

# Summary of Key Listing and Sales Metrics

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

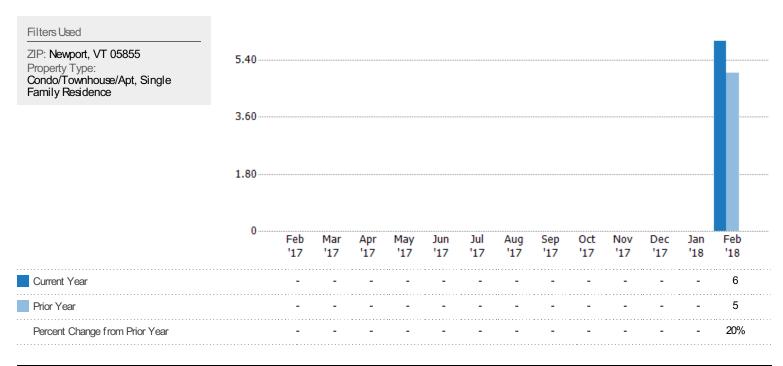
+/-	YTD 2017	YTD 2018	+/-	Feb 2017	Feb 2018	Key Metrics
						Listing Activity Charts Metrics
+20%	5	6	+20%	5	6	New Listing Count
-5.9%	\$1,397,000	\$1,314,300	-5.9%	\$1,397,000	\$1,314,300	New Listing Volume
+8.2%	49	53	+8.2%	49	53	Active Listing Count
+12.5%	\$8,930,085	\$10,049,500	+12.5%	\$8,930,085	\$10,049,500	Active Listing Volume
+4%	\$182,247	\$189,613	+4%	\$182,247	\$189,613	Average Listing Price
+2%	\$149,900	\$152,900	+2%	\$149,900	\$152,900	Median Listing Price
-6.6%	211	197	-6.6%	211	197	Median Days in RPR
+8.2%	24.5	26.5	-	-	-	Months of Inventory
-0.3%	4.08%	3.77%	+	-	-	Absorption Rate
						Sales Activity Charts Metrics
+	1	1	+	1	1	New Pending Sales Count
-86.4%	\$289,900	\$39,500	-86.4%	\$289,900	\$39,500	New Pending Sales Volume
+40%	5	7	+40%	5	7	Pending Sales Count
-24.1%	\$946,400	\$718,100	-24.1%	\$946,400	\$718,100	Pending Sales Volume
+_	2	2	+	2	2	Cloæd Sales Count
+66.7%	\$288,000	\$480,000	+66.7%	\$288,000	\$480,000	Closed Sales Volume
+66.7%	\$144,000	\$240,000	+66.7%	\$144,000	\$240,000	Average Sales Price
+66.7%	\$144,000	\$240,000	+66.7%	\$144,000	\$240,000	Median Sales Price





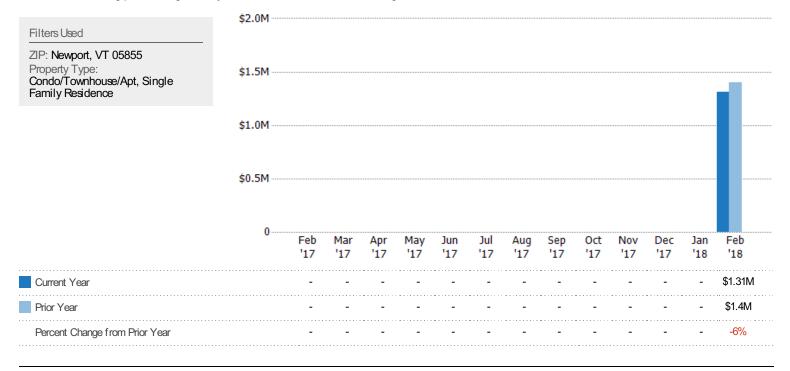
### New Listings

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.

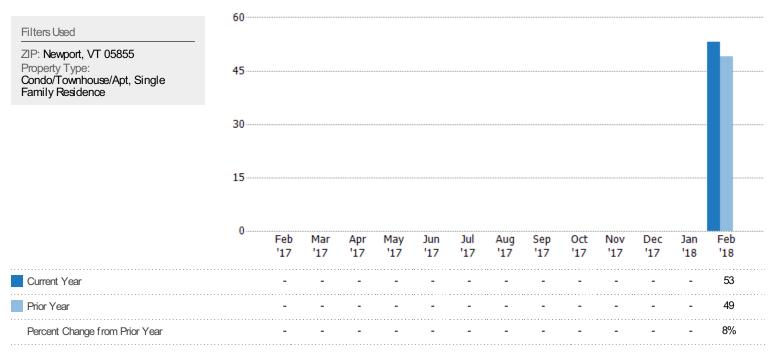


囼



### Active Listings

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



### Active Listing Volume

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

Filters Uæd	\$20.0M													
ZIP: Newport, VT 05855 Property Type: Condo/Townhouse/Apt, Single Family Residence	\$15.0M													
	\$10.0M													
	\$5.0M													
	0	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	0ct	Nov	Dec	Jan	Feb
		'17	'17	'17	'17	'17	'17	'17	'17	'17	'17	'17	'18	'18
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	\$10M
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	\$8.93M
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	13%



### **Average Listing Price**

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

	\$200K ······												
Filters Used ZIP: Newport, VT 05855 Property Type: Condo/Townhouse/Apt, Single Family Residence	\$150K												
	\$100K												
	1												
	\$50K												
	0												
	Feb	Mar	Apr	May	Jun	Jul '17	Aug	Sep '17	Oct	Nov	Dec	Jan	Feb
	'17	'17	'17	'17	'17	'17	'17	'17	'17	'17	'17	'18	'18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$190K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$182K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	4%

### Median Listing Price

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

Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	2%
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$150K
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$153K
	0 Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18
	\$100K \$50K												
Family Residence	¢100K												
ZIP: Newport, VT 05855 Property Type: Condo/Townhouse/Apt, Single	\$150K												
Filters Used	\$200K												





# 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.

	\$200K ······												
Filters Used ZIP: Newport, VT 05855 Property Type: Condo/Townhouse/Apt, Single Family Residence	\$150K												
	\$100K												
	\$50K												
	0 Feb '17	Mar '17	Apr '17	May '17		Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18
Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$171K
Avg Listing Price	-	-	-	-	-	-	-	-	-	-	-	-	\$190K
Avg Listing Price as a % of Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	111%

### 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.

	\$200K												
Filters Used ZIP: Newport, VT 05855 Property Type: Condo/Townhouse/Apt, Single Family Residence	\$150K												
	\$100K												
	+												
	\$50K												
	0 Feb	Mar	Apr	May	lun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb
	'17	'17	'17	'17	'17	'17	'17	'17	'17	'17	'17	'18	'18
Median Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$150K
Median Listing Price	-	-	-	-	-	-	-	-	-	-	-	-	\$153K
Med Listing Price as a % of Med Est Value	e -	-	-	-	-	-	-	-	-	-	-	-	102%
Med Listing Price as a % of Med Est Value	e -	-	-	-	-	-	-	-	-	-	-	-	102%





### 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	300												
ZIP: Newport, VT 05855 Property Type: Condo/Townhouse/Apt, Single Family Residence	225												
	150												
	75												
	0												
	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	197
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	211
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-7%

### Months of Inventory

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

Filters Used	50												
ZIP: Newport, VT 05855 Property Type: Condo/Townhouse/Apt, Single Family Residence	38												
	25												
	13												
	0 Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	13.3
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	49
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-73%





### Absorption Rate

The percentage of inventory sold per month.

	10%
Filters Used	
ZIP: Newport, VT 05855 Property Type: Condo/Townhouœ/Apt, Single Family Residence	
	5%
Property Type: Condo/Townhouse/Apt, Single Family Residence	5%

	0												
	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	8%
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	2%
Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-6%

# Active/Pending/Sold Units

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

Sold	-	-	-	-	-	-	-	-	-	-	-	-	2
Pending	-	-	-	-	-	-	-	-	-	-	-	-	7
Active	-	-	-	-	-	-	-	-	-	-	-	-	53
	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18
	15												
	30												
ZIP: Newport, VT 05855 Property Type: Condo/Townhouse/Apt, Single Family Residence	45												
Filters Used													



#### New Pending Sales

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

Filters Used	200%														
ZIP: Newport, VT 05855 Property Type: Condo/Townhouse/Apt, Single Family Residence	150%														
	100%														
	50%														
	0	<b>E</b> -L				1	7.1		C				1	E-h	
		Feb '17	Mar '17	Арг '17	мау '17	Jun '17	Jui '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	1	
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	1	

# 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.

Filters Used ZIP: Newport, VT 05855 Property Type: Condo/Townhouse/Apt, Single Family Residence	\$240K														
	\$160K														
	\$80K ······														
	0	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	L
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	\$39.5K	
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	\$290K	
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	-86%	





### Pending Sales

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

Filters Used	8.00														
ZIP: Newport, VT 05855 Property Type: Condo/Townhouse/Apt, Single Family Residence	6.00														
	4.00														
	2.00														
	0	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	7	
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	5	
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	40%	-

### 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	\$1,000K ······													
ZIP: Newport, VT 05855 Property Type: Condo/Townhouse/Apt, Single Family Residence	\$750K													
	\$500K													
	\$250K													
	0	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	\$718K
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	\$946K
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	-24%

습



### **Closed Sales**

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

Filters I lead	4.00														
Filters Used ZIP: Newport, VT 05855 Property Type: Condo/Townhouse/Apt, Single Family Residence	3.00														
	2.00														
	1.00														
	0	Feb	Mar	Apr	May	Jun				Oct		Dec	Jan	Feb	
		'17	'17	'17	May '17	'17	'17	Aug '17	Sep '17	'17	'17	'17	'18	'18	
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	2	
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	2	
PriorExtra Year		-	-	-	-	-	-	-	-	-	-	-	-	-	

# **Closed Sales Volume**

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

Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	67%
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	\$288K
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	\$480K
	0	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18
	\$120K													
	\$240K													
ZIP: Newport, VT 05855 Property Type: Condo/Townhouse/Apt, Single Family Residence	\$360K													
Filters Used	\$480K ······													



### Closed Sales by Property Type

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

Single Family Residence		-	-	-	-	-	-	-	-	-	-	-	-	100%	
	U	Feb '17			May '17		•		Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	
	0														
	10%														
	20%														
	30%														
	40%														
	50%														
	60%														
Property Type: Condo/Townhouse/Apt, Single Family Residence	70%														
ZIP: Newport, VT 05855 Property Type:	80%														
Filters Used	90%														
	100%														

# Average Sales Price

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

	\$300K ······												
Filters Used ZIP: Newport, VT 05855 Property Type: Condo/Townhouse/Apt, Single Family Residence	\$225K												
	\$150K												
	\$75K												
	0												
	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$240K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$144K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	67%





### Median Sales Price

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

	\$300K ······												
Filters Used ZIP: Newport, VT 05855 Property Type: Condo/Townhouse/Apt, Single Family Residence	\$225K												
	\$150K												
	<i>q</i> 20000												
	\$75K												
	0 Feb	Mar	۸nr	May	Jun	Jul	Δυσ	Son	0ct	Nov	Dec	Jan	Feb
	'17	'17	Apr '17	May '17	'17	'17	Aug '17	Sep '17	'17	'17	'17	'18	'18
<b>—</b>								•••••					
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$240K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$144K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	67%

### 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	-	-	-	-	-	-	-	-	-	-	-	-	97%
Avg Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$240K
Avg List Price	-	-	-	-	-	-	-	-	-	-	-	-	\$248K
	\$75K 0 Feb '17	Mar '17	Apr '17		Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18
	\$150K												
ZIP: Newport, VT 05855 Property Type: Condo/Townhouse/Apt, Single Family Residence	\$225K												
Filters Used	\$300K												



# 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	\$300K												
ZIP: Newport, VT 05855 Property Type: Condo/Townhouse/Apt, Single Family Residence	\$225K											,	
	\$150K												
	\$75K												
	0 Feb '17	Mar '17	Apr '17	May '17					0ct '17	Nov '17	Dec '17	Jan '18	Feb '18
Median List Price	-	-	-	-	-	-	-	-	-	-	-	-	\$248K
Median Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$240K
Med Sales Price as a % of Med List Price	-	-	-	-	-	-	-	-	-	-	-	-	97%

### 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 ······											,	
ZIP: Newport, VT 05855 Property Type: Condo/Townhouse/Apt, Single Family Residence	\$225K												
	\$150K												
	\$75K												
	0												
	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18
Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$0
Avg Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$248K
Avg Sales Price as a % of Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	100%





# 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 ZIP: Newport, VT 05855 Property Type: Condo/Townhouse/Apt, Single Family Residence	\$225K												
	\$150K												
	\$75K												
	0												
	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18
Median Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$0
Median Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$248K
Med Sales Price as a % of Med Est Value	-	-	-	-	-	-	-	-	-	-	-	-	100%

