

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	Aug 2019	Aug 2018	+ / -	YTD 2019	YTD 2018	+ / -
Listing Activity Charts Metrics						
New Listing Count	46	33	+39.4%	300	312	-3.8%
New Listing Volume	\$11,270,800	\$10,332,500	+9.1%	\$80,834,800	\$84,190,278	-4%
Active Listing Count	212	230	-7.8%	N/A	N/A	
Active Listing Volume	\$64,946,800	\$66,943,277	-3%	N/A	N/A	
Average Listing Price	\$306,353	\$291,058	+5.3%	\$294,982	\$284,780	+3.6%
Median Listing Price	\$226,000	\$221,000	+2.3%	\$224,076	\$225,181	-0.5%
Median Days in RPR	92	97.5	-5.6%	109.26	131.75	-17.1%
Months of Inventory	9.6	11.5	-16.2%	8.6	8.8	-2.3%
Absorption Rate	10.38%	8.7%	+1.7%	11.67%	11.4%	+0.3%
Sales Activity Charts Metrics						
New Pending Sales Count	39	25	+56%	220	182	+20.9%
New Pending Sales Volume	\$7,947,300	\$5,509,900	+44.2%	\$47,788,078	\$42,126,350	+13.4%
Pending Sales Count	62	44	+40.9%	N/A	N/A	
Pending Sales Volume	\$13,463,000	\$10,846,500	+24.1%	N/A	N/A	
Closed Sales Count	23	27	-14.8%	141	161	-12.4%
Closed Sales Volume	\$5,848,500	\$6,177,750	-5.3%	\$29,955,480	\$34,550,250	-13.3%
Average Sales Price	\$254,283	\$228,806	+11.1%	\$212,450	\$214,598	-1%
Median Sales Price	\$220,000	\$224,000	-1.8%	\$198,313	\$200,939	-1.3%

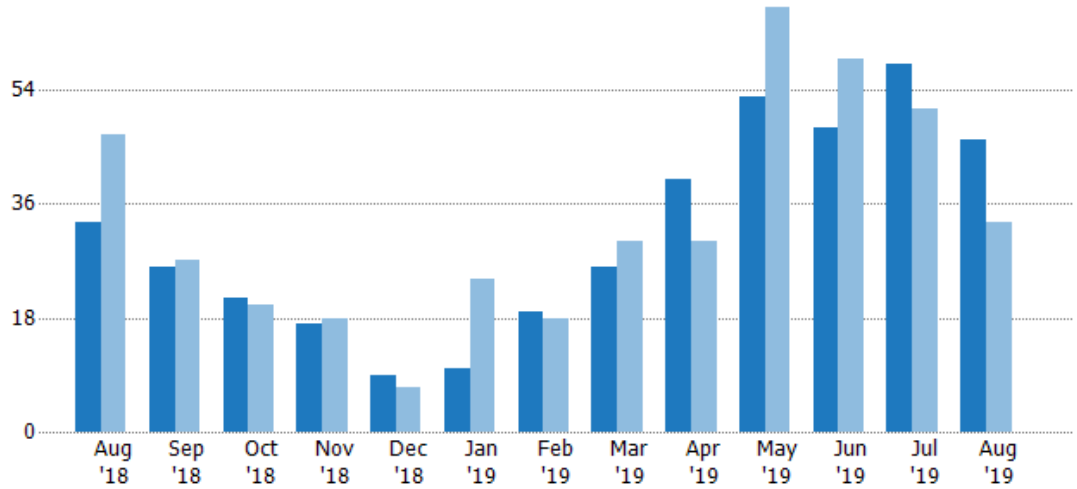
New Listings

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.
Aug '19	46	39.4%
Aug '18	33	-29.8%
Aug '17	47	0%



	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19
Current Year	33	26	21	17	9	10	19	26	40	53	48	58	46
Prior Year	47	27	20	18	7	24	18	30	30	67	59	51	33
Percent Change from Prior Year	-30%	-4%	5%	-6%	29%	-58%	6%	-13%	33%	-21%	-19%	14%	39%

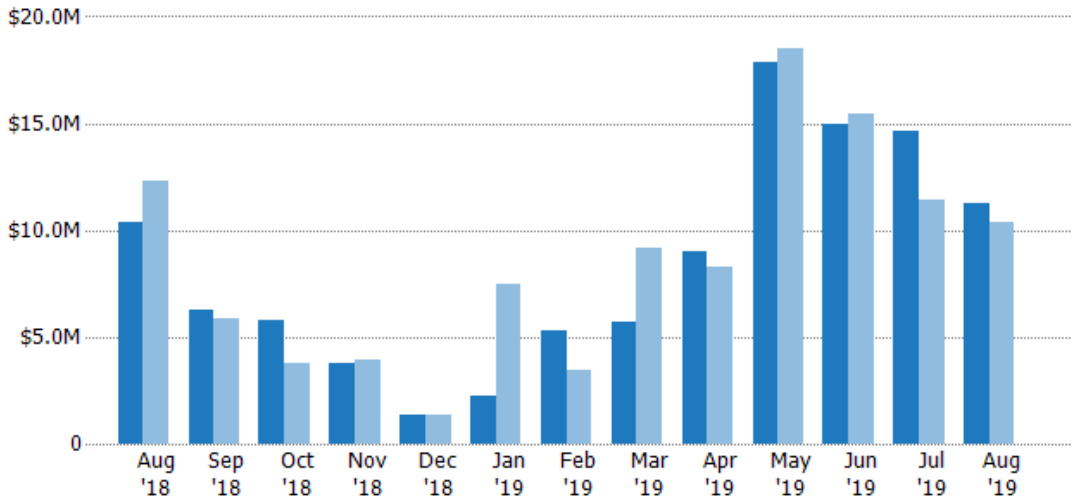
New Listing Volume

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.
Aug '19	\$11.3M	9.1%
Aug '18	\$10.3M	-16%
Aug '17	\$12.3M	16.2%



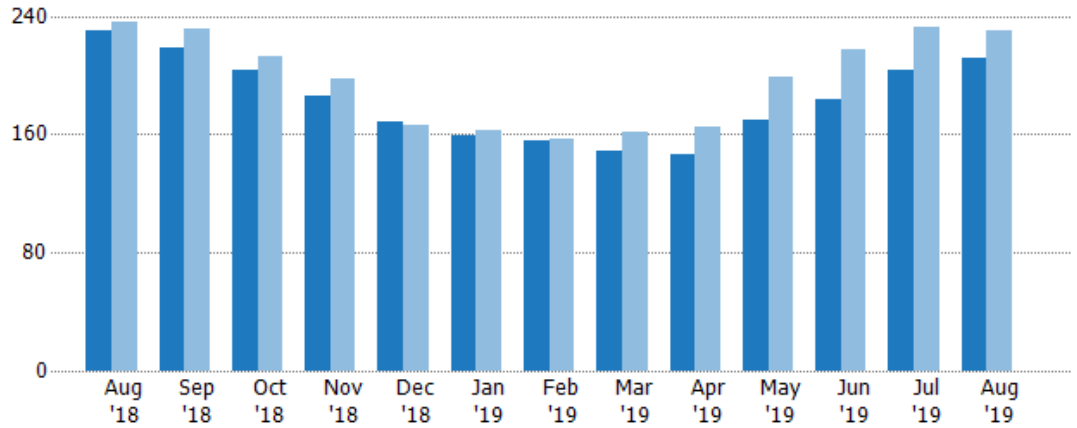
	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19
Current Year	\$10.3M	\$6.25M	\$5.76M	\$3.8M	\$1.35M	\$2.21M	\$5.27M	\$5.68M	\$8.97M	\$17.9M	\$14.9M	\$14.6M	\$11.3M
Prior Year	\$12.3M	\$5.85M	\$3.74M	\$3.94M	\$1.38M	\$7.45M	\$3.46M	\$9.2M	\$8.32M	\$18.5M	\$15.5M	\$11.4M	\$10.3M
Percent Change from Prior Year	-16%	7%	54%	-4%	-2%	-70%	52%	-38%	8%	-3%	-3%	28%	9%

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



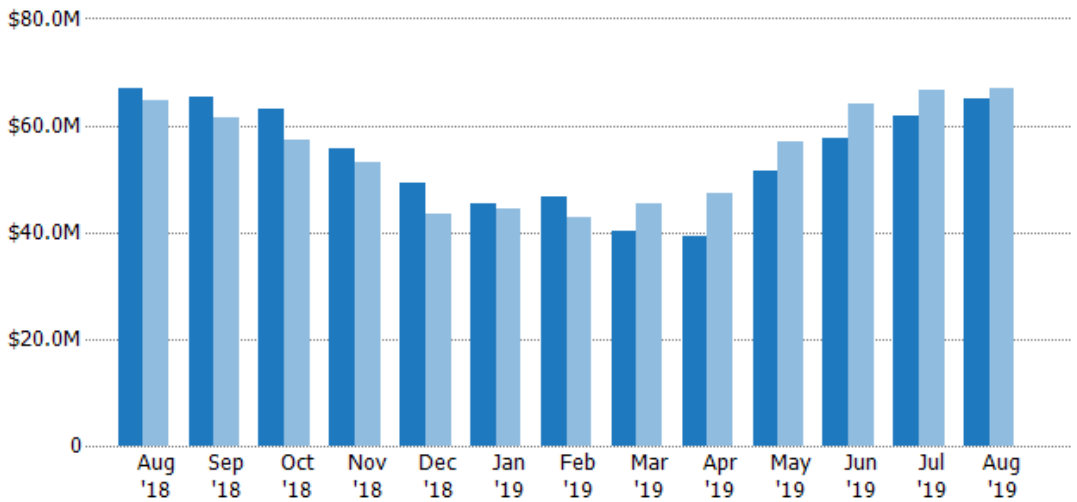
	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19
Current Year	230	219	204	186	168	159	156	149	146	170	184	204	212
Prior Year	236	231	213	198	166	163	157	162	165	199	217	233	230
Percent Change from Prior Year	-3%	-5%	-4%	-6%	1%	-2%	-1%	-8%	-12%	-15%	-15%	-12%	-8%

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



	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19
Current Year	\$66.9M	\$65.4M	\$62.9M	\$55.6M	\$49.1M	\$45.3M	\$46.5M	\$40.2M	\$39.3M	\$51.5M	\$57.6M	\$61.6M	\$64.9M
Prior Year	\$64.7M	\$61.3M	\$57.4M	\$53.1M	\$43.4M	\$44.4M	\$42.7M	\$45.4M	\$47.3M	\$57M	\$64.2M	\$66.7M	\$66.9M
Percent Change from Prior Year	3%	7%	10%	5%	13%	2%	9%	-11%	-17%	-10%	-10%	-8%	-3%

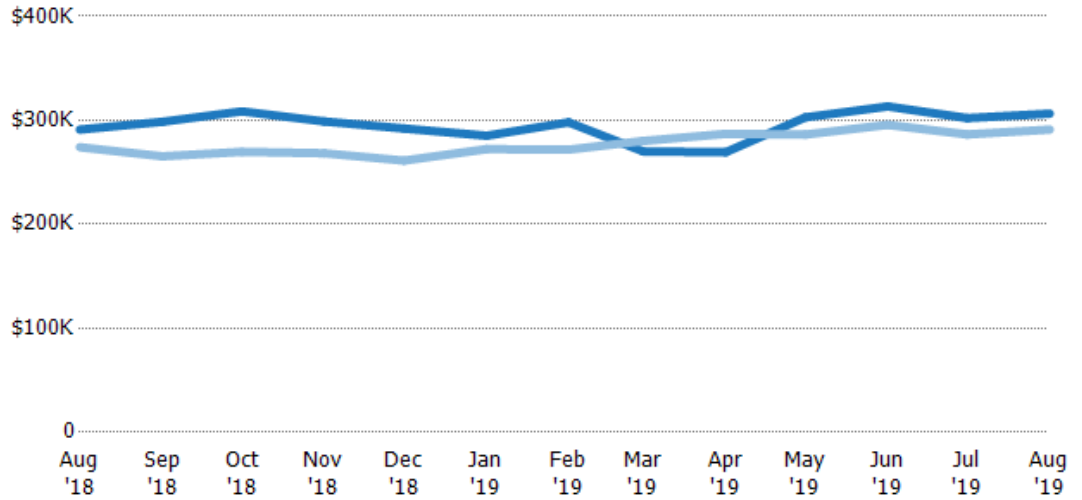
Average Listing Price

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.
Aug '19	\$306K	5.3%
Aug '18	\$291K	6.2%
Aug '17	\$274K	5.2%



Current Year	\$291K	\$299K	\$309K	\$299K	\$292K	\$285K	\$298K	\$270K	\$269K	\$303K	\$313K	\$302K	\$306K
Prior Year	\$274K	\$265K	\$270K	\$268K	\$261K	\$272K	\$272K	\$280K	\$287K	\$286K	\$296K	\$286K	\$291K
Percent Change from Prior Year	6%	13%	14%	11%	12%	5%	10%	-4%	-6%	6%	6%	5%	5%

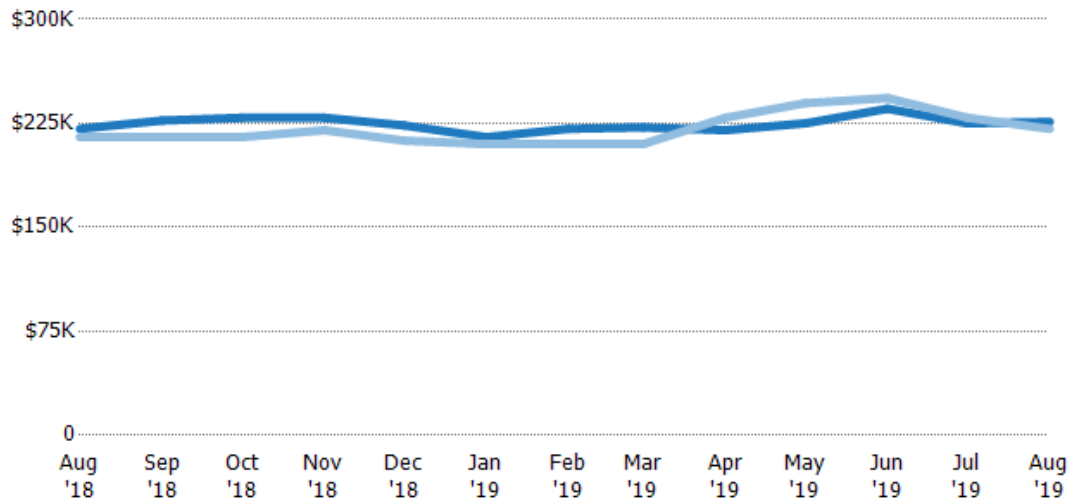
Median Listing Price

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.
Aug '19	\$226K	2.3%
Aug '18	\$221K	2.8%
Aug '17	\$215K	-2.3%



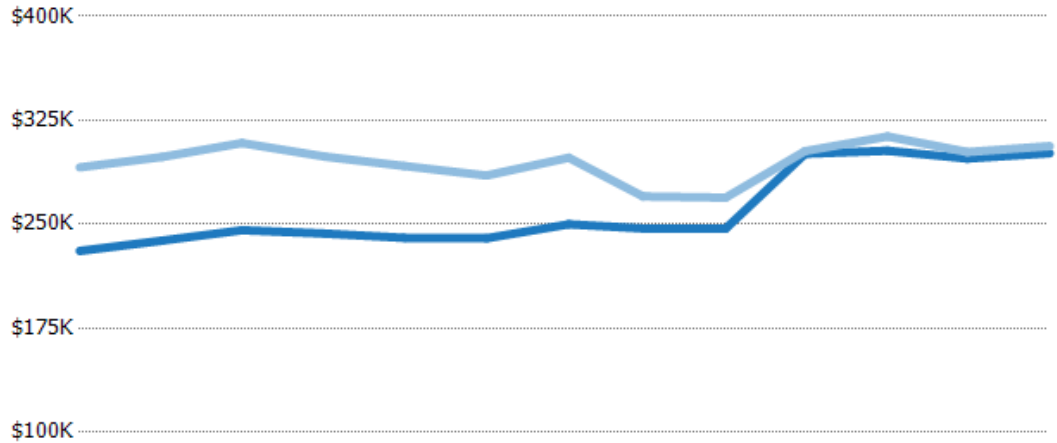
Current Year	\$221K	\$227K	\$229K	\$229K	\$223K	\$215K	\$221K	\$222K	\$220K	\$225K	\$235K	\$225K	\$226K
Prior Year	\$215K	\$215K	\$215K	\$220K	\$213K	\$210K	\$210K	\$210K	\$229K	\$240K	\$243K	\$229K	\$221K
Percent Change from Prior Year	3%	6%	7%	4%	5%	2%	5%	6%	-4%	-6%	-3%	-2%	2%

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



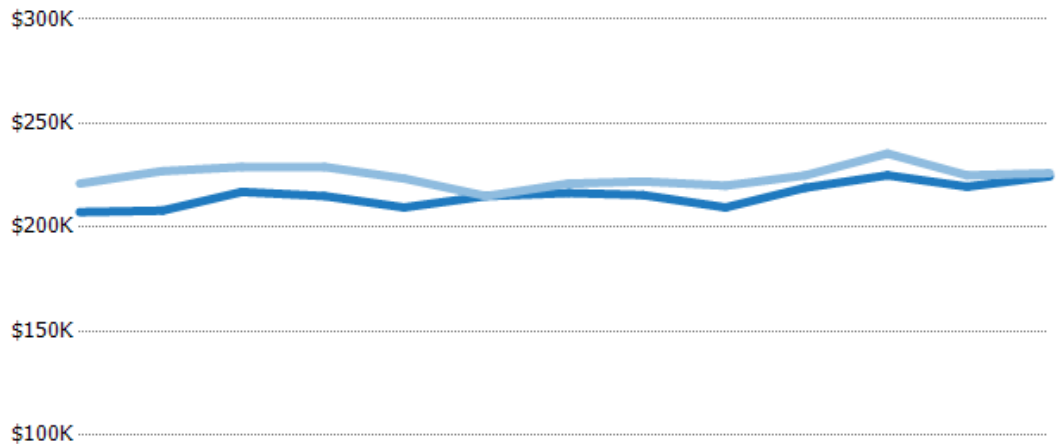
	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19
Avg Est Value	\$231K	\$238K	\$246K	\$243K	\$240K	\$240K	\$250K	\$247K	\$247K	\$301K	\$303K	\$297K	\$301K
Avg Listing Price	\$291K	\$299K	\$309K	\$299K	\$292K	\$285K	\$298K	\$270K	\$269K	\$303K	\$313K	\$302K	\$306K
Avg Listing Price as a % of Avg Est Value	126%	125%	126%	123%	122%	119%	119%	109%	109%	101%	103%	102%	102%

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



	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19
Median Est Value	\$207K	\$208K	\$217K	\$215K	\$210K	\$215K	\$217K	\$216K	\$210K	\$219K	\$225K	\$220K	\$225K
Median Listing Price	\$221K	\$227K	\$229K	\$229K	\$223K	\$215K	\$221K	\$222K	\$220K	\$225K	\$235K	\$225K	\$226K
Med Listing Price as a % of Med Est Value	107%	109%	106%	107%	107%	100%	102%	103%	105%	103%	105%	102%	101%

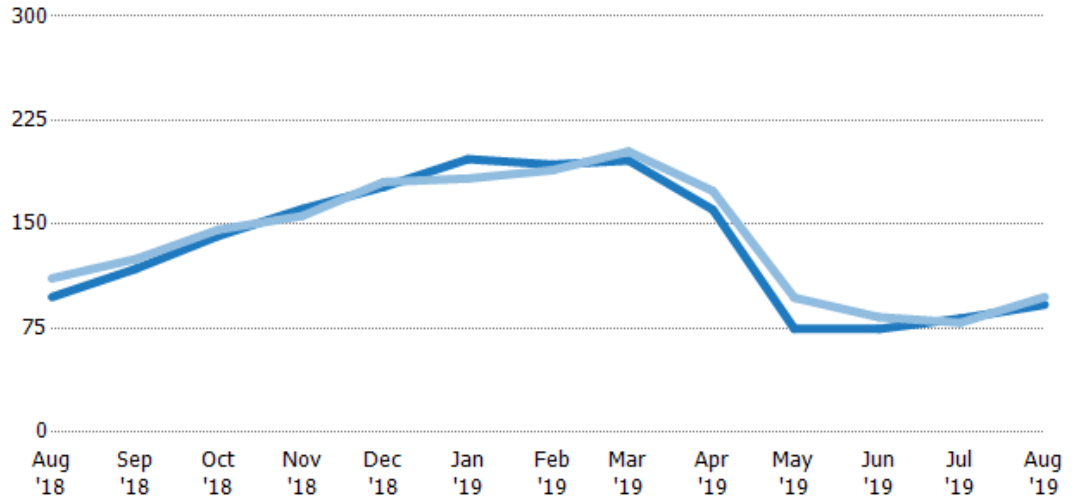
Median Days in RPR

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.
Aug '19	92	-5.6%
Aug '18	97.5	-12.2%
Aug '17	111	-3.6%



	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19
Current Year	97.5	118	142	161	177	197	193	196	161	74.5	74.5	82	92
Prior Year	111	125	146	156	181	183	189	203	174	97	83	79	97.5
Percent Change from Prior Year	-12%	-6%	-3%	3%	-2%	8%	2%	-3%	-8%	-23%	-10%	4%	-6%

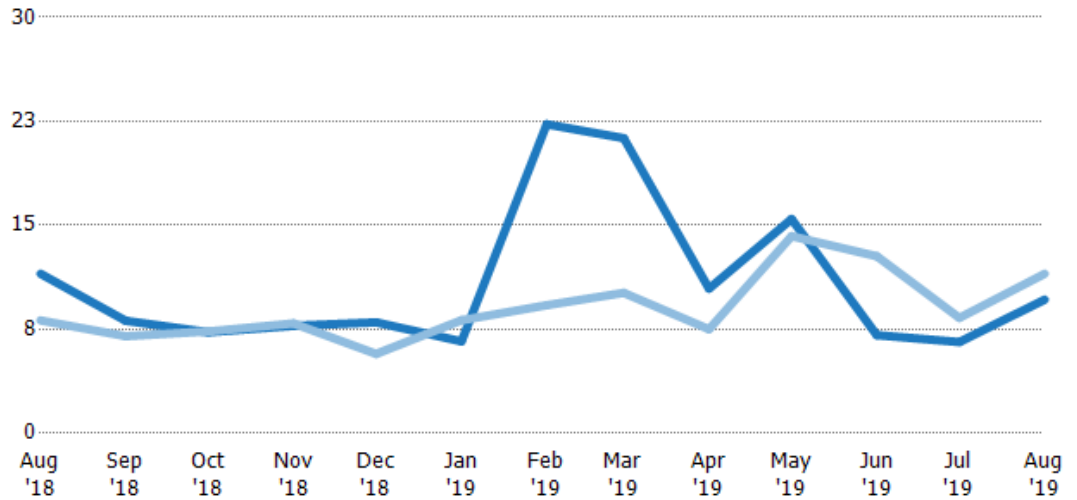
Months of Inventory

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

Month/ Year	Months	% Chg.
Aug '19	9.64	-16.2%
Aug '18	11.5	41.3%
Aug '17	8.14	55.1%



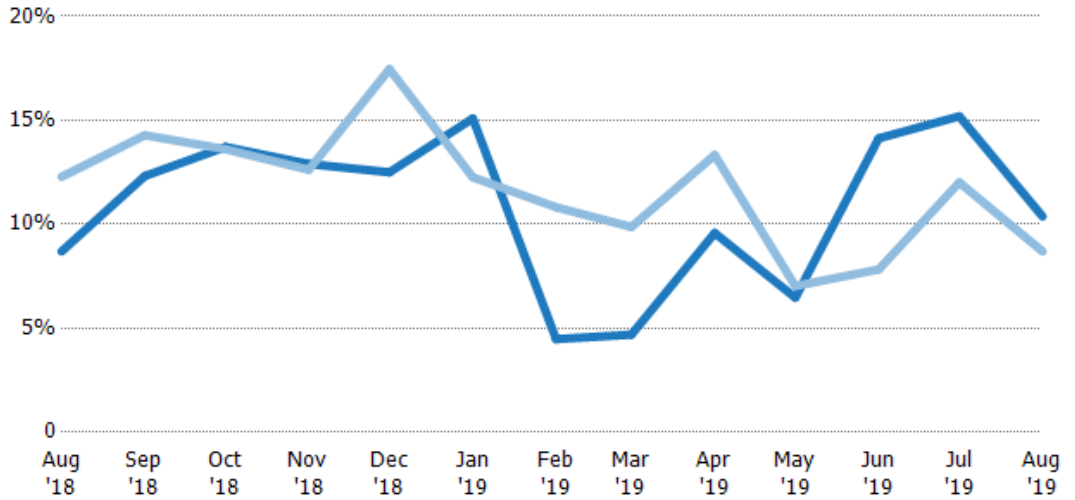
	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19
Current Year	11.5	8.11	7.29	7.75	8	6.63	22.3	21.3	10.4	15.5	7.08	6.58	9.64
Prior Year	8.14	7	7.34	7.92	5.72	8.15	9.24	10.1	7.5	14.2	12.8	8.32	11.5
Percent Change from Prior Year	41%	16%	-1%	-2%	40%	-19%	141%	110%	39%	9%	-45%	-21%	-16%

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.
Aug '19	10%	-1.7%
Aug '18	9%	3.6%
Aug '17	12%	-35.5%

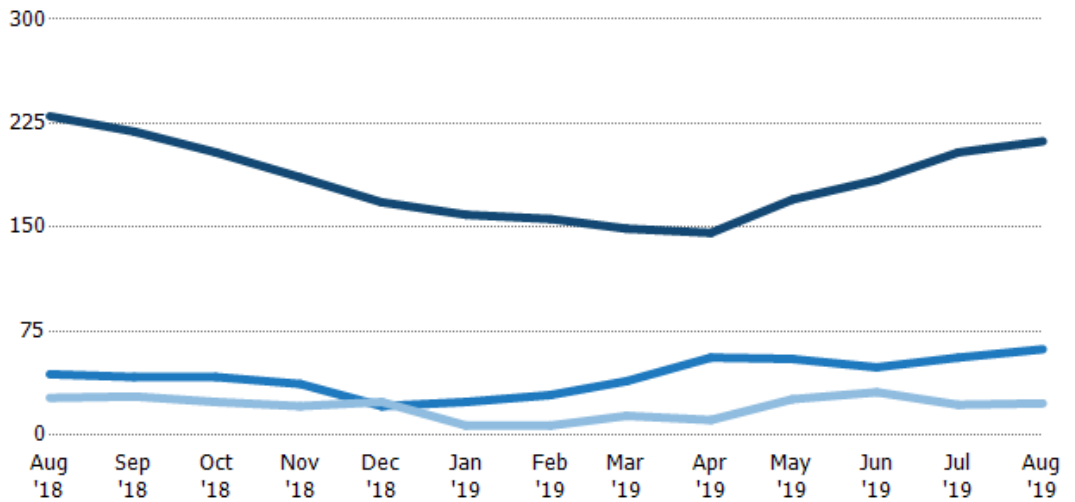
Current Year	9%	12%	14%	13%	13%	15%	4%	5%	10%	6%	14%	15%	10%
Prior Year	12%	14%	14%	13%	17%	12%	11%	10%	13%	7%	8%	12%	9%
Change from Prior Year	4%	2%	0%	0%	5%	-3%	6%	5%	4%	1%	-6%	-3%	-2%

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	230	219	204	186	168	159	156	149	146	170	184	204	212
Pending	44	42	42	37	21	24	29	39	56	55	49	56	62
Sold	27	28	24	21	24	7	7	14	11	26	31	22	23

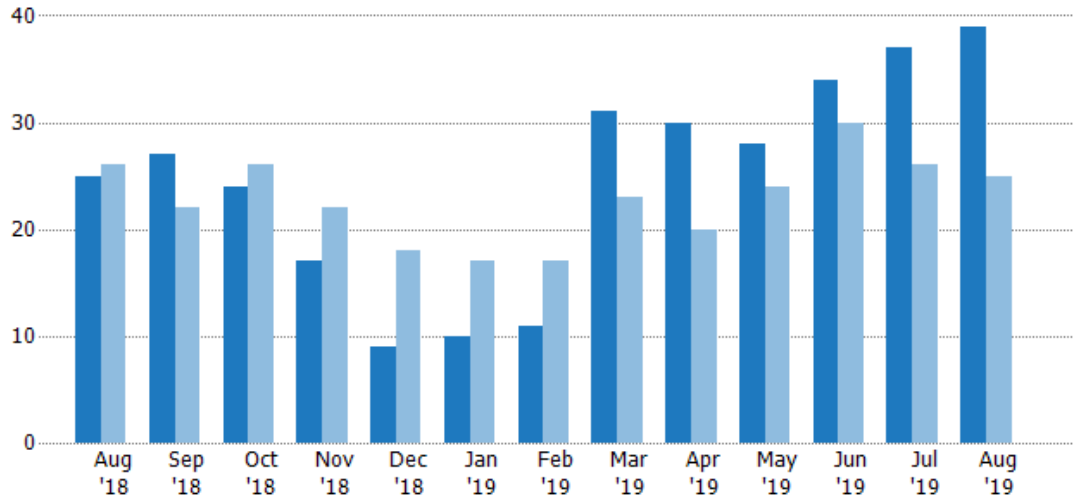
New Pending Sales

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.
Aug '19	39	56%
Aug '18	25	-3.8%
Aug '17	26	3.8%



Current Year	25	27	24	17	9	10	11	31	30	28	34	37	39
Prior Year	26	22	26	22	18	17	17	23	20	24	30	26	25
Percent Change from Prior Year	-4%	23%	-8%	-23%	-50%	-41%	-35%	35%	50%	17%	13%	42%	56%

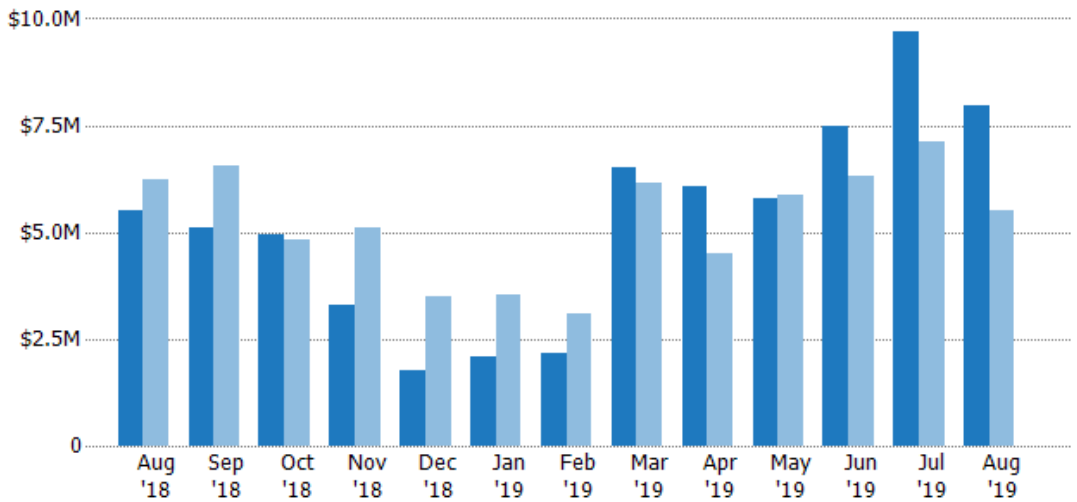
New Pending Sales Volume

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.
Aug '19	\$7.95M	44.2%
Aug '18	\$5.51M	-11.5%
Aug '17	\$6.23M	-10.2%



Current Year	\$5.51M	\$5.11M	\$4.93M	\$3.31M	\$1.77M	\$2.09M	\$2.15M	\$6.52M	\$6.08M	\$5.81M	\$7.48M	\$9.71M	\$7.95M
Prior Year	\$6.23M	\$6.55M	\$4.84M	\$5.12M	\$3.49M	\$3.54M	\$3.1M	\$6.15M	\$4.49M	\$5.89M	\$6.31M	\$7.13M	\$5.51M
Percent Change from Prior Year	-11%	-22%	2%	-35%	-49%	-41%	-31%	6%	35%	-1%	18%	36%	44%

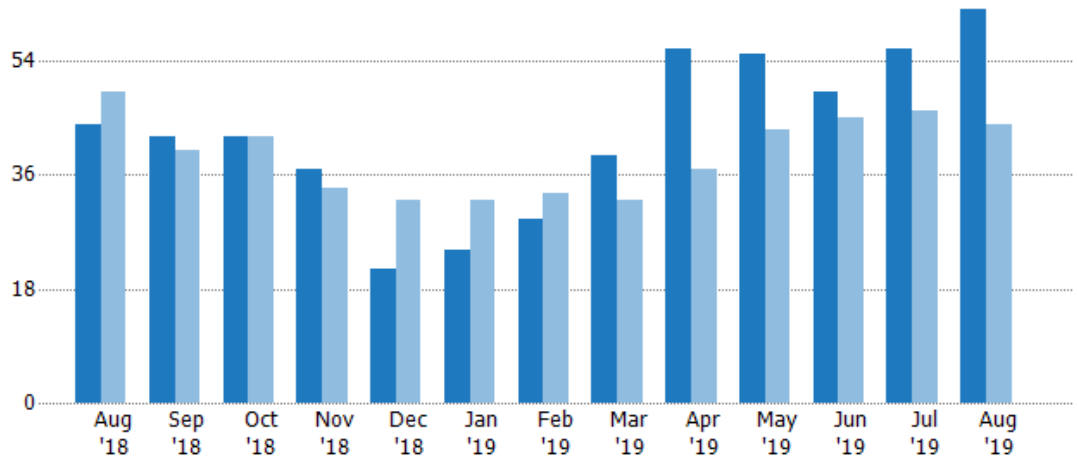
Pending Sales

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.
Aug '19	62	40.9%
Aug '18	44	-10.2%
Aug '17	49	-20.4%



Current Year	44	42	42	37	21	24	29	39	56	55	49	56	62
Prior Year	49	40	42	34	32	32	33	32	37	43	45	46	44
Percent Change from Prior Year	-10%	5%	0%	9%	-34%	-25%	-12%	22%	51%	28%	9%	22%	41%

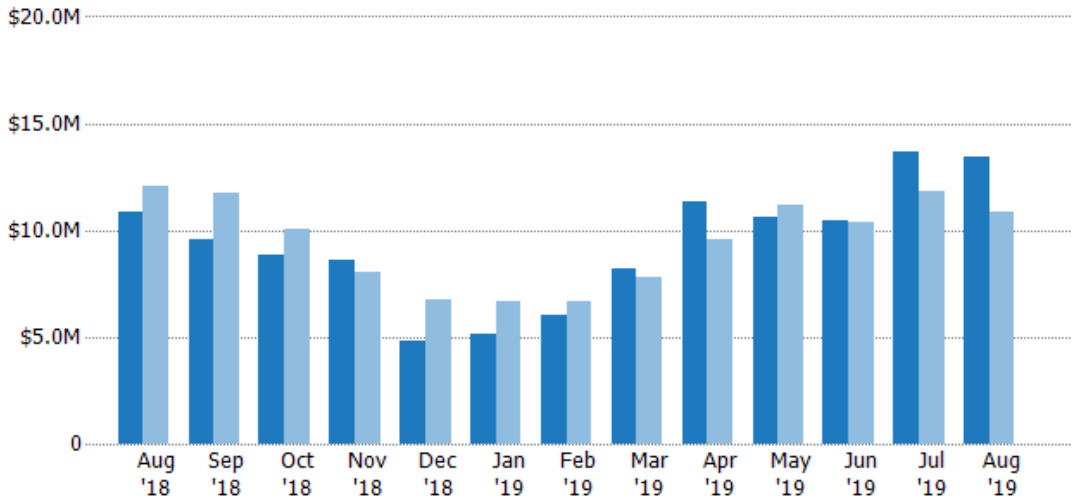
Pending Sales Volume

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.
Aug '19	\$13.5M	24.1%
Aug '18	\$10.8M	-9.8%
Aug '17	\$12M	-35.5%



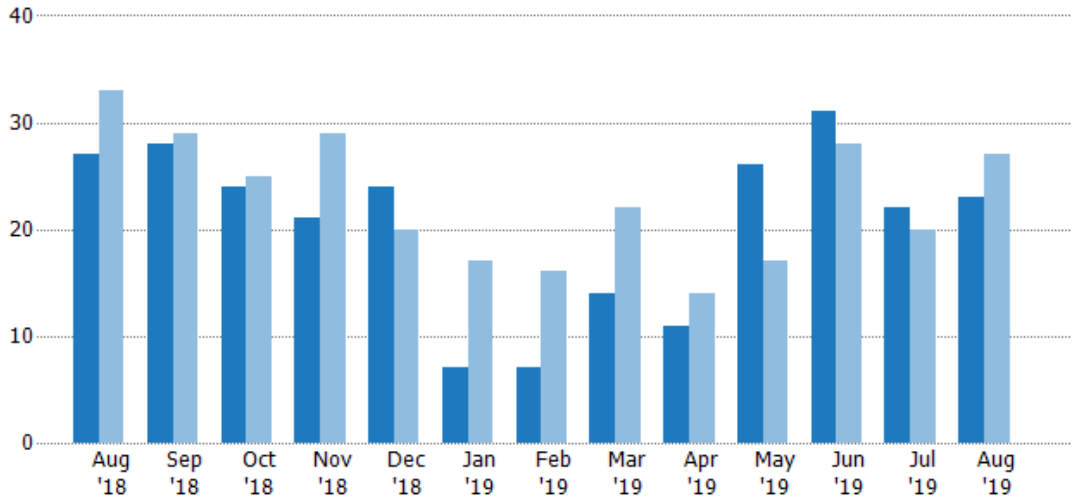
Current Year	\$10.8M	\$9.6M	\$8.84M	\$8.62M	\$4.8M	\$5.14M	\$6.01M	\$8.16M	\$11.3M	\$10.6M	\$10.4M	\$13.7M	\$13.5M
Prior Year	\$12M	\$11.7M	\$10.1M	\$8.04M	\$6.76M	\$6.7M	\$6.66M	\$7.77M	\$9.58M	\$11.2M	\$10.4M	\$11.8M	\$10.8M
Percent Change from Prior Year	-10%	-18%	-12%	7%	-29%	-23%	-10%	5%	18%	-5%	1%	16%	24%

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



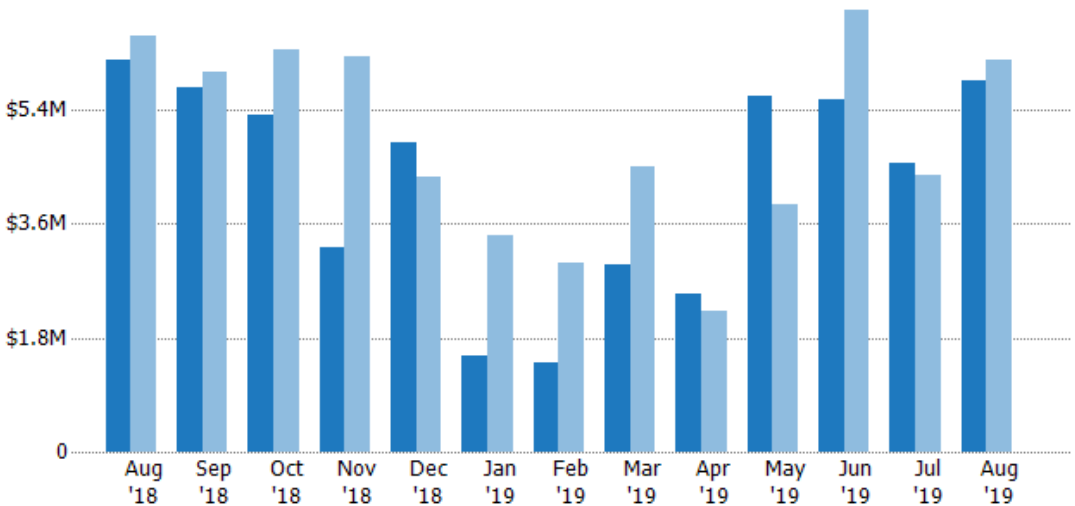
	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19
Current Year	27	28	24	21	24	7	7	14	11	26	31	22	23
Prior Year	33	29	25	29	20	17	16	22	14	17	28	20	27
Percent Change from Prior Year	-18%	-3%	-4%	-28%	20%	-59%	-56%	-36%	-21%	53%	11%	10%	-15%

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



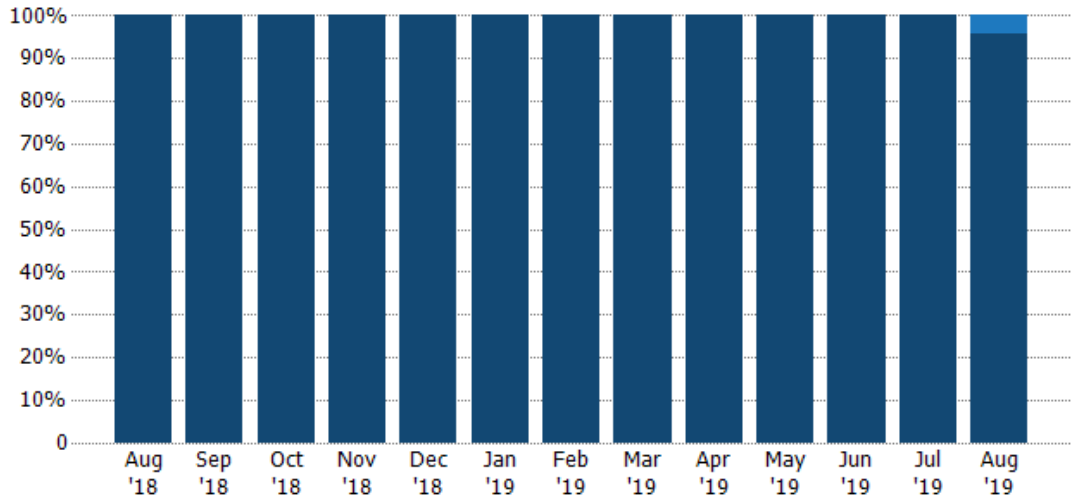
	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19
Current Year	\$6.18M	\$5.76M	\$5.3M	\$3.23M	\$4.87M	\$1.51M	\$1.42M	\$2.95M	\$2.49M	\$5.61M	\$5.57M	\$4.55M	\$5.85M
Prior Year	\$6.56M	\$5.99M	\$6.35M	\$6.25M	\$4.35M	\$3.41M	\$2.98M	\$4.51M	\$2.23M	\$3.89M	\$6.98M	\$4.36M	\$6.18M
Percent Change from Prior Year	-6%	-4%	-16%	-48%	12%	-56%	-53%	-35%	11%	44%	-20%	4%	-5%

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



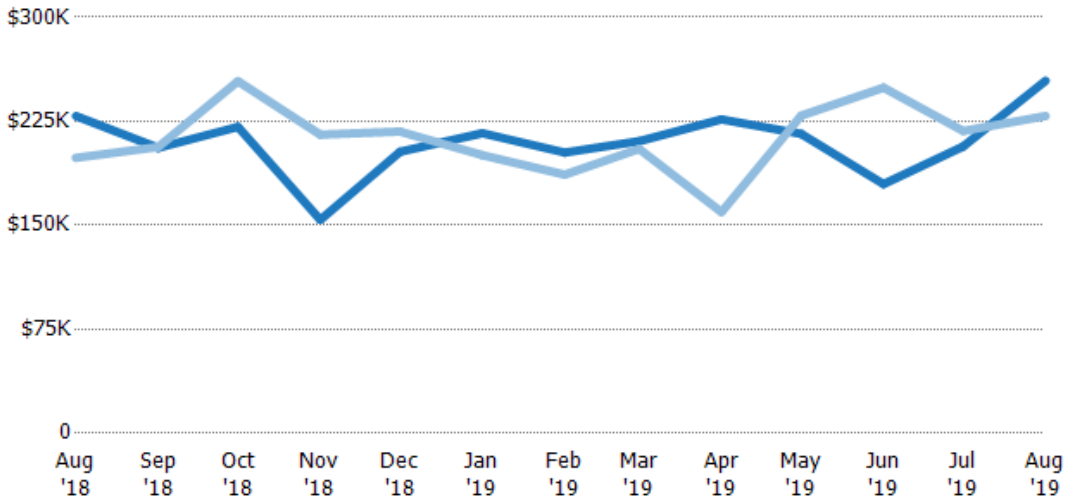
Condo/Townhouse	-	-	-	-	-	-	-	-	-	-	-	-	-	4%
Single Family Residence	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	96%

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	\$229K	\$206K	\$221K	\$154K	\$203K	\$216K	\$202K	\$211K	\$226K	\$216K	\$180K	\$207K	\$254K
Prior Year	\$199K	\$206K	\$254K	\$215K	\$218K	\$201K	\$187K	\$205K	\$160K	\$229K	\$249K	\$218K	\$229K
Percent Change from Prior Year	15%	0%	-13%	-29%	-7%	8%	9%	3%	42%	-6%	-28%	-5%	11%

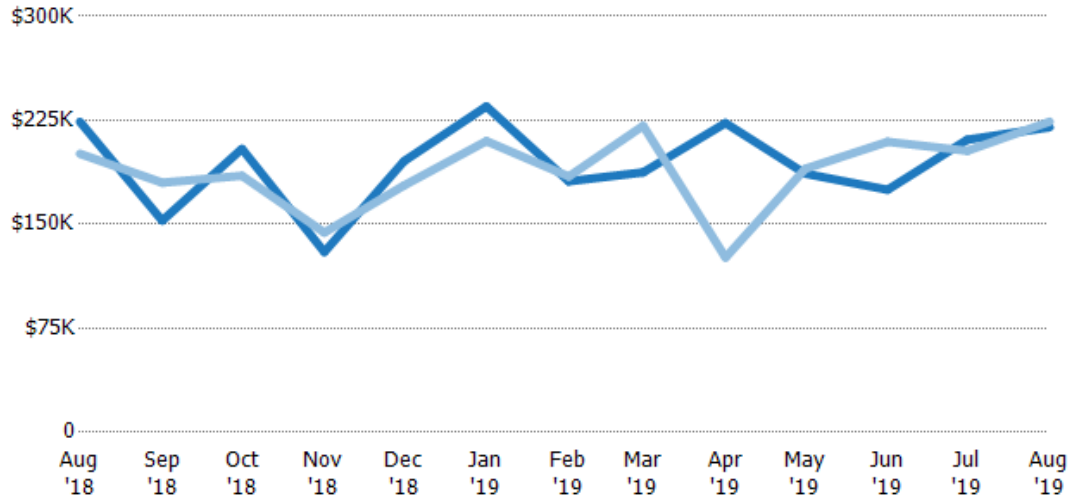
Median Sales Price

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.
Aug '19	\$220K	-1.8%
Aug '18	\$224K	11.5%
Aug '17	\$201K	-9.8%



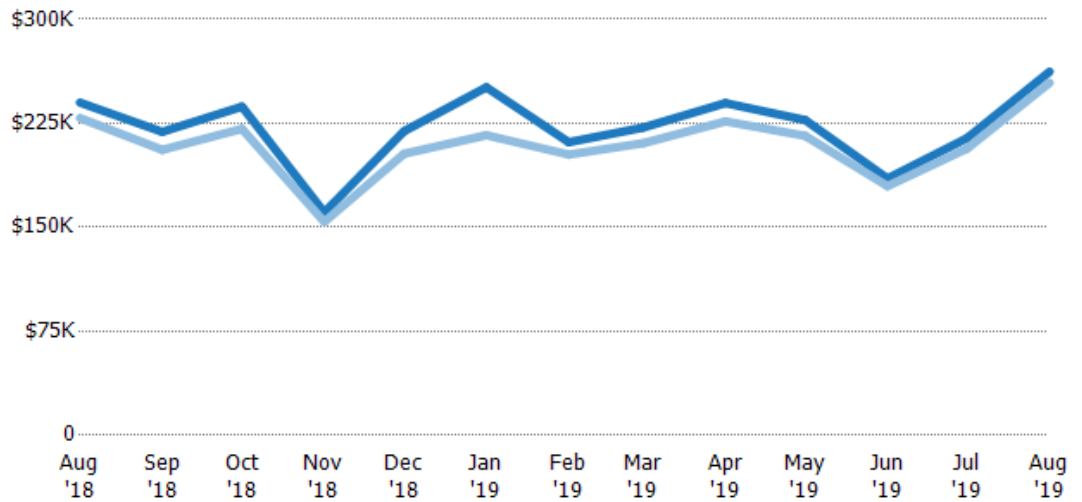
Current Year	\$224K	\$153K	\$204K	\$130K	\$196K	\$235K	\$181K	\$187K	\$223K	\$187K	\$175K	\$211K	\$220K
Prior Year	\$201K	\$180K	\$185K	\$144K	\$178K	\$210K	\$184K	\$221K	\$126K	\$190K	\$210K	\$203K	\$224K
Percent Change from Prior Year	12%	-15%	11%	-10%	10%	12%	-2%	-15%	77%	-2%	-17%	4%	-2%

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



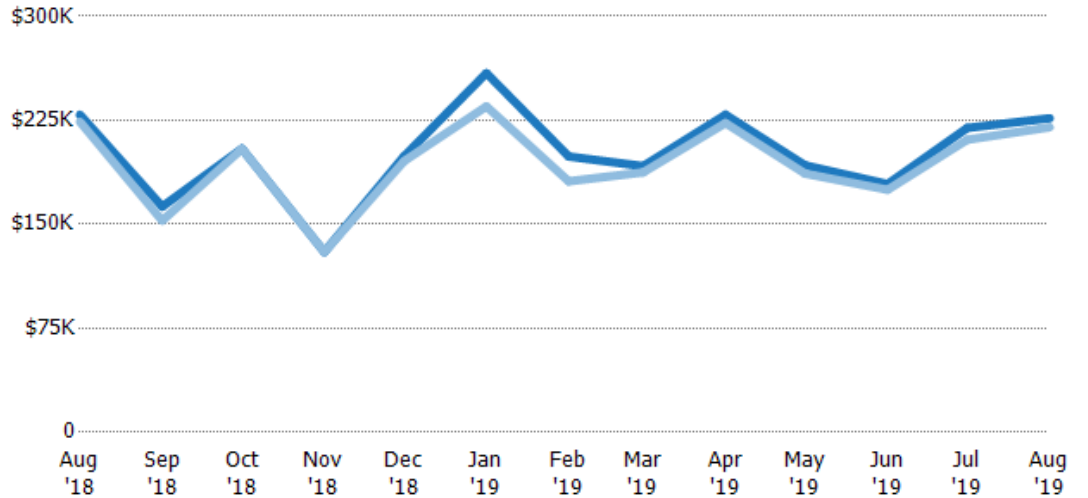
Avg List Price	\$240K	\$219K	\$237K	\$161K	\$219K	\$251K	\$211K	\$222K	\$240K	\$227K	\$185K	\$214K	\$262K
Avg Sales Price	\$229K	\$206K	\$221K	\$154K	\$203K	\$216K	\$202K	\$211K	\$226K	\$216K	\$180K	\$207K	\$254K
Avg Sales Price as a % of Avg List Price	95%	94%	93%	96%	93%	86%	96%	95%	94%	95%	97%	96%	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



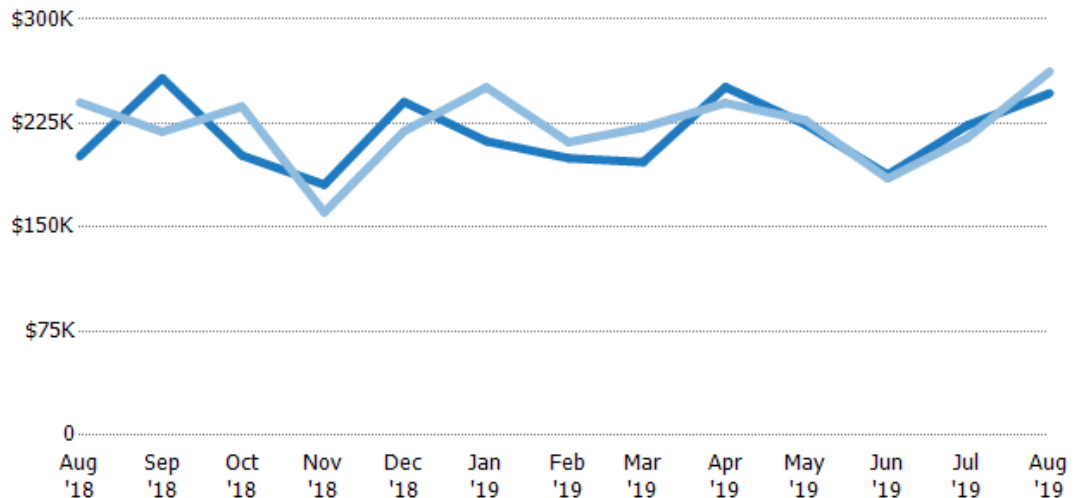
	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19
Median List Price	\$229K	\$163K	\$205K	\$130K	\$199K	\$259K	\$199K	\$192K	\$229K	\$192K	\$179K	\$220K	\$227K
Median Sales Price	\$224K	\$153K	\$204K	\$130K	\$196K	\$235K	\$181K	\$187K	\$223K	\$187K	\$175K	\$211K	\$220K
Med Sales Price as a % of Med List Price	98%	94%	100%	100%	98%	91%	91%	98%	97%	97%	98%	96%	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



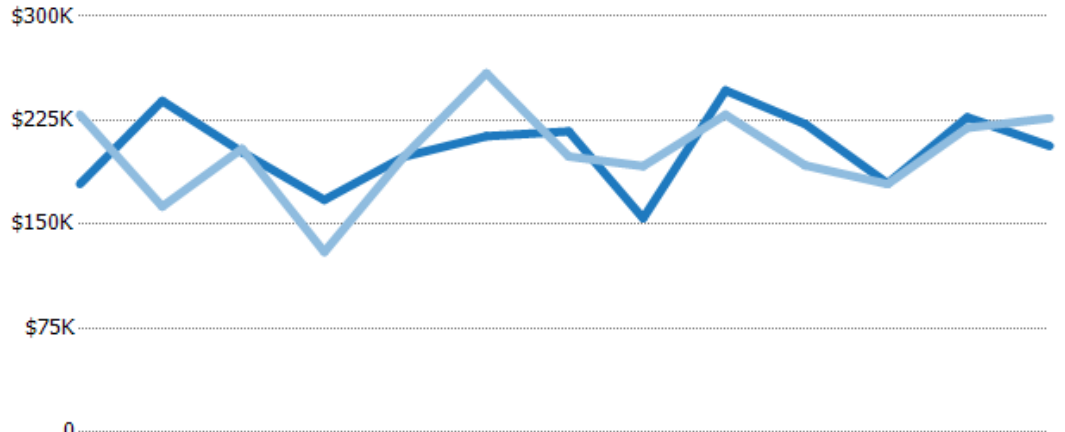
	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19
Avg Est Value	\$201K	\$258K	\$202K	\$181K	\$240K	\$212K	\$200K	\$197K	\$251K	\$224K	\$188K	\$223K	\$247K
Avg Sales Price	\$240K	\$219K	\$237K	\$161K	\$219K	\$251K	\$211K	\$222K	\$240K	\$227K	\$185K	\$214K	\$262K
Avg Sales Price as a % of Avg Est Value	119%	85%	117%	89%	91%	118%	106%	113%	95%	101%	99%	96%	106%

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



	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19
Median Est Value	\$179K	\$239K	\$202K	\$168K	\$199K	\$214K	\$217K	\$154K	\$247K	\$222K	\$180K	\$227K	\$207K
Median Sales Price	\$229K	\$163K	\$205K	\$130K	\$199K	\$259K	\$199K	\$192K	\$229K	\$192K	\$179K	\$220K	\$227K
Med Sales Price as a % of Med Est Value	128%	68%	101%	78%	100%	121%	92%	124%	93%	87%	100%	97%	110%