

## 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	Sep 2020	Sep 2019	+ / -	YTD 2020	YTD 2019	+ / -
<b>Listing Activity Charts Metrics</b>						
New Listing Count	28	29	-3.4%	285	323	-11.8%
New Listing Volume	\$7,364,200	\$8,569,175	-14.1%	\$83,242,854	\$86,189,675	-3.4%
Active Listing Count	90	209	-56.9%	N/A	N/A	
Active Listing Volume	\$34,260,954	\$63,498,875	-46%	N/A	N/A	
Average Listing Price	\$380,677	\$303,822	+25.3%	\$347,427	\$288,236	+20.5%
Median Listing Price	\$277,500	\$225,000	+23.3%	\$249,335	\$224,582	+11%
Median Days in RPR	77	106	-27.4%	109.63	115.49	-5.1%
Months of Inventory	2.1	9.1	-76.4%	6.3	8.5	-26.1%
Absorption Rate	46.67%	11%	+35.7%	15.99%	11.81%	+4.2%
<b>Sales Activity Charts Metrics</b>						
New Pending Sales Count	41	28	+46.4%	313	243	+28.8%
New Pending Sales Volume	\$9,841,900	\$6,321,100	+55.7%	\$81,622,200	\$52,968,378	+54.1%
Pending Sales Count	76	39	+94.9%	N/A	N/A	
Pending Sales Volume	\$21,338,700	\$9,409,100	+126.8%	N/A	N/A	
Closed Sales Count	38	33	+15.2%	212	173	+22.5%
Closed Sales Volume	\$12,426,030	\$6,954,460	+78.7%	\$53,861,877	\$36,850,940	+46.2%
Average Sales Price	\$327,001	\$210,741	+55.2%	\$254,065	\$213,011	+19.3%
Median Sales Price	\$250,450	\$210,000	+19.3%	\$219,992	\$203,134	+8.3%

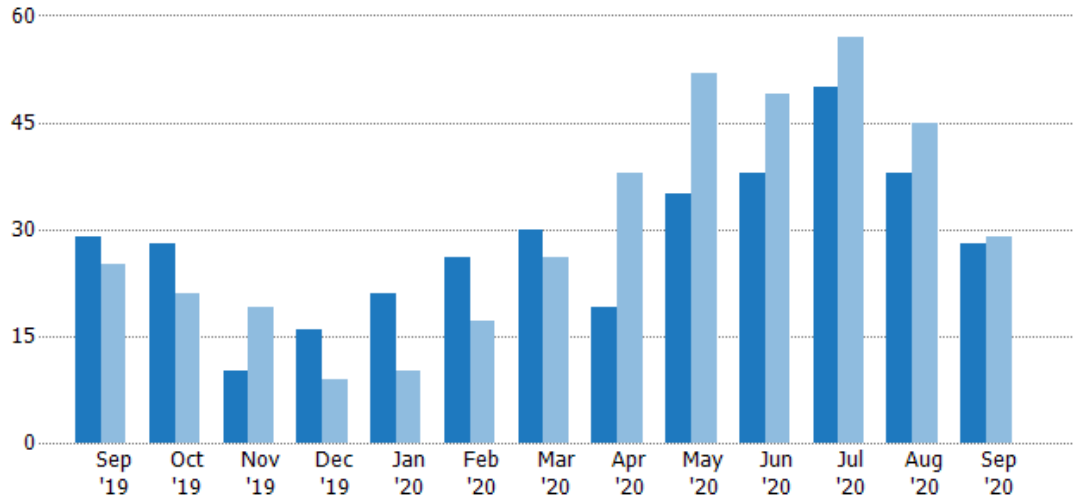
## New Listings

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/ Year	Count	% Chg.
Sep '20	28	-3.4%
Sep '19	29	16%
Sep '18	25	8%



Current Year	29	28	10	16	21	26	30	19	35	38	50	38	28
Prior Year	25	21	19	9	10	17	26	38	52	49	57	45	29
Percent Change from Prior Year	16%	33%	-47%	78%	110%	53%	15%	-50%	-33%	-22%	-12%	-16%	-3%

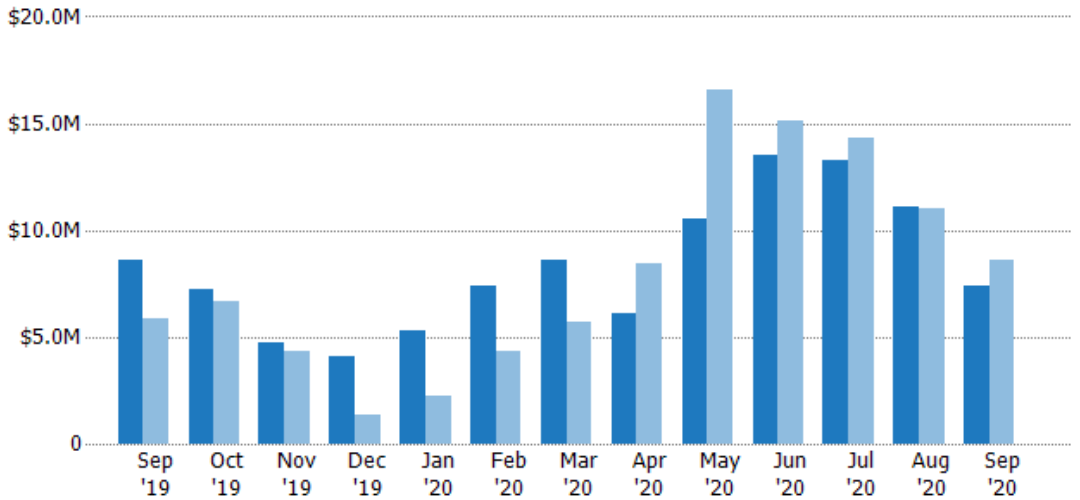
## New Listing Volume

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.
Sep '20	\$7.36M	-14.1%
Sep '19	\$8.57M	47%
Sep '18	\$5.83M	-2.7%



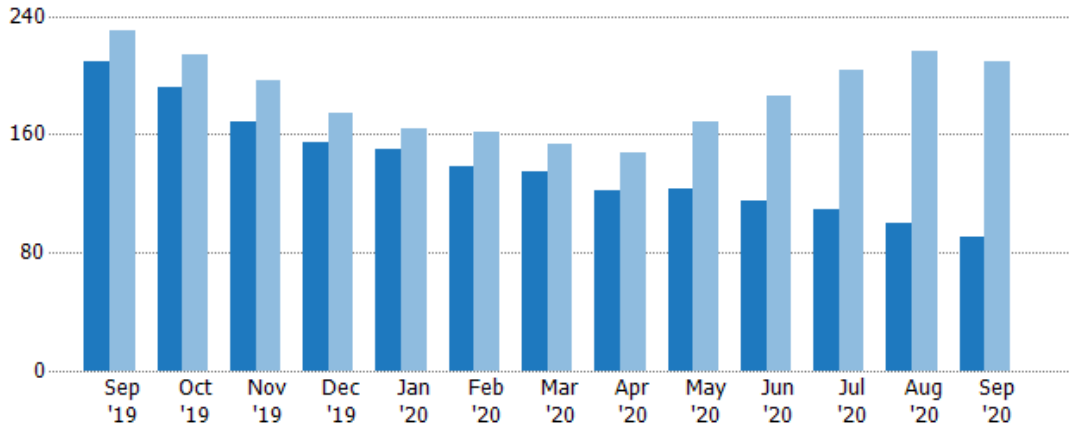
Current Year	\$8.57M	\$7.2M	\$4.75M	\$4.12M	\$5.28M	\$7.43M	\$8.62M	\$6.12M	\$10.5M	\$13.5M	\$13.2M	\$11.1M	\$7.36M
Prior Year	\$5.83M	\$6.68M	\$4.3M	\$1.39M	\$2.21M	\$4.33M	\$5.67M	\$8.47M	\$16.5M	\$15.1M	\$14.3M	\$11M	\$8.57M
Percent Change from Prior Year	47%	8%	10%	195%	139%	72%	52%	-28%	-36%	-10%	-7%	1%	-14%

## 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



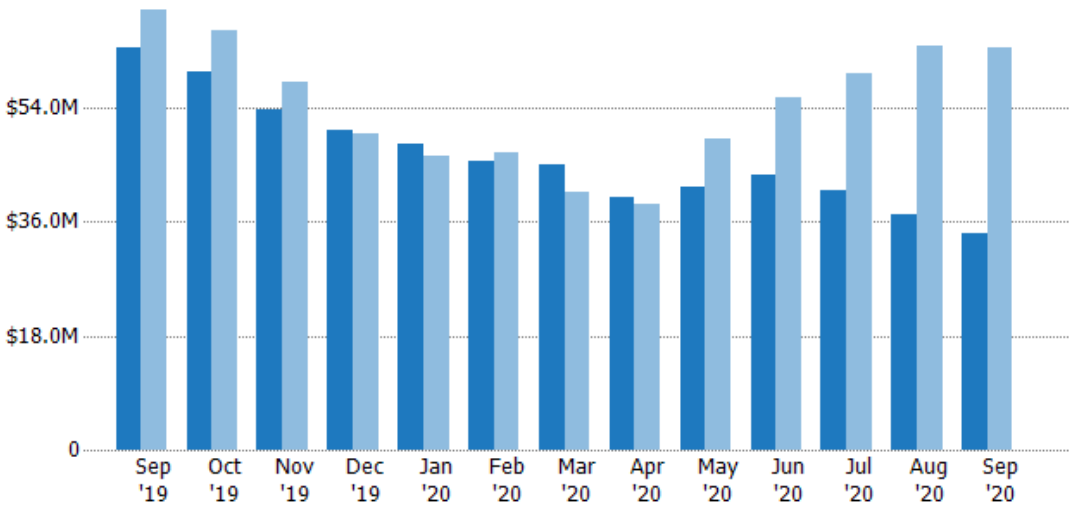
	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20
Current Year	209	192	169	155	150	138	135	122	123	115	109	100	90
Prior Year	230	214	197	174	164	161	153	147	169	186	204	216	209
Percent Change from Prior Year	-9%	-10%	-14%	-11%	-9%	-14%	-12%	-17%	-27%	-38%	-47%	-54%	-57%

## 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



	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20
Current Year	\$63.5M	\$59.5M	\$53.7M	\$50.4M	\$48.2M	\$45.5M	\$45.2M	\$39.8M	\$41.5M	\$43.3M	\$41M	\$37.1M	\$34.3M
Prior Year	\$69.6M	\$66.3M	\$58M	\$50M	\$46.3M	\$46.9M	\$40.6M	\$38.7M	\$49.1M	\$55.6M	\$59.4M	\$63.7M	\$63.5M
Percent Change from Prior Year	-9%	-10%	-8%	1%	4%	-3%	11%	3%	-15%	-22%	-31%	-42%	-46%

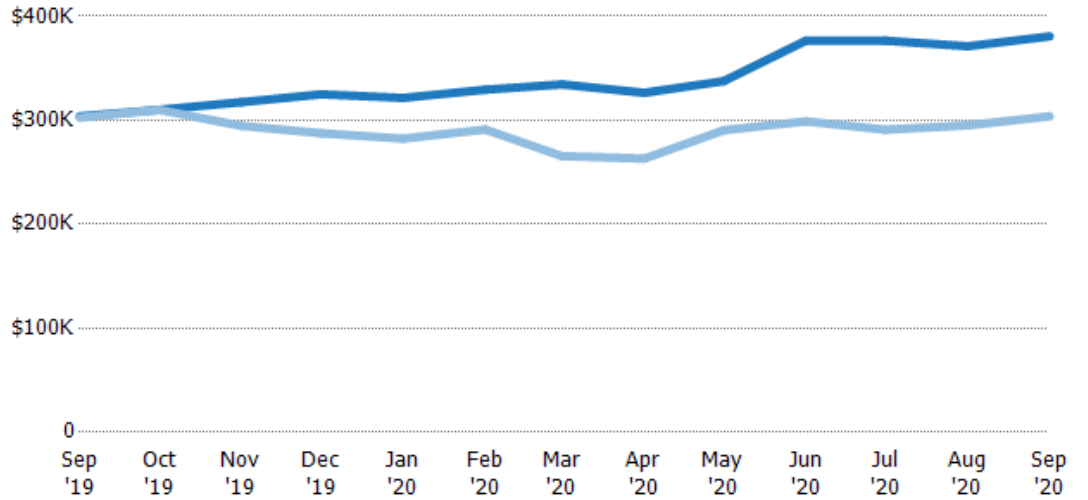
## Average Listing Price

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.
Sep '20	\$381K	25.3%
Sep '19	\$304K	0.4%
Sep '18	\$303K	-10.8%



Current Year	\$304K	\$310K	\$317K	\$325K	\$322K	\$329K	\$334K	\$326K	\$338K	\$377K	\$377K	\$371K	\$381K
Prior Year	\$303K	\$310K	\$295K	\$288K	\$282K	\$291K	\$265K	\$263K	\$290K	\$299K	\$291K	\$295K	\$304K
Percent Change from Prior Year	0%	0%	8%	13%	14%	13%	26%	24%	16%	26%	29%	26%	25%

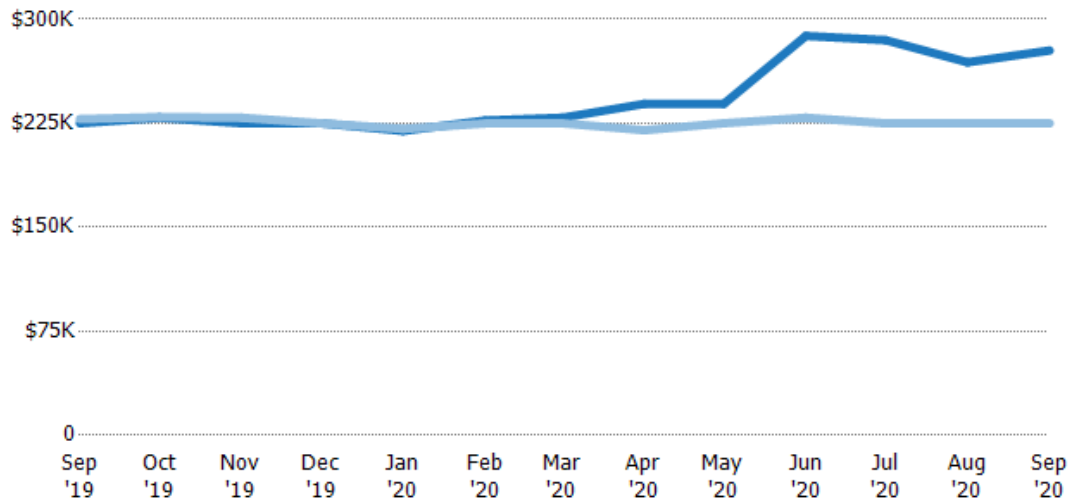
## Median Listing Price

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.
Sep '20	\$278K	23.3%
Sep '19	\$225K	-1.3%
Sep '18	\$228K	-7.9%



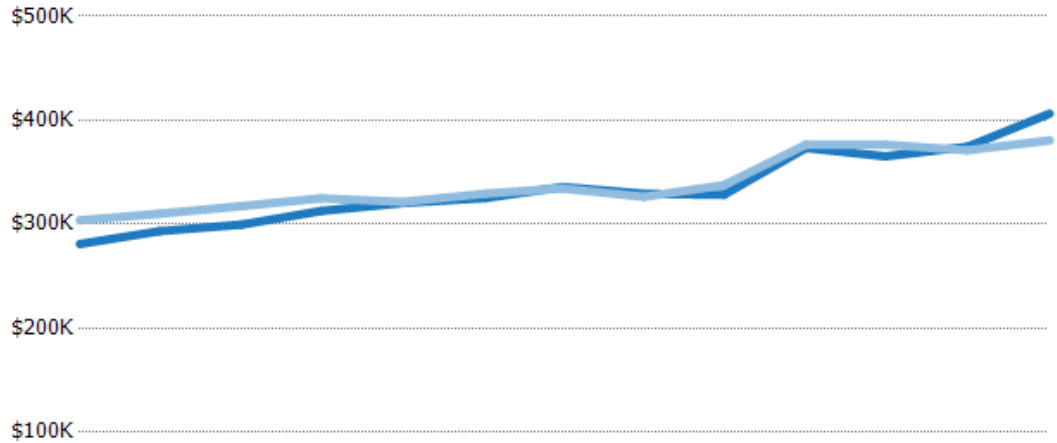
Current Year	\$225K	\$229K	\$225K	\$225K	\$220K	\$227K	\$229K	\$239K	\$239K	\$288K	\$285K	\$269K	\$278K
Prior Year	\$228K	\$229K	\$229K	\$225K	\$221K	\$225K	\$225K	\$220K	\$225K	\$229K	\$225K	\$225K	\$225K
Percent Change from Prior Year	-1%	0%	-2%	0%	-1%	1%	2%	9%	6%	26%	27%	20%	23%

## 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



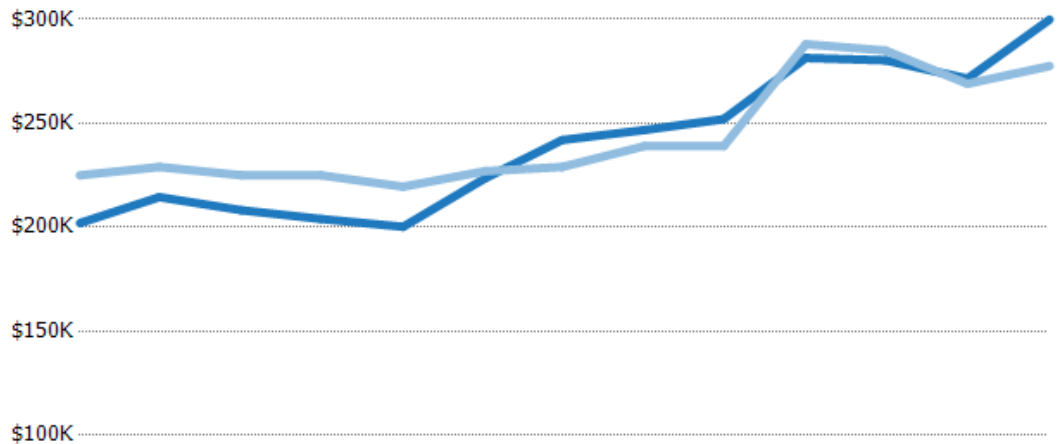
	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20
Avg Est Value	\$281K	\$293K	\$300K	\$313K	\$320K	\$325K	\$336K	\$329K	\$328K	\$373K	\$365K	\$375K	\$406K
Avg Listing Price	\$304K	\$310K	\$317K	\$325K	\$322K	\$329K	\$334K	\$326K	\$338K	\$377K	\$377K	\$371K	\$381K
Avg Listing Price as a % of Avg Est Value	108%	106%	106%	104%	100%	101%	100%	99%	103%	101%	103%	99%	94%

## 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



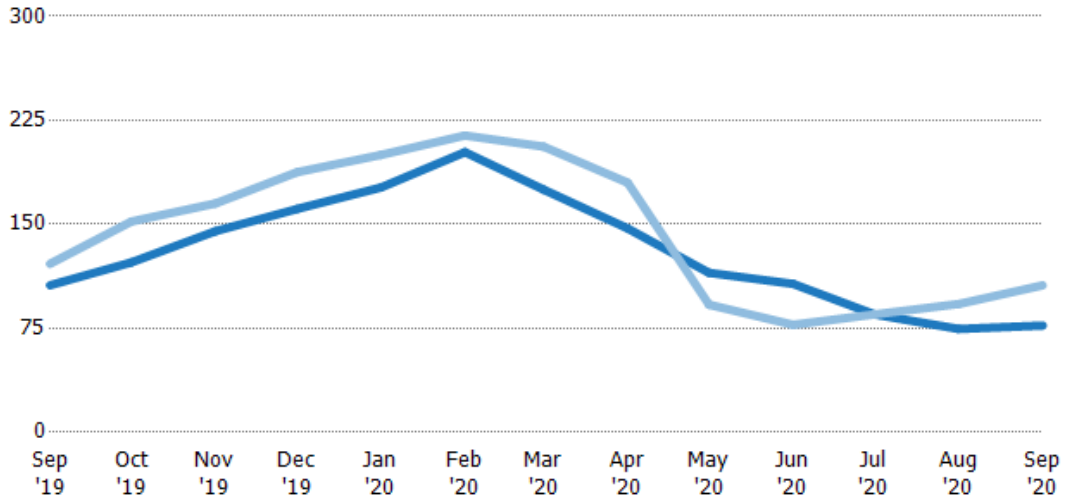
	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20
Median Est Value	\$202K	\$215K	\$208K	\$204K	\$200K	\$224K	\$242K	\$247K	\$252K	\$281K	\$280K	\$272K	\$300K
Median Listing Price	\$225K	\$229K	\$225K	\$225K	\$220K	\$227K	\$229K	\$239K	\$239K	\$288K	\$285K	\$269K	\$278K
Med Listing Price as a % of Med Est Value	111%	107%	108%	110%	110%	102%	95%	97%	95%	102%	102%	99%	93%

## 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



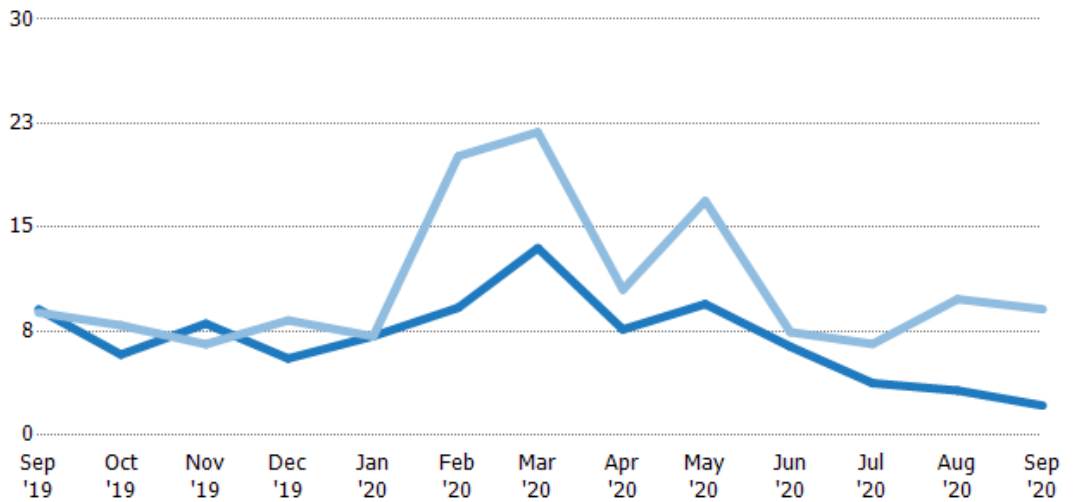
	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20
Current Year	106	123	145	161	177	202	175	147	115	107	85	74.5	77
Prior Year	122	152	165	188	200	214	206	180	92	77.5	85	92.5	106
Percent Change from Prior Year	-13%	-19%	-12%	-14%	-12%	-6%	-15%	-18%	25%	38%	0%	-19%	-27%

## 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



	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20
Current Year	9.09	5.82	8.05	5.54	7.14	9.2	13.5	7.63	9.46	6.39	3.76	3.23	2.14
Prior Year	8.85	7.93	6.57	8.29	7.13	20.1	21.9	10.5	16.9	7.44	6.58	9.82	9.09
Percent Change from Prior Year	3%	-27%	23%	-33%	0%	-54%	-38%	-27%	-44%	-14%	-43%	-67%	-76%

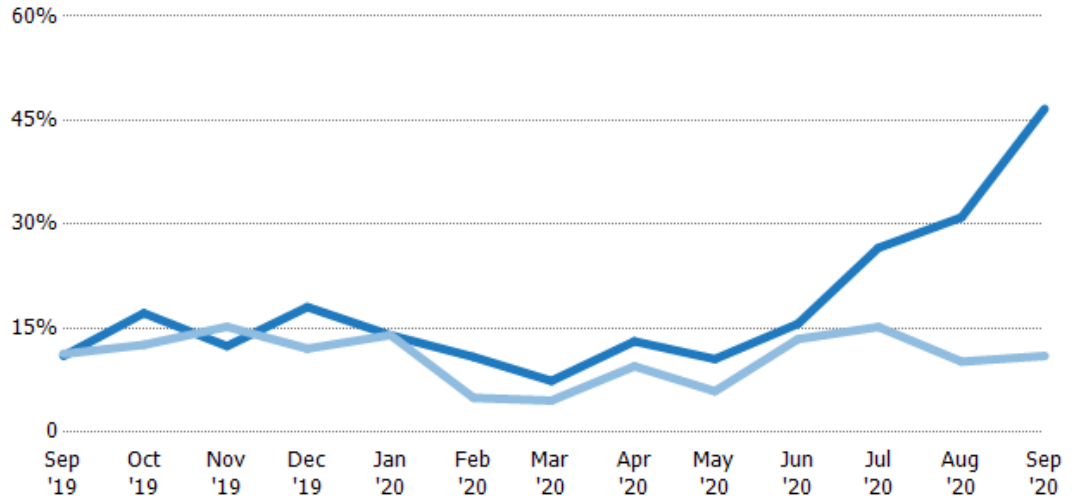
## Absorption Rate

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.
Sep '20	47%	-35.7%
Sep '19	11%	0.3%
Sep '18	11%	5.5%



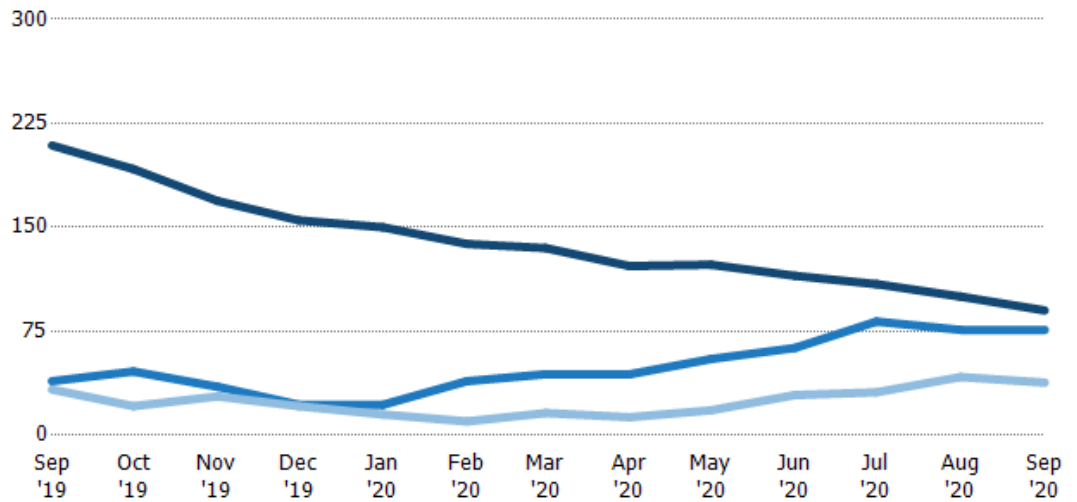
Current Year	11%	17%	12%	18%	14%	11%	7%	13%	11%	16%	27%	31%	47%
Prior Year	11%	13%	15%	12%	14%	5%	5%	10%	6%	13%	15%	10%	11%
Change from Prior Year	0%	-5%	3%	-6%	0%	-6%	-3%	-4%	-5%	-2%	-11%	-21%	-36%

## 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	209	192	169	155	150	138	135	122	123	115	109	100	90
Pending	39	46	35	22	22	39	44	44	55	63	82	76	76
Sold	33	21	28	21	15	10	16	13	18	29	31	42	38

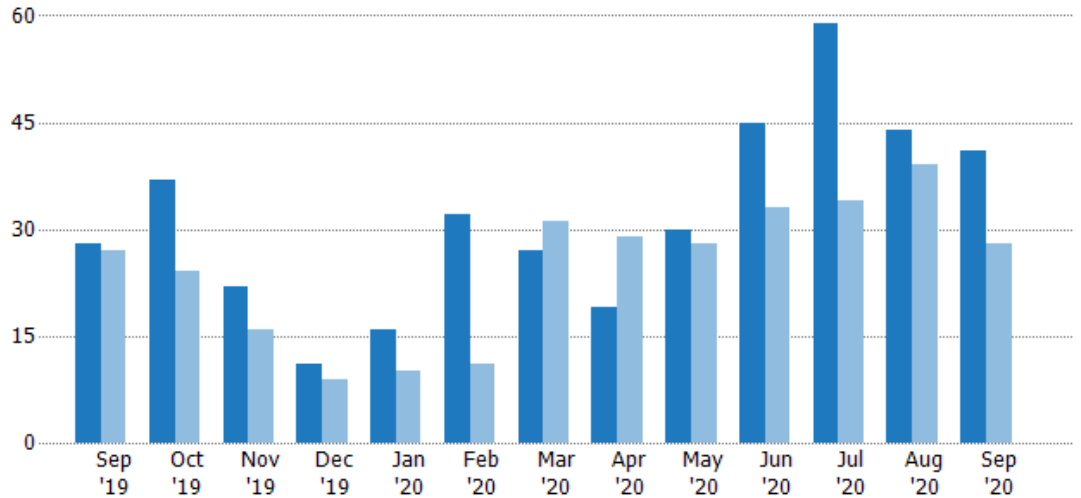
## New Pending Sales

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.
Sep '20	41	46.4%
Sep '19	28	3.7%
Sep '18	27	-22.2%



	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20
Current Year	28	37	22	11	16	32	27	19	30	45	59	44	41
Prior Year	27	24	16	9	10	11	31	29	28	33	34	39	28
Percent Change from Prior Year	4%	54%	38%	22%	60%	191%	-13%	-34%	7%	36%	74%	13%	46%

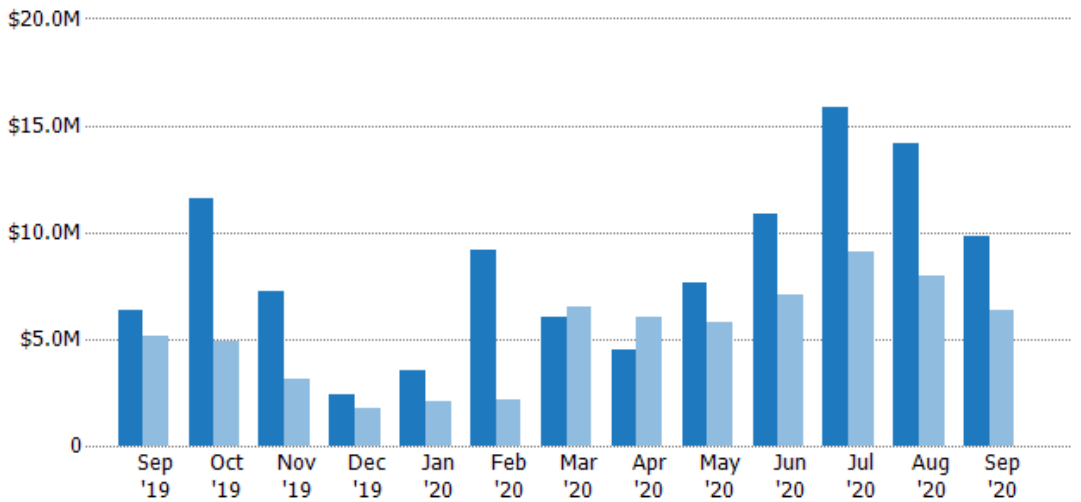
## New Pending Sales Volume

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.
Sep '20	\$9.84M	55.7%
Sep '19	\$6.32M	23.7%
Sep '18	\$5.11M	26.3%



	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20
Current Year	\$6.32M	\$11.6M	\$7.24M	\$2.37M	\$3.54M	\$9.2M	\$6.04M	\$4.53M	\$7.6M	\$10.8M	\$15.8M	\$14.2M	\$9.84M
Prior Year	\$5.11M	\$4.93M	\$3.15M	\$1.77M	\$2.09M	\$2.15M	\$6.52M	\$5.99M	\$5.81M	\$7.08M	\$9.05M	\$7.95M	\$6.32M
Percent Change from Prior Year	24%	136%	130%	34%	69%	328%	-7%	-24%	31%	53%	75%	79%	56%



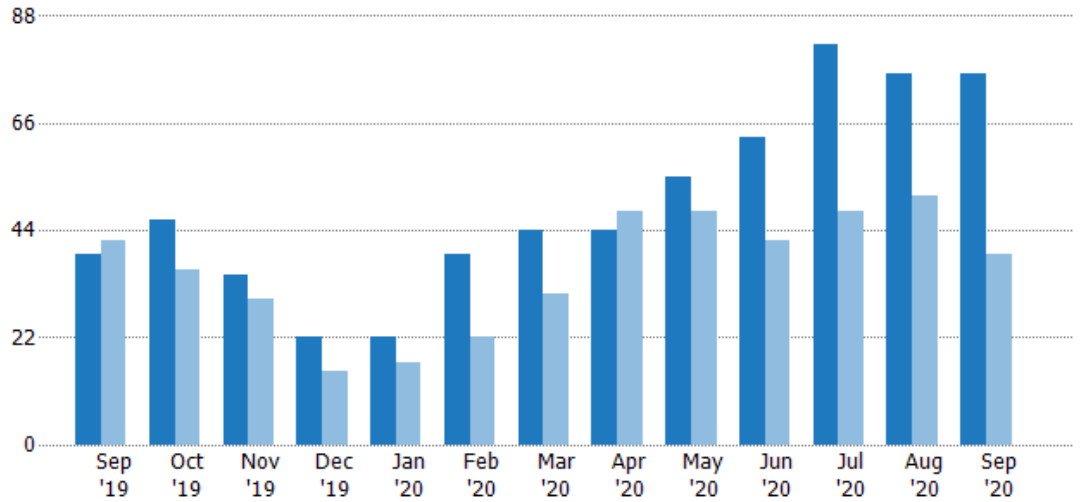
## Pending Sales

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.
Sep '20	76	94.9%
Sep '19	39	-7.1%
Sep '18	42	-4.8%



	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20
Current Year	39	46	35	22	22	39	44	44	55	63	82	76	76
Prior Year	42	36	30	15	17	22	31	48	48	42	48	51	39
Percent Change from Prior Year	-7%	28%	17%	47%	29%	77%	42%	-8%	15%	50%	71%	49%	95%

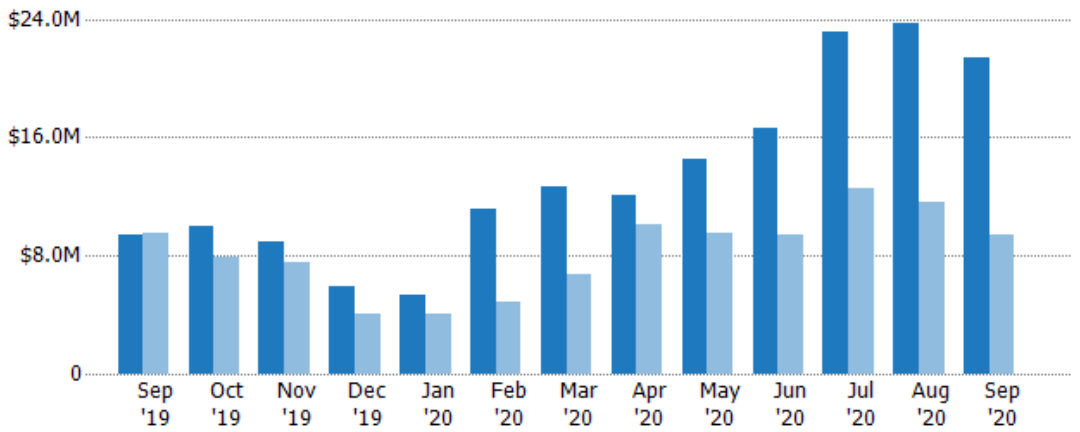
## Pending Sales Volume

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.
Sep '20	\$21.3M	126.8%
Sep '19	\$9.41M	-1.6%
Sep '18	\$9.56M	20.3%



	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20
Current Year	\$9.41M	\$10M	\$8.96M	\$5.94M	\$5.33M	\$11.2M	\$12.7M	\$12.1M	\$14.5M	\$16.7M	\$23.2M	\$23.7M	\$21.3M
Prior Year	\$9.56M	\$7.9M	\$7.53M	\$4.03M	\$4.05M	\$4.92M	\$6.78M	\$10.1M	\$9.51M	\$9.36M	\$12.5M	\$11.6M	\$9.41M
Percent Change from Prior Year	-2%	27%	19%	47%	32%	128%	87%	19%	53%	78%	85%	105%	127%

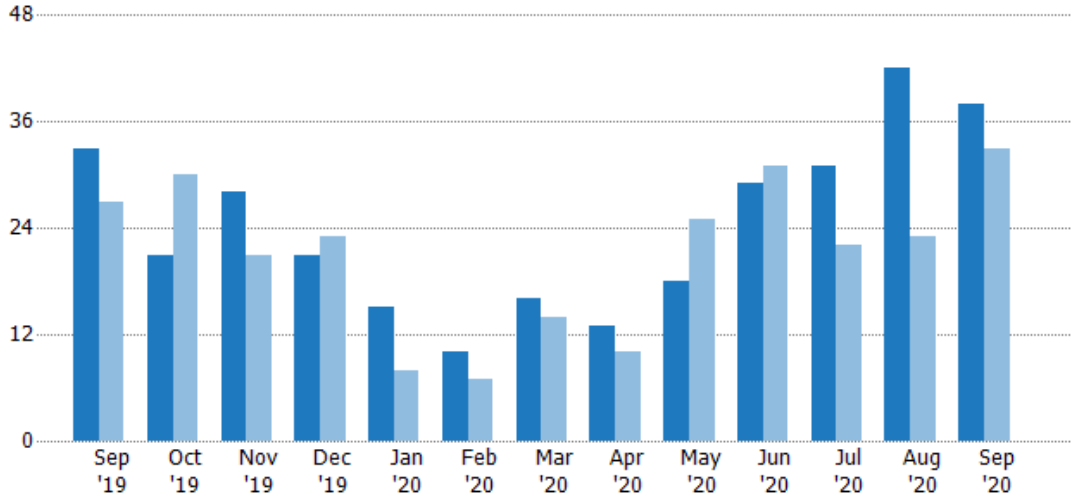
## Closed Sales

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.
Sep '20	38	15.2%
Sep '19	33	22.2%
Sep '18	27	-3.7%



	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20
Current Year	33	21	28	21	15	10	16	13	18	29	31	42	38
Prior Year	27	30	21	23	8	7	14	10	25	31	22	23	33
Percent Change from Prior Year	22%	-30%	33%	-9%	88%	43%	14%	30%	-28%	-6%	41%	83%	15%

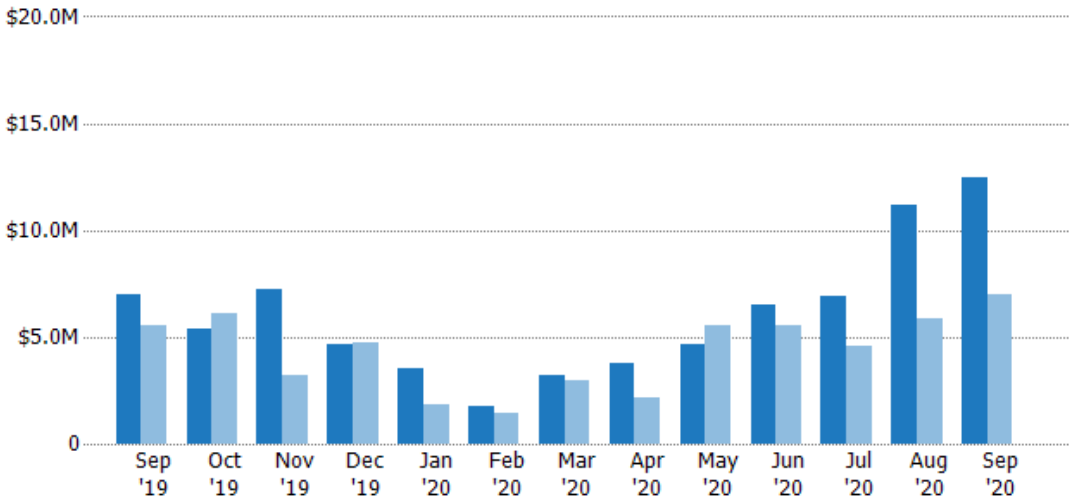
## Closed Sales Volume

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.
Sep '20	\$12.4M	78.7%
Sep '19	\$6.95M	25.8%
Sep '18	\$5.53M	1.2%



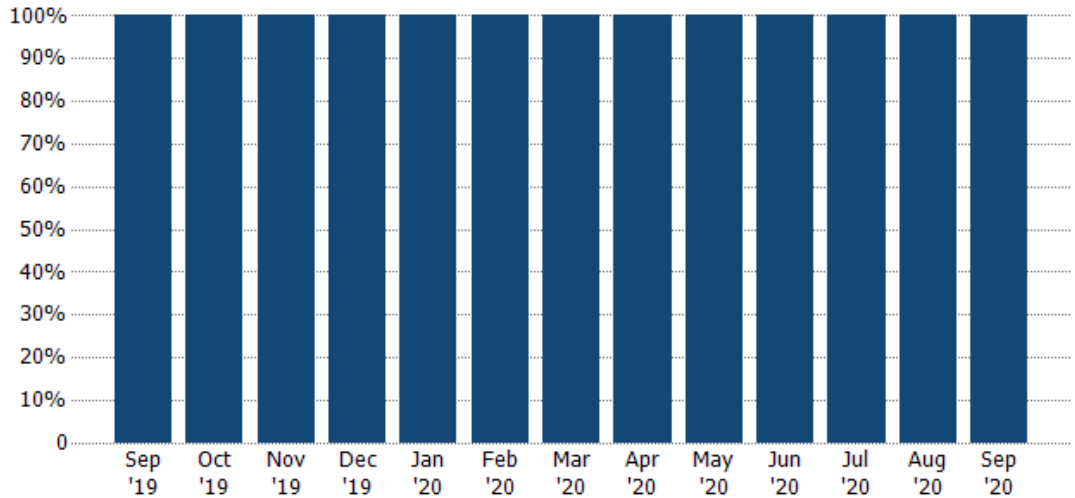
	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20
Current Year	\$6.95M	\$5.39M	\$7.21M	\$4.62M	\$3.56M	\$1.73M	\$3.21M	\$3.76M	\$4.62M	\$6.49M	\$6.89M	\$11.2M	\$12.4M
Prior Year	\$5.53M	\$6.12M	\$3.23M	\$4.75M	\$1.82M	\$1.42M	\$2.95M	\$2.19M	\$5.55M	\$5.57M	\$4.55M	\$5.85M	\$6.95M
Percent Change from Prior Year	26%	-12%	123%	-3%	96%	22%	9%	72%	-17%	17%	51%	91%	79%

## 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



Single Family Residence

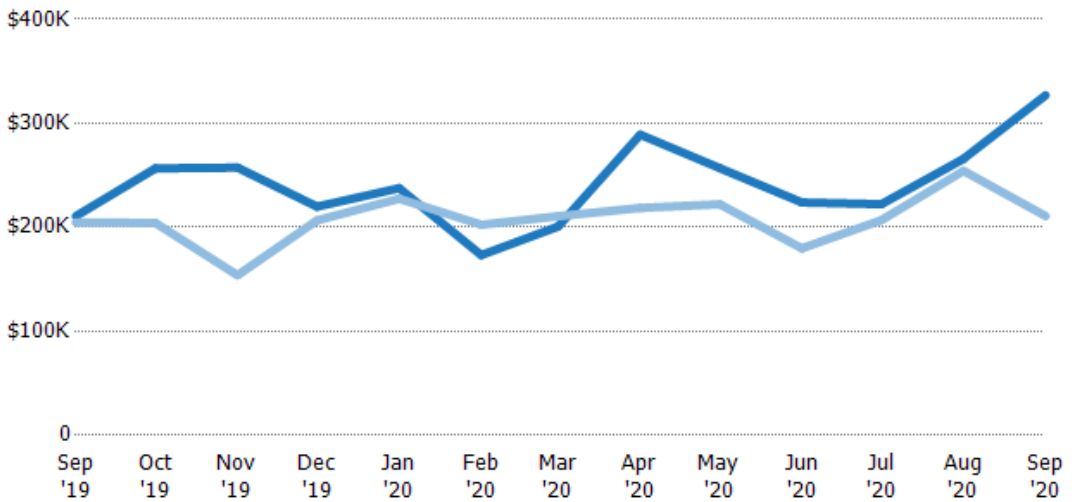
100% 100% 100% 100% 100% 100% 100% 100% 100% 100% 100% 100% 100%

## 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

\$211K \$257K \$257K \$220K \$238K \$173K \$201K \$289K \$257K \$224K \$222K \$266K \$327K

Prior Year

\$205K \$204K \$154K \$207K \$227K \$202K \$211K \$219K \$222K \$180K \$207K \$254K \$211K

Percent Change from Prior Year

3% 26% 67% 6% 4% -14% -5% 32% 16% 25% 7% 5% 55%

Month/Year	Price	% Chg.
Sep '20	\$327K	55.2%
Sep '19	\$211K	2.9%
Sep '18	\$205K	5%

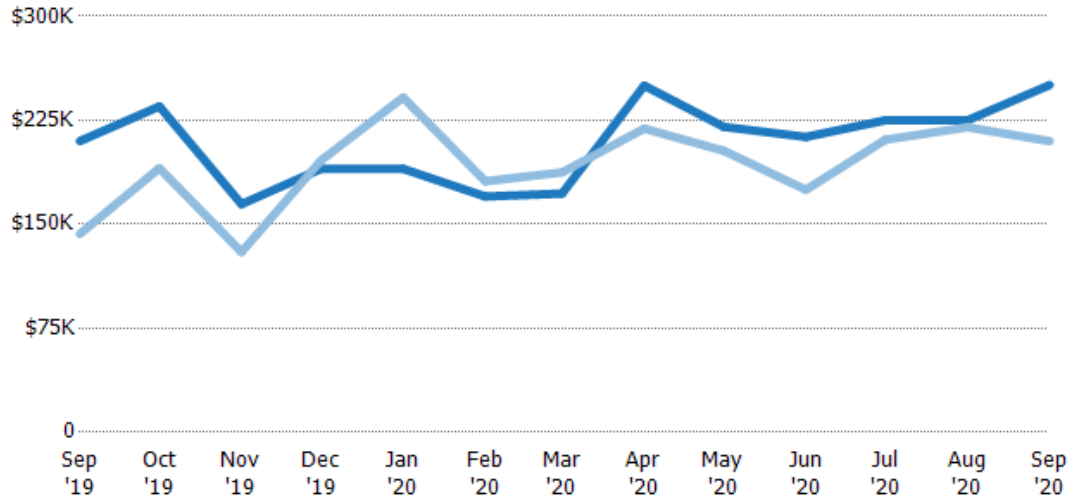
## Median Sales Price

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.
Sep '20	\$250K	19.3%
Sep '19	\$210K	46.9%
Sep '18	\$143K	34.8%



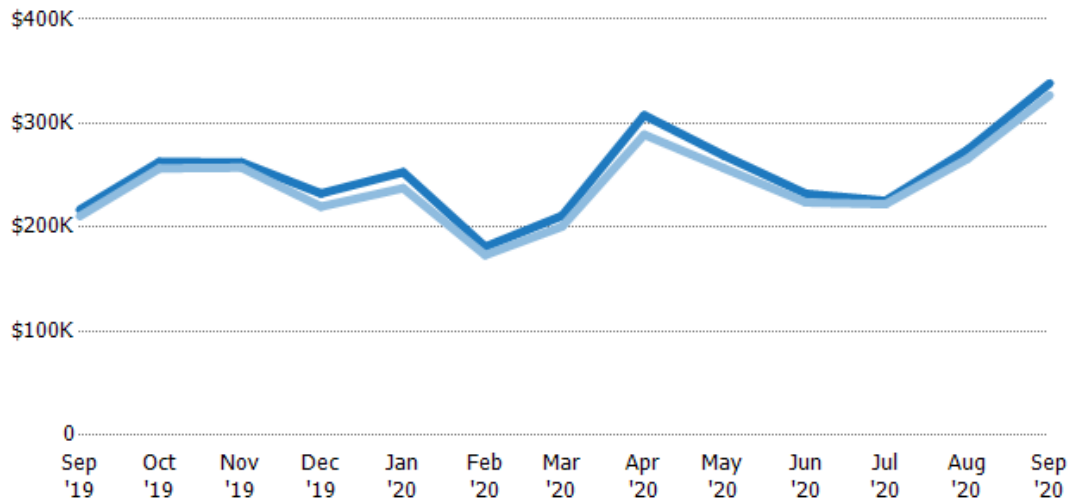
Current Year	\$210K	\$235K	\$165K	\$190K	\$190K	\$170K	\$172K	\$250K	\$220K	\$213K	\$225K	\$225K	\$250K
Prior Year	\$143K	\$191K	\$130K	\$196K	\$242K	\$181K	\$187K	\$219K	\$203K	\$175K	\$211K	\$220K	\$210K
Percent Change from Prior Year	47%	23%	27%	-3%	-21%	-6%	-8%	14%	9%	22%	7%	2%	19%

## 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



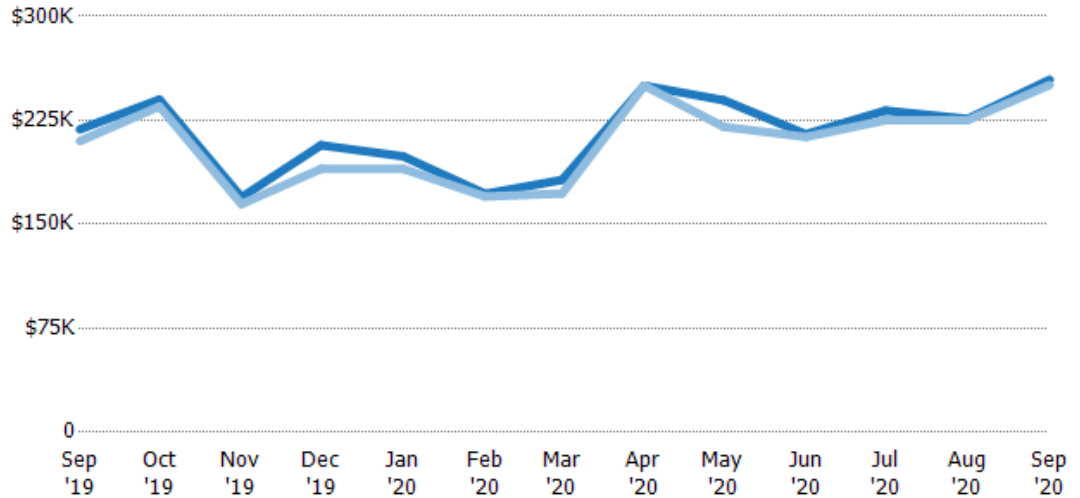
Avg List Price	\$217K	\$263K	\$262K	\$232K	\$253K	\$181K	\$211K	\$308K	\$269K	\$232K	\$225K	\$274K	\$338K
Avg Sales Price	\$211K	\$257K	\$257K	\$220K	\$238K	\$173K	\$201K	\$289K	\$257K	\$224K	\$222K	\$266K	\$327K
Avg Sales Price as a % of Avg List Price	97%	98%	98%	95%	94%	96%	95%	94%	95%	96%	99%	97%	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



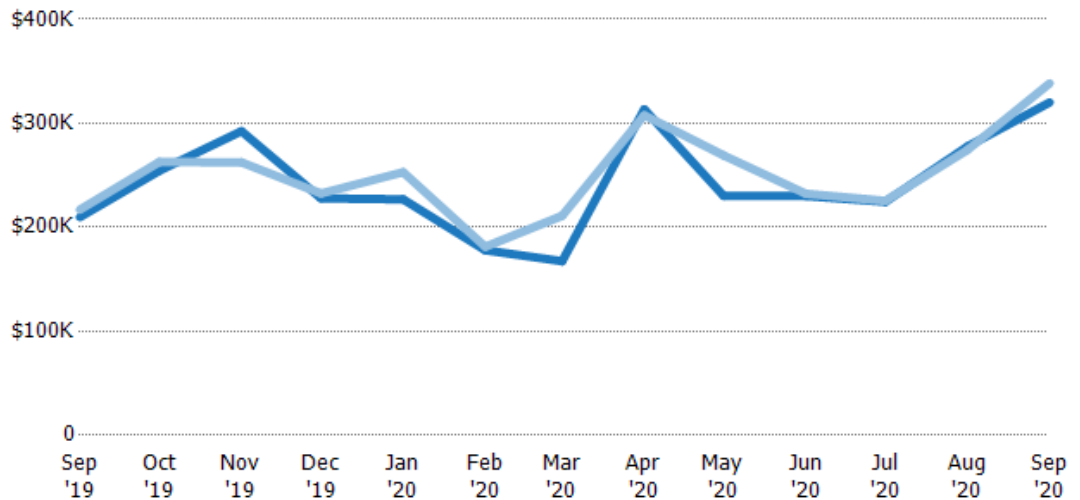
	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20
Median List Price	\$219K	\$240K	\$170K	\$207K	\$199K	\$172K	\$182K	\$250K	\$239K	\$215K	\$232K	\$226K	\$254K
Median Sales Price	\$210K	\$235K	\$165K	\$190K	\$190K	\$170K	\$172K	\$250K	\$220K	\$213K	\$225K	\$225K	\$250K
Med Sales Price as a % of Med List Price	96%	98%	97%	92%	95%	99%	95%	100%	92%	99%	97%	100%	99%

## 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



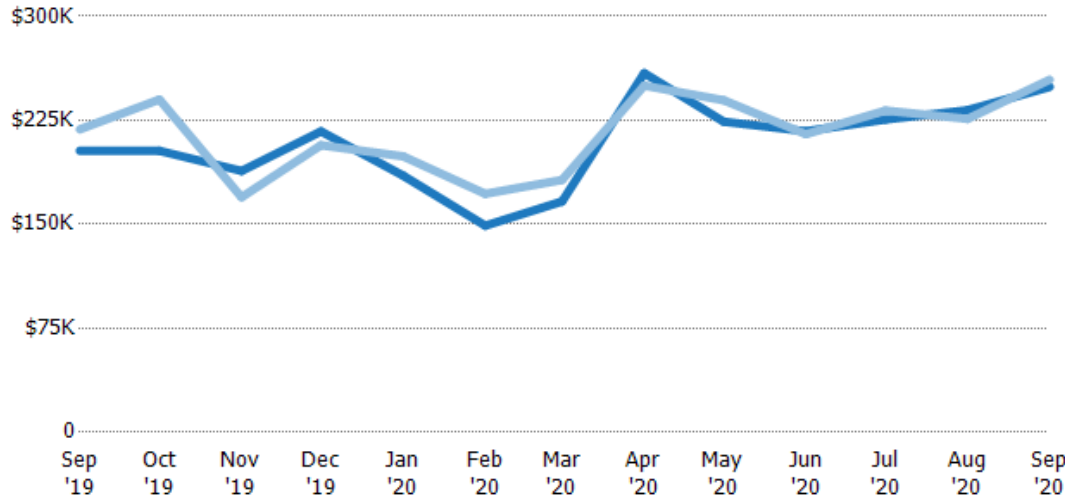
	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20
Avg Est Value	\$210K	\$254K	\$292K	\$228K	\$227K	\$178K	\$167K	\$313K	\$230K	\$230K	\$224K	\$278K	\$320K
Avg Sales Price	\$217K	\$263K	\$262K	\$232K	\$253K	\$181K	\$211K	\$308K	\$269K	\$232K	\$225K	\$274K	\$338K
Avg Sales Price as a % of Avg Est Value	103%	103%	90%	102%	112%	102%	126%	98%	117%	101%	100%	99%	106%

## 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



	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20
Median Est Value	\$203K	\$203K	\$189K	\$217K	\$185K	\$149K	\$166K	\$259K	\$224K	\$217K	\$226K	\$232K	\$249K
Median Sales Price	\$219K	\$240K	\$170K	\$207K	\$199K	\$172K	\$182K	\$250K	\$239K	\$215K	\$232K	\$226K	\$254K
Med Sales Price as a % of Med Est Value	108%	118%	90%	95%	108%	115%	109%	97%	107%	99%	103%	97%	102%