

## 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	Nov 2019	Nov 2018	+ / -	YTD 2019	YTD 2018	+ / -
<b>Listing Activity Charts Metrics</b>						
New Listing Count	11	17	-35.3%	372	370	+0.5%
New Listing Volume	\$4,937,000	\$3,587,300	+37.6%	\$102,617,175	\$94,019,378	+9.1%
Active Listing Count	160	186	-14%	N/A	N/A	
Active Listing Volume	\$48,877,275	\$50,780,578	-3.7%	N/A	N/A	
Average Listing Price	\$305,483	\$273,014	+11.9%	\$293,495	\$280,103	+4.8%
Median Listing Price	\$239,900	\$228,000	+5.2%	\$227,164	\$224,752	+1.1%
Median Days in RPR	134	161.5	-17%	113.14	134.68	-16%
Months of Inventory	6.7	7.2	-6.8%	8.2	8.4	-2.4%
Absorption Rate	15%	13.98%	+1%	12.24%	11.95%	+0.3%
<b>Sales Activity Charts Metrics</b>						
New Pending Sales Count	22	17	+29.4%	305	251	+21.5%
New Pending Sales Volume	\$7,241,100	\$3,306,300	+119%	\$72,156,353	\$55,513,550	+30%
Pending Sales Count	47	36	+30.6%	N/A	N/A	
Pending Sales Volume	\$10,915,100	\$8,282,700	+31.8%	N/A	N/A	
Closed Sales Count	28	21	+33.3%	225	238	-5.5%
Closed Sales Volume	\$7,205,750	\$3,231,944	+123%	\$49,904,232	\$49,716,719	+0.4%
Average Sales Price	\$257,348	\$153,902	+67.2%	\$221,797	\$208,894	+6.2%
Median Sales Price	\$164,500	\$130,000	+26.5%	\$197,950	\$190,772	+3.8%

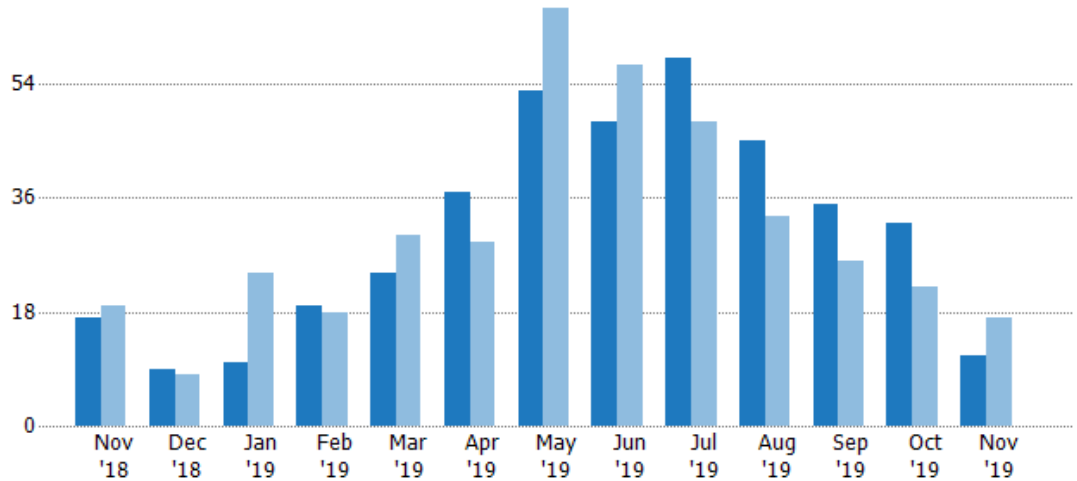
## New Listings

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.
Nov '19	11	-35.3%
Nov '18	17	-10.5%
Nov '17	19	-36.8%



Current Year	17	9	10	19	24	37	53	48	58	45	35	32	11
Prior Year	19	8	24	18	30	29	66	57	48	33	26	22	17
Percent Change from Prior Year	-11%	13%	-58%	6%	-20%	28%	-20%	-16%	21%	36%	35%	45%	-35%

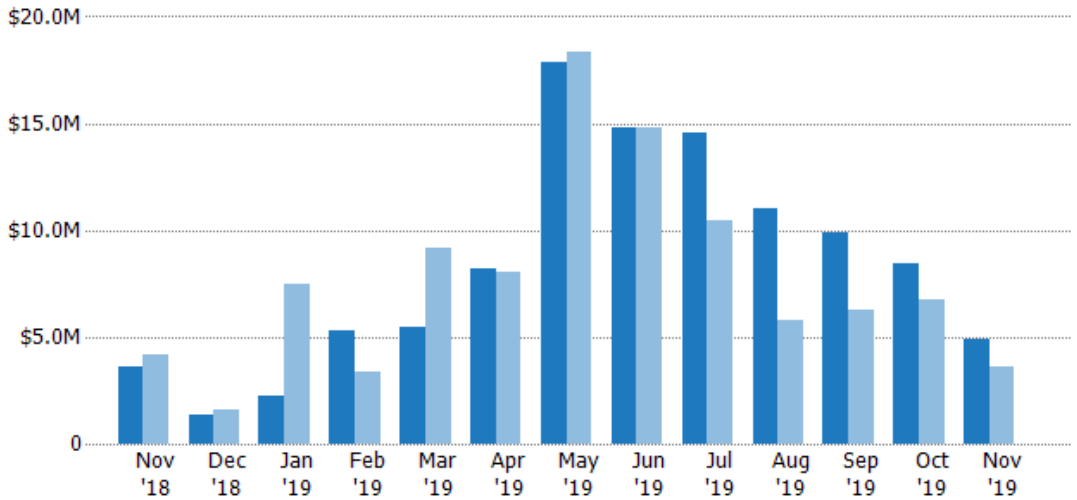
## New Listing Volume

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.
Nov '19	\$4.94M	37.6%
Nov '18	\$3.59M	-14.7%
Nov '17	\$4.21M	-25.8%



Current Year	\$3.59M	\$1.35M	\$2.21M	\$5.26M	\$5.47M	\$8.19M	\$17.8M	\$14.8M	\$14.6M	\$11M	\$9.92M	\$8.42M	\$4.94M
Prior Year	\$4.21M	\$1.57M	\$7.45M	\$3.38M	\$9.2M	\$8.04M	\$18.3M	\$14.8M	\$10.4M	\$5.79M	\$6.23M	\$6.73M	\$3.59M
Percent Change from Prior Year	-15%	-14%	-70%	56%	-41%	2%	-3%	0%	40%	90%	59%	25%	38%

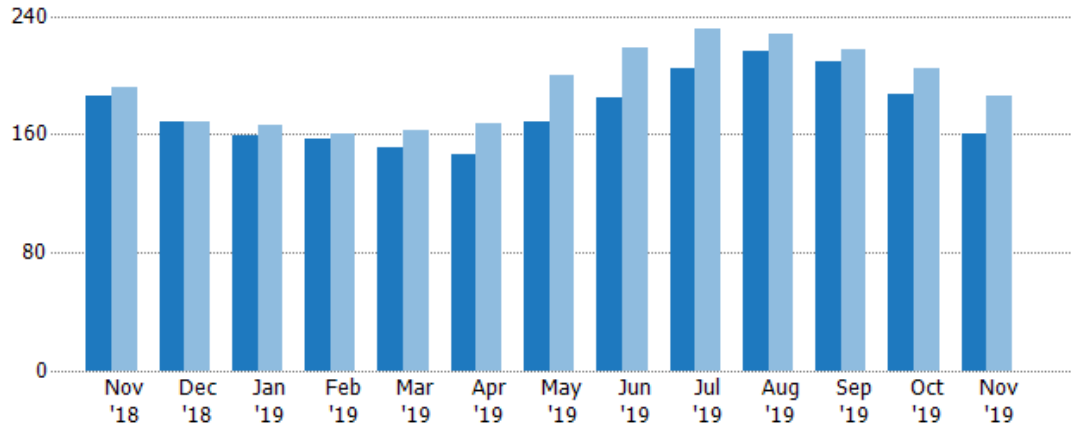
## Active Listings

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

Month/ Year	Count	% Chg.
Nov '19	160	-14%
Nov '18	186	-3.1%
Nov '17	192	20.3%



Current Year	186	169	159	157	151	146	169	185	205	216	209	187	160
Prior Year	192	168	166	160	163	167	200	219	231	228	217	205	186
Percent Change from Prior Year	-3%	1%	-4%	-2%	-7%	-13%	-16%	-16%	-11%	-5%	-4%	-9%	-14%

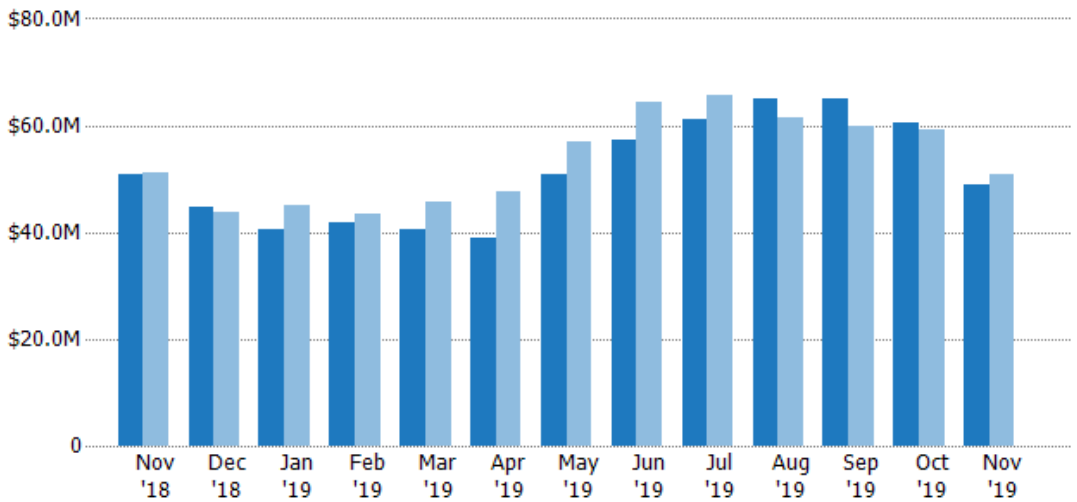
## Active Listing Volume

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

Month/ Year	Volume	% Chg.
Nov '19	\$48.9M	-3.7%
Nov '18	\$50.8M	-0.9%
Nov '17	\$51.3M	38.3%



Current Year	\$50.8M	\$44.6M	\$40.7M	\$42M	\$40.4M	\$38.9M	\$50.8M	\$57.3M	\$61.1M	\$65.1M	\$65M	\$60.4M	\$48.9M
Prior Year	\$51.3M	\$43.8M	\$45M	\$43.3M	\$45.6M	\$47.7M	\$57.1M	\$64.2M	\$65.6M	\$61.5M	\$59.8M	\$59.3M	\$50.8M
Percent Change from Prior Year	-1%	2%	-10%	-3%	-11%	-18%	-11%	-11%	-7%	6%	9%	2%	-4%

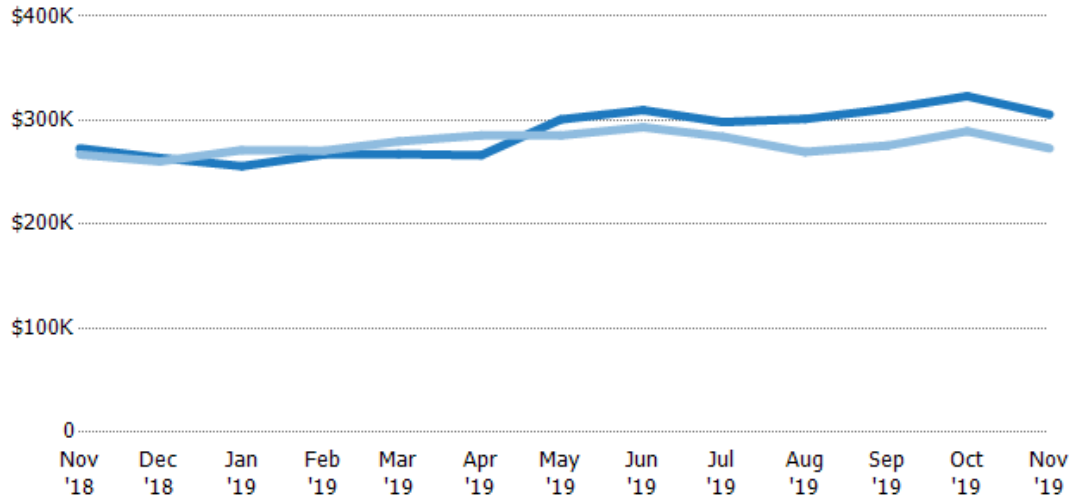
## Average Listing Price

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.
Nov '19	\$305K	11.9%
Nov '18	\$273K	2.2%
Nov '17	\$267K	15%



Current Year	\$273K	\$264K	\$256K	\$267K	\$268K	\$266K	\$301K	\$310K	\$298K	\$301K	\$311K	\$323K	\$305K
Prior Year	\$267K	\$260K	\$271K	\$271K	\$280K	\$285K	\$285K	\$293K	\$284K	\$270K	\$276K	\$289K	\$273K
Percent Change from Prior Year	2%	1%	-6%	-1%	-4%	-7%	5%	6%	5%	12%	13%	12%	12%

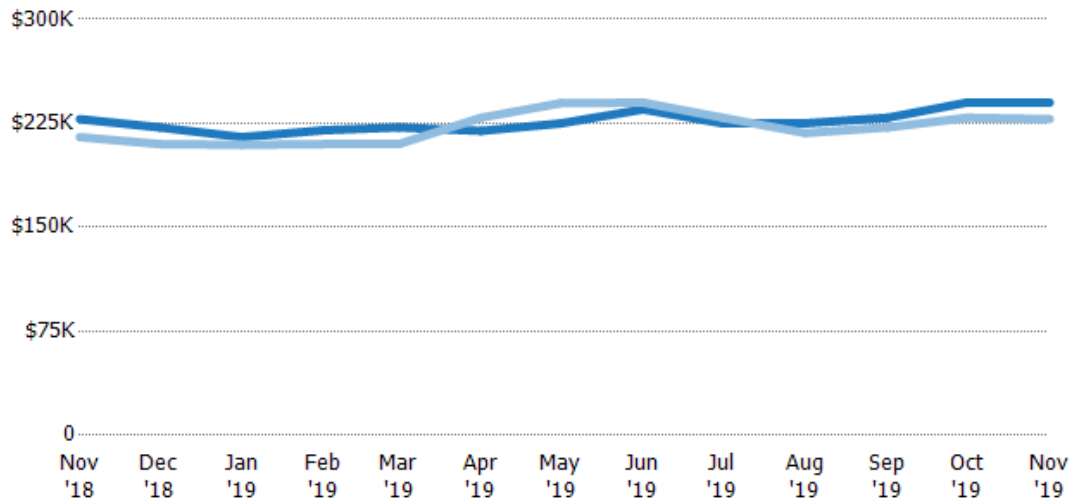
## Median Listing Price

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.
Nov '19	\$240K	5.2%
Nov '18	\$228K	6%
Nov '17	\$215K	6.5%



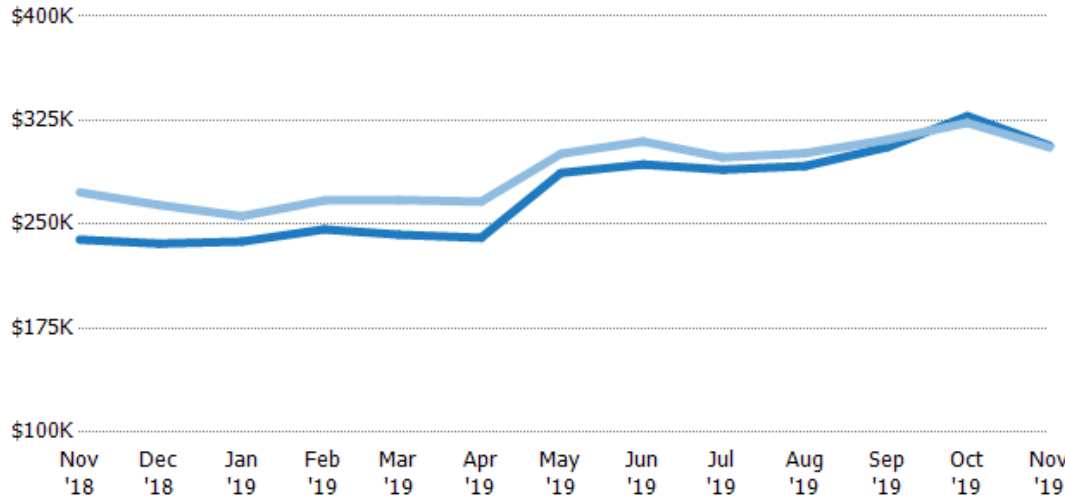
Current Year	\$228K	\$222K	\$215K	\$220K	\$222K	\$220K	\$225K	\$235K	\$225K	\$225K	\$229K	\$240K	\$240K
Prior Year	\$215K	\$210K	\$210K	\$210K	\$210K	\$229K	\$240K	\$240K	\$229K	\$218K	\$222K	\$229K	\$228K
Percent Change from Prior Year	6%	6%	3%	5%	6%	-4%	-6%	-2%	-2%	3%	3%	5%	5%

## 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



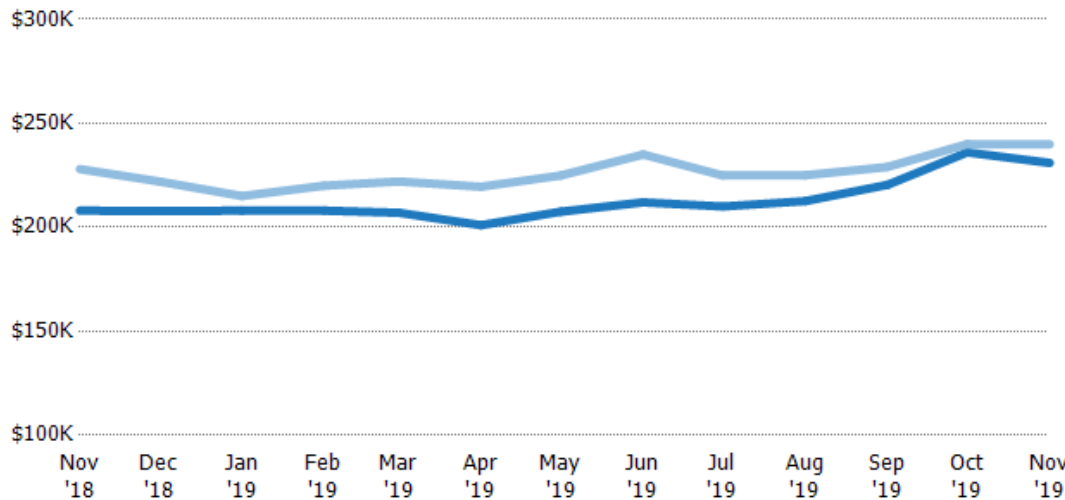
	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Avg Est Value	\$239K	\$236K	\$238K	\$246K	\$243K	\$240K	\$287K	\$293K	\$289K	\$292K	\$306K	\$328K	\$307K
Avg Listing Price	\$273K	\$264K	\$256K	\$267K	\$268K	\$266K	\$301K	\$310K	\$298K	\$301K	\$311K	\$323K	\$305K
Avg Listing Price as a % of Avg Est Value	114%	112%	108%	108%	110%	111%	105%	106%	103%	103%	102%	99%	100%

## 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



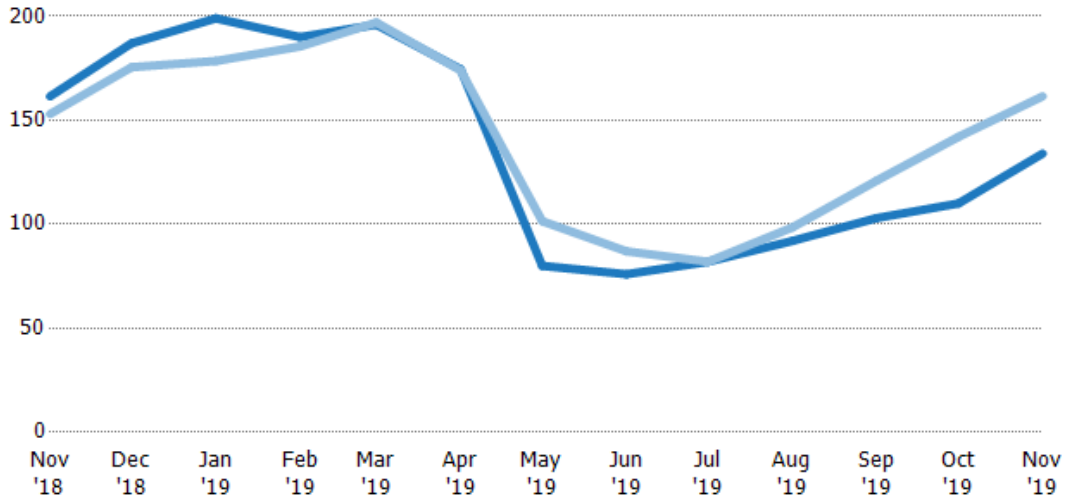
	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Median Est Value	\$208K	\$208K	\$208K	\$208K	\$207K	\$201K	\$208K	\$212K	\$210K	\$213K	\$220K	\$236K	\$231K
Median Listing Price	\$228K	\$222K	\$215K	\$220K	\$222K	\$220K	\$225K	\$235K	\$225K	\$225K	\$229K	\$240K	\$240K
Med Listing Price as a % of Med Est Value	110%	107%	103%	106%	107%	109%	108%	111%	107%	106%	104%	102%	104%

## 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.
Nov '19	134	-17%
Nov '18	162	5.6%
Nov '17	153	-3.9%

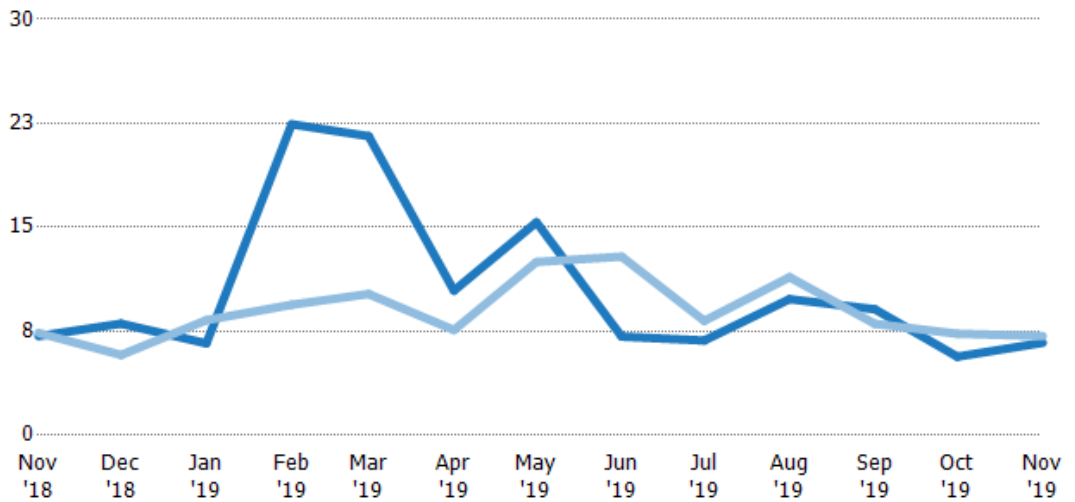
Current Year	162	187	199	190	196	175	80	76	82	92	103	110	134
Prior Year	153	176	179	186	197	174	102	87	82	98.5	121	142	162
Percent Change from Prior Year	6%	7%	11%	2%	-1%	0%	-21%	-13%	0%	-7%	-15%	-23%	-17%

## 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.
Nov '19	6.67	-6.8%
Nov '18	7.15	-3.1%
Nov '17	7.38	95.5%

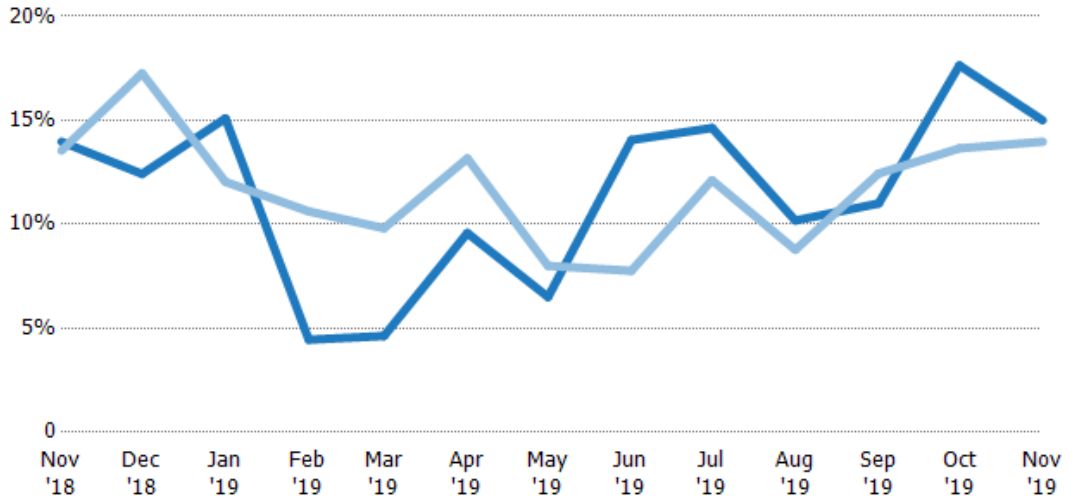
Current Year	7.15	8.05	6.63	22.4	21.6	10.4	15.4	7.12	6.83	9.82	9.09	5.67	6.67
Prior Year	7.38	5.79	8.3	9.41	10.2	7.59	12.5	12.9	8.25	11.4	8.04	7.32	7.15
Percent Change from Prior Year	-3%	39%	-20%	138%	112%	37%	23%	-45%	-17%	-14%	13%	-23%	-7%

## 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.
Nov '19	15%	-1%
Nov '18	14%	-0.4%
Nov '17	14%	-48.9%

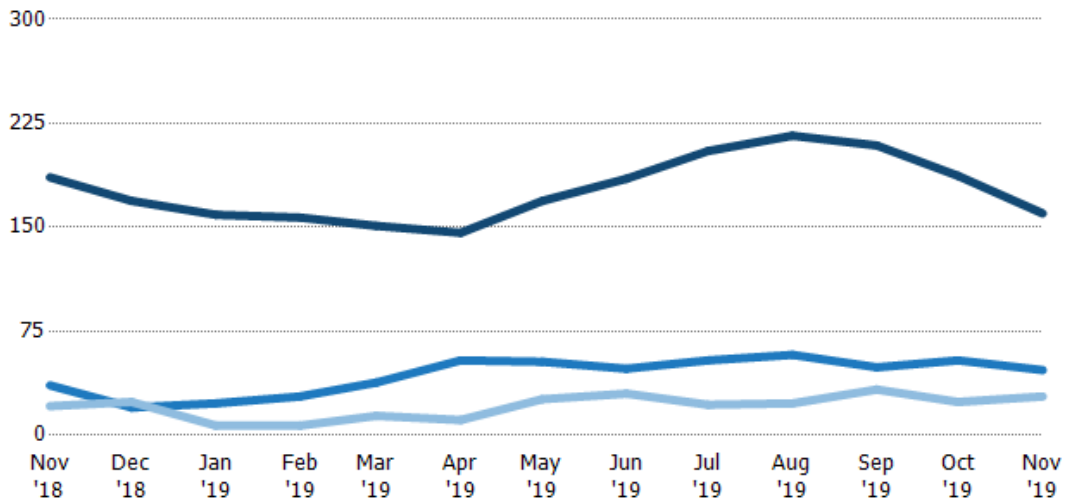
Current Year	14%	12%	15%	4%	5%	10%	7%	14%	15%	10%	11%	18%	15%
Prior Year	14%	17%	12%	11%	10%	13%	8%	8%	12%	9%	12%	14%	14%
Change from Prior Year	0%	5%	-3%	6%	5%	4%	2%	-6%	-3%	-1%	1%	-4%	-1%

## 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	186	169	159	157	151	146	169	185	205	216	209	187	160
Pending	36	20	23	28	38	54	53	48	54	58	49	54	47
Sold	21	24	7	7	14	11	26	30	22	23	33	24	28

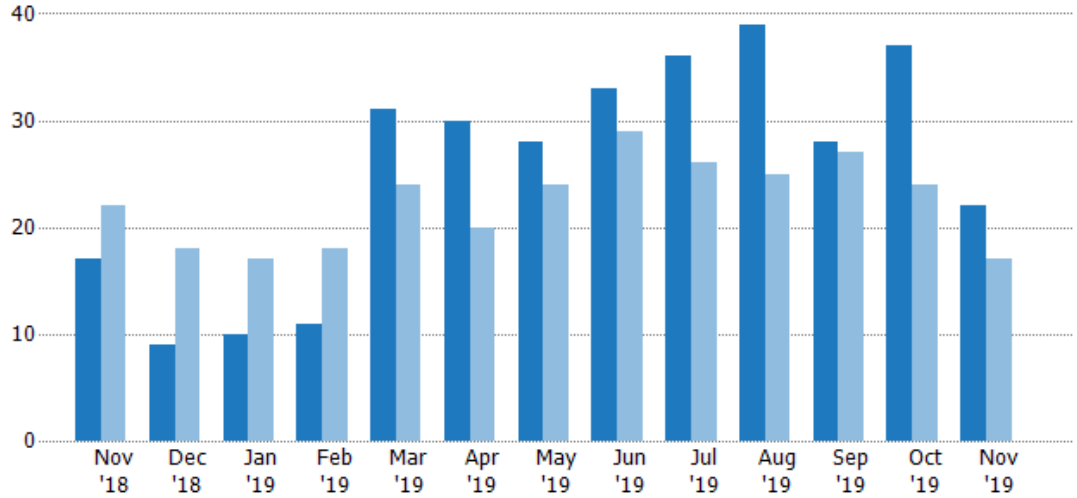
## New Pending Sales

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.
Nov '19	22	29.4%
Nov '18	17	-22.7%
Nov '17	22	-27.3%



Current Year	17	9	10	11	31	30	28	33	36	39	28	37	22
Prior Year	22	18	17	18	24	20	24	29	26	25	27	24	17
Percent Change from Prior Year	-23%	-50%	-41%	-39%	29%	50%	17%	14%	38%	56%	4%	54%	29%

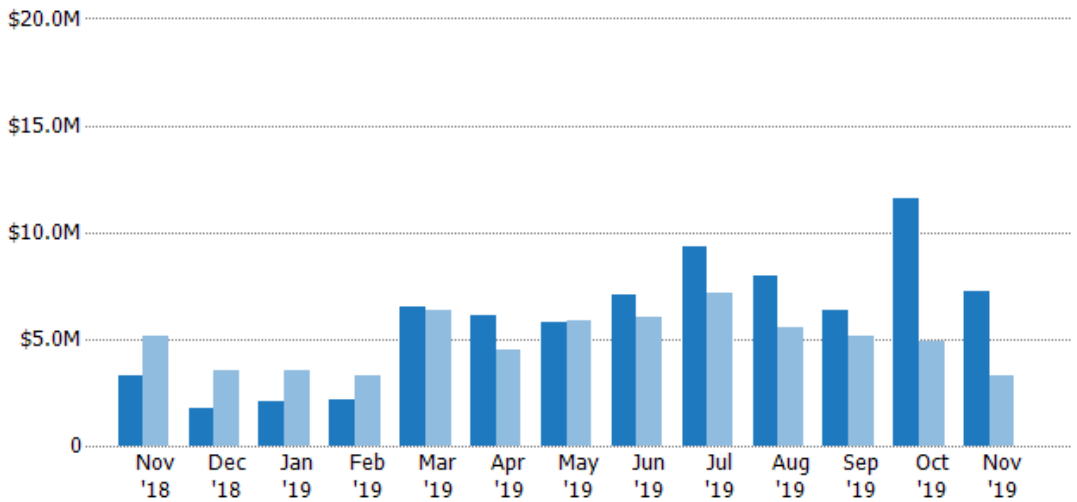
## New Pending Sales Volume

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.
Nov '19	\$7.24M	119%
Nov '18	\$3.31M	-35.5%
Nov '17	\$5.12M	-50.5%



Current Year	\$3.31M	\$1.77M	\$2.09M	\$2.15M	\$6.52M	\$6.08M	\$5.81M	\$7.08M	\$9.31M	\$7.95M	\$6.32M	\$11.6M	\$7.24M
Prior Year	\$5.12M	\$3.49M	\$3.54M	\$3.26M	\$6.33M	\$4.49M	\$5.89M	\$6.02M	\$7.13M	\$5.51M	\$5.11M	\$4.93M	\$3.31M
Percent Change from Prior Year	-35%	-49%	-41%	-34%	3%	35%	-1%	18%	31%	44%	24%	136%	119%



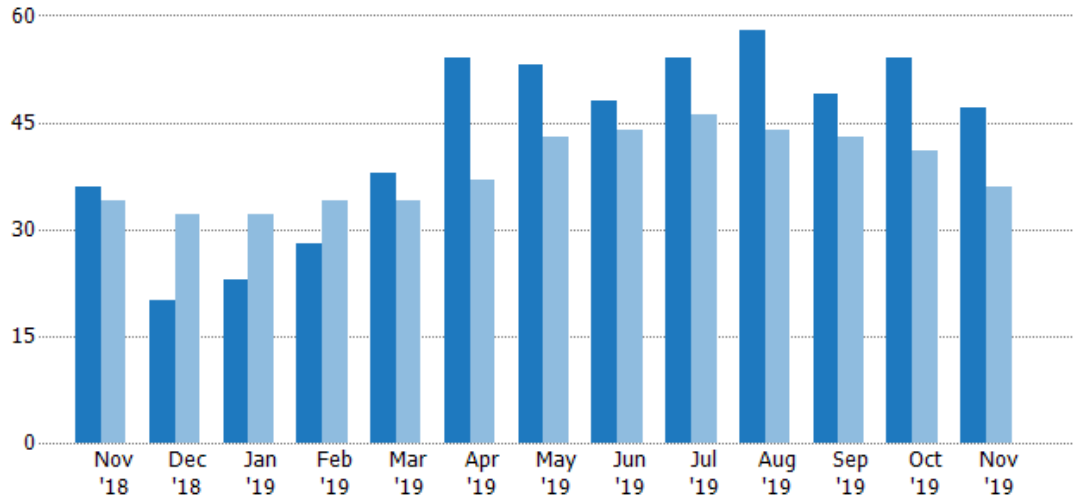
## Pending Sales

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.
Nov '19	47	30.6%
Nov '18	36	5.9%
Nov '17	34	17.6%



	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Current Year	36	20	23	28	38	54	53	48	54	58	49	54	47
Prior Year	34	32	32	34	34	37	43	44	46	44	43	41	36
Percent Change from Prior Year	6%	-38%	-28%	-18%	12%	46%	23%	9%	17%	32%	14%	32%	31%

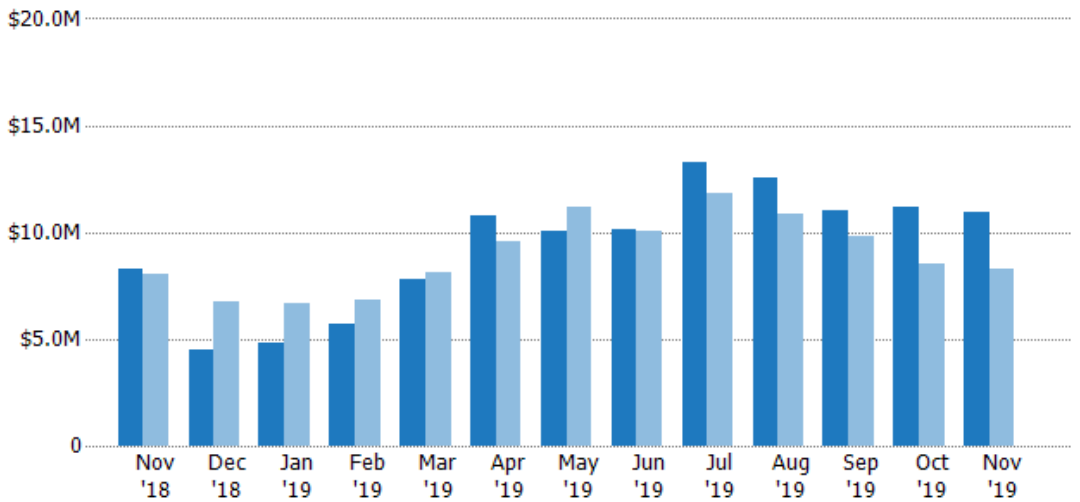
## Pending Sales Volume

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.
Nov '19	\$10.9M	31.8%
Nov '18	\$8.28M	3%
Nov '17	\$8.04M	9%



	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Current Year	\$8.28M	\$4.47M	\$4.8M	\$5.67M	\$7.83M	\$10.8M	\$10.1M	\$10.1M	\$13.3M	\$12.5M	\$11.1M	\$11.2M	\$10.9M
Prior Year	\$8.04M	\$6.76M	\$6.7M	\$6.82M	\$8.11M	\$9.58M	\$11.2M	\$10.1M	\$11.8M	\$10.8M	\$9.83M	\$8.51M	\$8.28M
Percent Change from Prior Year	3%	-34%	-28%	-17%	-4%	13%	-10%	0%	12%	15%	12%	31%	32%

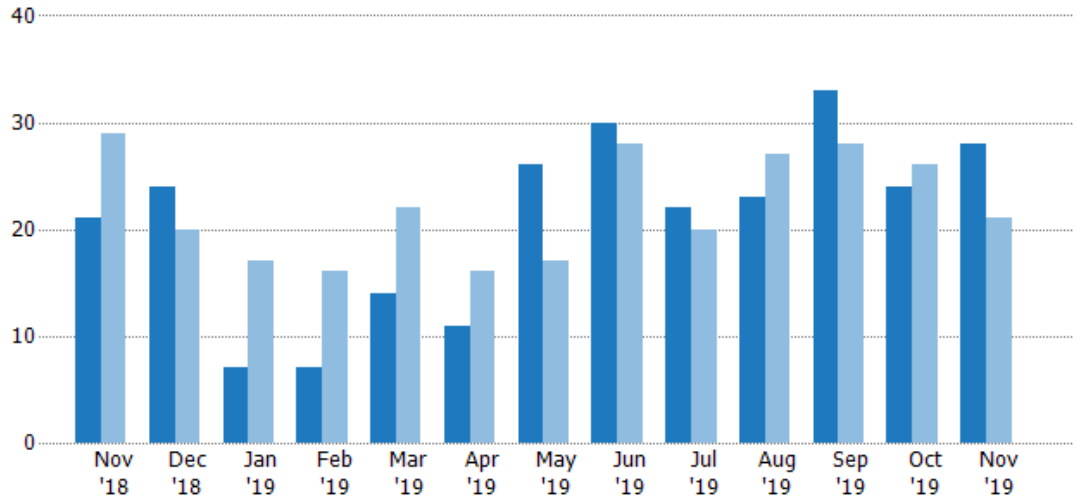
## Closed Sales

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.
Nov '19	28	33.3%
Nov '18	21	-27.6%
Nov '17	29	-41.4%



Current Year	21	24	7	7	14	11	26	30	22	23	33	24	28
Prior Year	29	20	17	16	22	16	17	28	20	27	28	26	21
Percent Change from Prior Year	-28%	20%	-59%	-56%	-36%	-31%	53%	7%	10%	-15%	18%	-8%	33%

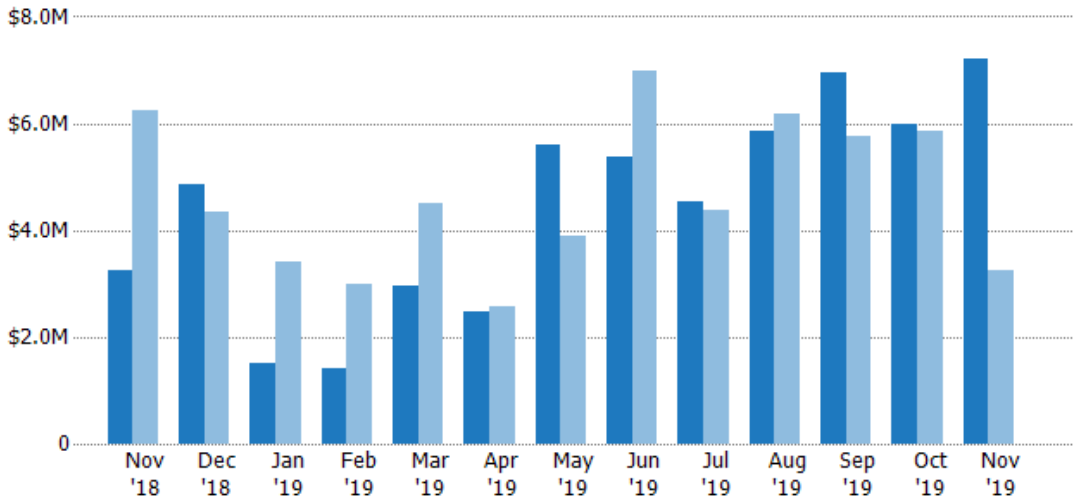
## Closed Sales Volume

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.
Nov '19	\$7.21M	123%
Nov '18	\$3.23M	-48.2%
Nov '17	\$6.25M	-59.8%



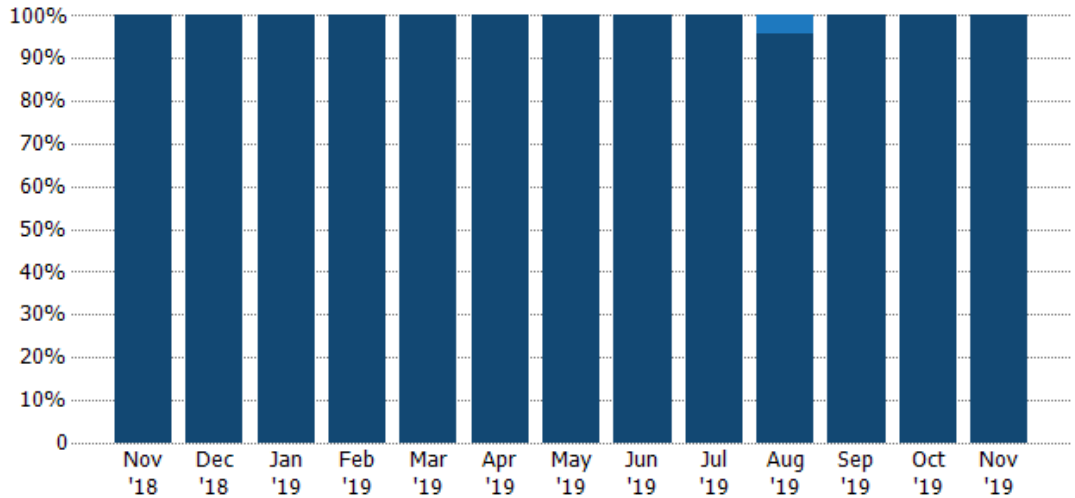
Current Year	\$3.23M	\$4.87M	\$1.51M	\$1.42M	\$2.95M	\$2.49M	\$5.61M	\$5.37M	\$4.55M	\$5.85M	\$6.95M	\$5.99M	\$7.21M
Prior Year	\$6.25M	\$4.35M	\$3.41M	\$2.98M	\$4.51M	\$2.56M	\$3.89M	\$6.98M	\$4.36M	\$6.18M	\$5.76M	\$5.84M	\$3.23M
Percent Change from Prior Year	-48%	12%	-56%	-53%	-35%	-3%	44%	-23%	4%	-5%	21%	3%	123%

## 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



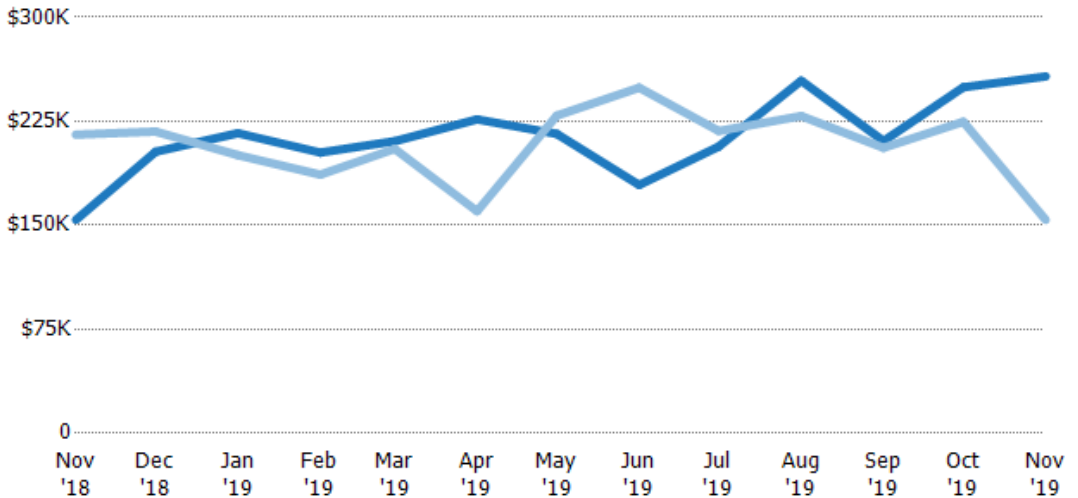
Property Type	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Condo/Townhouse	-	-	-	-	-	-	-	-	-	4%	-	-	-
Single Family Residence	100%	100%	100%	100%	100%	100%	100%	100%	100%	96%	100%	100%	100%

## 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.
Nov '19	\$257K	67.2%
Nov '18	\$154K	-28.5%
Nov '17	\$215K	-31.5%

Property Type	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Current Year	\$154K	\$203K	\$216K	\$202K	\$211K	\$226K	\$216K	\$179K	\$207K	\$254K	\$211K	\$250K	\$257K
Prior Year	\$215K	\$218K	\$201K	\$187K	\$205K	\$160K	\$229K	\$249K	\$218K	\$229K	\$206K	\$225K	\$154K
Percent Change from Prior Year	-29%	-7%	8%	9%	3%	41%	-6%	-28%	-5%	11%	2%	11%	67%

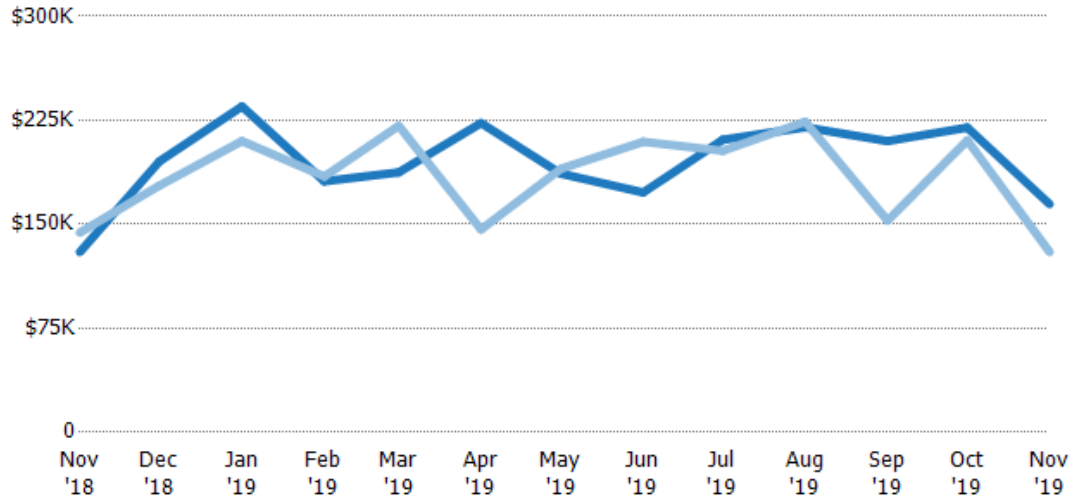
## Median Sales Price

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.
Nov '19	\$165K	26.5%
Nov '18	\$130K	-9.7%
Nov '17	\$144K	-9.7%



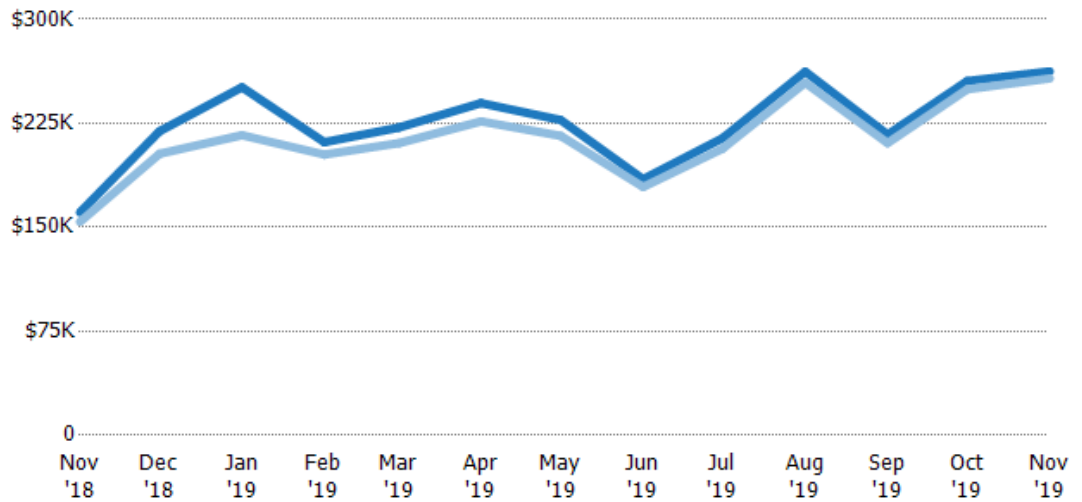
Current Year	\$130K	\$196K	\$235K	\$181K	\$187K	\$223K	\$187K	\$173K	\$211K	\$220K	\$210K	\$220K	\$165K
Prior Year	\$144K	\$178K	\$210K	\$184K	\$221K	\$146K	\$190K	\$210K	\$203K	\$224K	\$153K	\$211K	\$130K
Percent Change from Prior Year	-10%	10%	12%	-2%	-15%	52%	-2%	-17%	4%	-2%	38%	4%	27%

## 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



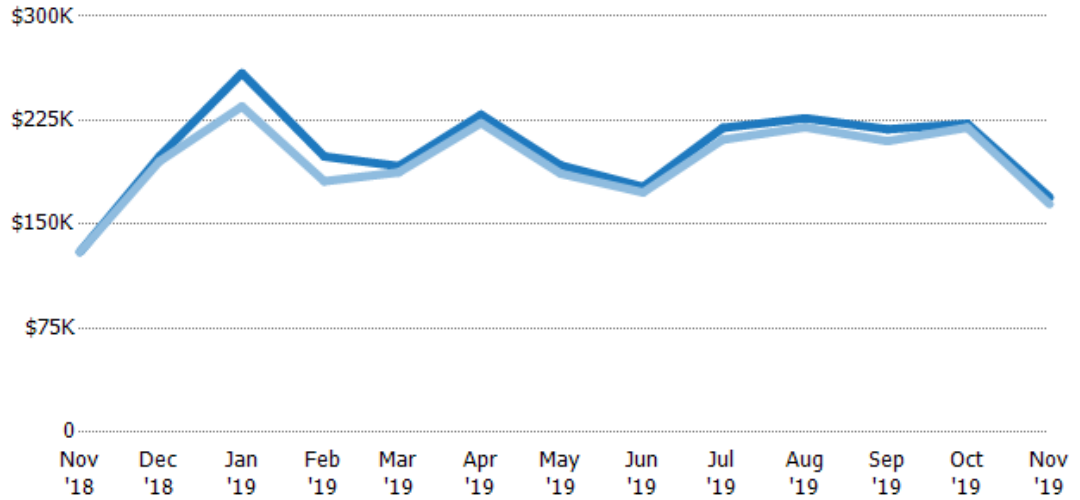
Avg List Price	\$161K	\$219K	\$251K	\$211K	\$222K	\$240K	\$227K	\$185K	\$214K	\$262K	\$217K	\$255K	\$262K
Avg Sales Price	\$154K	\$203K	\$216K	\$202K	\$211K	\$226K	\$216K	\$179K	\$207K	\$254K	\$211K	\$250K	\$257K
Avg Sales Price as a % of Avg List Price	96%	93%	86%	96%	95%	94%	95%	97%	96%	97%	97%	98%	98%

## 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



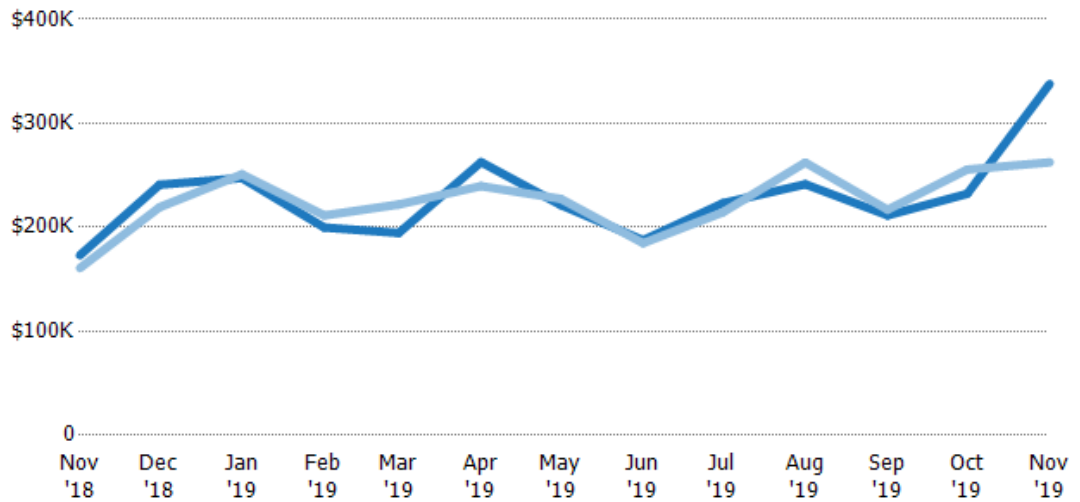
	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Median List Price	\$130K	\$199K	\$259K	\$199K	\$192K	\$229K	\$192K	\$177K	\$220K	\$227K	\$219K	\$223K	\$170K
Median Sales Price	\$130K	\$196K	\$235K	\$181K	\$187K	\$223K	\$187K	\$173K	\$211K	\$220K	\$210K	\$220K	\$165K
Med Sales Price as a % of Med List Price	100%	98%	91%	91%	98%	97%	97%	98%	96%	97%	96%	99%	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



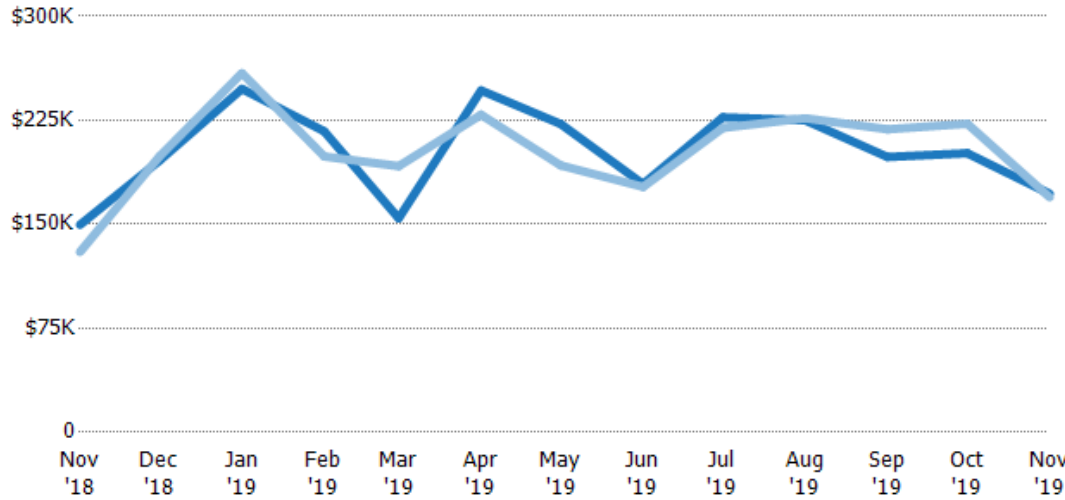
	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Avg Est Value	\$173K	\$241K	\$247K	\$200K	\$195K	\$263K	\$221K	\$188K	\$223K	\$241K	\$211K	\$232K	\$338K
Avg Sales Price	\$161K	\$219K	\$251K	\$211K	\$222K	\$240K	\$227K	\$185K	\$214K	\$262K	\$217K	\$255K	\$262K
Avg Sales Price as a % of Avg Est Value	93%	91%	101%	106%	114%	91%	103%	98%	96%	109%	103%	110%	78%

## 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



	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Median Est Value	\$150K	\$196K	\$248K	\$217K	\$154K	\$247K	\$222K	\$179K	\$227K	\$225K	\$199K	\$201K	\$172K
Median Sales Price	\$130K	\$199K	\$259K	\$199K	\$192K	\$229K	\$192K	\$177K	\$220K	\$227K	\$219K	\$223K	\$170K
Med Sales Price as a % of Med Est Value	87%	102%	105%	92%	124%	93%	87%	99%	97%	101%	110%	111%	99%