

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	21	43	-51.2%	247	311	-20.6%
New Listing Volume	\$4,798,599	\$12,762,200	-62.4%	\$77,116,197	\$96,251,838	-19.9%
Active Listing Count	231	259	-10.8%	N/A	N/A	
Active Listing Volume	\$87,254,098	\$100,641,943	-13.3%	N/A	N/A	
Average Listing Price	\$377,723	\$388,579	-2.8%	\$408,648	\$375,648	+8.8%
Median Listing Price	\$299,000	\$279,000	+7.2%	\$300,716	\$258,570	+16.3%
Median Days in RPR	171	138	+23.9%	178.1	169.99	+4.8%
Months of Inventory	21	17.3	+21.6%	14	16.3	-14.2%
Absorption Rate	4.76%	5.79%	-1%	7.14%	6.12%	+1%
Sales Activity Charts Metrics						
New Pending Sales Count	31	26	+19.2%	184	175	+5.1%
New Pending Sales Volume	\$7,430,799	\$4,619,600	+60.9%	\$45,416,145	\$42,012,840	+8.1%
Pending Sales Count	40	29	+37.9%	N/A	N/A	
Pending Sales Volume	\$10,584,199	\$7,311,000	+44.8%	N/A	N/A	
Closed Sales Count	23	18	+27.8%	135	149	-9.4%
Closed Sales Volume	\$5,714,200	\$3,278,500	+74.3%	\$29,958,306	\$33,359,093	-10.2%
Average Sales Price	\$248,443	\$182,139	+36.4%	\$221,913	\$223,887	-0.9%
Median Sales Price	\$195,000	\$159,500	+22.3%	\$200,170	\$195,338	+2.5%

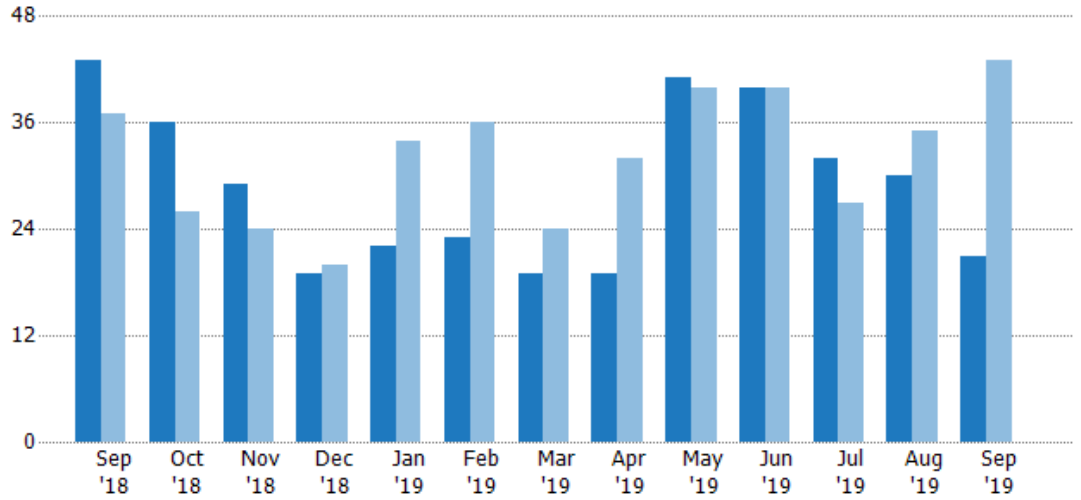
New Listings

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

Filters Used

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

Month/Year	Count	% Chg.
Sep '19	21	-51.2%
Sep '18	43	16.2%
Sep '17	37	-2.7%



Current Year	43	36	29	19	22	23	19	19	41	40	32	30	21
Prior Year	37	26	24	20	34	36	24	32	40	40	27	35	43
Percent Change from Prior Year	16%	38%	21%	-5%	-35%	-36%	-21%	-41%	3%	0%	19%	-14%	-51%

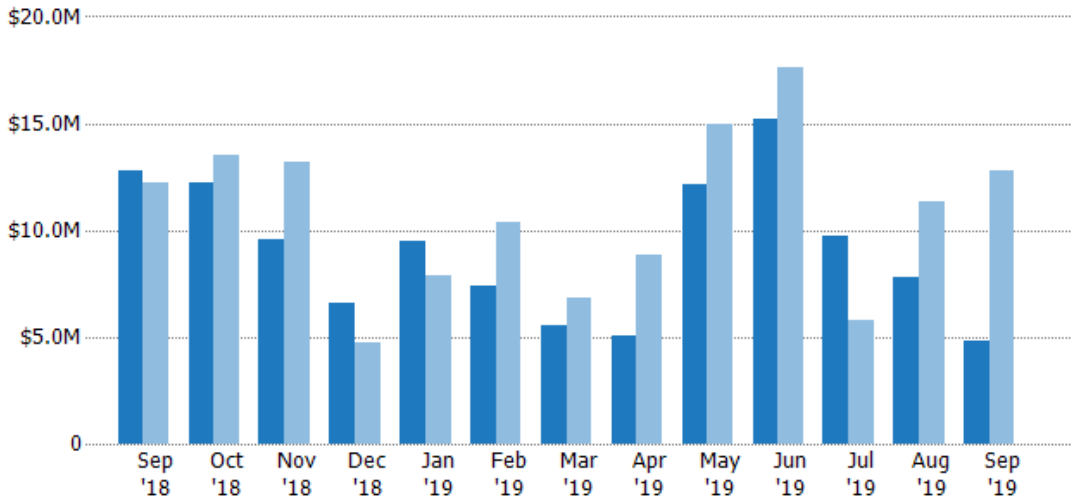
New Listing Volume

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

Filters Used

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

Month/Year	Volume	% Chg.
Sep '19	\$4.8M	-62.4%
Sep '18	\$12.8M	4.4%
Sep '17	\$12.2M	12.3%



Current Year	\$12.8M	\$12.2M	\$9.59M	\$6.58M	\$9.46M	\$7.39M	\$5.51M	\$5.07M	\$12.1M	\$15.2M	\$9.76M	\$7.81M	\$4.8M
Prior Year	\$12.2M	\$13.5M	\$13.2M	\$4.75M	\$7.84M	\$10.4M	\$6.83M	\$8.8M	\$14.9M	\$17.6M	\$5.8M	\$11.3M	\$12.8M
Percent Change from Prior Year	4%	-10%	-27%	38%	21%	-29%	-19%	-42%	-19%	-13%	68%	-31%	-62%

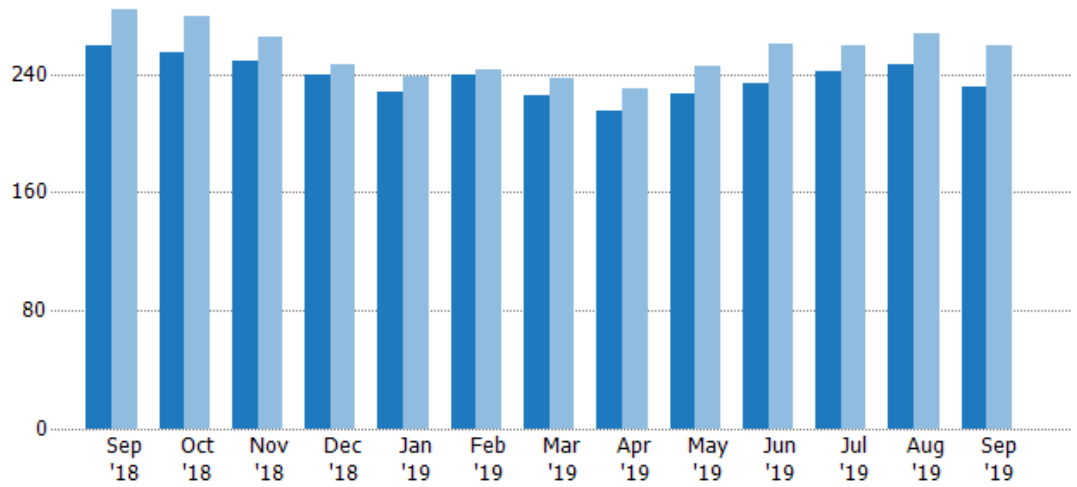
Active Listings

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

Filters Used

ZIP: East Dover, VT 05341, West Dover, VT 05356, Wilmington, VT 05363

Property Type:
Condo/Townhouse/Apt, Single Family Residence



Month/Year	Count	% Chg.
Sep '19	231	-10.8%
Sep '18	259	-8.8%
Sep '17	284	-12.7%

	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	259	255	249	240	228	239	226	215	227	234	242	246	231
Prior Year	284	279	265	247	238	243	237	230	245	260	259	267	259
Percent Change from Prior Year	-9%	-9%	-6%	-3%	-4%	-2%	-5%	-7%	-7%	-10%	-7%	-8%	-11%

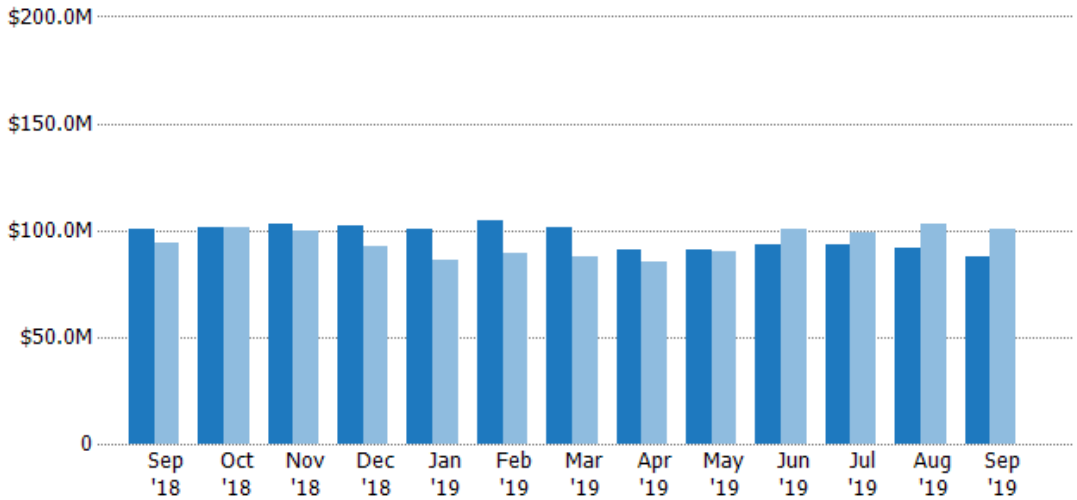
Active Listing Volume

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

Filters Used

ZIP: East Dover, VT 05341, West Dover, VT 05356, Wilmington, VT 05363

Property Type:
Condo/Townhouse/Apt, Single Family Residence



Month/Year	Volume	% Chg.
Sep '19	\$87.3M	-13.3%
Sep '18	\$101M	7%
Sep '17	\$94.1M	-6.2%

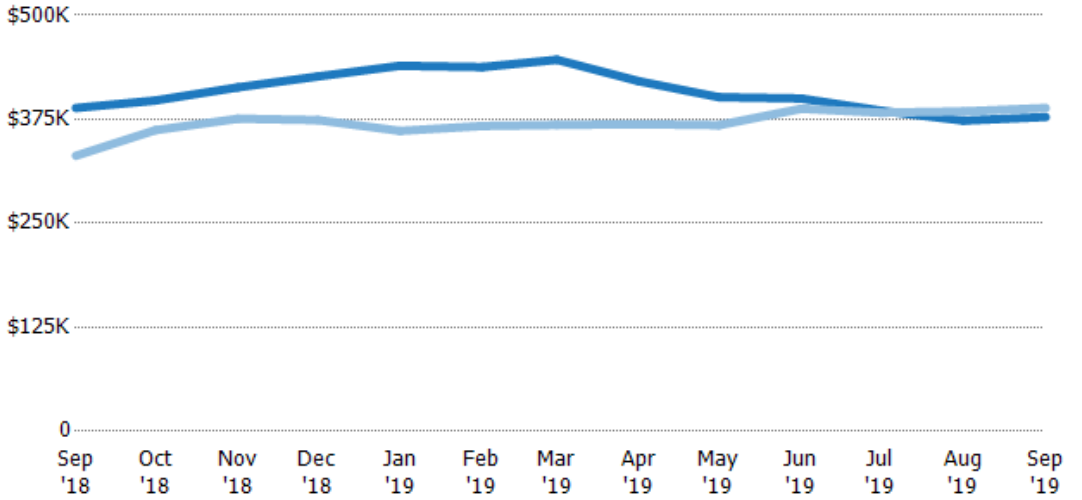
	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19
Current Year	\$101M	\$101M	\$103M	\$102M	\$100M	\$105M	\$101M	\$90.4M	\$91.1M	\$93.6M	\$93.2M	\$91.9M	\$87.3M
Prior Year	\$94.1M	\$101M	\$100M	\$92.4M	\$85.9M	\$89.2M	\$87.3M	\$84.9M	\$90.1M	\$101M	\$99.2M	\$103M	\$101M
Percent Change from Prior Year	7%	0%	3%	11%	17%	17%	16%	7%	1%	-7%	-6%	-11%	-13%

Average Listing Price

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

Filters Used

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



Month/Year	Price	% Chg.
Sep '19	\$378K	-2.8%
Sep '18	\$389K	17.3%
Sep '17	\$331K	7.4%

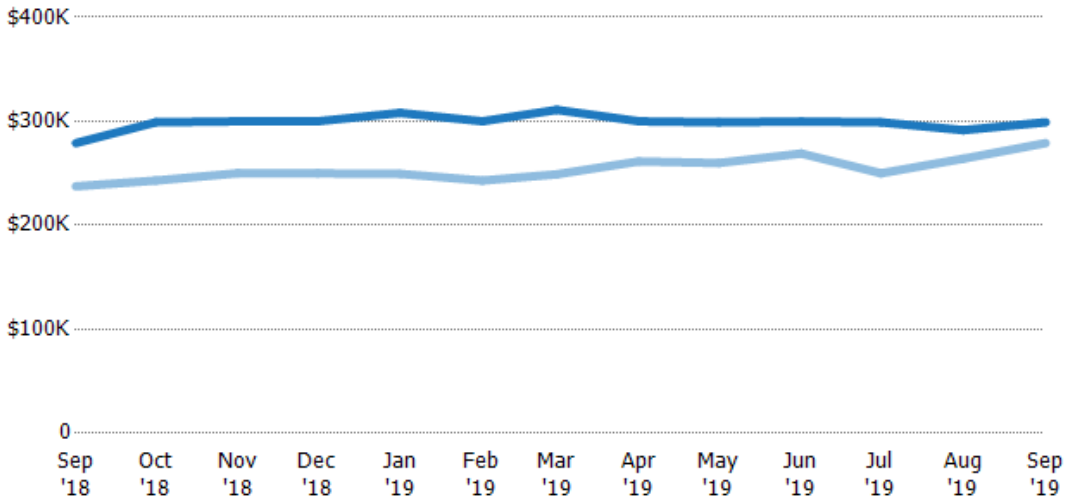
	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19
Current Year	\$389K	\$398K	\$413K	\$426K	\$439K	\$438K	\$447K	\$421K	\$402K	\$400K	\$385K	\$373K	\$378K
Prior Year	\$331K	\$362K	\$376K	\$374K	\$361K	\$367K	\$368K	\$369K	\$368K	\$388K	\$383K	\$385K	\$389K
Percent Change from Prior Year	17%	10%	10%	14%	22%	19%	21%	14%	9%	3%	1%	-3%	-3%

Median Listing Price

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

Filters Used

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



Month/Year	Price	% Chg.
Sep '19	\$299K	7.2%
Sep '18	\$279K	17.5%
Sep '17	\$237K	0.8%

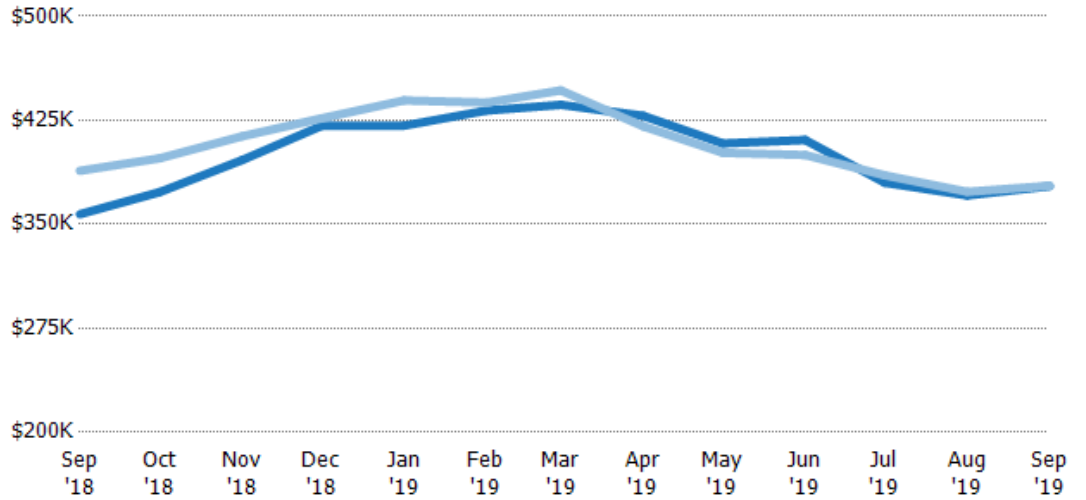
	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19
Current Year	\$279K	\$299K	\$300K	\$300K	\$308K	\$300K	\$311K	\$300K	\$299K	\$300K	\$299K	\$292K	\$299K
Prior Year	\$237K	\$243K	\$250K	\$250K	\$249K	\$243K	\$249K	\$261K	\$260K	\$269K	\$250K	\$264K	\$279K
Percent Change from Prior Year	17%	23%	20%	20%	23%	23%	25%	15%	15%	11%	20%	10%	7%

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



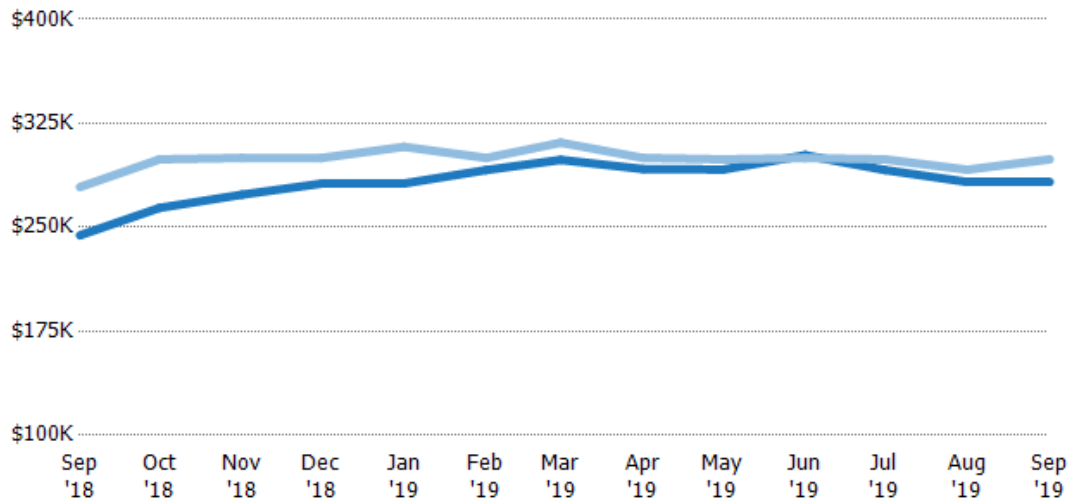
	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19
Avg Est Value	\$357K	\$373K	\$396K	\$421K	\$421K	\$432K	\$436K	\$428K	\$408K	\$411K	\$380K	\$371K	\$377K
Avg Listing Price	\$389K	\$398K	\$413K	\$426K	\$439K	\$438K	\$447K	\$421K	\$402K	\$400K	\$385K	\$373K	\$378K
Avg Listing Price as a % of Avg Est Value	109%	107%	104%	101%	104%	101%	102%	98%	98%	97%	101%	101%	100%

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, West Dover, VT 05356, Wilmington, VT 05363
 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	\$244K	\$264K	\$274K	\$282K	\$282K	\$291K	\$299K	\$292K	\$292K	\$302K	\$291K	\$283K	\$283K
Median Listing Price	\$279K	\$299K	\$300K	\$300K	\$308K	\$300K	\$311K	\$300K	\$299K	\$300K	\$299K	\$292K	\$299K
Med Listing Price as a % of Med Est Value	114%	113%	110%	107%	109%	103%	104%	103%	103%	99%	103%	103%	106%

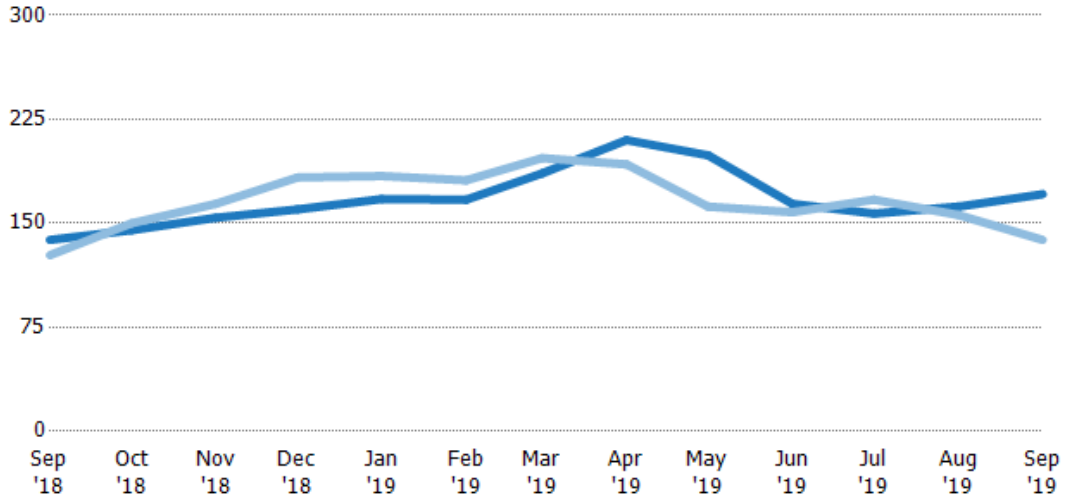
Median Days in RPR

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, West Dover, VT 05356, Wilmington, VT 05363

Property Type:
Condo/Townhouse/Apt, Single Family Residence



Month/Year	Days	% Chg.
Sep '19	171	23.9%
Sep '18	138	8.7%
Sep '17	127	-0.8%

	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	138	145	154	160	168	167	186	210	199	164	157	162	171
Prior Year	127	150	164	183	184	181	197	193	162	158	167	156	138
Percent Change from Prior Year	9%	-3%	-6%	-13%	-9%	-8%	-6%	9%	23%	4%	-6%	4%	24%

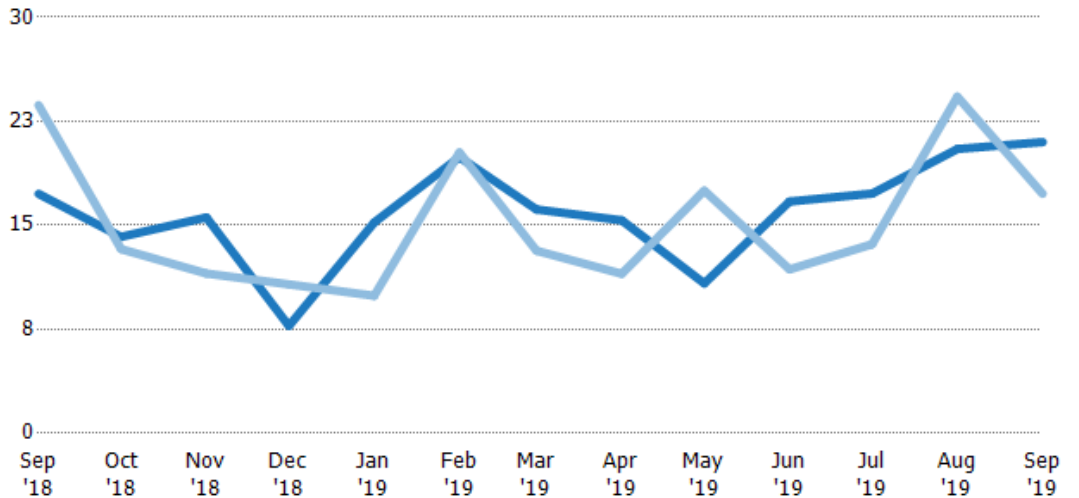
Months of Inventory

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

Filters Used

ZIP: East Dover, VT 05341, West Dover, VT 05356, Wilmington, VT 05363

Property Type:
Condo/Townhouse/Apt, Single Family Residence



Month/Year	Months	% Chg.
Sep '19	21	21.6%
Sep '18	17.3	-27%
Sep '17	23.7	-38.4%

	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	17.3	14.2	15.6	7.74	15.2	19.9	16.1	15.4	10.8	16.7	17.3	20.5	21
Prior Year	23.7	13.3	11.5	10.7	9.92	20.3	13.2	11.5	17.5	11.8	13.6	24.3	17.3
Percent Change from Prior Year	-27%	7%	35%	-28%	53%	-2%	23%	34%	-38%	41%	27%	-16%	22%

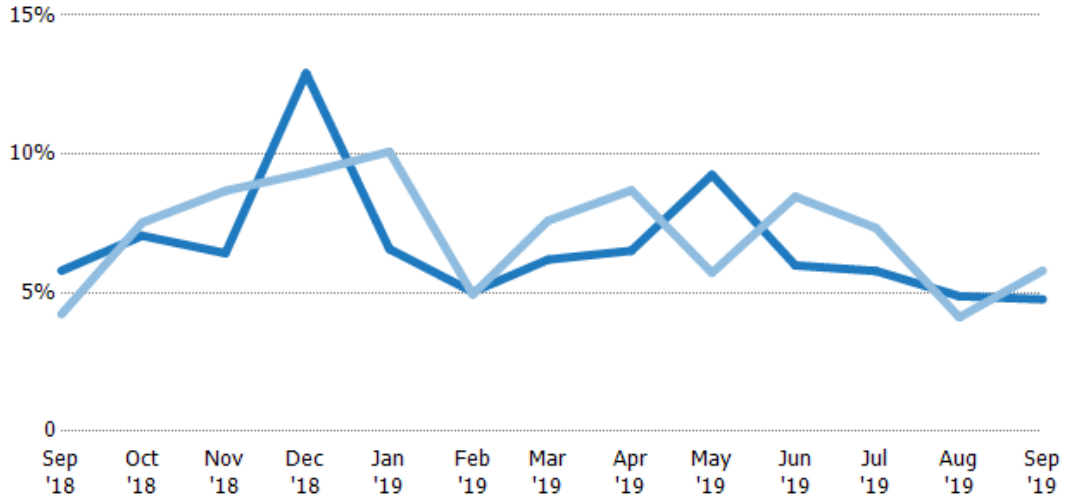
Absorption Rate

The percentage of inventory sold per month.

Filters Used

ZIP: East Dover, VT 05341, West Dover, VT 05356, Wilmington, VT 05363

Property Type: Condo/Townhouse/Apt, Single Family Residence



Month/Year	Rate	Chg.
Sep '19	5%	1%
Sep '18	6%	-1.6%
Sep '17	4%	62.3%

	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	6%	7%	6%	13%	7%	5%	6%	7%	9%	6%	6%	5%	5%
Prior Year	4%	8%	9%	9%	10%	5%	8%	9%	6%	8%	7%	4%	6%
Change from Prior Year	-2%	0%	2%	-4%	4%	0%	1%	2%	-4%	2%	2%	-1%	1%

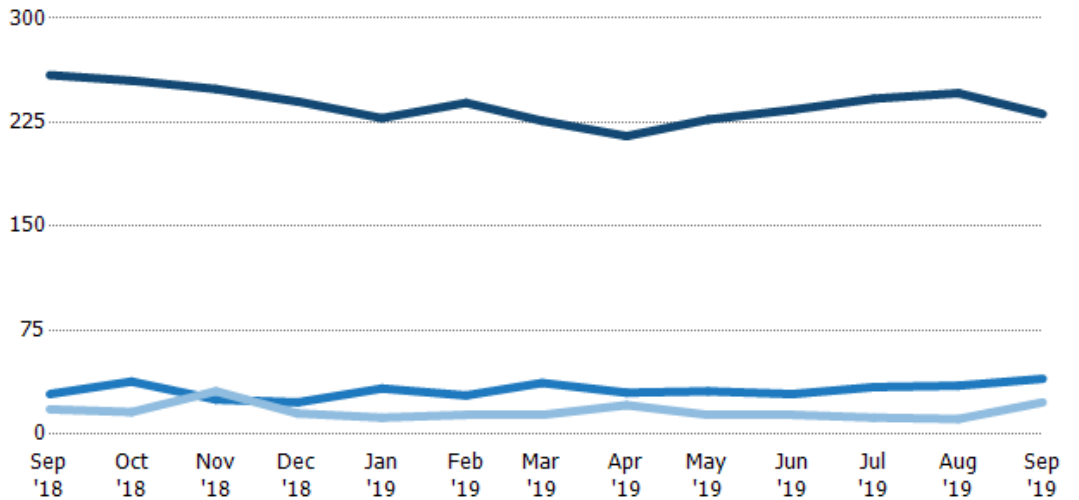
Active/Pending/Sold Units

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

Filters Used

ZIP: East Dover, VT 05341, West Dover, VT 05356, Wilmington, VT 05363

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
Active	259	255	249	240	228	239	226	215	227	234	242	246	231
Pending	29	38	25	23	33	28	37	30	31	29	34	35	40
Sold	18	16	31	15	12	14	14	21	14	14	12	11	23

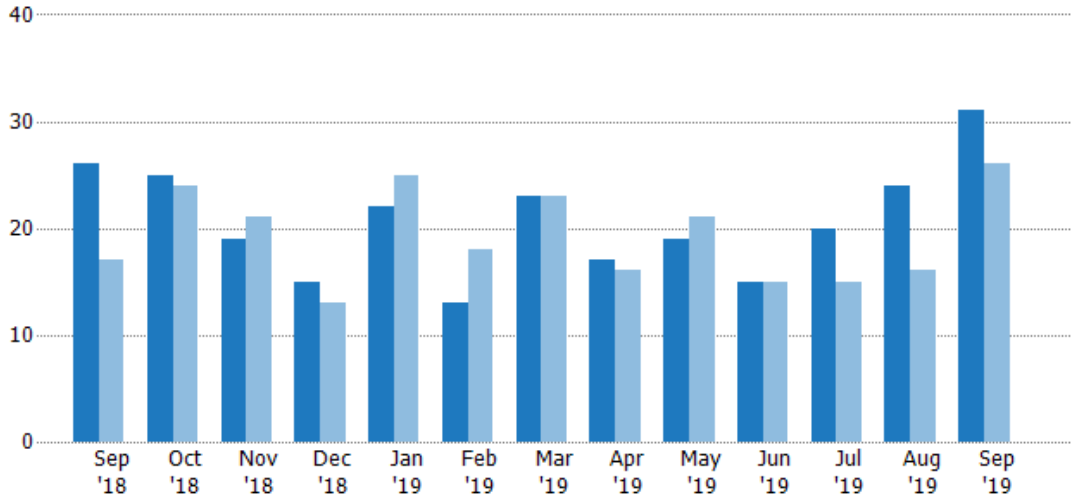
New Pending Sales

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

Filters Used

ZIP: East Dover, VT 05341, West Dover, VT 05356, Wilmington, VT 05363

Property Type:
Condo/Townhouse/Apt, Single Family Residence



Month/Year	Count	% Chg.
Sep '19	31	19.2%
Sep '18	26	52.9%
Sep '17	17	29.4%

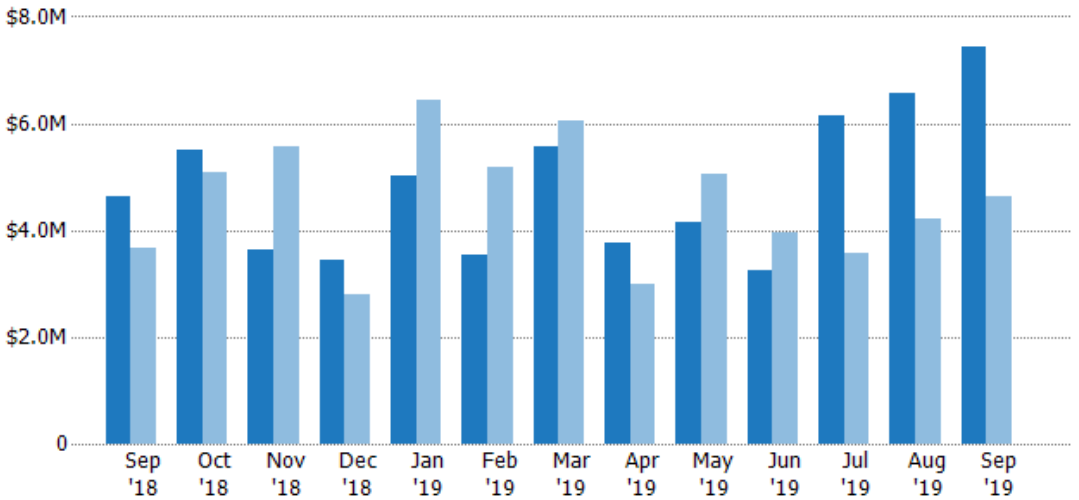
New Pending Sales Volume

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

Filters Used

ZIP: East Dover, VT 05341, West Dover, VT 05356, Wilmington, VT 05363

Property Type:
Condo/Townhouse/Apt, Single Family Residence



Month/Year	Volume	% Chg.
Sep '19	\$7.43M	60.9%
Sep '18	\$4.62M	26.4%
Sep '17	\$3.65M	80.7%

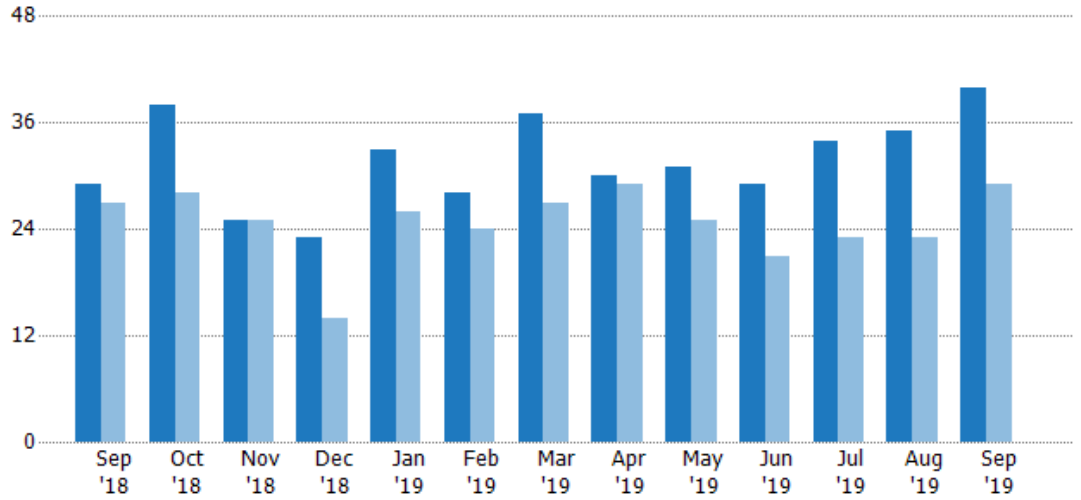
Pending Sales

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

Filters Used

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

Month/Year	Count	% Chg.
Sep '19	40	37.9%
Sep '18	29	7.4%
Sep '17	27	14.8%



Current Year	29	38	25	23	33	28	37	30	31	29	34	35	40
Prior Year	27	28	25	14	26	24	27	29	25	21	23	23	29
Percent Change from Prior Year	7%	36%	0%	64%	27%	17%	37%	3%	24%	38%	48%	52%	38%

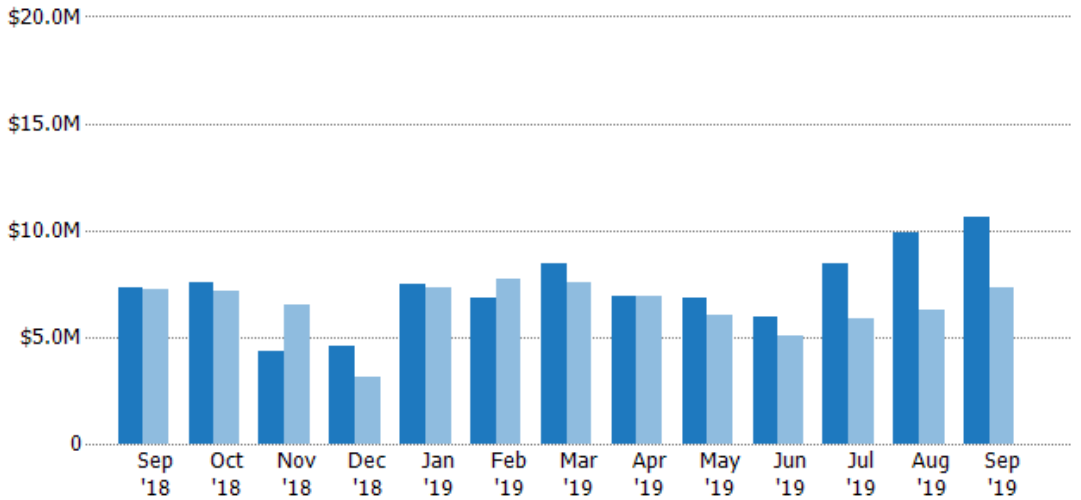
Pending Sales Volume

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

Month/Year	Volume	% Chg.
Sep '19	\$10.6M	44.8%
Sep '18	\$7.31M	0.6%
Sep '17	\$7.27M	37.5%



Current Year	\$7.31M	\$7.53M	\$4.33M	\$4.57M	\$7.49M	\$6.81M	\$8.46M	\$6.91M	\$6.83M	\$5.95M	\$8.42M	\$9.91M	\$10.6M
Prior Year	\$7.27M	\$7.19M	\$6.52M	\$3.16M	\$7.29M	\$7.7M	\$7.57M	\$6.88M	\$6.06M	\$5.08M	\$5.88M	\$6.28M	\$7.31M
Percent Change from Prior Year	1%	5%	-34%	44%	3%	-12%	12%	0%	13%	17%	43%	58%	45%

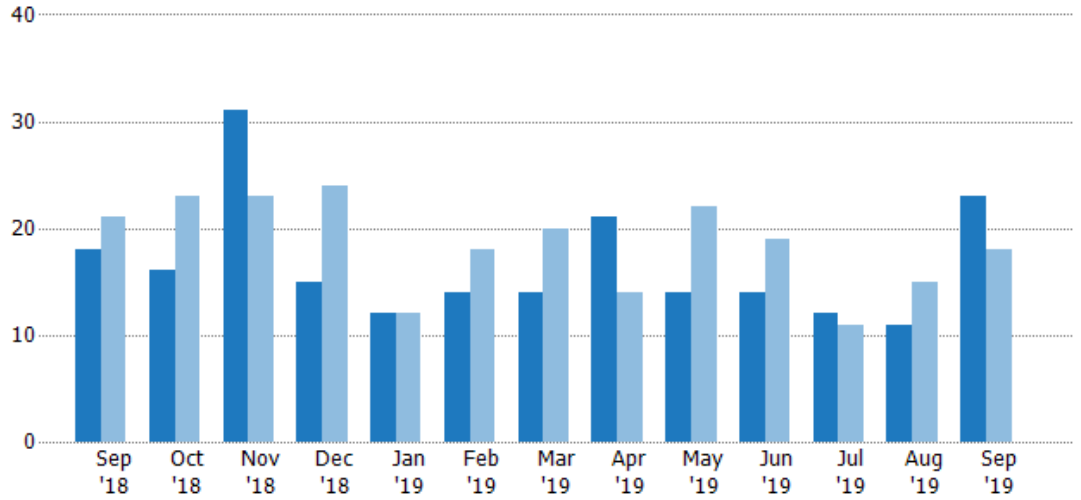
Closed Sales

The total number of residential properties sold each month.

Filters Used

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

Month/Year	Count	% Chg.
Sep '19	23	27.8%
Sep '18	18	-14.3%
Sep '17	21	0%



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

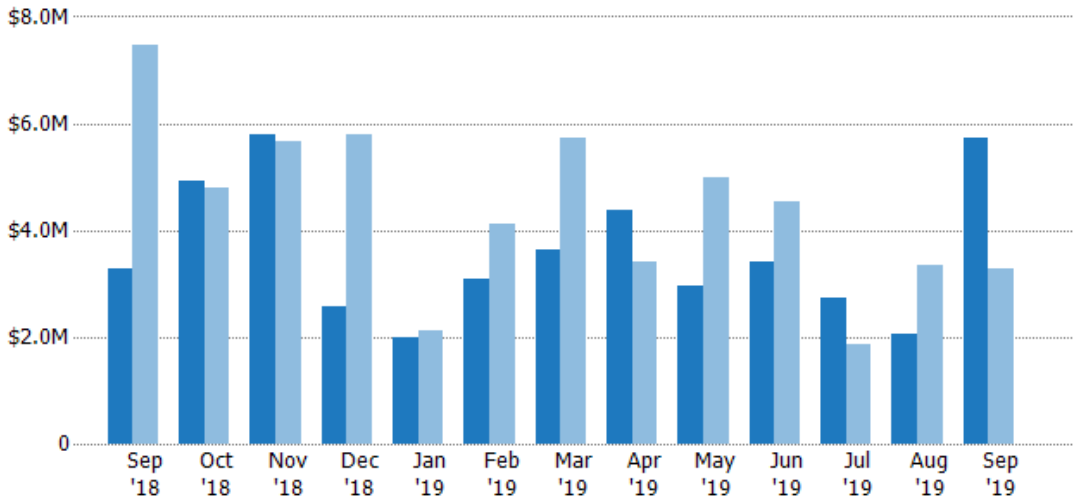
Closed Sales Volume

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

Filters Used

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

Month/Year	Volume	% Chg.
Sep '19	\$5.71M	74.3%
Sep '18	\$3.28M	-56.1%
Sep '17	\$7.47M	-19.5%



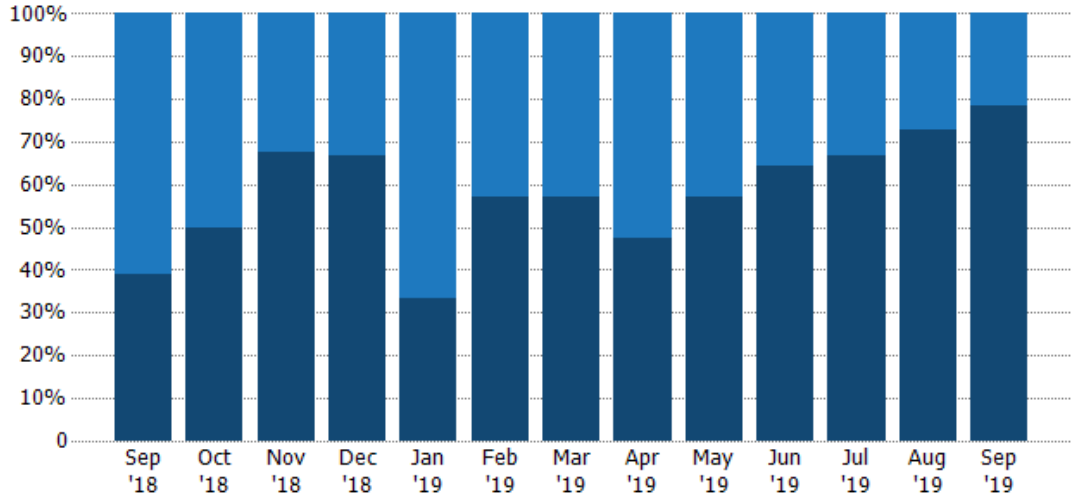
Current Year	\$3.28M	\$4.92M	\$5.79M	\$2.56M	\$1.99M	\$3.08M	\$3.64M	\$4.38M	\$2.95M	\$3.42M	\$2.75M	\$2.05M	\$5.71M
Prior Year	\$7.47M	\$4.81M	\$5.67M	\$5.8M	\$2.13M	\$4.12M	\$5.72M	\$3.39M	\$4.98M	\$4.54M	\$1.87M	\$3.33M	\$3.28M
Percent Change from Prior Year	-56%	2%	2%	-56%	-7%	-25%	-36%	29%	-41%	-25%	47%	-38%	74%

Closed Sales by Property Type

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

Filters Used

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



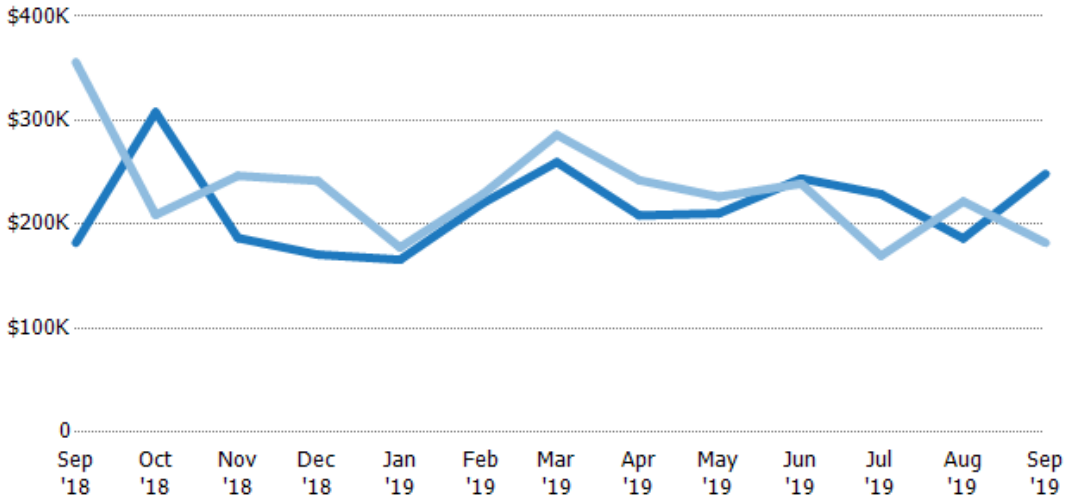
Condo/Townhouse	61%	50%	32%	33%	67%	43%	43%	52%	43%	36%	33%	27%	22%
Single Family Residence	39%	50%	68%	67%	33%	57%	57%	48%	57%	64%	67%	73%	78%

Average Sales Price

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

Filters Used

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



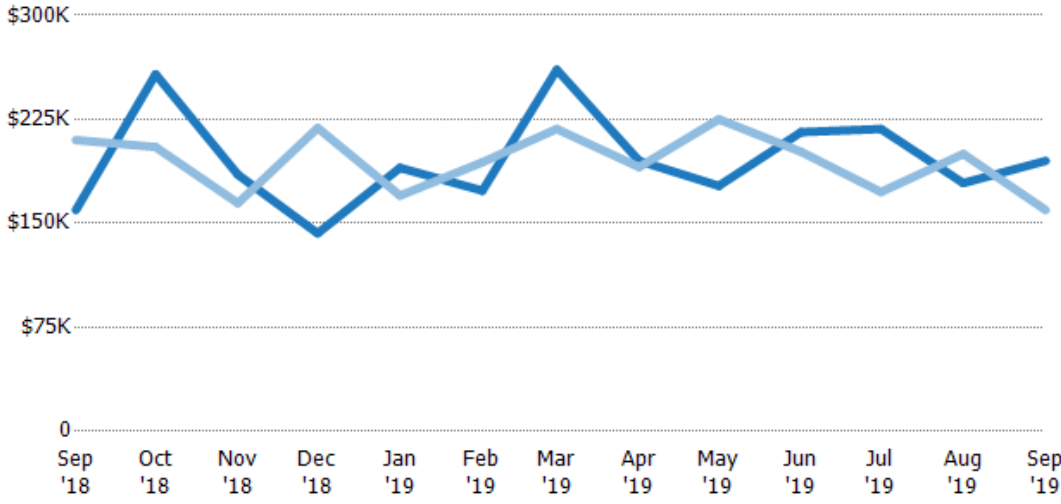
Current Year	\$182K	\$308K	\$187K	\$171K	\$166K	\$220K	\$260K	\$209K	\$210K	\$244K	\$229K	\$186K	\$248K
Prior Year	\$356K	\$209K	\$247K	\$242K	\$178K	\$229K	\$286K	\$242K	\$226K	\$239K	\$170K	\$222K	\$182K
Percent Change from Prior Year	-49%	47%	-24%	-29%	-7%	-4%	-9%	-14%	-7%	2%	35%	-16%	36%

Median Sales Price

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

Filters Used

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



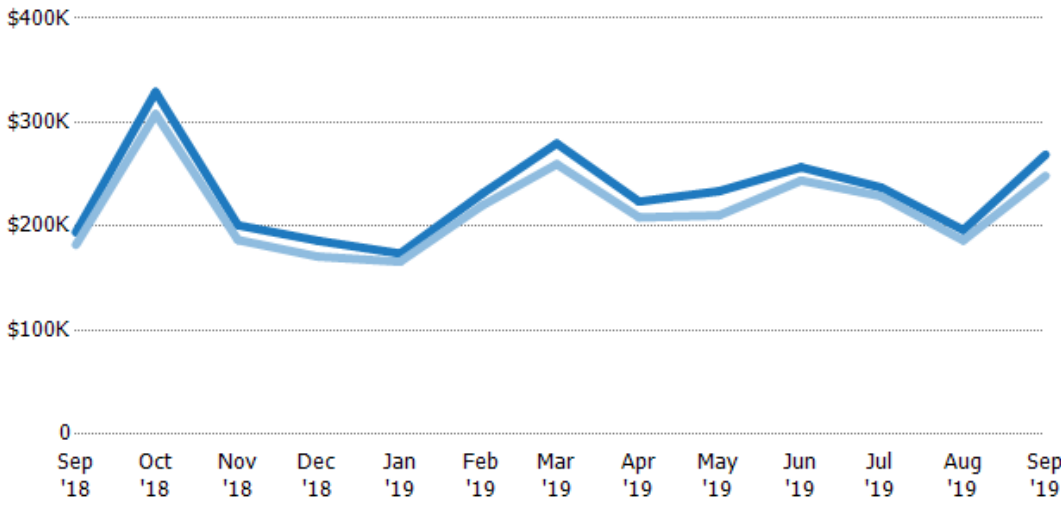
	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19
Current Year	\$160K	\$258K	\$185K	\$143K	\$190K	\$174K	\$261K	\$195K	\$177K	\$216K	\$218K	\$179K	\$195K
Prior Year	\$210K	\$205K	\$165K	\$219K	\$170K	\$194K	\$218K	\$191K	\$225K	\$202K	\$173K	\$200K	\$160K
Percent Change from Prior Year	-24%	26%	12%	-35%	12%	-11%	20%	2%	-21%	7%	26%	-11%	22%

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



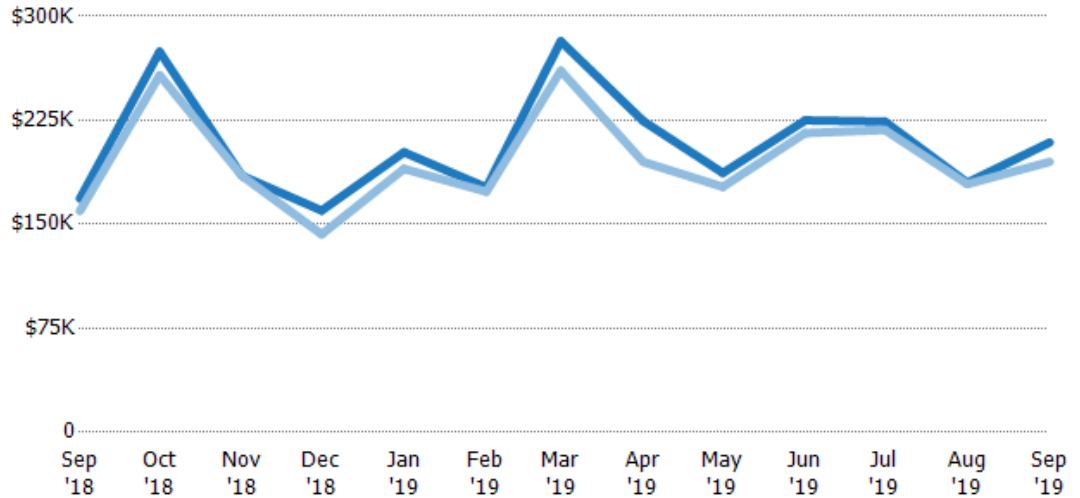
	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19
Avg List Price	\$194K	\$329K	\$201K	\$186K	\$174K	\$231K	\$280K	\$224K	\$234K	\$257K	\$237K	\$196K	\$269K
Avg Sales Price	\$182K	\$308K	\$187K	\$171K	\$166K	\$220K	\$260K	\$209K	\$210K	\$244K	\$229K	\$186K	\$248K
Avg Sales Price as a % of Avg List Price	94%	94%	93%	92%	95%	95%	93%	93%	90%	95%	96%	95%	92%

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



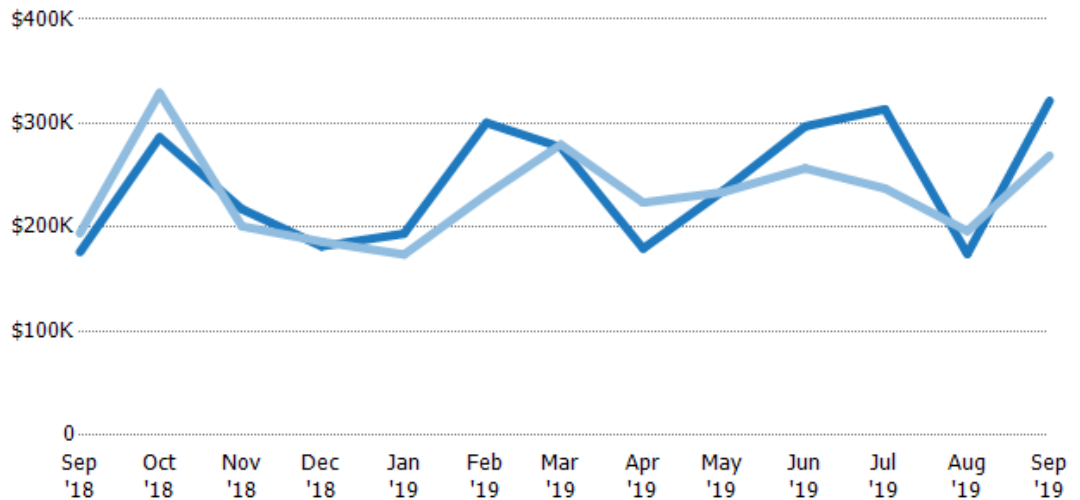
	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19
Median List Price	\$169K	\$274K	\$185K	\$160K	\$202K	\$177K	\$282K	\$225K	\$187K	\$225K	\$224K	\$180K	\$209K
Median Sales Price	\$160K	\$258K	\$185K	\$143K	\$190K	\$174K	\$261K	\$195K	\$177K	\$216K	\$218K	\$179K	\$195K
Med Sales Price as a % of Med List Price	95%	94%	100%	89%	94%	98%	92%	87%	95%	96%	97%	99%	93%

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



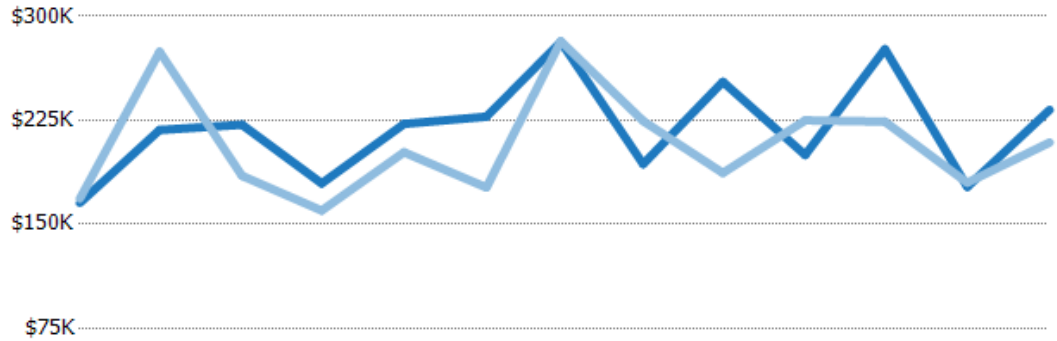
	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19
Avg Est Value	\$176K	\$286K	\$217K	\$182K	\$194K	\$301K	\$277K	\$180K	\$235K	\$297K	\$313K	\$174K	\$322K
Avg Sales Price	\$194K	\$329K	\$201K	\$186K	\$174K	\$231K	\$280K	\$224K	\$234K	\$257K	\$237K	\$196K	\$269K
Avg Sales Price as a % of Avg Est Value	110%	115%	92%	102%	90%	77%	101%	125%	99%	86%	76%	113%	84%

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, West Dover, VT 05356, Wilmington, VT 05363
 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	\$165K	\$218K	\$222K	\$180K	\$222K	\$228K	\$282K	\$193K	\$253K	\$200K	\$276K	\$177K	\$233K
Median Sales Price	\$169K	\$274K	\$185K	\$160K	\$202K	\$177K	\$282K	\$225K	\$187K	\$225K	\$224K	\$180K	\$209K
Med Sales Price as a % of Med Est Value	102%	126%	83%	89%	91%	78%	100%	116%	74%	112%	81%	102%	90%