

## 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	Apr 2018	Apr 2017	+ / -	YTD 2018	YTD 2017	+/-
Listing Activity Charts Metrics						
New Listing Count	31	49	-36.7%	31	49	-36.7%
New Listing Volume	\$9,231,600	\$12,809,678	-27.9%	\$9,231,600	\$12,809,678	-27.9%
Active Listing Count	152	243	-37.4%	152	243	-37.4%
Active Listing Volume	\$46,716,399	\$68,775,795	-32.1%	\$46,716,399	\$68,775,795	-32.1%
Average Listing Price	\$307,345	\$283,028	+8.6%	\$307,345	\$283,028	+8.6%
Median Listing Price	\$251,500	\$209,900	+19.8%	\$251,500	\$209,900	+19.8%
Median Daysin RPR	152	188	-19.1%	152	188	-19.1%
Months of Inventory	_		-	10.1	13.5	-24.9%
Absorption Rate	_		+_	9.87%	7.41%	+2.5%
Sales Activity Charts Metrics						
New Pending Sales Count	24	21	+14.3%	24	21	+14.3%
New Pending Sales Volume	\$5,245,250	\$4,693,950	+11.7%	\$5,245,250	\$4,693,950	+11.7%
Pending Sales Count	46	45	+2.2%	46	45	+2.2%
Pending Sales Volume	\$11,218,050	\$10,098,364	+11.1%	\$11,218,050	\$10,098,364	+11.1%
Closed Sales Count	15	15	+-	15	15	+-
Closed Sales Volume	\$2,446,500	\$2,509,235	-2.5%	\$2,446,500	\$2,509,235	-2.5%
Average Sales Price	\$163,100	\$167,282	-2.5%	\$163,100	\$167,282	-2.5%
Median Sales Price	\$129,000	\$167,500	-23%	\$129,000	\$167,500	-23%



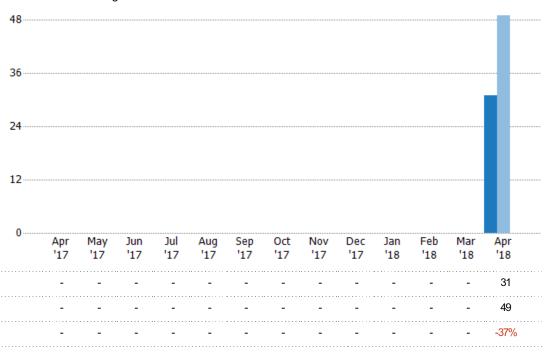




#### **New Listings**

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

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



#### **New Listing Volume**

Percent Change from Prior Year

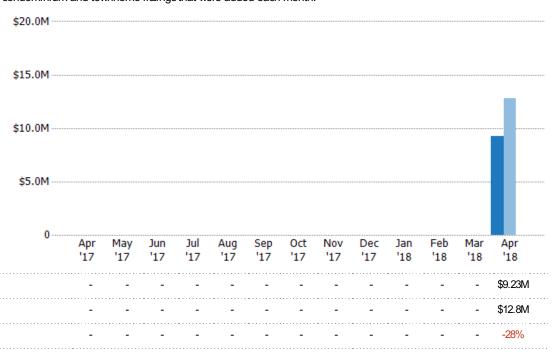
Current Year

Prior Year

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

Filters Used

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





Current Year

Percent Change from Prior Year



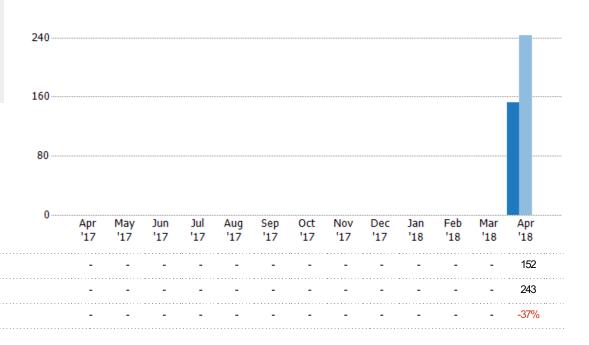


#### **Active Listings**

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

Filters Used

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



#### **Active Listing Volume**

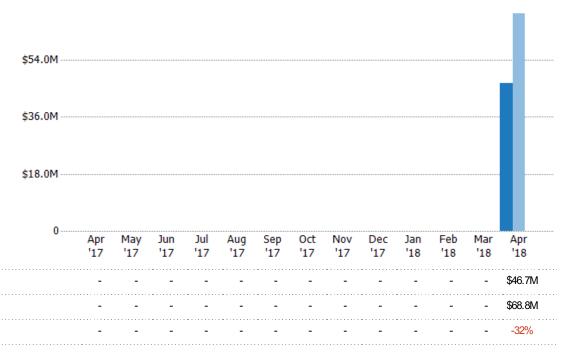
Percent Change from Prior Year

Current Year

Prior Year

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

State: VT
County: Orange 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 single-family, condominium and townhome listings at the end of each month.

	\$400K												
Filters Used													
State: VT County: Orange County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	\$300K										•••••		
Talling residence	\$200K												
	\$100K												
	0												
	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$307K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$283K

#### **Median Listing Price**

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

Filters Used	\$300K		•••••										
State: VT County: Orange County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	\$225K												
Family Residence	\$150K												
	\$75K												
	0												
	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18



Current Year

Percent Change from Prior Year

Prior Year



\$252K

\$210K 20%



#### 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.

	\$400K ······												
Filters Used													
State: VT County: Orange County, Vermont Property Type: Condo/Toynhouse/Apt, Single	\$300K												
Family Residence	\$200K												
	41.001/												
	\$100K												
	0												
	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18
Avg Est Value	_	-	-	-	-	-	-	-	-	-	-	-	\$277K
Avg Listing Price	-	-	-	-	-	-	-	-	-	-	-	-	\$307k
Avg Listing Price as a % of Avg Est Value		_	_									_	111%

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

Med Listing Price as a % of Med Est Value

\$300K ······												
\$225K												
\$150K												
\$75K												
_												
Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18
-	-	-	-	-	-	-	-	-	-	-	-	\$241K
_	-	-	-	-	-	-	-	-	-	-	-	\$252K
_	-	-	-	-	-	-	-	-	-	-	<u>-</u>	104%



Median Est Value

Median Listing Price





#### 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													
State: VT County: Orange County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	225												
	150												
	75												
	75												•••••
	75 0 Apr '17												
Current Year	0 Apr	May	Jun	Jul	Aug	Sep	0ct	Nov '17	Dec	Jan '18	Feb '18	Mar '18	Apr '18
Current Year Prior Year	0 Apr	May	Jun	Jul	Aug	Sep	0ct	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	'18

#### Months of Inventory

The number of months it would take to ea	xhaust active	listingsat	the curre	ent sales	rate.								
Filters Used	30												
State: VT County: Orange County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	23												
	15												
	8												
	0												
	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	7.6
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	15.2
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-50%





#### **Absorption Rate**

The percentage of inventory sold per month.

|--|

State: VT

County: Orange County, Vermont

Property Type: Condo/Townhouse/Apt, Single

Family Residence

15%
10%

Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18
 -	-	-	-	-	-	-			-		-	13%
 -	-	-	-	-	-	-	-	-	-	-	-	7%
 -	_	-	-	-	-	- -	_	-	-	-	- -	-7%

#### Active/Pending/Sold Units

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

Current Year Prior Year

Change from Prior Year

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Iters Used	200												
ate: VT bunty: Orange County, Vermont operty Type: ondo/Townhouse/Apt, Single amily Residence													
	100												
	50												
	•				A								
	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18
Active	-	-	-	-	-	-	-	-	-	-	-	-	152
Pending	-	-	-	-	-	-	-	-	-	-	-	-	46



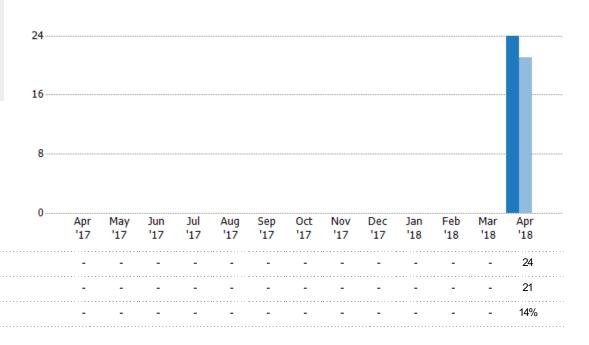


#### **New Pending Sales**

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

Filters Used

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



#### New Pending Sales Volume

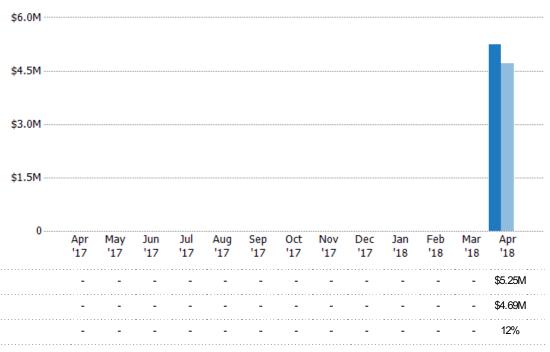
Percent Change from Prior Year

Current Year

Prior Year

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

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



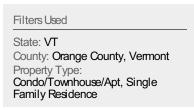
Current Year

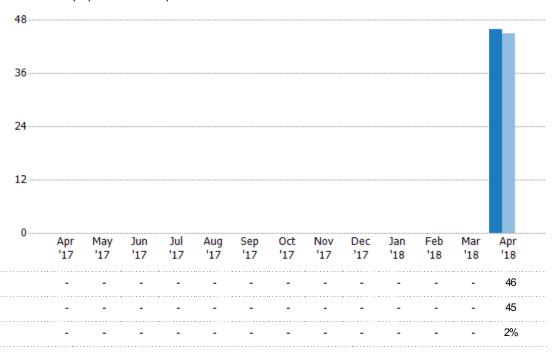
Percent Change from Prior Year



#### **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

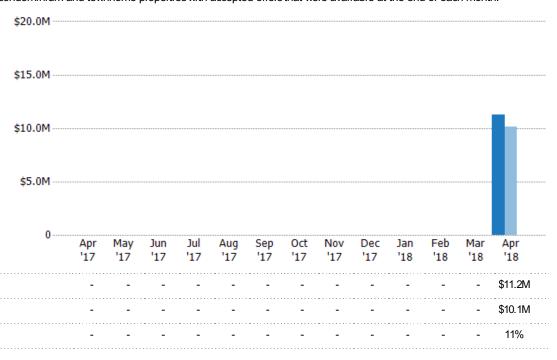
Percent Change from Prior Year

Current Year

Prior Year

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.

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



Current Year

Percent Change from Prior Year

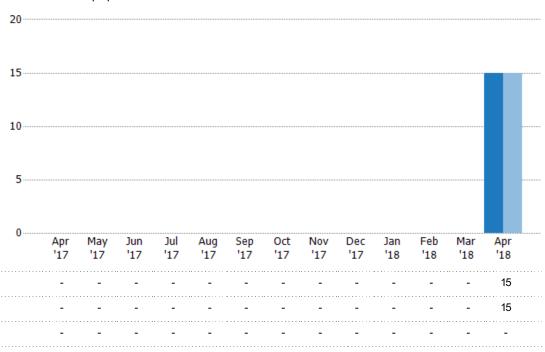




#### **Closed Sales**

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

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



#### **Closed Sales Volume**

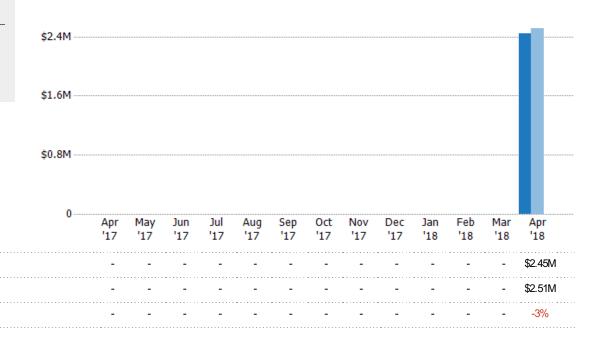
Current Year

PriorExtra Year

Prior Year

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

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





Current Year

Percent Change from Prior Year





#### Closed Sales by Property Type

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

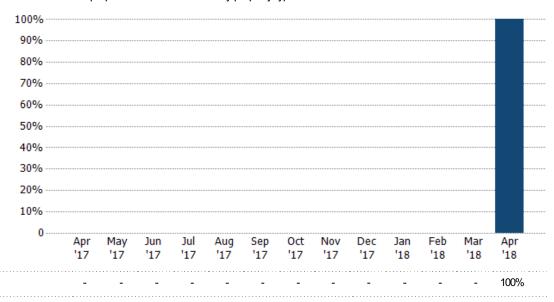


State: VT

County: Orange County, Vermont

Property Type: Condo/Townhouse/Apt, Single

Family Residence



#### **Average Sales Price**

Single Family Residence

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

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

0K		
9K		
0		b Mar Ap
'17 '17 '17 '17 '17	1/ 1/ 18 18	3 '18 '18



Current Year Prior Year

Percent Change from Prior Year





#### Median Sales Price

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

Filters Used	\$200K												
State: VT County: Orange County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	\$150K												
	\$100K												
	\$50K												
	0												
	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18
Current Year	-	-	-	-	-	-	-	-	-	_	_	-	\$129K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$168K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-23%

#### 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
State: VT County: Orange County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	\$150K
	¢100K

150K	 										
100K	 										
\$50K	 										
0											
0	 Jun '17	Jul '17 -	Aug '17	Sep '17	0ct '17 -	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18
0	 Jun '17	Jul '17 -		Sep '17 -	Oct '17 -	Nov '17 -	Dec '17	Jan '18 -	Feb '18 -	Mar '18	Apr



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

150K								
100K		 		 	 		 	
\$50K		 		 	 		 	
\$50K				 	 		 	
0		 		 	 		 	
0		 		 	 			
0 Apr	May	 	Aug '17	 0ct '17	 Dec '17	Jan '18	 Mar '18	Apr

#### 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: Orange County, Vermont
Property Type:
Condo/Townhouse/Apt, Single
Family Residence

Med Sales Price as a % of Med List Price

Median List Price

Median Sales Price

\$200K												
\$150K												
\$100K												
\$50K												
-	May '17											 Apr
'17	'17	'17	'17	'17	'17	'17	'17	'17	'18	'18	'18	'18
-	-	-	-	-	-	-	-	-	-	-	-	\$135K
												,
-	-	-	-	-	-	-	-	-	-	-	-	\$175K



Avg Est Value

Avg Sales Price

Avg Sales Price as a % of Avg Est Value





#### 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: Orange County, Vermont
Property Type:
Condo/Townhouse/Apt, Single Family Residence

Median Est Value

Median Sales Price

Med Sales Price as a % of Med Est Value

\$200K												
\$150K												
\$100K												
\$50K												•••••
-												
Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18
-	_	-	-	-	-	-	-	-	-	-	-	\$135K
-	-	-	-	-	-	-	-	-	-	-	-	\$135K
-	-	-	-	-	-	-	-	-	-	-	-	100%



