

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	Nov 2019	Nov 2018	+ / -	YTD 2019	YTD 2018	+ / -
Listing Activity Charts Metrics						
New Listing Count	51	35	+45.7%	859	798	+7.6%
New Listing Volume	\$15,912,300	\$9,777,200	+62.7%	\$254,176,383	\$221,960,055	+14.5%
Active Listing Count	308	413	-25.4%	N/A	N/A	
Active Listing Volume	\$115,851,639	\$144,738,121	-20%	N/A	N/A	
Average Listing Price	\$376,142	\$350,455	+7.3%	\$357,170	\$343,428	+4%
Median Listing Price	\$312,250	\$275,000	+13.5%	\$292,176	\$268,209	+8.9%
Median Days in RPR	123	150	-18%	128.47	135.67	-5.3%
Months of Inventory	4.6	6.6	-29.9%	7.6	7.3	+4.8%
Absorption Rate	21.75%	15.25%	+6.5%	13.12%	13.75%	-0.6%
Sales Activity Charts Metrics						
New Pending Sales Count	65	31	+109.7%	801	590	+35.8%
New Pending Sales Volume	\$17,360,800	\$7,672,799	+126.3%	\$218,093,234	\$147,890,985	+47.5%
Pending Sales Count	113	71	+59.2%	N/A	N/A	
Pending Sales Volume	\$32,021,200	\$18,709,898	+71.1%	N/A	N/A	
Closed Sales Count	68	59	+15.3%	611	539	+13.4%
Closed Sales Volume	\$18,739,200	\$15,366,254	+22%	\$164,969,216	\$131,945,641	+25%
Average Sales Price	\$275,576	\$260,445	+5.8%	\$269,999	\$244,797	+10.3%
Median Sales Price	\$232,500	\$210,000	+10.7%	\$223,679	\$218,600	+2.3%

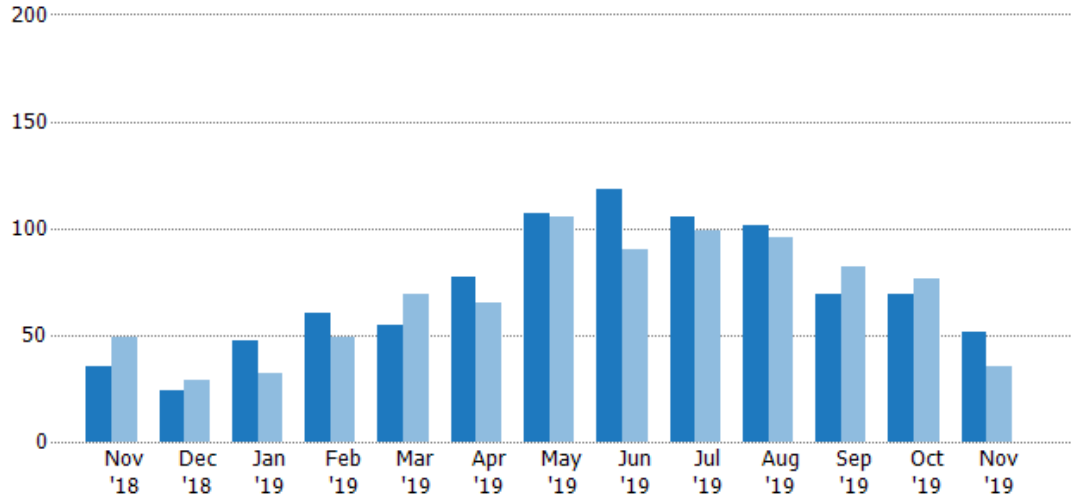
New Listings

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

Filters Used

State: VT
 County: Washington County, Vermont
 Property Type: Condo/Townhouse/Apt, Single Family Residence

Month/Year	Count	% Chg.
Nov '19	51	45.7%
Nov '18	35	-28.6%
Nov '17	49	-14.3%



Current Year	35	24	47	60	55	77	107	118	105	101	69	69	51
Prior Year	49	29	32	49	69	65	105	90	99	96	82	76	35
Percent Change from Prior Year	-29%	-17%	47%	22%	-20%	18%	2%	31%	6%	5%	-16%	-9%	46%

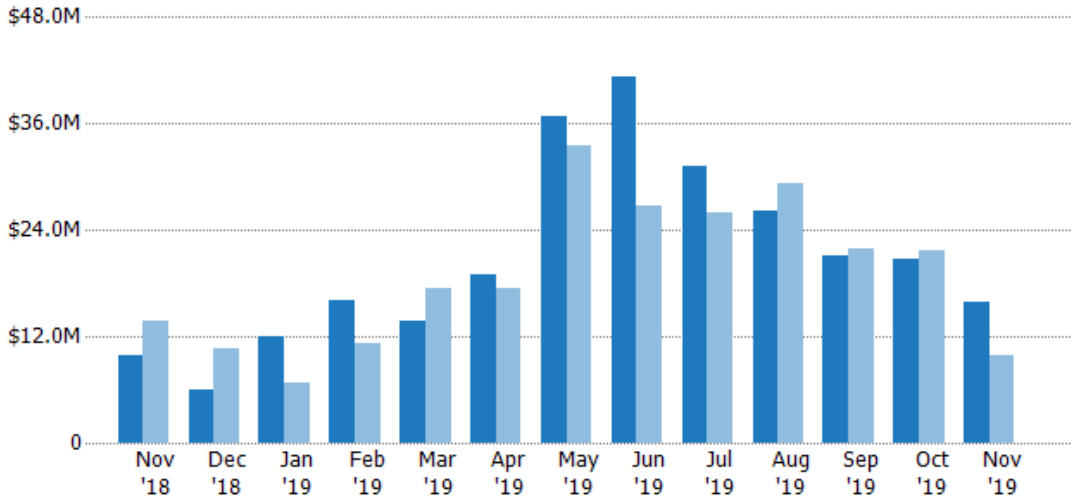
New Listing Volume

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

Filters Used

State: VT
 County: Washington County, Vermont
 Property Type: Condo/Townhouse/Apt, Single Family Residence

Month/Year	Volume	% Chg.
Nov '19	\$15.9M	62.7%
Nov '18	\$9.78M	-28.9%
Nov '17	\$13.7M	-30.9%



Current Year	\$9.78M	\$6.07M	\$12M	\$16.1M	\$13.8M	\$19M	\$36.9M	\$41.2M	\$31.2M	\$26.2M	\$21.2M	\$20.6M	\$15.9M
Prior Year	\$13.7M	\$10.6M	\$6.8M	\$11.3M	\$17.5M	\$17.3M	\$33.5M	\$26.8M	\$26M	\$29.3M	\$21.9M	\$21.7M	\$9.78M
Percent Change from Prior Year	-29%	-42%	77%	43%	-21%	10%	10%	54%	20%	-11%	-3%	-5%	63%

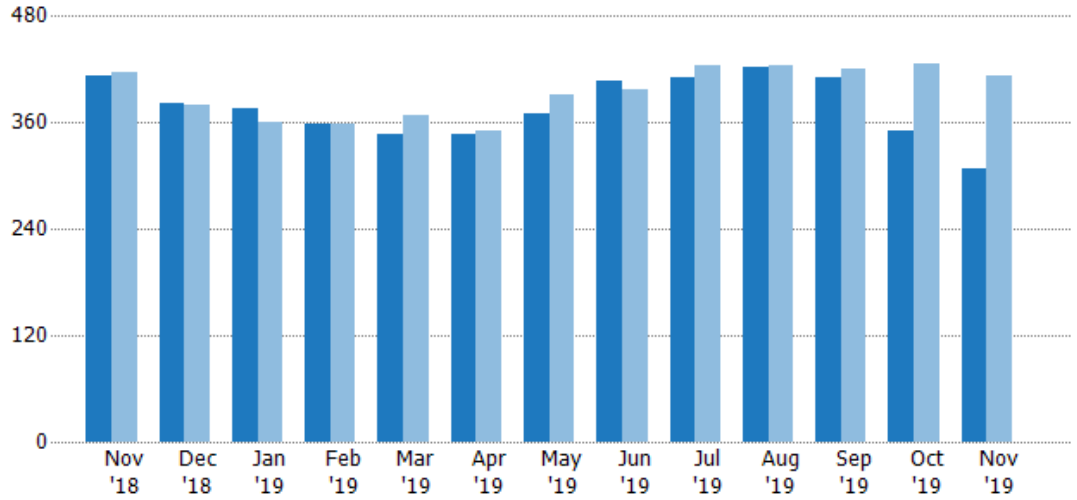
Active Listings

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

Filters Used

State: VT
 County: Washington County, Vermont
 Property Type: Condo/Townhouse/Apt, Single Family Residence

Month/Year	Count	% Chg.
Nov '19	308	-25.4%
Nov '18	413	-0.7%
Nov '17	416	-9.1%



	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Current Year	413	381	376	359	346	346	370	407	411	422	411	351	308
Prior Year	416	380	360	358	368	350	391	398	425	425	421	426	413
Percent Change from Prior Year	-1%	0%	4%	0%	-6%	-1%	-5%	2%	-3%	-1%	-2%	-18%	-25%

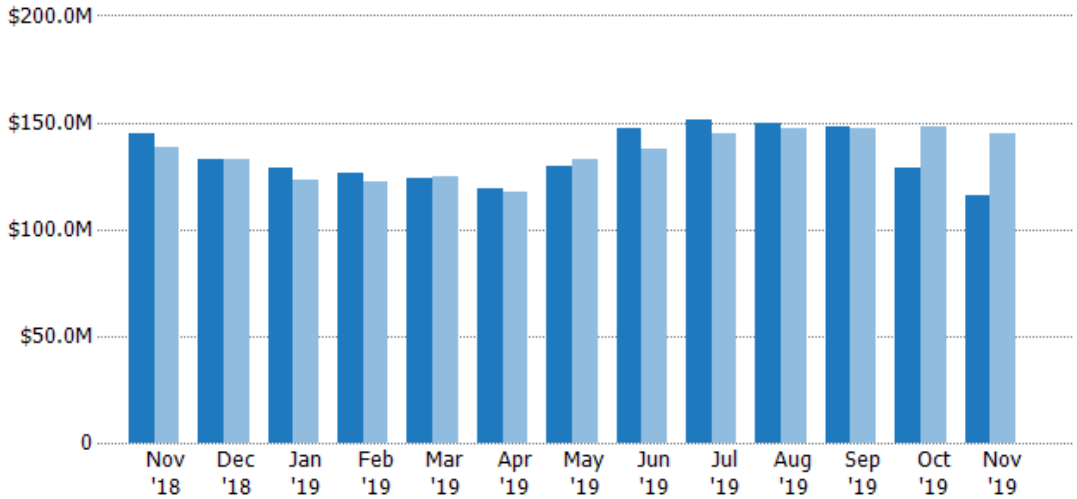
Active Listing Volume

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

Filters Used

State: VT
 County: Washington County, Vermont
 Property Type: Condo/Townhouse/Apt, Single Family Residence

Month/Year	Volume	% Chg.
Nov '19	\$116M	-20%
Nov '18	\$145M	4.4%
Nov '17	\$139M	-26.2%



	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Current Year	\$145M	\$133M	\$129M	\$126M	\$123M	\$119M	\$130M	\$147M	\$151M	\$150M	\$148M	\$128M	\$116M
Prior Year	\$139M	\$133M	\$123M	\$122M	\$125M	\$118M	\$132M	\$137M	\$145M	\$147M	\$147M	\$148M	\$145M
Percent Change from Prior Year	4%	0%	4%	4%	-1%	1%	-2%	7%	5%	2%	0%	-13%	-20%

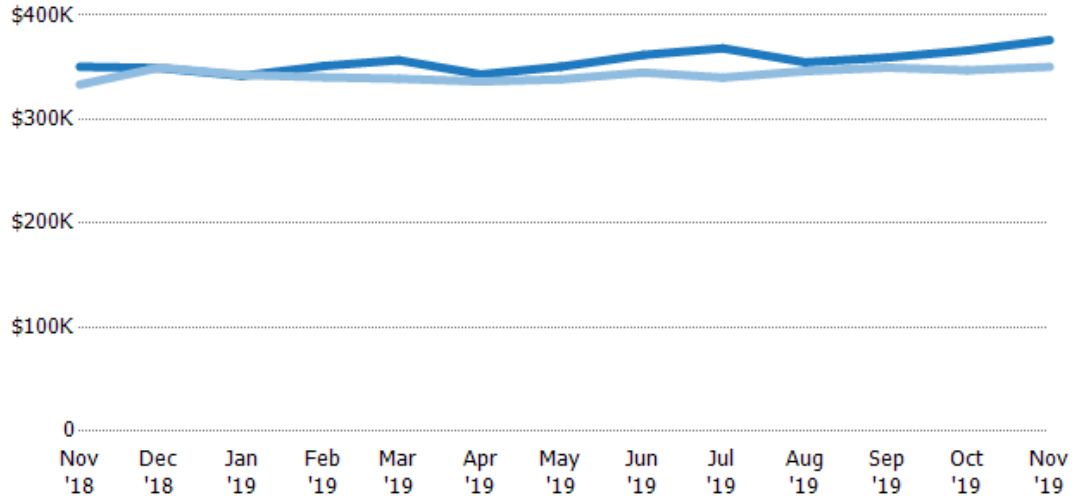
Average Listing Price

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

Filters Used

State: VT
 County: Washington County, Vermont
 Property Type: Condo/Townhouse/Apt, Single Family Residence

Month/Year	Price	% Chg.
Nov '19	\$376K	7.3%
Nov '18	\$350K	5.1%
Nov '17	\$333K	-18.8%



Current Year	\$350K	\$349K	\$342K	\$351K	\$357K	\$343K	\$351K	\$362K	\$368K	\$355K	\$359K	\$366K	\$376K
Prior Year	\$333K	\$350K	\$343K	\$340K	\$339K	\$336K	\$338K	\$345K	\$340K	\$346K	\$350K	\$347K	\$350K
Percent Change from Prior Year	5%	0%	0%	3%	5%	2%	4%	5%	8%	2%	3%	5%	7%

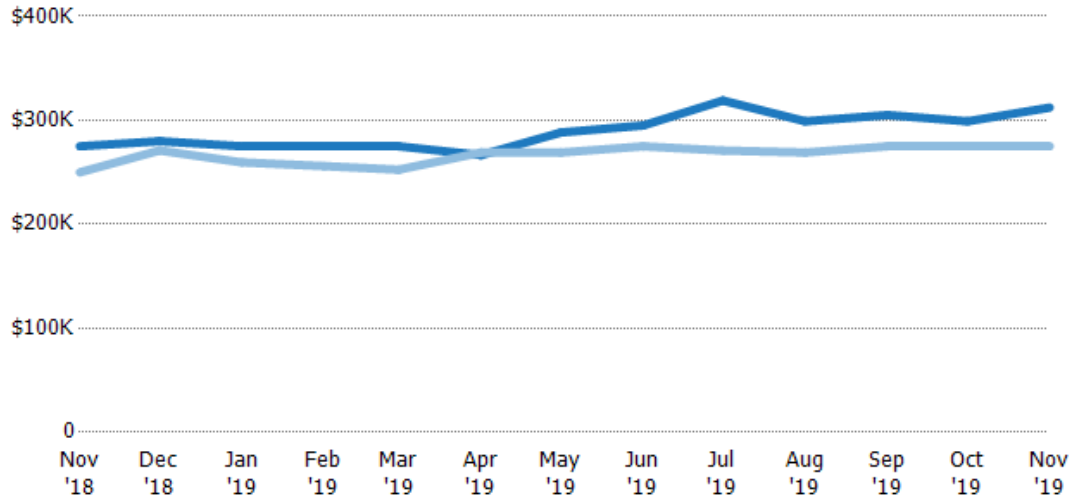
Median Listing Price

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

Filters Used

State: VT
 County: Washington County, Vermont
 Property Type: Condo/Townhouse/Apt, Single Family Residence

Month/Year	Price	% Chg.
Nov '19	\$312K	13.5%
Nov '18	\$275K	10%
Nov '17	\$250K	-10%



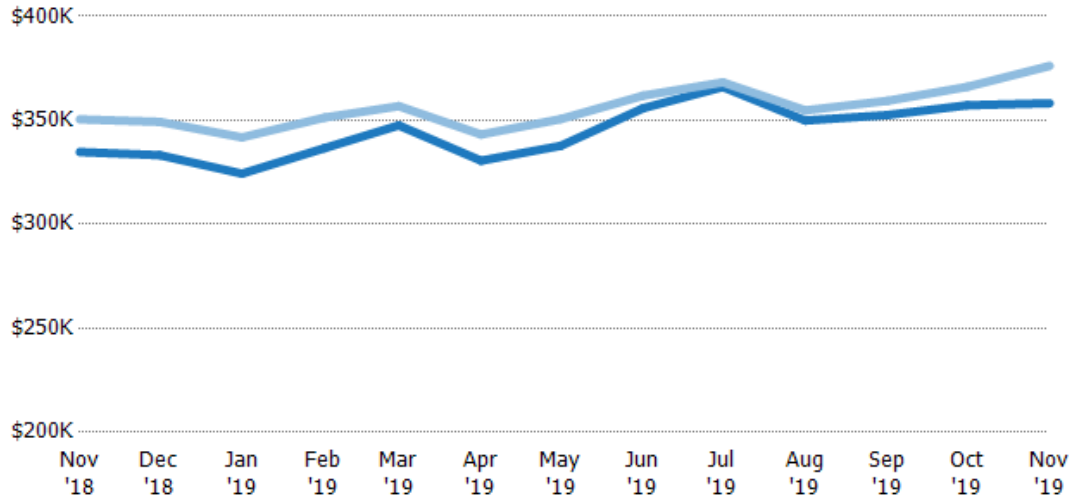
Current Year	\$275K	\$280K	\$275K	\$275K	\$275K	\$267K	\$288K	\$295K	\$319K	\$299K	\$305K	\$299K	\$312K
Prior Year	\$250K	\$271K	\$260K	\$256K	\$253K	\$269K	\$269K	\$275K	\$271K	\$269K	\$275K	\$275K	\$275K
Percent Change from Prior Year	10%	3%	6%	7%	9%	-1%	7%	7%	18%	11%	11%	9%	14%

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

State: VT
 County: Washington County, Vermont
 Property Type: Condo/Townhouse/Apt, Single Family Residence



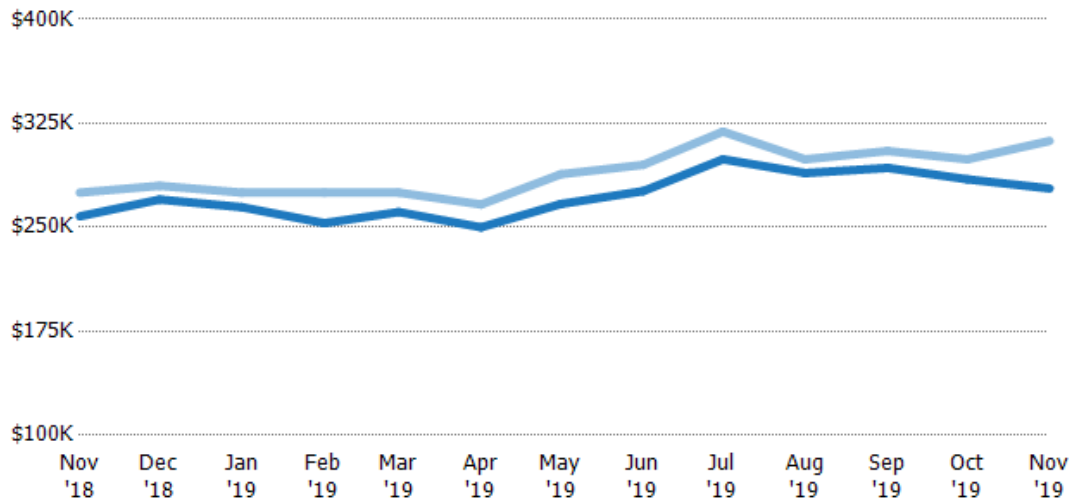
	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Avg Est Value	\$335K	\$333K	\$324K	\$337K	\$348K	\$331K	\$338K	\$356K	\$366K	\$350K	\$353K	\$357K	\$358K
Avg Listing Price	\$350K	\$349K	\$342K	\$351K	\$357K	\$343K	\$351K	\$362K	\$368K	\$355K	\$359K	\$366K	\$376K
Avg Listing Price as a % of Avg Est Value	105%	105%	105%	104%	103%	104%	104%	102%	101%	101%	102%	102%	105%

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

State: VT
 County: Washington County, Vermont
 Property Type: Condo/Townhouse/Apt, Single Family Residence



	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Median Est Value	\$258K	\$270K	\$265K	\$253K	\$261K	\$250K	\$267K	\$276K	\$299K	\$289K	\$293K	\$285K	\$278K
Median Listing Price	\$275K	\$280K	\$275K	\$275K	\$275K	\$267K	\$288K	\$295K	\$319K	\$299K	\$305K	\$299K	\$312K
Med Listing Price as a % of Med Est Value	107%	104%	104%	109%	105%	107%	108%	107%	107%	103%	104%	105%	112%

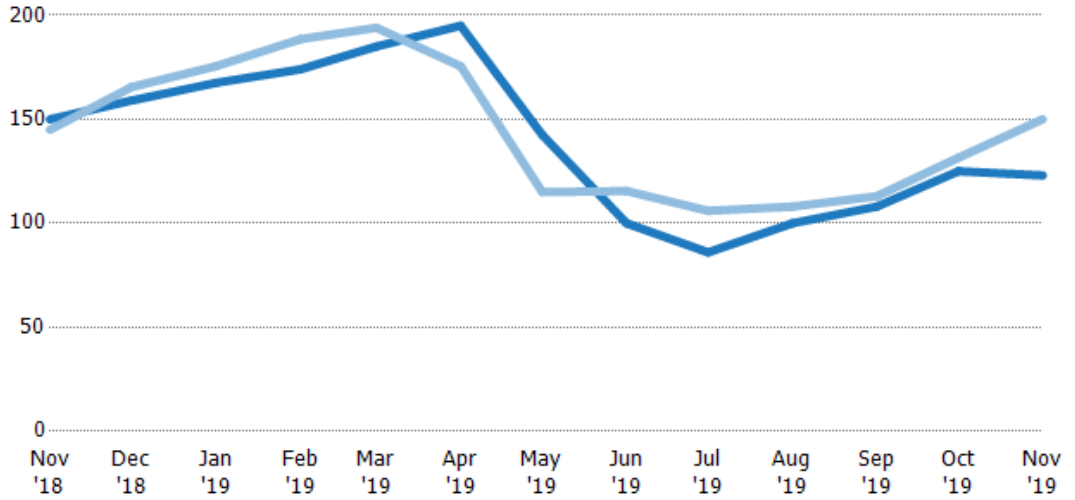
Median Days in RPR

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

State: VT
 County: Washington County, Vermont
 Property Type: Condo/Townhouse/Apt, Single Family Residence

Month/Year	Days	% Chg.
Nov '19	123	-18%
Nov '18	150	3.4%
Nov '17	145	1.4%



	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Current Year	150	159	168	174	185	195	143	100	86	100	108	125	123
Prior Year	145	166	176	189	194	176	115	116	106	108	113	132	150
Percent Change from Prior Year	3%	-4%	-5%	-8%	-5%	11%	24%	-13%	-19%	-7%	-4%	-5%	-18%

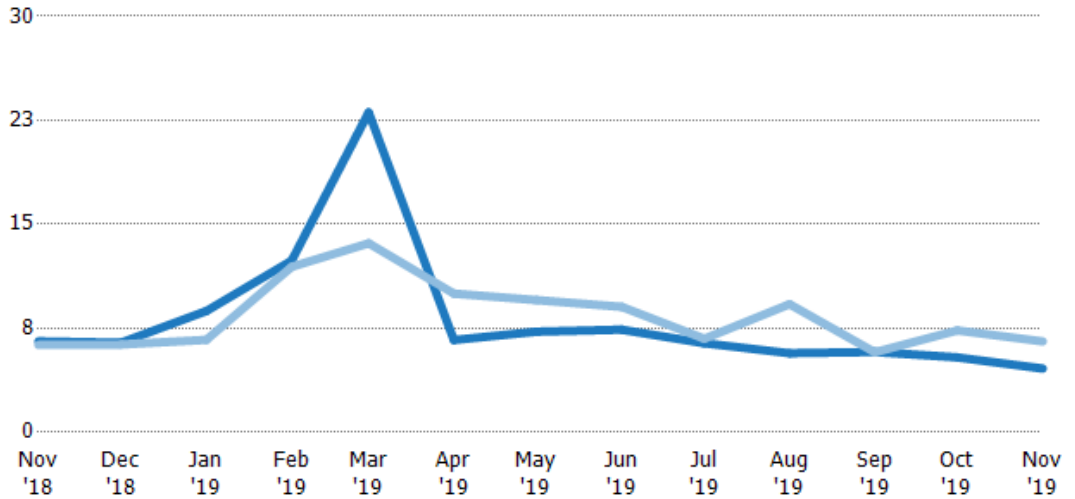
Months of Inventory

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

Filters Used

State: VT
 County: Washington County, Vermont
 Property Type: Condo/Townhouse/Apt, Single Family Residence

Month/Year	Months	% Chg.
Nov '19	4.6	-29.9%
Nov '18	6.56	4%
Nov '17	6.3	22.4%



	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Current Year	6.56	6.46	8.74	12.4	23.1	6.65	7.25	7.4	6.42	5.7	5.79	5.4	4.6
Prior Year	6.3	6.33	6.67	11.9	13.6	10	9.54	9.05	6.75	9.24	5.77	7.34	6.56
Percent Change from Prior Year	4%	2%	31%	4%	69%	-33%	-24%	-18%	-5%	-38%	0%	-26%	-30%

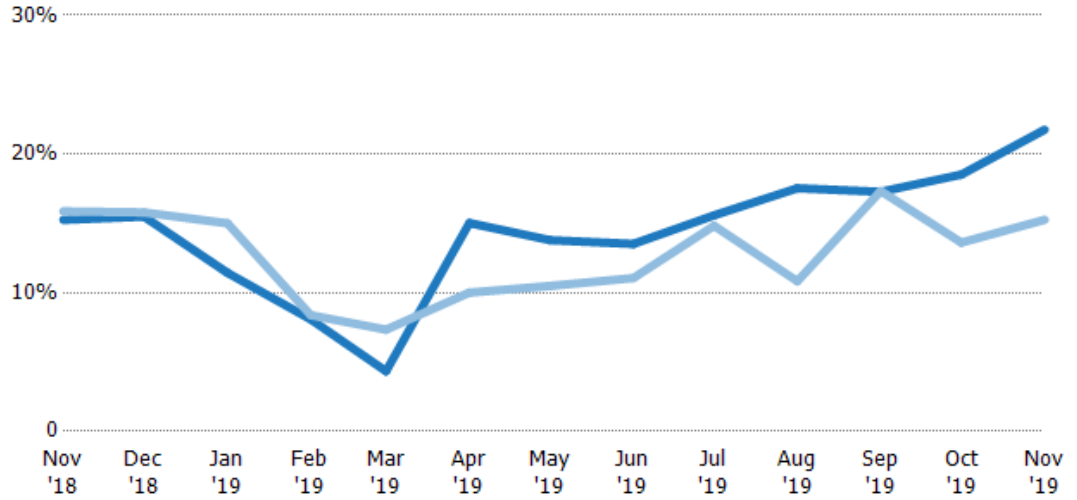
Absorption Rate

The percentage of inventory sold per month.

Filters Used

State: VT
 County: Washington County, Vermont
 Property Type: Condo/Townhouse/Apt, Single Family Residence

Month/Year	Rate	Chg.
Nov '19	22%	-6.5%
Nov '18	15%	0.6%
Nov '17	16%	-18.3%



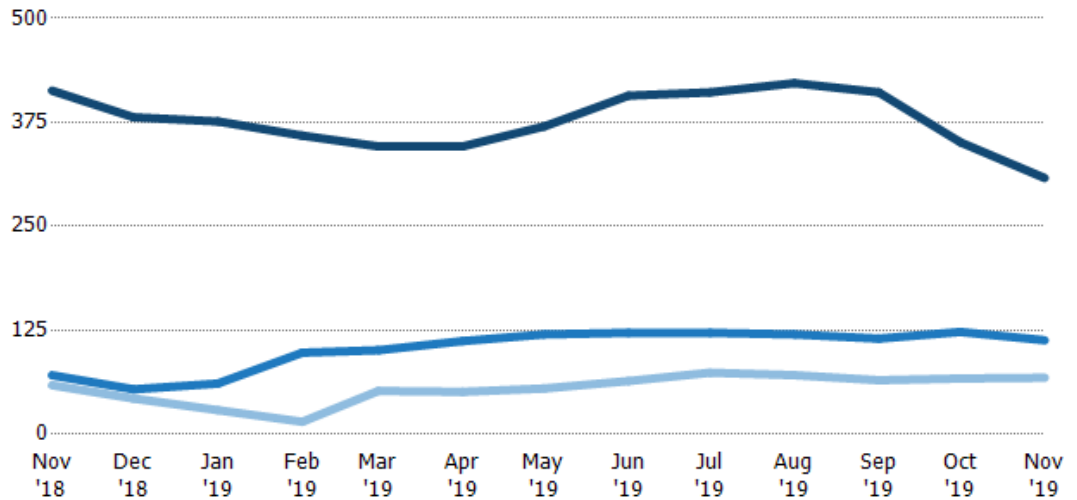
	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Current Year	15%	15%	11%	8%	4%	15%	14%	14%	16%	18%	17%	19%	22%
Prior Year	16%	16%	15%	8%	7%	10%	10%	11%	15%	11%	17%	14%	15%
Change from Prior Year	1%	0%	4%	0%	3%	-5%	-3%	-2%	-1%	-7%	0%	-5%	-7%

Active/Pending/Sold Units

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

Filters Used

State: VT
 County: Washington County, Vermont
 Property Type: Condo/Townhouse/Apt, Single Family Residence



	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Active	413	381	376	359	346	346	370	407	411	422	411	351	308
Pending	71	54	61	98	101	112	120	122	122	120	115	123	113
Sold	59	43	29	15	52	51	55	64	74	71	65	67	68

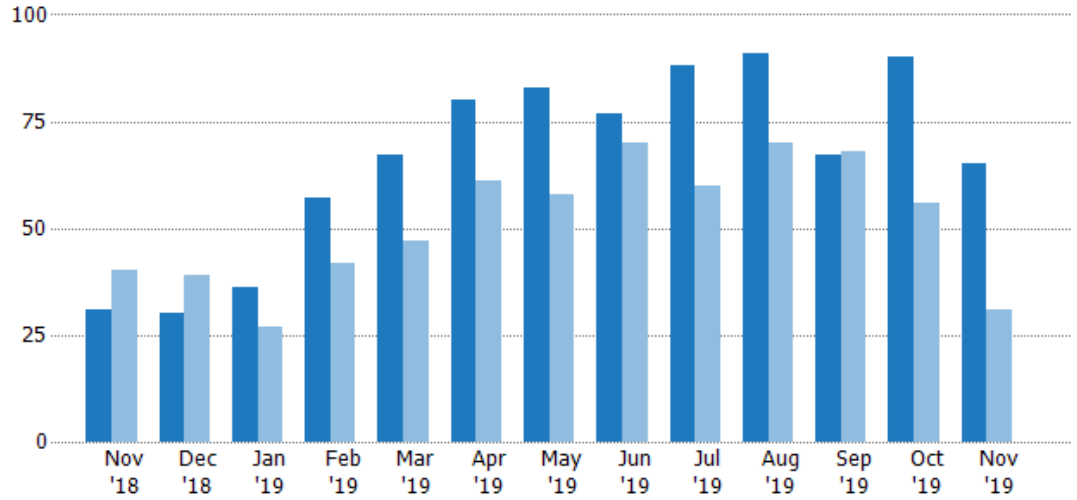
New Pending Sales

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

Filters Used

State: VT
 County: Washington County, Vermont
 Property Type: Condo/Townhouse/Apt, Single Family Residence

Month/Year	Count	% Chg.
Nov '19	65	109.7%
Nov '18	31	-22.5%
Nov '17	40	-15%



	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Current Year	31	30	36	57	67	80	83	77	88	91	67	90	65
Prior Year	40	39	27	42	47	61	58	70	60	70	68	56	31
Percent Change from Prior Year	-23%	-23%	33%	36%	43%	31%	43%	10%	47%	30%	-1%	61%	110%

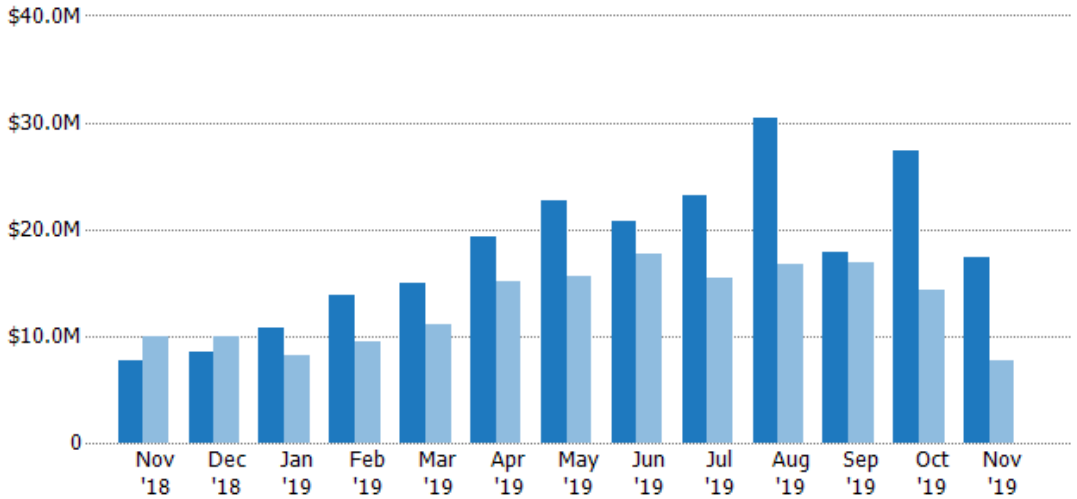
New Pending Sales Volume

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

Filters Used

State: VT
 County: Washington County, Vermont
 Property Type: Condo/Townhouse/Apt, Single Family Residence

Month/Year	Volume	% Chg.
Nov '19	\$17.4M	126.3%
Nov '18	\$7.67M	-22.8%
Nov '17	\$9.94M	-20.7%



	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Current Year	\$7.67M	\$8.45M	\$10.8M	\$13.8M	\$14.9M	\$19.2M	\$22.7M	\$20.8M	\$23.2M	\$30.4M	\$17.8M	\$27.3M	\$17.4M
Prior Year	\$9.94M	\$9.97M	\$8.23M	\$9.46M	\$11.1M	\$15.1M	\$15.5M	\$17.6M	\$15.4M	\$16.7M	\$16.8M	\$14.4M	\$7.67M
Percent Change from Prior Year	-23%	-15%	31%	46%	34%	28%	46%	18%	51%	82%	6%	90%	126%

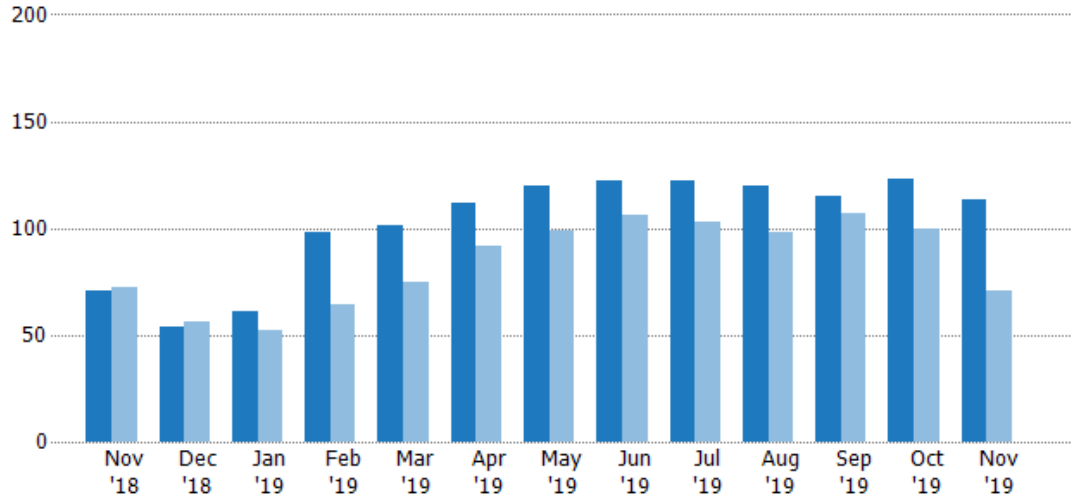
Pending Sales

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

Filters Used

State: VT
 County: Washington County, Vermont
 Property Type: Condo/Townhouse/Apt, Single Family Residence

Month/Year	Count	% Chg.
Nov '19	113	59.2%
Nov '18	71	-1.4%
Nov '17	72	0%



Current Year	71	54	61	98	101	112	120	122	122	120	115	123	113
Prior Year	72	56	52	64	75	92	99	106	103	98	107	100	71
Percent Change from Prior Year	-1%	-4%	17%	53%	35%	22%	21%	15%	18%	22%	7%	23%	59%

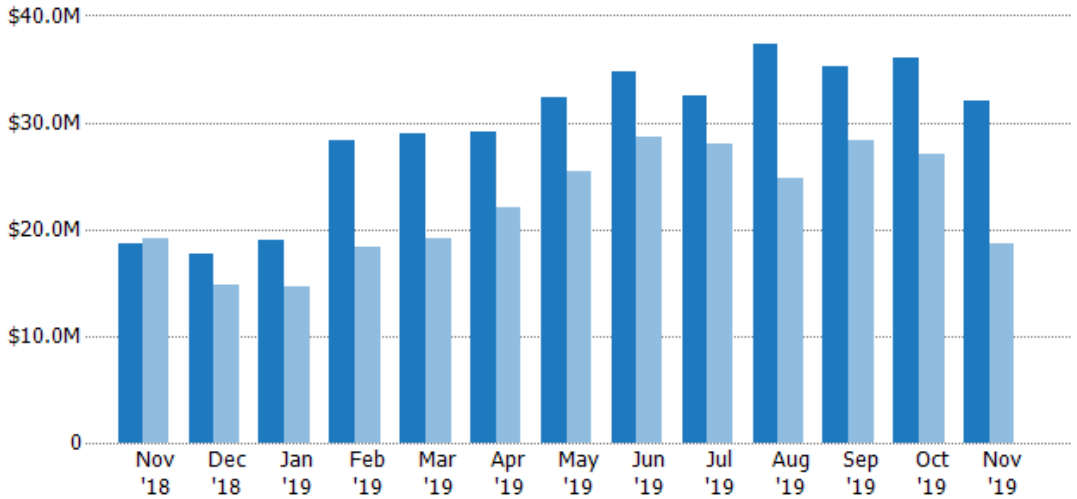
Pending Sales Volume

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

Filters Used

State: VT
 County: Washington County, Vermont
 Property Type: Condo/Townhouse/Apt, Single Family Residence

Month/Year	Volume	% Chg.
Nov '19	\$32M	71.1%
Nov '18	\$18.7M	-2.2%
Nov '17	\$19.1M	-0.7%



Current Year	\$18.7M	\$17.7M	\$19M	\$28.3M	\$29M	\$29.1M	\$32.4M	\$34.7M	\$32.5M	\$37.3M	\$35.2M	\$36.1M	\$32M
Prior Year	\$19.1M	\$14.8M	\$14.7M	\$18.4M	\$19.1M	\$22M	\$25.4M	\$28.6M	\$28.1M	\$24.7M	\$28.4M	\$27M	\$18.7M
Percent Change from Prior Year	-2%	20%	30%	54%	52%	32%	28%	22%	16%	51%	24%	34%	71%

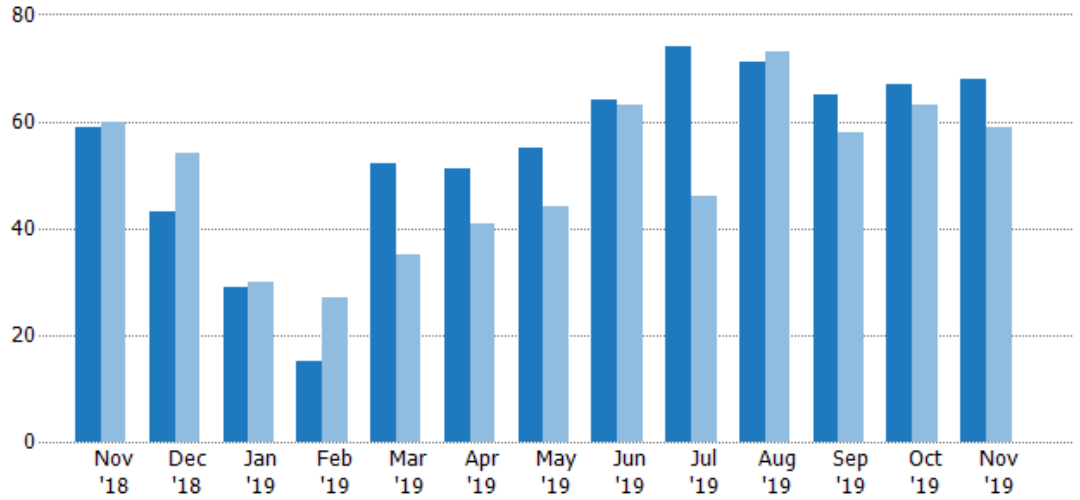
Closed Sales

The total number of residential properties sold each month.

Filters Used

State: VT
 County: Washington County, Vermont
 Property Type: Condo/Townhouse/Apt, Single Family Residence

Month/Year	Count	% Chg.
Nov '19	68	15.3%
Nov '18	59	-1.7%
Nov '17	60	-8.3%



Current Year	59	43	29	15	52	51	55	64	74	71	65	67	68
Prior Year	60	54	30	27	35	41	44	63	46	73	58	63	59
Percent Change from Prior Year	-2%	-20%	-3%	-44%	49%	24%	25%	2%	61%	-3%	12%	6%	15%

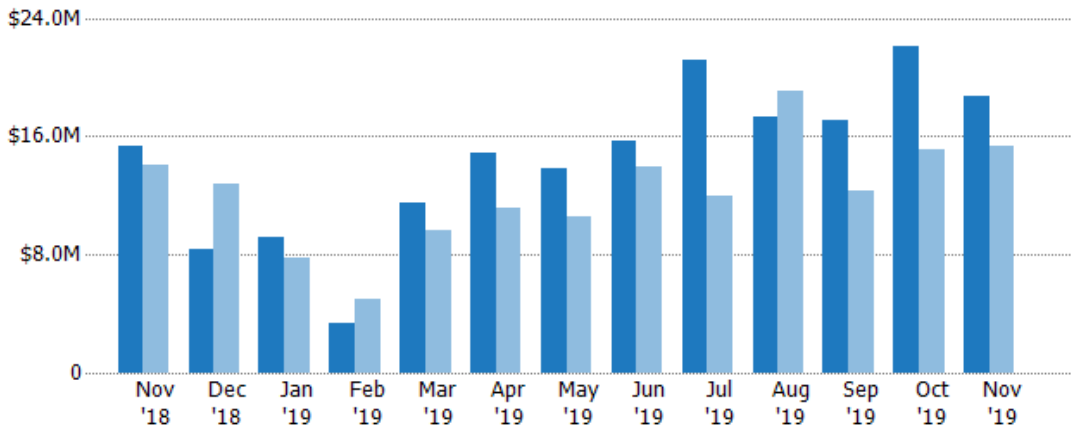
Closed Sales Volume

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

Filters Used

State: VT
 County: Washington County, Vermont
 Property Type: Condo/Townhouse/Apt, Single Family Residence

Month/Year	Volume	% Chg.
Nov '19	\$18.7M	22%
Nov '18	\$15.4M	8.9%
Nov '17	\$14.1M	-12.3%



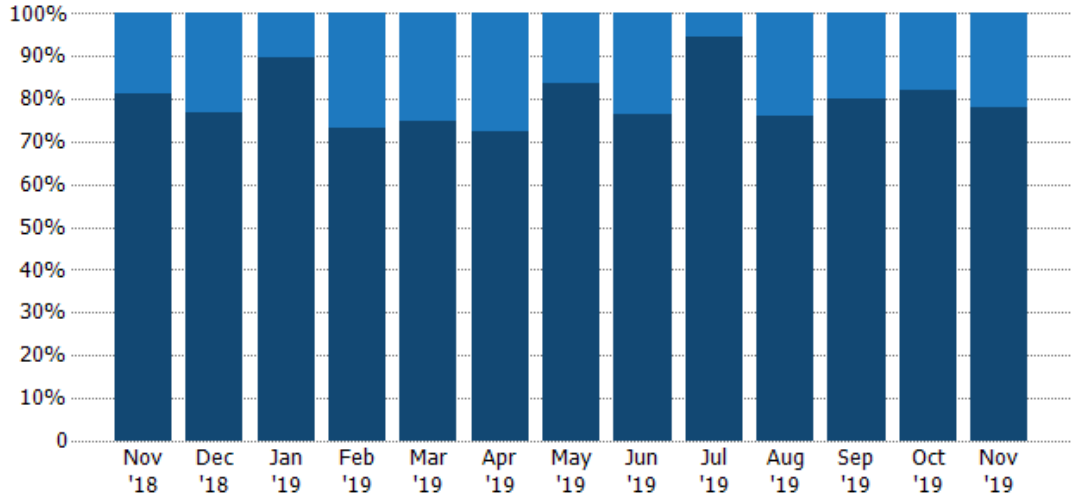
Current Year	\$15.4M	\$8.37M	\$9.22M	\$3.34M	\$11.6M	\$14.9M	\$13.9M	\$15.7M	\$21.2M	\$17.4M	\$17.1M	\$22M	\$18.7M
Prior Year	\$14.1M	\$12.8M	\$7.82M	\$4.94M	\$9.63M	\$11.2M	\$10.6M	\$13.9M	\$12M	\$19M	\$12.4M	\$15.1M	\$15.4M
Percent Change from Prior Year	9%	-35%	18%	-33%	20%	33%	31%	13%	77%	-9%	38%	46%	22%

Closed Sales by Property Type

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

Filters Used

State: VT
 County: Washington County, Vermont
 Property Type: Condo/Townhouse/Apt, Single Family Residence



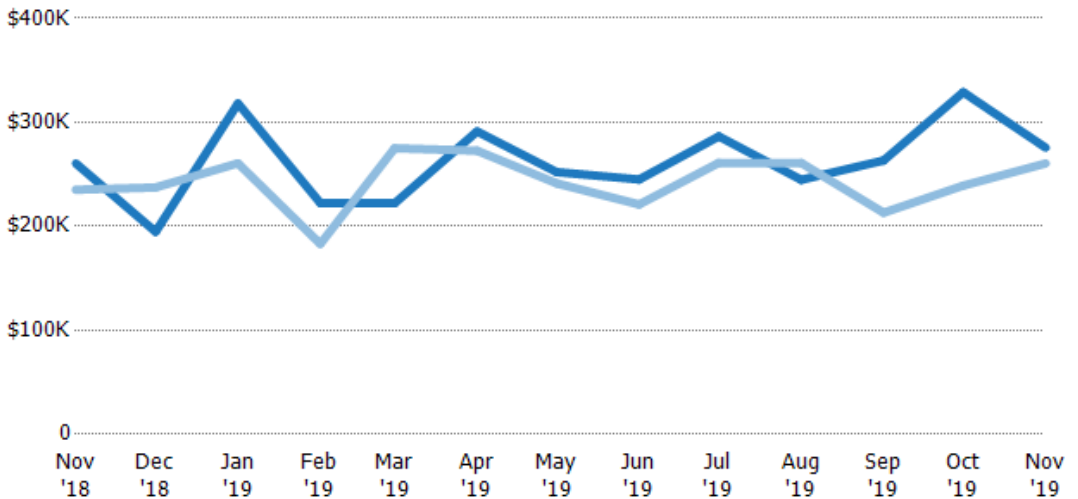
Condo/Townhouse	19%	23%	10%	27%	25%	27%	16%	23%	5%	24%	20%	18%	22%
Single Family Residence	81%	77%	90%	73%	75%	73%	84%	77%	95%	76%	80%	82%	78%

Average Sales Price

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

Filters Used

State: VT
 County: Washington County, Vermont
 Property Type: Condo/Townhouse/Apt, Single Family Residence



Current Year	\$260K	\$195K	\$318K	\$222K	\$222K	\$291K	\$252K	\$245K	\$286K	\$245K	\$263K	\$329K	\$276K
Prior Year	\$235K	\$237K	\$261K	\$183K	\$275K	\$273K	\$241K	\$221K	\$261K	\$261K	\$213K	\$239K	\$260K
Percent Change from Prior Year	11%	-18%	22%	21%	-19%	7%	4%	11%	10%	-6%	24%	38%	6%

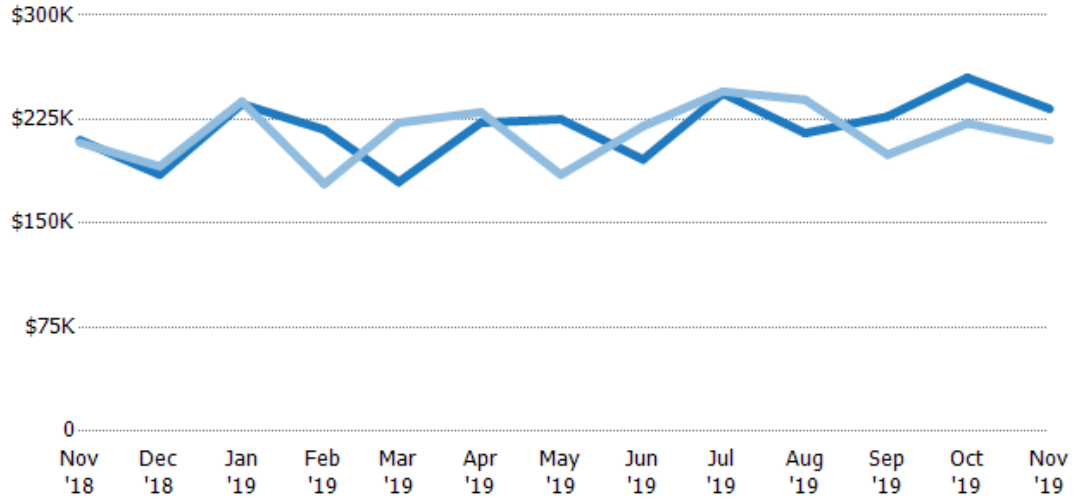
Median Sales Price

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

Filters Used

State: VT
 County: Washington County, Vermont
 Property Type: Condo/Townhouse/Apt, Single Family Residence

Month/Year	Price	% Chg.
Nov '19	\$233K	10.7%
Nov '18	\$210K	0.9%
Nov '17	\$208K	-3.9%



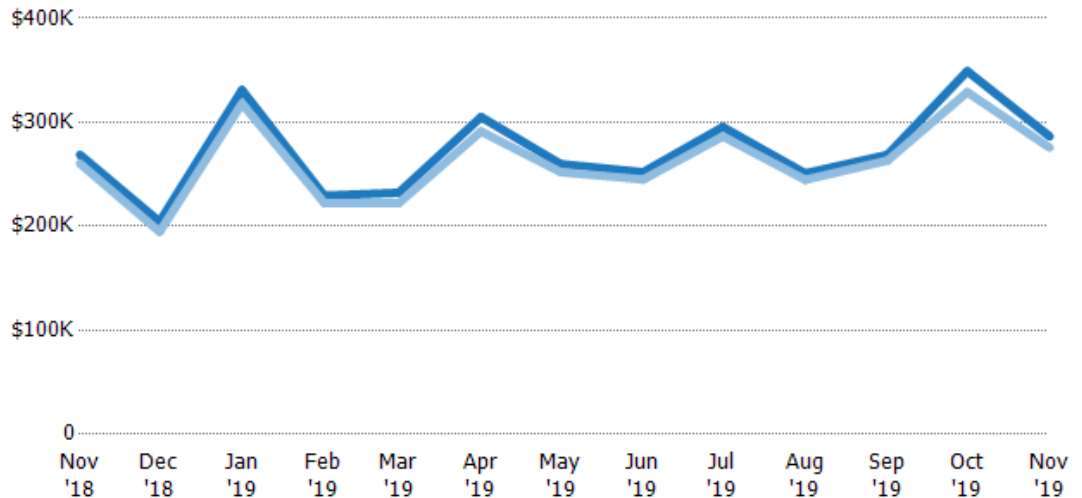
Current Year	\$210K	\$185K	\$236K	\$218K	\$180K	\$223K	\$225K	\$196K	\$244K	\$215K	\$227K	\$255K	\$233K
Prior Year	\$208K	\$191K	\$238K	\$178K	\$223K	\$230K	\$185K	\$220K	\$245K	\$239K	\$200K	\$222K	\$210K
Percent Change from Prior Year	1%	-3%	-1%	22%	-19%	-3%	22%	-11%	-1%	-10%	14%	15%	11%

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

State: VT
 County: Washington County, Vermont
 Property Type: Condo/Townhouse/Apt, Single Family Residence



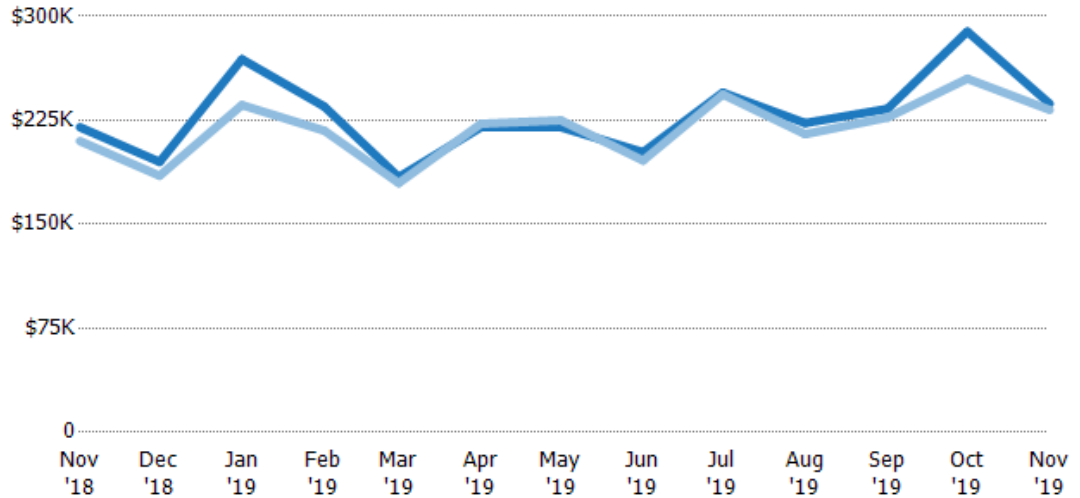
Avg List Price	\$269K	\$204K	\$331K	\$229K	\$232K	\$305K	\$260K	\$252K	\$295K	\$251K	\$269K	\$349K	\$286K
Avg Sales Price	\$260K	\$195K	\$318K	\$222K	\$222K	\$291K	\$252K	\$245K	\$286K	\$245K	\$263K	\$329K	\$276K
Avg Sales Price as a % of Avg List Price	97%	95%	96%	97%	96%	95%	97%	97%	97%	98%	98%	94%	96%

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

State: VT
 County: Washington County, Vermont
 Property Type: Condo/Townhouse/Apt, Single Family Residence



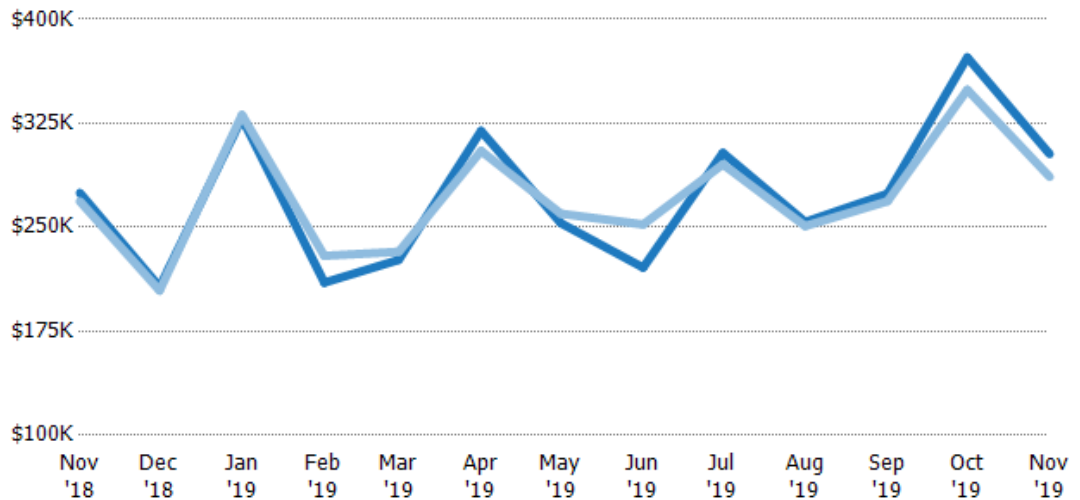
	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Median List Price	\$220K	\$195K	\$269K	\$235K	\$184K	\$220K	\$220K	\$202K	\$245K	\$223K	\$233K	\$289K	\$237K
Median Sales Price	\$210K	\$185K	\$236K	\$218K	\$180K	\$223K	\$225K	\$196K	\$244K	\$215K	\$227K	\$255K	\$233K
Med Sales Price as a % of Med List Price	95%	95%	88%	93%	98%	101%	102%	97%	99%	96%	97%	88%	98%

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

State: VT
 County: Washington County, Vermont
 Property Type: Condo/Townhouse/Apt, Single Family Residence



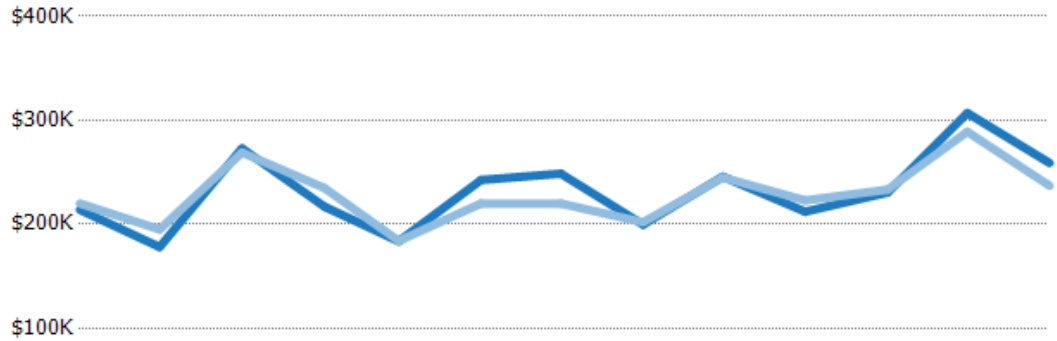
	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Avg Est Value	\$275K	\$207K	\$329K	\$210K	\$227K	\$319K	\$253K	\$221K	\$304K	\$254K	\$274K	\$372K	\$303K
Avg Sales Price	\$269K	\$204K	\$331K	\$229K	\$232K	\$305K	\$260K	\$252K	\$295K	\$251K	\$269K	\$349K	\$286K
Avg Sales Price as a % of Avg Est Value	98%	99%	101%	109%	103%	96%	103%	114%	97%	99%	98%	94%	95%

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

State: VT
 County: Washington County, Vermont
 Property Type: Condo/Townhouse/Apt, Single Family Residence



	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Median Est Value	\$214K	\$178K	\$273K	\$217K	\$184K	\$243K	\$249K	\$200K	\$246K	\$212K	\$231K	\$307K	\$259K
Median Sales Price	\$220K	\$195K	\$269K	\$235K	\$184K	\$220K	\$220K	\$202K	\$245K	\$223K	\$233K	\$289K	\$237K
Med Sales Price as a % of Med Est Value	103%	109%	99%	108%	100%	91%	88%	101%	100%	105%	101%	94%	92%