

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	Jun 2020	Jun 2019	+ / -	YTD 2020	YTD 2019	+ / -
Listing Activity Charts Metrics						
New Listing Count	76	64	+18.8%	226	287	-21.3%
New Listing Volume	\$17,556,900	\$15,103,400	+16.2%	\$52,936,680	\$66,628,097	-20.5%
Active Listing Count	191	320	-40.3%	N/A	N/A	
Active Listing Volume	\$53,320,699	\$85,999,592	-38%	N/A	N/A	
Average Listing Price	\$279,166	\$268,749	+3.9%	\$266,789	\$266,072	+0.3%
Median Listing Price	\$209,000	\$221,000	-5.4%	\$200,137	\$220,588	-9.3%
Median Days in RPR	119	103	+15.5%	183.71	190.01	-3.3%
Months of Inventory	8	10	-20.4%	8.4	11.6	-27.4%
Absorption Rate	12.57%	10%	+2.6%	11.86%	8.61%	+3.2%
Sales Activity Charts Metrics						
New Pending Sales Count	61	52	+17.3%	220	201	+9.5%
New Pending Sales Volume	\$12,879,800	\$9,540,924	+35%	\$43,820,178	\$38,871,324	+12.7%
Pending Sales Count	83	66	+25.8%	N/A	N/A	
Pending Sales Volume	\$17,325,420	\$14,334,025	+20.9%	N/A	N/A	
Closed Sales Count	34	32	+6.3%	136	150	-9.3%
Closed Sales Volume	\$7,490,050	\$4,930,050	+51.9%	\$26,522,619	\$25,804,341	+2.8%
Average Sales Price	\$220,296	\$154,064	+43%	\$195,019	\$172,029	+13.4%
Median Sales Price	\$203,500	\$140,000	+45.4%	\$167,267	\$152,766	+9.5%

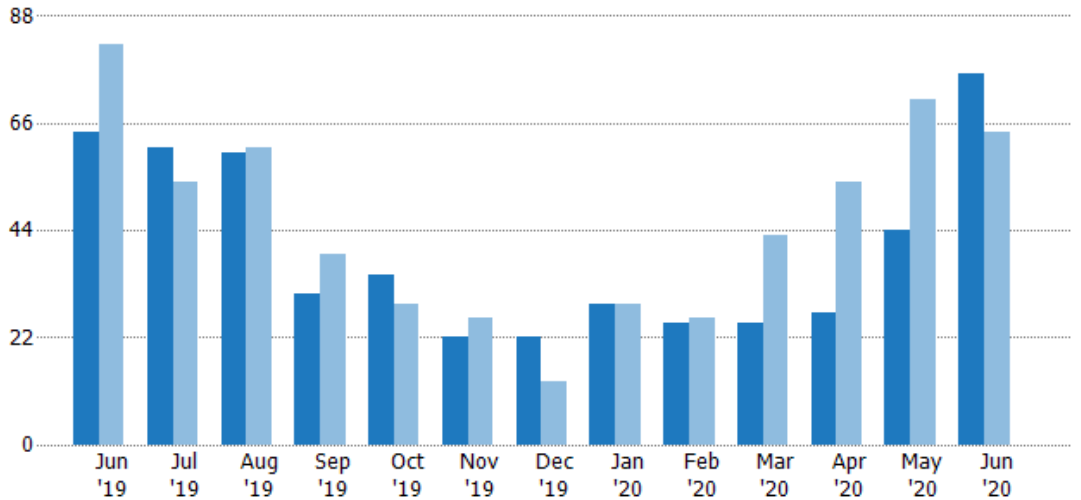
New Listings

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.
Jun '20	76	18.8%
Jun '19	64	-22%
Jun '18	82	-1.2%



Current Year	64	61	60	31	35	22	22	29	25	25	27	44	76
Prior Year	82	54	61	39	29	26	13	29	26	43	54	71	64
Percent Change from Prior Year	-22%	13%	-2%	-21%	21%	-15%	69%	0%	-4%	-42%	-50%	-38%	19%

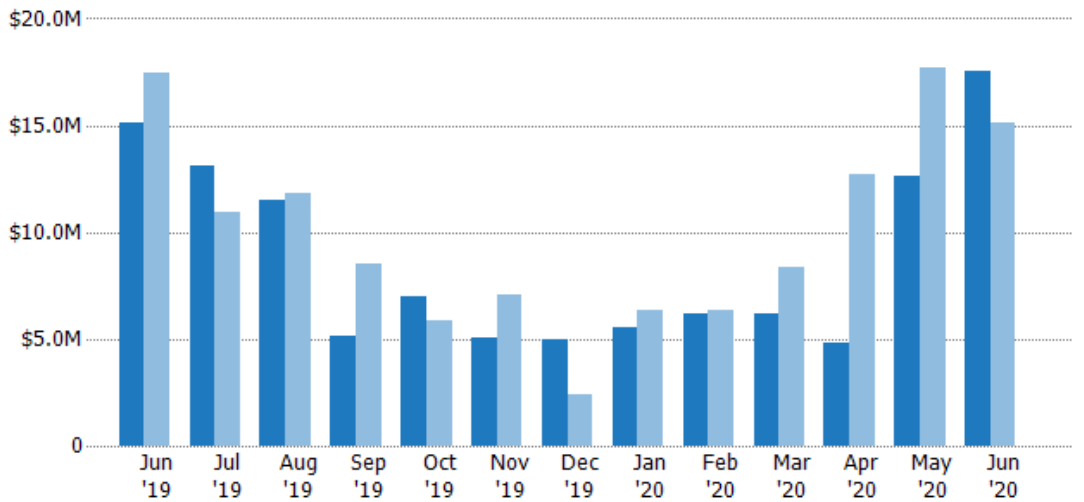
New Listing Volume

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.
Jun '20	\$17.6M	16.2%
Jun '19	\$15.1M	-13.5%
Jun '18	\$17.5M	11.4%



Current Year	\$15.1M	\$13.1M	\$11.5M	\$5.16M	\$7.01M	\$5.05M	\$4.97M	\$5.57M	\$6.16M	\$6.22M	\$4.78M	\$12.6M	\$17.6M
Prior Year	\$17.5M	\$10.9M	\$11.8M	\$8.55M	\$5.85M	\$7.04M	\$2.44M	\$6.36M	\$6.37M	\$8.39M	\$12.7M	\$17.7M	\$15.1M
Percent Change from Prior Year	-13%	20%	-3%	-40%	20%	-28%	104%	-12%	-3%	-26%	-62%	-28%	16%

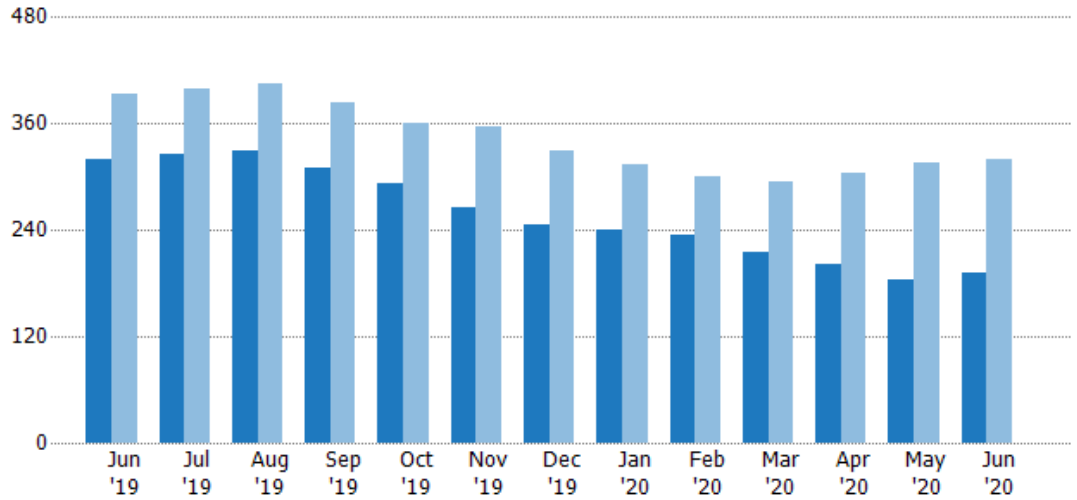
Active Listings

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.
Jun '20	191	-40.3%
Jun '19	320	-18.8%
Jun '18	394	4.3%



Current Year	320	326	330	309	292	266	246	240	234	214	202	184	191
Prior Year	394	399	405	384	361	357	330	313	301	294	304	315	320
Percent Change from Prior Year	-19%	-18%	-19%	-20%	-19%	-25%	-25%	-23%	-22%	-27%	-34%	-42%	-40%

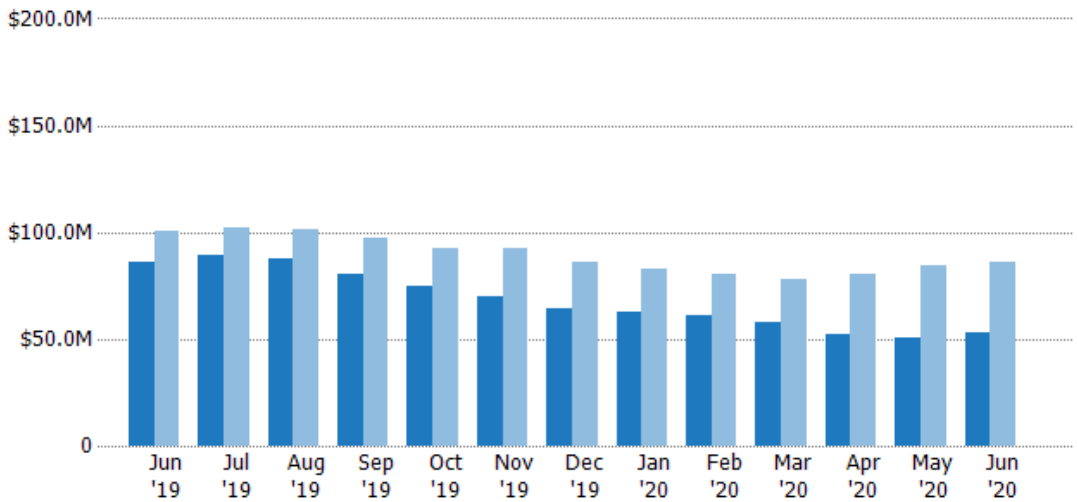
Active Listing Volume

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.
Jun '20	\$53.3M	-38%
Jun '19	\$86M	-14.5%
Jun '18	\$101M	-0.2%



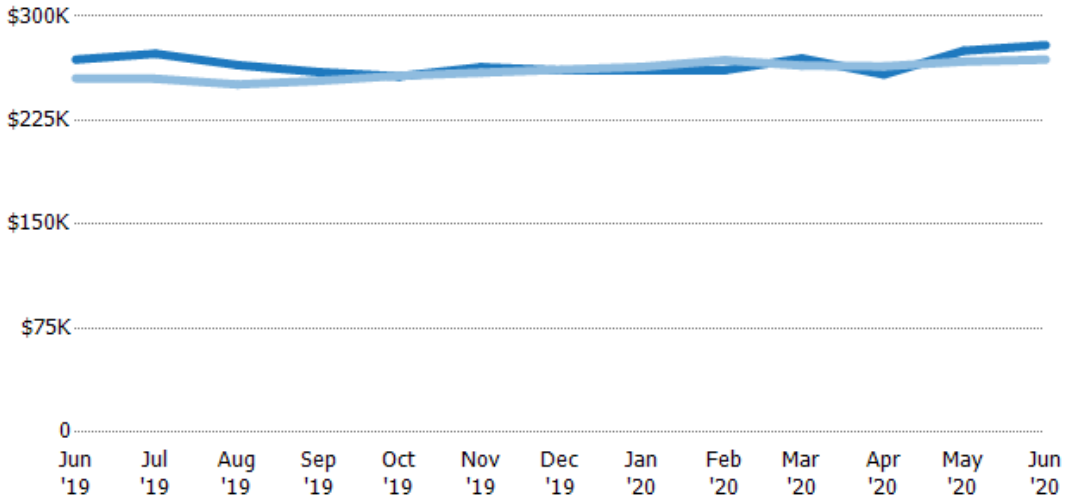
Current Year	\$86M	\$89M	\$87.4M	\$80.3M	\$75M	\$70M	\$64.2M	\$62.6M	\$61.1M	\$57.7M	\$52.1M	\$50.6M	\$53.3M
Prior Year	\$101M	\$102M	\$102M	\$97.3M	\$92.8M	\$92.6M	\$86.3M	\$82.5M	\$80.8M	\$77.7M	\$80.2M	\$84.2M	\$86M
Percent Change from Prior Year	-14%	-13%	-14%	-18%	-19%	-24%	-26%	-24%	-24%	-26%	-35%	-40%	-38%

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.
Jun '20	\$279K	3.9%
Jun '19	\$269K	5.3%
Jun '18	\$255K	-4.3%

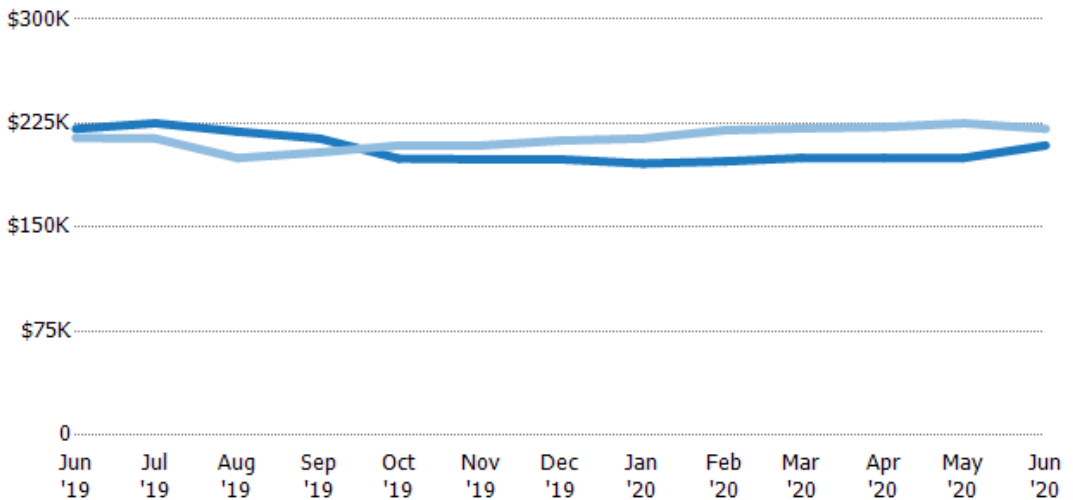
Current Year	\$269K	\$273K	\$265K	\$260K	\$257K	\$263K	\$261K	\$261K	\$261K	\$261K	\$270K	\$258K	\$275K	\$279K
Prior Year	\$255K	\$255K	\$251K	\$253K	\$257K	\$259K	\$261K	\$263K	\$268K	\$264K	\$264K	\$264K	\$267K	\$269K
Percent Change from Prior Year	5%	7%	6%	2%	0%	2%	0%	-1%	-3%	2%	-2%	3%	4%	

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.
Jun '20	\$209K	-5.4%
Jun '19	\$221K	3%
Jun '18	\$215K	-11.5%

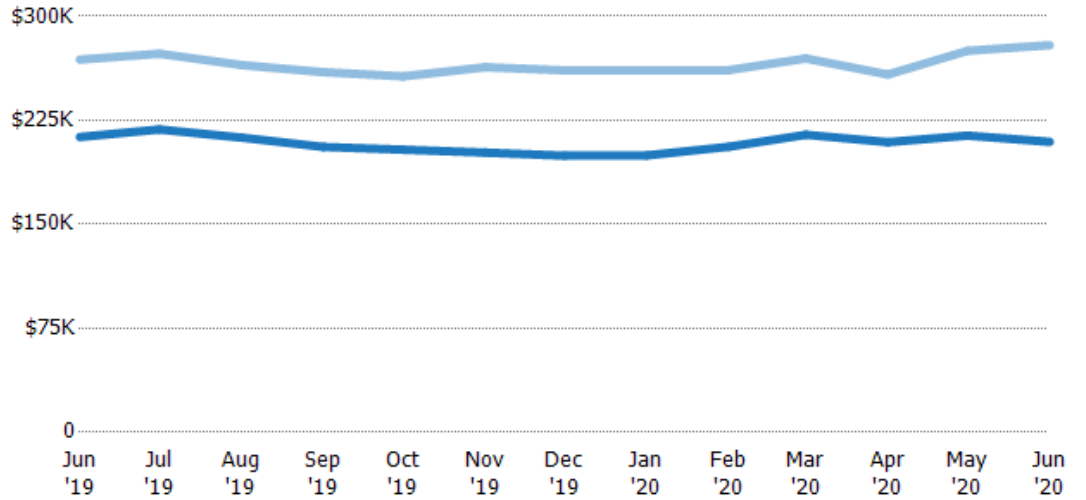
Current Year	\$221K	\$225K	\$219K	\$214K	\$200K	\$199K	\$199K	\$196K	\$198K	\$200K	\$200K	\$200K	\$209K
Prior Year	\$215K	\$214K	\$200K	\$204K	\$209K	\$209K	\$212K	\$214K	\$220K	\$221K	\$222K	\$225K	\$221K
Percent Change from Prior Year	3%	5%	10%	5%	-5%	-5%	-6%	-8%	-10%	-10%	-10%	-11%	-5%

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



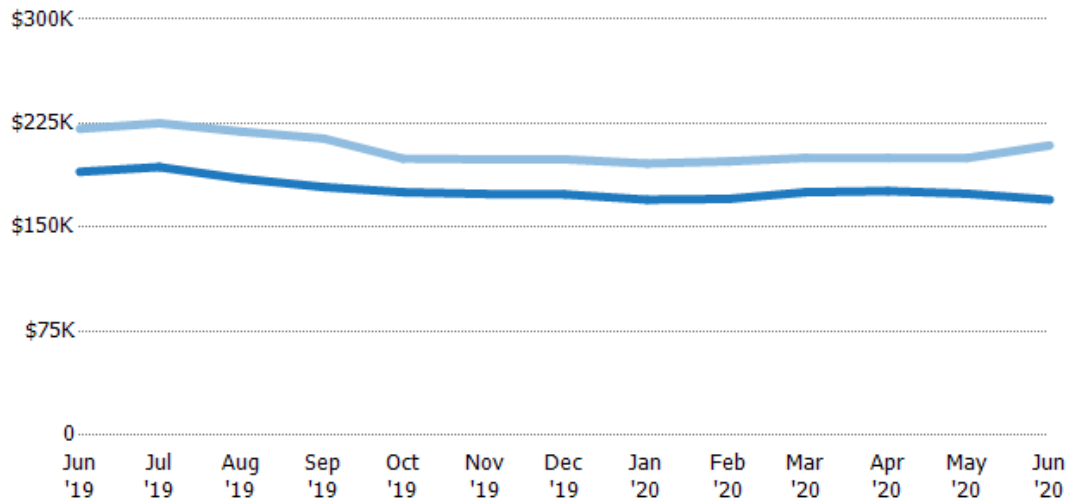
	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20
Avg Est Value	\$213K	\$218K	\$213K	\$206K	\$204K	\$202K	\$199K	\$200K	\$206K	\$215K	\$209K	\$214K	\$209K
Avg Listing Price	\$269K	\$273K	\$265K	\$260K	\$257K	\$263K	\$261K	\$261K	\$261K	\$270K	\$258K	\$275K	\$279K
Avg Listing Price as a % of Avg Est Value	126%	125%	125%	126%	126%	131%	131%	131%	127%	126%	123%	129%	133%

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



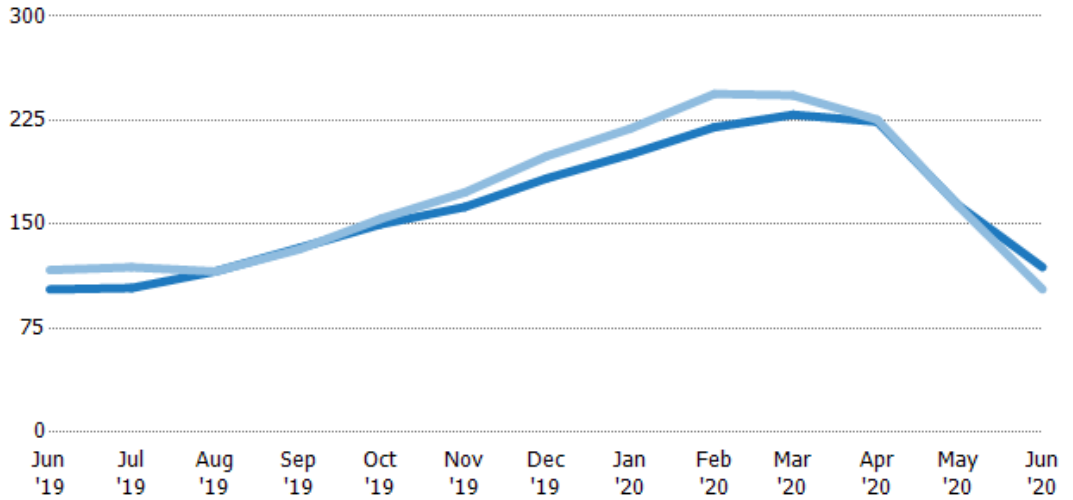
	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20
Median Est Value	\$190K	\$193K	\$185K	\$179K	\$175K	\$174K	\$174K	\$170K	\$170K	\$175K	\$176K	\$174K	\$170K
Median Listing Price	\$221K	\$225K	\$219K	\$214K	\$200K	\$199K	\$199K	\$196K	\$198K	\$200K	\$200K	\$200K	\$209K
Med Listing Price as a % of Med Est Value	116%	116%	118%	120%	114%	114%	115%	115%	116%	114%	114%	115%	123%

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



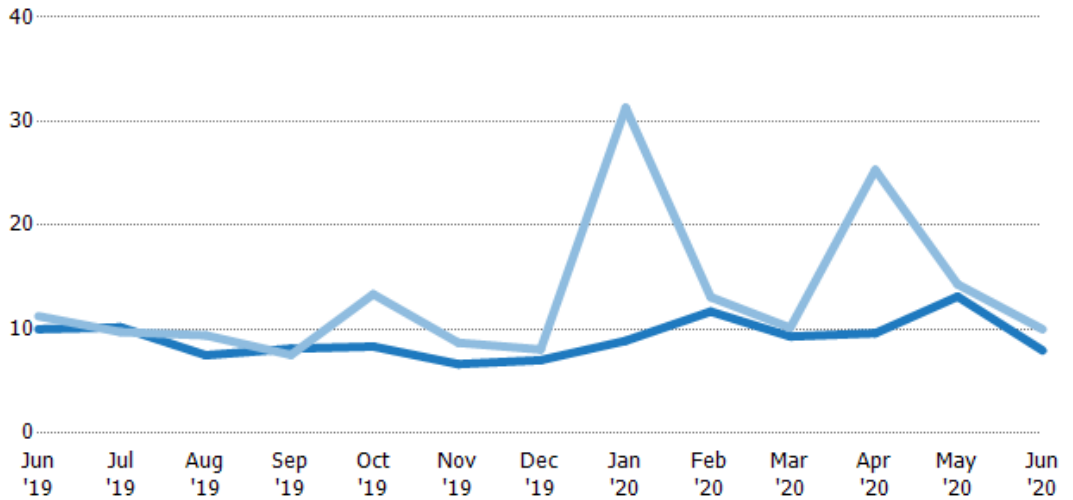
	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20
Current Year	103	104	116	133	150	163	183	201	220	229	224	164	119
Prior Year	117	119	116	132	154	173	199	219	244	243	226	163	103
Percent Change from Prior Year	-12%	-13%	0%	1%	-3%	-6%	-8%	-8%	-10%	-6%	-1%	0%	16%

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



	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20
Current Year	10	10.2	7.5	8.13	8.34	6.65	7.03	8.89	11.7	9.3	9.62	13.1	7.96
Prior Year	11.3	9.73	9.42	7.53	13.4	8.71	8.05	31.3	13.1	10.1	25.3	14.3	10
Percent Change from Prior Year	-11%	5%	-20%	8%	-38%	-24%	-13%	-72%	-11%	-8%	-62%	-8%	-20%

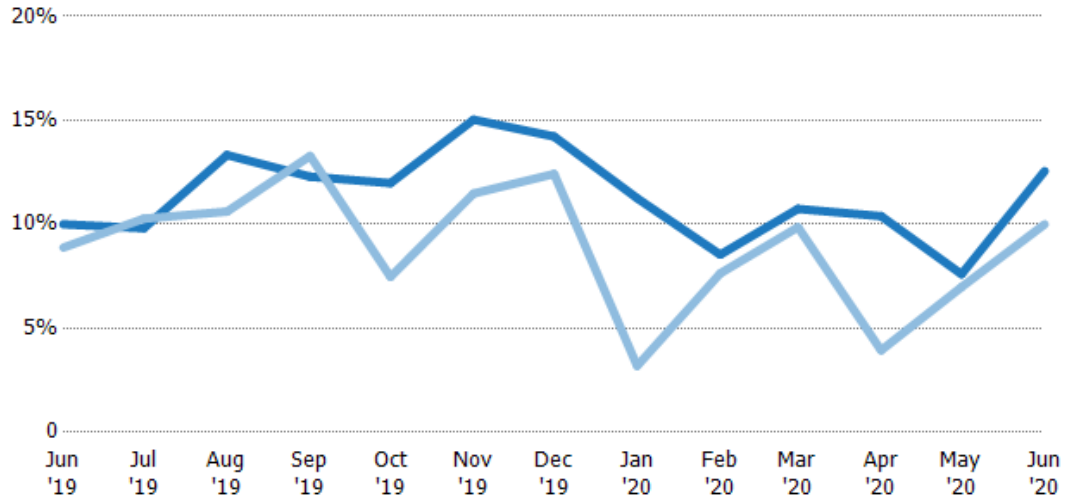
Absorption Rate

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.
Jun '20	13%	-2.6%
Jun '19	10%	-1.1%
Jun '18	9%	-34.3%



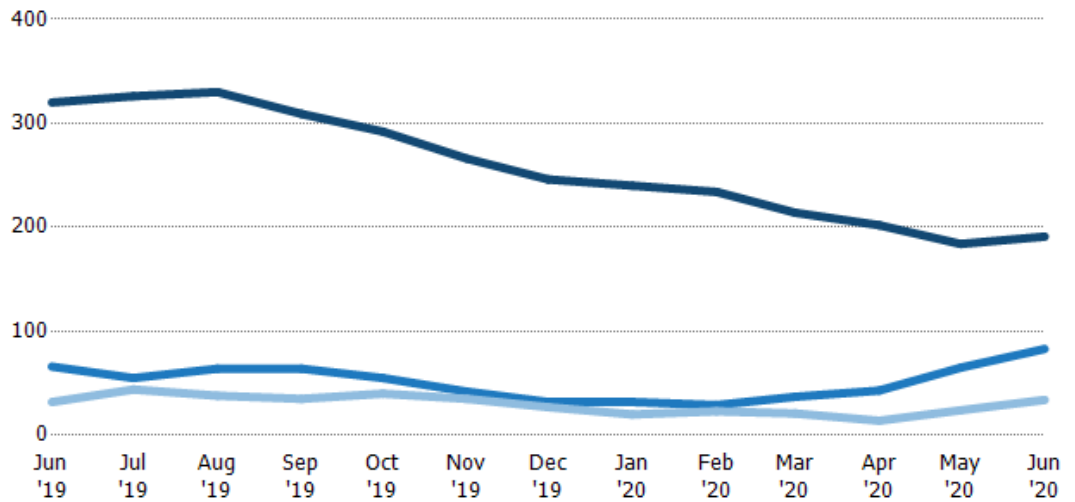
Current Year	10%	10%	13%	12%	12%	15%	14%	11%	9%	11%	10%	8%	13%
Prior Year	9%	10%	11%	13%	7%	11%	12%	3%	8%	10%	4%	7%	10%
Change from Prior Year	-1%	0%	-3%	1%	-5%	-4%	-2%	-8%	-1%	-1%	-6%	-1%	-3%

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	320	326	330	309	292	266	246	240	234	214	202	184	191
Pending	66	55	64	64	55	42	32	32	29	37	43	65	83
Sold	32	44	38	35	40	35	27	20	23	21	14	24	34

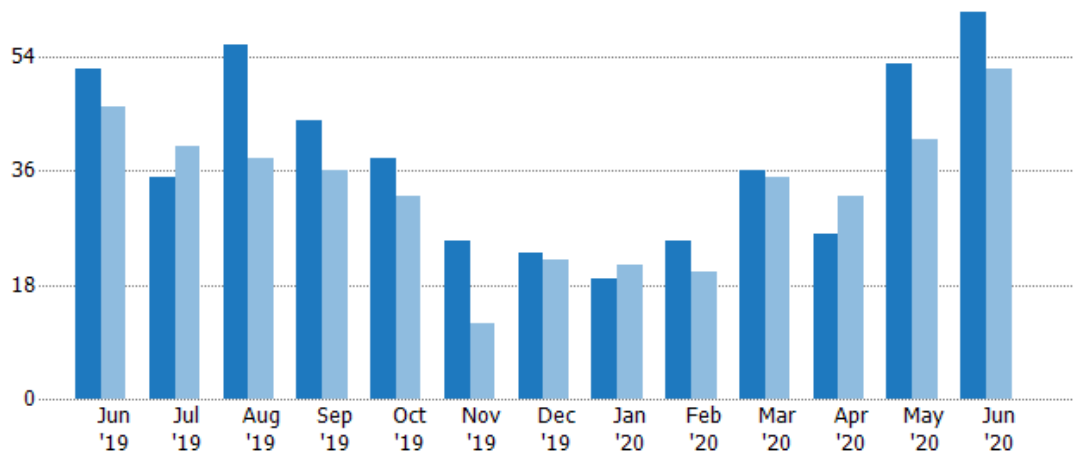
New Pending Sales

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.
Jun '20	61	17.3%
Jun '19	52	13%
Jun '18	46	-8.7%



Current Year	52	35	56	44	38	25	23	19	25	36	26	53	61
Prior Year	46	40	38	36	32	12	22	21	20	35	32	41	52
Percent Change from Prior Year	13%	-13%	47%	22%	19%	108%	5%	-10%	25%	3%	-19%	29%	17%

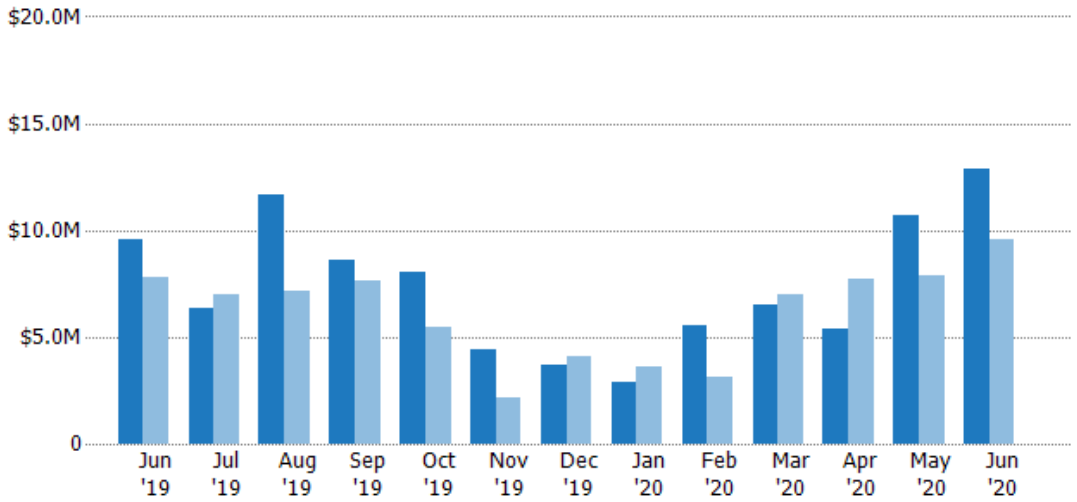
New Pending Sales Volume

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.
Jun '20	\$12.9M	35%
Jun '19	\$9.54M	22.1%
Jun '18	\$7.81M	34.1%



Current Year	\$9.54M	\$6.32M	\$11.6M	\$8.59M	\$8.07M	\$4.43M	\$3.67M	\$2.88M	\$5.54M	\$6.48M	\$5.35M	\$10.7M	\$12.9M
Prior Year	\$7.81M	\$7.01M	\$7.12M	\$7.6M	\$5.5M	\$2.15M	\$4.07M	\$3.58M	\$3.1M	\$7.02M	\$7.73M	\$7.91M	\$9.54M
Percent Change from Prior Year	22%	-10%	63%	13%	47%	106%	-10%	-20%	79%	-8%	-31%	35%	35%

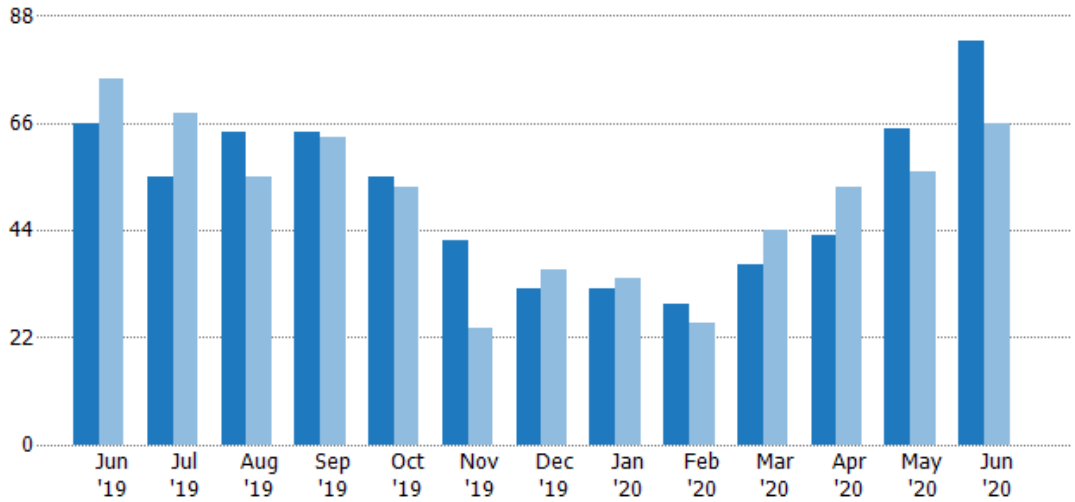
Pending Sales

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.
Jun '20	83	25.8%
Jun '19	66	-12%
Jun '18	75	-30.7%



	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20
Current Year	66	55	64	64	55	42	32	32	29	37	43	65	83
Prior Year	75	68	55	63	53	24	36	34	25	44	53	56	66
Percent Change from Prior Year	-12%	-19%	16%	2%	4%	75%	-11%	-6%	16%	-16%	-19%	16%	26%

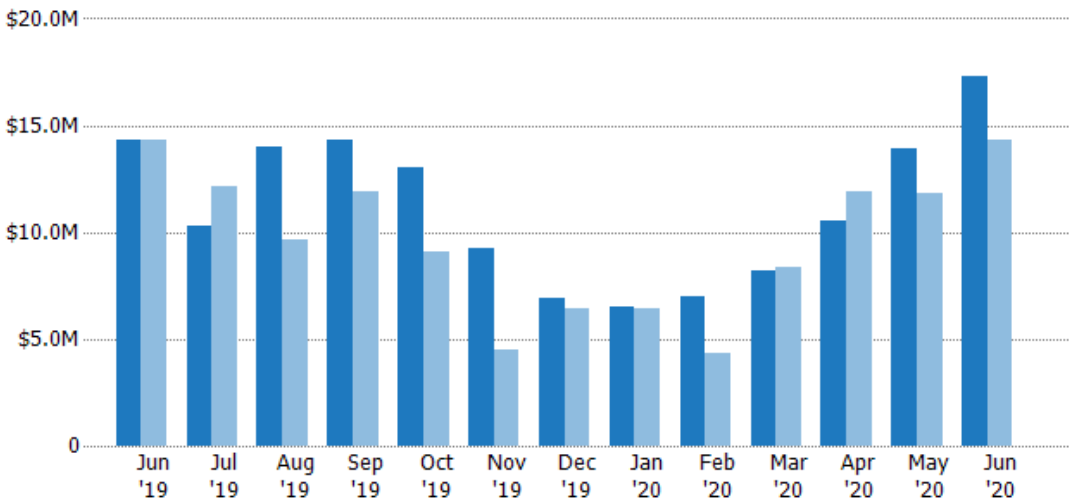
Pending Sales Volume

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.
Jun '20	\$17.3M	20.9%
Jun '19	\$14.3M	0.4%
Jun '18	\$14.3M	-14.3%



	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20
Current Year	\$14.3M	\$10.3M	\$14M	\$14.3M	\$13M	\$9.23M	\$6.93M	\$6.54M	\$6.98M	\$8.17M	\$10.6M	\$14M	\$17.3M
Prior Year	\$14.3M	\$12.2M	\$9.61M	\$11.9M	\$9.09M	\$4.52M	\$6.46M	\$6.46M	\$4.31M	\$8.35M	\$11.9M	\$11.8M	\$14.3M
Percent Change from Prior Year	0%	-15%	45%	20%	44%	104%	7%	1%	62%	-2%	-11%	18%	21%

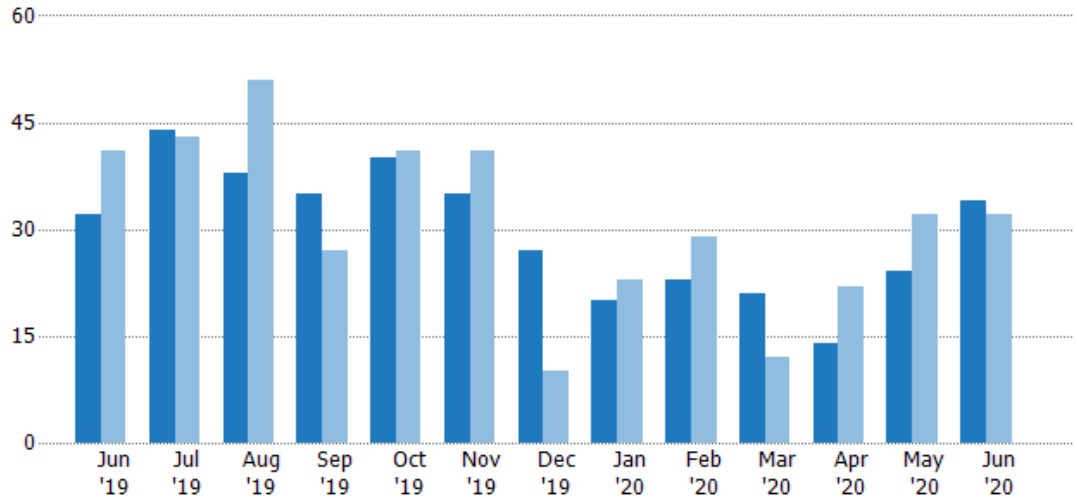
Closed Sales

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.
Jun '20	34	6.3%
Jun '19	32	-22%
Jun '18	41	-9.8%



Current Year	32	44	38	35	40	35	27	20	23	21	14	24	34
Prior Year	41	43	51	27	41	41	10	23	29	12	22	32	32
Percent Change from Prior Year	-22%	2%	-25%	30%	-2%	-15%	170%	-13%	-21%	75%	-36%	-25%	6%

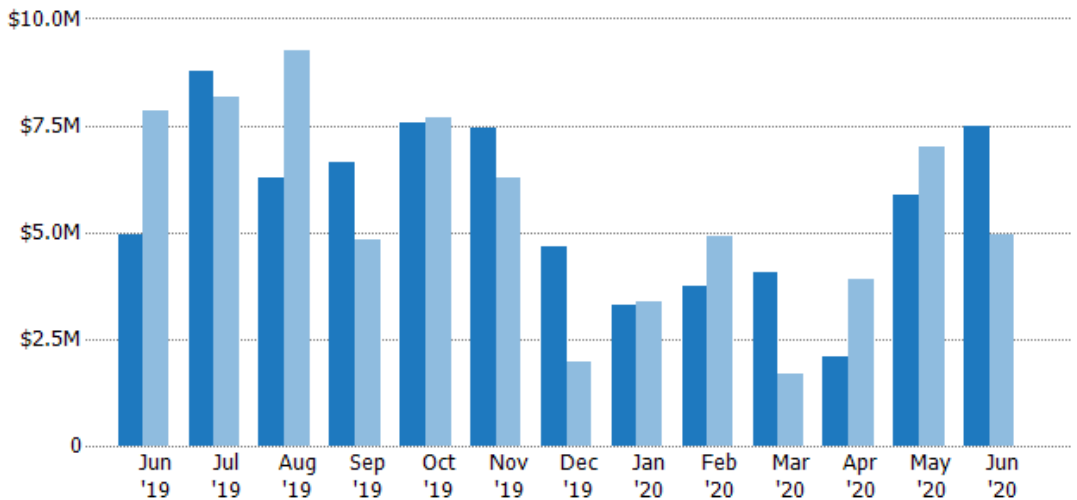
Closed Sales Volume

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.
Jun '20	\$7.49M	51.9%
Jun '19	\$4.93M	-37.2%
Jun '18	\$7.86M	-25.6%



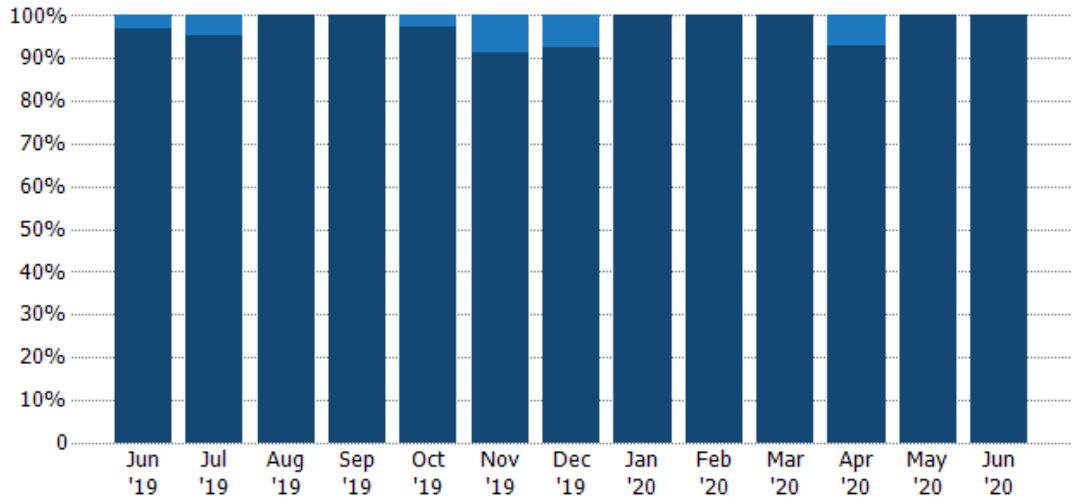
Current Year	\$4.93M	\$8.75M	\$6.27M	\$6.64M	\$7.54M	\$7.45M	\$4.64M	\$3.28M	\$3.74M	\$4.06M	\$2.07M	\$5.89M	\$7.49M
Prior Year	\$7.86M	\$8.16M	\$9.25M	\$4.82M	\$7.69M	\$6.28M	\$1.95M	\$3.38M	\$4.91M	\$1.7M	\$3.91M	\$6.98M	\$4.93M
Percent Change from Prior Year	-37%	7%	-32%	38%	-2%	19%	138%	-3%	-24%	139%	-47%	-16%	52%

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



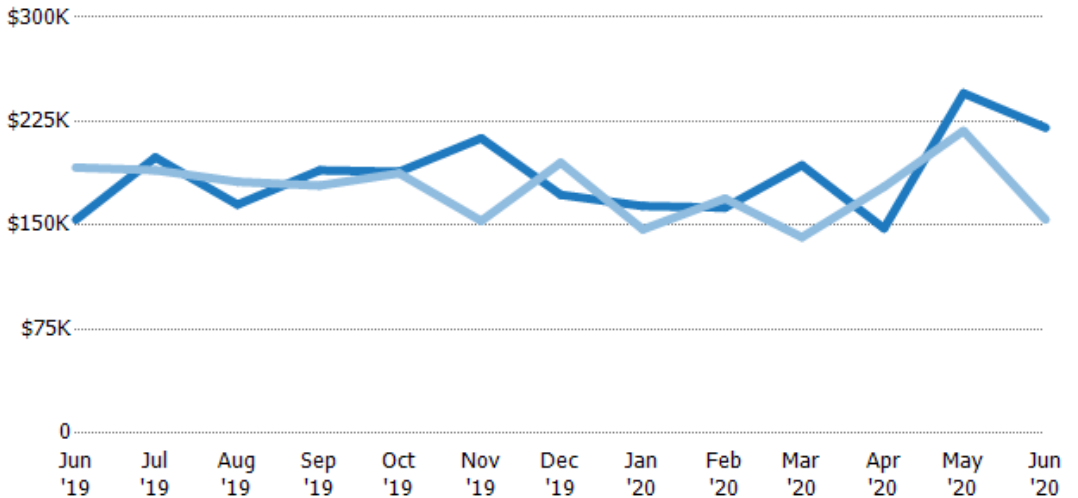
Condo/Townhouse	3%	5%	-	-	3%	9%	7%	-	-	-	7%	-	-
Single Family Residence	97%	95%	100%	100%	98%	91%	93%	100%	100%	100%	93%	100%	100%

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	\$154K	\$199K	\$165K	\$190K	\$189K	\$213K	\$172K	\$164K	\$163K	\$193K	\$148K	\$245K	\$220K
Prior Year	\$192K	\$190K	\$181K	\$179K	\$188K	\$153K	\$195K	\$147K	\$169K	\$141K	\$178K	\$218K	\$154K
Percent Change from Prior Year	-20%	5%	-9%	6%	1%	39%	-12%	11%	-4%	37%	-17%	12%	43%

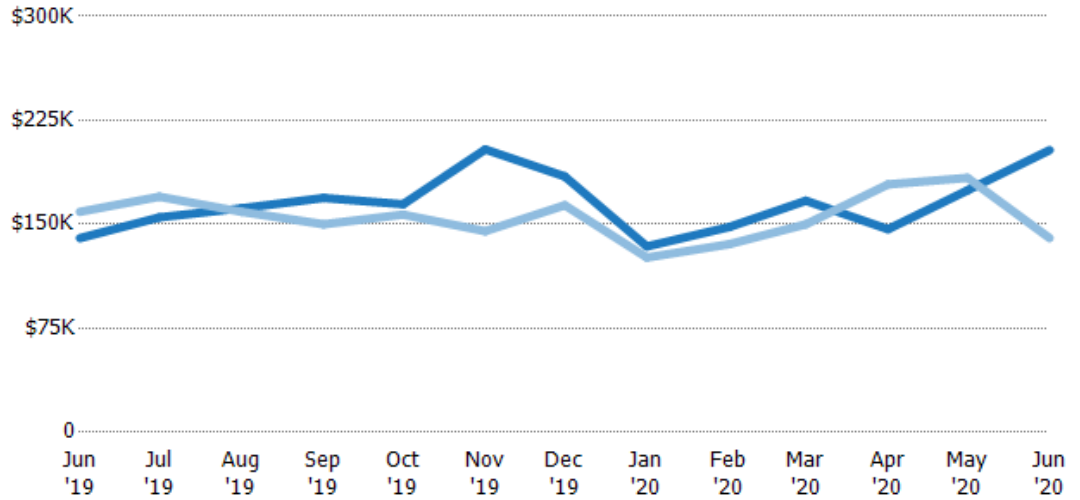
Median Sales Price

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.
Jun '20	\$204K	45.4%
Jun '19	\$140K	-11.9%
Jun '18	\$159K	-7.5%



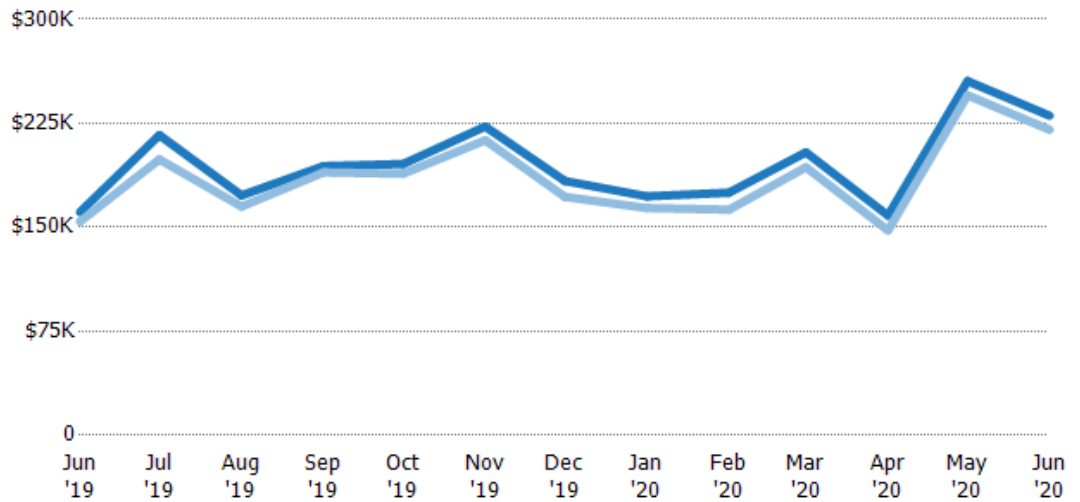
Current Year	\$140K	\$155K	\$162K	\$169K	\$164K	\$204K	\$185K	\$134K	\$148K	\$167K	\$146K	\$175K	\$204K
Prior Year	\$159K	\$170K	\$159K	\$150K	\$157K	\$145K	\$164K	\$126K	\$136K	\$150K	\$179K	\$184K	\$140K
Percent Change from Prior Year	-12%	-9%	2%	13%	5%	41%	13%	6%	9%	11%	-18%	-5%	45%

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



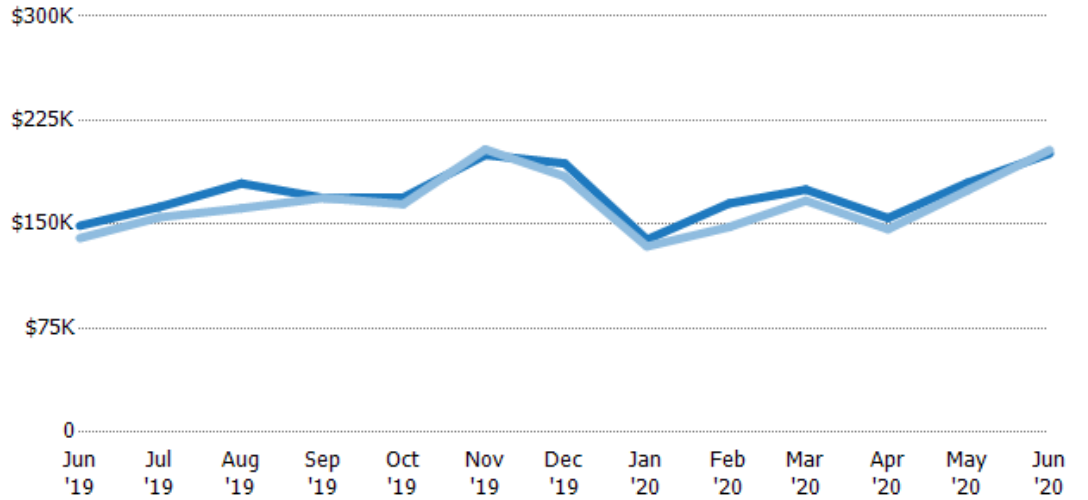
Avg List Price	\$161K	\$216K	\$173K	\$194K	\$196K	\$223K	\$183K	\$172K	\$175K	\$204K	\$159K	\$255K	\$230K
Avg Sales Price	\$154K	\$199K	\$165K	\$190K	\$189K	\$213K	\$172K	\$164K	\$163K	\$193K	\$148K	\$245K	\$220K
Avg Sales Price as a % of Avg List Price	96%	92%	95%	98%	96%	96%	94%	95%	93%	95%	93%	96%	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



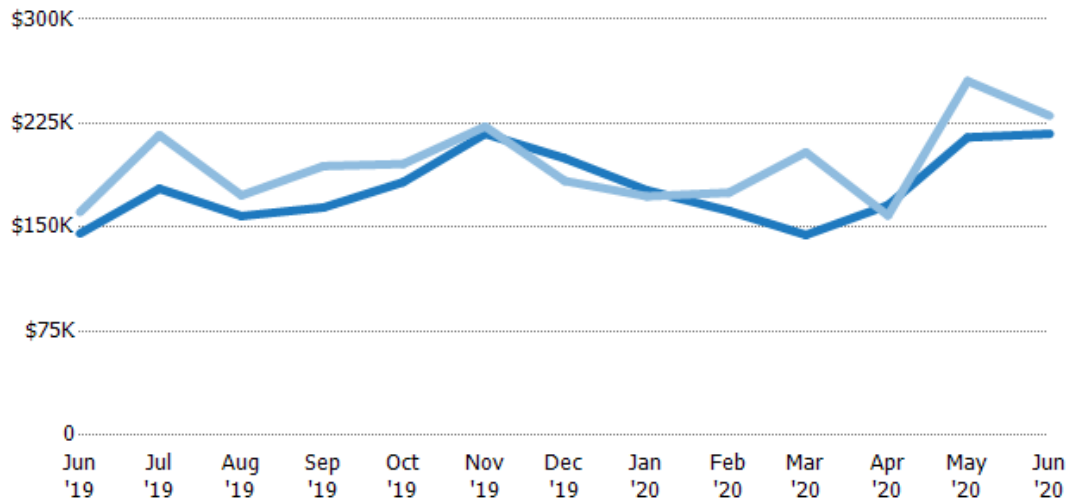
	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20
Median List Price	\$149K	\$162K	\$179K	\$169K	\$169K	\$200K	\$194K	\$139K	\$165K	\$175K	\$155K	\$180K	\$201K
Median Sales Price	\$140K	\$155K	\$162K	\$169K	\$164K	\$204K	\$185K	\$134K	\$148K	\$167K	\$146K	\$175K	\$204K
Med Sales Price as a % of Med List Price	94%	95%	90%	100%	97%	102%	95%	96%	90%	95%	95%	97%	101%

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



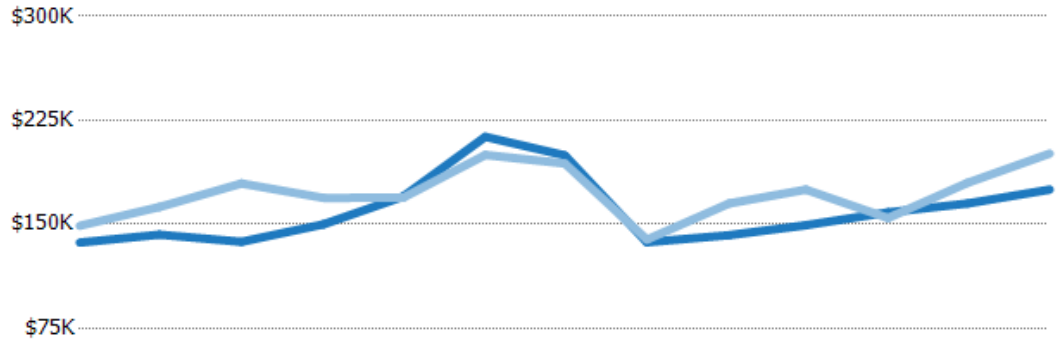
	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20
Avg Est Value	\$145K	\$178K	\$158K	\$164K	\$183K	\$217K	\$200K	\$177K	\$162K	\$144K	\$166K	\$215K	\$217K
Avg Sales Price	\$161K	\$216K	\$173K	\$194K	\$196K	\$223K	\$183K	\$172K	\$175K	\$204K	\$159K	\$255K	\$230K
Avg Sales Price as a % of Avg Est Value	111%	122%	109%	118%	107%	102%	92%	98%	108%	141%	96%	119%	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



	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20
Median Est Value	\$137K	\$143K	\$137K	\$150K	\$170K	\$213K	\$200K	\$137K	\$142K	\$149K	\$159K	\$165K	\$175K
Median Sales Price	\$149K	\$162K	\$179K	\$169K	\$169K	\$200K	\$194K	\$139K	\$165K	\$175K	\$155K	\$180K	\$201K
Med Sales Price as a % of Med Est Value	109%	114%	131%	113%	100%	94%	97%	101%	116%	117%	97%	109%	115%