

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	+/-	Nov 2017	Nov 2018	Key Metrics
						Listing Activity Charts Metrics
+17.4%	23	27	+17.4%	23	27	New Listing Count
+69.3%	\$3,989,000	\$6,752,099	+69.3%	\$3,989,000	\$6,752,099	New Listing Volume
	N⁄A	N⁄A	-	_	359	Active Listing Count
	N⁄A	N⁄A	-	_	\$85,645,924	Active Listing Volume
_	-	\$238,568	-	_	\$238,568	Average Listing Price
_	-	\$189,900	-	_	\$189,900	Median Listing Price
_	-	168	-	_	168	Median Days in RPR
_	18.9	-	-	_	-	Months of Inventory
_	5.29%	-	-	_	-	Absorption Rate
						Sales Activity Charts Metrics
-38.1%	21	13	-38.1%	21	13	New Pending Sales Count
-42.9%	\$3,548,600	\$2,025,200	-42.9%	\$3,548,600	\$2,025,200	New Pending Sales Volume
	N⁄A	N⁄A	-	_	38	Pending Sales Count
	N⁄A	N⁄A	-	_	\$7,931,400	Pending Sales Volume
+60.9%	23	37	+60.9%	23	37	Closed Sales Count
+12.4%	\$4,785,600	\$5,380,200	+12.4%	\$4,785,600	\$5,380,200	Closed Sales Volume
-30.1%	\$208,070	\$145,411	-30.1%	\$208,070	\$145,411	Average Sales Price
-18%	\$175,000	\$143,500	-18%	\$175,000	\$143,500	Median Sales Price





New Listings

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

Filters Used	40													
State: VT County: Orleans County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	30													
	20													
	10													
	0	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	0ct	Nov
		'17	'17	'18	'18	'18	'18	'18	'18	'18	'18	'18	'18	'18
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	27
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	23
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	17%

New Listing Volume

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

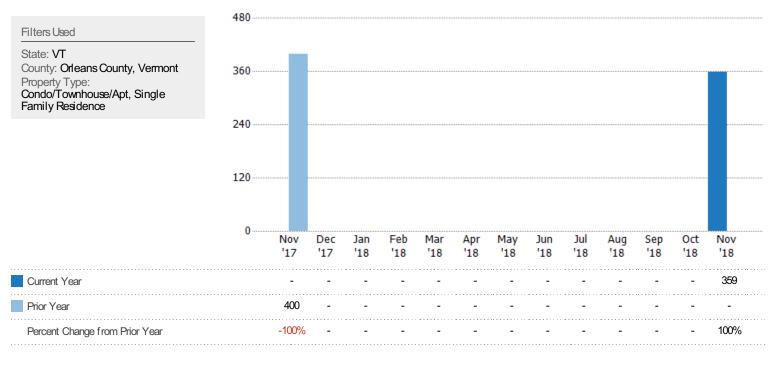
Current Year		'17 -	'17 -	'18 -	Nov '18 \$6.75M									
			'17	'18	'18	'18	'18	'18	'18	'18	'18	'18	'18	
		Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	0ct	
	\$1.8M													
Property Type: Condo/Townhouse/Apt, Single Family Residence	\$3.6M													
itate: VT county: Orleans County, Vermont	\$5.4M													





Active Listings

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



Active Listing Volume

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





Average Listing Price

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

	\$300K												
Filters Used State: VT County: Orleans County, Vermont Property Type: Condo/Townhouse/Apt, Single	\$225K												
Family Residence	\$150K												
	<i>q</i> 200K												
	\$75K												
	φ/ Six												
	0												
	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	0ct	Nov
	'17	'17	'18	'18	'18	'18	'18	'18	'18	'18	'18	'18	'18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$239K
Prior Year	\$235K		-	-	-	-	-	-	-	-	-	-	-
Percent Change from Prior Year	-100%	-83%	-67%	-50%	-33%	-17%	0	17%	33%	50%	67%	83%	100%

Median Listing Price

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

Filters Used	\$200K												
State: VT County: Orleans County, Vermont Property Type: Condo/Townhouse/Apt, Single	\$150K												
Family Residence	\$100K												
	\$50K												
	0 Nov	Dec	Jan	Feb	Mar					Aug	Sep	Oct	Nov
	'17	'17	'18	'18	'18	'18	'18	'18	'18	'18	'18	'18	'18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$190K
Prior Year	\$175K	-	-	-	-	-	-	-	-	-	-	-	-
Percent Change from Prior Year		-83%	-67%	-50%	-33%	-17%	0	17%	33%	50%	67%	83%	100%





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.

Elfere Lleed	200												
Filters Used State: VT County: Orleans County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	150												
	100												
	50												
	0 Nov	Dec	Jan	Feh	Mar	Δnr	May	Jun	Jul	Aug	Sep	0ct	Nov
	'17	'17	'18	'18	'18	'18	'18	'18	'18	'18	'18	'18	'18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	168
Prior Year	155	-	-	-	-	-	-	-	-	-	-	-	-
Percent Change from Prior Year	-100%	-83%		-50%	-33%	-17%	0	17%	33%	50%	67%	83%	100%

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: Orleans County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	15												
	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	0ct '18	Nov '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	9.45
Prior Year	12.1	-	-	-	-	-	-	-	-	-	-	-	-
Percent Change from Prior Year	-100%	-83%	-67%	-50%	-33%	-17%	0	17%	33%	50%	67%	83%	100%





Absorption Rate

The percentage of inventory sold per month.

Filters Used	15%												
State: VT County: Orleans County, Vermont Property Type: Condo/Townhouse/Apt, Single Family 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	-	-	-	-	-	-	-	-	-	-	-	-	11%
Prior Year	8%	-	-	-	-	-	-	-	-	-	-	-	-
Change from Prior Year	8%	7%	5%	4%	2%	0%	-1%	-3%	-4%	-6%	-7%	-9%	-11%

Active/Pending/Sold Units

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

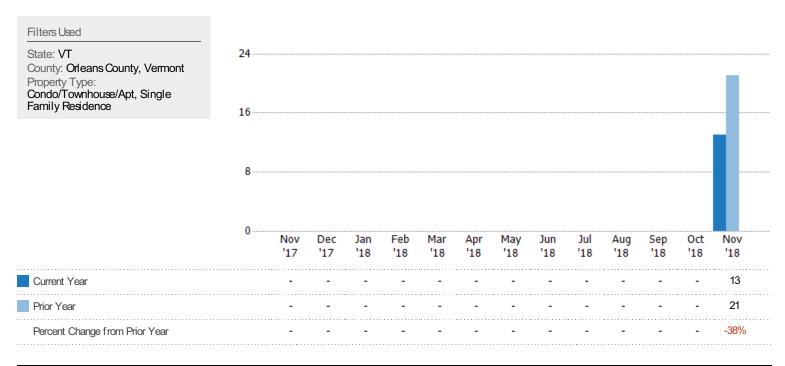
	40												
Filters Used													
State: VT													
County: Orleans County, Vermont	30												
Property Type:													
Property Type: Condo/Townhouse/Apt, Single Family Residence													
raining headence	20												
	10												
	0												
	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov
	'17	'17	'18	'18	'18	'18	'18	'18	'18	'18	'18	'18	'18
Sold	-	-	-	-	-	-	-	-	-	-	-	-	37





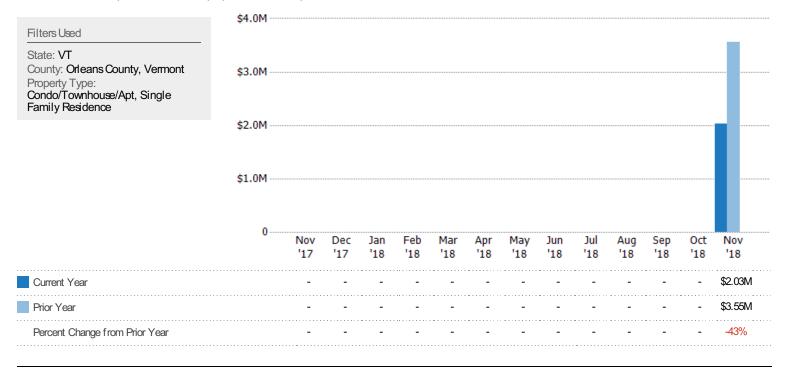
New Pending Sales

The number of residential properties with accepted offers that were added each month.



New Pending Sales Volume

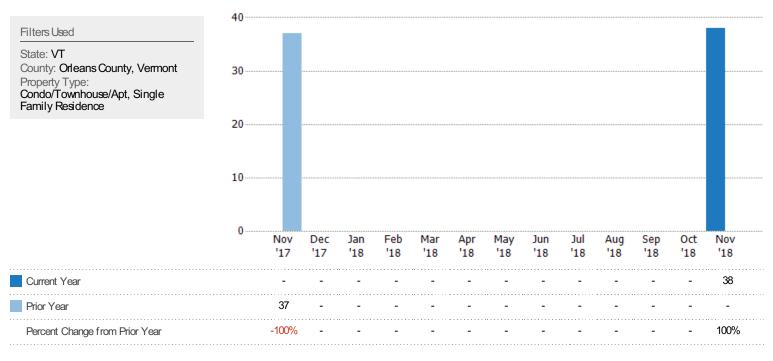
The sum of the sales price of residential properties with accepted offers that were added each month.





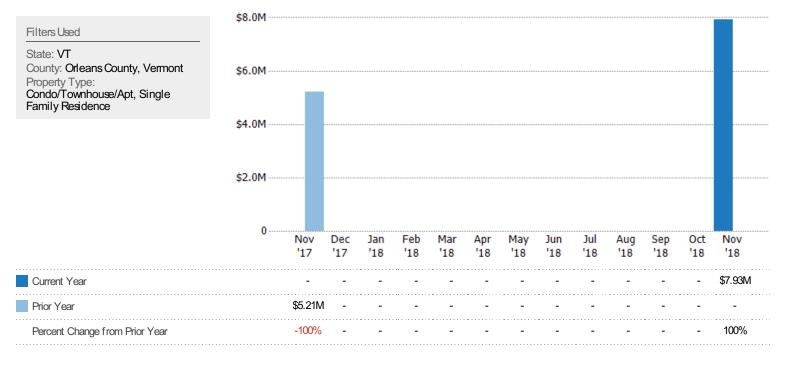
Pending Sales

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



Pending Sales Volume

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



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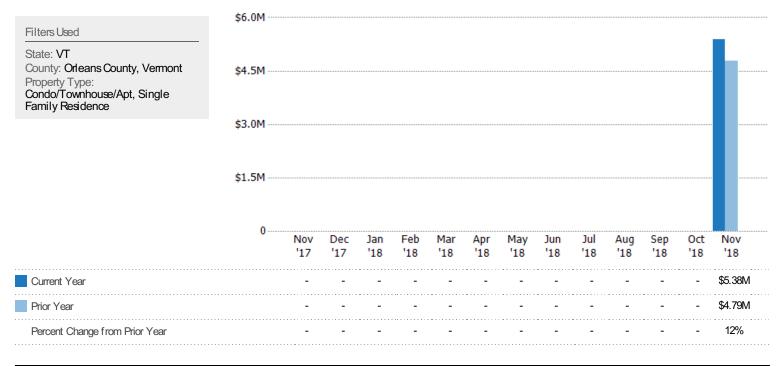
Closed Sales

The total number of residential properties sold each month.

	40													
Filters Used State: VT County: Orleans County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	30													
	20													
	0													
		Nov	Dec	Jan		Mar	Apr	May	Jun	Jul		Sep	Oct	Nov
		'17	'17	'18	'18	'18	'18	'18	'18	'18	'18	'18	'18	'18
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	37
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	23
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	61%

Closed Sales Volume

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



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Closed Sales by Property Type

The percentage of residential properties sold each month by property type.

Single Family Residence		-	-	-	-	-	-	-	-	-	-	-	-	100%)
	0	Nov '17	Dec '17			Mar '18			Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	
	0														
	10%														
	20%														
	30%														
	40%														
	50%														
Family Residence	60%														
Property Type: Condo/Townhouse/Apt, Single	70%														
State: VT County: Orleans County, Vermont	80%														
Filters Used	90%														
	100%														

Average Sales Price

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

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

\$75K----

	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	-	-	-	-	-	-	-	-	-	-	-	-	\$145K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$208K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-30%





Median Sales Price

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

	\$200K												
Filters Used													
State: VT County: Orleans County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	\$150K												
	\$100K												
	\$50K												
	0												
	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	0ct	Nov
	'17	'17	'18	'18	'18	'18	'18	'18	'18	'18	'18	'18	'18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$144K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$175K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-18%

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												
	\$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
Avg List Price	-	-	-	-	-	-	-	-	-	-	-	-	\$156K
Avg Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$145K
Avg Sales Price as a % of Avg List Price	-	-	-	-	-	-	-	-	-	-	-	-	93%



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												
Family 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
						10	10		10	10	10		
Median List Price	-	-	-	-	-	-	-	-	-	-	-	-	\$150K
Median Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$144K
Med Sales Price as a % of Med List Price	-	-	-	-	-	-	-	-	-	-	-	-	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.

Filters Used	\$200K ······												
State: VT County: Orleans County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	\$150K												
	\$100K												
	\$50K												
	0	D	1	E-F	b 4		N4	1	1 l	A	C	0.+	
	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	0ct '18	Nov '18
Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$171K
Avg Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$156K
Avg Sales Price as a % of Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	91%





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												
	0												
	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	0ct	Nov
	'17	'17	'18	'18	'18	'18	'18	'18	'18	'18	'18	'18	'18
Median Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$159K
Median Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$150K
Med Sales Price as a % of Med Est Value	-	-	-	-	-	-	-	-	-	-	-	-	95%

