

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	+ / -
Listing Activity Charts Metrics						
New Listing Count	29	44	-34.1%	58	73	-20.5%
New Listing Volume	\$7,158,900	\$13,588,950	-47.3%	\$13,678,200	\$18,912,549	-27.7%
Active Listing Count	283	346	-18.2%	N/A	N/A	
Active Listing Volume	\$81,390,124	\$85,599,378	-4.9%	N/A	N/A	
Average Listing Price	\$287,598	\$247,397	+16.2%	\$284,183	\$239,806	+18.5%
Median Listing Price	\$227,000	\$194,900	+16.5%	\$223,714	\$190,269	+17.6%
Median Days in RPR	218	205	+6.3%	218	203.67	+7%
Months of Inventory	12.3	21.6	-43.1%	24.3	23.5	+3.5%
Absorption Rate	8.13%	4.62%	+3.5%	4.11%	4.25%	-0.1%
Sales Activity Charts Metrics						
New Pending Sales Count	24	22	+9.1%	46	38	+21.1%
New Pending Sales Volume	\$3,701,500	\$4,174,799	-11.3%	\$7,320,000	\$6,532,599	+12.1%
Pending Sales Count	42	45	-6.7%	N/A	N/A	
Pending Sales Volume	\$7,601,200	\$8,503,099	-10.6%	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%

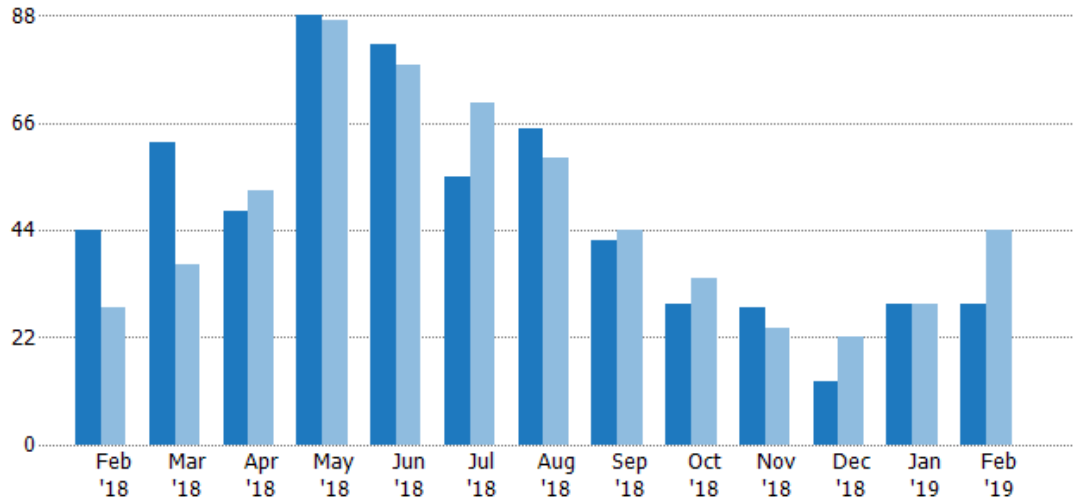
New Listings

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	-34.1%
Feb '18	44	57.1%
Feb '17	28	32.1%



Current Year	44	62	48	88	82	55	65	42	29	28	13	29	29
Prior Year	28	37	52	87	78	70	59	44	34	24	22	29	44
Percent Change from Prior Year	57%	68%	-8%	1%	5%	-21%	10%	-5%	-15%	17%	-41%	0%	-34%

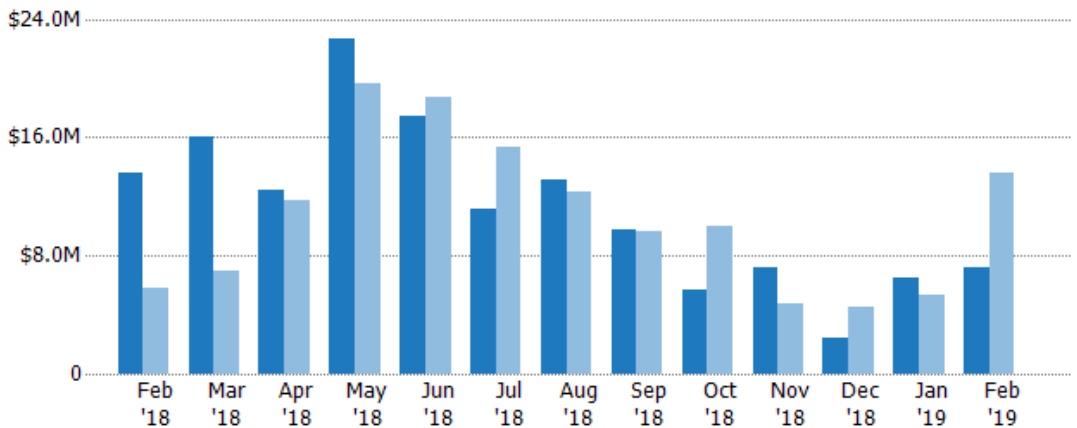
New Listing Volume

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	\$7.16M	-47.3%
Feb '18	\$13.6M	135.8%
Feb '17	\$5.76M	46.5%



Current Year	\$13.6M	\$16M	\$12.5M	\$22.6M	\$17.4M	\$11.1M	\$13.2M	\$9.72M	\$5.71M	\$7.23M	\$2.48M	\$6.52M	\$7.16M
Prior Year	\$5.76M	\$6.95M	\$11.7M	\$19.6M	\$18.7M	\$15.4M	\$12.3M	\$9.59M	\$9.95M	\$4.71M	\$4.52M	\$5.32M	\$13.6M
Percent Change from Prior Year	136%	130%	7%	15%	-7%	-28%	7%	1%	-43%	53%	-45%	22%	-47%

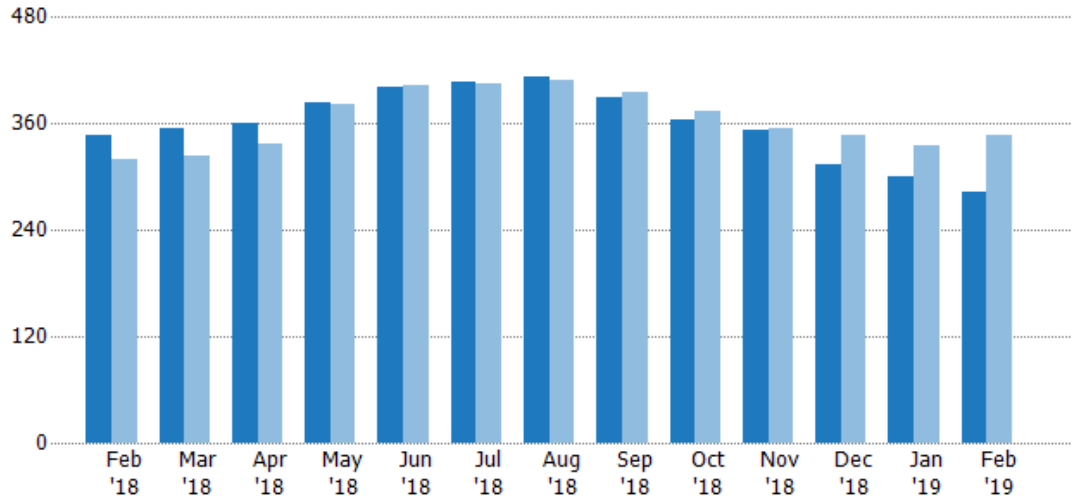
Active Listings

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

Month/ Year	Count	% Chg.
Feb '19	283	-18.2%
Feb '18	346	8.5%
Feb '17	319	23.2%



Current Year	346	354	360	383	402	406	412	390	365	353	313	301	283
Prior Year	319	323	338	382	404	405	408	396	374	354	346	336	346
Percent Change from Prior Year	8%	10%	7%	0%	0%	0%	1%	-2%	-2%	0%	-10%	-10%	-18%

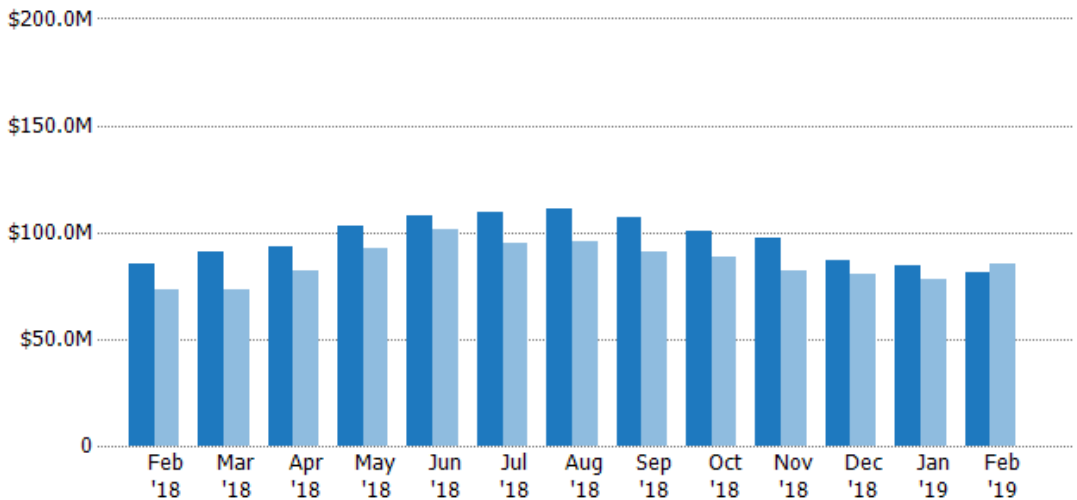
Active Listing Volume

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

Month/ Year	Volume	% Chg.
Feb '19	\$81.4M	-4.9%
Feb '18	\$85.6M	17.2%
Feb '17	\$73M	25.2%



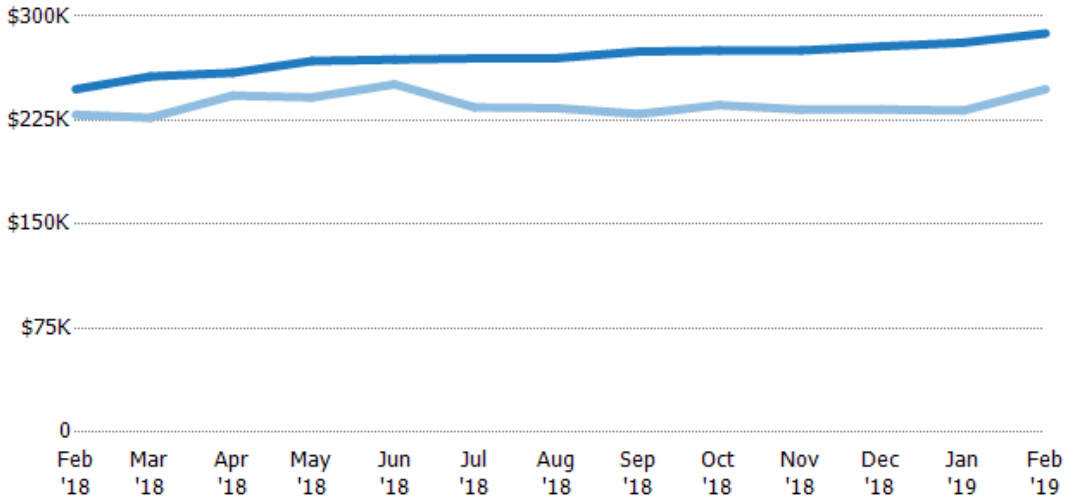
Current Year	\$85.6M	\$90.8M	\$93.3M	\$103M	\$108M	\$109M	\$111M	\$107M	\$100M	\$97.2M	\$87.1M	\$84.6M	\$81.4M
Prior Year	\$73M	\$73.3M	\$82.1M	\$92.2M	\$101M	\$94.9M	\$95.4M	\$90.9M	\$88.2M	\$82.4M	\$80.6M	\$77.9M	\$85.6M
Percent Change from Prior Year	17%	24%	14%	11%	7%	15%	17%	18%	14%	18%	8%	8%	-5%

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



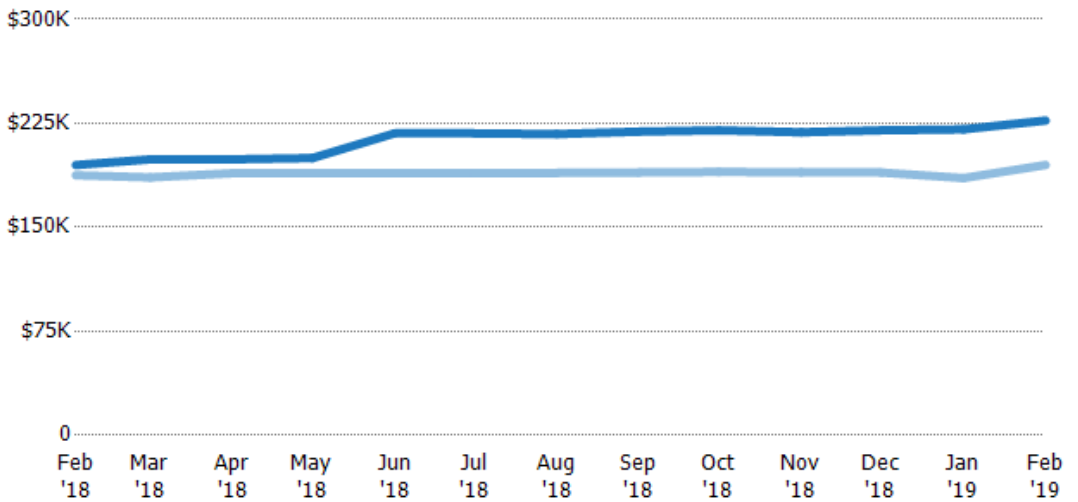
	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19
Current Year	\$247K	\$257K	\$259K	\$268K	\$269K	\$270K	\$270K	\$275K	\$275K	\$275K	\$278K	\$281K	\$288K
Prior Year	\$229K	\$227K	\$243K	\$241K	\$251K	\$234K	\$234K	\$230K	\$236K	\$233K	\$233K	\$232K	\$247K
Percent Change from Prior Year	8%	13%	7%	11%	7%	15%	15%	20%	17%	18%	19%	21%	16%

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



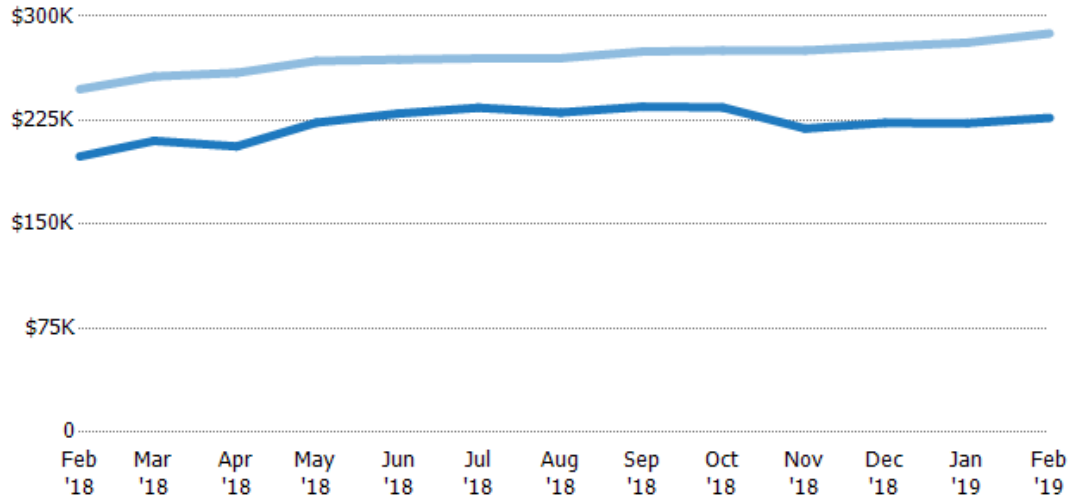
	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19
Current Year	\$195K	\$199K	\$199K	\$200K	\$218K	\$218K	\$217K	\$219K	\$220K	\$219K	\$220K	\$221K	\$227K
Prior Year	\$188K	\$186K	\$189K	\$189K	\$189K	\$189K	\$189K	\$190K	\$190K	\$190K	\$190K	\$186K	\$195K
Percent Change from Prior Year	4%	7%	5%	6%	15%	15%	15%	16%	16%	15%	16%	19%	16%

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



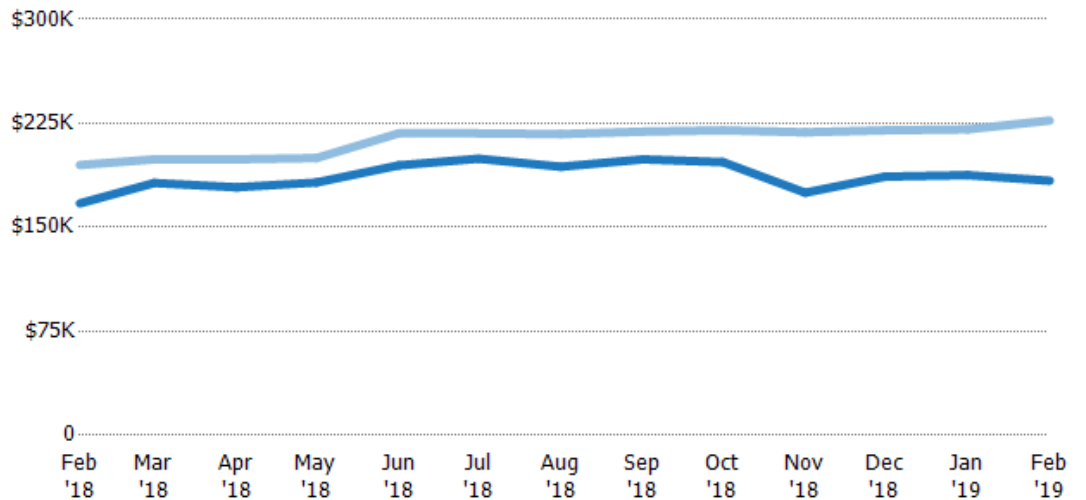
	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19
Avg Est Value	\$199K	\$210K	\$206K	\$223K	\$230K	\$234K	\$231K	\$235K	\$234K	\$219K	\$223K	\$223K	\$227K
Avg Listing Price	\$247K	\$257K	\$259K	\$268K	\$269K	\$270K	\$270K	\$275K	\$275K	\$275K	\$278K	\$281K	\$288K
Avg Listing Price as a % of Avg Est Value	124%	122%	126%	120%	117%	115%	117%	117%	118%	126%	125%	126%	127%

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



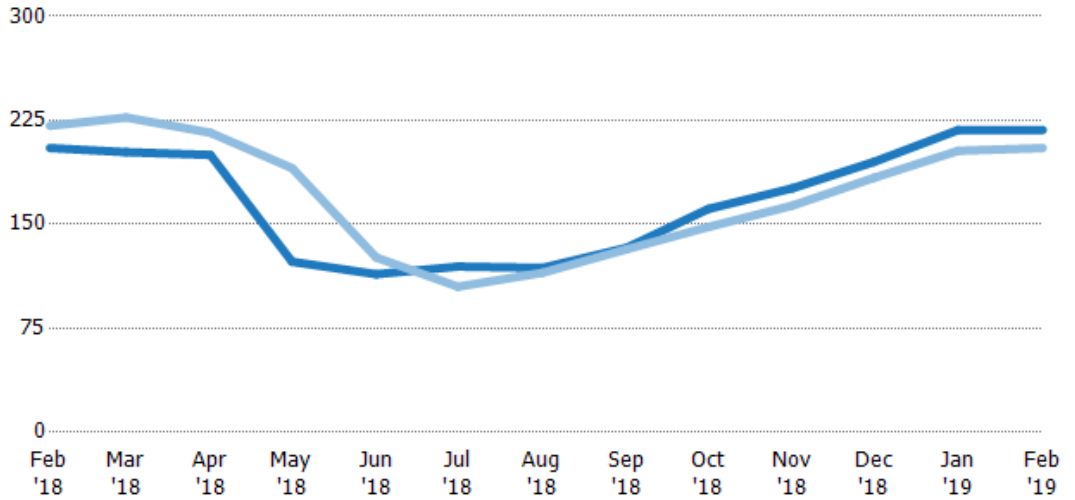
	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19
Median Est Value	\$167K	\$182K	\$179K	\$182K	\$195K	\$199K	\$194K	\$199K	\$197K	\$175K	\$186K	\$188K	\$184K
Median Listing Price	\$195K	\$199K	\$199K	\$200K	\$218K	\$218K	\$217K	\$219K	\$220K	\$219K	\$220K	\$221K	\$227K
Med Listing Price as a % of Med Est Value	117%	109%	111%	110%	112%	109%	112%	110%	112%	125%	118%	118%	124%

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	218	6.3%
Feb '18	205	-7.2%
Feb '17	221	-3.2%

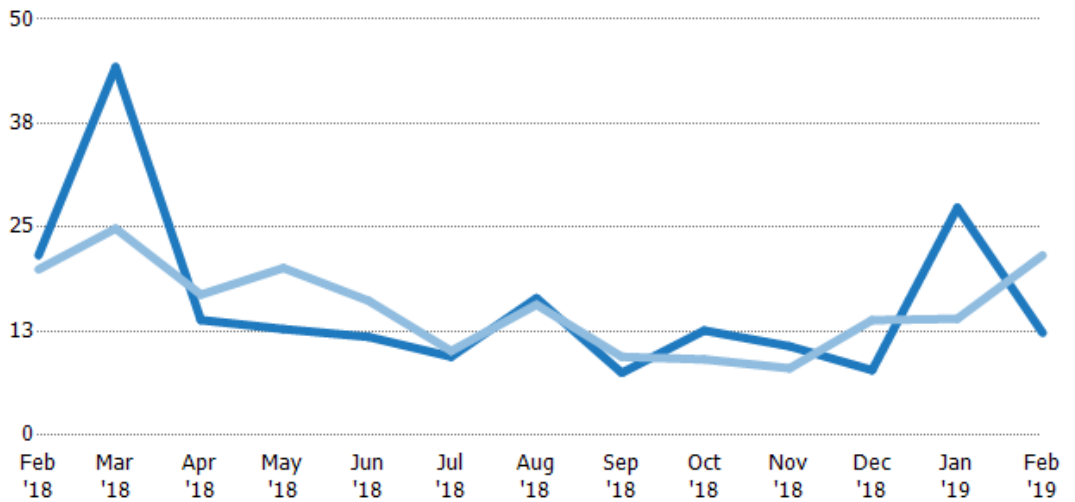
Current Year	205	202	200	123	114	120	119	133	161	176	195	218	218
Prior Year	221	227	216	191	126	105	115	132	148	164	184	203	205
Percent Change from Prior Year	-7%	-11%	-7%	-35%	-10%	14%	3%	1%	9%	8%	6%	7%	6%

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	12.3	-43.1%
Feb '18	21.6	8.5%
Feb '17	19.9	23.2%

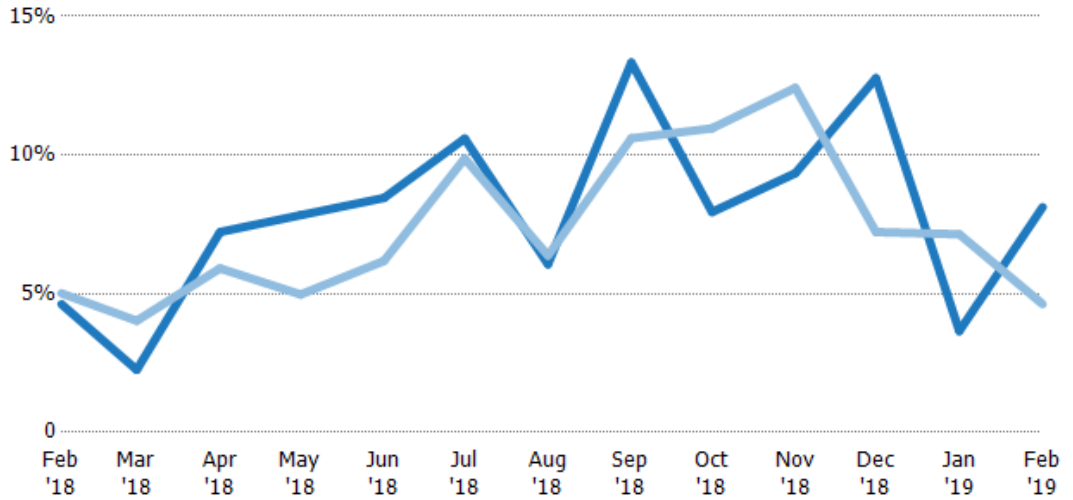
Current Year	21.6	44.3	13.8	12.8	11.8	9.44	16.5	7.5	12.6	10.7	7.83	27.4	12.3
Prior Year	19.9	24.8	16.9	20.1	16.2	10.1	15.7	9.43	9.12	8.05	13.8	14	21.6
Percent Change from Prior Year	8%	78%	-18%	-37%	-27%	-7%	5%	-20%	38%	33%	-43%	95%	-43%

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



Month/Year	Rate	Chg.
Feb '19	8%	-3.5%
Feb '18	5%	0.4%
Feb '17	5%	-18.8%

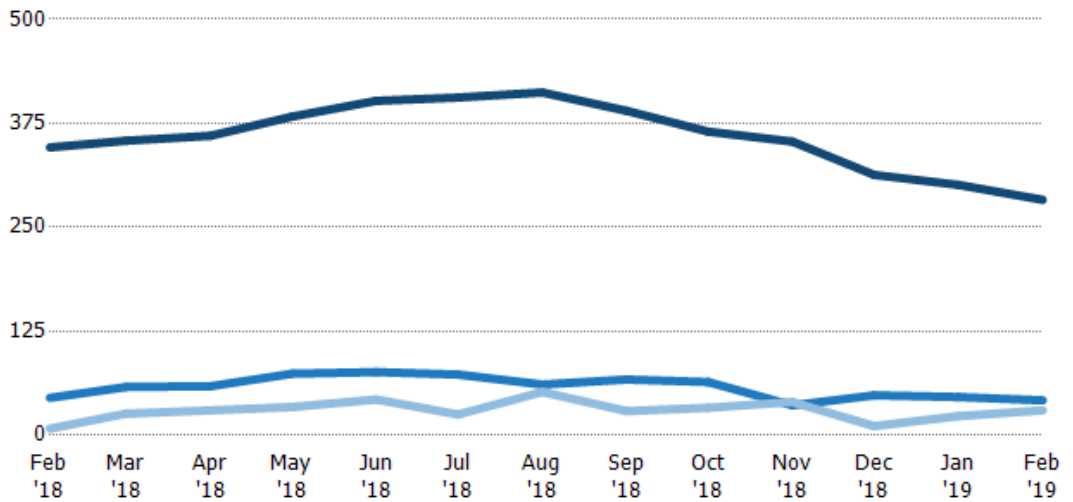
	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19
Current Year	5%	2%	7%	8%	8%	11%	6%	13%	8%	9%	13%	4%	8%
Prior Year	5%	4%	6%	5%	6%	10%	6%	11%	11%	12%	7%	7%	5%
Change from Prior Year	0%	2%	-1%	-3%	-2%	-1%	0%	-3%	3%	3%	-6%	3%	-4%

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	346	354	360	383	402	406	412	390	365	353	313	301	283
Pending	45	58	59	74	76	73	61	67	64	36	48	46	42
Sold	8	26	30	34	43	25	52	29	33	40	11	23	30

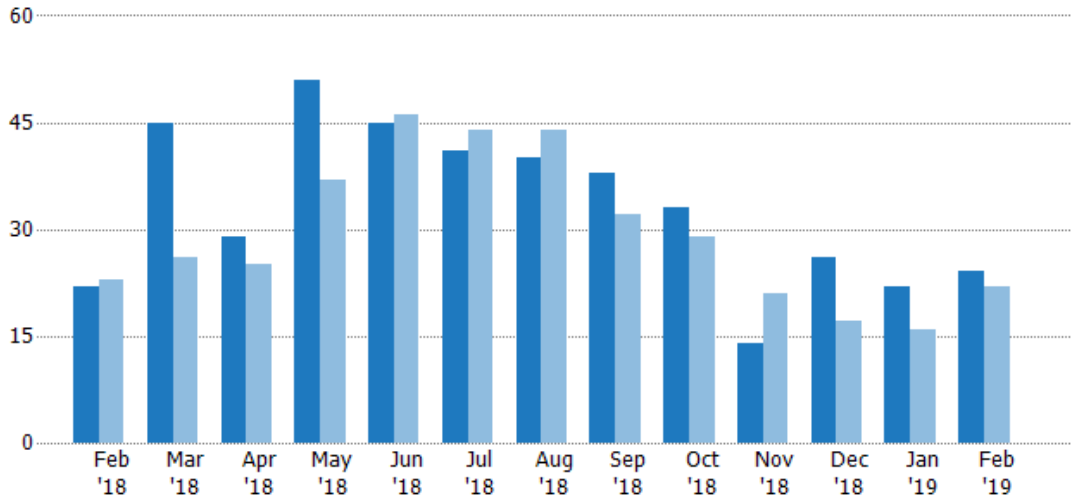
New Pending Sales

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	24	9.1%
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	51	45	41	40	38	33	14	26	22	24
Prior Year	23	26	25	37	46	44	44	32	29	21	17	16	22
Percent Change from Prior Year	-4%	73%	16%	38%	-2%	-7%	-9%	19%	14%	-33%	53%	38%	9%

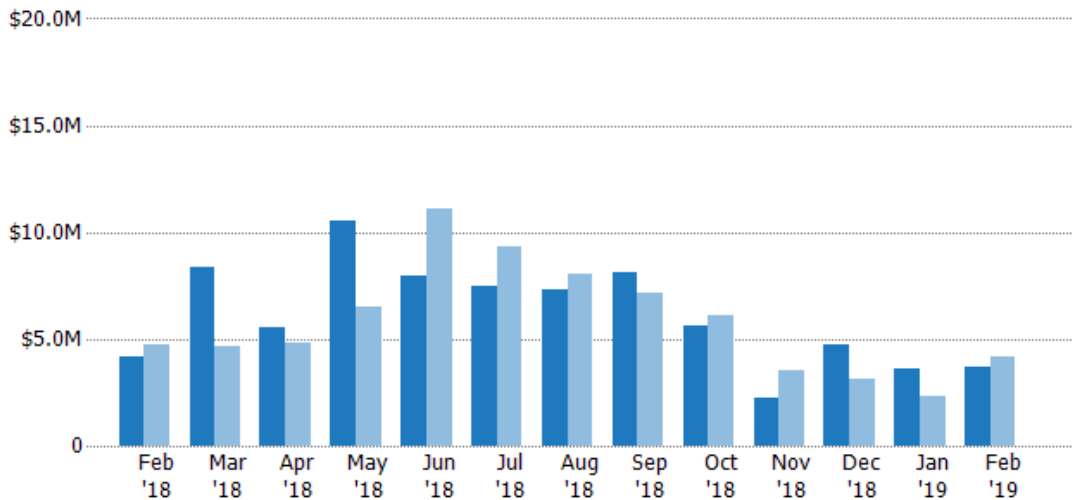
New Pending Sales Volume

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	\$3.7M	-11.3%
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	\$10.5M	\$7.95M	\$7.44M	\$7.31M	\$8.14M	\$5.64M	\$2.25M	\$4.74M	\$3.62M	\$3.7M
Prior Year	\$4.74M	\$4.62M	\$4.8M	\$6.51M	\$11.1M	\$9.3M	\$8.06M	\$7.15M	\$6.14M	\$3.55M	\$3.13M	\$2.36M	\$4.17M
Percent Change from Prior Year	-12%	82%	15%	62%	-29%	-20%	-9%	14%	-8%	-37%	51%	53%	-11%

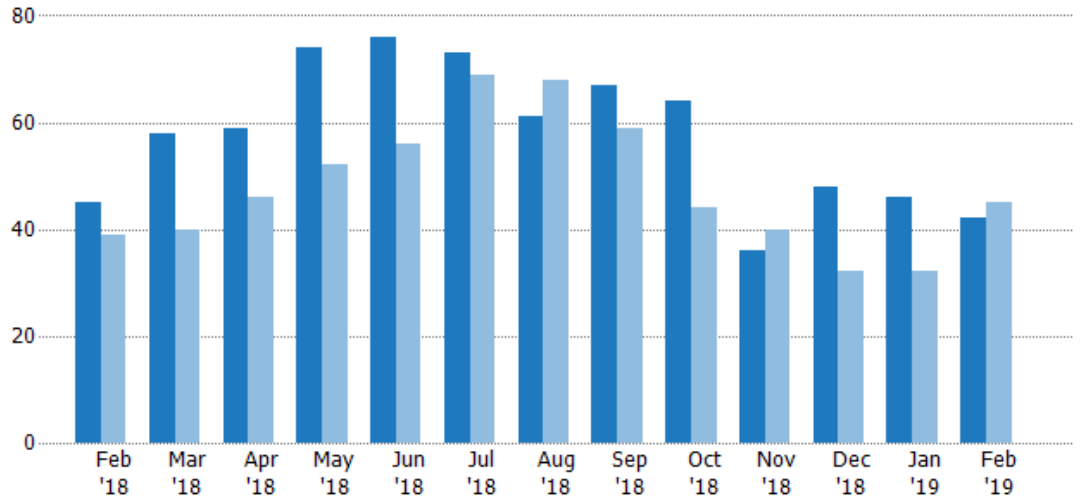
Pending Sales

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	42	-6.7%
Feb '18	45	15.4%
Feb '17	39	-10.3%



Current Year	45	58	59	74	76	73	61	67	64	36	48	46	42
Prior Year	39	40	46	52	56	69	68	59	44	40	32	32	45
Percent Change from Prior Year	15%	45%	28%	42%	36%	6%	-10%	14%	45%	-10%	50%	44%	-7%

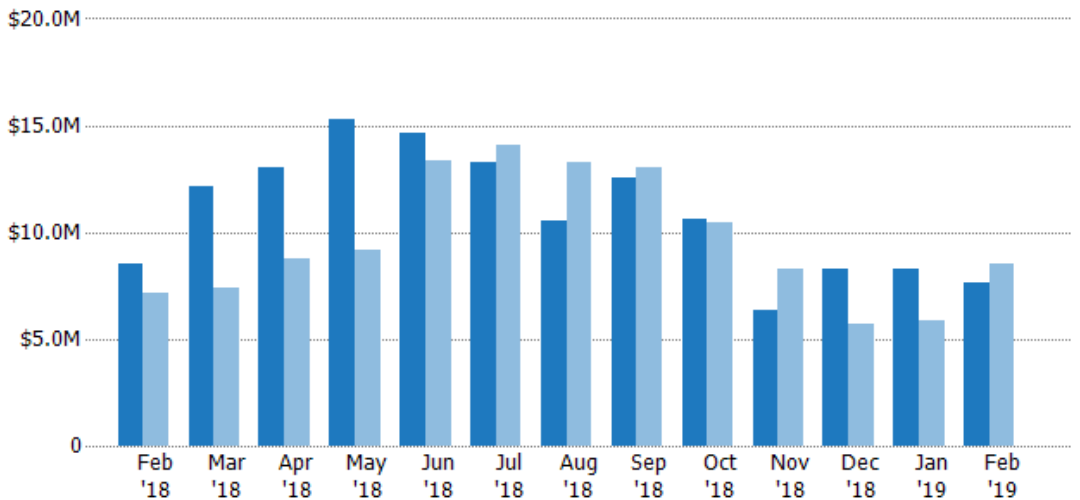
Pending Sales Volume

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	\$7.6M	-10.6%
Feb '18	\$8.5M	19.1%
Feb '17	\$7.14M	-23.7%



Current Year	\$8.5M	\$12.1M	\$13M	\$15.3M	\$14.7M	\$13.3M	\$10.5M	\$12.5M	\$10.6M	\$6.38M	\$8.32M	\$8.31M	\$7.6M
Prior Year	\$7.14M	\$7.38M	\$8.76M	\$9.14M	\$13.4M	\$14M	\$13.3M	\$13M	\$10.5M	\$8.32M	\$5.71M	\$5.83M	\$8.5M
Percent Change from Prior Year	19%	64%	49%	67%	9%	-5%	-21%	-4%	1%	-23%	46%	43%	-11%

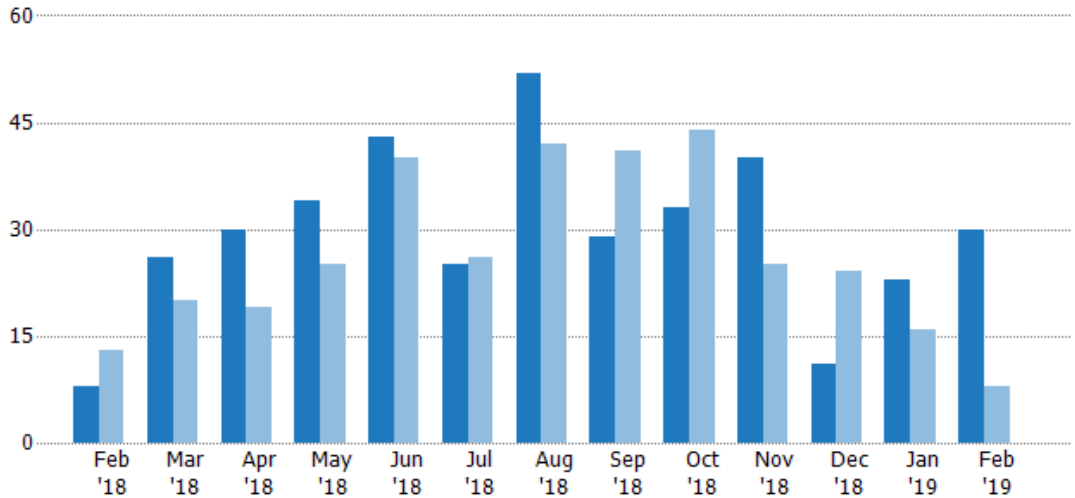
Closed Sales

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	-38.5%
Feb '17	13	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	26	30	34	43	25	52	29	33	40	11	23	30
Prior Year	13	20	19	25	40	26	42	41	44	25	24	16	8
Percent Change from Prior Year	-38%	30%	58%	36%	8%	-4%	24%	-29%	-25%	60%	-54%	44%	275%

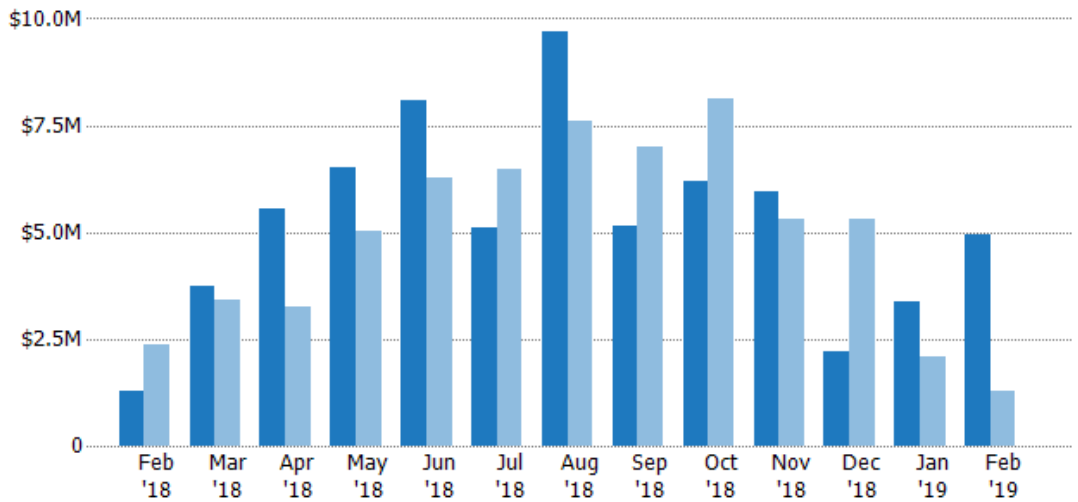
Closed Sales Volume

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	-46.7%
Feb '17	\$2.38M	-3.7%



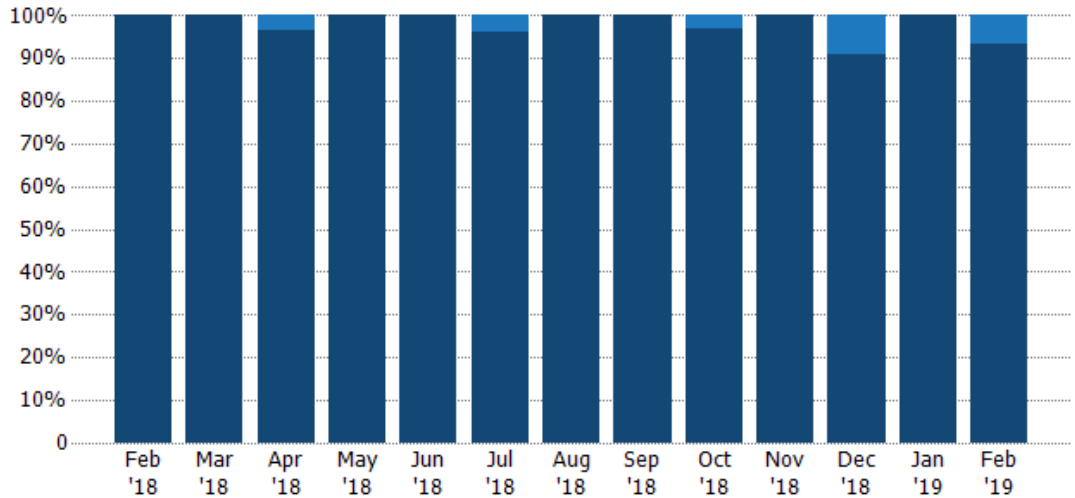
	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19
Current Year	\$1.27M	\$3.73M	\$5.55M	\$6.51M	\$8.08M	\$5.09M	\$9.68M	\$5.14M	\$6.2M	\$5.97M	\$2.22M	\$3.38M	\$4.93M
Prior Year	\$2.38M	\$3.42M	\$3.24M	\$5.01M	\$6.27M	\$6.48M	\$7.61M	\$7M	\$8.11M	\$5.3M	\$5.32M	\$2.09M	\$1.27M
Percent Change from Prior Year	-47%	9%	71%	30%	29%	-21%	27%	-27%	-24%	13%	-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



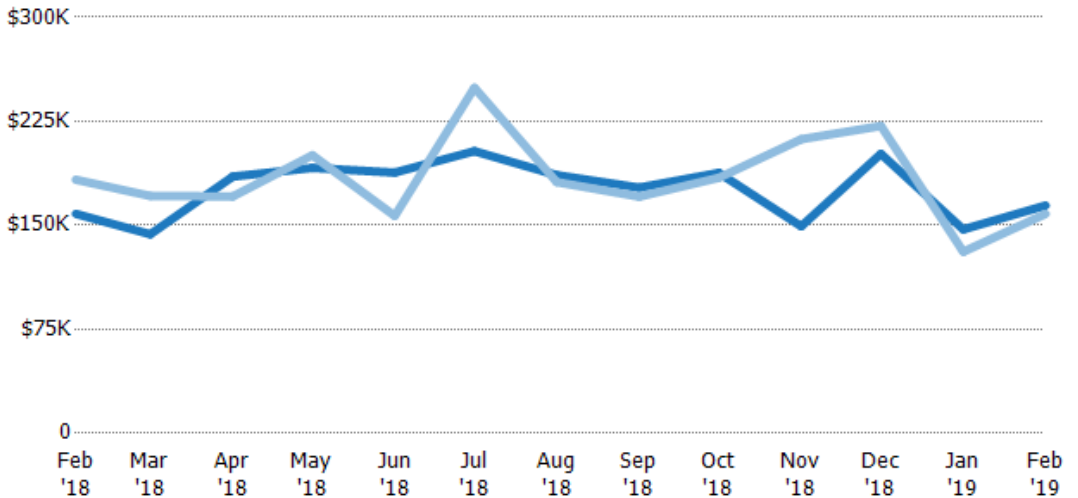
Property Type	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19
Condo/Townhouse	-	-	3%	-	-	4%	-	-	3%	-	9%	-	7%
Single Family Residence	100%	100%	97%	100%	100%	96%	100%	100%	97%	100%	91%	100%	93%

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	-13.5%
Feb '17	\$183K	-3.7%

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
Current Year	\$158K	\$144K	\$185K	\$191K	\$188K	\$203K	\$186K	\$177K	\$188K	\$149K	\$202K	\$147K	\$164K
Prior Year	\$183K	\$171K	\$171K	\$201K	\$157K	\$249K	\$181K	\$171K	\$184K	\$212K	\$222K	\$131K	\$158K
Percent Change from Prior Year	-13%	-16%	8%	-5%	20%	-18%	3%	4%	2%	-30%	-9%	12%	4%

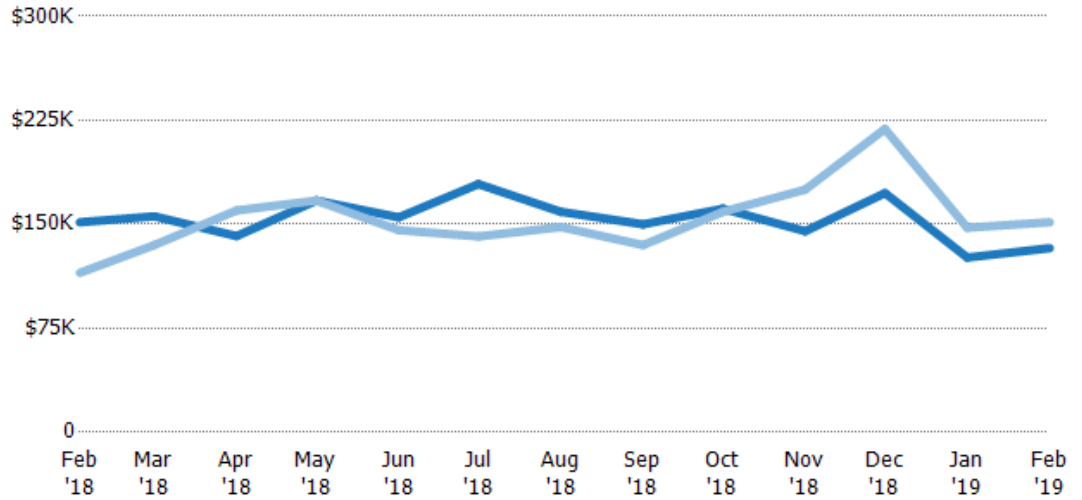
Median Sales Price

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	31.7%
Feb '17	\$115K	56.5%



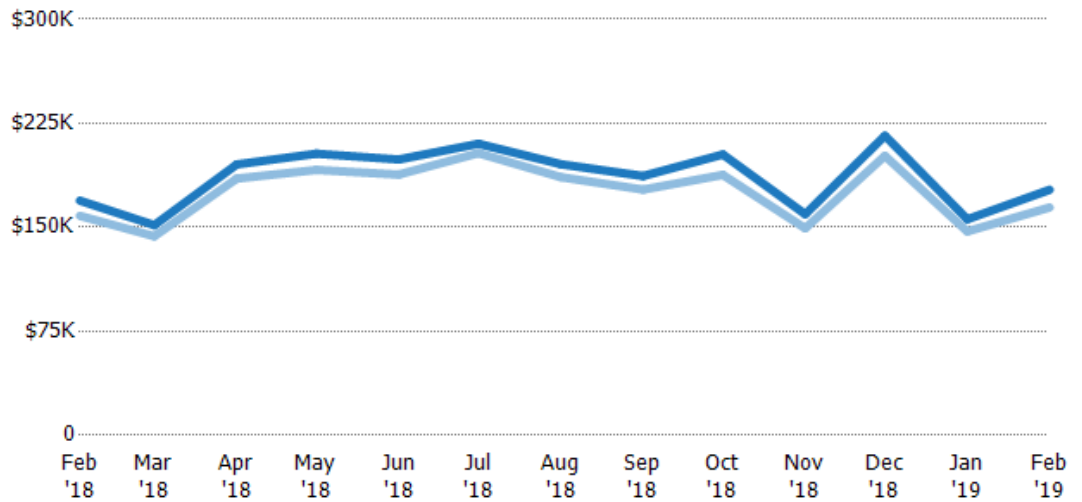
Current Year	\$151K	\$156K	\$142K	\$167K	\$155K	\$179K	\$159K	\$150K	\$161K	\$145K	\$173K	\$126K	\$133K
Prior Year	\$115K	\$135K	\$160K	\$167K	\$146K	\$141K	\$148K	\$135K	\$159K	\$175K	\$219K	\$148K	\$151K
Percent Change from Prior Year	32%	15%	-12%	0%	6%	27%	7%	11%	1%	-17%	-21%	-15%	-12%

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



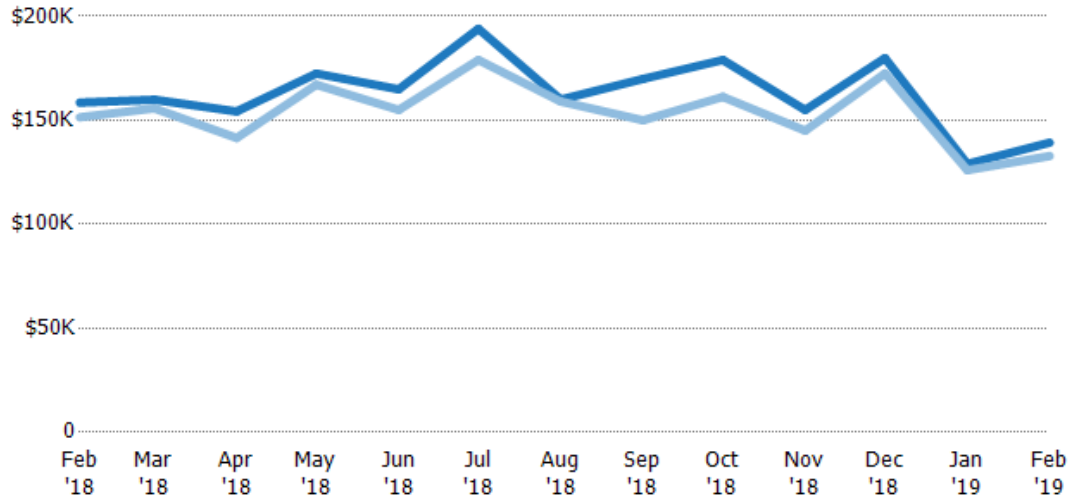
Avg List Price	\$169K	\$152K	\$195K	\$203K	\$199K	\$210K	\$195K	\$187K	\$203K	\$159K	\$216K	\$156K	\$177K
Avg Sales Price	\$158K	\$144K	\$185K	\$191K	\$188K	\$203K	\$186K	\$177K	\$188K	\$149K	\$202K	\$147K	\$164K
Avg Sales Price as a % of Avg List Price	93%	95%	95%	94%	95%	97%	95%	95%	93%	94%	93%	94%	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



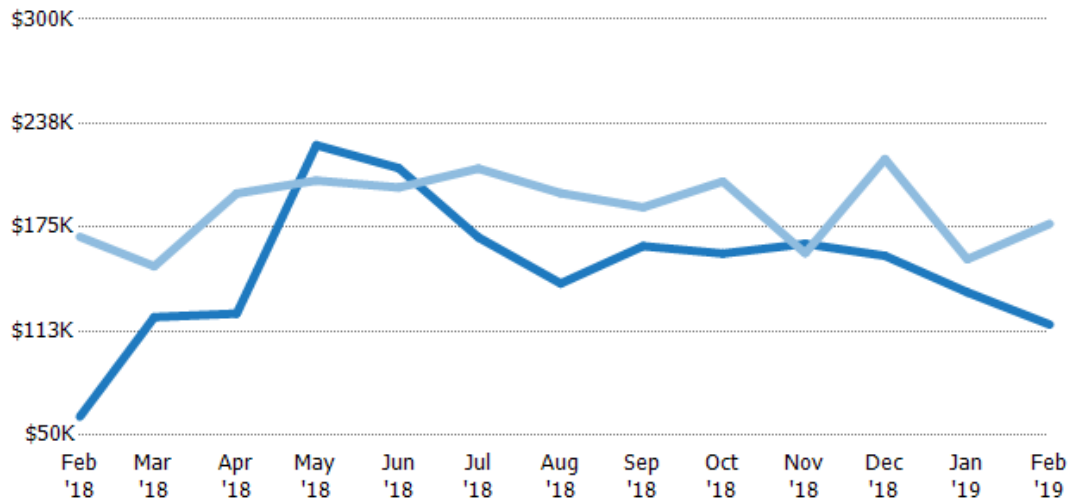
	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19
Median List Price	\$159K	\$160K	\$154K	\$172K	\$165K	\$194K	\$160K	\$170K	\$179K	\$155K	\$180K	\$129K	\$139K
Median Sales Price	\$151K	\$156K	\$142K	\$167K	\$155K	\$179K	\$159K	\$150K	\$161K	\$145K	\$173K	\$126K	\$133K
Med Sales Price as a % of Med List Price	96%	97%	92%	97%	94%	92%	99%	88%	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



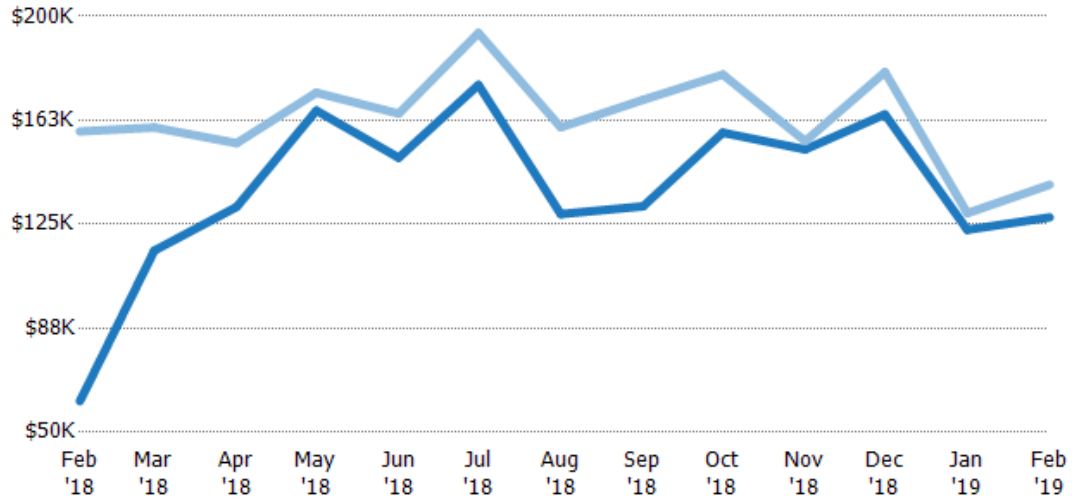
	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19
Avg Est Value	\$61.2K	\$121K	\$123K	\$224K	\$211K	\$169K	\$141K	\$164K	\$159K	\$165K	\$158K	\$136K	\$117K
Avg Sales Price	\$169K	\$152K	\$195K	\$203K	\$199K	\$210K	\$195K	\$187K	\$203K	\$159K	\$216K	\$156K	\$177K
Avg Sales Price as a % of Avg Est Value	277%	125%	159%	91%	94%	124%	138%	114%	127%	97%	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	\$149K	\$175K	\$129K	\$131K	\$158K	\$152K	\$165K	\$123K	\$128K
Median Sales Price	\$159K	\$160K	\$154K	\$172K	\$165K	\$194K	\$160K	\$170K	\$179K	\$155K	\$180K	\$129K	\$139K
Med Sales Price as a % of Med Est Value	259%	138%	118%	104%	111%	111%	124%	129%	113%	102%	109%	105%	109%