

Summary of Key Listing and Sales Metrics

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

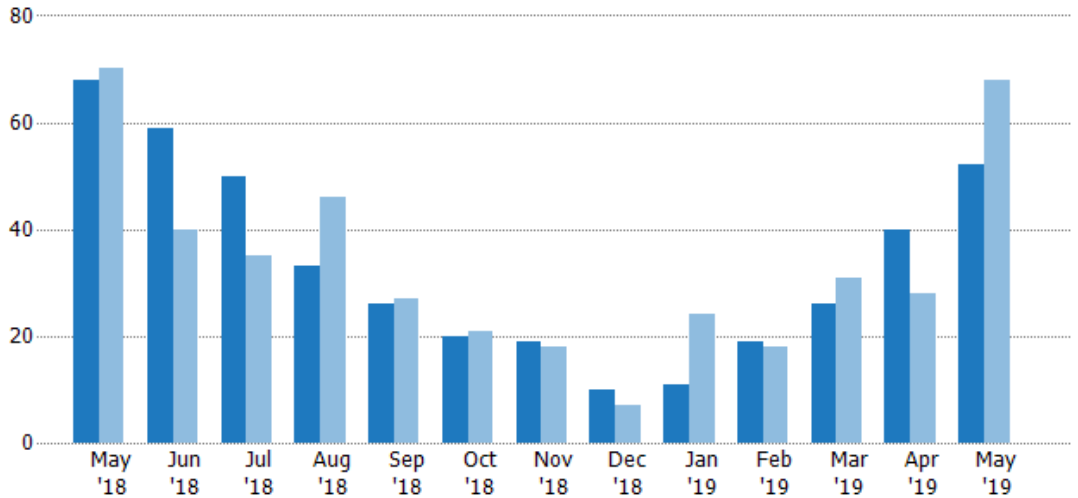
Key Metrics	May 2019	May 2018	+ / -	YTD 2019	YTD 2018	+ / -
Listing Activity Charts Metrics						
New Listing Count	52	68	-23.5%	148	169	-12.4%
New Listing Volume	\$18,062,900	\$18,910,578	-4.5%	\$41,325,800	\$47,038,178	-12.1%
Active Listing Count	157	193	-18.7%	N/A	N/A	
Active Listing Volume	\$48,734,900	\$57,536,977	-15.3%	N/A	N/A	
Average Listing Price	\$310,413	\$298,119	+4.1%	\$290,537	\$286,084	+1.6%
Median Listing Price	\$235,000	\$239,900	-2%	\$228,117	\$220,463	+3.5%
Median Days in RPR	72	91	-20.9%	137.7	155.98	-11.7%
Months of Inventory	14.3	13.8	+3.5%	8.8	10.2	-14.5%
Absorption Rate	7.01%	7.25%	-0.2%	11.41%	9.76%	+1.7%
Sales Activity Charts Metrics						
New Pending Sales Count	30	24	+25%	113	101	+11.9%
New Pending Sales Volume	\$6,226,200	\$5,889,000	+5.7%	\$23,212,178	\$23,170,350	+0.2%
Pending Sales Count	60	43	+39.5%	N/A	N/A	
Pending Sales Volume	\$11,417,100	\$11,151,100	+2.4%	N/A	N/A	
Closed Sales Count	26	16	+62.5%	66	84	-21.4%
Closed Sales Volume	\$5,614,000	\$3,655,000	+53.6%	\$14,289,800	\$16,625,600	-14%
Average Sales Price	\$215,923	\$228,438	-5.5%	\$216,512	\$197,924	+9.4%
Median Sales Price	\$186,500	\$187,000	-0.3%	\$198,868	\$189,633	+4.9%

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



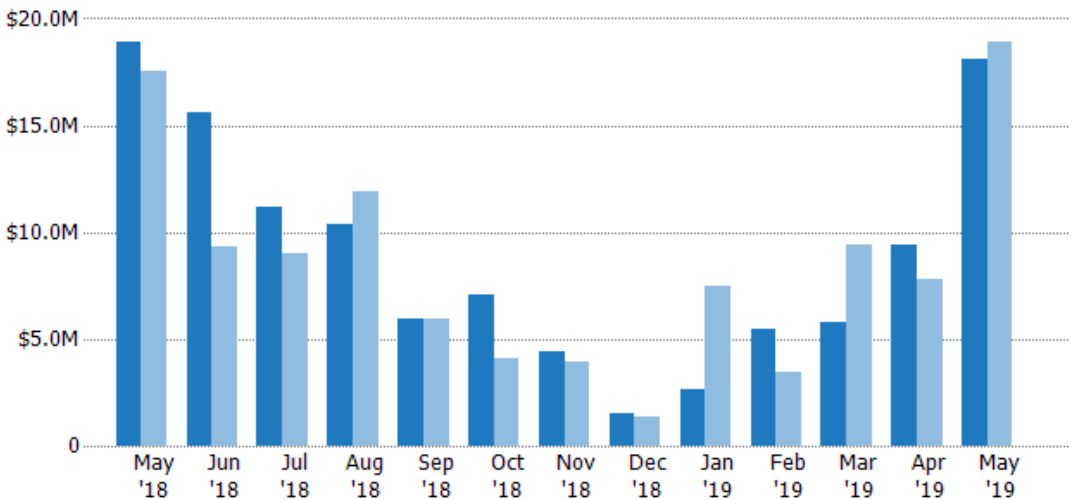
	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19
Current Year	68	59	50	33	26	20	19	10	11	19	26	40	52
Prior Year	70	40	35	46	27	21	18	7	24	18	31	28	68
Percent Change from Prior Year	-3%	48%	43%	-28%	-4%	-5%	6%	43%	-54%	6%	-16%	43%	-24%

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



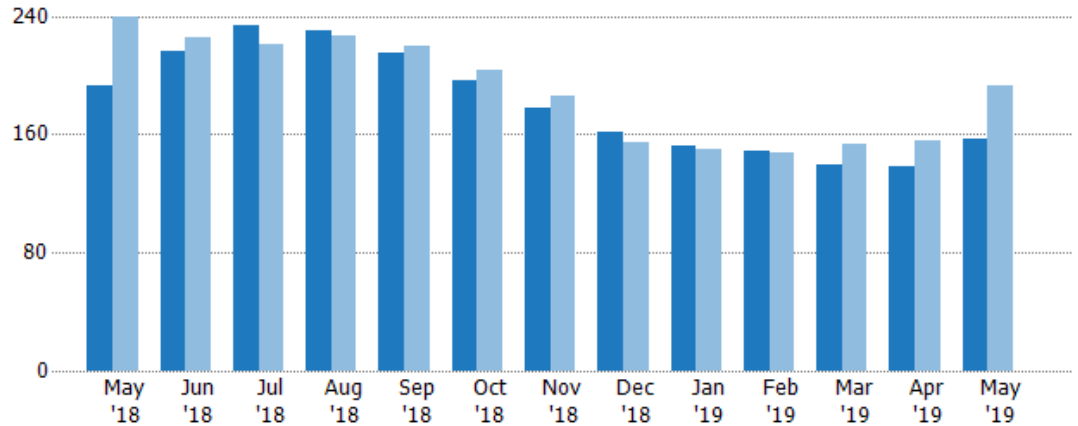
	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19
Current Year	\$18.9M	\$15.6M	\$11.2M	\$10.4M	\$5.97M	\$7.04M	\$4.39M	\$1.49M	\$2.64M	\$5.43M	\$5.75M	\$9.45M	\$18.1M
Prior Year	\$17.6M	\$9.33M	\$8.97M	\$11.9M	\$5.98M	\$4.06M	\$3.94M	\$1.38M	\$7.47M	\$3.46M	\$9.4M	\$7.79M	\$18.9M
Percent Change from Prior Year	8%	67%	25%	-13%	0%	73%	11%	8%	-65%	57%	-39%	21%	-4%

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



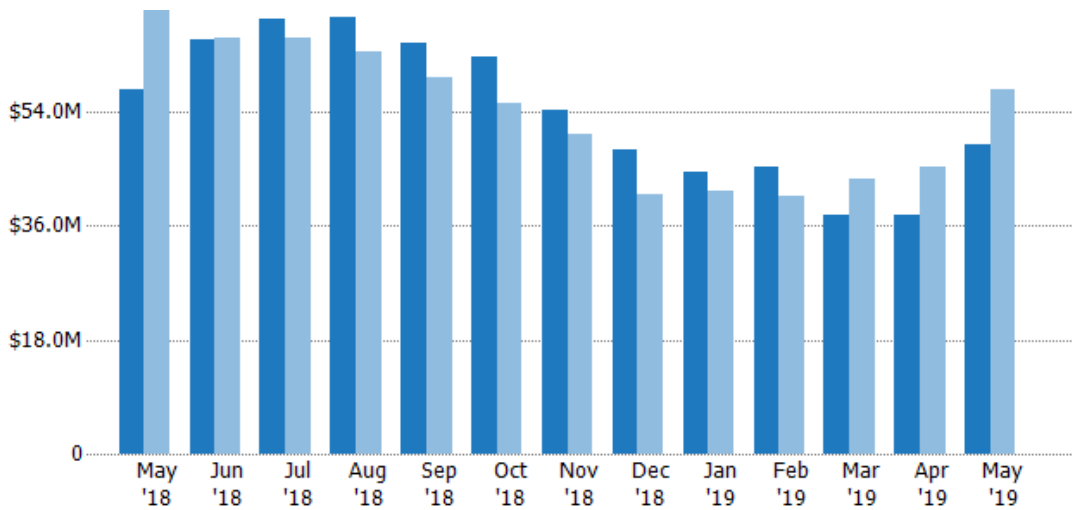
	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19
Current Year	193	216	234	230	215	197	178	161	152	149	140	138	157
Prior Year	240	226	221	227	220	204	186	154	150	147	153	156	193
Percent Change from Prior Year	-20%	-4%	6%	1%	-2%	-3%	-4%	5%	1%	1%	-8%	-12%	-19%

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



	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19
Current Year	\$57.5M	\$65.4M	\$68.7M	\$68.9M	\$64.9M	\$62.6M	\$54.3M	\$48M	\$44.4M	\$45.3M	\$37.7M	\$37.7M	\$48.7M
Prior Year	\$69.9M	\$65.7M	\$65.7M	\$63.4M	\$59.4M	\$55.5M	\$50.3M	\$41M	\$41.6M	\$40.6M	\$43.5M	\$45.4M	\$57.5M
Percent Change from Prior Year	-18%	-1%	5%	9%	9%	13%	8%	17%	7%	12%	-13%	-17%	-15%

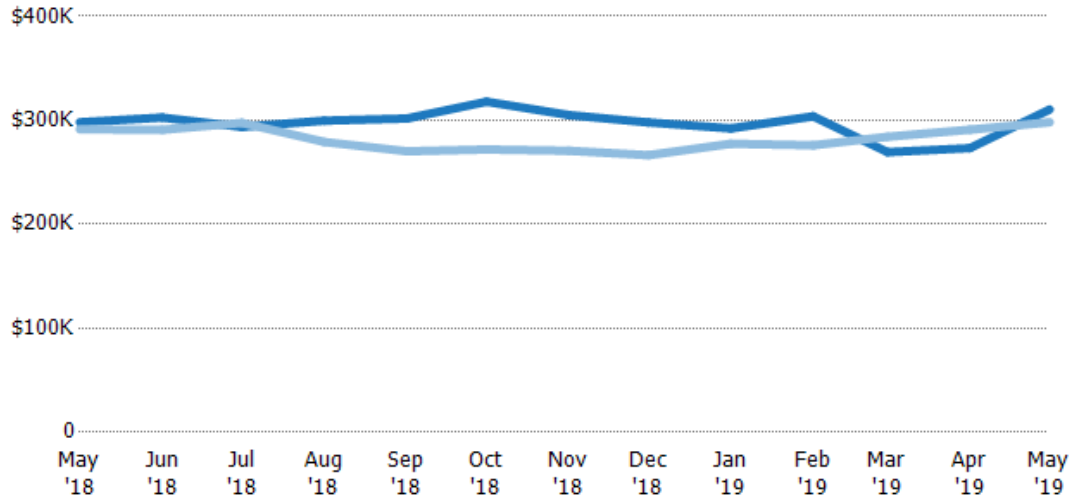
Average Listing Price

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.
May '19	\$310K	4.1%
May '18	\$298K	2.3%
May '17	\$291K	-8.7%



Current Year	\$298K	\$303K	\$294K	\$300K	\$302K	\$318K	\$305K	\$298K	\$292K	\$304K	\$269K	\$273K	\$310K
Prior Year	\$291K	\$291K	\$297K	\$279K	\$270K	\$272K	\$271K	\$266K	\$277K	\$276K	\$284K	\$291K	\$298K
Percent Change from Prior Year	2%	4%	-1%	7%	12%	17%	13%	12%	5%	10%	-5%	-6%	4%

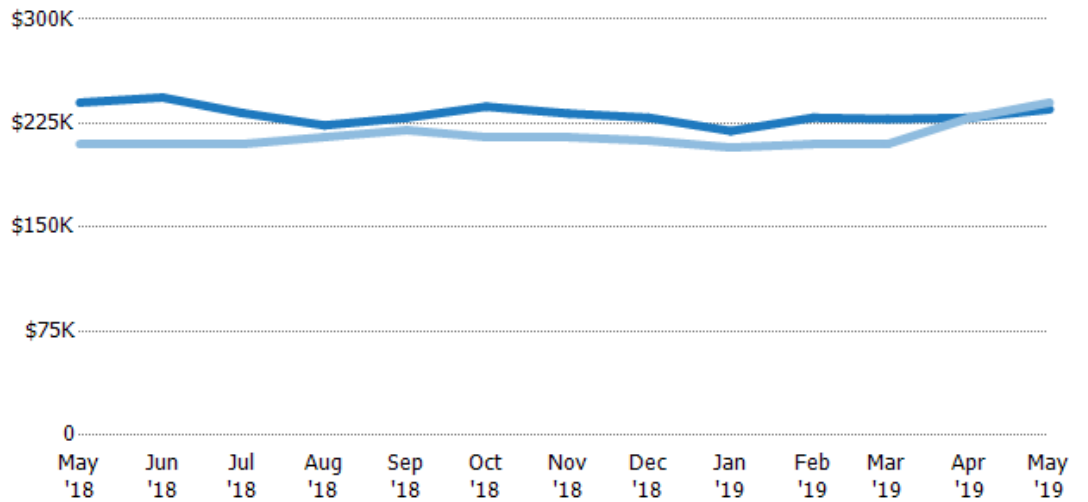
Median Listing Price

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.
May '19	\$235K	-2%
May '18	\$240K	14.2%
May '17	\$210K	-5.4%



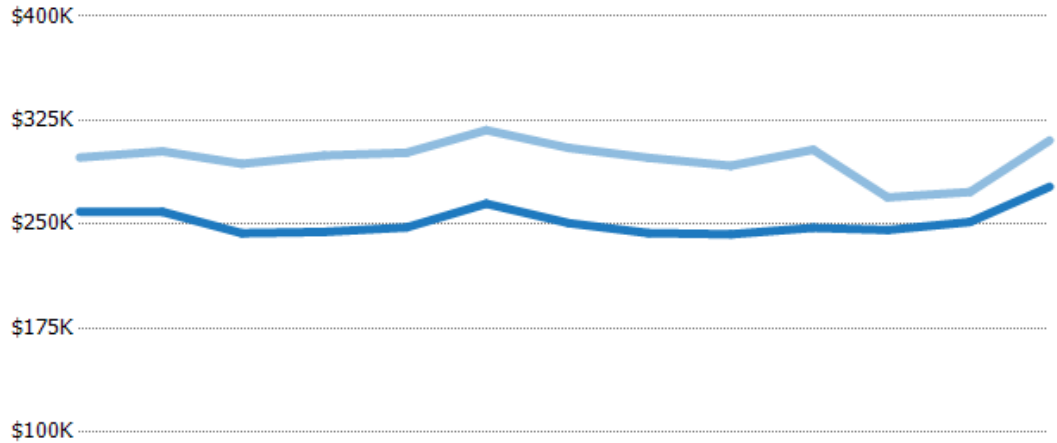
Current Year	\$240K	\$244K	\$232K	\$224K	\$229K	\$237K	\$232K	\$229K	\$219K	\$229K	\$228K	\$229K	\$235K
Prior Year	\$210K	\$210K	\$210K	\$215K	\$220K	\$215K	\$215K	\$213K	\$208K	\$210K	\$210K	\$229K	\$240K
Percent Change from Prior Year	14%	16%	11%	4%	4%	10%	8%	8%	6%	9%	9%	0%	-2%

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



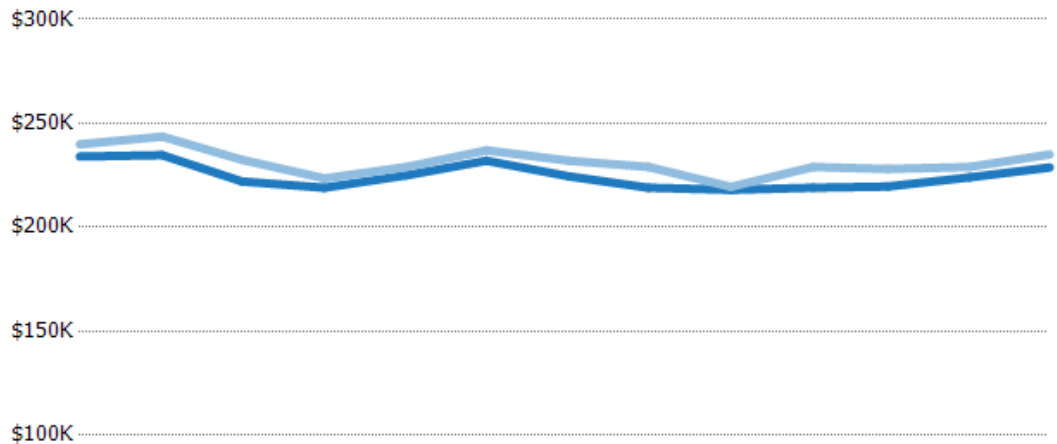
	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19
Avg Est Value	\$259K	\$259K	\$244K	\$244K	\$248K	\$265K	\$251K	\$244K	\$243K	\$247K	\$246K	\$252K	\$277K
Avg Listing Price	\$298K	\$303K	\$294K	\$300K	\$302K	\$318K	\$305K	\$298K	\$292K	\$304K	\$269K	\$273K	\$310K
Avg Listing Price as a % of Avg Est Value	115%	117%	121%	123%	122%	120%	122%	122%	120%	123%	110%	109%	112%

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



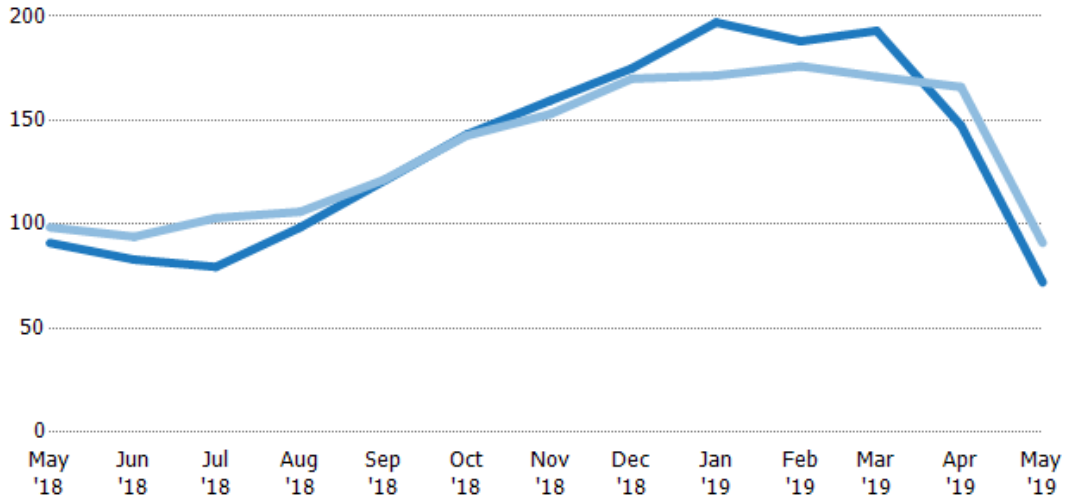
	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19
Median Est Value	\$234K	\$235K	\$222K	\$219K	\$225K	\$232K	\$225K	\$219K	\$218K	\$219K	\$220K	\$224K	\$229K
Median Listing Price	\$240K	\$244K	\$232K	\$224K	\$229K	\$237K	\$232K	\$229K	\$219K	\$229K	\$228K	\$229K	\$235K
Med Listing Price as a % of Med Est Value	103%	104%	105%	102%	102%	102%	103%	105%	101%	105%	104%	102%	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



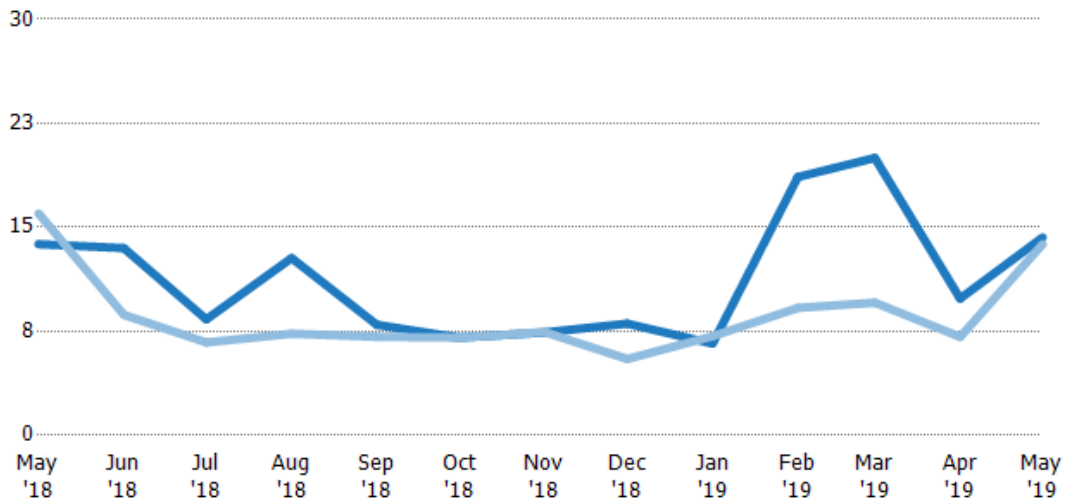
	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19
Current Year	91	83	79.5	98.5	121	143	160	175	197	188	193	148	72
Prior Year	98.5	94	103	106	122	143	153	170	172	176	171	166	91
Percent Change from Prior Year	-8%	-12%	-23%	-7%	0%	0%	4%	3%	15%	7%	13%	-11%	-21%

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



	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19
Current Year	13.8	13.5	8.36	12.8	7.96	7.04	7.42	8.05	6.61	18.6	20	9.86	14.3
Prior Year	16	8.69	6.7	7.32	7.1	7.03	7.44	5.5	7.14	9.19	9.56	7.09	13.8
Percent Change from Prior Year	-14%	55%	25%	74%	12%	0%	0%	46%	-7%	103%	109%	39%	4%

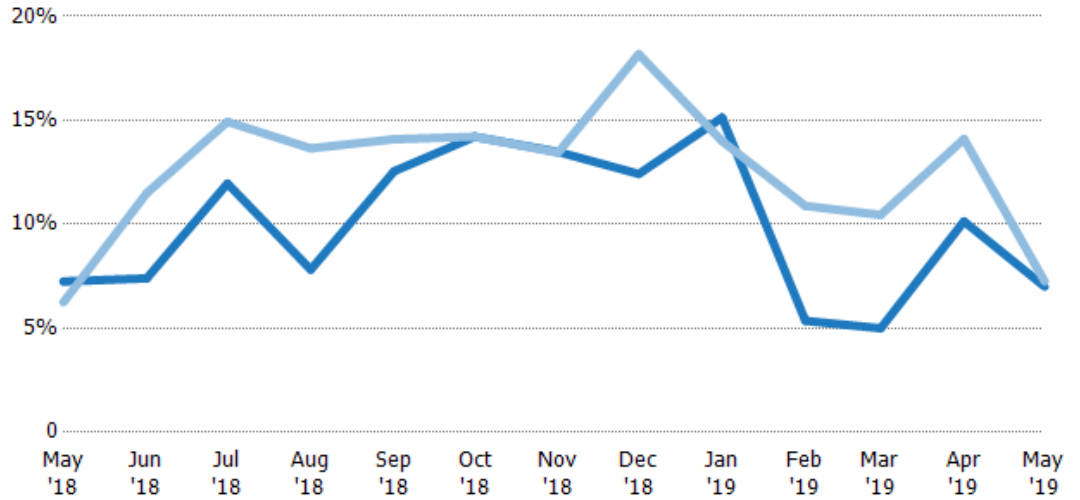
Absorption Rate

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.
May '19	7%	0.2%
May '18	7%	-1%
May '17	6%	-12%



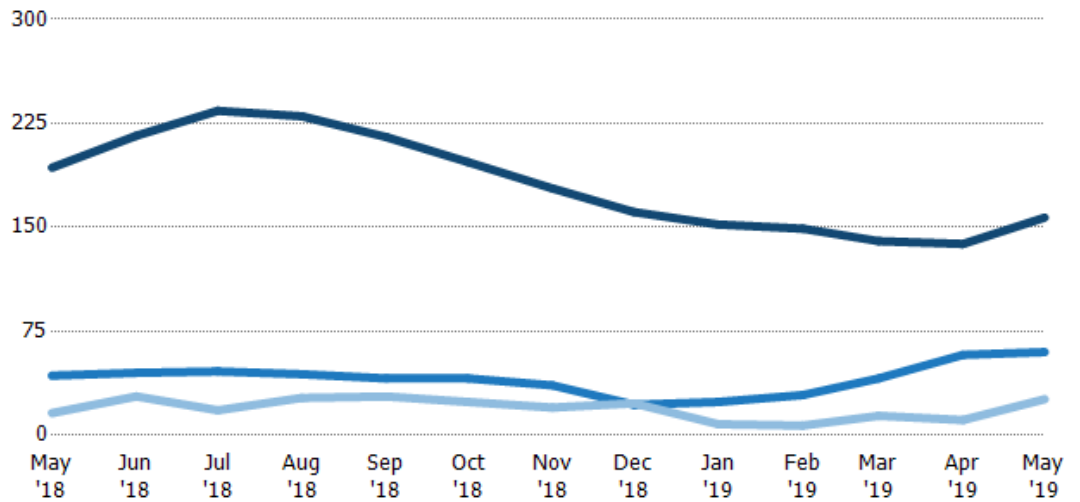
Current Year	7%	7%	12%	8%	13%	14%	13%	12%	15%	5%	5%	10%	7%
Prior Year	6%	12%	15%	14%	14%	14%	13%	18%	14%	11%	10%	14%	7%
Change from Prior Year	-1%	4%	3%	6%	2%	0%	0%	6%	-1%	6%	5%	4%	0%

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	193	216	234	230	215	197	178	161	152	149	140	138	157
Pending	43	45	46	44	41	41	36	22	24	29	41	58	60
Sold	16	28	18	27	28	24	20	23	8	7	14	11	26

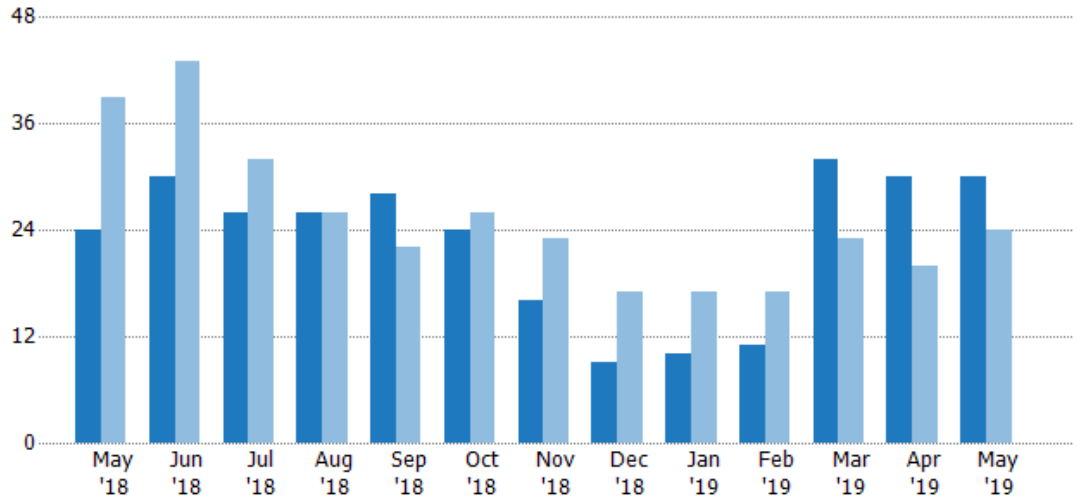
New Pending Sales

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.
May '19	30	25%
May '18	24	-38.5%
May '17	39	-30.8%



	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19
Current Year	24	30	26	26	28	24	16	9	10	11	32	30	30
Prior Year	39	43	32	26	22	26	23	17	17	17	23	20	24
Percent Change from Prior Year	-38%	-30%	-19%	0%	27%	-8%	-30%	-47%	-41%	-35%	39%	50%	25%

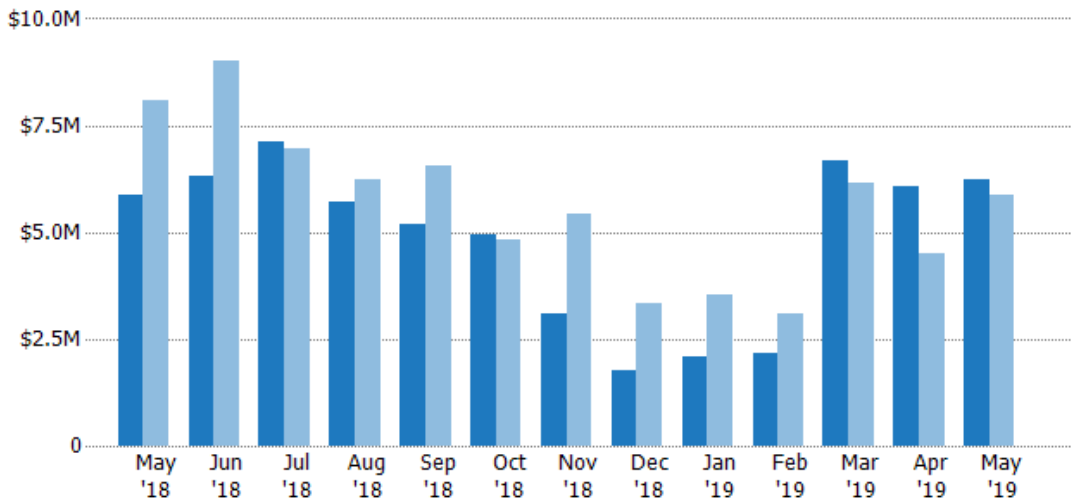
New Pending Sales Volume

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.
May '19	\$6.23M	5.7%
May '18	\$5.89M	-27.1%
May '17	\$8.08M	-36.5%



	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19
Current Year	\$5.89M	\$6.31M	\$7.13M	\$5.72M	\$5.18M	\$4.93M	\$3.08M	\$1.77M	\$2.09M	\$2.15M	\$6.67M	\$6.08M	\$6.23M
Prior Year	\$8.08M	\$9.01M	\$6.96M	\$6.23M	\$6.55M	\$4.84M	\$5.44M	\$3.32M	\$3.54M	\$3.1M	\$6.15M	\$4.49M	\$5.89M
Percent Change from Prior Year	-27%	-30%	3%	-8%	-21%	2%	-43%	-47%	-41%	-31%	8%	35%	6%

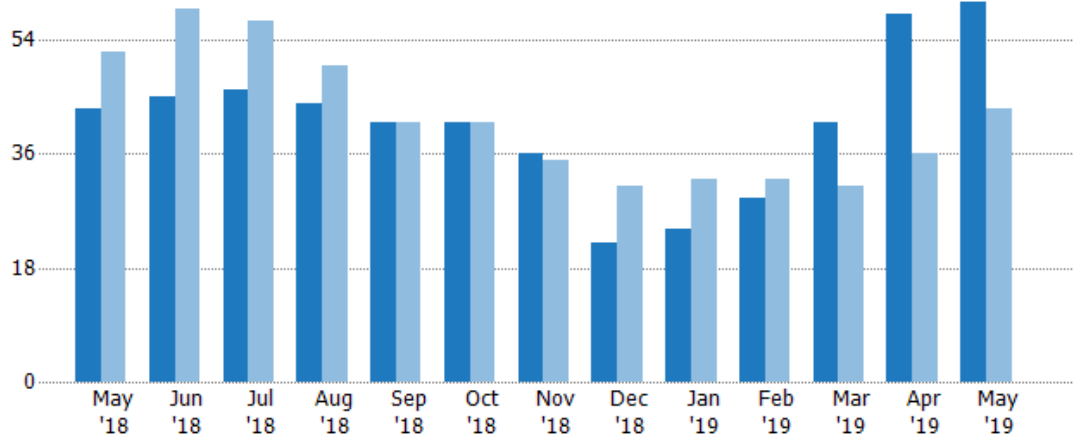
Pending Sales

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.
May '19	60	39.5%
May '18	43	-17.3%
May '17	52	0%



Current Year	43	45	46	44	41	41	36	22	24	29	41	58	60
Prior Year	52	59	57	50	41	41	35	31	32	32	31	36	43
Percent Change from Prior Year	-17%	-24%	-19%	-12%	0%	0%	3%	-29%	-25%	-9%	32%	61%	40%

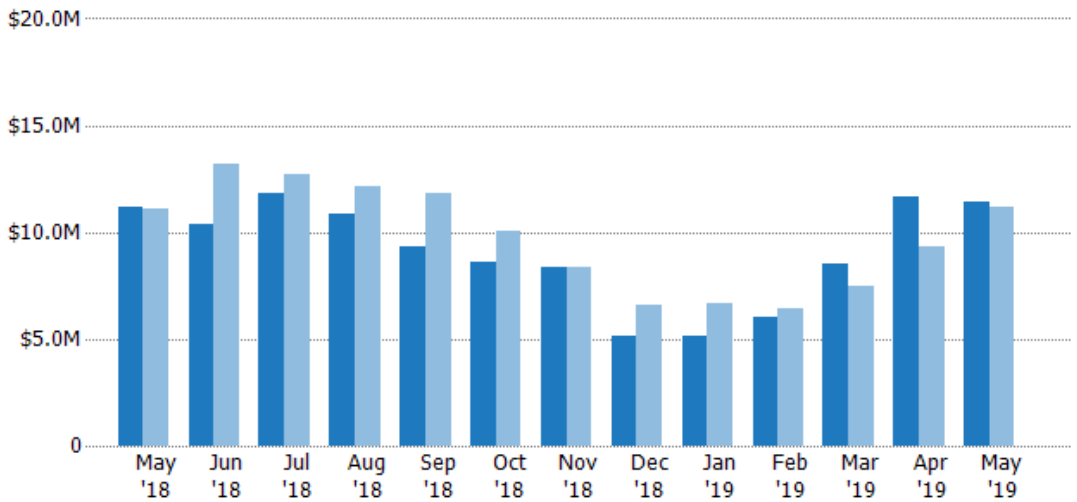
Pending Sales Volume

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.
May '19	\$11.4M	2.4%
May '18	\$11.2M	0.7%
May '17	\$11.1M	-4.9%



Current Year	\$11.2M	\$10.4M	\$11.8M	\$10.8M	\$9.34M	\$8.58M	\$8.39M	\$5.12M	\$5.14M	\$6.01M	\$8.5M	\$11.6M	\$11.4M
Prior Year	\$11.1M	\$13.2M	\$12.7M	\$12.1M	\$11.8M	\$10.1M	\$8.36M	\$6.59M	\$6.7M	\$6.4M	\$7.51M	\$9.32M	\$11.2M
Percent Change from Prior Year	1%	-21%	-7%	-11%	-21%	-15%	0%	-22%	-23%	-6%	13%	25%	2%

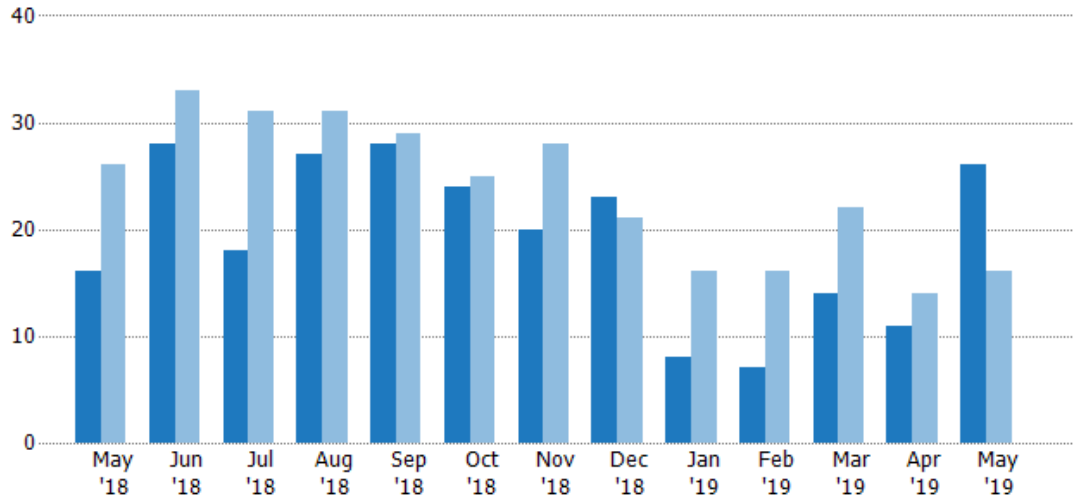
Closed Sales

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.
May '19	26	62.5%
May '18	16	-38.5%
May '17	26	-46.2%



Current Year	16	28	18	27	28	24	20	23	8	7	14	11	26
Prior Year	26	33	31	31	29	25	28	21	16	16	22	14	16
Percent Change from Prior Year	-38%	-15%	-42%	-13%	-3%	-4%	-29%	10%	-50%	-56%	-36%	-21%	63%

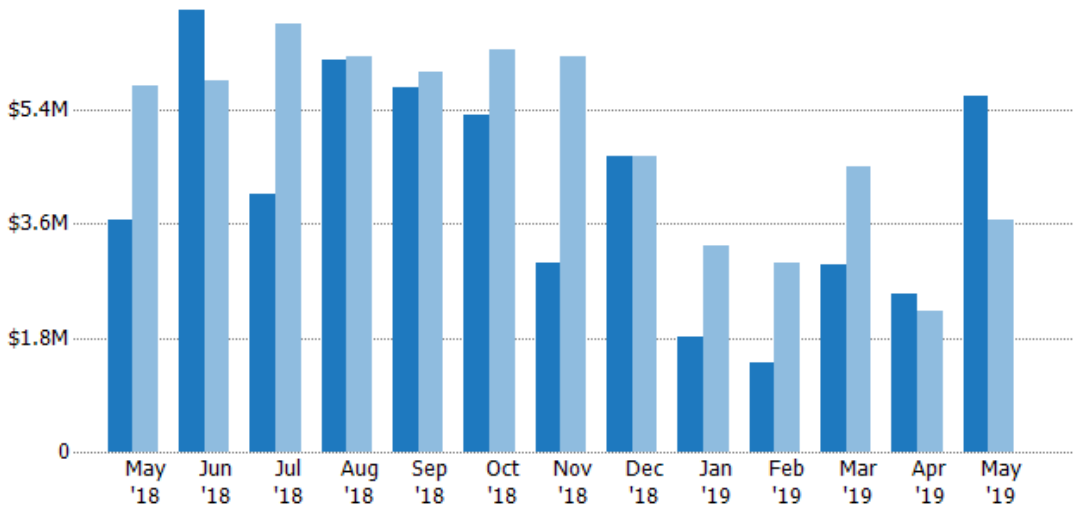
Closed Sales Volume

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.
May '19	\$5.61M	53.6%
May '18	\$3.66M	-36.9%
May '17	\$5.79M	-59.4%



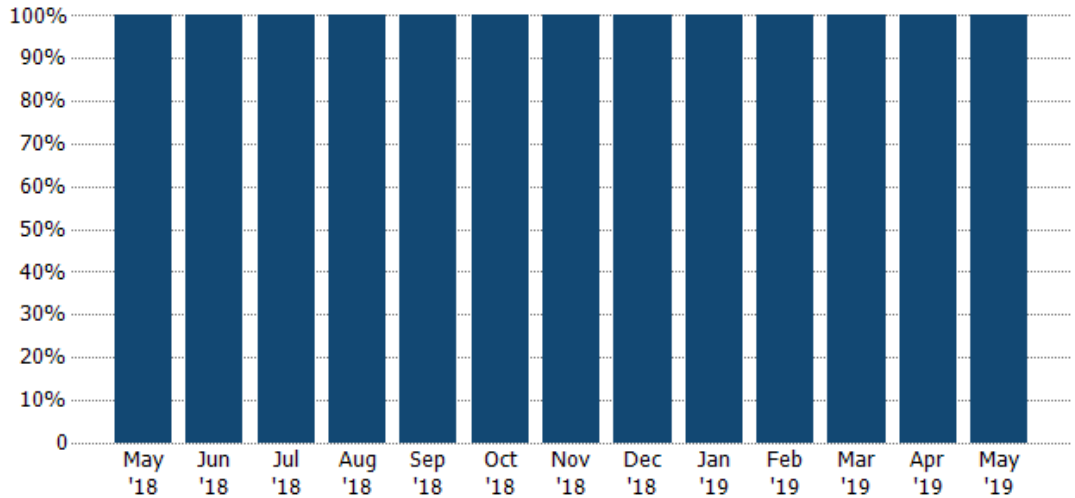
Current Year	\$3.66M	\$6.98M	\$4.08M	\$6.18M	\$5.76M	\$5.3M	\$2.99M	\$4.67M	\$1.82M	\$1.42M	\$2.95M	\$2.49M	\$5.61M
Prior Year	\$5.79M	\$5.87M	\$6.76M	\$6.23M	\$5.99M	\$6.35M	\$6.24M	\$4.67M	\$3.24M	\$2.98M	\$4.51M	\$2.23M	\$3.66M
Percent Change from Prior Year	-37%	19%	-40%	-1%	-4%	-16%	-52%	0%	-44%	-53%	-35%	11%	54%

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

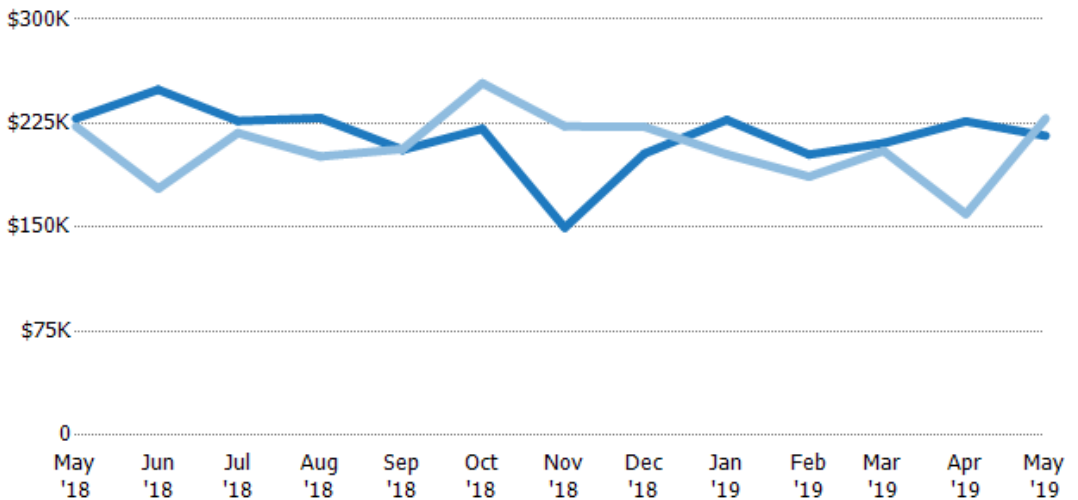
100% 100% 100% 100% 100% 100% 100% 100% 100% 100% 100% 100% 100%

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.
May '19	\$216K	-5.5%
May '18	\$228K	2.6%
May '17	\$223K	-24.6%

■ Current Year	\$228K	\$249K	\$227K	\$229K	\$206K	\$221K	\$150K	\$203K	\$227K	\$202K	\$211K	\$226K	\$216K
■ Prior Year	\$223K	\$178K	\$218K	\$201K	\$206K	\$254K	\$223K	\$222K	\$203K	\$187K	\$205K	\$160K	\$228K
Percent Change from Prior Year	3%	40%	4%	14%	0%	-13%	-33%	-9%	12%	9%	3%	42%	-5%

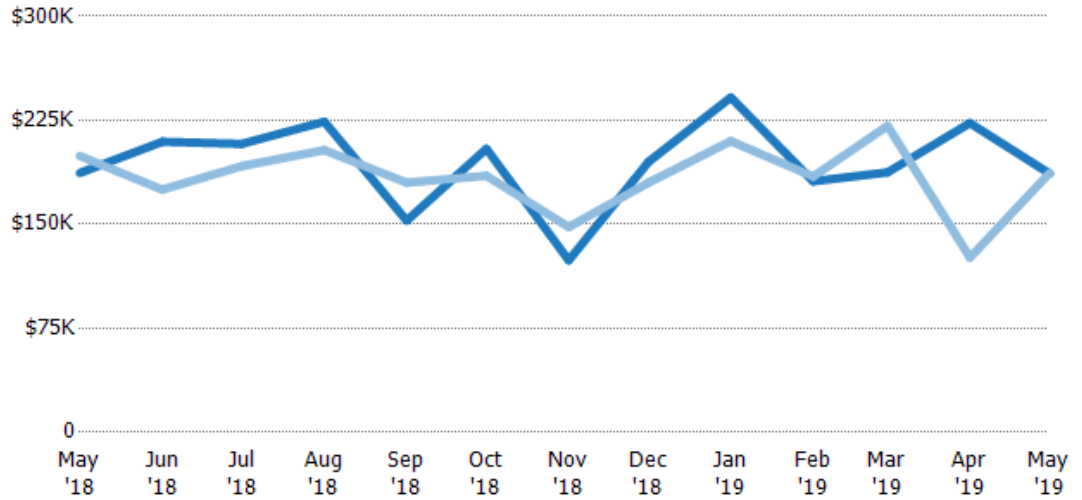
Median Sales Price

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.
May '19	\$187K	-0.3%
May '18	\$187K	-6.1%
May '17	\$199K	-22.5%



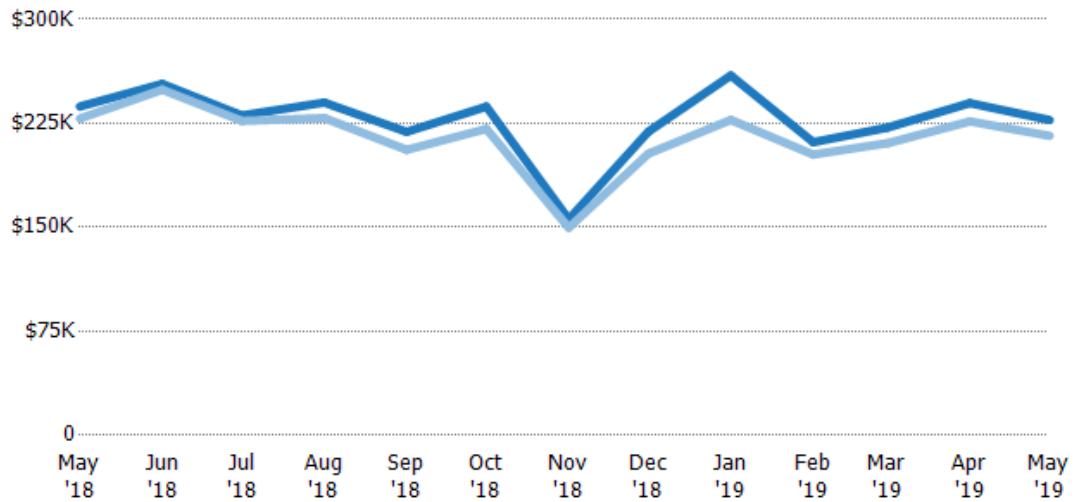
Current Year	\$187K	\$210K	\$208K	\$224K	\$153K	\$204K	\$124K	\$195K	\$242K	\$181K	\$187K	\$223K	\$187K
Prior Year	\$199K	\$175K	\$192K	\$204K	\$180K	\$185K	\$148K	\$180K	\$210K	\$184K	\$221K	\$126K	\$187K
Percent Change from Prior Year	-6%	20%	8%	10%	-15%	11%	-16%	8%	15%	-2%	-15%	77%	0%

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



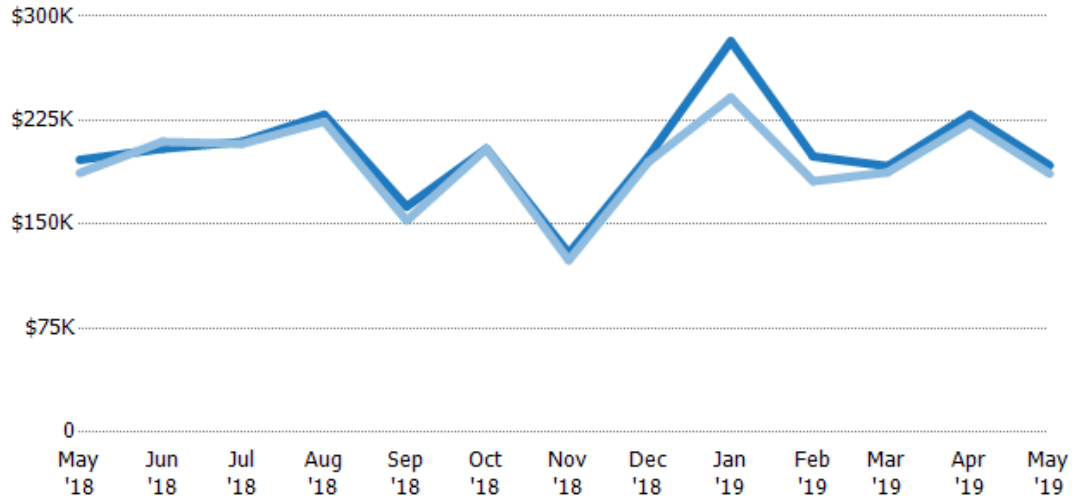
Avg List Price	\$237K	\$253K	\$231K	\$240K	\$219K	\$237K	\$156K	\$219K	\$259K	\$211K	\$222K	\$240K	\$227K
Avg Sales Price	\$228K	\$249K	\$227K	\$229K	\$206K	\$221K	\$150K	\$203K	\$227K	\$202K	\$211K	\$226K	\$216K
Avg Sales Price as a % of Avg List Price	96%	98%	98%	95%	94%	93%	96%	93%	88%	96%	95%	94%	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: Orange County, Vermont
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence



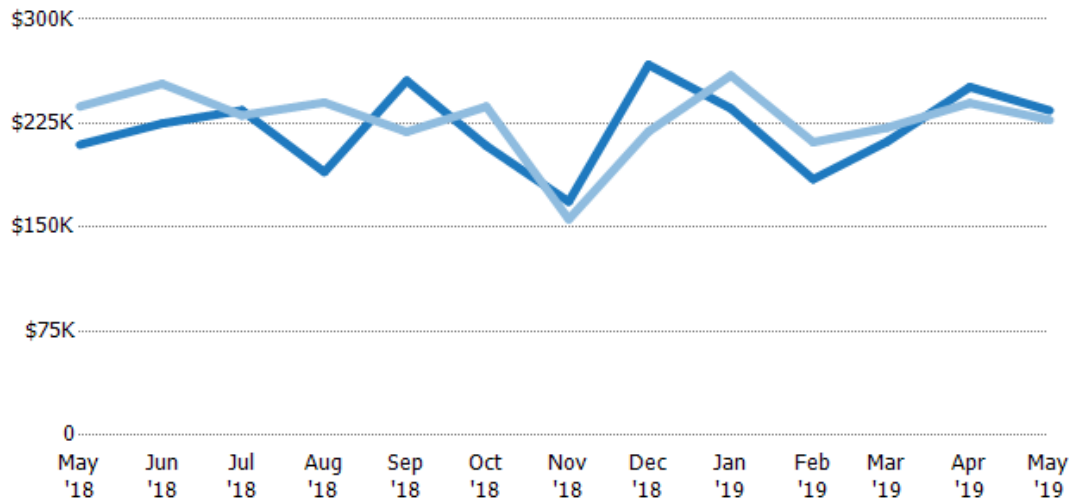
	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19
Median List Price	\$197K	\$204K	\$209K	\$229K	\$163K	\$205K	\$129K	\$199K	\$282K	\$199K	\$192K	\$229K	\$192K
Median Sales Price	\$187K	\$210K	\$208K	\$224K	\$153K	\$204K	\$124K	\$195K	\$242K	\$181K	\$187K	\$223K	\$187K
Med Sales Price as a % of Med List Price	95%	102%	99%	98%	94%	100%	96%	98%	86%	91%	98%	97%	97%

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



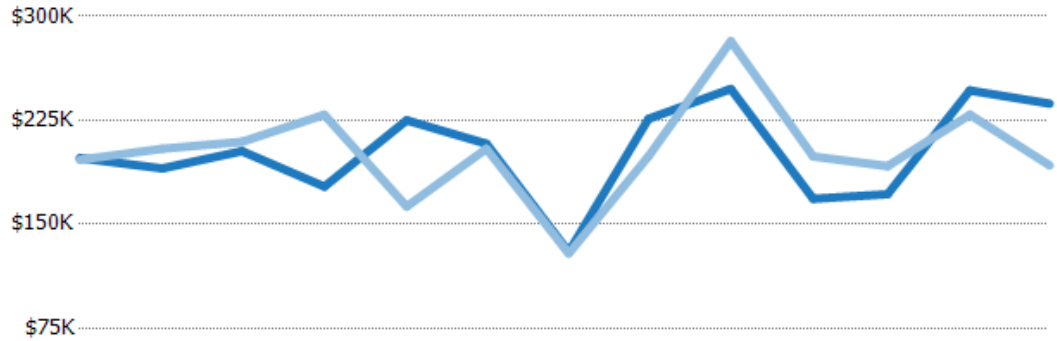
	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19
Avg Est Value	\$210K	\$225K	\$234K	\$190K	\$256K	\$209K	\$168K	\$267K	\$236K	\$185K	\$212K	\$251K	\$234K
Avg Sales Price	\$237K	\$253K	\$231K	\$240K	\$219K	\$237K	\$156K	\$219K	\$259K	\$211K	\$222K	\$240K	\$227K
Avg Sales Price as a % of Avg Est Value	113%	113%	98%	126%	86%	114%	92%	82%	110%	114%	105%	95%	97%

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



	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19
Median Est Value	\$198K	\$190K	\$203K	\$177K	\$225K	\$208K	\$130K	\$226K	\$248K	\$168K	\$172K	\$247K	\$237K
Median Sales Price	\$197K	\$204K	\$209K	\$229K	\$163K	\$205K	\$129K	\$199K	\$282K	\$199K	\$192K	\$229K	\$192K
Med Sales Price as a % of Med Est Value	99%	107%	103%	129%	72%	98%	99%	88%	114%	118%	112%	93%	81%