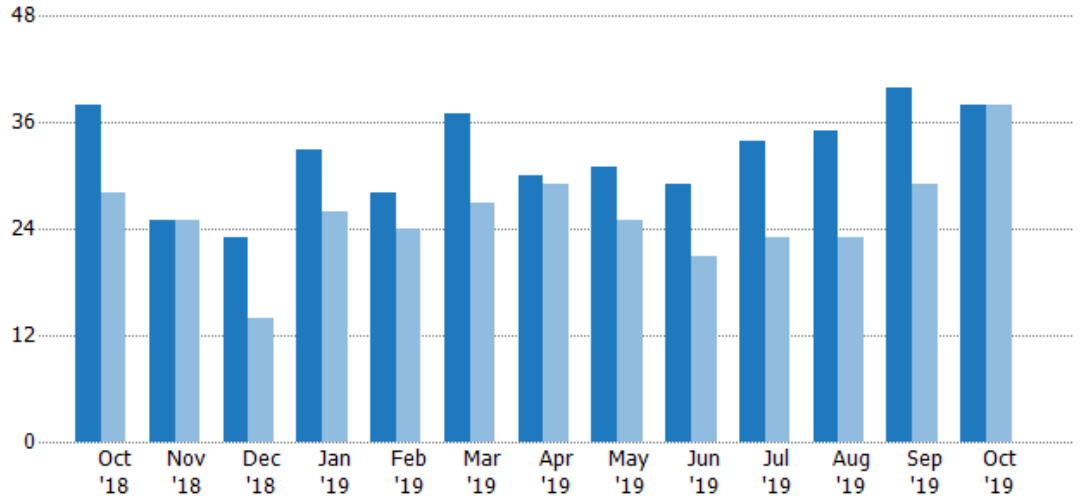
## Pending Sales

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

### Filters Used

ZIP: East Dover, VT 05341,  
Wilmington, VT 05363, West Dover,  
VT 05356  
Property Type:  
Condo/Townhouse/Apt, Single  
Family Residence

| Month/<br>Year | Count | % Chg. |
|----------------|-------|--------|
| Oct '19        | 38    | 0%     |
| Oct '18        | 38    | 35.7%  |
| Oct '17        | 28    | -3.6%  |



|                                |     |    |     |     |     |     |    |     |     |     |     |     |    |
|--------------------------------|-----|----|-----|-----|-----|-----|----|-----|-----|-----|-----|-----|----|
| Current Year                   | 38  | 25 | 23  | 33  | 28  | 37  | 30 | 31  | 29  | 34  | 35  | 40  | 38 |
| Prior Year                     | 28  | 25 | 14  | 26  | 24  | 27  | 29 | 25  | 21  | 23  | 23  | 29  | 38 |
| Percent Change from Prior Year | 36% | 0% | 64% | 27% | 17% | 37% | 3% | 24% | 38% | 48% | 52% | 38% | 0% |

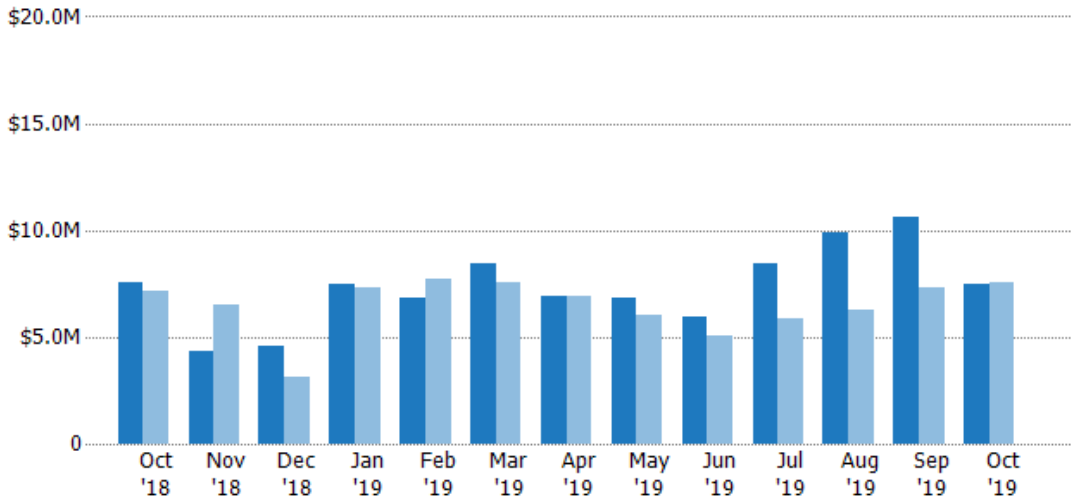
## Pending Sales Volume

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

### Filters Used

ZIP: East Dover, VT 05341,  
Wilmington, VT 05363, West Dover,  
VT 05356  
Property Type:  
Condo/Townhouse/Apt, Single  
Family Residence

| Month/<br>Year | Volume  | % Chg. |
|----------------|---------|--------|
| Oct '19        | \$7.5M  | -0.5%  |
| Oct '18        | \$7.53M | 4.8%   |
| Oct '17        | \$7.19M | 27.4%  |



|                                |         |         |         |         |         |         |         |         |         |         |         |         |         |
|--------------------------------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| Current Year                   | \$7.53M | \$4.33M | \$4.57M | \$7.49M | \$6.81M | \$8.46M | \$6.91M | \$6.83M | \$5.95M | \$8.42M | \$9.91M | \$10.6M | \$7.5M  |
| Prior Year                     | \$7.19M | \$6.52M | \$3.16M | \$7.29M | \$7.7M  | \$7.57M | \$6.88M | \$6.06M | \$5.08M | \$5.88M | \$6.28M | \$7.31M | \$7.53M |
| Percent Change from Prior Year | 5%      | -34%    | 44%     | 3%      | -12%    | 12%     | 0%      | 13%     | 17%     | 43%     | 58%     | 45%     | -1%     |

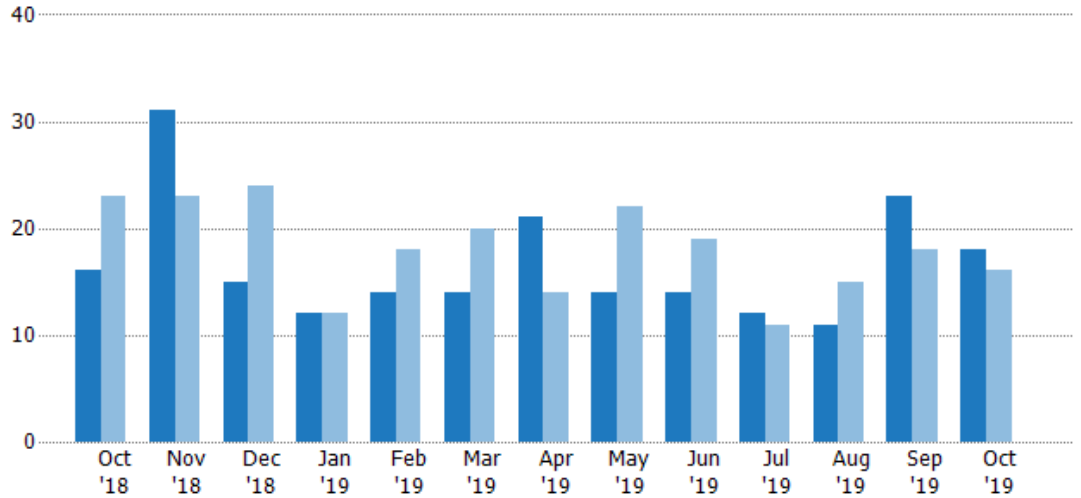
## Closed Sales

The total number of residential properties sold each month.

### Filters Used

ZIP: East Dover, VT 05341,  
Wilmington, VT 05363, West Dover,  
VT 05356  
Property Type:  
Condo/Townhouse/Apt, Single  
Family Residence

| Month/<br>Year | Count | % Chg. |
|----------------|-------|--------|
| Oct '19        | 18    | 12.5%  |
| Oct '18        | 16    | -30.4% |
| Oct '17        | 23    | -21.7% |



|                                |      |     |      |    |      |      |     |      |      |    |      |     |     |
|--------------------------------|------|-----|------|----|------|------|-----|------|------|----|------|-----|-----|
| Current Year                   | 16   | 31  | 15   | 12 | 14   | 14   | 21  | 14   | 14   | 12 | 11   | 23  | 18  |
| Prior Year                     | 23   | 23  | 24   | 12 | 18   | 20   | 14  | 22   | 19   | 11 | 15   | 18  | 16  |
| Percent Change from Prior Year | -30% | 35% | -38% | 0% | -22% | -30% | 50% | -36% | -26% | 9% | -27% | 28% | 13% |

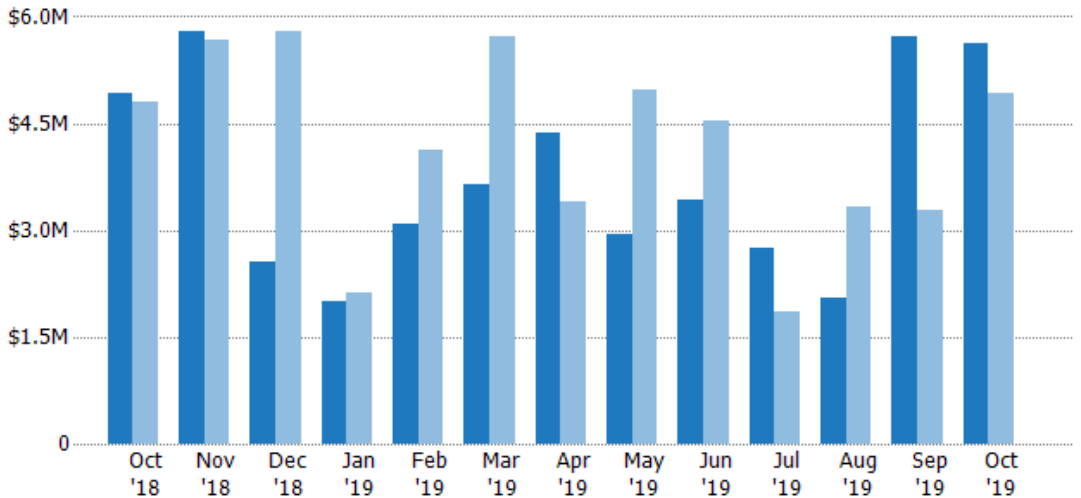
## Closed Sales Volume

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

### Filters Used

ZIP: East Dover, VT 05341,  
Wilmington, VT 05363, West Dover,  
VT 05356  
Property Type:  
Condo/Townhouse/Apt, Single  
Family Residence

| Month/<br>Year | Volume  | % Chg. |
|----------------|---------|--------|
| Oct '19        | \$5.62M | 14.2%  |
| Oct '18        | \$4.92M | 2.5%   |
| Oct '17        | \$4.81M | -1.8%  |



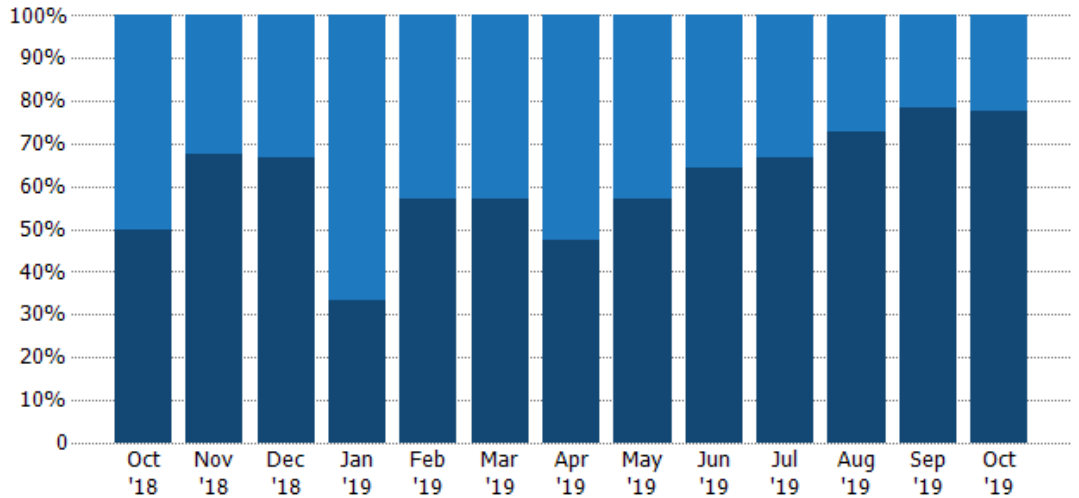
|                                |         |         |         |         |         |         |         |         |         |         |         |         |         |
|--------------------------------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| Current Year                   | \$4.92M | \$5.79M | \$2.56M | \$1.99M | \$3.08M | \$3.64M | \$4.38M | \$2.95M | \$3.42M | \$2.75M | \$2.05M | \$5.71M | \$5.62M |
| Prior Year                     | \$4.81M | \$5.67M | \$5.8M  | \$2.13M | \$4.12M | \$5.72M | \$3.39M | \$4.98M | \$4.54M | \$1.87M | \$3.33M | \$3.28M | \$4.92M |
| Percent Change from Prior Year | 2%      | 2%      | -56%    | -7%     | -25%    | -36%    | 29%     | -41%    | -25%    | 47%     | -38%    | 74%     | 14%     |

## Closed Sales by Property Type

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

### Filters Used

ZIP: East Dover, VT 05341, Wilmington, VT 05363, West Dover, VT 05356  
 Property Type: Condo/Townhouse/Apt, Single Family Residence



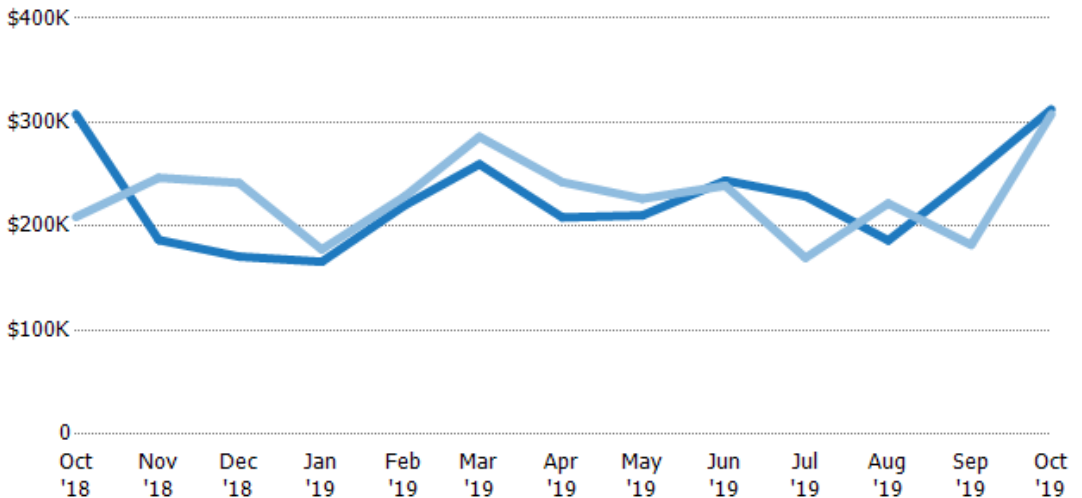
|                         |     |     |     |     |     |     |     |     |     |     |     |     |     |
|-------------------------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|
| Condo/Townhouse         | 50% | 32% | 33% | 67% | 43% | 43% | 52% | 43% | 36% | 33% | 27% | 22% | 22% |
| Single Family Residence | 50% | 68% | 67% | 33% | 57% | 57% | 48% | 57% | 64% | 67% | 73% | 78% | 78% |

## Average Sales Price

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

### Filters Used

ZIP: East Dover, VT 05341, Wilmington, VT 05363, West Dover, VT 05356  
 Property Type: Condo/Townhouse/Apt, Single Family Residence



|                                |        |        |        |        |        |        |        |        |        |        |        |        |        |
|--------------------------------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|
| Current Year                   | \$308K | \$187K | \$171K | \$166K | \$220K | \$260K | \$209K | \$210K | \$244K | \$229K | \$186K | \$248K | \$312K |
| Prior Year                     | \$209K | \$247K | \$242K | \$178K | \$229K | \$286K | \$242K | \$226K | \$239K | \$170K | \$222K | \$182K | \$308K |
| Percent Change from Prior Year | 47%    | -24%   | -29%   | -7%    | -4%    | -9%    | -14%   | -7%    | 2%     | 35%    | -16%   | 36%    | 2%     |

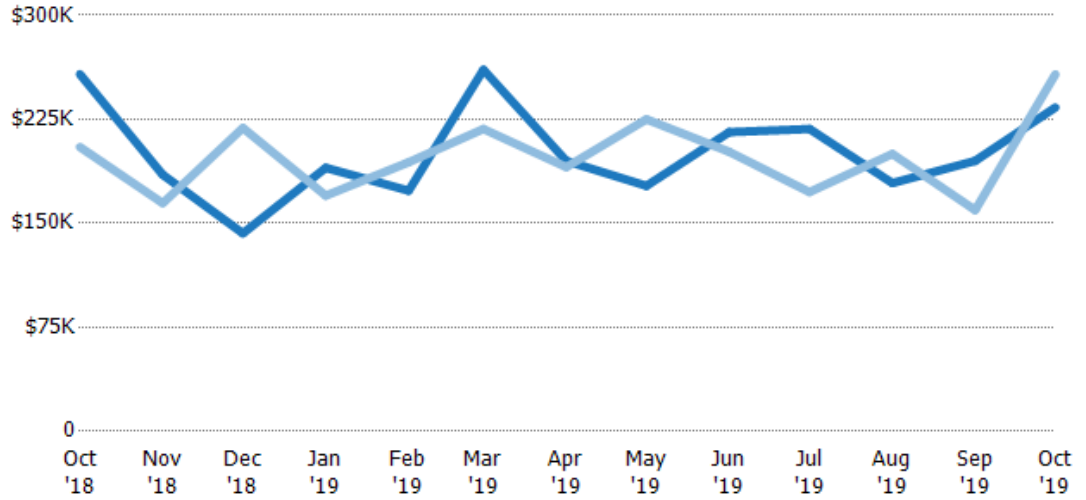
## Median Sales Price

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

### Filters Used

ZIP: East Dover, VT 05341,  
Wilmington, VT 05363, West Dover,  
VT 05356  
Property Type:  
Condo/Townhouse/Apt, Single  
Family Residence

| Month/<br>Year | Price  | % Chg. |
|----------------|--------|--------|
| Oct '19        | \$234K | -9.3%  |
| Oct '18        | \$258K | 25.6%  |
| Oct '17        | \$205K | -4.6%  |



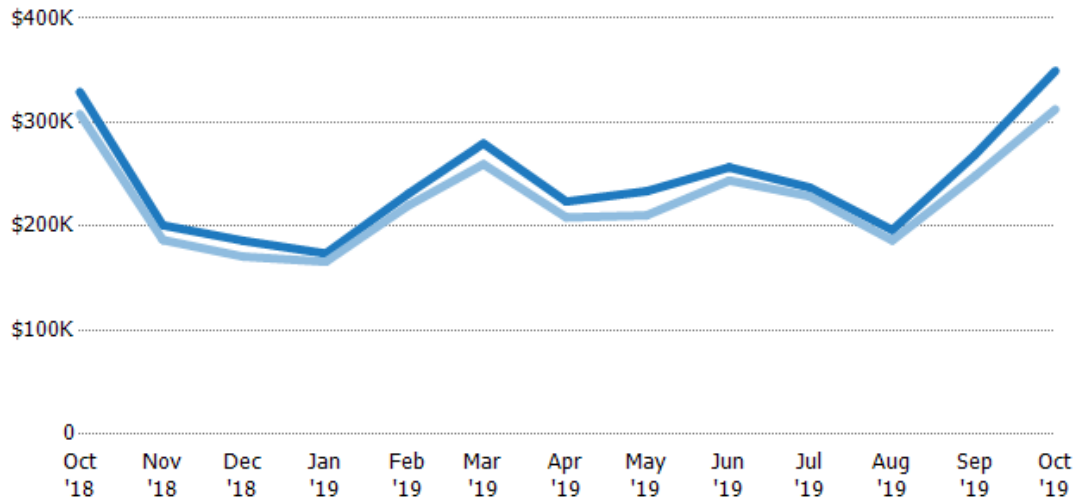
|                                |        |        |        |        |        |        |        |        |        |        |        |        |        |
|--------------------------------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|
| Current Year                   | \$258K | \$185K | \$143K | \$190K | \$174K | \$261K | \$195K | \$177K | \$216K | \$218K | \$179K | \$195K | \$234K |
| Prior Year                     | \$205K | \$165K | \$219K | \$170K | \$194K | \$218K | \$191K | \$225K | \$202K | \$173K | \$200K | \$160K | \$258K |
| Percent Change from Prior Year | 26%    | 12%    | -35%   | 12%    | -11%   | 20%    | 2%     | -21%   | 7%     | 26%    | -11%   | 22%    | -9%    |

## 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: East Dover, VT 05341,  
Wilmington, VT 05363, West Dover,  
VT 05356  
Property Type:  
Condo/Townhouse/Apt, Single  
Family Residence



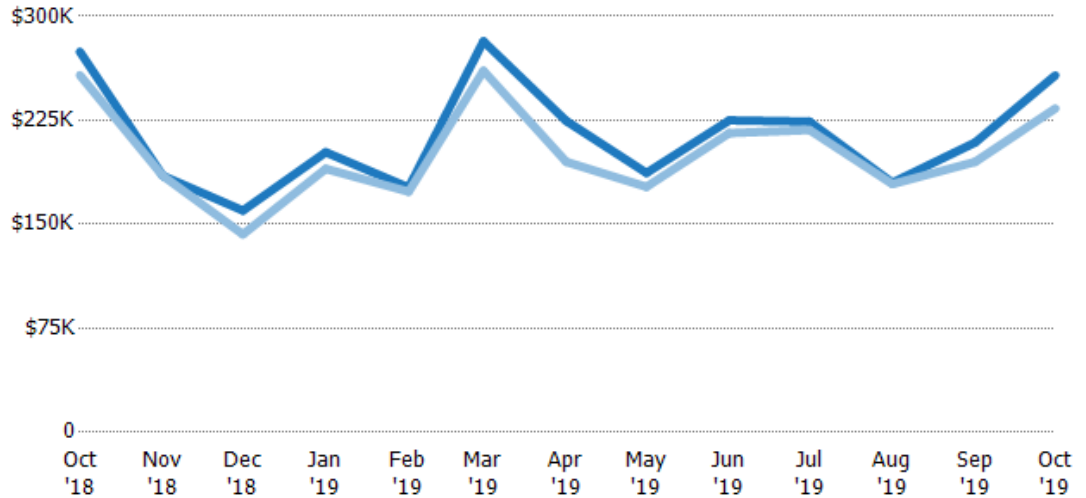
|  |        |        |        |        |        |        |        |        |        |        |        |        |        |
|--|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|
| Avg List Price                           | \$329K | \$201K | \$186K | \$174K | \$231K | \$280K | \$224K | \$234K | \$257K | \$237K | \$196K | \$269K | \$349K |
| Avg Sales Price                          | \$308K | \$187K | \$171K | \$166K | \$220K | \$260K | \$209K | \$210K | \$244K | \$229K | \$186K | \$248K | \$312K |
| Avg Sales Price as a % of Avg List Price | 94%    | 93%    | 92%    | 95%    | 95%    | 93%    | 93%    | 90%    | 95%    | 96%    | 95%    | 92%    | 89%    |

## 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: East Dover, VT 05341,  
Wilmington, VT 05363, West Dover,  
VT 05356  
Property Type:  
Condo/Townhouse/Apt, Single  
Family Residence



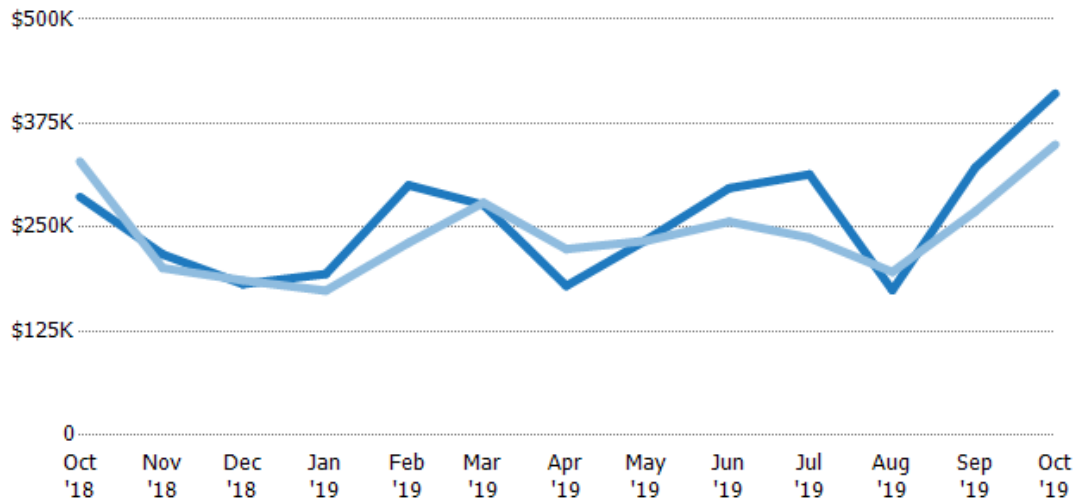
|  | Oct '18 | Nov '18 | Dec '18 | Jan '19 | Feb '19 | Mar '19 | Apr '19 | May '19 | Jun '19 | Jul '19 | Aug '19 | Sep '19 | Oct '19 |
|--|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| Median List Price                        | \$274K  | \$185K  | \$160K  | \$202K  | \$177K  | \$282K  | \$225K  | \$187K  | \$225K  | \$224K  | \$180K  | \$209K  | \$257K  |
| Median Sales Price                       | \$258K  | \$185K  | \$143K  | \$190K  | \$174K  | \$261K  | \$195K  | \$177K  | \$216K  | \$218K  | \$179K  | \$195K  | \$234K  |
| Med Sales Price as a % of Med List Price | 94%     | 100%    | 89%     | 94%     | 98%     | 92%     | 87%     | 95%     | 96%     | 97%     | 99%     | 93%     | 91%     |

## 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: East Dover, VT 05341,  
Wilmington, VT 05363, West Dover,  
VT 05356  
Property Type:  
Condo/Townhouse/Apt, Single  
Family Residence



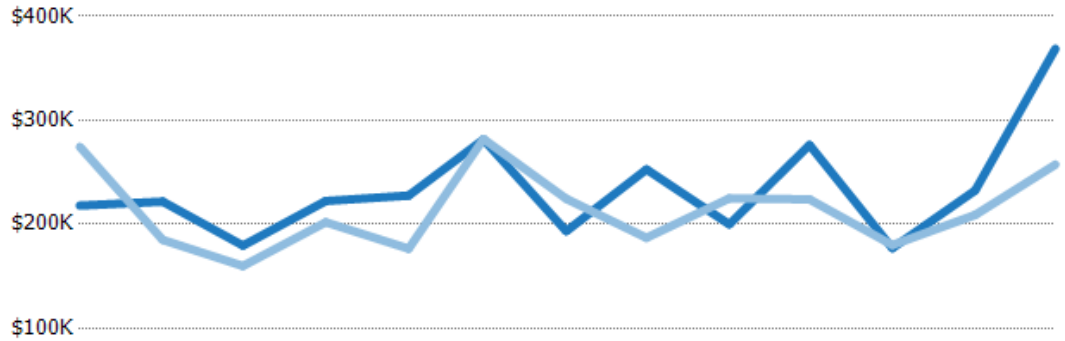
|   | Oct '18 | Nov '18 | Dec '18 | Jan '19 | Feb '19 | Mar '19 | Apr '19 | May '19 | Jun '19 | Jul '19 | Aug '19 | Sep '19 | Oct '19 |
|---|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| Avg Est Value                           | \$286K  | \$217K  | \$182K  | \$194K  | \$301K  | \$277K  | \$180K  | \$235K  | \$297K  | \$313K  | \$174K  | \$322K  | \$411K  |
| Avg Sales Price                         | \$329K  | \$201K  | \$186K  | \$174K  | \$231K  | \$280K  | \$224K  | \$234K  | \$257K  | \$237K  | \$196K  | \$269K  | \$349K  |
| Avg Sales Price as a % of Avg Est Value | 115%    | 92%     | 102%    | 90%     | 77%     | 101%    | 125%    | 99%     | 86%     | 76%     | 113%    | 84%     | 85%     |

## 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: East Dover, VT 05341,  
Wilmington, VT 05363, West Dover,  
VT 05356  
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                        | \$218K  | \$222K  | \$180K  | \$222K  | \$228K  | \$282K  | \$193K  | \$253K  | \$200K  | \$276K  | \$177K  | \$233K  | \$369K  |
| Median Sales Price                      | \$274K  | \$185K  | \$160K  | \$202K  | \$177K  | \$282K  | \$225K  | \$187K  | \$225K  | \$224K  | \$180K  | \$209K  | \$257K  |
| Med Sales Price as a % of Med Est Value | 126%    | 83%     | 89%     | 91%     | 78%     | 100%    | 116%    | 74%     | 112%    | 81%     | 102%    | 90%     | 70%     |