# 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	Oct 2018	Oct 2017	+ / -	YTD 2018	YTD 2017	+ / -
Listing Activity Charts Metrics						
New Listing Count	27	36	-25%	27	36	-25%
New Listing Volume	\$5,395,000	\$10,076,000	-46.5%	\$5,395,000	\$10,076,000	-46.5%
Active Listing Count	363	376	-3.5%	NA	N/A	
Active Listing Volume	\$102,814,422	\$90,094,124	+14.1%	NA	N/A	
Average Listing Price	\$283,235	\$239,612	+18.2%	\$283,235	\$239,612	+18.2%
Median Listing Price	\$225,000	\$190,950	+17.8%	\$225,000	\$190,950	+17.8%
Median Days in RPR	161	148	+8.8%	161	148	+8.8%
Months of Inventory	_	_	-	9.6	12.5	-23.8%
Absorption Rate	_	_	+-	10.47%	7.98%	+2.5%
Sales Activity Charts Metrics						
New Pending Sales Count	32	29	+10.3%	32	29	+10.3%
New Pending Sales Volume	\$5,330,000	\$6,029,100	-11.6%	\$5,330,000	\$6,029,100	-11.6%
Pending Sales Count	69	42	+64.3%	NA	N/A	
Pending Sales Volume	\$11,935,400	\$9,884,100	+20.8%	NA	N/A	
Closed Sales Count	32	38	-15.8%	32	38	-15.8%
Closed Sales Volume	\$5,742,550	\$6,841,650	-16.1%	\$5,742,550	\$6,841,650	-16.1%
Average Sales Price	\$179,455	\$180,043	-0.3%	\$179,455	\$180,043	-0.3%
Median Sales Price	\$157,075	\$159,000	-1.2%	\$157,075	\$159,000	-1.2%

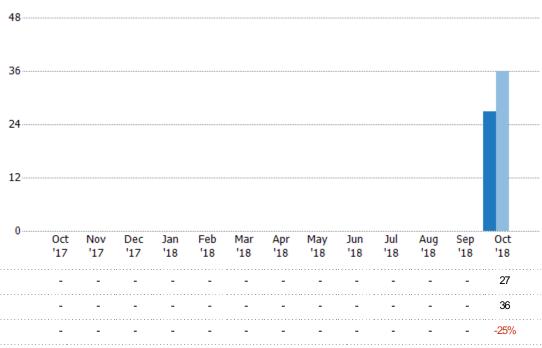




#### **New Listings**

The number of new residential 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

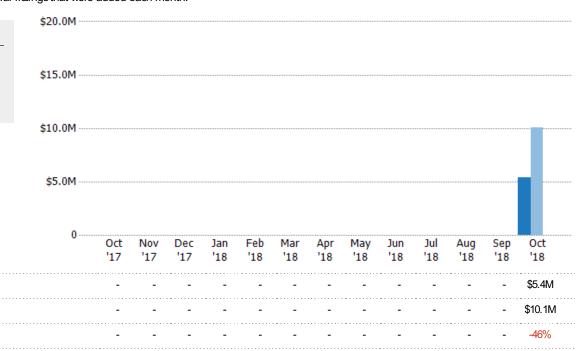
The sum of the listing price of residential listings that were added each month.

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

Family Residence

Current Year

Percent Change from Prior Year

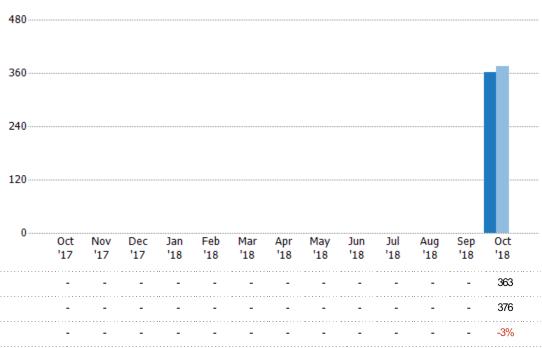




#### **Active Listings**

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

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



### **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.

\$200.0M

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

Family Residence

Current Year

Percent Change from Prior Year

Prior Year

\$150.0M \$100.0M \$50.0M Νον Dec Jan Feb Mar May Jun Jul Aug Sep 0ct Apr '17 '18 '18 '18 '18 '18 '18 '18 \$103M \$90.1M







## **Average Listing Price**

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

\$150K

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

3300K
\$225K

\$75K

0												
Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18
 -	-	-	-	-	-	-	-	-	-	-	-	\$283K
 -	-	-	-	-	-	-	-	-	-	-	-	\$240K
 _	_	_	_	_	_	_	_	_	_	_	_	18%

## **Median Listing Price**

Percent Change from Prior Year

The median listing price of active residential listing

Filters Used

Current Year Prior Year

State: VT

County: Orleans County, Vermont

Current Year Prior Year

Property Type: Condo/Townhouse/Apt, Single Family Residence

Percent Change from Prior Year

listings at the	e end of e	each moi	nth.									
\$300K												
\$225K												
\$150K												
\$75K												
0												
0ct '17	Nov '17	Dec '17				Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18
-	-	-	-	-	-	-	-	-	-	-	-	\$225K
-	-	-	-	-	-	-	-	-	-	-	-	\$191K
-	-	-	-	-	-	-	-	-	-	-	-	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.

Filters Used	\$300K												
State: VT County: Orleans County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	\$225K												
	\$150K												
	\$75K												
	0 Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct
	'17	'17	'17	'18	'18	'18	'18	'18	'18	'18	'18	'18	'18
Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$239K
Avg Listing Price	-	-	-	_	-	-	-	-	-	-	-	-	\$283K
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



Median Est Value

Median Listing Price

Med Listing Price as a % of Med Est Value



9%



# Market Data Report

### 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.

The median number of days between wit	ici ica derida j	Jiopeilie	sale ilia	displayed	asacii	e name	SIIII I I I I	and when	accepte	oners i	lave beel	i noted n	11414
	200												
Filters Used													
State: VT													
County: Orleans County, Vermont	150												
Property Type: Condo/Townhouse/Apt, Single Family Residence													
ranny residence	100												
	100												
	50												
	0												
	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct
	'17	'17	'17	'18	'18	'18	'18	'18	'18	'18	'18	'18	'18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	161
Prior Year	-	-	-	<b>-</b>	-		-	-	-	-	-	-	148

### Months of Inventory

Percent Change from Prior Year

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												
Family Residence	10												··············
	5												
	0 Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	 Oct

	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	13.4
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	9.4
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	43%







#### **Absorption Rate**

The percentage of inventory sold per month.

Filters Used

State: VT

County: Orleans County, Vermont

Property Type: Condo/Townhouse/Apt, Single

Family Residence

15%	

10%

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

## Active/Pending/Sold Units

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

Filters Used

Current Year Prior Year

Change from Prior Year

State: VT

County: Orleans County, Vermont

Property Type: Condo/Townhouse/Apt, Single

Family Residence

0	 										•••••
0	 										
0	 										
-											
-									Aug '18		0
-		Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18		Sep '18	0 '1



Active Pending

Sold



32

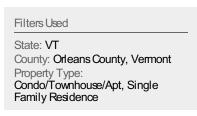
Current Year

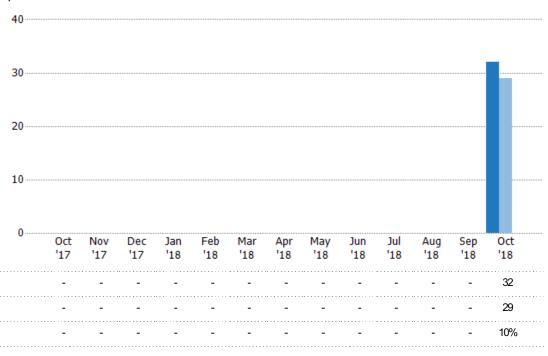
Prior Year

## Market Data Report

#### **New Pending Sales**

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



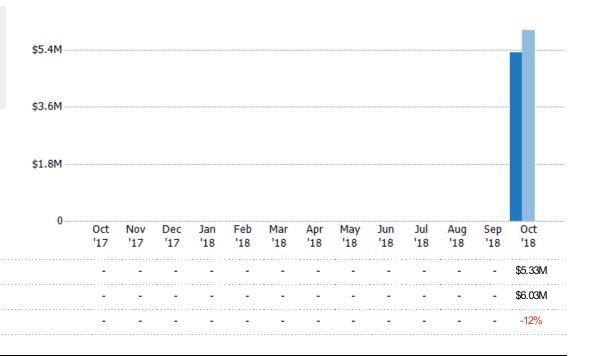


## New Pending Sales Volume

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





Current Year

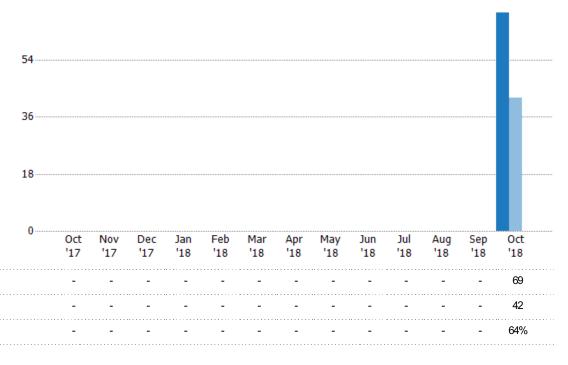
Percent Change from Prior Year

#### **Pending Sales**

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

Filters Used

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



### Pending Sales Volume

Percent Change from Prior Year

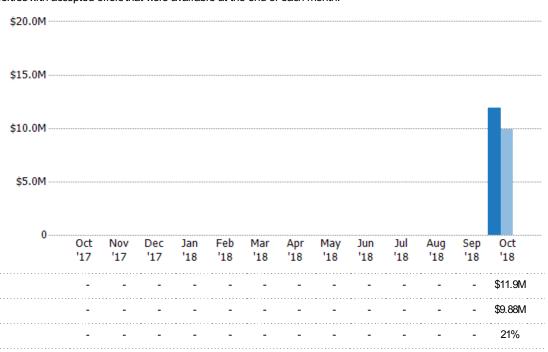
Current Year

Prior Year

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

Filters Used

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





Current Year

Percent Change from Prior Year

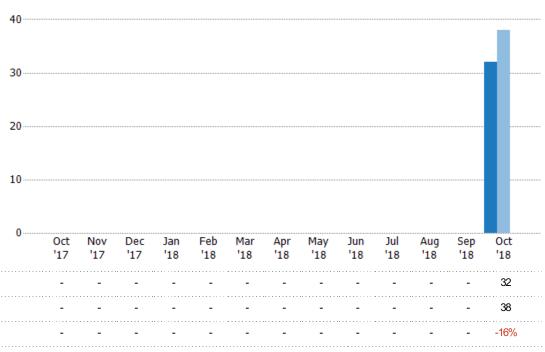




#### **Closed Sales**

The total number of residential properties sold each month.

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



#### **Closed Sales Volume**

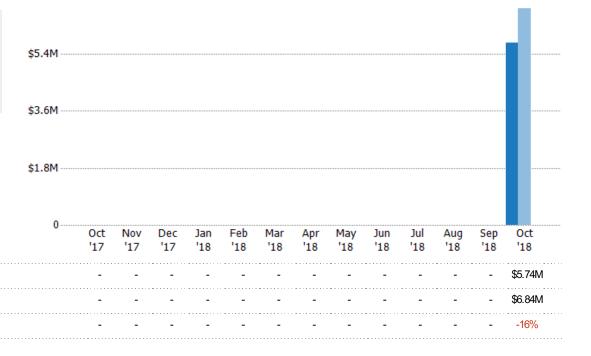
Percent Change from Prior Year

Current Year

Prior Year

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

Filters Used

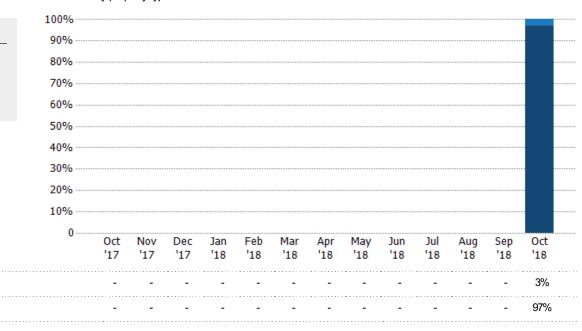
State: VT

County: Orleans County, Vermont

Property Type: Condo/Townhouse/Apt, Single

Family Residence

Condo/Townhouse



## Average Sales Price

Single Family Residence

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

Eltern Llee d	\$200K												
State: VT County: Orleans County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	\$150K												
Family Residence	\$100K												
	\$50K												
	0												
	0-+												
	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18		Apr '18		Jun '18	Jul '18	Aug '18	Sep '18	Oct '18
Current Year					Feb	Mar	Apr	May		Jul	Aug	Sep	0ct
Current Year Prior Year	'17 - -				Feb	Mar	Apr	May		Jul	Aug	Sep '18	Oct '18







Current Year
Prior Year

# Market Data Report

#### **Median Sales Price**

The median sales price of the residential 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												
Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18
-	-	-	-	-	-	-	-	-		-	-	\$157K
-	-	-	-	-	-	-	-	-	-	-	-	\$159K
_	_	- -	_	_	_	- -	- -	- -	_	_		-1%

## Average Sales Price vs Average Listing Price

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

\$50K

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

Avg Sales Price as a % of Avg List Price

Percent Change from Prior Year

\$150K \$100K

0												
Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18
-	-	-	-	-	-	-	-	-	-	-	-	\$193K
-	-	-	-	-	-	-	-	-	-	-	-	\$179K
-	-	-	-	-	-	- -	-	- -	-	-		93%



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.

\$200K

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

\$150K \$100K \$50K
\$150K

	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18
Median List Price	-	-	-	-	-	-	-	-	-	-	-	-	\$177K
Median Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$157K
Med Sales Price as a % of Med List Price	-	-	-	-	-	-	-	-	-	-	-	-	89%

## 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.

\$200K

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

Avg Sales Price as a % of Avg Est Value

150K												
100K												
\$50K												
400.0												
45010												
0												
0 Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	 Oct
0 Oct		Dec	Jan	Feb	Mar	Apr	May	Jun	Jul '18	Aug '18	Sep '18	Oct '18
0 Oct	Nov	Dec	Jan	Feb	Mar	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18
0 Oct	Nov	Dec	Jan	Feb	Mar	Apr '18	May	Jun '18	Jul '18	Aug '18 -	Sep '18	Oct '18



Avg Est Value

Avg Sales Price





Median Est Value

Median Sales Price

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

Med Sales Price as a % of Med Est Value

\$200K ····												
\$150K												
\$100K												
\$50K												
0												
Oct '17		Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	0ct '18
-	-	-	-	-	-	-	-	-	-	-	-	\$164K
_	-	-	-	-	-	-	-	-	-	-	-	\$177K
_	_	-	-	-	-	-	-	-	-	-	-	108%



