

## 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	Jun 2019	Jun 2018	+ / -	YTD 2019	YTD 2018	+ / -
<b>Listing Activity Charts Metrics</b>						
New Listing Count	47	59	-20.3%	192	227	-15.4%
New Listing Volume	\$14,870,600	\$15,558,300	-4.4%	\$53,147,700	\$62,305,578	-14.7%
Active Listing Count	181	216	-16.2%	N/A	N/A	
Active Listing Volume	\$57,653,800	\$64,625,277	-10.8%	N/A	N/A	
Average Listing Price	\$318,529	\$299,191	+6.5%	\$293,111	\$286,767	+2.2%
Median Listing Price	\$244,900	\$249,000	-1.6%	\$229,528	\$226,617	+1.3%
Median Days in RPR	76	83	-8.4%	121.01	152.84	-20.8%
Months of Inventory	7	13.5	-48.4%	8.6	9.9	-13.6%
Absorption Rate	14.36%	7.41%	+7%	11.64%	10.06%	+1.6%
<b>Sales Activity Charts Metrics</b>						
New Pending Sales Count	34	30	+13.3%	144	131	+9.9%
New Pending Sales Volume	\$7,478,900	\$6,314,500	+18.4%	\$30,128,178	\$29,484,850	+2.2%
Pending Sales Count	51	45	+13.3%	N/A	N/A	
Pending Sales Volume	\$10,309,700	\$10,369,600	-0.6%	N/A	N/A	
Closed Sales Count	29	27	+7.4%	93	112	-17%
Closed Sales Volume	\$5,266,330	\$6,772,900	-22.2%	\$18,946,130	\$23,567,000	-19.6%
Average Sales Price	\$181,598	\$250,848	-27.6%	\$203,722	\$210,420	-3.2%
Median Sales Price	\$174,900	\$210,000	-16.7%	\$187,703	\$194,725	-3.6%

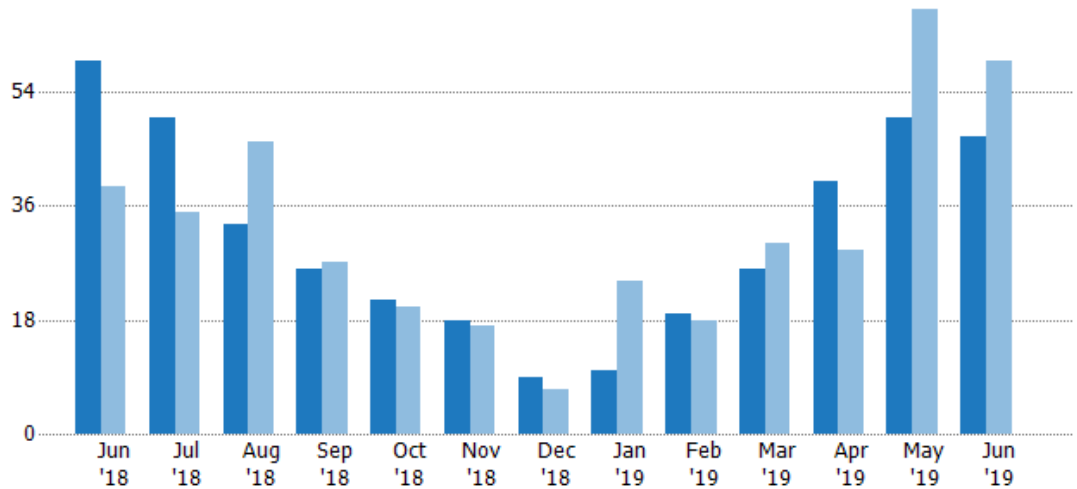
## New Listings

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

Month/ Year	Count	% Chg.
Jun '19	47	-20.3%
Jun '18	59	51.3%
Jun '17	39	33.3%



Current Year	59	50	33	26	21	18	9	10	19	26	40	50	47
Prior Year	39	35	46	27	20	17	7	24	18	30	29	67	59
Percent Change from Prior Year	51%	43%	-28%	-4%	5%	6%	29%	-58%	6%	-13%	38%	-25%	-20%

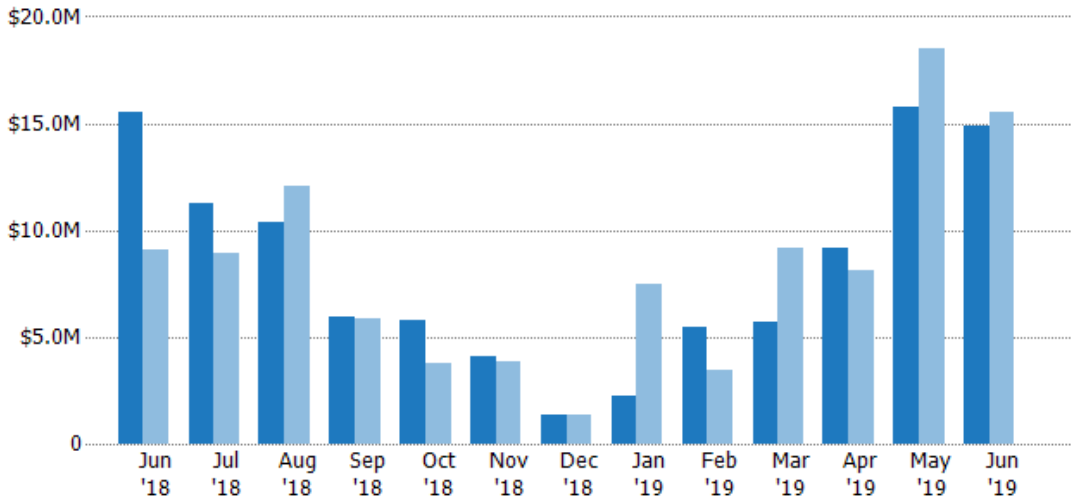
## New Listing Volume

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.
Jun '19	\$14.9M	-4.4%
Jun '18	\$15.6M	71.4%
Jun '17	\$9.08M	59.5%



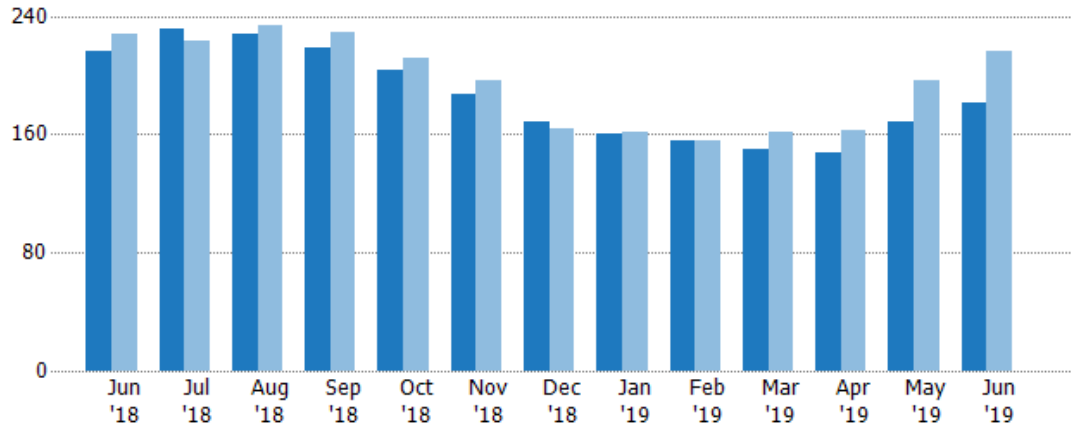
Current Year	\$15.6M	\$11.2M	\$10.4M	\$5.96M	\$5.79M	\$4.07M	\$1.35M	\$2.21M	\$5.45M	\$5.68M	\$9.15M	\$15.8M	\$14.9M
Prior Year	\$9.08M	\$8.95M	\$12M	\$5.85M	\$3.74M	\$3.87M	\$1.38M	\$7.45M	\$3.46M	\$9.2M	\$8.09M	\$18.5M	\$15.6M
Percent Change from Prior Year	71%	26%	-14%	2%	55%	5%	-2%	-70%	57%	-38%	13%	-15%	-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



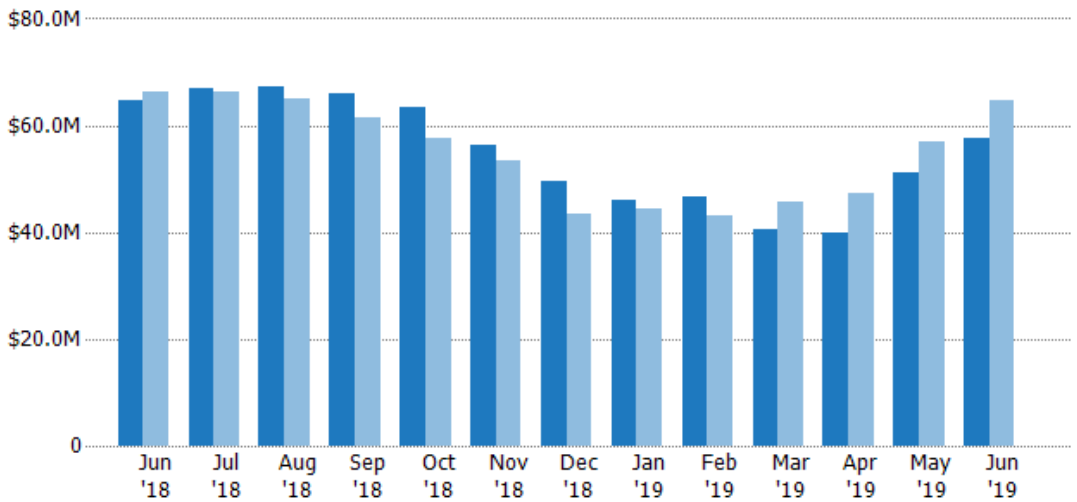
	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19
Current Year	216	231	228	219	204	187	169	160	156	150	147	168	181
Prior Year	228	223	234	229	212	197	164	161	156	161	163	197	216
Percent Change from Prior Year	-5%	4%	-3%	-4%	-4%	-5%	3%	-1%	0%	-7%	-10%	-15%	-16%

## 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



	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19
Current Year	\$64.6M	\$67M	\$67.3M	\$65.9M	\$63.5M	\$56.2M	\$49.7M	\$46M	\$46.7M	\$40.6M	\$39.8M	\$51.3M	\$57.7M
Prior Year	\$66.3M	\$66.4M	\$64.8M	\$61.5M	\$57.6M	\$53.5M	\$43.4M	\$44.4M	\$43M	\$45.7M	\$47.4M	\$57.1M	\$64.6M
Percent Change from Prior Year	-3%	1%	4%	7%	10%	5%	14%	3%	9%	-11%	-16%	-10%	-11%

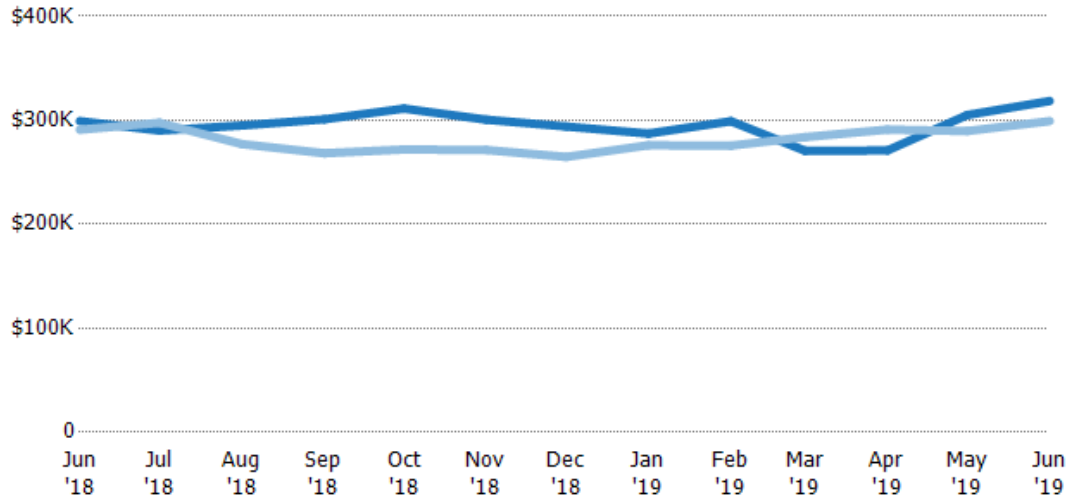
## Average Listing Price

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.
Jun '19	\$319K	6.5%
Jun '18	\$299K	2.8%
Jun '17	\$291K	-1%



Current Year	\$299K	\$290K	\$295K	\$301K	\$311K	\$301K	\$294K	\$287K	\$299K	\$271K	\$271K	\$305K	\$319K
Prior Year	\$291K	\$298K	\$277K	\$268K	\$272K	\$271K	\$265K	\$276K	\$276K	\$284K	\$291K	\$290K	\$299K
Percent Change from Prior Year	3%	-2%	6%	12%	14%	11%	11%	4%	9%	-5%	-7%	5%	6%

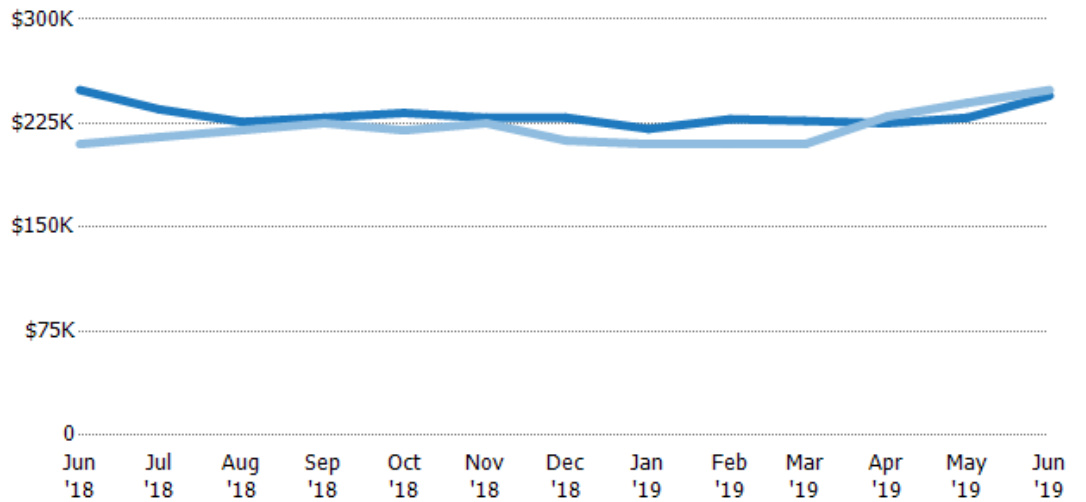
## Median Listing Price

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.
Jun '19	\$245K	-1.6%
Jun '18	\$249K	18.6%
Jun '17	\$210K	-0.5%



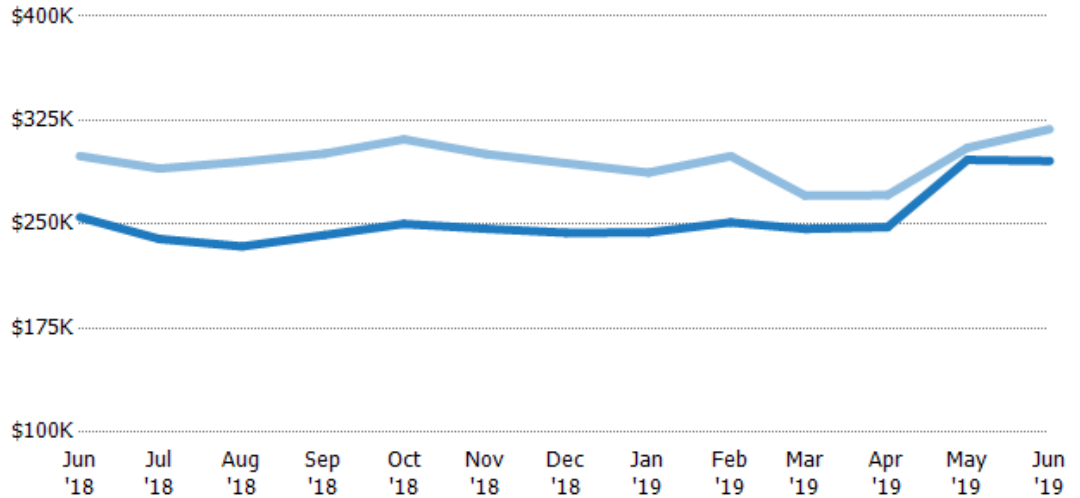
Current Year	\$249K	\$235K	\$226K	\$229K	\$232K	\$229K	\$229K	\$221K	\$228K	\$227K	\$225K	\$229K	\$245K
Prior Year	\$210K	\$215K	\$220K	\$225K	\$220K	\$225K	\$213K	\$210K	\$210K	\$210K	\$230K	\$240K	\$249K
Percent Change from Prior Year	19%	9%	3%	2%	6%	2%	8%	5%	9%	8%	-2%	-4%	-2%

## 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



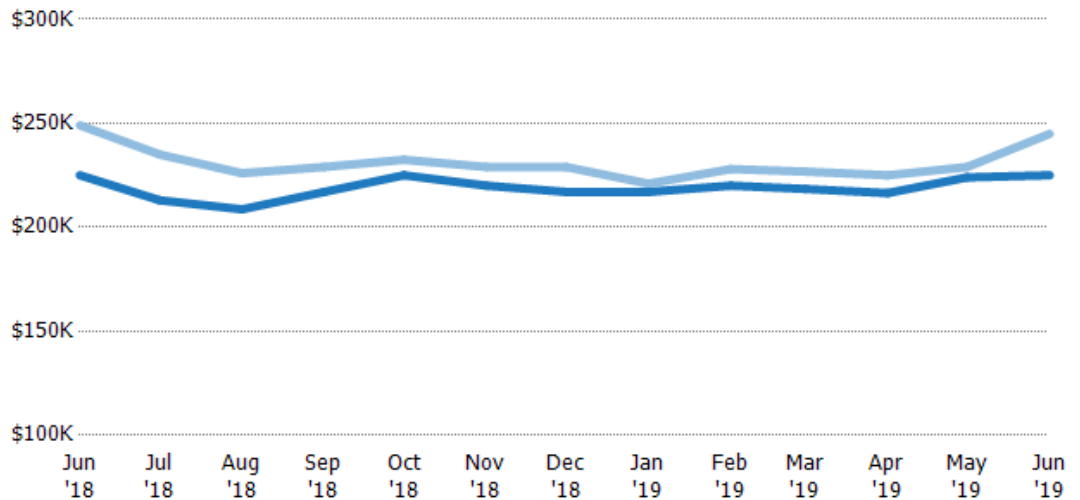
	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19
Avg Est Value	\$255K	\$239K	\$234K	\$242K	\$250K	\$247K	\$244K	\$244K	\$251K	\$247K	\$248K	\$296K	\$296K
Avg Listing Price	\$299K	\$290K	\$295K	\$301K	\$311K	\$301K	\$294K	\$287K	\$299K	\$271K	\$271K	\$305K	\$319K
Avg Listing Price as a % of Avg Est Value	117%	121%	126%	124%	124%	122%	121%	118%	119%	110%	109%	103%	108%

## 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



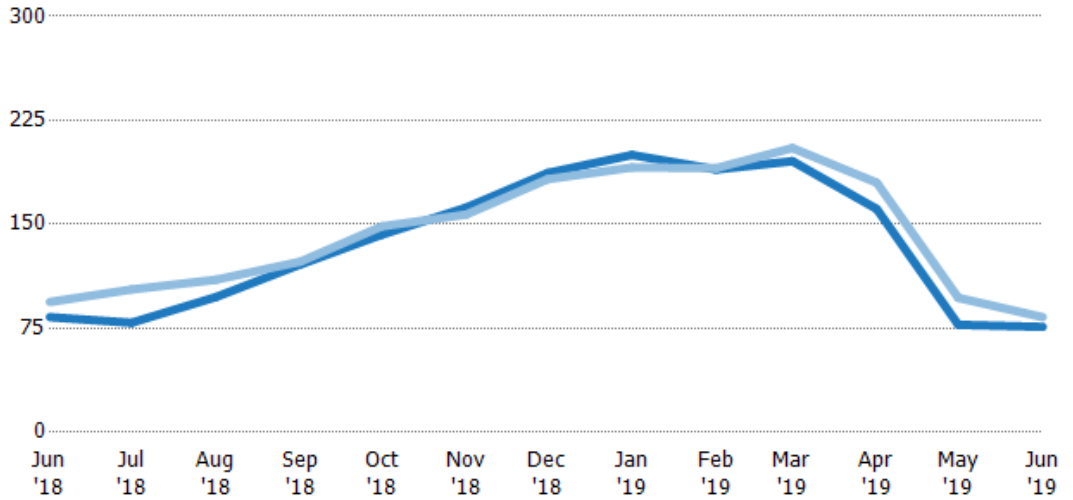
	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19
Median Est Value	\$225K	\$213K	\$209K	\$217K	\$225K	\$220K	\$217K	\$217K	\$220K	\$218K	\$216K	\$224K	\$225K
Median Listing Price	\$249K	\$235K	\$226K	\$229K	\$232K	\$229K	\$229K	\$221K	\$228K	\$227K	\$225K	\$229K	\$245K
Med Listing Price as a % of Med Est Value	111%	110%	108%	106%	103%	104%	106%	102%	104%	104%	104%	102%	109%

## 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.
Jun '19	76	-8.4%
Jun '18	83	-11.7%
Jun '17	94	-1.1%

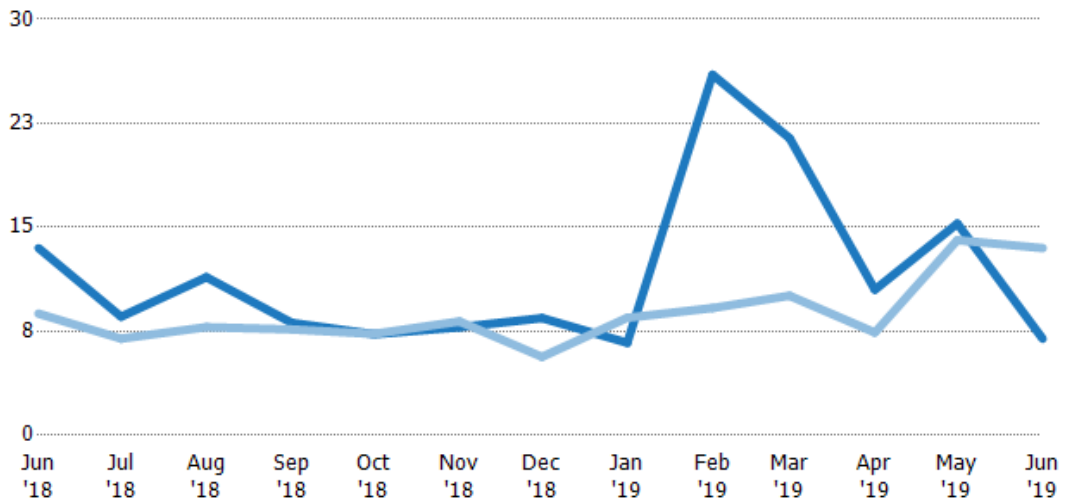
	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19
Current Year	83	79	97.5	121	143	162	187	200	190	196	161	77.5	76
Prior Year	94	103	110	123	149	157	183	191	191	205	180	97	83
Percent Change from Prior Year	-12%	-23%	-11%	-2%	-4%	3%	2%	5%	-1%	-5%	-11%	-20%	-8%

## 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.
Jun '19	6.96	-48.4%
Jun '18	13.5	53.9%
Jun '17	8.77	142.3%

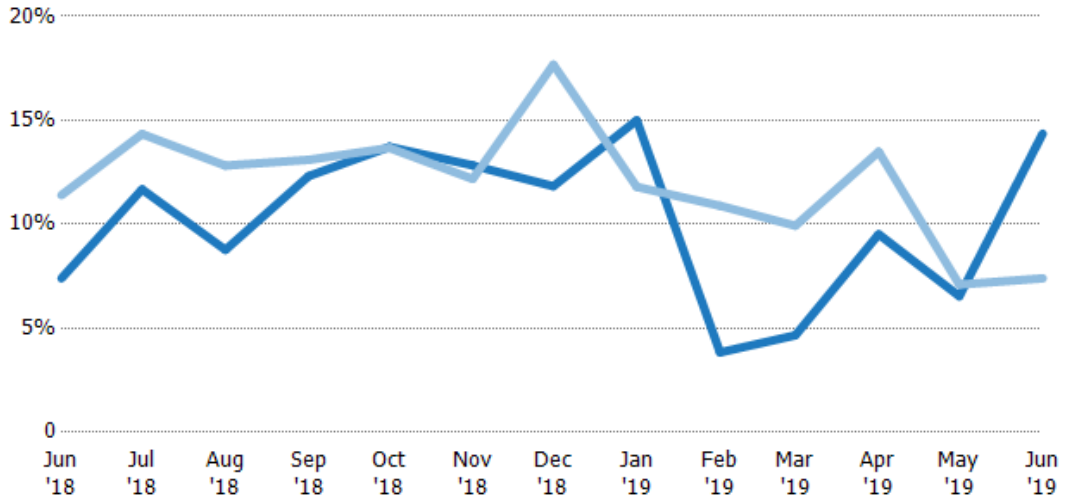
	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19
Current Year	13.5	8.56	11.4	8.11	7.29	7.79	8.45	6.67	26	21.4	10.5	15.3	6.96
Prior Year	8.77	6.97	7.8	7.63	7.31	8.21	5.66	8.47	9.18	10.1	7.41	14.1	13.5
Percent Change from Prior Year	54%	23%	46%	6%	0%	-5%	49%	-21%	183%	113%	42%	9%	-48%

## 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.
Jun '19	14%	-7%
Jun '18	7%	4%
Jun '17	11%	-58.8%

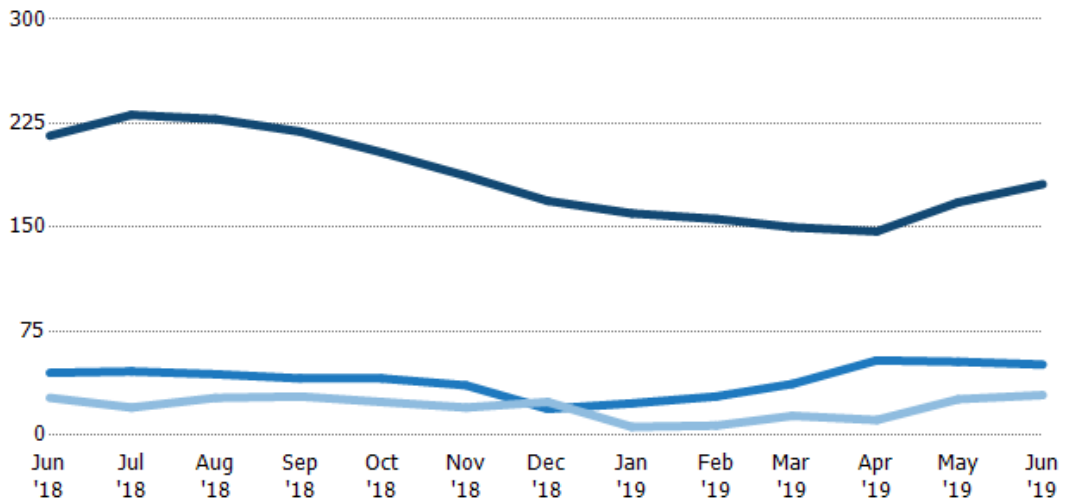
	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19
Current Year	7%	12%	9%	12%	14%	13%	12%	15%	4%	5%	10%	7%	14%
Prior Year	11%	14%	13%	13%	14%	12%	18%	12%	11%	10%	13%	7%	7%
Change from Prior Year	4%	3%	4%	1%	0%	-1%	6%	-3%	7%	5%	4%	1%	-7%

## 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



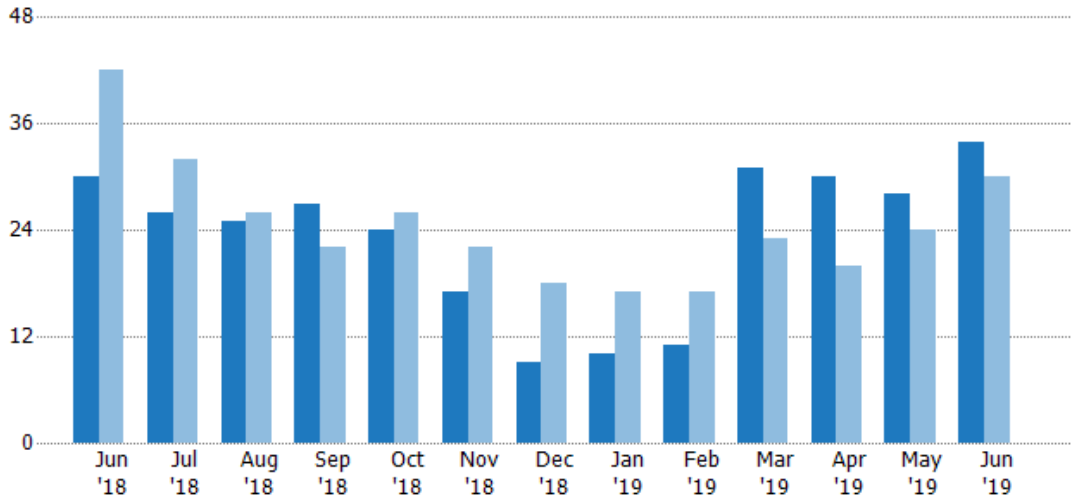
	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19
Active	216	231	228	219	204	187	169	160	156	150	147	168	181
Pending	45	46	44	41	41	36	19	23	28	37	54	53	51
Sold	27	20	27	28	24	20	24	6	7	14	11	26	29

## 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



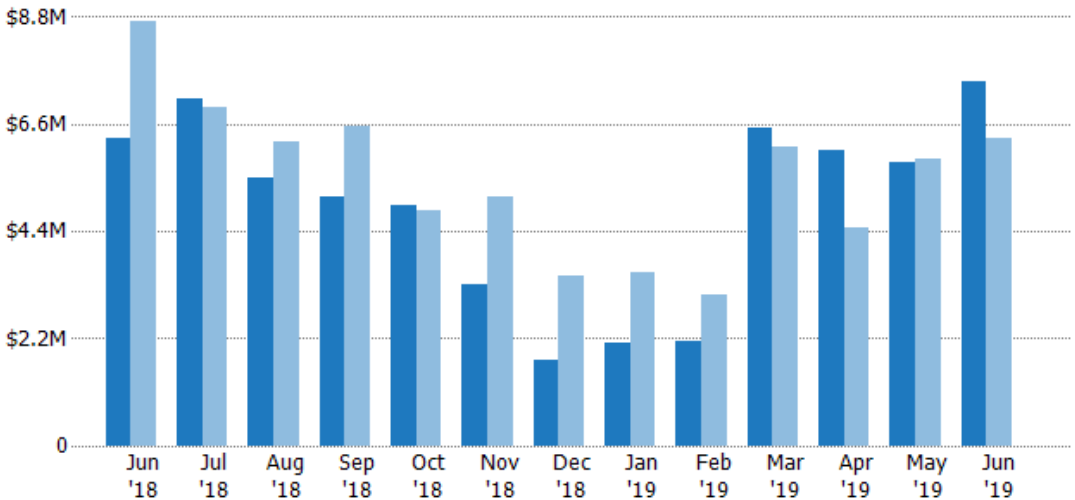
Month/Year	Current Year	Prior Year	Percent Change from Prior Year
Jun '19	34	30	13.3%
Jun '18	30	42	-28.6%
Jun '17	42	42	-45.2%

## 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
Jun '19	\$7.48M	\$6.31M	18.4%
Jun '18	\$6.31M	\$8.7M	-27.5%
Jun '17	\$8.7M	\$8.7M	-53.8%



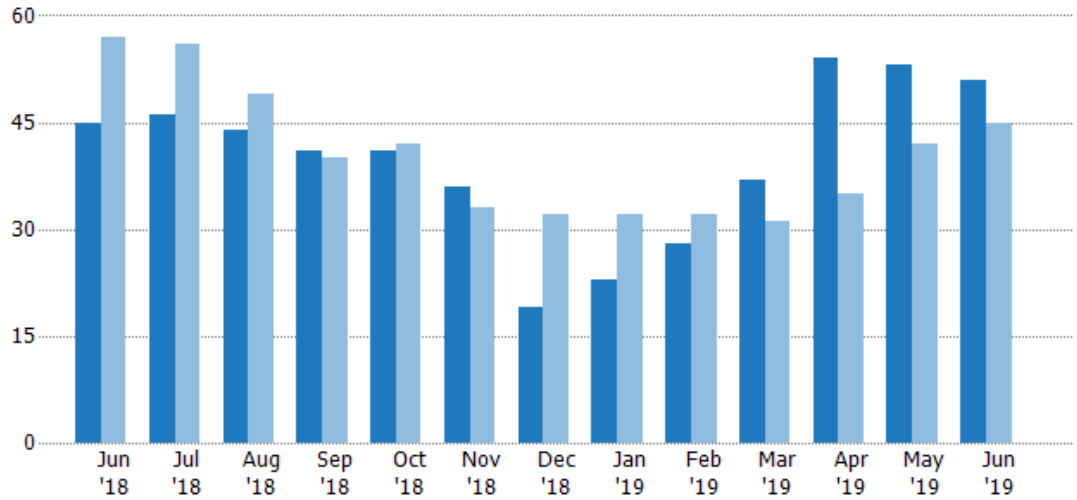
## Pending Sales

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.
Jun '19	51	13.3%
Jun '18	45	-21.1%
Jun '17	57	-15.8%



Current Year	45	46	44	41	41	36	19	23	28	37	54	53	51
Prior Year	57	56	49	40	42	33	32	32	32	31	35	42	45
Percent Change from Prior Year	-21%	-18%	-10%	3%	-2%	9%	-41%	-28%	-13%	19%	54%	26%	13%

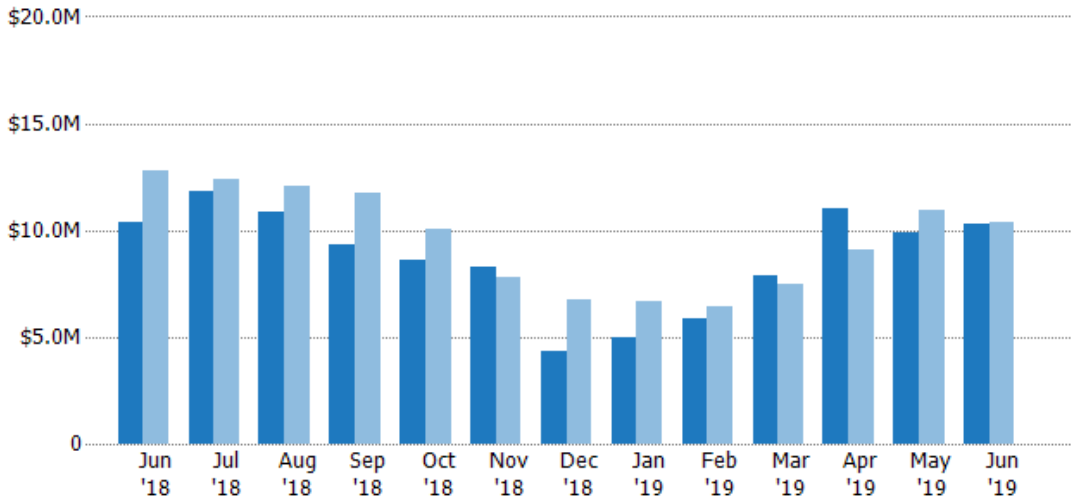
## Pending Sales Volume

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.
Jun '19	\$10.3M	-0.6%
Jun '18	\$10.4M	-19%
Jun '17	\$12.8M	-31.3%



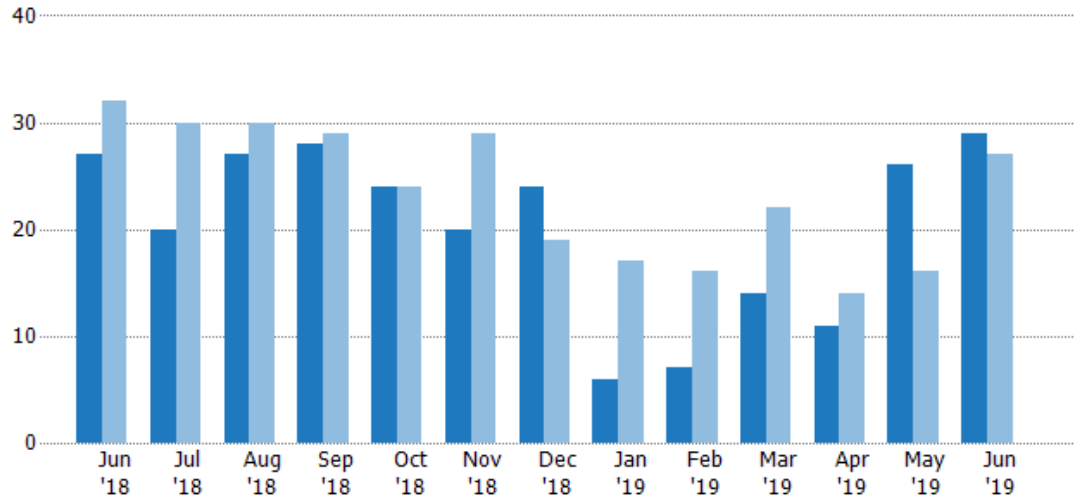
Current Year	\$10.4M	\$11.8M	\$10.8M	\$9.34M	\$8.58M	\$8.31M	\$4.37M	\$5.01M	\$5.88M	\$7.85M	\$111M	\$9.9M	\$10.3M
Prior Year	\$12.8M	\$12.4M	\$12M	\$11.7M	\$10.1M	\$7.83M	\$6.76M	\$6.7M	\$6.4M	\$7.51M	\$9.12M	\$11M	\$10.4M
Percent Change from Prior Year	-19%	-5%	-10%	-20%	-15%	6%	-35%	-25%	-8%	5%	21%	-10%	-1%

## 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



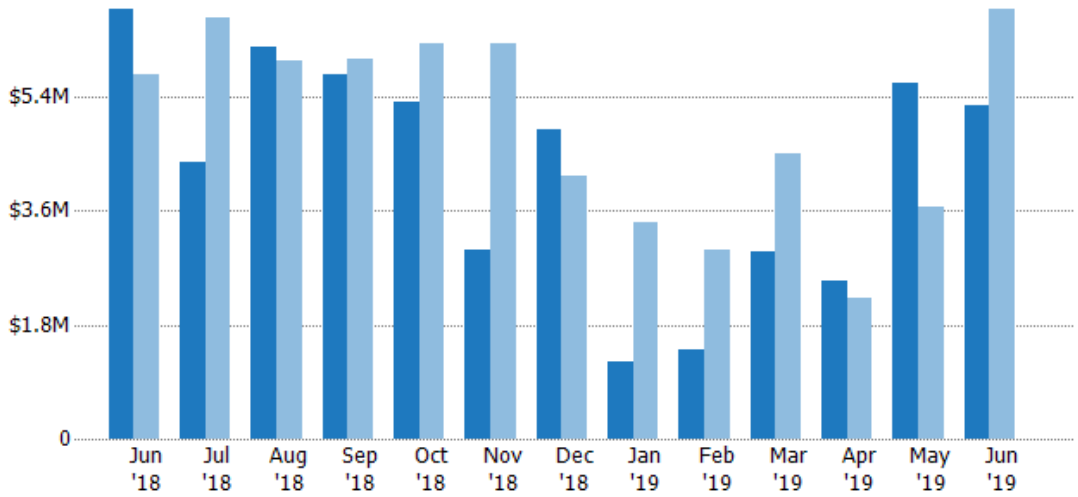
Month/Year	Count	% Chg.
Jun '19	29	7.4%
Jun '18	27	-15.6%
Jun '17	32	-40.6%

## 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



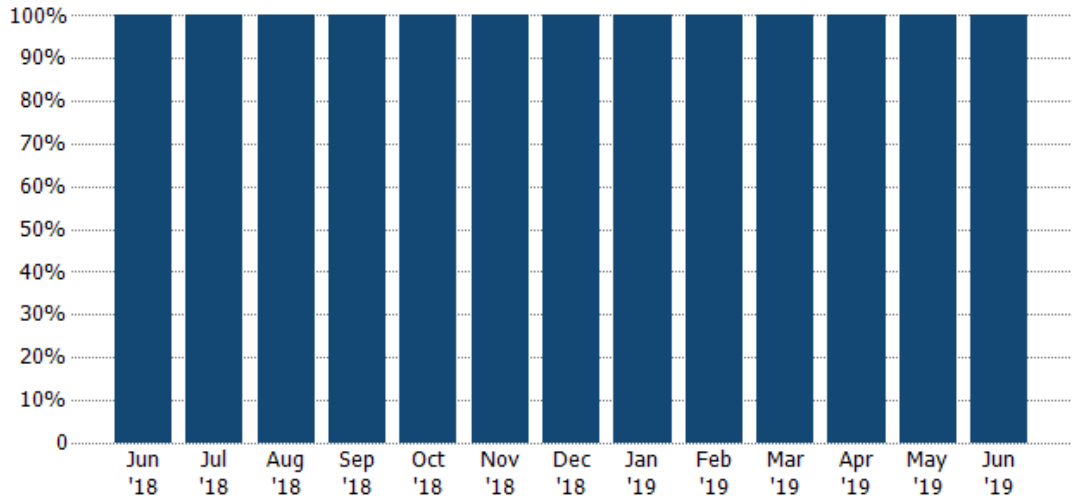
Month/Year	Volume	% Chg.
Jun '19	\$5.27M	-22.2%
Jun '18	\$6.77M	17.8%
Jun '17	\$5.75M	-26.4%

## 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

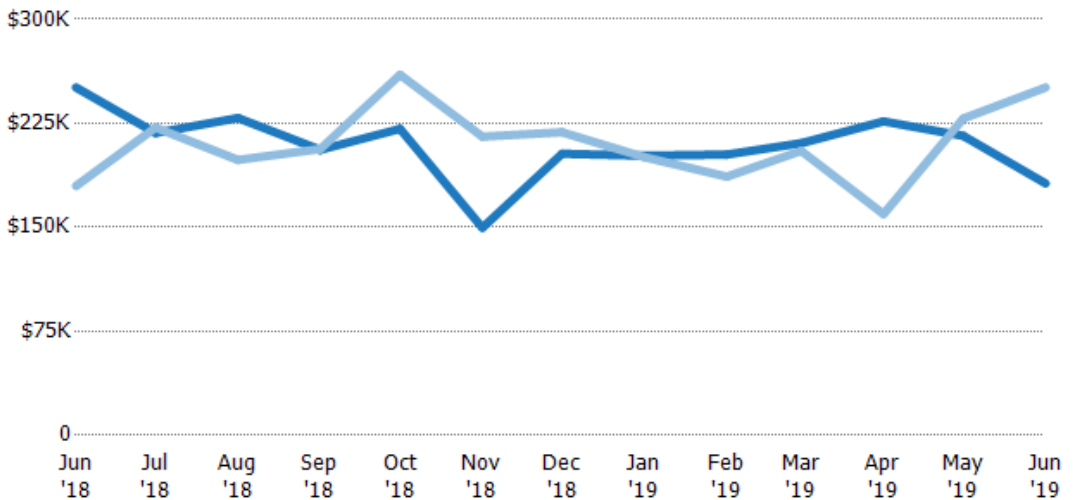
100% 100% 100% 100% 100% 100% 100% 100% 100% 100% 100% 100% 100%

## 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

\$251K \$218K \$229K \$206K \$221K \$150K \$203K \$202K \$202K \$211K \$226K \$216K \$182K  
 \$180K \$222K \$199K \$206K \$260K \$215K \$219K \$201K \$187K \$205K \$160K \$228K \$251K  
 40% -2% 15% 0% -15% -30% -7% 1% 9% 3% 42% -5% -28%

Month/ Year	Price	% Chg.
Jun '19	\$182K	-27.6%
Jun '18	\$251K	39.6%
Jun '17	\$180K	23.9%

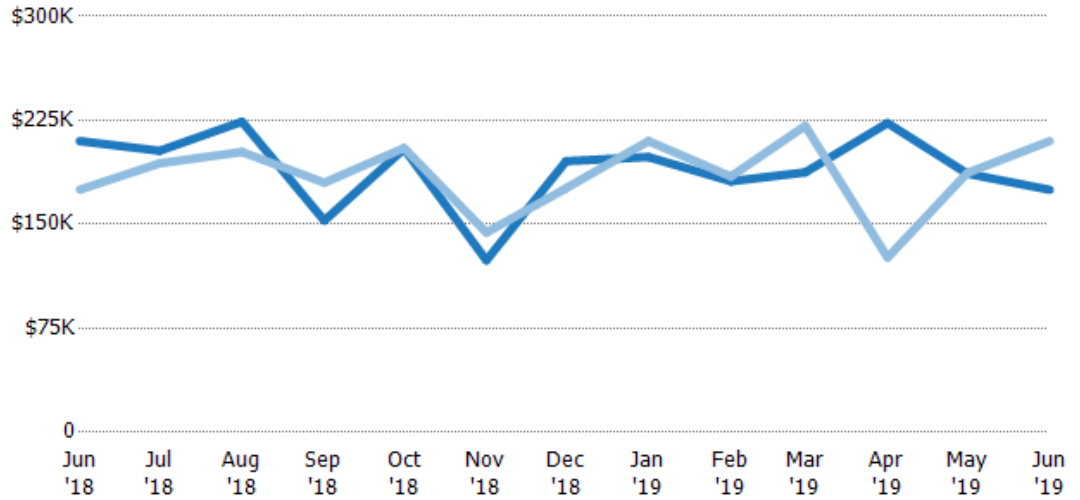
## Median Sales Price

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.
Jun '19	\$175K	-16.7%
Jun '18	\$210K	20%
Jun '17	\$175K	8.6%



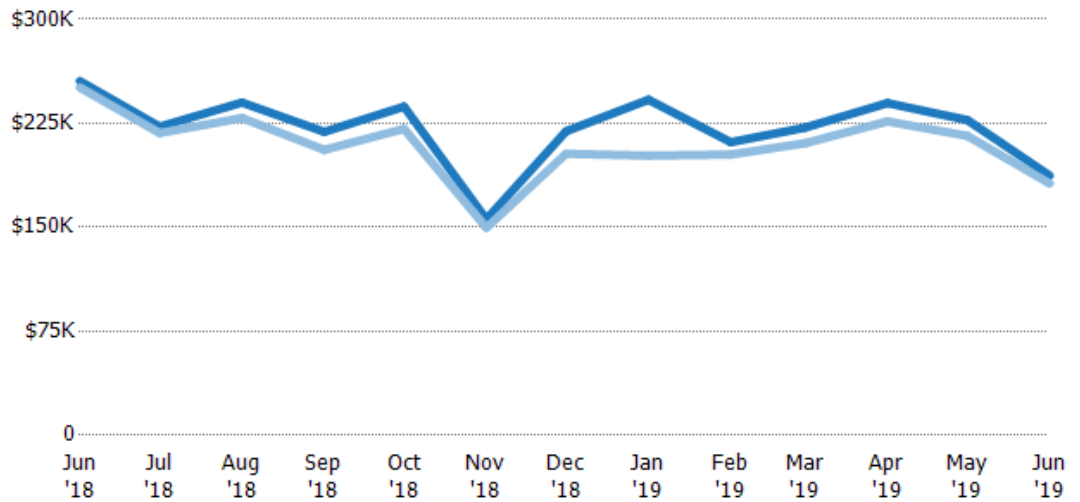
Current Year	\$210K	\$203K	\$224K	\$153K	\$204K	\$124K	\$196K	\$199K	\$181K	\$187K	\$223K	\$187K	\$175K
Prior Year	\$175K	\$194K	\$202K	\$180K	\$205K	\$144K	\$176K	\$210K	\$184K	\$221K	\$126K	\$187K	\$210K
Percent Change from Prior Year	20%	5%	11%	-15%	0%	-14%	11%	-5%	-2%	-15%	77%	0%	-17%

## 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



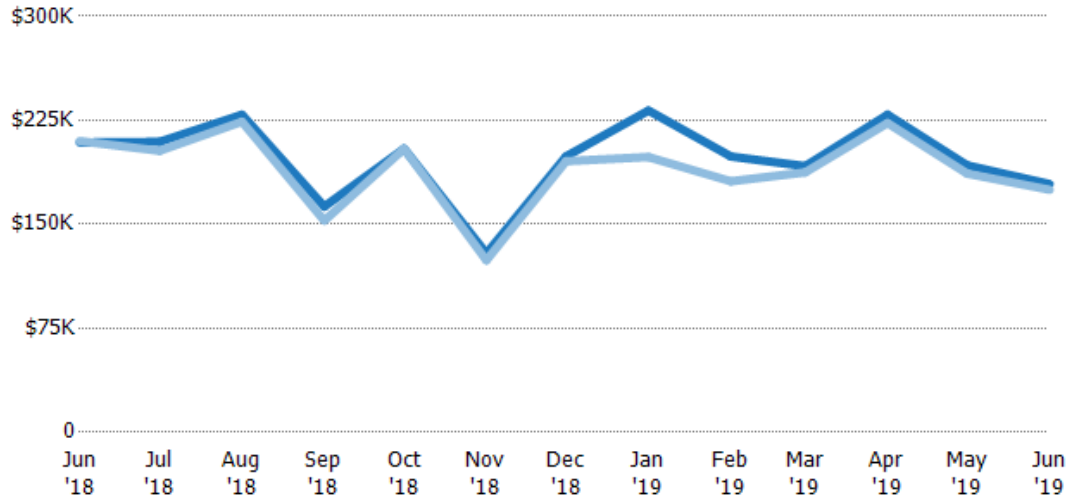
Avg List Price	\$255K	\$223K	\$240K	\$219K	\$237K	\$156K	\$219K	\$242K	\$211K	\$222K	\$240K	\$227K	\$187K
Avg Sales Price	\$251K	\$218K	\$229K	\$206K	\$221K	\$150K	\$203K	\$202K	\$202K	\$211K	\$226K	\$216K	\$182K
Avg Sales Price as a % of Avg List Price	98%	98%	95%	94%	93%	96%	93%	83%	96%	95%	94%	95%	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



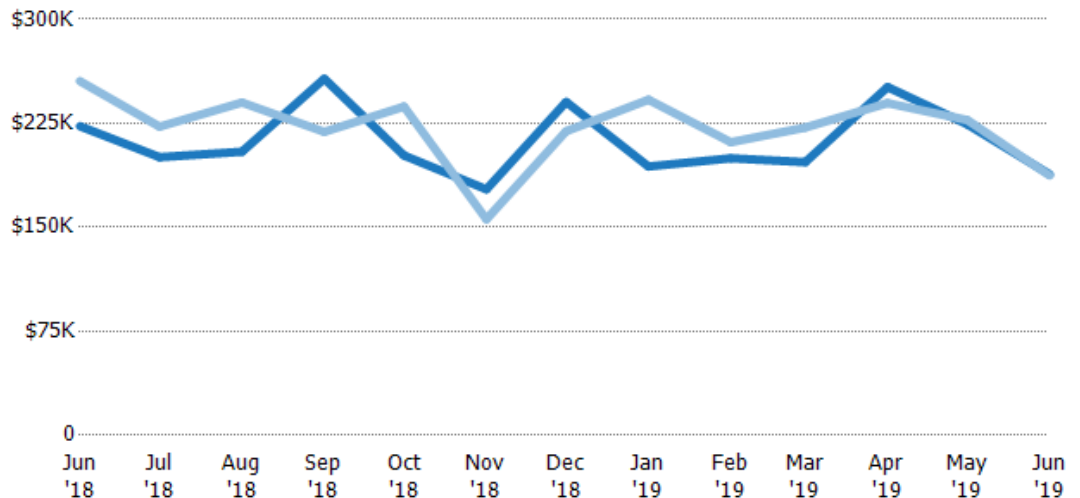
	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19
Median List Price	\$209K	\$209K	\$229K	\$163K	\$205K	\$129K	\$199K	\$232K	\$199K	\$192K	\$229K	\$192K	\$179K
Median Sales Price	\$210K	\$203K	\$224K	\$153K	\$204K	\$124K	\$196K	\$199K	\$181K	\$187K	\$223K	\$187K	\$175K
Med Sales Price as a % of Med List Price	100%	97%	98%	94%	100%	96%	98%	86%	91%	98%	97%	97%	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



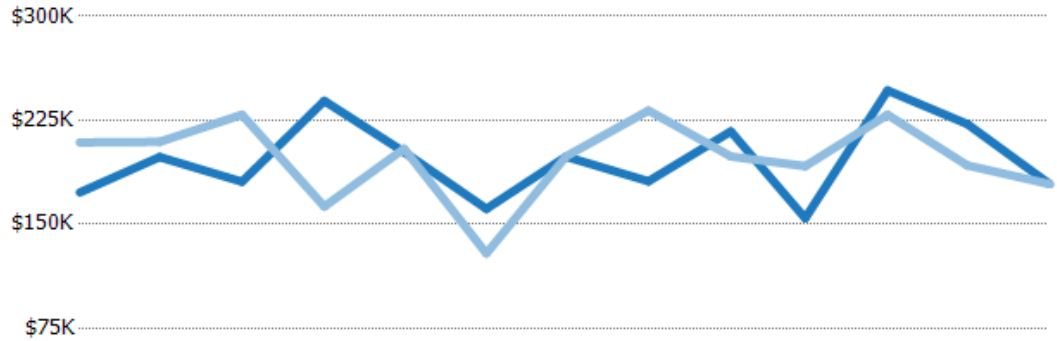
	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19
Avg Est Value	\$223K	\$201K	\$204K	\$257K	\$202K	\$177K	\$240K	\$194K	\$200K	\$197K	\$251K	\$224K	\$188K
Avg Sales Price	\$255K	\$223K	\$240K	\$219K	\$237K	\$156K	\$219K	\$242K	\$211K	\$222K	\$240K	\$227K	\$187K
Avg Sales Price as a % of Avg Est Value	115%	111%	117%	85%	117%	88%	91%	125%	106%	113%	95%	101%	100%

## 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



	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19
Median Est Value	\$173K	\$199K	\$181K	\$239K	\$202K	\$161K	\$199K	\$181K	\$217K	\$154K	\$247K	\$222K	\$179K
Median Sales Price	\$209K	\$209K	\$229K	\$163K	\$205K	\$129K	\$199K	\$232K	\$199K	\$192K	\$229K	\$192K	\$179K
Med Sales Price as a % of Med Est Value	121%	106%	127%	68%	101%	80%	100%	128%	92%	124%	93%	87%	100%