

## Summary of Key Listing and Sales Metrics

A summary of the key metrics selected to be included in the report. MLS sources where licensed.

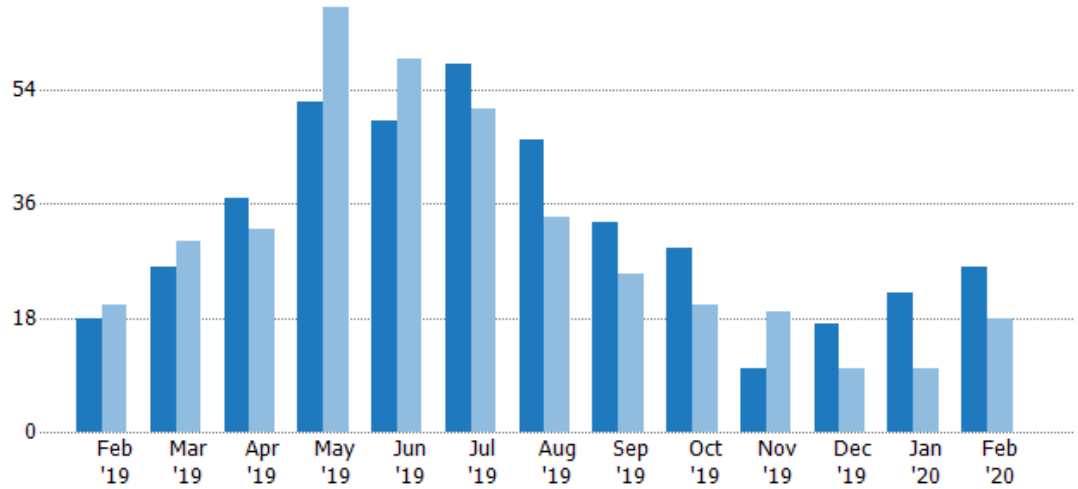
Key Metrics	Feb 2020	Feb 2019	+ / -	YTD 2020	YTD 2019	+ / -
<b>Listing Activity Charts Metrics</b>						
New Listing Count	26	18	+44.4%	48	28	+71.4%
New Listing Volume	\$7,465,200	\$4,938,000	+51.2%	\$13,157,099	\$7,151,900	+84%
Active Listing Count	123	160	-23.1%	N/A	N/A	
Active Listing Volume	\$38,223,199	\$46,180,500	-17.2%	N/A	N/A	
Average Listing Price	\$310,758	\$288,628	+7.7%	\$307,000	\$283,219	+8.4%
Median Listing Price	\$239,000	\$219,950	+8.7%	\$231,571	\$218,466	+6%
Median Days in RPR	162	201	-19.4%	162	198.87	-18.5%
Months of Inventory	8.2	20	-59%	17.4	10.1	+72.9%
Absorption Rate	12.2%	5%	+7.2%	5.75%	9.94%	-4.2%
<b>Sales Activity Charts Metrics</b>						
New Pending Sales Count	36	11	+227.3%	53	21	+152.4%
New Pending Sales Volume	\$9,902,700	\$2,148,300	+361%	\$13,684,400	\$4,242,778	+222.5%
Pending Sales Count	44	23	+91.3%	N/A	N/A	
Pending Sales Volume	\$12,229,800	\$5,068,100	+141.3%	N/A	N/A	
Closed Sales Count	11	7	+57.1%	26	15	+73.3%
Closed Sales Volume	\$1,982,500	\$1,417,150	+39.9%	\$5,546,750	\$3,236,950	+71.4%
Average Sales Price	\$180,227	\$202,450	-11%	\$213,337	\$215,797	-1.1%
Median Sales Price	\$185,000	\$181,000	+2.2%	\$187,885	\$213,267	-11.9%

## 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



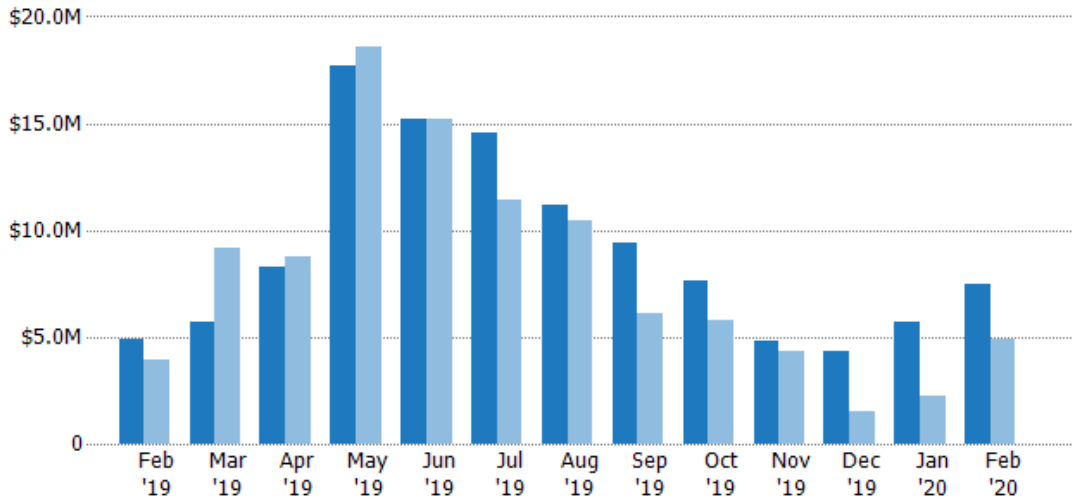
	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20
Current Year	18	26	37	52	49	58	46	33	29	10	17	22	26
Prior Year	20	30	32	67	59	51	34	25	20	19	10	10	18
Percent Change from Prior Year	-10%	-13%	16%	-22%	-17%	14%	35%	32%	45%	-47%	70%	120%	44%

## 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



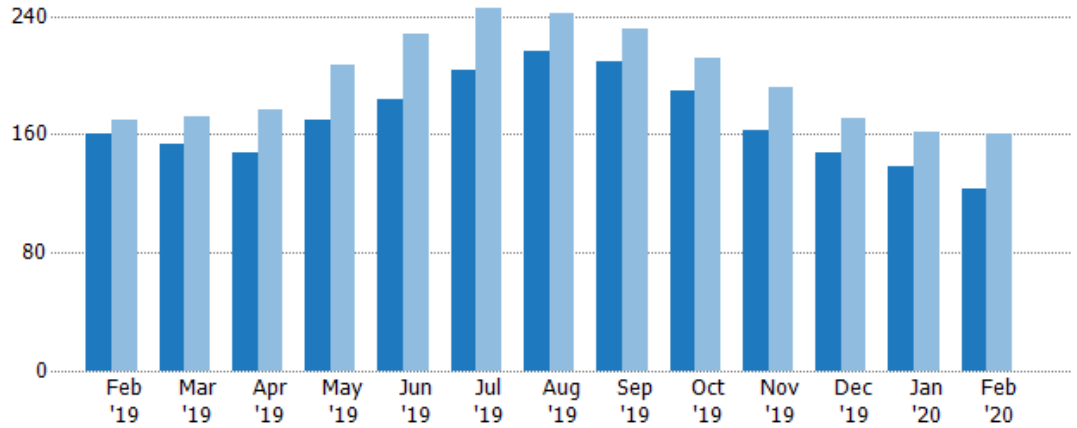
	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20
Current Year	\$4.94M	\$5.67M	\$8.27M	\$17.7M	\$15.2M	\$14.6M	\$11.2M	\$9.41M	\$7.67M	\$4.82M	\$4.32M	\$5.69M	\$7.47M
Prior Year	\$3.95M	\$9.2M	\$8.76M	\$18.6M	\$15.2M	\$11.5M	\$10.5M	\$6.08M	\$5.75M	\$4.3M	\$1.48M	\$2.21M	\$4.94M
Percent Change from Prior Year	25%	-38%	-6%	-5%	0%	27%	6%	55%	33%	12%	192%	157%	51%

## 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



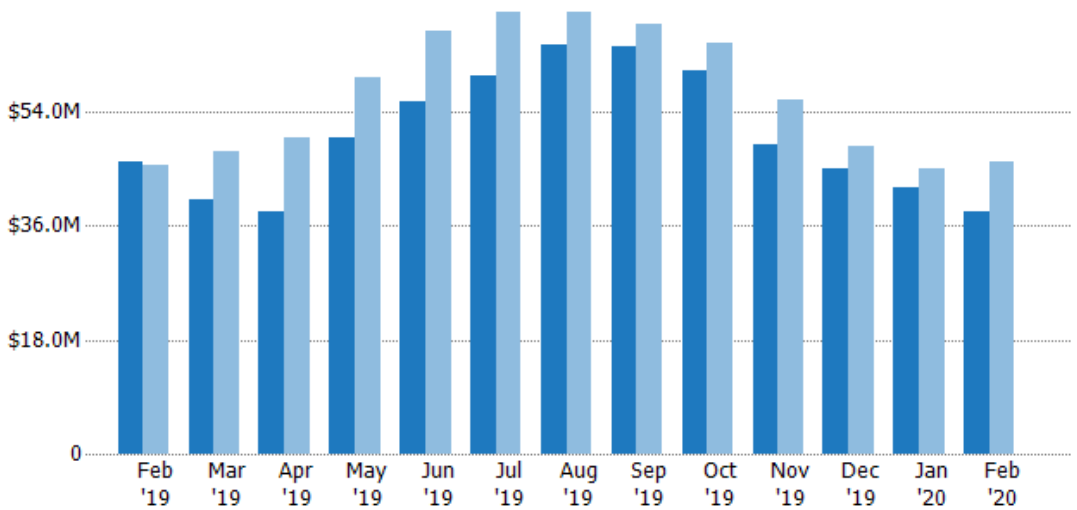
	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20
Current Year	160	153	147	170	184	203	216	209	190	163	147	138	123
Prior Year	170	172	177	207	228	245	242	231	212	192	171	162	160
Percent Change from Prior Year	-6%	-11%	-17%	-18%	-19%	-17%	-11%	-10%	-10%	-15%	-14%	-15%	-23%

## 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



	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20
Current Year	\$46.2M	\$40.2M	\$38.3M	\$50M	\$55.7M	\$59.7M	\$64.5M	\$64.4M	\$60.5M	\$48.8M	\$45M	\$41.9M	\$38.2M
Prior Year	\$45.6M	\$47.7M	\$50M	\$59.3M	\$66.7M	\$69.8M	\$69.8M	\$67.9M	\$64.8M	\$56M	\$48.4M	\$45M	\$46.2M
Percent Change from Prior Year	1%	-16%	-23%	-16%	-17%	-14%	-8%	-5%	-7%	-13%	-7%	-7%	-17%

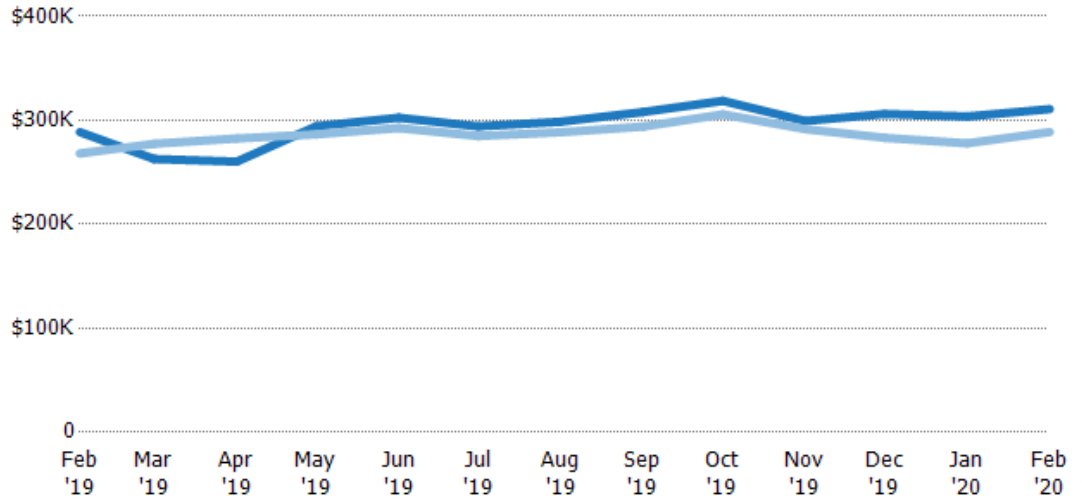
## Average Listing Price

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.
Feb '20	\$311K	7.7%
Feb '19	\$289K	7.6%
Feb '18	\$268K	4.7%



Current Year	\$289K	\$263K	\$260K	\$294K	\$303K	\$294K	\$299K	\$308K	\$319K	\$299K	\$306K	\$304K	\$311K
Prior Year	\$268K	\$277K	\$283K	\$286K	\$292K	\$285K	\$289K	\$294K	\$306K	\$291K	\$283K	\$278K	\$289K
Percent Change from Prior Year	8%	-5%	-8%	3%	3%	3%	4%	5%	4%	3%	8%	9%	8%

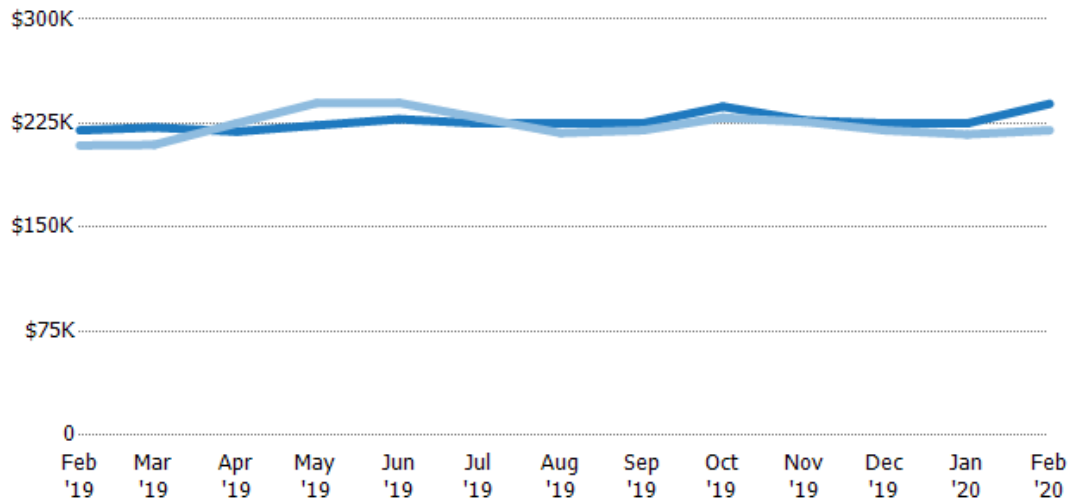
## Median Listing Price

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.
Feb '20	\$239K	8.7%
Feb '19	\$220K	5.2%
Feb '18	\$209K	0.2%



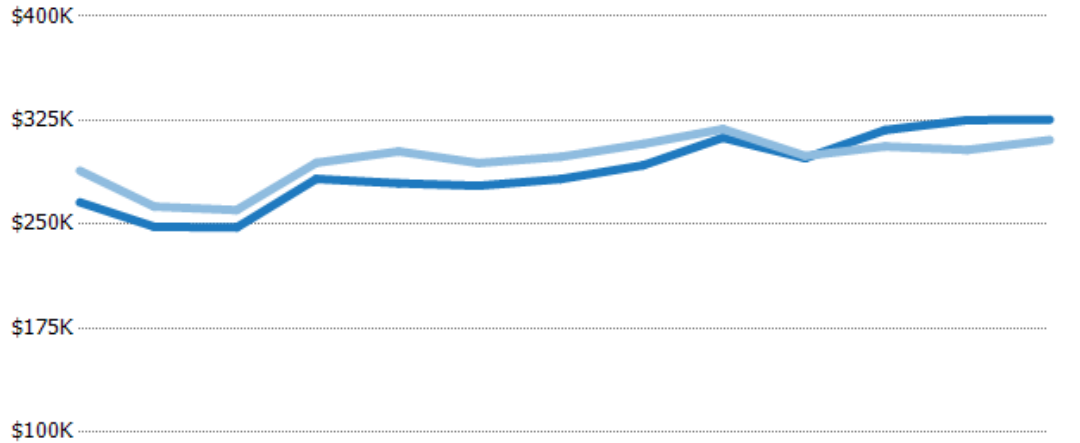
Current Year	\$220K	\$222K	\$219K	\$223K	\$228K	\$225K	\$225K	\$225K	\$237K	\$227K	\$225K	\$225K	\$239K
Prior Year	\$209K	\$210K	\$225K	\$240K	\$240K	\$229K	\$218K	\$220K	\$229K	\$226K	\$220K	\$217K	\$220K
Percent Change from Prior Year	5%	6%	-3%	-7%	-5%	-2%	3%	2%	3%	0%	2%	4%	9%

## 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



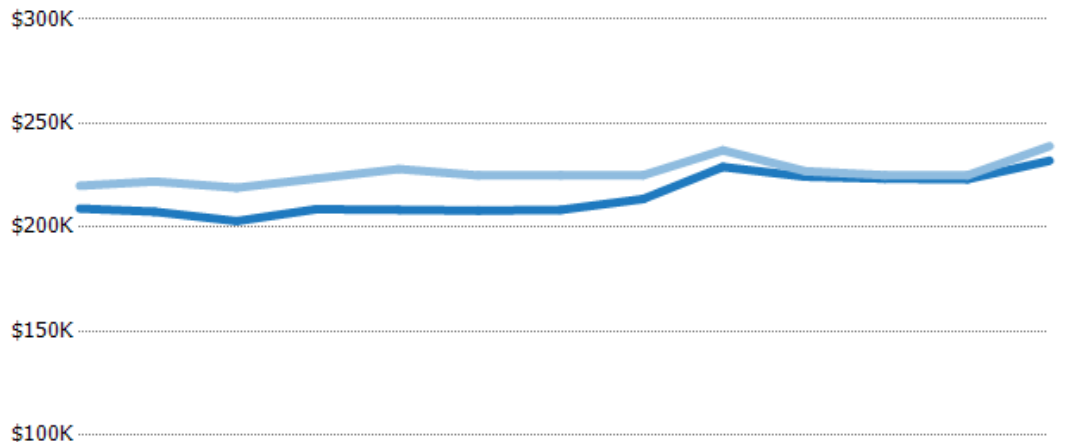
	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20
Avg Est Value	\$266K	\$248K	\$248K	\$283K	\$280K	\$278K	\$283K	\$293K	\$312K	\$298K	\$318K	\$325K	\$325K
Avg Listing Price	\$289K	\$263K	\$260K	\$294K	\$303K	\$294K	\$299K	\$308K	\$319K	\$299K	\$306K	\$304K	\$311K
Avg Listing Price as a % of Avg Est Value	109%	106%	105%	104%	108%	106%	106%	105%	102%	101%	96%	93%	95%

## 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



	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20
Median Est Value	\$209K	\$208K	\$203K	\$209K	\$208K	\$208K	\$208K	\$214K	\$229K	\$224K	\$223K	\$223K	\$232K
Median Listing Price	\$220K	\$222K	\$219K	\$223K	\$228K	\$225K	\$225K	\$225K	\$237K	\$227K	\$225K	\$225K	\$239K
Med Listing Price as a % of Med Est Value	105%	107%	108%	107%	109%	108%	108%	105%	103%	101%	101%	101%	103%

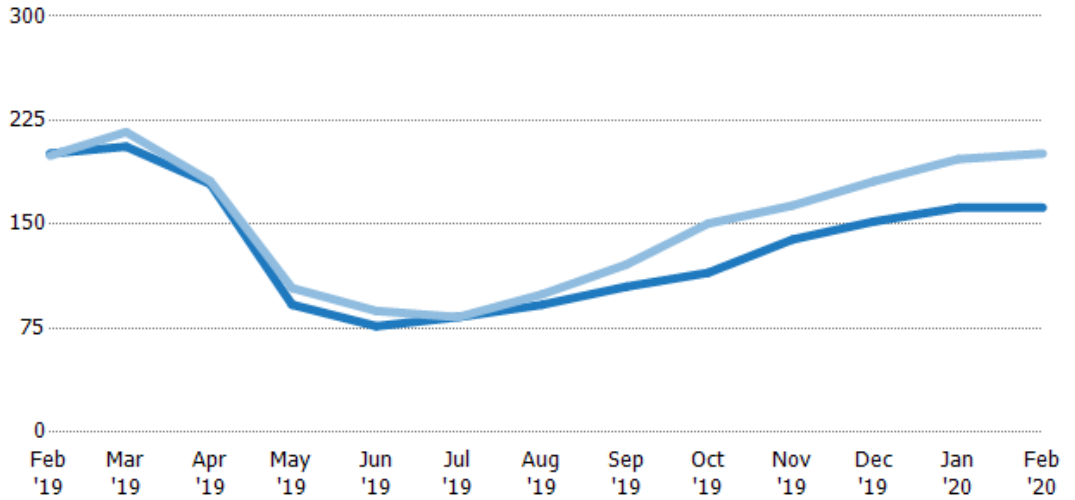
## Median Days in RPR

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.
Feb '20	162	-19.4%
Feb '19	201	0.8%
Feb '18	200	-4.8%



Current Year	201	206	179	92	76.5	83	92	105	115	139	152	162	162
Prior Year	200	217	181	104	87.5	83	100	121	151	164	181	197	201
Percent Change from Prior Year	1%	-5%	-1%	-12%	-13%	0%	-8%	-13%	-24%	-15%	-16%	-18%	-19%

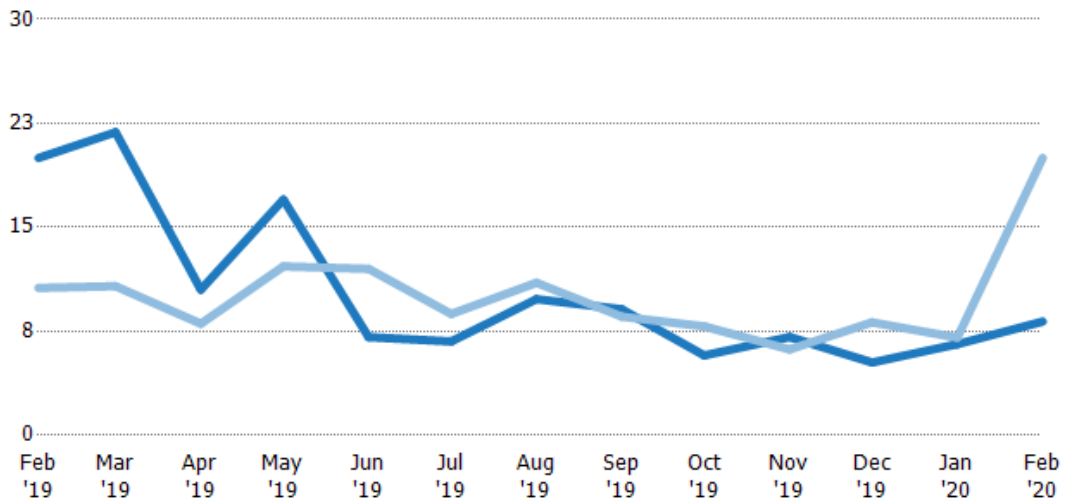
## Months of Inventory

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.
Feb '20	8.2	-59%
Feb '19	20	88.2%
Feb '18	10.6	88.2%



Current Year	20	21.9	10.5	17	7.08	6.77	9.82	9.09	5.76	7.09	5.25	6.57	8.2
Prior Year	10.6	10.8	8.05	12.2	12	8.75	11	8.56	7.85	6.19	8.14	7.04	20
Percent Change from Prior Year	88%	103%	31%	40%	-41%	-23%	-11%	6%	-27%	14%	-36%	-7%	-59%

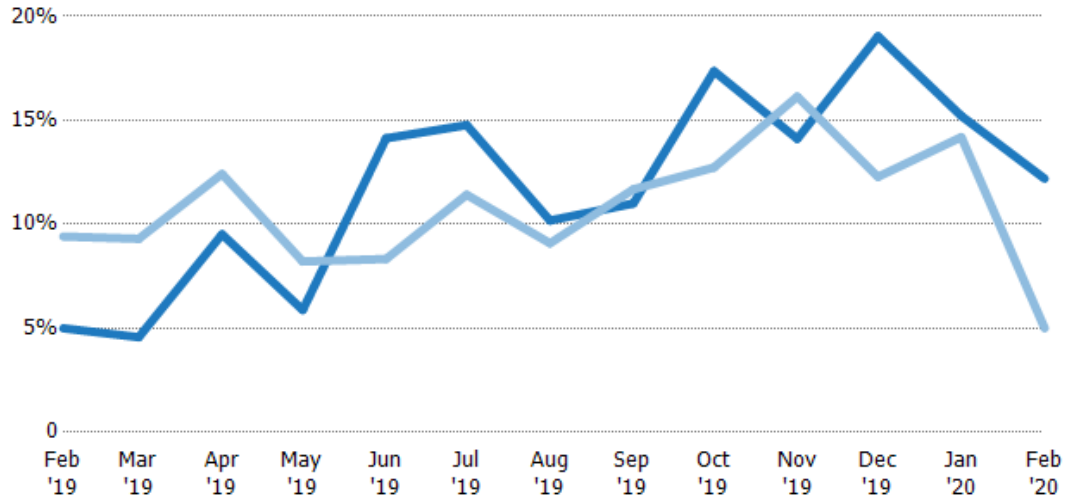
## Absorption Rate

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.
Feb '20	12%	-7.2%
Feb '19	5%	4.4%
Feb '18	9%	-46.9%



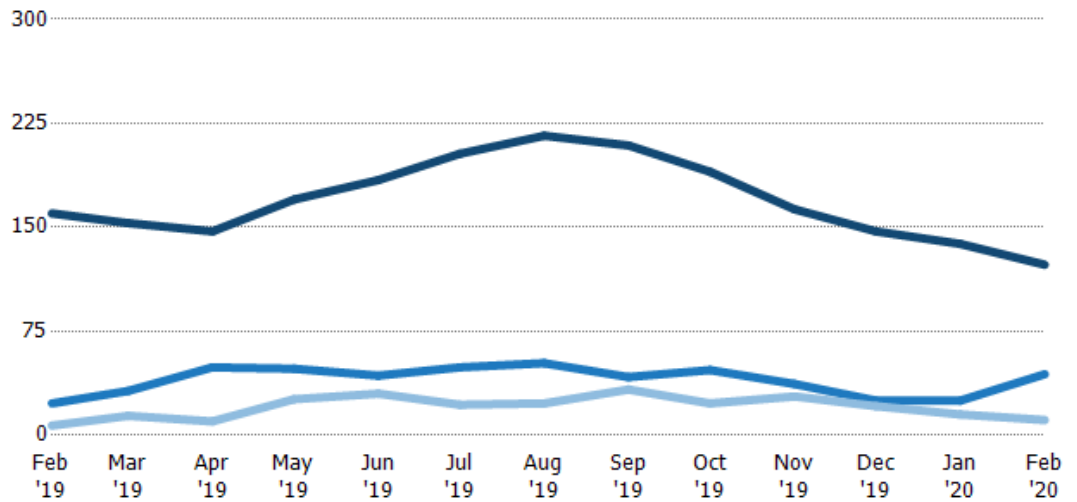
Current Year	5%	5%	10%	6%	14%	15%	10%	11%	17%	14%	19%	15%	12%
Prior Year	9%	9%	12%	8%	8%	11%	9%	12%	13%	16%	12%	14%	5%
Change from Prior Year	4%	5%	3%	2%	-6%	-3%	-1%	1%	-5%	2%	-7%	-1%	-7%

## 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	160	153	147	170	184	203	216	209	190	163	147	138	123
Pending	23	32	49	48	43	49	52	42	47	37	25	25	44
Sold	7	14	10	26	30	22	23	33	23	28	21	15	11

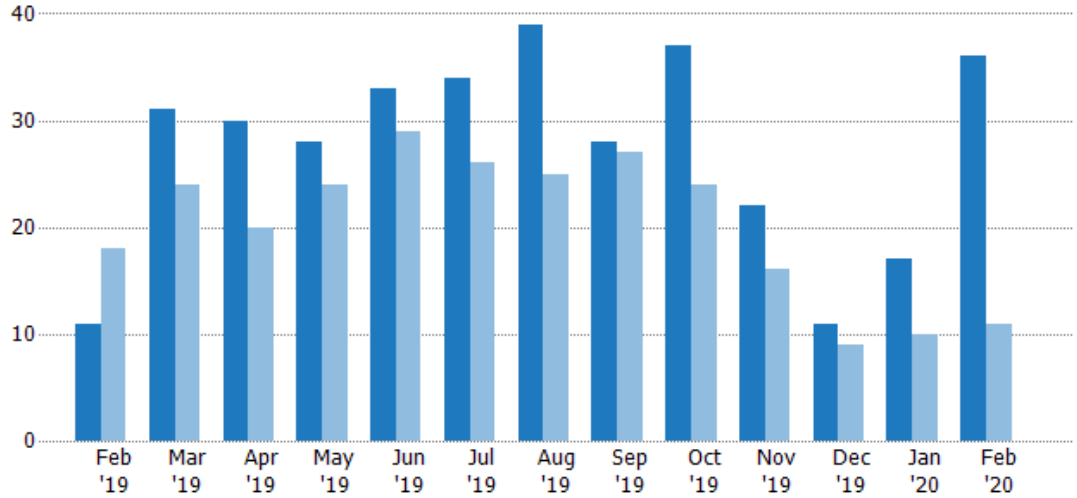
## New Pending Sales

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.
Feb '20	36	227.3%
Feb '19	11	-38.9%
Feb '18	18	11.1%



Current Year	11	31	30	28	33	34	39	28	37	22	11	17	36
Prior Year	18	24	20	24	29	26	25	27	24	16	9	10	11
Percent Change from Prior Year	-39%	29%	50%	17%	14%	31%	56%	4%	54%	38%	22%	70%	227%

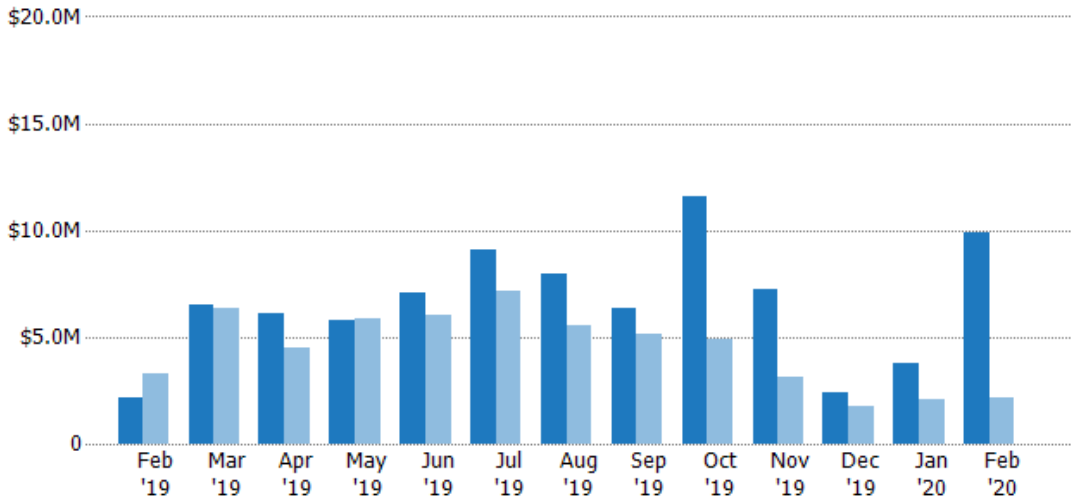
## New Pending Sales Volume

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.
Feb '20	\$9.9M	361%
Feb '19	\$2.15M	-34.2%
Feb '18	\$3.26M	22.5%



Current Year	\$2.15M	\$6.52M	\$6.08M	\$5.81M	\$7.08M	\$9.05M	\$7.95M	\$6.32M	\$11.6M	\$7.24M	\$2.37M	\$3.78M	\$9.9M
Prior Year	\$3.26M	\$6.33M	\$4.49M	\$5.89M	\$6.02M	\$7.13M	\$5.51M	\$5.11M	\$4.93M	\$3.15M	\$1.77M	\$2.09M	\$2.15M
Percent Change from Prior Year	-34%	3%	35%	-1%	18%	27%	44%	24%	136%	130%	34%	81%	361%



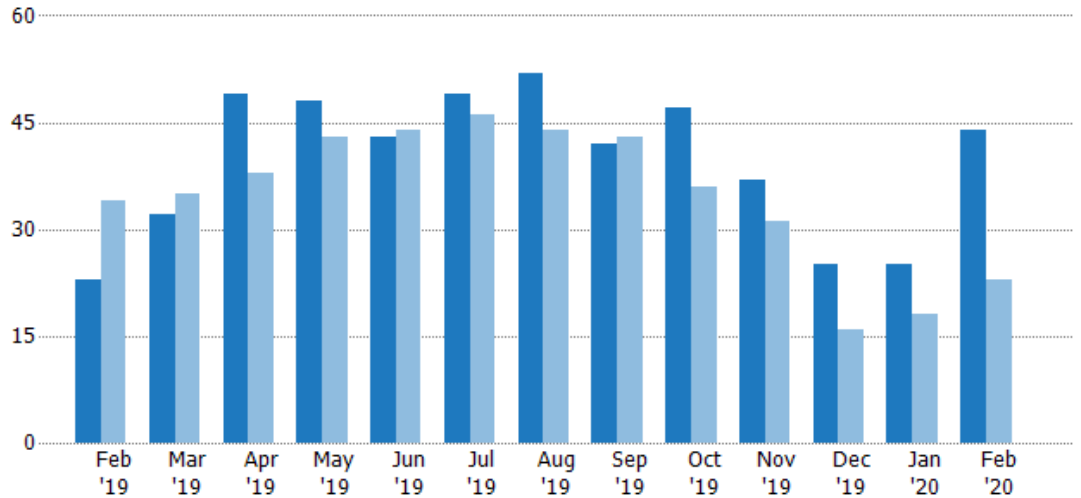
## Pending Sales

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.
Feb '20	44	91.3%
Feb '19	23	-32.4%
Feb '18	34	2.9%



	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20
Current Year	23	32	49	48	43	49	52	42	47	37	25	25	44
Prior Year	34	35	38	43	44	46	44	43	36	31	16	18	23
Percent Change from Prior Year	-32%	-9%	29%	12%	-2%	7%	18%	-2%	31%	19%	56%	39%	91%

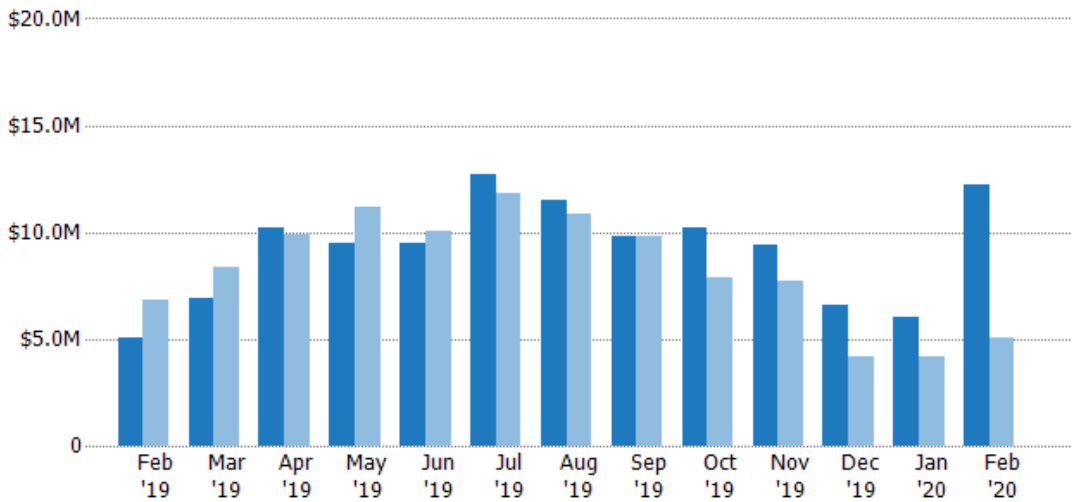
## Pending Sales Volume

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.
Feb '20	\$12.2M	141.3%
Feb '19	\$5.07M	-25.7%
Feb '18	\$6.82M	0.1%



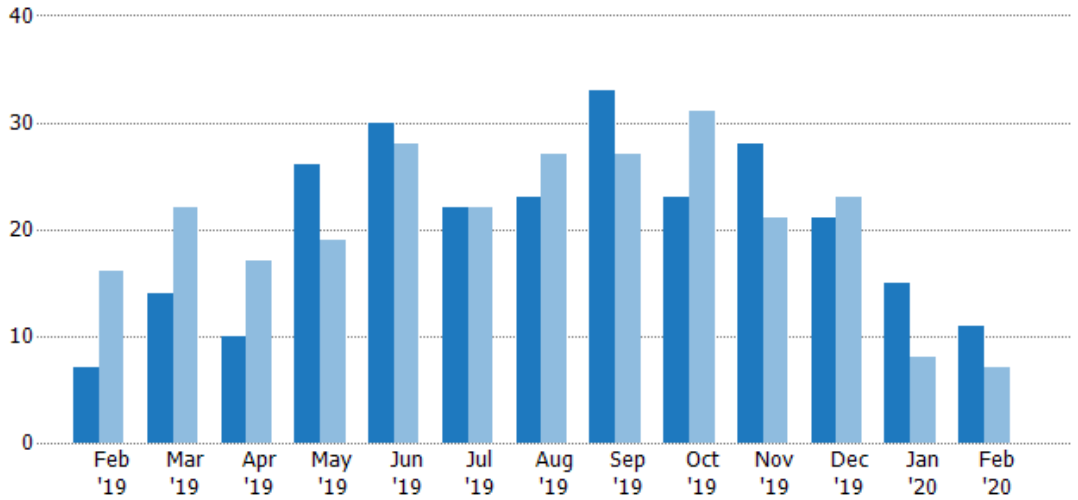
	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20
Current Year	\$5.07M	\$6.92M	\$10.2M	\$9.46M	\$9.51M	\$12.7M	\$11.5M	\$9.8M	\$10.2M	\$9.42M	\$6.62M	\$6.02M	\$12.2M
Prior Year	\$6.82M	\$8.33M	\$9.85M	\$11.2M	\$10.1M	\$11.8M	\$10.8M	\$9.83M	\$7.9M	\$7.68M	\$4.18M	\$4.2M	\$5.07M
Percent Change from Prior Year	-26%	-17%	3%	-15%	-6%	7%	6%	0%	29%	23%	58%	43%	141%

## 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



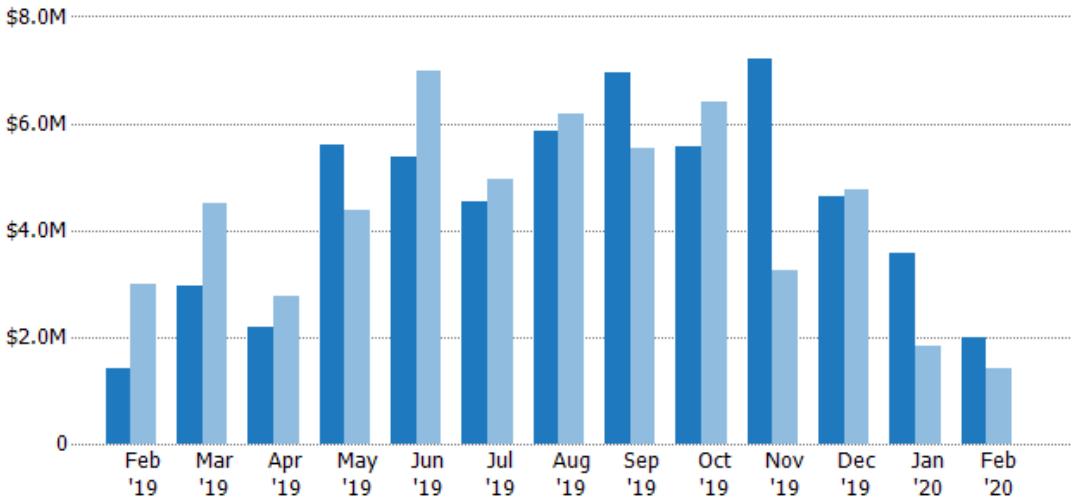
	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20
Current Year	7	14	10	26	30	22	23	33	23	28	21	15	11
Prior Year	16	22	17	19	28	22	27	27	31	21	23	8	7
Percent Change from Prior Year	-56%	-36%	-41%	37%	7%	0%	-15%	22%	-26%	33%	-9%	88%	57%

## 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



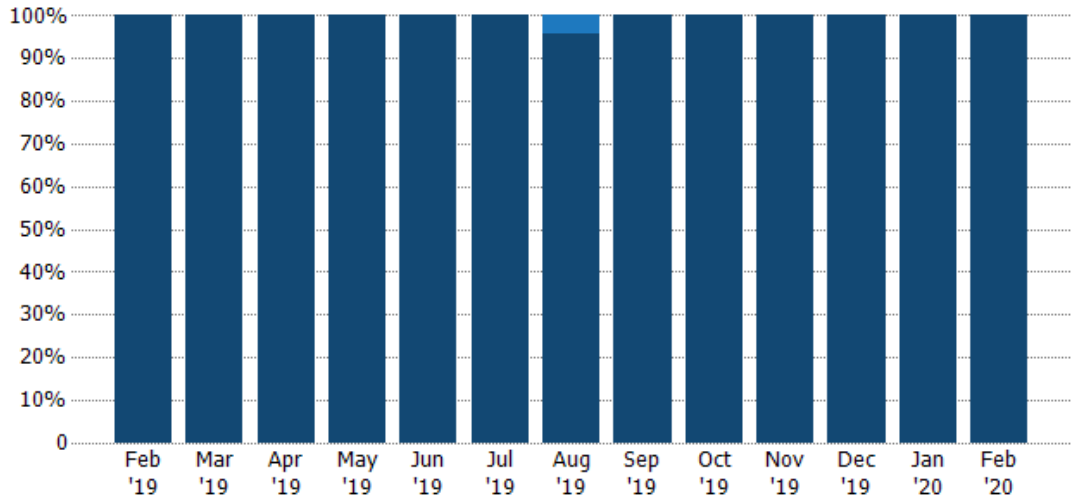
	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20
Current Year	\$1.42M	\$2.95M	\$2.19M	\$5.61M	\$5.37M	\$4.55M	\$5.85M	\$6.95M	\$5.57M	\$7.21M	\$4.62M	\$3.56M	\$1.98M
Prior Year	\$2.98M	\$4.51M	\$2.78M	\$4.39M	\$6.98M	\$4.96M	\$6.18M	\$5.53M	\$6.39M	\$3.23M	\$4.75M	\$1.82M	\$1.42M
Percent Change from Prior Year	-53%	-35%	-21%	28%	-23%	-8%	-5%	26%	-13%	123%	-3%	96%	40%

## 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



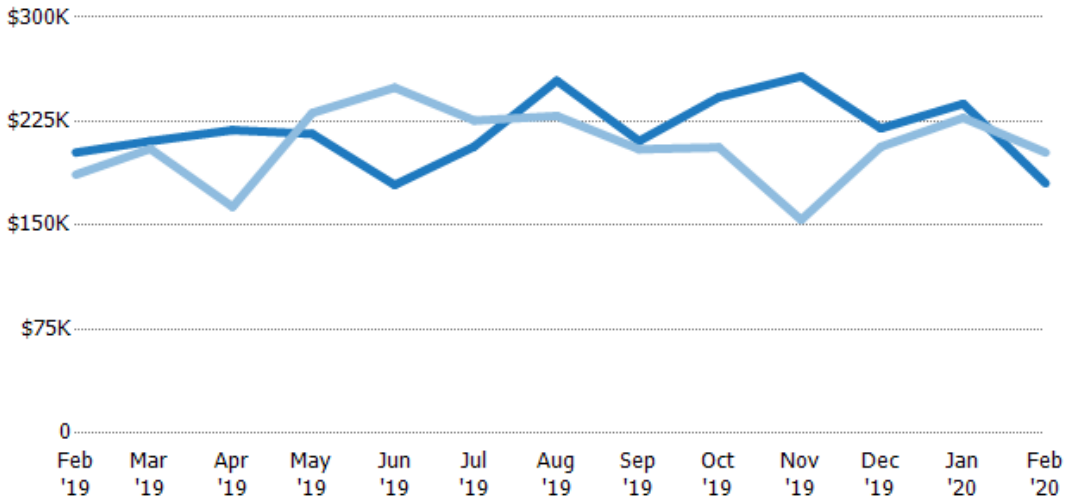
Condo/Townhouse	-	-	-	-	-	-	4%	-	-	-	-	-	-
Single Family Residence	100%	100%	100%	100%	100%	100%	96%	100%	100%	100%	100%	100%	100%

## 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



Month/Year	Price	% Chg.
Feb '20	\$180K	-11%
Feb '19	\$202K	8.5%
Feb '18	\$187K	1.4%

Current Year	\$202K	\$211K	\$219K	\$216K	\$179K	\$207K	\$254K	\$211K	\$242K	\$257K	\$220K	\$238K	\$180K
Prior Year	\$187K	\$205K	\$163K	\$231K	\$249K	\$226K	\$229K	\$205K	\$206K	\$154K	\$207K	\$227K	\$202K
Percent Change from Prior Year	9%	3%	34%	-7%	-28%	-8%	11%	3%	18%	67%	6%	4%	-11%

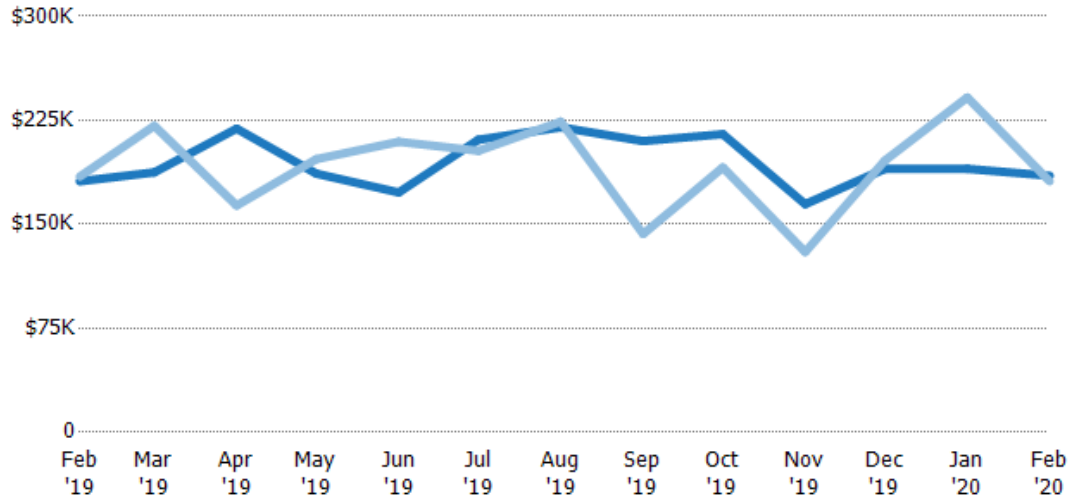
## Median Sales Price

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.
Feb '20	\$185K	2.2%
Feb '19	\$181K	-1.9%
Feb '18	\$184K	-7.6%



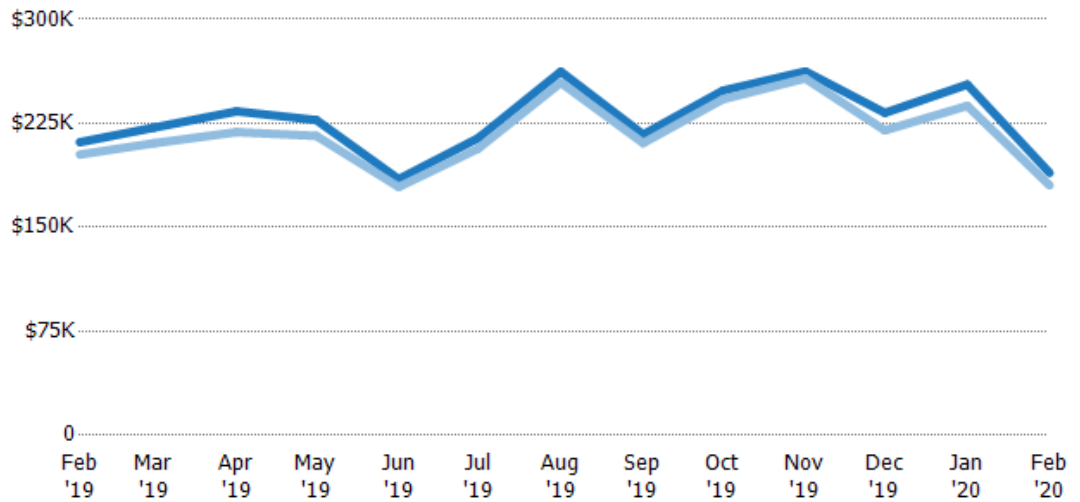
Current Year	\$181K	\$187K	\$219K	\$187K	\$173K	\$211K	\$220K	\$210K	\$215K	\$165K	\$190K	\$190K	\$185K
Prior Year	\$184K	\$221K	\$164K	\$197K	\$210K	\$203K	\$224K	\$143K	\$191K	\$130K	\$196K	\$242K	\$181K
Percent Change from Prior Year	-2%	-15%	34%	-5%	-17%	4%	-2%	47%	13%	27%	-3%	-21%	2%

## 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



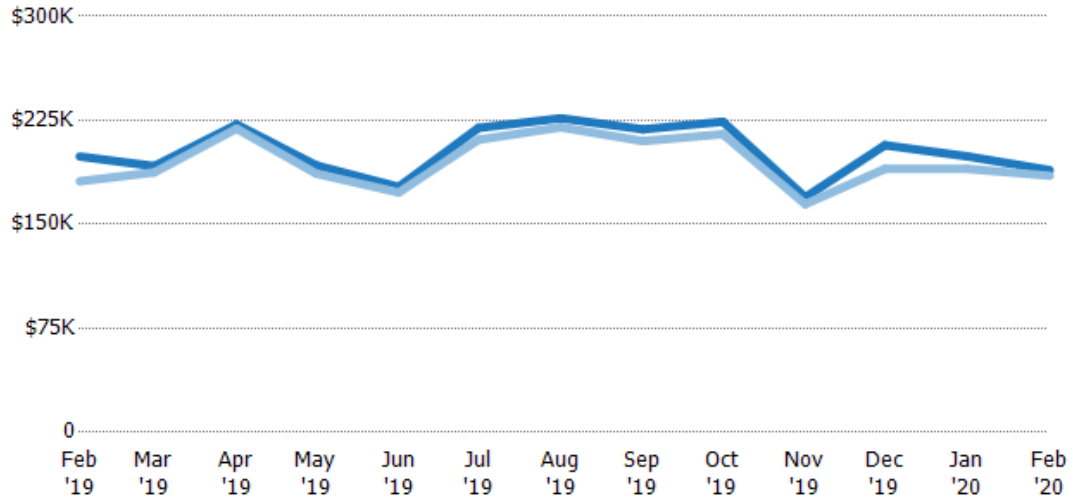
Avg List Price	\$211K	\$222K	\$234K	\$227K	\$185K	\$214K	\$262K	\$217K	\$249K	\$262K	\$232K	\$253K	\$189K
Avg Sales Price	\$202K	\$211K	\$219K	\$216K	\$179K	\$207K	\$254K	\$211K	\$242K	\$257K	\$220K	\$238K	\$180K
Avg Sales Price as a % of Avg List Price	96%	95%	94%	95%	97%	96%	97%	97%	97%	98%	95%	94%	95%

## 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



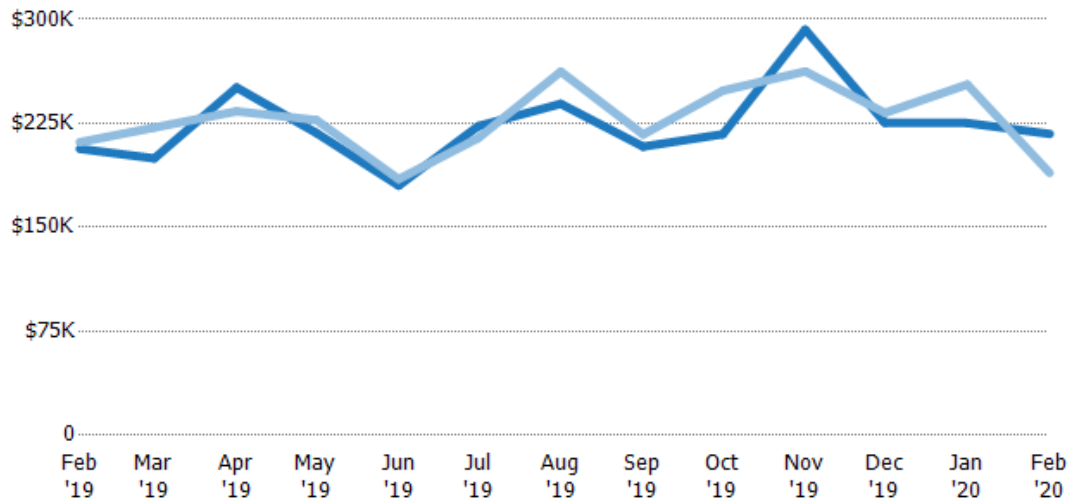
	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20
Median List Price	\$199K	\$192K	\$222K	\$192K	\$177K	\$220K	\$227K	\$219K	\$224K	\$170K	\$207K	\$199K	\$189K
Median Sales Price	\$181K	\$187K	\$219K	\$187K	\$173K	\$211K	\$220K	\$210K	\$215K	\$165K	\$190K	\$190K	\$185K
Med Sales Price as a % of Med List Price	91%	98%	99%	97%	98%	96%	97%	96%	96%	97%	92%	95%	98%

## 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



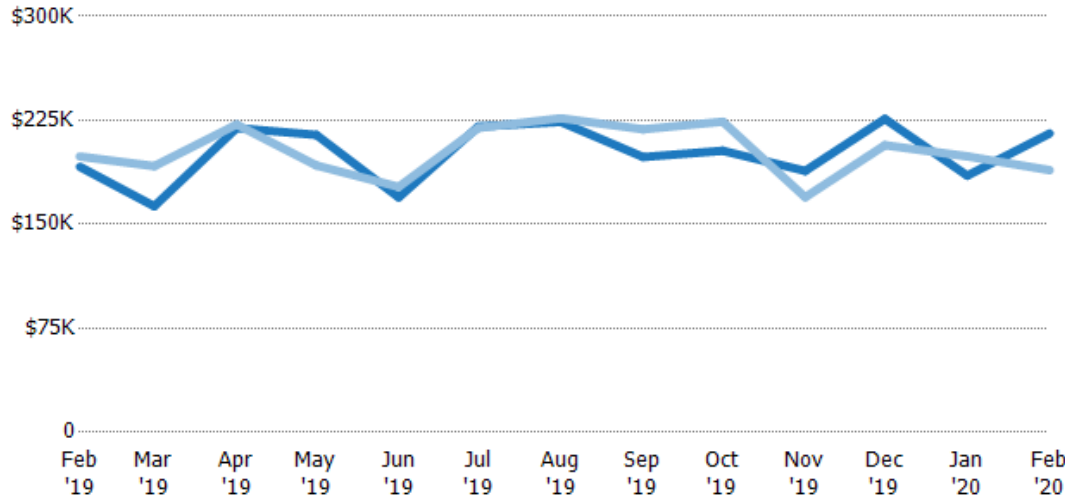
	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20
Avg Est Value	\$207K	\$200K	\$251K	\$218K	\$180K	\$223K	\$239K	\$208K	\$217K	\$293K	\$225K	\$225K	\$217K
Avg Sales Price	\$211K	\$222K	\$234K	\$227K	\$185K	\$214K	\$262K	\$217K	\$249K	\$262K	\$232K	\$253K	\$189K
Avg Sales Price as a % of Avg Est Value	102%	111%	93%	104%	103%	96%	110%	104%	114%	90%	103%	112%	87%

## 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



	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20
Median Est Value	\$191K	\$163K	\$219K	\$214K	\$169K	\$221K	\$224K	\$199K	\$203K	\$189K	\$226K	\$185K	\$216K
Median Sales Price	\$199K	\$192K	\$222K	\$192K	\$177K	\$220K	\$227K	\$219K	\$224K	\$170K	\$207K	\$199K	\$189K
Med Sales Price as a % of Med Est Value	104%	118%	101%	90%	104%	100%	101%	110%	110%	90%	92%	108%	88%