# 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	Mar 2019	Mar 2018	+ / -	YTD 2019	YTD 2018	+ / -
Listing Activity Charts Metrics						
New Listing Count	3	14	-78.6%	13	22	-40.9%
New Listing Volume	\$257,500	\$2,886,000	-91.1%	\$1,990,600	\$4,103,400	-51.5%
Active Listing Count	34	52	-34.6%	NA	N/A	
Active Listing Volume	\$7,417,799	\$9,978,300	-25.7%	NA	N/A	
Average Listing Price	\$218,171	\$191,890	+13.7%	\$215,193	\$189,639	+13.5%
Median Listing Price	\$194,900	\$170,950	+14%	\$191,366	\$162,833	+17.5%
Median Daysin RPR	237.5	149	+59.4%	203.55	159.4	+27.7%
Months of Inventory	6.8	26	-73.8%	11.6	49	-76.3%
Absorption Rate	14.71%	3.85%	+10.9%	8.62%	2.04%	+6.6%
Sales Activity Charts Metrics					•••••••	
New Pending Sales Count	6	7	-14.3%	18	11	+63.6%
New Pending Sales Volume	\$1,136,300	\$1,013,200	+12.1%	\$2,664,500	\$1,507,500	+76.7%
Pending Sales Count	12	7	+71.4%	WA	NA	
Pending Sales Volume	\$1,956,100	\$1,094,200	+78.8%	WA	NA	
Closed Sales Count	3	4	-25%	10	10	+
Closed Sales Volume	\$368,500	\$273,000	+35%	\$1,206,900	\$1,530,500	-21.1%
Average Sales Price	\$122,833	\$68,250	+80%	\$120,690	\$153,050	-21.1%
Median Sales Price	\$118,500	\$74,500	+59.1%	\$132,140	\$159,800	-17.3%



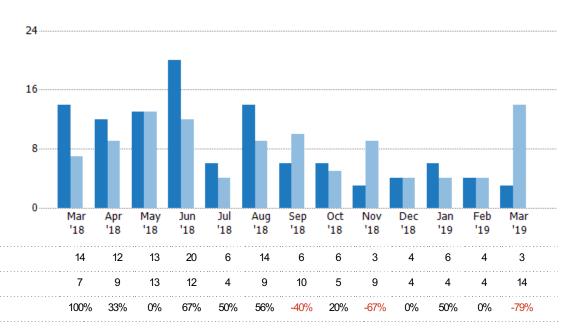


#### **New Listings**

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



Month/ Year	Count	% Chg.
Mar '19	3	-78.6%
Mar '18	14	100%
Mar '17	7	-14.3%



### New Listing Volume

Percent Change from Prior Year

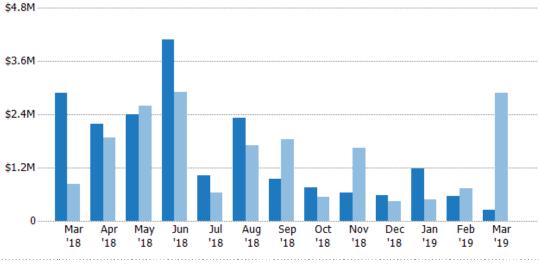
Current Year

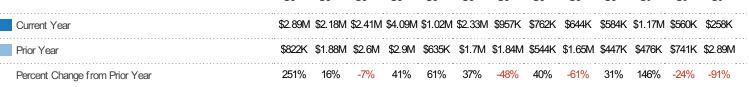
Prior Year

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

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

Month/ Year	Volume	% Chg.
Mar '19	\$258K	-91.1%
Mar '18	\$2.89M	251.2%
Mar '17	\$822K	5%





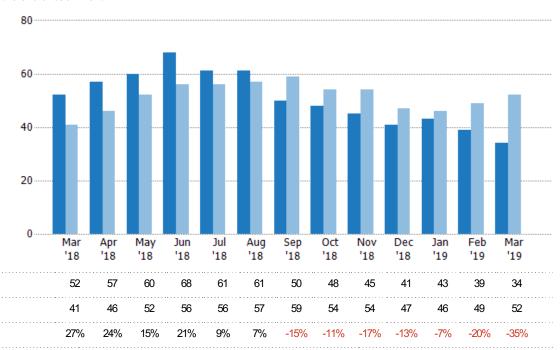


#### **Active Listings**

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



Month/ Year	Count	% Chg.
Mar '19	34	-34.6%
Mar '18	52	26.8%
Mar '17	41	85.4%



### **Active Listing Volume**

Percent Change from Prior Year

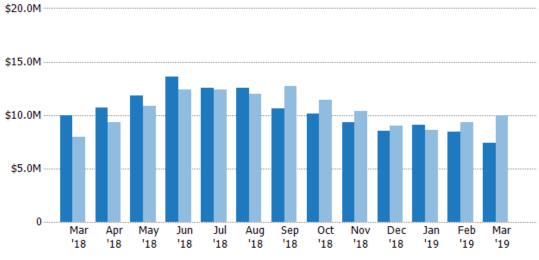
Current Year

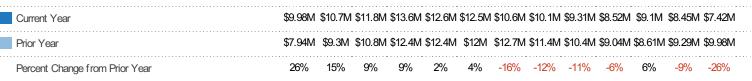
Prior Year

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

Month/ Year	Volume	% Chg.
Mar '19	\$7.42M	-25.7%
Mar '18	\$9.98M	25.7%
Mar '17	\$7.94M	69.1%









#### **Average Listing Price**

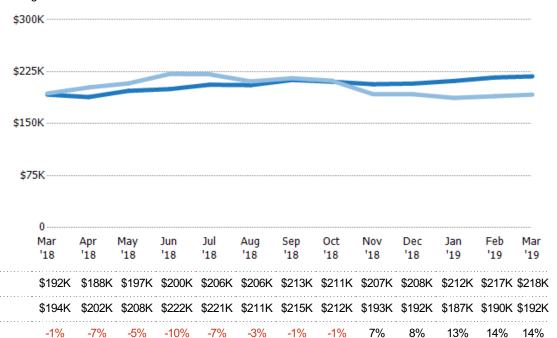
The average listing price of active residential listings at the end of each month.

Filters Used

ZIP: Newport, VT 05855

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

Month/	Div	0/ 01
Year	Price	% Chg.
Mar '19	\$218K	13.7%
Mar '18	\$192K	-0.9%
Mar '17	\$194K	-8.8%



### **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

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

Month/ Year	Price	% Chg.
Mar '19	\$195K	14%
Mar '18	\$171K	24.3%
Mar '17	\$138K	-2.3%

Percent Change from Prior Year

\$2	25K												
	50K												
4	/JK												
4			May '18		Jul	Aug		Oct	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19
	0 Mar '18	Apr '18	May	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	'18	'18	'19	'19	'19
	0 Mar '18	Apr '18 \$169K	May '18	Jun '18 \$198K	Jul '18 \$200K	Aug '18 \$199K	Sep '18 \$210K	Oct '18 \$199K	'18 \$190K	'18 \$190K	'19 \$190K	'19 \$190K	'19 \$195K



Current Year
Prior Year



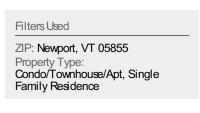
Avg Est Value

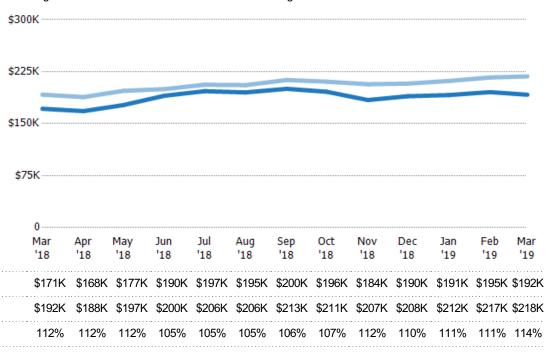
Avg Listing Price

### Market Data Report

#### 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.



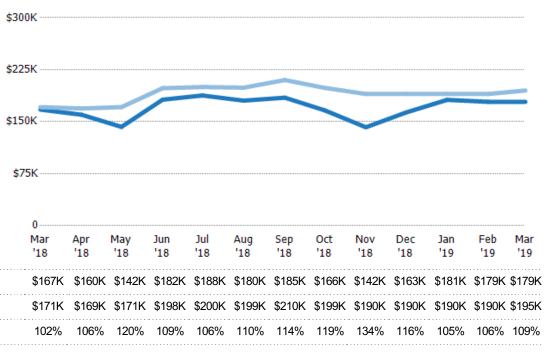


#### Median Listing Price vs Median Est Value

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

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

Avg Listing Price as a % of Avg Est Value





Median Est Value

Median Listing Price

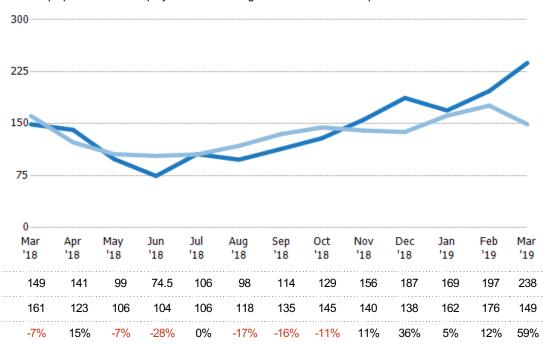
Med Listing Price as a % of Med Est Value

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

Month/ Year	Days	% Chg.
Mar '19	238	59.4%
Mar '18	149	-7.5%
Mar '17	161	65.8%



### 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: Condo/Townhouse/Apt, Single Family Residence

Month/ Year	Months	% Chg.
Mar '19	6.8	-73.8%
Mar '18	26	-36.6%
Mar '17	41	85.4%

Percent Change from Prior Year

60												
40	1											
20							<u></u>				$\supset$	
0 Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18		Nov '18	Dec '18	Jan '19	Feb '19	Mar '19
Mar	Apr	May	Jun	Jul	Aug	Sep	0ct	Nov	Dec	Jan	Feb	Mar
Mar '18	Apr '18	May '18	Jun '18 13.6	Jul '18	Aug '18	Sep '18 3.57	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19

Current Year Prior Year



Current Year

Prior Year

Change from Prior Year

# Market Data Report

#### **Absorption Rate**

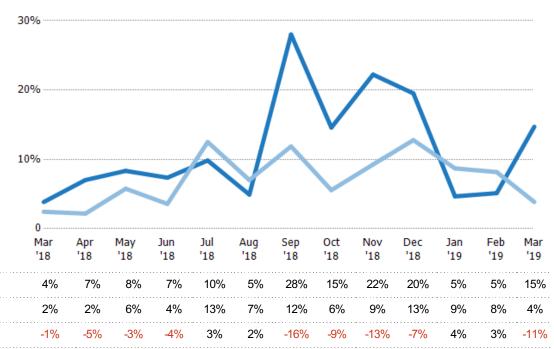
The percentage of inventory sold per month.

Filters Used

ZIP: Newport, VT 05855

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

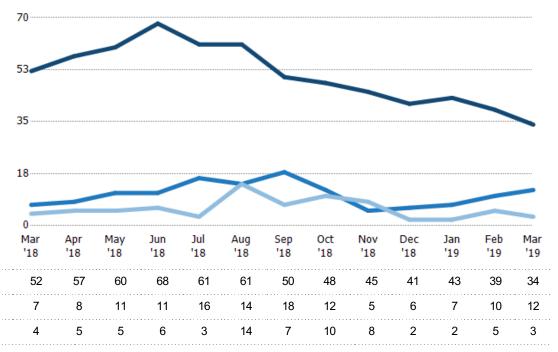
Month/ Year	Rate	Chg.
Mar '19	15%	-10.9%
Mar '18	4%	-1.4%
Mar '17	2%	-46.1%



### Active/Pending/Sold Units

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

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



Active

Sold

Pending

4/30/2019

7 of 14

Mar '17

Current Year

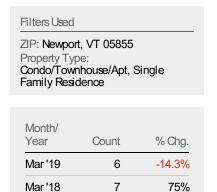
Prior Year

Filters Used

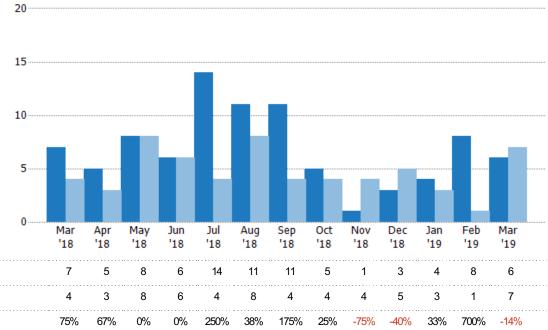
# Market Data Report

#### **New Pending Sales**

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



4

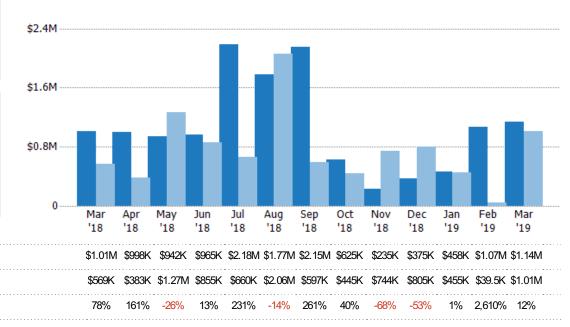


### New Pending Sales Volume

Percent Change from Prior Year

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

Property Ty	nhouse/Apt, S	ingle
Month/ Year	Volume	% Chg.
Mar '19	\$1.14M	12.1%
Mar '18	\$1.01M	78.2%
Mar '17	\$569K	



Current Year

Percent Change from Prior Year

Prior Year

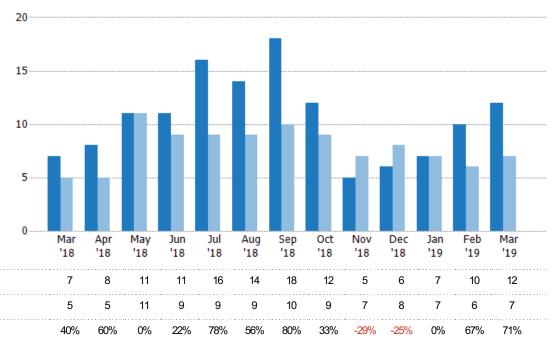


#### **Pending Sales**

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



Month/ Year	Count	% Chg.
Mar '19	12	71.4%
Mar '18	7	40%
Mar '17	5	0%



### Pending Sales Volume

Percent Change from Prior Year

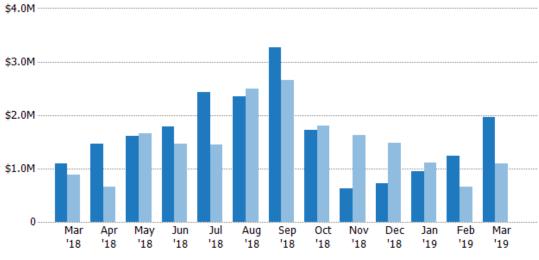
Current Year

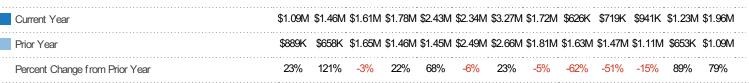
Prior Year

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

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

Month/ Year	Volume	% Chg.
Mar '19	\$1.96M	78.8%
Mar '18	\$1.09M	23%
Mar '17	\$889K	-35%

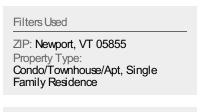


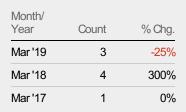


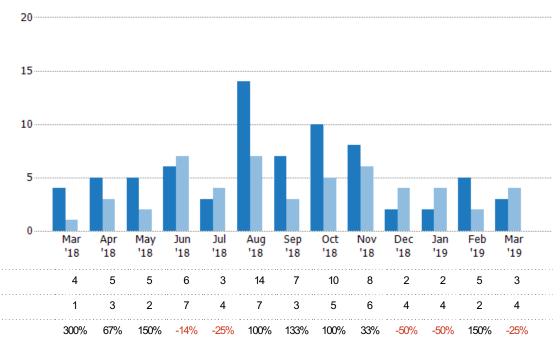


#### **Closed Sales**

The total number of residential properties sold each month.







#### **Closed Sales Volume**

Percent Change from Prior Year

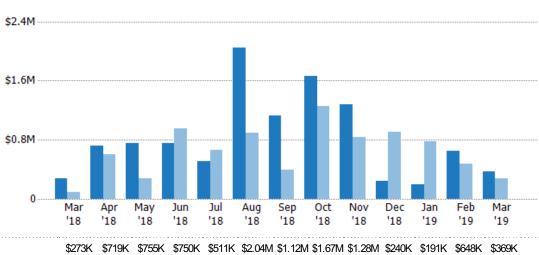
Current Year

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
Family Residence

Month/ Year	Volume	% Chg.
Mar '19	\$369K	35%
Mar '18	\$273K	191%
Mar '17	\$93.8K	150.5%



Current Year	\$273K	\$719K	\$755K	\$750K	\$511K	\$2.04M	\$1.12M	\$1.67M	\$1.28M	\$240K	\$191K	\$648K	\$369K
Prior Year	\$93.8K	\$598K	\$272K	\$947K	\$657K	\$899K	\$396K	\$1.25M	\$841K	\$906K	\$778K	\$480K	\$273K
Percent Change from Prior Year	191%	20%	178%	-21%	-22%	127%	184%	33%	52%	-74%	-75%	35%	35%



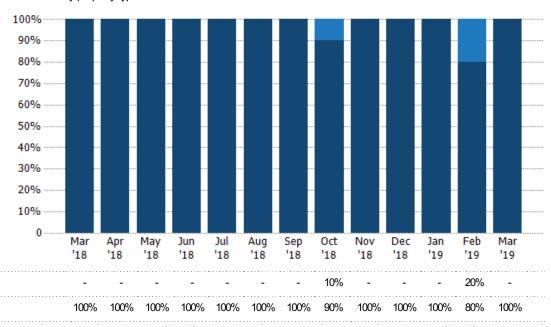
#### Closed Sales by Property Type

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

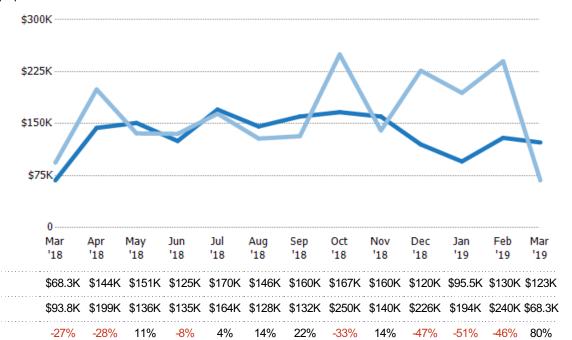
Condo/Townhouse

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

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

Month/ Year	Price	% Chg.
Mar '19	\$123K	80%
Mar '18	\$68.3K	-27.2%
Mar '17	\$93.8K	150.5%

Percent Change from Prior Year





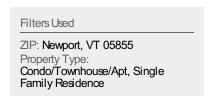
Current Year

Prior Year

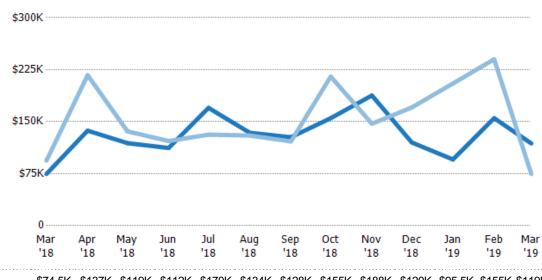


#### **Median Sales Price**

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



Month/ Year	Price	% Chg.
Mar '19	\$119K	59.1%
Mar '18	\$74.5K	-20.6%
Mar '17	\$93.8K	150.5%



	10	10	10	10	10	10	10	10	10	10	19	19	19
Current Year	\$74.5K	\$137K	\$119K	\$112K	\$170K	\$134K	\$128K	\$155K	\$188K	\$120K	\$95.5K	\$155K	\$119K
Prior Year	\$93.8K	\$217K	\$136K	\$122K	\$131K	\$130K	\$122K	\$215K	\$147K	\$170K	\$205K	\$240K	\$74.5K
Percent Change from Prior Year	-21%	-37%	-13%	-8%	29%	3%	5%	-28%	28%	-30%	-53%	-35%	59%

### 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 List Price

Avg Sales Price

Avg Sales Price as a % of Avg List Price



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.

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



#### 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

ZIP: Newport, VT 05855

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

Med Sales Price as a % of Med List Price





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.

107%

112%

57%

89%

82%

108%

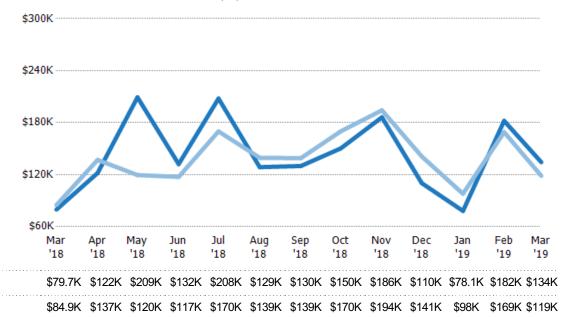
107% 113% 104%

128%

Filters Used

ZIP: Newport, VT 05855

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





**♪**RPR

