# 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	4	3	+33.3%	4	3	+33.3%
New Listing Volume	\$584,000	\$258,800	+125.7%	\$584,000	\$258,800	+125.7%
Active Listing Count	40	46	-13%	N/A	N/A	
Active Listing Volume	\$8,432,199	\$8,441,600	-0.1%	NA	N/A	
Average Listing Price	\$210,805	\$183,513	+14.9%	\$210,805	\$183,513	+14.9%
Median Listing Price	\$189,900	\$162,000	+17.2%	\$189,900	\$162,000	+17.2%
Median Daysin RPR	179	153	+17%	179	153	+17%
Months of Inventory	_	_	-	10	23	-56.5%
Absorption Rate	_	_	+_	10%	4.35%	+5.7%
Sales Activity Charts Metrics						
New Pending Sales Count	3	5	-40%	3	5	-40%
New Pending Sales Volume	\$375,400	\$805,400	-53.4%	\$375,400	\$805,400	-53.4%
Pending Sales Count	6	7	-14.3%	NA	N/A	
Pending Sales Volume	\$719,200	\$1,393,400	-48.4%	NA	N/A	
Closed Sales Count	2	4	-50%	2	4	-50%
Closed Sales Volume	\$240,000	\$905,800	-73.5%	\$240,000	\$905,800	-73.5%
Average Sales Price	\$120,000	\$226,450	-47%	\$120,000	\$226,450	-47%
Median Sales Price	\$120,000	\$170,400	-29.6%	\$120,000	\$170,400	-29.6%

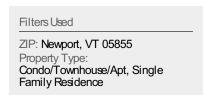


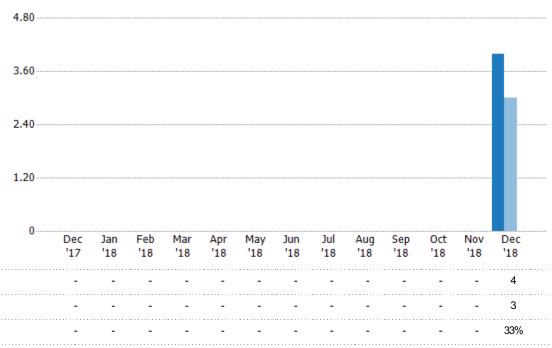




#### **New Listings**

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





### **New Listing Volume**

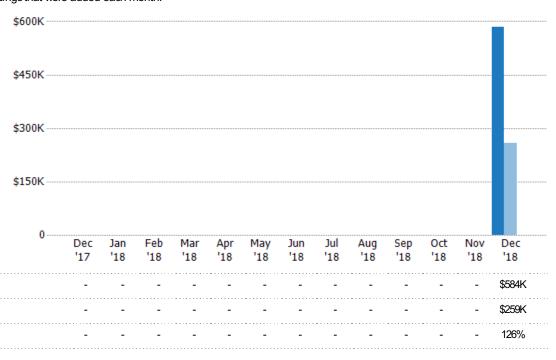
Percent Change from Prior Year

Current Year

Prior Year

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

ZIP: Newport, VT 05855
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.

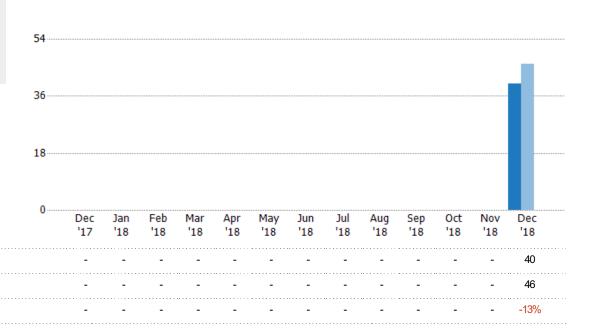
Filters Used

Current Year

Prior Year

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

ZIP: Newport, VT 05855



### **Active Listing Volume**

Percent Change from Prior Year

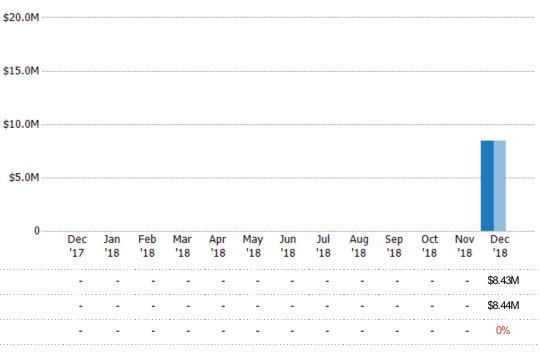
The sum of the listing price of active residential listings at the end of each month.

Filters Used

ZIP: Newport, VT 05855

Property Type:

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

ZIP: Newport, VT 05855

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

\$300K
\$225K
\$150K

\$75K------

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
 -	-	-	-	-	-	-	-	-	-	-	-	\$211K
 -	-	-	-	-	-	-	-	-	-	-	-	\$184K
 -	-	-	-	-	-	-	-	-	-	-	-	15%

## **Median Listing Price**

Percent Change from Prior Year

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

\$50K

Filters Used

Current Year
Prior Year

ZIP: Newport, VT 05855 Property Type: Condo/Townhouse/Apt, Single Family Residence

Percent Change from Prior Year

\$200K
\$150K
\$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
-	-	-	-	-	-	-	-	-	-		-	\$190K
-	-	-	-	-	-	-	-	-	-	-	-	\$162K
-	-	-	-	-	-	-	-	-		<del>-</del>	-	17%



Current Year
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

ZIP: Newport, VT 05855

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

\$300K												
\$225K												
\$150K												
\$75K												
_	Jan							Δυσ				Dec
		'18	'18	'18	'18	'18	'18	Aug '18	'18	'18	'18	'18
-	-	-	-	-	-	-	-	-	-	-	-	\$194K
-	-	-	-	-	-	-	-	-	-	-	-	\$211K
-	-	-	-	-	-	-	-	-	-	-	-	109%

### 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

Avg Est Value

Avg Listing Price

ZIP: Newport, VT 05855 Property Type: Condo/Townhouse/Apt, Single Family Residence

Avg Listing Price as a % of Avg Est Value

100K											
100K											
\$50K	 										
0											
0 Dec '17										Nov	
Dec		Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18
Dec		Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18



Median Est Value

Median Listing Price

Med Listing Price as a  $\%\,\mathrm{of}\,$  Med Est Value





#### 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

ZIP: Newport, VT 05855

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

200												
150												
100												
50												
0 Dec	Jan	Feb	Mar	Apr	May	Jun			Sep			Dec
'17	'18	'18	'18	'18	'18	'18	'18	'18	'18	'18	'18	
-	-	-	-	-	-	-	-	-	-	-	-	179
-	-	-	-	-	-	-	-	-	-	-	-	153

### Months of Inventory

Percent Change from Prior Year

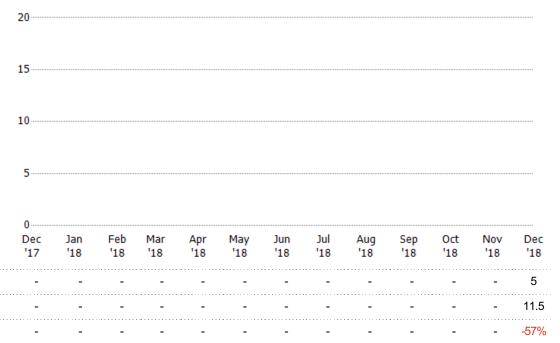
The number of months it would take to exhaust active listings at the current sales rate.

Filters Used

Current Year
Prior Year

ZIP: Newport, VT 05855 Property Type: Condo/Townhouse/Apt, Single Family Residence

Percent Change from Prior Year





Current Year





#### **Absorption Rate**

The percentage of inventory sold per month.

Filters Used

ZIP: Newport, VT 05855 Property Type: Condo/Townhouse/Apt, Single Family Residence

20%	
15%	
10%	

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
-	-	-	-	-	-	-	-	-	-	-	-	20%
-	-	-	-	-	-	-	-	-	-	-	-	9%
-	-	-	-	-	-	-	-	-	-	-	-	-11%

### Active/Pending/Sold Units

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

5%

Filters Used

Current Year
Prior Year

Change from Prior Year

ZIP: Newport, VT 05855 Property Type: Condo/Townhouse/Apt, Single Family Residence

	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	-	-	-	-	-	-	-	-	-	-	-	-	40
Pending	-	-	-	-	-	-	-	-	-	-	-	-	6
Sold	-	-	-	-	-	-	-	-	-	-	-	-	2





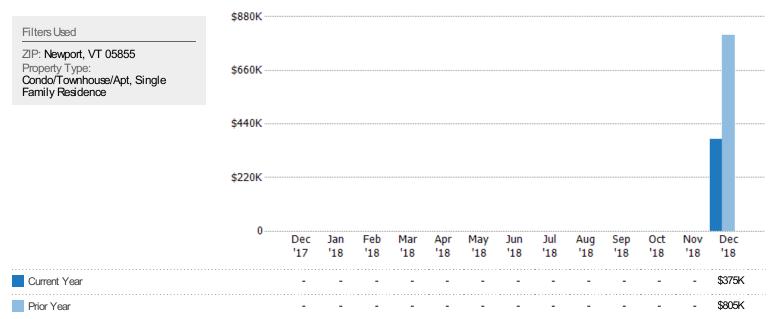
#### **New Pending Sales**

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



### New Pending Sales Volume

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



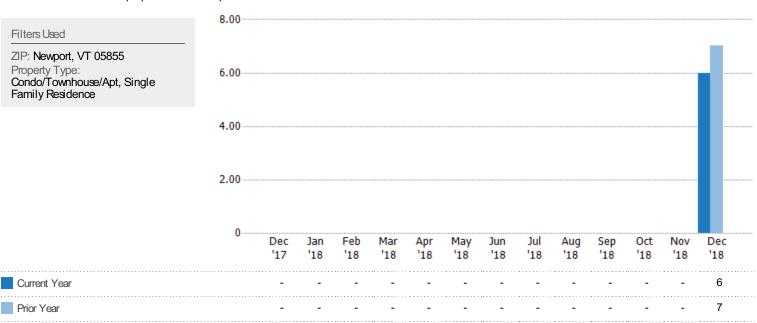


Percent Change from Prior Year



#### **Pending Sales**

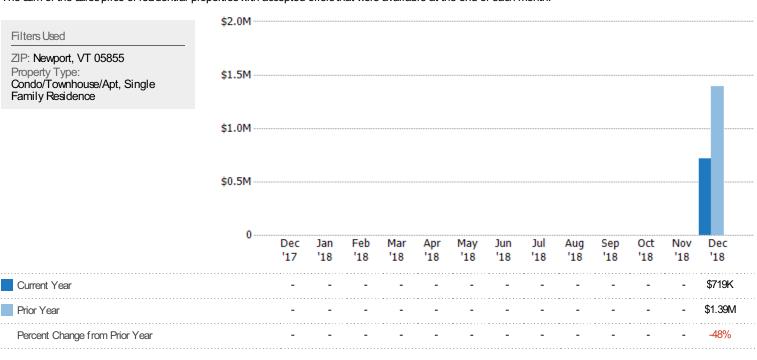
The number of residential properties with accepted offers that were available at the end each month.



### Pending Sales Volume

Percent Change from Prior Year

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





#### **Closed Sales**

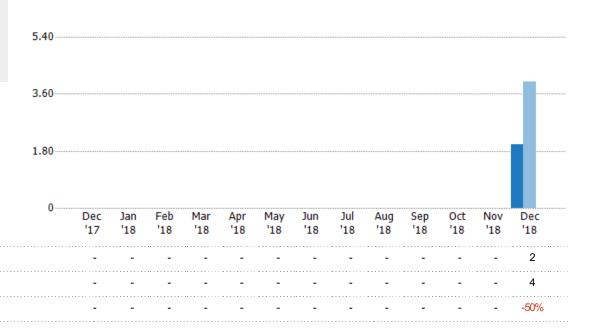
The total number of residential properties sold each month.

Filters Used

Current Year

Prior Year

ZIP: Newport, VT 05855 Property Type: Condo/Townhouse/Apt, Single Family Residence



#### **Closed Sales Volume**

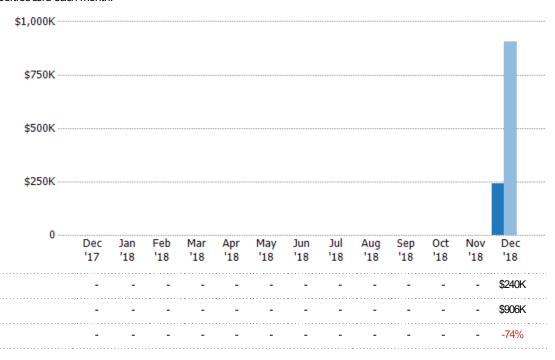
Percent Change from Prior Year

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

Filters Used

ZIP: Newport, VT 05855

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.

Filters Used

ZIP: Newport, VT 05855 Property Type: Condo/Townhouse/Apt, Single Family Residence



#### **Average Sales Price**

Single Family Residence

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

ZIP: Newport, VT 05855
Property Type:
Condo/Townhouse/Apt, Single
Family Residence

\$300K \$225K \$150K \$75K Dec Feb Apr May Jun Jul Aug Sep 0ct Nov Dec '17 '18 '18 '18 '18 '18 '18 '18 '18 '18 \$120K \$226K **-47%** 



Current Year
Prior Year

Percent Change from Prior Year





#### **Median Sales Price**

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

ZIP: Newport, VT 05855
Property Type:
Condo/Townhouse/Apt, Single
Family Residence

\$200K
\$150K
\$100K
\$50K

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
-	-	-	-	-	-	-	-	-	-	-	-	\$120

### 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

Current Year
Prior Year

ZIP: Newport, VT 05855 Property Type: Condo/Townhouse/Apt, Single Family Residence

Percent Change from Prior Year

\$200K												
\$150K												
\$100K												
\$50K		•••••										
_								Aug '18				Dec
'17 -	'18 -	'18		'18 -				'18			'18 -	'18 \$141K
-	- -	- -	- -		- -	- -	- -	- -	- -	-	- -	\$120K
-	-	-	-	-	-	-	-	-	-	-	_	85%



Avg List Price

Avg Sales Price

Avg Sales Price as a % of Avg List Price



\$120K

85%



## 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

ZIP: Newport, VT 05855

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

00K						
50K	 		 	 	 	 
50K	 		 	 	 	 ***************************************

### 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

Median List Price

Median Sales Price

ZIP: Newport, VT 05855 Property Type: Condo/Townhouse/Apt, Single Family Residence

Med Sales Price as a % of Med List Price

\$200K												
\$150K												
\$100K												
\$50K												
0												
											Nov	
0 Dec	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	0ct '18	Nov '18	Dec '18
0 Dec	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

Avg Sales Price

Avg Sales Price as a % of Avg Est Value





Median Est Value

Median Sales Price

Med Sales Price as a % of Med Est Value

# 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

ZIP: Newport, VT 05855

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

0 Dec '17	Jan '18	'18	18				<u>-</u> -					'18 \$110K
•	Jan		14.0	110	'18	'18	'18	'18	'18	'12	'18	14.0
								Aug '18			Nov	Dec
\$50K												
\$100K												•••••
\$150K												



