

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	Sep 2018	Sep 2017	+ / -	YTD 2018	YTD 2017	+ / -
Listing Activity Charts Metrics						
New Listing Count	26	27	-3.7%	26	27	-3.7%
New Listing Volume	\$6,149,700	\$6,057,849	+1.5%	\$6,149,700	\$6,057,849	+1.5%
Active Listing Count	207	221	-6.3%	NA	N/A	
Active Listing Volume	\$63,695,392	\$60,107,498	+6%	NA	N/A	
Average Listing Price	\$307,707	\$271,980	+13.1%	\$307,707	\$271,980	+13.1%
Median Listing Price	\$229,000	\$225,000	+1.8%	\$229,000	\$225,000	+1.8%
Median Days in RPR	118	122	-3.3%	118	122	-3.3%
Months of Inventory	_	_	-	7.4	10.5	-29.8%
Absorption Rate	_	_	+_	13.53%	9.5%	+4%
Sales Activity Charts Metrics		• • • • • • • • • • • • • • • • • • • •	1			
New Pending Sales Count	30	22	+36.4%	30	22	+36.4%
New Pending Sales Volume	\$5,661,900	\$6,552,693	-13.6%	\$5,661,900	\$6,552,693	-13.6%
Pending Sales Count	45	42	+7.1%	NA	N/A	
Pending Sales Volume	\$10,167,300	\$12,288,093	-17.3%	NA	N/A	
Closed Sales Count	28	28	+-	28	28	+-
Closed Sales Volume	\$5,764,250	\$5,807,250	-0.7%	\$5,764,250	\$5,807,250	-0.7%
Average Sales Price	\$205,866	\$207,402	-0.7%	\$205,866	\$207,402	-0.7%
Median Sales Price	\$152,625	\$182,750	-16.5%	\$152,625	\$182,750	-16.5%



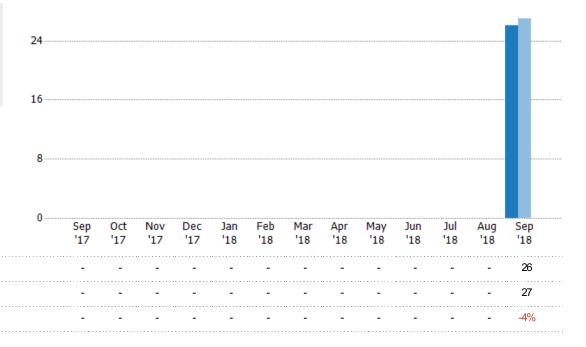


New Listings

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

Filters Used

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



New Listing Volume

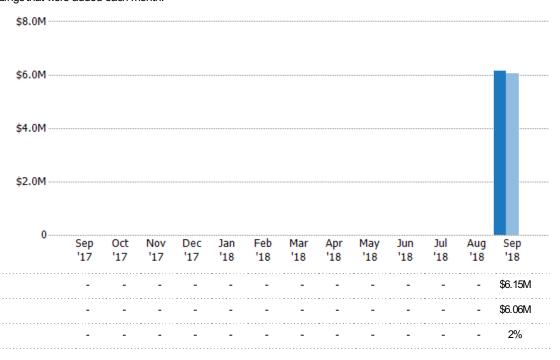
Percent Change from Prior Year

Current Year

Prior Year

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

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



Current Year

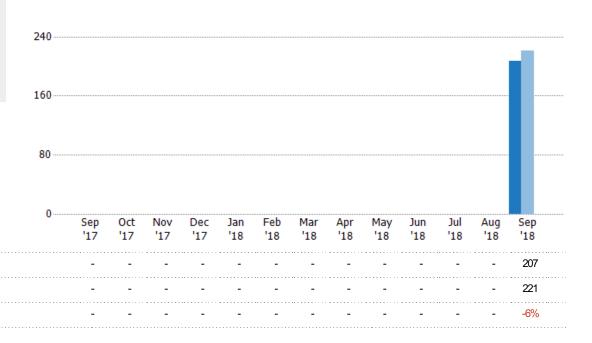
Percent Change from Prior Year



Active Listings

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





Active Listing Volume

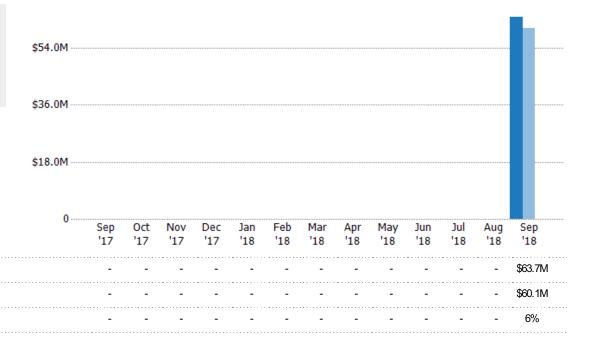
Percent Change from Prior Year

Current Year

Prior Year

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

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.

\$100K

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

\$400K \$300K \$200K

0 -Sep Feb Apr May Jun Jul Aug Sep '18 '18 '17 '17 '18 '18 '18 '18 '17 '17 '18 '18 '18 \$308K \$272K 13%

Median Listing Price

Percent Change from Prior Year

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

Filters Used

State: VT

Current Year

Prior Year

County: Orange County, Vermont

Current Year Prior Year

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

Percent Change from Prior Year

0		
	Aug '18	Aug
	-	-







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	\$400K												
State: VT County: Orange County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	\$300K												
	\$200K												
	\$100K												
	0												
	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18
Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$259K
Avg Listing Price	=	-	-	-	-	-	-	-	-	-	-	-	\$308K
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.

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

Κ	 							
			 	 		 		•••••
Κ	 		 	 		 		
0	 		 	 		 		
•						Jul	Aug	S
•		Dec '17			May '18	Jul		
•						Jul	Aug	9



Median Est Value

Median Listing Price

Med Listing Price as a % of Med Est Value





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	150
Family Residence	100
	50

	Sep '17			Dec '17		'18			May '18		Jul '18	Aug '18	Sep '18
Current Year		-	-	-	-	-	-	-	-	-	-	-	118
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	122
Percent Change from Prior Vear													_30/

Months of Inventory

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

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

15												
10												
5												
•								May '18			Aug	Sep '18
-	-	-	-	-	-	-	-	-	-	-	-	7.67
-	_	-	-	-	_	-	-	-	-	-	-	7.37
-	-	-	-	-	-	-	-	-	-	-	-	4%



Current Year
Prior Year

Percent Change from Prior Year





Absorption Rate

The percentage of inventory sold per month.

Filters Used	

State: VT County: Orange County, Vermont

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

15%	

10%

0												
Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18
-	-	-		-				-		-		13%
-	-	-	-	-	-	-	-	-	-	-	-	14%
-	-	-	-	-	-	-	-	-	-	-	-	1%

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: Orange County, Vermont

Property Type: Condo/Townhouse/Apt, Single

Family Residence

25	 										
50	 										
75	 										
0	 										
0	 									Aug	
0	 	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug	



Active Pending

Sold



28

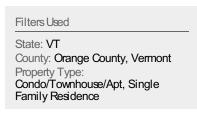
Current Year

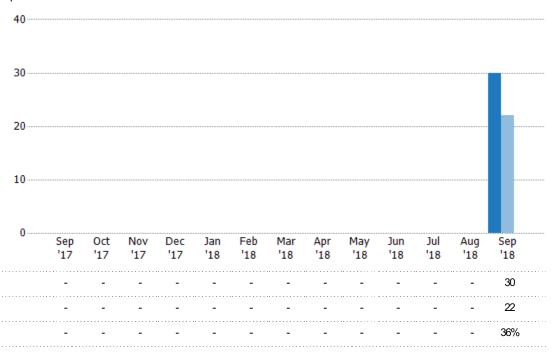
Prior Year

Market Data Report

New Pending Sales

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



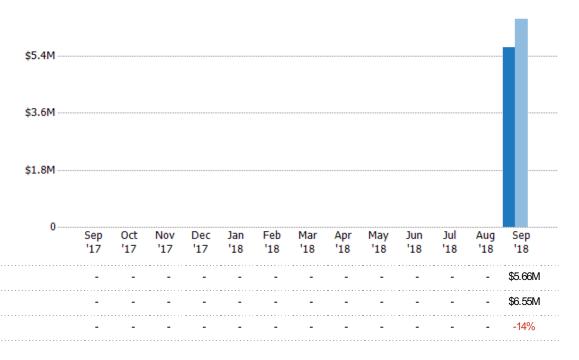


New Pending Sales Volume

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



Current Year

Percent Change from Prior Year



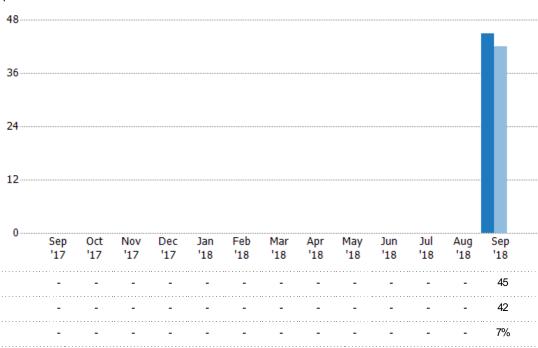


Pending Sales

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

Filters Used

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



Pending Sales Volume

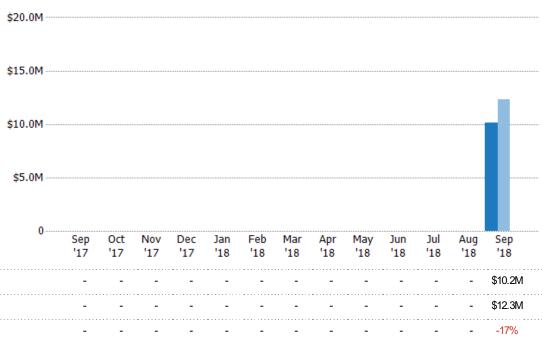
Percent Change from Prior Year

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.

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





Current Year

Percent Change from Prior Year

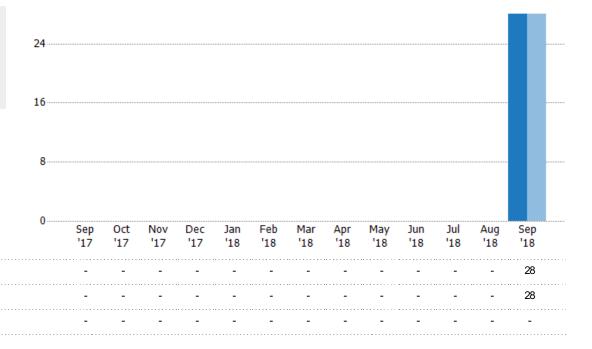




Closed Sales

The total number of residential properties sold each month.

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



Closed Sales Volume

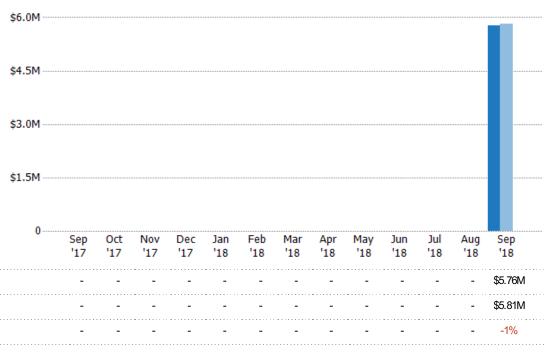
Current Year

PriorExtra 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.

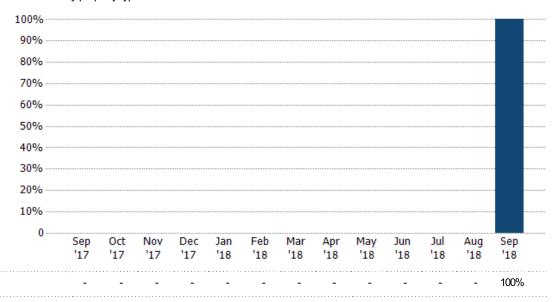


State: VT

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.

\$150K

0

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

\$300K \$225K

\$75K

'17	'17	'17	'17	'18	'18	'18	'18	'18	'18	'18	'18	'18
=	-	=	-	-	-	-	-	-	-	-	-	\$206K
-	-	-	-	-	-	-	-	-	-	-	-	\$207K



Current Year Prior Year

Percent Change from Prior Year





Current Year
Prior Year

Market Data Report

Median Sales Price

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

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

\$200K	
\$150K	
\$100K	

)												
Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep
17	'17	'17	'17	'18	'18	'18	'18	'18	'18	'18	'18	'18
-	-	-	-	-	-	-	-	-	-	-	-	\$153
_	- -	- -	-	-	-	-	-	-	-	-	-	\$183

Average Sales Price vs Average Listing Price

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

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

Avg Sales Price as a % of Avg List Price

Percent Change from Prior Year

\$225K												
\$150K												•••••
\$75K												
0												
0 Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May '18	Jun	Jul	Aug	Sep
0 Sep	Oct	Nov	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18 \$219K
0 Sep	Oct	Nov	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May	Jun '18	Jul '18	Aug '18	Sep '18 \$219K



Avg List Price

Avg Sales Price



\$153K

94%



Market Data Report

Median Sales Price vs Median Listing Price

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

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

.50K	 	 	 	 	 	
.00K	 	 	 	 		

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

Avg Est Value

Avg Sales Price

Avg Sales Price as a % of Avg Est Value

Med Sales Price as a % of Med List Price

Median List Price

Median Sales Price

\$300K \$225K \$150K \$75K 0 0ct Νον Dec Feb Mar May Jul Aug Sep Sep Jan Apr Jun '18 \$256K \$219K





72%



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

\$300K												
\$225K												
\$150K												
\$75K												
0												
Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18
_	-	-	-	-	-	-	-	-	-	-	-	\$225K
-	-	-	-	-	-	-	-	- -	-	-	-	\$163K



