

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	+/-	Mar 2017	Mar 2018	Key Metrics
						Listing Activity Charts Metrics
-6.1%	33	31	-6.1%	33	31	New Listing Count
+30.5%	\$7,472,500	\$9,749,100	+30.5%	\$7,472,500	\$9,749,100	New Listing Volume
-35%	226	147	-35%	226	147	Active Listing Count
-30.7%	\$64,098,544	\$44,409,950	-30.7%	\$64,098,544	\$44,409,950	Active Listing Volume
+6.5%	\$283,622	\$302,109	+6.5%	\$283,622	\$302,109	Average Listing Price
+9.1%	\$209,950	\$229,000	+9.1%	\$209,950	\$229,000	Median Listing Price
-20.1%	204	163	-20.1%	204	163	Median Days in RPR
-42.2%	14.1	8.2	-	_	_	Months of Inventory
+5.2%	7.08%	12.24%	+	_	_	Absorption Rate
						Sales Activity Charts Metrics
+33.3%	18	24	+33.3%	18	24	New Pending Sales Count
+56.6%	\$4,040,499	\$6,328,400	+56.6%	\$4,040,499	\$6,328,400	New Pending Sales Volume
-6.8%	44	41	-6.8%	44	41	Pending Sales Count
+10.3%	\$8,386,664	\$9,253,000	+10.3%	\$8,386,664	\$9,253,000	Pending Sales Volume
+22.2%	18	22	+22.2%	18	22	Closed Sales Count
+22.6%	\$3,680,800	\$4,511,950	+22.6%	\$3,680,800	\$4,511,950	Closed Sales Volume
+0.3%	\$204,489	\$205,089	+0.3%	\$204,489	\$205,089	Average Sales Price
+13.3%	\$195,000	\$221,000	+13.3%	\$195,000	\$221,000	Median Sales Price





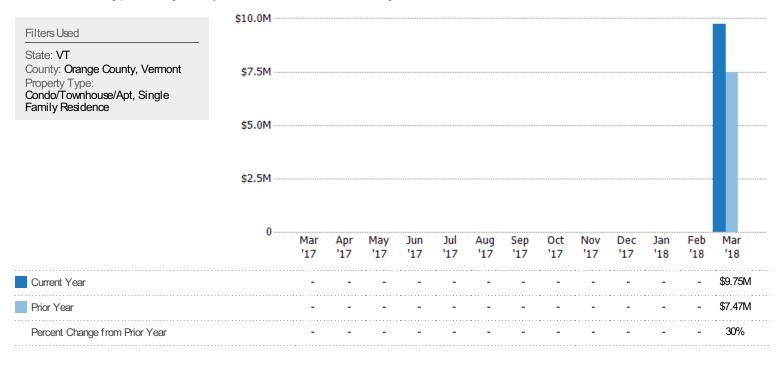
New Listings

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

	40													
Filters Used State: VT County: Orange County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	30													
	20													
	10······						A			Next				
		Mar	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec	Jan	Feb	Mar
		'17	17	17	17	17	17	17	17	17	'17	'18	'18	'18
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	31
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	33
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	-6%

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	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	147
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	226
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	-35%

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	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	\$44.4M
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	\$64.1M
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	-31%



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												
	0												
	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar
	'17	'17	'17	'17	'17	'17	'17	'17	'17	'17	'18	'18	'18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$302K
Prior Year	_	-	-	-	-	-	-	-	-	-			
												-	\$284K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$284K 7%

Median Listing Price

The median 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	\$225K												
ranny residence	\$150K												
	\$75K												
	\$75K												
	\$75K 0 Mar '17	Apr '17	May '17									Feb '18	Mar '18
Current Year	0 Mar	Apr	Мау	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	
Current Year Prior Year	0 Mar '17 -	Apr '17	May '17 -	Jun '17 -	Jul '17 -	Aug	Sep '17 -	0ct '17 -	Nov '17 -	Dec '17 -	Jan '18 -	Feb '18 -	'18



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 Family Residence	\$300K												
Family Residence	\$200K												
	φ200π												
	\$100K												
	<i>q</i> roon												
	0												
	Mar	Apr	May	Jun	Jul '17	Aug	Sep '17	Oct	Nov	Dec	Jan	Feb	Mar
	'17	'17	'17	'17	'17	'17	'17	'17	'17	'17	'18	'18	'18
Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$271K
Avg Listing Price	-	-	-	-	-	-	-	-	-	-	-	-	\$302K
Avg Listing Price as a % of Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	111%

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												
Family Residence	\$150K												
	\$75K												
	0												
	Mar	Apr		Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar
	'17	'17	'17	'17	'17	'17	'17	'17	'17	'17	'18	'18	'18
Median Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$234K
Median Listing Price	-	-	-	-	-	-	-	-	-	-	-	-	\$229K
Med Listing Price as a % of Med Est Value	-	-	-	-	-	-	-	-	-	-	-	-	98%

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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: Orange County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	225												
	150												
	75												
	0												
	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18
	17				17						10	10	10
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	163
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	204
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-20%

Months of Inventory

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

Filters Used	60												
State: VT County: Orange County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	45												
	30												
	15												
	15												
	0												
	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	9.19
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	25.1
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-63%





Absorption Rate

The percentage of inventory sold per month.

	15%												
Filters Used State: VT County: Orange County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	10%												
	5%												
	0 Mar	Apr	May	lup	11	Aug	Con	Oct	Nov	Doc	120	Feb	Mar
	17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	'18	18
Current Year		-	-	-	-	-	-	-	-	-	-	-	11%
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	4%
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.

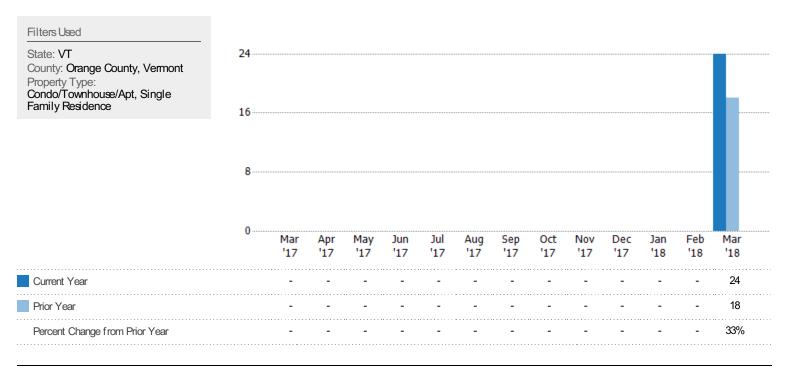
	200												
Filters Used State: VT County: Orange County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	150												
	100												
	50												
	0												
	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18
<u></u>													
Active	-	-	-	-	-	-	-	-	-	-	-	-	147
Pending	-	-	-	-	-	-	-	-	-	-	-	-	41
Sold	-	-	-	-	-	-	-	-	-	-	-	-	22





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.

Filters Used State: VT County: Orange County, Vermont Property Type:	\$5.4M													
Property Type: Condo/Townhouse/Apt, Single Family Residence	\$3.6M													
	\$1.8M													
	0	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar
		'17	'17	'17	'17	'17	'17	'17	'17	'17	'17	'18	'18	'18
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	\$6.33M
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	\$4.04M
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	57%

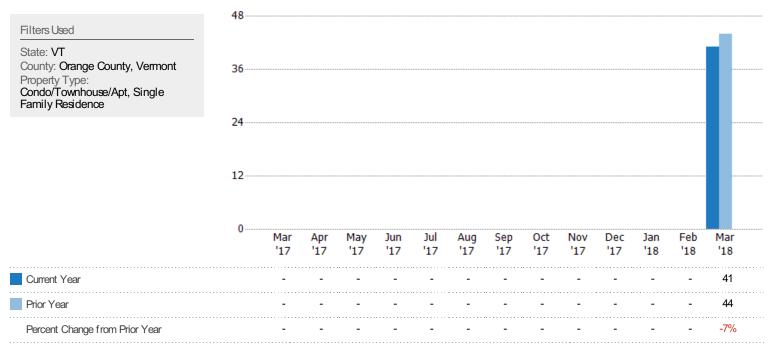


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Pending Sales

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



Pending Sales Volume

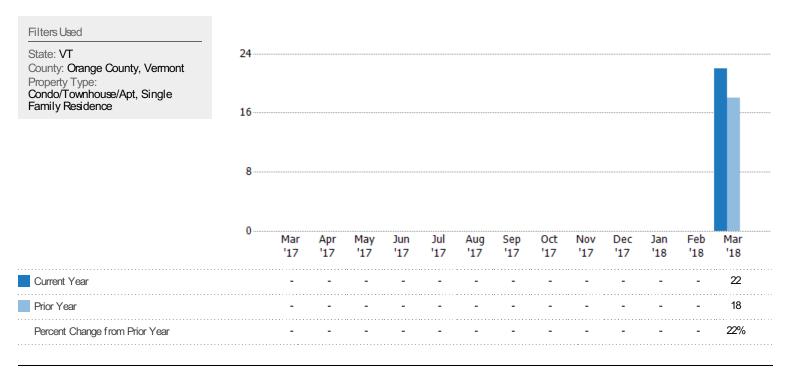
The sum of the sales price of single-family, condominium and townhome properties with accepted offers that were available at the end of each month.

	\$2.5M	 		 		 	 	
Property Type: Condo/Townhouse/Apt, Single Family Residence	\$5.0M	 		 		 	 	
Filters Used State: VT County: Orange County, Vermont Property Type:	\$7.5M ······	 	 	 	 	 	 	
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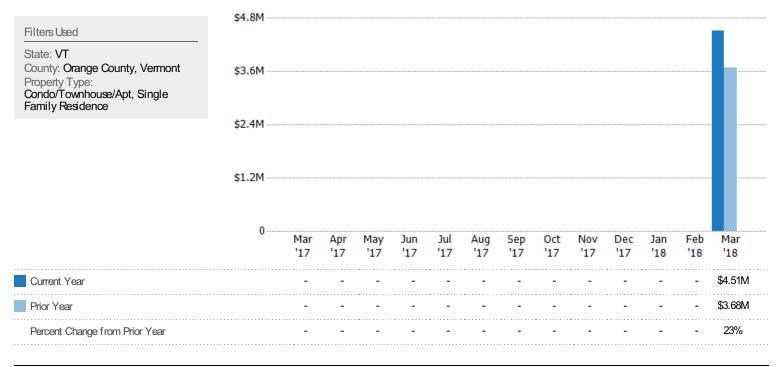
Closed Sales

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



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: Orange County, Vermont	80%														
Property Type: Condo/Townhouse/Apt, Single	70%														
Condo/Townhouse/Apt, Single Family Residence	60%														
	50%														
	40%														
	30%														
	20%														
	10%														
	0														
		Mar	Apr	May	Jun '17		Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	
		'17	17	.17	17	'17	.17	17	'17	'17	'17	'18	'18	'18	
Single Family Residence		-	-	-	-	-	-	-	-	-	-	-	-	100%)

Average Sales Price

Current Year

Percent Change from Prior Year

Prior Year

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

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

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\$205K

\$204K

0%

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Median Sales Price

The median 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				 							
	\$75K											
	\$75K											
	\$75K 0 Mar '17	Apr '17	May '17	Jun '17	Aug '17		0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18
Current Vear	0 Mar		May '17	Jun '17	Aug	Sep	Oct	Nov	Dec	Jan	Feb	'18
Current Year	0 Mar		May '17	Jun '17 -	Aug	Sep	Oct	Nov	Dec	Jan	Feb	
Current Year Prior Year	0 Mar		May '17	Jun '17 -	Aug	Sep	Oct	Nov	Dec	Jan	Feb	'18
·····	0 Mar		May '17 - -	Jun '17 - - -	Aug	Sep	Oct	Nov	Dec	Jan	Feb	'18 \$221K

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												
Family Residence	\$150K												
	\$75K												
	φron												
	0 Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar
	'17	'17	'17	'17	'17	'17	'17	'17	'17	'17	'18	'18	'18
Avg List Price	-	-	-	-	-	-	-	-	-	-	-	-	\$217K
Avg Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$205K
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	\$300K												
State: VT County: Orange County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	\$225K												
-	\$150K												
	\$75K												
	0												
	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar
	'17	'17	'17	'17	'17	'17	'17	'17	'17	'17	'18	'18	'18
Median List Price	-	-	-	-	-	-	-	-	-	-	-	-	\$227K
Median Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$221K
Med Sales Price as a % of Med List Price	-	-	-	-	-	-	-	-	-	-	-	-	97%

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 as a % of Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	94%
Avg Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$217K
Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$230K
	\$75K 0 Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18
Family Residence	\$150K												
State: VT County: Orange County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	\$225K												
Filters Used	\$300K												





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				_								
	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18
Median Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$237K
Median Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$227K
Med Sales Price as a % of Med Est Value	-	-	-	-	-	-	-	-	-	-	-	-	96%

