

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	5	+_	5	5	New Listing Count
+5.4%	\$875,300	\$923,000	+5.4%	\$875,300	\$923,000	New Listing Volume
-17.1%	70	58	-17.1%	70	58	Active Listing Count
-11.1%	\$14,162,790	\$12,588,784	-11.1%	\$14,162,790	\$12,588,784	Active Listing Volume
+7.3%	\$202,326	\$217,048	+7.3%	\$202,326	\$217,048	Average Listing Price
+36.5%	\$157,450	\$214,993	+36.5%	\$157,450	\$214,993	Median Listing Price
-13.7%	117	101	-13.7%	117	101	Median Daysin RPR
-17.1%	14	11.6	-	_	_	Months of Inventory
+1.5%	7.14%	8.62%	+	-	–	Absorption Rate
						Sales Activity Charts Metrics
+275%	4	15	+275%	4	15	New Pending Sales Count
+275.7%	\$660,000	\$2,479,800	+275.7%	\$660,000	\$2,479,800	New Pending Sales Volume
+88.9%	9	17	+88.9%	9	17	Pending Sales Count
+88.1%	\$1,449,900	\$2,726,700	+88.1%	\$1,449,900	\$2,726,700	Pending Sales Volume
-40%	5	3	-40%	5	3	Closed Sales Count
-36.9%	\$809,400	\$510,700	-36.9%	\$809,400	\$510,700	Closed Sales Volume
+5.2%	\$161,880	\$170,233	+5.2%	\$161,880	\$170,233	Average Sales Price
+23.6%	\$137,500	\$169,900	+23.6%	\$137,500	\$169,900	Median Sales Price





New Listings

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

Filters Used	48.00													
ZIP: Newport, VT 05855 Property Type: Condo/Townhouse/Apt, Single Family Residence	36.00													
	24.00													
	12.00													
	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		-	-	-	-	-	-	-	-	-	-	-	-	5
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	5
PriorExtra Year		-	-	-	-	-	-	-	-	-	-	-	-	-

New Listing Volume

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

Filters Used	\$6.0M ······													
ZIP: Newport, VT 05855 Property Type: Condo/Townhouse/Apt, Single Family Residence	\$4.5M													
	\$3.0M													
	\$1.5M													
	0													
	, i i i i i i i i i i i i i i i i i i i	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		-	-	-	-	-	-	-	-	-	-	-	-	\$923K
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	\$875K
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	5%



Active Listings

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

Filters Used	200													
ZIP: Newport, VT 05855 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		-	-	-	-	-	-	-	-	-	-	-	-	58
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	70
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	-17%

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		-	-	-	-	-	-	-	-	-	-	-	-	-11%
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	\$14.2M
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	\$12.6M
	\$5.0M 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													
ZIP: Newport, VT 05855 Property Type: Condo/Townhouse/Apt, Single Family Residence	\$15.0M													
Filters Used	\$20.0M ······													



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: Newport, VT 05855 Property Type: Condo/Townhouse/Apt, Single Family Residence	\$225K												
	\$150K												
	\$75K												
	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	-	-	-	-	-	-	-	-	-	-	-	-	\$217K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$202K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	7%

Median Listing Price

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

Current Year Prior Year	'17 - -	'17 - -	'17 - -	- -	- - -		-	-	-		-	'18 	'18 \$215K \$157K
Current Year	'17 					-	-	-	-	-	-		'18 \$215K
	'17					17	10	10	10	18	10	18	'18
	00 Jul	Aug	Sep	0ct	Nov	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun	Jul
	\$150K \$75K												
ZIP: Newport, VT 05855 Property Type: Condo/Townhouse/Apt, Single Family Residence	\$225K												





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: Newport, VT 05855 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	-	-	-	-	-	-	-	-	-	-	-	-	\$210K
Avg Listing Price	-	-	-	-	-	-	-	-	-	-	-	-	\$217K
Avg Listing Price as a % of Avg Est Value	• -	-	-	-	-	-	-	-	-	-	-	-	103%

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	\$300K												
ZIP: Newport, VT 05855 Property Type: Condo/Townhouse/Apt, Single Family Residence	\$225K												
	\$150K												
	\$75K												
	0 Jul	Aug	Con	Oct	Nev	Doc	120	Eab	Mar	Apr	May	lun	
	'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 Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$197K
Median Listing Price	-	-	-	-	-	-	-	-	-	-	-	-	\$215K
Med Listing Price as a % of Med Est Value	-	-	-	-	-	-	-	-	-	-	-	-	109%





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 ZIP: Newport, VT 05855 Property Type: Condo/Townhouse/Apt, Single Family Residence	150												
	100												
	50												
	Jul	Aug		Oct			Jan	Feb	Mar	Apr	May	Jun	Jul
	'17	'17	'17	'17	'17	'17	'18	'18	'18	'18	'18	'18	'18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	101
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	117

Months of Inventory

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

Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-17%
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	11.7
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	9.67
	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												
ZIP: Newport, VT 05855 Property Type: Condo/Townhouse/Apt, Single Family Residence	15												
Filters Used	20												





Absorption Rate

The percentage of inventory sold per month.

	15%												
Filters Used ZIP: Newport, VT 05855 Property Type: Condo/Townhouse/Apt, Single Family Residence	10%												
	5%												
	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		-	_	-		-	-	-	-	-	-	-	10%
Prior Year	-	-	-	-	-	-	-	-	-	-	-		9%
Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-2%

Active/Pending/Sold Units

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

Active	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 58
			Sep '17			Dec	Jan	Feb	Mar	Apr	May	Jun	
	0												
	15												
	30												
ZIP: Newport, VT 05855 Property Type: Condo/Townhouse/Apt, Single Family Residence	45												
Filters Used													

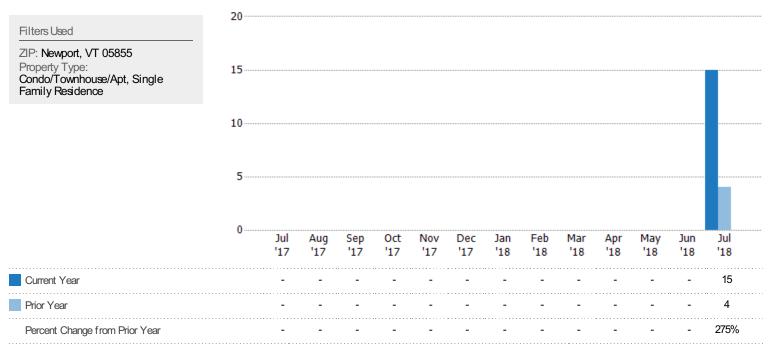






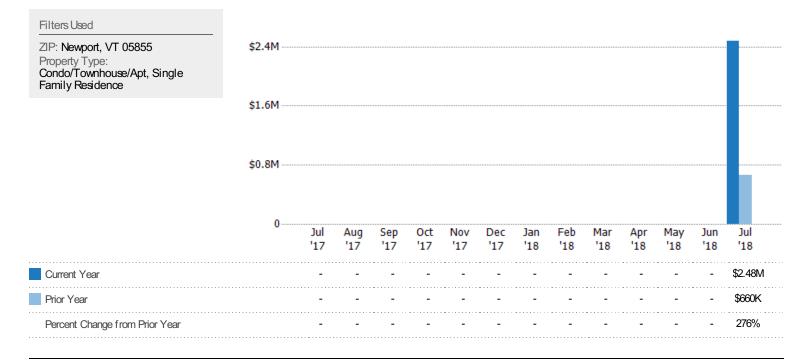
New Pending Sales

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



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.

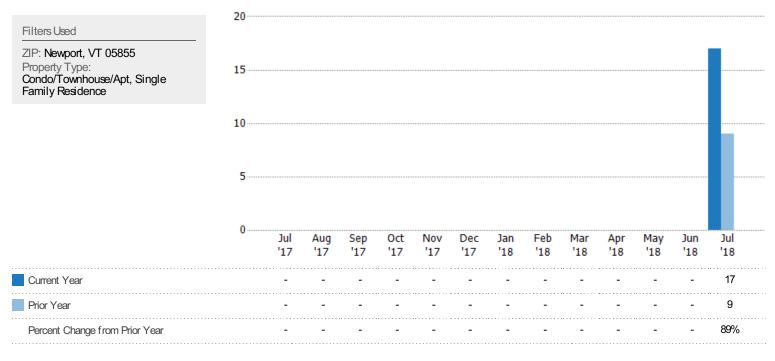






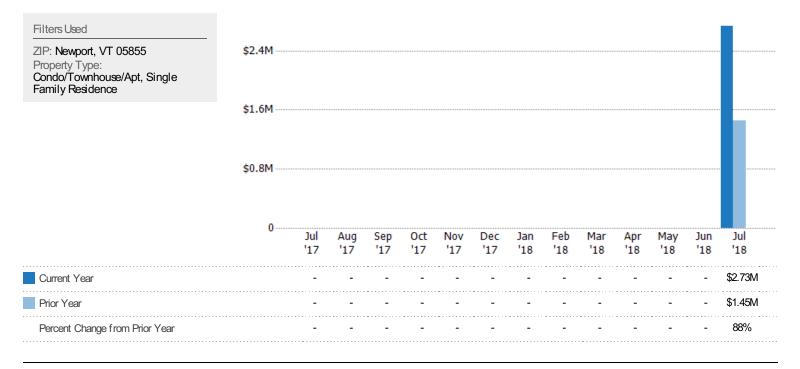
Pending Sales

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



Pending Sales Volume

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.



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Closed Sales

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

Filters Used	6.00														
ZIP: Newport, VT 05855 Property Type: Condo/Townhouse/Apt, Single Family Residence	4.50														
	3.00														
	1.50														
	0														
	Ŭ	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		- -			-	-		-	-		-	-		3	
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	5	
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	-40%	

Closed Sales Volume

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

Filters Used	\$880K ······													
ZIP: Newport, VT 05855 Property Type: Condo/Townhouse/Apt, Single Family Residence	\$660K													
	\$440K													
	\$220K													
	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		-	-	-	-	-	-	-	-	-	-	-	-	\$511K
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	\$809K
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	-37%



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	Aug '17			Nov '17			Feb		Apr '18		Jun '18	Jul '18	
	10%														
	10%														
	20%														
	30%														
	40%														
	50%														
Fairing Nesuence	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.

	\$200K ······												
Filters Used ZIP: Newport, VT 05855 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	-	-	-	-	-	-	-	-	-	-	-	-	\$170K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$162K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	5%





Median Sales Price

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

\$200K ······												
\$150K												
\$100K												
\$50K												
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
-	-	-	-	-	-	-	-	-	-	-	-	\$170K
-	-	-	-	-	-	-	-	-	-	-	-	\$138K
-	-	-	-	-	-	-	-	-	-	-	-	24%
	\$150K \$100K \$50K 0 Jul '17	\$150K \$100K \$50K 0 Jul Aug '17 '17	\$150K \$100K \$50K 0 Jul Aug Sep '17 '17 '17	\$150K \$100K \$50K 0 Jul Aug Sep Oct '17 '17 '17 '17	\$150K \$100K \$50K 0 Jul Aug Sep Oct Nov '17 '17 '17 '17 '17	\$150K \$100K \$50K 0 Jul Aug Sep Oct Nov Dec '17 '17 '17 '17 '17 '17	\$150K \$100K \$50K 0 Jul Aug Sep Oct Nov Dec Jan '17 '17 '17 '17 '18	\$150K \$100K \$50K 0 Jul Aug Sep Oct Nov Dec Jan Feb '17 '17 '17 '17 '17 '18 '18	\$150K \$100K \$50K 0 Jul Aug Sep Oct Nov Dec Jan Feb Mar '17 '17 '17 '17 '17 '18 '18 '18	\$150K \$100K \$50K 0 Jul Aug Sep Oct Nov Dec Jan Feb Mar Apr '17 '17 '17 '17 '17 '17 '18 '18 '18 '18	\$150K \$100K \$50K 0 Jul Aug Sep Oct Nov Dec Jan Feb Mar Apr May '17 '17 '17 '17 '17 '17 '18 '18 '18 '18 '18	\$150K \$100K \$50K 0

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	-	-	-	-	-	-	-	-	-	-	-	-	\$170K
Avg List Price	-	-	-	-	-	-	-	-	-	-	-	-	\$178K
	\$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
	\$100K												
ZIP: Newport, VT 05855 Property Type: Condo/Townhouse/Apt, Single Family Residence	\$150K												
Filters Used	\$200K												





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: Newport, VT 05855 Property Type: Condo/Townhouse/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 List Price	-	-	-	-	-	-	-	-	-	-	-	-	\$170K
Median Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$170K
Med Sales Price as a % of Med List Price	-	-	-	-	-	-	-	-	-	-	-	-	100%

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	A	6	0.4		D	1	F - L		A	b 4	2	
	Jui '17	Аид '17	Sep '17	'17	'17	'17	Jan '18	⊦eb '18	Mar '18	Apr '18	мау '18	Jun '18	Jul '18
Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$208K
Avg Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$178K
Avg Sales Price as a % of Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	86%
Avg Sales Price	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 - -	\$208 \$178 86%





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												
	Jul	Aug		Oct	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	-	-	-	-	-	-	-	-	-	-	-	-	\$208K
Median Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$170K
Med Sales Price as a % of Med Est Value	-	-	-	-	-	-	-	-	-	-	-	-	82%

