

# 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	43	50	-14%	43	50	-14%
New Listing Volume	\$12,964,600	\$18,822,800	-31.1%	\$12,964,600	\$18,822,800	-31.1%
Active Listing Count	600	-	-	NA	N⁄A	
Active Listing Volume	\$300,657,195	-	-	NA	N⁄A	
Average Listing Price	\$501,095	_	-	\$501,095	_	_
Median Listing Price	\$290,000	_	-	\$290,000	_	_
Median Days in RPR	171	_	-	171	_	_
Months of Inventory	_	_	-	_	11.1	_
Absorption Rate	_	-	-	_	9%	_
Sales Activity Charts Metrics						
New Pending Sales Count	48	50	-4%	48	50	-4%
New Pending Sales Volume	\$14,161,600	\$13,462,600	+5.2%	\$14,161,600	\$13,462,600	+5.2%
Pending Sales Count	78	-	-	N/A	N∕A	
Pending Sales Volume	\$21,988,100	-	-	N/A	N∕A	
Closed Sales Count	67	61	+9.8%	67	61	+9.8%
Closed Sales Volume	\$16,851,580	\$20,257,530	-16.8%	\$16,851,580	\$20,257,530	-16.8%
Average Sales Price	\$251,516	\$332,091	-24.3%	\$251,516	\$332,091	-24.3%
Median Sales Price	\$193,000	\$227,500	-15.2%	\$193,000	\$227,500	-15.2%





### New Listings

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

Filters Used	60													
State: VT County: Windsor County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	45													
	30													
	15													
	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
		17	17	10	10	10	10	10	10	10	10	10	10	
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	43
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	50
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	-14%

#### New Listing Volume

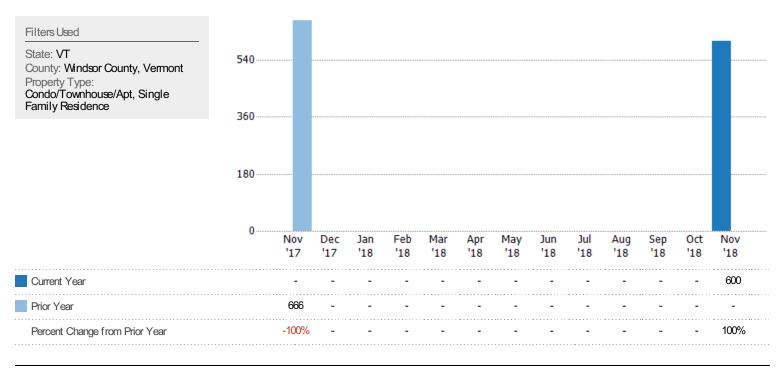
The sum of the listing price of residential listings that were added each month.

	\$20.0M													
Filters Used State: VT County: Windsor County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	\$15.0M													
	\$10.0M													
	\$5.0M													
		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			10	10	10	10			
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	\$13M
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	\$18.8M
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	-31%



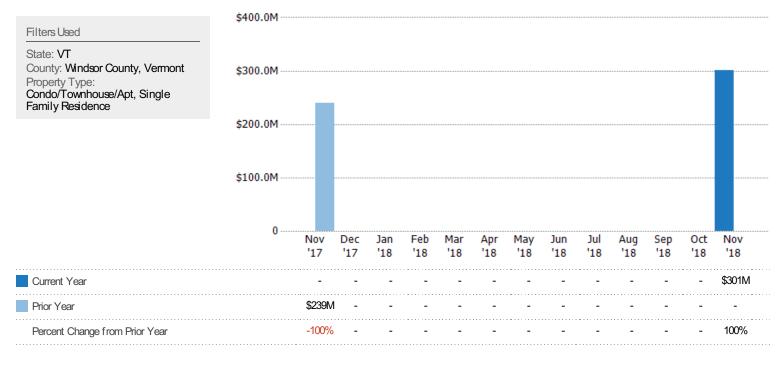
### Active Listings

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.



囼



#### Average Listing Price

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

Filters Used	\$600K												
State: VT County: Windsor County, Vermont Property Type: Condo/Townhouse/Apt, Single	\$450K												
Family Residence	\$300K												
	\$150K												
	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	-	-	-	-	-	-	-	-	-	-	-	-	\$501K
Prior Year	\$359K		-	-	-	-	-	-	-	-	-	-	-
Percent Change from Prior Year			-67%	-50%				17%	33%	50%	67%	83%	100%

### Median Listing Price

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

Filters Used	\$300K ······												
State: VT County: Windsor 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	-	-	-	-	-	-	-	-	-	-	-	-	\$290K
Prior Year	\$239K	-	-	-	-	-	-	-	-	-	-	-	-
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: Windsor County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	150												
	100												
	50	Dec	Jan	Eab	Mar	Apr			Jul	Δυσ	Con	0.4	
	'17	'17	'18	'18	18	'18	May '18	Jun '18	'18	Aug '18	Sep '18	0ct '18	18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	171
Prior Year	154	-	-	-	-	-	-	-	-	-	-	-	-
Percent Change from Prior Year	-100%	-83%		-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: Windsor 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	0ct '18	Nov '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	10.7
Prior Year	13.1	-	-	-	-	-	-	-	-	-	-	-	-
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.

Eltern Llord	10%
Filters Used	
State: VT	
County: Windsor County, Vermont	
Property Type:	
Property Type: Condo/Townhouse/Apt, Single 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	Oct '18	Nov '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	9%
Prior Year	8%	-	-	-	-	-	-	-	-	-	-	-	-
Change from Prior Year	8%	6%	5%	3%	2%	1%	-1%	-2%	-4%	-5%	-7%	-8%	-9%

## Active/Pending/Sold Units

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

	70												
Filters Used													
State: VT													
County: Windsor County, Vermont	53												
Property Type:													
Property Type: Condo/Townhouse/Apt, Single Family Residence													
Family Residence													
	35												
	18												
	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
Sold	-	-	-	-	-	-	-	-	-	-	-	-	67





# New Pending Sales

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

Filters Used	60													
State: VT County: Windsor County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	45													
	30													
	15													
	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		-	-	-	-	-	-	-	-	-	-	-	-	48
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	50
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	-4%

### New Pending Sales Volume

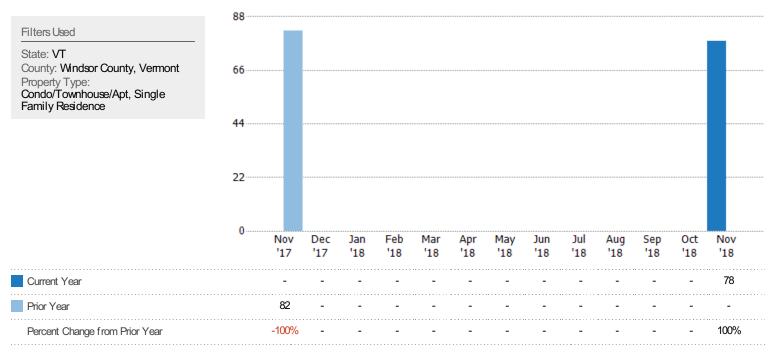
The sum of the sales price of residential properties with accepted offers that were added each month.

Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	5%
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	\$13.5M
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	\$14.2M
	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
	\$10.0M													
Property Type: Condo/Townhouæ/Apt, Single Family Residence	¢10.0M													
Filters Used State: VT County: Windsor County, Vermont	\$15.0M													
	\$20.0M ······													



## 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.



囼



### **Closed Sales**

The total number of residential properties sold each month.

Filters Used State: VT County: Windsor County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	54													
	18													
	0	Nov '17	Dec '17		Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18		Sep '18	Oct '18	Nov '18
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	67
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	61
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	10%

### **Closed Sales Volume**

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

Filters Used   State: VT   County: Windsor County, Vermont   Property Type:   Condo/Townhouse/Apt, Single   Family Residence   \$16.0M	
\$8.0M	
0 Nov Dec Jan Feb Mar Apr May Jun Jul Aug Sep Oct '17 '17 '18 '18 '18 '18 '18 '18 '18 '18 '18 '18	Nov '18
Current Year	\$16.9M
	\$20.3M
Percent Change from Prior Year	-17%



### Closed Sales by Property Type

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

	100%														
Filters Used	90%														
State: VT County: Windsor County, Vermont	80%														
Property Type: Condo/Townhouse/Apt, Single	70%													-	
Condo/Townhouæ/Apt, Single Family Residence	60%													-	
	50%														
	40%														
	30%														
	20%														
	10%													-	
	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	
Condo/Townhouse		-	-	-	-	-	-	-	-	-	-	-	-	19%	
Single Family Residence		-	-	-	-	-	-	-	-	-	-	-	-	81%	

### Average Sales Price

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

Filters Used	\$400K
State: VT County: Windsor County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	\$300K
Family Residence	\$200K
	\$100K

	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	-	-	-	-	-	-	-	-	-	-	-	-	\$252K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$332K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-24%





### Median Sales Price

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

	\$300K ······												
Filters Used													
State: VT County: Windsor County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	\$225K												
	\$150K												
	475V												
	\$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
			10		10	10	10	10	10	10	10	10	10
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$193K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$228K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-15%

#### 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: Windsor County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	\$225K												
	\$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 List Price	-	-	-	-	-	-	-	-	-	-	-	-	\$267K
Avg Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$252K
Avg Sales Price as a % of Avg List Price	-	-	-	-	-	-	-	-	-	-	-	-	94%



# 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	¢225K												
County: Windsor County, Vermont Property Type:	\$225K												
Property Type: Condo/Townhouse/Apt, Single Family Residence													
Failing Residence	\$150K												
	\$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	-	-	-	-	-	-	-	-	-	-	-	-	\$205K
Median Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$193K
Med Sales Price as a % of Med List Price	-	-	-	-	-	-	-	-	-	-	-	-	94%

#### 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: Windsor County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	\$225K												
·	\$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	0ct '18	Nov '18
Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$199K
Avg Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$267K
Avg Sales Price as a % of Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	134%





### 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.

	\$300K ······												
Filters Used State: VT County: Windsor County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	\$225K												
	\$150K ······												
	\$75K 0 Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18		Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18
Median Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$180K
Median Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$205K
Med Sales Price as a % of Med Est Value	-	-	-	-	-	-	-	-	-	-	-	-	114%

