

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	Apr 2019	Apr 2018	+ / -	YTD 2019	YTD 2018	+ / -
Listing Activity Charts Metrics						
New Listing Count	29	48	-39.6%	136	183	-25.7%
New Listing Volume	\$8,497,300	\$12,474,649	-31.9%	\$32,149,400	\$47,385,798	-32.2%
Active Listing Count	–	360	–	N/A	N/A	
Active Listing Volume	–	\$93,313,578	–	N/A	N/A	
Average Listing Price	–	\$259,204	–	\$281,753	\$249,065	+13.1%
Median Listing Price	–	\$199,000	–	\$224,128	\$194,735	+15.1%
Median Days in RPR	–	200	–	189.32	201.75	-6.2%
Months of Inventory	–	13.8	-100%	10.8	20.8	-48.3%
Absorption Rate	–	7.22%	–	9.29%	4.8%	+4.5%
Sales Activity Charts Metrics						
New Pending Sales Count	18	29	-37.9%	102	112	-8.9%
New Pending Sales Volume	\$4,087,900	\$5,536,600	-26.2%	\$18,857,100	\$20,453,498	-7.8%
Pending Sales Count	–	59	–	N/A	N/A	
Pending Sales Volume	–	\$13,048,700	–	N/A	N/A	
Closed Sales Count	10	30	-66.7%	76	80	-5%
Closed Sales Volume	\$1,823,800	\$5,553,000	-67.2%	\$12,129,488	\$12,644,564	-4.1%
Average Sales Price	\$182,380	\$185,100	-1.5%	\$159,599	\$158,057	+1%
Median Sales Price	\$194,950	\$141,500	+37.8%	\$143,572	\$148,326	-3.2%

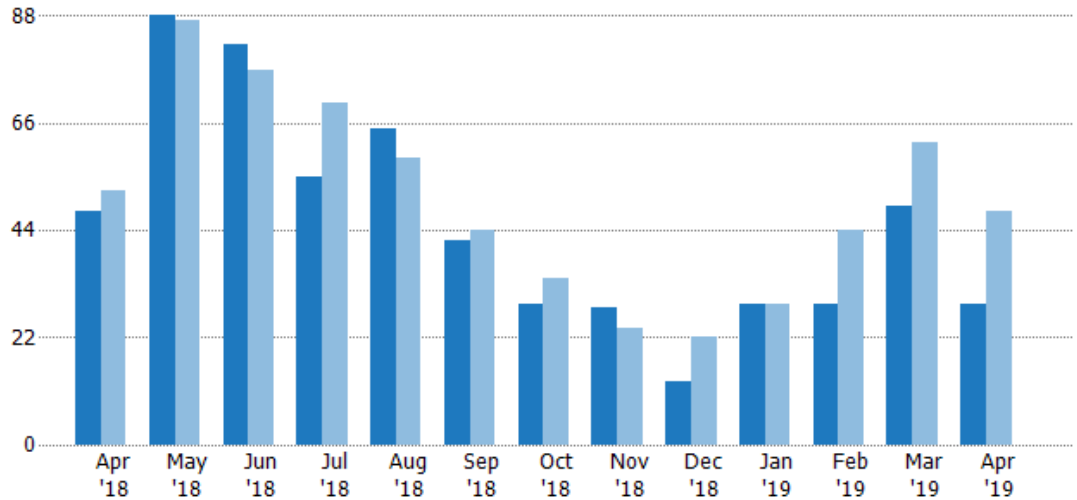
New Listings

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.
Apr '19	29	-39.6%
Apr '18	48	-7.7%
Apr '17	52	25%



	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19
Current Year	48	88	82	55	65	42	29	28	13	29	29	49	29
Prior Year	52	87	77	70	59	44	34	24	22	29	44	62	48
Percent Change from Prior Year	-8%	1%	6%	-21%	10%	-5%	-15%	17%	-41%	0%	-34%	-21%	-40%

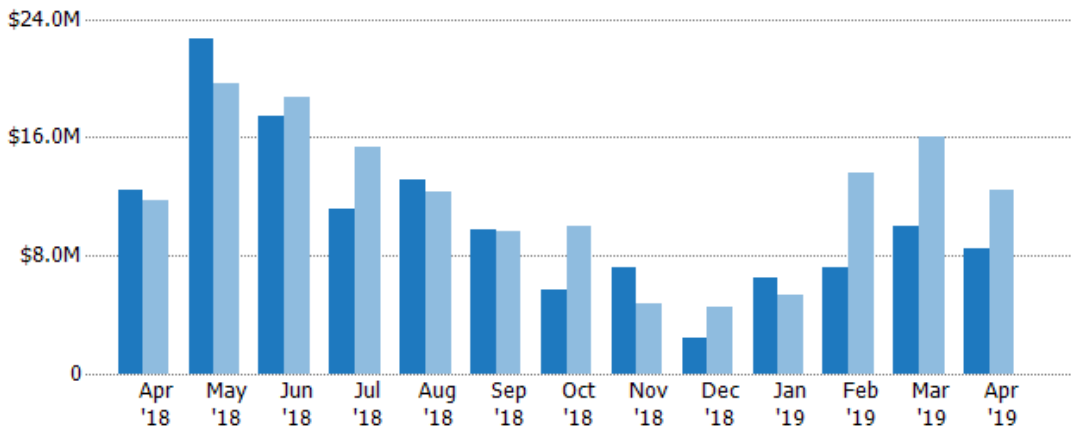
New Listing Volume

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.
Apr '19	\$8.5M	-31.9%
Apr '18	\$12.5M	6.8%
Apr '17	\$11.7M	8%



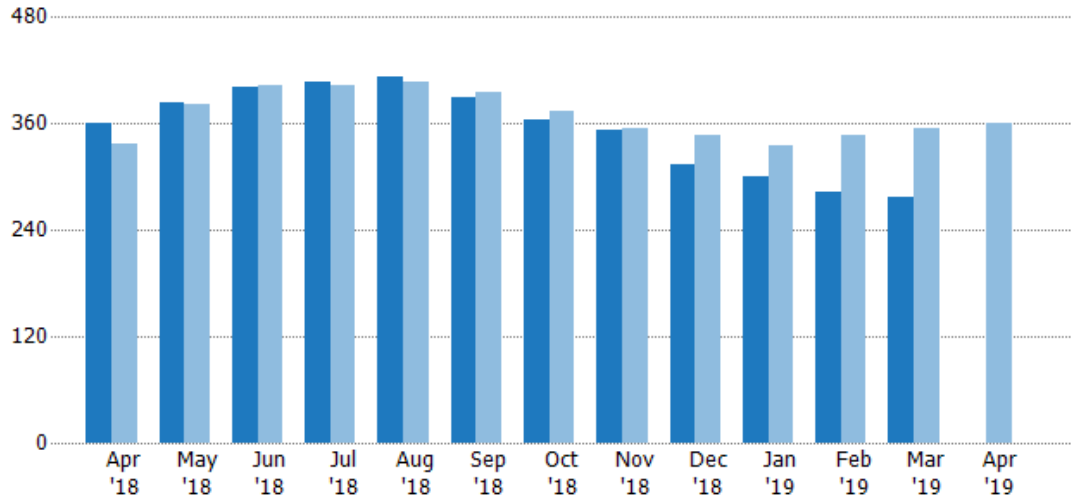
	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19
Current Year	\$12.5M	\$22.6M	\$17.4M	\$11.1M	\$13.2M	\$9.72M	\$5.71M	\$7.23M	\$2.48M	\$6.52M	\$7.16M	\$9.97M	\$8.5M
Prior Year	\$11.7M	\$19.6M	\$18.7M	\$15.4M	\$12.3M	\$9.59M	\$9.95M	\$4.71M	\$4.52M	\$5.32M	\$13.6M	\$16M	\$12.5M
Percent Change from Prior Year	7%	15%	-7%	-28%	7%	1%	-43%	53%	-45%	22%	-47%	-38%	-32%

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



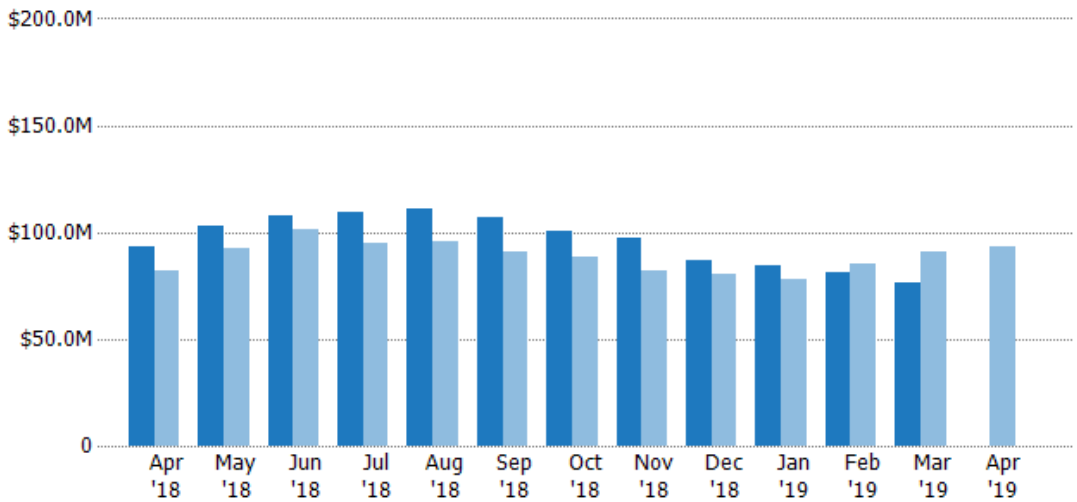
Current Year	360	383	402	406	412	390	365	353	313	301	283	277	-
Prior Year	338	382	403	404	407	396	374	354	346	336	346	354	360
Percent Change from Prior Year	7%	0%	0%	0%	1%	-2%	-2%	0%	-10%	-10%	-18%	-22%	-100%

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



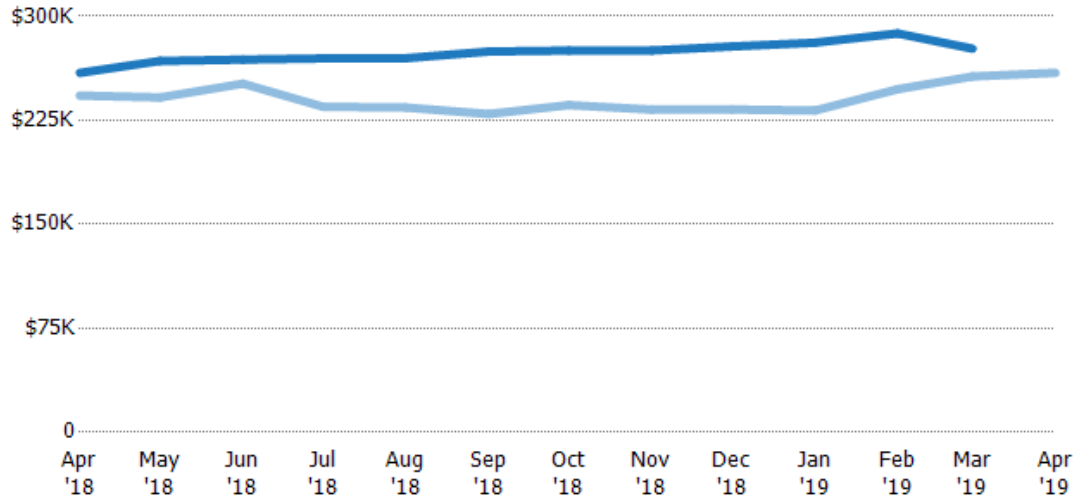
Current Year	\$93.3M	\$103M	\$108M	\$109M	\$111M	\$107M	\$100M	\$97.2M	\$87.1M	\$84.6M	\$81.4M	\$76.6M	-
Prior Year	\$82.1M	\$92.2M	\$101M	\$94.8M	\$95.3M	\$90.9M	\$88.2M	\$82.4M	\$80.6M	\$77.9M	\$85.6M	\$90.8M	\$93.3M
Percent Change from Prior Year	14%	11%	7%	15%	17%	18%	14%	18%	8%	8%	-5%	-16%	-100%

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



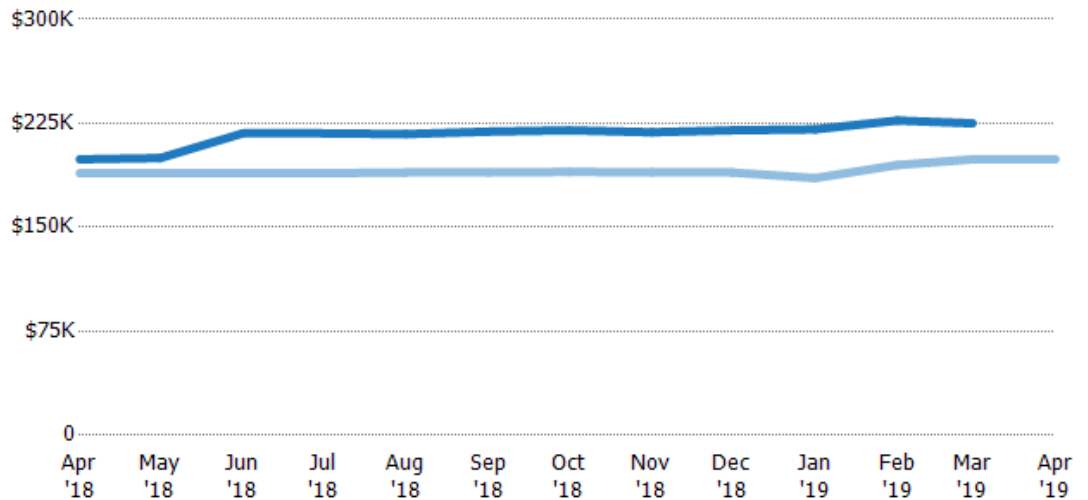
	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19
Current Year	\$259K	\$268K	\$269K	\$270K	\$270K	\$275K	\$275K	\$275K	\$278K	\$281K	\$288K	\$277K	-
Prior Year	\$243K	\$241K	\$251K	\$235K	\$234K	\$230K	\$236K	\$233K	\$233K	\$232K	\$247K	\$257K	\$259K
Percent Change from Prior Year	7%	11%	7%	15%	15%	20%	17%	18%	19%	21%	16%	8%	-100%

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



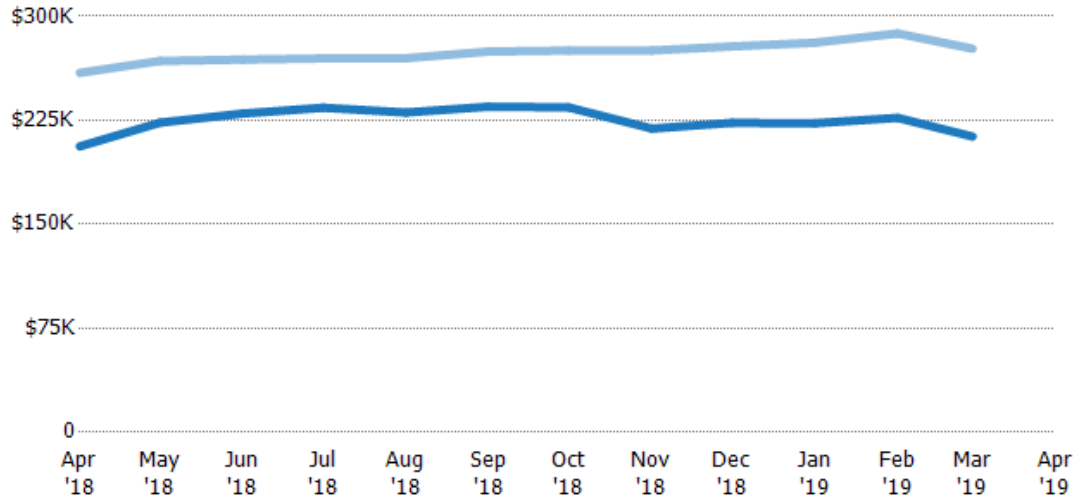
	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19
Current Year	\$199K	\$200K	\$218K	\$218K	\$217K	\$219K	\$220K	\$219K	\$220K	\$221K	\$227K	\$225K	-
Prior Year	\$189K	\$189K	\$189K	\$189K	\$190K	\$190K	\$190K	\$190K	\$190K	\$186K	\$195K	\$199K	\$199K
Percent Change from Prior Year	5%	6%	15%	15%	15%	16%	16%	15%	16%	19%	16%	13%	-100%

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



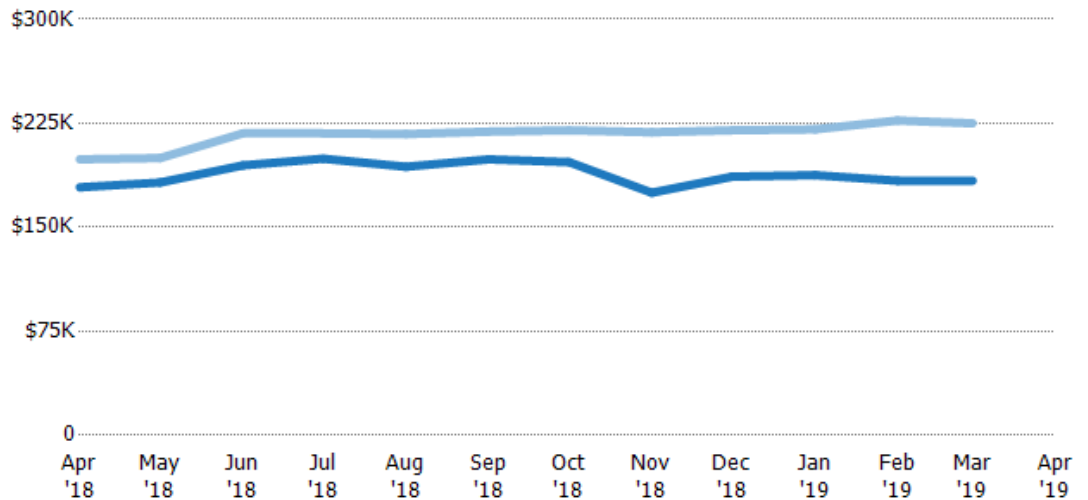
Avg Est Value	\$206K	\$223K	\$230K	\$234K	\$231K	\$235K	\$234K	\$219K	\$223K	\$223K	\$227K	\$213K	-
Avg Listing Price	\$259K	\$268K	\$269K	\$270K	\$270K	\$275K	\$275K	\$275K	\$278K	\$281K	\$288K	\$277K	-
Avg Listing Price as a % of Avg Est Value	126%	120%	117%	115%	117%	117%	118%	126%	125%	126%	127%	130%	-

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



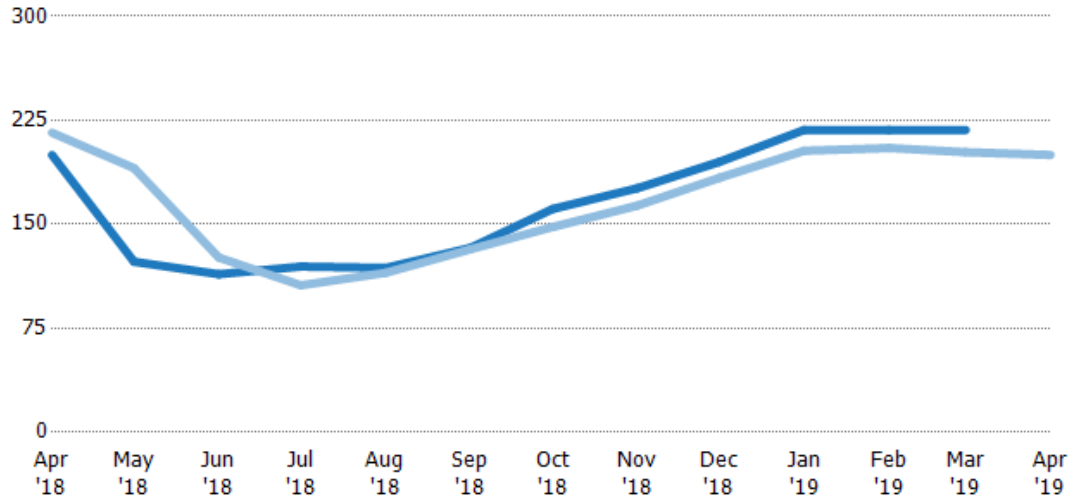
Median Est Value	\$179K	\$182K	\$195K	\$199K	\$194K	\$199K	\$197K	\$175K	\$186K	\$188K	\$184K	\$184K	-
Median Listing Price	\$199K	\$200K	\$218K	\$218K	\$217K	\$219K	\$220K	\$219K	\$220K	\$221K	\$227K	\$225K	-
Med Listing Price as a % of Med Est Value	111%	110%	112%	109%	112%	110%	112%	125%	118%	118%	124%	123%	-

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



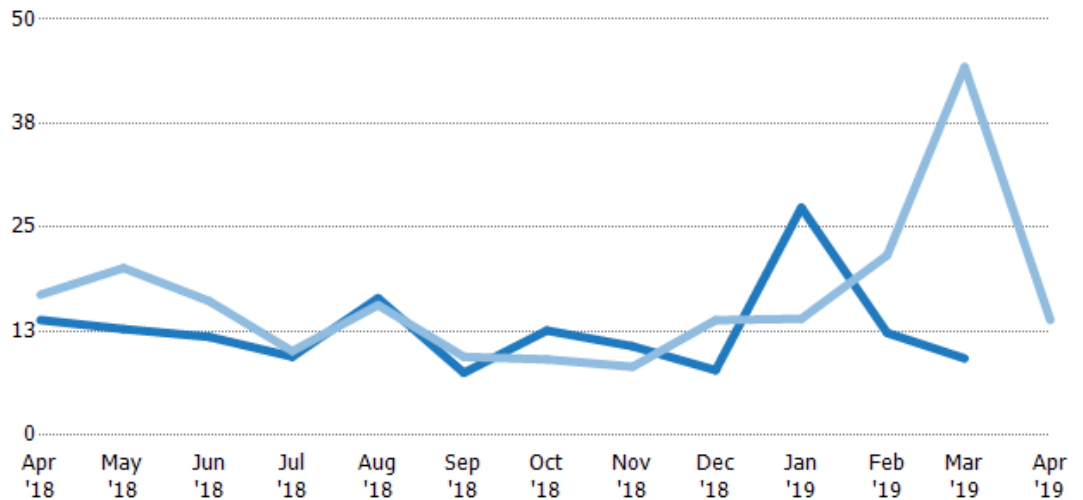
	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19
Current Year	200	123	114	120	119	133	161	176	195	218	218	218	-
Prior Year	216	191	126	106	115	132	148	164	184	203	205	202	200
Percent Change from Prior Year	-7%	-35%	-10%	13%	3%	1%	9%	8%	6%	7%	6%	8%	-100%

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



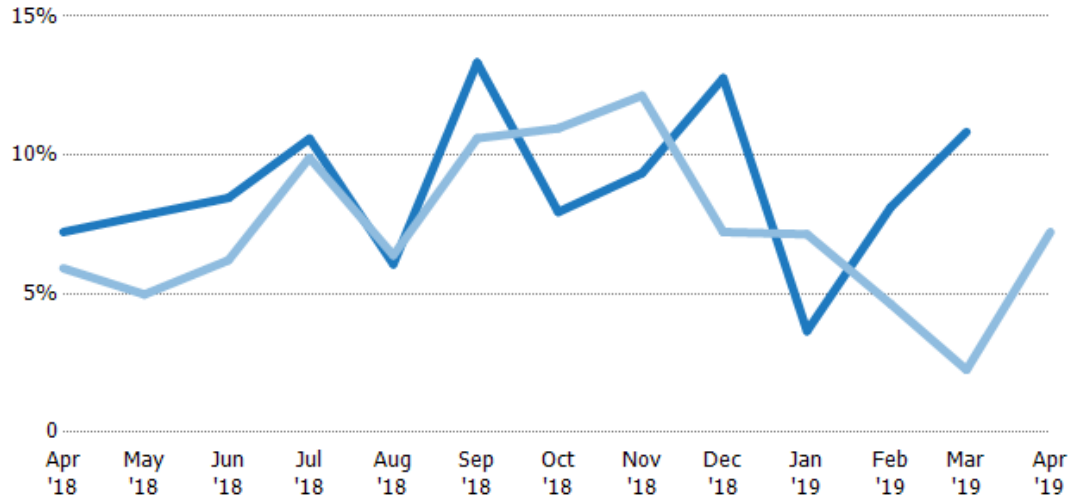
	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19
Current Year	13.8	12.8	11.8	9.44	16.5	7.5	12.6	10.7	7.83	27.4	12.3	9.23	-
Prior Year	16.9	20.1	16.1	10.1	15.7	9.43	9.12	8.23	13.8	14	21.6	44.3	13.8
Percent Change from Prior Year	-18%	-37%	-27%	-7%	5%	-20%	38%	30%	-43%	95%	-43%	-79%	-100%

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



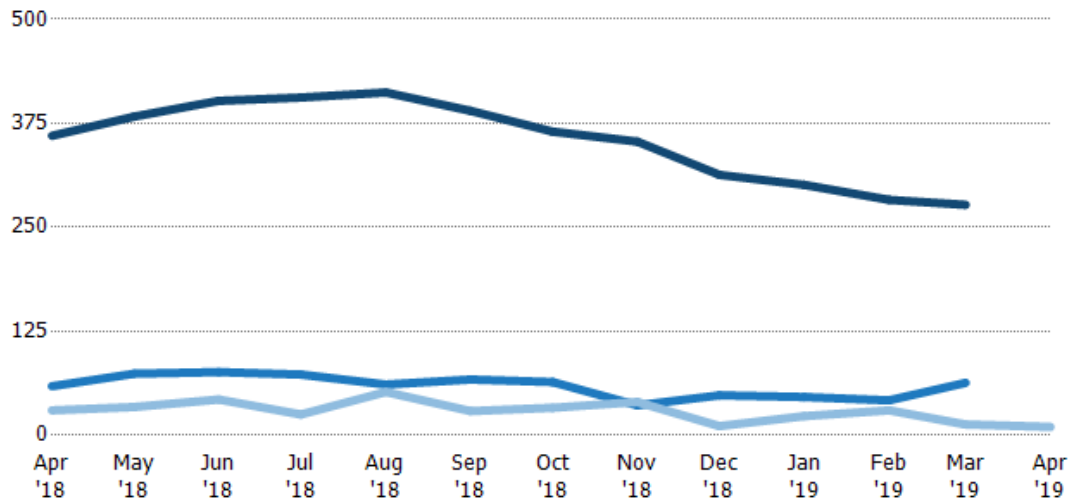
	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19
Current Year	7%	8%	8%	11%	6%	13%	8%	9%	13%	4%	8%	11%	-
Prior Year	6%	5%	6%	10%	6%	11%	11%	12%	7%	7%	5%	2%	7%
Change from Prior Year	-1%	-3%	-2%	-1%	0%	-3%	3%	3%	-6%	3%	-4%	-9%	7%

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



	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19
Active	360	383	402	406	412	390	365	353	313	301	283	277	-
Pending	59	74	76	73	61	67	64	36	48	46	42	63	-
Sold	30	34	43	25	52	29	33	40	11	23	30	13	10

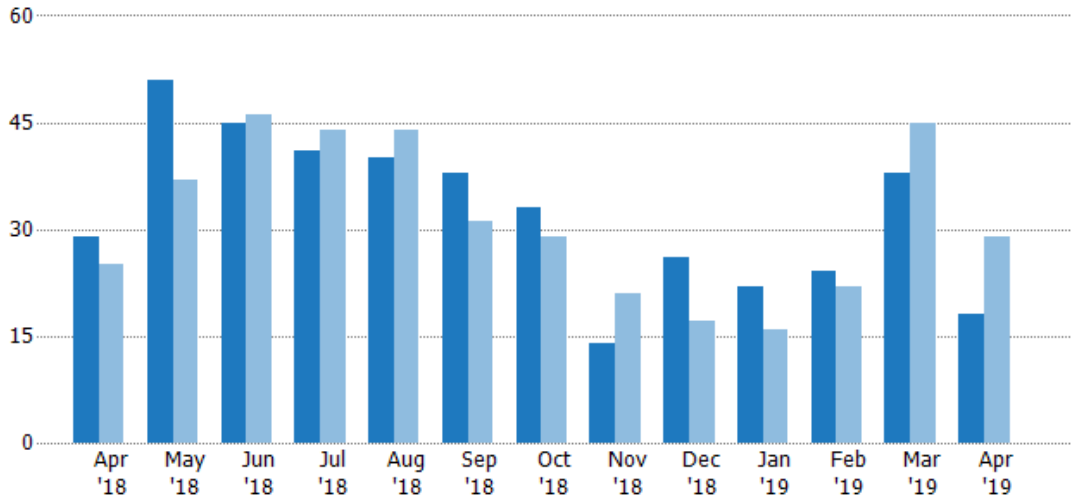
New Pending Sales

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.
Apr '19	18	-37.9%
Apr '18	29	16%
Apr '17	25	40%



Current Year	29	51	45	41	40	38	33	14	26	22	24	38	18
Prior Year	25	37	46	44	44	31	29	21	17	16	22	45	29
Percent Change from Prior Year	16%	38%	-2%	-7%	-9%	23%	14%	-33%	53%	38%	9%	-16%	-38%

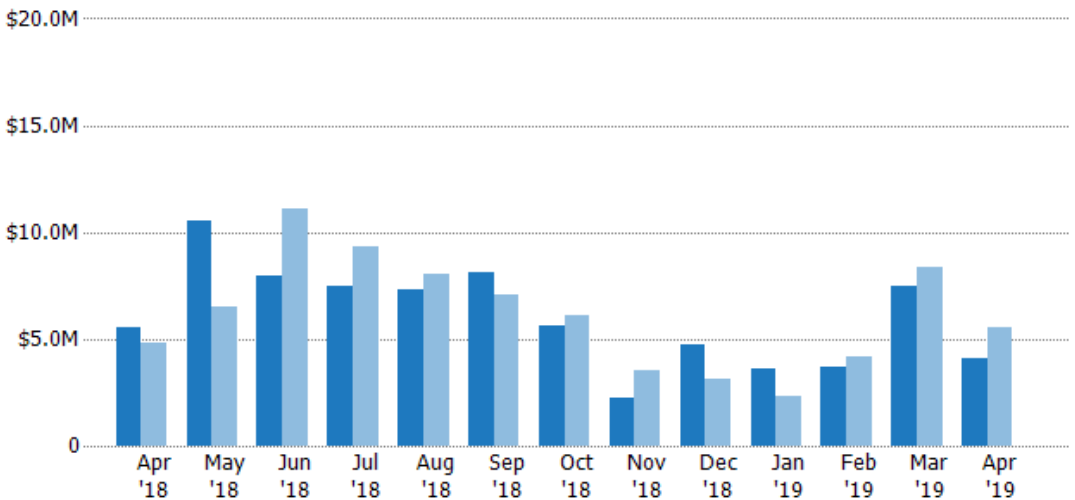
New Pending Sales Volume

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.
Apr '19	\$4.09M	-26.2%
Apr '18	\$5.54M	15.3%
Apr '17	\$4.8M	30.4%



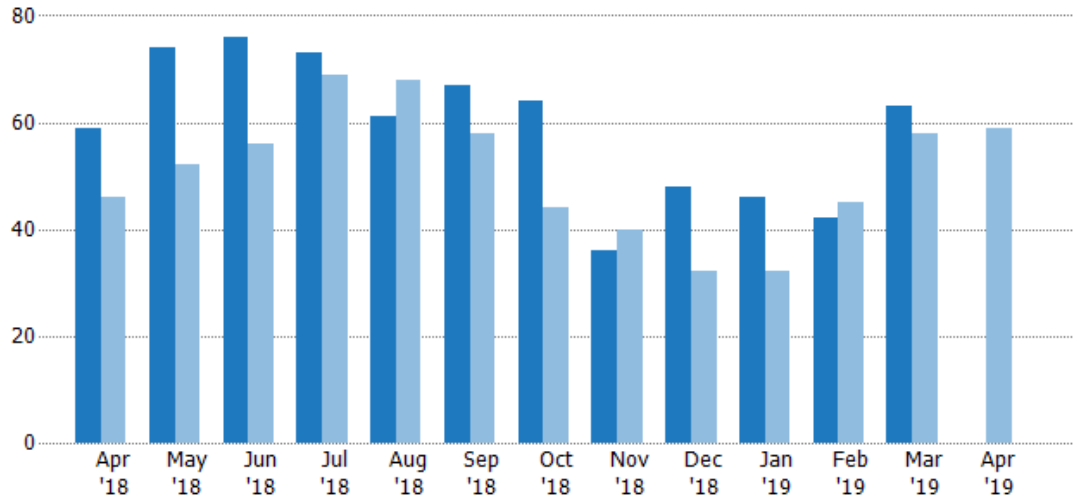
Current Year	\$5.54M	\$10.5M	\$7.95M	\$7.44M	\$7.31M	\$8.14M	\$5.64M	\$2.25M	\$4.74M	\$3.62M	\$3.7M	\$7.45M	\$4.09M
Prior Year	\$4.8M	\$6.51M	\$11.1M	\$9.3M	\$8.06M	\$7.09M	\$6.14M	\$3.55M	\$3.13M	\$2.36M	\$4.17M	\$8.38M	\$5.54M
Percent Change from Prior Year	15%	62%	-29%	-20%	-9%	15%	-8%	-37%	51%	53%	-11%	-11%	-26%

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



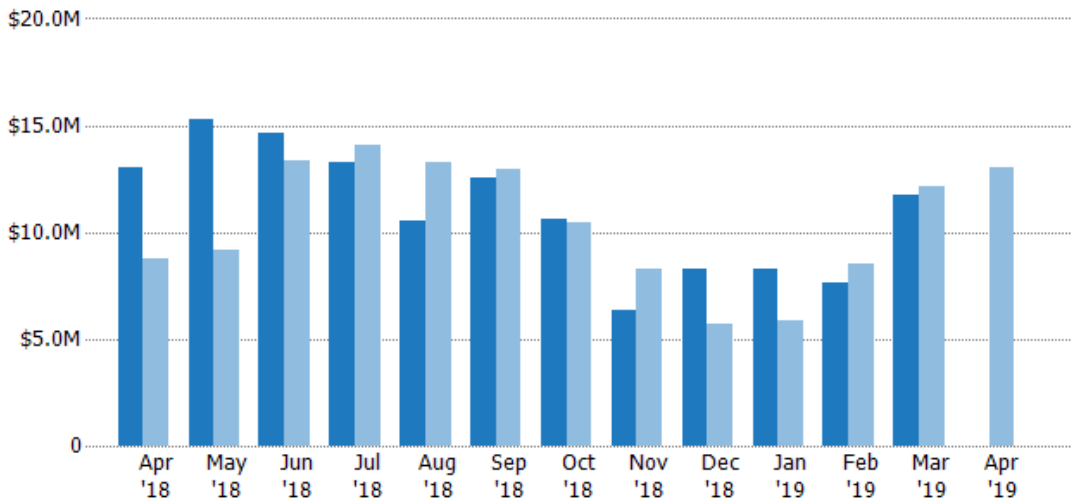
	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19
Current Year	59	74	76	73	61	67	64	36	48	46	42	63	-
Prior Year	46	52	56	69	68	58	44	40	32	32	45	58	59
Percent Change from Prior Year	28%	42%	36%	6%	-10%	16%	45%	-10%	50%	44%	-7%	9%	-100%

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



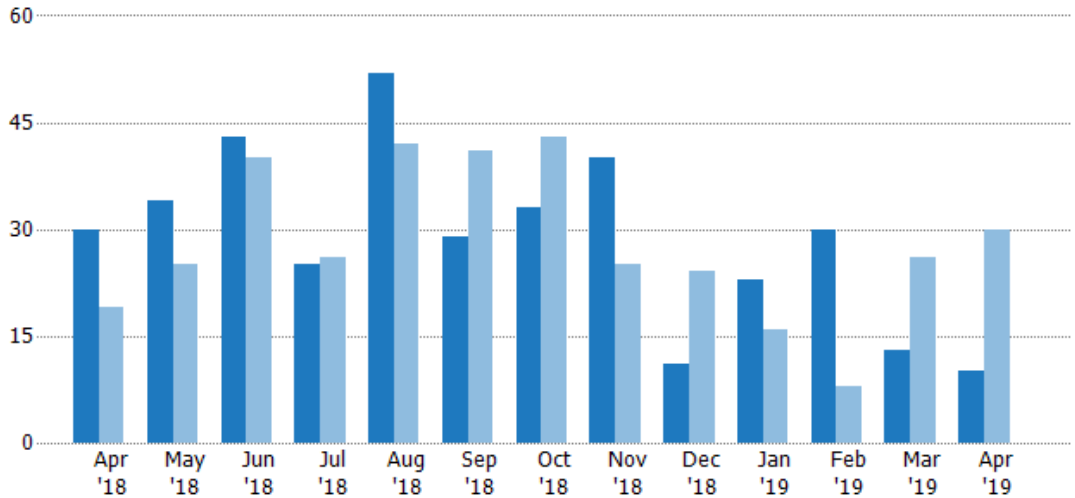
	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19
Current Year	\$13M	\$15.3M	\$14.7M	\$13.3M	\$10.5M	\$12.5M	\$10.6M	\$6.38M	\$8.32M	\$8.31M	\$7.6M	\$11.7M	-
Prior Year	\$8.76M	\$9.14M	\$13.4M	\$14M	\$13.3M	\$13M	\$10.5M	\$8.32M	\$5.71M	\$5.83M	\$8.5M	\$12.1M	\$13M
Percent Change from Prior Year	49%	67%	9%	-5%	-21%	-4%	1%	-23%	46%	43%	-11%	-3%	-100%

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



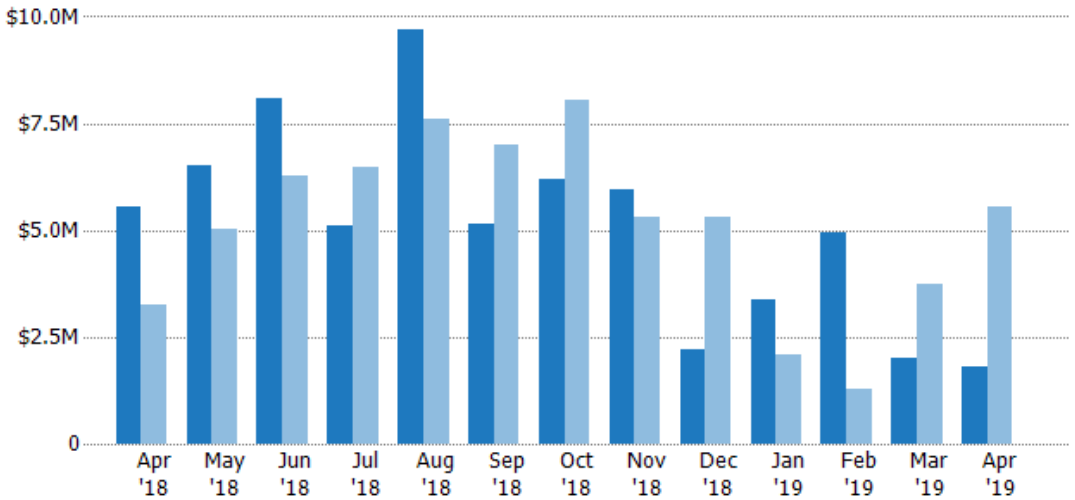
Month/Year	Current Year	Prior Year	Percent Change from Prior Year
Apr '19	10	30	-66.7%
Apr '18	30	19	58%
Apr '17	19	19	-31.6%

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



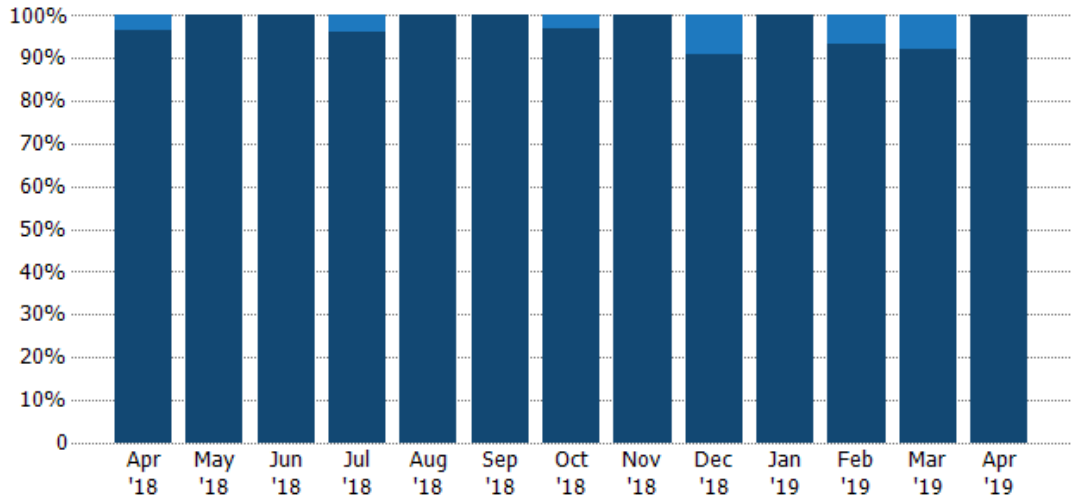
Month/Year	Current Year	Prior Year	Percent Change from Prior Year
Apr '19	\$1.82M	\$5.55M	-67.2%
Apr '18	\$5.55M	\$3.24M	71%
Apr '17	\$3.24M	\$3.24M	-43.8%

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



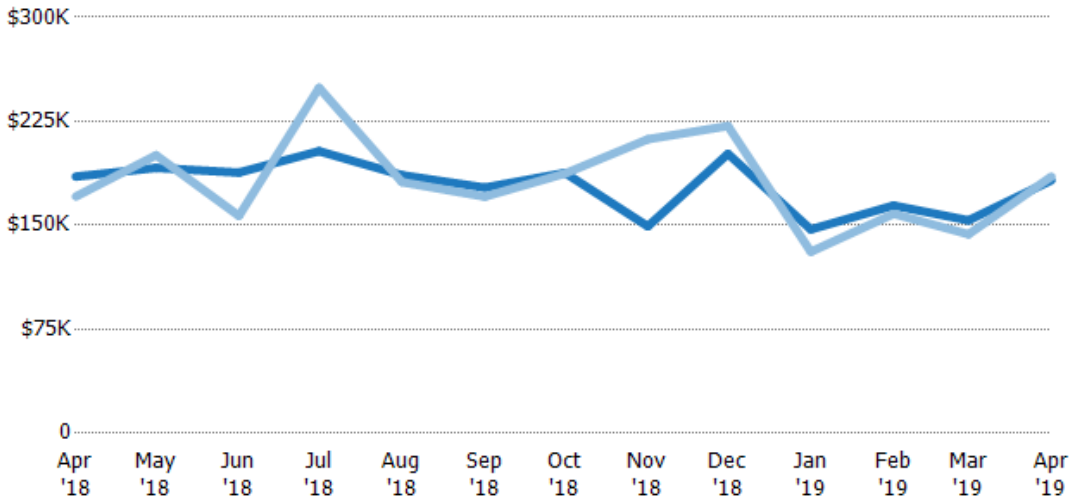
Condo/Townhouse	3%	-	-	4%	-	-	3%	-	9%	-	7%	8%	-
Single Family Residence	97%	100%	100%	96%	100%	100%	97%	100%	91%	100%	93%	92%	100%

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



Current Year	\$185K	\$191K	\$188K	\$203K	\$186K	\$177K	\$188K	\$149K	\$202K	\$147K	\$164K	\$154K	\$182K
Prior Year	\$171K	\$201K	\$157K	\$249K	\$181K	\$171K	\$187K	\$212K	\$222K	\$131K	\$158K	\$144K	\$185K
Percent Change from Prior Year	8%	-5%	20%	-18%	3%	4%	0%	-30%	-9%	12%	4%	7%	-1%

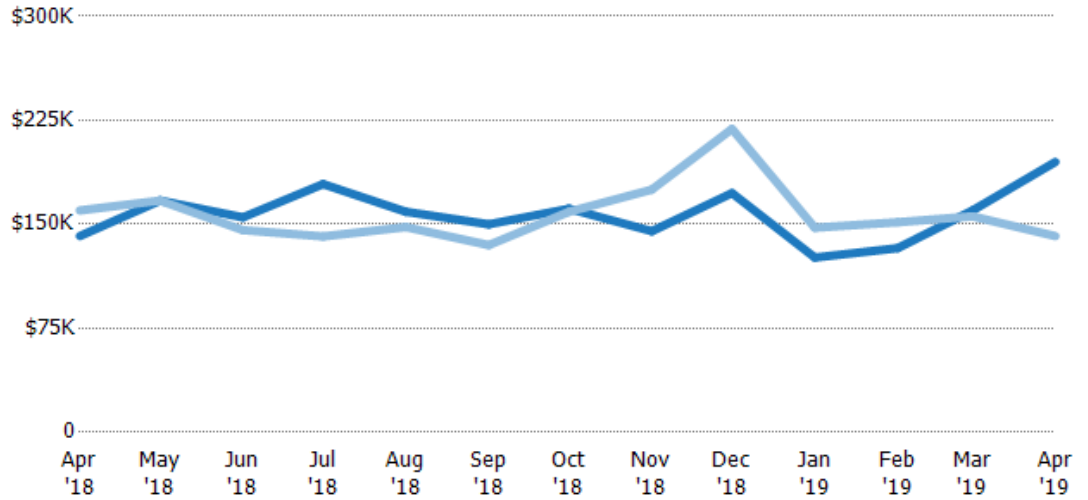
Median Sales Price

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.
Apr '19	\$195K	37.8%
Apr '18	\$142K	-11.6%
Apr '17	\$160K	-27.2%



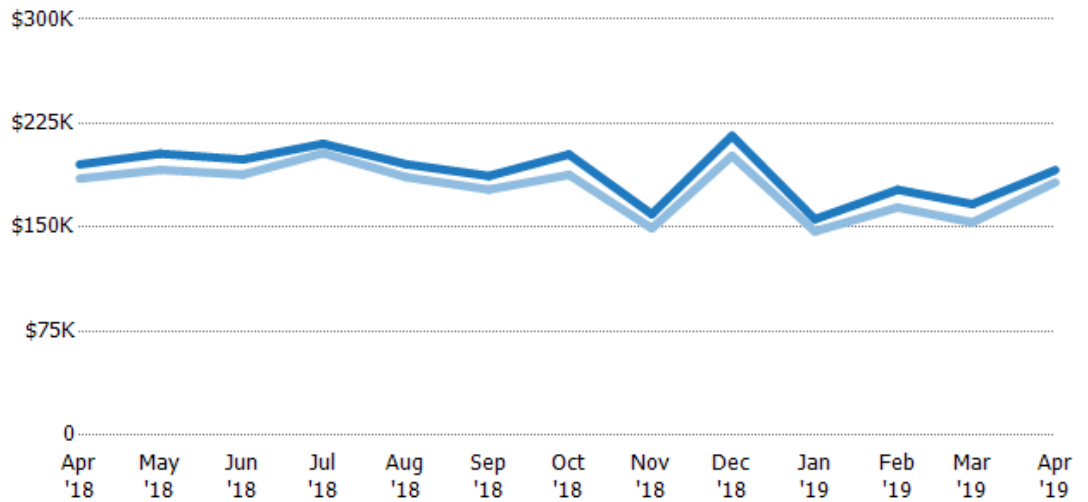
Current Year	\$142K	\$167K	\$155K	\$179K	\$159K	\$150K	\$161K	\$145K	\$173K	\$126K	\$133K	\$160K	\$195K
Prior Year	\$160K	\$167K	\$146K	\$141K	\$148K	\$135K	\$159K	\$175K	\$219K	\$148K	\$151K	\$156K	\$142K
Percent Change from Prior Year	-12%	0%	6%	27%	7%	11%	1%	-17%	-21%	-15%	-12%	3%	38%

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



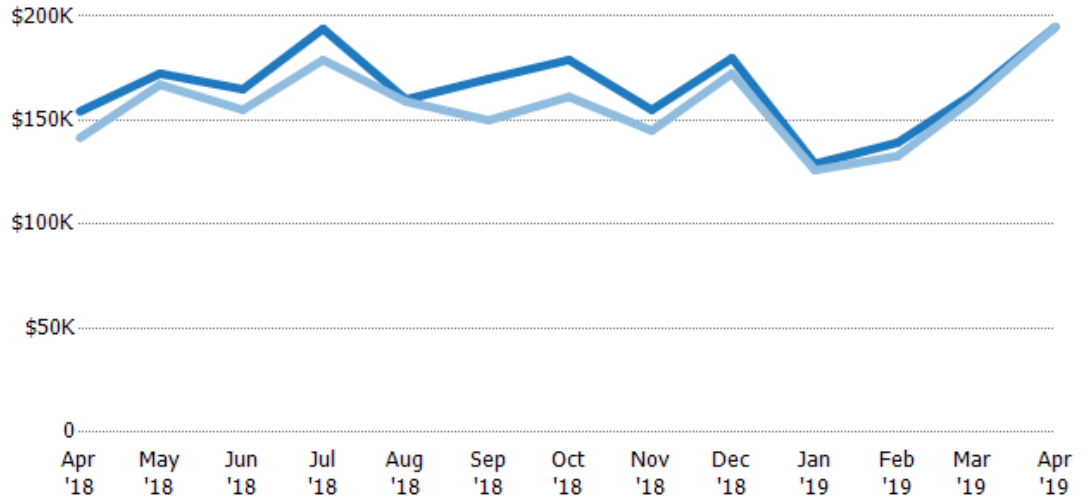
Avg List Price	\$195K	\$203K	\$199K	\$210K	\$195K	\$187K	\$203K	\$159K	\$216K	\$156K	\$177K	\$167K	\$191K
Avg Sales Price	\$185K	\$191K	\$188K	\$203K	\$186K	\$177K	\$188K	\$149K	\$202K	\$147K	\$164K	\$154K	\$182K
Avg Sales Price as a % of Avg List Price	95%	94%	95%	97%	95%	95%	93%	94%	93%	94%	93%	92%	95%

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



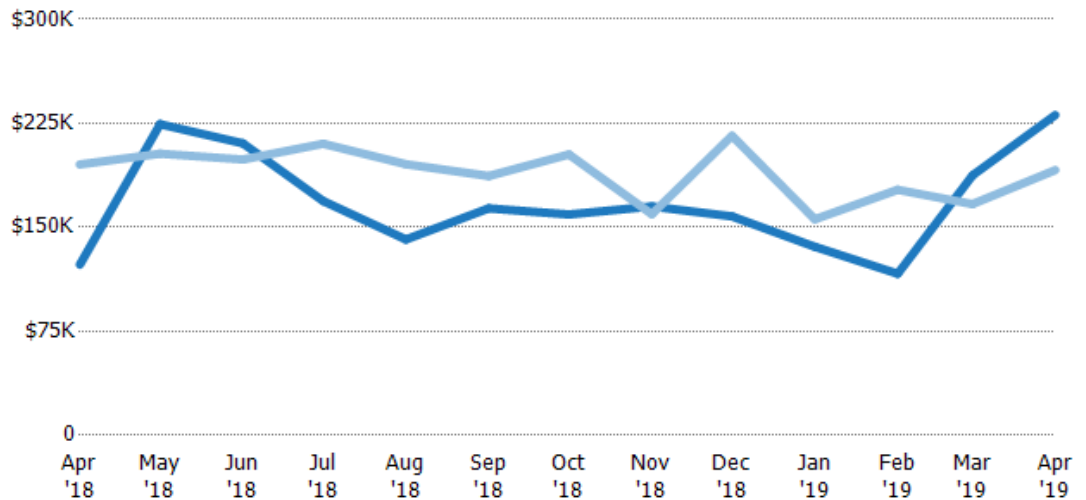
	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19
Median List Price	\$154K	\$172K	\$165K	\$194K	\$160K	\$170K	\$179K	\$155K	\$180K	\$129K	\$139K	\$163K	\$195K
Median Sales Price	\$142K	\$167K	\$155K	\$179K	\$159K	\$150K	\$161K	\$145K	\$173K	\$126K	\$133K	\$160K	\$195K
Med Sales Price as a % of Med List Price	92%	97%	94%	92%	99%	88%	90%	94%	96%	98%	95%	98%	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.

Filters Used

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



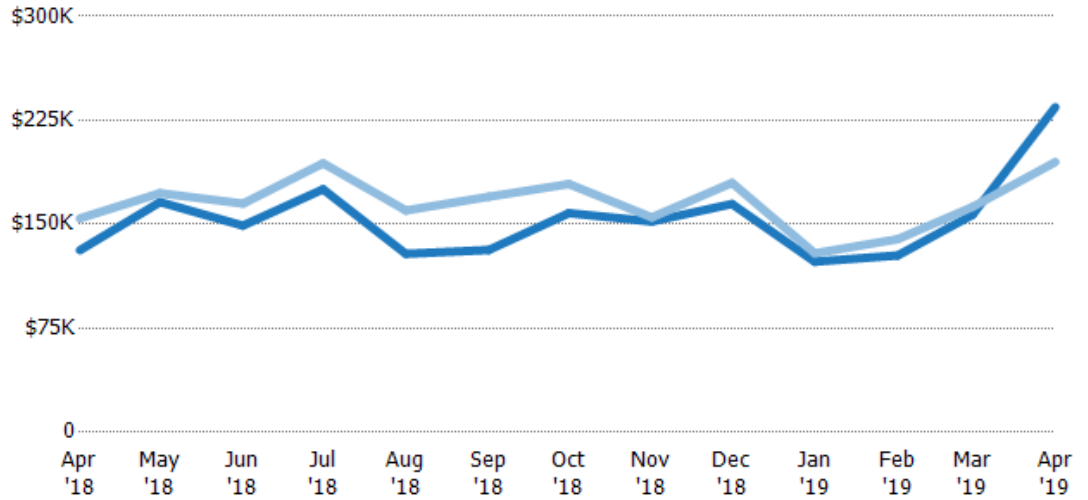
	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19
Avg Est Value	\$123K	\$224K	\$211K	\$169K	\$141K	\$164K	\$159K	\$165K	\$158K	\$136K	\$117K	\$187K	\$231K
Avg Sales Price	\$195K	\$203K	\$199K	\$210K	\$195K	\$187K	\$203K	\$159K	\$216K	\$156K	\$177K	\$167K	\$191K
Avg Sales Price as a % of Avg Est Value	159%	91%	94%	124%	138%	114%	127%	97%	137%	115%	152%	89%	83%

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



	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19
Median Est Value	\$131K	\$166K	\$149K	\$175K	\$129K	\$131K	\$158K	\$152K	\$165K	\$123K	\$128K	\$157K	\$235K
Median Sales Price	\$154K	\$172K	\$165K	\$194K	\$160K	\$170K	\$179K	\$155K	\$180K	\$129K	\$139K	\$163K	\$195K
Med Sales Price as a % of Med Est Value	118%	104%	111%	111%	124%	129%	113%	102%	109%	105%	109%	104%	83%