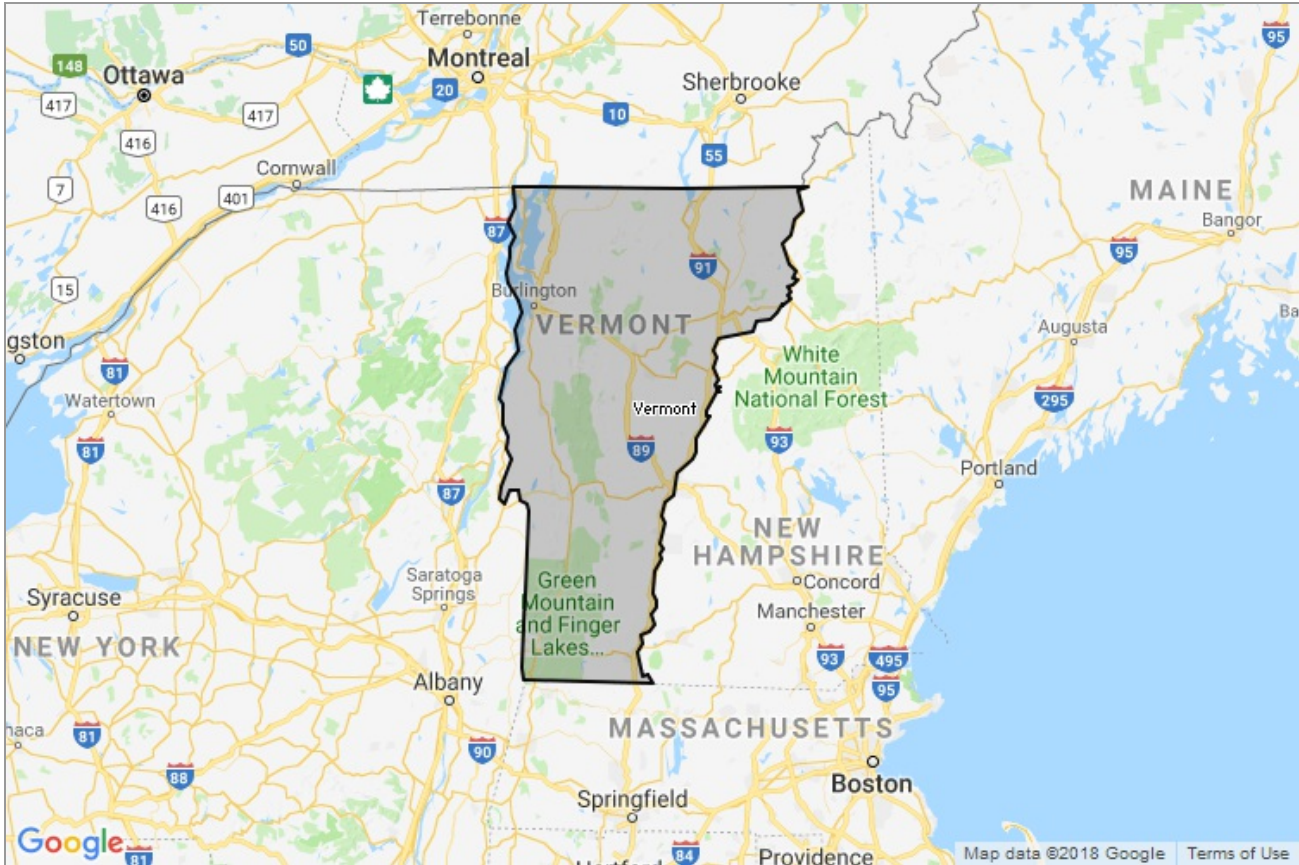




MARKET DATA REPORT

Vermont April Indicators Report



Report Characteristics

Report Name:

Vermont April Indicators Report

Report Date Range:

4/2018 – 4/2018

Filters Used:

Property Type, Location

Avg/Med: Both

Run Date: 06/06/2018

Scheduled: No

Presented by

Vermont REALTORS®

<http://www.vermontrealtors.com/>

148 State Street
Montpelier, VT 05602

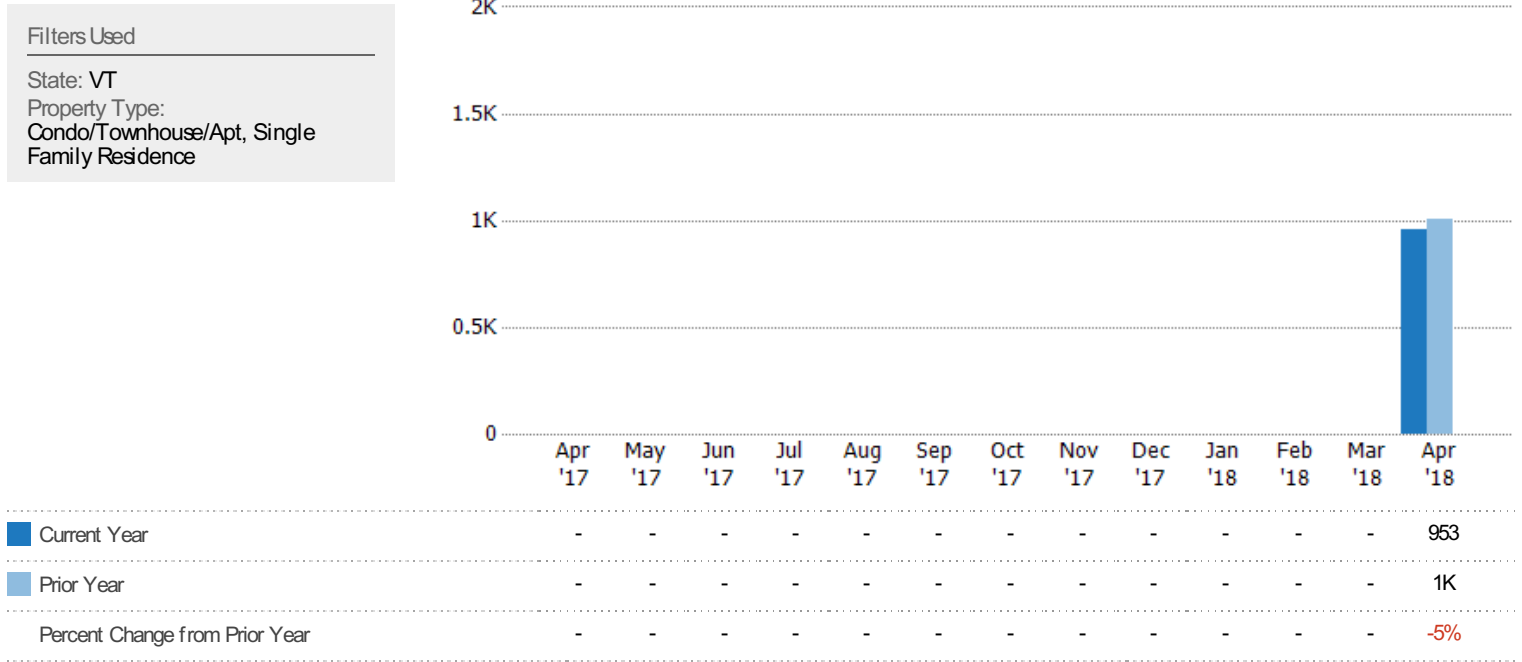
Summary of Key Listing and Sales Metrics

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	+ / -
Listing Activity Charts Metrics						
New Listing Count	953	1,003	-5%	953	1,003	-5%
New Listing Volume	\$301,237,894	\$307,179,142	-1.9%	\$301,237,894	\$307,179,142	-1.9%
Active Listing Count	4,249	5,806	-26.8%	4,249	5,806	-26.8%
Active Listing Volume	\$1,655,352,380	\$2,043,399,418	-19%	\$1,655,352,380	\$2,043,399,418	-19%
Average Listing Price	\$389,586	\$351,946	+10.7%	\$389,586	\$351,946	+10.7%
Median Listing Price	\$270,000	\$239,000	+13%	\$270,000	\$239,000	+13%
Median Days in RPR	166	216	-23.1%	166	216	-23.1%
Months of Inventory	-	-	-	9.2	12.3	-25.6%
Absorption Rate	-	-	+/-	10.92%	8.13%	+2.8%
Sales Activity Charts Metrics						
New Pending Sales Count	778	630	+23.5%	778	630	+23.5%
New Pending Sales Volume	\$207,196,539	\$165,390,990	+25.3%	\$207,196,539	\$165,390,990	+25.3%
Pending Sales Count	1,281	1,210	+5.9%	1,281	1,210	+5.9%
Pending Sales Volume	\$351,180,895	\$341,423,028	+2.9%	\$351,180,895	\$341,423,028	+2.9%
Closed Sales Count	491	464	+5.8%	491	464	+5.8%
Closed Sales Volume	\$129,634,066	\$108,849,143	+19.1%	\$129,634,066	\$108,849,143	+19.1%
Average Sales Price	\$264,021	\$234,589	+12.5%	\$264,021	\$234,589	+12.5%
Median Sales Price	\$213,000	\$200,250	+6.4%	\$213,000	\$200,250	+6.4%

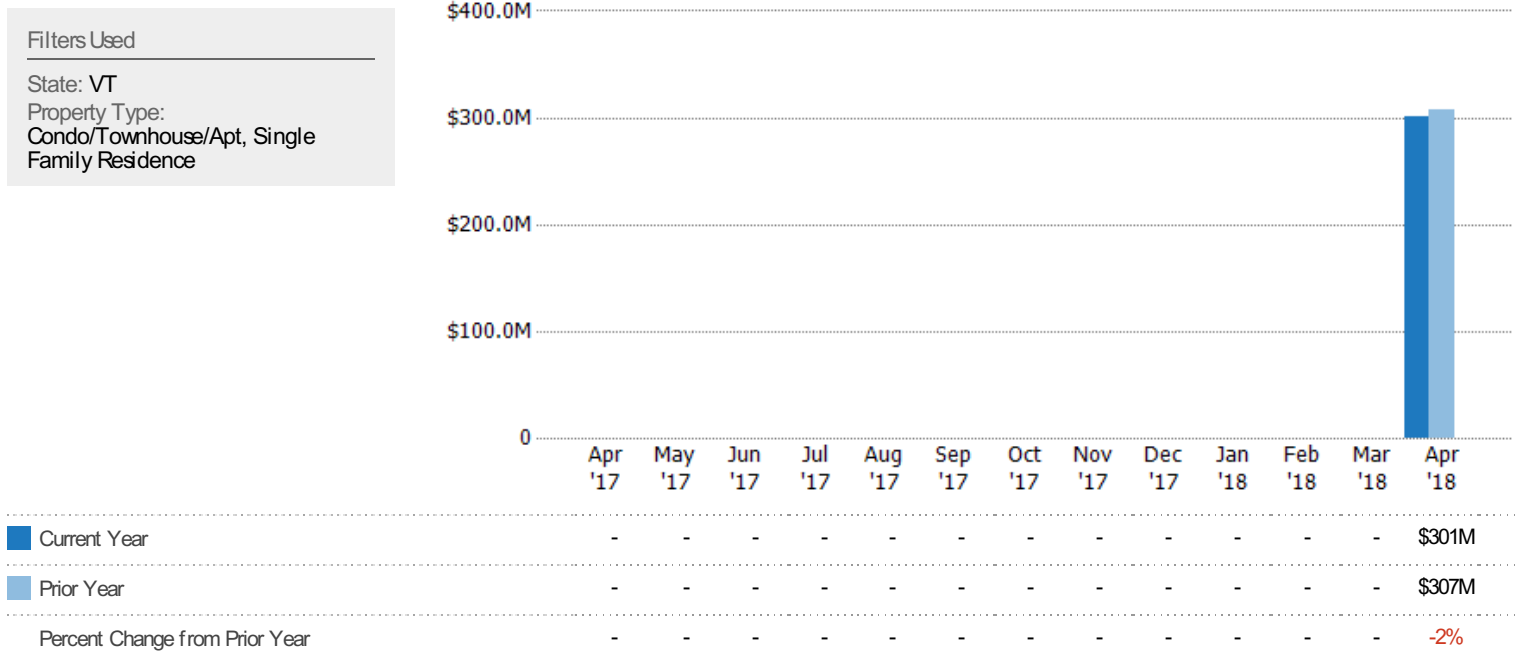
New Listings

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



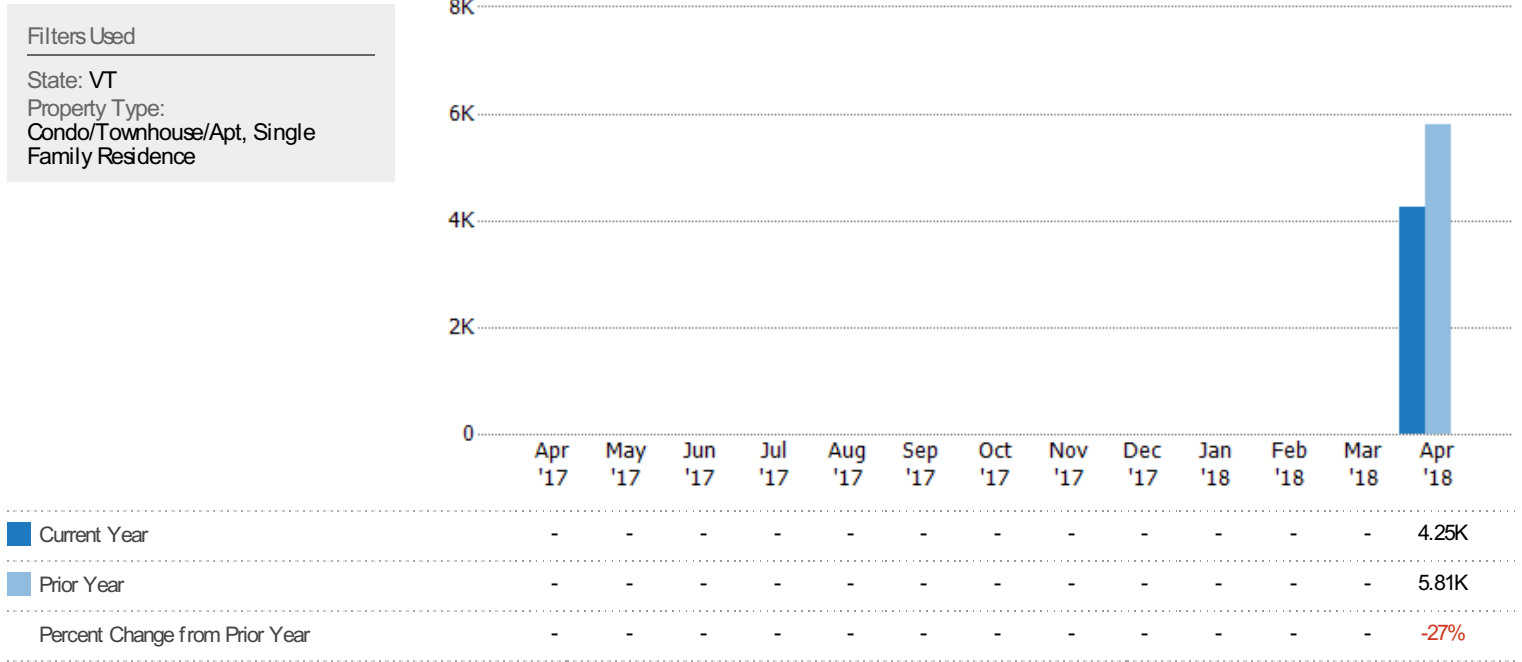
New Listing Volume

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



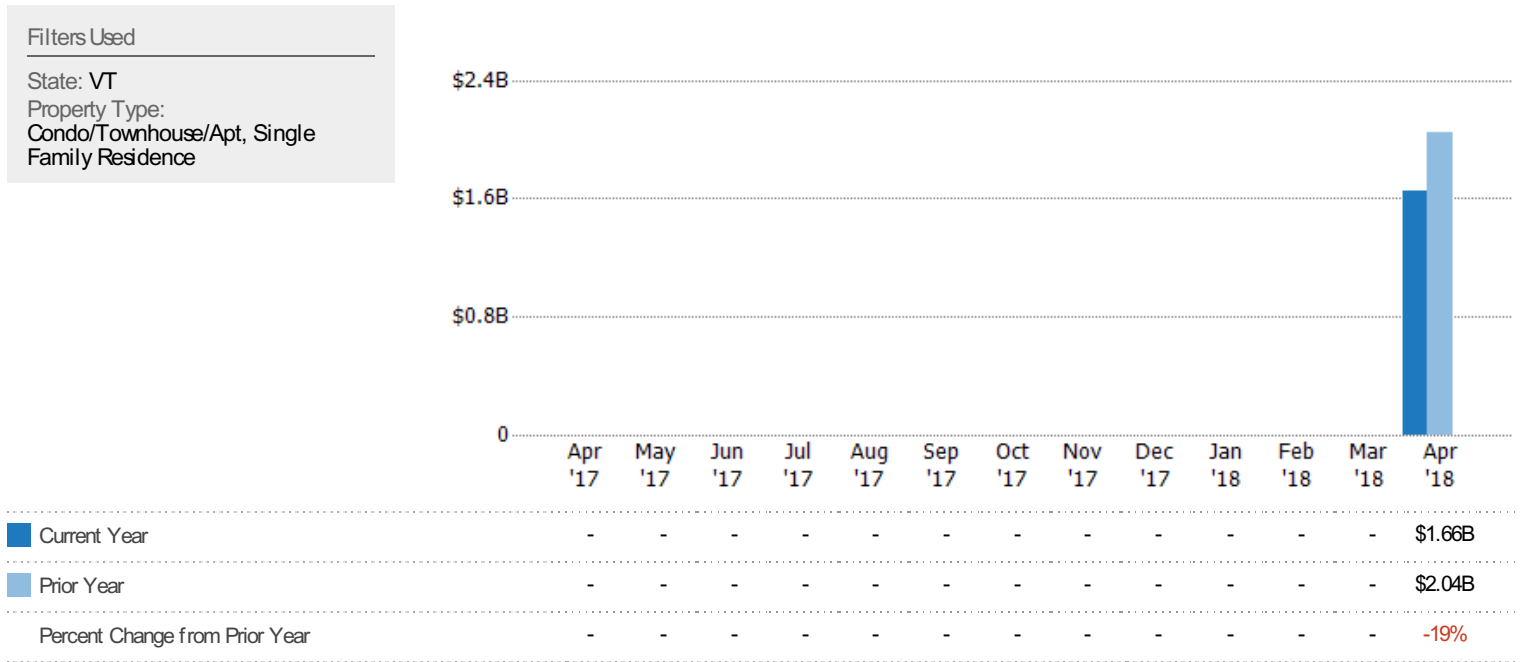
Active Listings

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



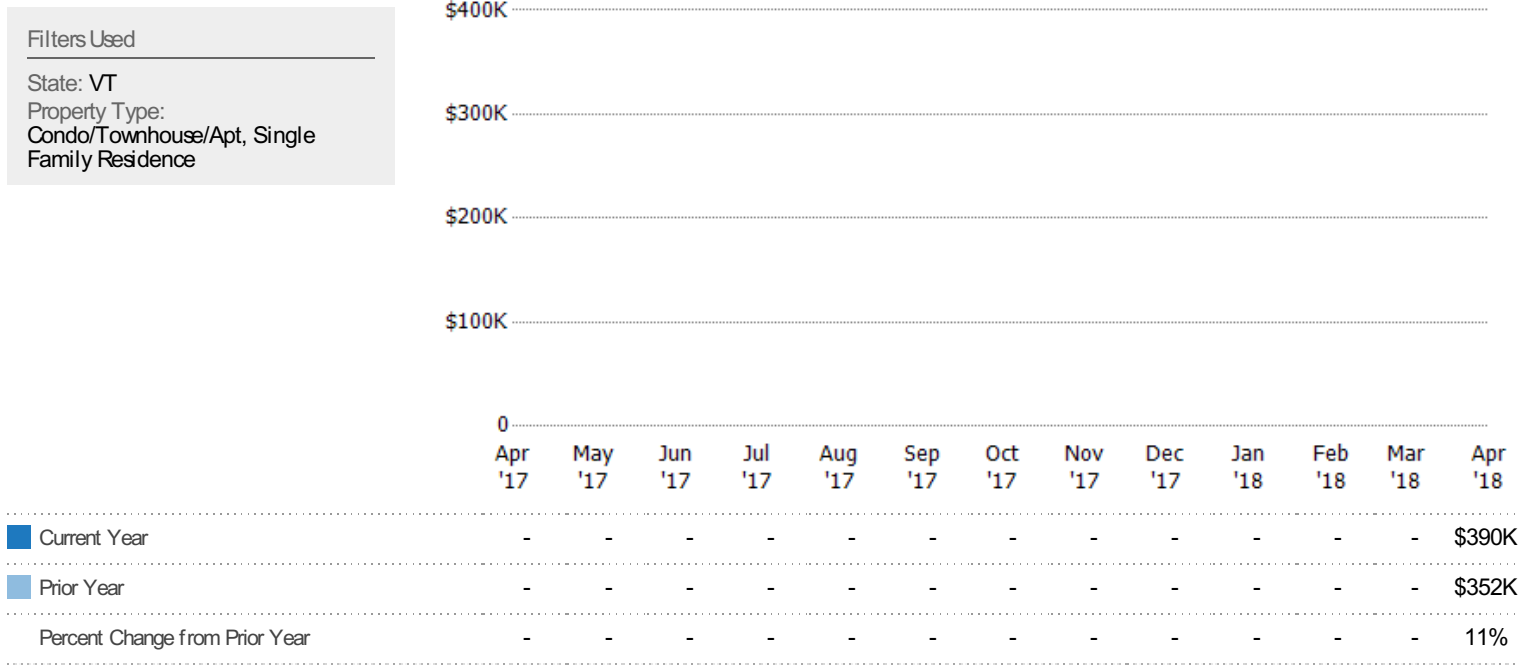
Active Listing Volume

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



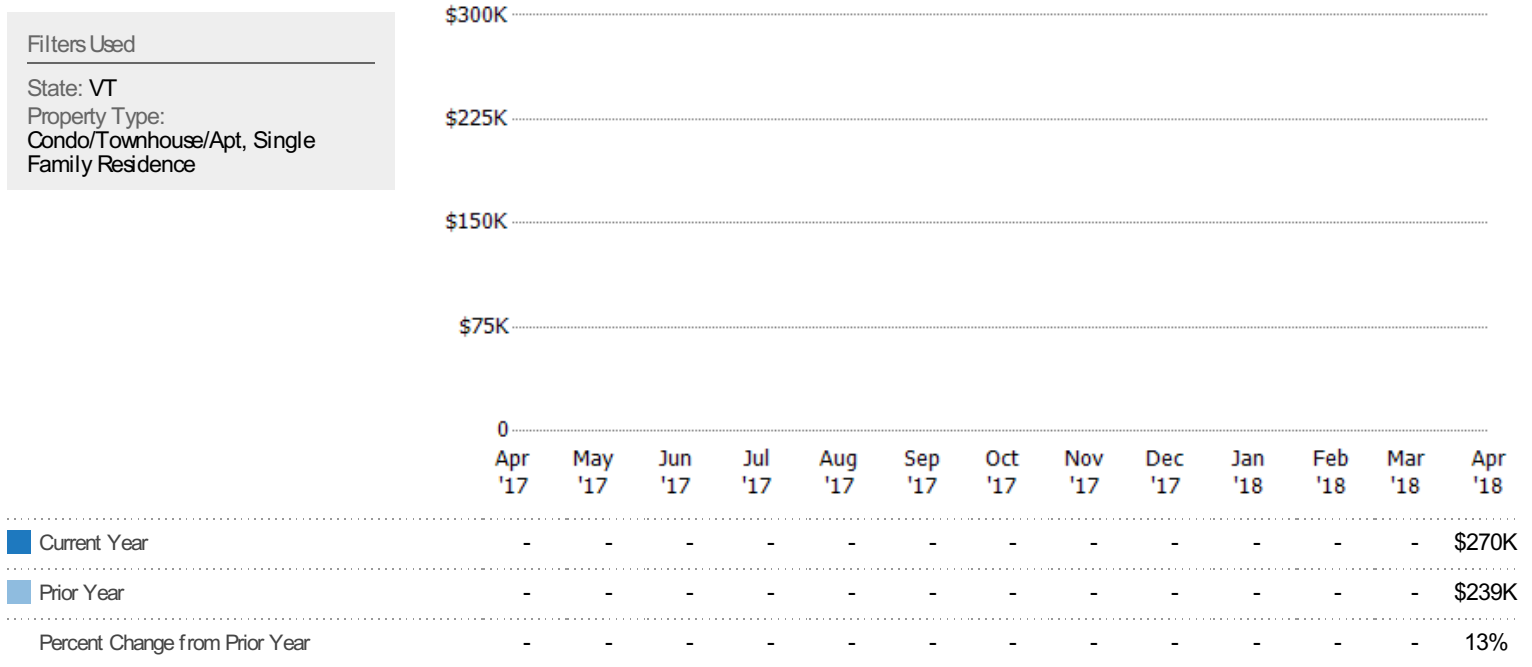
Average Listing Price

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



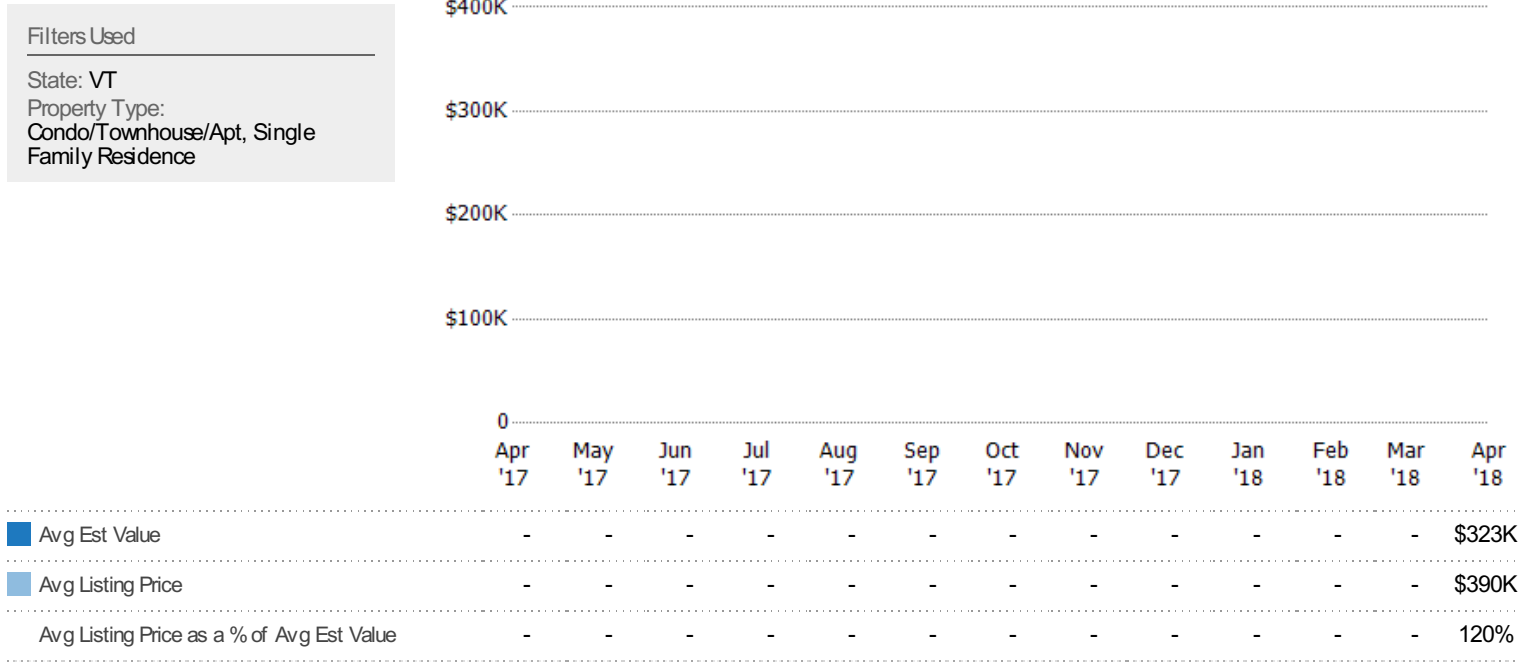
Median Listing Price

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



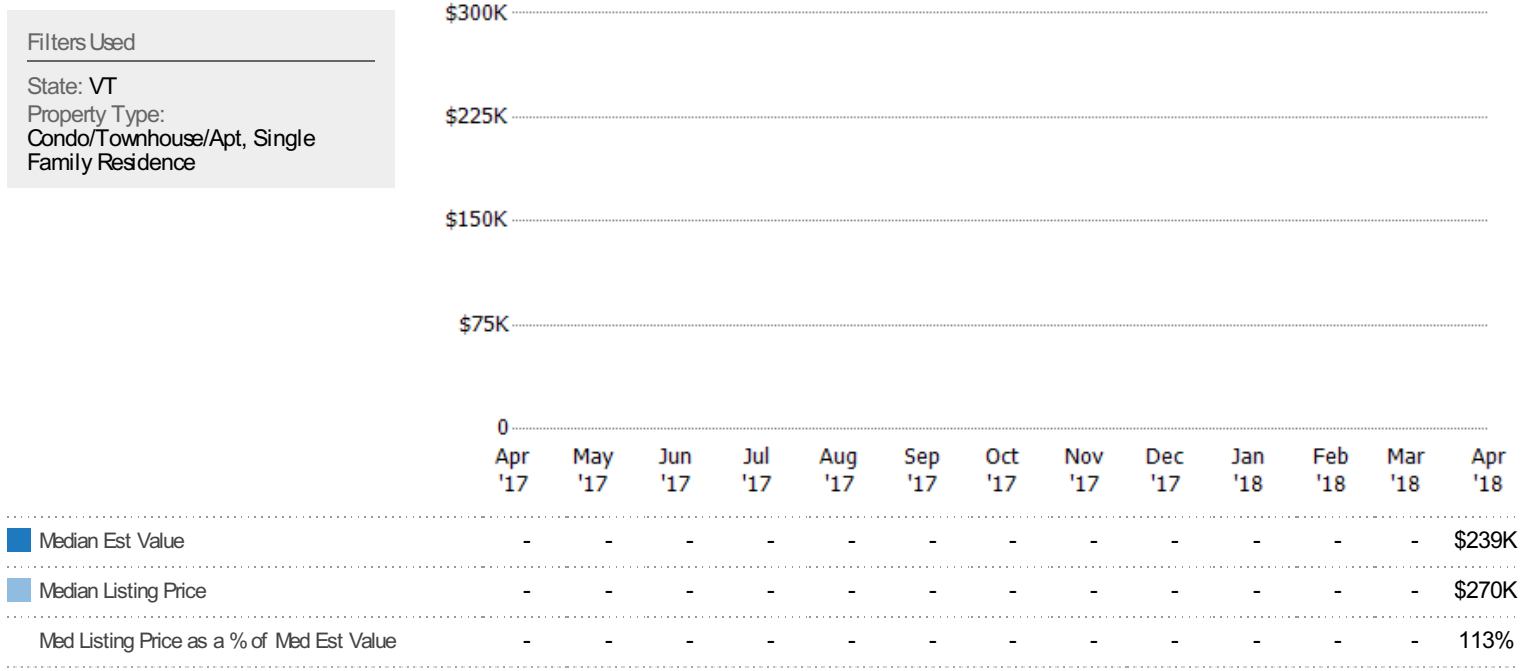
Average Listing Price vs Average Est Value

The average listing price as a percentage of the average AVM or RVM® valuation estimate for active listings each month.



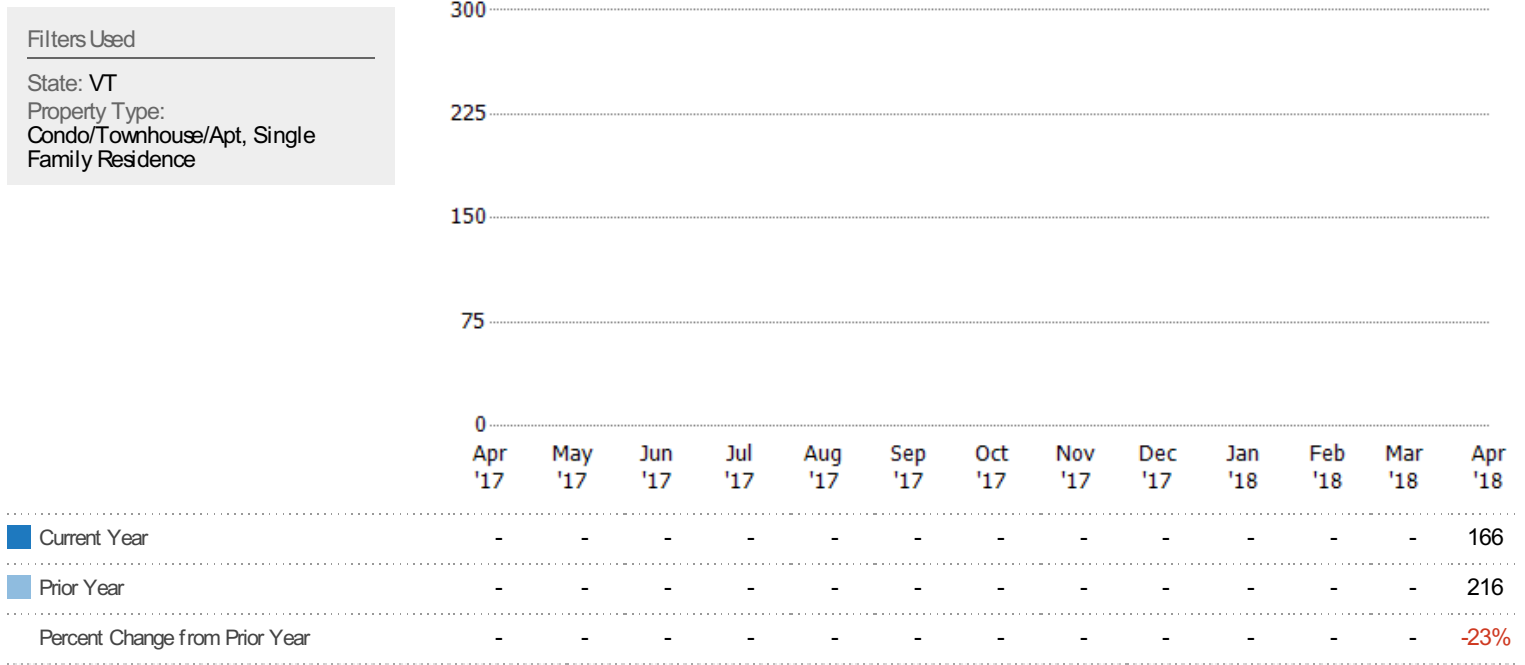
Median Listing Price vs Median Est Value

The median listing price as a percentage of the median AVM or RVM® valuation estimate for active listings each month.



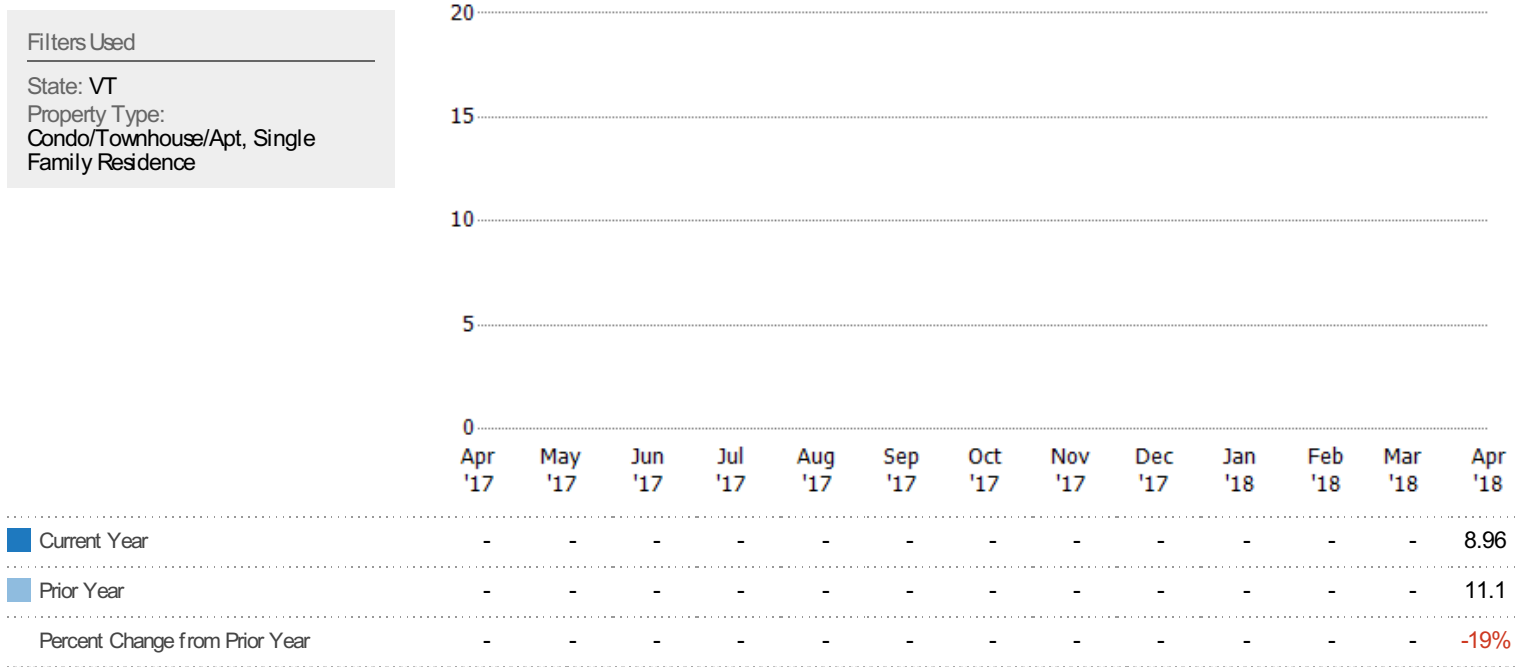
Median Days in RPR

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.



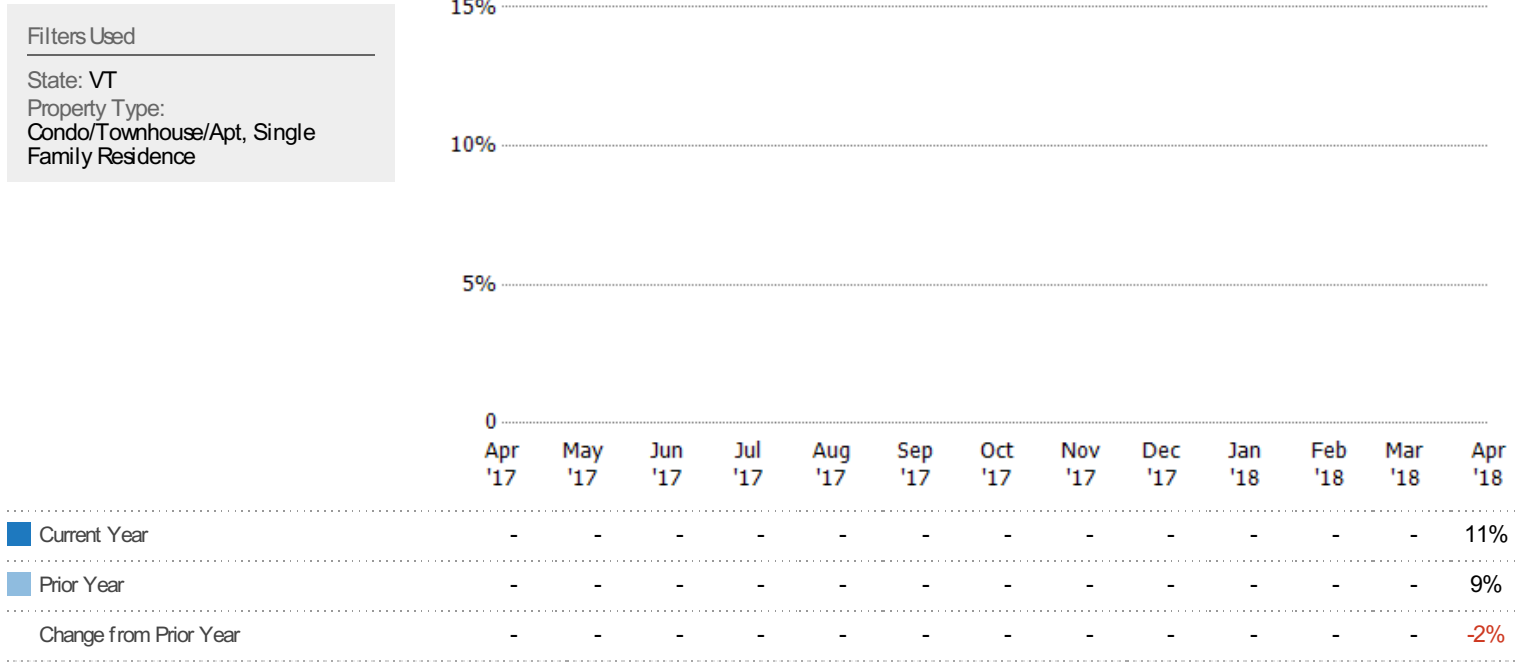
Months of Inventory

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



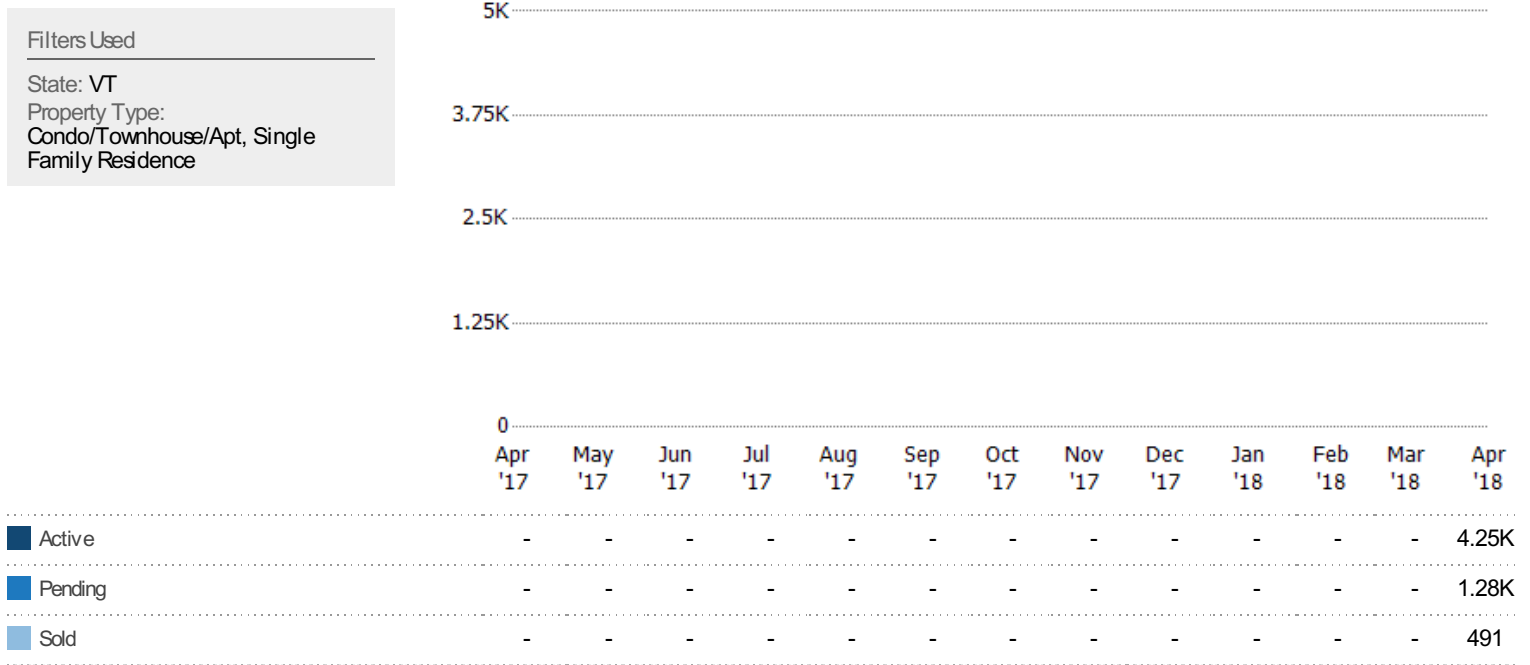
Absorption Rate

The percentage of inventory sold per month.



Active/Pending/Sold Units

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

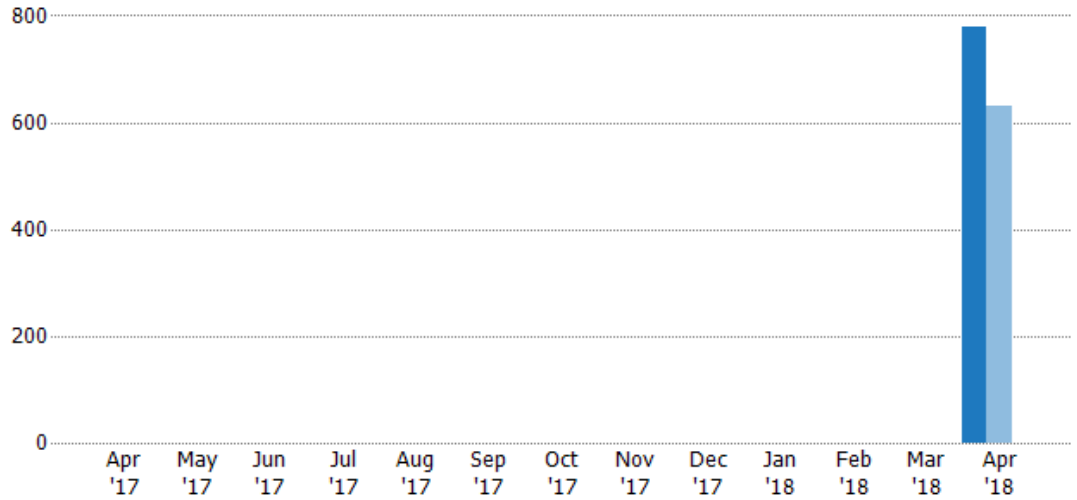


New Pending Sales

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

Filters Used

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



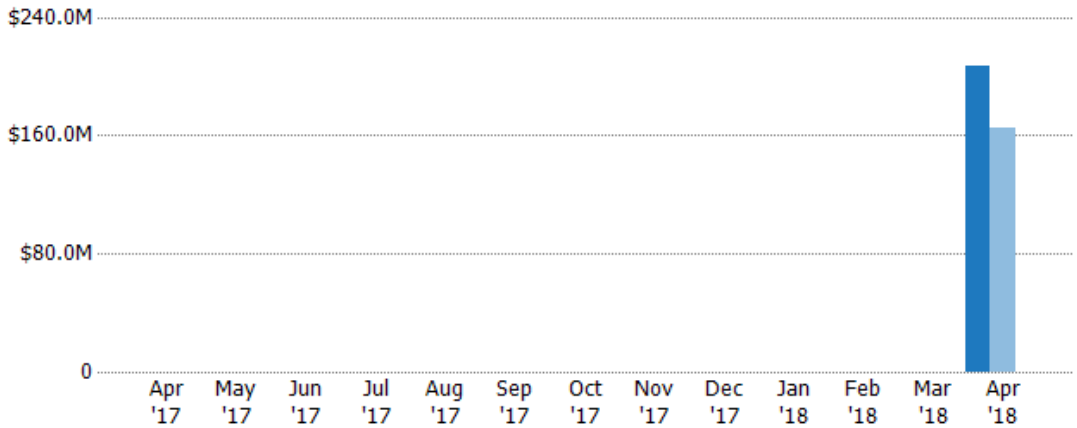
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	-	778
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-	630
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-	23%

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

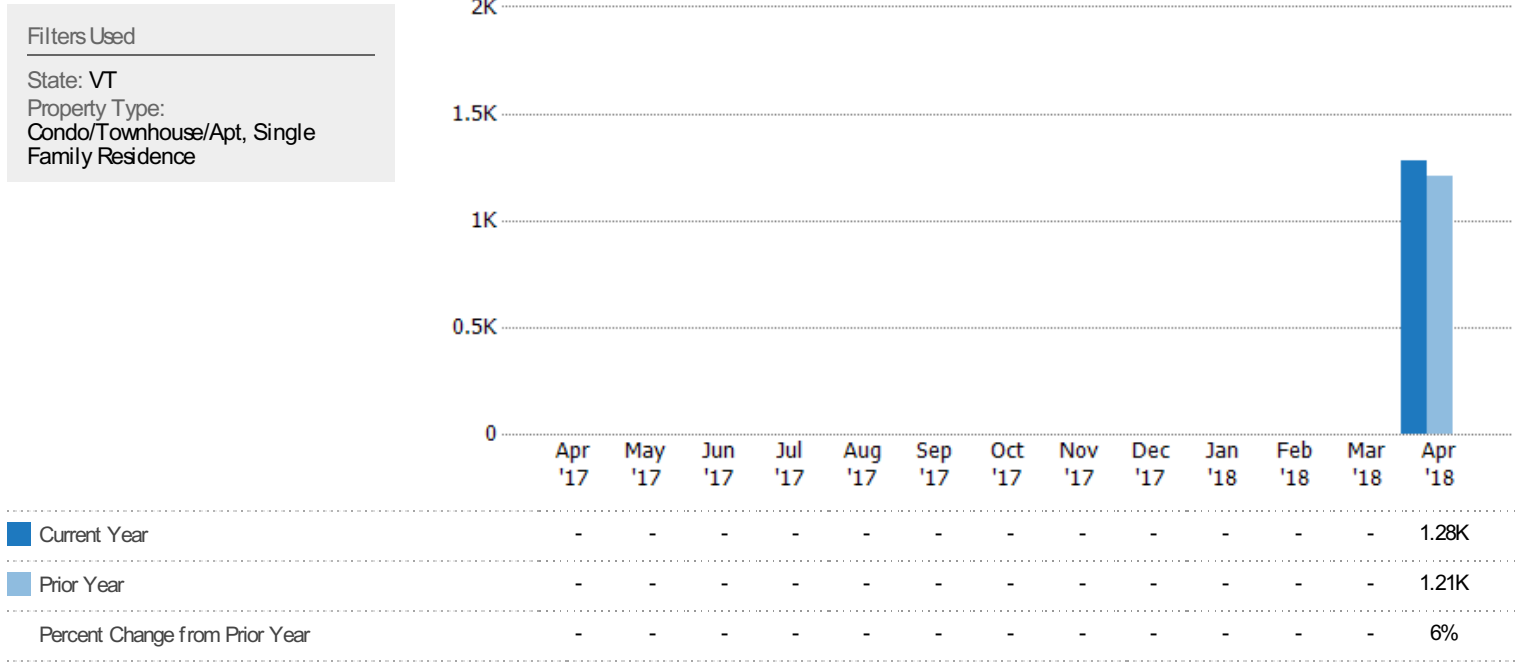
State: VT
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence



Current Year	-	-	-	-	-	-	-	-	-	-	-	-	-	\$207M
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-	\$165M
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-	25%

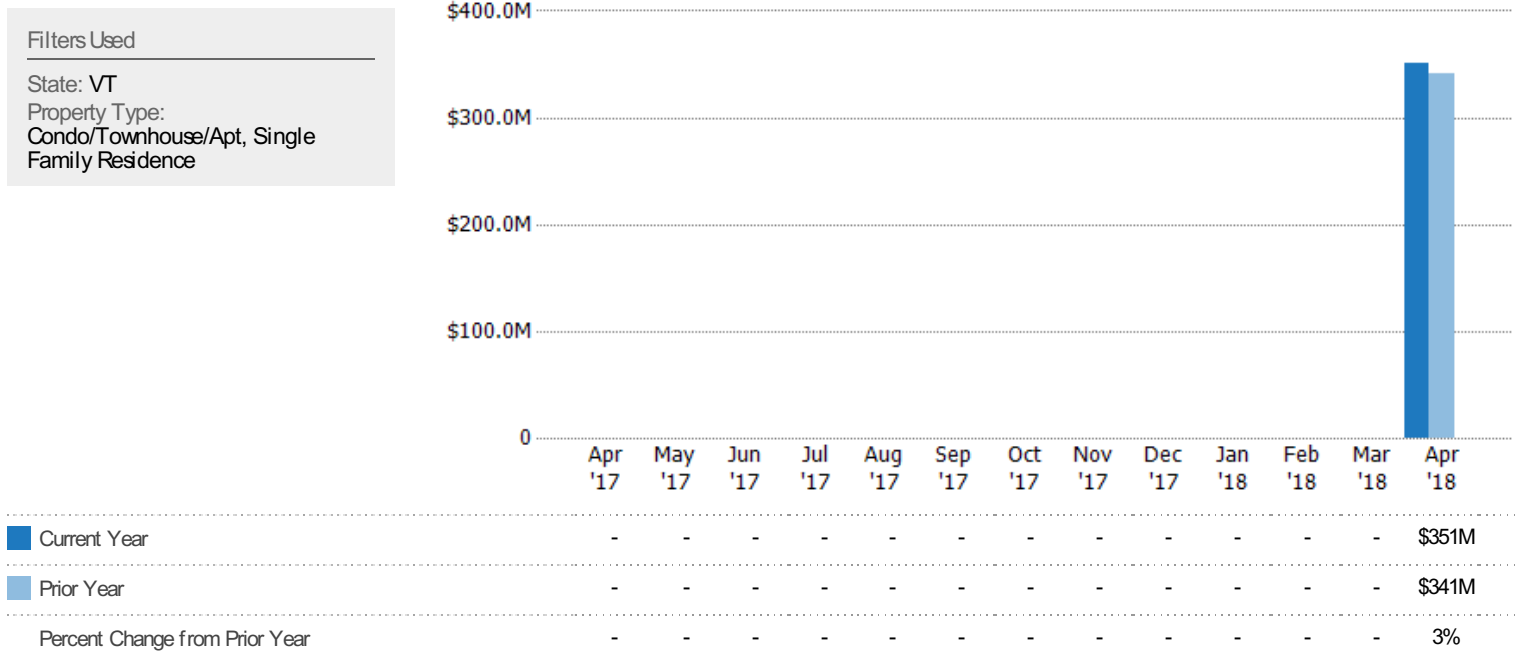
Pending Sales

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



Pending Sales Volume

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.

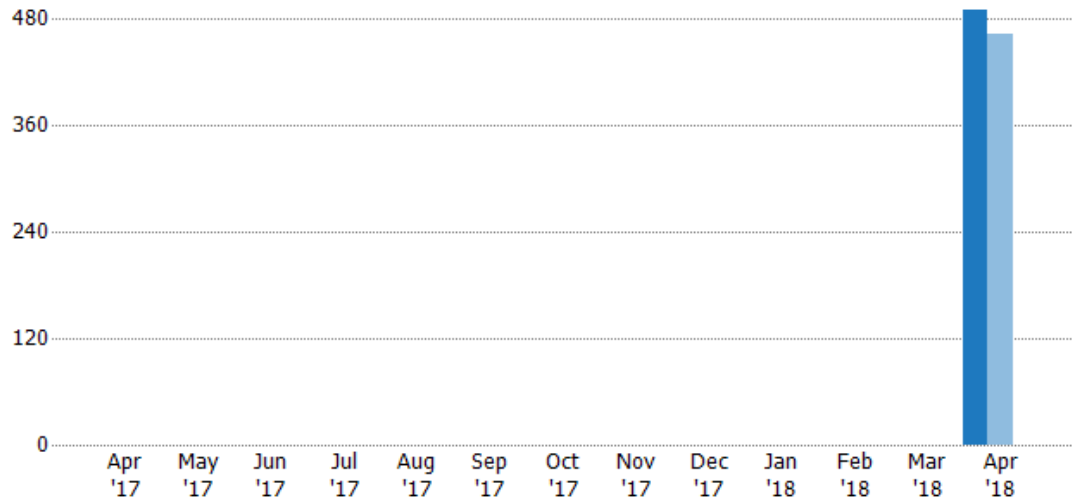


Closed Sales

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

Filters Used

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



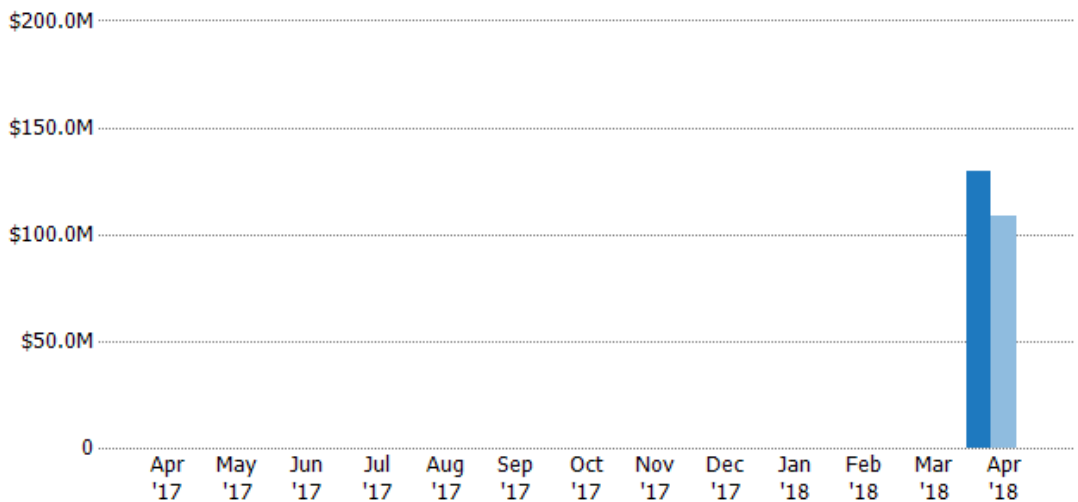
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	-	491
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-	464
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-	6%

Closed Sales Volume

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

Filters Used

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



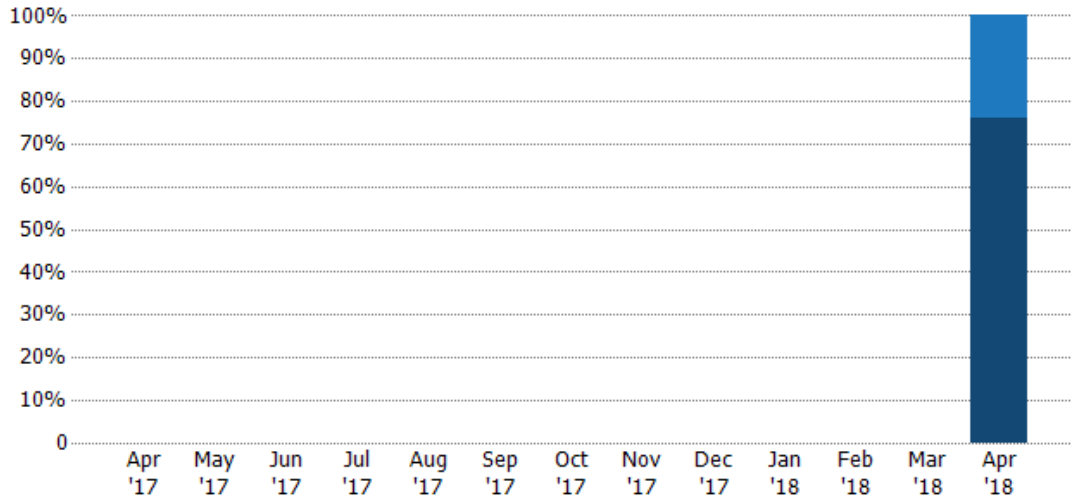
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	-	\$130M
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-	\$109M
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-	19%

Closed Sales by Property Type

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

Filters Used

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



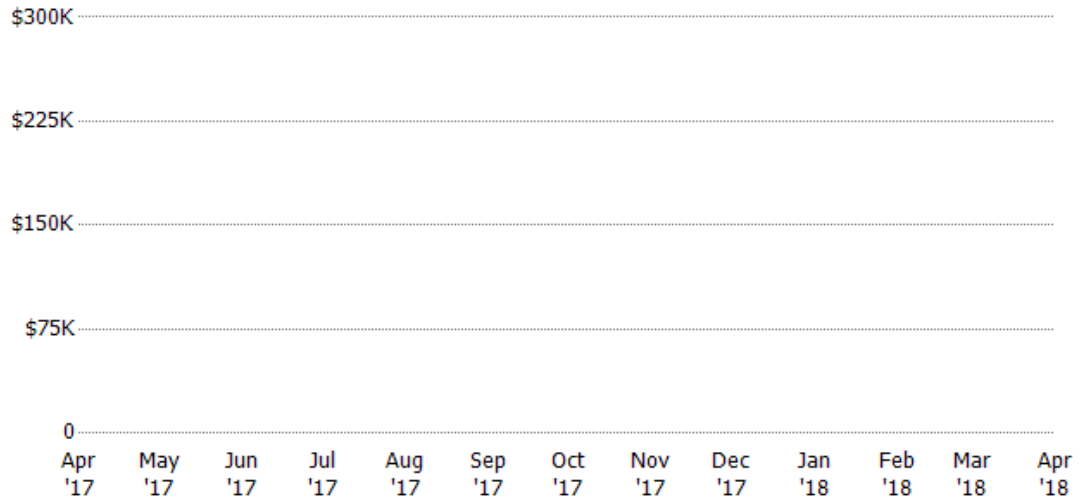
Property Type	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18
Condo/Townhouse	-	-	-	-	-	-	-	-	-	-	-	-	24%
Single Family Residence	-	-	-	-	-	-	-	-	-	-	-	-	76%

Average Sales Price

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

Filters Used

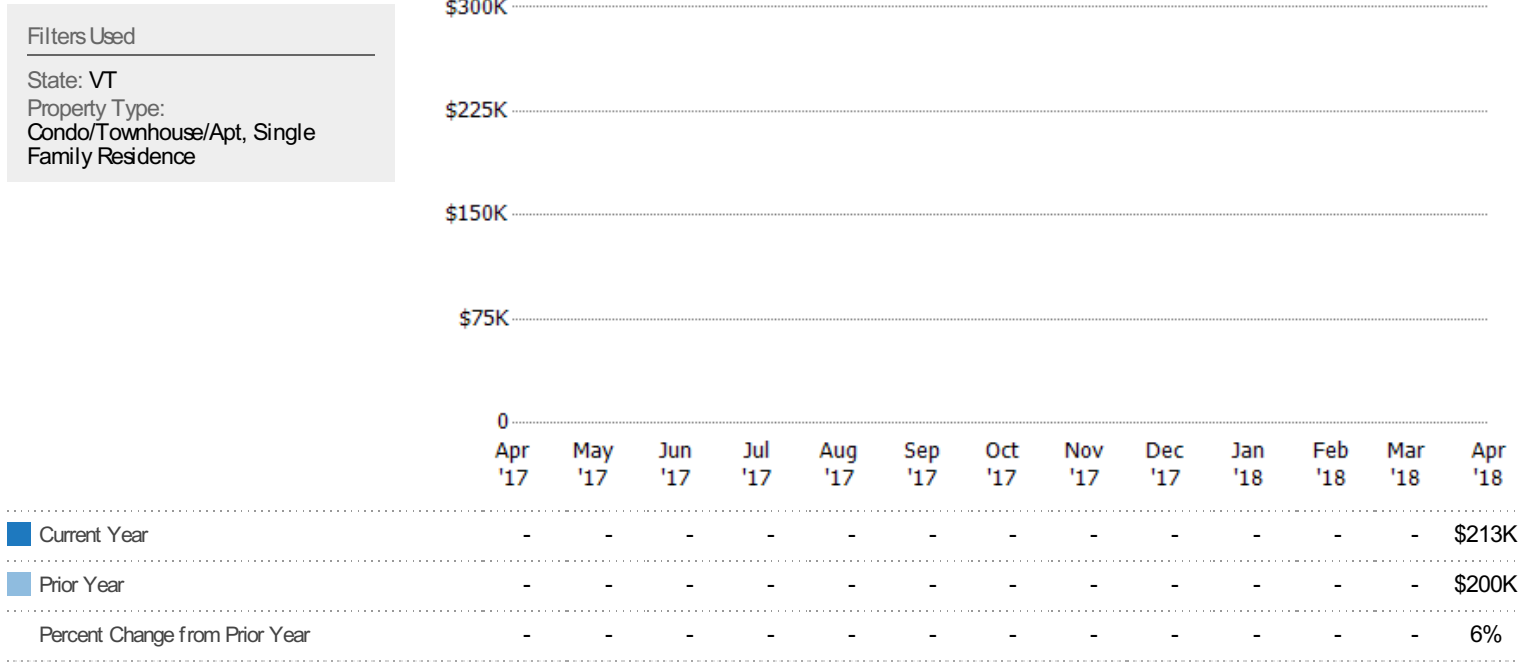
State: VT
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence



Category	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	-	-	-	-	-	-	-	-	-	-	-	-	\$264K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$235K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	13%

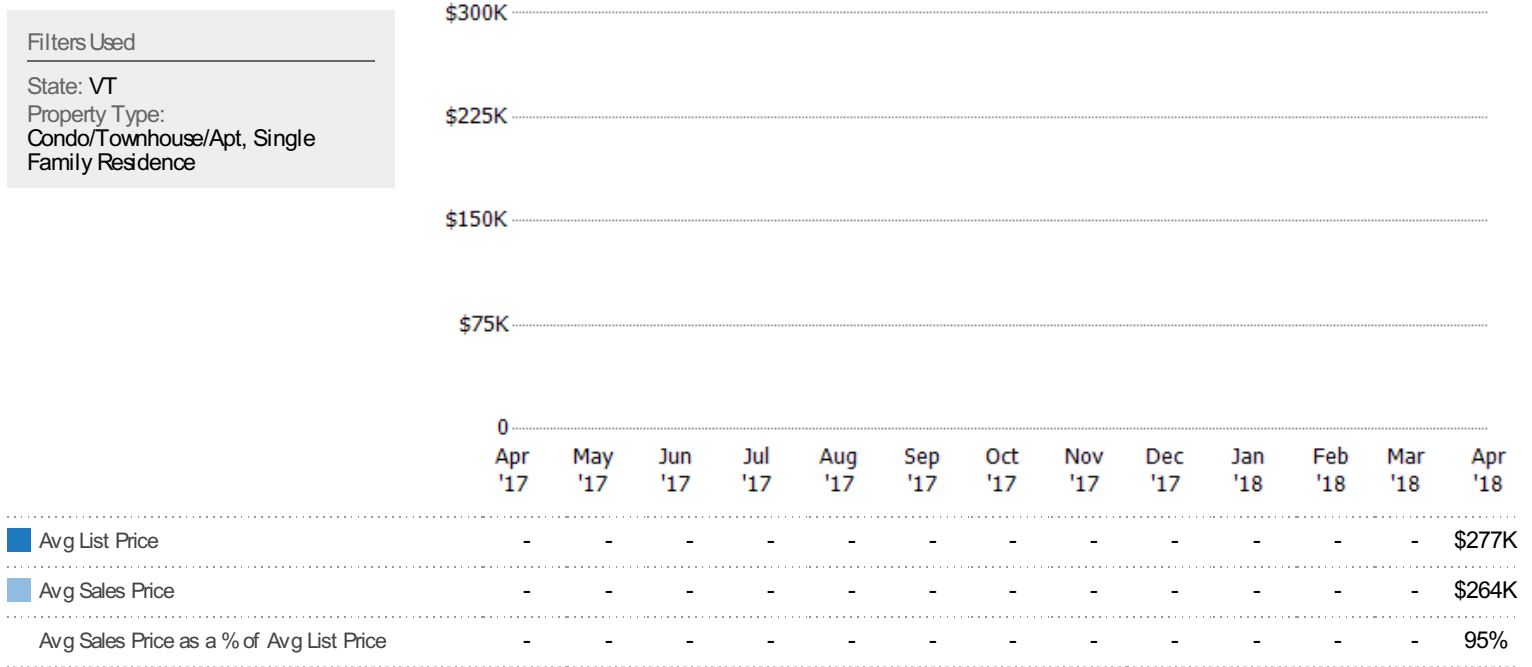
Median Sales Price

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



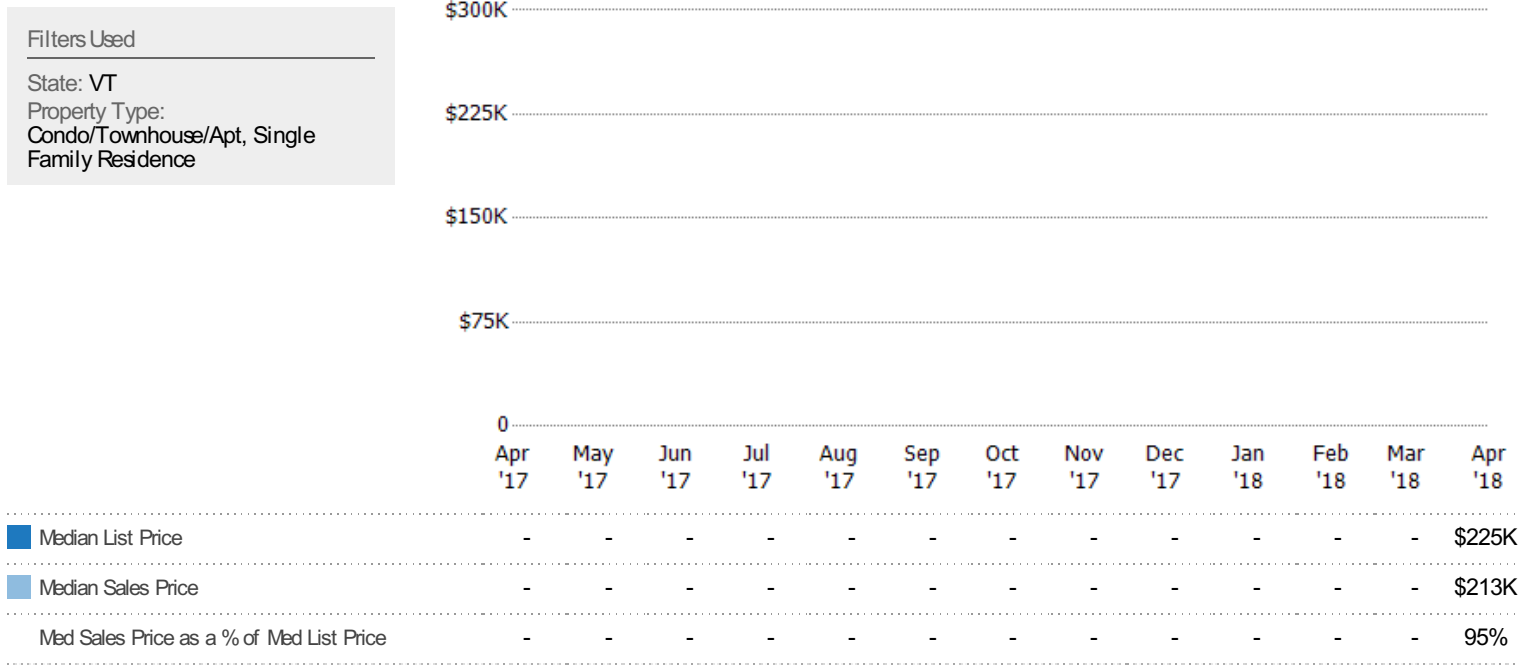
Average Sales Price vs Average Listing Price

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



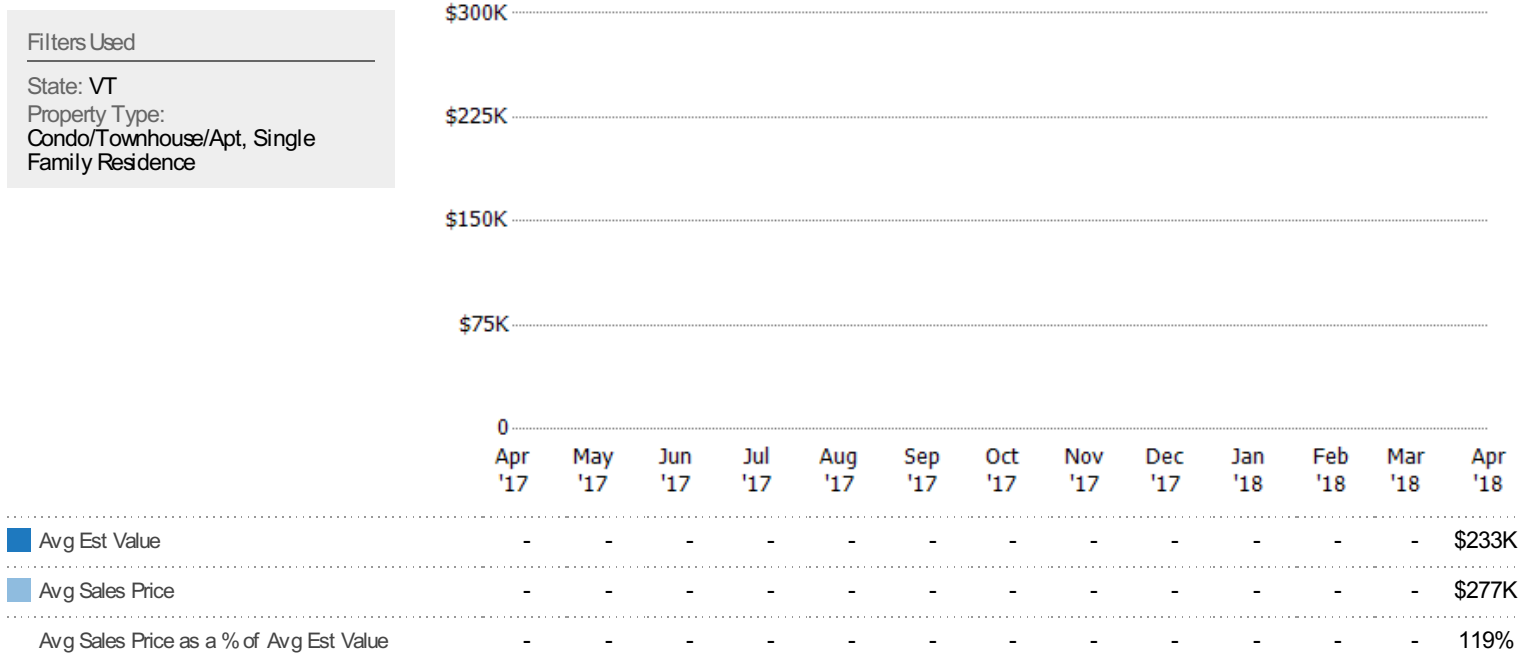
Median Sales Price vs Median Listing Price

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



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.

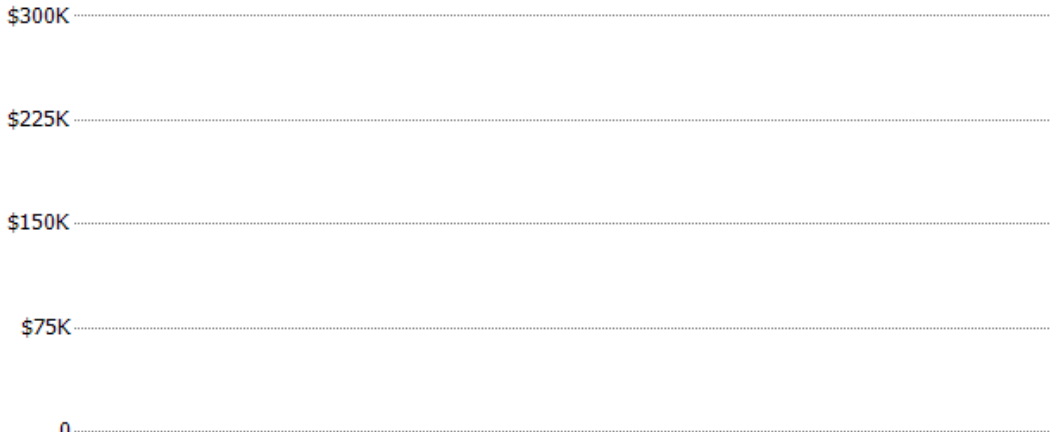


Median Sales Price vs Median Est Value

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

Filters Used

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



	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 Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$200K
Median Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$225K
Med Sales Price as a % of Med Est Value	-	-	-	-	-	-	-	-	-	-	-	-	113%

Listing Activity by ZIP

May 2018

ZIP	Listings (Month End)	Listing Volume (Month End)	Avg Listing Price	Median Listing Price	Avg Listing Price per Sq Ft	Median Listing Price per Sq Ft	Months of Inventory	Absorption Rate %
05860	1	\$229,000	\$229,000	\$229,000	\$101	\$101	1	100.00 %

Sales Activity by ZIP

May 2018

ZIP	Pendings (Month End)	Pending Volume (Month End)	Sales	Sales Volume	Avg Sales Price	Median Sales Price	Avg Sales Price per Sq Ft	Median Sales Price per Sq Ft	Median Days In RPR
05001			3	\$543,500	\$184,967	\$210,000	\$129	\$117	11
05038			1	\$239,500	\$259,000	\$259,000	\$114	\$114	165
05045			2	\$1,130,000	\$584,000	\$584,000	\$114	\$114	117
05048			2	\$583,000	\$316,500	\$316,500	\$110	\$110	377
05056			1	\$182,500	\$229,000	\$229,000	\$110	\$110	659
05059			3	\$691,000	\$238,933	\$199,000	\$109	\$96	162
05060			1	\$205,000	\$219,000	\$219,000	\$93	\$93	49
05068			1	\$220,000	\$229,000	\$229,000	\$218	\$218	11
05070			1	\$395,000	\$395,000	\$395,000	\$108	\$108	264
05088			1	\$331,000	\$344,900	\$344,900	\$145	\$145	307
05089			2	\$114,800	\$63,900	\$63,900	\$45	\$45	86
05091			3	\$2,079,000	\$708,000	\$525,000	\$237	\$280	51
05142			1	\$170,000	\$179,000	\$179,000	\$63	\$63	16
05148			1	\$220,000	\$235,000	\$235,000	\$121	\$121	331
05156			1	\$110,000	\$128,000	\$128,000	\$47	\$47	224
05201			5	\$509,000	\$105,060	\$99,000	\$63	\$95	127
05250			1	\$392,000	\$399,000	\$399,000	\$113	\$113	53
05251			1	\$1,290,000	\$1,499,000	\$1,499,000	\$496	\$496	6
05255			1	\$900,000	\$995,000	\$995,000	\$165	\$165	127
05262			1	\$239,500	\$239,500	\$239,500	\$128	\$128	277
05301			3	\$327,000	\$130,433	\$134,900	\$93	\$94	256
05346			1	\$115,000	\$129,900	\$129,900	\$133	\$133	503
05354			2	\$375,000	\$194,450	\$194,450	\$103	\$103	141
05355			1	\$170,000	\$199,000	\$199,000	\$96	\$96	366
05356			2	\$365,500	\$196,750	\$196,750	\$98	\$98	20
05363			2	\$510,000	\$262,000	\$262,000	\$139	\$139	59
05401			5	\$1,334,000	\$266,660	\$279,500	\$233	\$220	6
05403			8	\$2,474,720	\$310,028	\$269,900	\$169	\$169	4
05408			3	\$868,000	\$291,567	\$294,900	\$191	\$177	8
05440			1	\$132,500	\$159,900	\$159,900	\$79	\$79	63
05445			1	\$498,500	\$549,000	\$549,000	\$142	\$142	0
05446			2	\$742,500	\$374,450	\$374,450	\$186	\$186	145
05450			1	\$55,000	\$59,900	\$59,900	\$38	\$38	59
05452			5	\$1,114,450	\$216,160	\$215,000	\$165	\$165	25
05454			1	\$278,000	\$275,000	\$275,000	\$136	\$136	4
05455			1	\$335,000	\$349,500	\$349,500	\$122	\$122	297
05456			1	\$315,000	\$330,000	\$330,000	\$83	\$83	243
05458			1	\$355,000	\$365,000	\$365,000	\$117	\$117	312

Continues on next page →

Sales Activity by ZIP

May 2018

← Continued from previous page

ZIP	Pendings (Month End)	Pending Volume (Month End)	Sales	Sales Volume	Avg Sales Price	Median Sales Price	Avg Sales Price per Sq Ft	Median Sales Price per Sq Ft	Median Days In RPR
05459			2	\$236,825	\$118,950	\$118,950	\$78	\$78	51
05461			1	\$343,000	\$350,000	\$350,000	\$172	\$172	4
05464			4	\$443,000	\$124,225	\$148,000	\$80	\$98	174
05468			7	\$3,106,934	\$456,714	\$378,400	\$162	\$135	53
05476			2	\$190,000	\$97,900	\$97,900	\$111	\$111	120
05477			1	\$412,000	\$424,900	\$424,900	\$142	\$142	98
05478			5	\$1,266,500	\$254,000	\$199,000	\$137	\$149	7
05482			2	\$795,000	\$392,000	\$392,000	\$186	\$186	3
05483			1	\$176,000	\$174,628	\$174,628	\$98	\$98	4
05486			2	\$994,000	\$497,000	\$497,000	\$216	\$216	56
05488			1	\$215,000	\$250,000	\$250,000	\$143	\$143	250
05494			1	\$372,500	\$369,500	\$369,500	\$190	\$190	15
05495			4	\$1,078,000	\$274,375	\$262,500	\$180	\$190	12
05602			3	\$825,000	\$279,500	\$279,000	\$144	\$138	24
05641			3	\$588,000	\$206,467	\$220,000	\$140	\$150	158
05658			1	\$157,500	\$155,000	\$155,000	\$77	\$77	10
05661			4	\$1,082,000	\$274,725	\$277,000	\$113	\$117	161
05663			1	\$329,000	\$329,000	\$329,000	\$189	\$189	74
05672			2	\$387,500	\$202,500	\$202,500	\$94	\$94	94
05674			3	\$547,125	\$190,967	\$218,000	\$141	\$151	144
05676			1	\$475,000	\$360,000	\$360,000	\$293	\$293	415
05677			1	\$651,000	\$670,000	\$670,000	\$169	\$169	248
05701			3	\$364,500	\$133,833	\$175,000	\$45	\$34	126
05751			2	\$271,000	\$142,450	\$142,450	\$156	\$156	302
05753			2	\$440,000	\$221,950	\$221,950	\$174	\$174	4
05757			2	\$380,000	\$205,000	\$205,000	\$84	\$84	101
05759			1	\$102,000	\$119,900	\$119,900	\$82	\$82	44
05760			1	\$225,000	\$224,900	\$224,900	\$165	\$165	8
05761			1	\$111,300	\$109,000	\$109,000	\$84	\$84	172
05763			1	\$74,500	\$79,900	\$79,900	\$94	\$94	12
05766			1	\$65,000	\$79,000	\$79,000	\$46	\$46	220
05769			1	\$337,000	\$345,000	\$345,000	\$121	\$121	36
05773			1	\$249,000	\$249,000	\$249,000	\$191	\$191	19
05778			1	\$363,000	\$414,000	\$414,000	\$109	\$109	226
05819			1	\$103,000	\$115,000	\$115,000	\$51	\$51	317
05822			1	\$33,500	\$37,000	\$37,000	\$13	\$13	110
05824			1	\$170,000	\$174,500	\$174,500	\$106	\$106	62

Continues on next page →

Sales Activity by ZIP

May 2018

← Continued from previous page

ZIP	Pendings (Month End)	Pending Volume (Month End)	Sales	Sales Volume	Avg Sales Price	Median Sales Price	Avg Sales Price per Sq Ft	Median Sales Price per Sq Ft	Median Days In RPR
05843			1	\$83,500	\$89,900	\$89,900	\$63	\$63	195
05846			1	\$80,000	\$88,000	\$88,000	\$32	\$32	13
05857			1	\$289,000	\$299,900	\$299,900	\$191	\$191	351
05859			1	\$240,500	\$247,500	\$247,500	\$135	\$135	26
05860			1	\$84,000	\$89,000	\$89,000	\$87	\$87	217
05875			1	\$295,000	\$300,000	\$300,000	\$253	\$253	10
05901			1	\$229,000	\$229,000	\$229,000	\$249	\$249	57

Appendix

The metrics that are calculated by RPR® may show the same general trends as those published by other sources (i.e. MLS, Associations or vendors), but because of our processes and parcel-centric approach, some variation may occur. Data sources include MLS's, where licensed, and public records for more in-depth metrics on distressed properties.

Report Details

Report Name: Vermont April Indicators Report
Run Date: 06/06/2018
Scheduled: No
Report Date Range: From 4/2018 To: 4/2018

Information Included

- Include Cover Sheet
- Include Key Metric Summary *
- Include Metrics By
- Averages
- Medians
- Include Appendix

* The Key Metrics Table's YTD median calculations are calculated using a weighted average of the median values for each month that is included.

MLS Filter

MLS: All

Listing Filters

Property Types: Condo/Townhouse/Apt Single Family Residence

Sales Types: All

Price Range: None

Location Filters

State: Vermont

County: All

ZIP Code: All

Listing Activity Charts

- New Listings
- Active Listings
- Avg/Med Listing Price
- Avg/Med Listing Price per Sq Ft
- Avg/Med Listing Price vs Est Value
- Median Days in RPR
- Months of Inventory
- Absorption Rate

Sales Activity Charts

- Active/Pending/Sold
- New Pending Sales
- Pending Sales
- Closed Sales
- Avg/Med Sales Price
- Avg/Med Sales Price per Sq Ft
- Avg/Med Sales Price vs Listing Price
- Avg/Med Sales Price vs Est Value

Distressed Charts

- Distressed Listings
- Distressed Sales

Data Tables Using 5/2018 data

- Listing Activity by ZIP
- Listing Activity by Metro Area
- Sales Activity by ZIP
- Sales Activity by Metro Area