

## 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	Apr 2019	Apr 2018	+ / -	YTD 2019	YTD 2018	+ / -
<b>Listing Activity Charts Metrics</b>						
New Listing Count	23	29	-20.7%	78	102	-23.5%
New Listing Volume	\$5,967,300	\$8,074,700	-26.1%	\$19,745,700	\$28,450,700	-30.6%
Active Listing Count	–	158	–	N/A	N/A	
Active Listing Volume	–	\$46,380,400	–	N/A	N/A	
Average Listing Price	–	\$293,547	–	\$292,250	\$284,585	+2.7%
Median Listing Price	–	\$229,900	–	\$225,178	\$215,591	+4.4%
Median Days in RPR	–	166	–	176.23	172.21	+2.3%
Months of Inventory	–	7.2	-100%	6.3	11.8	-46.9%
Absorption Rate	–	13.92%	–	15.89%	8.44%	+7.4%
<b>Sales Activity Charts Metrics</b>						
New Pending Sales Count	18	20	-10%	73	77	-5.2%
New Pending Sales Volume	\$3,697,300	\$4,492,250	-17.7%	\$16,403,278	\$17,281,350	-5.1%
Pending Sales Count	–	38	–	N/A	N/A	
Pending Sales Volume	–	\$9,854,950	–	N/A	N/A	
Closed Sales Count	3	14	-78.6%	32	68	-52.9%
Closed Sales Volume	\$700,000	\$2,233,500	-68.7%	\$6,885,800	\$12,970,600	-46.9%
Average Sales Price	\$233,333	\$159,536	+46.3%	\$215,181	\$190,744	+12.8%
Median Sales Price	\$215,000	\$126,000	+70.6%	\$202,134	\$190,253	+6.2%

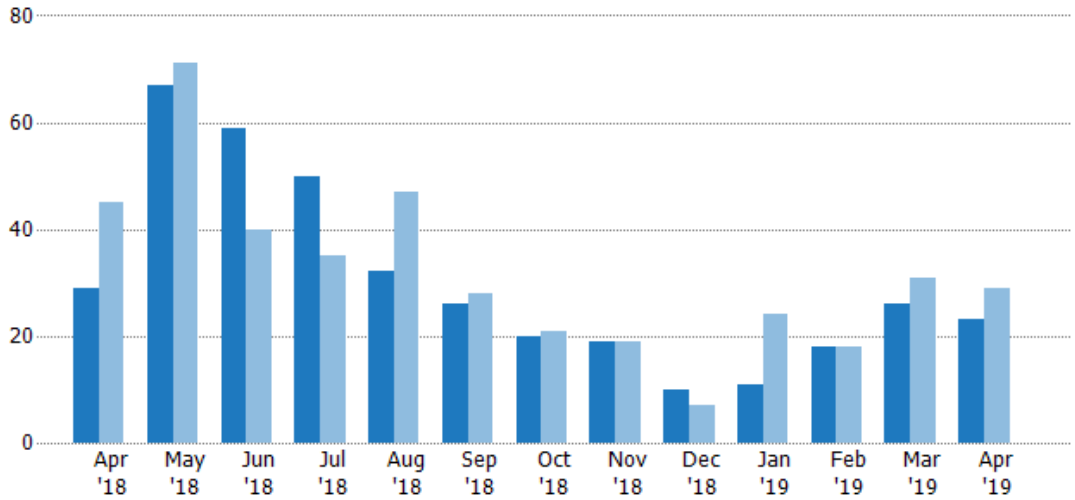
## New Listings

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.
Apr '19	23	-20.7%
Apr '18	29	-35.6%
Apr '17	45	-17.8%



Current Year	29	67	59	50	32	26	20	19	10	11	18	26	23
Prior Year	45	71	40	35	47	28	21	19	7	24	18	31	29
Percent Change from Prior Year	-36%	-6%	48%	43%	-32%	-7%	-5%	0%	43%	-54%	0%	-16%	-21%

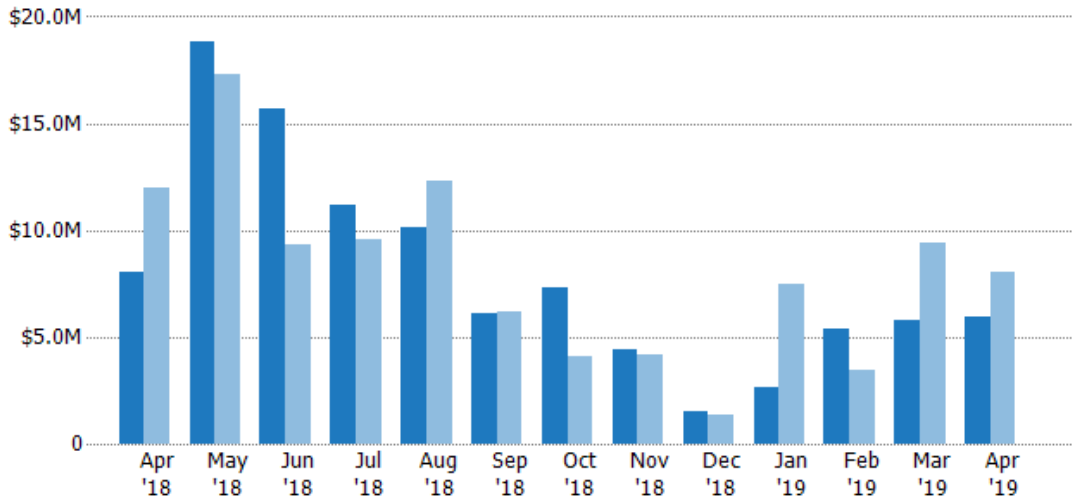
## New Listing Volume

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.
Apr '19	\$5.97M	-26.1%
Apr '18	\$8.07M	-32.4%
Apr '17	\$12M	-25%



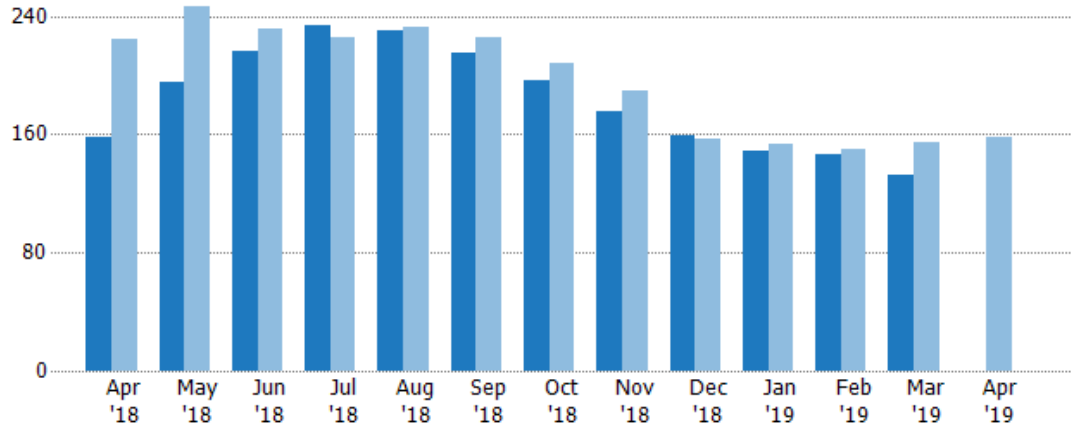
Current Year	\$8.07M	\$18.8M	\$15.7M	\$11.2M	\$10.1M	\$6.09M	\$7.32M	\$4.4M	\$1.5M	\$2.64M	\$5.39M	\$5.76M	\$5.97M
Prior Year	\$12M	\$17.3M	\$9.33M	\$9.54M	\$12.3M	\$6.19M	\$4.06M	\$4.21M	\$1.38M	\$7.49M	\$3.46M	\$9.42M	\$8.07M
Percent Change from Prior Year	-32%	9%	68%	17%	-18%	-2%	80%	5%	9%	-65%	55%	-39%	-26%

## 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



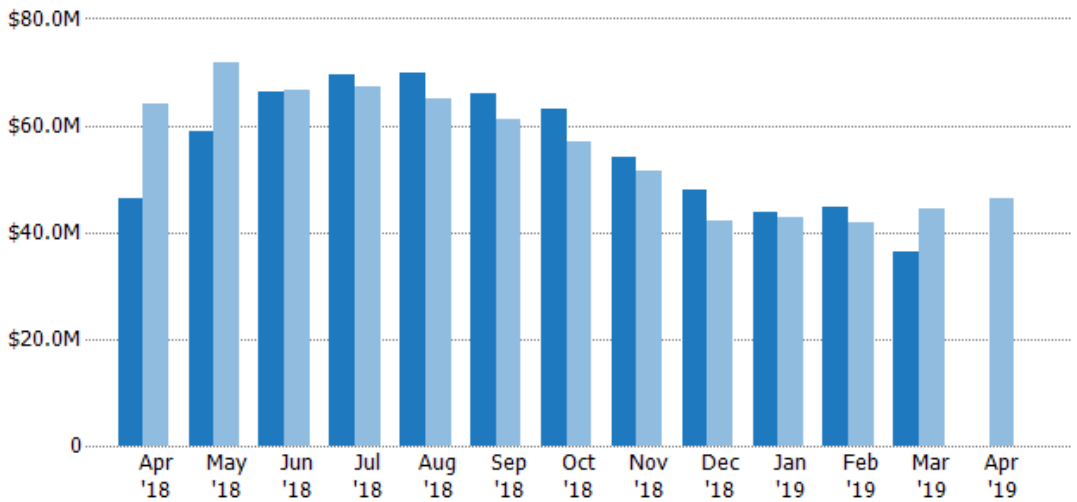
Current Year	158	195	216	234	230	215	196	176	159	149	146	133	-
Prior Year	224	247	231	226	233	226	208	189	157	153	150	155	158
Percent Change from Prior Year	-29%	-21%	-6%	4%	-1%	-5%	-6%	-7%	1%	-3%	-3%	-14%	-100%

## 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



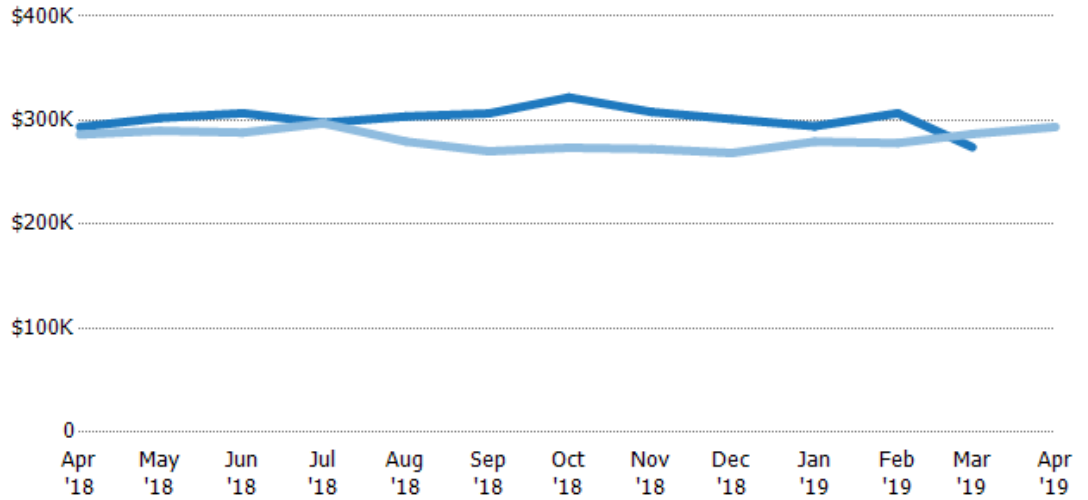
Current Year	\$46.4M	\$58.9M	\$66.3M	\$69.6M	\$69.9M	\$65.9M	\$63.1M	\$54.2M	\$47.9M	\$43.9M	\$44.8M	\$36.5M	-
Prior Year	\$64.1M	\$71.6M	\$66.6M	\$67.1M	\$65.1M	\$61.1M	\$56.9M	\$51.5M	\$42.2M	\$42.8M	\$41.7M	\$44.5M	\$46.4M
Percent Change from Prior Year	-28%	-18%	0%	4%	7%	8%	11%	5%	14%	3%	7%	-18%	-100%

## 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



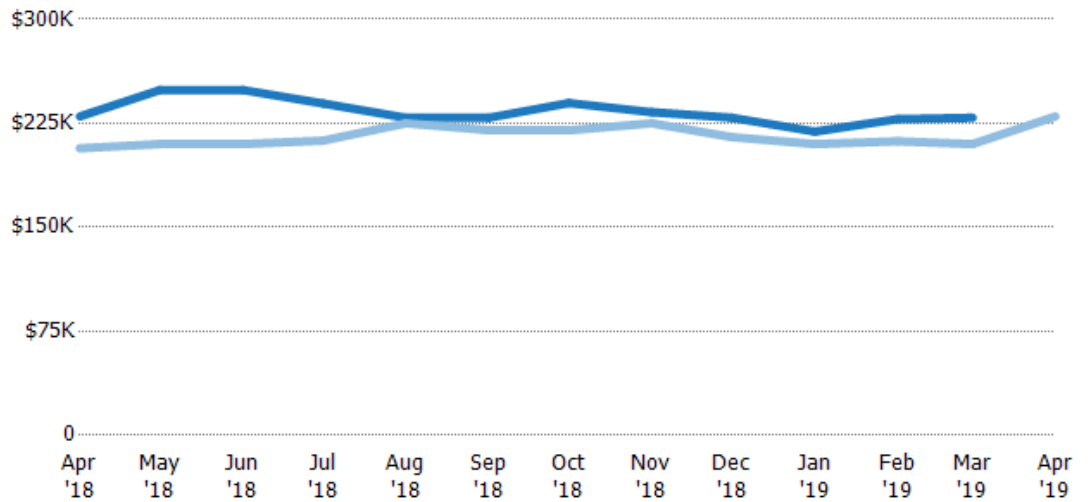
	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19
Current Year	\$294K	\$302K	\$307K	\$297K	\$304K	\$307K	\$322K	\$308K	\$301K	\$294K	\$307K	\$274K	-
Prior Year	\$286K	\$290K	\$288K	\$297K	\$280K	\$270K	\$274K	\$272K	\$269K	\$279K	\$278K	\$287K	\$294K
Percent Change from Prior Year	3%	4%	6%	0%	9%	13%	18%	13%	12%	5%	10%	-4%	-100%

## 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



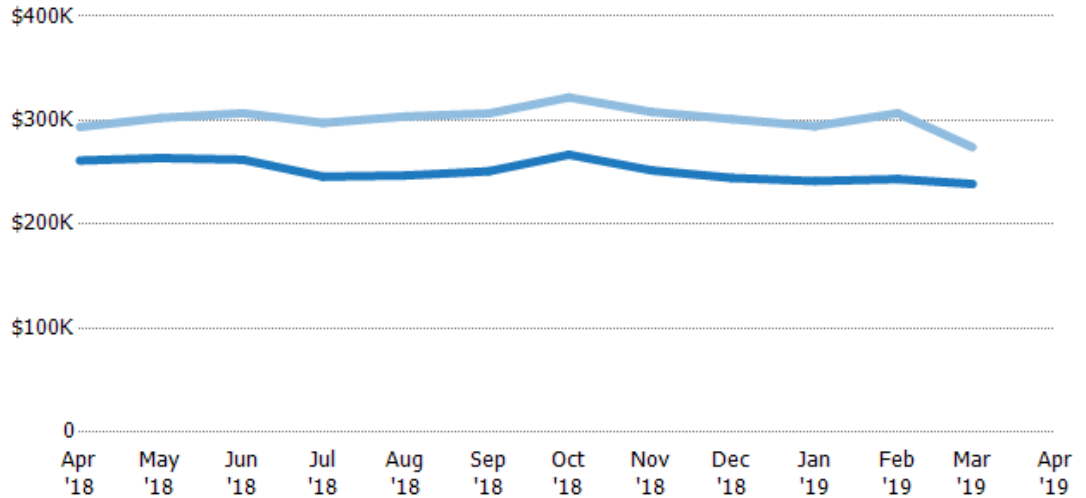
	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19
Current Year	\$230K	\$249K	\$249K	\$239K	\$229K	\$229K	\$240K	\$233K	\$229K	\$219K	\$228K	\$229K	-
Prior Year	\$207K	\$210K	\$210K	\$213K	\$225K	\$220K	\$220K	\$225K	\$215K	\$210K	\$212K	\$210K	\$230K
Percent Change from Prior Year	11%	19%	19%	13%	2%	4%	9%	4%	7%	4%	8%	9%	-100%

## 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



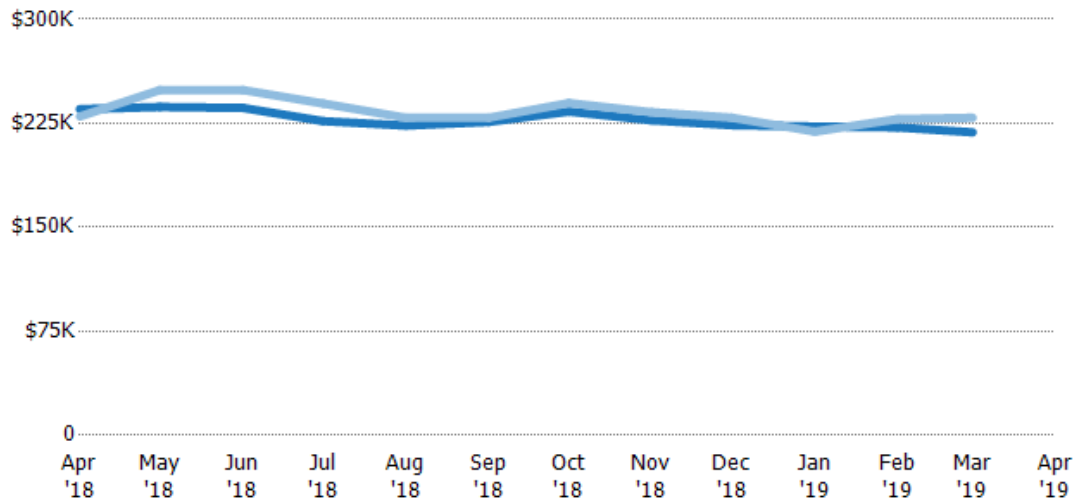
	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19
Avg Est Value	\$261K	\$264K	\$262K	\$246K	\$247K	\$251K	\$267K	\$252K	\$245K	\$242K	\$243K	\$239K	-
Avg Listing Price	\$294K	\$302K	\$307K	\$297K	\$304K	\$307K	\$322K	\$308K	\$301K	\$294K	\$307K	\$274K	-
Avg Listing Price as a % of Avg Est Value	112%	115%	117%	121%	123%	122%	121%	122%	123%	122%	126%	115%	-

## 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



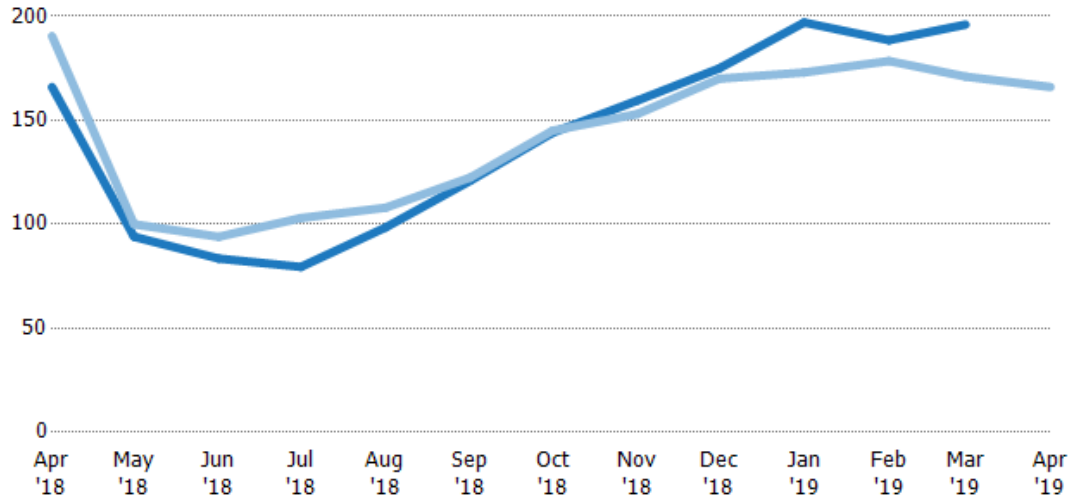
	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19
Median Est Value	\$235K	\$237K	\$236K	\$227K	\$223K	\$226K	\$234K	\$227K	\$224K	\$223K	\$222K	\$219K	-
Median Listing Price	\$230K	\$249K	\$249K	\$239K	\$229K	\$229K	\$240K	\$233K	\$229K	\$219K	\$228K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

## 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



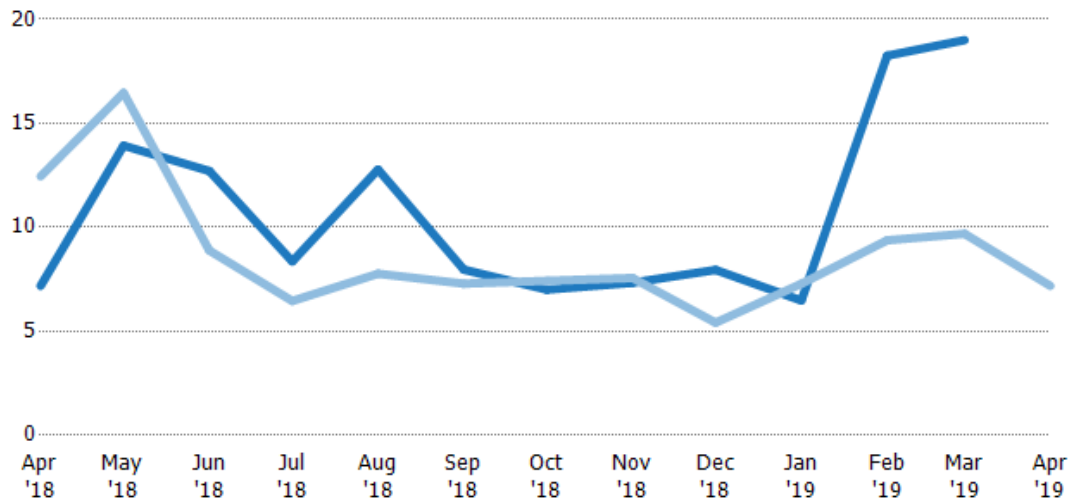
	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19
Current Year	166	94	83.5	79.5	98.5	121	144	160	175	197	189	196	-
Prior Year	191	100	94	103	108	123	145	153	170	173	179	171	166
Percent Change from Prior Year	-13%	-6%	-11%	-23%	-9%	-1%	-1%	4%	3%	14%	6%	15%	-100%

## 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



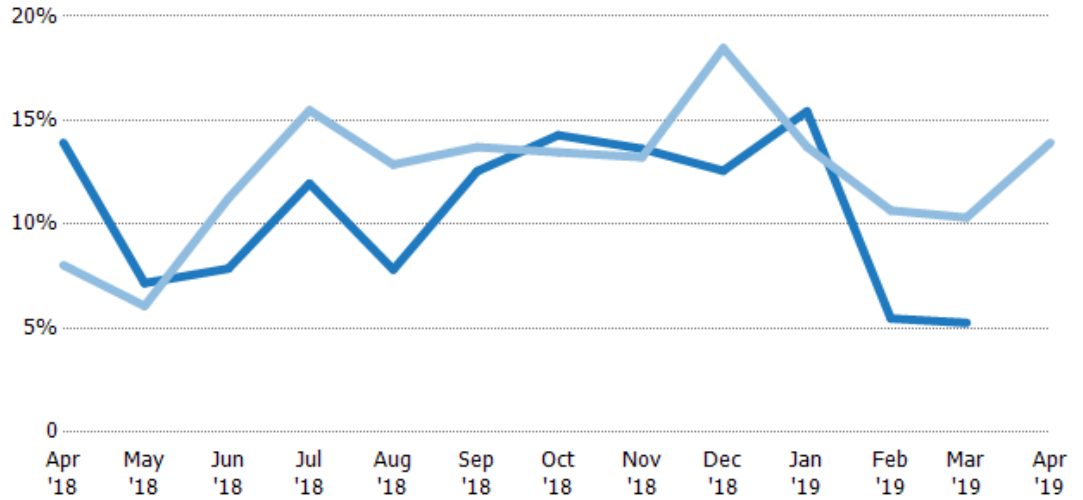
	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19
Current Year	7.18	13.9	12.7	8.36	12.8	7.96	7	7.33	7.95	6.48	18.3	19	-
Prior Year	12.4	16.5	8.88	6.46	7.77	7.29	7.43	7.56	5.41	7.29	9.38	9.69	7.18
Percent Change from Prior Year	-42%	-15%	43%	29%	65%	9%	-6%	-3%	47%	-11%	95%	96%	-100%

## 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



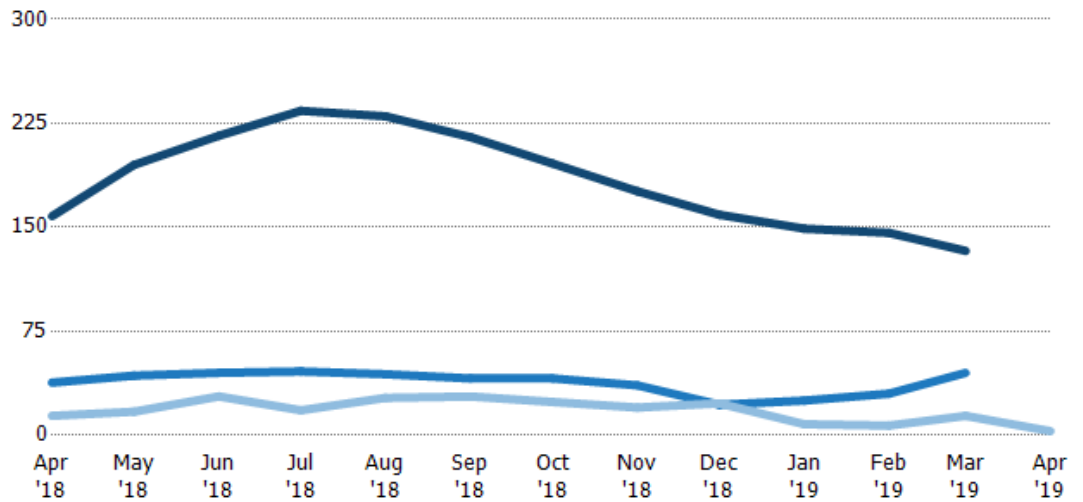
	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19
Current Year	14%	7%	8%	12%	8%	13%	14%	14%	13%	15%	5%	5%	-
Prior Year	8%	6%	11%	15%	13%	14%	13%	13%	18%	14%	11%	10%	14%
Change from Prior Year	-6%	-1%	3%	4%	5%	1%	-1%	0%	6%	-2%	5%	5%	14%

## 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



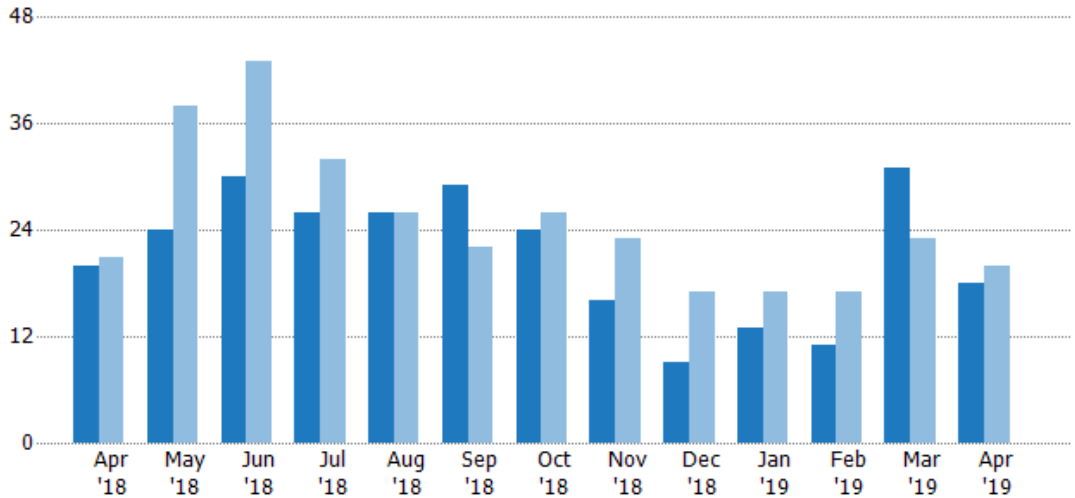
	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19
Active	158	195	216	234	230	215	196	176	159	149	146	133	-
Pending	38	43	45	46	44	41	41	36	22	25	30	45	-
Sold	14	17	28	18	27	28	24	20	23	8	7	14	3

## 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



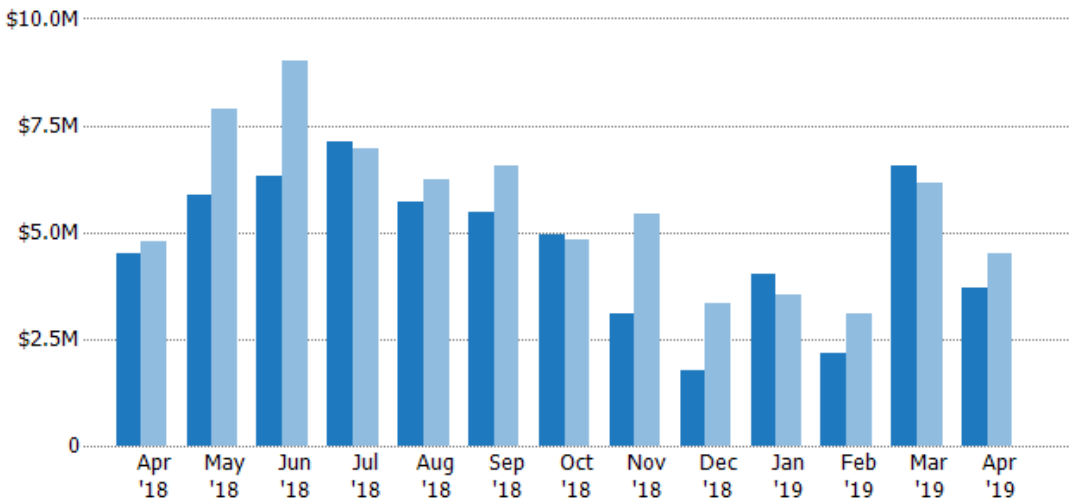
Month/Year	Current Year	Prior Year	Percent Change from Prior Year
Apr '19	18	20	-10%
Apr '18	20	21	-5%
Apr '17	21	21	42.9%

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



Month/Year	Current Year	Prior Year	Percent Change from Prior Year
Apr '19	\$3.7M	\$4.49M	-17.7%
Apr '18	\$4.49M	\$4.77M	-5.9%
Apr '17	\$4.77M	\$4.77M	23.9%

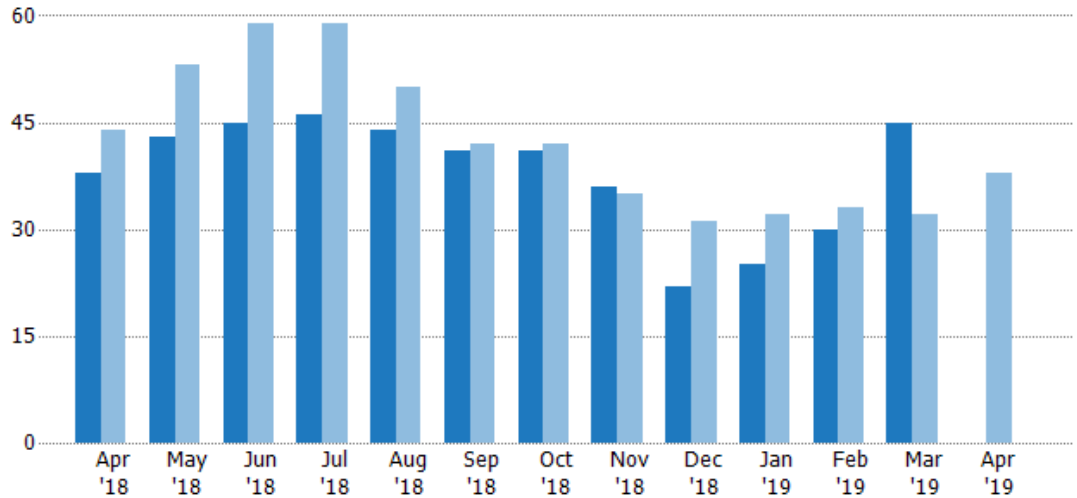


## Pending Sales

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



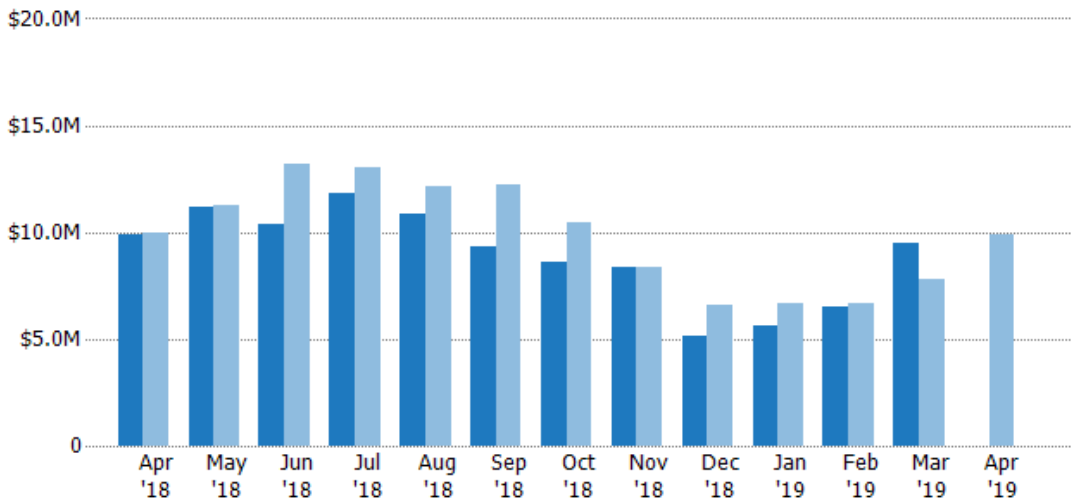
Current Year	38	43	45	46	44	41	41	36	22	25	30	45	-
Prior Year	44	53	59	59	50	42	42	35	31	32	33	32	38
Percent Change from Prior Year	-14%	-19%	-24%	-22%	-12%	-2%	-2%	3%	-29%	-22%	-9%	41%	-100%

## 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



Current Year	\$9.85M	\$11.2M	\$10.4M	\$11.8M	\$10.8M	\$9.34M	\$8.58M	\$8.39M	\$5.12M	\$5.61M	\$6.48M	\$9.51M	-
Prior Year	\$9.98M	\$11.3M	\$13.2M	\$13M	\$12.1M	\$12.2M	\$10.4M	\$8.36M	\$6.59M	\$6.7M	\$6.66M	\$7.77M	\$9.85M
Percent Change from Prior Year	-1%	-1%	-21%	-9%	-11%	-23%	-18%	0%	-22%	-16%	-3%	22%	-100%

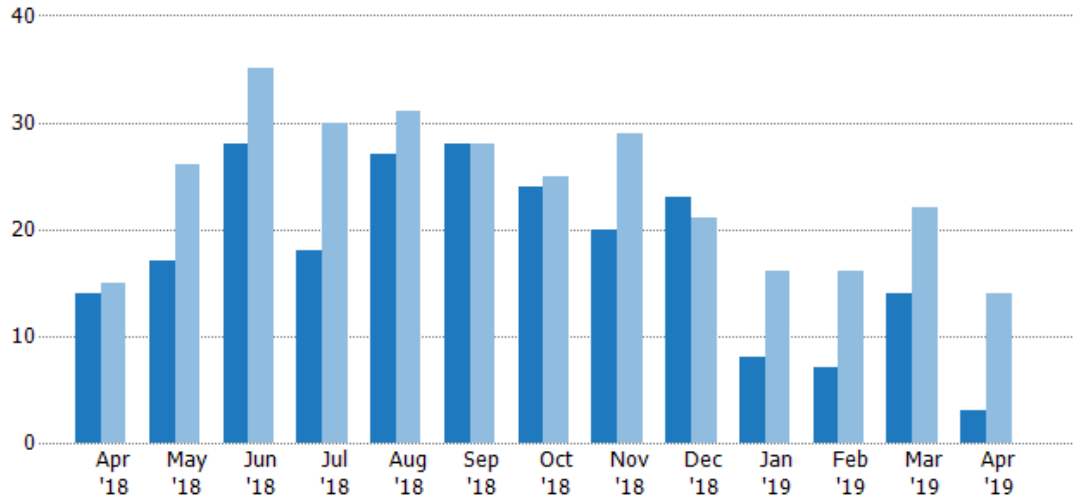
## Closed Sales

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.
Apr '19	3	-78.6%
Apr '18	14	-6.7%
Apr '17	15	6.7%



Current Year	14	17	28	18	27	28	24	20	23	8	7	14	3
Prior Year	15	26	35	30	31	28	25	29	21	16	16	22	14
Percent Change from Prior Year	-7%	-35%	-20%	-40%	-13%	0%	-4%	-31%	10%	-50%	-56%	-36%	-79%

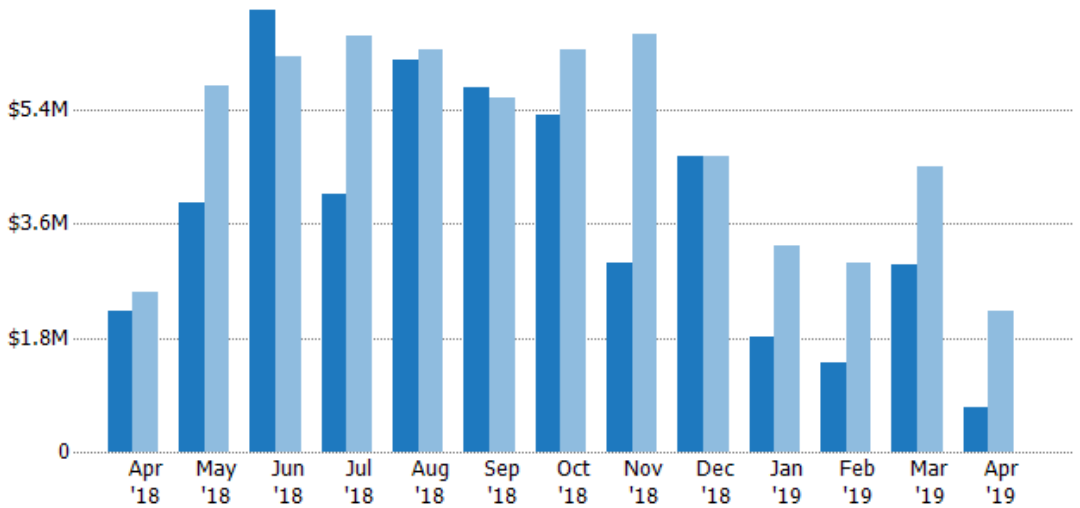
## Closed Sales Volume

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.
Apr '19	\$700K	-68.7%
Apr '18	\$2.23M	-11%
Apr '17	\$2.51M	9.8%



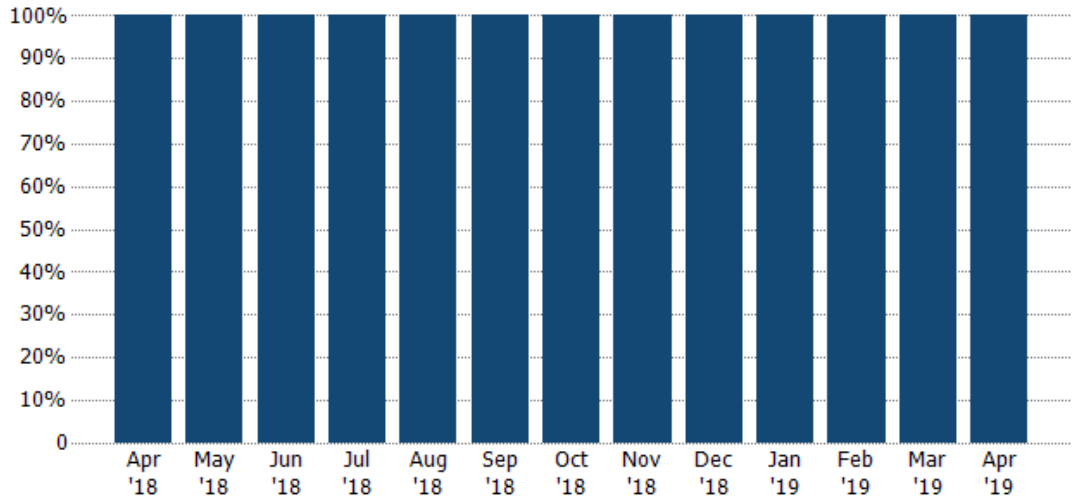
Current Year	\$2.23M	\$3.93M	\$6.98M	\$4.08M	\$6.18M	\$5.76M	\$5.3M	\$2.99M	\$4.67M	\$1.82M	\$1.42M	\$2.95M	\$700K
Prior Year	\$2.51M	\$5.79M	\$6.23M	\$6.57M	\$6.34M	\$5.58M	\$6.35M	\$6.6M	\$4.67M	\$3.24M	\$2.98M	\$4.51M	\$2.23M
Percent Change from Prior Year	-11%	-32%	12%	-38%	-3%	3%	-16%	-55%	0%	-44%	-53%	-35%	-69%

## 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

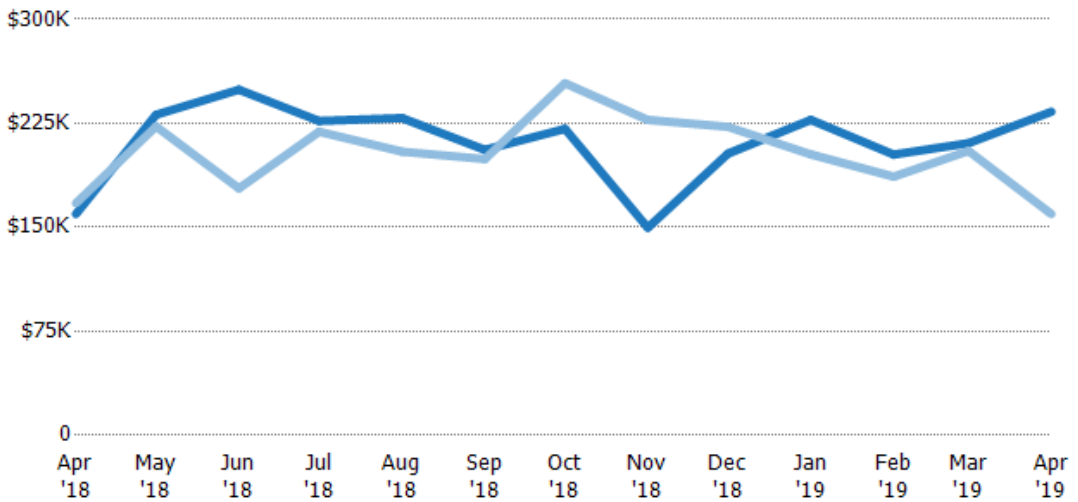
100% 100% 100% 100% 100% 100% 100% 100% 100% 100% 100% 100% 100%

## 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

\$160K \$231K \$249K \$227K \$229K \$206K \$221K \$150K \$203K \$227K \$202K \$211K \$233K  
 \$167K \$223K \$178K \$219K \$205K \$199K \$254K \$227K \$222K \$203K \$187K \$205K \$160K  
 -5% 4% 40% 4% 12% 3% -13% -34% -9% 12% 9% 3% 46%

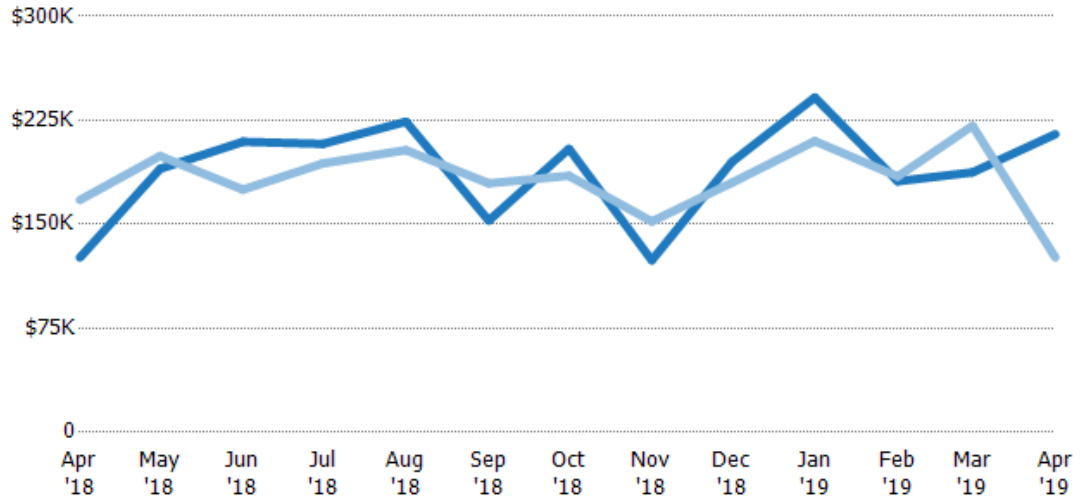
## Median Sales Price

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.
Apr '19	\$215K	70.6%
Apr '18	\$126K	-24.8%
Apr '17	\$168K	-5.2%



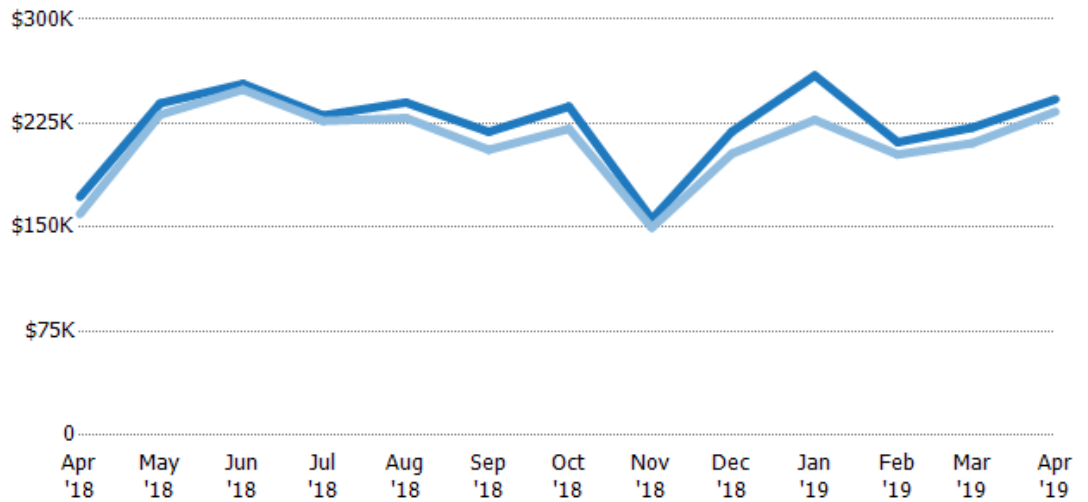
Current Year	\$126K	\$190K	\$210K	\$208K	\$224K	\$153K	\$204K	\$124K	\$195K	\$242K	\$181K	\$187K	\$215K
Prior Year	\$168K	\$199K	\$175K	\$194K	\$204K	\$180K	\$185K	\$152K	\$180K	\$210K	\$184K	\$221K	\$126K
Percent Change from Prior Year	-25%	-5%	20%	7%	10%	-15%	11%	-18%	8%	15%	-2%	-15%	71%

## 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



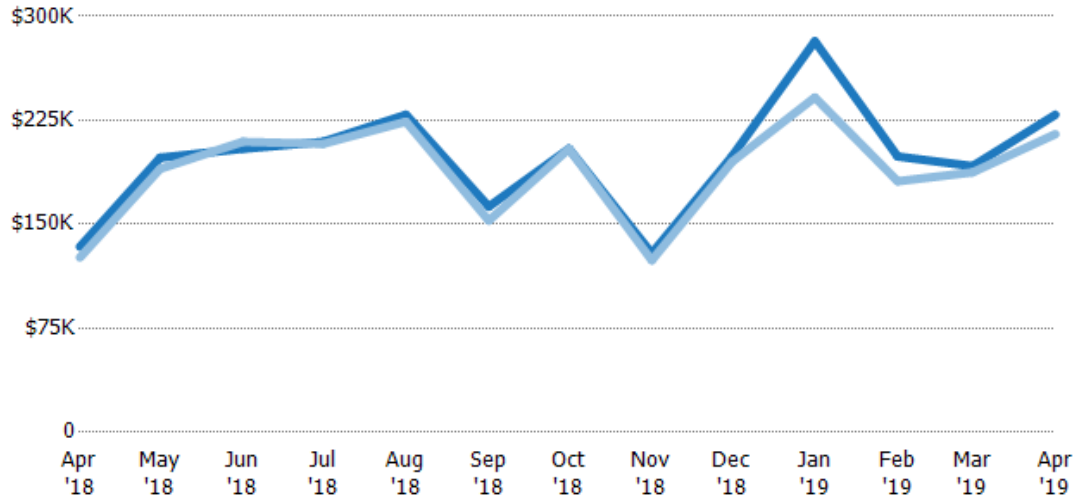
Avg List Price	\$172K	\$239K	\$253K	\$231K	\$240K	\$219K	\$237K	\$156K	\$219K	\$259K	\$211K	\$222K	\$242K
Avg Sales Price	\$160K	\$231K	\$249K	\$227K	\$229K	\$206K	\$221K	\$150K	\$203K	\$227K	\$202K	\$211K	\$233K
Avg Sales Price as a % of Avg List Price	93%	97%	98%	98%	95%	94%	93%	96%	93%	88%	96%	95%	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



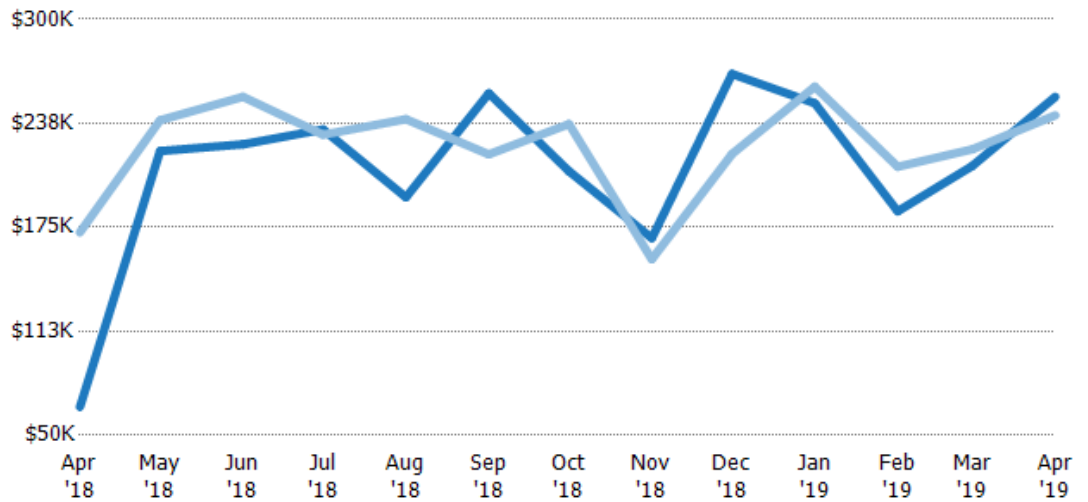
	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19
Median List Price	\$134K	\$198K	\$204K	\$209K	\$229K	\$163K	\$205K	\$129K	\$199K	\$282K	\$199K	\$192K	\$229K
Median Sales Price	\$126K	\$190K	\$210K	\$208K	\$224K	\$153K	\$204K	\$124K	\$195K	\$242K	\$181K	\$187K	\$215K
Med Sales Price as a % of Med List Price	94%	96%	102%	99%	98%	94%	100%	96%	98%	86%	91%	98%	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: Orange County, Vermont  
 Property Type:  
 Condo/Townhouse/Apt, Single  
 Family Residence



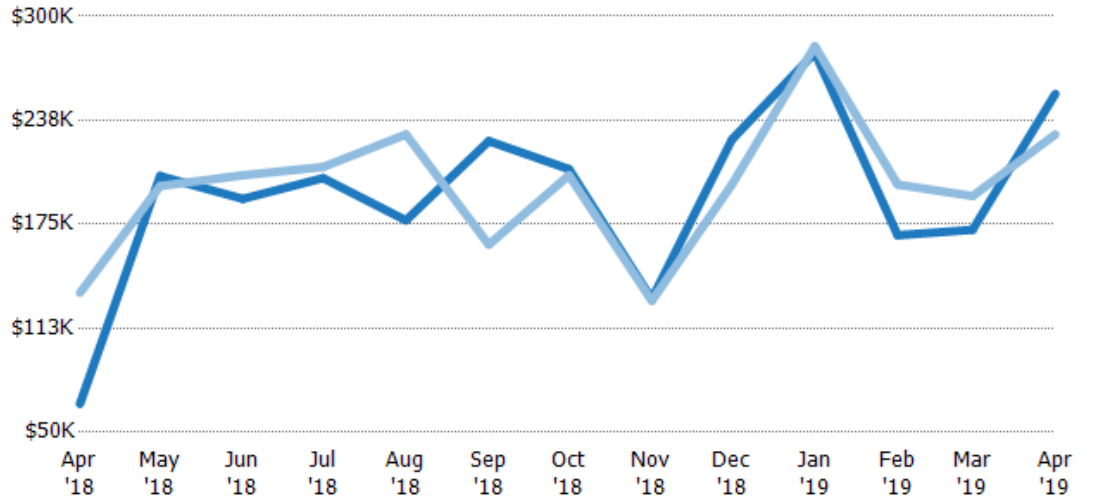
	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19
Avg Est Value	\$67K	\$221K	\$225K	\$234K	\$193K	\$256K	\$209K	\$168K	\$267K	\$250K	\$185K	\$212K	\$253K
Avg Sales Price	\$172K	\$239K	\$253K	\$231K	\$240K	\$219K	\$237K	\$156K	\$219K	\$259K	\$211K	\$222K	\$242K
Avg Sales Price as a % of Avg Est Value	257%	108%	113%	99%	124%	86%	114%	92%	82%	104%	114%	105%	96%

## 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	\$67K	\$204K	\$190K	\$203K	\$177K	\$225K	\$208K	\$130K	\$226K	\$278K	\$168K	\$172K	\$253K
Median Sales Price	\$134K	\$198K	\$204K	\$209K	\$229K	\$163K	\$205K	\$129K	\$199K	\$282K	\$199K	\$192K	\$229K
Med Sales Price as a % of Med Est Value	200%	97%	107%	103%	129%	72%	98%	99%	88%	101%	118%	112%	90%