

# 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	Nov 2018	Nov 2017	+/-	YTD 2018	YTD 2017	+ / -
Listing Activity Charts Metrics						
New Listing Count	9	15	-40%	9	15	-40%
New Listing Volume	\$2,107,700	\$2,831,700	-25.6%	\$2,107,700	\$2,831,700	-25.6%
Active Listing Count	248	_	-	NA	N/A	
Active Listing Volume	\$63,658,200	_	-	NA	N/A	
Average Listing Price	\$256,686	_	-	\$256,686	_	_
Median Listing Price	\$189,000	_	-	\$189,000	_	_
Median Daysin RPR	154.5	_	-	154.5	_	_
Months of Inventory	_	_	-		9.5	_
Absorption Rate	_	_	-		10.48%	_
Sales Activity Charts Metrics						
New Pending Sales Count	20	12	+66.7%	20	12	+66.7%
New Pending Sales Volume	\$3,183,150	\$2,107,900	+51%	\$3,183,150	\$2,107,900	+51%
Pending Sales Count	25	_	-	N/A	NA	
Pending Sales Volume	\$5,805,200	_	-	NA	NA	
Closed Sales Count	25	22	+13.6%	25	22	+13.6%
Closed Sales Volume	\$4,909,850	\$4,108,851	+19.5%	\$4,909,850	\$4,108,851	+19.5%
Average Sales Price	\$196,394	\$186,766	+5.2%	\$196,394	\$186,766	+5.2%
Median Sales Price	\$172,000	\$171,500	+0.3%	\$172,000	\$171,500	+0.3%



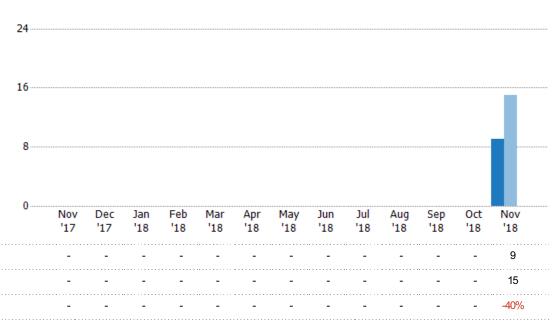




#### **New Listings**

The number of new residential listings that were added each month.





### New Listing Volume

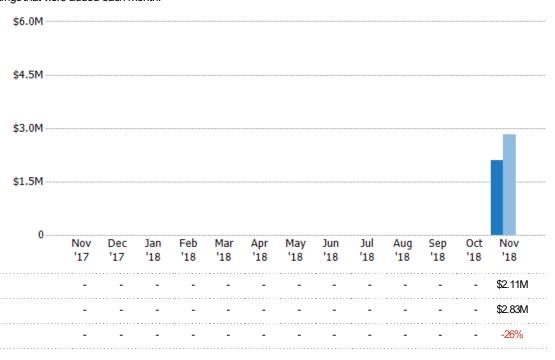
Percent Change from Prior Year

Current Year

Prior Year

The sum of the listing price of residential listings that were added each month.

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



Current Year

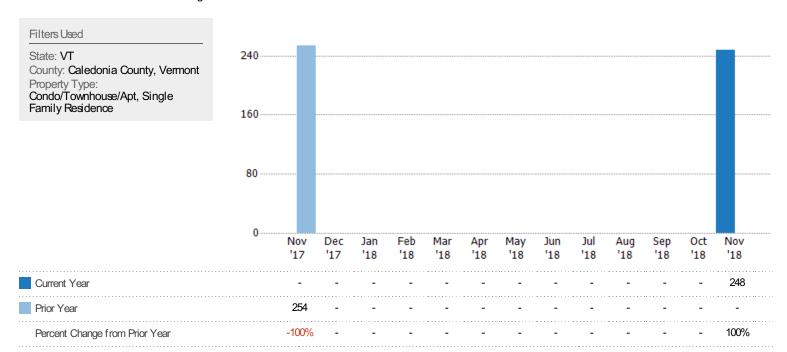
Percent Change from Prior Year

Prior Year



#### **Active Listings**

The number of active residential listings at the end of each month.



### **Active Listing Volume**

The sum of the listing price of active residential listings at the end of each month.



50%

67%

67%

83%

100%

50%

83% 100%



# Market Data Report

### **Average Listing Price**

The average listing price of active residential listings at the end of each month.

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Filters Used	\$300K												***************************************
State: VT County: Caledonia County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	\$225K												
	\$150K												
	\$75K												
	0												
	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	0ct	Nov
	'17	'17	'18	'18	'18	'18	'18	'18	'18	'18	'18	'18	'18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$257K
Prior Year	\$242k	-	-	-	-	-	-	-	-	-	-	-	-

-100% -83% -67% -50% -33% -17%

### **Median Listing Price**

Percent Change from Prior Year

Percent Change from Prior Year

The median listing price of active residential listings at the end of each month.

Filters Used	\$200K												
State: VT County: Caledonia County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	\$150K												
	\$100K \$50K												
	•												
	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$189k
Prior Year	\$179k	· -	-	-	-	-	- -	-	-	-	-	-	-





-17%

0

17%

33%

-50% -33%

-67%

-100% -83%



### 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												
State: VT County: Caledonia County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	150												
	100												
	50												
	0												
	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18
Current Year	-	-		-		-	-	-	-	-		-	155
Prior Year	152	-	-	-	-	-	-	-	-	-	-	-	-
Percent Change from Prior Year	-100%	-83%	-67%	-50%	-33%	-17%	0	17%	33%	50%	67%	83%	100%

## Months of Inventory

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

Filters Used	20												
State: VT County: Caledonia County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	15												
	10												
	5												
	0												
	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	9.19
Prior Year	11	-	-	-	-	-	-	-	-	-	-	-	-
Percent Change from Prior Year	-100%	-83%	-67%	-50%	-33%	-17%	0	17%	33%	50%	67%	83%	100%





#### **Absorption Rate**

The percentage of inventory sold per month.

State: VT

County: Caledonia County, Vermont

Property Type: Condo/Townhouse/Apt, Single

Family Residence

5%	

10%

Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18
-	-	-	-	-		-	-	-			-	11%
9%	-	-	-	-	-	-	-	-	-	-	-	-
9%	7%	6%	4%	2%	1%	-1%	-3%	-4%	-6%	-8%	-9%	-11%

### Active/Pending/Sold Units

The number of residential properties that were Active, Pending and Sold each month.

Fil	ltare	П	haal

Current Year Prior Year

Change from Prior Year

State: VT

County: Caledonia County, Vermont

Property Type: Condo/Townhouse/Apt, Single

Family Residence

88						
15	 	 	 	 	 	 
23	 	 	 	 	 	 

Sold 25





Current Year

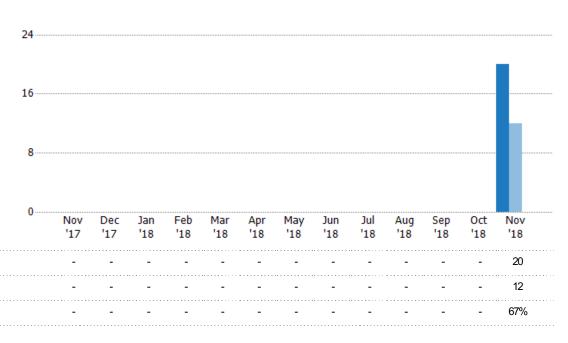
Prior Year

# Market Data Report

#### **New Pending Sales**

The number of residential properties with accepted offers that were added each month.



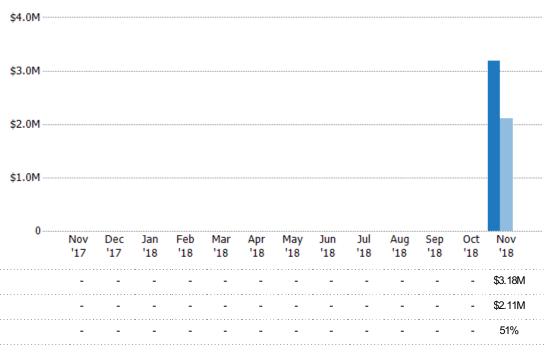


## New Pending Sales Volume

Percent Change from Prior Year

The sum of the sales price of residential properties with accepted offers that were added each month.

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



Current Year

Percent Change from Prior Year

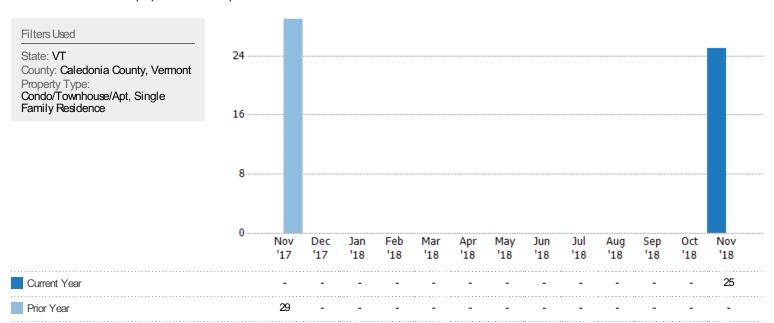
Prior Year

100%

# Market Data Report

#### **Pending Sales**

The number of residential properties with accepted offers that were available at the end each month.



### Pending Sales Volume

Percent Change from Prior Year

The sum of the sales price of residential properties with accepted offers that were available at the end of each month.

-100%





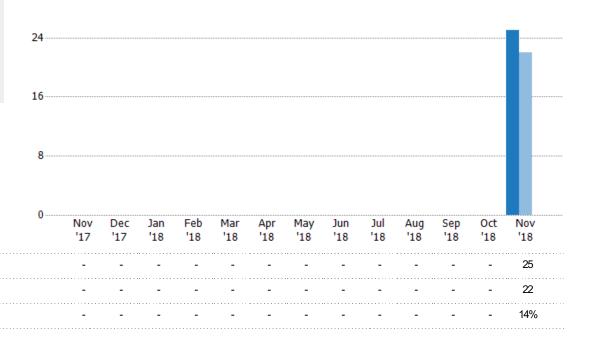


#### **Closed Sales**

The total number of residential properties sold each month.

Filters Used

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



#### **Closed Sales Volume**

Percent Change from Prior Year

Current Year

Prior Year

The sum of the sales price of residential properties sold each month.

Filters Used

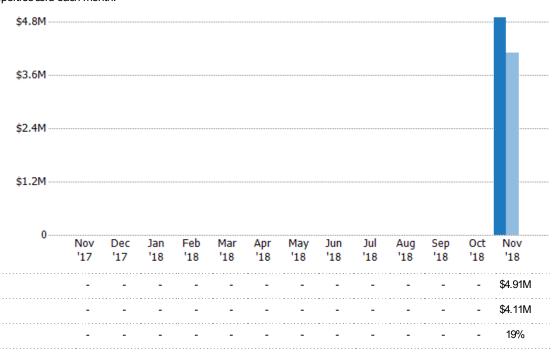
State: VT

County: Caledonia County, Vermont

Property Type:

Condo/Townhouse/Apt, Single

Family Residence



Current Year

Percent Change from Prior Year

Prior Year





#### Closed Sales by Property Type

The percentage of residential properties sold each month by property type.

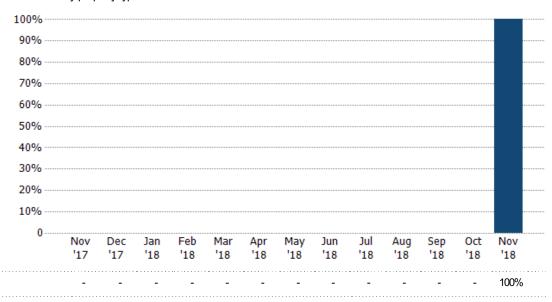


State: VT

County: Caledonia County, Vermont

Property Type: Condo/Townhouse/Apt, Single

Family Residence



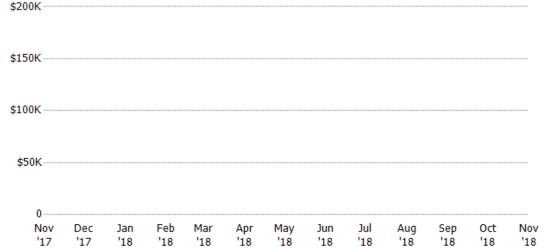
#### **Average Sales Price**

Family Residence

Single Family Residence

The average sales price of the residential properties sold each month.

Filters Used
State: VT County: Caledonia County, Vermont
Property Type: Condo/Townhouse/Apt, Single



Current Year	-	-	-	-	-		-	-		-		-	\$196K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$187K
Percent Change from Prior Vear	_	_	_	_	_	_	_	_	_	_	_	_	5%





#### **Median Sales Price**

The median sales price of the residential properties sold each month.

	\$200K												
Filters Used State: VT													
County: Caledonia County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	\$150K												
,	\$100K												
	\$50K												
	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	0ct	Nov
	'17	'17	'18	'18	'18	'18	'18	'18	'18	'18	'18	'18	'18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$172K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$172K
Percent Change from Prior Year	_	<b>-</b>	-	-	-	-	-	-	-	-	-	-	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.

\$75K

\$300K

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

\$300K

\$225K

Νον Dec Jan Feb Mar Apr May Jun Jul Aug Sep 0ct Nov '17 '18 '18 '18 '18 \$206K

 Avg List Price



\$172K

102%



Median Sales Price

Med Sales Price as a % of Med List Price

# Market Data Report

### 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	\$200K												
State: VT County: Caledonia County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	\$150K												
,	\$100K												
	\$50K												
	0												
	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	0ct	Nov
	'17	'17	'18	'18	'18	'18	'18	'18		'18	'18	'18	'18
Median List Price	-	-	-	-	-	-	-	-	-	- -	-	-	\$169K

### 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.

\$300K · Filters Used State: VT

County: Caledonia County, Vermont Property Type: Condo/Townhouse/Apt, Single	\$225K												
Family Residence	\$150K												
	\$75K												
	0												
	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18
Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$186K
Avg Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$206K
Avg Sales Price as a % of Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	111%







#### 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	\$200K												
State: VT County: Caledonia County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	\$150K												
,	\$100K												
	\$50K											,	
	0												
	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18
Median Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$172K
Median Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$169K
Med Sales Price as a % of Med Est Value	-	-	-	-	-	-	-	-	-	-	-	-	98%



