

# Summary of Key Listing and Sales Metrics

A summary of the key metrics selected to be included in the report. MLS sources where licensed.

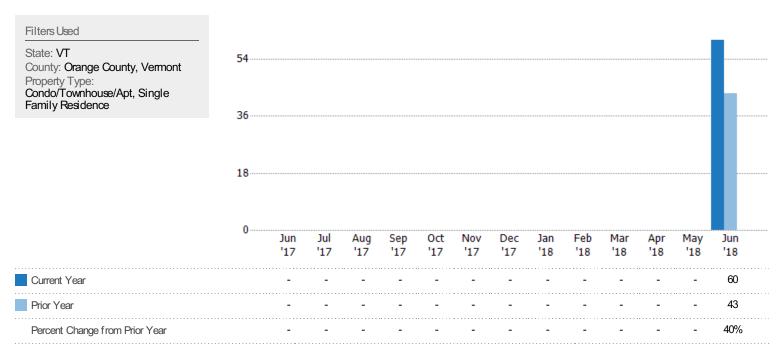
+/-	YTD 2017	YTD 2018	+/-	Jun 2017	Jun 2018	Key Metrics
						Listing Activity Charts Metrics
+39.5%	43	60	+39.5%	43	60	New Listing Count
+53.6%	\$10,682,749	\$16,411,600	+53.6%	\$10,682,749	\$16,411,600	New Listing Volume
-20.9%	249	197	-20.9%	249	197	Active Listing Count
-13.5%	\$72,036,727	\$62,312,848	-13.5%	\$72,036,727	\$62,312,848	Active Listing Volume
+9.3%	\$289,304	\$316,309	+9.3%	\$289,304	\$316,309	Average Listing Price
+21%	\$210,000	\$254,000	+21%	\$210,000	\$254,000	Median Listing Price
-5.6%	90	85	-5.6%	90	85	Median Days in RPR
-46.5%	10.8	5.8	-	_	_	Months of Inventory
+8%	9.24%	17.26%	+	_	_	Absorption Rate
						Sales Activity Charts Metrics
-33.3%	42	28	-33.3%	42	28	New Pending Sales Count
-33.7%	\$8,854,600	\$5,874,400	-33.7%	\$8,854,600	\$5,874,400	New Pending Sales Volume
-19.7%	61	49	-19.7%	61	49	Pending Sales Count
-17.9%	\$13,471,180	\$11,058,800	-17.9%	\$13,471,180	\$11,058,800	Pending Sales Volume
-50%	34	17	-50%	34	17	Closed Sales Count
-17.7%	\$5,935,963	\$4,887,000	-17.7%	\$5,935,963	\$4,887,000	Cloæd Sales Volume
+64.7%	\$174,587	\$287,471	+64.7%	\$174,587	\$287,471	Average Sales Price
+27.5%	\$172,500	\$220,000	+27.5%	\$172,500	\$220,000	Median Sales Price





#### New Listings

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



#### New Listing Volume

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



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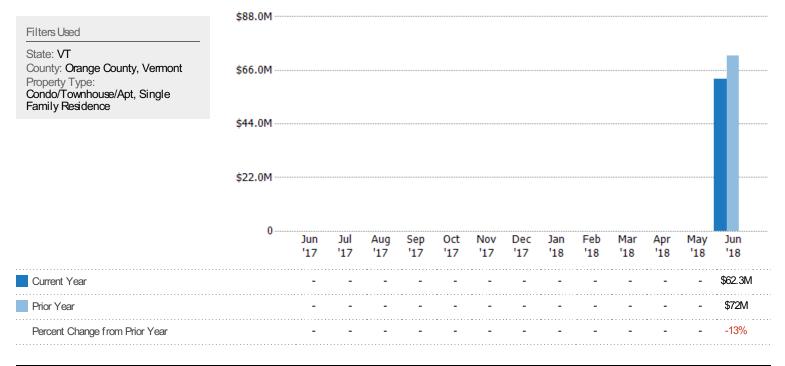
#### Active Listings

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

Filters Used State: VT County: Orange County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	240													
	80													
	0	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	197
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	249
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	-21%

#### Active Listing Volume

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





#### Average Listing Price

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

	\$400K ······												
Filters Used State: VT County: Orange County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	\$300K												
	\$200K ······												
	\$100K 0 Jun	Jul		Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	 Jun
	'17	'17	Aug '17	'17	'17	'17	'17	'18	'18	'18	18	'18	'18
													· · · · · · · · · · · · · · · · · · ·
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$316K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$289K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	9%

# Median Listing Price

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

Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	21%
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$210K
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$254K
	0 Jun '17	Jul '17	Aug '17		0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18
	\$150K												
Property Type: Condo/Townhouse/Apt, Single Family Residence	\$150K												
Filters Used State: VT County: Orange County, Vermont	\$225K												
	\$300K ·····												





#### 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.

	\$400K ······												
Filters Used													
State: VT County: Orange County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	\$300K												
Family Residence	\$200K												
	\$100K												
	\$100K												
	0	<b>7</b> l	A =	C	0.4					N4			<b>1</b>
	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18
													<b>\$00.41</b>
Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$284K
Avg Listing Price	-	-	-	-	-	-	-	-	-	-	-	-	\$316K
Avg Listing Price as a % of Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	111%

#### 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	\$300K												
State: VT County: Orange County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	\$225K												
	\$150K												
	\$75K												
	0												
	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun
	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18
Median Est Value													
Median Est Value Median Listing Price													'18
													'18 \$246K





#### 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.

	100												
Filters Used State: VT County: Orange County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	75												
	50												
	25												
	Jun	Jul	Aug	Sep				Jan	Feb	Mar	Apr	May	Jun
	'17	'17	'17	'17	'17	'17	'17	'18	'18	'18	'18	'18	'18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	85
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	90
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-6%

#### Months of Inventory

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

	30												
Filters Used State: VT County: Orange County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	23												
	15												
	8												
	0												
	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	9.85
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	9.58
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	3%





#### Absorption Rate

The percentage of inventory sold per month.

Filters Used	15%												
State: VT County: Orange County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	10%												
	5%												
	0 Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	10%
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	10%
Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	0%

# Active/Pending/Sold Units

The number of single-family, condominium and townhome properties that were Active, Pending and Sold each month.

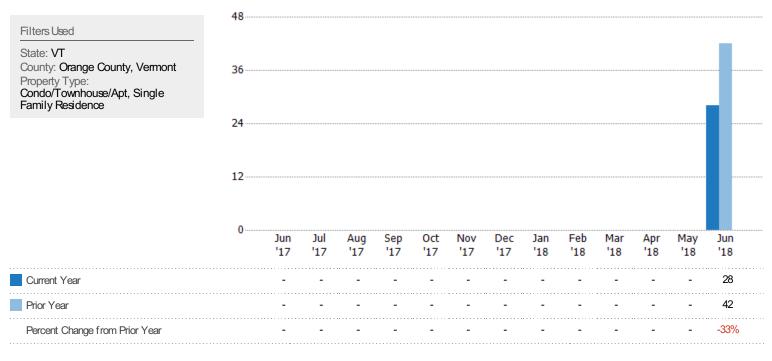
	200												
Filters Used State: VT County: Orange County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	150												
	100												
	50												
	0 Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun
	'17	'17	'17	'17	'17	'17	'17	'18	'18	'18	'18	'18	'18
Active	-	-	-	-	-	-	-	-	-	-	-	-	197
Pending	-	-	-	-	-	-	-	-	-	-	-	-	49
Sold	-	-	-	-	-	-	-	-	-	-	-	-	17





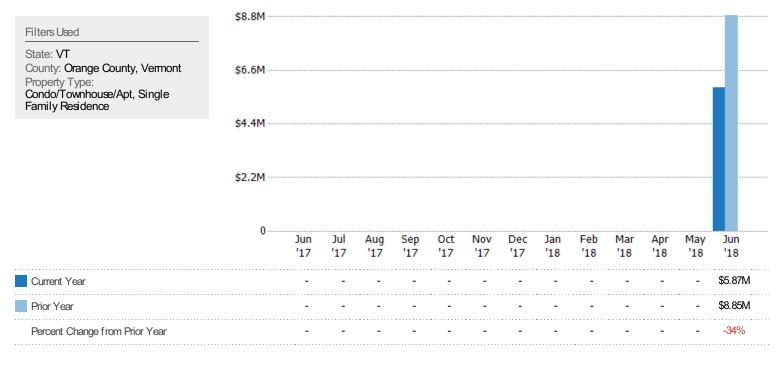
#### New Pending Sales

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



### New Pending Sales Volume

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

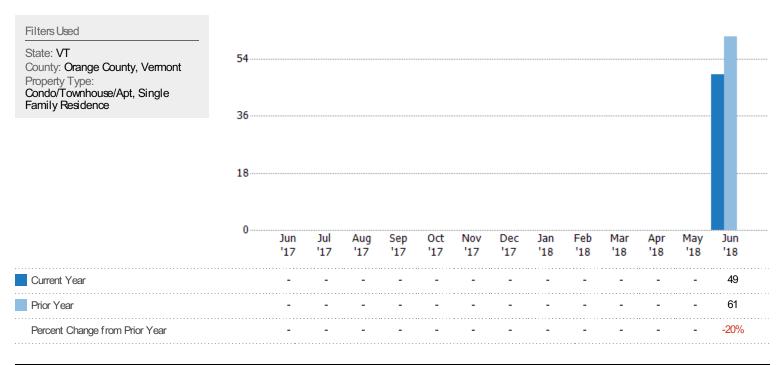


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# Pending Sales

The number of single-family, condominium and townhome properties with accepted offers that were available at the end each month.



#### Pending Sales Volume

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.

Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	-18%
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	\$13.5M
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	\$11.1M
	0	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18
	\$5.0M													
Property Type: Condo/Townhouse/Apt, Single Family Residence	\$10.0M													
State: VT County: Orange County, Vermont	\$15.0M ······													
Filters Used	\$20.0M ······													



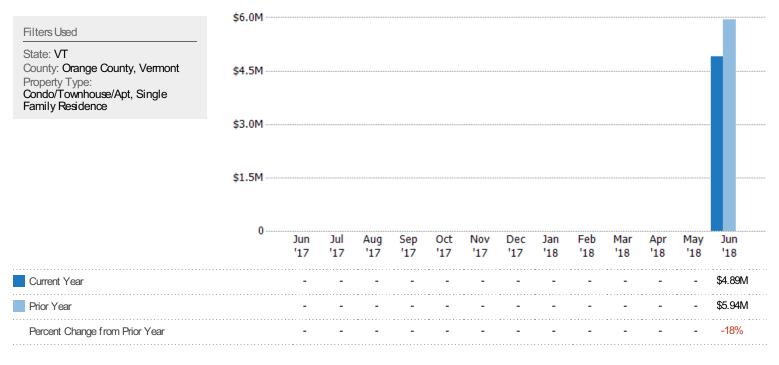
#### Closed Sales

The total number of single-family, condominium and townhome properties sold each month.

Filters Used	40													
State: VT County: Orange County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	30													
	20													
	10													
	0	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	17
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	34

### **Closed Sales Volume**

The sum of the sales price of single-family, condominium and townhome properties sold each month.





### Closed Sales by Property Type

The percentage of single-family, condominium and townhome properties sold each month by property type.

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

# Average Sales Price

The average sales price of the single-family, condominium and townhome properties sold each month.

Filters Used	\$300K												
State: VT County: Orange County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	\$225K												
	\$150K												
	\$75K												
	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18
	17		17	17	17	17	17	10	10	10	10	10	
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$287K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$175K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	65%





#### Median Sales Price

The median sales price of the single-family, condominium and townhome properties sold each month.

	\$300K ······												
Filters Used													
State: VT County: Orange County, Vermont	\$225K												
Property Type: Condo/Townhouse/Apt, Single Family Residence													
	\$150K												
	\$75K												
	•		-										
	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$220K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$173K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	28%

#### 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	\$300K ······												
State: VT County: Orange County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	\$225K												
Family Residence	\$150K												
	\$75K												
	\$/JK												
	0												
	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18
Avg List Price	_	-	-	-	-	-	-	-	-	-	-	-	\$292K
Avg Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$287K
Avg Sales Price as a % of Avg List Price	-	-	-	-	-	-	-	-	-	-	-	-	98%





### Median Sales Price vs Median Listing Price

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

	\$300K ······												
Filters Used													
State: VT County: Orange County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	\$225K												
ramity nesdence	\$150K												
	\$75K												
	0												
	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun
	'17	'17	'17	'17	'17	'17	'17	'18	'18	'18	'18	'18	'18
Median List Price	-	-	-	-	-	-	-	-	-	-	-	-	\$220K
Median Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$220K
Med Sales Price as a % of Med List Price	-	-	-	-	-	-	-	-	-	-	-	-	100%

#### 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.

Avg Sales Price as a % of Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	106%
Avg Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$292K
Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$276K
	0 Jun '17	Jul '17	Aug '17		0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18
	\$75K												
Condo/Townhouse/Apt, Single Family Residence	\$150K												
Filters Used State: VT County: Orange County, Vermont Property Type:	\$225K												
Filtern I lead	\$300K												





# 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.

	\$300K ······												
Filters Used State: VT County: Orange County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	\$225K												
	\$150K ······												
	\$75K												
	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun
	'17	'17	'17	'17	'17	'17	'17	'18	'18	'18	'18	'18	'18
Median Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$200K
Median Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$220K
Med Sales Price as a % of Med Est Value	-	-	-	-	-	-	-	-	-	-	-	-	110%

