

Summary of Key Listing and Sales Metrics

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

17 + / -	YTD 2017	YTD 2018	+ / -	May 2017	May 2018	Key Metrics
						isting Activity Charts Metrics
77 -31.2%	77	53	-31.2%	77	53	New Listing Count
05 -24.5%	\$20,481,905	\$15,458,500	-24.5%	\$20,481,905	\$15,458,500	New Listing Volume
68 -34.7%	268	175	-34.7%	268	175	Active Listing Count
78 -30.6%	\$77,944,778	\$54,097,248	-30.6%	\$77,944,778	\$54,097,248	Active Listing Volume
39 +6.3%	\$290,839	\$309,127	+6.3%	\$290,839	\$309,127	Average Listing Price
00 +18.3%	\$211,000	\$249,700	+18.3%	\$211,000	\$249,700	Median Listing Price
97 +7.2%	97	104	+7.2%	97	104	Median Daysin RPR
4.9 -54.8%	14.9	6.7	-	_	_	Months of Inventory
2% +8.1%	6.72%	14.86%	+_	_	_	Absorption Rate
						Sales Activity Charts Metrics
37 -32.4%	37	25	-32.4%	37	25	New Pending Sales Count
30 -17.5%	\$7,588,530	\$6,264,000	-17.5%	\$7,588,530	\$6,264,000	New Pending Sales Volume
54 -13%	54	47	-13%	54	47	Pending Sales Count
44 +6.8%	\$11,252,644	\$12,021,300	+6.8%	\$11,252,644	\$12,021,300	Pending Sales Volume
26 -23.1 %	26	20	-23.1%	26	20	Closed Sales Count
01 -23.8%	\$5,791,401	\$4,412,500	-23.8%	\$5,791,401	\$4,412,500	Closed Sales Volume
46 -1%	\$222,746	\$220,625	-1%	\$222,746	\$220,625	Average Sales Price
50 -2.9%	\$199,250	\$193,500	-2.9%	\$199,250	\$193,500	Median Sales Price

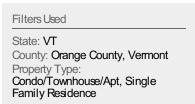


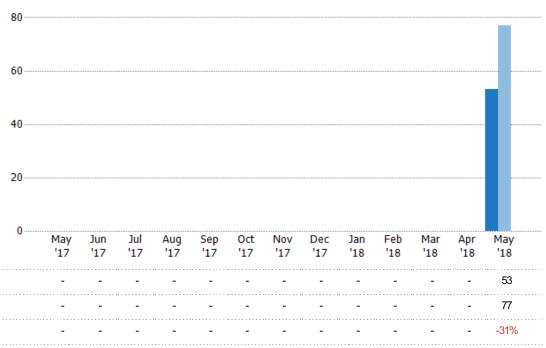




New Listings

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





New Listing Volume

Percent Change from Prior Year

Current Year

Prior Year

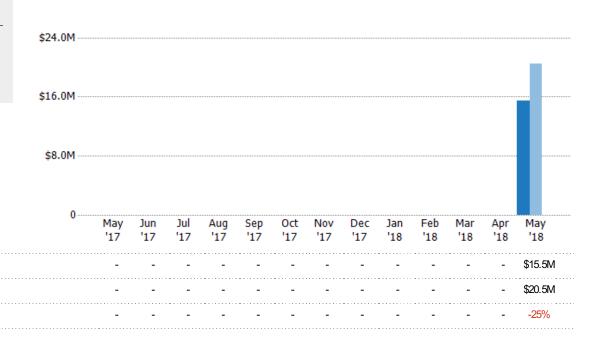
The sum of the listing price of single-family, condominium and townhome listings that were added each month.

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

Family Residence

Current Year

Percent Change from Prior Year





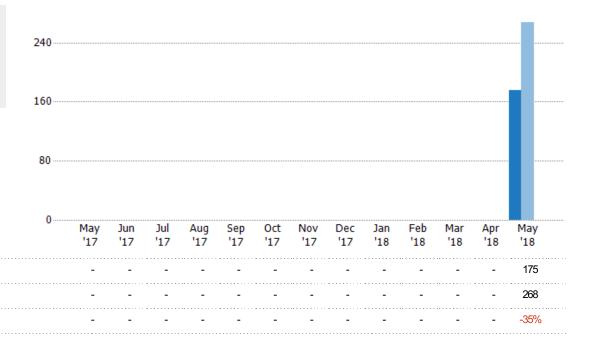


Active Listings

The number of active 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



Active Listing Volume

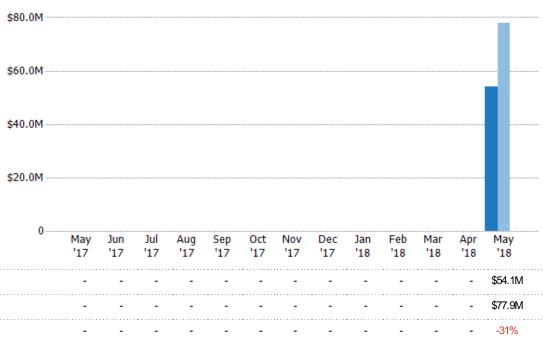
Percent Change from Prior Year

Current Year

Prior Year

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

\$400K

\$100K

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

\$300K	
\$200K	

0... May Jun Aug Sep 0ct Nov Feb Apr May '17 '17 '17 '18 '18 '17 '17 '17 '17 '17 '18 '18 '18 \$309K \$291K

Median Listing Price

Percent Change from Prior Year

Current Year

Prior Year

The median listing price 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

50K					 	
75K	 	 	 	 	 	



Current Year
Prior Year

Percent Change from Prior Year



18%

112%



Market Data Report

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.

Avg Est Value	=	-	-	-	-	-	-	-	-	-	-	-	\$275K

	'17	'17	'17	'17	'17	'17	'17	'17	'18	'18	'18	'18	'18
	0 May	Jun	Jul	Aug	Sep	0ct	Nov	Dec	Jan	Feb	Mar	Apr	May
	\$100K												
Property Type: Condo/Townhouse/Apt, Single Family Residence	\$200K												
State: VT County: Orange County, Vermont	\$300K												
Filters Used													

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

Avg Listing Price as a % of Avg Est Value

Κ	 							
K								
_		Διια						
0 May '17		Aug '17				Mar '18	Apr '18	May '18
May						Mar	Apr	Ma



Median Est Value

Median Listing Price

Med Listing Price as a % of Med Est Value



97

7%



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.

Current Year			-		-	-	-	-		- · · · · · · · · · · · · · · · · · · ·			104
	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18
	0												
	100												
State: VT County: Orange County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	150												
Filters Used	200												

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	40
State: VT County: Orange County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	30
Family Residence	20
	10

	Π													
	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	11.7	
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	17.9	
Percent Change from Prior Year	-	-		-				-	-	-	-	-	-35%	







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

10%

5%

	0												
	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18
Current Year	-	_	-	-	-	-	-	-	-	-	-	-	9%
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	6%
Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-3%

Active/Pending/Sold Units

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

Filters Used State: VT

County: Orange County, Vermont

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

OU												
00												
0												
0												
0												
0 May	Jun						Dec					
0 May	Jun	Jul '17 -	Aug '17 -	Sep '17	0ct '17 -	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr	Ma
_	Jun	Jul '17 -		Sep '17 -	0ct '17 -	Nov '17	Dec '17 -	Jan '18 -	Feb '18 -	Mar '18 -	Apr	Ma '1



Active Pending

Sold



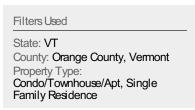
Current Year

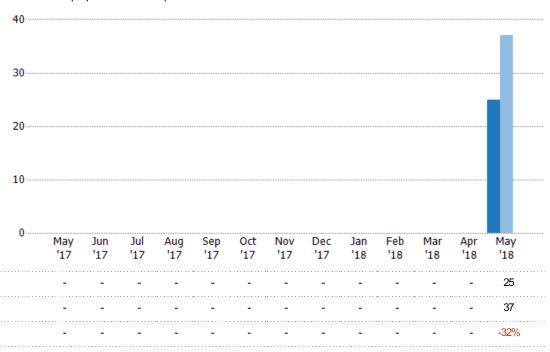
Prior Year

Market Data Report

New Pending Sales

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



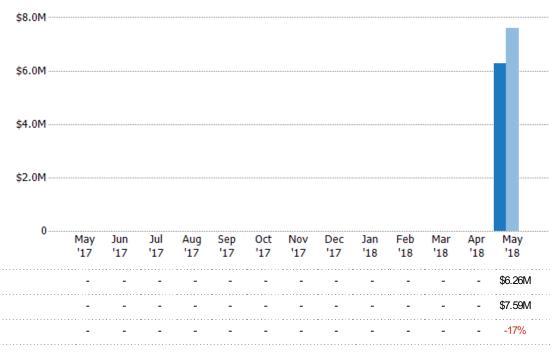


New Pending Sales Volume

Percent Change from Prior Year

The sum of the sales price of single-family, condominium and townhome 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

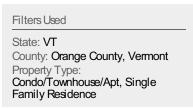
Percent Change from Prior Year

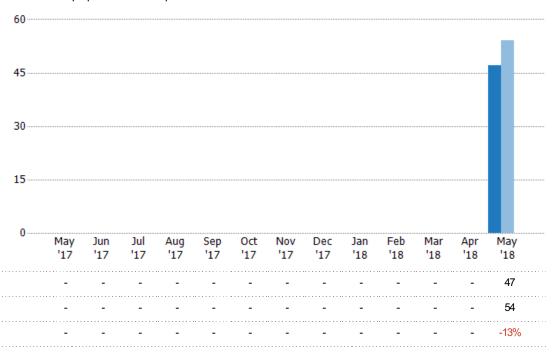




Pending Sales

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





Pending Sales Volume

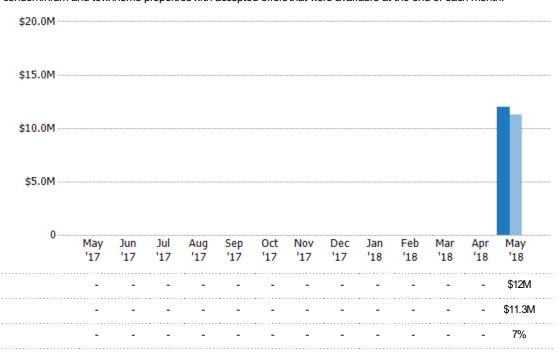
Percent Change from Prior Year

Current Year

Prior Year

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.

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





Current Year

Percent Change from Prior Year



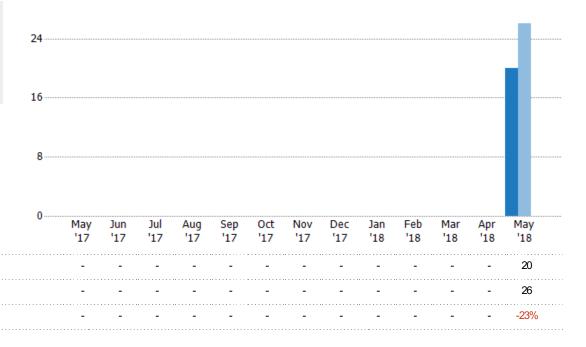


Closed Sales

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

Filters Used

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



Closed Sales Volume

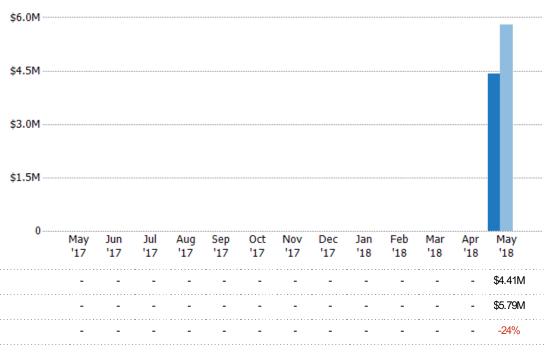
Percent Change from Prior Year

Current Year

Prior Year

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

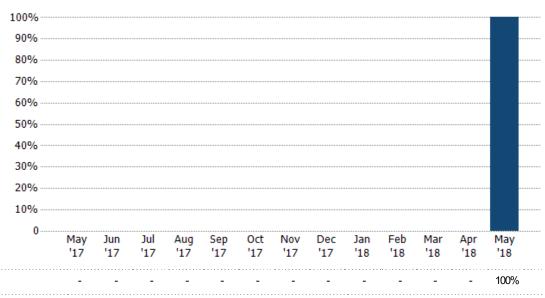


State: VT

County: Orange County, Vermont

Property Type: Condo/Townhouse/Apt, Single

Family Residence



Average Sales Price

Single Family Residence

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

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

Family Residence

Percent Change from Prior Year

0K										
oic										
5K	 	 								
_		 								
_										
_	Jul '17	 Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	M



Current Year Prior Year



\$194K

\$199K



Current Year

Prior Year

Market Data Report

Median Sales Price

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

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

\$200K			 	 	 	 	
\$150K		 	 	 	 	 	
\$100K		 	 	 	 	 	
\$50K		 	 	 	 	 	
0 May	Jun '17	Aug '17				Apr '18	May

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

Percent Change from Prior Year

\$200K	 	 	 	 	 		
\$225K	 	 	 	 	 		
\$150K	 	 	 	 	 		
\$75K	 	 	 	 	 		
\$75K	 	 	 		 		
\$75K					 		
0	 	 	 	 	 Mar	Apr	 May
0	 		 	 	 		
0	 	 	 	 	 Mar	Apr '18	May '18
0	 	 	 	 	 Mar	Apr	 May
0	 	 	 	 	 Mar	Apr '18	May '18
0	 	 	 	 	 Mar	Apr '18	May '18 \$231K



Avg List Price

Avg Sales Price

Avg Sales Price as a % of Avg List Price



\$199K

\$194K



Median List Price

Median Sales Price

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.

Filters Used

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

\$100K												
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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 Sales Price as a % of Avg Est Value

Med Sales Price as a % of Med List Price

50K
75K
0
0



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

Med Sales Price as a % of Med Est Value

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



