

## 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	Apr 2020	Apr 2019	+ / -	YTD 2020	YTD 2019	+ / -
<b>Listing Activity Charts Metrics</b>						
New Listing Count	20	38	-47.4%	98	92	+6.5%
New Listing Volume	\$6,690,175	\$8,465,700	-21%	\$28,497,674	\$21,287,100	+33.9%
Active Listing Count	111	149	-25.5%	N/A	N/A	
Active Listing Volume	\$36,648,674	\$39,496,400	-7.2%	N/A	N/A	
Average Listing Price	\$330,168	\$265,077	+24.6%	\$330,454	\$276,312	+19.6%
Median Listing Price	\$239,000	\$219,000	+9.1%	\$230,100	\$220,354	+4.4%
Median Days in RPR	142	179	-20.7%	159.49	195.44	-18.4%
Months of Inventory	7.4	10.6	-30.5%	13.3	8.9	+49.3%
Absorption Rate	13.51%	9.4%	+4.1%	7.51%	11.22%	-3.7%
<b>Sales Activity Charts Metrics</b>						
New Pending Sales Count	19	30	-36.7%	98	82	+19.5%
New Pending Sales Volume	\$4,527,800	\$6,078,000	-25.5%	\$24,311,100	\$16,841,078	+44.4%
Pending Sales Count	52	50	+4%	N/A	N/A	
Pending Sales Volume	\$13,675,500	\$10,376,600	+31.8%	N/A	N/A	
Closed Sales Count	13	10	+30%	54	39	+38.5%
Closed Sales Volume	\$3,757,500	\$2,186,000	+71.9%	\$12,342,375	\$8,371,800	+47.4%
Average Sales Price	\$289,038	\$218,600	+32.2%	\$228,562	\$214,662	+6.5%
Median Sales Price	\$250,000	\$219,000	+14.2%	\$198,509	\$205,469	-3.4%

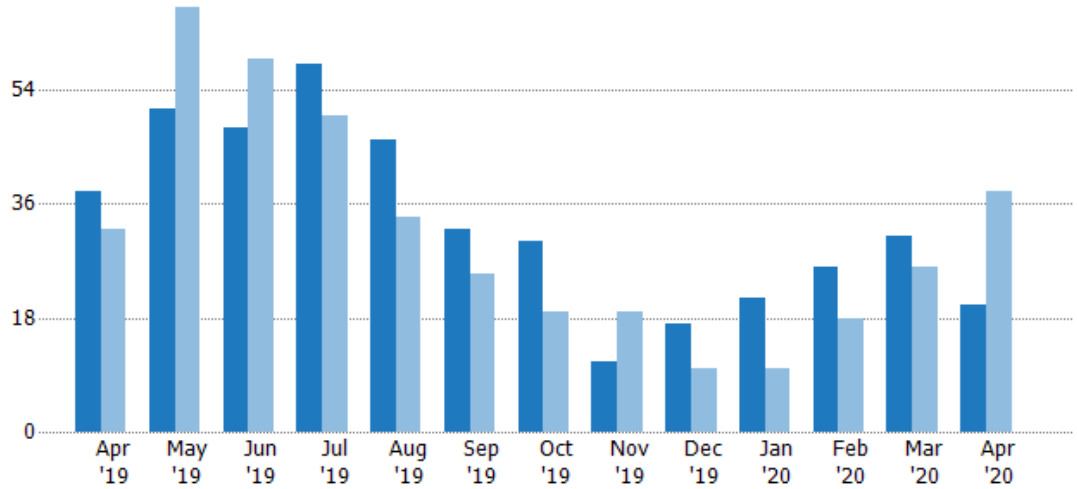
## New Listings

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.
Apr '20	20	-47.4%
Apr '19	38	18.8%
Apr '18	32	46.9%



Current Year	38	51	48	58	46	32	30	11	17	21	26	31	20
Prior Year	32	67	59	50	34	25	19	19	10	10	18	26	38
Percent Change from Prior Year	19%	-24%	-19%	16%	35%	28%	58%	-42%	70%	110%	44%	19%	-47%

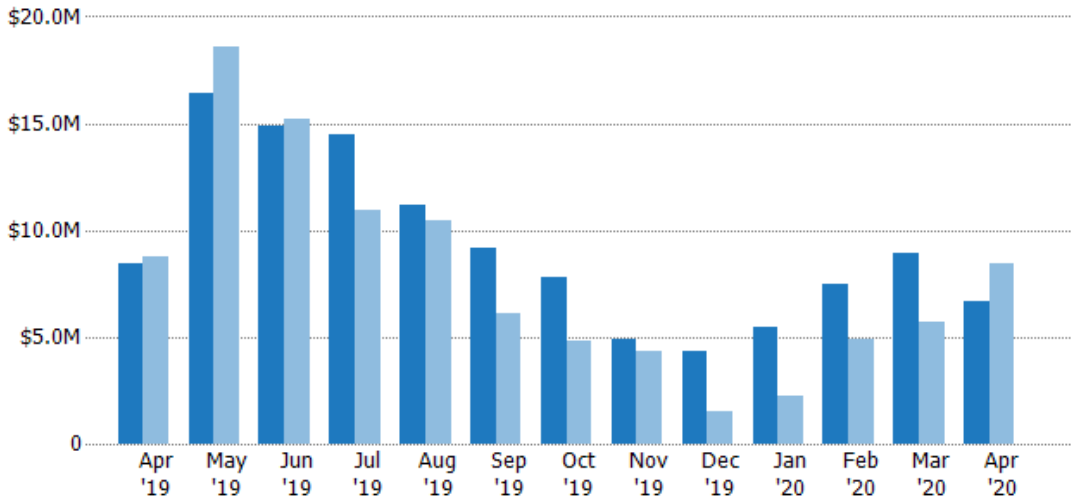
## New Listing Volume

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.
Apr '20	\$6.69M	-21%
Apr '19	\$8.47M	-3.4%
Apr '18	\$8.76M	38.1%



Current Year	\$8.47M	\$16.4M	\$14.9M	\$14.4M	\$11.2M	\$9.14M	\$7.83M	\$4.88M	\$4.32M	\$5.48M	\$7.44M	\$8.89M	\$6.69M
Prior Year	\$8.76M	\$18.6M	\$15.2M	\$10.9M	\$10.5M	\$6.08M	\$4.78M	\$4.3M	\$1.48M	\$2.21M	\$4.94M	\$5.67M	\$8.47M
Percent Change from Prior Year	-3%	-12%	-2%	32%	6%	50%	64%	14%	192%	147%	51%	57%	-21%

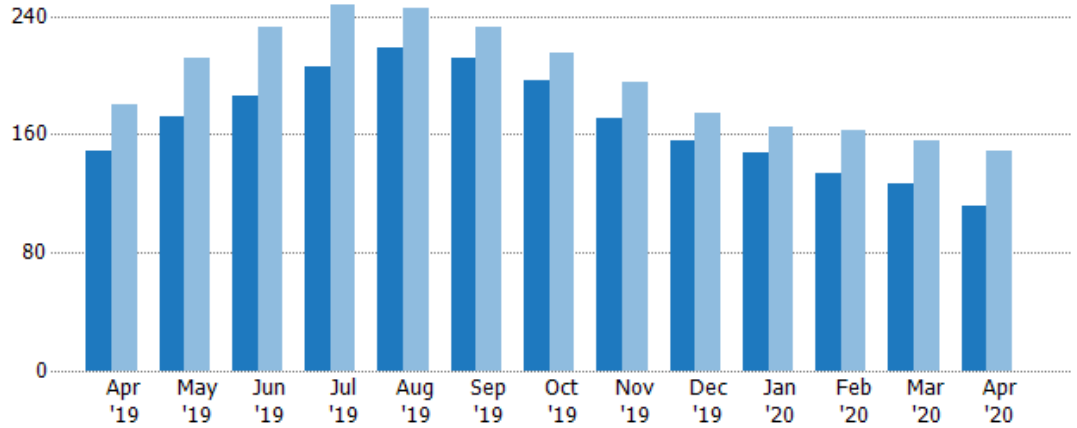
## Active Listings

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.
Apr '20	111	-25.5%
Apr '19	149	-17.2%
Apr '18	180	18.9%



Current Year	149	172	186	206	218	212	196	171	156	147	134	127	111
Prior Year	180	211	232	248	245	232	215	195	174	165	163	156	149
Percent Change from Prior Year	-17%	-18%	-20%	-17%	-11%	-9%	-9%	-12%	-10%	-11%	-18%	-19%	-26%

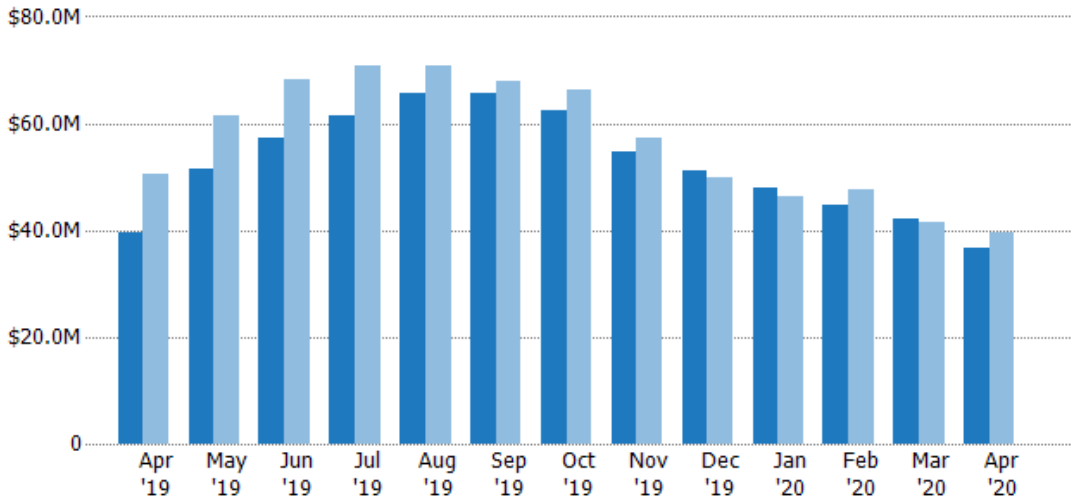
## Active Listing Volume

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.
Apr '20	\$36.6M	-7.2%
Apr '19	\$39.5M	-21.8%
Apr '18	\$50.5M	15.1%



Current Year	\$39.5M	\$51.6M	\$57.2M	\$61.4M	\$65.7M	\$65.8M	\$62.5M	\$54.6M	\$51.1M	\$47.9M	\$44.7M	\$42.2M	\$36.6M
Prior Year	\$50.5M	\$61.5M	\$68.3M	\$70.9M	\$70.9M	\$67.9M	\$66.2M	\$57.3M	\$49.8M	\$46.4M	\$47.5M	\$41.5M	\$39.5M
Percent Change from Prior Year	-22%	-16%	-16%	-13%	-7%	-3%	-5%	-5%	3%	3%	-6%	2%	-7%

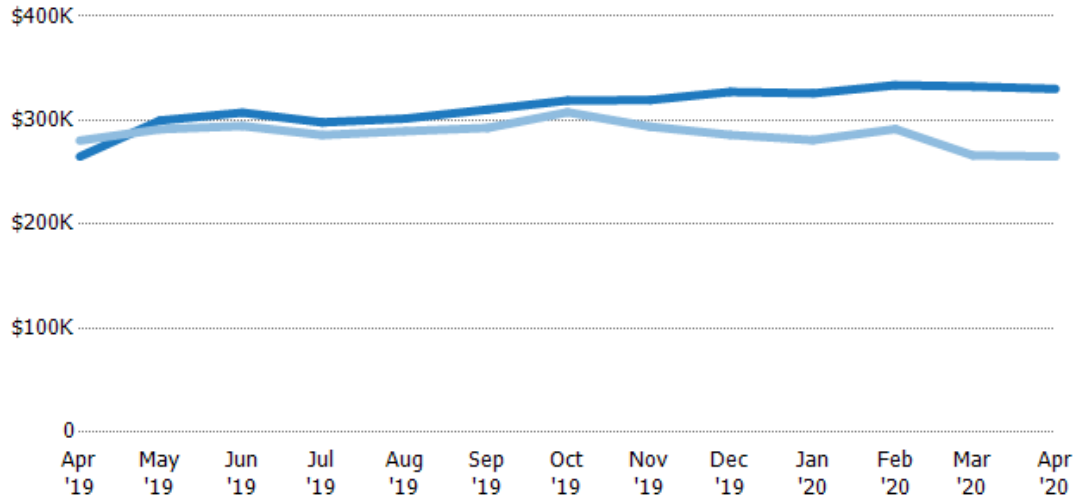
## Average Listing Price

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.
Apr '20	\$330K	24.6%
Apr '19	\$265K	-5.5%
Apr '18	\$280K	-3.2%



Current Year	\$265K	\$300K	\$307K	\$298K	\$302K	\$310K	\$319K	\$319K	\$327K	\$326K	\$334K	\$333K	\$330K
Prior Year	\$280K	\$291K	\$294K	\$286K	\$290K	\$293K	\$308K	\$294K	\$286K	\$281K	\$292K	\$266K	\$265K
Percent Change from Prior Year	-5%	3%	4%	4%	4%	6%	4%	9%	14%	16%	14%	25%	25%

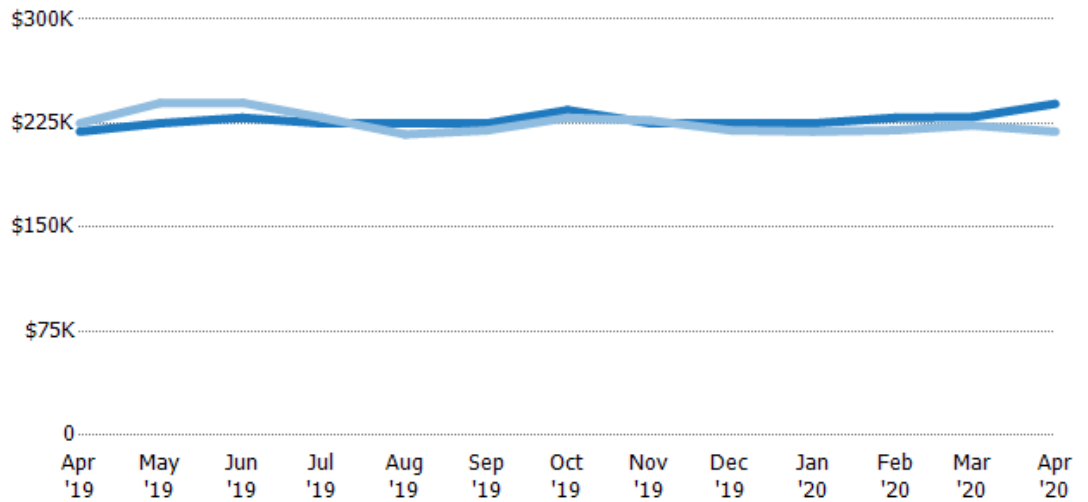
## Median Listing Price

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.
Apr '20	\$239K	9.1%
Apr '19	\$219K	-2.7%
Apr '18	\$225K	-11.1%



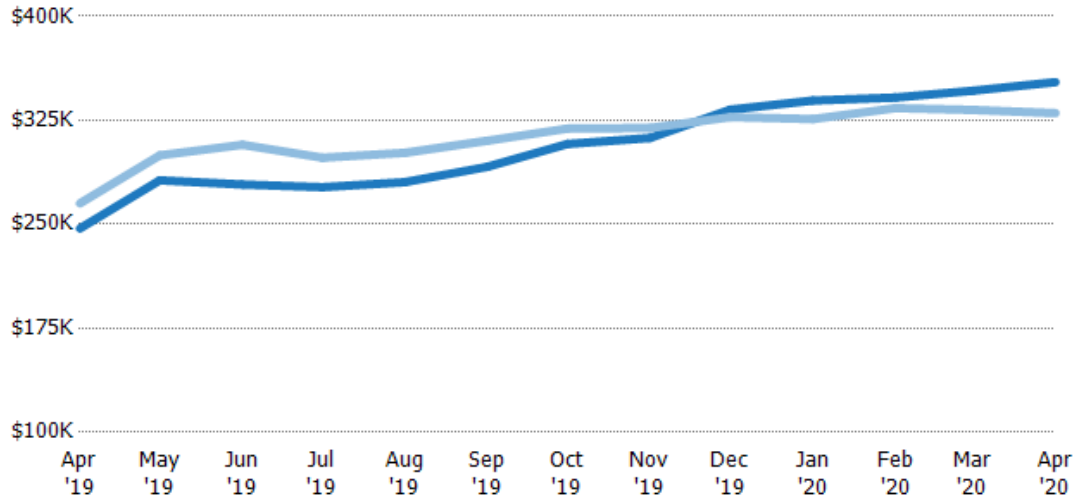
Current Year	\$219K	\$225K	\$229K	\$225K	\$225K	\$225K	\$235K	\$225K	\$225K	\$225K	\$229K	\$230K	\$239K
Prior Year	\$225K	\$240K	\$240K	\$229K	\$217K	\$220K	\$229K	\$227K	\$220K	\$219K	\$220K	\$223K	\$219K
Percent Change from Prior Year	-3%	-6%	-4%	-2%	4%	2%	2%	-1%	2%	3%	4%	3%	9%

## 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

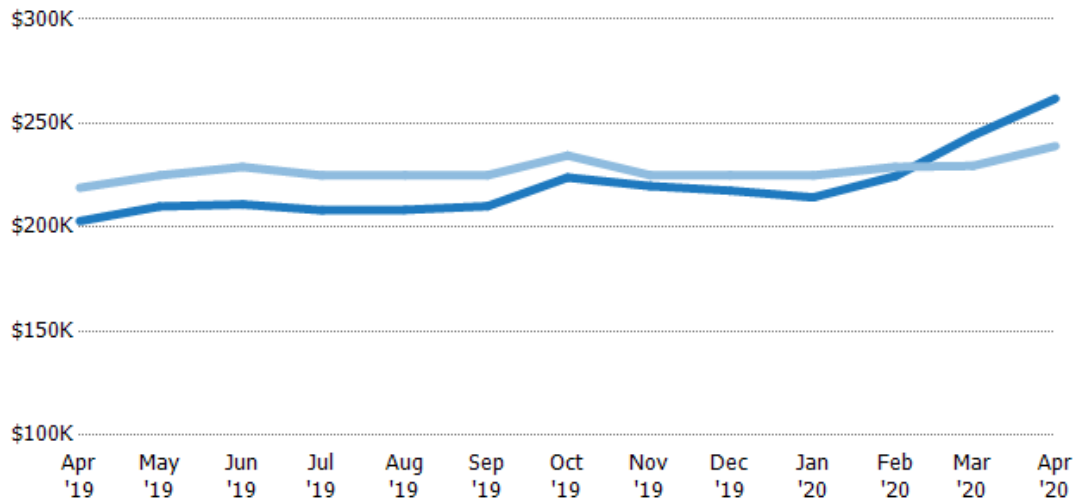


## Median Listing Price vs Median Est Value

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



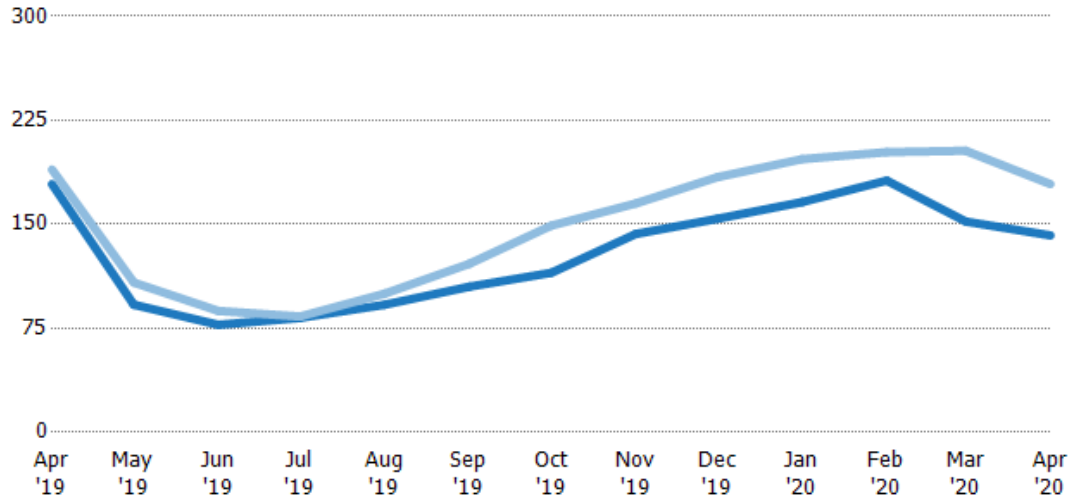
## Median Days in RPR

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.
Apr '20	142	-20.7%
Apr '19	179	-5.5%
Apr '18	190	-3.7%



Current Year	179	92	77.5	82.5	92	105	115	143	154	166	182	152	142
Prior Year	190	108	87.5	83.5	100	122	149	165	184	197	202	203	179
Percent Change from Prior Year	-6%	-15%	-11%	-1%	-8%	-14%	-23%	-13%	-16%	-16%	-10%	-25%	-21%

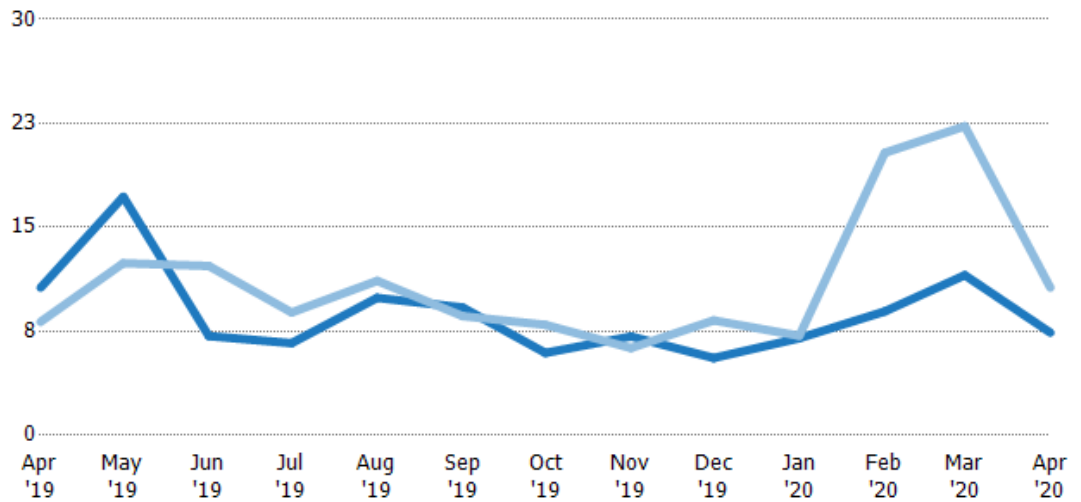
## Months of Inventory

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.
Apr '20	7.4	-30.5%
Apr '19	10.6	30.1%
Apr '18	8.18	101.2%



Current Year	10.6	17.2	7.15	6.65	9.91	9.22	5.94	7.13	5.57	7	8.93	11.5	7.4
Prior Year	8.18	12.4	12.2	8.86	11.1	8.59	7.96	6.29	8.29	7.17	20.4	22.3	10.6
Percent Change from Prior Year	30%	39%	-41%	-25%	-11%	7%	-25%	13%	-33%	-2%	-56%	-48%	-30%

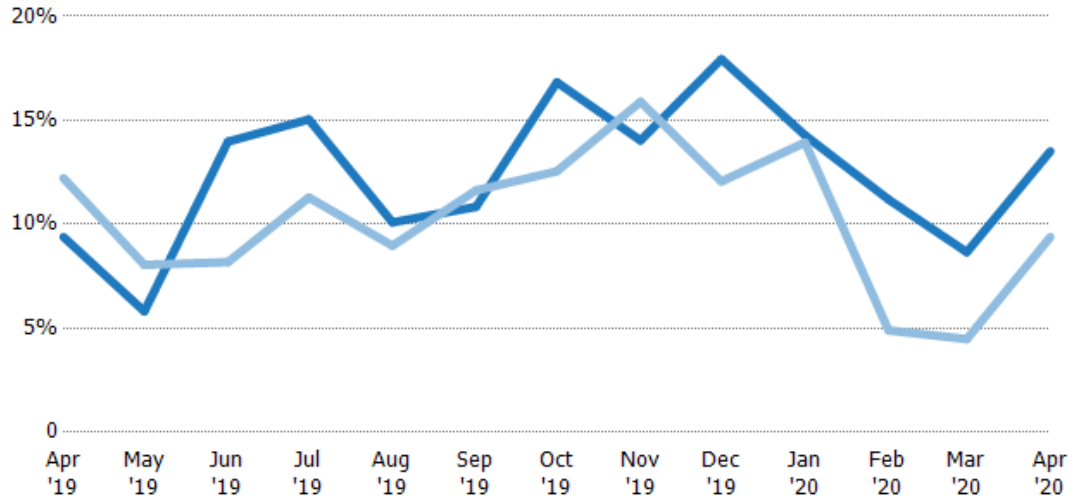
## Absorption Rate

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.
Apr '20	14%	-4.1%
Apr '19	9%	2.8%
Apr '18	12%	-50.3%



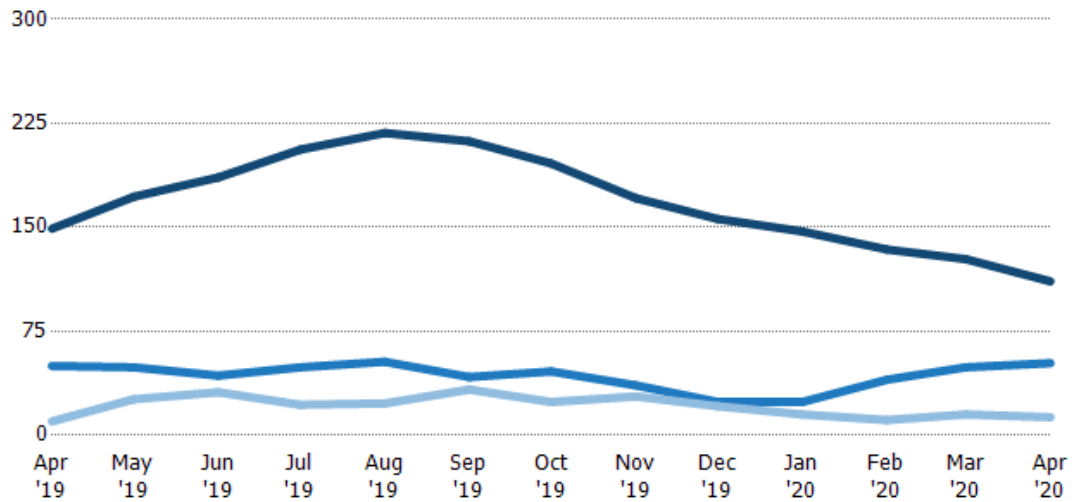
Current Year	9%	6%	14%	15%	10%	11%	17%	14%	18%	14%	11%	9%	14%
Prior Year	12%	8%	8%	11%	9%	12%	13%	16%	12%	14%	5%	4%	9%
Change from Prior Year	3%	2%	-6%	-4%	-1%	1%	-4%	2%	-6%	0%	-6%	-4%	-4%

## 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	149	172	186	206	218	212	196	171	156	147	134	127	111
Pending	50	49	43	49	53	42	46	36	24	24	40	49	52
Sold	10	26	31	22	23	33	24	28	21	15	11	15	13

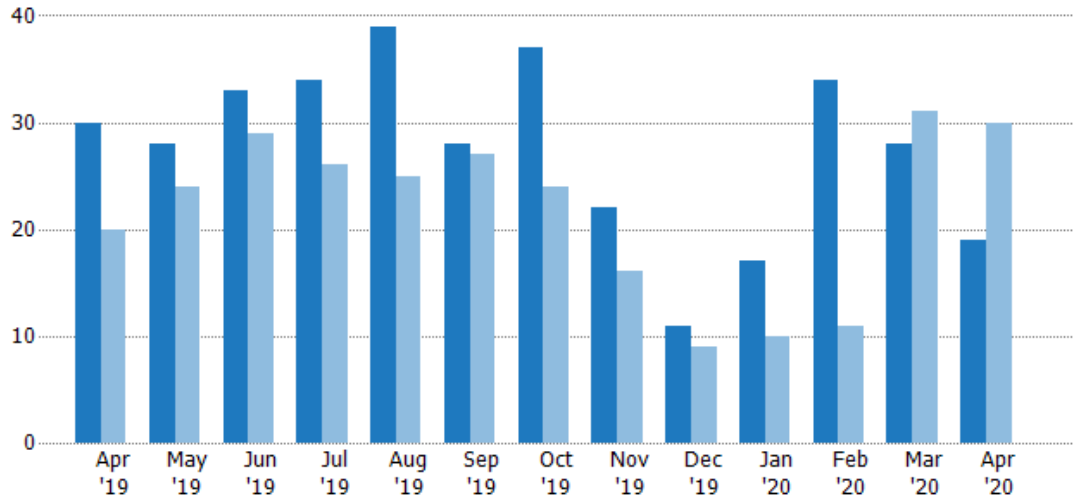
## New Pending Sales

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.
Apr '20	19	-36.7%
Apr '19	30	50%
Apr '18	20	5%



Current Year	30	28	33	34	39	28	37	22	11	17	34	28	19
Prior Year	20	24	29	26	25	27	24	16	9	10	11	31	30
Percent Change from Prior Year	50%	17%	14%	31%	56%	4%	54%	38%	22%	70%	209%	-10%	-37%

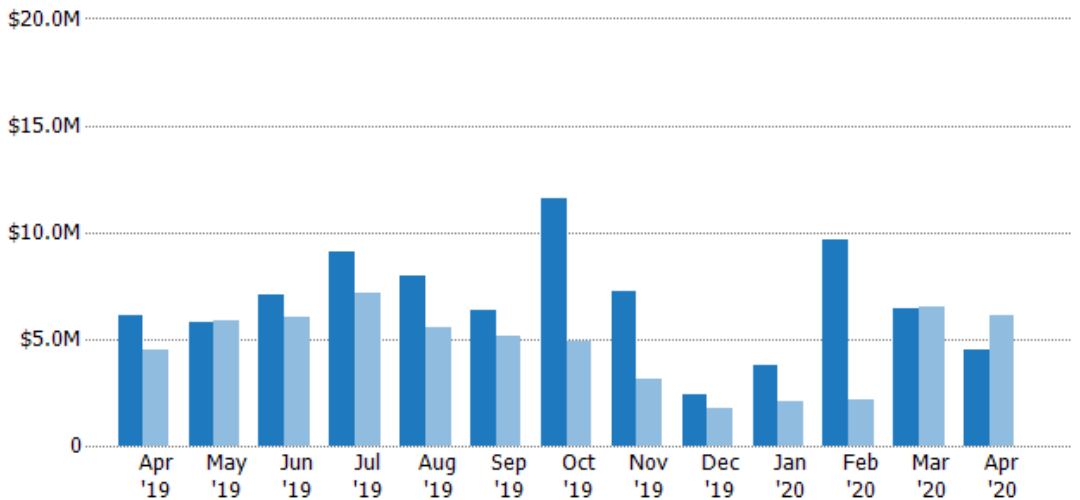
## New Pending Sales Volume

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.
Apr '20	\$4.53M	-25.5%
Apr '19	\$6.08M	35.3%
Apr '18	\$4.49M	6.3%



Current Year	\$6.08M	\$5.81M	\$7.08M	\$9.05M	\$7.95M	\$6.32M	\$11.6M	\$7.24M	\$2.37M	\$3.78M	\$9.61M	\$6.39M	\$4.53M
Prior Year	\$4.49M	\$5.89M	\$6.02M	\$7.13M	\$5.51M	\$5.11M	\$4.93M	\$3.15M	\$1.77M	\$2.09M	\$2.15M	\$6.52M	\$6.08M
Percent Change from Prior Year	35%	-1%	18%	27%	44%	24%	136%	130%	34%	81%	347%	-2%	-26%



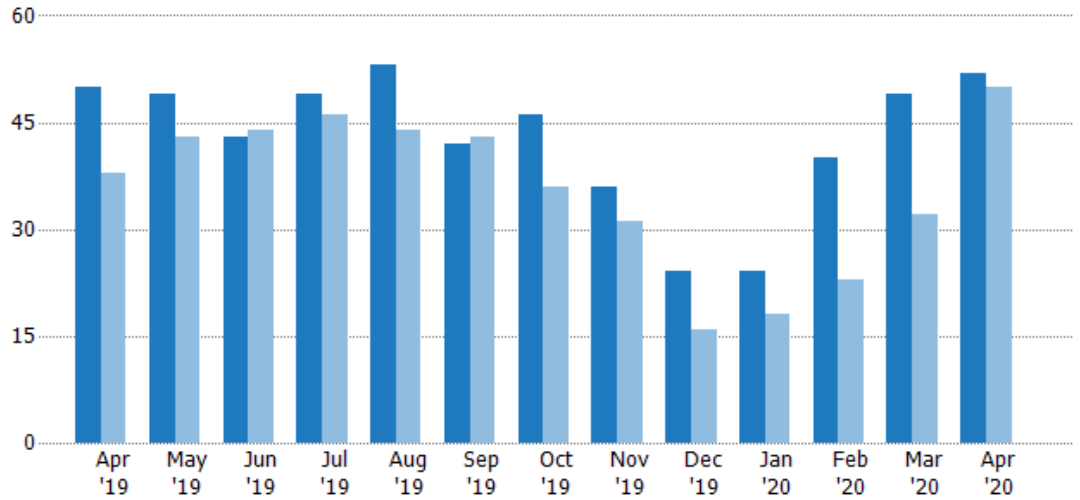
## Pending Sales

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.
Apr '20	52	4%
Apr '19	50	31.6%
Apr '18	38	7.9%



Current Year	50	49	43	49	53	42	46	36	24	24	40	49	52
Prior Year	38	43	44	46	44	43	36	31	16	18	23	32	50
Percent Change from Prior Year	32%	14%	-2%	7%	20%	-2%	28%	16%	50%	33%	74%	53%	4%

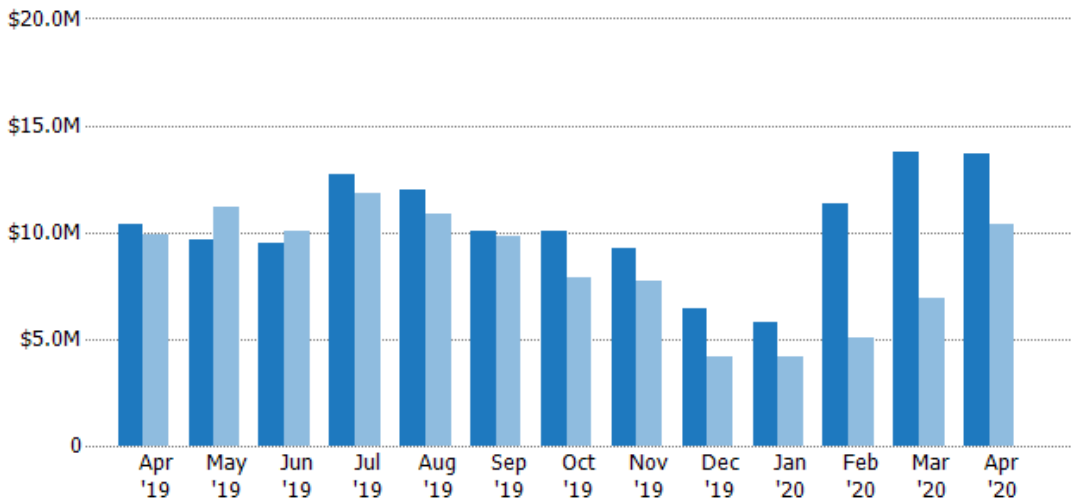
## Pending Sales Volume

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.
Apr '20	\$13.7M	31.8%
Apr '19	\$10.4M	5.3%
Apr '18	\$9.85M	-2.3%



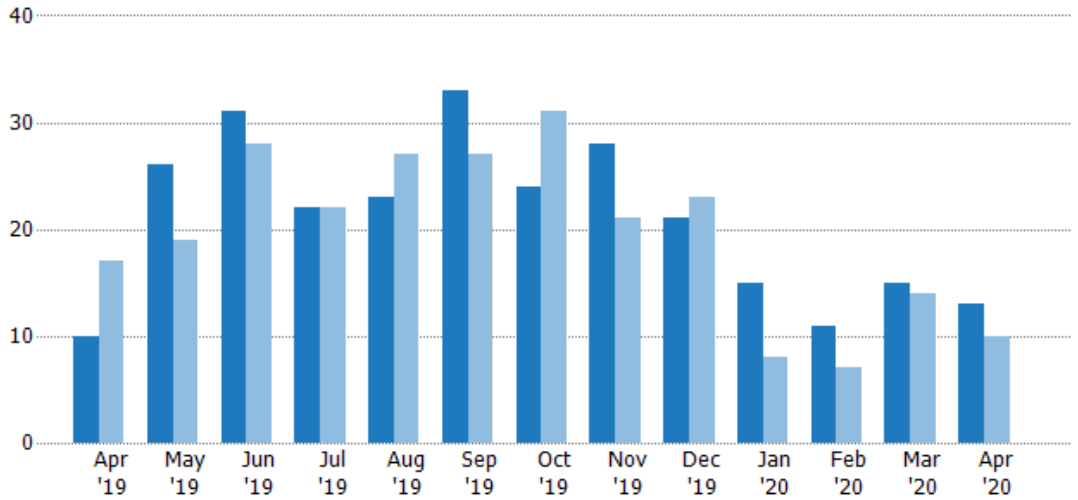
Current Year	\$10.4M	\$9.66M	\$9.51M	\$12.7M	\$11.9M	\$10.1M	\$10M	\$9.23M	\$6.42M	\$5.82M	\$11.3M	\$13.8M	\$13.7M
Prior Year	\$9.85M	\$11.2M	\$10.1M	\$11.8M	\$10.8M	\$9.83M	\$7.9M	\$7.68M	\$4.18M	\$4.2M	\$5.07M	\$6.92M	\$10.4M
Percent Change from Prior Year	5%	-13%	-6%	7%	10%	2%	27%	20%	54%	39%	124%	99%	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



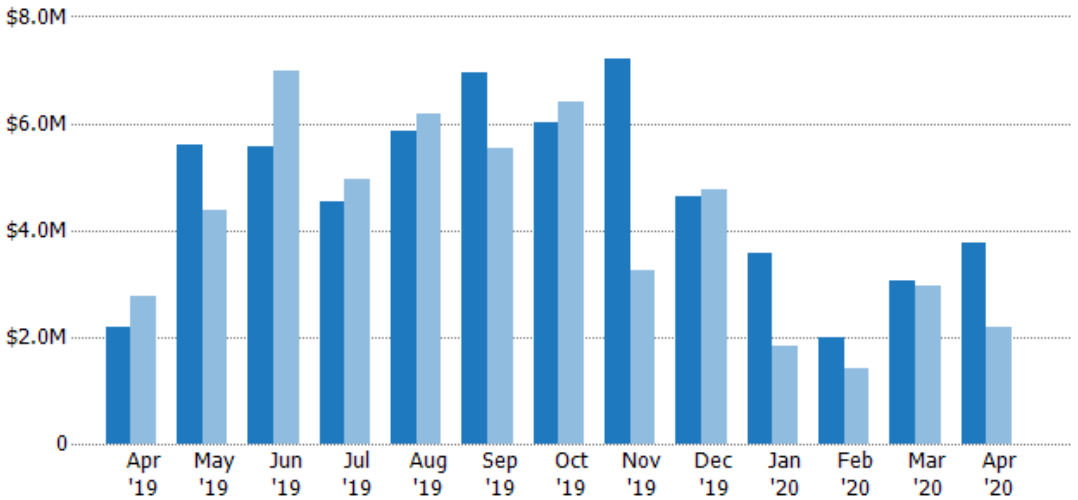
Month/Year	Current Year	Prior Year	Percent Change from Prior Year
Apr '20	13	10	30%
Apr '19	10	17	-41%
Apr '18	17	17	0%

## 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



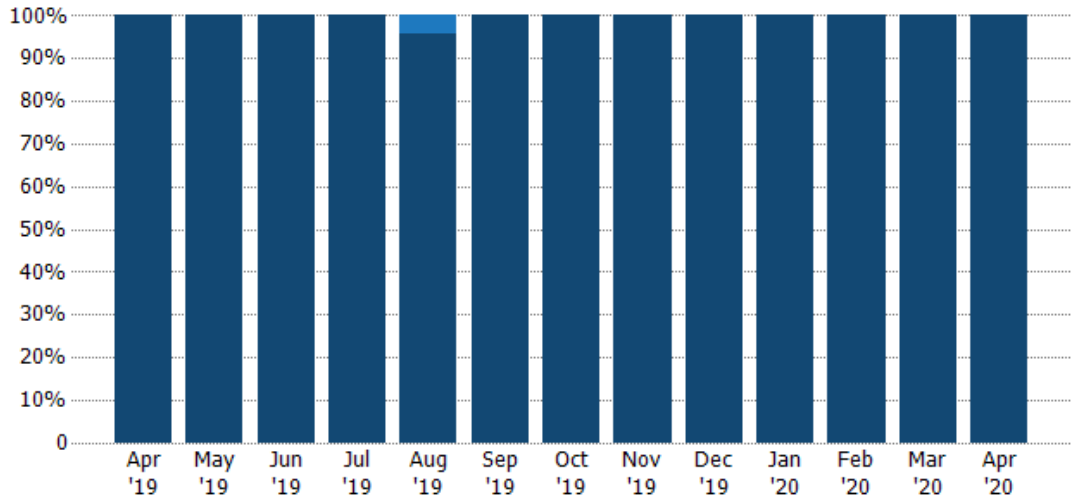
Month/Year	Current Year	Prior Year	Percent Change from Prior Year
Apr '20	\$3.76M	\$2.19M	71.9%
Apr '19	\$2.19M	\$2.78M	-21.2%
Apr '18	\$2.78M	\$2.78M	-19.7%

## 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



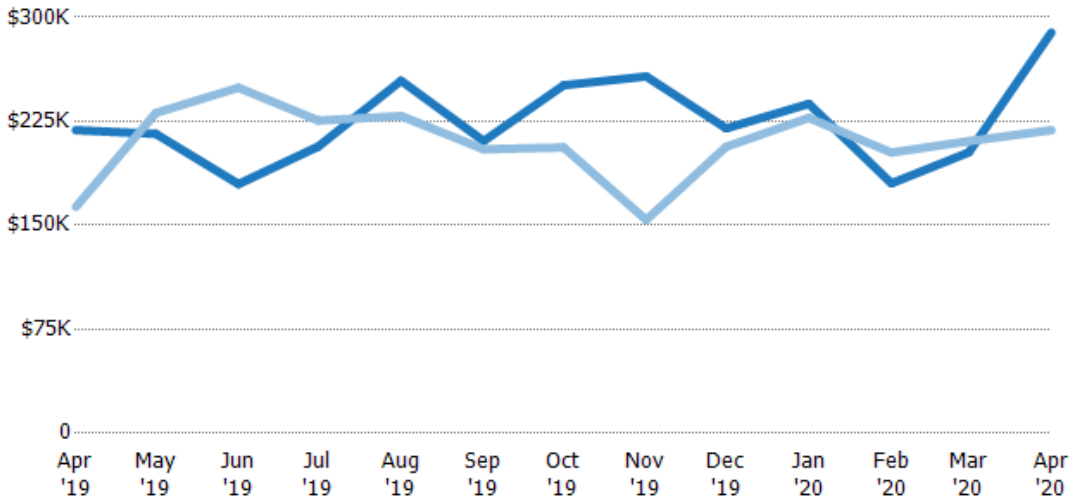
Condo/Townhouse	-	-	-	-	4%	-	-	-	-	-	-	-	-
Single Family Residence	100%	100%	100%	100%	96%	100%	100%	100%	100%	100%	100%	100%	100%

## 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	\$219K	\$216K	\$180K	\$207K	\$254K	\$211K	\$251K	\$257K	\$220K	\$238K	\$180K	\$203K	\$289K
Prior Year	\$163K	\$231K	\$249K	\$226K	\$229K	\$205K	\$206K	\$154K	\$207K	\$227K	\$202K	\$211K	\$219K
Percent Change from Prior Year	34%	-7%	-28%	-8%	11%	3%	22%	67%	6%	4%	-11%	-4%	32%

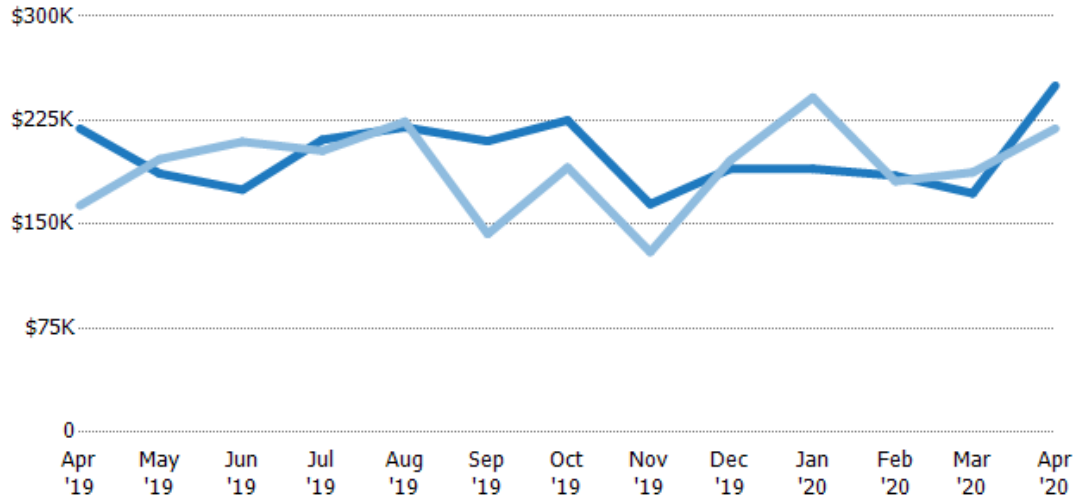
## Median Sales Price

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.
Apr '20	\$250K	14.2%
Apr '19	\$219K	33.9%
Apr '18	\$164K	1.7%



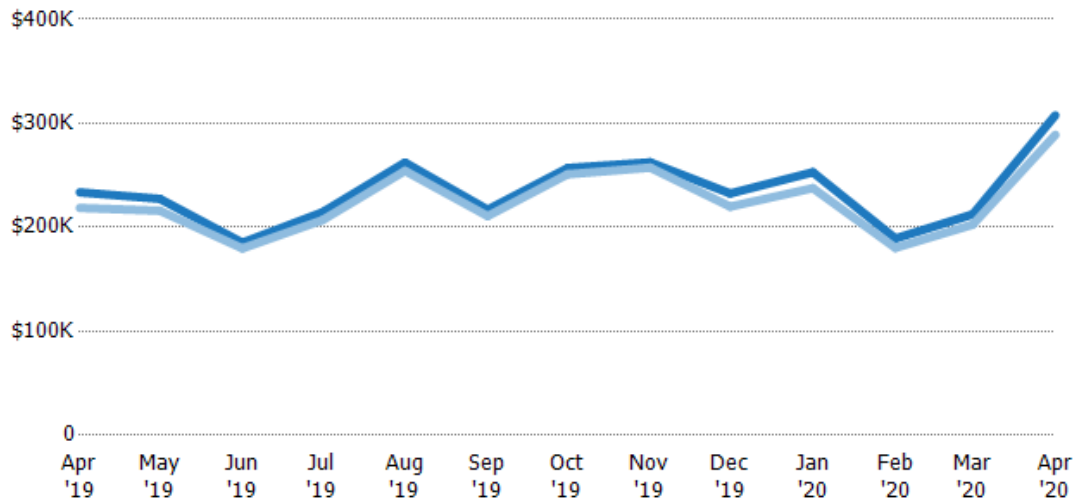
Current Year	\$219K	\$187K	\$175K	\$211K	\$220K	\$210K	\$225K	\$165K	\$190K	\$190K	\$185K	\$172K	\$250K
Prior Year	\$164K	\$197K	\$210K	\$203K	\$224K	\$143K	\$191K	\$130K	\$196K	\$242K	\$181K	\$187K	\$219K
Percent Change from Prior Year	34%	-5%	-17%	4%	-2%	47%	18%	27%	-3%	-21%	2%	-8%	14%

## 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



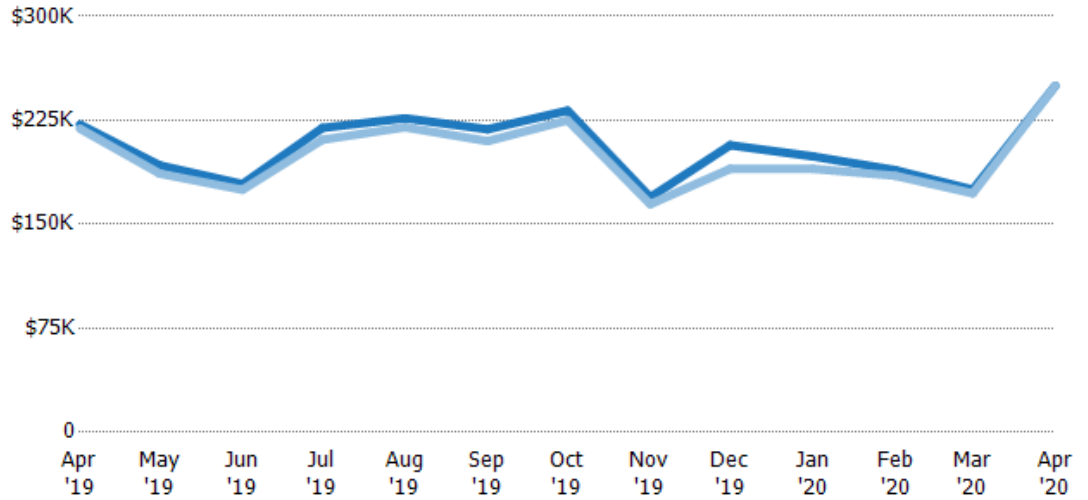
Avg List Price	\$234K	\$227K	\$185K	\$214K	\$262K	\$217K	\$257K	\$262K	\$232K	\$253K	\$189K	\$212K	\$308K
Avg Sales Price	\$219K	\$216K	\$180K	\$207K	\$254K	\$211K	\$251K	\$257K	\$220K	\$238K	\$180K	\$203K	\$289K
Avg Sales Price as a % of Avg List Price	94%	95%	97%	96%	97%	97%	98%	98%	95%	94%	95%	95%	94%

## 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



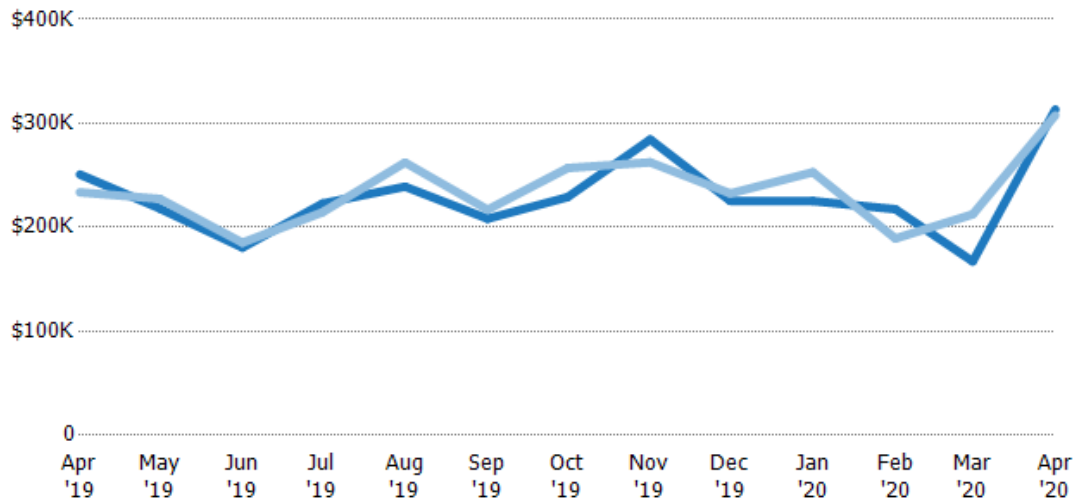
	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20
Median List Price	\$222K	\$192K	\$179K	\$220K	\$227K	\$219K	\$232K	\$170K	\$207K	\$199K	\$189K	\$175K	\$250K
Median Sales Price	\$219K	\$187K	\$175K	\$211K	\$220K	\$210K	\$225K	\$165K	\$190K	\$190K	\$185K	\$172K	\$250K
Med Sales Price as a % of Med List Price	99%	97%	98%	96%	97%	96%	97%	97%	92%	95%	98%	98%	100%

## 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



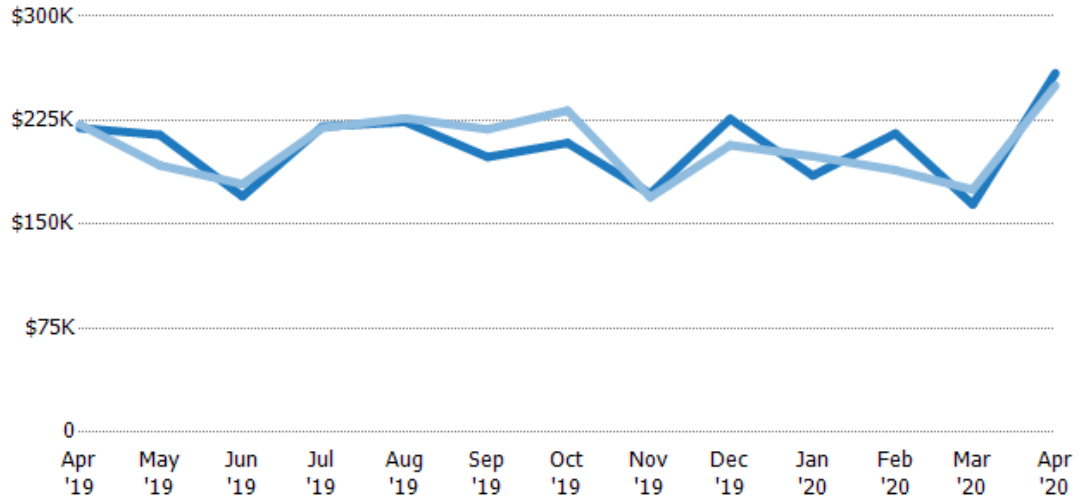
	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20
Avg Est Value	\$251K	\$218K	\$181K	\$223K	\$239K	\$208K	\$229K	\$284K	\$225K	\$225K	\$217K	\$167K	\$313K
Avg Sales Price	\$234K	\$227K	\$185K	\$214K	\$262K	\$217K	\$257K	\$262K	\$232K	\$253K	\$189K	\$212K	\$308K
Avg Sales Price as a % of Avg Est Value	93%	104%	103%	96%	110%	104%	112%	92%	103%	112%	87%	127%	98%

## 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



	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20
Median Est Value	\$219K	\$214K	\$170K	\$221K	\$224K	\$199K	\$209K	\$172K	\$226K	\$185K	\$216K	\$164K	\$259K
Median Sales Price	\$222K	\$192K	\$179K	\$220K	\$227K	\$219K	\$232K	\$170K	\$207K	\$199K	\$189K	\$175K	\$250K
Med Sales Price as a % of Med Est Value	101%	90%	105%	100%	101%	110%	111%	99%	92%	108%	88%	107%	97%