

## 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 2020	Mar 2019	+ / -	YTD 2020	YTD 2019	+ / -
<b>Listing Activity Charts Metrics</b>						
New Listing Count	6	3	+100%	20	13	+53.8%
New Listing Volume	\$1,864,900	\$252,500	+638.6%	\$4,099,400	\$1,970,500	+108%
Active Listing Count	32	42	-23.8%	N/A	N/A	
Active Listing Volume	\$7,518,700	\$8,900,884	-15.5%	N/A	N/A	
Average Listing Price	\$234,959	\$211,926	+10.9%	\$202,415	\$207,928	-2.7%
Median Listing Price	\$181,500	\$199,950	-9.2%	\$167,755	\$192,915	-13%
Median Days in RPR	206	254.5	-19.1%	179.07	228.95	-21.8%
Months of Inventory	8	8.4	-4.8%	11.2	15.6	-28%
Absorption Rate	12.5%	11.9%	+0.6%	8.93%	6.43%	+2.5%
<b>Sales Activity Charts Metrics</b>						
New Pending Sales Count	11	6	+83.3%	20	15	+33.3%
New Pending Sales Volume	\$1,398,599	\$1,136,300	+23.1%	\$2,512,719	\$2,413,100	+4.1%
Pending Sales Count	13	8	+62.5%	N/A	N/A	
Pending Sales Volume	\$1,966,619	\$1,510,300	+30.2%	N/A	N/A	
Closed Sales Count	5	3	+66.7%	14	10	+40%
Closed Sales Volume	\$605,800	\$368,500	+64.4%	\$1,539,129	\$1,206,900	+27.5%
Average Sales Price	\$121,160	\$122,833	-1.4%	\$109,938	\$120,690	-8.9%
Median Sales Price	\$115,000	\$118,500	-3%	\$113,879	\$132,140	-13.8%

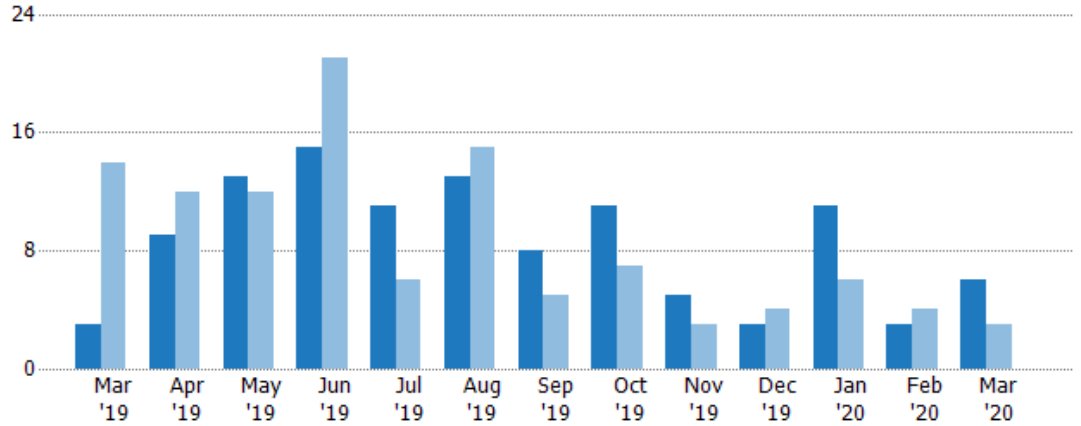
## New Listings

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

### Filters Used

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

Month/Year	Count	% Chg.
Mar '20	6	100%
Mar '19	3	-78.6%
Mar '18	14	-57.1%



	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20
Current Year	3	9	13	15	11	13	8	11	5	3	11	3	6
Prior Year	14	12	12	21	6	15	5	7	3	4	6	4	3
Percent Change from Prior Year	-79%	-25%	8%	-29%	83%	-13%	60%	57%	67%	-25%	83%	-25%	100%

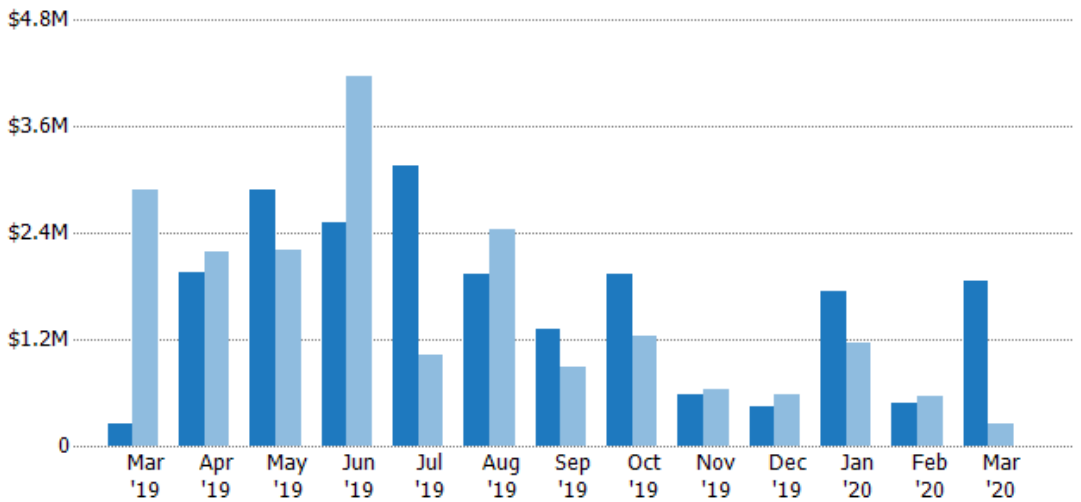
## New Listing Volume

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

Month/Year	Volume	% Chg.
Mar '20	\$1.86M	638.6%
Mar '19	\$253K	-91.3%
Mar '18	\$2.89M	-77.5%



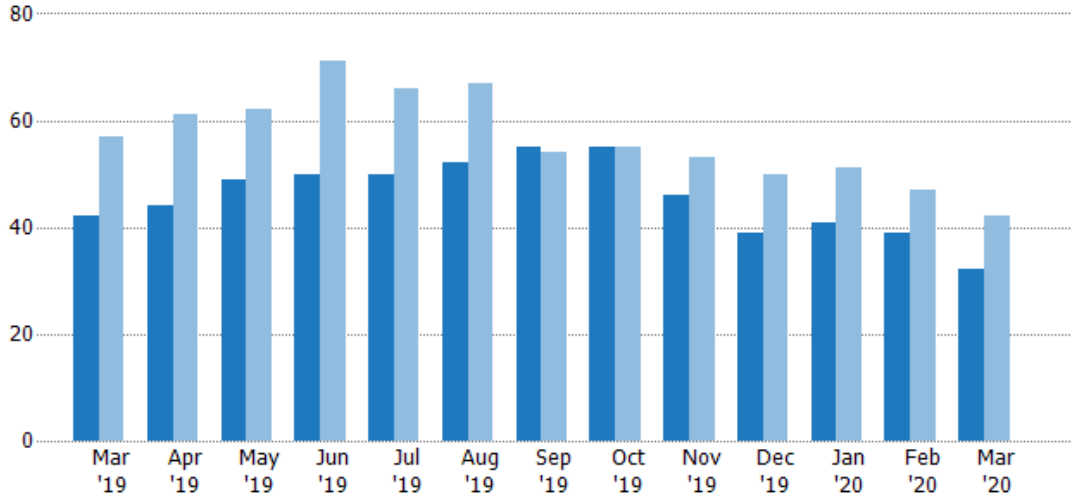
	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20
Current Year	\$253K	\$1.96M	\$2.89M	\$2.51M	\$3.16M	\$1.94M	\$1.32M	\$1.93M	\$575K	\$444K	\$1.75M	\$489K	\$1.86M
Prior Year	\$2.89M	\$2.18M	\$2.21M	\$4.17M	\$1.02M	\$2.45M	\$892K	\$1.24M	\$644K	\$584K	\$1.16M	\$560K	\$253K
Percent Change from Prior Year	-91%	-10%	31%	-40%	209%	-21%	48%	56%	-11%	-24%	51%	-13%	639%

## Active Listings

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

### Filters Used

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



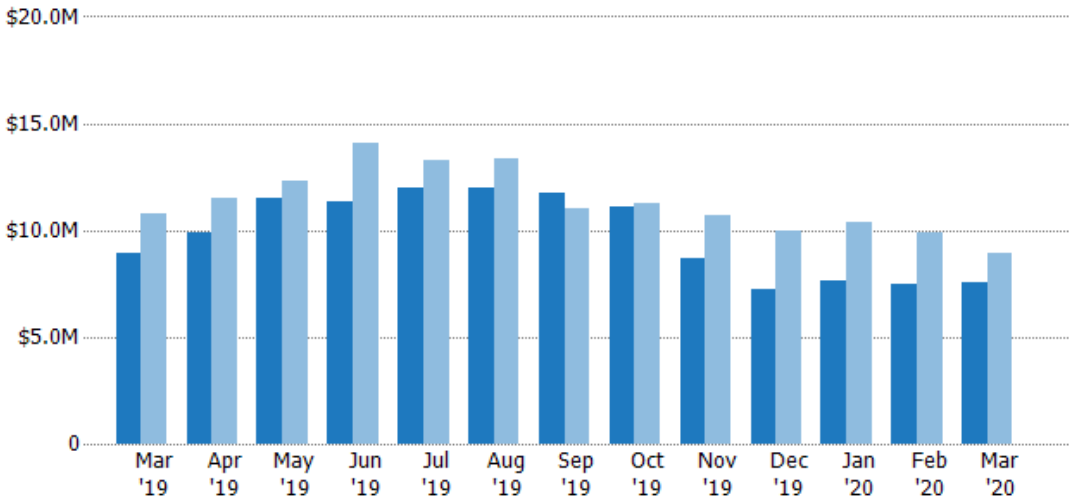
Month/Year	Current Year	Prior Year	Percent Change from Prior Year
Mar '20	32	42	-23.8%
Mar '19	42	57	-26.3%
Mar '18	57	71	-31.6%

## Active Listing Volume

The sum of the 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/Year	Current Year	Prior Year	Percent Change from Prior Year
Mar '20	\$7.52M	\$8.9M	-15.5%
Mar '19	\$8.9M	\$10.8M	-17.6%
Mar '18	\$10.8M	\$14.1M	-33%

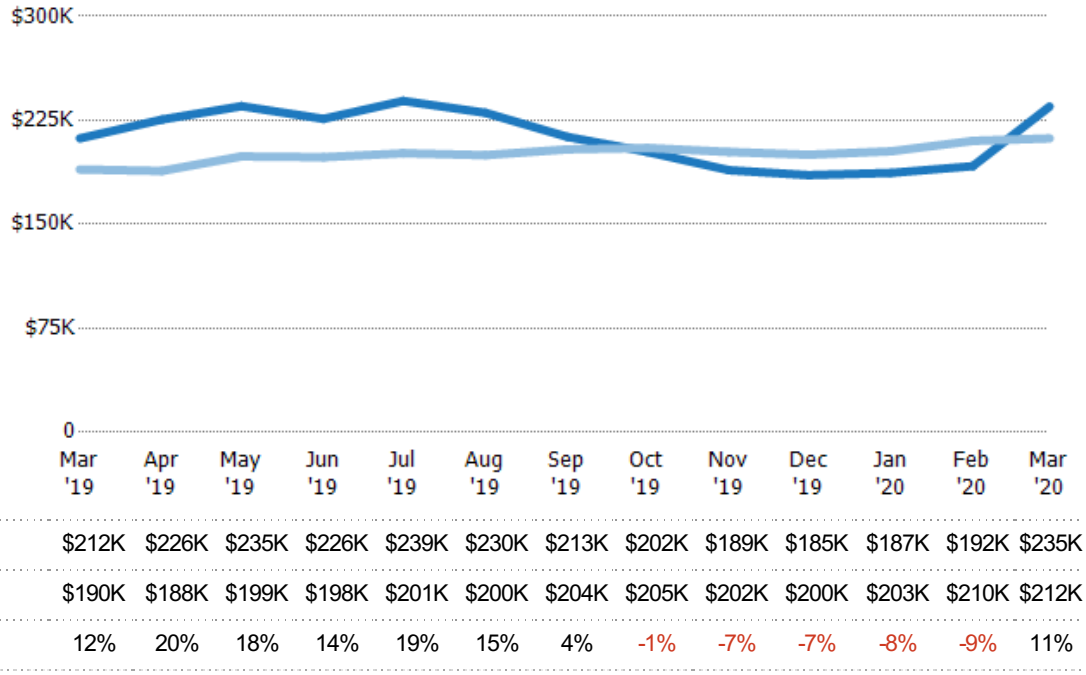
## Average Listing Price

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/ Year	Price	% Chg.
Mar '20	\$235K	10.9%
Mar '19	\$212K	11.8%
Mar '18	\$190K	-2.1%



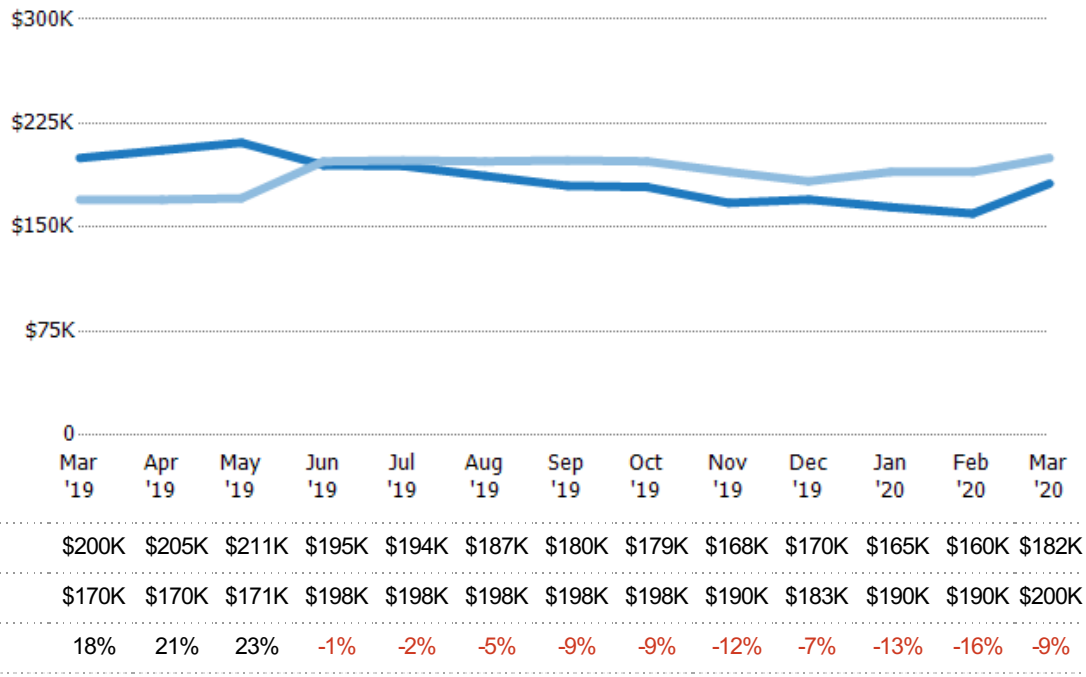
## Median Listing Price

The median 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/ Year	Price	% Chg.
Mar '20	\$182K	-9.2%
Mar '19	\$200K	17.7%
Mar '18	\$170K	-19.1%

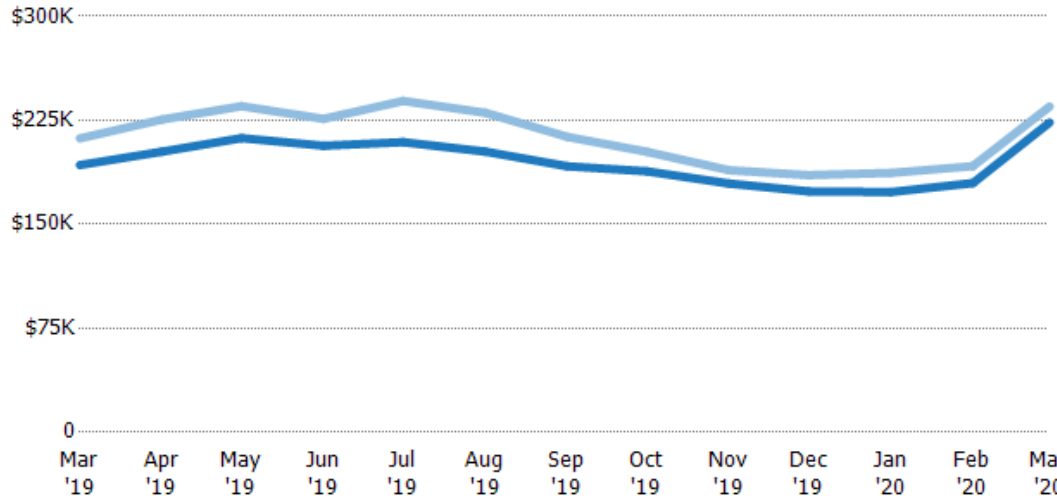


## Average Listing Price vs Average Est Value

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

**Filters Used**

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



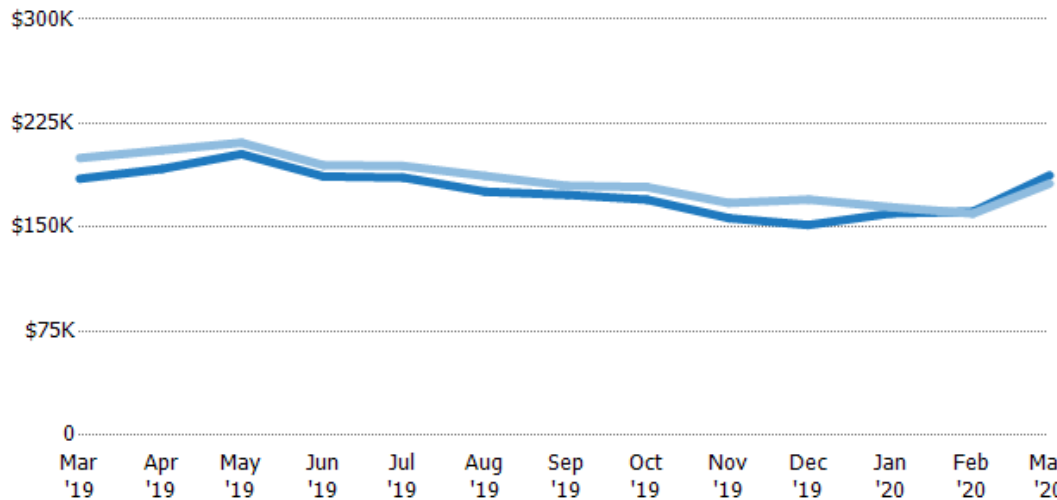
Avg Est Value	\$193K	\$202K	\$212K	\$207K	\$209K	\$202K	\$192K	\$188K	\$179K	\$174K	\$173K	\$180K	\$223K
Avg Listing Price	\$212K	\$226K	\$235K	\$226K	\$239K	\$230K	\$213K	\$202K	\$189K	\$185K	\$187K	\$192K	\$235K
Avg Listing Price as a % of Avg Est Value	110%	111%	111%	109%	114%	114%	111%	107%	105%	107%	108%	107%	105%

## 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**

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



Median Est Value	\$185K	\$192K	\$203K	\$187K	\$186K	\$176K	\$173K	\$170K	\$157K	\$152K	\$160K	\$161K	\$187K
Median Listing Price	\$200K	\$205K	\$211K	\$195K	\$194K	\$187K	\$180K	\$179K	\$168K	\$170K	\$165K	\$160K	\$182K
Med Listing Price as a % of Med Est Value	108%	107%	104%	104%	105%	106%	104%	105%	107%	112%	103%	99%	97%

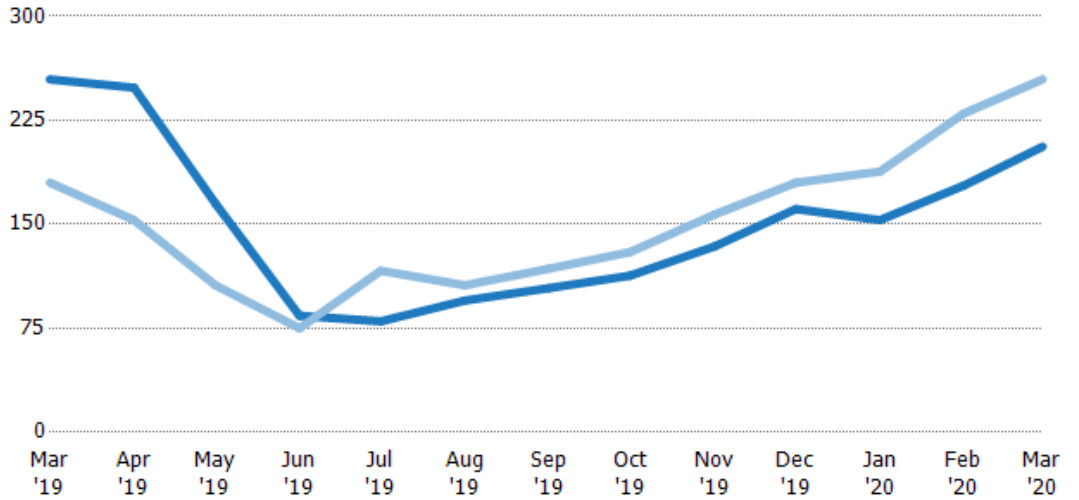
## Median Days in RPR

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 '20	206	-19.1%
Mar '19	255	41.4%
Mar '18	180	-10.6%



Current Year	255	249	165	84	80	95	104	113	134	161	153	178	206
Prior Year	180	153	106	75	117	106	118	130	157	180	188	230	255
Percent Change from Prior Year	41%	62%	56%	12%	-31%	-10%	-12%	-13%	-15%	-11%	-19%	-23%	-19%

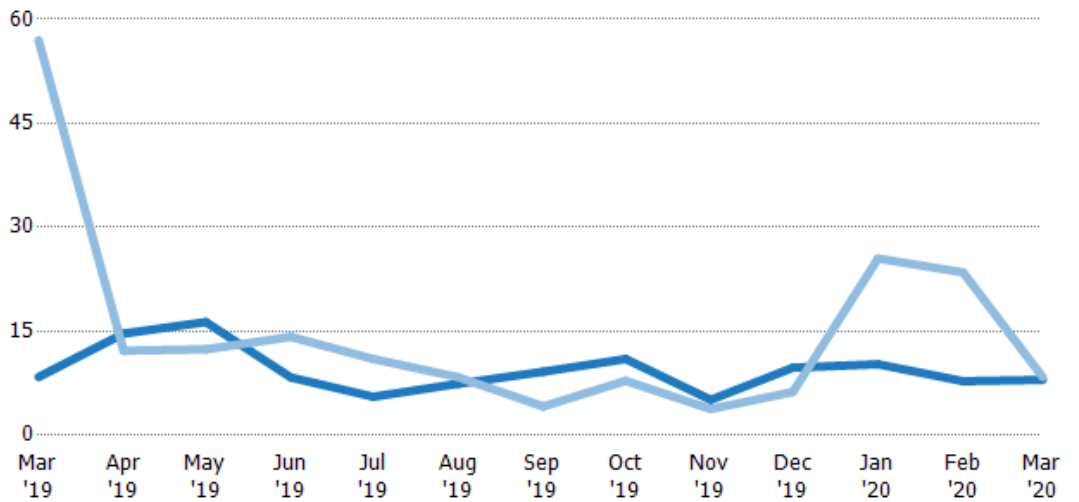
## Months of Inventory

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 '20	8	-4.8%
Mar '19	8.4	-85.3%
Mar '18	57	-31.6%



Current Year	8.4	14.7	16.3	8.33	5.56	7.43	9.17	11	5.11	9.75	10.3	7.8	8
Prior Year	57	12.2	12.4	14.2	11	8.38	4.15	7.86	3.79	6.25	25.5	23.5	8.4
Percent Change from Prior Year	-85%	20%	32%	-41%	-49%	-11%	121%	40%	35%	56%	-60%	-67%	-5%

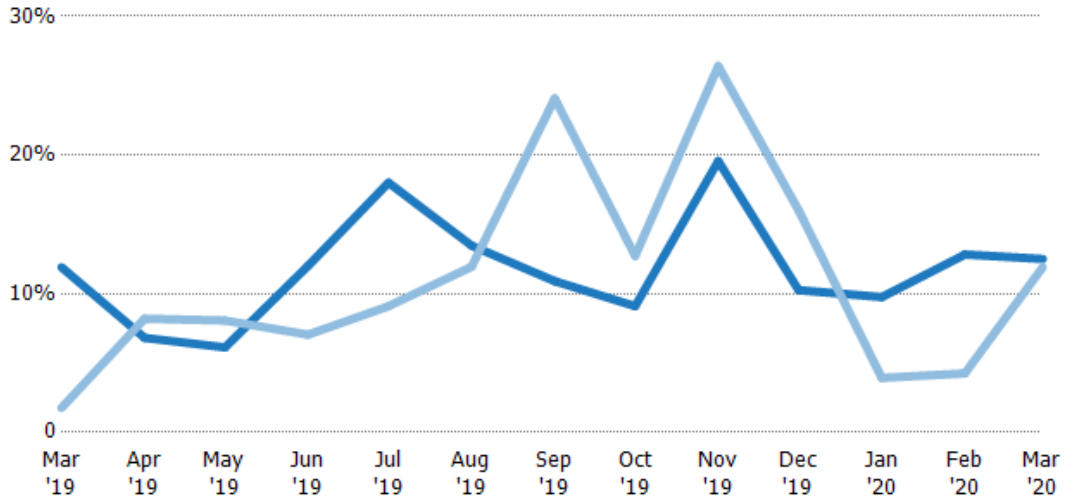
## Absorption Rate

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 '20	13%	-0.6%
Mar '19	12%	-10.2%
Mar '18	2%	46.3%



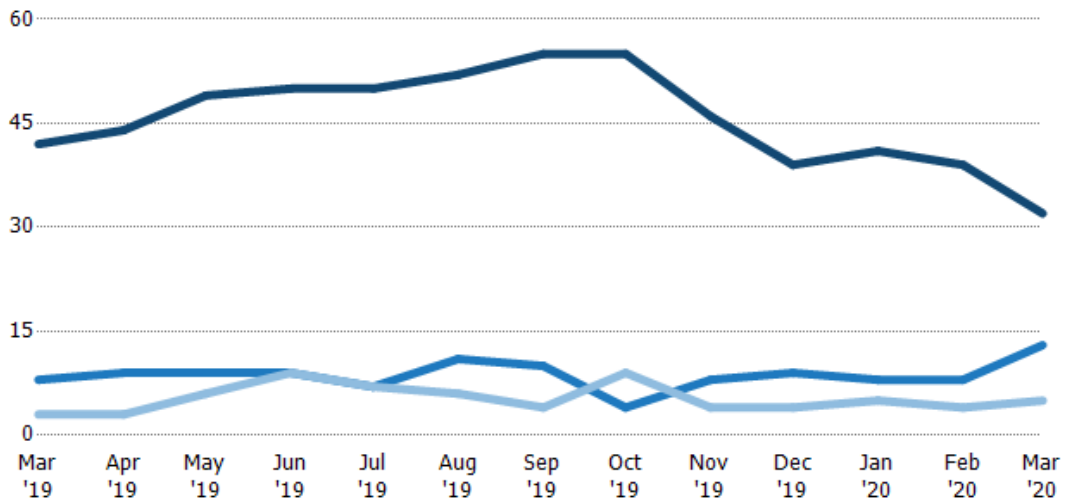
Current Year	12%	7%	6%	12%	18%	13%	11%	9%	20%	10%	10%	13%	13%
Prior Year	2%	8%	8%	7%	9%	12%	24%	13%	26%	16%	4%	4%	12%
Change from Prior Year	-10%	1%	2%	-5%	-9%	-2%	13%	4%	7%	6%	-6%	-9%	-1%

## 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



Active	42	44	49	50	50	52	55	55	46	39	41	39	32
Pending	8	9	9	9	7	11	10	4	8	9	8	8	13
Sold	3	3	6	9	7	6	4	9	4	4	5	4	5

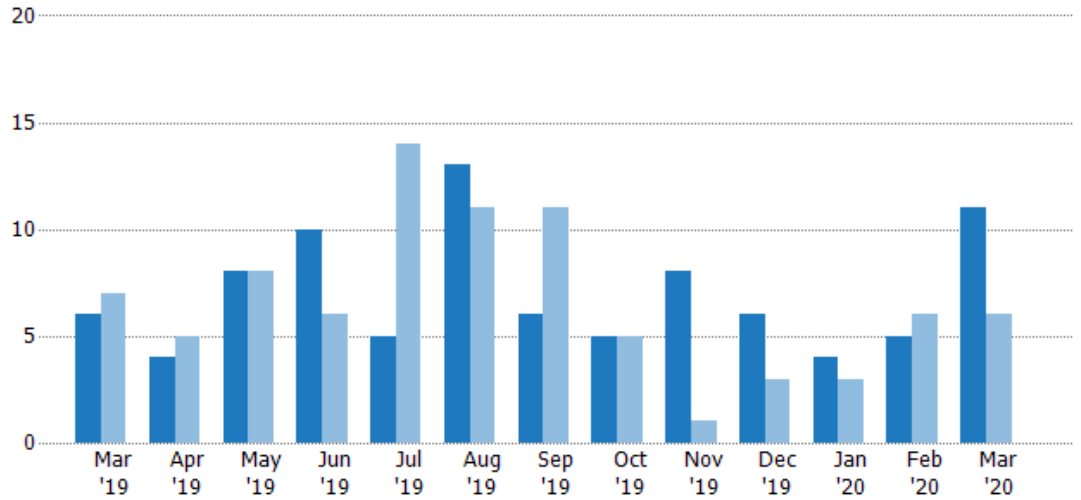
## New Pending Sales

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

### Filters Used

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

Month/Year	Count	% Chg.
Mar '20	11	83.3%
Mar '19	6	-14.3%
Mar '18	7	-57.1%



	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20
Current Year	6	4	8	10	5	13	6	5	8	6	4	5	11
Prior Year	7	5	8	6	14	11	11	5	1	3	3	6	6
Percent Change from Prior Year	-14%	-20%	0%	67%	-64%	18%	-45%	0%	700%	100%	33%	-17%	83%

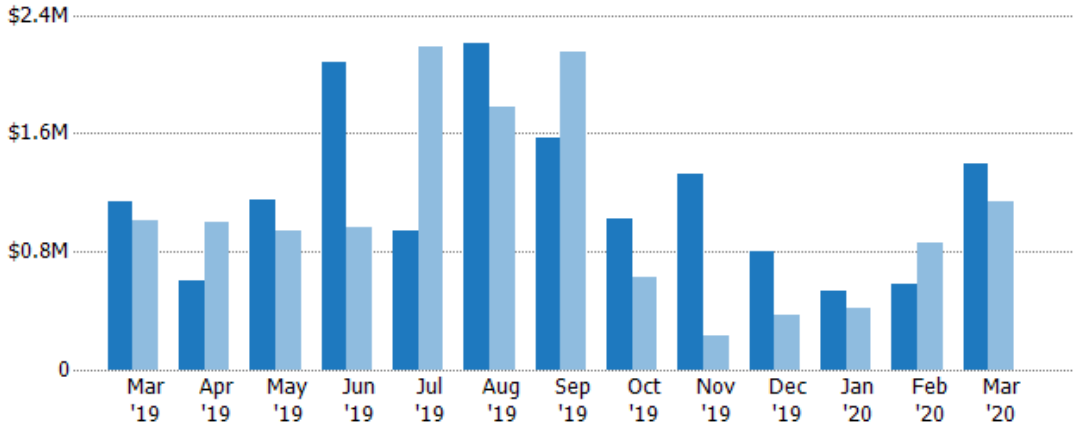
## New Pending Sales Volume

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

### Filters Used

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

Month/Year	Volume	% Chg.
Mar '20	\$1.4M	23.1%
Mar '19	\$1.14M	12.1%
Mar '18	\$1.01M	-58.7%



	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20
Current Year	\$1.14M	\$605K	\$1.15M	\$2.08M	\$946K	\$2.2M	\$1.57M	\$1.02M	\$1.32M	\$804K	\$536K	\$578K	\$1.4M
Prior Year	\$1.01M	\$998K	\$942K	\$965K	\$2.18M	\$1.77M	\$2.15M	\$625K	\$235K	\$375K	\$418K	\$859K	\$1.14M
Percent Change from Prior Year	12%	-39%	22%	116%	-57%	24%	-27%	64%	461%	114%	28%	-33%	23%

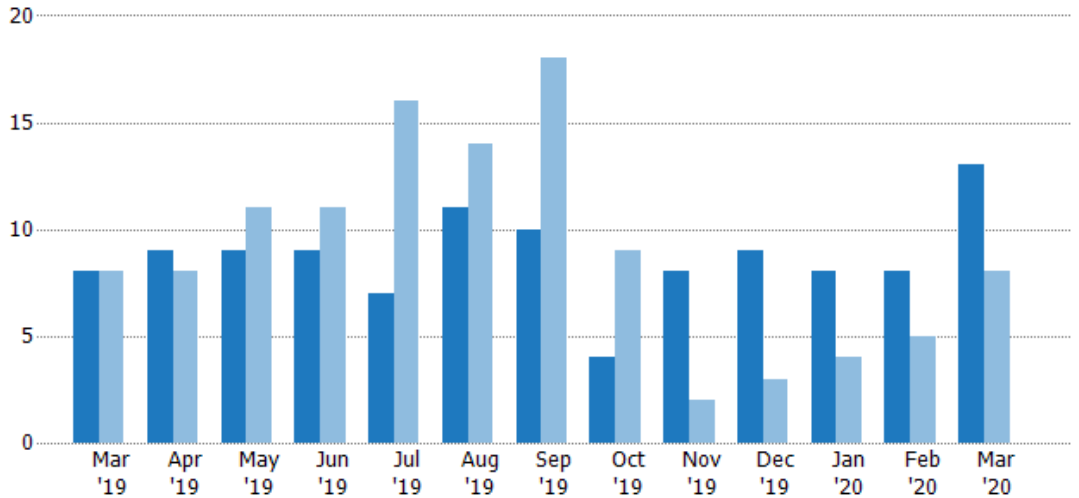


## Pending Sales

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

### Filters Used

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



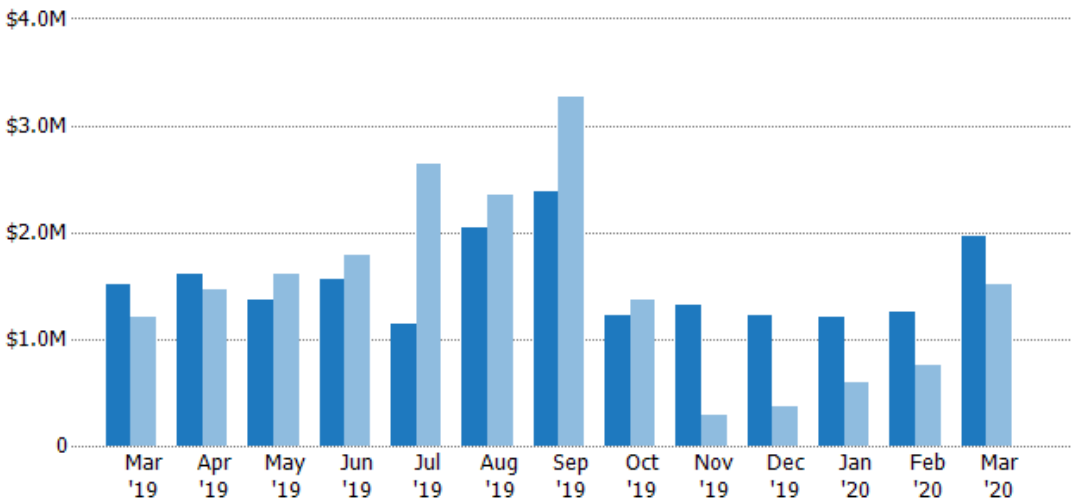
	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20
Current Year	8	9	9	9	7	11	10	4	8	9	8	8	13
Prior Year	8	8	11	11	16	14	18	9	2	3	4	5	8
Percent Change from Prior Year	0%	13%	-18%	-18%	-56%	-21%	-44%	-56%	300%	200%	100%	60%	63%

## Pending Sales Volume

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

### Filters Used

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



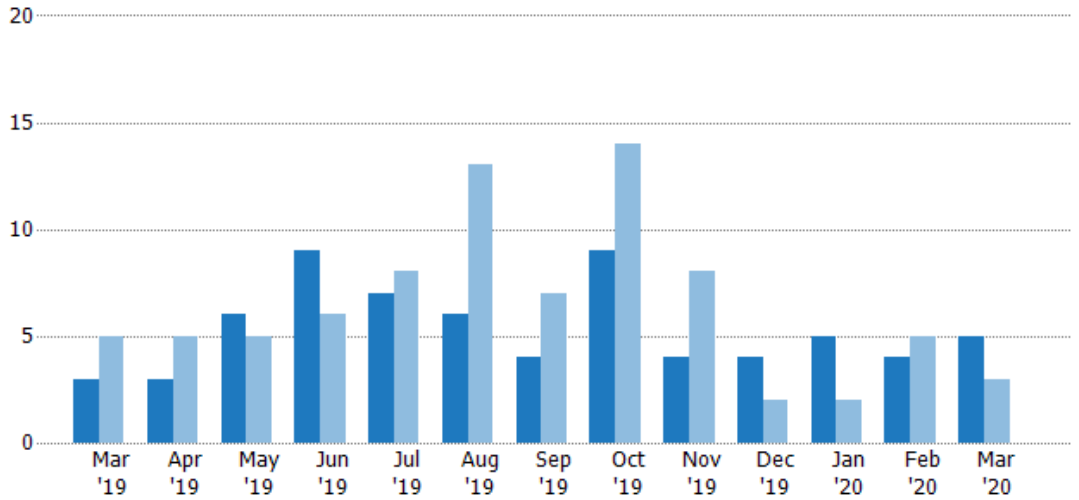
	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20
Current Year	\$1.51M	\$1.61M	\$1.36M	\$1.56M	\$1.14M	\$2.05M	\$2.39M	\$1.22M	\$1.32M	\$1.21M	\$1.2M	\$1.26M	\$1.97M
Prior Year	\$1.21M	\$1.46M	\$1.61M	\$1.78M	\$2.64M	\$2.34M	\$3.27M	\$1.37M	\$282K	\$375K	\$597K	\$754K	\$1.51M
Percent Change from Prior Year	25%	11%	-15%	-12%	-57%	-12%	-27%	-11%	368%	223%	102%	67%	30%

## 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



Month/Year	Count	% Chg.
Mar '20	5	66.7%
Mar '19	3	-40%
Mar '18	5	-80%

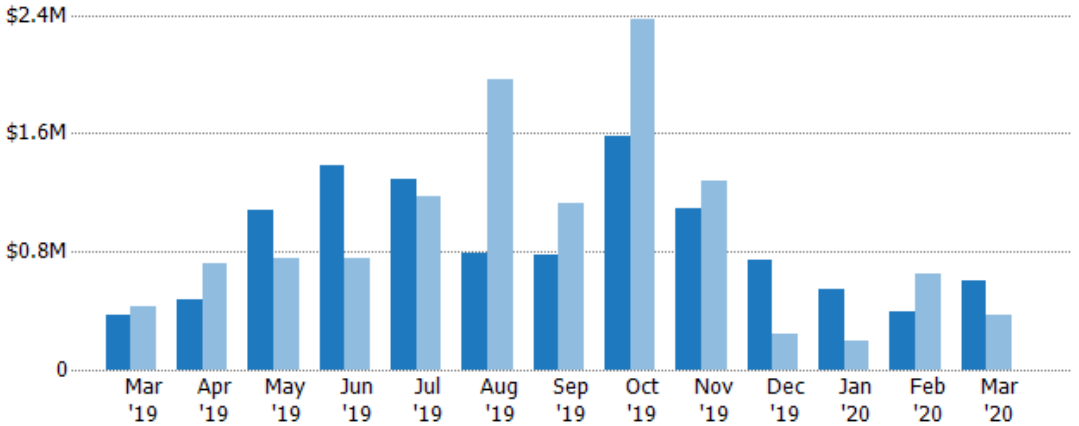
	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20
Current Year	3	3	6	9	7	6	4	9	4	4	5	4	5
Prior Year	5	5	5	6	8	13	7	14	8	2	2	5	3
Percent Change from Prior Year	-40%	-40%	20%	50%	-13%	-54%	-43%	-36%	-50%	100%	150%	-20%	67%

## Closed Sales Volume

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



Month/Year	Volume	% Chg.
Mar '20	\$606K	64.4%
Mar '19	\$369K	-13.5%
Mar '18	\$426K	-78%

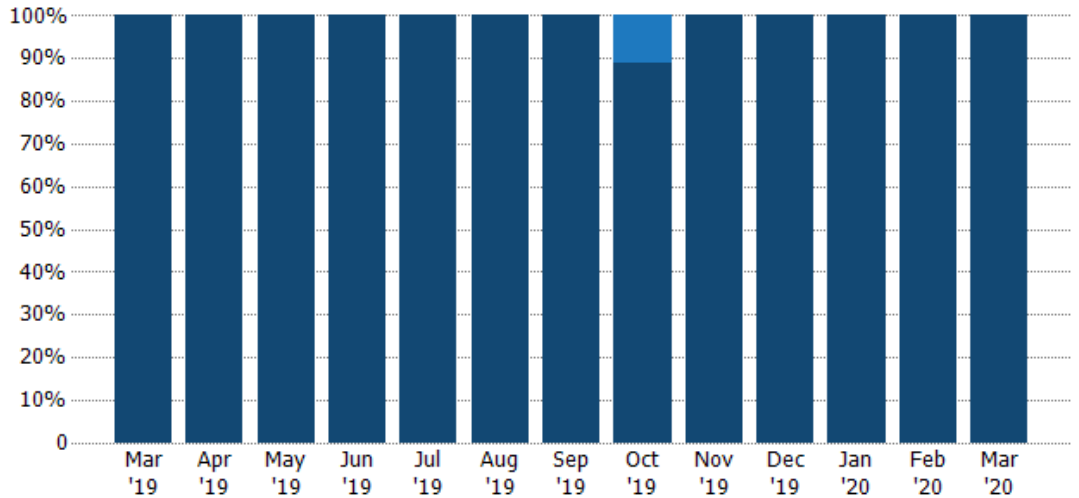
	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20
Current Year	\$369K	\$476K	\$1.08M	\$1.38M	\$1.29M	\$794K	\$781K	\$1.57M	\$1.09M	\$745K	\$543K	\$390K	\$606K
Prior Year	\$426K	\$719K	\$755K	\$750K	\$1.17M	\$1.97M	\$1.12M	\$2.37M	\$1.28M	\$240K	\$191K	\$648K	\$369K
Percent Change from Prior Year	-13%	-34%	43%	84%	10%	-60%	-30%	-34%	-15%	210%	184%	-40%	64%

## 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



Condo/Townhouse	-	-	-	-	-	-	-	11%	-	-	-	-	-
Single Family Residence	100%	100%	100%	100%	100%	100%	100%	89%	100%	100%	100%	100%	100%

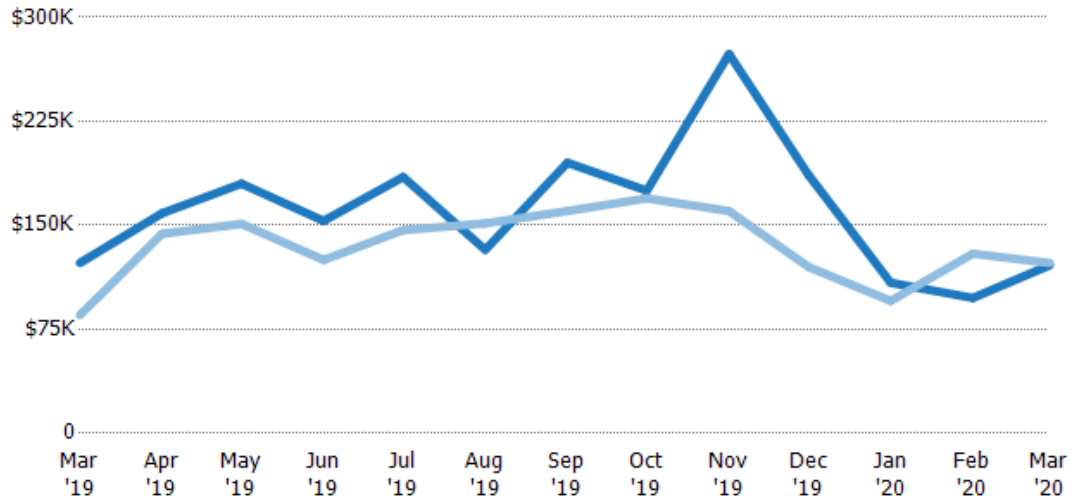
## Average Sales Price

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

**Filters Used**

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

Month/Year	Price	% Chg.
Mar '20	\$121K	-1.4%
Mar '19	\$123K	44.2%
Mar '18	\$85.2K	10.1%



Current Year	\$123K	\$159K	\$180K	\$153K	\$185K	\$132K	\$195K	\$175K	\$274K	\$186K	\$109K	\$97.6K	\$121K
Prior Year	\$85.2K	\$144K	\$151K	\$125K	\$147K	\$151K	\$160K	\$169K	\$160K	\$120K	\$95.5K	\$130K	\$123K
Percent Change from Prior Year	44%	10%	19%	23%	26%	-13%	22%	3%	71%	55%	14%	-25%	-1%

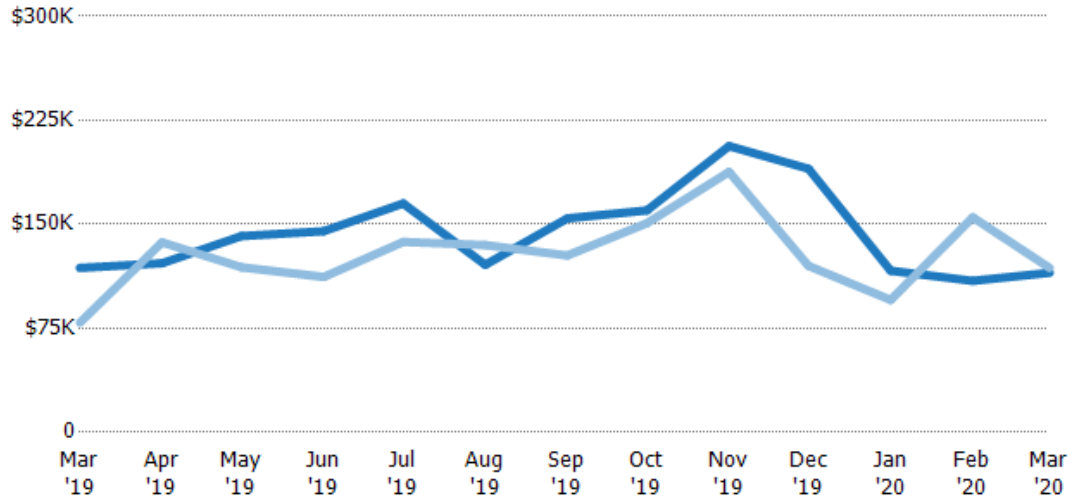
## Median Sales Price

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

### Filters Used

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

Month/ Year	Price	% Chg.
Mar '20	\$115K	-3%
Mar '19	\$119K	50%
Mar '18	\$79K	18.7%



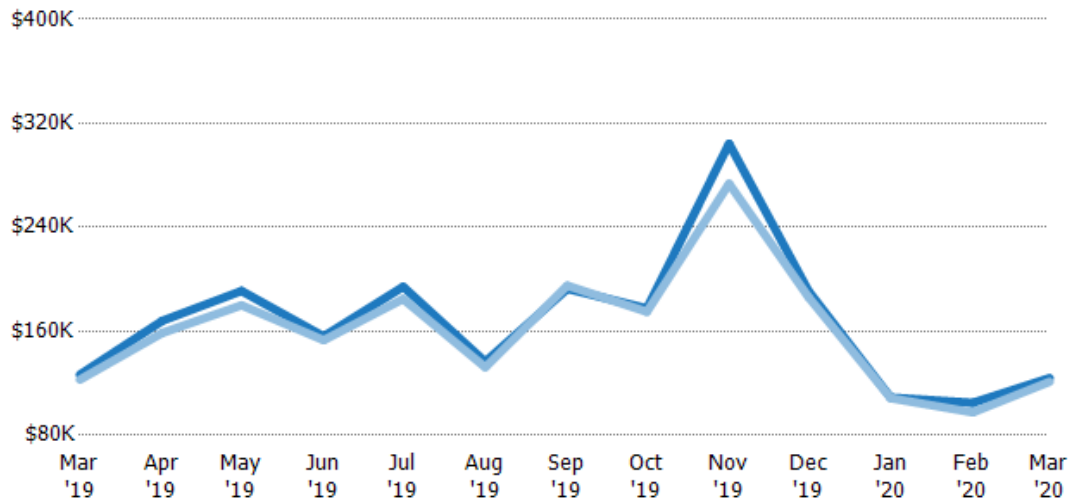
Current Year	\$119K	\$122K	\$142K	\$145K	\$165K	\$121K	\$154K	\$160K	\$206K	\$190K	\$117K	\$109K	\$115K
Prior Year	\$79K	\$137K	\$119K	\$112K	\$137K	\$135K	\$128K	\$151K	\$188K	\$120K	\$95.5K	\$155K	\$119K
Percent Change from Prior Year	50%	-11%	19%	29%	20%	-11%	21%	6%	10%	58%	22%	-30%	-3%

## 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

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



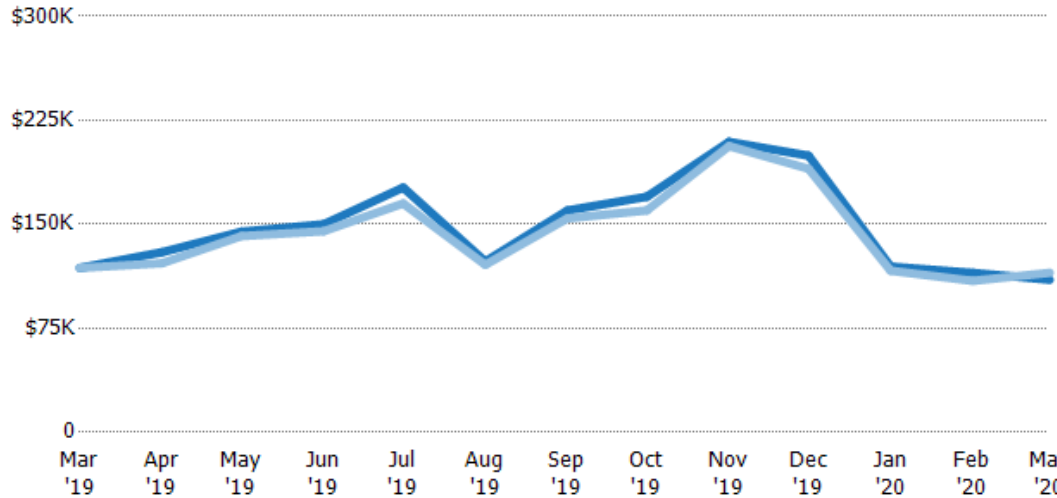
Avg List Price	\$127K	\$168K	\$191K	\$156K	\$194K	\$137K	\$193K	\$178K	\$304K	\$191K	\$109K	\$105K	\$124K
Avg Sales Price	\$123K	\$159K	\$180K	\$153K	\$185K	\$132K	\$195K	\$175K	\$274K	\$186K	\$109K	\$97.6K	\$121K
Avg Sales Price as a % of Avg List Price	97%	94%	94%	98%	95%	97%	101%	99%	90%	98%	100%	93%	98%

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



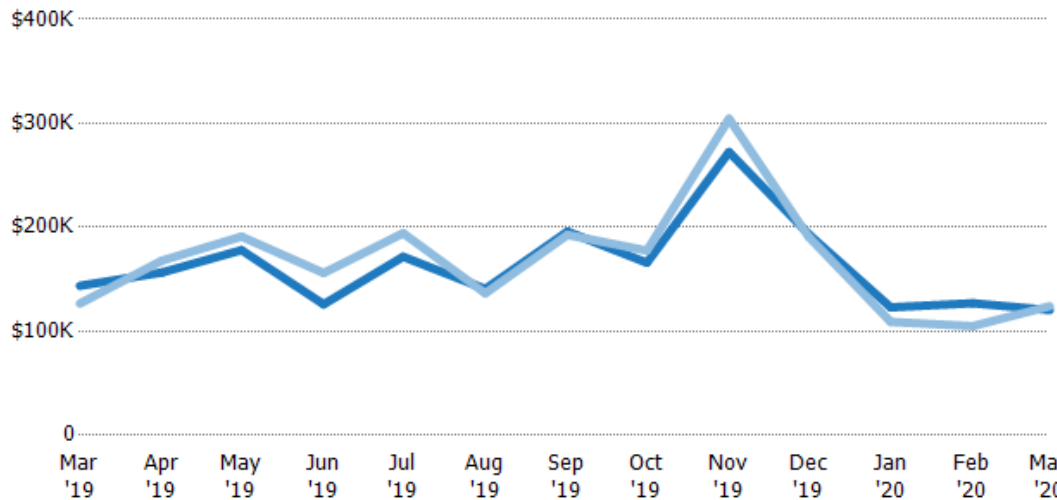
	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20
Median List Price	\$119K	\$130K	\$145K	\$150K	\$177K	\$123K	\$160K	\$170K	\$209K	\$200K	\$120K	\$115K	\$110K
Median Sales Price	\$119K	\$122K	\$142K	\$145K	\$165K	\$121K	\$154K	\$160K	\$206K	\$190K	\$117K	\$109K	\$115K
Med Sales Price as a % of Med List Price	100%	94%	98%	97%	93%	98%	96%	94%	99%	95%	97%	95%	105%

## 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



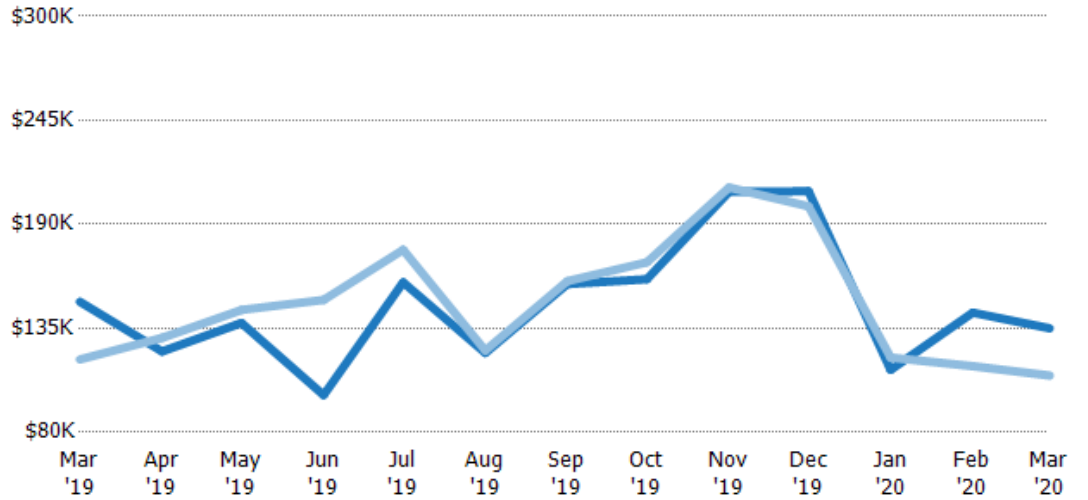
	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20
Avg Est Value	\$144K	\$157K	\$178K	\$126K	\$172K	\$141K	\$196K	\$166K	\$272K	\$194K	\$123K	\$127K	\$120K
Avg Sales Price	\$127K	\$168K	\$191K	\$156K	\$194K	\$137K	\$193K	\$178K	\$304K	\$191K	\$109K	\$105K	\$124K
Avg Sales Price as a % of Avg Est Value	88%	107%	107%	124%	113%	97%	98%	107%	112%	99%	89%	83%	103%

## 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



Median Est Value	\$149K	\$123K	\$138K	\$100K	\$159K	\$122K	\$158K	\$161K	\$207K	\$207K	\$113K	\$143K	\$135K
Median Sales Price	\$119K	\$130K	\$145K	\$150K	\$177K	\$123K	\$160K	\$170K	\$209K	\$200K	\$120K	\$115K	\$110K
Med Sales Price as a % of Med Est Value	80%	106%	105%	151%	111%	101%	101%	106%	101%	96%	106%	80%	81%