

## 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	+ / -
<b>Listing Activity Charts Metrics</b>						
New Listing Count	18	18	+/-	29	42	-31%
New Listing Volume	\$5,385,600	\$3,464,400	+55.5%	\$8,022,500	\$10,953,000	-26.8%
Active Listing Count	146	150	-2.7%	N/A	N/A	
Active Listing Volume	\$44,781,100	\$41,712,549	+7.4%	N/A	N/A	
Average Listing Price	\$306,720	\$278,084	+10.3%	\$300,444	\$278,783	+7.8%
Median Listing Price	\$228,000	\$212,000	+7.5%	\$223,454	\$210,990	+5.9%
Median Days in RPR	188.5	178.5	+5.6%	193.03	175.75	+9.8%
Months of Inventory	18.3	9.4	+94.7%	9.2	15.9	-42.2%
Absorption Rate	5.48%	10.67%	-5.2%	10.85%	6.27%	+4.6%
<b>Sales Activity Charts Metrics</b>						
New Pending Sales Count	11	17	-35.3%	24	34	-29.4%
New Pending Sales Volume	\$2,148,300	\$3,099,900	-30.7%	\$6,159,778	\$6,640,600	-7.2%
Pending Sales Count	30	33	-9.1%	N/A	N/A	
Pending Sales Volume	\$6,482,100	\$6,659,600	-2.7%	N/A	N/A	
Closed Sales Count	7	16	-56.3%	15	32	-53.1%
Closed Sales Volume	\$1,417,150	\$2,984,250	-52.5%	\$3,236,950	\$6,225,150	-48%
Average Sales Price	\$202,450	\$186,516	+8.5%	\$215,797	\$194,536	+10.9%
Median Sales Price	\$181,000	\$184,450	-1.9%	\$213,267	\$197,225	+8.1%

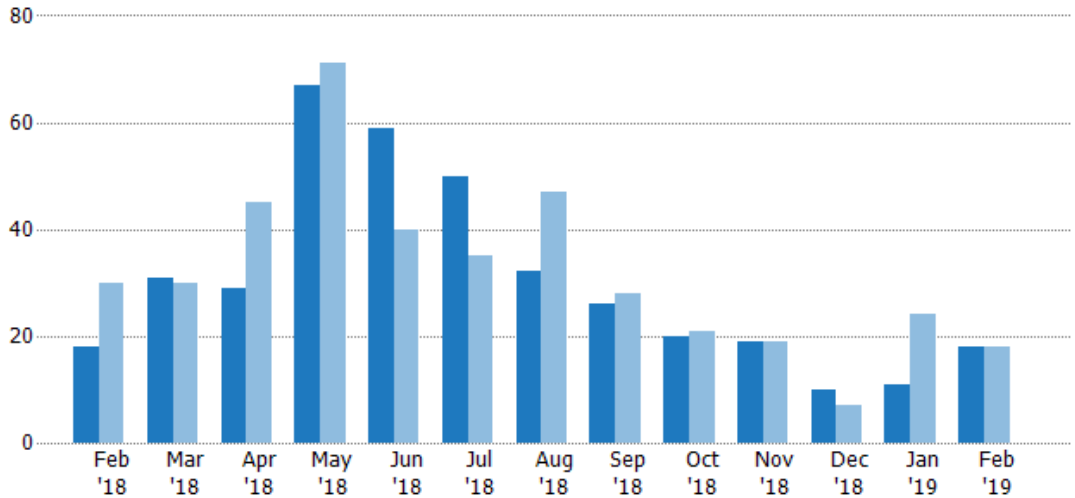
## New Listings

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

Month/Year	Count	% Chg.
Feb '19	18	0%
Feb '18	18	-40%
Feb '17	30	0%



	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	18	31	29	67	59	50	32	26	20	19	10	11	18
Prior Year	30	30	45	71	40	35	47	28	21	19	7	24	18
Percent Change from Prior Year	-40%	3%	-36%	-6%	48%	43%	-32%	-7%	-5%	0%	43%	-54%	0%

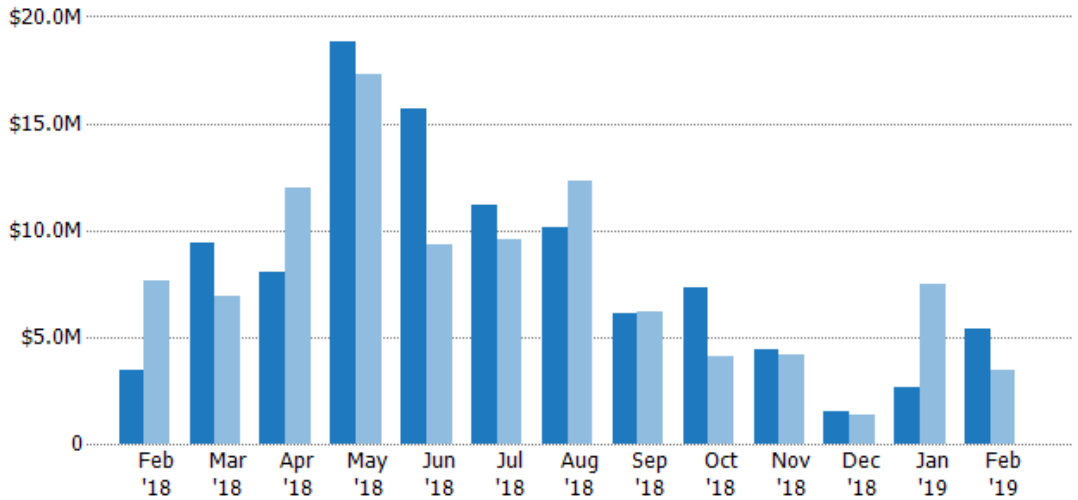
## New Listing Volume

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

Month/Year	Volume	% Chg.
Feb '19	\$5.39M	55.5%
Feb '18	\$3.46M	-54.4%
Feb '17	\$7.6M	2%



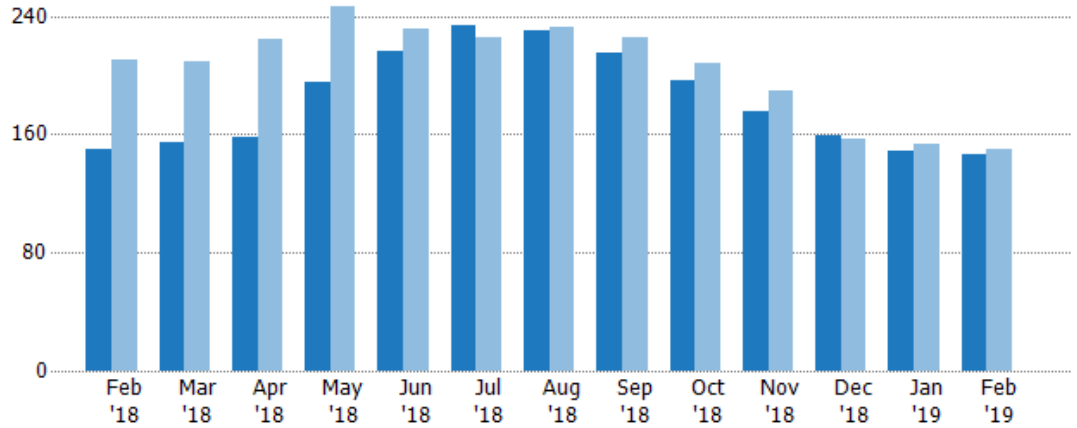
	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19
Current Year	\$3.46M	\$9.42M	\$8.07M	\$18.8M	\$15.7M	\$11.2M	\$10.1M	\$6.09M	\$7.32M	\$4.4M	\$1.5M	\$2.64M	\$5.39M
Prior Year	\$7.6M	\$6.92M	\$12M	\$17.3M	\$9.33M	\$9.54M	\$12.3M	\$6.19M	\$4.06M	\$4.21M	\$1.38M	\$7.49M	\$3.46M
Percent Change from Prior Year	-54%	36%	-32%	9%	68%	17%	-18%	-2%	80%	5%	9%	-65%	55%

## 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



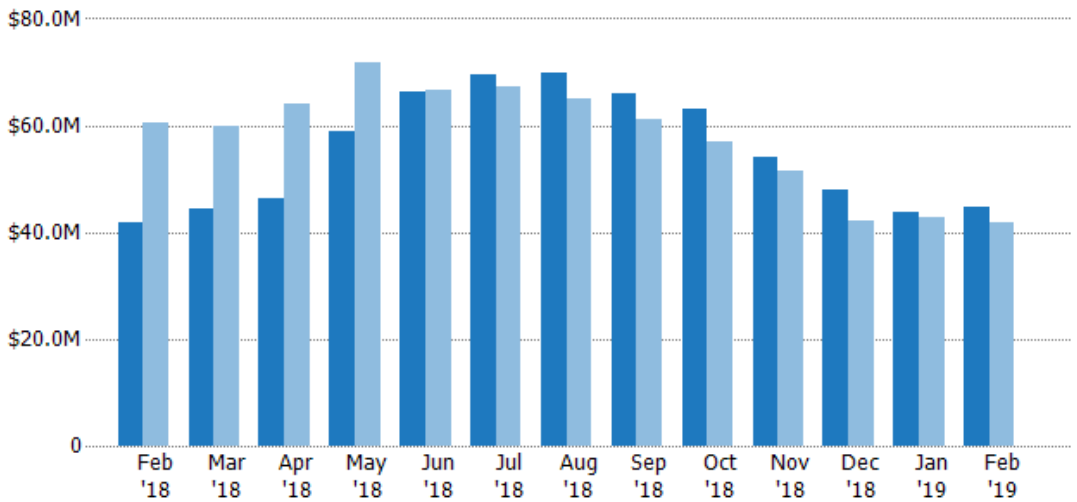
	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19
Current Year	150	155	158	195	216	234	230	215	196	176	159	149	146
Prior Year	210	209	224	247	231	226	233	226	208	189	157	153	150
Percent Change from Prior Year	-29%	-26%	-29%	-21%	-6%	4%	-1%	-5%	-6%	-7%	1%	-3%	-3%

## 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	\$41.7M	\$44.5M	\$46.4M	\$58.9M	\$66.3M	\$69.6M	\$69.9M	\$65.9M	\$63.1M	\$54.2M	\$47.9M	\$43.9M	\$44.8M
Prior Year	\$60.4M	\$59.9M	\$64.1M	\$71.6M	\$66.6M	\$67.1M	\$65.1M	\$61.1M	\$56.9M	\$51.5M	\$42.2M	\$42.8M	\$41.7M
Percent Change from Prior Year	-31%	-26%	-28%	-18%	0%	4%	7%	8%	11%	5%	14%	3%	7%

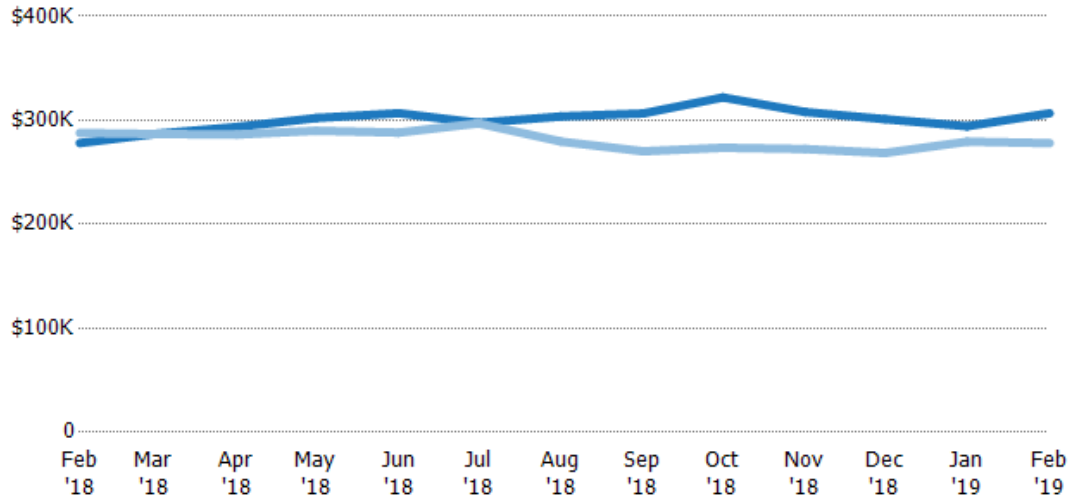
## Average Listing Price

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	\$307K	10.3%
Feb '18	\$278K	-3.4%
Feb '17	\$288K	-11.6%



Current Year	\$278K	\$287K	\$294K	\$302K	\$307K	\$297K	\$304K	\$307K	\$322K	\$308K	\$301K	\$294K	\$307K
Prior Year	\$288K	\$287K	\$286K	\$290K	\$288K	\$297K	\$280K	\$270K	\$274K	\$272K	\$269K	\$279K	\$278K
Percent Change from Prior Year	-3%	0%	3%	4%	6%	0%	9%	13%	18%	13%	12%	5%	10%

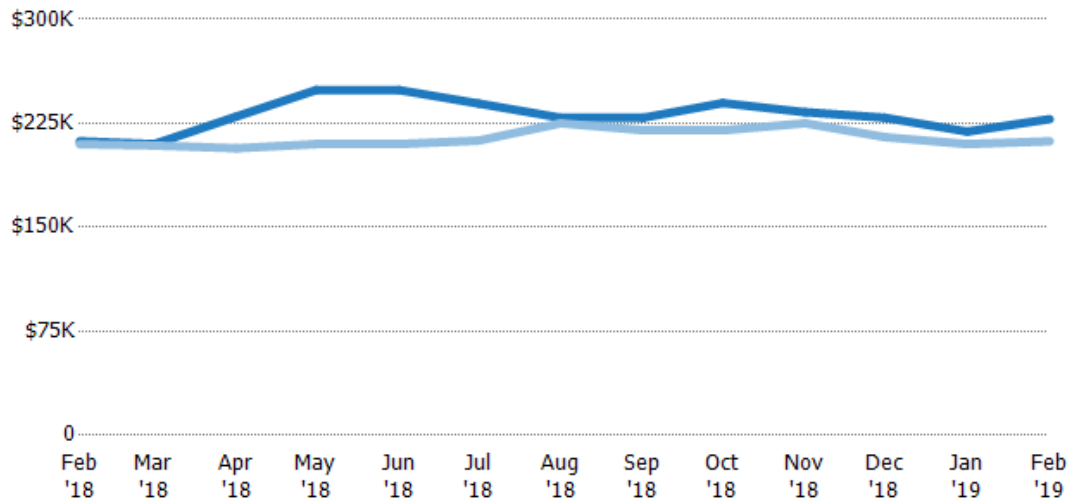
## Median Listing Price

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	7.5%
Feb '18	\$212K	1%
Feb '17	\$210K	-10.9%



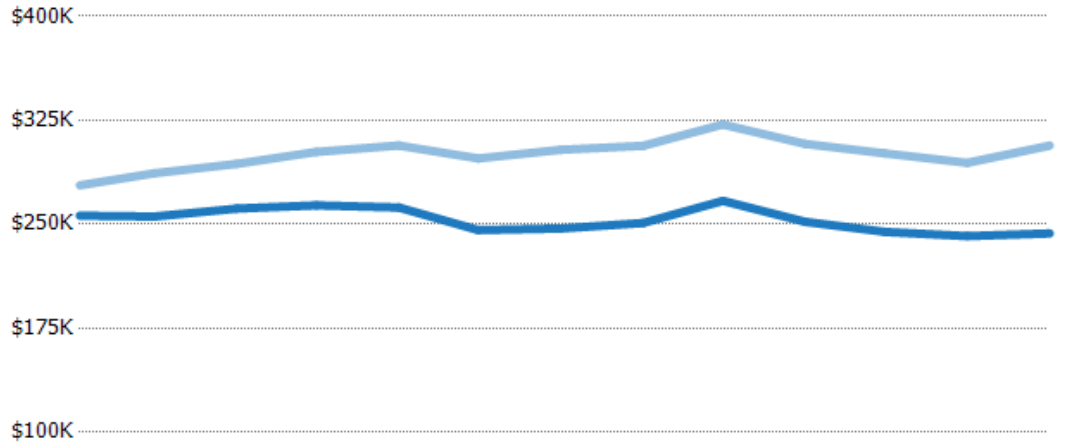
Current Year	\$212K	\$210K	\$230K	\$249K	\$249K	\$239K	\$229K	\$229K	\$240K	\$233K	\$229K	\$219K	\$228K
Prior Year	\$210K	\$209K	\$207K	\$210K	\$210K	\$213K	\$225K	\$220K	\$220K	\$225K	\$215K	\$210K	\$212K
Percent Change from Prior Year	1%	0%	11%	19%	19%	13%	2%	4%	9%	4%	7%	4%	8%

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



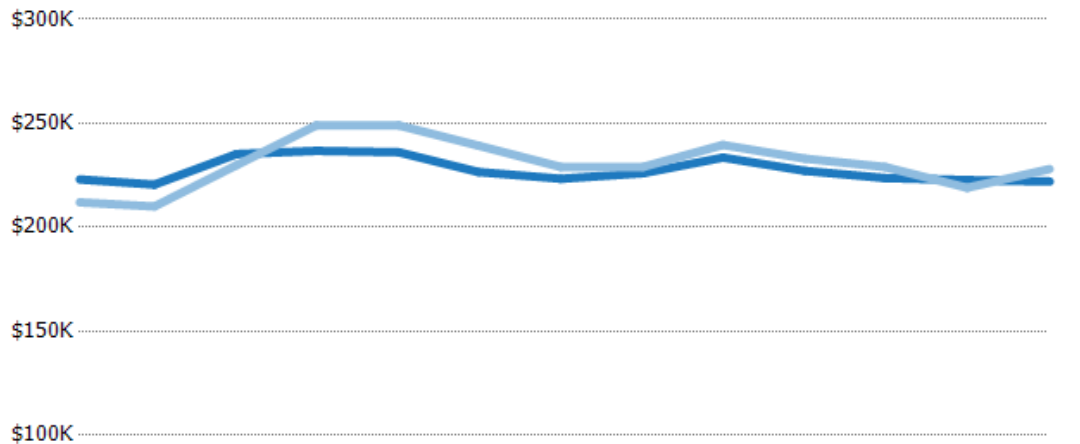
	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19
Avg Est Value	\$256K	\$256K	\$261K	\$264K	\$262K	\$246K	\$247K	\$251K	\$267K	\$252K	\$245K	\$242K	\$243K
Avg Listing Price	\$278K	\$287K	\$294K	\$302K	\$307K	\$297K	\$304K	\$307K	\$322K	\$308K	\$301K	\$294K	\$307K
Avg Listing Price as a % of Avg Est Value	109%	112%	112%	115%	117%	121%	123%	122%	121%	122%	123%	122%	126%

## 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



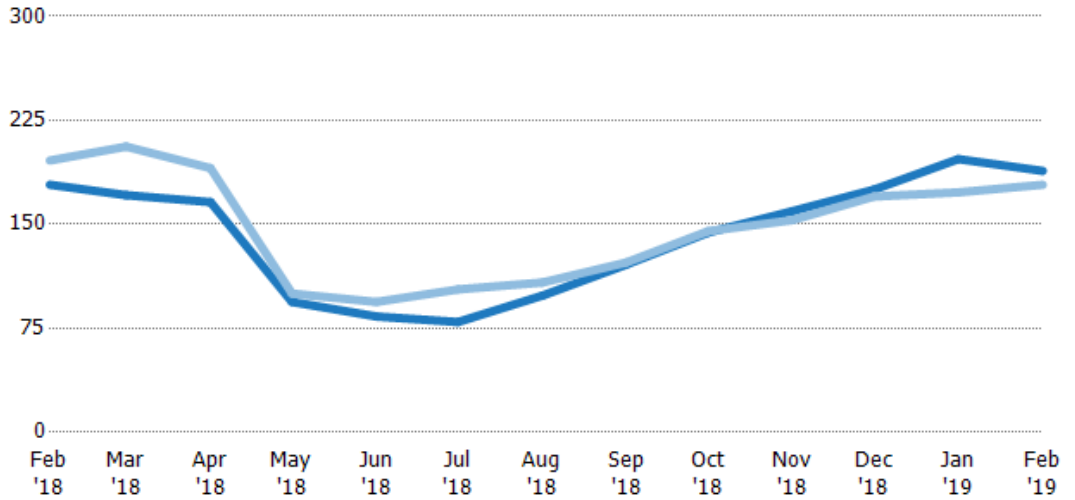
	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19
Median Est Value	\$223K	\$221K	\$235K	\$237K	\$236K	\$227K	\$223K	\$226K	\$234K	\$227K	\$224K	\$223K	\$222K
Median Listing Price	\$212K	\$210K	\$230K	\$249K	\$249K	\$239K	\$229K	\$229K	\$240K	\$233K	\$229K	\$219K	\$228K
Med Listing Price as a % of Med Est Value	95%	95%	98%	105%	105%	106%	103%	101%	103%	103%	102%	98%	103%

## 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



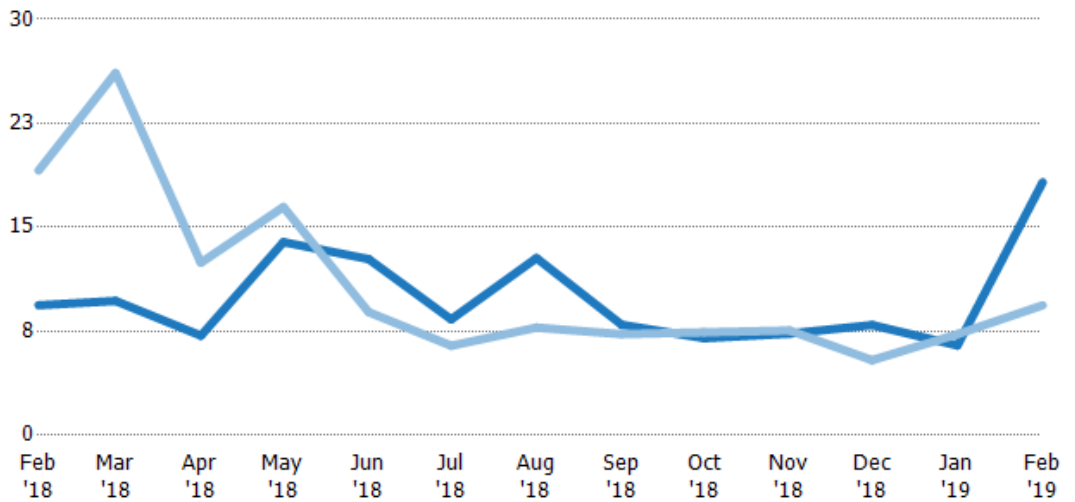
	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19
Current Year	179	171	166	94	83.5	79.5	98.5	121	144	160	175	197	189
Prior Year	196	206	191	100	94	103	108	123	145	153	170	173	179
Percent Change from Prior Year	-9%	-17%	-13%	-6%	-11%	-23%	-9%	-1%	-1%	4%	3%	14%	6%

## 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



	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	9.38	9.69	7.18	13.9	12.7	8.36	12.8	7.96	7	7.33	7.95	6.48	18.3
Prior Year	19.1	26.1	12.4	16.5	8.88	6.46	7.77	7.29	7.43	7.56	5.41	7.29	9.38
Percent Change from Prior Year	-51%	-63%	-42%	-15%	43%	29%	65%	9%	-6%	-3%	47%	-11%	95%

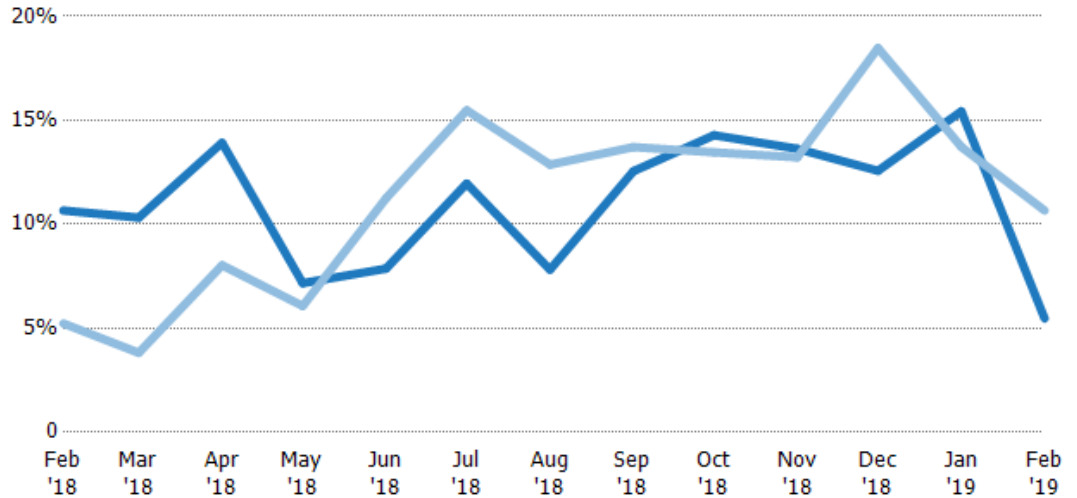
## Absorption Rate

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	5%	5.2%
Feb '18	11%	-5.4%
Feb '17	5%	6.1%



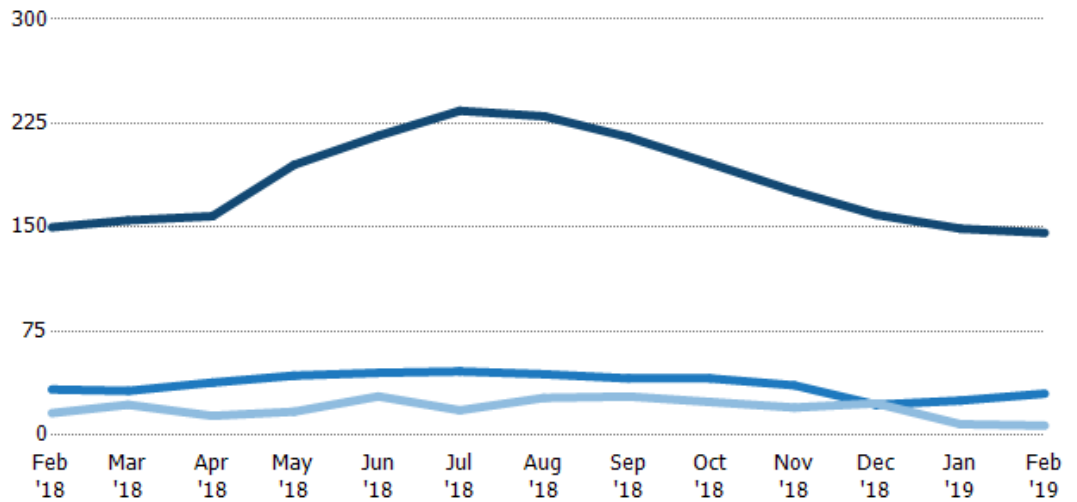
Current Year	11%	10%	14%	7%	8%	12%	8%	13%	14%	14%	13%	15%	5%
Prior Year	5%	4%	8%	6%	11%	15%	13%	14%	13%	13%	18%	14%	11%
Change from Prior Year	-5%	-7%	-6%	-1%	3%	4%	5%	1%	-1%	0%	6%	-2%	5%

## 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	150	155	158	195	216	234	230	215	196	176	159	149	146
Pending	33	32	38	43	45	46	44	41	41	36	22	25	30
Sold	16	22	14	17	28	18	27	28	24	20	23	8	7

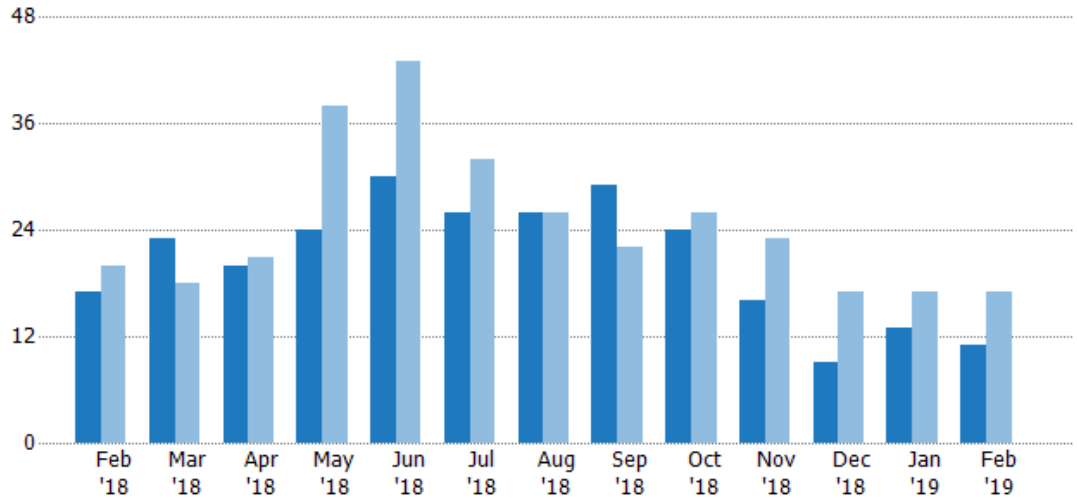
## New Pending Sales

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

Month/ Year	Count	% Chg.
Feb '19	11	-35.3%
Feb '18	17	-15%
Feb '17	20	-10%



	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	24	16	9	13	11
Prior Year	20	18	21	38	43	32	26	22	26	23	17	17	17
Percent Change from Prior Year	-15%	28%	-5%	-37%	-30%	-19%	0%	32%	-8%	-30%	-47%	-24%	-35%

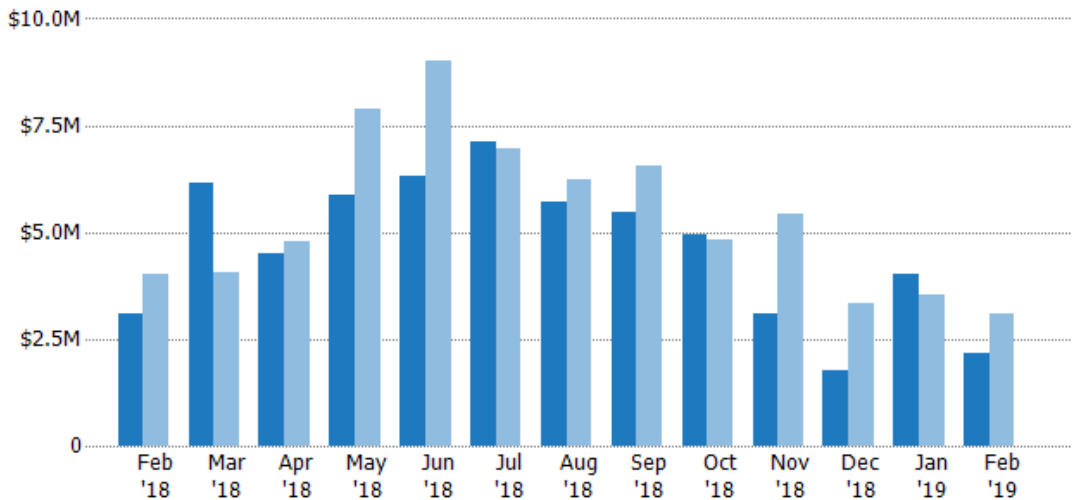
## New Pending Sales Volume

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

Month/ Year	Volume	% Chg.
Feb '19	\$2.15M	-30.7%
Feb '18	\$3.1M	-22.5%
Feb '17	\$4M	-10.6%



	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	\$4.93M	\$3.08M	\$1.77M	\$4.01M	\$2.15M
Prior Year	\$4M	\$4.04M	\$4.77M	\$7.89M	\$9.01M	\$6.96M	\$6.23M	\$6.55M	\$4.84M	\$5.44M	\$3.32M	\$3.54M	\$3.1M
Percent Change from Prior Year	-23%	52%	-6%	-25%	-30%	3%	-8%	-16%	2%	-43%	-47%	13%	-31%



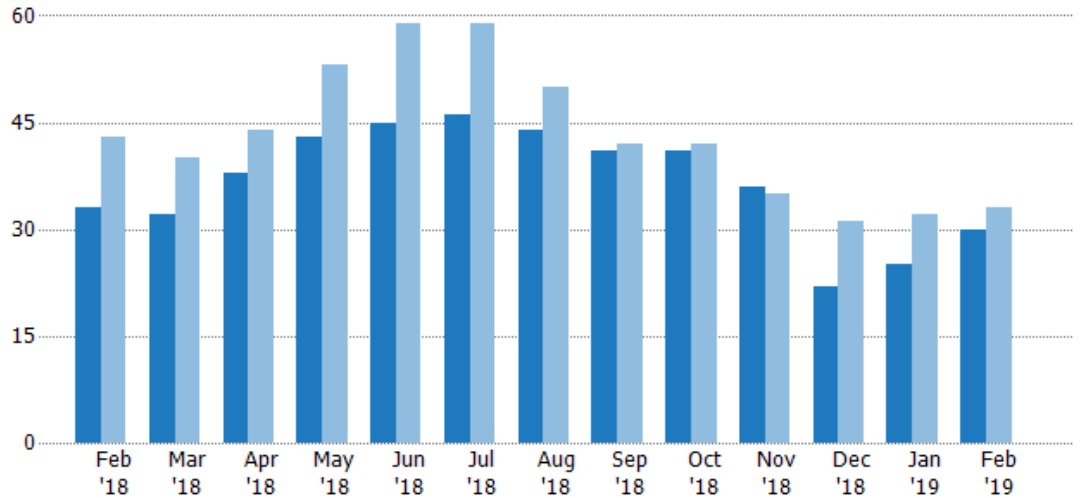
## Pending Sales

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	-9.1%
Feb '18	33	-23.3%
Feb '17	43	-23.3%



	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	33	32	38	43	45	46	44	41	41	36	22	25	30
Prior Year	43	40	44	53	59	59	50	42	42	35	31	32	33
Percent Change from Prior Year	-23%	-20%	-14%	-19%	-24%	-22%	-12%	-2%	-2%	3%	-29%	-22%	-9%

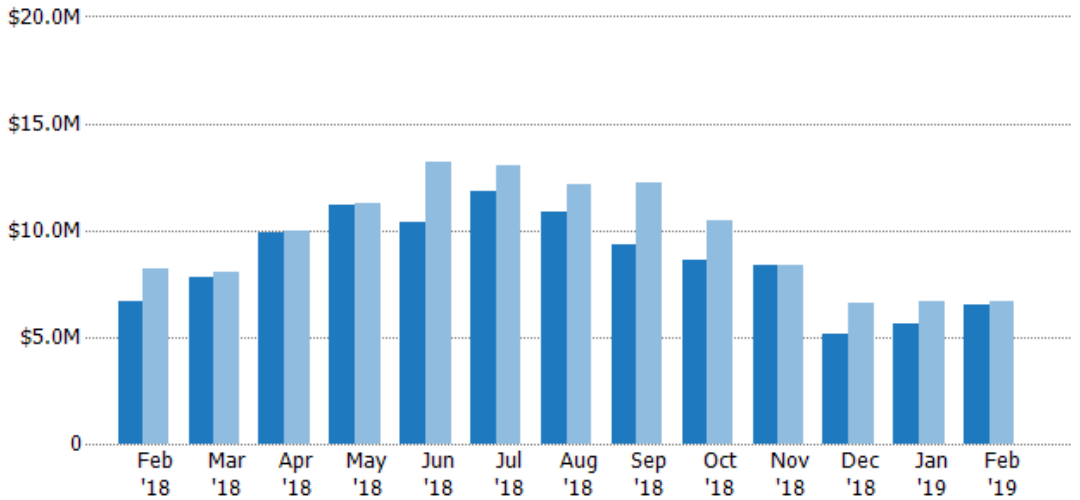
## Pending Sales Volume

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

Month/ Year	Volume	% Chg.
Feb '19	\$6.48M	-2.7%
Feb '18	\$6.66M	-18.4%
Feb '17	\$8.16M	-19.3%



	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	\$6.66M	\$7.77M	\$9.85M	\$11.2M	\$10.4M	\$11.8M	\$10.8M	\$9.34M	\$8.58M	\$8.39M	\$5.12M	\$5.61M	\$6.48M
Prior Year	\$8.16M	\$8.01M	\$9.98M	\$11.3M	\$13.2M	\$13M	\$12.1M	\$12.2M	\$10.4M	\$8.36M	\$6.59M	\$6.7M	\$6.66M
Percent Change from Prior Year	-18%	-3%	-1%	-1%	-21%	-9%	-11%	-23%	-18%	0%	-22%	-16%	-3%

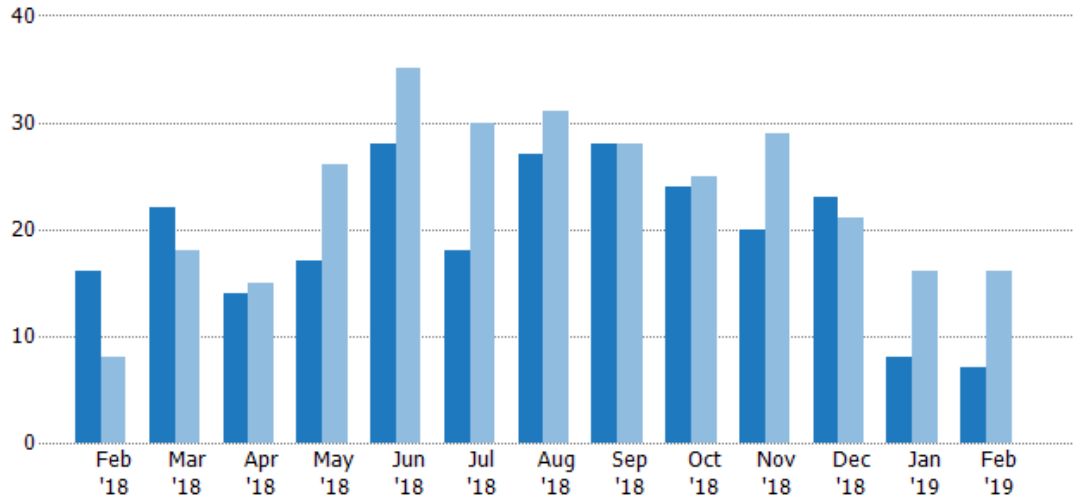
## Closed Sales

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	7	-56.3%
Feb '18	16	100%
Feb '17	8	-12.5%



Current Year	16	22	14	17	28	18	27	28	24	20	23	8	7
Prior Year	8	18	15	26	35	30	31	28	25	29	21	16	16
Percent Change from Prior Year	100%	22%	-7%	-35%	-20%	-40%	-13%	0%	-4%	-31%	10%	-50%	-56%

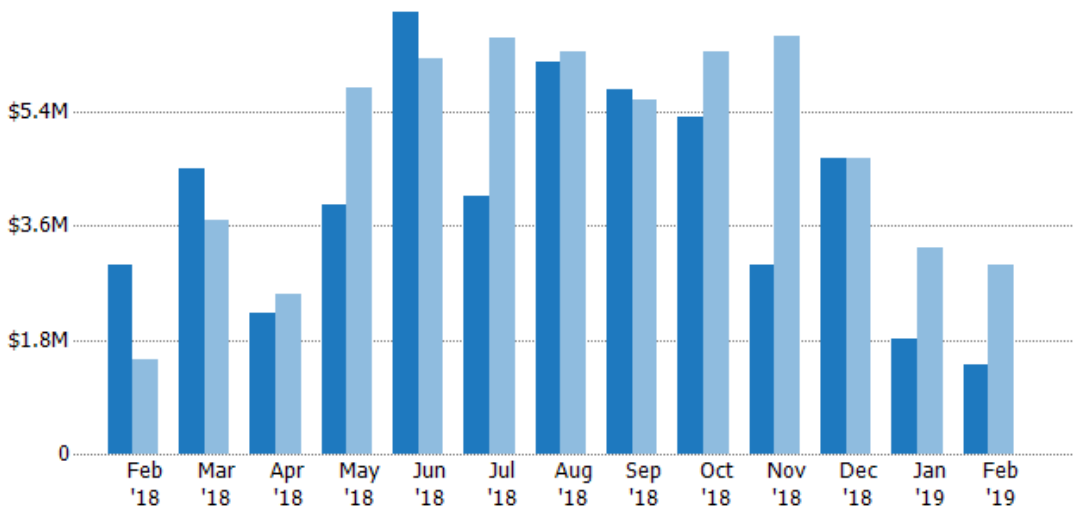
## Closed Sales Volume

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	\$1.42M	-52.5%
Feb '18	\$2.98M	99.6%
Feb '17	\$1.49M	-29.1%



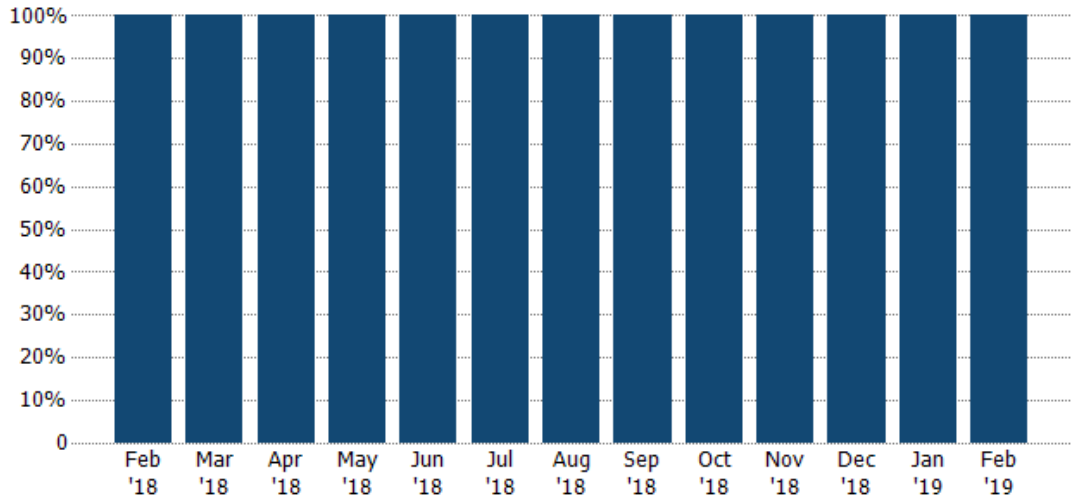
Current Year	\$2.98M	\$4.51M	\$2.23M	\$3.93M	\$6.98M	\$4.08M	\$6.18M	\$5.76M	\$5.3M	\$2.99M	\$4.67M	\$1.82M	\$1.42M
Prior Year	\$1.49M	\$3.68M	\$2.51M	\$5.79M	\$6.23M	\$6.57M	\$6.34M	\$5.58M	\$6.35M	\$6.6M	\$4.67M	\$3.24M	\$2.98M
Percent Change from Prior Year	100%	23%	-11%	-32%	12%	-38%	-3%	3%	-16%	-55%	0%	-44%	-53%

## 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

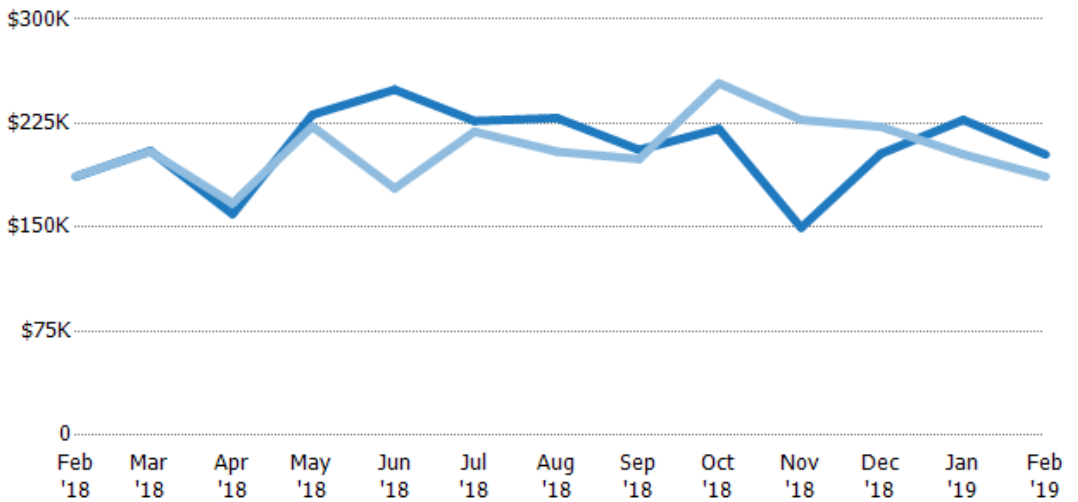
100% 100% 100% 100% 100% 100% 100% 100% 100% 100% 100% 100% 100%

## 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



Month/Year	Price	% Chg.
Feb '19	\$202K	8.5%
Feb '18	\$187K	-0.2%
Feb '17	\$187K	-19%

Current Year

\$187K \$205K \$160K \$231K \$249K \$227K \$229K \$206K \$221K \$150K \$203K \$227K \$202K

Prior Year

\$187K \$204K \$167K \$223K \$178K \$219K \$205K \$199K \$254K \$227K \$222K \$203K \$187K

Percent Change from Prior Year

0% 0% -5% 4% 40% 4% 12% 3% -13% -34% -9% 12% 9%

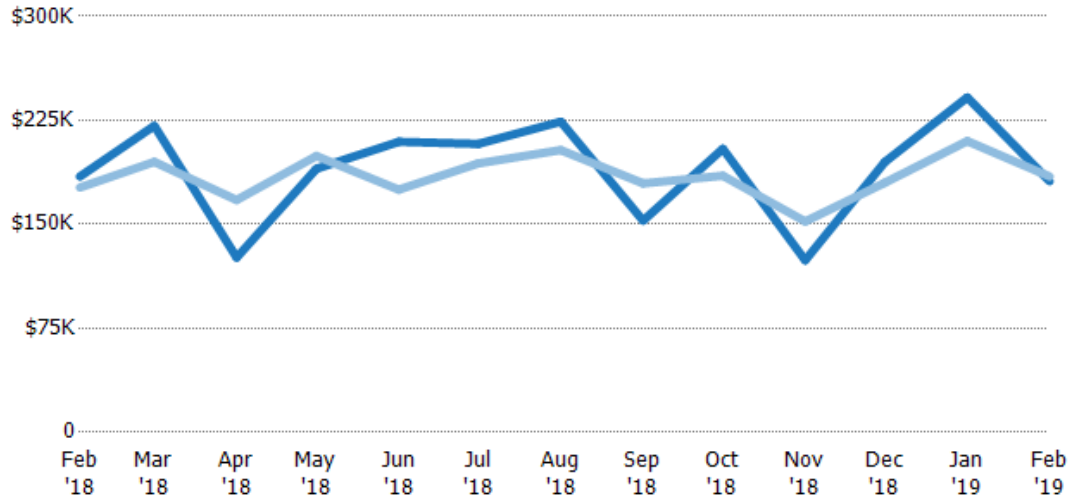
## Median Sales Price

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	\$181K	-1.9%
Feb '18	\$184K	4.5%
Feb '17	\$177K	-25.2%



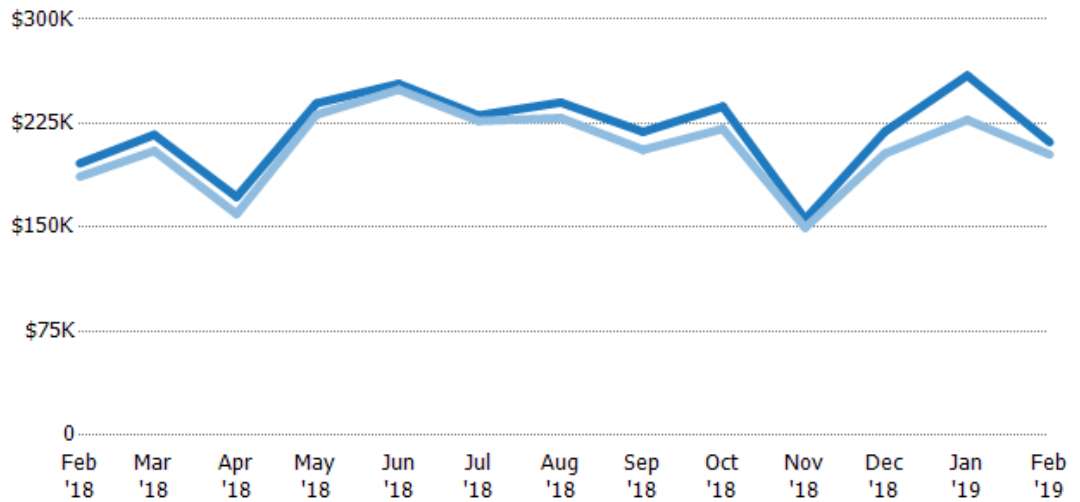
Current Year	\$184K	\$221K	\$126K	\$190K	\$210K	\$208K	\$224K	\$153K	\$204K	\$124K	\$195K	\$242K	\$181K
Prior Year	\$177K	\$195K	\$168K	\$199K	\$175K	\$194K	\$204K	\$180K	\$185K	\$152K	\$180K	\$210K	\$184K
Percent Change from Prior Year	5%	13%	-25%	-5%	20%	7%	10%	-15%	11%	-18%	8%	15%	-2%

## 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



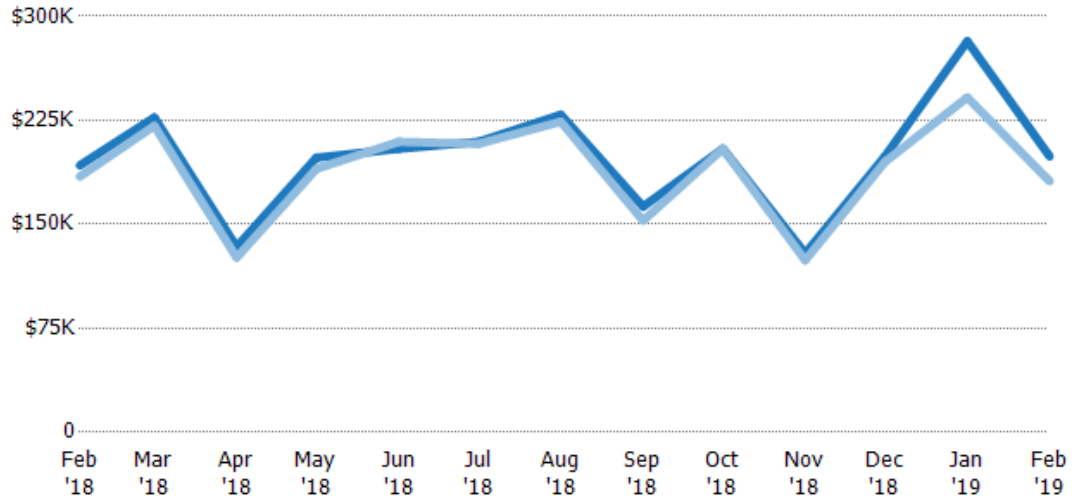
Avg List Price	\$196K	\$217K	\$172K	\$239K	\$253K	\$231K	\$240K	\$219K	\$237K	\$156K	\$219K	\$259K	\$211K
Avg Sales Price	\$187K	\$205K	\$160K	\$231K	\$249K	\$227K	\$229K	\$206K	\$221K	\$150K	\$203K	\$227K	\$202K
Avg Sales Price as a % of Avg List Price	95%	95%	93%	97%	98%	98%	95%	94%	93%	96%	93%	88%	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: Orange County, Vermont  
 Property Type:  
 Condo/Townhouse/Apt, Single  
 Family Residence



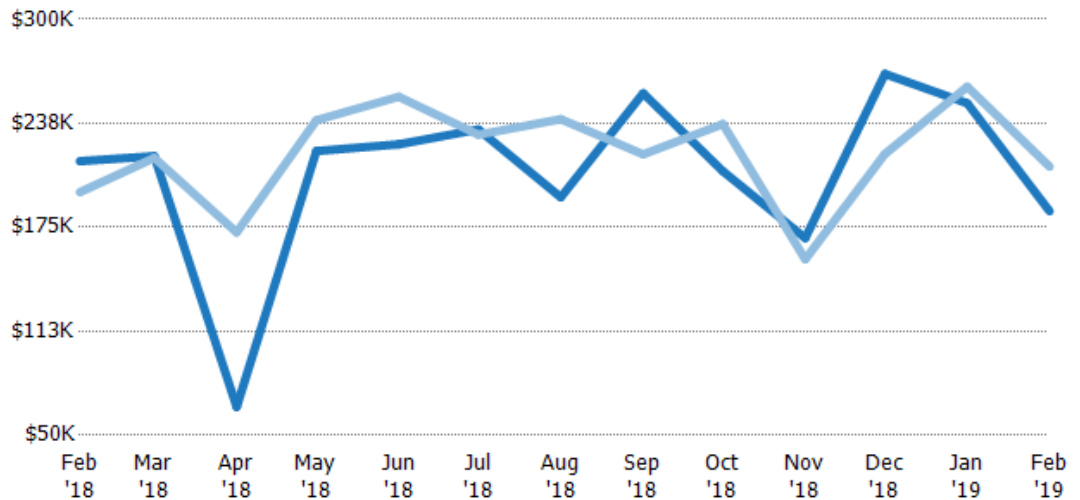
	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19
Median List Price	\$193K	\$227K	\$134K	\$198K	\$204K	\$209K	\$229K	\$163K	\$205K	\$129K	\$199K	\$282K	\$199K
Median Sales Price	\$184K	\$221K	\$126K	\$190K	\$210K	\$208K	\$224K	\$153K	\$204K	\$124K	\$195K	\$242K	\$181K
Med Sales Price as a % of Med List Price	96%	97%	94%	96%	102%	99%	98%	94%	100%	96%	98%	86%	91%

## 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



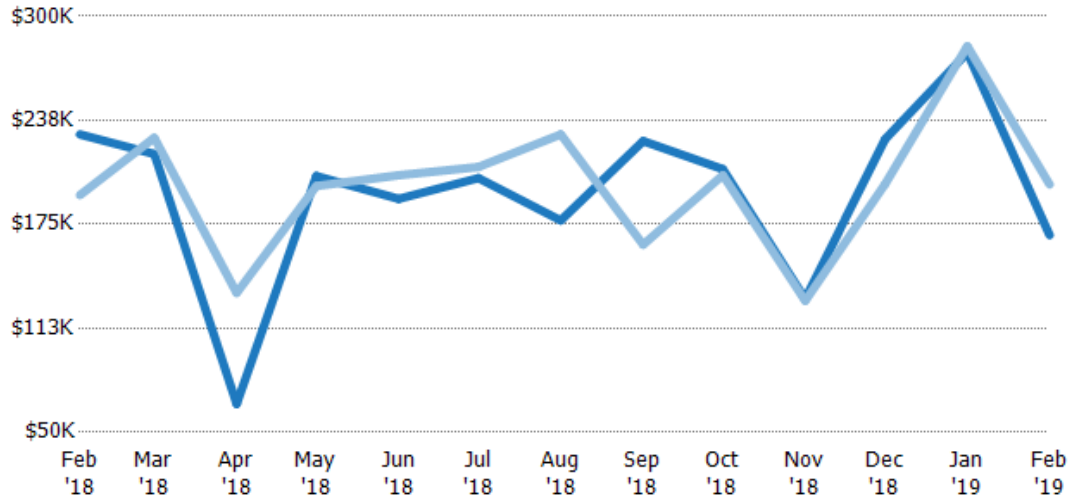
	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19
Avg Est Value	\$215K	\$218K	\$67K	\$221K	\$225K	\$234K	\$193K	\$256K	\$209K	\$168K	\$267K	\$250K	\$185K
Avg Sales Price	\$196K	\$217K	\$172K	\$239K	\$253K	\$231K	\$240K	\$219K	\$237K	\$156K	\$219K	\$259K	\$211K
Avg Sales Price as a % of Avg Est Value	91%	100%	257%	108%	113%	99%	124%	86%	114%	92%	82%	104%	114%

## 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



Median Est Value	\$229K	\$217K	\$67K	\$204K	\$190K	\$203K	\$177K	\$225K	\$208K	\$130K	\$226K	\$278K	\$168K
Median Sales Price	\$193K	\$227K	\$134K	\$198K	\$204K	\$209K	\$229K	\$163K	\$205K	\$129K	\$199K	\$282K	\$199K
Med Sales Price as a % of Med Est Value	84%	105%	200%	97%	107%	103%	129%	72%	98%	99%	88%	101%	118%