

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	Oct 2019	Oct 2018	+ / -	YTD 2019	YTD 2018	+ / -
Listing Activity Charts Metrics						
New Listing Count	32	22	+45.5%	359	353	+1.7%
New Listing Volume	\$8,432,800	\$6,732,600	+25.3%	\$96,800,175	\$90,432,078	+7%
Active Listing Count	186	205	-9.3%	N/A	N/A	
Active Listing Volume	\$60,274,175	\$59,330,378	+1.6%	N/A	N/A	
Average Listing Price	\$324,055	\$289,416	+12%	\$292,784	\$280,778	+4.3%
Median Listing Price	\$242,450	\$229,000	+5.9%	\$226,317	\$224,443	+0.8%
Median Days in RPR	109.5	142	-22.9%	109.83	132.08	-16.8%
Months of Inventory	5.6	7.3	-23%	8.2	8.6	-4.9%
Absorption Rate	17.74%	13.66%	+4.1%	12.2%	11.61%	+0.6%
Sales Activity Charts Metrics						
New Pending Sales Count	37	24	+54.2%	283	234	+20.9%
New Pending Sales Volume	\$11,602,075	\$4,926,200	+135.5%	\$64,915,253	\$52,207,250	+24.3%
Pending Sales Count	54	41	+31.7%	N/A	N/A	
Pending Sales Volume	\$11,171,500	\$8,506,200	+31.3%	N/A	N/A	
Closed Sales Count	24	26	-7.7%	197	217	-9.2%
Closed Sales Volume	\$5,988,442	\$5,841,775	+2.5%	\$42,698,482	\$46,484,775	-8.1%
Average Sales Price	\$249,518	\$224,684	+11.1%	\$216,744	\$214,216	+1.2%
Median Sales Price	\$219,750	\$210,500	+4.4%	\$202,705	\$196,653	+3.1%

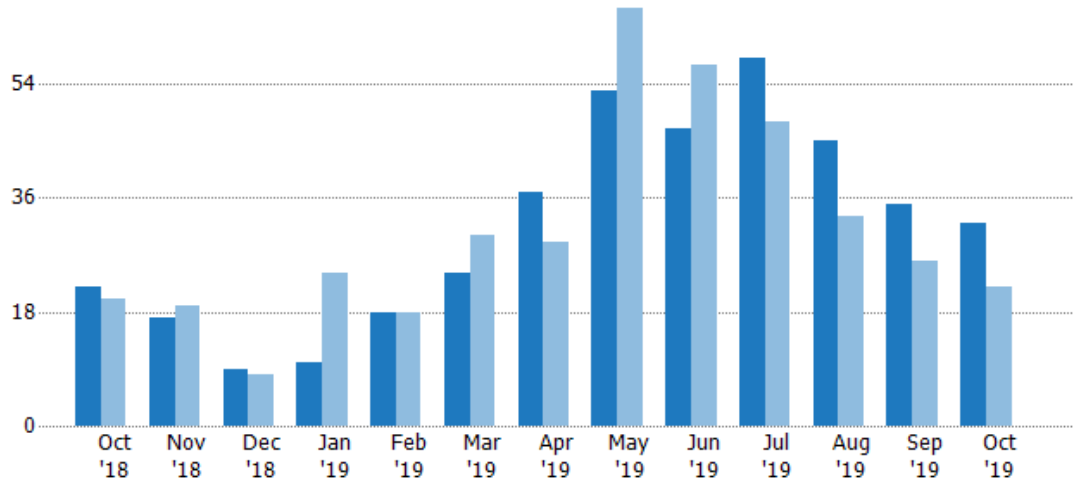
New Listings

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.
Oct '19	32	45.5%
Oct '18	22	10%
Oct '17	20	65%



	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19
Current Year	22	17	9	10	18	24	37	53	47	58	45	35	32
Prior Year	20	19	8	24	18	30	29	66	57	48	33	26	22
Percent Change from Prior Year	10%	-11%	13%	-58%	0%	-20%	28%	-20%	-18%	21%	36%	35%	45%

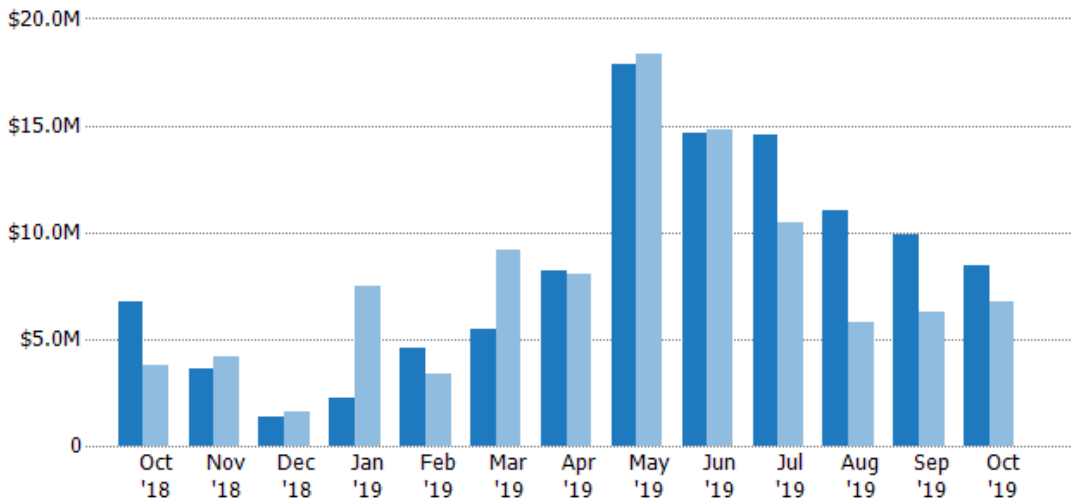
New Listing Volume

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.
Oct '19	\$8.43M	25.3%
Oct '18	\$6.73M	80.1%
Oct '17	\$3.74M	86.7%



	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19
Current Year	\$6.73M	\$3.59M	\$1.35M	\$2.21M	\$4.54M	\$5.47M	\$8.19M	\$17.8M	\$14.6M	\$14.6M	\$11M	\$9.92M	\$8.43M
Prior Year	\$3.74M	\$4.21M	\$1.57M	\$7.45M	\$3.38M	\$9.2M	\$8.04M	\$18.3M	\$14.8M	\$10.4M	\$5.79M	\$6.23M	\$6.73M
Percent Change from Prior Year	80%	-15%	-14%	-70%	34%	-41%	2%	-3%	-1%	40%	90%	59%	25%

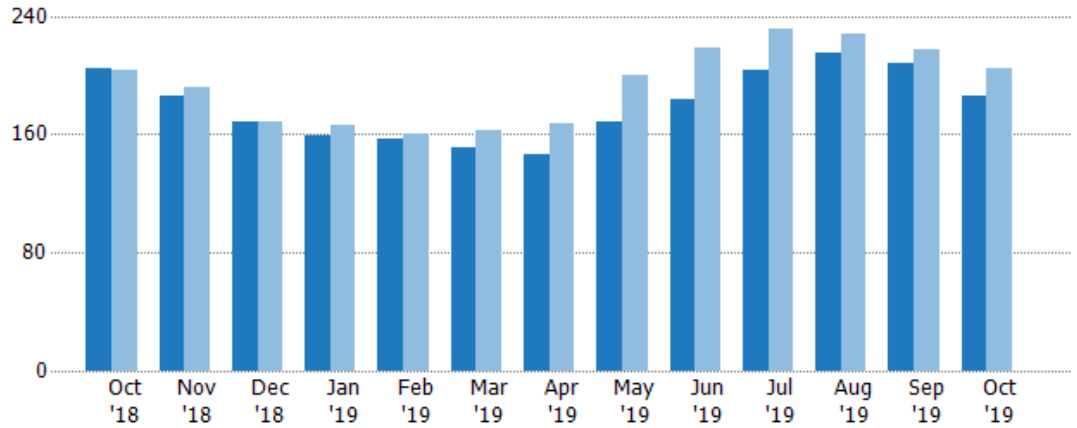
Active Listings

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.
Oct '19	186	-9.3%
Oct '18	205	0.5%
Oct '17	204	20.6%



Current Year	205	186	169	159	157	151	146	169	184	204	215	208	186
Prior Year	204	192	168	166	160	163	167	200	219	231	228	217	205
Percent Change from Prior Year	0%	-3%	1%	-4%	-2%	-7%	-13%	-16%	-16%	-12%	-6%	-4%	-9%

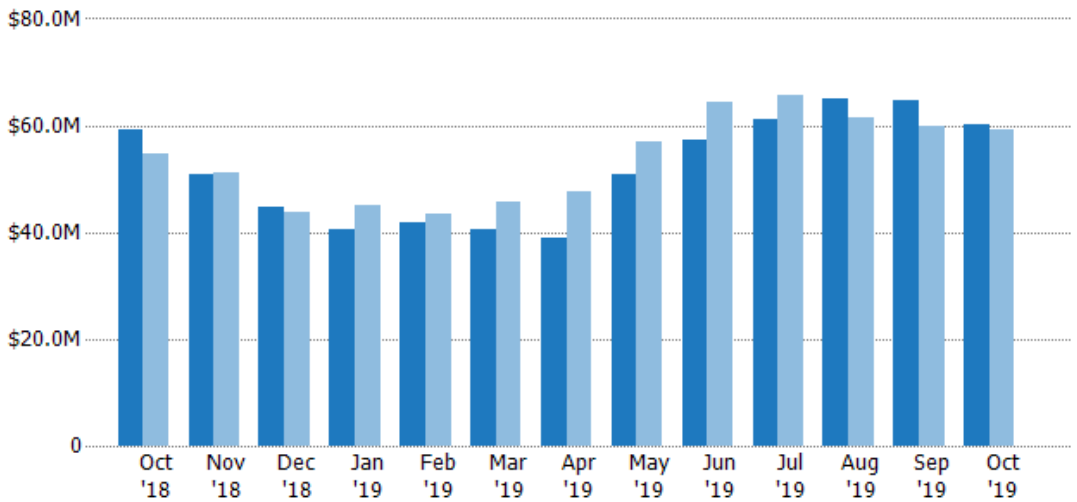
Active Listing Volume

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.
Oct '19	\$60.3M	1.6%
Oct '18	\$59.3M	8.4%
Oct '17	\$54.7M	33.7%



Current Year	\$59.3M	\$50.8M	\$44.6M	\$40.7M	\$42M	\$40.4M	\$38.9M	\$50.8M	\$57.1M	\$61M	\$64.9M	\$64.8M	\$60.3M
Prior Year	\$54.7M	\$51.3M	\$43.8M	\$45M	\$43.3M	\$45.6M	\$47.7M	\$57.1M	\$64.2M	\$65.6M	\$61.5M	\$59.8M	\$59.3M
Percent Change from Prior Year	8%	-1%	2%	-10%	-3%	-11%	-18%	-11%	-11%	-7%	6%	8%	2%

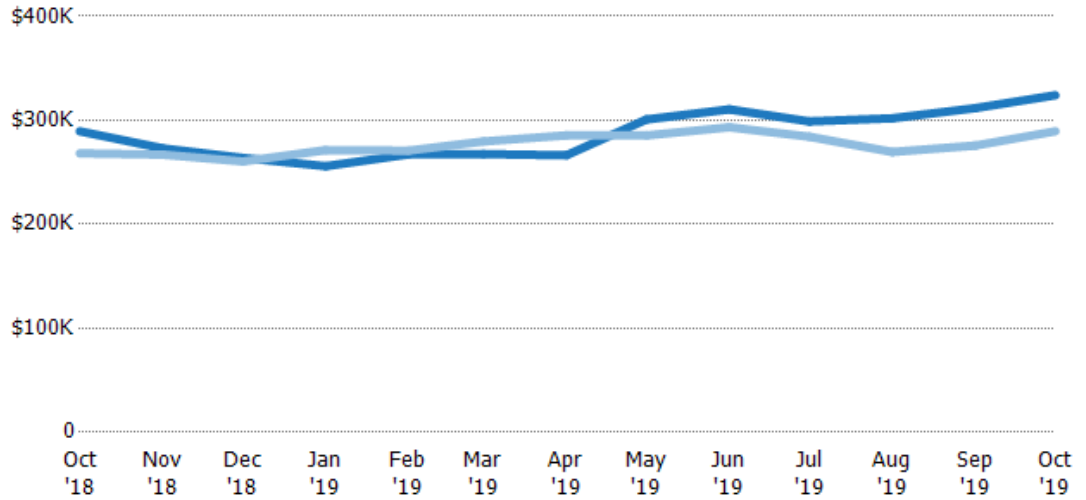
Average Listing Price

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.
Oct '19	\$324K	12%
Oct '18	\$289K	7.9%
Oct '17	\$268K	10.9%



Current Year	\$289K	\$273K	\$264K	\$256K	\$267K	\$268K	\$266K	\$301K	\$310K	\$299K	\$302K	\$312K	\$324K
Prior Year	\$268K	\$267K	\$260K	\$271K	\$271K	\$280K	\$285K	\$285K	\$293K	\$284K	\$270K	\$276K	\$289K
Percent Change from Prior Year	8%	2%	1%	-6%	-1%	-4%	-7%	5%	6%	5%	12%	13%	12%

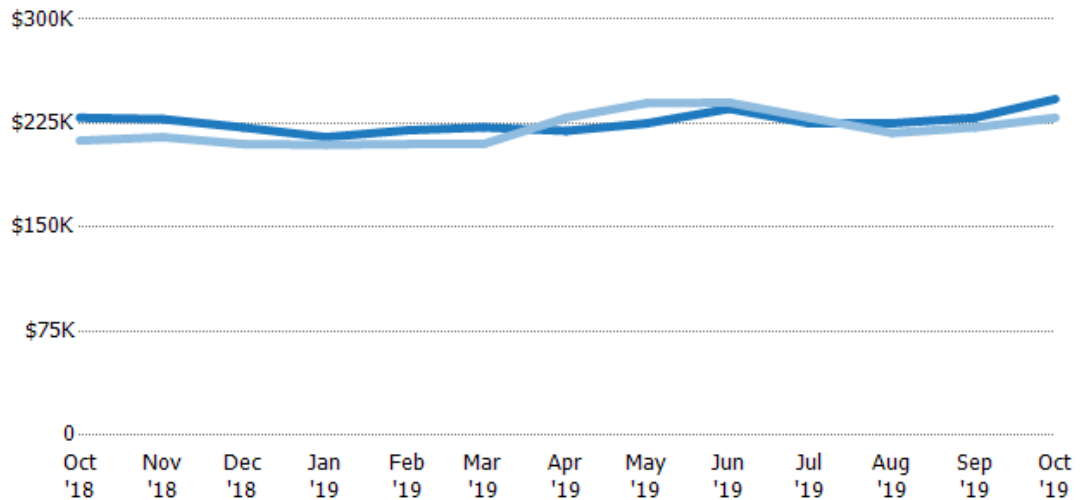
Median Listing Price

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.
Oct '19	\$242K	5.9%
Oct '18	\$229K	7.8%
Oct '17	\$213K	5.9%



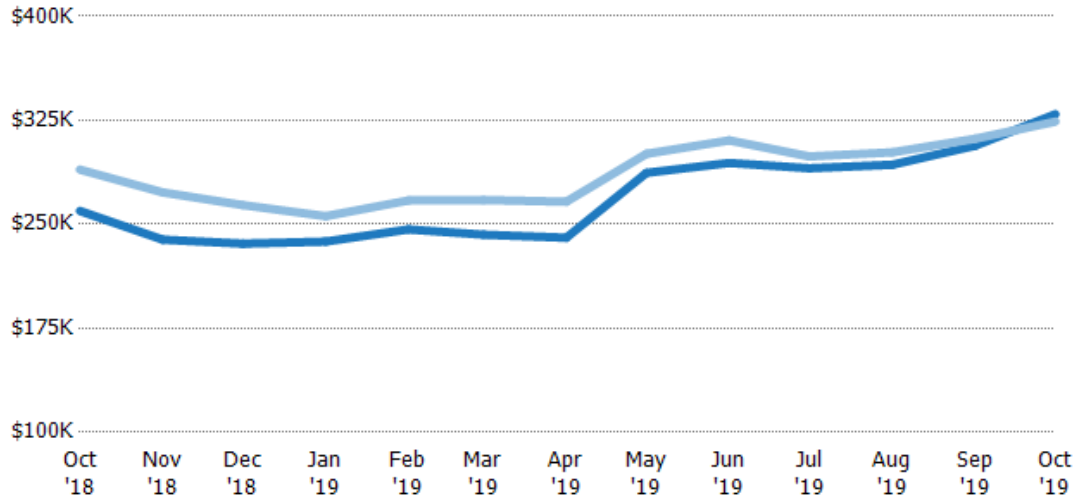
Current Year	\$229K	\$228K	\$222K	\$215K	\$220K	\$222K	\$220K	\$225K	\$235K	\$225K	\$225K	\$229K	\$242K
Prior Year	\$213K	\$215K	\$210K	\$210K	\$210K	\$210K	\$229K	\$240K	\$240K	\$229K	\$218K	\$222K	\$229K
Percent Change from Prior Year	8%	6%	6%	3%	5%	6%	-4%	-6%	-2%	-2%	3%	3%	6%

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

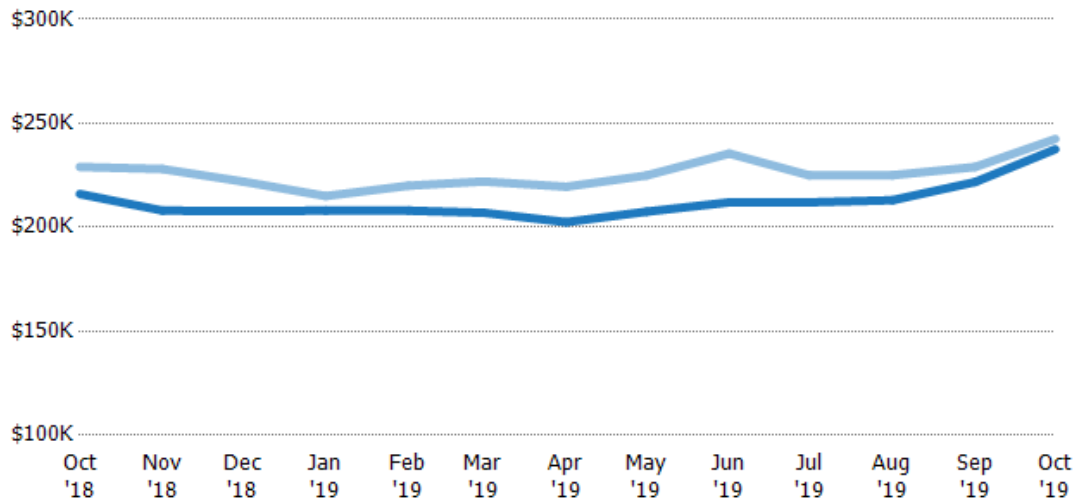


Median Listing Price vs Median Est Value

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

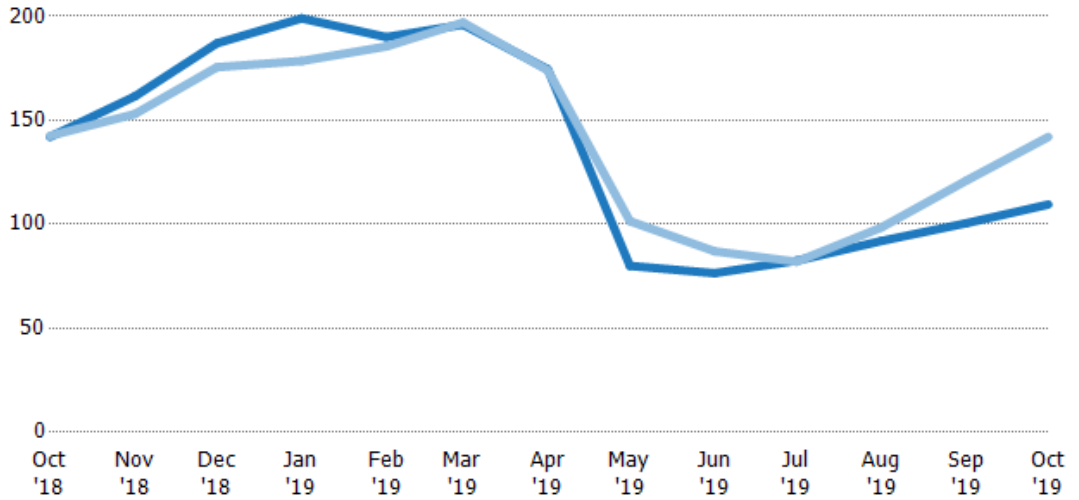


Median Days in RPR

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.
Oct '19	110	-22.9%
Oct '18	142	-0.4%
Oct '17	143	-11.2%

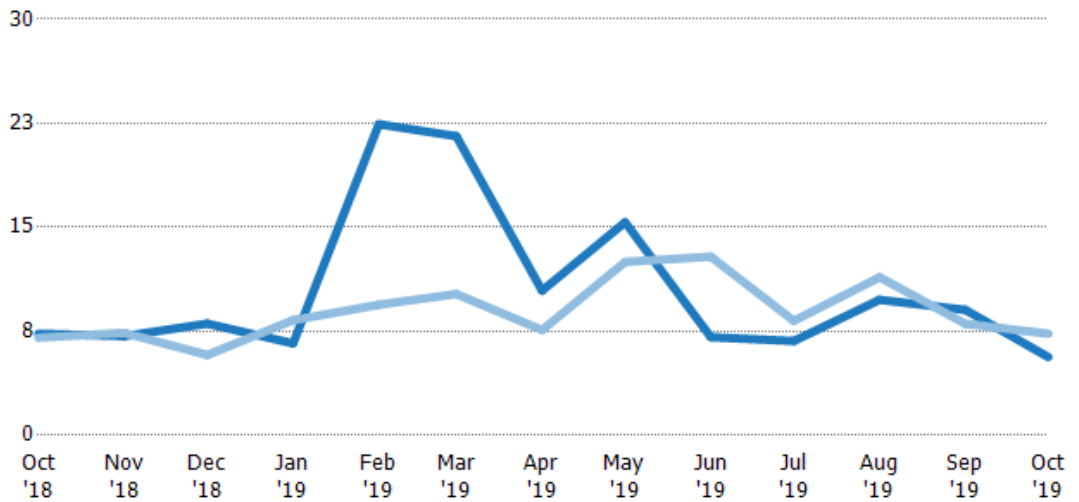
	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19
Current Year	142	162	187	199	190	196	175	80	76.5	82.5	92	101	110
Prior Year	143	153	176	179	186	197	174	102	87	82	98.5	121	142
Percent Change from Prior Year	0%	6%	7%	11%	2%	-1%	0%	-21%	-12%	1%	-7%	-17%	-23%

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.
Oct '19	5.64	-23%
Oct '18	7.32	4.1%
Oct '17	7.03	84.1%

	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19
Current Year	7.32	7.15	8.05	6.63	22.4	21.6	10.4	15.4	7.08	6.8	9.77	9.04	5.64
Prior Year	7.03	7.38	5.79	8.3	9.41	10.2	7.59	12.5	12.9	8.25	11.4	8.04	7.32
Percent Change from Prior Year	4%	-3%	39%	-20%	138%	112%	37%	23%	-45%	-18%	-14%	13%	-23%

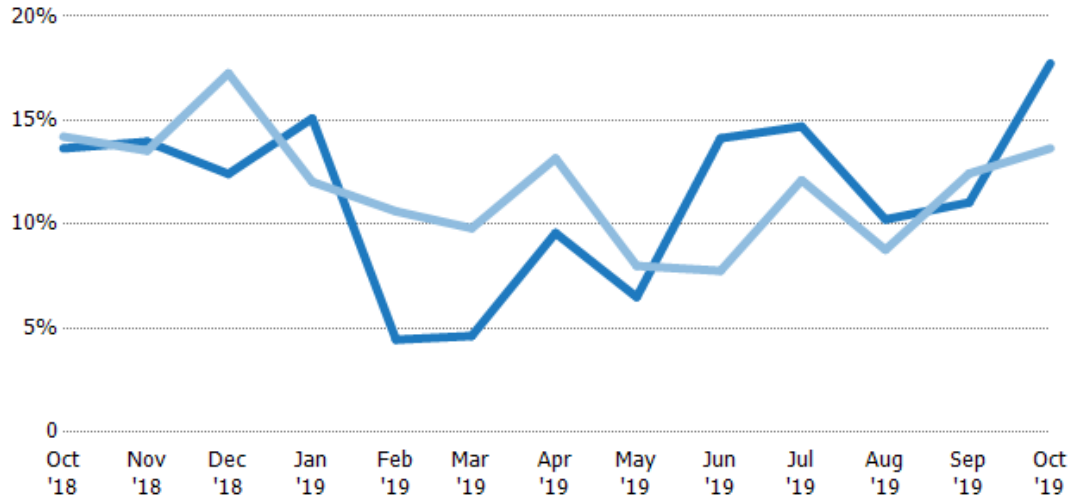
Absorption Rate

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.
Oct '19	18%	-4.1%
Oct '18	14%	0.6%
Oct '17	14%	-45.7%



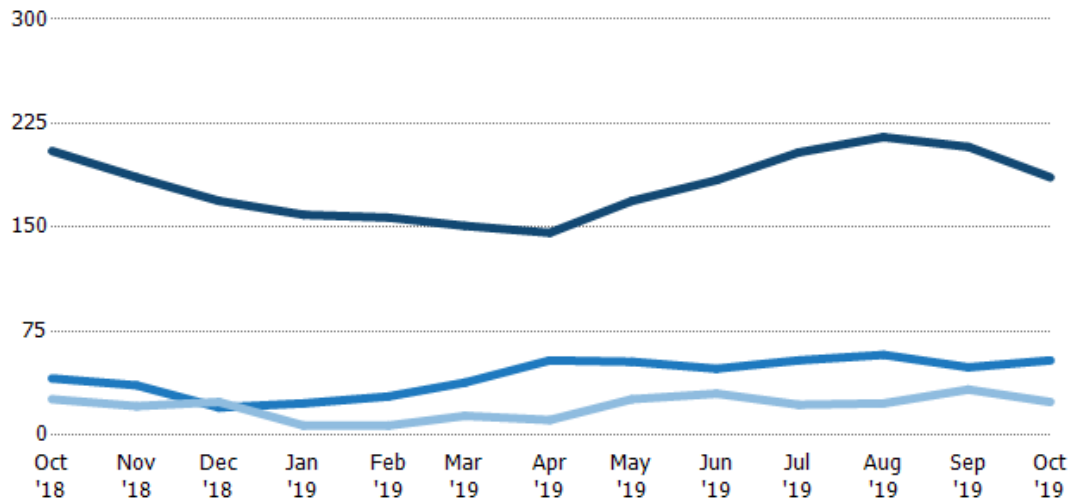
Current Year	14%	14%	12%	15%	4%	5%	10%	7%	14%	15%	10%	11%	18%
Prior Year	14%	14%	17%	12%	11%	10%	13%	8%	8%	12%	9%	12%	14%
Change from Prior Year	1%	0%	5%	-3%	6%	5%	4%	2%	-6%	-3%	-1%	1%	-4%

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



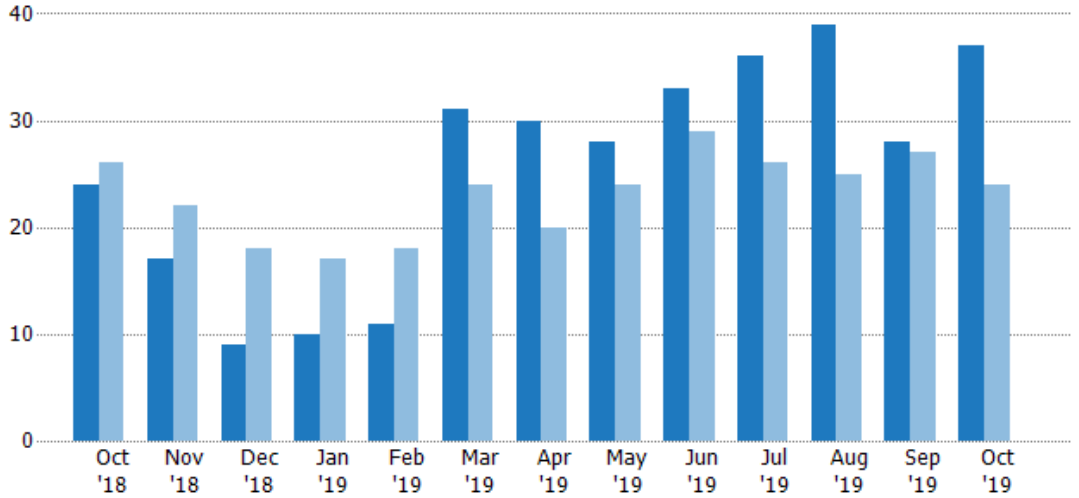
Active	205	186	169	159	157	151	146	169	184	204	215	208	186
Pending	41	36	20	23	28	38	54	53	48	54	58	49	54
Sold	26	21	24	7	7	14	11	26	30	22	23	33	24

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



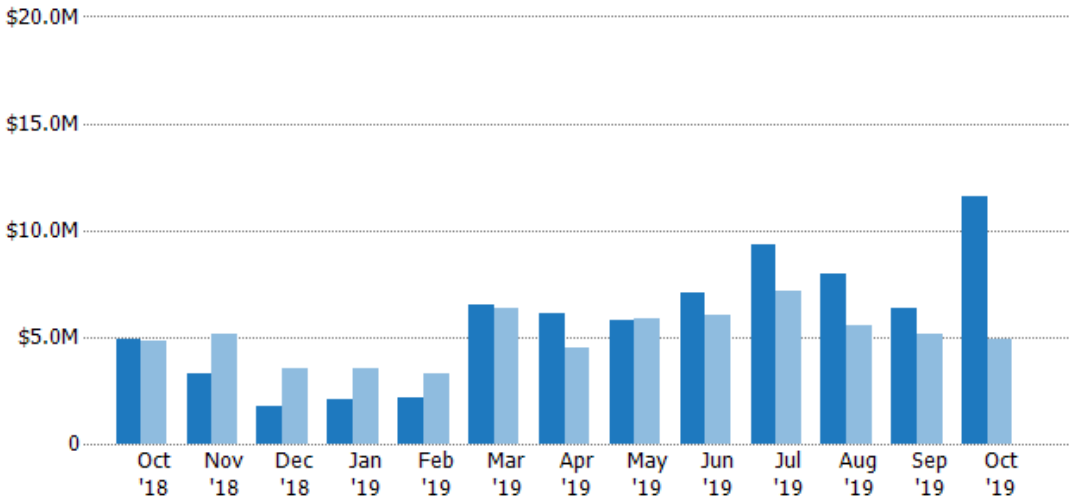
	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19
Current Year	24	17	9	10	11	31	30	28	33	36	39	28	37
Prior Year	26	22	18	17	18	24	20	24	29	26	25	27	24
Percent Change from Prior Year	-8%	-23%	-50%	-41%	-39%	29%	50%	17%	14%	38%	56%	4%	54%

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



	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19
Current Year	\$4.93M	\$3.31M	\$1.77M	\$2.09M	\$2.15M	\$6.52M	\$6.08M	\$5.81M	\$7.08M	\$9.31M	\$7.95M	\$6.32M	\$11.6M
Prior Year	\$4.84M	\$5.12M	\$3.49M	\$3.54M	\$3.26M	\$6.33M	\$4.49M	\$5.89M	\$6.02M	\$7.13M	\$5.51M	\$5.11M	\$4.93M
Percent Change from Prior Year	2%	-35%	-49%	-41%	-34%	3%	35%	-1%	18%	31%	44%	24%	136%

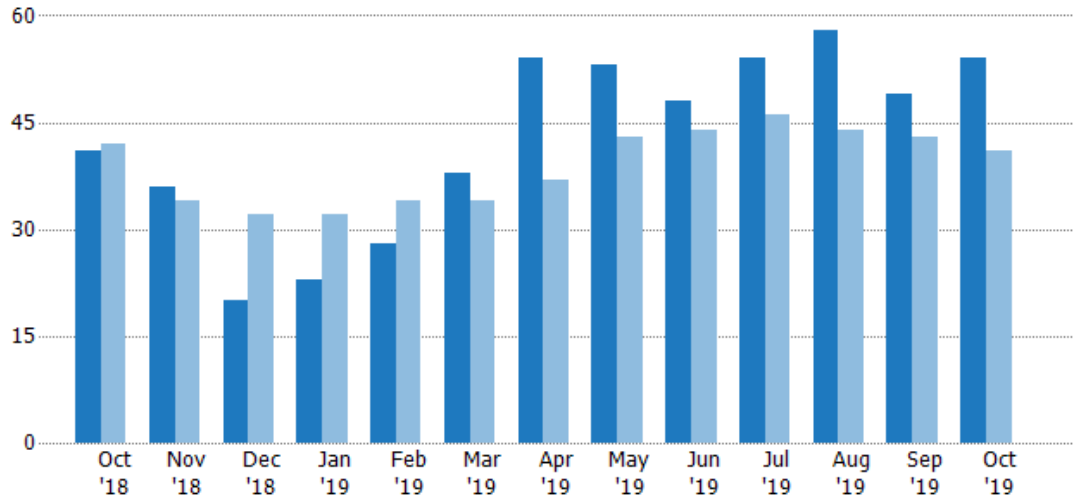
Pending Sales

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.
Oct '19	54	31.7%
Oct '18	41	-2.4%
Oct '17	42	4.8%



Current Year	41	36	20	23	28	38	54	53	48	54	58	49	54
Prior Year	42	34	32	32	34	34	37	43	44	46	44	43	41
Percent Change from Prior Year	-2%	6%	-38%	-28%	-18%	12%	46%	23%	9%	17%	32%	14%	32%

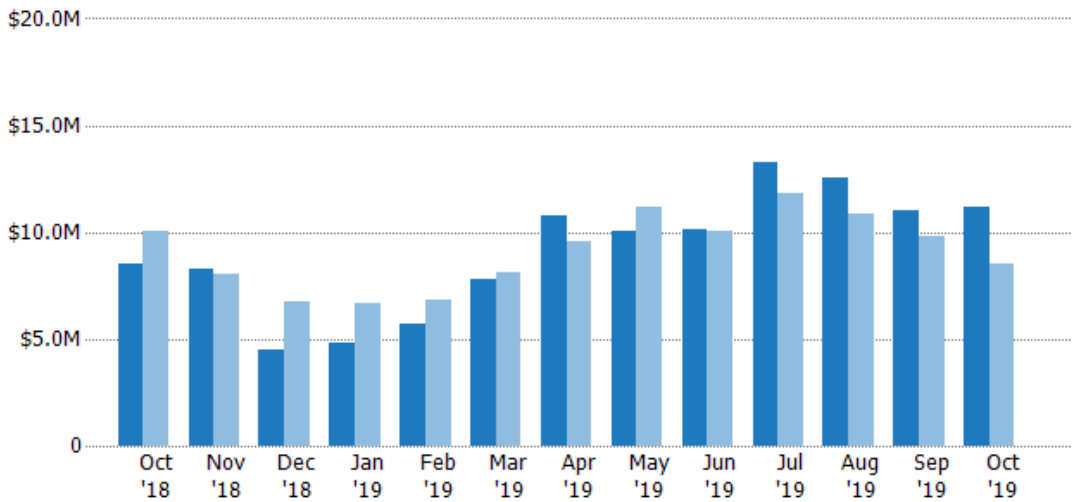
Pending Sales Volume

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.
Oct '19	\$11.2M	31.3%
Oct '18	\$8.51M	-15.5%
Oct '17	\$10.1M	-5.5%



Current Year	\$8.51M	\$8.28M	\$4.47M	\$4.8M	\$5.67M	\$7.83M	\$10.8M	\$10.1M	\$10.1M	\$13.3M	\$12.5M	\$11.1M	\$11.2M
Prior Year	\$10.1M	\$8.04M	\$6.76M	\$6.7M	\$6.82M	\$8.11M	\$9.58M	\$11.2M	\$10.1M	\$11.8M	\$10.8M	\$9.83M	\$8.51M
Percent Change from Prior Year	-15%	3%	-34%	-28%	-17%	-4%	13%	-10%	0%	12%	15%	12%	31%

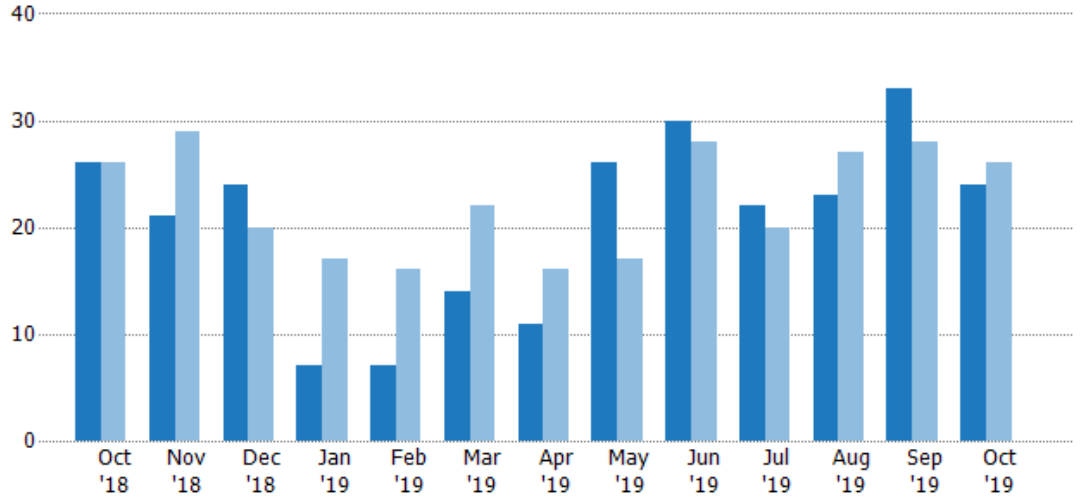
Closed Sales

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.
Oct '19	24	-7.7%
Oct '18	26	0%
Oct '17	26	-38.5%



Current Year	26	21	24	7	7	14	11	26	30	22	23	33	24
Prior Year	26	29	20	17	16	22	16	17	28	20	27	28	26
Percent Change from Prior Year	0%	-28%	20%	-59%	-56%	-36%	-31%	53%	7%	10%	-15%	18%	-8%

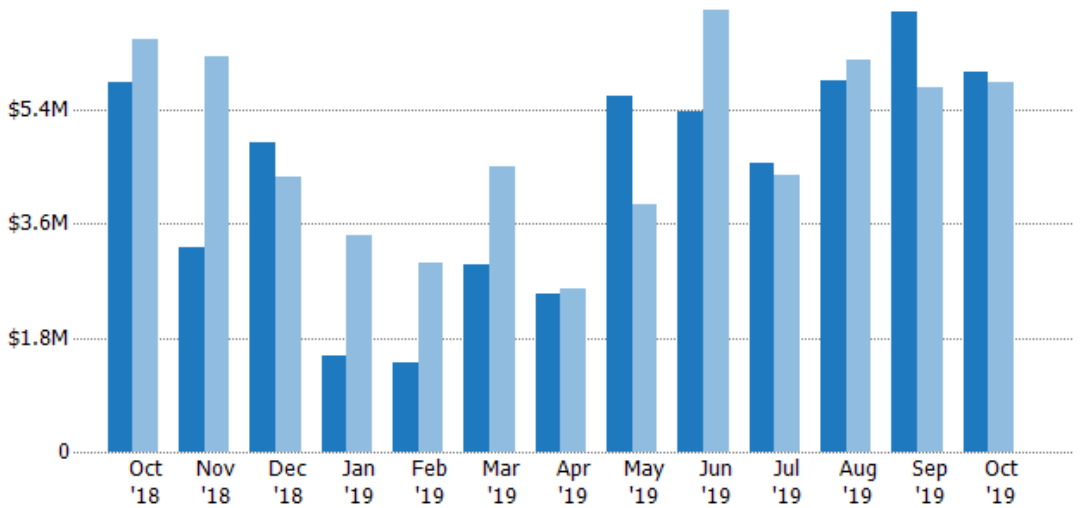
Closed Sales Volume

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.
Oct '19	\$5.99M	2.5%
Oct '18	\$5.84M	-10.3%
Oct '17	\$6.52M	-54.1%



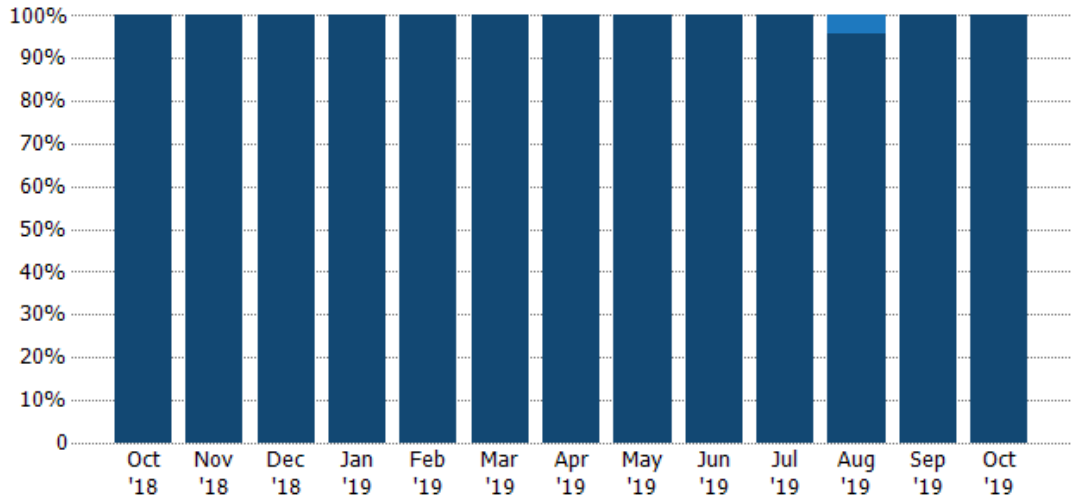
Current Year	\$5.84M	\$3.23M	\$4.87M	\$1.51M	\$1.42M	\$2.95M	\$2.49M	\$5.61M	\$5.37M	\$4.55M	\$5.85M	\$6.95M	\$5.99M
Prior Year	\$6.52M	\$6.25M	\$4.35M	\$3.41M	\$2.98M	\$4.51M	\$2.56M	\$3.89M	\$6.98M	\$4.36M	\$6.18M	\$5.76M	\$5.84M
Percent Change from Prior Year	-10%	-48%	12%	-56%	-53%	-35%	-3%	44%	-23%	4%	-5%	21%	3%

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



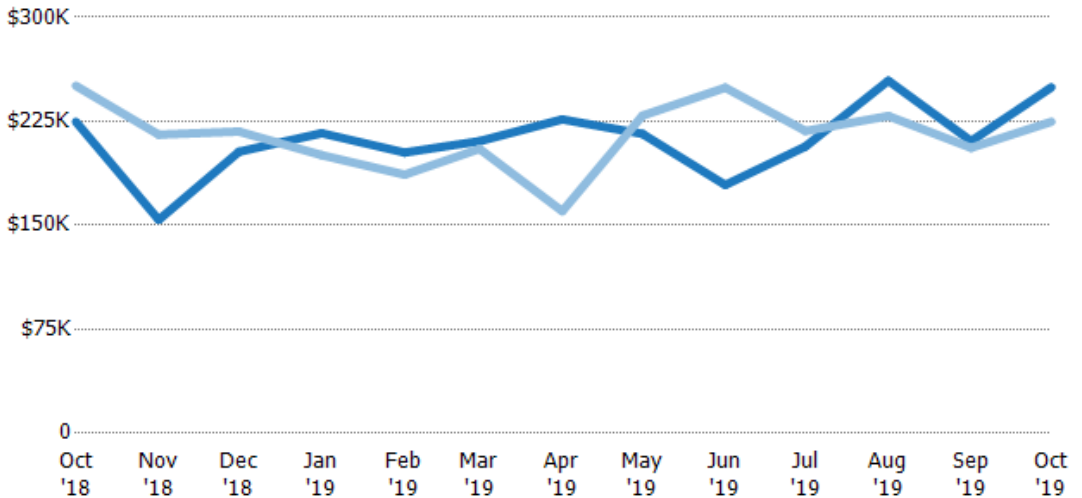
Condo/Townhouse	-	-	-	-	-	-	-	-	-	-	4%	-	-
Single Family Residence	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	96%	100%	100%

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	\$225K	\$154K	\$203K	\$216K	\$202K	\$211K	\$226K	\$216K	\$179K	\$207K	\$254K	\$211K	\$250K
Prior Year	\$251K	\$215K	\$218K	\$201K	\$187K	\$205K	\$160K	\$229K	\$249K	\$218K	\$229K	\$206K	\$225K
Percent Change from Prior Year	-10%	-29%	-7%	8%	9%	3%	41%	-6%	-28%	-5%	11%	2%	11%

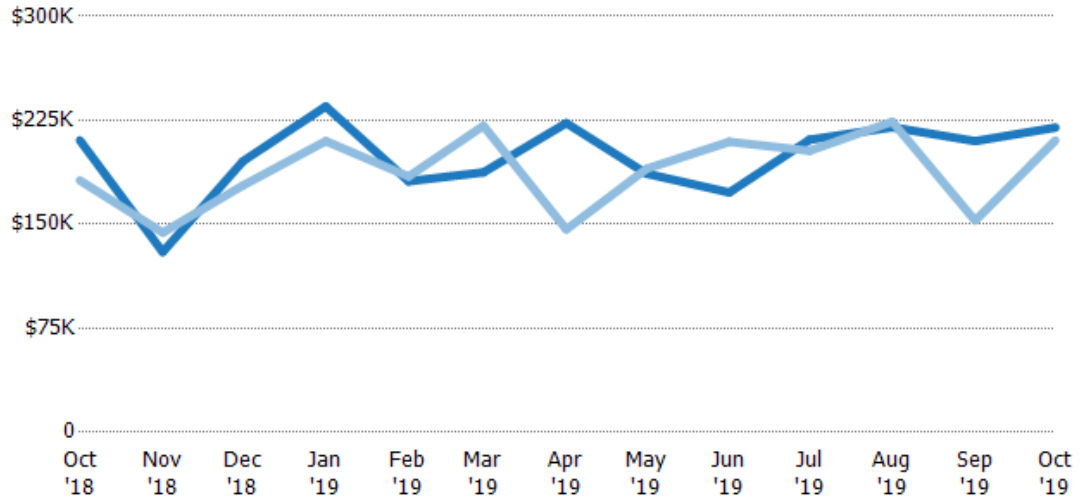
Median Sales Price

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.
Oct '19	\$220K	4.4%
Oct '18	\$211K	15.9%
Oct '17	\$182K	-3.9%



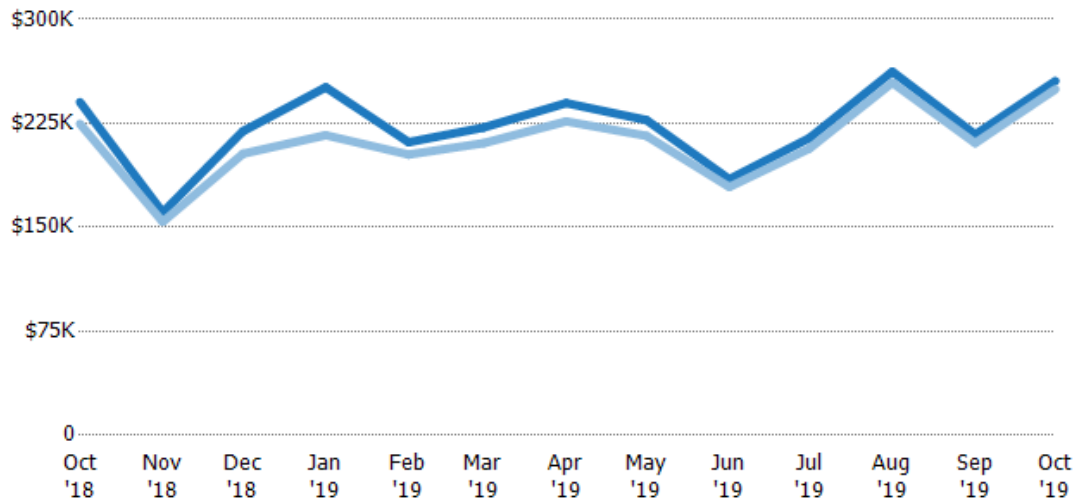
Current Year	\$211K	\$130K	\$196K	\$235K	\$181K	\$187K	\$223K	\$187K	\$173K	\$211K	\$220K	\$210K	\$220K
Prior Year	\$182K	\$144K	\$178K	\$210K	\$184K	\$221K	\$146K	\$190K	\$210K	\$203K	\$224K	\$153K	\$211K
Percent Change from Prior Year	16%	-10%	10%	12%	-2%	-15%	52%	-2%	-17%	4%	-2%	38%	4%

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



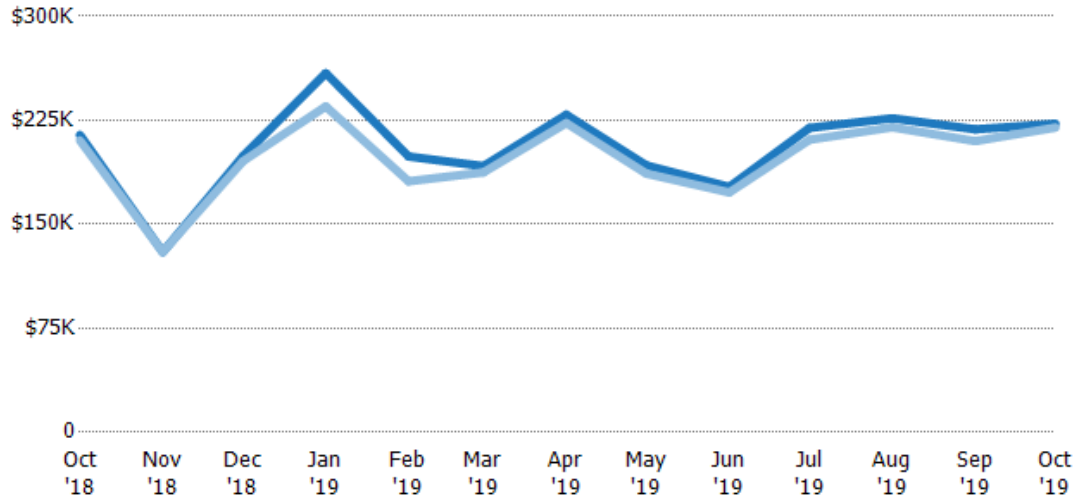
Avg List Price	\$240K	\$161K	\$219K	\$251K	\$211K	\$222K	\$240K	\$227K	\$185K	\$214K	\$262K	\$217K	\$255K
Avg Sales Price	\$225K	\$154K	\$203K	\$216K	\$202K	\$211K	\$226K	\$216K	\$179K	\$207K	\$254K	\$211K	\$250K
Avg Sales Price as a % of Avg List Price	93%	96%	93%	86%	96%	95%	94%	95%	97%	96%	97%	97%	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



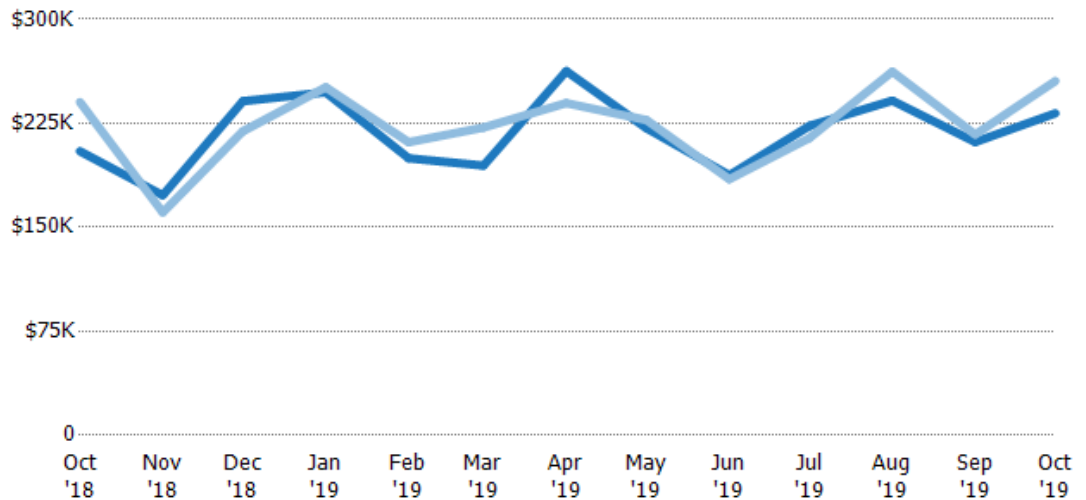
	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19
Median List Price	\$214K	\$130K	\$199K	\$259K	\$199K	\$192K	\$229K	\$192K	\$177K	\$220K	\$227K	\$219K	\$223K
Median Sales Price	\$211K	\$130K	\$196K	\$235K	\$181K	\$187K	\$223K	\$187K	\$173K	\$211K	\$220K	\$210K	\$220K
Med Sales Price as a % of Med List Price	98%	100%	98%	91%	91%	98%	97%	97%	98%	96%	97%	96%	99%

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



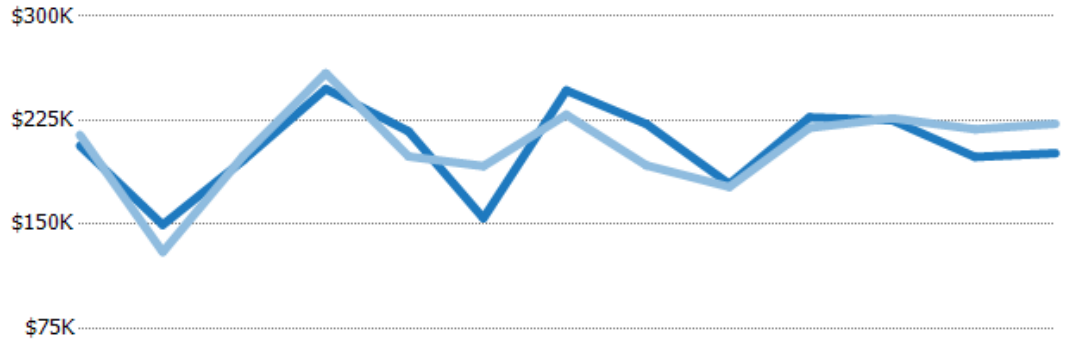
	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19
Avg Est Value	\$205K	\$173K	\$241K	\$247K	\$200K	\$195K	\$263K	\$221K	\$188K	\$223K	\$241K	\$211K	\$232K
Avg Sales Price	\$240K	\$161K	\$219K	\$251K	\$211K	\$222K	\$240K	\$227K	\$185K	\$214K	\$262K	\$217K	\$255K
Avg Sales Price as a % of Avg Est Value	117%	93%	91%	101%	106%	114%	91%	103%	98%	96%	109%	103%	110%

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



	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19
Median Est Value	\$207K	\$150K	\$196K	\$248K	\$217K	\$154K	\$247K	\$222K	\$179K	\$227K	\$225K	\$199K	\$201K
Median Sales Price	\$214K	\$130K	\$199K	\$259K	\$199K	\$192K	\$229K	\$192K	\$177K	\$220K	\$227K	\$219K	\$223K
Med Sales Price as a % of Med Est Value	104%	87%	102%	105%	92%	124%	93%	87%	99%	97%	101%	110%	111%