

## 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                            | Jul 2020     | Jul 2019     | + / -  | YTD 2020     | YTD 2019     | + / -  |
|--|--------------|--------------|--------|--------------|--------------|--------|
| <b>Listing Activity Charts Metrics</b> |              |              |        |              |              |        |
| New Listing Count                      | 50           | 58           | -13.8% | 220          | 249          | -11.6% |
| New Listing Volume                     | \$13,287,798 | \$14,524,400 | -8.5%  | \$66,412,793 | \$67,558,200 | -1.7%  |
| Active Listing Count                   | 105          | 204          | -48.5% | N/A          | N/A          |        |
| Active Listing Volume                  | \$39,594,393 | \$60,280,600 | -34.3% | N/A          | N/A          |        |
| Average Listing Price                  | \$377,089    | \$295,493    | +27.6% | \$339,686    | \$286,439    | +18.6% |
| Median Listing Price                   | \$277,000    | \$224,900    | +23.2% | \$243,696    | \$223,874    | +8.9%  |
| Median Days in RPR                     | 77           | 85           | -9.4%  | 123.87       | 121.39       | +2%    |
| Months of Inventory                    | 3.5          | 6.6          | -46.8% | 7.3          | 8.6          | -15.3% |
| Absorption Rate                        | 28.57%       | 15.2%        | +13.4% | 13.64%       | 11.56%       | +2.1%  |
| <b>Sales Activity Charts Metrics</b>   |              |              |        |              |              |        |
| New Pending Sales Count                | 59           | 34           | +73.5% | 230          | 177          | +29.9% |
| New Pending Sales Volume               | \$15,845,600 | \$9,054,800  | +75%   | \$58,186,700 | \$38,784,978 | +50%   |
| Pending Sales Count                    | 85           | 49           | +73.5% | N/A          | N/A          |        |
| Pending Sales Volume                   | \$24,108,700 | \$12,686,700 | +90%   | N/A          | N/A          |        |
| Closed Sales Count                     | 33           | 22           | +50%   | 134          | 118          | +13.6% |
| Closed Sales Volume                    | \$7,382,550  | \$4,550,850  | +62.2% | \$30,941,647 | \$24,107,980 | +28.3% |
| Average Sales Price                    | \$223,714    | \$206,857    | +8.1%  | \$230,908    | \$204,305    | +13%   |
| Median Sales Price                     | \$225,000    | \$211,000    | +6.6%  | \$210,404    | \$194,290    | +8.3%  |

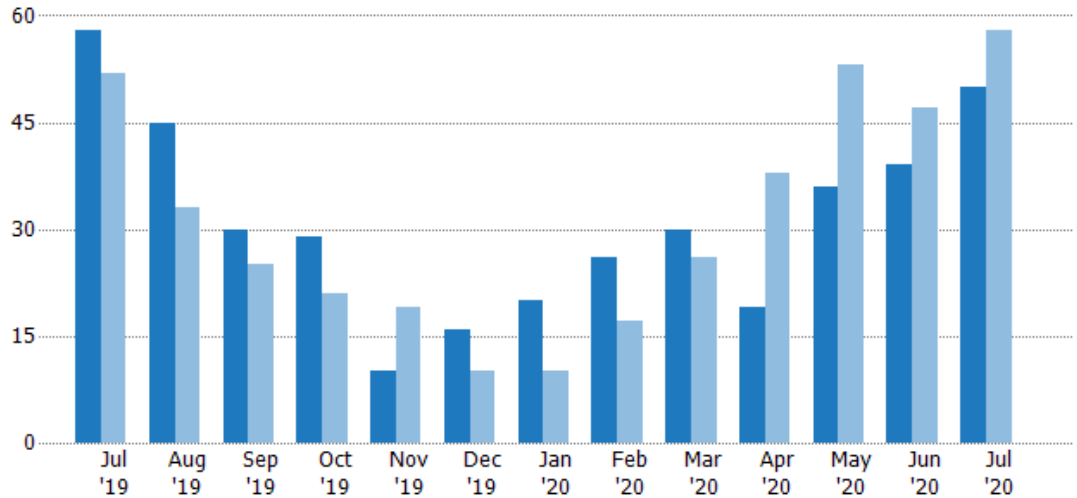
## New Listings

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/<br>Year | Count | % Chg. |
|----------------|-------|--------|
| Jul '20        | 50    | -13.8% |
| Jul '19        | 58    | 11.5%  |
| Jul '18        | 52    | -23.1% |



|                                |     |     |     |     |      |     |      |     |     |      |      |      |      |
|--------------------------------|-----|-----|-----|-----|------|-----|------|-----|-----|------|------|------|------|
| Current Year                   | 58  | 45  | 30  | 29  | 10   | 16  | 20   | 26  | 30  | 19   | 36   | 39   | 50   |
| Prior Year                     | 52  | 33  | 25  | 21  | 19   | 10  | 10   | 17  | 26  | 38   | 53   | 47   | 58   |
| Percent Change from Prior Year | 12% | 36% | 20% | 38% | -47% | 60% | 100% | 53% | 15% | -50% | -32% | -17% | -14% |

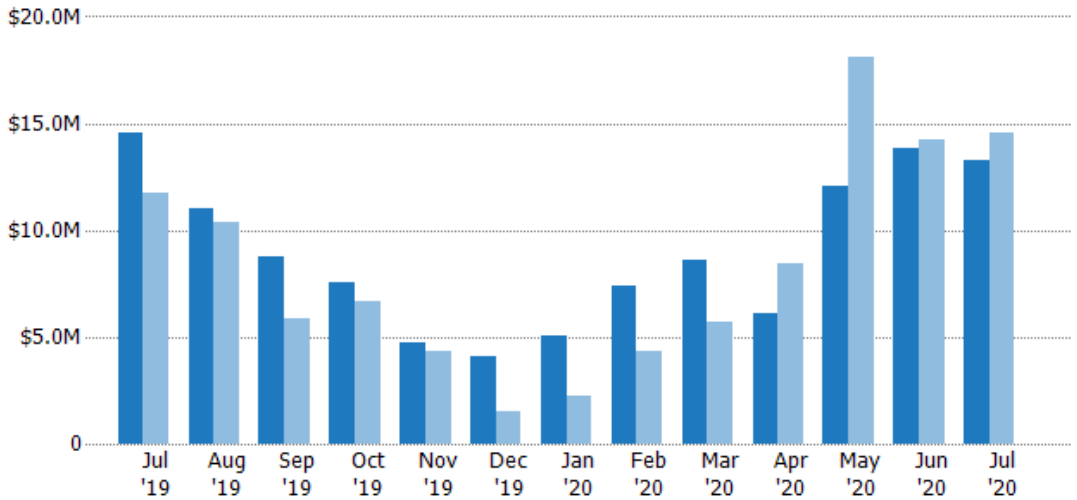
## New Listing Volume

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/<br>Year | Volume  | % Chg. |
|----------------|---------|--------|
| Jul '20        | \$13.3M | -8.5%  |
| Jul '19        | \$14.5M | 23.5%  |
| Jul '18        | \$11.8M | -7.8%  |



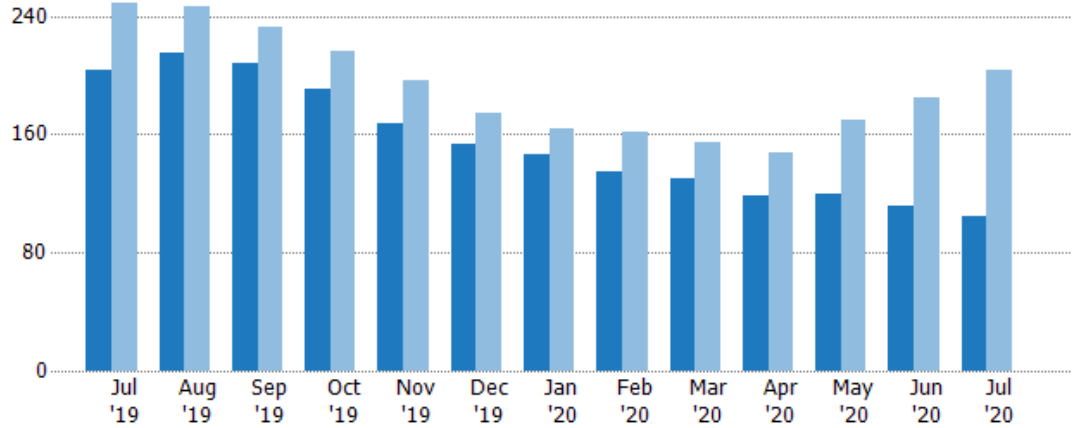
|                                |         |         |         |         |         |         |         |         |         |         |         |         |         |
|--------------------------------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| Current Year                   | \$14.5M | \$11M   | \$8.78M | \$7.55M | \$4.75M | \$4.12M | \$5.1M  | \$7.43M | \$8.62M | \$6.12M | \$12M   | \$13.8M | \$13.3M |
| Prior Year                     | \$11.8M | \$10.3M | \$5.83M | \$6.68M | \$4.3M  | \$1.48M | \$2.21M | \$4.33M | \$5.67M | \$8.47M | \$18.1M | \$14.2M | \$14.5M |
| Percent Change from Prior Year | 24%     | 6%      | 51%     | 13%     | 10%     | 178%    | 130%    | 72%     | 52%     | -28%    | -34%    | -3%     | -9%     |

## 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



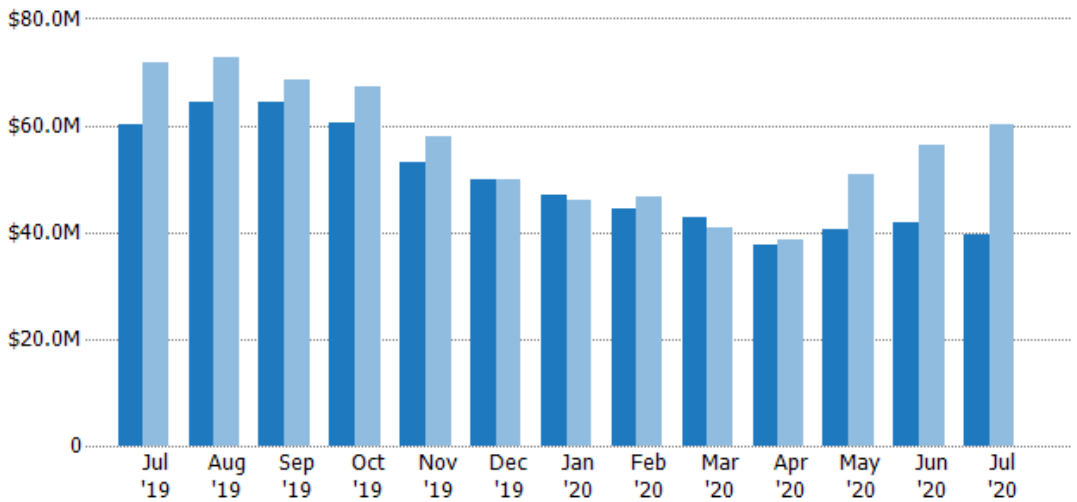
|                                | Jul '19 | Aug '19 | Sep '19 | Oct '19 | Nov '19 | Dec '19 | Jan '20 | Feb '20 | Mar '20 | Apr '20 | May '20 | Jun '20 | Jul '20 |
|--------------------------------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| Current Year                   | 204     | 215     | 208     | 191     | 167     | 153     | 146     | 135     | 130     | 118     | 120     | 111     | 105     |
| Prior Year                     | 249     | 246     | 233     | 216     | 196     | 174     | 164     | 161     | 154     | 147     | 170     | 185     | 204     |
| Percent Change from Prior Year | -18%    | -13%    | -11%    | -12%    | -15%    | -12%    | -11%    | -16%    | -16%    | -20%    | -29%    | -40%    | -49%    |

## 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



|                                | Jul '19 | Aug '19 | Sep '19 | Oct '19 | Nov '19 | Dec '19 | Jan '20 | Feb '20 | Mar '20 | Apr '20 | May '20 | Jun '20 | Jul '20 |
|--------------------------------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| Current Year                   | \$60.3M | \$64.5M | \$64.3M | \$60.5M | \$53.1M | \$49.8M | \$47.1M | \$44.5M | \$42.7M | \$37.6M | \$40.6M | \$41.9M | \$39.6M |
| Prior Year                     | \$71.7M | \$72.7M | \$68.7M | \$67.3M | \$57.8M | \$49.8M | \$46.1M | \$46.7M | \$40.7M | \$38.7M | \$50.7M | \$56.3M | \$60.3M |
| Percent Change from Prior Year | -16%    | -11%    | -6%     | -10%    | -8%     | 0%      | 2%      | -5%     | 5%      | -3%     | -20%    | -26%    | -34%    |

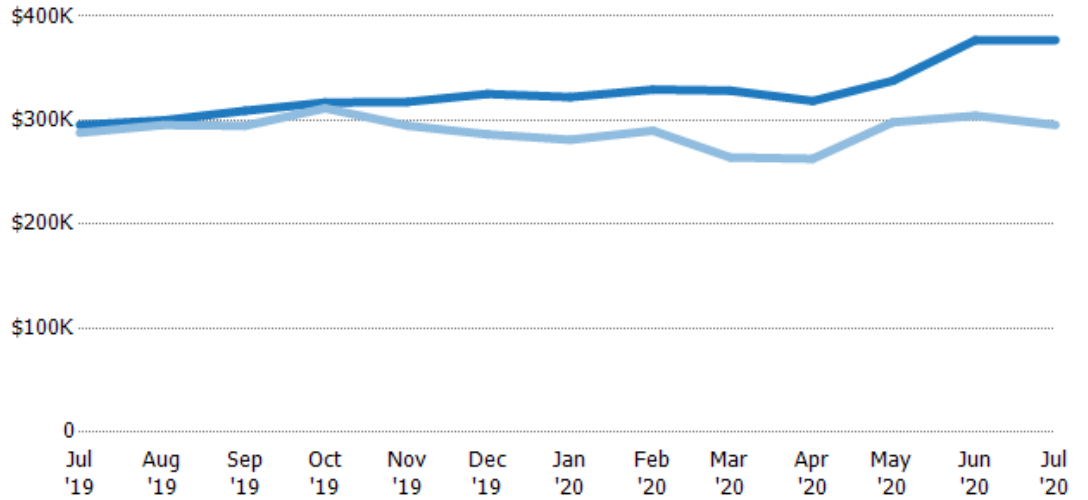
## Average Listing Price

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/<br>Year | Price  | % Chg. |
|----------------|--------|--------|
| Jul '20        | \$377K | 27.6%  |
| Jul '19        | \$295K | 2.6%   |
| Jul '18        | \$288K | 4.6%   |



|                                |        |        |        |        |        |        |        |        |        |        |        |        |        |
|--------------------------------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|
| Current Year                   | \$295K | \$300K | \$309K | \$317K | \$318K | \$325K | \$322K | \$329K | \$328K | \$319K | \$338K | \$377K | \$377K |
| Prior Year                     | \$288K | \$295K | \$295K | \$312K | \$295K | \$286K | \$281K | \$290K | \$264K | \$263K | \$298K | \$304K | \$295K |
| Percent Change from Prior Year | 3%     | 1%     | 5%     | 2%     | 8%     | 14%    | 15%    | 14%    | 24%    | 21%    | 13%    | 24%    | 28%    |

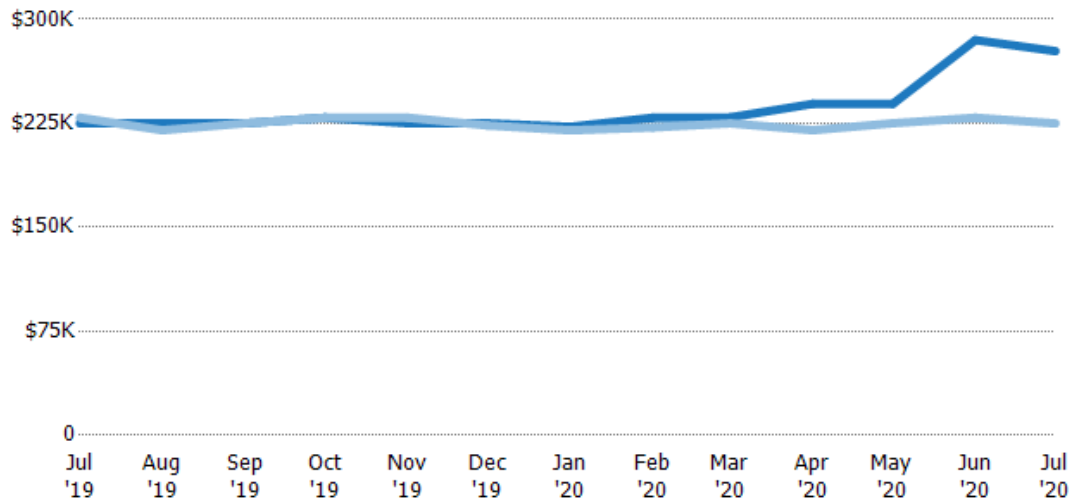
## Median Listing Price

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/<br>Year | Price  | % Chg. |
|----------------|--------|--------|
| Jul '20        | \$277K | 23.2%  |
| Jul '19        | \$225K | -1.8%  |
| Jul '18        | \$229K | -8.3%  |



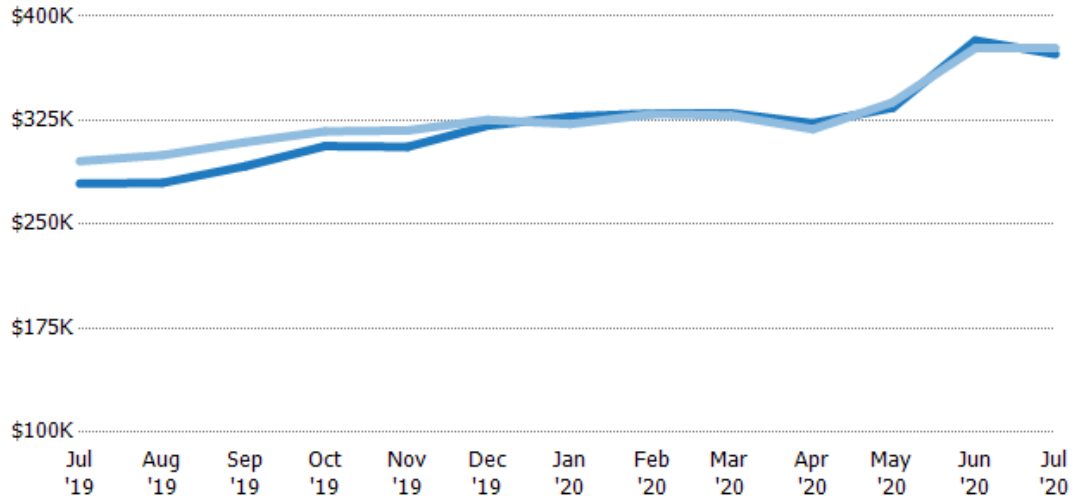
|                                |        |        |        |        |        |        |        |        |        |        |        |        |        |
|--------------------------------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|
| Current Year                   | \$225K | \$225K | \$225K | \$229K | \$225K | \$225K | \$222K | \$229K | \$229K | \$239K | \$239K | \$285K | \$277K |
| Prior Year                     | \$229K | \$220K | \$225K | \$229K | \$229K | \$223K | \$220K | \$222K | \$225K | \$220K | \$225K | \$229K | \$225K |
| Percent Change from Prior Year | -2%    | 2%     | 0%     | 0%     | -2%    | 1%     | 1%     | 3%     | 2%     | 9%     | 6%     | 24%    | 23%    |

## 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



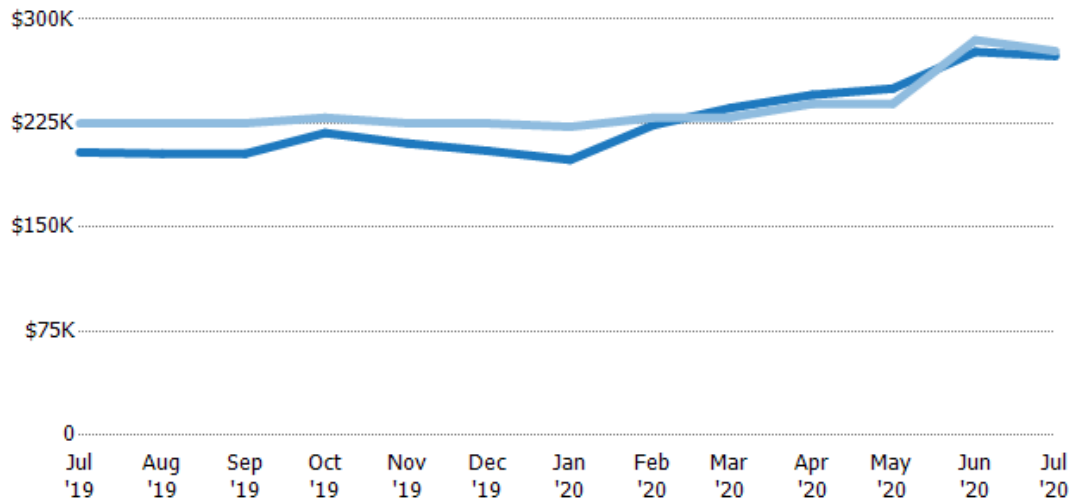
|   | Jul '19 | Aug '19 | Sep '19 | Oct '19 | Nov '19 | Dec '19 | Jan '20 | Feb '20 | Mar '20 | Apr '20 | May '20 | Jun '20 | Jul '20 |
|---|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| Avg Est Value                             | \$279K  | \$280K  | \$292K  | \$306K  | \$306K  | \$321K  | \$328K  | \$330K  | \$330K  | \$323K  | \$334K  | \$383K  | \$373K  |
| Avg Listing Price                         | \$295K  | \$300K  | \$309K  | \$317K  | \$318K  | \$325K  | \$322K  | \$329K  | \$328K  | \$319K  | \$338K  | \$377K  | \$377K  |
| Avg Listing Price as a % of Avg Est Value | 106%    | 107%    | 106%    | 103%    | 104%    | 101%    | 98%     | 100%    | 99%     | 99%     | 101%    | 99%     | 101%    |

## 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



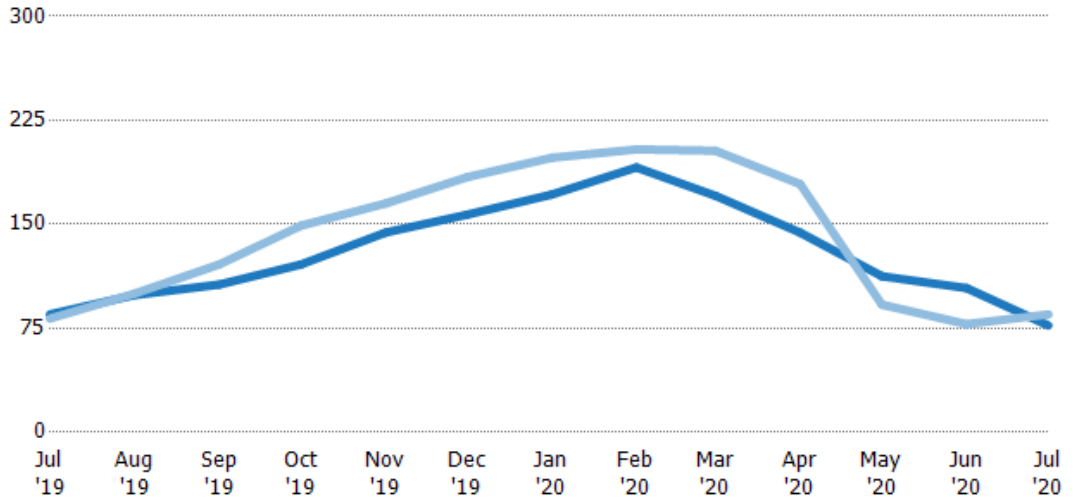
|   | Jul '19 | Aug '19 | Sep '19 | Oct '19 | Nov '19 | Dec '19 | Jan '20 | Feb '20 | Mar '20 | Apr '20 | May '20 | Jun '20 | Jul '20 |
|---|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| Median Est Value                          | \$204K  | \$203K  | \$203K  | \$218K  | \$210K  | \$205K  | \$199K  | \$224K  | \$236K  | \$246K  | \$250K  | \$277K  | \$273K  |
| Median Listing Price                      | \$225K  | \$225K  | \$225K  | \$229K  | \$225K  | \$225K  | \$222K  | \$229K  | \$229K  | \$239K  | \$239K  | \$285K  | \$277K  |
| Med Listing Price as a % of Med Est Value | 110%    | 111%    | 111%    | 105%    | 107%    | 110%    | 112%    | 102%    | 97%     | 97%     | 96%     | 103%    | 101%    |

## 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. |
|------------|------|--------|
| Jul '20    | 77   | -9.4%  |
| Jul '19    | 85   | 3.7%   |
| Jul '18    | 82   | 11%    |

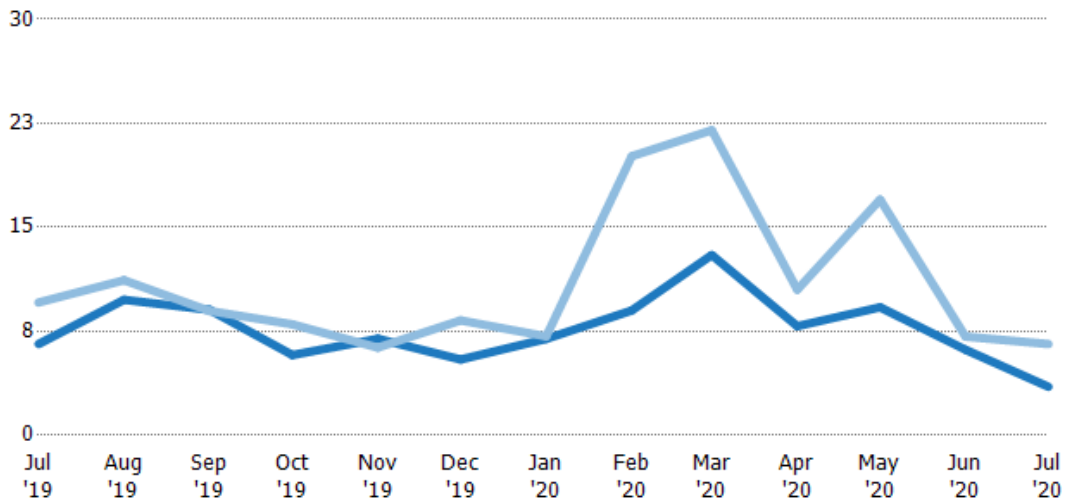
|                                |    |     |      |      |      |      |      |     |      |      |     |     |     |
|--------------------------------|----|-----|------|------|------|------|------|-----|------|------|-----|-----|-----|
| Current Year                   | 85 | 99  | 107  | 121  | 144  | 157  | 172  | 191 | 171  | 144  | 113 | 104 | 77  |
| Prior Year                     | 82 | 100 | 121  | 149  | 165  | 184  | 198  | 204 | 203  | 179  | 92  | 78  | 85  |
| Percent Change from Prior Year | 4% | -1% | -12% | -19% | -13% | -15% | -13% | -6% | -16% | -20% | 22% | 33% | -9% |

## 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. |
|------------|--------|--------|
| Jul '20    | 3.5    | -46.8% |
| Jul '19    | 6.58   | -31.3% |
| Jul '18    | 9.58   | -28.4% |

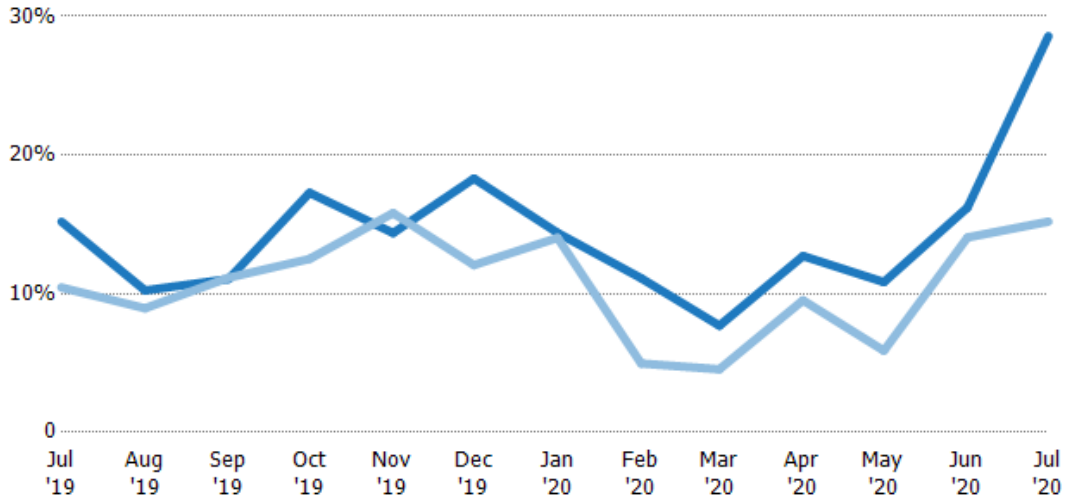
|                                |      |      |      |      |      |      |      |      |      |      |      |      |      |
|--------------------------------|------|------|------|------|------|------|------|------|------|------|------|------|------|
| Current Year                   | 6.58 | 9.77 | 9.04 | 5.79 | 6.96 | 5.46 | 6.95 | 9    | 13   | 7.87 | 9.23 | 6.17 | 3.5  |
| Prior Year                     | 9.58 | 11.2 | 8.96 | 8    | 6.32 | 8.29 | 7.13 | 20.1 | 22   | 10.5 | 17   | 7.12 | 6.58 |
| Percent Change from Prior Year | -31% | -13% | 1%   | -28% | 10%  | -34% | -2%  | -55% | -41% | -25% | -46% | -13% | -47% |

## 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.   |
|------------|------|--------|
| Jul '20    | 29%  | -13.4% |
| Jul '19    | 15%  | -4.8%  |
| Jul '18    | 10%  | 39.8%  |

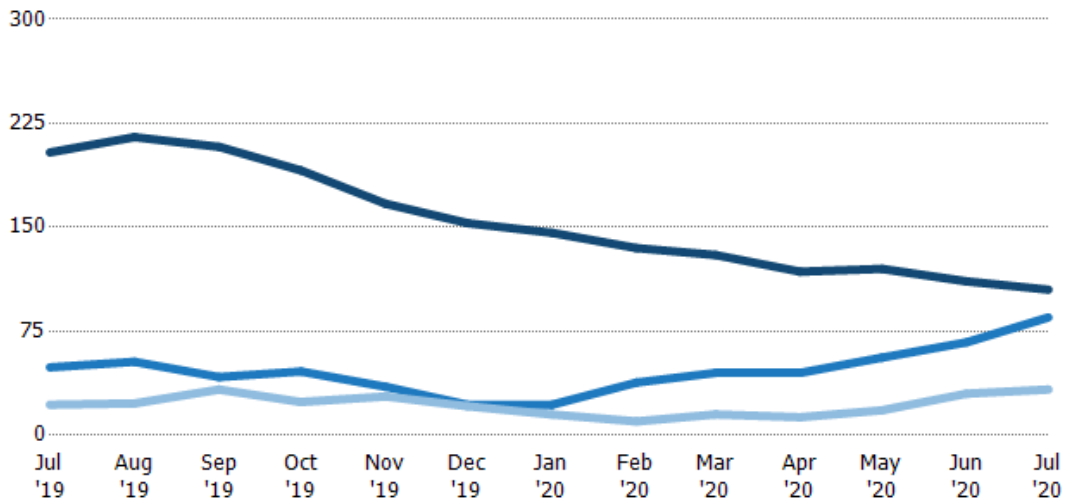
|                        | Jul '19 | Aug '19 | Sep '19 | Oct '19 | Nov '19 | Dec '19 | Jan '20 | Feb '20 | Mar '20 | Apr '20 | May '20 | Jun '20 | Jul '20 |
|------------------------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| Current Year           | 15%     | 10%     | 11%     | 17%     | 14%     | 18%     | 14%     | 11%     | 8%      | 13%     | 11%     | 16%     | 29%     |
| Prior Year             | 10%     | 9%      | 11%     | 13%     | 16%     | 12%     | 14%     | 5%      | 5%      | 10%     | 6%      | 14%     | 15%     |
| Change from Prior Year | -5%     | -1%     | 0%      | -5%     | 1%      | -6%     | 0%      | -6%     | -3%     | -3%     | -5%     | -2%     | -13%    |

## 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



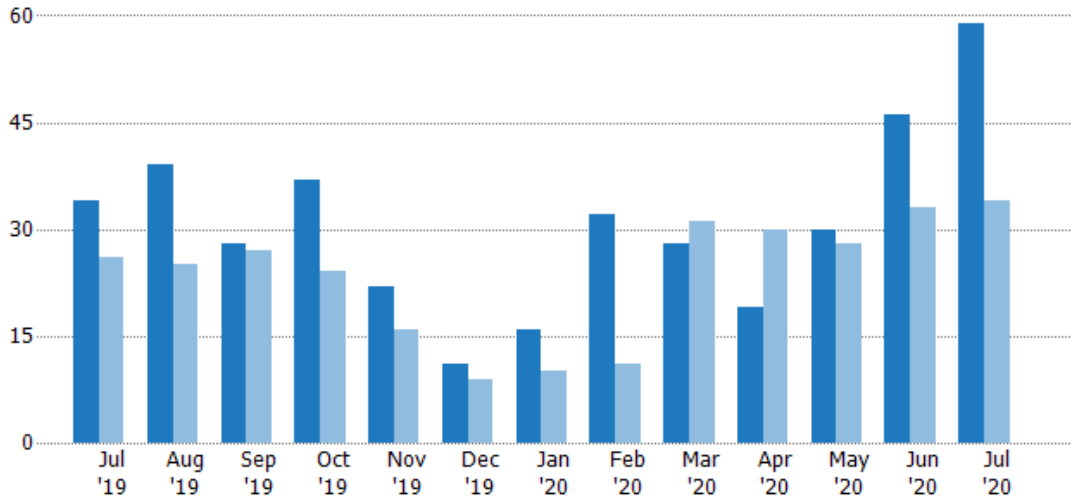
|         | Jul '19 | Aug '19 | Sep '19 | Oct '19 | Nov '19 | Dec '19 | Jan '20 | Feb '20 | Mar '20 | Apr '20 | May '20 | Jun '20 | Jul '20 |
|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| Active  | 204     | 215     | 208     | 191     | 167     | 153     | 146     | 135     | 130     | 118     | 120     | 111     | 105     |
| Pending | 49      | 53      | 42      | 46      | 35      | 22      | 22      | 38      | 45      | 45      | 56      | 67      | 85      |
| Sold    | 22      | 23      | 33      | 24      | 28      | 21      | 15      | 10      | 15      | 13      | 18      | 30      | 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



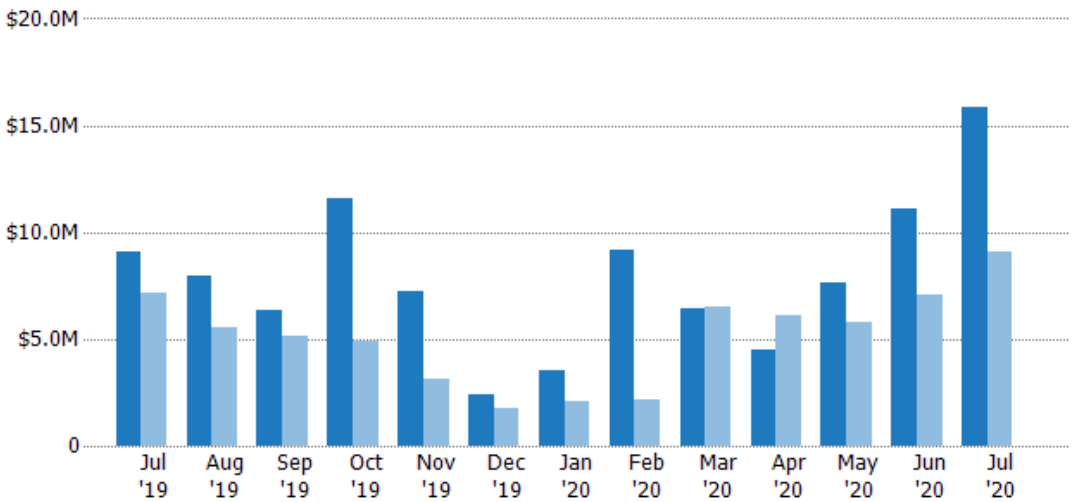
|                                | Jul '19 | Aug '19 | Sep '19 | Oct '19 | Nov '19 | Dec '19 | Jan '20 | Feb '20 | Mar '20 | Apr '20 | May '20 | Jun '20 | Jul '20 |
|--------------------------------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| Current Year                   | 34      | 39      | 28      | 37      | 22      | 11      | 16      | 32      | 28      | 19      | 30      | 46      | 59      |
| Prior Year                     | 26      | 25      | 27      | 24      | 16      | 9       | 10      | 11      | 31      | 30      | 28      | 33      | 34      |
| Percent Change from Prior Year | 31%     | 56%     | 4%      | 54%     | 38%     | 22%     | 60%     | 191%    | -10%    | -37%    | 7%      | 39%     | 74%     |

## 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



|                                | Jul '19 | Aug '19 | Sep '19 | Oct '19 | Nov '19 | Dec '19 | Jan '20 | Feb '20 | Mar '20 | Apr '20 | May '20 | Jun '20 | Jul '20 |
|--------------------------------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| Current Year                   | \$9.05M | \$7.95M | \$6.32M | \$11.6M | \$7.24M | \$2.37M | \$3.54M | \$9.2M  | \$6.39M | \$4.53M | \$7.6M  | \$11.1M | \$15.8M |
| Prior Year                     | \$7.13M | \$5.51M | \$5.11M | \$4.93M | \$3.15M | \$1.77M | \$2.09M | \$2.15M | \$6.52M | \$6.08M | \$5.81M | \$7.08M | \$9.05M |
| Percent Change from Prior Year | 27%     | 44%     | 24%     | 136%    | 130%    | 34%     | 69%     | 328%    | -2%     | -26%    | 31%     | 56%     | 75%     |



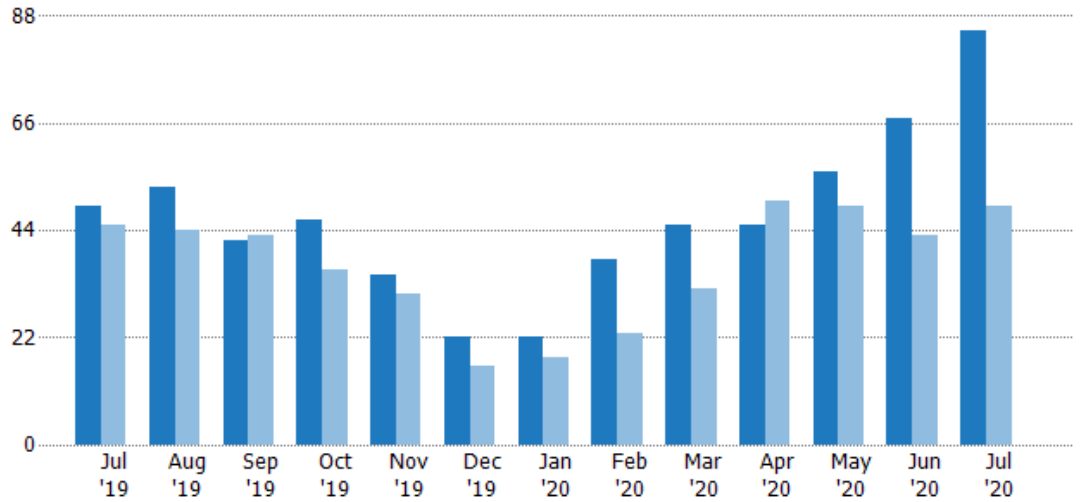
## Pending Sales

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/<br>Year | Count | % Chg. |
|----------------|-------|--------|
| Jul '20        | 85    | 73.5%  |
| Jul '19        | 49    | 8.9%   |
| Jul '18        | 45    | 13.3%  |



|                                |    |     |     |     |     |     |     |     |     |      |     |     |     |
|--------------------------------|----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|
| Current Year                   | 49 | 53  | 42  | 46  | 35  | 22  | 22  | 38  | 45  | 45   | 56  | 67  | 85  |
| Prior Year                     | 45 | 44  | 43  | 36  | 31  | 16  | 18  | 23  | 32  | 50   | 49  | 43  | 49  |
| Percent Change from Prior Year | 9% | 20% | -2% | 28% | 13% | 38% | 22% | 65% | 41% | -10% | 14% | 56% | 73% |

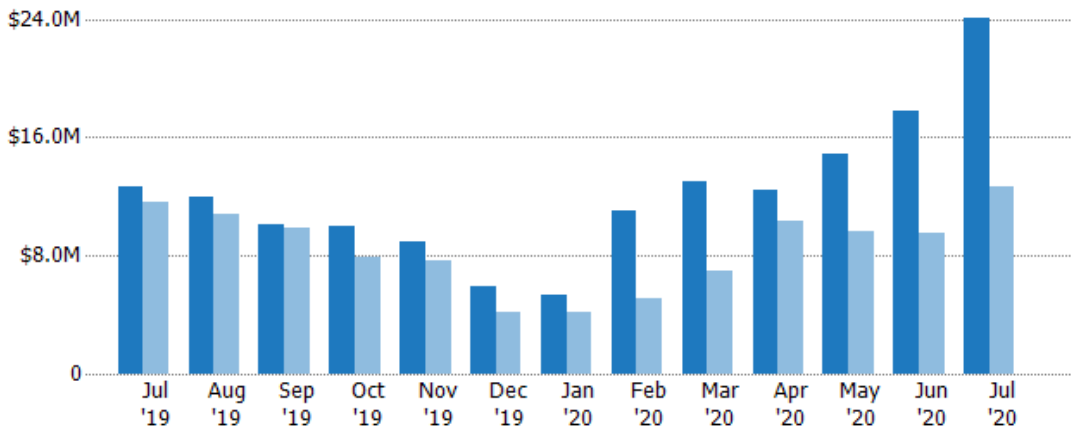
## Pending Sales Volume

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/<br>Year | Volume  | % Chg. |
|----------------|---------|--------|
| Jul '20        | \$24.1M | 90%    |
| Jul '19        | \$12.7M | 9.5%   |
| Jul '18        | \$11.6M | -0.5%  |



|                                |         |         |         |        |         |         |         |         |         |         |         |         |         |
|--------------------------------|---------|---------|---------|--------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| Current Year                   | \$12.7M | \$11.9M | \$10.1M | \$10M  | \$8.96M | \$5.94M | \$5.33M | \$11M   | \$13.1M | \$12.4M | \$14.9M | \$17.8M | \$24.1M |
| Prior Year                     | \$11.6M | \$10.8M | \$9.83M | \$7.9M | \$7.68M | \$4.18M | \$4.2M  | \$5.07M | \$6.92M | \$10.4M | \$9.66M | \$9.51M | \$12.7M |
| Percent Change from Prior Year | 9%      | 10%     | 2%      | 27%    | 17%     | 42%     | 27%     | 117%    | 89%     | 20%     | 54%     | 87%     | 90%     |

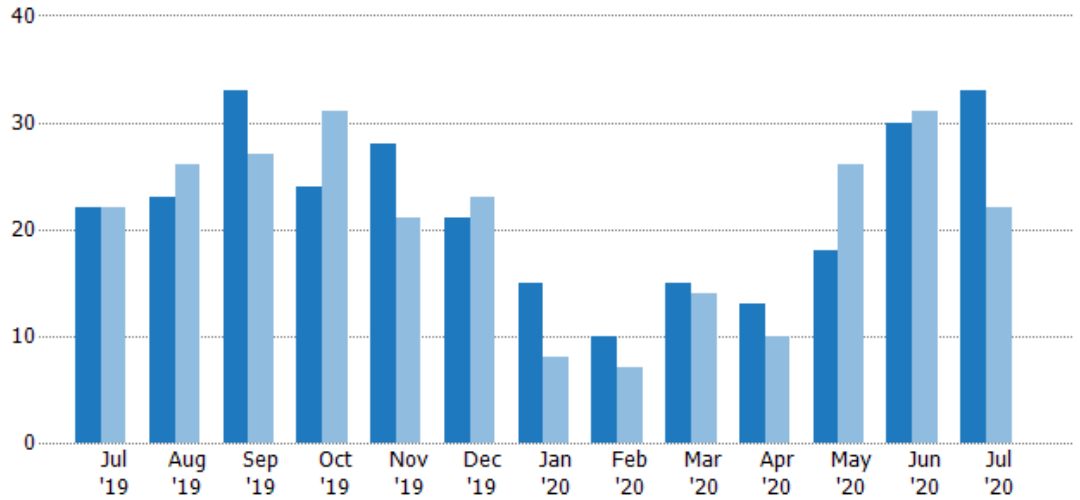
## Closed Sales

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/<br>Year | Count | % Chg. |
|----------------|-------|--------|
| Jul '20        | 33    | 50%    |
| Jul '19        | 22    | 0%     |
| Jul '18        | 22    | 9.1%   |



|                                |    |      |     |      |     |     |     |     |    |     |      |     |     |
|--------------------------------|----|------|-----|------|-----|-----|-----|-----|----|-----|------|-----|-----|
| Current Year                   | 22 | 23   | 33  | 24   | 28  | 21  | 15  | 10  | 15 | 13  | 18   | 30  | 33  |
| Prior Year                     | 22 | 26   | 27  | 31   | 21  | 23  | 8   | 7   | 14 | 10  | 26   | 31  | 22  |
| Percent Change from Prior Year | 0% | -12% | 22% | -23% | 33% | -9% | 88% | 43% | 7% | 30% | -31% | -3% | 50% |

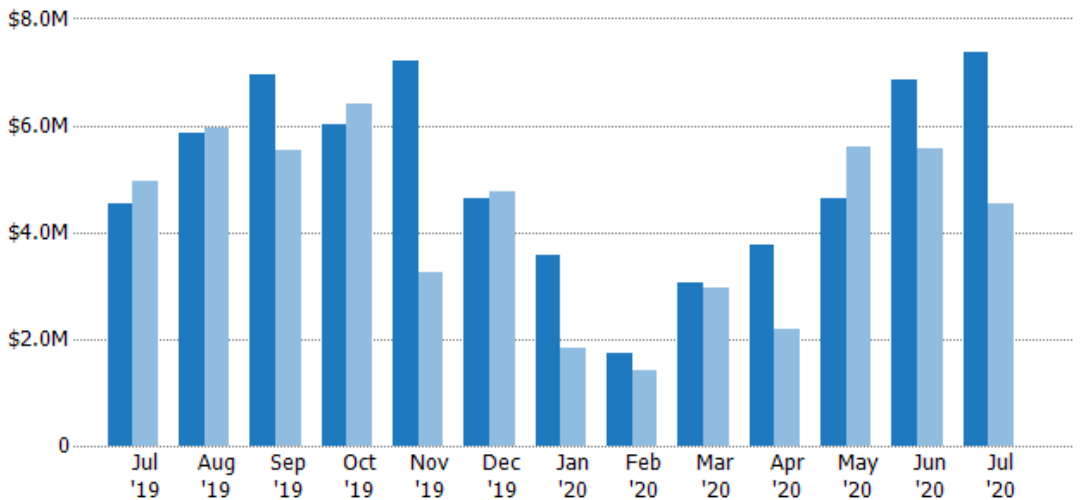
## Closed Sales Volume

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/<br>Year | Volume  | % Chg. |
|----------------|---------|--------|
| Jul '20        | \$7.38M | 62.2%  |
| Jul '19        | \$4.55M | -8.3%  |
| Jul '18        | \$4.96M | -4.6%  |



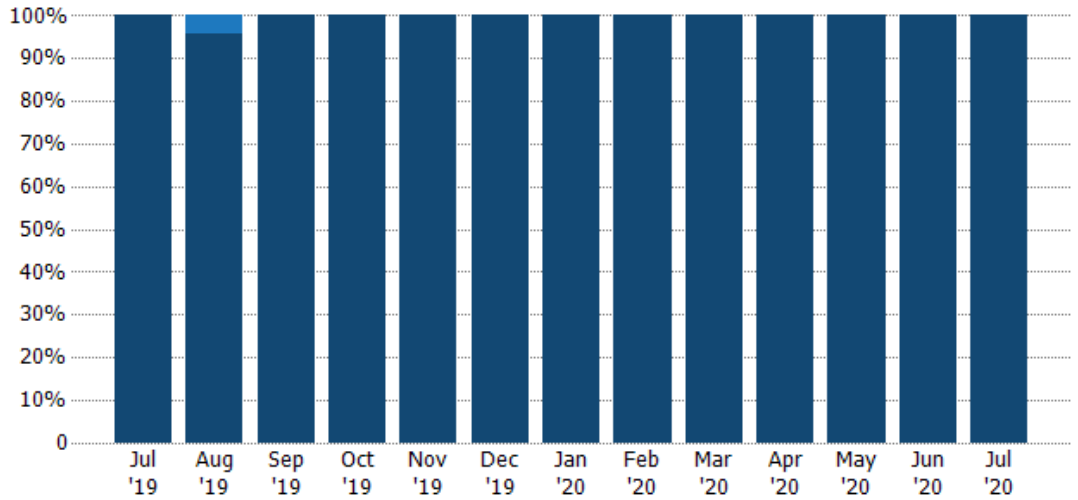
|                                |         |         |         |         |         |         |         |         |         |         |         |         |         |
|--------------------------------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| Current Year                   | \$4.55M | \$5.85M | \$6.95M | \$6.02M | \$7.21M | \$4.62M | \$3.56M | \$1.73M | \$3.04M | \$3.76M | \$4.62M | \$6.84M | \$7.38M |
| Prior Year                     | \$4.96M | \$5.95M | \$5.53M | \$6.39M | \$3.23M | \$4.75M | \$1.82M | \$1.42M | \$2.95M | \$2.19M | \$5.61M | \$5.57M | \$4.55M |
| Percent Change from Prior Year | -8%     | -2%     | 26%     | -6%     | 123%    | -3%     | 96%     | 22%     | 3%      | 72%     | -18%    | 23%     | 62%     |

## 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



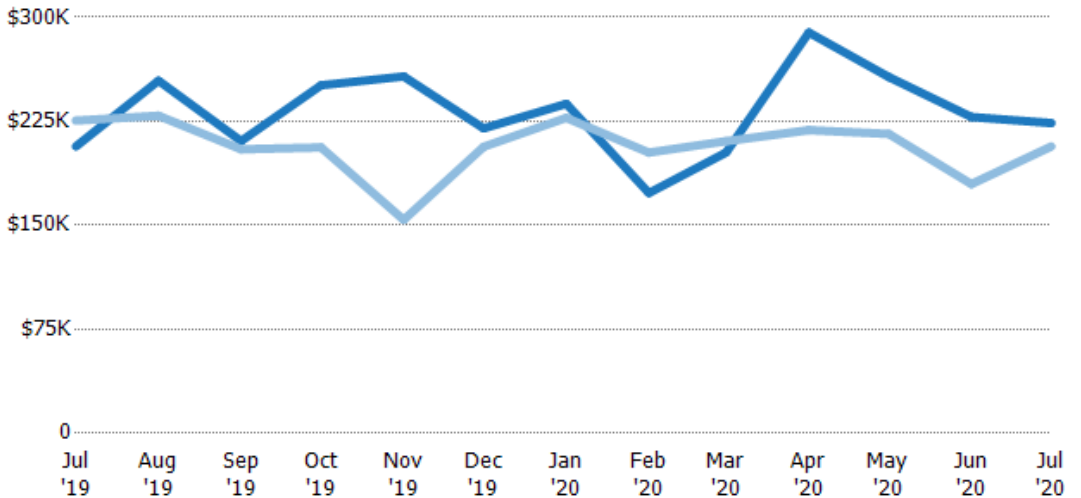
|                         |      |     |      |      |      |      |      |      |      |      |      |      |      |
|-------------------------|------|-----|------|------|------|------|------|------|------|------|------|------|------|
| Condo/Townhouse         | -    | 4%  | -    | -    | -    | -    | -    | -    | -    | -    | -    | -    | -    |
| Single Family Residence | 100% | 96% | 100% | 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                   | \$207K | \$254K | \$211K | \$251K | \$257K | \$220K | \$238K | \$173K | \$203K | \$289K | \$257K | \$228K | \$224K |
| Prior Year                     | \$226K | \$229K | \$205K | \$206K | \$154K | \$207K | \$227K | \$202K | \$211K | \$219K | \$216K | \$180K | \$207K |
| Percent Change from Prior Year | -8%    | 11%    | 3%     | 22%    | 67%    | 6%     | 4%     | -14%   | -4%    | 32%    | 19%    | 27%    | 8%     |

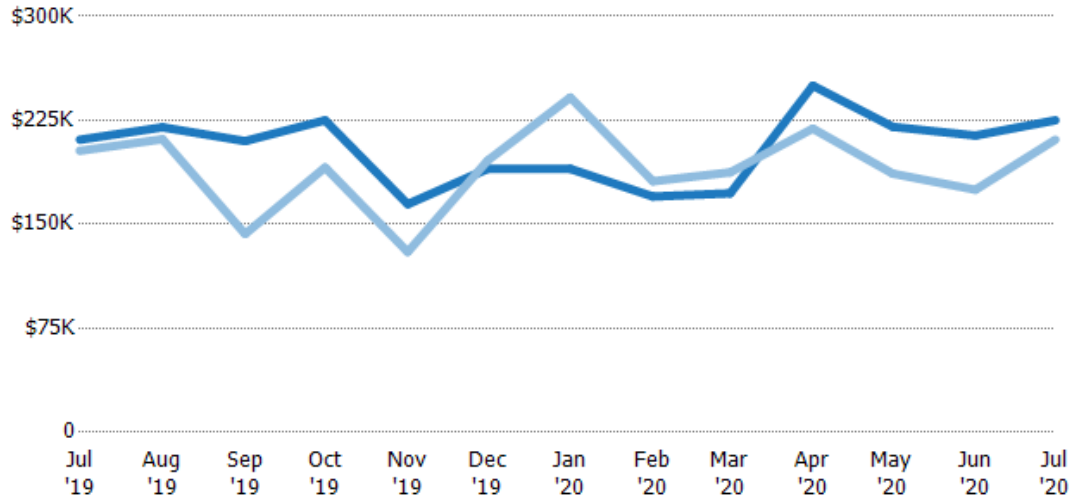
## Median Sales Price

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/<br>Year | Price  | % Chg. |
|----------------|--------|--------|
| Jul '20        | \$225K | 6.6%   |
| Jul '19        | \$211K | 3.9%   |
| Jul '18        | \$203K | -13.2% |



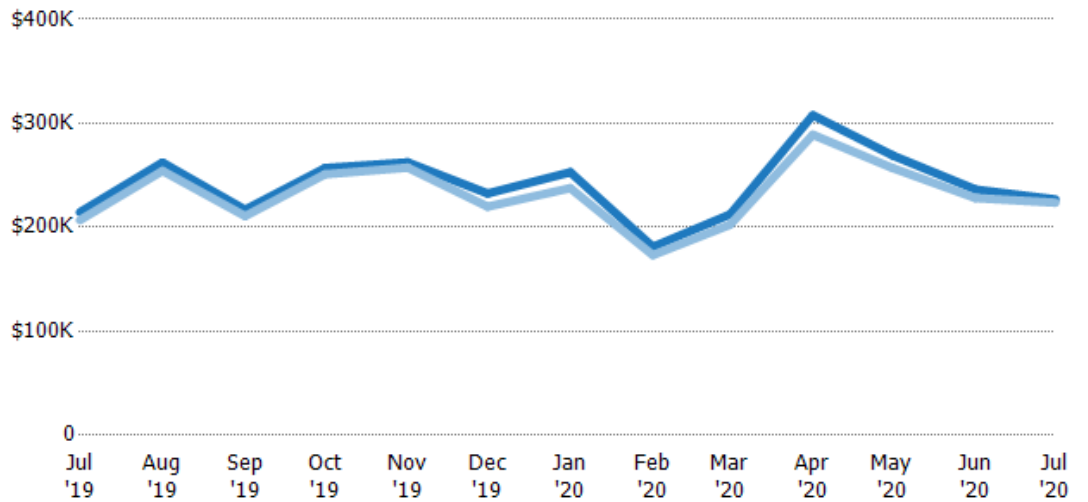
|                                |        |        |        |        |        |        |        |        |        |        |        |        |        |
|--------------------------------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|
| Current Year                   | \$211K | \$220K | \$210K | \$225K | \$165K | \$190K | \$190K | \$170K | \$172K | \$250K | \$220K | \$214K | \$225K |
| Prior Year                     | \$203K | \$211K | \$143K | \$191K | \$130K | \$196K | \$242K | \$181K | \$187K | \$219K | \$187K | \$175K | \$211K |
| Percent Change from Prior Year | 4%     | 4%     | 47%    | 18%    | 27%    | -3%    | -21%   | -6%    | -8%    | 14%    | 18%    | 22%    | 7%     |

## 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



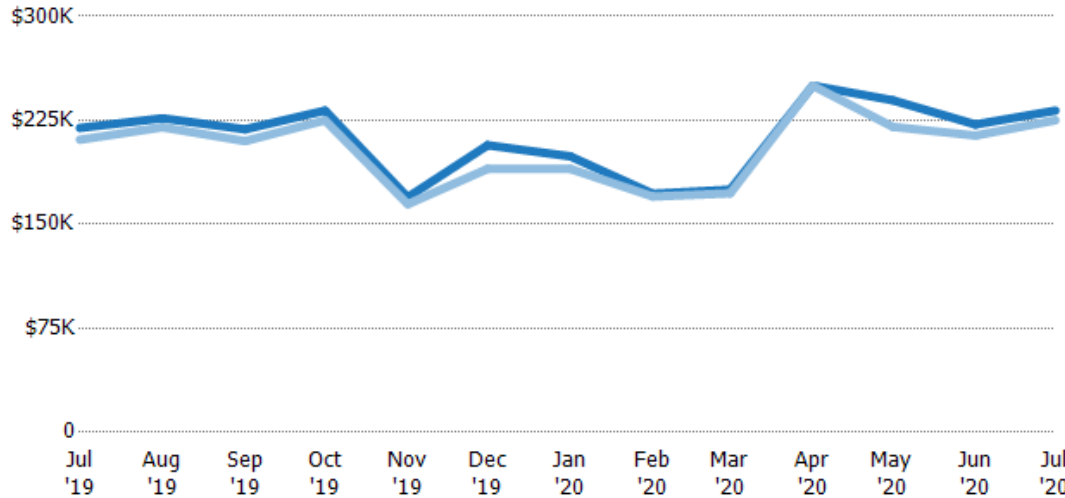
|  |        |        |        |        |        |        |        |        |        |        |        |        |        |
|--|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|
| Avg List Price                           | \$214K | \$262K | \$217K | \$257K | \$262K | \$232K | \$253K | \$181K | \$212K | \$308K | \$269K | \$236K | \$227K |
| Avg Sales Price                          | \$207K | \$254K | \$211K | \$251K | \$257K | \$220K | \$238K | \$173K | \$203K | \$289K | \$257K | \$228K | \$224K |
| Avg Sales Price as a % of Avg List Price | 96%    | 97%    | 97%    | 98%    | 98%    | 95%    | 94%    | 96%    | 95%    | 94%    | 95%    | 97%    | 99%    |

## 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



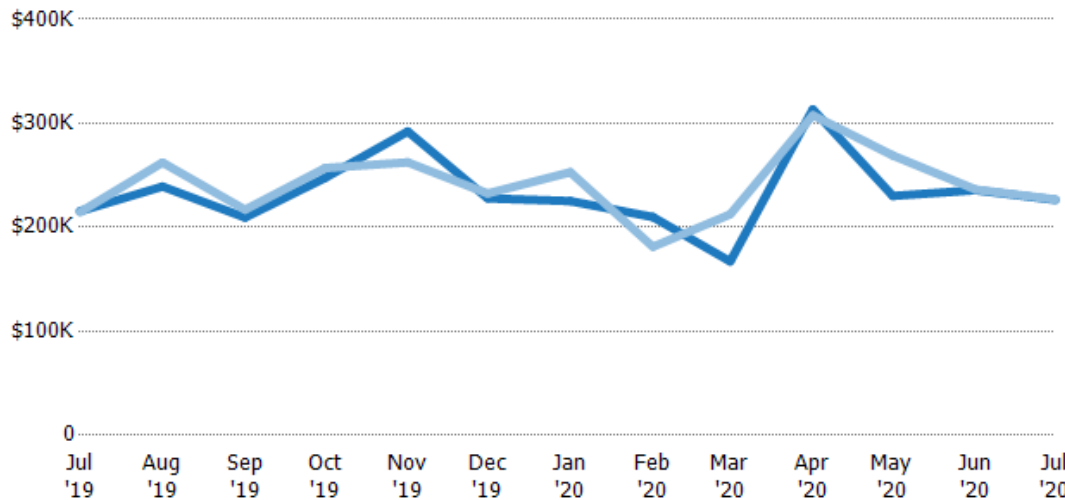
|  | Jul '19 | Aug '19 | Sep '19 | Oct '19 | Nov '19 | Dec '19 | Jan '20 | Feb '20 | Mar '20 | Apr '20 | May '20 | Jun '20 | Jul '20 |
|--|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| Median List Price                        | \$220K  | \$227K  | \$219K  | \$232K  | \$170K  | \$207K  | \$199K  | \$172K  | \$175K  | \$250K  | \$239K  | \$222K  | \$232K  |
| Median Sales Price                       | \$211K  | \$220K  | \$210K  | \$225K  | \$165K  | \$190K  | \$190K  | \$170K  | \$172K  | \$250K  | \$220K  | \$214K  | \$225K  |
| Med Sales Price as a % of Med List Price | 96%     | 97%     | 96%     | 97%     | 97%     | 92%     | 95%     | 99%     | 98%     | 100%    | 92%     | 96%     | 97%     |

## 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



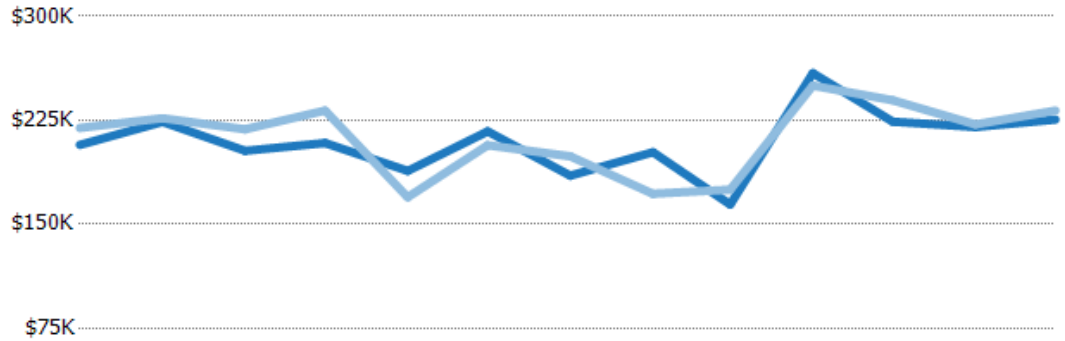
|   | Jul '19 | Aug '19 | Sep '19 | Oct '19 | Nov '19 | Dec '19 | Jan '20 | Feb '20 | Mar '20 | Apr '20 | May '20 | Jun '20 | Jul '20 |
|---|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| Avg Est Value                           | \$215K  | \$239K  | \$209K  | \$248K  | \$292K  | \$228K  | \$225K  | \$210K  | \$167K  | \$313K  | \$230K  | \$236K  | \$226K  |
| Avg Sales Price                         | \$214K  | \$262K  | \$217K  | \$257K  | \$262K  | \$232K  | \$253K  | \$181K  | \$212K  | \$308K  | \$269K  | \$236K  | \$227K  |
| Avg Sales Price as a % of Avg Est Value | 100%    | 110%    | 104%    | 104%    | 90%     | 102%    | 112%    | 86%     | 127%    | 98%     | 117%    | 100%    | 100%    |

## 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



|   | Jul '19 | Aug '19 | Sep '19 | Oct '19 | Nov '19 | Dec '19 | Jan '20 | Feb '20 | Mar '20 | Apr '20 | May '20 | Jun '20 | Jul '20 |
|---|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| Median Est Value                        | \$207K  | \$224K  | \$203K  | \$209K  | \$189K  | \$217K  | \$185K  | \$202K  | \$164K  | \$259K  | \$224K  | \$220K  | \$226K  |
| Median Sales Price                      | \$220K  | \$227K  | \$219K  | \$232K  | \$170K  | \$207K  | \$199K  | \$172K  | \$175K  | \$250K  | \$239K  | \$222K  | \$232K  |
| Med Sales Price as a % of Med Est Value | 106%    | 101%    | 108%    | 111%    | 90%     | 95%     | 108%    | 85%     | 107%    | 97%     | 107%    | 101%    | 103%    |

## Sales Activity by Metro Area

Aug 2020

| Metro                                   | Pendings<br>(Month End) | Pending Volume<br>(Month End) | Sales | Sales Volume | Avg<br>Sales Price | Median<br>Sales Price | Avg Sales<br>Price per Sq Ft | Median Sales<br>Price per Sq Ft | Median Days<br>In RPR |
|---|-------------------------|-------------------------------|-------|--------------|--------------------|-----------------------|------------------------------|---------------------------------|-----------------------|
| Claremont-Lebanon,<br>NH-VT             | 64                      | \$20,214,300                  | 36    | \$9,584,700  | \$266,242          | \$222,500             | \$135                        | \$118                           | 82                    |
| Other                                   | 19                      | \$5,789,300                   | 5     | \$1,242,000  | \$248,400          | \$240,000             | \$123                        | \$104                           | 11                    |
| Tampa-St. Petersburg-<br>Clearwater, FL |                         |                               | 1     | \$340,000    | \$340,000          | \$340,000             | \$134                        | \$134                           | 117                   |