

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	Aug 2020	Aug 2019	+ / -	YTD 2020	YTD 2019	+ / -
Listing Activity Charts Metrics						
New Listing Count	39	45	-13.3%	259	294	-11.9%
New Listing Volume	\$11,597,600	\$11,003,300	+5.4%	\$77,992,293	\$78,561,500	-0.7%
Active Listing Count	95	215	-55.8%	N/A	N/A	
Active Listing Volume	\$35,659,993	\$64,459,400	-44.7%	N/A	N/A	
Average Listing Price	\$375,368	\$299,811	+25.2%	\$343,161	\$288,492	+18.9%
Median Listing Price	\$269,000	\$225,000	+19.6%	\$246,200	\$224,047	+9.9%
Median Days in RPR	70	99	-29.3%	111.01	117.74	-5.7%
Months of Inventory	2.9	9.8	-70.5%	6.8	8.6	-20.7%
Absorption Rate	34.74%	10.23%	+24.5%	14.69%	11.64%	+3%
Sales Activity Charts Metrics						
New Pending Sales Count	44	39	+12.8%	274	216	+26.9%
New Pending Sales Volume	\$14,194,500	\$7,947,300	+78.6%	\$72,381,200	\$46,732,278	+54.9%
Pending Sales Count	82	53	+54.7%	N/A	N/A	
Pending Sales Volume	\$25,654,600	\$11,945,100	+114.8%	N/A	N/A	
Closed Sales Count	42	23	+82.6%	176	141	+24.8%
Closed Sales Volume	\$11,166,700	\$5,848,500	+90.9%	\$42,108,347	\$29,956,480	+40.6%
Average Sales Price	\$265,874	\$254,283	+4.6%	\$239,252	\$212,457	+12.6%
Median Sales Price	\$225,000	\$220,000	+2.3%	\$213,887	\$198,484	+7.8%

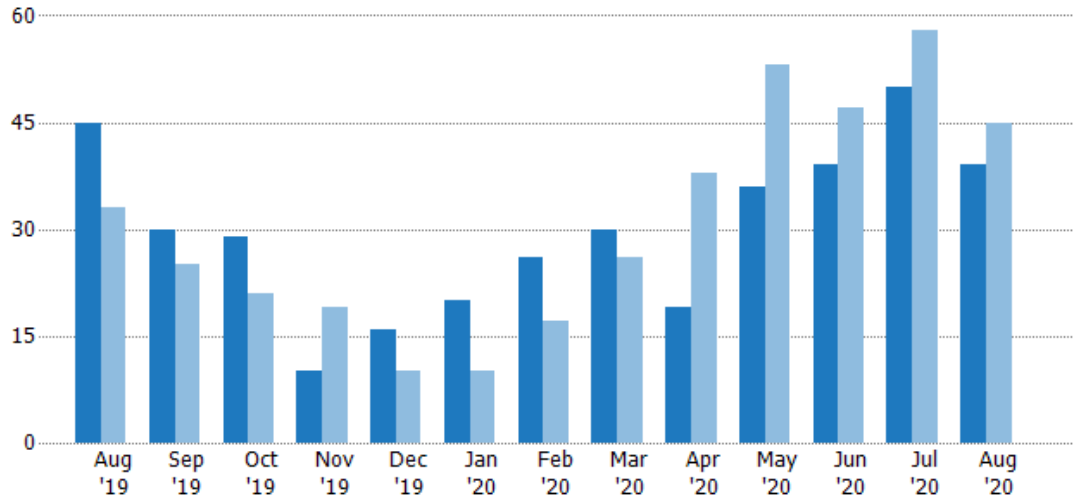
New Listings

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.
Aug '20	39	-13.3%
Aug '19	45	36.4%
Aug '18	33	45.5%



Current Year	45	30	29	10	16	20	26	30	19	36	39	50	39
Prior Year	33	25	21	19	10	10	17	26	38	53	47	58	45
Percent Change from Prior Year	36%	20%	38%	-47%	60%	100%	53%	15%	-50%	-32%	-17%	-14%	-13%

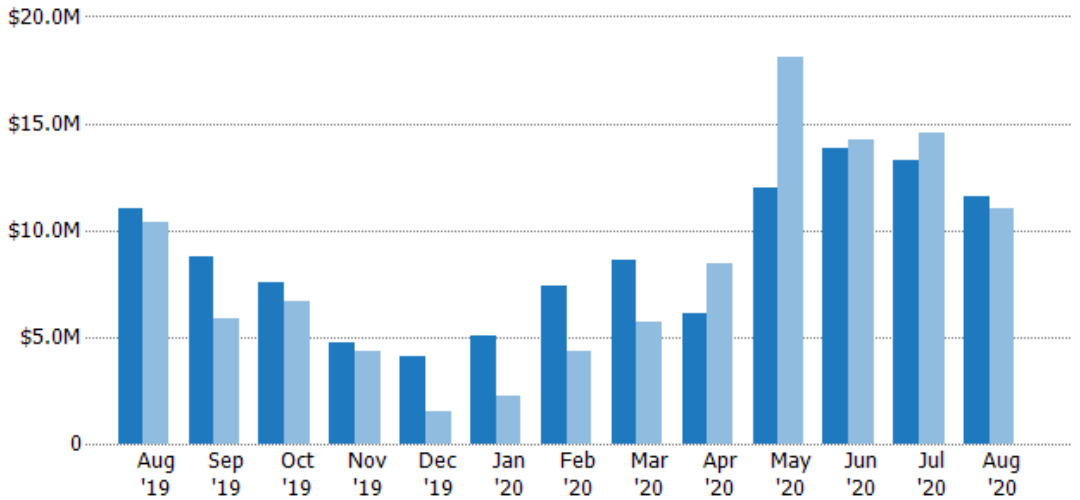
New Listing Volume

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.
Aug '20	\$11.6M	5.4%
Aug '19	\$11M	6.5%
Aug '18	\$10.3M	21.6%



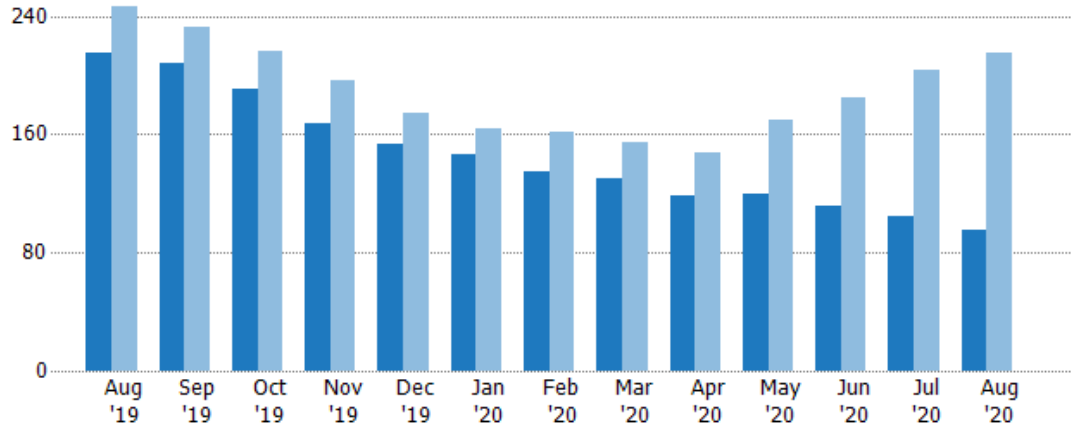
Current Year	\$11M	\$8.78M	\$7.55M	\$4.75M	\$4.12M	\$5.1M	\$7.43M	\$8.62M	\$6.12M	\$12M	\$13.8M	\$13.3M	\$11.6M
Prior Year	\$10.3M	\$5.83M	\$6.68M	\$4.3M	\$1.48M	\$2.21M	\$4.33M	\$5.67M	\$8.47M	\$18.1M	\$14.2M	\$14.5M	\$11M
Percent Change from Prior Year	6%	51%	13%	10%	178%	130%	72%	52%	-28%	-34%	-3%	-9%	5%

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



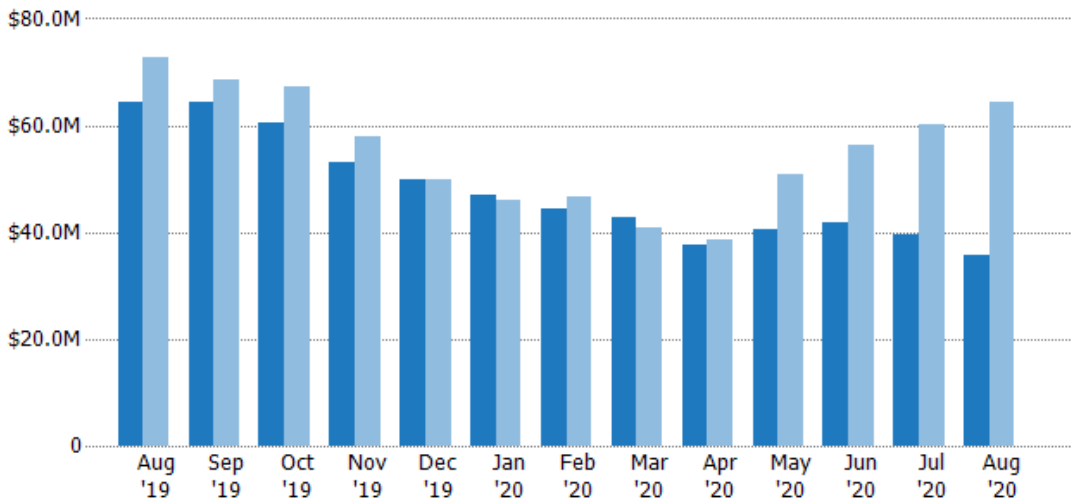
	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20
Current Year	215	208	191	167	153	146	135	130	118	120	111	105	95
Prior Year	246	233	216	196	174	164	161	154	147	170	185	204	215
Percent Change from Prior Year	-13%	-11%	-12%	-15%	-12%	-11%	-16%	-16%	-20%	-29%	-40%	-49%	-56%

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



	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20
Current Year	\$64.5M	\$64.3M	\$60.5M	\$53.1M	\$49.8M	\$47.1M	\$44.5M	\$42.7M	\$37.6M	\$40.5M	\$41.8M	\$39.6M	\$35.7M
Prior Year	\$72.7M	\$68.7M	\$67.3M	\$57.8M	\$49.8M	\$46.1M	\$46.7M	\$40.7M	\$38.7M	\$50.7M	\$56.3M	\$60.3M	\$64.5M
Percent Change from Prior Year	-11%	-6%	-10%	-8%	0%	2%	-5%	5%	-3%	-20%	-26%	-34%	-45%

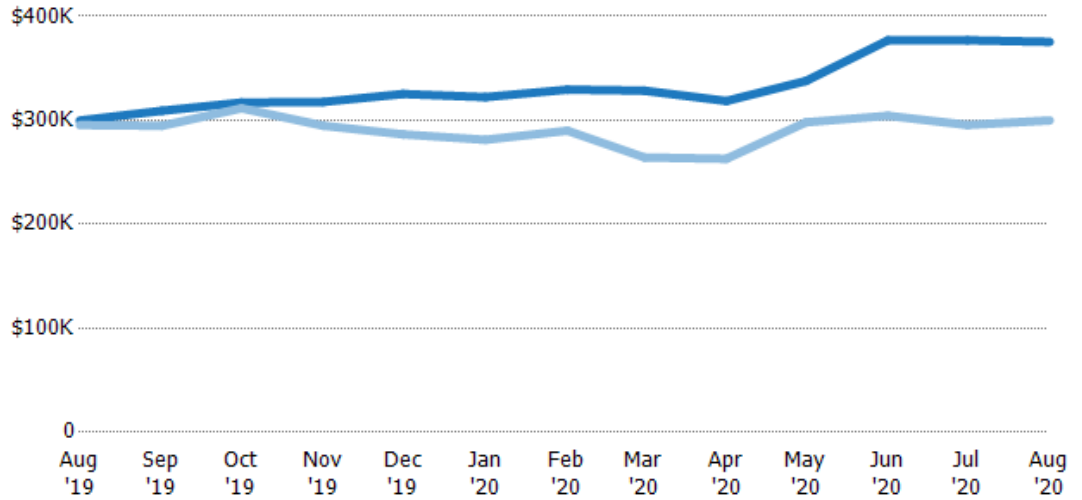
Average Listing Price

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.
Aug '20	\$375K	25.2%
Aug '19	\$300K	1.5%
Aug '18	\$295K	-4.8%



Current Year	\$300K	\$309K	\$317K	\$318K	\$325K	\$322K	\$329K	\$328K	\$319K	\$338K	\$377K	\$377K	\$375K
Prior Year	\$295K	\$295K	\$312K	\$295K	\$286K	\$281K	\$290K	\$264K	\$263K	\$298K	\$304K	\$295K	\$300K
Percent Change from Prior Year	1%	5%	2%	8%	14%	15%	14%	24%	21%	13%	24%	28%	25%

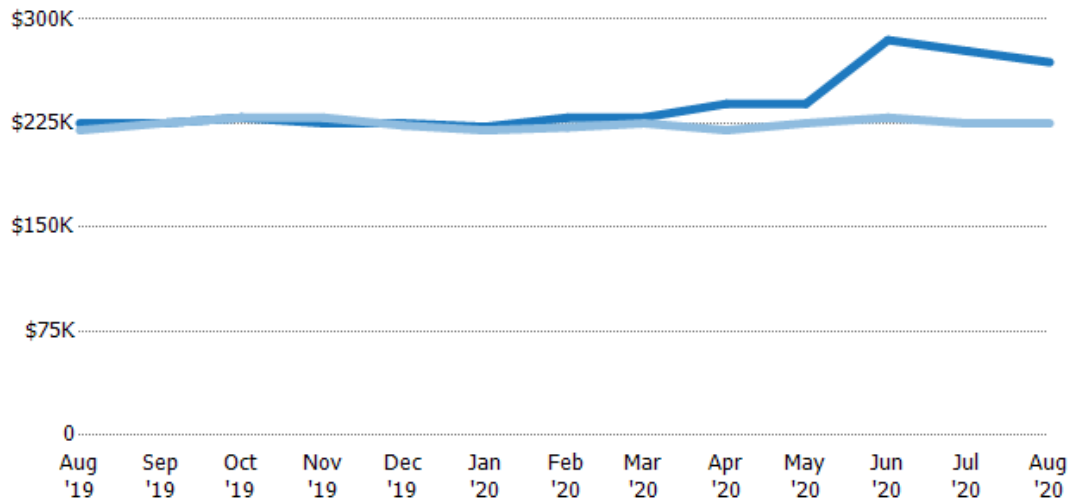
Median Listing Price

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.
Aug '20	\$269K	19.6%
Aug '19	\$225K	2.3%
Aug '18	\$220K	-2.3%



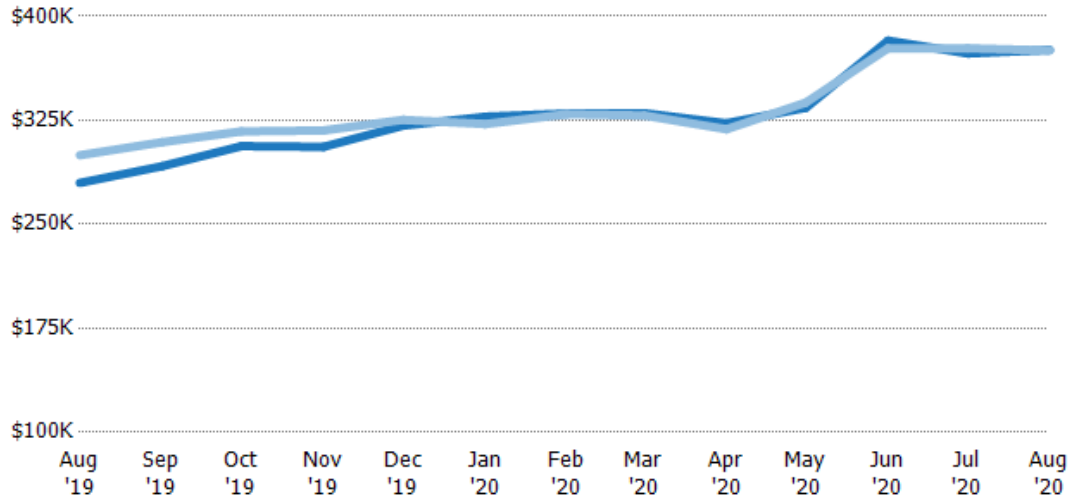
Current Year	\$225K	\$225K	\$229K	\$225K	\$225K	\$222K	\$229K	\$229K	\$239K	\$239K	\$285K	\$277K	\$269K
Prior Year	\$220K	\$225K	\$229K	\$229K	\$223K	\$220K	\$222K	\$225K	\$220K	\$225K	\$229K	\$225K	\$225K
Percent Change from Prior Year	2%	0%	0%	-2%	1%	1%	3%	2%	9%	6%	24%	23%	20%

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

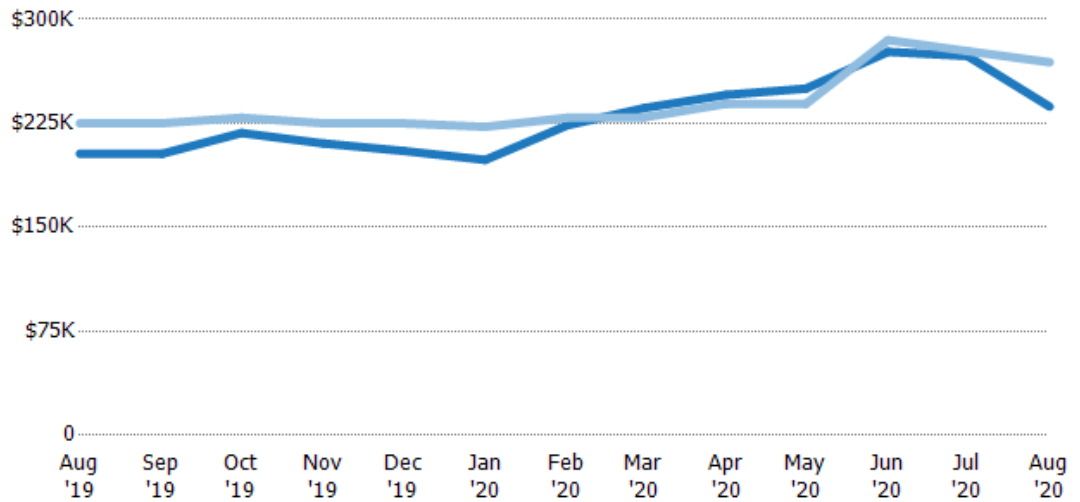


Median Listing Price vs Median Est Value

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

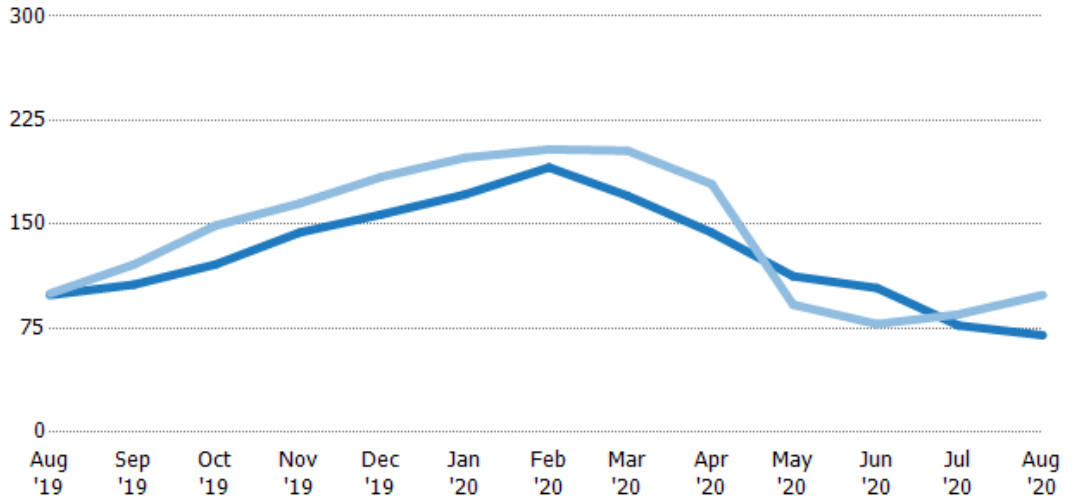


Median Days in RPR

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



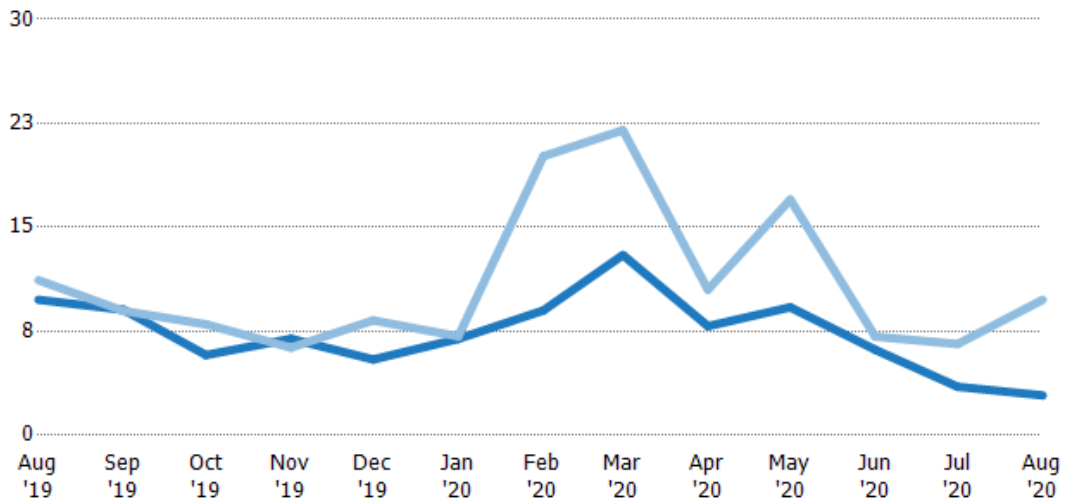
	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20
Current Year	99	107	121	144	157	172	191	171	144	113	104	77	70
Prior Year	100	121	149	165	184	198	204	203	179	92	78	85	99
Percent Change from Prior Year	-1%	-12%	-19%	-13%	-15%	-13%	-6%	-16%	-20%	22%	33%	-9%	-29%

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



	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20
Current Year	9.77	9.04	5.79	6.96	5.46	6.95	9	13	7.87	9.23	6.17	3.5	2.88
Prior Year	11.2	8.96	8	6.32	8.29	7.13	20.1	22	10.5	17	7.12	6.58	9.77
Percent Change from Prior Year	-13%	1%	-28%	10%	-34%	-2%	-55%	-41%	-25%	-46%	-13%	-47%	-71%

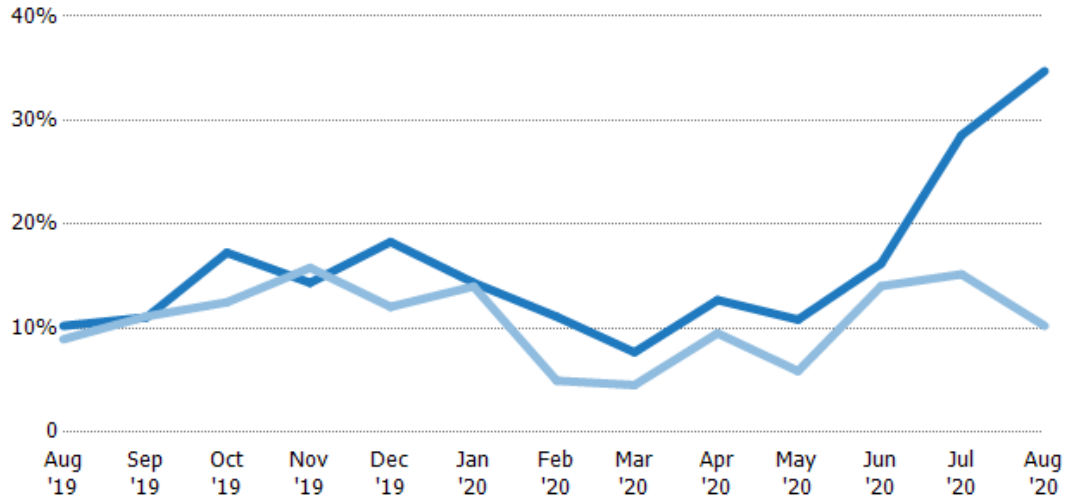
Absorption Rate

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.
Aug '20	35%	-24.5%
Aug '19	10%	-1.3%
Aug '18	9%	11.3%



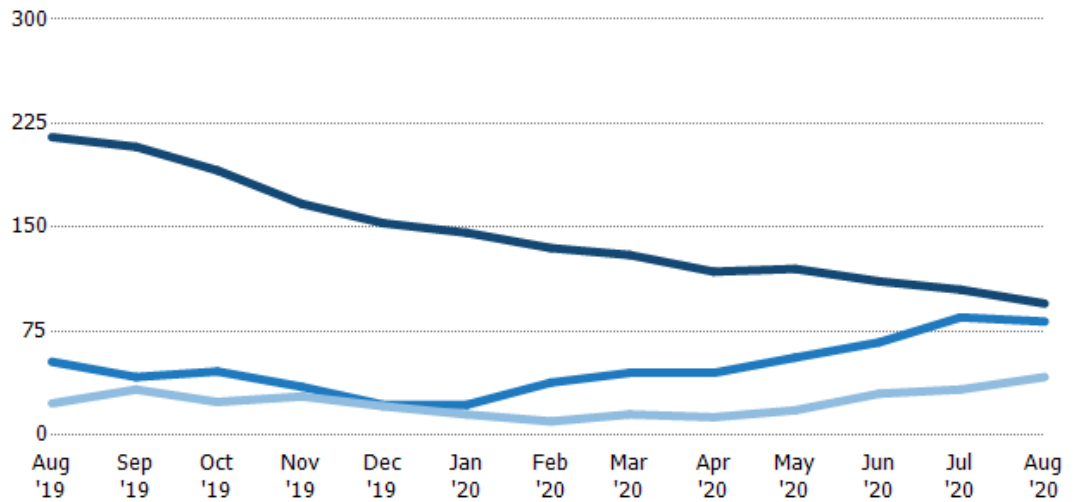
Current Year	10%	11%	17%	14%	18%	14%	11%	8%	13%	11%	16%	29%	35%
Prior Year	9%	11%	13%	16%	12%	14%	5%	5%	10%	6%	14%	15%	10%
Change from Prior Year	-1%	0%	-5%	1%	-6%	0%	-6%	-3%	-3%	-5%	-2%	-13%	-25%

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



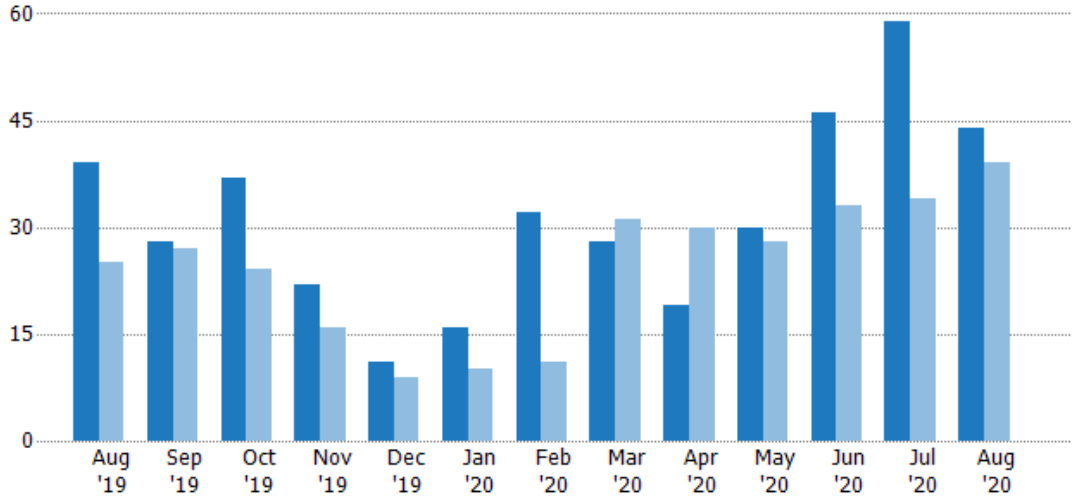
Active	215	208	191	167	153	146	135	130	118	120	111	105	95
Pending	53	42	46	35	22	22	38	45	45	56	67	85	82
Sold	23	33	24	28	21	15	10	15	13	18	30	33	42

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.
Aug '20	44	12.8%
Aug '19	39	56%
Aug '18	25	4%

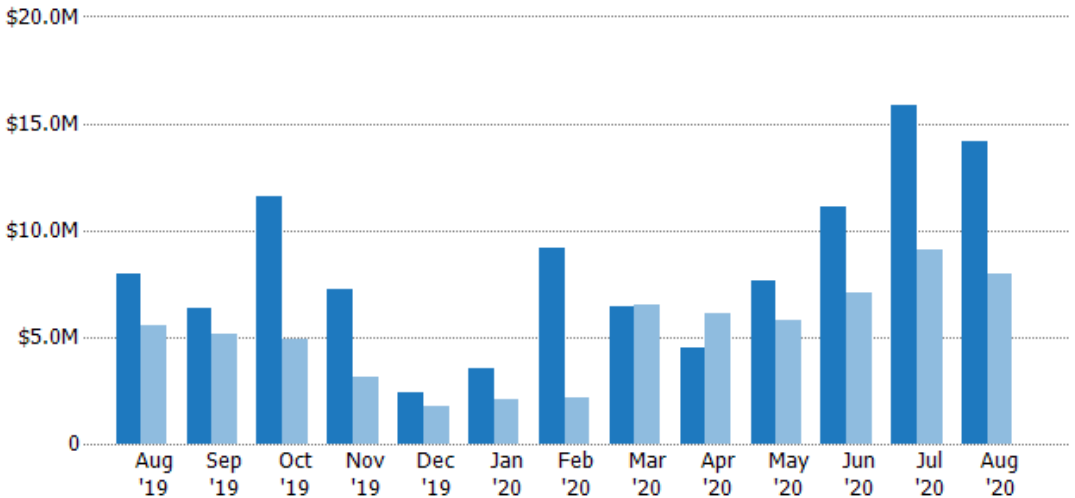
	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20
Current Year	39	28	37	22	11	16	32	28	19	30	46	59	44
Prior Year	25	27	24	16	9	10	11	31	30	28	33	34	39
Percent Change from Prior Year	56%	4%	54%	38%	22%	60%	191%	-10%	-37%	7%	39%	74%	13%

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.
Aug '20	\$14.2M	78.6%
Aug '19	\$7.95M	44.2%
Aug '18	\$5.51M	13%

	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20
Current Year	\$7.95M	\$6.32M	\$11.6M	\$7.24M	\$2.37M	\$3.54M	\$9.2M	\$6.39M	\$4.53M	\$7.6M	\$11.1M	\$15.8M	\$14.2M
Prior Year	\$5.51M	\$5.11M	\$4.93M	\$3.15M	\$1.77M	\$2.09M	\$2.15M	\$6.52M	\$6.08M	\$5.81M	\$7.08M	\$9.05M	\$7.95M
Percent Change from Prior Year	44%	24%	136%	130%	34%	69%	328%	-2%	-26%	31%	56%	75%	79%

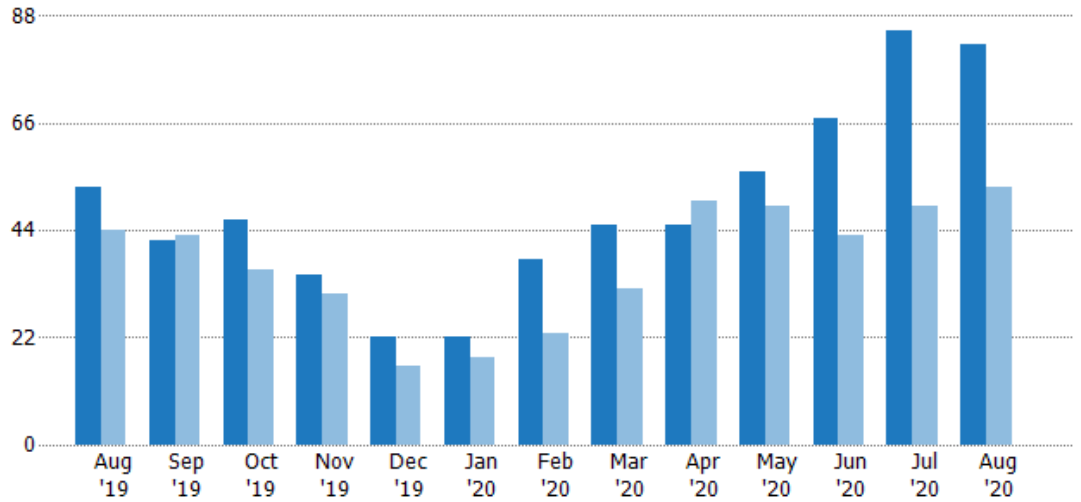
Pending Sales

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.
Aug '20	82	54.7%
Aug '19	53	20.5%
Aug '18	44	9.1%



	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20
Current Year	53	42	46	35	22	22	38	45	45	56	67	85	82
Prior Year	44	43	36	31	16	18	23	32	50	49	43	49	53
Percent Change from Prior Year	20%	-2%	28%	13%	38%	22%	65%	41%	-10%	14%	56%	73%	55%

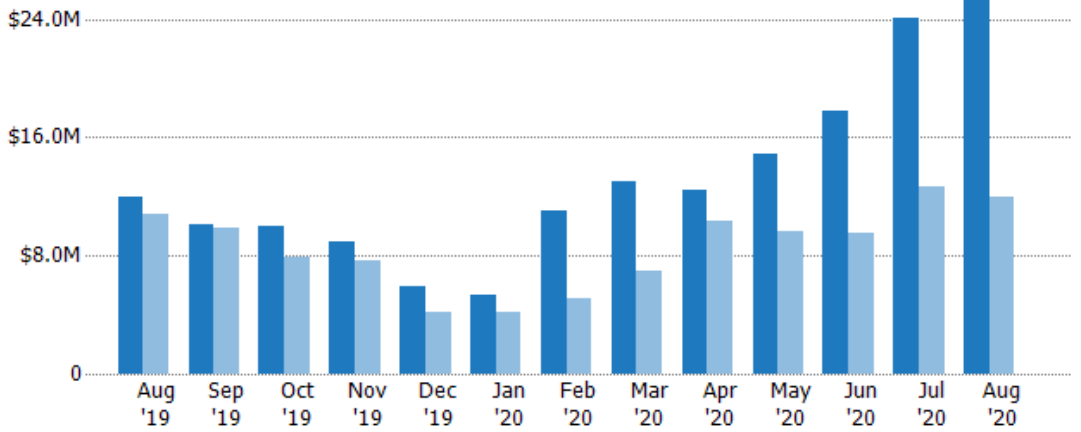
Pending Sales Volume

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.
Aug '20	\$25.7M	114.8%
Aug '19	\$11.9M	10.1%
Aug '18	\$10.8M	8.4%



	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20
Current Year	\$11.9M	\$10.1M	\$10M	\$8.96M	\$5.94M	\$5.33M	\$11M	\$13.1M	\$12.4M	\$14.9M	\$17.8M	\$24.1M	\$25.7M
Prior Year	\$10.8M	\$9.83M	\$7.9M	\$7.68M	\$4.18M	\$4.2M	\$5.07M	\$6.92M	\$10.4M	\$9.66M	\$9.51M	\$12.7M	\$11.9M
Percent Change from Prior Year	10%	2%	27%	17%	42%	27%	117%	89%	20%	54%	87%	90%	115%

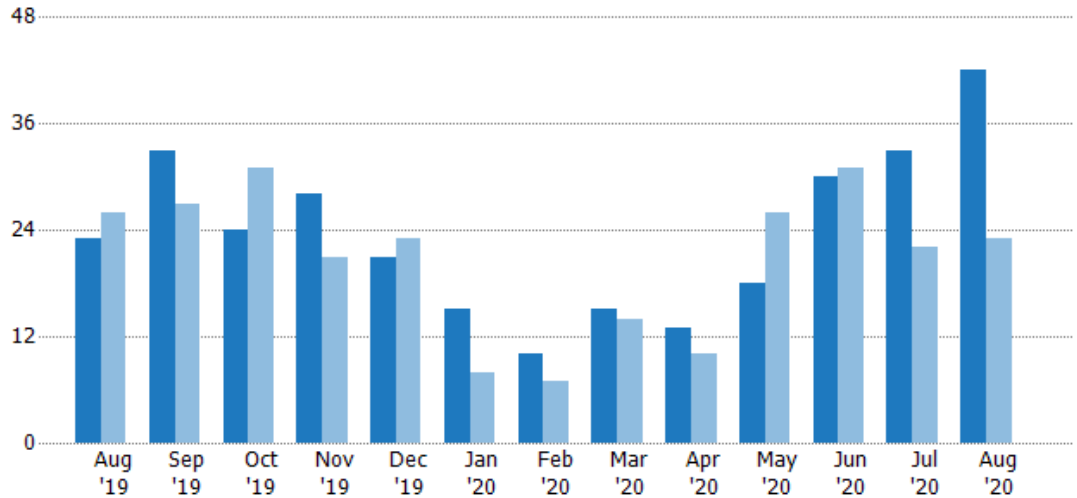
Closed Sales

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.
Aug '20	42	82.6%
Aug '19	23	-11.5%
Aug '18	26	7.7%



Current Year	23	33	24	28	21	15	10	15	13	18	30	33	42
Prior Year	26	27	31	21	23	8	7	14	10	26	31	22	23
Percent Change from Prior Year	-12%	22%	-23%	33%	-9%	88%	43%	7%	30%	-31%	-3%	50%	83%

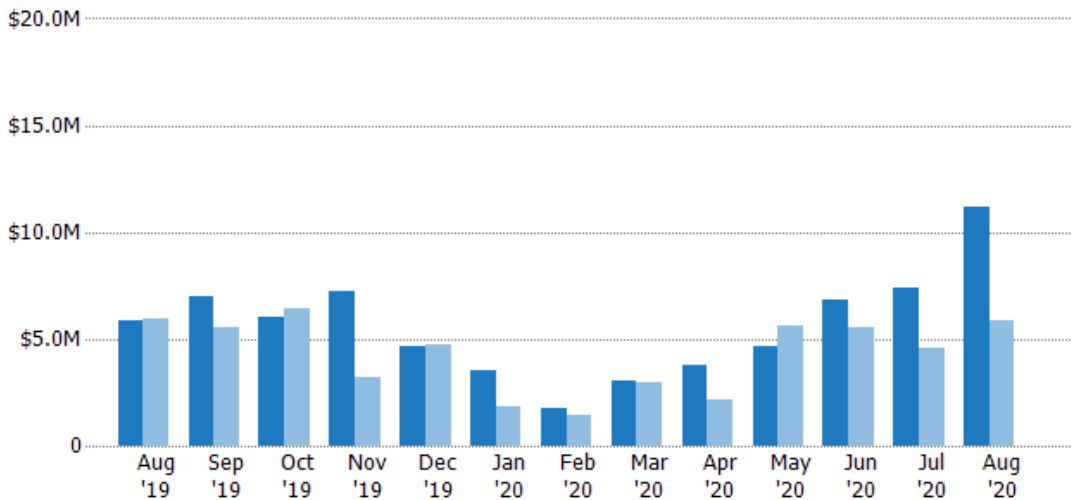
Closed Sales Volume

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.
Aug '20	\$11.2M	90.9%
Aug '19	\$5.85M	-1.8%
Aug '18	\$5.95M	-6%



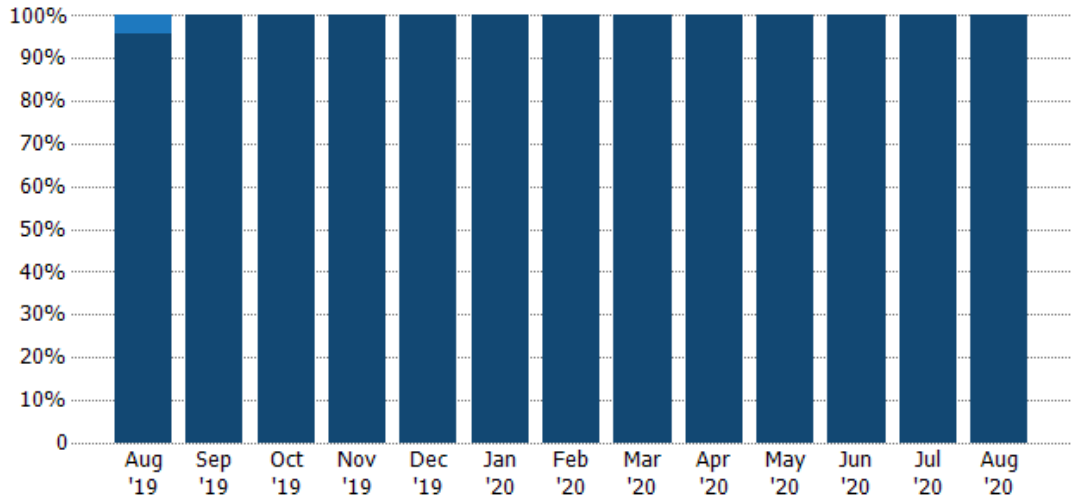
Current Year	\$5.85M	\$6.95M	\$6.02M	\$7.21M	\$4.62M	\$3.56M	\$1.73M	\$3.04M	\$3.76M	\$4.62M	\$6.84M	\$7.38M	\$11.2M
Prior Year	\$5.95M	\$5.53M	\$6.39M	\$3.23M	\$4.75M	\$1.82M	\$1.42M	\$2.95M	\$2.19M	\$5.61M	\$5.57M	\$4.55M	\$5.85M
Percent Change from Prior Year	-2%	26%	-6%	123%	-3%	96%	22%	3%	72%	-18%	23%	62%	91%

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



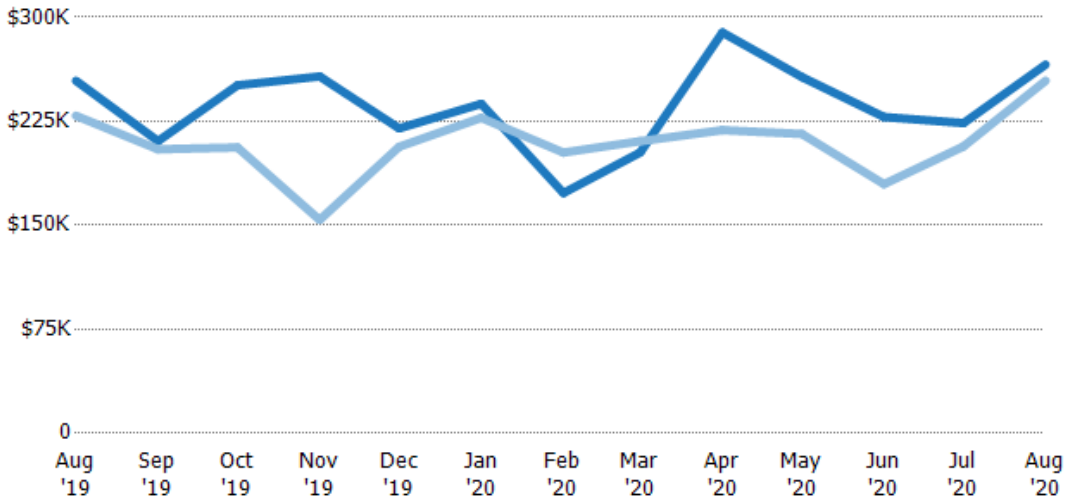
Condo/Townhouse	4%	-	-	-	-	-	-	-	-	-	-	-	-
Single Family Residence	96%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%

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	\$254K	\$211K	\$251K	\$257K	\$220K	\$238K	\$173K	\$203K	\$289K	\$257K	\$228K	\$224K	\$266K
Prior Year	\$229K	\$205K	\$206K	\$154K	\$207K	\$227K	\$202K	\$211K	\$219K	\$216K	\$180K	\$207K	\$254K
Percent Change from Prior Year	11%	3%	22%	67%	6%	4%	-14%	-4%	32%	19%	27%	8%	5%

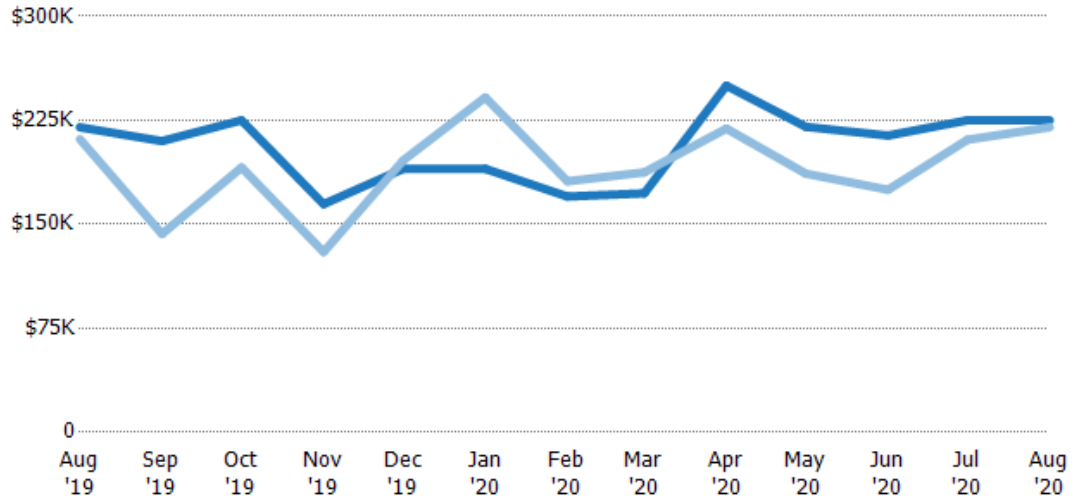
Median Sales Price

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.
Aug '20	\$225K	2.3%
Aug '19	\$220K	4.1%
Aug '18	\$211K	-4.4%



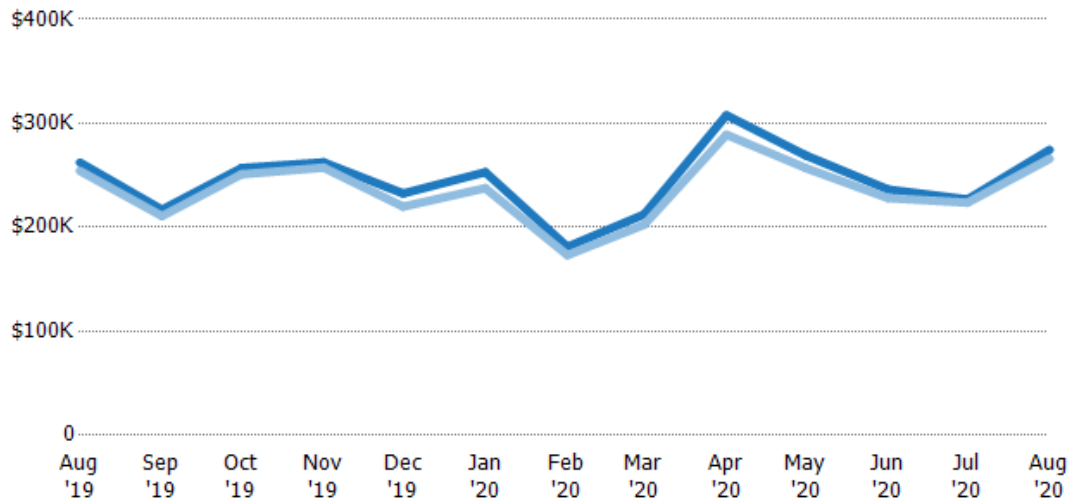
Current Year	\$220K	\$210K	\$225K	\$165K	\$190K	\$190K	\$170K	\$172K	\$250K	\$220K	\$214K	\$225K	\$225K
Prior Year	\$211K	\$143K	\$191K	\$130K	\$196K	\$242K	\$181K	\$187K	\$219K	\$187K	\$175K	\$211K	\$220K
Percent Change from Prior Year	4%	47%	18%	27%	-3%	-21%	-6%	-8%	14%	18%	22%	7%	2%

Average Sales Price vs Average Listing Price

The average sales price as a percentage of the average listing price for properties sold each month.

Filters Used

State: VT
 County: Orange County, Vermont
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence



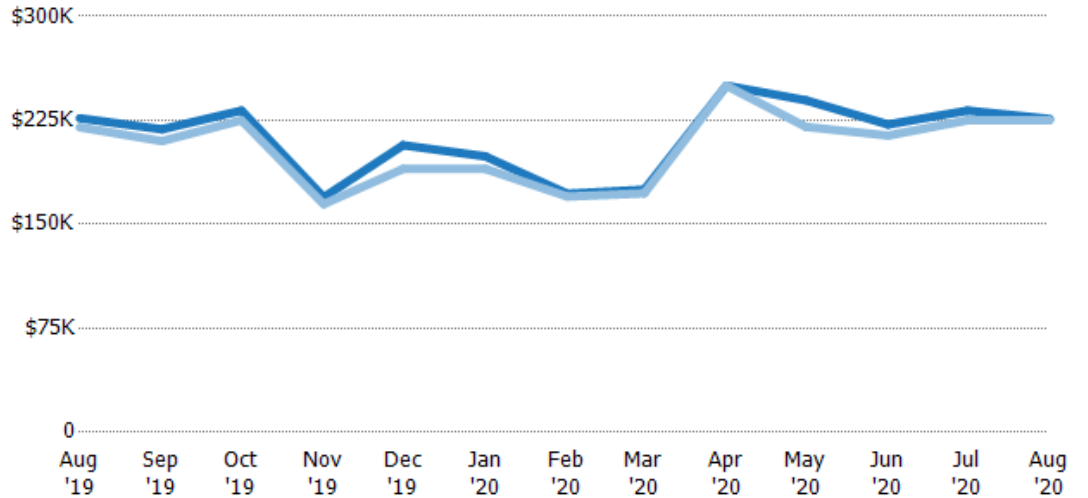
Avg List Price	\$262K	\$217K	\$257K	\$262K	\$232K	\$253K	\$181K	\$212K	\$308K	\$269K	\$236K	\$227K	\$274K
Avg Sales Price	\$254K	\$211K	\$251K	\$257K	\$220K	\$238K	\$173K	\$203K	\$289K	\$257K	\$228K	\$224K	\$266K
Avg Sales Price as a % of Avg List Price	97%	97%	98%	98%	95%	94%	96%	95%	94%	95%	97%	99%	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



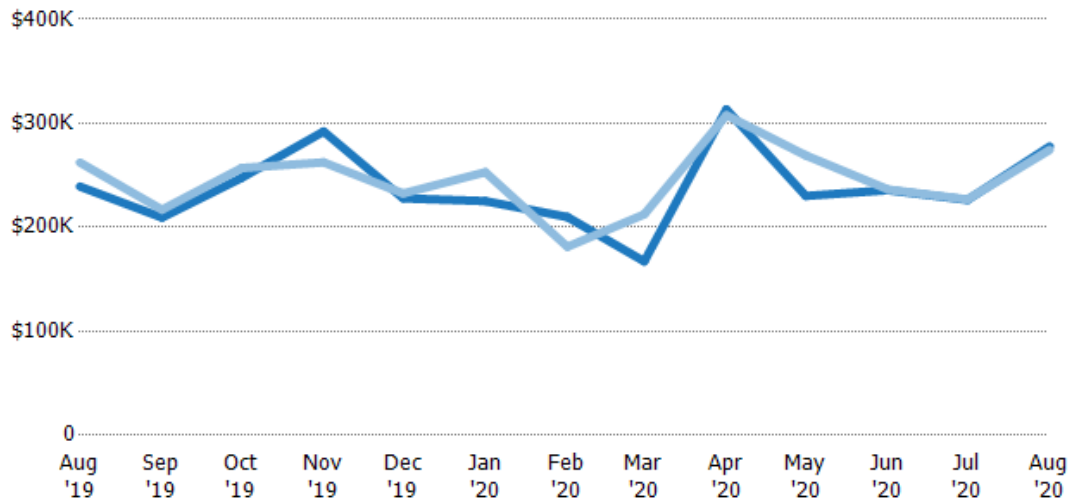
	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20
Median List Price	\$227K	\$219K	\$232K	\$170K	\$207K	\$199K	\$172K	\$175K	\$250K	\$239K	\$222K	\$232K	\$226K
Median Sales Price	\$220K	\$210K	\$225K	\$165K	\$190K	\$190K	\$170K	\$172K	\$250K	\$220K	\$214K	\$225K	\$225K
Med Sales Price as a % of Med List Price	97%	96%	97%	97%	92%	95%	99%	98%	100%	92%	96%	97%	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



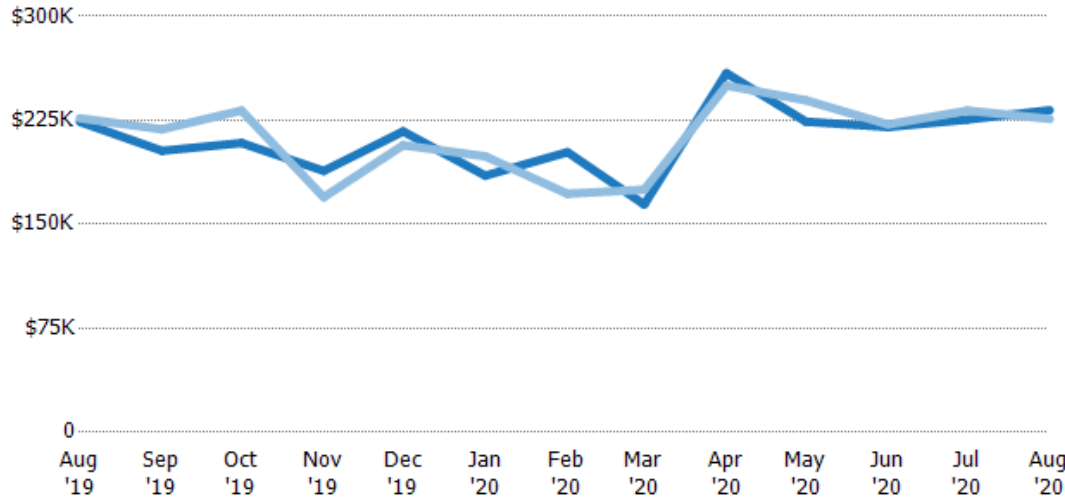
	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20
Avg Est Value	\$239K	\$209K	\$248K	\$292K	\$228K	\$225K	\$210K	\$167K	\$313K	\$230K	\$236K	\$226K	\$278K
Avg Sales Price	\$262K	\$217K	\$257K	\$262K	\$232K	\$253K	\$181K	\$212K	\$308K	\$269K	\$236K	\$227K	\$274K
Avg Sales Price as a % of Avg Est Value	110%	104%	104%	90%	102%	112%	86%	127%	98%	117%	100%	100%	99%

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



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