

## 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	Jul 2019	Jul 2018	+ / -	YTD 2019	YTD 2018	+ / -
<b>Listing Activity Charts Metrics</b>						
New Listing Count	58	51	+13.7%	254	279	-9%
New Listing Volume	\$14,612,200	\$11,431,200	+27.8%	\$69,564,000	\$73,857,778	-5.8%
Active Listing Count	204	233	-12.4%	N/A	N/A	
Active Listing Volume	\$61,633,000	\$66,732,677	-7.6%	N/A	N/A	
Average Listing Price	\$302,123	\$286,406	+5.5%	\$293,016	\$283,666	+3.3%
Median Listing Price	\$224,950	\$229,000	-1.8%	\$224,393	\$225,924	-0.7%
Median Days in RPR	82	79	+3.8%	112.68	138.65	-18.7%
Months of Inventory	6.6	8.3	-20.9%	8.8	9.3	-6%
Absorption Rate	15.2%	12.02%	+3.2%	11.41%	10.73%	+0.7%
<b>Sales Activity Charts Metrics</b>						
New Pending Sales Count	37	26	+42.3%	181	157	+15.3%
New Pending Sales Volume	\$9,739,600	\$7,131,600	+36.6%	\$39,867,778	\$36,616,450	+8.9%
Pending Sales Count	57	46	+23.9%	N/A	N/A	
Pending Sales Volume	\$13,996,600	\$11,815,300	+18.5%	N/A	N/A	
Closed Sales Count	22	20	+10%	118	134	-11.9%
Closed Sales Volume	\$4,550,850	\$4,360,000	+4.4%	\$24,106,980	\$28,372,500	-15%
Average Sales Price	\$206,857	\$218,000	-5.1%	\$204,296	\$211,735	-3.5%
Median Sales Price	\$211,000	\$203,000	+3.9%	\$194,086	\$196,293	-1.1%

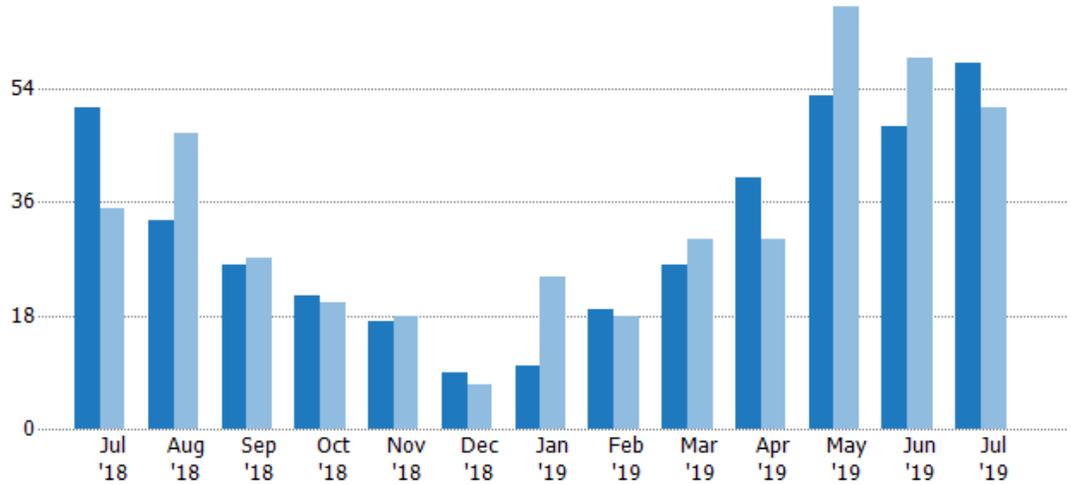
## New Listings

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.
Jul '19	58	13.7%
Jul '18	51	45.7%
Jul '17	35	-5.7%



Current Year	51	33	26	21	17	9	10	19	26	40	53	48	58
Prior Year	35	47	27	20	18	7	24	18	30	30	67	59	51
Percent Change from Prior Year	46%	-30%	-4%	5%	-6%	29%	-58%	6%	-13%	33%	-21%	-19%	14%

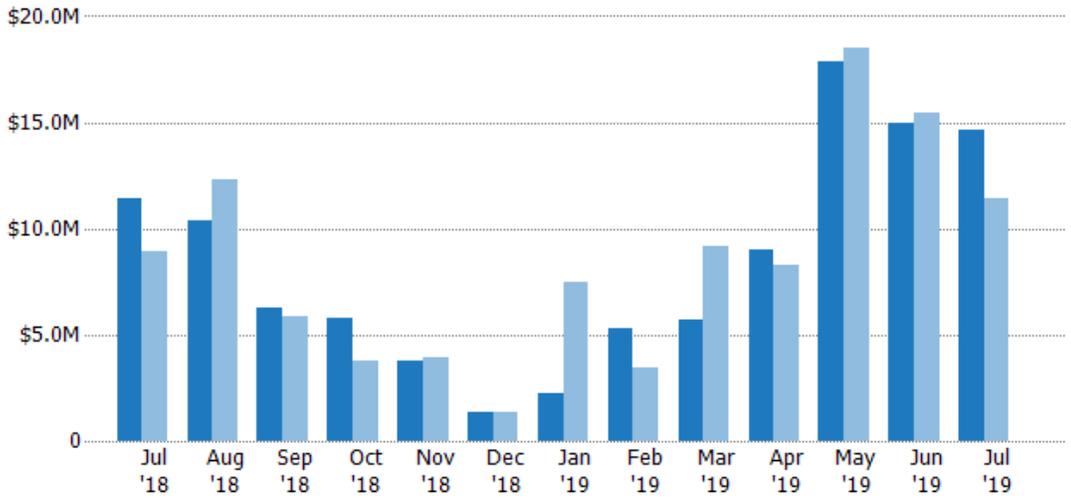
## New Listing Volume

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.
Jul '19	\$14.6M	27.8%
Jul '18	\$11.4M	27.8%
Jul '17	\$8.95M	-15%



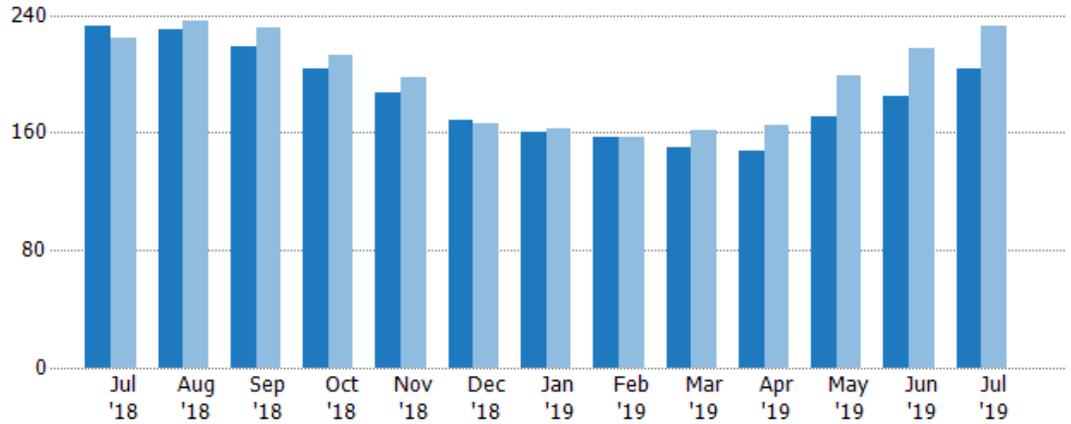
Current Year	\$11.4M	\$10.3M	\$6.25M	\$5.76M	\$3.8M	\$1.35M	\$2.21M	\$5.27M	\$5.68M	\$8.97M	\$17.9M	\$14.9M	\$14.6M
Prior Year	\$8.95M	\$12.3M	\$5.85M	\$3.74M	\$3.94M	\$1.38M	\$7.45M	\$3.46M	\$9.2M	\$8.32M	\$18.5M	\$15.5M	\$11.4M
Percent Change from Prior Year	28%	-16%	7%	54%	-4%	-2%	-70%	52%	-38%	8%	-3%	-3%	28%

## 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



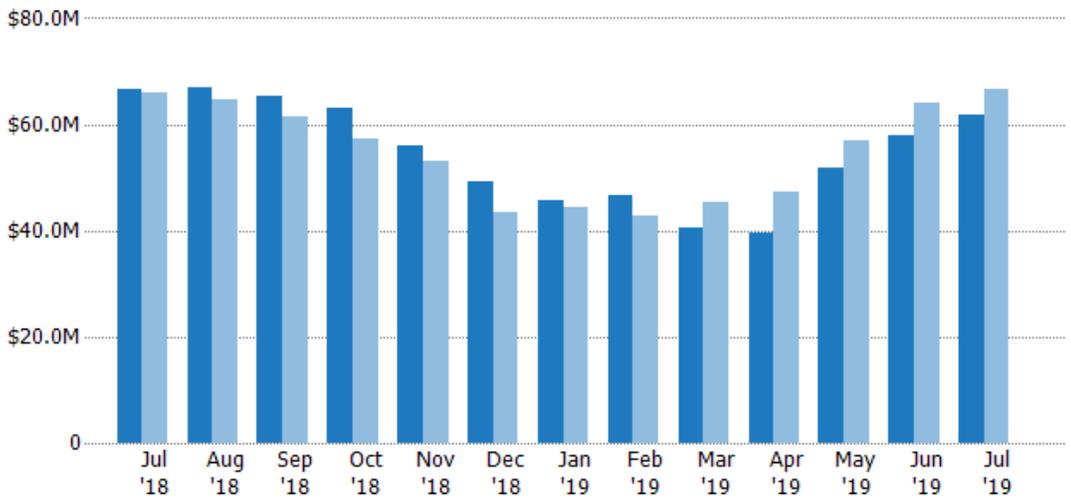
	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19
Current Year	233	230	219	204	187	169	160	157	150	147	171	185	204
Prior Year	224	236	231	213	198	166	163	157	162	165	199	217	233
Percent Change from Prior Year	4%	-3%	-5%	-4%	-6%	2%	-2%	0%	-7%	-11%	-14%	-15%	-12%

## 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



	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19
Current Year	\$66.7M	\$66.9M	\$65.4M	\$62.9M	\$55.9M	\$49.4M	\$45.7M	\$46.8M	\$40.6M	\$39.6M	\$51.8M	\$58M	\$61.6M
Prior Year	\$65.9M	\$64.7M	\$61.3M	\$57.4M	\$53.1M	\$43.4M	\$44.4M	\$42.7M	\$45.4M	\$47.3M	\$57M	\$64.2M	\$66.7M
Percent Change from Prior Year	1%	3%	7%	10%	5%	14%	3%	10%	-11%	-16%	-9%	-10%	-8%

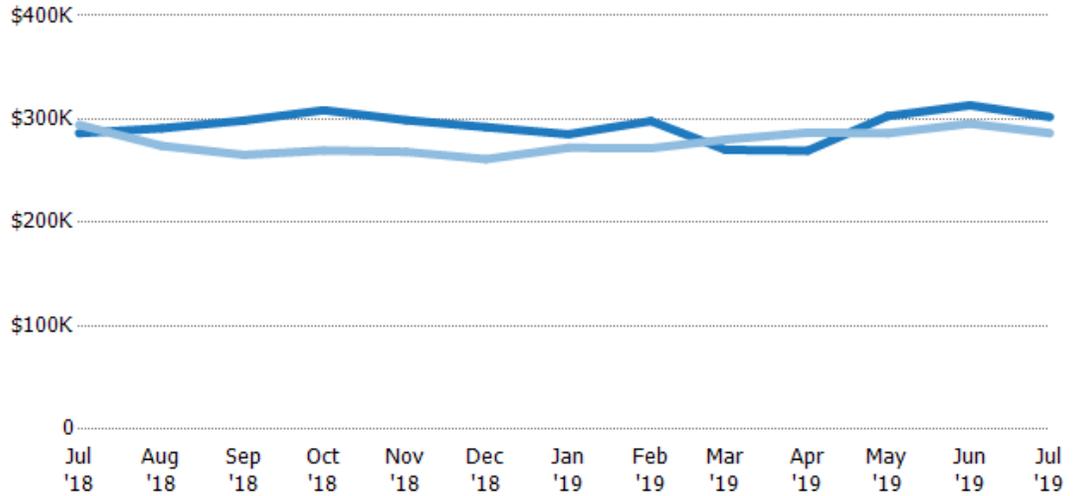
## Average Listing Price

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.
Jul '19	\$302K	5.5%
Jul '18	\$286K	-2.7%
Jul '17	\$294K	-5.7%



Current Year	\$286K	\$291K	\$299K	\$309K	\$299K	\$292K	\$285K	\$298K	\$270K	\$270K	\$303K	\$313K	\$302K
Prior Year	\$294K	\$274K	\$265K	\$270K	\$268K	\$261K	\$272K	\$272K	\$280K	\$287K	\$286K	\$296K	\$286K
Percent Change from Prior Year	-3%	6%	13%	14%	11%	12%	5%	10%	-3%	-6%	6%	6%	5%

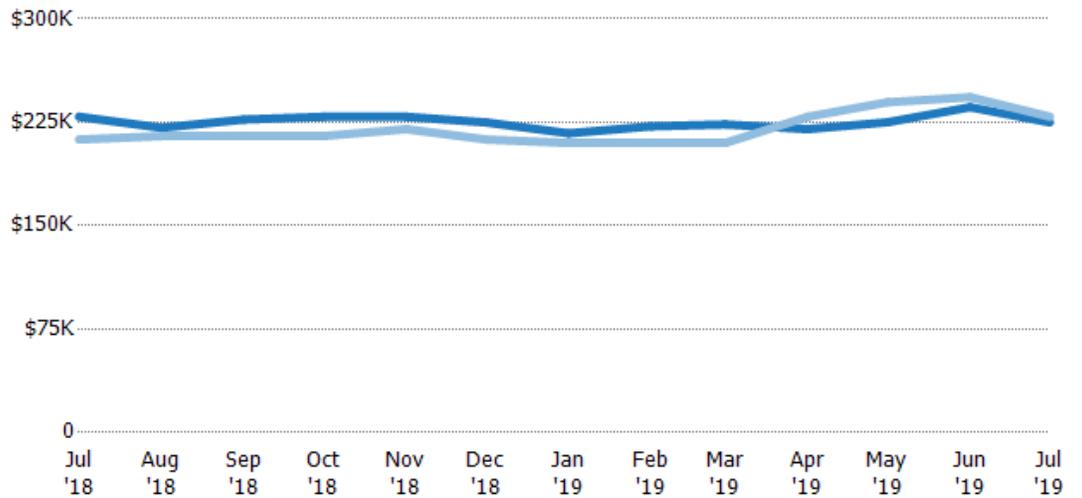
## Median Listing Price

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.
Jul '19	\$225K	-1.8%
Jul '18	\$229K	7.8%
Jul '17	\$213K	-0.3%



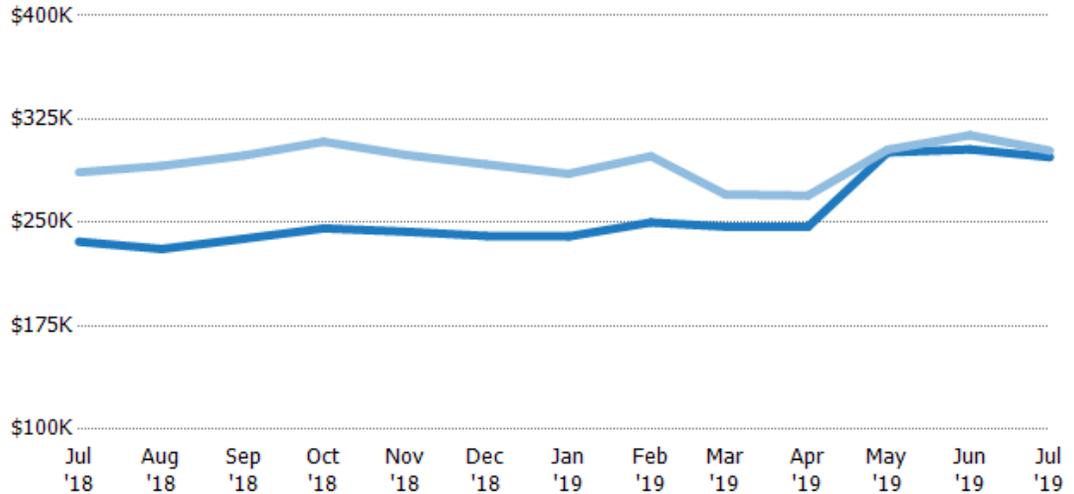
Current Year	\$229K	\$221K	\$227K	\$229K	\$229K	\$225K	\$217K	\$222K	\$223K	\$220K	\$225K	\$236K	\$225K
Prior Year	\$213K	\$215K	\$215K	\$215K	\$220K	\$213K	\$210K	\$210K	\$210K	\$229K	\$240K	\$243K	\$229K
Percent Change from Prior Year	8%	3%	6%	7%	4%	6%	3%	6%	6%	-4%	-6%	-3%	-2%

## 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

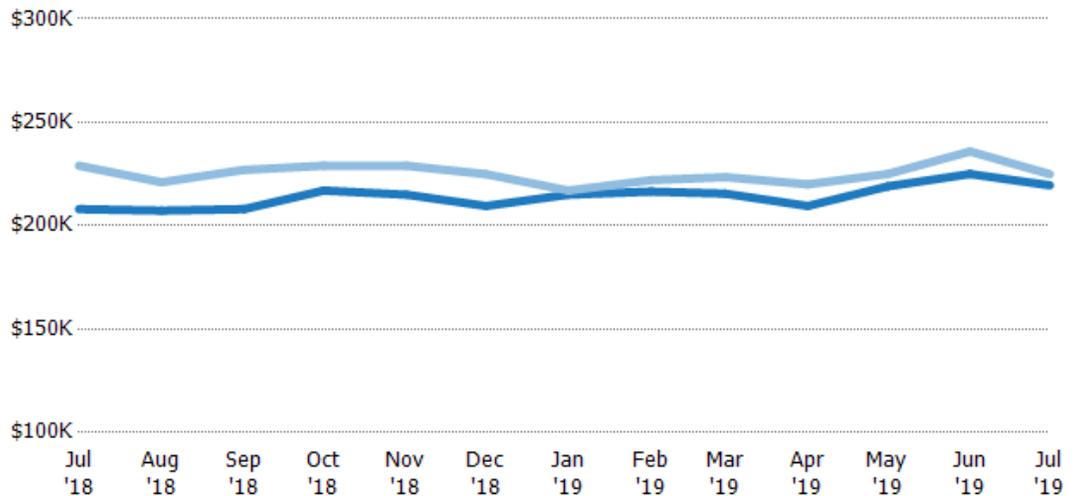


## Median Listing Price vs Median Est Value

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

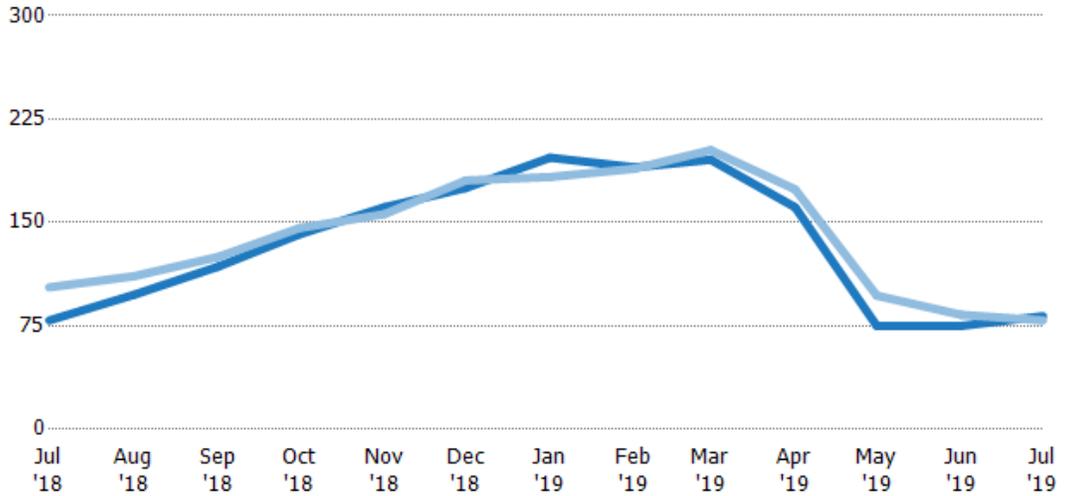


## Median Days in RPR

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.
Jul '19	82	3.8%
Jul '18	79	-23.3%
Jul '17	103	-8.7%

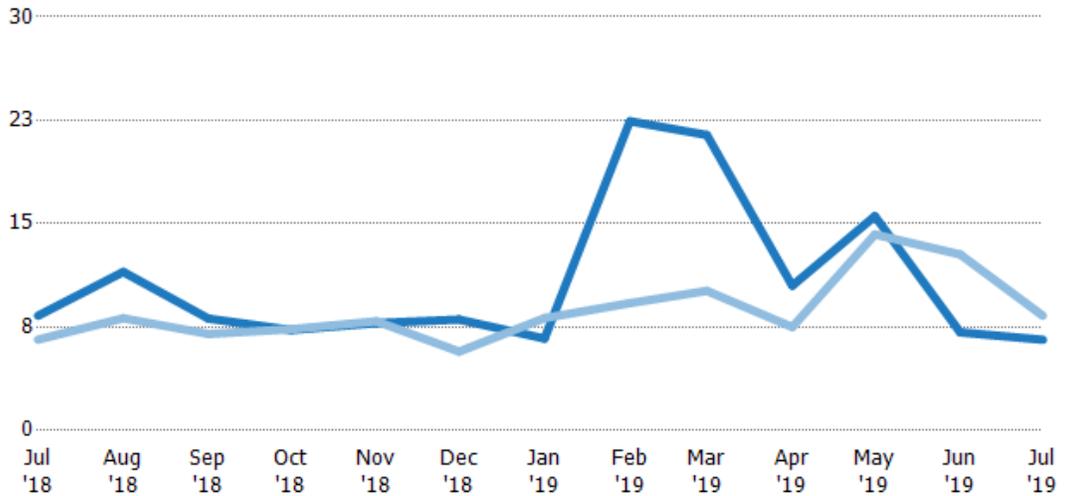
	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19
Current Year	79	97.5	118	142	161	175	197	190	196	161	75	75	82
Prior Year	103	111	125	146	156	181	183	189	203	174	97	83	79
Percent Change from Prior Year	-23%	-12%	-6%	-3%	3%	-3%	8%	1%	-3%	-7%	-23%	-10%	4%

## 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.
Jul '19	6.58	-20.9%
Jul '18	8.32	26.3%
Jul '17	6.59	108.5%

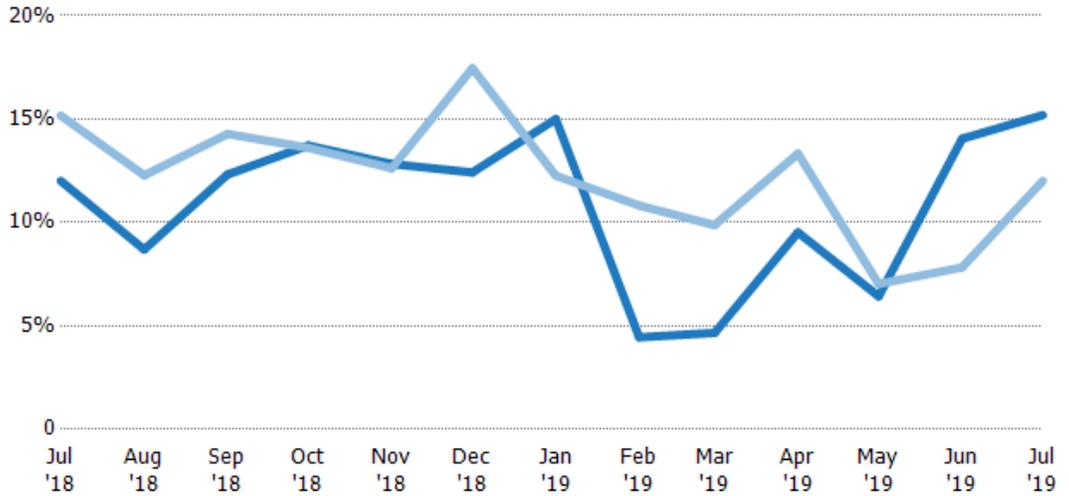
	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19
Current Year	8.32	11.5	8.11	7.29	7.79	8.05	6.67	22.4	21.4	10.5	15.5	7.12	6.58
Prior Year	6.59	8.14	7	7.34	7.92	5.72	8.15	9.24	10.1	7.5	14.2	12.8	8.32
Percent Change from Prior Year	26%	41%	16%	-1%	-2%	41%	-18%	143%	112%	40%	9%	-44%	-21%

## 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.
Jul '19	15%	-3.2%
Jul '18	12%	3.2%
Jul '17	15%	-52.1%

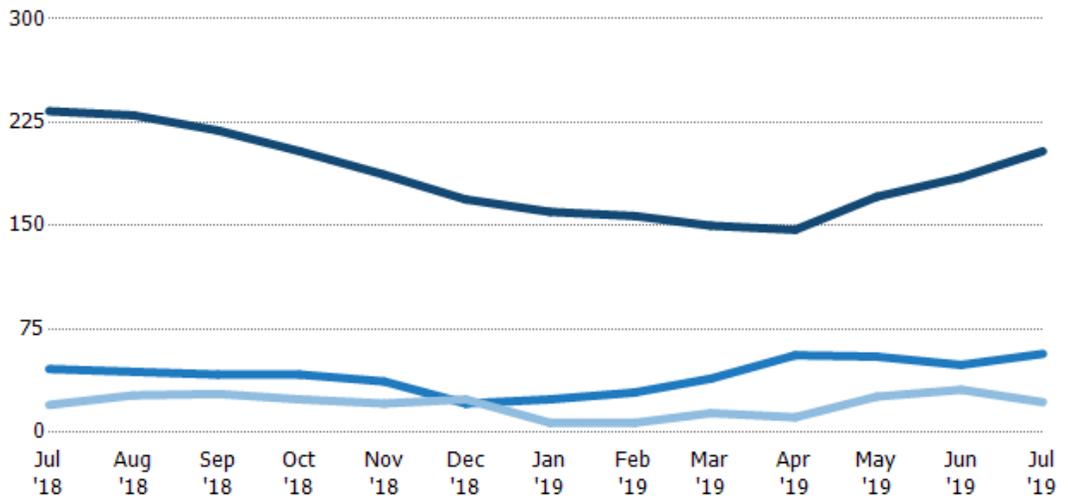
	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19
Current Year	12%	9%	12%	14%	13%	12%	15%	4%	5%	10%	6%	14%	15%
Prior Year	15%	12%	14%	14%	13%	17%	12%	11%	10%	13%	7%	8%	12%
Change from Prior Year	3%	4%	2%	0%	0%	5%	-3%	6%	5%	4%	1%	-6%	-3%

## 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



	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19
Active	233	230	219	204	187	169	160	157	150	147	171	185	204
Pending	46	44	42	42	37	21	24	29	39	56	55	49	57
Sold	20	27	28	24	21	24	7	7	14	11	26	31	22

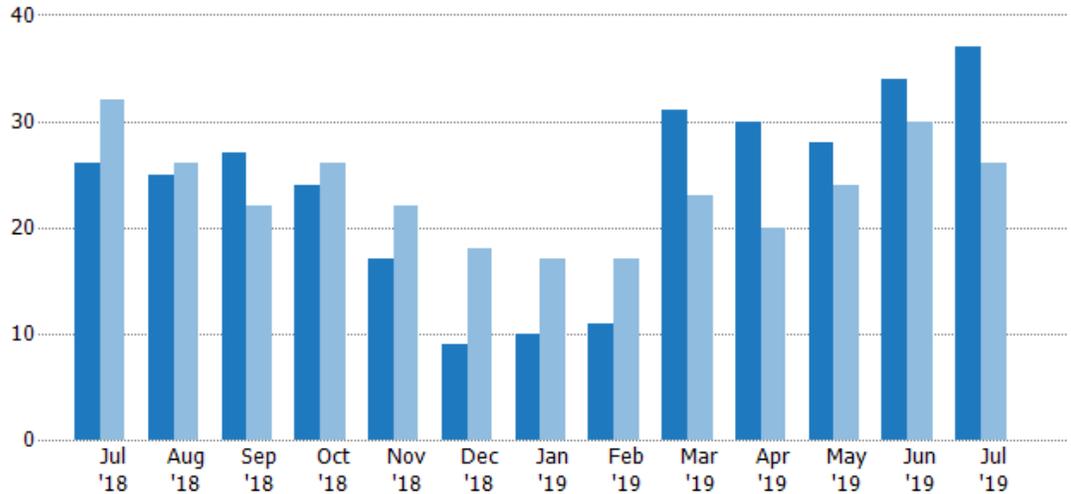
## New Pending Sales

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.
Jul '19	37	42.3%
Jul '18	26	-18.8%
Jul '17	32	-56.3%



	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19
Current Year	26	25	27	24	17	9	10	11	31	30	28	34	37
Prior Year	32	26	22	26	22	18	17	17	23	20	24	30	26
Percent Change from Prior Year	-19%	-4%	23%	-8%	-23%	-50%	-41%	-35%	35%	50%	17%	13%	42%

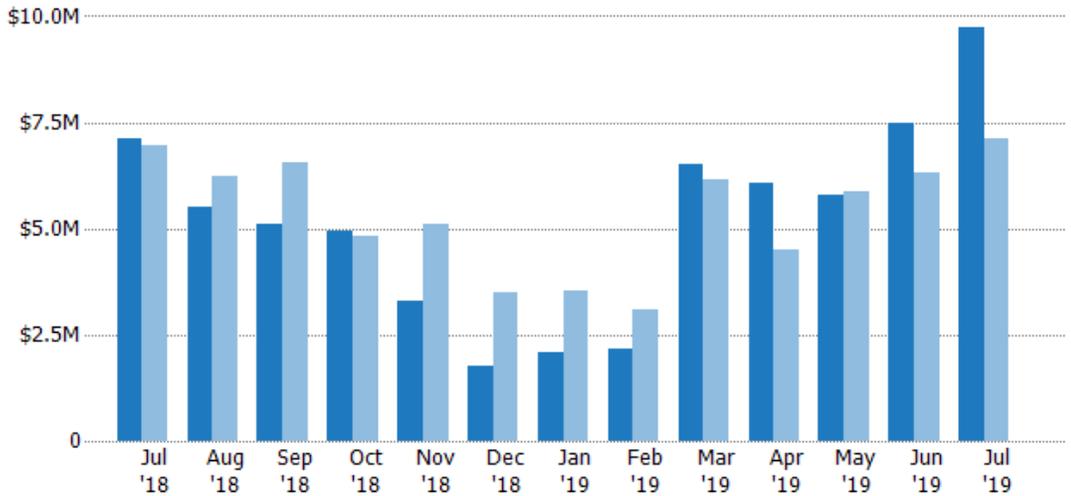
## New Pending Sales Volume

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.
Jul '19	\$9.74M	36.6%
Jul '18	\$7.13M	2.5%
Jul '17	\$6.96M	-63.9%



	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19
Current Year	\$7.13M	\$5.51M	\$5.11M	\$4.93M	\$3.31M	\$1.77M	\$2.09M	\$2.15M	\$6.52M	\$6.08M	\$5.81M	\$7.48M	\$9.74M
Prior Year	\$6.96M	\$6.23M	\$6.55M	\$4.84M	\$5.12M	\$3.49M	\$3.54M	\$3.1M	\$6.15M	\$4.49M	\$5.89M	\$6.31M	\$7.13M
Percent Change from Prior Year	3%	-11%	-22%	2%	-35%	-49%	-41%	-31%	6%	35%	-1%	18%	37%

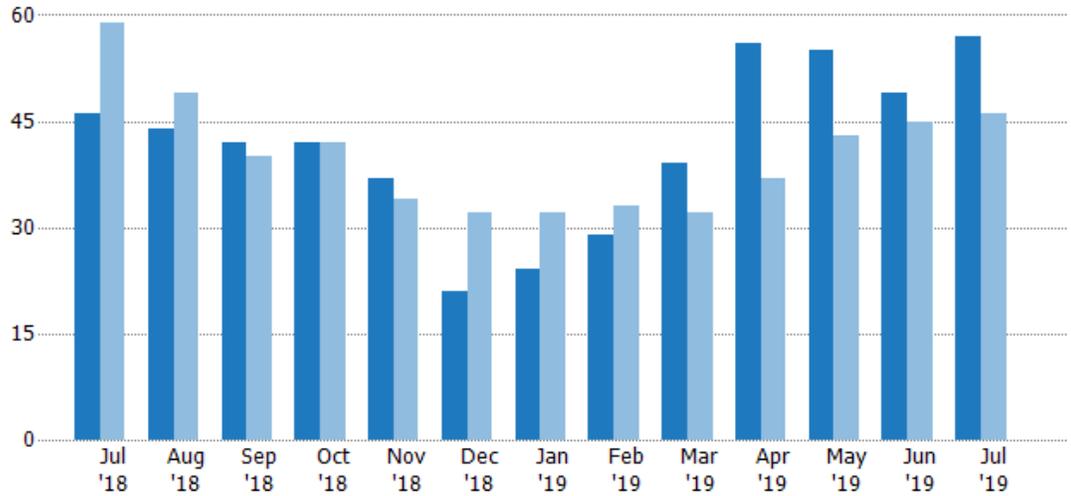
## Pending Sales

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.
Jul '19	57	23.9%
Jul '18	46	-22%
Jul '17	59	-39%



	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19
Current Year	46	44	42	42	37	21	24	29	39	56	55	49	57
Prior Year	59	49	40	42	34	32	32	33	32	37	43	45	46
Percent Change from Prior Year	-22%	-10%	5%	0%	9%	-34%	-25%	-12%	22%	51%	28%	9%	24%

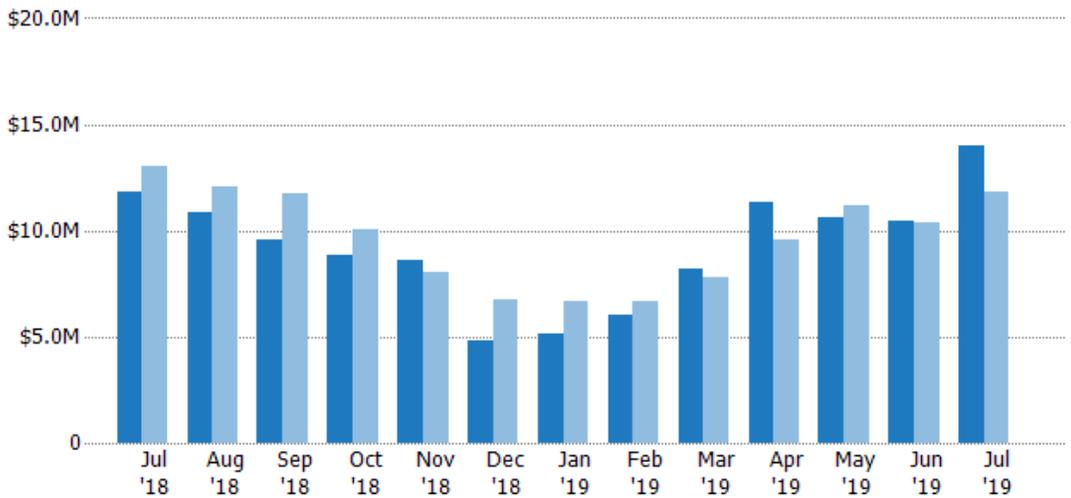
## Pending Sales Volume

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.
Jul '19	\$14M	18.5%
Jul '18	\$11.8M	-9.1%
Jul '17	\$13M	-49.3%



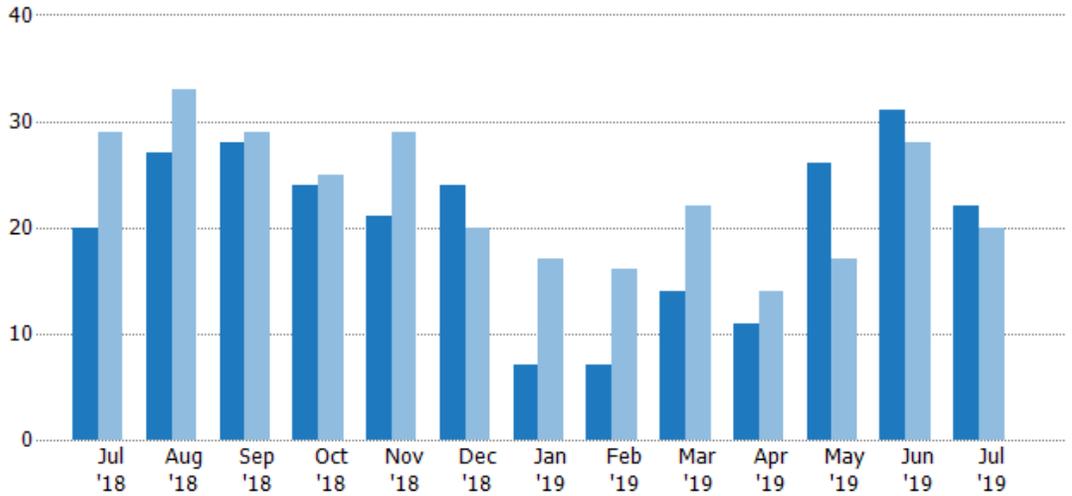
	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19
Current Year	\$11.8M	\$10.8M	\$9.6M	\$8.84M	\$8.62M	\$4.8M	\$5.14M	\$6.01M	\$8.16M	\$11.3M	\$10.6M	\$10.4M	\$14M
Prior Year	\$13M	\$12M	\$11.7M	\$10.1M	\$8.04M	\$6.76M	\$6.7M	\$6.66M	\$7.77M	\$9.58M	\$11.2M	\$10.4M	\$11.8M
Percent Change from Prior Year	-9%	-10%	-18%	-12%	7%	-29%	-23%	-10%	5%	18%	-5%	1%	18%

## 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



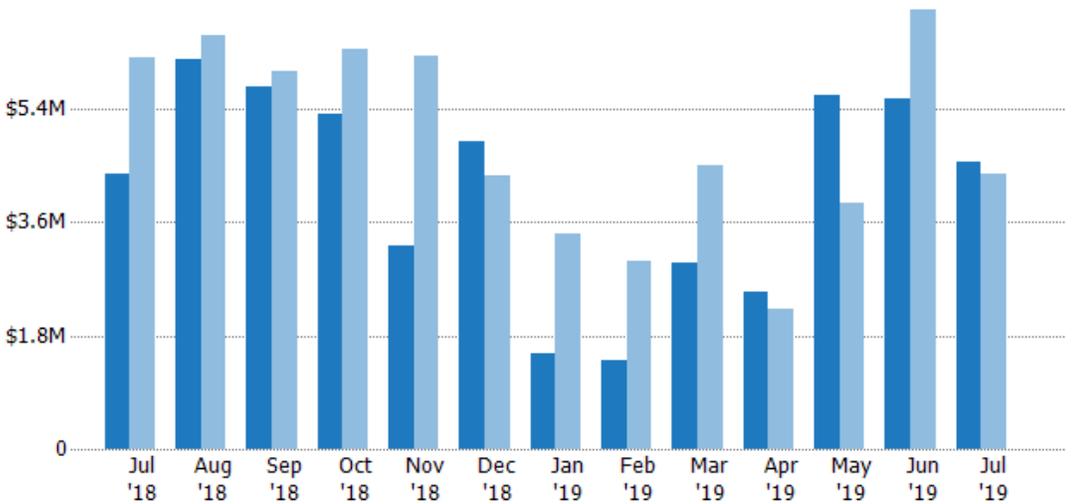
	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19
Current Year	20	27	28	24	21	24	7	7	14	11	26	31	22
Prior Year	29	33	29	25	29	20	17	16	22	14	17	28	20
Percent Change from Prior Year	-31%	-18%	-3%	-4%	-28%	20%	-59%	-56%	-36%	-21%	53%	11%	10%

## 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



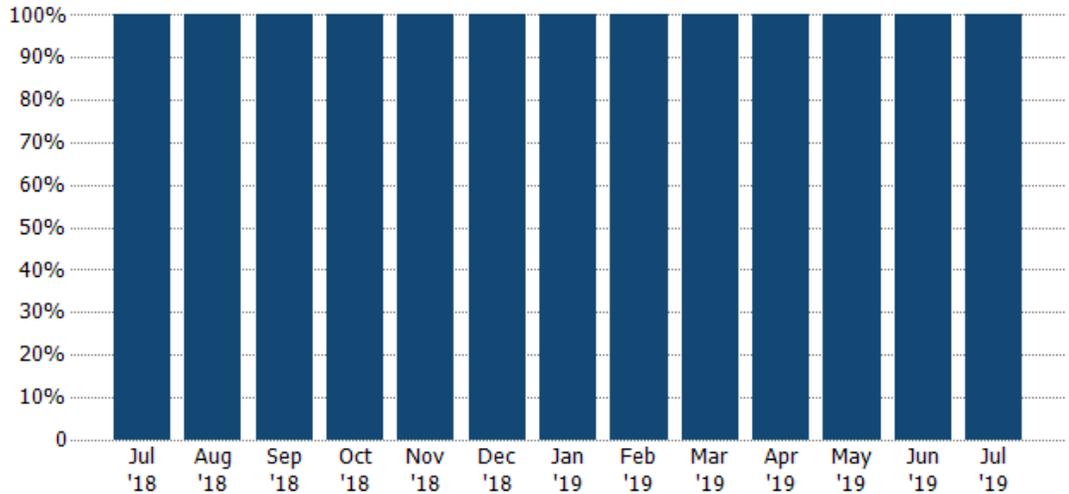
	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19
Current Year	\$4.36M	\$6.18M	\$5.76M	\$5.3M	\$3.23M	\$4.87M	\$1.51M	\$1.42M	\$2.95M	\$2.49M	\$5.61M	\$5.57M	\$4.55M
Prior Year	\$6.21M	\$6.56M	\$5.99M	\$6.35M	\$6.25M	\$4.35M	\$3.41M	\$2.98M	\$4.51M	\$2.23M	\$3.89M	\$6.98M	\$4.36M
Percent Change from Prior Year	-30%	-6%	-4%	-16%	-48%	12%	-56%	-53%	-35%	11%	44%	-20%	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

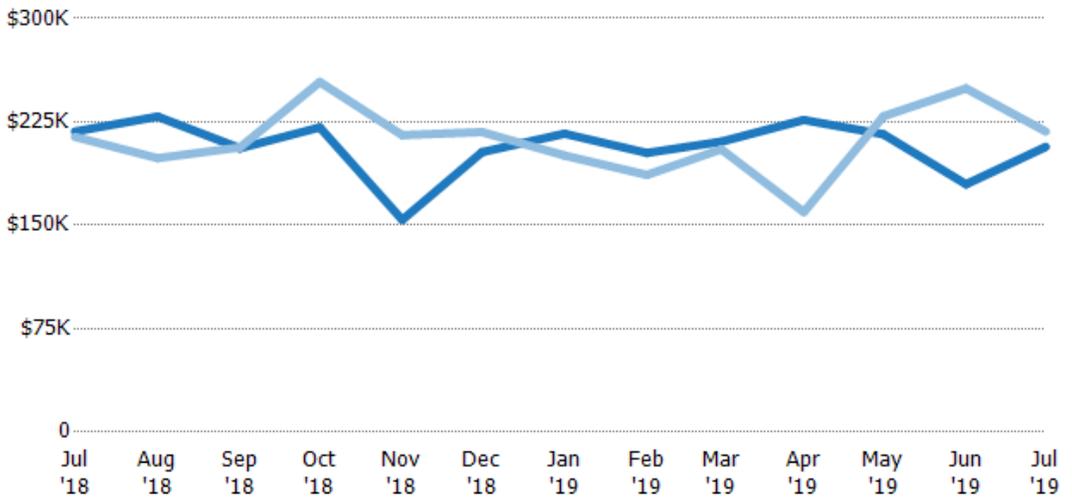
100% 100% 100% 100% 100% 100% 100% 100% 100% 100% 100% 100% 100%

## 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

\$218K \$229K \$206K \$221K \$154K \$203K \$216K \$202K \$211K \$226K \$216K \$180K \$207K

Prior Year

\$214K \$199K \$206K \$254K \$215K \$218K \$201K \$187K \$205K \$160K \$229K \$249K \$218K

Percent Change from Prior Year

2% 15% 0% -13% -29% -7% 8% 9% 3% 42% -6% -28% -5%

Month/Year	Price	% Chg.
Jul '19	\$207K	-5.1%
Jul '18	\$218K	1.8%
Jul '17	\$214K	-19.1%

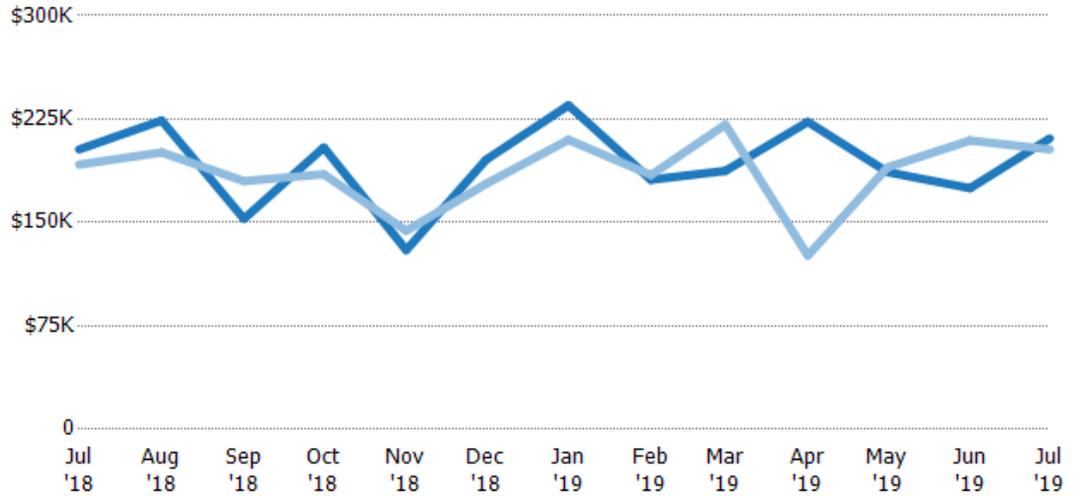
## Median Sales Price

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.
Jul '19	\$211K	3.9%
Jul '18	\$203K	5.7%
Jul '17	\$192K	-13.8%



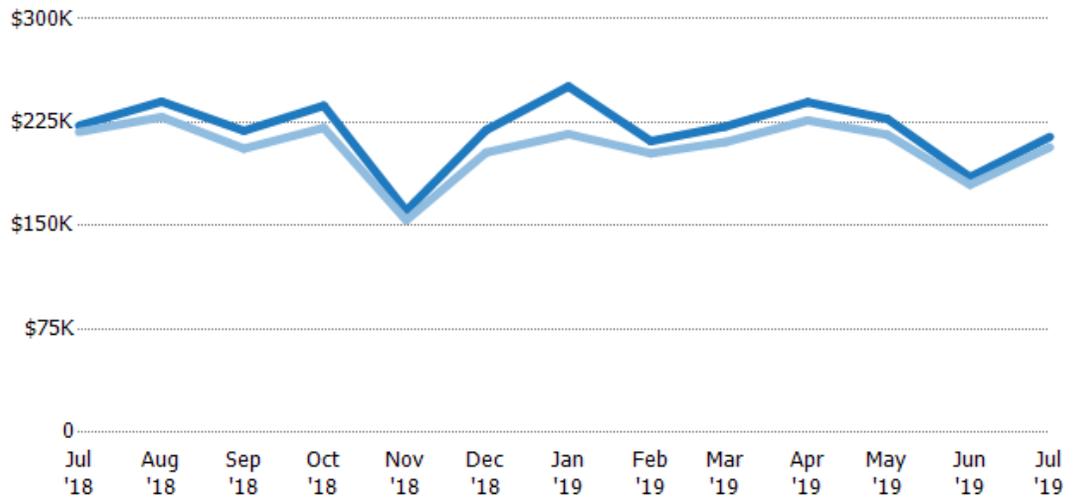
Current Year	\$203K	\$224K	\$153K	\$204K	\$130K	\$196K	\$235K	\$181K	\$187K	\$223K	\$187K	\$175K	\$211K
Prior Year	\$192K	\$201K	\$180K	\$185K	\$144K	\$178K	\$210K	\$184K	\$221K	\$126K	\$190K	\$210K	\$203K
Percent Change from Prior Year	6%	12%	-15%	11%	-10%	10%	12%	-2%	-15%	77%	-2%	-17%	4%

## 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



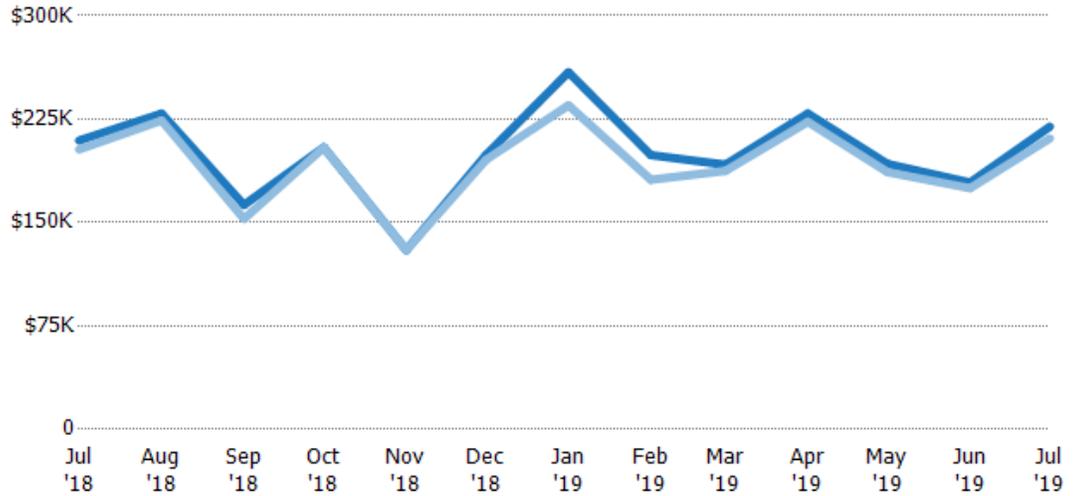
Avg List Price	\$223K	\$240K	\$219K	\$237K	\$161K	\$219K	\$251K	\$211K	\$222K	\$240K	\$227K	\$185K	\$214K
Avg Sales Price	\$218K	\$229K	\$206K	\$221K	\$154K	\$203K	\$216K	\$202K	\$211K	\$226K	\$216K	\$180K	\$207K
Avg Sales Price as a % of Avg List Price	98%	95%	94%	93%	96%	93%	86%	96%	95%	94%	95%	97%	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



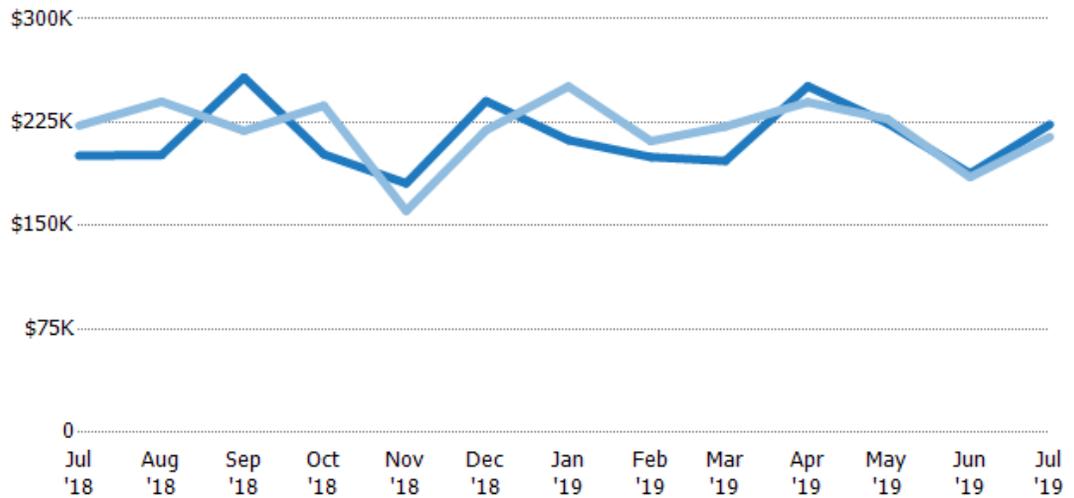
	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19
Median List Price	\$209K	\$229K	\$163K	\$205K	\$130K	\$199K	\$259K	\$199K	\$192K	\$229K	\$192K	\$179K	\$220K
Median Sales Price	\$203K	\$224K	\$153K	\$204K	\$130K	\$196K	\$235K	\$181K	\$187K	\$223K	\$187K	\$175K	\$211K
Med Sales Price as a % of Med List Price	97%	98%	94%	100%	100%	98%	91%	91%	98%	97%	97%	98%	96%

## 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



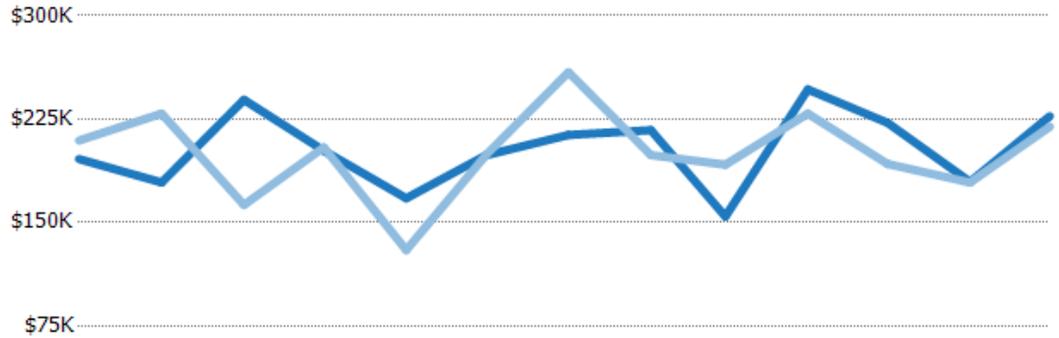
	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19
Avg Est Value	\$201K	\$201K	\$258K	\$202K	\$181K	\$240K	\$212K	\$200K	\$197K	\$251K	\$224K	\$188K	\$223K
Avg Sales Price	\$223K	\$240K	\$219K	\$237K	\$161K	\$219K	\$251K	\$211K	\$222K	\$240K	\$227K	\$185K	\$214K
Avg Sales Price as a % of Avg Est Value	111%	119%	85%	117%	89%	91%	118%	106%	113%	95%	101%	99%	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



	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19
Median Est Value	\$196K	\$179K	\$239K	\$202K	\$168K	\$199K	\$214K	\$217K	\$154K	\$247K	\$222K	\$180K	\$227K
Median Sales Price	\$209K	\$229K	\$163K	\$205K	\$130K	\$199K	\$259K	\$199K	\$192K	\$229K	\$192K	\$179K	\$220K
Med Sales Price as a % of Med Est Value	107%	128%	68%	101%	78%	100%	121%	92%	124%	93%	87%	100%	97%