

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	Jun 2020	Jun 2019	+ / -	YTD 2020	YTD 2019	+ / -
Listing Activity Charts Metrics						
New Listing Count	44	41	+7.3%	159	186	-14.5%
New Listing Volume	\$19,017,700	\$15,717,900	+21%	\$58,481,100	\$60,131,397	-2.7%
Active Listing Count	171	264	-35.2%	N/A	N/A	
Active Listing Volume	\$73,645,192	\$101,835,397	-27.7%	N/A	N/A	
Average Listing Price	\$430,674	\$385,740	+11.6%	\$397,379	\$402,058	-1.2%
Median Listing Price	\$289,000	\$289,000	+-	\$287,095	\$284,106	+1.1%
Median Days in RPR	168	170.5	-1.5%	202.34	185.96	+8.8%
Months of Inventory	13.2	17.6	-25.3%	11.5	13.9	-17.1%
Absorption Rate	7.6%	5.68%	+1.9%	8.7%	7.21%	+1.5%
Sales Activity Charts Metrics						
New Pending Sales Count	56	17	+229.4%	148	122	+21.3%
New Pending Sales Volume	\$15,836,200	\$3,755,300	+321.7%	\$43,723,800	\$28,075,047	+55.7%
Pending Sales Count	53	25	+112%	N/A	N/A	
Pending Sales Volume	\$15,893,000	\$5,683,100	+179.7%	N/A	N/A	
Closed Sales Count	13	15	-13.3%	92	100	-8%
Closed Sales Volume	\$3,271,101	\$3,750,500	-12.8%	\$24,511,201	\$22,501,313	+8.9%
Average Sales Price	\$251,623	\$250,033	+0.6%	\$266,426	\$225,013	+18.4%
Median Sales Price	\$160,000	\$219,000	-26.9%	\$214,560	\$206,090	+4.1%

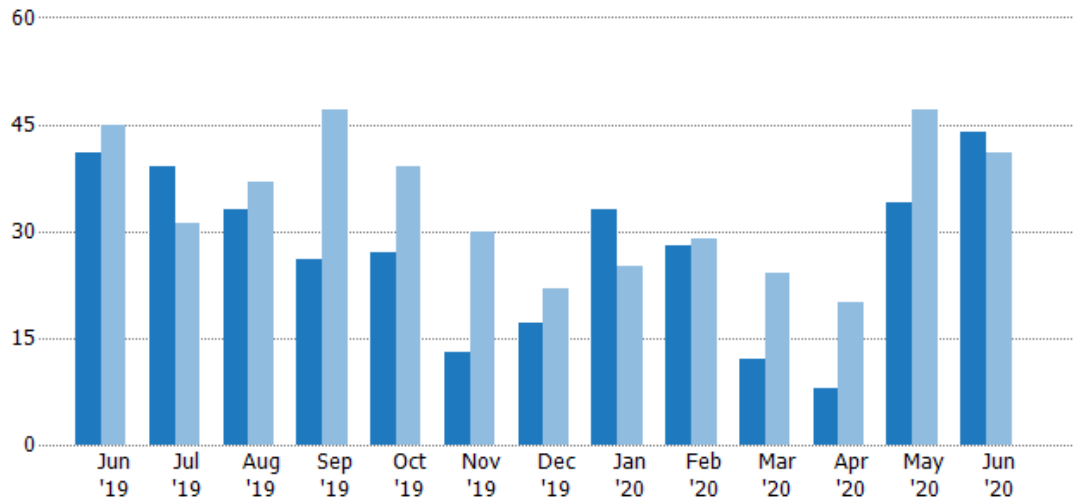
New Listings

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.
Jun '20	44	7.3%
Jun '19	41	-8.9%
Jun '18	45	31.1%



Current Year	41	39	33	26	27	13	17	33	28	12	8	34	44
Prior Year	45	31	37	47	39	30	22	25	29	24	20	47	41
Percent Change from Prior Year	-9%	26%	-11%	-45%	-31%	-57%	-23%	32%	-3%	-50%	-60%	-28%	7%

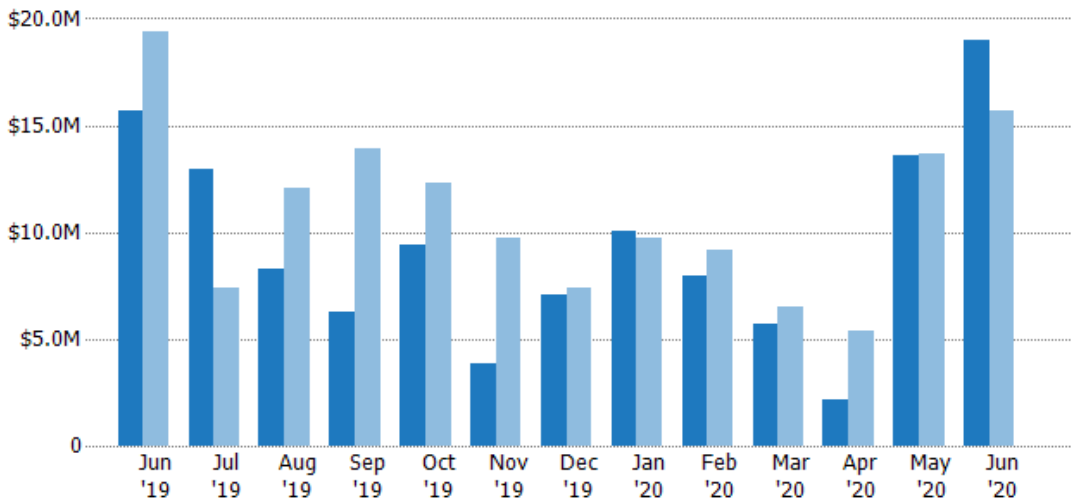
New Listing Volume

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.
Jun '20	\$19M	21%
Jun '19	\$15.7M	-19%
Jun '18	\$19.4M	-8.6%



Current Year	\$15.7M	\$12.9M	\$8.31M	\$6.27M	\$9.45M	\$3.83M	\$7.04M	\$10M	\$7.97M	\$5.72M	\$2.16M	\$13.6M	\$19M
Prior Year	\$19.4M	\$7.38M	\$12M	\$13.9M	\$12.3M	\$9.7M	\$7.4M	\$9.73M	\$9.13M	\$6.47M	\$5.37M	\$13.7M	\$15.7M
Percent Change from Prior Year	-19%	75%	-31%	-55%	-23%	-61%	-5%	3%	-13%	-12%	-60%	-1%	21%

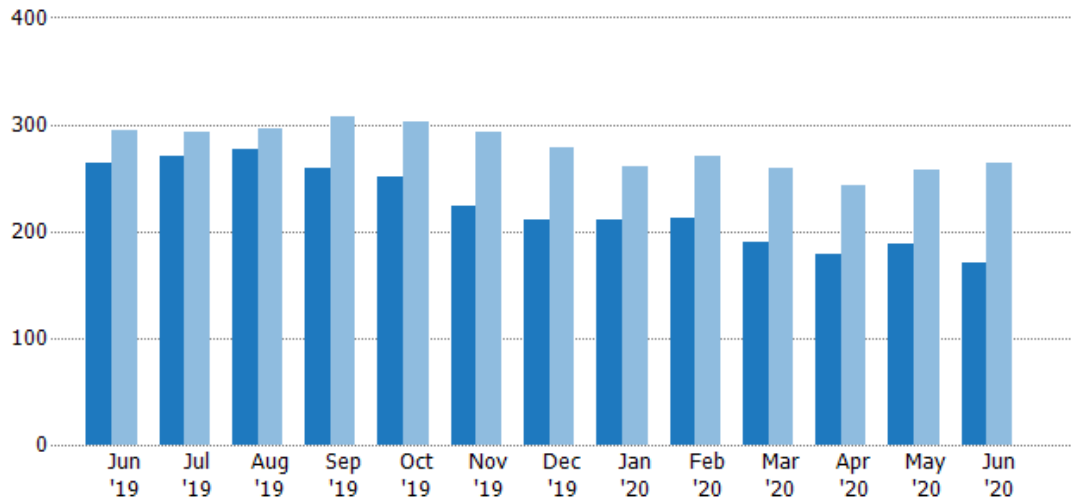
Active Listings

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	Current Year	Prior Year	Percent Change from Prior Year
Jun '20	171	264	-35.2%
Jun '19	264	264	-10.2%
Jun '18	294	294	-1.7%

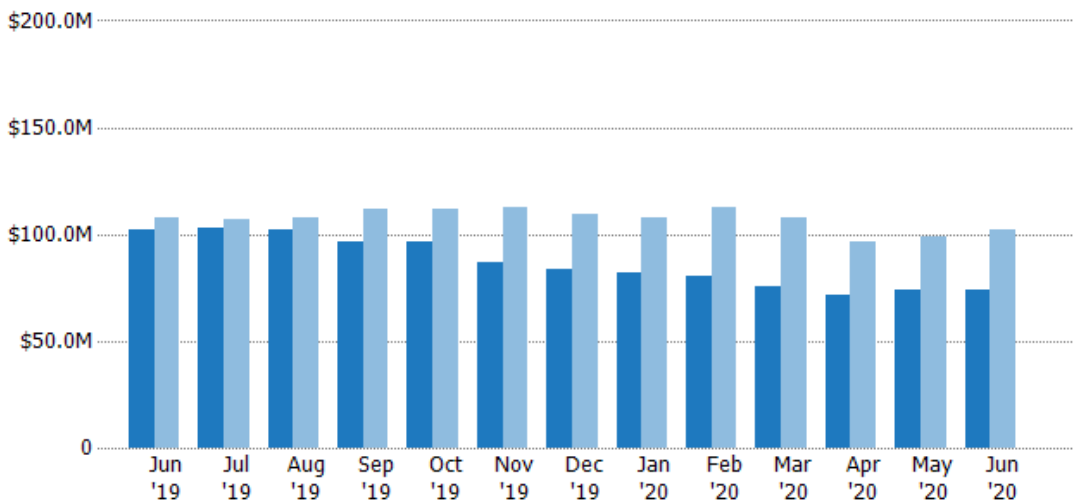
Active Listing Volume

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



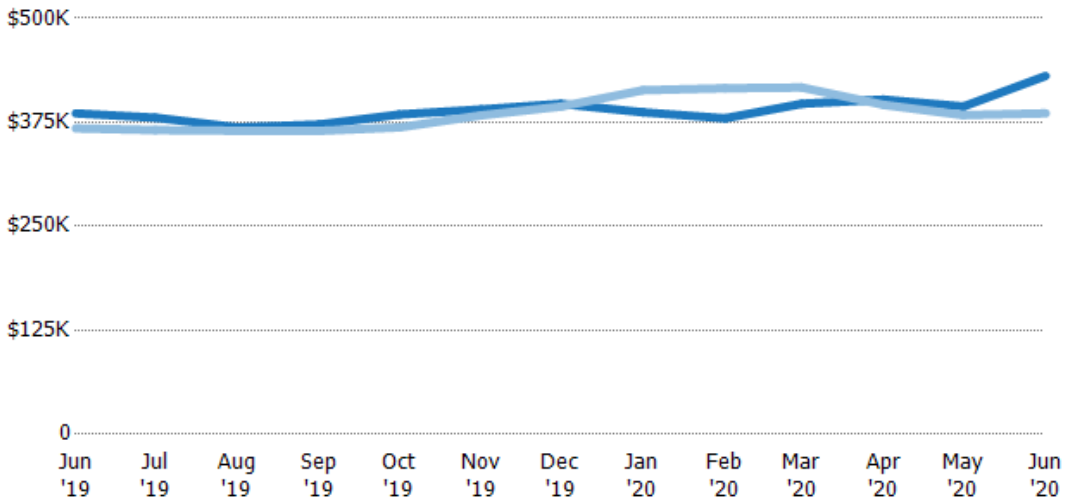
Month/Year	Current Year	Prior Year	Percent Change from Prior Year
Jun '20	\$73.6M	\$102M	-27.7%
Jun '19	\$102M	\$102M	-5.8%
Jun '18	\$108M	\$108M	-8.2%

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.
Jun '20	\$431K	11.6%
Jun '19	\$386K	4.9%
Jun '18	\$368K	-6.6%

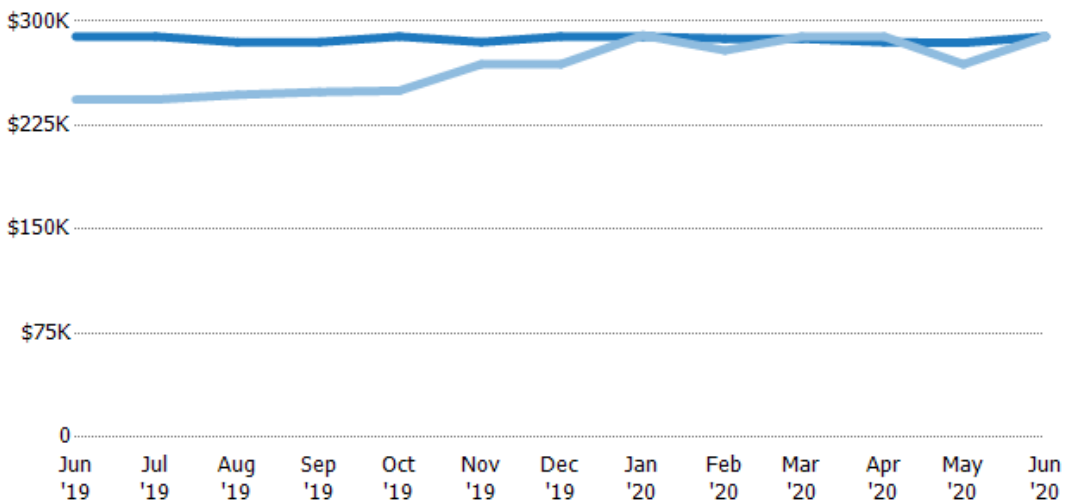
Current Year	\$386K	\$381K	\$369K	\$372K	\$384K	\$390K	\$397K	\$387K	\$380K	\$397K	\$402K	\$394K	\$431K
Prior Year	\$368K	\$366K	\$365K	\$365K	\$369K	\$383K	\$394K	\$414K	\$416K	\$417K	\$396K	\$384K	\$386K
Percent Change from Prior Year	5%	4%	1%	2%	4%	2%	1%	-6%	-9%	-5%	2%	3%	12%

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.
Jun '20	\$289K	0%
Jun '19	\$289K	18.7%
Jun '18	\$244K	-0.4%

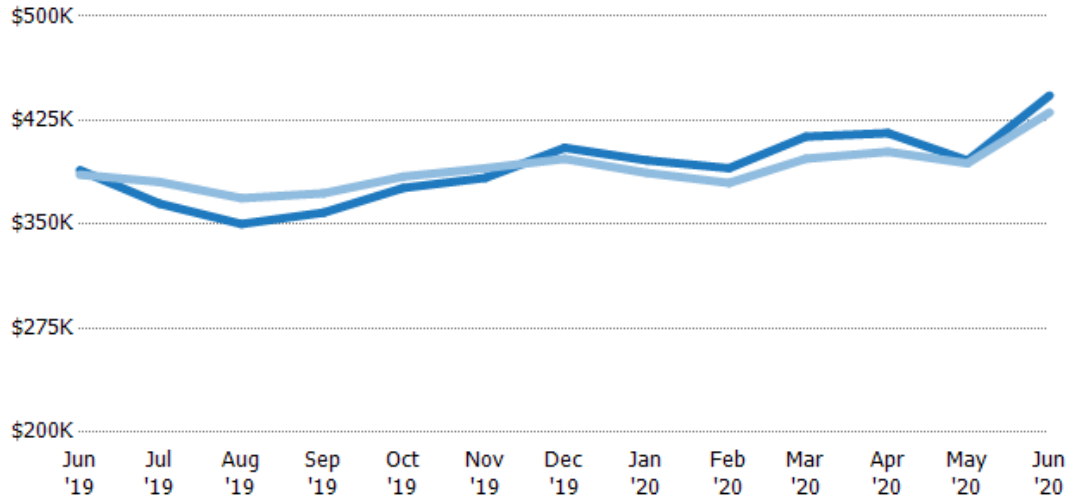
Current Year	\$289K	\$289K	\$285K	\$285K	\$289K	\$285K	\$289K	\$289K	\$287K	\$287K	\$285K	\$284K	\$289K
Prior Year	\$244K	\$244K	\$247K	\$249K	\$250K	\$269K	\$269K	\$290K	\$279K	\$289K	\$289K	\$269K	\$289K
Percent Change from Prior Year	19%	19%	15%	14%	16%	6%	7%	0%	3%	-1%	-1%	6%	0%

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

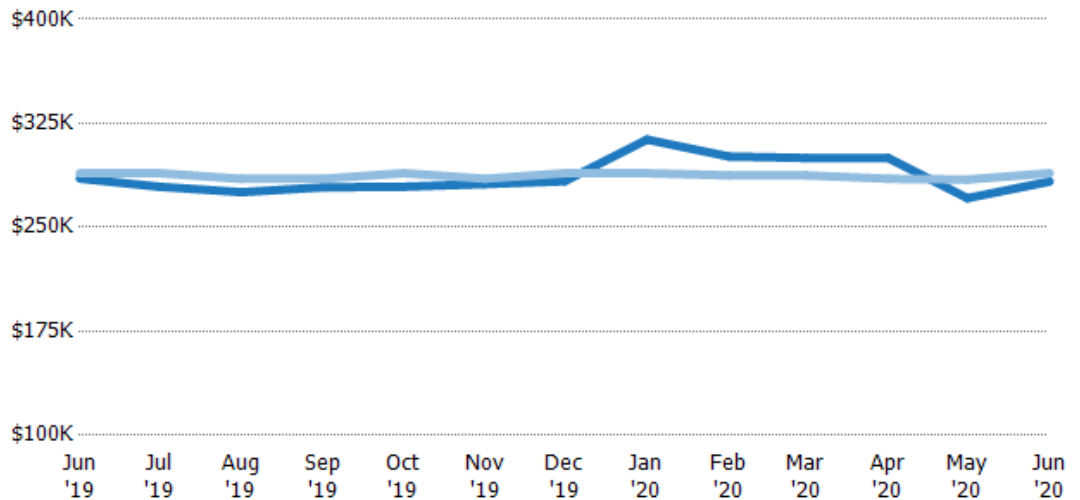


Median Listing Price vs Median Est Value

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

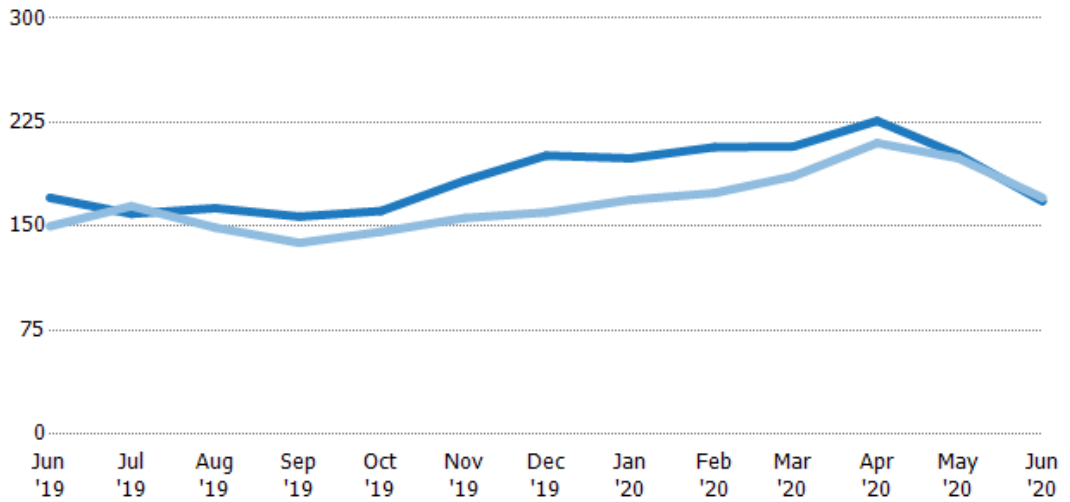


Median Days in RPR

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.
Jun '20	168	-1.5%
Jun '19	171	13.7%
Jun '18	150	-14.7%

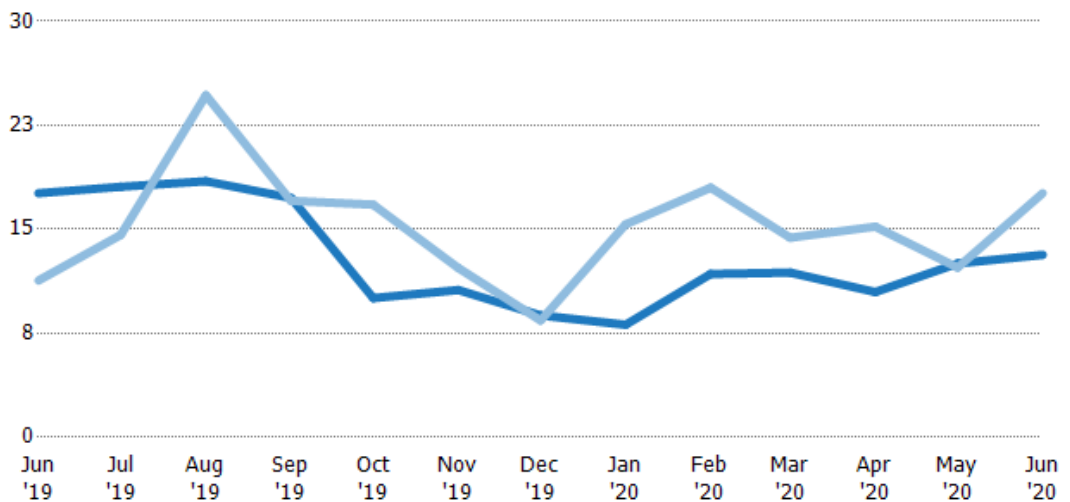
Current Year	171	159	163	157	161	183	201	199	207	208	226	202	168
Prior Year	150	165	149	138	146	156	160	169	174	186	210	199	171
Percent Change from Prior Year	14%	-3%	9%	14%	10%	17%	26%	18%	19%	12%	8%	1%	-1%

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.
Jun '20	13.2	-25.3%
Jun '19	17.6	55.6%
Jun '18	11.3	59.7%

Current Year	17.6	18.1	18.5	17.3	10	10.6	8.79	8.12	11.8	11.9	10.5	12.5	13.2
Prior Year	11.3	14.6	24.7	17.1	16.8	12.2	8.42	15.4	18	14.4	15.2	12.2	17.6
Percent Change from Prior Year	56%	24%	-25%	1%	-40%	-13%	4%	-47%	-35%	-17%	-31%	2%	-25%

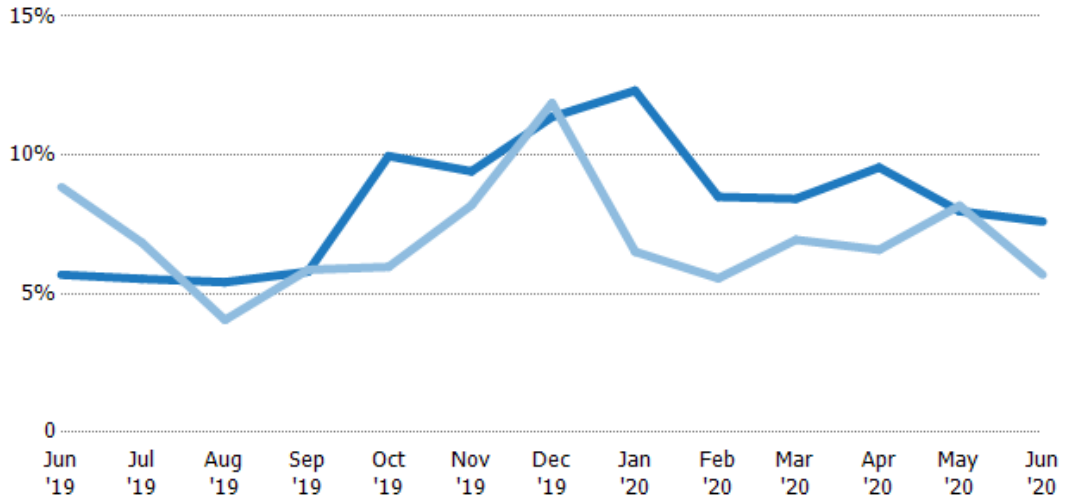
Absorption Rate

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.
Jun '20	8%	-1.9%
Jun '19	6%	3.2%
Jun '18	9%	-37.4%

	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20
Current Year	6%	6%	5%	6%	10%	9%	11%	12%	8%	8%	10%	8%	8%
Prior Year	9%	7%	4%	6%	6%	8%	12%	7%	6%	7%	7%	8%	6%
Change from Prior Year	3%	1%	-1%	0%	-4%	-1%	1%	-6%	-3%	-1%	-3%	0%	-2%

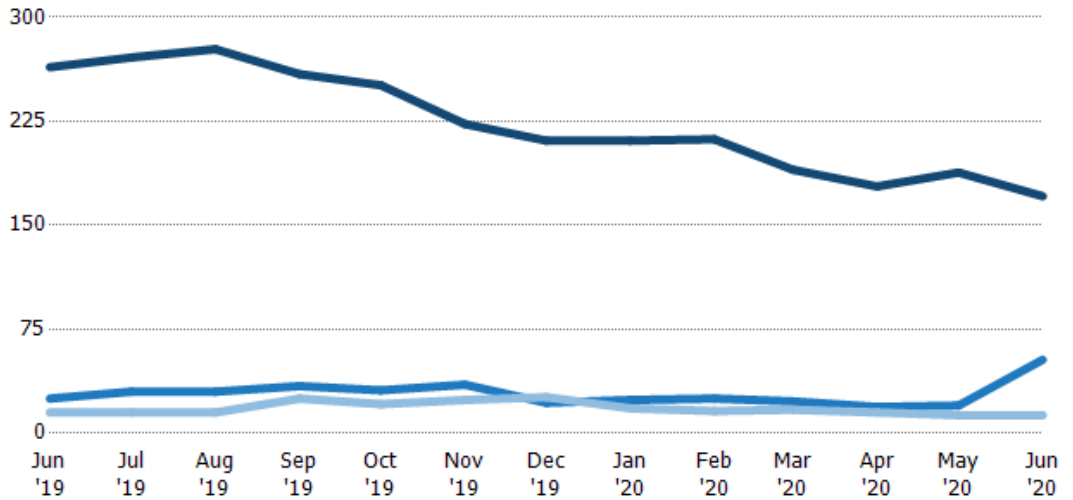
Active/Pending/Sold Units

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



	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20
Active	264	271	277	259	251	223	211	211	212	190	178	188	171
Pending	25	30	30	34	31	35	22	24	25	23	19	20	53
Sold	15	15	15	25	21	24	26	18	16	17	15	13	13

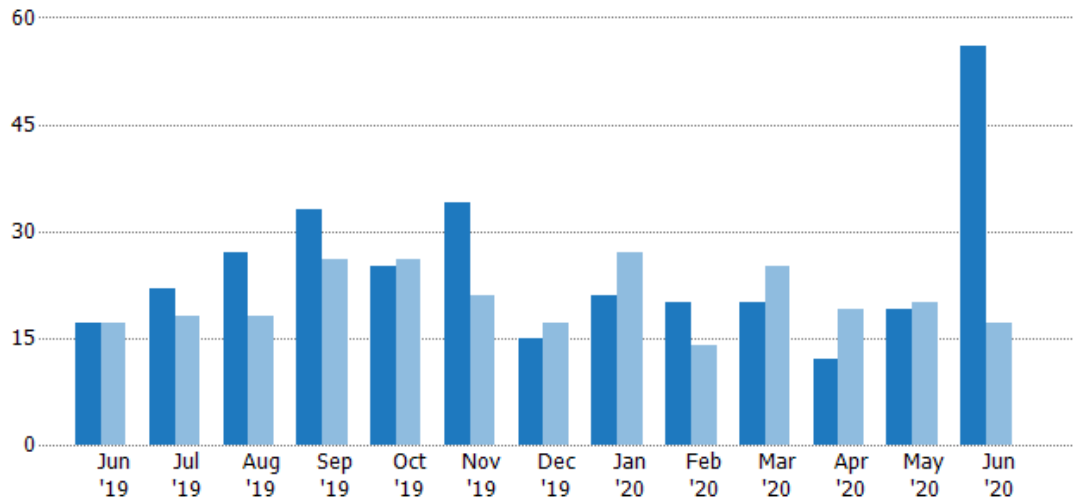
New Pending Sales

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.
Jun '20	56	229.4%
Jun '19	17	0%
Jun '18	17	29.4%



Current Year	17	22	27	33	25	34	15	21	20	20	12	19	56
Prior Year	17	18	18	26	26	21	17	27	14	25	19	20	17
Percent Change from Prior Year	0%	22%	50%	27%	-4%	62%	-12%	-22%	43%	-20%	-37%	-5%	229%

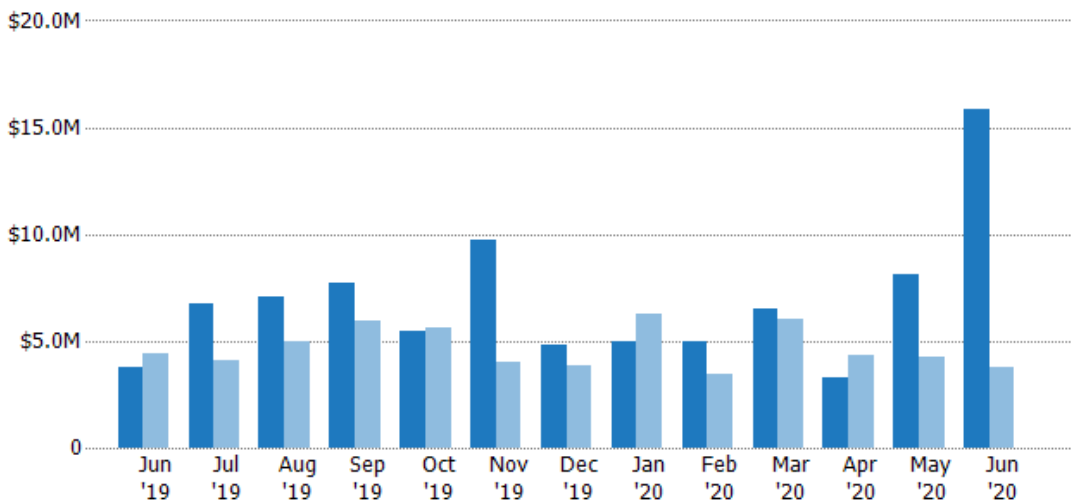
New Pending Sales Volume

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.
Jun '20	\$15.8M	321.7%
Jun '19	\$3.76M	-15.1%
Jun '18	\$4.42M	10.8%



Current Year	\$3.76M	\$6.77M	\$7.09M	\$7.68M	\$5.46M	\$9.76M	\$4.79M	\$4.94M	\$5.01M	\$6.5M	\$3.29M	\$8.15M	\$15.8M
Prior Year	\$4.42M	\$4.07M	\$4.94M	\$5.97M	\$5.64M	\$4.01M	\$3.88M	\$6.24M	\$3.43M	\$5.99M	\$4.35M	\$4.29M	\$3.76M
Percent Change from Prior Year	-15%	66%	43%	29%	-3%	143%	23%	-21%	46%	8%	-24%	90%	322%

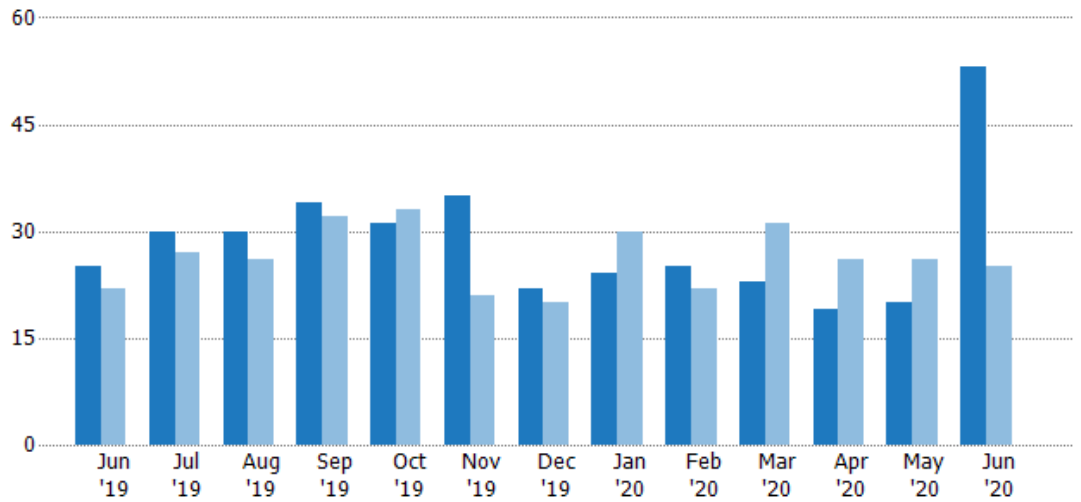
Pending Sales

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.
Jun '20	53	112%
Jun '19	25	13.6%
Jun '18	22	31.8%



Current Year	25	30	30	34	31	35	22	24	25	23	19	20	53
Prior Year	22	27	26	32	33	21	20	30	22	31	26	26	25
Percent Change from Prior Year	14%	11%	15%	6%	-6%	67%	10%	-20%	14%	-26%	-27%	-23%	112%

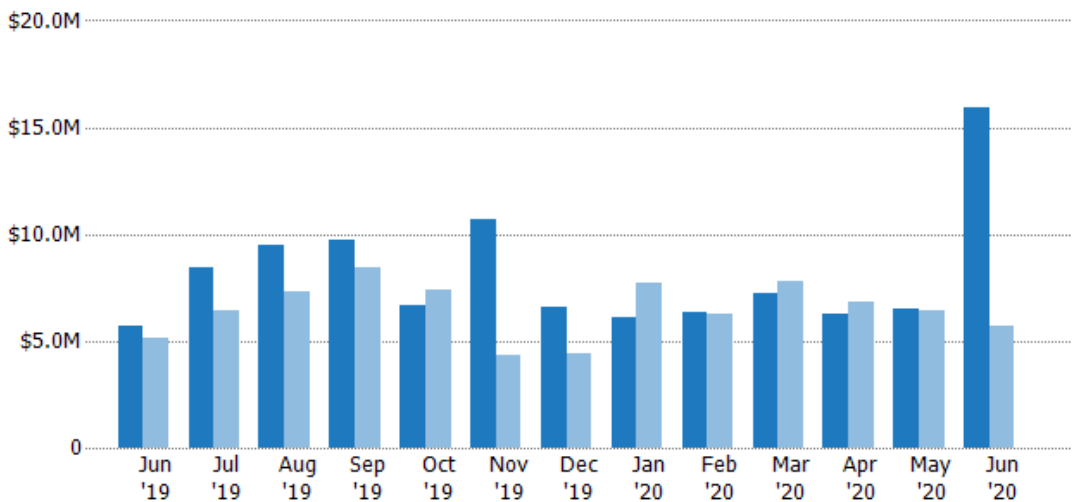
Pending Sales Volume

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.
Jun '20	\$15.9M	179.7%
Jun '19	\$5.68M	10.5%
Jun '18	\$5.14M	49.3%



Current Year	\$5.68M	\$8.44M	\$9.48M	\$9.74M	\$6.66M	\$10.7M	\$6.59M	\$6.08M	\$6.34M	\$7.23M	\$6.23M	\$6.48M	\$15.9M
Prior Year	\$5.14M	\$6.45M	\$7.3M	\$8.41M	\$7.42M	\$4.35M	\$4.44M	\$7.72M	\$6.23M	\$7.77M	\$6.81M	\$6.41M	\$5.68M
Percent Change from Prior Year	10%	31%	30%	16%	-10%	145%	49%	-21%	2%	-7%	-8%	1%	180%

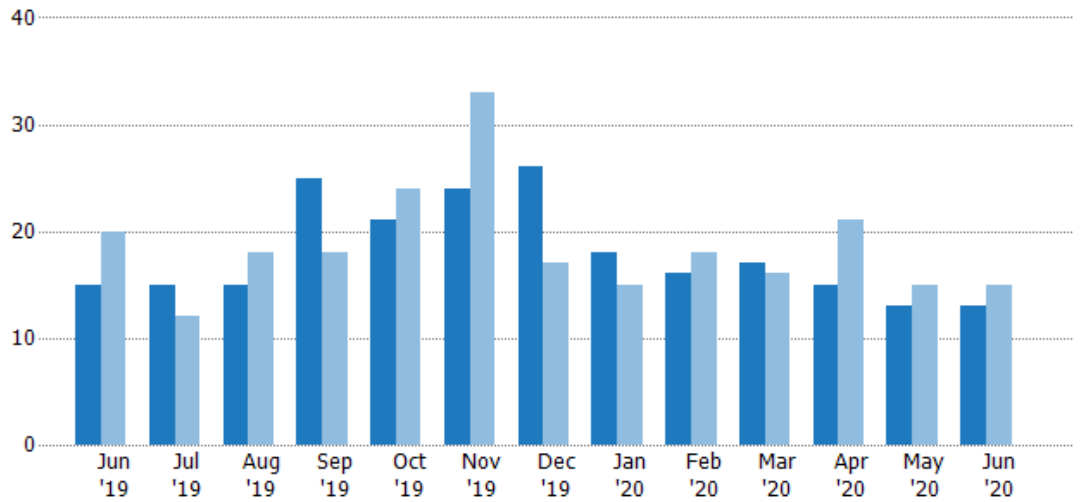
Closed Sales

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.
Jun '20	13	-13.3%
Jun '19	15	-25%
Jun '18	20	5%



Current Year	15	15	15	25	21	24	26	18	16	17	15	13	13
Prior Year	20	12	18	18	24	33	17	15	18	16	21	15	15
Percent Change from Prior Year	-25%	25%	-17%	39%	-13%	-27%	53%	20%	-11%	6%	-29%	-13%	-13%

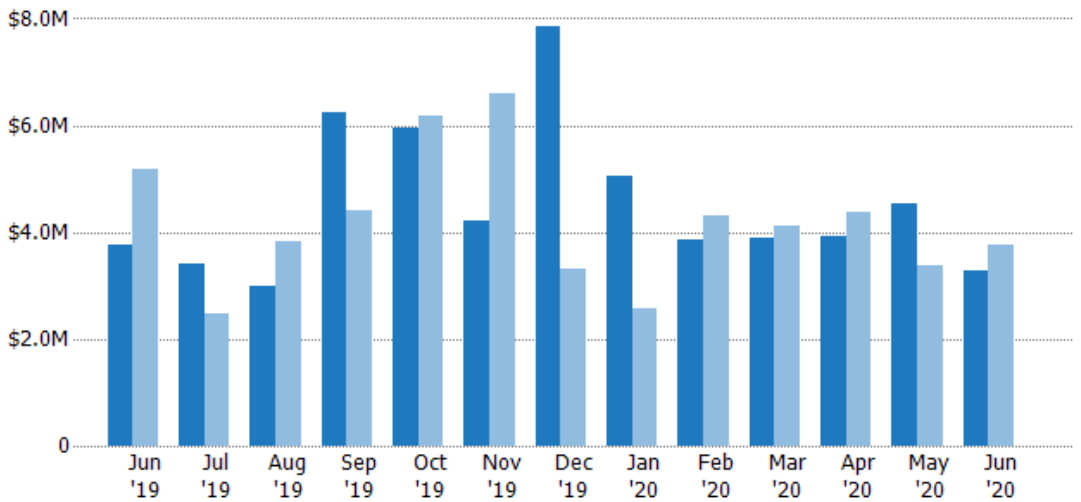
Closed Sales Volume

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.
Jun '20	\$3.27M	-12.8%
Jun '19	\$3.75M	-27.4%
Jun '18	\$5.17M	32.7%



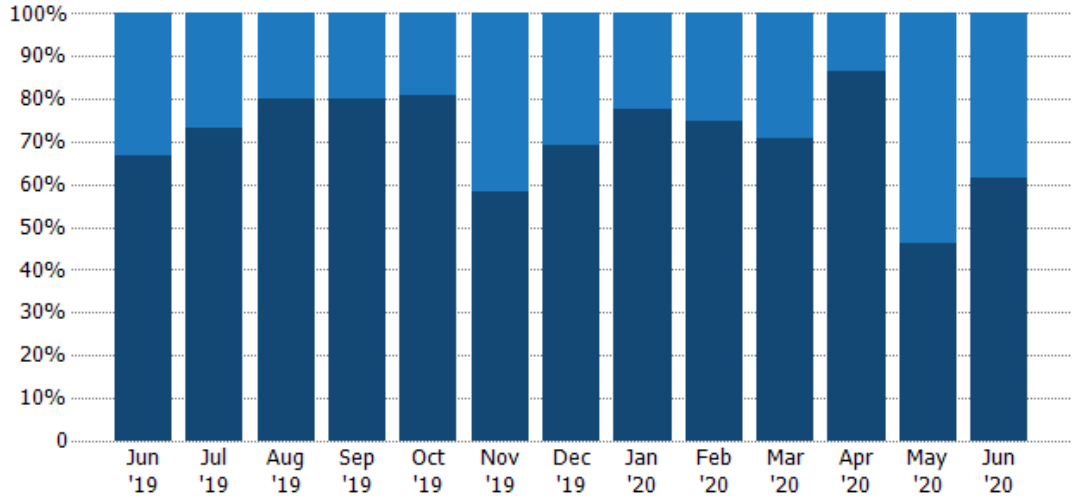
Current Year	\$3.75M	\$3.41M	\$3M	\$6.23M	\$5.96M	\$4.22M	\$7.84M	\$5.04M	\$3.87M	\$3.88M	\$3.92M	\$4.52M	\$3.27M
Prior Year	\$5.17M	\$2.48M	\$3.84M	\$4.41M	\$6.19M	\$6.59M	\$3.3M	\$2.56M	\$4.33M	\$4.11M	\$4.38M	\$3.38M	\$3.75M
Percent Change from Prior Year	-27%	38%	-22%	41%	-4%	-36%	137%	97%	-10%	-6%	-10%	34%	-13%

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



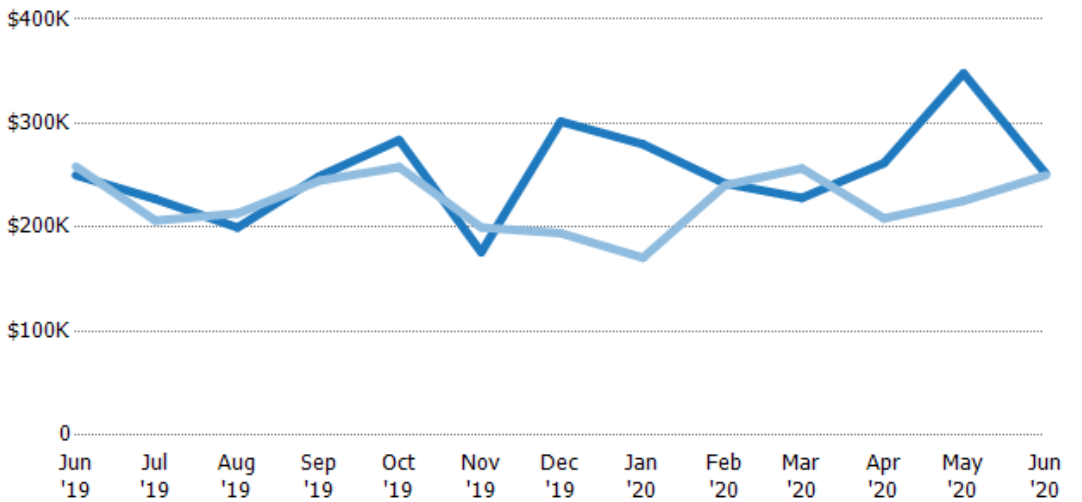
Property Type	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20
Condo/Townhouse	33%	27%	20%	20%	19%	42%	31%	22%	25%	29%	13%	54%	38%
Single Family Residence	67%	73%	80%	80%	81%	58%	69%	78%	75%	71%	87%	46%	62%

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.
Jun '20	\$252K	0.6%
Jun '19	\$250K	-3.2%
Jun '18	\$258K	26.4%

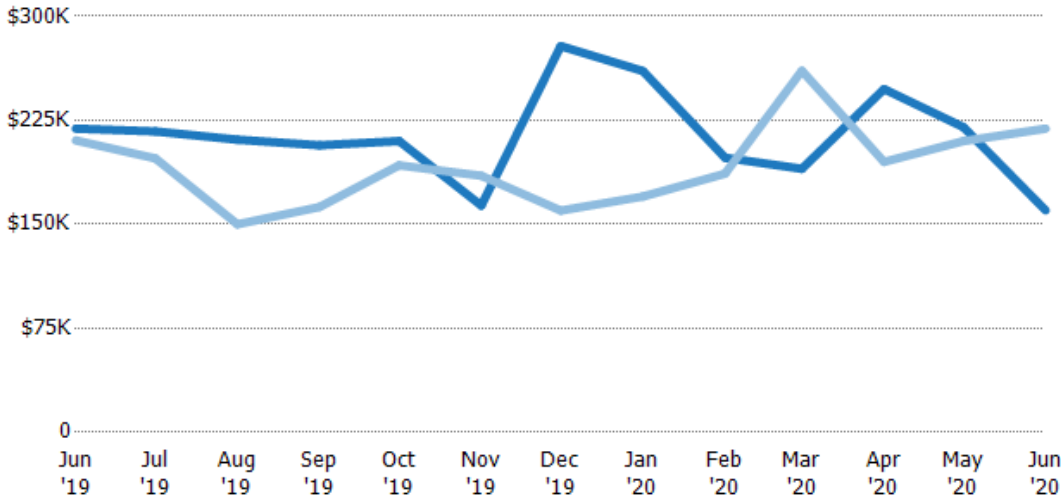
Property Type	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20
Current Year	\$250K	\$227K	\$200K	\$249K	\$284K	\$176K	\$302K	\$280K	\$242K	\$228K	\$262K	\$348K	\$252K
Prior Year	\$258K	\$206K	\$213K	\$245K	\$258K	\$200K	\$194K	\$171K	\$240K	\$257K	\$209K	\$225K	\$250K
Percent Change from Prior Year	-3%	10%	-6%	2%	10%	-12%	55%	64%	1%	-11%	25%	54%	1%

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.
Jun '20	\$160K	-26.9%
Jun '19	\$219K	4%
Jun '18	\$211K	0.2%

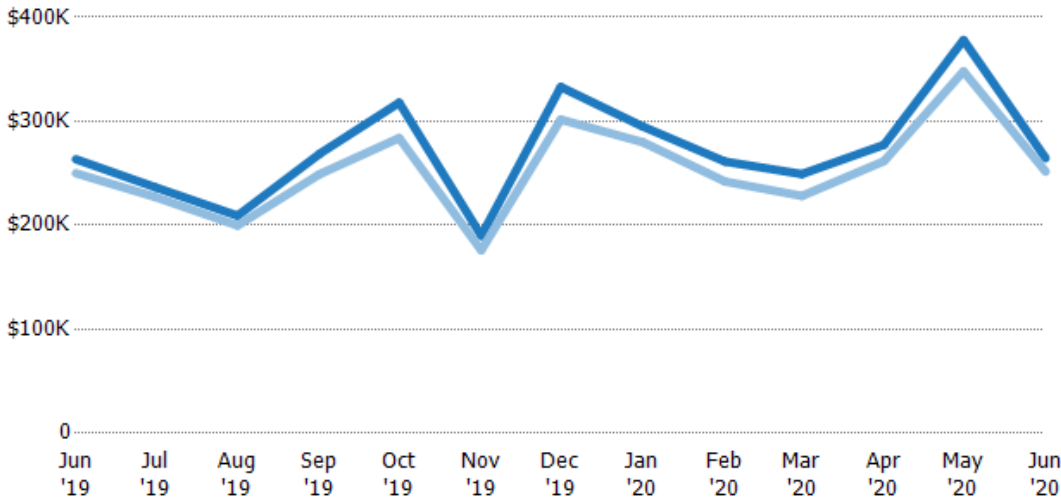
	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20
Current Year	\$219K	\$217K	\$211K	\$207K	\$210K	\$164K	\$279K	\$261K	\$198K	\$190K	\$248K	\$220K	\$160K
Prior Year	\$211K	\$198K	\$150K	\$163K	\$193K	\$185K	\$160K	\$170K	\$187K	\$261K	\$195K	\$210K	\$219K
Percent Change from Prior Year	4%	10%	41%	27%	9%	-12%	74%	53%	6%	-27%	27%	5%	-27%

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
Jun '20	\$264K	\$252K	95%
Jun '19	\$263K	\$250K	95%
Jun '18	\$263K	\$250K	95%

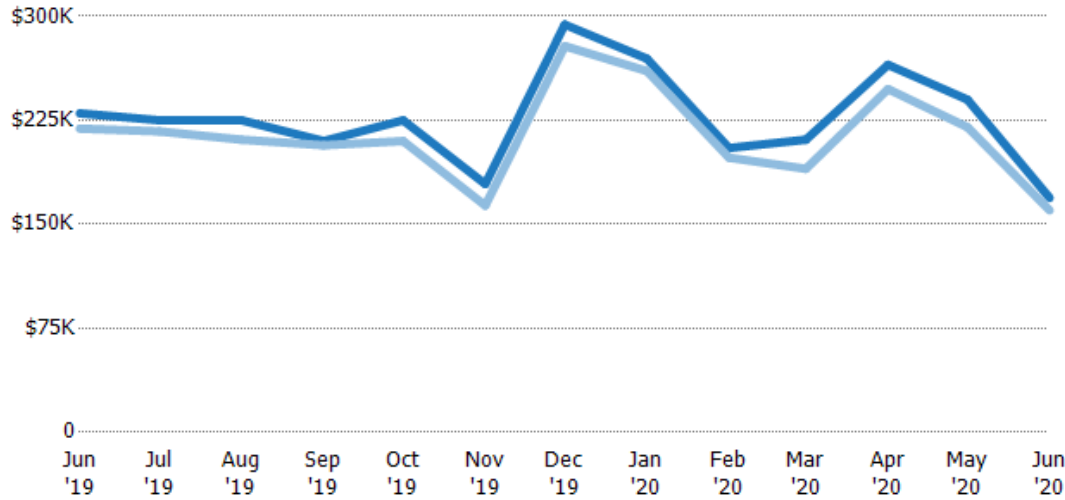
	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20
Avg List Price	\$263K	\$237K	\$209K	\$269K	\$318K	\$190K	\$333K	\$295K	\$261K	\$249K	\$277K	\$378K	\$264K
Avg Sales Price	\$250K	\$227K	\$200K	\$249K	\$284K	\$176K	\$302K	\$280K	\$242K	\$228K	\$262K	\$348K	\$252K
Avg Sales Price as a % of Avg List Price	95%	96%	95%	93%	89%	93%	91%	95%	93%	92%	94%	92%	95%

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



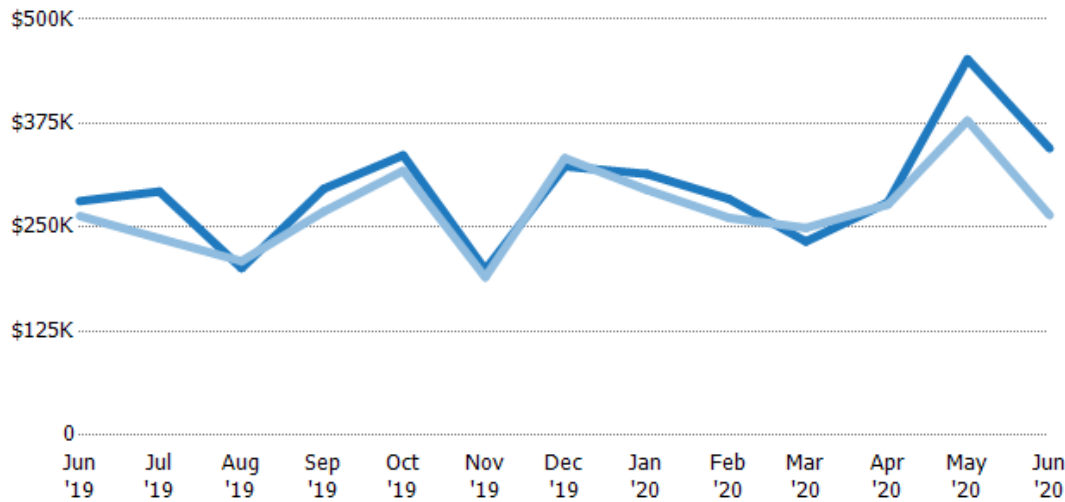
	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20
Median List Price	\$230K	\$225K	\$225K	\$210K	\$225K	\$179K	\$294K	\$269K	\$205K	\$211K	\$265K	\$240K	\$169K
Median Sales Price	\$219K	\$217K	\$211K	\$207K	\$210K	\$164K	\$279K	\$261K	\$198K	\$190K	\$248K	\$220K	\$160K
Med Sales Price as a % of Med List Price	95%	96%	94%	99%	93%	91%	95%	97%	97%	90%	93%	92%	95%

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



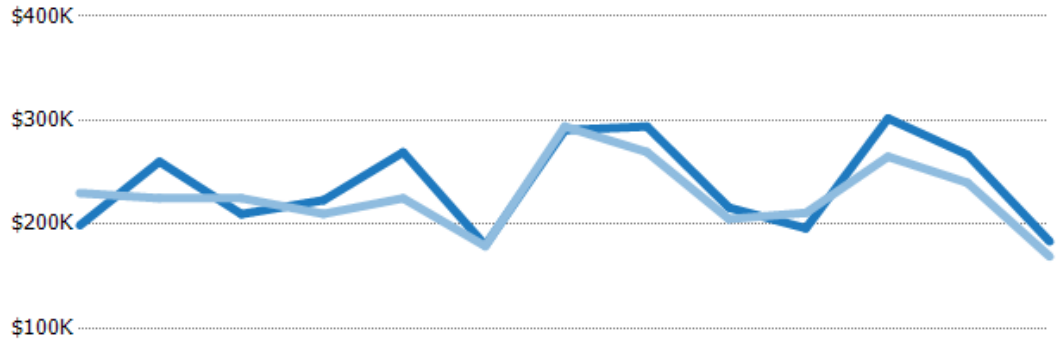
	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20
Avg Est Value	\$281K	\$293K	\$201K	\$296K	\$337K	\$199K	\$323K	\$314K	\$284K	\$233K	\$280K	\$452K	\$345K
Avg Sales Price	\$263K	\$237K	\$209K	\$269K	\$318K	\$190K	\$333K	\$295K	\$261K	\$249K	\$277K	\$378K	\$264K
Avg Sales Price as a % of Avg Est Value	94%	81%	104%	91%	94%	95%	103%	94%	92%	107%	99%	84%	77%

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



	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20
Median Est Value	\$199K	\$260K	\$210K	\$223K	\$269K	\$180K	\$291K	\$294K	\$216K	\$196K	\$302K	\$267K	\$183K
Median Sales Price	\$230K	\$225K	\$225K	\$210K	\$225K	\$179K	\$294K	\$269K	\$205K	\$211K	\$265K	\$240K	\$169K
Med Sales Price as a % of Med Est Value	116%	86%	107%	94%	84%	100%	101%	92%	95%	108%	88%	90%	92%