

# 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	Apr 2018	Apr 2017	+ / -	YTD 2018	YTD 2017	+ / -
ng Activity Charts Metrics						
New Listing Count	43	50	-14%	43	50	-14%
New Listing Volume	\$9,601,250	\$11,513,000	-16.6%	\$9,601,250	\$11,513,000	-16.6%
Active Listing Count	227	299	-24.1%	227	299	-24.1%
Active Listing Volume	\$65,020,750	\$62,966,379	+3.3%	\$65,020,750	\$62,966,379	+3.3%
Average Listing Price	\$286,435	\$210,590	+36%	\$286,435	\$210,590	+36%
Median Listing Price	\$189,000	\$164,950	+14.6%	\$189,000	\$164,950	+14.6%
Median Daysin RPR	195	230	-15.2%	195	230	-15.2%
Months of Inventory	_	_	-	10.8	15.7	-31.3%
Absorption Rate	_	_	+_	9.25%	6.35%	+2.9%
es Activity Charts Metrics			1			
New Pending Sales Count	47	27	+74.1%	47	27	+74.1%
New Pending Sales Volume	\$9,882,250	\$4,444,250	+122.4%	\$9,882,250	\$4,444,250	+122.4%
Pending Sales Count	52	46	+13%	52	46	+13%
Pending Sales Volume	\$10,344,150	\$7,838,758	+32%	\$10,344,150	\$7,838,758	+32%
Closed Sales Count	28	21	+33.3%	28	21	+33.3%
Cloœd Sales Volume	\$5,769,270	\$3,264,087	+76.7%	\$5,769,270	\$3,264,087	+76.7%
Average Sales Price	\$206,045	\$155,433	+32.6%	\$206,045	\$155,433	+32.6%
Median Sales Price	\$174,500	\$111,850	+56%	\$174,500	\$111,850	+56%



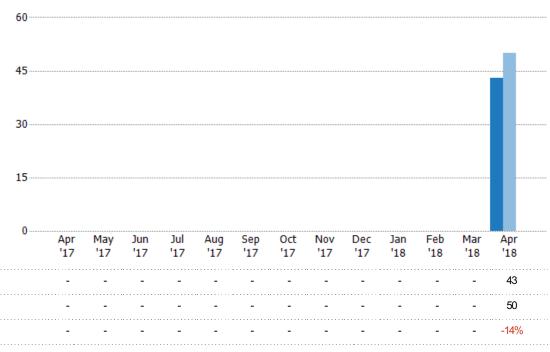




## **New Listings**

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





### New Listing Volume

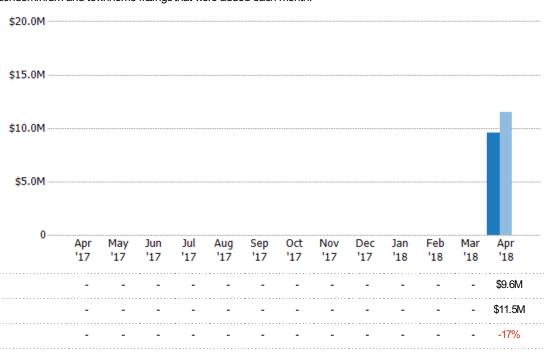
Percent Change from Prior Year

Current Year

Prior Year

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

State: VT
County: Caledonia County, Vermont
Property Type:
Condo/Townhouse/Apt, Single
Family Residence





Current Year

Percent Change from Prior Year

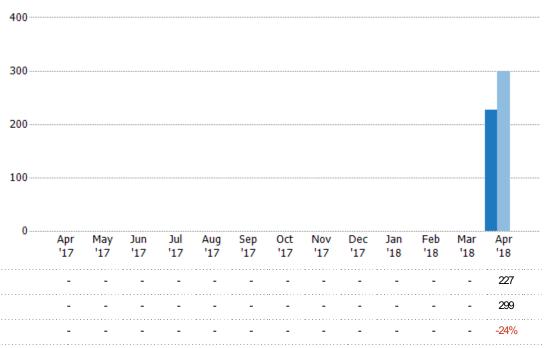




#### **Active Listings**

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





### **Active Listing Volume**

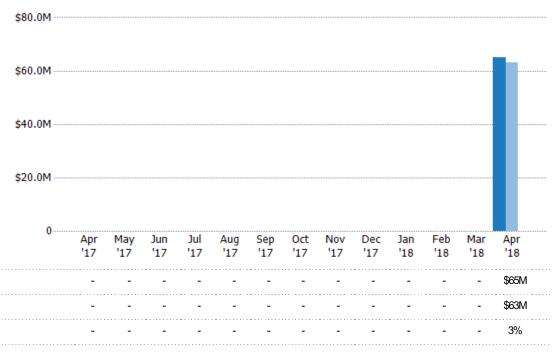
Percent Change from Prior Year

Current Year

Prior Year

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

State: VT
County: Caledonia County, Vermont
Property Type:
Condo/Townhouse/Apt, Single
Family Residence





Current Year

Percent Change from Prior Year





## **Average Listing Price**

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

Filters Used	\$300K												
State: VT County: Caledonia County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	\$225K												
,, ,	\$150K												
	\$75K												
	0												
	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$286K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$211k
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	36%

## **Median Listing Price**

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

	\$200K		 		 						
Filters Used											
State: VT County: Caledonia County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	\$150K		 		 						
Tarring recorder	\$100K		 		 						
	\$50K		 		 						
	0		 								
	Apr	May		Aug	0ct	Nov	Dec	Jan	Feb	Mar	Apr
			Jul '17								Apr '18
Current Year	Apr	May			0ct	Nov	Dec	Jan	Feb	Mar	Apr
Current Year Prior Year	Apr	May			0ct	Nov	Dec	Jan	Feb	Mar '18	Apr '18







## 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	\$300K												
State: VT County: Caledonia County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	\$225K												
	\$150K												
	\$75K												
	\$75K												
	\$75K												
	0 Apr	May	Jun	Jul	Aug	Sep	Oct 117	Nov	Dec	Jan	Feb	Mar	Apr
	0						0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18
Avg Est Value	0 Apr	May	Jun	Jul	Aug	Sep							
Avg Est Value  Avg Listing Price	0 Apr '17	May '17 -	Jun '17 -	Jul '17 -	Aug	Sep '17 -	'17 - -	'17 - -	'17 - -	'18 - -	'18 - -	'18 - -	118 \$222F \$286F

## 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.

\$200K												
\$150K												
\$100K												
\$50K												
0												
Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18
-	-	-	-	-	-	-	-	-	-	-	-	\$166K
	\$100K	\$100K \$50K \$50K \$50K May '17 '17	\$100K \$50K \$50K \$50K \$100 \$17 \$17 \$17	\$100K \$50K 0 Apr May Jun Jul '17 '17 '17 '17	\$100K \$50K \$50K \$50K \$100 \$11 \$11 \$11 \$11 \$11 \$11 \$11 \$11 \$1	\$100K \$50K 0 Apr May Jun Jul Aug Sep '17 '17 '17 '17 '17 '17	\$100K \$50K 0 Apr May Jun Jul Aug Sep Oct '17 '17 '17 '17 '17 '17 '17	\$100K \$50K 0 Apr May Jun Jul Aug Sep Oct Nov '17 '17 '17 '17 '17 '17 '17 '17	\$100K \$50K 0 Apr May Jun Jul Aug Sep Oct Nov Dec '17 '17 '17 '17 '17 '17 '17 '17	\$50K 0 Apr May Jun Jul Aug Sep Oct Nov Dec Jan '17 '17 '17 '17 '17 '17 '17 '18	\$100K \$50K 0 Apr May Jun Jul Aug Sep Oct Nov Dec Jan Feb '17 '17 '17 '17 '17 '17 '17 '18 '18	\$100K \$50K 0 Apr May Jun Jul Aug Sep Oct Nov Dec Jan Feb Mar '17 '17 '17 '17 '17 '17 '17 '17 '18 '18 '18



Median Listing Price

Med Listing Price as a % of Med Est Value



\$189K



## 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													
State: VT County: Caledonia County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	225												
	150												
	75												
	75												
	75 0 Apr '17								Dec '17			Mar '18	
Current Year	0 Apr	May	Jun	Jul	Aug	Sep	0ct	Nov	Dec	Jan	Feb	Mar	Ap '18
Current Year Prior Year	0 Apr '17	May '17 -	Jun '17 -	Jul '17 -	Aug '17 -	Sep '17	0ct '17 -	Nov '17	Dec	Jan '18	Feb '18	Mar '18	'18

## Months of Inventory

	30												
Filters Used													
State: VT													
County: Caledonia County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	23												
j	15												
	8												
	0												
	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr
		147	147	147	147								140
	'17	'17	'17	'17	'17	'17	'17	'17	'17	'18	'18	'18	'18
Current Year		'17 -	'17 -	'17 -	'17 -	'17 -							
Current Year Prior Year		'17 - -	'17 - -	'17 - -	'17 - -	'17 - -							







## **Absorption Rate**

The percentage of inventory sold per month.

Filters Used

State: VT

County: Caledonia County, Vermont

Property Type: Condo/Townhouse/Apt, Single

Family Residence



	0												
	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	9%
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	8%
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.

	300												
State: VT County: Caledonia County, Vermont Property Type:	225												
Property Type: Condo/Townhouse/Apt, Single Family Residence	450												
	150												
	75												
	, , ,												
	0												
	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18
Active	_	-	-	-	-	-	-	-	-	-	-	-	227
Pending	-	-	-	-	-	-	-	-	-	-	-	-	52
Sold	-	-	-	-	-	-	-	-	-	-	-	-	28



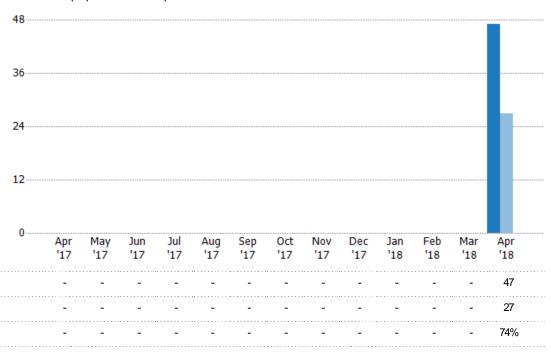


#### **New Pending Sales**

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

Filters Used

State: VT
County: Caledonia County, Vermont
Property Type:
Condo/Townhouse/Apt, Single
Family Residence



## New Pending Sales Volume

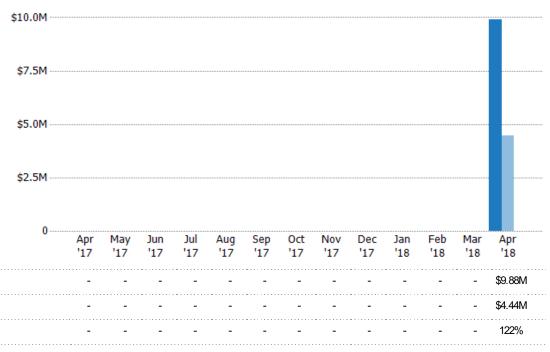
Percent Change from Prior Year

Current Year

Prior Year

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

State: VT
County: Caledonia County, Vermont
Property Type:
Condo/Townhouse/Apt, Single
Family Residence



Current Year

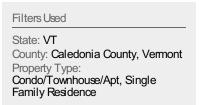
Percent Change from Prior Year

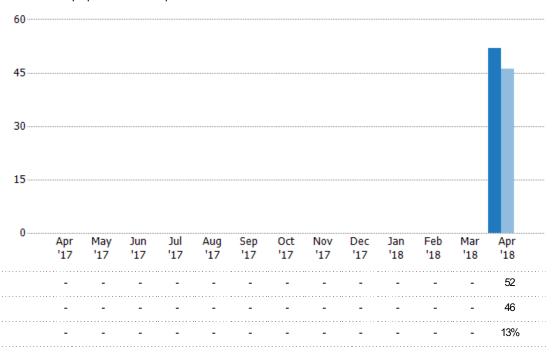




#### **Pending Sales**

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





## Pending Sales Volume

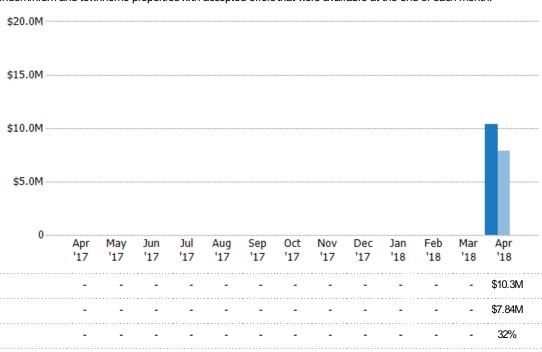
Percent Change from Prior Year

Current Year

Prior Year

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.

State: VT
County: Caledonia County, Vermont
Property Type:
Condo/Townhouse/Apt, Single
Family Residence





Current Year

Percent Change from Prior Year

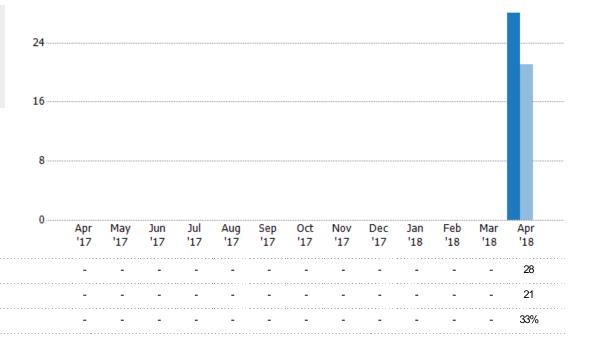




#### **Closed Sales**

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

Filters Used
State: VT
County: Caledonia County, Vermont
Property Type:
Condo/Townhouse/Apt, Single
Family Residence



#### **Closed Sales Volume**

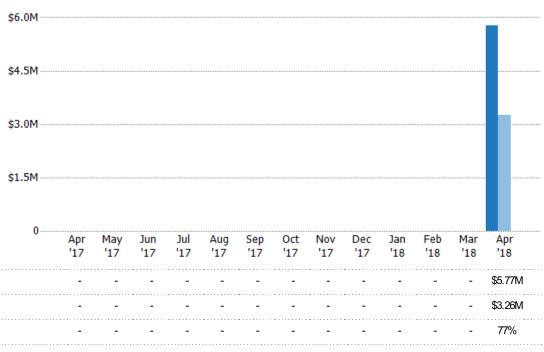
Percent Change from Prior Year

Current Year

Prior Year

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

State: VT
County: Caledonia County, Vermont
Property Type:
Condo/Townhouse/Apt, Single
Family Residence





Current Year

Percent Change from Prior Year



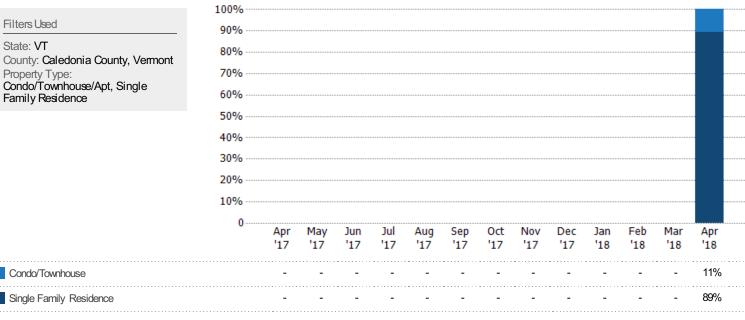


#### Closed Sales by Property Type

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

Filters Used

State: VT



#### **Average Sales Price**

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

Filters Used
State: VT
County: Caledonia County, Vermont
Property Type:
Condo/Townhouse/Apt, Single Family Residence

\$300K												
\$225K												
\$150K												
\$75K												
_												
Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	'17	'17	Dec '17	Jan '18	'18	Mar '18	Apr '18
-	-	-	-	-	-	-	-	-	-	-	-	\$206K
-	-	-	-	-	-	-	-	-	-	-	-	\$155K



Current Year Prior Year

Percent Change from Prior Year





#### Median Sales Price

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

Filters Used	\$200K												
State: VT County: Caledonia County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	\$150K												
,	\$100K												
	\$50K												
	0												
	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$175K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$112K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	56%

#### Average Sales Price vs Average Listing Price

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

	0 Apr	May	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18
	\$75K												
Family Residence	\$150K												
State: VT County: Caledonia County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	\$225K												
Filters Used	\$300K												



Avg List Price

Avg Sales Price

Avg Sales Price as a % of Avg List Price



\$222K

\$206K

\$175K

92%



Median Sales Price

Med Sales Price as a % of Med List Price

# Market Data Report

#### 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	\$200K ······												
State: VT County: Caledonia County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	\$150K												
Turning Teadories	\$100K												
	\$50K												
	0												
	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18
Median List Price		- -	-	- -	-	- -	- -	-	- -	- -		- -	\$189K

### 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.

\$300K

State: VT

County: Caledonia County, Vermont

Property Type:

Condo/Townhouse/Apt, Single
Family Residence

\$300K

\$225K

	\$75K												
	0												
	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18
Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$205K
Avg Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$222K
Avg Sales Price as a % of Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	108%







#### 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
State: VT County: Caledonia County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence

Med Sales Price as a % of Med Est Value

Median Est Value

Median Sales Price

\$200K												
\$150K												
\$100K												
\$50K												
•	May '17											Apr
'17	'17	117										
		1/ <u>-</u>	1/ -	- 17	'17	'17 	'17 -	'17 -	'18 -	'18 -	'18	'18
- -	-		-	-	'17 - -	'17 - -	'17 - -	'17 - -	'18 - -	'18 - -		



