

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	+/-	Jul 2017	Jul 2018	Key Metrics
						Listing Activity Charts Metrics
+20%	40	48	+20%	40	48	New Listing Count
+3.8%	\$10,898,999	\$11,312,600	+3.8%	\$10,898,999	\$11,312,600	New Listing Volume
-10.9%	248	221	-10.9%	248	221	Active Listing Count
-8.2%	\$73,152,704	\$67,164,023	-8.2%	\$73,152,704	\$67,164,023	Active Listing Volume
+3%	\$294,971	\$303,910	+3%	\$294,971	\$303,910	Average Listing Price
+19.5%	\$212,500	\$254,000	+19.5%	\$212,500	\$254,000	Median Listing Price
-22.3%	103	80	-22.3%	103	80	Median Daysin RPR
-19.8%	9.2	7.4	-	_	-	Months of Inventory
+2.7%	10.89%	13.57%	+	_	-	Absorption Rate
						Sales Activity Charts Metrics
-21.9%	32	25	-21.9%	32	25	New Pending Sales Count
-4.3%	\$6,956,373	\$6,654,700	-4.3%	\$6,956,373	\$6,654,700	New Pending Sales Volume
-26.2%	61	45	-26.2%	61	45	Pending Sales Count
-14.9%	\$13,331,358	\$11,348,400	-14.9%	\$13,331,358	\$11,348,400	Pending Sales Volume
-40%	30	18	-40%	30	18	Closed Sales Count
-37.9%	\$6,567,500	\$4,080,000	-37.9%	\$6,567,500	\$4,080,000	Closed Sales Volume
+3.5%	\$218,917	\$226,667	+3.5%	\$218,917	\$226,667	Average Sales Price
+7.2%	\$193,950	\$208,000	+7.2%	\$193,950	\$208,000	Median Sales Price





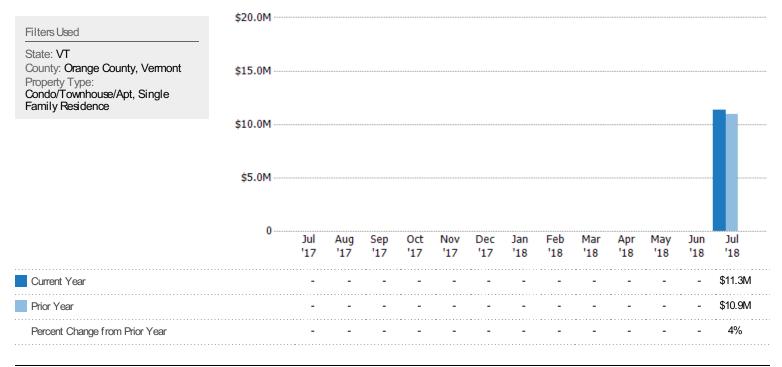
New Listings

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

Filters Used	60														
State: VT County: Orange County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	45														
	30														••••
	15														
	0	Jul	Aug	Sep	0ct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	
		'17	'17	'17	'17	'17	'17	'18	'18	'18	'18	'18	'18	'18	
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	48	
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	40	
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	20%	

New Listing Volume

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





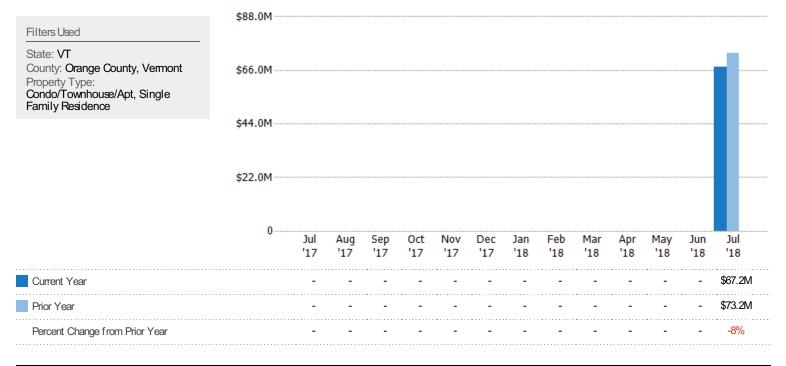
Active Listings

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

400													
300													
200													
100													
0								-					
	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18
	-	-	-	-	-	-	-	-	-	-	-	-	221
	-	-	-	-	-	-	-	-	-	-	-	-	248
	-	-	-	-	-	-	-	-	-	-	-	-	-11%
	200	200	200	200	200	200 200 100 0 Jul Aug Sep Oct Nov	200	200	200 100 0 Jul Aug Sep Oct Nov Dec Jan Feb	200 200 100 0 Jul Aug Sep Oct Nov Dec Jan Feb Mar	200 100 0 Jul Aug Sep Oct Nov Dec Jan Feb Mar Apr	200 100 0 Jul Aug Sep Oct Nov Dec Jan Feb Mar Apr May	200 100 0 Jul Aug Sep Oct Nov Dec Jan Feb Mar Apr May Jun

Active Listing Volume

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





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												
	\$200K												
	\$100K												
	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18
	17	17	1/	17			10	10	10	10	10	10	10
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$304K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$295K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	3%

Median Listing Price

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

Percent Change from Prior Year	-			-				-			-		20%
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$213K
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$254K
	0 Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18
	+												
Property Type: Condo/Townhouse/Apt, Single Family Residence	\$150K												
State: VT County: Orange County, Vermont	\$225K												
Filters Used													





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/Townhouse/Apt, Single	\$300K												
Family Residence	\$200K												
	\$100K												
	0	A	Can	0.+	Neur	Dec	1	Fab	Mar	4.5.5	Mase	lus	71
	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18
Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$265K
Avg Listing Price	-	-	-	-	-	-	-	-	-	-	-	-	\$304K
Avg Listing Price as a % of Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	115%

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													
State: VT County: Orange County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	\$225K												
	\$150K												
	\$75K												
	0												
	Jul	Aug	Sep	Oct	Nov	Dec			Mar	Apr	May	Jun	Jul
	'17	'17	'17	'17	'17	'17	'18	'18	'18	'18	'18	'18	'18
Median Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$230K
Median Listing Price	-	-	-	-	-	-	-	-	-	-	-	-	\$254K
Med Listing Price as a % of Med Est Value	-	-	-	-	-	-	-	-	-	-	-	-	111%





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 County: Orange County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	150												
	100												
	50												
	0												
	Jul	Aug	Sep	0ct		Dec	Jan		Mar	Apr	May	Jun	Jul
	'17	'17	'17	'17	'17	'17	'18	'18	'18	'18	'18	'18	'18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	80
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	103
Percent Change from Prior Year	-	-	-	-	-	_	-	-	-	-	-	-	-22%
													/0

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 Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18
Current Year	-	-	-	-	-			-		-	-		7.89
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	7.09
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	11%





Absorption Rate

The percentage of inventory sold per month.

15%												
10%												
5%												
<u>,</u>												
Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18
-	-	-	-	-	-	-	-	-	-	-	-	13%
-	-	-	-	-	-	-	-	-	-	-	-	14%
-	-	-	-	-	-	-	-	-	-	-	-	1%
	10% 5% Jul '17 	10% 5% 0 Jul Aug '17 '17 	10% 5% 0 Jul Aug Sep	10% 5% 0 Jul Aug Sep Oct '17 '17 '17 '17 	10% 5% 0 Jul Aug Sep Oct Nov '17 '17 '17 '17 '17 	10% 5% 0 Jul Aug Sep Oct Nov Dec '17 '17 '17 '17 '17 '17 	10% 5% 0 Jul Aug Sep Oct Nov Dec Jan '17 '17 '17 '17 '17 '18 	10% 5% 0 Jul Aug Sep Oct Nov Dec Jan Feb '17 '17 '17 '17 '17 '18 '18 	10% 5% 0 Jul Aug Sep Oct Nov Dec Jan Feb Mar '17 '17 '17 '17 '17 '18 '18 '18 	10% 5% 0 Jul Aug Sep Oct Nov Dec Jan Feb Mar Apr '17 '17 '17 '17 '17 '18 '18 '18 '18 	10% 5% 0 Jul Aug Sep Oct Nov Dec Jan Feb Mar Apr May	10% 5% 0 Jul Aug Sep Oct Nov Dec Jan Feb Mar Apr May Jun

Active/Pending/Sold Units

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

	300												
Filters Used State: VT County: Orange County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	225												
·	150												
	75												
	75												
	· ·												
	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18
Active	-	-	-	-	-	-	-	-	-	-	-	-	221
Pending	-	-	-	-	-	-	-	-	-	-	-	-	45
Sold	-	-	-	-	-	-	-	-	-	-	-	-	18





New Pending Sales

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

	40													
Filters Used State: VT County: Orange County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	30													
	20													
	0						D		-					
		Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb		Apr	May	Jun	Jul
		'17	'17	'17	'17	'17	'17	'18	'18	'18	'18	'18	'18	'18
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	25
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	32
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	-22%

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.

Filters Used State: VT County: Orange County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	\$5.4M \$3.6M														
	\$1.8M														
	0	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	
									10						
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	\$6.65	
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	\$6.96	М
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	-4%	

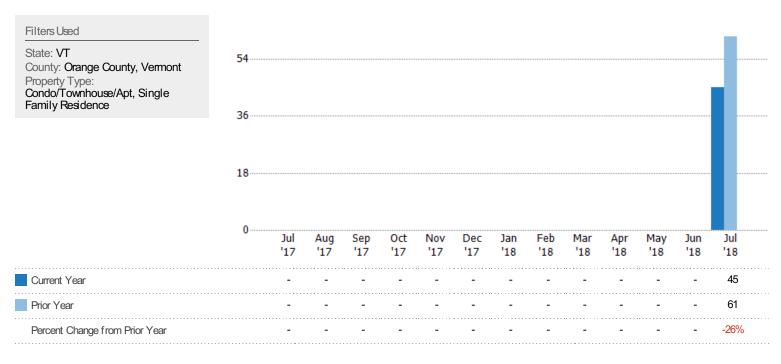


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Pending Sales

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.

Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	-15%
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	\$13.3M
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	\$11.3M
	\$5.0M 0	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18
Property Type: Condo/Townhouse/Apt, Single Family Residence	\$10.0M													
Filters Used State: VT County: Orange County, Vermont	\$15.0M													
	\$20.0M ······													



Closed Sales

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

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

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	\$5.4M \$3.6M													
	\$1.8M													
	0	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18
		17	1/	17	17	17	17	10	10	18	18	18	10	10
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	\$4.08M
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	\$6.57M
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	-38%



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														
	_	Jul	Aug	Sep			Dec				Apr	May	Jun	Jul	
		'17	'17	'17	'17	'17	'17	'18	'18	'18	'18	'18	'18	'18	
Single Family Residence		-	-	-	-	-	-	-	-	-	-	-	-	100%)

Average Sales Price

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

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

\$75K-----

	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$227K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$219K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	4%





Median Sales Price

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

Current Year	0 Jul '17 -	Aug '17 -	Sep '17	0ct '17	Nov '17	Dec '17 -		Feb '18	Mar '18 -	Apr '18	May '18 _	Jun '18 -	Jul '18 \$208K \$194K
			Sep '17				Jan	Feb	Mar	Apr	May		
	\$150K \$75K												
Property Type: Condo/Townhouse/Apt, Single Family Residence	1150V												
State: VT County: Orange County, Vermont	\$225K												
Filters Used	\$300K ······												

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	\$300K												
State: VT County: Orange County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	\$225K												
	\$150K												
	\$75K												
	0 Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18
Avg List Price	-	-	-	-	-	-	-	-	-	-	-	-	\$231K
Avg Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$227K
Avg Sales Price as a % of Avg List Price	-	-		-	-	_	-	-	-	-	-	-	98%





Median Sales Price vs Median Listing Price

The median sales price as a percentage of the median listing price 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												
	\$7 JK												
	0		_										
	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18
Median List Price	-	-	-	-	-	-	-	-	-	-	-	-	\$209k
Median Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$208K
Med Sales Price as a % of Med List Price	-	-	-	-	-	-	-	-	-	-	-	-	99%

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.

Avg Sales Price													\$231K
Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$239K
	0 Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18
Family Residence	\$150K \$75K												
State: VT County: Orange County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	\$225K												
Filters Used													



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.

	\$75K												
	ψ/ Lit												
	0												
	0 Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18
Median Est Value			Sep '17										
Martian Est Valua			'17									'18	'1
Median Est Value Median Sales Price	'17 - -		'17									'18	'18

