

## Summary of Key Listing and Sales Metrics

A summary of the key metrics selected to be included in the report. MLS sources where licensed.

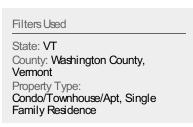
+ / -	YTD 2017	YTD 2018	+ / -	Nov 2017	Nov 2018	Key Metrics
						Listing Activity Charts Metrics
-25.5%	47	35	-25.5%	47	35	New Listing Count
-22.8%	\$13,404,800	\$10,351,800	-22.8%	\$13,404,800	\$10,351,800	New Listing Volume
	N/A	NA	-	_	401	Active Listing Count
	N/A	NA	-	_	\$140,162,463	Active Listing Volume
_	_	\$349,532	-	_	\$349,532	Average Listing Price
_	_	\$260,000	-	_	\$260,000	Median Listing Price
_	_	141	-	_	141	Median Days in RPR
_	7.2	_	-	_	_	Months of Inventory
_	13.97%	_	-	_	_	Absorption Rate
		• • • • • • • • • • • • • • • • • • • •			•••••	Sales Activity Charts Metrics
-25%	40	30	-25%	40	30	New Pending Sales Count
-26.4%	\$9,939,700	\$7,316,700	-26.4%	\$9,939,700	\$7,316,700	New Pending Sales Volume
	N/A	N/A	-	_	68	Pending Sales Count
	N/A	N/A	-	_	\$17,357,000	Pending Sales Volume
-11.5%	61	54	-11.5%	61	54	Closed Sales Count
+3.9%	\$13,716,625	\$14,253,929	+3.9%	\$13,716,625	\$14,253,929	Closed Sales Volume
+17.4%	\$224,863	\$263,962	+17.4%	\$224,863	\$263,962	Average Sales Price
+4.4%	\$200,000	\$208,750	+4.4%	\$200,000	\$208,750	Median Sales Price

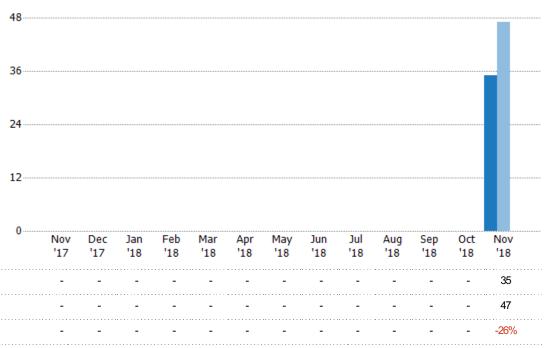




#### **New Listings**

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





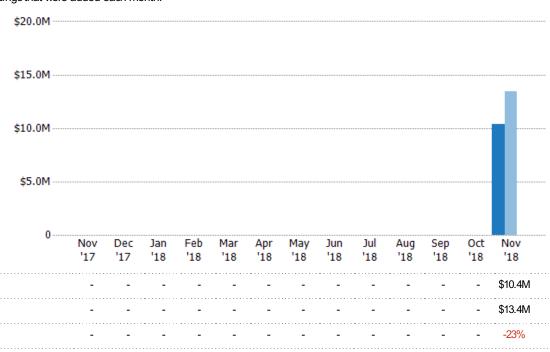
### **New Listing Volume**

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: Washington County,
Vermont
Property Type:
Condo/Townhouse/Apt, Single
Family Residence



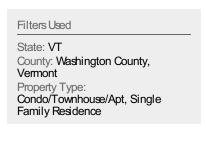
Current Year

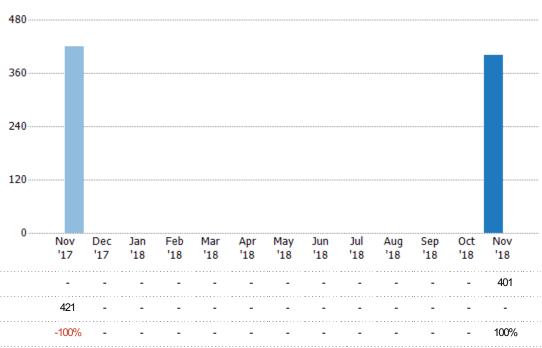
Percent Change from Prior Year



#### **Active Listings**

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



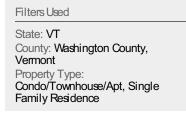


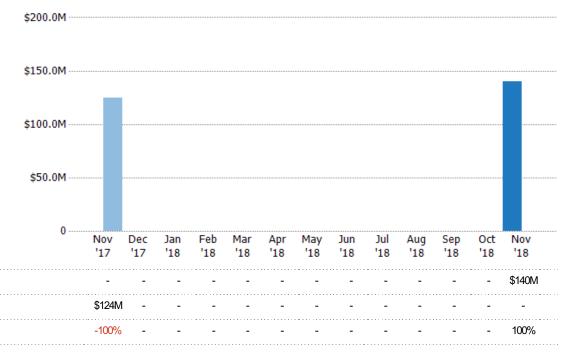
### **Active Listing Volume**

Percent Change from Prior Year

Current Year
Prior Year

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





Current Year

Percent Change from Prior Year



67%

83% 100%



## Market Data Report

### **Average Listing Price**

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

Current Year	-			_	-	_	-	-		-			\$350K
	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												
	\$100K												
Condo/Townhouse/Apt, Single Family Residence	\$200K												
State: VT County: Washington County, Vermont Property Type:	\$300K												
Filters Used	\$400K												

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

### **Median Listing Price**

Percent Change from Prior Year

Prior Year

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

\$295K

¢300K

Filters Used	\$300K												
State: VT County: Washington County, Vermont	\$225K												
Property Type: Condo/Townhouse/Apt, Single 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

	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	-	-	-	-	-	-	-	-	-	-	-	-	\$260K
Prior Year	\$211K	-	-	-	-	-	-	-	-	-	-	-	-
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.

Filters Used	200												
State: VT County: Washington County, Vermont Property Type: Condo/Townhouse/Apt, Single	150												
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
	17	17	10	10	10	10	10	10	10	10	10	10	10
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	141
Prior Year	152	-	-	-	-	-	-	-	-	-	-	-	-
Percent Change from Prior Year	-100%	-83%	-67%	50%	330/	170/	Λ	17%	33%	50%	67%	83%	100%

### Months of Inventory

Percent Change from Prior Year

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

-100%

-83%

-67%

-50%

-33%

-17%

0

17%

33%

50%

67%

83%

Filters Used	10.00												
State: VT County: Washington County, Vermont Property Type:	7.50												
Condo/Townhouse/Apt, Single Family Residence	5.00												
	2.50												
	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	-	-	-	-	-	- -	-	-	- -	-	- -	-	7.57
Prior Year	9.36	-	-	-	-	-	-	-	-	-	-	-	-



100%



### **Absorption Rate**

The percentage of inventory sold per month.

State: VT

County: Washington County,

Vermont

Current Year
Prior Year

Change from Prior Year

Property Type: Condo/Townhouse/Apt, Single

Family Residence

15%	

10%

96 ......

	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
	-	-	-				-						13%
	11%	-	-	-	-	-	-	-	-	-	-	-	-
• •	11%	9%	7%	5%	3%	1%	-1%	00/	-5%	-7%	-9%	-11%	-13%

### Active/Pending/Sold Units

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

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

**15** 

15

Nov	Dec	Jan	Feb			May			Aug		Oct		
'1/	'17	'18	'18	'18	'18	'18	'18	'18	'18	'18	'18	'18	
												T 4	



Sold



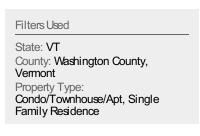
Current Year

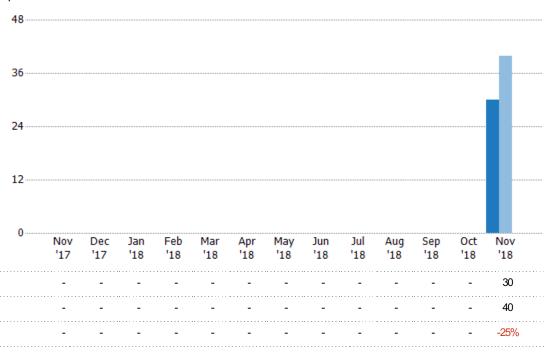
Prior Year

### Market Data Report

### **New Pending Sales**

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



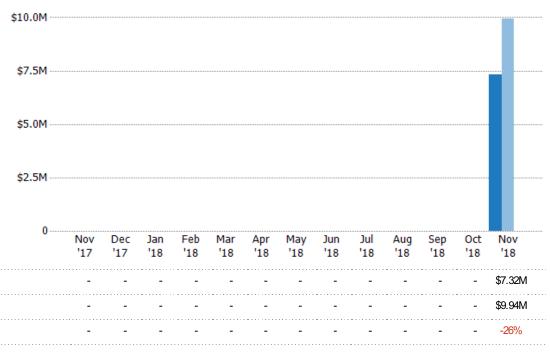


### New Pending Sales Volume

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: Washington County,
Vermont
Property Type:
Condo/Townhouse/Apt, Single
Family Residence

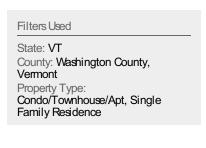


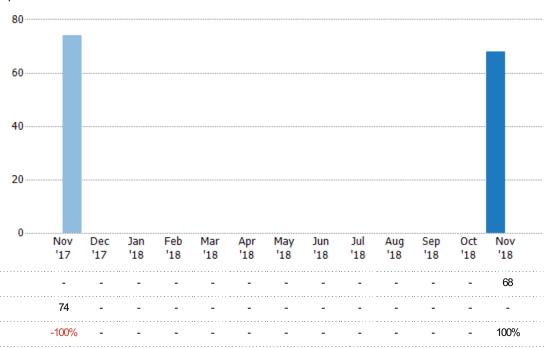
Current Year

Percent Change from Prior Year

#### **Pending Sales**

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





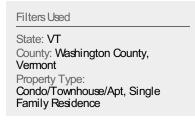
### Pending Sales Volume

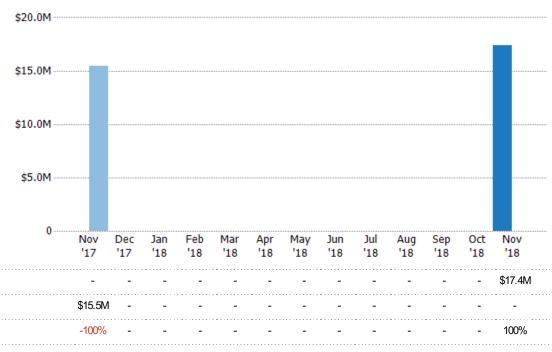
Percent Change from Prior Year

Current Year

Prior Year

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





Current Year

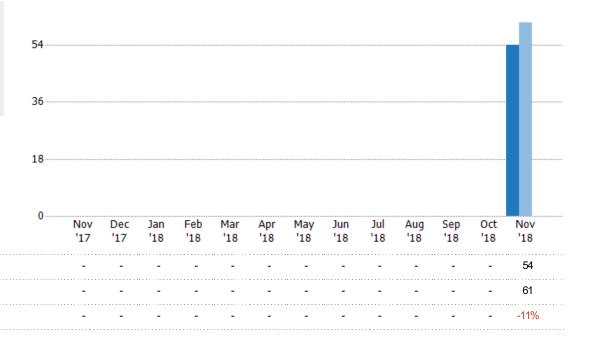
Percent Change from Prior Year

#### **Closed Sales**

The total number of residential properties sold each month.

Filters Used

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



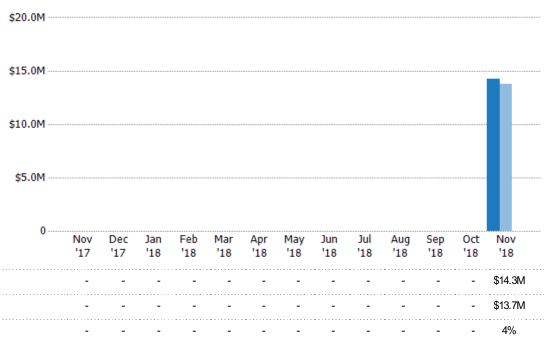
#### **Closed Sales Volume**

Percent Change from Prior Year

Current Year
Prior Year

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

State: VT
County: Washington 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 residential properties sold each month by property type.

Filters Used

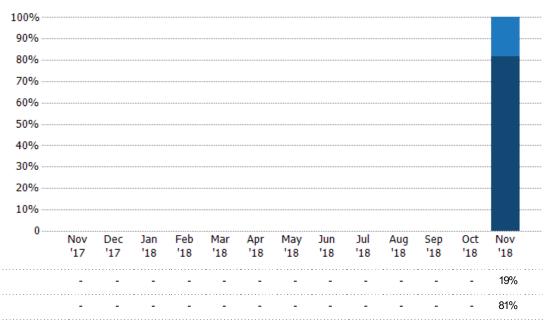
State: VT

County: Washington County,

Vermont

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

Condo/Townhouse



### **Average Sales Price**

Single Family Residence

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

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

Family Residence

Current Year Prior Year

Percent Change from Prior Year

\$300K \$225K \$150K

\$75K

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
 -	-	-	-	-	-	-	-	-		-	-	\$264K
 -	-	-	-	-	-	-	-	-		-	-	\$225K
 _	_	_	_	_	_	_	_	_	_	_	_	17%





\$200K

4%



## Market Data Report

#### **Median Sales Price**

Percent Change from Prior Year

The median sales price of the residential properties sold each month

Filters Used	\$300K												
State: VT County: Washington 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
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$209K

### Average Sales Price vs Average Listing Price

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

	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	0ct	Nov
	0												
	\$75K												
Property Type: Condo/Townhouse/Apt, Single Family Residence	\$150K												•••••
State: VT County: Washington County, Vermont Property Type:	\$225K												
Filters Used	\$300K												***********

	'17	'17	'18	'18	'18	'18	'18	'18	'18	'18	'18	'18	'18
Avg List Price	-	-	-	-	-	-	-	-	-	-	-	-	\$273K
Avg Sales Price	-	_	-	-	-	_	-	-	-	_	-	-	\$264K
Avg Sales Price as a % of Avg List Price	-	-	_	-	-	-	-	-	-	-	-	_	97%





\$209K

95%



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.

	\$300K												
Filters Used	· ·												
State: VT													
County: Washington County, Vermont	\$225K												
Property Type:													
Condo/Townhouse/Apt, Single Family Residence	\$150K												
,	Ψ130Κ												
	\$75K												
	0												
	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov
	'17	'17	'18	'18	'18	'18	'18	'18	'18	'18	'18	'18	'18
Median List Price	-	-	_	-	-	-		-	-	-	-	-	\$220K

### 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	\$300K
State: VT County: Washington County, Vermont	\$225K
Property Type: Condo/Townhouse/Apt, Single 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	-	-	-	-	-	-	-	-	-	-	-	-	\$271K
Avg Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$273K
Avg Sales Price as a % of Avg Est Value	_	_	_	_	_	_		_	- -	_	_	_	101%







### 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	\$300K												
State: VT County: Washington 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
Median Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$206K
Median Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$220K
Med Sales Price as a % of Med Est Value	-	-	-	-	-	-	-	-	-	-	-	-	107%



