

# 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 2018	Jun 2017	+/-	YTD 2018	YTD 2017	+/-
Listing Activity Charts Metrics						
New Listing Count	95	122	-22.1%	95	122	-22.1%
New Listing Volume	\$31,220,549	\$33,274,922	-6.2%	\$31,220,549	\$33,274,922	-6.2%
Active Listing Count	360	520	-30.8%	360	520	-30.8%
Active Listing Volume	\$139,059,852	\$155,168,651	-10.4%	\$139,059,852	\$155,168,651	-10.4%
Average Listing Price	\$386,277	\$298,401	+29.4%	\$386,277	\$298,401	+29.4%
Median Listing Price	\$299,000	\$234,950	+27.3%	\$299,000	\$234,950	+27.3%
Median Days in RPR	106.5	106	+0.5%	106.5	106	+0.5%
Months of Inventory	_	_	-	4.1	8.7	-52.3%
Absorption Rate	_	_	+	24.17%	11.54%	+12.6%
Sales Activity Charts Metrics						
New Pending Sales Count	77	63	+22.2%	77	63	+22.2%
New Pending Sales Volume	\$20,007,050	\$14,462,800	+38.3%	\$20,007,050	\$14,462,800	+38.3%
Pending Sales Count	116	101	+14.9%	116	101	+14.9%
Pending Sales Volume	\$30,816,350	\$24,130,100	+27.7%	\$30,816,350	\$24,130,100	+27.7%
Cloæd Sales Count	47	87	-46%	47	87	-46%
Closed Sales Volume	\$9,706,587	\$20,025,060	-51.5%	\$9,706,587	\$20,025,060	-51.5%
Average Sales Price	\$206,523	\$230,173	-10.3%	\$206,523	\$230,173	-10.3%
Median Sales Price	\$199,000	\$210,000	-5.2%	\$199,000	\$210,000	-5.2%





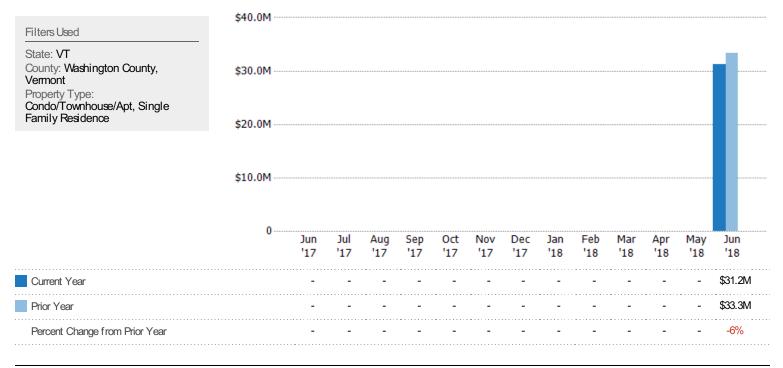
## New Listings

The number of new single-family, condominium and townhome listings that were added each month.

Filters Used	200														
State: VT County: Washington County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	150														
Family Residence	100														
	50														
		Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	
				±/			±/	±/					10	10	
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	95	
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	122	
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	-22%	

#### New Listing Volume

The sum of the listing price of single-family, condominium and townhome listings that were added each month.





## Active Listings

The number of active single-family, condominium and townhome listings at the end of each month.

Filters Used	800													
State: VT County: Washington County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	600													
Family Residence	400													
	200													
	, in the second s	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun
		'17	'17	'17	'17	'17	'17	'17	'18	'18	'18	'18	'18	'18
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	360
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	520
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	-31%

#### Active Listing Volume

The sum of the listing price of active single-family, condominium and townhome listings at the end of each month.

Filters Used State: VT County: Washington County, Vermont	\$240.0M													
Property Type: Condo/Townhouse/Apt, Single Family Residence	\$160.0M													_
	\$80.0M													
	0	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	\$139M
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	\$155M
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	-10%





#### Average Listing Price

The average listing price of active single-family, condominium and townhome listings at the end of each month.

Filters Used	\$400K ······												
State: VT County: Washington County, Vermont Property Type:	\$300K												
Condo/Townhouse/Apt, Single Family Residence	\$200K												
	\$100K												
	\$100K												
	0												
	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18
Current Year		-	-	-	-	-	-	-	-	-	-	-	\$386K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$298K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	29%

# Median Listing Price

The median listing price of active single-family, condominium and townhome listings at the end of each month.

	\$300K ······												
Filters Used State: VT County: Washington County,	\$225K												
Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	\$150K												
	\$75K												
	\$73K												
	0 Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$299K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$235K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	27%





# 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.

	\$400K ······												
Filters Used													
State: VT County: Washington County,	\$300K												
Vermont Property Type:													
Condo/Townhouse/Apt, Single Family Residence	\$200K												
	\$100K												
	0												
	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18
Avg Est Value	-	-	-	-	-	-	-		-	-	-	-	\$358K
Avg Listing Price	-	-	-	-	-	-	-	-	-	-	-	-	\$386K
Avg Listing Price as a % of Avg Est Value													4000/
	-	-		-	-	-	-	-	-	-	-	-	108%

#### 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.

	\$400K ······												
Filters Used State: VT County: Washington County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	\$300K												
	\$100K												
	0												
	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18
					17							10	
Median Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$308K
Median Listing Price	-	-	-	-	-	-	-	-	-	-	-	-	\$299K
Med Listing Price as a % of Med Est Value	-	_	-	-	-	-	-	-	-	-	-	-	97%





#### 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	200												
State: VT County: Washington County, Vermont Property Type:	150												
Condo/Townhouse/Apt, Single Family Residence	100												
	50												
	Jun	Jul	Aug	Sep	0ct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun
	'17	'17	'17	'17	'17	'17	'17	'18	'18	'18	'18	'18	'18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	107
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	106
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	0%

#### Months of Inventory

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

	20												
Filters Used State: VT County: Washington County, Vermont	15												
Property Type: Condo/Townhouse/Apt, Single Family Residence	10												
	5												
	0												
	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	8.57
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	9.81
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-13%





#### Absorption Rate

The percentage of inventory sold per month.

	15%												
Filters Used State: VT County: Washington County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	10%												
	5%												
	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	12%
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	10%
Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-1%

# Active/Pending/Sold Units

The number of single-family, condominium and townhome properties that were Active, Pending and Sold each month.

Active Pending	Jun '17 -	Jul '17	Aug '17	Sep '17 -	0ct '17 -	Nov '17	Dec '17	Jan '18 -	Feb '18	Mar '18 _	Apr '18 -	May '18	Jun '18 360 116
Active	Jun		Aug '17	Sep '17									'18
	Jun		Aug '17	Sep '17									
	U												
	100												
Property Type: Condo/Townhouse/Apt, Single Family Residence	200												
State: VT County: Washington County, Vermont	300												
Filters Used													





#### New Pending Sales

The number of single-family, condominium and townhome properties with accepted offers that were added each month.

	80													
Filters Used State: VT County: Washington County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	60													
	20													
	0	Jun	Jul	Aug	Sep		Nov	Dec	Jan	Feb	Mar	Apr	May	Jun
		'17	'17	'17	'17	'17	'17	'17	'18	'18	'18	'18	'18	'18
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	77
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	63
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	22%

#### New Pending Sales Volume

The sum of the sales price of single-family, condominium and townhome properties with accepted offers that were added each month.

Filters Used														
State: VT County: Washington County, Vermont	\$24.0M													
Property Type: Condo/Townhouse/Apt, Single Family Residence	\$16.0M													
	\$8.0M													
	\$0.0M													
	0													
		Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	\$20M
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	\$14.5M
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	38%



# Pending Sales

The number of single-family, condominium and townhome properties with accepted offers that were available at the end each month.

Filters Used State: VT	200														
County: Washington County, Vermont Property Type: Condo/Townhouse/Apt, Single	150														
Condo/Townhouse/Apt, Single Family Residence	100														
	50														
	0	-			_	~ •		_	-						
		Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	116	
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	101	
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	15%	

#### Pending Sales Volume

The sum of the sales price of single-family, condominium and townhome properties with accepted offers that were available at the end of each month.

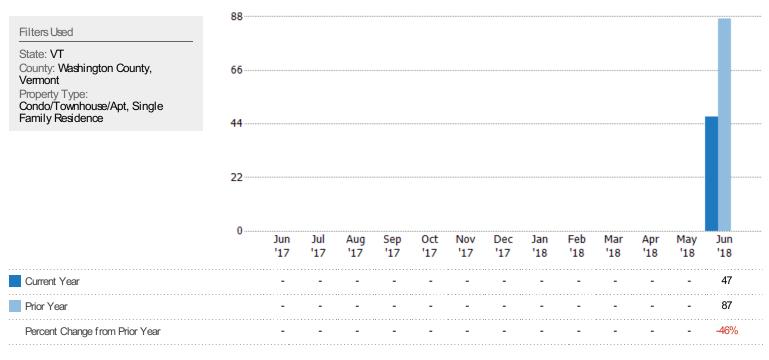
Percent Change from Prior Year		-	-	-	-	-	-	-		-	-	-	-	28%
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	\$24.1M
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	\$30.8M
	\$10.0M 0	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18
Property Type: Condo/Townhouse/Apt, Single Family Residence	\$20.0M													
State: VT County: Washington County, Vermont	\$30.0M													
Filters Used	\$40.0M ······													





## Closed Sales

The total number of single-family, condominium and townhome properties sold each month.



# **Closed Sales Volume**

The sum of the sales price of single-family, condominium and townhome properties sold each month.

Filters Used State: VT County: Washington County, Vermont	\$24.0M													
Property Type: Condo/Townhouse/Apt, Single Family Residence	\$16.0M													
	\$8.0M													
	0	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	\$9.71M
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	\$20M
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	-52%



# Closed Sales by Property Type

The percentage of single-family, condominium and townhome properties sold each month by property type.

	100%														
Filters Used	90%														
State: VT County: Washington County,	80%														
Vermont	70%														
Property Type: Condo/Townhouse/Apt, Single	60%														
Family Residence	50%														
	40%														
	30%														
	20%														
	10%														
	0	Jun	Jul	Aug	Sep	0ct			Jan	Feb	Mar	Apr	May	Jun	
		'17	'17	'17	'17	'17	'17	'17	'18	'18	'18	'18	'18	'18	
Condo/Townhouse		-	-	-	-	-	-	-	-	-	-	-	-	21%	
Single Family Residence		-	-	-	-	-	-	-	-	-	-	-	-	79%	

# Average Sales Price

The average sales price of the single-family, condominium and townhome properties sold each month.

FiltersUsed	\$300K
State: VT County: Washington County, Vermont Property Type:	\$225K
Property Type: Condo/Townhouse/Apt, Single Family Residence	\$150K

\$75K ------

	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$207K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$230K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-10%





# Median Sales Price

The median sales price of the single-family, condominium and townhome properties sold each month.

	\$300K ······												
Filters Used State: VT County: Washington County, Vermont	\$225K												
Property Type: Condo/Townhouse/Apt, Single Family Residence	\$150K												
	\$75K												
	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18
Current Year		-	-	-	-	-	-	-	-	-	-	-	\$199K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$210K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-5%

#### Average Sales Price vs Average Listing Price

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

Avg Sales Price as a % of Avg List Price	-	-	-	-	-	-		-	-	-	-	-	97%
Avg Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$207K
Avg List Price	-	-	-	-	-	-	-	-	-	-	-	-	\$212K
	0 Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18
	\$75K												
Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	\$150K												
State: VT County: Washington County,	\$225K												
Filters Used	\$300K ······												





# 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 Lload	\$200K ······												
Filters Used State: VT County: Washington County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	\$150K												
	\$50K												
	0 Jun	Jul	Aug		0ct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun
	'17	'17	'17	'17	'17	'17	'17	'18	'18	'18	'18	'18	'18
Median List Price	-	-	-	-	-	-	-	-	-	-	-	-	\$199K
Median Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$199K
Med Sales Price as a % of Med List Price	-	-	-	-	-	-	-	-	-	-	-	-	100%

#### 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	\$300K ······												
State: VT County: Washington County, Vermont Property Type:	\$225K												
Condo/Townhouse/Apt, Single Family Residence	\$150K												
	\$75K												
	0												
	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18
Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$236K
Avg Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$212K
Avg Sales Price as a % of Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	90%





# 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.

	\$200K ······												
Filters Used State: VT													
County: Washington County, Vermont	\$150K												
Property Type: Condo/Townhouse/Apt, Single Family Residence	\$100K												
	\$50K												
	0												
	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18
Median Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$192K
Median Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$199K
Med Sales Price as a % of Med Est Value	-	_	-	-	-	-	-	-	_	-	_	-	104%

