

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	May 2020	May 2019	+ / -	YTD 2020	YTD 2019	+ / -
Listing Activity Charts Metrics						
New Listing Count	37	51	-27.5%	134	143	-6.3%
New Listing Volume	\$12,523,100	\$16,375,600	-23.5%	\$40,802,874	\$37,662,700	+8.3%
Active Listing Count	116	172	-32.6%	N/A	N/A	
Active Listing Volume	\$40,496,975	\$51,721,300	-21.7%	N/A	N/A	
Average Listing Price	\$349,112	\$300,705	+16.1%	\$331,405	\$282,035	+17.5%
Median Listing Price	\$239,450	\$225,000	+6.4%	\$231,740	\$222,011	+4.4%
Median Days in RPR	112.5	92.5	+21.6%	151.75	155.22	-2.2%
Months of Inventory	8.9	17.2	-48.1%	10	9	+11.6%
Absorption Rate	11.21%	5.81%	+5.4%	9.97%	11.12%	-1.2%
Sales Activity Charts Metrics						
New Pending Sales Count	33	28	+17.9%	130	110	+18.2%
New Pending Sales Volume	\$8,542,299	\$5,808,200	+47.1%	\$32,743,399	\$22,649,278	+44.6%
Pending Sales Count	63	49	+28.6%	N/A	N/A	
Pending Sales Volume	\$16,705,899	\$9,656,200	+73%	N/A	N/A	
Closed Sales Count	18	26	-30.8%	72	65	+10.8%
Closed Sales Volume	\$4,624,022	\$5,614,000	-17.6%	\$16,966,397	\$13,985,800	+21.3%
Average Sales Price	\$256,890	\$215,923	+19%	\$235,644	\$215,166	+9.5%
Median Sales Price	\$220,261	\$186,500	+18.1%	\$203,947	\$197,882	+3.1%

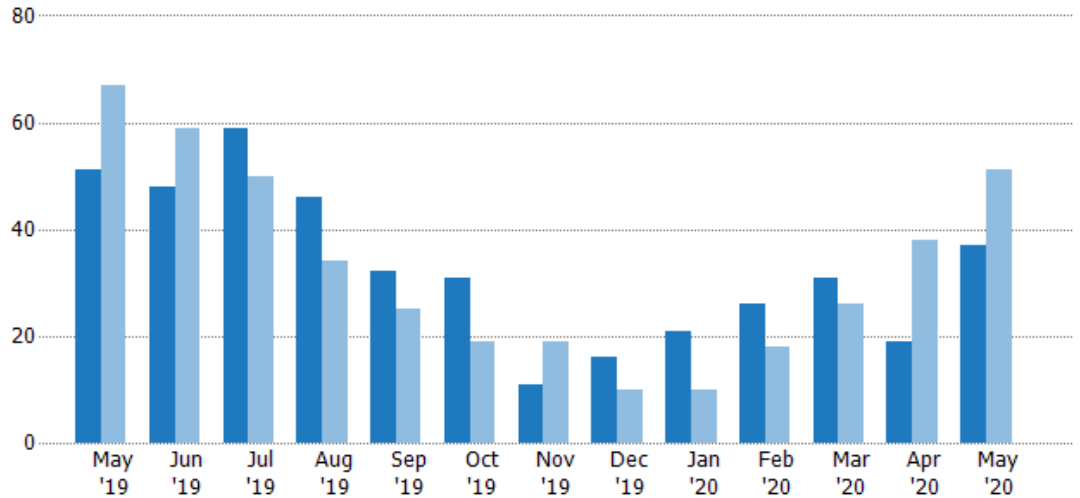
New Listings

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.
May '20	37	-27.5%
May '19	51	-23.9%
May '18	67	11.9%



Current Year	51	48	59	46	32	31	11	16	21	26	31	19	37
Prior Year	67	59	50	34	25	19	19	10	10	18	26	38	51
Percent Change from Prior Year	-24%	-19%	18%	35%	28%	63%	-42%	60%	110%	44%	19%	-50%	-27%

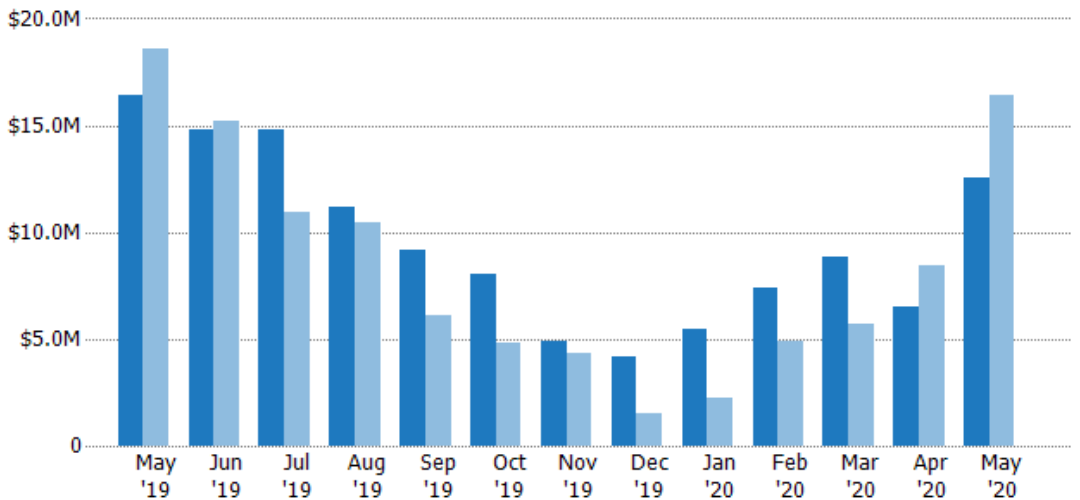
New Listing Volume

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.
May '20	\$12.5M	-23.5%
May '19	\$16.4M	-12%
May '18	\$18.6M	4%



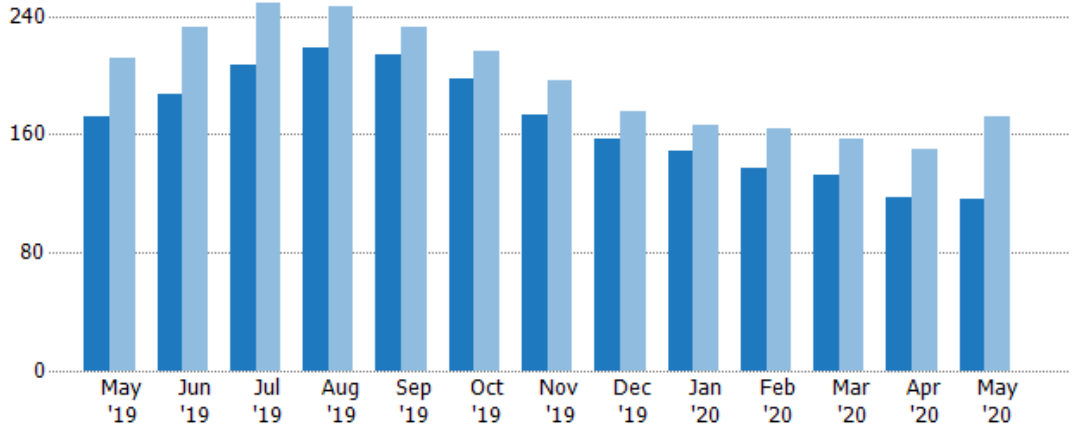
Current Year	\$16.4M	\$14.8M	\$14.8M	\$11.2M	\$9.13M	\$8.05M	\$4.87M	\$4.18M	\$5.48M	\$7.43M	\$8.84M	\$6.54M	\$12.5M
Prior Year	\$18.6M	\$15.2M	\$10.9M	\$10.5M	\$6.08M	\$4.78M	\$4.3M	\$1.48M	\$2.21M	\$4.94M	\$5.67M	\$8.47M	\$16.4M
Percent Change from Prior Year	-12%	-3%	35%	6%	50%	68%	13%	183%	147%	50%	56%	-23%	-24%

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



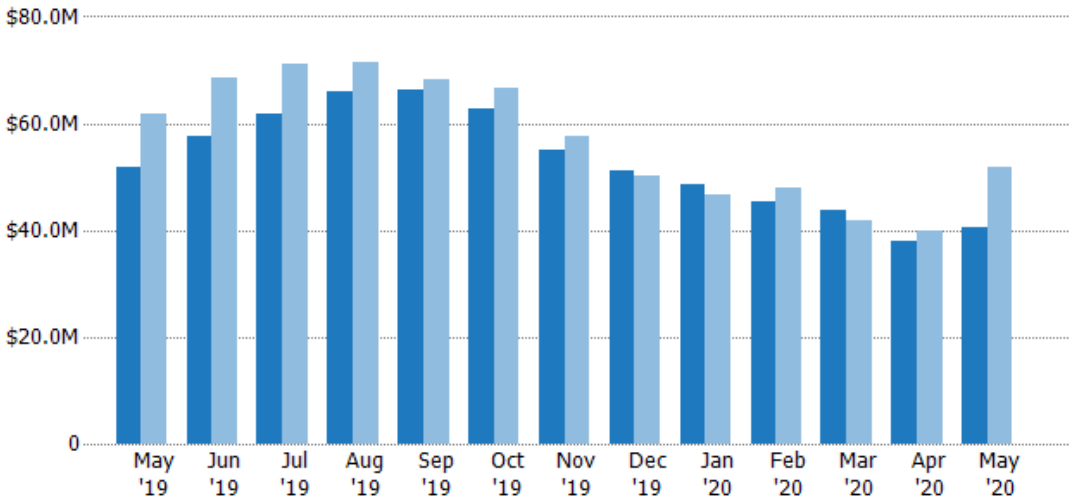
	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20
Current Year	172	187	207	219	214	198	173	157	149	137	133	117	116
Prior Year	211	232	249	246	233	216	196	175	166	164	157	150	172
Percent Change from Prior Year	-18%	-19%	-17%	-11%	-8%	-8%	-12%	-10%	-10%	-16%	-15%	-22%	-33%

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



	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20
Current Year	\$51.7M	\$57.5M	\$61.7M	\$66M	\$66.2M	\$62.8M	\$54.9M	\$51.2M	\$48.4M	\$45.3M	\$43.8M	\$38M	\$40.5M
Prior Year	\$61.6M	\$68.5M	\$71.3M	\$71.3M	\$68.3M	\$66.5M	\$57.7M	\$50.1M	\$46.7M	\$47.9M	\$41.9M	\$39.9M	\$51.7M
Percent Change from Prior Year	-16%	-16%	-13%	-7%	-3%	-6%	-5%	2%	4%	-5%	4%	-5%	-22%

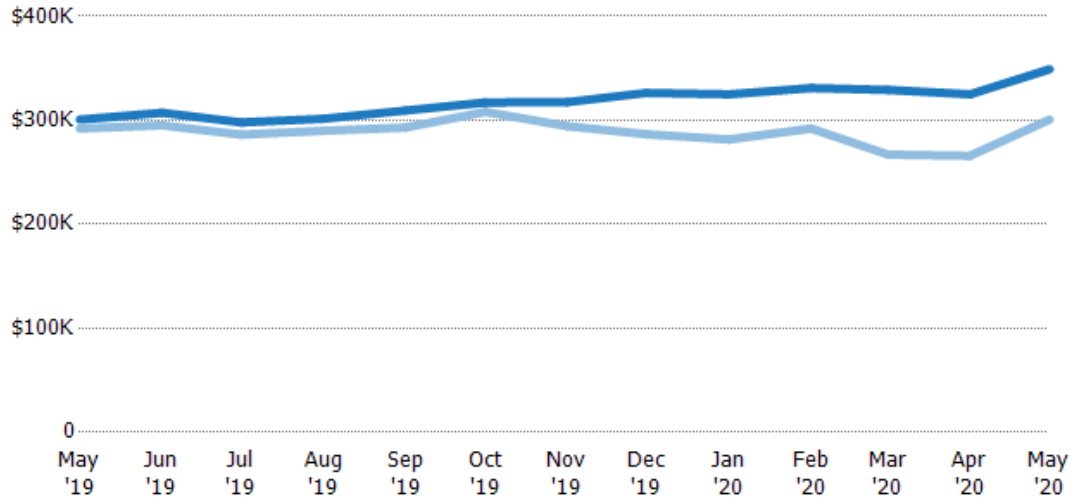
Average Listing Price

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.
May '20	\$349K	16.1%
May '19	\$301K	2.9%
May '18	\$292K	-2.6%



Current Year	\$301K	\$307K	\$298K	\$301K	\$309K	\$317K	\$317K	\$326K	\$325K	\$331K	\$329K	\$325K	\$349K
Prior Year	\$292K	\$295K	\$286K	\$290K	\$293K	\$308K	\$294K	\$287K	\$282K	\$292K	\$267K	\$266K	\$301K
Percent Change from Prior Year	3%	4%	4%	4%	6%	3%	8%	14%	15%	13%	23%	22%	16%

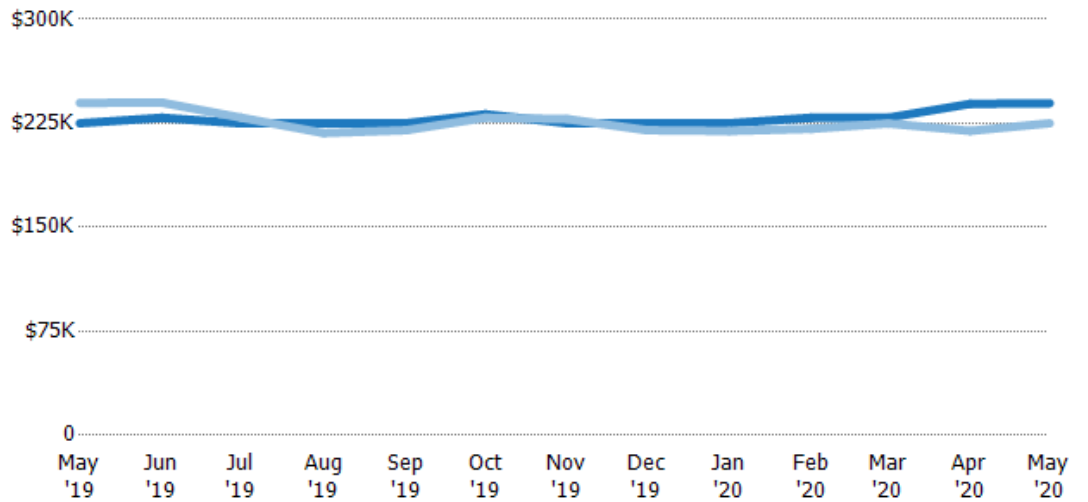
Median Listing Price

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.
May '20	\$239K	6.4%
May '19	\$225K	-6.1%
May '18	\$240K	-12.4%



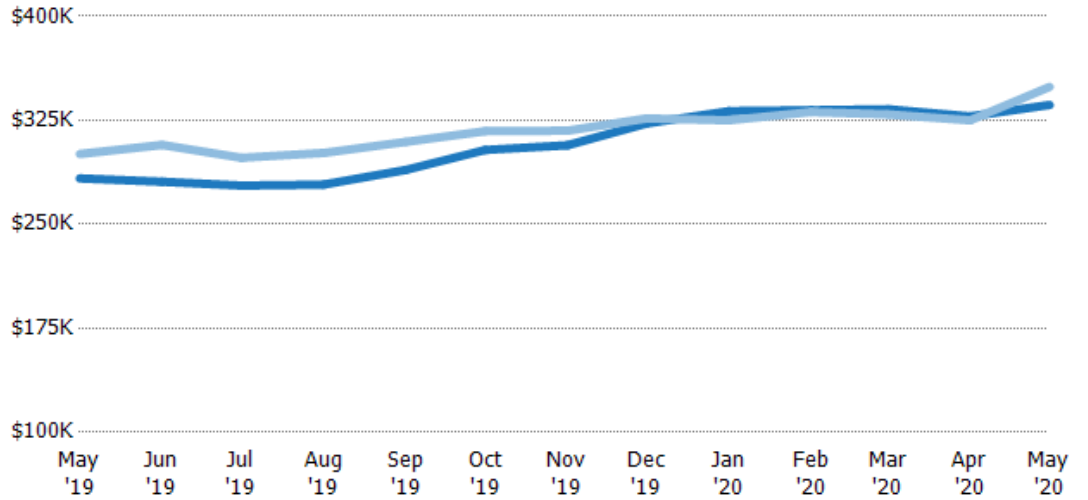
Current Year	\$225K	\$229K	\$225K	\$225K	\$225K	\$232K	\$225K	\$225K	\$225K	\$229K	\$229K	\$239K	\$239K
Prior Year	\$240K	\$240K	\$229K	\$218K	\$220K	\$229K	\$228K	\$220K	\$219K	\$221K	\$225K	\$220K	\$225K
Percent Change from Prior Year	-6%	-5%	-2%	3%	2%	1%	-1%	2%	3%	4%	2%	9%	6%

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

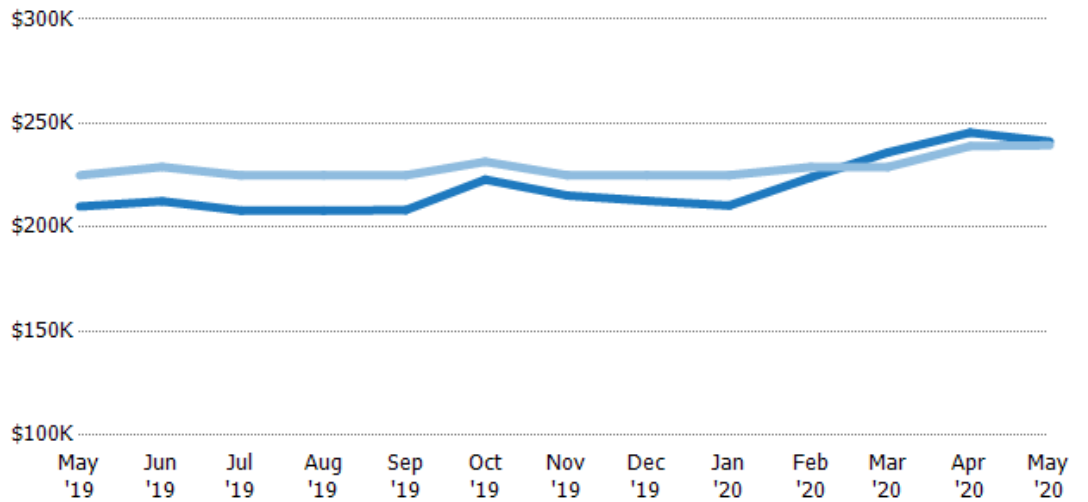


Median Listing Price vs Median Est Value

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

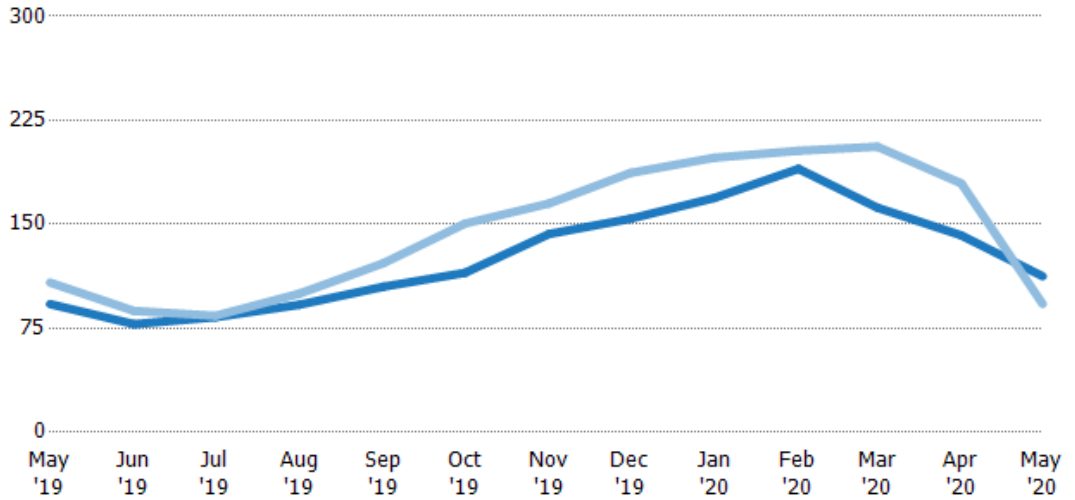


Median Days in RPR

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



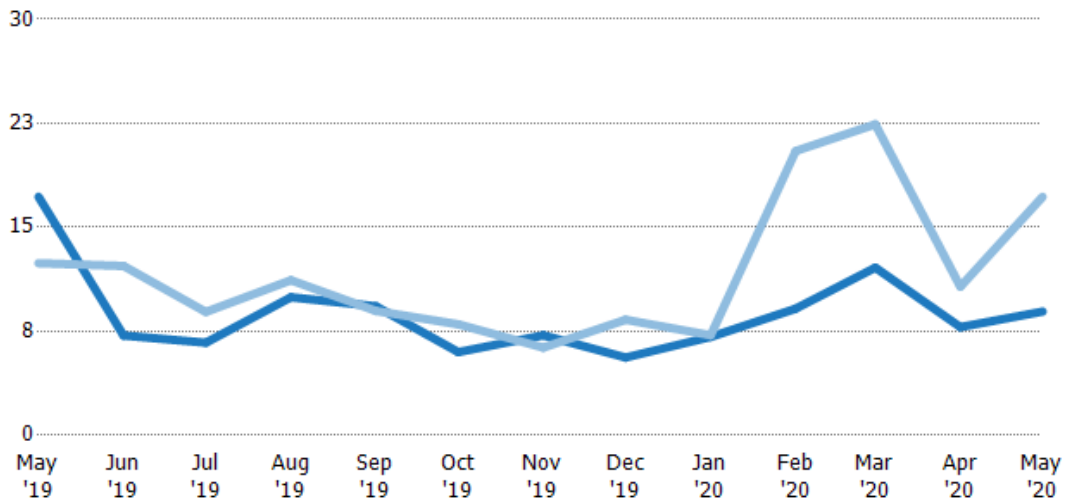
	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20
Current Year	92.5	78	83	92	105	115	143	154	169	190	162	142	113
Prior Year	108	87.5	84	100	122	151	165	187	198	203	206	180	92.5
Percent Change from Prior Year	-14%	-11%	-1%	-8%	-14%	-24%	-13%	-18%	-15%	-6%	-21%	-21%	22%

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



	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20
Current Year	17.2	7.19	6.68	9.95	9.3	6	7.21	5.61	7.1	9.13	12.1	7.8	8.92
Prior Year	12.4	12.2	8.89	11.2	8.96	8	6.32	8.33	7.22	20.5	22.4	10.7	17.2
Percent Change from Prior Year	39%	-41%	-25%	-11%	4%	-25%	14%	-33%	-2%	-55%	-46%	-27%	-48%

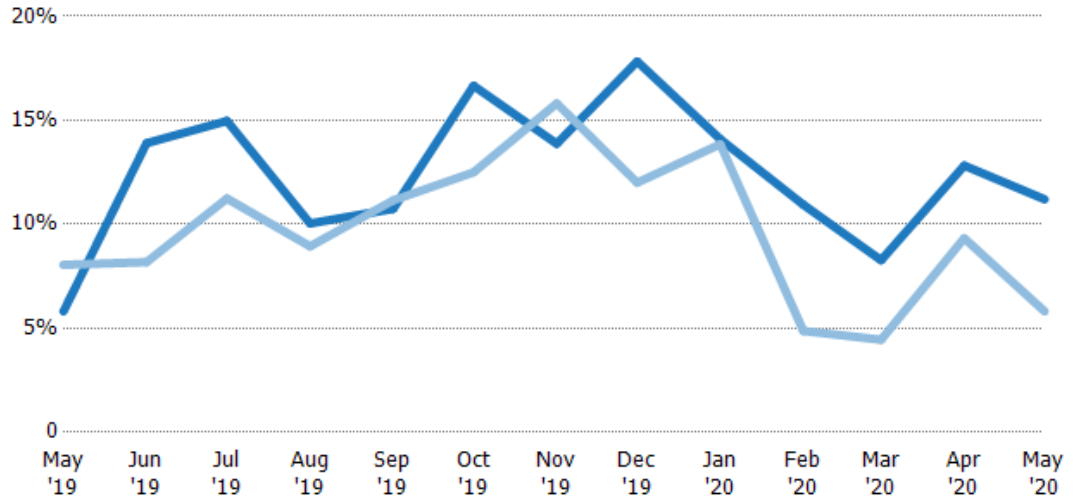
Absorption Rate

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.
May '20	11%	-5.4%
May '19	6%	2.2%
May '18	8%	-34.2%



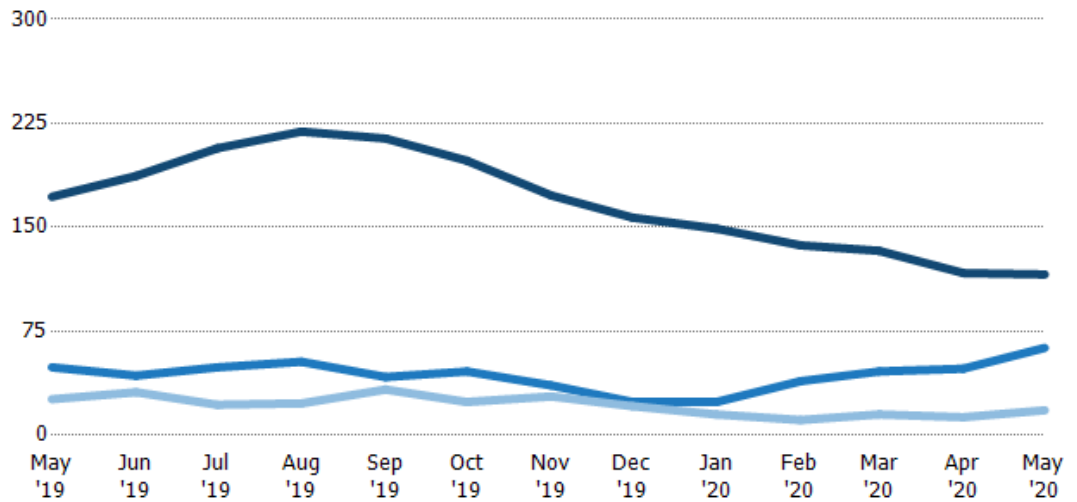
Current Year	6%	14%	15%	10%	11%	17%	14%	18%	14%	11%	8%	13%	11%
Prior Year	8%	8%	11%	9%	11%	13%	16%	12%	14%	5%	4%	9%	6%
Change from Prior Year	2%	-6%	-4%	-1%	0%	-4%	2%	-6%	0%	-6%	-4%	-3%	-5%

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	172	187	207	219	214	198	173	157	149	137	133	117	116
Pending	49	43	49	53	42	46	36	24	24	39	46	48	63
Sold	26	31	22	23	33	24	28	21	15	11	15	13	18

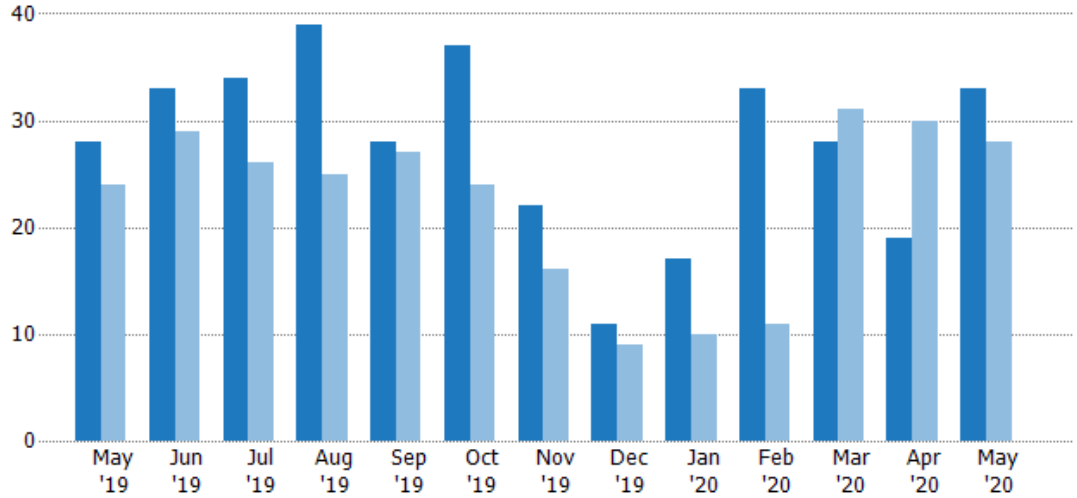
New Pending Sales

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.
May '20	33	17.9%
May '19	28	16.7%
May '18	24	54.2%



Current Year	28	33	34	39	28	37	22	11	17	33	28	19	33
Prior Year	24	29	26	25	27	24	16	9	10	11	31	30	28
Percent Change from Prior Year	17%	14%	31%	56%	4%	54%	38%	22%	70%	200%	-10%	-37%	18%

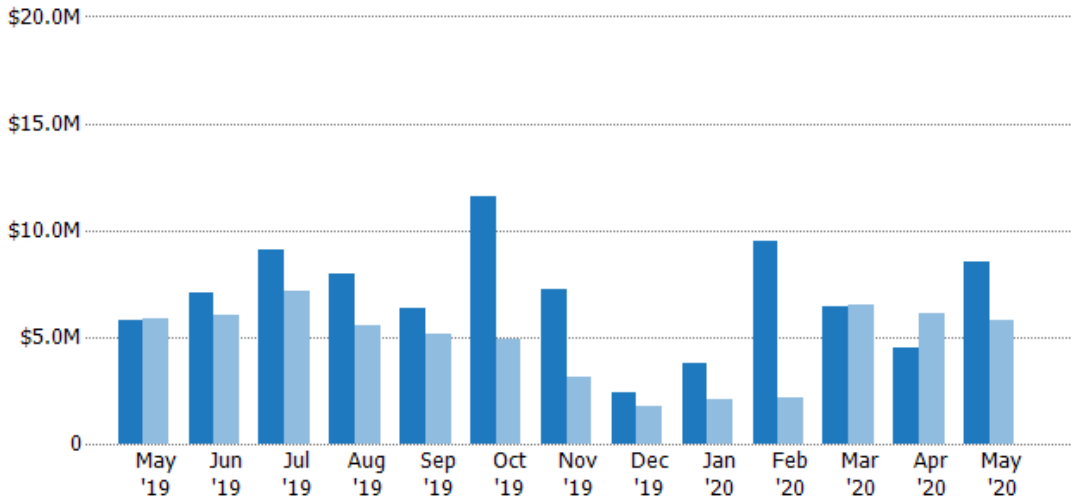
New Pending Sales Volume

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.
May '20	\$8.54M	47.1%
May '19	\$5.81M	-1.4%
May '18	\$5.89M	27.6%



Current Year	\$5.81M	\$7.08M	\$9.05M	\$7.95M	\$6.32M	\$11.6M	\$7.24M	\$2.37M	\$3.78M	\$9.5M	\$6.39M	\$4.53M	\$8.54M
Prior Year	\$5.89M	\$6.02M	\$7.13M	\$5.51M	\$5.11M	\$4.93M	\$3.15M	\$1.77M	\$2.09M	\$2.15M	\$6.52M	\$6.08M	\$5.81M
Percent Change from Prior Year	-1%	18%	27%	44%	24%	136%	130%	34%	81%	342%	-2%	-26%	47%

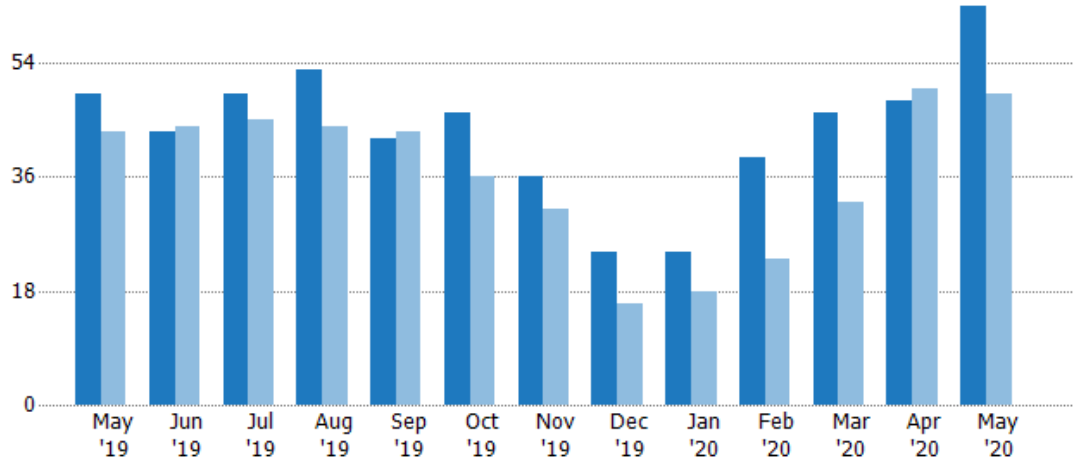
Pending Sales

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.
May '20	63	28.6%
May '19	49	14%
May '18	43	16.3%



Current Year	49	43	49	53	42	46	36	24	24	39	46	48	63
Prior Year	43	44	45	44	43	36	31	16	18	23	32	50	49
Percent Change from Prior Year	14%	-2%	9%	20%	-2%	28%	16%	50%	33%	70%	44%	-4%	29%

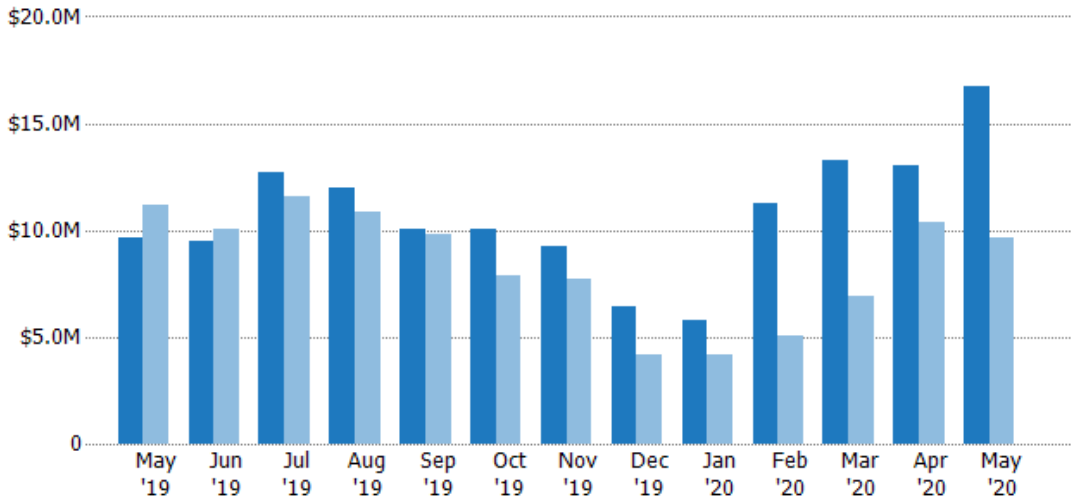
Pending Sales Volume

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.
May '20	\$16.7M	73%
May '19	\$9.66M	-13.4%
May '18	\$11.2M	-4.9%



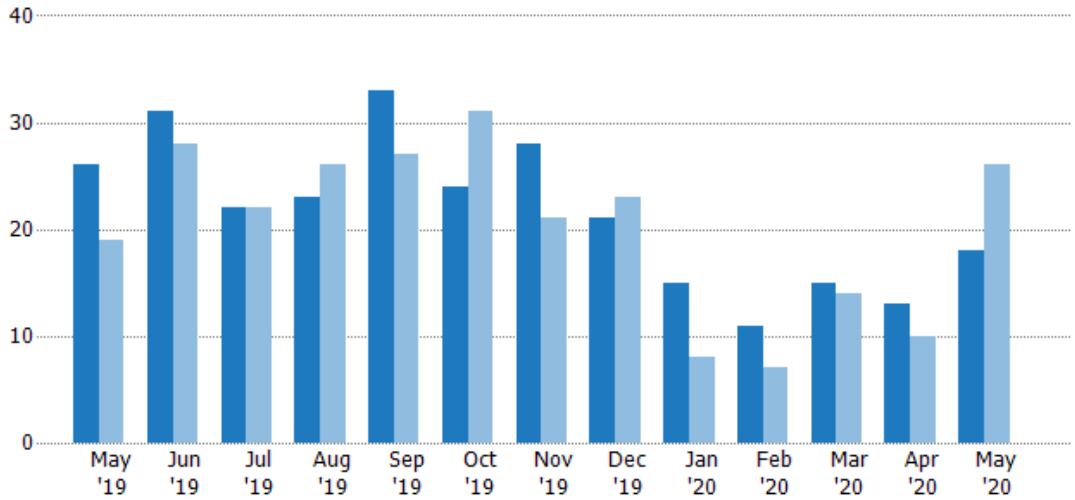
Current Year	\$9.66M	\$9.51M	\$12.7M	\$11.9M	\$10.1M	\$10M	\$9.23M	\$6.42M	\$5.82M	\$11.2M	\$13.3M	\$13M	\$16.7M
Prior Year	\$11.2M	\$10.1M	\$11.6M	\$10.8M	\$9.83M	\$7.9M	\$7.68M	\$4.18M	\$4.2M	\$5.07M	\$6.92M	\$10.4M	\$9.66M
Percent Change from Prior Year	-13%	-6%	9%	10%	2%	27%	20%	54%	39%	122%	92%	25%	73%

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



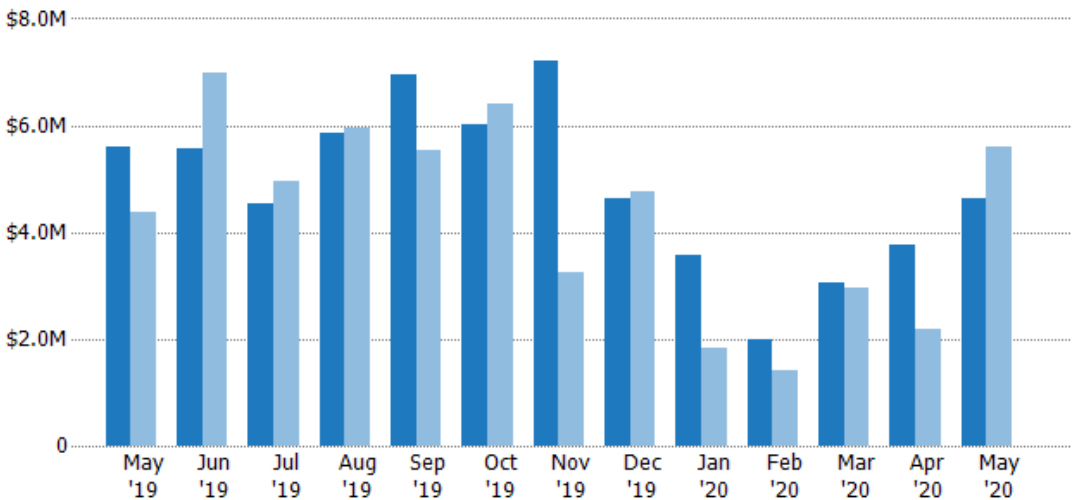
	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20
Current Year	26	31	22	23	33	24	28	21	15	11	15	13	18
Prior Year	19	28	22	26	27	31	21	23	8	7	14	10	26
Percent Change from Prior Year	37%	11%	0%	-12%	22%	-23%	33%	-9%	88%	57%	7%	30%	-31%

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



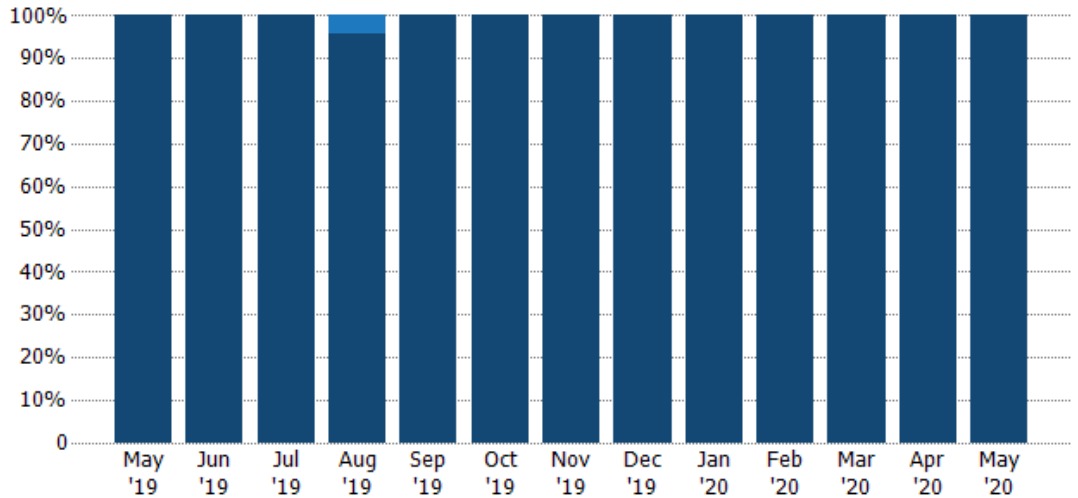
	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20
Current Year	\$5.61M	\$5.57M	\$4.55M	\$5.85M	\$6.95M	\$6.02M	\$7.21M	\$4.62M	\$3.56M	\$1.98M	\$3.04M	\$3.76M	\$4.62M
Prior Year	\$4.39M	\$6.98M	\$4.96M	\$5.95M	\$5.53M	\$6.39M	\$3.23M	\$4.75M	\$1.82M	\$1.42M	\$2.95M	\$2.19M	\$5.61M
Percent Change from Prior Year	28%	-20%	-8%	-2%	26%	-6%	123%	-3%	96%	40%	3%	72%	-18%

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



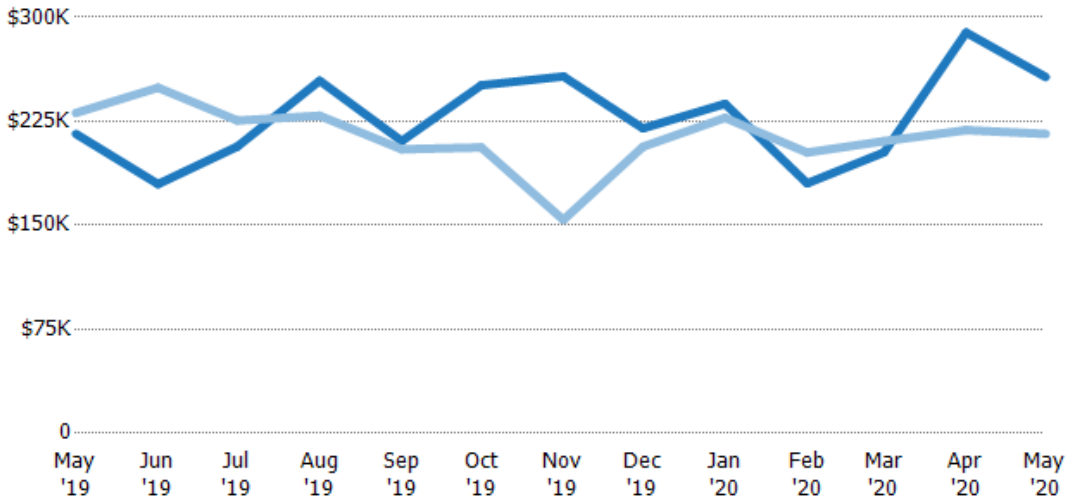
Property Type	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20
Condo/Townhouse	-	-	-	4%	-	-	-	-	-	-	-	-	-
Single Family Residence	100%	100%	100%	96%	100%	100%	100%	100%	100%	100%	100%	100%	100%

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



Month/Year	Price	% Chg.
May '20	\$257K	19%
May '19	\$216K	-6.5%
May '18	\$231K	-3.6%

Property Type	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20
Current Year	\$216K	\$180K	\$207K	\$254K	\$211K	\$251K	\$257K	\$220K	\$238K	\$180K	\$203K	\$289K	\$257K
Prior Year	\$231K	\$249K	\$226K	\$229K	\$205K	\$206K	\$154K	\$207K	\$227K	\$202K	\$211K	\$219K	\$216K
Percent Change from Prior Year	-7%	-28%	-8%	11%	3%	22%	67%	6%	4%	-11%	-4%	32%	19%

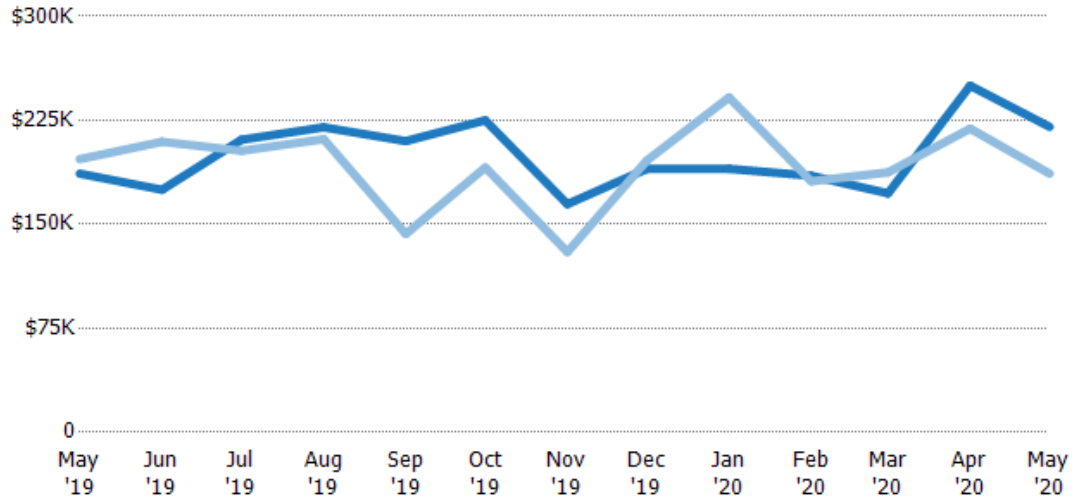
Median Sales Price

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.
May '20	\$220K	18.1%
May '19	\$187K	-5.3%
May '18	\$197K	1.1%



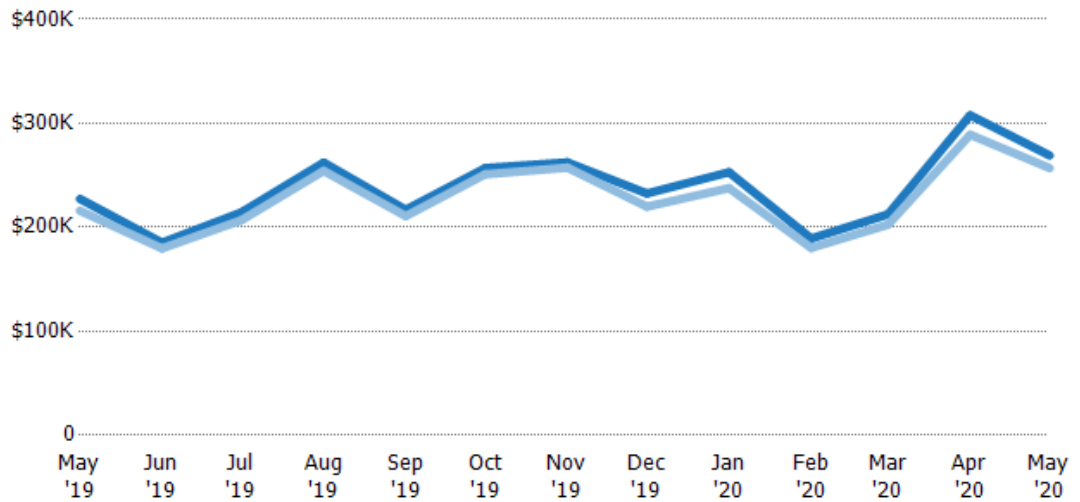
Current Year	\$187K	\$175K	\$211K	\$220K	\$210K	\$225K	\$165K	\$190K	\$190K	\$185K	\$172K	\$250K	\$220K
Prior Year	\$197K	\$210K	\$203K	\$211K	\$143K	\$191K	\$130K	\$196K	\$242K	\$181K	\$187K	\$219K	\$187K
Percent Change from Prior Year	-5%	-17%	4%	4%	47%	18%	27%	-3%	-21%	2%	-8%	14%	18%

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



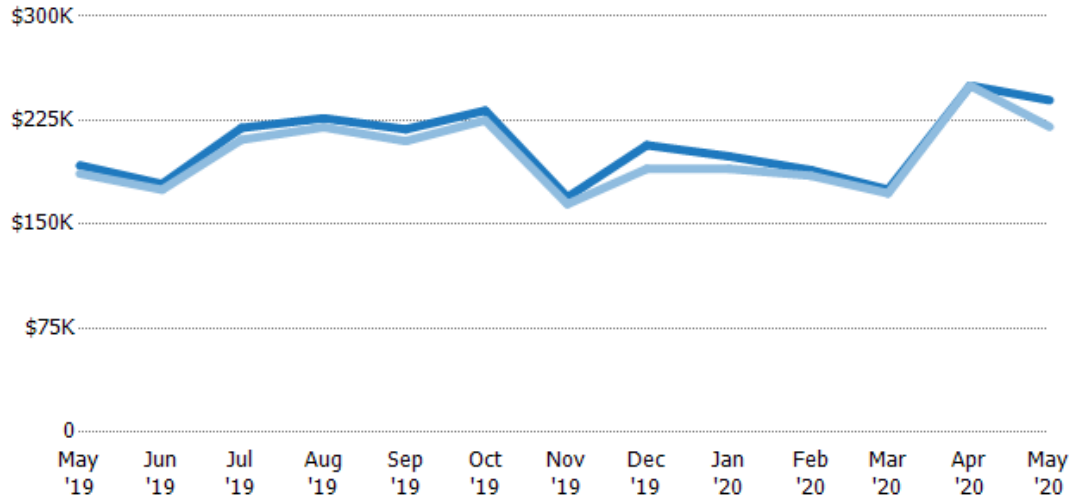
Avg List Price	\$227K	\$185K	\$214K	\$262K	\$217K	\$257K	\$262K	\$232K	\$253K	\$189K	\$212K	\$308K	\$269K
Avg Sales Price	\$216K	\$180K	\$207K	\$254K	\$211K	\$251K	\$257K	\$220K	\$238K	\$180K	\$203K	\$289K	\$257K
Avg Sales Price as a % of Avg List Price	95%	97%	96%	97%	97%	98%	98%	95%	94%	95%	95%	94%	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



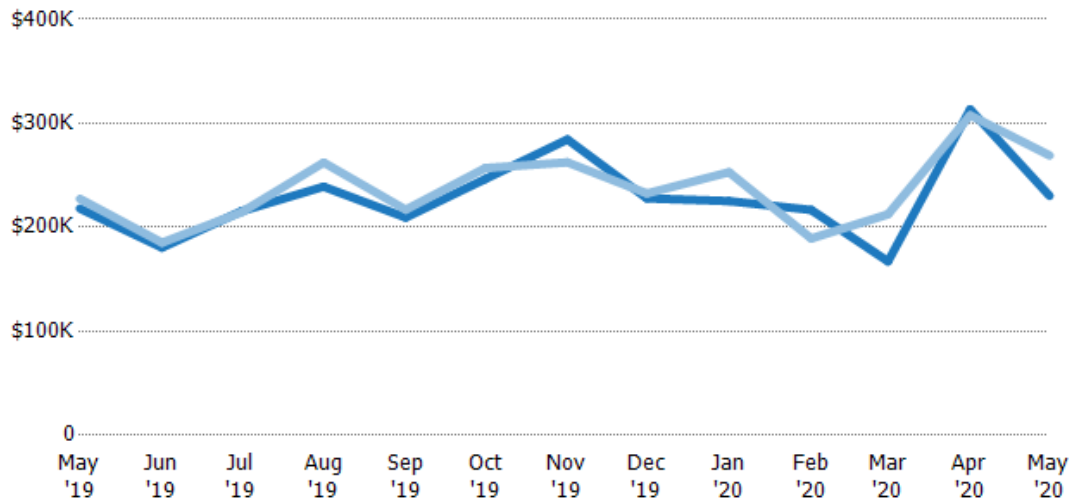
	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20
Median List Price	\$192K	\$179K	\$220K	\$227K	\$219K	\$232K	\$170K	\$207K	\$199K	\$189K	\$175K	\$250K	\$239K
Median Sales Price	\$187K	\$175K	\$211K	\$220K	\$210K	\$225K	\$165K	\$190K	\$190K	\$185K	\$172K	\$250K	\$220K
Med Sales Price as a % of Med List Price	97%	98%	96%	97%	96%	97%	97%	92%	95%	98%	98%	100%	92%

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



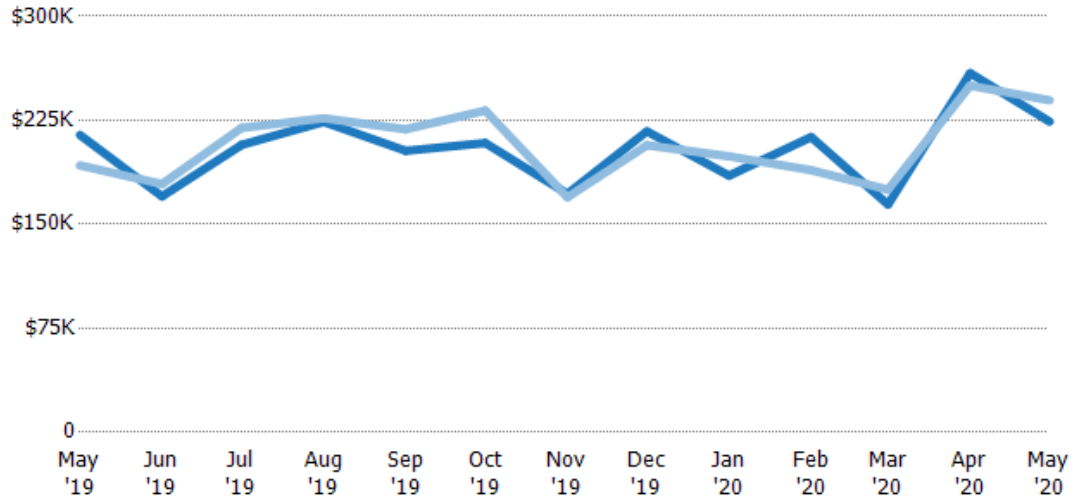
	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20
Avg Est Value	\$218K	\$181K	\$215K	\$239K	\$209K	\$246K	\$284K	\$228K	\$225K	\$217K	\$167K	\$313K	\$230K
Avg Sales Price	\$227K	\$185K	\$214K	\$262K	\$217K	\$257K	\$262K	\$232K	\$253K	\$189K	\$212K	\$308K	\$269K
Avg Sales Price as a % of Avg Est Value	104%	103%	100%	110%	104%	104%	92%	102%	112%	87%	127%	98%	117%

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



	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20
Median Est Value	\$214K	\$170K	\$207K	\$224K	\$203K	\$209K	\$172K	\$217K	\$185K	\$213K	\$164K	\$259K	\$224K
Median Sales Price	\$192K	\$179K	\$220K	\$227K	\$219K	\$232K	\$170K	\$207K	\$199K	\$189K	\$175K	\$250K	\$239K
Med Sales Price as a % of Med Est Value	90%	105%	106%	101%	108%	111%	99%	95%	108%	89%	107%	97%	107%