

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	+/-
ing Activity Charts Metrics						
New Listing Count	9	8	+12.5%	9	8	+12.5%
New Listing Volume	\$1,340,950	\$1,058,750	+26.7%	\$1,340,950	\$1,058,750	+26.7%
Active Listing Count	87	-	-	N/A	N⁄A	
Active Listing Volume	\$15,062,679	-	-	NA	N⁄A	
Average Listing Price	\$173,134	_	-	\$173,134	_	_
Median Listing Price	\$154,900	_	-	\$154,900	_	-
Median Days in RPR	152	_	-	152	_	-
Months of Inventory	_	_	-	_	10.9	-
Absorption Rate	-	-	-	_	9.2%	_
es Activity Charts Metrics						
New Pending Sales Count	5	6	-16.7%	5	6	-16.7%
New Pending Sales Volume	\$1,366,800	\$846,900	+61.4%	\$1,366,800	\$846,900	+61.4%
Pending Sales Count	10	-	-	N/A	N/A	
Pending Sales Volume	\$1,668,000	_	-	N/A	N/A	
Closed Sales Count	8	12	-33.3%	8	12	-33.3%
Closed Sales Volume	\$1,555,500	\$1,782,100	-12.7%	\$1,555,500	\$1,782,100	-12.7%
Average Sales Price	\$194,438	\$148,508	+30.9%	\$194,438	\$148,508	+30.9%
Median Sales Price	\$152,500	\$118,500	+28.7%	\$152,500	\$118,500	+28.7%





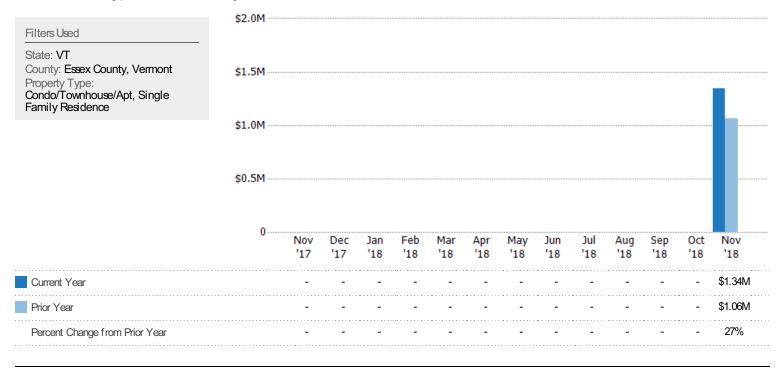
New Listings

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

	10.00														
Filters Used State: VT County: Essex County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	7.50														
	5.00														
	2.50														
		Nov	Dec	Jan	Feb	Mar		May	Jun	Jul	Aug	Sep	Oct	Nov	
		'17	'17	'18	'18	'18	'18	'18	'18	'18	'18	'18	'18	'18	
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	9	
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	8	
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	13%	

New Listing Volume

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



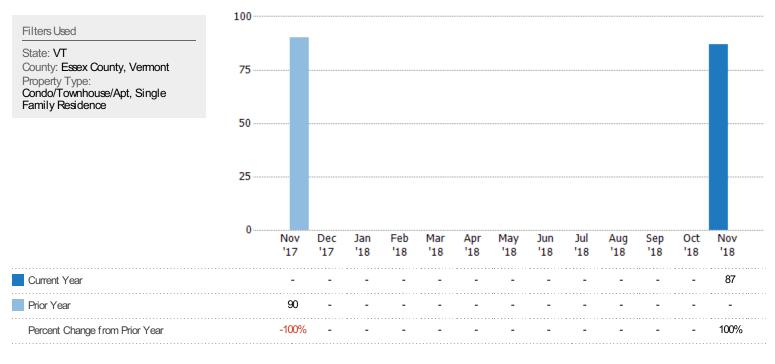
RPR

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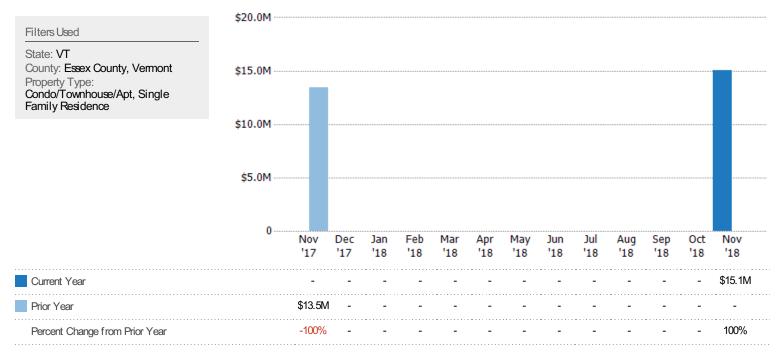
Active Listings

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.



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Average Listing Price

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

County: Essex County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence													
	\$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	0ct '18	Nov '18
Current Year													
Current Year Prior Year		'17 _											'18

Median Listing Price

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

Filters Used	\$200K												
State: VT County: Essex County, Vermont Property Type: Condo/Townhouse/Apt, Single	\$150K												
Family Residence	\$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
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$155K
Prior Year	\$122K	-	-	-	-	-	-	-	-	-	-	-	-
Percent Change from Prior Year	-100%	-83%	-67%	-50%	-33%	-17%	0	17%	33%	50%	67%	83%	100%





Median Days in RPR

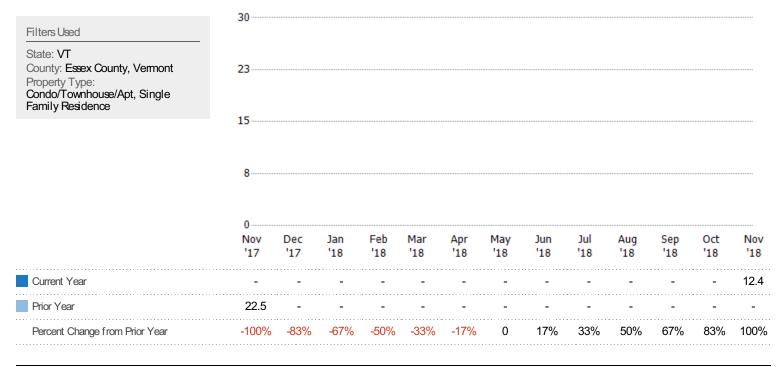
The median number of days between when residential properties are first displayed as active listings in RPR and when accepted offers have been noted in RPR.

	200												
Filters Used State: VT County: Essex County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	150												
	100												
	50 0 Nov	Dec	Jan	Feb	Mar	Apr	Мау	Jun	Jul	Aug	Sep	Oct	
	'17	'17	'18	'18	'18	'18	'18	'18	'18	'18	'18	'18	'18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	152

Prior Year	145	-	-	-	-	-	-	-	-	-	-	-	-

Months of Inventory

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







Absorption Rate

The percentage of inventory sold per month.

	10%
Filters Used	
State: VT	
County: Essex County, Vermont	
Property Type: Condo/Townhouse/Apt, Single Family Residence	
Family Residence	
	5%

	0												
	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	0ct '18	Nov '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	8%
Prior Year	4%	-	-	-	-	-	-	-	-	-	-	-	-
Change from Prior Year	4%	3%	2%	1%	0%	-1%	-2%	-3%	-4%	-5%	-6%	-7%	-8%

Active/Pending/Sold Units

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

Filters Used	9.00												
State: VT County: Essex County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	6.75												
	4.50												
	2.25												
	0												
	Nov '17	Dec '17	Jan '18	Feb '18		Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18
Sold	-	-	-	-	-	-	-	-	-	-	-	-	8





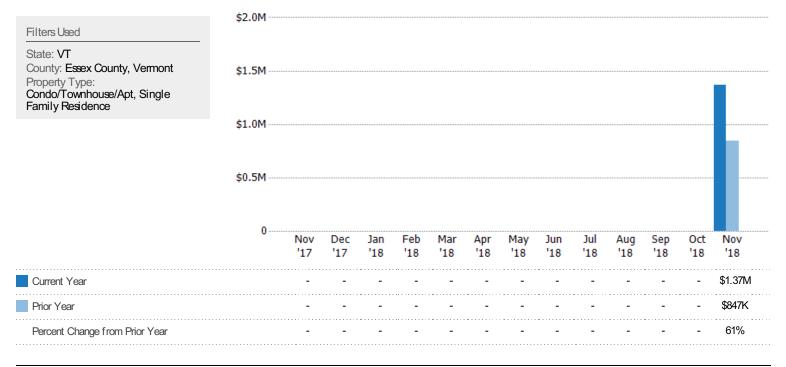
New Pending Sales

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

Filters Used State: VT County: Essex County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	5.40														
	1.80														
	0	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	0ct '18	Nov '18	
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	5	
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	6	
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	-17%	

New Pending Sales Volume

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

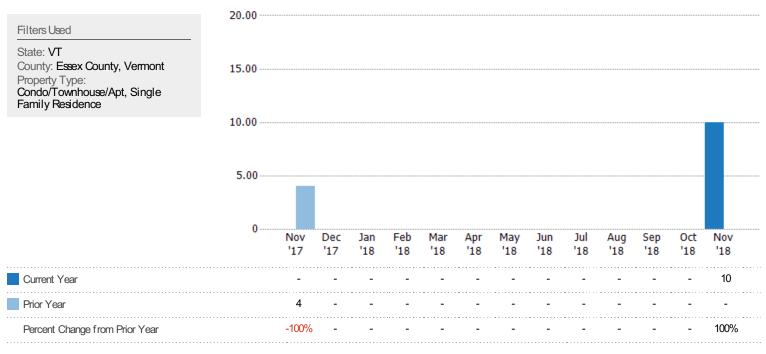






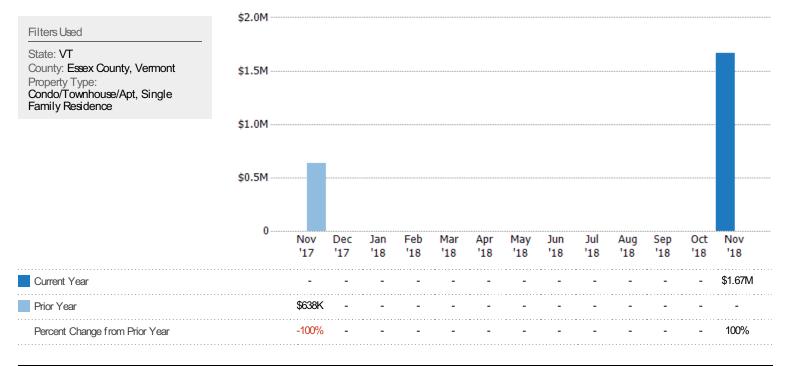
Pending Sales

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



Pending Sales Volume

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







Closed Sales

The total number of residential properties sold each month.

Filters Used	20													
State: VT County: Essex County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	15													
	10													
	0													
	0	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18		Sep '18	Oct '18	Nov '18
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	8
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	12
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	-33%

Closed Sales Volume

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







Closed Sales by Property Type

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

Single Family Residence		-	-	-	-	-	-	-	-	-	-	-	-	100%)
	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	
	0														
	10%														
	20%														
	30%														
	40%														
	50%														
Condo/Townhouse/Apt, Single Family Residence	60%														
Property Type: Condo/Townhouse/Apt, Single	70%														
State: VT County: Essex County, Vermont	80%														
Filters Used	90%														
	100%														

Average Sales Price

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

Filters Used	\$200K
State: VT County: Essex County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	\$150K
Family Residence	\$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	-	-	-	-	-	-	-	-	-	-	-	-	\$194K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$149K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	31%





Median Sales Price

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

	\$200K ······												
Filters Used State: VT													
County: Essex County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	\$150K												
Family Residence	\$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	'18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$153K
Prior Year													
	-	-	-	-	-	-	-	-	-	-	-	-	\$119K
Percent Change from Prior Year	-	-	-	-	-	-	-				- -		\$119K 29%

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	\$300K ······												
State: VT County: Essex County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	\$225K												
	\$150K												
	\$75K												
	0	Dec	1-10	Eab	Mar	Apr	May	lun	11	Aug	Con	0.+	Nev
	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	0ct '18	Nov '18
Avg List Price	-	-	-	-	-	-	-	-	-	-	-	-	\$206K
Avg Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$194K
Avg Sales Price as a % of Avg List Price	-	-	-	-	-	-	-	-	-	-	-	-	94%

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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 State: VT													
County: Essex County, Vermont Property Type: Condo/Townhouse/Apt, Single	\$150K												
Family Residence	\$100K												
	φ100Λ												
	\$50K												
	0	D											
	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	0ct '18	Nov '18
Median List Price	-	-	-	-	-	-	-	-	-	-	-	-	\$155K
Median Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$153K
Med Sales Price as a % of Med List Price	-	-	-	-	-	-	-	-	-	-	-	-	99%

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.

Filter I lead	\$300K ······												
Filters Used State: VT County: Essex County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	\$225K												
	\$150K												
	\$75K												
	0	Dac	1	Fab	Mar	Ann	Max	1	1 l	A	Con	0.+	Nex
	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	0ct '18	Nov '18
Avg Est Value	_	-	-	-	-	-	-	-	-	-	-	-	\$114K
Avg Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$206K
Avg Sales Price as a % of Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	181%

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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.

	\$200K ······												
Filters Used													
State: VT County: Essex County, Vermont	\$150K												
Property Type:													
Condo/Townhouse/Apt, Single Family Residence													
	\$100K												
	\$50K												
	400nt												
	0									A			
	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	-	-	-	-	-	-	-	-	-	-	-	-	\$99K
Median Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$155K
Med Sales Price as a % of Med Est Value	-	-	-	-	-	-	-	-	-	-	-	-	156%

