

## 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	Mar 2020	Mar 2019	+ / -	YTD 2020	YTD 2019	+ / -
<b>Listing Activity Charts Metrics</b>						
New Listing Count	23	45	-48.9%	78	100	-22%
New Listing Volume	\$5,927,000	\$9,008,299	-34.2%	\$21,979,320	\$21,945,399	+0.2%
Active Listing Count	208	301	-30.9%	N/A	N/A	
Active Listing Volume	\$59,742,319	\$80,779,503	-26%	N/A	N/A	
Average Listing Price	\$287,223	\$268,370	+7%	\$273,305	\$268,199	+1.9%
Median Listing Price	\$207,000	\$225,000	-8%	\$201,433	\$222,925	-9.6%
Median Days in RPR	219.5	240	-8.5%	209.52	235.48	-11%
Months of Inventory	9	10	-9.6%	10.5	18.5	-43.1%
Absorption Rate	11.06%	10%	+1.1%	9.5%	5.41%	+4.1%
<b>Sales Activity Charts Metrics</b>						
New Pending Sales Count	38	35	+8.6%	86	77	+11.7%
New Pending Sales Volume	\$6,684,399	\$7,020,500	-4.8%	\$15,690,418	\$13,764,100	+14%
Pending Sales Count	42	46	-8.7%	N/A	N/A	
Pending Sales Volume	\$9,038,619	\$8,800,900	+2.7%	N/A	N/A	
Closed Sales Count	22	12	+83.3%	65	65	+/-
Closed Sales Volume	\$4,073,000	\$1,696,000	+140.2%	\$11,092,929	\$10,005,688	+10.9%
Average Sales Price	\$185,136	\$141,333	+31%	\$170,660	\$153,934	+10.9%
Median Sales Price	\$163,500	\$150,000	+9%	\$148,938	\$133,569	+11.5%

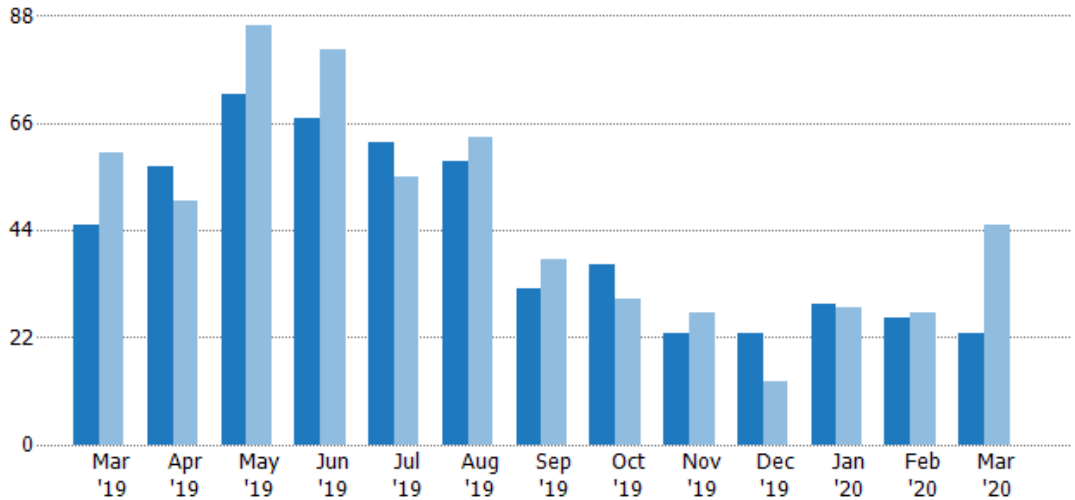
## New Listings

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.
Mar '20	23	-48.9%
Mar '19	45	-25%
Mar '18	60	-35%



	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20
Current Year	45	57	72	67	62	58	32	37	23	23	29	26	23
Prior Year	60	50	86	81	55	63	38	30	27	13	28	27	45
Percent Change from Prior Year	-25%	14%	-16%	-17%	13%	-8%	-16%	23%	-15%	77%	4%	-4%	-49%

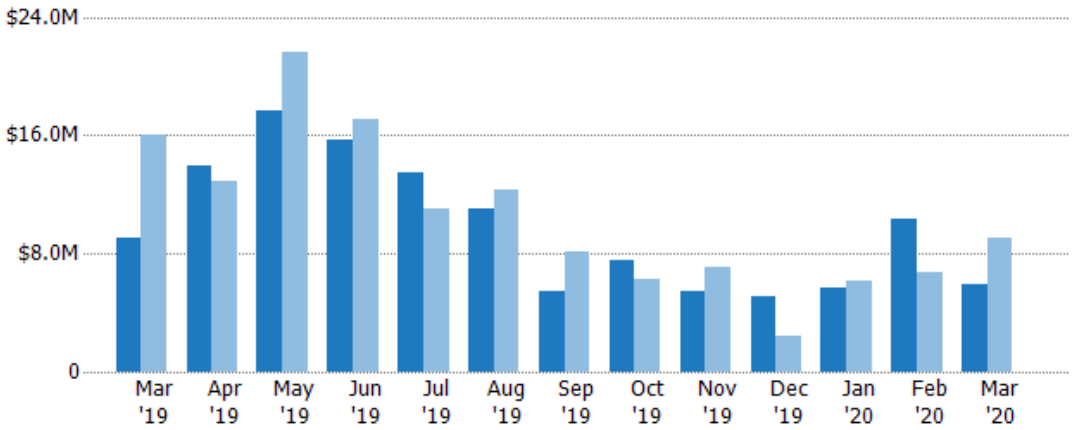
## New Listing Volume

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.
Mar '20	\$5.93M	-34.2%
Mar '19	\$9.01M	-43.8%
Mar '18	\$16M	-48.8%



	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20
Current Year	\$9.01M	\$14M	\$17.6M	\$15.6M	\$13.5M	\$11.1M	\$5.45M	\$7.58M	\$5.41M	\$5.1M	\$5.71M	\$10.3M	\$5.93M
Prior Year	\$16M	\$12.9M	\$21.6M	\$17.1M	\$11.1M	\$12.3M	\$8.18M	\$6.24M	\$7.1M	\$2.44M	\$6.16M	\$6.77M	\$9.01M
Percent Change from Prior Year	-44%	9%	-19%	-9%	22%	-10%	-33%	22%	-24%	109%	-7%	53%	-34%

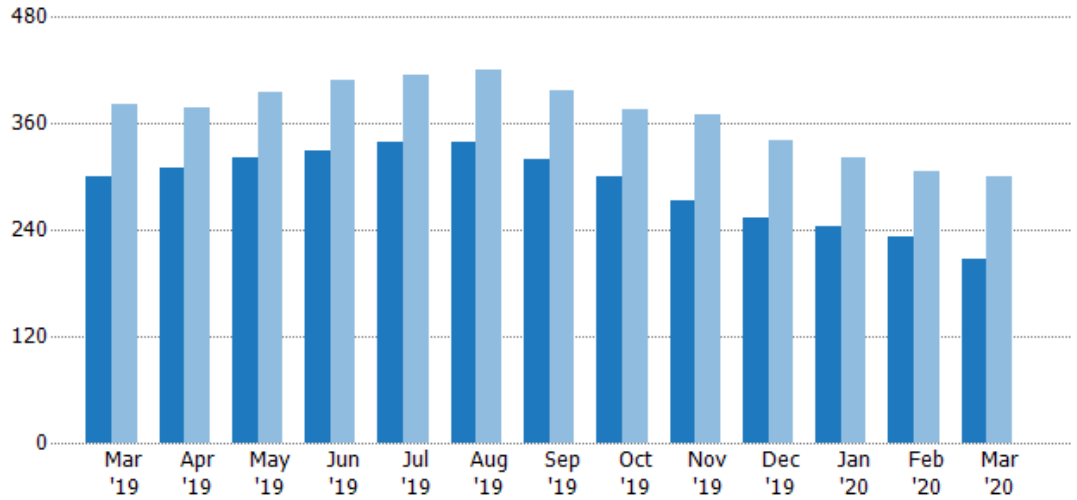
## Active Listings

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.
Mar '20	208	-30.9%
Mar '19	301	-21%
Mar '18	381	-13.6%



Current Year	301	310	322	329	339	339	320	300	274	253	244	232	208
Prior Year	381	377	396	409	414	420	397	375	371	341	321	306	301
Percent Change from Prior Year	-21%	-18%	-19%	-20%	-18%	-19%	-19%	-20%	-26%	-26%	-24%	-24%	-31%

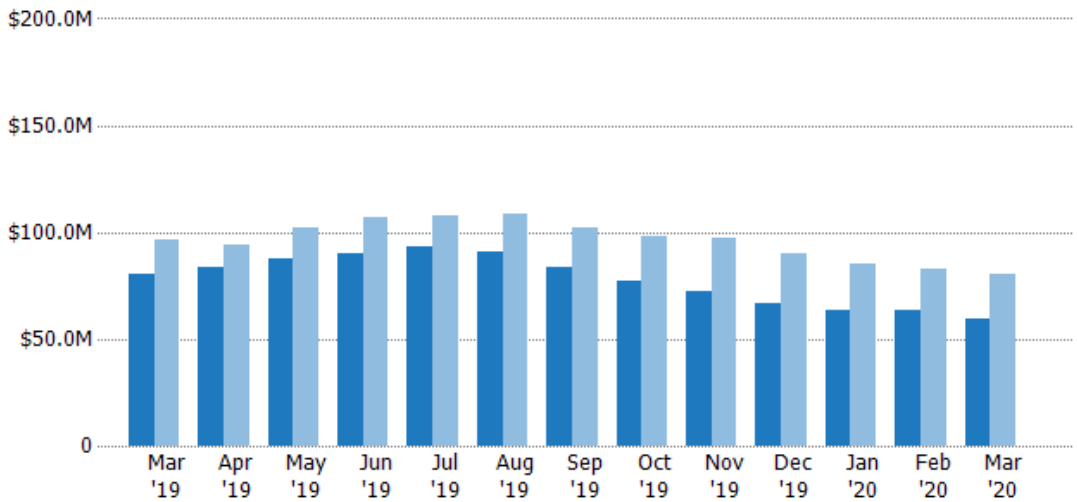
## Active Listing Volume

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.
Mar '20	\$59.7M	-26%
Mar '19	\$80.8M	-16.6%
Mar '18	\$96.8M	-18.3%



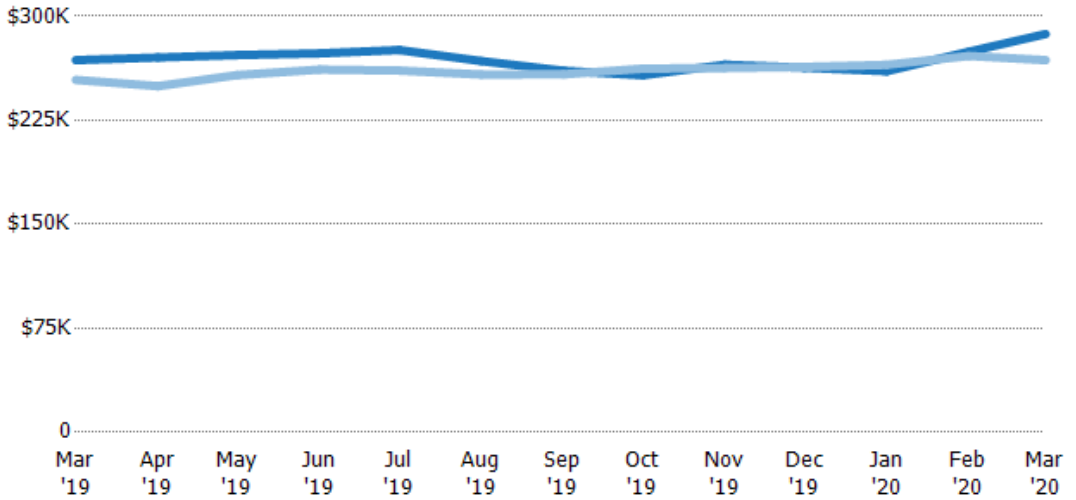
Current Year	\$80.8M	\$83.8M	\$87.6M	\$89.9M	\$93.5M	\$90.8M	\$83.4M	\$77.2M	\$72.6M	\$66.5M	\$63.5M	\$63.7M	\$59.7M
Prior Year	\$96.8M	\$94.1M	\$102M	\$107M	\$108M	\$108M	\$102M	\$98.4M	\$97.5M	\$89.9M	\$85.1M	\$83M	\$80.8M
Percent Change from Prior Year	-17%	-11%	-14%	-16%	-13%	-16%	-19%	-21%	-25%	-26%	-25%	-23%	-26%

## 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



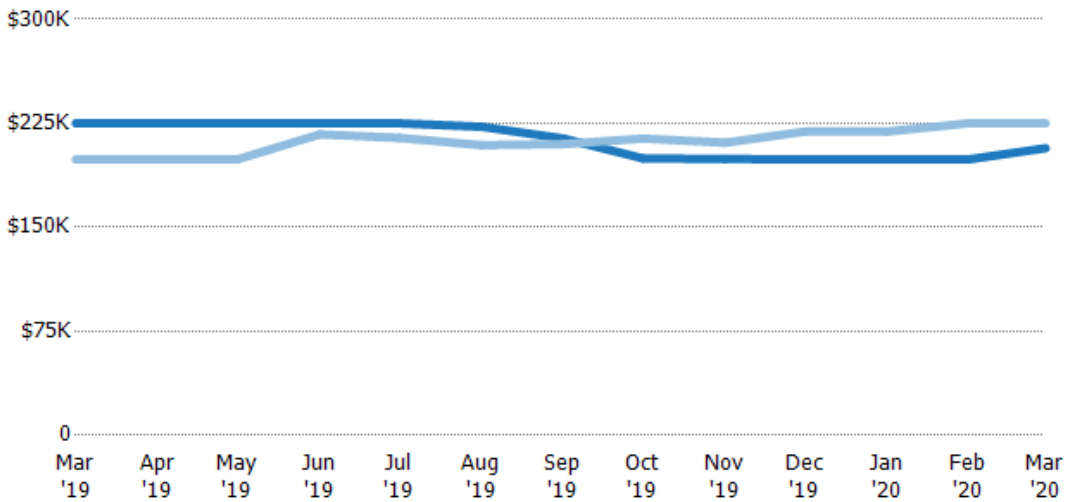
	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20
Current Year	\$268K	\$270K	\$272K	\$273K	\$276K	\$268K	\$261K	\$257K	\$265K	\$263K	\$260K	\$274K	\$287K
Prior Year	\$254K	\$250K	\$258K	\$262K	\$261K	\$258K	\$258K	\$262K	\$263K	\$264K	\$265K	\$271K	\$268K
Percent Change from Prior Year	6%	8%	6%	4%	6%	4%	1%	-2%	1%	0%	-2%	1%	7%

## 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



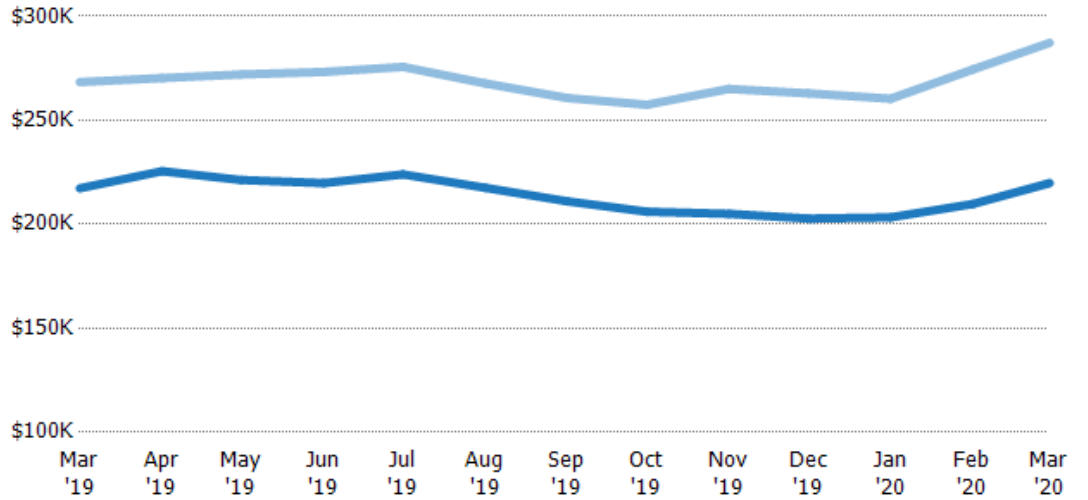
	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20
Current Year	\$225K	\$225K	\$225K	\$225K	\$225K	\$223K	\$214K	\$200K	\$199K	\$199K	\$199K	\$199K	\$207K
Prior Year	\$199K	\$199K	\$199K	\$217K	\$215K	\$209K	\$210K	\$214K	\$211K	\$219K	\$219K	\$225K	\$225K
Percent Change from Prior Year	13%	13%	13%	4%	5%	6%	2%	-7%	-6%	-9%	-9%	-12%	-8%

## 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



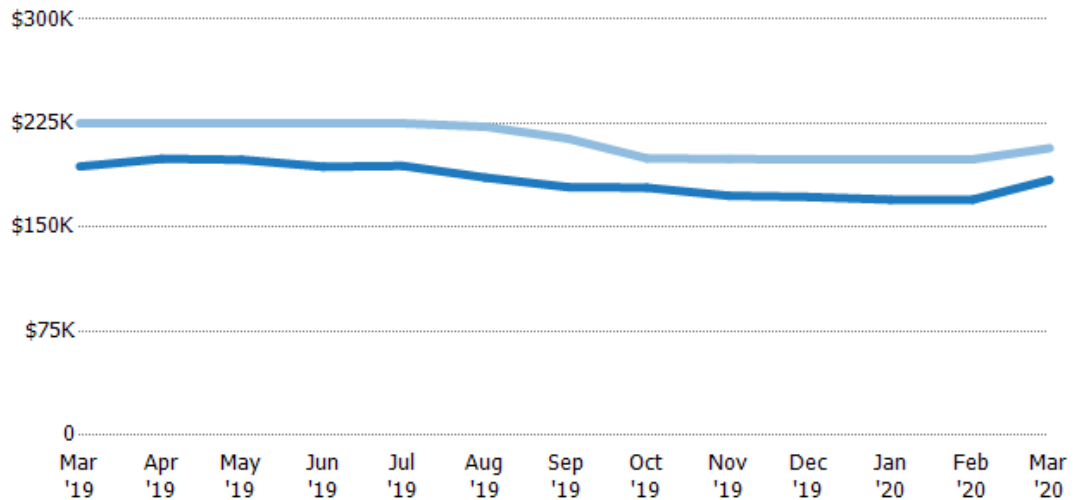
	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20
Avg Est Value	\$217K	\$226K	\$221K	\$220K	\$224K	\$218K	\$211K	\$206K	\$205K	\$203K	\$203K	\$210K	\$220K
Avg Listing Price	\$268K	\$270K	\$272K	\$273K	\$276K	\$268K	\$261K	\$257K	\$265K	\$263K	\$260K	\$274K	\$287K
Avg Listing Price as a % of Avg Est Value	124%	120%	123%	124%	123%	123%	124%	125%	129%	130%	128%	131%	131%

## 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



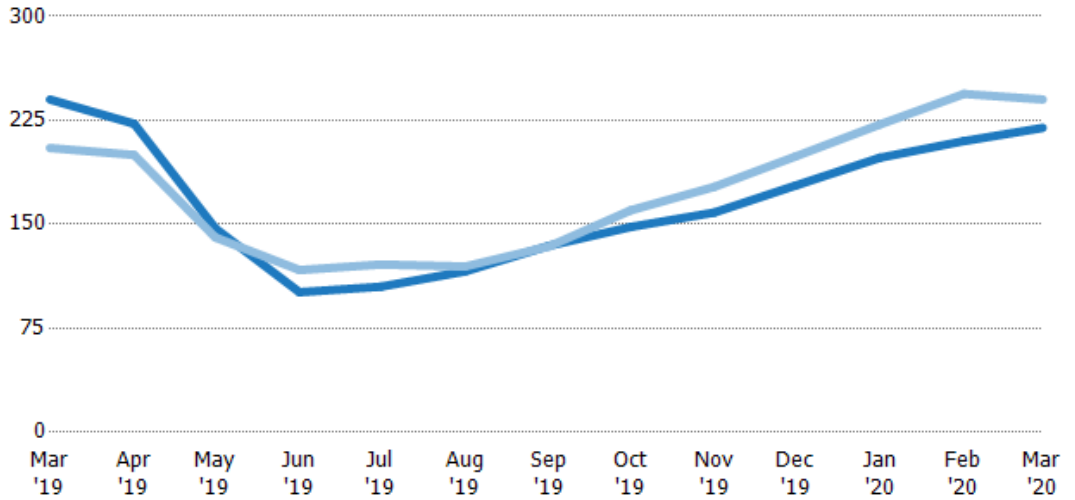
	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20
Median Est Value	\$194K	\$199K	\$199K	\$194K	\$194K	\$186K	\$179K	\$179K	\$173K	\$172K	\$170K	\$170K	\$184K
Median Listing Price	\$225K	\$225K	\$225K	\$225K	\$225K	\$223K	\$214K	\$200K	\$199K	\$199K	\$199K	\$199K	\$207K
Med Listing Price as a % of Med Est Value	116%	113%	113%	116%	116%	120%	120%	112%	115%	116%	117%	117%	112%

## 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  
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 Property Type:  
 Condo/Townhouse/Apt, Single  
 Family Residence



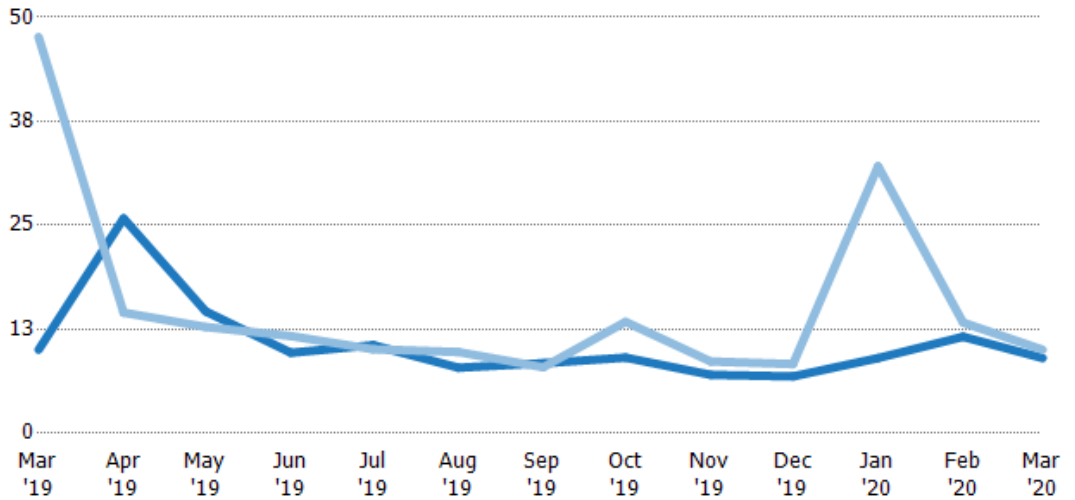
	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20
Current Year	240	223	147	101	105	116	135	148	159	178	198	210	220
Prior Year	205	200	141	117	121	120	134	160	177	199	222	244	240
Percent Change from Prior Year	17%	11%	5%	-14%	-13%	-3%	0%	-8%	-10%	-11%	-11%	-14%	-9%

## 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



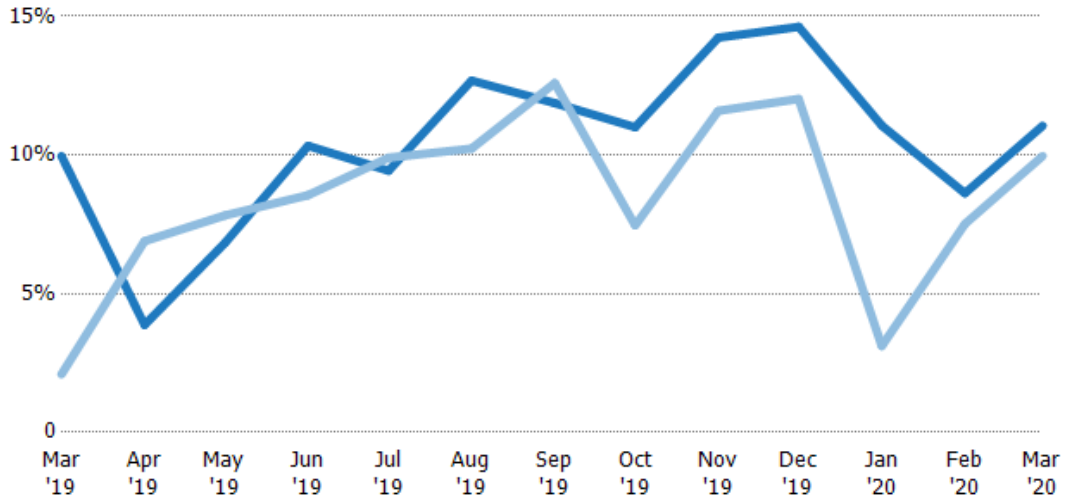
	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20
Current Year	10	25.8	14.6	9.68	10.6	7.88	8.42	9.09	7.03	6.84	9.04	11.6	9.04
Prior Year	47.6	14.5	12.8	11.7	10.1	9.77	7.94	13.4	8.63	8.32	32.1	13.3	10
Percent Change from Prior Year	-79%	78%	15%	-17%	5%	-19%	6%	-32%	-19%	-18%	-72%	-13%	-10%

## 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.
Mar '20	11%	-1.1%
Mar '19	10%	-7.9%
Mar '18	2%	60.8%

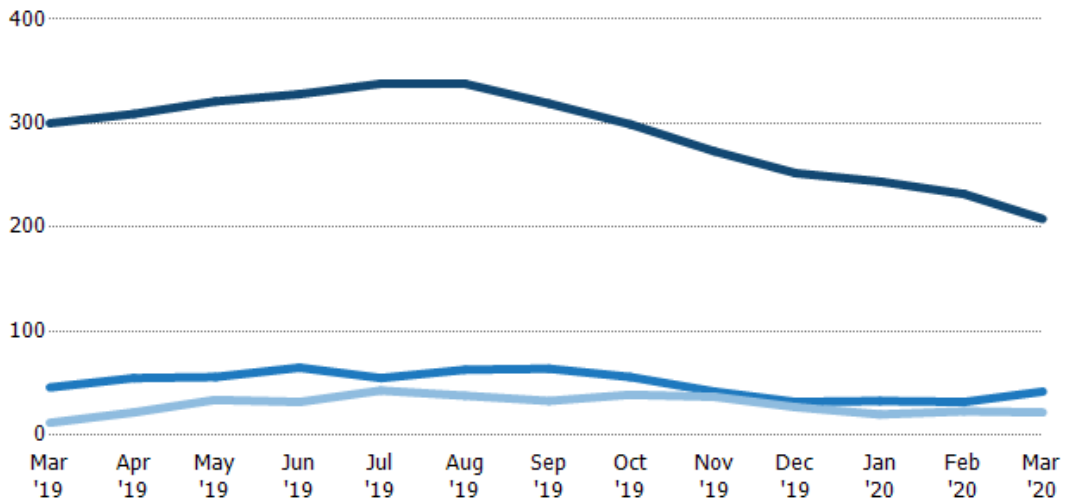
Current Year	10%	4%	7%	10%	9%	13%	12%	11%	14%	15%	11%	9%	11%
Prior Year	2%	7%	8%	9%	10%	10%	13%	7%	12%	12%	3%	8%	10%
Change from Prior Year	-8%	3%	1%	-2%	0%	-2%	1%	-4%	-3%	-3%	-8%	-1%	-1%

## 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	300	309	321	328	338	338	319	299	273	252	244	232	208
Pending	46	55	56	65	55	63	64	56	42	32	33	32	42
Sold	12	22	34	32	43	38	33	39	37	27	20	23	22

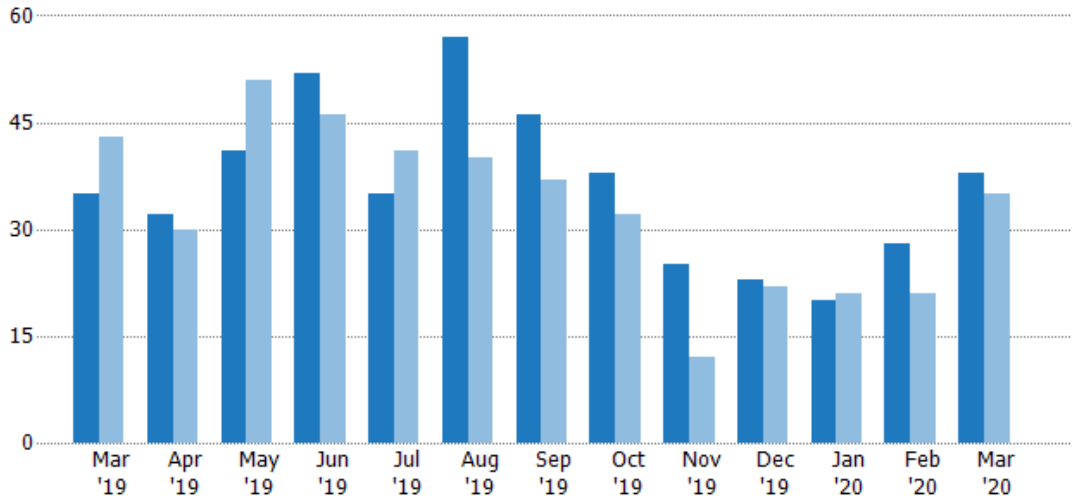
## New Pending Sales

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.
Mar '20	38	8.6%
Mar '19	35	-18.6%
Mar '18	43	-46.5%



	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20
Current Year	35	32	41	52	35	57	46	38	25	23	20	28	38
Prior Year	43	30	51	46	41	40	37	32	12	22	21	21	35
Percent Change from Prior Year	-19%	7%	-20%	13%	-15%	43%	24%	19%	108%	5%	-5%	33%	9%

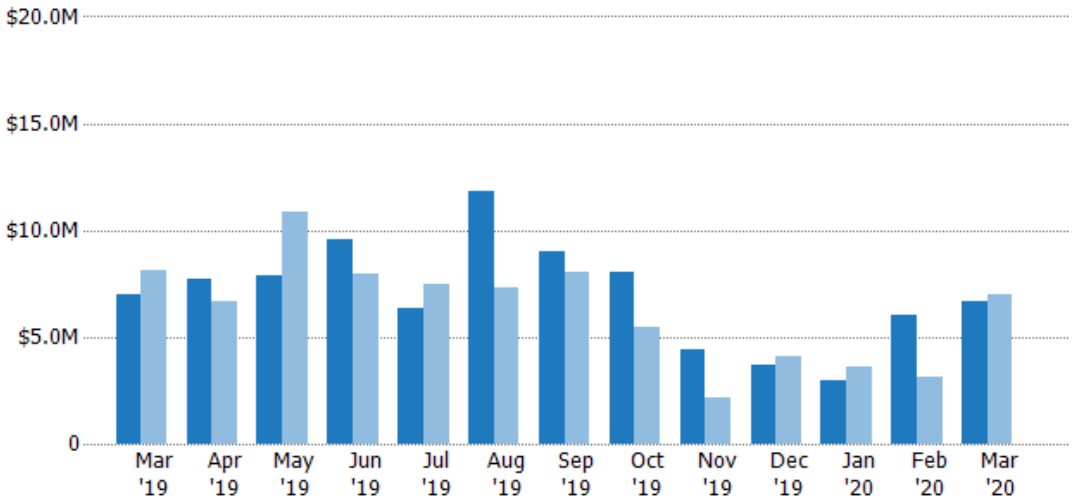
## New Pending Sales Volume

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.
Mar '20	\$6.68M	-4.8%
Mar '19	\$7.02M	-13.2%
Mar '18	\$8.09M	-51.1%



	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20
Current Year	\$7.02M	\$7.73M	\$7.91M	\$9.54M	\$6.32M	\$11.8M	\$8.98M	\$8.07M	\$4.43M	\$3.67M	\$2.95M	\$6.06M	\$6.68M
Prior Year	\$8.09M	\$6.69M	\$10.8M	\$7.92M	\$7.44M	\$7.31M	\$8.03M	\$5.5M	\$2.15M	\$4.07M	\$3.58M	\$3.17M	\$7.02M
Percent Change from Prior Year	-13%	16%	-27%	20%	-15%	62%	12%	47%	106%	-10%	-18%	91%	-5%



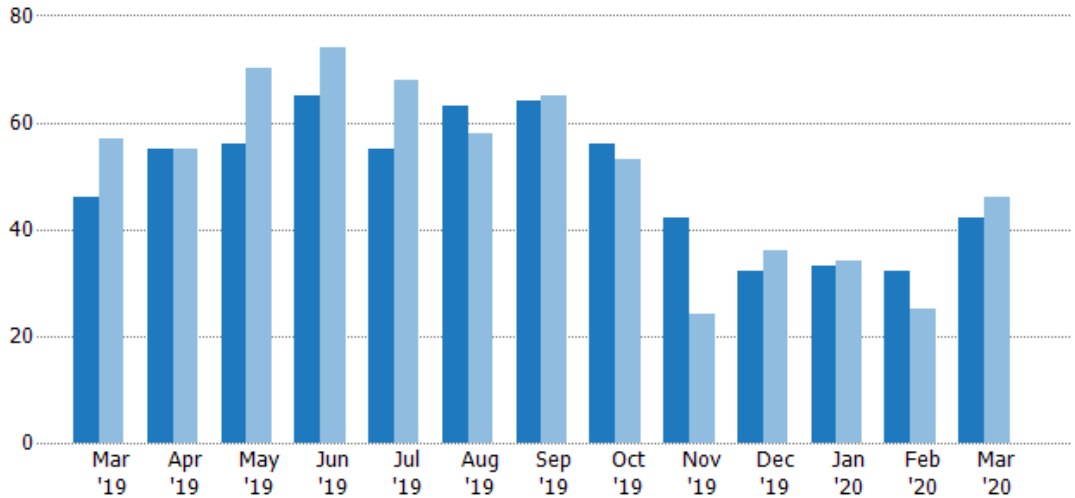
## Pending Sales

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.
Mar '20	42	-8.7%
Mar '19	46	-19.3%
Mar '18	57	-40.4%



	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20
Current Year	46	55	56	65	55	63	64	56	42	32	33	32	42
Prior Year	57	55	70	74	68	58	65	53	24	36	34	25	46
Percent Change from Prior Year	-19%	0%	-20%	-12%	-19%	9%	-2%	6%	75%	-11%	-3%	28%	-9%

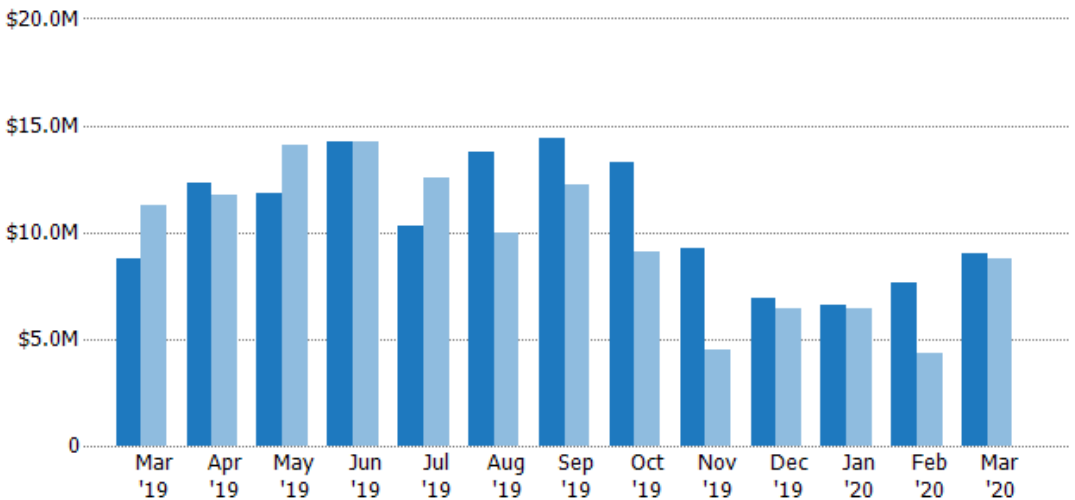
## Pending Sales Volume

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.
Mar '20	\$9.04M	2.7%
Mar '19	\$8.8M	-21.9%
Mar '18	\$11.3M	-46.1%



	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20
Current Year	\$8.8M	\$12.3M	\$11.8M	\$14.2M	\$10.3M	\$13.8M	\$14.4M	\$13.3M	\$9.23M	\$6.93M	\$6.61M	\$7.6M	\$9.04M
Prior Year	\$11.3M	\$11.7M	\$14.1M	\$14.2M	\$12.6M	\$10M	\$12.2M	\$9.09M	\$4.52M	\$6.46M	\$6.46M	\$4.31M	\$8.8M
Percent Change from Prior Year	-22%	5%	-16%	0%	-18%	38%	18%	46%	104%	7%	2%	76%	3%

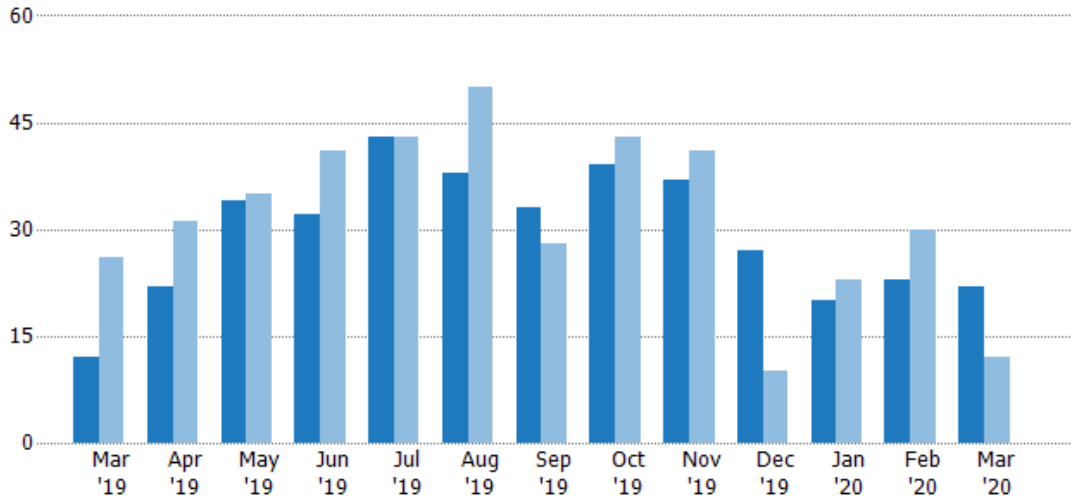
## Closed Sales

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.
Mar '20	22	83.3%
Mar '19	12	-53.8%
Mar '18	26	-23.1%



	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20
Current Year	12	22	34	32	43	38	33	39	37	27	20	23	22
Prior Year	26	31	35	41	43	50	28	43	41	10	23	30	12
Percent Change from Prior Year	-54%	-29%	-3%	-22%	0%	-24%	18%	-9%	-10%	170%	-13%	-23%	83%

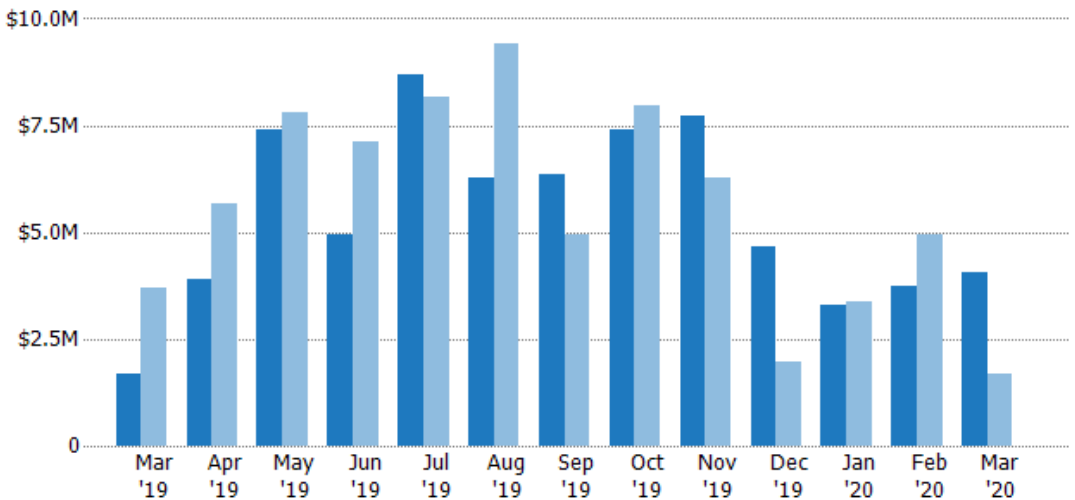
## Closed Sales Volume

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.
Mar '20	\$4.07M	140.2%
Mar '19	\$1.7M	-54.1%
Mar '18	\$3.7M	-14.3%



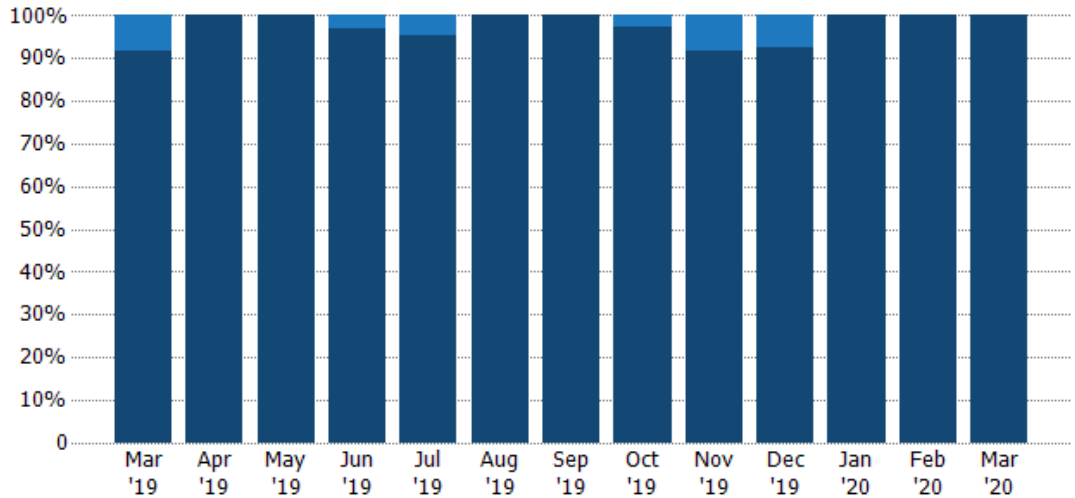
	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20
Current Year	\$1.7M	\$3.91M	\$7.4M	\$4.93M	\$8.67M	\$6.27M	\$6.37M	\$7.41M	\$7.73M	\$4.64M	\$3.28M	\$3.74M	\$4.07M
Prior Year	\$3.7M	\$5.69M	\$7.82M	\$7.14M	\$8.15M	\$9.41M	\$4.93M	\$7.96M	\$6.28M	\$1.95M	\$3.38M	\$4.93M	\$1.7M
Percent Change from Prior Year	-54%	-31%	-5%	-31%	6%	-33%	29%	-7%	23%	138%	-3%	-24%	140%

## 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



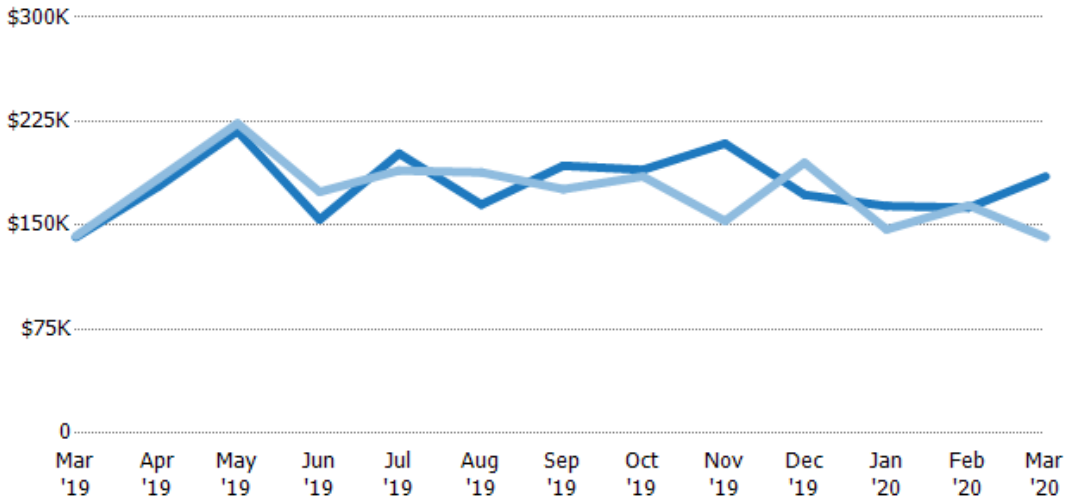
Condo/Townhouse	8%	-	-	3%	5%	-	-	3%	8%	7%	-	-	-
Single Family Residence	92%	100%	100%	97%	95%	100%	100%	97%	92%	93%	100%	100%	100%

## 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



Month/Year	Price	% Chg.
Mar '20	\$185K	31%
Mar '19	\$141K	-0.6%
Mar '18	\$142K	11.4%

Current Year	\$141K	\$178K	\$218K	\$154K	\$202K	\$165K	\$193K	\$190K	\$209K	\$172K	\$164K	\$163K	\$185K
Prior Year	\$142K	\$183K	\$223K	\$174K	\$189K	\$188K	\$176K	\$185K	\$153K	\$195K	\$147K	\$164K	\$141K
Percent Change from Prior Year	-1%	-3%	-3%	-11%	6%	-12%	10%	3%	36%	-12%	11%	-1%	31%

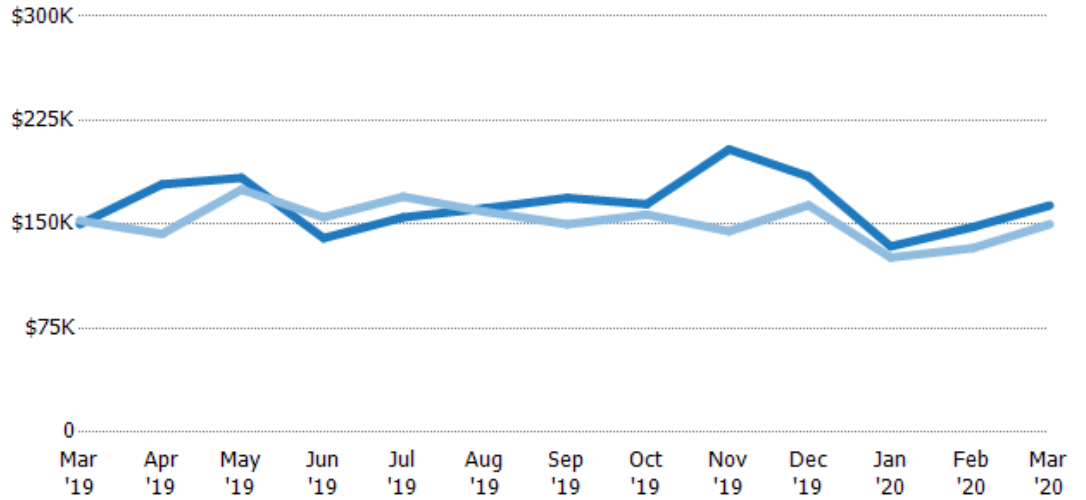
## Median Sales Price

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.
Mar '20	\$164K	9%
Mar '19	\$150K	-1.8%
Mar '18	\$153K	-11.6%



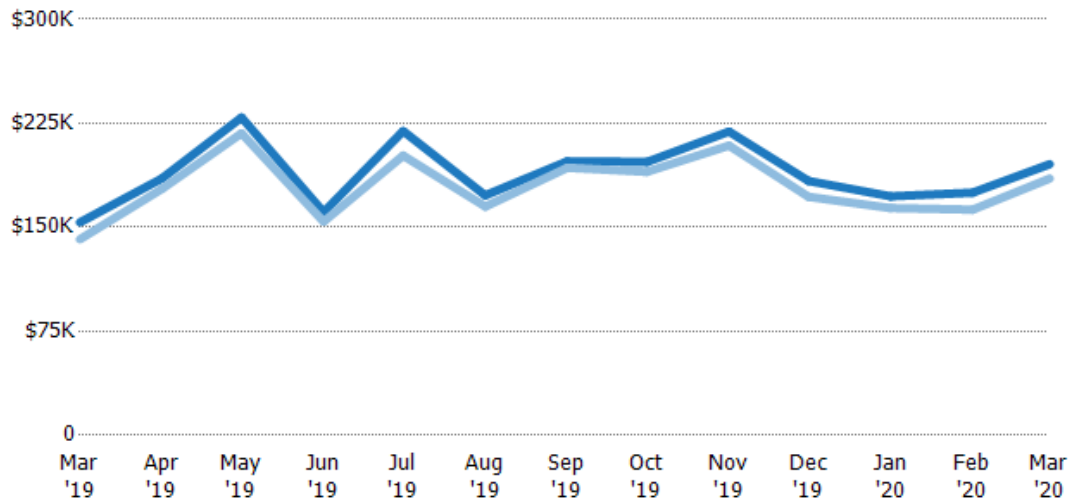
Current Year	\$150K	\$179K	\$184K	\$140K	\$155K	\$162K	\$169K	\$165K	\$204K	\$185K	\$134K	\$148K	\$164K
Prior Year	\$153K	\$143K	\$175K	\$155K	\$170K	\$159K	\$150K	\$157K	\$145K	\$164K	\$126K	\$133K	\$150K
Percent Change from Prior Year	-2%	25%	5%	-10%	-9%	2%	13%	5%	41%	13%	6%	11%	9%

## 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



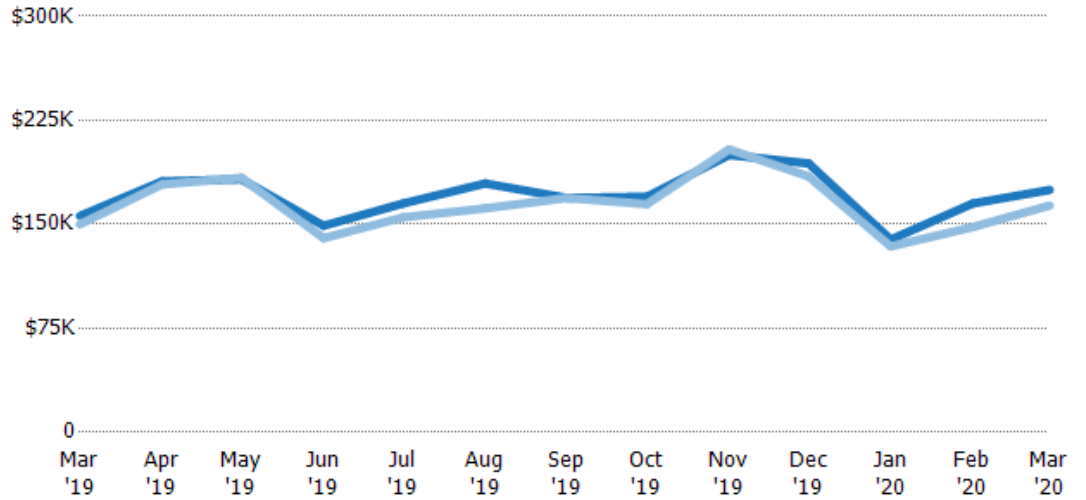
Avg List Price	\$154K	\$185K	\$229K	\$161K	\$219K	\$173K	\$198K	\$197K	\$219K	\$183K	\$172K	\$175K	\$196K
Avg Sales Price	\$141K	\$178K	\$218K	\$154K	\$202K	\$165K	\$193K	\$190K	\$209K	\$172K	\$164K	\$163K	\$185K
Avg Sales Price as a % of Avg List Price	92%	96%	95%	96%	92%	95%	98%	96%	95%	94%	95%	93%	95%

## 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



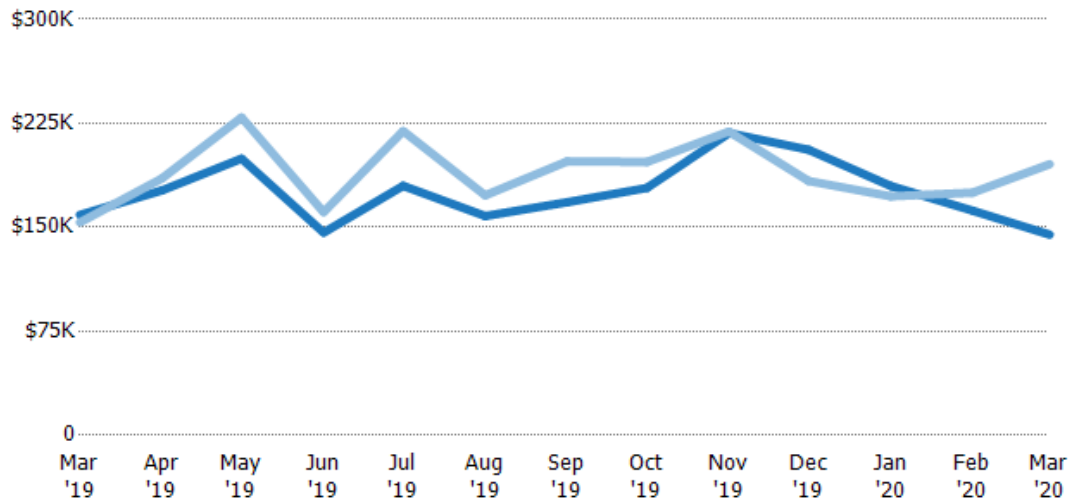
	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20
Median List Price	\$156K	\$181K	\$182K	\$149K	\$165K	\$179K	\$169K	\$170K	\$200K	\$194K	\$139K	\$165K	\$175K
Median Sales Price	\$150K	\$179K	\$184K	\$140K	\$155K	\$162K	\$169K	\$165K	\$204K	\$185K	\$134K	\$148K	\$164K
Med Sales Price as a % of Med List Price	96%	99%	101%	94%	94%	90%	100%	97%	102%	95%	96%	90%	94%

## 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



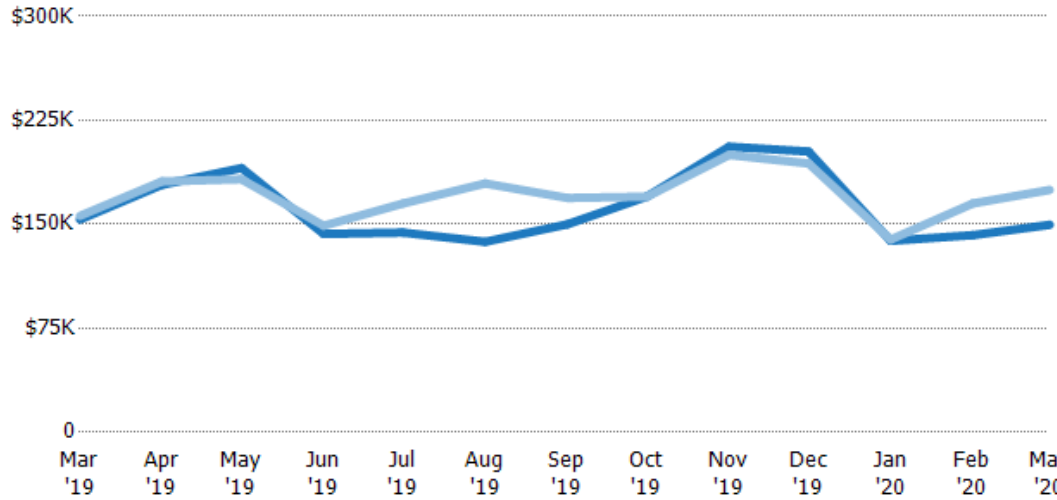
	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20
Avg Est Value	\$159K	\$177K	\$199K	\$146K	\$180K	\$158K	\$168K	\$178K	\$218K	\$206K	\$180K	\$162K	\$145K
Avg Sales Price	\$154K	\$185K	\$229K	\$161K	\$219K	\$173K	\$198K	\$197K	\$219K	\$183K	\$172K	\$175K	\$196K
Avg Sales Price as a % of Avg Est Value	97%	105%	115%	110%	122%	109%	118%	111%	100%	89%	96%	108%	135%

## 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



	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20
Median Est Value	\$153K	\$178K	\$191K	\$143K	\$144K	\$137K	\$150K	\$170K	\$206K	\$202K	\$138K	\$142K	\$150K
Median Sales Price	\$156K	\$181K	\$182K	\$149K	\$165K	\$179K	\$169K	\$170K	\$200K	\$194K	\$139K	\$165K	\$175K
Med Sales Price as a % of Med Est Value	102%	101%	96%	104%	115%	131%	113%	100%	97%	96%	101%	116%	117%