

## 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 2020	Sep 2019	+ / -	YTD 2020	YTD 2019	+ / -
<b>Listing Activity Charts Metrics</b>						
New Listing Count	55	30	+83.3%	399	432	-7.6%
New Listing Volume	\$15,773,900	\$4,921,399	+220.5%	\$99,768,480	\$94,737,388	+5.3%
Active Listing Count	175	309	-43.4%	N/A	N/A	
Active Listing Volume	\$56,598,599	\$78,759,288	-28.1%	N/A	N/A	
Average Listing Price	\$323,421	\$254,884	+26.9%	\$271,459	\$262,204	+3.5%
Median Listing Price	\$250,000	\$214,000	+16.8%	\$210,127	\$221,760	-5.2%
Median Days in RPR	91	136	-33.1%	137.68	154.75	-11%
Months of Inventory	3.2	8.1	-60.1%	6.9	10.4	-33.5%
Absorption Rate	30.86%	12.3%	+18.6%	14.39%	9.57%	+4.8%
<b>Sales Activity Charts Metrics</b>						
New Pending Sales Count	75	45	+66.7%	435	338	+28.7%
New Pending Sales Volume	\$17,503,900	\$8,733,400	+100.4%	\$90,464,577	\$65,613,219	+37.9%
Pending Sales Count	100	63	+58.7%	N/A	N/A	
Pending Sales Volume	\$23,187,899	\$14,144,100	+63.9%	N/A	N/A	
Closed Sales Count	53	33	+60.6%	295	264	+11.7%
Closed Sales Volume	\$10,115,091	\$6,368,100	+58.8%	\$57,844,010	\$46,951,546	+23.2%
Average Sales Price	\$190,851	\$192,973	-1.1%	\$196,081	\$177,847	+10.3%
Median Sales Price	\$179,000	\$169,000	+5.9%	\$174,438	\$156,093	+11.8%

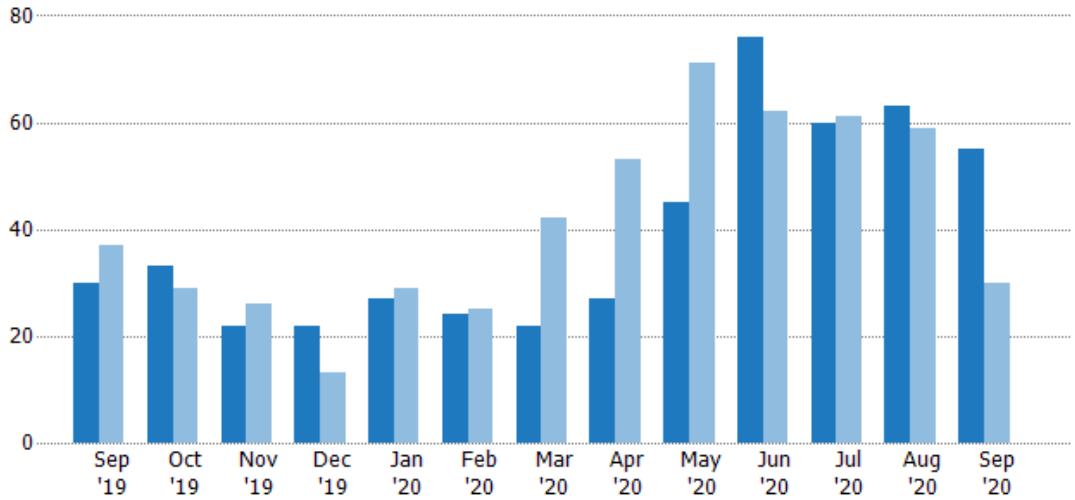
## New Listings

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 '20	55	83.3%
Sep '19	30	-18.9%
Sep '18	37	16.2%



	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20
Current Year	30	33	22	22	27	24	22	27	45	76	60	63	55
Prior Year	37	29	26	13	29	25	42	53	71	62	61	59	30
Percent Change from Prior Year	-19%	14%	-15%	69%	-7%	-4%	-48%	-49%	-37%	23%	-2%	7%	83%

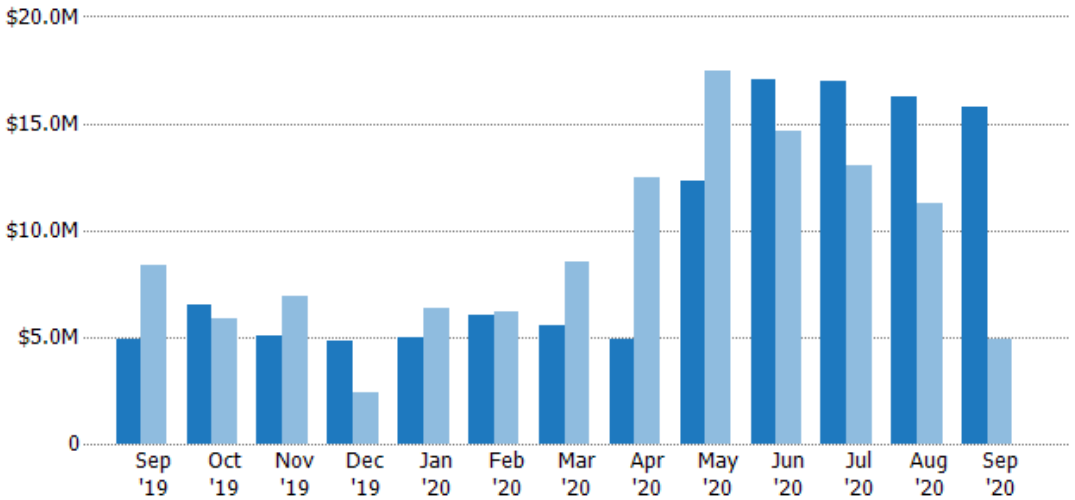
## New Listing Volume

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 '20	\$15.8M	220.5%
Sep '19	\$4.92M	-41.3%
Sep '18	\$8.38M	17.6%



	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20
Current Year	\$4.92M	\$6.5M	\$5.04M	\$4.84M	\$5.01M	\$5.99M	\$5.51M	\$4.86M	\$12.3M	\$17.1M	\$17M	\$16.2M	\$15.8M
Prior Year	\$8.38M	\$5.85M	\$6.89M	\$2.44M	\$6.36M	\$6.19M	\$8.5M	\$12.5M	\$17.4M	\$14.6M	\$13M	\$11.2M	\$4.92M
Percent Change from Prior Year	-41%	11%	-27%	98%	-21%	-3%	-35%	-61%	-30%	17%	31%	45%	221%

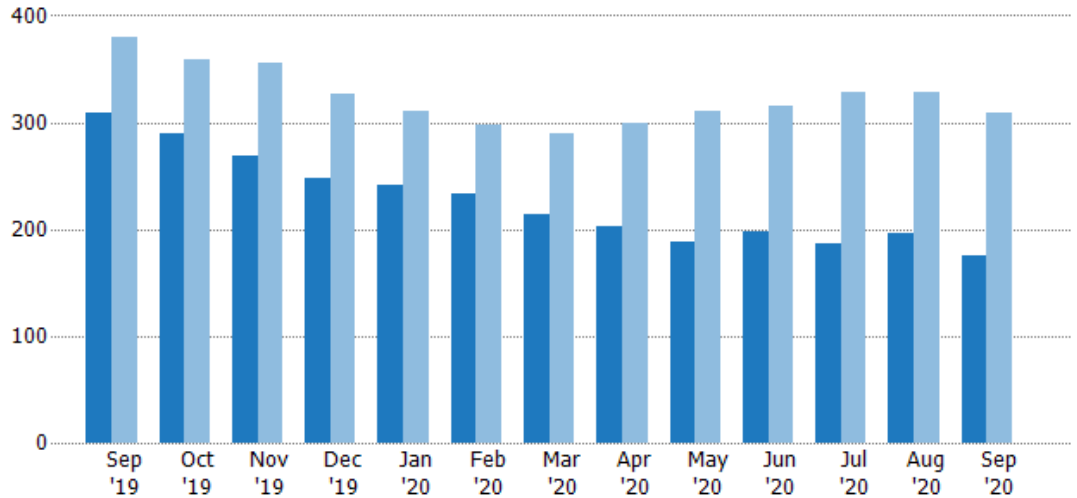
## Active Listings

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 '20	175	-43.4%
Sep '19	309	-18.5%
Sep '18	379	-0.3%



Current Year	309	289	268	247	242	234	214	202	188	197	186	196	175
Prior Year	379	359	355	326	311	298	289	299	311	316	328	329	309
Percent Change from Prior Year	-18%	-19%	-25%	-24%	-22%	-21%	-26%	-32%	-40%	-38%	-43%	-40%	-43%

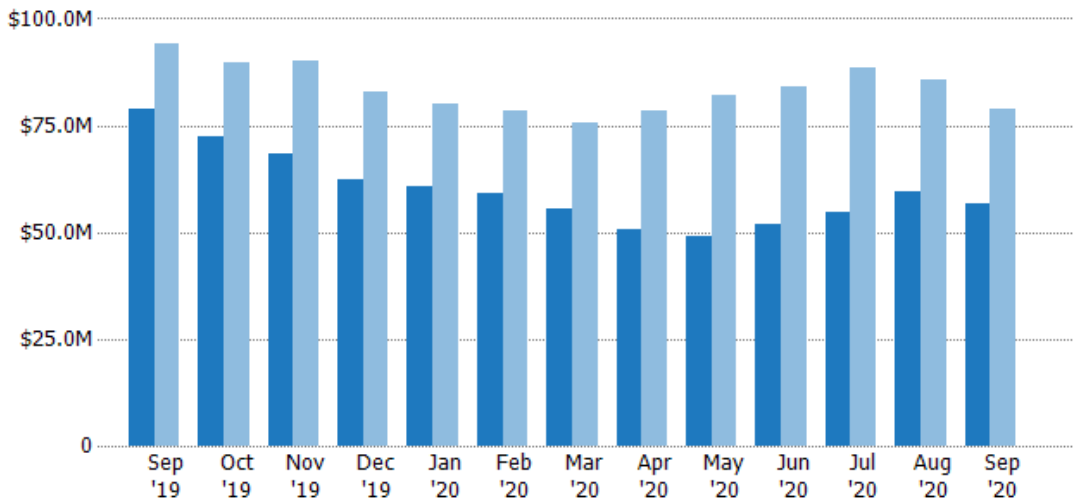
## Active Listing Volume

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 '20	\$56.6M	-28.1%
Sep '19	\$78.8M	-16.5%
Sep '18	\$94.3M	-6.6%



Current Year	\$78.8M	\$72.4M	\$68.5M	\$62.2M	\$60.8M	\$59M	\$55.5M	\$50.7M	\$49.2M	\$51.8M	\$54.5M	\$59.7M	\$56.6M
Prior Year	\$94.3M	\$89.7M	\$90.1M	\$82.7M	\$80.2M	\$78.5M	\$75.4M	\$78.2M	\$82.2M	\$84M	\$88.5M	\$85.7M	\$78.8M
Percent Change from Prior Year	-16%	-19%	-24%	-25%	-24%	-25%	-26%	-35%	-40%	-38%	-38%	-30%	-28%

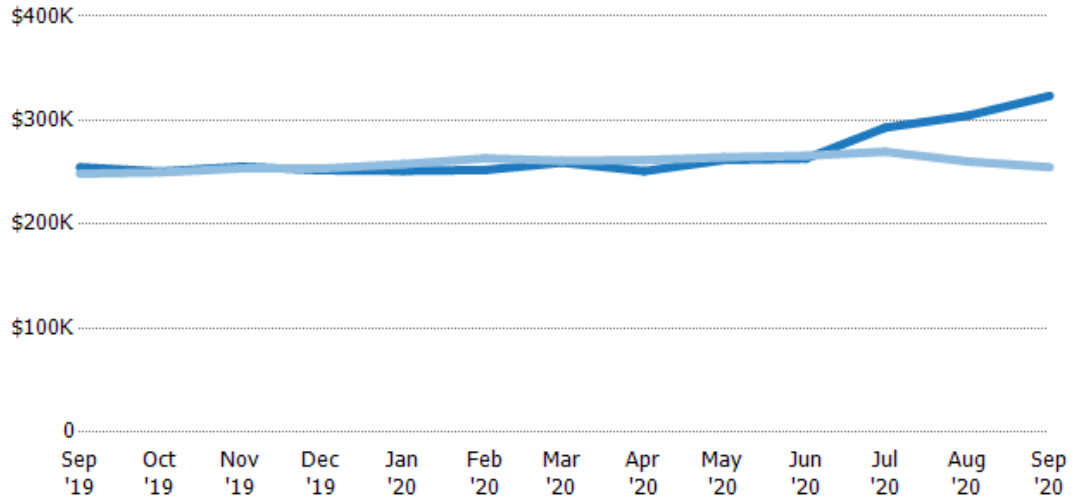
## Average Listing Price

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.
Sep '20	\$323K	26.9%
Sep '19	\$255K	2.5%
Sep '18	\$249K	-6.3%



Current Year	\$255K	\$251K	\$255K	\$252K	\$251K	\$252K	\$259K	\$251K	\$262K	\$263K	\$293K	\$304K	\$323K
Prior Year	\$249K	\$250K	\$254K	\$254K	\$258K	\$263K	\$261K	\$262K	\$264K	\$266K	\$270K	\$260K	\$255K
Percent Change from Prior Year	2%	0%	1%	-1%	-2%	-4%	-1%	-4%	-1%	-1%	9%	17%	27%

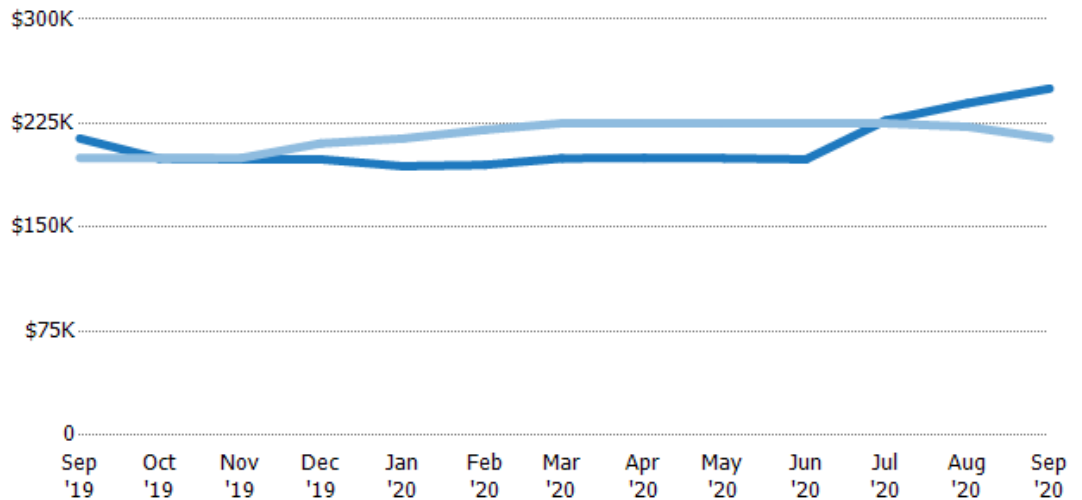
## Median Listing Price

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.
Sep '20	\$250K	16.8%
Sep '19	\$214K	7%
Sep '18	\$200K	-5.1%



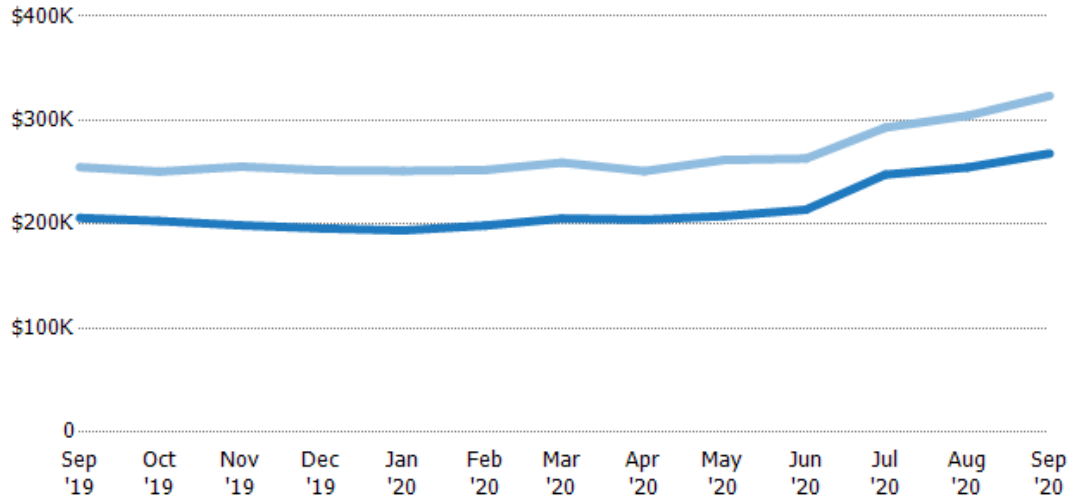
Current Year	\$214K	\$200K	\$199K	\$199K	\$194K	\$195K	\$200K	\$200K	\$200K	\$199K	\$227K	\$239K	\$250K
Prior Year	\$200K	\$200K	\$200K	\$210K	\$214K	\$220K	\$225K	\$225K	\$225K	\$225K	\$225K	\$223K	\$214K
Percent Change from Prior Year	7%	0%	0%	-5%	-9%	-11%	-11%	-11%	-11%	-12%	1%	8%	17%

## 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



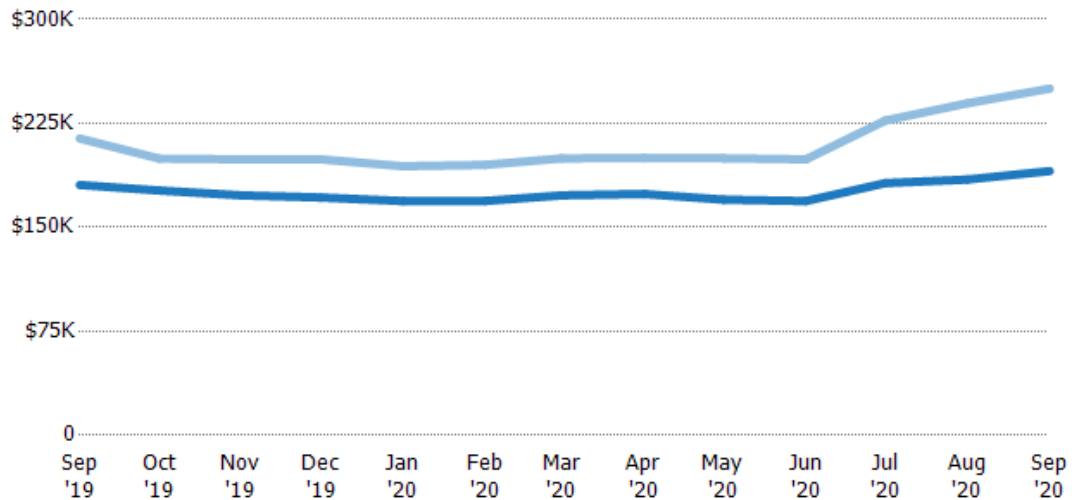
	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20
Avg Est Value	\$206K	\$203K	\$199K	\$196K	\$194K	\$199K	\$206K	\$204K	\$208K	\$214K	\$248K	\$255K	\$268K
Avg Listing Price	\$255K	\$251K	\$255K	\$252K	\$251K	\$252K	\$259K	\$251K	\$262K	\$263K	\$293K	\$304K	\$323K
Avg Listing Price as a % of Avg Est Value	124%	123%	128%	129%	130%	127%	126%	123%	126%	123%	118%	120%	121%

## 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 '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20
Median Est Value	\$181K	\$176K	\$173K	\$171K	\$169K	\$169K	\$173K	\$174K	\$170K	\$169K	\$182K	\$184K	\$191K
Median Listing Price	\$214K	\$200K	\$199K	\$199K	\$194K	\$195K	\$200K	\$200K	\$200K	\$199K	\$227K	\$239K	\$250K
Med Listing Price as a % of Med Est Value	119%	113%	115%	116%	115%	115%	115%	115%	118%	118%	125%	130%	131%

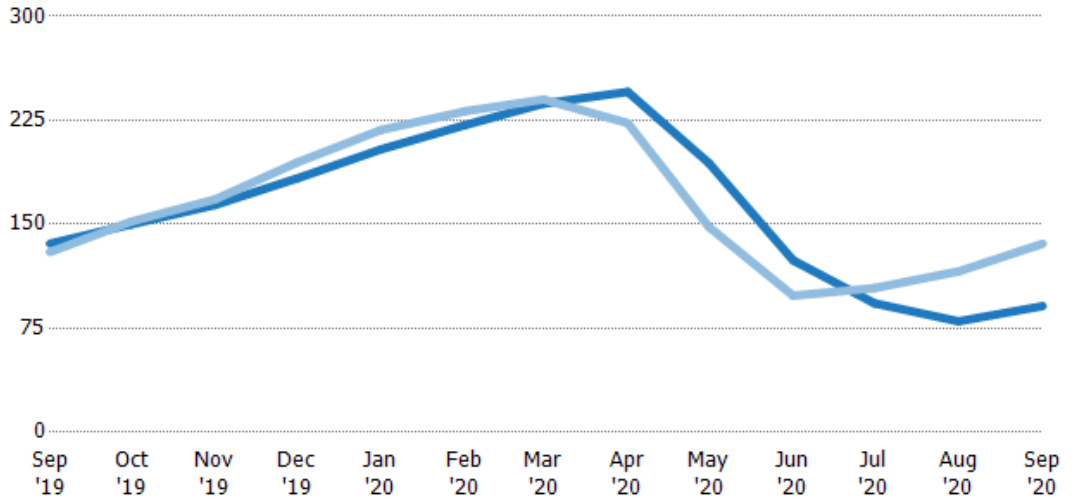
## Median Days in RPR

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 '20	91	-33.1%
Sep '19	136	4.6%
Sep '18	130	-6.5%



Current Year	136	150	164	183	204	222	237	246	194	124	93	80	91
Prior Year	130	152	168	195	218	232	240	223	148	98.5	104	116	136
Percent Change from Prior Year	5%	-1%	-2%	-6%	-6%	-4%	-1%	10%	31%	26%	-11%	-31%	-33%

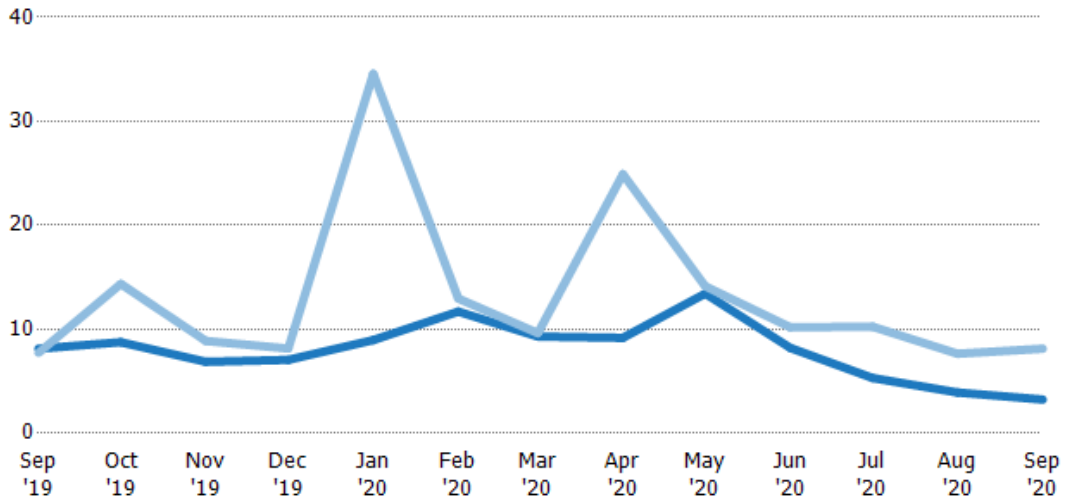
## Months of Inventory

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 '20	3.24	-60.1%
Sep '19	8.13	5.1%
Sep '18	7.73	48.1%



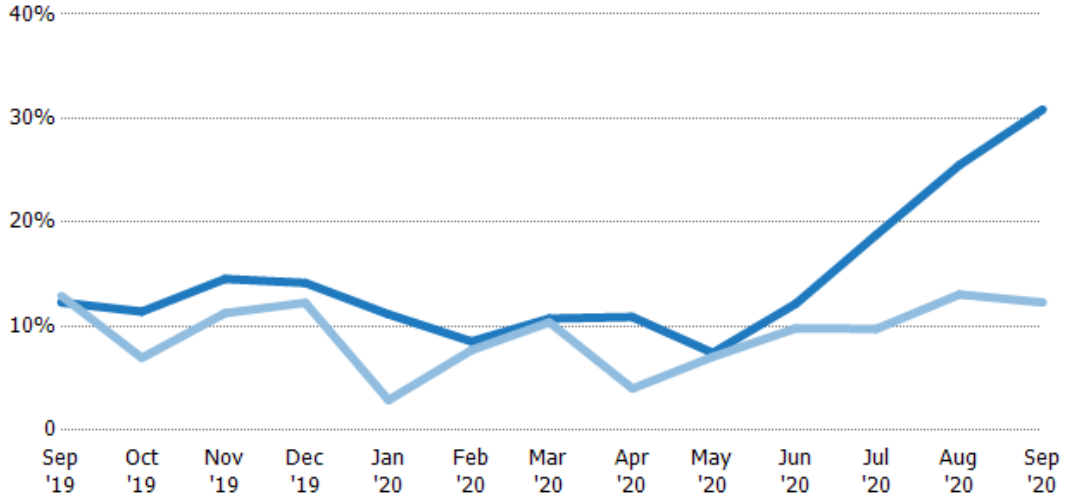
Current Year	8.13	8.76	6.87	7.06	8.96	11.7	9.3	9.18	13.4	8.21	5.31	3.92	3.24
Prior Year	7.73	14.4	8.88	8.15	34.6	13	9.63	24.9	14.1	10.2	10.3	7.65	8.13
Percent Change from Prior Year	5%	-39%	-23%	-13%	-74%	-10%	-3%	-63%	-5%	-19%	-48%	-49%	-60%

## 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



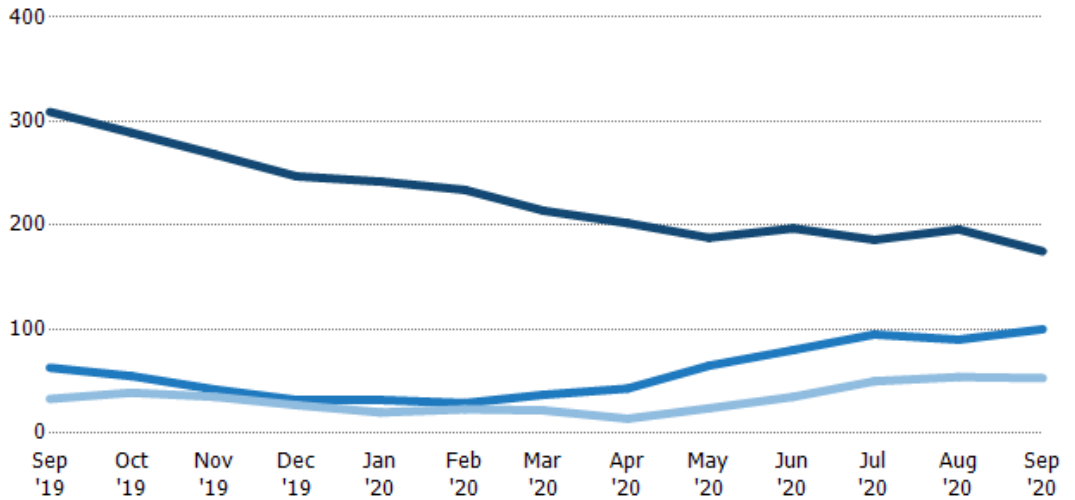
	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20
Current Year	12%	11%	15%	14%	11%	9%	11%	11%	7%	12%	19%	26%	31%
Prior Year	13%	7%	11%	12%	3%	8%	10%	4%	7%	10%	10%	13%	12%
Change from Prior Year	1%	-4%	-3%	-2%	-8%	-1%	0%	-7%	0%	-2%	-9%	-12%	-19%

## 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



	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20
Active	309	289	268	247	242	234	214	202	188	197	186	196	175
Pending	63	55	42	32	32	29	37	43	65	80	95	90	100
Sold	33	39	35	27	20	23	22	14	24	35	50	54	53

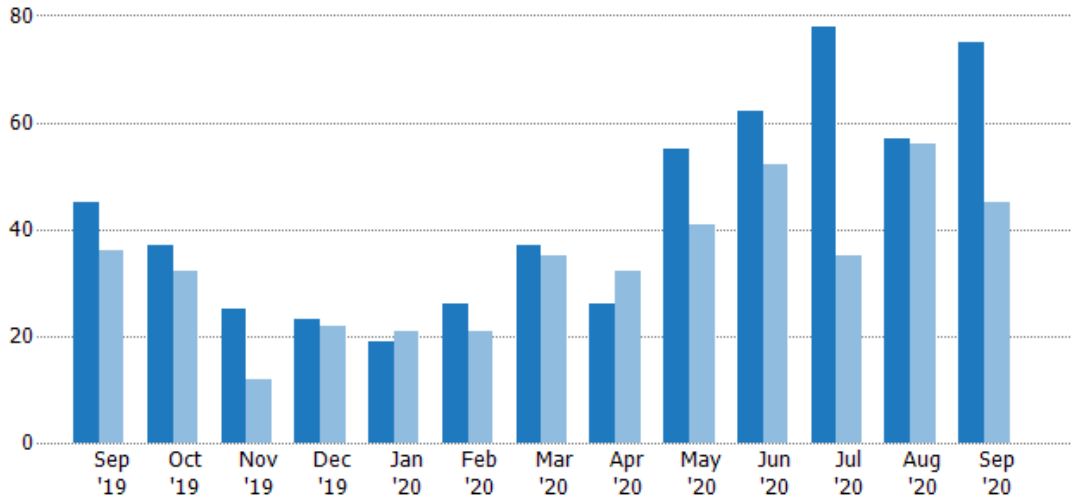
## New Pending Sales

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 '20	75	66.7%
Sep '19	45	25%
Sep '18	36	-19.4%



	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20
Current Year	45	37	25	23	19	26	37	26	55	62	78	57	75
Prior Year	36	32	12	22	21	21	35	32	41	52	35	56	45
Percent Change from Prior Year	25%	16%	108%	5%	-10%	24%	6%	-19%	34%	19%	123%	2%	67%

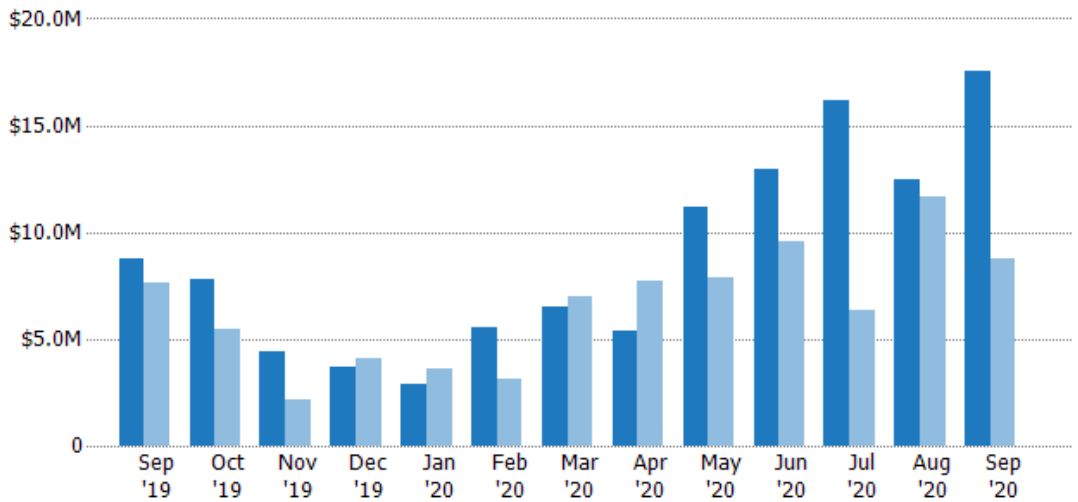
## New Pending Sales Volume

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 '20	\$17.5M	100.4%
Sep '19	\$8.73M	14.9%
Sep '18	\$7.6M	-18.9%



	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20
Current Year	\$8.73M	\$7.84M	\$4.43M	\$3.67M	\$2.88M	\$5.56M	\$6.5M	\$5.35M	\$11.1M	\$12.9M	\$16.1M	\$12.5M	\$17.5M
Prior Year	\$7.6M	\$5.5M	\$2.15M	\$4.07M	\$3.58M	\$3.17M	\$7.02M	\$7.73M	\$7.91M	\$9.54M	\$6.32M	\$11.6M	\$8.73M
Percent Change from Prior Year	15%	42%	106%	-10%	-20%	76%	-7%	-31%	41%	36%	155%	7%	100%



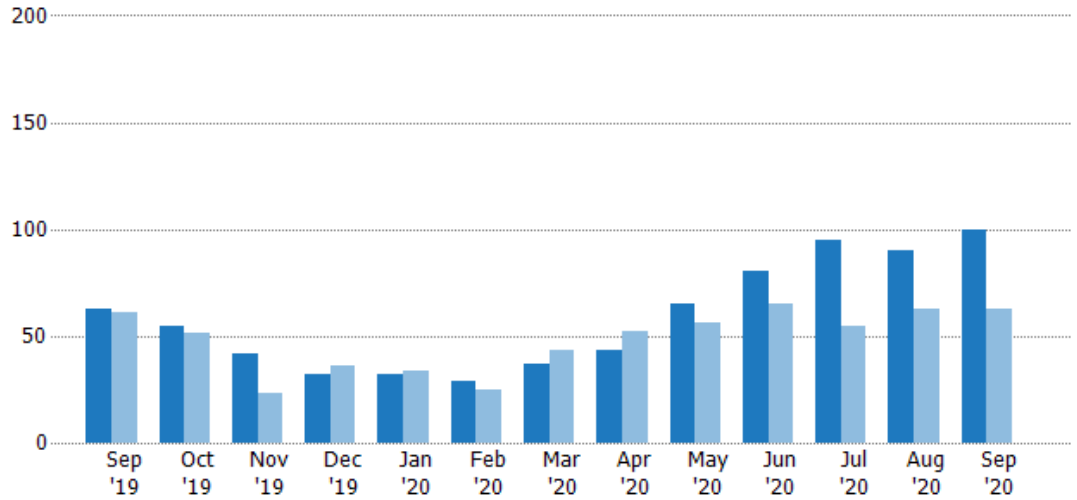
## Pending Sales

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 '20	100	58.7%
Sep '19	63	3.3%
Sep '18	61	-9.8%



Current Year	63	55	42	32	32	29	37	43	65	80	95	90	100
Prior Year	61	51	23	36	34	25	43	52	56	65	55	63	63
Percent Change from Prior Year	3%	8%	83%	-11%	-6%	16%	-14%	-17%	16%	23%	73%	43%	59%

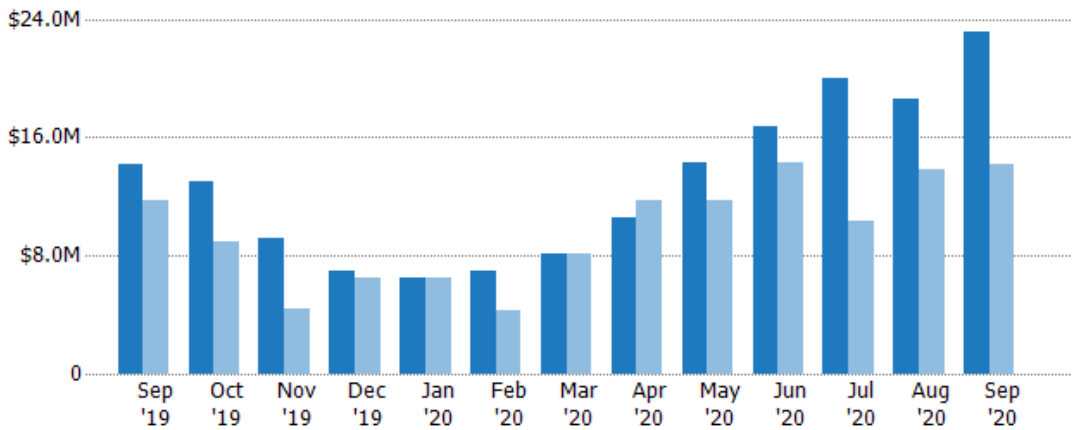
## Pending Sales Volume

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 '20	\$23.2M	63.9%
Sep '19	\$14.1M	20.2%
Sep '18	\$11.8M	-0.5%



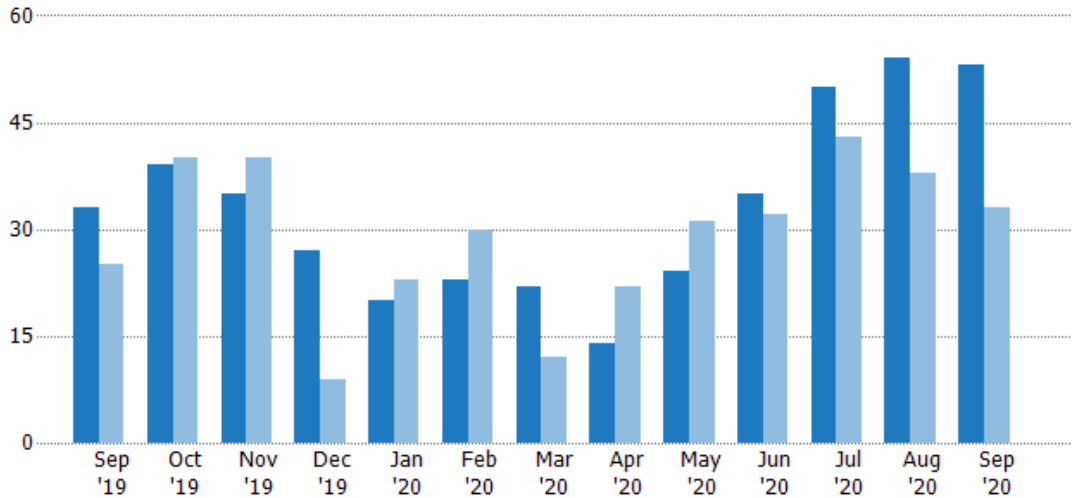
Current Year	\$14.1M	\$13M	\$9.23M	\$6.93M	\$6.54M	\$6.98M	\$8.17M	\$10.6M	\$14.3M	\$16.8M	\$20M	\$18.5M	\$23.2M
Prior Year	\$11.8M	\$8.93M	\$4.44M	\$6.46M	\$6.46M	\$4.31M	\$8.17M	\$11.7M	\$11.8M	\$14.2M	\$10.3M	\$13.8M	\$14.1M
Percent Change from Prior Year	20%	46%	108%	7%	1%	62%	0%	-10%	21%	18%	94%	35%	64%

## 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



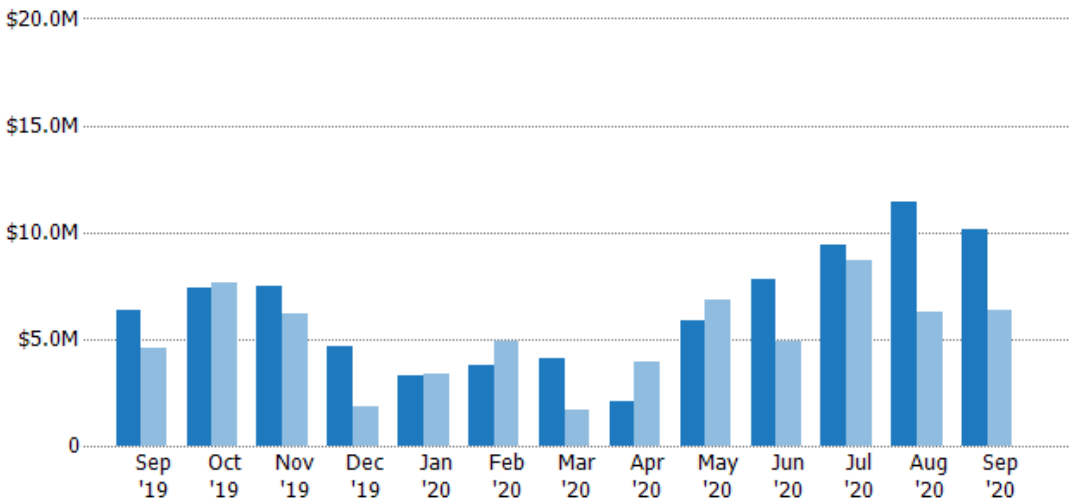
	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20
Current Year	33	39	35	27	20	23	22	14	24	35	50	54	53
Prior Year	25	40	40	9	23	30	12	22	31	32	43	38	33
Percent Change from Prior Year	32%	-3%	-13%	200%	-13%	-23%	83%	-36%	-23%	9%	16%	42%	61%

## 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



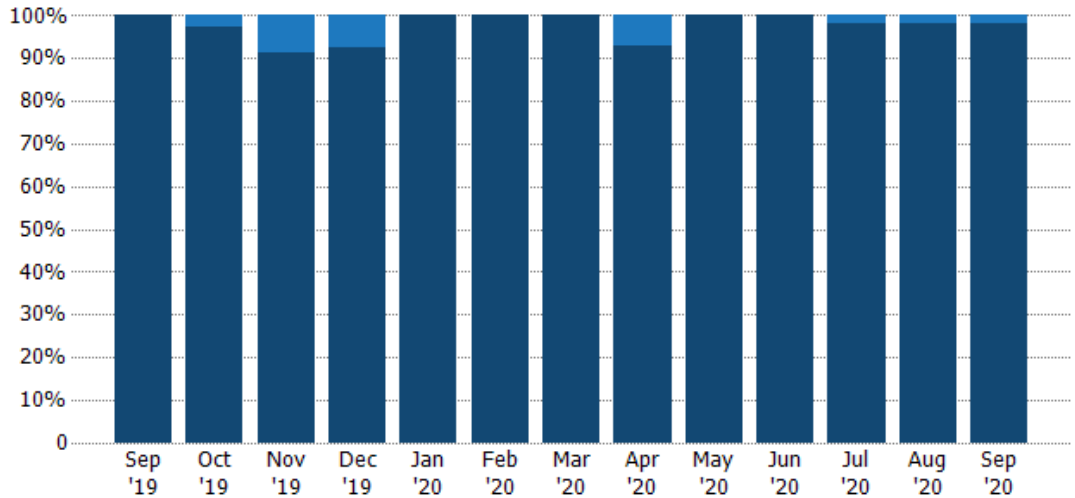
	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20
Current Year	\$6.37M	\$7.41M	\$7.45M	\$4.64M	\$3.28M	\$3.74M	\$4.07M	\$2.07M	\$5.89M	\$7.81M	\$9.43M	\$11.4M	\$10.1M
Prior Year	\$4.56M	\$7.64M	\$6.2M	\$1.88M	\$3.38M	\$4.93M	\$1.7M	\$3.91M	\$6.8M	\$4.93M	\$8.67M	\$6.27M	\$6.37M
Percent Change from Prior Year	40%	-3%	20%	147%	-3%	-24%	140%	-47%	-13%	58%	9%	83%	59%

## 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



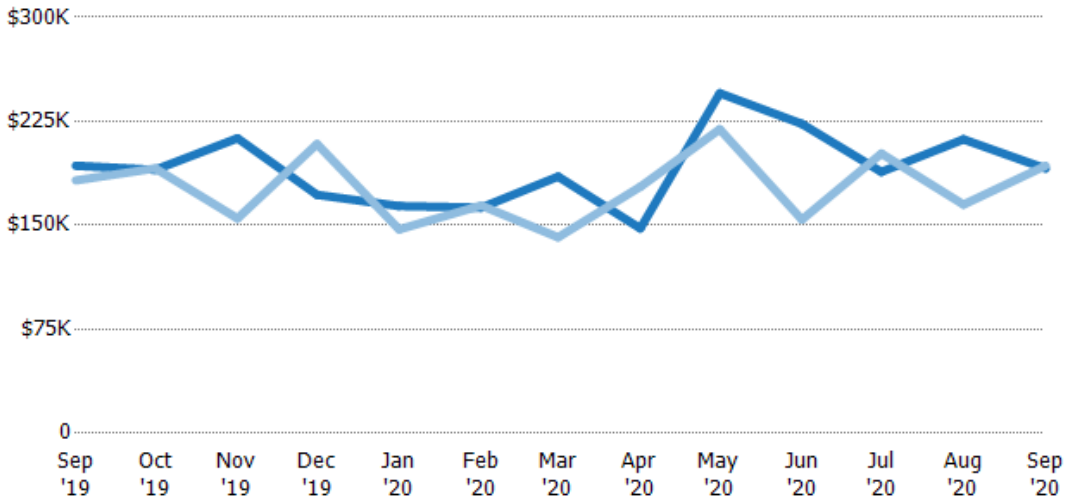
Condo/Townhouse	-	3%	9%	7%	-	-	-	7%	-	-	2%	2%	2%
Single Family Residence	100%	97%	91%	93%	100%	100%	100%	93%	100%	100%	98%	98%	98%

## 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



Current Year	\$193K	\$190K	\$213K	\$172K	\$164K	\$163K	\$185K	\$148K	\$245K	\$223K	\$189K	\$212K	\$191K
Prior Year	\$182K	\$191K	\$155K	\$209K	\$147K	\$164K	\$141K	\$178K	\$219K	\$154K	\$202K	\$165K	\$193K
Percent Change from Prior Year	6%	-1%	37%	-18%	11%	-1%	31%	-17%	12%	45%	-7%	29%	-1%

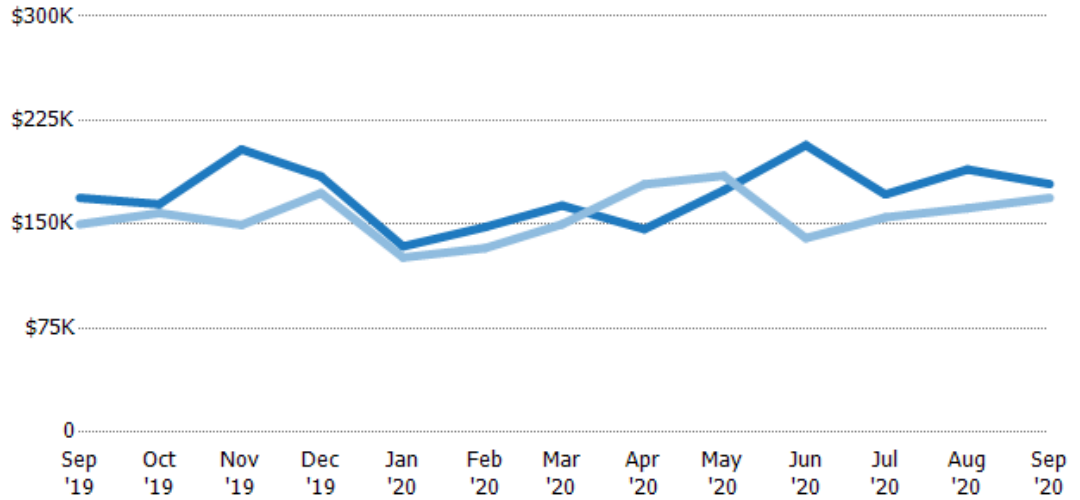
## Median Sales Price

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 '20	\$179K	5.9%
Sep '19	\$169K	12.7%
Sep '18	\$150K	-9.7%



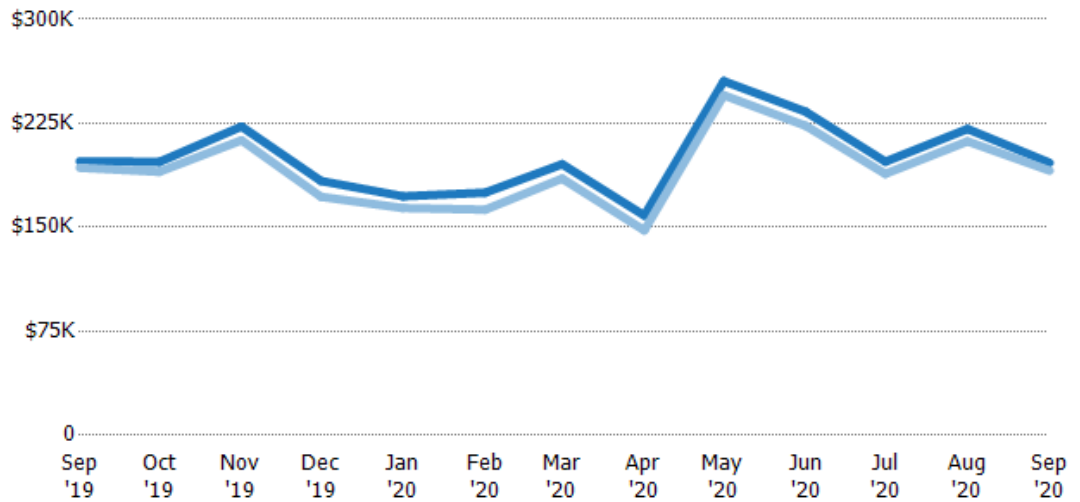
Current Year	\$169K	\$165K	\$204K	\$185K	\$134K	\$148K	\$164K	\$146K	\$175K	\$207K	\$172K	\$190K	\$179K
Prior Year	\$150K	\$158K	\$150K	\$173K	\$126K	\$133K	\$150K	\$179K	\$185K	\$140K	\$155K	\$162K	\$169K
Percent Change from Prior Year	13%	4%	36%	7%	6%	11%	9%	-18%	-6%	48%	11%	17%	6%

## 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



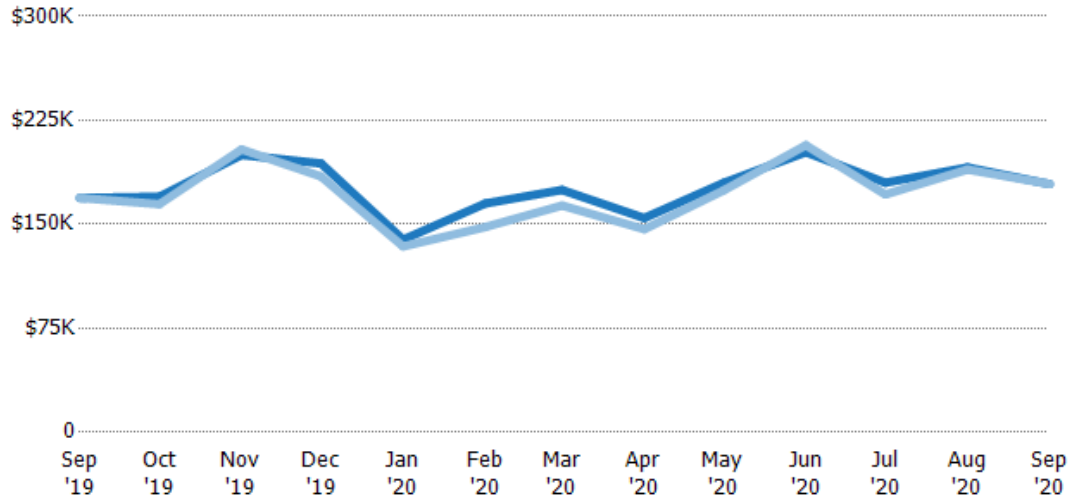
Avg List Price	\$198K	\$197K	\$223K	\$183K	\$172K	\$175K	\$196K	\$159K	\$255K	\$233K	\$197K	\$221K	\$197K
Avg Sales Price	\$193K	\$190K	\$213K	\$172K	\$164K	\$163K	\$185K	\$148K	\$245K	\$223K	\$189K	\$212K	\$191K
Avg Sales Price as a % of Avg List Price	98%	96%	96%	94%	95%	93%	95%	93%	96%	96%	96%	96%	97%

## 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



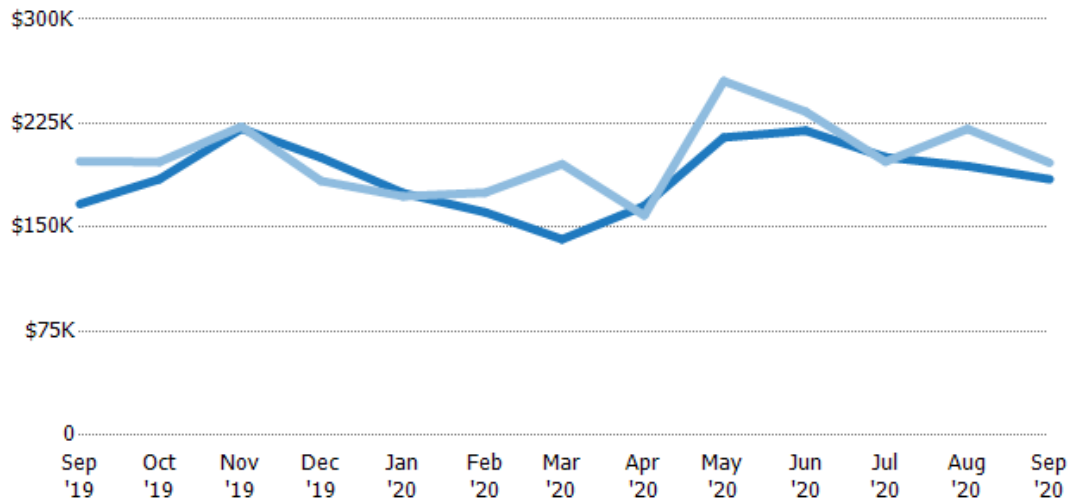
	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20
Median List Price	\$169K	\$170K	\$200K	\$194K	\$139K	\$165K	\$175K	\$155K	\$180K	\$202K	\$180K	\$191K	\$179K
Median Sales Price	\$169K	\$165K	\$204K	\$185K	\$134K	\$148K	\$164K	\$146K	\$175K	\$207K	\$172K	\$190K	\$179K
Med Sales Price as a % of Med List Price	100%	97%	102%	95%	96%	90%	94%	95%	97%	102%	95%	99%	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



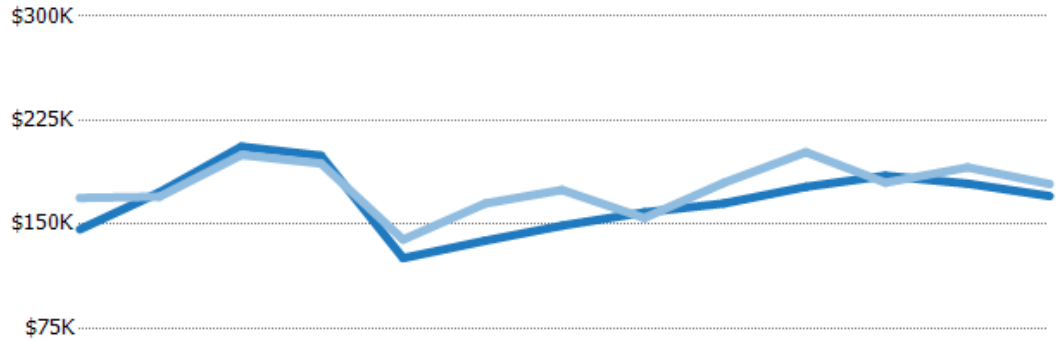
	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20
Avg Est Value	\$167K	\$185K	\$221K	\$200K	\$175K	\$161K	\$141K	\$165K	\$215K	\$220K	\$201K	\$194K	\$185K
Avg Sales Price	\$198K	\$197K	\$223K	\$183K	\$172K	\$175K	\$196K	\$159K	\$255K	\$233K	\$197K	\$221K	\$197K
Avg Sales Price as a % of Avg Est Value	118%	107%	101%	92%	99%	109%	138%	96%	119%	106%	98%	114%	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



	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20
Median Est Value	\$146K	\$173K	\$206K	\$200K	\$126K	\$138K	\$149K	\$159K	\$165K	\$177K	\$185K	\$179K	\$170K
Median Sales Price	\$169K	\$170K	\$200K	\$194K	\$139K	\$165K	\$175K	\$155K	\$180K	\$202K	\$180K	\$191K	\$179K
Med Sales Price as a % of Med Est Value	115%	98%	97%	97%	111%	119%	117%	97%	109%	114%	97%	107%	105%