

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
						Listing Activity Charts Metrics
+55.6%	9	14	+55.6%	9	14	New Listing Count
+202.3%	\$970,195	\$2,933,100	+202.3%	\$970,195	\$2,933,100	New Listing Volume
+-	53	53	+_	53	53	Active Listing Count
+19.5%	\$8,995,880	\$10,750,995	+19.5%	\$8,995,880	\$10,750,995	Active Listing Volume
+19.5%	\$169,734	\$202,849	+19.5%	\$169,734	\$202,849	Average Listing Price
+25.9%	\$135,000	\$169,900	+25.9%	\$135,000	\$169,900	Median Listing Price
+2.8%	176	181	+2.8%	176	181	Median Daysin RPR
+	53	53	-	_		Months of Inventory
+-	1.89%	1.89%	+-	_	_	Absorption Rate
						Sales Activity Charts Metrics
+100%	4	8	+100%	4	8	New Pending Sales Count
+89.7%	\$568,500	\$1,078,200	+89.7%	\$568,500	\$1,078,200	New Pending Sales Volume
+42.9%	7	10	+42.9%	7	10	Pending Sales Count
+12.8%	\$1,186,900	\$1,339,100	+12.8%	\$1,186,900	\$1,339,100	Pending Sales Volume
+400%	1	5	+400%	1	5	Closed Sales Count
+354.1%	\$93,800	\$425,900	+354.1%	\$93,800	\$425,900	Closed Sales Volume
-9.2%	\$93,800	\$85,180	-9.2%	\$93,800	\$85,180	Average Sales Price
-15.8%	\$93,800	\$79,000	-15.8%	\$93,800	\$79,000	Median Sales Price



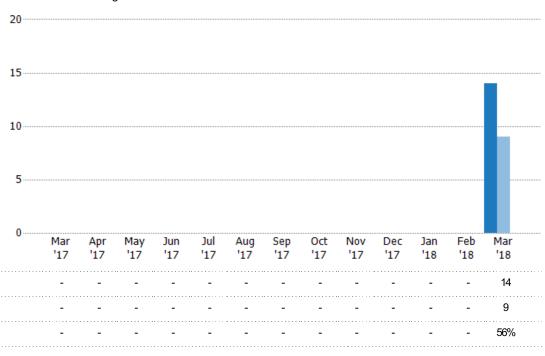




New Listings

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

Filters Used ZIP: Newport, VT 05855 Property Type: Condo/Townhouse/Apt, Single Family Residence



New Listing Volume

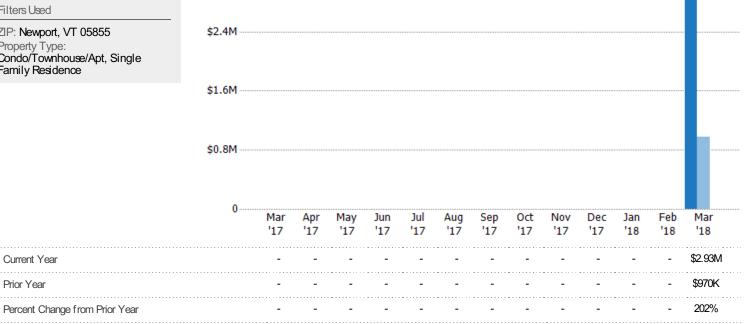
Percent Change from Prior Year

Current Year

Prior Year

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

Filters Used ZIP: Newport, VT 05855 Property Type: Condo/Townhouse/Apt, Single Family Residence







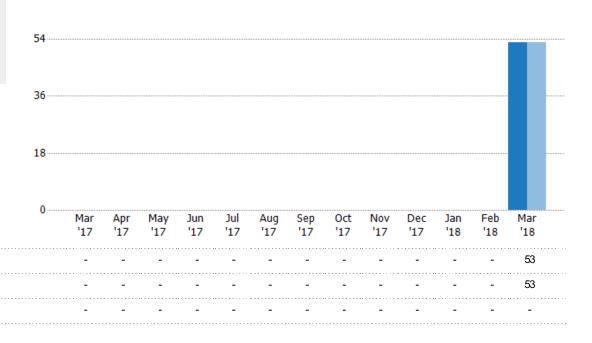
Active Listings

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

Filters Used

ZIP: Newport, VT 05855

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



Active Listing Volume

Current Year

PriorExtra Year

Prior Year

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

Filters Used

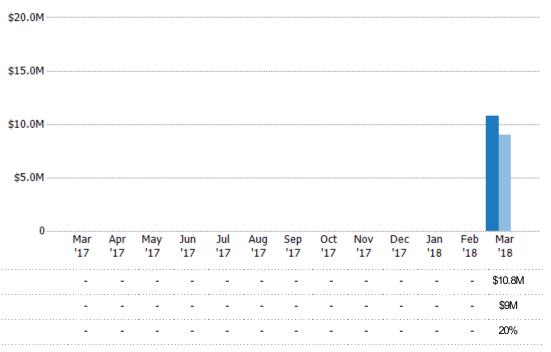
ZIP: Newport, VT 05855

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.

ZIP: Newport, VT 05855
Property Type:
Condo/Townhouse/Apt, Single
Family Residence

225K								
150K	 	 				 	 	**********
\$75K	 	 				 	 	
0	 	 				 	 	
			Aug '17				Feb	Mar '18
				Sep '17			Feb	Mar '18
				Sep '17	0ct '17		Feb	Mar

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

Current Year
Prior Year

Current Year
Prior Year

ZIP: Newport, VT 05855 Property Type: Condo/Townhouse/Apt, Single Family Residence

Percent Change from Prior Year

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







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: Newport, VT 05855

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

\$300K												•••••
\$225K												
\$150K												
\$75K												
Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	17'	'17	Dec '17	Jan '18	Feb '18	Mar '18
-	-	-	-	-	-	-	-	-	-	-	-	\$181K
-	-	-	-	-	-	-	-	-	-	-	-	\$203K

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

Avg Est Value

Avg Listing Price

ZIP: Newport, VT 05855 Property Type: Condo/Townhouse/Apt, Single Family Residence

Avg Listing Price as a % of Avg Est Value

\$100K										

\$50K	 								 	
φουι										
Mar	May '17								Feb '18	Mar '18
Mar		Jun '17	Jul '17 -	Aug '17	Sep '17	Oct '17		Dec '17	Feb	Mar
Mar		Jun '17	Jul '17 -	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Feb '18	Mar '18



Median Est Value

Median Listing Price

Med Listing Price as a $\%\,\mathrm{of}\,$ 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.

The median number of days between w	nien ieauenilai į	Jiopeille	sale IIIs	uispiaye	u as activ	ve iisiirigs	o III I N- I X c	ai iu wiici	accepie	u oners n	iave beei	THOLEGI	1111
	300												
Filters Used													
ZIP: Newport, VT 05855													
Property Type: Condo/Townhouse/Apt, Single Family Residence	225												
	150												
	75												
	0												
	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar
	'17	'17	'17	'17	'17	'17	'17	'17	'17	'17	'18	'18	'18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	181
Prior Year	-	-	-	-	- -	-	-	-	-	-	- -	-	176
—													

Months of Inventory

Percent Change from Prior Year

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

Elforo Head	30												
ZIP: Newport, VT 05855 Property Type: Condo/Townhouse/Apt, Single Family Residence	23												
	15												
	8												***********
	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	_	-	-	-	-	-	-	-	-	-	-	-	26.5
Prior Year	-	-	_	-	-	-	-	_	-	-	-	-	26.5
Percent Change from Prior Year	-	-	-	_	-	- -	_	-	-	-	-	_	0%







Absorption Rate

The percentage of inventory sold per month.

Filters Used

ZIP: Newport, VT 05855 Property Type: Condo/Townhouse/Apt, Single Family Residence

. 70		 	 	 	 	
3%	 	 	 	 	 	
2%	 	 	 	 	 	
1%		 	 	 	 	
0						
0						
0						Ma

Active/Pending/Sold Units

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

Filters Used

Current Year
Prior Year

Change from Prior Year

ZIP: Newport, VT 05855 Property Type: Condo/Townhouse/Apt, Single Family Residence

45	 										
30											
15											
•	May '17										 Mar '18
	May '17	Jun '17	Jul '17		Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18
	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18



Active Pending

Sold

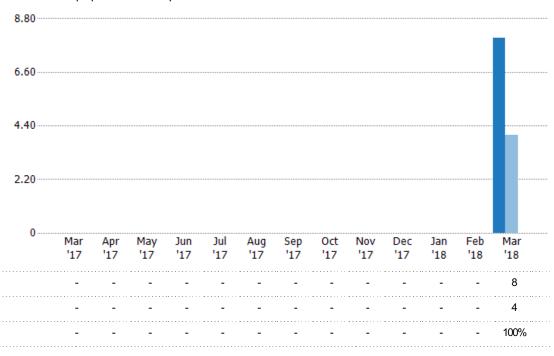




New Pending Sales

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





New Pending Sales Volume

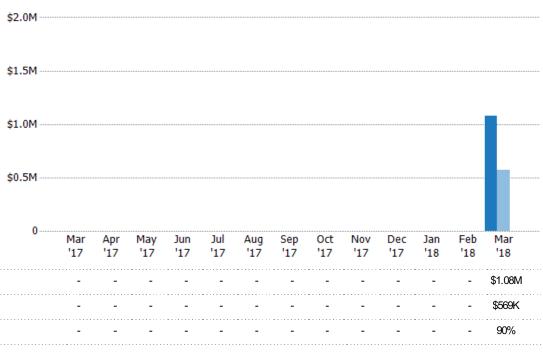
The sum of the sales price of single-family, condominium and townhome properties with accepted offers that were added each month.

ZIP: Newport, VT 05855
Property Type:
Condo/Townhouse/Apt, Single
Family Residence

Percent Change from Prior Year

Current Year

Prior Year





Current Year

Percent Change from Prior Year

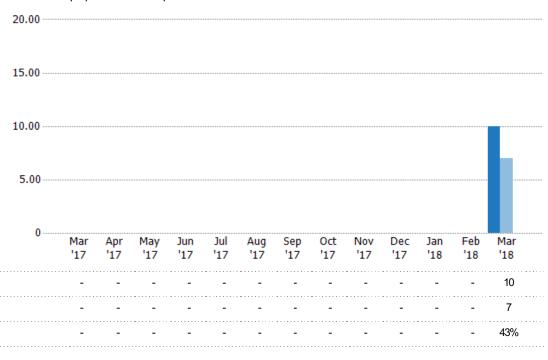




Pending Sales

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





Pending Sales Volume

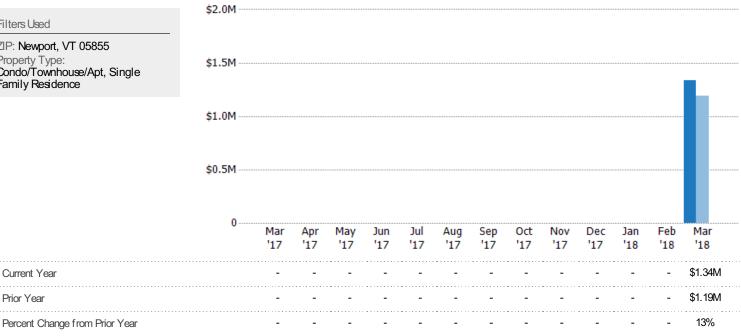
Percent Change from Prior Year

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.







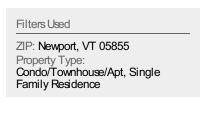
Current Year

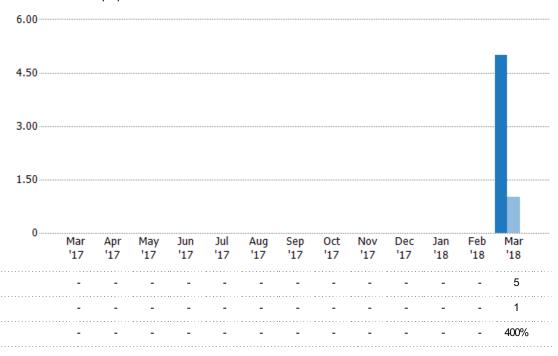




Closed Sales

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





Closed Sales Volume

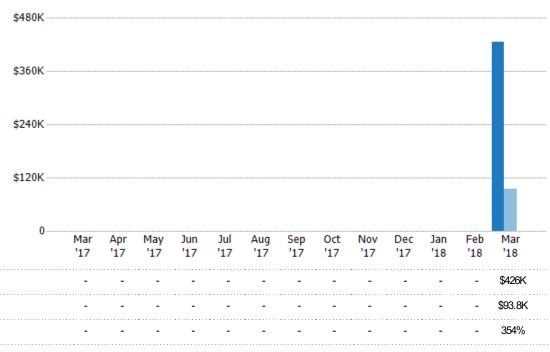
Percent Change from Prior Year

Current Year

Prior Year

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

ZIP: Newport, VT 05855
Property Type:
Condo/Townhouse/Apt, Single
Family Residence





Current Year

Percent Change from Prior Year



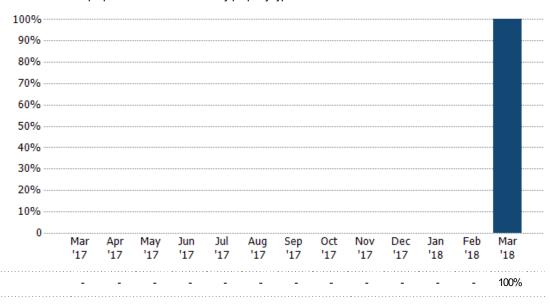


Closed Sales by Property Type

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

Filters Used

ZIP: Newport, VT 05855 Property Type: Condo/Townhouse/Apt, Single Family Residence



Average Sales Price

Single Family Residence

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

Filters Used

ZIP: Newport, VT 05855

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

\$200K \$150K \$100K \$50K Apr May Aug Sep 0ct Feb Mar '17 '17 '17 '17 '17 '17 '17 '18 \$85.2K \$93.8K



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

ZIP: Newport, VT 05855

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

0K								
5K	 	 		 	 			
0K	 			 	 			
0	Mav	 	Aug	 	 	Jan	Feb	 Mar
0		 		 	 	Jan		Mar '18
0	Mav	 	Aug '17 -	 Oct '17 -	 	Jan	Feb	Mar '18 \$79k

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

Current Year
Prior Year

ZIP: Newport, VT 05855 Property Type: Condo/Townhouse/Apt, Single Family Residence

Percent Change from Prior Year

\$100K												•••••
\$75K												
\$50K												
\$25K												
					Aug '17						Feb	Mar '18
-	-	-	-		- -	-	-	- -			-	\$91.4K
-	-	-	-	-	-	-	-	-	-	-	-	\$85.2K



Avg List Price

Avg Sales Price

Avg Sales Price as a % of Avg List 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.

ZIP: Newport, VT 05855
Property Type:
Condo/Townhouse/Apt, Single
Family Residence

\$90K	 	 		 	 	 	
\$68K					 	 	
\$45K	 	 		 	 	 	
\$23K					 	 	
0	 	 	Aug '17	 	 	 	 Mar
0	 	 		 	 	 	 Mar
0	 	 		 	 	 	Mar '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: Newport, VT 05855 Property Type: Condo/Townhouse/Apt, Single Family Residence

Med Sales Price as a % of Med List Price

/K									
)K	 	 	 						
)K	 	 	 						
0K	 		 						
0	 	 	 						
		 	 			Dec '17	Jan '18	Feb '18	Mar '18
0 Mar	 	 	 Sep '17	0ct '17 -	Nov '17	Dec '17		Feb '18	Mar '18
0 Mar	 	 	 Sep '17	0ct '17 -		Dec '17	Jan '18	Feb '18	Mar '18



Avg Est Value

Avg Sales Price

Avg Sales Price as a % of Avg Est Value





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.

ZIP: Newport, VT 05855
Property Type:
Condo/Townhouse/Apt, Single
Family Residence

Med Sales Price as a % of Med Est Value

Median Est Value

Median Sales Price

\$200K												
\$150K												
\$100K												
\$50K												
0 Mar '17		May '17									Feb	Mar
-	-	-	-	-	-	-	-	-	-	-	-	\$119K
-	-	-	-	-	-	-	-	-	-	-	-	\$89.9K
-	-	-	-	-	-	-	-	-	-	-	-	76%



