

# 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	Feb 2018	Feb 2017	+ / -	YTD 2018	YTD 2017	+ / -
Listing Activity Charts Metrics						
New Listing Count	47	30	+56.7%	47	30	+56.7%
New Listing Volume	\$13,141,550	\$6,001,800	+119%	\$13,141,550	\$6,001,800	+119%
Active Listing Count	365	402	-9.2%	365	402	-9.2%
Active Listing Volume	\$93,855,973	\$104,074,035	-9.8%	\$93,855,973	\$104,074,035	-9.8%
Average Listing Price	\$257,140	\$258,891	-0.7%	\$257,140	\$258,891	-0.7%
Median Listing Price	\$199,000	\$190,950	+4.2%	\$199,000	\$190,950	+4.2%
Median Days in RPR	208	225	-7.6%	208	225	-7.6%
Months of Inventory	_	_	-	24.3	21.2	+15%
Absorption Rate	_	_	+-	4.11%	4.73%	-0.6%
Sales Activity Charts Metrics			1			
New Pending Sales Count	24	24	+-	24	24	+_
New Pending Sales Volume	\$4,238,599	\$5,237,600	-19.1%	\$4,238,599	\$5,237,600	-19.1%
Pending Sales Count	49	44	+11.4%	49	44	+11.4%
Pending Sales Volume	\$8,900,999	\$8,193,300	+8.6%	\$8,900,999	\$8,193,300	+8.6%
Closed Sales Count	10	15	-33.3%	10	15	-33.3%
Closed Sales Volume	\$1,513,290	\$2,944,000	-48.6%	\$1,513,290	\$2,944,000	-48.6%
Average Sales Price	\$151,329	\$196,267	-22.9%	\$151,329	\$196,267	-22.9%
Median Sales Price	\$144,950	\$147,000	-1.4%	\$144,950	\$147,000	-1.4%

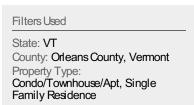


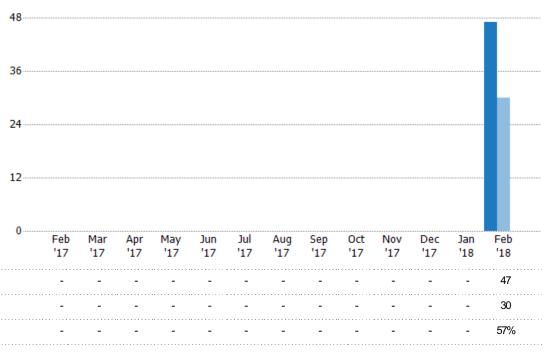




### **New Listings**

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





### New Listing Volume

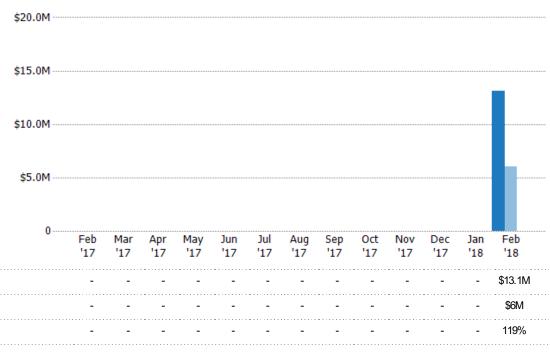
Percent Change from Prior Year

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

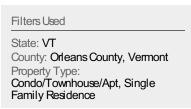
Percent Change from Prior Year

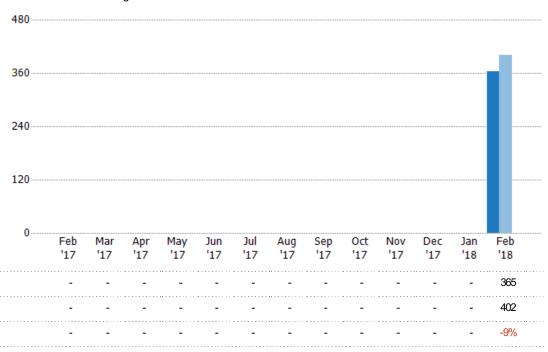




#### **Active Listings**

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





### **Active Listing Volume**

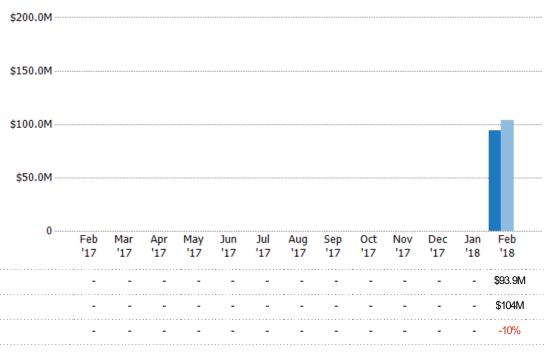
Percent Change from Prior Year

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												
raning residence	\$150K												
	\$75K												
	\$/5K												
	0												
	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$257k
Current Year Prior Year	-	-	-	-	- -	- - -	- -	- -	- -	- 	- -	- -	\$257k \$259k

## **Median Listing Price**

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

Filters Used	\$200K	
State: VT County: Orleans County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	\$150K	
Family Residence	\$100K	
	\$50K	
	0	Feh

	17	17	17	17	17	17	17	17	17	17	17	18	18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$199K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$191K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	4%







# 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.

Elford Hood	\$300K												
Filters Used													
State: VT County: Orleans County, Vermont	\$225K												
Property Type: Condo/Townhouse/Apt, Single Family Residence													
	\$150K												
	\$75K												
	\$75K					•••••							
	\$75K												
	0			Mav	Jun	Jul	Aua	Sep	Oct	Nov	Dec	Jan	Feb
	\$75K 0 Feb '17	Mar '17		May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18
Avg Est Value	0 Feb	Mar	Apr	May '17			Aug '17	Sep '17					
Avg Est Value Avg Listing Price	0 Feb	Mar	Apr	May '17 -			Aug '17 -	Sep '17				'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.

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

150K		 	 						 
100K		 	 						
\$50K		 	 						 
	Mar	 	 						
0 Feb	Mar	 	 	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	 Feb
0 Feb	Mar	 	 	Aug '17		0ct '17	Nov '17	Dec '17	 Feb '18



Median Est Value

Median Listing Price

Med Listing Price as a  $\%\,\mathrm{of}\,$  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.

Filters Used	300												
State: VT County: Orleans County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	225												
	150												
	75												
	0												
	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	208
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	225
Percent Change from Prior Year	_	-	-	-	-	-	-	-	-	-	_	_	-8%

## Months of Inventory

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

Filters Used	40												
State: VT County: Orleans County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	30												
	20												
	10												
	0 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	-	-	-	-	-	-	- -		-	-	- -		'18 20.3
Current Year Prior Year		- - -	- - -	- -	- - -	- -	- - -			-	-	- - -	

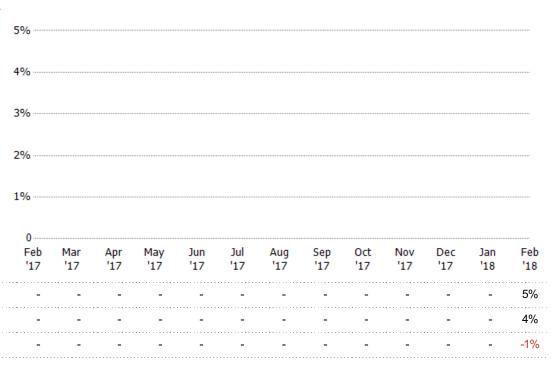




### **Absorption Rate**

The percentage of inventory sold per month.

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



### 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

	100												
State: VT County: Orleans County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	300												
	200												
	100												
	100												
	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
■ Active	0 Feb		Apr '17				Aug '17	Sep '17	0ct '17				
Active Pending	0 Feb		Apr '17 -				Aug '17 -	Sep '17 -	Oct '17 -				'18





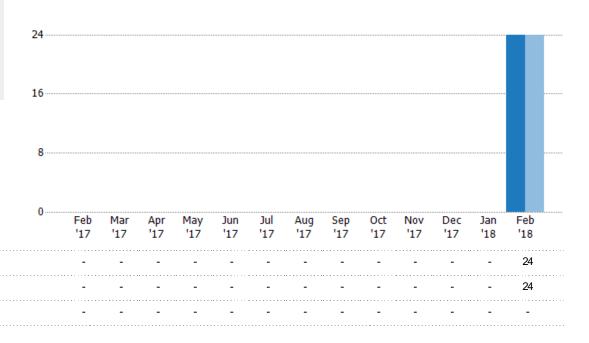


#### **New Pending Sales**

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

Filters Used

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



## New Pending Sales Volume

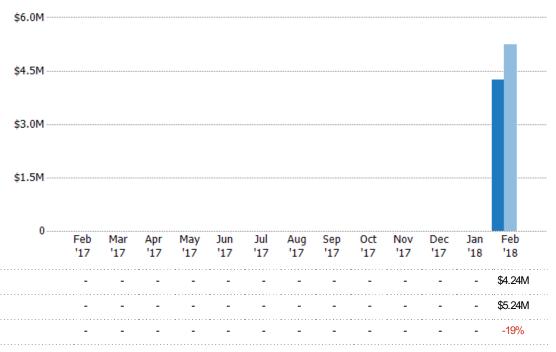
Current Year

PriorExtra 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

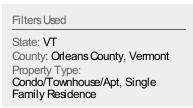
Percent Change from Prior Year

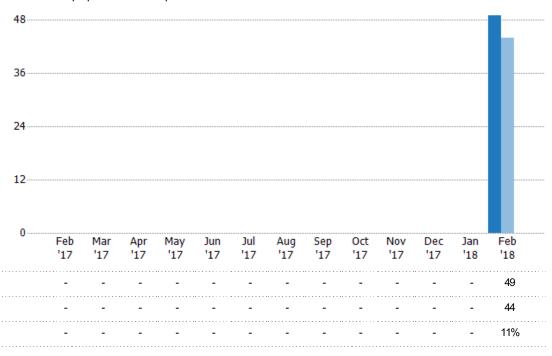




### **Pending Sales**

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





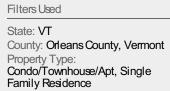
## Pending Sales Volume

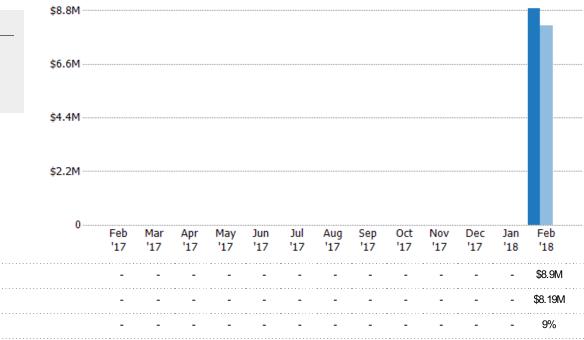
Percent Change from Prior Year

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

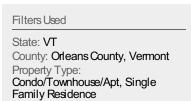
Percent Change from Prior Year

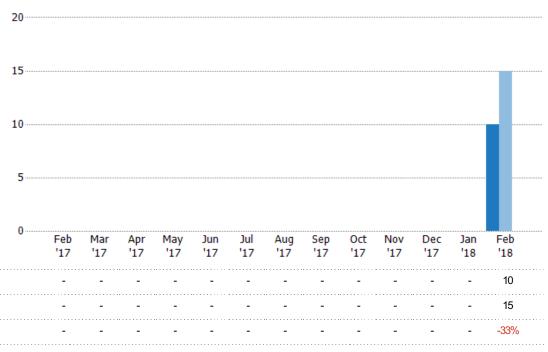




#### **Closed Sales**

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





#### **Closed Sales Volume**

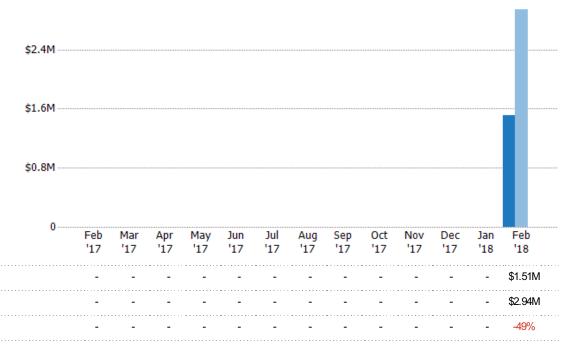
Percent Change from Prior Year

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.

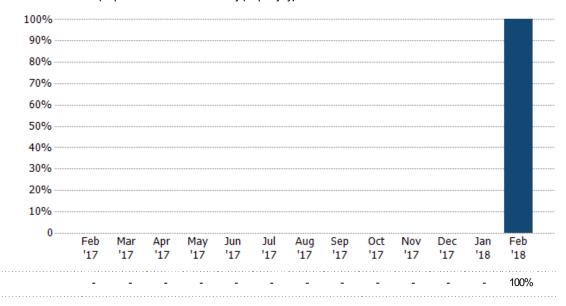


State: VT

County: Orleans County, Vermont

Property Type: Condo/Townhouse/Apt, Single

Family Residence

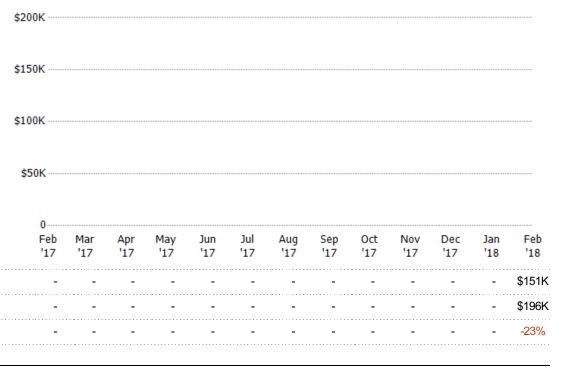


#### **Average Sales Price**

Single Family Residence

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

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





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												
	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18
Current Year	-	-	-	-	-	-	-	-		-	-	-	\$145K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$147K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-1%

## 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: Orleans County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	\$150K
Family Residence	\$100K
	\$50K

	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 List Price	-	-	-	-	-	- -	-	-	-	-	-	-	\$159K
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.

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

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

### 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

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

100K												
\$50K												
0												
_							Con	Oct.	NION	Doc	1	Feb
Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	'17	'17	'17	Nov '17	Dec '17	Jan '18	'18
Feb	Mar '17 -	Apr '17	May '17	Jun '17 -	Jul '17	'17	'17 -	'17	'17	'17 -		
Feb	Mar '17 -	Apr '17	May '17	Jun '17 -	Jul '17	'17 -	'17 -	'17 -	'17	'17 -	'18	'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	 		 	 	 			
Feb		May					Jan	Feb
_		May '17			Nov '17	Dec '17	Jan '18	Feb
Feb					Nov '17	Dec '17	Jan '18	Feb '18



