

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	Nov 2019	Nov 2018	+ / -	YTD 2019	YTD 2018	+ / -
Listing Activity Charts Metrics						
New Listing Count	22	28	-21.4%	517	554	-6.7%
New Listing Volume	\$5,234,200	\$7,153,595	-26.8%	\$113,035,627	\$130,108,001	-13.1%
Active Listing Count	270	367	-26.4%	N/A	N/A	
Active Listing Volume	\$74,295,595	\$100,660,169	-26.2%	N/A	N/A	
Average Listing Price	\$275,169	\$274,278	+0.3%	\$275,299	\$262,865	+4.7%
Median Listing Price	\$199,000	\$218,500	-8.9%	\$217,895	\$207,187	+5.2%
Median Days in RPR	160.5	177	-9.3%	155.76	155.18	+0.4%
Months of Inventory	6.8	11.5	-41.1%	10.1	13.6	-25.9%
Absorption Rate	14.81%	8.72%	+6.1%	9.92%	7.34%	+2.6%
Sales Activity Charts Metrics						
New Pending Sales Count	29	14	+107.1%	421	375	+12.3%
New Pending Sales Volume	\$5,206,139	\$2,248,200	+131.6%	\$82,809,155	\$70,993,597	+16.6%
Pending Sales Count	61	34	+79.4%	N/A	N/A	
Pending Sales Volume	\$12,526,638	\$6,056,900	+106.8%	N/A	N/A	
Closed Sales Count	38	40	-5%	348	346	+0.6%
Closed Sales Volume	\$7,961,650	\$5,969,200	+33.4%	\$63,644,328	\$62,373,520	+2%
Average Sales Price	\$209,517	\$149,230	+40.4%	\$182,886	\$180,270	+1.5%
Median Sales Price	\$204,500	\$145,000	+41%	\$162,773	\$158,275	+2.8%

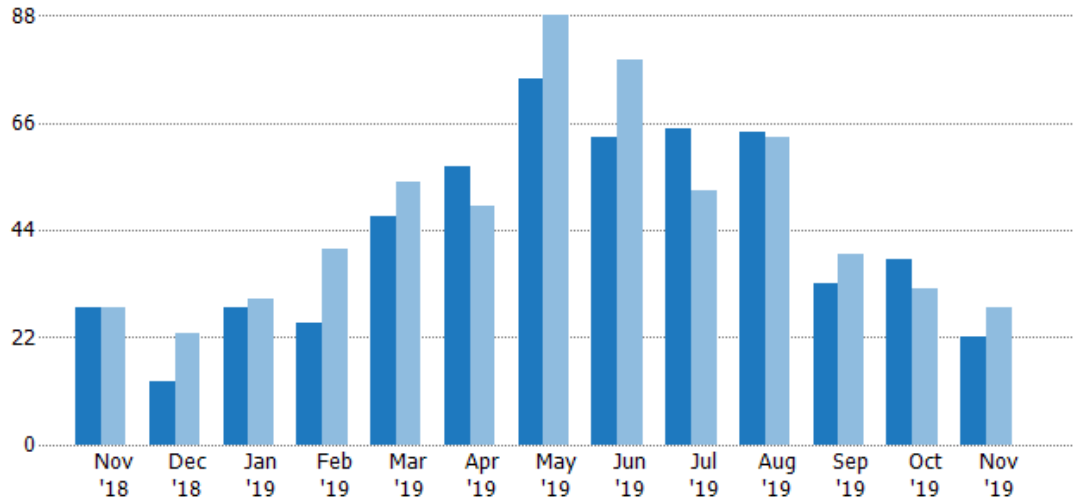
New Listings

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.
Nov '19	22	-21.4%
Nov '18	28	0%
Nov '17	28	-17.9%



Current Year	28	13	28	25	47	57	75	63	65	64	33	38	22
Prior Year	28	23	30	40	54	49	88	79	52	63	39	32	28
Percent Change from Prior Year	0%	-43%	-7%	-38%	-13%	16%	-15%	-20%	25%	2%	-15%	19%	-21%

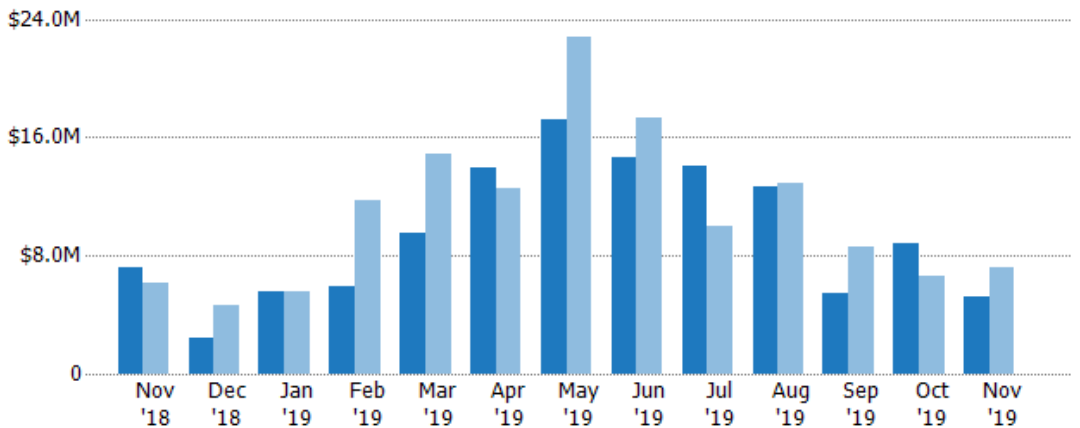
New Listing Volume

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.
Nov '19	\$5.23M	-26.8%
Nov '18	\$7.15M	16.2%
Nov '17	\$6.15M	-11.3%



Current Year	\$7.15M	\$2.44M	\$5.57M	\$5.87M	\$9.48M	\$14M	\$17.3M	\$14.6M	\$14M	\$12.7M	\$5.45M	\$8.88M	\$5.23M
Prior Year	\$6.15M	\$4.67M	\$5.54M	\$11.7M	\$14.9M	\$12.6M	\$22.7M	\$17.4M	\$10M	\$12.9M	\$8.56M	\$6.64M	\$7.15M
Percent Change from Prior Year	16%	-48%	1%	-50%	-36%	11%	-24%	-16%	40%	-2%	-36%	34%	-27%

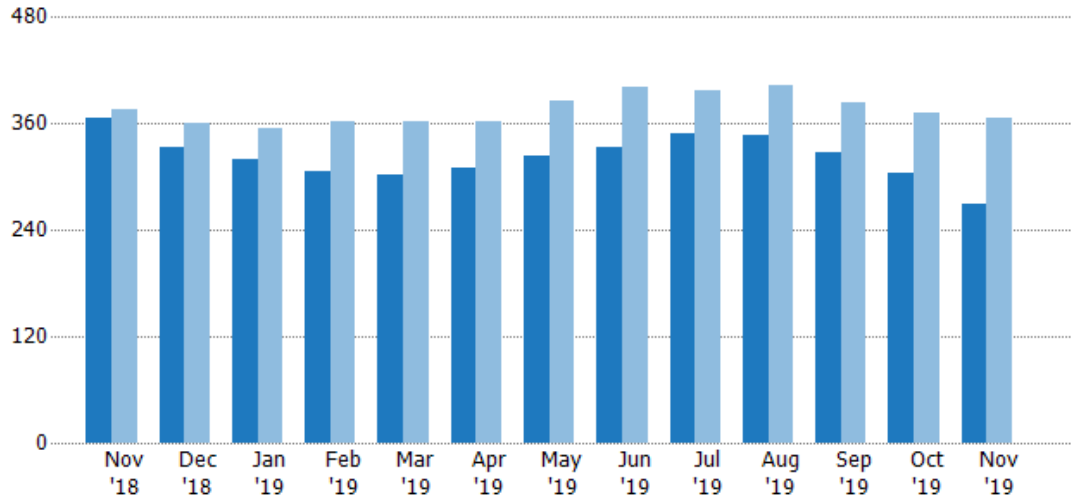
Active Listings

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.
Nov '19	270	-26.4%
Nov '18	367	-2.1%
Nov '17	375	-10.1%



Current Year	367	334	319	306	302	309	324	333	348	346	327	305	270
Prior Year	375	361	355	362	362	363	386	402	397	404	383	372	367
Percent Change from Prior Year	-2%	-7%	-10%	-15%	-17%	-15%	-16%	-17%	-12%	-14%	-15%	-18%	-26%

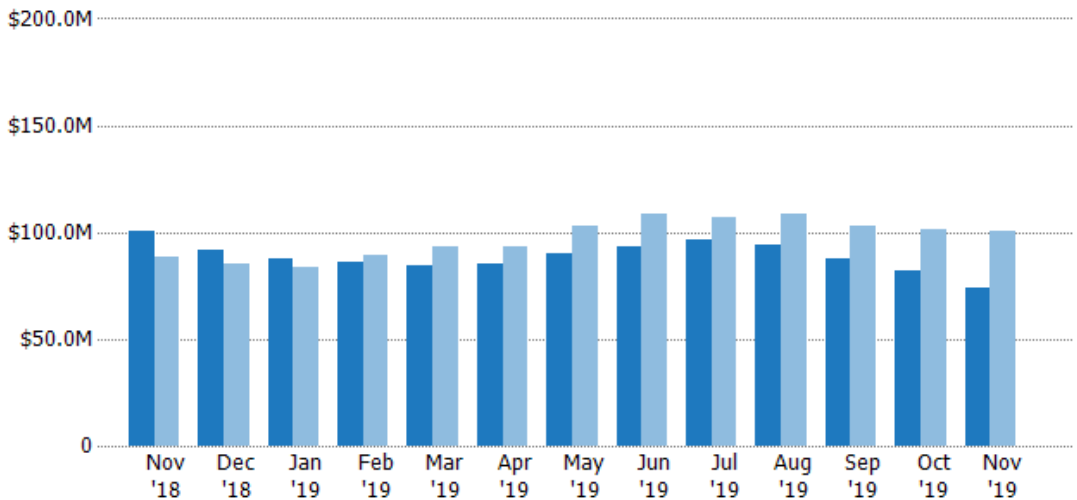
Active Listing Volume

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.
Nov '19	\$74.3M	-26.2%
Nov '18	\$101M	14%
Nov '17	\$88.3M	-10.2%



Current Year	\$101M	\$91.3M	\$87.8M	\$86.1M	\$84.1M	\$85.4M	\$89.7M	\$93.1M	\$96.8M	\$93.8M	\$87.4M	\$82M	\$74.3M
Prior Year	\$88.3M	\$85M	\$83.2M	\$89.2M	\$93.4M	\$93.6M	\$103M	\$109M	\$107M	\$109M	\$103M	\$101M	\$101M
Percent Change from Prior Year	14%	7%	6%	-4%	-10%	-9%	-13%	-14%	-10%	-14%	-15%	-19%	-26%

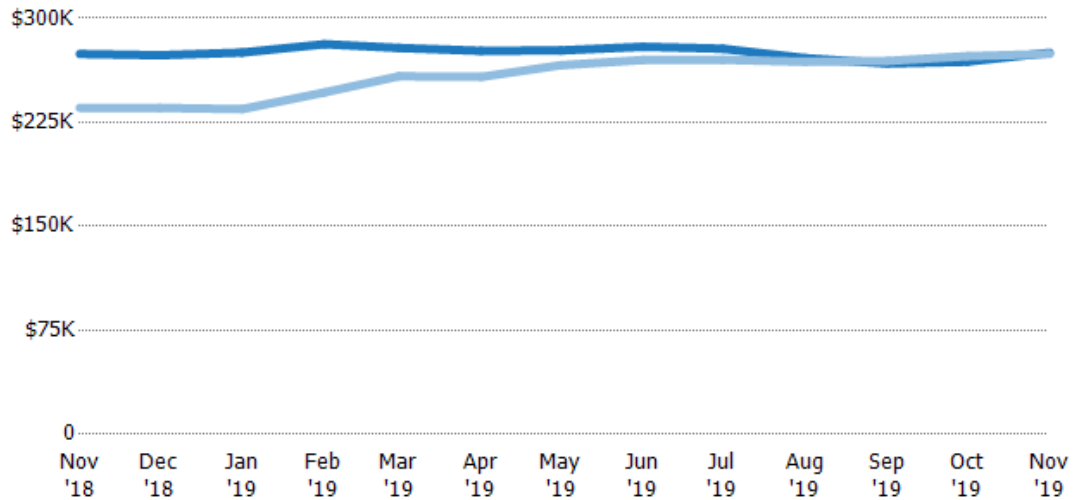
Average Listing Price

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.
Nov '19	\$275K	0.3%
Nov '18	\$274K	16.5%
Nov '17	\$235K	-0.1%



Current Year	\$274K	\$273K	\$275K	\$281K	\$279K	\$277K	\$277K	\$279K	\$278K	\$271K	\$267K	\$269K	\$275K
Prior Year	\$235K	\$235K	\$234K	\$247K	\$258K	\$258K	\$266K	\$270K	\$270K	\$269K	\$269K	\$273K	\$274K
Percent Change from Prior Year	16%	16%	17%	14%	8%	7%	4%	4%	3%	1%	-1%	-1%	0%

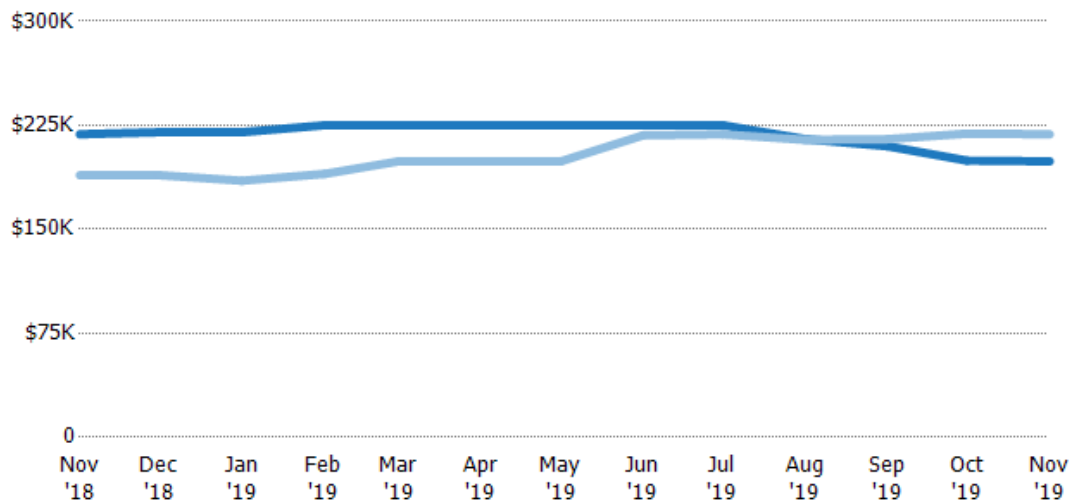
Median Listing Price

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.
Nov '19	\$199K	-8.9%
Nov '18	\$219K	15.6%
Nov '17	\$189K	-3.4%



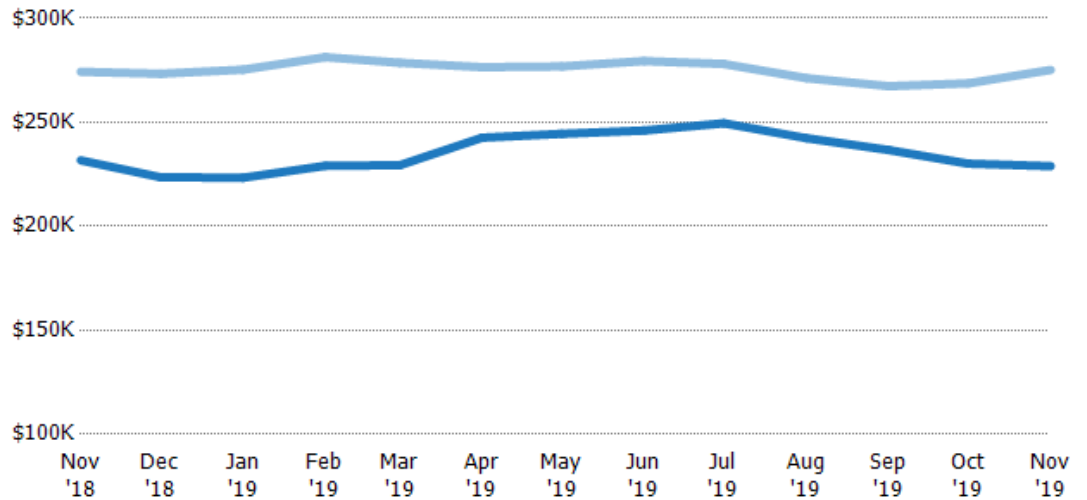
Current Year	\$219K	\$220K	\$220K	\$225K	\$225K	\$225K	\$225K	\$225K	\$225K	\$215K	\$210K	\$200K	\$199K
Prior Year	\$189K	\$189K	\$185K	\$190K	\$199K	\$199K	\$199K	\$199K	\$218K	\$219K	\$215K	\$215K	\$219K
Percent Change from Prior Year	16%	16%	19%	18%	13%	13%	13%	3%	3%	0%	-2%	-9%	-9%

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



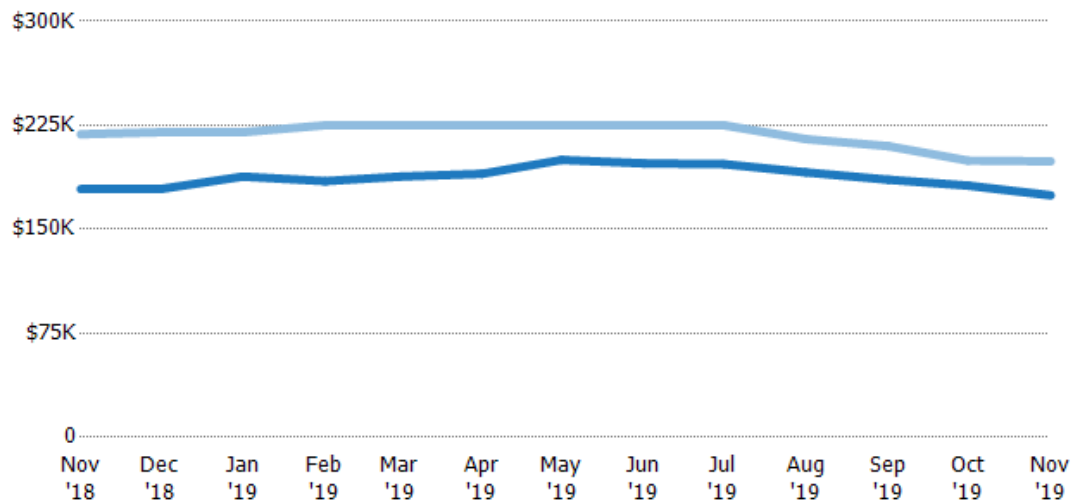
Avg Est Value	\$232K	\$224K	\$223K	\$229K	\$229K	\$243K	\$244K	\$246K	\$250K	\$242K	\$237K	\$230K	\$229K
Avg Listing Price	\$274K	\$273K	\$275K	\$281K	\$279K	\$277K	\$277K	\$279K	\$278K	\$271K	\$267K	\$269K	\$275K
Avg Listing Price as a % of Avg Est Value	118%	122%	123%	123%	121%	114%	113%	114%	111%	112%	113%	117%	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



Median Est Value	\$179K	\$179K	\$188K	\$185K	\$188K	\$190K	\$200K	\$198K	\$197K	\$191K	\$186K	\$181K	\$175K
Median Listing Price	\$219K	\$220K	\$220K	\$225K	\$225K	\$225K	\$225K	\$225K	\$225K	\$215K	\$210K	\$200K	\$199K
Med Listing Price as a % of Med Est Value	122%	123%	117%	122%	120%	118%	113%	114%	114%	113%	113%	110%	114%

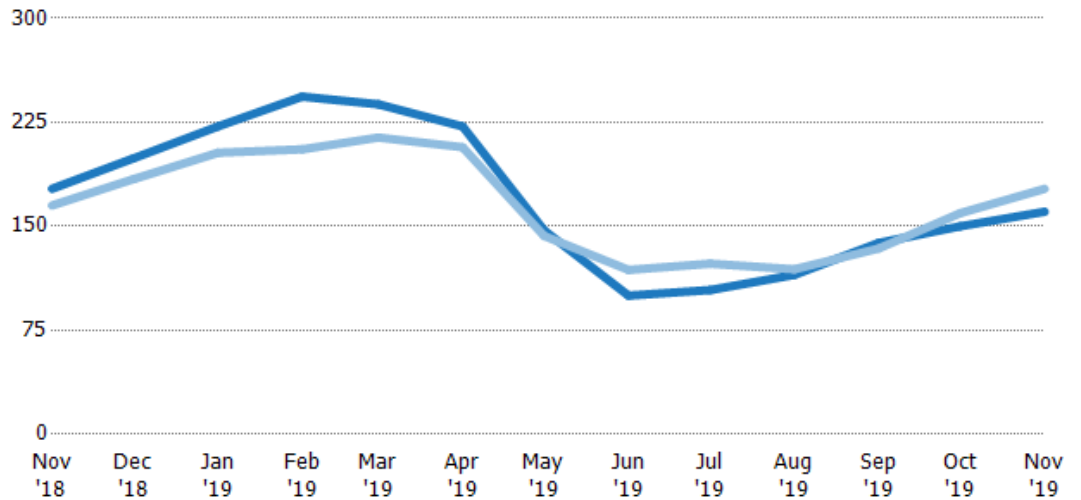
Median Days in RPR

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.
Nov '19	161	-9.3%
Nov '18	177	7.3%
Nov '17	165	-0.6%



Current Year	177	199	222	244	238	222	147	100	104	115	138	150	161
Prior Year	165	184	203	206	214	207	143	119	123	119	134	160	177
Percent Change from Prior Year	7%	8%	9%	18%	11%	7%	3%	-16%	-15%	-3%	3%	-6%	-9%

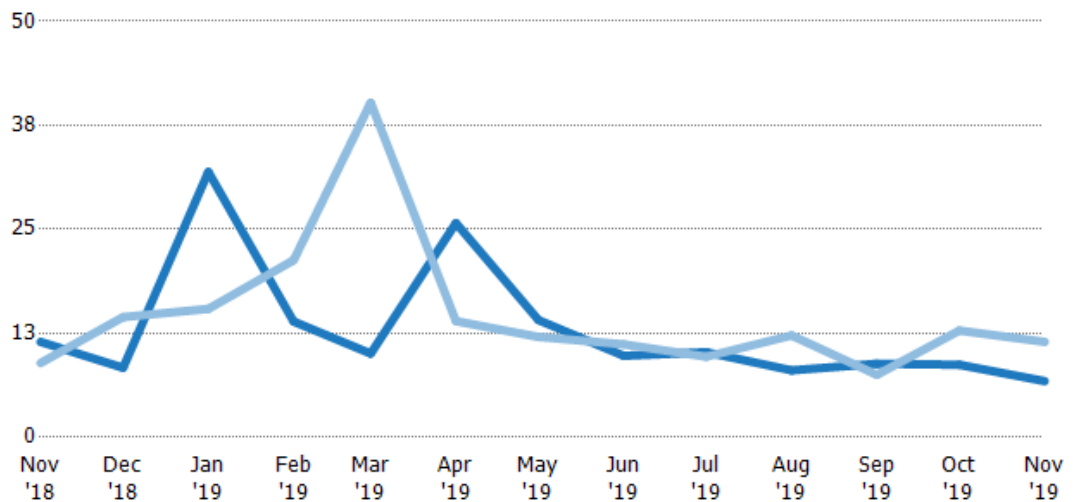
Months of Inventory

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.
Nov '19	6.75	-41.1%
Nov '18	11.5	28.5%
Nov '17	8.93	7.8%



Current Year	11.5	8.35	31.9	13.9	10.1	25.8	14.1	9.79	10.2	8.05	8.84	8.71	6.75
Prior Year	8.93	14.4	15.4	21.3	40.2	14	12.1	11.2	9.68	12.2	7.51	12.8	11.5
Percent Change from Prior Year	28%	-42%	107%	-35%	-75%	84%	17%	-12%	6%	-34%	18%	-32%	-41%

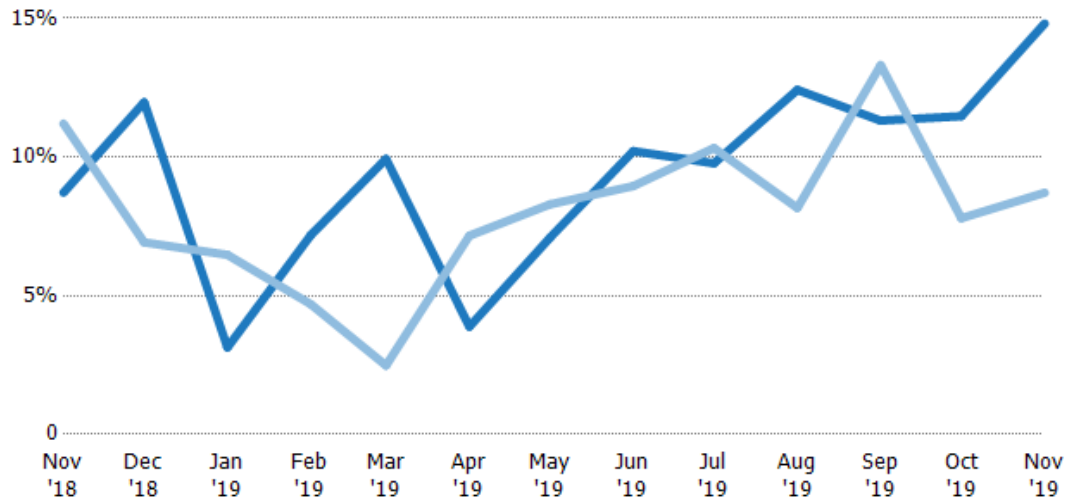
Absorption Rate

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.
Nov '19	15%	-6.1%
Nov '18	9%	2.5%
Nov '17	11%	-7.3%



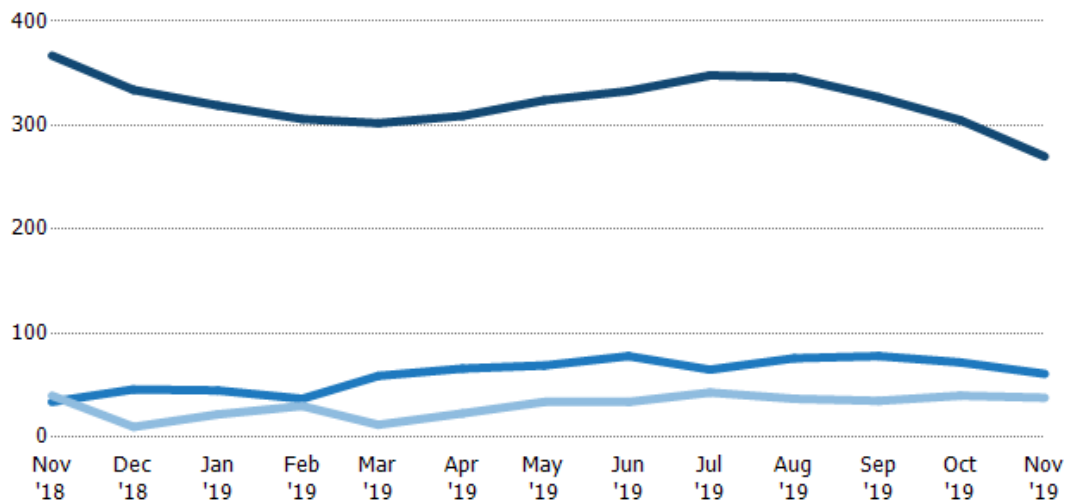
Current Year	9%	12%	3%	7%	10%	4%	7%	10%	10%	12%	11%	11%	15%
Prior Year	11%	7%	6%	5%	2%	7%	8%	9%	10%	8%	13%	8%	9%
Change from Prior Year	2%	-5%	3%	-2%	-7%	3%	1%	-1%	1%	-4%	2%	-4%	-6%

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



Active	367	334	319	306	302	309	324	333	348	346	327	305	270
Pending	34	46	45	37	59	66	69	78	65	76	78	72	61
Sold	40	10	22	30	12	23	34	34	43	37	35	40	38

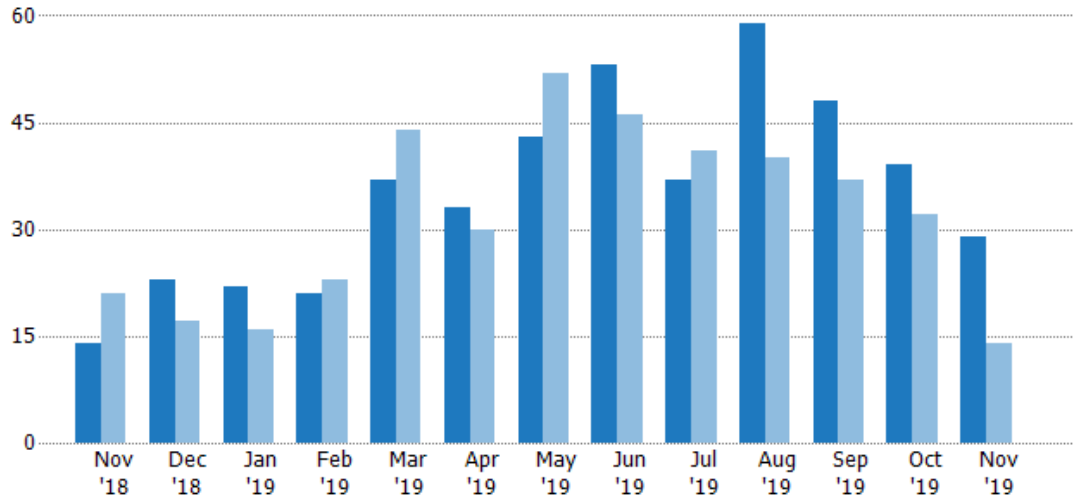
New Pending Sales

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

Month/ Year	Count	% Chg.
Nov '19	29	107.1%
Nov '18	14	-33.3%
Nov '17	21	-57.1%



Current Year	14	23	22	21	37	33	43	53	37	59	48	39	29
Prior Year	21	17	16	23	44	30	52	46	41	40	37	32	14
Percent Change from Prior Year	-33%	35%	38%	-9%	-16%	10%	-17%	15%	-10%	48%	30%	22%	107%

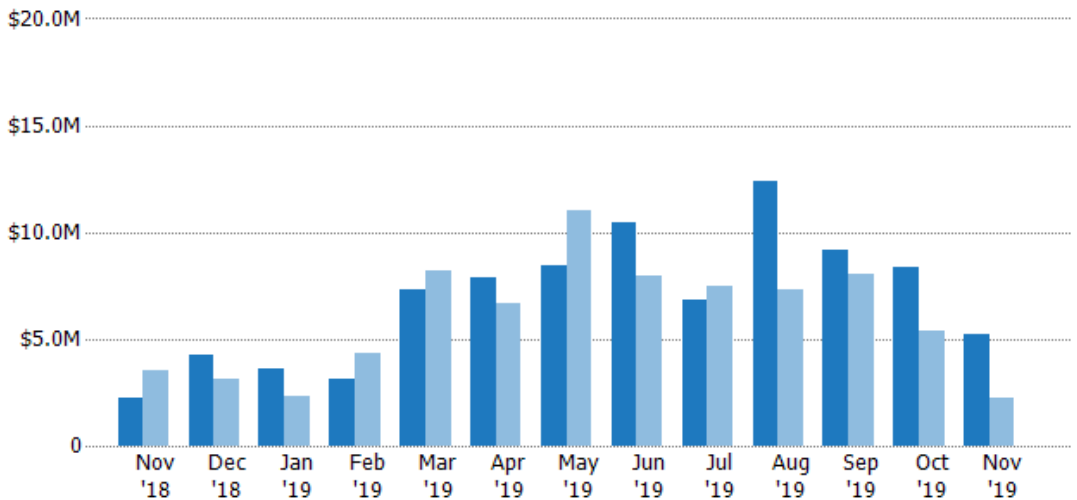
New Pending Sales Volume

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.
Nov '19	\$5.21M	131.6%
Nov '18	\$2.25M	-36.6%
Nov '17	\$3.55M	-52.6%



Current Year	\$2.25M	\$4.27M	\$3.62M	\$3.17M	\$7.29M	\$7.87M	\$8.47M	\$10.4M	\$6.86M	\$12.4M	\$9.2M	\$8.33M	\$5.21M
Prior Year	\$3.55M	\$3.13M	\$2.36M	\$4.37M	\$8.21M	\$6.69M	\$11M	\$7.92M	\$7.44M	\$7.31M	\$8.03M	\$5.39M	\$2.25M
Percent Change from Prior Year	-37%	36%	53%	-28%	-11%	18%	-23%	32%	-8%	69%	15%	55%	132%

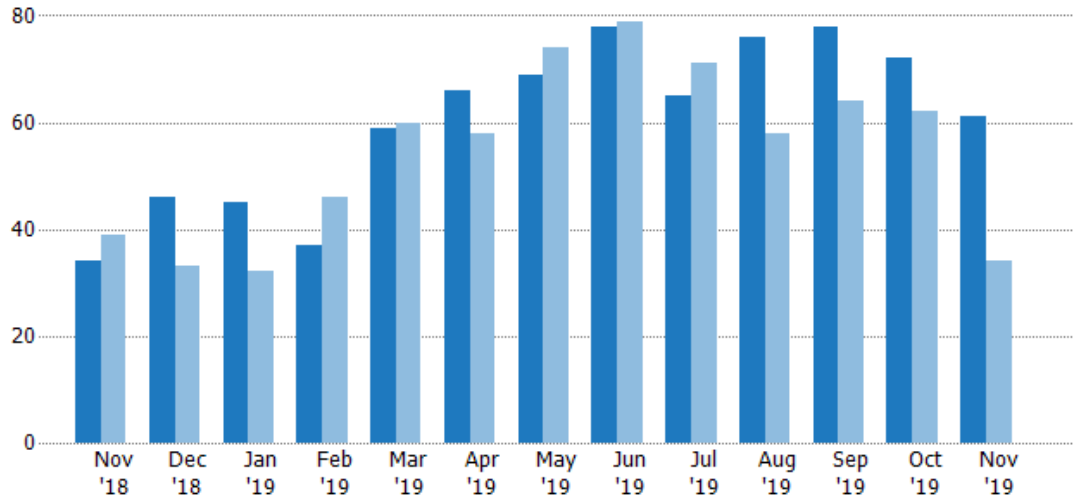
Pending Sales

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.
Nov '19	61	79.4%
Nov '18	34	-12.8%
Nov '17	39	-7.7%



Current Year	34	46	45	37	59	66	69	78	65	76	78	72	61
Prior Year	39	33	32	46	60	58	74	79	71	58	64	62	34
Percent Change from Prior Year	-13%	39%	41%	-20%	-2%	14%	-7%	-1%	-8%	31%	22%	16%	79%

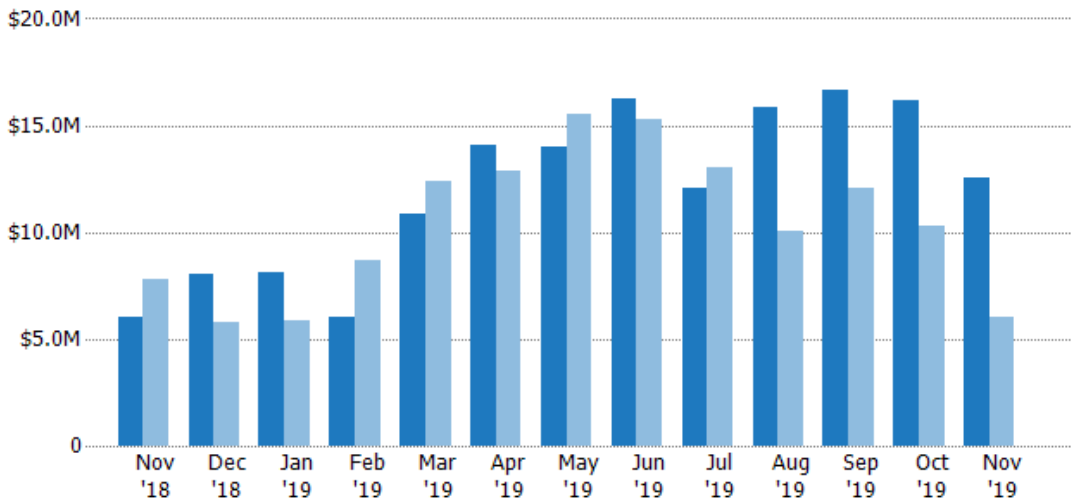
Pending Sales Volume

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.
Nov '19	\$12.5M	106.8%
Nov '18	\$6.06M	-22.7%
Nov '17	\$7.83M	-23.3%



Current Year	\$6.06M	\$8M	\$8.14M	\$6.03M	\$10.8M	\$14.1M	\$14M	\$16.3M	\$12M	\$15.9M	\$16.7M	\$16.2M	\$12.5M
Prior Year	\$7.83M	\$5.79M	\$5.83M	\$8.7M	\$12.4M	\$12.9M	\$15.6M	\$15.3M	\$13.1M	\$10.1M	\$12.1M	\$10.3M	\$6.06M
Percent Change from Prior Year	-23%	38%	40%	-31%	-13%	10%	-10%	6%	-8%	58%	38%	57%	107%

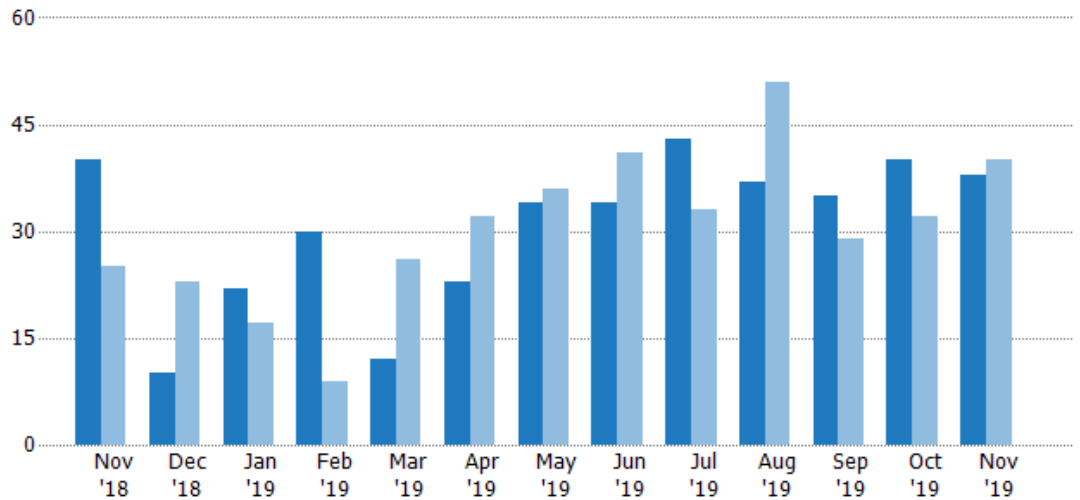
Closed Sales

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.
Nov '19	38	-5%
Nov '18	40	60%
Nov '17	25	-32%



Current Year	40	10	22	30	12	23	34	34	43	37	35	40	38
Prior Year	25	23	17	9	26	32	36	41	33	51	29	32	40
Percent Change from Prior Year	60%	-57%	29%	233%	-54%	-28%	-6%	-17%	30%	-27%	21%	25%	-5%

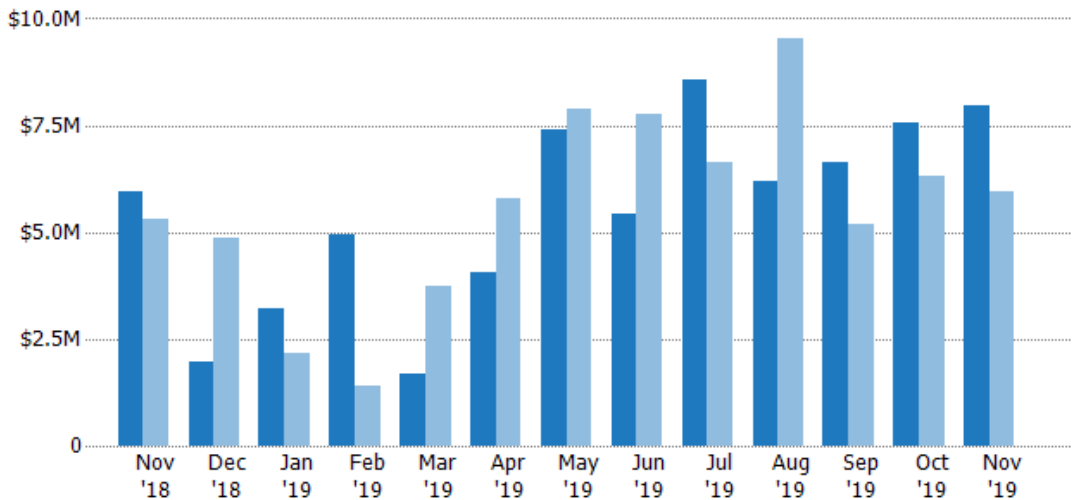
Closed Sales Volume

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.
Nov '19	\$7.96M	33.4%
Nov '18	\$5.97M	12.6%
Nov '17	\$5.3M	-39.7%



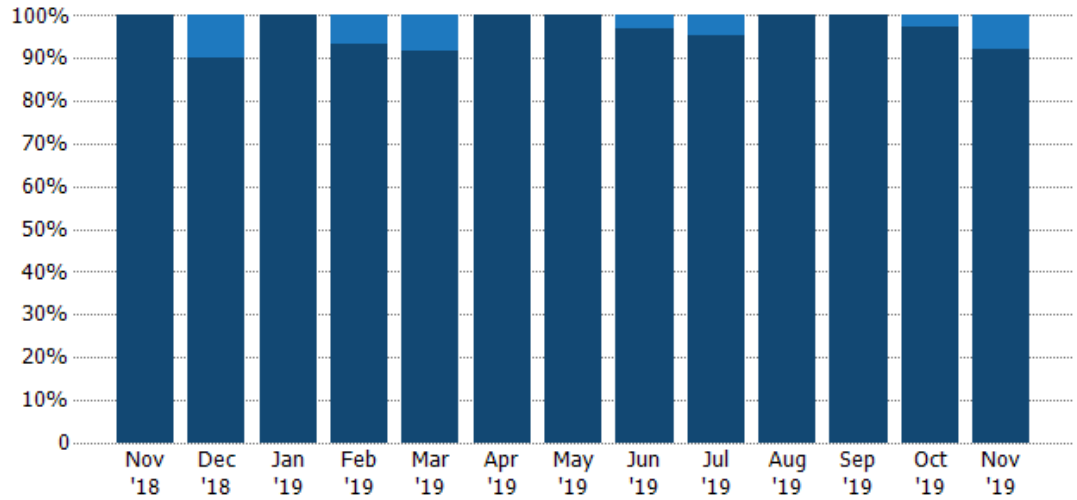
Current Year	\$5.97M	\$1.95M	\$3.23M	\$4.93M	\$1.7M	\$4.07M	\$7.4M	\$5.42M	\$8.57M	\$6.18M	\$6.64M	\$7.54M	\$7.96M
Prior Year	\$5.3M	\$4.86M	\$2.17M	\$1.42M	\$3.73M	\$5.81M	\$7.89M	\$7.75M	\$6.63M	\$9.52M	\$5.17M	\$6.32M	\$5.97M
Percent Change from Prior Year	13%	-60%	49%	248%	-55%	-30%	-6%	-30%	29%	-35%	28%	19%	33%

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



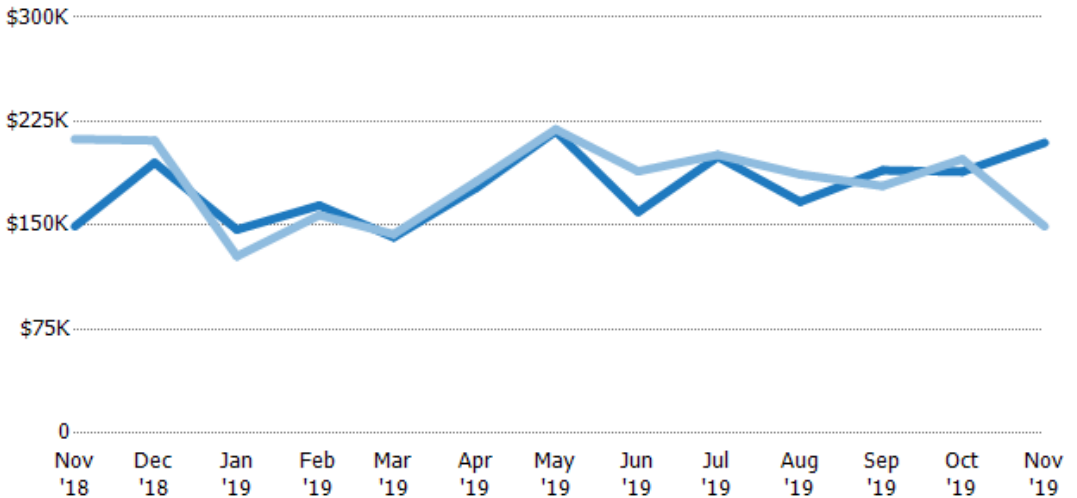
Condo/Townhouse	-	10%	-	7%	8%	-	-	3%	5%	-	-	3%	8%
Single Family Residence	100%	90%	100%	93%	92%	100%	100%	97%	95%	100%	100%	98%	92%

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



Current Year	\$149K	\$195K	\$147K	\$164K	\$141K	\$177K	\$218K	\$160K	\$199K	\$167K	\$190K	\$189K	\$210K
Prior Year	\$212K	\$211K	\$128K	\$157K	\$144K	\$181K	\$219K	\$189K	\$201K	\$187K	\$178K	\$198K	\$149K
Percent Change from Prior Year	-30%	-8%	15%	4%	-2%	-3%	-1%	-16%	-1%	-11%	6%	-5%	40%

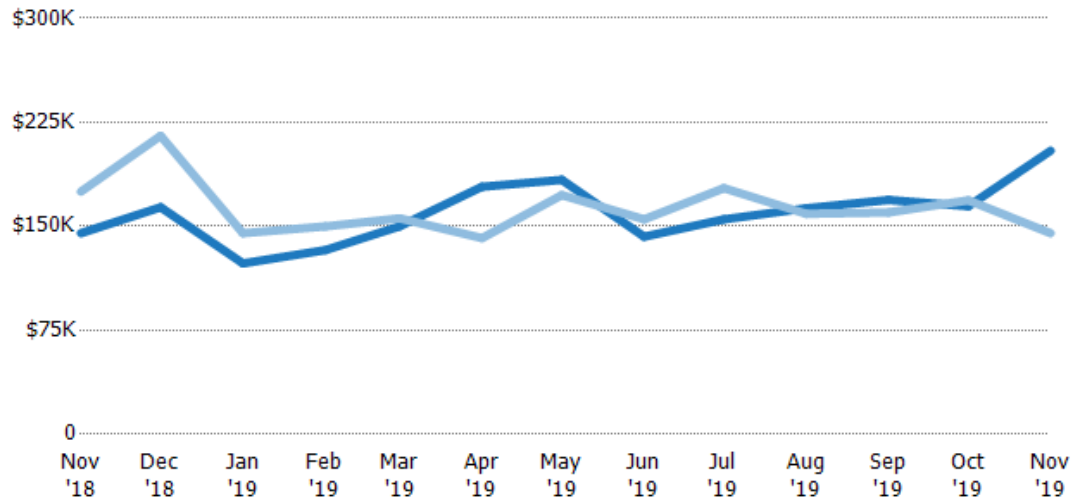
Median Sales Price

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.
Nov '19	\$205K	41%
Nov '18	\$145K	-17.1%
Nov '17	\$175K	-8.6%



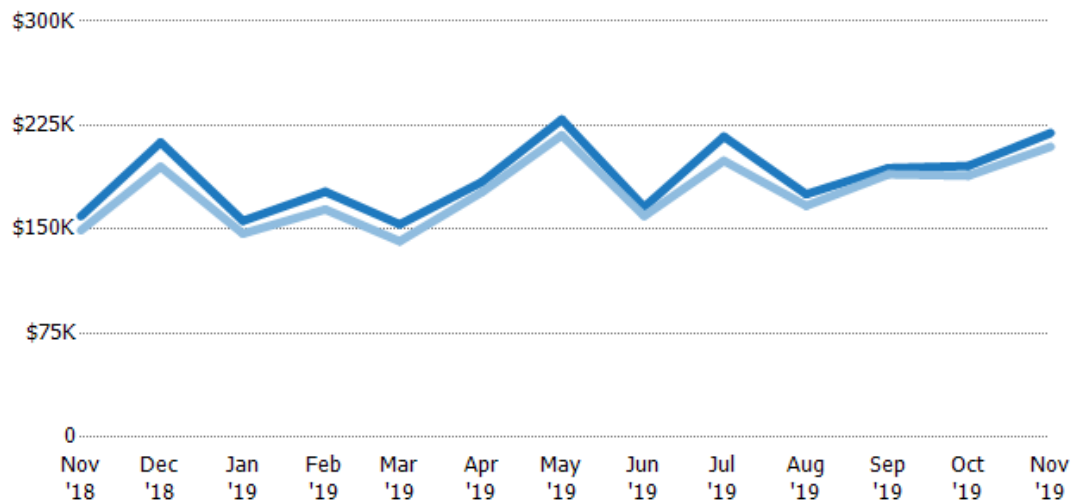
Current Year	\$145K	\$164K	\$123K	\$133K	\$150K	\$179K	\$184K	\$143K	\$155K	\$163K	\$169K	\$164K	\$205K
Prior Year	\$175K	\$215K	\$145K	\$150K	\$156K	\$142K	\$173K	\$155K	\$178K	\$159K	\$160K	\$169K	\$145K
Percent Change from Prior Year	-17%	-24%	-15%	-11%	-4%	26%	6%	-8%	-13%	3%	6%	-3%	41%

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



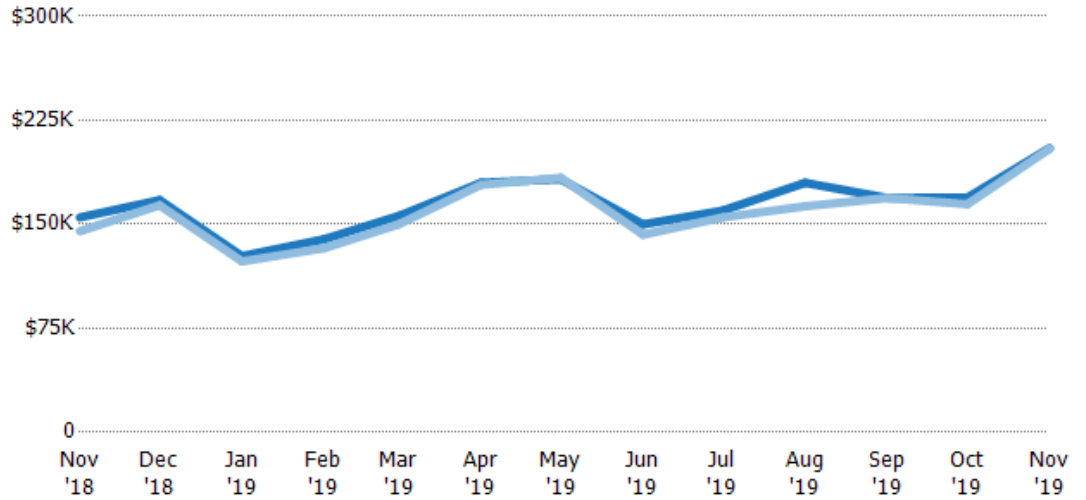
Avg List Price	\$159K	\$213K	\$156K	\$177K	\$154K	\$184K	\$229K	\$166K	\$217K	\$175K	\$194K	\$196K	\$219K
Avg Sales Price	\$149K	\$195K	\$147K	\$164K	\$141K	\$177K	\$218K	\$160K	\$199K	\$167K	\$190K	\$189K	\$210K
Avg Sales Price as a % of Avg List Price	94%	92%	94%	93%	92%	96%	95%	96%	92%	95%	98%	96%	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



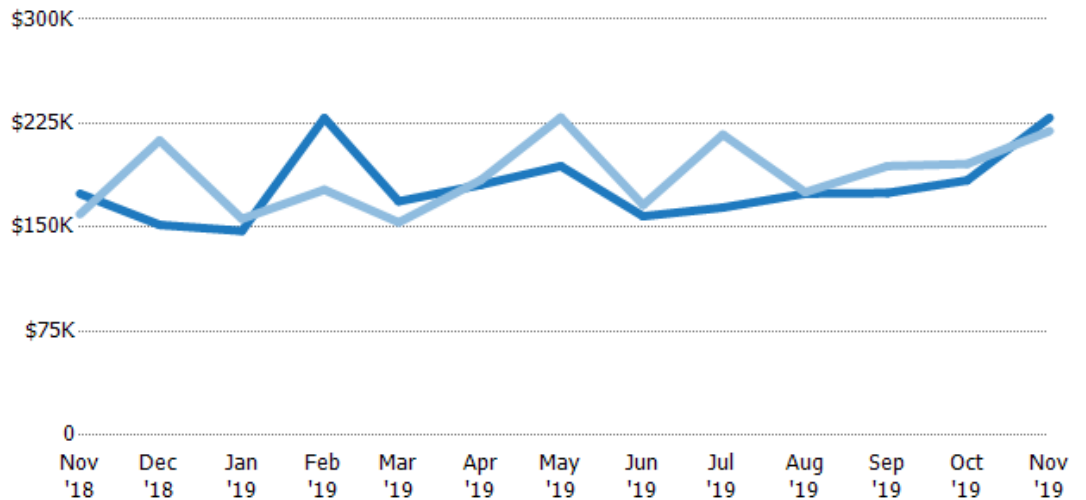
Median List Price	\$155K	\$167K	\$127K	\$139K	\$156K	\$180K	\$182K	\$150K	\$160K	\$180K	\$169K	\$169K	\$205K
Median Sales Price	\$145K	\$164K	\$123K	\$133K	\$150K	\$179K	\$184K	\$143K	\$155K	\$163K	\$169K	\$164K	\$205K
Med Sales Price as a % of Med List Price	94%	98%	97%	95%	96%	99%	101%	95%	97%	91%	100%	97%	100%

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



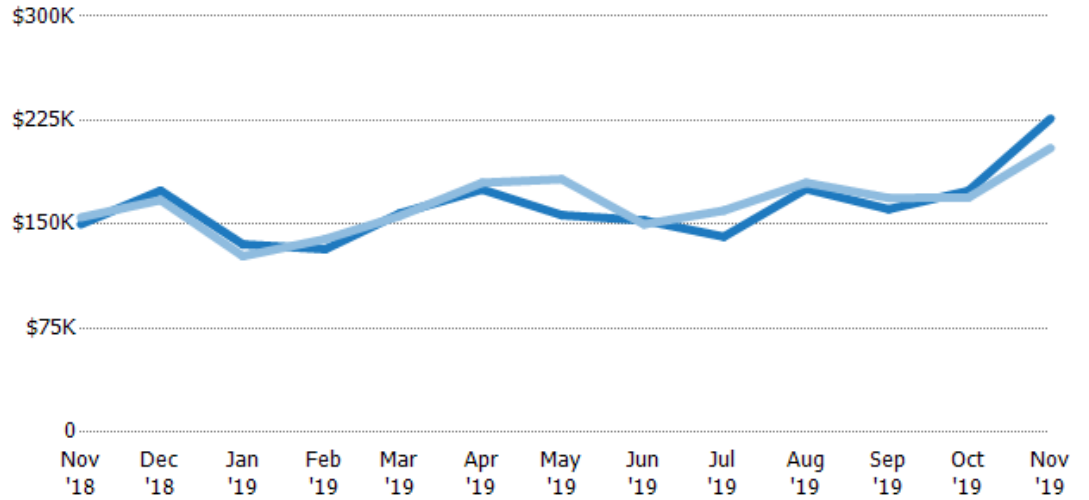
Avg Est Value	\$174K	\$152K	\$147K	\$229K	\$169K	\$181K	\$194K	\$158K	\$164K	\$174K	\$175K	\$184K	\$229K
Avg Sales Price	\$159K	\$213K	\$156K	\$177K	\$154K	\$184K	\$229K	\$166K	\$217K	\$175K	\$194K	\$196K	\$219K
Avg Sales Price as a % of Avg Est Value	91%	140%	106%	77%	91%	102%	118%	105%	132%	101%	111%	106%	96%

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	\$150K	\$174K	\$136K	\$132K	\$158K	\$175K	\$157K	\$153K	\$141K	\$176K	\$161K	\$174K	\$226K
Median Sales Price	\$155K	\$167K	\$127K	\$139K	\$156K	\$180K	\$182K	\$150K	\$160K	\$180K	\$169K	\$169K	\$205K
Med Sales Price as a % of Med Est Value	103%	96%	94%	105%	99%	103%	116%	98%	113%	103%	105%	97%	91%