

Summary of Key Listing and Sales Metrics

A summary of the key metrics selected to be included in the report. MLS sources where licensed.

Key Metrics	Oct 2019	Oct 2018	+ / -	YTD 2019	YTD 2018	+ / -
Listing Activity Charts Metrics						
New Listing Count	69	75	-8%	803	757	+6.1%
New Listing Volume	\$20,631,900	\$21,569,021	-4.3%	\$236,881,083	\$211,088,255	+12.2%
Active Listing Count	345	423	-18.4%	N/A	N/A	
Active Listing Volume	\$126,393,739	\$147,073,020	-14.1%	N/A	N/A	
Average Listing Price	\$366,359	\$347,690	+5.4%	\$356,010	\$342,883	+3.8%
Median Listing Price	\$299,000	\$275,000	+8.7%	\$291,038	\$267,484	+8.8%
Median Days in RPR	122	133	-8.3%	128.12	134.46	-4.7%
Months of Inventory	5.3	7.4	-28.5%	7.9	7.3	+7.9%
Absorption Rate	18.84%	13.48%	+5.4%	12.65%	13.65%	-1%
Sales Activity Charts Metrics						
New Pending Sales Count	89	56	+58.9%	735	559	+31.5%
New Pending Sales Volume	\$26,929,400	\$14,360,886	+87.5%	\$200,362,434	\$140,218,186	+42.9%
Pending Sales Count	124	99	+25.3%	N/A	N/A	
Pending Sales Volume	\$36,312,599	\$26,798,986	+35.5%	N/A	N/A	
Closed Sales Count	67	64	+4.7%	541	477	+13.4%
Closed Sales Volume	\$22,038,200	\$15,213,000	+44.9%	\$145,851,935	\$116,172,887	+25.5%
Average Sales Price	\$328,928	\$237,703	+38.4%	\$269,597	\$243,549	+10.7%
Median Sales Price	\$255,000	\$220,500	+15.6%	\$222,459	\$221,254	+0.5%

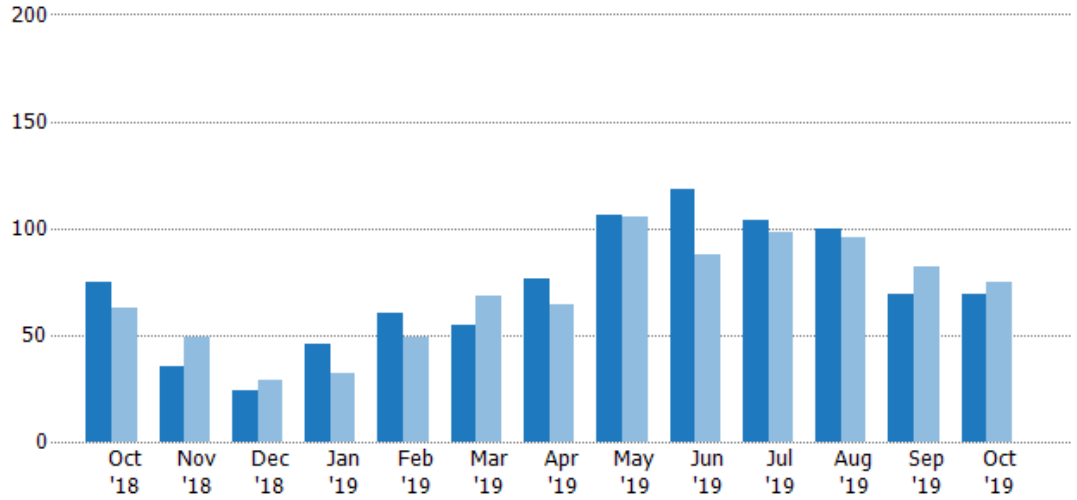
New Listings

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.
Oct '19	69	-8%
Oct '18	75	19%
Oct '17	63	-12.7%



Current Year	75	35	24	46	60	55	76	106	118	104	100	69	69
Prior Year	63	49	29	32	49	68	64	105	88	98	96	82	75
Percent Change from Prior Year	19%	-29%	-17%	44%	22%	-19%	19%	1%	34%	6%	4%	-16%	-8%

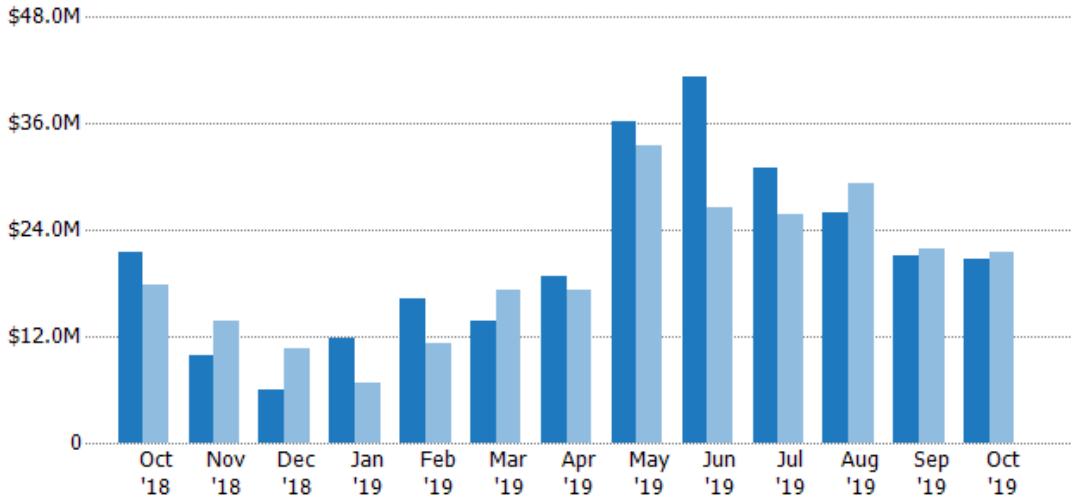
New Listing Volume

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.
Oct '19	\$20.6M	-4.3%
Oct '18	\$21.6M	21.7%
Oct '17	\$17.7M	-16.1%



Current Year	\$21.6M	\$9.78M	\$6.07M	\$11.8M	\$16.2M	\$13.8M	\$18.9M	\$36.2M	\$41.2M	\$31.1M	\$26M	\$21.2M	\$20.6M
Prior Year	\$17.7M	\$13.7M	\$10.6M	\$6.8M	\$11.3M	\$17.3M	\$17.2M	\$33.5M	\$26.5M	\$25.7M	\$29.3M	\$21.9M	\$21.6M
Percent Change from Prior Year	22%	-29%	-42%	73%	43%	-20%	10%	8%	55%	21%	-11%	-3%	-4%

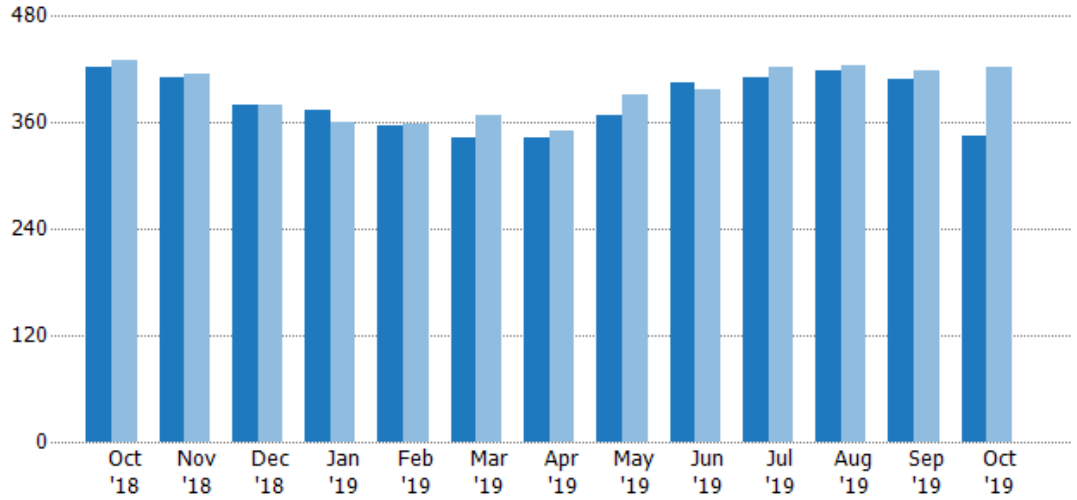
Active Listings

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.
Oct '19	345	-18.4%
Oct '18	423	-1.6%
Oct '17	430	-8.6%



Current Year	423	411	379	374	357	343	342	368	405	410	419	408	345
Prior Year	430	415	380	360	358	368	350	392	397	423	424	418	423
Percent Change from Prior Year	-2%	-1%	0%	4%	0%	-7%	-2%	-6%	2%	-3%	-1%	-2%	-18%

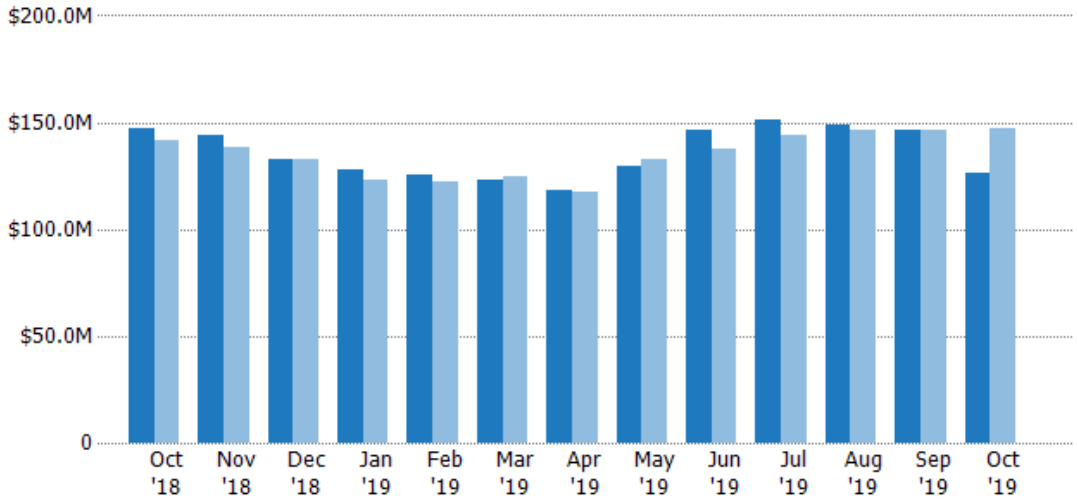
Active Listing Volume

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.
Oct '19	\$126M	-14.1%
Oct '18	\$147M	3.9%
Oct '17	\$141M	-22.4%



Current Year	\$147M	\$144M	\$133M	\$128M	\$126M	\$123M	\$118M	\$129M	\$147M	\$151M	\$149M	\$146M	\$126M
Prior Year	\$141M	\$139M	\$133M	\$123M	\$122M	\$125M	\$118M	\$132M	\$137M	\$144M	\$147M	\$146M	\$147M
Percent Change from Prior Year	4%	4%	0%	4%	3%	-2%	0%	-2%	7%	5%	1%	0%	-14%

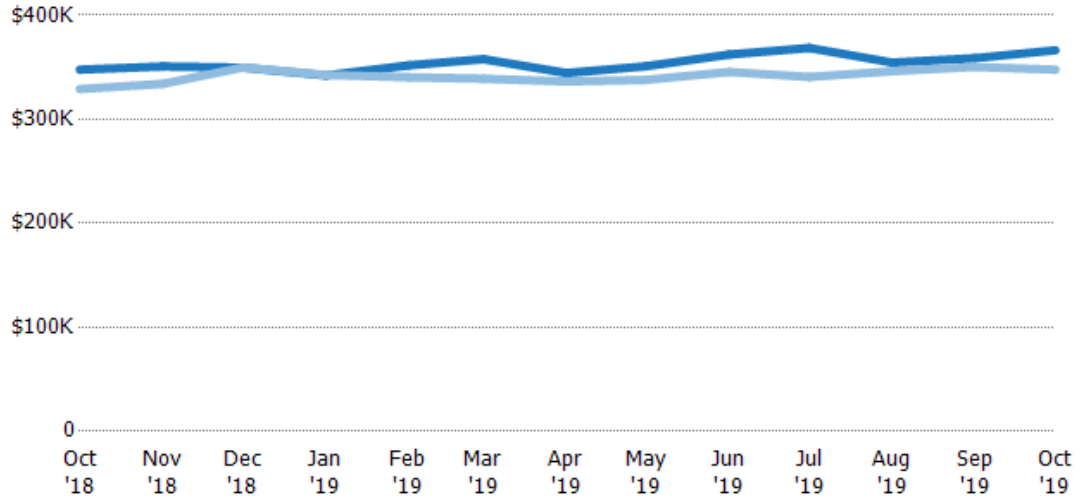
Average Listing Price

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.
Oct '19	\$366K	5.4%
Oct '18	\$348K	5.7%
Oct '17	\$329K	-15.1%



Current Year	\$348K	\$351K	\$350K	\$342K	\$352K	\$358K	\$345K	\$351K	\$362K	\$369K	\$355K	\$359K	\$366K
Prior Year	\$329K	\$334K	\$350K	\$343K	\$340K	\$339K	\$336K	\$338K	\$345K	\$341K	\$346K	\$350K	\$348K
Percent Change from Prior Year	6%	5%	0%	0%	3%	6%	2%	4%	5%	8%	2%	2%	5%

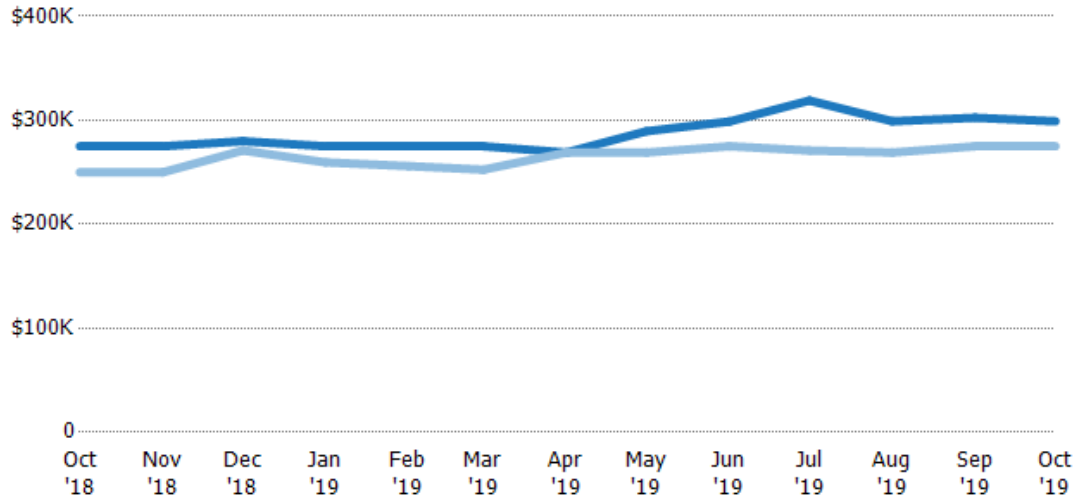
Median Listing Price

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.
Oct '19	\$299K	8.7%
Oct '18	\$275K	10%
Oct '17	\$250K	-12%



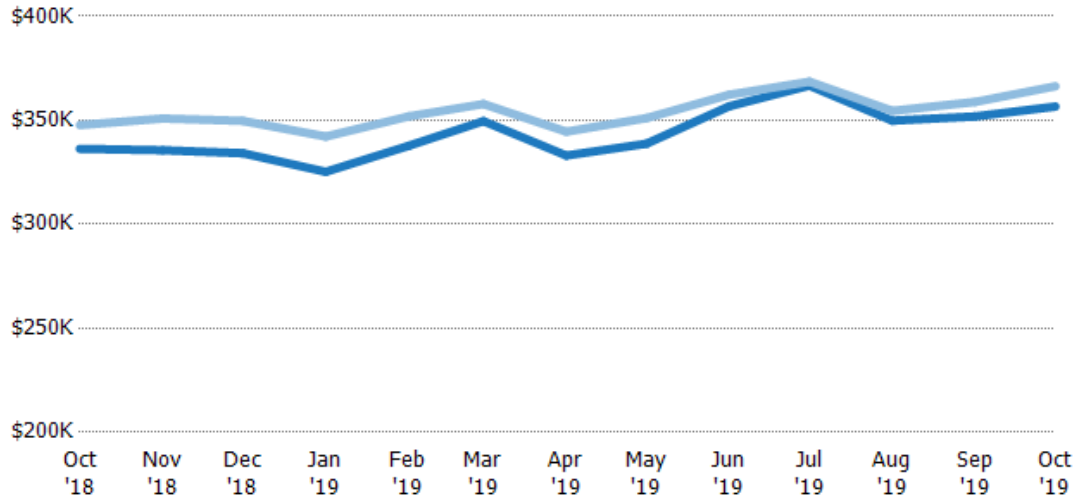
Current Year	\$275K	\$275K	\$280K	\$275K	\$275K	\$275K	\$269K	\$289K	\$299K	\$319K	\$299K	\$302K	\$299K
Prior Year	\$250K	\$250K	\$271K	\$260K	\$256K	\$253K	\$269K	\$269K	\$275K	\$271K	\$269K	\$275K	\$275K
Percent Change from Prior Year	10%	10%	3%	6%	7%	9%	0%	8%	9%	18%	11%	10%	9%

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



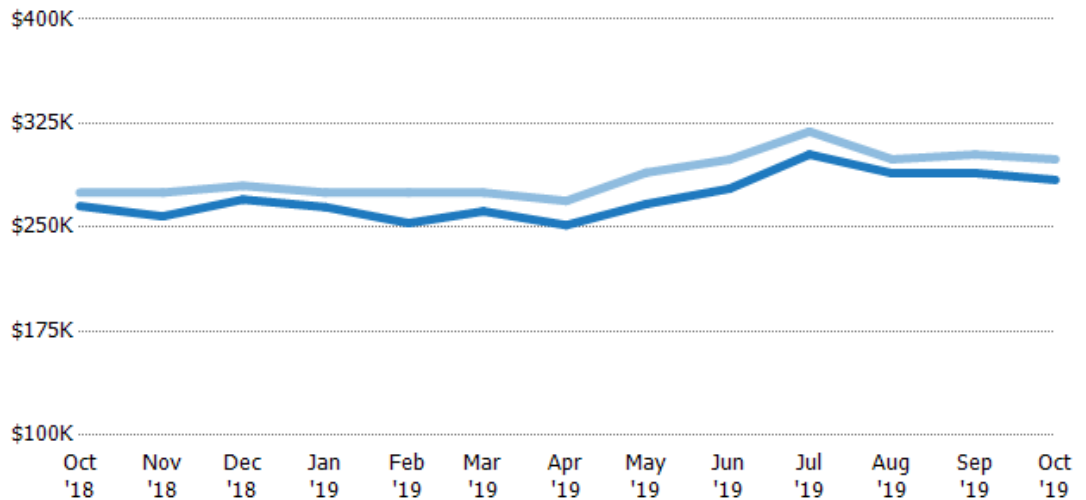
	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19
Avg Est Value	\$336K	\$336K	\$334K	\$325K	\$338K	\$350K	\$333K	\$339K	\$357K	\$367K	\$350K	\$352K	\$357K
Avg Listing Price	\$348K	\$351K	\$350K	\$342K	\$352K	\$358K	\$345K	\$351K	\$362K	\$369K	\$355K	\$359K	\$366K
Avg Listing Price as a % of Avg Est Value	103%	105%	105%	105%	104%	102%	103%	104%	102%	101%	101%	102%	103%

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



	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	\$265K	\$258K	\$270K	\$265K	\$253K	\$262K	\$252K	\$267K	\$278K	\$303K	\$289K	\$289K	\$284K
Median Listing Price	\$275K	\$275K	\$280K	\$275K	\$275K	\$275K	\$269K	\$289K	\$299K	\$319K	\$299K	\$302K	\$299K
Med Listing Price as a % of Med Est Value	104%	107%	104%	104%	109%	105%	107%	108%	108%	105%	104%	105%	105%

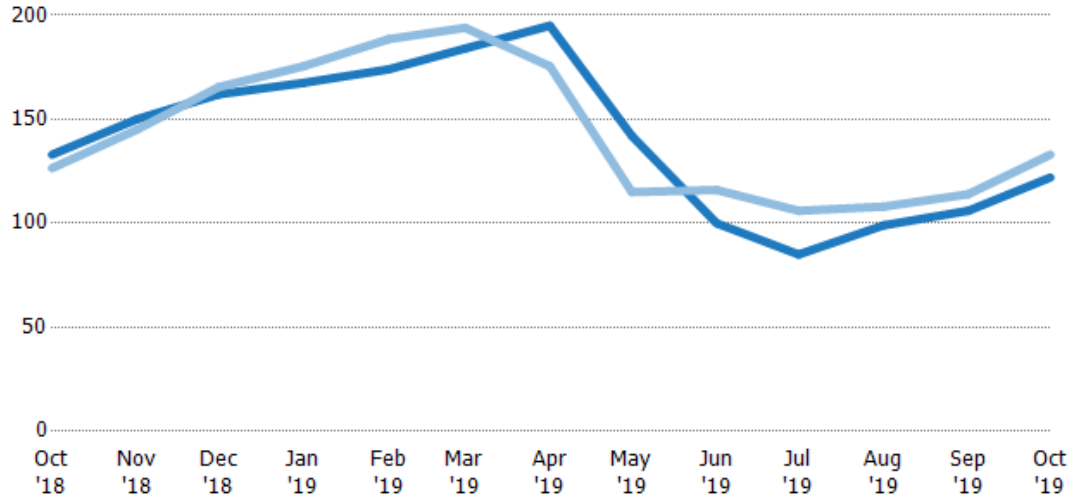
Median Days in RPR

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

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

Month/Year	Days	% Chg.
Oct '19	122	-8.3%
Oct '18	133	5.1%
Oct '17	127	3.6%



Current Year	133	150	162	168	174	184	195	142	100	85	99	106	122
Prior Year	127	145	166	176	189	194	176	115	116	106	108	114	133
Percent Change from Prior Year	5%	3%	-2%	-5%	-8%	-5%	11%	23%	-14%	-20%	-8%	-7%	-8%

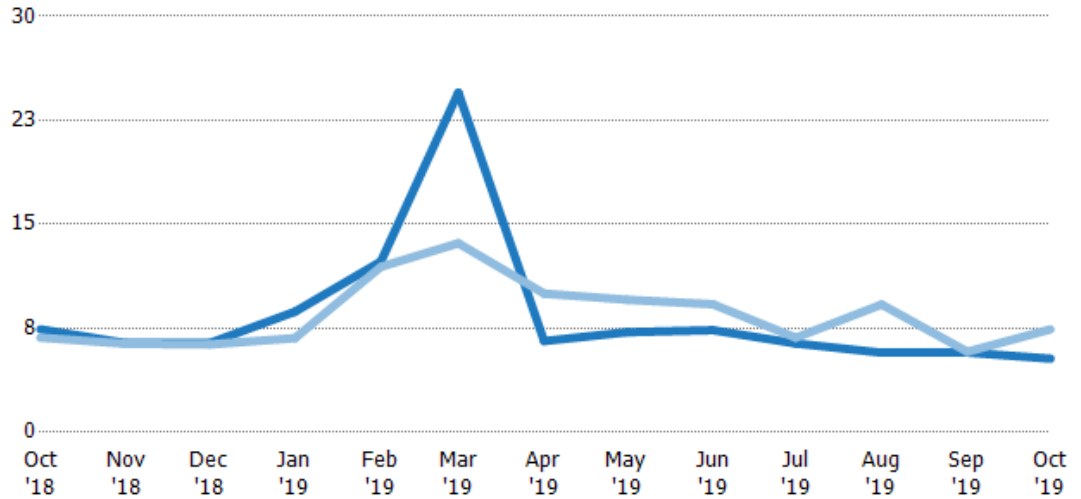
Months of Inventory

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.
Oct '19	5.31	-28.5%
Oct '18	7.42	8.7%
Oct '17	6.83	30.9%



Current Year	7.42	6.42	6.42	8.7	12.3	24.5	6.58	7.22	7.36	6.41	5.74	5.75	5.31
Prior Year	6.83	6.38	6.33	6.79	11.9	13.6	10	9.56	9.23	6.82	9.22	5.81	7.42
Percent Change from Prior Year	9%	1%	1%	28%	3%	80%	-34%	-25%	-20%	-6%	-38%	-1%	-28%

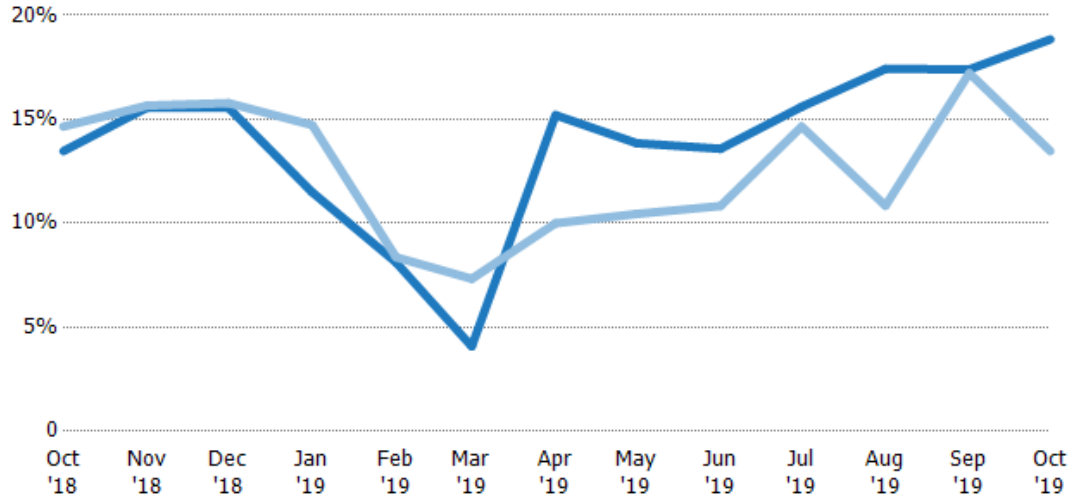
Absorption Rate

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.
Oct '19	19%	-5.4%
Oct '18	13%	1.2%
Oct '17	15%	-23.6%



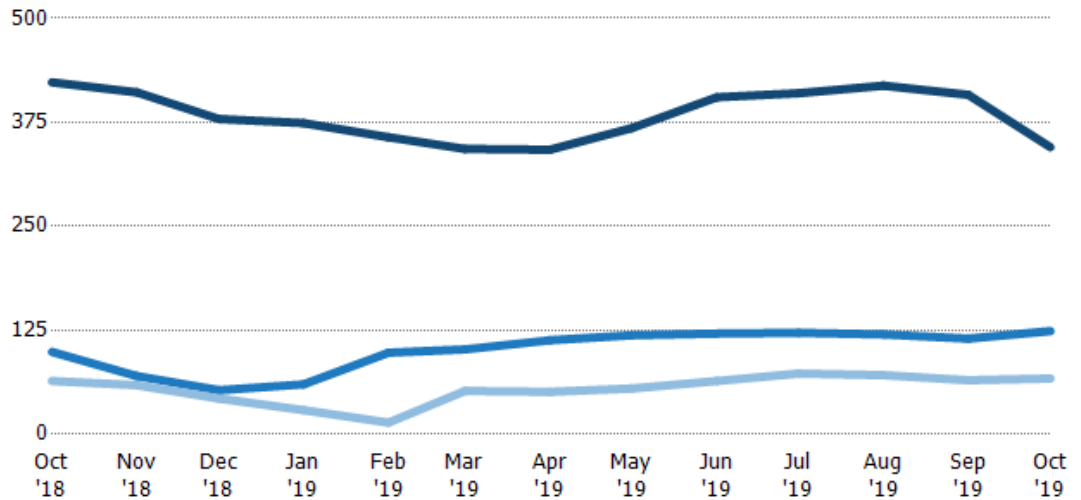
	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19
Current Year	13%	16%	16%	11%	8%	4%	15%	14%	14%	16%	17%	17%	19%
Prior Year	15%	16%	16%	15%	8%	7%	10%	10%	11%	15%	11%	17%	13%
Change from Prior Year	1%	0%	0%	3%	0%	3%	-5%	-3%	-3%	-1%	-7%	0%	-5%

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



	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	423	411	379	374	357	343	342	368	405	410	419	408	345
Pending	99	70	53	60	98	102	113	119	121	122	120	115	124
Sold	64	59	43	29	14	52	51	55	64	73	71	65	67

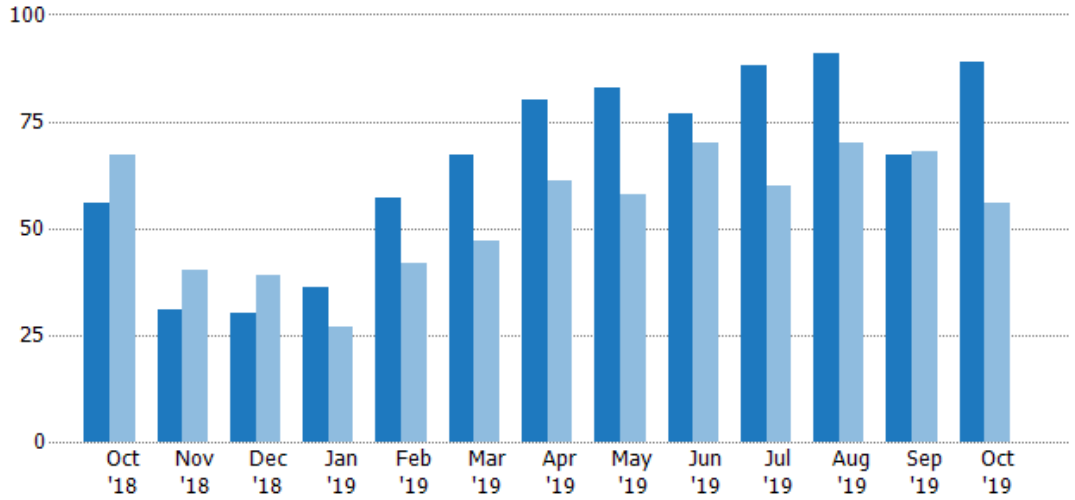
New Pending Sales

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.
Oct '19	89	58.9%
Oct '18	56	-16.4%
Oct '17	67	-4.5%



	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	56	31	30	36	57	67	80	83	77	88	91	67	89
Prior Year	67	40	39	27	42	47	61	58	70	60	70	68	56
Percent Change from Prior Year	-16%	-23%	-23%	33%	36%	43%	31%	43%	10%	47%	30%	-1%	59%

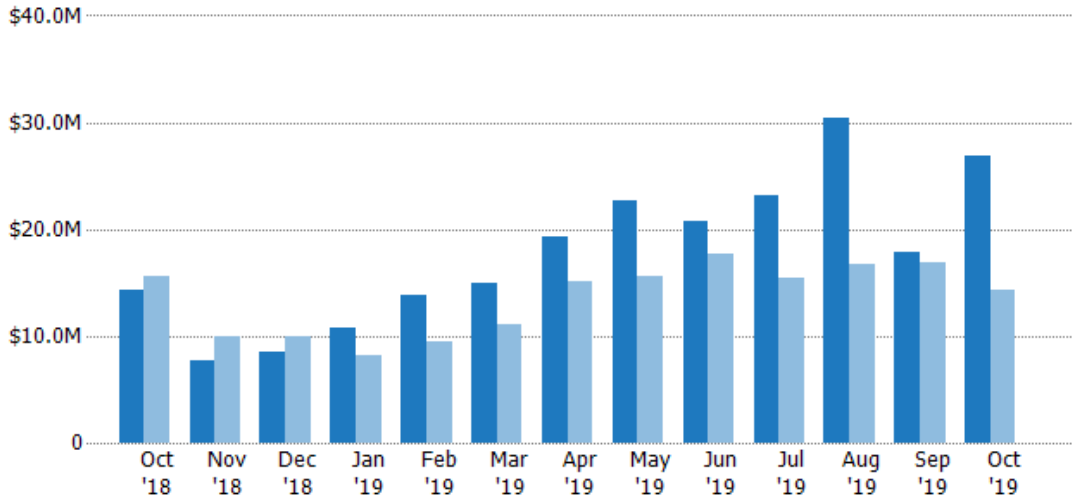
New Pending Sales Volume

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.
Oct '19	\$26.9M	87.5%
Oct '18	\$14.4M	-8.1%
Oct '17	\$15.6M	12.3%



	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	\$14.4M	\$7.67M	\$8.45M	\$10.8M	\$13.8M	\$14.9M	\$19.2M	\$22.7M	\$20.8M	\$23.2M	\$30.4M	\$17.8M	\$26.9M
Prior Year	\$15.6M	\$9.94M	\$9.97M	\$8.23M	\$9.46M	\$11.1M	\$15.1M	\$15.5M	\$17.6M	\$15.4M	\$16.7M	\$16.8M	\$14.4M
Percent Change from Prior Year	-8%	-23%	-15%	31%	46%	34%	28%	46%	18%	51%	82%	6%	88%

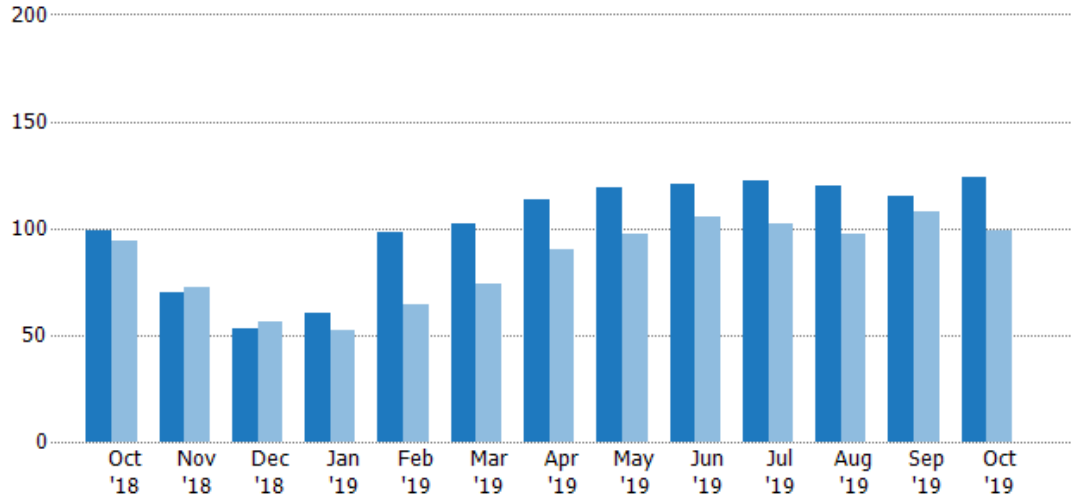
Pending Sales

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.
Oct '19	124	25.3%
Oct '18	99	5.3%
Oct '17	94	8.5%



Current Year	99	70	53	60	98	102	113	119	121	122	120	115	124
Prior Year	94	72	56	52	64	74	90	97	105	102	97	108	99
Percent Change from Prior Year	5%	-3%	-5%	15%	53%	38%	26%	23%	15%	20%	24%	6%	25%

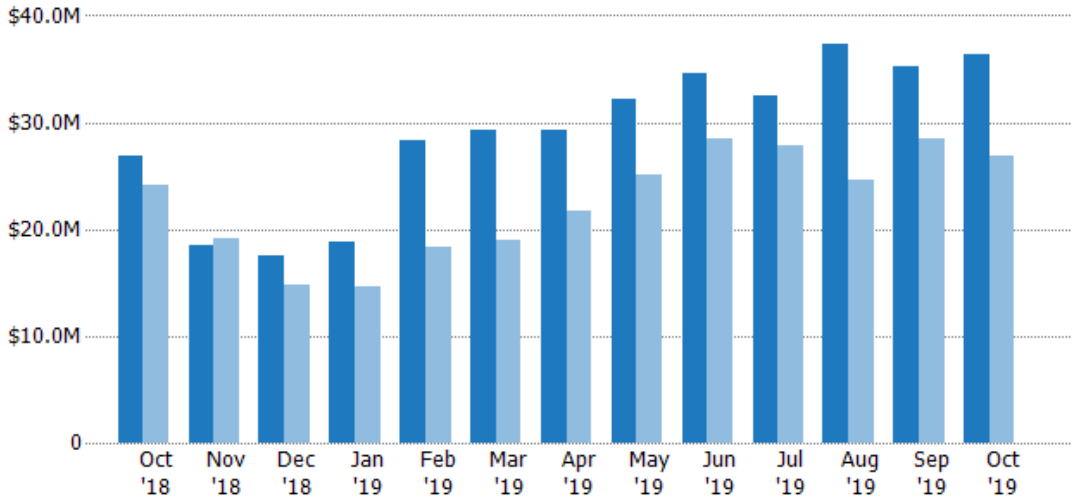
Pending Sales Volume

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.
Oct '19	\$36.3M	35.5%
Oct '18	\$26.8M	10.9%
Oct '17	\$24.2M	2.7%



Current Year	\$26.8M	\$18.5M	\$17.5M	\$18.8M	\$28.3M	\$29.2M	\$29.3M	\$32.2M	\$34.5M	\$32.5M	\$37.3M	\$35.2M	\$36.3M
Prior Year	\$24.2M	\$19.1M	\$14.8M	\$14.7M	\$18.4M	\$18.9M	\$21.7M	\$25M	\$28.4M	\$27.9M	\$24.7M	\$28.5M	\$26.8M
Percent Change from Prior Year	11%	-3%	18%	28%	54%	54%	35%	29%	22%	16%	51%	23%	35%

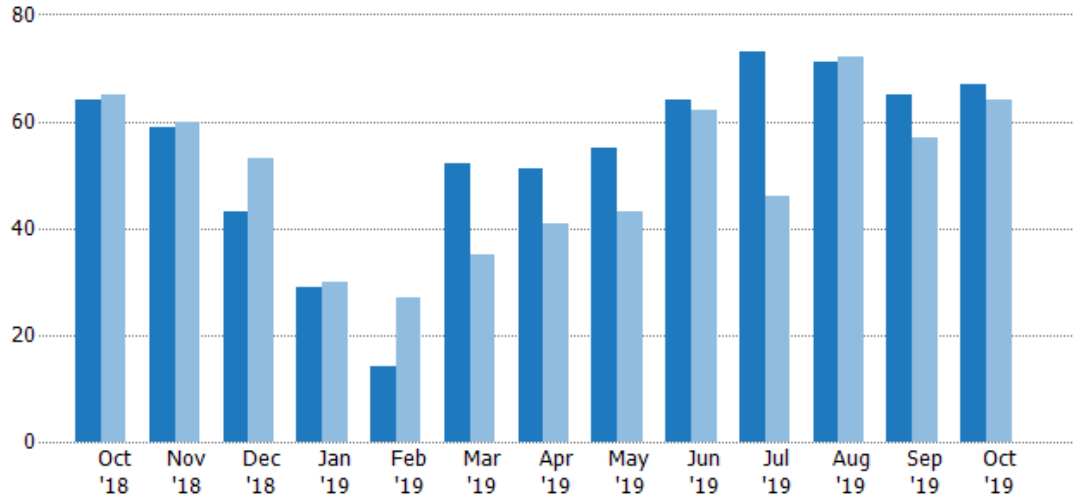
Closed Sales

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.
Oct '19	67	4.7%
Oct '18	64	-1.5%
Oct '17	65	-24.6%



Current Year	64	59	43	29	14	52	51	55	64	73	71	65	67
Prior Year	65	60	53	30	27	35	41	43	62	46	72	57	64
Percent Change from Prior Year	-2%	-2%	-19%	-3%	-48%	49%	24%	28%	3%	59%	-1%	14%	5%

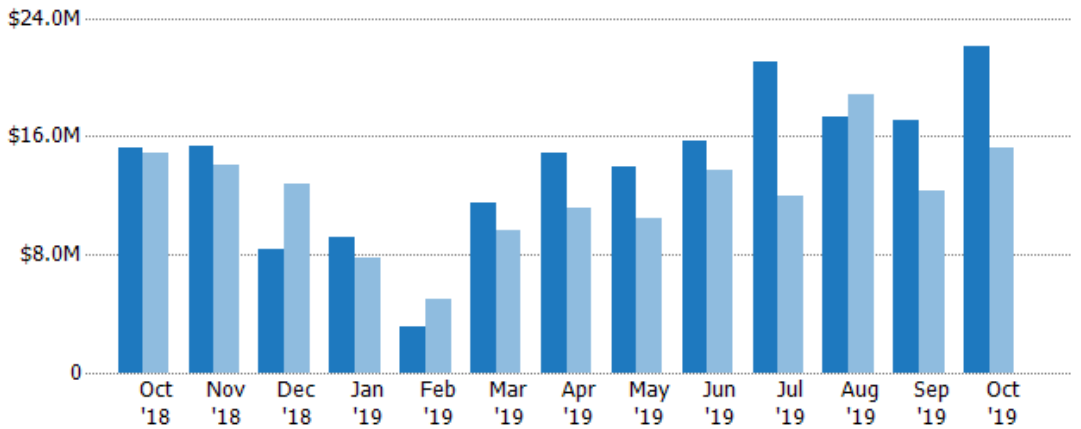
Closed Sales Volume

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.
Oct '19	\$22M	44.9%
Oct '18	\$15.2M	2.3%
Oct '17	\$14.9M	-11.4%



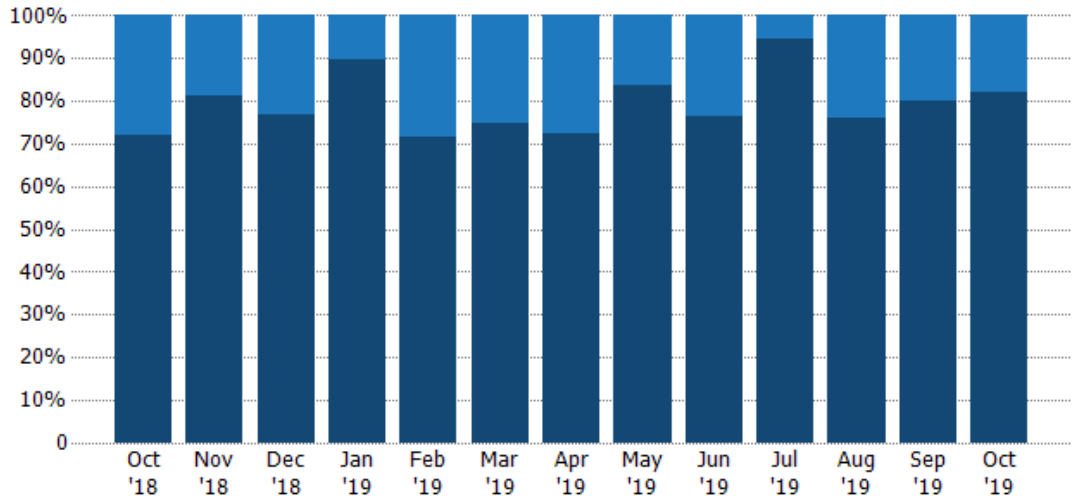
Current Year	\$15.2M	\$15.4M	\$8.37M	\$9.22M	\$3.11M	\$11.6M	\$14.9M	\$13.9M	\$15.7M	\$21M	\$17.4M	\$17.1M	\$22M
Prior Year	\$14.9M	\$14.1M	\$12.8M	\$7.82M	\$4.94M	\$9.63M	\$11.2M	\$10.5M	\$13.8M	\$12M	\$18.9M	\$12.3M	\$15.2M
Percent Change from Prior Year	2%	9%	-34%	18%	-37%	20%	33%	33%	14%	75%	-8%	39%	45%

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



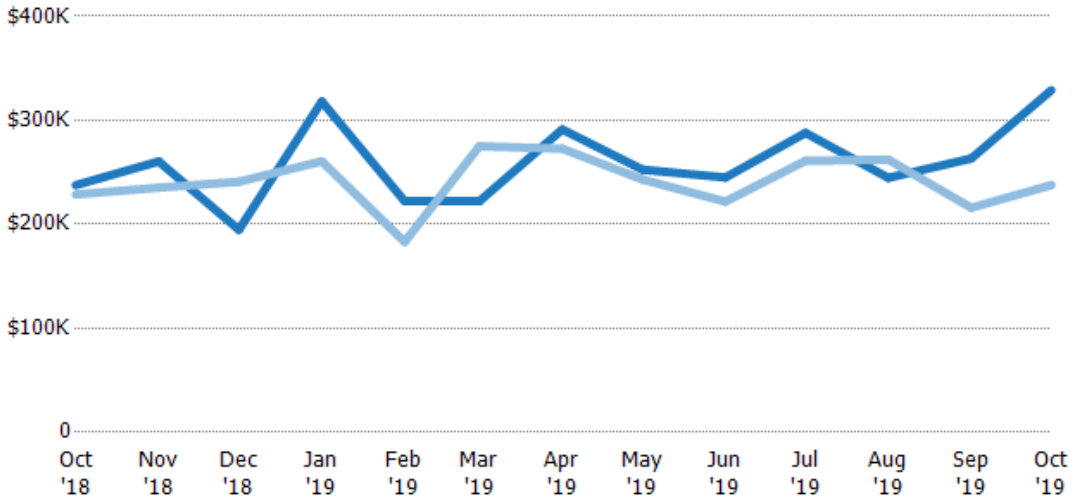
Condo/Townhouse	28%	19%	23%	10%	29%	25%	27%	16%	23%	5%	24%	20%	18%
Single Family Residence	72%	81%	77%	90%	71%	75%	73%	84%	77%	95%	76%	80%	82%

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	\$238K	\$260K	\$195K	\$318K	\$222K	\$222K	\$291K	\$253K	\$245K	\$288K	\$245K	\$263K	\$329K
Prior Year	\$229K	\$235K	\$241K	\$261K	\$183K	\$275K	\$273K	\$243K	\$222K	\$261K	\$262K	\$216K	\$238K
Percent Change from Prior Year	4%	11%	-19%	22%	21%	-19%	7%	4%	10%	10%	-7%	22%	38%

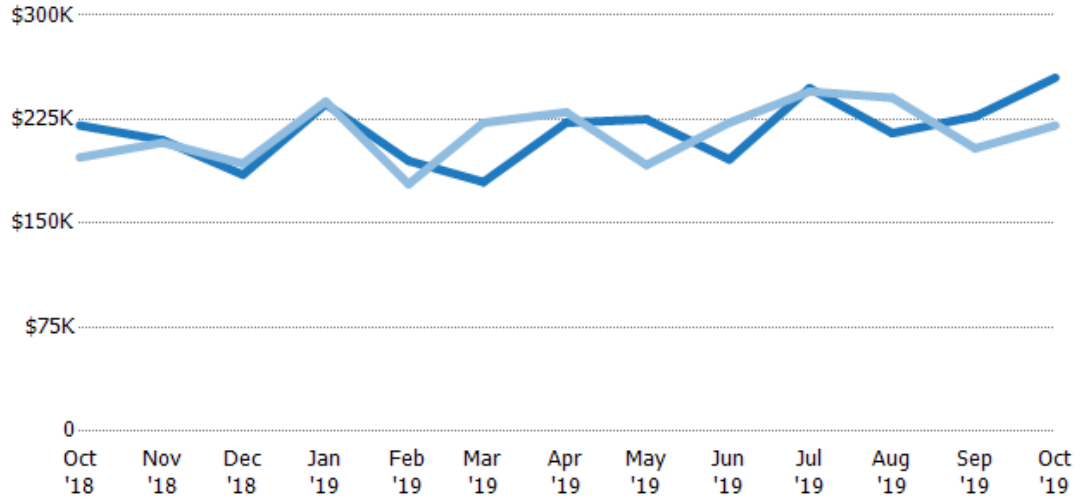
Median Sales Price

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.
Oct '19	\$255K	15.6%
Oct '18	\$221K	11.6%
Oct '17	\$198K	11.4%



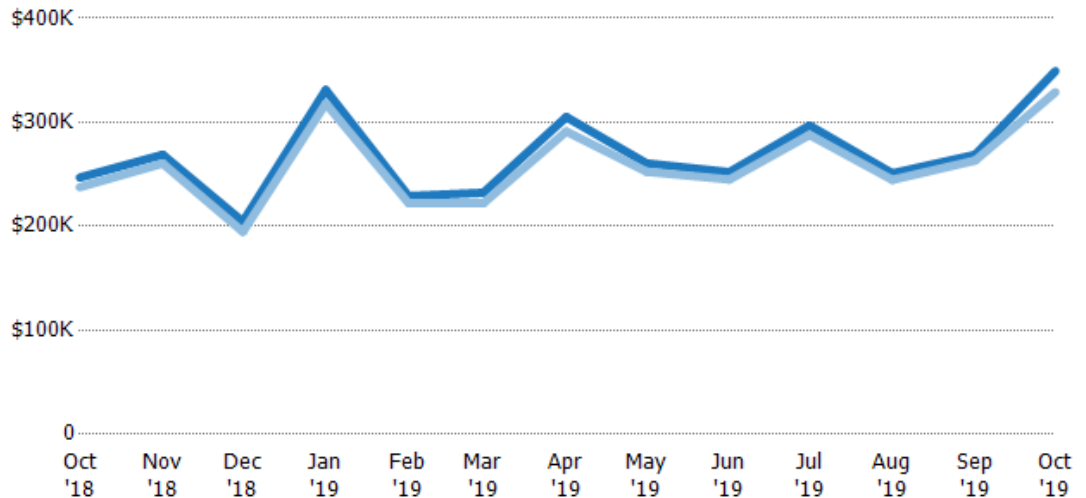
	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19
Current Year	\$221K	\$210K	\$185K	\$236K	\$195K	\$180K	\$223K	\$225K	\$196K	\$247K	\$215K	\$227K	\$255K
Prior Year	\$198K	\$208K	\$193K	\$238K	\$178K	\$223K	\$230K	\$192K	\$223K	\$245K	\$241K	\$204K	\$221K
Percent Change from Prior Year	12%	1%	-4%	-1%	9%	-19%	-3%	17%	-12%	1%	-11%	11%	16%

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



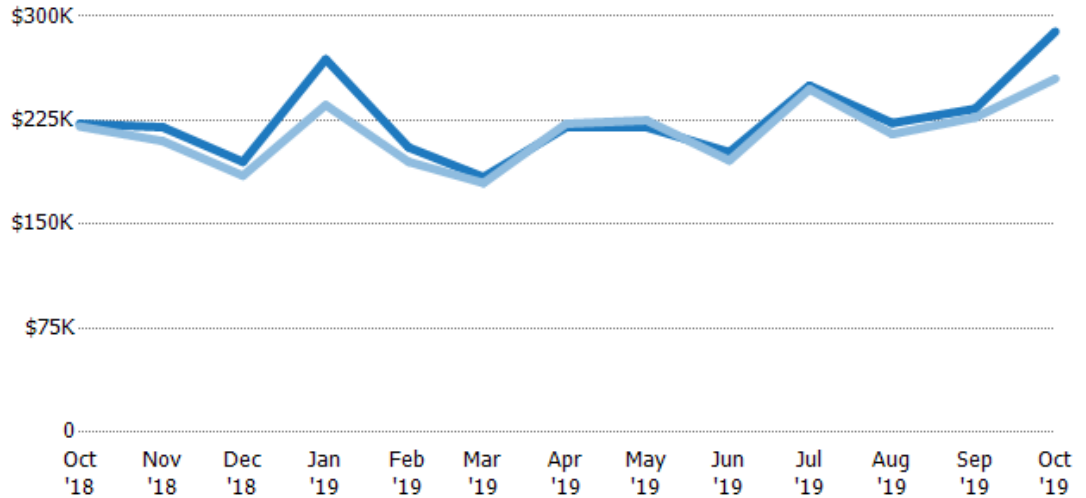
	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19
Avg List Price	\$247K	\$269K	\$204K	\$331K	\$229K	\$232K	\$305K	\$261K	\$252K	\$297K	\$251K	\$269K	\$349K
Avg Sales Price	\$238K	\$260K	\$195K	\$318K	\$222K	\$222K	\$291K	\$253K	\$245K	\$288K	\$245K	\$263K	\$329K
Avg Sales Price as a % of Avg List Price	96%	97%	95%	96%	97%	96%	95%	97%	97%	97%	98%	98%	94%

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



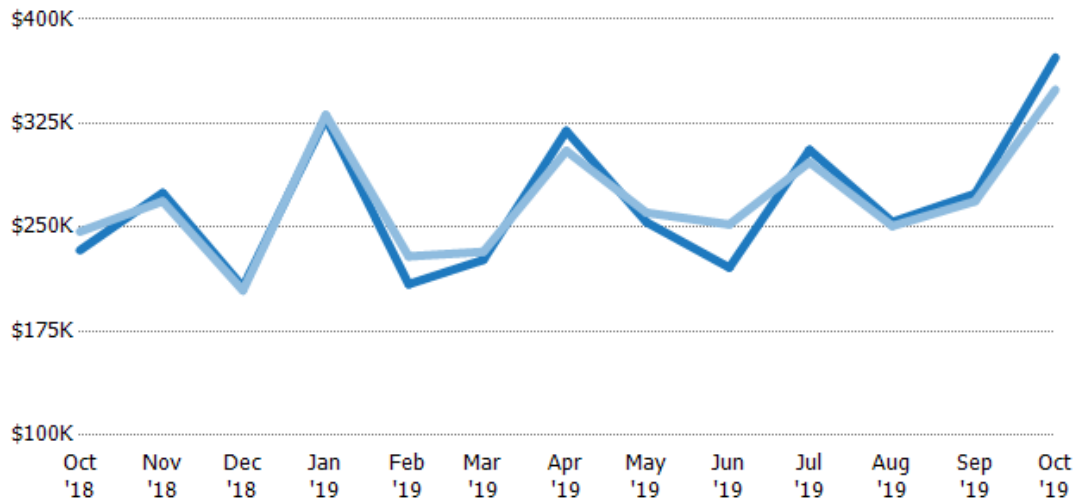
	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19
Median List Price	\$223K	\$220K	\$195K	\$269K	\$205K	\$184K	\$220K	\$220K	\$202K	\$250K	\$223K	\$233K	\$289K
Median Sales Price	\$221K	\$210K	\$185K	\$236K	\$195K	\$180K	\$223K	\$225K	\$196K	\$247K	\$215K	\$227K	\$255K
Med Sales Price as a % of Med List Price	99%	95%	95%	88%	95%	98%	101%	102%	97%	99%	96%	97%	88%

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



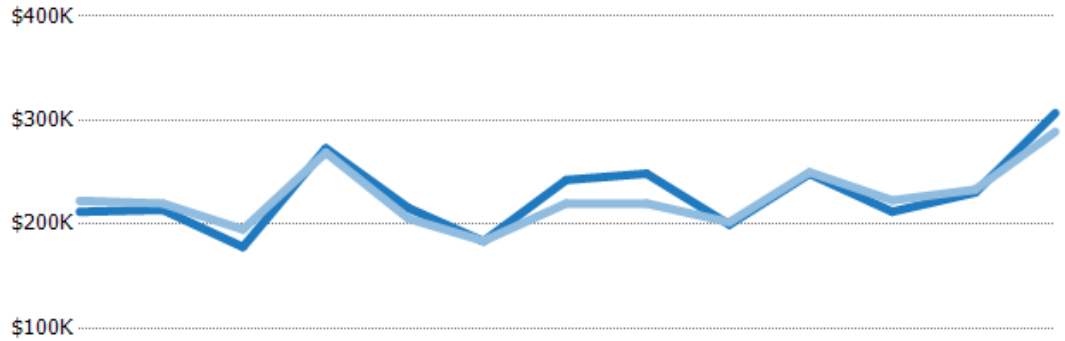
	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19
Avg Est Value	\$233K	\$275K	\$207K	\$329K	\$209K	\$227K	\$319K	\$254K	\$221K	\$306K	\$254K	\$274K	\$372K
Avg Sales Price	\$247K	\$269K	\$204K	\$331K	\$229K	\$232K	\$305K	\$261K	\$252K	\$297K	\$251K	\$269K	\$349K
Avg Sales Price as a % of Avg Est Value	106%	98%	99%	101%	110%	103%	96%	103%	114%	97%	99%	98%	94%

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



	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	\$212K	\$214K	\$178K	\$273K	\$216K	\$184K	\$243K	\$249K	\$200K	\$248K	\$212K	\$231K	\$307K
Median Sales Price	\$223K	\$220K	\$195K	\$269K	\$205K	\$184K	\$220K	\$220K	\$202K	\$250K	\$223K	\$233K	\$289K
Med Sales Price as a % of Med Est Value	105%	103%	109%	99%	95%	100%	91%	88%	101%	101%	105%	101%	94%