

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	Dec 2018	Dec 2017	+ / -	YTD 2018	YTD 2017	+ / -
isting Activity Charts Metrics						
New Listing Count	10	7	+42.9%	10	7	+42.9%
New Listing Volume	\$1,587,100	\$1,362,900	+16.5%	\$1,587,100	\$1,362,900	+16.5%
Active Listing Count	151	152	-0.7%	NA	N/A	
Active Listing Volume	\$46,088,778	\$41,209,648	+11.8%	NA	N/A	
Average Listing Price	\$305,224	\$271,116	+12.6%	\$305,224	\$271,116	+12.6%
Median Listing Price	\$229,000	\$227,000	+0.9%	\$229,000	\$227,000	+0.9%
Median Daysin RPR	175	171.5	+2%	175	171.5	+2%
Months of Inventory	_	_	-	7.2	8.4	-14.8%
Absorption Rate	_	_	+-	13.91%	11.84%	+2.1%
Gales Activity Charts Metrics			1			
New Pending Sales Count	9	17	-47.1%	9	17	-47.1%
New Pending Sales Volume	\$1,765,900	\$3,319,800	-46.8%	\$1,765,900	\$3,319,800	-46.8%
Pending Sales Count	26	30	-13.3%	N/A	N/A	
Pending Sales Volume	\$5,914,700	\$6,543,500	-9.6%	N/A	N/A	
Closed Sales Count	23	21	+9.5%	23	21	+9.5%
Closed Sales Volume	\$4,672,300	\$4,671,400	+0%	\$4,672,300	\$4,671,400	+0%
Average Sales Price	\$203,143	\$222,448	-8.7%	\$203,143	\$222,448	-8.7%
Median Sales Price	\$195,000	\$180,000	+8.3%	\$195,000	\$180,000	+8.3%



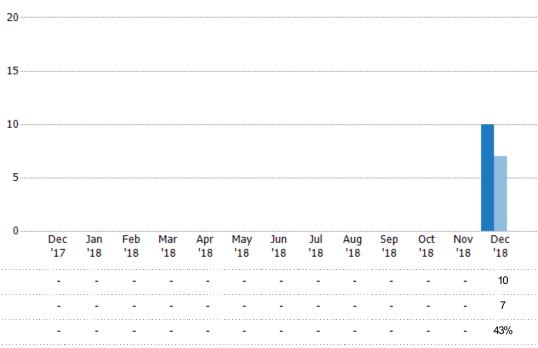




New Listings

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





New Listing Volume

Percent Change from Prior Year

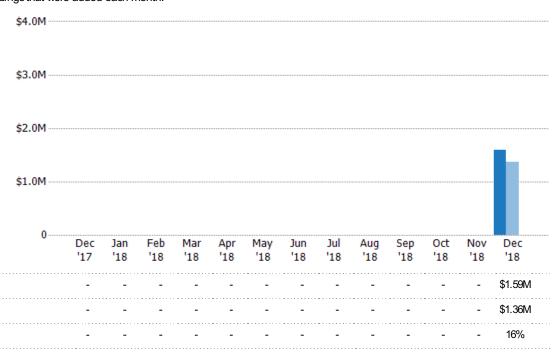
Current Year

Prior Year

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

Filters Used

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



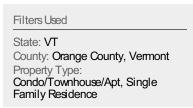
Current Year

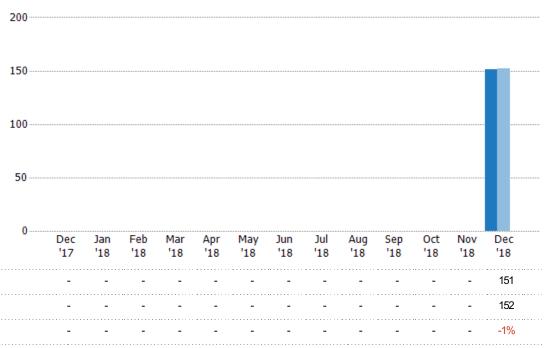
Percent Change from Prior Year



Active Listings

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





Active Listing Volume

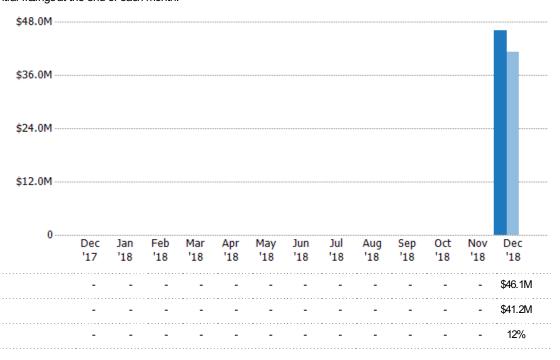
Percent Change from Prior Year

Current Year

Prior Year

The sum of the listing price of active residential 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



\$305K

\$271K

13%



Market Data Report

Average Listing Price

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

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

\$400K	 						
\$300K	 	•••••	 	 		 	
\$200K	 		 	 		 	
\$100K	 			 		 	
					Aug '18		

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.

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

0K												
0K												
												••••••
′5K												
0												
Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct		De
Dec	Jan	Feb	Mar	Apr		Jun	Jul	Aug	Sep	Oct '18		'1
Dec	Jan	Feb	Mar	Apr	May	Jun	Jul '18	Aug	Sep '18	Oct '18	'18	'1
Dec	Jan	Feb	Mar '18	Apr '18	May	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	'18	'1



Current Year
Prior Year

Percent Change from Prior Year





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	φτουκ												
State: VT County: Orange County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	\$300K												
	\$200K												

	\$100K												
	\$100K												
	\$100K												
	0 Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	0ct '18	Nov '18	Dec '18
Avg Est Value	0 Dec				Apr '18	May '18							'18
Avg Est Value Avg Listing Price	0 Dec				Apr '18 -	May '18 -						'18	

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

\$300K												
\$225K												
\$150K												
\$75K												
0												
Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18		Dec '18
-	-	-	-	-	-	-	-	-	-	-	-	\$223K
-	-	-	-	-	-	-	-	-	-	-	-	\$229K
-	-	-	-	-	-	-	-	-	-	-	-	103%



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.

	200												
Filters Used													
State: VT	450												
County: Orange County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	150												
,	100												
	50												
	50												
	0 Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	
	0												Dec '18
Current Year	0 Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	
Current Year Prior Year	0 Dec '17 -	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	'18

Months of Inventory

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

Filters Used	20												
State: VT County: Orange County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	15												
	10												
	5												
	0												
	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	0ct '18	Nov '18	Dec '18
Current Year	-	- -	-	-	-	-	-	-	-	-	-	-	7.95



Prior Year

Percent Change from Prior Year



5.43



Absorption Rate

The percentage of inventory sold per month.

F	il	ters	Used
Т			

State: VT

County: Orange County, Vermont

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

20%	
15%	
1370	
10%	

5%

0												
Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18
-	-	-	-	-	-	-		-		-	-	13%
-	-	-		-	-			-		-	-	18%
-	-	-	-	-	-	-	-	-	-	-	-	6%

Active/Pending/Sold Units

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

Current Year Prior Year

Change from Prior Year

	200												
Filters Used													
State: VT													
County: Orange County, Vermont	150												
Property Type:													
Property Type: Condo/Townhouse/Apt, Single Family Residence													
ramily Residence	100												
	100												
	50												
	0												
	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
	'17	'18	'18	'18	'18	'18	'18	'18	'18	'18	'18	'18	'18
Active	_	_		· · · · · · · · · · · · · · · · ·	_	- · · · · · · · · · · · · · · · · · · ·	_	-	_				151
Pending	-	-	-	-	-	-	-	-	-	-	-	-	26
Sold	_	-		-	-	- · · · · · · · · · · · · · · · · · · ·	-	_	-	-		-	23
		.							.				





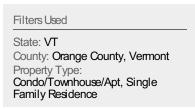
Current Year

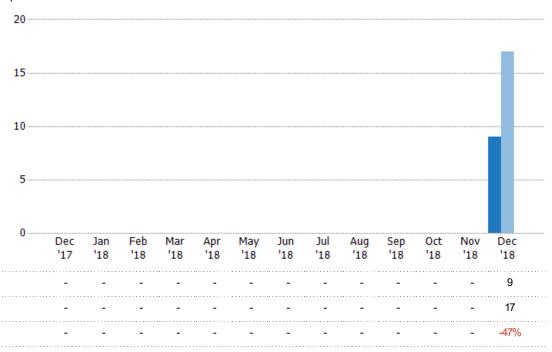
Prior Year

Market Data Report

New Pending Sales

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





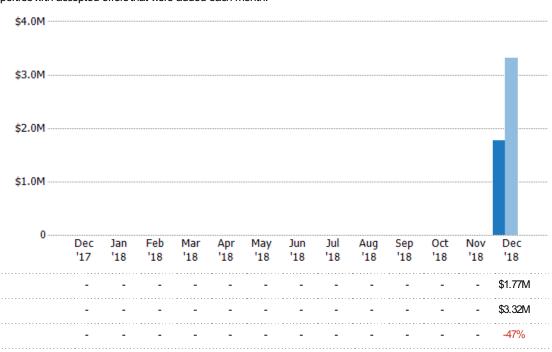
New Pending Sales Volume

Percent Change from Prior Year

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

Filters Used

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





Current Year

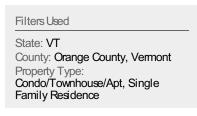
Percent Change from Prior Year

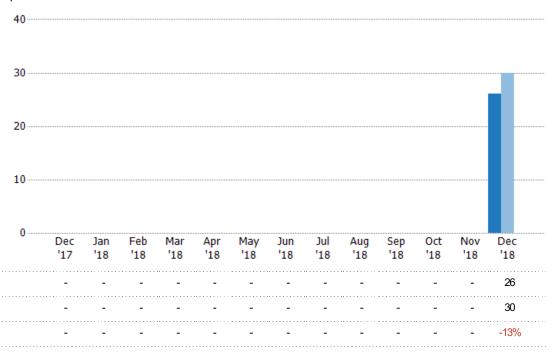




Pending Sales

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





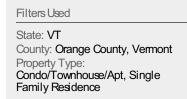
Pending Sales Volume

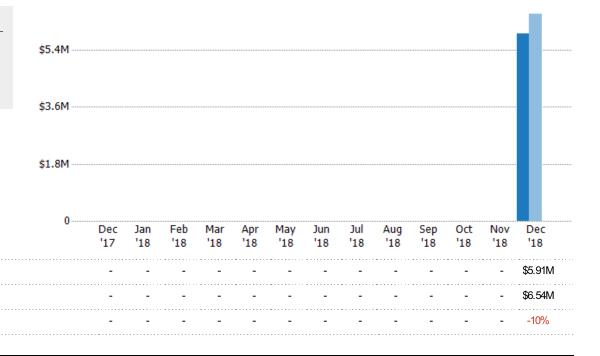
Percent Change from Prior Year

Current Year

Prior Year

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





Current Year

Percent Change from Prior Year



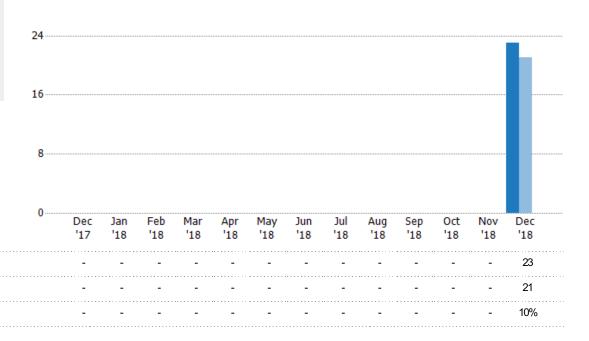


Closed Sales

The total number of residential properties sold each month.

Filters Used

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



Closed Sales Volume

Percent Change from Prior Year

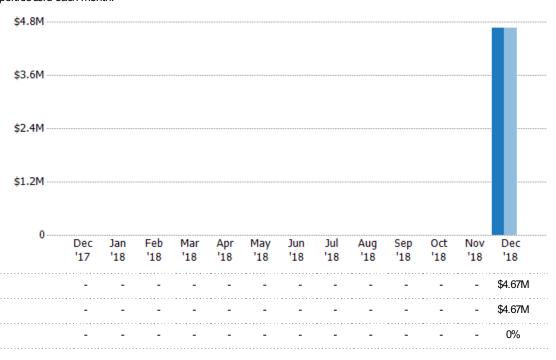
Current Year

Prior Year

The sum of the sales price of residential properties sold 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 by Property Type

The percentage of residential properties sold each month by property type.

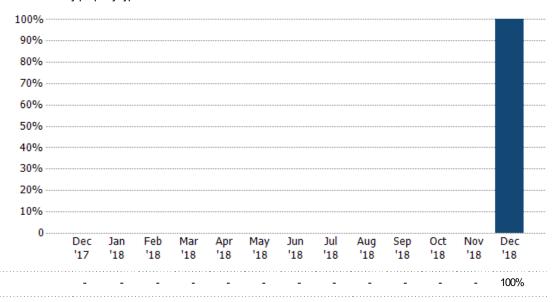


State: VT

County: Orange County, Vermont

Property Type: Condo/Townhouse/Apt, Single

Family Residence

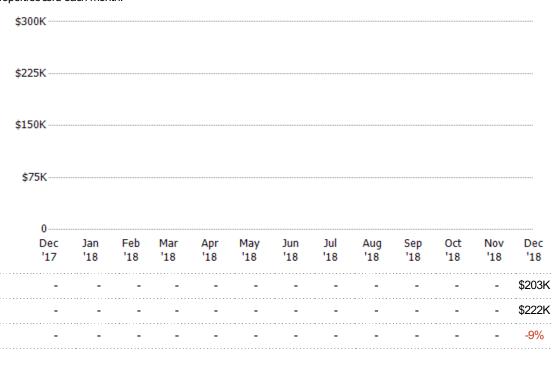


Average Sales Price

Single Family Residence

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

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





Current Year Prior Year

Percent Change from Prior Year





Current Year
Prior Year

Market Data Report

Median Sales Price

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

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

\$200K	
\$150K	
\$100K	
51000	

0K												
0 Dec '17	Jan	Feb	Mar '18	Apr	May	Jun '18	Jul	Aug '18	Sep '18	Oct '18	Nov	Dec
-	-	-	-	-	-	-	-	-	-	-	-	\$195
-	-	-	-	-	-	-	-	-	-	-	-	\$180
-	-	-	-	-	-	-	-	-	-	-	-	8%

Average Sales Price vs Average Listing Price

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

\$300K

Filters Used

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

Avg Sales Price as a % of Avg List Price

Percent Change from Prior Year

0K									
		 						 	•••••
EV									
5K	 	 						 	
0									
Dec			May '18						D ':
Dec		Apr '18		Jun '18	Jul '18	Aug '18	Sep '18	Nov '18	D ':



Avg List Price

Avg Sales 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												
0 Dec												
0	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	De:
0 Dec	Jan '18	Feb '18	Mar '18	Apr '18		Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	De:

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

\$225K			 					 		
\$150K			 					 		
\$75K			 					 		
0			 					 		
Dec	Jan	Feb						Oct	Nov	Dec
Dec		Feb					Aug '18	Oct	Nov	
Dec	Jan	Feb						Oct	Nov '18	Dec '18
Dec	Jan	Feb		May '18		Jul '18	Aug '18	Oct	Nov	Dec
Dec	Jan	Feb		May '18	Jun '18	Jul '18	Aug '18	Oct	Nov '18	Dec '18
Dec	Jan	Feb		May '18	Jun '18	Jul '18	Aug '18	Oct	Nov '18	Dec '18 \$268K



Avg Est Value

Avg Sales Price

Avg Sales Price as a % of Avg Est Value





Median Est Value

Median Sales Price

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.

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

Med Sales Price as a % of Med Est Value

225K												
150K												
\$75K												
	Jan									0rt	Nov	
0 Dec	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18 -	Jul '18	Aug '18	Sep '18	Oct '18	Nov	Dec
0 Dec	Jan '18	Feb '18		Apr '18	May '18	Jun '18 -	Jul '18 -		Sep '18	Oct '18	Nov	Dec



