

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	+/-	Feb 2017	Feb 2018	Key Metrics
						Listing Activity Charts Metrics
-32.3%	31	21	-32.3%	31	21	New Listing Count
-45.9%	\$7,950,700	\$4,302,700	-45.9%	\$7,950,700	\$4,302,700	New Listing Volume
-37.5%	224	140	-37.5%	224	140	Active Listing Count
-34.9%	\$64,301,243	\$41,857,249	-34.9%	\$64,301,243	\$41,857,249	Active Listing Volume
+4.2%	\$287,059	\$298,980	+4.2%	\$287,059	\$298,980	Average Listing Price
+7.6%	\$210,950	\$227,000	+7.6%	\$210,950	\$227,000	Median Listing Price
-12.9%	194.5	169.5	-12.9%	194.5	169.5	Median Days in RPR
-23.6%	20.4	15.6	-	_	-	Months of Inventory
+1.5%	4.91%	6.43%	+	_	-	Absorption Rate
						Sales Activity Charts Metrics
+	20	20	+	20	20	New Pending Sales Count
-9.8%	\$4,000,865	\$3,609,600	-9.8%	\$4,000,865	\$3,609,600	New Pending Sales Volume
-14.9%	47	40	-14.9%	47	40	Pending Sales Count
-8.4%	\$8,540,365	\$7,821,300	-8.4%	\$8,540,365	\$7,821,300	Pending Sales Volume
+66.7%	9	15	+66.7%	9	15	Closed Sales Count
+76%	\$1,624,750	\$2,859,250	+76%	\$1,624,750	\$2,859,250	Closed Sales Volume
+5.6%	\$180,528	\$190,617	+5.6%	\$180,528	\$190,617	Average Sales Price
+18.5%	\$173,000	\$205,000	+18.5%	\$173,000	\$205,000	Median Sales Price





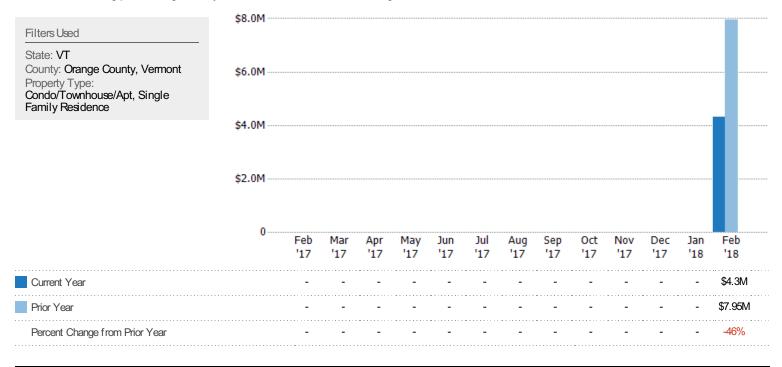
New Listings

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

Filters Used	40														
State: VT County: Orange County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	30														
	20														
	10														
	0	Feb	Mar '17	Apr	May		Jul '17	Aug '17	Sep '17	Oct		Dec	Jan	Feb	
		'17	.17	'17	'17	'17	.17	.17	17	'17	'17	'17	'18	'18	
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	21	
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	31	
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	-32%	

New Listing Volume

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





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	240													
	80													
	0	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	140
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	224
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	-38%

Active Listing Volume

The sum of the listing price 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	\$54.0M \$36.0M													
	\$18.0M													
	0	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18
Current Year		-	-	-	-	-	-	-		-		-	-	\$41.9M
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	\$64.3M
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	-35%



Average Listing Price

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

	\$300K ······												
Filters Used State: VT County: Orange County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	\$225K												
	\$150K ······												
	\$75K												
	\$7 JK												
	0	Mar	A	Maxe	1		A						
	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18
—		•••••											
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$299K
Prior Year	-	-	-	-	-	_	-	-	-	-	-	-	
													\$287K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$287K 4%

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												
·	\$150K												
	\$75K												
	0 Feb '17	Mar '17	Apr '17		Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$227K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$211K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	8%





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 State: VT County: Orange County, Vermont Property Type:	\$225K												
Condo/Townhouse/Apt, Single Family Residence	¢1501/												
	\$150K												
	\$75K												
	0												
	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18
Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$279K
Avg Listing Price	-	-	-	-	-	-	-	-	-	-	-	-	\$299K
Avg Listing Price as a % of Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	107%

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.

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Filters Used	\$300K ······												
State: VT County: Orange County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	\$225K												
,	\$150K												
	\$75K												
	0												
	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18
Median Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$246K
Median Listing Price	-	-	-	-	-	-	-	-	-	-	-	-	\$227K
Med Listing Price as a % of Med Est Value	-	-	-	-	-	-	-	-	-	-	-	-	92%





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.

	300												
Filters Used State: VT County: Orange County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	225												
	150												
	75												
	0												
	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	0ct	Nov	Dec	Jan	Feb
	'17	'17	'17	'17	'17	'17	'17	'17	'17	'17	'17	'18	'18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	170
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	195
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-13%

Months of Inventory

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

Filters Used	30												
State: VT County: Orange County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	23												
	15												
	8												
	0 Feb '17	Mar '17	Apr '17	May '17	Jun	Jul '17	Aug '17	Sep	Oct	Nov '17	Dec '17	Jan '18	Feb '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	8.75
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	20.4
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-57%



Absorption Rate

The percentage of inventory sold per month.

Elford load	15%												
Filters Used State: VT County: Orange County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	10%												
	5%												
	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	11%
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	5%
Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-7%

Active/Pending/Sold Units

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

	200												
Filters Used State: VT County: Orange County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	150												
	100												
	50												
	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb
	'17	'17	'17	'17	'17	'17	'17	'17	'17	'17	'17	'18	'18
Active	-	-	-	-	-	-	-	-	-	-	-	-	140
Pending	-	-	-	-	-	-	-	-	-	-	-	-	40
Sold	-	-	-	-	-	-	-	-	-	-	-	-	15





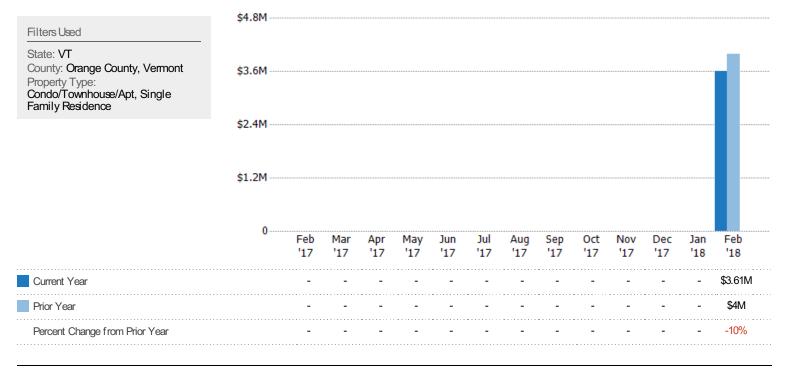
New Pending Sales

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	24														
	8														
	0	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	20	
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	20	
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.

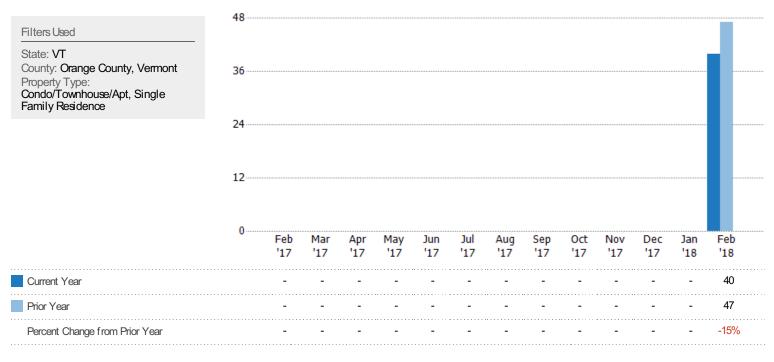






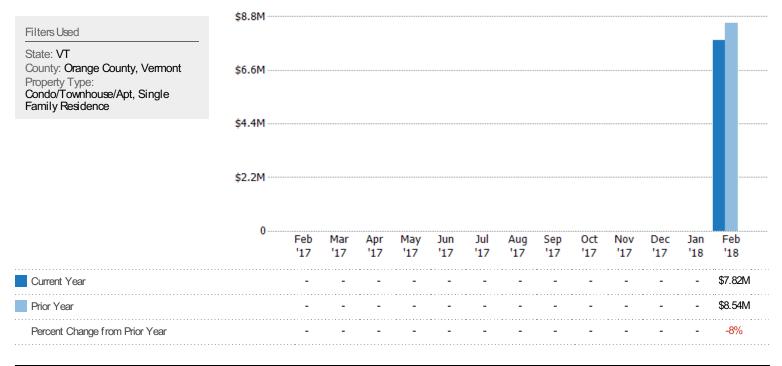
Pending Sales

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.



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Closed Sales

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

Filters Used	20													
State: VT County: Orange County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	15													
	10													
	5													
	0	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18
		17								17	17	17	10	10
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	15
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	9
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 State: VT County: Orange County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	\$2.4M													
Family Residence	\$1.6M													
	\$0.8M													
	0	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	\$2.86M
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	\$1.62M
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	76%



Closed Sales by Property Type

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

	100%														
Filters Used	90%														
State: VT County: Orange County, Vermont	80%														
	70%														
Property Type: Condo/Townhouse/Apt, Single Family Residence	60%														
	50%														
	40%														
	30%														
	20%														
	10%														
	0			_				_					_		
		Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	
Single Family Residence		-	-	-	-	-	-	-	-	-	-	-	-	100%	

Average Sales Price

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

	\$200K											,	
Filters Used State: VT County: Orange County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	\$150K												
	\$100K												
	\$50K												
	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb
	'17	'17	'17	'17	'17	'17	'17	'17	'17	'17	'17	'18	'18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$191k
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$181k
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	6%





Median Sales Price

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

\$300K ······												
\$225K												
\$150K ······												
\$75K												
0 Feb	Mar	Apr	Mav	Jun	Jul	Aua	Sep	Oct	Nov	Dec	Jan	Feb
'17	'17	'17	'17	'17	'17	'17	'17	'17	'17	'17	'18	'18
-	-	-	-	-	-		-	-	-	-		
												\$205K
-	-	-	-	-	-	-	-	-	-	-	-	\$205K \$173K
	\$225K \$150K \$75K 0 Feb	\$225K \$150K \$75K 0	\$225K \$150K \$75K 0 Feb Mar Apr	\$225K \$150K \$75K 0 Feb Mar Apr May	\$225K \$150K \$75K 0 Feb Mar Apr May Jun	\$225K \$150K \$75K 0 Feb Mar Apr May Jun Jul	\$225K \$150K \$75K 0 Feb Mar Apr May Jun Jul Aug	\$225K \$150K \$75K 0 Feb Mar Apr May Jun Jul Aug Sep	\$225K \$150K \$75K 0	\$225K \$150K \$75K 0	\$225K \$150K \$75K 0	\$150K \$75K 0 Feb Mar Apr May Jun Jul Aug Sep Oct Nov Dec Jan

Average Sales Price vs Average Listing Price

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

Avg Sales Price as a % of Avg List Price	-	-	-	-	-	-	-	-	-	-	-	-	95%
Avg Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$191K
Avg List Price	-	-	-	-	-	-	-	-	-	-	-	-	\$201K
	0 Feb '17	Mar '17	Apr '17	May '17	Jun '17		Aug '17		0ct '17	Nov '17	Dec '17	Jan '18	Feb '18
	\$150K \$75K												
County: Orange County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	\$225K												
Filters Used State: VT	\$300K												



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	\$300K												
State: VT County: Orange County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	\$225K												
Family Residence	\$150K												
	475V												
	\$75K												
	0		-		_		_	_			_	_	
	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18
Median List Price	-	-	-	-	-	-	-	-	-	-	-	-	\$215K
Median Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$205K
Med Sales Price as a % of Med List Price	-	-	-	-	-	-	-	-	-	-	-	-	95%

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	\$300K ······												
State: VT County: Orange County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	\$225K												
	\$150K												
	\$75K												
	0		•			2.1		0	0.1		D		
	Feb '17	Mar '17	Apr '17	Мау '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18
Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$226K
Avg Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$201K
Avg Sales Price as a % of Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	89%





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 State: VT County: Orange County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	\$225K												
	\$150K												
	\$75K												
	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	0ct	Nov	Dec	Jan	Feb
	'17	'17	'17	'17	'17	'17	'17	'17	'17	'17	'17	'18	'18
Median Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$229K
Median Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$215K
Med Sales Price as a % of Med Est Value	-	-	-	-	-	-	-	-	-	-	-	-	94%

