

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
+38.3%	47	65	+38.3%	47	65	New Listing Count
+89.3%	\$9,260,695	\$17,532,000	+89.3%	\$9,260,695	\$17,532,000	New Listing Volume
-11.5%	409	362	-11.5%	409	362	Active Listing Count
-7.2%	\$105,265,730	\$97,730,519	-7.2%	\$105,265,730	\$97,730,519	Active Listing Volume
+4.9%	\$257,373	\$269,974	+4.9%	\$257,373	\$269,974	Average Listing Price
+10.6%	\$189,900	\$209,950	+10.6%	\$189,900	\$209,950	Median Listing Price
-17.3%	240	198.5	-17.3%	240	198.5	Median Daysin RPR
-53.8%	34.1	15.7	-	_	_	Months of Inventory
+3.4%	2.93%	6.35%	+-	_	_	Absorption Rate
						Sales Activity Charts Metrics
+100%	26	52	+100%	26	52	New Pending Sales Count
+109.6%	\$4,616,900	\$9,678,649	+109.6%	\$4,616,900	\$9,678,649	New Pending Sales Volume
+68.2%	44	74	+68.2%	44	74	Pending Sales Count
+82.7%	\$7,927,900	\$14,486,048	+82.7%	\$7,927,900	\$14,486,048	Pending Sales Volume
+17.4%	23	27	+17.4%	23	27	Cloæd Sales Count
-6.1%	\$4,135,800	\$3,884,574	-6.1%	\$4,135,800	\$3,884,574	Closed Sales Volume
-20%	\$179,817	\$143,873	-20%	\$179,817	\$143,873	Average Sales Price
+7.7%	\$142,000	\$152,900	+7.7%	\$142,000	\$152,900	Median Sales Price





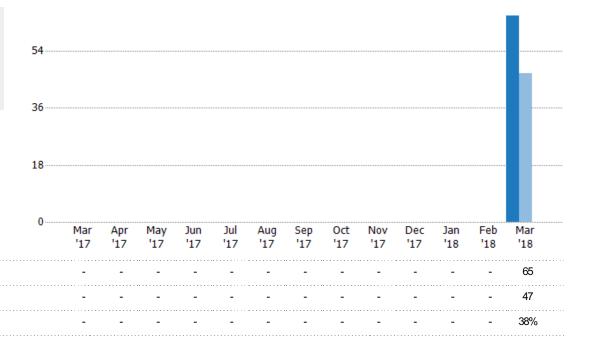


New Listings

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

Filters Used

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



New Listing Volume

Percent Change from Prior Year

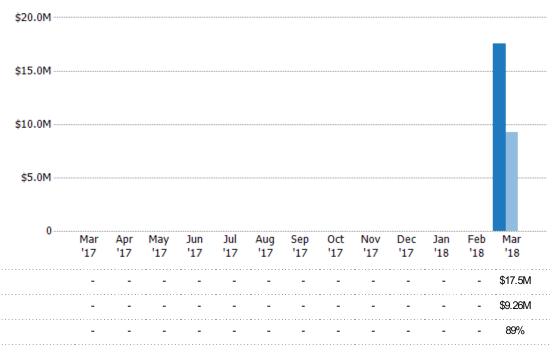
Current Year

Prior Year

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

Filters Used

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





Current Year

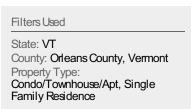
Percent Change from Prior Year

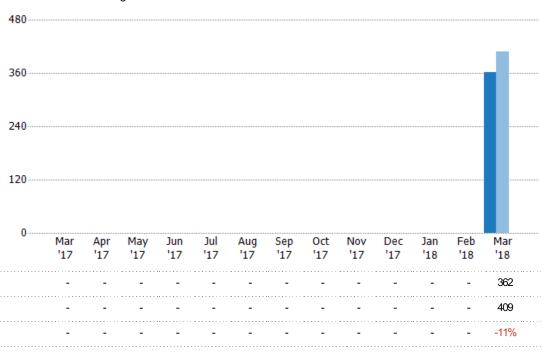




Active Listings

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





Active Listing Volume

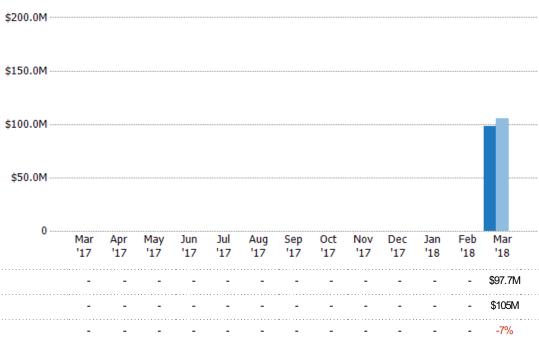
Percent Change from Prior Year

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												
,	\$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
Current Year	-	-	-	-	-	-	-	-	-	-	_	-	\$270K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$257K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	5%

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: Orleans County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	\$225K	
Family Residence	\$150K	
	\$75K	
	0	 Mar

	'17	'17	'17	'17	'17	'17	'17	'17	'17	'17	'18	'18	'18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$210K
Prior Year	-	-	_	-	-	-	-	-	-	-	-	-	\$190K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	11%







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.

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

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

E.,	\$300K ······												
Filters Used State: VT County: Orleans 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 Est Value	_	-	-	-	-	-	-	-	-	-	-	-	\$185K
Median Listing Price	_	-	-	-	-	-	-	-	-	-	-	-	\$210K
Med Listing Price as a % of Med Est Value	-	-	-	-	-	-	-	-	-	-	-	-	113%







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: Orleans County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	225												
	150												
	75												
	75												
	,,,												
	0 Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	M
	0												м '1
Current Year	0 Mar	Apr	May	Jun '17	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	
Current Year Prior Year	0 Mar	Apr '17	May '17	Jun '17	Jul	Aug '17	Sep	Oct	Nov	Dec	Jan	Feb	

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												
ramily Residence	20												
	10												
			Mare										
	Mar '17	Apr '17	May '17	Jun '17	Jui '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18

	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	-	-	-	-	-	-	-	-	-	_	-	-	36.2
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	27.3
Percent Change from Prior Year	-		-			-				-		-	33%







Absorption Rate

Current Year

Prior Year

Change from Prior Year

The percentage of inventory sold per month.

Filters Used

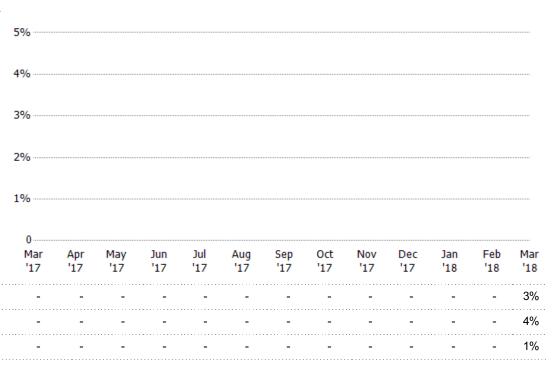
State: VT

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.

	400												
State: VT County: Orleans County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	300												
i anny i addonos	200												
	100												
	0 Mar	Apr		Jun		Aug		0ct	Nov	Dec	Jan	Feb	Mar
	0 Mar '17	Apr '17	May '17		Jul '17	Aug '17	Sep '17						Mar '18
Active	'17 -	'17 -	May '17	Jun '17 -	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	
Active Pending	'17 - -	'17	May '17	Jun '17 -	Jul '17	Aug '17 -	Sep '17 - -	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	'18
	'17 - -	'17	May '17	Jun '17 -	Jul '17	Aug '17	Sep '17 - -	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	'18 362

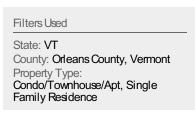


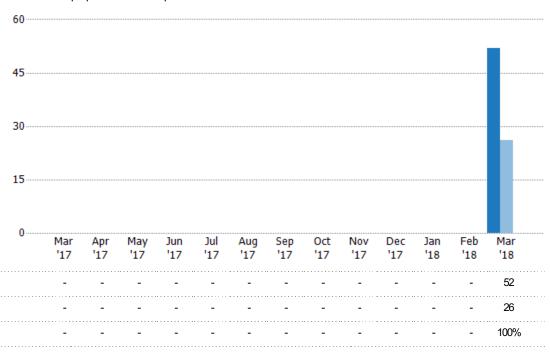




New Pending Sales

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





New Pending Sales Volume

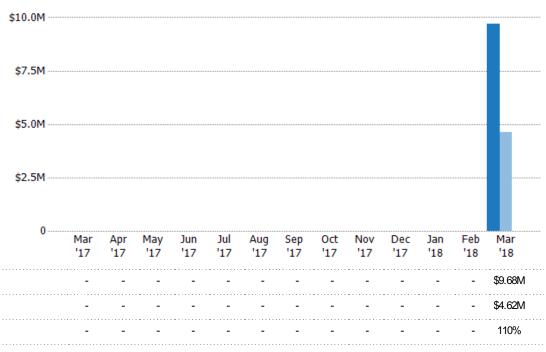
Percent Change from Prior Year

Current Year

Prior Year

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

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



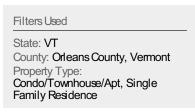
Current Year

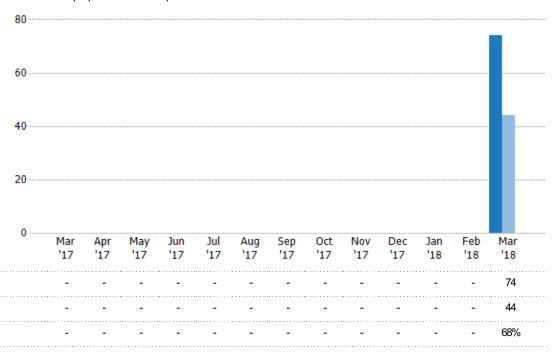
Percent Change from Prior Year



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

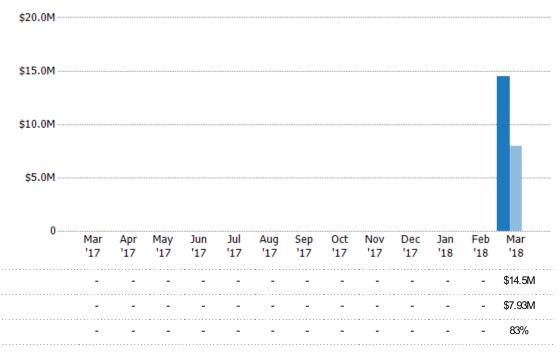
Percent Change from Prior Year

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.

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





Current Year

Percent Change from Prior Year



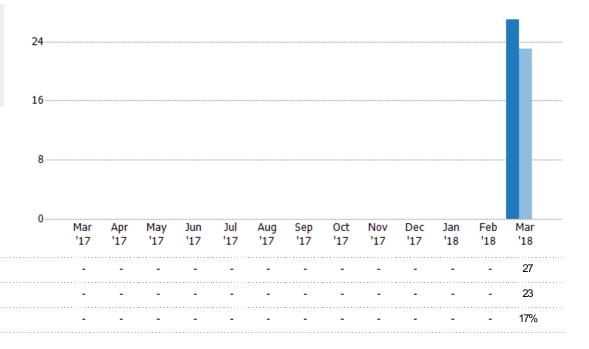


Closed Sales

The total number of 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



Closed Sales Volume

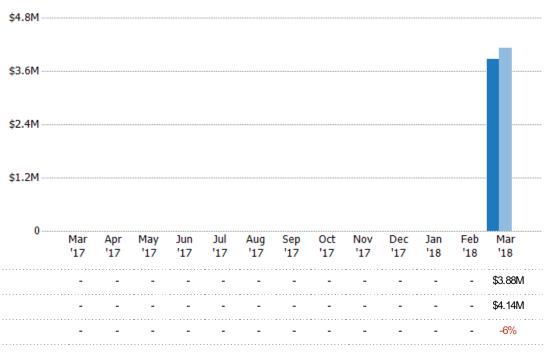
Percent Change from Prior Year

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.

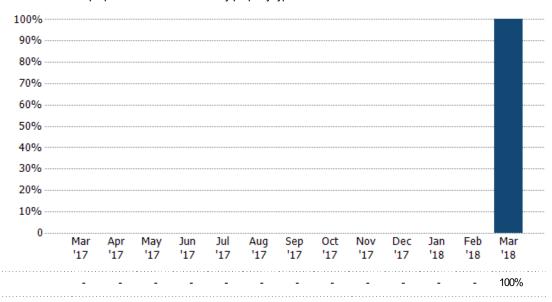


State: VT

County: Orleans County, Vermont

Property Type: Condo/Townhouse/Apt, Single

Family Residence

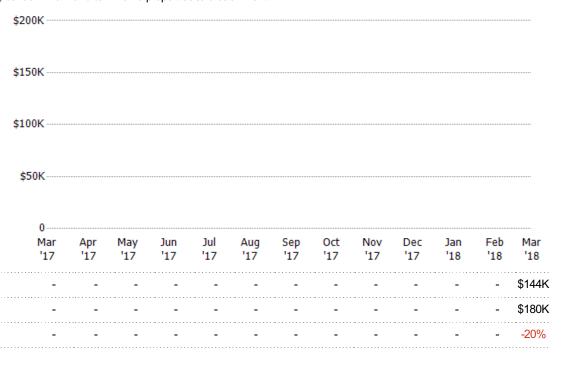


Average Sales Price

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												
	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	-	-	-	-	-	-	-	-	-	-	-	-	\$153K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$142K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	8%

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

	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
Avg List Price	-	-	-	-	-	-	-	-	-	-	-	-	\$152K
Avg Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$144K
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

\$200K												
\$150K												
\$100K												
\$50K												
0 Mar		May							Dec	Jan	Feb	 Mar
'17	'17	May '17	'17	'17	'17	'17	'17	'17	'17	'18	'18	
-	-	-	-	-	-	-	-	-	-		-	\$160K
-	-	-	-	-	-	-	-	-	-	-	-	\$153K
-	-	-	-	-	-	-	-	-	-	-	-	96%

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.

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

Avg Sales Price as a % of Avg Est Value

Med Sales Price as a % of Med List Price

Median List Price

Median Sales Price

0K												
50K												
U					Aug	Con	Oct	Nov	Dec	Jan	Feb	Mar
Mar	Apr	May	Jun	Jul '17	Aug	3ep	117	117	117	110		
_	Apr '17	May '17	Jun '17	Jul '17	'17	'17	'17	'17	'17	'18		
Mar	Apr '17	May '17		Jul '17 -			'17 -		'17			
Mar	Apr '17 -	May '17									'18	'1 8
Mar	Apr '17 - -	May '17	- - -		-	- -	-	-		-	'18	'18



Avg Est Value

Avg Sales Price





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

Med Sales Price as a % of Med Est Value

Median Est Value

Median Sales Price

\$150K	 	 							
\$100K	 	 	 						
¢E0V									
\$30K			 						
	 May '17		 					Feb	Mar
0 Mar	 		 	0ct '17		Dec '17	Jan '18	Feb '18	Mar '18
0 Mar	 		 	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18



