

# Summary of Key Listing and Sales Metrics

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

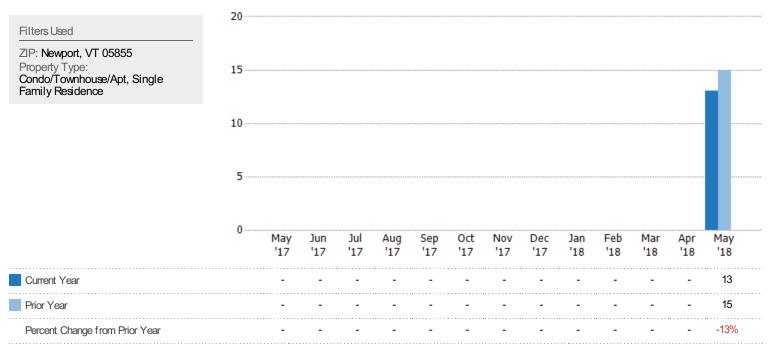
+/-	YTD 2017	YTD 2018	+/-	May 2017	May 2018	Key Metrics
						isting Activity Charts Metrics
-13.3%	15	13	-13.3%	15	13	New Listing Count
-10.8%	\$2,819,700	\$2,514,400	-10.8%	\$2,819,700	\$2,514,400	New Listing Volume
-11.9%	67	59	-11.9%	67	59	Active Listing Count
-5%	\$12,930,085	\$12,278,000	-5%	\$12,930,085	\$12,278,000	Active Listing Volume
+7.8%	\$192,986	\$208,102	+7.8%	\$192,986	\$208,102	Average Listing Price
+11%	\$155,000	\$172,000	+11%	\$155,000	\$172,000	Median Listing Price
-23%	126	97	-23%	126	97	Median Days in RPR
+46.8%	13.4	19.7	-	_	-	Months of Inventory
-2.4%	7.46%	5.08%	+	_	-	Absorption Rate
						Gales Activity Charts Metrics
+	8	8	+	8	8	New Pending Sales Count
-25.9%	\$1,271,300	\$942,099	-25.9%	\$1,271,300	\$942,099	New Pending Sales Volume
-8.3%	12	11	-8.3%	12	11	Pending Sales Count
-11%	\$1,804,300	\$1,605,999	-11%	\$1,804,300	\$1,605,999	Pending Sales Volume
+66.7%	3	5	+66.7%	3	5	Cloæd Sales Count
+81.3%	\$416,500	\$755,000	+81.3%	\$416,500	\$755,000	Closed Sales Volume
+8.8%	\$138,833	\$151,000	+8.8%	\$138,833	\$151,000	Average Sales Price
-17.6%	\$144,500	\$119,000	-17.6%	\$144,500	\$119,000	Median Sales Price





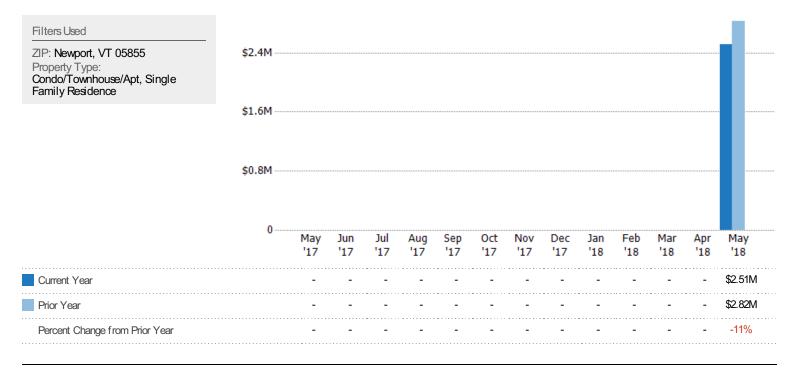
#### New Listings

The number of new single-family, condominium and townhome listings that were added each month.



#### New Listing Volume

The sum of the listing price of single-family, condominium and townhome listings that were added each month.

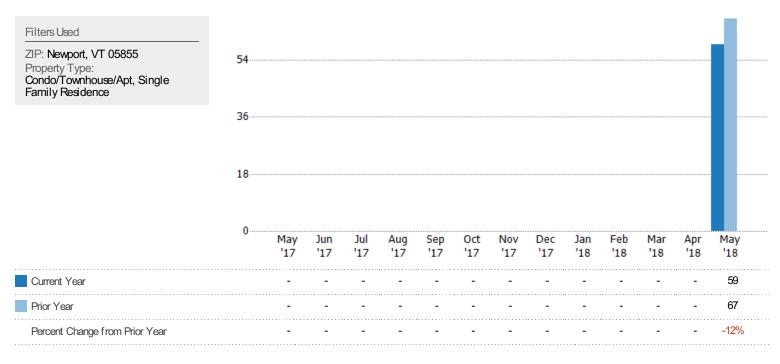


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#### Active Listings

The number of active single-family, condominium and townhome listings at the end of each month.



#### Active Listing Volume

The sum of the listing price of active single-family, condominium and townhome listings at the end of each month.

Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	-5%
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	\$12.9M
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	\$12.3M
	0	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18
	\$5.0M													
	\$10.0M													
ZIP: Newport, VT 05855 Property Type: Condo/Townhouse/Apt, Single Family Residence	\$15.0M													_
Filters Used	\$20.0M													



#### Average Listing Price

The average listing price of active single-family, condominium and townhome listings at the end of each month.

	\$300K ······												
Filters Used ZIP: Newport, VT 05855 Property Type: Condo/Townhouse/Apt, Single Family Residence	\$225K												
	\$150K												
	+												
	\$75K												
	0												
	May	Jun	Jul	Aug '17	Sep	0ct	Nov	Dec	Jan	Feb	Mar	Apr	May
	'17	'17	'17	'17	'17	'17	'17	'17	'18	'18	'18	'18	'18
Current Year										-	_		
					-	-	-					-	\$208K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$208K \$193K
Prior Year Percent Change from Prior Year	-	-	-	-			-	-	-	-	-	-	

# Median Listing Price

The median listing price of active single-family, condominium and townhome listings at the end of each month.

Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	11%
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$155K
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$172K
	\$50K 0 May '17												May '18
	\$100K												
ZIP: Newport, VT 05855 Property Type: Condo/Townhouse/Apt, Single Family Residence	\$150K												
Filters Used	\$200K ······												





#### 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.

	\$300K ······												
Filters Used ZIP: Newport, VT 05855 Property Type: Condo/Townhouse/Apt, Single Family Residence	\$225K												
Family Residence													
	\$150K												
	\$75K												
	0												
	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18
Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$178K
Avg Listing Price	-	-	-	-	-	-	-	-	-	-	-	-	\$208K
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	\$200K												
ZIP: Newport, VT 05855 Property Type: Condo/Townhouse/Apt, Single Family Residence	\$150K												
	\$100K												
	\$50K												
	0												
	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18
Median Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$152K
Median Listing Price	-	-	-	-	-	-	-	-	-	-	-	-	\$172K
Med Listing Price as a % of Med Est Value		-	-	-	-	-	-	-	-	-	-	-	113%





#### 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.

Current Year Prior Year	May '17 -	Jun '17 -	'17 -	'17 _	- Sep -	0ct '17 -	'17 - -	'17 -	'18 -	Feb '18 -	Mar '18 -	Apr '18 -	May '18 97 126
Current Year		'17 _	'17 _	'17 _	'17 -	'17 -						Apr '18	'18
		Jun '17	'17	'17	Sep '17	'17						Apr '18	
			Tol	Δυσ	C	0.4	Nov	Dec	Jan	Eab	Mar	-	
	100												
ZIP: Newport, VT 05855 Property Type: Condo/Townhouse/Apt, Single Family Residence	150												
Filters Used													

#### Months of Inventory

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

Percent Change from Prior Year	-	-	-	-	-	_	-	-	-	-	_	_	-47%
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	22.3
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	11.8
	0 May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18
	8												
Filters Used ZIP: Newport, VT 05855 Property Type: Condo/Townhouse/Apt, Single Family Residence	23												
	50												





# Absorption Rate

The percentage of inventory sold per month.

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

10%	 	 	

5% ....

	0												
	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	8%
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	4%
Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-4%

# Active/Pending/Sold Units

The number of single-family, condominium and townhome properties that were Active, Pending and Sold each month.

Filters Used										
ZIP: Newport, VT 05855 Property Type: Condo/Townhouse/Apt, Single Family Residence	45	 		 	 					
	30	 		 	 					
	15	 		 	 					
	0	 		 	 					
	15 0 May '17		Aug '17			Jan '18	Feb '18		Apr '18	Ma
Active	0 May					Jan	Feb	Mar	Apr	Ma '18 59
Active Pending	0 May					Jan	Feb	Mar	Apr	Ма '1





#### New Pending Sales

The number of single-family, condominium and townhome properties with accepted offers that were added each month.

	20.00														
Filters Used ZIP: Newport, VT 05855 Property Type: Condo/Townhouse/Apt, Single Family Residence	15.00														
	10.00														
	5.00														
	0	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	8	
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	8	
PriorExtra Year		-	-	-	-	-	-	-	-	-	-	-	-	-	

#### New Pending Sales Volume

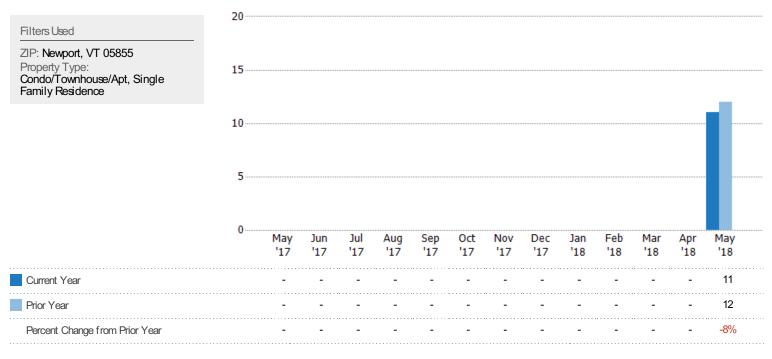
The sum of the sales price of single-family, condominium and townhome properties with accepted offers that were added each month.

Filters Used	\$2.0M ······													
ZIP: Newport, VT 05855 Property Type: Condo/Townhouse/Apt, Single Family Residence	\$1.5M													
	\$1.0M													
	\$0.5M													
	0	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	\$942K
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	\$1.27M
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	-26%



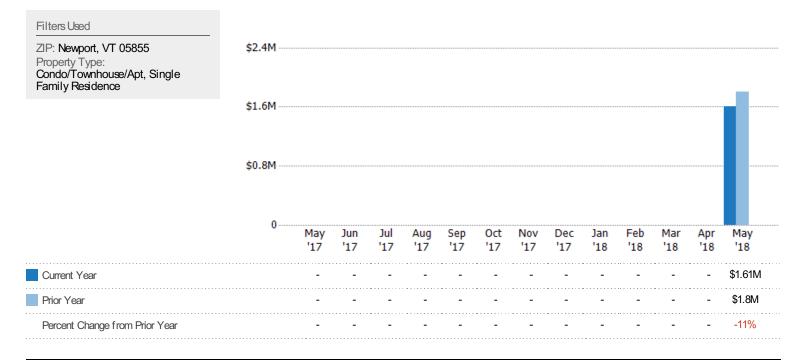
# Pending Sales

The number of single-family, condominium and townhome properties with accepted offers that were available at the end each month.



#### Pending Sales Volume

The sum of the sales price of single-family, condominium and townhome properties with accepted offers that were available at the end of each month.







#### Closed Sales

The total number of single-family, condominium and townhome properties sold each month.

Filters Used	6.00													
ZIP: Newport, VT 05855 Property Type: Condo/Townhouse/Apt, Single Family Residence	4.50													
	3.00													
	1.50													
	0	May	Jun	Jul	Aug	Sep	0ct	Nov	Dec	Jan	Feb	Mar	Apr	May
		'17	'17	'17	'17	Sep '17	'17	'17	'17	'18	'18	'18	'18	'18
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	5
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	3
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	67%

### **Closed Sales Volume**

The sum of the sales price of single-family, condominium and townhome properties sold each month.

Filters Used	\$800K ·····													
ZIP: Newport, VT 05855 Property Type: Condo/Townhouse/Apt, Single Family Residence	\$600K													
	\$400K													
	\$200K													
	0	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18
Current Year		-	-		-	-	-	-	-	-	-	-	-	\$755K
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	\$417K
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	81%





#### Closed Sales by Property Type

The percentage of single-family, condominium and townhome properties sold each month by property type.

		'17	'17	'17	'17	'17	'17	'17	'17	'18	'18	'18	'18	'18	
	0	May	Jun	Jul		Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	
	10%														
	20%														
	30%														
	40%														
	50%														
Family Residence	60%														
Property Type: Condo/Townhouse/Apt, Single	70%														
ZIP: Newport, VT 05855 Property Type:	80%														
Filters Used	90%														
	100%														

#### Average Sales Price

The average sales price of the single-family, condominium and townhome properties sold each month.

	\$200K ······												
Filters Used ZIP: Newport, VT 05855 Property Type: Condo/Townhouse/Apt, Single Family Residence	\$150K												
	\$100K												
	\$50K												
	0 May '17		Jul '17	Aug '17		0ct '17	Nov '17	Dec '17		Feb '18	Mar '18	Apr '18	May '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$151K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$139K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	9%





#### Median Sales Price

The median sales price of the single-family, condominium and townhome properties sold each month.

	\$200K												
Filters Used ZIP: Newport, VT 05855 Property Type: Condo/Townhouse/Apt, Single Family Residence	\$150K												
	\$100K												
	\$50K												
	0 May '17	Jun '17		Aug '17		0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$119K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$145K
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												
ZIP: Newport, VT 05855 Property Type: Condo/Townhouse/Apt, Single Family Residence	\$150K												
	\$100K												
	\$50K												
	0												
	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18
Avg List Price	-	-	-	-	-	-	-	-	-	-	-	-	\$158K
Avg Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$151K
Avg Sales Price as a % of Avg List Price	-	-	-	-	-	-	-	-	-	-	-	-	95%





# 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 ······												
ZIP: Newport, VT 05855	\$150K												
Property Type: Condo/Townhouse/Apt, Single Family Residence	φ150K												
	\$100K												
	\$50K												
	0												
	May	Jun	Jul	Aug	Sep	0ct	Nov	Dec	Jan	Feb	Mar	Apr	May
	'17	'17	'17	'17	'17	'17	'17	'17	'18	'18	'18	'18	'18
Median List Price	-	-	-	-	-	-	-	-	-	-	-	-	\$120K
Median Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$119K
Med Sales Price as a % of Med List Price	-	-	-	-	-	-	-	-	-	-	-	-	100%

#### 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.

Avg Est Value Avg Sales Price	0 May '17 -	Jun '17 -	Jul '17 -	Aug '17 -	Sep '17 -	0ct '17 -	Nov '17 -	Dec '17 -	Jan '18 -	Feb '18 -	Mar '18 -	Apr '18 -	May '18 \$195K \$158K
Avg Est Value				Aug '17	Sep '17								'18
				Aug '17	Sep '17								
	\$100K \$50K												
Condo/Townhouse/Apt, Single Family Residence													
ZIP: Newport, VT 05855 Property Type: Condo/Townhouse/Apt, Single	\$150K												
Filters Used													





### 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.

	\$300K ······												
Filters Used ZIP: Newport, VT 05855 Property Type: Condo/Townhouse/Apt, Single Family Residence	\$225K												
	\$150K												
	\$75K												
	0 May	Jun	Jul	Δυσ	Sep	0ct	Nov	Dec	Jan	Feb	Mar	Apr	May
	'17	'17	'17	Aug '17	'17	'17	'17	'17	'18	'18	'18	'18	'18
Median Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$209K
Median Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$120K
Med Sales Price as a % of Med Est Value	-	-	-	-	-	-	-	-	-	-	-	-	57%

