

# 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	Jul 2020	Jul 2019	+ / -	YTD 2020	YTD 2019	+ / -
Listing Activity Charts Metrics						
New Listing Count	55	37	+48.6%	210	217	-3.2%
New Listing Volume	\$24,684,100	\$12,744,700	+93.7%	\$82,192,700	\$71,332,397	+15.2%
Active Listing Count	163	268	-39.2%	NA	NA	
Active Listing Volume	\$73,018,792	\$101,461,497	-28%	NA	N/A	
Average Listing Price	\$447,968	\$378,588	+18.3%	\$401,009	\$397,553	+0.9%
Median Listing Price	\$307,000	\$285,000	+7.7%	\$288,633	\$279,622	+3.2%
Median Daysin RPR	166	164.5	+0.9%	192.17	182.9	+5.1%
Months of Inventory	12.5	17.9	-29.8%	11.3	14.6	-22.4%
Absorption Rate	7.98%	5.6%	+2.4%	8.81%	6.84%	+2%
Sales Activity Charts Metrics						
New Pending Sales Count	68	22	+209.1%	215	144	+49.3%
New Pending Sales Volume	\$25,241,999	\$6,769,299	+272.9%	\$67,915,799	\$34,844,346	+94.9%
Pending Sales Count	74	29	+155.2%	NA	NA	
Pending Sales Volume	\$26,873,300	\$8,195,700	+227.9%	NA	NA	
Closed Sales Count	34	14	+142.9%	126	116	+8.6%
Closed Sales Volume	\$8,940,525	\$3,190,000	+180.3%	\$33,451,726	\$25,548,313	+30.9%
Average Sales Price	\$262,957	\$227,857	+15.4%	\$265,490	\$220,244	+20.5%
Median Sales Price	\$199,500	\$217,000	-8.1%	\$210,496	\$205,134	+2.6%





#### **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.
Jul '20	55	48.6%
Jul '19	37	27.6%
Jul '18	29	20.7%



### New Listing Volume

Percent Change from Prior Year

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

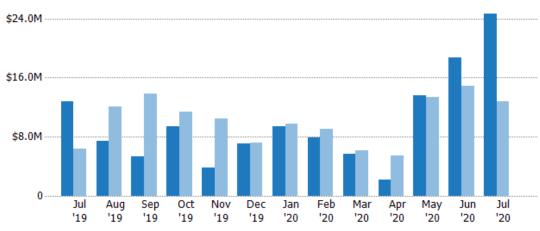
Filters Used

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 Family Residence

Month/ Year	Volume	% Chg.
Jul '20	\$24.7M	93.7%
Jul '19	\$12.7M	98.6%
Jul '18	\$6.42M	72.9%









#### **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.
Jul '20	163	-39.2%
Jul '19	268	-6.9%
Jul '18	288	-2.1%



#### **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

Filters Used

Current Year

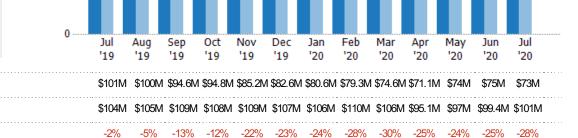
Prior Year

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	Volume	% Chg.
Jul '20	\$73M	-28%
Jul '19	\$101M	-2.3%
Jul '18	\$104M	-4.9%

Percent Change from Prior Year

\$150.0M \$100.0M \$50.0M





Current Year

Prior Year



# 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.
Jul '20	\$448K	18.3%
Jul '19	\$379K	5%
Jul '18	\$361K	-2.9%

\$500	)K												
\$375	БК												
\$250	)K												
\$125	5K												
	0												
	Jul '19	Aug '19	Sep	Oct	Nov		Jan	Feb	Mar	Apr	May '20	Jun	Jul '20
	\$379K	\$365K	\$368K	\$381K	\$387K	\$395K	\$384K	\$378K	\$395K	\$400K	\$391K	\$424K	\$448K
	\$361K	\$360K	\$360K	\$365K	\$381K	\$392K	\$412K	\$416K	\$418K	\$394K	\$382K	\$382K	\$379K
	5%	2%	2%	4%	2%	1%	-7%	-9%	-5%	1%	2%	11%	18%

### Median Listing Price

Percent Change from Prior Year

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

\$400K

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	Price	% Chg.
Jul '20	\$307K	7.7%
Jul '19	\$285K	19%
Jul '18	\$239K	0.6%

Percent Change from Prior Year

\$300K \$200K												
\$100K												
	Aug '19											
	\$275K											
\$239K	\$243K	\$249K	\$249K	\$265K	\$264K	\$289K	\$269K	\$287K	\$279K	\$263K	\$285K	\$285K
19%	13%	12%	14%	8%	8%	-1%	6%	-1%	2%	8%	1%	8%

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.

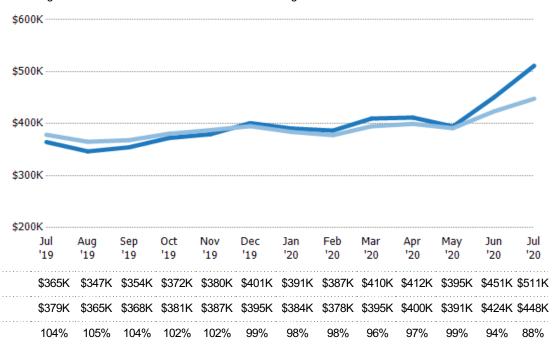
#### Filters Used ZIP: East Dover, VT 05341, South

Family Residence

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



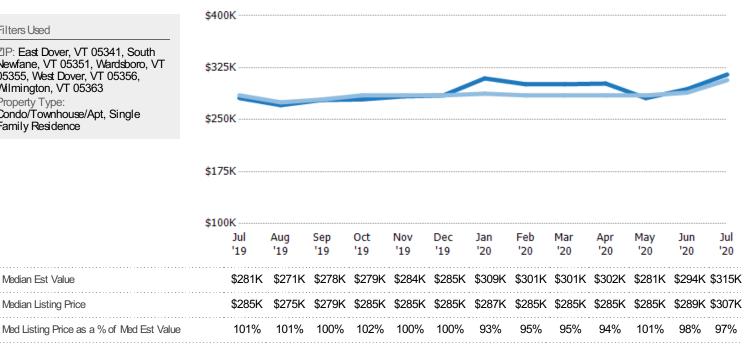
#### Median Listing Price vs Median Est Value

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

Avg Listing Price as a % of Avg Est Value



Median Est Value

Median Listing Price





#### Median Days in RPR

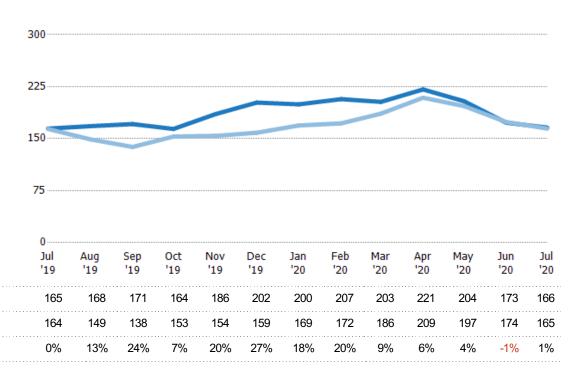
The median number of days between when residential properties are first displayed as active listings in RPR and when accepted offers have been noted in RPR

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 Family Residence

Month/ Year	Days	% Chg.
Jul '20	166	0.9%
Jul '19	165	0.3%
Jul '18	164	-26.2%



#### Months of Inventory

Percent Change from Prior Year

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

-7%

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
 Months
 % Chg.

 Jul '20
 12.5
 -29.8%

 Jul '19
 17.9
 17.9%

15.2

Percent Change from Prior Year

30
23
15
8
0

	'19	'19	'19	'19		'19			'20	'20	'20	'20	'20	
	17.9	19.5	18.4	9.96	11	8.36	8.08	11.7	11.8	10.5	12.6	13.6	12.5	
	15.2	22.5	15.9	15.5	11.5	8.5	16.1	16.6	13.4	16.1	12.1	16.3	17.9	
•	18%	-13%	15%	-36%	-4%	-2%	-50%	-30%	-12%	-35%	4%	-16%	-30%	

Jul '18

Prior Year

Current Year





#### **Absorption Rate**

The percentage of inventory sold per month.

#### Filters Used

Family Residence

Jul '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, Wilmington, VT 05363 Property Type: Condo/Townhouse/Apt, Single

Month/ Year Chg. Rate -2.4% Jul '20 8% Jul '19 6% 1%

7%

7.6%



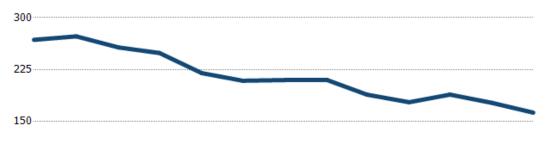
Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20
 6%	5%	5%	10%	9%	12%	12%	9%	8%	10%	8%	7%	8%
 7%	4%	6%	6%	9%	12%	6%	6%	7%	6%	8%	6%	6%
 1%	-1%	1%	-4%	0%	0%	-6%	-3%	-1%	-3%	0%	-1%	-2%

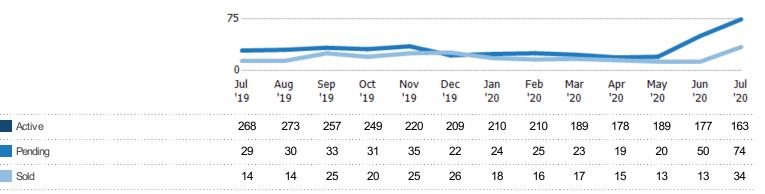
### Active/Pending/Sold Units

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







### **New Pending Sales**

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

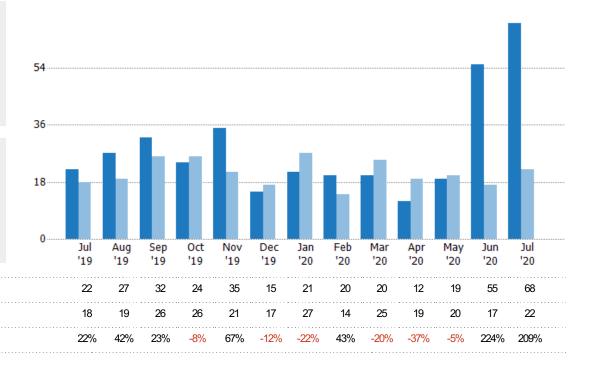
Filters Used

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.
Jul '20	68	209.1%
Jul '19	22	22.2%
Jul '18	18	-33.3%

Current Year

Prior Year



### New Pending Sales Volume

Percent Change from Prior Year

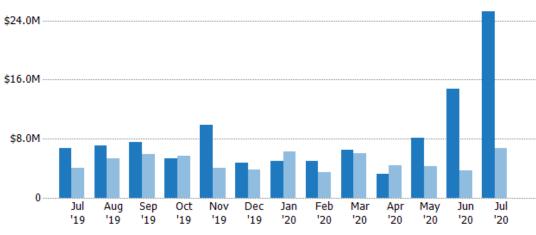
The sum of the sales price of residential properties with accepted offers that were added each month.

Eilters 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.
Jul '20	\$25.2M	272.9%
Jul '19	\$6.77M	66.2%
Jul '18	\$4.07M	-23.8%



 Current Year
 \$6.77M \$7.09M \$7.55M \$5.33M \$9.88M \$4.79M \$4.94M \$5.01M \$6.5M \$3.29M \$8.15M \$14.8M \$25.2M

 Prior Year
 \$4.07M \$5.29M \$5.97M \$5.64M \$4.01M \$3.88M \$6.24M \$3.43M \$5.99M \$4.35M \$4.29M \$3.76M \$6.77M

 Percent Change from Prior Year
 66% 34% 27% -5% 146% 23% -21% 46% 8% -24% 90% 294% 273%



#### **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.
Jul '20	74	155.2%
Jul '19	29	7.4%
Jul '18	27	-11.1%



### Pending Sales Volume

Percent Change from Prior Year

Current Year

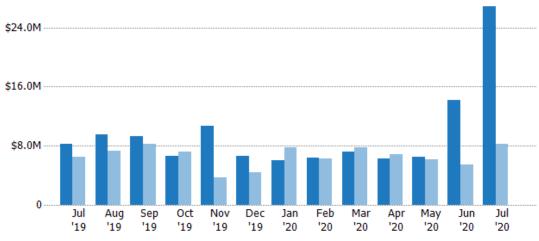
Prior Year

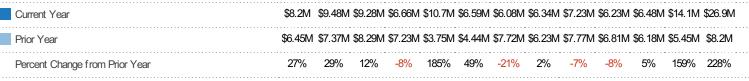
The sum of the sales price of residential properties with accepted offers that were available at the end of each month.

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

Month/ Year	Volume	% Chg.
Jul '20	\$26.9M	227.9%
Jul '19	\$8.2M	27.1%
Jul '18	\$6.45M	13.6%







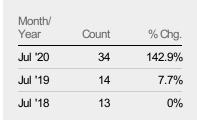


#### **Closed Sales**

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





#### Closed Sales Volume

Percent Change from Prior Year

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

Filters Used

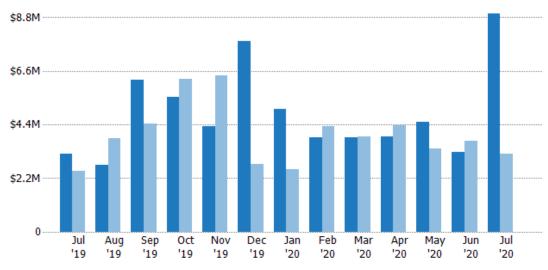
Current Year

Prior Year

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

Condo/Townhouse/Apt, Single Family Residence

Month/ Year	Volume	% Chg.
Jul '20	\$8.94M	180.3%
Jul '19	\$3.19M	26.9%
Jul '18	\$2.51M	-19.2%



 Current Year
 \$3.19M \$2.75M \$6.23M \$5.53M \$4.34M \$7.84M \$5.04M \$3.87M \$3.88M \$3.92M \$4.52M \$3.27M \$8.94M

 Prior Year
 \$2.51M \$3.85M \$4.43M \$6.26M \$6.42M \$2.77M \$2.59M \$4.35M \$3.89M \$4.38M \$3.4M \$3.75M \$3.19M

 Percent Change from Prior Year
 27% -28% 41% -12% -32% 183% 95% -11% 0% -10% 33% -13% 180%

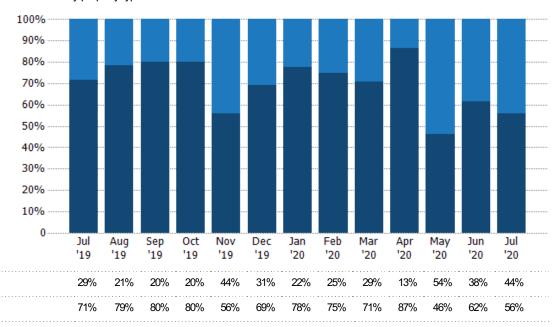


#### Closed Sales by Property Type

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



### **Average Sales Price**

Single Family Residence

Condo/Townhouse

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

0 ···· Jul

Aug

'19

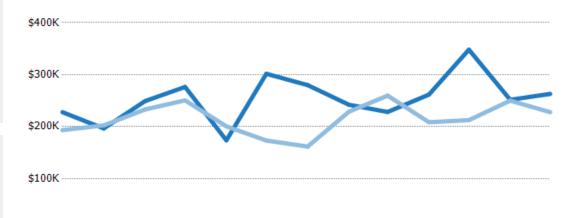
Sep

'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.
Jul '20	\$263K	15.4%
Jul '19	\$228K	17.8%
Jul '18	\$193K	-19.2%



Current Year	\$228K	\$197K	\$249K	\$276K	\$174K	\$302K	\$280K	\$242K	\$228K	\$262K	\$348K	\$252K	\$263K
Prior Year	\$193K	\$202K	\$233K	\$251K	\$201K	\$173K	\$162K	\$229K	\$260K	\$209K	\$213K	\$250K	\$228K
Percent Change from Prior Year	18%	-3%	7%	10%	-13%	74%	73%	6%	-12%	25%	64%	1%	15%

0ct

'19

Nov

'19

Dec

'19



Feb

'20

Mar

'20

Apr

'20

May

'20

Jun

'20

Jul

'20

Jan

'20

#### **Median Sales Price**

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

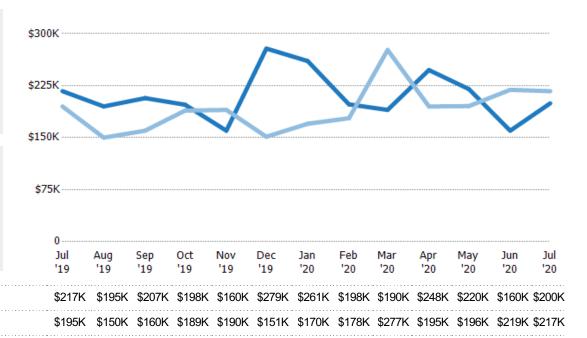
#### Filters Used

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.
Jul '20	\$200K	-8.1%
Jul '19	\$217K	11.3%
Jul '18	\$195K	-27.5%

Percent Change from Prior Year



53%

11% -31%

### Average Sales Price vs Average Listing Price

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

\$100K --

11%

29%

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

\$400K	
\$300K	
\$200K	

<del>-16%</del> 84%

	0													
	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	
Avg List Price	\$237K	\$206K	\$269K	\$311K	\$187K	\$333K	\$295K	\$261K	\$249K	\$277K	\$378K	\$264K	\$278K	
Avg Sales Price	\$228K	\$197K	\$249K	\$276K	\$174K	\$302K	\$280K	\$242K	\$228K	\$262K	\$348K	\$252K	\$263K	
Avg Sales Price as a % of Avg List Price	96%	95%	93%	89%	93%	91%	95%	93%	92%	94%	92%	95%	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.

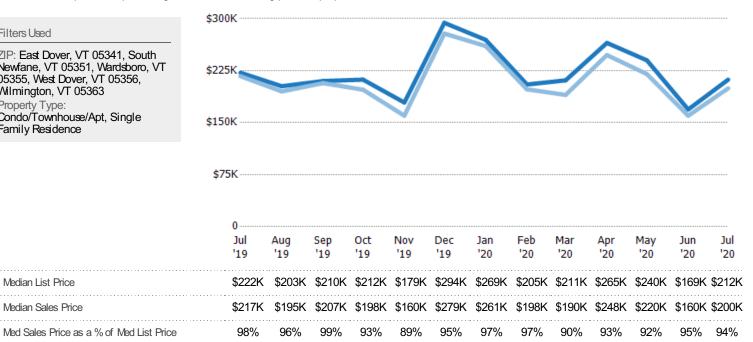
#### Filters Used

Family Residence

Median List Price

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



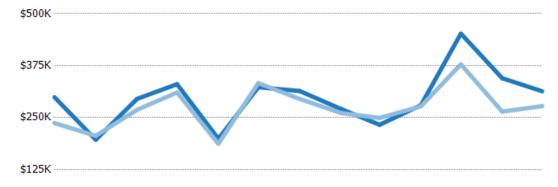
#### Average Sales Price vs Average Est Value

The average sales price as a percentage of the average AVM or RVM® valuation estimate for properties sold each month.

#### Filters Used

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



	Jul '19	Aug '19	Sep '19	0ct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20
Avg Est Value	\$299K	\$197K	\$295K	\$330K	\$199K	\$323K	\$314K	\$271K	\$233K	\$280K	\$452K	\$345K	\$313K
Avg Sales Price	\$237K	\$206K	\$269K	\$311K	\$187K	\$333K	\$295K	\$261K	\$249K	\$277K	\$378K	\$264K	\$278K
Avg Sales Price as a % of Avg Est Value	79%	105%	91%	94%	94%	103%	94%	96%	107%	99%	84%	77%	89%



#### 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

Med Sales Price as a % of Med Est Value

ZIP: East Dover, VT 05341, South Newfane, VT 05351, Wardsboro, VT 05355, West Dover, VT 05356, WIlmington, VT 05363 Property Type:

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









# Sales Activity by Metro Area

Aug 2020

Metro	Pendings (Month End)	Pending Volume (Month End)		Sales Volume	Av g Sales Price	Median Sales Price	Av g Sales Price per Sq Ft	Median Sales Price per Sq Ft	Median Days In RPR
Barre, VT			1	\$180,000	\$180,000	\$180,000	\$114	\$114	613
Burlington-South Burlington, VT			1	\$205,000	\$205,000	\$205,000	\$136	\$136	315
Other	110	\$39,713,300	35	\$12,589,400	\$359,697	\$290,000	\$157	\$145	77



