

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	Jun 2020	Jun 2019	+ / -	YTD 2020	YTD 2019	+ / -
Listing Activity Charts Metrics						
New Listing Count	38	48	-20.8%	172	192	-10.4%
New Listing Volume	\$13,866,500	\$14,510,200	-4.4%	\$54,555,574	\$53,767,900	+1.5%
Active Listing Count	112	186	-39.8%	N/A	N/A	
Active Listing Volume	\$42,721,375	\$55,443,100	-22.9%	N/A	N/A	
Average Listing Price	\$381,441	\$298,081	+28%	\$331,998	\$283,199	+17.2%
Median Listing Price	\$289,500	\$229,000	+26.4%	\$238,502	\$222,919	+7%
Median Days in RPR	105.5	80	+31.9%	141.4	130.45	+8.4%
Months of Inventory	6.2	7.2	-13%	8.2	8.5	-2.9%
Absorption Rate	16.07%	13.98%	+2.1%	12.15%	11.8%	+0.4%
Sales Activity Charts Metrics						
New Pending Sales Count	46	33	+39.4%	175	143	+22.4%
New Pending Sales Volume	\$11,067,700	\$7,080,900	+56.3%	\$43,516,099	\$29,730,178	+46.4%
Pending Sales Count	70	43	+62.8%	N/A	N/A	
Pending Sales Volume	\$18,384,699	\$9,506,800	+93.4%	N/A	N/A	
Closed Sales Count	31	31	+/-	103	96	+7.3%
Closed Sales Volume	\$7,091,700	\$5,571,330	+27.3%	\$24,058,097	\$19,557,130	+23%
Average Sales Price	\$228,765	\$179,720	+27.3%	\$233,574	\$203,720	+14.7%
Median Sales Price	\$215,000	\$174,900	+22.9%	\$207,274	\$190,460	+8.8%

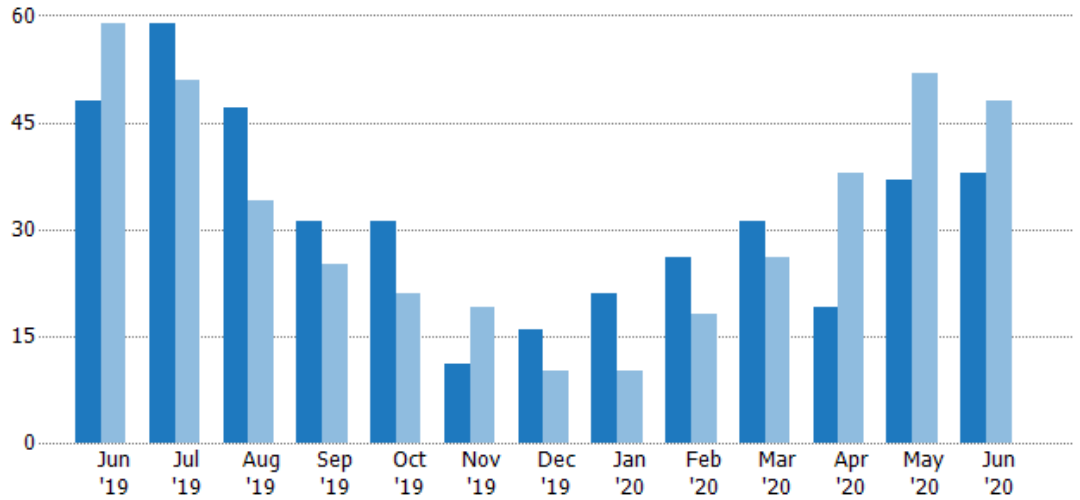
New Listings

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.
Jun '20	38	-20.8%
Jun '19	48	-18.6%
Jun '18	59	-27.1%



Current Year	48	59	47	31	31	11	16	21	26	31	19	37	38
Prior Year	59	51	34	25	21	19	10	10	18	26	38	52	48
Percent Change from Prior Year	-19%	16%	38%	24%	48%	-42%	60%	110%	44%	19%	-50%	-29%	-21%

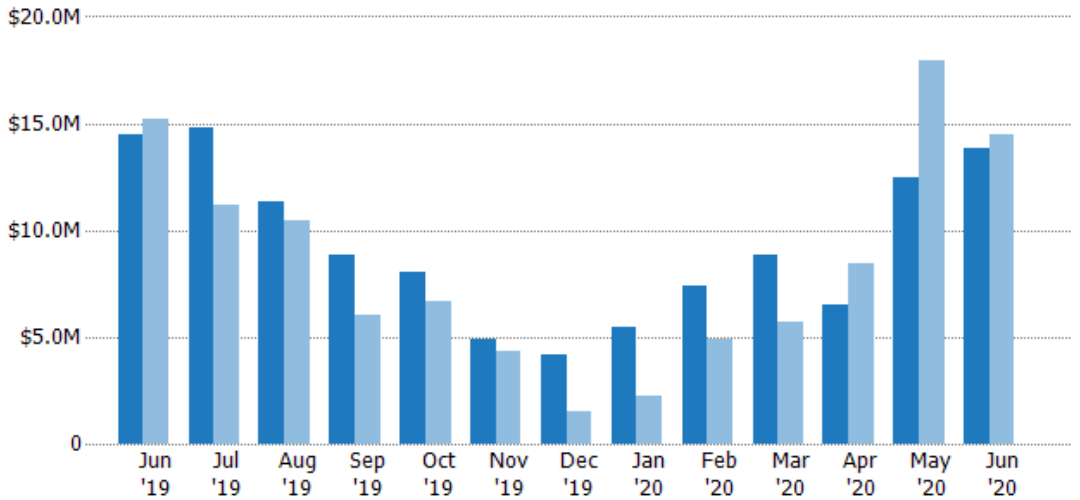
New Listing Volume

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.
Jun '20	\$13.9M	-4.4%
Jun '19	\$14.5M	-4.6%
Jun '18	\$15.2M	-31.5%



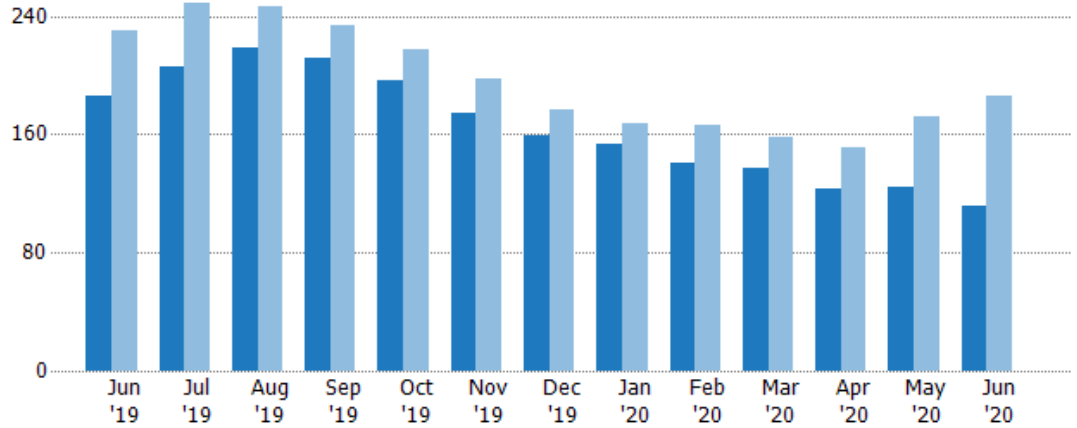
Current Year	\$14.5M	\$14.8M	\$11.4M	\$8.86M	\$8.03M	\$4.87M	\$4.18M	\$5.47M	\$7.41M	\$8.82M	\$6.51M	\$12.5M	\$13.9M
Prior Year	\$15.2M	\$11.2M	\$10.5M	\$6.05M	\$6.68M	\$4.3M	\$1.48M	\$2.21M	\$4.94M	\$5.67M	\$8.47M	\$18M	\$14.5M
Percent Change from Prior Year	-5%	32%	8%	46%	20%	13%	183%	147%	50%	56%	-23%	-31%	-4%

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



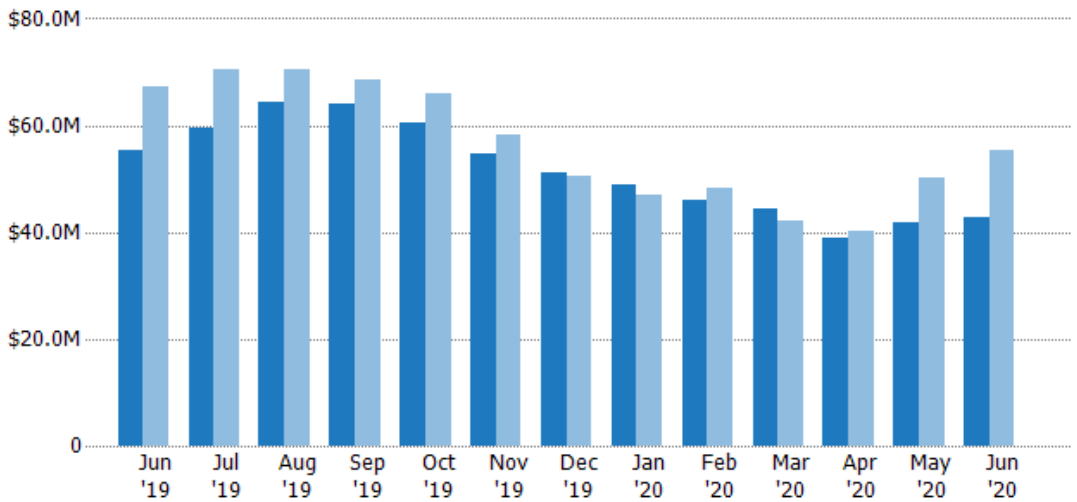
	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20
Current Year	186	206	219	212	196	174	159	153	141	137	123	124	112
Prior Year	230	249	246	234	217	198	177	167	166	158	151	172	186
Percent Change from Prior Year	-19%	-17%	-11%	-9%	-10%	-12%	-10%	-8%	-15%	-13%	-19%	-28%	-40%

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



	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20
Current Year	\$55.4M	\$59.7M	\$64.2M	\$63.9M	\$60.5M	\$54.8M	\$51.3M	\$49M	\$45.9M	\$44.3M	\$38.8M	\$41.7M	\$42.7M
Prior Year	\$67.2M	\$70.5M	\$70.6M	\$68.5M	\$66M	\$58.2M	\$50.6M	\$46.9M	\$48.4M	\$42.1M	\$40.1M	\$50.3M	\$55.4M
Percent Change from Prior Year	-17%	-15%	-9%	-7%	-8%	-6%	1%	4%	-5%	5%	-3%	-17%	-23%

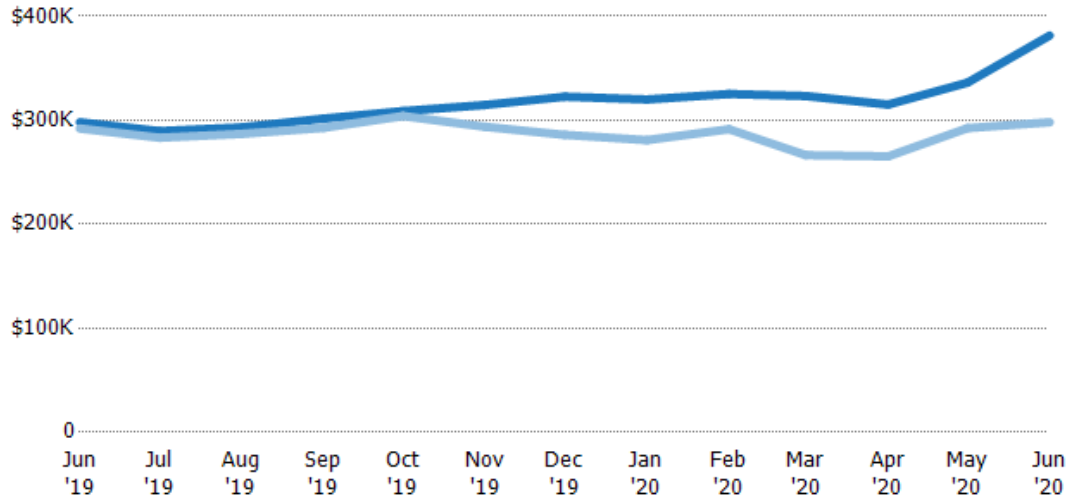
Average Listing Price

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.
Jun '20	\$381K	28%
Jun '19	\$298K	2%
Jun '18	\$292K	-2.1%



Current Year	\$298K	\$290K	\$293K	\$302K	\$309K	\$315K	\$323K	\$320K	\$325K	\$323K	\$315K	\$336K	\$381K
Prior Year	\$292K	\$283K	\$287K	\$293K	\$304K	\$294K	\$286K	\$281K	\$291K	\$266K	\$265K	\$292K	\$298K
Percent Change from Prior Year	2%	2%	2%	3%	2%	7%	13%	14%	12%	21%	19%	15%	28%

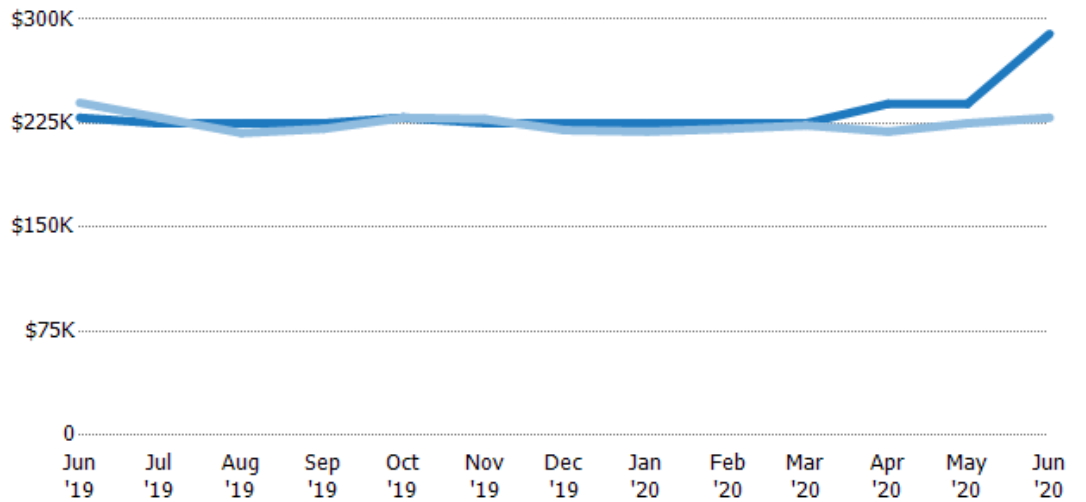
Median Listing Price

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.
Jun '20	\$290K	26.4%
Jun '19	\$229K	-4.5%
Jun '18	\$240K	-12.4%



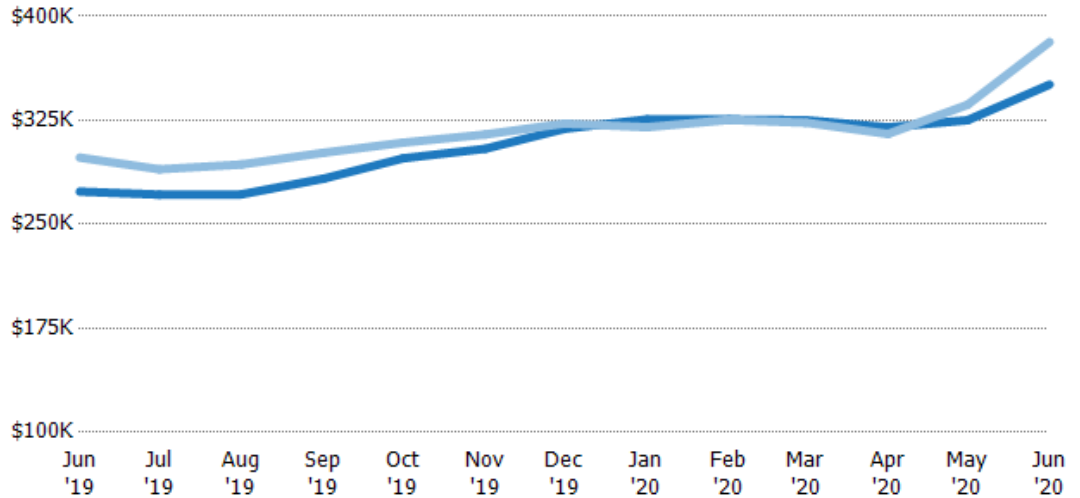
Current Year	\$229K	\$225K	\$225K	\$225K	\$229K	\$225K	\$225K	\$225K	\$225K	\$225K	\$225K	\$239K	\$239K	\$290K
Prior Year	\$240K	\$229K	\$218K	\$221K	\$229K	\$228K	\$220K	\$219K	\$221K	\$223K	\$219K	\$225K	\$229K	
Percent Change from Prior Year	-4%	-2%	3%	2%	0%	-1%	2%	3%	2%	1%	9%	6%	26%	

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



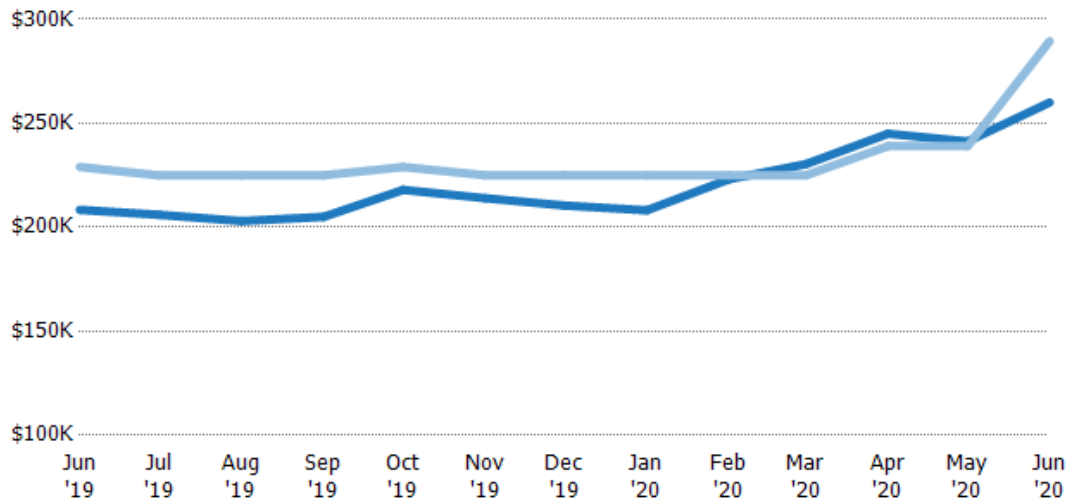
	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20
Avg Est Value	\$274K	\$271K	\$272K	\$283K	\$298K	\$304K	\$319K	\$326K	\$326K	\$325K	\$320K	\$325K	\$351K
Avg Listing Price	\$298K	\$290K	\$293K	\$302K	\$309K	\$315K	\$323K	\$320K	\$325K	\$323K	\$315K	\$336K	\$381K
Avg Listing Price as a % of Avg Est Value	109%	107%	108%	107%	104%	103%	101%	98%	100%	99%	99%	103%	109%

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



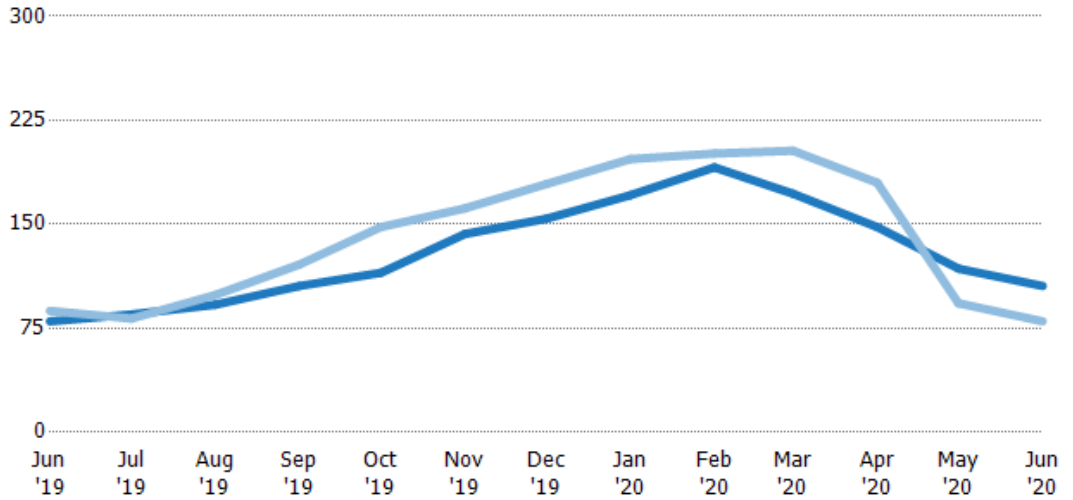
	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20
Median Est Value	\$208K	\$206K	\$203K	\$205K	\$218K	\$214K	\$210K	\$208K	\$223K	\$230K	\$245K	\$241K	\$260K
Median Listing Price	\$229K	\$225K	\$225K	\$225K	\$229K	\$225K	\$225K	\$225K	\$225K	\$225K	\$239K	\$239K	\$290K
Med Listing Price as a % of Med Est Value	110%	109%	111%	110%	105%	105%	107%	108%	101%	98%	98%	99%	111%

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



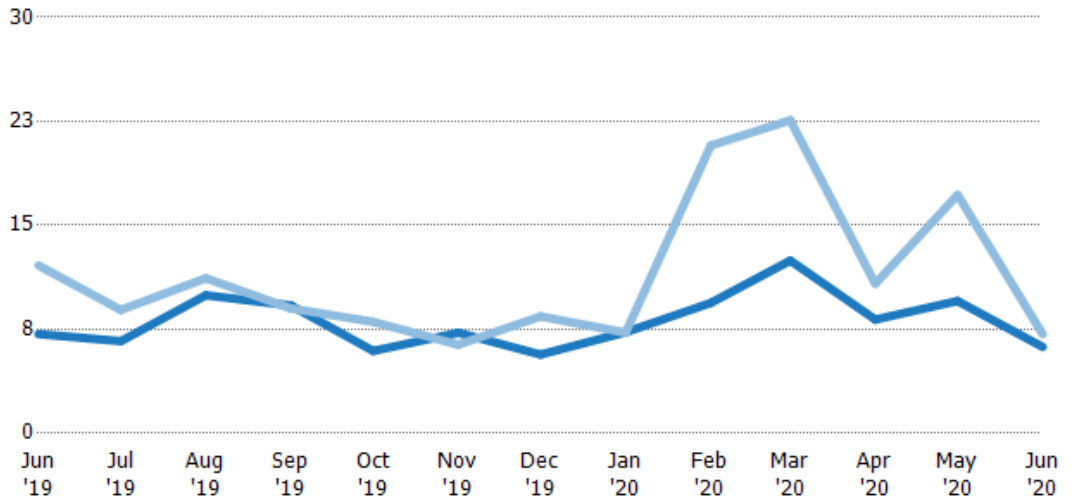
	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20
Current Year	80	85	92	106	115	143	154	171	191	172	148	118	106
Prior Year	87.5	82	99	121	148	162	179	197	201	203	180	93	80
Percent Change from Prior Year	-9%	4%	-7%	-13%	-22%	-11%	-14%	-13%	-5%	-15%	-18%	27%	32%

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



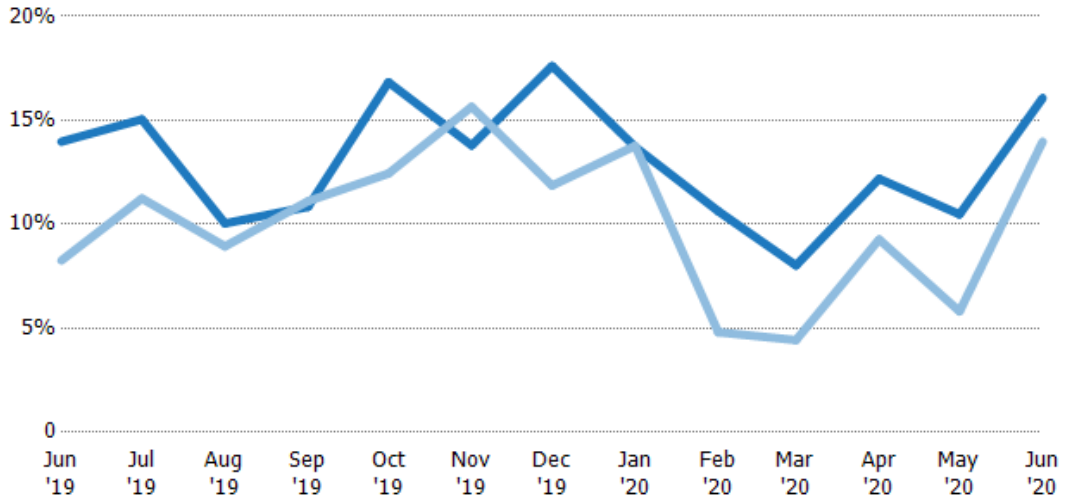
	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20
Current Year	7.15	6.65	9.95	9.22	5.94	7.25	5.68	7.29	9.4	12.5	8.2	9.54	6.22
Prior Year	12.1	8.89	11.2	9	8.04	6.39	8.43	7.26	20.8	22.6	10.8	17.2	7.15
Percent Change from Prior Year	-41%	-25%	-11%	2%	-26%	14%	-33%	0%	-55%	-45%	-24%	-45%	-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.
Jun '20	16%	-2.1%
Jun '19	14%	-5.7%
Jun '18	8%	20%

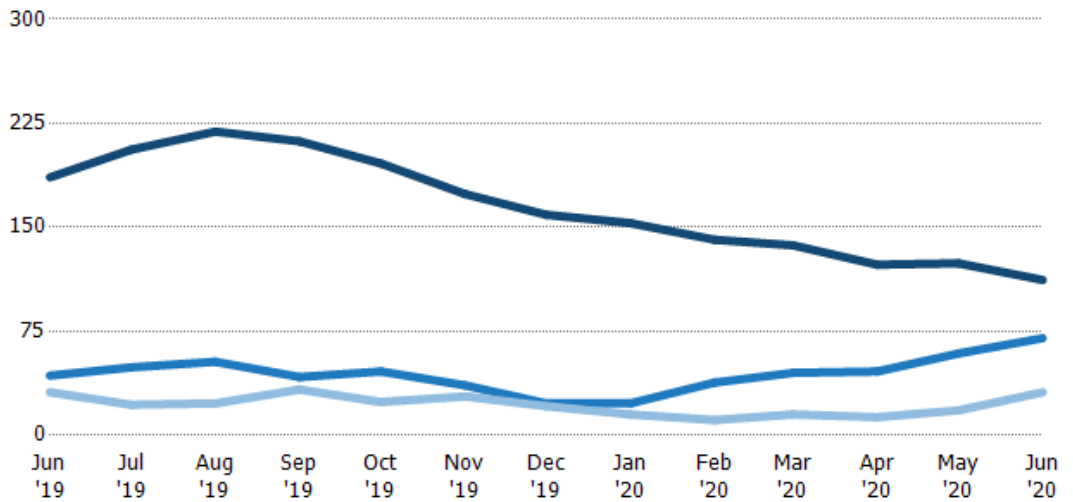
	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20
Current Year	14%	15%	10%	11%	17%	14%	18%	14%	11%	8%	12%	10%	16%
Prior Year	8%	11%	9%	11%	12%	16%	12%	14%	5%	4%	9%	6%	14%
Change from Prior Year	-6%	-4%	-1%	0%	-4%	2%	-6%	0%	-6%	-4%	-3%	-5%	-2%

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



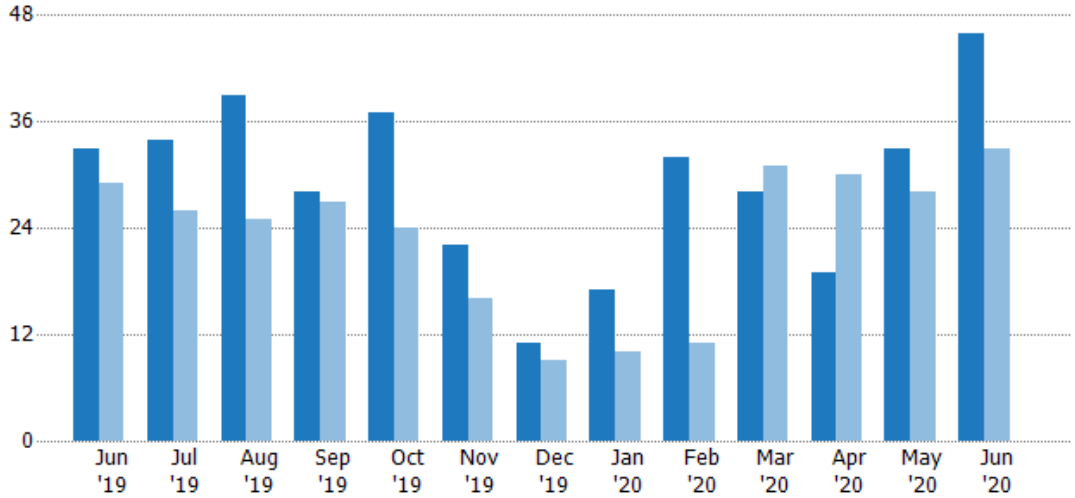
	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20
Active	186	206	219	212	196	174	159	153	141	137	123	124	112
Pending	43	49	53	42	46	36	23	23	38	45	46	59	70
Sold	31	22	23	33	24	28	21	15	11	15	13	18	31

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



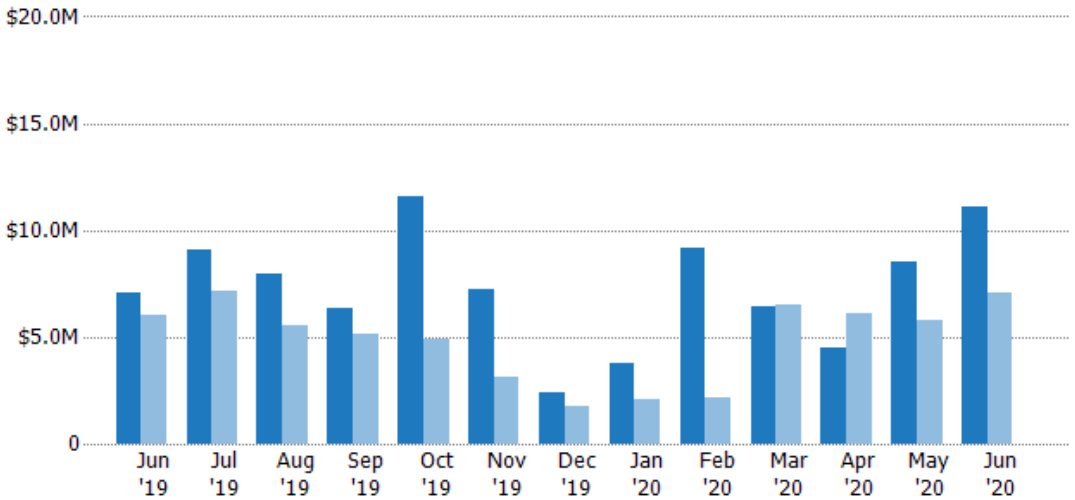
	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20
Current Year	33	34	39	28	37	22	11	17	32	28	19	33	46
Prior Year	29	26	25	27	24	16	9	10	11	31	30	28	33
Percent Change from Prior Year	14%	31%	56%	4%	54%	38%	22%	70%	191%	-10%	-37%	18%	39%

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



	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20
Current Year	\$7.08M	\$9.05M	\$7.95M	\$6.32M	\$11.6M	\$7.24M	\$2.37M	\$3.78M	\$9.2M	\$6.39M	\$4.53M	\$8.54M	\$11.1M
Prior Year	\$6.02M	\$7.13M	\$5.51M	\$5.11M	\$4.93M	\$3.15M	\$1.77M	\$2.09M	\$2.15M	\$6.52M	\$6.08M	\$5.81M	\$7.08M
Percent Change from Prior Year	18%	27%	44%	24%	136%	130%	34%	81%	328%	-2%	-26%	47%	56%

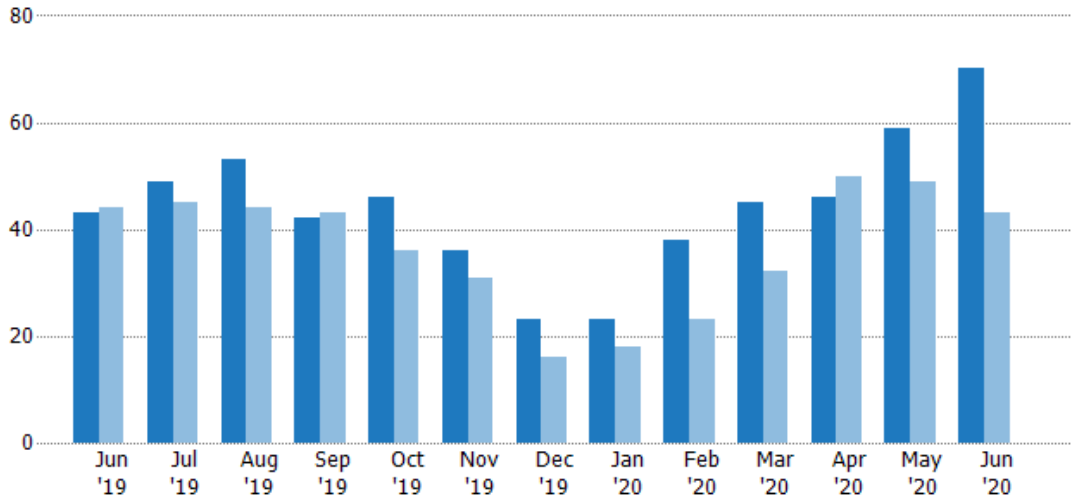
Pending Sales

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.
Jun '20	70	62.8%
Jun '19	43	-2.3%
Jun '18	44	27.3%



Current Year	43	49	53	42	46	36	23	23	38	45	46	59	70
Prior Year	44	45	44	43	36	31	16	18	23	32	50	49	43
Percent Change from Prior Year	-2%	9%	20%	-2%	28%	16%	44%	28%	65%	41%	-8%	20%	63%

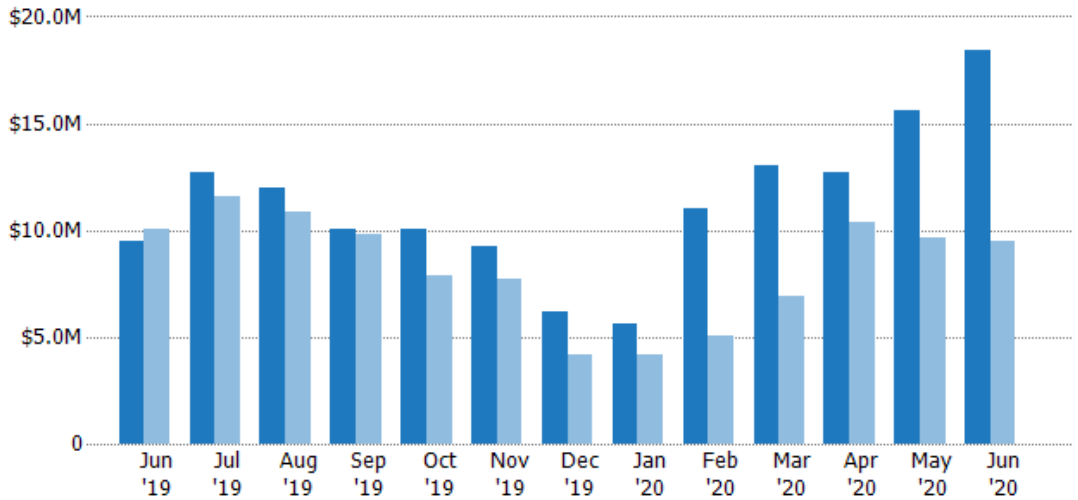
Pending Sales Volume

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.
Jun '20	\$18.4M	93.4%
Jun '19	\$9.51M	-5.6%
Jun '18	\$10.1M	22.7%



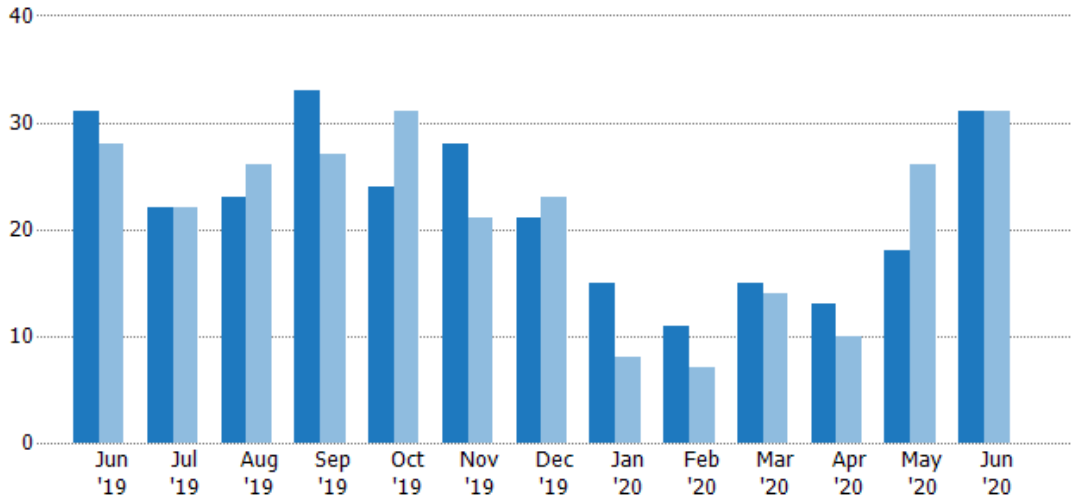
Current Year	\$9.51M	\$12.7M	\$11.9M	\$10.1M	\$10M	\$9.23M	\$6.2M	\$5.6M	\$11M	\$13.1M	\$12.7M	\$15.6M	\$18.4M
Prior Year	\$10.1M	\$11.6M	\$10.8M	\$9.83M	\$7.9M	\$7.68M	\$4.18M	\$4.2M	\$5.07M	\$6.92M	\$10.4M	\$9.66M	\$9.51M
Percent Change from Prior Year	-6%	9%	10%	2%	27%	20%	48%	33%	117%	89%	22%	62%	93%

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.
Jun '20	31	0%
Jun '19	31	10.7%
Jun '18	28	21.4%

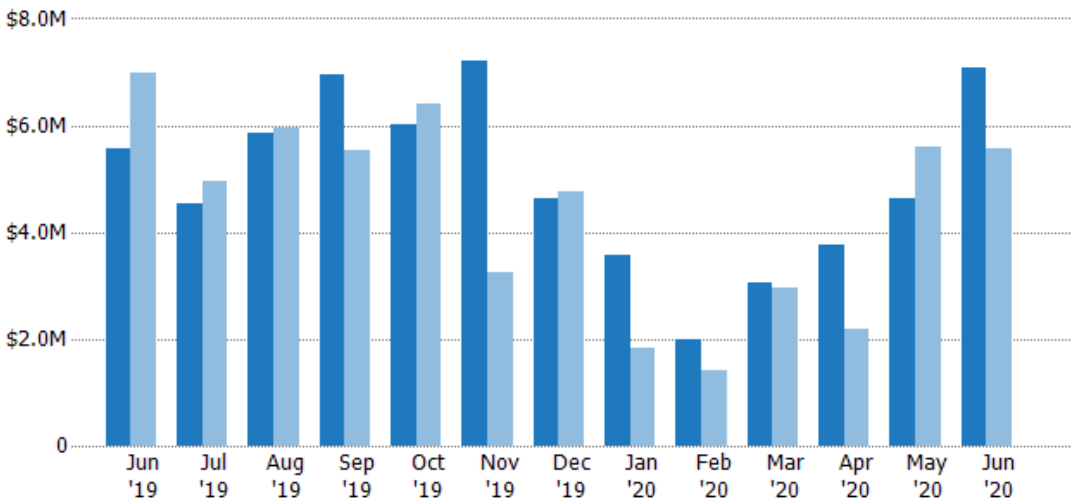
	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20
Current Year	31	22	23	33	24	28	21	15	11	15	13	18	31
Prior Year	28	22	26	27	31	21	23	8	7	14	10	26	31
Percent Change from Prior Year	11%	0%	-12%	22%	-23%	33%	-9%	88%	57%	7%	30%	-31%	0%

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	Volume	% Chg.
Jun '20	\$7.09M	27.3%
Jun '19	\$5.57M	-20.2%
Jun '18	\$6.98M	-12.5%

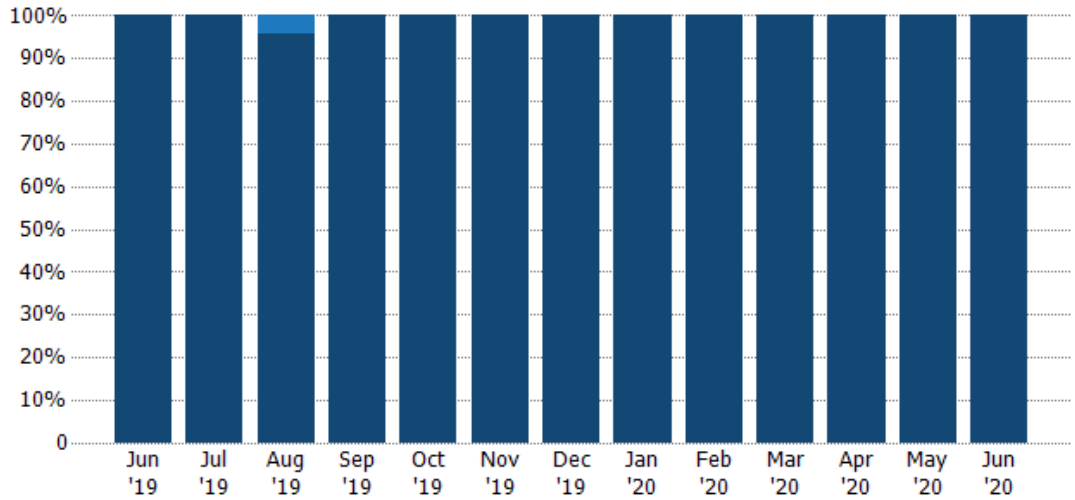
	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20
Current Year	\$5.57M	\$4.55M	\$5.85M	\$6.95M	\$6.02M	\$7.21M	\$4.62M	\$3.56M	\$1.98M	\$3.04M	\$3.76M	\$4.62M	\$7.09M
Prior Year	\$6.98M	\$4.96M	\$5.95M	\$5.53M	\$6.39M	\$3.23M	\$4.75M	\$1.82M	\$1.42M	\$2.95M	\$2.19M	\$5.61M	\$5.57M
Percent Change from Prior Year	-20%	-8%	-2%	26%	-6%	123%	-3%	96%	40%	3%	72%	-18%	27%

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



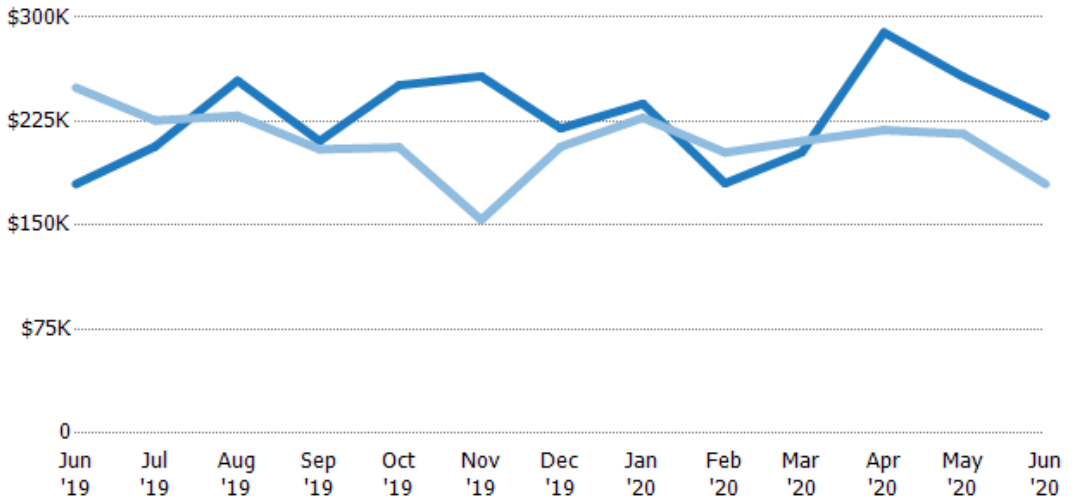
Condo/Townhouse	-	-	4%	-	-	-	-	-	-	-	-	-	-
Single Family Residence	100%	100%	96%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%

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



Current Year	\$180K	\$207K	\$254K	\$211K	\$251K	\$257K	\$220K	\$238K	\$180K	\$203K	\$289K	\$257K	\$229K
Prior Year	\$249K	\$226K	\$229K	\$205K	\$206K	\$154K	\$207K	\$227K	\$202K	\$211K	\$219K	\$216K	\$180K
Percent Change from Prior Year	-28%	-8%	11%	3%	22%	67%	6%	4%	-11%	-4%	32%	19%	27%

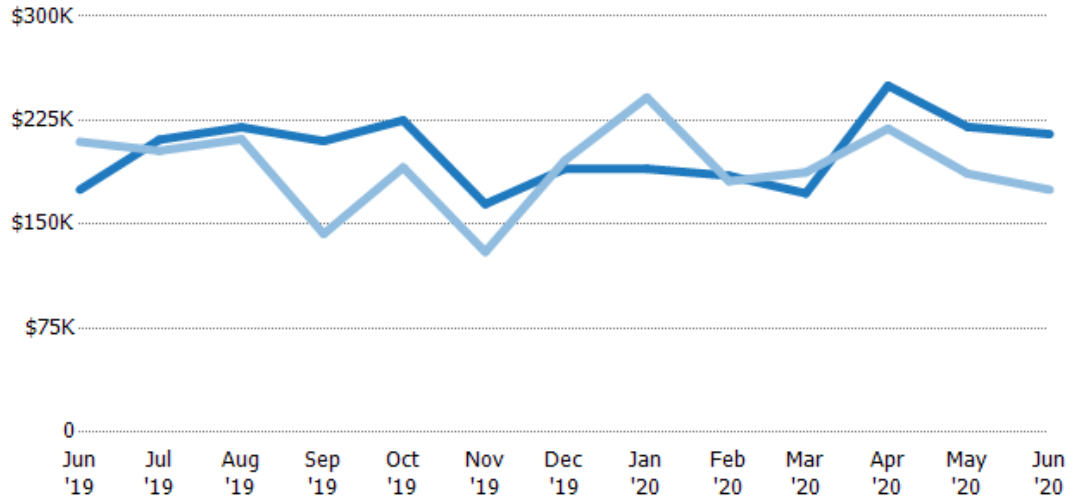
Median Sales Price

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.
Jun '20	\$215K	22.9%
Jun '19	\$175K	-16.5%
Jun '18	\$210K	-16.5%



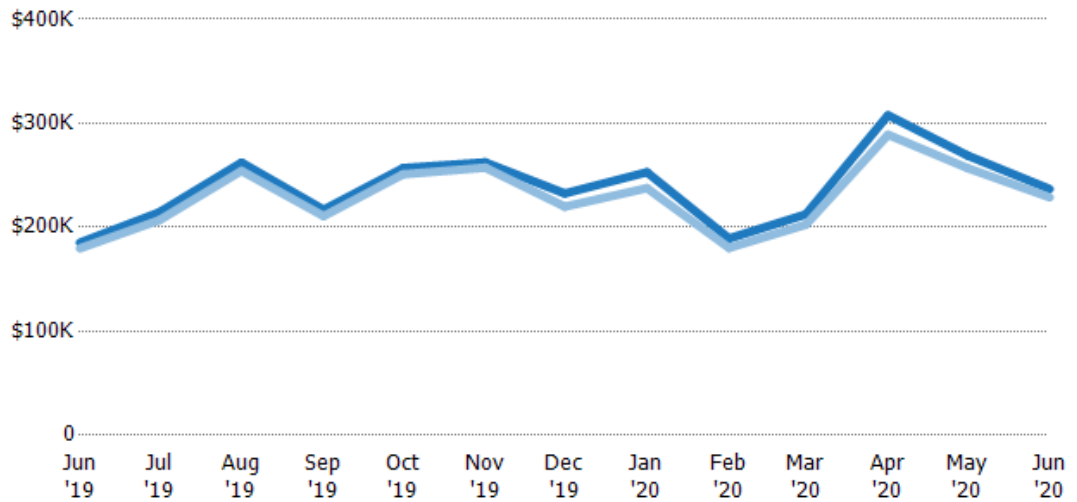
Current Year	\$175K	\$211K	\$220K	\$210K	\$225K	\$165K	\$190K	\$190K	\$185K	\$172K	\$250K	\$220K	\$215K
Prior Year	\$210K	\$203K	\$211K	\$143K	\$191K	\$130K	\$196K	\$242K	\$181K	\$187K	\$219K	\$187K	\$175K
Percent Change from Prior Year	-17%	4%	4%	47%	18%	27%	-3%	-21%	2%	-8%	14%	18%	23%

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



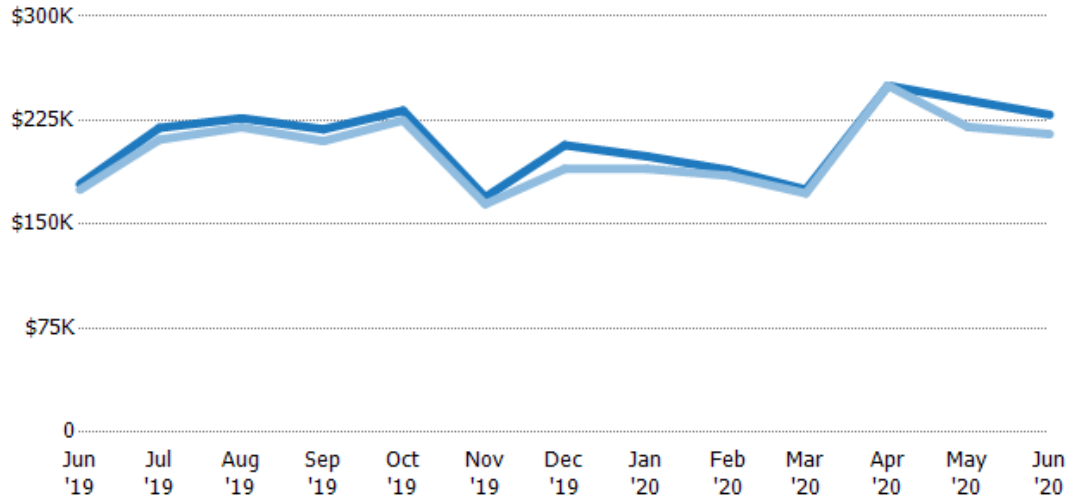
Avg List Price	\$185K	\$214K	\$262K	\$217K	\$257K	\$262K	\$232K	\$253K	\$189K	\$212K	\$308K	\$269K	\$237K
Avg Sales Price	\$180K	\$207K	\$254K	\$211K	\$251K	\$257K	\$220K	\$238K	\$180K	\$203K	\$289K	\$257K	\$229K
Avg Sales Price as a % of Avg List Price	97%	96%	97%	97%	98%	98%	95%	94%	95%	95%	94%	95%	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

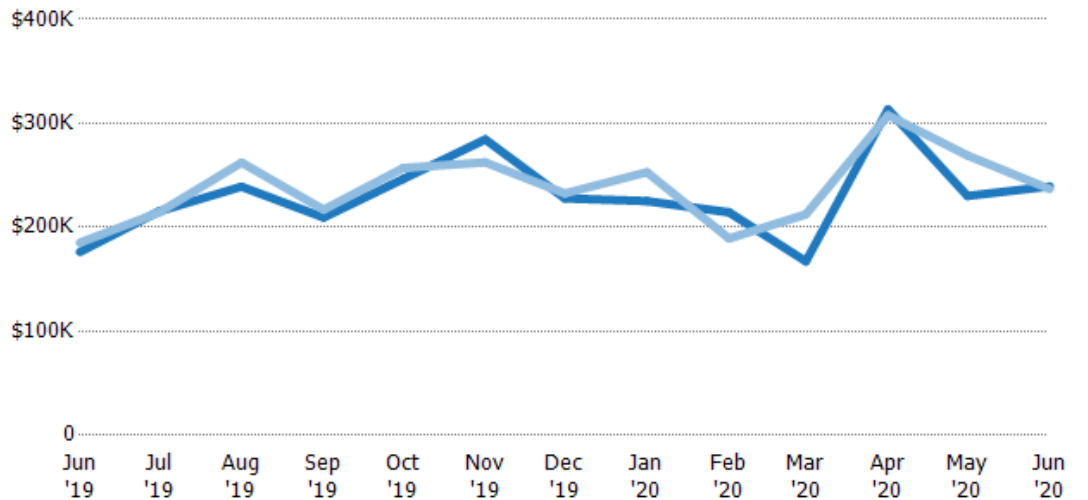


Average Sales Price vs Average Est Value

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

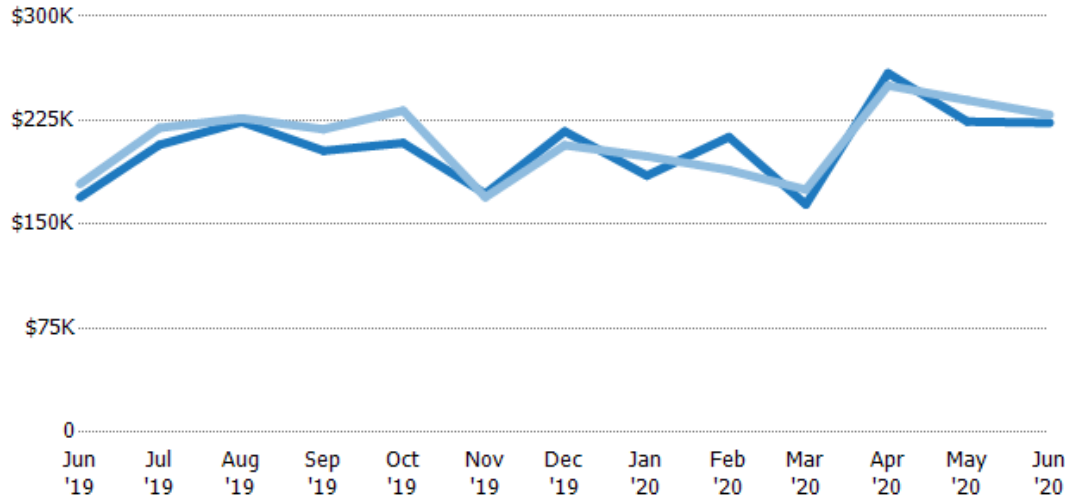


Median Sales Price vs Median Est Value

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



	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20
Median Est Value	\$169K	\$207K	\$224K	\$203K	\$209K	\$172K	\$217K	\$185K	\$213K	\$164K	\$259K	\$224K	\$223K
Median Sales Price	\$179K	\$220K	\$227K	\$219K	\$232K	\$170K	\$207K	\$199K	\$189K	\$175K	\$250K	\$239K	\$229K
Med Sales Price as a % of Med Est Value	106%	106%	101%	108%	111%	99%	95%	108%	89%	107%	97%	107%	103%