

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	Oct 2019	Oct 2018	+ / -	YTD 2019	YTD 2018	+ / -
Listing Activity Charts Metrics						
New Listing Count	38	32	+18.8%	495	524	-5.5%
New Listing Volume	\$8,878,499	\$6,638,300	+33.7%	\$107,849,427	\$122,435,606	-11.9%
Active Listing Count	305	372	-18%	N/A	N/A	
Active Listing Volume	\$82,007,828	\$101,425,472	-19.1%	N/A	N/A	
Average Listing Price	\$268,878	\$272,649	-1.4%	\$275,400	\$261,889	+5.2%
Median Listing Price	\$199,500	\$219,000	-8.9%	\$219,696	\$206,183	+6.6%
Median Days in RPR	150	159.5	-6%	155.18	153.46	+1.1%
Months of Inventory	8.7	13.3	-34.4%	10.6	13.5	-21.8%
Absorption Rate	11.48%	7.53%	+3.9%	9.44%	7.38%	+2.1%
Sales Activity Charts Metrics						
New Pending Sales Count	39	32	+21.9%	392	361	+8.6%
New Pending Sales Volume	\$8,331,297	\$5,391,300	+54.5%	\$77,603,016	\$68,745,397	+12.9%
Pending Sales Count	72	62	+16.1%	N/A	N/A	
Pending Sales Volume	\$16,172,798	\$10,283,800	+57.3%	N/A	N/A	
Closed Sales Count	40	32	+25%	310	304	+2%
Closed Sales Volume	\$7,542,970	\$6,324,550	+19.3%	\$55,682,678	\$55,965,420	-0.5%
Average Sales Price	\$188,574	\$197,642	-4.6%	\$179,622	\$184,097	-2.4%
Median Sales Price	\$164,450	\$168,750	-2.5%	\$157,658	\$159,361	-1.1%

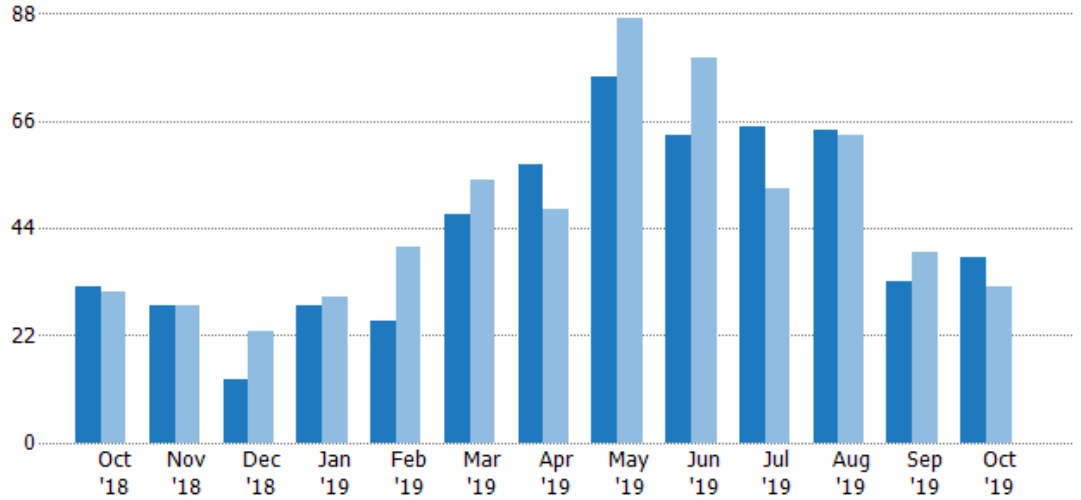
New Listings

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.
Oct '19	38	18.8%
Oct '18	32	3.2%
Oct '17	31	-9.7%



Current Year	32	28	13	28	25	47	57	75	63	65	64	33	38
Prior Year	31	28	23	30	40	54	48	87	79	52	63	39	32
Percent Change from Prior Year	3%	0%	-43%	-7%	-38%	-13%	19%	-14%	-20%	25%	2%	-15%	19%

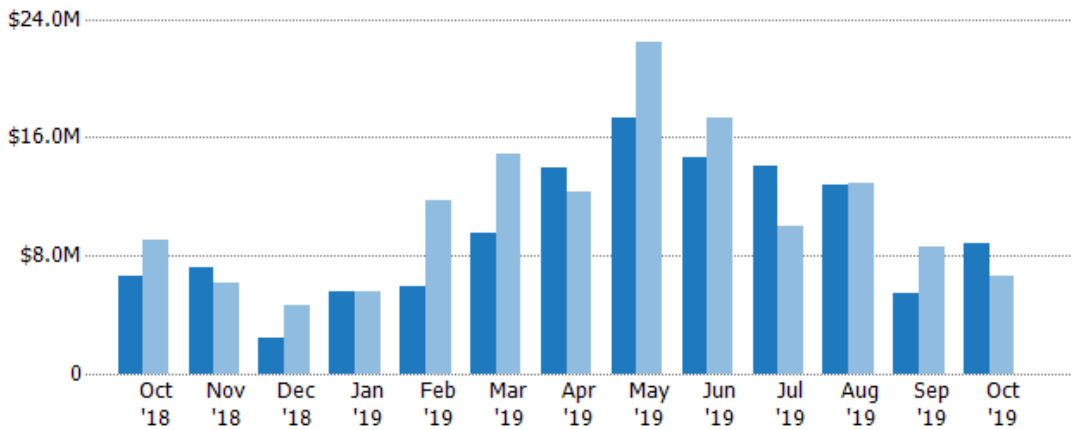
New Listing Volume

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.
Oct '19	\$8.88M	33.7%
Oct '18	\$6.64M	-26.6%
Oct '17	\$9.05M	-41.2%



Current Year	\$6.64M	\$7.15M	\$2.44M	\$5.57M	\$5.87M	\$9.48M	\$14M	\$17.3M	\$14.6M	\$14M	\$12.7M	\$5.47M	\$8.88M
Prior Year	\$9.05M	\$6.15M	\$4.67M	\$5.54M	\$11.7M	\$14.9M	\$12.4M	\$22.4M	\$17.4M	\$10M	\$12.9M	\$8.56M	\$6.64M
Percent Change from Prior Year	-27%	16%	-48%	1%	-50%	-36%	13%	-23%	-16%	40%	-2%	-36%	34%

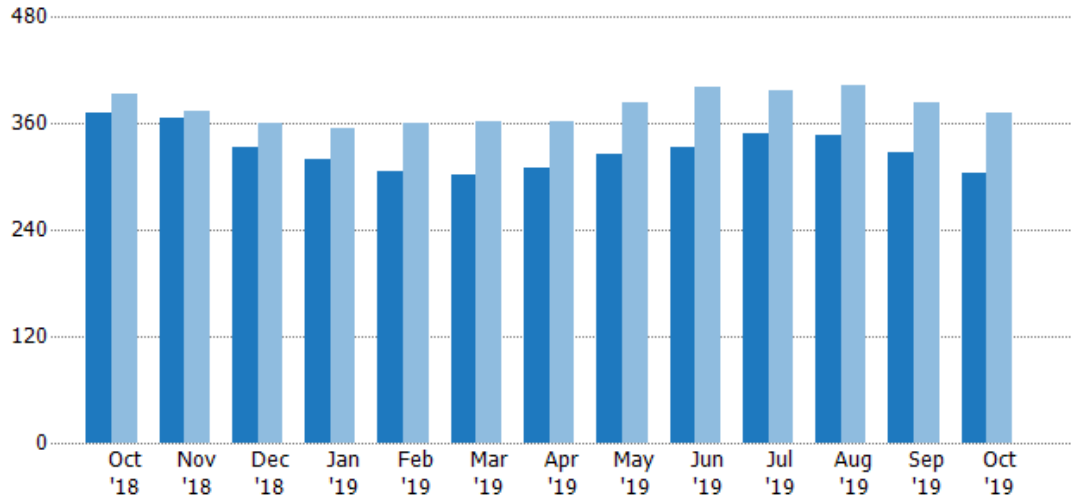
Active Listings

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.
Oct '19	305	-18%
Oct '18	372	-5.3%
Oct '17	393	-10.2%



Current Year	372	367	334	319	306	302	309	325	333	348	346	327	305
Prior Year	393	374	360	354	361	362	362	384	401	397	404	383	372
Percent Change from Prior Year	-5%	-2%	-7%	-10%	-15%	-17%	-15%	-15%	-17%	-12%	-14%	-15%	-18%

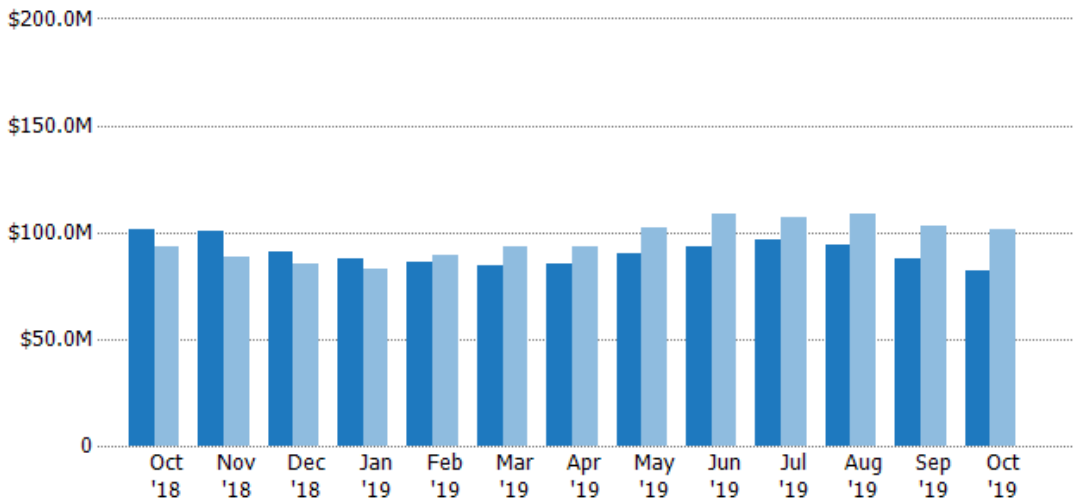
Active Listing Volume

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

Month/ Year	Volume	% Chg.
Oct '19	\$82M	-19.1%
Oct '18	\$101M	9.2%
Oct '17	\$92.9M	-9.7%



Current Year	\$101M	\$101M	\$91M	\$87.8M	\$86.1M	\$84.2M	\$85.4M	\$90.1M	\$93.1M	\$96.8M	\$93.9M	\$87.5M	\$82M
Prior Year	\$92.9M	\$88.2M	\$84.9M	\$82.9M	\$89.2M	\$93.3M	\$93.4M	\$102M	\$108M	\$107M	\$109M	\$103M	\$101M
Percent Change from Prior Year	9%	14%	7%	6%	-3%	-10%	-9%	-12%	-14%	-10%	-14%	-15%	-19%

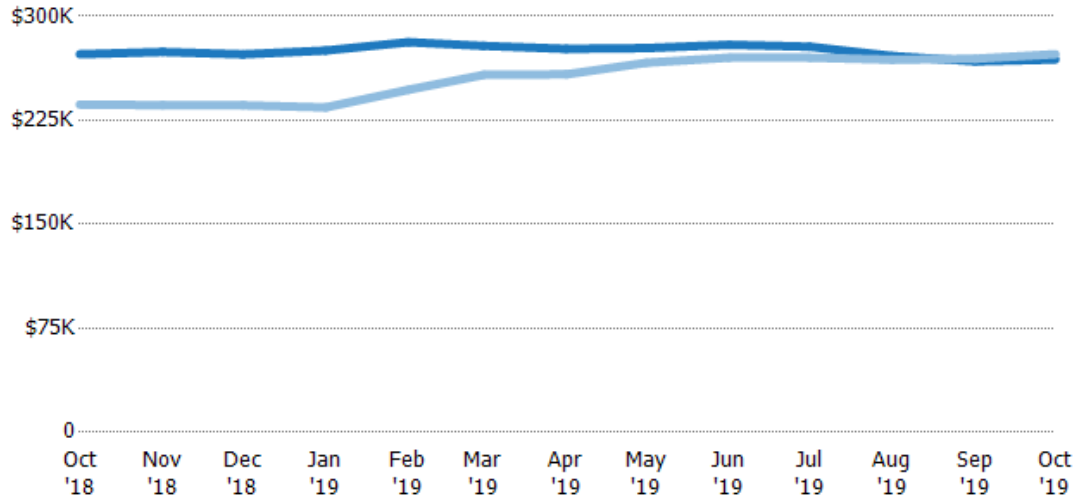
Average Listing Price

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

Month/ Year	Price	% Chg.
Oct '19	\$269K	-1.4%
Oct '18	\$273K	15.4%
Oct '17	\$236K	0.6%



Current Year	\$273K	\$274K	\$273K	\$275K	\$281K	\$279K	\$277K	\$277K	\$279K	\$278K	\$271K	\$268K	\$269K
Prior Year	\$236K	\$236K	\$236K	\$234K	\$247K	\$258K	\$258K	\$266K	\$270K	\$270K	\$269K	\$269K	\$273K
Percent Change from Prior Year	15%	16%	16%	18%	14%	8%	7%	4%	3%	3%	1%	-1%	-1%

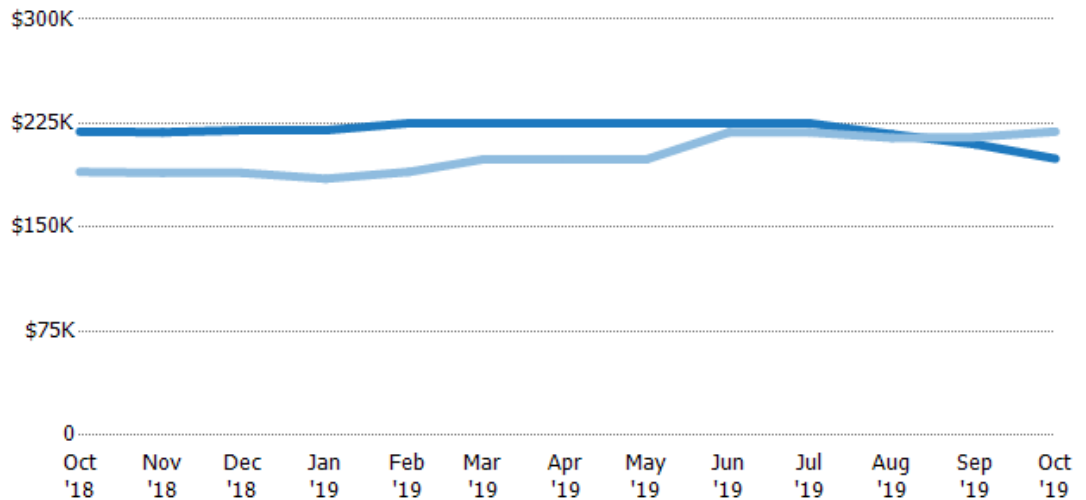
Median Listing Price

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.
Oct '19	\$200K	-8.9%
Oct '18	\$219K	15.3%
Oct '17	\$190K	-3.9%



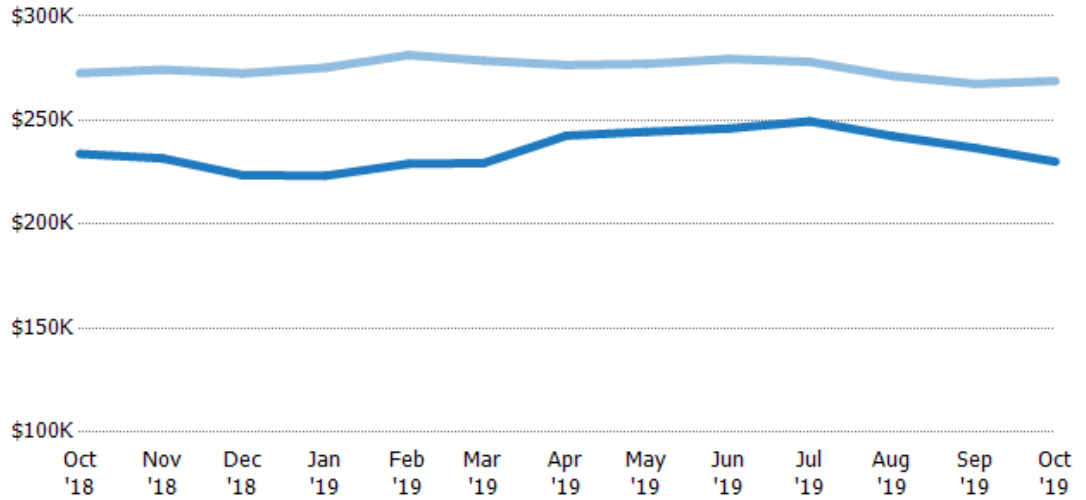
Current Year	\$219K	\$219K	\$220K	\$220K	\$225K	\$225K	\$225K	\$225K	\$225K	\$225K	\$217K	\$210K	\$200K
Prior Year	\$190K	\$189K	\$189K	\$185K	\$190K	\$199K	\$199K	\$199K	\$219K	\$219K	\$215K	\$215K	\$219K
Percent Change from Prior Year	15%	15%	16%	19%	18%	13%	13%	13%	3%	3%	1%	-2%	-9%

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



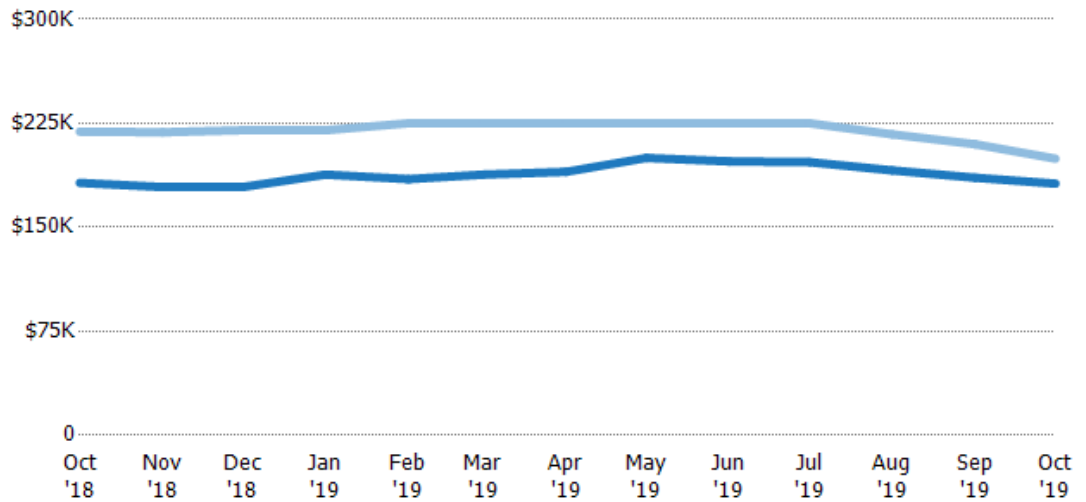
	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19
Avg Est Value	\$234K	\$232K	\$224K	\$223K	\$229K	\$229K	\$243K	\$244K	\$246K	\$250K	\$242K	\$237K	\$230K
Avg Listing Price	\$273K	\$274K	\$273K	\$275K	\$281K	\$279K	\$277K	\$277K	\$279K	\$278K	\$271K	\$268K	\$269K
Avg Listing Price as a % of Avg Est Value	117%	118%	122%	123%	123%	121%	114%	113%	114%	111%	112%	113%	117%

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



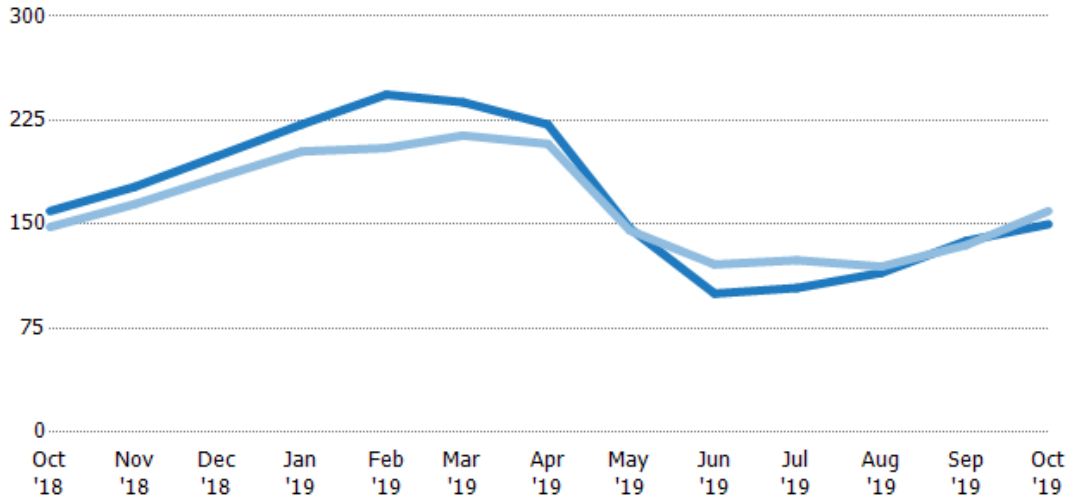
	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19
Median Est Value	\$182K	\$179K	\$179K	\$188K	\$185K	\$188K	\$190K	\$200K	\$198K	\$197K	\$191K	\$186K	\$181K
Median Listing Price	\$219K	\$219K	\$220K	\$220K	\$225K	\$225K	\$225K	\$225K	\$225K	\$225K	\$217K	\$210K	\$200K
Med Listing Price as a % of Med Est Value	120%	122%	123%	117%	122%	120%	118%	113%	114%	114%	114%	113%	110%

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.
Oct '19	150	-6%
Oct '18	160	7.8%
Oct '17	148	4.1%

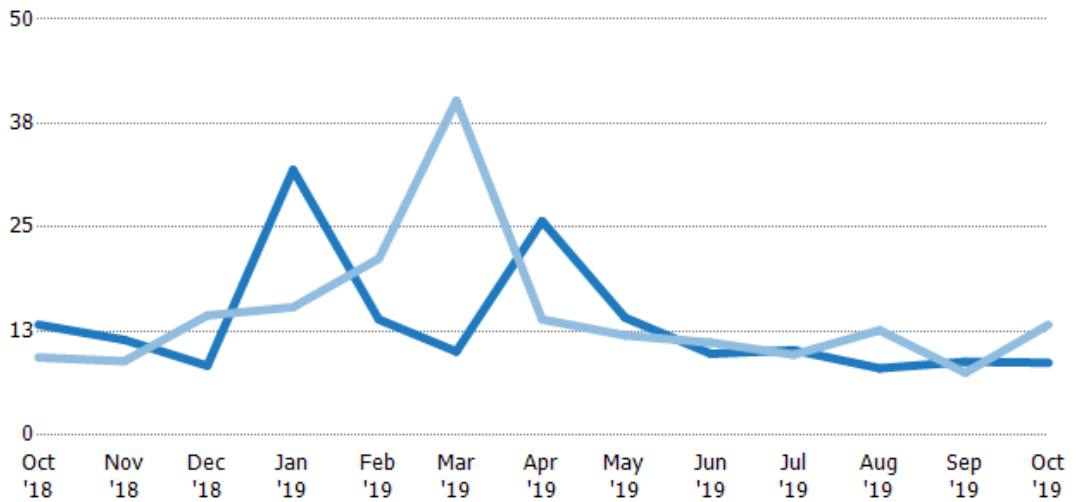
Current Year	160	177	199	222	244	238	222	147	100	104	115	138	150
Prior Year	148	165	184	203	205	214	208	146	121	124	120	135	160
Percent Change from Prior Year	8%	8%	8%	10%	19%	11%	7%	1%	-17%	-16%	-4%	2%	-6%

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.
Oct '19	8.71	-34.4%
Oct '18	13.3	42%
Oct '17	9.36	64%

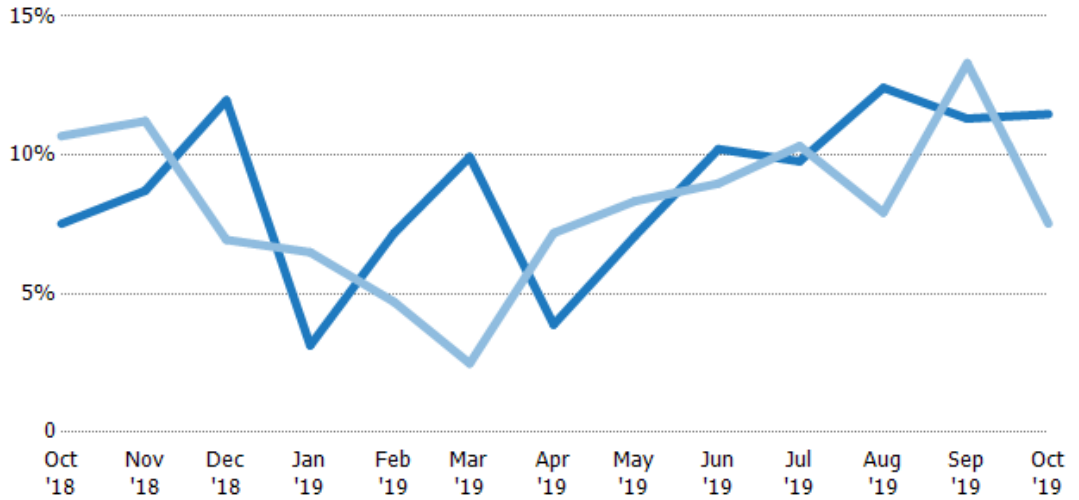
Current Year	13.3	11.5	8.35	31.9	13.9	10.1	25.8	14.1	9.79	10.2	8.05	8.84	8.71
Prior Year	9.36	8.9	14.4	15.4	21.2	40.2	13.9	12	11.1	9.68	12.6	7.51	13.3
Percent Change from Prior Year	42%	29%	-42%	107%	-35%	-75%	85%	18%	-12%	6%	-36%	18%	-34%

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



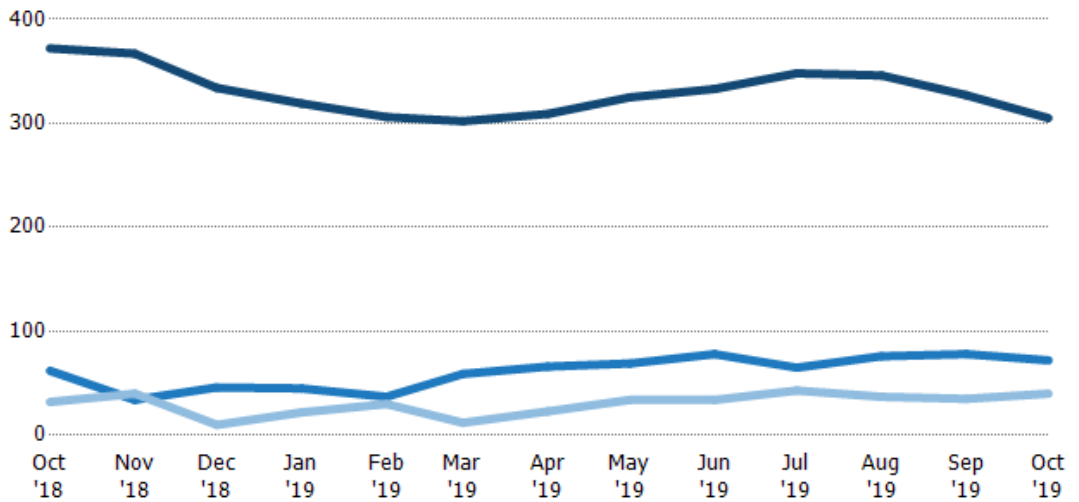
	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19
Current Year	8%	9%	12%	3%	7%	10%	4%	7%	10%	10%	12%	11%	11%
Prior Year	11%	11%	7%	6%	5%	2%	7%	8%	9%	10%	8%	13%	8%
Change from Prior Year	3%	3%	-5%	3%	-2%	-7%	3%	1%	-1%	1%	-5%	2%	-4%

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



	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19
Active	372	367	334	319	306	302	309	325	333	348	346	327	305
Pending	62	34	46	45	37	59	66	69	78	65	76	78	72
Sold	32	40	10	22	30	12	23	34	34	43	37	35	40

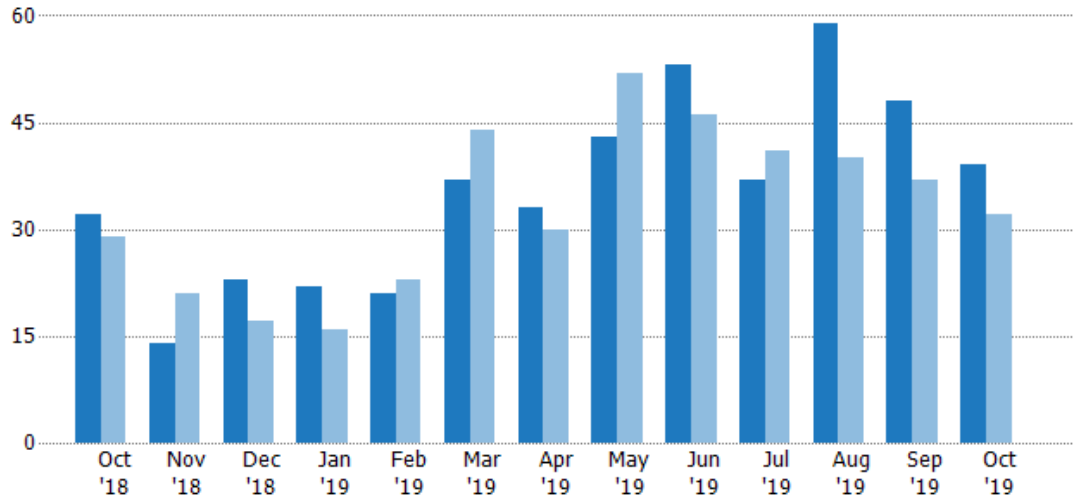
New Pending Sales

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.
Oct '19	39	21.9%
Oct '18	32	10.3%
Oct '17	29	-24.1%



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

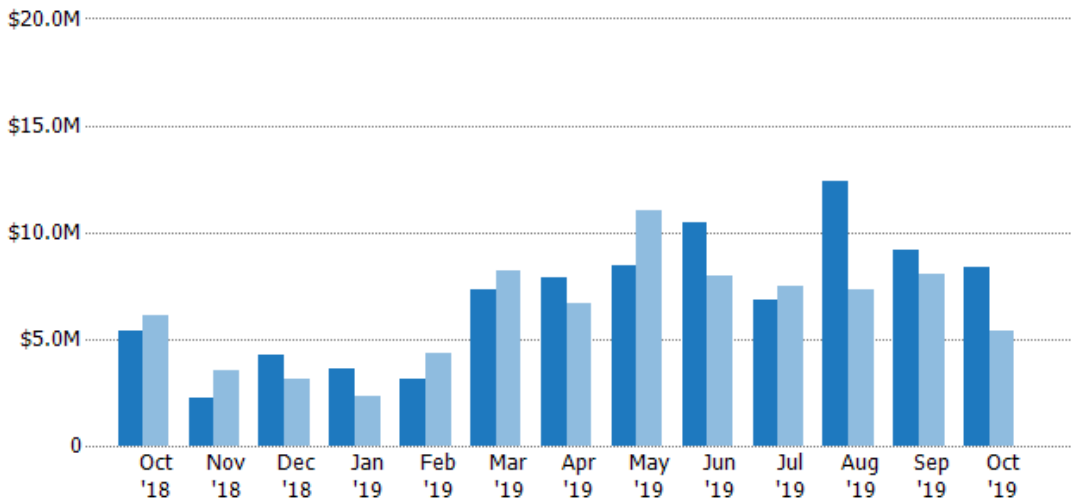
New Pending Sales Volume

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.
Oct '19	\$8.33M	54.5%
Oct '18	\$5.39M	-12.2%
Oct '17	\$6.14M	-53.7%



Current Year	\$5.39M	\$2.25M	\$4.27M	\$3.62M	\$3.17M	\$7.29M	\$7.87M	\$8.47M	\$10.4M	\$6.86M	\$12.4M	\$9.2M	\$8.33M
Prior Year	\$6.14M	\$3.55M	\$3.13M	\$2.36M	\$4.37M	\$8.21M	\$6.69M	\$11M	\$7.92M	\$7.44M	\$7.31M	\$8.03M	\$5.39M
Percent Change from Prior Year	-12%	-37%	36%	53%	-28%	-11%	18%	-23%	32%	-8%	69%	15%	55%

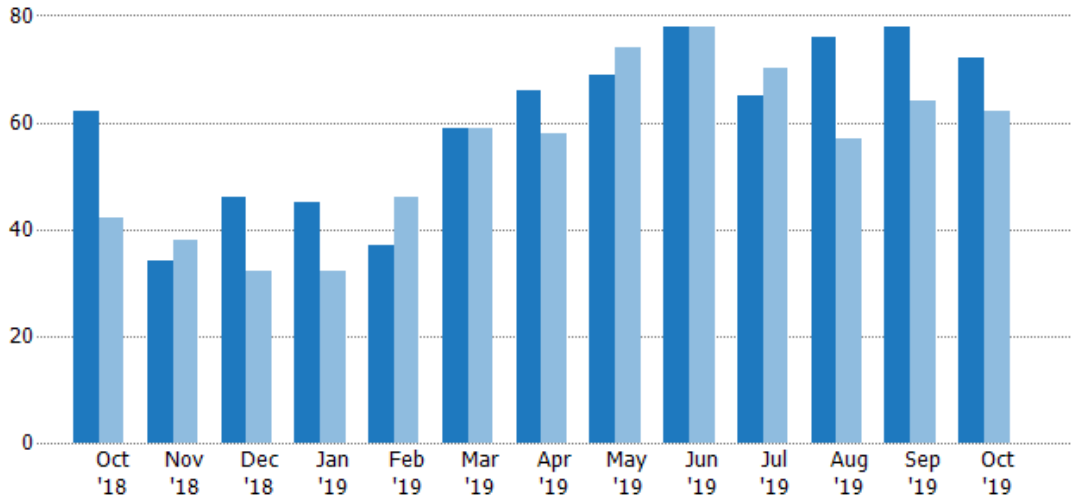
Pending Sales

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.
Oct '19	72	16.1%
Oct '18	62	47.6%
Oct '17	42	9.5%



	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19
Current Year	62	34	46	45	37	59	66	69	78	65	76	78	72
Prior Year	42	38	32	32	46	59	58	74	78	70	57	64	62
Percent Change from Prior Year	48%	-11%	44%	41%	-20%	0%	14%	-7%	0%	-7%	33%	22%	16%

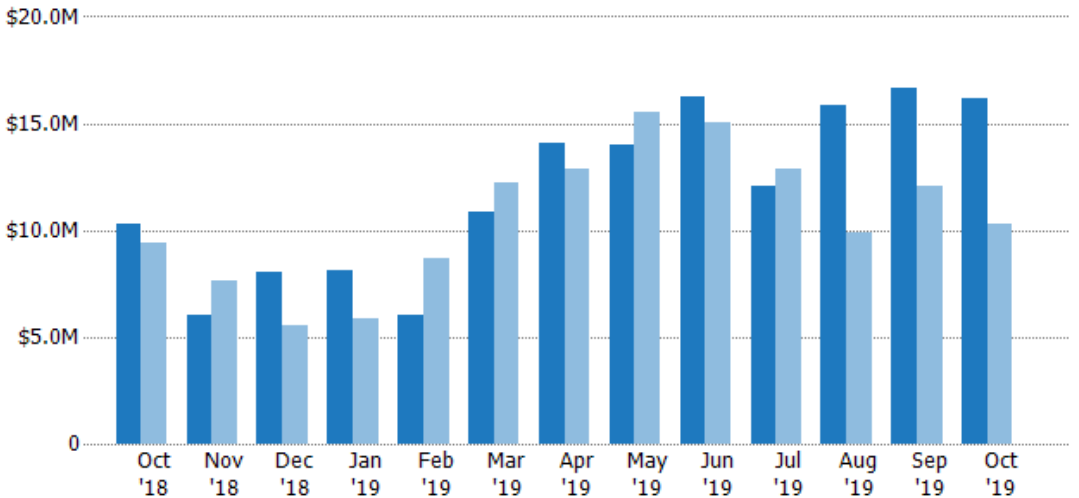
Pending Sales Volume

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.
Oct '19	\$16.2M	57.3%
Oct '18	\$10.3M	9.3%
Oct '17	\$9.41M	-17.5%



	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19
Current Year	\$10.3M	\$6.06M	\$8M	\$8.14M	\$6.03M	\$10.8M	\$14.1M	\$14M	\$16.3M	\$12M	\$15.9M	\$16.7M	\$16.2M
Prior Year	\$9.41M	\$7.6M	\$5.55M	\$5.83M	\$8.7M	\$12.3M	\$12.9M	\$15.6M	\$15M	\$12.9M	\$9.89M	\$12.1M	\$10.3M
Percent Change from Prior Year	9%	-20%	44%	40%	-31%	-12%	10%	-10%	8%	-7%	61%	38%	57%

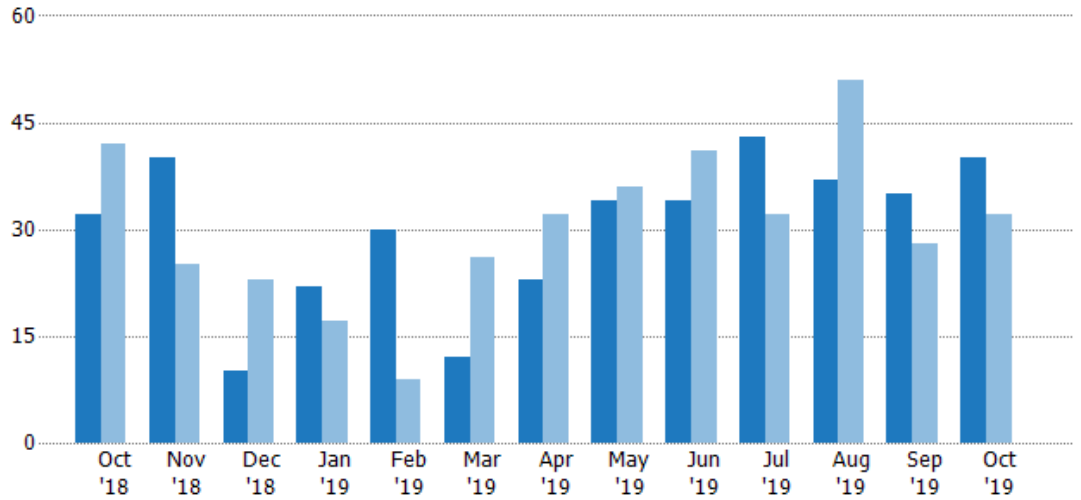
Closed Sales

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.
Oct '19	40	25%
Oct '18	32	-23.8%
Oct '17	42	-19%



	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19
Current Year	32	40	10	22	30	12	23	34	34	43	37	35	40
Prior Year	42	25	23	17	9	26	32	36	41	32	51	28	32
Percent Change from Prior Year	-24%	60%	-57%	29%	233%	-54%	-28%	-6%	-17%	34%	-27%	25%	25%

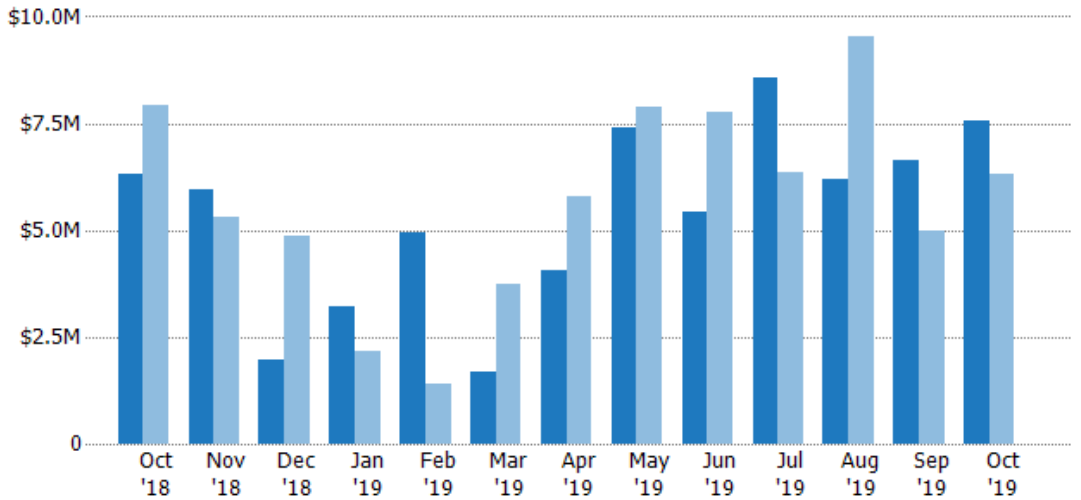
Closed Sales Volume

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.
Oct '19	\$7.54M	19.3%
Oct '18	\$6.32M	-20.4%
Oct '17	\$7.94M	-28%



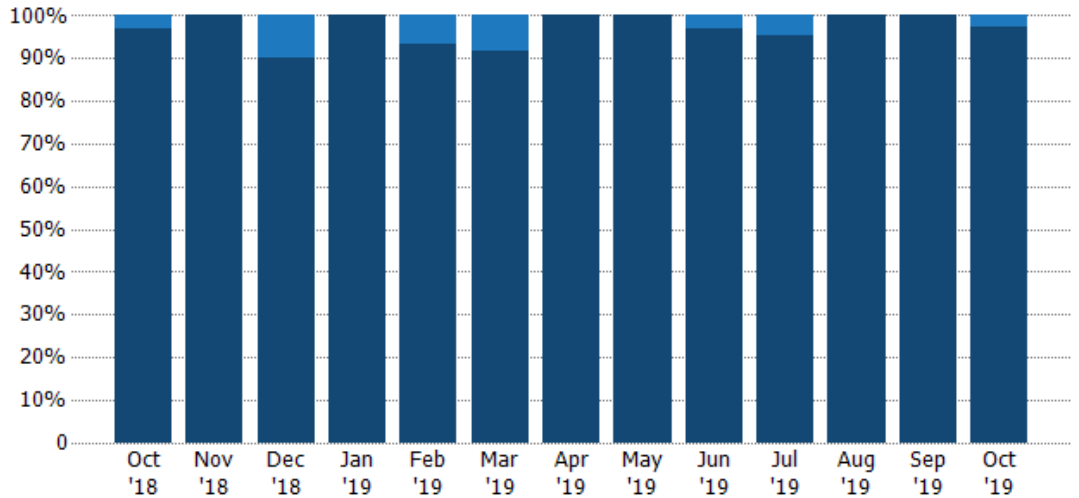
	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19
Current Year	\$6.32M	\$5.97M	\$1.95M	\$3.23M	\$4.93M	\$1.7M	\$4.07M	\$7.4M	\$5.42M	\$8.57M	\$6.18M	\$6.64M	\$7.54M
Prior Year	\$7.94M	\$5.3M	\$4.86M	\$2.17M	\$1.42M	\$3.73M	\$5.81M	\$7.89M	\$7.75M	\$6.37M	\$9.52M	\$4.99M	\$6.32M
Percent Change from Prior Year	-20%	13%	-60%	49%	248%	-55%	-30%	-6%	-30%	35%	-35%	33%	19%

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



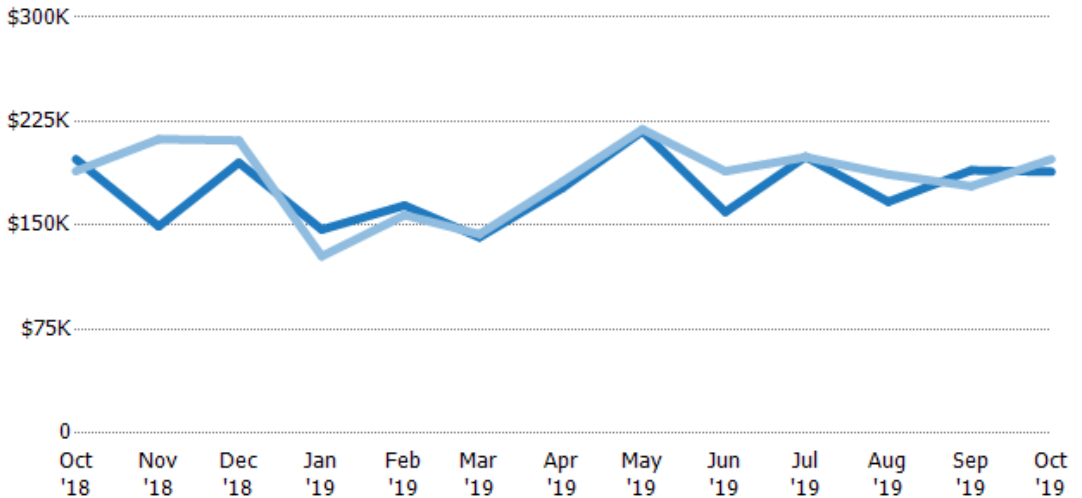
Condo/Townhouse	3%	-	10%	-	7%	8%	-	-	3%	5%	-	-	3%
Single Family Residence	97%	100%	90%	100%	93%	92%	100%	100%	97%	95%	100%	100%	98%

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.
Oct '19	\$189K	-4.6%
Oct '18	\$198K	4.5%
Oct '17	\$189K	-11%

Current Year	\$198K	\$149K	\$195K	\$147K	\$164K	\$141K	\$177K	\$218K	\$160K	\$199K	\$167K	\$190K	\$189K
Prior Year	\$189K	\$212K	\$211K	\$128K	\$157K	\$144K	\$181K	\$219K	\$189K	\$199K	\$187K	\$178K	\$198K
Percent Change from Prior Year	5%	-30%	-8%	15%	4%	-2%	-3%	-1%	-16%	0%	-11%	6%	-5%

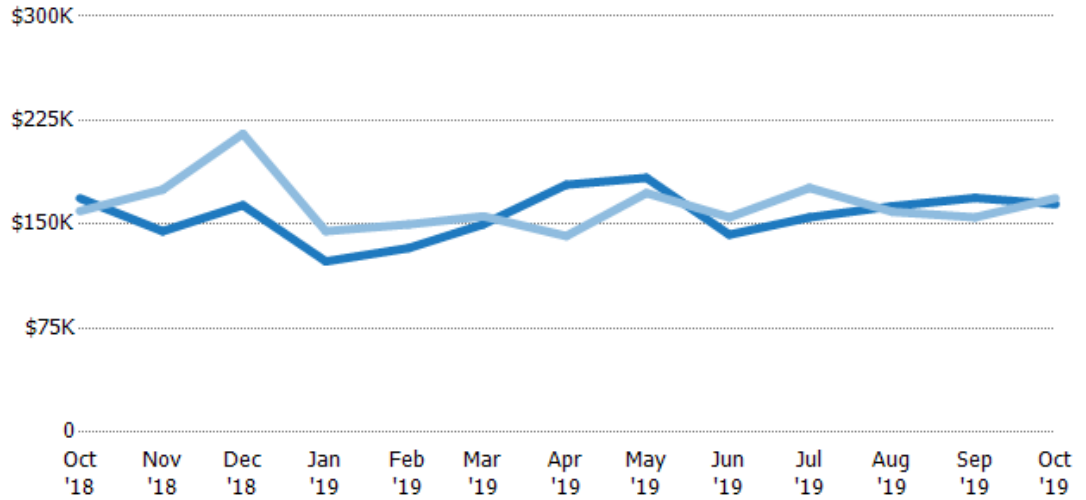
Median Sales Price

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.
Oct '19	\$164K	-2.5%
Oct '18	\$169K	5.8%
Oct '17	\$160K	-3.4%



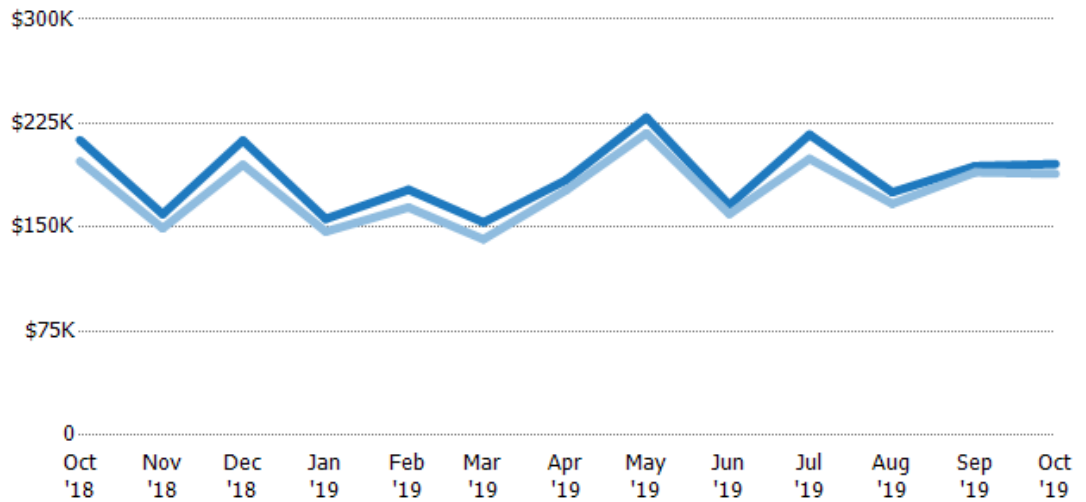
Current Year	\$169K	\$145K	\$164K	\$123K	\$133K	\$150K	\$179K	\$184K	\$143K	\$155K	\$163K	\$169K	\$164K
Prior Year	\$160K	\$175K	\$215K	\$145K	\$150K	\$156K	\$142K	\$173K	\$155K	\$176K	\$159K	\$155K	\$169K
Percent Change from Prior Year	6%	-17%	-24%	-15%	-11%	-4%	26%	6%	-8%	-12%	3%	9%	-3%

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



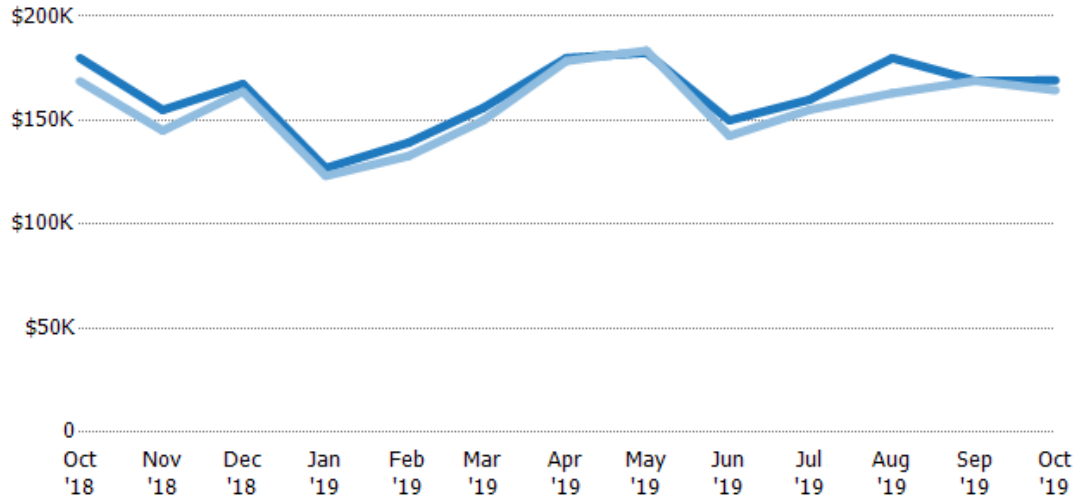
Avg List Price	\$213K	\$159K	\$213K	\$156K	\$177K	\$154K	\$184K	\$229K	\$166K	\$217K	\$175K	\$194K	\$196K
Avg Sales Price	\$198K	\$149K	\$195K	\$147K	\$164K	\$141K	\$177K	\$218K	\$160K	\$199K	\$167K	\$190K	\$189K
Avg Sales Price as a % of Avg List Price	93%	94%	92%	94%	93%	92%	96%	95%	96%	92%	95%	98%	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



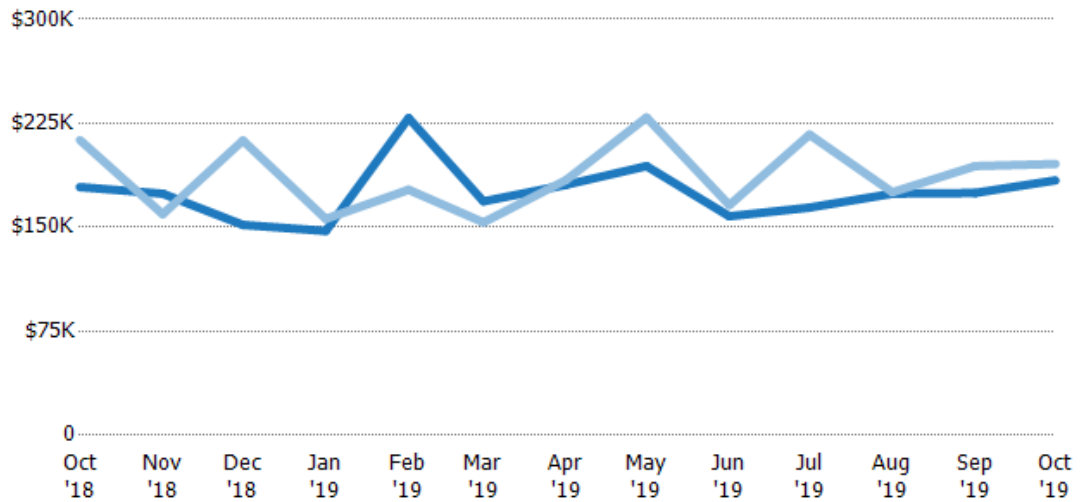
	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19
Median List Price	\$180K	\$155K	\$167K	\$127K	\$139K	\$156K	\$180K	\$182K	\$150K	\$160K	\$180K	\$169K	\$169K
Median Sales Price	\$169K	\$145K	\$164K	\$123K	\$133K	\$150K	\$179K	\$184K	\$143K	\$155K	\$163K	\$169K	\$164K
Med Sales Price as a % of Med List Price	94%	94%	98%	97%	95%	96%	99%	101%	95%	97%	91%	100%	97%

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



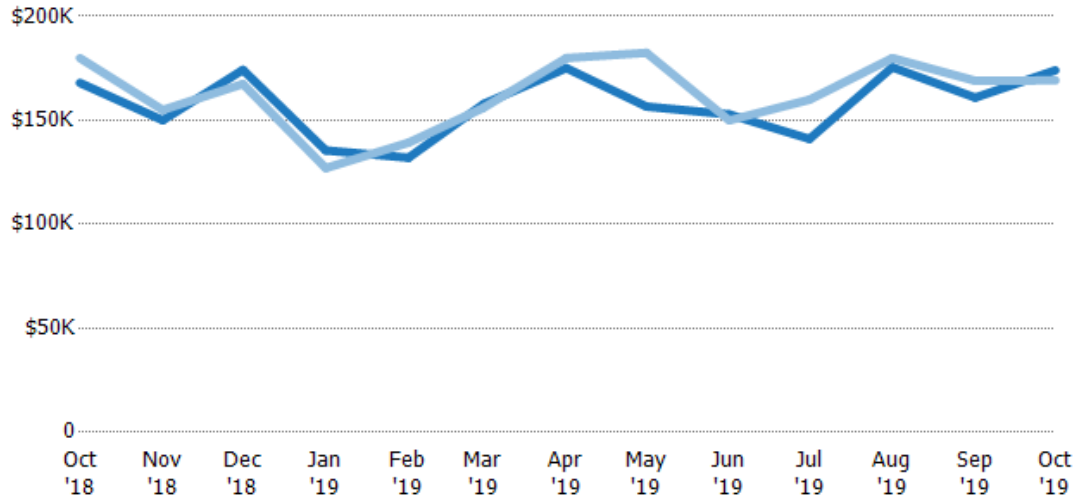
	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19
Avg Est Value	\$179K	\$174K	\$152K	\$147K	\$229K	\$169K	\$181K	\$194K	\$158K	\$164K	\$174K	\$175K	\$184K
Avg Sales Price	\$213K	\$159K	\$213K	\$156K	\$177K	\$154K	\$184K	\$229K	\$166K	\$217K	\$175K	\$194K	\$196K
Avg Sales Price as a % of Avg Est Value	119%	91%	140%	106%	77%	91%	102%	118%	105%	132%	101%	111%	106%

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



	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19
Median Est Value	\$168K	\$150K	\$174K	\$136K	\$132K	\$158K	\$175K	\$157K	\$153K	\$141K	\$176K	\$161K	\$174K
Median Sales Price	\$180K	\$155K	\$167K	\$127K	\$139K	\$156K	\$180K	\$182K	\$150K	\$160K	\$180K	\$169K	\$169K
Med Sales Price as a % of Med Est Value	107%	103%	96%	94%	105%	99%	103%	116%	98%	113%	103%	105%	97%