

# 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	Jul 2018	Jul 2017	+ / -	YTD 2018	YTD 2017	+ / -
Listing Activity Charts Metrics						
New Listing Count	10	7	+42.9%	10	7	+42.9%
New Listing Volume	\$2,676,600	\$3,871,500	-30.9%	\$2,676,600	\$3,871,500	-30.9%
Active Listing Count	37	50	-26%	37	50	-26%
Active Listing Volume	\$16,312,800	\$26,825,400	-39.2%	\$16,312,800	\$26,825,400	-39.2%
Average Listing Price	\$440,886	\$536,508	-17.8%	\$440,886	\$536,508	-17.8%
Median Listing Price	\$349,000	\$399,000	-12.5%	\$349,000	\$399,000	-12.5%
Median Daysin RPR	76	94.5	-19.6%	76	94.5	-19.6%
Months of Inventory	_	_	-	9.3	50	-81.5%
Absorption Rate	_	_	+_	10.81%	2%	+8.8%
Sales Activity Charts Metrics						
New Pending Sales Count	6	6	+_	6	6	+
New Pending Sales Volume	\$1,995,000	\$2,250,900	-11.4%	\$1,995,000	\$2,250,900	-11.4%
Pending Sales Count	6	8	-25%	6	8	-25%
Pending Sales Volume	\$3,461,000	\$3,643,500	-5%	\$3,461,000	\$3,643,500	-5%
Closed Sales Count	7	4	+75%	7	4	+75%
Closed Sales Volume	\$1,968,900	\$802,500	+145.3%	\$1,968,900	\$802,500	+145.3%
Average Sales Price	\$281,271	\$200,625	+40.2%	\$281,271	\$200,625	+40.2%
Median Sales Price	\$282,000	\$215,000	+31.2%	\$282,000	\$215,000	+31.2%

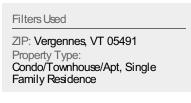


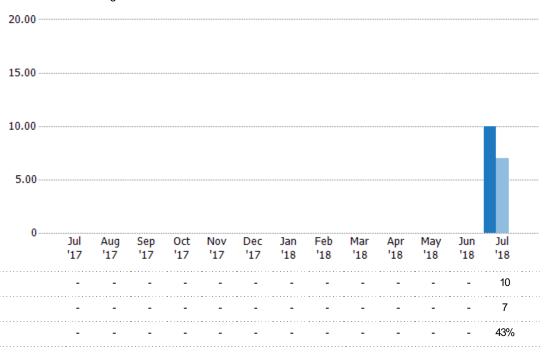




### **New Listings**

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





## **New Listing Volume**

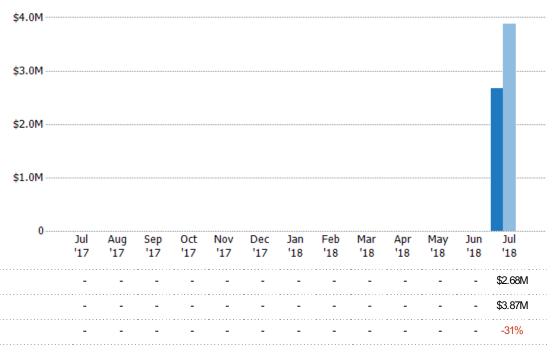
Percent Change from Prior Year

Current Year

Prior Year

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

ZIP: Vergennes, VT 05491
Property Type:
Condo/Townhouse/Apt, Single
Family Residence





Current Year

Percent Change from Prior Year





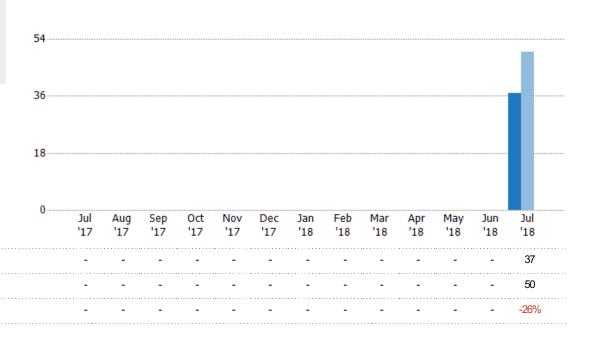
#### **Active Listings**

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

Filters Used

ZIP: Vergennes, VT 05491

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



### **Active Listing Volume**

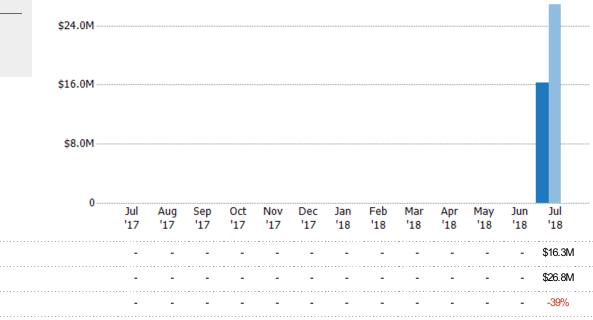
Percent Change from Prior Year

Current Year

Prior Year

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

ZIP: Vergennes, VT 05491
Property Type:
Condo/Townhouse/Apt, Single
Family Residence





Current Year

Percent Change from Prior Year





#### **Average Listing Price**

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

Filters Used	\$600K												
ZIP: Vergennes, VT 05491 Property Type: Condo/Townhouse/Apt, Single Family Residence	\$450K												
	\$300K												
	\$150K						•••••						
	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	-	-	-	-	-	-	-	-	-	-	-	-	\$441K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$537K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-18%

### **Median Listing Price**

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

Filters Used

ZIP: Vergennes, VT 05491

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

•	Aug '17						
\$100K		 			 		
\$200K		 		 	 	 	
\$300K		 		 	 	 	

	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	-	-	-	-	-	-	-	-	-	-	-	-	\$349K
Prior Year	-	-	-	-	-	-	_	-	-	-	-	-	\$399K
Percent Change from Prior Year	-	-	-	-	-	-	_	-	-	-	-	-	-13%





#### 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: Vergennes, VT 05491 Property Type: Condo/Townhouse/Apt, Single Family Residence	

\$500K												
\$375K												
\$250K		•••••										
\$125K												
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
-	-	-	-	-	-	-	-	-	-	-	-	\$389K
-	-	-	-	-	-	-	-	-	-	-	-	\$441K
			-	-				-				113%

## 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.

ZIP: Vergennes, VT 05491

Median Est Value

Median Listing Price

Med Listing Price as a % of Med Est Value

Avg Est Value

Avg Listing Price

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

Avg Listing Price as a % of Avg Est Value

00K	K	)													
0	0 Jul Aug Sep Oct Nov Dec Jan Feb Mar Apr May Jun J	)	Κ												
0	0 Jul Aug Sep Oct Nov Dec Jan Feb Mar Apr May Jun J	)													
	Jul Aug Sep Oct Nov Dec Jan Feb Mar Apr May Jun J	Jul Aug Sep Oct Nov Dec Jan Feb Mar Apr May Jun 17 '17 '17 '17 '17 '18 '18 '18 '18 '18 '18 '18 \$													
Jul. Aug. Cop. Oct. Nov. Doc. Jan. Ech. May. Apr. May. Jun.	Jul         Aug         Sep         Oct         Nov         Dec         Jan         Feb         Mar         Apr         May         Jun         Jun <th>17 '17 '17 '17 '17 '18 '18 '18 '18 '18 '18 '18 '18 '18 '18</th> <th>0</th> <th></th>	17 '17 '17 '17 '17 '18 '18 '18 '18 '18 '18 '18 '18 '18 '18	0												
Juli Aug Sep Oct Nov Dec Jan Feb Mar Apr May Juli	1/ 1/ 1/ 1/ 1/ 1/ 18 18 18 18 18 18 1			Aug	Sep	Oct	Nov	Dec	Jan	Feb		Apr	May		Ju
			-	<del>-</del>	-	-	<del>-</del>	<del>-</del>	-	-	<del>-</del>	<del>-</del>	<del>-</del>	<del>-</del>	





94.5



# Market Data Report

#### 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.

	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
	50												
	100												
ZIP: Vergennes, VT 05491 Property Type: Condo/Townhouse/Apt, Single Family Residence	150												
Filters Used	200												

### Months of Inventory

Percent Change from Prior Year

Current Year
Prior Year

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

10

ZIP: Vergennes, VT 05491
Property Type:
Condo/Townhouse/Apt, Single
Family Residence

	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	-	-	-	-	-	-	-	-	-	-	-	-	18.5
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	12.5
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	48%







#### **Absorption Rate**

The percentage of inventory sold per month.

Filters Used

ZIP: Vergennes, VT 05491 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	-	-	-	-	-	-	-	-	-	-	-	-	5%
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	8%
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

ZIP: Vergennes, VT 05491 Property Type: Condo/Townhouse/Apt, Single Family Residence

40
30
20
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
Active	-	-	-	-	-	-	-	-	-	-	-	_	37
Pending	-	-	-	-	-	-	-	-	-	-	-	-	6
Sold	-	-	-	-	-	-	-	-	-	-	-	-	7





Current Year

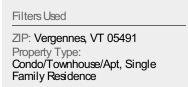
PriorExtra Year

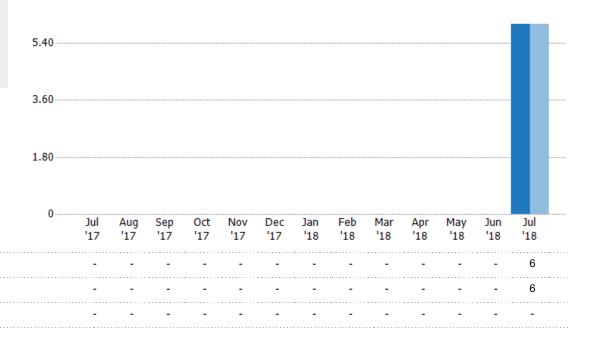
Prior Year

## Market Data Report

#### **New Pending Sales**

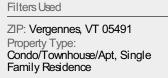
The number of single-family, condominium and townhome properties with accepted offers that were added each month.

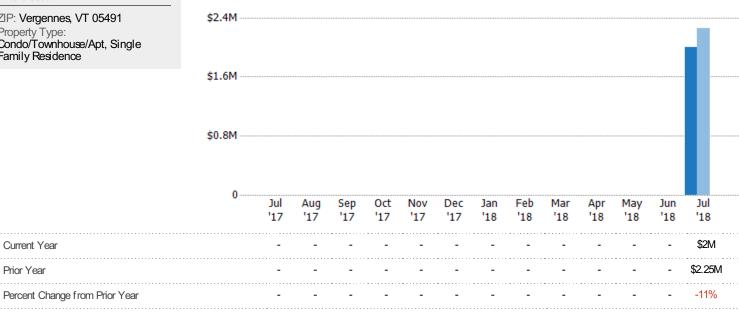




## New Pending Sales Volume

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



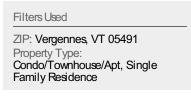


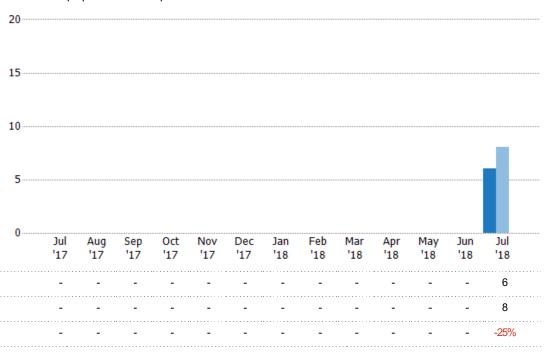




#### **Pending Sales**

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





## Pending Sales Volume

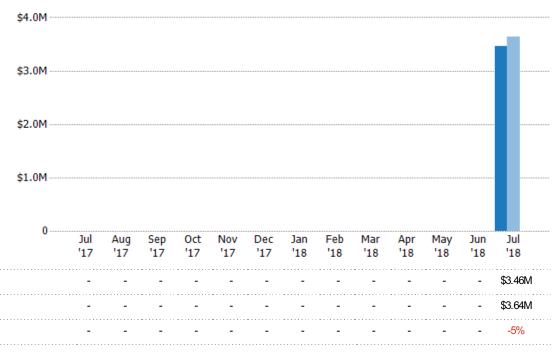
Percent Change from Prior Year

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



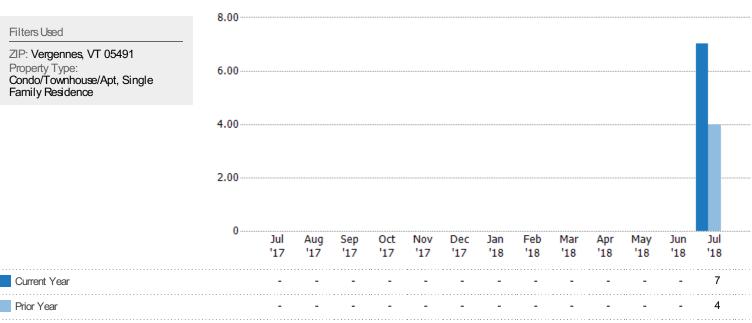
75%



## Market Data Report

#### **Closed Sales**

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

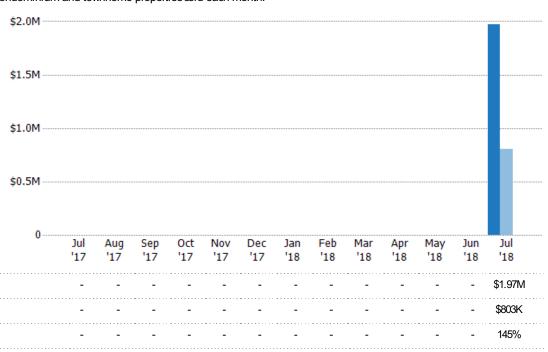


#### **Closed Sales Volume**

Percent Change from Prior Year

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





Current Year

Percent Change from Prior Year



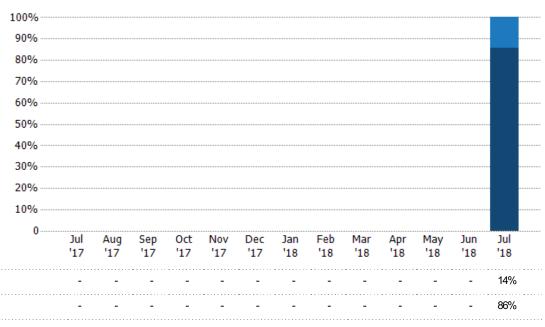


#### Closed Sales by Property Type

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

Filters Used

ZIP: Vergennes, VT 05491 Property Type: Condo/Townhouse/Apt, Single Family Residence



#### **Average Sales Price**

Single Family Residence

Condo/Townhouse

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

ZIP: Vergennes, VT 05491
Property Type:
Condo/Townhouse/Apt, Single
Family Residence

\$300K \$225K \$150K \$75K 0 Aug Jul Sep 0ct Nov Dec Jan Feb Mar Apr May Jun Jul '17 '17 '17 '17 '17 '17 '18 '18 '18 '18 '18 '18 '18 \$281K \$201K



Current Year

Percent Change from Prior Year

Prior Year

40%



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.

\$300K

Filters Used
ZIP: Vergennes, VT 05491 Property Type: Condo/Townhouse/Apt, Single Family Residence

\$225K
\$150K
\$75K

	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
	-	-	-	-	-	-	-	-	-	-	-		\$282K
	-	-	-	-	-		-	-	-	-	-		<b>*</b>
ar	-	-	-	-	-	-	-	-	-	-	-	-	31%

## Average Sales Price vs Average Listing Price

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

ZIP: Vergennes, VT 05491
Property Type:
Condo/Townhouse/Apt, Single
Family Residence

Avg Sales Price as a % of Avg List Price

Percent Change from Prior Year

\$75K	0	Jul	'17	'17	'1/	17	17	10	10	 10	10	18	'18
	\$150K	0									May	Jun	
\$150K		;75K								 			
	\$225K	50K								 			



Avg List Price

Avg Sales Price



96%



#### Median Sales Price vs Median Listing Price

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

ZIP: Vergennes, VT 05491
Property Type:
Condo/Townhouse/Apt, Single
Family Residence

	25K	 										
75K												
0 Jul Aug Sep Oct Nov Dec Jan Feb Mar Apr May Jun '17 '17 '17 '17 '17 '18 '18 '18 '18 '18 '18 \$2	50K	 										
0 Jul Aug Sep Oct Nov Dec Jan Feb Mar Apr May Jun '17 '17 '17 '17 '17 '18 '18 '18 '18 '18 '18 \$2												
Jul         Aug         Sep         Oct         Nov         Dec         Jan         Feb         Mar         Apr         May         Jun           '17         '17         '17         '17         '18         '18         '18         '18         '18           - <td></td>												
Jul         Aug         Sep         Oct         Nov         Dec         Jan         Feb         Mar         Apr         May         Jun           '17         '17         '17         '17         '18         '18         '18         '18         '18           - <td>75K</td> <td> </td> <td></td>	75K	 										
	75K	 										
	0	 								May		
	0 Jul	 								May	Jun	
	0 Jul	 	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	

#### 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: Vergennes, VT 05491 Property Type: Condo/Townhouse/Apt, Single Family Residence

Med Sales Price as a % of Med List Price

\$300K		 									
\$150K		 									
0		 									
Jul											Jul
	Aug '17		Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18
Jul			Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18		Jun '18	Jul '18
Jul			Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '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: Vergennes, VT 05491 Property Type: Condo/Townhouse/Apt, Single Family Residence

200K							
200K							
100K			 	 	 	 	
LOUIC							
•	Aua						
0 Jul '17			Dec '17				J
Jul							) '1



