

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	Sep 2019	Sep 2018	+ / -	YTD 2019	YTD 2018	+ / -
Listing Activity Charts Metrics						
New Listing Count	33	39	-15.4%	457	492	-7.1%
New Listing Volume	\$5,467,499	\$8,563,600	-36.2%	\$98,970,928	\$115,797,306	-14.5%
Active Listing Count	327	383	-14.6%	N/A	N/A	
Active Listing Volume	\$87,476,827	\$103,170,472	-15.2%	N/A	N/A	
Average Listing Price	\$267,513	\$269,375	-0.7%	\$276,082	\$260,714	+5.9%
Median Listing Price	\$209,900	\$215,000	-2.4%	\$221,809	\$204,783	+8.3%
Median Days in RPR	138	135	+2.2%	155.95	152.75	+2.1%
Months of Inventory	8.8	7.5	+17.7%	10.7	14.4	-25.5%
Absorption Rate	11.31%	13.32%	-2%	9.33%	6.95%	+2.4%
Sales Activity Charts Metrics						
New Pending Sales Count	48	37	+29.7%	353	329	+7.3%
New Pending Sales Volume	\$9,203,300	\$8,027,400	+14.6%	\$69,271,719	\$63,354,097	+9.3%
Pending Sales Count	78	64	+21.9%	N/A	N/A	
Pending Sales Volume	\$16,683,200	\$12,084,800	+38.1%	N/A	N/A	
Closed Sales Count	35	28	+25%	270	272	-0.7%
Closed Sales Volume	\$6,636,600	\$4,988,400	+33%	\$48,139,708	\$49,640,870	-3%
Average Sales Price	\$189,617	\$178,157	+6.4%	\$178,295	\$182,503	-2.3%
Median Sales Price	\$169,000	\$155,000	+9%	\$156,652	\$158,256	-1%

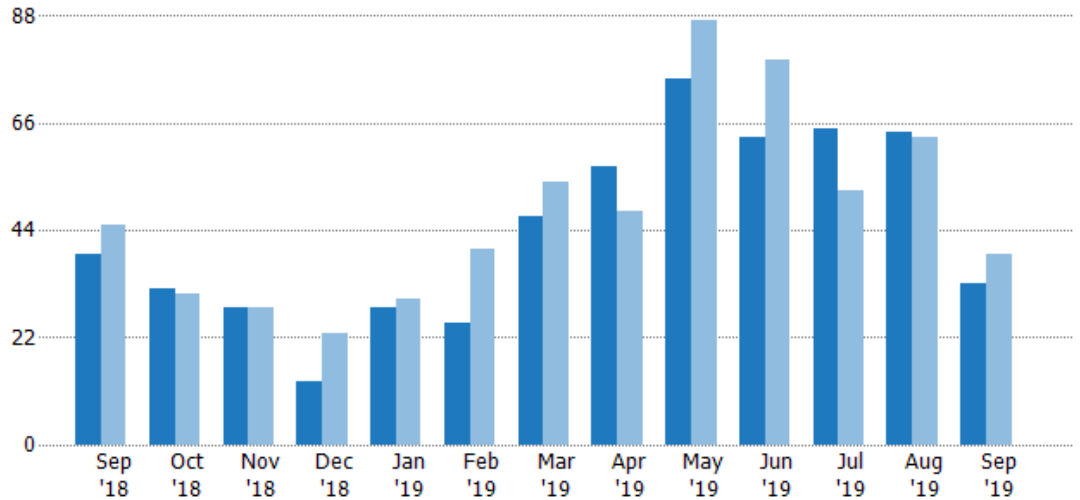
New Listings

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.
Sep '19	33	-15.4%
Sep '18	39	-13.3%
Sep '17	45	-15.6%



	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19
Current Year	39	32	28	13	28	25	47	57	75	63	65	64	33
Prior Year	45	31	28	23	30	40	54	48	87	79	52	63	39
Percent Change from Prior Year	-13%	3%	0%	-43%	-7%	-38%	-13%	19%	-14%	-20%	25%	2%	-15%

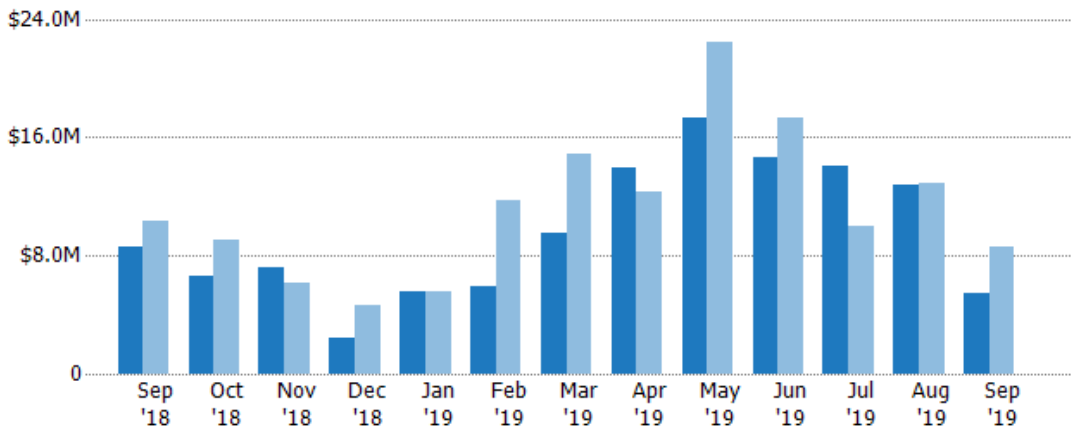
New Listing Volume

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.
Sep '19	\$5.47M	-36.2%
Sep '18	\$8.56M	-17.1%
Sep '17	\$10.3M	-8%



	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19
Current Year	\$8.56M	\$6.64M	\$7.15M	\$2.44M	\$5.57M	\$5.87M	\$9.48M	\$14M	\$17.3M	\$14.6M	\$14M	\$12.7M	\$5.47M
Prior Year	\$10.3M	\$9.05M	\$6.15M	\$4.67M	\$5.54M	\$11.7M	\$14.9M	\$12.4M	\$22.4M	\$17.4M	\$10M	\$12.9M	\$8.56M
Percent Change from Prior Year	-17%	-27%	16%	-48%	1%	-50%	-36%	13%	-23%	-16%	40%	-2%	-36%

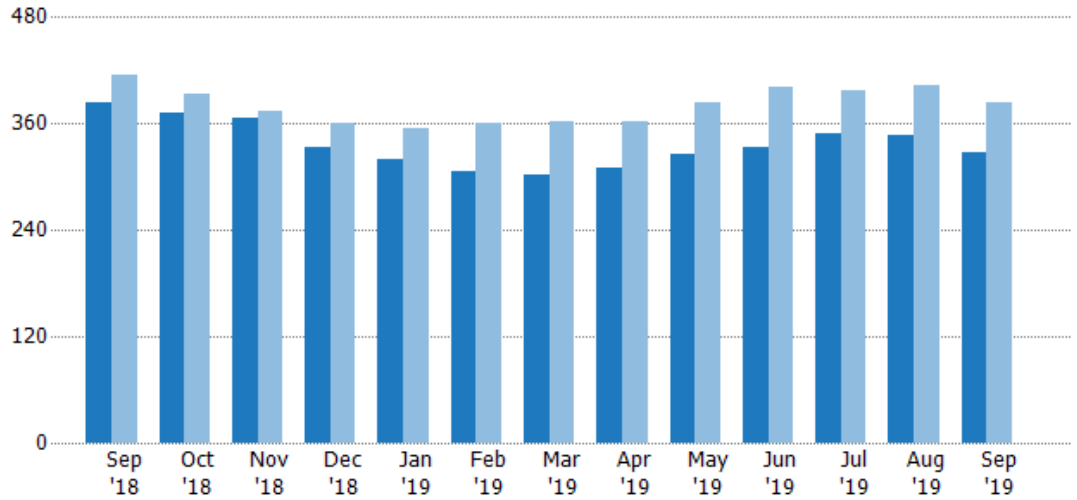
Active Listings

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.
Sep '19	327	-14.6%
Sep '18	383	-7.5%
Sep '17	414	-13.3%



Current Year	383	372	367	334	319	306	302	309	325	333	348	346	327
Prior Year	414	393	374	360	354	361	362	362	384	401	397	404	383
Percent Change from Prior Year	-7%	-5%	-2%	-7%	-10%	-15%	-17%	-15%	-15%	-17%	-12%	-14%	-15%

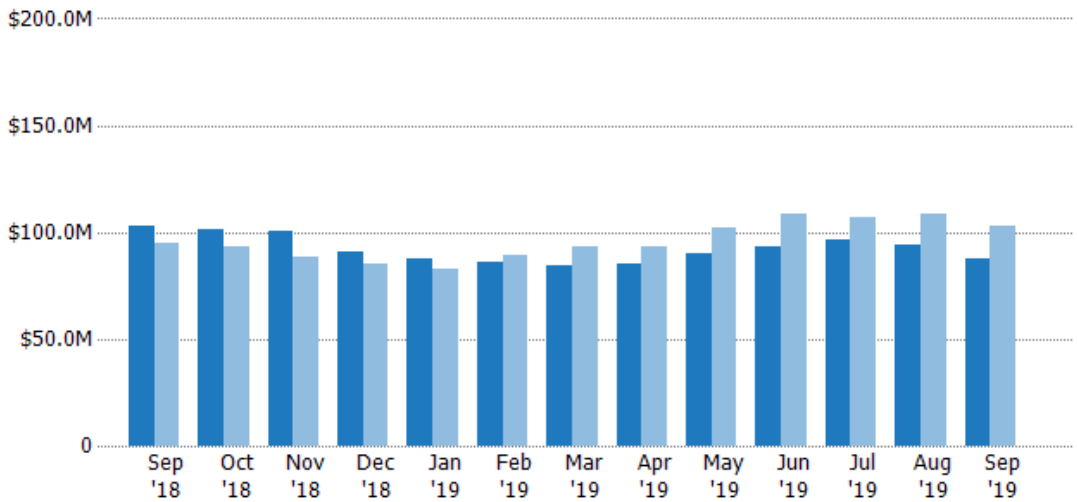
Active Listing Volume

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.
Sep '19	\$87.5M	-15.2%
Sep '18	\$103M	8.9%
Sep '17	\$94.7M	-11.4%



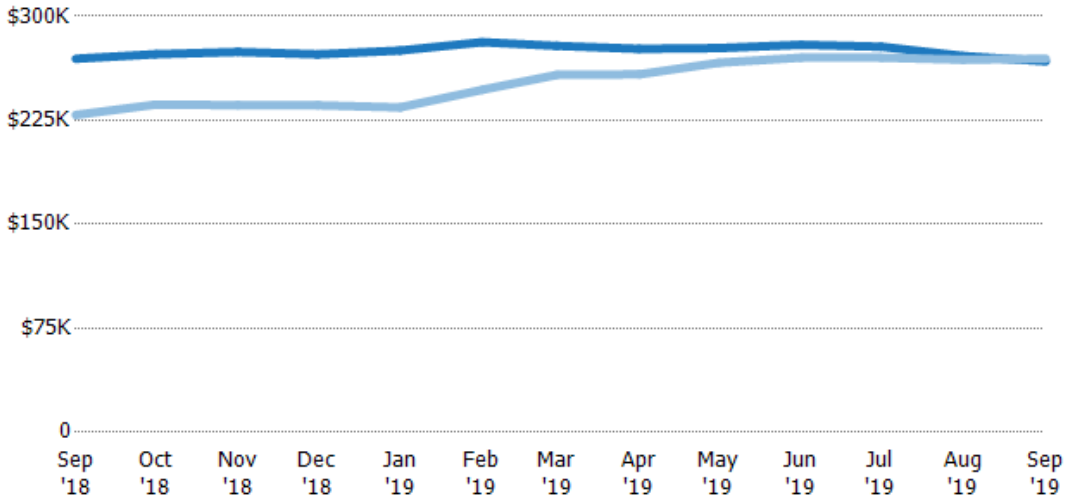
Current Year	\$103M	\$101M	\$101M	\$91M	\$87.8M	\$86.1M	\$84.2M	\$85.4M	\$90.1M	\$93.1M	\$96.8M	\$93.9M	\$87.5M
Prior Year	\$94.7M	\$92.9M	\$88.2M	\$84.9M	\$82.9M	\$89.2M	\$93.3M	\$93.4M	\$102M	\$108M	\$107M	\$109M	\$103M
Percent Change from Prior Year	9%	9%	14%	7%	6%	-3%	-10%	-9%	-12%	-14%	-10%	-14%	-15%

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



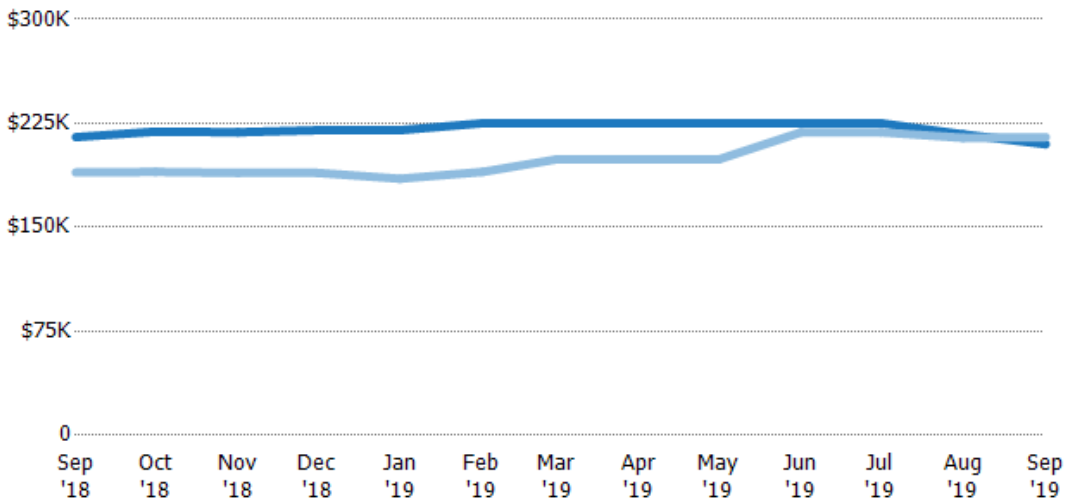
	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19
Current Year	\$269K	\$273K	\$274K	\$273K	\$275K	\$281K	\$279K	\$277K	\$277K	\$279K	\$278K	\$271K	\$268K
Prior Year	\$229K	\$236K	\$236K	\$236K	\$234K	\$247K	\$258K	\$258K	\$266K	\$270K	\$270K	\$269K	\$269K
Percent Change from Prior Year	18%	15%	16%	16%	18%	14%	8%	7%	4%	3%	3%	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



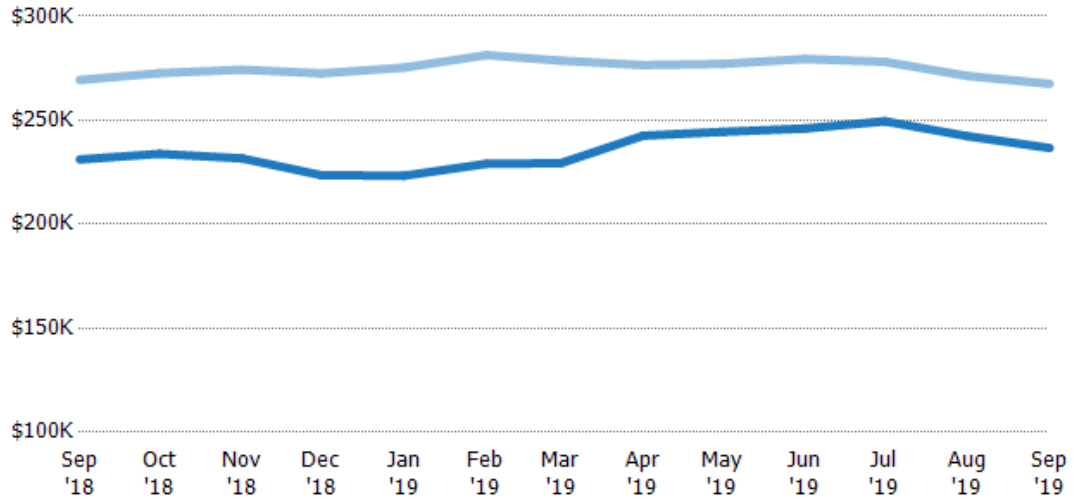
	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19
Current Year	\$215K	\$219K	\$219K	\$220K	\$220K	\$225K	\$225K	\$225K	\$225K	\$225K	\$225K	\$217K	\$210K
Prior Year	\$190K	\$190K	\$189K	\$189K	\$185K	\$190K	\$199K	\$199K	\$199K	\$219K	\$219K	\$215K	\$215K
Percent Change from Prior Year	13%	15%	15%	16%	19%	18%	13%	13%	13%	3%	3%	1%	-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



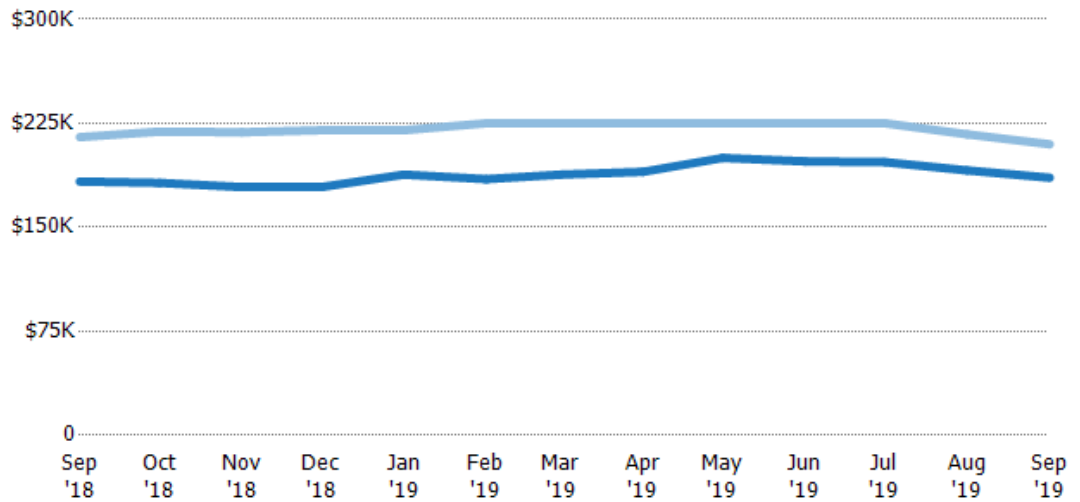
	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19
Avg Est Value	\$231K	\$234K	\$232K	\$224K	\$223K	\$229K	\$229K	\$243K	\$244K	\$246K	\$250K	\$242K	\$237K
Avg Listing Price	\$269K	\$273K	\$274K	\$273K	\$275K	\$281K	\$279K	\$277K	\$277K	\$279K	\$278K	\$271K	\$268K
Avg Listing Price as a % of Avg Est Value	117%	117%	118%	122%	123%	123%	121%	114%	113%	114%	111%	112%	113%

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



	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19
Median Est Value	\$183K	\$182K	\$179K	\$179K	\$188K	\$185K	\$188K	\$190K	\$200K	\$198K	\$197K	\$191K	\$186K
Median Listing Price	\$215K	\$219K	\$219K	\$220K	\$220K	\$225K	\$225K	\$225K	\$225K	\$225K	\$225K	\$217K	\$210K
Med Listing Price as a % of Med Est Value	117%	120%	122%	123%	117%	122%	120%	118%	113%	114%	114%	114%	113%

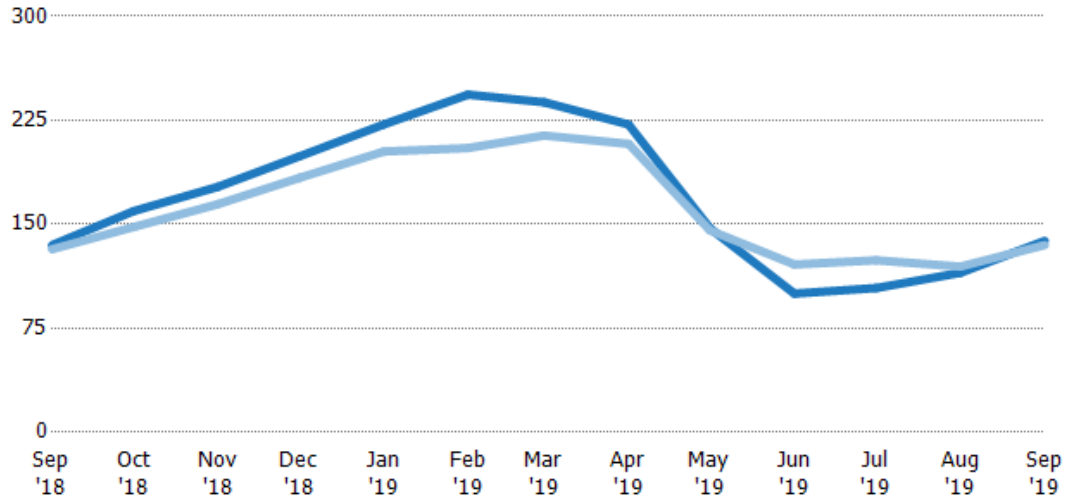
Median Days in RPR

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.
Sep '19	138	2.2%
Sep '18	135	2.3%
Sep '17	132	3.8%



Current Year	135	160	177	199	222	244	238	222	147	100	104	115	138
Prior Year	132	148	165	184	203	205	214	208	146	121	124	120	135
Percent Change from Prior Year	2%	8%	8%	8%	10%	19%	11%	7%	1%	-17%	-16%	-4%	2%

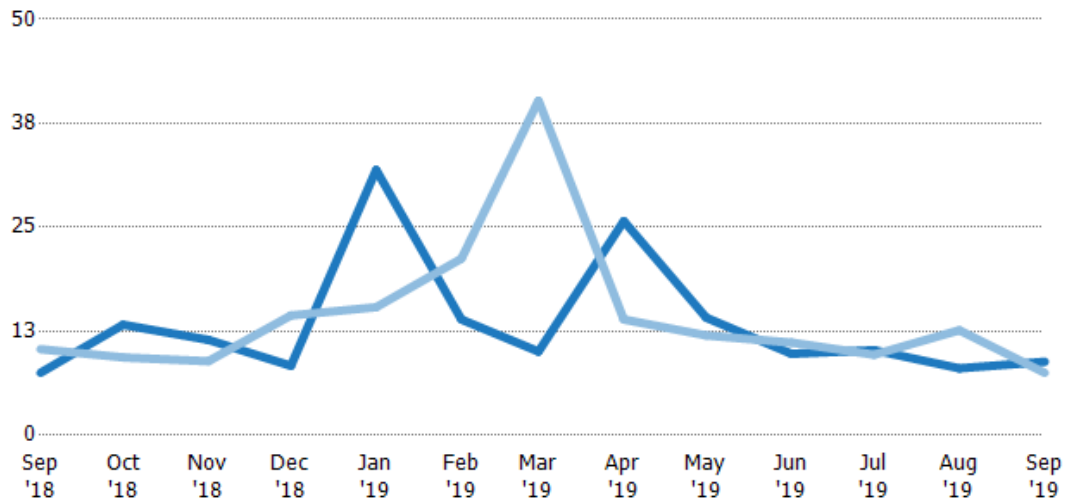
Months of Inventory

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.
Sep '19	8.84	17.7%
Sep '18	7.51	-27.4%
Sep '17	10.4	23.9%



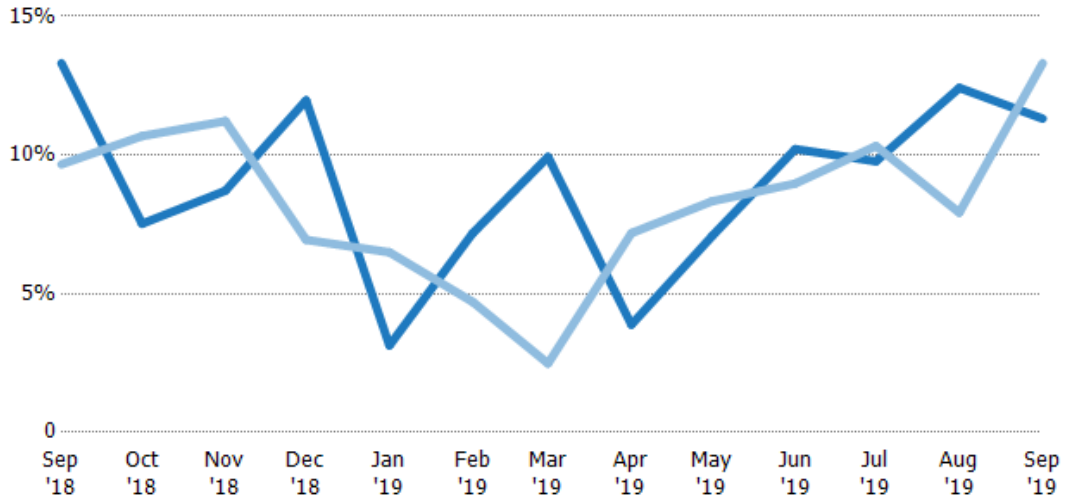
Current Year	7.51	13.3	11.5	8.35	31.9	13.9	10.1	25.8	14.1	9.79	10.2	8.05	8.84
Prior Year	10.4	9.36	8.9	14.4	15.4	21.2	40.2	13.9	12	11.1	9.68	12.6	7.51
Percent Change from Prior Year	-27%	42%	29%	-42%	107%	-35%	-75%	85%	18%	-12%	6%	-36%	18%

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.
Sep '19	11%	2%
Sep '18	13%	-3.7%
Sep '17	10%	-19.4%

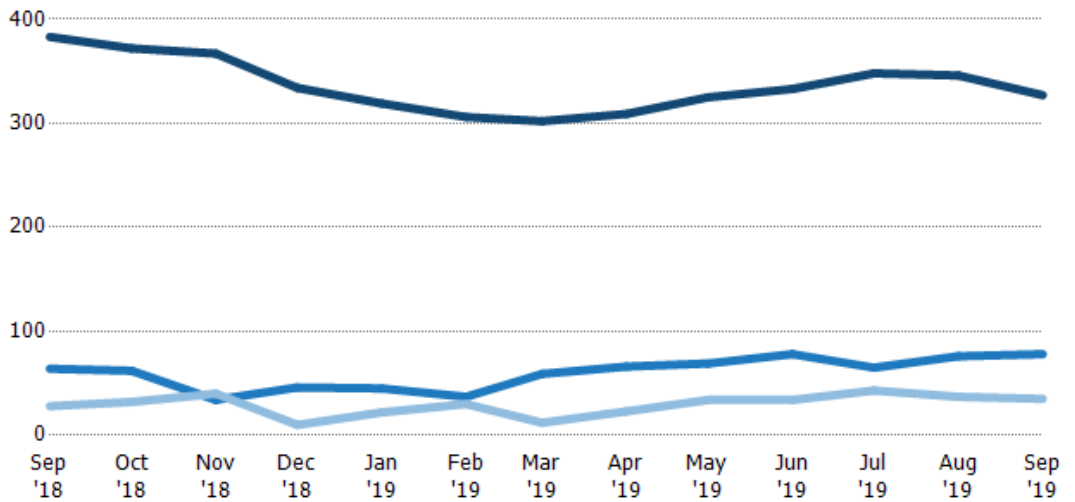
Current Year	13%	8%	9%	12%	3%	7%	10%	4%	7%	10%	10%	12%	11%
Prior Year	10%	11%	11%	7%	6%	5%	2%	7%	8%	9%	10%	8%	13%
Change from Prior Year	-4%	3%	3%	-5%	3%	-2%	-7%	3%	1%	-1%	1%	-5%	2%

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	383	372	367	334	319	306	302	309	325	333	348	346	327
Pending	64	62	34	46	45	37	59	66	69	78	65	76	78
Sold	28	32	40	10	22	30	12	23	34	34	43	37	35

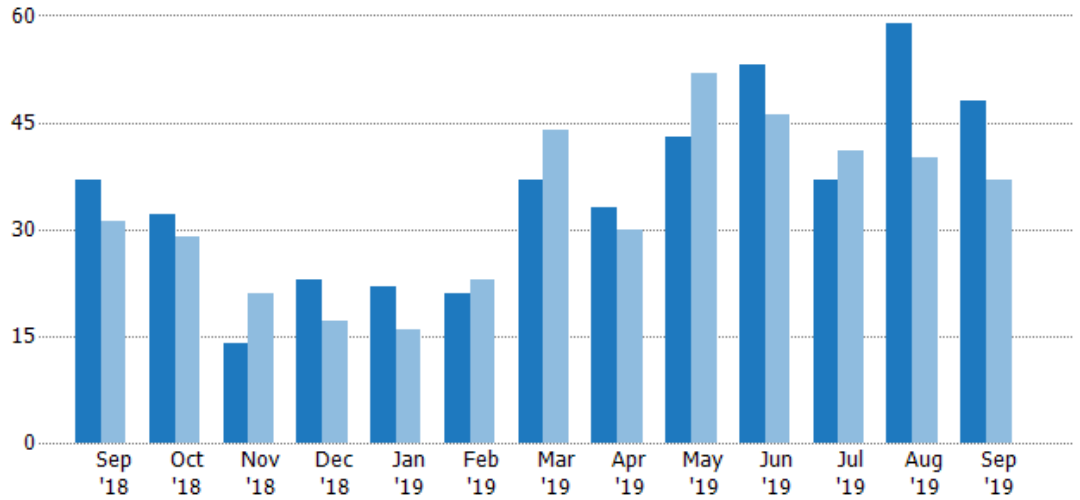
New Pending Sales

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.
Sep '19	48	29.7%
Sep '18	37	19.4%
Sep '17	31	9.7%



Current Year	37	32	14	23	22	21	37	33	43	53	37	59	48
Prior Year	31	29	21	17	16	23	44	30	52	46	41	40	37
Percent Change from Prior Year	19%	10%	-33%	35%	38%	-9%	-16%	10%	-17%	15%	-10%	48%	30%

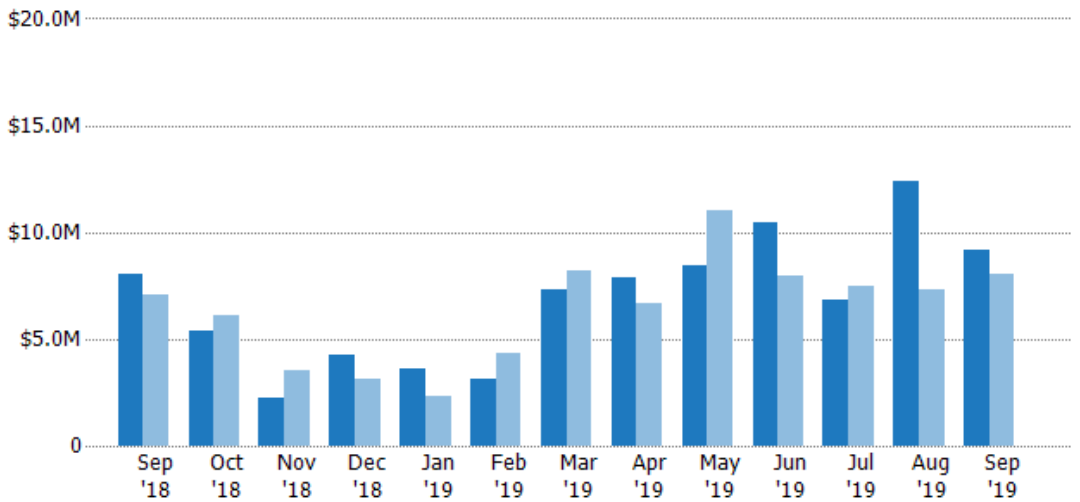
New Pending Sales Volume

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.
Sep '19	\$9.2M	14.6%
Sep '18	\$8.03M	13.1%
Sep '17	\$7.1M	-11.7%



Current Year	\$8.03M	\$5.39M	\$2.25M	\$4.27M	\$3.62M	\$3.17M	\$7.29M	\$7.87M	\$8.47M	\$10.4M	\$6.86M	\$12.4M	\$9.2M
Prior Year	\$7.1M	\$6.14M	\$3.55M	\$3.13M	\$2.36M	\$4.37M	\$8.21M	\$6.69M	\$11M	\$7.92M	\$7.44M	\$7.31M	\$8.03M
Percent Change from Prior Year	13%	-12%	-37%	36%	53%	-28%	-11%	18%	-23%	32%	-8%	69%	15%

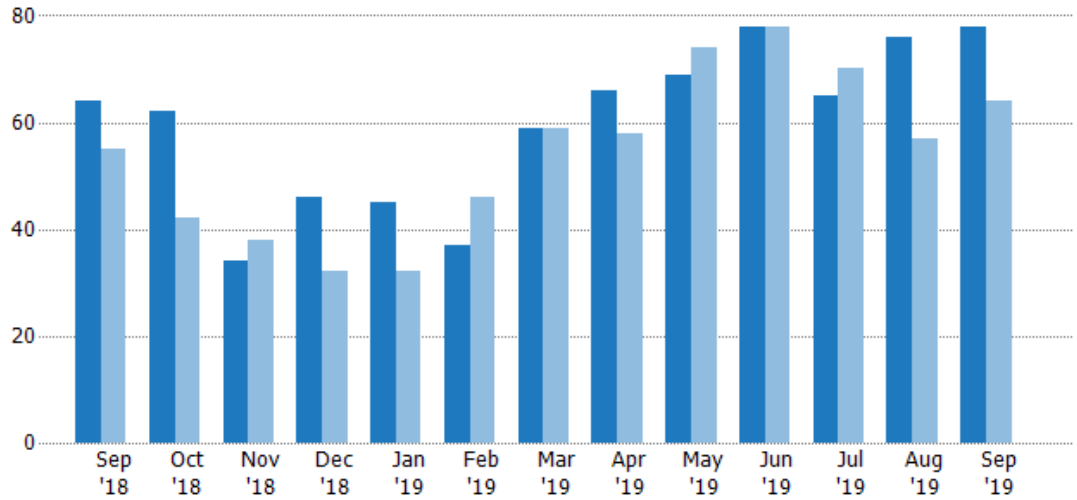
Pending Sales

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.
Sep '19	78	21.9%
Sep '18	64	16.4%
Sep '17	55	14.5%



Current Year	64	62	34	46	45	37	59	66	69	78	65	76	78
Prior Year	55	42	38	32	32	46	59	58	74	78	70	57	64
Percent Change from Prior Year	16%	48%	-11%	44%	41%	-20%	0%	14%	-7%	0%	-7%	33%	22%

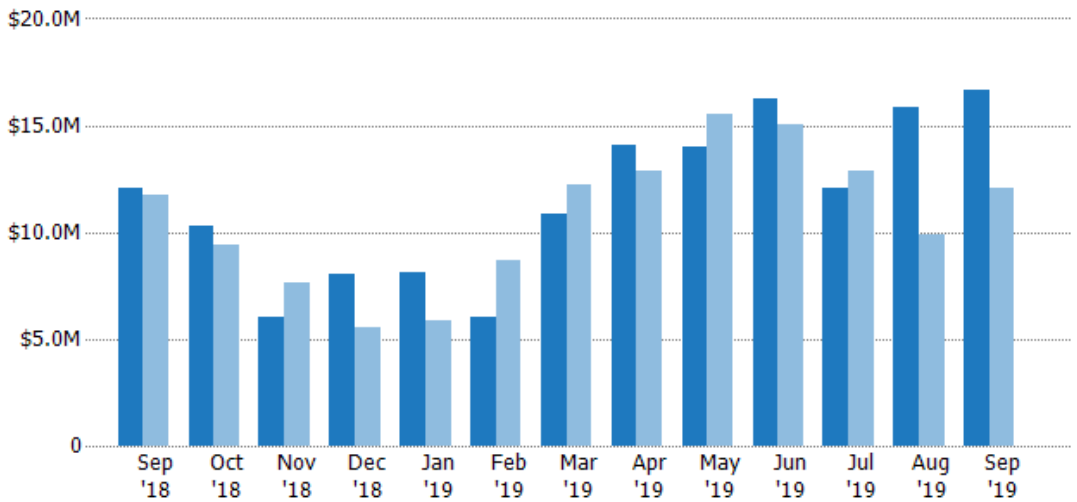
Pending Sales Volume

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.
Sep '19	\$16.7M	38.1%
Sep '18	\$12.1M	2.6%
Sep '17	\$11.8M	-0.2%



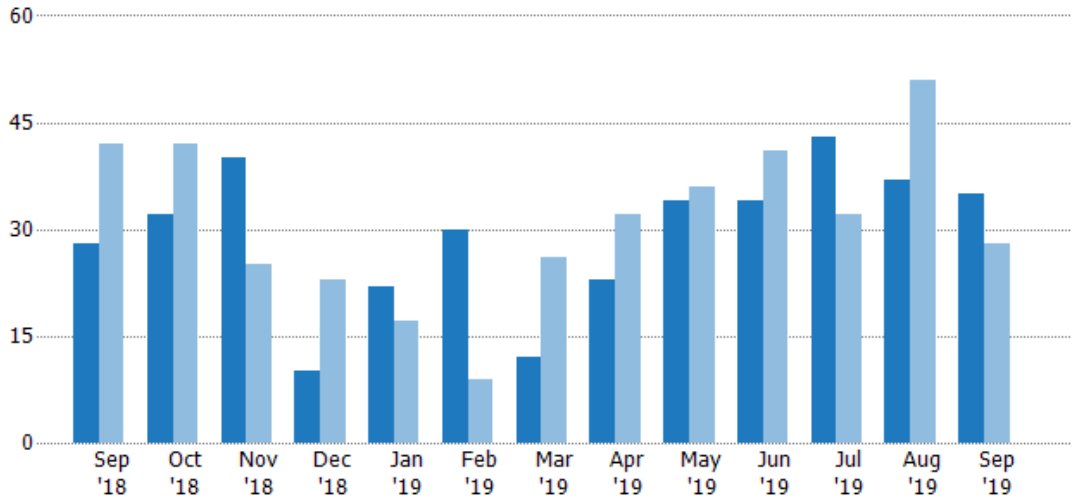
Current Year	\$12.1M	\$10.3M	\$6.06M	\$8M	\$8.14M	\$6.03M	\$10.8M	\$14.1M	\$14M	\$16.3M	\$12M	\$15.9M	\$16.7M
Prior Year	\$11.8M	\$9.41M	\$7.6M	\$5.55M	\$5.83M	\$8.7M	\$12.3M	\$12.9M	\$15.6M	\$15M	\$12.9M	\$9.89M	\$12.1M
Percent Change from Prior Year	3%	9%	-20%	44%	40%	-31%	-12%	10%	-10%	8%	-7%	61%	38%

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



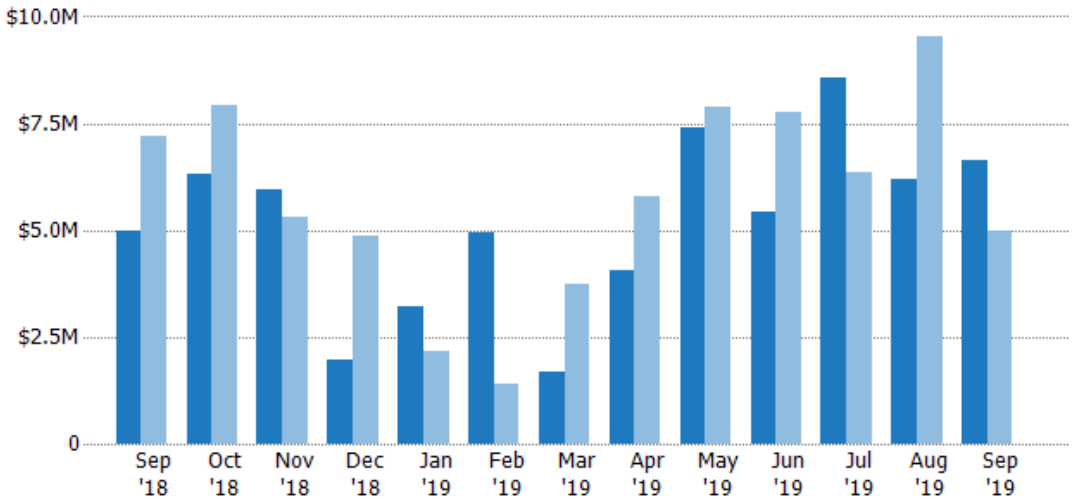
	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19
Current Year	28	32	40	10	22	30	12	23	34	34	43	37	35
Prior Year	42	42	25	23	17	9	26	32	36	41	32	51	28
Percent Change from Prior Year	-33%	-24%	60%	-57%	29%	233%	-54%	-28%	-6%	-17%	34%	-27%	25%

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



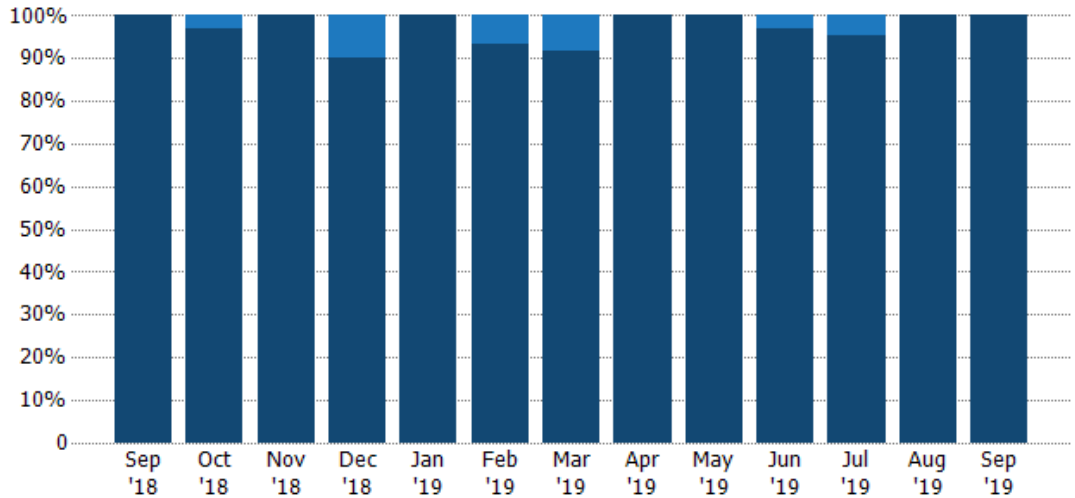
	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19
Current Year	\$4.99M	\$6.32M	\$5.97M	\$1.95M	\$3.23M	\$4.93M	\$1.7M	\$4.07M	\$7.4M	\$5.42M	\$8.57M	\$6.18M	\$6.64M
Prior Year	\$7.19M	\$7.94M	\$5.3M	\$4.86M	\$2.17M	\$1.42M	\$3.73M	\$5.81M	\$7.89M	\$7.75M	\$6.37M	\$9.52M	\$4.99M
Percent Change from Prior Year	-31%	-20%	13%	-60%	49%	248%	-55%	-30%	-6%	-30%	35%	-35%	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



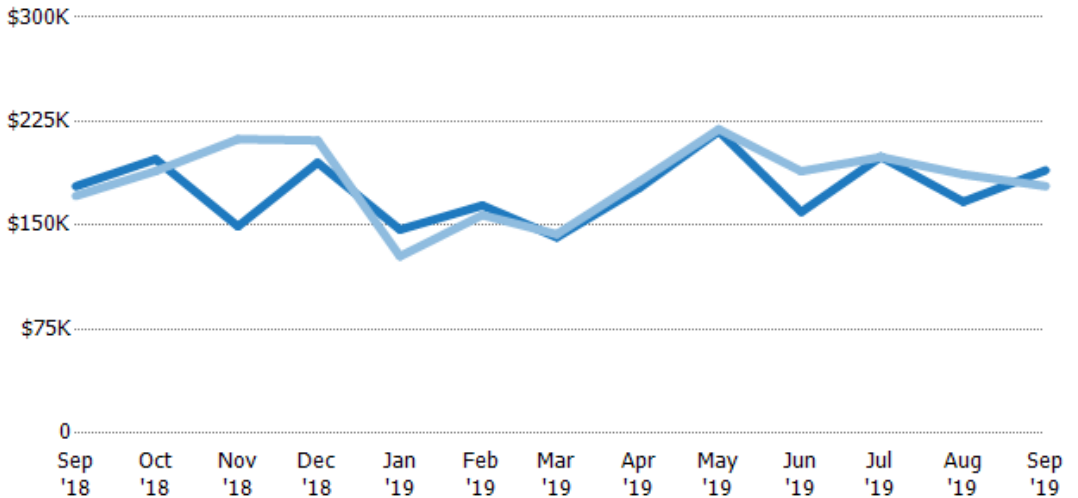
Condo/Townhouse	-	3%	-	10%	-	7%	8%	-	-	3%	5%	-	-
Single Family Residence	100%	97%	100%	90%	100%	93%	92%	100%	100%	97%	95%	100%	100%

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	\$178K	\$198K	\$149K	\$195K	\$128K	\$164K	\$141K	\$177K	\$218K	\$160K	\$199K	\$167K	\$190K
Prior Year	\$171K	\$189K	\$212K	\$211K	\$128K	\$157K	\$144K	\$181K	\$219K	\$189K	\$199K	\$187K	\$178K
Percent Change from Prior Year	4%	5%	-30%	-8%	15%	4%	-2%	-3%	-1%	-16%	0%	-11%	6%

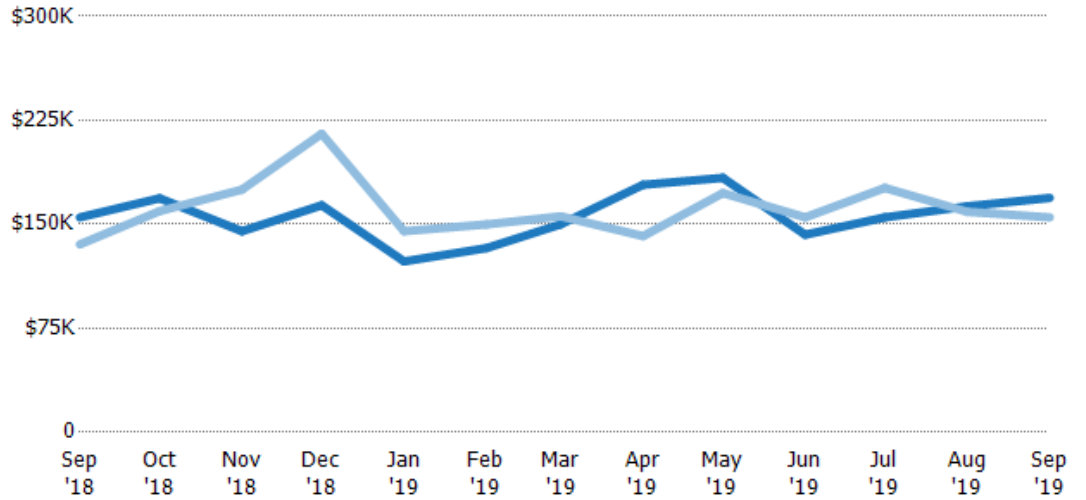
Median Sales Price

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.
Sep '19	\$169K	9%
Sep '18	\$155K	14.4%
Sep '17	\$136K	-7.7%



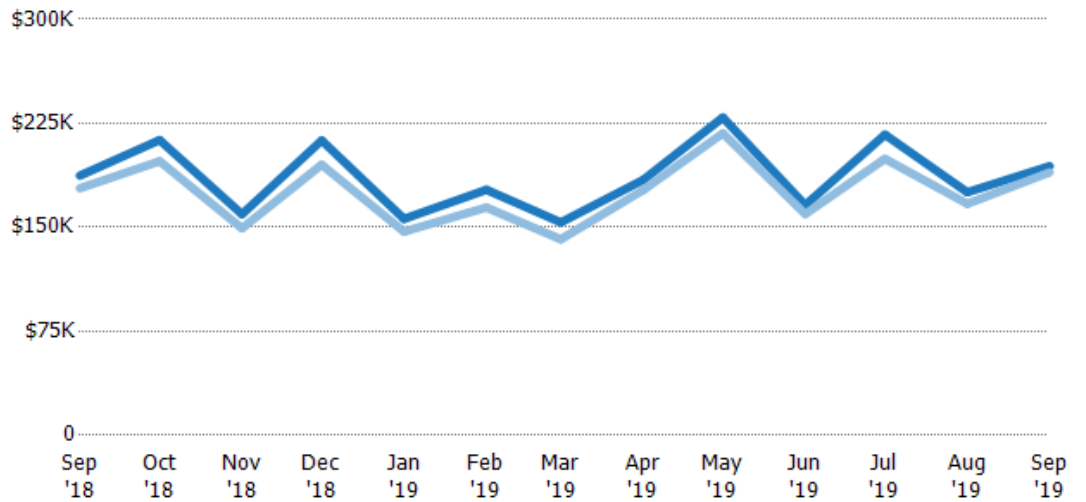
Current Year	\$155K	\$169K	\$145K	\$164K	\$123K	\$133K	\$150K	\$179K	\$184K	\$143K	\$155K	\$163K	\$169K
Prior Year	\$136K	\$160K	\$175K	\$215K	\$145K	\$150K	\$156K	\$142K	\$173K	\$155K	\$176K	\$159K	\$155K
Percent Change from Prior Year	14%	6%	-17%	-24%	-15%	-11%	-4%	26%	6%	-8%	-12%	3%	9%

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



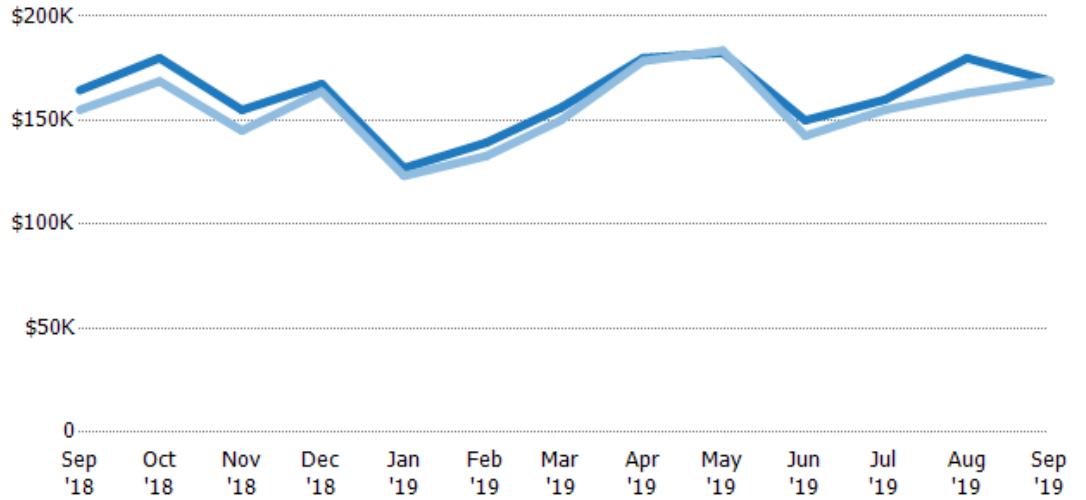
Avg List Price	\$187K	\$213K	\$159K	\$213K	\$156K	\$177K	\$154K	\$184K	\$229K	\$166K	\$217K	\$175K	\$194K
Avg Sales Price	\$178K	\$198K	\$149K	\$195K	\$147K	\$164K	\$141K	\$177K	\$218K	\$160K	\$199K	\$167K	\$190K
Avg Sales Price as a % of Avg List Price	95%	93%	94%	92%	94%	93%	92%	96%	95%	96%	92%	95%	98%

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



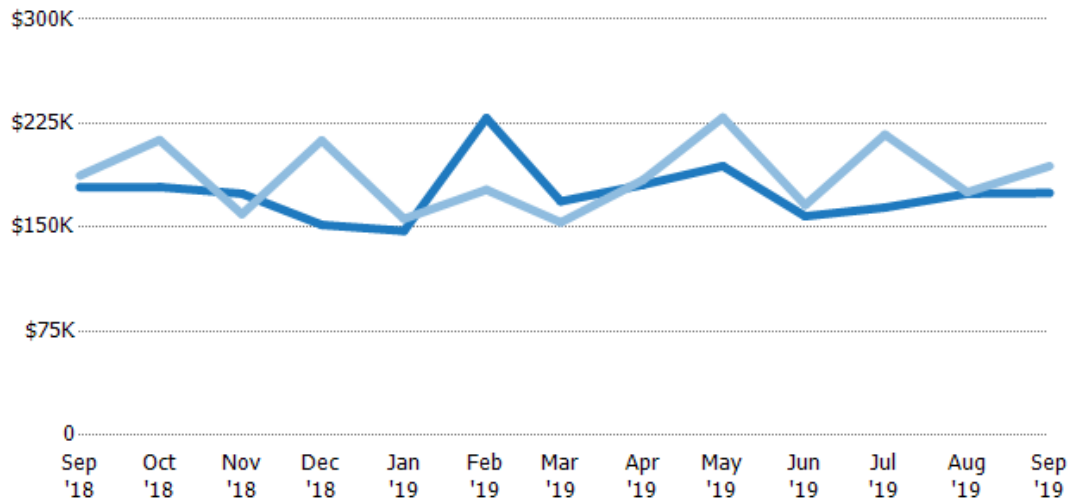
	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19
Median List Price	\$164K	\$180K	\$155K	\$167K	\$127K	\$139K	\$156K	\$180K	\$182K	\$150K	\$160K	\$180K	\$169K
Median Sales Price	\$155K	\$169K	\$145K	\$164K	\$123K	\$133K	\$150K	\$179K	\$184K	\$143K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



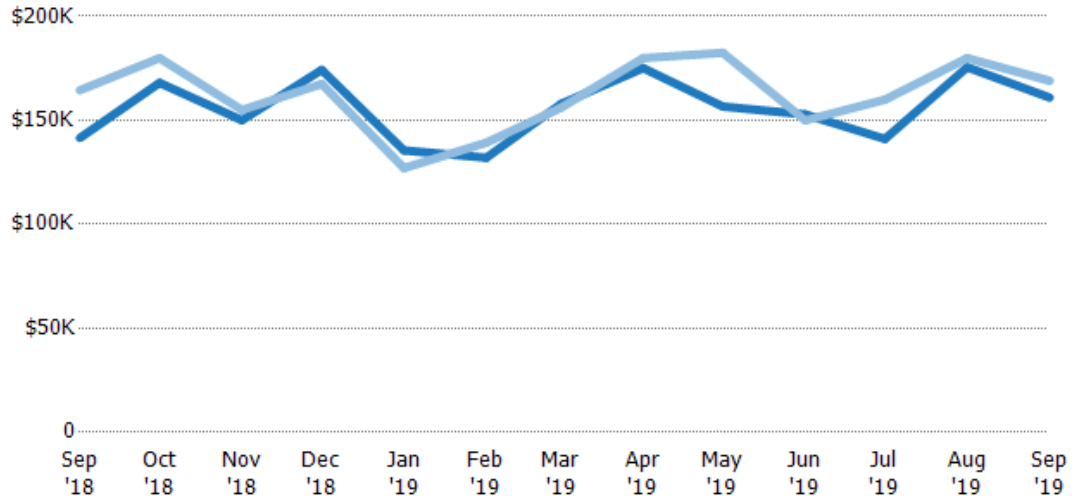
	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19
Avg Est Value	\$179K	\$179K	\$174K	\$152K	\$147K	\$229K	\$169K	\$181K	\$194K	\$158K	\$164K	\$174K	\$175K
Avg Sales Price	\$187K	\$213K	\$159K	\$213K	\$156K	\$177K	\$154K	\$184K	\$229K	\$166K	\$217K	\$175K	\$194K
Avg Sales Price as a % of Avg Est Value	105%	119%	91%	140%	106%	77%	91%	102%	118%	105%	132%	101%	111%

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
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	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19
Median Est Value	\$142K	\$168K	\$150K	\$174K	\$136K	\$132K	\$158K	\$175K	\$157K	\$153K	\$141K	\$176K	\$161K
Median Sales Price	\$164K	\$180K	\$155K	\$167K	\$127K	\$139K	\$156K	\$180K	\$182K	\$150K	\$160K	\$180K	\$169K
Med Sales Price as a % of Med Est Value	116%	107%	103%	96%	94%	105%	99%	103%	116%	98%	113%	103%	105%