

# 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 2017	YTD 2018	+ / -	Dec 2017	Dec 2018	Key Metrics
						Listing Activity Charts Metrics
-12.8%	39	34	-12.8%	39	34	New Listing Count
-34.1%	\$13,030,600	\$8,583,500	-34.1%	\$13,030,600	\$8,583,500	New Listing Volume
	N⁄A	N⁄A	-7.9%	544	501	Active Listing Count
	N⁄A	N⁄A	-5.1%	\$279,691,326	\$265,501,810	Active Listing Volume
+3.1%	\$514,138	\$529,944	+3.1%	\$514,138	\$529,944	Average Listing Price
+8.7%	\$299,000	\$325,000	+8.7%	\$299,000	\$325,000	Median Listing Price
-6.5%	185	173	-6.5%	185	173	Median Days in RPR
+7.2%	8.5	9.1	-	-	-	Months of Inventory
-0.8%	11.76%	10.98%	+	_	_	Absorption Rate
						Sales Activity Charts Metrics
+31%	42	55	+31%	42	55	New Pending Sales Count
+44.1%	\$13,499,700	\$19,454,500	+44.1%	\$13,499,700	\$19,454,500	New Pending Sales Volume
	N⁄A	N⁄A	+57.6%	59	93	Pending Sales Count
	N⁄A	N⁄A	+110.2%	\$17,738,400	\$37,290,200	Pending Sales Volume
-+-	55	55	+	55	55	Closed Sales Count
+27%	\$14,657,585	\$18,614,600	+27%	\$14,657,585	\$18,614,600	Closed Sales Volume
+27%	\$266,502	\$338,447	+27%	\$266,502	\$338,447	Average Sales Price
+5.1%	\$195,000	\$205,000	+5.1%	\$195,000	\$205,000	Median Sales Price





#### New Listings

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

	40														
Filters Used State: VT County: Windsor County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	30														
,	20														
	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	
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	34	
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	39	
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	-13%	

#### New Listing Volume

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

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#### Active Listings

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

Filters Used	600													
State: VT County: Windsor County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	450													
	300													
	150													
	0	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	0ct	Nov	Dec
		'17	'18	'18	'18	'18	'18	'18	'18	'18	'18	'18	'18	'18
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	501
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	544
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	-8%

#### Active Listing Volume

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

Filters Used State: VT County: Windsor County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	\$240.0M \$160.0M													
	\$80.0M													
	0	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	0ct '18	Nov '18	Dec '18
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	\$266M
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	\$280M
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	-5%



#### **Average Listing Price**

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

	\$600K												
Filters Used													
State: VT County: Windsor County, Vermont Property Type: Condo/Townhouse/Apt, Single	\$450K												
Family Residence	\$300K												
	\$150K												
	0												
	Dec	Jan	Feb	Mar		May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
	'17	'18	'18	'18	'18	'18	'18	'18	'18	'18	'18	'18	'18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$530K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$514K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	3%

#### Median Listing Price

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

	\$400K ······												
Filters Used													
State: VT County: Windsor County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	\$300K												
	\$200K												
	\$100K												
	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	10	10	10	10	10	10	10	10	18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$325K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$299K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	9%





#### 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.

	\$600K ······												
Filters Used													
State: VT County: Windsor County, Vermont Property Type: Condo/Townhouse/Apt, Single	\$450K												
Family Residence	\$300K												
	+												
	\$150K												
	0												
	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	0ct	Nov	Dec
	'17	'18	'18	'18	'18	'18	'18	'18	'18	'18	'18	'18	'18
Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$413K
Avg Listing Price	-	-	-	-	-	-	-	-	-	-	-	-	\$530K
Avg Listing Price as a % of Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	128%

#### 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.

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Med Listing Price as a % of Med Est Value	-	-	-	-	-	-	-		-	-	-	-	113%
Median Listing Price	-	-	-	-	-	-	-	-	-	-	-	-	\$325K
Median Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$288K
	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
	\$100K												
Family Residence	\$200K												
State: VT County: Windsor County, Vermont Property Type: Condo/Townhouse/Apt, Single	\$300K												
Filters Used	\$400K ······												



#### 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.

	200												
Filters Used State: VT County: Windsor County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	150												
	100												
	50 0 Dec '17				Apr	May '18			Aug '18	Sep '18	Oct '18	Nov '18	Dec '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	173
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	185
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-6%

#### 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: Windsor 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	-	-	-	-	-	-	-	-	-	-	-	-	6.34
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	9.07
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-30%





#### Absorption Rate

The percentage of inventory sold per month.

	20%												
Filters Used													
State: VT County: Windsor County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	15%												
Family Residence	10%												
	5%												
	0		<b>F</b> - <b>L</b>						• • • •				
	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	-	-	-	-	-	-	-	-	-	-	-	-	16%
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	11%
													11%
Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-5%

#### Active/Pending/Sold Units

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

	600												
Filters Used State: VT County: Windsor County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	450												
	300												
	150												
	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
Active	-	-	-	-	-	-	-	-	-	-	-	-	501
Pending	-	-	-	-	-	-	-	-	-	-	-	-	93
Sold	-	-	-	-	-	-	-	-	-	-	-	-	55





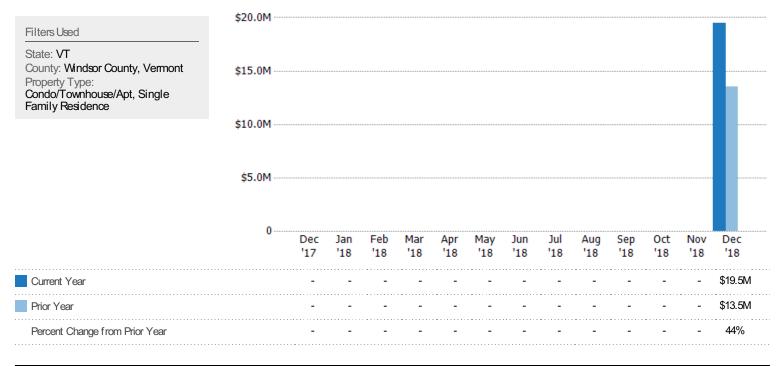
#### New Pending Sales

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

Ettern line i	60													
Filters Used State: VT County: Windsor County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	45													
	30													
	15													
	0	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	0ct	Nov	Dec
		'17	'18	'18	'18	'18	'18	'18	'18	'18	'18	'18	'18	'18
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	55
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	42
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	31%

#### New Pending Sales Volume

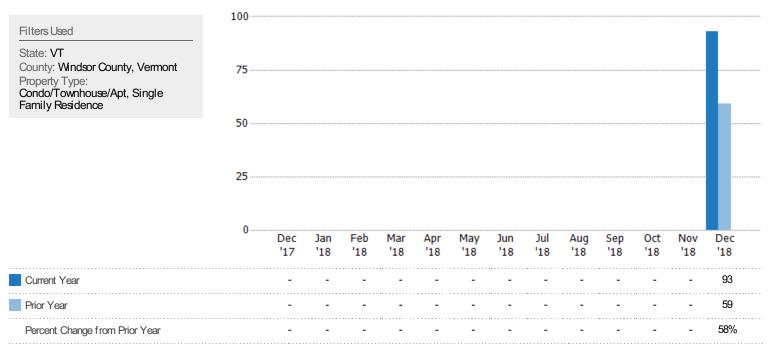
The sum of the sales price of residential properties with accepted offers that were added each month.





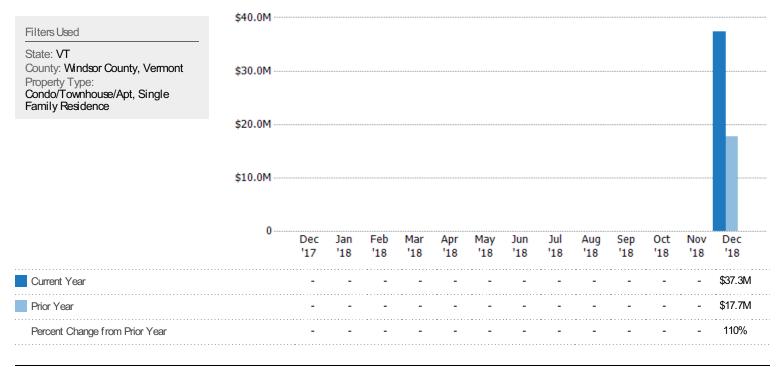
# Pending Sales

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



# Pending Sales Volume

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

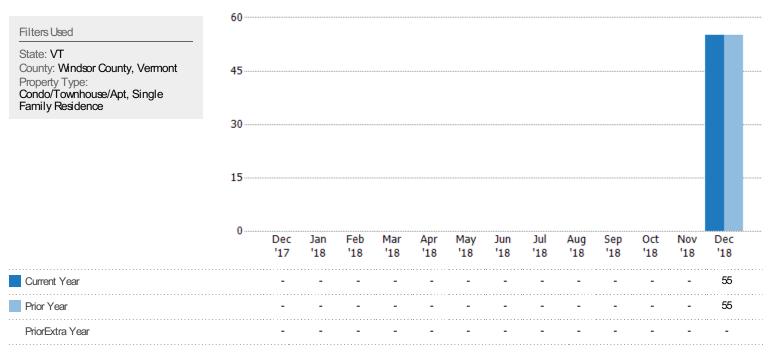


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#### Closed Sales

The total number of residential properties sold each month.



#### **Closed Sales Volume**

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

Filters Used	\$20.0M													
State: VT County: Windsor County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	\$15.0M													
	\$10.0M													
	\$5.0M													
	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		-	-	-	-	-	-	-	-	-	-	-	-	\$18.6M
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	\$14.7M
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	27%

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#### Closed Sales by Property Type

The percentage of residential properties sold each month by property type.

	100%														
Filters Used	90%														
State: VT County: Windsor County, Vermont	80%														
Property Type: Condo/Townhouse/Apt, Single	70%														
Condo/Townhouse/Apt, Single Family Residence	60%														
	50%														
	40%														
	30%														
	20%														
	10%														
	0	Dec	Jan		Mar		May	Jun	Jul	Aug	Sep	0ct	Nov	Dec	
		'17	'18	'18	'18	18	'18	'18		'18	'18	'18	'18	'18	
Condo/Townhouse		-	-	-	-	-	-	-	-	-	-	-	-	15%	
Single Family Residence		-	-	-	-	-	-	-	-	-	-	-	-	85%	

# Average Sales Price

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

	\$400K ······												
Filters Used State: VT County: Windsor County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	\$300K												
r anny residence	\$200K												
	\$100K												
	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		-	-	-	-	-	-	-	-	-	- 10	-	\$338K

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Prior Year

Percent Change from Prior Year



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\$267K

27%

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#### Median Sales Price

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

	\$300K												
Filters Used													
State: VT County: Windsor County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	\$225K												
	\$150K												
	\$75K												
	\$7 JK												
	0	1	Fab	Mar	Ann	May			A				Dec
	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	-	-	-	-	-	-	-	-	-	-	-	-	\$205K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$195K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	5%

#### Average Sales Price vs Average Listing Price

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

Avg Sales Price as a % of Avg List Price	_	-	-		-	-	-	-	-	-	-	-	95%
Avg Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$338K
Avg List Price	-	-	-	-	-	-	-	-	-	-	-	-	\$357K
	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
	\$200K												
State: VT County: Windsor County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	\$300K												
Filters Used	\$400K												





## Median Sales Price vs Median Listing Price

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

	\$300K ······												
Filters Used State: VT County: Windsor County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	\$225K												
	\$150K												
	\$75K 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
Median List Price	-	-	-	-	-	-	-	-	-	-	-	-	\$225K
Median Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$205K
Med Sales Price as a % of Med List Price	-	-	-	-	-	-	-	-	-	-	-	-	91%

#### 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.

Avg Sales Price as a % of Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	140%
Avg Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$357K
Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$255K
	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
	\$100K												
Condo/Townhouse/Apt, Single Family Residence	\$200K												
State: VT County: Windsor County, Vermont Property Type:	\$300K												
Filters Used	\$400K												





# 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.

	\$300K												
Filters Used State: VT County: Windsor County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	\$225K												
	\$150K												
	475V												
	\$75K												
	0 Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	0ct	Nov	Dec
	'17	'18	'18	'18	'18	'18	'18	'18	'18	'18	'18	'18	'18
Median Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$174K
Median Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$225K
Med Sales Price as a % of Med Est Value	-	-	-	-	-	-	-	-	-	-	-	-	129%

