

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	Apr 2020	Apr 2019	+ / -	YTD 2020	YTD 2019	+ / -
Listing Activity Charts Metrics						
New Listing Count	30	56	-46.4%	109	155	-29.7%
New Listing Volume	\$5,482,059	\$13,779,799	-60.2%	\$27,528,879	\$35,536,198	-22.5%
Active Listing Count	205	310	-33.9%	N/A	N/A	
Active Listing Volume	\$56,658,678	\$83,841,902	-32.4%	N/A	N/A	
Average Listing Price	\$276,384	\$270,458	+2.2%	\$272,319	\$269,083	+1.2%
Median Listing Price	\$215,000	\$225,000	-4.4%	\$205,079	\$223,444	-8.2%
Median Days in RPR	218	223	-2.2%	217.7	232.67	-6.4%
Months of Inventory	9.3	25.8	-63.9%	10.6	14.9	-29%
Absorption Rate	10.73%	3.87%	+6.9%	9.45%	6.7%	+2.7%
Sales Activity Charts Metrics						
New Pending Sales Count	26	32	-18.8%	110	109	+0.9%
New Pending Sales Volume	\$5,348,500	\$7,730,400	-30.8%	\$20,842,118	\$21,494,500	-3%
Pending Sales Count	49	55	-10.9%	N/A	N/A	
Pending Sales Volume	\$11,607,019	\$12,343,300	-6%	N/A	N/A	
Closed Sales Count	14	22	-36.4%	79	87	-9.2%
Closed Sales Volume	\$2,068,340	\$3,909,900	-47.1%	\$13,161,269	\$13,915,588	-5.4%
Average Sales Price	\$147,739	\$177,723	-16.9%	\$166,598	\$159,949	+4.2%
Median Sales Price	\$146,450	\$178,750	-18.1%	\$148,497	\$144,994	+2.4%

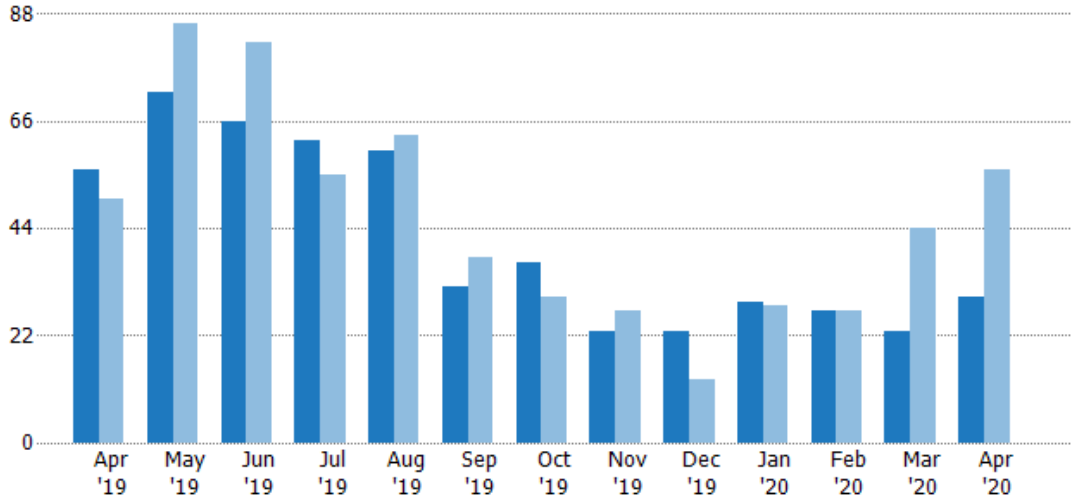
New Listings

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.
Apr '20	30	-46.4%
Apr '19	56	12%
Apr '18	50	28%



Current Year	56	72	66	62	60	32	37	23	23	29	27	23	30
Prior Year	50	86	82	55	63	38	30	27	13	28	27	44	56
Percent Change from Prior Year	12%	-16%	-20%	13%	-5%	-16%	23%	-15%	77%	4%	0%	-48%	-46%

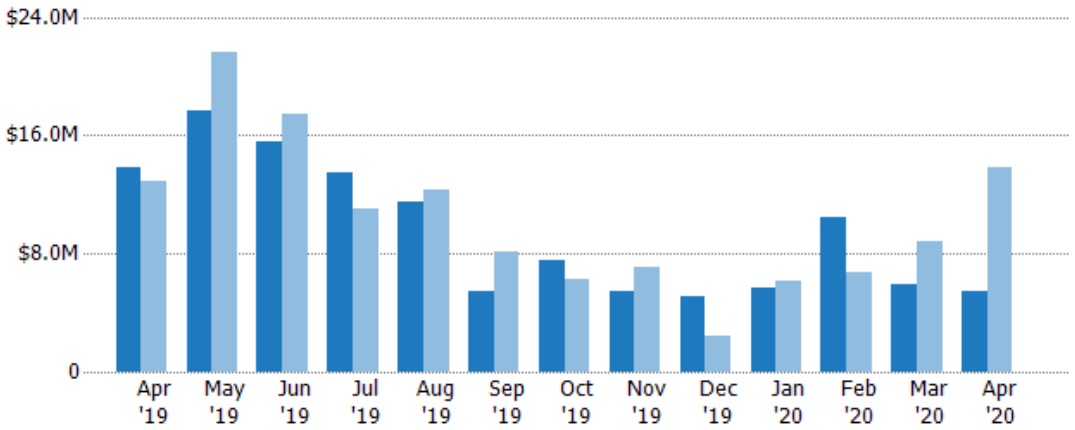
New Listing Volume

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.
Apr '20	\$5.48M	-60.2%
Apr '19	\$13.8M	7%
Apr '18	\$12.9M	33%



Current Year	\$13.8M	\$17.6M	\$15.5M	\$13.5M	\$11.6M	\$5.42M	\$7.58M	\$5.39M	\$5.1M	\$5.65M	\$10.5M	\$5.9M	\$5.48M
Prior Year	\$12.9M	\$21.6M	\$17.4M	\$11.1M	\$12.3M	\$8.18M	\$6.24M	\$7.1M	\$2.44M	\$6.16M	\$6.77M	\$8.82M	\$13.8M
Percent Change from Prior Year	7%	-19%	-11%	22%	-6%	-34%	22%	-24%	109%	-8%	55%	-33%	-60%

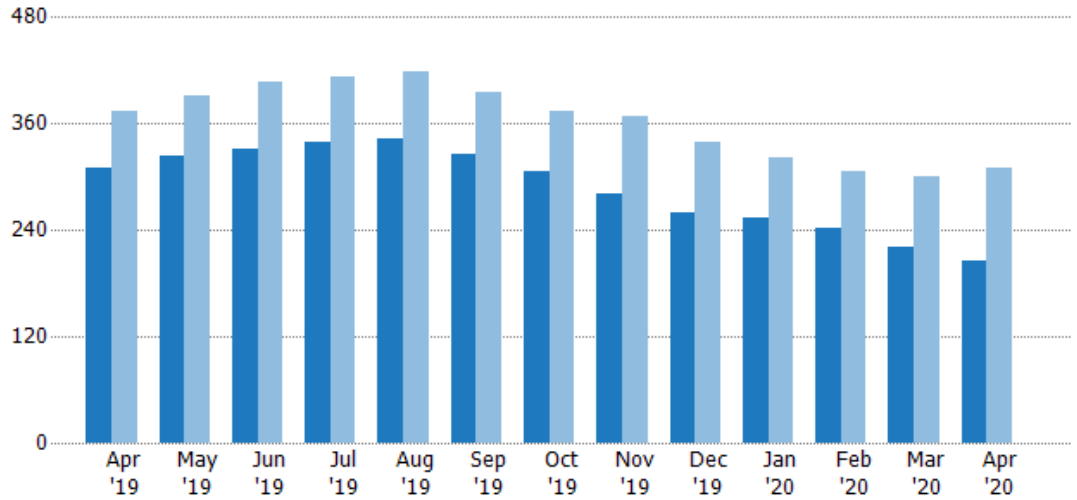
Active Listings

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.
Apr '20	205	-33.9%
Apr '19	310	-16.9%
Apr '18	373	-4%



Current Year	310	324	331	340	342	325	306	280	260	253	242	221	205
Prior Year	373	392	406	412	418	395	373	369	340	321	307	300	310
Percent Change from Prior Year	-17%	-17%	-18%	-17%	-18%	-18%	-18%	-24%	-24%	-21%	-21%	-26%	-34%

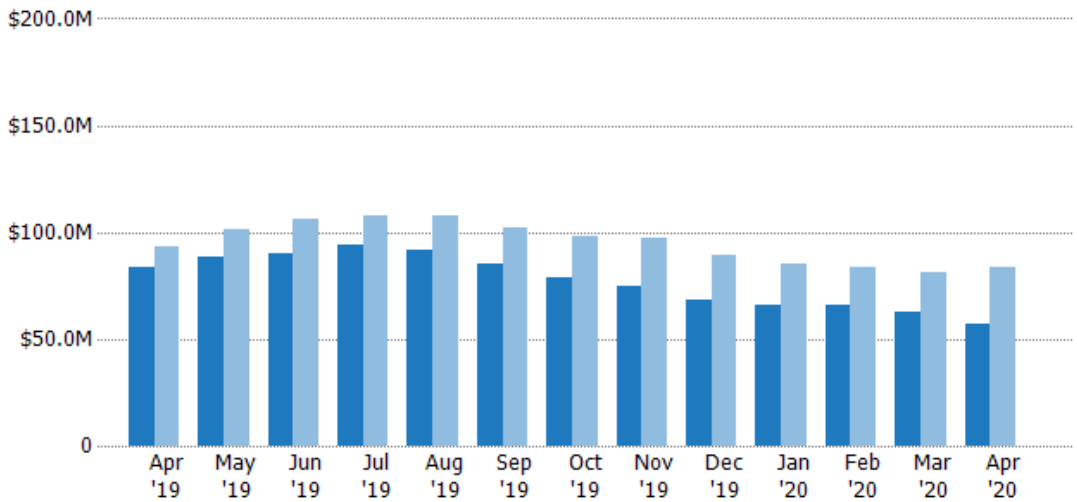
Active Listing Volume

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.
Apr '20	\$56.7M	-32.4%
Apr '19	\$83.8M	-10%
Apr '18	\$93.2M	-1%



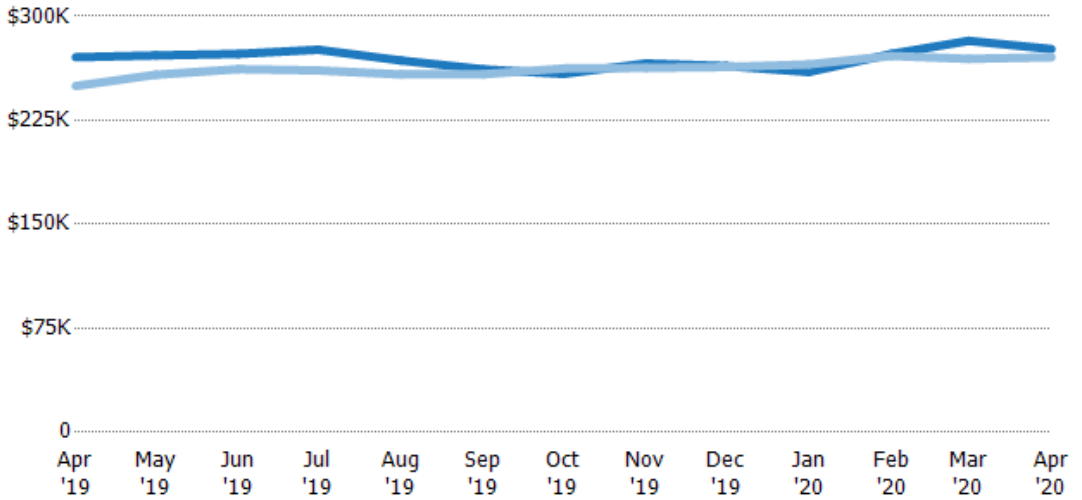
Current Year	\$83.8M	\$88.1M	\$90.3M	\$93.8M	\$91.7M	\$85.1M	\$79.1M	\$74.5M	\$68.7M	\$65.7M	\$66M	\$62.4M	\$56.7M
Prior Year	\$93.2M	\$101M	\$106M	\$108M	\$108M	\$102M	\$97.9M	\$97M	\$89.6M	\$85.2M	\$83.3M	\$80.8M	\$83.8M
Percent Change from Prior Year	-10%	-13%	-15%	-13%	-15%	-17%	-19%	-23%	-23%	-23%	-21%	-23%	-32%

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



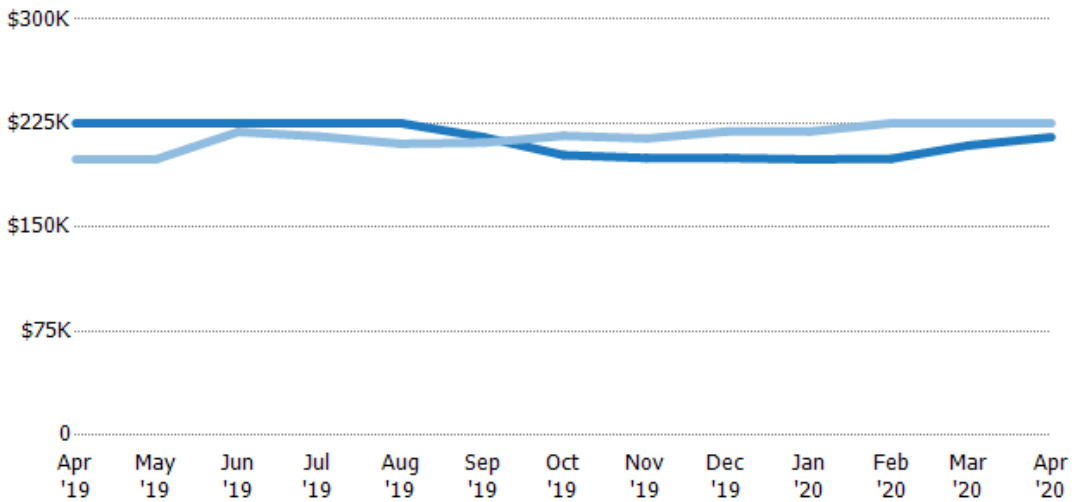
	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20
Current Year	\$270K	\$272K	\$273K	\$276K	\$268K	\$262K	\$258K	\$266K	\$264K	\$260K	\$273K	\$282K	\$276K
Prior Year	\$250K	\$258K	\$262K	\$261K	\$258K	\$258K	\$262K	\$263K	\$263K	\$265K	\$271K	\$269K	\$270K
Percent Change from Prior Year	8%	5%	4%	6%	4%	1%	-1%	1%	0%	-2%	1%	5%	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



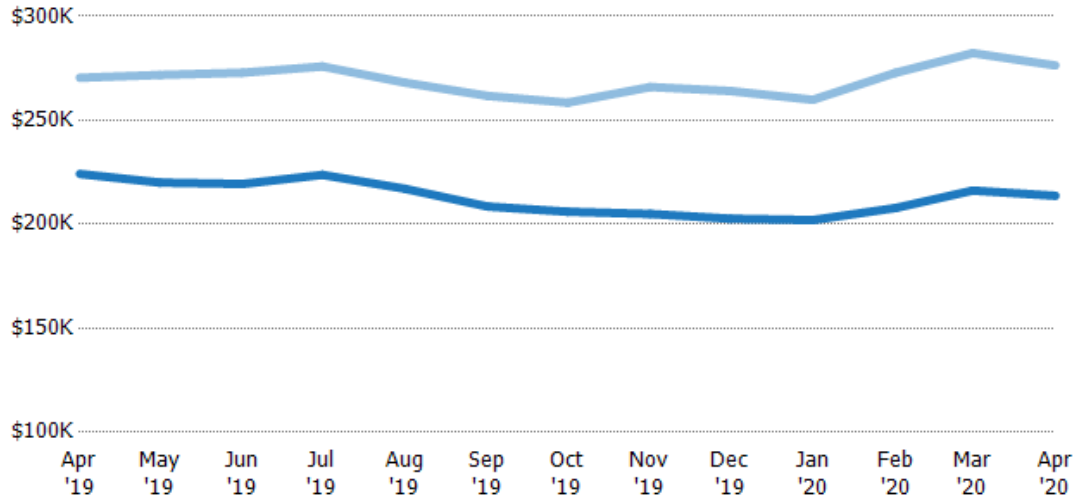
	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20
Current Year	\$225K	\$225K	\$225K	\$225K	\$225K	\$215K	\$202K	\$200K	\$200K	\$199K	\$199K	\$209K	\$215K
Prior Year	\$199K	\$199K	\$219K	\$216K	\$210K	\$211K	\$216K	\$214K	\$219K	\$219K	\$225K	\$225K	\$225K
Percent Change from Prior Year	13%	13%	3%	4%	7%	2%	-6%	-7%	-9%	-9%	-11%	-7%	-4%

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



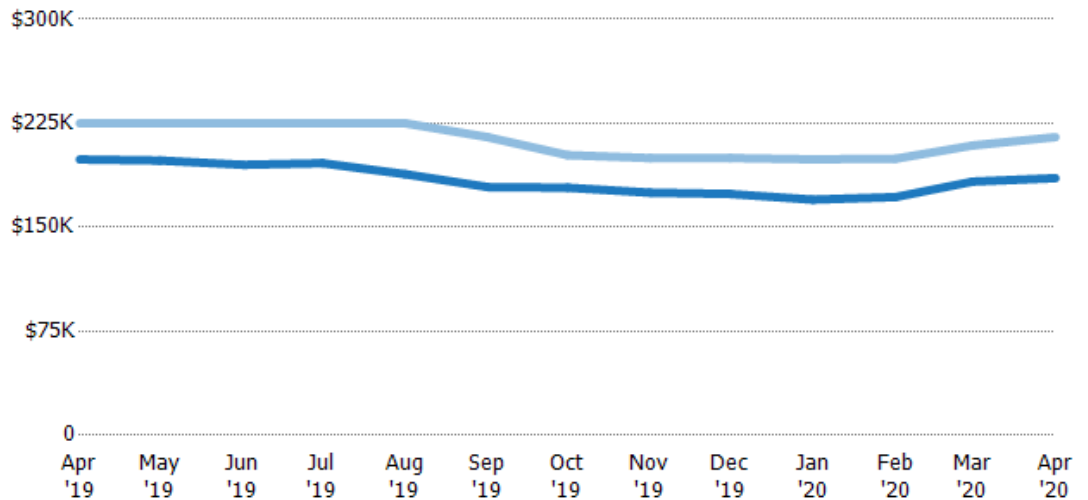
	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20
Avg Est Value	\$224K	\$220K	\$219K	\$224K	\$217K	\$209K	\$206K	\$205K	\$203K	\$202K	\$208K	\$216K	\$214K
Avg Listing Price	\$270K	\$272K	\$273K	\$276K	\$268K	\$262K	\$258K	\$266K	\$264K	\$260K	\$273K	\$282K	\$276K
Avg Listing Price as a % of Avg Est Value	121%	124%	124%	123%	124%	125%	125%	130%	130%	129%	131%	131%	129%

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



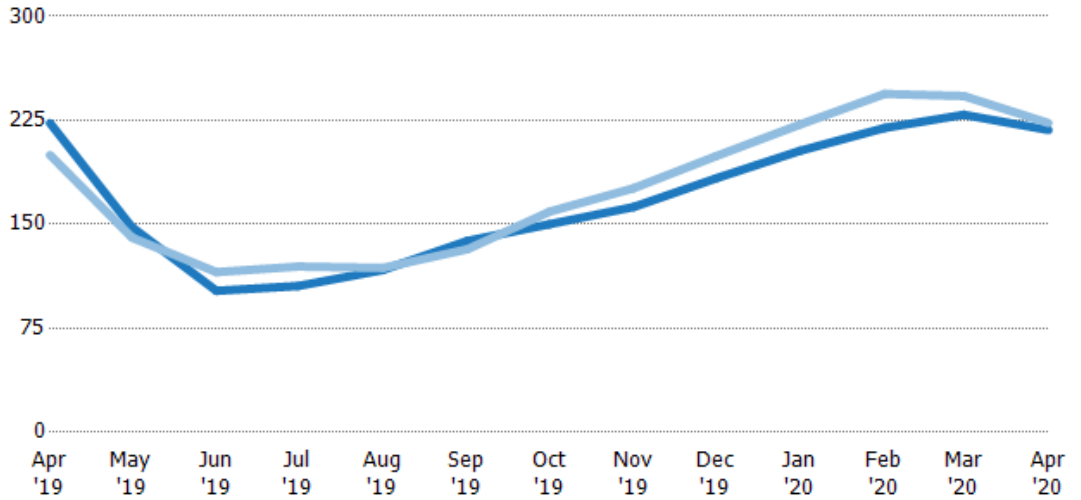
	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20
Median Est Value	\$199K	\$198K	\$195K	\$196K	\$188K	\$179K	\$179K	\$175K	\$174K	\$170K	\$172K	\$183K	\$185K
Median Listing Price	\$225K	\$225K	\$225K	\$225K	\$225K	\$215K	\$202K	\$200K	\$200K	\$199K	\$199K	\$209K	\$215K
Med Listing Price as a % of Med Est Value	113%	114%	115%	115%	119%	120%	113%	114%	115%	117%	116%	114%	116%

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.
Apr '20	218	-2.2%
Apr '19	223	11.5%
Apr '18	200	2.3%

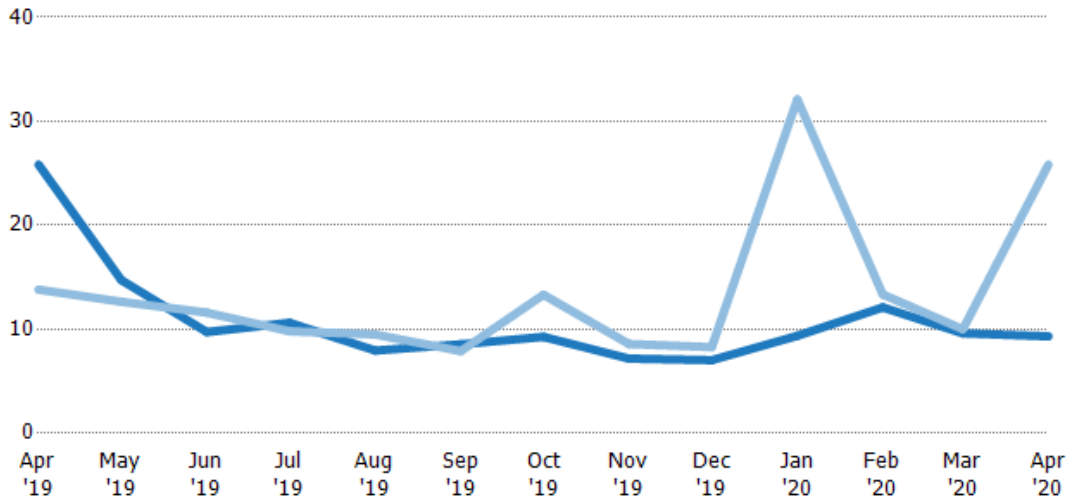
Current Year	223	148	102	106	117	138	150	163	183	203	220	229	218
Prior Year	200	141	116	120	119	132	159	176	199	222	244	243	223
Percent Change from Prior Year	12%	5%	-12%	-12%	-1%	5%	-6%	-8%	-8%	-9%	-10%	-6%	-2%

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.
Apr '20	9.32	-63.9%
Apr '19	25.8	87%
Apr '18	13.8	29.6%

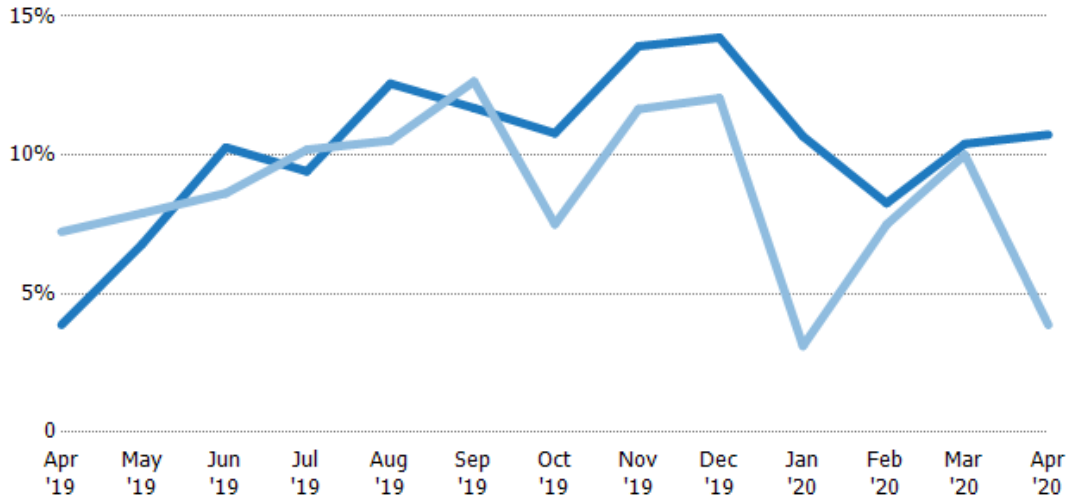
Current Year	25.8	14.7	9.74	10.6	7.95	8.55	9.27	7.18	7.03	9.37	12.1	9.61	9.32
Prior Year	13.8	12.6	11.6	9.81	9.5	7.9	13.3	8.58	8.29	32.1	13.3	10	25.8
Percent Change from Prior Year	87%	16%	-16%	8%	-16%	8%	-30%	-16%	-15%	-71%	-9%	-4%	-64%

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.
Apr '20	11%	-6.9%
Apr '19	4%	3.4%
Apr '18	7%	-22.8%

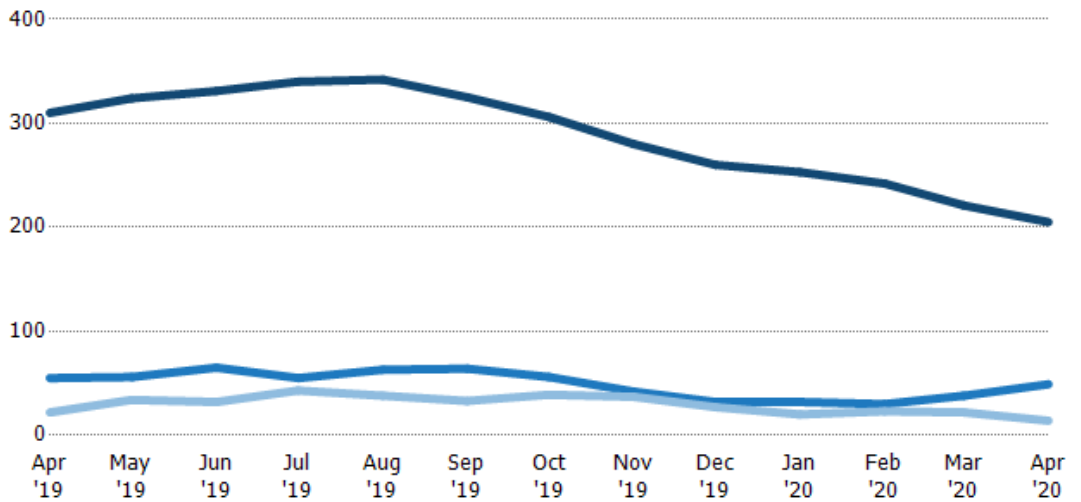
Current Year	4%	7%	10%	9%	13%	12%	11%	14%	14%	11%	8%	10%	11%
Prior Year	7%	8%	9%	10%	11%	13%	8%	12%	12%	3%	7%	10%	4%
Change from Prior Year	3%	1%	-2%	1%	-2%	1%	-3%	-2%	-2%	-8%	-1%	0%	-7%

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	310	324	331	340	342	325	306	280	260	253	242	221	205
Pending	55	56	65	55	63	64	56	42	32	32	30	38	49
Sold	22	34	32	43	38	33	39	37	27	20	23	22	14

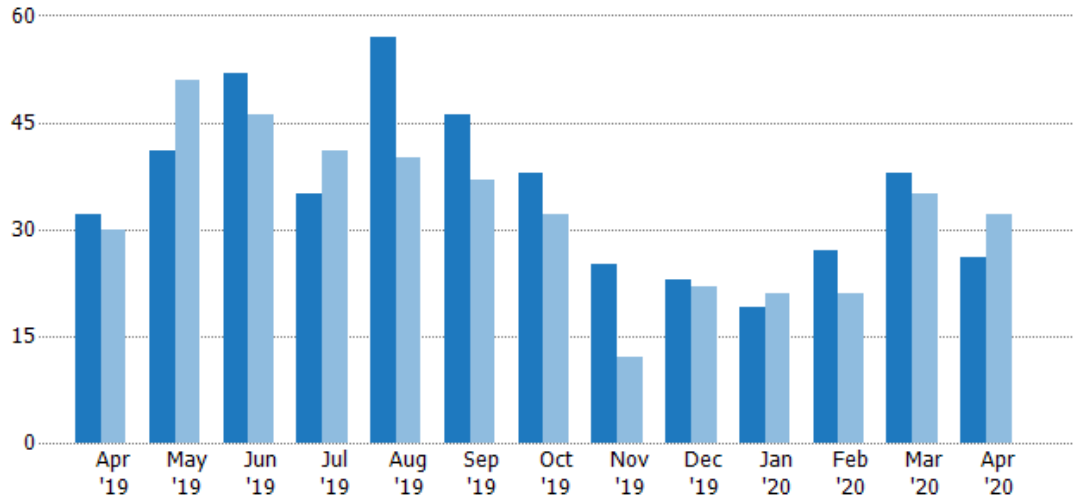
New Pending Sales

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.
Apr '20	26	-18.8%
Apr '19	32	6.7%
Apr '18	30	-23.3%



Current Year	32	41	52	35	57	46	38	25	23	19	27	38	26
Prior Year	30	51	46	41	40	37	32	12	22	21	21	35	32
Percent Change from Prior Year	7%	-20%	13%	-15%	43%	24%	19%	108%	5%	-10%	29%	9%	-19%

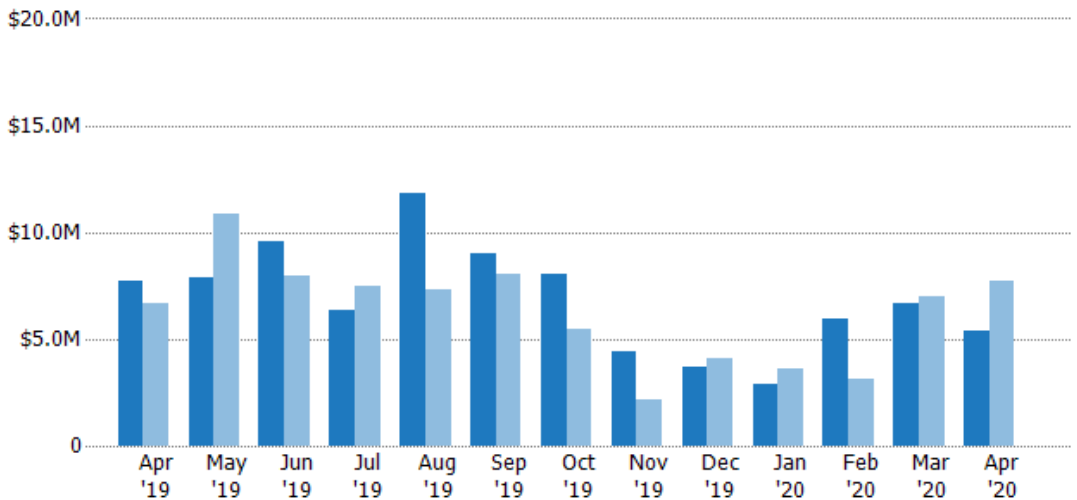
New Pending Sales Volume

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.
Apr '20	\$5.35M	-30.8%
Apr '19	\$7.73M	15.6%
Apr '18	\$6.69M	-33.1%



Current Year	\$7.73M	\$7.91M	\$9.54M	\$6.32M	\$11.8M	\$8.98M	\$8.07M	\$4.43M	\$3.67M	\$2.88M	\$5.92M	\$6.69M	\$5.35M
Prior Year	\$6.69M	\$10.8M	\$7.92M	\$7.44M	\$7.31M	\$8.03M	\$5.5M	\$2.15M	\$4.07M	\$3.58M	\$3.17M	\$7.02M	\$7.73M
Percent Change from Prior Year	16%	-27%	20%	-15%	62%	12%	47%	106%	-10%	-20%	87%	-5%	-31%

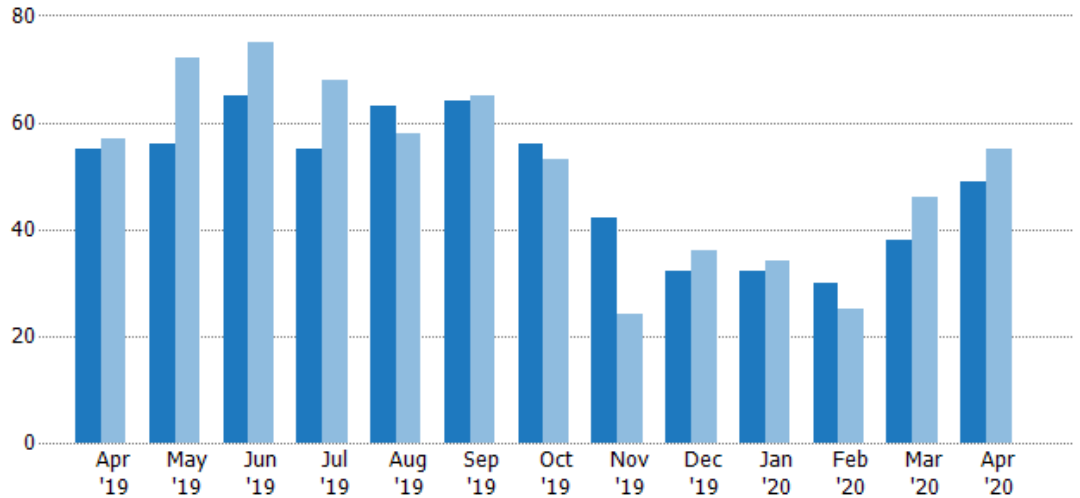
Pending Sales

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.
Apr '20	49	-10.9%
Apr '19	55	-3.5%
Apr '18	57	-24.6%



	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20
Current Year	55	56	65	55	63	64	56	42	32	32	30	38	49
Prior Year	57	72	75	68	58	65	53	24	36	34	25	46	55
Percent Change from Prior Year	-4%	-22%	-13%	-19%	9%	-2%	6%	75%	-11%	-6%	20%	-17%	-11%

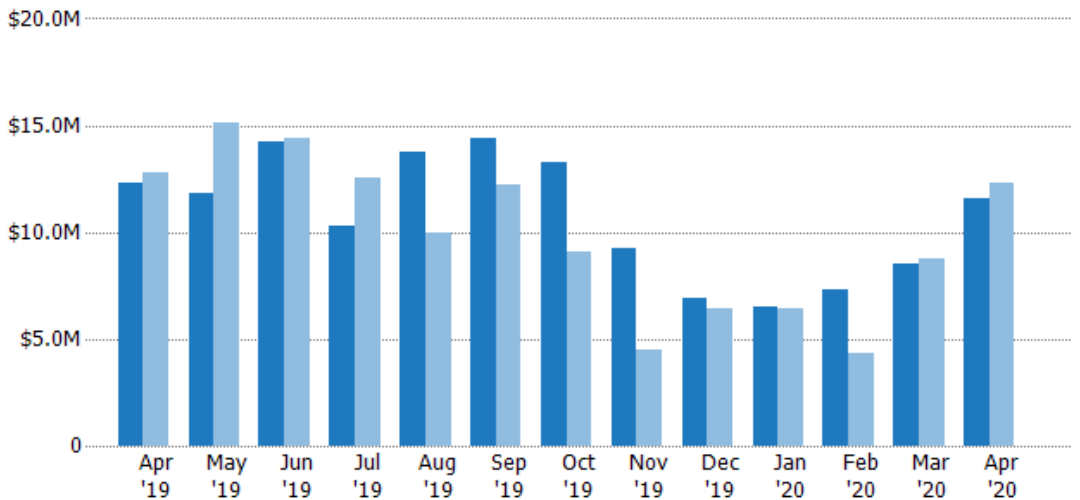
Pending Sales Volume

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.
Apr '20	\$11.6M	-6%
Apr '19	\$12.3M	-3.6%
Apr '18	\$12.8M	-37%



	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20
Current Year	\$12.3M	\$11.8M	\$14.2M	\$10.3M	\$13.8M	\$14.4M	\$13.3M	\$9.23M	\$6.93M	\$6.54M	\$7.35M	\$8.53M	\$11.6M
Prior Year	\$12.8M	\$15.1M	\$14.4M	\$12.6M	\$10M	\$12.2M	\$9.09M	\$4.52M	\$6.46M	\$6.46M	\$4.31M	\$8.8M	\$12.3M
Percent Change from Prior Year	-4%	-22%	-1%	-18%	38%	18%	46%	104%	7%	1%	70%	-3%	-6%

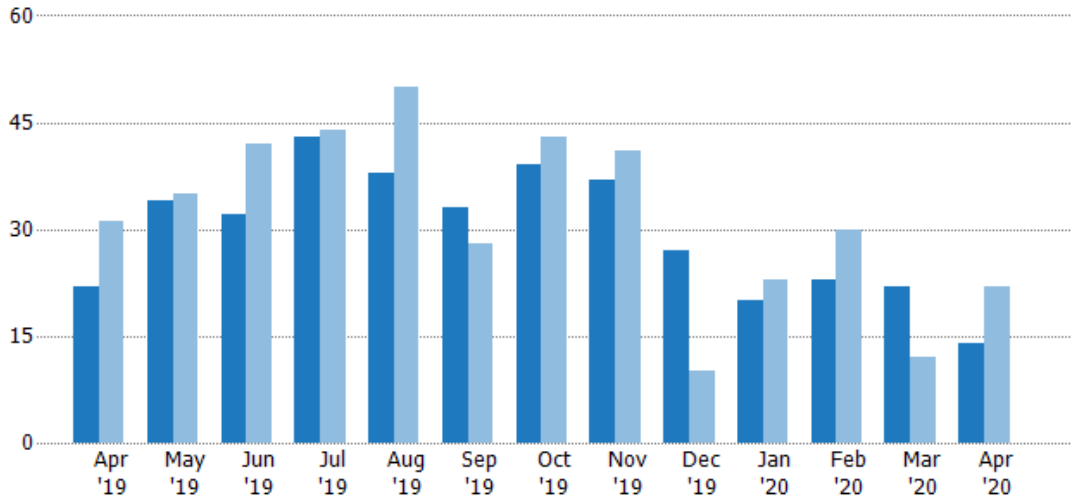
Closed Sales

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.
Apr '20	14	-36.4%
Apr '19	22	-29%
Apr '18	31	-38.7%



Current Year	22	34	32	43	38	33	39	37	27	20	23	22	14
Prior Year	31	35	42	44	50	28	43	41	10	23	30	12	22
Percent Change from Prior Year	-29%	-3%	-24%	-2%	-24%	18%	-9%	-10%	170%	-13%	-23%	83%	-36%

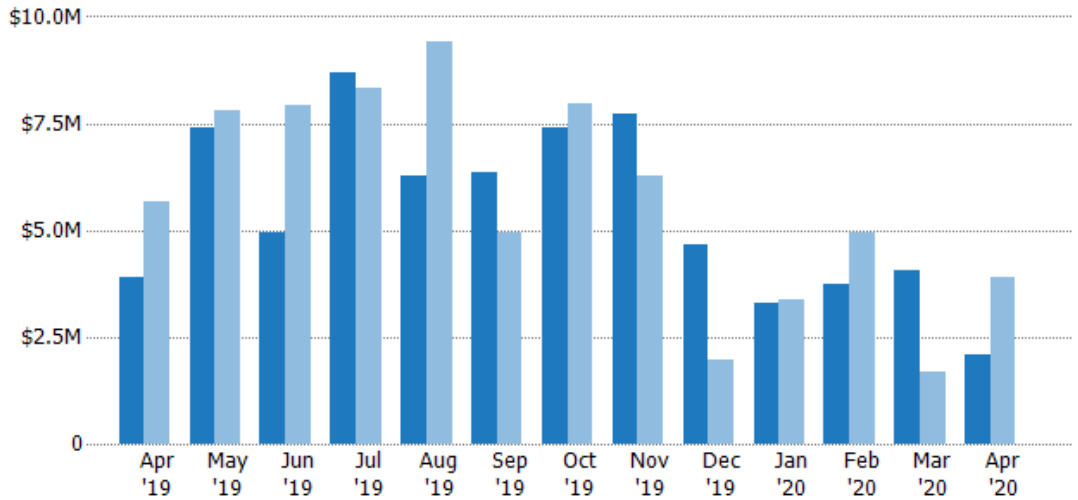
Closed Sales Volume

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.
Apr '20	\$2.07M	-47.1%
Apr '19	\$3.91M	-31.2%
Apr '18	\$5.69M	-42.9%



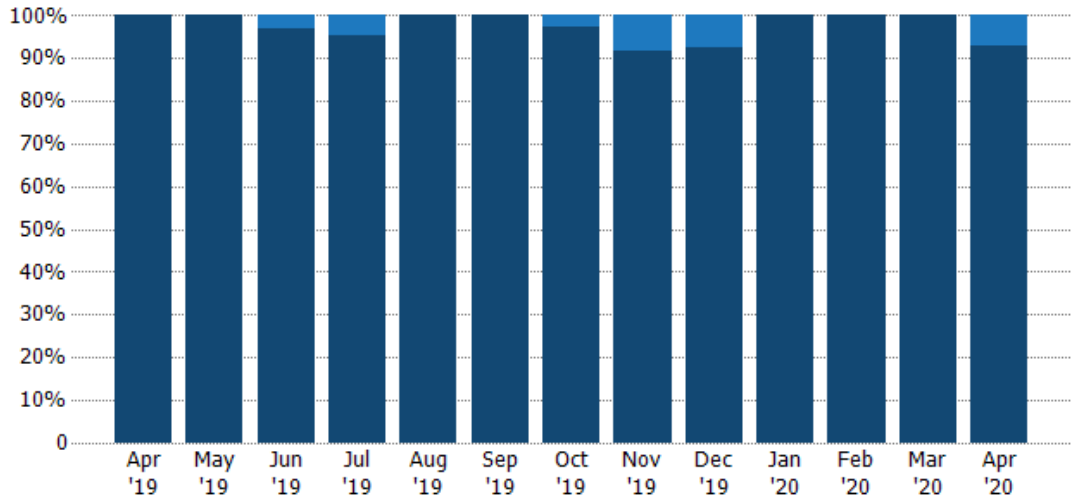
Current Year	\$3.91M	\$7.4M	\$4.93M	\$8.67M	\$6.27M	\$6.37M	\$7.41M	\$7.73M	\$4.64M	\$3.28M	\$3.74M	\$4.07M	\$2.07M
Prior Year	\$5.69M	\$7.82M	\$7.94M	\$8.33M	\$9.41M	\$4.93M	\$7.96M	\$6.28M	\$1.95M	\$3.38M	\$4.93M	\$1.7M	\$3.91M
Percent Change from Prior Year	-31%	-5%	-38%	4%	-33%	29%	-7%	23%	138%	-3%	-24%	140%	-47%

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



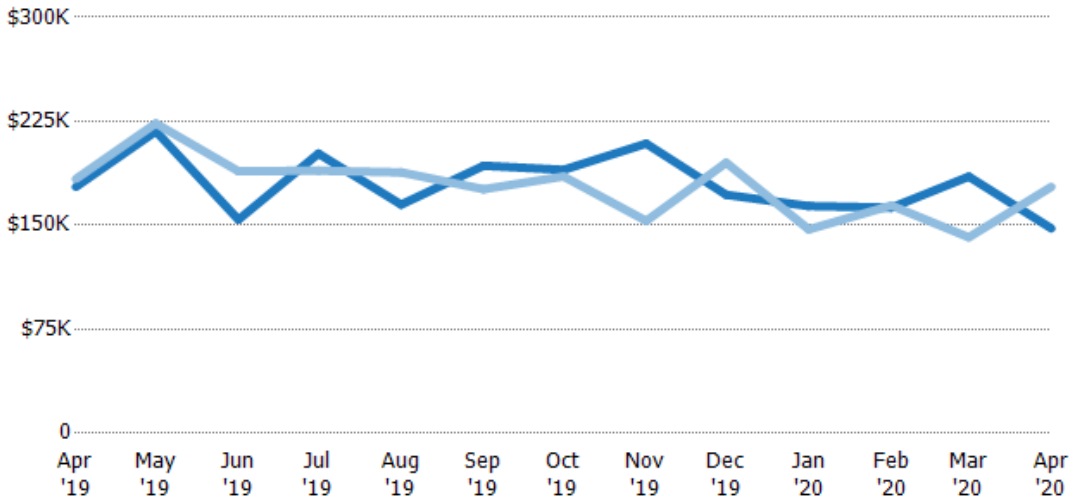
Property Type	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20
Condo/Townhouse	-	-	3%	5%	-	-	3%	8%	7%	-	-	-	7%
Single Family Residence	100%	100%	97%	95%	100%	100%	97%	92%	93%	100%	100%	100%	93%

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.
Apr '20	\$148K	-16.9%
Apr '19	\$178K	-3.1%
Apr '18	\$183K	-6.9%

Property Type	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20
Current Year	\$178K	\$218K	\$154K	\$202K	\$165K	\$193K	\$190K	\$209K	\$172K	\$164K	\$163K	\$185K	\$148K
Prior Year	\$183K	\$223K	\$189K	\$189K	\$188K	\$176K	\$185K	\$153K	\$195K	\$147K	\$164K	\$141K	\$178K
Percent Change from Prior Year	-3%	-3%	-18%	7%	-12%	10%	3%	36%	-12%	11%	-1%	31%	-17%

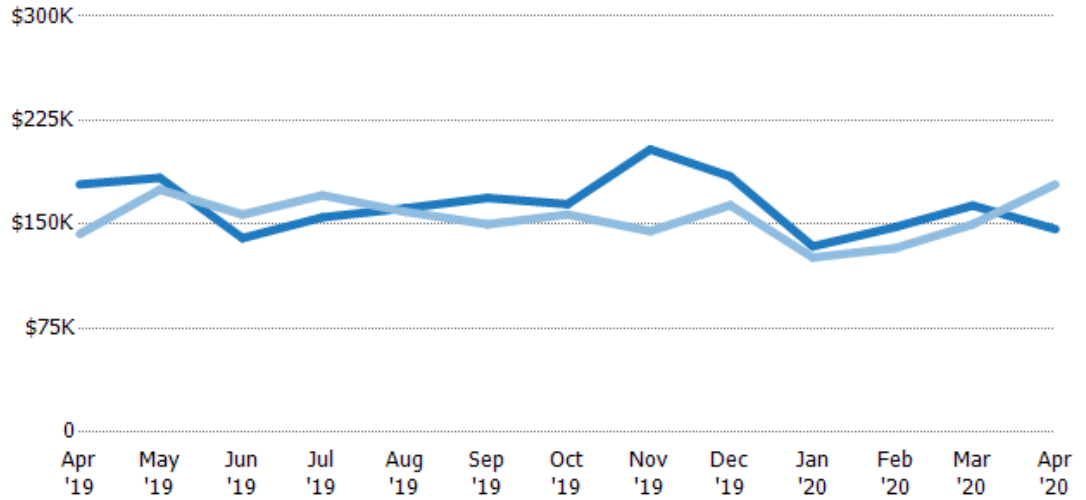
Median Sales Price

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.
Apr '20	\$146K	-18.1%
Apr '19	\$179K	25%
Apr '18	\$143K	11.9%



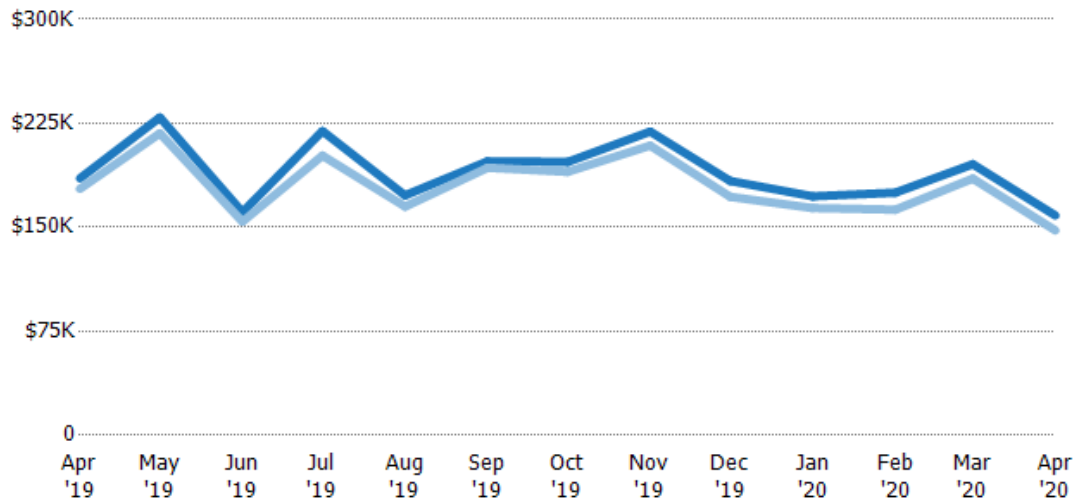
Current Year	\$179K	\$184K	\$140K	\$155K	\$162K	\$169K	\$165K	\$204K	\$185K	\$134K	\$148K	\$164K	\$146K
Prior Year	\$143K	\$175K	\$157K	\$171K	\$159K	\$150K	\$157K	\$145K	\$164K	\$126K	\$133K	\$150K	\$179K
Percent Change from Prior Year	25%	5%	-11%	-9%	2%	13%	5%	41%	13%	6%	11%	9%	-18%

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



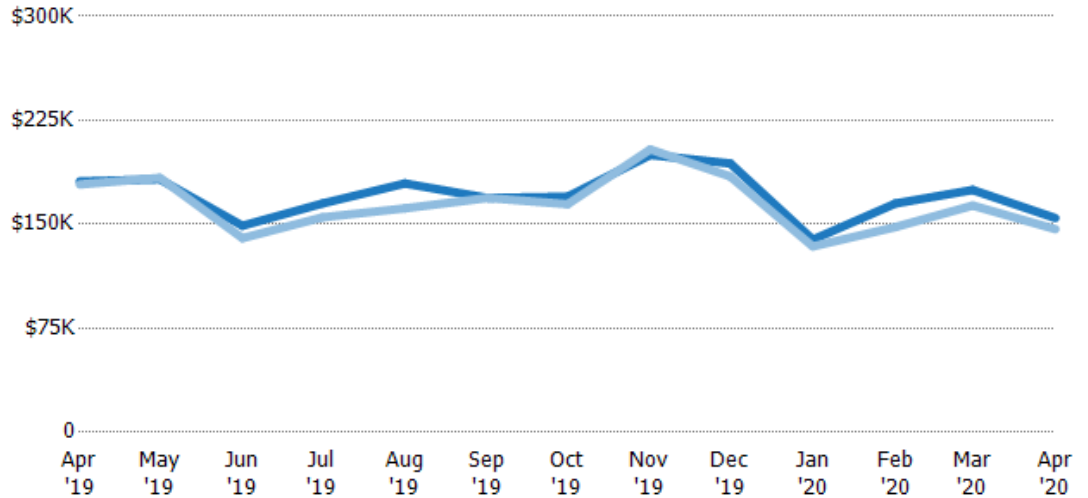
Avg List Price	\$185K	\$229K	\$161K	\$219K	\$173K	\$198K	\$197K	\$219K	\$183K	\$172K	\$175K	\$196K	\$159K
Avg Sales Price	\$178K	\$218K	\$154K	\$202K	\$165K	\$193K	\$190K	\$209K	\$172K	\$164K	\$163K	\$185K	\$148K
Avg Sales Price as a % of Avg List Price	96%	95%	96%	92%	95%	98%	96%	95%	94%	95%	93%	95%	93%

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



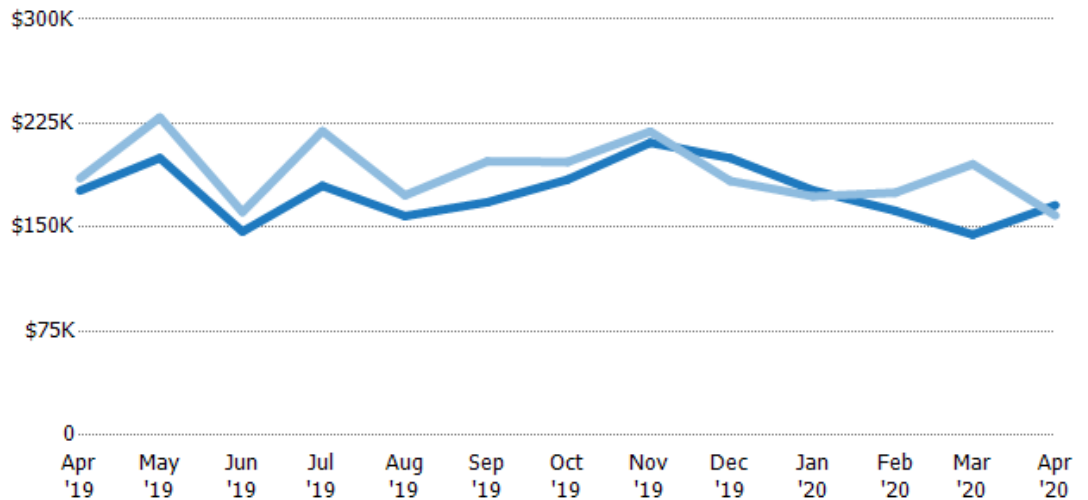
	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20
Median List Price	\$181K	\$182K	\$149K	\$165K	\$179K	\$169K	\$170K	\$200K	\$194K	\$139K	\$165K	\$175K	\$155K
Median Sales Price	\$179K	\$184K	\$140K	\$155K	\$162K	\$169K	\$165K	\$204K	\$185K	\$134K	\$148K	\$164K	\$146K
Med Sales Price as a % of Med List Price	99%	101%	94%	94%	90%	100%	97%	102%	95%	96%	90%	94%	95%

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



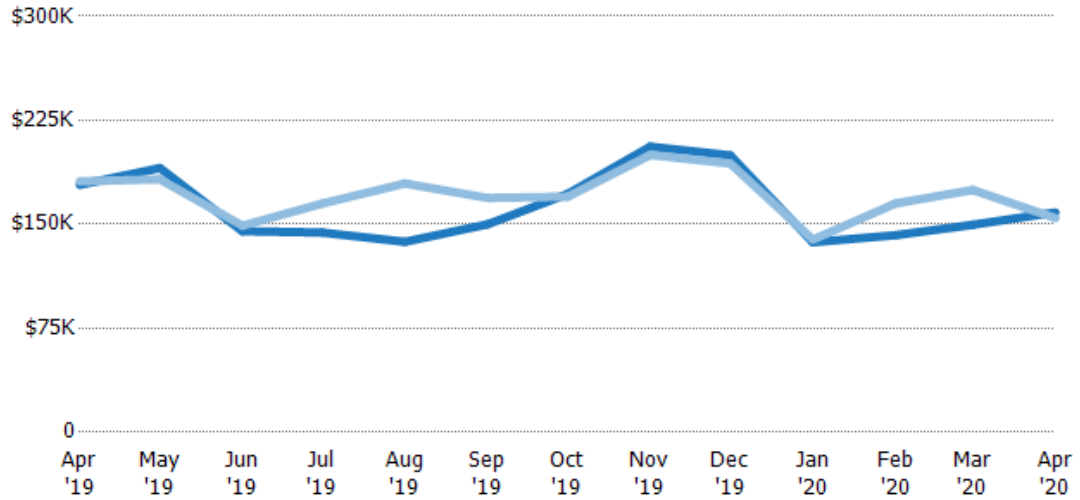
	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20
Avg Est Value	\$176K	\$200K	\$147K	\$180K	\$158K	\$168K	\$184K	\$211K	\$200K	\$177K	\$162K	\$145K	\$166K
Avg Sales Price	\$185K	\$229K	\$161K	\$219K	\$173K	\$198K	\$197K	\$219K	\$183K	\$172K	\$175K	\$196K	\$159K
Avg Sales Price as a % of Avg Est Value	105%	115%	110%	122%	109%	118%	107%	104%	92%	98%	108%	135%	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



	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20
Median Est Value	\$178K	\$191K	\$145K	\$144K	\$137K	\$150K	\$172K	\$206K	\$200K	\$137K	\$142K	\$150K	\$159K
Median Sales Price	\$181K	\$182K	\$149K	\$165K	\$179K	\$169K	\$170K	\$200K	\$194K	\$139K	\$165K	\$175K	\$155K
Med Sales Price as a % of Med Est Value	101%	96%	103%	115%	131%	113%	99%	97%	97%	101%	116%	117%	97%