

## 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	Aug 2019	Aug 2018	+ / -	YTD 2019	YTD 2018	+ / -
<b>Listing Activity Charts Metrics</b>						
New Listing Count	64	63	+1.6%	442	471	-6.2%
New Listing Volume	\$12,763,655	\$12,779,100	-0.1%	\$101,234,116	\$112,940,906	-10.4%
Active Listing Count	342	416	-17.8%	N/A	N/A	
Active Listing Volume	\$94,687,216	\$112,480,772	-15.8%	N/A	N/A	
Average Listing Price	\$276,863	\$270,386	+2.4%	\$281,781	\$260,976	+8%
Median Listing Price	\$219,000	\$215,500	+1.6%	\$223,593	\$204,835	+9.2%
Median Days in RPR	113.5	120	-5.4%	157.35	149.54	+5.2%
Months of Inventory	7.8	15.4	-49.6%	11.1	15.1	-26.9%
Absorption Rate	12.87%	6.49%	+6.4%	9.04%	6.61%	+2.4%
<b>Sales Activity Charts Metrics</b>						
New Pending Sales Count	59	40	+47.5%	305	289	+5.5%
New Pending Sales Volume	\$12,240,195	\$7,309,800	+67.4%	\$60,083,519	\$54,552,797	+10.1%
Pending Sales Count	82	59	+39%	N/A	N/A	
Pending Sales Volume	\$16,856,795	\$10,184,300	+65.5%	N/A	N/A	
Closed Sales Count	38	52	-26.9%	237	237	+/-
Closed Sales Volume	\$6,267,250	\$9,680,400	-35.3%	\$41,877,708	\$43,332,841	-3.4%
Average Sales Price	\$164,928	\$186,162	-11.4%	\$176,699	\$182,839	-3.4%
Median Sales Price	\$161,500	\$159,000	+1.6%	\$154,840	\$158,393	-2.2%

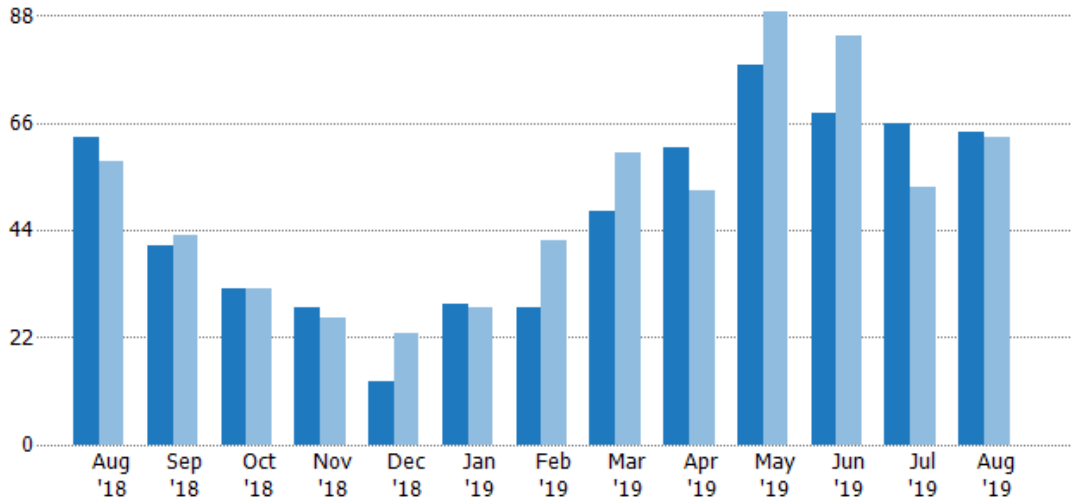
## New Listings

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.
Aug '19	64	1.6%
Aug '18	63	8.6%
Aug '17	58	-24.1%



Current Year	63	41	32	28	13	29	28	48	61	78	68	66	64
Prior Year	58	43	32	26	23	28	42	60	52	89	84	53	63
Percent Change from Prior Year	9%	-5%	0%	8%	-43%	4%	-33%	-20%	17%	-12%	-19%	25%	2%

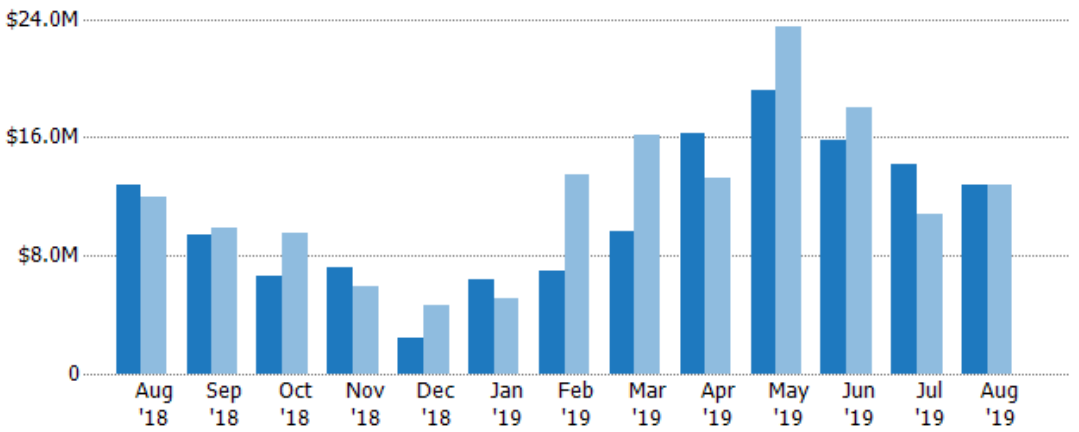
## New Listing Volume

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.
Aug '19	\$12.8M	-0.1%
Aug '18	\$12.8M	7.1%
Aug '17	\$11.9M	-27.8%



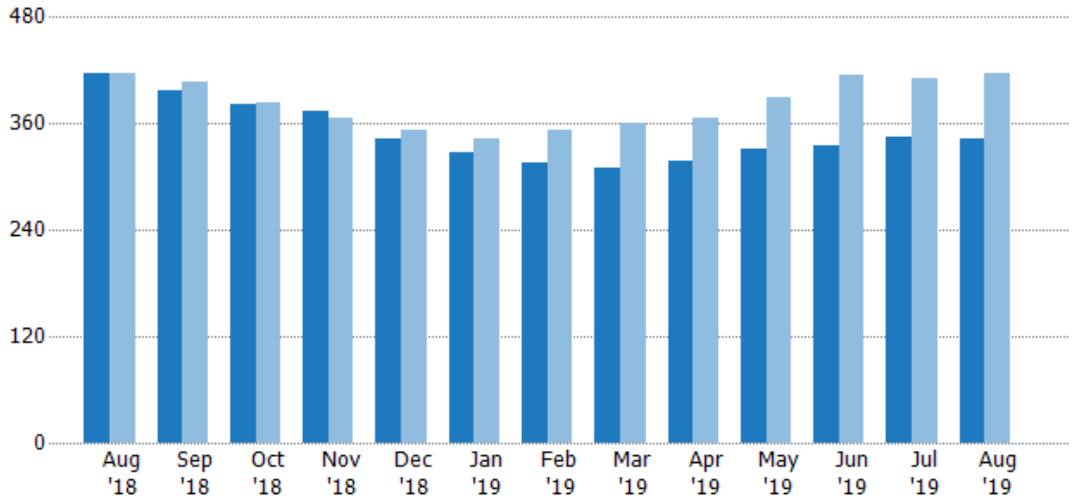
Current Year	\$12.8M	\$9.41M	\$6.65M	\$7.15M	\$2.44M	\$6.38M	\$6.99M	\$9.69M	\$16.3M	\$19.2M	\$15.8M	\$14.1M	\$12.8M
Prior Year	\$11.9M	\$9.87M	\$9.53M	\$5.97M	\$4.67M	\$5.11M	\$13.4M	\$16.2M	\$13.2M	\$23.4M	\$18M	\$10.8M	\$12.8M
Percent Change from Prior Year	7%	-5%	-30%	20%	-48%	25%	-48%	-40%	23%	-18%	-12%	31%	0%

## 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



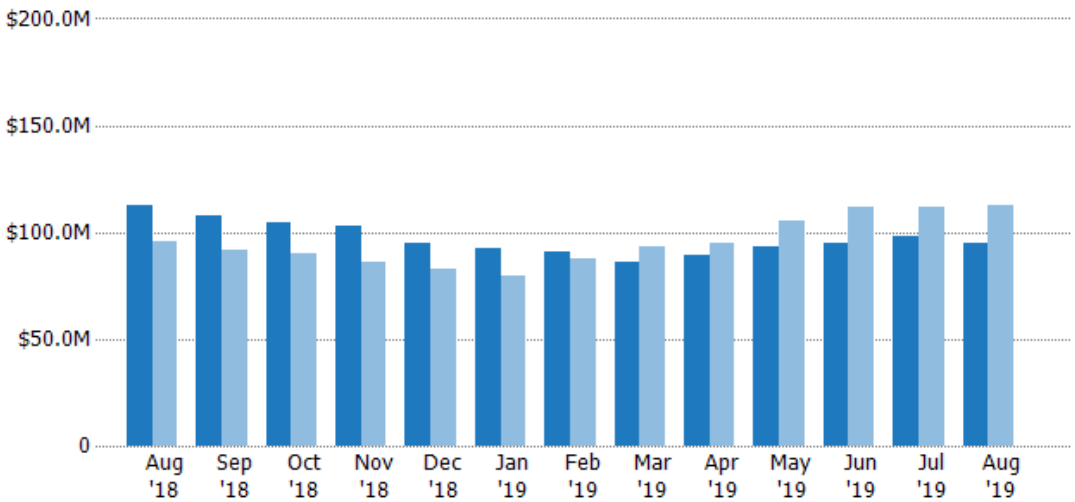
	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19
Current Year	416	397	381	374	342	327	315	309	317	331	335	345	342
Prior Year	416	406	383	366	352	342	353	360	367	390	415	411	416
Percent Change from Prior Year	0%	-2%	-1%	2%	-3%	-4%	-11%	-14%	-14%	-15%	-19%	-16%	-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



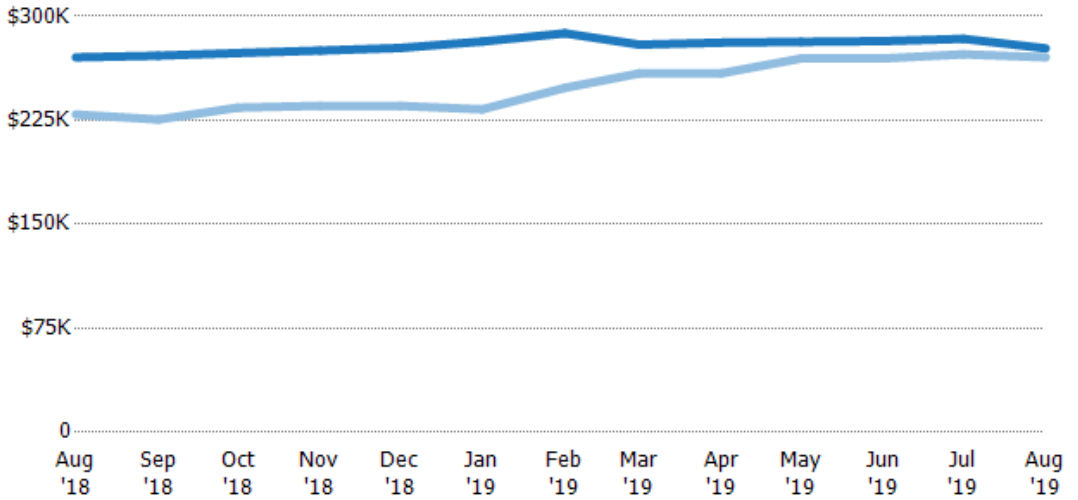
	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19
Current Year	\$112M	\$108M	\$104M	\$103M	\$94.8M	\$92.2M	\$90.6M	\$86.4M	\$89.1M	\$93.2M	\$94.5M	\$97.9M	\$94.7M
Prior Year	\$95.3M	\$91.6M	\$89.7M	\$86.2M	\$82.8M	\$79.7M	\$87.7M	\$93.2M	\$95M	\$105M	\$112M	\$112M	\$112M
Percent Change from Prior Year	18%	18%	16%	19%	14%	16%	3%	-7%	-6%	-11%	-16%	-13%	-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



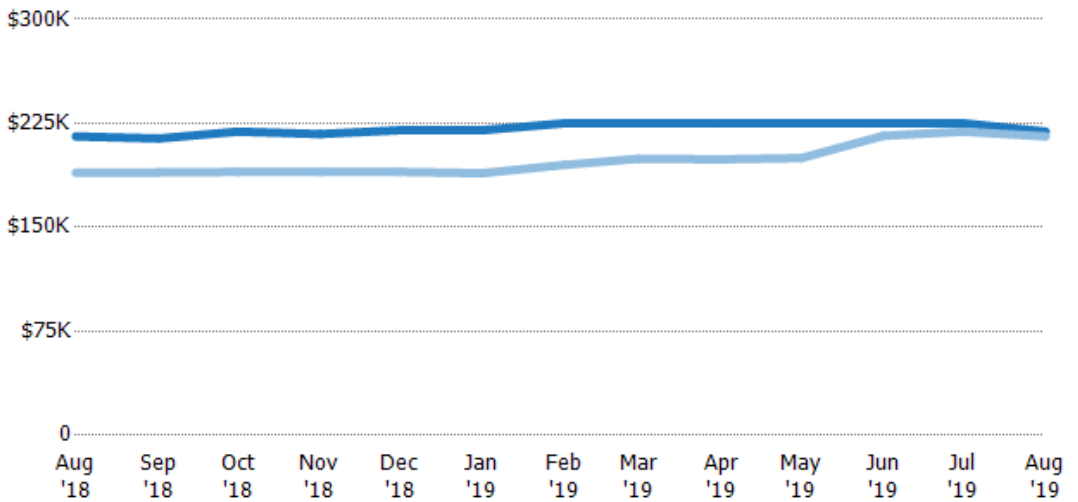
	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19
Current Year	\$270K	\$272K	\$273K	\$275K	\$277K	\$282K	\$288K	\$280K	\$281K	\$282K	\$282K	\$284K	\$277K
Prior Year	\$229K	\$226K	\$234K	\$235K	\$235K	\$233K	\$248K	\$259K	\$259K	\$270K	\$270K	\$273K	\$270K
Percent Change from Prior Year	18%	20%	17%	17%	18%	21%	16%	8%	9%	4%	5%	4%	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



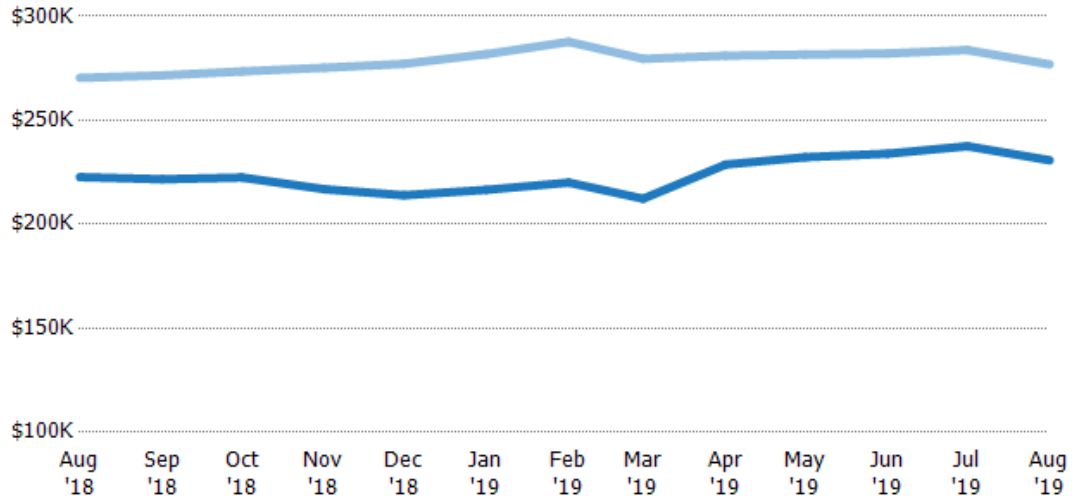
	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19
Current Year	\$216K	\$214K	\$219K	\$217K	\$220K	\$220K	\$225K	\$225K	\$225K	\$225K	\$225K	\$225K	\$219K
Prior Year	\$189K	\$190K	\$190K	\$190K	\$190K	\$189K	\$195K	\$199K	\$199K	\$200K	\$216K	\$219K	\$216K
Percent Change from Prior Year	14%	13%	15%	14%	16%	16%	15%	13%	13%	13%	4%	3%	2%

## 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



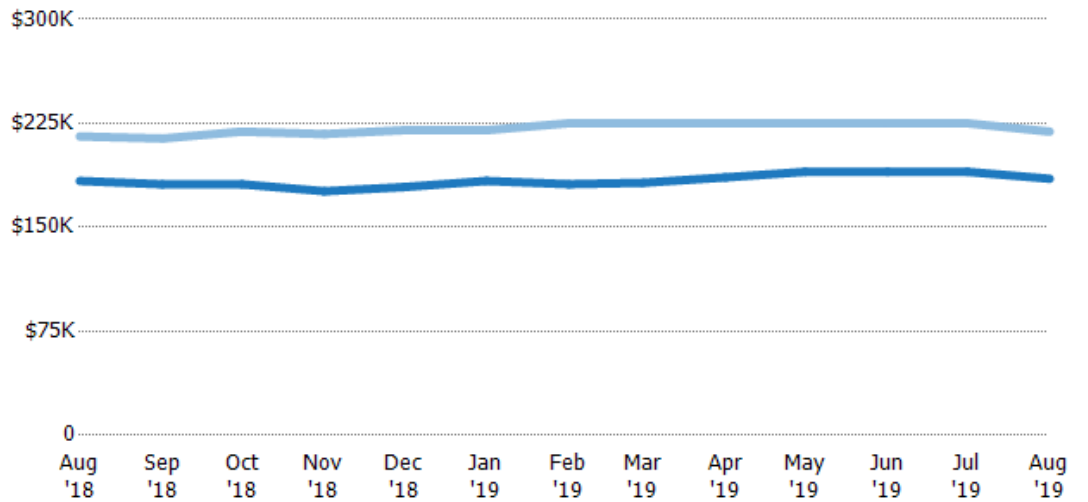
	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19
Avg Est Value	\$223K	\$222K	\$222K	\$217K	\$214K	\$217K	\$220K	\$212K	\$229K	\$232K	\$234K	\$238K	\$231K
Avg Listing Price	\$270K	\$272K	\$273K	\$275K	\$277K	\$282K	\$288K	\$280K	\$281K	\$282K	\$282K	\$284K	\$277K
Avg Listing Price as a % of Avg Est Value	121%	123%	123%	127%	130%	130%	131%	132%	123%	121%	121%	119%	120%

## 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



	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19
Median Est Value	\$183K	\$181K	\$181K	\$176K	\$179K	\$183K	\$181K	\$182K	\$186K	\$190K	\$190K	\$190K	\$185K
Median Listing Price	\$216K	\$214K	\$219K	\$217K	\$220K	\$220K	\$225K	\$225K	\$225K	\$225K	\$225K	\$225K	\$219K
Med Listing Price as a % of Med Est Value	118%	118%	121%	123%	123%	120%	124%	124%	121%	118%	118%	118%	118%

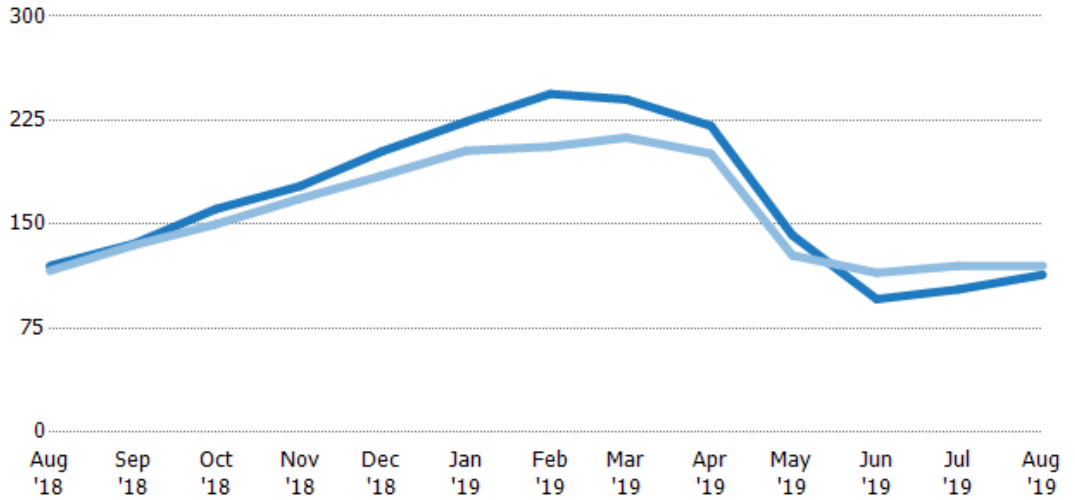
## Median Days in RPR

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.
Aug '19	114	-5.4%
Aug '18	120	3%
Aug '17	117	16.7%



Current Year	120	136	161	178	203	224	244	240	221	142	96	103	114
Prior Year	117	135	150	169	185	203	206	213	201	128	115	120	120
Percent Change from Prior Year	3%	1%	7%	5%	9%	10%	18%	13%	10%	11%	-17%	-14%	-5%

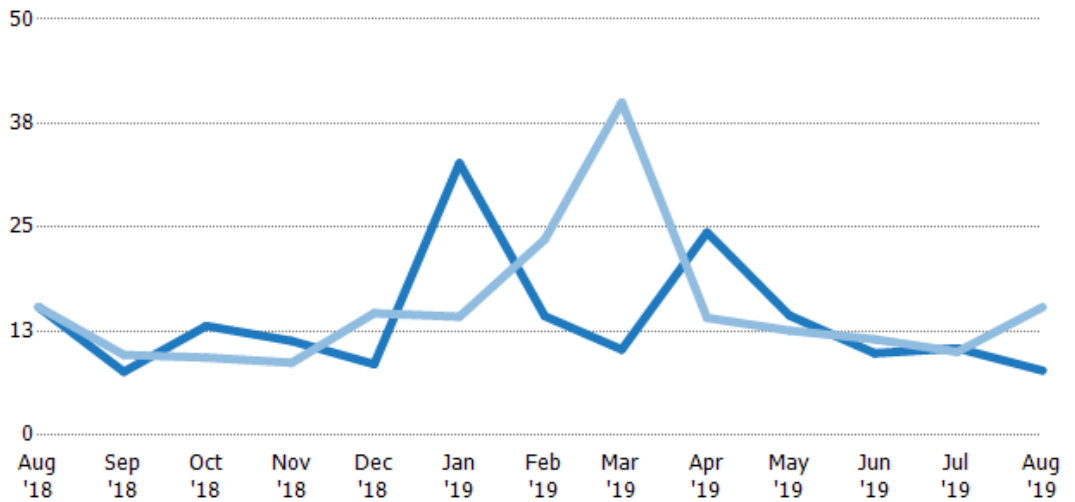
## Months of Inventory

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.
Aug '19	7.77	-49.6%
Aug '18	15.4	0%
Aug '17	15.4	2.8%



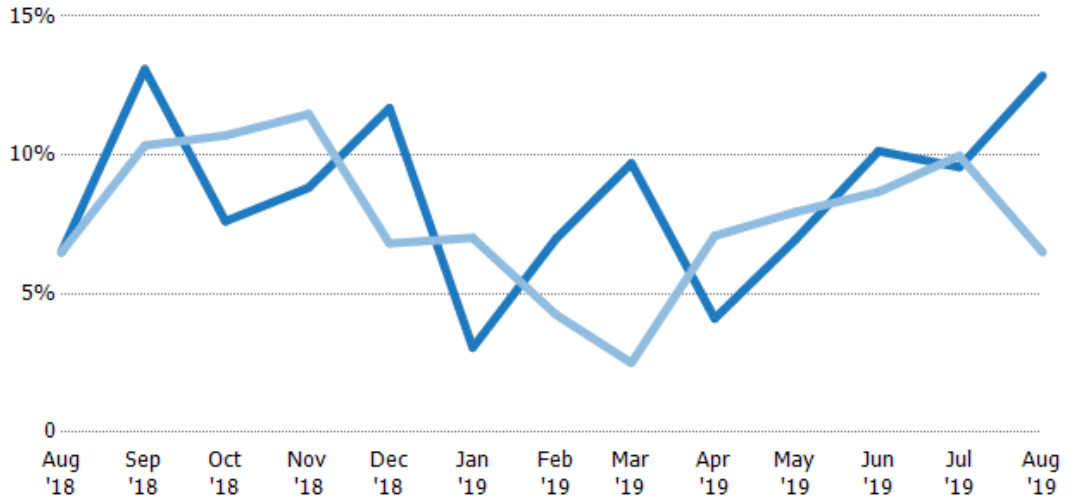
Current Year	15.4	7.63	13.1	11.3	8.55	32.7	14.3	10.3	24.4	14.4	9.85	10.5	7.77
Prior Year	15.4	9.67	9.34	8.71	14.7	14.3	23.5	40	14.1	12.6	11.5	10	15.4
Percent Change from Prior Year	0%	-21%	41%	30%	-42%	129%	-39%	-74%	73%	14%	-15%	4%	-50%

## 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.
Aug '19	13%	-6.4%
Aug '18	6%	0%
Aug '17	6%	-2.8%

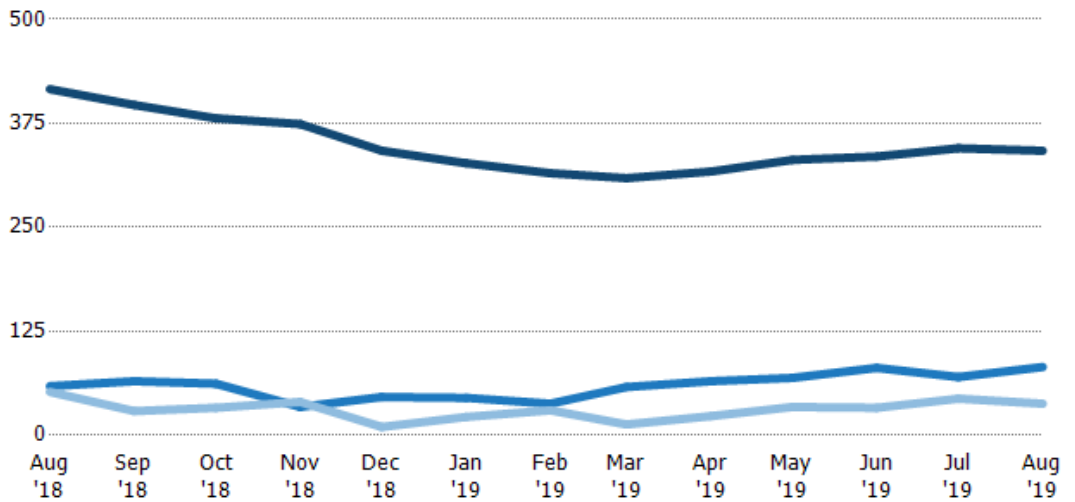
	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19
Current Year	6%	13%	8%	9%	12%	3%	7%	10%	4%	7%	10%	10%	13%
Prior Year	6%	10%	11%	11%	7%	7%	4%	3%	7%	8%	9%	10%	6%
Change from Prior Year	0%	-3%	3%	3%	-5%	4%	-3%	-7%	3%	1%	-1%	0%	-6%

## 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



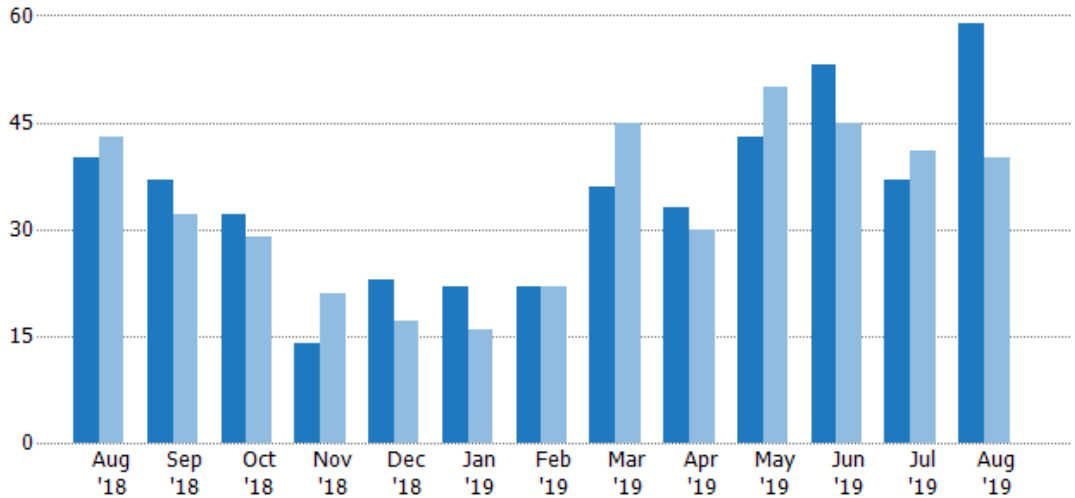
	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19
Active	416	397	381	374	342	327	315	309	317	331	335	345	342
Pending	59	65	62	34	46	45	38	58	65	69	81	70	82
Sold	52	29	33	40	10	22	30	13	23	34	33	44	38

## 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



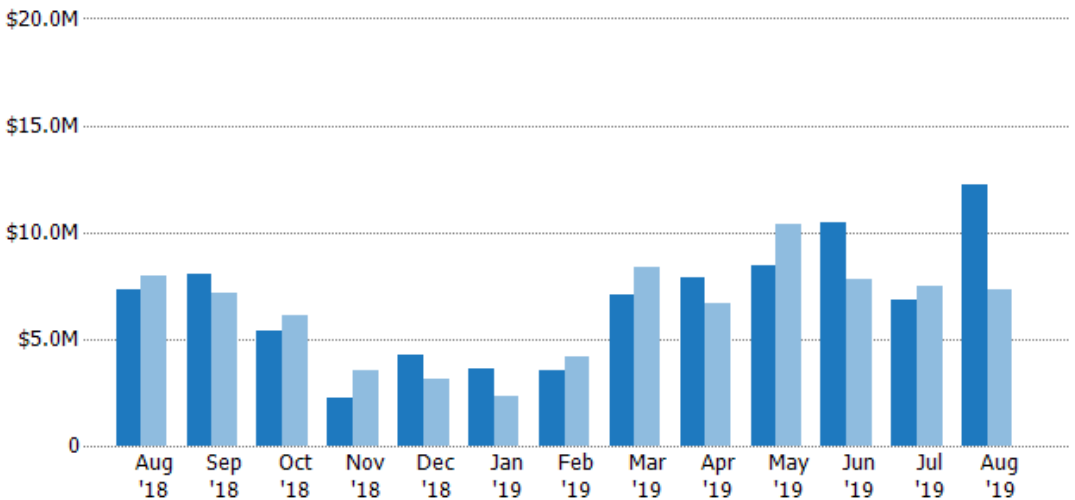
	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19
Current Year	40	37	32	14	23	22	22	36	33	43	53	37	59
Prior Year	43	32	29	21	17	16	22	45	30	50	45	41	40
Percent Change from Prior Year	-7%	16%	10%	-33%	35%	38%	0%	-20%	10%	-14%	18%	-10%	48%

## 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



	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19
Current Year	\$7.31M	\$8.03M	\$5.39M	\$2.25M	\$4.27M	\$3.62M	\$3.49M	\$7.1M	\$7.87M	\$8.47M	\$10.4M	\$6.86M	\$12.2M
Prior Year	\$7.92M	\$7.15M	\$6.14M	\$3.55M	\$3.13M	\$2.36M	\$4.17M	\$8.38M	\$6.69M	\$10.4M	\$7.82M	\$7.44M	\$7.31M
Percent Change from Prior Year	-8%	12%	-12%	-37%	36%	53%	-16%	-15%	18%	-18%	33%	-8%	67%



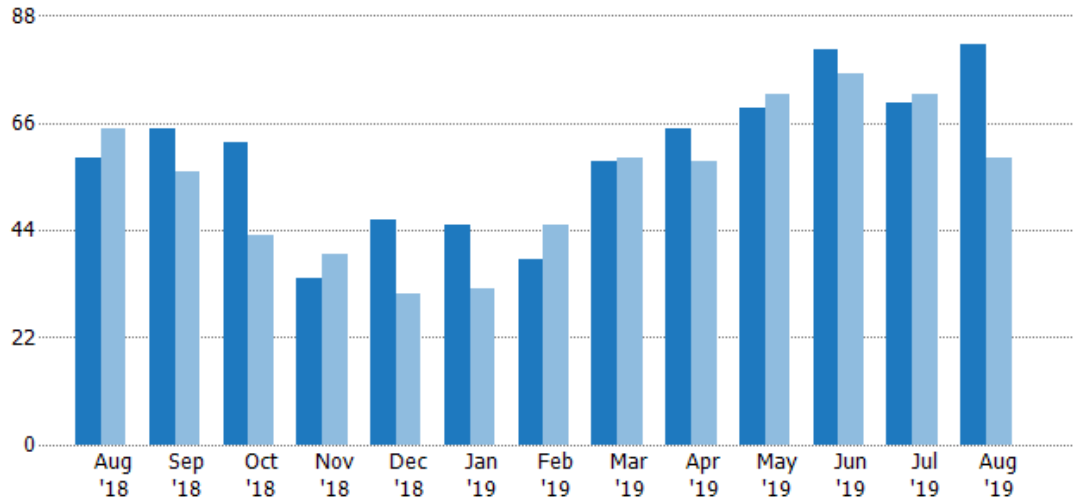
## Pending Sales

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.
Aug '19	82	39%
Aug '18	59	-9.2%
Aug '17	65	-12.3%



	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19
Current Year	59	65	62	34	46	45	38	58	65	69	81	70	82
Prior Year	65	56	43	39	31	32	45	59	58	72	76	72	59
Percent Change from Prior Year	-9%	16%	44%	-13%	48%	41%	-16%	-2%	12%	-4%	7%	-3%	39%

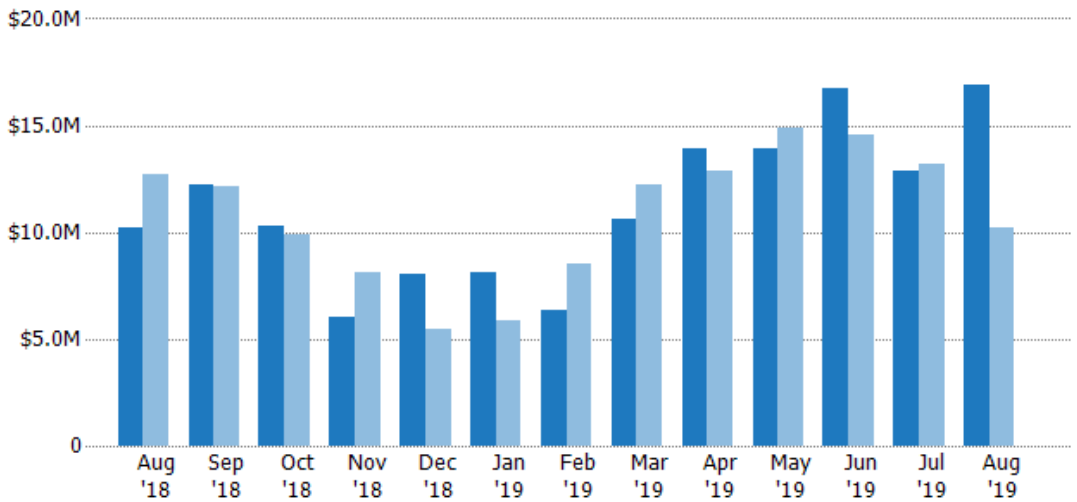
## Pending Sales Volume

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.
Aug '19	\$16.9M	65.5%
Aug '18	\$10.2M	-20%
Aug '17	\$12.7M	-26.2%



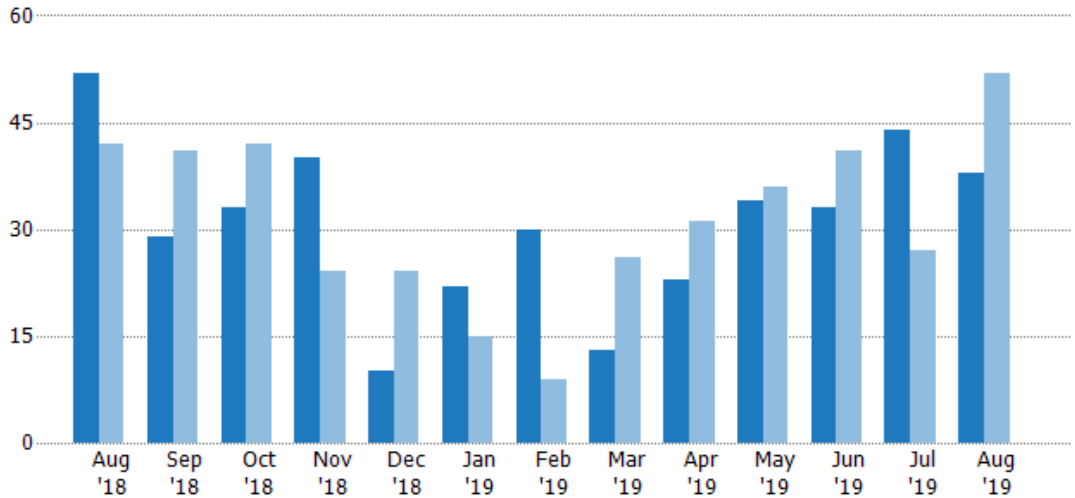
	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19
Current Year	\$10.2M	\$12.2M	\$10.3M	\$6.06M	\$8M	\$8.14M	\$6.36M	\$10.6M	\$13.9M	\$13.9M	\$16.7M	\$12.9M	\$16.9M
Prior Year	\$12.7M	\$12.1M	\$9.9M	\$8.08M	\$5.47M	\$5.83M	\$8.5M	\$12.2M	\$12.9M	\$14.9M	\$14.5M	\$13.2M	\$10.2M
Percent Change from Prior Year	-20%	1%	4%	-25%	46%	40%	-25%	-13%	8%	-7%	15%	-3%	66%

## 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



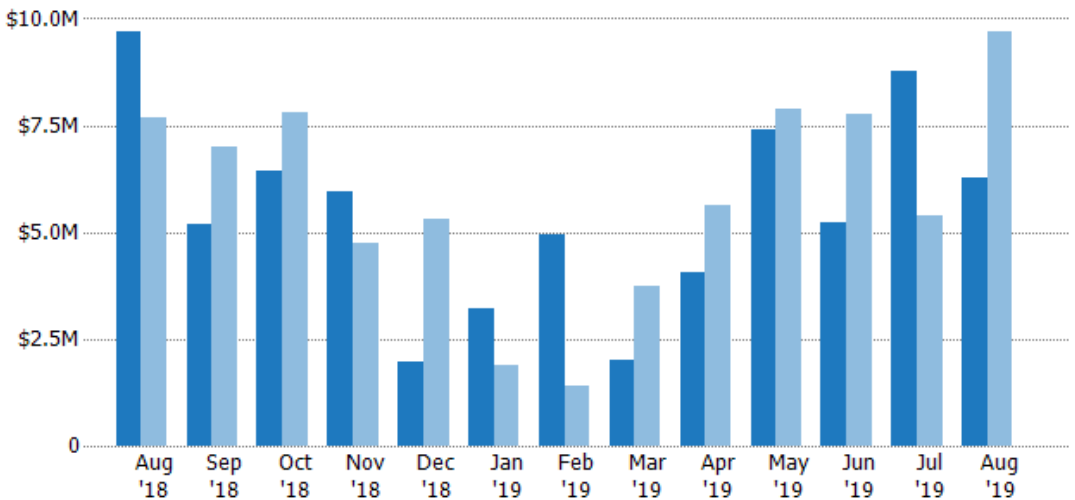
	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19
Current Year	52	29	33	40	10	22	30	13	23	34	33	44	38
Prior Year	42	41	42	24	24	15	9	26	31	36	41	27	52
Percent Change from Prior Year	24%	-29%	-21%	67%	-58%	47%	233%	-50%	-26%	-6%	-20%	63%	-27%

## 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



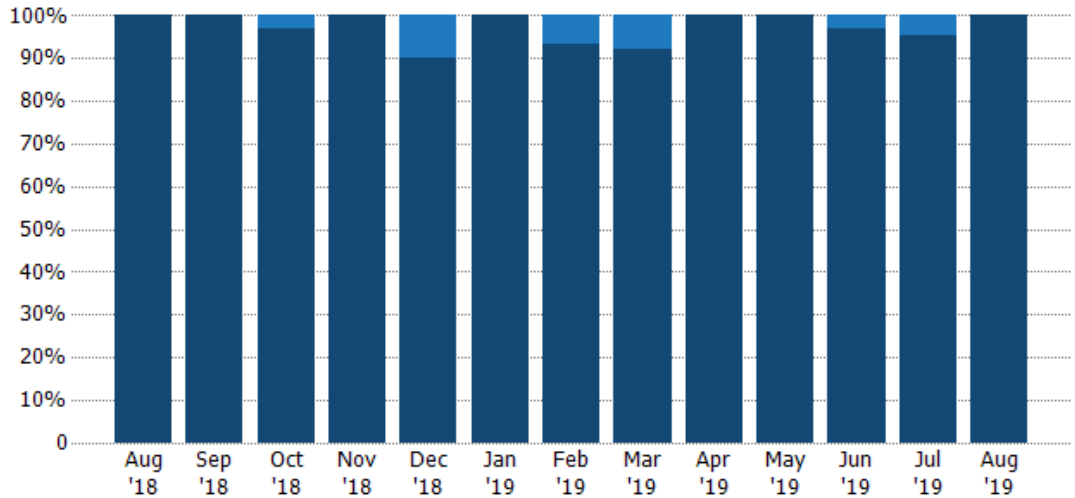
	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19
Current Year	\$9.68M	\$5.17M	\$6.43M	\$5.97M	\$1.95M	\$3.23M	\$4.93M	\$2M	\$4.07M	\$7.4M	\$5.23M	\$8.75M	\$6.27M
Prior Year	\$7.68M	\$7M	\$7.82M	\$4.75M	\$5.32M	\$1.88M	\$1.42M	\$3.73M	\$5.61M	\$7.89M	\$7.75M	\$5.38M	\$9.68M
Percent Change from Prior Year	26%	-26%	-18%	26%	-63%	72%	248%	-47%	-28%	-6%	-32%	63%	-35%

## 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



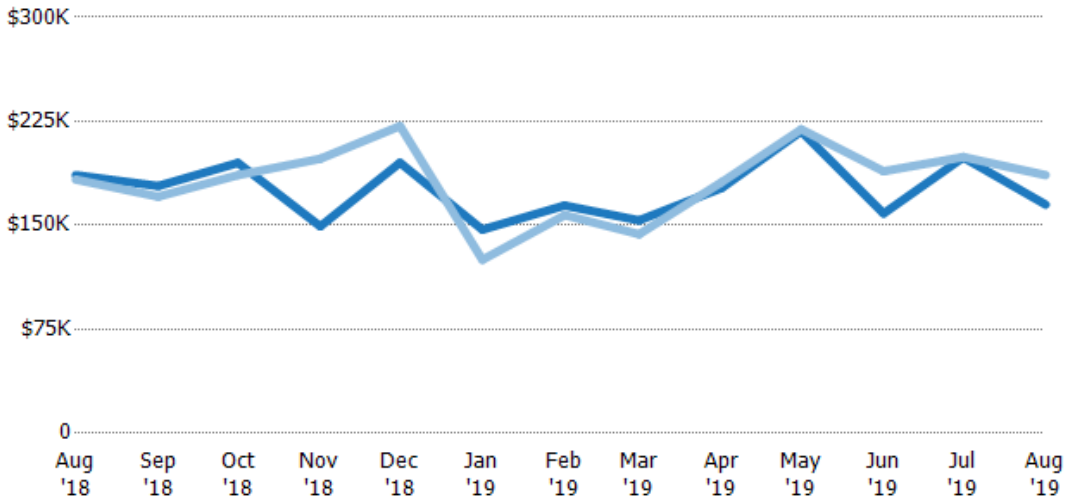
Condo/Townhouse	-	-	3%	-	10%	-	7%	8%	-	-	3%	5%	-
Single Family Residence	100%	100%	97%	100%	90%	100%	93%	92%	100%	100%	97%	95%	100%

## 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	\$186K	\$178K	\$195K	\$149K	\$195K	\$147K	\$164K	\$154K	\$177K	\$218K	\$158K	\$199K	\$165K
Prior Year	\$183K	\$171K	\$186K	\$198K	\$222K	\$125K	\$157K	\$144K	\$181K	\$219K	\$189K	\$199K	\$186K
Percent Change from Prior Year	2%	5%	5%	-25%	-12%	17%	4%	7%	-2%	-1%	-16%	0%	-11%

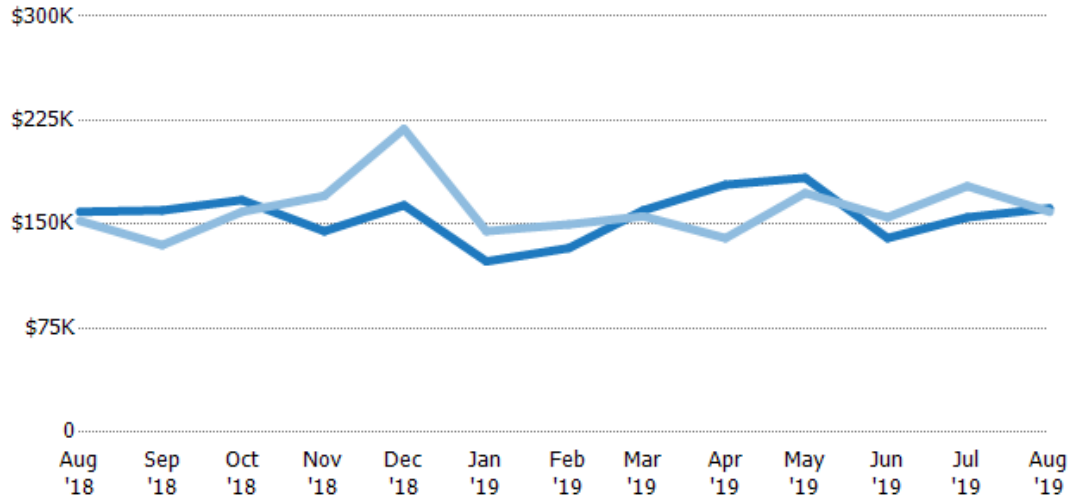
## Median Sales Price

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.
Aug '19	\$162K	1.6%
Aug '18	\$159K	4.3%
Aug '17	\$152K	-3.6%



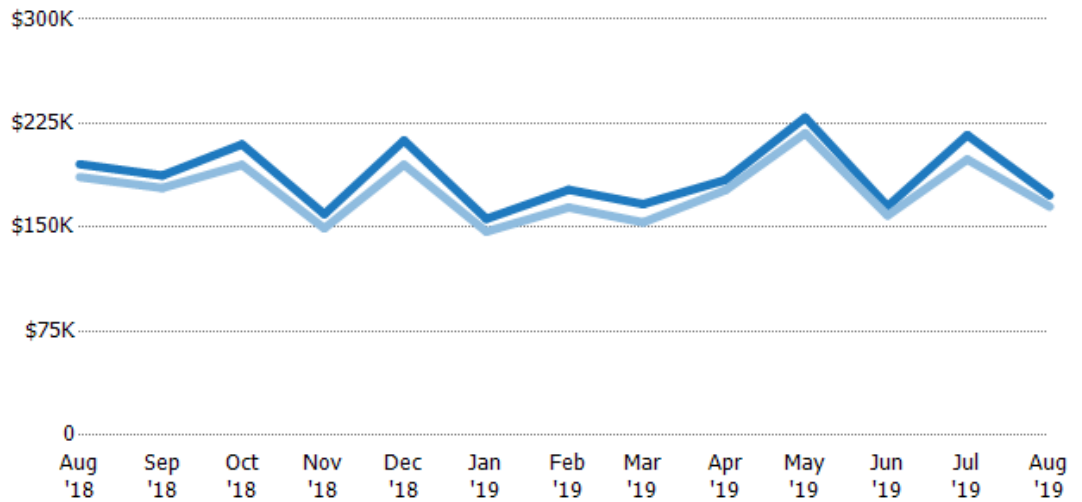
Current Year	\$159K	\$160K	\$168K	\$145K	\$164K	\$123K	\$133K	\$160K	\$179K	\$184K	\$140K	\$155K	\$162K
Prior Year	\$152K	\$135K	\$159K	\$171K	\$219K	\$145K	\$150K	\$156K	\$140K	\$173K	\$155K	\$178K	\$159K
Percent Change from Prior Year	4%	19%	5%	-15%	-25%	-15%	-11%	3%	28%	6%	-10%	-13%	2%

## 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



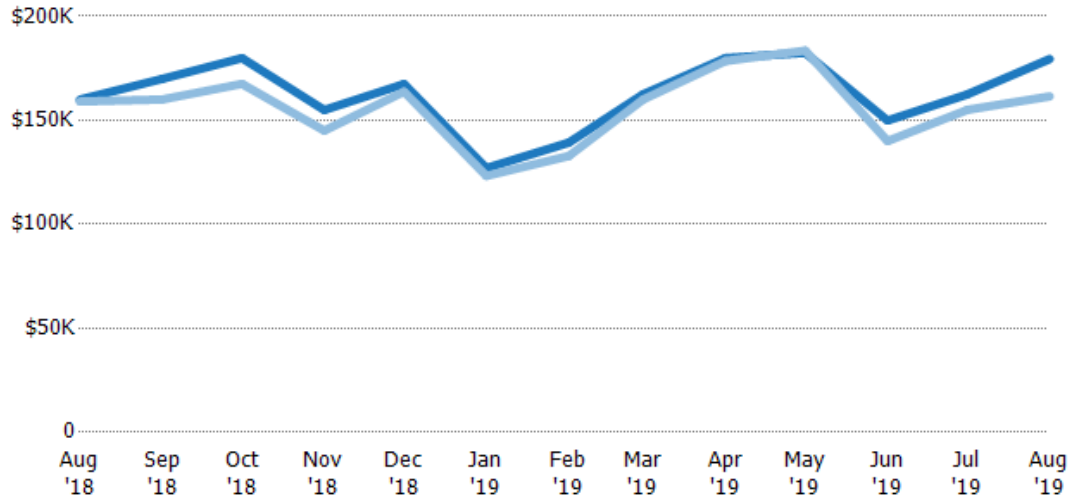
Avg List Price	\$195K	\$187K	\$210K	\$159K	\$213K	\$156K	\$177K	\$167K	\$184K	\$229K	\$165K	\$216K	\$173K
Avg Sales Price	\$186K	\$178K	\$195K	\$149K	\$195K	\$147K	\$164K	\$154K	\$177K	\$218K	\$158K	\$199K	\$165K
Avg Sales Price as a % of Avg List Price	95%	95%	93%	94%	92%	94%	93%	92%	96%	95%	96%	92%	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



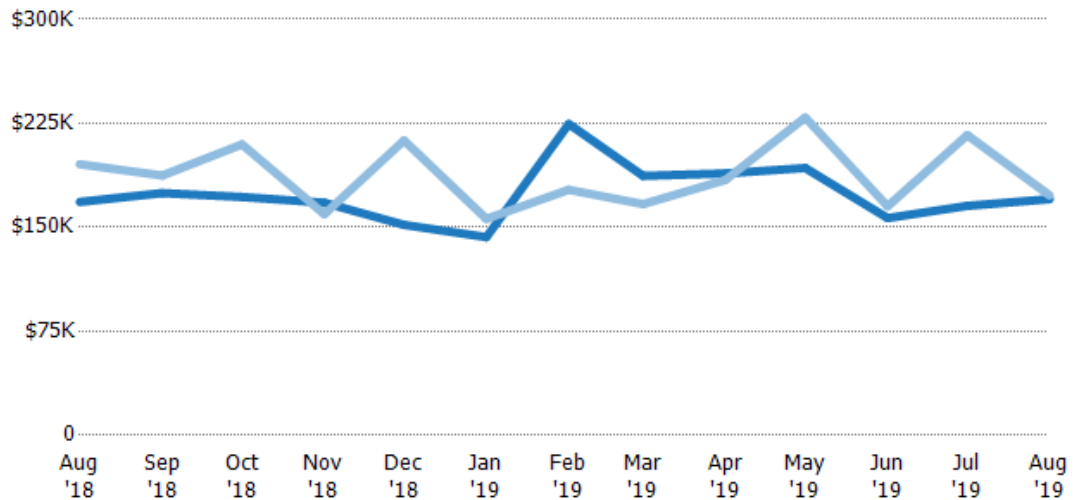
	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19
Median List Price	\$160K	\$170K	\$180K	\$155K	\$167K	\$127K	\$139K	\$163K	\$180K	\$182K	\$150K	\$162K	\$179K
Median Sales Price	\$159K	\$160K	\$168K	\$145K	\$164K	\$123K	\$133K	\$160K	\$179K	\$184K	\$140K	\$155K	\$162K
Med Sales Price as a % of Med List Price	99%	94%	93%	94%	98%	97%	95%	98%	99%	101%	93%	95%	90%

## 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



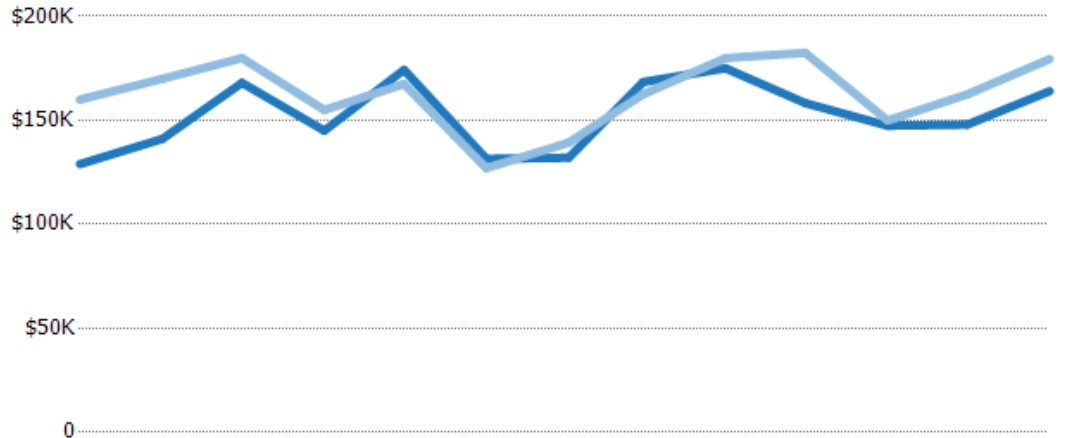
	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19
Avg Est Value	\$168K	\$175K	\$172K	\$168K	\$152K	\$143K	\$224K	\$187K	\$189K	\$193K	\$157K	\$165K	\$170K
Avg Sales Price	\$195K	\$187K	\$210K	\$159K	\$213K	\$156K	\$177K	\$167K	\$184K	\$229K	\$165K	\$216K	\$173K
Avg Sales Price as a % of Avg Est Value	116%	107%	122%	95%	140%	109%	79%	89%	98%	119%	105%	131%	102%

## 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



	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19
Median Est Value	\$129K	\$141K	\$168K	\$145K	\$174K	\$131K	\$132K	\$168K	\$175K	\$158K	\$147K	\$148K	\$164K
Median Sales Price	\$160K	\$170K	\$180K	\$155K	\$167K	\$127K	\$139K	\$163K	\$180K	\$182K	\$150K	\$162K	\$179K
Med Sales Price as a % of Med Est Value	124%	120%	107%	107%	96%	97%	105%	97%	103%	115%	102%	110%	109%