

Summary of Key Listing and Sales Metrics

A summary of the key metrics selected to be included in the report. MLS sources where licensed.

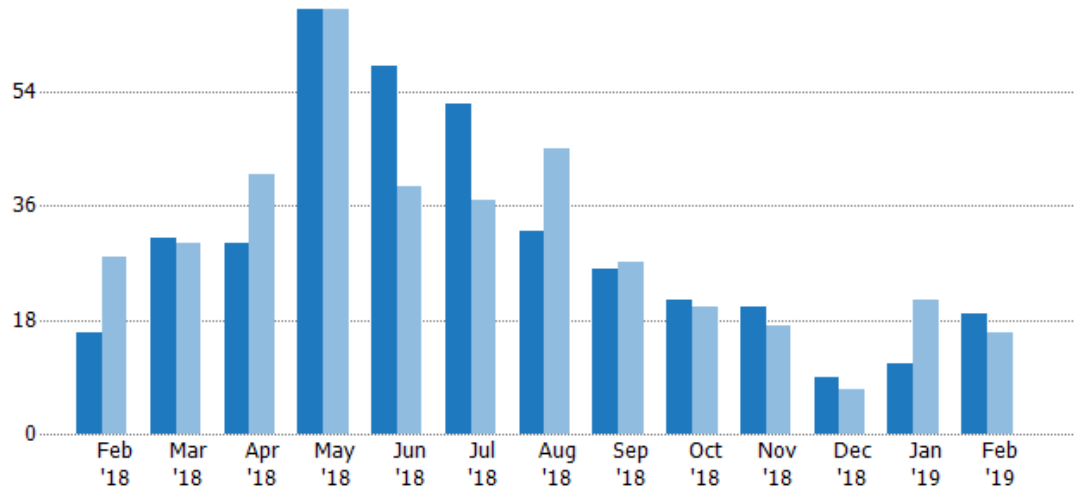
Key Metrics	Feb 2019	Feb 2018	+ / -	YTD 2019	YTD 2018	+ / -
Listing Activity Charts Metrics						
New Listing Count	19	16	+18.8%	30	37	-18.9%
New Listing Volume	\$5,555,600	\$2,983,000	+86.2%	\$8,252,500	\$9,846,600	-16.2%
Active Listing Count	142	141	+0.7%	N/A	N/A	
Active Listing Volume	\$43,716,900	\$39,929,848	+9.5%	N/A	N/A	
Average Listing Price	\$307,865	\$283,190	+8.7%	\$301,525	\$284,219	+6.1%
Median Listing Price	\$228,000	\$210,000	+8.6%	\$223,453	\$210,000	+6.4%
Median Days in RPR	188.5	187	+0.8%	193.36	180.29	+7.2%
Months of Inventory	17.8	8.8	+101.4%	9.3	17.9	-48.2%
Absorption Rate	5.63%	11.35%	-5.7%	10.8%	5.59%	+5.2%
Sales Activity Charts Metrics						
New Pending Sales Count	11	17	-35.3%	25	34	-26.5%
New Pending Sales Volume	\$2,148,300	\$3,099,900	-30.7%	\$6,253,678	\$6,640,600	-5.8%
Pending Sales Count	30	32	-6.3%	N/A	N/A	
Pending Sales Volume	\$6,497,000	\$6,400,600	+1.5%	N/A	N/A	
Closed Sales Count	6	15	-60%	14	31	-54.8%
Closed Sales Volume	\$1,236,150	\$2,940,250	-58%	\$3,055,950	\$6,181,150	-50.6%
Average Sales Price	\$206,025	\$196,017	+5.1%	\$218,282	\$199,392	+9.5%
Median Sales Price	\$204,000	\$205,000	-0.5%	\$225,429	\$207,581	+8.6%

New Listings

The number of new residential listings that were added each month.

Filters Used

State: VT
 County: Orange County, Vermont
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence



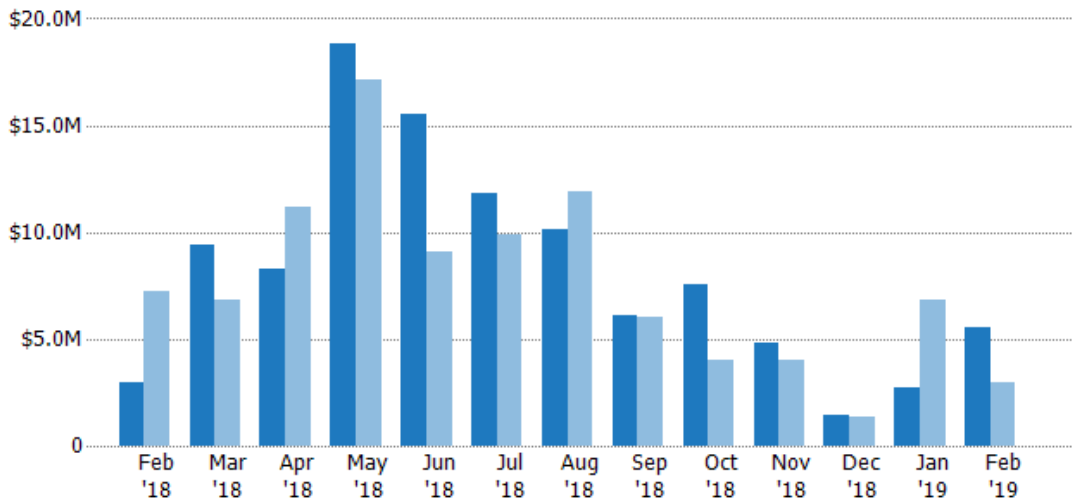
	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19
Current Year	16	31	30	67	58	52	32	26	21	20	9	11	19
Prior Year	28	30	41	67	39	37	45	27	20	17	7	21	16
Percent Change from Prior Year	-43%	3%	-27%	0%	49%	41%	-29%	-4%	5%	18%	29%	-48%	19%

New Listing Volume

The sum of the listing price of residential listings that were added each month.

Filters Used

State: VT
 County: Orange County, Vermont
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence



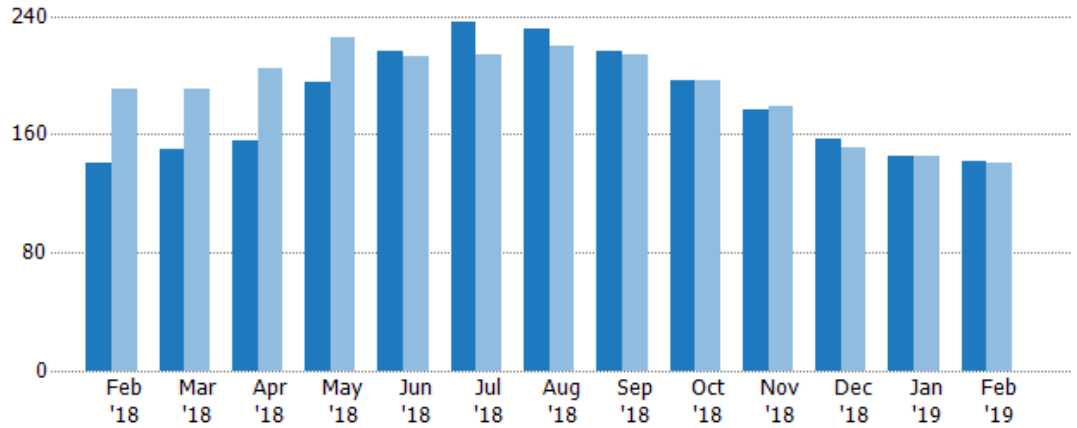
	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19
Current Year	\$2.98M	\$9.42M	\$8.27M	\$18.8M	\$15.5M	\$11.8M	\$10.2M	\$6.09M	\$7.56M	\$4.81M	\$1.41M	\$2.7M	\$5.56M
Prior Year	\$7.2M	\$6.85M	\$11.2M	\$17.1M	\$9.09M	\$9.9M	\$11.9M	\$6.06M	\$4.01M	\$4.04M	\$1.36M	\$6.86M	\$2.98M
Percent Change from Prior Year	-59%	38%	-26%	10%	71%	20%	-15%	1%	88%	19%	4%	-61%	86%

Active Listings

The number of active residential listings at the end of each month.

Filters Used

State: VT
 County: Orange County, Vermont
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence



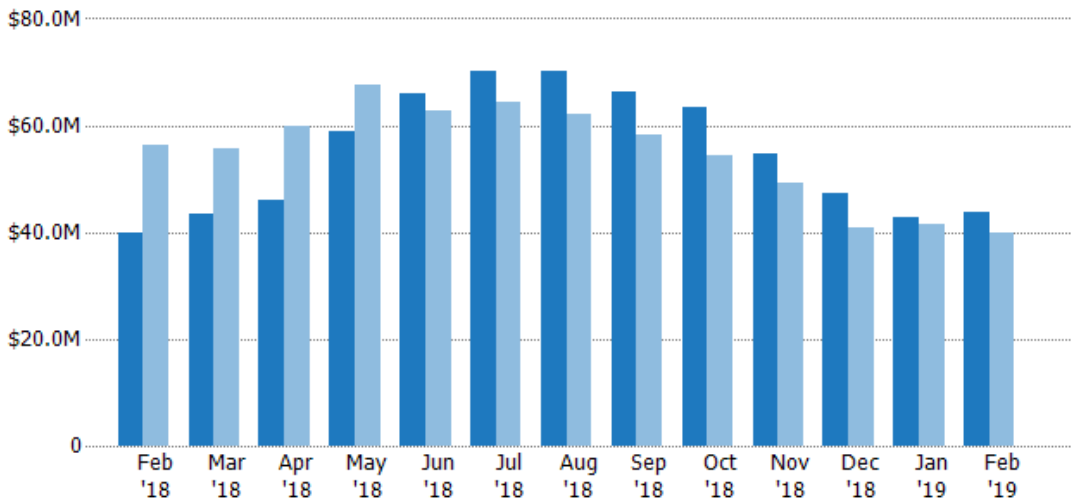
	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19
Current Year	141	150	156	195	216	236	231	216	197	177	157	145	142
Prior Year	191	191	205	226	213	214	220	214	197	179	151	145	141
Percent Change from Prior Year	-26%	-21%	-24%	-14%	1%	10%	5%	1%	0%	-1%	4%	0%	1%

Active Listing Volume

The sum of the listing price of active residential listings at the end of each month.

Filters Used

State: VT
 County: Orange County, Vermont
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence



	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19
Current Year	\$39.9M	\$43.4M	\$45.9M	\$58.7M	\$66.1M	\$70.1M	\$70.1M	\$66.2M	\$63.5M	\$54.8M	\$47.2M	\$42.8M	\$43.7M
Prior Year	\$56.2M	\$55.8M	\$59.8M	\$67.5M	\$62.7M	\$64.2M	\$62.1M	\$58.3M	\$54.4M	\$49.1M	\$40.9M	\$41.4M	\$39.9M
Percent Change from Prior Year	-29%	-22%	-23%	-13%	5%	9%	13%	14%	17%	12%	15%	4%	9%

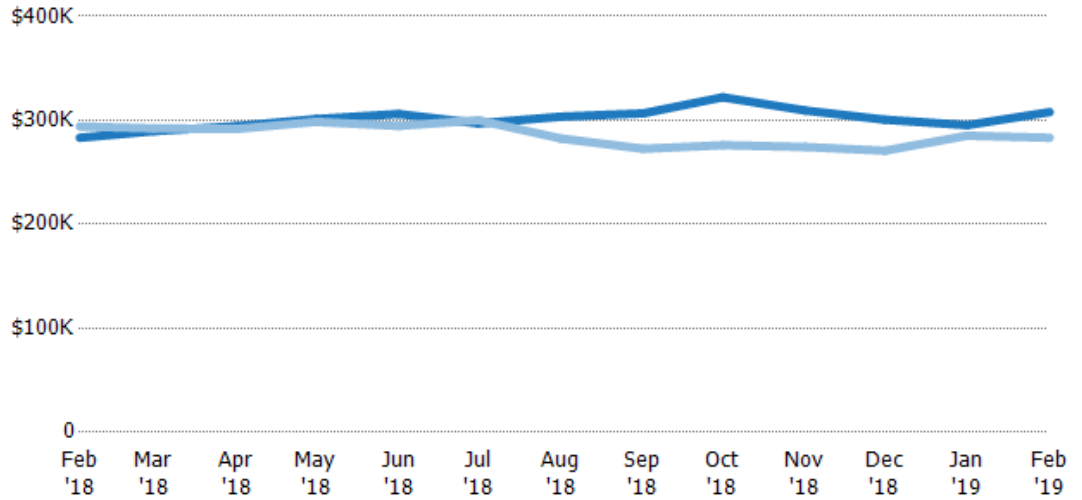
Average Listing Price

The average listing price of active residential listings at the end of each month.

Filters Used

State: VT
 County: Orange County, Vermont
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence

Month/ Year	Price	% Chg.
Feb '19	\$308K	8.7%
Feb '18	\$283K	-3.7%
Feb '17	\$294K	-11.5%



Current Year	\$283K	\$290K	\$294K	\$301K	\$306K	\$297K	\$303K	\$307K	\$322K	\$309K	\$301K	\$295K	\$308K
Prior Year	\$294K	\$292K	\$292K	\$299K	\$295K	\$300K	\$282K	\$273K	\$276K	\$274K	\$271K	\$285K	\$283K
Percent Change from Prior Year	-4%	-1%	1%	1%	4%	-1%	7%	12%	17%	13%	11%	4%	9%

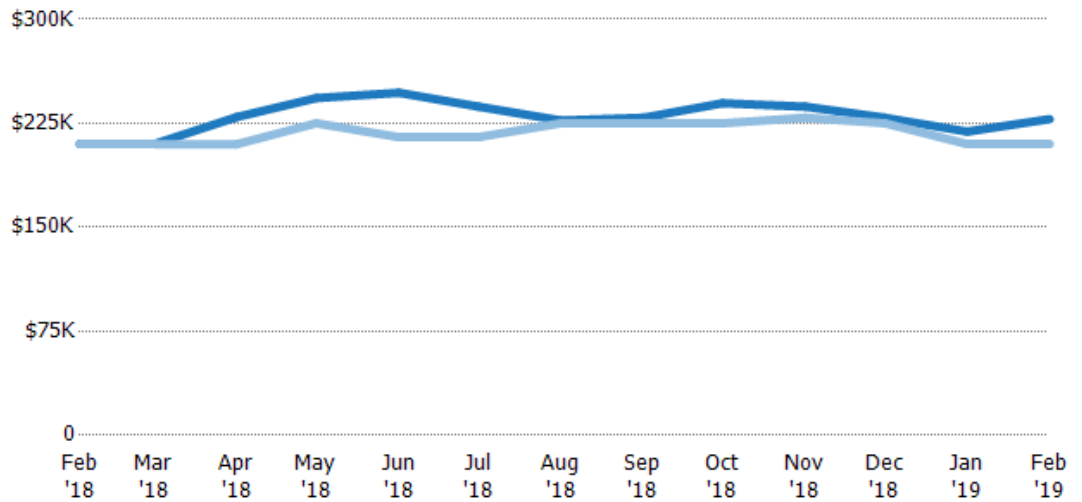
Median Listing Price

The median listing price of active residential listings at the end of each month.

Filters Used

State: VT
 County: Orange County, Vermont
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence

Month/ Year	Price	% Chg.
Feb '19	\$228K	8.6%
Feb '18	\$210K	0%
Feb '17	\$210K	-11%



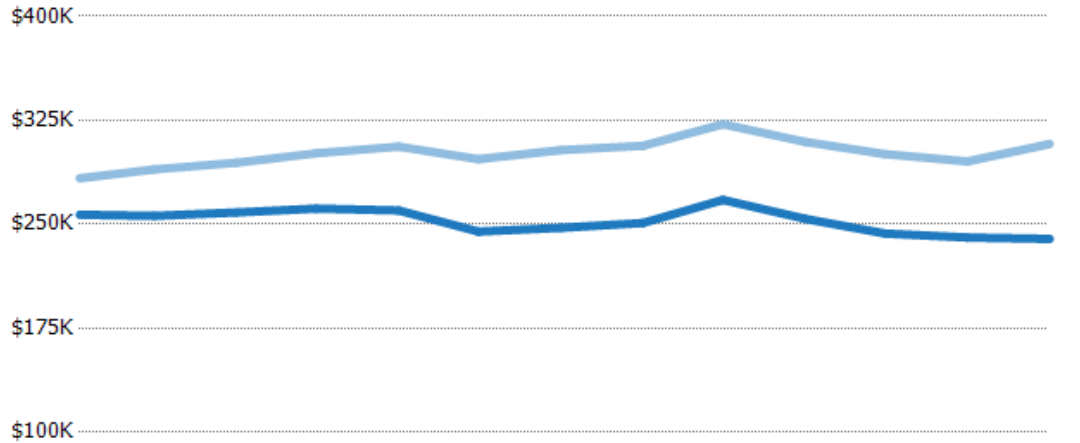
Current Year	\$210K	\$210K	\$229K	\$243K	\$247K	\$237K	\$227K	\$229K	\$240K	\$237K	\$229K	\$219K	\$228K
Prior Year	\$210K	\$210K	\$210K	\$225K	\$215K	\$215K	\$225K	\$225K	\$225K	\$229K	\$225K	\$210K	\$210K
Percent Change from Prior Year	0%	0%	9%	8%	15%	10%	1%	2%	6%	3%	2%	4%	9%

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: Orange County, Vermont
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence



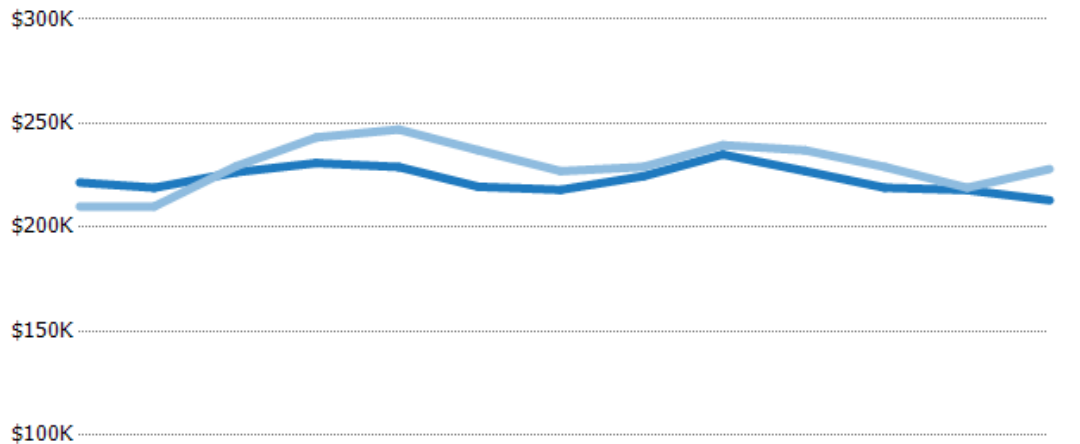
	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19
Avg Est Value	\$257K	\$256K	\$259K	\$261K	\$260K	\$245K	\$247K	\$251K	\$268K	\$254K	\$243K	\$240K	\$239K
Avg Listing Price	\$283K	\$290K	\$294K	\$301K	\$306K	\$297K	\$303K	\$307K	\$322K	\$309K	\$301K	\$295K	\$308K
Avg Listing Price as a % of Avg Est Value	110%	113%	114%	115%	118%	121%	123%	122%	120%	122%	124%	123%	129%

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: Orange County, Vermont
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence



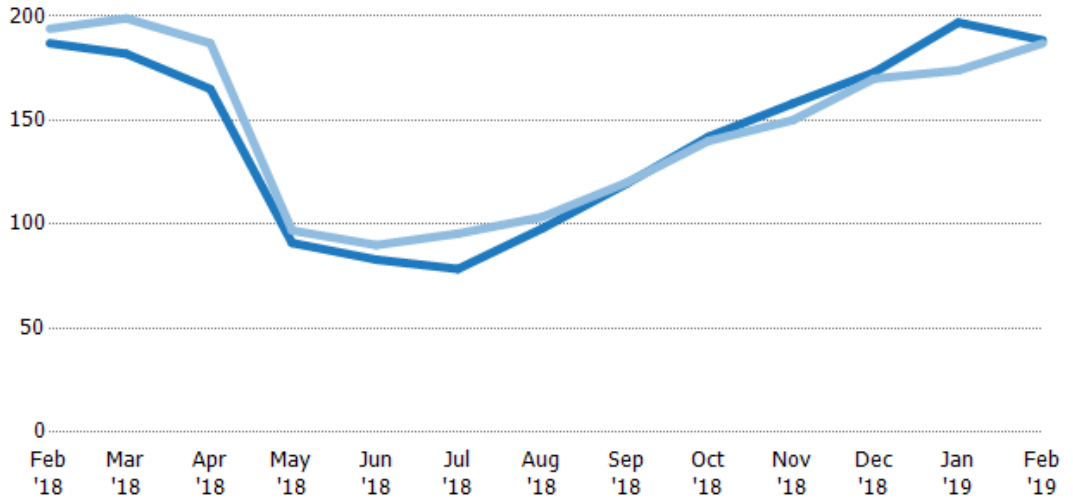
	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19
Median Est Value	\$222K	\$219K	\$227K	\$231K	\$229K	\$220K	\$218K	\$225K	\$235K	\$227K	\$219K	\$218K	\$213K
Median Listing Price	\$210K	\$210K	\$229K	\$243K	\$247K	\$237K	\$227K	\$229K	\$240K	\$237K	\$229K	\$219K	\$228K
Med Listing Price as a % of Med Est Value	95%	96%	101%	105%	108%	108%	104%	102%	102%	104%	105%	101%	107%

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: Orange County, Vermont
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence



Month/Year	Days	% Chg.
Feb '19	189	0.8%
Feb '18	187	-3.6%
Feb '17	194	-8.5%

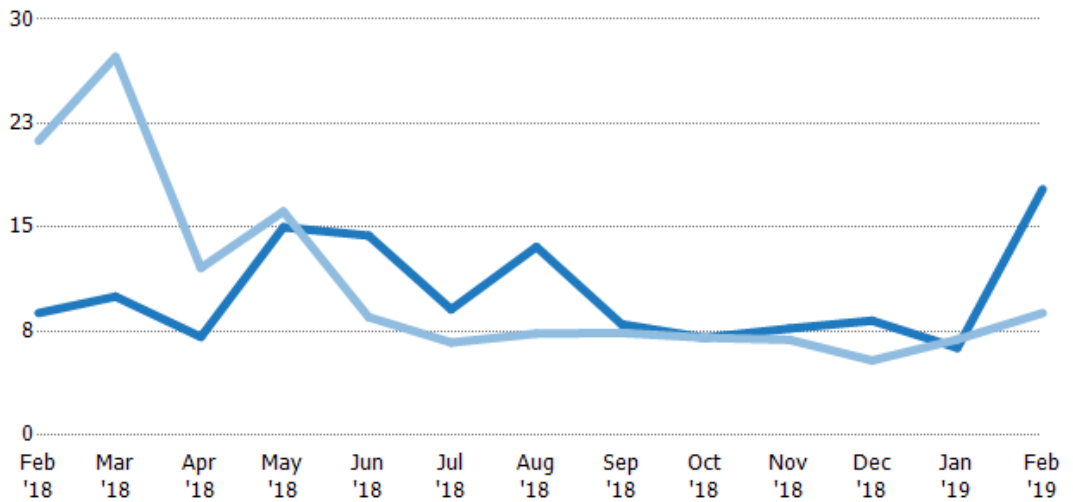
	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19
Current Year	187	182	165	91	83	78.5	98	120	142	158	173	197	189
Prior Year	194	199	187	97	90	95.5	104	120	140	150	170	174	187
Percent Change from Prior Year	-4%	-9%	-12%	-6%	-8%	-18%	-5%	0%	1%	5%	2%	13%	1%

Months of Inventory

The number of months it would take to exhaust active listings at the current sales rate.

Filters Used

State: VT
 County: Orange County, Vermont
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence



Month/Year	Months	% Chg.
Feb '19	17.8	101.4%
Feb '18	8.81	-58.5%
Feb '17	21.2	-7.9%

	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19
Current Year	8.81	10	7.09	15	14.4	9.08	13.6	8	7.04	7.7	8.26	6.3	17.8
Prior Year	21.2	27.3	12.1	16.1	8.52	6.69	7.33	7.38	7.04	6.88	5.39	6.9	8.81
Percent Change from Prior Year	-58%	-63%	-41%	-7%	69%	36%	85%	8%	0%	12%	53%	-9%	101%

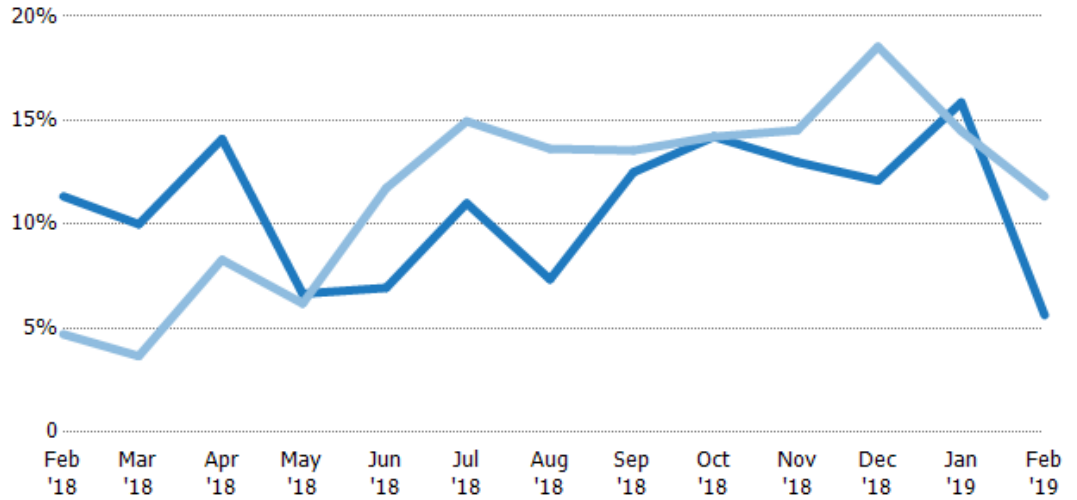
Absorption Rate

The percentage of inventory sold per month.

Filters Used

State: VT
 County: Orange County, Vermont
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence

Month/ Year	Rate	Chg.
Feb '19	6%	5.7%
Feb '18	11%	-6.6%
Feb '17	5%	8.5%



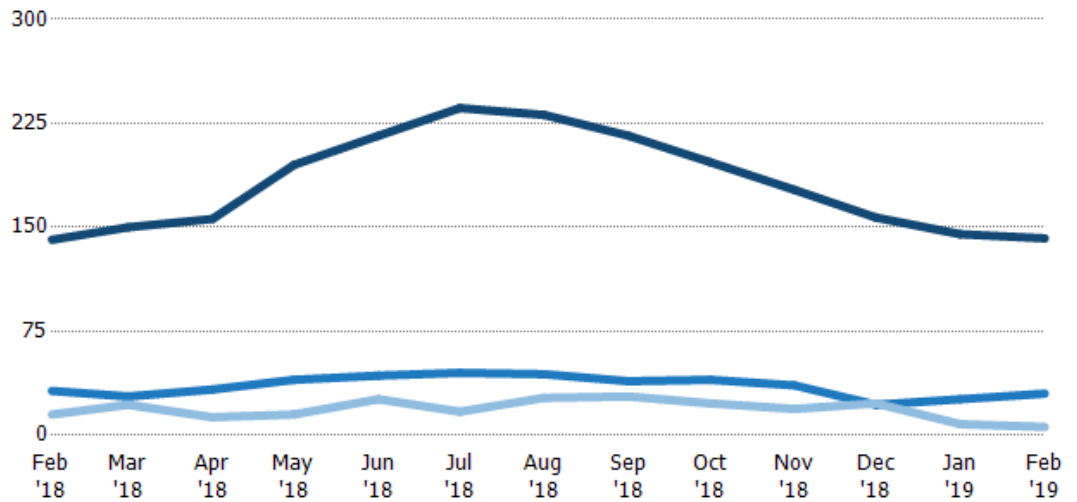
Current Year	11%	10%	14%	7%	7%	11%	7%	13%	14%	13%	12%	16%	6%
Prior Year	5%	4%	8%	6%	12%	15%	14%	14%	14%	15%	19%	14%	11%
Change from Prior Year	-7%	-6%	-6%	0%	5%	4%	6%	1%	0%	2%	6%	-1%	6%

Active/Pending/Sold Units

The number of residential properties that were Active, Pending and Sold each month.

Filters Used

State: VT
 County: Orange County, Vermont
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence



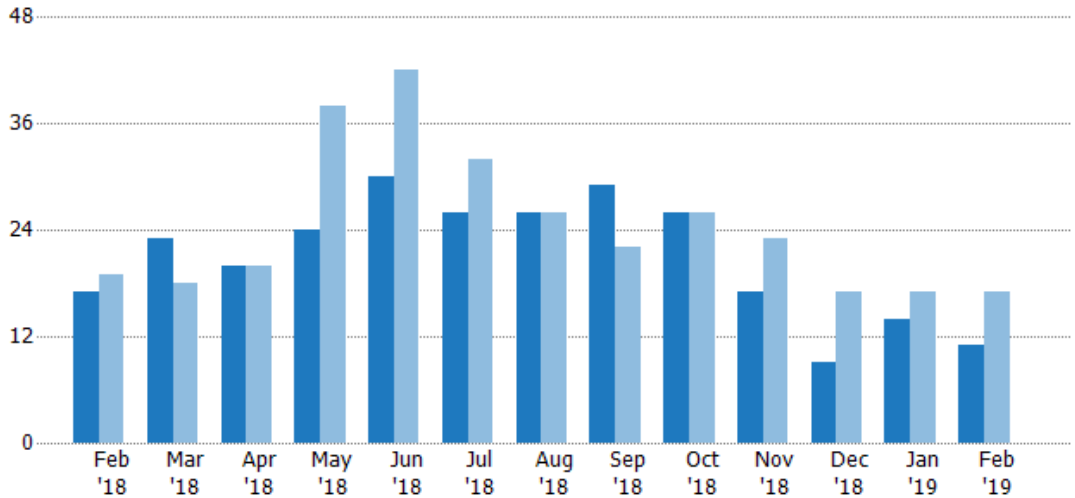
Active	141	150	156	195	216	236	231	216	197	177	157	145	142
Pending	32	28	33	40	43	45	44	39	40	36	22	26	30
Sold	15	22	13	15	26	17	27	28	23	19	23	8	6

New Pending Sales

The number of residential properties with accepted offers that were added each month.

Filters Used

State: VT
 County: Orange County, Vermont
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence



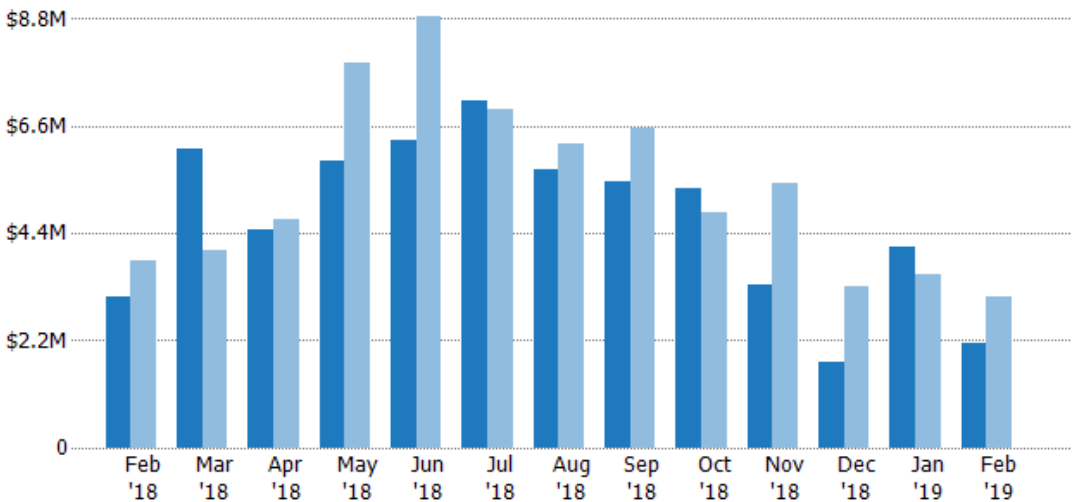
	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19
Current Year	17	23	20	24	30	26	26	29	26	17	9	14	11
Prior Year	19	18	20	38	42	32	26	22	26	23	17	17	17
Percent Change from Prior Year	-11%	28%	0%	-37%	-29%	-19%	0%	32%	0%	-26%	-47%	-18%	-35%

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: Orange County, Vermont
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence



	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19
Current Year	\$3.1M	\$6.15M	\$4.49M	\$5.89M	\$6.31M	\$7.13M	\$5.72M	\$5.47M	\$5.34M	\$3.34M	\$1.77M	\$4.11M	\$2.15M
Prior Year	\$3.85M	\$4.04M	\$4.7M	\$7.89M	\$8.85M	\$6.96M	\$6.23M	\$6.55M	\$4.84M	\$5.44M	\$3.32M	\$3.54M	\$3.1M
Percent Change from Prior Year	-19%	52%	-4%	-25%	-29%	3%	-8%	-16%	10%	-39%	-47%	16%	-31%

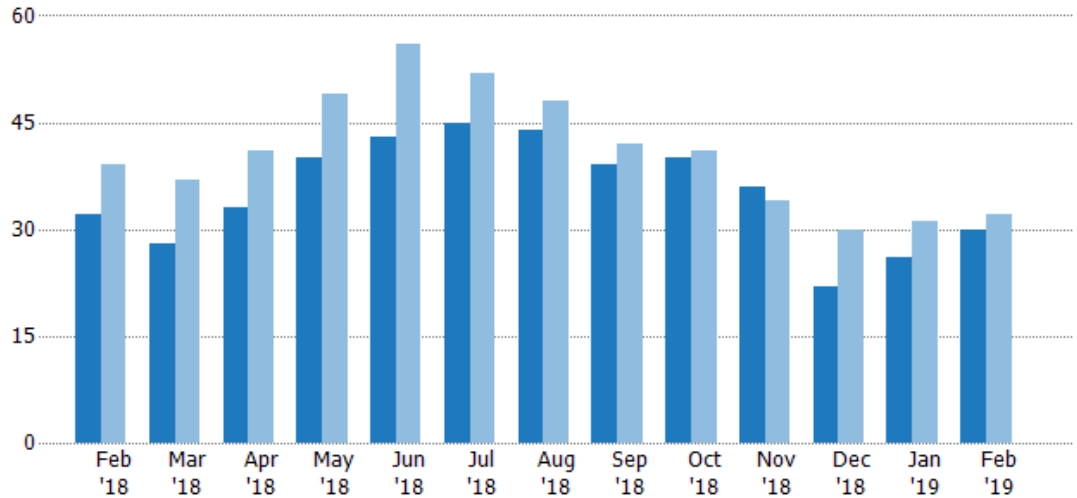
Pending Sales

The number of residential properties with accepted offers that were available at the end each month.

Filters Used

State: VT
 County: Orange County, Vermont
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence

Month/ Year	Count	% Chg.
Feb '19	30	-6.3%
Feb '18	32	-17.9%
Feb '17	39	-20.5%



	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19
Current Year	32	28	33	40	43	45	44	39	40	36	22	26	30
Prior Year	39	37	41	49	56	52	48	42	41	34	30	31	32
Percent Change from Prior Year	-18%	-24%	-20%	-18%	-23%	-13%	-8%	-7%	-2%	6%	-27%	-16%	-6%

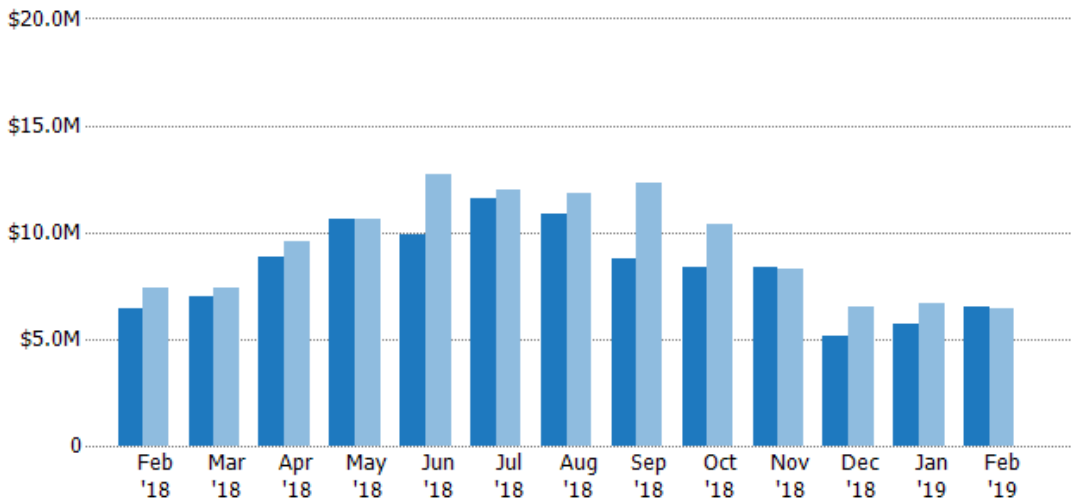
Pending Sales Volume

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: Orange County, Vermont
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence

Month/ Year	Volume	% Chg.
Feb '19	\$6.5M	1.5%
Feb '18	\$6.4M	-13.1%
Feb '17	\$7.37M	-13.5%



	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19
Current Year	\$6.4M	\$6.96M	\$8.81M	\$10.6M	\$9.91M	\$11.6M	\$10.8M	\$8.76M	\$8.32M	\$8.39M	\$5.12M	\$5.71M	\$6.5M
Prior Year	\$7.37M	\$7.4M	\$9.6M	\$10.6M	\$12.7M	\$12M	\$11.8M	\$12.3M	\$10.3M	\$8.32M	\$6.54M	\$6.65M	\$6.4M
Percent Change from Prior Year	-13%	-6%	-8%	0%	-22%	-3%	-8%	-29%	-20%	1%	-22%	-14%	2%

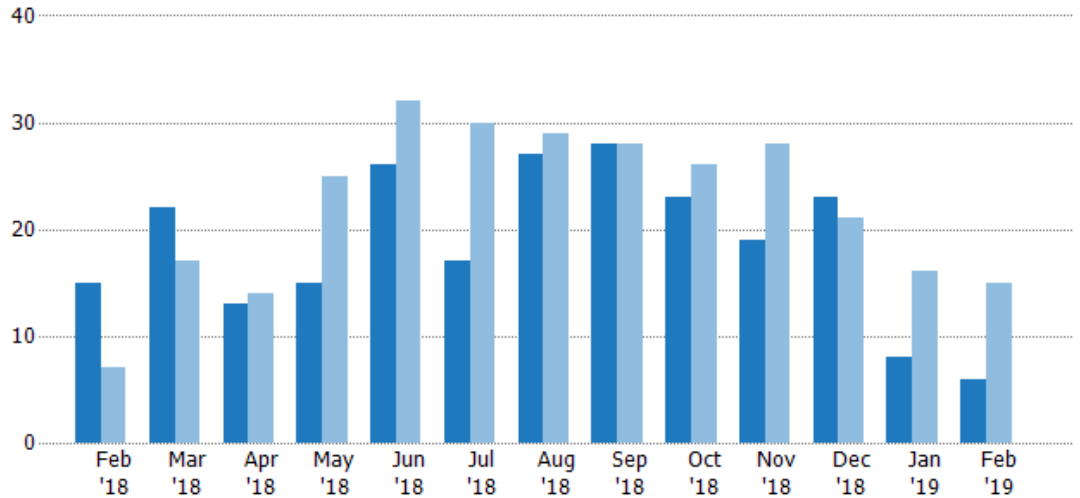
Closed Sales

The total number of residential properties sold each month.

Filters Used

State: VT
 County: Orange County, Vermont
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence

Month/ Year	Count	% Chg.
Feb '19	6	-60%
Feb '18	15	114.3%
Feb '17	7	-14.3%



Current Year	15	22	13	15	26	17	27	28	23	19	23	8	6
Prior Year	7	17	14	25	32	30	29	28	26	28	21	16	15
Percent Change from Prior Year	114%	29%	-7%	-40%	-19%	-43%	-7%	0%	-12%	-32%	10%	-50%	-60%

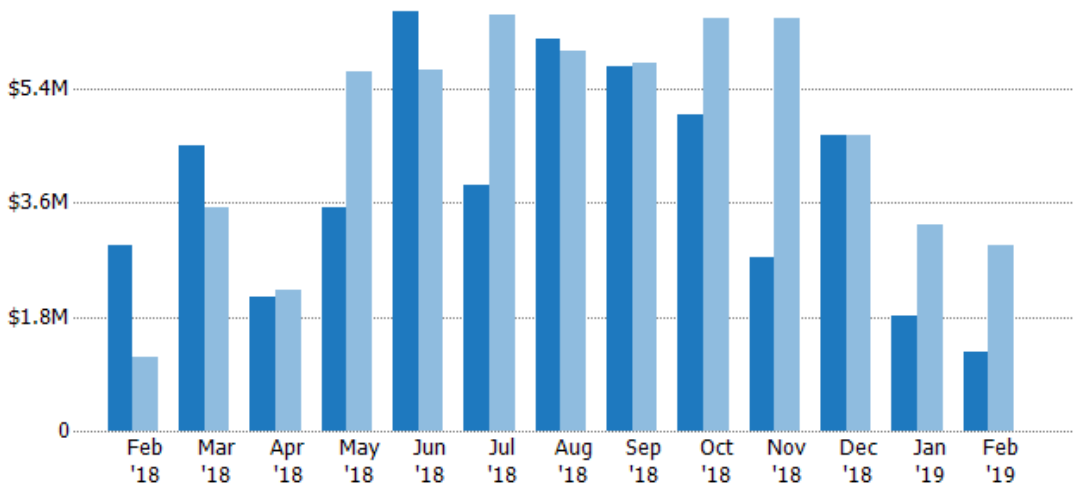
Closed Sales Volume

The sum of the sales price of residential properties sold each month.

Filters Used

State: VT
 County: Orange County, Vermont
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence

Month/ Year	Volume	% Chg.
Feb '19	\$1.24M	-58%
Feb '18	\$2.94M	150.3%
Feb '17	\$1.17M	-16.5%



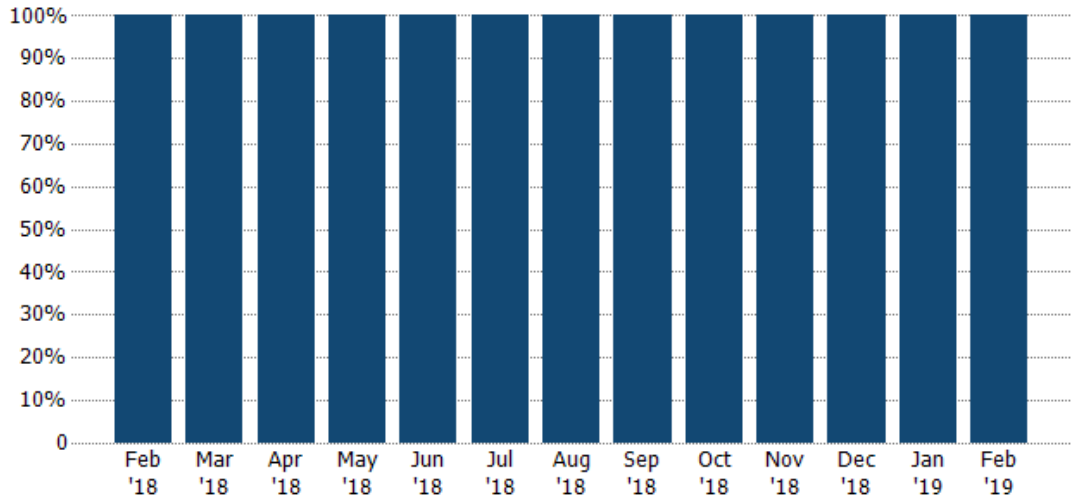
Current Year	\$2.94M	\$4.51M	\$2.11M	\$3.54M	\$6.63M	\$3.88M	\$6.18M	\$5.76M	\$5M	\$2.73M	\$4.67M	\$1.82M	\$1.24M
Prior Year	\$1.17M	\$3.53M	\$2.23M	\$5.67M	\$5.71M	\$6.57M	\$6.01M	\$5.81M	\$6.52M	\$6.52M	\$4.67M	\$3.24M	\$2.94M
Percent Change from Prior Year	150%	28%	-5%	-38%	16%	-41%	3%	-1%	-23%	-58%	0%	-44%	-58%

Closed Sales by Property Type

The percentage of residential properties sold each month by property type.

Filters Used

State: VT
 County: Orange County, Vermont
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence



■ Single Family Residence

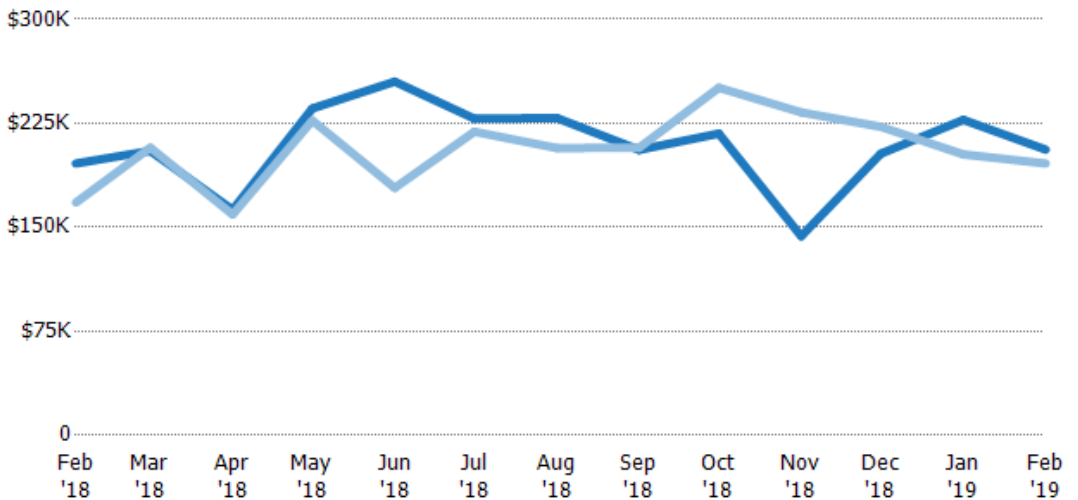
100% 100% 100% 100% 100% 100% 100% 100% 100% 100% 100% 100% 100%

Average Sales Price

The average sales price of the residential properties sold each month.

Filters Used

State: VT
 County: Orange County, Vermont
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence



■ Current Year

■ Prior Year

Percent Change from Prior Year

\$196K \$205K \$163K \$236K \$255K \$228K \$229K \$206K \$218K \$144K \$203K \$227K \$206K
 \$168K \$207K \$159K \$227K \$178K \$219K \$207K \$207K \$251K \$233K \$222K \$203K \$196K
 17% -1% 2% 4% 43% 4% 10% -1% -13% -38% -9% 12% 5%

Month/Year	Price	% Chg.
Feb '19	\$206K	5.1%
Feb '18	\$196K	16.8%
Feb '17	\$168K	-2.5%

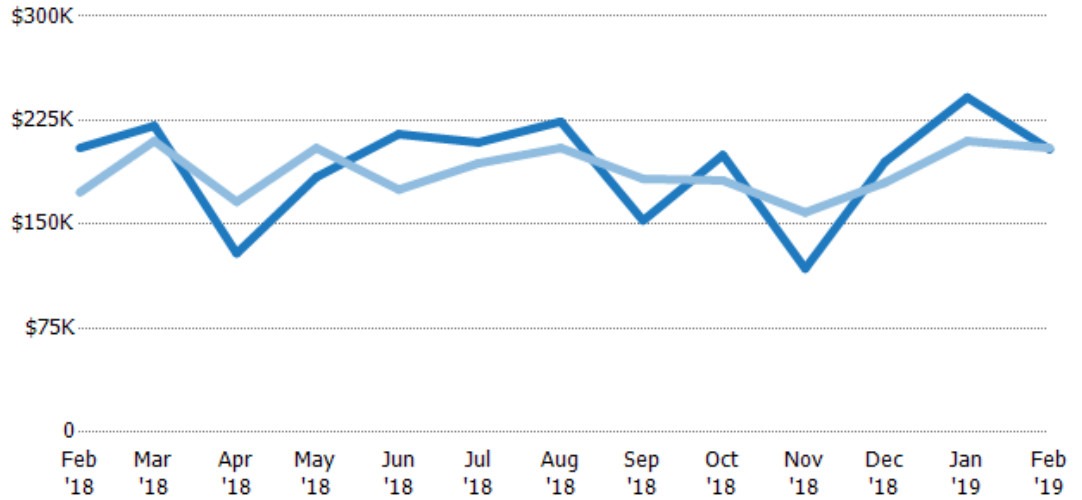
Median Sales Price

The median sales price of the residential properties sold each month.

Filters Used

State: VT
 County: Orange County, Vermont
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence

Month/ Year	Price	% Chg.
Feb '19	\$204K	-0.5%
Feb '18	\$205K	18.5%
Feb '17	\$173K	-17.9%



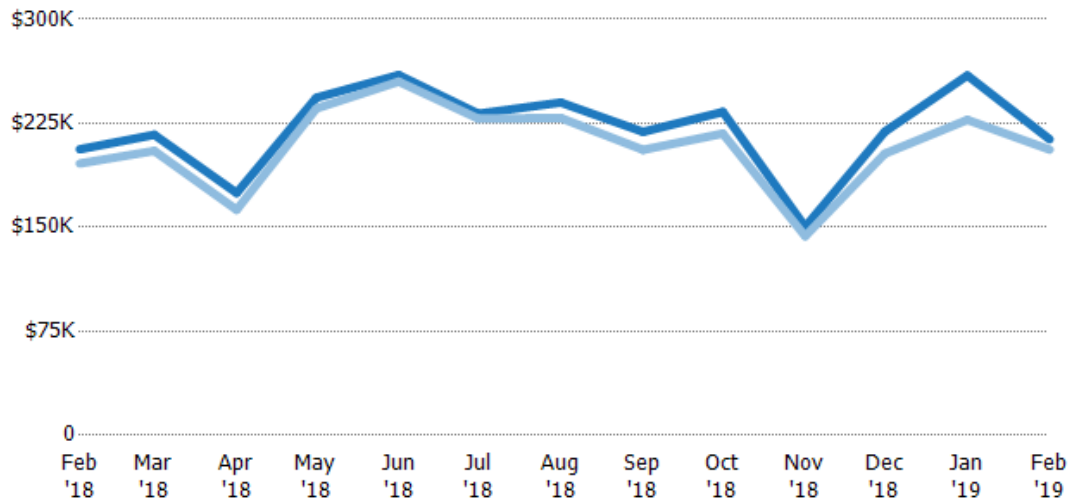
Current Year	\$205K	\$221K	\$129K	\$184K	\$215K	\$209K	\$224K	\$153K	\$200K	\$118K	\$195K	\$242K	\$204K
Prior Year	\$173K	\$210K	\$166K	\$205K	\$175K	\$194K	\$205K	\$183K	\$182K	\$159K	\$180K	\$210K	\$205K
Percent Change from Prior Year	18%	5%	-22%	-10%	23%	8%	9%	-16%	10%	-26%	8%	15%	0%

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: Orange County, Vermont
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence



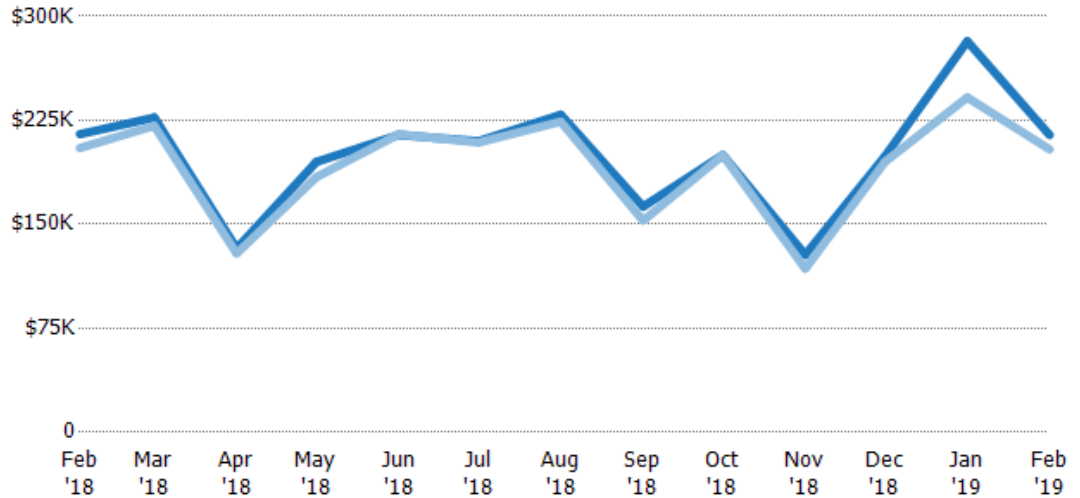
Avg List Price	\$206K	\$217K	\$175K	\$243K	\$260K	\$232K	\$240K	\$219K	\$233K	\$150K	\$219K	\$259K	\$213K
Avg Sales Price	\$196K	\$205K	\$163K	\$236K	\$255K	\$228K	\$229K	\$206K	\$218K	\$144K	\$203K	\$227K	\$206K
Avg Sales Price as a % of Avg List Price	95%	95%	93%	97%	98%	98%	95%	94%	93%	96%	93%	88%	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: Orange County, Vermont
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence



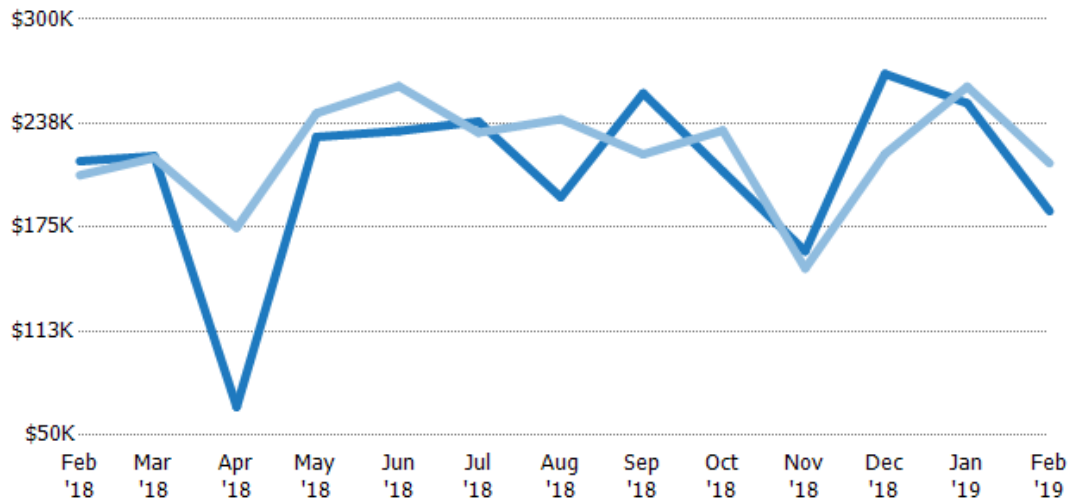
	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19
Median List Price	\$215K	\$227K	\$133K	\$195K	\$214K	\$210K	\$229K	\$163K	\$200K	\$128K	\$199K	\$282K	\$214K
Median Sales Price	\$205K	\$221K	\$129K	\$184K	\$215K	\$209K	\$224K	\$153K	\$200K	\$118K	\$195K	\$242K	\$204K
Med Sales Price as a % of Med List Price	95%	97%	97%	94%	100%	100%	98%	94%	100%	92%	98%	86%	95%

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: Orange County, Vermont
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence



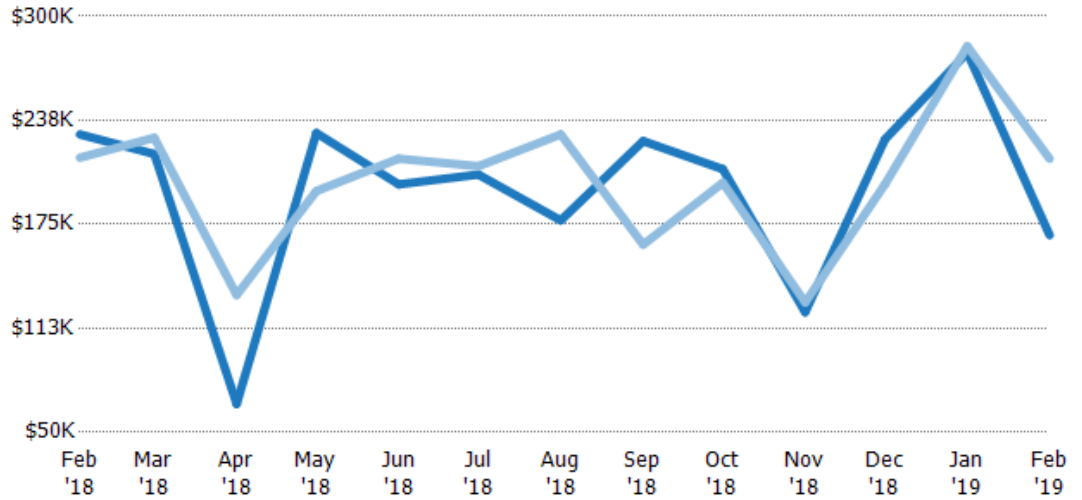
	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19
Avg Est Value	\$215K	\$218K	\$67K	\$229K	\$233K	\$239K	\$193K	\$256K	\$209K	\$161K	\$267K	\$250K	\$185K
Avg Sales Price	\$206K	\$217K	\$175K	\$243K	\$260K	\$232K	\$240K	\$219K	\$233K	\$150K	\$219K	\$259K	\$213K
Avg Sales Price as a % of Avg Est Value	96%	100%	261%	106%	112%	97%	124%	86%	112%	94%	82%	104%	116%

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: Orange County, Vermont
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence



	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19
Median Est Value	\$229K	\$217K	\$67K	\$230K	\$199K	\$205K	\$177K	\$225K	\$208K	\$122K	\$226K	\$278K	\$168K
Median Sales Price	\$215K	\$227K	\$133K	\$195K	\$214K	\$210K	\$229K	\$163K	\$200K	\$128K	\$199K	\$282K	\$214K
Med Sales Price as a % of Med Est Value	94%	105%	198%	85%	108%	102%	129%	72%	96%	105%	88%	101%	127%