

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	Dec 2018	Dec 2017	+ / -	YTD 2018	YTD 2017	+ / -
Listing Activity Charts Metrics						
New Listing Count	58	46	+26.1%	58	46	+26.1%
New Listing Volume	\$19,859,500	\$12,795,300	+55.2%	\$19,859,500	\$12,795,300	+55.2%
Active Listing Count	551	582	-5.3%	NA	N/A	
Active Listing Volume	\$231,704,864	\$221,530,619	+4.6%	NA	N/A	
Average Listing Price	\$420,517	\$380,637	+10.5%	\$420,517	\$380,637	+10.5%
Median Listing Price	\$299,000	\$249,950	+19.6%	\$299,000	\$249,950	+19.6%
Median Daysin RPR	159	182.5	-12.9%	159	182.5	-12.9%
Months of Inventory	_	_	-	8.3	9.7	-13.9%
Absorption Rate	_	_	+-	11.98%	10.31%	+1.7%
Sales Activity Charts Metrics						
New Pending Sales Count	53	50	+6%	53	50	+6%
New Pending Sales Volume	\$13,695,350	\$13,602,100	+0.7%	\$13,695,350	\$13,602,100	+0.7%
Pending Sales Count	88	61	+44.3%	NA	N/A	
Pending Sales Volume	\$20,104,100	\$16,815,300	+19.6%	NA	N/A	
Closed Sales Count	50	66	-24.2%	50	66	-24.2%
Closed Sales Volume	\$10,267,950	\$17,191,725	-40.3%	\$10,267,950	\$17,191,725	-40.3%
Average Sales Price	\$205,359	\$260,481	-21.2%	\$205,359	\$260,481	-21.2%
Median Sales Price	\$185,500	\$196,725	-5.7%	\$185,500	\$196,725	-5.7%

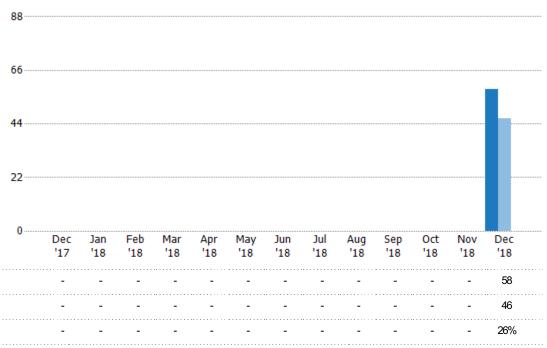




New Listings

The number of new residential listings that were added each month.





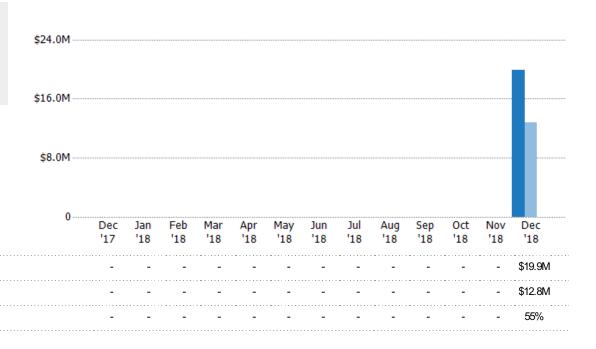
New Listing Volume

Percent Change from Prior Year

Current Year
Prior Year

The sum of the listing price of residential listings that were added each month.

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



Current Year

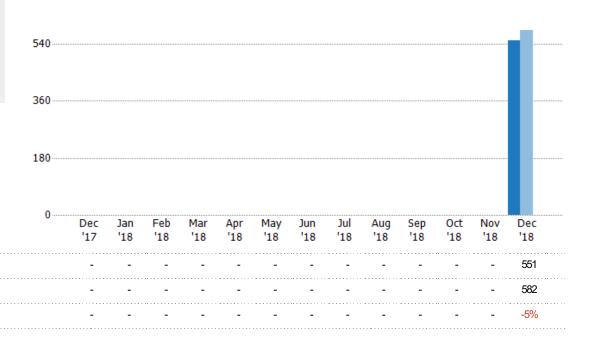
Percent Change from Prior Year



Active Listings

The number of active residential listings at the end of each month.





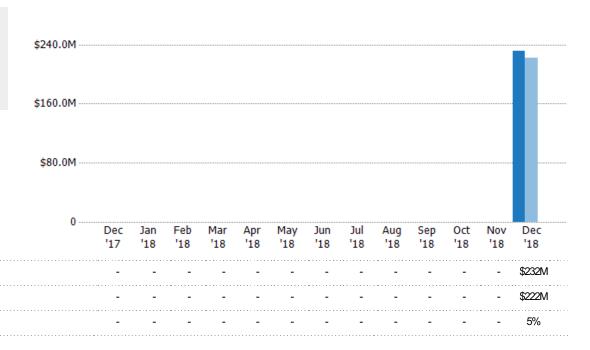
Active Listing Volume

Percent Change from Prior Year

Current Year
Prior Year

The sum of the listing price of active residential 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 residential listings at the end of each month.

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

AUUC¢	
\$375K	
\$250K	

\$125K ------

0												
Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18
-	-	-	-	-	-	-	-	-	-	-	-	\$421K
-	-	-	-	-	-	-	-	-	-	-	-	\$381K
-	-	-	-	-	-	-	-	-	-	-	-	10%

Median Listing Price

Percent Change from Prior Year

Current Year
Prior Year

The median listing price of active residential listings at the end of each month.

\$75K

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

300K	
225K	
150K	

	_						_			_			_
	Dec '17	Jan '18	118	Mar '18	Apr '18	Мау '18	Jun '18	Jul '18	'18	'18	Oct '18	Nov '18	Dec '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$299K
Prior Year	-	-	_	-	_	-	-	-	-	-	-	-	\$250K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	20%





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	\$500K ······												
State: VT County: Windham County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	\$375K												
,	\$250K												
	\$125K												
	0												
	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18
Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$347K
Avg Listing Price	-	-	-	-	-	-	-	-	_	-	-	-	\$421k

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.

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

	\$75K												
	0												
	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18
	17	10	10	10	16	10	10	10	10	10	10	10	16
Median Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$236K
Median Listing Price	-	-	-	-	-	-	-	-	-	-	-	-	\$299K
Med Listing Price as a % of Med Est Value	-	-	-	-	-	-	-	-	-	-	-	-	126%





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: Windham County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	150												
	100												
	50												
	0												
	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18
Current Year	-	-	-	-	-	-	-	-	_	-	-	-	159
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	183
Percent Change from Prior Year	-	-	-	-	-	-	-	-	_	-	-	-	-13%

Months of Inventory

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

Filters Used	20												
State: VT County: Windham County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	15												
	10												
	5												
	0												
	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	6.97
Prior Year	-	-	-	-	-	_	-	-	-	-	-	-	9.7
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-28%





Absorption Rate

The percentage of inventory sold per month.

State: VT

County: Windham County, Vermont

Property Type: Condo/Townhouse/Apt, Single

Family Residence

15%	

10%

0												
Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
'17	'18	'18	'18	'18	'18	'18	'18	'18	'18	'18	'18	'18
-	-	-		-				-				14%
-	-	-	-	-	-	-	-		-		-	10%
-	-	-	-	-	-	-	-	-	-	-	-	-4%

Active/Pending/Sold Units

The number of residential properties that were Active, Pending and Sold each month.

Fil	ltare	П	haal

Current Year Prior Year

Change from Prior Year

State: VT

County: Windham County, Vermont

Property Type: Condo/Townhouse/Apt, Single

Family Residence

450 300 150 Dec Jan Feb Mar Apr May Jun Jul Aug Sep Oct '17 '18 '18 '18 '18 '18 '18 '18 '18 '18 '18		
150		
0		
•		
Dec Jan Feb Mar Apr May Jun Jul Aug Sep Oct '17 '18 '18 '18 '18 '18 '18 '18 '18 '18 '18		
1, 10 10 10 10 10 10 10 10 10	10V	Dec '18
	10	55°



Active Pending

Sold



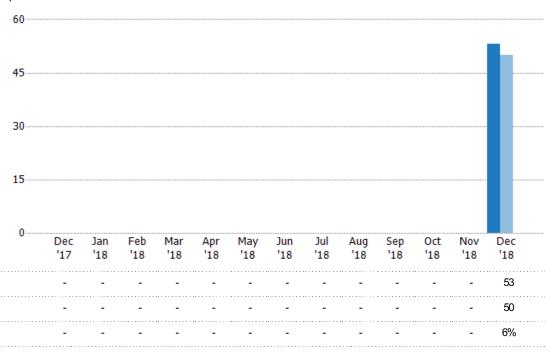
Current Year
Prior Year

Market Data Report

New Pending Sales

The number of residential properties with accepted offers that were added each month.



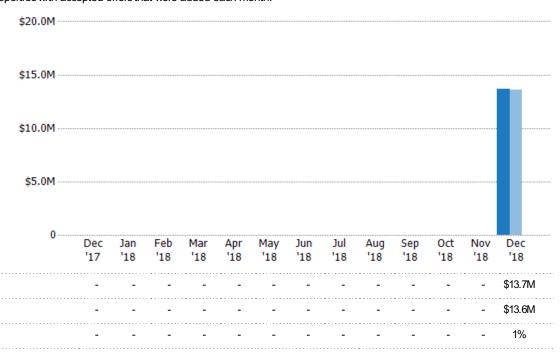


New Pending Sales Volume

Percent Change from Prior Year

The sum of the sales price of residential properties with accepted offers that were added each month.

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



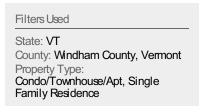
Current Year

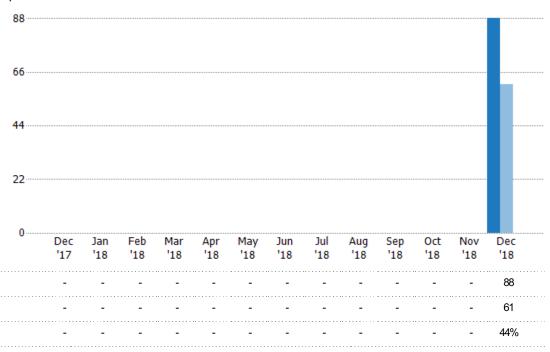
Percent Change from Prior Year



Pending Sales

The number of residential properties with accepted offers that were available at the end each month.





Pending Sales Volume

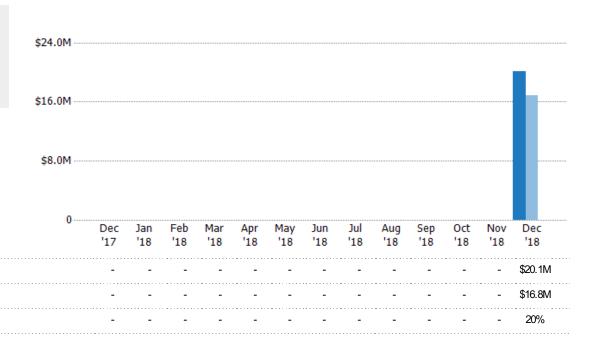
Percent Change from Prior Year

Current Year

Prior Year

The sum of the sales price of residential properties with accepted offers that were available 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

Prior Year

1/19/2019

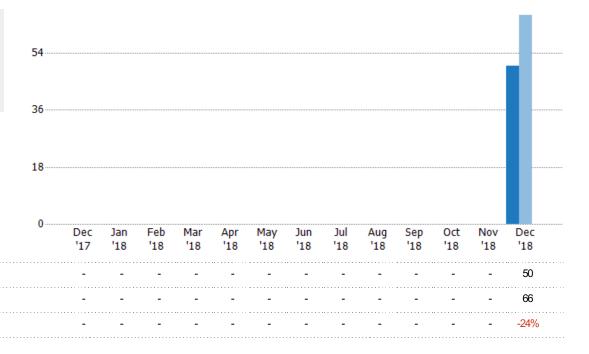
9 of 14



Closed Sales

The total number of residential properties sold each month.

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



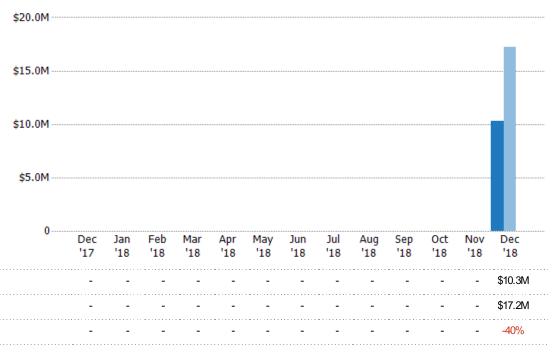
Closed Sales Volume

Percent Change from Prior Year

Current Year
Prior Year

The sum of the sales price of residential 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 residential properties sold each month by property type.



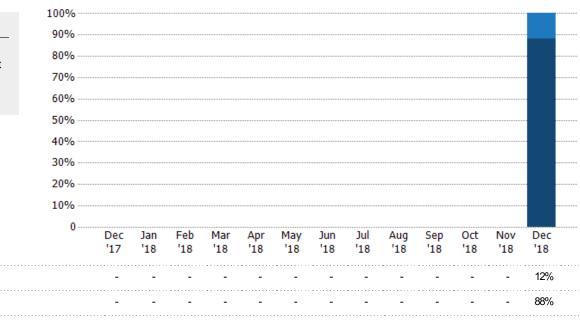
State: VT

County: Windham County, Vermont

Property Type: Condo/Townhouse/Apt, Single

Family Residence

Condo/Townhouse



Average Sales Price

Single Family Residence

The average sales price of the residential properties sold each month.

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

50K	 	 	 		 			
75K	 	 	 		 			
	 	 	 <u>-</u>		 <u>-</u>			
0	 	 	Jun '18	Jul '18	 <u>-</u>	Oct '18	Nov '18	De:
0 Dec	 	 	 Jun '18		 <u>-</u>	Oct '18	Nov	Dec '18



Current Year

Percent Change from Prior Year

Prior Year



-21%



Median Sales Price

The median sales price of the residential properties sold each month.

Filters Used	\$200K												
State: VT County: Windham County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	\$150K												
	\$100K												•••••
	\$50K												
	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18
<u></u>	····												
Current Year	-	-	-	-	-	-	- 	-	-	-	-	-	\$186K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$197K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-6%

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 Sales Price as a % of Avg List Price

K										
0				 						
Dec	Jan	Feb	Mar						Nov	D
Dec	Jan	Feb		May '18						
Dec	Jan	Feb							Nov	D
Dec	Jan	Feb		May '18	Jun '18 -	Jul '18	Sep '18	0ct '18	Nov	D '1



Avg List Price

Avg Sales Price





Median List Price

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

\$200K												
\$150K												
\$100K												
•								Aug '18		Oct	Nov	Dec
-	-	-	-	-	-	-	-	-	-	-	-	\$194K
-	-	-	-	-	-	-	- -	-	-	-	-	\$186K

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 Sales Price as a % of Avg Est Value

Med Sales Price as a % of Med List Price

)K								
5K	 	 		 	 			
-								
0 Dec '17			May '18			0ct	Nov	De
Dec					Sep '18	0ct	Nov '18	De '1
Dec					Sep '18	Oct '18	Nov '18	De '1



Avg Est Value

Avg Sales Price



98%



Median Est Value

Median Sales Price

Market Data Report

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

Med Sales Price as a % of Med Est Value

EOIZ						
50K	 	 	 		 	
2016						
00K	 	 	 	 	 	
50K	 	 	 	 	 	 ***************************************
0 Dec	 	 		 	 	 De
0 Dec	 	 	 	 	 Oct '18	 De



