

Summary of Key Listing and Sales Metrics

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

+ / -	YTD 2019	YTD 2020	+ / -	May 2019	May 2020	Key Metrics			
						Listing Activity Charts Metrics			
-20.1%	144	115	-26.1%	46	34	New Listing Count			
-9.9%	\$44,044,497	\$39,665,400	+3.1%	\$13,342,698	\$13,761,200	New Listing Volume			
	NA	N/A	-28.6%	255	182	Active Listing Count			
	NA	N/A	-25.4%	\$98,239,197	\$73,333,792	Active Listing Volume			
-2.6%	\$408,027	\$397,320	+4.6%	\$385,252	\$402,933	Average Listing Price			
0%	\$288,966	\$288,846	+6.1%	\$269,000	\$285,450	Median Listing Price			
+5.9%	190.16	201.47	+	199	199	Median Days in RPR			
-18.2%	14.1	11.5	-0.1%	12.1	12.1	Months of Inventory			
+1.6%	7.11%	8.69%	+0%	8.24%	8.24%	Absorption Rate			
						Sales Activity Charts Metrics			
-11.5%	104	92	-5%	20	19	New Pending Sales Count			
+15.5%	\$24,145,247	\$27,887,600	+89.7%	\$4,293,150	\$8,145,900	New Pending Sales Volume			
	N/A	N/A	-4%	25	24	Pending Sales Count			
	N/A	N/A	+16.6%	\$6,179,249	\$7,206,300	Pending Sales Volume			
-4.8%	83	79	-13.3%	15	13	Closed Sales Count			
+15.6%	\$18,378,313	\$21,240,100	+33.9%	\$3,379,596	\$4,524,900	Closed Sales Volume			
+21.4%	\$221,425	\$268,862	+54.5%	\$225,306	\$348,069	Average Sales Price			
+8.4%	\$206,235	\$223,538	+4.8%	\$210,000	\$220,000	Median Sales Price			





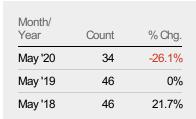


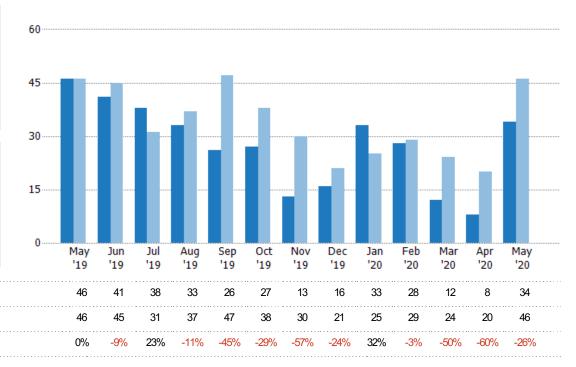
New Listings

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





New Listing Volume

Percent Change from Prior Year

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

Filters Used

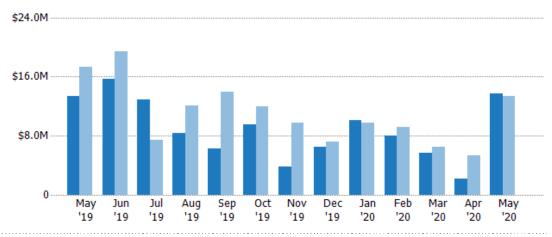
Current Year

Prior Year

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

Condo/Townhouse/Apt, Single Family Residence

Month/ Year	Volume	% Chg.
May '20	\$13.8M	3.1%
May '19	\$13.3M	-22.8%
May '18	\$17.3M	16.6%



 Current Year
 \$13.3M \$15.7M \$12.9M \$8.31M \$6.27M \$9.49M \$3.83M \$6.52M \$10.1M \$7.97M \$5.72M \$2.16M \$13.8M

 Prior Year
 \$17.3M \$19.4M \$7.38M \$12M \$13.9M \$11.9M \$9.7M \$7.17M \$9.73M \$9.13M \$6.47M \$5.37M \$13.3M

 Percent Change from Prior Year
 -23% -19% 75% -31% -55% -21% -61% -9% 3% -13% -12% -60% 3%





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

Month/ Year Count % Chg. May '20 182 -28.6% May '19 255 -8.3%

278



Active Listing Volume

Percent Change from Prior Year

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

\$200.0M

-4.7%

Filters Used

May '18

Current Year

Prior Year

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

Month/ Year	Volume	% Chg.
May '20	\$73.3M	-25.4%
May '19	\$98.2M	0%
May '18	\$98.3M	-7.6%



 Current Year
 \$98.2M
 \$102M
 \$103M
 \$102M
 \$95.9M
 \$96.3M
 \$86.6M
 \$83.1M
 \$80.9M
 \$79.6M
 \$74.8M
 \$70.8M
 \$73.3M

 Prior Year
 \$98.3M
 \$110M
 \$108M
 \$112M
 \$112M
 \$112M
 \$112M
 \$108M
 \$112M
 \$96M
 \$98.2M

 Percent Change from Prior Year
 0%
 -7%
 -5%
 -7%
 -16%
 -14%
 -23%
 -24%
 -25%
 -29%
 -31%
 -26%
 -25%



5%

3%



Market Data Report

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.
May '20	\$403K	4.6%
May '19	\$385K	9%
May '18	\$353K	-3.1%

¢:	375K												
ф	7 JK												
\$2	250K												
#1	25V												
\$1	.25K												
\$1													
\$1					Sep				Jan				
\$1	0 May '19	Jun	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20

Median Listing Price

Percent Change from Prior Year

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

9%

4%

1%

2%

4%

2%

1%

-6%

-8%

5%

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Current Year

Prior Year

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.
May '20	\$285K	6.1%
May '19	\$269K	12.6%
May '18	\$239K	2.5%

Percent Change from Prior Year

ΨΟ	00K												
\$2	25K												
\$1	50K												
\$	75K												
\$													
\$													May '20
\$	0 May '19		Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20
\$	0 May '19 \$269K	Jun '19	Jul '19 \$289K	Aug '19 \$285K	Sep '19 \$285K	Oct '19 \$289K	Nov '19 \$285K	Dec '19 \$289K	Jan '20 \$294K	Feb '20 \$289K	Mar '20 \$289K	Apr '20 \$286K	May '20 \$285K

Current Year

Prior Year



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.



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



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

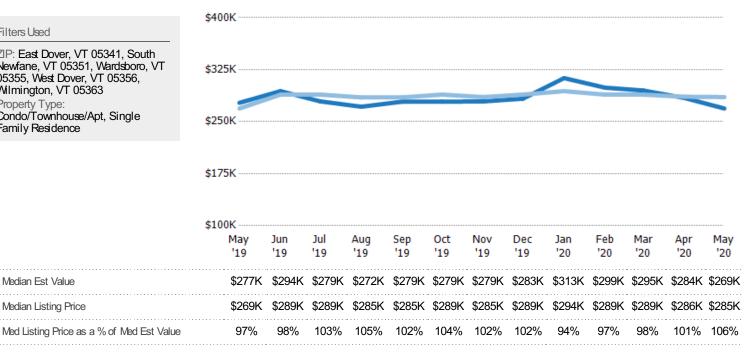
Avg Est Value

Avg Listing Price

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

ZIP: East Dover, VT 05341, South

Avg Listing Price as a % of Avg Est Value





Median Est Value

Median Listing Price



Median Days in RPR

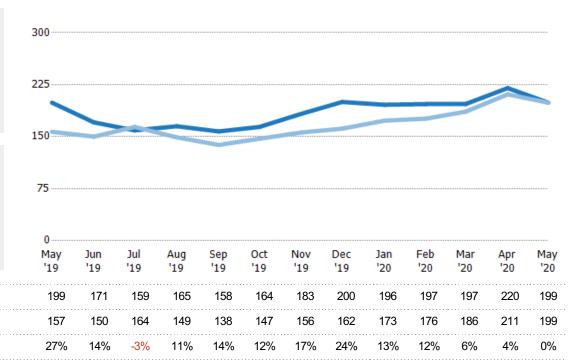
The median number of days between when residential properties are first displayed as active listings in RPR and when accepted offers have been noted in RPR.

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

Condo/Townhouse/Apt, Single Family Residence

Month/ Year	Days	% Chg.
May '20	199	0%
May '19	199	26.8%
May '18	157	-10.2%



Months of Inventory

Percent Change from Prior Year

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

Filters Used

Current Year

Prior Year

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.
May '20	12.1	-0.1%
May '19	12.1	-43.2%
May '18	21.4	-11.5%

Percent Change from Prior Year





Current Year

Prior Year





Absorption Rate

The percentage of inventory sold per month.

Filters Used

May '19

May '18

Current Year
Prior Year

Change from Prior Year

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

Month/
Year Rate Chg.

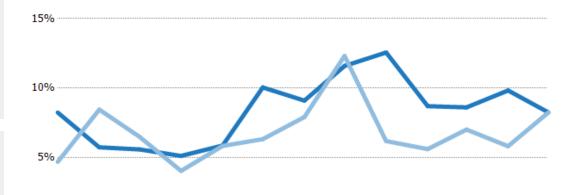
May '20 8% 0%

8%

5%

-3.6%

13.1%



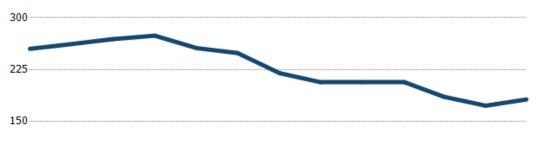
'19	'19	'19	'19	'19	'19	'19	'19	'20	'20	'20	'20	'20	
 8%	6%	6%	5%	6%	10%	9%	12%	13%		9%	10%	8%	
 5%	8%	6%	4%	6%	6%	8%	12%	6%	6%	7%	6%	8%	
 10/	30/		_10/_				10/_	60/-	30/	20/-	10/	00/-	

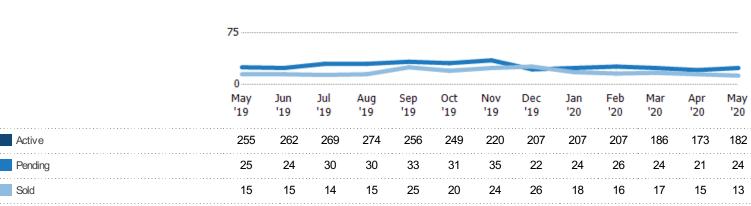
Active/Pending/Sold Units

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, Wlmington, VT 05363 Property Type: Condo/Townhouse/Apt, Single Family Residence







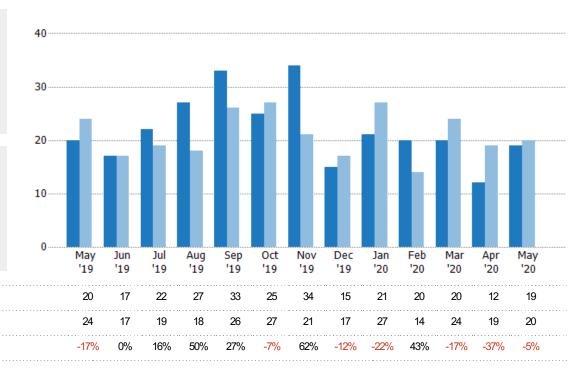


New Pending Sales

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.
May '20	19	-5%
May '19	20	-16.7%
May '18	24	-12.5%



New Pending Sales Volume

Percent Change from Prior Year

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

Filters Used

Current Year

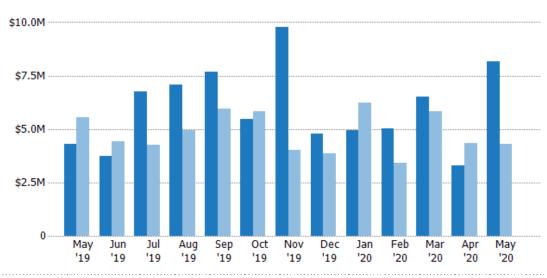
Prior Year

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/ % Chg. Year Volume May '20 \$8.15M

89.7% May '19 \$4.29M -22.8% \$5.56M 36.6% May '18

Percent Change from Prior Year



\$4.29M \$3.76M \$6.77M \$7.09M \$7.68M \$5.46M \$9.76M \$4.79M \$4.94M \$5.01M \$6.5M \$3.29M \$8.15M \$5.56M \$4.42M \$4.26M \$4.94M \$5.97M \$5.82M \$4.01M \$3.88M \$6.24M \$3.43M \$5.82M \$4.35M \$4.29M **-23**% **-15**% 59% 43% 29% **-6**% 143% 23% **-21**% 46%

Current Year

Prior Year



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.
May '20	24	-4%
May '19	25	-3.8%
May '18	26	11.5%



Pending Sales Volume

Percent Change from Prior Year

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

Filters Used

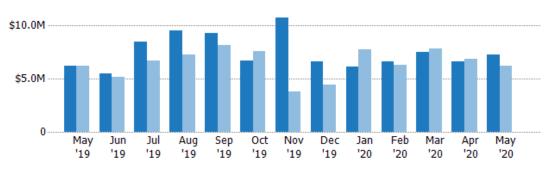
Current Year

Prior Year

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

Month/ Year	Volume	% Chg.
May '20	\$7.21M	16.6%
May '19	\$6.18M	-0.3%
May '18	\$6.2M	70.6%





Current Year	\$6.18M	\$5.45M	\$8.44M	\$9.48M	\$9.28M	\$6.66M	\$10.7M	\$6.59M	\$6.08M	\$6.56M	\$7.45M	\$6.58M	\$7.21M
Prior Year	\$6.2M	\$5.14M	\$6.63M	\$7.2M	\$8.12M	\$7.59M	\$3.75M	\$4.44M	\$7.72M	\$6.23M	\$7.77M	\$6.81M	\$6.18M
Percent Change from Prior Year	0%	6%	27%	32%	14%	-12%	185%	49%	-21%	5%	-4%	-3%	17%





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,
Wlmington, VT 05363
Property Type:
Condo/Townhouse/Apt, Single
Family Residence

Month/ Year	Count	% Chg.
May '20	13	-13.3%
May '19	15	-40%
May '18	25	-36%



Closed Sales Volume

Percent Change from Prior Year

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

Filters Used

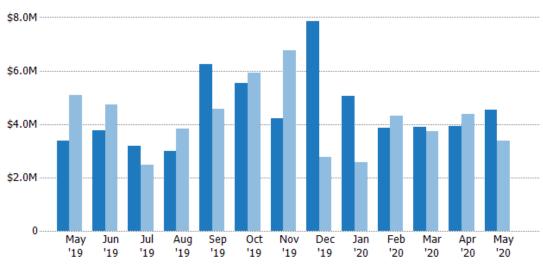
Current Year

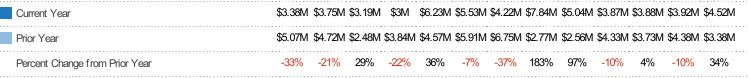
Prior Year

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.
May '20	\$4.52M	33.9%
May '19	\$3.38M	-33.4%
May '18	\$5.07M	7.3%







Closed Sales by Property Type

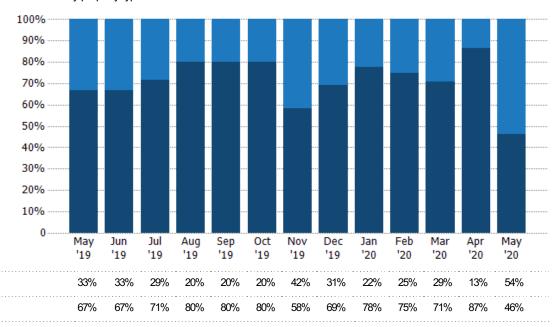
The percentage of residential properties sold each month by property type.

Filters Used

Family Residence

Condo/Townhouse

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



Average Sales Price

Single Family Residence

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

0

May

'19

Jun

'19

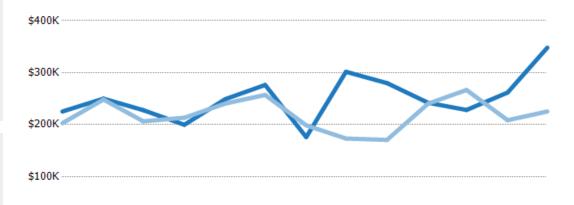
Jul

'19

Filters Used

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

Month/ Year	Price	% Chg.
May '20	\$348K	54.5%
May '19	\$225K	11%
May '18	\$203K	67.7%



Current Year	\$225K	\$250K	\$228K	\$200K	\$249K	\$276K	\$176K	\$302K	\$280K	\$242K	\$228K	\$262K	\$348K	
Prior Year	\$203K	\$248K	\$206K	\$213K	\$241K	\$257K	\$199K	\$173K	\$171K	\$240K	\$267K	\$209K	\$225K	
 Percent Change from Prior Year	11%	1%	10%	-6%	4%	7%	-11%	74%	64%	1%	-14%	25%	54%	

Aug

'19

Sep

'19

0ct

'19

Nov

'19



Dec

'19

Jan

'20

Feb

'20

Mar

'20

Apr

'20

May

'20

Median Sales Price

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

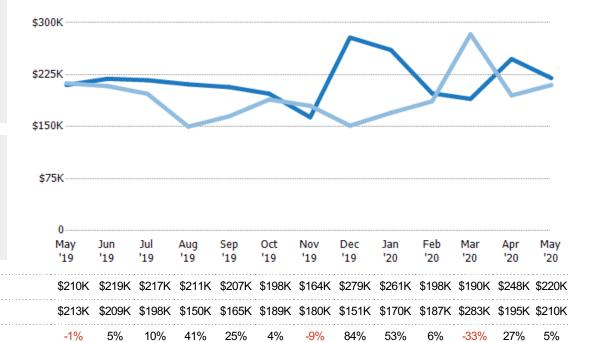
Filters Used

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.
May '20	\$220K	4.8%
May '19	\$210K	-1.2%
May '18	\$213K	28.2%

Percent Change from Prior Year



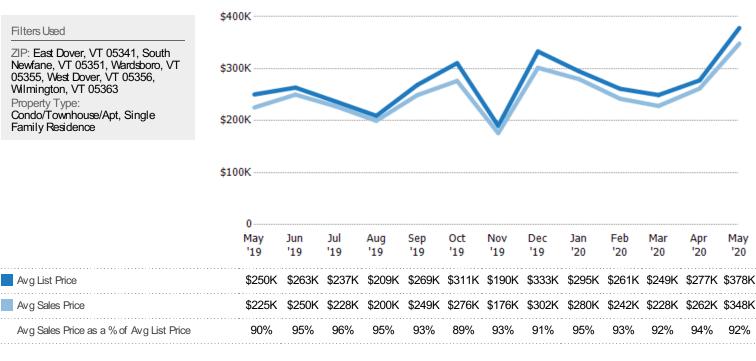
Average Sales Price vs Average Listing Price

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

Current Year Prior Year

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



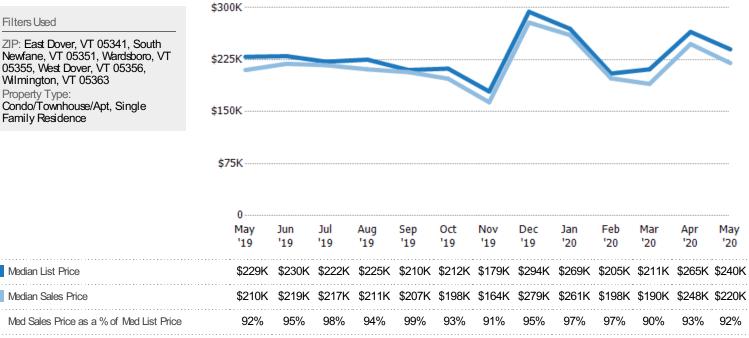


Median Sales Price vs Median Listing Price

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



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

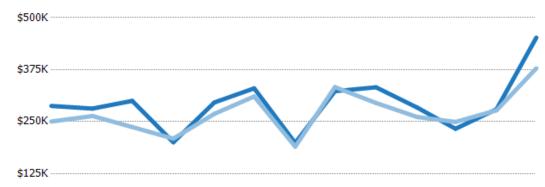


Average Sales Price vs Average Est Value

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



	0 May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20
Avg Est Value	\$288K	\$281K	\$300K	\$200K	\$296K	\$330K	\$199K	\$323K	\$333K	\$284K	\$233K	\$280K	\$452K
Avg Sales Price	\$250K	\$263K	\$237K	\$209K	\$269K	\$311K	\$190K	\$333K	\$295K	\$261K	\$249K	\$277K	\$378K
Avg Sales Price as a % of Avg Est Value	87%	94%	79%	104%	91%	94%	95%	103%	89%	92%	107%	99%	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

Median Est Value

Median Sales Price

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





