

# 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
-28.9%	76	54	-28.9%	76	54	New Listing Count
-34.3%	\$16,816,395	\$11,043,100	-34.3%	\$16,816,395	\$11,043,100	New Listing Volume
-19.6%	490	394	-19.6%	490	394	Active Listing Count
-7.6%	\$121,300,410	\$112,111,357	-7.6%	\$121,300,410	\$112,111,357	Active Listing Volume
+14.9%	\$247,552	\$284,547	+14.9%	\$247,552	\$284,547	Average Listing Price
+18.9%	\$189,250	\$225,000	+18.9%	\$189,250	\$225,000	Median Listing Price
+0.4%	118	118.5	+0.4%	118	118.5	Median Daysin RPR
-14%	15.8	13.6	-	_	_	Months of Inventory
+1%	6.33%	7.36%	+	_	_	Absorption Rate
						Sales Activity Charts Metrics
-9.1%	44	40	-9.1%	44	40	New Pending Sales Count
-21.6%	\$9,303,900	\$7,295,500	-21.6%	\$9,303,900	\$7,295,500	New Pending Sales Volume
+2.9%	70	72	+2.9%	70	72	Pending Sales Count
-5.9%	\$14,286,099	\$13,438,950	-5.9%	\$14,286,099	\$13,438,950	Pending Sales Volume
-10.3%	29	26	-10.3%	29	26	Closed Sales Count
-27.5%	\$7,101,400	\$5,150,666	-27.5%	\$7,101,400	\$5,150,666	Closed Sales Volume
-19.1%	\$244,876	\$198,103	-19.1%	\$244,876	\$198,103	Average Sales Price
+22.9%	\$145,000	\$178,250	+22.9%	\$145,000	\$178,250	Median Sales Price





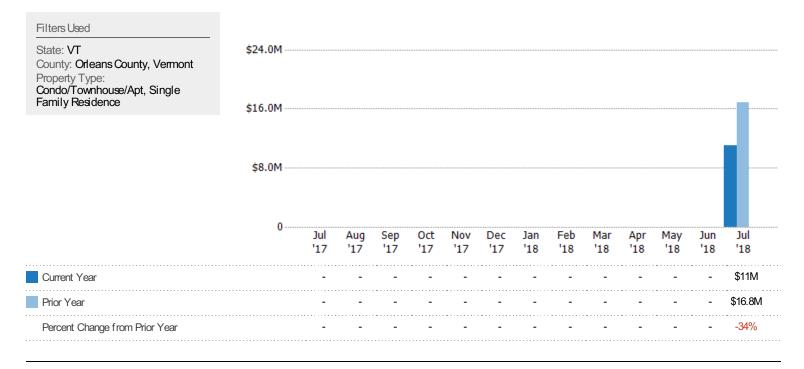
#### New Listings

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

Filters Used	200													
State: VT County: Orleans County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	150													
	100													
	50													
	0	Jul	Aug	Sep	Oct	Nov		Jan	Feb	Mar	Apr	May	Jun	Jul
		'17	'17	'17	'17	'17	'17	'18	'18	'18	'18	'18	'18	'18
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	54
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	76
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	-29%

#### 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: Orleans County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	540 360													
	180													
	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		-	-	-	-	-	-	-	-	-	-	-	-	394
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	490
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	-20%

#### 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	\$200.0M													
State: VT County: Orleans County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	\$150.0M													
	\$100.0M													
	\$50.0M													
	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		-	-	-	-	-	-	-	-	-	-	-		\$112M
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	\$121M
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	-8%



#### Average Listing Price

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

\$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
												'18
	\$150K											

# 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	-	-	-	-	-	-	-	-	-	-	-	-	19%
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$189K
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$225K
	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
	\$75K												
Property Type: Condo/Townhouse/Apt, Single Family Residence	\$150K												
State: VT County: Orleans County, Vermont	\$225K												
Filters Used	\$300K												



## 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: Orleans County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	\$225K												
-	\$150K ······												
	\$75K												
	φ/ Six												
	0 Jul	Aug	Con	0.4	Nov	Dec	120	Feb	Mar	Apr	May	Jun	Jul
	'17	Aug '17	Sep '17	0ct '17	'17	'17	Jan '18	'18	'18	Apr '18	May '18	'18	'18
Avg Est Value	-				-	<u>-</u>				-	<u>-</u>		\$240K
Avg Listing Price	-	-	-	-	-	-	-	-	-	-	-	-	\$285K
Avg Listing Price as a % of Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	119%

#### 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: Orleans 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	-	-	-	-	-	-	-	-	-	-	-	-	\$207K
Median Listing Price	-	-	-	-	-	-	-	-	-	-	-	-	\$225K
Med Listing Price as a % of Med Est Value	-	-	-	-	-	-	-	-	-	-	-	-	109%





#### 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: Orleans County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	150												
	100												
	EQ												
	50												
	0												
	Jul	Aug	Sep	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	-	-	-	-	-	-	-	-	-	-	-	-	119
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	118
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	0%

#### Months of Inventory

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

FiltersUsed	20												
State: VT County: Orleans County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	15												
	10												
	5												
	0 Jul	Aug	Sep	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	-	-	-	-	-	-	-	-	-	-	-	-	9.16
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	12.3
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-25%





#### Absorption Rate

The percentage of inventory sold per month.

	15%												
Filters Used State: VT County: Orleans County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	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	-	-	-	-	-	-	-	-	-	-	-	-	11%
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	8%
Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-3%

## Active/Pending/Sold Units

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

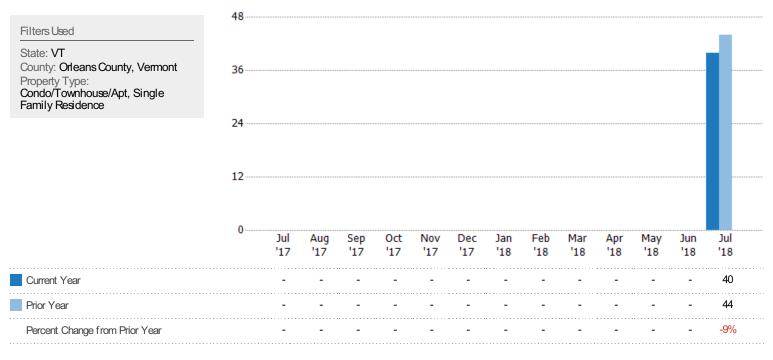
	400												
Filters Used													
State: VT County: Orleans County, Vermont	300												
Property Type:	300												
Property Type: Condo/Townhouse/Apt, Single Family Residence													
ranny readenee	200												
	100												
	0												
	00 Jul										Mav		
	0 Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18
Active		Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul
Active Pending		Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul '18
		Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul '18 394





#### New Pending Sales

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



#### 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.

	80														
Filters Used State: VT County: Orleans County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	60														
	40														
	20					Next									
		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	17	17	17	17	16	18	16	18	18	18	18	
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	72	
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	70	
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	3%	

## 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		-	-	-	-	-	-	-	-	-	-	-	-	-6%
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	\$14.3M
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	\$13.4M
	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
	\$10.0M \$5.0M													
Property Type: Condo/Townhouse/Apt, Single Family Residence														1
Filters Used State: VT County: Orleans County, Vermont	\$15.0M													
	\$20.0M ······													



## Closed Sales

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

eb Mar		May	Jun	Jul
18 '18	'18	'18	'18	'18
	-	-	-	26
	-	-	-	29
	-	-	-	-10%
e		eb Mar Apr	eb Mar Apr May	eb Mar Apr May Jun

#### **Closed Sales Volume**

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





#### 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: Orleans County, Vermont	80%														
Property Type: Condo/Townhouse/Apt, Single	70%														
Condo/Townnouse/Apt, Single Family Residence	60%														
	50%														
	40%														
	30%														
	20%														
	10%														
	0	Jul	Aug	Sep	Oct		Dec		Feb	Mar	Apr	Mav	Jun	Jul	
		'17	'17	'17	'17	'17	'17	'18	'18	'18	'18	'18	'18	'18	
Condo/Townhouse		-	-	-	-	-	-	-	-	-	-	-	-	4%	
Single Family Residence		-	-	-	-	-	-	-	-	-	-	-	-	96%	

# Average Sales Price

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

0

Filters Used	\$300K
State: VT County: Orleans County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	\$225K
Family Residence	\$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	-	-	-			-	-	-	-	-	-	-	\$198K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$245K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-19%





#### Median Sales Price

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

Prior Year Percent Change from Prior Year		-	- -		-	- -	- -	-				- 	\$145K
	-	-	-	-	-	-	-	-	-	-	-	-	\$178K
	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
	\$100K												
State: VT County: Orleans County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	\$150K												
Filters Used	\$200K												

#### 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: Orleans 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	-	-	-	-	-	-	-	-	-	-	-	-	\$205K
Avg Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$198K
Avg Sales Price as a % of Avg List Price	-	-	-	-	-	-	-	-	-	-	-	-	97%





## Median Sales Price vs Median Listing Price

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

	\$200K ······												
Filters Used State: VT County: Orleans County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	\$150K												
Taminy Teadence	\$100K												
	\$50K 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
Median List Price	-	-	-	-	-	-	-	-	-	-	-	-	\$187K
Median Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$178K
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: Orleans County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	\$225K												
	\$150K												
	\$75K												
	0 Jul	Aug	Son		Nov	Doc	Jan	Feb	Mar		May	Jun	Jul
	'17	Aug '17	Sep '17	0ct '17	'17	Dec '17	'18	'18	'18	Apr '18	'18	'18	18
Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$187K
Avg Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$205K
Avg Sales Price as a % of Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	109%





# 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.

	\$200K ······												
Filters Used State: VT County: Orleans County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	\$150K												
	\$100K ······												
	\$50K												
	1												
	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
Median Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$184K
Median Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$187K
Med Sales Price as a % of Med Est Value	-	-	-	-	-	-	-	-	-	-	-	-	102%



