

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	May 2020	May 2019	+ / -	YTD 2020	YTD 2019	+ / -
Listing Activity Charts Metrics						
New Listing Count	51	72	-29.2%	160	226	-29.2%
New Listing Volume	\$15,255,900	\$17,589,399	-13.3%	\$42,557,680	\$52,491,597	-18.9%
Active Listing Count	196	322	-39.1%	N/A	N/A	
Active Listing Volume	\$58,783,899	\$87,236,301	-32.6%	N/A	N/A	
Average Listing Price	\$299,918	\$270,920	+10.7%	\$278,685	\$269,080	+3.6%
Median Listing Price	\$215,000	\$225,000	-4.4%	\$205,519	\$223,767	-8.2%
Median Days in RPR	177	156	+13.5%	211.96	211.52	+0.2%
Months of Inventory	14	14.6	-4.3%	9.5	13.2	-27.7%
Absorption Rate	7.14%	6.83%	+0.3%	10.51%	7.6%	+2.9%
Sales Activity Charts Metrics						
New Pending Sales Count	57	41	+39%	166	150	+10.7%
New Pending Sales Volume	\$11,484,760	\$7,905,900	+45.3%	\$31,958,978	\$29,400,400	+8.7%
Pending Sales Count	71	56	+26.8%	N/A	N/A	
Pending Sales Volume	\$15,046,280	\$11,783,700	+27.7%	N/A	N/A	
Closed Sales Count	24	32	-25%	103	119	-13.4%
Closed Sales Volume	\$5,885,300	\$6,978,703	-15.7%	\$19,046,569	\$20,894,291	-8.8%
Average Sales Price	\$245,221	\$218,084	+12.4%	\$184,918	\$175,582	+5.3%
Median Sales Price	\$174,500	\$183,500	-4.9%	\$154,556	\$155,349	-0.5%

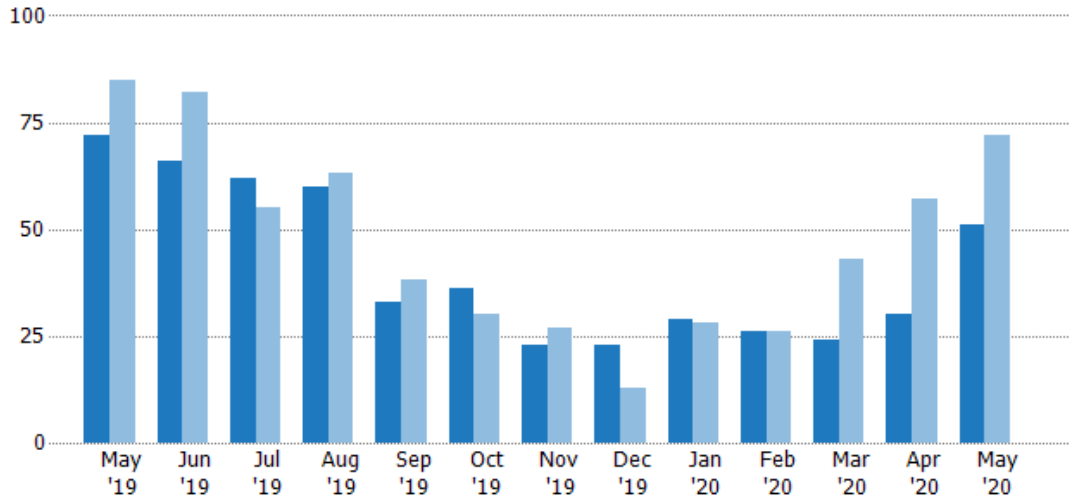
New Listings

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.
May '20	51	-29.2%
May '19	72	-15.3%
May '18	85	10.6%



Current Year	72	66	62	60	33	36	23	23	29	26	24	30	51
Prior Year	85	82	55	63	38	30	27	13	28	26	43	57	72
Percent Change from Prior Year	-15%	-20%	13%	-5%	-13%	20%	-15%	77%	4%	0%	-44%	-47%	-29%

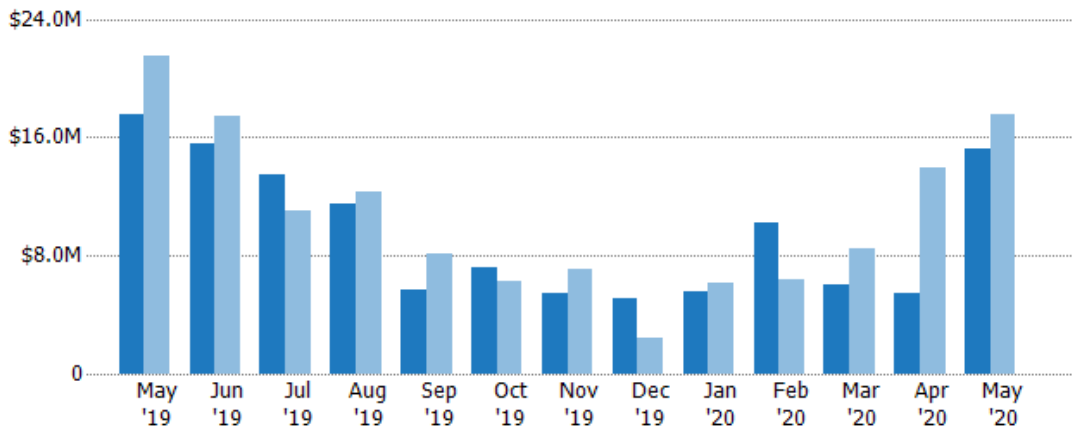
New Listing Volume

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.
May '20	\$15.3M	-13.3%
May '19	\$17.6M	-18.2%
May '18	\$21.5M	-5.2%



Current Year	\$17.6M	\$15.5M	\$13.5M	\$11.5M	\$5.64M	\$7.2M	\$5.39M	\$5.1M	\$5.59M	\$10.2M	\$6.08M	\$5.46M	\$15.3M
Prior Year	\$21.5M	\$17.4M	\$11.1M	\$12.3M	\$8.18M	\$6.24M	\$7.1M	\$2.44M	\$6.16M	\$6.37M	\$8.43M	\$13.9M	\$17.6M
Percent Change from Prior Year	-18%	-11%	22%	-6%	-31%	15%	-24%	109%	-9%	60%	-28%	-61%	-13%

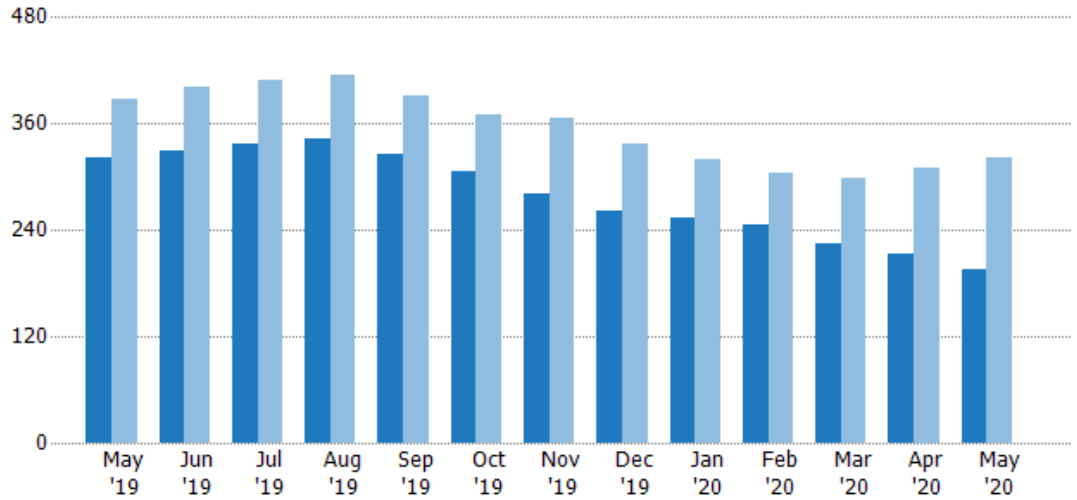
Active Listings

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.
May '20	196	-39.1%
May '19	322	-17%
May '18	388	4.9%



Current Year	322	330	338	342	325	306	280	261	254	245	224	213	196
Prior Year	388	402	409	415	392	370	366	337	319	304	298	309	322
Percent Change from Prior Year	-17%	-18%	-17%	-18%	-17%	-17%	-23%	-23%	-20%	-19%	-25%	-31%	-39%

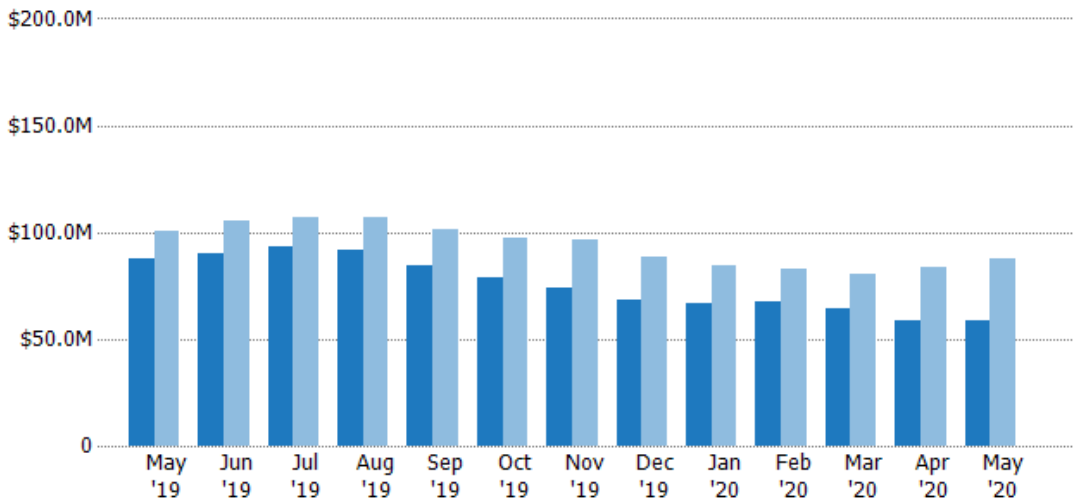
Active Listing Volume

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.
May '20	\$58.8M	-32.6%
May '19	\$87.2M	-12.9%
May '18	\$100M	0.7%



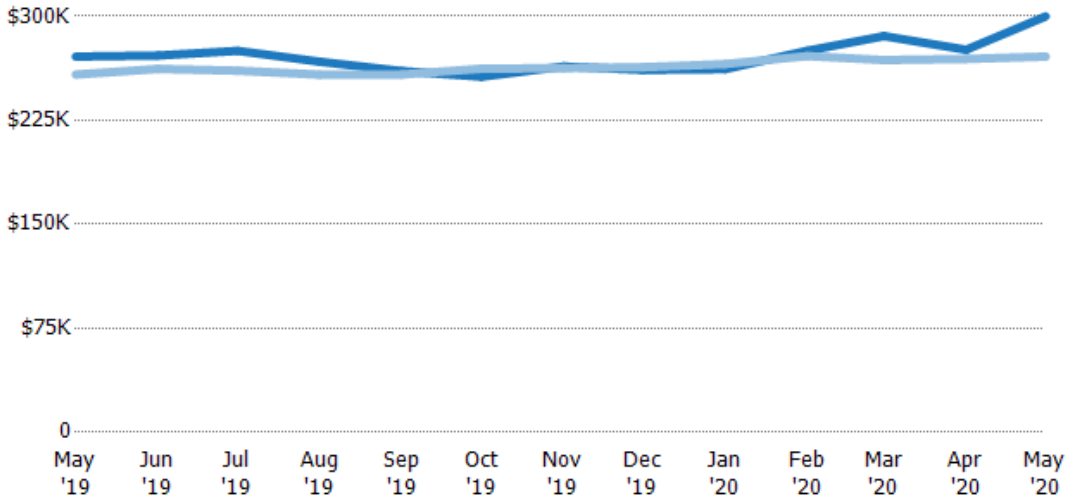
Current Year	\$87.2M	\$89.7M	\$93M	\$91.4M	\$84.7M	\$78.5M	\$73.9M	\$68.2M	\$66.5M	\$67.4M	\$64M	\$58.8M	\$58.8M
Prior Year	\$100M	\$105M	\$107M	\$107M	\$101M	\$97M	\$96.1M	\$88.7M	\$84.7M	\$82.5M	\$80M	\$83.2M	\$87.2M
Percent Change from Prior Year	-13%	-15%	-13%	-15%	-16%	-19%	-23%	-23%	-21%	-18%	-20%	-29%	-33%

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



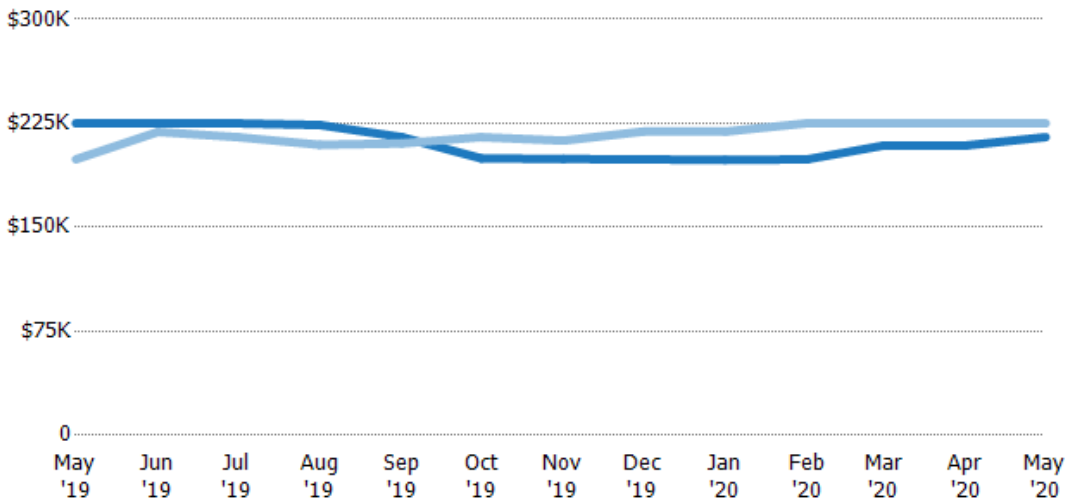
	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20
Current Year	\$271K	\$272K	\$275K	\$267K	\$260K	\$256K	\$264K	\$261K	\$262K	\$275K	\$286K	\$276K	\$300K
Prior Year	\$258K	\$262K	\$261K	\$258K	\$258K	\$262K	\$263K	\$263K	\$266K	\$271K	\$268K	\$269K	\$271K
Percent Change from Prior Year	5%	4%	5%	4%	1%	-2%	0%	-1%	-1%	1%	6%	2%	11%

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



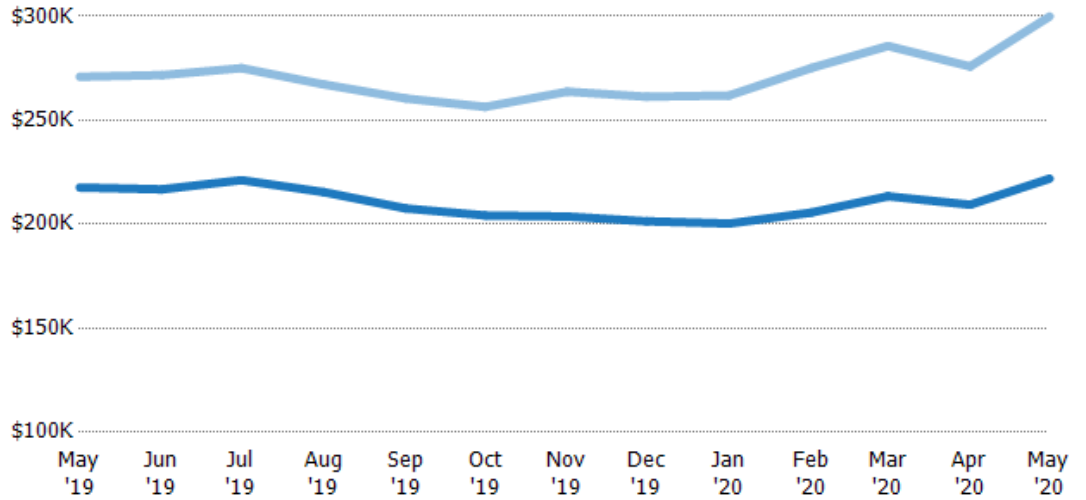
	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20
Current Year	\$225K	\$225K	\$225K	\$224K	\$215K	\$200K	\$199K	\$199K	\$199K	\$199K	\$209K	\$209K	\$215K
Prior Year	\$199K	\$219K	\$215K	\$210K	\$210K	\$215K	\$212K	\$219K	\$219K	\$225K	\$225K	\$225K	\$225K
Percent Change from Prior Year	13%	3%	5%	7%	2%	-7%	-6%	-9%	-9%	-12%	-7%	-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



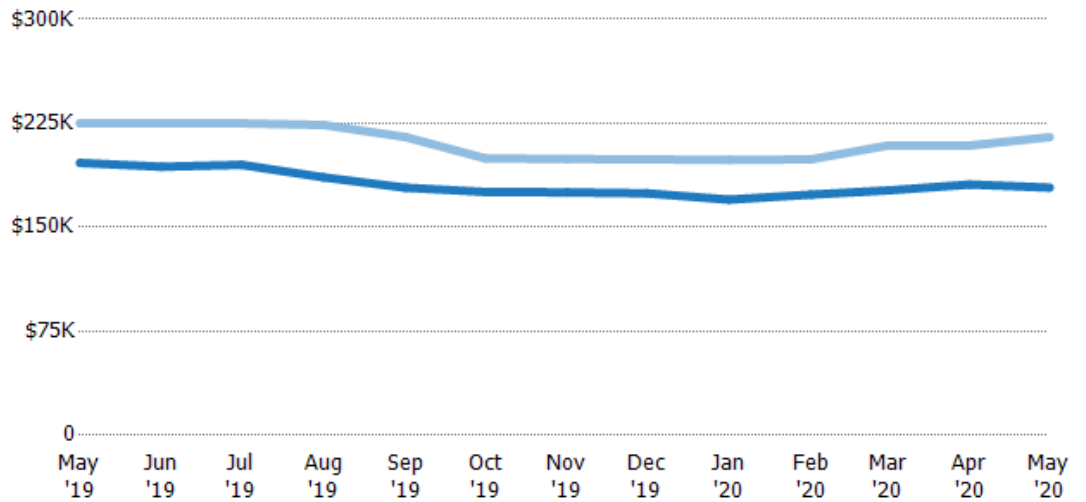
	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20
Avg Est Value	\$218K	\$217K	\$221K	\$215K	\$208K	\$204K	\$204K	\$201K	\$200K	\$206K	\$213K	\$209K	\$222K
Avg Listing Price	\$271K	\$272K	\$275K	\$267K	\$260K	\$256K	\$264K	\$261K	\$262K	\$275K	\$286K	\$276K	\$300K
Avg Listing Price as a % of Avg Est Value	124%	125%	124%	124%	125%	126%	129%	130%	131%	134%	134%	132%	135%

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



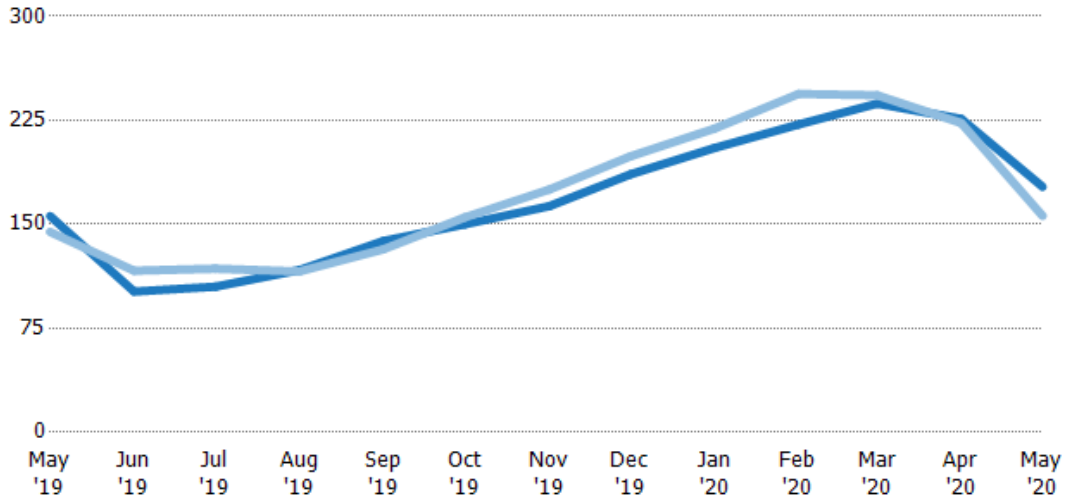
	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20
Median Est Value	\$196K	\$194K	\$195K	\$186K	\$179K	\$175K	\$175K	\$174K	\$170K	\$174K	\$177K	\$181K	\$179K
Median Listing Price	\$225K	\$225K	\$225K	\$224K	\$215K	\$200K	\$199K	\$199K	\$199K	\$199K	\$209K	\$209K	\$215K
Med Listing Price as a % of Med Est Value	115%	116%	115%	120%	120%	114%	114%	114%	117%	115%	118%	116%	120%

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



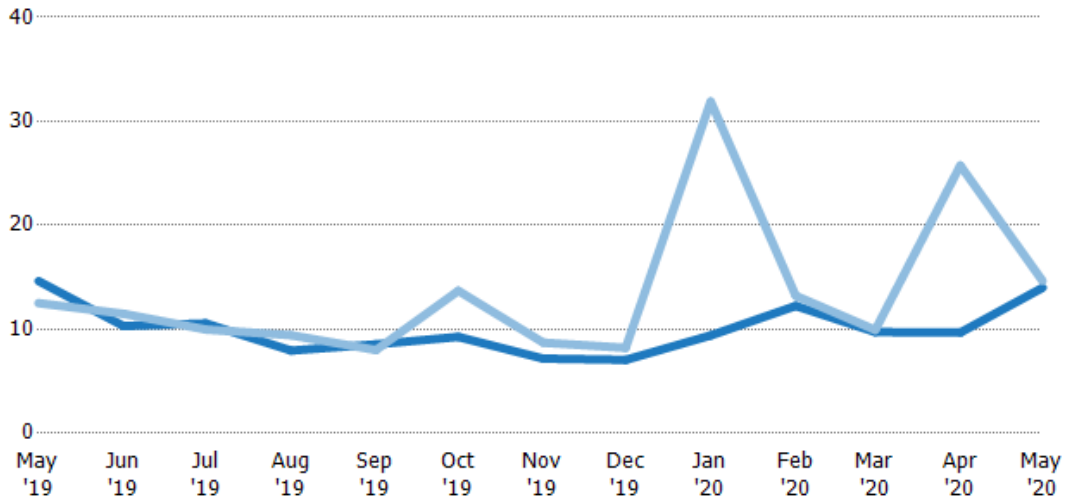
	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20
Current Year	156	102	105	117	138	150	163	186	205	222	237	226	177
Prior Year	145	117	118	116	132	155	175	199	219	244	243	223	156
Percent Change from Prior Year	8%	-13%	-11%	1%	5%	-3%	-7%	-7%	-6%	-9%	-2%	1%	13%

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



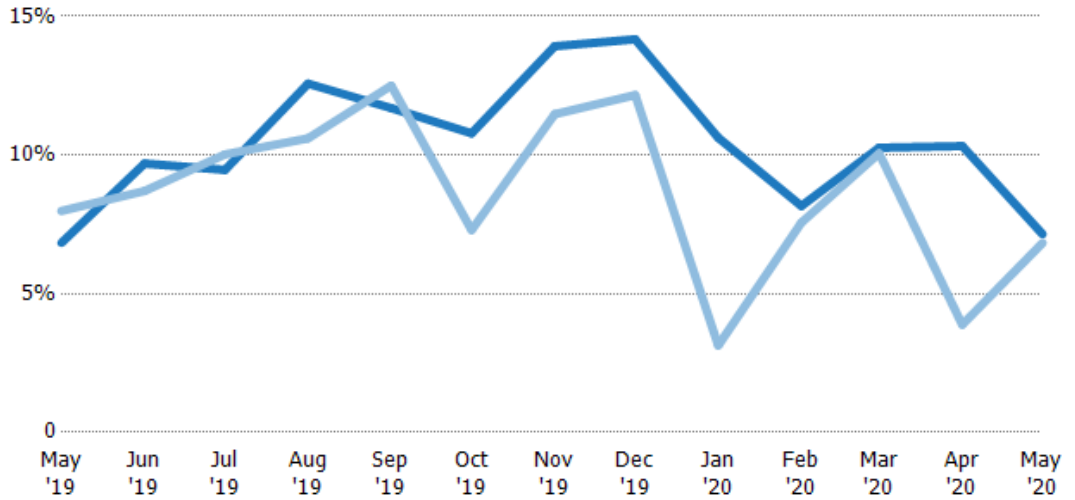
	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20
Current Year	14.6	10.3	10.6	7.95	8.55	9.27	7.18	7.05	9.41	12.3	9.74	9.68	14
Prior Year	12.5	11.5	9.98	9.43	8	13.7	8.71	8.22	31.9	13.2	9.93	25.8	14.6
Percent Change from Prior Year	17%	-10%	6%	-16%	7%	-32%	-18%	-14%	-71%	-7%	-2%	-62%	-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



Month/Year	Rate	Chg.
May '20	7%	-0.3%
May '19	7%	1.2%
May '18	8%	-53.9%

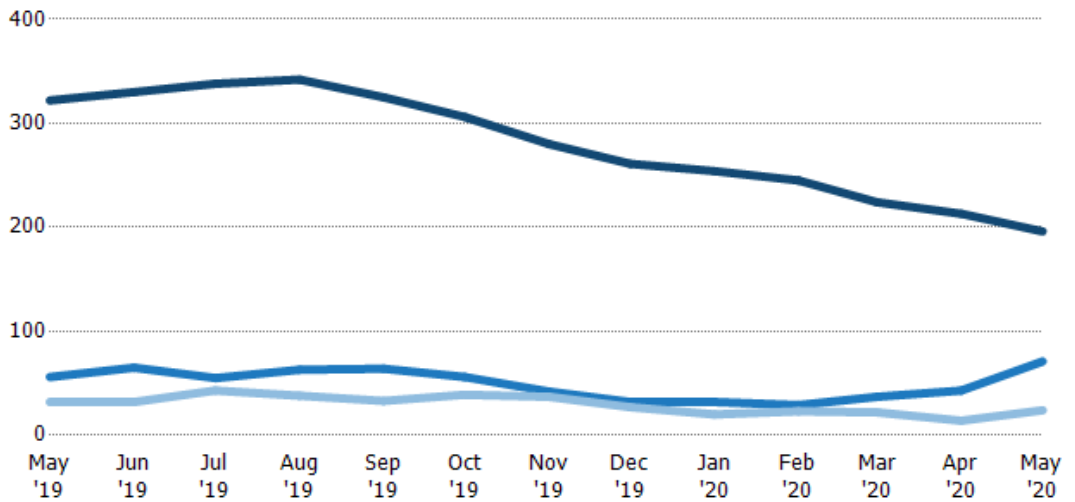
	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20
Current Year	7%	10%	9%	13%	12%	11%	14%	14%	11%	8%	10%	10%	7%
Prior Year	8%	9%	10%	11%	13%	7%	11%	12%	3%	8%	10%	4%	7%
Change from Prior Year	1%	-1%	1%	-2%	1%	-3%	-2%	-2%	-7%	-1%	0%	-6%	0%

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



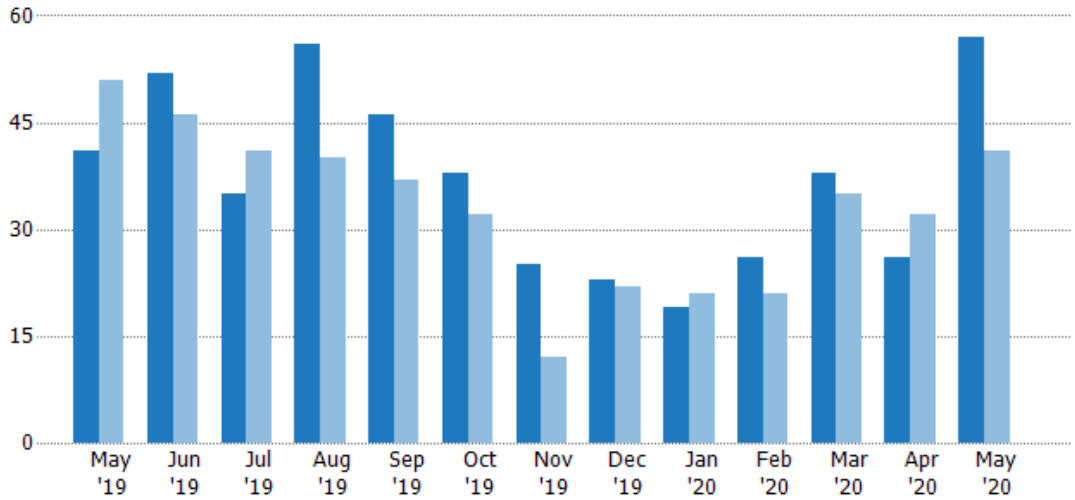
	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20
Active	322	330	338	342	325	306	280	261	254	245	224	213	196
Pending	56	65	55	63	64	56	42	32	32	29	37	43	71
Sold	32	32	43	38	33	39	37	27	20	23	22	14	24

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



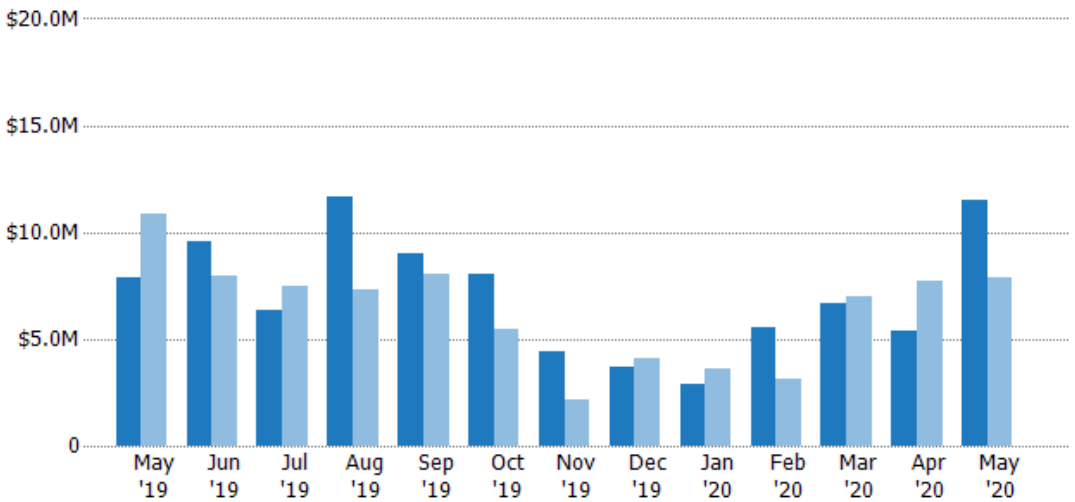
	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20
Current Year	41	52	35	56	46	38	25	23	19	26	38	26	57
Prior Year	51	46	41	40	37	32	12	22	21	21	35	32	41
Percent Change from Prior Year	-20%	13%	-15%	40%	24%	19%	108%	5%	-10%	24%	9%	-19%	39%

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



	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20
Current Year	\$7.91M	\$9.54M	\$6.32M	\$11.6M	\$8.98M	\$8.07M	\$4.43M	\$3.67M	\$2.88M	\$5.56M	\$6.69M	\$5.35M	\$11.5M
Prior Year	\$10.8M	\$7.92M	\$7.44M	\$7.31M	\$8.03M	\$5.5M	\$2.15M	\$4.07M	\$3.58M	\$3.17M	\$7.02M	\$7.73M	\$7.91M
Percent Change from Prior Year	-27%	20%	-15%	59%	12%	47%	106%	-10%	-20%	76%	-5%	-31%	45%

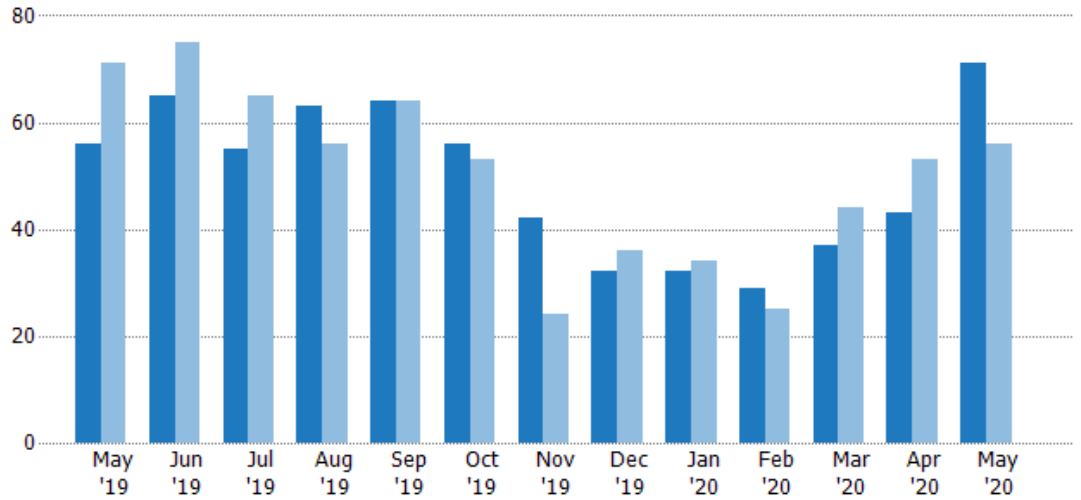
Pending Sales

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.
May '20	71	26.8%
May '19	56	-21.1%
May '18	71	-32.4%



	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20
Current Year	56	65	55	63	64	56	42	32	32	29	37	43	71
Prior Year	71	75	65	56	64	53	24	36	34	25	44	53	56
Percent Change from Prior Year	-21%	-13%	-15%	13%	0%	6%	75%	-11%	-6%	16%	-16%	-19%	27%

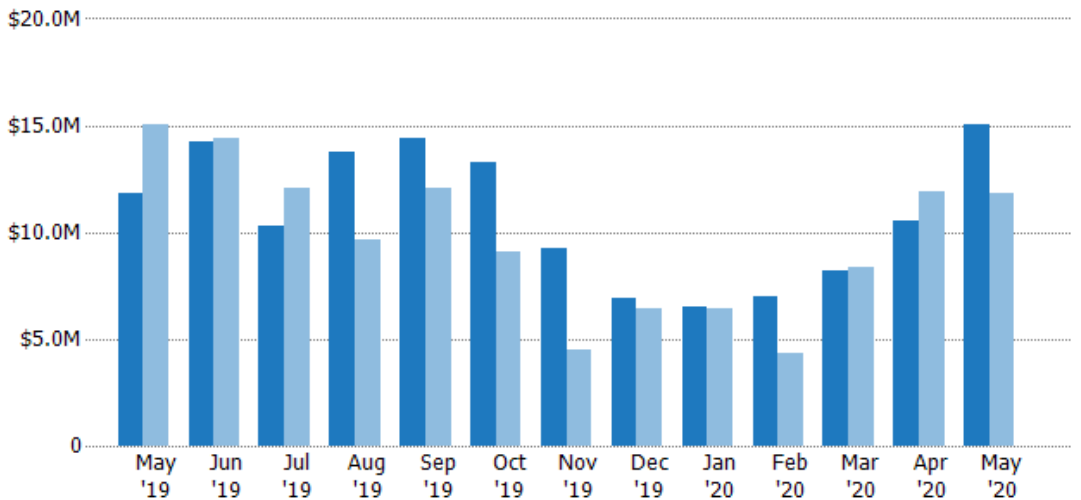
Pending Sales Volume

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.
May '20	\$15M	27.7%
May '19	\$11.8M	-21.6%
May '18	\$15M	-45.8%



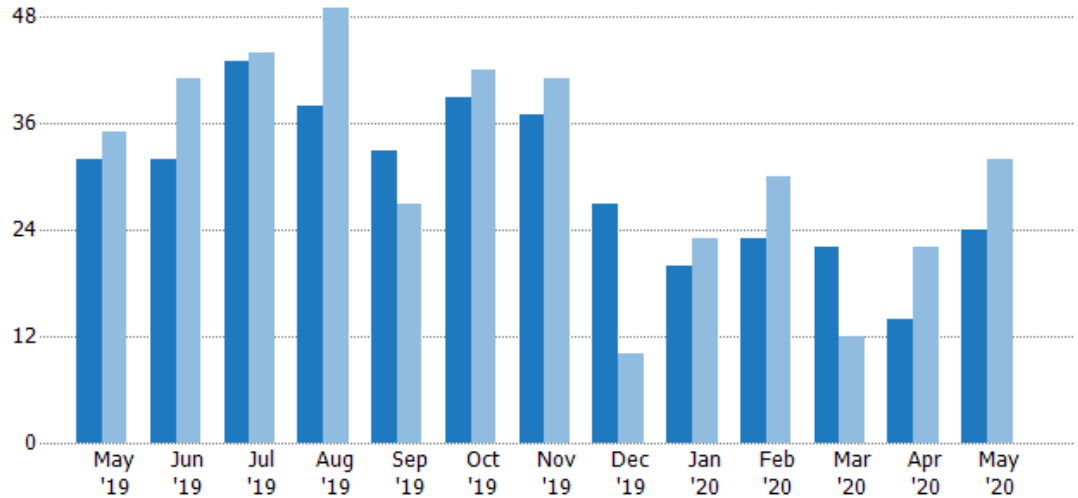
	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20
Current Year	\$11.8M	\$14.2M	\$10.3M	\$13.8M	\$14.4M	\$13.3M	\$9.23M	\$6.93M	\$6.54M	\$6.98M	\$8.17M	\$10.6M	\$15M
Prior Year	\$15M	\$14.4M	\$12.1M	\$9.62M	\$12.1M	\$9.09M	\$4.52M	\$6.46M	\$6.46M	\$4.31M	\$8.35M	\$11.9M	\$11.8M
Percent Change from Prior Year	-22%	-1%	-14%	43%	19%	46%	104%	7%	1%	62%	-2%	-11%	28%

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



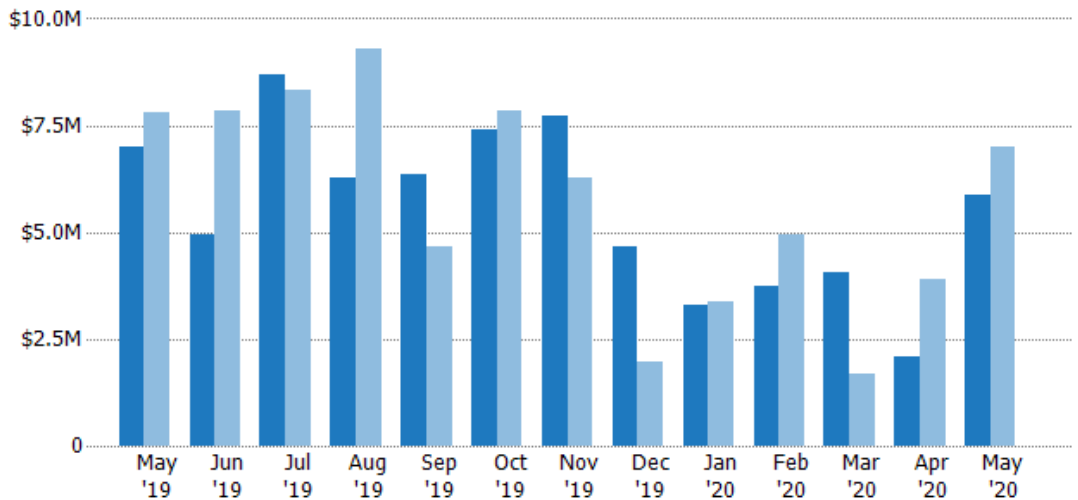
	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20
Current Year	32	32	43	38	33	39	37	27	20	23	22	14	24
Prior Year	35	41	44	49	27	42	41	10	23	30	12	22	32
Percent Change from Prior Year	-9%	-22%	-2%	-22%	22%	-7%	-10%	170%	-13%	-23%	83%	-36%	-25%

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



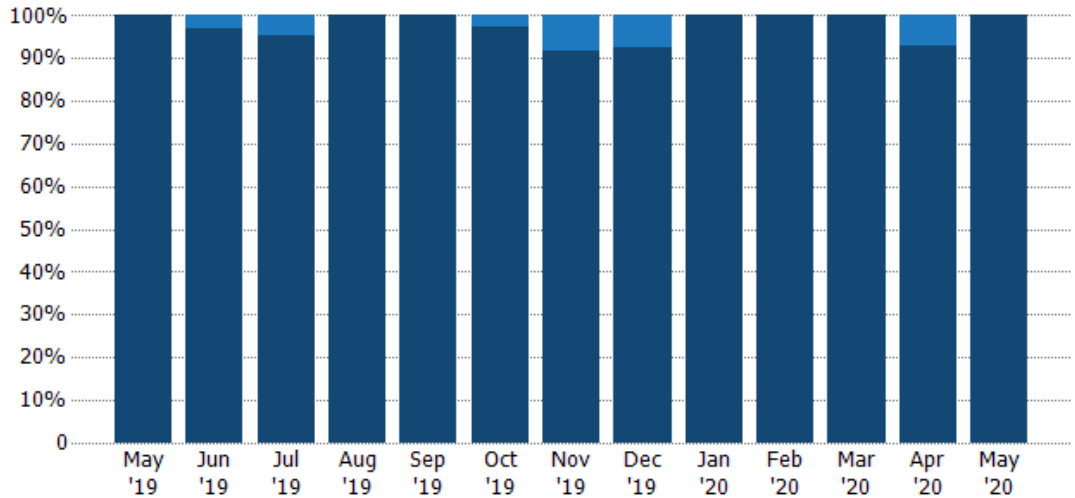
	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20
Current Year	\$6.98M	\$4.93M	\$8.67M	\$6.27M	\$6.37M	\$7.41M	\$7.73M	\$4.64M	\$3.28M	\$3.74M	\$4.07M	\$2.07M	\$5.89M
Prior Year	\$7.82M	\$7.86M	\$8.33M	\$9.29M	\$4.65M	\$7.85M	\$6.28M	\$1.95M	\$3.38M	\$4.93M	\$1.7M	\$3.91M	\$6.98M
Percent Change from Prior Year	-11%	-37%	4%	-33%	37%	-6%	23%	138%	-3%	-24%	140%	-47%	-16%

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



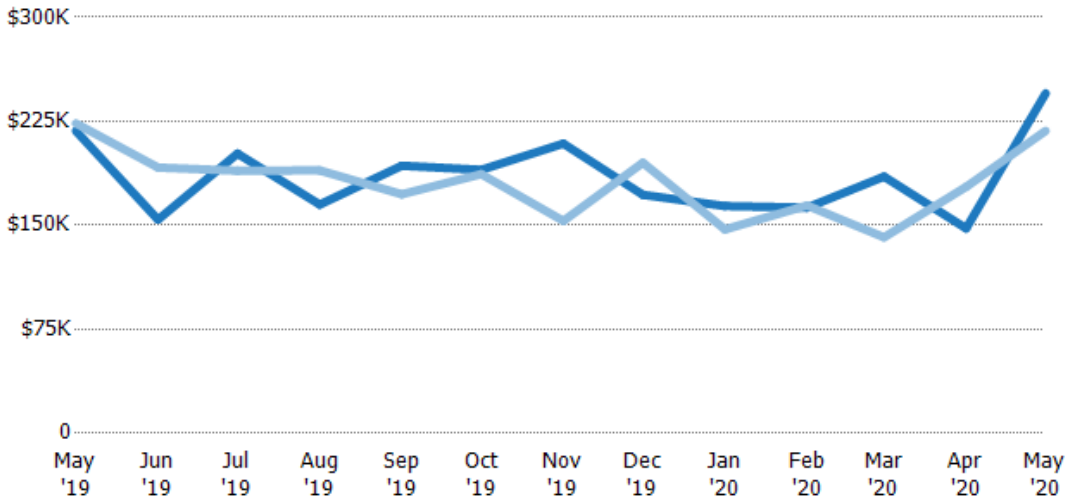
Property Type	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20
Condo/Townhouse	-	3%	5%	-	-	3%	8%	7%	-	-	-	7%	-
Single Family Residence	100%	97%	95%	100%	100%	97%	92%	93%	100%	100%	100%	93%	100%

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



Month/Year	Price	% Chg.
May '20	\$245K	12.4%
May '19	\$218K	-2.4%
May '18	\$223K	-13.6%

Property Type	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20
Current Year	\$218K	\$154K	\$202K	\$165K	\$193K	\$190K	\$209K	\$172K	\$164K	\$163K	\$185K	\$148K	\$245K
Prior Year	\$223K	\$192K	\$189K	\$190K	\$172K	\$187K	\$153K	\$195K	\$147K	\$164K	\$141K	\$178K	\$218K
Percent Change from Prior Year	-2%	-20%	7%	-13%	12%	2%	36%	-12%	11%	-1%	31%	-17%	12%

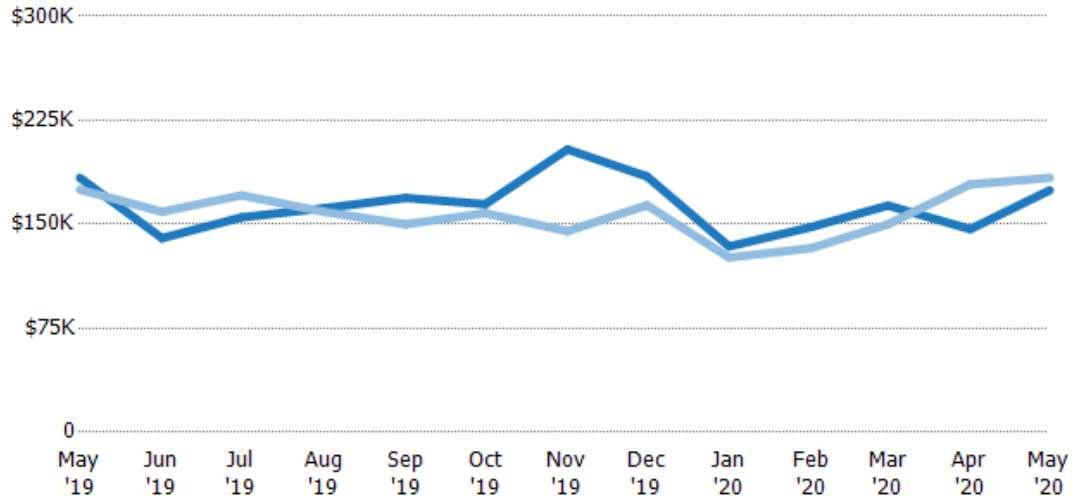
Median Sales Price

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.
May '20	\$175K	-4.9%
May '19	\$184K	4.9%
May '18	\$175K	-5.7%



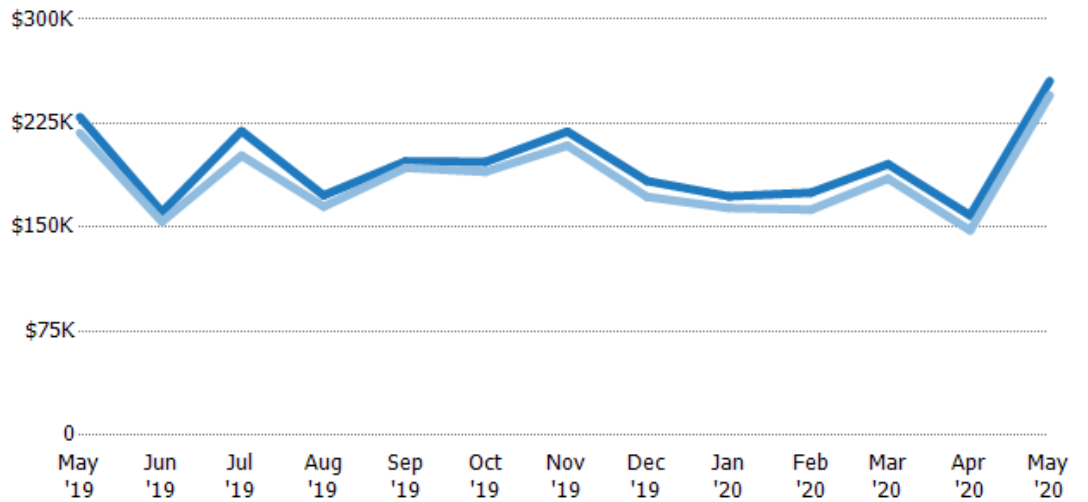
Current Year	\$184K	\$140K	\$155K	\$162K	\$169K	\$165K	\$204K	\$185K	\$134K	\$148K	\$164K	\$146K	\$175K
Prior Year	\$175K	\$159K	\$171K	\$159K	\$150K	\$158K	\$145K	\$164K	\$126K	\$133K	\$150K	\$179K	\$184K
Percent Change from Prior Year	5%	-12%	-9%	2%	13%	4%	41%	13%	6%	11%	9%	-18%	-5%

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



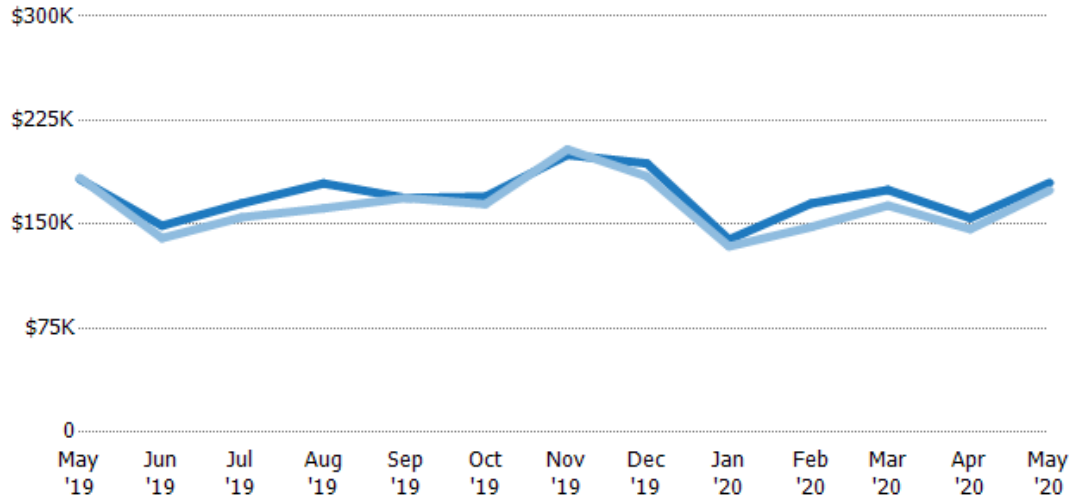
Avg List Price	\$230K	\$161K	\$219K	\$173K	\$198K	\$197K	\$219K	\$183K	\$172K	\$175K	\$196K	\$159K	\$255K
Avg Sales Price	\$218K	\$154K	\$202K	\$165K	\$193K	\$190K	\$209K	\$172K	\$164K	\$163K	\$185K	\$148K	\$245K
Avg Sales Price as a % of Avg List Price	95%	96%	92%	95%	98%	96%	95%	94%	95%	93%	95%	93%	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



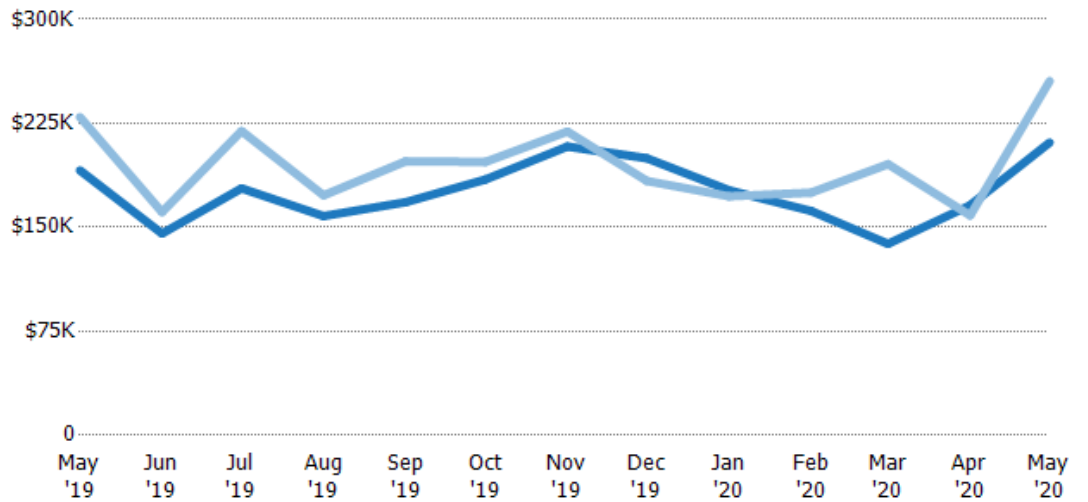
	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20
Median List Price	\$182K	\$149K	\$165K	\$179K	\$169K	\$170K	\$200K	\$194K	\$139K	\$165K	\$175K	\$155K	\$180K
Median Sales Price	\$184K	\$140K	\$155K	\$162K	\$169K	\$165K	\$204K	\$185K	\$134K	\$148K	\$164K	\$146K	\$175K
Med Sales Price as a % of Med List Price	101%	94%	94%	90%	100%	97%	102%	95%	96%	90%	94%	95%	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



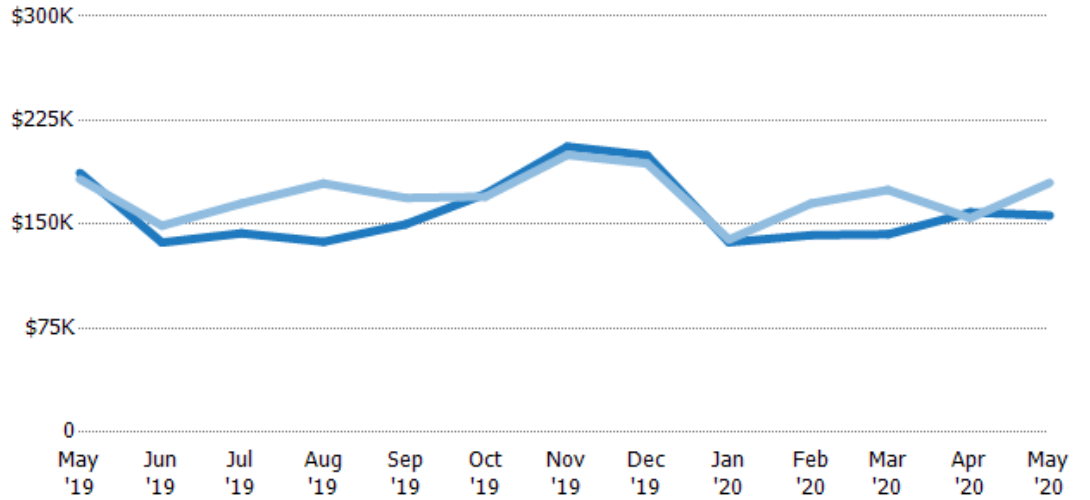
	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20
Avg Est Value	\$191K	\$145K	\$178K	\$158K	\$168K	\$184K	\$208K	\$200K	\$177K	\$162K	\$138K	\$166K	\$211K
Avg Sales Price	\$230K	\$161K	\$219K	\$173K	\$198K	\$197K	\$219K	\$183K	\$172K	\$175K	\$196K	\$159K	\$255K
Avg Sales Price as a % of Avg Est Value	120%	111%	123%	109%	118%	107%	105%	92%	98%	108%	142%	96%	121%

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



	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20
Median Est Value	\$187K	\$137K	\$144K	\$137K	\$150K	\$172K	\$206K	\$200K	\$137K	\$142K	\$143K	\$159K	\$156K
Median Sales Price	\$182K	\$149K	\$165K	\$179K	\$169K	\$170K	\$200K	\$194K	\$139K	\$165K	\$175K	\$155K	\$180K
Med Sales Price as a % of Med Est Value	98%	109%	115%	131%	113%	99%	97%	97%	101%	116%	122%	97%	115%