

# Summary of Key Listing and Sales Metrics

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

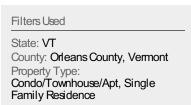
Key Metrics	May 2018	May 2017	+ / -	YTD 2018	YTD 2017	+ / -
Listing Activity Charts Metrics						
New Listing Count	72	99	-27.3%	72	99	-27.3%
New Listing Volume	\$20,849,999	\$21,485,644	-3%	\$20,849,999	\$21,485,644	-3%
Active Listing Count	371	472	-21.4%	371	472	-21.4%
Active Listing Volume	\$104,819,278	\$118,508,679	-11.6%	\$104,819,278	\$118,508,679	-11.6%
Average Listing Price	\$282,532	\$251,078	+12.5%	\$282,532	\$251,078	+12.5%
Median Listing Price	\$219,000	\$189,900	+15.3%	\$219,000	\$189,900	+15.3%
Median Days in RPR	148	196	-24.5%	148	196	-24.5%
Months of Inventory	_	_	-	13.3	10	+31.9%
Absorption Rate	_	_	+-	7.55%	9.96%	-2.4%
Sales Activity Charts Metrics						
New Pending Sales Count	53	38	+39.5%	53	38	+39.5%
New Pending Sales Volume	\$11,049,399	\$6,904,900	+60%	\$11,049,399	\$6,904,900	+60%
Pending Sales Count	79	56	+41.1%	79	56	+41.1%
Pending Sales Volume	\$16,760,149	\$9,921,400	+68.9%	\$16,760,149	\$9,921,400	+68.9%
Closed Sales Count	35	28	+25%	35	28	+25%
Closed Sales Volume	\$6,666,735	\$5,478,500	+21.7%	\$6,666,735	\$5,478,500	+21.7%
Average Sales Price	\$190,478	\$195,661	-2.6%	\$190,478	\$195,661	-2.6%
Median Sales Price	\$164,200	\$166,050	-1.1%	\$164,200	\$166,050	-1.1%

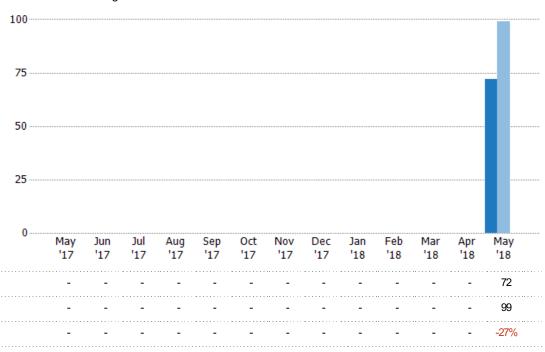




#### **New Listings**

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





## **New Listing Volume**

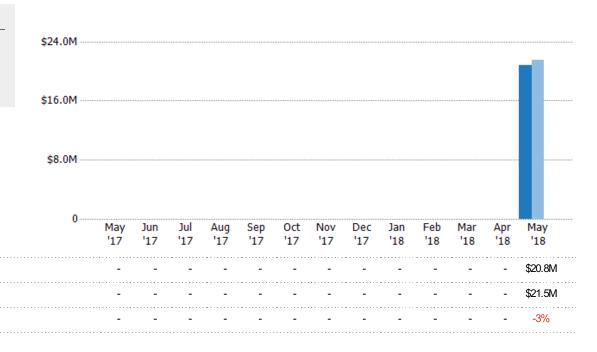
Percent Change from Prior Year

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



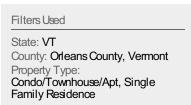
Current Year

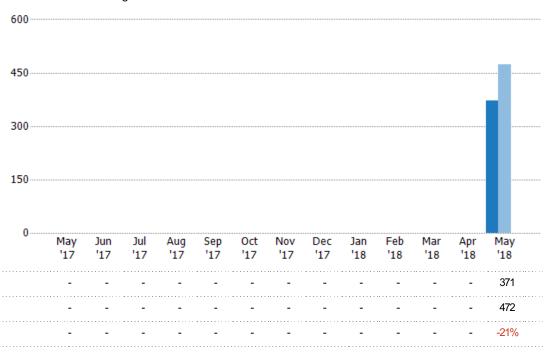
Percent Change from Prior Year



#### **Active Listings**

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





## **Active Listing Volume**

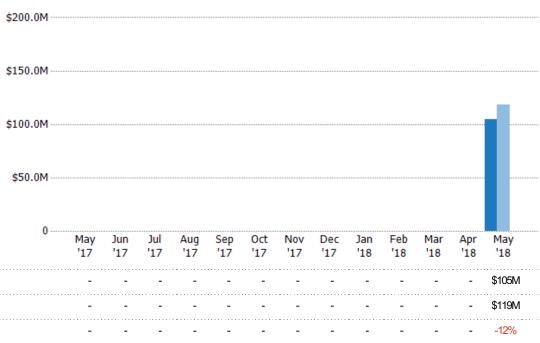
Percent Change from Prior Year

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: Orleans 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.

\$150K

Filters Used

State: VT

County: Orleans County, Vermont

Property Type:

Condo/Townhouse/Apt, Single

Family Residence

\$300K	
\$225K	

\$75K------

May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18
-	-	-	-	-	-	-	-	-	-	-	-	\$283K
-	-	-	-	-	-	-	-	-	-	-	-	\$251K

## **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.

\$75K

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

\$300K	
\$225K	
\$150K	

0 May Jun Jul Aug Sep 0ct Νον Dec Jan Feb Mar Apr May '17 '17 '17 '17 '17 '17 '18 '18 Current Year \$219K \$190K Prior Year Percent Change from Prior Year 15%





\$209K

\$283K



Avg Est Value

Avg Listing Price

# 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.

Filters Used	\$300K												
State: VT County: Orleans County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	\$225K												
Family Residence	\$150K												
	\$75K												
	0 May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18

## 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

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

Avg Listing Price as a % of Avg Est Value

)K	 		 	 	 			
5K	 		 	 	 			
0 May '17		Aug '17						
May					Feb '18		Apr '18	May '18
May					Feb '18	Mar '18	Apr '18	May '18



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: Orleans County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	150												
	50												
	0 May	Jun	Jul	Aug	Sep	0ct	Nov	Dec	Jan	Feb	Mar	Apr	May
	'17	'17	Jul '17	'17	'17	'17	'17	'17	'18	'18	'18	'18	'18
Current Year	_	<b>-</b>	-	-	<b>-</b>	-	-	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	-	148
Prior Year	-	-	-	-	-	-	-	-	-	-	<b>-</b>	-	196

## Months of Inventory

Percent Change from Prior Year

Percent Change from Prior Year

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

Eller Heat	30												
State: VT County: Orleans County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	23												
	8												
	0 May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	12
Prior Year	-	-	-	-	-	-	-	-	-	-	<b>-</b>	-	26.2





### **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



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	-	-	-	_	-	-	-	-	-	-	-	-	8%
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	4%
Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-5%

## Active/Pending/Sold Units

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

	400												
State: VT County: Orleans County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	300												
	200												
	100												
	100												
	0												
	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May
	'17	'17	'17	'17	'17	'17	'17	'17	'18	'18	'18	'18	'18
Active	-	-	-	-	-	-	-	-	-	-	-	-	371
Pending	-	-	-	-	-	-	-	-	-	-	-	-	79
Pending Sold	-	-	- -	- -	- -	- -	-	-	- -	-	-	-	79 35



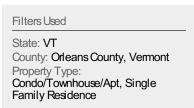
Current Year

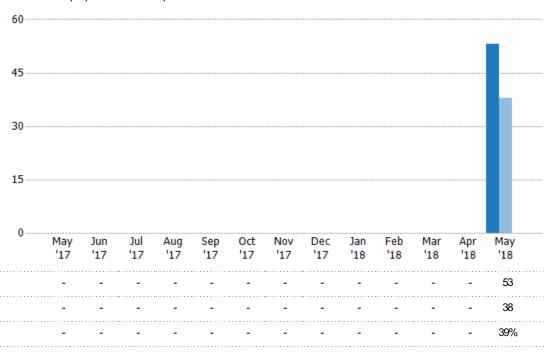
Prior Year

# Market Data Report

#### **New Pending Sales**

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



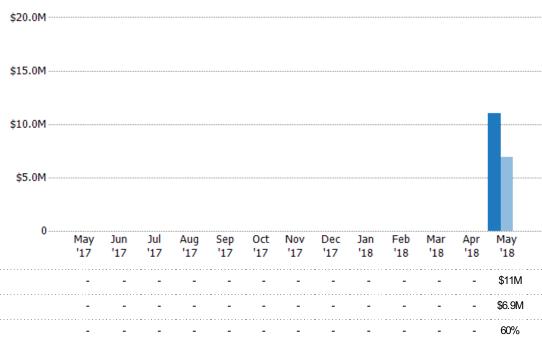


## New Pending Sales Volume

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





Current Year

Percent Change from Prior Year

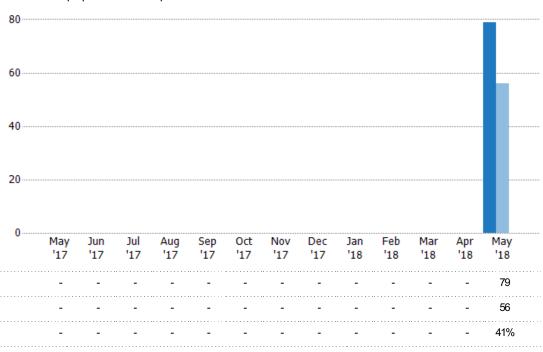




#### **Pending Sales**

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





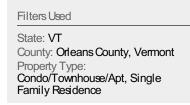
## Pending Sales Volume

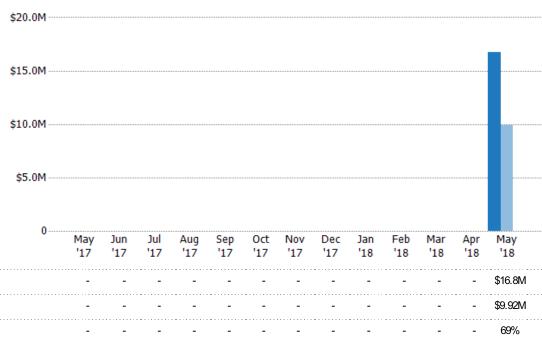
Percent Change from Prior Year

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.







Current Year

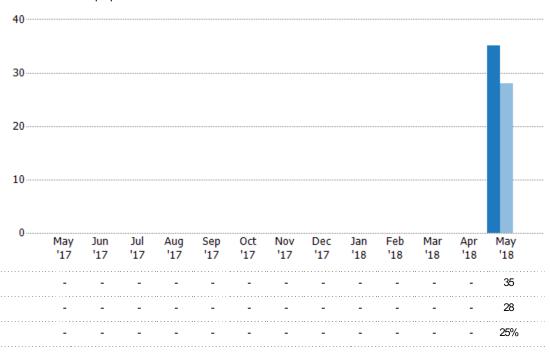
Percent Change from Prior Year



#### **Closed Sales**

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

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



#### **Closed Sales Volume**

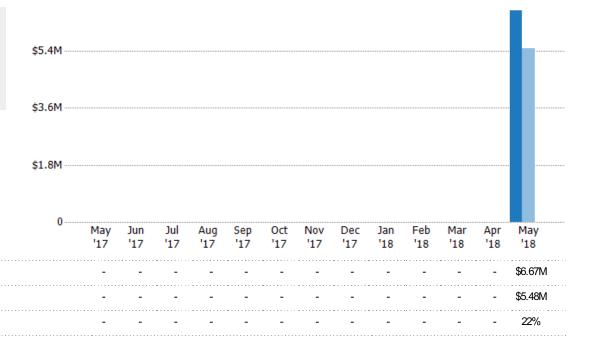
Percent Change from Prior Year

Current Year

Prior Year

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

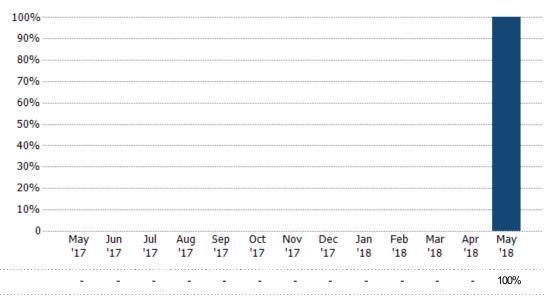


State: VT

County: Orleans 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: Orleans County, Vermont

Property Type: Condo/Townhouse/Apt, Single

Percent Change from Prior Year

Family Residence

Current Year Prior Year

\$200K												***********
\$150K												
\$100K												
\$50K												
0 May '17			Aug '17								Apr '18	 May '18
<u></u>	<u></u>										 -	\$190K
		=	-	_	_	_					_	\$ 190K
-	-	-	- -	- -	- -	- -	-	-	-	-	- -	\$190K







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

\$200K	
\$150K	
\$100K	
\$50K	

	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	-	-	-		-	-	-	-	-	-	-	-	\$164K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$166K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-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.

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

Avg Sales Price as a % of Avg List Price

\$300K												
*2251/												
\$225K												
\$150K												
\$75K												
0												
May '17	Jun '17	Jul '17	Aug '17					Jan '18	Feb '18	Mar '18	Apr '18	May '18
-	- -	-	-	- -	- -	- 	- -	-	- -	-	- -	\$203K
-	-	-	-	-	-	-	-	-	-	-	-	\$190K
-	-	-	-	-	-	-	-	-	-	-	-	94%

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.

Filters Used

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

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

Median List Price	-	-	-	-	-	-	-	-	-	-	-	-	\$175K
Median Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$164K
Med Sales Price as a % of Med List Price	-	-	-	-	-	-	-	-	-	-	-	-	94%

## 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: Orleans 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

\$300K \$225K \$150K \$75K 0 May Jun Jul Aug Sep 0ct Νον Dec Jan Feb Mar Apr May '17 '17 '17 '17 '17 '17 '17 '18 '18 \$223K \$203K 91%





101%



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