

## 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	Oct 2020	Oct 2019	+ / -	YTD 2020	YTD 2019	+ / -
<b>Listing Activity Charts Metrics</b>						
New Listing Count	27	28	-3.6%	314	354	-11.3%
New Listing Volume	\$8,663,399	\$7,196,500	+20.4%	\$93,074,553	\$95,272,175	-2.3%
Active Listing Count	80	192	-58.3%	N/A	N/A	
Active Listing Volume	\$32,150,958	\$61,126,175	-47.4%	N/A	N/A	
Average Listing Price	\$401,887	\$318,365	+26.2%	\$350,227	\$296,816	+18%
Median Listing Price	\$284,500	\$229,000	+24.2%	\$252,329	\$225,728	+11.8%
Median Days in RPR	76.5	121.5	-37%	108.72	114.89	-5.4%
Months of Inventory	2.1	5.8	-63.8%	6	8.2	-25.9%
Absorption Rate	47.5%	17.19%	+30.3%	16.54%	12.26%	+4.3%
<b>Sales Activity Charts Metrics</b>						
New Pending Sales Count	37	37	+/-	350	279	+25.4%
New Pending Sales Volume	\$9,293,395	\$11,602,075	-19.9%	\$90,915,595	\$64,453,453	+41.1%
Pending Sales Count	65	46	+41.3%	N/A	N/A	
Pending Sales Volume	\$17,062,395	\$10,032,500	+70.1%	N/A	N/A	
Closed Sales Count	33	22	+50%	246	194	+26.8%
Closed Sales Volume	\$8,926,500	\$5,536,442	+61.2%	\$62,993,377	\$42,282,082	+49%
Average Sales Price	\$270,500	\$251,656	+7.5%	\$256,071	\$217,949	+17.5%
Median Sales Price	\$255,000	\$219,750	+16%	\$224,318	\$205,498	+9.2%

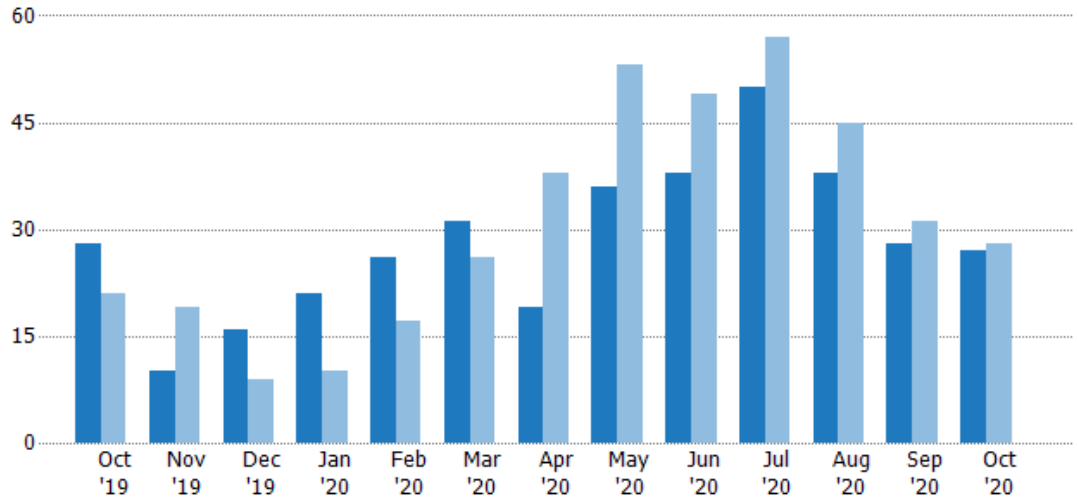
## New Listings

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.
Oct '20	27	-3.6%
Oct '19	28	33.3%
Oct '18	21	-4.8%



Current Year	28	10	16	21	26	31	19	36	38	50	38	28	27
Prior Year	21	19	9	10	17	26	38	53	49	57	45	31	28
Percent Change from Prior Year	33%	-47%	78%	110%	53%	19%	-50%	-32%	-22%	-12%	-16%	-10%	-4%

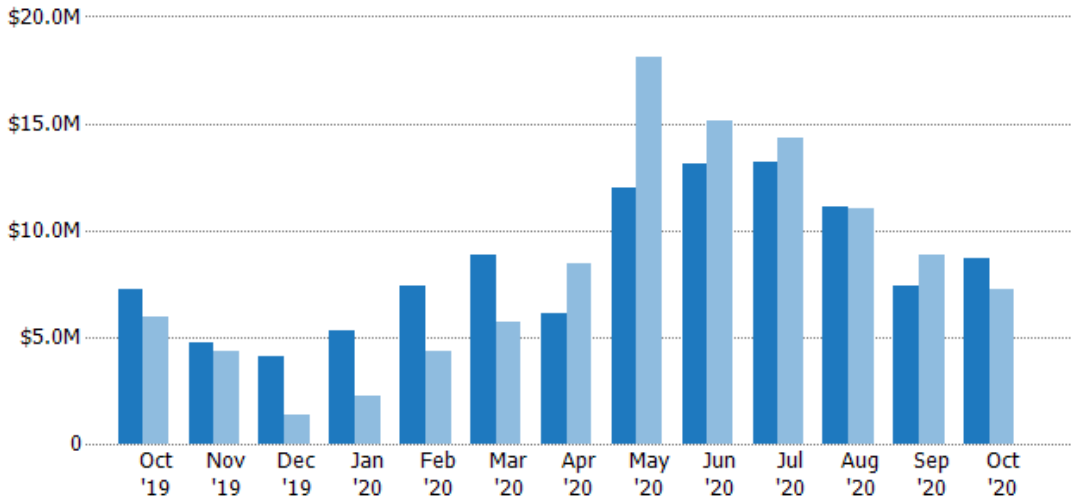
## New Listing Volume

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.
Oct '20	\$8.66M	20.4%
Oct '19	\$7.2M	20.7%
Oct '18	\$5.96M	-37.3%



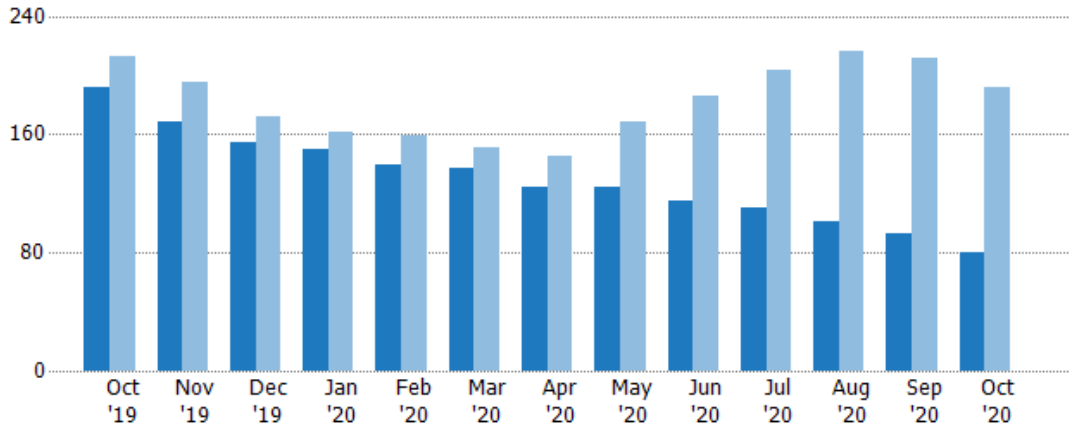
Current Year	\$7.2M	\$4.75M	\$4.12M	\$5.28M	\$7.36M	\$8.82M	\$6.1M	\$12M	\$13.1M	\$13.2M	\$11.1M	\$7.36M	\$8.66M
Prior Year	\$5.96M	\$4.3M	\$1.39M	\$2.21M	\$4.33M	\$5.67M	\$8.47M	\$18.1M	\$15.1M	\$14.3M	\$11M	\$8.86M	\$7.2M
Percent Change from Prior Year	21%	10%	195%	139%	70%	56%	-28%	-34%	-13%	-8%	1%	-17%	20%

## 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



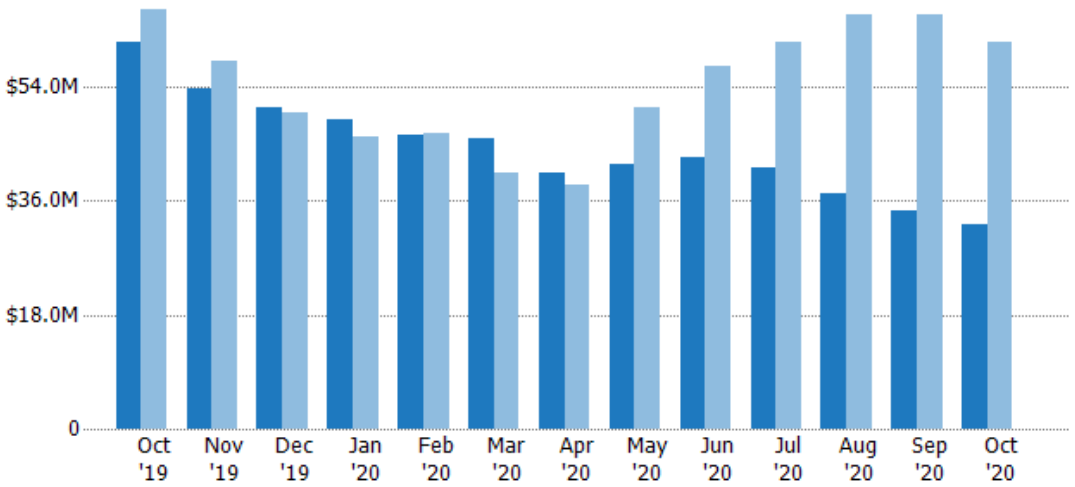
	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20
Current Year	192	168	155	150	139	137	124	124	115	110	101	93	80
Prior Year	213	195	172	162	159	151	145	169	186	204	216	211	192
Percent Change from Prior Year	-10%	-14%	-10%	-7%	-13%	-9%	-14%	-27%	-38%	-46%	-53%	-56%	-58%

## 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



	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20
Current Year	\$61.1M	\$53.7M	\$50.6M	\$48.7M	\$46.3M	\$45.8M	\$40.5M	\$41.8M	\$42.9M	\$41.1M	\$37.1M	\$34.4M	\$32.2M
Prior Year	\$66.3M	\$57.9M	\$49.9M	\$46.2M	\$46.8M	\$40.5M	\$38.6M	\$50.7M	\$57.2M	\$61M	\$65.3M	\$65.4M	\$61.1M
Percent Change from Prior Year	-8%	-7%	1%	5%	-1%	13%	5%	-18%	-25%	-33%	-43%	-47%	-47%

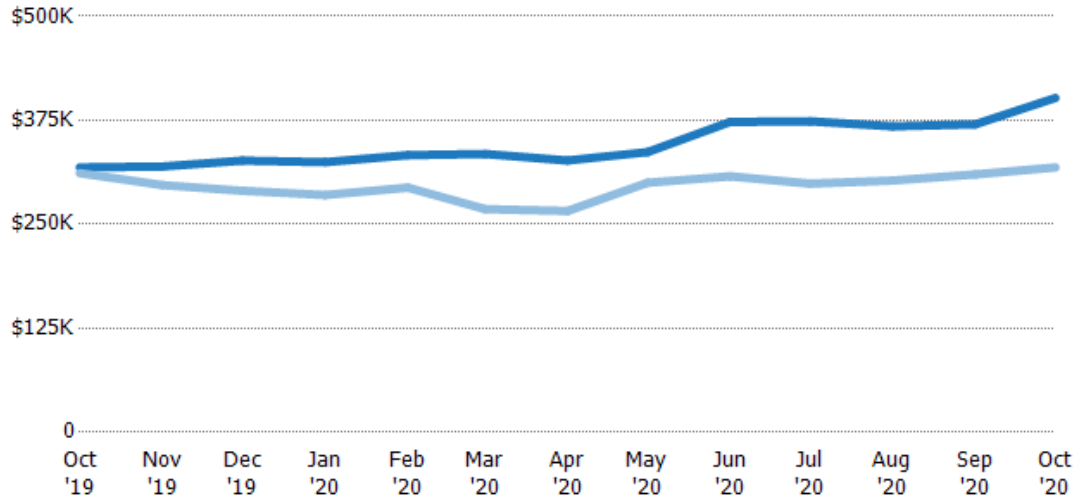
## Average Listing Price

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.
Oct '20	\$402K	26.2%
Oct '19	\$318K	2.2%
Oct '18	\$311K	-8.6%



Current Year	\$318K	\$319K	\$326K	\$325K	\$333K	\$335K	\$327K	\$337K	\$373K	\$374K	\$368K	\$370K	\$402K
Prior Year	\$311K	\$297K	\$290K	\$285K	\$294K	\$268K	\$266K	\$300K	\$308K	\$299K	\$303K	\$310K	\$318K
Percent Change from Prior Year	2%	8%	12%	14%	13%	25%	23%	12%	21%	25%	22%	19%	26%

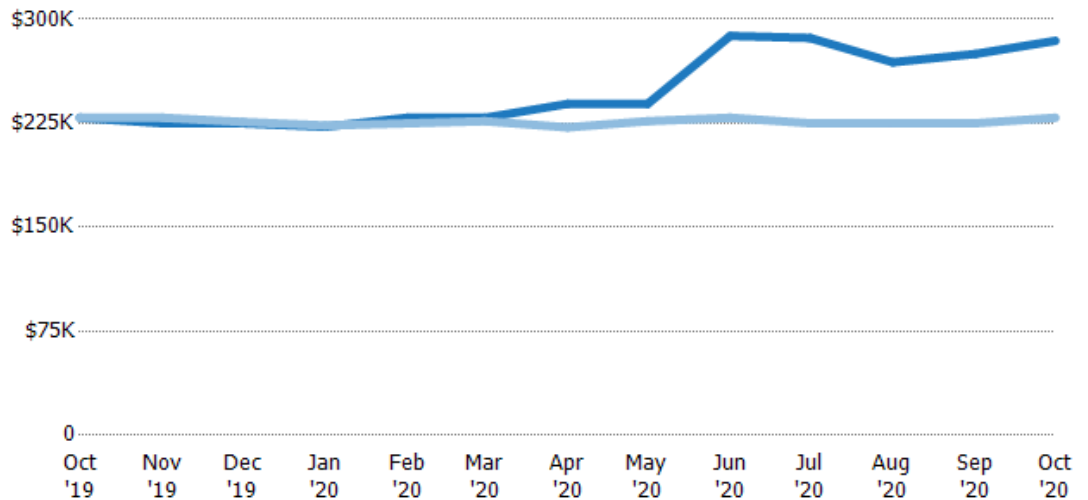
## Median Listing Price

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.
Oct '20	\$285K	24.2%
Oct '19	\$229K	0%
Oct '18	\$229K	-7.2%



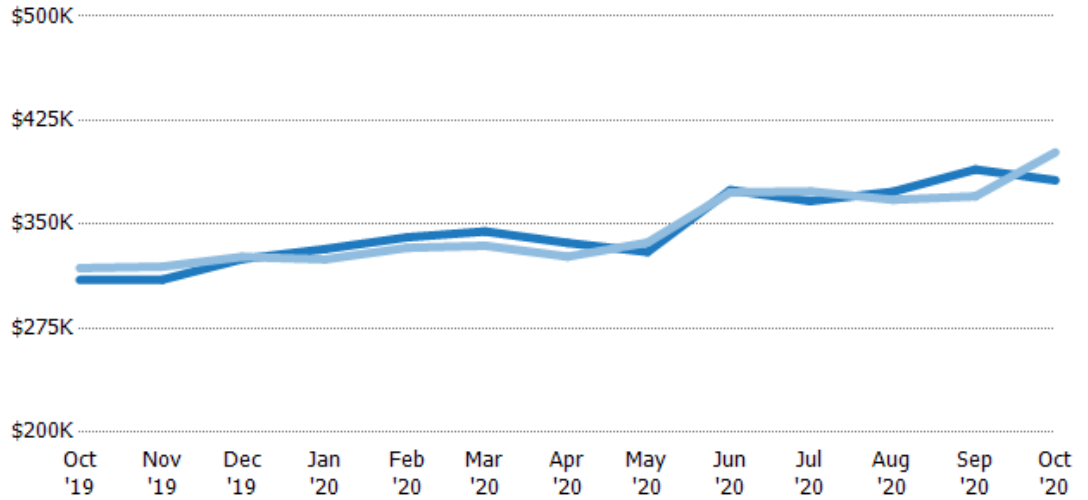
Current Year	\$229K	\$225K	\$225K	\$222K	\$229K	\$229K	\$239K	\$239K	\$288K	\$287K	\$269K	\$275K	\$285K
Prior Year	\$229K	\$229K	\$226K	\$223K	\$225K	\$227K	\$222K	\$227K	\$229K	\$225K	\$225K	\$225K	\$229K
Percent Change from Prior Year	0%	-2%	0%	0%	2%	1%	8%	6%	26%	27%	20%	22%	24%

## 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

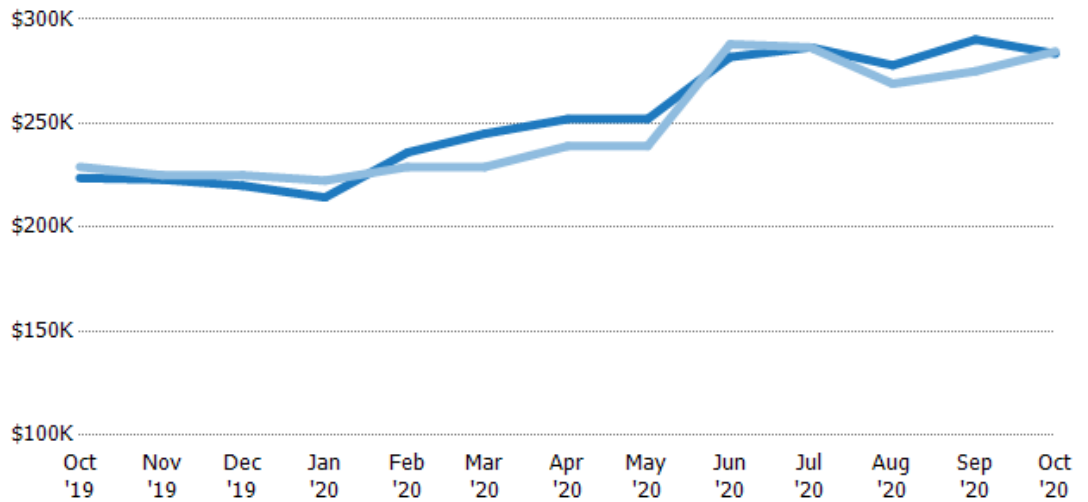


## Median Listing Price vs Median Est Value

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

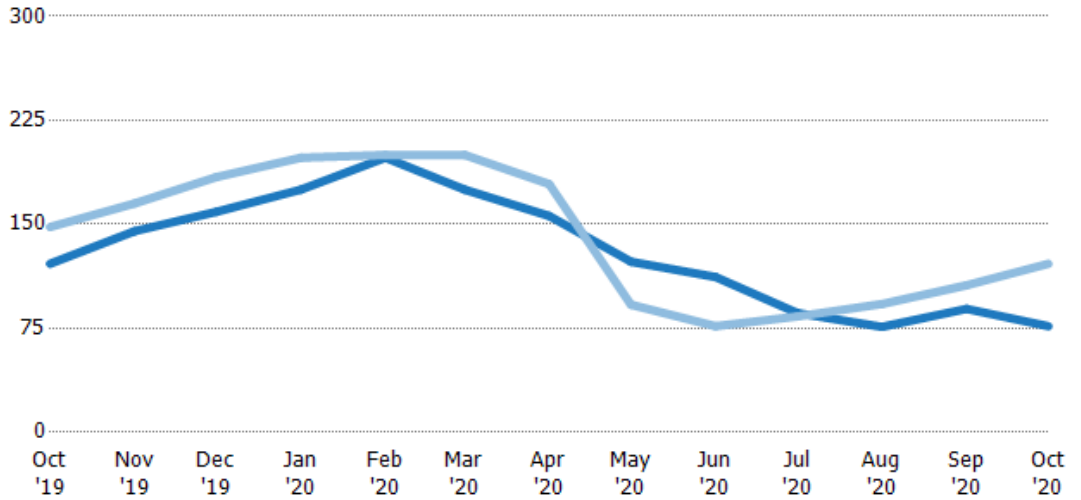


## Median Days in RPR

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



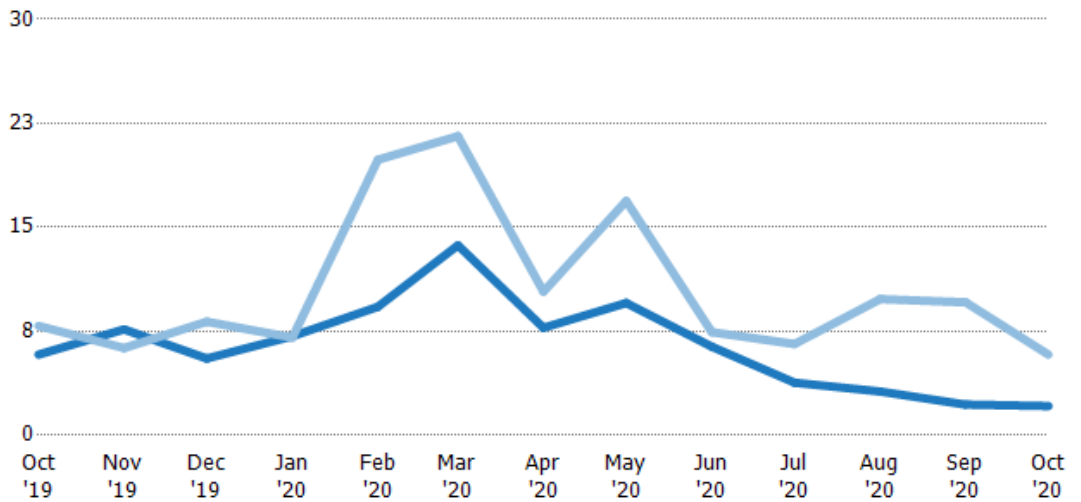
	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20
Current Year	122	145	159	175	198	175	156	123	112	86	76	89	76.5
Prior Year	148	165	184	198	200	200	179	92	76.5	83.5	92.5	106	122
Percent Change from Prior Year	-18%	-12%	-14%	-12%	-1%	-13%	-13%	34%	46%	3%	-18%	-16%	-37%

## 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



	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20
Current Year	5.82	7.64	5.54	7.14	9.27	13.7	7.75	9.54	6.39	3.79	3.16	2.21	2.11
Prior Year	7.89	6.29	8.19	7.04	19.9	21.6	10.4	16.9	7.44	6.58	9.82	9.59	5.82
Percent Change from Prior Year	-26%	21%	-32%	1%	-53%	-36%	-25%	-44%	-14%	-42%	-68%	-77%	-64%

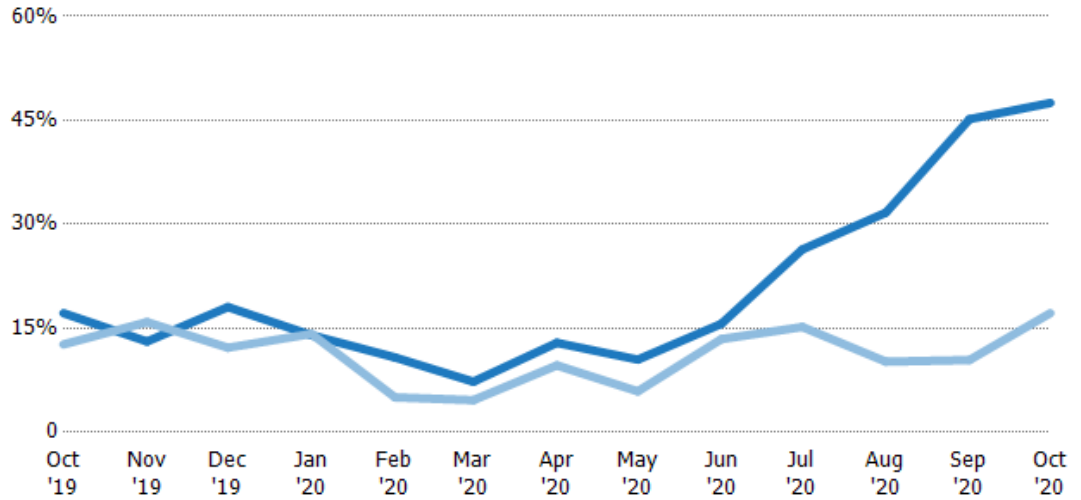
## Absorption Rate

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.
Oct '20	48%	-30.3%
Oct '19	17%	-4.5%
Oct '18	13%	-4.3%



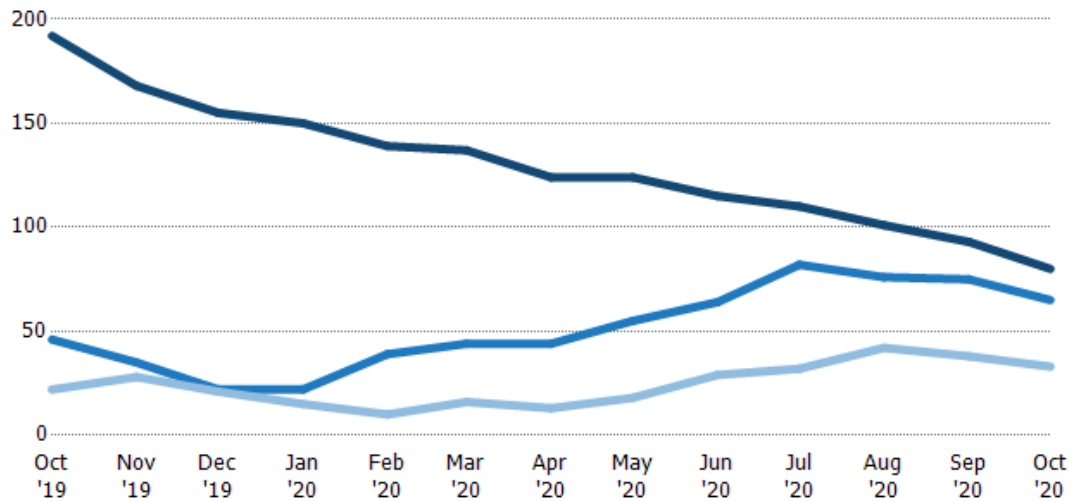
Current Year	17%	13%	18%	14%	11%	7%	13%	10%	16%	26%	32%	45%	48%
Prior Year	13%	16%	12%	14%	5%	5%	10%	6%	13%	15%	10%	10%	17%
Change from Prior Year	-5%	3%	-6%	0%	-6%	-3%	-3%	-5%	-2%	-11%	-22%	-35%	-30%

## 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	192	168	155	150	139	137	124	124	115	110	101	93	80
Pending	46	35	22	22	39	44	44	55	64	82	76	75	65
Sold	22	28	21	15	10	16	13	18	29	32	42	38	33

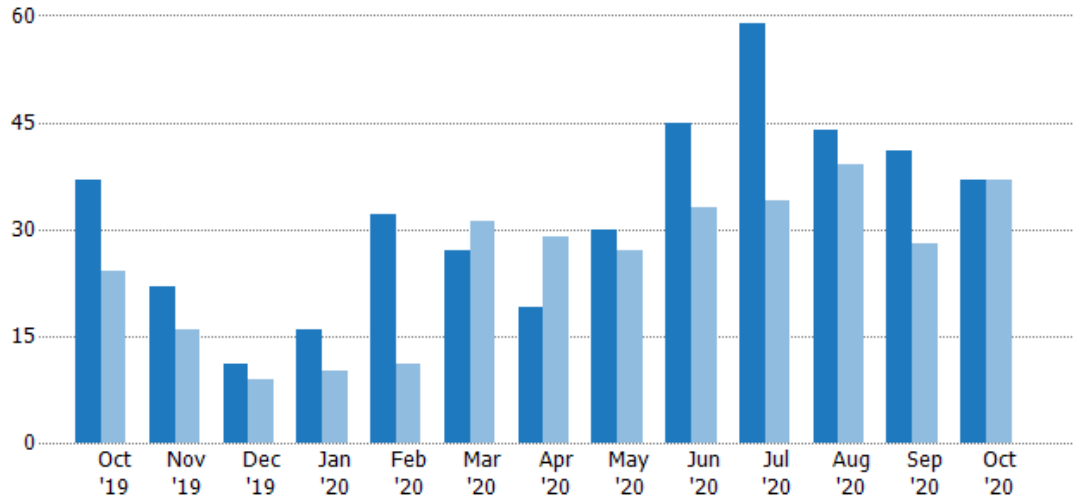
## New Pending Sales

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

Month/Year	Count	% Chg.
Oct '20	37	0%
Oct '19	37	54.2%
Oct '18	24	0%



	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20
Current Year	37	22	11	16	32	27	19	30	45	59	44	41	37
Prior Year	24	16	9	10	11	31	29	27	33	34	39	28	37
Percent Change from Prior Year	54%	38%	22%	60%	191%	-13%	-34%	11%	36%	74%	13%	46%	0%

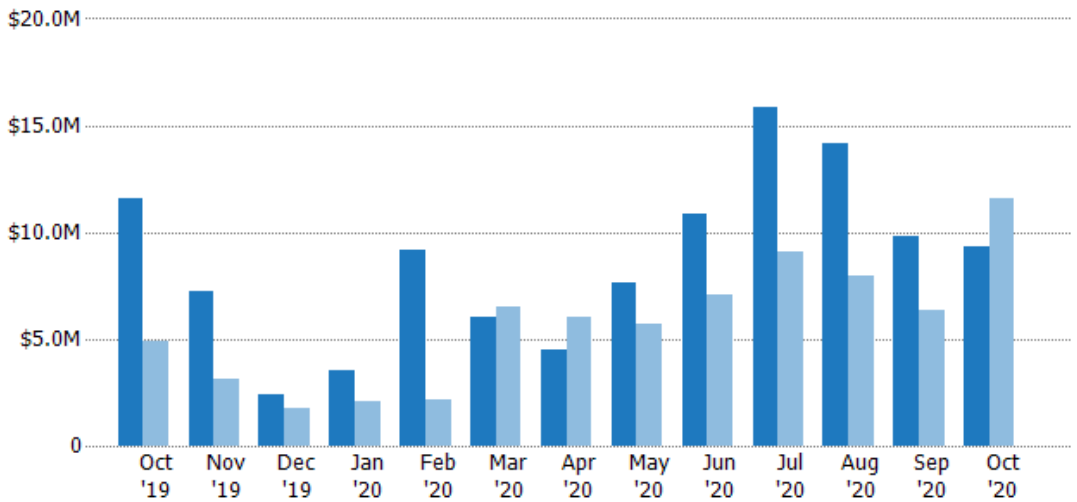
## New Pending Sales Volume

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.
Oct '20	\$9.29M	-19.9%
Oct '19	\$11.6M	135.5%
Oct '18	\$4.93M	-12%



	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20
Current Year	\$11.6M	\$7.24M	\$2.37M	\$3.54M	\$9.2M	\$6.04M	\$4.53M	\$7.6M	\$10.8M	\$15.8M	\$14.2M	\$9.84M	\$9.29M
Prior Year	\$4.93M	\$3.15M	\$1.77M	\$2.09M	\$2.15M	\$6.52M	\$5.99M	\$5.69M	\$7.08M	\$9.05M	\$7.95M	\$6.32M	\$11.6M
Percent Change from Prior Year	136%	130%	34%	69%	328%	-7%	-24%	34%	53%	75%	79%	56%	-20%



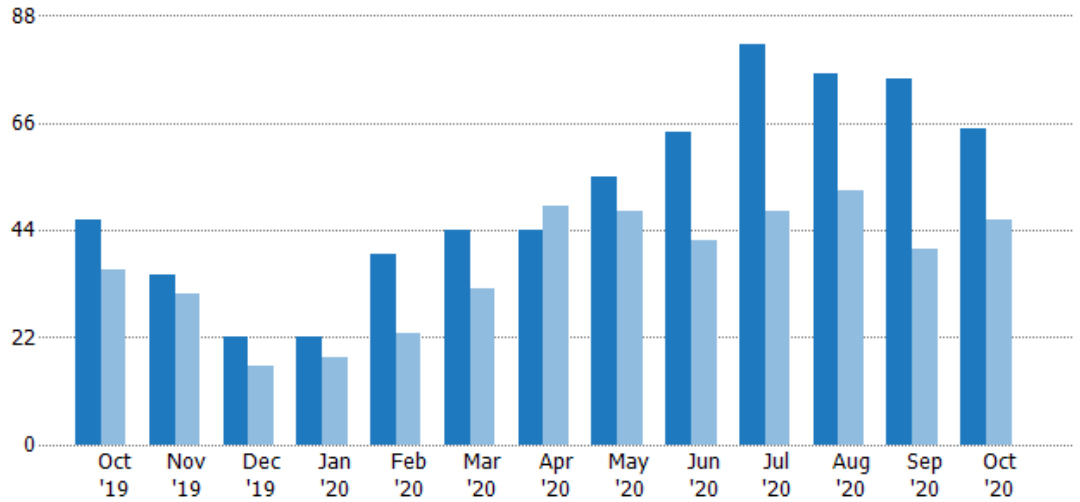
## Pending Sales

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.
Oct '20	65	41.3%
Oct '19	46	27.8%
Oct '18	36	11.1%



	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20
Current Year	46	35	22	22	39	44	44	55	64	82	76	75	65
Prior Year	36	31	16	18	23	32	49	48	42	48	52	40	46
Percent Change from Prior Year	28%	13%	38%	22%	70%	38%	-10%	15%	52%	71%	46%	88%	41%

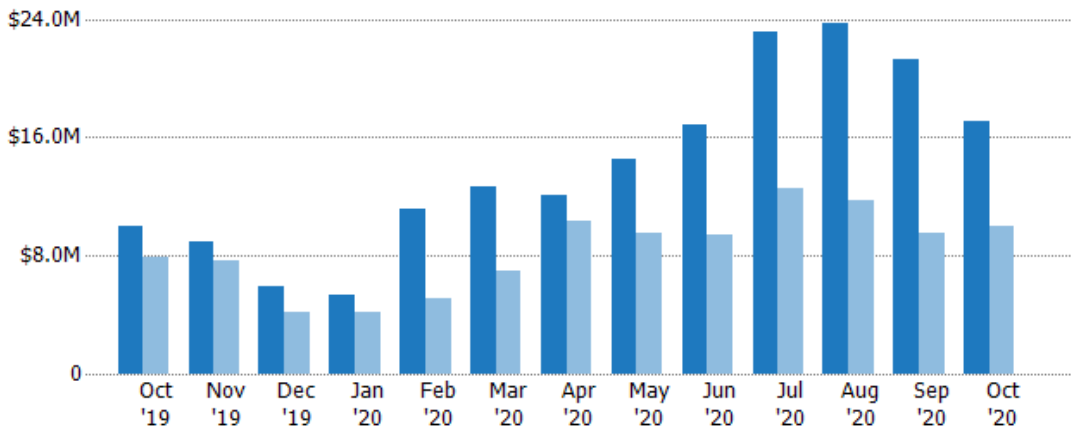
## Pending Sales Volume

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.
Oct '20	\$17.1M	70.1%
Oct '19	\$10M	27%
Oct '18	\$7.9M	20.9%



	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20
Current Year	\$10M	\$8.96M	\$5.94M	\$5.33M	\$11.2M	\$12.7M	\$12.1M	\$14.5M	\$16.9M	\$23.2M	\$23.7M	\$21.3M	\$17.1M
Prior Year	\$7.9M	\$7.68M	\$4.18M	\$4.2M	\$5.07M	\$6.92M	\$10.3M	\$9.54M	\$9.39M	\$12.6M	\$11.7M	\$9.56M	\$10M
Percent Change from Prior Year	27%	17%	42%	27%	121%	83%	18%	52%	80%	84%	102%	123%	70%

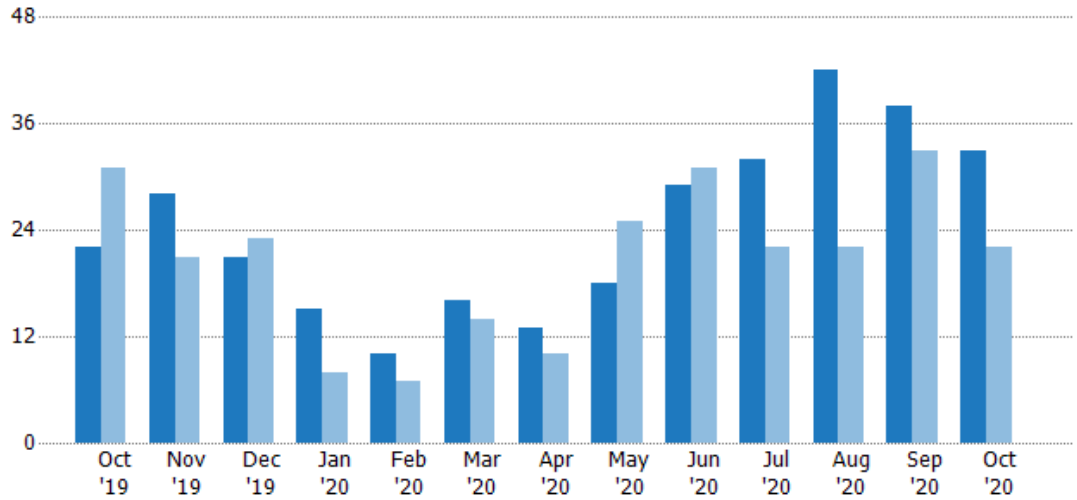
## Closed Sales

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.
Oct '20	33	50%
Oct '19	22	-29%
Oct '18	31	-19.4%



	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20
Current Year	22	28	21	15	10	16	13	18	29	32	42	38	33
Prior Year	31	21	23	8	7	14	10	25	31	22	22	33	22
Percent Change from Prior Year	-29%	33%	-9%	88%	43%	14%	30%	-28%	-6%	45%	91%	15%	50%

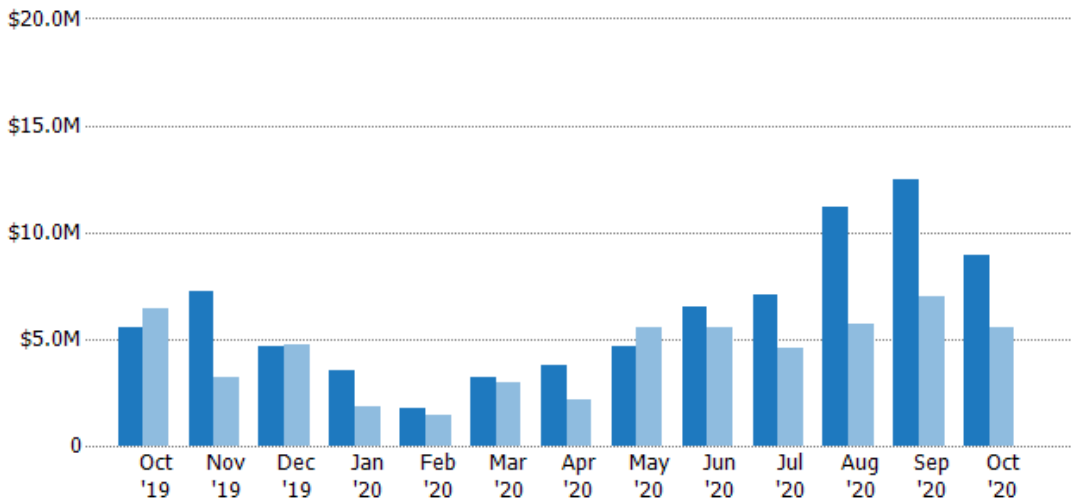
## Closed Sales Volume

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/ Year	Volume	% Chg.
Oct '20	\$8.93M	61.2%
Oct '19	\$5.54M	-13.4%
Oct '18	\$6.39M	-2.2%



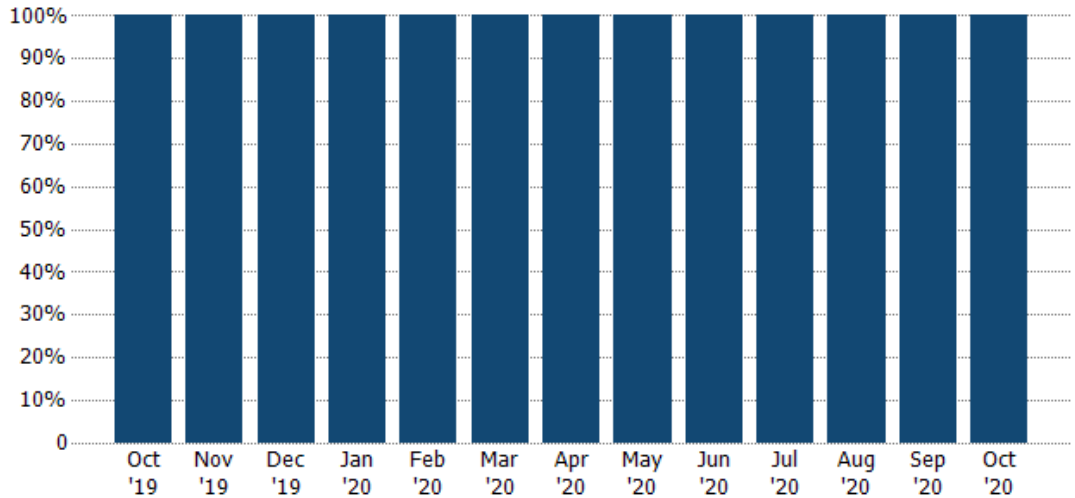
	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20
Current Year	\$5.54M	\$7.21M	\$4.62M	\$3.56M	\$1.73M	\$3.21M	\$3.76M	\$4.62M	\$6.49M	\$7.09M	\$11.2M	\$12.4M	\$8.93M
Prior Year	\$6.39M	\$3.23M	\$4.75M	\$1.82M	\$1.42M	\$2.95M	\$2.19M	\$5.55M	\$5.57M	\$4.55M	\$5.74M	\$6.95M	\$5.54M
Percent Change from Prior Year	-13%	123%	-3%	96%	22%	9%	72%	-17%	17%	56%	94%	79%	61%

## 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

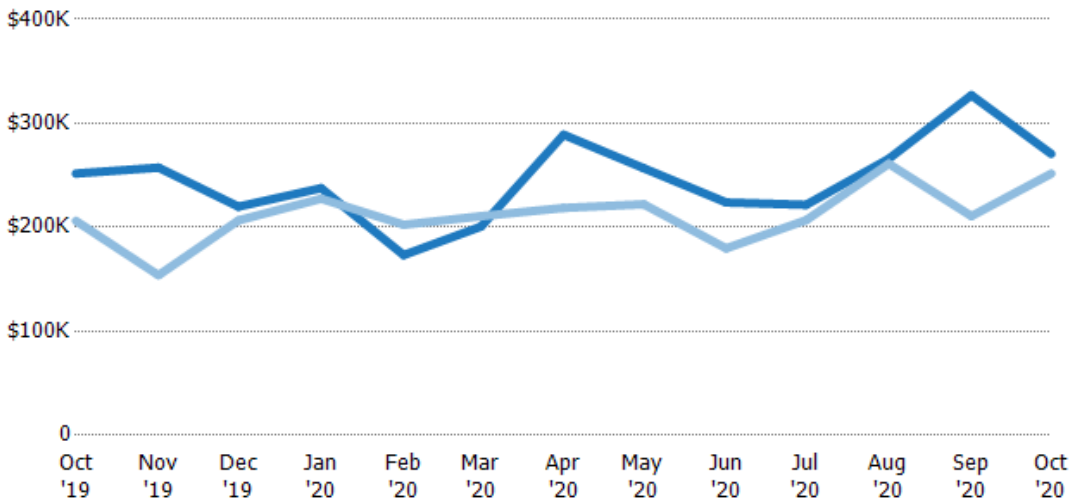
100% 100% 100% 100% 100% 100% 100% 100% 100% 100% 100% 100% 100%

## 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



Month/Year	Price	% Chg.
Oct '20	\$271K	7.5%
Oct '19	\$252K	22.1%
Oct '18	\$206K	21.3%

Current Year	\$252K	\$257K	\$220K	\$238K	\$173K	\$201K	\$289K	\$257K	\$224K	\$222K	\$266K	\$327K	\$271K
Prior Year	\$206K	\$154K	\$207K	\$227K	\$202K	\$211K	\$219K	\$222K	\$180K	\$207K	\$261K	\$211K	\$252K
Percent Change from Prior Year	22%	67%	6%	4%	-14%	-5%	32%	16%	25%	7%	2%	55%	7%

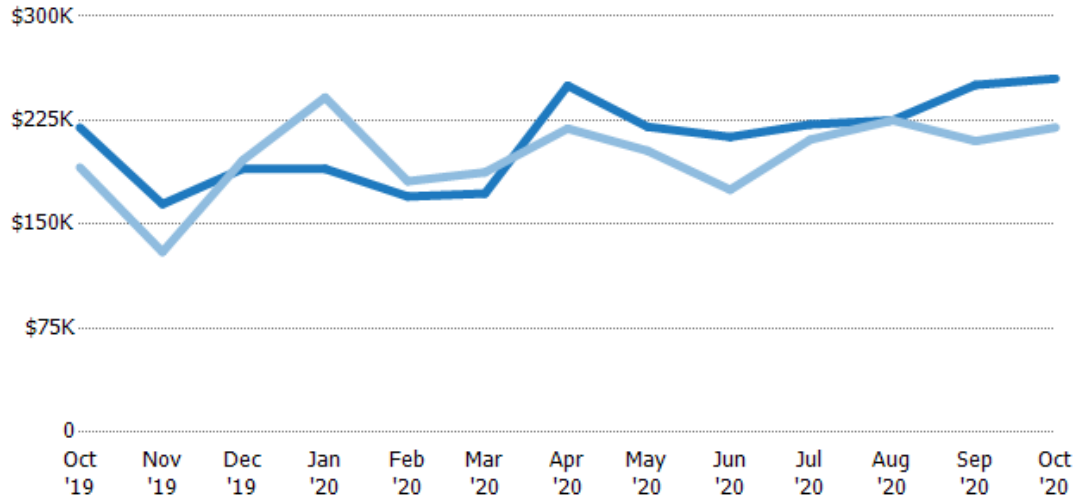
## Median Sales Price

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.
Oct '20	\$255K	16%
Oct '19	\$220K	15.1%
Oct '18	\$191K	-6.7%



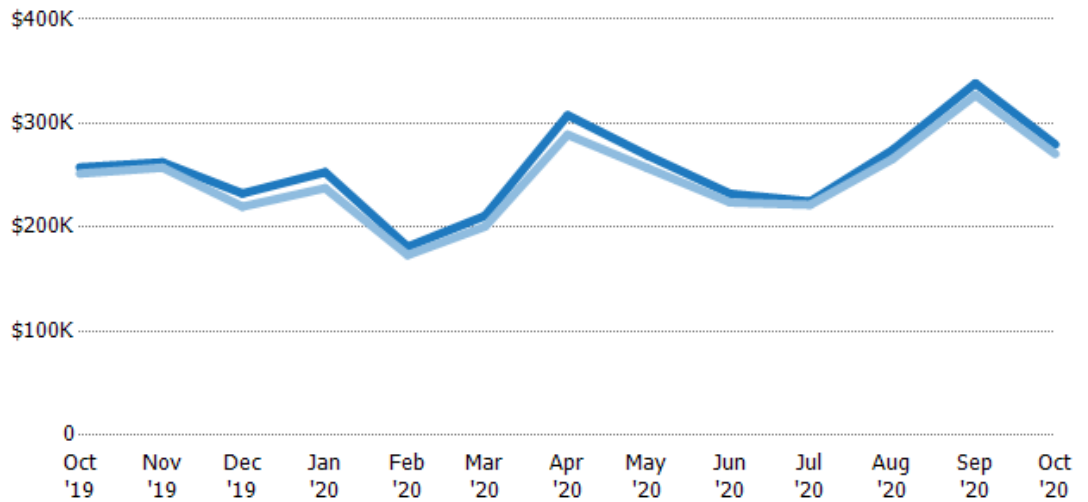
Current Year	\$220K	\$165K	\$190K	\$190K	\$170K	\$172K	\$250K	\$220K	\$213K	\$222K	\$225K	\$250K	\$255K
Prior Year	\$191K	\$130K	\$196K	\$242K	\$181K	\$187K	\$219K	\$203K	\$175K	\$211K	\$225K	\$210K	\$220K
Percent Change from Prior Year	15%	27%	-3%	-21%	-6%	-8%	14%	9%	22%	5%	0%	19%	16%

## 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



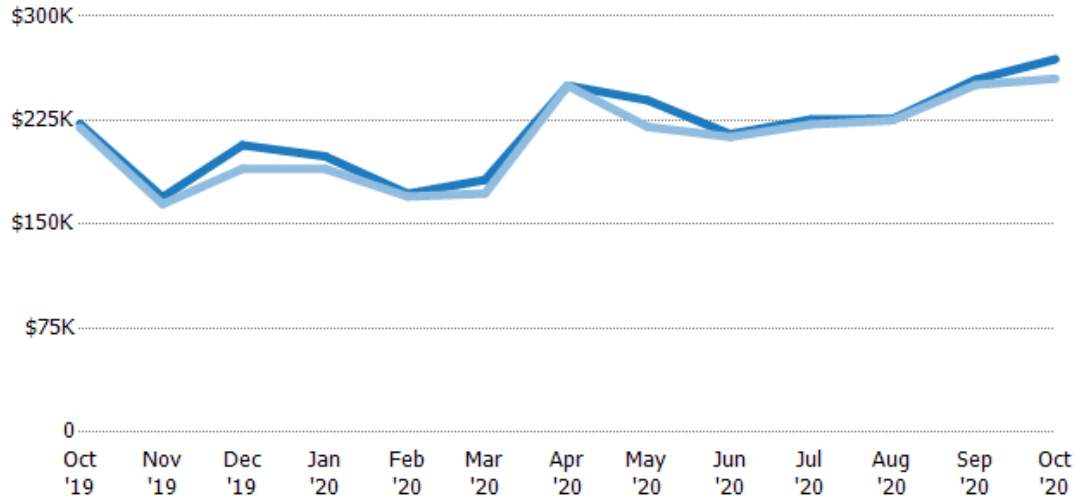
Avg List Price	\$258K	\$262K	\$232K	\$253K	\$181K	\$211K	\$308K	\$269K	\$232K	\$225K	\$274K	\$338K	\$280K
Avg Sales Price	\$252K	\$257K	\$220K	\$238K	\$173K	\$201K	\$289K	\$257K	\$224K	\$222K	\$266K	\$327K	\$271K
Avg Sales Price as a % of Avg List Price	98%	98%	95%	94%	96%	95%	94%	95%	96%	99%	97%	97%	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



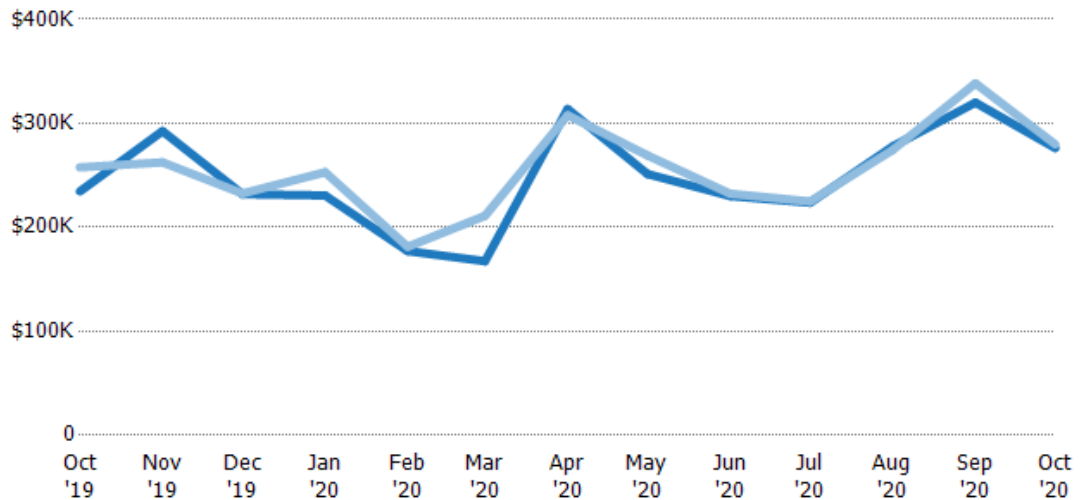
	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20
Median List Price	\$223K	\$170K	\$207K	\$199K	\$172K	\$182K	\$250K	\$239K	\$215K	\$226K	\$226K	\$254K	\$269K
Median Sales Price	\$220K	\$165K	\$190K	\$190K	\$170K	\$172K	\$250K	\$220K	\$213K	\$222K	\$225K	\$250K	\$255K
Med Sales Price as a % of Med List Price	99%	97%	92%	95%	99%	95%	100%	92%	99%	98%	100%	99%	95%

## 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



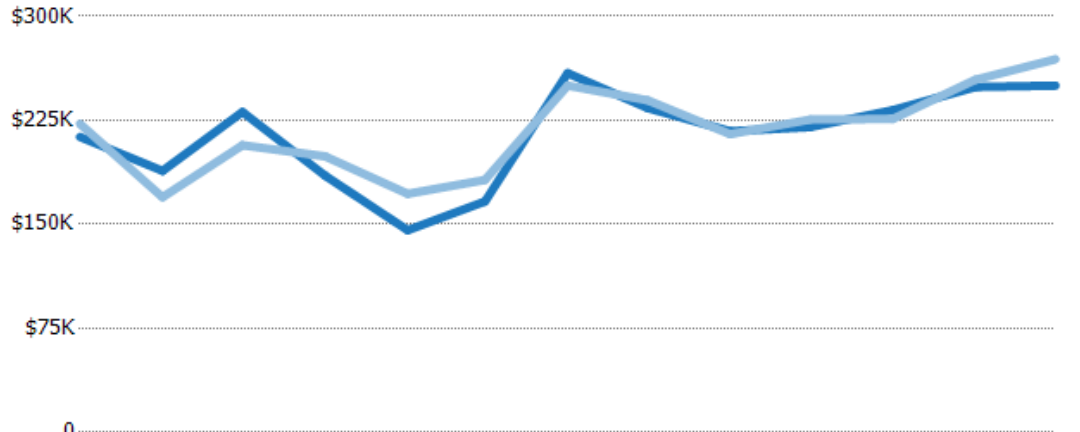
	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20
Avg Est Value	\$234K	\$292K	\$232K	\$231K	\$177K	\$167K	\$314K	\$251K	\$230K	\$224K	\$278K	\$320K	\$276K
Avg Sales Price	\$258K	\$262K	\$232K	\$253K	\$181K	\$211K	\$308K	\$269K	\$232K	\$225K	\$274K	\$338K	\$280K
Avg Sales Price as a % of Avg Est Value	110%	90%	100%	110%	102%	126%	98%	107%	101%	101%	99%	106%	101%

## 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



	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20
Median Est Value	\$213K	\$189K	\$231K	\$185K	\$146K	\$166K	\$259K	\$234K	\$217K	\$220K	\$232K	\$249K	\$250K
Median Sales Price	\$223K	\$170K	\$207K	\$199K	\$172K	\$182K	\$250K	\$239K	\$215K	\$226K	\$226K	\$254K	\$269K
Med Sales Price as a % of Med Est Value	104%	90%	90%	108%	118%	109%	97%	102%	99%	102%	97%	102%	108%