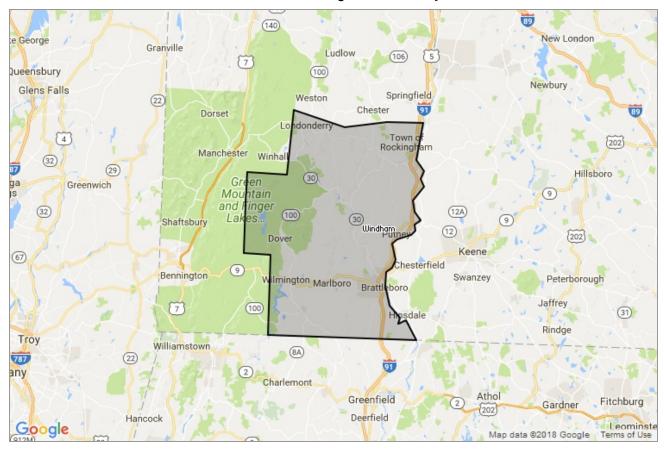


MARKET DATA REPORT

Windham County Nov/Dec 2017



Report Characteristics

Report Name:

Windham County Nov/Dec 2017

Report Date Range:

11/2017 - 12/2017

Filters Used:

Property Type, Location

Avg/Med: Both

Include Metrics By: County

Run Date: 01/24/2018

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.

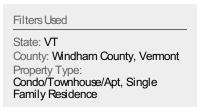
+ / -	YTD 2016	YTD 2017	+ / -	Dec 2016	Dec 2017	Key Metrics
						Listing Activity Charts Metrics
+11.2%	98	109	+12.2%	49	55	New Listing Count
-14.5%	\$40,893,367	\$34,968,450	-33.1%	\$21,797,799	\$14,584,650	New Listing Volume
-18.8%	1,611	1,308	-21.4%	786	618	Active Listing Count
-13.5%	\$598,145,963	\$517,427,965	-17.4%	\$293,898,861	\$242,776,286	Active Listing Volume
+6.5%	\$371,289	\$395,587	+5.1%	\$373,917	\$392,842	Average Listing Price
+8.6%	\$239,865	\$260,556	+10.2%	\$235,000	\$259,000	Median Listing Price
-12.5%	196.93	172.38	-12.1%	206	181	Median Daysin RPR
-32.5%	13.1	8.8	-2.9%	9.9	9.7	Months of Inventory
+3.7%	7.64%	11.31%	+0.3%	10.05%	10.36%	Absorption Rate
						Sales Activity Charts Metrics
+42.2%	83	118	+35.9%	39	53	New Pending Sales Count
+16.6%	\$27,118,800	\$31,633,998	+35.6%	\$10,330,300	\$14,010,999	New Pending Sales Volume
-15.5%	207	175	-13.8%	87	75	Pending Sales Count
-17.4%	\$55,383,810	\$45,728,698	-18.7%	\$23,343,405	\$18,973,899	Pending Sales Volume
-4.7%	148	141	+11.6%	69	77	Closed Sales Count
-8.2%	\$43,668,120	\$40,106,363	+13.9%	\$17,760,620	\$20,233,425	Closed Sales Volume
-3.6%	\$295,055	\$284,442	+2.1%	\$257,400	\$262,772	Average Sales Price
-9.3%	\$215,797	\$195,801	-8.7%	\$219,000	\$200,000	Median Sales Price

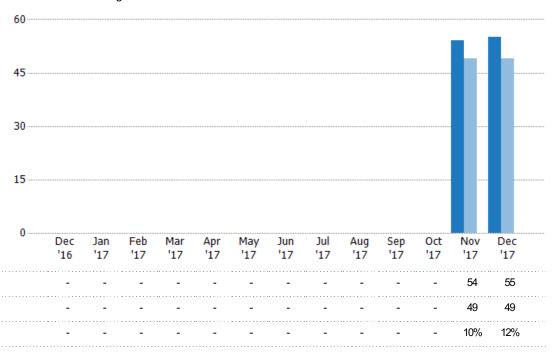




New Listings

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





New Listing Volume

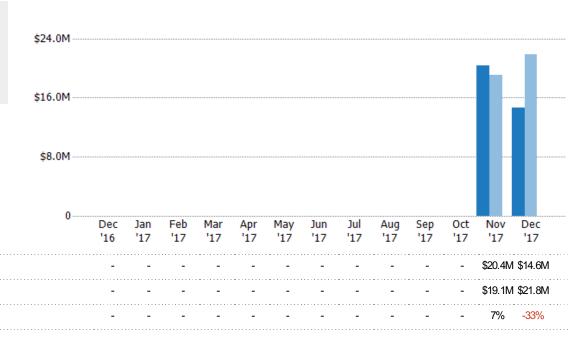
Percent Change from Prior Year

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: Windham County, Vermont
Property Type:
Condo/Townhouse/Apt, Single
Family Residence



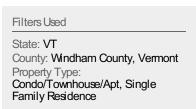
Current Year

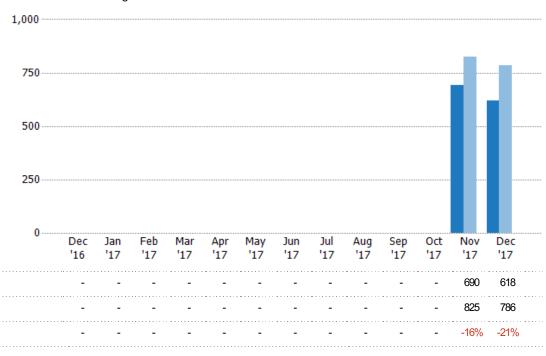
Percent Change from Prior Year



Active Listings

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





Active Listing Volume

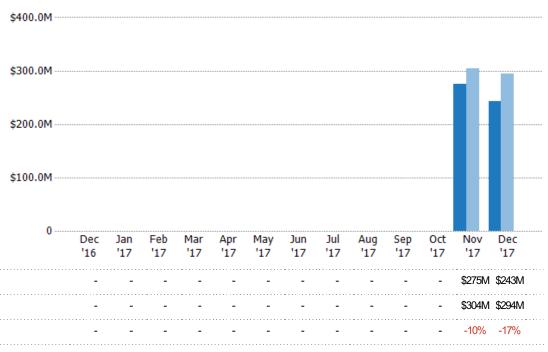
Percent Change from Prior Year

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: Windham 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	\$400K												
State: VT County: Windham County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	\$300K												
,	\$200K												
	\$100K												
	Dec	Jan	Feb	Mar	Apr		Jun	Jul	Aug	Sep	Oct	Nov	Dec
	'16	'17	'17	'17	'17	'17	'17	'17	'17	'17	'17	'17	'17
Current Year	-	-	-	-	-	-	-	-	-	-	-	\$398K	\$393K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	\$369K	\$374K
Percent Change from Prior Year	_	-	-	-	-	_	-	-	_	_	-	8%	5%

Median Listing Price

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

Filters Used	\$300K												
State: VT County: Windham County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	\$225K												
, anny reduction	\$150K												
	\$75K												
	0												
	Dec '16	Jan '17	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17
Current Year	-	-	-	-	-	=	-	-	-	-	-	\$262K	\$2591
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	\$400K												
State: VT County: Windham County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	\$300K												_
raining reactions	\$200K		•••••										•••••
	\$100K												
	0												
	Dec '16	Jan '17	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17
Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	\$290K	\$302K
Avg Listing Price	-	-	-	-	-	-	-	-	-	-	-	\$398K	\$393K
Avg Listing Price as a % of Avg Est Value		-	-	-	-	-	-	-	-	-	-	137%	130%

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

State: VT

County: Windham County, Vermont

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

\$150K

railiny recooned	\$150K												
	\$75K												
	0 Dec '16	Jan '17	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17
Median Est Value	-	-	-	-	-	-	-	-	-	-	-	\$236K	\$238K
Median Listing Price	-	-	-	-	-	-	-	-	-	-	-	\$262K	\$259K
Med Listing Price as a % of Med Est Value	_	_	_	_	_	_	_	_	_	_	_		109%





Median Days in RPR

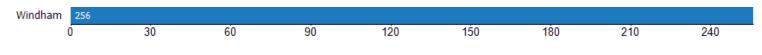
The median number of days between when residential properties are first displayed as active listings in RPR and when accepted offers have been noted in RPR.

	300												
Filters Used													
State: VT County: Windham County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	225												
	150												
	75												
	75												
	, ,												
	, ,					May		Jul	Aug	Sep	Oct	Nov	De
	0					May '17		Jul '17		Sep			De
Current Year	0 Dec							Jul	Aug	Sep	Oct	Nov	
Current Year Prior Year	0 Dec '16	Jan '17 -	Feb '17	Mar '17 -	Apr '17		Jun '17 -	Jul '17 -	Aug '17	Sep '17	0ct '17 -	Nov '17	'1

Average Days in RPR (By County)

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

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



Median Days in RPR (By County)

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 by county.

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

Windham	181									
(Ó	20	40	60	80	100	120	140	160	180





Months of Inventory

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

5%

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

10	20												
5 Dec Jan Feb Mar Apr May Jun Jul Aug Sep Oct Nov Dec '16 '17 '17 '17 '17 '17 '17 '17 '17 '17 '17	15												
0	10											_	
Dec Jan Feb Mar Apr May Jun Jul Aug Sep Oct Nov Dec '16 '17	5												
- - - - - - - - 10 9.66 - - - - - - - - 12 9.95	Dec	Jan	Feb	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec
12 9.95	-	-	-	-	-	-	-	-	-	-	-	10	9.66
	-	-	-	-	-	-	-	-	-	-	-	12	
	-	-	-	-	-	_	-						

Absorption Rate

Percent Change from Prior Year

Current Year
Prior Year

The percentage of inventory sold per month.

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

15%	
10%	•

	0												
	Dec '16	Jan '17	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct	Nov '17	Dec '17
Current Year	-	-	-	-	-	-	-	-	-	-	-	10%	10%
Prior Year	-	-	-	-	-	-	-	-	-	-	-	8%	10%
Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-2%	0%

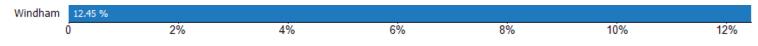




Absorption Rate (By County)

The percentage of the inventory sold during the last month by county.

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



Active/Pending/Sold Units

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

Filters Used	700												
State: VT County: Windham County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	525												
	350												
	175												
												Nov '17	Dec '17
Active	0 Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	0ct	Nov	
Active Pending	0 Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	0ct	Nov '17	'17



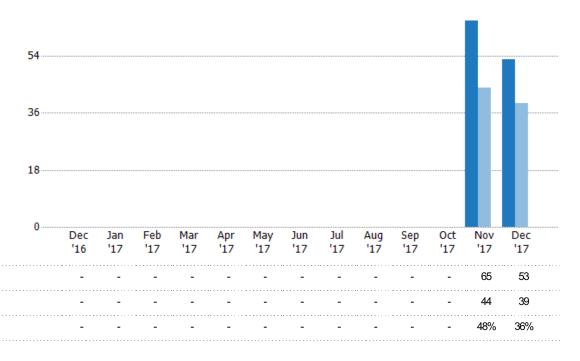




New Pending Sales

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





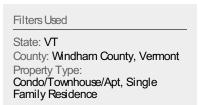
New Pending Sales Volume

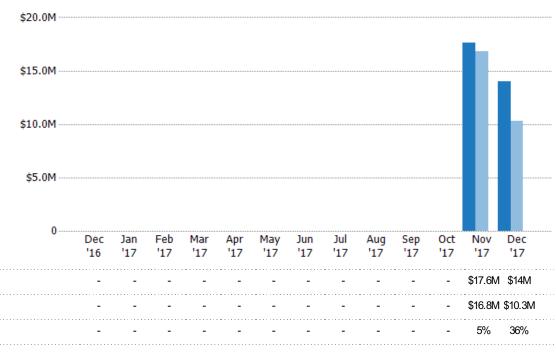
Percent Change from Prior Year

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.





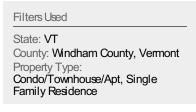
Current Year

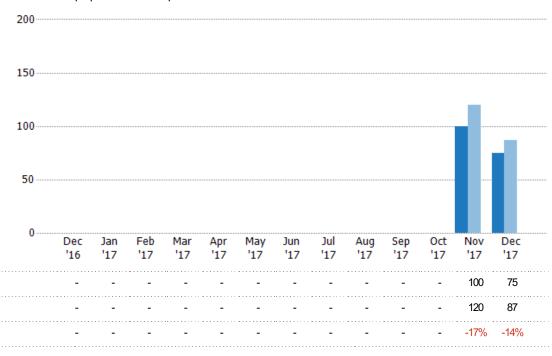
Percent Change from Prior Year



Pending Sales

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





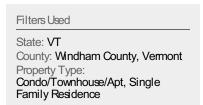
Pending Sales Volume

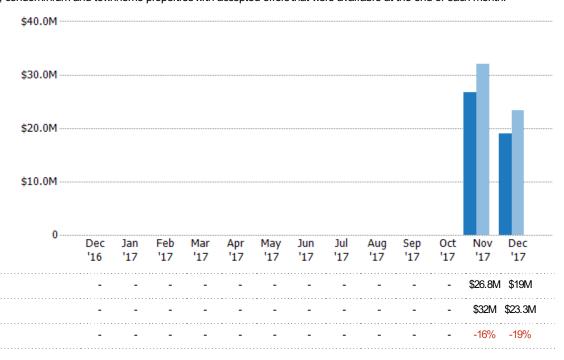
Percent Change from Prior Year

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.





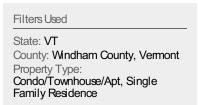
Current Year

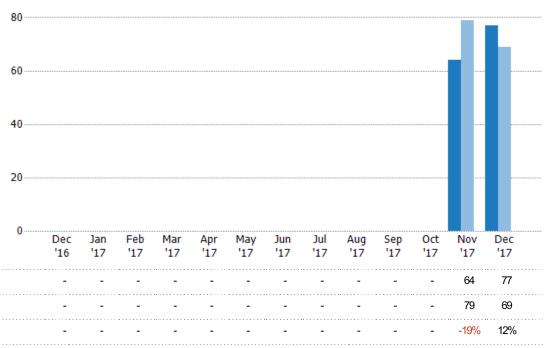
Percent Change from Prior Year



Closed Sales

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





Closed Sales Volume

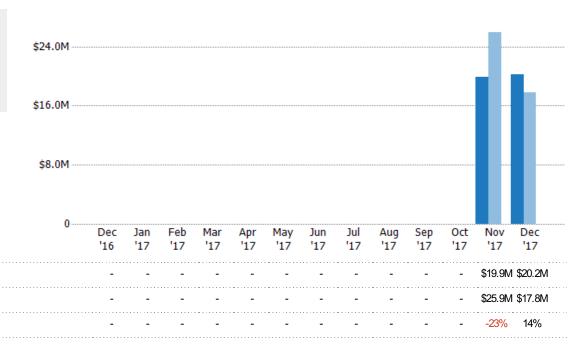
Percent Change from Prior Year

Current Year

Prior Year

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

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



Current Year

Percent Change from Prior Year

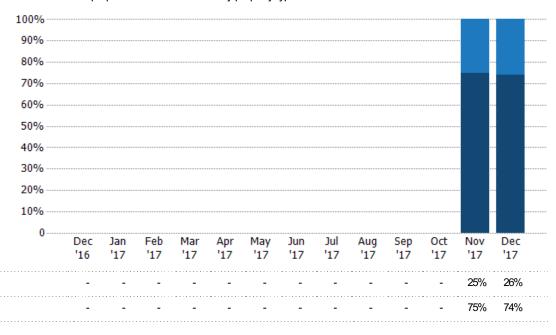




Closed Sales by Property Type

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





Closed Sales (By County)

Condo/Townhouse

Single Family Residence

The total number of single-family, condominium and townhome properties sold during the last month by county.

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

Windham 77								
Ó	10	20	30	40	50	60	70	_





Average Sales Price

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

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

500K	 	 		 	 			
200K	 	 		 	 			
.00K	 	 		 	 			
.00K		 						
0							Nov	De
0 Dec			May '17			0ct '17	Nov	De '17

Median Sales Price

Percent Change from Prior Year

Current Year
Prior Year

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

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

\$300K												
\$225K												
\$150K												
\$75K												
\$73K												
0												
Dec '16	Jan '17	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17
-	-	-	-	-	-	-	-	-	-	-		\$200K
-	-	-	-	-	-	-	-	-	-	-	\$213K	#040IZ
												\$219K



Current Year
Prior Year

Percent Change from Prior Year





Market Data Report

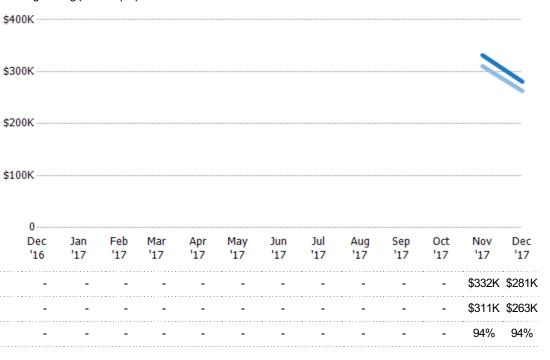
Average Sales Price vs Average Listing Price

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

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

Avg List Price

Avg Sales Price



Median Sales Price vs Median Listing Price

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

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

Med Sales Price as a % of Med List Price

Avg Sales Price as a % of Avg List Price

\$300K												
\$225K												
\$150K												
\$75K												
Dec											Nov '17	
'16 -	- 17	-		-	- -	-	-	-	-		\$200K	
-	-	-	-	-	-	-	-	-	-	-	\$191K	\$200K
-	-	-	-	-		-	-	-			95%	95%



Median List Price

Median Sales Price





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.

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

Avg Est Value

Avg Sales Price

0K	 	 		 	 			
0K	 	 		 	 			
0	 	 		 	 			
Dec						Oct	Nov	De
•			May '17			Oct '17	Nov	De '1'
Dec						0ct '17	Nov '17 \$178K	De '1'
Dec					Sep '17 -	0ct '17	Nov '17 \$178K	De '1

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.

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

Med Sales Price as a % of Med Est Value

Avg Sales Price as a % of Avg Est Value

\$300K												
\$225K												
\$150K												
\$75K												
Dec								Aug '17		0ct '17	Nov '17	Dec '17
-	-	-	-	-	-	-		-			\$151K	\$186K
-	-	-	-	-	-	-	-	-	-	-	\$200K	\$210K
-	-	-	-	-	-	-	-	-	-	-	133%	113%



Median Est Value

Median Sales Price





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.

			Listing Activity Charts			
ndham County Nov/Dec 2017			✓ New Listings			
018			Active Listings			
			Avg/Med Listing Price			
je: From 11/2017 To: 12/2017	7		Avg/Med Listing Price per Sq Ft			
			✓ Avg/Med Listing Price vs Est Value			
cluded			Median Days in RPR			
Sheet		Averages	Months of Inventory			
tric Summary *	Include Appendix	Medians	Absorption Rate			
By: County			0-1 1			
	alculated using a weighted average	of the median values for each	Sales Activity Charts			
			Active/Pending/Sold			
			New Pending Sales			
All			✓ Pending Sales✓ Closed Sales			
			✓ Closed Sales ✓ Avg/Med Sales Price			
			Avg/Med Sales Price Avg/Med Sales Price per Sq Ft			
Condo/Townhouse/Apt	Single Family Residence		✓ Avg/Med Sales Price vs Listing Price			
All			✓ Avg/Med Sales Price vs Est Value			
None			Distressed Charts			
S			□ Distressed Listings□ Distressed Sales			
All			Data Tables Lhing 19/9017 data			
Windham County, Vermont			Data Tables Using 12/2017 data Listing Activity by ZIP			
			Listing Activity by Metro Area			
All			Sales Activity by ZIP			
			Sales Activity by Metro Area			
	Cluded Sheet etric Summary* s By: County ole's YTD median calculations are calculations. All Condo/Townhouse/Apt All None S All Windham County, Vermont	ndham County Nov/Dec 2017 018 ge: From 11/2017 To: 12/2017 Cluded Sheet etric Summary* Sely: County De's YTD median calculations are calculated using a weighted average All Condo/Townhouse/Apt Single Family Residence All None S All Windham County, Vermont	andham County Nov/Dec 2017 2018 20e: From 11/2017 To: 12/2017 Cluded Sheet ✓ Averages Aric Summary* ✓ Include Appendix ✓ Medians By: County Sele's YTD median calculations are calculated using a weighted average of the median values for each All Condo/Townhouse/Apt Single Family Residence All None S All Windham County, Vermont			

