

# 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
+33.3%	21	28	+33.3%	21	28	New Listing Count
+36.9%	\$4,160,899	\$5,697,900	+36.9%	\$4,160,899	\$5,697,900	New Listing Volume
-29.7%	118	83	-29.7%	118	83	Active Listing Count
-12.3%	\$22,138,070	\$19,415,699	-12.3%	\$22,138,070	\$19,415,699	Active Listing Volume
+24.7%	\$187,611	\$233,924	+24.7%	\$187,611	\$233,924	Average Listing Price
+17.3%	\$162,000	\$190,000	+17.3%	\$162,000	\$190,000	Median Listing Price
-34%	95.5	63	-34%	95.5	63	Median Daysin RPR
+40.7%	5.4	7.5	-	_	_	Months of Inventory
-5.4%	18.64%	13.25%	+	_	_	Absorption Rate
						Sales Activity Charts Metrics
-17.6%	17	14	-17.6%	17	14	New Pending Sales Count
-26.4%	\$3,373,800	\$2,483,100	-26.4%	\$3,373,800	\$2,483,100	New Pending Sales Volume
-19.4%	31	25	-19.4%	31	25	Pending Sales Count
-21.6%	\$5,759,800	\$4,516,600	-21.6%	\$5,759,800	\$4,516,600	Pending Sales Volume
-36.4%	11	7	-36.4%	11	7	Closed Sales Count
-40.8%	\$1,874,275	\$1,108,900	-40.8%	\$1,874,275	\$1,108,900	Closed Sales Volume
-7%	\$170,389	\$158,414	-7%	\$170,389	\$158,414	Average Sales Price
-11.4%	\$175,000	\$155,000	-11.4%	\$175,000	\$155,000	Median Sales Price





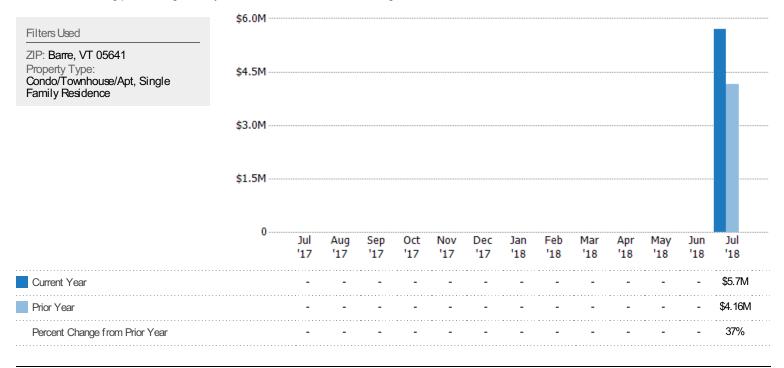
#### New Listings

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

Filters Used	40													
ZIP: Barre, VT 05641 Property Type: Condo/Townhouœ/Apt, Single Family Residence	30													
	20													
	10													
	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
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	28
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	21
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	33%

#### New Listing Volume

The sum of the listing price of single-family, condominium and townhome listings that were added each month.





#### Active Listings

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

Filters Used	200													
ZIP: Barre, VT 05641 Property Type: Condo/Townhouse/Apt, Single Family Residence	150													
	100													
	50													
	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
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	83
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	118
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	-30%

#### Active Listing Volume

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

Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	-12%
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	\$22.1M
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	\$19.4M
	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
	\$10.0M													
·	\$20.0M ······													
ZIP: Barre, VT 05641 Property Type: Condo/Townhouse/Apt, Single Family Residence	\$30.0M													
Filters Used	\$40.0M ······													



#### Average Listing Price

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

	\$300K ······												
Filters Used ZIP: Barre, VT 05641 Property Type: Condo/Townhouse/Apt, Single Family Residence	\$225K												
	\$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
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$234K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$188K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	25%

# Median Listing Price

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

Filters Used	\$200K												,
ZIP: Barre, VT 05641 Property Type: Condo/Townhouse/Apt, Single Family Residence	\$150K												
	\$100K												
	\$50K												
	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
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$190K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$162K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	_	17%





### 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.

	\$300K ······												
Filters Used ZIP: Barre, VT 05641 Property Type: Condo/Townhouse/Apt, Single Family Residence	\$225K												
	\$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
Avg Est Value													\$229K
	-	-			-	-	-	-	-	-			φΖΖϿΝ
Avg Listing Price	-	-	-	-	-	-	-	-	-	-	-	-	\$234K
Avg Listing Price as a % of Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	102%

#### 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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Filters Used	\$200K												
ZIP: Barre, VT 05641 Property Type: Condo/Townhouœ/Apt, Single Family Residence	\$150K												
	\$100K												
	\$50K												
	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
Median Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$183K
Median Listing Price	-	-	-	-	-	-	-	-	-	-	-	-	\$190K
Med Listing Price as a % of Med Est Value	) –	-	-	-	-	-	-	-	-	-	-	-	104%





#### 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												
ZIP: Barre, VT 05641 Property Type: Condo/Townhouse/Apt, Single Family Residence	150												
	100												
	50												
	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
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	63
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	95.5
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-34%

#### Months of Inventory

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

Prior Year					• • • • • • • • • • • • • • • •								4.54
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	9.22
	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
	2.50												
ZIP: Barre, VT 05641 Property Type: Condo/Townhouse/Apt, Single Family Residence	7.50												
Filters Used	10.00												





# Absorption Rate

The percentage of inventory sold per month.

	30%												
Filters Used ZIP: Barre, VT 05641 Property Type: Condo/Townhouse/Apt, Single Family Residence	20%												
	10%												
	0 Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul
	'17	'17		'17	'17	'17	'18	'18	'18	'18	'18	'18	'18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	11%
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	22%
Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	11%

# Active/Pending/Sold Units

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

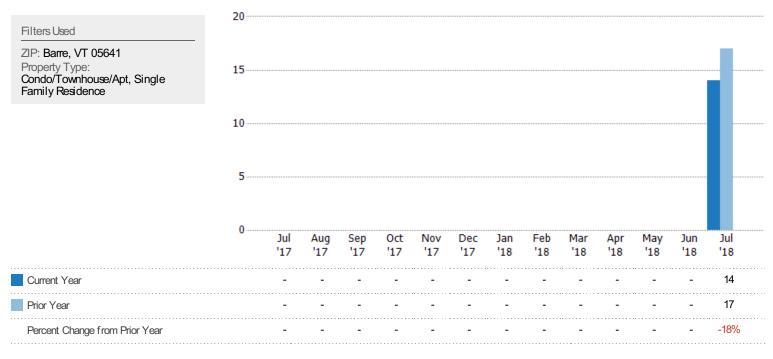
	90												
Filters Used ZIP: Barre, VT 05641 Property Type: Condo/Townhouse/Apt, Single Family Residence	68												
	45												
	23												
	•												
	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18
Active	-	-	-	-	-	-	-	-	-	-	-	-	83
Pending	-	-	-	-	-	-	-	-	-	-	-	-	25
Sold	-	-	-	-	-	-	-	-	-	-	-	-	7





### New Pending Sales

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



#### 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	\$4.0M													
ZIP: Barre, VT 05641 Property Type: Condo/Townhouse/Apt, Single Family Residence	\$3.0M													
	\$2.0M													
	\$1.0M													
	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		-	-	-	-	-	-	-	-	-	-	-	-	\$2.48M
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	\$3.37M
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	-26%



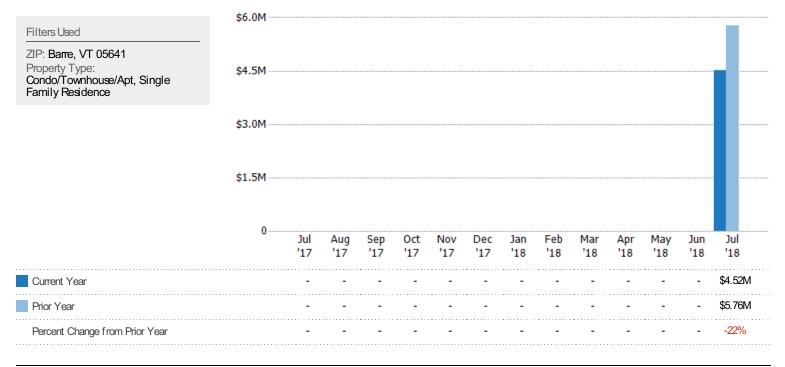
# Pending Sales

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

	40														
Filters Used ZIP: Barre, VT 05641 Property Type: Condo/Townhouse/Apt, Single Family Residence	30														
	20														
	10														
	0	Jul	Aug	Sep	0ct	Nov		Jan	Feb	Mar	Apr	May	Jun	Jul	
		'17	'17	'17	'17	'17	'17	'18	'18	'18	'18	'18	'18	'18	
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	25	
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	31	
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	-19%	

#### Pending Sales Volume

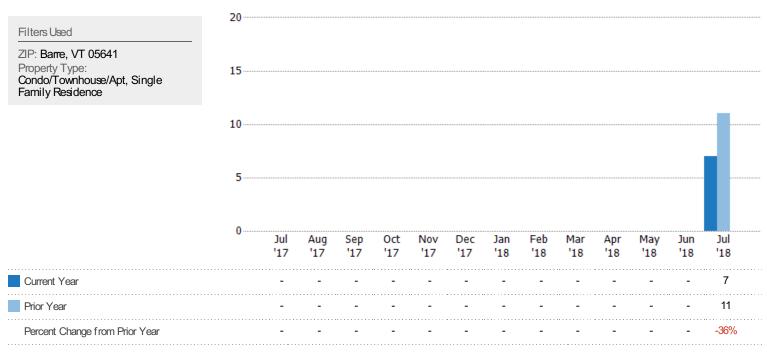
The sum of the sales price of single-family, condominium and townhome properties with accepted offers that were available at the end of each month.





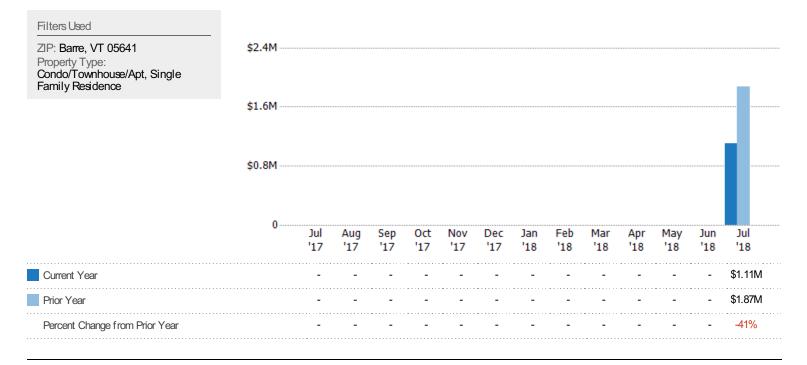
#### Closed Sales

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



#### **Closed Sales Volume**

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



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#### Closed Sales by Property Type

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

Single Family Residence		-	-	-	-	-	-	-	-	-	-	-	-	100%	
	0	Jul '17				Nov '17			Feb		Apr		Jun '18	Jul '18	
	0														
	10%														
	20%														
	30%														
	40%														
	50%														
	60%														
Condo/Townhouse/Apt, Single Family Residence	70%														
ZIP: Barre, VT 05641 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.

	\$200K												
Filters Used ZIP: Barre, VT 05641 Property Type: Condo/Townhouse/Apt, Single Family Residence	\$150K												
	\$100K												
	\$50K												
	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
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$158K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$170K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-7%





#### Median Sales Price

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

	\$200K												
Filters Used ZIP: Barre, VT 05641 Property Type: Condo/Townhouse/Apt, Single Family Residence	\$150K												
	\$100K												
	\$50K												
	0												
	Jul	Aug	Sep	0ct	Nov	Dec		Feb	Mar	Apr	May	Jun	Jul
	'17	'17	'17	'17	'17	'17	'18	'18	'18	'18	'18	'18	'18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$155K
Prior Year	_	 -						<u>-</u>			·····		\$175K
													ψ1701
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-11%

#### 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	\$200K ······												
ZIP: Barre, VT 05641 Property Type: Condo/Townhouse/Apt, Single Family Residence	\$150K												
	\$100K												
	\$50K												
	0	A	Can	0.+	Nav	Dec	1	Fab	Mar	A.m.r.	M	lun	
	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
Avg List Price	-	-	-	-	-	-	-	-	-	-	-	-	\$161K
Avg Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$158K
Avg Sales Price as a % of Avg List Price	. –	-		-	-	-	-	-	-	-	-	-	98%



# Median Sales Price vs Median Listing Price

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

	\$200K ······												
Filters Used ZIP: Barre, VT 05641 Property Type: Condo/Townhouse/Apt, Single Family Residence	\$150K												
	\$100K												
	\$50K												
	0 Jul	Aug	Sep	0ct		Dec		Feb	Mar	Apr	May	Jun	Jul
	'17	'17	'17	'17	'17	'17	'18	'18	'18	'18	'18	'18	'18
Median List Price	-	-	-	-	-	-	-	-	-	-	-	-	\$165K
Median Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$155K
Med Sales Price as a % of Med List Price	-	-	-	-	-	-	-	-	-	-	-	-	94%

#### 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	\$200K												
ZIP: Barre, VT 05641 Property Type: Condo/Townhouse/Apt, Single Family Residence	\$150K												
	\$100K												
	\$50K												
	0	A	<b>6</b>	0.4		<b>D</b>	1	E-F				2	
	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
Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$133K
Avg Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$161K
Avg Sales Price as a % of Avg Est Value													121%



# 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.

	\$200K ······												
Filters Used ZIP: Barre, VT 05641 Property Type: Condo/Townhouse/Apt, Single Family Residence	\$150K												
	\$100K												
	\$50K												
	0 Jul '17	Aug '17		0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18
Median Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$126K
Median Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$165K
Med Sales Price as a % of Med Est Value	-	-	-	-	-	-	-	-	-	-	-	-	131%

