

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	Jul 2020	Jul 2019	+ / -	YTD 2020	YTD 2019	+ / -
Listing Activity Charts Metrics						
New Listing Count	61	61	+/-	283	346	-18.2%
New Listing Volume	\$17,293,300	\$13,023,298	+32.8%	\$68,991,580	\$78,660,295	-12.3%
Active Listing Count	182	324	-43.8%	N/A	N/A	
Active Listing Volume	\$54,802,600	\$87,447,390	-37.3%	N/A	N/A	
Average Listing Price	\$301,113	\$269,899	+11.6%	\$266,060	\$265,713	+0.1%
Median Listing Price	\$229,000	\$225,000	+1.8%	\$201,674	\$223,584	-9.8%
Median Days in RPR	93	104	-10.6%	164.55	171.6	-4.1%
Months of Inventory	5.2	10.1	-48.6%	7.5	10.8	-31%
Absorption Rate	19.23%	9.88%	+9.4%	13.39%	9.24%	+4.2%
Sales Activity Charts Metrics						
New Pending Sales Count	80	35	+128.6%	304	237	+28.3%
New Pending Sales Volume	\$16,608,799	\$6,316,300	+163%	\$60,784,877	\$45,257,624	+34.3%
Pending Sales Count	98	55	+78.2%	N/A	N/A	
Pending Sales Volume	\$20,923,999	\$10,317,525	+102.8%	N/A	N/A	
Closed Sales Count	51	43	+18.6%	189	194	-2.6%
Closed Sales Volume	\$9,501,350	\$8,673,855	+9.5%	\$36,357,869	\$34,498,196	+5.4%
Average Sales Price	\$186,301	\$201,718	-7.6%	\$192,370	\$177,826	+8.2%
Median Sales Price	\$171,000	\$155,000	+10.3%	\$168,705	\$152,740	+10.5%

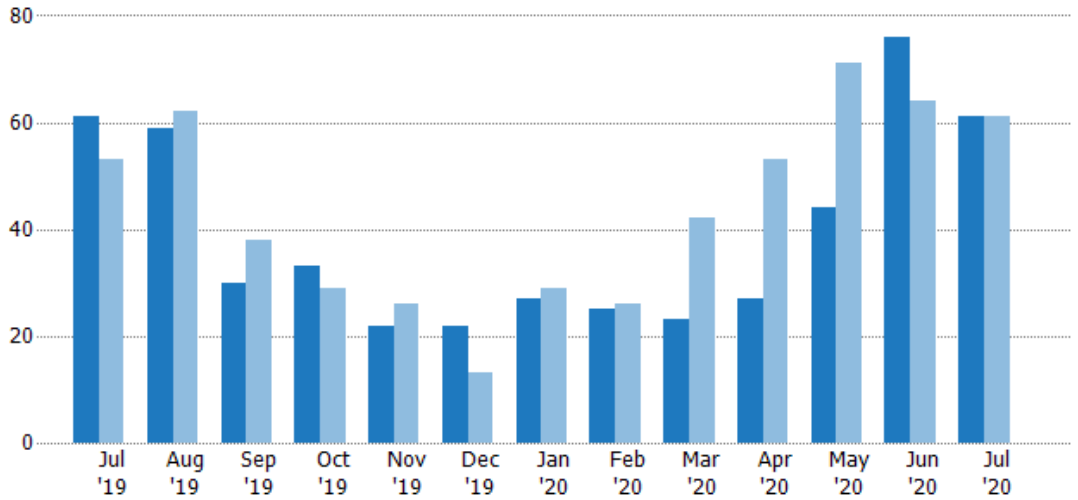
New Listings

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.
Jul '20	61	0%
Jul '19	61	15.1%
Jul '18	53	30.2%



Current Year	61	59	30	33	22	22	27	25	23	27	44	76	61
Prior Year	53	62	38	29	26	13	29	26	42	53	71	64	61
Percent Change from Prior Year	15%	-5%	-21%	14%	-15%	69%	-7%	-4%	-45%	-49%	-38%	19%	0%

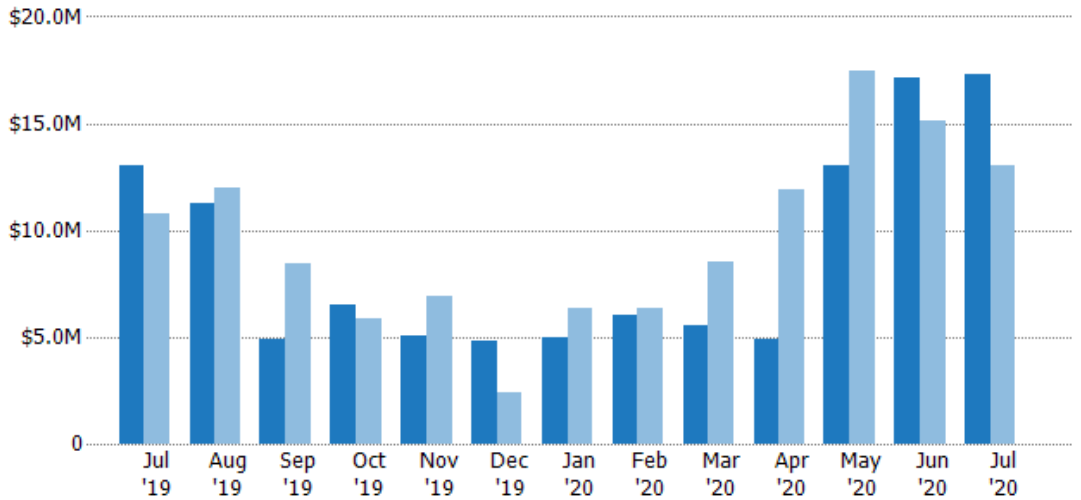
New Listing Volume

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.
Jul '20	\$17.3M	32.8%
Jul '19	\$13M	21%
Jul '18	\$10.8M	43.3%



Current Year	\$13M	\$11.2M	\$4.92M	\$6.51M	\$5.04M	\$4.84M	\$5.01M	\$6.06M	\$5.55M	\$4.87M	\$13.1M	\$17.1M	\$17.3M
Prior Year	\$10.8M	\$12M	\$8.43M	\$5.85M	\$6.89M	\$2.44M	\$6.36M	\$6.37M	\$8.5M	\$11.9M	\$17.4M	\$15.1M	\$13M
Percent Change from Prior Year	21%	-6%	-42%	11%	-27%	98%	-21%	-5%	-35%	-59%	-25%	14%	33%

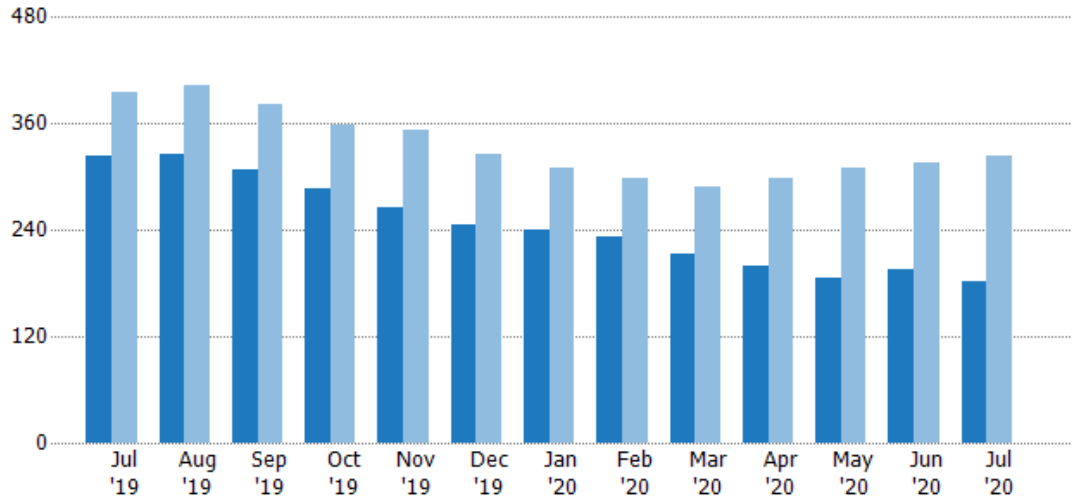
Active Listings

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.
Jul '20	182	-43.8%
Jul '19	324	-18%
Jul '18	395	7.1%



Current Year	324	326	308	287	266	245	240	232	213	200	186	196	182
Prior Year	395	404	381	358	353	326	310	298	289	298	310	315	324
Percent Change from Prior Year	-18%	-19%	-19%	-20%	-25%	-25%	-23%	-22%	-26%	-33%	-40%	-38%	-44%

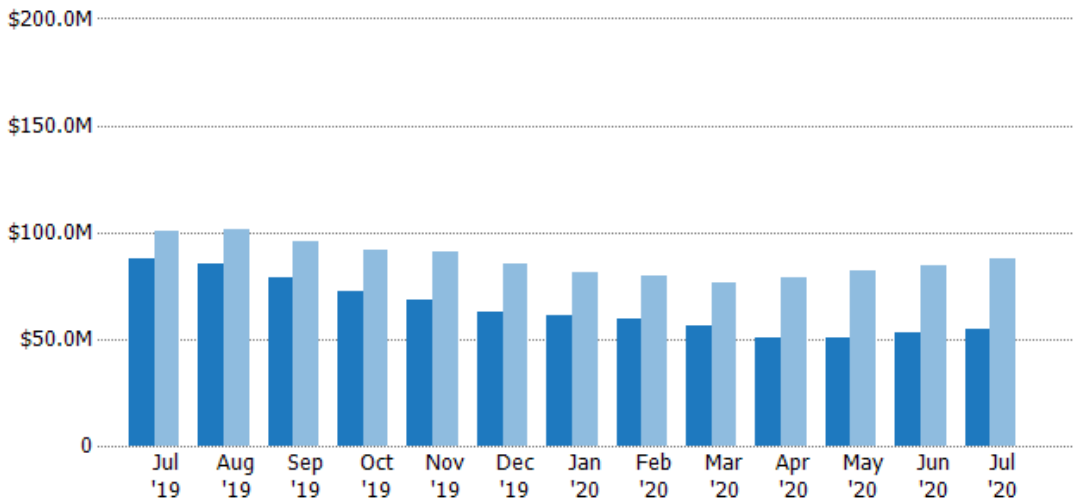
Active Listing Volume

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.
Jul '20	\$54.8M	-37.3%
Jul '19	\$87.4M	-13%
Jul '18	\$100M	-0.2%



Current Year	\$87.4M	\$85.4M	\$78.7M	\$72.4M	\$68.5M	\$62.9M	\$61.3M	\$59.4M	\$55.9M	\$50.8M	\$50.2M	\$53.2M	\$54.8M
Prior Year	\$100M	\$101M	\$96M	\$91.6M	\$91.1M	\$84.9M	\$81.2M	\$79.7M	\$76.6M	\$78.4M	\$82.2M	\$84.1M	\$87.4M
Percent Change from Prior Year	-13%	-16%	-18%	-21%	-25%	-26%	-24%	-25%	-27%	-35%	-39%	-37%	-37%

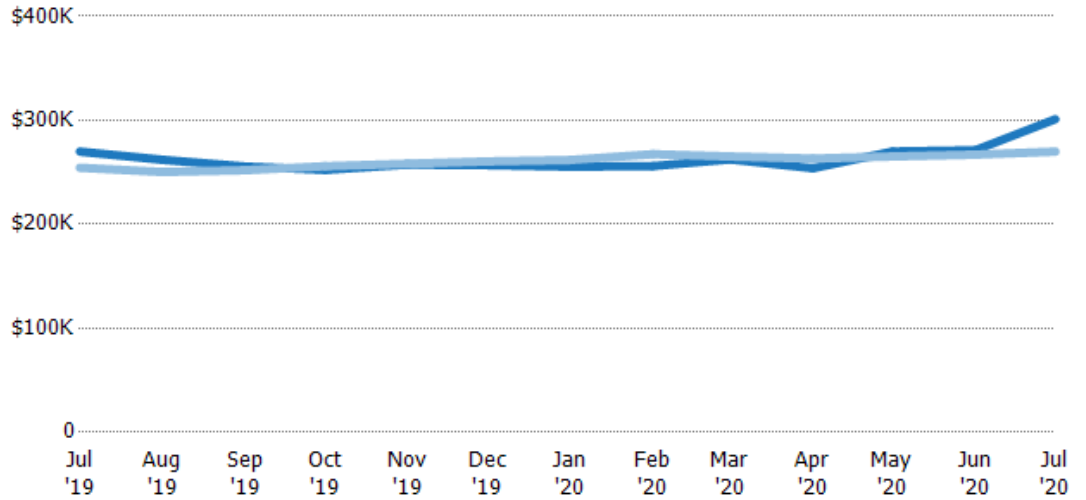
Average Listing Price

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.
Jul '20	\$301K	11.6%
Jul '19	\$270K	6.1%
Jul '18	\$254K	-6.9%



Current Year	\$270K	\$262K	\$255K	\$252K	\$257K	\$257K	\$255K	\$256K	\$262K	\$254K	\$270K	\$271K	\$301K
Prior Year	\$254K	\$250K	\$252K	\$256K	\$258K	\$260K	\$262K	\$267K	\$265K	\$263K	\$265K	\$267K	\$270K
Percent Change from Prior Year	6%	5%	1%	-1%	0%	-1%	-2%	-4%	-1%	-4%	2%	2%	12%

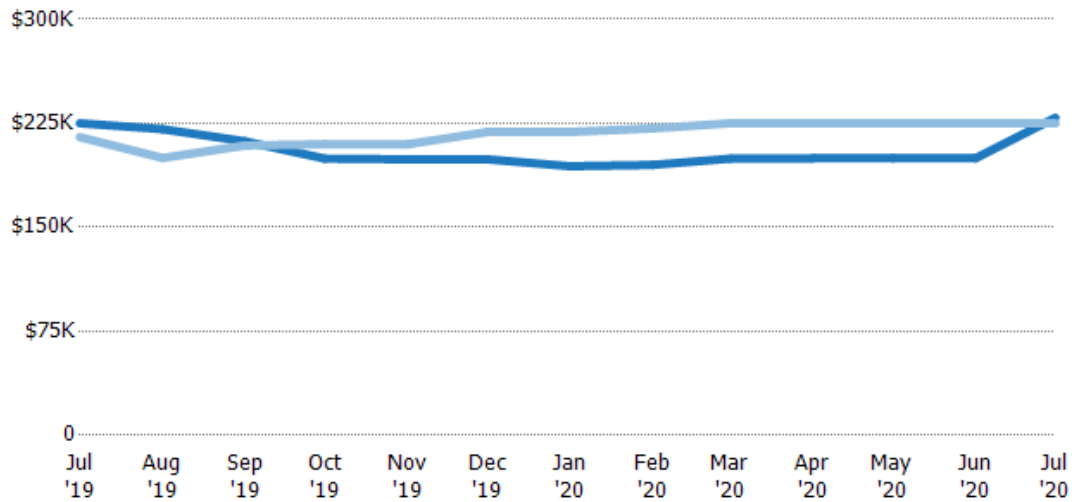
Median Listing Price

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.
Jul '20	\$229K	1.8%
Jul '19	\$225K	4.7%
Jul '18	\$215K	-11.7%



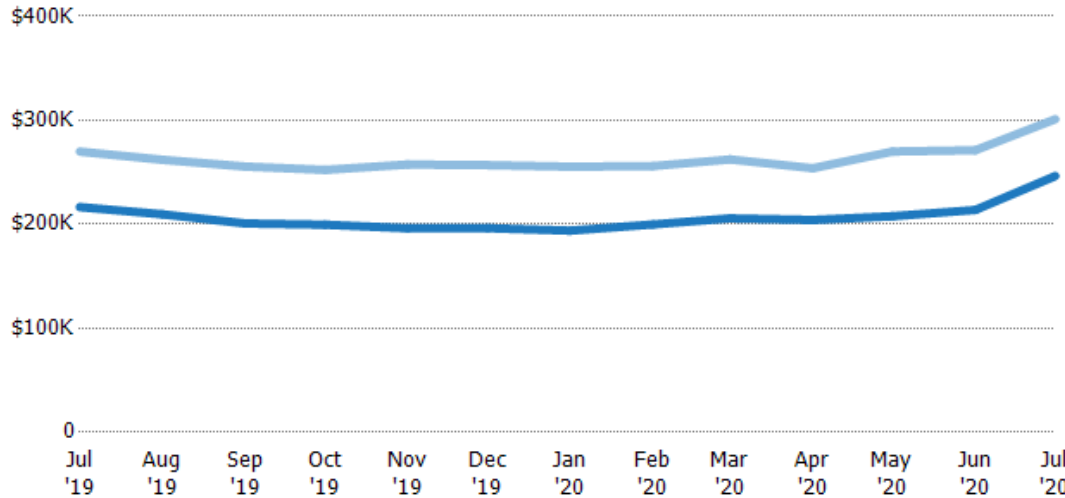
Current Year	\$225K	\$221K	\$212K	\$200K	\$199K	\$199K	\$194K	\$195K	\$200K	\$200K	\$200K	\$200K	\$229K
Prior Year	\$215K	\$200K	\$209K	\$210K	\$210K	\$219K	\$219K	\$221K	\$225K	\$225K	\$225K	\$225K	\$225K
Percent Change from Prior Year	5%	10%	1%	-5%	-5%	-9%	-11%	-12%	-11%	-11%	-11%	-11%	2%

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



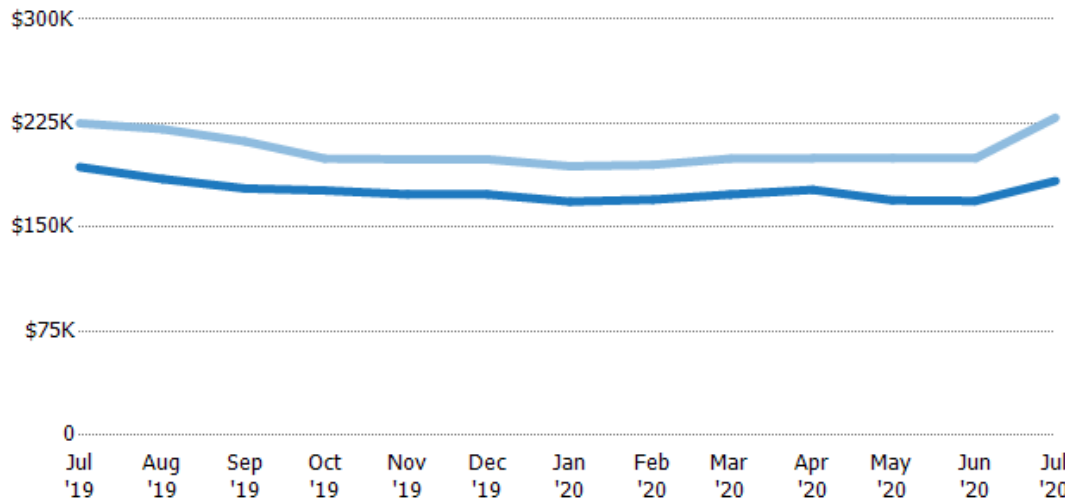
	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20
Avg Est Value	\$217K	\$210K	\$201K	\$200K	\$196K	\$196K	\$194K	\$200K	\$206K	\$204K	\$208K	\$214K	\$246K
Avg Listing Price	\$270K	\$262K	\$255K	\$252K	\$257K	\$257K	\$255K	\$256K	\$262K	\$254K	\$270K	\$271K	\$301K
Avg Listing Price as a % of Avg Est Value	125%	125%	127%	126%	131%	131%	132%	128%	128%	124%	130%	127%	122%

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



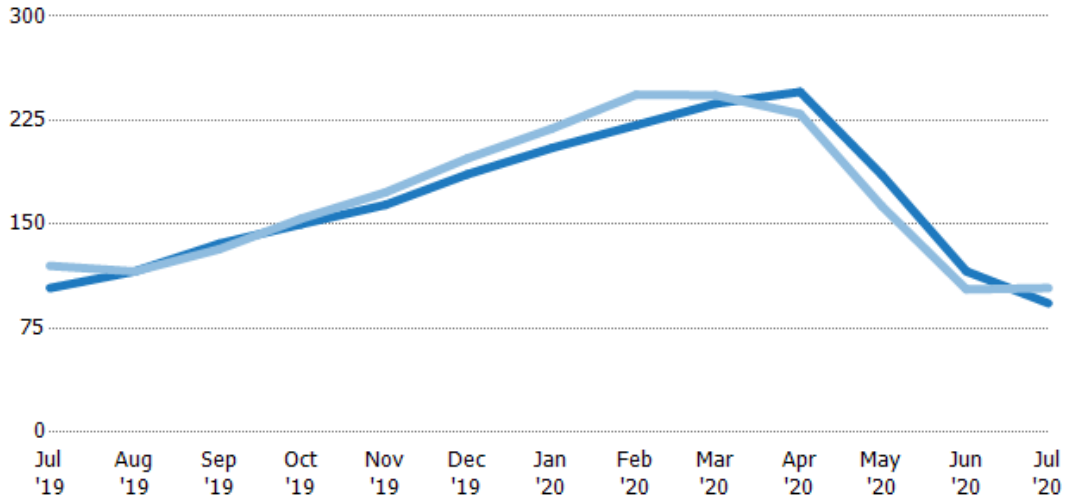
	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20
Median Est Value	\$193K	\$185K	\$178K	\$176K	\$174K	\$174K	\$169K	\$170K	\$174K	\$177K	\$169K	\$169K	\$183K
Median Listing Price	\$225K	\$221K	\$212K	\$200K	\$199K	\$199K	\$194K	\$195K	\$200K	\$200K	\$200K	\$200K	\$229K
Med Listing Price as a % of Med Est Value	116%	119%	119%	113%	115%	115%	115%	115%	115%	113%	118%	118%	125%

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.
Jul '20	93	-10.6%
Jul '19	104	-13.3%
Jul '18	120	-16.7%

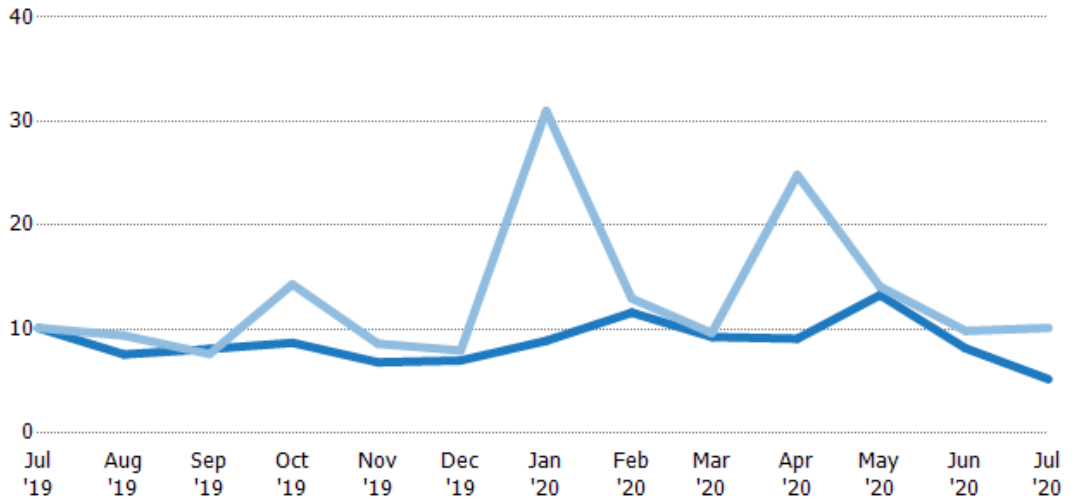
Current Year	104	116	136	150	164	186	205	222	237	246	186	116	93
Prior Year	120	116	132	154	173	198	219	244	243	230	163	103	104
Percent Change from Prior Year	-13%	0%	3%	-3%	-5%	-6%	-6%	-9%	-2%	7%	14%	13%	-11%

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.
Jul '20	5.2	-48.6%
Jul '19	10.1	0%
Jul '18	10.1	19.3%

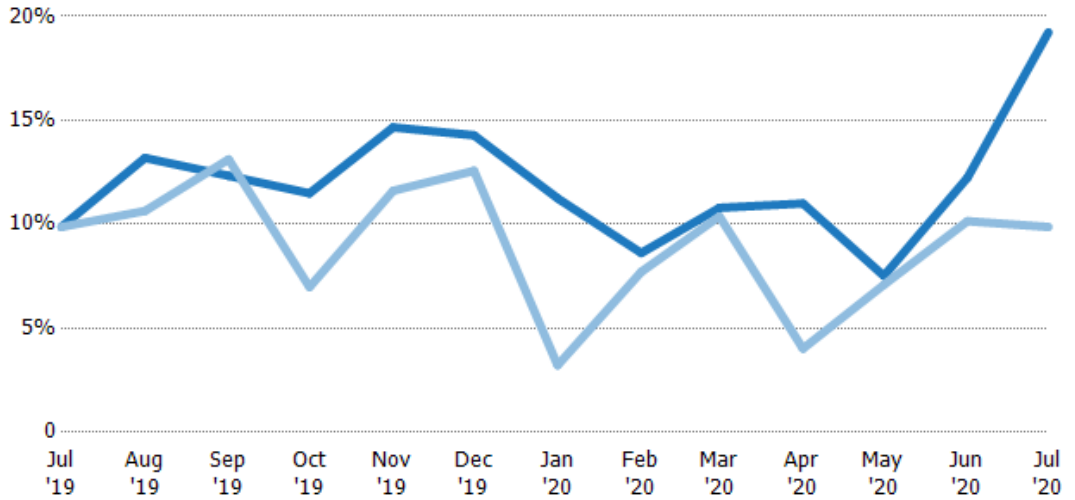
Current Year	10.1	7.58	8.11	8.7	6.82	7	8.89	11.6	9.26	9.09	13.3	8.17	5.2
Prior Year	10.1	9.4	7.62	14.3	8.61	7.95	31	13	9.63	24.8	14.1	9.84	10.1
Percent Change from Prior Year	0%	-19%	6%	-39%	-21%	-12%	-71%	-10%	-4%	-63%	-6%	-17%	-49%

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.
Jul '20	19%	-9.4%
Jul '19	10%	0%
Jul '18	10%	-16.2%

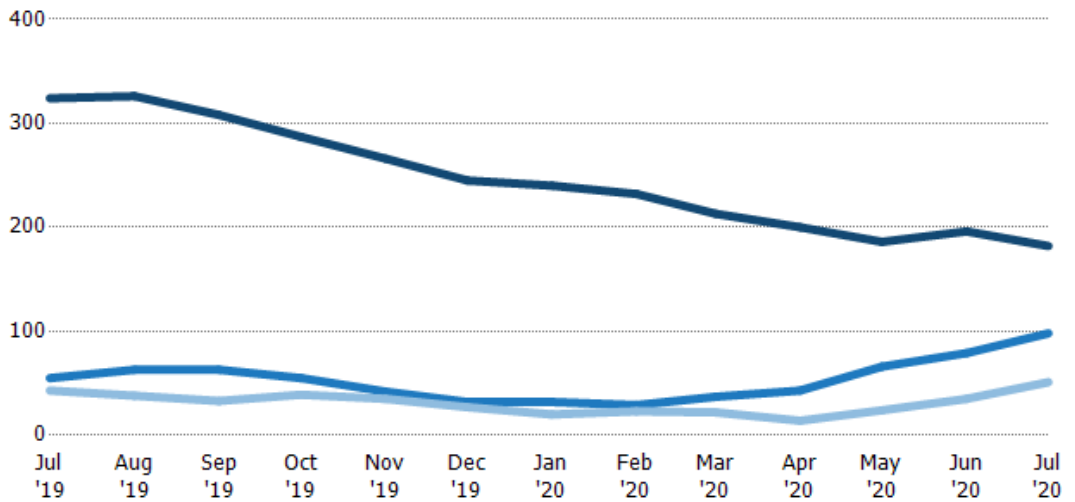
Current Year	10%	13%	12%	11%	15%	14%	11%	9%	11%	11%	8%	12%	19%
Prior Year	10%	11%	13%	7%	12%	13%	3%	8%	10%	4%	7%	10%	10%
Change from Prior Year	0%	-3%	1%	-5%	-3%	-2%	-8%	-1%	0%	-7%	0%	-2%	-9%

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	324	326	308	287	266	245	240	232	213	200	186	196	182
Pending	55	63	63	55	42	32	32	29	37	43	66	79	98
Sold	43	38	33	39	35	27	20	23	22	14	24	35	51

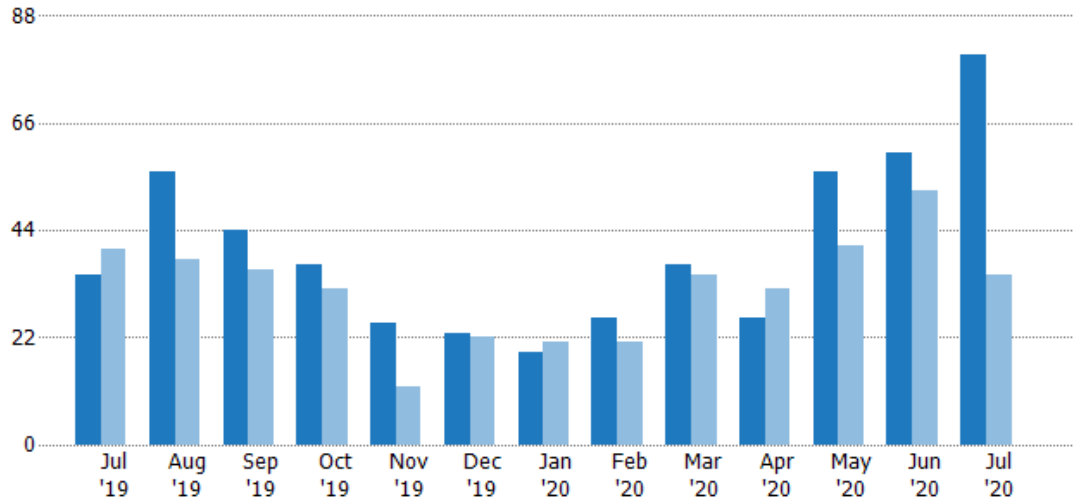
New Pending Sales

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.
Jul '20	80	128.6%
Jul '19	35	-12.5%
Jul '18	40	2.5%



	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20
Current Year	35	56	44	37	25	23	19	26	37	26	56	60	80
Prior Year	40	38	36	32	12	22	21	21	35	32	41	52	35
Percent Change from Prior Year	-13%	47%	22%	16%	108%	5%	-10%	24%	6%	-19%	37%	15%	129%

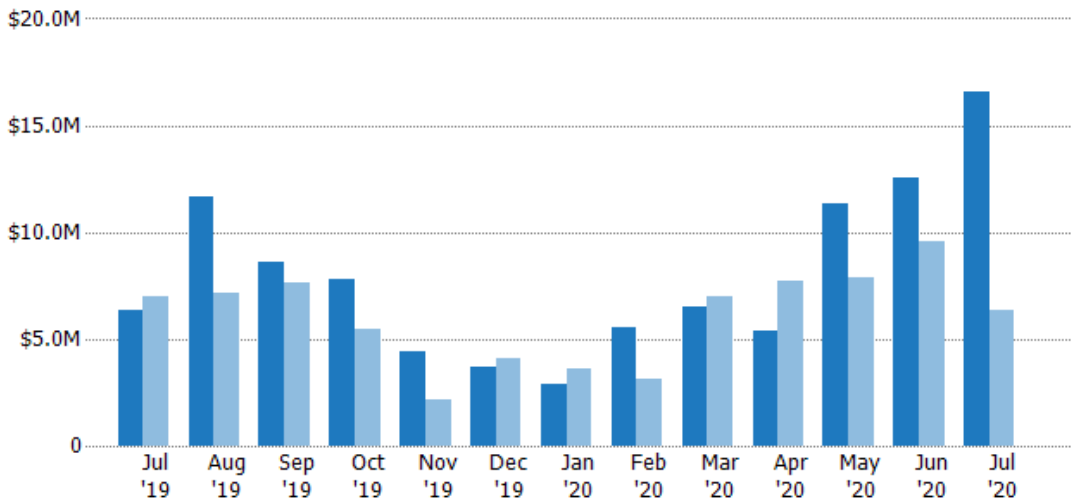
New Pending Sales Volume

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.
Jul '20	\$16.6M	163%
Jul '19	\$6.32M	-9.9%
Jul '18	\$7.01M	24.2%



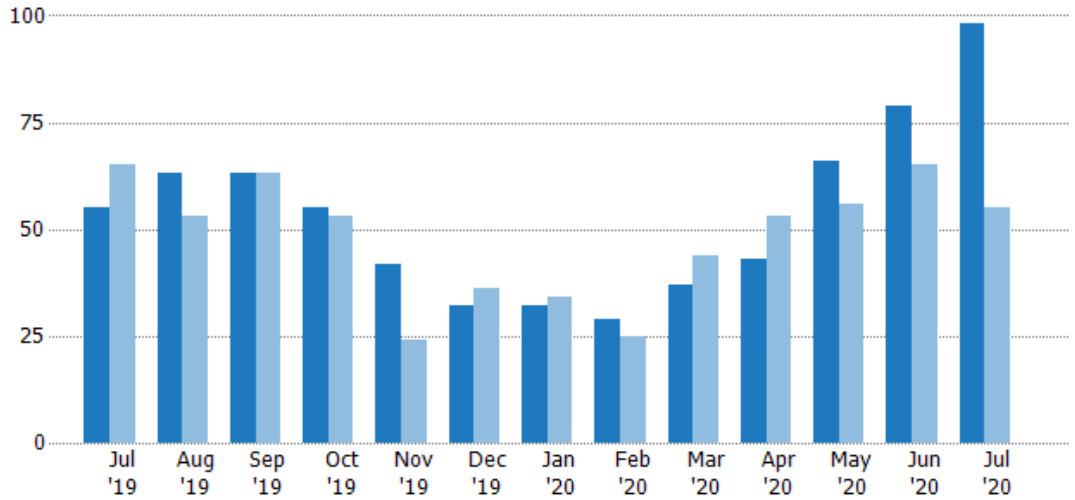
	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20
Current Year	\$6.32M	\$11.6M	\$8.59M	\$7.84M	\$4.43M	\$3.67M	\$2.88M	\$5.56M	\$6.5M	\$5.35M	\$11.3M	\$12.6M	\$16.6M
Prior Year	\$7.01M	\$7.12M	\$7.6M	\$5.5M	\$2.15M	\$4.07M	\$3.58M	\$3.17M	\$7.02M	\$7.73M	\$7.91M	\$9.54M	\$6.32M
Percent Change from Prior Year	-10%	63%	13%	42%	106%	-10%	-20%	76%	-7%	-31%	43%	32%	163%

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



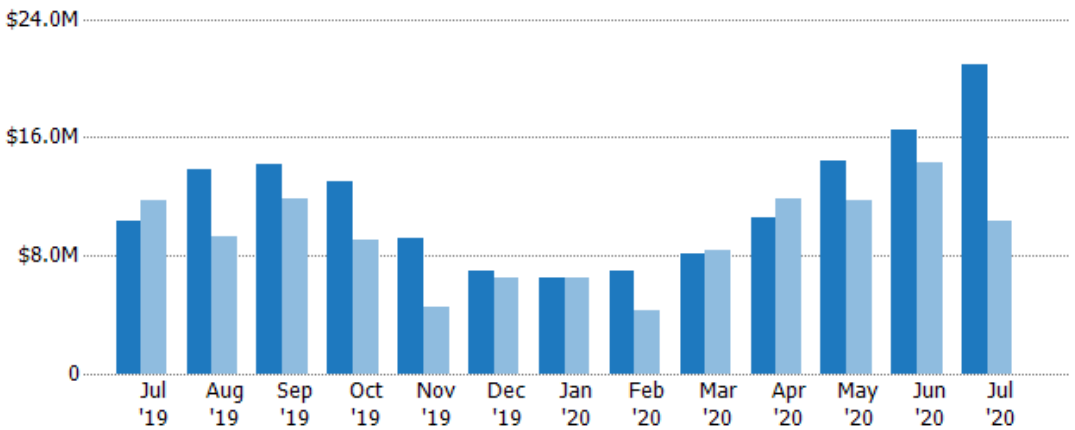
Month/Year	Current Year	Prior Year	Percent Change from Prior Year
Jul '19	55	65	-15%
Aug '19	63	53	19%
Sep '19	63	63	0%
Oct '19	55	53	4%
Nov '19	42	24	75%
Dec '19	32	36	-11%
Jan '20	32	34	-6%
Feb '20	29	25	16%
Mar '20	37	44	-16%
Apr '20	43	53	-19%
May '20	66	56	18%
Jun '20	79	65	22%
Jul '20	98	55	78%

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	Current Year	Prior Year	Percent Change from Prior Year
Jul '19	\$10.3M	\$11.7M	-12%
Aug '19	\$13.8M	\$9.34M	47%
Sep '19	\$14.1M	\$11.9M	19%
Oct '19	\$13M	\$9.09M	44%
Nov '19	\$9.23M	\$4.52M	104%
Dec '19	\$6.93M	\$6.46M	7%
Jan '20	\$6.54M	\$6.46M	1%
Feb '20	\$6.98M	\$4.31M	62%
Mar '20	\$8.17M	\$8.35M	-2%
Apr '20	\$10.6M	\$11.9M	-11%
May '20	\$14.4M	\$11.8M	22%
Jun '20	\$16.4M	\$14.2M	15%
Jul '20	\$20.9M	\$10.3M	103%

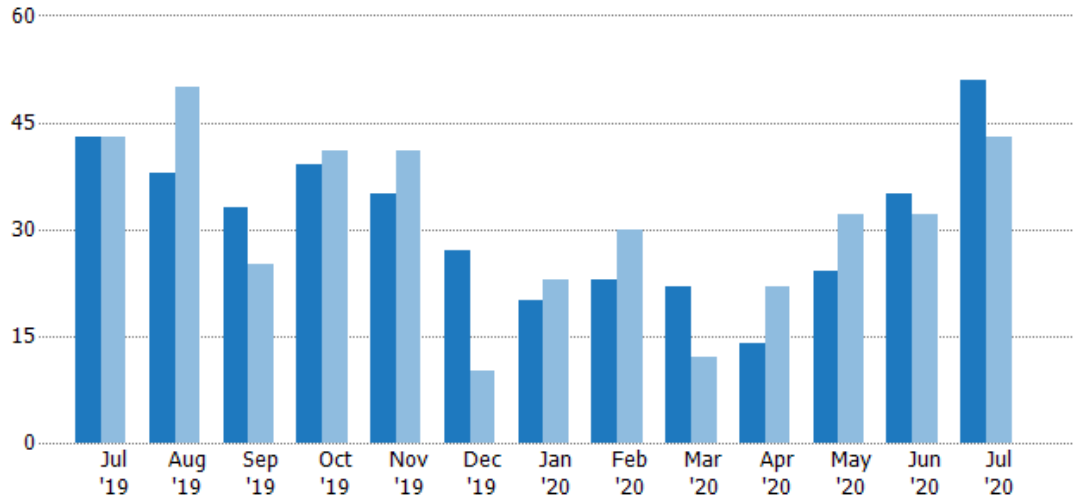
Closed Sales

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.
Jul '20	51	18.6%
Jul '19	43	0%
Jul '18	43	-39.5%



Current Year	43	38	33	39	35	27	20	23	22	14	24	35	51
Prior Year	43	50	25	41	41	10	23	30	12	22	32	32	43
Percent Change from Prior Year	0%	-24%	32%	-5%	-15%	170%	-13%	-23%	83%	-36%	-25%	9%	19%

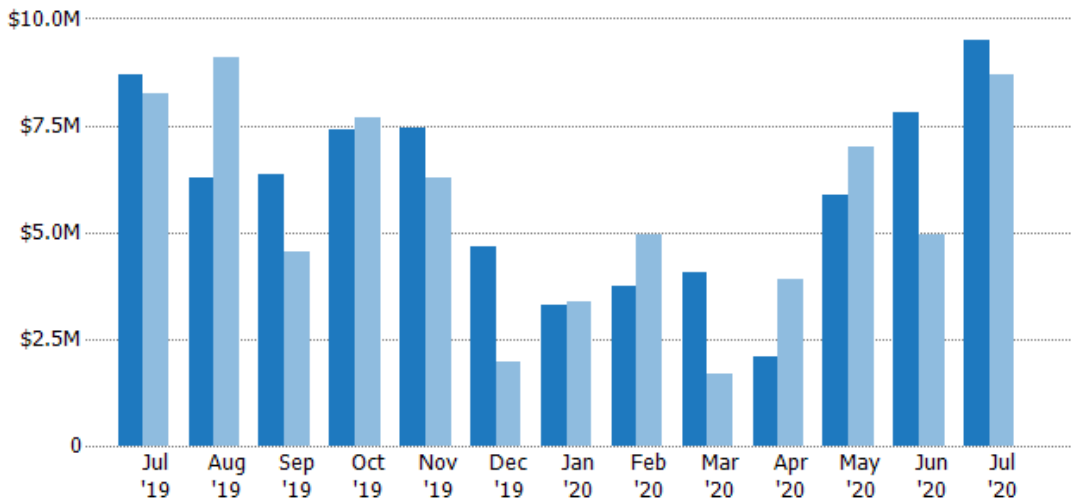
Closed Sales Volume

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.
Jul '20	\$9.5M	9.5%
Jul '19	\$8.67M	5.2%
Jul '18	\$8.25M	-25.3%



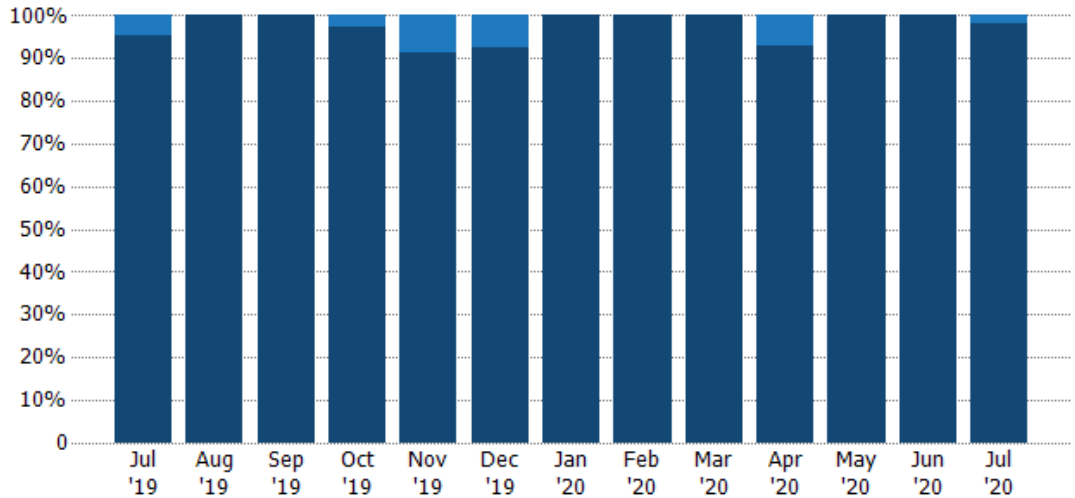
Current Year	\$8.67M	\$6.27M	\$6.37M	\$7.41M	\$7.45M	\$4.64M	\$3.28M	\$3.74M	\$4.07M	\$2.07M	\$5.89M	\$7.81M	\$9.5M
Prior Year	\$8.25M	\$9.07M	\$4.56M	\$7.69M	\$6.28M	\$1.95M	\$3.38M	\$4.93M	\$1.7M	\$3.91M	\$6.98M	\$4.93M	\$8.67M
Percent Change from Prior Year	5%	-31%	40%	-4%	19%	138%	-3%	-24%	140%	-47%	-16%	58%	10%

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



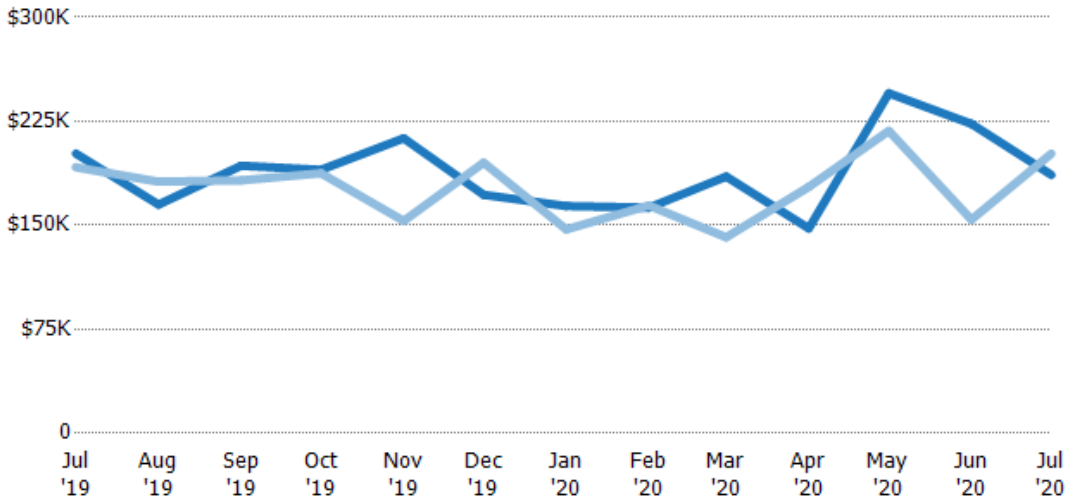
Property Type	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20
Condo/Townhouse	5%	-	-	3%	9%	7%	-	-	-	7%	-	-	2%
Single Family Residence	95%	100%	100%	97%	91%	93%	100%	100%	100%	93%	100%	100%	98%

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.
Jul '20	\$186K	-7.6%
Jul '19	\$202K	5.2%
Jul '18	\$192K	23.6%

Property Type	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20
Current Year	\$202K	\$165K	\$193K	\$190K	\$213K	\$172K	\$164K	\$163K	\$185K	\$148K	\$245K	\$223K	\$186K
Prior Year	\$192K	\$181K	\$182K	\$188K	\$153K	\$195K	\$147K	\$164K	\$141K	\$178K	\$218K	\$154K	\$202K
Percent Change from Prior Year	5%	-9%	6%	1%	39%	-12%	11%	-1%	31%	-17%	12%	45%	-8%

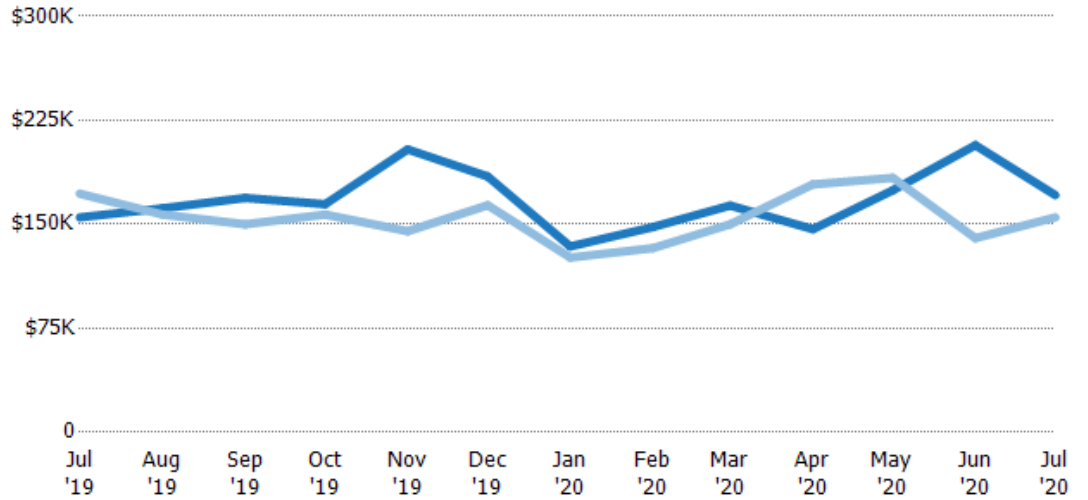
Median Sales Price

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.
Jul '20	\$171K	10.3%
Jul '19	\$155K	-9.9%
Jul '18	\$172K	-22.3%



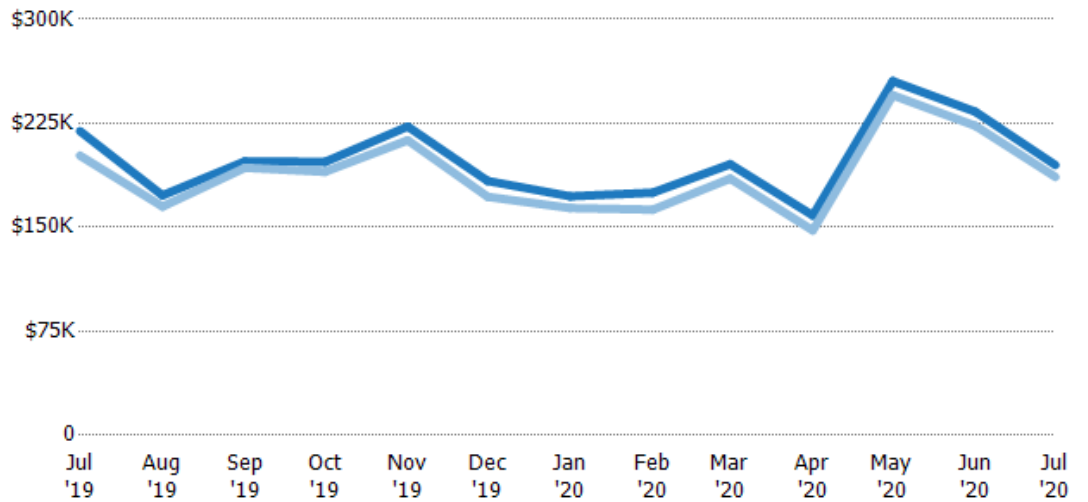
Current Year	\$155K	\$162K	\$169K	\$165K	\$204K	\$185K	\$134K	\$148K	\$164K	\$146K	\$175K	\$207K	\$171K
Prior Year	\$172K	\$157K	\$150K	\$157K	\$145K	\$164K	\$126K	\$133K	\$150K	\$179K	\$184K	\$140K	\$155K
Percent Change from Prior Year	-10%	3%	13%	5%	41%	13%	6%	11%	9%	-18%	-5%	48%	10%

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



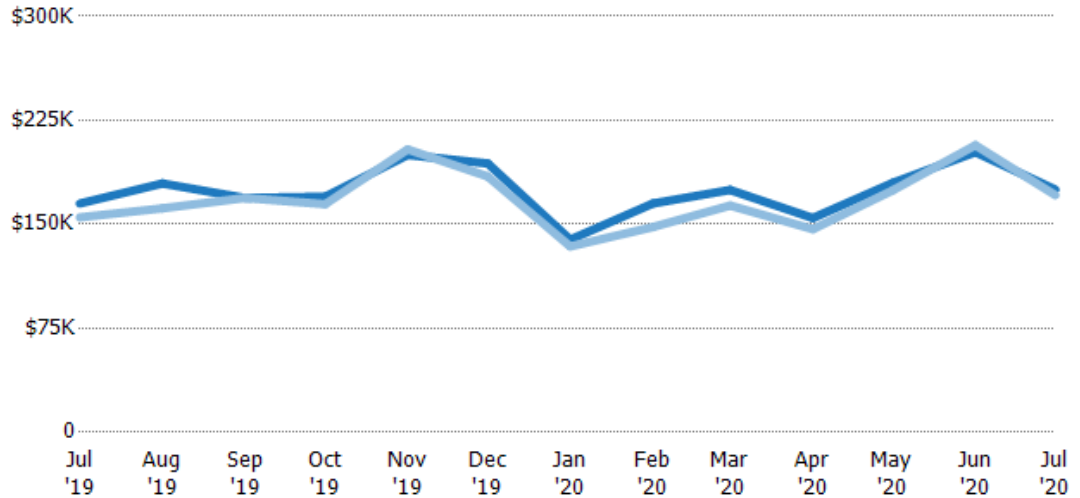
Avg List Price	\$219K	\$173K	\$198K	\$197K	\$223K	\$183K	\$172K	\$175K	\$196K	\$159K	\$255K	\$233K	\$195K
Avg Sales Price	\$202K	\$165K	\$193K	\$190K	\$213K	\$172K	\$164K	\$163K	\$185K	\$148K	\$245K	\$223K	\$186K
Avg Sales Price as a % of Avg List Price	92%	95%	98%	96%	96%	94%	95%	93%	95%	93%	96%	96%	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



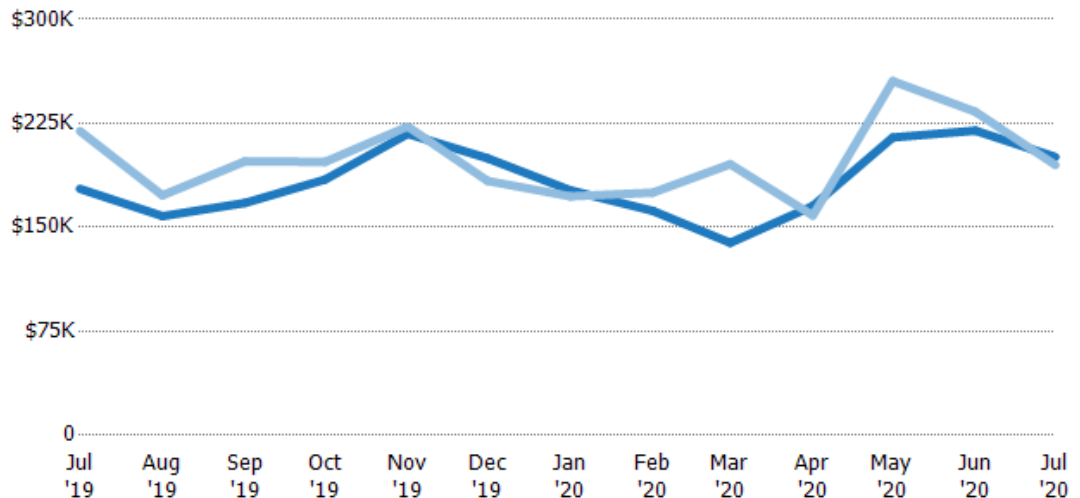
	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20
Median List Price	\$165K	\$179K	\$169K	\$170K	\$200K	\$194K	\$139K	\$165K	\$175K	\$155K	\$180K	\$202K	\$175K
Median Sales Price	\$155K	\$162K	\$169K	\$165K	\$204K	\$185K	\$134K	\$148K	\$164K	\$146K	\$175K	\$207K	\$171K
Med Sales Price as a % of Med List Price	94%	90%	100%	97%	102%	95%	96%	90%	94%	95%	97%	102%	98%

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



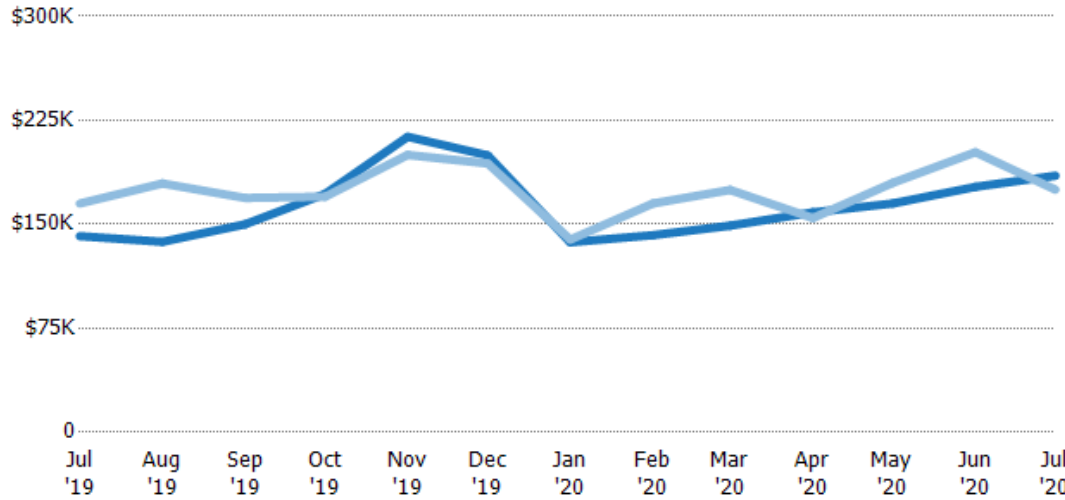
	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20
Avg Est Value	\$178K	\$158K	\$168K	\$184K	\$217K	\$200K	\$177K	\$162K	\$139K	\$165K	\$215K	\$220K	\$201K
Avg Sales Price	\$219K	\$173K	\$198K	\$197K	\$223K	\$183K	\$172K	\$175K	\$196K	\$159K	\$255K	\$233K	\$195K
Avg Sales Price as a % of Avg Est Value	123%	109%	118%	107%	102%	92%	98%	108%	141%	96%	119%	106%	97%

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



	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20
Median Est Value	\$141K	\$137K	\$150K	\$172K	\$213K	\$200K	\$137K	\$142K	\$149K	\$159K	\$165K	\$177K	\$185K
Median Sales Price	\$165K	\$179K	\$169K	\$170K	\$200K	\$194K	\$139K	\$165K	\$175K	\$155K	\$180K	\$202K	\$175K
Med Sales Price as a % of Med Est Value	117%	131%	113%	99%	94%	97%	101%	116%	117%	97%	109%	114%	95%

Sales Activity by Metro Area

Aug 2020

Metro	Pendings (Month End)	Pending Volume (Month End)	Sales	Sales Volume	Avg Sales Price	Median Sales Price	Avg Sales Price per Sq Ft	Median Sales Price per Sq Ft	Median Days In RPR
Barre, VT			1	\$55,000	\$55,000	\$55,000	\$31	\$31	3
Dallas-Fort Worth- Arlington, TX			1	\$68,000	\$68,000	\$68,000	\$35	\$35	257
Other	98	\$20,545,999	50	\$10,969,050	\$219,381	\$192,500	\$124	\$105	45
San Diego-Carlsbad, CA			1	\$90,000	\$90,000	\$90,000	\$55	\$55	1