

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	Jun 2019	Jun 2018	+ / -	YTD 2019	YTD 2018	+ / -
Listing Activity Charts Metrics						
New Listing Count	68	82	-17.1%	310	343	-9.6%
New Listing Volume	\$16,067,500	\$17,501,284	-8.2%	\$74,612,790	\$83,013,906	-10.1%
Active Listing Count	321	405	-20.7%	N/A	N/A	
Active Listing Volume	\$88,575,485	\$109,387,257	-19%	N/A	N/A	
Average Listing Price	\$275,936	\$270,092	+2.2%	\$275,533	\$257,830	+6.9%
Median Listing Price	\$225,000	\$218,500	+3%	\$223,980	\$200,738	+11.6%
Median Days in RPR	95	115	-17.4%	182.22	170.73	+6.7%
Months of Inventory	9.7	11.3	-13.5%	12.5	17.4	-28.6%
Absorption Rate	10.28%	8.89%	+1.4%	8.03%	5.73%	+2.3%
Sales Activity Charts Metrics						
New Pending Sales Count	54	45	+20%	211	209	+1%
New Pending Sales Volume	\$10,605,724	\$7,824,800	+35.5%	\$41,322,824	\$39,965,697	+3.4%
Pending Sales Count	85	74	+14.9%	N/A	N/A	
Pending Sales Volume	\$18,079,324	\$14,329,750	+26.2%	N/A	N/A	
Closed Sales Count	32	37	-13.5%	149	152	-2%
Closed Sales Volume	\$5,120,050	\$6,681,736	-23.4%	\$25,816,603	\$27,025,835	-4.5%
Average Sales Price	\$160,002	\$180,587	-11.4%	\$173,266	\$177,802	-2.6%
Median Sales Price	\$142,500	\$155,000	-8.1%	\$152,236	\$155,767	-2.3%

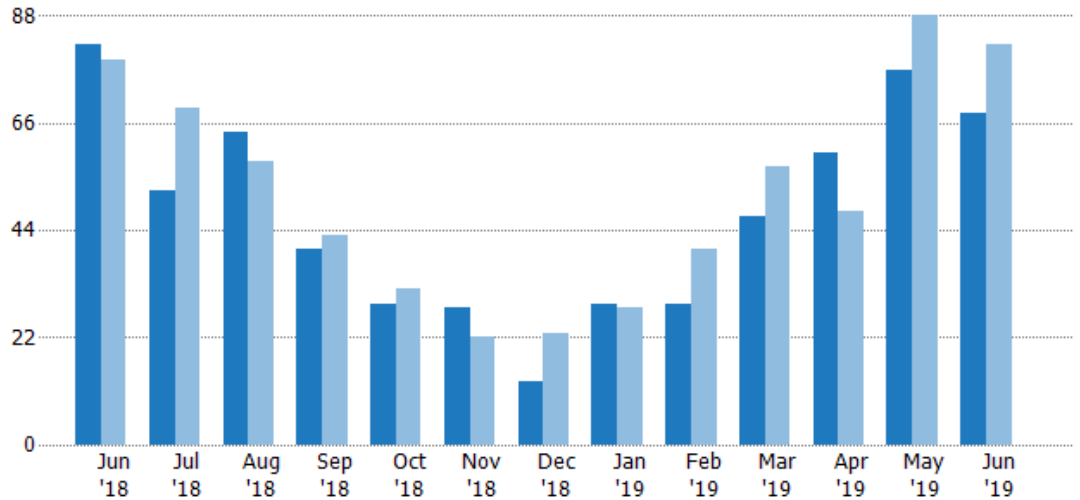
New Listings

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.
Jun '19	68	-17.1%
Jun '18	82	3.8%
Jun '17	79	-24.1%



Current Year	82	52	64	40	29	28	13	29	29	47	60	77	68
Prior Year	79	69	58	43	32	22	23	28	40	57	48	88	82
Percent Change from Prior Year	4%	-25%	10%	-7%	-9%	27%	-43%	4%	-28%	-18%	25%	-13%	-17%

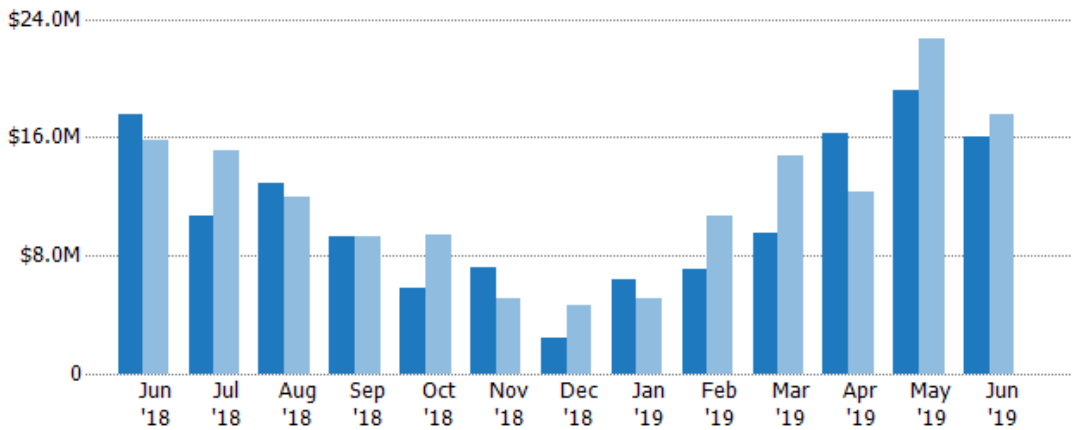
New Listing Volume

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.
Jun '19	\$16.1M	-8.2%
Jun '18	\$17.5M	10.6%
Jun '17	\$15.8M	-21.4%



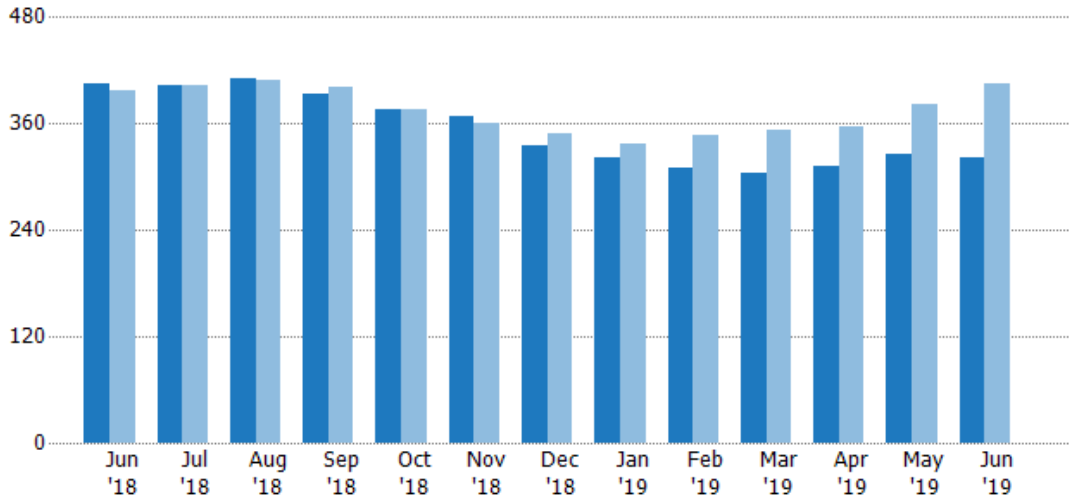
Current Year	\$17.5M	\$10.7M	\$12.9M	\$9.28M	\$5.79M	\$7.17M	\$2.46M	\$6.42M	\$7.13M	\$9.56M	\$16.3M	\$19.2M	\$16.1M
Prior Year	\$15.8M	\$15M	\$12M	\$9.32M	\$9.36M	\$5.05M	\$4.68M	\$5.11M	\$10.6M	\$14.8M	\$12.3M	\$22.6M	\$17.5M
Percent Change from Prior Year	11%	-29%	8%	0%	-38%	42%	-48%	25%	-33%	-35%	32%	-15%	-8%

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



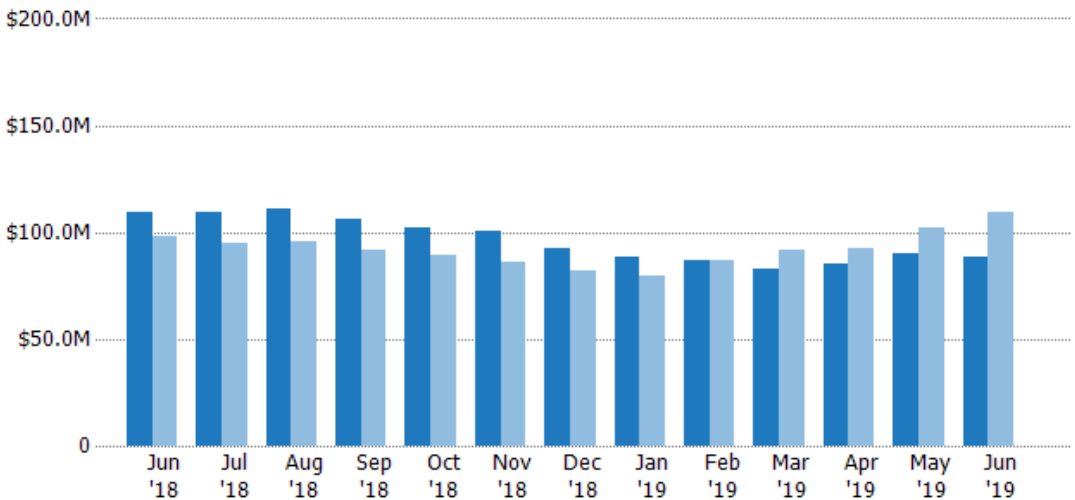
Month/Year	Current Year	Prior Year	Percent Change from Prior Year
Jun '18	405	397	2%
Jul '18	403	403	0%
Aug '18	411	409	0%
Sep '18	393	401	-2%
Oct '18	375	376	0%
Nov '18	369	360	3%
Dec '18	336	348	-3%
Jan '19	322	338	-5%
Feb '19	310	347	-11%
Mar '19	304	353	-14%
Apr '19	311	357	-13%
May '19	326	381	-14%
Jun '19	321	405	-21%

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



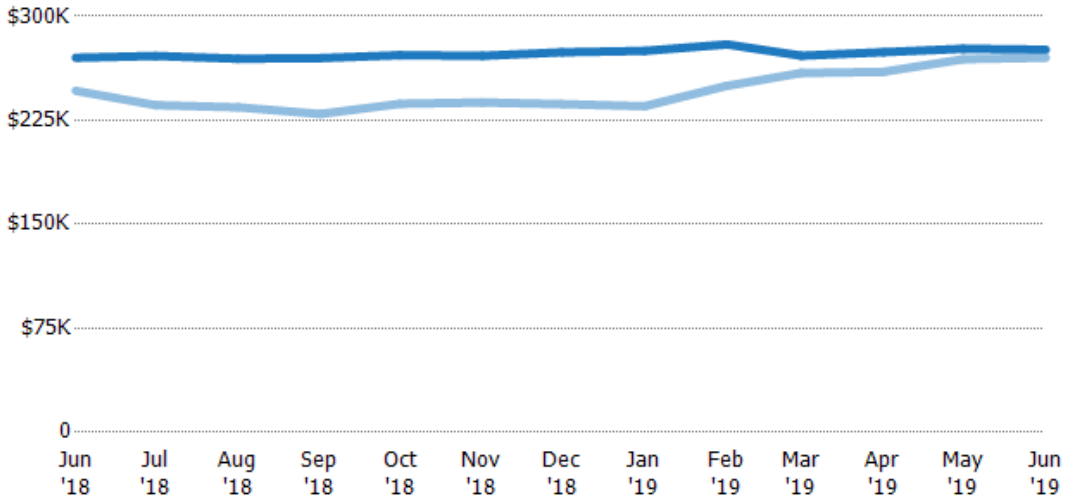
Month/Year	Current Year	Prior Year	Percent Change from Prior Year
Jun '18	\$109M	\$97.7M	12%
Jul '18	\$109M	\$95.1M	15%
Aug '18	\$111M	\$95.9M	16%
Sep '18	\$106M	\$92M	15%
Oct '18	\$102M	\$89.1M	15%
Nov '18	\$100M	\$85.6M	17%
Dec '18	\$92.1M	\$82.4M	12%
Jan '19	\$88.6M	\$79.5M	11%
Feb '19	\$86.7M	\$86.7M	0%
Mar '19	\$82.6M	\$91.5M	-10%
Apr '19	\$85.3M	\$92.8M	-8%
May '19	\$90.2M	\$103M	-12%
Jun '19	\$88.6M	\$109M	-19%

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



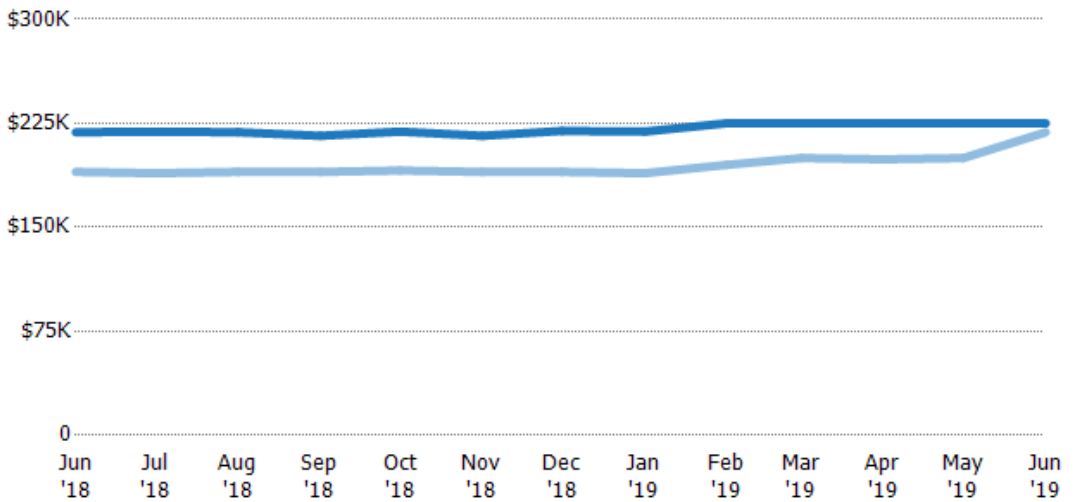
	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19
Current Year	\$270K	\$271K	\$269K	\$270K	\$272K	\$271K	\$274K	\$275K	\$280K	\$272K	\$274K	\$277K	\$276K
Prior Year	\$246K	\$236K	\$234K	\$230K	\$237K	\$238K	\$237K	\$235K	\$250K	\$259K	\$260K	\$269K	\$270K
Percent Change from Prior Year	10%	15%	15%	18%	15%	14%	16%	17%	12%	5%	5%	3%	2%

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



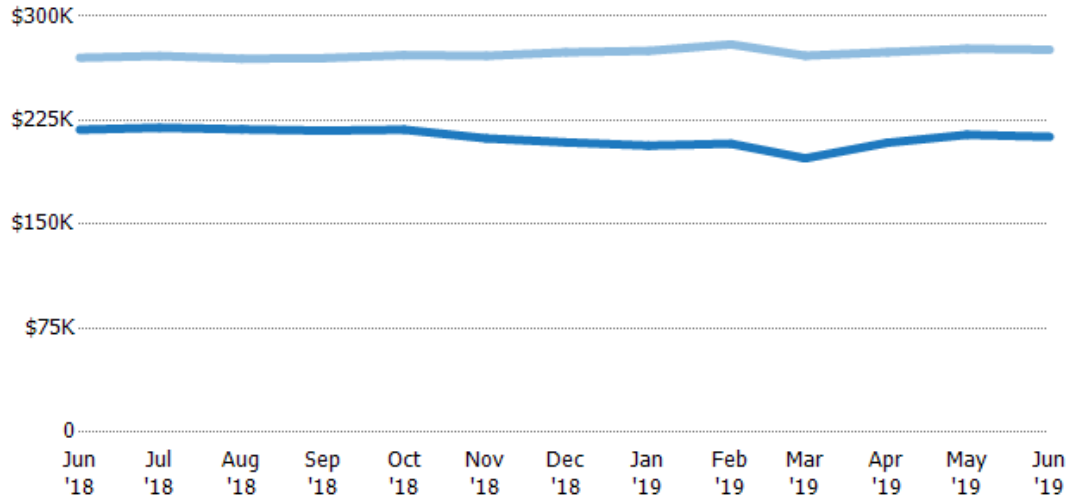
	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19
Current Year	\$219K	\$219K	\$219K	\$216K	\$219K	\$216K	\$220K	\$219K	\$225K	\$225K	\$225K	\$225K	\$225K
Prior Year	\$190K	\$189K	\$190K	\$190K	\$191K	\$190K	\$190K	\$189K	\$195K	\$200K	\$199K	\$200K	\$219K
Percent Change from Prior Year	15%	16%	15%	14%	15%	14%	16%	16%	15%	13%	13%	13%	3%

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



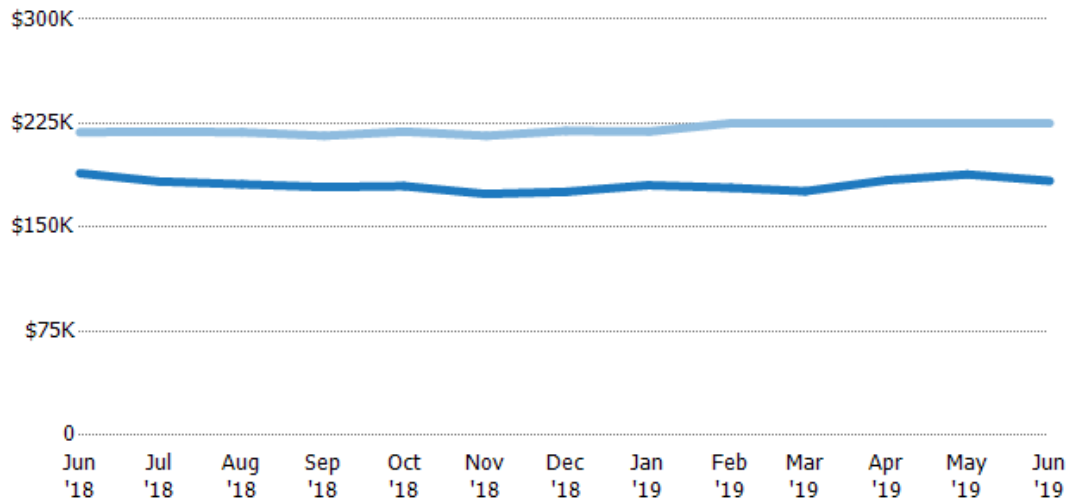
	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19
Avg Est Value	\$218K	\$220K	\$218K	\$218K	\$218K	\$212K	\$209K	\$207K	\$208K	\$198K	\$209K	\$215K	\$213K
Avg Listing Price	\$270K	\$271K	\$269K	\$270K	\$272K	\$271K	\$274K	\$275K	\$280K	\$272K	\$274K	\$277K	\$276K
Avg Listing Price as a % of Avg Est Value	124%	124%	123%	124%	125%	128%	131%	133%	134%	137%	131%	129%	129%

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



	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19
Median Est Value	\$189K	\$183K	\$181K	\$179K	\$180K	\$174K	\$176K	\$180K	\$178K	\$176K	\$184K	\$188K	\$184K
Median Listing Price	\$219K	\$219K	\$219K	\$216K	\$219K	\$216K	\$220K	\$219K	\$225K	\$225K	\$225K	\$225K	\$225K
Med Listing Price as a % of Med Est Value	116%	120%	121%	121%	122%	124%	125%	121%	126%	128%	122%	120%	123%

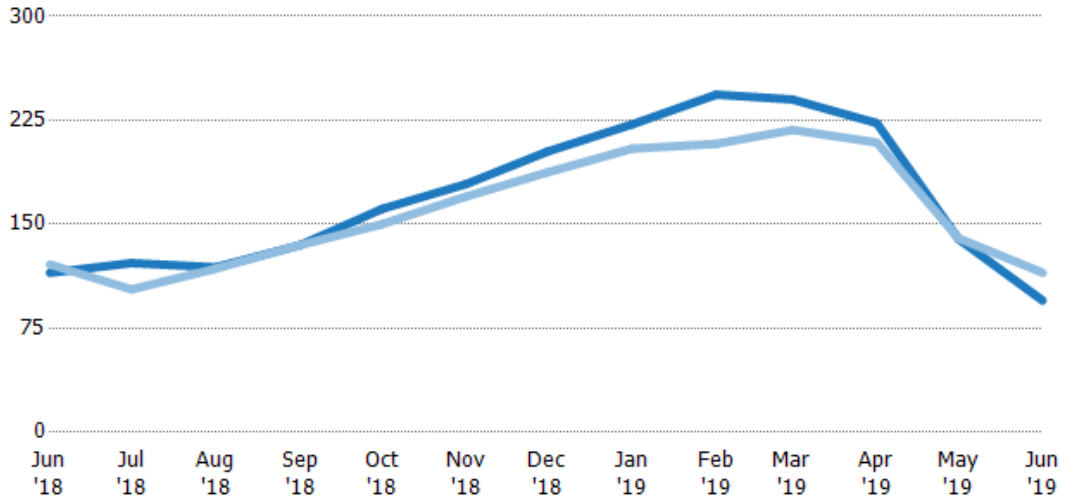
Median Days in RPR

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

Month/Year	Days	% Chg.
Jun '19	95	-17.4%
Jun '18	115	-5%
Jun '17	121	10.7%



	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19
Current Year	115	122	119	135	161	179	203	222	244	240	223	140	95
Prior Year	121	103	118	135	150	170	188	205	208	218	209	140	115
Percent Change from Prior Year	-5%	18%	1%	0%	7%	5%	8%	9%	17%	10%	7%	0%	-17%

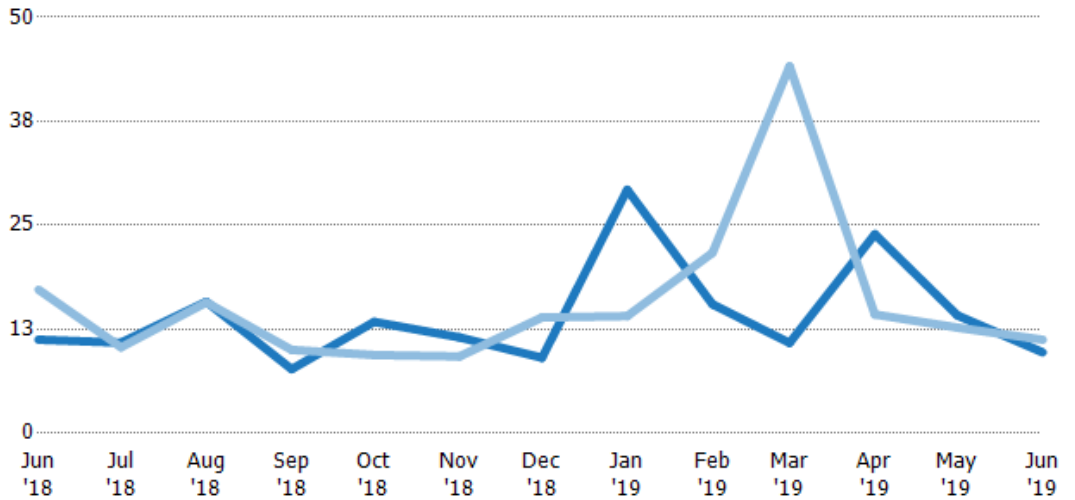
Months of Inventory

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.
Jun '19	9.73	-13.5%
Jun '18	11.3	-34.8%
Jun '17	17.3	-30.3%



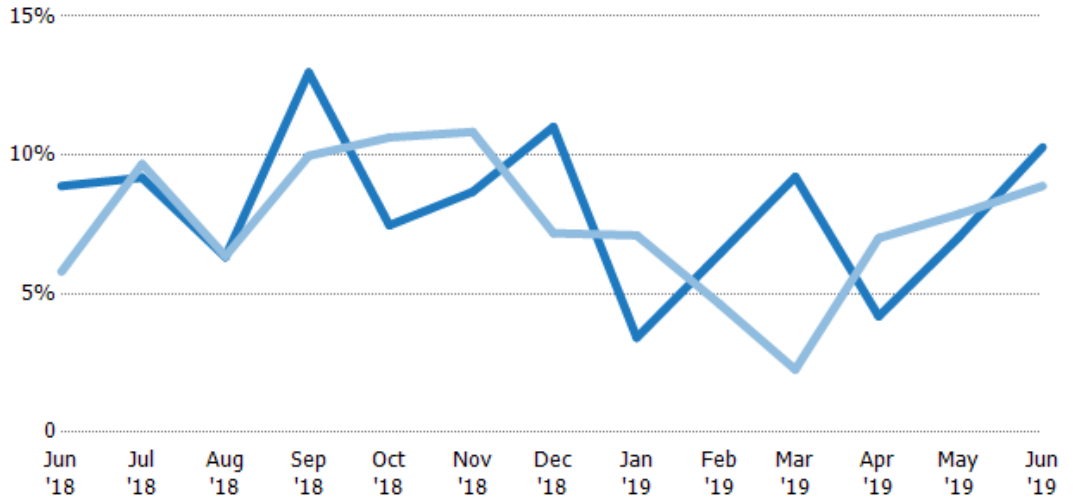
	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19
Current Year	11.3	10.9	15.8	7.71	13.4	11.5	9.08	29.3	15.5	10.9	23.9	14.2	9.73
Prior Year	17.3	10.3	15.7	10	9.4	9.23	13.9	14.1	21.7	44.1	14.3	12.7	11.3
Percent Change from Prior Year	-35%	5%	0%	-23%	42%	25%	-35%	108%	-29%	-75%	68%	12%	-14%

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.
Jun '19	10%	-1.4%
Jun '18	9%	-3.1%
Jun '17	6%	43.5%

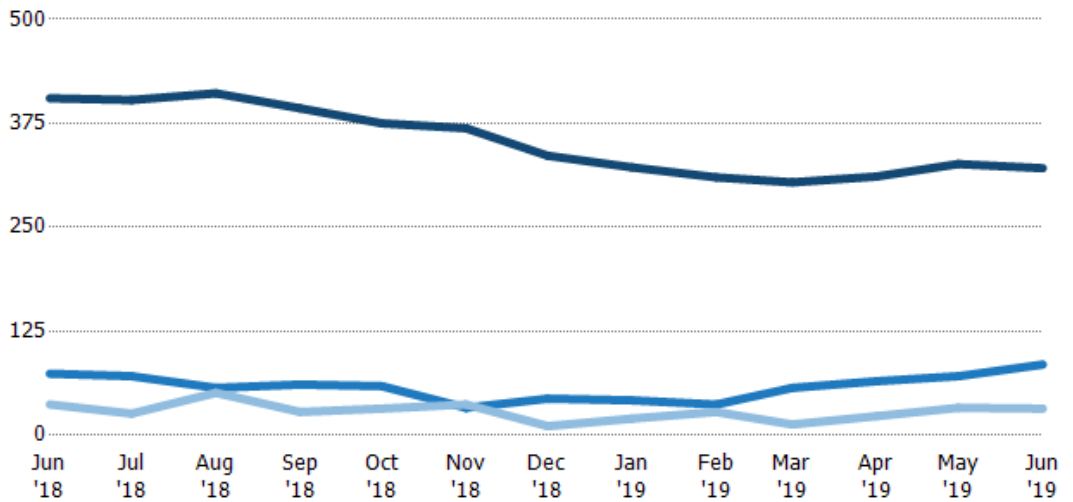
	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19
Current Year	9%	9%	6%	13%	7%	9%	11%	3%	6%	9%	4%	7%	10%
Prior Year	6%	10%	6%	10%	11%	11%	7%	7%	5%	2%	7%	8%	9%
Change from Prior Year	-3%	0%	0%	-3%	3%	2%	-4%	4%	-2%	-7%	3%	1%	-1%

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



	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19
Active	405	403	411	393	375	369	336	322	310	304	311	326	321
Pending	74	71	57	61	59	33	44	42	37	57	65	71	85
Sold	37	26	51	28	32	37	11	20	28	13	23	33	32

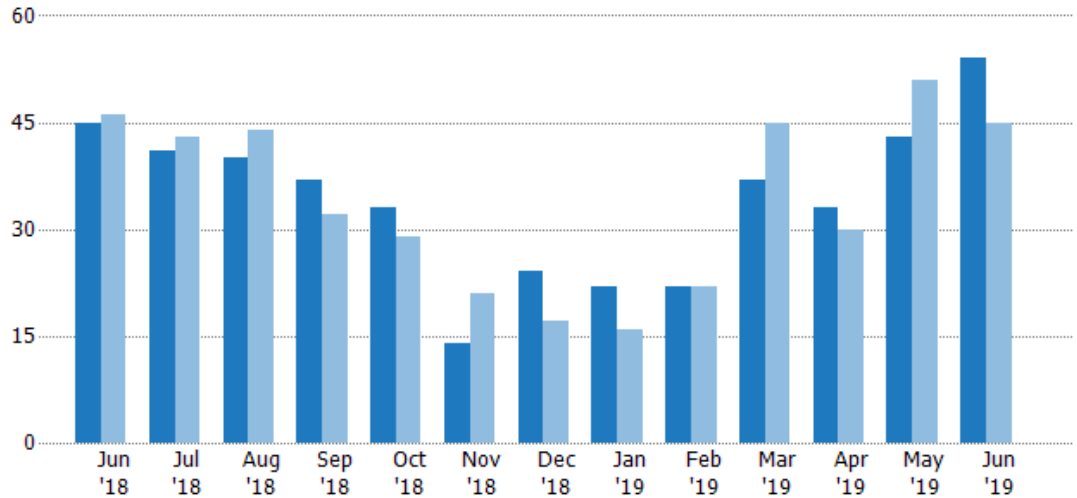
New Pending Sales

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.
Jun '19	54	20%
Jun '18	45	-2.2%
Jun '17	46	-47.8%



	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19
Current Year	45	41	40	37	33	14	24	22	22	37	33	43	54
Prior Year	46	43	44	32	29	21	17	16	22	45	30	51	45
Percent Change from Prior Year	-2%	-5%	-9%	16%	14%	-33%	41%	38%	0%	-18%	10%	-16%	20%

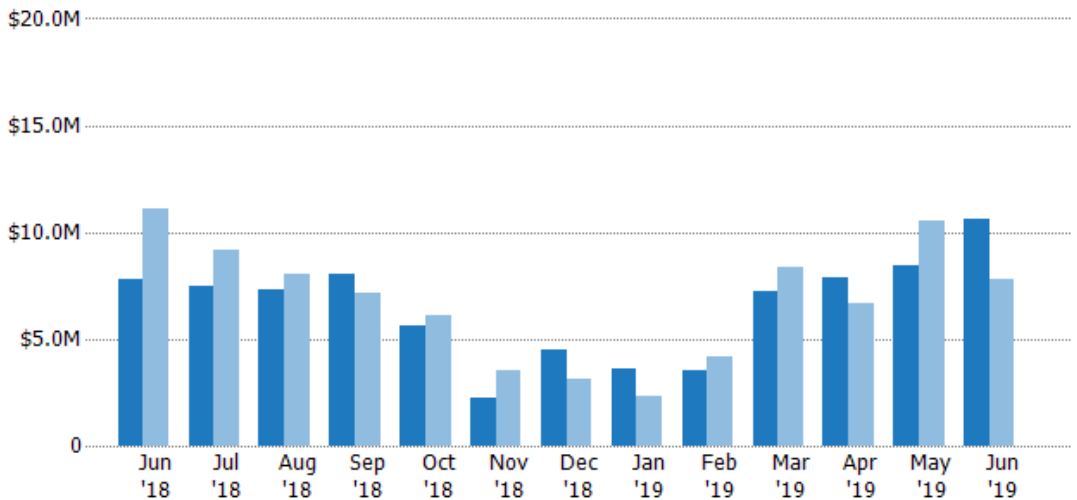
New Pending Sales Volume

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.
Jun '19	\$10.6M	35.5%
Jun '18	\$7.82M	-29.7%
Jun '17	\$11.1M	-65.6%



	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19
Current Year	\$7.82M	\$7.44M	\$7.31M	\$8.03M	\$5.64M	\$2.25M	\$4.52M	\$3.62M	\$3.49M	\$7.27M	\$7.87M	\$8.47M	\$10.6M
Prior Year	\$11.1M	\$9.14M	\$8.06M	\$7.15M	\$6.14M	\$3.55M	\$3.13M	\$2.36M	\$4.17M	\$8.38M	\$6.69M	\$10.5M	\$7.82M
Percent Change from Prior Year	-30%	-19%	-9%	12%	-8%	-37%	44%	53%	-16%	-13%	18%	-20%	36%

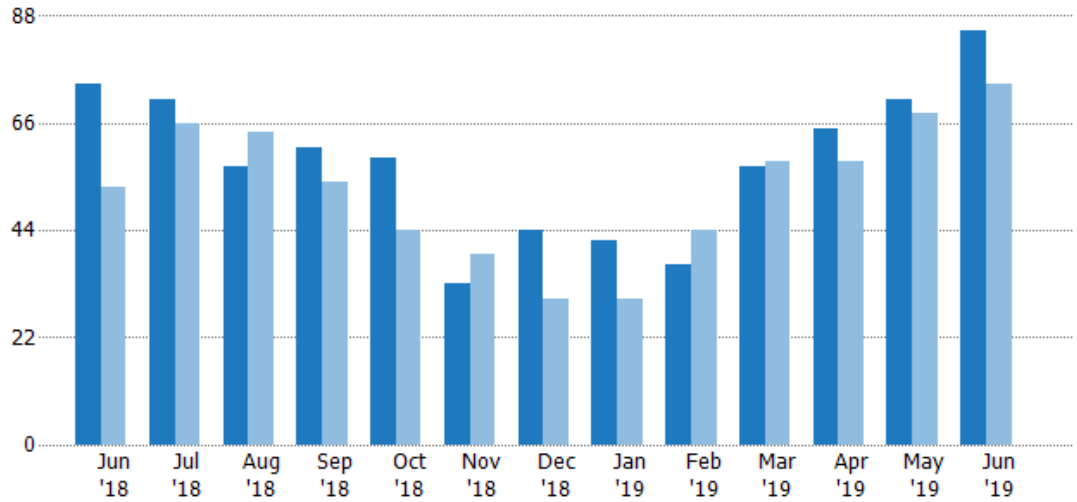
Pending Sales

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.
Jun '19	85	14.9%
Jun '18	74	39.6%
Jun '17	53	1.9%



Current Year	74	71	57	61	59	33	44	42	37	57	65	71	85
Prior Year	53	66	64	54	44	39	30	30	44	58	58	68	74
Percent Change from Prior Year	40%	8%	-11%	13%	34%	-15%	47%	40%	-16%	-2%	12%	4%	15%

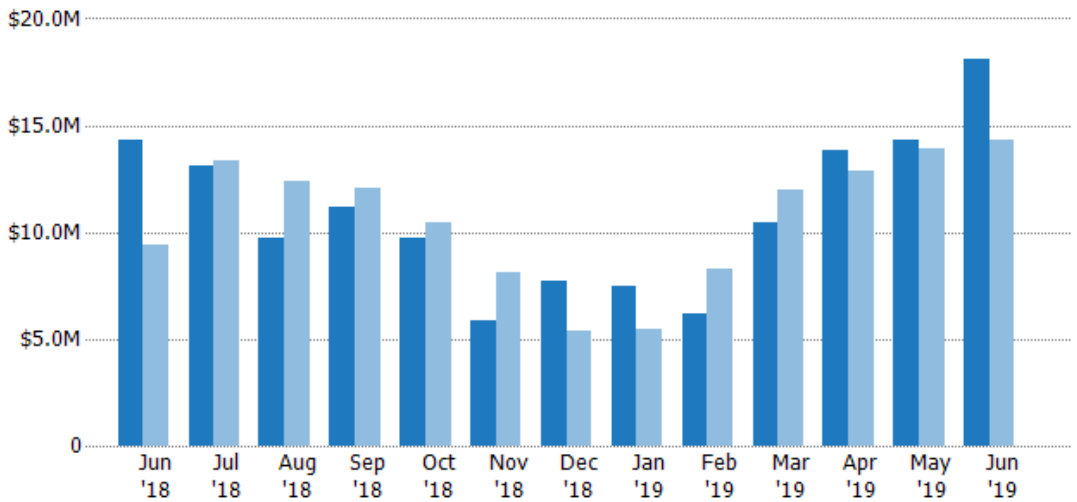
Pending Sales Volume

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.
Jun '19	\$18.1M	26.2%
Jun '18	\$14.3M	52.9%
Jun '17	\$9.37M	-13.2%



Current Year	\$14.3M	\$13.1M	\$9.77M	\$11.2M	\$9.69M	\$5.86M	\$7.68M	\$7.5M	\$6.15M	\$10.4M	\$13.8M	\$14.3M	\$18.1M
Prior Year	\$9.37M	\$13.4M	\$12.4M	\$12.1M	\$10.5M	\$8.12M	\$5.36M	\$5.48M	\$8.3M	\$12M	\$12.9M	\$13.9M	\$14.3M
Percent Change from Prior Year	53%	-2%	-21%	-7%	-8%	-28%	43%	37%	-26%	-13%	8%	3%	26%

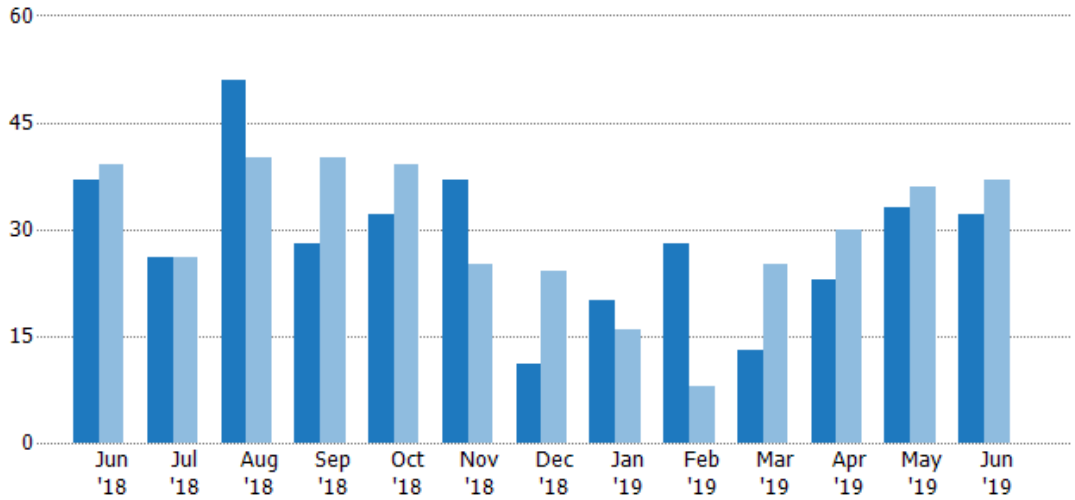
Closed Sales

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.
Jun '19	32	-13.5%
Jun '18	37	-5.1%
Jun '17	39	-46.2%



Current Year	37	26	51	28	32	37	11	20	28	13	23	33	32
Prior Year	39	26	40	40	39	25	24	16	8	25	30	36	37
Percent Change from Prior Year	-5%	0%	28%	-30%	-18%	48%	-54%	25%	250%	-48%	-23%	-8%	-14%

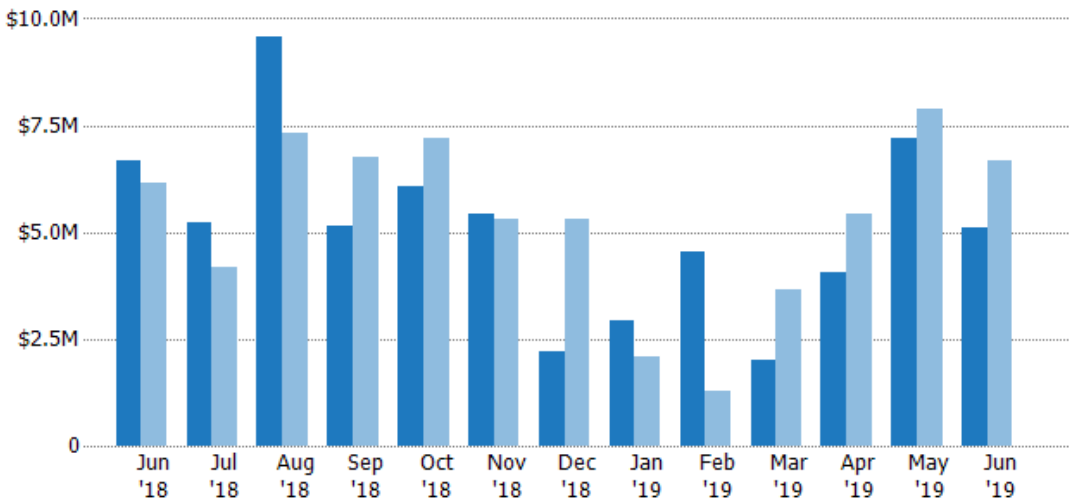
Closed Sales Volume

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.
Jun '19	\$5.12M	-23.4%
Jun '18	\$6.68M	8.8%
Jun '17	\$6.14M	-47.9%



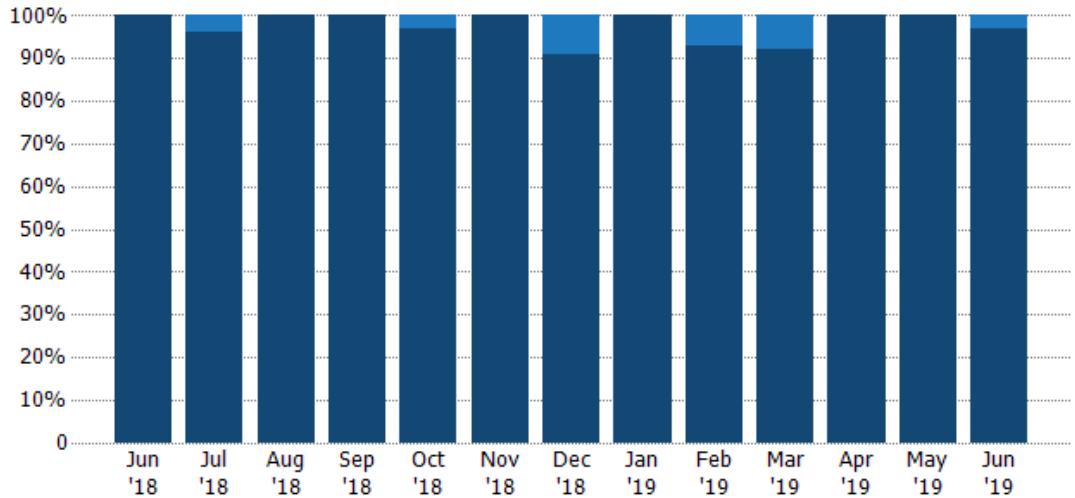
Current Year	\$6.68M	\$5.22M	\$9.58M	\$5.16M	\$6.06M	\$5.41M	\$2.22M	\$2.91M	\$4.52M	\$2M	\$4.07M	\$7.2M	\$5.12M
Prior Year	\$6.14M	\$4.17M	\$7.32M	\$6.77M	\$7.2M	\$5.3M	\$5.32M	\$2.09M	\$1.27M	\$3.67M	\$5.43M	\$7.89M	\$6.68M
Percent Change from Prior Year	9%	25%	31%	-24%	-16%	2%	-58%	39%	257%	-46%	-25%	-9%	-23%

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



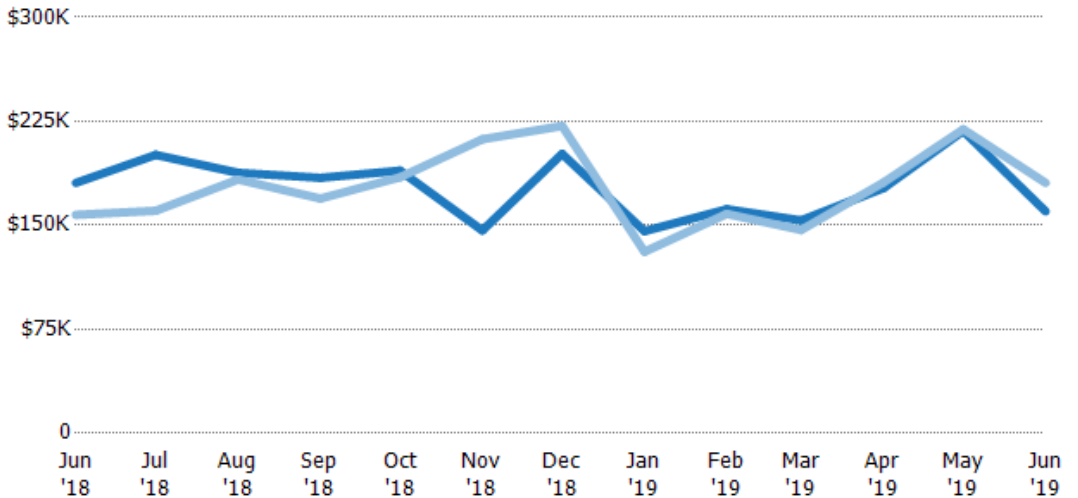
Property Type	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19
Condo/Townhouse	-	4%	-	-	3%	-	9%	-	7%	8%	-	-	3%
Single Family Residence	100%	96%	100%	100%	97%	100%	91%	100%	93%	92%	100%	100%	97%

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.
Jun '19	\$160K	-11.4%
Jun '18	\$181K	14.6%
Jun '17	\$158K	-3.3%

Property Type	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19
Current Year	\$181K	\$201K	\$188K	\$184K	\$189K	\$146K	\$202K	\$146K	\$162K	\$154K	\$177K	\$218K	\$160K
Prior Year	\$158K	\$160K	\$183K	\$169K	\$185K	\$212K	\$222K	\$131K	\$158K	\$147K	\$181K	\$219K	\$181K
Percent Change from Prior Year	15%	25%	3%	9%	3%	-31%	-9%	11%	2%	5%	-2%	-1%	-11%

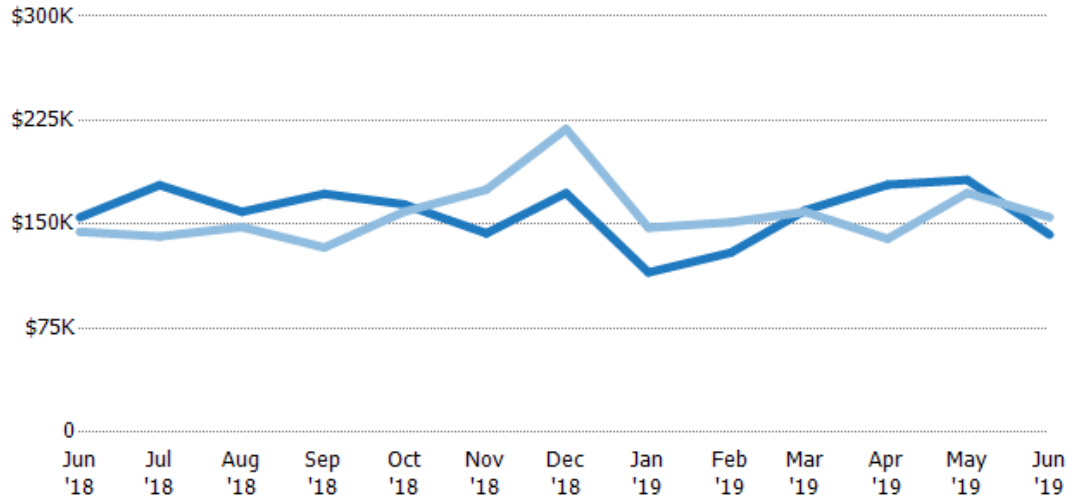
Median Sales Price

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.
Jun '19	\$143K	-8.1%
Jun '18	\$155K	7.2%
Jun '17	\$145K	7.9%



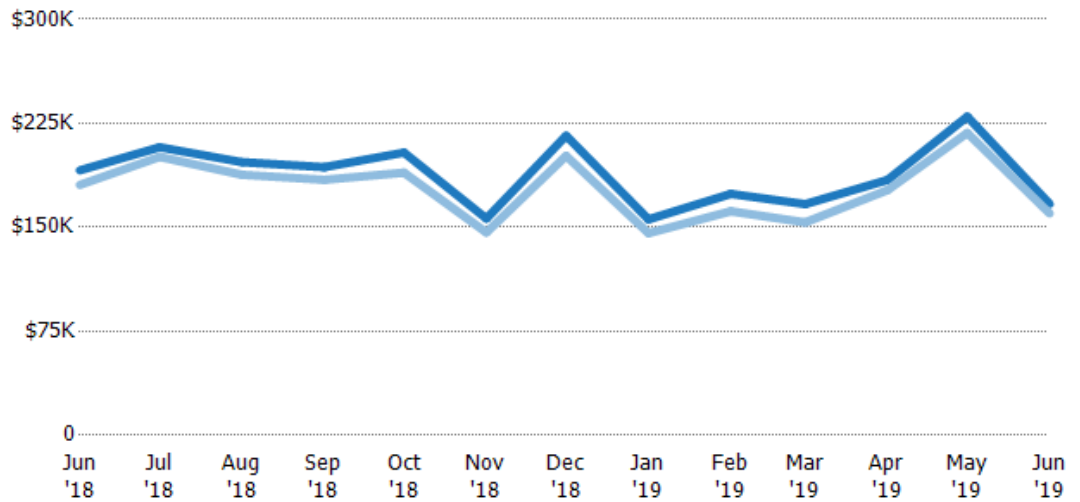
Current Year	\$155K	\$178K	\$159K	\$172K	\$164K	\$144K	\$173K	\$115K	\$130K	\$160K	\$179K	\$182K	\$143K
Prior Year	\$145K	\$141K	\$148K	\$133K	\$159K	\$175K	\$219K	\$148K	\$151K	\$159K	\$140K	\$173K	\$155K
Percent Change from Prior Year	7%	26%	7%	29%	3%	-18%	-21%	-22%	-14%	1%	28%	6%	-8%

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



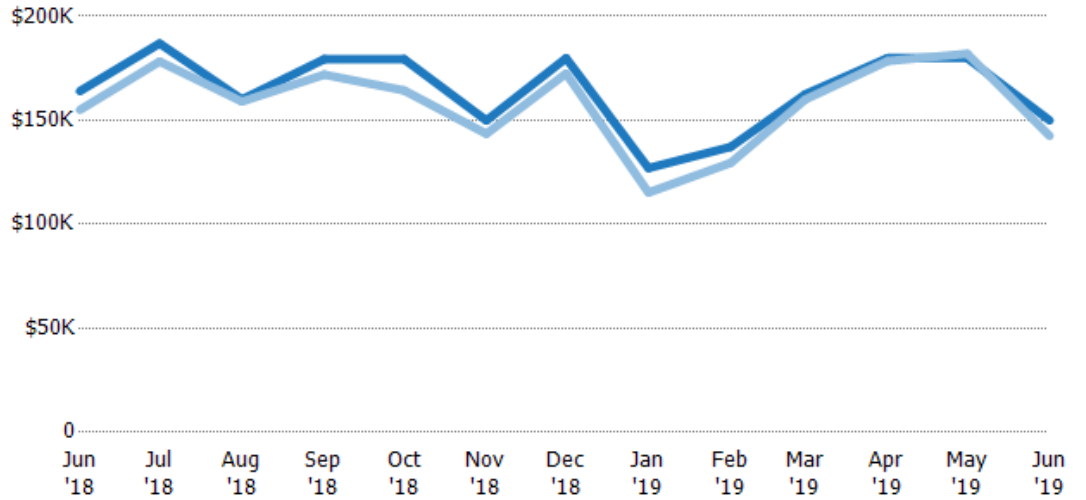
Avg List Price	\$191K	\$208K	\$197K	\$193K	\$204K	\$156K	\$216K	\$156K	\$174K	\$167K	\$184K	\$230K	\$167K
Avg Sales Price	\$181K	\$201K	\$188K	\$184K	\$189K	\$146K	\$202K	\$146K	\$162K	\$154K	\$177K	\$218K	\$160K
Avg Sales Price as a % of Avg List Price	95%	97%	95%	95%	93%	94%	93%	94%	93%	92%	96%	95%	96%

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



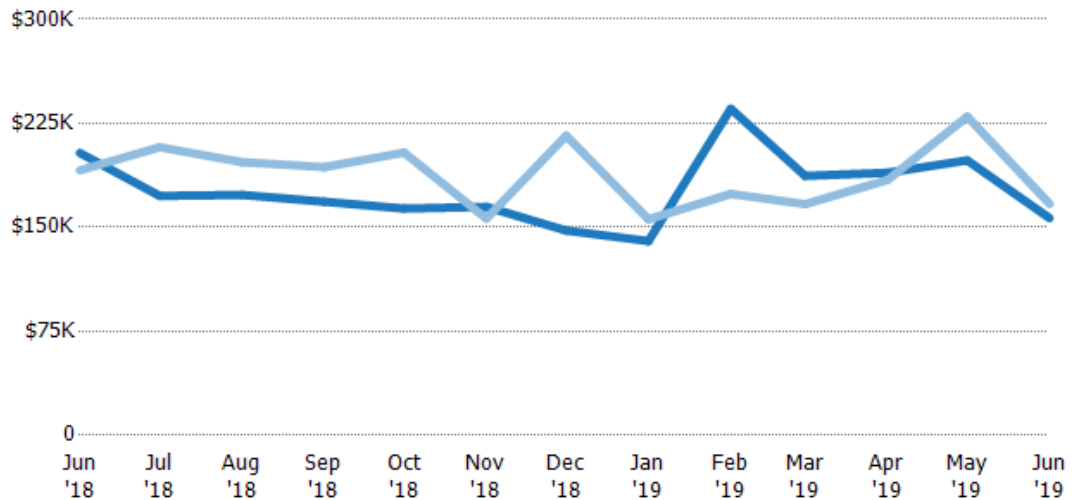
	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19
Median List Price	\$164K	\$187K	\$160K	\$179K	\$179K	\$150K	\$180K	\$127K	\$137K	\$163K	\$180K	\$180K	\$150K
Median Sales Price	\$155K	\$178K	\$159K	\$172K	\$164K	\$144K	\$173K	\$115K	\$130K	\$160K	\$179K	\$182K	\$143K
Med Sales Price as a % of Med List Price	95%	95%	99%	96%	92%	96%	96%	91%	94%	98%	99%	101%	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



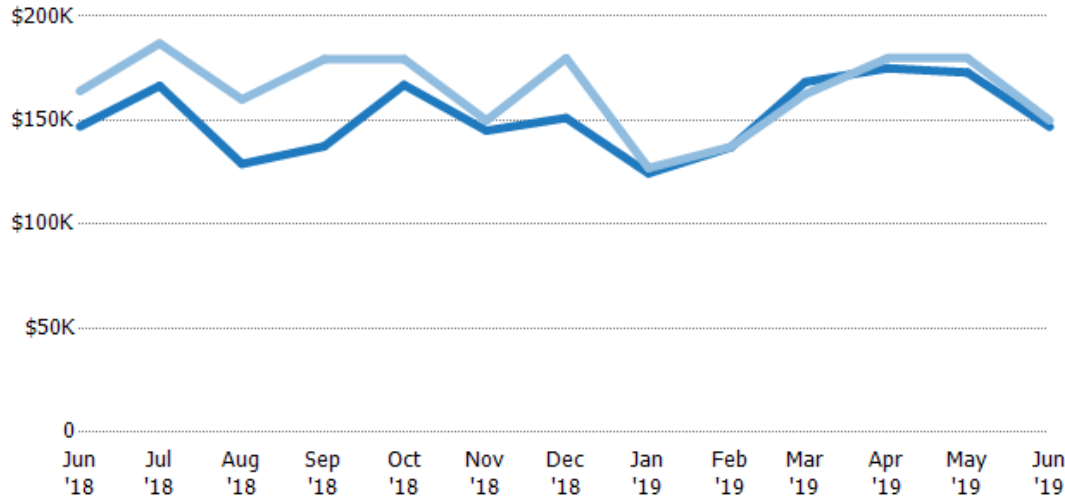
	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19
Avg Est Value	\$204K	\$173K	\$173K	\$168K	\$163K	\$165K	\$148K	\$140K	\$235K	\$187K	\$189K	\$198K	\$157K
Avg Sales Price	\$191K	\$208K	\$197K	\$193K	\$204K	\$156K	\$216K	\$156K	\$174K	\$167K	\$184K	\$230K	\$167K
Avg Sales Price as a % of Avg Est Value	94%	120%	114%	115%	125%	95%	146%	111%	74%	89%	97%	116%	107%

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



	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19
Median Est Value	\$147K	\$167K	\$129K	\$138K	\$167K	\$145K	\$151K	\$125K	\$137K	\$168K	\$175K	\$173K	\$147K
Median Sales Price	\$164K	\$187K	\$160K	\$179K	\$179K	\$150K	\$180K	\$127K	\$137K	\$163K	\$180K	\$180K	\$150K
Med Sales Price as a % of Med Est Value	112%	112%	124%	130%	107%	103%	119%	102%	100%	97%	103%	104%	102%