

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	Jul 2019	Jul 2018	+ / -	YTD 2019	YTD 2018	+ / -
Listing Activity Charts Metrics						
New Listing Count	66	53	+24.5%	378	408	-7.4%
New Listing Volume	\$14,171,999	\$10,793,800	+31.3%	\$88,519,462	\$100,161,806	-11.6%
Active Listing Count	345	411	-16.1%	N/A	N/A	
Active Listing Volume	\$97,899,156	\$112,011,757	-12.6%	N/A	N/A	
Average Listing Price	\$283,766	\$272,535	+4.1%	\$282,519	\$259,492	+8.9%
Median Listing Price	\$225,000	\$219,000	+2.7%	\$224,283	\$203,153	+10.4%
Median Days in RPR	103	120	-14.2%	166.04	157.82	+5.2%
Months of Inventory	10.5	10	+4.3%	12.3	16.5	-25.3%
Absorption Rate	9.57%	9.98%	-0.4%	8.12%	6.07%	+2.1%
Sales Activity Charts Metrics						
New Pending Sales Count	37	41	-9.8%	246	249	-1.2%
New Pending Sales Volume	\$6,855,300	\$7,436,300	-7.8%	\$47,843,324	\$47,242,997	+1.3%
Pending Sales Count	70	72	-2.8%	N/A	N/A	
Pending Sales Volume	\$12,862,325	\$13,218,850	-2.7%	N/A	N/A	
Closed Sales Count	43	27	+59.3%	198	185	+7%
Closed Sales Volume	\$8,673,855	\$5,378,766	+61.3%	\$35,530,458	\$33,579,941	+5.8%
Average Sales Price	\$201,718	\$199,214	+1.3%	\$179,447	\$181,513	-1.1%
Median Sales Price	\$155,000	\$177,500	-12.7%	\$153,561	\$158,198	-2.9%

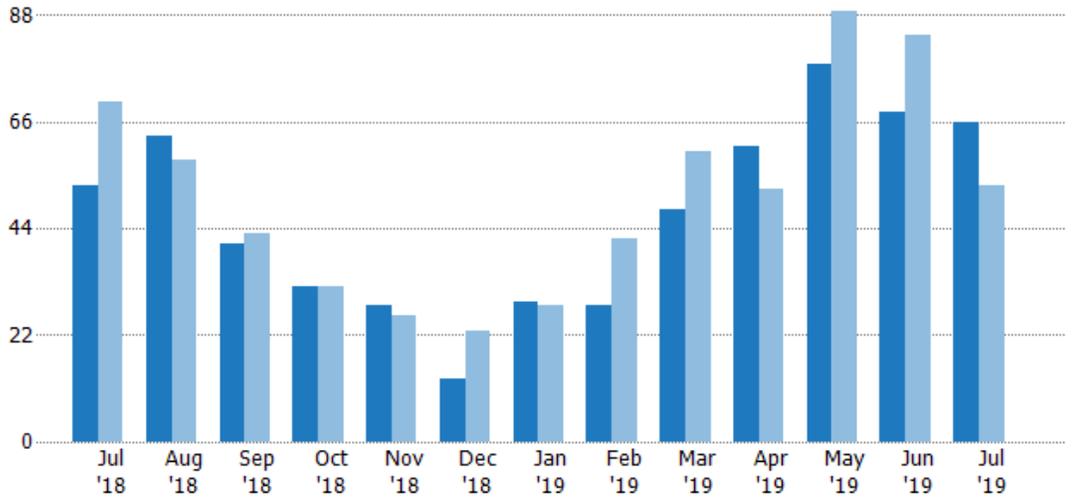
New Listings

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.
Jul '19	66	24.5%
Jul '18	53	-24.3%
Jul '17	70	-2.9%



Current Year	53	63	41	32	28	13	29	28	48	61	78	68	66
Prior Year	70	58	43	32	26	23	28	42	60	52	89	84	53
Percent Change from Prior Year	-24%	9%	-5%	0%	8%	-43%	4%	-33%	-20%	17%	-12%	-19%	25%

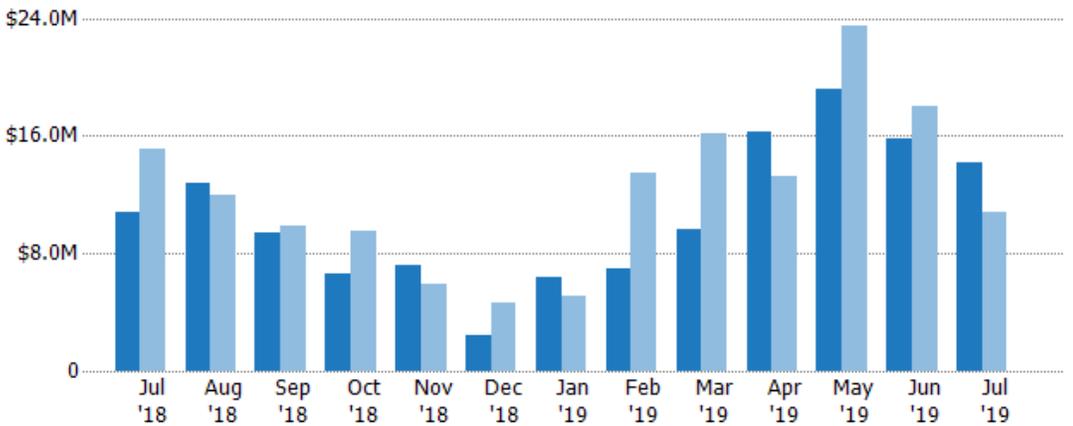
New Listing Volume

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.
Jul '19	\$14.2M	31.3%
Jul '18	\$10.8M	-28.6%
Jul '17	\$15.1M	-21.9%



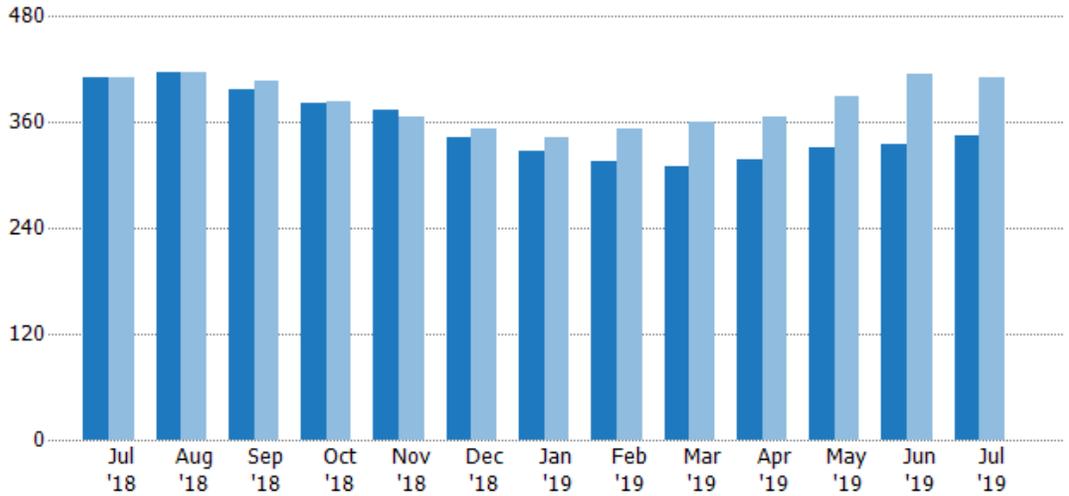
Current Year	\$10.8M	\$12.8M	\$9.41M	\$6.65M	\$7.15M	\$2.44M	\$6.38M	\$6.99M	\$9.69M	\$16.3M	\$19.2M	\$15.8M	\$14.2M
Prior Year	\$15.1M	\$11.9M	\$9.87M	\$9.53M	\$5.97M	\$4.67M	\$5.11M	\$13.4M	\$16.2M	\$13.2M	\$23.4M	\$18M	\$10.8M
Percent Change from Prior Year	-29%	7%	-5%	-30%	20%	-48%	25%	-48%	-40%	23%	-18%	-12%	31%

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



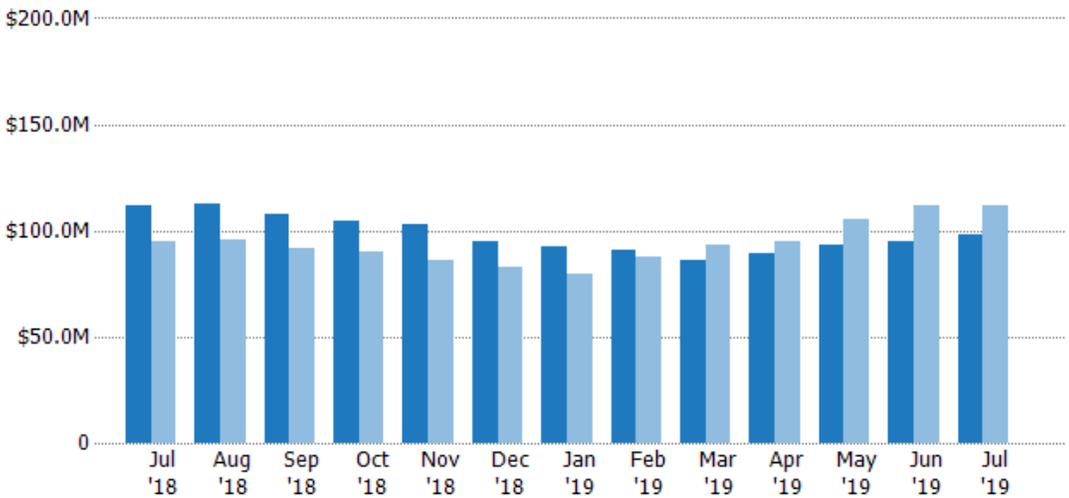
	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19
Current Year	411	416	397	381	374	342	327	315	309	317	331	335	345
Prior Year	411	416	406	383	366	352	342	353	360	367	390	415	411
Percent Change from Prior Year	0%	0%	-2%	-1%	2%	-3%	-4%	-11%	-14%	-14%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



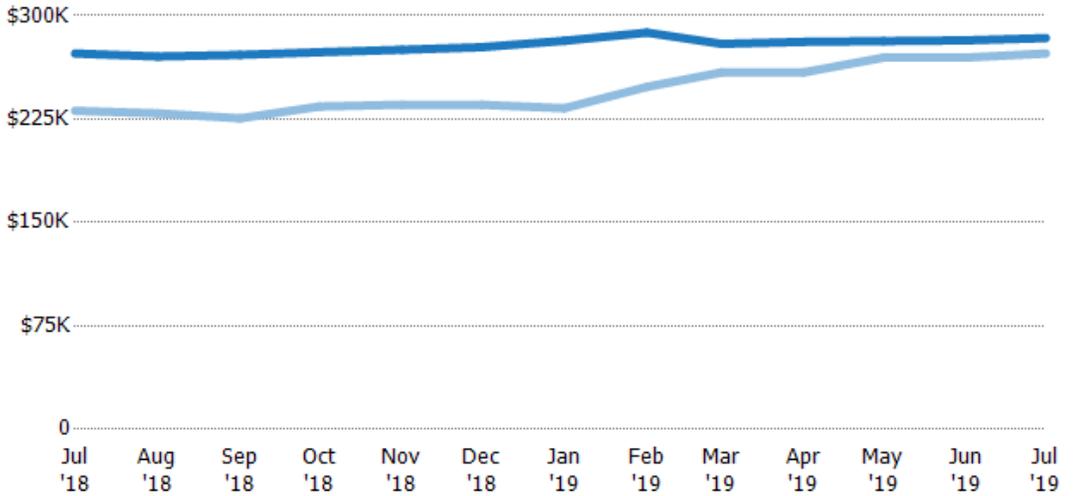
	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19
Current Year	\$112M	\$112M	\$108M	\$104M	\$103M	\$94.8M	\$92.2M	\$90.6M	\$86.4M	\$89.1M	\$93.2M	\$94.5M	\$97.9M
Prior Year	\$95M	\$95.3M	\$91.6M	\$89.7M	\$86.2M	\$82.8M	\$79.7M	\$87.7M	\$93.2M	\$95M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

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



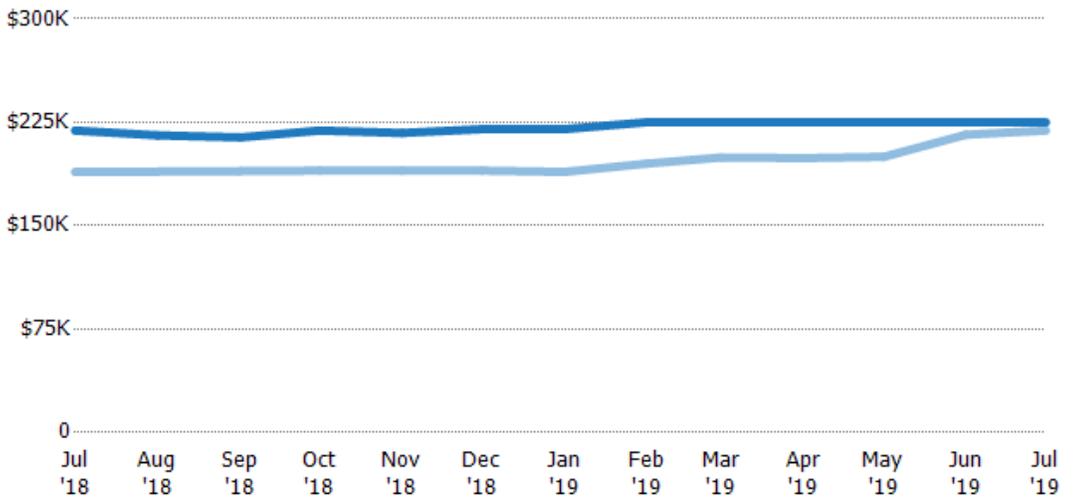
	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19
Current Year	\$273K	\$270K	\$272K	\$273K	\$275K	\$277K	\$282K	\$288K	\$280K	\$281K	\$282K	\$282K	\$284K
Prior Year	\$231K	\$229K	\$226K	\$234K	\$235K	\$235K	\$233K	\$248K	\$259K	\$259K	\$270K	\$270K	\$273K
Percent Change from Prior Year	18%	18%	20%	17%	17%	18%	21%	16%	8%	9%	4%	5%	4%

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



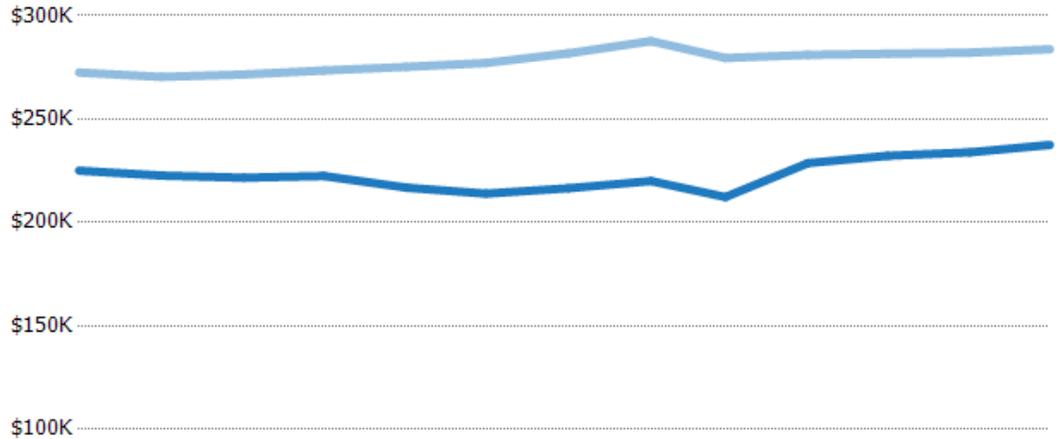
	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19
Current Year	\$219K	\$216K	\$214K	\$219K	\$217K	\$220K	\$220K	\$225K	\$225K	\$225K	\$225K	\$225K	\$225K
Prior Year	\$189K	\$189K	\$190K	\$190K	\$190K	\$190K	\$189K	\$195K	\$199K	\$199K	\$200K	\$216K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



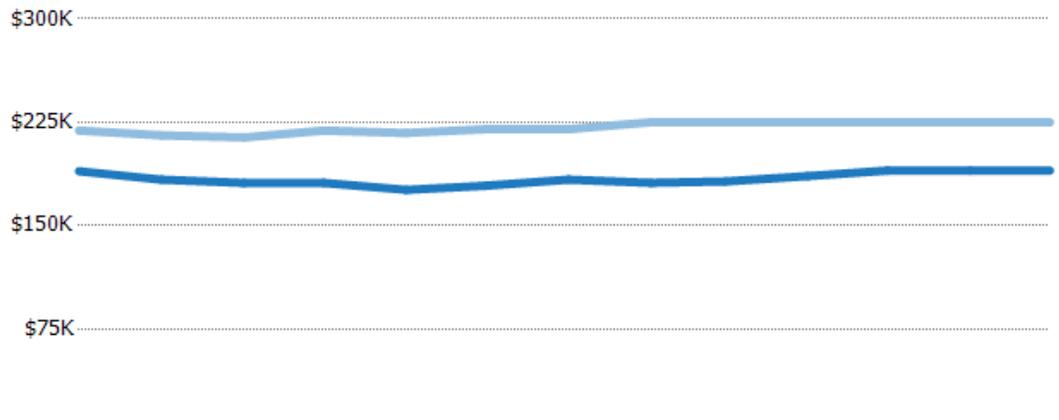
	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19
Avg Est Value	\$225K	\$223K	\$222K	\$222K	\$217K	\$214K	\$217K	\$220K	\$212K	\$229K	\$232K	\$234K	\$238K
Avg Listing Price	\$273K	\$270K	\$272K	\$273K	\$275K	\$277K	\$282K	\$288K	\$280K	\$281K	\$282K	\$282K	\$284K
Avg Listing Price as a % of Avg Est Value	121%	121%	123%	123%	127%	130%	130%	131%	132%	123%	121%	121%	119%

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



	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19
Median Est Value	\$190K	\$183K	\$181K	\$181K	\$176K	\$179K	\$183K	\$181K	\$182K	\$186K	\$190K	\$190K	\$190K
Median Listing Price	\$219K	\$216K	\$214K	\$219K	\$217K	\$220K	\$220K	\$225K	\$225K	\$225K	\$225K	\$225K	\$225K
Med Listing Price as a % of Med Est Value	116%	118%	118%	121%	123%	123%	120%	124%	124%	121%	118%	118%	118%

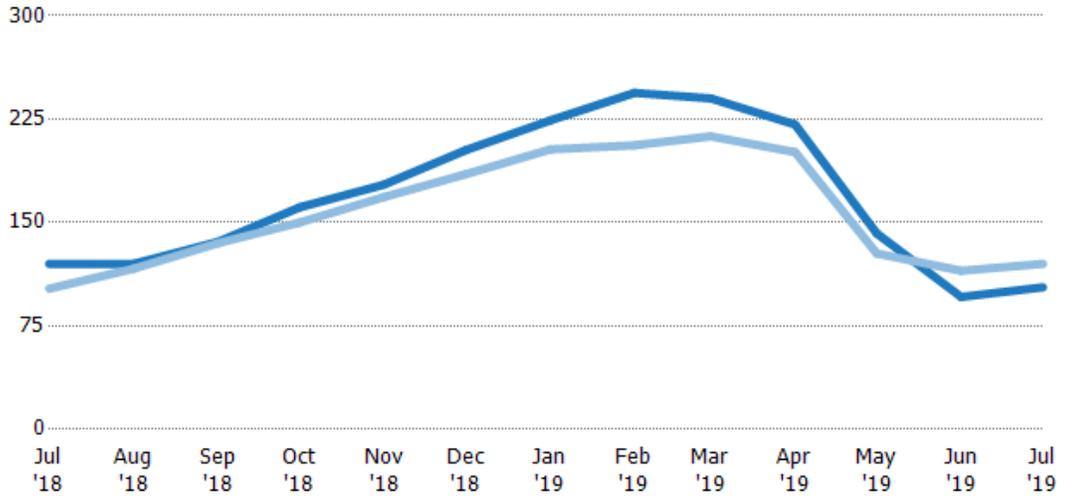
Median Days in RPR

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.
Jul '19	103	-14.2%
Jul '18	120	17.6%
Jul '17	102	14.7%



Current Year	120	120	136	161	178	203	224	244	240	221	142	96	103
Prior Year	102	117	135	150	169	185	203	206	213	201	128	115	120
Percent Change from Prior Year	18%	3%	1%	7%	5%	9%	10%	18%	13%	10%	11%	-17%	-14%

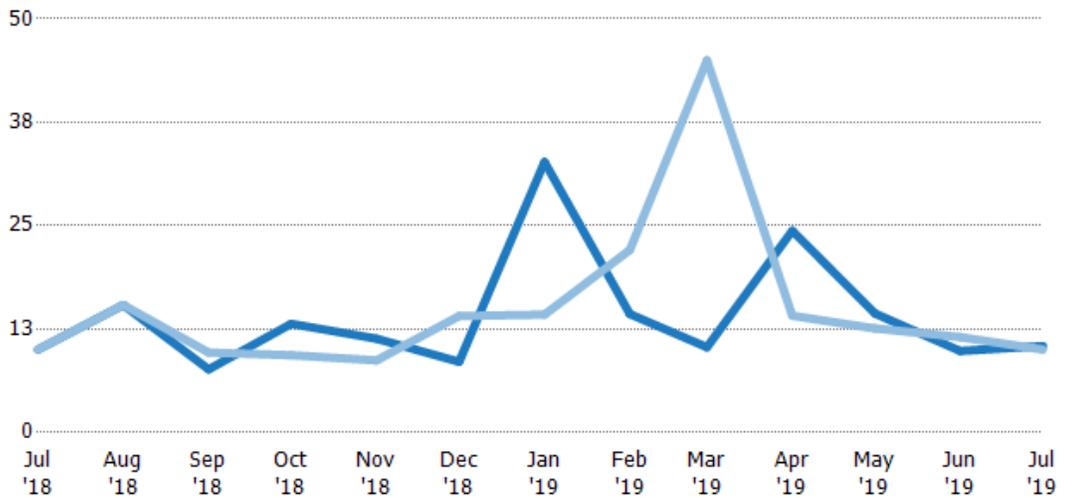
Months of Inventory

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.
Jul '19	10.5	4.3%
Jul '18	10	0%
Jul '17	10	109.5%



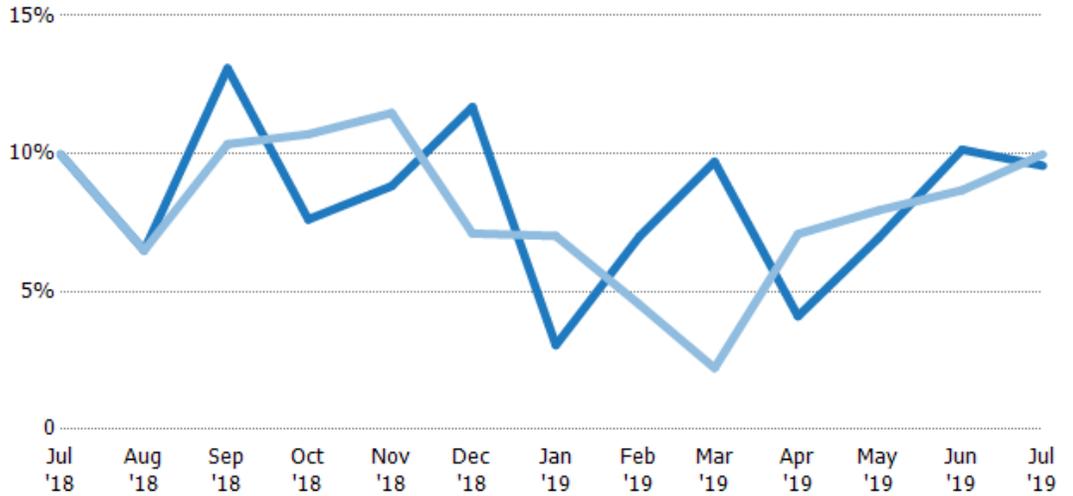
Current Year	10	15.4	7.63	13.1	11.3	8.55	32.7	14.3	10.3	24.4	14.4	9.85	10.5
Prior Year	10	15.4	9.67	9.34	8.71	14.1	14.3	22.1	45	14.1	12.6	11.5	10
Percent Change from Prior Year	0%	0%	-21%	41%	30%	-39%	129%	-35%	-77%	73%	14%	-15%	4%

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



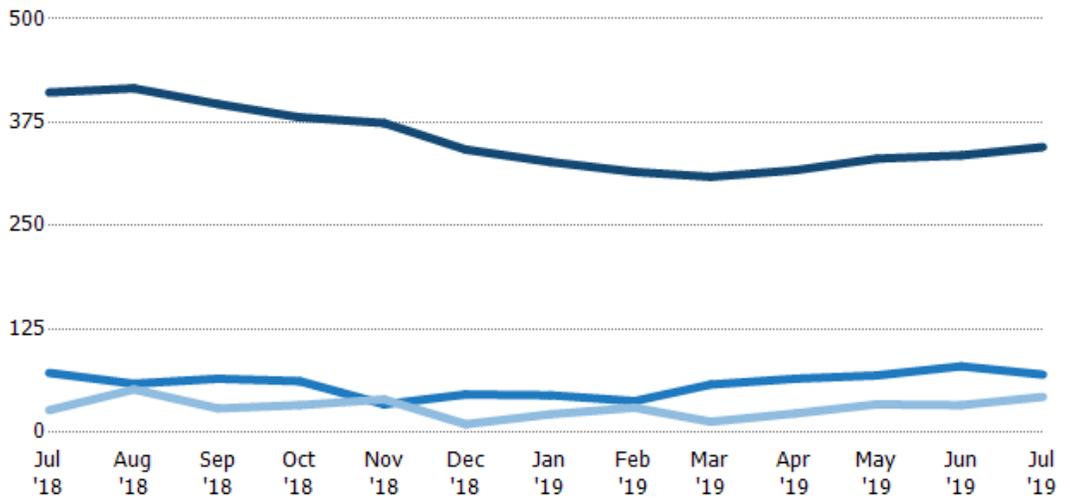
	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19
Current Year	10%	6%	13%	8%	9%	12%	3%	7%	10%	4%	7%	10%	10%
Prior Year	10%	6%	10%	11%	11%	7%	7%	5%	2%	7%	8%	9%	10%
Change from Prior Year	0%	0%	-3%	3%	3%	-5%	4%	-2%	-7%	3%	1%	-1%	0%

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



	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19
Active	411	416	397	381	374	342	327	315	309	317	331	335	345
Pending	72	59	65	62	34	46	45	38	58	65	69	80	70
Sold	27	52	29	33	40	10	22	30	13	23	34	33	43

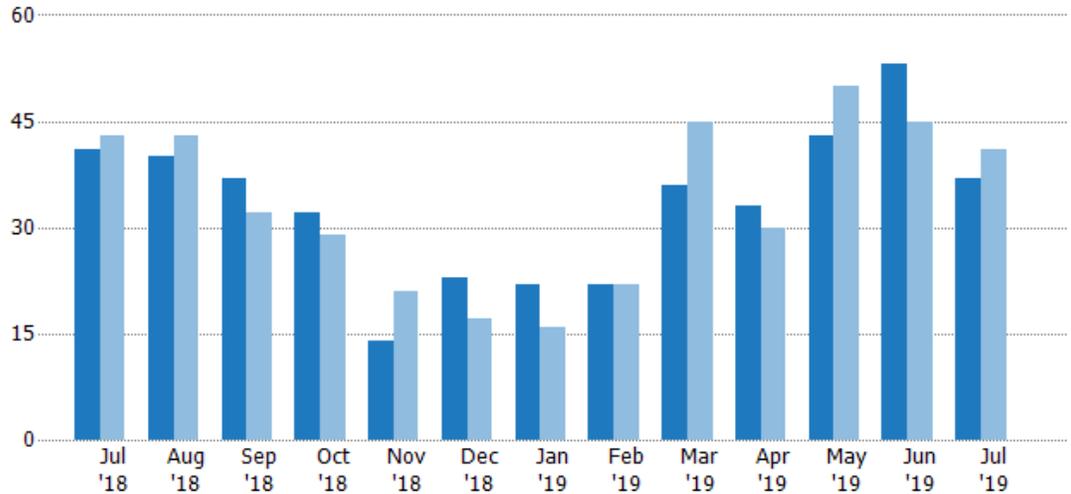
New Pending Sales

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.
Jul '19	37	-9.8%
Jul '18	41	-4.7%
Jul '17	43	-25.6%



	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19
Current Year	41	40	37	32	14	23	22	22	36	33	43	53	37
Prior Year	43	43	32	29	21	17	16	22	45	30	50	45	41
Percent Change from Prior Year	-5%	-7%	16%	10%	-33%	35%	38%	0%	-20%	10%	-14%	18%	-10%

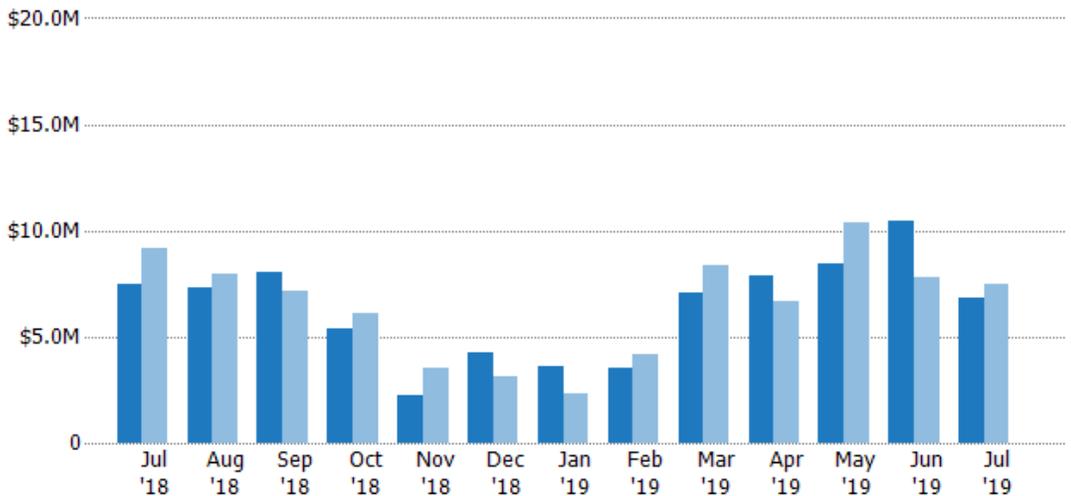
New Pending Sales Volume

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.
Jul '19	\$6.86M	-7.8%
Jul '18	\$7.44M	-18.7%
Jul '17	\$9.14M	-37.6%



	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19
Current Year	\$7.44M	\$7.31M	\$8.03M	\$5.39M	\$2.25M	\$4.27M	\$3.62M	\$3.49M	\$7.1M	\$7.87M	\$8.47M	\$10.4M	\$6.86M
Prior Year	\$9.14M	\$7.92M	\$7.15M	\$6.14M	\$3.55M	\$3.13M	\$2.36M	\$4.17M	\$8.38M	\$6.69M	\$10.4M	\$7.82M	\$7.44M
Percent Change from Prior Year	-19%	-8%	12%	-12%	-37%	36%	53%	-16%	-15%	18%	-18%	33%	-8%

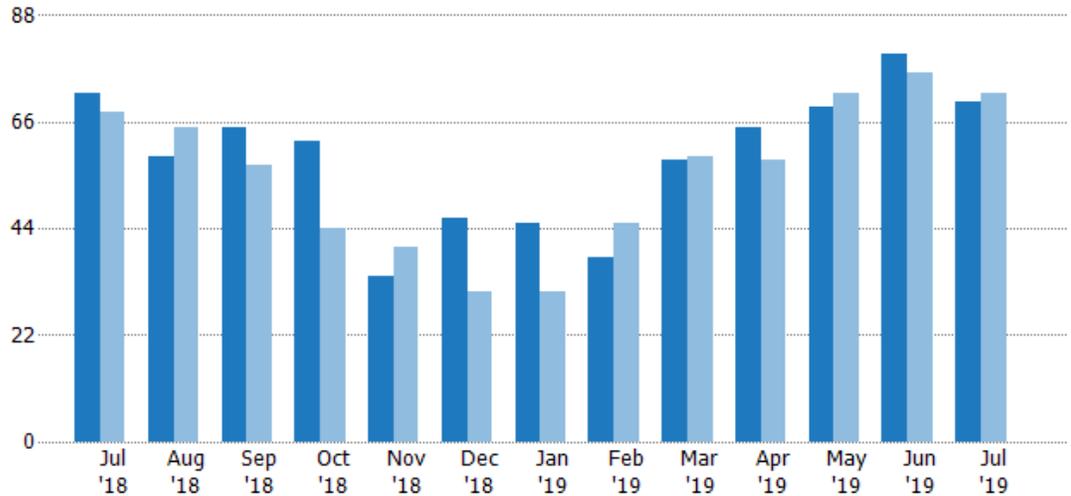
Pending Sales

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.
Jul '19	70	-2.8%
Jul '18	72	5.9%
Jul '17	68	-16.2%



	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19
Current Year	72	59	65	62	34	46	45	38	58	65	69	80	70
Prior Year	68	65	57	44	40	31	31	45	59	58	72	76	72
Percent Change from Prior Year	6%	-9%	14%	41%	-15%	48%	45%	-16%	-2%	12%	-4%	5%	-3%

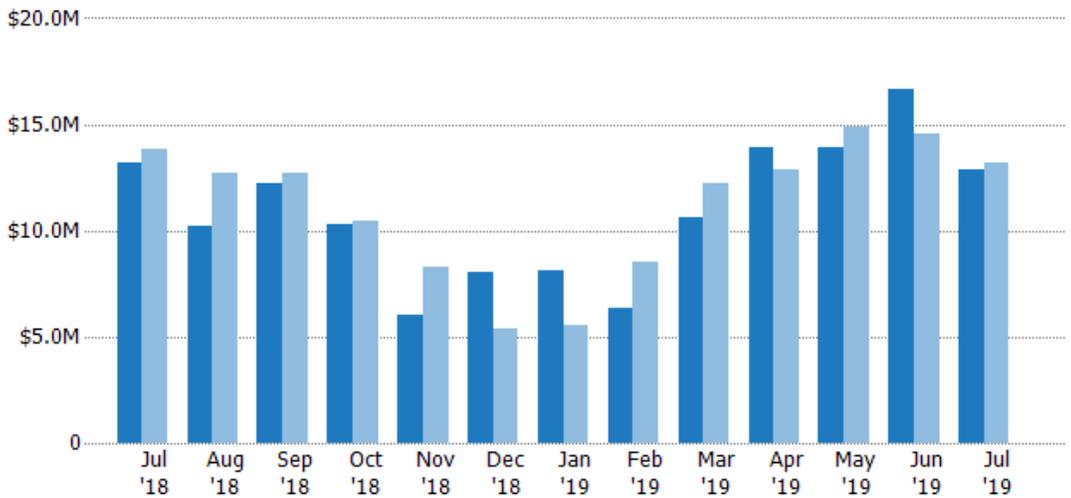
Pending Sales Volume

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.
Jul '19	\$12.9M	-2.7%
Jul '18	\$13.2M	-4.5%
Jul '17	\$13.8M	-36.5%



	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19
Current Year	\$13.2M	\$10.2M	\$12.2M	\$10.3M	\$6.06M	\$8M	\$8.14M	\$6.36M	\$10.6M	\$13.9M	\$13.9M	\$16.6M	\$12.9M
Prior Year	\$13.8M	\$12.7M	\$12.7M	\$10.5M	\$8.32M	\$5.41M	\$5.53M	\$8.5M	\$12.2M	\$12.9M	\$14.9M	\$14.5M	\$13.2M
Percent Change from Prior Year	-4%	-20%	-4%	-2%	-27%	48%	47%	-25%	-13%	8%	-7%	14%	-3%

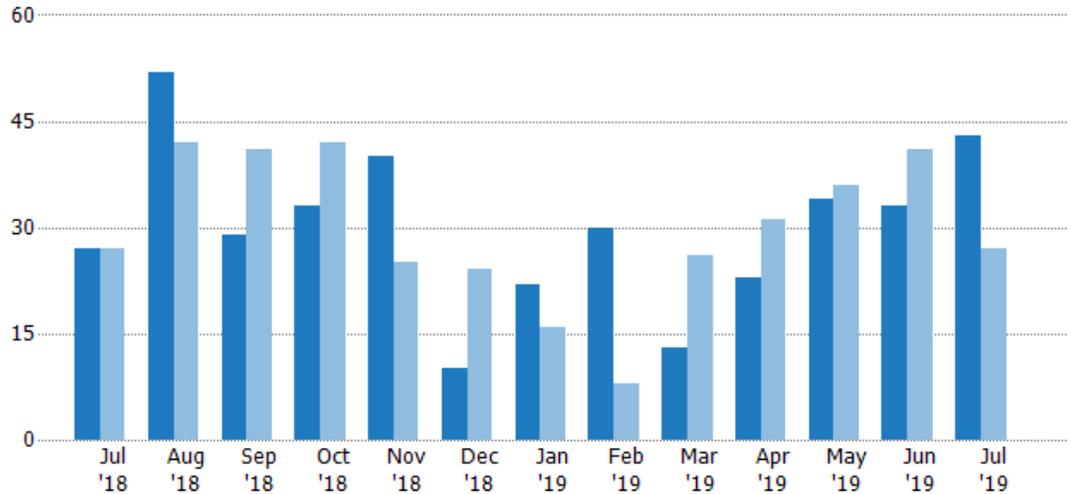
Closed Sales

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	Count	% Chg.
Jul '19	43	59.3%
Jul '18	27	0%
Jul '17	27	-7.4%



	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19
Current Year	27	52	29	33	40	10	22	30	13	23	34	33	43
Prior Year	27	42	41	42	25	24	16	8	26	31	36	41	27
Percent Change from Prior Year	0%	24%	-29%	-21%	60%	-58%	38%	275%	-50%	-26%	-6%	-20%	59%

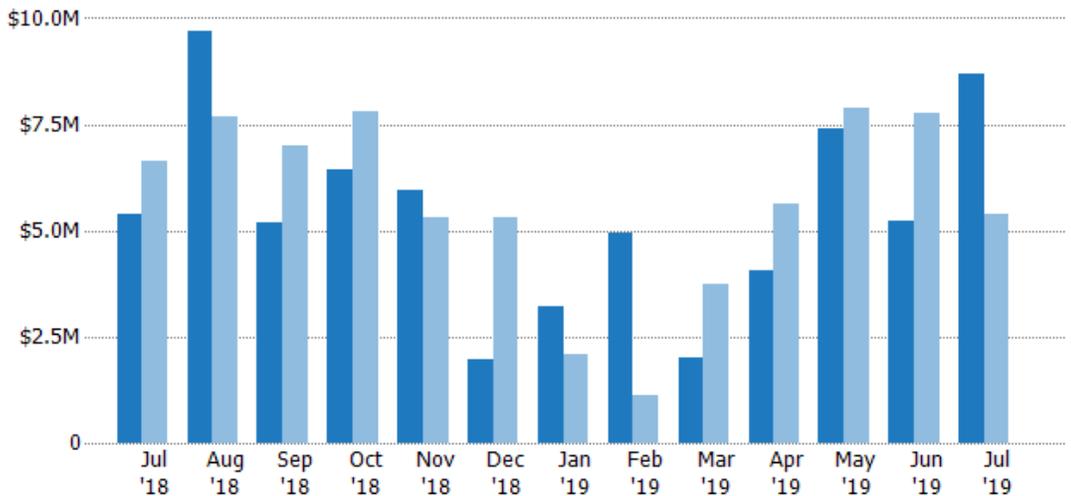
Closed Sales Volume

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.
Jul '19	\$8.67M	61.3%
Jul '18	\$5.38M	-18.9%
Jul '17	\$6.63M	-35.7%



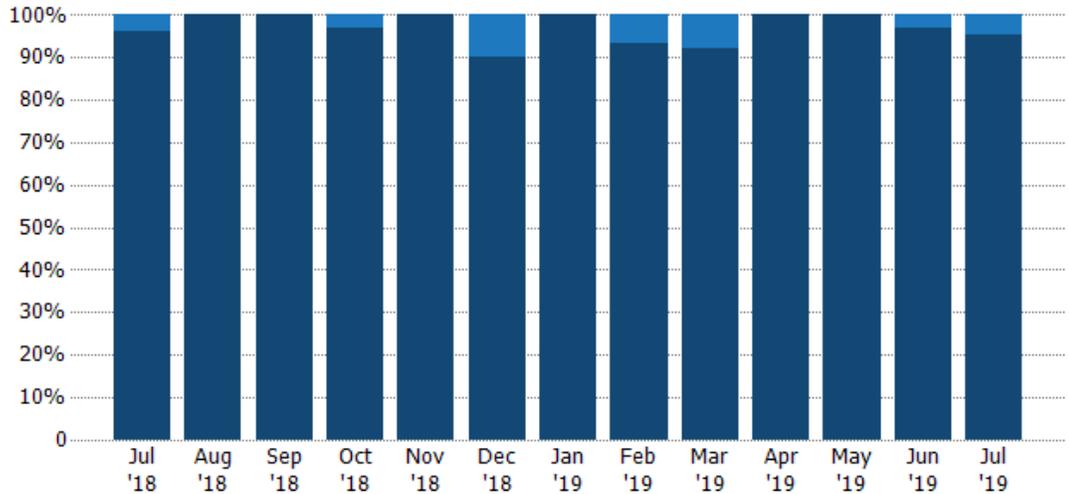
	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19
Current Year	\$5.38M	\$9.68M	\$5.17M	\$6.43M	\$5.97M	\$1.95M	\$3.23M	\$4.93M	\$2M	\$4.07M	\$7.4M	\$5.23M	\$8.67M
Prior Year	\$6.63M	\$7.66M	\$7M	\$7.82M	\$5.3M	\$5.32M	\$2.09M	\$1.13M	\$3.73M	\$5.61M	\$7.89M	\$7.75M	\$5.38M
Percent Change from Prior Year	-19%	26%	-26%	-18%	13%	-63%	54%	338%	-47%	-28%	-6%	-32%	61%

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



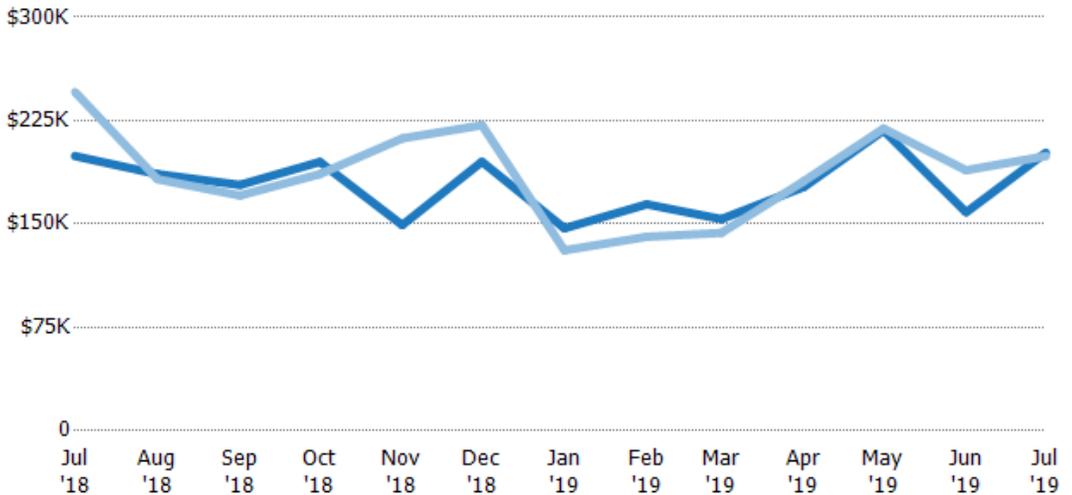
Condo/Townhouse	4%	-	-	3%	-	10%	-	7%	8%	-	-	3%	5%
Single Family Residence	96%	100%	100%	97%	100%	90%	100%	93%	92%	100%	100%	97%	95%

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	\$199K	\$186K	\$178K	\$195K	\$149K	\$195K	\$147K	\$164K	\$154K	\$177K	\$218K	\$158K	\$202K
Prior Year	\$246K	\$182K	\$171K	\$186K	\$212K	\$222K	\$131K	\$141K	\$144K	\$181K	\$219K	\$189K	\$199K
Percent Change from Prior Year	-19%	2%	5%	5%	-30%	-12%	12%	17%	7%	-2%	-1%	-16%	1%

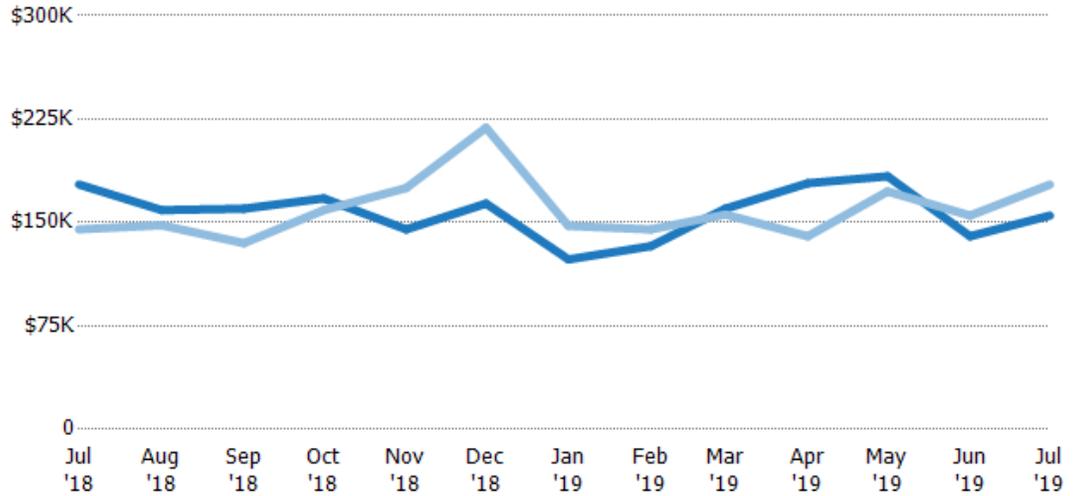
Median Sales Price

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.
Jul '19	\$155K	-12.7%
Jul '18	\$178K	22.4%
Jul '17	\$145K	1.4%



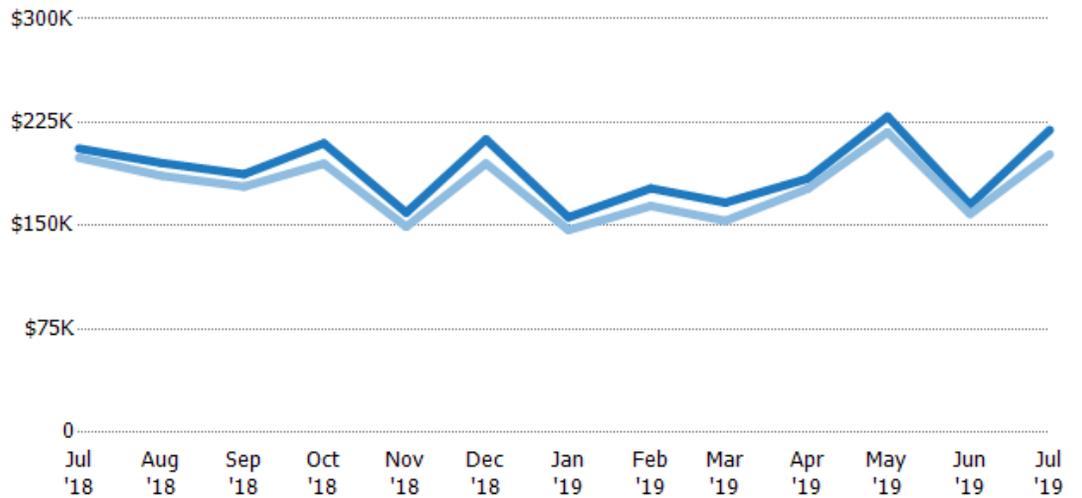
Current Year	\$178K	\$159K	\$160K	\$168K	\$145K	\$164K	\$123K	\$133K	\$160K	\$179K	\$184K	\$140K	\$155K
Prior Year	\$145K	\$148K	\$135K	\$159K	\$175K	\$219K	\$148K	\$145K	\$156K	\$140K	\$173K	\$155K	\$178K
Percent Change from Prior Year	22%	7%	19%	5%	-17%	-25%	-16%	-8%	3%	28%	6%	-10%	-13%

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



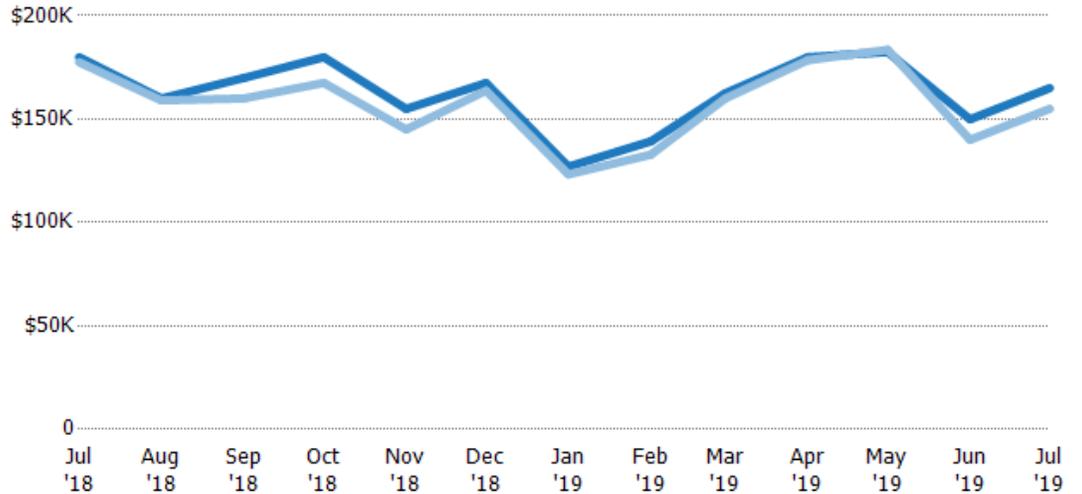
Avg List Price	\$206K	\$195K	\$187K	\$210K	\$159K	\$213K	\$156K	\$177K	\$167K	\$184K	\$229K	\$165K	\$219K
Avg Sales Price	\$199K	\$186K	\$178K	\$195K	\$149K	\$195K	\$147K	\$164K	\$154K	\$177K	\$218K	\$158K	\$202K
Avg Sales Price as a % of Avg List Price	97%	95%	95%	93%	94%	92%	94%	93%	92%	96%	95%	96%	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



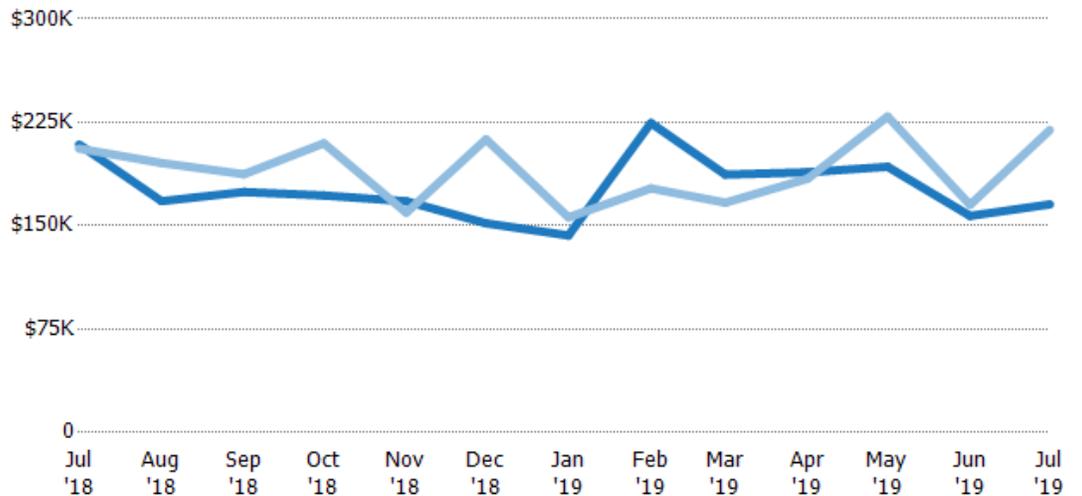
	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19
Median List Price	\$180K	\$160K	\$170K	\$180K	\$155K	\$167K	\$127K	\$139K	\$163K	\$180K	\$182K	\$150K	\$165K
Median Sales Price	\$178K	\$159K	\$160K	\$168K	\$145K	\$164K	\$123K	\$133K	\$160K	\$179K	\$184K	\$140K	\$155K
Med Sales Price as a % of Med List Price	99%	99%	94%	93%	94%	98%	97%	95%	98%	99%	101%	93%	94%

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



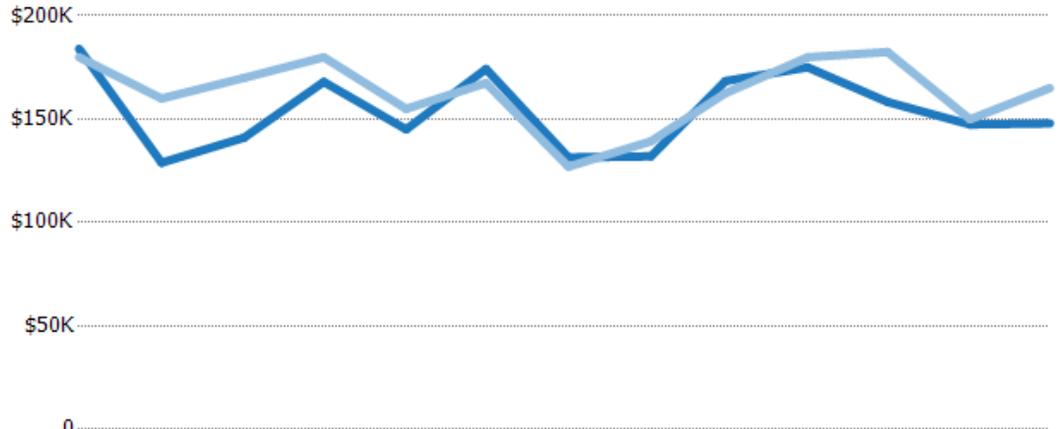
	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19
Avg Est Value	\$209K	\$168K	\$174K	\$172K	\$168K	\$152K	\$143K	\$224K	\$187K	\$189K	\$193K	\$157K	\$165K
Avg Sales Price	\$206K	\$195K	\$187K	\$210K	\$159K	\$213K	\$156K	\$177K	\$167K	\$184K	\$229K	\$165K	\$219K
Avg Sales Price as a % of Avg Est Value	99%	117%	107%	122%	95%	140%	109%	79%	89%	98%	119%	105%	133%

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



	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19
Median Est Value	\$184K	\$129K	\$141K	\$168K	\$145K	\$174K	\$131K	\$132K	\$168K	\$175K	\$158K	\$147K	\$148K
Median Sales Price	\$180K	\$160K	\$170K	\$180K	\$155K	\$167K	\$127K	\$139K	\$163K	\$180K	\$182K	\$150K	\$165K
Med Sales Price as a % of Med Est Value	98%	124%	120%	107%	107%	96%	97%	105%	97%	103%	115%	102%	112%