

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	Nov 2018	Nov 2017	+ / -	YTD 2018	YTD 2017	+ / -
Listing Activity Charts Metrics						
New Listing Count	18	18	+_	18	18	+-
New Listing Volume	\$4,479,200	\$4,110,400	+9%	\$4,479,200	\$4,110,400	+9%
Active Listing Count	181	_	-	NA	N/A	
Active Listing Volume	\$49,874,848	_	-	NA	N/A	
Average Listing Price	\$275,552	_	-	\$275,552	_	_
Median Listing Price	\$229,900	_	-	\$229,900	_	_
Median Daysin RPR	153	_	-	153	_	_
Months of Inventory	_	_	-	_	12.1	_
Absorption Rate	_	_	-	_	8.29%	_
Sales Activity Charts Metrics		•••••				
New Pending Sales Count	18	23	-21.7%	18	23	-21.7%
New Pending Sales Volume	\$3,541,300	\$5,442,900	-34.9%	\$3,541,300	\$5,442,900	-34.9%
Pending Sales Count	34	_	-	NA	N/A	
Pending Sales Volume	\$8,317,400	_	-	NA	N/A	
Closed Sales Count	16	28	-42.9%	16	28	-42.9%
Cloæd Sales Volume	\$2,685,944	\$6,520,500	-58.8%	\$2,685,944	\$6,520,500	-58.8%
Average Sales Price	\$167,872	\$232,875	-27.9%	\$167,872	\$232,875	-27.9%
Median Sales Price	\$155,000	\$158,500	-2.2%	\$155,000	\$158,500	-2.2%



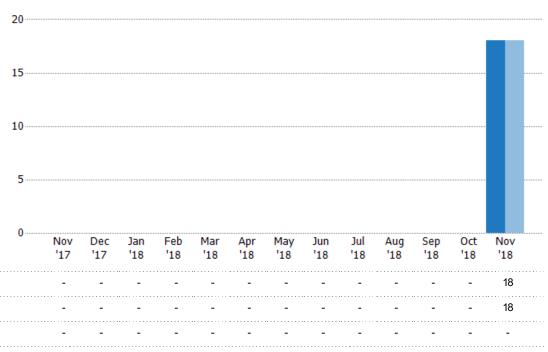




New Listings

The number of new residential listings that were added each month.

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



New Listing Volume

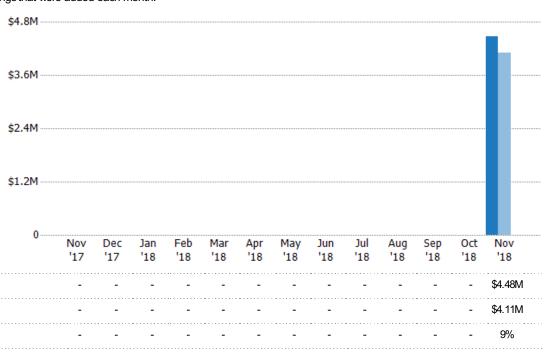
Current Year

PriorExtra Year

Prior Year

The sum of the listing price of residential listings that were added each month.

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





Current Year

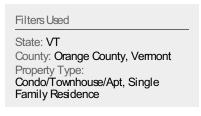
Percent Change from Prior Year

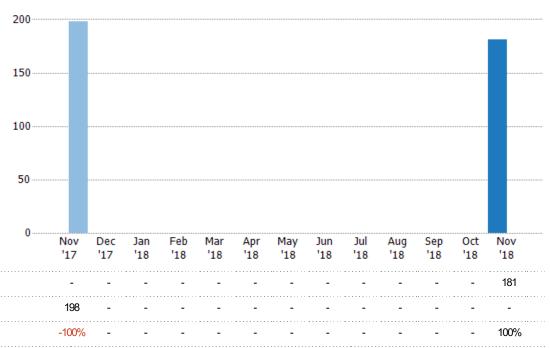




Active Listings

The number of active residential listings at the end of each month.





Active Listing Volume

Percent Change from Prior Year

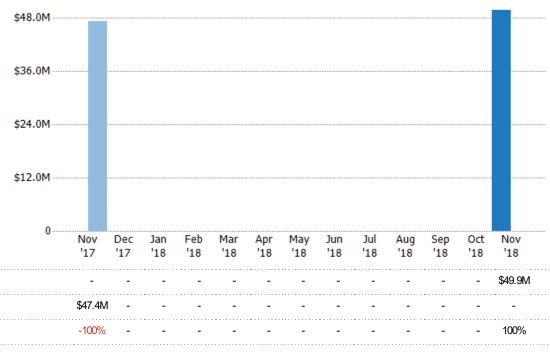
Current Year

Prior Year

The sum of the listing price of active residential listings at the end of each month.

Filters Used

State: VT
County: Orange 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 residential listings at the end of each month.

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

\$150K		 	 	 	 	 	
47EV							
\$/5K							
\$/3K							
0	Dec '17			 			

Median Listing Price

Percent Change from Prior Year

Current Year
Prior Year

The median listing price of active residential listings at the end of each month.

\$239K

-100%

-67%

-50%

-33%

-17%

17%

33%

50%

67%

83%

100%

Filters Used

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

\$300K \$225K \$150K \$75K 0 Νον Dec Feb Mar Apr May Jun Jul Aug Sep 0ct Nov Jan '17 '18 '18 '18 '18 '18 '18 '18 \$230K \$180K -67% 17% -50% -33% 33% 100% -100% -83% -17% 0 67%



Current Year

Prior Year

Percent Change from Prior Year





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	200												
State: VT County: Orange County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	150												
	100												
	50												•••••
	0								1.d				
	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18
Current Year	-	-	-	-	-	-	-	-	-	-		-	153
Prior Year	133	-	-	-	-	-	-	-	-	-	-	-	-
Percent Change from Prior Year	-100%	-83%	-67%	-50%	-33%	-17%	0		33%	50%	67%	83%	100%

Months of Inventory

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

11.6 -

Filters Used	20												***********
State: VT County: Orange County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	15												
Turning residence	10												
	5												
	0												
	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18



Current Year
Prior Year

Percent Change from Prior Year



-100% -83% -67% -50% -33% -17% 0 17% 33% 50% 67% 83% 100%



Absorption Rate

Family Residence

Current Year
Prior Year

Change from Prior Year

The percentage of inventory sold per month.

Filters Used
State: VT County: Orange County, Vermont
Property Type: Condo/Townhouse/Apt, Single

15%

10%

%

0												
Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18
-	-	-	-	-	-	-	-	-	-	-	-	14%
9%	-	-	-	-	-	-	-	-	-	-	-	-
9%	7%	5%	3%	1%	-1%	-3%	-5%	-7%	-9%	-11%	-12%	-14%

Active/Pending/Sold Units

The number of residential properties that were Active, Pending and Sold each month.

20

State: VT
County: Orange County, Vermont
Property Type:
Condo/Townhouse/Apt, Single

Family Residence

15

5------

Nov '17	Dec '17	Jan '18				Aug '18		

♪RPR

Sold



Current Year

Prior Year

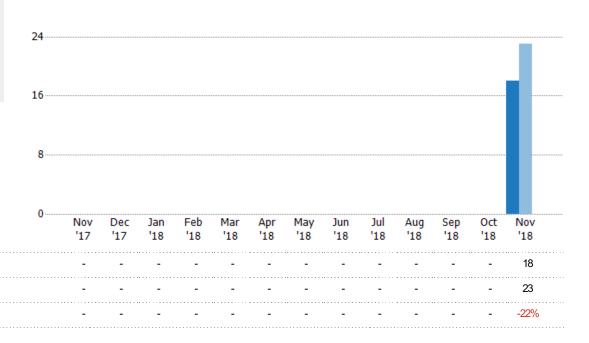
Market Data Report

New Pending Sales

The number of residential 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

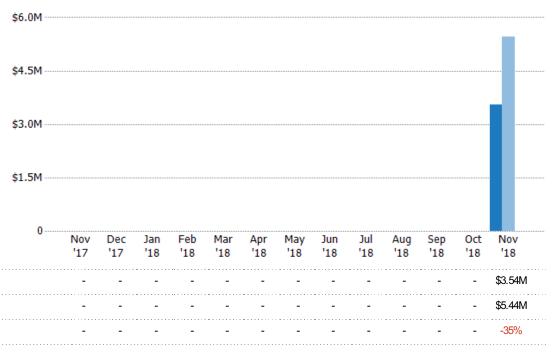


New Pending Sales Volume

Percent Change from Prior Year

The sum of the sales price of residential properties with accepted offers that were added each month.

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



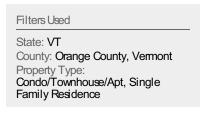
Current Year

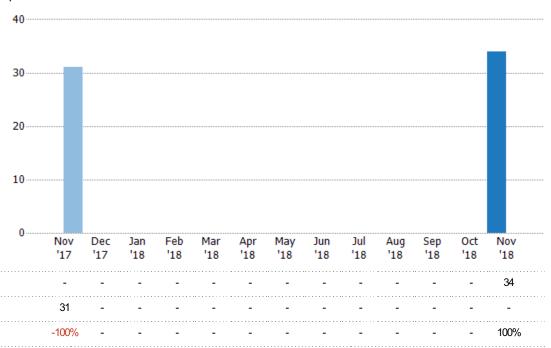
Percent Change from Prior Year



Pending Sales

The number of residential properties with accepted offers that were available at the end each month.





Pending Sales Volume

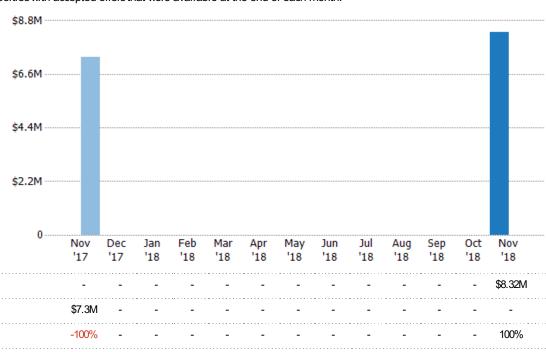
Percent Change from Prior Year

Current Year

Prior Year

The sum of the sales price of residential properties with accepted offers that were available at the end of each month.

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



Current Year

Percent Change from Prior Year

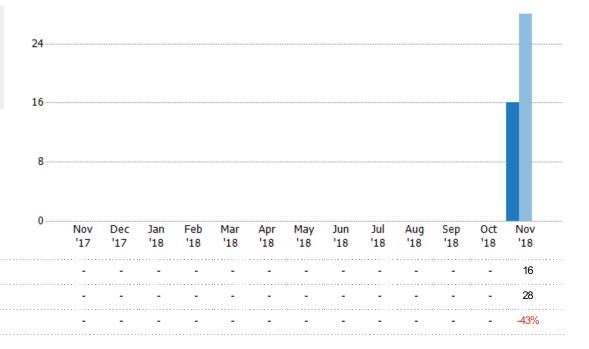




Closed Sales

The total number of residential properties sold each month.





Closed Sales Volume

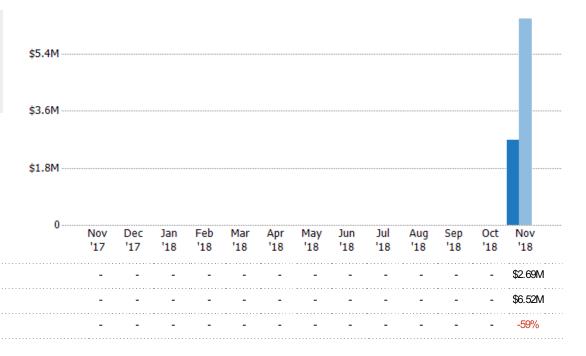
Percent Change from Prior Year

Current Year

Prior Year

The sum of the sales price of residential properties sold each month.

State: VT County: Orange 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 residential properties sold each month by property type.

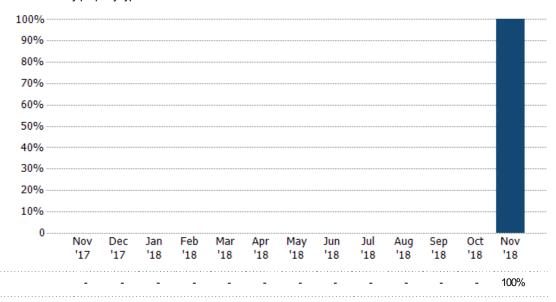


State: VT

County: Orange County, Vermont

Property Type: Condo/Townhouse/Apt, Single

Family Residence



Average Sales Price

Single Family Residence

The average sales price of the residential properties sold each month.

\$300K

\$150K

Filters Used
State: VT
County: Orange County, Vermont
Property Type:
Condo/Townhouse/Ant Single

Percent Change from Prior Year

Family Residence

\$225K

\$75K

	Nov '17	Dec '17	Jan '18	118	Mar '18	118	May '18	Jun '18	Jul '18	'18	'18	'18	'18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$168K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$233K



Cı



-28%

\$159K



Market Data Report

Median Sales Price

The median sales price of the residential properties sold each month.

Filters Used	\$200K												
State: VT County: Orange County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	\$150K												
ramily Residence	\$100K												
	\$50K												
	0 Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18
Current Year	-	-	-	-	-	-	-	-	-	-	- -	-	\$155K

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	
Property Type Condo/Townh	ouse/Apt, Single
Family Reside	ence

Avg Sales Price as a % of Avg List Price

Percent Change from Prior Year

\$200K												
\$150K												
\$100K												
\$100K												
\$50K												
•									A			
Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18
-	-	-	-	-	-	-	-	-	-	-	-	\$174K
-	-	-	-	-	-	-	-	-	-	-	-	\$168K
		-			-		-	· · · · · · · · · · · · · · · · ·				96%
												2370



Avg List Price

Avg Sales Price





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: Orange County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence

00K		 	 	 	 	 	
50K		 	 		 	 	
0	Dec '17			 			

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: Orange 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

00K		
50K		
0		
O	a Can Oct	h NL
Nov Dec Jan Feb Mar Apr May Jun Jul Aug Sep	g Sep Oct 8 '18 '18	



Avg Est Value

Avg Sales Price

Avg Sales Price as a % of Avg Est Value





Median Est Value

Median Sales Price

Med Sales Price as a % of Med Est Value

Market Data Report

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: Orange County, Vermont
Property Type:
Condo/Townhouse/Apt, Single
Family Residence

.50K	 	 	 	 		 	•••••
.00K	 	 	 	 		 	
0	 	 	 	 	Aug '18	 0ct	No
0	 	 	 	 		 0ct	No
0	 	 	 	 		 Oct '18	No '1



