

## 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	Feb 2019	Feb 2018	+ / -	YTD 2019	YTD 2018	+ / -
<b>Listing Activity Charts Metrics</b>						
New Listing Count	29	41	-29.3%	58	66	-12.1%
New Listing Volume	\$7,261,500	\$13,103,050	-44.6%	\$13,780,800	\$17,862,149	-22.8%
Active Listing Count	273	334	-18.3%	N/A	N/A	
Active Listing Volume	\$79,608,224	\$81,974,379	-2.9%	N/A	N/A	
Average Listing Price	\$291,605	\$245,432	+18.8%	\$288,080	\$237,309	+21.4%
Median Listing Price	\$228,000	\$194,900	+17%	\$226,444	\$190,002	+19.2%
Median Days in RPR	230	205.5	+11.9%	225.23	203.17	+10.9%
Months of Inventory	11.9	20.9	-43.1%	23.6	23.6	+0.1%
Absorption Rate	8.42%	4.79%	+3.6%	4.23%	4.24%	0%
<b>Sales Activity Charts Metrics</b>						
New Pending Sales Count	27	22	+22.7%	52	38	+36.8%
New Pending Sales Volume	\$4,430,400	\$4,174,799	+6.1%	\$8,737,700	\$6,532,599	+33.8%
Pending Sales Count	47	42	+11.9%	N/A	N/A	
Pending Sales Volume	\$8,693,100	\$8,035,199	+8.2%	N/A	N/A	
Closed Sales Count	30	8	+275%	53	24	+120.8%
Closed Sales Volume	\$4,928,450	\$1,265,890	+289.3%	\$8,309,688	\$3,359,890	+147.3%
Average Sales Price	\$164,282	\$158,236	+3.8%	\$156,787	\$139,995	+12%
Median Sales Price	\$132,800	\$151,445	-12.3%	\$129,849	\$148,815	-12.7%

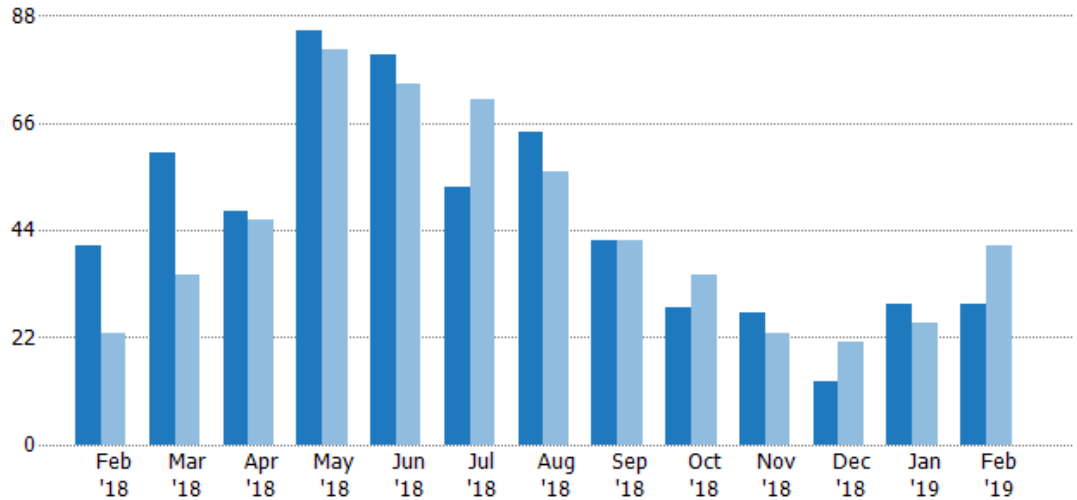
## New Listings

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

### Filters Used

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

Month/ Year	Count	% Chg.
Feb '19	29	-29.3%
Feb '18	41	78.3%
Feb '17	23	43.5%



Current Year	41	60	48	85	80	53	64	42	28	27	13	29	29
Prior Year	23	35	46	81	74	71	56	42	35	23	21	25	41
Percent Change from Prior Year	78%	71%	4%	5%	8%	-25%	14%	0%	-20%	17%	-38%	16%	-29%

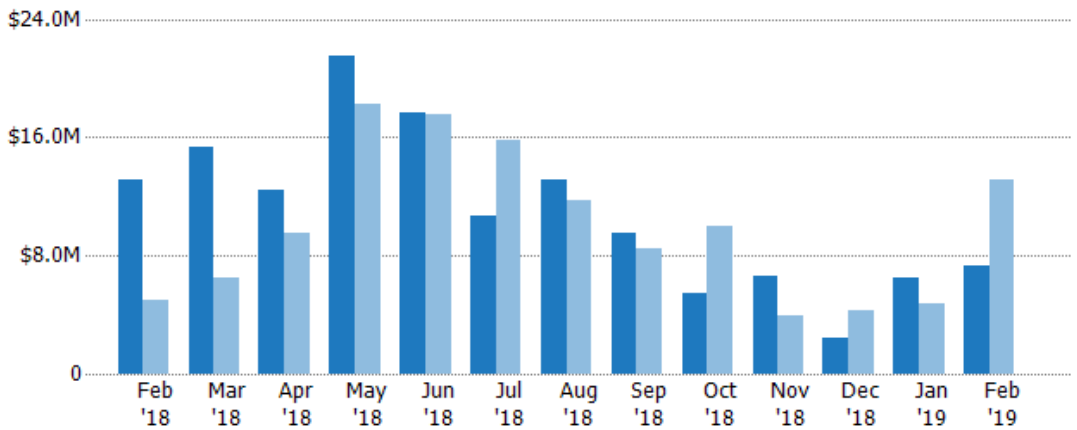
## New Listing Volume

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

### Filters Used

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

Month/ Year	Volume	% Chg.
Feb '19	\$7.26M	-44.6%
Feb '18	\$13.1M	161.7%
Feb '17	\$5.01M	48.1%



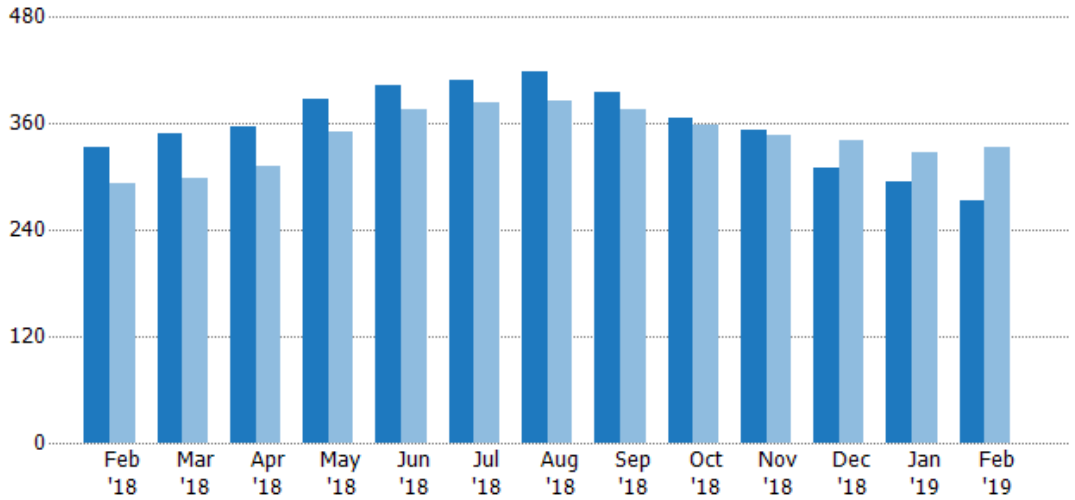
Current Year	\$13.1M	\$15.4M	\$12.4M	\$21.6M	\$17.6M	\$10.7M	\$13.2M	\$9.48M	\$5.48M	\$6.63M	\$2.48M	\$6.52M	\$7.26M
Prior Year	\$5.01M	\$6.49M	\$9.55M	\$18.2M	\$17.6M	\$15.9M	\$11.7M	\$8.46M	\$9.95M	\$3.99M	\$4.27M	\$4.76M	\$13.1M
Percent Change from Prior Year	162%	137%	30%	18%	0%	-32%	12%	12%	-45%	66%	-42%	37%	-45%

## Active Listings

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

### Filters Used

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



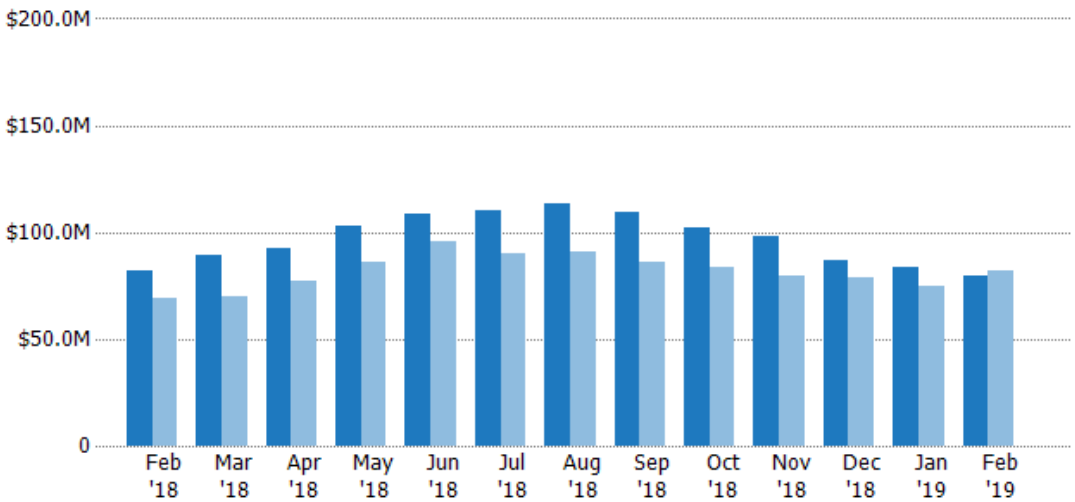
	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19
Current Year	334	348	357	387	403	408	418	395	366	352	309	294	273
Prior Year	292	299	312	351	376	383	386	375	359	346	341	327	334
Percent Change from Prior Year	14%	16%	14%	10%	7%	7%	8%	5%	2%	2%	-9%	-10%	-18%

## Active Listing Volume

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

### Filters Used

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



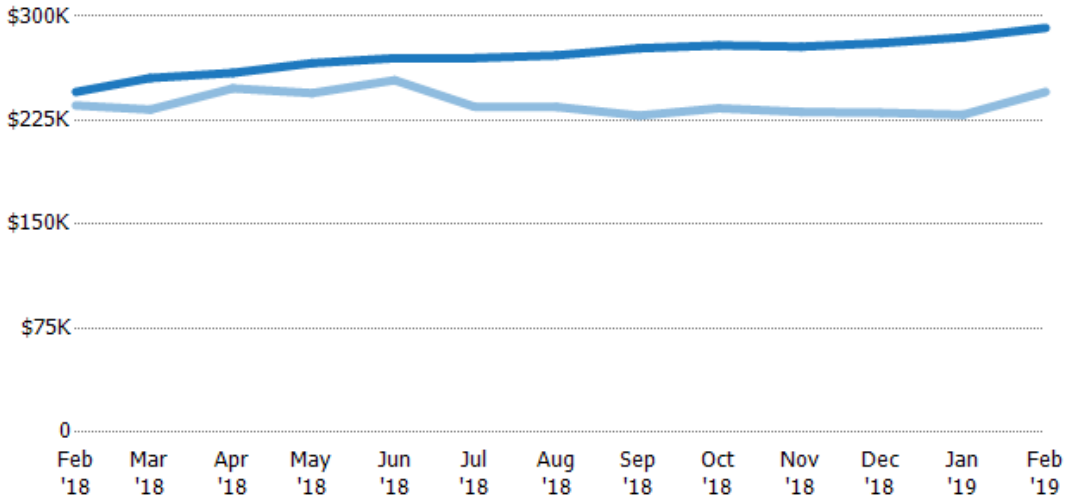
	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19
Current Year	\$82M	\$88.9M	\$92.5M	\$103M	\$109M	\$110M	\$114M	\$109M	\$102M	\$97.9M	\$86.7M	\$83.7M	\$79.6M
Prior Year	\$68.8M	\$69.6M	\$77.4M	\$85.9M	\$95.5M	\$89.9M	\$90.5M	\$85.7M	\$83.9M	\$79.9M	\$78.6M	\$74.9M	\$82M
Percent Change from Prior Year	19%	28%	20%	20%	14%	22%	25%	28%	22%	22%	10%	12%	-3%

## Average Listing Price

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

### Filters Used

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



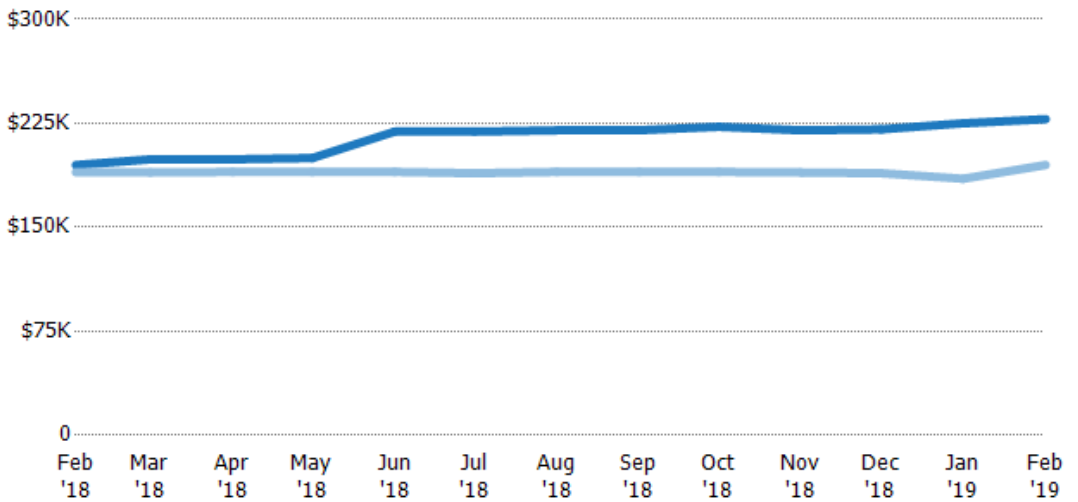
	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19
Current Year	\$245K	\$255K	\$259K	\$266K	\$270K	\$270K	\$272K	\$277K	\$279K	\$278K	\$281K	\$285K	\$292K
Prior Year	\$236K	\$233K	\$248K	\$245K	\$254K	\$235K	\$235K	\$228K	\$234K	\$231K	\$230K	\$229K	\$245K
Percent Change from Prior Year	4%	10%	5%	9%	6%	15%	16%	21%	19%	20%	22%	24%	19%

## Median Listing Price

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

### Filters Used

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



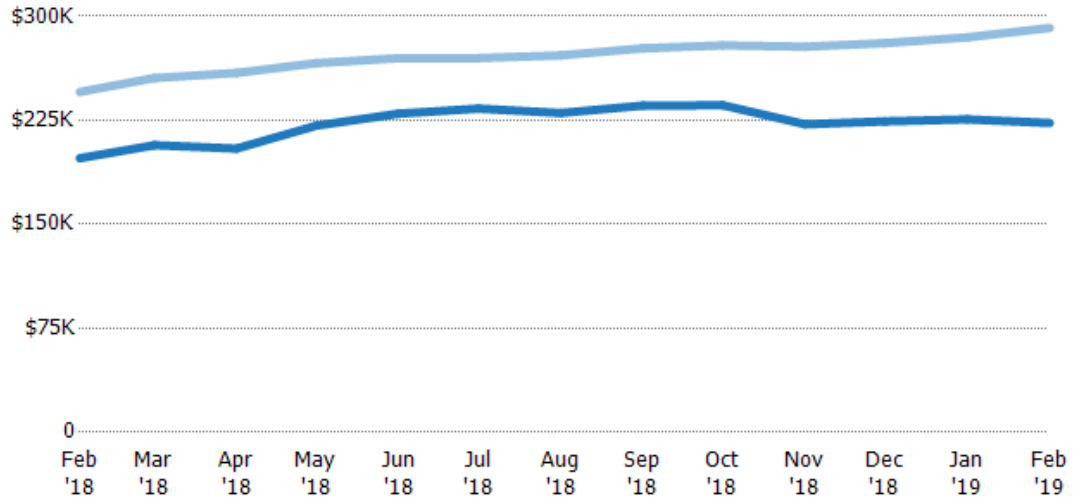
	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19
Current Year	\$195K	\$199K	\$199K	\$200K	\$219K	\$219K	\$220K	\$220K	\$223K	\$220K	\$221K	\$225K	\$228K
Prior Year	\$190K	\$190K	\$190K	\$190K	\$190K	\$189K	\$190K	\$190K	\$190K	\$190K	\$189K	\$185K	\$195K
Percent Change from Prior Year	3%	5%	5%	5%	15%	16%	16%	16%	17%	16%	17%	22%	17%

## 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**

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



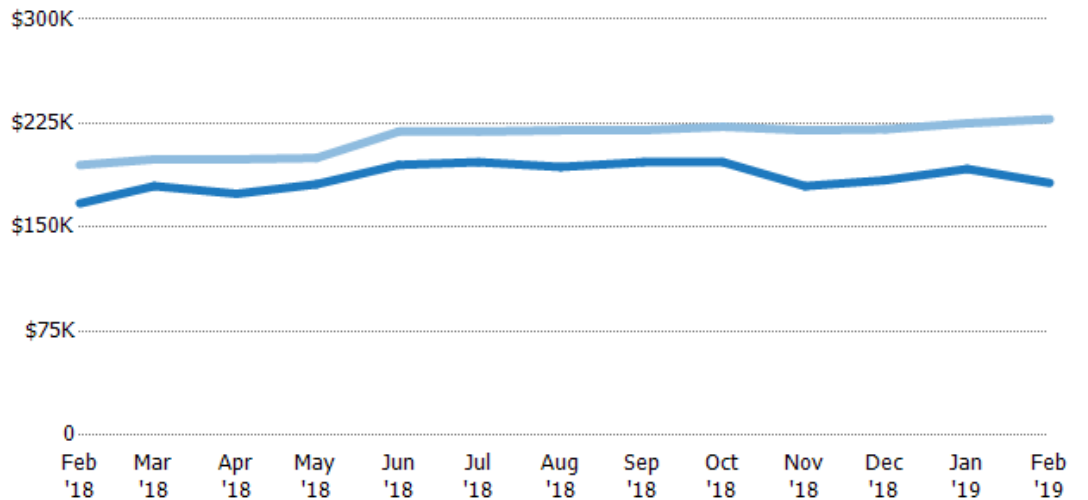
	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19
Avg Est Value	\$198K	\$207K	\$205K	\$221K	\$230K	\$233K	\$230K	\$236K	\$236K	\$222K	\$224K	\$226K	\$223K
Avg Listing Price	\$245K	\$255K	\$259K	\$266K	\$270K	\$270K	\$272K	\$277K	\$279K	\$278K	\$281K	\$285K	\$292K
Avg Listing Price as a % of Avg Est Value	124%	123%	127%	120%	117%	116%	118%	118%	118%	125%	125%	126%	131%

## 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**

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



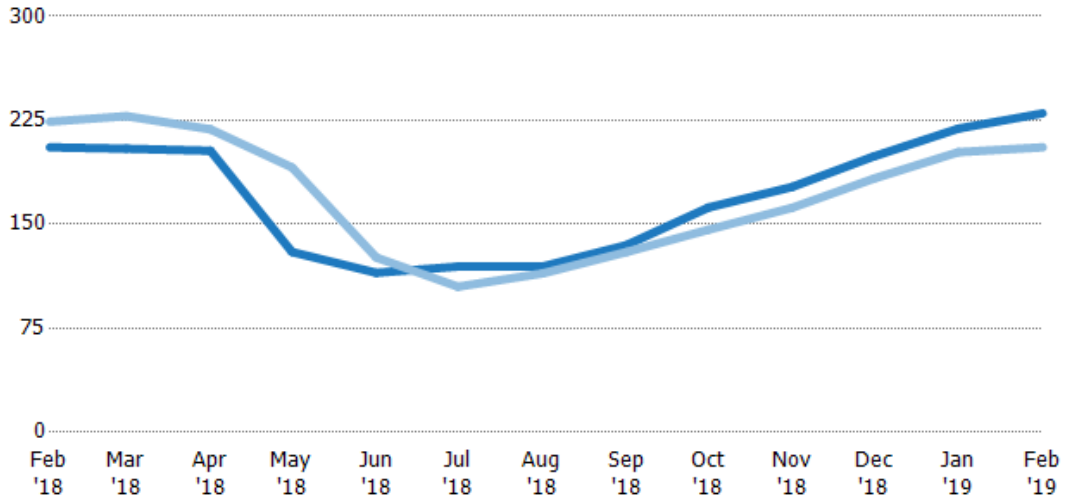
	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19
Median Est Value	\$167K	\$180K	\$174K	\$181K	\$195K	\$197K	\$194K	\$197K	\$197K	\$180K	\$184K	\$192K	\$182K
Median Listing Price	\$195K	\$199K	\$199K	\$200K	\$219K	\$219K	\$220K	\$220K	\$223K	\$220K	\$221K	\$225K	\$228K
Med Listing Price as a % of Med Est Value	117%	111%	114%	110%	112%	111%	114%	112%	113%	122%	120%	117%	125%

## 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

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



Month/Year	Days	% Chg.
Feb '19	230	11.9%
Feb '18	206	-8.3%
Feb '17	224	-0.4%

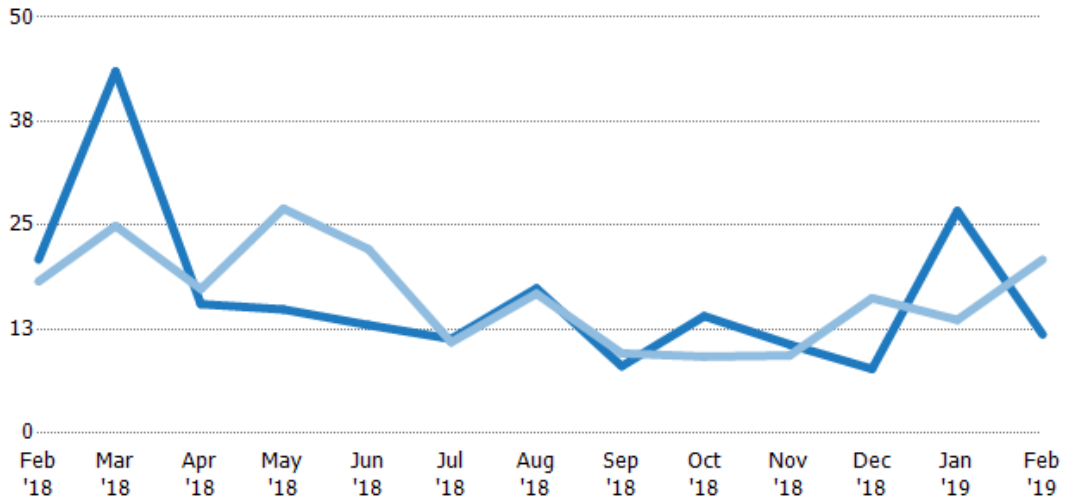
Current Year	206	205	203	130	115	120	120	135	162	177	199	219	230
Prior Year	224	228	219	191	126	105	115	130	146	162	183	202	206
Percent Change from Prior Year	-8%	-10%	-7%	-32%	-9%	14%	4%	4%	11%	9%	9%	8%	12%

## Months of Inventory

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

### Filters Used

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



Month/Year	Months	% Chg.
Feb '19	11.9	-43.1%
Feb '18	20.9	14.4%
Feb '17	18.3	26.8%

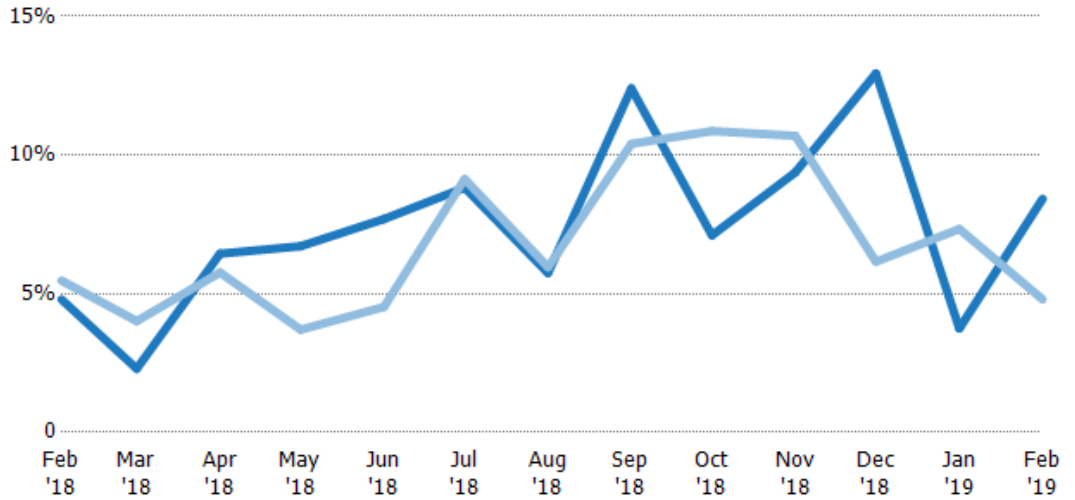
Current Year	20.9	43.5	15.5	14.9	13	11.3	17.4	8.06	14.1	10.7	7.73	26.7	11.9
Prior Year	18.3	24.9	17.3	27	22.1	10.9	16.8	9.62	9.21	9.35	16.2	13.6	20.9
Percent Change from Prior Year	14%	75%	-10%	-45%	-41%	4%	4%	-16%	53%	14%	-52%	96%	-43%

## Absorption Rate

The percentage of inventory sold per month.

### Filters Used

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



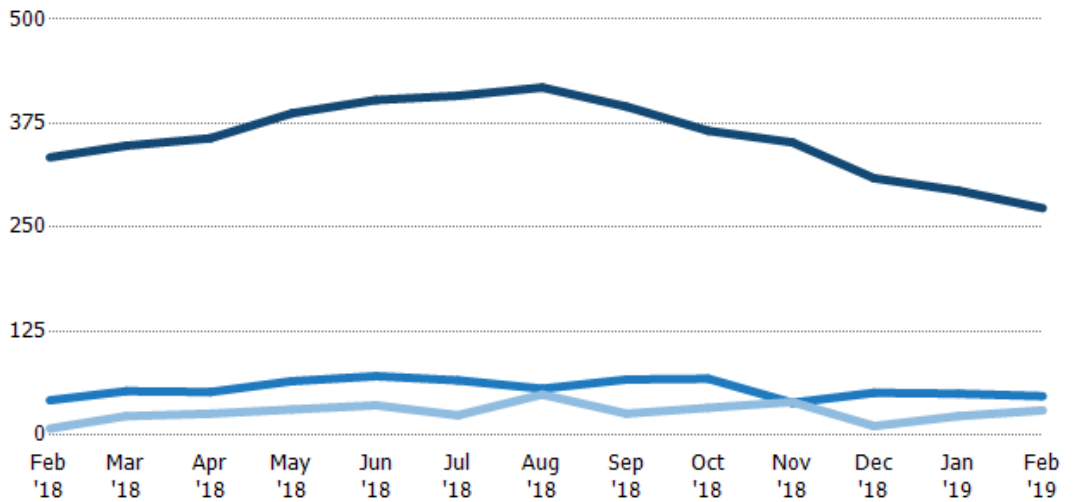
	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19
Current Year	5%	2%	6%	7%	8%	9%	6%	12%	7%	9%	13%	4%	8%
Prior Year	5%	4%	6%	4%	5%	9%	6%	10%	11%	11%	6%	7%	5%
Change from Prior Year	1%	2%	-1%	-3%	-3%	0%	0%	-2%	4%	1%	-7%	4%	-4%

## Active/Pending/Sold Units

The number of residential properties that were Active, Pending and Sold each month.

### Filters Used

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



	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19
Active	334	348	357	387	403	408	418	395	366	352	309	294	273
Pending	42	53	52	65	71	66	56	67	68	39	51	50	47
Sold	8	23	26	31	36	24	49	26	33	40	11	23	30

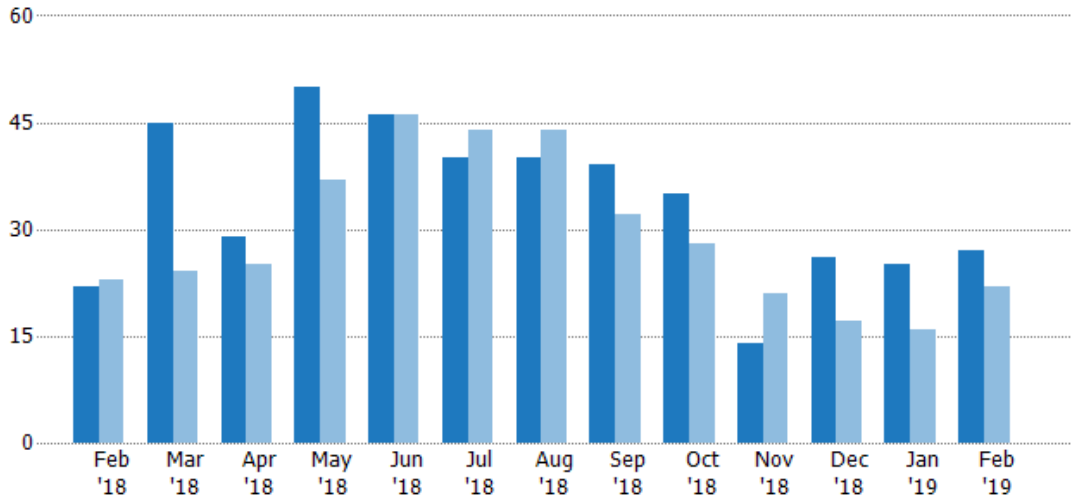
## New Pending Sales

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

### Filters Used

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

Month/Year	Count	% Chg.
Feb '19	27	22.7%
Feb '18	22	-4.3%
Feb '17	23	-17.4%



	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19
Current Year	22	45	29	50	46	40	40	39	35	14	26	25	27
Prior Year	23	24	25	37	46	44	44	32	28	21	17	16	22
Percent Change from Prior Year	-4%	88%	16%	35%	0%	-9%	-9%	22%	25%	-33%	53%	56%	23%

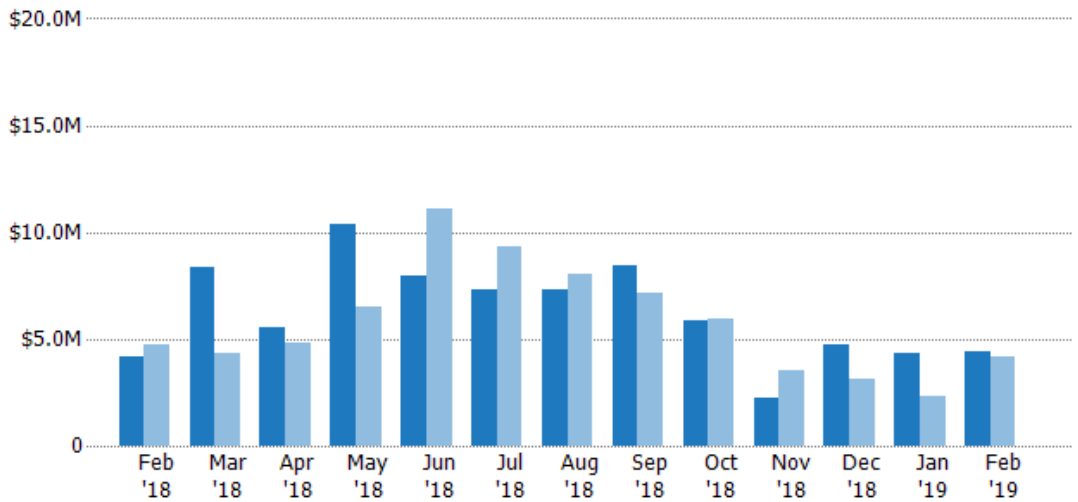
## New Pending Sales Volume

The sum of the sales price of residential properties with accepted offers that were added each month.

### Filters Used

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

Month/Year	Volume	% Chg.
Feb '19	\$4.43M	6.1%
Feb '18	\$4.17M	-12%
Feb '17	\$4.74M	-33.2%



	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19
Current Year	\$4.17M	\$8.38M	\$5.54M	\$10.4M	\$7.99M	\$7.32M	\$7.31M	\$8.41M	\$5.87M	\$2.25M	\$4.74M	\$4.31M	\$4.43M
Prior Year	\$4.74M	\$4.35M	\$4.8M	\$6.51M	\$11.1M	\$9.3M	\$8.06M	\$7.15M	\$5.95M	\$3.55M	\$3.13M	\$2.36M	\$4.17M
Percent Change from Prior Year	-12%	93%	15%	60%	-28%	-21%	-9%	18%	-1%	-37%	51%	83%	6%



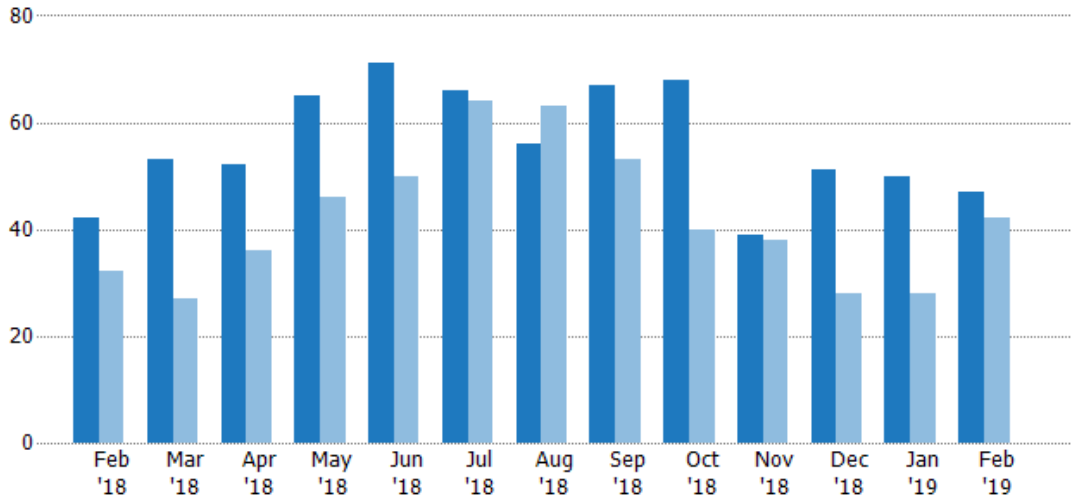
## Pending Sales

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

### Filters Used

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

Month/Year	Count	% Chg.
Feb '19	47	11.9%
Feb '18	42	31.3%
Feb '17	32	-9.4%



Current Year	42	53	52	65	71	66	56	67	68	39	51	50	47
Prior Year	32	27	36	46	50	64	63	53	40	38	28	28	42
Percent Change from Prior Year	31%	96%	44%	41%	42%	3%	-11%	26%	70%	3%	82%	79%	12%

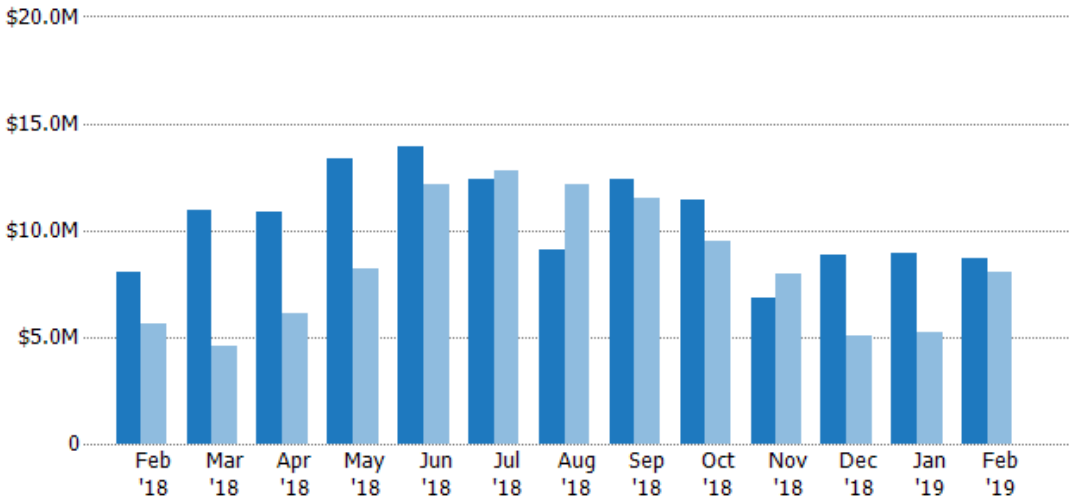
## Pending Sales Volume

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

### Filters Used

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

Month/Year	Volume	% Chg.
Feb '19	\$8.69M	8.2%
Feb '18	\$8.04M	43.3%
Feb '17	\$5.61M	-19.5%



Current Year	\$8.04M	\$11M	\$10.9M	\$13.4M	\$13.9M	\$12.4M	\$9.11M	\$12.4M	\$11.4M	\$6.87M	\$8.81M	\$8.95M	\$8.69M
Prior Year	\$5.61M	\$4.6M	\$6.12M	\$8.18M	\$12.1M	\$12.8M	\$12.2M	\$11.5M	\$9.48M	\$7.93M	\$5.09M	\$5.21M	\$8.04M
Percent Change from Prior Year	43%	138%	78%	63%	15%	-3%	-25%	8%	20%	-13%	73%	72%	8%

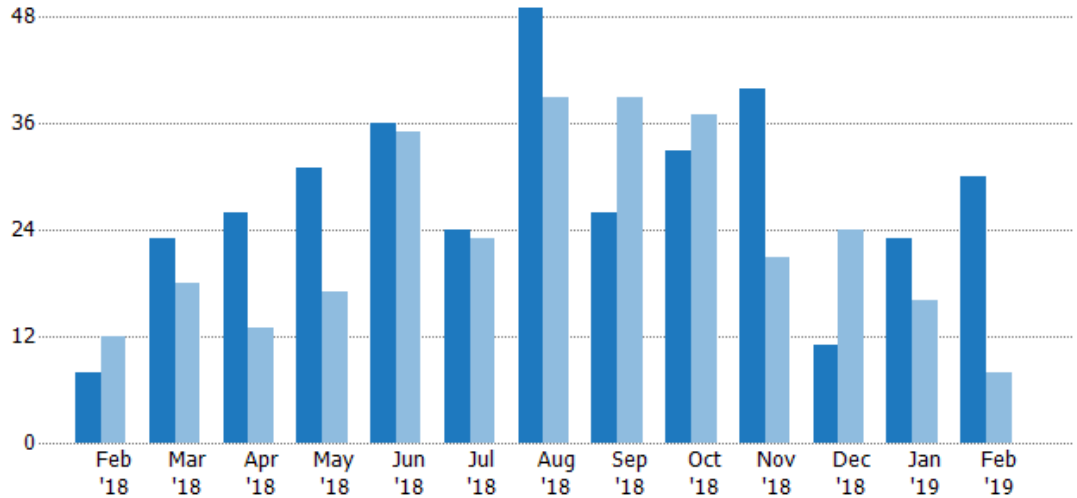
## Closed Sales

The total number of residential properties sold each month.

### Filters Used

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

Month/ Year	Count	% Chg.
Feb '19	30	275%
Feb '18	8	-33.3%
Feb '17	12	0%



	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19
Current Year	8	23	26	31	36	24	49	26	33	40	11	23	30
Prior Year	12	18	13	17	35	23	39	39	37	21	24	16	8
Percent Change from Prior Year	-33%	28%	100%	82%	3%	4%	26%	-33%	-11%	90%	-54%	44%	275%

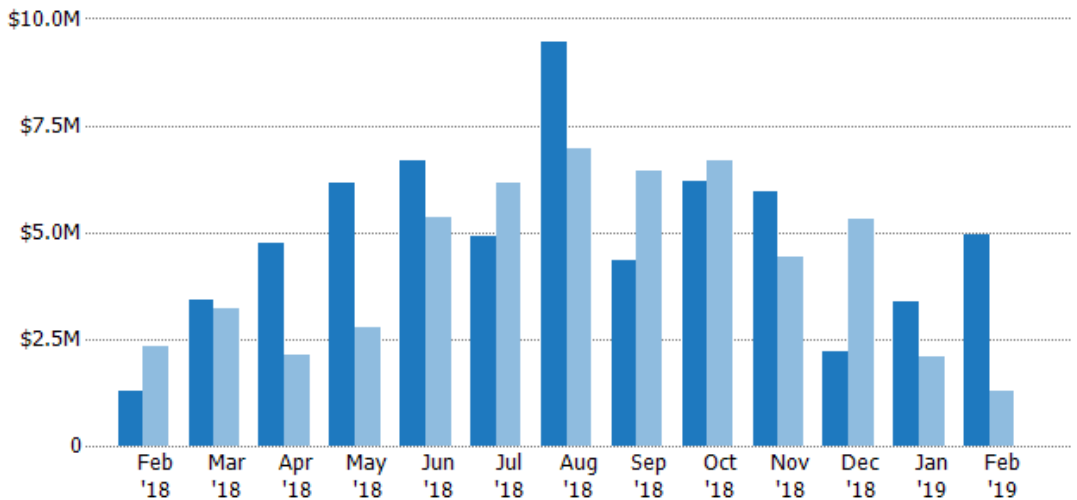
## Closed Sales Volume

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

### Filters Used

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

Month/ Year	Volume	% Chg.
Feb '19	\$4.93M	289.3%
Feb '18	\$1.27M	-45.9%
Feb '17	\$2.34M	-7.2%



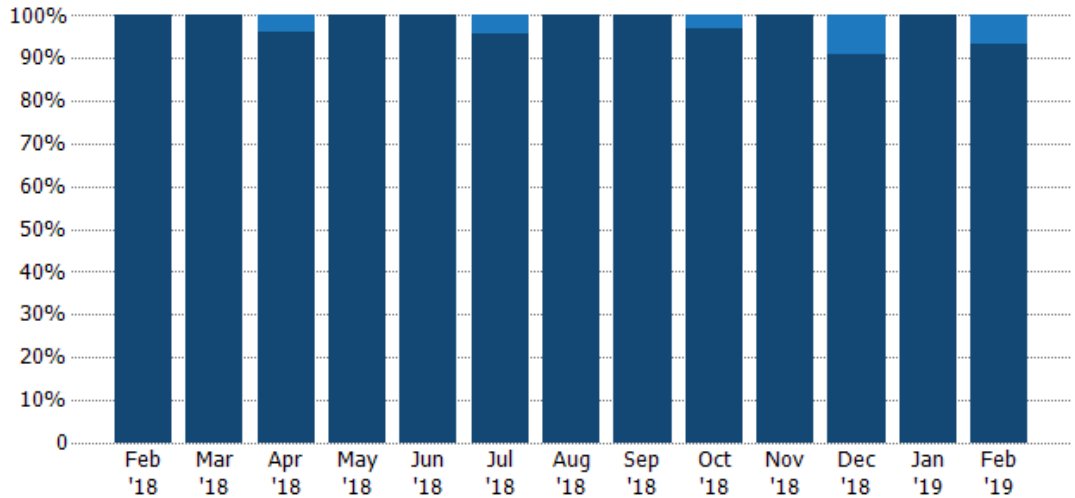
	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19
Current Year	\$1.27M	\$3.41M	\$4.74M	\$6.17M	\$6.66M	\$4.9M	\$9.47M	\$4.35M	\$6.2M	\$5.97M	\$2.22M	\$3.38M	\$4.93M
Prior Year	\$2.34M	\$3.23M	\$2.13M	\$2.77M	\$5.37M	\$6.15M	\$6.95M	\$6.44M	\$6.66M	\$4.4M	\$5.32M	\$2.09M	\$1.27M
Percent Change from Prior Year	-46%	6%	122%	122%	24%	-20%	36%	-32%	-7%	36%	-58%	61%	289%

## Closed Sales by Property Type

The percentage of residential properties sold each month by property type.

**Filters Used**

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



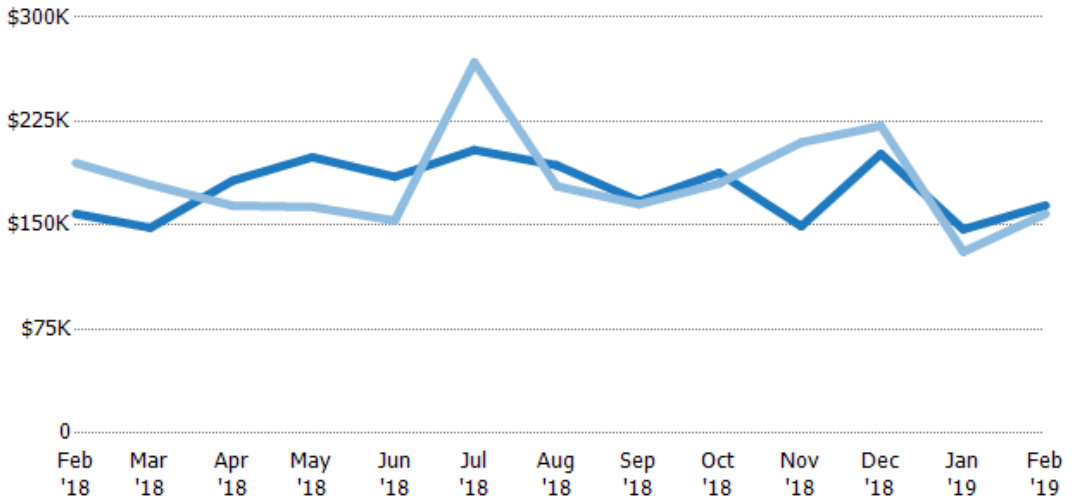
Property Type	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19
Condo/Townhouse	-	-	4%	-	-	4%	-	-	3%	-	9%	-	7%
Single Family Residence	100%	100%	96%	100%	100%	96%	100%	100%	97%	100%	91%	100%	93%

## Average Sales Price

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

**Filters Used**

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



Month/Year	Price	% Chg.
Feb '19	\$164K	3.8%
Feb '18	\$158K	-18.8%
Feb '17	\$195K	-7.2%

Year	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb
Current Year	\$158K	\$148K	\$182K	\$199K	\$185K	\$204K	\$193K	\$167K	\$188K	\$149K	\$202K	\$147K	\$164K
Prior Year	\$195K	\$179K	\$164K	\$163K	\$153K	\$267K	\$178K	\$165K	\$180K	\$210K	\$222K	\$131K	\$158K
Percent Change from Prior Year	-19%	-17%	11%	22%	21%	-24%	8%	1%	4%	-29%	-9%	12%	4%

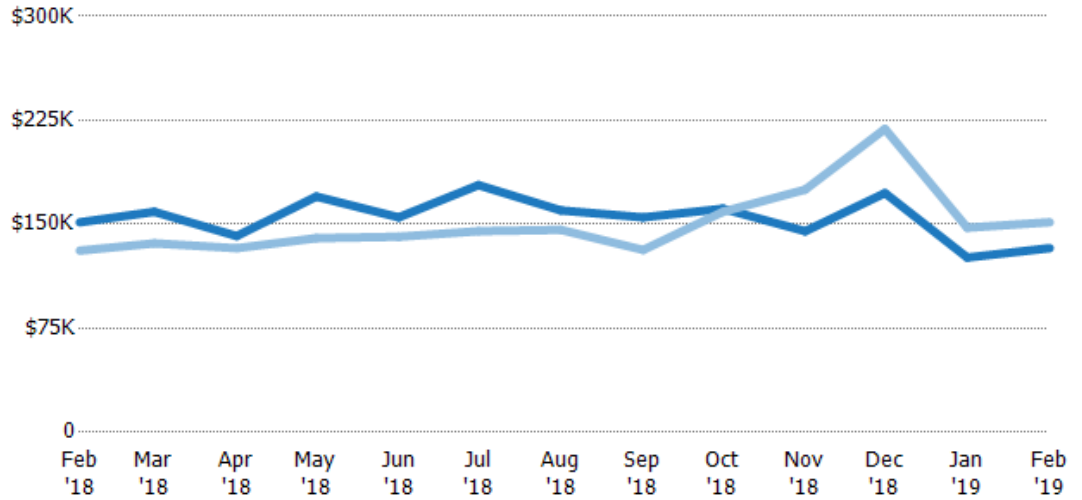
## Median Sales Price

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

### Filters Used

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

Month/ Year	Price	% Chg.
Feb '19	\$133K	-12.3%
Feb '18	\$151K	15.6%
Feb '17	\$131K	43.5%



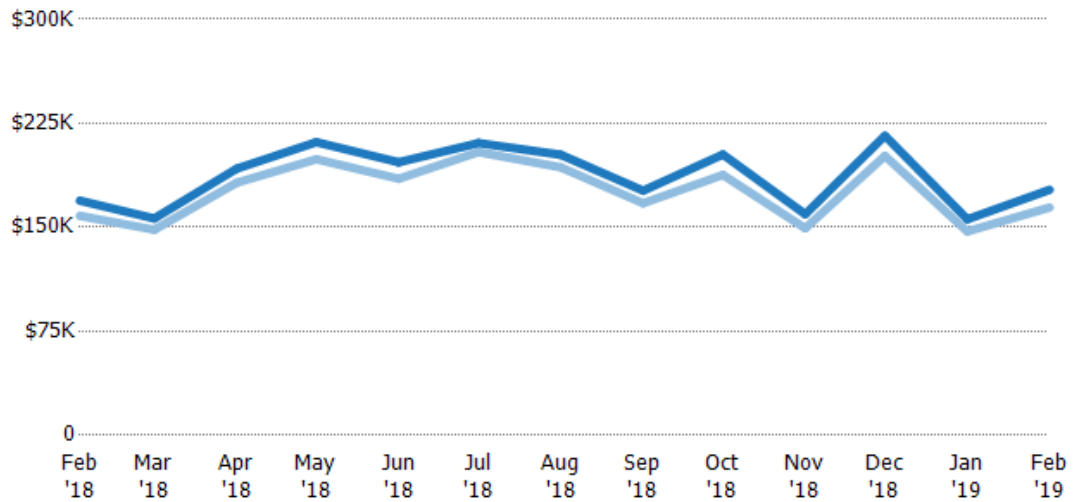
Current Year	\$151K	\$159K	\$142K	\$170K	\$155K	\$178K	\$160K	\$155K	\$161K	\$145K	\$173K	\$126K	\$133K
Prior Year	\$131K	\$136K	\$133K	\$140K	\$141K	\$145K	\$146K	\$132K	\$159K	\$175K	\$219K	\$148K	\$151K
Percent Change from Prior Year	16%	17%	7%	21%	10%	23%	10%	18%	1%	-17%	-21%	-15%	-12%

## 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



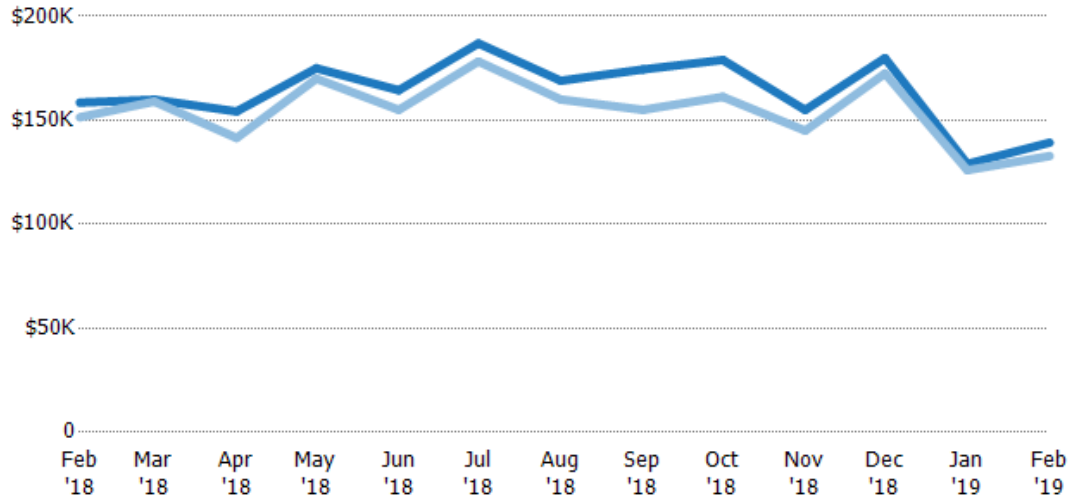
Avg List Price	\$169K	\$156K	\$192K	\$211K	\$197K	\$211K	\$202K	\$176K	\$203K	\$159K	\$216K	\$156K	\$177K
Avg Sales Price	\$158K	\$148K	\$182K	\$199K	\$185K	\$204K	\$193K	\$167K	\$188K	\$149K	\$202K	\$147K	\$164K
Avg Sales Price as a % of Avg List Price	93%	95%	95%	94%	94%	97%	96%	95%	93%	94%	93%	94%	93%

## 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



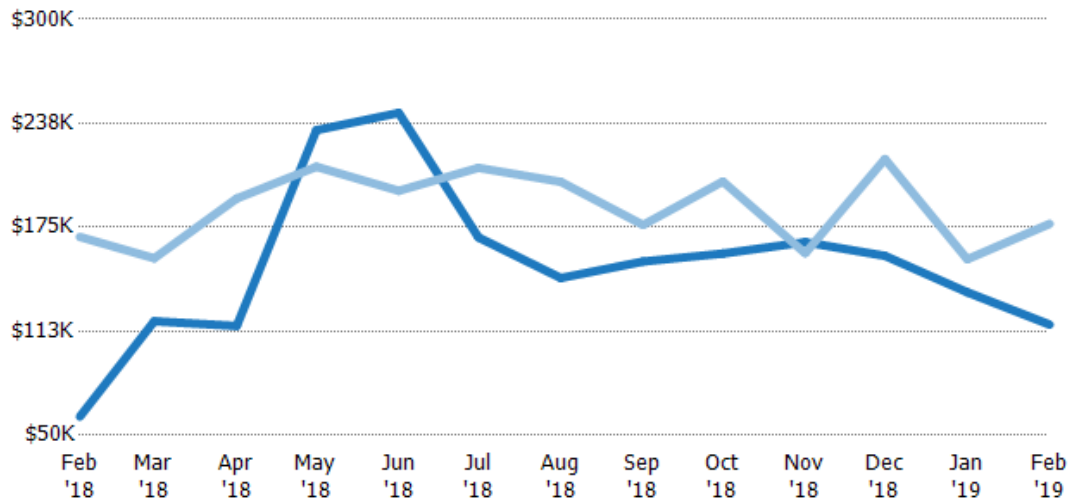
	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19
Median List Price	\$159K	\$160K	\$154K	\$175K	\$164K	\$187K	\$169K	\$174K	\$179K	\$155K	\$180K	\$129K	\$139K
Median Sales Price	\$151K	\$159K	\$142K	\$170K	\$155K	\$178K	\$160K	\$155K	\$161K	\$145K	\$173K	\$126K	\$133K
Med Sales Price as a % of Med List Price	96%	99%	92%	97%	94%	95%	95%	89%	90%	94%	96%	98%	95%

## 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



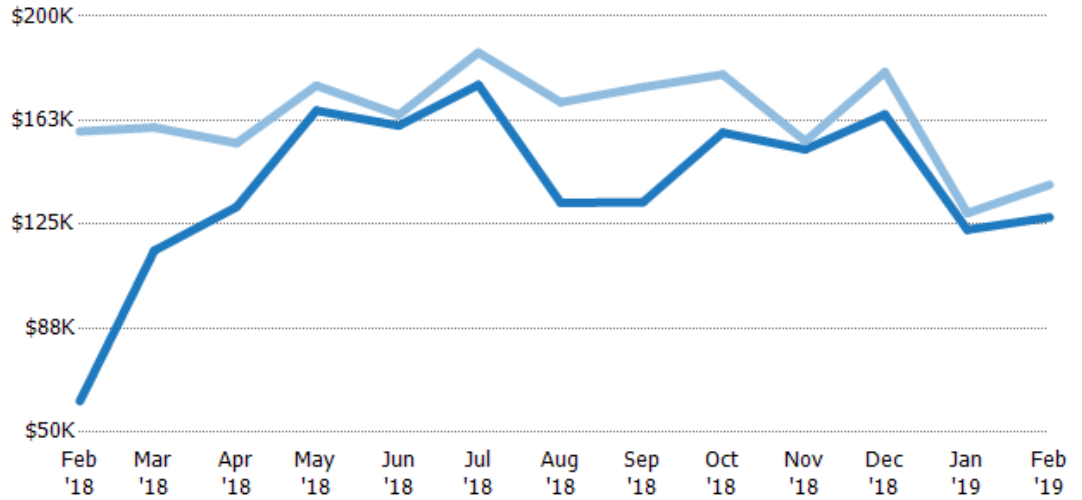
	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19
Avg Est Value	\$61.2K	\$119K	\$116K	\$233K	\$244K	\$169K	\$145K	\$154K	\$159K	\$166K	\$158K	\$136K	\$117K
Avg Sales Price	\$169K	\$156K	\$192K	\$211K	\$197K	\$211K	\$202K	\$176K	\$203K	\$159K	\$216K	\$156K	\$177K
Avg Sales Price as a % of Avg Est Value	277%	132%	166%	91%	81%	125%	140%	114%	127%	96%	137%	115%	152%

## 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



Median Est Value	\$61.2K	\$116K	\$131K	\$166K	\$161K	\$175K	\$133K	\$133K	\$158K	\$152K	\$165K	\$123K	\$128K
Median Sales Price	\$159K	\$160K	\$154K	\$175K	\$164K	\$187K	\$169K	\$174K	\$179K	\$155K	\$180K	\$129K	\$139K
Med Sales Price as a % of Med Est Value	259%	138%	118%	105%	102%	107%	127%	131%	113%	102%	109%	105%	109%