

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 2019	May 2018	+ / -	YTD 2019	YTD 2018	+ / -
Listing Activity Charts Metrics						
New Listing Count	78	87	-10.3%	243	268	-9.3%
New Listing Volume	\$19,437,699	\$22,354,424	-13%	\$59,051,497	\$69,313,322	-14.8%
Active Listing Count	314	375	-16.3%	N/A	N/A	
Active Listing Volume	\$88,628,421	\$100,621,903	-11.9%	N/A	N/A	
Average Listing Price	\$282,256	\$268,325	+5.2%	\$278,726	\$253,487	+10%
Median Listing Price	\$229,000	\$199,000	+15.1%	\$225,516	\$196,038	+15%
Median Days in RPR	131	122	+7.4%	196.86	178.16	+10.5%
Months of Inventory	13.7	12.1	+12.9%	13.1	19	-30.7%
Absorption Rate	7.32%	8.27%	-0.9%	7.61%	5.27%	+2.3%
Sales Activity Charts Metrics						
New Pending Sales Count	47	50	-6%	162	163	-0.6%
New Pending Sales Volume	\$9,297,600	\$10,378,399	-10.4%	\$31,694,700	\$31,981,897	-0.9%
Pending Sales Count	77	72	+6.9%	N/A	N/A	
Pending Sales Volume	\$14,989,900	\$14,909,049	+0.5%	N/A	N/A	
Closed Sales Count	33	34	-2.9%	119	115	+3.5%
Closed Sales Volume	\$7,214,503	\$6,506,735	+10.9%	\$21,035,553	\$19,210,099	+9.5%
Average Sales Price	\$218,621	\$191,375	+14.2%	\$176,769	\$167,044	+5.8%
Median Sales Price	\$182,000	\$167,100	+8.9%	\$155,395	\$153,413	+1.3%

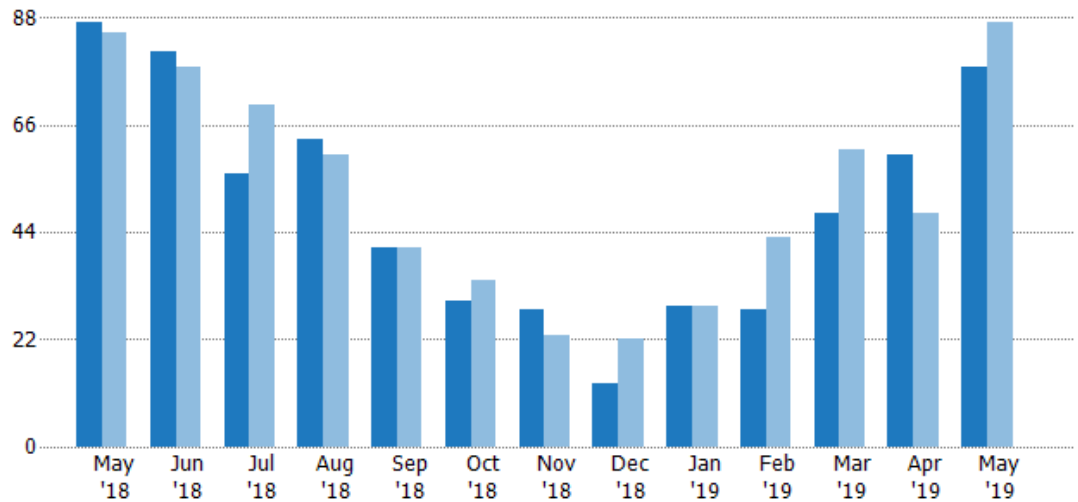
New Listings

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.
May '19	78	-10.3%
May '18	87	2.4%
May '17	85	-34.1%



Current Year	87	81	56	63	41	30	28	13	29	28	48	60	78
Prior Year	85	78	70	60	41	34	23	22	29	43	61	48	87
Percent Change from Prior Year	2%	4%	-20%	5%	0%	-12%	22%	-41%	0%	-35%	-21%	25%	-10%

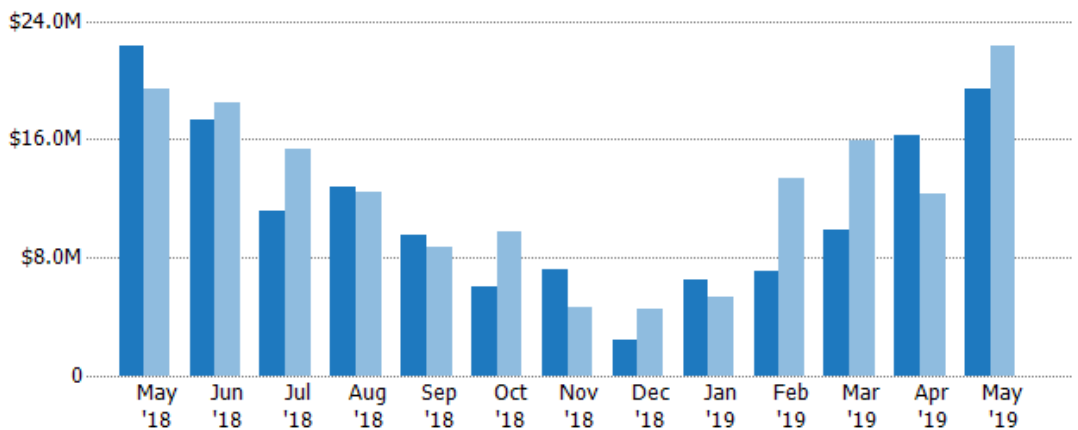
New Listing Volume

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.
May '19	\$19.4M	-13%
May '18	\$22.4M	15.4%
May '17	\$19.4M	-45.2%



Current Year	\$22.4M	\$17.3M	\$11.2M	\$12.7M	\$9.54M	\$5.99M	\$7.2M	\$2.47M	\$6.46M	\$7.04M	\$9.82M	\$16.3M	\$19.4M
Prior Year	\$19.4M	\$18.5M	\$15.4M	\$12.5M	\$8.68M	\$9.72M	\$4.63M	\$4.52M	\$5.31M	\$13.4M	\$15.9M	\$12.3M	\$22.4M
Percent Change from Prior Year	15%	-6%	-27%	2%	10%	-38%	56%	-45%	22%	-47%	-38%	32%	-13%

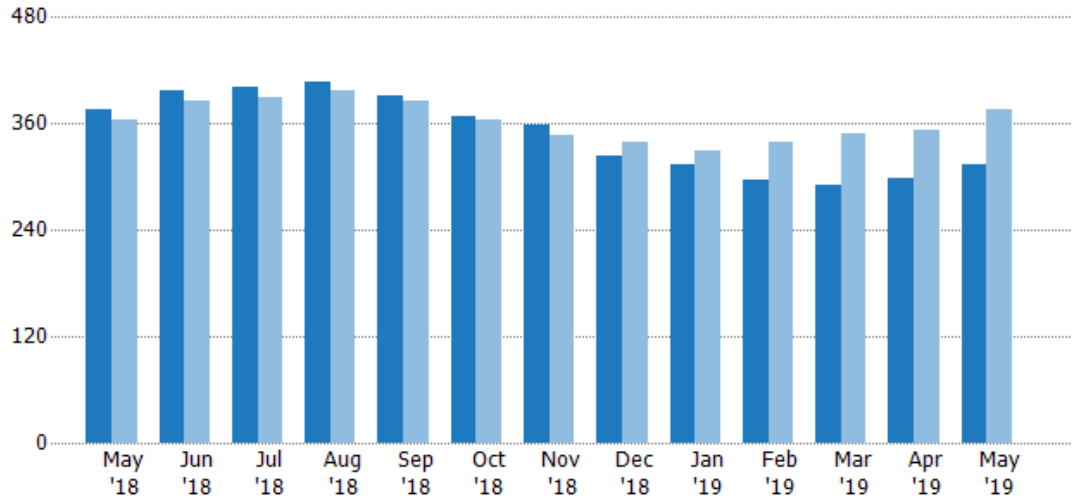
Active Listings

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.
May '19	314	-16.3%
May '18	375	3%
May '17	364	2.2%



Current Year	375	397	402	407	391	368	359	324	313	296	291	298	314
Prior Year	364	385	390	398	385	364	346	340	330	340	348	353	375
Percent Change from Prior Year	3%	3%	3%	2%	2%	1%	4%	-5%	-5%	-13%	-16%	-16%	-16%

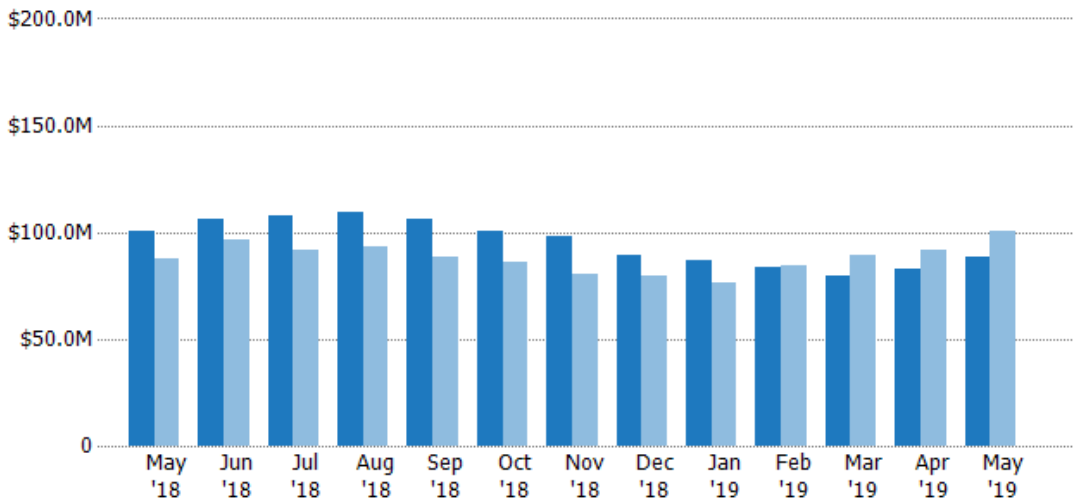
Active Listing Volume

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.
May '19	\$88.6M	-11.9%
May '18	\$101M	14.6%
May '17	\$87.8M	-3.4%



Current Year	\$101M	\$106M	\$108M	\$109M	\$106M	\$100M	\$97.9M	\$89M	\$86.8M	\$83.6M	\$79.6M	\$82.8M	\$88.6M
Prior Year	\$87.8M	\$96.8M	\$91.5M	\$93.1M	\$88.4M	\$86.2M	\$80.6M	\$79.3M	\$76.7M	\$84.2M	\$89.4M	\$91.7M	\$101M
Percent Change from Prior Year	15%	10%	18%	17%	20%	16%	21%	12%	13%	-1%	-11%	-10%	-12%

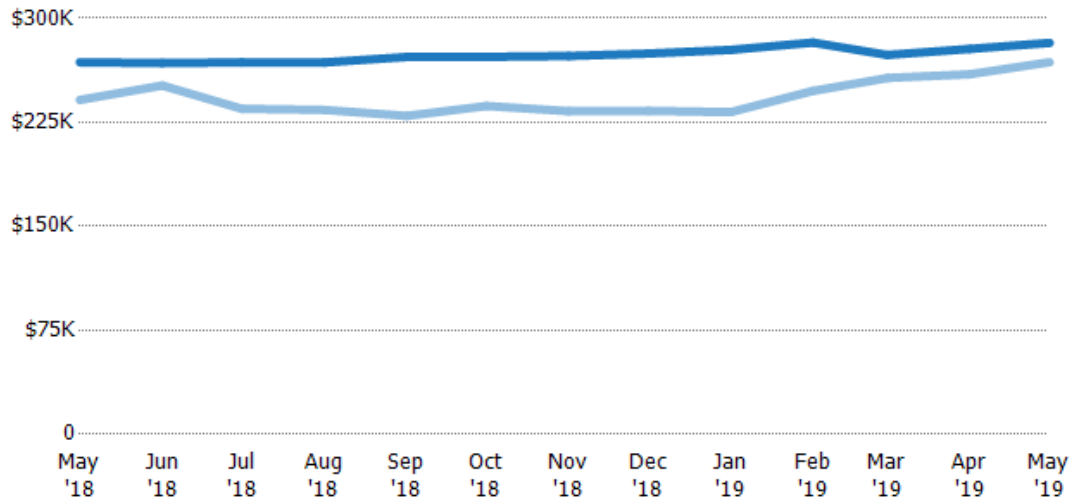
Average Listing Price

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.
May '19	\$282K	5.2%
May '18	\$268K	11.3%
May '17	\$241K	-5.4%



Current Year	\$268K	\$268K	\$268K	\$268K	\$272K	\$272K	\$273K	\$275K	\$277K	\$282K	\$274K	\$278K	\$282K
Prior Year	\$241K	\$251K	\$235K	\$234K	\$230K	\$237K	\$233K	\$233K	\$232K	\$248K	\$257K	\$260K	\$268K
Percent Change from Prior Year	11%	6%	14%	15%	19%	15%	17%	18%	19%	14%	6%	7%	5%

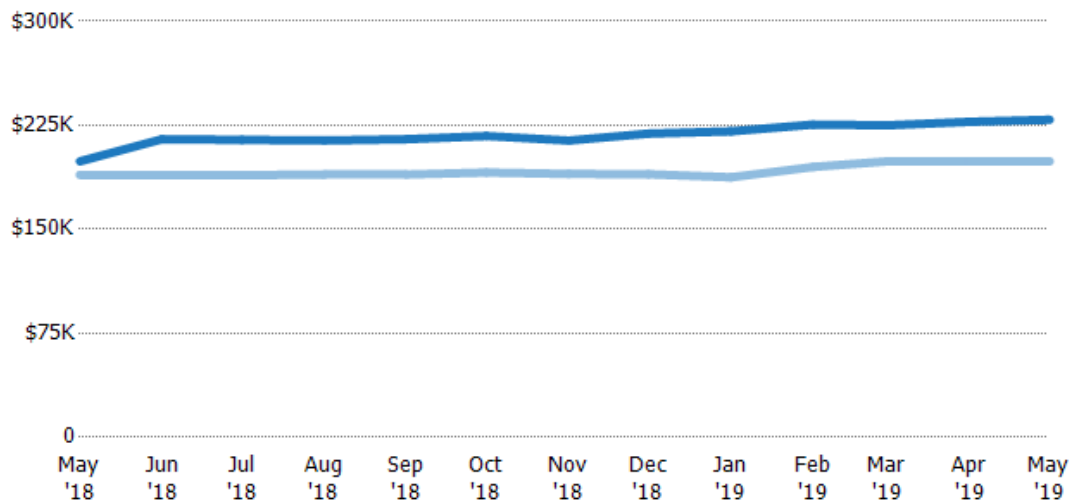
Median Listing Price

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.
May '19	\$229K	15.1%
May '18	\$199K	5.2%
May '17	\$189K	-5.8%



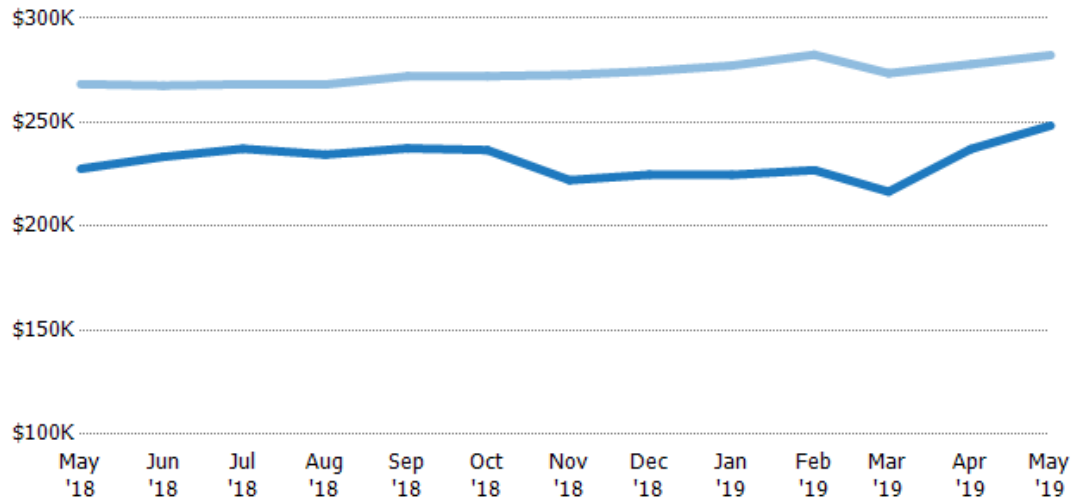
Current Year	\$199K	\$215K	\$215K	\$214K	\$215K	\$217K	\$214K	\$219K	\$221K	\$226K	\$225K	\$228K	\$229K
Prior Year	\$189K	\$189K	\$189K	\$190K	\$190K	\$191K	\$190K	\$190K	\$188K	\$195K	\$199K	\$199K	\$199K
Percent Change from Prior Year	5%	14%	13%	13%	13%	14%	13%	15%	18%	16%	13%	14%	15%

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

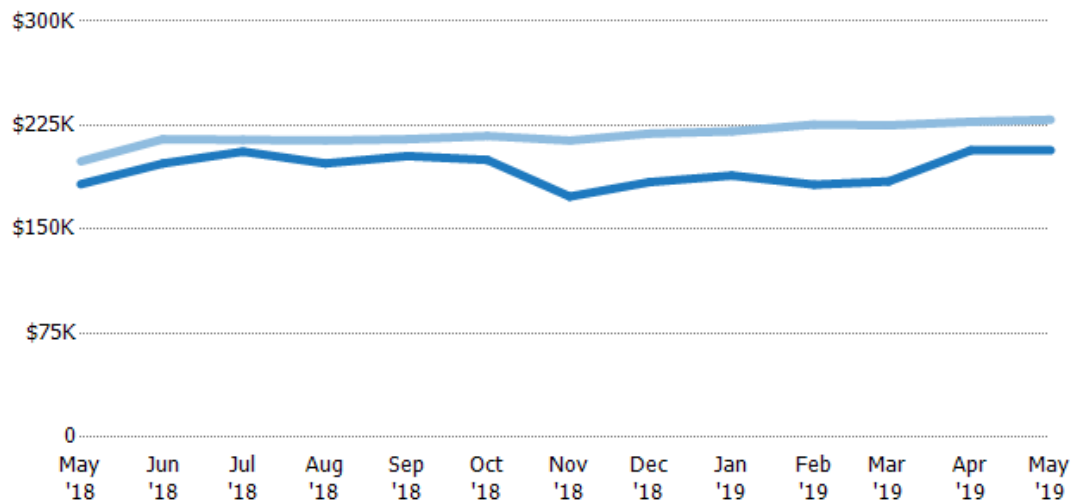


Median Listing Price vs Median Est Value

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



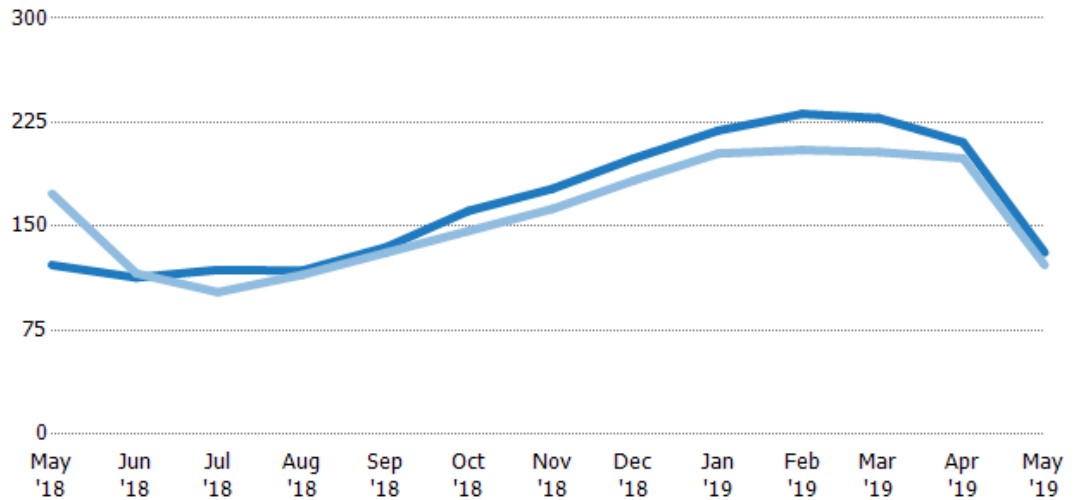
Median Days in RPR

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.
May '19	131	7.4%
May '18	122	-29.7%
May '17	174	-0.6%



Current Year	122	113	119	118	135	161	177	199	219	231	228	211	131
Prior Year	174	116	103	115	131	147	163	183	203	205	204	199	122
Percent Change from Prior Year	-30%	-3%	16%	3%	3%	10%	9%	9%	8%	13%	12%	6%	7%

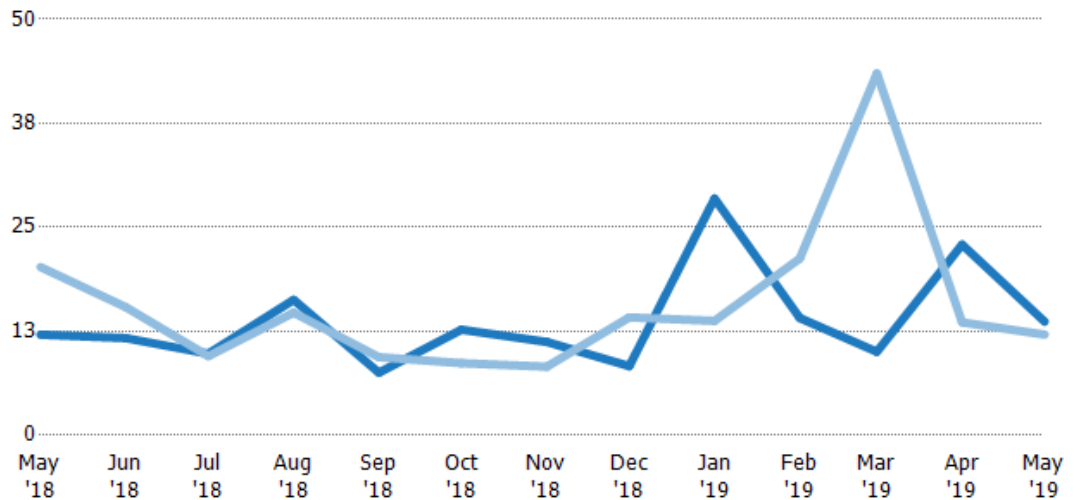
Months of Inventory

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.
May '19	13.7	12.9%
May '18	12.1	-40.2%
May '17	20.2	53.3%



Current Year	12.1	11.7	9.8	16.3	7.52	12.7	11.2	8.31	28.5	14.1	10	22.9	13.7
Prior Year	20.2	15.4	9.51	14.7	9.39	8.67	8.24	14.2	13.8	21.3	43.5	13.6	12.1
Percent Change from Prior Year	-40%	-24%	3%	10%	-20%	46%	36%	-41%	107%	-34%	-77%	69%	13%

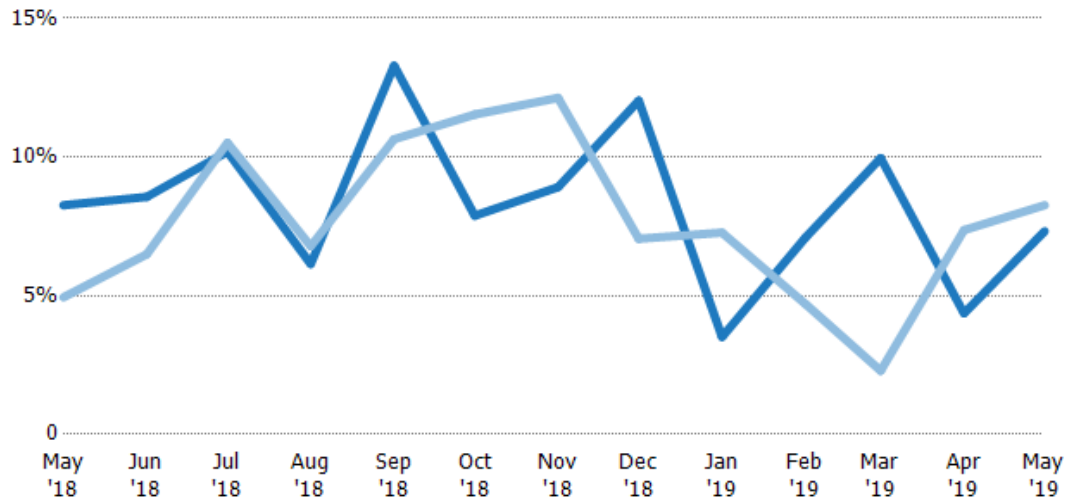
Absorption Rate

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.
May '19	7%	0.9%
May '18	8%	-3.3%
May '17	5%	-34.8%



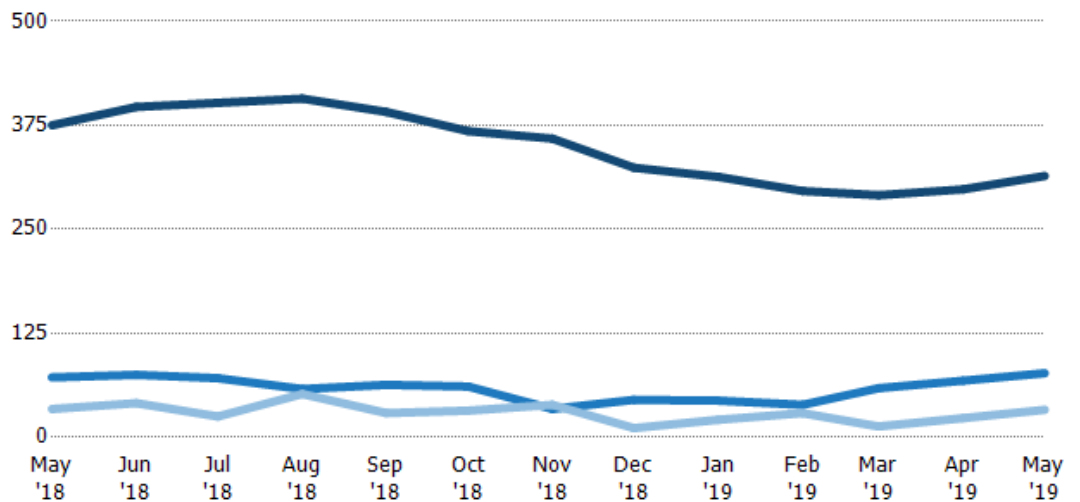
Current Year	8%	9%	10%	6%	13%	8%	9%	12%	4%	7%	10%	4%	7%
Prior Year	5%	6%	11%	7%	11%	12%	12%	7%	7%	5%	2%	7%	8%
Change from Prior Year	-3%	-2%	0%	1%	-3%	4%	3%	-5%	4%	-2%	-8%	3%	1%

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



Active	375	397	402	407	391	368	359	324	313	296	291	298	314
Pending	72	75	71	58	63	61	34	45	44	39	59	68	77
Sold	34	41	25	52	29	32	39	11	21	29	13	23	33

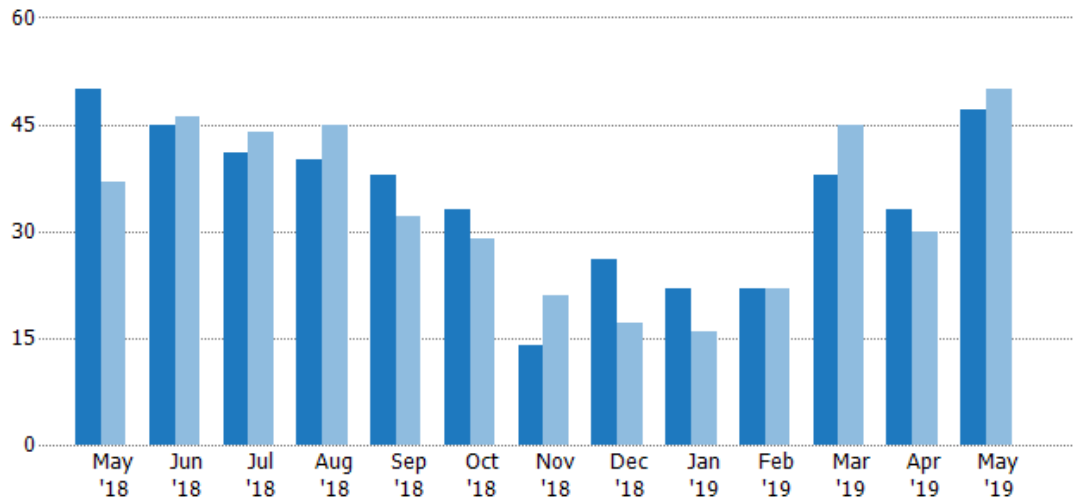
New Pending Sales

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.
May '19	47	-6%
May '18	50	35.1%
May '17	37	-10.8%



Current Year	50	45	41	40	38	33	14	26	22	22	38	33	47
Prior Year	37	46	44	45	32	29	21	17	16	22	45	30	50
Percent Change from Prior Year	35%	-2%	-7%	-11%	19%	14%	-33%	53%	38%	0%	-16%	10%	-6%

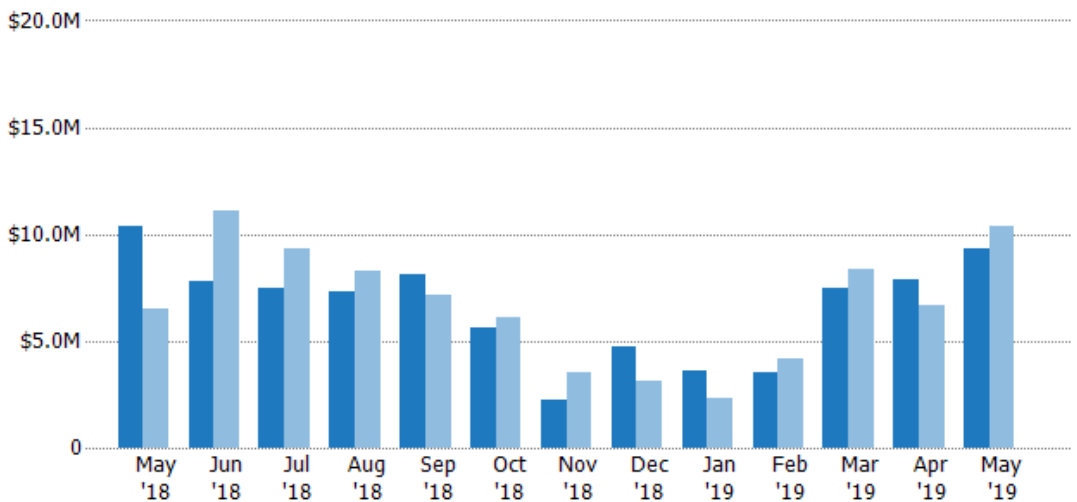
New Pending Sales Volume

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.
May '19	\$9.3M	-10.4%
May '18	\$10.4M	59.5%
May '17	\$6.51M	-3.4%



Current Year	\$10.4M	\$7.82M	\$7.44M	\$7.31M	\$8.14M	\$5.64M	\$2.25M	\$4.74M	\$3.62M	\$3.49M	\$7.45M	\$7.84M	\$9.3M
Prior Year	\$6.51M	\$11.1M	\$9.3M	\$8.27M	\$7.15M	\$6.14M	\$3.55M	\$3.13M	\$2.36M	\$4.17M	\$8.38M	\$6.69M	\$10.4M
Percent Change from Prior Year	60%	-30%	-20%	-12%	14%	-8%	-37%	51%	53%	-16%	-11%	17%	-10%

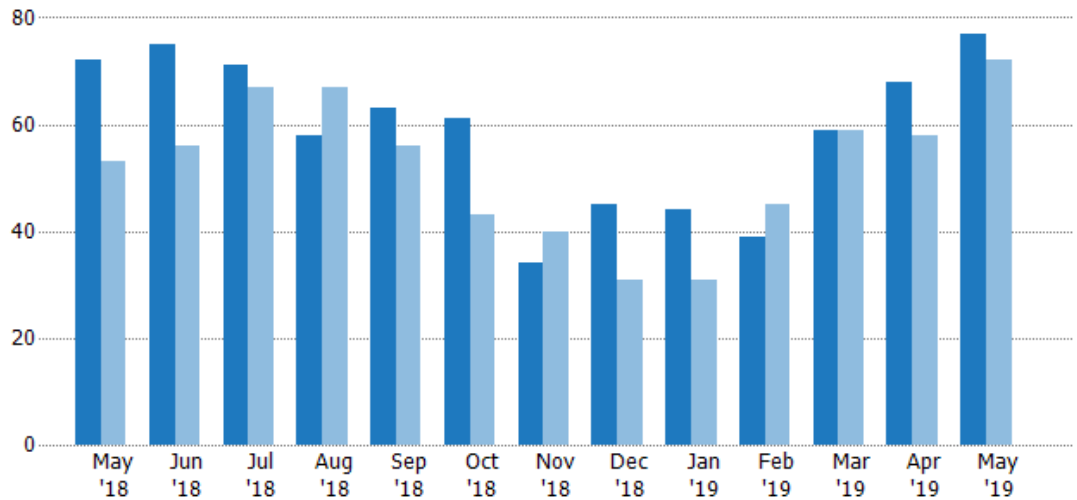
Pending Sales

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.
May '19	77	6.9%
May '18	72	35.8%
May '17	53	7.5%



Current Year	72	75	71	58	63	61	34	45	44	39	59	68	77
Prior Year	53	56	67	67	56	43	40	31	31	45	59	58	72
Percent Change from Prior Year	36%	34%	6%	-13%	13%	42%	-15%	45%	42%	-13%	0%	17%	7%

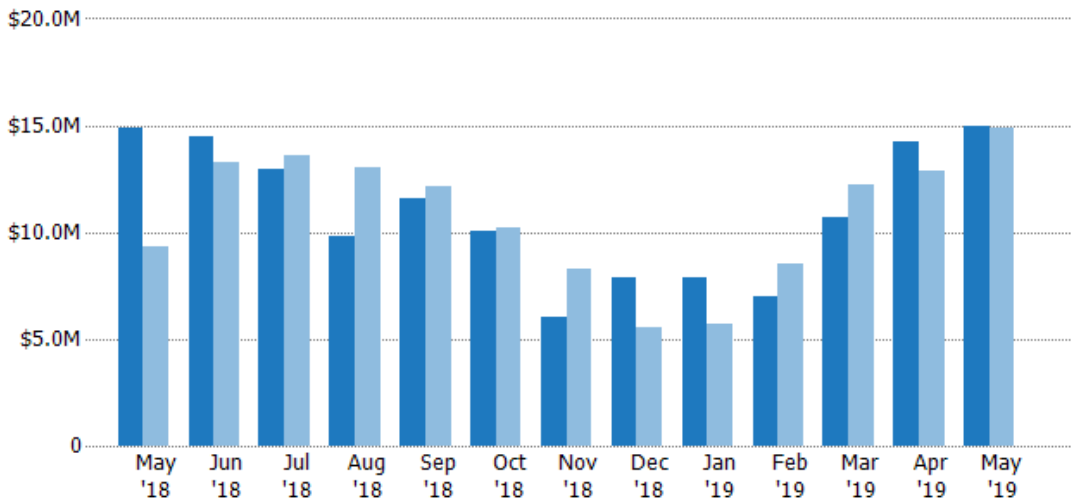
Pending Sales Volume

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.
May '19	\$15M	0.5%
May '18	\$14.9M	60.4%
May '17	\$9.29M	-8.7%



Current Year	\$14.9M	\$14.5M	\$12.9M	\$9.79M	\$11.6M	\$10.1M	\$6.06M	\$7.88M	\$7.84M	\$7.03M	\$10.7M	\$14.2M	\$15M
Prior Year	\$9.29M	\$13.3M	\$13.6M	\$13.1M	\$12.1M	\$10.2M	\$8.32M	\$5.56M	\$5.68M	\$8.5M	\$12.2M	\$12.9M	\$14.9M
Percent Change from Prior Year	60%	9%	-5%	-25%	-5%	-1%	-27%	42%	38%	-17%	-12%	11%	1%

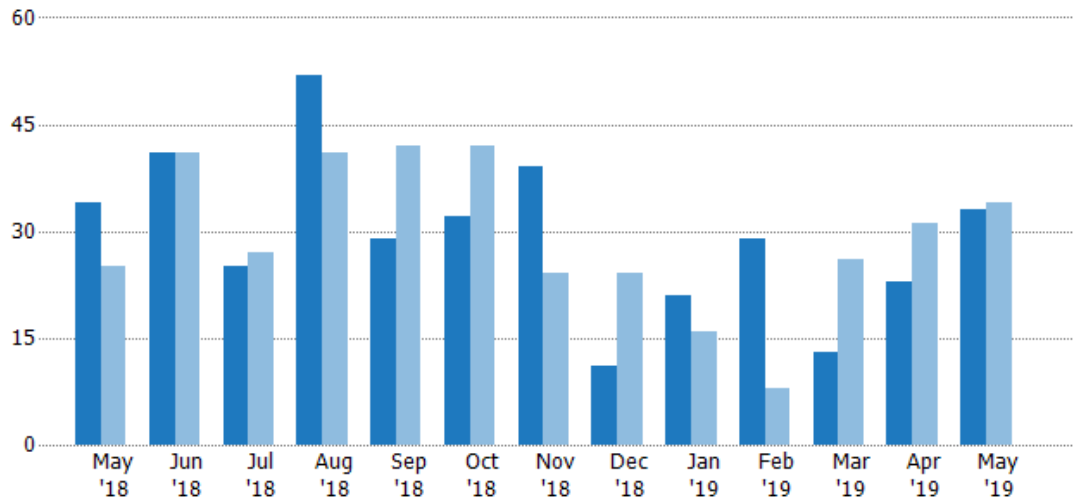
Closed Sales

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.
May '19	33	-2.9%
May '18	34	36%
May '17	25	44%



Current Year	34	41	25	52	29	32	39	11	21	29	13	23	33
Prior Year	25	41	27	41	42	42	24	24	16	8	26	31	34
Percent Change from Prior Year	36%	0%	-7%	27%	-31%	-24%	63%	-54%	31%	263%	-50%	-26%	-3%

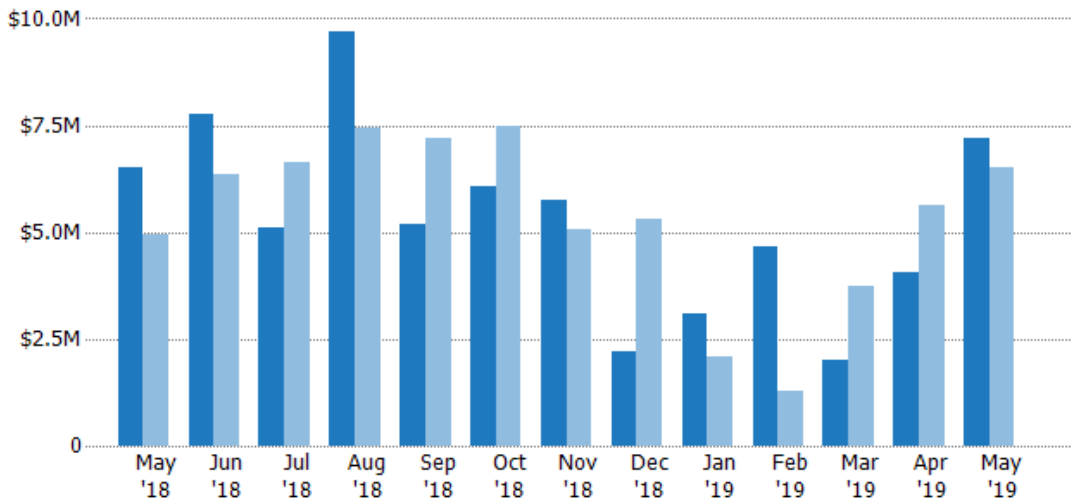
Closed Sales Volume

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.
May '19	\$7.21M	10.9%
May '18	\$6.51M	31.7%
May '17	\$4.94M	52.5%



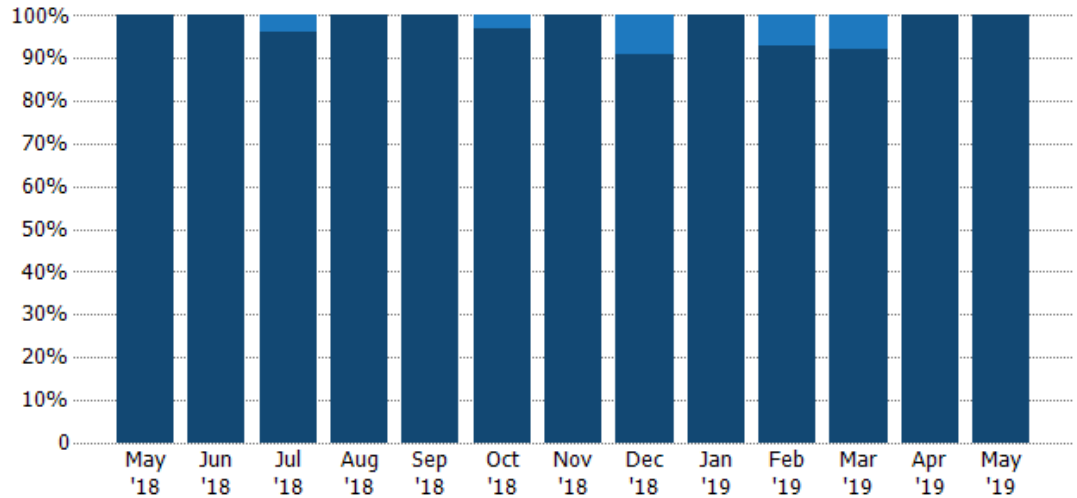
Current Year	\$6.51M	\$7.75M	\$5.09M	\$9.68M	\$5.17M	\$6.06M	\$5.75M	\$2.22M	\$3.1M	\$4.65M	\$2M	\$4.07M	\$7.21M
Prior Year	\$4.94M	\$6.36M	\$6.63M	\$7.45M	\$7.18M	\$7.5M	\$5.07M	\$5.32M	\$2.09M	\$1.27M	\$3.73M	\$5.61M	\$6.51M
Percent Change from Prior Year	32%	22%	-23%	30%	-28%	-19%	13%	-58%	48%	268%	-47%	-28%	11%

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



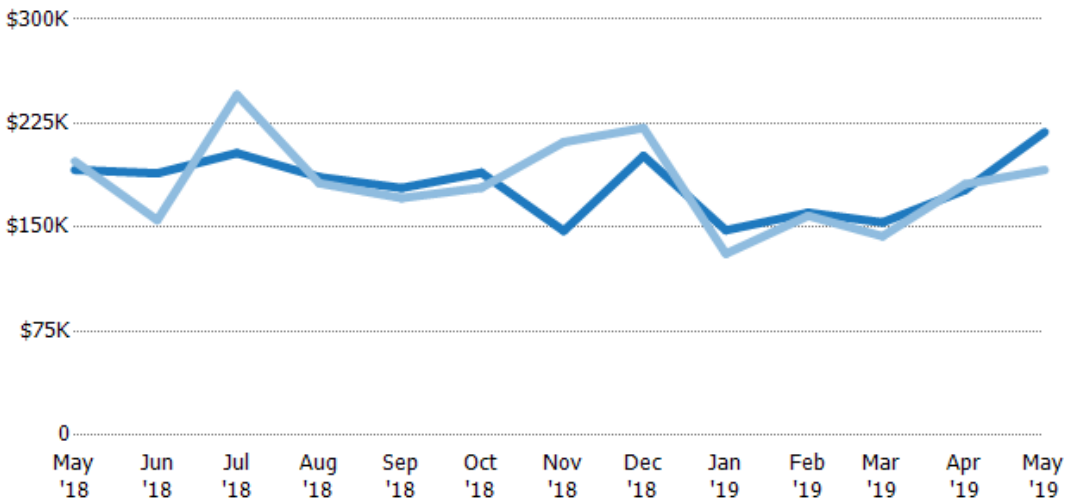
Condo/Townhouse	-	-	4%	-	-	3%	-	9%	-	7%	8%	-	-
Single Family Residence	100%	100%	96%	100%	100%	97%	100%	91%	100%	93%	92%	100%	100%

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	\$191K	\$189K	\$203K	\$186K	\$178K	\$189K	\$147K	\$202K	\$148K	\$160K	\$154K	\$177K	\$219K
Prior Year	\$198K	\$155K	\$246K	\$182K	\$171K	\$179K	\$211K	\$222K	\$131K	\$158K	\$144K	\$181K	\$191K
Percent Change from Prior Year	-3%	22%	-17%	2%	4%	6%	-30%	-9%	13%	1%	7%	-2%	14%

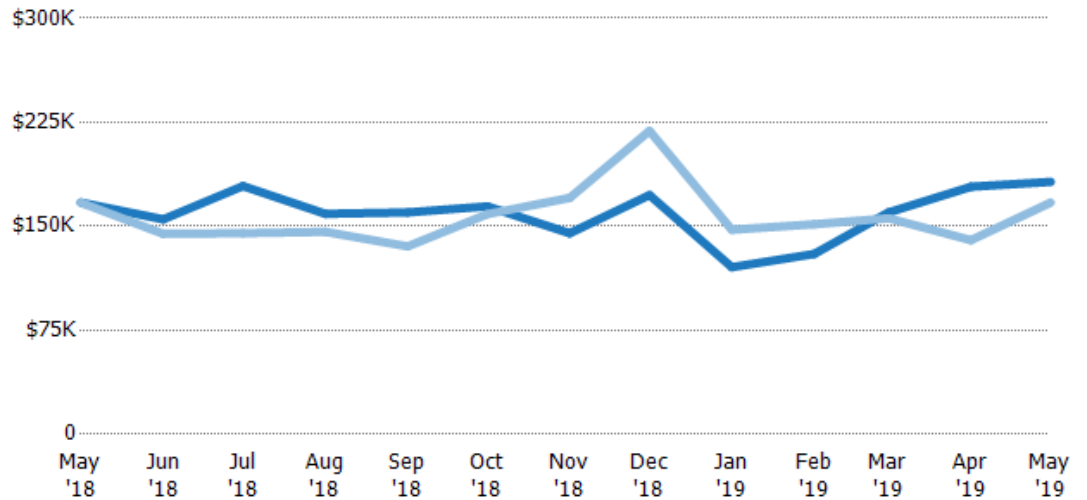
Median Sales Price

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.
May '19	\$182K	8.9%
May '18	\$167K	0%
May '17	\$167K	-1%



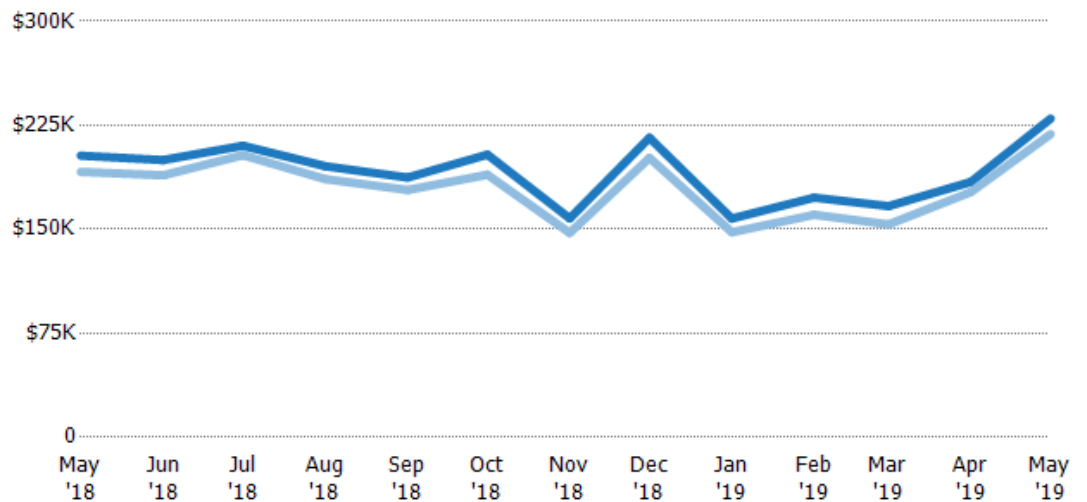
Current Year	\$167K	\$155K	\$179K	\$159K	\$160K	\$164K	\$145K	\$173K	\$121K	\$130K	\$160K	\$179K	\$182K
Prior Year	\$167K	\$145K	\$145K	\$146K	\$136K	\$159K	\$171K	\$219K	\$148K	\$151K	\$156K	\$140K	\$167K
Percent Change from Prior Year	0%	7%	23%	9%	18%	4%	-15%	-21%	-18%	-14%	3%	28%	9%

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



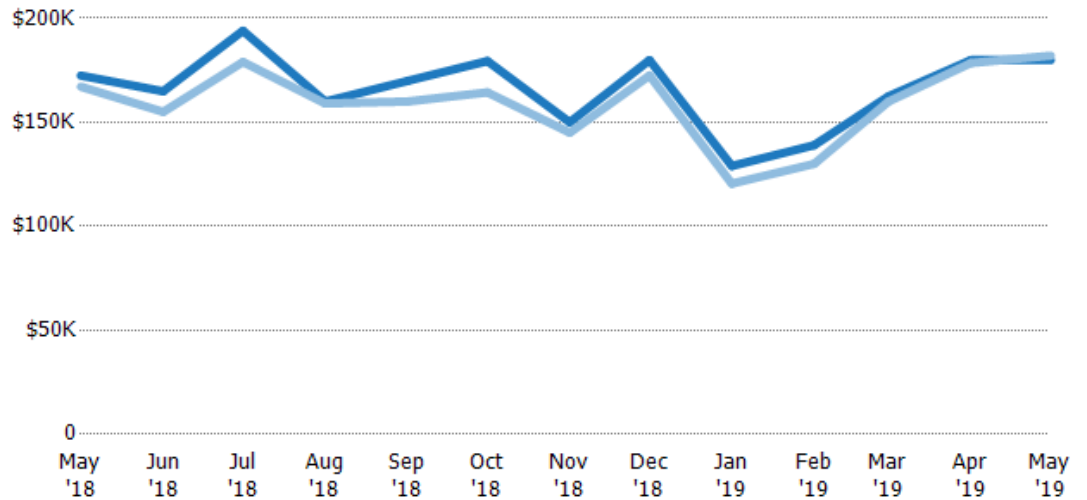
Avg List Price	\$203K	\$200K	\$210K	\$195K	\$187K	\$204K	\$158K	\$216K	\$158K	\$173K	\$167K	\$184K	\$230K
Avg Sales Price	\$191K	\$189K	\$203K	\$186K	\$178K	\$189K	\$147K	\$202K	\$148K	\$160K	\$154K	\$177K	\$219K
Avg Sales Price as a % of Avg List Price	94%	94%	97%	95%	95%	93%	93%	93%	94%	93%	92%	96%	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

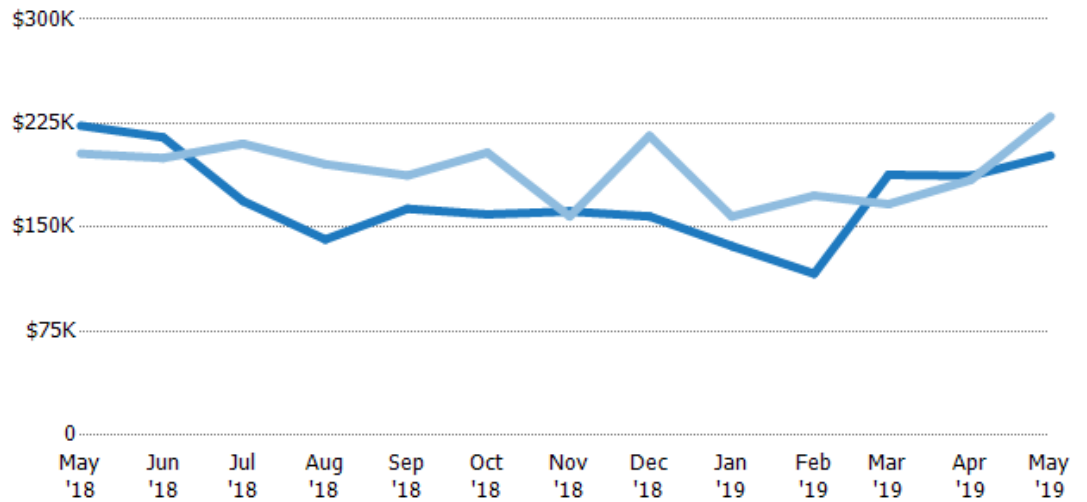


Average Sales Price vs Average Est Value

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

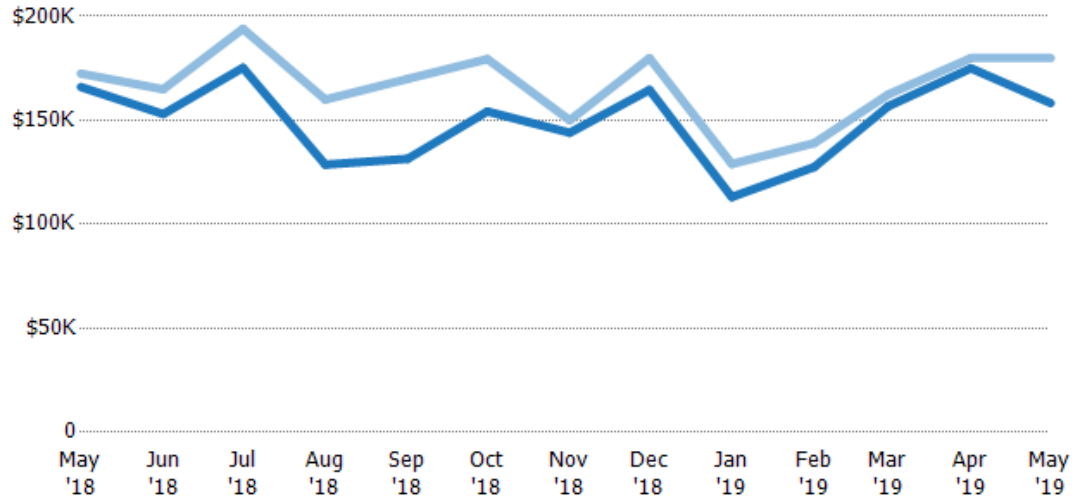


Median Sales Price vs Median Est Value

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	\$166K	\$153K	\$175K	\$129K	\$131K	\$154K	\$144K	\$165K	\$113K	\$128K	\$157K	\$175K	\$158K
Median Sales Price	\$172K	\$165K	\$194K	\$160K	\$170K	\$179K	\$150K	\$180K	\$129K	\$139K	\$163K	\$180K	\$180K
Med Sales Price as a % of Med Est Value	104%	108%	111%	124%	129%	116%	104%	109%	114%	109%	104%	103%	114%