

# Summary of Key Listing and Sales Metrics

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

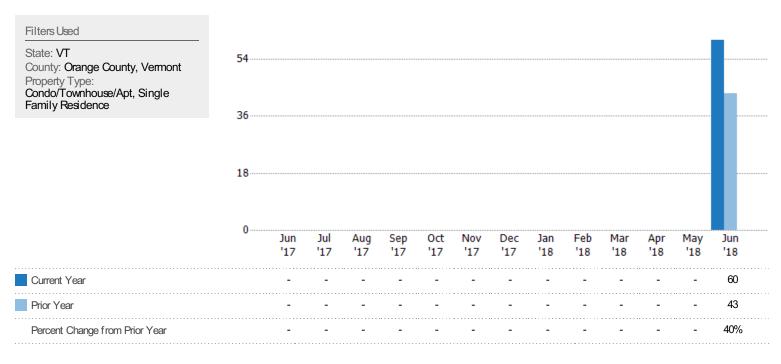
| +/-    | YTD 2017     | YTD 2018     | +/-    | Jun 2017     | Jun 2018     | Key Metrics                     |
|--------|--------------|--------------|--------|--------------|--------------|---------------------------------|
|        |              |              |        |              |              | 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              |





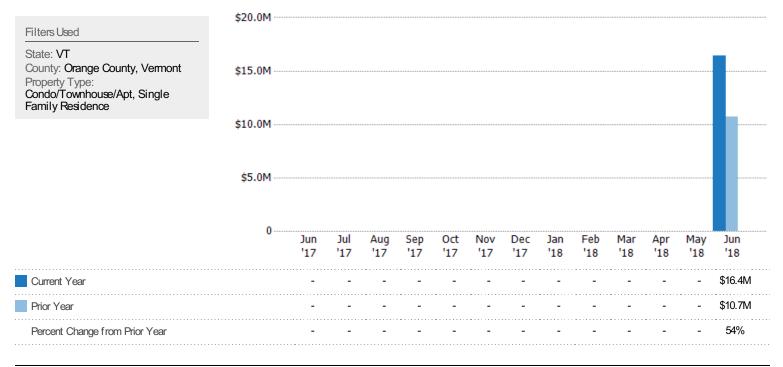
#### New Listings

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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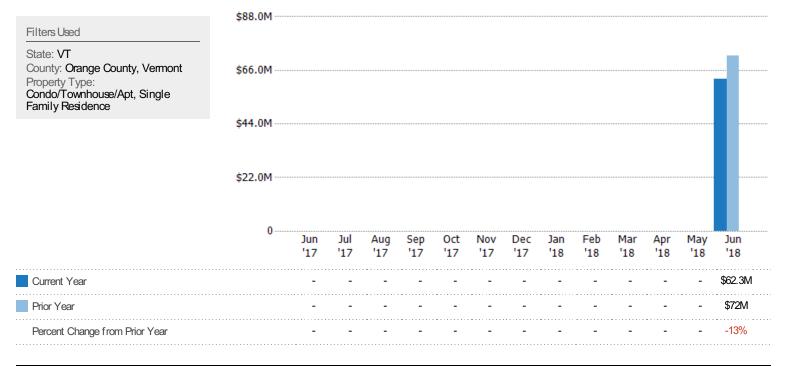
#### Active Listings

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

| Filters Used<br>State: VT<br>County: Orange County, Vermont<br>Property Type:<br>Condo/Townhouse/Apt, Single<br>Family Residence | 240 |            |            |            |            |            |            |            |            |            |            |            |            |            |
|--|-----|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|
|  | 80  |            |            |            |            |            |            |            |            |            |            |            |            |            |
|  | 0   | Jun<br>'17 | Jul<br>'17 | Aug<br>'17 | Sep<br>'17 | 0ct<br>'17 | Nov<br>'17 | Dec<br>'17 | Jan<br>'18 | Feb<br>'18 | Mar<br>'18 | Apr<br>'18 | May<br>'18 | Jun<br>'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<br>State: VT<br>County: Orange County, Vermont<br>Property Type:<br>Condo/Townhouse/Apt, Single<br>Family Residence | \$300K             |     |            |     |     |     |     |     |     |     |     |     |                                       |
|  | \$200K ······      |     |            |     |     |     |     |     |     |     |     |     |                                       |
|  | \$100K<br>0<br>Jun | Jul |            | Sep | Oct | Nov | Dec | Jan | Feb | Mar | Apr | May | <br>Jun                               |
|  | '17                | '17 | Aug<br>'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<br>Jun<br>'17 | Jul<br>'17 | Aug<br>'17 |   | 0ct<br>'17 | Nov<br>'17 | Dec<br>'17 | Jan<br>'18 | Feb<br>'18 | Mar<br>'18 | Apr<br>'18 | May<br>'18 | Jun<br>'18 |
|   | \$150K          |            |            |   |            |            |            |            |            |            |            |            |            |
| Property Type:<br>Condo/Townhouse/Apt, Single<br>Family Residence | \$150K          |            |            |   |            |            |            |            |            |            |            |            |            |
| Filters Used<br>State: VT<br>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<br>County: Orange County, Vermont<br>Property Type:<br>Condo/Townhouse/Apt, Single<br>Family Residence | \$300K        |            |            |            |            |            |            |            |            |            |            |            |                |
| Family Residence   | \$200K        |            |            |            |            |            |            |            |            |            |            |            |                |
|  |               |            |            |            |            |            |            |            |            |            |            |            |                |
|  | \$100K        |            |            |            |            |            |            |            |            |            |            |            |                |
|  | \$100K        |            |            |            |            |            |            |            |            |            |            |            |                |
|  |               |            |            |            |            |            |            |            |            |            |            |            |                |
|  | 0             | <b>7</b> l | A =        | C          | 0.4        |            |            |            |            | N4         |            |            | <b>1</b>       |
|  | Jun<br>'17    | Jul<br>'17 | Aug<br>'17 | Sep<br>'17 | 0ct<br>'17 | Nov<br>'17 | Dec<br>'17 | Jan<br>'18 | Feb<br>'18 | Mar<br>'18 | Apr<br>'18 | May<br>'18 | Jun<br>'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<br>County: Orange County, Vermont<br>Property Type:<br>Condo/Townhouse/Apt, Single<br>Family Residence | \$225K     |            |            |            |            |            |            |            |            |            |            |            |               |
|  | \$150K     |            |            |            |            |            |            |            |            |            |            |            |               |
|  |            |            |            |            |            |            |            |            |            |            |            |            |               |
|  | \$75K      |            |            |            |            |            |            |            |            |            |            |            |               |
|  |            |            |            |            |            |            |            |            |            |            |            |            |               |
|  | 0          |            |            |            |            |            |            |            |            |            |            |            |               |
|  |            |            |            |            |            |            |            |            |            |            |            |            |               |
|  | Jun        | Jul        | Aug        | Sep        | Oct        | Nov        | Dec        | Jan        | Feb        | Mar        | Apr        | May        | Jun           |
|  | Jun<br>'17 | Jul<br>'17 | Aug<br>'17 | Sep<br>'17 | 0ct<br>'17 | Nov<br>'17 | Dec<br>'17 | Jan<br>'18 | Feb<br>'18 | Mar<br>'18 | Apr<br>'18 | May<br>'18 | Jun<br>'18    |
| Median Est Value   |            |            |            |            |            |            |            |            |            |            |            |            |               |
| Median Est Value<br>Median Listing Price   |            |            |            |            |            |            |            |            |            |            |            |            | '18           |
|  |            |            |            |            |            |            |            |            |            |            |            |            | '18<br>\$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<br>State: VT<br>County: Orange County, Vermont<br>Property Type:<br>Condo/Townhouse/Apt, Single<br>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<br>State: VT<br>County: Orange County, Vermont<br>Property Type:<br>Condo/Townhouse/Apt, Single<br>Family Residence | 23         |            |            |            |            |            |            |            |            |            |            |            |            |
|  | 15         |            |            |            |            |            |            |            |            |            |            |            |            |
|  |            |            |            |            |            |            |            |            |            |            |            |            |            |
|  | 8          |            |            |            |            |            |            |            |            |            |            |            |            |
|  |            |            |            |            |            |            |            |            |            |            |            |            |            |
|  | 0          |            |            |            |            |            |            |            |            |            |            |            |            |
|  | Jun<br>'17 | Jul<br>'17 | Aug<br>'17 | Sep<br>'17 | 0ct<br>'17 | Nov<br>'17 | Dec<br>'17 | Jan<br>'18 | Feb<br>'18 | Mar<br>'18 | Apr<br>'18 | May<br>'18 | Jun<br>'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<br>County: Orange County, Vermont<br>Property Type:<br>Condo/Townhouse/Apt, Single<br>Family Residence | 10%             |            |            |            |            |            |            |            |            |            |            |            |            |
|  | 5%              |            |            |            |            |            |            |            |            |            |            |            |            |
|  |                 |            |            |            |            |            |            |            |            |            |            |            |            |
|  | 0<br>Jun<br>'17 | Jul<br>'17 | Aug<br>'17 | Sep<br>'17 | 0ct<br>'17 | Nov<br>'17 | Dec<br>'17 | Jan<br>'18 | Feb<br>'18 | Mar<br>'18 | Apr<br>'18 | May<br>'18 | Jun<br>'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.

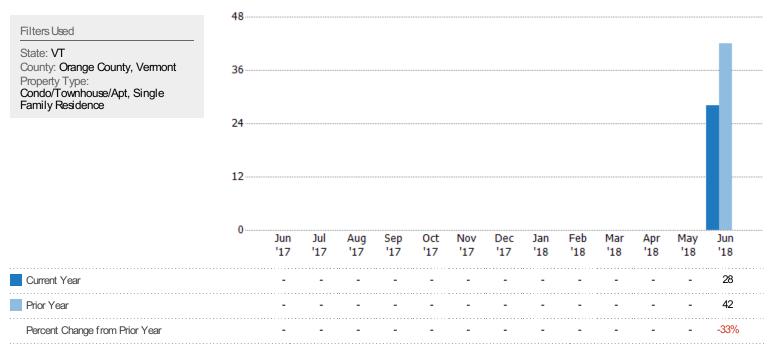
|  | 200      |     |     |     |     |     |     |     |     |     |     |     |     |
|--|----------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|
| Filters Used<br>State: VT<br>County: Orange County, Vermont<br>Property Type:<br>Condo/Townhouse/Apt, Single<br>Family Residence | 150      |     |     |     |     |     |     |     |     |     |     |     |     |
|  | 100      |     |     |     |     |     |     |     |     |     |     |     |     |
|  |          |     |     |     |     |     |     |     |     |     |     |     |     |
|  | 50       |     |     |     |     |     |     |     |     |     |     |     |     |
|  |          |     |     |     |     |     |     |     |     |     |     |     |     |
|  | 0<br>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  |
|  |          |     |     |     |     |     |     |     |     |     |     |     |     |





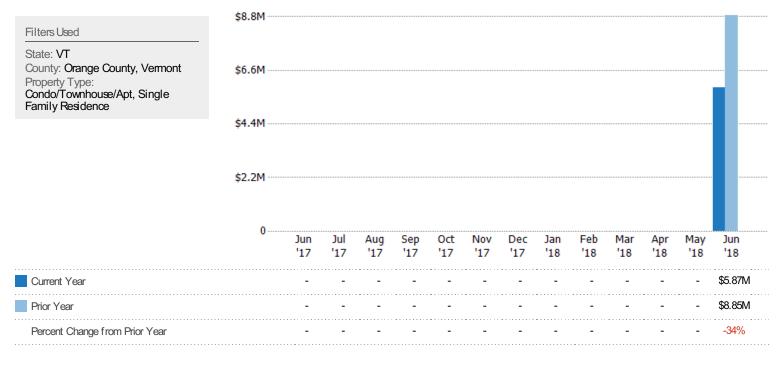
#### New Pending Sales

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.

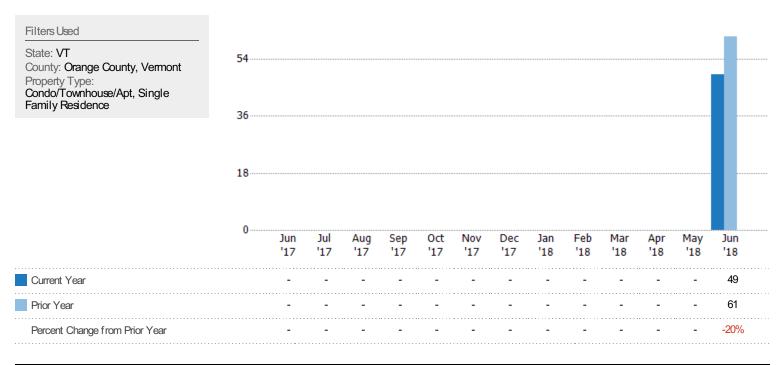


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# Pending Sales

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<br>'17 | Jul<br>'17 | Aug<br>'17 | Sep<br>'17 | 0ct<br>'17 | Nov<br>'17 | Dec<br>'17 | Jan<br>'18 | Feb<br>'18 | Mar<br>'18 | Apr<br>'18 | May<br>'18 | Jun<br>'18 |
|   | \$5.0M         |            |            |            |            |            |            |            |            |            |            |            |            |            |
| Property Type:<br>Condo/Townhouse/Apt, Single<br>Family Residence | \$10.0M        |            |            |            |            |            |            |            |            |            |            |            |            |            |
| State: VT<br>County: Orange County, Vermont                       | \$15.0M ······ |            |            |            |            |            |            |            |            |            |            |            |            |            |
| Filters Used  | \$20.0M ······ |            |            |            |            |            |            |            |            |            |            |            |            |            |



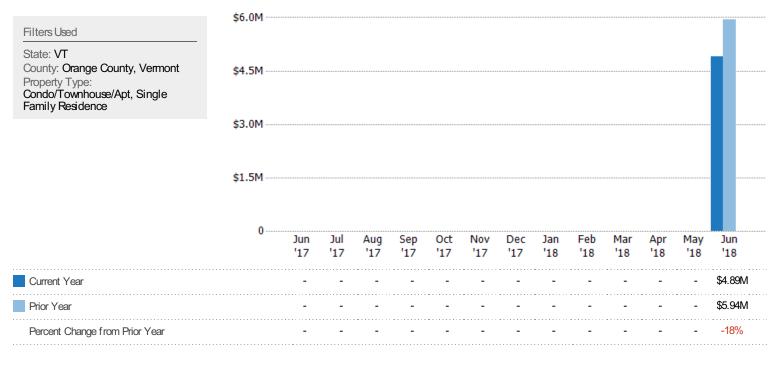
#### Closed Sales

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

| Filters Used   | 40 |            |            |            |            |            |            |            |            |            |            |            |            |            |
|--|----|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|
| State: VT<br>County: Orange County, Vermont<br>Property Type:<br>Condo/Townhouse/Apt, Single<br>Family Residence | 30 |            |            |            |            |            |            |            |            |            |            |            |            |            |
|  | 20 |            |            |            |            |            |            |            |            |            |            |            |            |            |
|  | 10 |            |            |            |            |            |            |            |            |            |            |            |            |            |
|  | 0  | Jun<br>'17 | Jul<br>'17 | Aug<br>'17 | Sep<br>'17 | 0ct<br>'17 | Nov<br>'17 | Dec<br>'17 | Jan<br>'18 | Feb<br>'18 | Mar<br>'18 | Apr<br>'18 | May<br>'18 | Jun<br>'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<br>'17 | Jul<br>'17 | Aug<br>'17 | Sep<br>'17 | 0ct<br>'17 | Nov<br>'17 | Dec<br>'17 | Jan<br>'18 | Feb<br>'18 | Mar<br>'18 | Apr<br>'18 | May<br>'18 | Jun<br>'18 |  |
|   | 0    | _          |            | -          | _          |            |            | _          | _          |            |            |            |            |            |  |
|   | 10%  |            |            |            |            |            |            |            |            |            |            |            |            |            |  |
|   | 20%  |            |            |            |            |            |            |            |            |            |            |            |            |            |  |
|   | 30%  |            |            |            |            |            |            |            |            |            |            |            |            |            |  |
|   | 40%  |            |            |            |            |            |            |            |            |            |            |            |            |            |  |
|   | 50%  |            |            |            |            |            |            |            |            |            |            |            |            |            |  |
| Family Residence                              | 60%  |            |            |            |            |            |            |            |            |            |            |            |            |            |  |
| Property Type:<br>Condo/Townhouse/Apt, Single | 70%  |            |            |            |            |            |            |            |            |            |            |            |            |            |  |
| State: VT<br>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<br>County: Orange County, Vermont<br>Property Type:<br>Condo/Townhouse/Apt, Single<br>Family Residence | \$225K     |            |            |            |            |            |            |            |            |            |            |            |            |
|  | \$150K     |            |            |            |            |            |            |            |            |            |            |            |            |
|  | \$75K      |            |            |            |            |            |            |            |            |            |            |            |            |
|  | Jun<br>'17 | Jul<br>'17 | Aug<br>'17 | Sep<br>'17 | 0ct<br>'17 | Nov<br>'17 | Dec<br>'17 | Jan<br>'18 | Feb<br>'18 | Mar<br>'18 | Apr<br>'18 | May<br>'18 | Jun<br>'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<br>County: Orange County, Vermont                       | \$225K        |            |            |            |            |            |            |            |            |            |            |            |            |
| Property Type:<br>Condo/Townhouse/Apt, Single<br>Family Residence |               |            |            |            |            |            |            |            |            |            |            |            |            |
|   | \$150K        |            |            |            |            |            |            |            |            |            |            |            |            |
|   |               |            |            |            |            |            |            |            |            |            |            |            |            |
|   | \$75K         |            |            |            |            |            |            |            |            |            |            |            |            |
|   |               |            |            |            |            |            |            |            |            |            |            |            |            |
|   | •             |            | -          |            |            |            |            |            |            |            |            |            |            |
|   | Jun<br>'17    | Jul<br>'17 | Aug<br>'17 | Sep<br>'17 | 0ct<br>'17 | Nov<br>'17 | Dec<br>'17 | Jan<br>'18 | Feb<br>'18 | Mar<br>'18 | Apr<br>'18 | May<br>'18 | Jun<br>'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<br>County: Orange County, Vermont<br>Property Type:<br>Condo/Townhouse/Apt, Single<br>Family Residence | \$225K        |            |            |            |            |            |            |            |            |            |            |            |            |
| Family Residence   | \$150K        |            |            |            |            |            |            |            |            |            |            |            |            |
|  | \$75K         |            |            |            |            |            |            |            |            |            |            |            |            |
|  | \$/JK         |            |            |            |            |            |            |            |            |            |            |            |            |
|  | 0             |            |            |            |            |            |            |            |            |            |            |            |            |
|  | Jun<br>'17    | Jul<br>'17 | Aug<br>'17 | Sep<br>'17 | 0ct<br>'17 | Nov<br>'17 | Dec<br>'17 | Jan<br>'18 | Feb<br>'18 | Mar<br>'18 | Apr<br>'18 | May<br>'18 | Jun<br>'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<br>County: Orange County, Vermont<br>Property Type:<br>Condo/Townhouse/Apt, Single<br>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<br>Jun<br>'17 | Jul<br>'17 | Aug<br>'17 |   | 0ct<br>'17 | Nov<br>'17 | Dec<br>'17 | Jan<br>'18 | Feb<br>'18 | Mar<br>'18 | Apr<br>'18 | May<br>'18 | Jun<br>'18 |
|   | \$75K           |            |            |   |            |            |            |            |            |            |            |            |            |
| Condo/Townhouse/Apt, Single<br>Family Residence                               | \$150K          |            |            |   |            |            |            |            |            |            |            |            |            |
| Filters Used<br>State: VT<br>County: Orange County, Vermont<br>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<br>State: VT<br>County: Orange County, Vermont<br>Property Type:<br>Condo/Townhouse/Apt, Single<br>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%   |
|  |               |     |     |     |     |     |     |     |     |     |     |     |        |

