

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	Mar 2020	Mar 2019	+ / -	YTD 2020	YTD 2019	+ / -
Listing Activity Charts Metrics						
New Listing Count	11	26	-57.7%	72	79	-8.9%
New Listing Volume	\$5,653,300	\$6,797,900	-16.8%	\$24,097,700	\$25,457,800	-5.3%
Active Listing Count	176	260	-32.3%	N/A	N/A	
Active Listing Volume	\$69,792,991	\$108,901,850	-35.9%	N/A	N/A	
Average Listing Price	\$396,551	\$418,853	-5.3%	\$387,089	\$418,201	-7.4%
Median Listing Price	\$289,000	\$297,000	-2.7%	\$289,867	\$295,230	-1.8%
Median Days in RPR	193	186	+3.8%	194.75	180.92	+7.6%
Months of Inventory	11	14.4	-23.8%	12	14.9	-19.6%
Absorption Rate	9.09%	6.92%	+2.2%	8.32%	6.69%	+1.6%
Sales Activity Charts Metrics						
New Pending Sales Count	20	25	-20%	62	65	-4.6%
New Pending Sales Volume	\$6,498,900	\$5,994,199	+8.4%	\$16,460,500	\$15,546,997	+5.9%
Pending Sales Count	27	31	-12.9%	N/A	N/A	
Pending Sales Volume	\$8,023,800	\$7,768,698	+3.3%	N/A	N/A	
Closed Sales Count	16	16	+/-	51	48	+6.3%
Closed Sales Volume	\$3,639,400	\$4,106,000	-11.4%	\$12,825,600	\$10,881,458	+17.9%
Average Sales Price	\$227,463	\$256,625	-11.4%	\$251,482	\$226,697	+10.9%
Median Sales Price	\$190,000	\$260,750	-27.1%	\$224,176	\$212,271	+5.6%

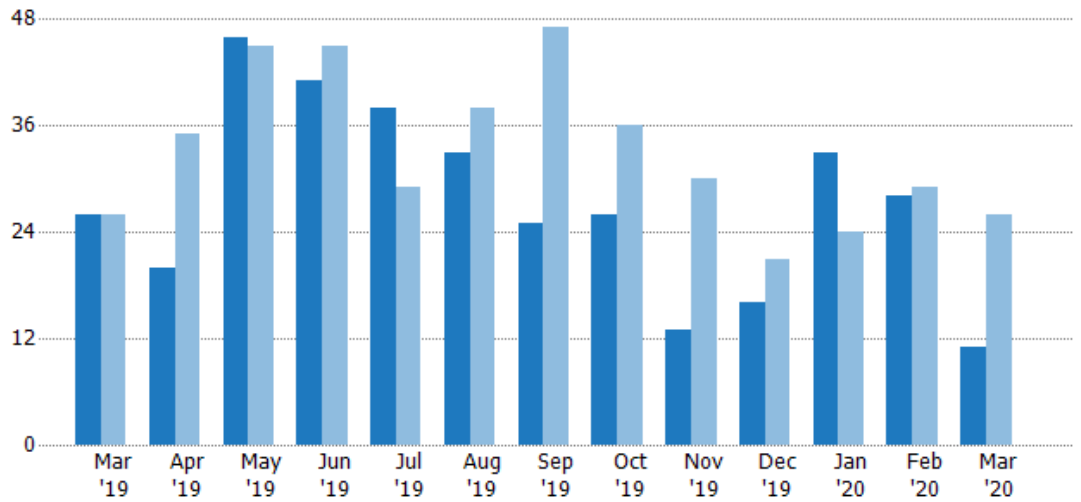
New Listings

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

Filters Used

ZIP: East Dover, VT 05341, South Newfane, VT 05351, Wardsboro, VT 05355, West Dover, VT 05356, Wilmington, VT 05363
 Property Type: Condo/Townhouse/Apt, Single Family Residence

Month/Year	Count	% Chg.
Mar '20	11	-57.7%
Mar '19	26	0%
Mar '18	26	34.6%



Current Year	26	20	46	41	38	33	25	26	13	16	33	28	11
Prior Year	26	35	45	45	29	38	47	36	30	21	24	29	26
Percent Change from Prior Year	0%	-43%	2%	-9%	31%	-13%	-47%	-28%	-57%	-24%	38%	-3%	-58%

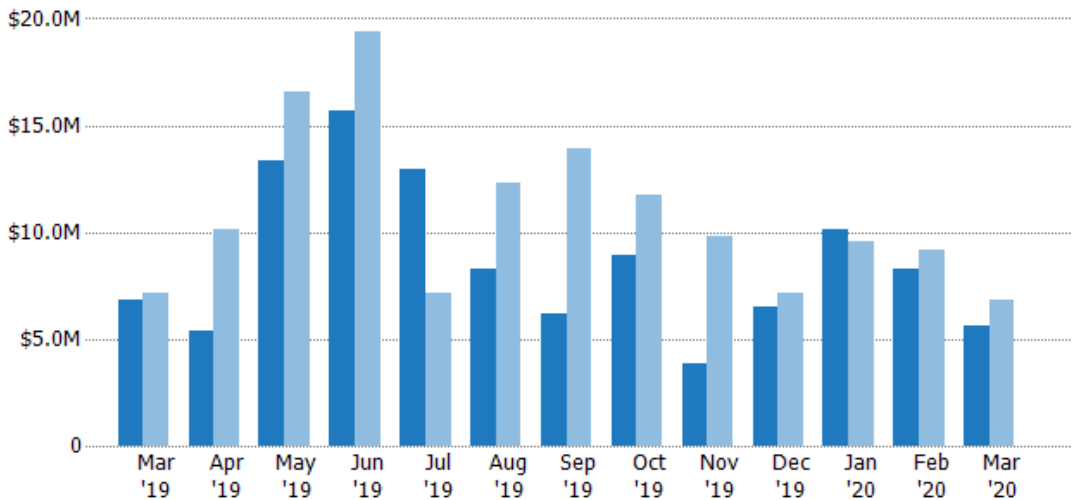
New Listing Volume

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

Filters Used

ZIP: East Dover, VT 05341, South Newfane, VT 05351, Wardsboro, VT 05355, West Dover, VT 05356, Wilmington, VT 05363
 Property Type: Condo/Townhouse/Apt, Single Family Residence

Month/Year	Volume	% Chg.
Mar '20	\$5.65M	-16.8%
Mar '19	\$6.8M	-4.7%
Mar '18	\$7.13M	58.6%



Current Year	\$6.8M	\$5.37M	\$13.3M	\$15.7M	\$12.9M	\$8.31M	\$6.21M	\$8.9M	\$3.85M	\$6.54M	\$10.2M	\$8.28M	\$5.65M
Prior Year	\$7.13M	\$10.1M	\$16.6M	\$19.4M	\$7.11M	\$12.3M	\$13.9M	\$11.7M	\$9.83M	\$7.17M	\$9.53M	\$9.13M	\$6.8M
Percent Change from Prior Year	-5%	-47%	-20%	-19%	82%	-33%	-55%	-24%	-61%	-9%	7%	-9%	-17%

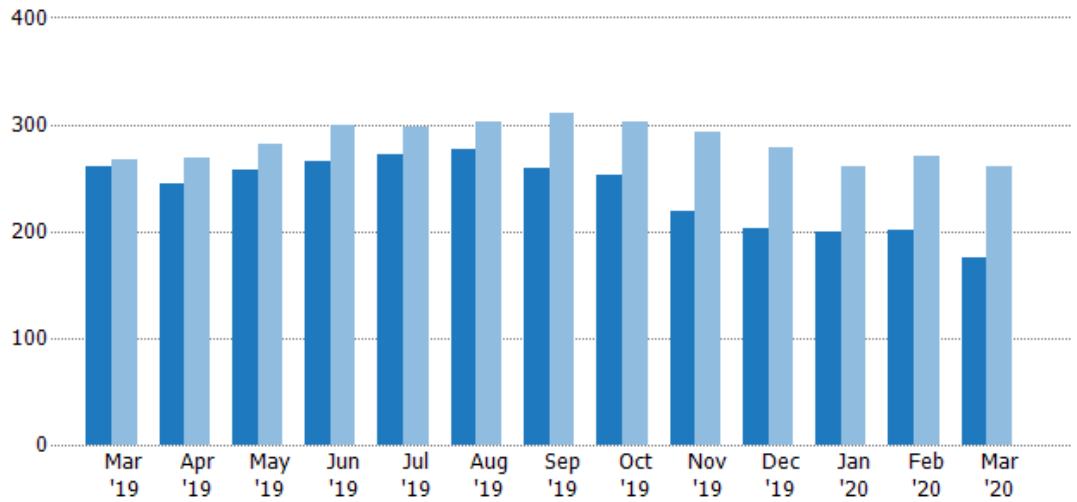
Active Listings

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

Filters Used

ZIP: East Dover, VT 05341, South Newfane, VT 05351, Wardsboro, VT 05355, West Dover, VT 05356, Wilmington, VT 05363

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



	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20
Current Year	260	244	258	265	272	277	259	252	219	202	200	201	176
Prior Year	267	269	282	299	297	302	311	302	293	279	261	271	260
Percent Change from Prior Year	-3%	-9%	-9%	-11%	-8%	-8%	-17%	-17%	-25%	-28%	-23%	-26%	-32%

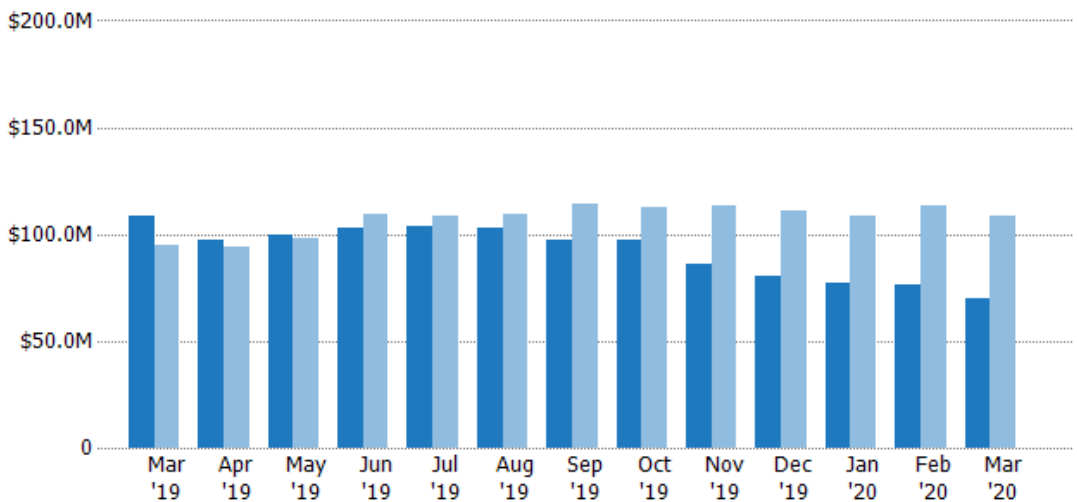
Active Listing Volume

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

Filters Used

ZIP: East Dover, VT 05341, South Newfane, VT 05351, Wardsboro, VT 05355, West Dover, VT 05356, Wilmington, VT 05363

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



	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20
Current Year	\$109M	\$97.2M	\$99.4M	\$103M	\$104M	\$103M	\$97.1M	\$97.5M	\$85.9M	\$80.1M	\$77M	\$76.6M	\$69.8M
Prior Year	\$95.1M	\$94.4M	\$98.3M	\$110M	\$108M	\$110M	\$114M	\$112M	\$113M	\$111M	\$109M	\$113M	\$109M
Percent Change from Prior Year	15%	3%	1%	-6%	-4%	-6%	-15%	-13%	-24%	-28%	-29%	-33%	-36%

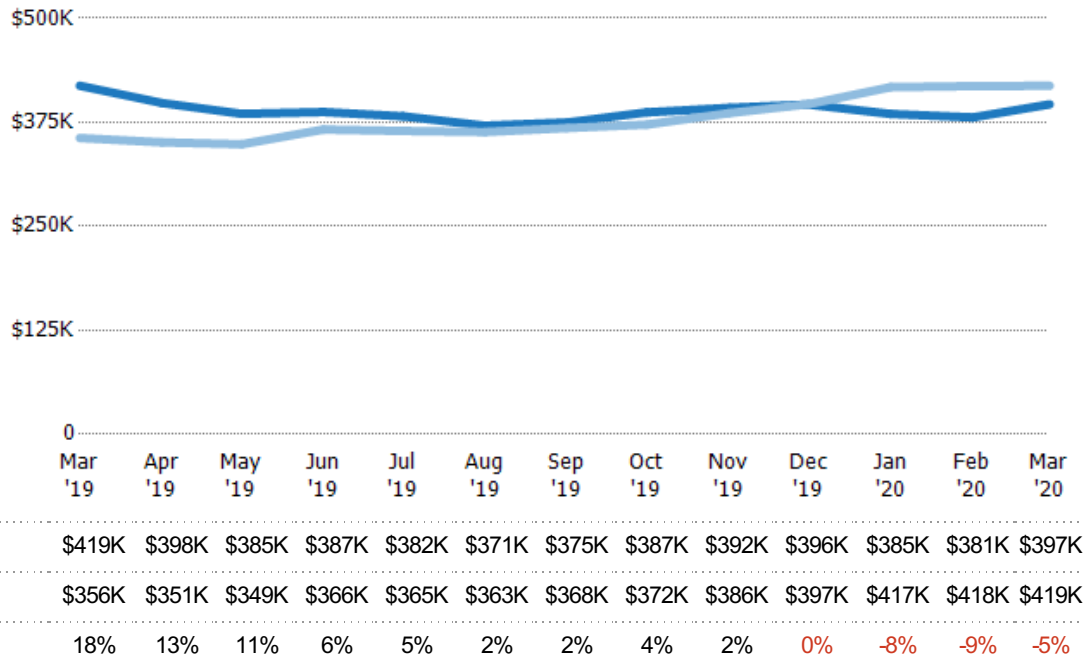
Average Listing Price

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

Filters Used

ZIP: East Dover, VT 05341, South Newfane, VT 05351, Wardsboro, VT 05355, West Dover, VT 05356, Wilmington, VT 05363
 Property Type: Condo/Townhouse/Apt, Single Family Residence

Month/Year	Price	% Chg.
Mar '20	\$397K	-5.3%
Mar '19	\$419K	17.6%
Mar '18	\$356K	2.9%



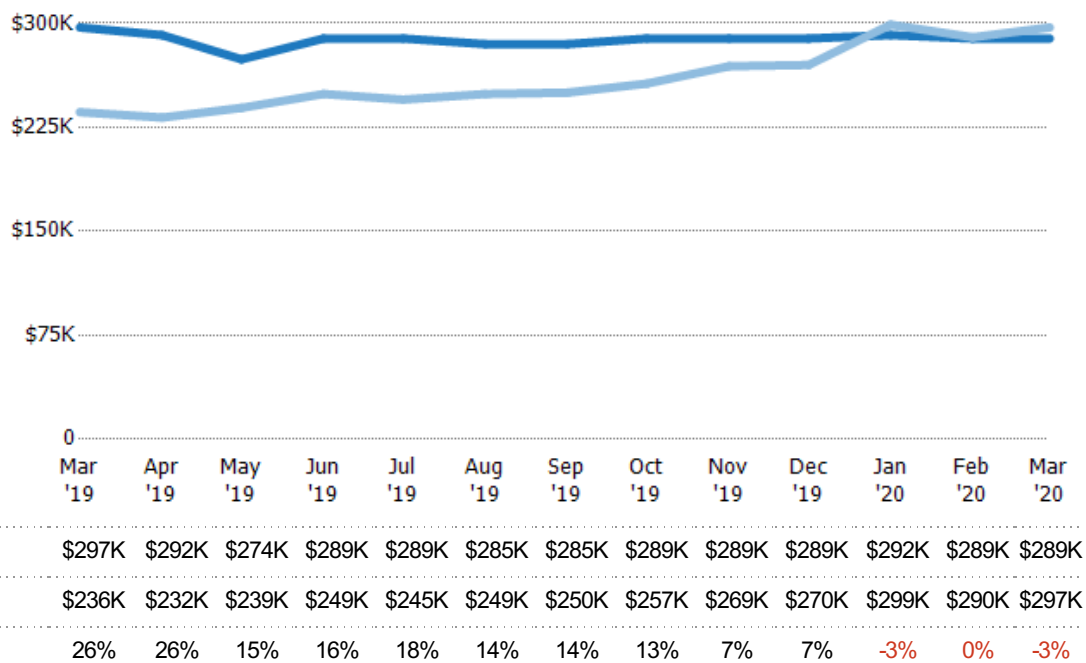
Median Listing Price

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

Filters Used

ZIP: East Dover, VT 05341, South Newfane, VT 05351, Wardsboro, VT 05355, West Dover, VT 05356, Wilmington, VT 05363
 Property Type: Condo/Townhouse/Apt, Single Family Residence

Month/Year	Price	% Chg.
Mar '20	\$289K	-2.7%
Mar '19	\$297K	25.9%
Mar '18	\$236K	12.3%

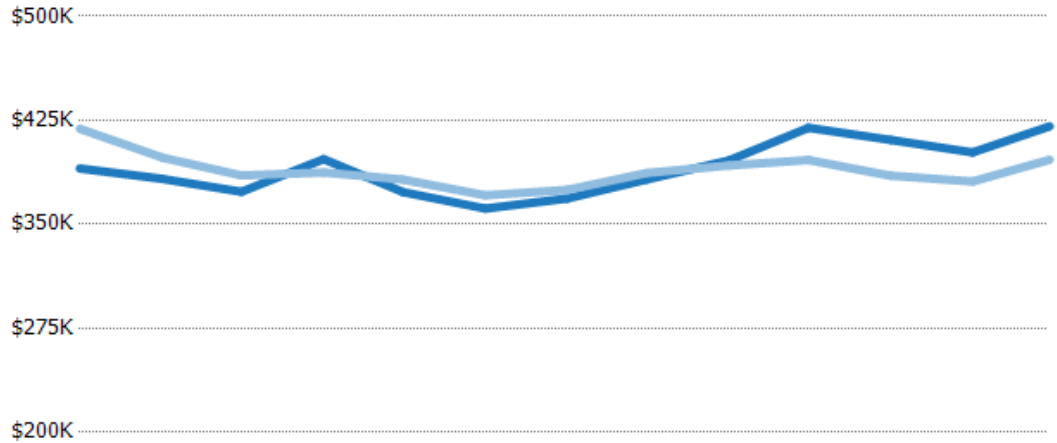


Average Listing Price vs Average Est Value

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, South Newfane, VT 05351, Wardsboro, VT 05355, West Dover, VT 05356, Wilmington, VT 05363
 Property Type: Condo/Townhouse/Apt, Single Family Residence



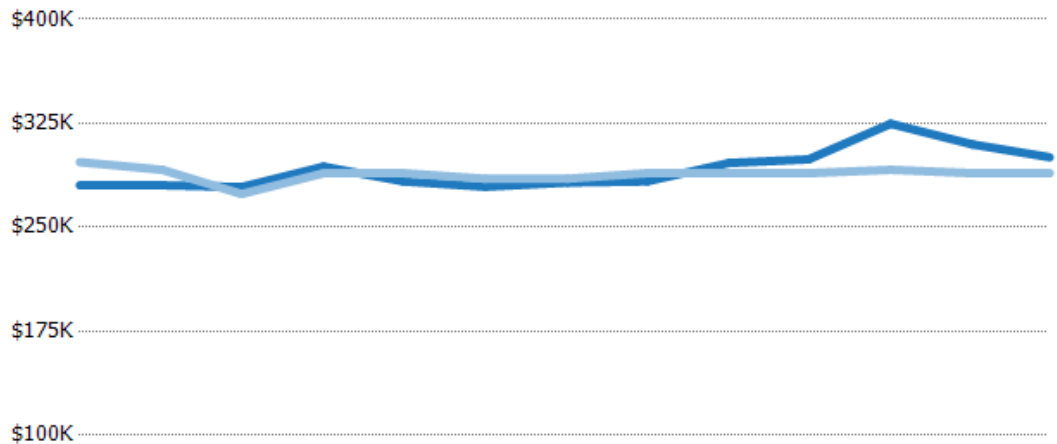
	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20
Avg Est Value	\$390K	\$383K	\$373K	\$397K	\$373K	\$361K	\$369K	\$382K	\$396K	\$420K	\$411K	\$402K	\$421K
Avg Listing Price	\$419K	\$398K	\$385K	\$387K	\$382K	\$371K	\$375K	\$387K	\$392K	\$396K	\$385K	\$381K	\$397K
Avg Listing Price as a % of Avg Est Value	107%	104%	103%	98%	102%	103%	102%	101%	99%	94%	94%	95%	94%

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, South Newfane, VT 05351, Wardsboro, VT 05355, West Dover, VT 05356, Wilmington, VT 05363
 Property Type: Condo/Townhouse/Apt, Single Family Residence



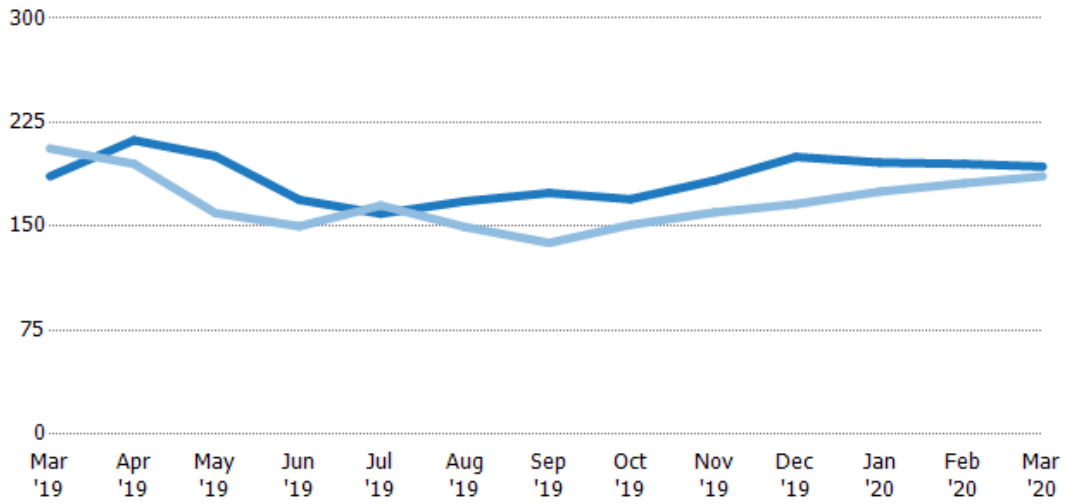
	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20
Median Est Value	\$280K	\$280K	\$279K	\$294K	\$283K	\$279K	\$282K	\$283K	\$296K	\$299K	\$325K	\$310K	\$301K
Median Listing Price	\$297K	\$292K	\$274K	\$289K	\$289K	\$285K	\$285K	\$289K	\$289K	\$289K	\$292K	\$289K	\$289K
Med Listing Price as a % of Med Est Value	106%	104%	98%	98%	102%	102%	101%	102%	98%	97%	90%	93%	96%

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, South Newfane, VT 05351, Wardsboro, VT 05355, West Dover, VT 05356, Wilmington, VT 05363
 Property Type: Condo/Townhouse/Apt, Single Family Residence



Month/Year	Days	% Chg.
Mar '20	193	3.8%
Mar '19	186	-9.7%
Mar '18	206	-4.9%

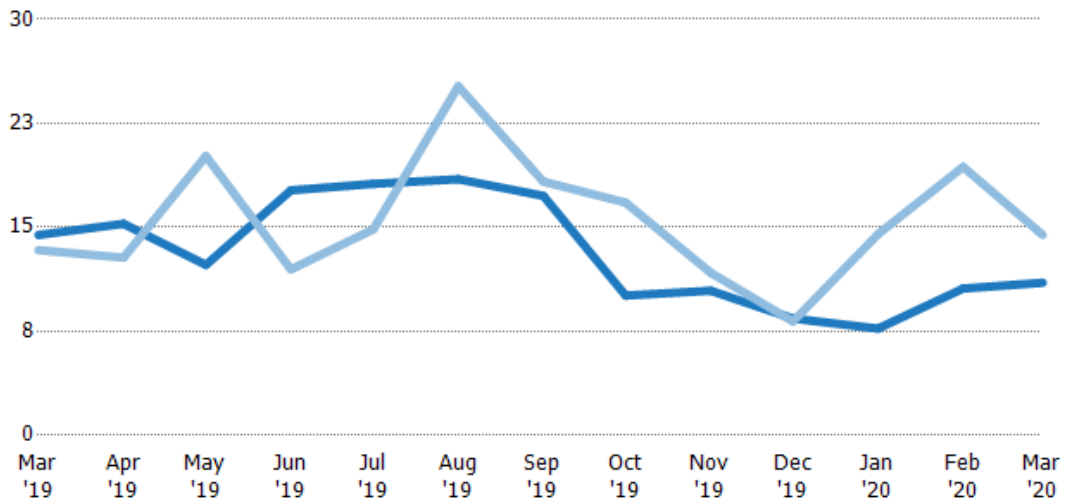
	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20
Current Year	186	212	201	169	159	168	174	170	183	200	196	195	193
Prior Year	206	195	160	150	165	150	138	151	160	166	175	181	186
Percent Change from Prior Year	-10%	9%	26%	13%	-4%	12%	26%	12%	14%	20%	12%	8%	4%

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, South Newfane, VT 05351, Wardsboro, VT 05355, West Dover, VT 05356, Wilmington, VT 05363
 Property Type: Condo/Townhouse/Apt, Single Family Residence



Month/Year	Months	% Chg.
Mar '20	11	-23.8%
Mar '19	14.4	8.2%
Mar '18	13.4	68.5%

	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20
Current Year	14.4	15.3	12.3	17.7	18.1	18.5	17.3	10.1	10.4	8.42	7.69	10.6	11
Prior Year	13.4	12.8	20.1	12	14.9	25.2	18.3	16.8	11.7	8.21	14.5	19.4	14.4
Percent Change from Prior Year	8%	19%	-39%	48%	22%	-27%	-6%	-40%	-11%	3%	-47%	-45%	-24%

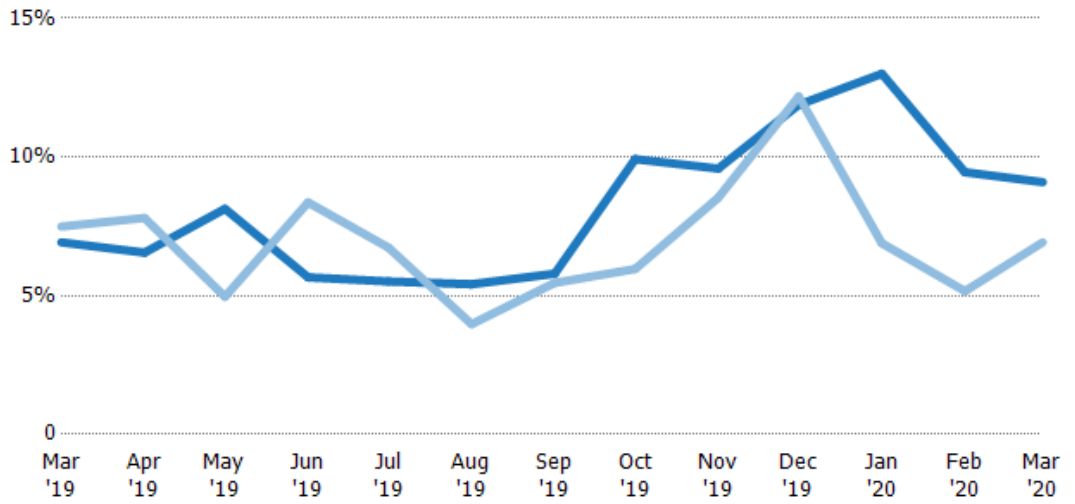
Absorption Rate

The percentage of inventory sold per month.

Filters Used

ZIP: East Dover, VT 05341, South Newfane, VT 05351, Wardsboro, VT 05355, West Dover, VT 05356, Wilmington, VT 05363

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



Month/Year	Rate	Chg.
Mar '20	9%	-2.2%
Mar '19	7%	0.6%
Mar '18	7%	-40.7%

	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20
Current Year	7%	7%	8%	6%	6%	5%	6%	10%	10%	12%	13%	9%	9%
Prior Year	7%	8%	5%	8%	7%	4%	5%	6%	9%	12%	7%	5%	7%
Change from Prior Year	1%	1%	-3%	3%	1%	-1%	0%	-4%	-1%	0%	-6%	-4%	-2%

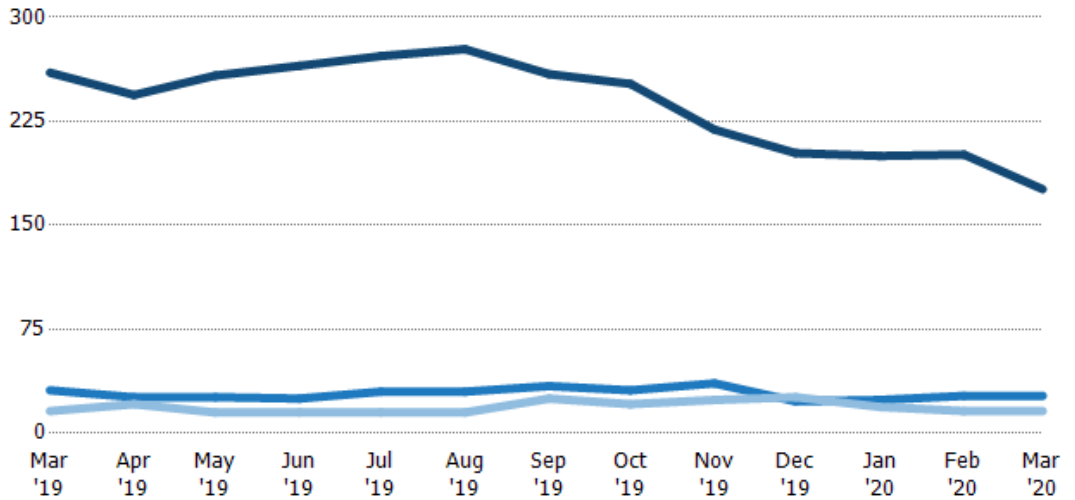
Active/Pending/Sold Units

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

Filters Used

ZIP: East Dover, VT 05341, South Newfane, VT 05351, Wardsboro, VT 05355, West Dover, VT 05356, Wilmington, VT 05363

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



	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20
Active	260	244	258	265	272	277	259	252	219	202	200	201	176
Pending	31	26	26	25	30	30	34	31	36	23	24	27	27
Sold	16	21	15	15	15	15	25	21	24	26	19	16	16

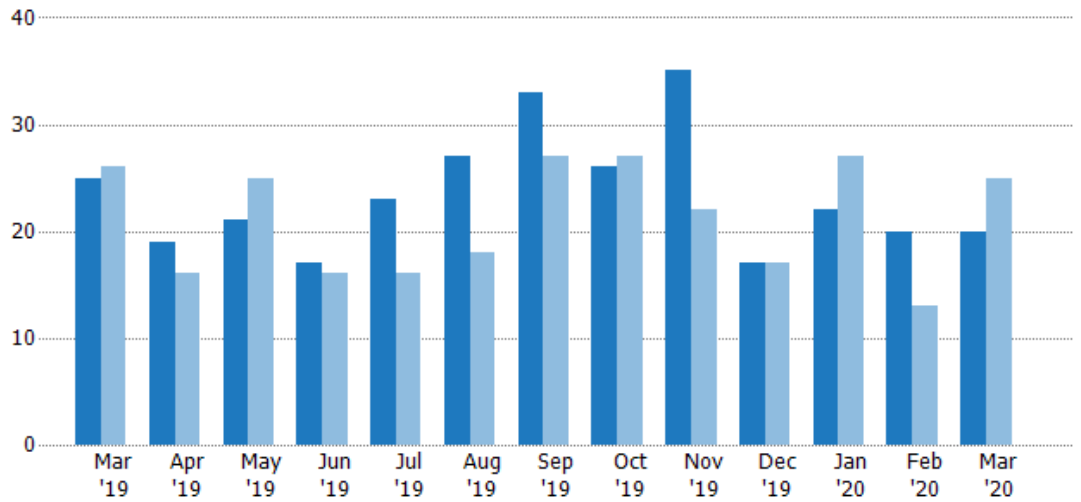
New Pending Sales

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

Filters Used

ZIP: East Dover, VT 05341, South Newfane, VT 05351, Wardsboro, VT 05355, West Dover, VT 05356, Wilmington, VT 05363
 Property Type: Condo/Townhouse/Apt, Single Family Residence

Month/Year	Count	% Chg.
Mar '20	20	-20%
Mar '19	25	-3.8%
Mar '18	26	-19.2%



Current Year	25	19	21	17	23	27	33	26	35	17	22	20	20
Prior Year	26	16	25	16	16	18	27	27	22	17	27	13	25
Percent Change from Prior Year	-4%	19%	-16%	6%	44%	50%	22%	-4%	59%	0%	-19%	54%	-20%

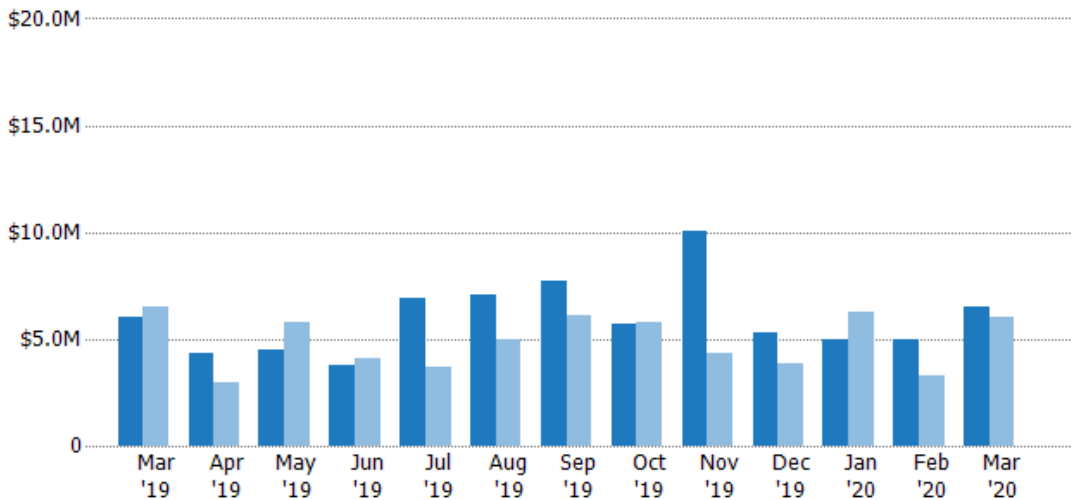
New Pending Sales Volume

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

Filters Used

ZIP: East Dover, VT 05341, South Newfane, VT 05351, Wardsboro, VT 05355, West Dover, VT 05356, Wilmington, VT 05363
 Property Type: Condo/Townhouse/Apt, Single Family Residence

Month/Year	Volume	% Chg.
Mar '20	\$6.5M	8.4%
Mar '19	\$5.99M	-7.4%
Mar '18	\$6.47M	2.8%



Current Year	\$5.99M	\$4.35M	\$4.49M	\$3.76M	\$6.95M	\$7.09M	\$7.68M	\$5.69M	\$10.1M	\$5.31M	\$4.95M	\$5.01M	\$6.5M
Prior Year	\$6.47M	\$2.98M	\$5.78M	\$4.09M	\$3.72M	\$4.94M	\$6.11M	\$5.82M	\$4.31M	\$3.85M	\$6.24M	\$3.31M	\$5.99M
Percent Change from Prior Year	-7%	46%	-22%	-8%	87%	43%	26%	-2%	133%	38%	-21%	51%	8%

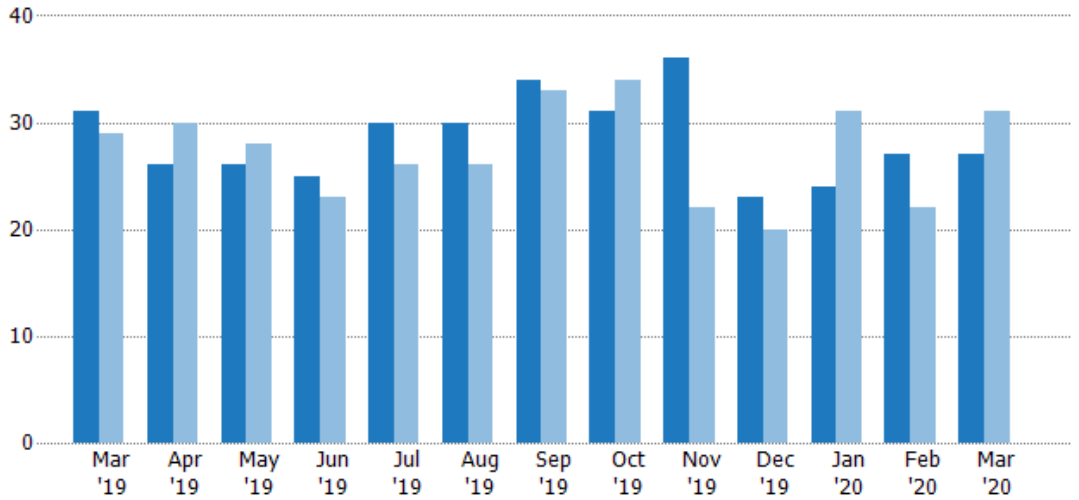
Pending Sales

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

Filters Used

ZIP: East Dover, VT 05341, South Newfane, VT 05351, Wardsboro, VT 05355, West Dover, VT 05356, Wilmington, VT 05363

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



Month/Year	Count	% Chg.
Mar '20	27	-12.9%
Mar '19	31	6.9%
Mar '18	29	6.9%

Current Year	31	26	26	25	30	30	34	31	36	23	24	27	27
Prior Year	29	30	28	23	26	26	33	34	22	20	31	22	31
Percent Change from Prior Year	7%	-13%	-7%	9%	15%	15%	3%	-9%	64%	15%	-23%	23%	-13%

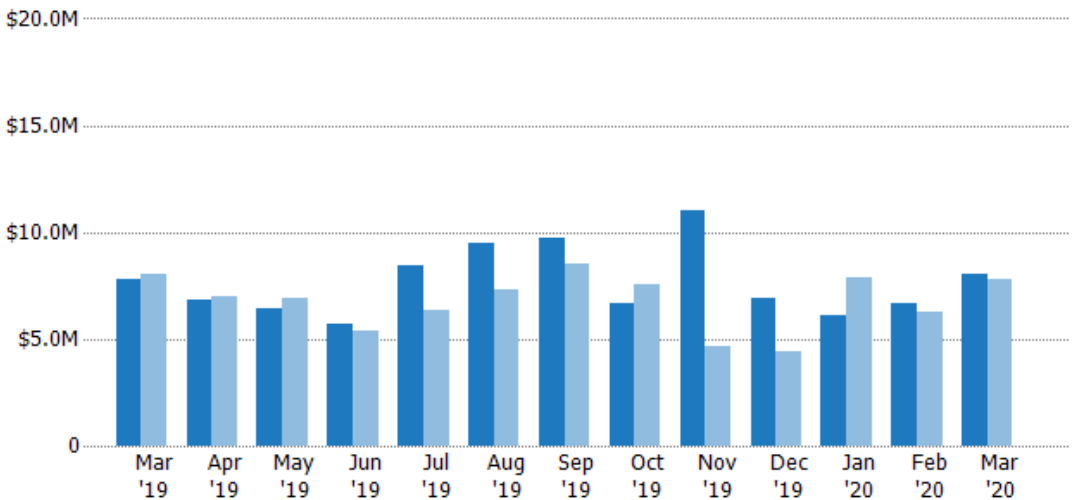
Pending Sales Volume

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, South Newfane, VT 05351, Wardsboro, VT 05355, West Dover, VT 05356, Wilmington, VT 05363

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



Month/Year	Volume	% Chg.
Mar '20	\$8.02M	3.3%
Mar '19	\$7.77M	-2.9%
Mar '18	\$8M	33.1%

Current Year	\$7.7M	\$6.81M	\$6.41M	\$5.68M	\$8.44M	\$9.48M	\$9.74M	\$6.66M	\$11M	\$6.89M	\$6.08M	\$6.67M	\$8.02M
Prior Year	\$8M	\$6.95M	\$6.88M	\$5.36M	\$6.31M	\$7.3M	\$8.55M	\$7.59M	\$4.65M	\$4.41M	\$7.88M	\$6.23M	\$7.77M
Percent Change from Prior Year	-3%	-2%	-7%	6%	34%	30%	14%	-12%	136%	56%	-23%	7%	3%

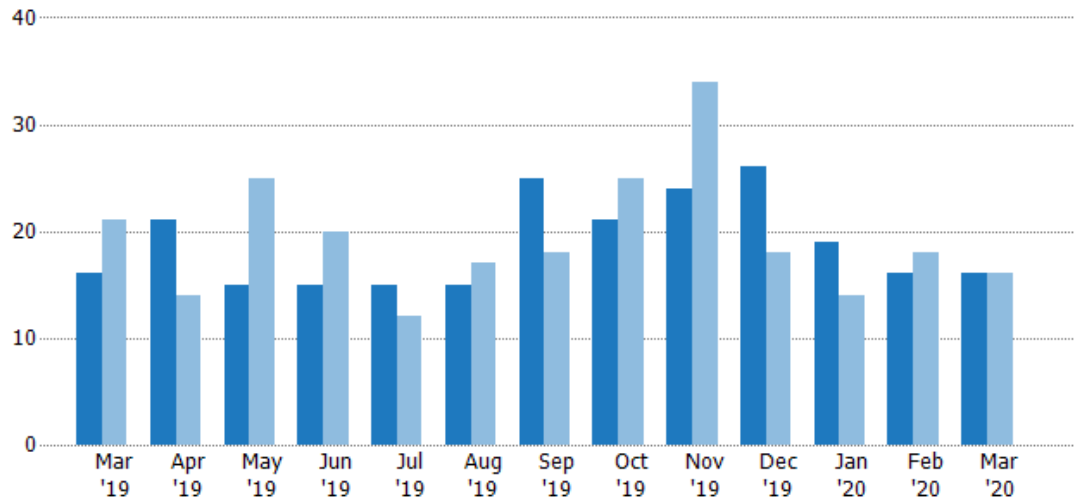
Closed Sales

The total number of residential properties sold each month.

Filters Used

ZIP: East Dover, VT 05341, South Newfane, VT 05351, Wardsboro, VT 05355, West Dover, VT 05356, Wilmington, VT 05363

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



Month/Year	Count	% Chg.
Mar '20	16	0%
Mar '19	16	-23.8%
Mar '18	21	-14.3%

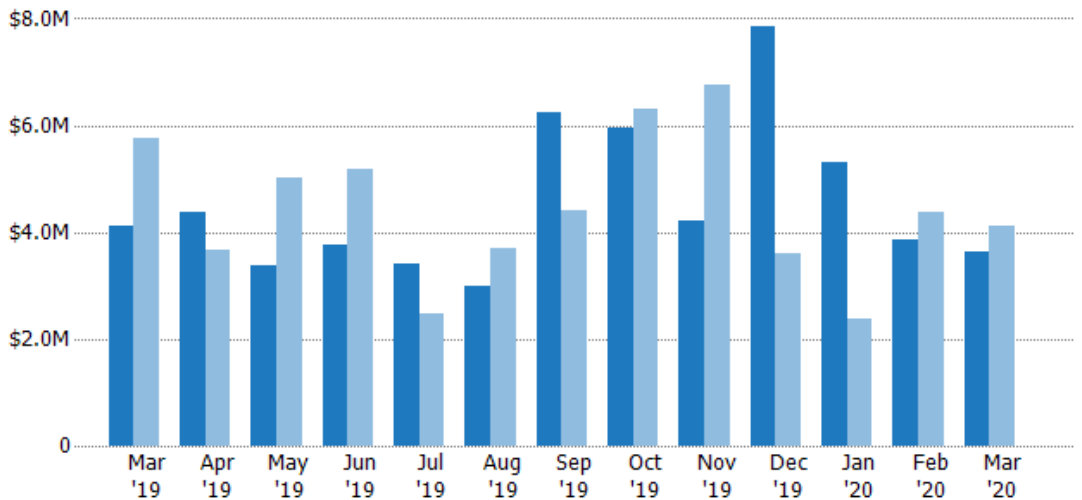
Closed Sales Volume

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

Filters Used

ZIP: East Dover, VT 05341, South Newfane, VT 05351, Wardsboro, VT 05355, West Dover, VT 05356, Wilmington, VT 05363

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



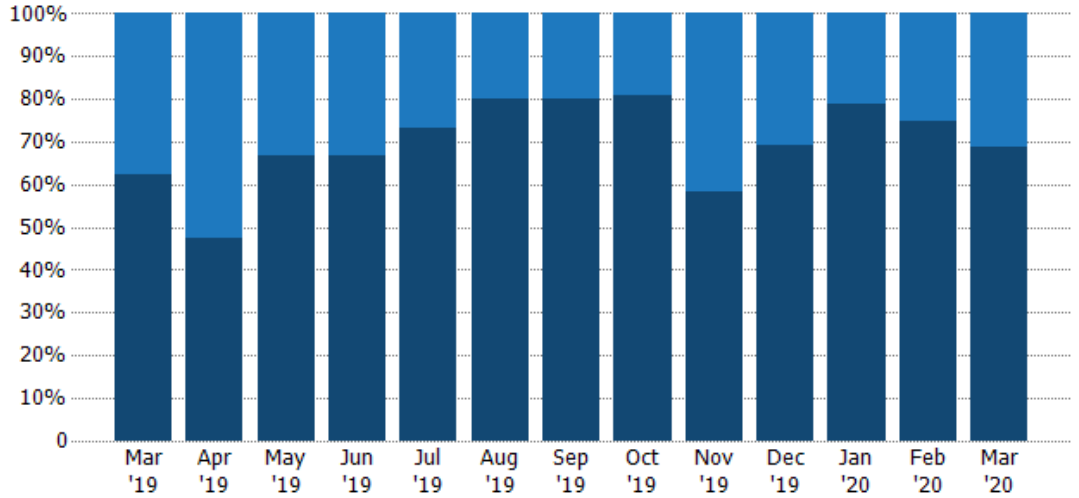
Month/Year	Volume	% Chg.
Mar '20	\$3.64M	-11.4%
Mar '19	\$4.11M	-28.8%
Mar '18	\$5.76M	-39.1%

Closed Sales by Property Type

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

Filters Used

ZIP: East Dover, VT 05341, South Newfane, VT 05351, Wardsboro, VT 05355, West Dover, VT 05356, Wilmington, VT 05363
 Property Type: Condo/Townhouse/Apt, Single Family Residence



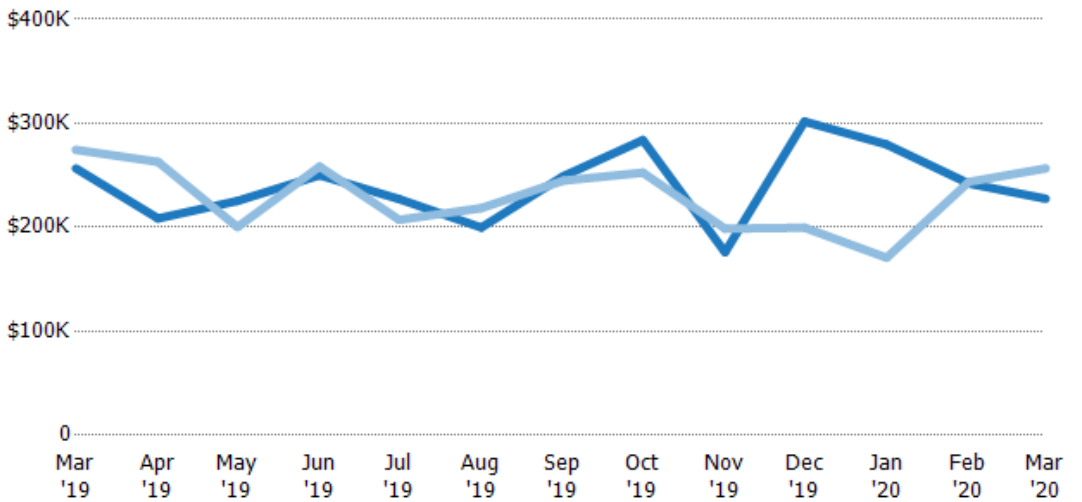
Condo/Townhouse	38%	52%	33%	33%	27%	20%	20%	19%	42%	31%	21%	25%	31%
Single Family Residence	63%	48%	67%	67%	73%	80%	80%	81%	58%	69%	79%	75%	69%

Average Sales Price

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

Filters Used

ZIP: East Dover, VT 05341, South Newfane, VT 05351, Wardsboro, VT 05355, West Dover, VT 05356, Wilmington, VT 05363
 Property Type: Condo/Townhouse/Apt, Single Family Residence



Month/Year	Price	% Chg.
Mar '20	\$227K	-11.4%
Mar '19	\$257K	-6.5%
Mar '18	\$275K	-28.9%

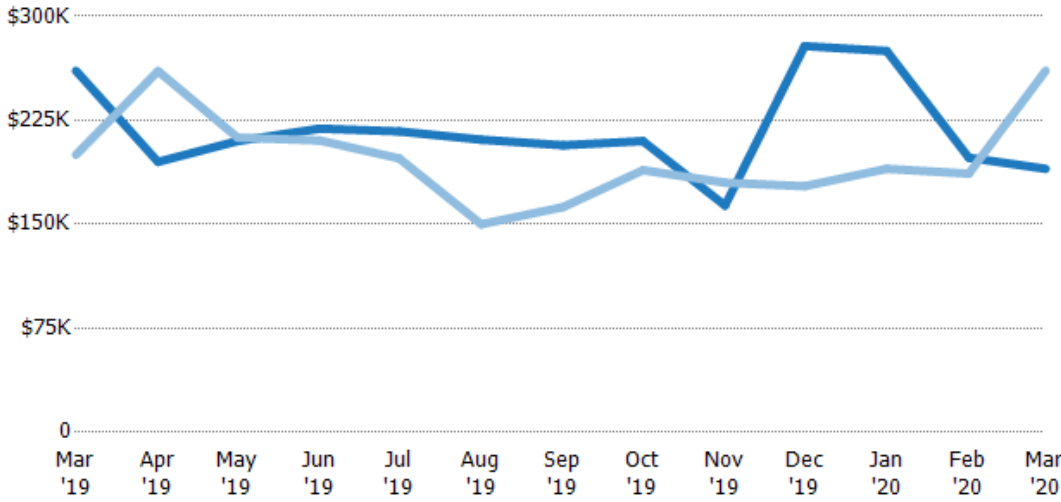
Current Year	\$257K	\$209K	\$225K	\$250K	\$227K	\$200K	\$249K	\$284K	\$176K	\$302K	\$280K	\$242K	\$227K
Prior Year	\$275K	\$263K	\$200K	\$258K	\$207K	\$218K	\$245K	\$253K	\$199K	\$200K	\$171K	\$244K	\$257K
Percent Change from Prior Year	-7%	-21%	13%	-3%	10%	-9%	2%	12%	-11%	51%	64%	-1%	-11%

Median Sales Price

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

Filters Used

ZIP: East Dover, VT 05341, South Newfane, VT 05351, Wardsboro, VT 05355, West Dover, VT 05356, Wilmington, VT 05363
 Property Type: Condo/Townhouse/Apt, Single Family Residence



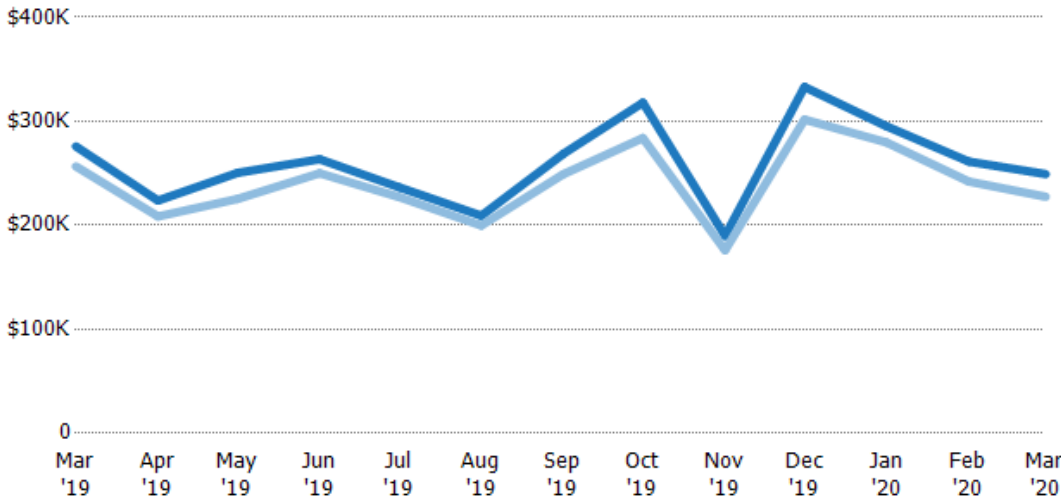
Month/Year	Price	% Chg.
Mar '20	\$190K	-27.1%
Mar '19	\$261K	30.4%
Mar '18	\$200K	-22.6%

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, South Newfane, VT 05351, Wardsboro, VT 05355, West Dover, VT 05356, Wilmington, VT 05363
 Property Type: Condo/Townhouse/Apt, Single Family Residence



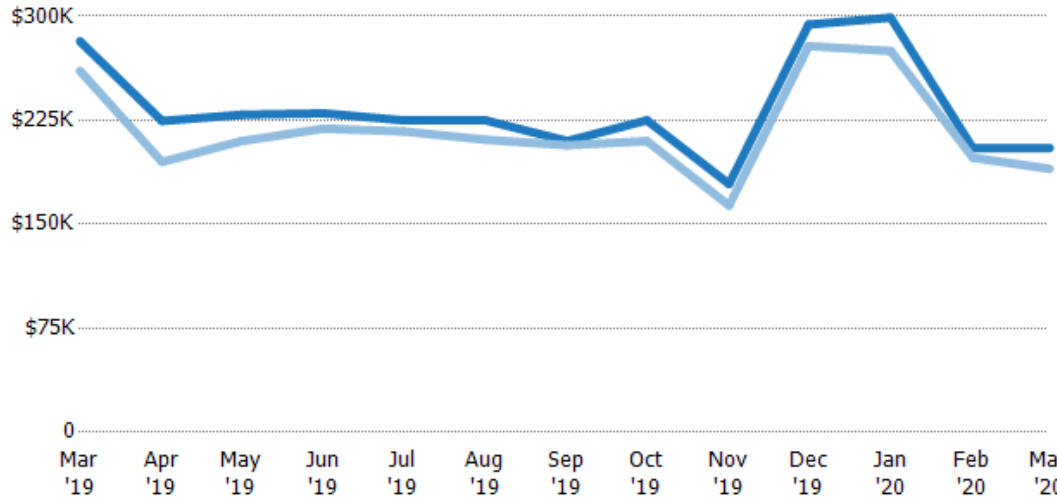
Month/Year	Avg List Price	Avg Sales Price	Avg Sales Price as a % of Avg List Price
Mar '20	\$249K	\$227K	91%
Mar '19	\$276K	\$257K	93%

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, South Newfane, VT 05351, Wardsboro, VT 05355, West Dover, VT 05356, Wilmington, VT 05363
 Property Type: Condo/Townhouse/Apt, Single Family Residence



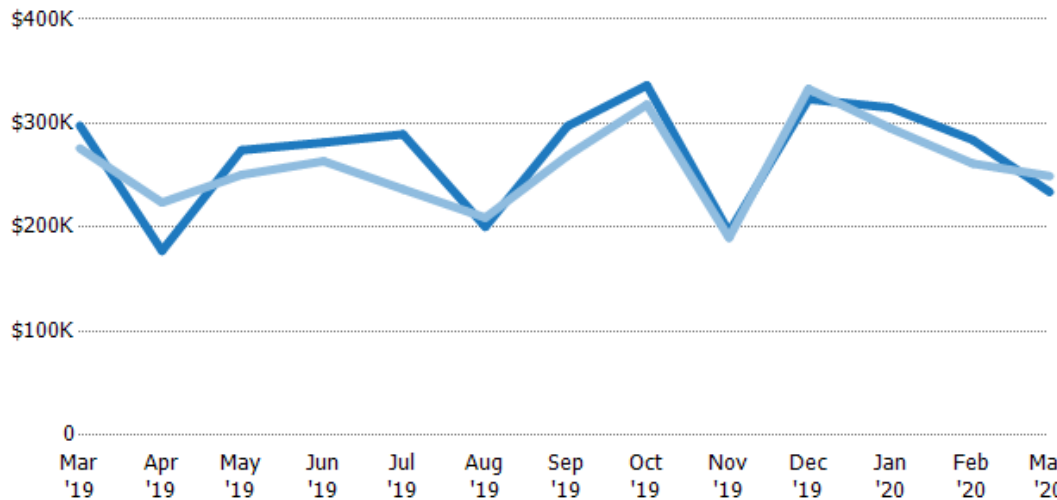
	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20
Median List Price	\$282K	\$225K	\$229K	\$230K	\$225K	\$225K	\$210K	\$225K	\$179K	\$294K	\$299K	\$205K	\$205K
Median Sales Price	\$261K	\$195K	\$210K	\$219K	\$217K	\$211K	\$207K	\$210K	\$164K	\$279K	\$275K	\$198K	\$190K
Med Sales Price as a % of Med List Price	92%	87%	92%	95%	96%	94%	99%	93%	91%	95%	92%	97%	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, South Newfane, VT 05351, Wardsboro, VT 05355, West Dover, VT 05356, Wilmington, VT 05363
 Property Type: Condo/Townhouse/Apt, Single Family Residence



	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20
Avg Est Value	\$298K	\$177K	\$274K	\$281K	\$289K	\$200K	\$297K	\$336K	\$195K	\$323K	\$315K	\$284K	\$234K
Avg Sales Price	\$276K	\$224K	\$250K	\$263K	\$237K	\$209K	\$269K	\$318K	\$190K	\$333K	\$295K	\$261K	\$249K
Avg Sales Price as a % of Avg Est Value	93%	126%	91%	94%	82%	104%	90%	94%	97%	103%	94%	92%	107%

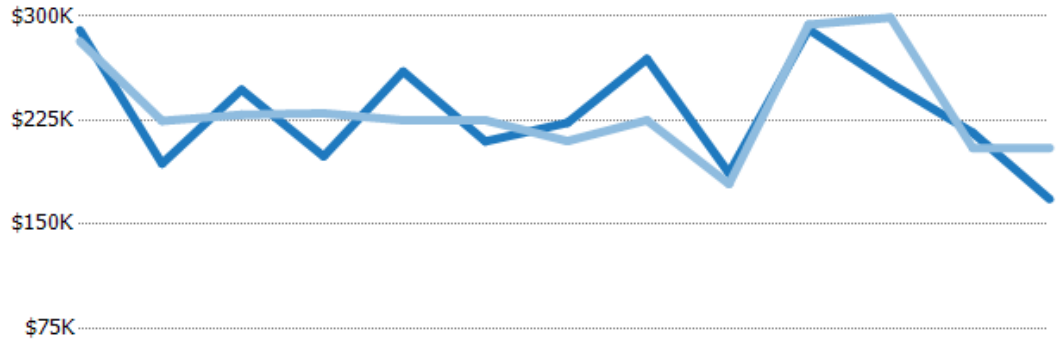
Median Sales Price vs Median Est Value

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, South Newfane, VT 05351, Wardsboro, VT 05355, West Dover, VT 05356, Wilmington, VT 05363

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



	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20
Median Est Value	\$290K	\$194K	\$247K	\$199K	\$260K	\$210K	\$223K	\$269K	\$187K	\$291K	\$252K	\$216K	\$168K
Median Sales Price	\$282K	\$225K	\$229K	\$230K	\$225K	\$225K	\$210K	\$225K	\$179K	\$294K	\$299K	\$205K	\$205K
Med Sales Price as a % of Med Est Value	97%	116%	93%	116%	86%	107%	94%	84%	96%	101%	119%	95%	122%