

# 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	+/-	Oct 2017	Oct 2018	Key Metrics
						Listing Activity Charts Metrics
+_	12	12	+_	12	12	New Listing Count
+62.4%	\$1,381,250	\$2,243,200	+62.4%	\$1,381,250	\$2,243,200	New Listing Volume
	N⁄A	N⁄A	-1.1%	90	89	Active Listing Count
	N⁄A	N⁄A	+9%	\$16,172,729	\$17,627,040	Active Listing Volume
+10.2%	\$179,697	\$198,057	+10.2%	\$179,697	\$198,057	Average Listing Price
-6.1%	\$169,250	\$159,000	-6.1%	\$169,250	\$159,000	Median Listing Price
+14.9%	124.5	143	+14.9%	124.5	143	Median Days in RPR
-15.2%	15	12.7	-	_	_	Months of Inventory
+1.2%	6.67%	7.87%	+	_	_	Absorption Rate
						Sales Activity Charts Metrics
-25%	12	9	-25%	12	9	New Pending Sales Count
-45.6%	\$1,866,350	\$1,015,900	-45.6%	\$1,866,350	\$1,015,900	New Pending Sales Volume
	N∕A	N⁄A	+12.5%	16	18	Pending Sales Count
	N∕A	N⁄A	-0.7%	\$2,751,149	\$2,732,900	Pending Sales Volume
+42.9%	7	10	+42.9%	7	10	Cloæd Sales Count
+24.6%	\$758,050	\$944,750	+24.6%	\$758,050	\$944,750	Cloæd Sales Volume
-12.8%	\$108,293	\$94,475	-12.8%	\$108,293	\$94,475	Average Sales Price
-18.2%	\$110,000	\$90,000	-18.2%	\$110,000	\$90,000	Median Sales Price





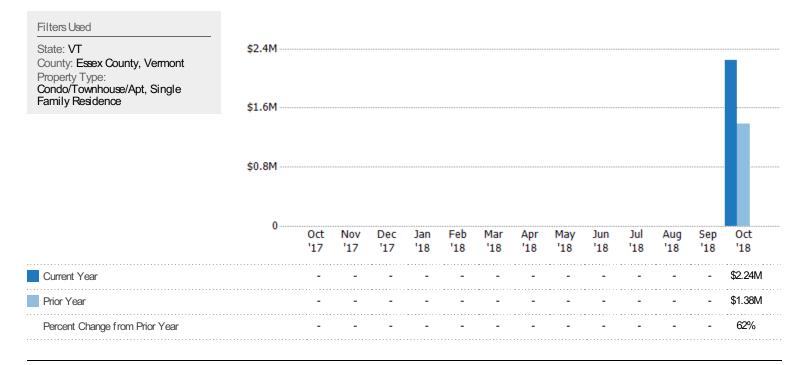
## New Listings

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

Eitern Load	20														
Filters Used State: VT County: Essex County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	15														
	10														
	5														
	0	Oct	Nov	Dec	Jan	Feb	Mar	Apr '18	May	Jun	Jul	Aug	Sep	0ct	
		'17	'17	'17	'18	'18	'18	'18	'18	'18	'18	'18	'18	'18	
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	12	
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	12	
PriorExtra Year		-	-	-	-	-	-	-	-	-	-	-	-	-	

#### New Listing Volume

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







## Active Listings

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

	100														
Filters Used State: VT County: Essex County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	75														
	50														
	25														
		0ct	Nov	Dec		Feb		Apr	May	Jun	Jul	Aug	Sep	0ct	
		'17	'17	'17	'18	'18	'18	'18	'18	'18	'18	'18	'18	'18	
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	89	
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	90	
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	-1%	ò

#### Active Listing Volume

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

	\$20.0M													
Filters Used State: VT County: Essex County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	\$15.0M													
	\$10.0M ······													
	\$5.0M													
		0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18
		17		17	10	10	10	10	10	10	10	10	10	10
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	\$17.6M
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	\$16.2M
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	9%





#### Average Listing Price

The average 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 Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct
	'17	'17	'17	'18	'18	'18	'18	'18	'18	'18	'18	'18	'18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$198K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$180K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	10%

#### Median Listing Price

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

	\$200K												
Filters Used													
State: VT County: Essex County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	\$150K												
ranny readence	\$100K												
	\$50K												
	0 Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	0ct
	'17	'17	'17	'18	'18	'18	'18	'18	'18	'18	'18	'18	'18
				• • • • • • • • • • • • • • • • • • • •	•••••								¢45014
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$159K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$169K
Percent Change from Prior Year	-	-	-	-	-	-	-	_	-	-	-	-	-6%
-													





## Average Listing Price vs Average Est Value

The average listing price as a percentage of the average AVM or RVM® valuation estimate for active listings each month.

	\$200K ······												
Filters Used State: VT													
County: Essex County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	\$150K												
Family Residence	\$100K												
	\$100K												
	\$50K												
	0 Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	0ct
	'17	'17	'17	'18	'18	'18	'18	'18	'18	'18	'18	'18	'18
Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$145K
Avg Listing Price	-	-	-	-	-	-	-	-	-	-	-	-	\$198K
Avg Listing Price as a % of Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	136%

#### Median Listing Price vs Median Est Value

The median listing price as a percentage of the median AVM or RVM® valuation estimate for active listings each month.

	\$200K												
Filters Used													
State: VT County: Essex County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	\$150K												
	\$100K												
	\$50K												
	0												
	Oct	Nov	Dec			Mar		May	Jun	Jul	Aug	Sep	0ct
	'17	'17	'17	'18	'18	'18	'18	'18	'18	'18	'18	'18	'18
Median Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$133K
Median Listing Price	-	-	-	-	-	-	-	-	-	-	-	-	\$159K
Med Listing Price as a % of Med Est Value	-	-	-	-	-	-	-	-	-	-	-	-	119%





## 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												
	50												
	0												
	Oct	Nov		Jan			Apr	May	Jun	Jul	Aug	Sep	Oct
	'17	'17	'17	'18	'18	'18	'18	'18	'18	'18	'18	'18	'18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	143
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	125
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	15%

#### Months of Inventory

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

Filters Used	30												
State: VT County: Essex County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	23												
	15												
	8												
	0 Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	22.3
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	11.3
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	98%





#### Absorption Rate

The percentage of inventory sold per month.

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

	0												
	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	4%
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	9%
Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	4%

## Active/Pending/Sold Units

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

	90												
Filters Used State: VT													
County: Essex County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	68												
	45												
	0			1	<b>5-4</b>				1	2.1			
	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18
Active	-	-	-	-	-	-	-	-	-	-	-	-	89
Pending	-	-	-	-	-	-	-	-	-	-	-	-	18
Sold	-	-	-	-	-	-	-	-	-	-	-	-	10





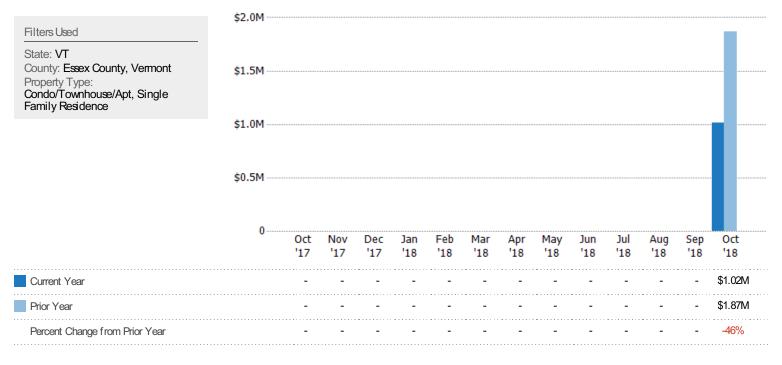
# New Pending Sales

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

Filters Used	20													
State: VT County: Essex County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	15													
	10													
	5													
	0	0ct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct
		'17	'17	'17	'18	'18	'18	'18	'18	'18	'18	'18	'18	'18
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	9
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	12
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	-25%

## New Pending Sales Volume

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

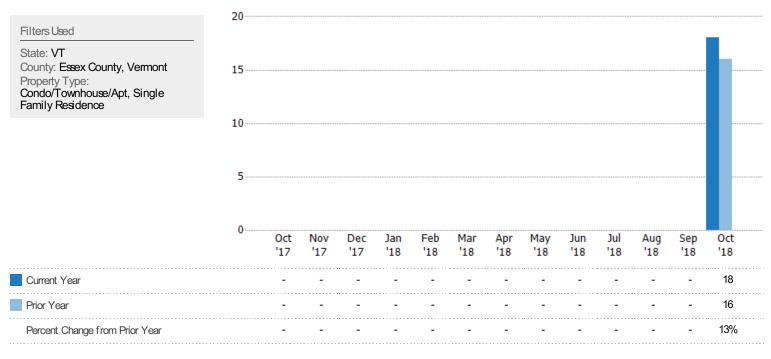






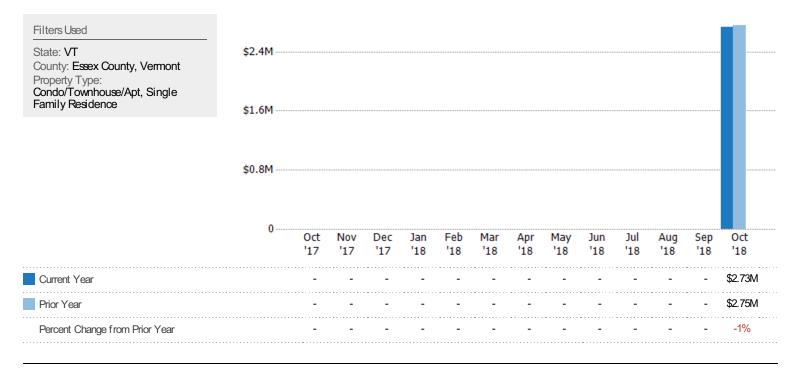
## Pending Sales

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	20.00													
State: VT County: Essex County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	15.00													
	10.00													
	5.00													
	0	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	10
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	7
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	43%

## **Closed Sales Volume**

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

	\$1,000K ······													
Filters Used State: VT County: Essex County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	\$750K													
	\$500K ······													
	\$250K 0													
		0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18
			17	17	10	10	10	10	10	10	10	10		10
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	\$945K
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	\$758K
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	25%





# Closed Sales by Property Type

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

Single Family Residence		-	-	-	-	-	-	-	-	-	-	-	-	100%	
	0	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	0ct '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

0... 0ct Nov Dec Jan Feb Mar Apr May Jun Jul Aug Sep 0ct '18 '17 '17 '17 '18 '18 '18 '18 '18 '18 '18 '18 '18 \$94.5K Current Year ---\_ ----\_ ---Prior Year \_ \$108K --\_ \_ -\_ \_ \_ -Percent Change from Prior Year --\_ -\_ --13% \_ \_ \_ \_ \_ \_





## 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												
	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	0ct '18
. <u></u>													
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$90K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$110K
													φΠUΝ
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-18%

#### 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	\$200K ······												
State: VT County: Essex County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	\$150K												
	\$100K												
	\$50K												
	0 Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	lun	Jul	Aug	Con	0.4
	'17	'17	'17	'18	18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18
Avg List Price	-	-	-	-	-	-	-	-	-	-	-	-	\$103K
Avg Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$94.5K
Avg Sales Price as a % of Avg List Price		-	-	-	-	-	-	-	-	-	-	-	92%





# 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 Family Residence	\$150K												
Family Residence	¢100K												
	\$100K												
	\$50K												
	0												
	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	0ct '18
	'17	'17	'17	'18	'18	'18	'18	'18	'18	'18	'18	'18	18
Median List Price	-	-	-	-	-	-	-	-	-	-	-	-	\$103K
Median Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$90K
Med Sales Price as a % of Med List Price	-	-	-	-	-	-	-	-	-	-	-	-	87%

#### 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 State: VT County: Essex County, Vermont	\$150K												
Property Type: Condo/Townhouse/Apt, Single Family Residence	\$100K												
	ŞIUUK												
	\$50K												
	0										Διια	Sen	Oct
	\$50K 0 Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18
Avg Est Value	0 Oct	Nov	Dec	Jan	Feb	Mar	Apr	Мау	Jun	Jul			
Avg Est Value Avg Sales Price	0 Oct	Nov	Dec	Jan	Feb	Mar '18	Apr	Мау	Jun	Jul		'18	'18





# 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 Property Type: Condo/Townhouse/Apt, Single	\$150K												
Family Residence	\$100K												
	\$50K												
	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct
	'17	'17	'17	'18	'18	'18	'18	'18	'18	'18	'18	'18	'18
Median Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$86K
Median Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$103K
Med Sales Price as a % of Med Est Value	-	-	-	-	-	-	-	-	-	-	-	-	120%

