

# Summary of Key Listing and Sales Metrics

A summary of the key metrics selected to be included in the report. MLS sources where licensed.

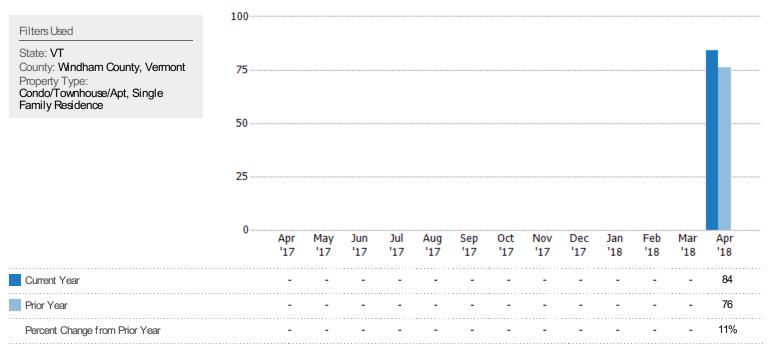
Key Metrics	Apr 2018	Apr 2017	+/-	YTD 2018	YTD 2017	+/-
Listing Activity Charts Metrics						
New Listing Count	84	76	+10.5%	84	76	+10.5%
New Listing Volume	\$23,934,150	\$23,469,400	+2%	\$23,934,150	\$23,469,400	+2%
Active Listing Count	541	707	-23.5%	541	707	-23.5%
Active Listing Volume	\$235,315,686	\$263,454,594	-10.7%	\$235,315,686	\$263,454,594	-10.7%
Average Listing Price	\$434,964	\$372,637	+16.7%	\$434,964	\$372,637	+16.7%
Median Listing Price	\$279,000	\$235,000	+18.7%	\$279,000	\$235,000	+18.7%
Median Days in RPR	189	250	-24.4%	189	250	-24.4%
Months of Inventory	_	_	-	12.3	14.1	-13%
Absorption Rate	_	_	+	8.13%	7.07%	+1.1%
Sales Activity Charts Metrics						
New Pending Sales Count	56	46	+21.7%	56	46	+21.7%
New Pending Sales Volume	\$11,982,050	\$11,823,199	+1.3%	\$11,982,050	\$11,823,199	+1.3%
Pending Sales Count	93	95	-2.1%	93	95	-2.1%
Pending Sales Volume	\$21,632,100	\$29,563,399	-26.8%	\$21,632,100	\$29,563,399	-26.8%
Closed Sales Count	45	44	+2.3%	45	44	+2.3%
Cloæd Sales Volume	\$9,389,333	\$10,465,550	-10.3%	\$9,389,333	\$10,465,550	-10.3%
Average Sales Price	\$208,652	\$237,853	-12.3%	\$208,652	\$237,853	-12.3%
Median Sales Price	\$187,000	\$194,950	-4.1%	\$187,000	\$194,950	-4.1%





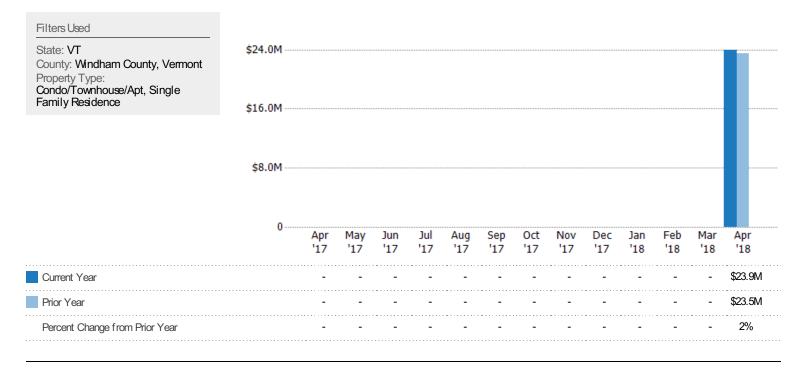
# New Listings

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.



合



# Active Listings

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

	880													
Filters Used State: VT County: Windham County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	660													
	440													
	220													
	, in the second s	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr
		'17	'17	'17	'17	'17	'17	'17	'17	'17	'18	'18	'18	'18
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	541
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	707
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	-23%

# 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: Windham County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	\$240.0M													
Family Residence	\$160.0M													
	\$80.0M													
	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		-	-	-	-	-	-	-	-	-	-	-	-	\$235M
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	\$263M
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	-11%

仓



# **Average Listing Price**

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

	\$500K ······												
Filters Used State: VT County: Windham County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	\$375K												
	\$250K												
	\$125K 0 Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr
	'17	'17	'17	'17	'17	'17	'17	'17	'17	'18	'18	'18	'18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$435K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$373K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	17%

# Median Listing Price

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

Prior Year	-	-	-	-	-	-		-	-	_	-	-	\$235K
							_		_	_			0051/
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$279K
	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
	\$75K												
Property Type: Condo/Townhouse/Apt, Single Family Residence	\$150K												
Filters Used State: VT County: Windham County, Vermont	\$225K												





# 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.

	\$500K ······												
Filters Used													
State: VT County: Windham County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	\$375K												
Family Nesdence	\$250K												
	\$125K												
	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
	17	17	17	17	17	17	17	17	17	18	10	18	18
Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$312K
Avg Listing Price	-	-	-	-	-	-	-	-	-	-	-	-	\$435K
Avg Listing Price as a % of Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	139%

# 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.

	\$300K												
Filters Used													
State: VT County: Windham County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	\$225K												
	\$150K												
	\$75K												
	0												
	Apr	May		Jul		Sep	Oct	Nov	Dec		Feb	Mar	Apr
	'17	'17	'17	'17	'17	'17	'17	'17	'17	'18	'18	'18	'18
Median Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$236K
Median Listing Price	-	-	-	-	-	-	-	-	-	-	-	-	\$279K
Med Listing Price as a % of Med Est Value	-	-	-	-	-	-	-	-	-	-	-	-	118%

囼



6/6/2018

5 of 14



# 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.

	300												
Filters Used State: VT County: Windham County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	225												
	150												
	75												
	0												
	Apr '17	May		Jul		Sep '17	Oct	Nov	Dec	Jan	Feb	Mar	Apr
	.17	'17	'17	'17	'17		'17	'17	'17	'18	'18	'18	'18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	189
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	250
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-24%

# 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: Windham County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	15												
	10												
	5												
	0		-		_	_	~ .		_	_	- 1		
	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	-	-	-	-	-	-	-	-	-	-	-	-	10
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	15.7
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-36%





#### Absorption Rate

The percentage of inventory sold per month.

	10%
Filters Used	
State: VT County: Windham County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	
	5%

	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	-	-	-	-	-	-	-	-	-	-	-	-	10%
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	6%
Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-4%

# Active/Pending/Sold Units

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

Filters Used   State: VT   Coundy: Windham County, Vermont   Propety Type:   Condo/Townhouse/Apt, Single   Family Residence   300   150   0   Apr May   117 117   117 117   117 117   117 117   117 117   117 117   117 117   117 117   117 117   117 117   117 117   117 117   117 117   117 117   117 117   117 117   117 117   117 117   117 117   118 118   118 118   119 117   117 117   117 117   117 117   117 117   117 117		600												
150   0   Apr May Jun Jul Aug Sep Oct Nov Dec Jan Feb Mar Apr   Apr May Jun Jul Aug Sep Oct Nov Dec Jan Feb Mar Apr   17 '17 '17 '17 '17 '17 '17 '18 '18 '18   Active - - - - - - - 541   Pending - - - - - - 93	County: Windham County, Vermont	450												
0 Apr May Jun Jul Aug Sep Oct Nov Dec Jan Feb Mar Apr   '17 '17 '17 '17 '17 '17 '17 '17 '18 '18 '18   Active - - - - - - - - 541   Pending - - - - - - - 93		300												
$\begin{array}{c ccccccccccccccccccccccccccccccccccc$														
0 Apr May Jun Jul Aug Sep Oct Nov Dec Jan Feb Mar Apr   17 '17 '17 '17 '17 '17 '17 '17 '18 '18 '18   Active - - - - - - - 541   Pending - - - - - - - 93														
'17 '17 '17 '17 '17 '17 '17 '18 '18 '18   Active - - - - - - - - 541   Pending - - - - - - - 93		150												
'17 '17 '17 '17 '17 '17 '17 '18 '18 '18   Active - - - - - - - - 541   Pending - - - - - - - 93														
'17 '17 '17 '17 '17 '17 '17 '18 '18 '18   Active - - - - - - - - 541   Pending - - - - - - - 93		0												
'17 '17 '17 '17 '17 '17 '17 '18 '18 '18   Active - - - - - - - - 541   Pending - - - - - - - 93		Apr	Mav	Jun	Jul	Aua	Sep	0ct	Nov	Dec	Jan	Feb	Mar	Apr
Pending 93						'17								
Pending 93														5/1
	Active	-			-	-					-			
Sold 45	Pending	-	-	-	-	-	-	-	-	-	-	-	-	93
	Sold	-	-	-	-	-	-	-	-	-	-	-	-	45

仓



# 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: Windham County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	54													
	18													
	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		-	-	-	-	-	-	-	-	-	-	-	-	56
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	46
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.

Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	1%
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	\$11.8M
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	\$12M
	\$5.0M 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
Family Residence	\$10.0M													
State: VT County: Windham County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	\$15.0M													
Filters Used	\$20.0M ······													

囼



# Pending Sales

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

Filters Used	200													
State: VT County: Windham County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	150													
	100													
	50													
	0	Apr	May	Jun	Jul	Aug '17	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr
		'17	'17	'17	'17	'17	'17	'17	'17	'17	'18	'18	'18	'18
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	93
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	95
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	-2%

# 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.

Filters Used	\$48.0M ······													
State: VT County: Windham County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	\$36.0M													
	\$24.0M													
	\$12.0M													
	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		-	-	-	-	-	-	-	-	-	-	-	-	\$21.6M
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	\$29.6M
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	-27%

囼



# **Closed Sales**

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

Filters Used	60													
State: VT County: Windham County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	45													
	30													
	15													
	0	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17		Jan '18	Feb '18	Mar '18	Apr '18
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	45
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	44
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	2%

# **Closed Sales Volume**

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

Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	-10%
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	\$10.5M
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	\$9.39M
	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
	\$5.0M													
Property Type: Condo/Townhouse/Apt, Single Family Residence	\$10.0M													_
Filters Used State: VT County: Windham County, Vermont	\$15.0M													
	\$20.0M ······													





# 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: Windham County, Vermont	80%														
Property Type: Condo/Townhouse/Apt, Single	70%														
Condo/Townhouse/Apt, Single Family Residence	60%														
	50%														
	40%														
	30%														
	20%														
	10%														
	0	Apr	May	Jun	Jul	Aug		0ct	Nov	Dec	Jan	Feb	Mar	Apr	
		'17	'17	'17	'17	'17	'17	'17	'17	'17	'18	'18	'18	'18	
Condo/Townhouse		-	-	-	-	-	-	-	-	-	-	-	-	36%	
Single Family Residence		-	-	-	-	-	-	-	-	-	-	-	-	64%	

# Average Sales Price

Percent Change from Prior Year

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

Filters Used	\$300K												
State: VT County: Windham 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	-	-	-	-	-	-	-	-	-	-	-	-	\$209K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$238K

-

-

-

-



-

-

-

-

-

-

-

-

-12%



#### Median Sales Price

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

	\$200K ······												
Filters Used State: VT County: Windham 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	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18
. <u></u>												10	
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$187K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$195K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-4%

# 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	\$300K												
State: VT County: Windham 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
Avg List Price	-	-	-	-	-	-	-	-	-	-	-	-	\$221K
Avg Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$209K
Avg Sales Price as a % of Avg List Price	-	-	-	-	-	-	-	-	-	-	-	-	94%





# Median Sales Price vs Median Listing Price

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

	\$200K ······												
Filters Used State: VT													
County: Windham 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	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18
Median List Price	-	-	-	-	-	-	-	-	-	-	-	-	\$190K
Median Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$187K
Med Sales Price as a % of Med List Price	-	-	-	-	-	-	-	-	-	-	-	-	99%

#### 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: Windham County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	\$225K												
	\$150K												
	\$75K												
	0	Max	lue	<b>1</b> 1	A	Can	0.4	Neur	Dec	1	Fab	Mar	
	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	-	-	-	-	-	-	-	-	-	-	-	-	\$177K
Avg Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$221K
Avg Sales Price as a % of Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	125%



囼



# 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: Windham 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	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18
Median Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$163K
Median Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$190K
Med Sales Price as a % of Med Est Value	-	-	-	-	-	-	-	-	-	-	-	-	116%

