

## 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	Mar 2019	Mar 2018	+ / -	YTD 2019	YTD 2018	+ / -
<b>Listing Activity Charts Metrics</b>						
New Listing Count	49	62	-21%	107	135	-20.7%
New Listing Volume	\$9,973,900	\$15,998,600	-37.7%	\$23,652,100	\$34,911,149	-32.3%
Active Listing Count	277	354	-21.8%	N/A	N/A	
Active Listing Volume	\$76,626,924	\$90,833,879	-15.6%	N/A	N/A	
Average Listing Price	\$276,631	\$256,593	+7.8%	\$281,753	\$245,542	+14.7%
Median Listing Price	\$225,000	\$199,000	+13.1%	\$224,128	\$193,252	+16%
Median Days in RPR	218	202	+7.9%	218	202.8	+7.5%
Months of Inventory	9.2	44.3	-79.1%	17.2	21.1	-18.6%
Absorption Rate	10.83%	2.26%	+8.6%	5.81%	4.73%	+1.1%
<b>Sales Activity Charts Metrics</b>						
New Pending Sales Count	38	45	-15.6%	84	83	+1.2%
New Pending Sales Volume	\$7,449,200	\$8,384,299	-11.2%	\$14,769,200	\$14,916,898	-1%
Pending Sales Count	63	58	+8.6%	N/A	N/A	
Pending Sales Volume	\$11,705,200	\$12,105,998	-3.3%	N/A	N/A	
Closed Sales Count	13	26	-50%	66	50	+32%
Closed Sales Volume	\$1,996,000	\$3,731,674	-46.5%	\$10,305,688	\$7,091,564	+45.3%
Average Sales Price	\$153,538	\$143,526	+7%	\$156,147	\$141,831	+10.1%
Median Sales Price	\$160,000	\$155,750	+2.7%	\$135,788	\$152,421	-10.9%

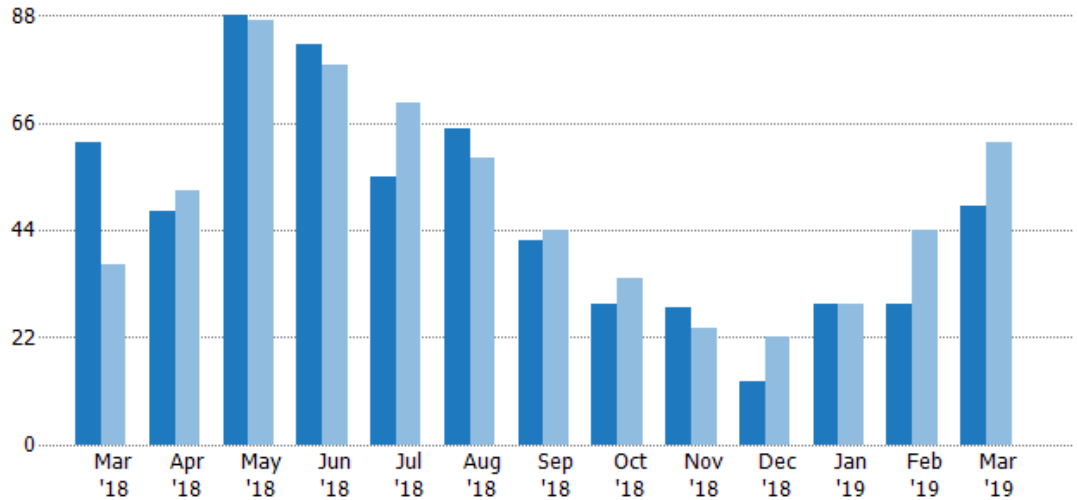
## New Listings

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.
Mar '19	49	-21%
Mar '18	62	67.6%
Mar '17	37	64.9%



Current Year	62	48	88	82	55	65	42	29	28	13	29	29	49
Prior Year	37	52	87	78	70	59	44	34	24	22	29	44	62
Percent Change from Prior Year	68%	-8%	1%	5%	-21%	10%	-5%	-15%	17%	-41%	0%	-34%	-21%

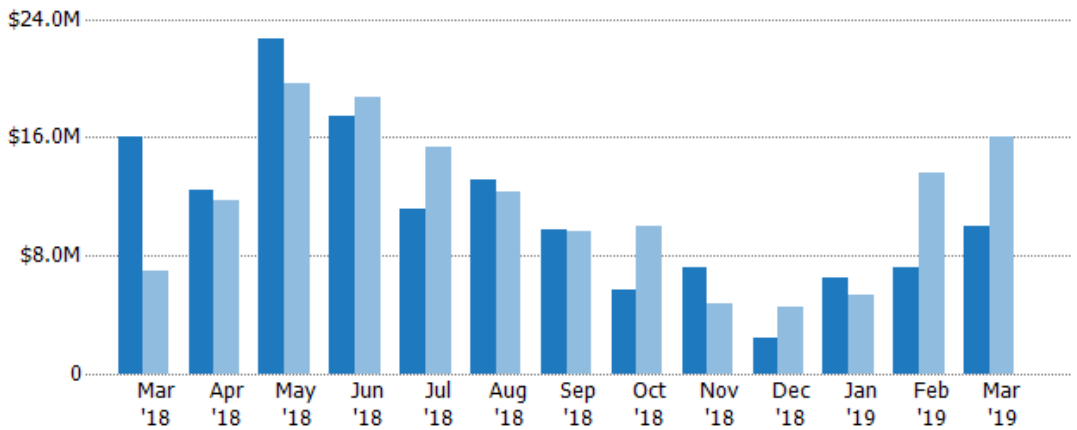
## New Listing Volume

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.
Mar '19	\$9.97M	-37.7%
Mar '18	\$16M	130.1%
Mar '17	\$6.95M	77.5%



Current Year	\$16M	\$12.5M	\$22.6M	\$17.4M	\$11.1M	\$13.2M	\$9.72M	\$5.71M	\$7.23M	\$2.48M	\$6.52M	\$7.16M	\$9.97M
Prior Year	\$6.95M	\$11.7M	\$19.6M	\$18.7M	\$15.4M	\$12.3M	\$9.59M	\$9.95M	\$4.71M	\$4.52M	\$5.32M	\$13.6M	\$16M
Percent Change from Prior Year	130%	7%	15%	-7%	-28%	7%	1%	-43%	53%	-45%	22%	-47%	-38%

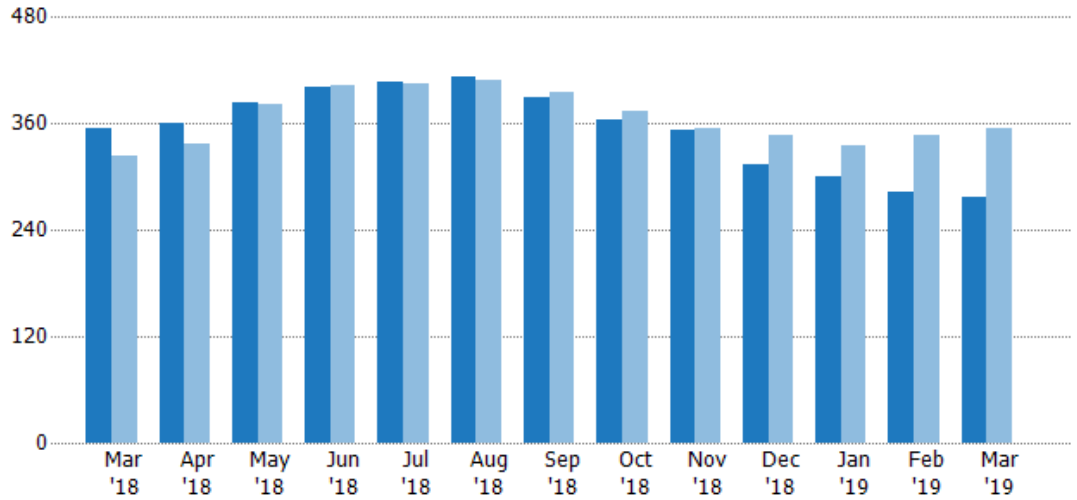
## Active Listings

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.
Mar '19	277	-21.8%
Mar '18	354	9.6%
Mar '17	323	27.2%



	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19
Current Year	354	360	383	402	406	412	390	365	353	313	301	283	277
Prior Year	323	338	382	404	405	408	396	374	354	346	336	346	354
Percent Change from Prior Year	10%	7%	0%	0%	0%	1%	-2%	-2%	0%	-10%	-10%	-18%	-22%

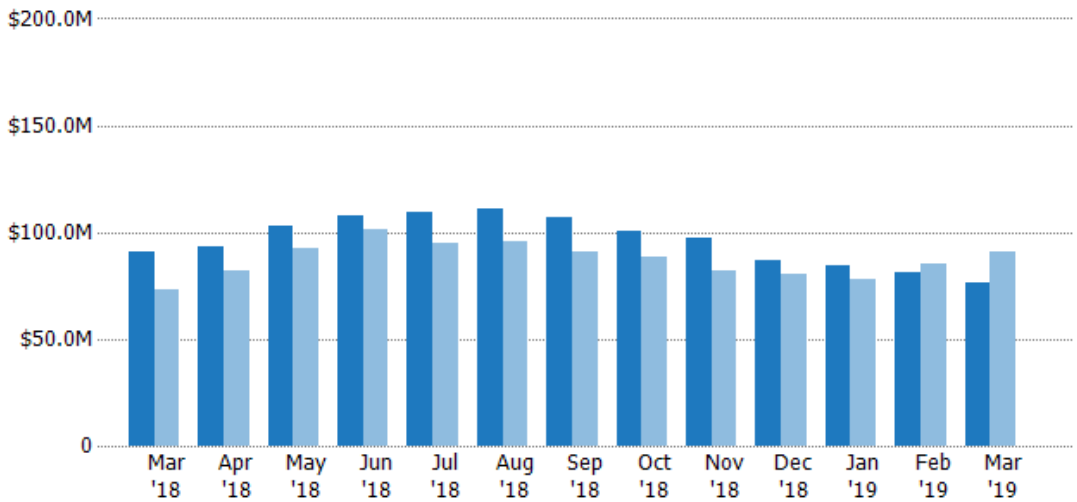
## Active Listing Volume

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.
Mar '19	\$76.6M	-15.6%
Mar '18	\$90.8M	24%
Mar '17	\$73.3M	30.3%



	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19
Current Year	\$90.8M	\$93.3M	\$103M	\$108M	\$109M	\$111M	\$107M	\$100M	\$97.2M	\$87.1M	\$84.6M	\$81.4M	\$76.6M
Prior Year	\$73.3M	\$82.1M	\$92.2M	\$101M	\$94.9M	\$95.4M	\$90.9M	\$88.2M	\$82.4M	\$80.6M	\$77.9M	\$85.6M	\$90.8M
Percent Change from Prior Year	24%	14%	11%	7%	15%	17%	18%	14%	18%	8%	8%	-5%	-16%

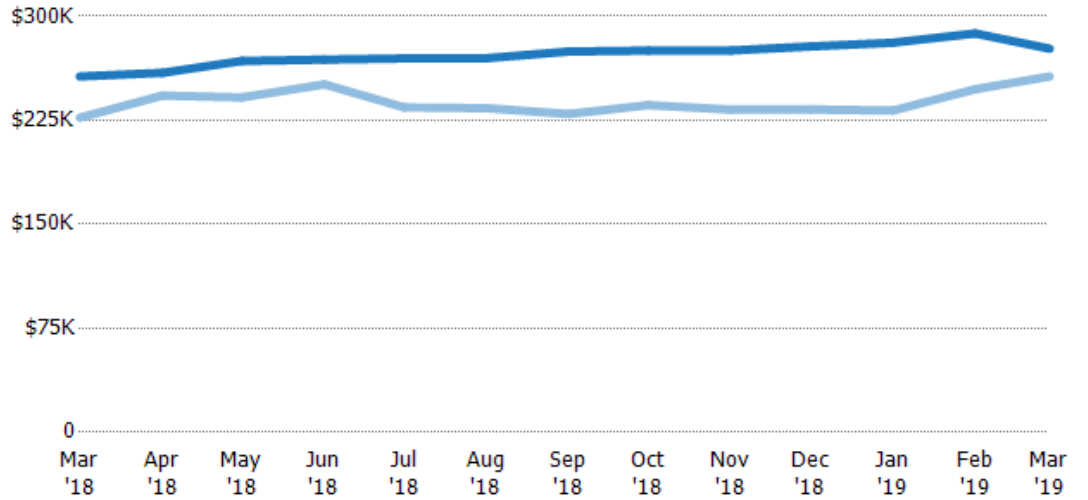
## Average Listing Price

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

Month/ Year	Price	% Chg.
Mar '19	\$277K	7.8%
Mar '18	\$257K	13.1%
Mar '17	\$227K	2.4%



Current Year	\$257K	\$259K	\$268K	\$269K	\$270K	\$270K	\$275K	\$275K	\$275K	\$278K	\$281K	\$288K	\$277K
Prior Year	\$227K	\$243K	\$241K	\$251K	\$234K	\$234K	\$230K	\$236K	\$233K	\$233K	\$232K	\$247K	\$257K
Percent Change from Prior Year	13%	7%	11%	7%	15%	15%	20%	17%	18%	19%	21%	16%	8%

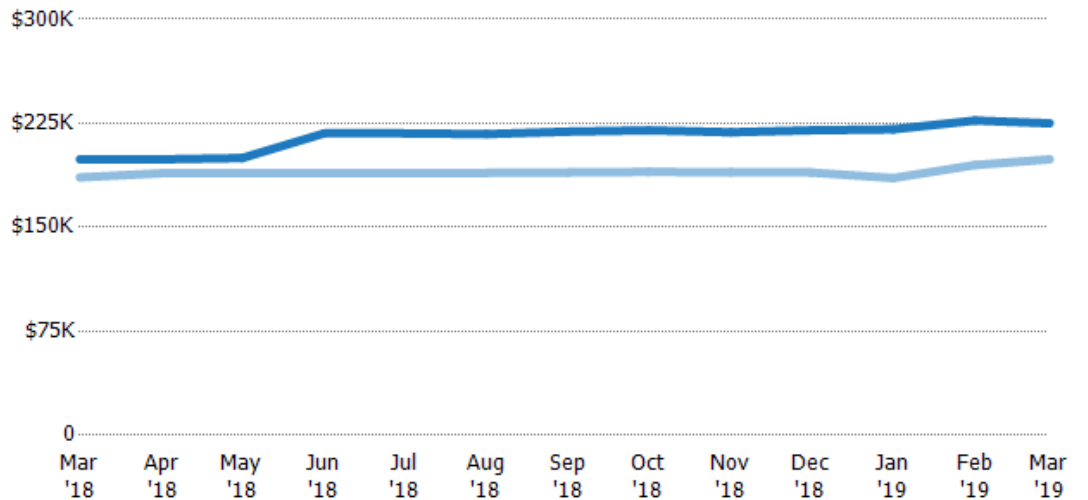
## Median Listing Price

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

Month/ Year	Price	% Chg.
Mar '19	\$225K	13.1%
Mar '18	\$199K	7%
Mar '17	\$186K	-5.9%



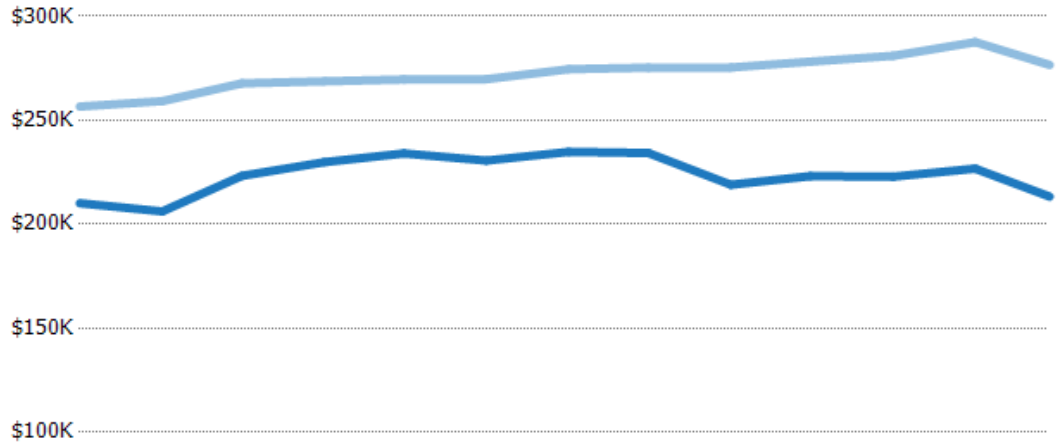
Current Year	\$199K	\$199K	\$200K	\$218K	\$218K	\$217K	\$219K	\$220K	\$219K	\$220K	\$221K	\$227K	\$225K
Prior Year	\$186K	\$189K	\$189K	\$189K	\$189K	\$189K	\$190K	\$190K	\$190K	\$190K	\$186K	\$195K	\$199K
Percent Change from Prior Year	7%	5%	6%	15%	15%	15%	16%	16%	15%	16%	19%	16%	13%

## 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



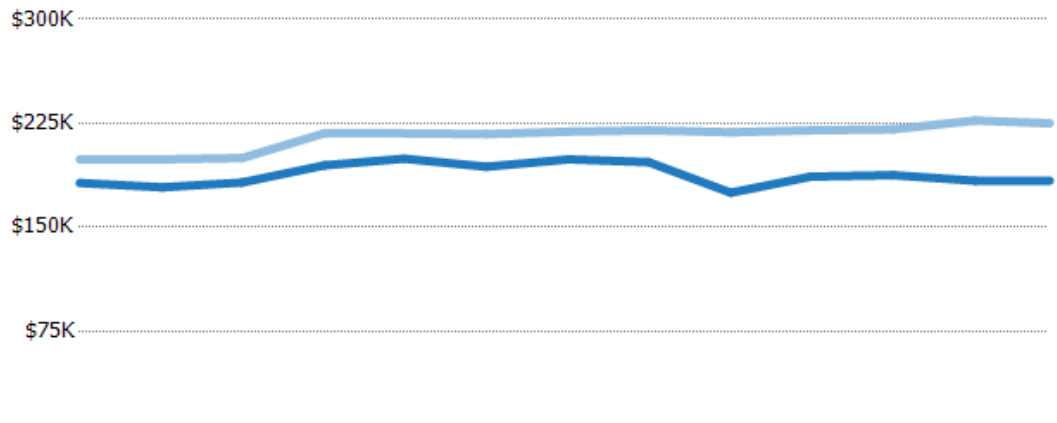
	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19
Avg Est Value	\$210K	\$206K	\$223K	\$230K	\$234K	\$231K	\$235K	\$234K	\$219K	\$223K	\$223K	\$227K	\$213K
Avg Listing Price	\$257K	\$259K	\$268K	\$269K	\$270K	\$270K	\$275K	\$275K	\$275K	\$278K	\$281K	\$288K	\$277K
Avg Listing Price as a % of Avg Est Value	122%	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



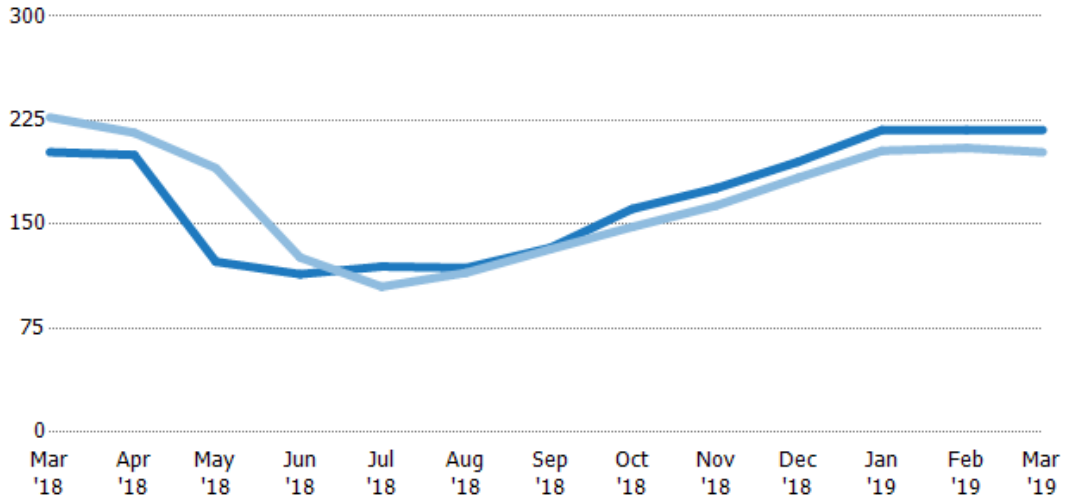
	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19
Median Est Value	\$182K	\$179K	\$182K	\$195K	\$199K	\$194K	\$199K	\$197K	\$175K	\$186K	\$188K	\$184K	\$184K
Median Listing Price	\$199K	\$199K	\$200K	\$218K	\$218K	\$217K	\$219K	\$220K	\$219K	\$220K	\$221K	\$227K	\$225K
Med Listing Price as a % of Med Est Value	109%	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



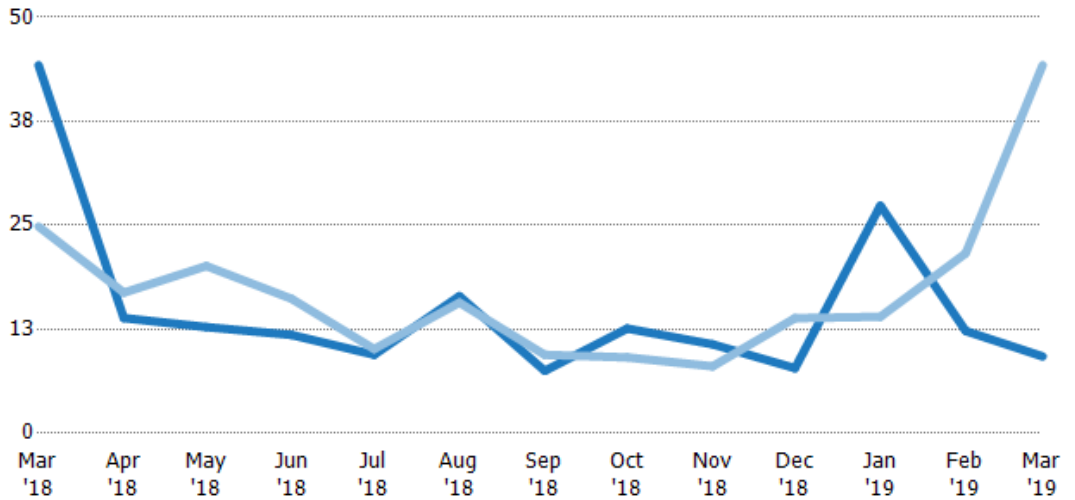
	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19
Current Year	202	200	123	114	120	119	133	161	176	195	218	218	218
Prior Year	227	216	191	126	105	115	132	148	164	184	203	205	202
Percent Change from Prior Year	-11%	-7%	-35%	-10%	14%	3%	1%	9%	8%	6%	7%	6%	8%

## 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



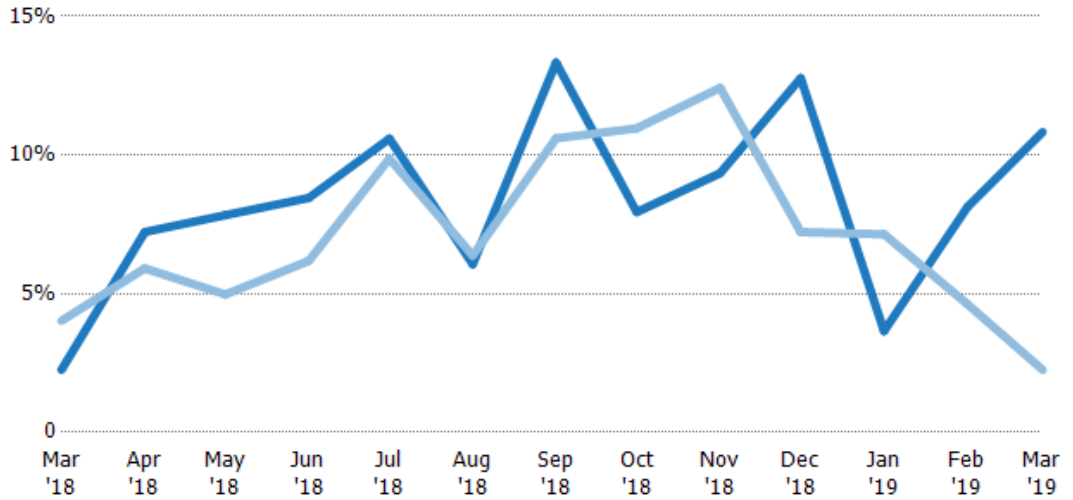
	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19
Current Year	44.3	13.8	12.8	11.8	9.44	16.5	7.5	12.6	10.7	7.83	27.4	12.3	9.23
Prior Year	24.8	16.9	20.1	16.2	10.1	15.7	9.43	9.12	8.05	13.8	14	21.6	44.3
Percent Change from Prior Year	78%	-18%	-37%	-27%	-7%	5%	-20%	38%	33%	-43%	95%	-43%	-79%

## 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.
Mar '19	11%	-8.6%
Mar '18	2%	1.8%
Mar '17	4%	-21.4%

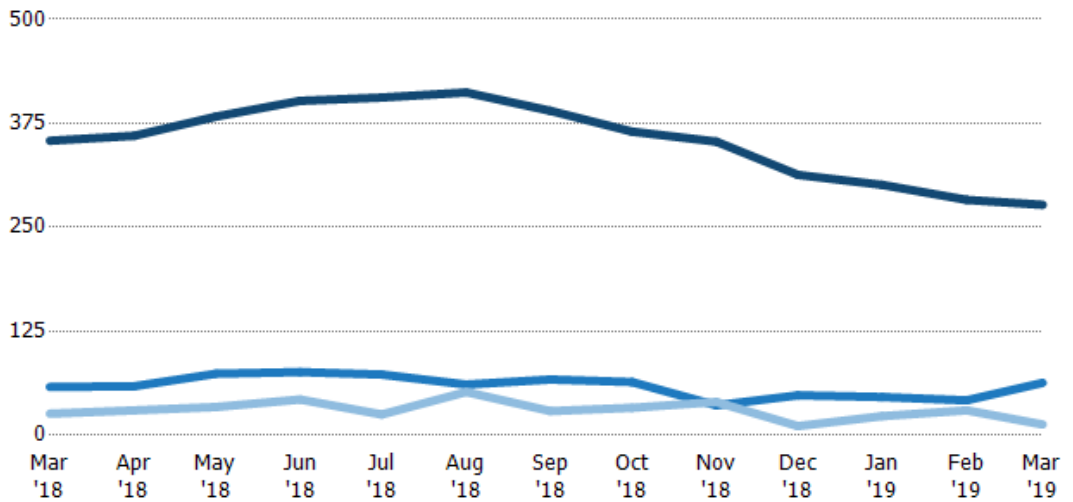
	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19
Current Year	2%	7%	8%	8%	11%	6%	13%	8%	9%	13%	4%	8%	11%
Prior Year	4%	6%	5%	6%	10%	6%	11%	11%	12%	7%	7%	5%	2%
Change from Prior Year	2%	-1%	-3%	-2%	-1%	0%	-3%	3%	3%	-6%	3%	-4%	-9%

## 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



	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19
Active	354	360	383	402	406	412	390	365	353	313	301	283	277
Pending	58	59	74	76	73	61	67	64	36	48	46	42	63
Sold	26	30	34	43	25	52	29	33	40	11	23	30	13

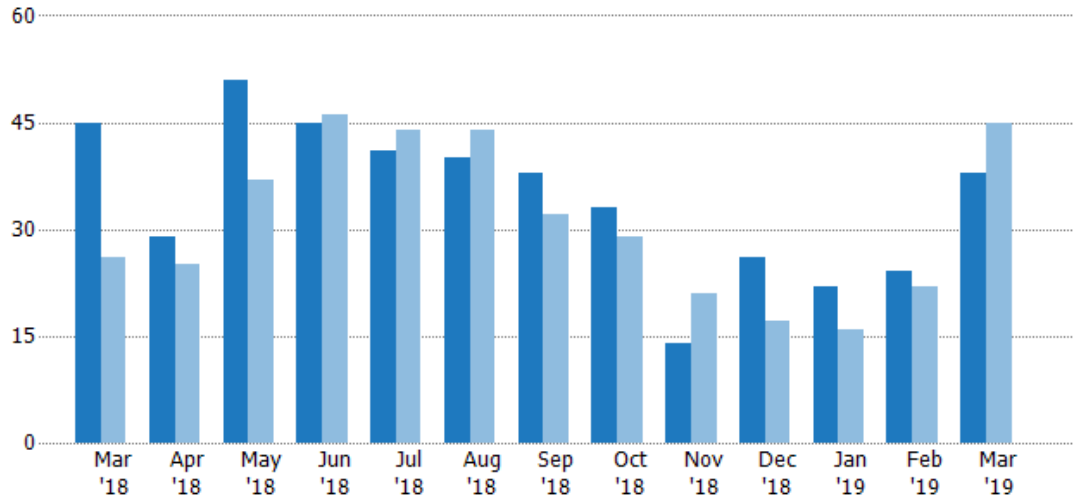
## New Pending Sales

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.
Mar '19	38	-15.6%
Mar '18	45	73.1%
Mar '17	26	-11.5%



	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19
Current Year	45	29	51	45	41	40	38	33	14	26	22	24	38
Prior Year	26	25	37	46	44	44	32	29	21	17	16	22	45
Percent Change from Prior Year	73%	16%	38%	-2%	-7%	-9%	19%	14%	-33%	53%	38%	9%	-16%

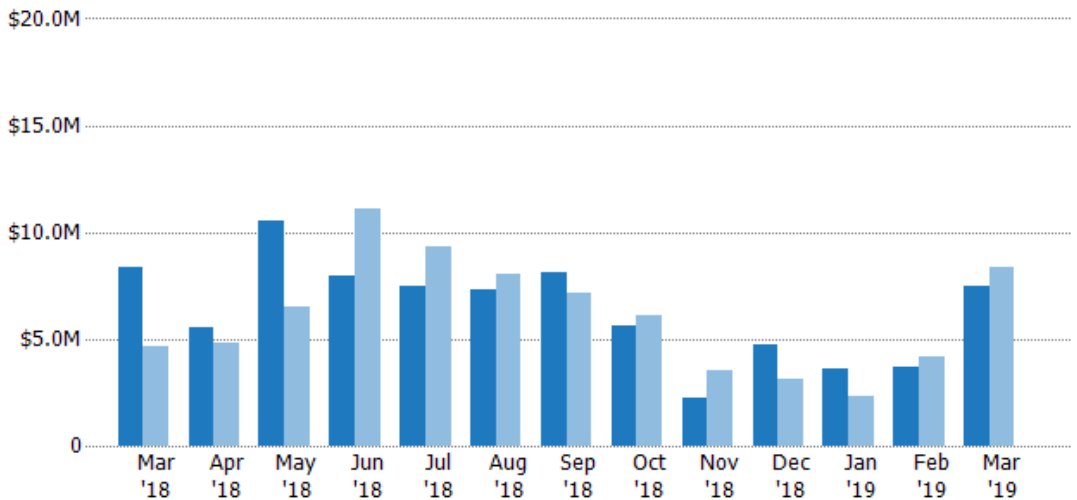
## New Pending Sales Volume

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.
Mar '19	\$7.45M	-11.2%
Mar '18	\$8.38M	81.6%
Mar '17	\$4.62M	-14%



	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19
Current Year	\$8.38M	\$5.54M	\$10.5M	\$7.95M	\$7.44M	\$7.31M	\$8.14M	\$5.64M	\$2.25M	\$4.74M	\$3.62M	\$3.7M	\$7.45M
Prior Year	\$4.62M	\$4.8M	\$6.51M	\$11.1M	\$9.3M	\$8.06M	\$7.15M	\$6.14M	\$3.55M	\$3.13M	\$2.36M	\$4.17M	\$8.38M
Percent Change from Prior Year	82%	15%	62%	-29%	-20%	-9%	14%	-8%	-37%	51%	53%	-11%	-11%



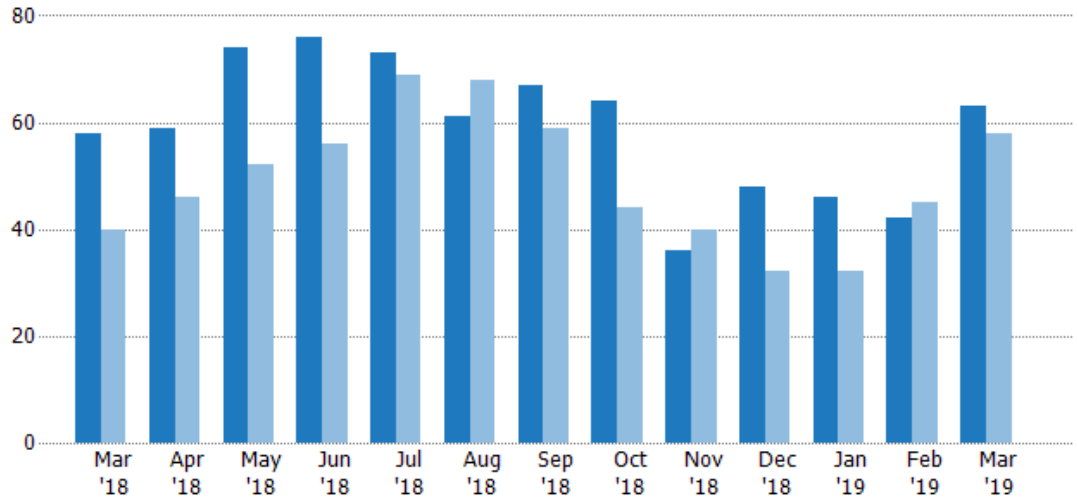
## Pending Sales

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.
Mar '19	63	8.6%
Mar '18	58	45%
Mar '17	40	20%



Current Year	58	59	74	76	73	61	67	64	36	48	46	42	63
Prior Year	40	46	52	56	69	68	59	44	40	32	32	45	58
Percent Change from Prior Year	45%	28%	42%	36%	6%	-10%	14%	45%	-10%	50%	44%	-7%	9%

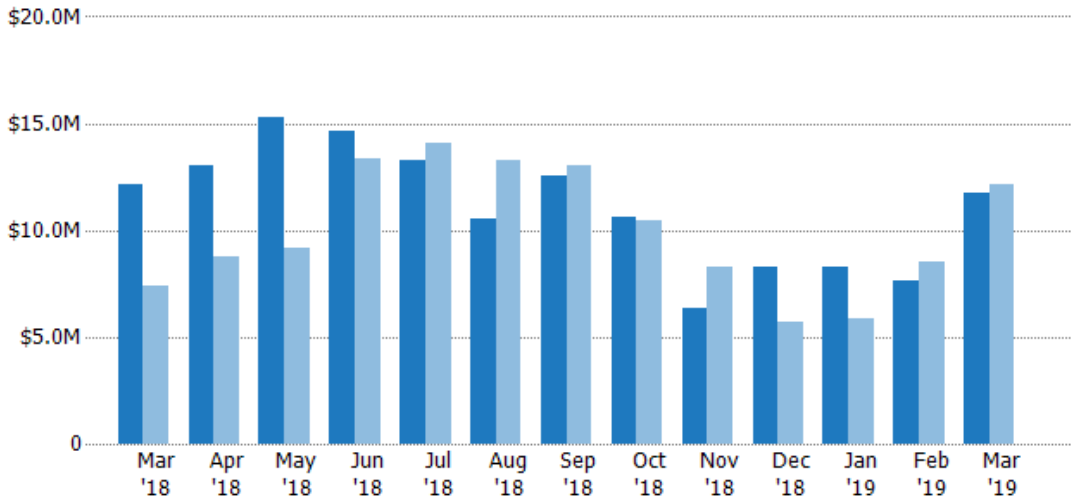
## Pending Sales Volume

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.
Mar '19	\$11.7M	-3.3%
Mar '18	\$12.1M	64%
Mar '17	\$7.38M	4.2%



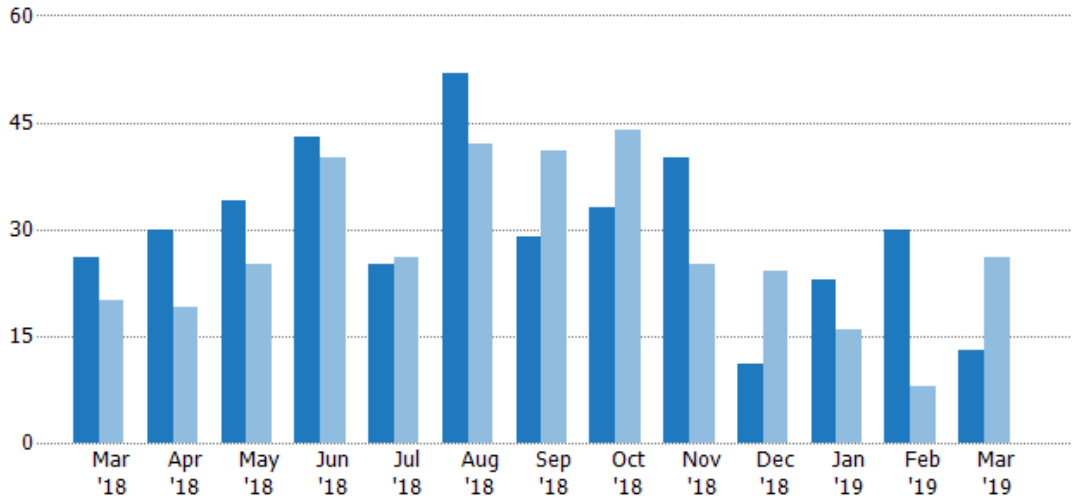
Current Year	\$12.1M	\$13M	\$15.3M	\$14.7M	\$13.3M	\$10.5M	\$12.5M	\$10.6M	\$6.38M	\$8.32M	\$8.31M	\$7.6M	\$11.7M
Prior Year	\$7.38M	\$8.76M	\$9.14M	\$13.4M	\$14M	\$13.3M	\$13M	\$10.5M	\$8.32M	\$5.71M	\$5.83M	\$8.5M	\$12.1M
Percent Change from Prior Year	64%	49%	67%	9%	-5%	-21%	-4%	1%	-23%	46%	43%	-11%	-3%

## 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



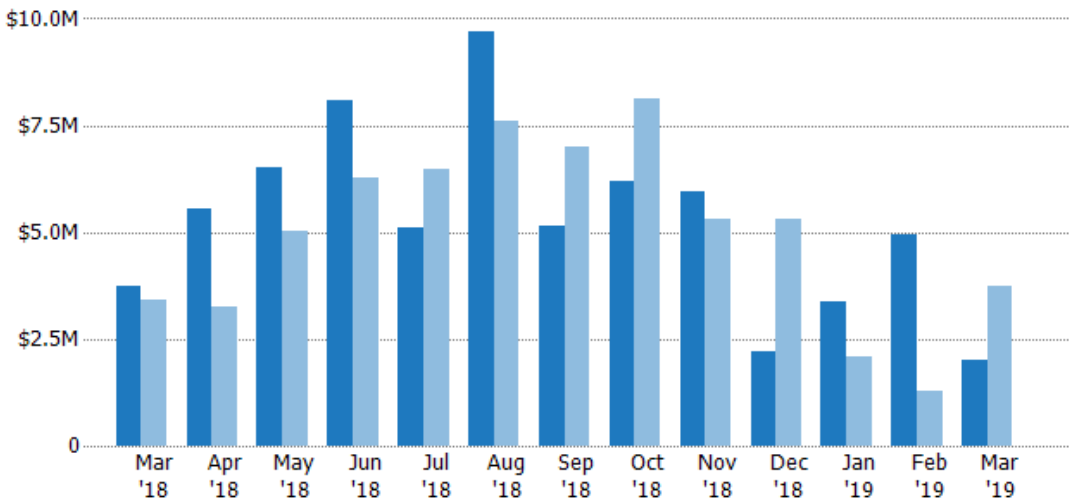
Month/Year	Current Year	Prior Year	Percent Change from Prior Year
Mar '19	13	26	-50%
Mar '18	26	20	30%
Mar '17	20	20	-55%

## 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



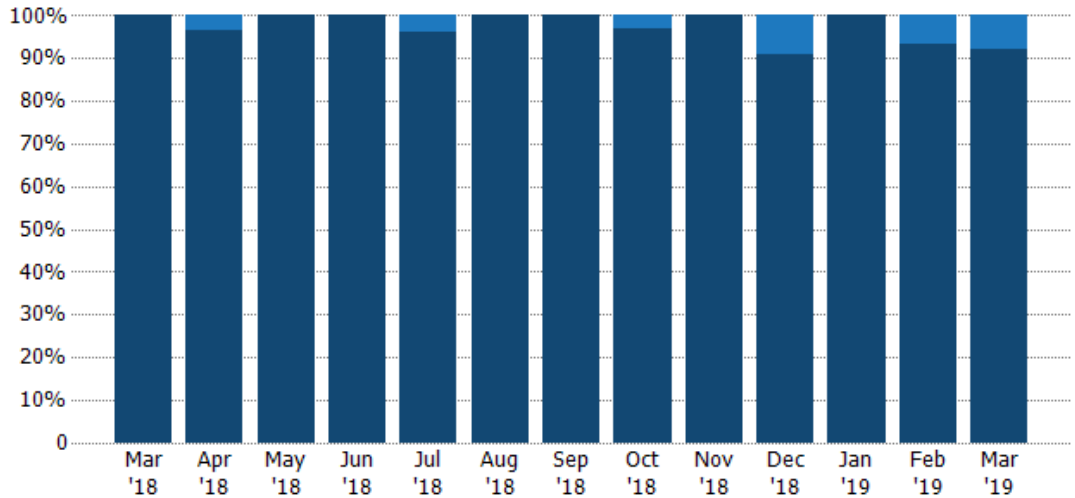
Month/Year	Current Year	Prior Year	Percent Change from Prior Year
Mar '19	\$2M	\$3.73M	-46.5%
Mar '18	\$3.73M	\$3.42M	9%
Mar '17	\$3.42M	\$3.42M	-55.1%

## 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



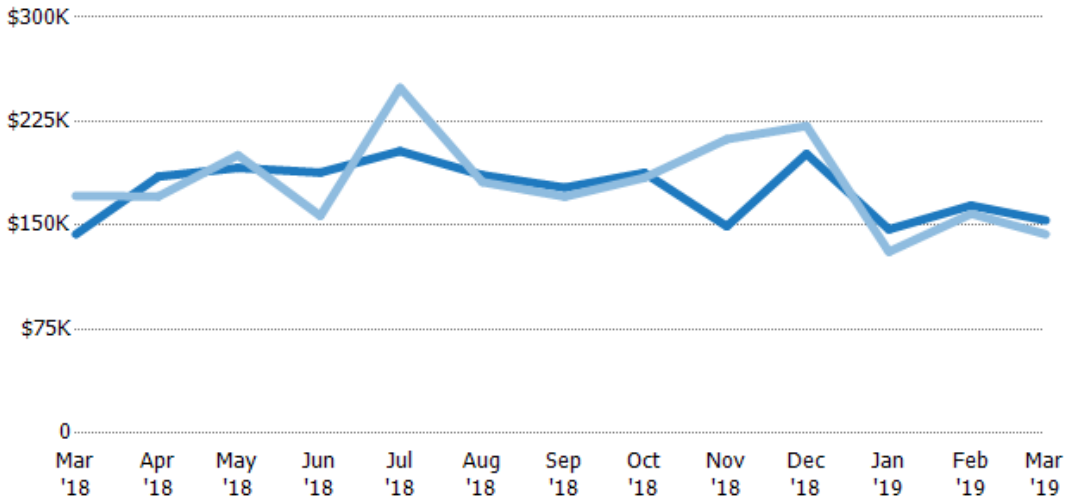
Property Type	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19
Condo/Townhouse	-	3%	-	-	4%	-	-	3%	-	9%	-	7%	8%
Single Family Residence	100%	97%	100%	100%	96%	100%	100%	97%	100%	91%	100%	93%	92%

## 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.
Mar '19	\$154K	7%
Mar '18	\$144K	-16.2%
Mar '17	\$171K	-0.2%

	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19
Current Year	\$144K	\$185K	\$191K	\$188K	\$203K	\$186K	\$177K	\$188K	\$149K	\$202K	\$147K	\$164K	\$154K
Prior Year	\$171K	\$171K	\$201K	\$157K	\$249K	\$181K	\$171K	\$184K	\$212K	\$222K	\$131K	\$158K	\$144K
Percent Change from Prior Year	-16%	8%	-5%	20%	-18%	3%	4%	2%	-30%	-9%	12%	4%	7%

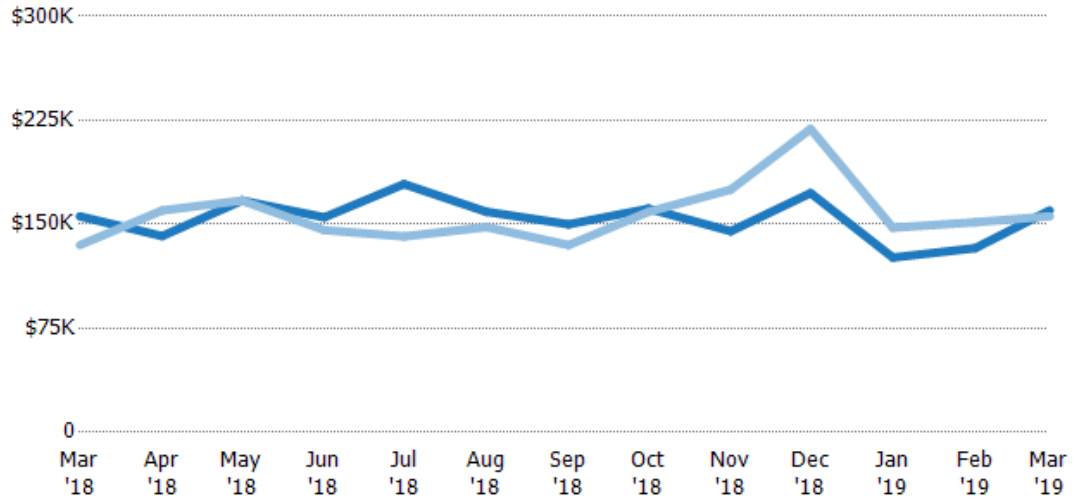
## Median Sales Price

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.
Mar '19	\$160K	2.7%
Mar '18	\$156K	15.4%
Mar '17	\$135K	51.1%



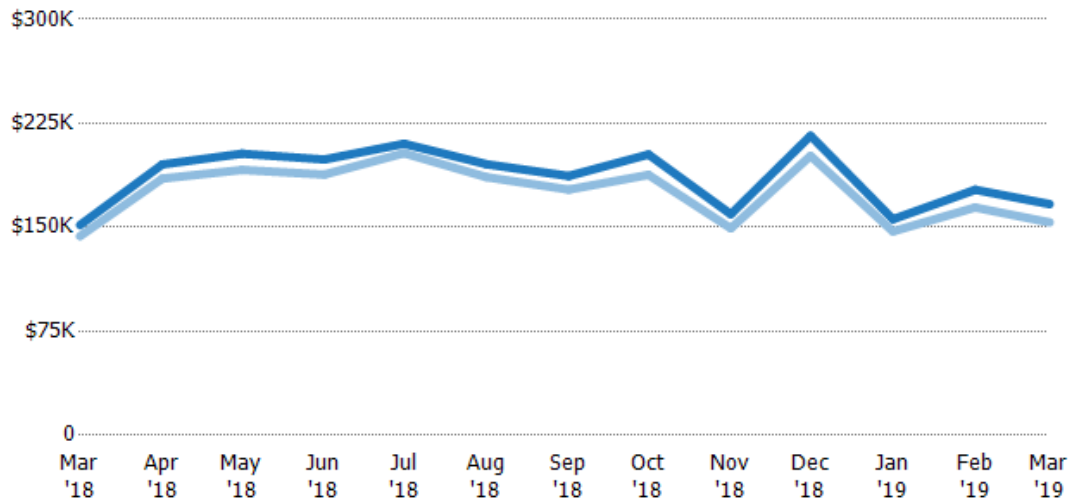
Current Year	\$156K	\$142K	\$167K	\$155K	\$179K	\$159K	\$150K	\$161K	\$145K	\$173K	\$126K	\$133K	\$160K
Prior Year	\$135K	\$160K	\$167K	\$146K	\$141K	\$148K	\$135K	\$159K	\$175K	\$219K	\$148K	\$151K	\$156K
Percent Change from Prior Year	15%	-12%	0%	6%	27%	7%	11%	1%	-17%	-21%	-15%	-12%	3%

## 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



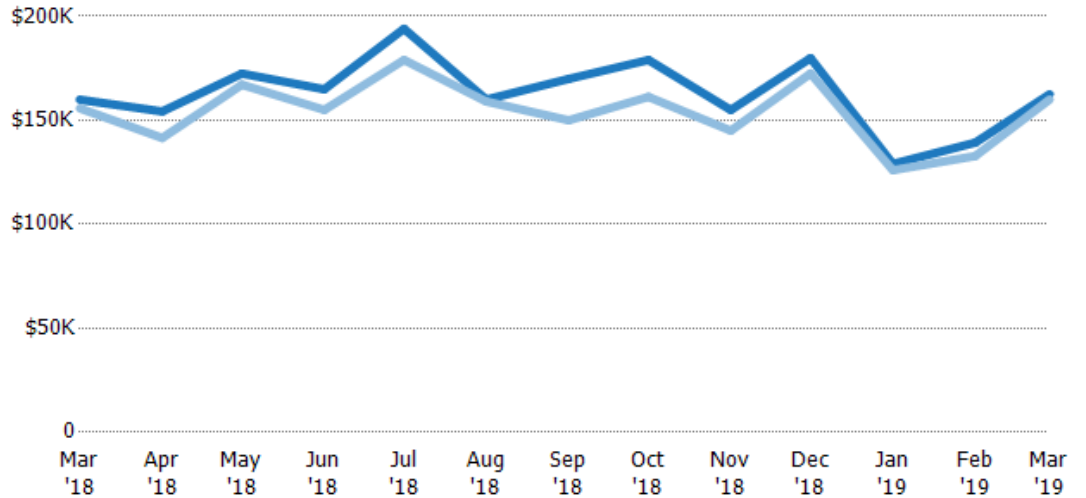
Avg List Price	\$152K	\$195K	\$203K	\$199K	\$210K	\$195K	\$187K	\$203K	\$159K	\$216K	\$156K	\$177K	\$167K
Avg Sales Price	\$144K	\$185K	\$191K	\$188K	\$203K	\$186K	\$177K	\$188K	\$149K	\$202K	\$147K	\$164K	\$154K
Avg Sales Price as a % of Avg List Price	95%	95%	94%	95%	97%	95%	95%	93%	94%	93%	94%	93%	92%

## 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



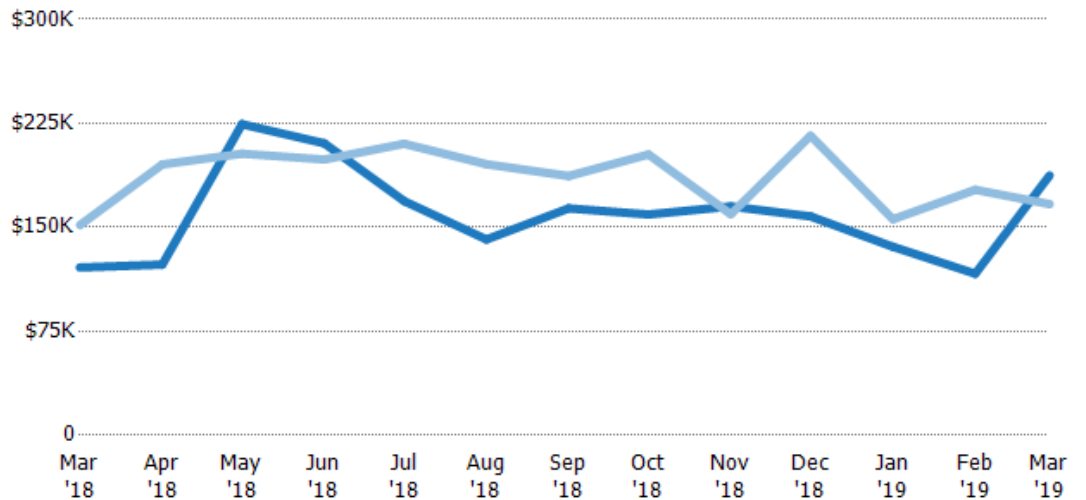
	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19
Median List Price	\$160K	\$154K	\$172K	\$165K	\$194K	\$160K	\$170K	\$179K	\$155K	\$180K	\$129K	\$139K	\$163K
Median Sales Price	\$156K	\$142K	\$167K	\$155K	\$179K	\$159K	\$150K	\$161K	\$145K	\$173K	\$126K	\$133K	\$160K
Med Sales Price as a % of Med List Price	97%	92%	97%	94%	92%	99%	88%	90%	94%	96%	98%	95%	98%

## 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



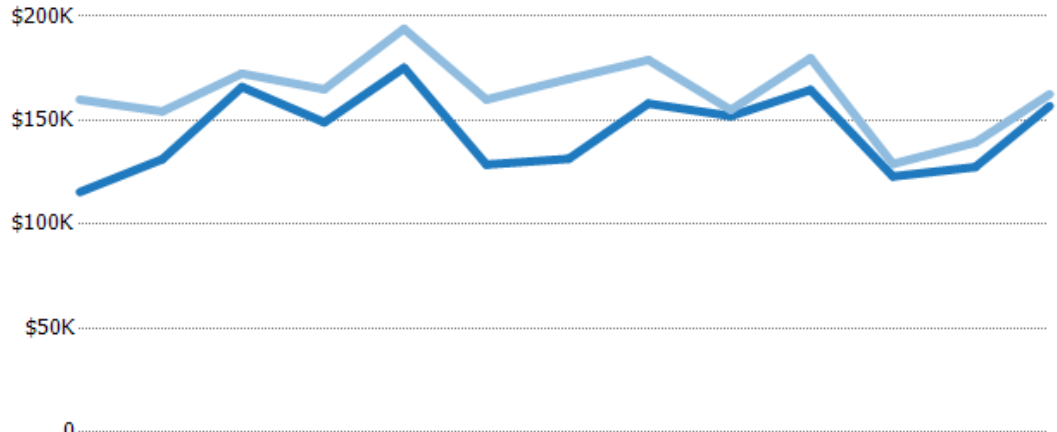
	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19
Avg Est Value	\$121K	\$123K	\$224K	\$211K	\$169K	\$141K	\$164K	\$159K	\$165K	\$158K	\$136K	\$117K	\$187K
Avg Sales Price	\$152K	\$195K	\$203K	\$199K	\$210K	\$195K	\$187K	\$203K	\$159K	\$216K	\$156K	\$177K	\$167K
Avg Sales Price as a % of Avg Est Value	125%	159%	91%	94%	124%	138%	114%	127%	97%	137%	115%	152%	89%

## 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



	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19
Median Est Value	\$116K	\$131K	\$166K	\$149K	\$175K	\$129K	\$131K	\$158K	\$152K	\$165K	\$123K	\$128K	\$157K
Median Sales Price	\$160K	\$154K	\$172K	\$165K	\$194K	\$160K	\$170K	\$179K	\$155K	\$180K	\$129K	\$139K	\$163K
Med Sales Price as a % of Med Est Value	138%	118%	104%	111%	111%	124%	129%	113%	102%	109%	105%	109%	104%