

# 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	Oct 2018	Oct 2017	+ / -	YTD 2018	YTD 2017	+ / -
Listing Activity Charts Metrics						
New Listing Count	89	68	+30.9%	89	68	+30.9%
New Listing Volume	\$27,270,700	\$25,875,795	+5.4%	\$27,270,700	\$25,875,795	+5.4%
Active Listing Count	626	683	-8.3%	NA	N/A	
Active Listing Volume	\$252,099,644	\$249,103,163	+1.2%	NA	N/A	
Average Listing Price	\$402,715	\$364,719	+10.4%	\$402,715	\$364,719	+10.4%
Median Listing Price	\$288,500	\$249,000	+15.9%	\$288,500	\$249,000	+15.9%
Median Daysin RPR	132	151	-12.6%	132	151	-12.6%
Months of Inventory	_	_	-	9.9	11.4	-12.7%
Absorption Rate	_	_	+-	10.06%	8.78%	+1.3%
Sales Activity Charts Metrics						
New Pending Sales Count	65	66	-1.5%	65	66	-1.5%
New Pending Sales Volume	\$14,067,195	\$18,692,100	-24.7%	\$14,067,195	\$18,692,100	-24.7%
Pending Sales Count	120	86	+39.5%	NA	N/A	
Pending Sales Volume	\$27,870,015	\$27,614,600	+0.9%	NA	N/A	
Closed Sales Count	53	63	-15.9%	53	63	-15.9%
Closed Sales Volume	\$13,727,370	\$12,028,850	+14.1%	\$13,727,370	\$12,028,850	+14.1%
Average Sales Price	\$259,007	\$190,934	+35.7%	\$259,007	\$190,934	+35.7%
Median Sales Price	\$224,000	\$190,000	+17.9%	\$224,000	\$190,000	+17.9%



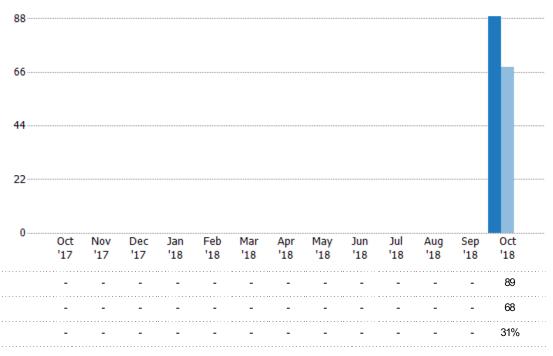




#### **New Listings**

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





#### New Listing Volume

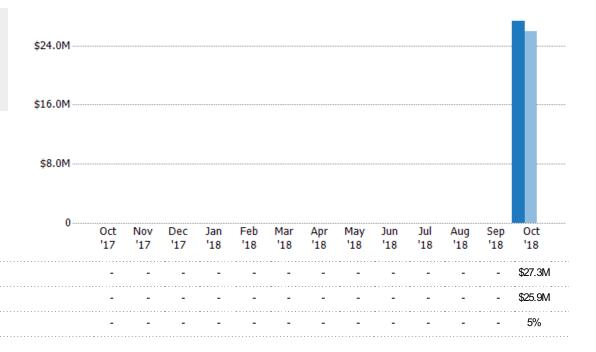
Percent Change from Prior Year

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

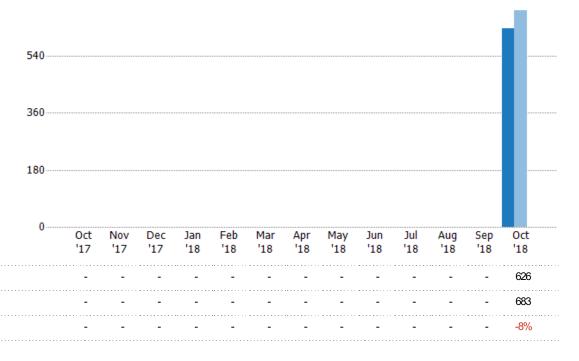




#### **Active Listings**

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





#### **Active Listing Volume**

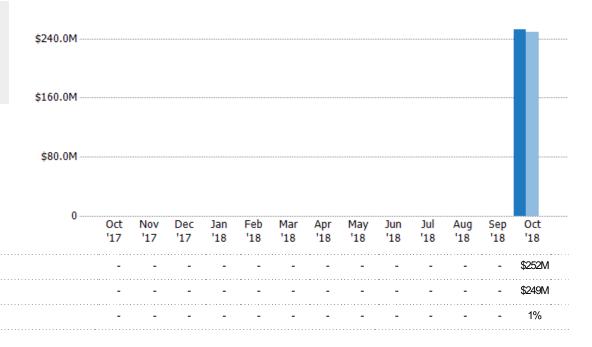
Percent Change from Prior Year

Current Year

Prior Year

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

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





Current Year

Percent Change from Prior Year





#### **Average Listing Price**

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

\$250K

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

\$500K
\$375K

\$125K

0													
0 '1	ct .7	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18
	-	-	-	-	-	-	-	-	-		-	-	\$403K
	-	-	-	-	-	-	-	-	-	-	-	-	\$365K
	_	-	<del>-</del>	-	-		_	-	-	_	-	-	10%

#### **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.

\$300K

Filters Used State: VT County: Windham County Verm

Property Type: Condo/Townhouse/Apt, Single Family Residence	\$225K												
	\$150K												
	\$75K												
	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	-	-	-	-	-	-	-	-	-	-	-	-	\$289K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$249K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	16%





#### 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.

Filters Used	\$500K												
State: VT County: Windham County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	\$375K												
	\$250K												
	\$125K												
	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	<del>-</del>	-	-	-	-	-	-	-	-	-	-	-	\$344K
Avg Listing Price	-	-	-	-	-	-	_	-	-	-	-	-	\$403K
Avg Listing Price as a % of Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	117%

#### 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.

Filters Used	4555
State: VT County: Windham County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	\$225

\$300K												
\$225K												
\$150K												
\$75K												
•										Aug '18		Oct
'17 -	-17	- 17		-18			- 18			- 18	'18 -	'18 \$249K
-	- -	- -	- -	-	-	- -	- -	-	- -			\$289K
-	-	-	-	-	<b>-</b>	-	-	-	-	-	-	116%



Median Est Value

Median Listing Price

Med Listing Price as a % of Med Est Value





#### 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: Windham County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	150												
,	100												
	50												
	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	-	-	-	_	-	-	-	_	-	-	-	-	132
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	151
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-13%

#### Months of Inventory

	20												
Filters Used													
State: VT County: Windham County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	15												
	10												
	_												
	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	-	-	-	-	-	-	-	-	-	-	-	-	11
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	10.3





#### **Absorption Rate**

The percentage of inventory sold per month.

Filters Used

State: VT

County: Windham County, Vermont

Property Type: Condo/Townhouse/Apt, Single

Family Residence

10%	

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	-	-	-	-	-	-	-	-	-	-	-	-	9%
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	10%
Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	1%

#### Active/Pending/Sold Units

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

Fil	ltare	П	haal

State: VT

County: Windham County, Vermont

Property Type: Condo/Townhouse/Apt, Single

Family Residence

0												
0												
5												
J												
•												
0ct	Nov	Dec		Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	
0ct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	S	ep
ct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	



Active Pending

Sold



Current Year

Prior Year

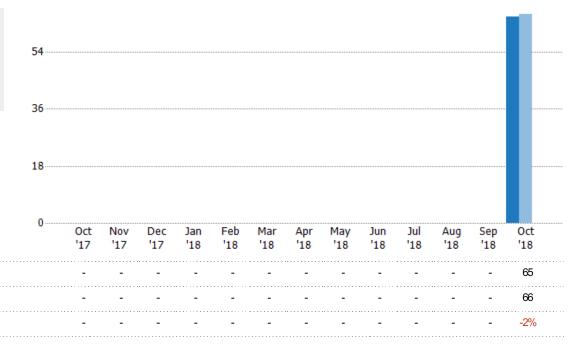
## Market Data Report

#### **New Pending Sales**

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

Filters Used

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

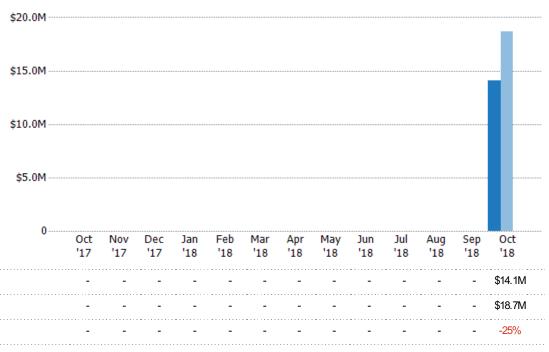


#### New Pending Sales Volume

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

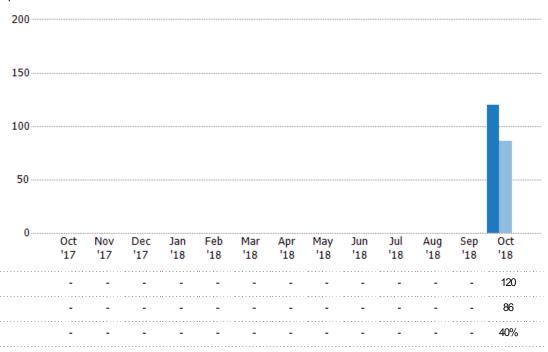




#### **Pending Sales**

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





#### Pending Sales Volume

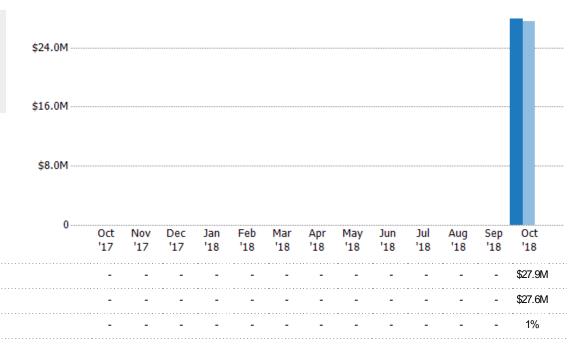
Percent Change from Prior Year

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



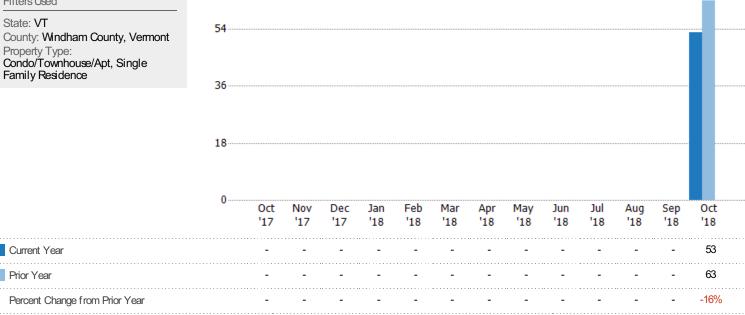


#### **Closed Sales**

The total number of residential properties sold each month.

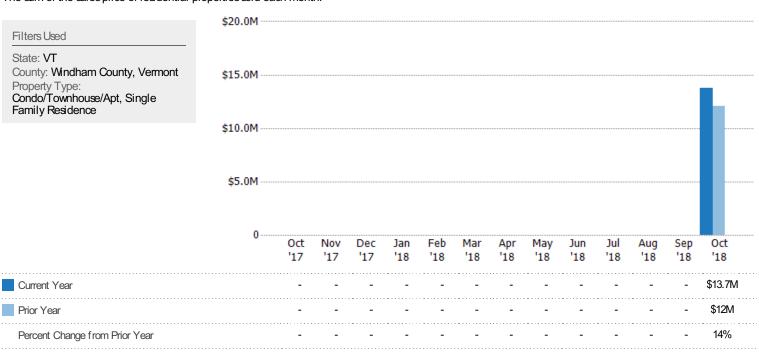
Filters Used

Family Residence



#### **Closed Sales Volume**

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



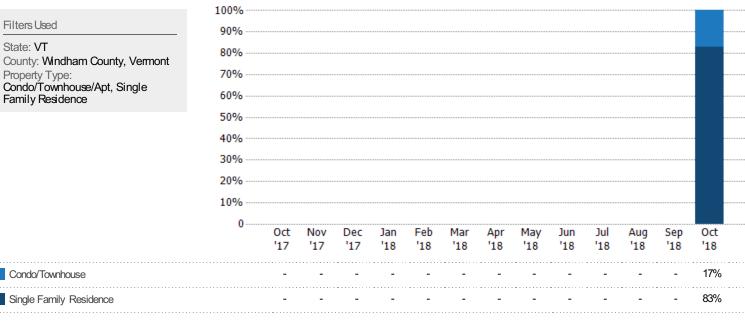




#### Closed Sales by Property Type

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

Filters Used



#### **Average Sales Price**

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

\$75K

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

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

0 0ct Νον Dec Jan Feb Mar Apr May Jun Jul Aug Sep 0ct '18 '17 '17 '17 '18 '18 '18 '18 '18 '18 '18 '18 '18 \$259K \$191K 36%



Current Year Prior Year

Percent Change from Prior Year





Current Year
Prior Year

# Market Data Report

#### **Median Sales Price**

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

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

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

\$75K------

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
-	-	-	-	-	-	-	-	-	-	-	-	\$224K
-	-	-	-	-	-	-	-	-		-	-	\$190K
-	- -	- -	-	-	-	-	-	-	-	-	-	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.

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

Percent Change from Prior Year

	0 Oct	Nov	Jan	Mar			Aug	Sep	 Oct
\$75	K		 	 	 	 			
\$150	Κ		 	 	 	 			******
\$225	Κ		 	 	 	 			
\$300	K		 	 	 	 			******

	'17	Nov '17	Dec '17	Jan '18	'18	Mar '18	Apr '18	Мау '18	Jun '18	Jul '18	'18	Sep '18	'18
Avg List Price	-	-	-	-	-	-	-	-	-	-	-	-	\$272K
Avg Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$259K
Avg Sales Price as a % of Avg List Price	-	-	-	-	-	-	-	-	-	-	-	-	95%



\$235K

\$224K



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

225K	 	 	 	 	 	 
150K	 	 	 	 	 	 
<b></b> .						
\$75K	 	 				 
\$75K	 	 	 	 	 	 
\$75K 0 Oct			 		 Aug '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.

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

225K												
150K												
\$75K												
•												
0 Oct		Dec	Jan	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18
0 Oct	Nov	Dec	Jan	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18
0 Oct	Nov	Dec	Jan	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18



Avg Est Value

Avg Sales Price



- - 107%



Elfore Honel

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

\$300K												************
\$225K												
\$150K												
Oct '17							May '18				Sep	Oct '18
-	-	-	-	-	-	-	-	-	-	-	-	\$220K
-	-	-	-	-	-	-	-	-	-	-	-	\$235K



