

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 2019	Mar 2018	+ / -	YTD 2019	YTD 2018	+ / -
Listing Activity Charts Metrics						
New Listing Count	26	31	-16.1%	55	73	-24.7%
New Listing Volume	\$5,755,900	\$9,423,000	-38.9%	\$13,778,400	\$20,376,000	-32.4%
Active Listing Count	133	155	-14.2%	N/A	N/A	
Active Listing Volume	\$36,452,100	\$44,452,850	-18%	N/A	N/A	
Average Listing Price	\$274,076	\$286,793	-4.4%	\$292,250	\$281,494	+3.8%
Median Listing Price	\$229,000	\$210,000	+9%	\$225,178	\$210,655	+6.9%
Median Days in RPR	196	171	+14.6%	194.47	173.81	+11.9%
Months of Inventory	19	9.7	+96.1%	7.9	12.4	-36%
Absorption Rate	5.26%	10.32%	-5.1%	12.62%	8.08%	+4.5%
Sales Activity Charts Metrics						
New Pending Sales Count	31	23	+34.8%	55	57	-3.5%
New Pending Sales Volume	\$6,546,200	\$6,148,500	+6.5%	\$12,705,978	\$12,789,100	-0.6%
Pending Sales Count	45	32	+40.6%	N/A	N/A	
Pending Sales Volume	\$9,506,600	\$7,769,100	+22.4%	N/A	N/A	
Closed Sales Count	14	22	-36.4%	29	54	-46.3%
Closed Sales Volume	\$2,948,850	\$4,511,950	-34.6%	\$6,185,800	\$10,737,100	-42.4%
Average Sales Price	\$210,632	\$205,089	+2.7%	\$213,303	\$198,835	+7.3%
Median Sales Price	\$187,450	\$221,000	-15.2%	\$200,803	\$206,911	-3%

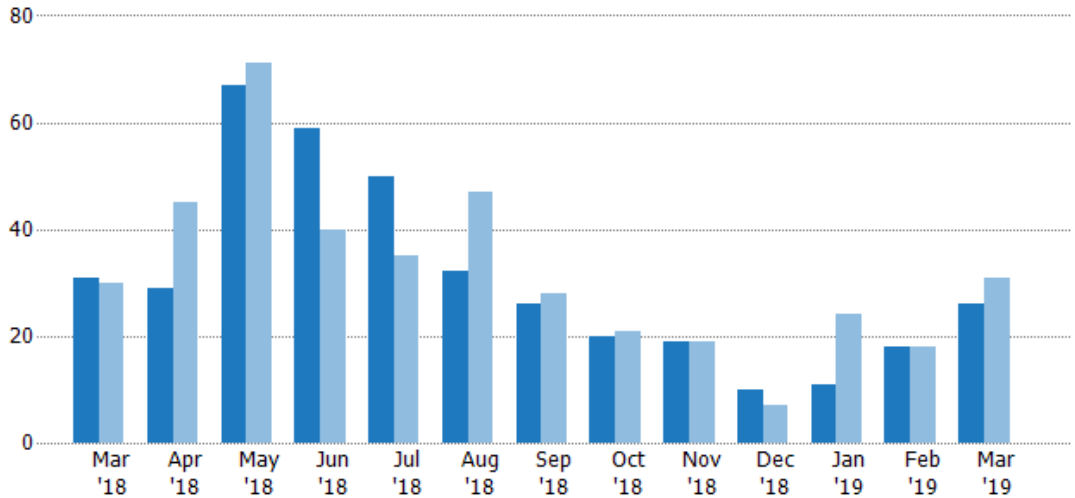
New Listings

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.
Mar '19	26	-16.1%
Mar '18	31	3.3%
Mar '17	30	53.3%



Current Year	31	29	67	59	50	32	26	20	19	10	11	18	26
Prior Year	30	45	71	40	35	47	28	21	19	7	24	18	31
Percent Change from Prior Year	3%	-36%	-6%	48%	43%	-32%	-7%	-5%	0%	43%	-54%	0%	-16%

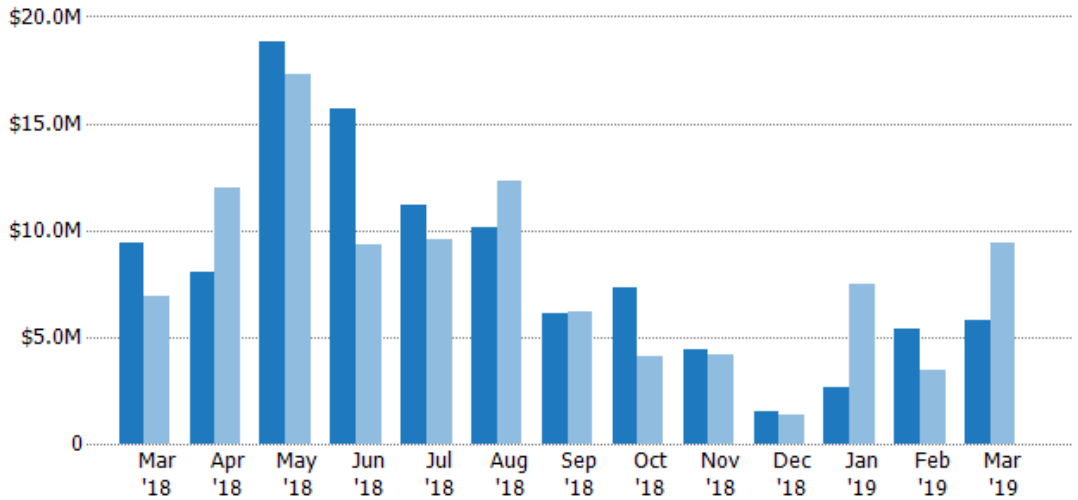
New Listing Volume

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.
Mar '19	\$5.76M	-38.9%
Mar '18	\$9.42M	36.2%
Mar '17	\$6.92M	40.1%



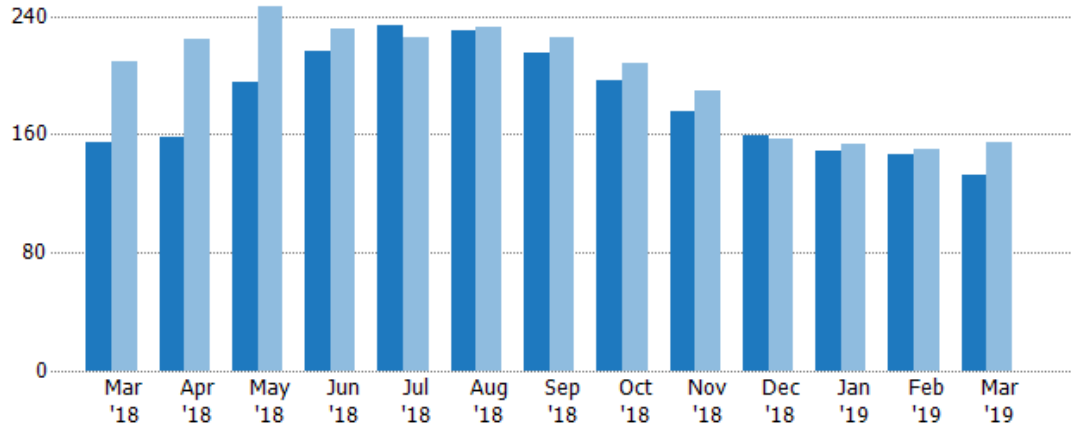
Current Year	\$9.42M	\$8.07M	\$18.8M	\$15.7M	\$11.2M	\$10.1M	\$6.09M	\$7.32M	\$4.4M	\$1.5M	\$2.64M	\$5.39M	\$5.76M
Prior Year	\$6.92M	\$12M	\$17.3M	\$9.33M	\$9.54M	\$12.3M	\$6.19M	\$4.06M	\$4.21M	\$1.38M	\$7.49M	\$3.46M	\$9.42M
Percent Change from Prior Year	36%	-32%	9%	68%	17%	-18%	-2%	80%	5%	9%	-65%	55%	-39%

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



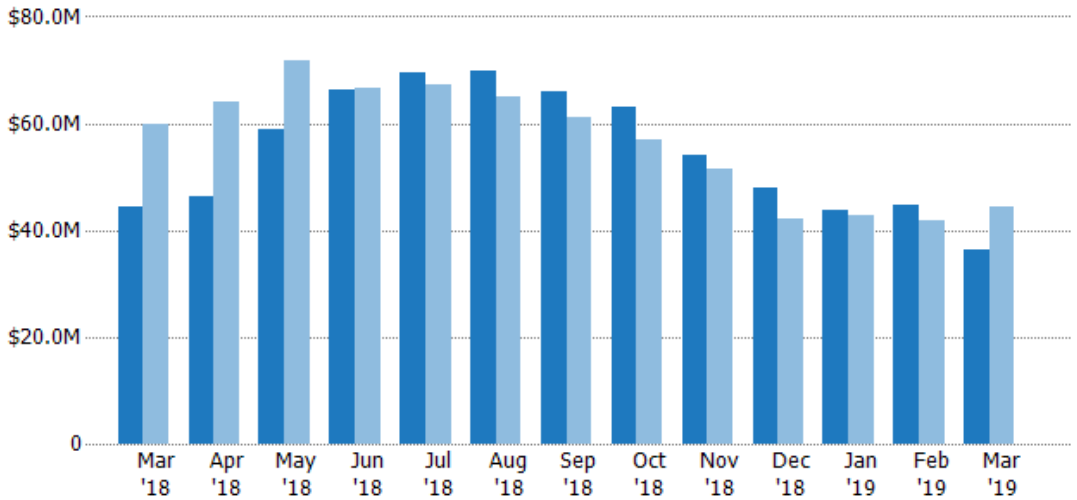
	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19
Current Year	155	158	195	216	234	230	215	196	176	159	149	146	133
Prior Year	209	224	247	231	226	233	226	208	189	157	153	150	155
Percent Change from Prior Year	-26%	-29%	-21%	-6%	4%	-1%	-5%	-6%	-7%	1%	-3%	-3%	-14%

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



	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19
Current Year	\$44.5M	\$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	\$59.9M	\$64.1M	\$71.6M	\$66.6M	\$67.1M	\$65.1M	\$61.1M	\$56.9M	\$51.5M	\$42.2M	\$42.8M	\$41.7M	\$44.5M
Percent Change from Prior Year	-26%	-28%	-18%	0%	4%	7%	8%	11%	5%	14%	3%	7%	-18%

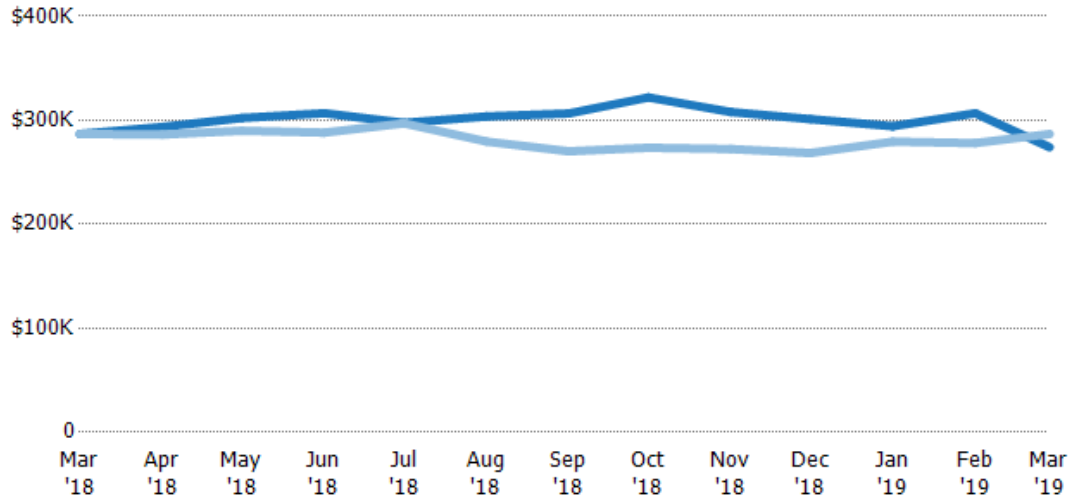
Average Listing Price

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.
Mar '19	\$274K	-4.4%
Mar '18	\$287K	0%
Mar '17	\$287K	-11.5%



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

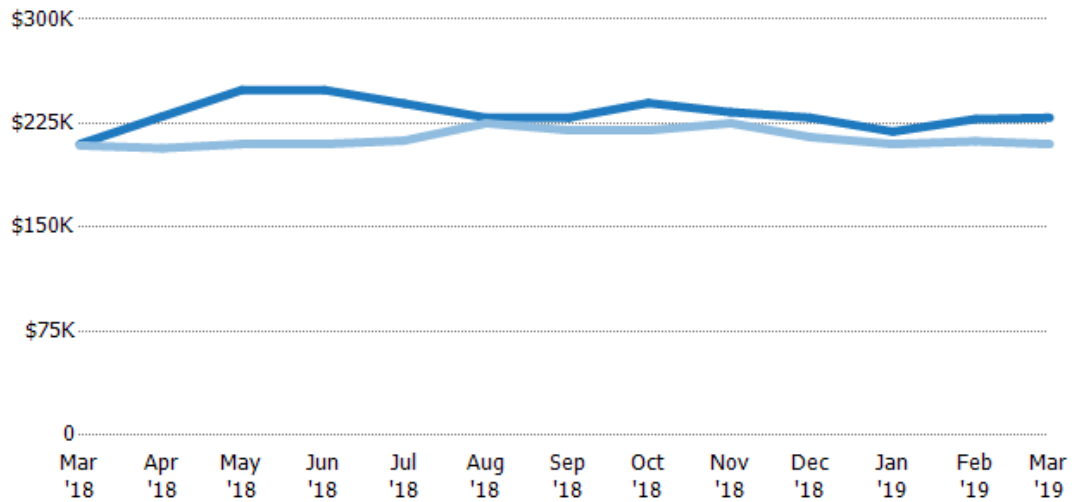
Median Listing Price

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.
Mar '19	\$229K	9%
Mar '18	\$210K	0.5%
Mar '17	\$209K	-9.6%



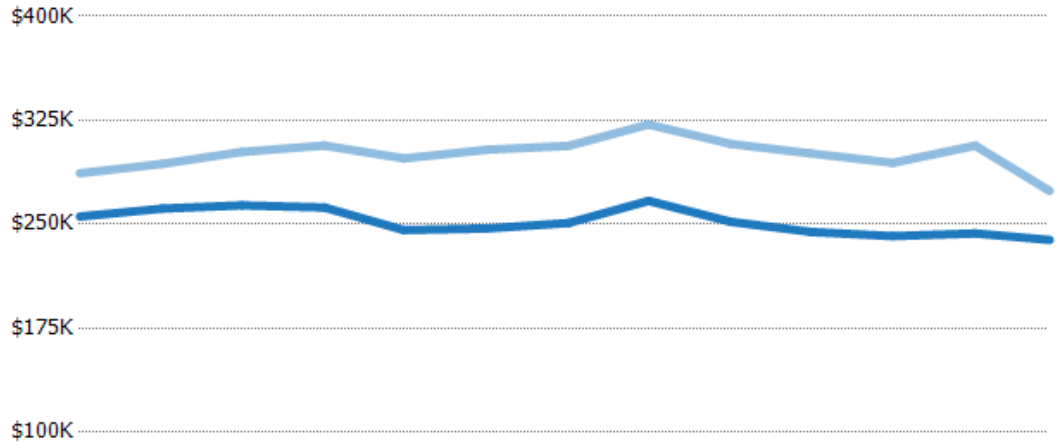
Current Year	\$210K	\$230K	\$249K	\$249K	\$239K	\$229K	\$229K	\$240K	\$233K	\$229K	\$219K	\$228K	\$229K
Prior Year	\$209K	\$207K	\$210K	\$210K	\$213K	\$225K	\$220K	\$220K	\$225K	\$215K	\$210K	\$212K	\$210K
Percent Change from Prior Year	0%	11%	19%	19%	13%	2%	4%	9%	4%	7%	4%	8%	9%

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



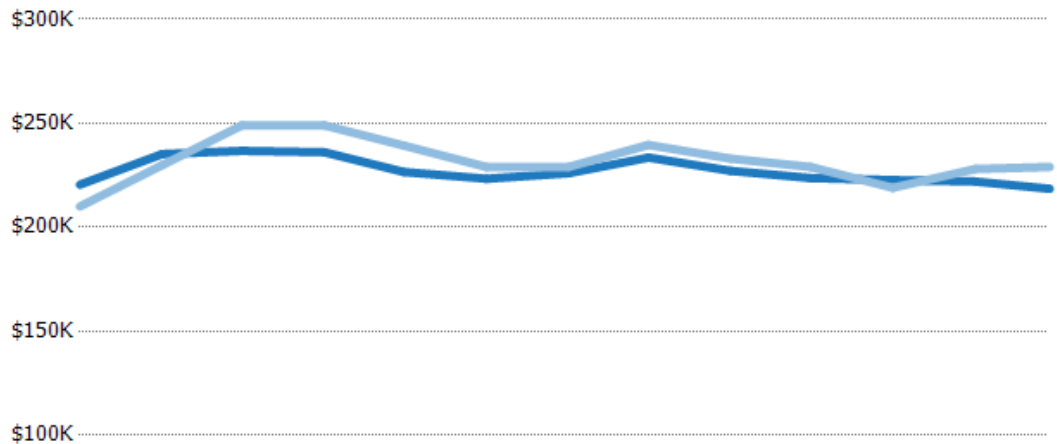
	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19
Avg Est Value	\$256K	\$261K	\$264K	\$262K	\$246K	\$247K	\$251K	\$267K	\$252K	\$245K	\$242K	\$243K	\$239K
Avg Listing Price	\$287K	\$294K	\$302K	\$307K	\$297K	\$304K	\$307K	\$322K	\$308K	\$301K	\$294K	\$307K	\$274K
Avg Listing Price as a % of Avg Est Value	112%	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



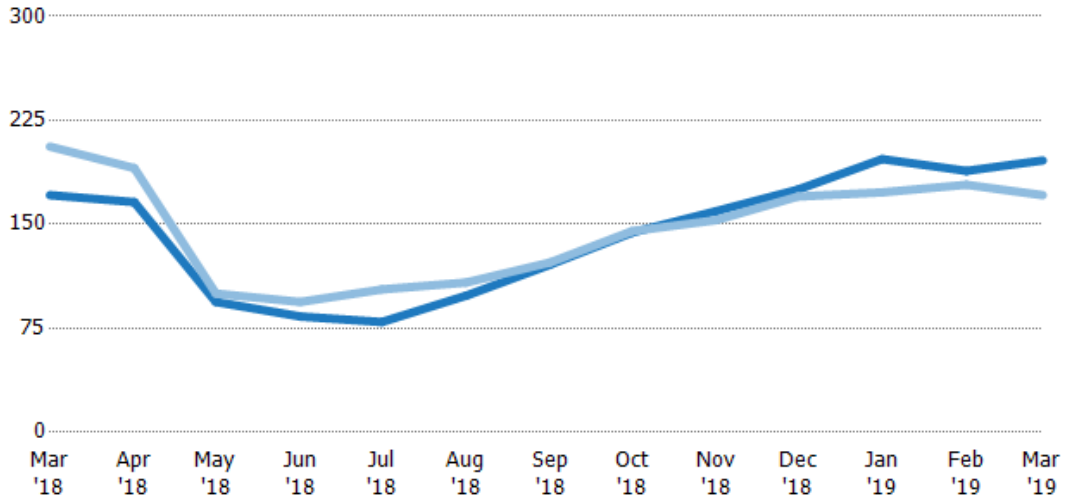
	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19
Median Est Value	\$221K	\$235K	\$237K	\$236K	\$227K	\$223K	\$226K	\$234K	\$227K	\$224K	\$223K	\$222K	\$219K
Median Listing Price	\$210K	\$230K	\$249K	\$249K	\$239K	\$229K	\$229K	\$240K	\$233K	\$229K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



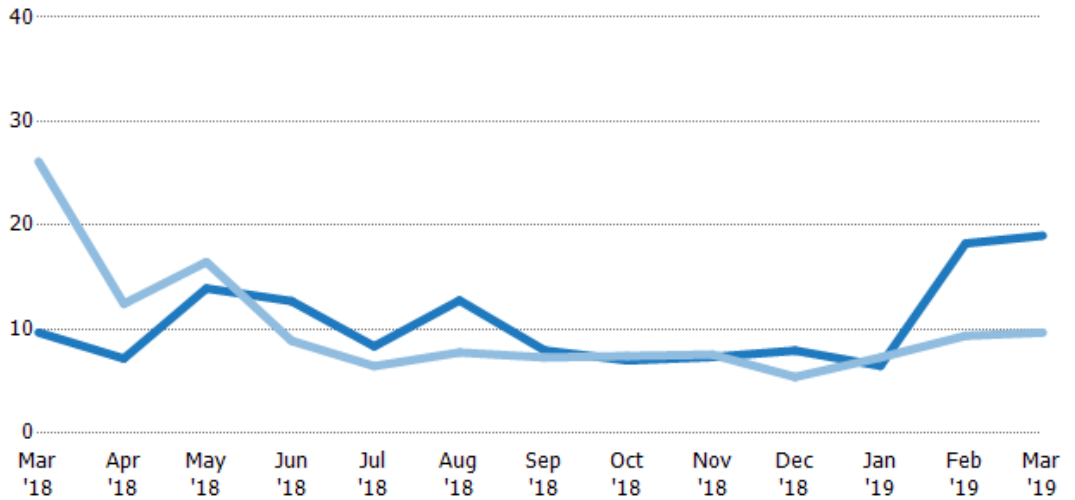
	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19
Current Year	171	166	94	83.5	79.5	98.5	121	144	160	175	197	189	196
Prior Year	206	191	100	94	103	108	123	145	153	170	173	179	171
Percent Change from Prior Year	-17%	-13%	-6%	-11%	-23%	-9%	-1%	-1%	4%	3%	14%	6%	15%

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



	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19
Current Year	9.69	7.18	13.9	12.7	8.36	12.8	7.96	7	7.33	7.95	6.48	18.3	19
Prior Year	26.1	12.4	16.5	8.88	6.46	7.77	7.29	7.43	7.56	5.41	7.29	9.38	9.69
Percent Change from Prior Year	-63%	-42%	-15%	43%	29%	65%	9%	-6%	-3%	47%	-11%	95%	96%

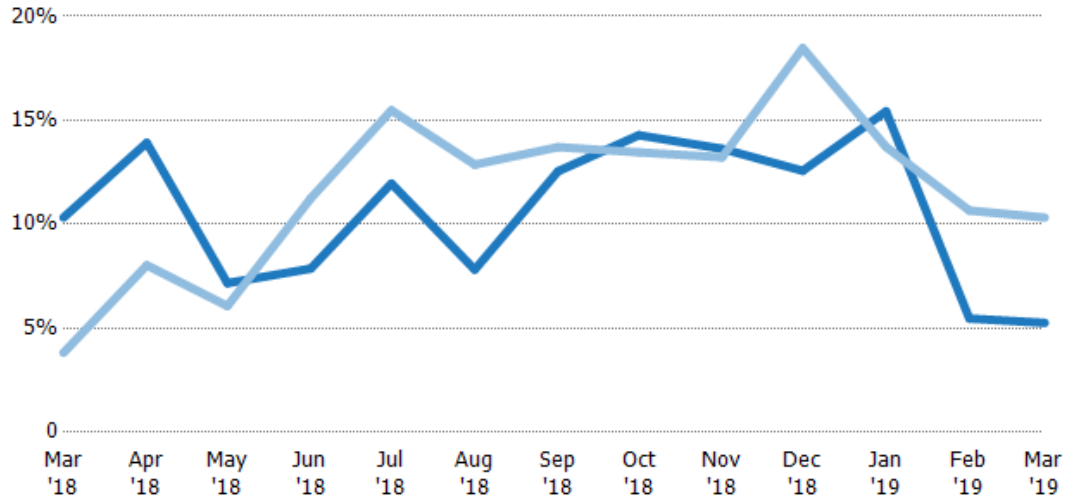
Absorption Rate

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.
Mar '19	5%	5.1%
Mar '18	10%	-6.5%
Mar '17	4%	-14.9%



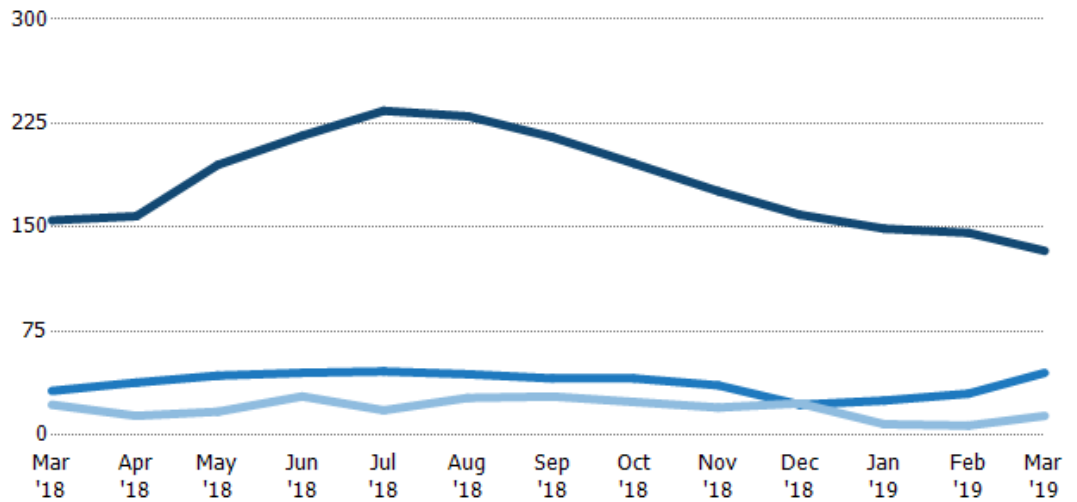
Current Year	10%	14%	7%	8%	12%	8%	13%	14%	14%	13%	15%	5%	5%
Prior Year	4%	8%	6%	11%	15%	13%	14%	13%	13%	18%	14%	11%	10%
Change from Prior Year	-7%	-6%	-1%	3%	4%	5%	1%	-1%	0%	6%	-2%	5%	5%

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



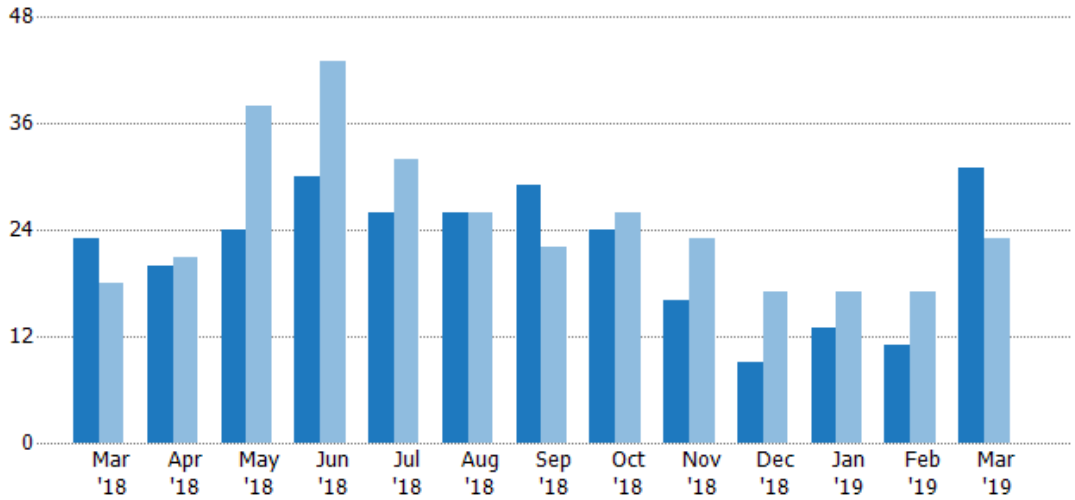
Active	155	158	195	216	234	230	215	196	176	159	149	146	133
Pending	32	38	43	45	46	44	41	41	36	22	25	30	45
Sold	22	14	17	28	18	27	28	24	20	23	8	7	14

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



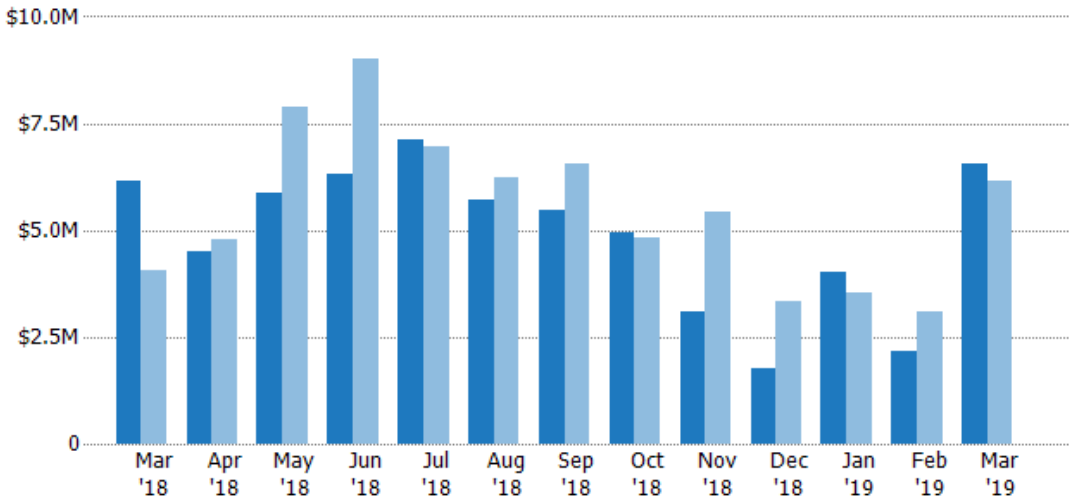
	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19
Current Year	23	20	24	30	26	26	29	24	16	9	13	11	31
Prior Year	18	21	38	43	32	26	22	26	23	17	17	17	23
Percent Change from Prior Year	28%	-5%	-37%	-30%	-19%	0%	32%	-8%	-30%	-47%	-24%	-35%	35%

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



	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19
Current Year	\$6.15M	\$4.49M	\$5.89M	\$6.31M	\$7.13M	\$5.72M	\$5.47M	\$4.93M	\$3.08M	\$1.77M	\$4.01M	\$2.15M	\$6.55M
Prior Year	\$4.04M	\$4.77M	\$7.89M	\$9.01M	\$6.96M	\$6.23M	\$6.55M	\$4.84M	\$5.44M	\$3.32M	\$3.54M	\$3.1M	\$6.15M
Percent Change from Prior Year	52%	-6%	-25%	-30%	3%	-8%	-16%	2%	-43%	-47%	13%	-31%	6%

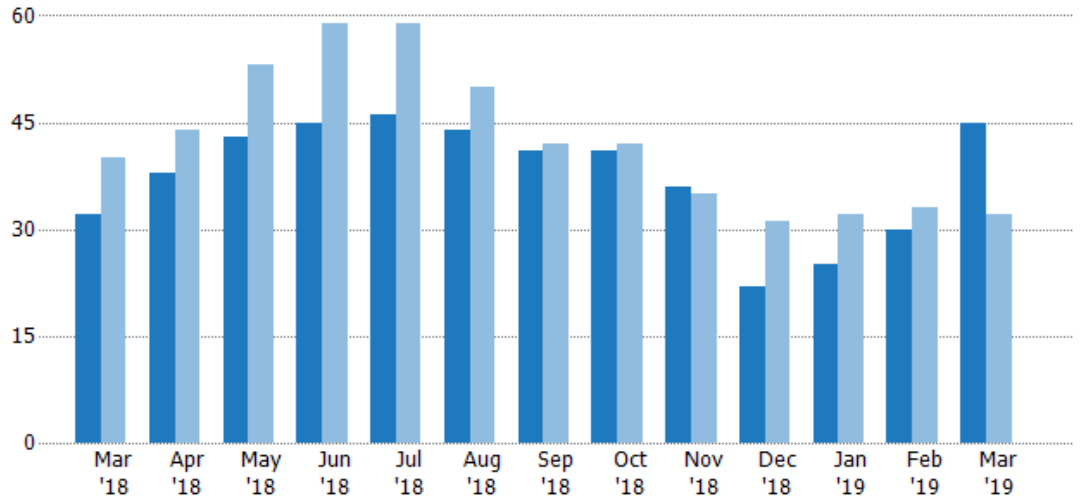
Pending Sales

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.
Mar '19	45	40.6%
Mar '18	32	-20%
Mar '17	40	-10%



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

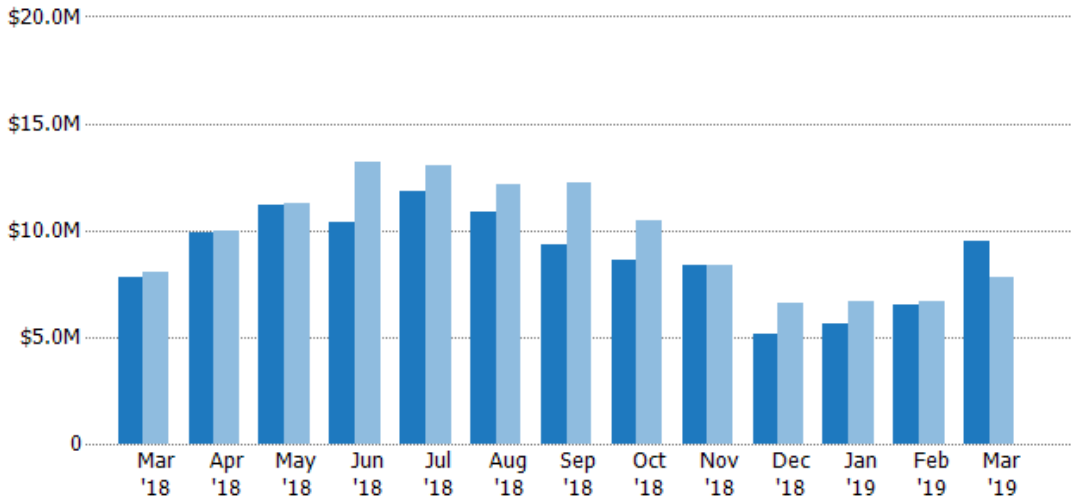
Pending Sales Volume

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.
Mar '19	\$9.51M	22.4%
Mar '18	\$7.77M	-3%
Mar '17	\$8.01M	-13.2%



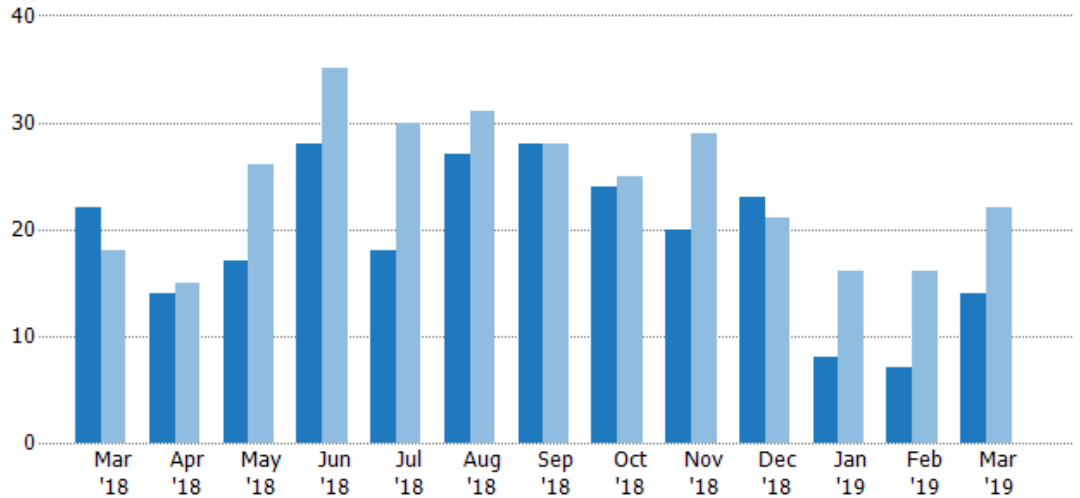
Current Year	\$7.77M	\$9.85M	\$11.2M	\$10.4M	\$11.8M	\$10.8M	\$9.34M	\$8.58M	\$8.39M	\$5.12M	\$5.61M	\$6.48M	\$9.51M
Prior Year	\$8.01M	\$9.98M	\$11.3M	\$13.2M	\$13M	\$12.1M	\$12.2M	\$10.4M	\$8.36M	\$6.59M	\$6.7M	\$6.66M	\$7.77M
Percent Change from Prior Year	-3%	-1%	-1%	-21%	-9%	-11%	-23%	-18%	0%	-22%	-16%	-3%	22%

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



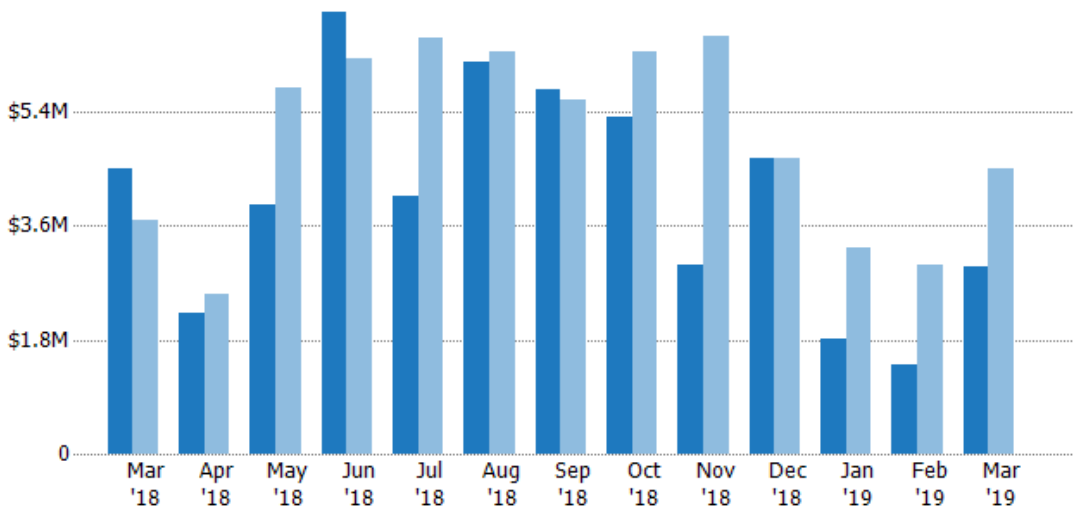
Month/Year	Current Year	Prior Year	Percent Change from Prior Year
Mar '19	14	22	-36.4%
Mar '18	22	18	22.2%
Mar '17	18	18	-16.7%

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



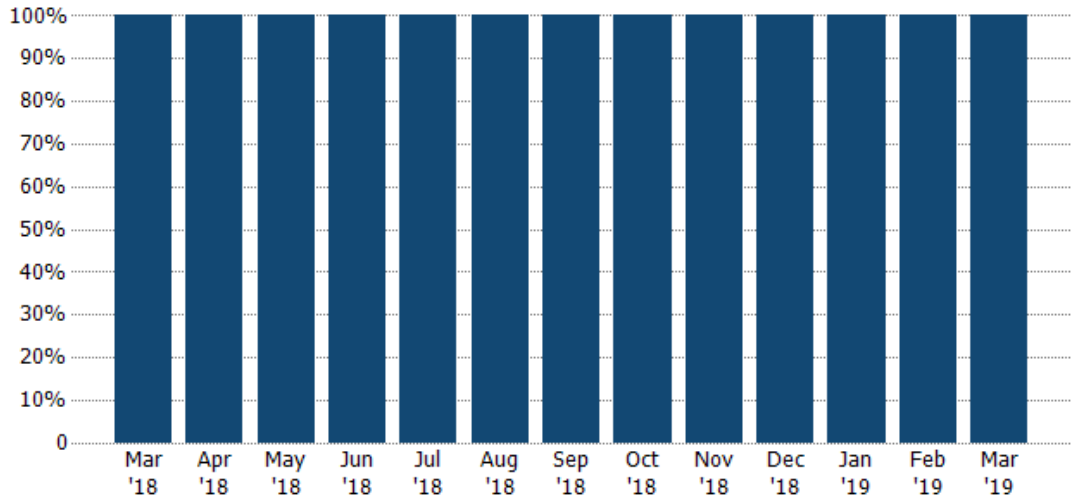
Month/Year	Current Year	Prior Year	Percent Change from Prior Year
Mar '19	\$2.95M	\$4.51M	-34.6%
Mar '18	\$4.51M	\$3.68M	22.6%
Mar '17	\$3.68M	\$3.68M	-27.8%

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

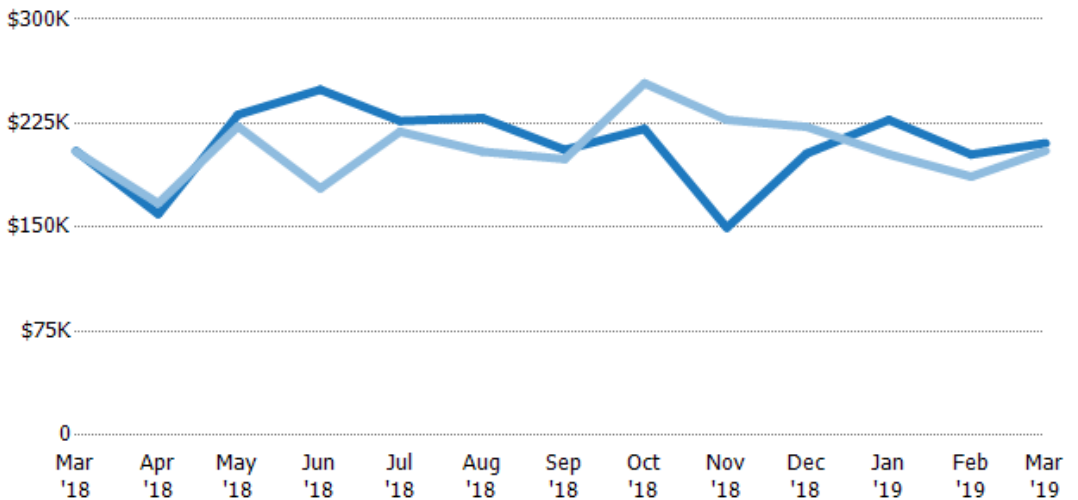
100% 100% 100% 100% 100% 100% 100% 100% 100% 100% 100% 100% 100%

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

\$205K \$160K \$231K \$249K \$227K \$229K \$206K \$221K \$150K \$203K \$227K \$202K \$211K
 \$204K \$167K \$223K \$178K \$219K \$205K \$199K \$254K \$227K \$222K \$203K \$187K \$205K
 0% -5% 4% 40% 4% 12% 3% -13% -34% -9% 12% 9% 3%

Month/Year	Price	% Chg.
Mar '19	\$211K	2.7%
Mar '18	\$205K	0.3%
Mar '17	\$204K	-13.3%

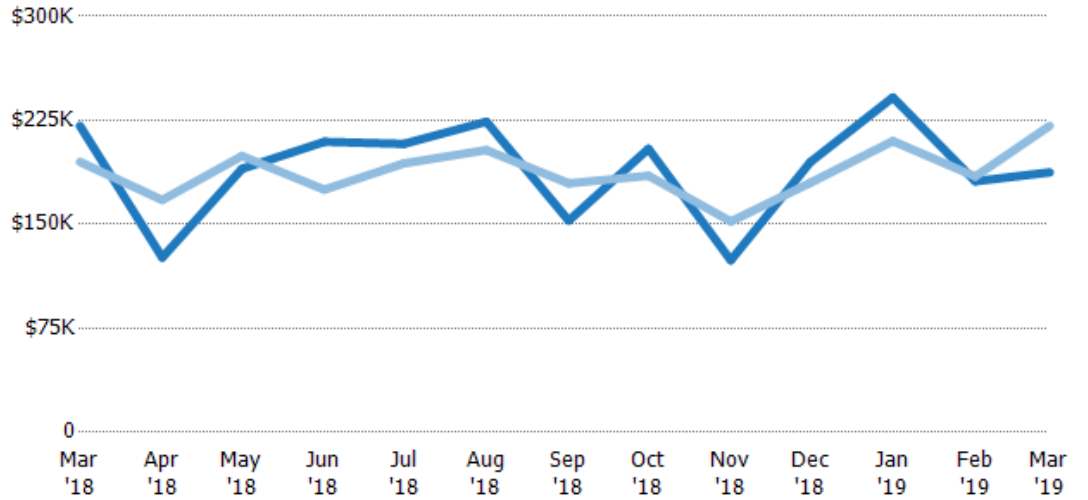
Median Sales Price

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.
Mar '19	\$187K	-15.2%
Mar '18	\$221K	13.3%
Mar '17	\$195K	-17.9%



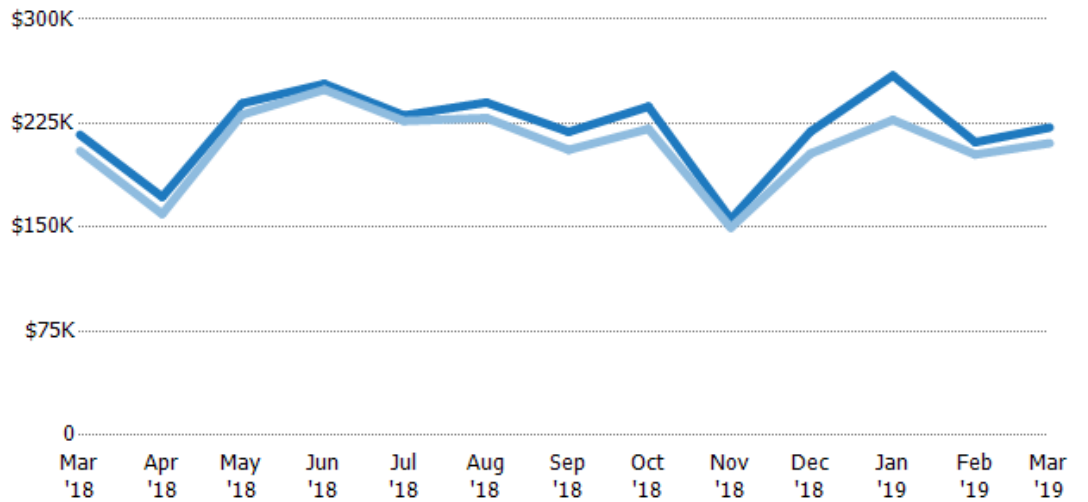
Current Year	\$221K	\$126K	\$190K	\$210K	\$208K	\$224K	\$153K	\$204K	\$124K	\$195K	\$242K	\$181K	\$187K
Prior Year	\$195K	\$168K	\$199K	\$175K	\$194K	\$204K	\$180K	\$185K	\$152K	\$180K	\$210K	\$184K	\$221K
Percent Change from Prior Year	13%	-25%	-5%	20%	7%	10%	-15%	11%	-18%	8%	15%	-2%	-15%

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



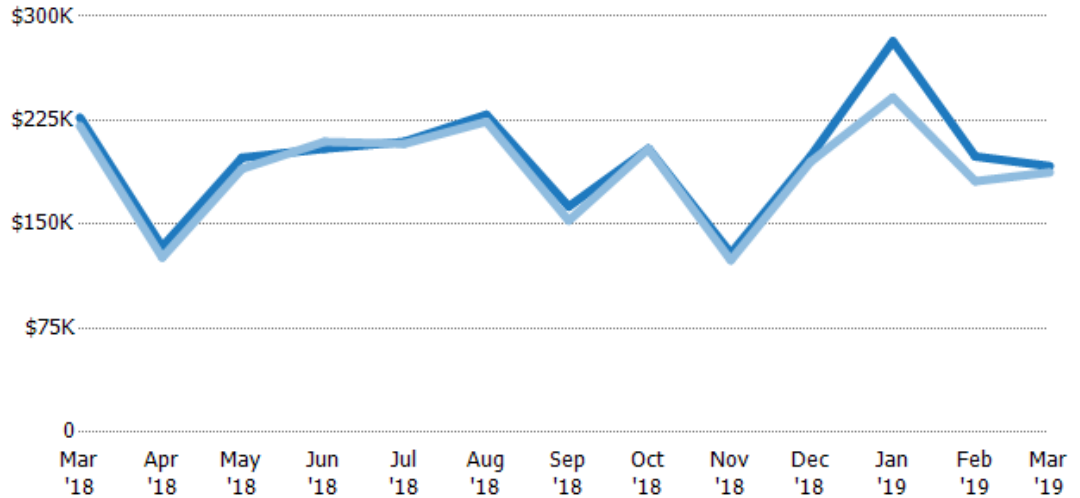
Avg List Price	\$217K	\$172K	\$239K	\$253K	\$231K	\$240K	\$219K	\$237K	\$156K	\$219K	\$259K	\$211K	\$222K
Avg Sales Price	\$205K	\$160K	\$231K	\$249K	\$227K	\$229K	\$206K	\$221K	\$150K	\$203K	\$227K	\$202K	\$211K
Avg Sales Price as a % of Avg List Price	95%	93%	97%	98%	98%	95%	94%	93%	96%	93%	88%	96%	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



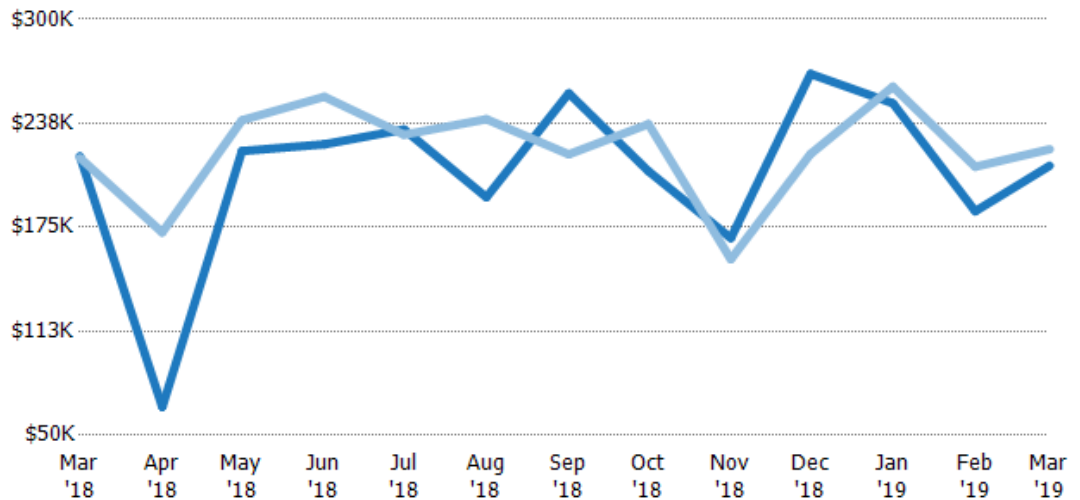
	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19
Median List Price	\$227K	\$134K	\$198K	\$204K	\$209K	\$229K	\$163K	\$205K	\$129K	\$199K	\$282K	\$199K	\$192K
Median Sales Price	\$221K	\$126K	\$190K	\$210K	\$208K	\$224K	\$153K	\$204K	\$124K	\$195K	\$242K	\$181K	\$187K
Med Sales Price as a % of Med List Price	97%	94%	96%	102%	99%	98%	94%	100%	96%	98%	86%	91%	98%

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



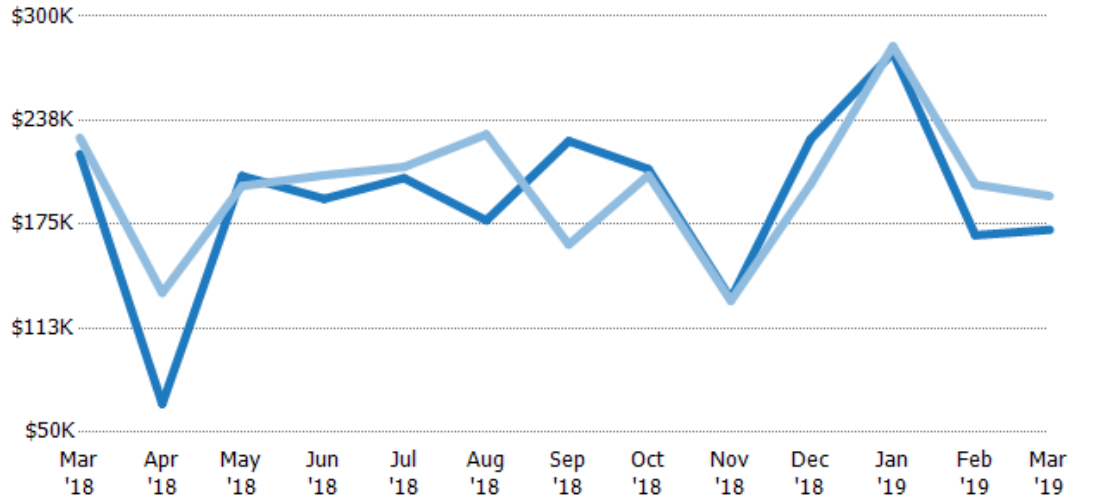
	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19
Avg Est Value	\$218K	\$67K	\$221K	\$225K	\$234K	\$193K	\$256K	\$209K	\$168K	\$267K	\$250K	\$185K	\$212K
Avg Sales Price	\$217K	\$172K	\$239K	\$253K	\$231K	\$240K	\$219K	\$237K	\$156K	\$219K	\$259K	\$211K	\$222K
Avg Sales Price as a % of Avg Est Value	100%	257%	108%	113%	99%	124%	86%	114%	92%	82%	104%	114%	105%

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



	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19
Median Est Value	\$217K	\$67K	\$204K	\$190K	\$203K	\$177K	\$225K	\$208K	\$130K	\$226K	\$278K	\$168K	\$172K
Median Sales Price	\$227K	\$134K	\$198K	\$204K	\$209K	\$229K	\$163K	\$205K	\$129K	\$199K	\$282K	\$199K	\$192K
Med Sales Price as a % of Med Est Value	105%	200%	97%	107%	103%	129%	72%	98%	99%	88%	101%	118%	112%