

# 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	+ / -	Mar 2017	Mar 2018	Key Metrics
						isting Activity Charts Metrics
+4.8%	105	110	+4.8%	105	110	New Listing Count
+14.8%	\$35,371,149	\$40,591,845	+14.8%	\$35,371,149	\$40,591,845	New Listing Volume
-30.6%	793	550	-30.6%	793	550	Active Listing Count
-27.5%	\$390,925,365	\$283,547,283	-27.5%	\$390,925,365	\$283,547,283	Active Listing Volume
+4.6%	\$492,970	\$515,541	+4.6%	\$492,970	\$515,541	Average Listing Price
+12%	\$279,000	\$312,500	+12%	\$279,000	\$312,500	Median Listing Price
-20.9%	235	186	-20.9%	235	186	Median Days in RPR
-53.1%	18	8.5	-	_	_	Months of Inventory
+6.3%	5.55%	11.82%	+	_	_	Absorption Rate
						Sales Activity Charts Metrics
+8.3%	72	78	+8.3%	72	78	New Pending Sales Count
+19.9%	\$22,557,000	\$27,047,200	+19.9%	\$22,557,000	\$27,047,200	New Pending Sales Volume
+-	129	129	+	129	129	Pending Sales Count
+20.2%	\$37,925,625	\$45,576,999	+20.2%	\$37,925,625	\$45,576,999	Pending Sales Volume
-29.2%	65	46	-29.2%	65	46	Closed Sales Count
-32%	\$15,817,575	\$10,757,663	-32%	\$15,817,575	\$10,757,663	Closed Sales Volume
-3.9%	\$243,347	\$233,862	-3.9%	\$243,347	\$233,862	Average Sales Price
+2.4%	\$210,000	\$215,000	+2.4%	\$210,000	\$215,000	Median Sales Price



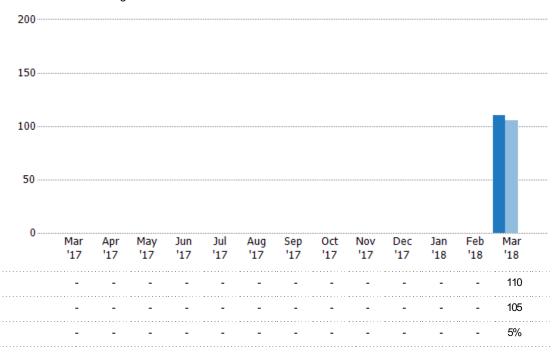




#### **New Listings**

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





### New Listing Volume

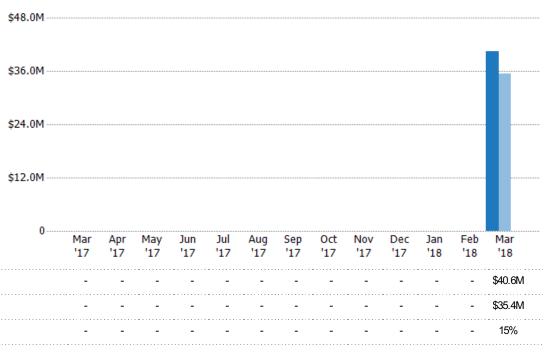
Percent Change from Prior Year

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

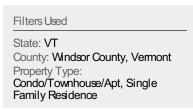
Percent Change from Prior Year

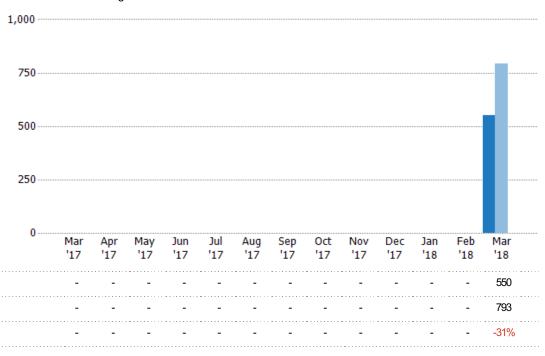




#### **Active Listings**

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





### **Active Listing Volume**

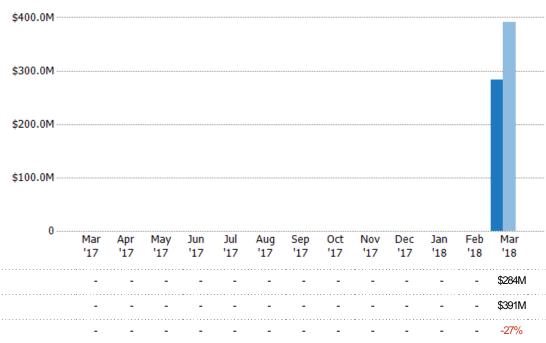
Percent Change from Prior Year

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





## **Average Listing Price**

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

Filters Used	42222												
State: VT County: Windsor County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	\$450K												
,	\$300K												**********
	\$150K												
	\$150K												
	\$150K 0 Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18
Current Year	0 Mar	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17					
Current Year Prior Year	0 Mar	Apr '17	May '17 -	Jun '17 -	Jul '17 -	Aug '17 -	Sep '17 -	Oct '17				'18	'18

## **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

Current Year	0 Mar '17	Apr '17 -	May '17	Jun '17 -	Jul '17	Aug '17 -	Sep '17	0ct '17 -	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18
		Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17					
		Apr	May	Jun	Jul	Aug	Sep	0ct				Feb	Ma
	0												
	\$100K												
,	\$200K												••••••
State: VT County: Windsor County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	\$300K												
Ctata: \T													
Filters Used													





12%



## 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.

Filtom Llood	\$600K												
State: VT County: Windsor County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	\$450K												
ranny Residence	\$300K												
	\$150K												
	\$150K												
	\$150K												
	\$150K 0 Mar '17	Apr		Jun '17	Jul '17	Aug '17	Sep	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	
	0 Mar	Apr	May	Jun '17	Jul '17	Aug '17	Sep '17				'18	Feb '18	'18
Avg Est Value	0 Mar	Apr	May	Jun '17 -	Jul '17	Aug '17 -	Sep '17 -				'18	'18	'18
Avg Est Value  Avg Listing Price	0 Mar	Apr	May	Jun '17 -	Jul '17 -	Aug '17 -	Sep '17 -				'18	'18	'18

### 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.

\$400K

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

\$400K

\$300K

\$100K

	Mar '17	Apr '17	May '17	Jun	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18
Median Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$276K
Median Listing Price	-	-	-	-	-	-	-	-	-	-	-	-	\$313K
Med Listing Price as a % of Med Est Value	-	-	-	-	-	-	-	-	-	-	-	-	113%







### 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.

	300												
Filters Used													
State: VT County: Windsor County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	225												
	150												
	75												
	0												
	Mar '17	Apr '17	May '17	Jun '17				Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	186
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	235
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-21%

## Months of Inventory

Elford Lord	30												
Filters Used													
State: VT County: Windsor County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	23												
	15												
	8												
	0												
	0 Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18
Current Year	Mar			Jun '17	Jul '17 -	Aug '17	Sep '17	17 -					
Current Year Prior Year	Mar			Jun '17 -	Jul '17	'17	Sep '17	17				'18	'18





### **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

10%	

5%

	0												
	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18
Current Year	-	-	_		_	-	-	-	-	_	-	-	6%
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	5%
Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-1%

### 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

450 300

150

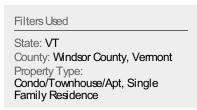
	0 Mar '17	Apr '17	May '17	Jun	Jul '17	Aug	Sep	Oct	Nov '17	Dec	Jan '18	Feb '18	Mar '18
Active	-	-	-	-	-	-	-	-	-	-	-	-	550
Pending	-	-	-	-	-	-	-	-	-	-	-	-	129
Sold	-	-	-	-	-	-	-	-	-	-	-	-	46

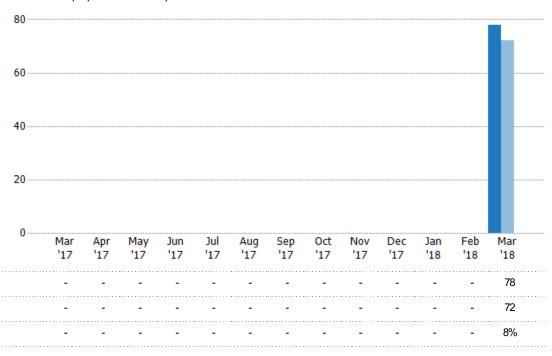




#### **New Pending Sales**

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





### New Pending Sales Volume

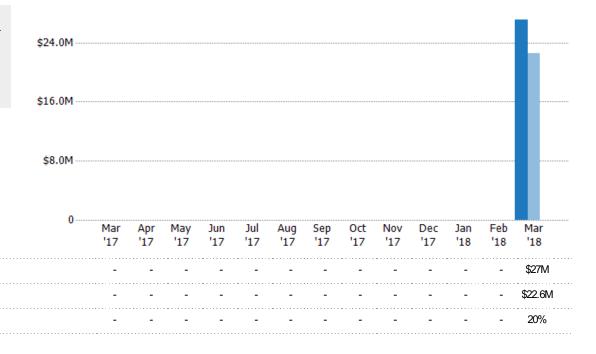
Percent Change from Prior Year

Current Year

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

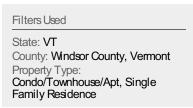
Percent Change from Prior Year

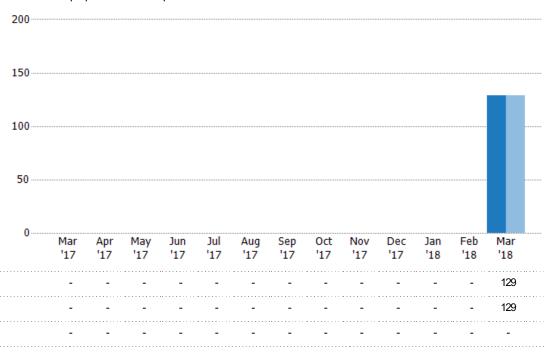




#### **Pending Sales**

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





### Pending Sales Volume

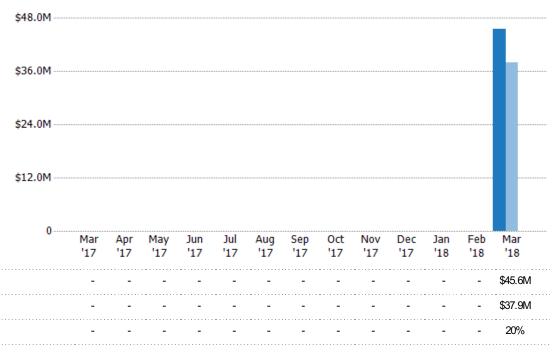
Current Year

PriorExtra 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.

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





Current Year

Percent Change from Prior Year

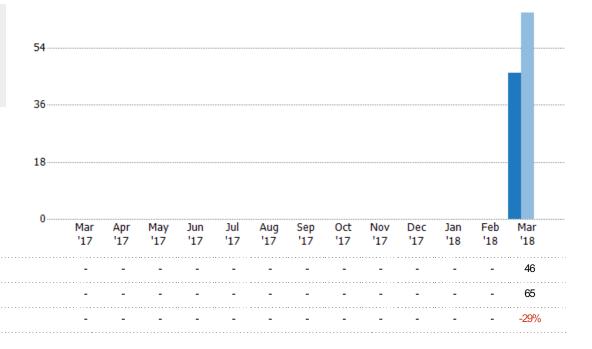




#### **Closed Sales**

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





#### **Closed Sales Volume**

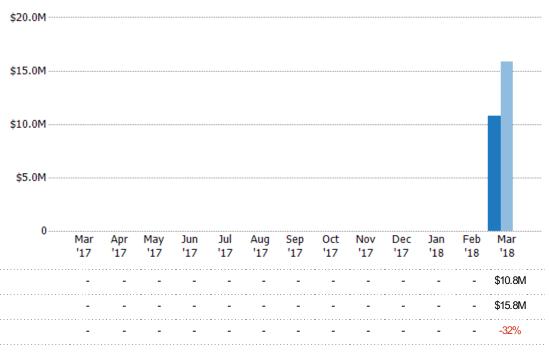
Percent Change from Prior Year

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.



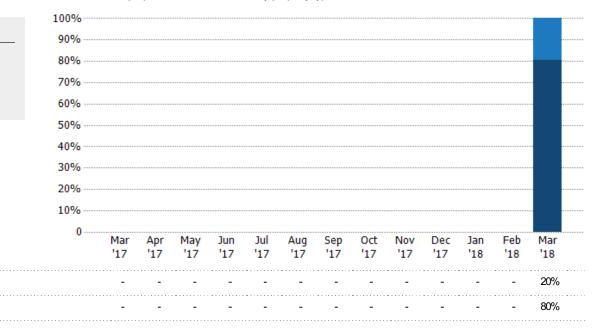
State: VT

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.

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

0K	 	 					 		
′5K	 	 					 		•••••
0	 	 					 		
Mar							Jan	Feb	Mar
_	May '17		Aug '17	Sep '17	Oct '17	Nov '17	Jan		Mar
Mar				Sep '17		Nov '17	Jan	Feb	Mar
Mar				Sep '17	Oct '17	Nov '17	Jan	Feb	Mar '18 \$234 \$243



Current Year Prior Year

Percent Change from Prior Year





#### 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												
	\$150K												
	\$75K												
	0												
	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18
Current Year	-	-	-	-	_	-	-	-	-	-	-	-	\$215K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$210K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	2%

### Average Sales Price vs Average Listing Price

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

\$75K-

\$300K

State: VT

County: Windsor County, Vermont

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

\$150K

	0 Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18
Avg List Price	-	-	-	-	-	-	-	-	-	-	-	-	\$247K
Avg Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$234K
Avg Sales Price as a % of Avg List Price	-		_	_	_	- -		-	- -		_	_	95%







#### 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

\$300K												
\$225K												
\$150K												
\$75K												
					Aug '17						Feb	Mar
'17 -	'17 -			'17 -							'18 -	
-	- -	- -	- -	-	- -	<u>-</u>	<del>-</del>	- -	- -	-	- -	\$215K 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.

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

Avg Sales Price as a % of Avg Est Value

Med Sales Price as a % of Med List Price

Median List Price

Median Sales Price

0K	5K	 	 								
5K	0K	 	 								•••••
	5K	 	 								
	0 Mar '17	May '17		Aug '17					Jan '18	Feb '18	Ma '1
\$30	Mar			Aug '17 -	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb	Ma
\$30 \$24	Mar			Aug '17 -	Sep '17 -	0ct '17 -	Nov '17 -	Dec '17	Jan '18	Feb	Ma '1 \$30



Avg Est Value

Avg Sales Price





#### 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

Median Est Value

Median Sales Price

Med Sales Price as a % of Med Est Value

\$225K	 	 	 	 	 		
\$150K	 	 	 	 	 		•••••
\$75K	 	 	 	 	 		
0			 	 	 		
0 Mar	 		 	 	 Jan	Feb	Mar '18
0 Mar	 		 	 	 Jan	Feb	 Mar



