

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	Sep 2019	Sep 2018	+ / -	YTD 2019	YTD 2018	+ / -
Listing Activity Charts Metrics						
New Listing Count	35	26	+34.6%	327	331	-1.2%
New Listing Volume	\$9,920,675	\$6,234,700	+59.1%	\$88,367,375	\$83,699,478	+5.6%
Active Listing Count	208	217	-4.1%	N/A	N/A	
Active Listing Volume	\$64,826,975	\$59,819,277	+8.4%	N/A	N/A	
Average Listing Price	\$311,668	\$275,665	+13.1%	\$289,132	\$279,766	+3.3%
Median Listing Price	\$229,000	\$222,000	+3.2%	\$224,433	\$223,909	+0.2%
Median Days in RPR	100.5	121	-16.9%	109.88	130.73	-16%
Months of Inventory	9	8	+12.5%	8.3	8.7	-4.3%
Absorption Rate	11.06%	12.44%	-1.4%	11.99%	11.48%	+0.5%
Sales Activity Charts Metrics						
New Pending Sales Count	28	27	+3.7%	246	210	+17.1%
New Pending Sales Volume	\$6,321,100	\$5,108,900	+23.7%	\$53,313,178	\$47,281,050	+12.8%
Pending Sales Count	49	43	+14%	N/A	N/A	
Pending Sales Volume	\$11,055,100	\$9,828,400	+12.5%	N/A	N/A	
Closed Sales Count	33	28	+17.9%	173	191	-9.4%
Closed Sales Volume	\$6,954,460	\$5,764,250	+20.6%	\$36,710,040	\$40,643,000	-9.7%
Average Sales Price	\$210,741	\$205,866	+2.4%	\$212,197	\$212,791	-0.3%
Median Sales Price	\$210,000	\$152,625	+37.6%	\$200,340	\$194,768	+2.9%

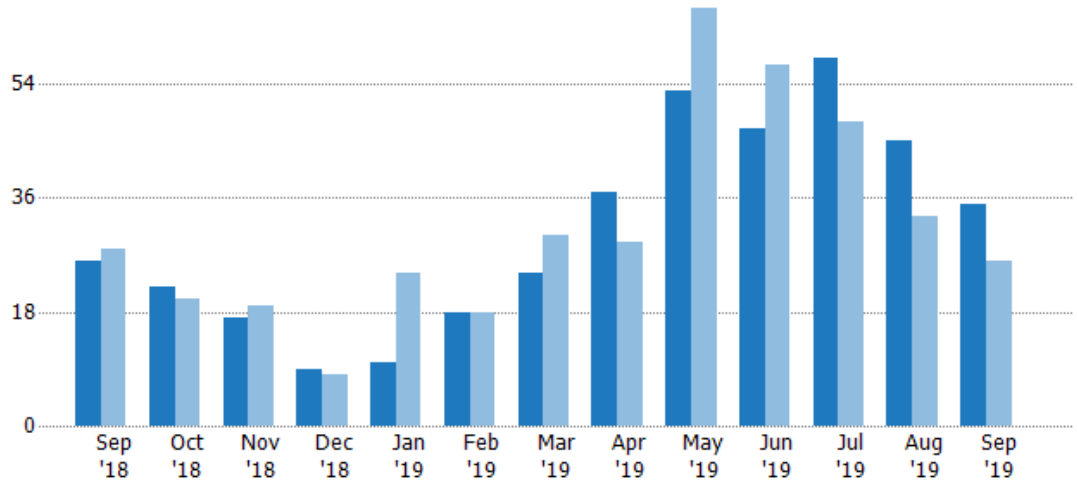
New Listings

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.
Sep '19	35	34.6%
Sep '18	26	-7.1%
Sep '17	28	17.9%



Current Year	26	22	17	9	10	18	24	37	53	47	58	45	35
Prior Year	28	20	19	8	24	18	30	29	66	57	48	33	26
Percent Change from Prior Year	-7%	10%	-11%	13%	-58%	0%	-20%	28%	-20%	-18%	21%	36%	35%

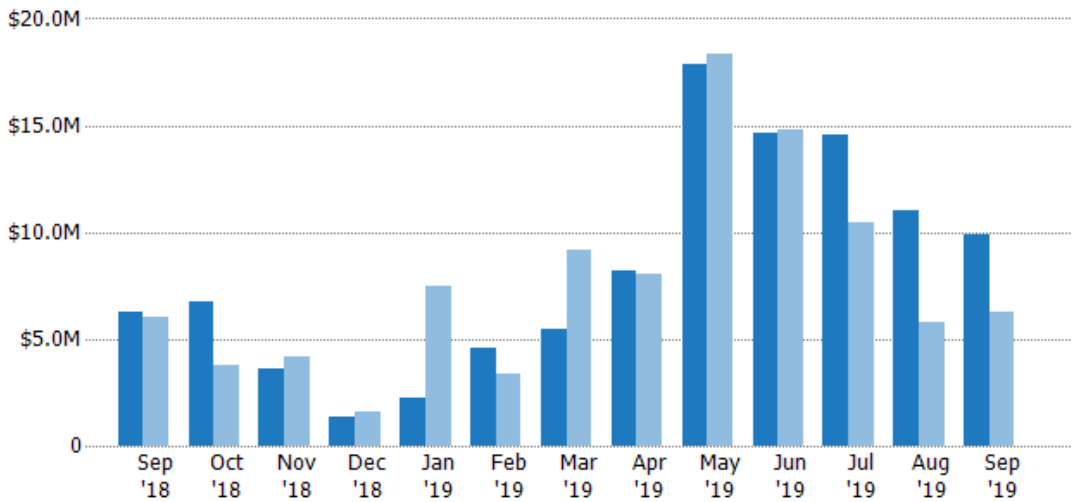
New Listing Volume

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.
Sep '19	\$9.92M	59.1%
Sep '18	\$6.23M	3.5%
Sep '17	\$6.03M	16.4%



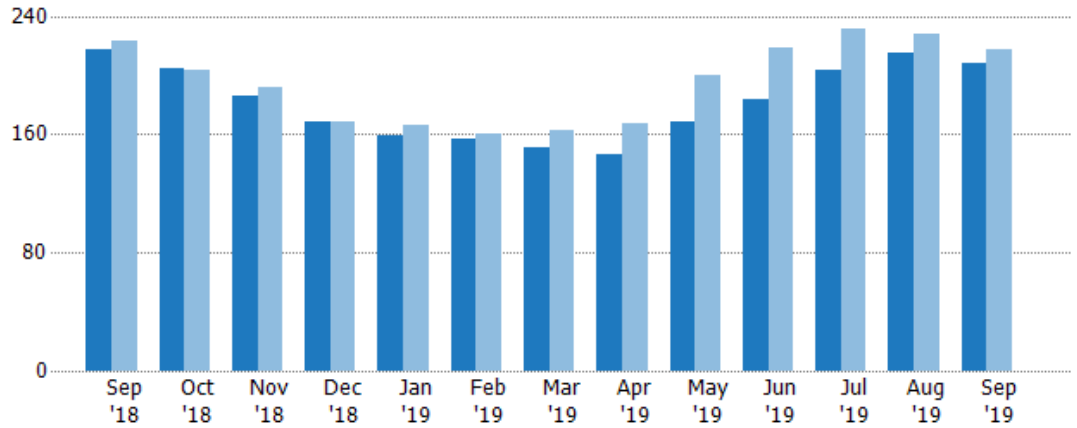
Current Year	\$6.23M	\$6.73M	\$3.59M	\$1.35M	\$2.21M	\$4.54M	\$5.47M	\$8.19M	\$17.8M	\$14.6M	\$14.6M	\$11M	\$9.92M
Prior Year	\$6.03M	\$3.74M	\$4.21M	\$1.57M	\$7.45M	\$3.38M	\$9.2M	\$8.04M	\$18.3M	\$14.8M	\$10.4M	\$5.79M	\$6.23M
Percent Change from Prior Year	3%	80%	-15%	-14%	-70%	34%	-41%	2%	-3%	-1%	40%	90%	59%

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



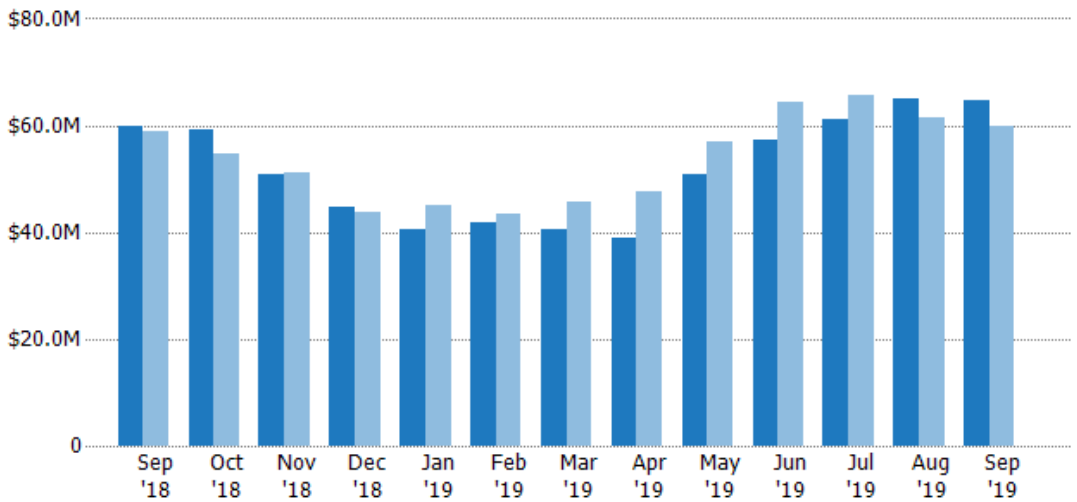
	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19
Current Year	217	205	186	169	159	157	151	146	169	184	204	215	208
Prior Year	223	204	192	168	166	160	163	167	200	219	231	228	217
Percent Change from Prior Year	-3%	0%	-3%	1%	-4%	-2%	-7%	-13%	-16%	-16%	-12%	-6%	-4%

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



	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19
Current Year	\$59.8M	\$59.3M	\$50.8M	\$44.6M	\$40.7M	\$42M	\$40.4M	\$38.9M	\$50.8M	\$57.1M	\$61M	\$64.9M	\$64.8M
Prior Year	\$58.9M	\$54.7M	\$51.3M	\$43.8M	\$45M	\$43.3M	\$45.6M	\$47.7M	\$57.1M	\$64.2M	\$65.6M	\$61.5M	\$59.8M
Percent Change from Prior Year	2%	8%	-1%	2%	-10%	-3%	-11%	-18%	-11%	-11%	-7%	6%	8%

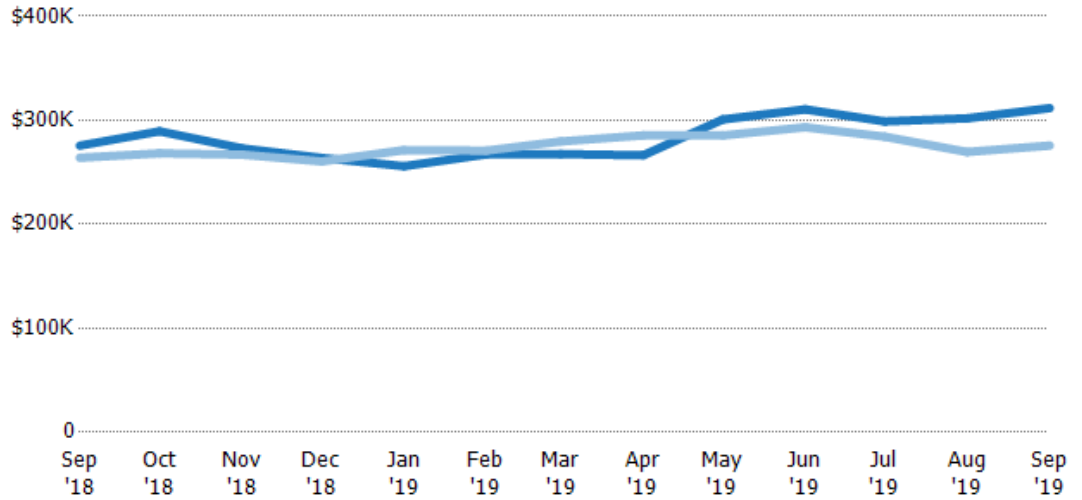
Average Listing Price

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.
Sep '19	\$312K	13.1%
Sep '18	\$276K	4.4%
Sep '17	\$264K	11.2%



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

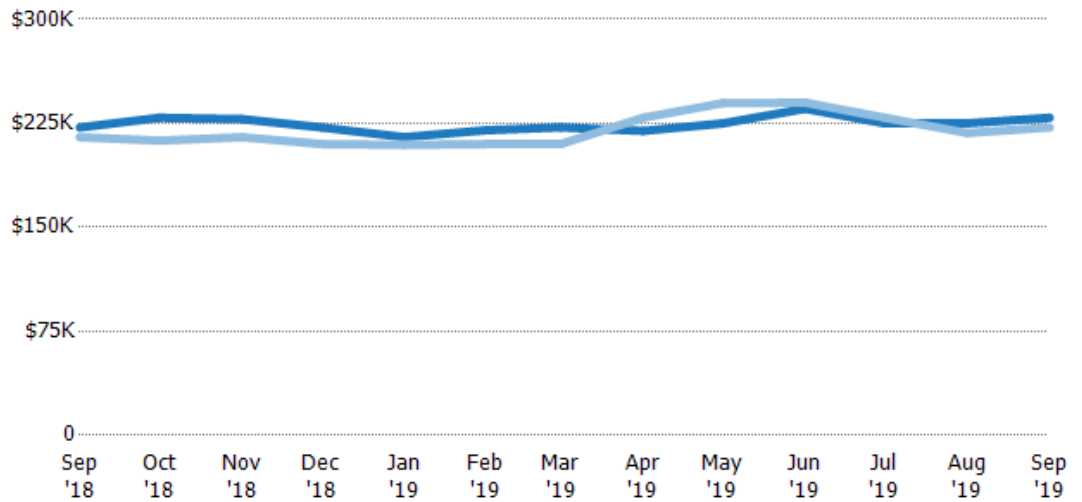
Median Listing Price

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.
Sep '19	\$229K	3.2%
Sep '18	\$222K	3.3%
Sep '17	\$215K	4.7%



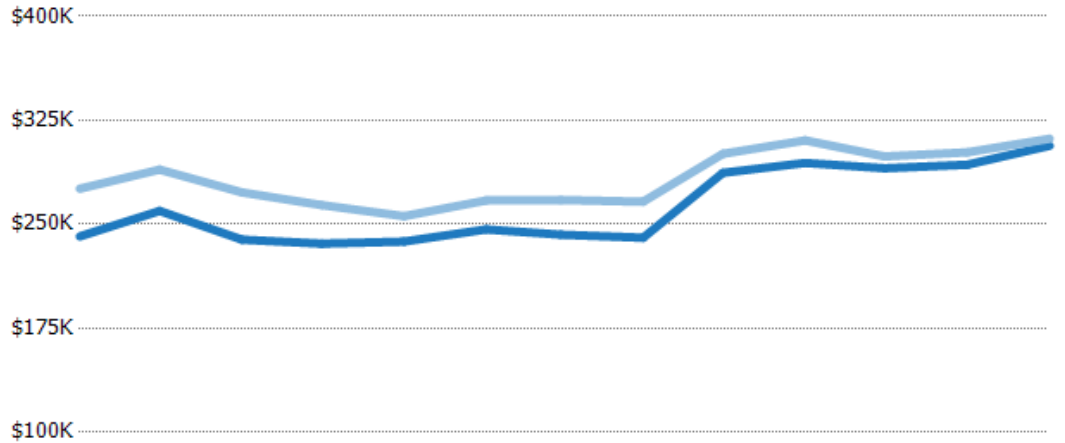
Current Year	\$222K	\$229K	\$228K	\$222K	\$215K	\$220K	\$222K	\$220K	\$225K	\$235K	\$225K	\$225K	\$229K
Prior Year	\$215K	\$213K	\$215K	\$210K	\$210K	\$210K	\$210K	\$229K	\$240K	\$240K	\$229K	\$218K	\$222K
Percent Change from Prior Year	3%	8%	6%	6%	3%	5%	6%	-4%	-6%	-2%	-2%	3%	3%

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



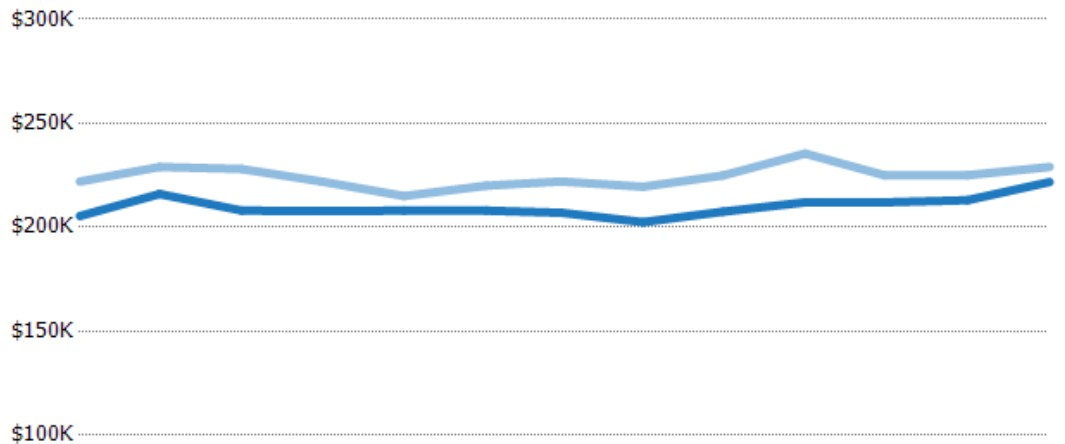
	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19
Avg Est Value	\$241K	\$260K	\$239K	\$236K	\$238K	\$246K	\$243K	\$240K	\$287K	\$294K	\$290K	\$293K	\$307K
Avg Listing Price	\$276K	\$289K	\$273K	\$264K	\$256K	\$267K	\$268K	\$266K	\$301K	\$310K	\$299K	\$302K	\$312K
Avg Listing Price as a % of Avg Est Value	114%	111%	114%	112%	108%	108%	110%	111%	105%	106%	103%	103%	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



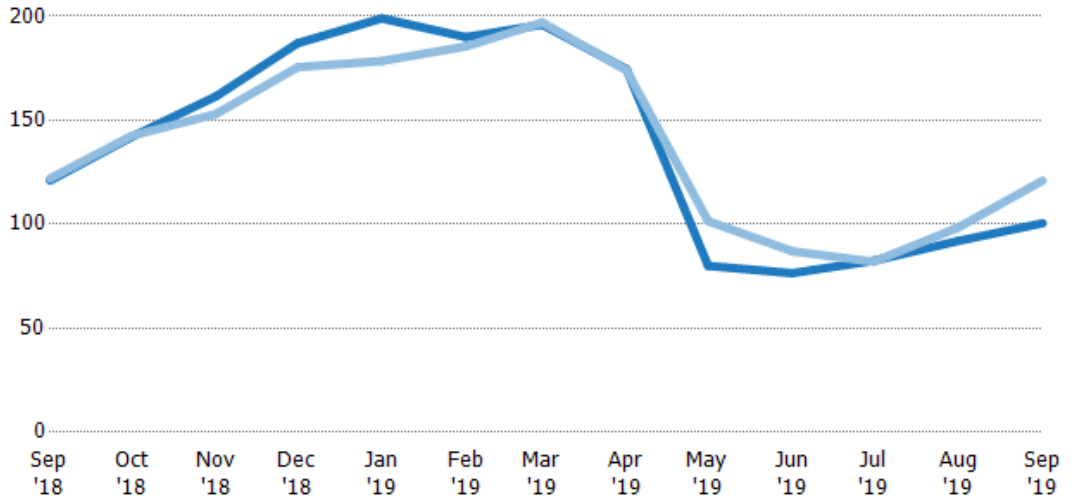
	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19
Median Est Value	\$205K	\$216K	\$208K	\$208K	\$208K	\$208K	\$207K	\$202K	\$208K	\$212K	\$212K	\$213K	\$222K
Median Listing Price	\$222K	\$229K	\$228K	\$222K	\$215K	\$220K	\$222K	\$220K	\$225K	\$235K	\$225K	\$225K	\$229K
Med Listing Price as a % of Med Est Value	108%	106%	110%	107%	103%	106%	107%	108%	108%	111%	106%	106%	103%

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.
Sep '19	101	-16.9%
Sep '18	121	-0.8%
Sep '17	122	-3.3%

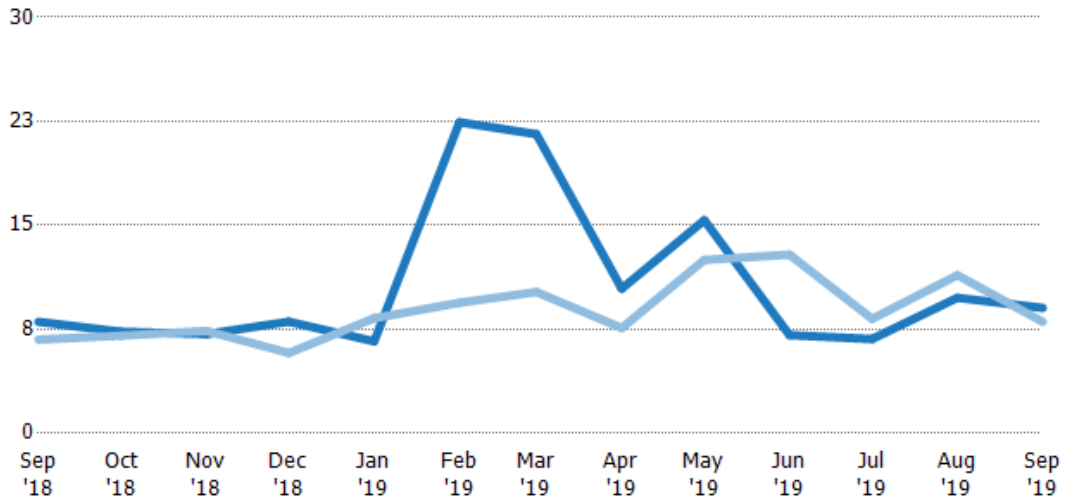
	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19
Current Year	121	142	162	187	199	190	196	175	80	76.5	82.5	92	101
Prior Year	122	143	153	176	179	186	197	174	102	87	82	98.5	121
Percent Change from Prior Year	-1%	0%	6%	7%	11%	2%	-1%	0%	-21%	-12%	1%	-7%	-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.
Sep '19	9.04	12.5%
Sep '18	8.04	18.9%
Sep '17	6.76	75.5%

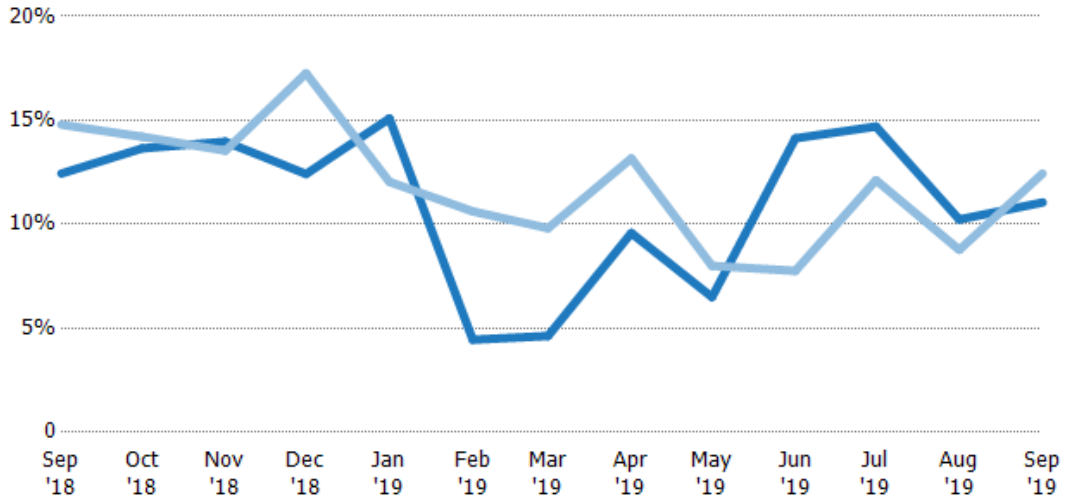
	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19
Current Year	8.04	7.32	7.15	8.05	6.63	22.4	21.6	10.4	15.4	7.08	6.8	9.77	9.04
Prior Year	6.76	7.03	7.38	5.79	8.3	9.41	10.2	7.59	12.5	12.9	8.25	11.4	8.04
Percent Change from Prior Year	19%	4%	-3%	39%	-20%	138%	112%	37%	23%	-45%	-18%	-14%	13%

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.
Sep '19	11%	1.4%
Sep '18	12%	2.4%
Sep '17	15%	-43%

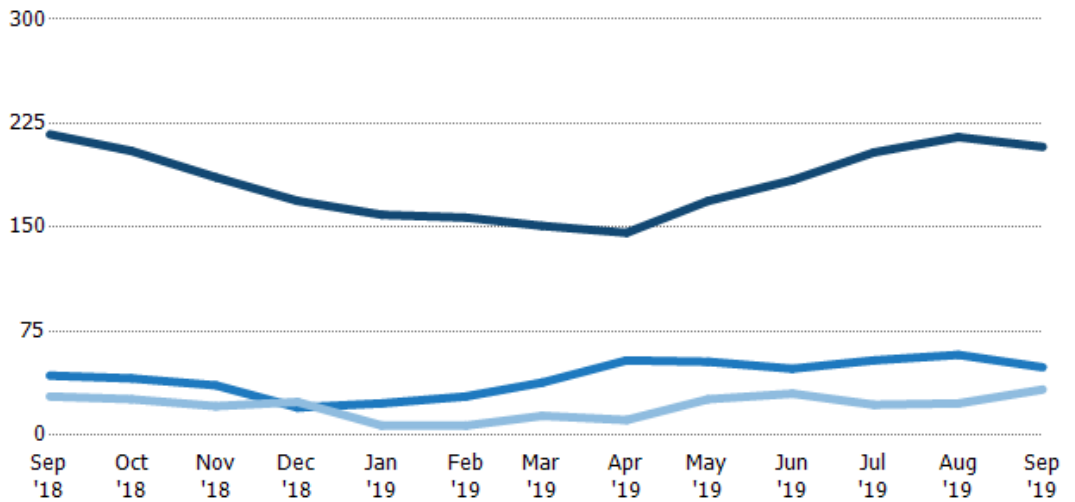
	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19
Current Year	12%	14%	14%	12%	15%	4%	5%	10%	7%	14%	15%	10%	11%
Prior Year	15%	14%	14%	17%	12%	11%	10%	13%	8%	8%	12%	9%	12%
Change from Prior Year	2%	1%	0%	5%	-3%	6%	5%	4%	2%	-6%	-3%	-1%	1%

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



	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19
Active	217	205	186	169	159	157	151	146	169	184	204	215	208
Pending	43	41	36	20	23	28	38	54	53	48	54	58	49
Sold	28	26	21	24	7	7	14	11	26	30	22	23	33

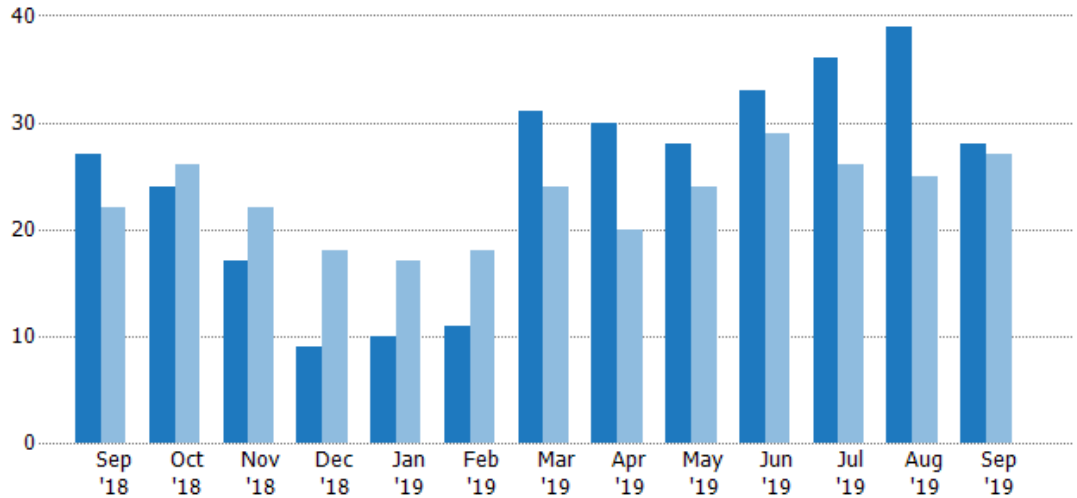
New Pending Sales

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.
Sep '19	28	3.7%
Sep '18	27	22.7%
Sep '17	22	4.5%



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

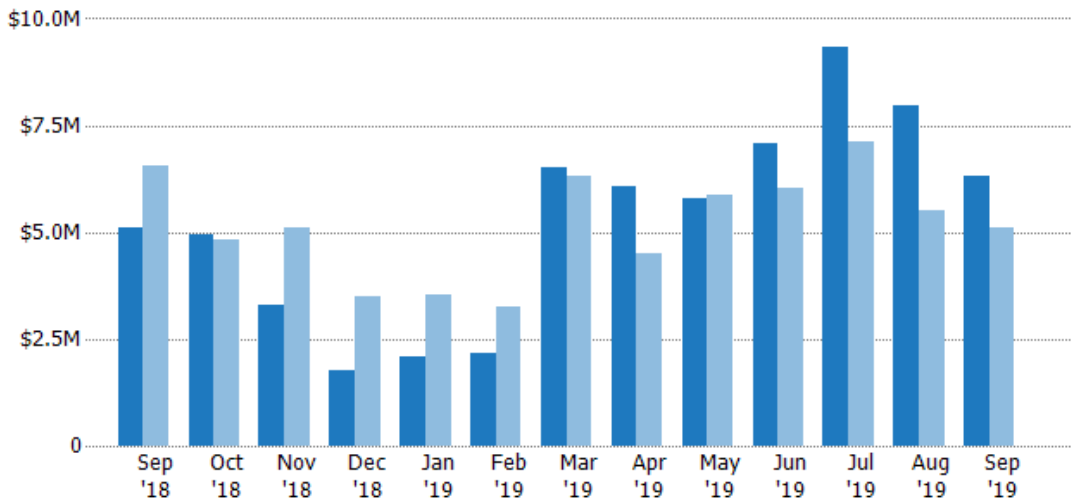
New Pending Sales Volume

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.
Sep '19	\$6.32M	23.7%
Sep '18	\$5.11M	-22%
Sep '17	\$6.55M	-5.9%



	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19
Current Year	\$5.11M	\$4.93M	\$3.31M	\$1.77M	\$2.09M	\$2.15M	\$6.52M	\$6.08M	\$5.81M	\$7.08M	\$9.31M	\$7.95M	\$6.32M
Prior Year	\$6.55M	\$4.84M	\$5.12M	\$3.49M	\$3.54M	\$3.26M	\$6.33M	\$4.49M	\$5.89M	\$6.02M	\$7.13M	\$5.51M	\$5.11M
Percent Change from Prior Year	-22%	2%	-35%	-49%	-41%	-34%	3%	35%	-1%	18%	31%	44%	24%

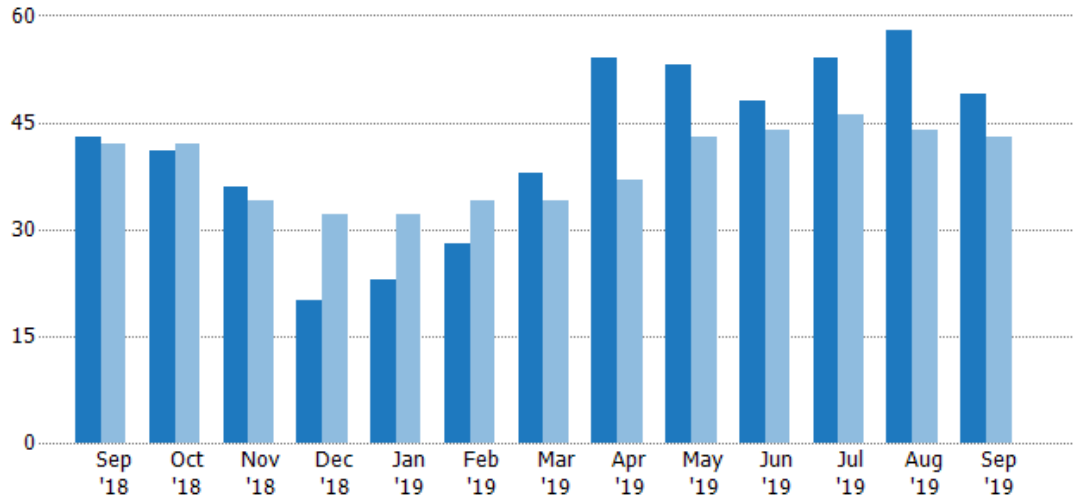
Pending Sales

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.
Sep '19	49	14%
Sep '18	43	2.4%
Sep '17	42	-9.5%



	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19
Current Year	43	41	36	20	23	28	38	54	53	48	54	58	49
Prior Year	42	42	34	32	32	34	34	37	43	44	46	44	43
Percent Change from Prior Year	2%	-2%	6%	-38%	-28%	-18%	12%	46%	23%	9%	17%	32%	14%

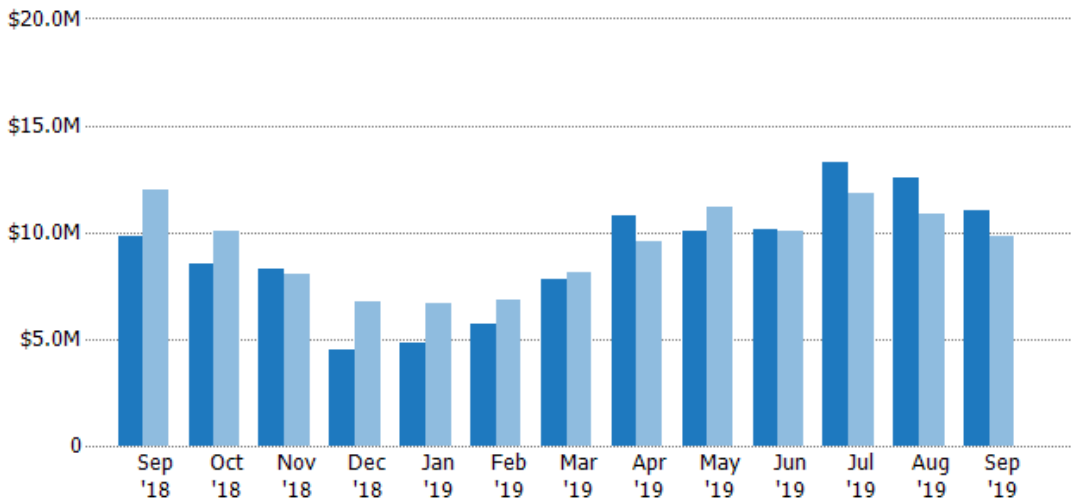
Pending Sales Volume

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.
Sep '19	\$11.1M	12.5%
Sep '18	\$9.83M	-18.1%
Sep '17	\$12M	-22.4%



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

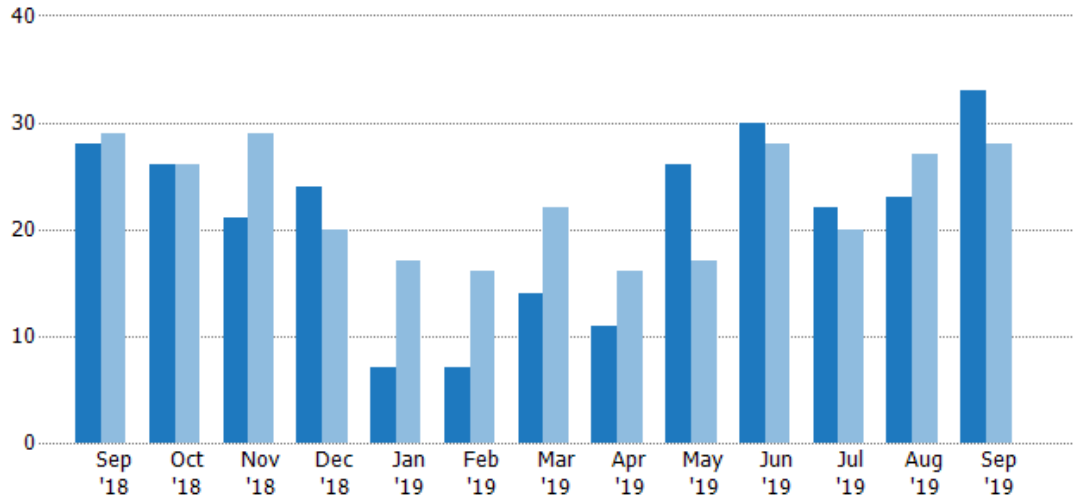
Closed Sales

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.
Sep '19	33	17.9%
Sep '18	28	-3.4%
Sep '17	29	-34.5%



	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19
Current Year	28	26	21	24	7	7	14	11	26	30	22	23	33
Prior Year	29	26	29	20	17	16	22	16	17	28	20	27	28
Percent Change from Prior Year	-3%	0%	-28%	20%	-59%	-56%	-36%	-31%	53%	7%	10%	-15%	18%

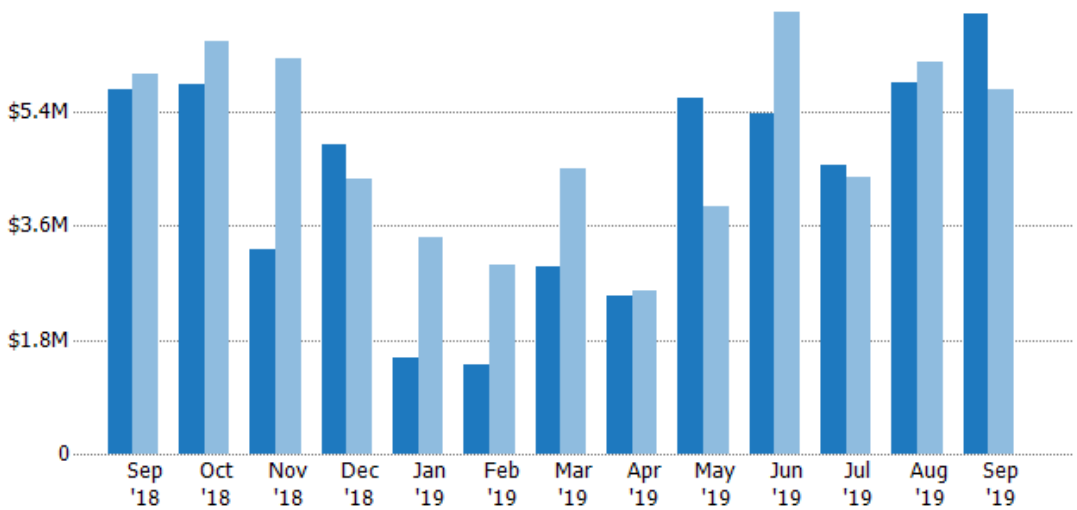
Closed Sales Volume

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.
Sep '19	\$6.95M	20.6%
Sep '18	\$5.76M	-3.7%
Sep '17	\$5.99M	-48.1%



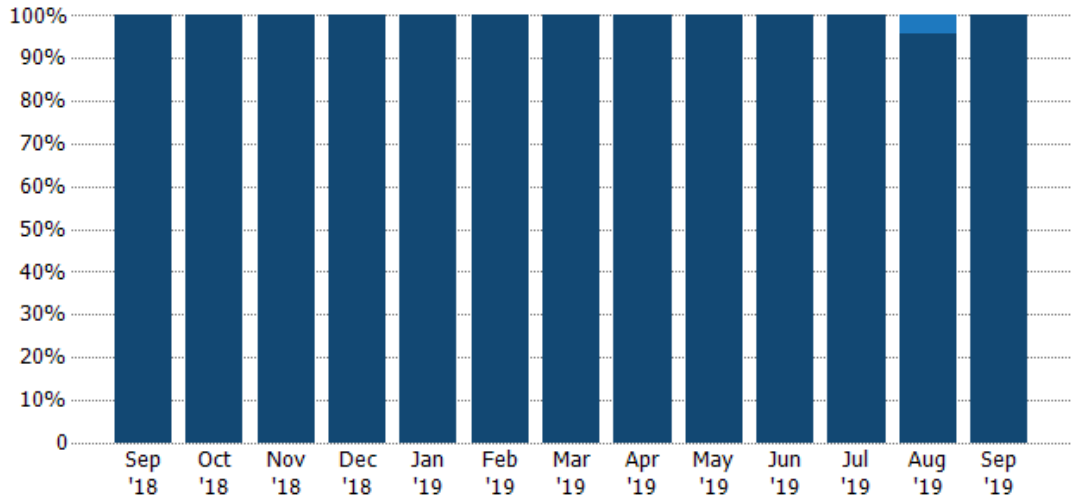
	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19
Current Year	\$5.76M	\$5.84M	\$3.23M	\$4.87M	\$1.51M	\$1.42M	\$2.95M	\$2.49M	\$5.61M	\$5.37M	\$4.55M	\$5.85M	\$6.95M
Prior Year	\$5.99M	\$6.52M	\$6.25M	\$4.35M	\$3.41M	\$2.98M	\$4.51M	\$2.56M	\$3.89M	\$6.98M	\$4.36M	\$6.18M	\$5.76M
Percent Change from Prior Year	-4%	-10%	-48%	12%	-56%	-53%	-35%	-3%	44%	-23%	4%	-5%	21%

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



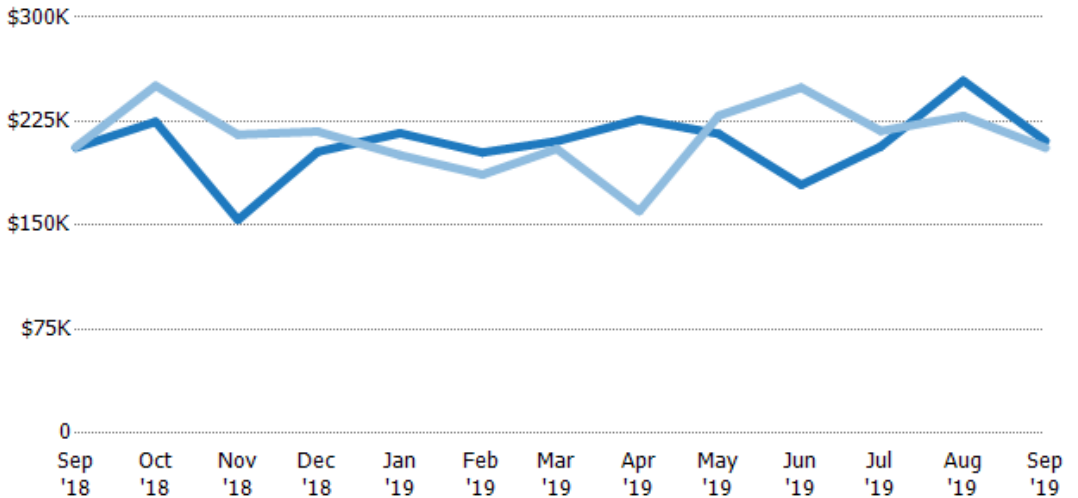
Condo/Townhouse	-	-	-	-	-	-	-	-	-	-	-	4%	-
Single Family Residence	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	96%	100%

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	\$206K	\$225K	\$154K	\$203K	\$216K	\$202K	\$211K	\$226K	\$216K	\$179K	\$207K	\$254K	\$211K
Prior Year	\$206K	\$251K	\$215K	\$218K	\$201K	\$187K	\$205K	\$160K	\$229K	\$249K	\$218K	\$229K	\$206K
Percent Change from Prior Year	0%	-10%	-29%	-7%	8%	9%	3%	41%	-6%	-28%	-5%	11%	2%

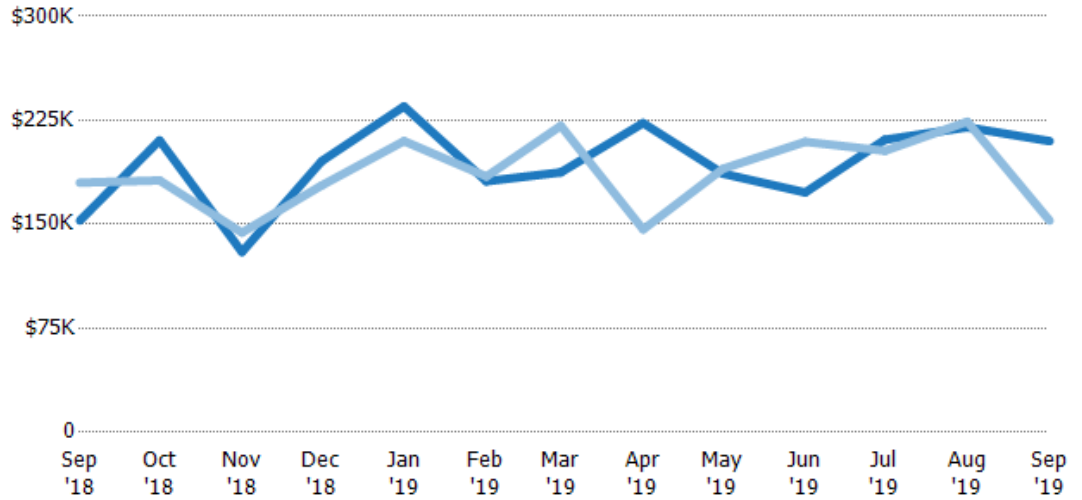
Median Sales Price

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.
Sep '19	\$210K	37.6%
Sep '18	\$153K	-15.2%
Sep '17	\$180K	-2.8%



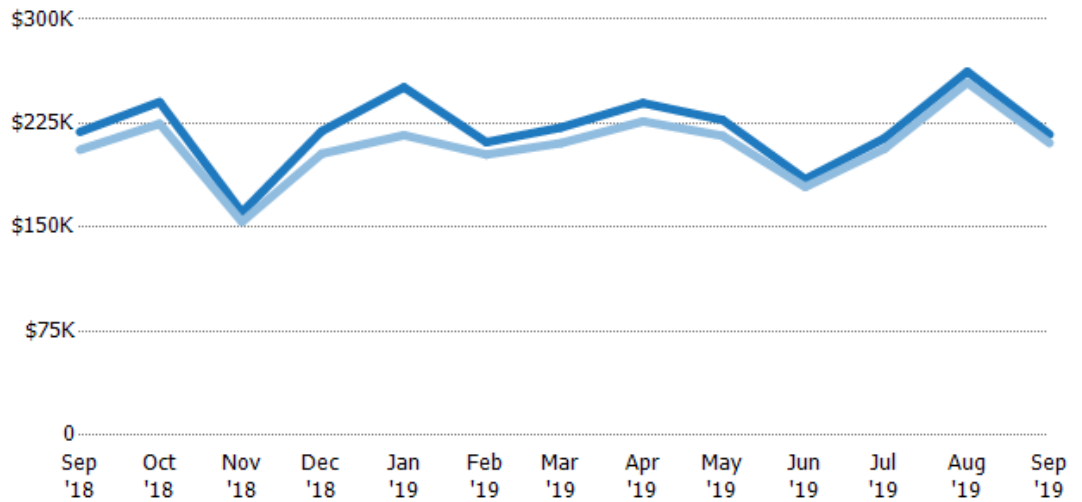
Current Year	\$153K	\$211K	\$130K	\$196K	\$235K	\$181K	\$187K	\$223K	\$187K	\$173K	\$211K	\$220K	\$210K
Prior Year	\$180K	\$182K	\$144K	\$178K	\$210K	\$184K	\$221K	\$146K	\$190K	\$210K	\$203K	\$224K	\$153K
Percent Change from Prior Year	-15%	16%	-10%	10%	12%	-2%	-15%	52%	-2%	-17%	4%	-2%	38%

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



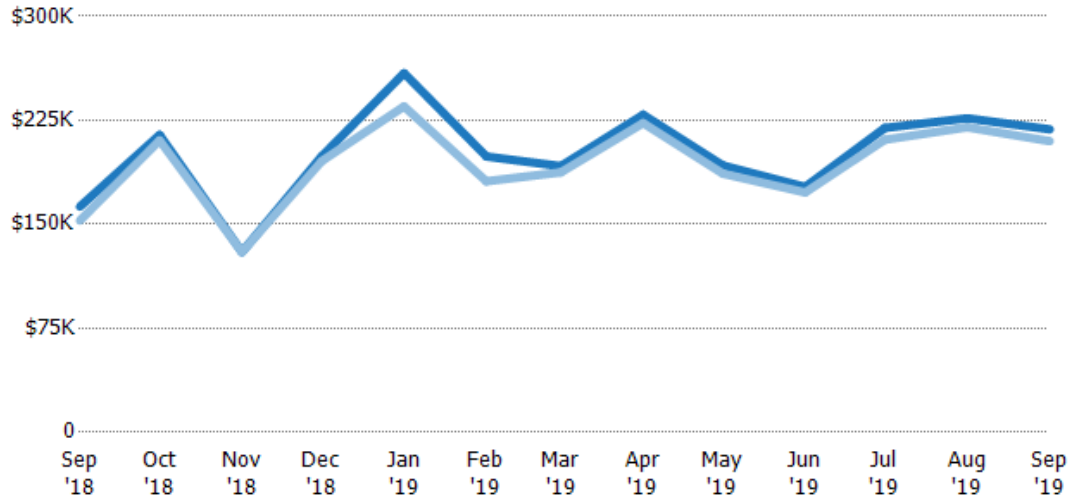
Avg List Price	\$219K	\$240K	\$161K	\$219K	\$251K	\$211K	\$222K	\$240K	\$227K	\$185K	\$214K	\$262K	\$217K
Avg Sales Price	\$206K	\$225K	\$154K	\$203K	\$216K	\$202K	\$211K	\$226K	\$216K	\$179K	\$207K	\$254K	\$211K
Avg Sales Price as a % of Avg List Price	94%	93%	96%	93%	86%	96%	95%	94%	95%	97%	96%	97%	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



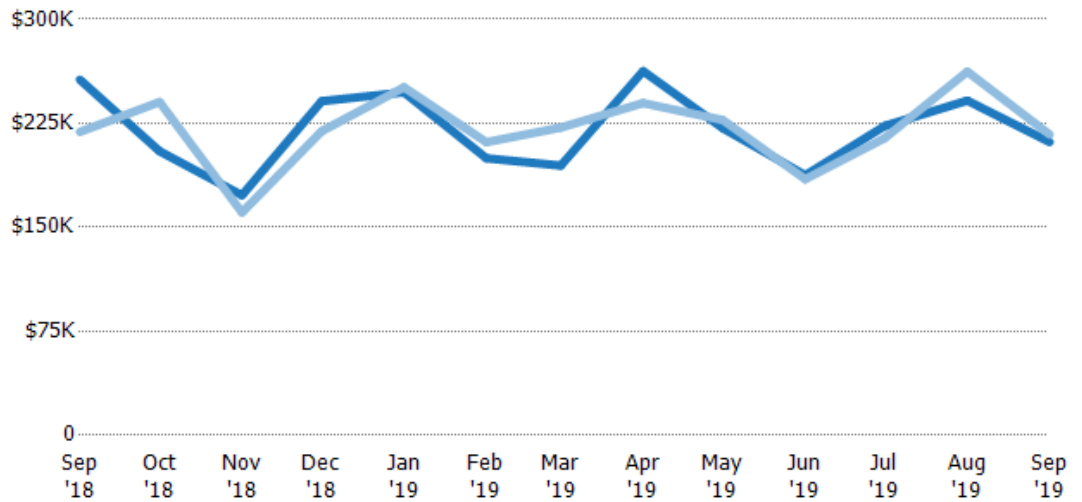
	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19
Median List Price	\$163K	\$214K	\$130K	\$199K	\$259K	\$199K	\$192K	\$229K	\$192K	\$177K	\$220K	\$227K	\$219K
Median Sales Price	\$153K	\$211K	\$130K	\$196K	\$235K	\$181K	\$187K	\$223K	\$187K	\$173K	\$211K	\$220K	\$210K
Med Sales Price as a % of Med List Price	94%	98%	100%	98%	91%	91%	98%	97%	97%	98%	96%	97%	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



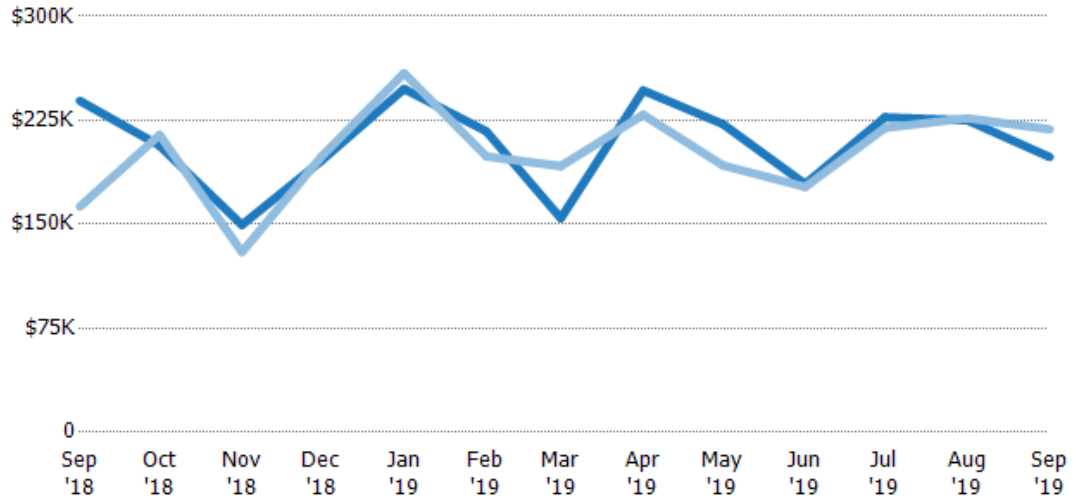
	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19
Avg Est Value	\$256K	\$205K	\$173K	\$241K	\$247K	\$200K	\$195K	\$263K	\$221K	\$188K	\$223K	\$241K	\$211K
Avg Sales Price	\$219K	\$240K	\$161K	\$219K	\$251K	\$211K	\$222K	\$240K	\$227K	\$185K	\$214K	\$262K	\$217K
Avg Sales Price as a % of Avg Est Value	85%	117%	93%	91%	101%	106%	114%	91%	103%	98%	96%	109%	103%

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



	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19
Median Est Value	\$239K	\$207K	\$150K	\$196K	\$248K	\$217K	\$154K	\$247K	\$222K	\$179K	\$227K	\$225K	\$199K
Median Sales Price	\$163K	\$214K	\$130K	\$199K	\$259K	\$199K	\$192K	\$229K	\$192K	\$177K	\$220K	\$227K	\$219K
Med Sales Price as a % of Med Est Value	68%	104%	87%	102%	105%	92%	124%	93%	87%	99%	97%	101%	110%