

# 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	+/-
sting Activity Charts Metrics						
New Listing Count	3	9	-66.7%	3	9	-66.7%
New Listing Volume	\$658,800	\$1,647,200	-60%	\$658,800	\$1,647,200	-60%
Active Listing Count	53	_	-	NA	NA	
Active Listing Volume	\$9,855,100	_	-	NA	NA	
Average Listing Price	\$185,945	_	-	\$185,945	_	_
Median Listing Price	\$155,000	_	-	\$155,000	_	_
Median Daysin RPR	155	_	-	155	_	_
Months of Inventory	_	_	-	_	53	_
Absorption Rate	_	_	-	_	1.89%	_
ales Activity Charts Metrics						
New Pending Sales Count	1	4	-75%	1	4	-75%
New Pending Sales Volume	\$235,000	\$743,800	-68.4%	\$235,000	\$743,800	-68.4%
Pending Sales Count	7	_	-	NA	NA	
Pending Sales Volume	\$1,630,700	_	-	NA	NA	
Closed Sales Count	7	4	+75%	7	4	+75%
Closed Sales Volume	\$1,061,950	\$547,000	+94.1%	\$1,061,950	\$547,000	+94.1%
Average Sales Price	\$151,707	\$136,750	+10.9%	\$151,707	\$136,750	+10.9%
Median Sales Price	\$185,000	\$153,500	+20.5%	\$185,000	\$153,500	+20.5%



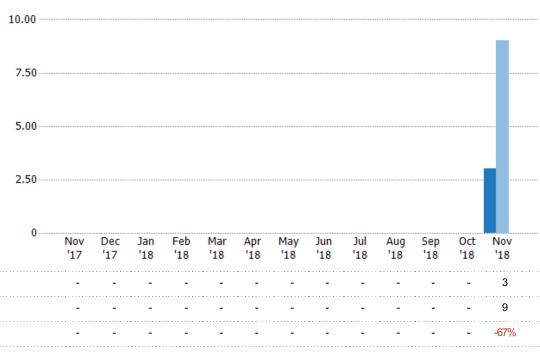




### **New Listings**

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





## **New Listing Volume**

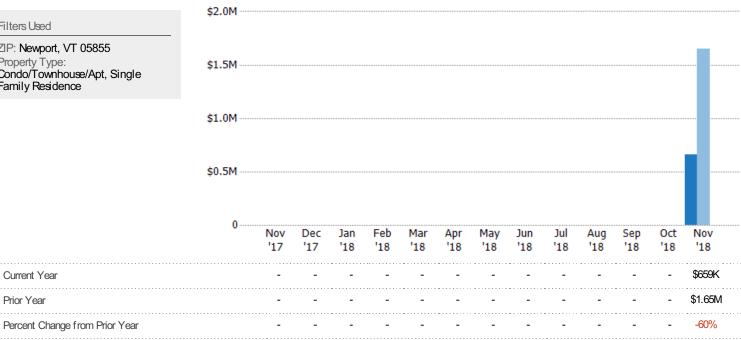
Percent Change from Prior Year

Current Year

Prior Year

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

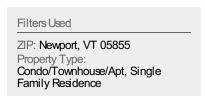
Filters Used ZIP: Newport, VT 05855 Property Type: Condo/Townhouse/Apt, Single Family Residence

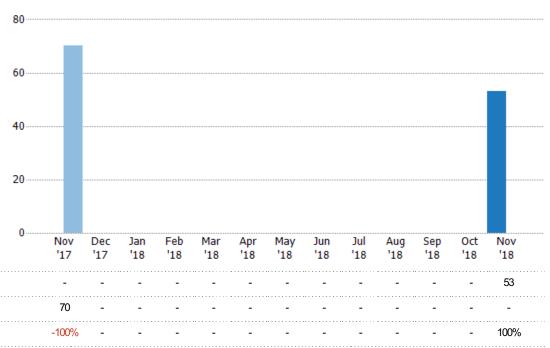




### **Active Listings**

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





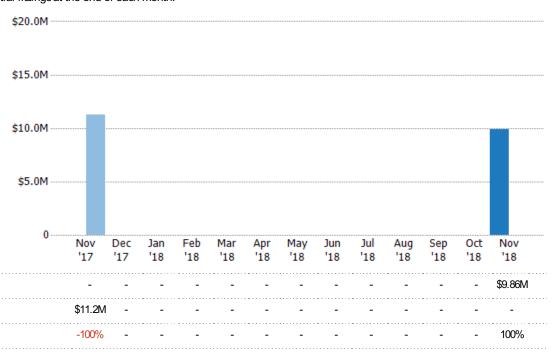
### **Active Listing Volume**

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.

ZIP: Newport, VT 05855
Property Type:
Condo/Townhouse/Apt, Single
Family Residence





Current Year

Percent Change from Prior Year

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.

ZIP: Newport, VT 05855
Property Type:
Condo/Townhouse/Apt, Single
Family Residence

•	Dec '17				Aug '18	Oct '18	Nov '18
•							Nov
0		 	 	 			
0K		 	 	 	 	 	
UK		 	 	 	 	 	
ον							
Oν							

### **Median Listing Price**

Percent Change from Prior Year

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

\$160K

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

Filters Used

Current Year
Prior Year

ZIP: Newport, VT 05855 Property Type: Condo/Townhouse/Apt, Single Family Residence

Percent Change from Prior Year

\$100K												
\$50K												
0			Feb				Jun		_	Sep	Oct	Nov
Nov		'18		'18	Apr '18	'18	'18	'18	'18	'18	'18	'18
Nov				'18 -	'18	'18 -	'18 -	'18 -	'18	'18 -	'18 -	'18 \$155K
Nov	'17 -			'18 - -	'18							



Current Year
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.

ZIP: Newport, VT 05855
Property Type:
Condo/Townhouse/Apt, Single
Family Residence

200				 							
150											
100				 							
50				 							
-	Dec '17					Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18
-	-	-	-	 -	-	-	-	-	-	-	155
145	-	-	-	 -	-		-	-	-	-	-
	-83%						33%		67%	83%	100%

### Months of Inventory

Percent Change from Prior Year

Current Year
Prior Year

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

Filters Used
ZIP: Newport, VT 05855
Property Type:

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

Percent Change from Prior Year

15												
10												
5												
0												
Nov	Dec	Jan	Feb '18	Mar '18	Apr '18	May '18	'18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18
Nov	Dec	Jan	Feb '18	Mar '18	Apr '18	May '18	Jun	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18
Nov '17 - 17.5	Dec '17 - -	Jan '18 - -	Feb '18	Mar '18 - -	Apr '18 - -	May '18	Jun '18	Jul '18 - -	Aug '18 - -	Sep '18 - -	Oct '18 - -	Nov '18 13.3

Current Year
Prior Year





## **Absorption Rate**

The percentage of inventory sold per month.

Filters Used

ZIP: Newport, VT 05855 Property Type: Condo/Townhouse/Apt, Single Family Residence

0%	

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	-	-	-	-	-	-	-	-	-	-	-	-	8%
Prior Year	6%		-			-	-	-	-	-	-	-	-
Change from Prior Year	6%	5%	4%	2%	1%	0%	-1%	-2%	-3%	-4%	-5%	-6%	-8%

### Active/Pending/Sold Units

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

Filters Used
ZIP: Newport, VT 05855
Property Type:
Condo/Townhouse/Apt, Single
Family Residence

 8.00

 6.00

 4.00

 2.00

Nov '17			Мау '18		_		
	 	 	 	 		 	<b>7</b>



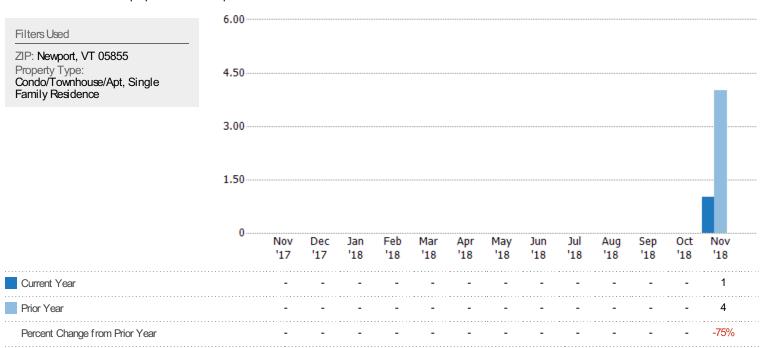
Sold





### **New Pending Sales**

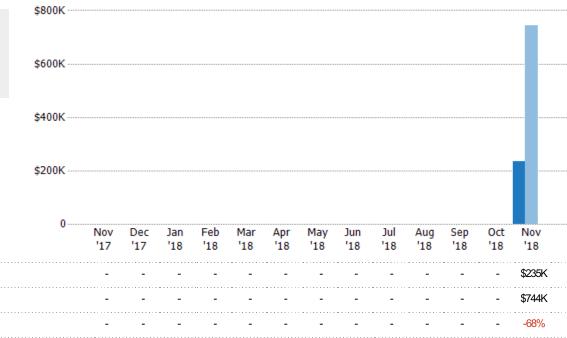
The number of residential properties with accepted offers that were added each month.



## New Pending Sales Volume

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







Current Year

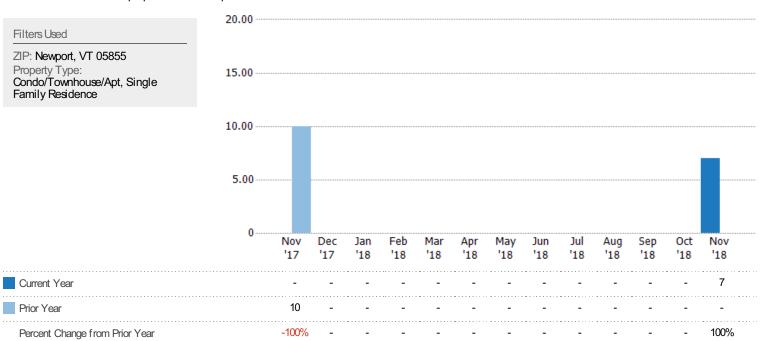
Percent Change from Prior Year

Prior Year



### **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.







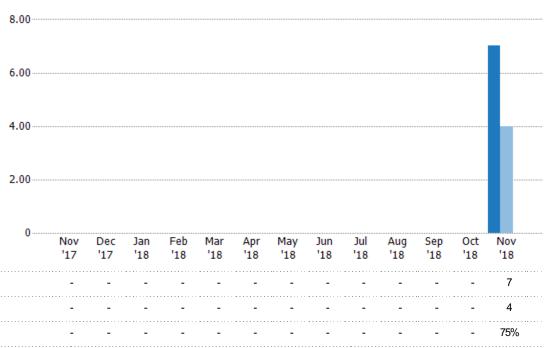
#### **Closed Sales**

The total number of residential properties sold each month.

Filters Used

ZIP: Newport, VT 05855

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



#### **Closed Sales Volume**

Percent Change from Prior Year

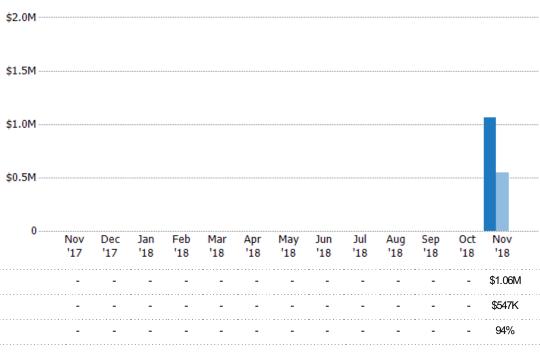
Current Year
Prior Year

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

Filters Used

ZIP: Newport, VT 05855

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





Current Year

Percent Change from Prior Year

Prior Year



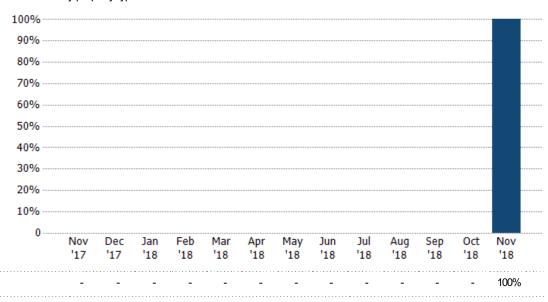


### Closed Sales by Property Type

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

Filters Used

ZIP: Newport, VT 05855 Property Type: Condo/Townhouse/Apt, Single Family Residence



#### **Average Sales Price**

Single Family Residence

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

ZIP: Newport, VT 05855
Property Type:
Condo/Townhouse/Apt, Single
Family Residence

\$200K \$150K \$100K \$50K Nov Dec Mar Apr May Jun Jul Aug Sep 0ct Nov '18 '17 '17 '18 '18 '18 '18 '18 '18 '18 '18 \$152K \$137K 11%



Current Year
Prior Year

Percent Change from Prior Year





#### **Median Sales Price**

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

ZIP: Newport, VT 05855
Property Type:
Condo/Townhouse/Apt, Single
Family Residence

\$150K	0			Apr		Aug		
	50K	 	 		 	 	 	
	JUK							
:150K								
	50K	 	 		 	 	 	••••••

	'17	'17	'18	'18	'18	'18	'18	'18	'18	'18	'18	'18	'18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$185K
Prior Year	-	_	-	-	_	-	-	-	-	_	-	-	\$154K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	21%

### Average Sales Price vs Average Listing Price

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

ZIP: Newport, VT 05855
Property Type:
Condo/Townhouse/Apt, Single
Family Residence

Avg Sales Price as a % of Avg List Price

\$150K	 										
\$100K	 										
\$50K	 										
_											
_								Aug '18		Oct '18	Nov '18
_		Feb '18		Apr '18	May '18		Jul '18	Aug '18	Sep '18	Oct	Nov '18
_		Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18



Avg List Price

Avg Sales Price



98%



## 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.

ZIP: Newport, VT 05855
Property Type:
Condo/Townhouse/Apt, Single
Family Residence

		-	-	-	-	-	-	-	\$190k
110 110	'18	'18	'18	'18	'18	'18	'18	'18	'18
Jan Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov
									Jan Feb Mar Apr May Jun Jul Aug Sep Oct '18 '18 '18 '18 '18 '18 '18 '18

### 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

Median List Price

Median Sales Price

ZIP: Newport, VT 05855 Property Type: Condo/Townhouse/Apt, Single Family Residence

Med Sales Price as a % of Med List Price

00K		 									
50K		 									
	Dec '17	Feb '18	Mar '18	Apr '18	Мау '18	'18	'18	'18	Sep '18	Oct '18	Nov '18
								'18		'18	'18
										'18	'18



Avg Est Value

Avg Sales Price

Avg Sales Price as a % of Avg Est Value





Median Est Value

Median Sales Price

Med Sales Price as a % of Med Est Value

# 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

ZIP: Newport, VT 05855

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

\$150K												
\$100K												
\$50K												
0												
Nov '17	Dec '17					May '18		'18	Aug '18			Nov '18
-	-	-	-	-	-	-	-	-	-	-	-	\$185K
-	-	-	-	-	-	-	-	-	-	-	-	\$190K



