

## Summary of Key Listing and Sales Metrics

A summary of the key metrics selected to be included in the report. MLS sources where licensed.

Sep 2018	Sep 2017	+ / -	YTD 2018	YTD 2017	+ / -
27	17	+58.8%	27	17	+58.8%
\$6,202,800	\$3,121,399	+98.7%	\$6,202,800	\$3,121,399	+98.7%
87	84	+3.6%	NA	NA	
\$20,223,350	\$17,068,614	+18.5%	NA	NA	
\$232,452	\$203,198	+14.4%	\$232,452	\$203,198	+14.4%
\$189,500	\$182,450	+3.9%	\$189,500	\$182,450	+3.9%
82	92	-10.9%	82	92	-10.9%
_	_	-	5.1	6	-14.7%
_	_	+_	19.54%	16.67%	+2.9%
		1			
28	17	+64.7%	28	17	+64.7%
\$4,844,200	\$3,084,499	+57%	\$4,844,200	\$3,084,499	+57%
34	22	+54.5%	NA	NA	
\$5,945,400	\$4,479,099	+32.7%	NA	NA	
21	17	+23.5%	21	17	+23.5%
\$3,869,900	\$3,159,250	+22.5%	\$3,869,900	\$3,159,250	+22.5%
\$184,281	\$185,838	-0.8%	\$184,281	\$185,838	-0.8%
\$163,000	\$192,500	-15.3%	\$163,000	\$192,500	-15.3%
	27 \$6,202,800 87 \$20,223,350 \$232,452 \$189,500 82 28 \$4,844,200 34 \$5,945,400 21 \$3,869,900 \$184,281	27 17 \$6,202,800 \$3,121,399 87 84 \$20,223,350 \$17,068,614 \$232,452 \$203,198 \$189,500 \$182,450 82 92 28 17 \$4,844,200 \$3,084,499 34 22 \$5,945,400 \$4,479,099 21 17 \$3,869,900 \$3,159,250 \$184,281 \$185,838	27 17 +58.8% \$6,202,800 \$3,121,399 +98.7% 87 84 +3.6% \$20,223,350 \$17,068,614 +18.5% \$232,452 \$203,198 +14.4% \$189,500 \$182,450 +3.9% 82 92 -10.9% +-  28 17 +64.7% \$4,844,200 \$3,084,499 +57% 34 22 +54.5% \$5,945,400 \$4,479,099 +32.7% 21 17 +23.5% \$3,869,900 \$3,159,250 +22.5% \$184,281 \$185,838 -0.8%	\$6,202,800 \$3,121,399 +98.7% \$6,202,800  87 84 +3.6% NVA  \$20,223,350 \$17,068,614 +18.5% NVA  \$232,452 \$203,198 +14.4% \$232,452  \$189,500 \$182,450 +3.9% \$189,500  82 92 -10.9% 82  5.1  +- 19.54%  28 17 +64.7% 28  \$4,844,200 \$3,084,499 +57% \$4,844,200  34 22 +54.5% NVA  \$5,945,400 \$4,479,099 +32.7% NVA  21 17 +23.5% 21  \$3,869,900 \$3,159,250 +22.5% \$3,869,900  \$184,281 \$185,838 -0.8% \$184,281	27 17 +58.8% 27 17   \$6,202,800 \$3,121,399 +98.7% \$6,202,800 \$3,121,399   87 84 +3.6% NA NA NA \$20,223,350 \$17,068,614 +18.5% NA NA \$232,452 \$203,198 +14.4% \$232,452 \$203,198   \$189,500 \$182,450 +3.9% \$189,500 \$182,450   82 92 -10.9% 82 92   5.1 6   +- 19.54% 16.67%   28 17 +64.7% 28 17   \$4,844,200 \$3,084,499 +57% \$4,844,200 \$3,084,499   34 22 +54.5% NA NA NA \$5,945,400 \$4,479,099 +32.7% NA NA NA 21 17 +23.5% 21 17   \$3,869,900 \$3,159,250 +22.5% \$3,869,900 \$3,159,250   \$184,281 \$185,838 -0.8% \$184,281 \$185,838

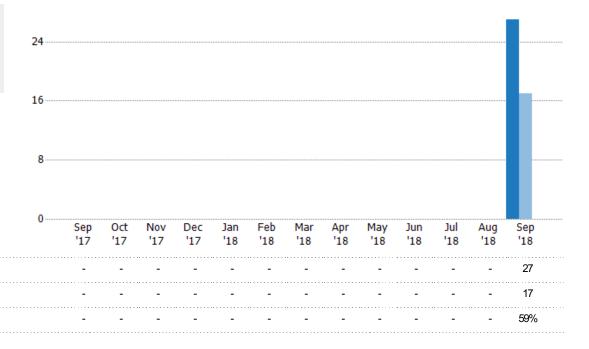




#### **New Listings**

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

ZIP: Barre, VT 05641
Property Type:
Condo/Townhouse/Apt, Single
Family Residence



### New Listing Volume

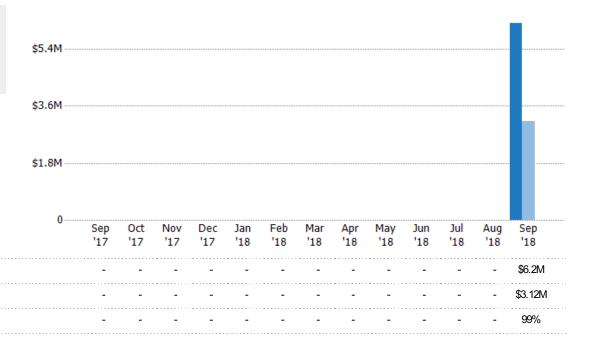
Percent Change from Prior Year

Current Year

Prior Year

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

Filters Used
ZIP: Barre, VT 05641
Property Type:
Condo/Townhouse/Apt, Single
Family Residence



Current Year

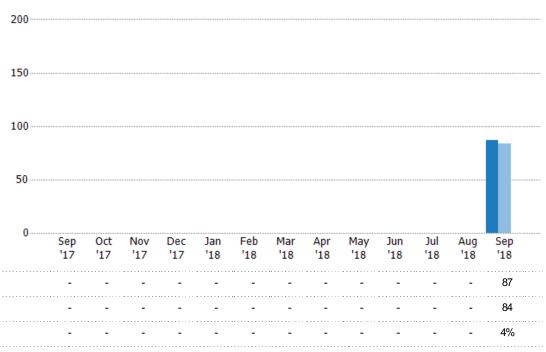
Percent Change from Prior Year



#### **Active Listings**

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





### **Active Listing Volume**

Percent Change from Prior Year

Current Year

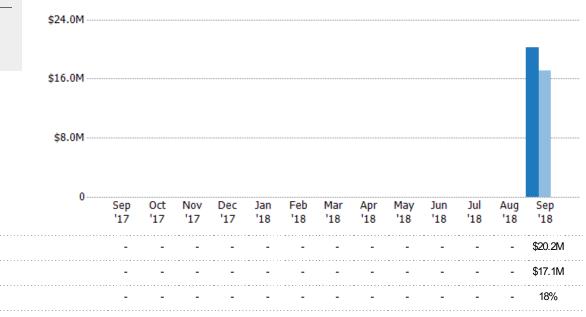
Prior Year

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

Filters Used

ZIP: Barre, VT 05641

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.

Filters Used ZIP: Barre, VT 05641 Property Type: Condo/Townhouse/Apt, Single Family Residence

\$300K	
\$225K	
\$150K	
\$75K	

	0												
	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$232K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$203K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	14%

### **Median Listing Price**

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

Filters Used ZIP: Barre, VT 05641

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

Percent Change from Prior Year

L00K		 							 	
\$50K		 							 	
0										
0 Sep	0ct									
-		Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Aug '18	Sep '18
Sep			Jan '18	Feb '18	Mar '18	Apr '18		Jun '18	Aug	Sep
Sep			Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Aug '18	Sep '18



Current Year Prior Year





#### 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.

ZIP: Barre, VT 05641
Property Type:
Condo/Townhouse/Apt, Single
Family Residence

\$300K												
\$225K												
\$150K												
\$75K												
_								May '18		Jul '18	Aug '18	Sep '18
-	-	-	-	-	-	-	-	-	-	-	-	\$225K
-	-	-	-	-	-	-	-	-	-	-	-	\$232K
-	- -	- -	-	-	-	-	-	-	-	-	-	103%

### 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

Avg Est Value

Avg Listing Price

ZIP: Barre, VT 05641 Property Type: Condo/Townhouse/Apt, Single Family Residence

Avg Listing Price as a % of Avg Est Value

					Sep
					Oct Nov Dec Jan Feb Mar Apr Mav Jun Jul Aug



Median Est Value

Median Listing Price

Med Listing Price as a % of Med Est Value



107%

#### 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: Barre, VT 05641
Property Type:
Condo/Townhouse/Apt, Single
Family Residence

200												
150												
100												
50												
0 Sep '17	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May '18	Jun	Jul	Aug	Sep '18
-		_								<u>-</u>		
											_	82
-	-	-	-	-	-	-	-	-	-	-	- -	92

### 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: Barre, VT 05641
Property Type:

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

10.00												
7.50												
5.00												
2.50												
0												
Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18
-	-	-	-	-	-	-	-	-	-	-	-	4.83
-	-	-	-	-	-	-	-	-	-	-	-	3.5
-	-	-	-	-	-	-	-	-	-	-	-	38%

Current Year
Prior Year

Percent Change from Prior Year



### **Absorption Rate**

The percentage of inventory sold per month.

Filters Used

ZIP: Barre, VT 05641 Property Type: Condo/Townhouse/Apt, Single Family Residence

30%	

20%

10%

0												
Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep
'17	'17	'17	'17	'18	'18	'18	'18	'18	'18	'18	'18	'18
=	-	-	-		-			-			-	-170
 _	_	_	_	_	_	_		_	_	_	_	29%
_	_	_	_	_	_	_	_	_	_	_	_	8%

### Active/Pending/Sold Units

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

Filters Used

Current Year
Prior Year

Change from Prior Year

ZIP: Barre, VT 05641 Property Type: Condo/Townhouse/Apt, Single Family Residence 68

45

23------

	0												
	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18		May '18	Jun '18	Jul '18	Aug '18	Sep '18
Active	-	-	-	-	-	-	-	-	-	-	-	-	87
Pending	-	-	-	-	-	-	-	-	-	-	-	-	34
Sold	-	-	-	-	-	-	-	-	-	-	-	-	21





Current Year

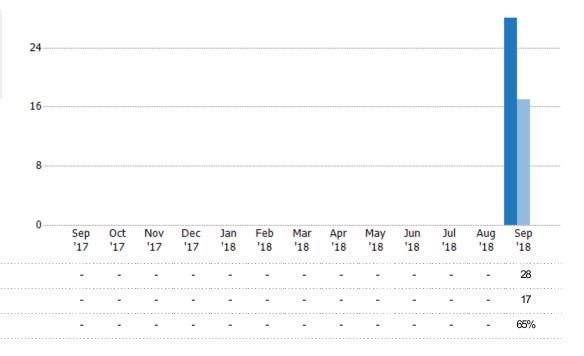
Prior Year

## Market Data Report

#### **New Pending Sales**

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

Filters Used ZIP: Barre, VT 05641 Property Type: Condo/Townhouse/Apt, Single Family Residence

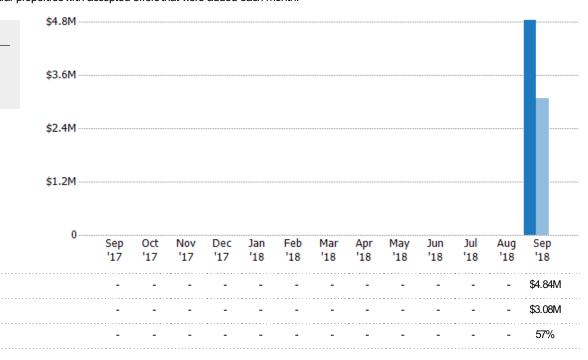


### New Pending Sales Volume

Percent Change from Prior Year

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

Filters Used ZIP: Barre, VT 05641 Property Type: Condo/Townhouse/Apt, Single Family Residence



Current Year

Percent Change from Prior Year

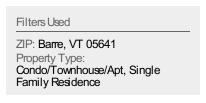
Prior Year

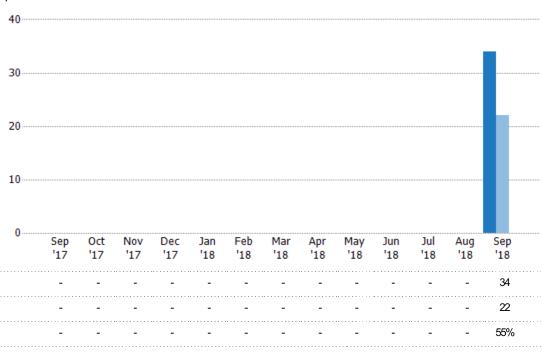
8 of 14



#### **Pending Sales**

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





### Pending Sales Volume

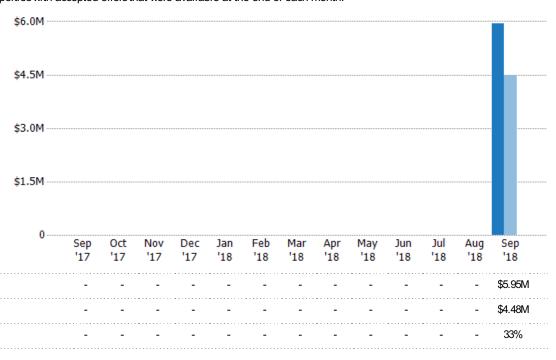
Percent Change from Prior Year

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.

ZIP: Barre, VT 05641
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

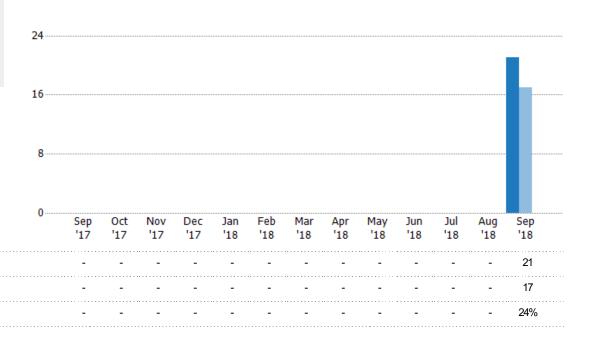
ZIP: Barre, VT 05641

Property Type:
Condo/Townhouse/Apt, Single

Family Residence

Current Year

Prior Year

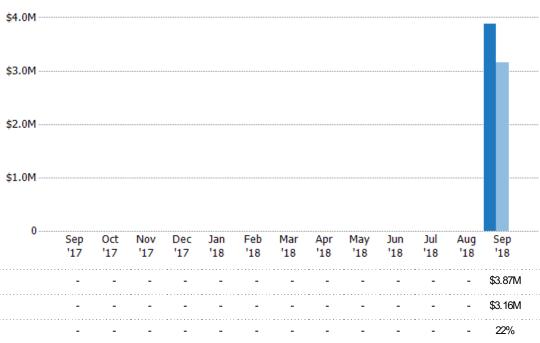


#### **Closed Sales Volume**

Percent Change from Prior Year

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

ZIP: Barre, VT 05641
Property Type:
Condo/Townhouse/Apt, Single
Family Residence





Current Year

Percent Change from Prior Year



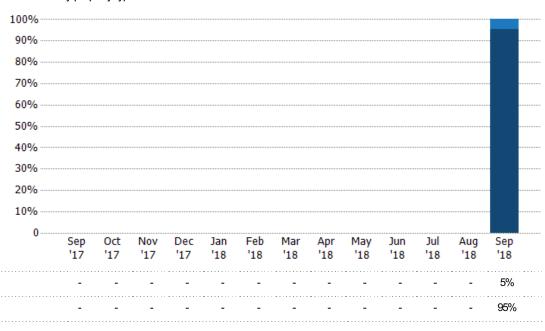


#### Closed Sales by Property Type

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

Filters Used

ZIP: Barre, VT 05641 Property Type: Condo/Townhouse/Apt, Single Family Residence



### **Average Sales Price**

Single Family Residence

Condo/Townhouse

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

ZIP: Barre, VT 05641
Property Type:
Condo/Townhouse/Apt, Single
Family Residence

\$200K \$150K \$100K \$50K Aug Sep 0ct Nov Dec Jan Feb Mar Apr May Jun Jul Sep '17 '17 '17 '18 '18 '18 '18 '18 '18 '18 '18 '18 \$184K \$186K



Current Year

Percent Change from Prior Year



'18

'18

'18

\$163K



## Market Data Report

#### **Median Sales Price**

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

ZIP: Barre, VT 05641
Property Type:
Condo/Townhouse/Apt, Single
Family Residence

0			Feb	Apr	May	Jul	Aug	
\$50K	 	 		 		 		
100K	 	 		 		 		
150K	 	 		 		 		

'18

Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$193K
Percent Change from Prior Vear	_	_	_	_	_	_	_	_	_	_	_	_	_15%

'17

'17

'18

'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.

'17

'17

ZIP: Barre, VT 05641

Current Year

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

\$200K												
\$150K												
\$100K												
\$50K												
0 Sep '17								May '18		Jul '18	Aug '18	Sep '18
-	-	-	-	-	-	-	-	-	-	-	-	\$195K
-	-	-	-	-	-	-	-	-	-	-	_	\$184K
-	-	-	-	-	-	-	-	-	-	-	-	94%



Avg List Price

Avg Sales Price

Avg Sales Price as a % of Avg List Price





### 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

ZIP: Barre, VT 05641

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

\$200K												
\$150K												
\$100K												
\$50K												
0												
Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18
-	-	-	-	-	-	-	-	-	-	-	-	\$165K
-	-	- -	-	-	-	-	-	-	-	-	-	\$163K
-	-	-	-	-	-	-	-	-	-	-	-	99%

### 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: Barre, VT 05641 Property Type: Condo/Townhouse/Apt, Single Family Residence

Med Sales Price as a % of Med List Price

\$200K												
\$150K												
\$100K												
\$50K												
0 Sep '17			Dec '17					May '18	Jun '18	Jul '18	Aug '18	Sep '18
_	-	-	- -	- -	-	- -	-	- -	- -	- -	-	\$194K
_	-	-	-	-	- -	-	-	-	-	-	-	\$195K
-	-	-	-	-	-	-	-	-	-	-	-	100%



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.

ZIP: Barre, VT 05641
Property Type:
Condo/Townhouse/Apt, Single
Family Residence

50K	 										
00K	 										
50K	 										
0											
0 Sep '17	Nov	Dec '17	Jan		Mar	Apr	May '18	Jun	Jul	Aug '18	,
•		Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	
•	Nov '17	Dec '17	Jan '18 -	Feb '18	Mar '18	Apr '18	May	Jun '18 -	Jul	Aug	\$´ \$´



