

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
+14.3%	49	56	+14.3%	49	56	New Listing Count
-8.5%	\$19,225,400	\$17,599,700	-8.5%	\$19,225,400	\$17,599,700	New Listing Volume
	NA	NA	-	_	626	Active Listing Count
	NA	NA	-	_	\$237,472,364	Active Listing Volume
_	_	\$379,349	-	_	\$379,349	Average Listing Price
_	_	\$254,500	-	_	\$254,500	Median Listing Price
_	_	162	-	_	162	Median Daysin RPR
_	8.7	_	-	_	_	Months of Inventory
_	11.5%	_	-	_	_	Absorption Rate
			:			Sales Activity Charts Metrics
+8.3%	60	65	+8.3%	60	65	New Pending Sales Count
-10.3%	\$16,830,099	\$15,094,800	-10.3%	\$16,830,099	\$15,094,800	New Pending Sales Volume
	NA	NA	-	_	82	Pending Sales Count
	NA	NA	-	_	\$23,228,099	Pending Sales Volume
+13.3%	60	68	+13.3%	60	68	Closed Sales Count
-10.7%	\$19,241,488	\$17,181,250	-10.7%	\$19,241,488	\$17,181,250	Closed Sales Volume
-21.2%	\$320,691	\$252,665	-21.2%	\$320,691	\$252,665	Average Sales Price
+9.1%	\$192,000	\$209,500	+9.1%	\$192,000	\$209,500	Median Sales Price



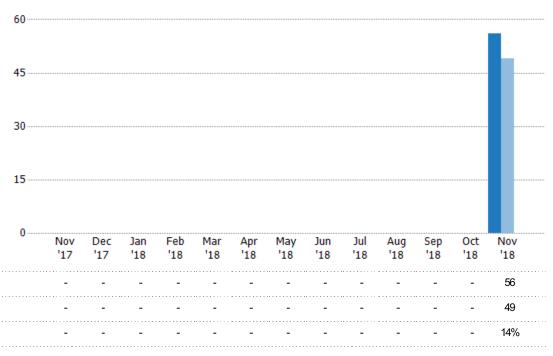




New Listings

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





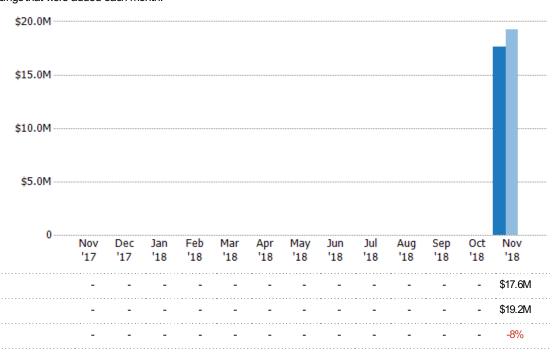
New Listing Volume

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



Current Year

Percent Change from Prior Year

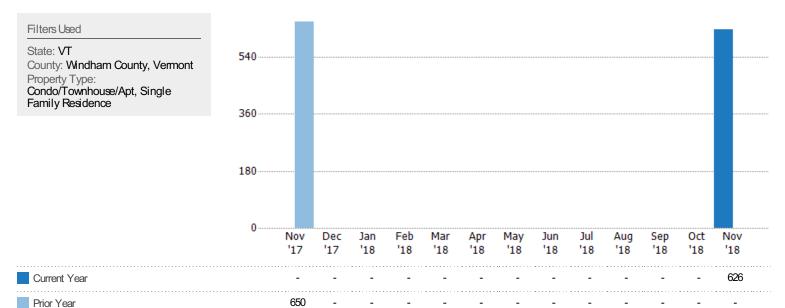


100%

Market Data Report

Active Listings

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

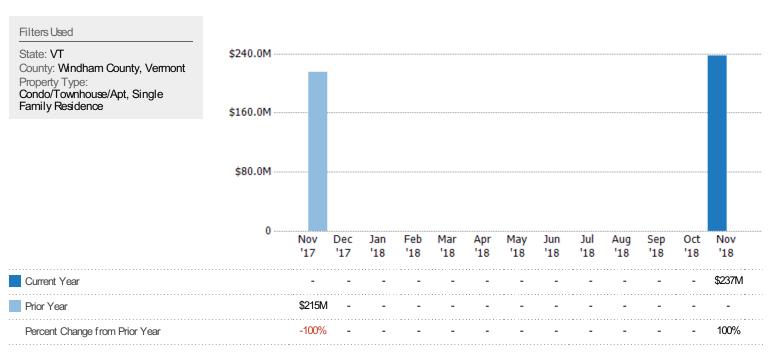


Active Listing Volume

Percent Change from Prior Year

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

-100%



Nov '18

\$379K

83% 100%

67%



Market Data Report

Average Listing Price

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

	0 Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul	Aug '18	Sep	0ct '18
	\$100K											
Family Residence	\$200K											
State: VT County: Windham County, Vermont Property Type: Condo/Townhouse/Apt, Single	\$300K											
Filters Used	\$400K											

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

Median Listing Price

Percent Change from Prior Year

Current Year

Prior Year

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

\$331K

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

\$300K												
\$225K												
\$150K												
\$75K												
0 Nov '17	Dec	Jan	Feb	Mar	Apr	May	Jun '18	Jul	Aug	Sep		Nov
-	- 17 	-	-	-	-	-	-	-	-	-	-	\$255K
\$227K	-	-	-	-		-	-	-	-	-	-	-
-100%	-83%						17%			67%	83%	100%



Current Year
Prior Year

Percent Change from Prior Year





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												
State: VT County: Windham County, Vermont	150												
Property Type: Condo/Townhouse/Apt, Single Family Residence													
	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	-	-	-	-	-	-	-	-	-	-	-	-	162
Prior Year	153	-	-	-	-	-	-	-	-	-	-	-	-
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.

	20												
Filters Used													
State: VT	15												
County: Windham County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	19												
raniny radianse	10												
	5												
	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	-	-	-	-	-	-	-	-	-	-	-	-	9.94
Prior Year	13.3	-	-	-	-	-	-	-	-	-	-	-	-





Absorption Rate

Family Residence

Current Year
Prior Year

Change from Prior Year

The percentage of inventory sold per month.

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

15%	

10%

5% ------

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
-	-	-	-	-	-	-	-	-	-	-	-	10%
8%	-	-	-	-	-	-	-	-	-	-	-	-
8%	6%	5%	3%	2%	0%	-1%	-3%	-4%	-6%	-7%	-9%	-10%

Active/Pending/Sold Units

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

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



Sold



Current Year

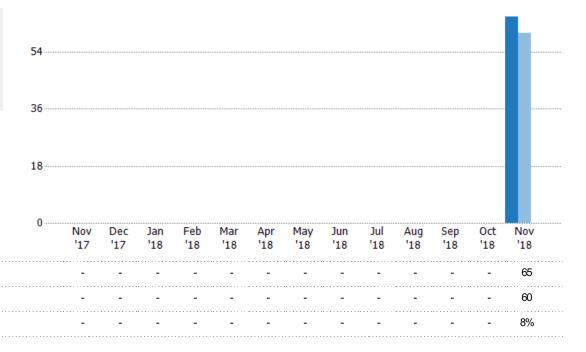
Prior Year

Market Data Report

New Pending Sales

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



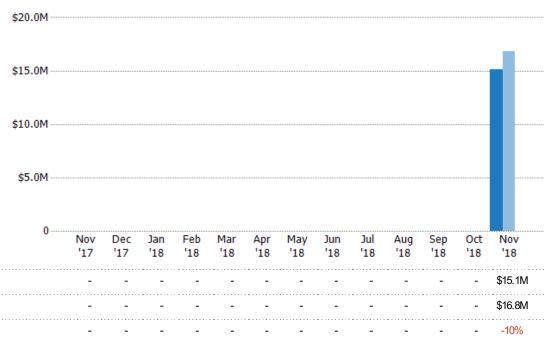


New Pending Sales Volume

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



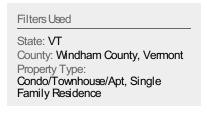
Current Year

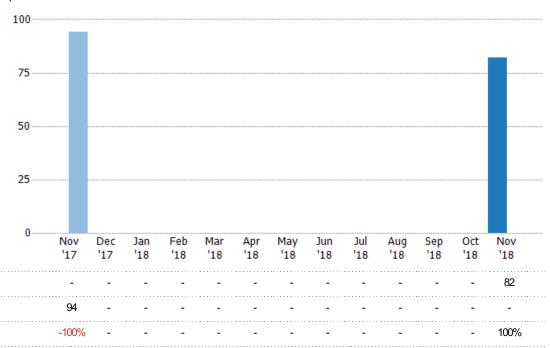
Percent Change from Prior Year



Pending Sales

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





Pending Sales Volume

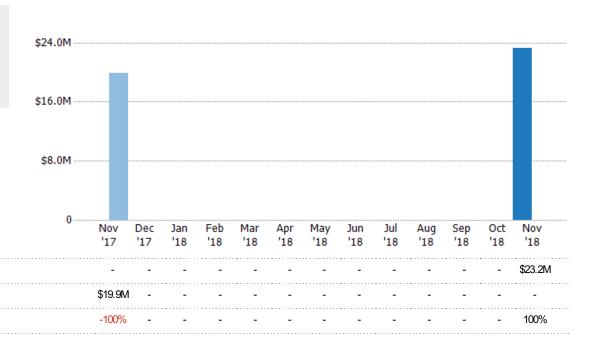
Percent Change from Prior Year

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.

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



Current Year

Percent Change from Prior Year



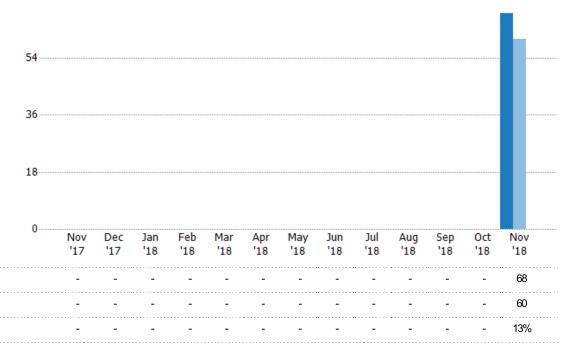


Closed Sales

The total number of residential properties sold each month.

Filters Used

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



Closed Sales Volume

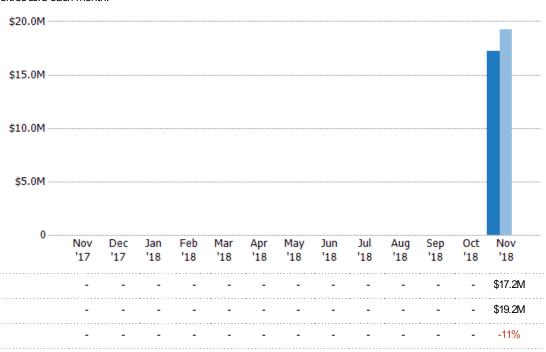
Percent Change from Prior Year

Current Year

Prior Year

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

State: VT
County: Windham 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: Windham County, Vermont

Property Type: Condo/Townhouse/Apt, Single

Family Residence

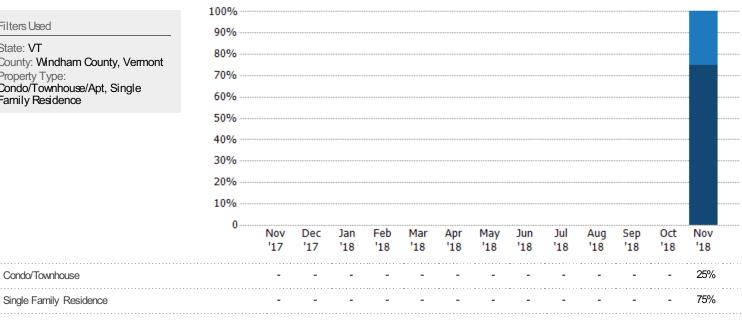
Condo/Townhouse

Family Residence

Current Year

Percent Change from Prior Year

Prior Year



Average Sales Price

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

\$100K

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

\$400K \$300K \$200K

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 \$253K \$321K -21%





9%



Market Data Report

Median Sales Price

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

Filters Used	\$300K												
State: VT County: Windham County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	\$225K												
	\$150K												************
	\$75K												
	0							-	- 1				
	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	-	-	-	-	-	-	-	-	-	-	-	-	\$210K
Prior Year	-	- -	-	-	-	-	- -	-	-	-	-	-	\$192K

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

Avg Sales Price as a % of Avg List Price

Percent Change from Prior Year

0K												
EI/												
5K												
0 Nov	Dec											
Nov		Jan		Mar	Apr	May '18	Jun	Jul	Aug '18	Sep	Oct	Nov
Nov	Dec	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug	Sep '18	Oct '18	Nov '18
Nov	Dec	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

Avg Sales Price



\$210K

96%



Median List Price

Median Sales 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
State: VT County: Windham County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence

50K	 	 	•••••	 	 	 	
75K	 	 		 	 	 	

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: Windham 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

)K												
												•••••
5K												
0 Nov									Aua			No
Nov		Jan		Mar		May '18			Aug '18	Sep	Oct	No
Nov	Dec	Jan	Feb	Mar					Aug	Sep	Oct	
Nov	Dec	Jan	Feb	Mar	Apr '18	May '18	Jun '18	Jul '18	Aug	Sep '18	Oct '18	No '1 \$24



Avg Est Value

Avg Sales Price





Median Est Value

Median Sales Price

Market Data Report

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

Med Sales Price as a % of Med Est Value

5K	 	 	 	 	 	
0K	 	 		 	 	
5K	 	 				
5K		 	 	 	 	
0	 	 		 		



