

## 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	+ / -
<b>Listing Activity Charts Metrics</b>						
New Listing Count	69	82	-15.9%	734	682	+7.6%
New Listing Volume	\$21,198,399	\$21,856,399	-3%	\$216,249,183	\$189,519,234	+14.1%
Active Listing Count	408	418	-2.4%	N/A	N/A	
Active Listing Volume	\$146,394,483	\$146,444,385	0%	N/A	N/A	
Average Listing Price	\$358,810	\$350,345	+2.4%	\$354,968	\$342,301	+3.7%
Median Listing Price	\$302,450	\$275,000	+10%	\$290,236	\$266,573	+8.9%
Median Days in RPR	106	114	-7%	128.99	134.69	-4.2%
Months of Inventory	5.7	5.8	-1%	8.3	7.4	+11.5%
Absorption Rate	17.4%	17.22%	+0.2%	12.05%	13.44%	-1.4%
<b>Sales Activity Charts Metrics</b>						
New Pending Sales Count	67	68	-1.5%	646	503	+28.4%
New Pending Sales Volume	\$17,770,949	\$16,811,200	+5.7%	\$173,433,034	\$125,857,300	+37.8%
Pending Sales Count	115	108	+6.5%	N/A	N/A	
Pending Sales Volume	\$35,183,649	\$28,531,200	+23.3%	N/A	N/A	
Closed Sales Count	65	57	+14%	474	413	+14.8%
Closed Sales Volume	\$17,111,190	\$12,302,300	+39.1%	\$123,813,735	\$100,959,887	+22.6%
Average Sales Price	\$263,249	\$215,830	+22%	\$261,210	\$244,455	+6.9%
Median Sales Price	\$227,000	\$204,000	+11.3%	\$217,859	\$221,371	-1.6%

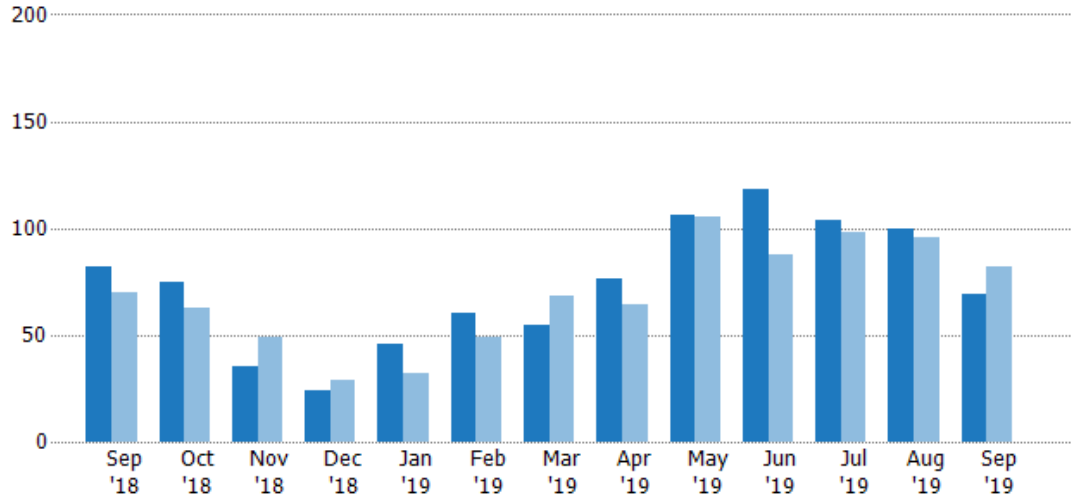
## New Listings

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.
Sep '19	69	-15.9%
Sep '18	82	17.1%
Sep '17	70	-14.3%



	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	82	75	35	24	46	60	55	76	106	118	104	100	69
Prior Year	70	63	49	29	32	49	68	64	105	88	98	96	82
Percent Change from Prior Year	17%	19%	-29%	-17%	44%	22%	-19%	19%	1%	34%	6%	4%	-16%

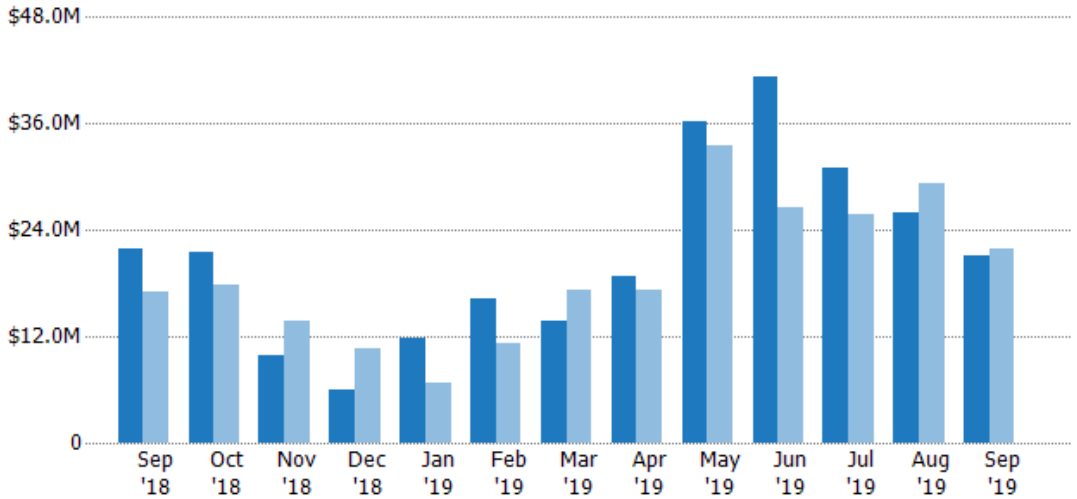
## New Listing Volume

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.
Sep '19	\$21.2M	-3%
Sep '18	\$21.9M	28.5%
Sep '17	\$17M	-21.9%



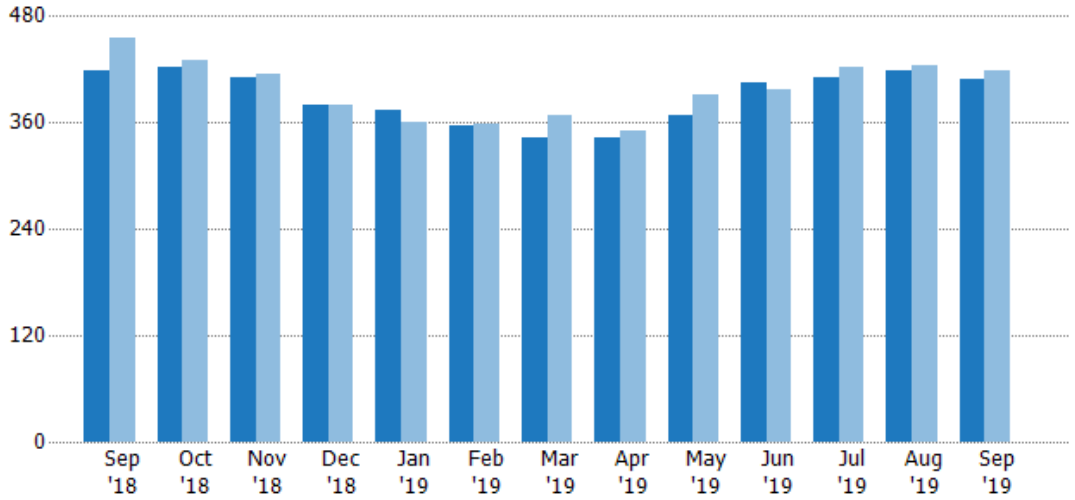
	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19
Current Year	\$21.9M	\$21.6M	\$9.78M	\$6.07M	\$11.8M	\$16.2M	\$13.8M	\$18.9M	\$36.2M	\$41.2M	\$31.1M	\$26M	\$21.2M
Prior Year	\$17M	\$17.7M	\$13.7M	\$10.6M	\$6.8M	\$11.3M	\$17.3M	\$17.2M	\$33.5M	\$26.5M	\$25.7M	\$29.3M	\$21.9M
Percent Change from Prior Year	28%	22%	-29%	-42%	73%	43%	-20%	10%	8%	55%	21%	-11%	-3%

## 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.
Sep '19	408	-2.4%
Sep '18	418	-8.1%
Sep '17	455	-9%

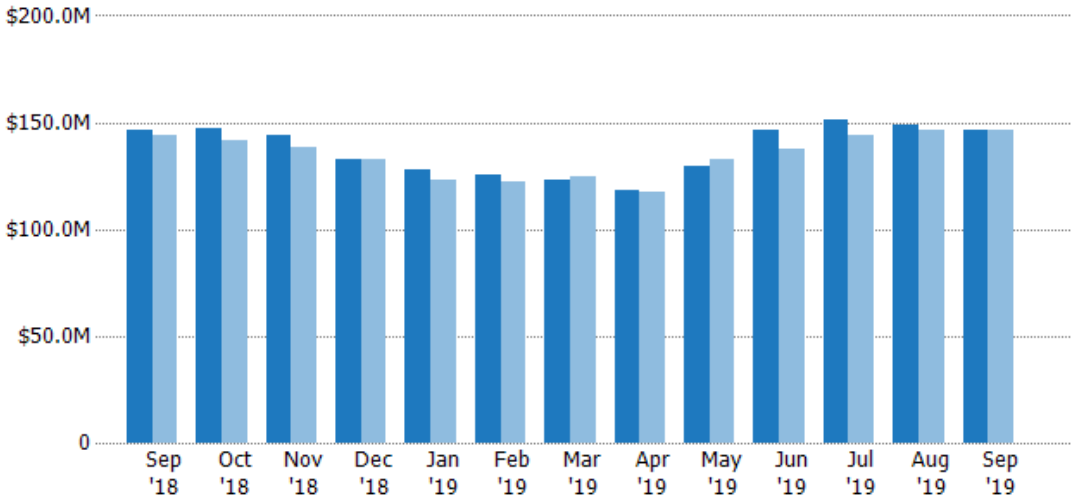
	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19
Current Year	418	423	411	379	374	357	343	342	368	405	410	419	408
Prior Year	455	430	415	380	360	358	368	350	392	397	423	424	418
Percent Change from Prior Year	-8%	-2%	-1%	0%	4%	0%	-7%	-2%	-6%	2%	-3%	-1%	-2%

## 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.
Sep '19	\$146M	0%
Sep '18	\$146M	1.5%
Sep '17	\$144M	-19.2%

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

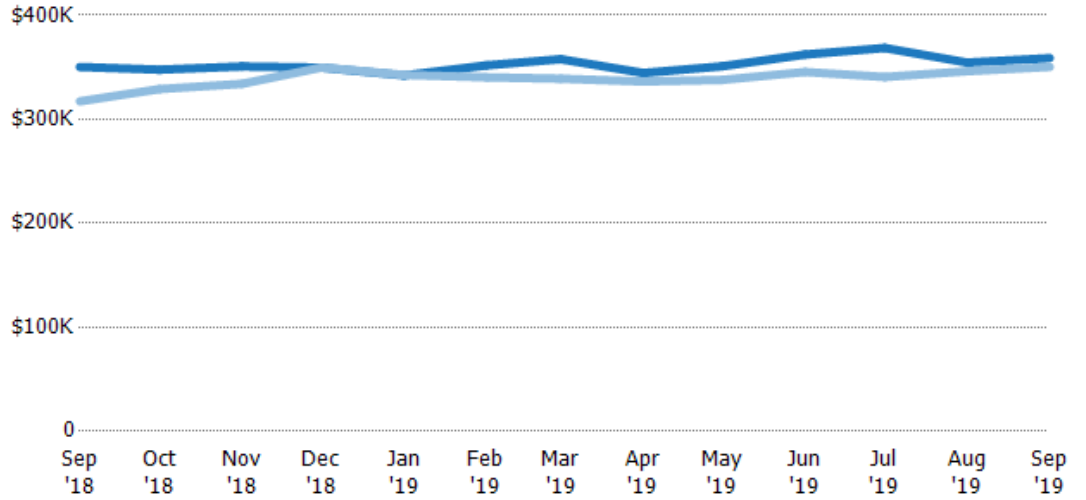
## Average Listing Price

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.
Sep '19	\$359K	2.4%
Sep '18	\$350K	10.4%
Sep '17	\$317K	-11.2%



Current Year	\$350K	\$348K	\$351K	\$350K	\$342K	\$352K	\$358K	\$345K	\$351K	\$362K	\$369K	\$355K	\$359K
Prior Year	\$317K	\$329K	\$334K	\$350K	\$343K	\$340K	\$339K	\$336K	\$338K	\$345K	\$341K	\$346K	\$350K
Percent Change from Prior Year	10%	6%	5%	0%	0%	3%	6%	2%	4%	5%	8%	2%	2%

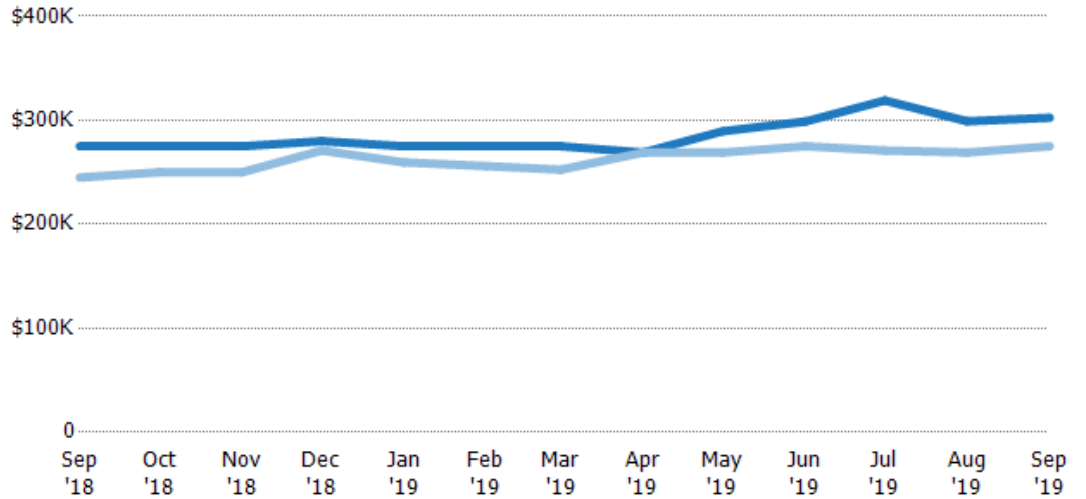
## Median Listing Price

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.
Sep '19	\$302K	10%
Sep '18	\$275K	12.2%
Sep '17	\$245K	-10.4%



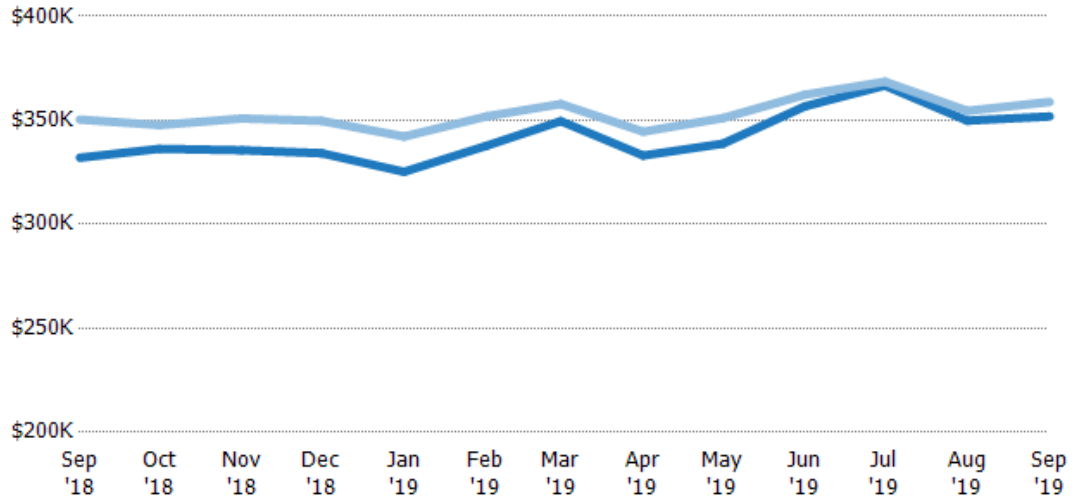
Current Year	\$275K	\$275K	\$275K	\$280K	\$275K	\$275K	\$275K	\$269K	\$289K	\$299K	\$319K	\$299K	\$302K
Prior Year	\$245K	\$250K	\$250K	\$271K	\$260K	\$256K	\$253K	\$269K	\$269K	\$275K	\$271K	\$269K	\$275K
Percent Change from Prior Year	12%	10%	10%	3%	6%	7%	9%	0%	8%	9%	18%	11%	10%

## 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



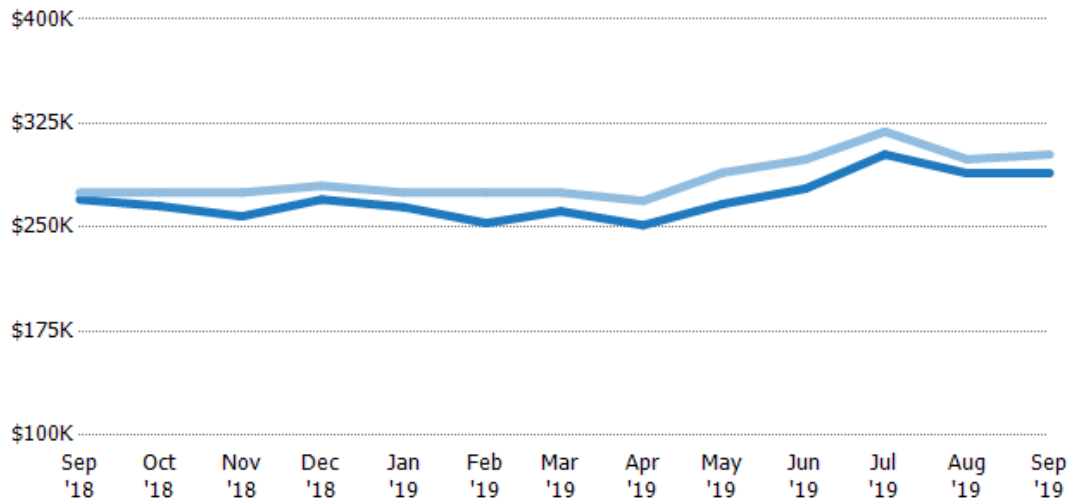
	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19
Avg Est Value	\$332K	\$336K	\$336K	\$334K	\$325K	\$338K	\$350K	\$333K	\$339K	\$357K	\$367K	\$350K	\$352K
Avg Listing Price	\$350K	\$348K	\$351K	\$350K	\$342K	\$352K	\$358K	\$345K	\$351K	\$362K	\$369K	\$355K	\$359K
Avg Listing Price as a % of Avg Est Value	106%	103%	105%	105%	105%	104%	102%	103%	104%	102%	101%	101%	102%

## 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



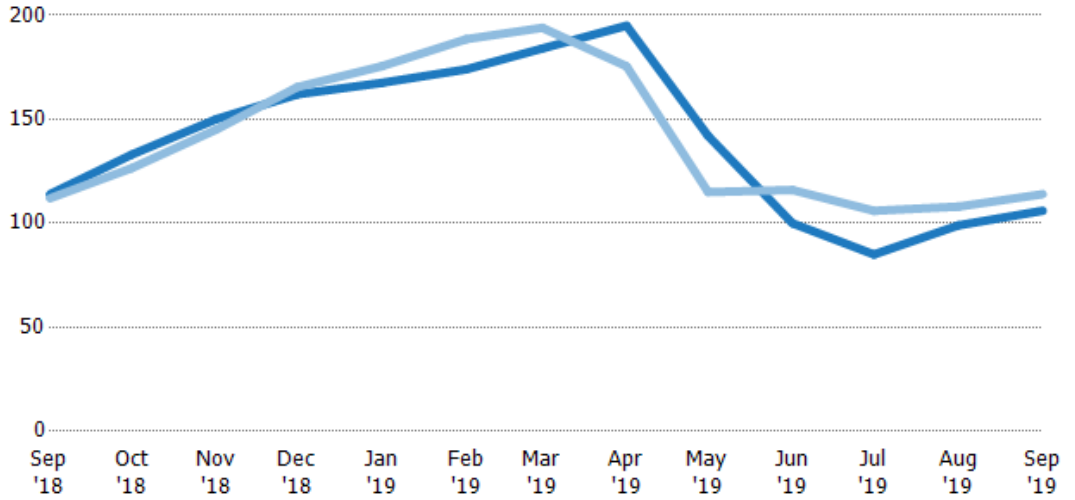
	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19
Median Est Value	\$270K	\$265K	\$258K	\$270K	\$265K	\$253K	\$262K	\$252K	\$267K	\$278K	\$303K	\$289K	\$289K
Median Listing Price	\$275K	\$275K	\$275K	\$280K	\$275K	\$275K	\$275K	\$269K	\$289K	\$299K	\$319K	\$299K	\$302K
Med Listing Price as a % of Med Est Value	102%	104%	107%	104%	104%	109%	105%	107%	108%	108%	105%	104%	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.
Sep '19	106	-7%
Sep '18	114	1.8%
Sep '17	112	0.9%

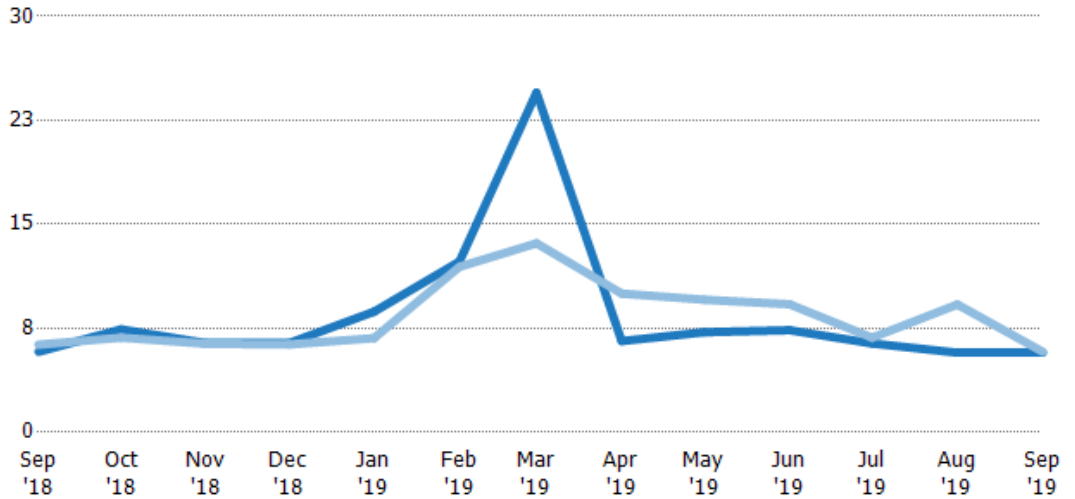
	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19
Current Year	114	133	150	162	168	174	184	195	142	100	85	99	106
Prior Year	112	127	145	166	176	189	194	176	115	116	106	108	114
Percent Change from Prior Year	2%	5%	3%	-2%	-5%	-8%	-5%	11%	23%	-14%	-20%	-8%	-7%

## 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.
Sep '19	5.75	-1%
Sep '18	5.81	-8.1%
Sep '17	6.32	7.4%

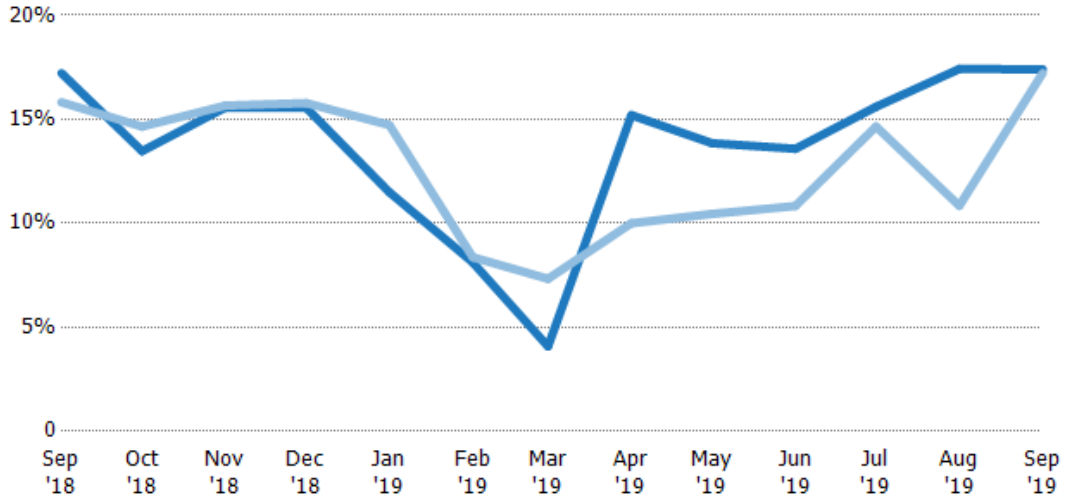
	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19
Current Year	5.81	7.42	6.42	6.42	8.7	12.3	24.5	6.58	7.22	7.36	6.41	5.74	5.75
Prior Year	6.32	6.83	6.38	6.33	6.79	11.9	13.6	10	9.56	9.23	6.82	9.22	5.81
Percent Change from Prior Year	-8%	9%	1%	1%	28%	3%	80%	-34%	-25%	-20%	-6%	-38%	-1%

## 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.
Sep '19	17%	-0.2%
Sep '18	17%	-1.4%
Sep '17	16%	-6.9%

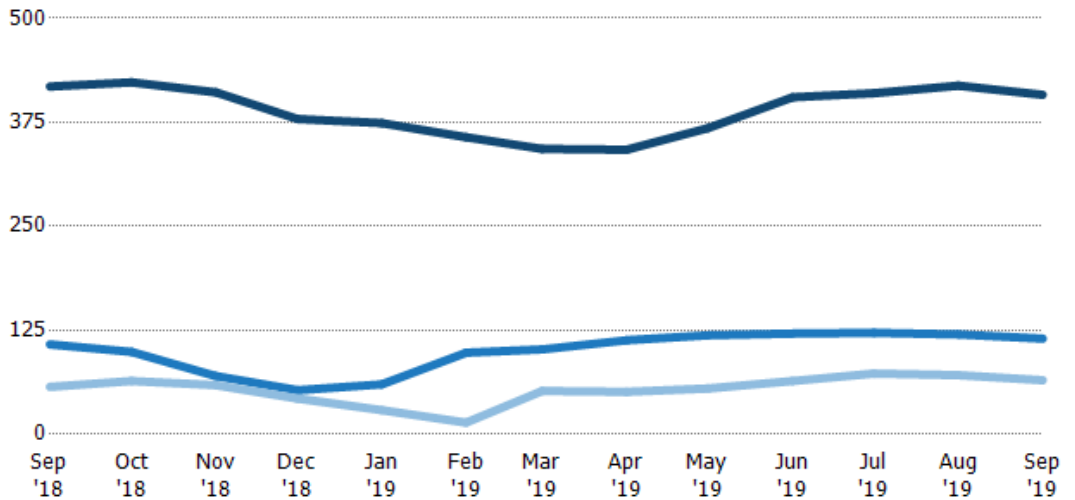
	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19
Current Year	17%	13%	16%	16%	11%	8%	4%	15%	14%	14%	16%	17%	17%
Prior Year	16%	15%	16%	16%	15%	8%	7%	10%	10%	11%	15%	11%	17%
Change from Prior Year	-1%	1%	0%	0%	3%	0%	3%	-5%	-3%	-3%	-1%	-7%	0%

## 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



	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	418	423	411	379	374	357	343	342	368	405	410	419	408
Pending	108	99	70	53	60	98	102	113	119	121	122	120	115
Sold	57	64	59	43	29	14	52	51	55	64	73	71	65

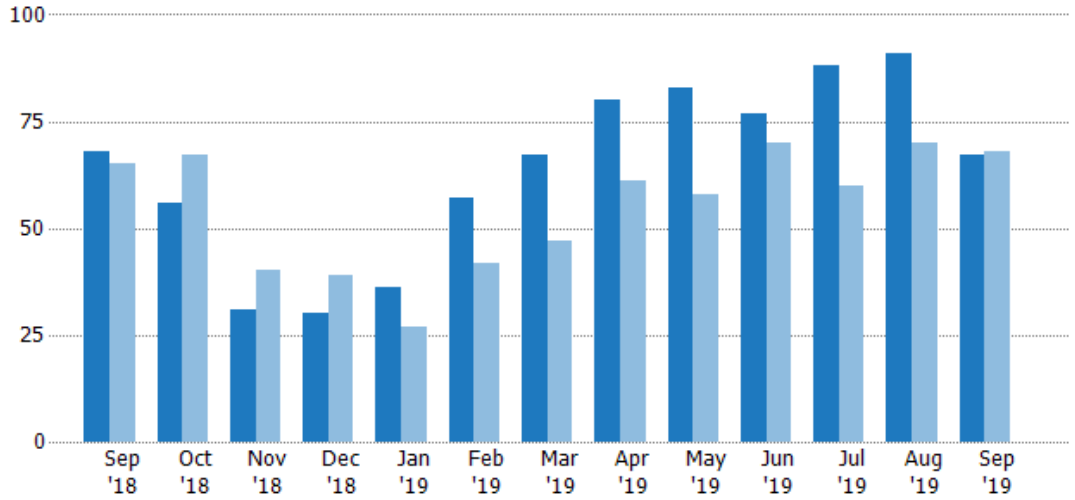
## New Pending Sales

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.
Sep '19	67	-1.5%
Sep '18	68	4.6%
Sep '17	65	-26.2%



Current Year	68	56	31	30	36	57	67	80	83	77	88	91	67
Prior Year	65	67	40	39	27	42	47	61	58	70	60	70	68
Percent Change from Prior Year	5%	-16%	-23%	-23%	33%	36%	43%	31%	43%	10%	47%	30%	-1%

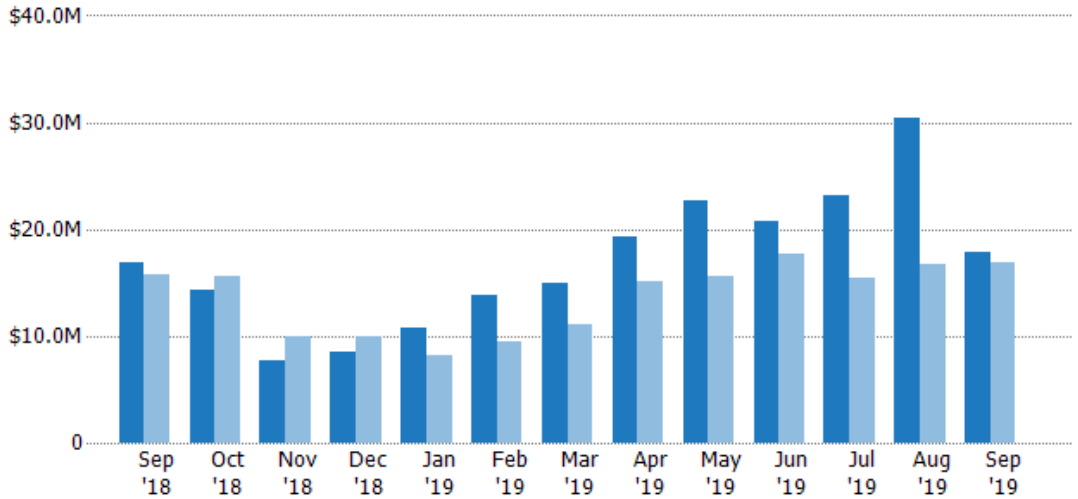
## New Pending Sales Volume

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.
Sep '19	\$17.8M	5.7%
Sep '18	\$16.8M	6.3%
Sep '17	\$15.8M	-25.1%



Current Year	\$16.8M	\$14.4M	\$7.67M	\$8.45M	\$10.8M	\$13.8M	\$14.9M	\$19.2M	\$22.7M	\$20.8M	\$23.2M	\$30.4M	\$17.8M
Prior Year	\$15.8M	\$15.6M	\$9.94M	\$9.97M	\$8.23M	\$9.46M	\$11.1M	\$15.1M	\$15.5M	\$17.6M	\$15.4M	\$16.7M	\$16.8M
Percent Change from Prior Year	6%	-8%	-23%	-15%	31%	46%	34%	28%	46%	18%	51%	82%	6%



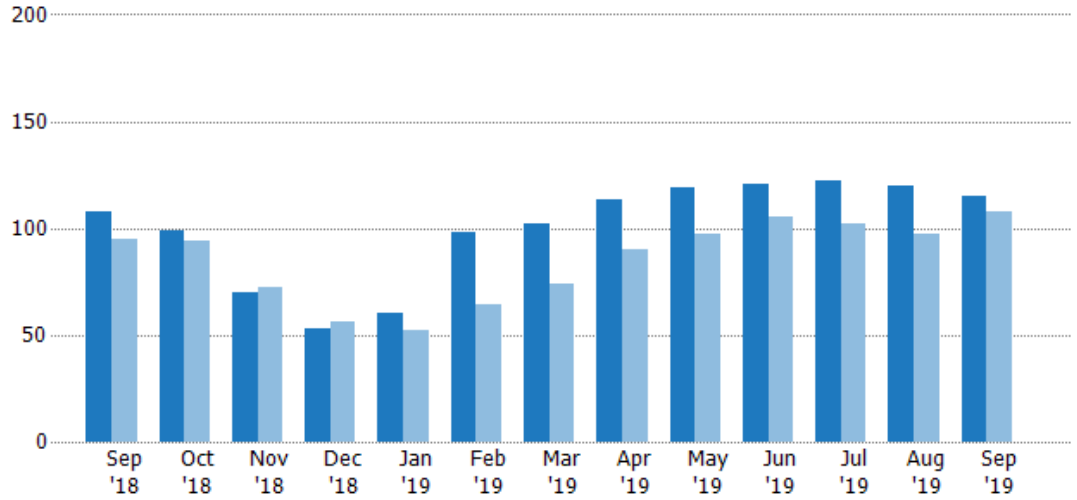
## Pending Sales

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.
Sep '19	115	6.5%
Sep '18	108	13.7%
Sep '17	95	-4.2%



Current Year	108	99	70	53	60	98	102	113	119	121	122	120	115
Prior Year	95	94	72	56	52	64	74	90	97	105	102	97	108
Percent Change from Prior Year	14%	5%	-3%	-5%	15%	53%	38%	26%	23%	15%	20%	24%	6%

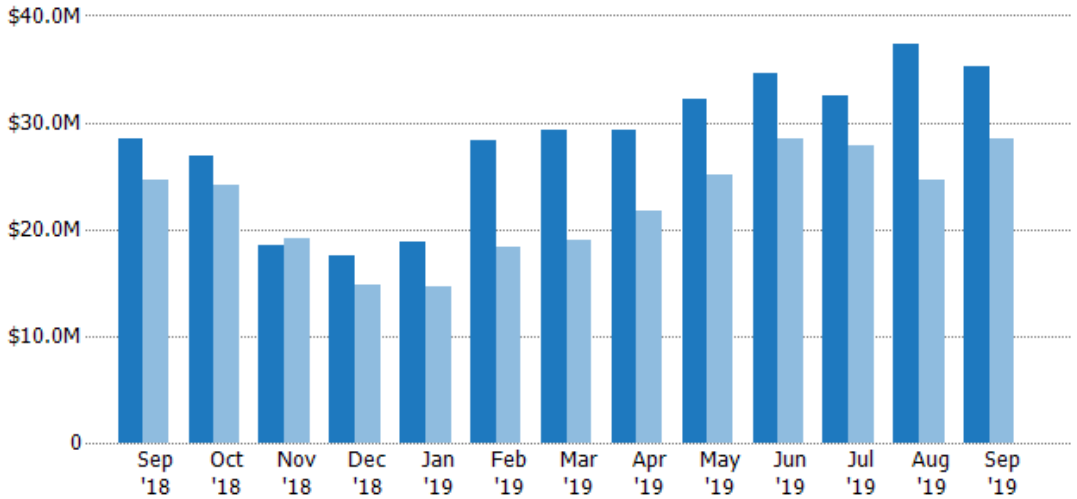
## Pending Sales Volume

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.
Sep '19	\$35.2M	23.3%
Sep '18	\$28.5M	16%
Sep '17	\$24.6M	-10.1%



Current Year	\$28.5M	\$26.8M	\$18.5M	\$17.5M	\$18.8M	\$28.3M	\$29.2M	\$29.3M	\$32.2M	\$34.5M	\$32.5M	\$37.3M	\$35.2M
Prior Year	\$24.6M	\$24.2M	\$19.1M	\$14.8M	\$14.7M	\$18.4M	\$18.9M	\$21.7M	\$25M	\$28.4M	\$27.9M	\$24.7M	\$28.5M
Percent Change from Prior Year	16%	11%	-3%	18%	28%	54%	54%	35%	29%	22%	16%	51%	23%

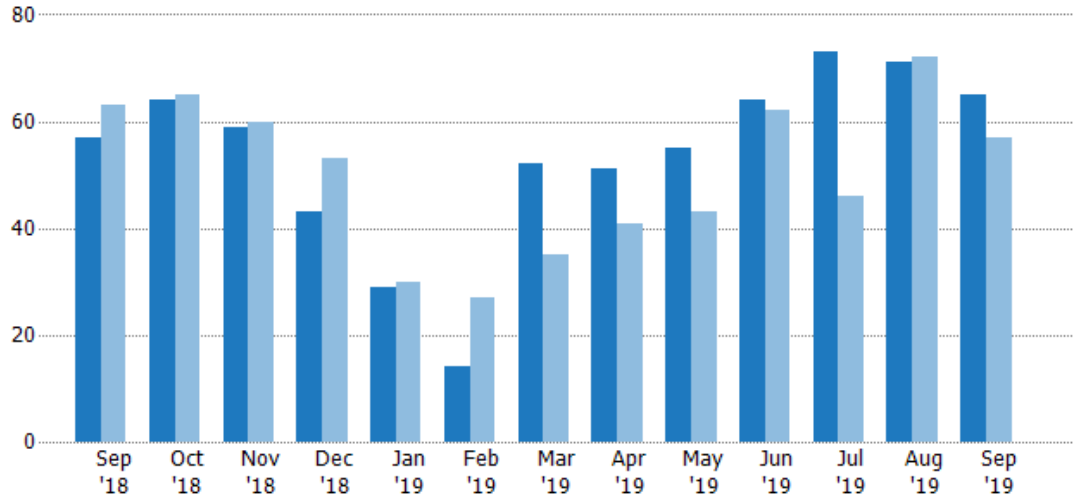
## Closed Sales

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.
Sep '19	65	14%
Sep '18	57	-9.5%
Sep '17	63	-30.2%



Current Year	57	64	59	43	29	14	52	51	55	64	73	71	65
Prior Year	63	65	60	53	30	27	35	41	43	62	46	72	57
Percent Change from Prior Year	-10%	-2%	-2%	-19%	-3%	-48%	49%	24%	28%	3%	59%	-1%	14%

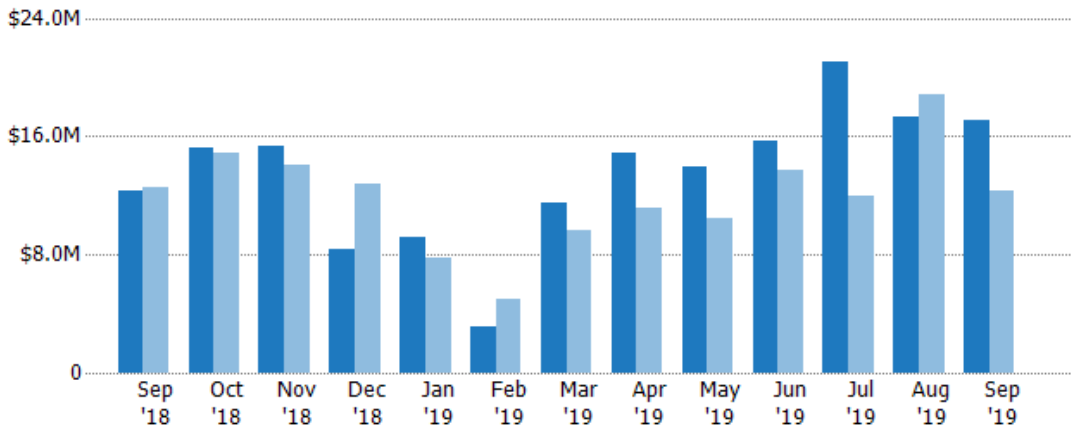
## Closed Sales Volume

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.
Sep '19	\$17.1M	39.1%
Sep '18	\$12.3M	-1.9%
Sep '17	\$12.5M	-37.3%



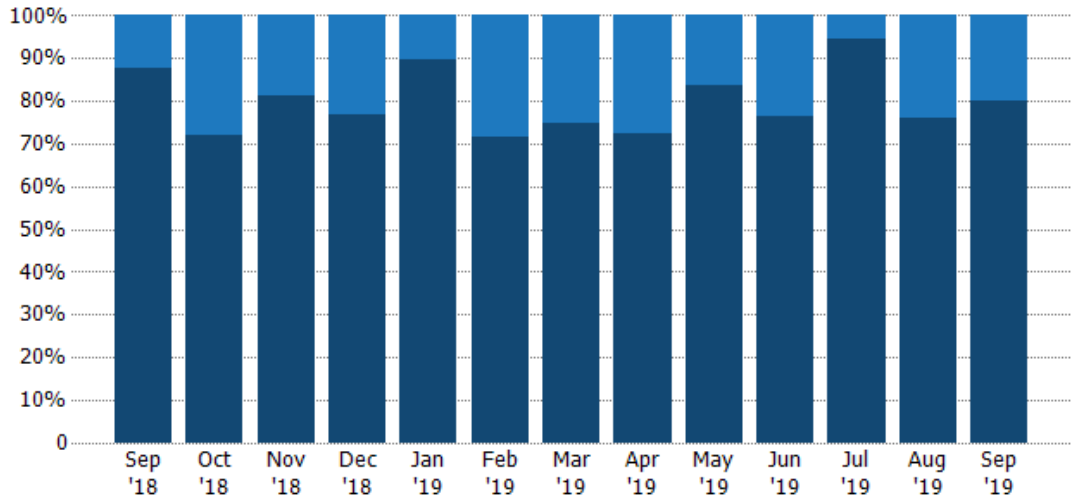
Current Year	\$12.3M	\$15.2M	\$15.4M	\$8.37M	\$9.22M	\$3.11M	\$11.6M	\$14.9M	\$13.9M	\$15.7M	\$21M	\$17.4M	\$17.1M
Prior Year	\$12.5M	\$14.9M	\$14.1M	\$12.8M	\$7.82M	\$4.94M	\$9.63M	\$11.2M	\$10.5M	\$13.8M	\$12M	\$18.9M	\$12.3M
Percent Change from Prior Year	-2%	2%	9%	-34%	18%	-37%	20%	33%	33%	14%	75%	-8%	39%

## 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



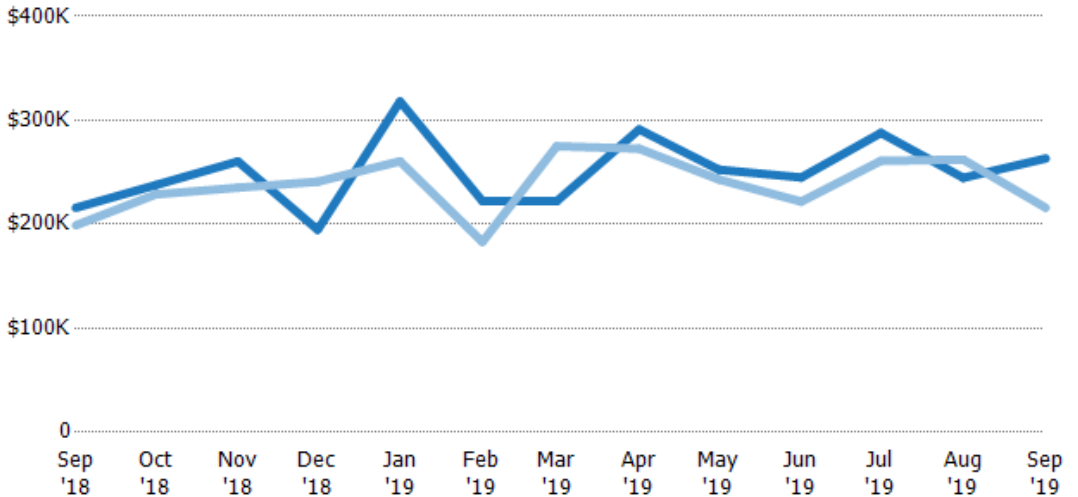
Condo/Townhouse	12%	28%	19%	23%	10%	29%	25%	27%	16%	23%	5%	24%	20%
Single Family Residence	88%	72%	81%	77%	90%	71%	75%	73%	84%	77%	95%	76%	80%

## 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



Month/Year	Price	% Chg.
Sep '19	\$263K	22%
Sep '18	\$216K	8.5%
Sep '17	\$199K	-10.3%

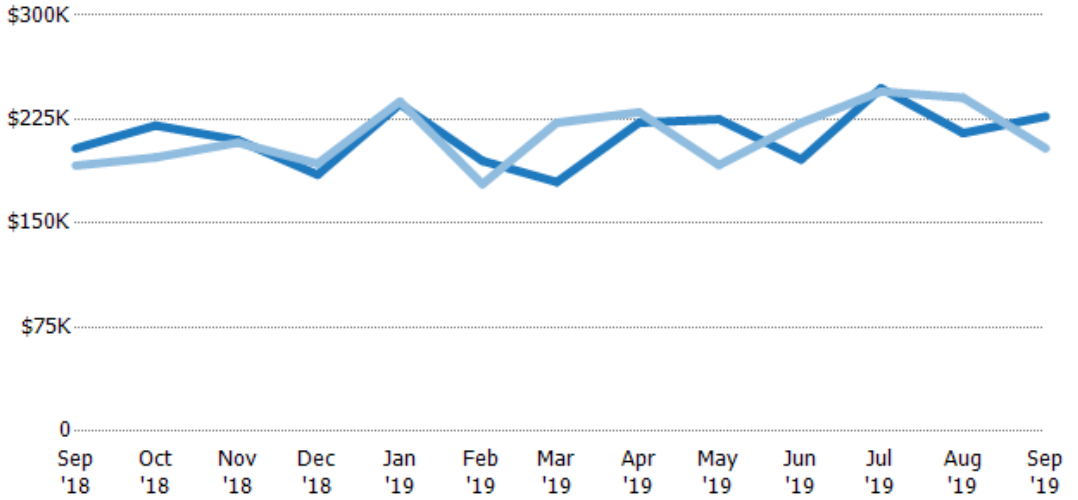
Current Year	\$216K	\$238K	\$260K	\$195K	\$318K	\$222K	\$222K	\$291K	\$253K	\$245K	\$288K	\$245K	\$263K
Prior Year	\$199K	\$229K	\$235K	\$241K	\$261K	\$183K	\$275K	\$273K	\$243K	\$222K	\$261K	\$262K	\$216K
Percent Change from Prior Year	8%	4%	11%	-19%	22%	21%	-19%	7%	4%	10%	10%	-7%	22%

## 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



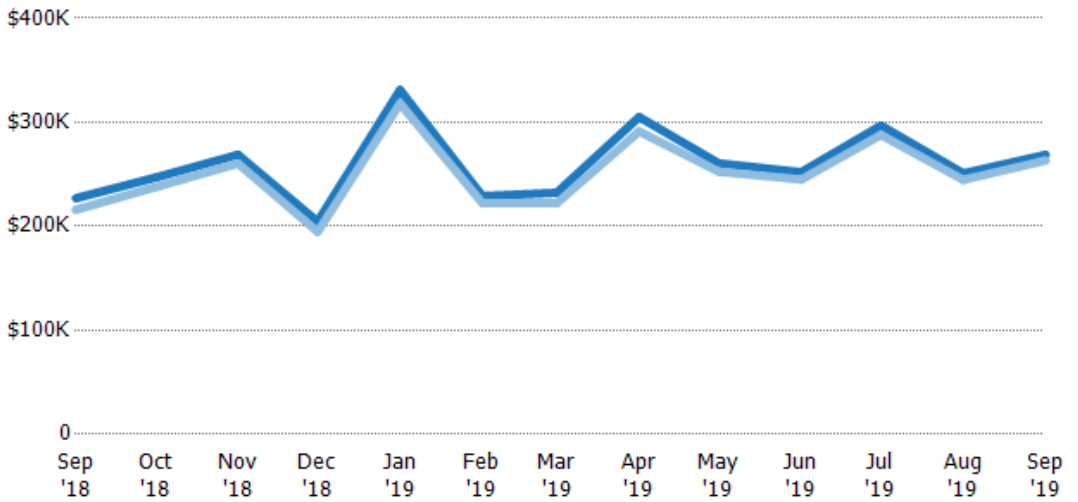
Month/Year	Current Year	Prior Year	Percent Change from Prior Year
Sep '18	\$204K	\$192K	6%
Oct '18	\$221K	\$198K	12%
Nov '18	\$210K	\$208K	1%
Dec '18	\$185K	\$193K	-4%
Jan '19	\$236K	\$238K	-1%
Feb '19	\$195K	\$178K	9%
Mar '19	\$180K	\$223K	-19%
Apr '19	\$223K	\$230K	-3%
May '19	\$225K	\$192K	17%
Jun '19	\$196K	\$223K	-12%
Jul '19	\$247K	\$245K	1%
Aug '19	\$215K	\$241K	-11%
Sep '19	\$227K	\$204K	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



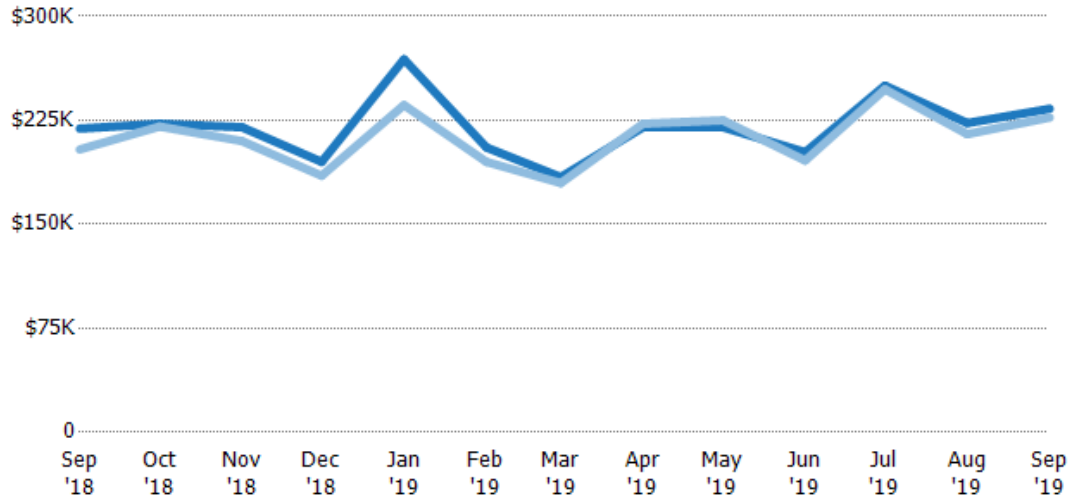
Month/Year	Avg List Price	Avg Sales Price	Avg Sales Price as a % of Avg List Price
Sep '18	\$227K	\$216K	95%
Oct '18	\$247K	\$238K	96%
Nov '18	\$269K	\$260K	97%
Dec '18	\$204K	\$195K	95%
Jan '19	\$331K	\$318K	96%
Feb '19	\$229K	\$222K	97%
Mar '19	\$232K	\$222K	96%
Apr '19	\$305K	\$291K	95%
May '19	\$261K	\$253K	97%
Jun '19	\$252K	\$245K	97%
Jul '19	\$297K	\$288K	97%
Aug '19	\$251K	\$245K	98%
Sep '19	\$269K	\$263K	98%

## Median Sales Price vs Median Listing Price

The median sales price as a percentage of the median listing price for properties sold each month.

### Filters Used

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



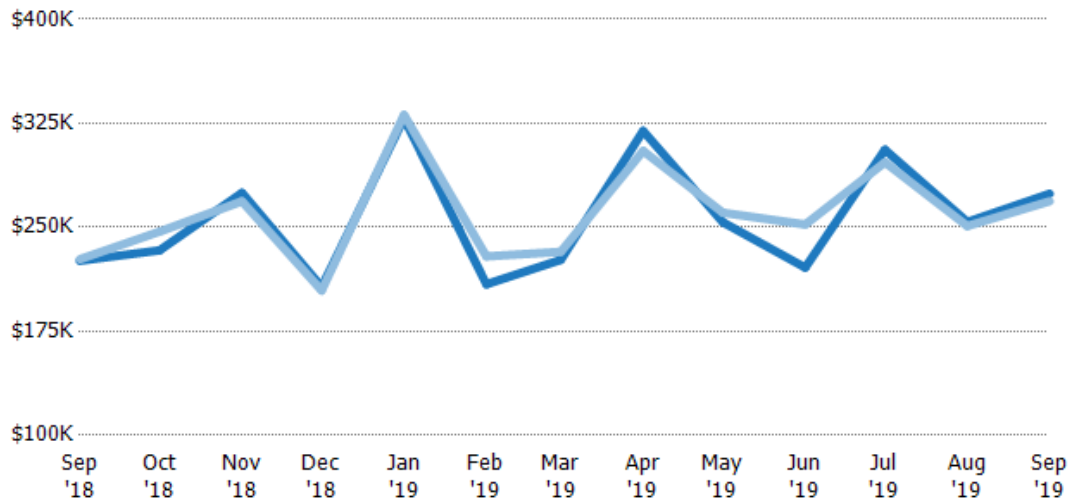
	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19
Median List Price	\$219K	\$223K	\$220K	\$195K	\$269K	\$205K	\$184K	\$220K	\$220K	\$202K	\$250K	\$223K	\$233K
Median Sales Price	\$204K	\$221K	\$210K	\$185K	\$236K	\$195K	\$180K	\$223K	\$225K	\$196K	\$247K	\$215K	\$227K
Med Sales Price as a % of Med List Price	93%	99%	95%	95%	88%	95%	98%	101%	102%	97%	99%	96%	97%

## 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



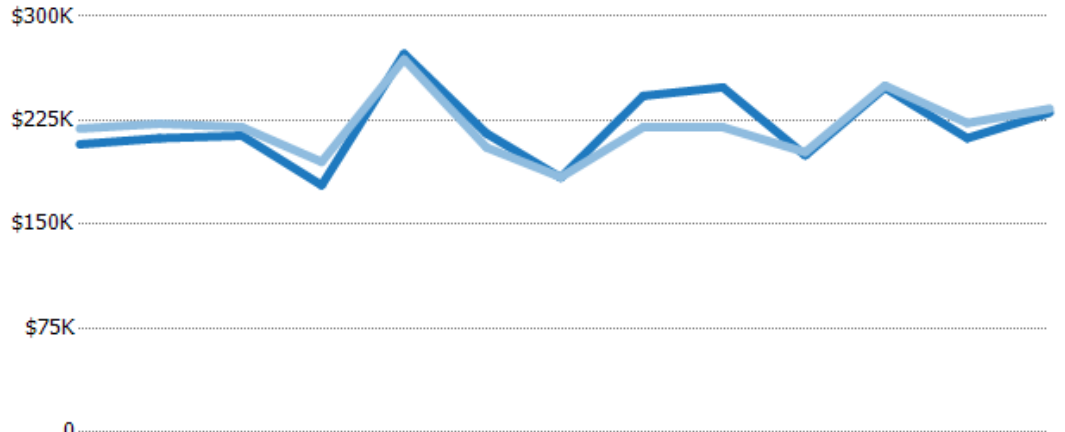
	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19
Avg Est Value	\$226K	\$233K	\$275K	\$207K	\$329K	\$209K	\$227K	\$319K	\$254K	\$221K	\$306K	\$254K	\$274K
Avg Sales Price	\$227K	\$247K	\$269K	\$204K	\$331K	\$229K	\$232K	\$305K	\$261K	\$252K	\$297K	\$251K	\$269K
Avg Sales Price as a % of Avg Est Value	100%	106%	98%	99%	101%	110%	103%	96%	103%	114%	97%	99%	98%

## 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



	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	\$208K	\$212K	\$214K	\$178K	\$273K	\$216K	\$184K	\$243K	\$249K	\$200K	\$248K	\$212K	\$231K
Median Sales Price	\$219K	\$223K	\$220K	\$195K	\$269K	\$205K	\$184K	\$220K	\$220K	\$202K	\$250K	\$223K	\$233K
Med Sales Price as a % of Med Est Value	105%	105%	103%	109%	99%	95%	100%	91%	88%	101%	101%	105%	101%