

# 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	+ / -	Jul 2017	Jul 2018	Key Metrics
						Listing Activity Charts Metrics
-5%	101	96	-5%	101	96	New Listing Count
+15.1%	\$36,016,100	\$41,442,700	+15.1%	\$36,016,100	\$41,442,700	New Listing Volume
-27%	818	597	-27%	818	597	Active Listing Count
-17.8%	\$395,843,996	\$325,293,988	-17.8%	\$395,843,996	\$325,293,988	Active Listing Volume
+12.6%	\$483,917	\$544,881	+12.6%	\$483,917	\$544,881	Average Listing Price
+22.5%	\$285,000	\$349,000	+22.5%	\$285,000	\$349,000	Median Listing Price
-31.6%	155	106	-31.6%	155	106	Median Days in RPR
-25.8%	13.2	9.8	-	_	_	Months of Inventory
+2.6%	7.58%	10.22%	+-	_	_	Absorption Rate
			: :			Sales Activity Charts Metrics
+22.6%	62	76	+22.6%	62	76	New Pending Sales Count
+12%	\$18,294,800	\$20,499,300	+12%	\$18,294,800	\$20,499,300	New Pending Sales Volume
+0.8%	120	121	+0.8%	120	121	Pending Sales Count
+5.2%	\$31,872,500	\$33,529,798	+5.2%	\$31,872,500	\$33,529,798	Pending Sales Volume
-27.9%	61	44	-27.9%	61	44	Closed Sales Count
-33.8%	\$17,711,670	\$11,729,800	-33.8%	\$17,711,670	\$11,729,800	Closed Sales Volume
-8.2%	\$290,355	\$266,586	-8.2%	\$290,355	\$266,586	Average Sales Price
-19.5%	\$239,000	\$192,500	-19.5%	\$239,000	\$192,500	Median Sales Price



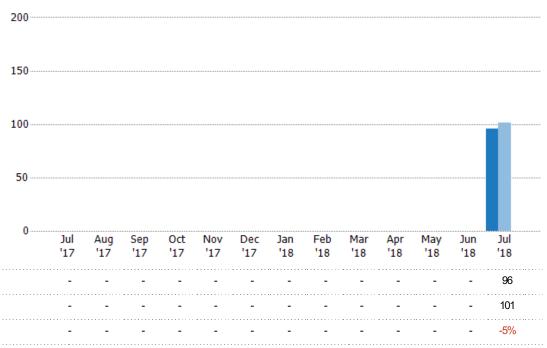




#### **New Listings**

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





### New Listing Volume

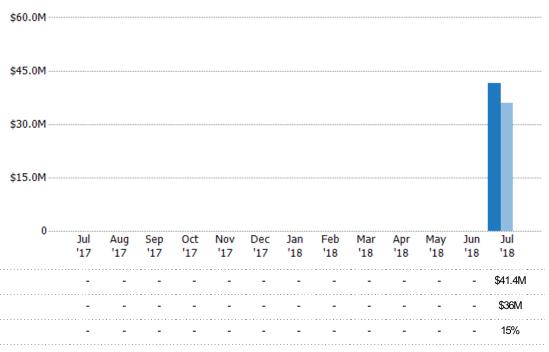
Percent Change from Prior Year

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



Current Year

Percent Change from Prior Year

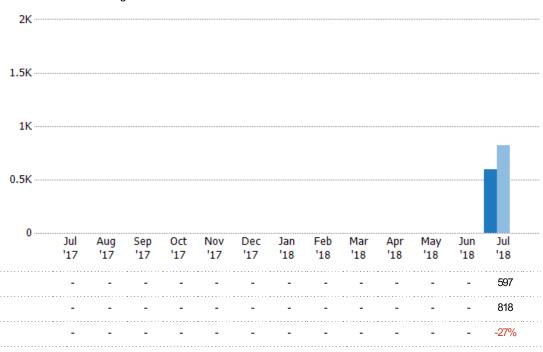




#### **Active Listings**

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





### **Active Listing Volume**

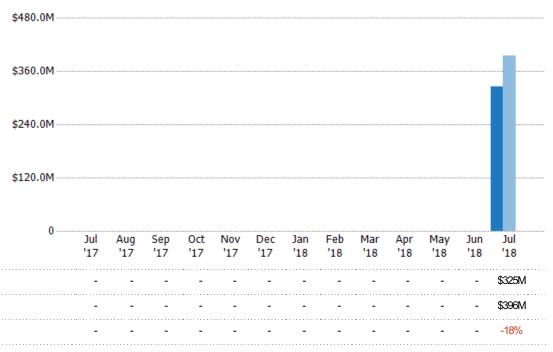
Percent Change from Prior Year

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



Current Year

Percent Change from Prior Year

13%



# Market Data Report

#### **Average Listing Price**

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

Filters Used State: VT													
County: Windsor County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	\$450K												
	\$300K												
	Á1 FOIZ												
	\$150K												
	\$150K												
	\$150K 0 Jul '17	Aug '17	Sep '17										Jul '18
Current Year	0 Jul	Aug	Sep	0ct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul

### **Median Listing Price**

Percent Change from Prior Year

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

Filters Used	\$400K ······												
State: VT County: Windsor County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	\$300K												
ramily Residence	\$200K												
	\$100K												
	0 Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul
	'17	'17	'17	'17	'17	'17	'18	'18	'18	'18	'18	'18	'18

	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$349K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$285K
 Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	22%







### 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.

Avg Est Value  Avg Listing Price	0 Jul '17 -		Sep '17		Nov '17	Dec '17	Jan '18 -	Feb '18	Mar '18 -	Apr '18	May '18 -	Jun '18 -	Ju '18 \$423 \$545
Avg Est Value		'17	'17	'17		'17	'18			Apr '18	'18 -	'18 -	'18
		Aug '17	Sep '17							Apr '18			
	0												
	\$150K												
ranny resuence	\$300K												
State: VT County: Windsor County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	\$450K												
Ctoto. \T													
Filters Used													

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

\$400K												
\$300K												
\$200K												
\$100K												
Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul
Jul		Sep	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May	Jun '18	Jul '18
Jul	Aug	Sep	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18



Median Est Value

Median Listing Price

Med Listing Price as a % 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.

	200												
Filters Used													
State: VT County: Windsor County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	150												
,	100												
	50												
	0												
	Jul	Aug	Sep	0ct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul
	'17	'17	'17	'17	'17	'17	'18	'18	'18	'18	'18	'18	'18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	106
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	155
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-32%

### Months of Inventory

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

	20												
Filters Used													
State: VT													
County: Windsor County, Vermont Property Type: Condo/Townhouse/Apt, Single	15												
Family Residence	10												
	5												
	0 Jul	Aug	San	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Ju
	'17	'17	'17	'17	'17	'17	'18	'18	'18	'18	'18	'18	'1

	17	17	17	17	17	17	18	16	16	18	18	18	18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	7.19
Prior Year	-	-	-	-	_	-	-	-	-	-	-	-	9.19
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-22%





#### **Absorption Rate**

The percentage of inventory sold per month.

Filters Used

State: VT

County: Windsor County, Vermont

Property Type: Condo/Townhouse/Apt, Single

Family Residence

15%	
100/	
10%	

	0												
	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	14%
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	11%
Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-3%

### Active/Pending/Sold Units

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

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

•		0ct	Nov	Dec	Jan	Feb	Mar	Apr	May '18	Jun '18	Jul '18
150	 										
300	 										
450	 										



Active Pending

Sold



121 44



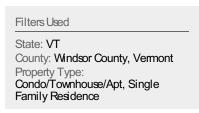
Current Year

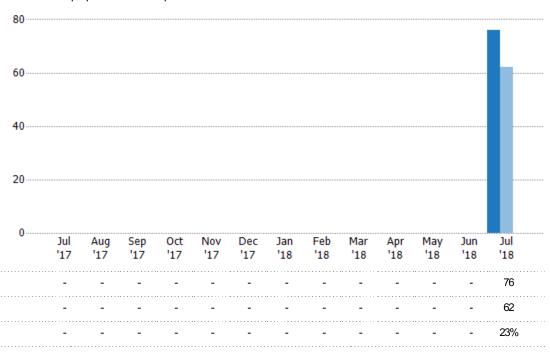
Prior Year

# Market Data Report

#### **New Pending Sales**

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



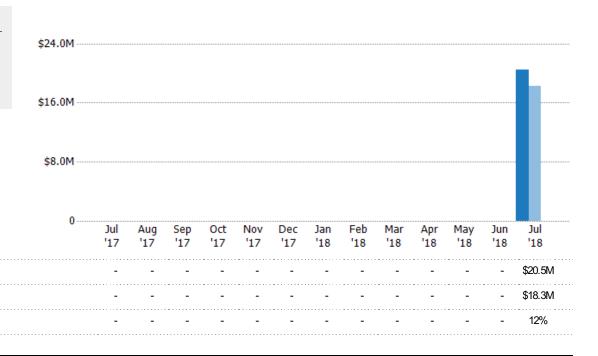


### New Pending Sales Volume

Percent Change from Prior Year

The sum of the sales price of single-family, condominium and townhome properties with accepted offers that were added each month.

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



Current Year

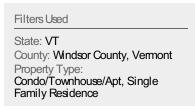
Percent Change from Prior Year

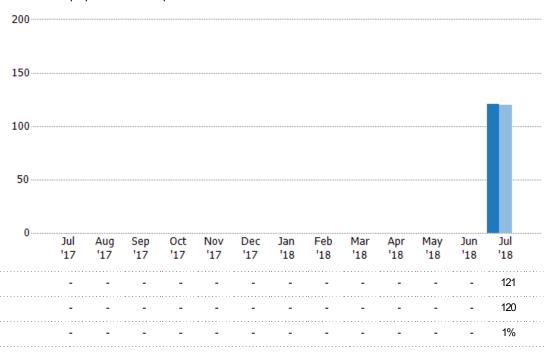




#### **Pending Sales**

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





### Pending Sales Volume

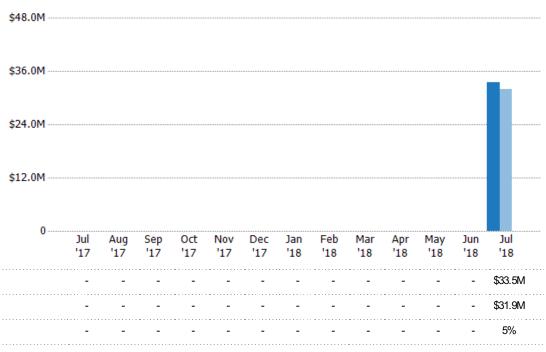
Percent Change from Prior Year

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.





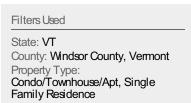
Current Year

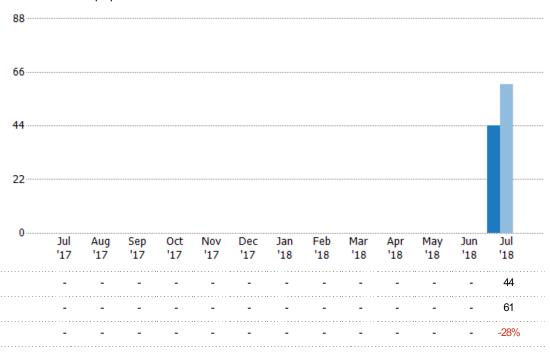
Percent Change from Prior Year



#### **Closed Sales**

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





#### **Closed Sales Volume**

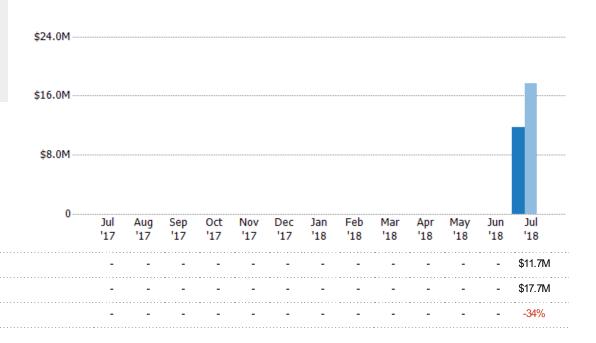
Percent Change from Prior Year

Current Year

Prior Year

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

State: VT
County: Windsor 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.

Filters Used

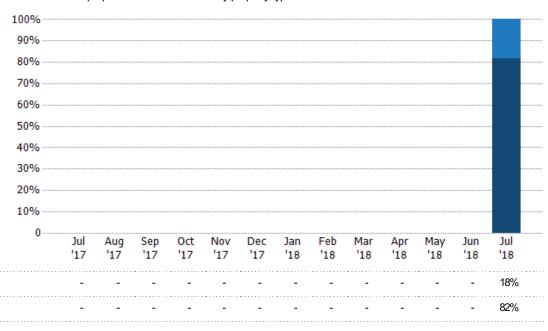
State: VT

County: Windsor County, Vermont

Property Type: Condo/Townhouse/Apt, Single

Family Residence

Condo/Townhouse



#### **Average Sales Price**

Single Family Residence

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

\$75K

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

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

Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18
-	-	-	-	-	-	-	-	-	-	-	-	\$267K
-	-	-	-	-	-	-	-	-	-	-	-	\$290K
-	-	-	-	-	-	-	-	-	-	-	-	-8%



Current Year Prior Year

Percent Change from Prior Year



\$193K

- - \$239K



Current Year

Prior Year

# Market Data Report

#### **Median Sales Price**

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

Filters Used	\$300K												
State: VT County: Windsor County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	\$225K												
Family Residence	\$150K												
	\$75K												
	0 Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18

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

Avg Sales Price as a % of Avg List Price

Percent Change from Prior Year

\$300K												
\$225K												
\$150K												
\$75K												
Jul '17	Aug '17	'17	'17	17	'17	'18	'18	Mar '18	'18	118	Jun '18	Jul '18
-	-	-	-	-	-	-	-	-		-	-	\$278K
-	-	-	-	-	-	-	_	-	-	- -		\$267K
												φ2071



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.

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

\$50K						
,20011						
\$100K						
\$150K	 	 	 	 	 	 

	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18
Median List Price	-	-	-	-	-	-	-	-	-	-	-	-	\$197K
Median Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$193K
Med Sales Price as a % of Med List Price	<b>-</b>	-	<b>-</b>	-	_	-	-	-	-	-	-	-	98%

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

Avg Sales Price as a % of Avg Est Value

0	0	ō	Κ	 	 	 	 	 	 
ō	ō	0	K	 	 	 		 	
0	0	0							
		Jul         Aug         Sep         Oct         Nov         Dec         Jan         Feb         Mar         Apr         May         Jun           '17         '17         '17         '17         '18         '18         '18         '18         '18           - <th></th> <th></th> <th></th> <th></th> <th></th> <th></th> <th></th>							
		Jul         Aug         Sep         Oct         Nov         Dec         Jan         Feb         Mar         Apr         May         Jun           '17         '17         '17         '17         '18         '18         '18         '18         '18           - <th>Κ</th> <th> </th> <th> </th> <th></th> <th> </th> <th> </th> <th> </th>	Κ	 	 		 	 	 
	'17 '17 '17 '17 '17 '17 '18 '18 '18 '18 '18 '18		Κ	 	 	 	 	 	 



Avg Est Value

Avg Sales Price





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

Med Sales Price as a % of Med Est Value

\$150K											
\$150K											
\$100K	 										
\$50K	 										
0	 										
0						Feb		Apr			
0 Jul	 Sep '17	0ct '17 -	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18 \$196
0 Jul	 Sep '17	0ct '17 -	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May	Jun '18	Jul '18 \$196



