

## 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	51	65	-21.5%	51	65	-21.5%
New Listing Volume	\$13,675,049	\$17,392,522	-21.4%	\$13,675,049	\$17,392,522	-21.4%
Active Listing Count	360	427	-15.7%	360	427	-15.7%
Active Listing Volume	\$98,067,978	\$110,289,125	-11.1%	\$98,067,978	\$110,289,125	-11.1%
Average Listing Price	\$272,411	\$258,288	+5.5%	\$272,411	\$258,288	+5.5%
Median Listing Price	\$219,000	\$189,900	+15.3%	\$219,000	\$189,900	+15.3%
Median Daysin RPR	195	230	-15.2%	195	230	-15.2%
Months of Inventory	_	_	-	18.9	30.5	-37.9%
Absorption Rate	_	_	+-	5.28%	3.28%	+2%
Sales Activity Charts Metrics			1			
New Pending Sales Count	34	26	+30.8%	34	26	+30.8%
New Pending Sales Volume	\$7,192,600	\$4,940,700	+45.6%	\$7,192,600	\$4,940,700	+45.6%
Pending Sales Count	70	51	+37.3%	70	51	+37.3%
Pending Sales Volume	\$14,492,200	\$9,443,100	+53.5%	\$14,492,200	\$9,443,100	+53.5%
Cloæd Sales Count	31	19	+63.2%	31	19	+63.2%
Cloœd Sales Volume	\$5,611,800	\$3,244,650	+73%	\$5,611,800	\$3,244,650	+73%
Average Sales Price	\$181,026	\$170,771	+6%	\$181,026	\$170,771	+6%
Median Sales Price	\$140,000	\$160,000	-12.5%	\$140,000	\$160,000	-12.5%

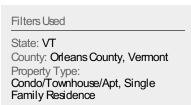


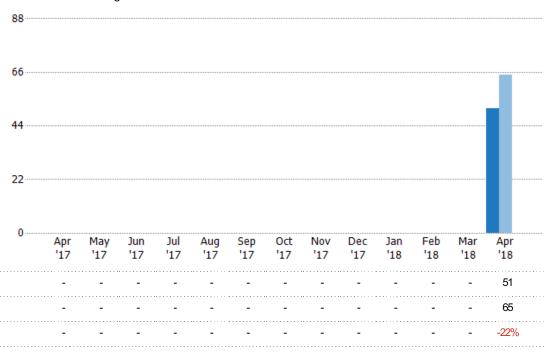




#### **New Listings**

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





#### New Listing Volume

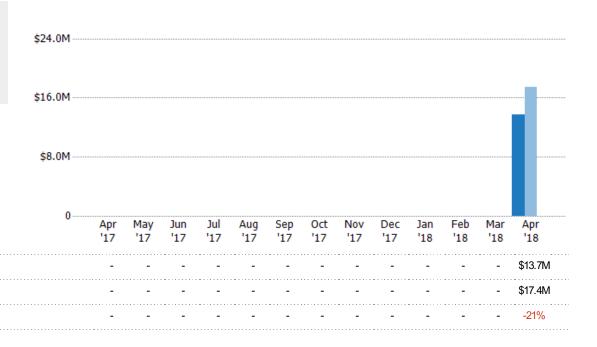
Percent Change from Prior Year

Current Year

Prior Year

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

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





Current Year

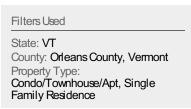
Percent Change from Prior Year

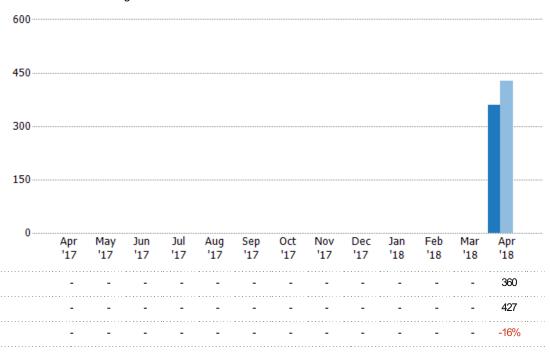




#### **Active Listings**

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





#### **Active Listing Volume**

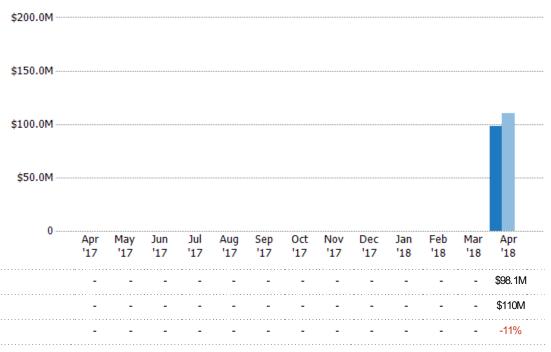
Percent Change from Prior Year

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: Orleans 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.

Filters Used	\$300K												
State: VT County: Orleans County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	\$225K												
ranny reduction	\$150K												
	\$75K												
	0												
			1	21		Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr
	Apr '17	May '17	Jun '17	Jul '17	Aug '17	<b>'17</b>	'17	'17	'17	'18	'18	'18	'18
Current Year											'18		
Current Year Prior Year											'18	'18	'18

#### **Median Listing Price**

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

	\$300K	
Filters Used		
State: VT County: Orleans County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	\$225K	
Family Residence	\$150K	
	\$75K	

	'17	мау '17	Jun '17	Jui '17	'17	'17	'17	'17	'17	Jan '18	'18	Mar '18	'18
Current Year	_	-	_	-	-	-	-	-	-	-	-	-	\$219K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$190K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	15%







#### 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	\$300K ······												
State: VT County: Orleans County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	\$225K												
	\$150K												
	\$75K												
	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	_	-	-	-	-	-	-	-	-	-	-	-	\$213K
Avg Listing Price	-	-	-	-	-	-	-	-	-	-	-	-	\$272K
Avg Listing Price as a % of Avg Est Value	-	-	-	-	- -	-	-	-	-	-	-	-	128%

#### 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.

\$300K

Filters Used	\$300K
State: VT County: Orleans County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	\$225K
Family Residence	\$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
Median Est Value	_	-	_	-	-					_	_	-	\$189K
Median Listing Price	-	-	-	-	-	-	-		-	-	-	-	\$219K
Mod Listing Price as a % of Mod Est Value													116%







#### 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	300												
State: VT County: Orleans County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	225												
	150												
	75												
	0												
	Apr '17	May '17						Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	195
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	230
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-15%

## Months of Inventory

	30												
Filters Used													
State: VT County: Orleans County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	23												***************************************
	15												
	8												
	0												
	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	-	-	-	-	-	-	-	-	-	-	-	-	13.3
Prior Year	-	-	-	-	-	-	-	-	-	-	_	-	18.6
Percent Change from Prior Year				_	_				_			_	-28%





#### **Absorption Rate**

The percentage of inventory sold per month.

Filters Used State: VT

County: Orleans County, Vermont

Property Type: Condo/Townhouse/Apt, Single

Family Residence

10%	

5%

	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	-	-	-	-	-	-	-	-	-	-	-	-	8%
Prior Year	=	-	-	-	-	-	-	-	-	-	-	-	5%
Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-2%

#### Active/Pending/Sold Units

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

Filters Used State: VT County: Orleans County, Vermont Property Type: Condo/Townhouse/Apt, Single

Family Residence

Apr         May         Jun         Jul         Aug         Sep         Oct         Nov         Dec         Jan         Feb         Mar         Aug           '17         '17         '17         '17         '17         '17         '18         '18         '18           -         -         -         -         -         -         -         -         -         3	0	0 Apr May Jun Jul Aug Sep Oct Nov Dec Jan Feb Mar Ap '17 '17 '17 '17 '17 '17 '17 '18 '18 '18 '1 36	36
	0	0	0
	0		0



Active Pending

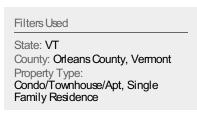
Sold

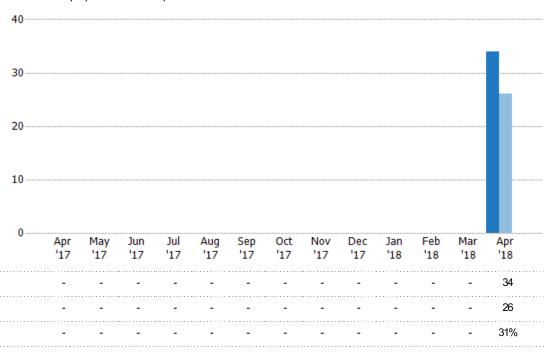




#### **New Pending Sales**

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





#### New Pending Sales Volume

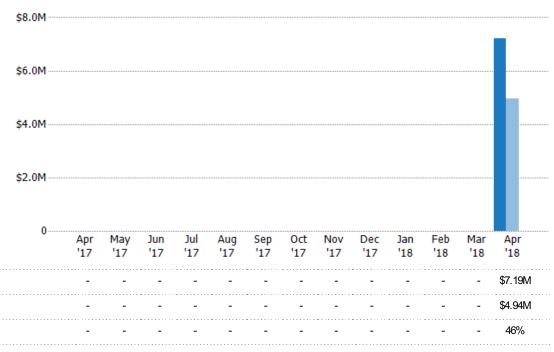
Percent Change from Prior Year

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



Current Year

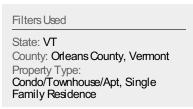
Percent Change from Prior Year

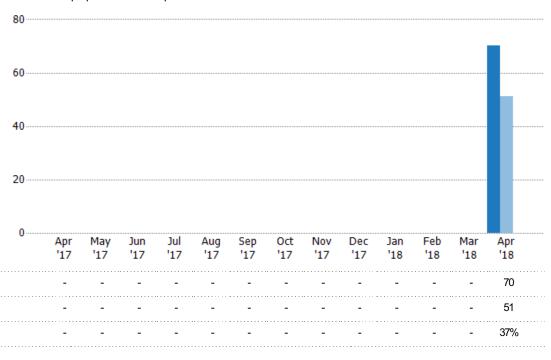




#### **Pending Sales**

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





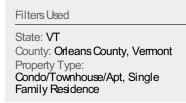
#### Pending Sales Volume

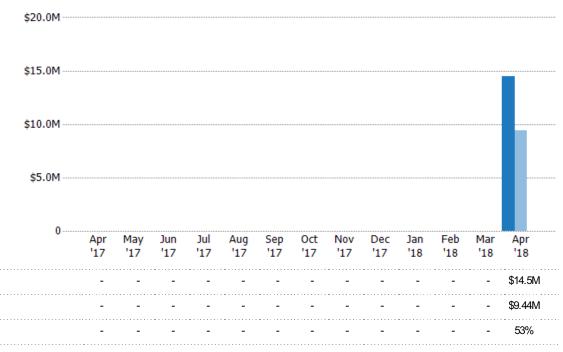
Percent Change from Prior Year

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.





Current Year

Percent Change from Prior Year

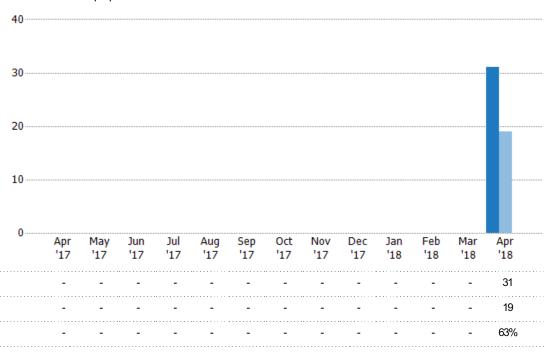


#### **Closed Sales**

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

Filters Used

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



#### **Closed Sales Volume**

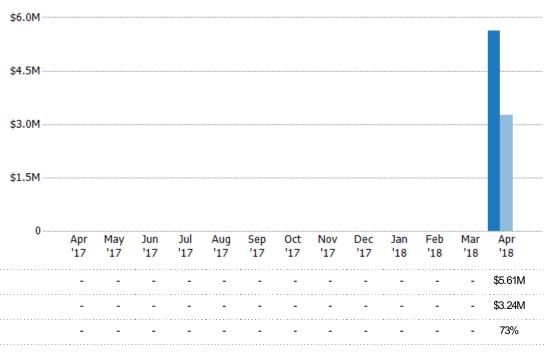
Percent Change from Prior Year

Current Year

Prior Year

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

State: VT
County: Orleans 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.

Filters Used

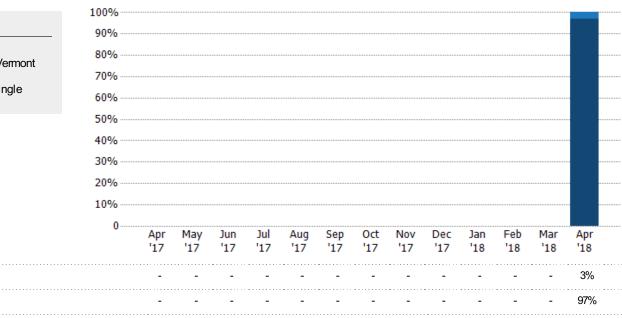
State: VT

County: Orleans County, Vermont

Property Type: Condo/Townhouse/Apt, Single

Family Residence

Condo/Townhouse



#### **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: Orleans Co	ounty, Vermont
Property Type:	
Condo/Townhouse	/Apt, Single
Family Residence	

100K \$50K													
0	00K												
	50K												
1 7	()										Feb	Mar	Apı
	Apr '17	May '17									'18	'18	'1
·	Apr	May '17 -				-	- -	- -	- -	-	-	-	\$18
	Apr	-	- - -	- -	- - -	-	- - -	- - -	- - -	- - -	- - -	-	\$181 \$171



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: Orleans 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	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18
Current Year	-	-	-	-	_	-	-	-	-	-	-	-	\$140K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$160K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-13%

#### Average Sales Price vs Average Listing Price

The average sales price as a percentage of the average listing price for properties sold each month.

	\$200K
Filters Used	
State: VT	
County: Orleans County, Vermont	\$150K
Property Type:	
Condo/Townhouse/Apt, Single	
Family Residence	41001/
	\$100K

County: Orleans 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
Avg List Price	-	-	-	-	-	-	-	-	-	-	-	-	\$192K
Avg Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$181K
Avg Sales Price as a % of Avg List Price	-	-	-	-	-	-	-	-	-	-	-	-	94%







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

										************
\$100K		 		 						
\$50K		 		 						
0 Apr '17	May '17		Aug '17					Feb '18	Mar '18	Apr '18
Apr				0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18 \$150k
Apr				Oct '17 - -		Dec '17 -	Jan '18	Feb '18	Mar '18	Apr '18 \$150k

#### 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: Orleans 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

0K		 									
0K		 									
_				_							
_	May '17		Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	A '1
_			Aug '17	Sep '17	0ct '17 -	Nov '17	Dec '17	Jan '18			



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: Orleans 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

\$150K						 	
\$100K		 	 	 	 	 	
\$50K							
φουτ							
0			 	 	 		
	May			 	 		
0 Apr	May		 	 	 		Apr
0 Apr	May		 	 	 	Mar '18	Apr '18



