

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	Mar 2020	Mar 2019	+ / -	YTD 2020	YTD 2019	+ / -
Listing Activity Charts Metrics						
New Listing Count	31	26	+19.2%	78	54	+44.4%
New Listing Volume	\$8,894,600	\$5,669,500	+56.9%	\$21,857,499	\$12,821,400	+70.5%
Active Listing Count	117	154	-24%	N/A	N/A	
Active Listing Volume	\$36,549,599	\$41,260,200	-11.4%	N/A	N/A	
Average Listing Price	\$312,390	\$267,923	+16.6%	\$310,418	\$281,574	+10.2%
Median Listing Price	\$239,000	\$224,950	+6.2%	\$233,878	\$222,724	+5%
Median Days in RPR	143	200	-28.5%	155.35	199.05	-22%
Months of Inventory	10.6	22	-51.7%	13.2	9	+46.5%
Absorption Rate	9.4%	4.55%	+4.9%	7.55%	11.06%	-3.5%
Sales Activity Charts Metrics						
New Pending Sales Count	28	31	-9.7%	81	52	+55.8%
New Pending Sales Volume	\$6,392,800	\$6,520,300	-2%	\$20,077,200	\$10,763,078	+86.5%
Pending Sales Count	53	32	+65.6%	N/A	N/A	
Pending Sales Volume	\$14,495,600	\$6,924,800	+109.3%	N/A	N/A	
Closed Sales Count	14	14	+/-	40	29	+37.9%
Closed Sales Volume	\$2,909,425	\$2,948,850	-1.3%	\$8,456,175	\$6,185,800	+36.7%
Average Sales Price	\$207,816	\$210,632	-1.3%	\$211,404	\$213,303	-0.9%
Median Sales Price	\$173,650	\$187,450	-7.4%	\$182,903	\$200,803	-8.9%

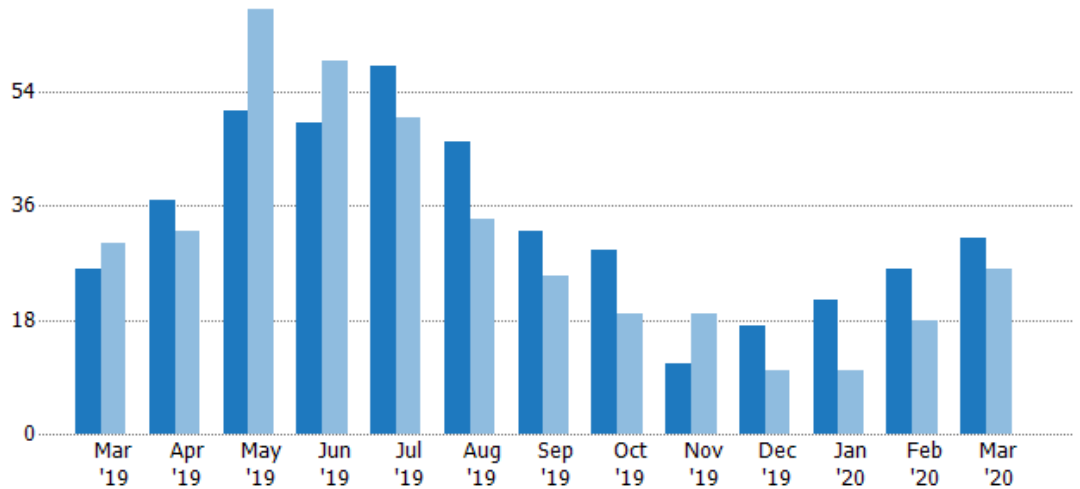
New Listings

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.
Mar '20	31	19.2%
Mar '19	26	-13.3%
Mar '18	30	0%



Current Year	26	37	51	49	58	46	32	29	11	17	21	26	31
Prior Year	30	32	67	59	50	34	25	19	19	10	10	18	26
Percent Change from Prior Year	-13%	16%	-24%	-17%	16%	35%	28%	53%	-42%	70%	110%	44%	19%

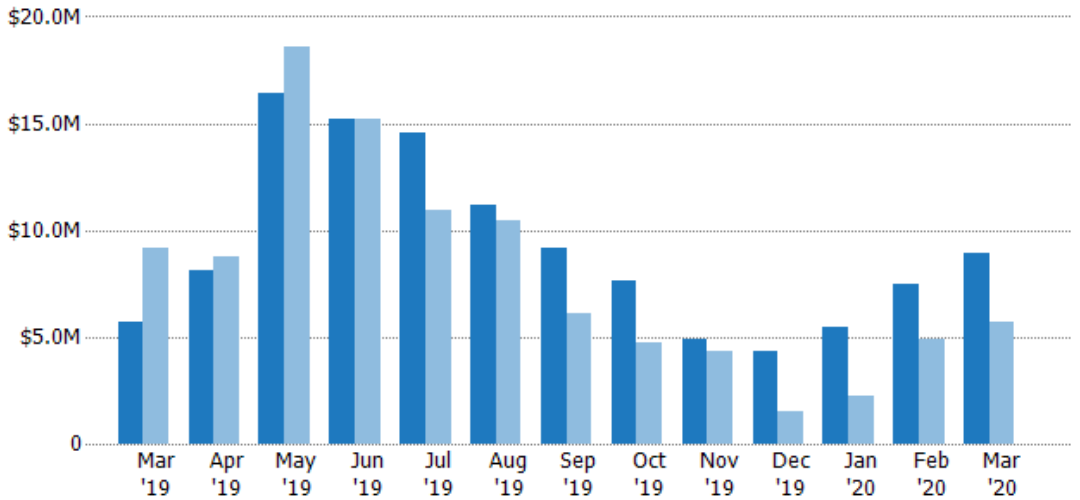
New Listing Volume

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.
Mar '20	\$8.89M	56.9%
Mar '19	\$5.67M	-38.4%
Mar '18	\$9.2M	-41%



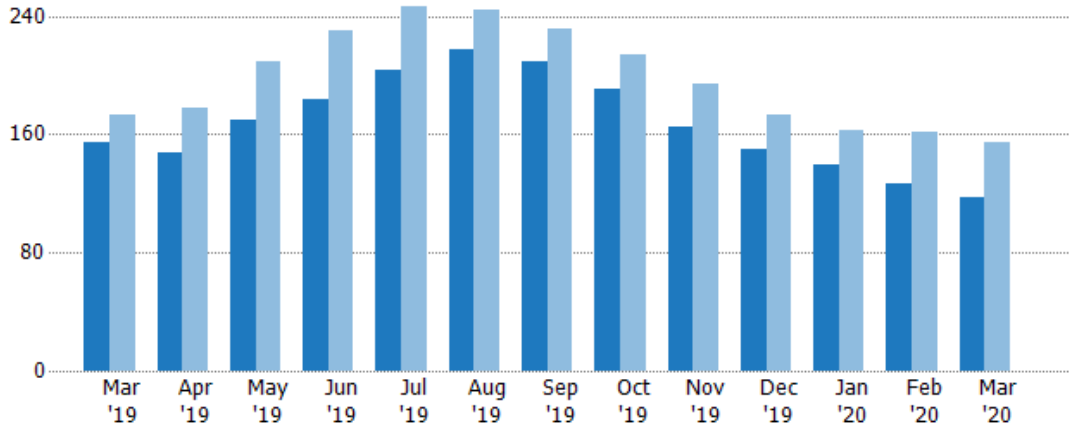
Current Year	\$5.67M	\$8.13M	\$16.4M	\$15.2M	\$14.6M	\$11.2M	\$9.14M	\$7.67M	\$4.91M	\$4.32M	\$5.5M	\$7.47M	\$8.89M
Prior Year	\$9.2M	\$8.76M	\$18.6M	\$15.2M	\$10.9M	\$10.5M	\$6.08M	\$4.77M	\$4.3M	\$1.48M	\$2.21M	\$4.94M	\$5.67M
Percent Change from Prior Year	-38%	-7%	-12%	0%	34%	6%	50%	61%	14%	192%	148%	51%	57%

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



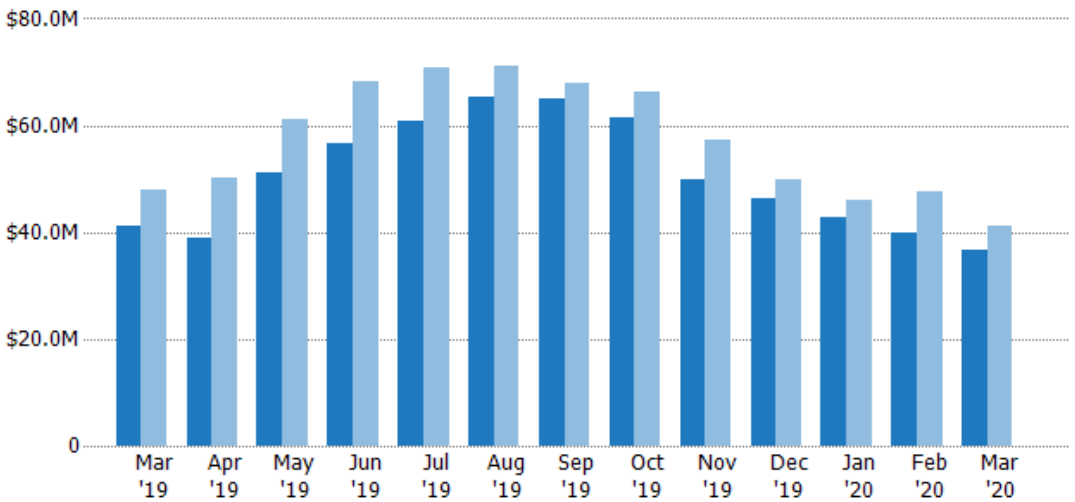
	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20
Current Year	154	147	170	184	204	217	209	191	165	150	140	127	117
Prior Year	173	178	209	230	247	244	231	214	194	173	163	162	154
Percent Change from Prior Year	-11%	-17%	-19%	-20%	-17%	-11%	-10%	-11%	-15%	-13%	-14%	-22%	-24%

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



	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20
Current Year	\$41.3M	\$39M	\$51M	\$56.6M	\$60.9M	\$65.4M	\$65.1M	\$61.4M	\$49.8M	\$46.2M	\$42.9M	\$39.7M	\$36.5M
Prior Year	\$48M	\$50.2M	\$61.2M	\$68.1M	\$70.9M	\$71M	\$67.9M	\$66.2M	\$57.3M	\$49.8M	\$46.1M	\$47.5M	\$41.3M
Percent Change from Prior Year	-14%	-22%	-17%	-17%	-14%	-8%	-4%	-7%	-13%	-7%	-7%	-16%	-11%

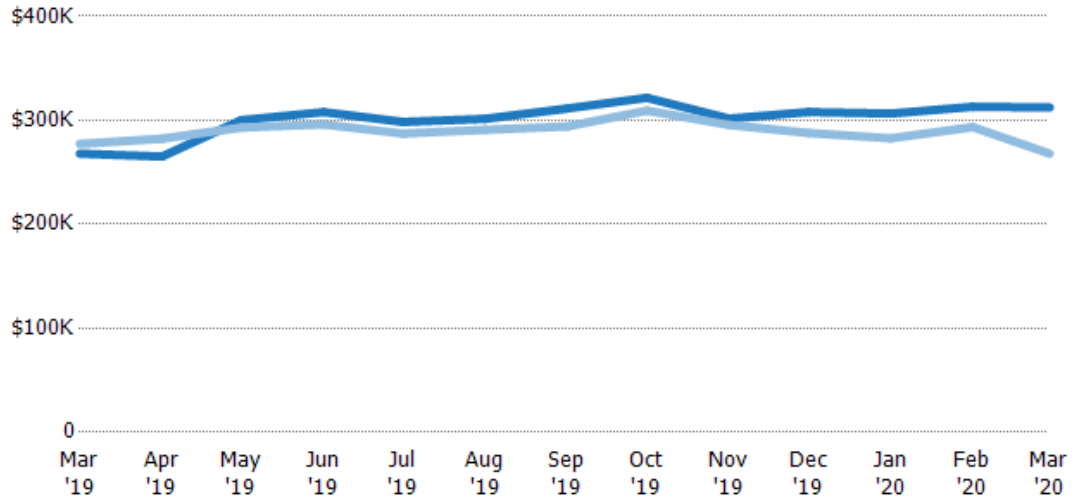
Average Listing Price

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.
Mar '20	\$312K	16.6%
Mar '19	\$268K	-3.4%
Mar '18	\$277K	-1.2%



Current Year	\$268K	\$265K	\$300K	\$308K	\$298K	\$301K	\$311K	\$322K	\$302K	\$308K	\$306K	\$313K	\$312K
Prior Year	\$277K	\$282K	\$293K	\$296K	\$287K	\$291K	\$294K	\$309K	\$296K	\$288K	\$283K	\$293K	\$268K
Percent Change from Prior Year	-3%	-6%	2%	4%	4%	4%	6%	4%	2%	7%	8%	7%	17%

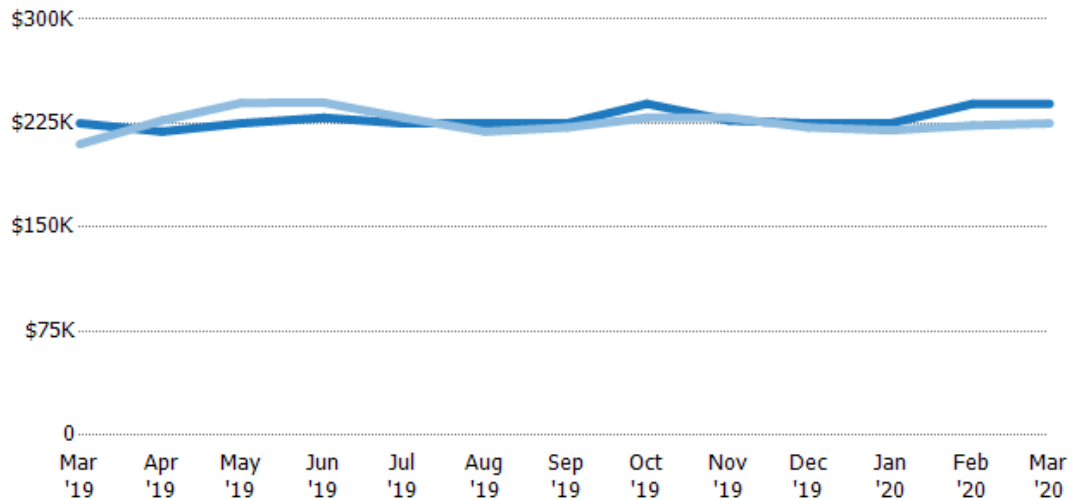
Median Listing Price

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.
Mar '20	\$239K	6.2%
Mar '19	\$225K	7.1%
Mar '18	\$210K	-0.5%



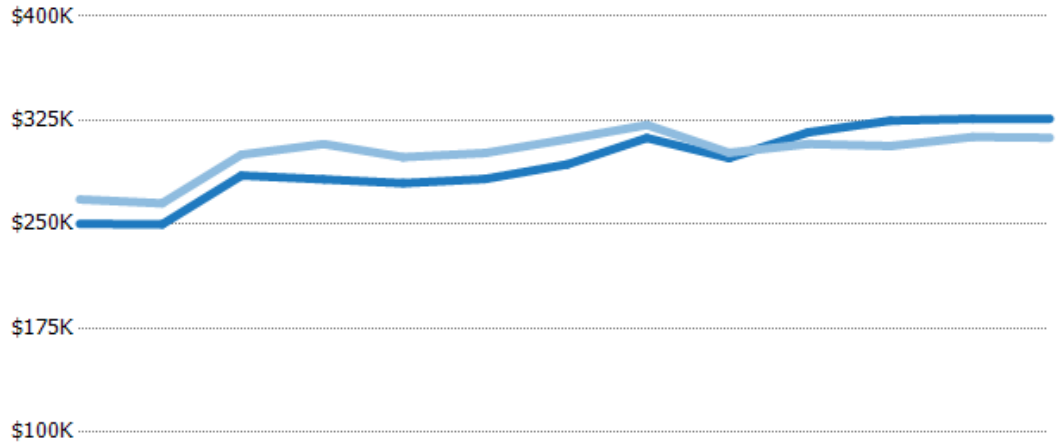
Current Year	\$225K	\$219K	\$225K	\$229K	\$225K	\$225K	\$225K	\$239K	\$227K	\$225K	\$225K	\$239K	\$239K
Prior Year	\$210K	\$227K	\$240K	\$240K	\$229K	\$219K	\$222K	\$229K	\$229K	\$222K	\$220K	\$223K	\$225K
Percent Change from Prior Year	7%	-4%	-6%	-5%	-2%	3%	1%	4%	-1%	1%	2%	7%	6%

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



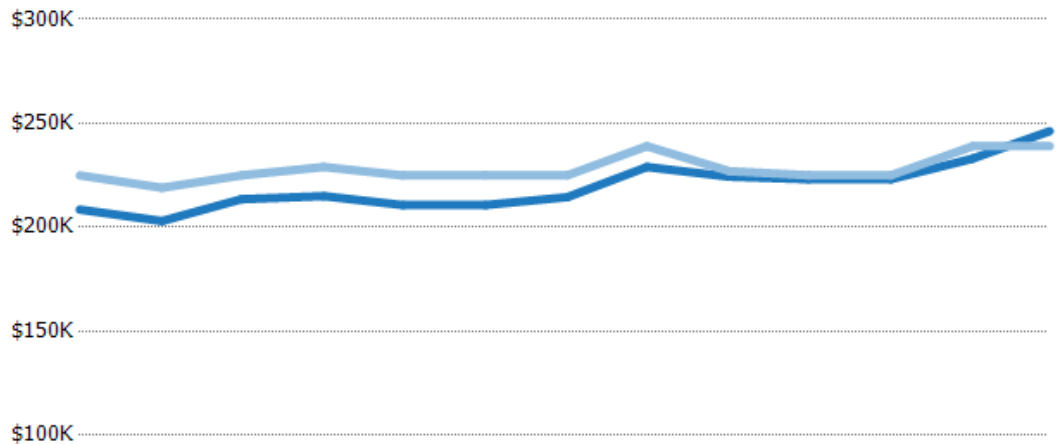
	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20
Avg Est Value	\$250K	\$250K	\$285K	\$282K	\$280K	\$283K	\$293K	\$312K	\$298K	\$316K	\$325K	\$326K	\$326K
Avg Listing Price	\$268K	\$265K	\$300K	\$308K	\$298K	\$301K	\$311K	\$322K	\$302K	\$308K	\$306K	\$313K	\$312K
Avg Listing Price as a % of Avg Est Value	107%	106%	105%	109%	107%	107%	106%	103%	101%	97%	94%	96%	96%

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



	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20
Median Est Value	\$209K	\$203K	\$214K	\$215K	\$211K	\$211K	\$215K	\$229K	\$224K	\$223K	\$223K	\$233K	\$246K
Median Listing Price	\$225K	\$219K	\$225K	\$229K	\$225K	\$225K	\$225K	\$239K	\$227K	\$225K	\$225K	\$239K	\$239K
Med Listing Price as a % of Med Est Value	108%	108%	105%	107%	107%	107%	105%	104%	101%	101%	101%	103%	97%

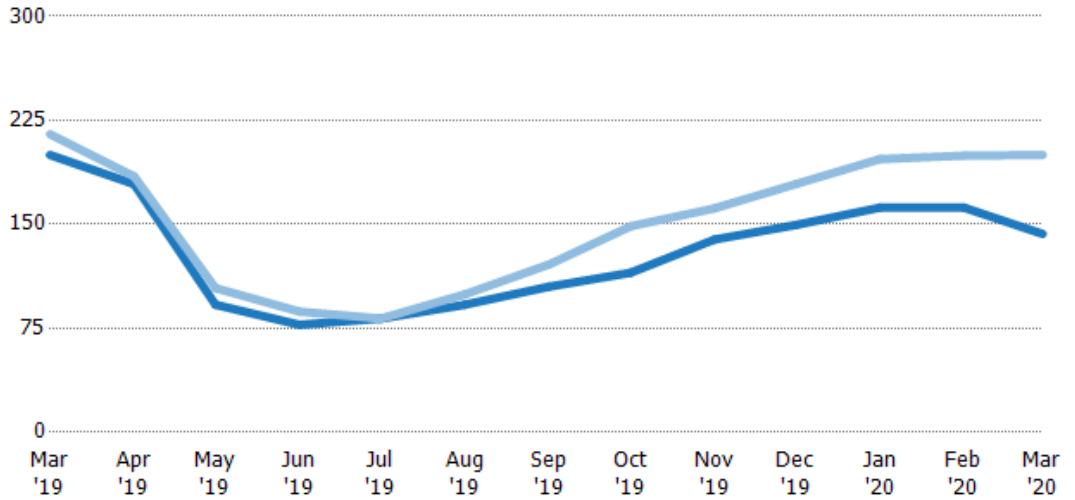
Median Days in RPR

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.
Mar '20	143	-28.5%
Mar '19	200	-7%
Mar '18	215	-7.4%



Current Year	200	179	92	77.5	82	92	105	115	139	150	162	162	143
Prior Year	215	185	104	87	82	100	121	149	162	179	197	200	200
Percent Change from Prior Year	-7%	-3%	-12%	-11%	0%	-8%	-13%	-23%	-14%	-16%	-18%	-19%	-29%

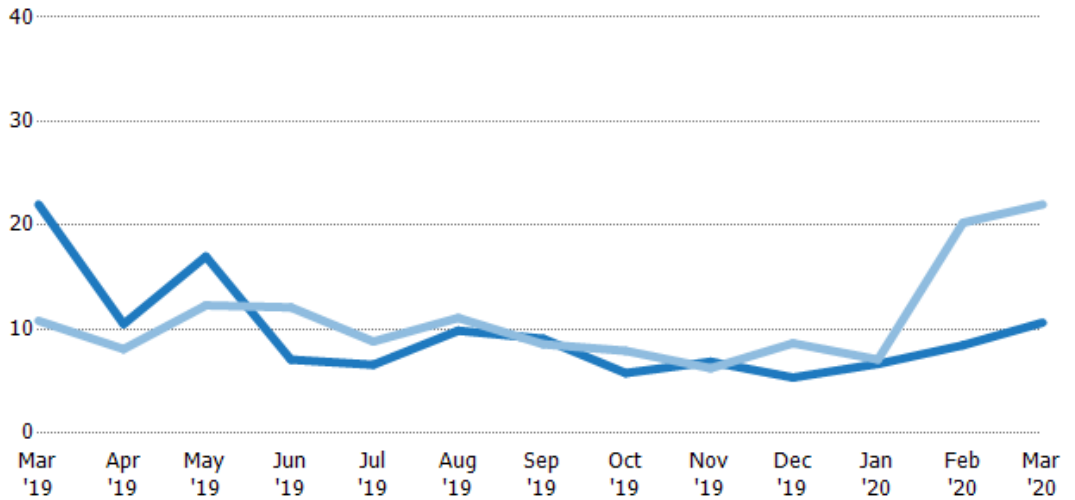
Months of Inventory

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

Month/ Year	Months	% Chg.
Mar '20	10.6	-51.7%
Mar '19	22	103.5%
Mar '18	10.8	203.7%



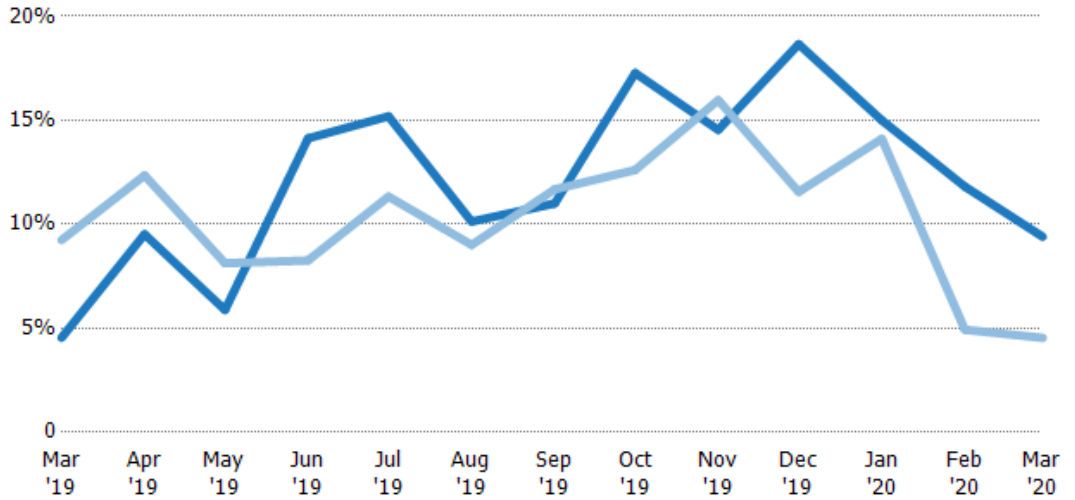
Current Year	22	10.5	17	7.08	6.58	9.86	9.09	5.79	6.88	5.36	6.67	8.47	10.6
Prior Year	10.8	8.09	12.3	12.1	8.82	11.1	8.56	7.93	6.26	8.65	7.09	20.3	22
Percent Change from Prior Year	103%	30%	38%	-42%	-25%	-11%	6%	-27%	10%	-38%	-6%	-58%	-52%

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.
Mar '20	9%	-4.9%
Mar '19	5%	4.7%
Mar '18	9%	-67.1%

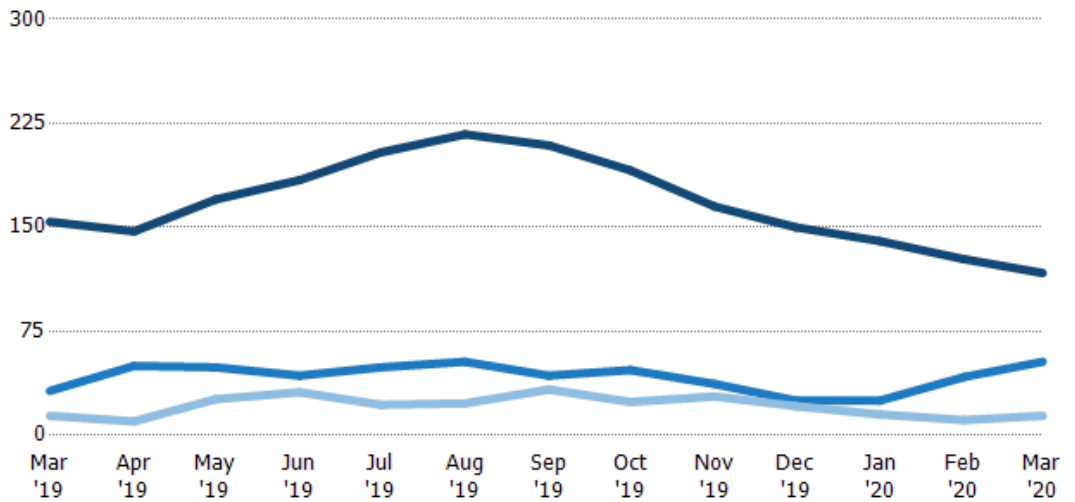
	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20
Current Year	5%	10%	6%	14%	15%	10%	11%	17%	15%	19%	15%	12%	9%
Prior Year	9%	12%	8%	8%	11%	9%	12%	13%	16%	12%	14%	5%	5%
Change from Prior Year	5%	3%	2%	-6%	-4%	-1%	1%	-5%	1%	-7%	-1%	-7%	-5%

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



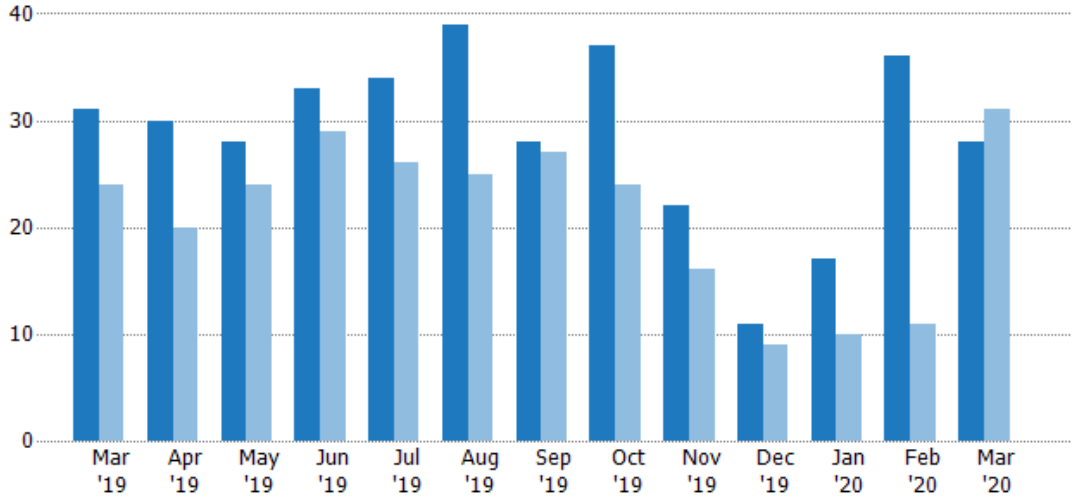
	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20
Active	154	147	170	184	204	217	209	191	165	150	140	127	117
Pending	32	50	49	43	49	53	43	47	37	25	25	42	53
Sold	14	10	26	31	22	23	33	24	28	21	15	11	14

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



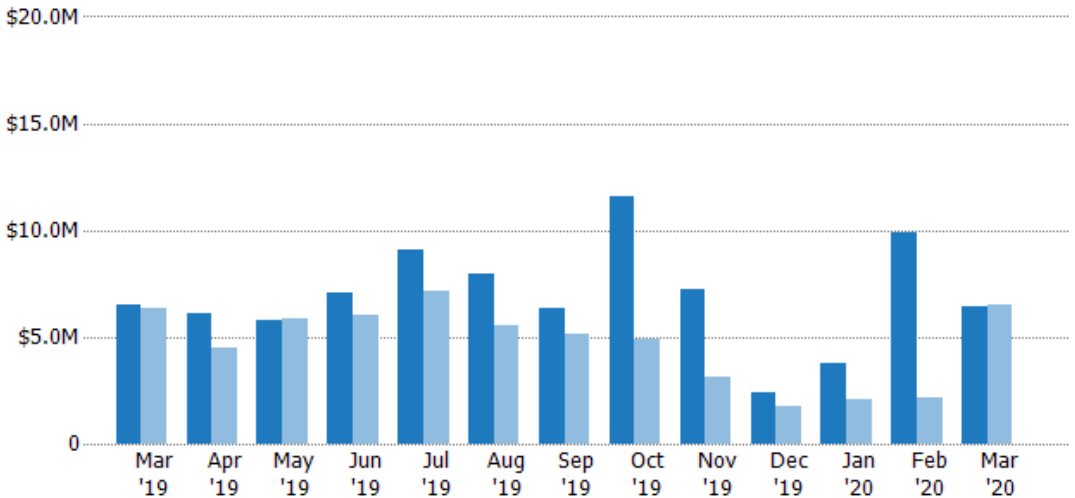
Month/Year	Current Year	Prior Year	Percent Change from Prior Year
Mar '20	28	31	-9.7%
Mar '19	31	31	29.2%
Mar '18	24	24	-29.2%

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	Current Year	Prior Year	Percent Change from Prior Year
Mar '20	\$6.39M	\$6.52M	-2%
Mar '19	\$6.52M	\$6.52M	3%
Mar '18	\$6.33M	\$6.33M	-41.7%

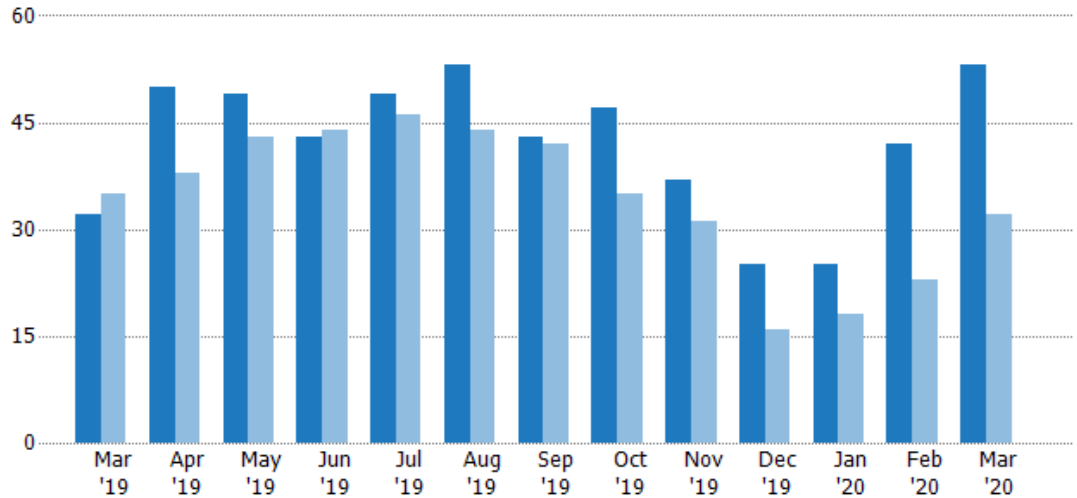
Pending Sales

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.
Mar '20	53	65.6%
Mar '19	32	-8.6%
Mar '18	35	0%



Current Year	32	50	49	43	49	53	43	47	37	25	25	42	53
Prior Year	35	38	43	44	46	44	42	35	31	16	18	23	32
Percent Change from Prior Year	-9%	32%	14%	-2%	7%	20%	2%	34%	19%	56%	39%	83%	66%

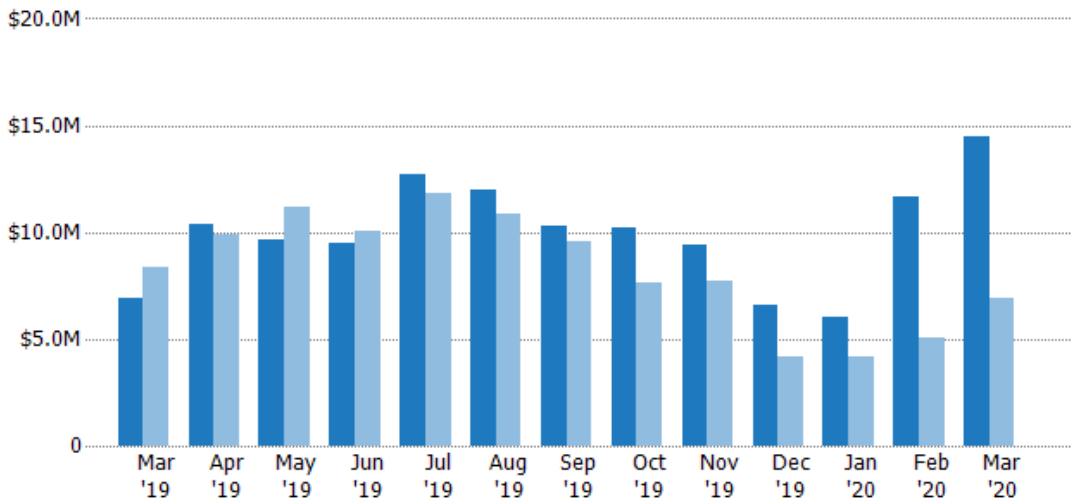
Pending Sales Volume

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.
Mar '20	\$14.5M	109.3%
Mar '19	\$6.92M	-16.8%
Mar '18	\$8.33M	-14.5%



Current Year	\$6.92M	\$10.4M	\$9.66M	\$9.51M	\$12.7M	\$11.9M	\$10.3M	\$10.2M	\$9.42M	\$6.62M	\$6.02M	\$11.7M	\$14.5M
Prior Year	\$8.33M	\$9.85M	\$11.2M	\$10.1M	\$11.8M	\$10.8M	\$9.57M	\$7.64M	\$7.68M	\$4.18M	\$4.2M	\$5.07M	\$6.92M
Percent Change from Prior Year	-17%	5%	-13%	-6%	7%	10%	7%	34%	23%	58%	43%	131%	109%

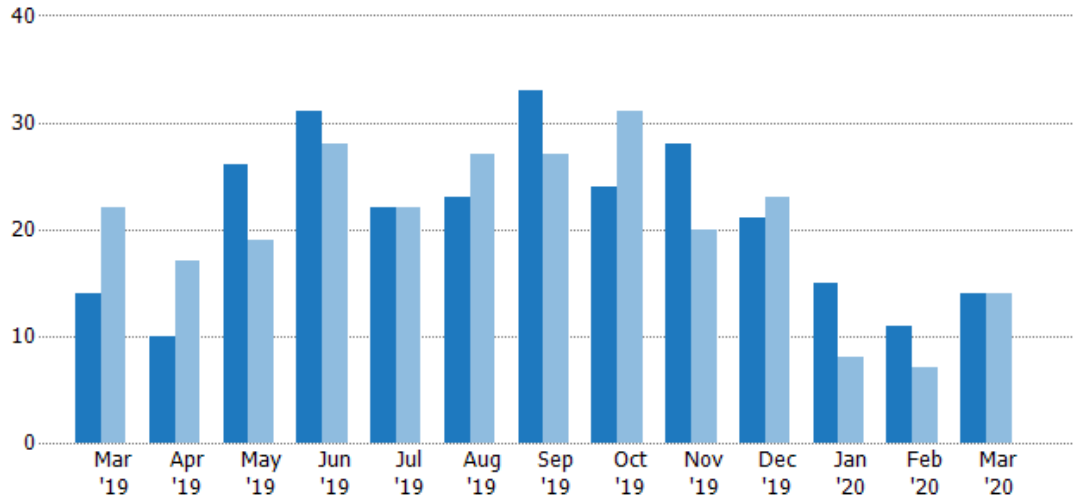
Closed Sales

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.
Mar '20	14	0%
Mar '19	14	-36.4%
Mar '18	22	-36.4%



	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20
Current Year	14	10	26	31	22	23	33	24	28	21	15	11	14
Prior Year	22	17	19	28	22	27	27	31	20	23	8	7	14
Percent Change from Prior Year	-36%	-41%	37%	11%	0%	-15%	22%	-23%	40%	-9%	88%	57%	0%

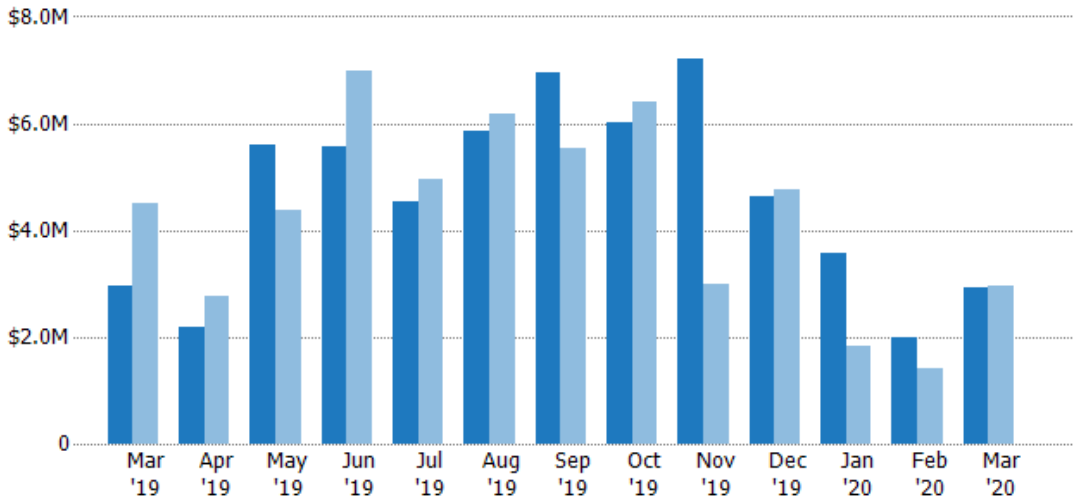
Closed Sales Volume

The sum of the sales price of residential properties sold each month.

Filters Used

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

Month/ Year	Volume	% Chg.
Mar '20	\$2.91M	-1.3%
Mar '19	\$2.95M	-34.6%
Mar '18	\$4.51M	-40.8%



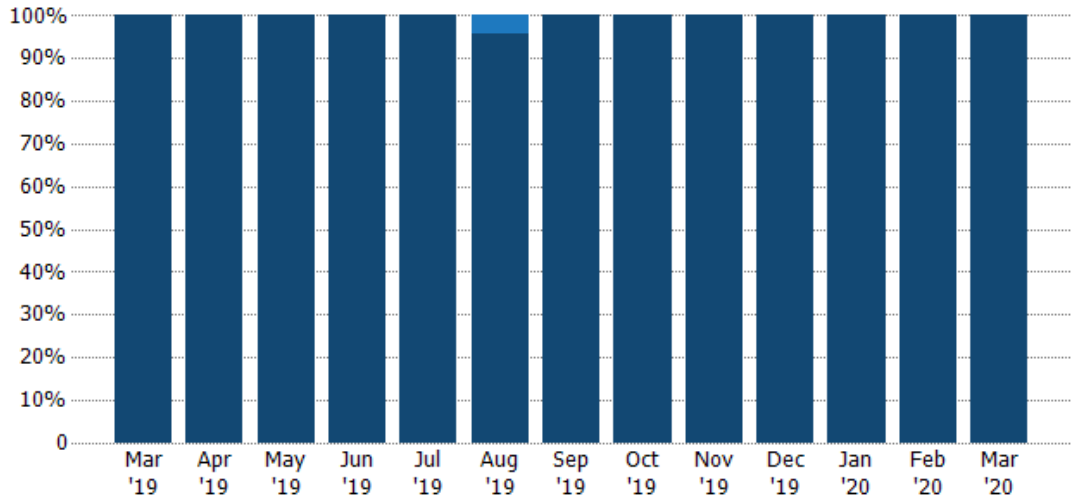
	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20
Current Year	\$2.95M	\$2.19M	\$5.61M	\$5.57M	\$4.55M	\$5.85M	\$6.95M	\$6.02M	\$7.21M	\$4.62M	\$3.56M	\$1.98M	\$2.91M
Prior Year	\$4.51M	\$2.78M	\$4.39M	\$6.98M	\$4.96M	\$6.18M	\$5.53M	\$6.39M	\$2.99M	\$4.75M	\$1.82M	\$1.42M	\$2.95M
Percent Change from Prior Year	-35%	-21%	28%	-20%	-8%	-5%	26%	-6%	141%	-3%	96%	40%	-1%

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



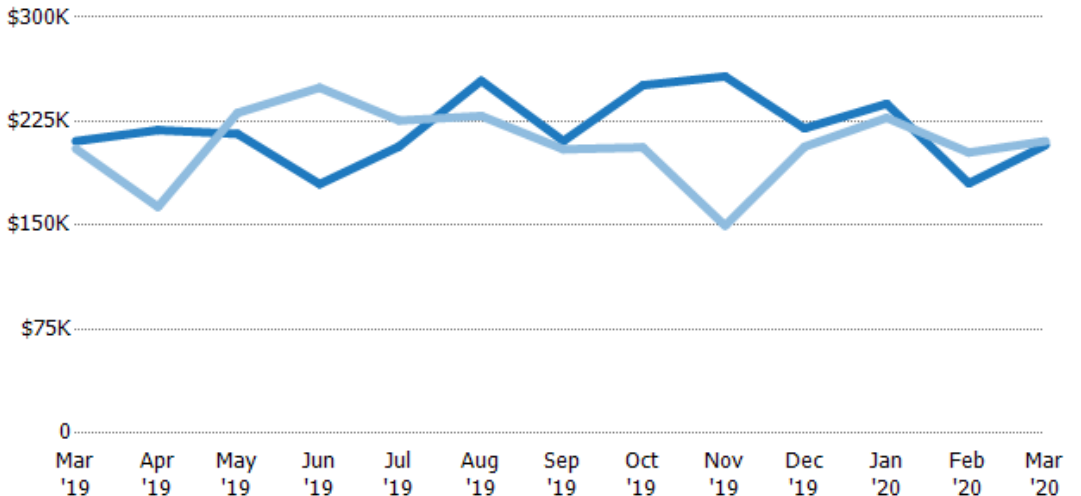
Property Type	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20
Condo/Townhouse	-	-	-	-	-	4%	-	-	-	-	-	-	-
Single Family Residence	100%	100%	100%	100%	100%	96%	100%	100%	100%	100%	100%	100%	100%

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.
Mar '20	\$208K	-1.3%
Mar '19	\$211K	2.7%
Mar '18	\$205K	-7%

Property Type	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20
Current Year	\$211K	\$219K	\$216K	\$180K	\$207K	\$254K	\$211K	\$251K	\$257K	\$220K	\$238K	\$180K	\$208K
Prior Year	\$205K	\$163K	\$231K	\$249K	\$226K	\$229K	\$205K	\$206K	\$150K	\$207K	\$227K	\$202K	\$211K
Percent Change from Prior Year	3%	34%	-7%	-28%	-8%	11%	3%	22%	72%	6%	4%	-11%	-1%

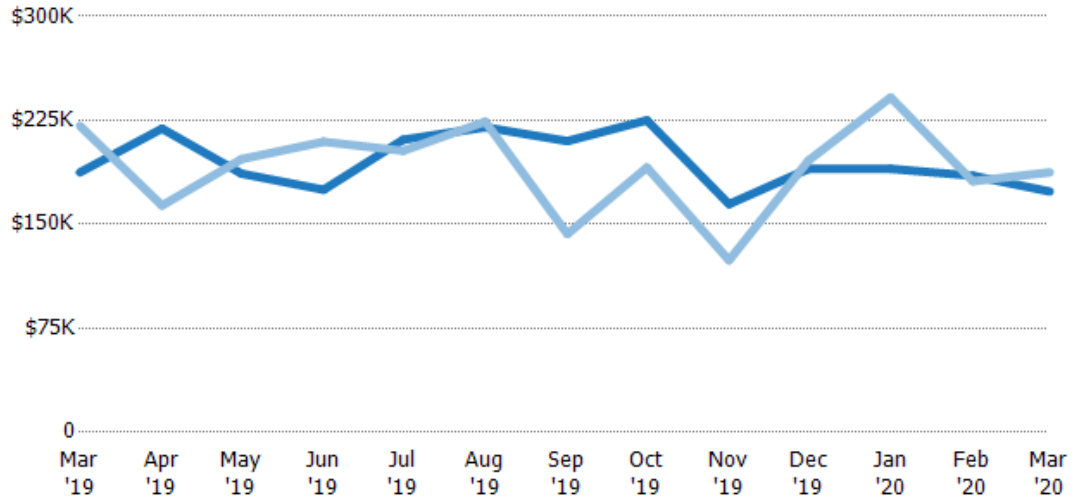
Median Sales Price

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.
Mar '20	\$174K	-7.4%
Mar '19	\$187K	-15.2%
Mar '18	\$221K	-21.6%



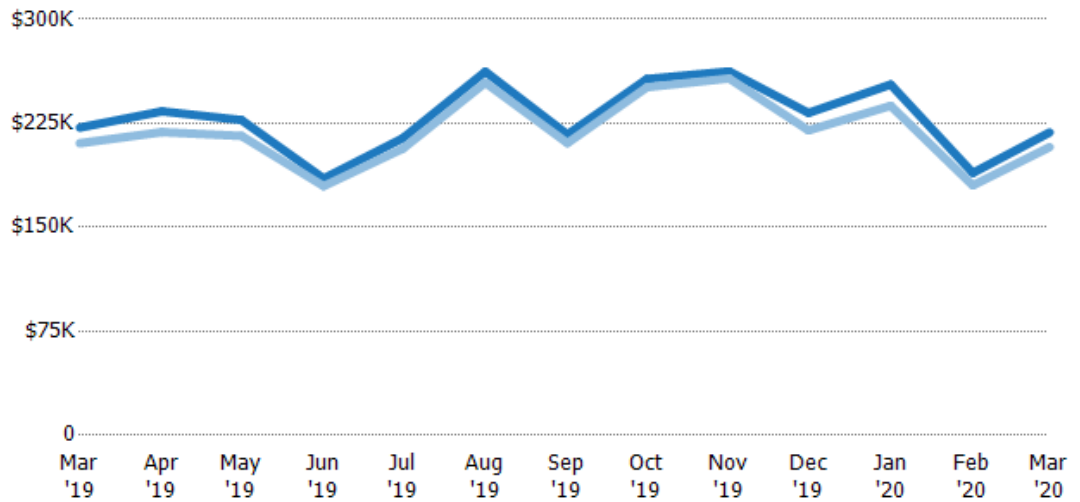
Current Year	\$187K	\$219K	\$187K	\$175K	\$211K	\$220K	\$210K	\$225K	\$165K	\$190K	\$190K	\$185K	\$174K
Prior Year	\$221K	\$164K	\$197K	\$210K	\$203K	\$224K	\$143K	\$191K	\$124K	\$196K	\$242K	\$181K	\$187K
Percent Change from Prior Year	-15%	34%	-5%	-17%	4%	-2%	47%	18%	33%	-3%	-21%	2%	-7%

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



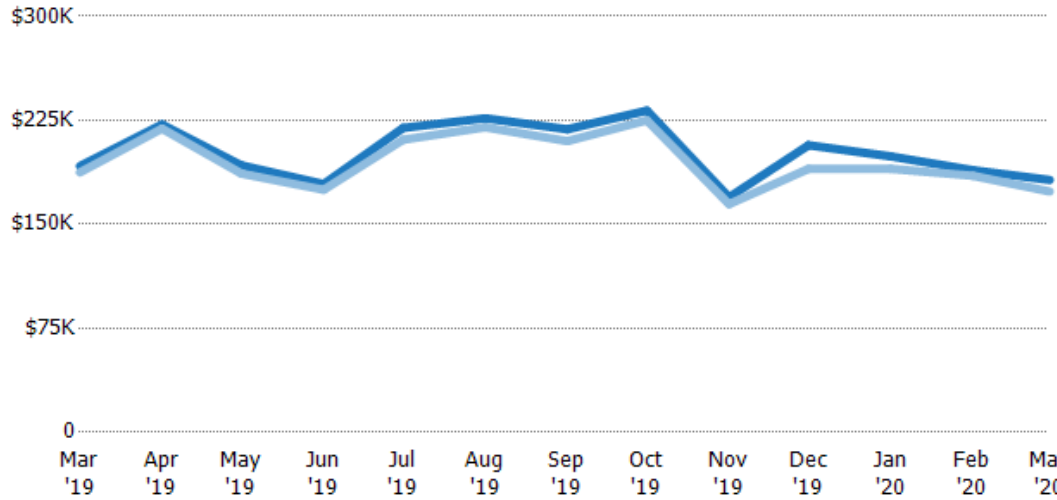
Avg List Price	\$222K	\$234K	\$227K	\$185K	\$214K	\$262K	\$217K	\$257K	\$262K	\$232K	\$253K	\$189K	\$218K
Avg Sales Price	\$211K	\$219K	\$216K	\$180K	\$207K	\$254K	\$211K	\$251K	\$257K	\$220K	\$238K	\$180K	\$208K
Avg Sales Price as a % of Avg List Price	95%	94%	95%	97%	96%	97%	97%	98%	98%	95%	94%	95%	95%

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



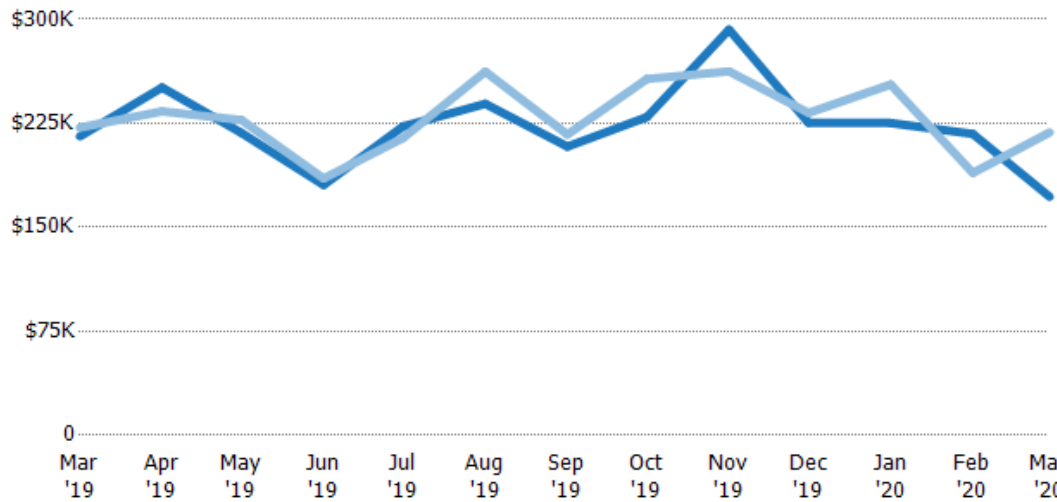
	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20
Median List Price	\$192K	\$222K	\$192K	\$179K	\$220K	\$227K	\$219K	\$232K	\$170K	\$207K	\$199K	\$189K	\$182K
Median Sales Price	\$187K	\$219K	\$187K	\$175K	\$211K	\$220K	\$210K	\$225K	\$165K	\$190K	\$190K	\$185K	\$174K
Med Sales Price as a % of Med List Price	98%	99%	97%	98%	96%	97%	96%	97%	97%	92%	95%	98%	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



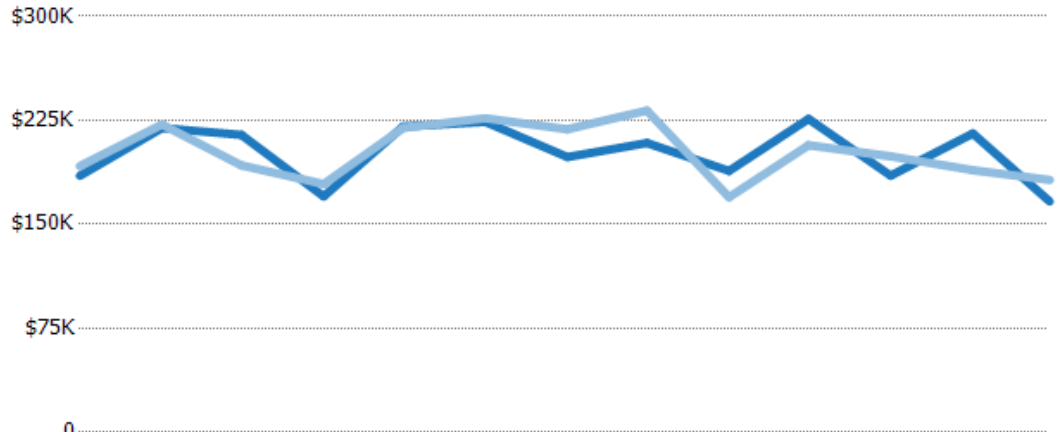
	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20
Avg Est Value	\$216K	\$251K	\$218K	\$181K	\$223K	\$239K	\$208K	\$229K	\$293K	\$225K	\$225K	\$217K	\$172K
Avg Sales Price	\$222K	\$234K	\$227K	\$185K	\$214K	\$262K	\$217K	\$257K	\$262K	\$232K	\$253K	\$189K	\$218K
Avg Sales Price as a % of Avg Est Value	103%	93%	104%	103%	96%	110%	104%	112%	90%	103%	112%	87%	127%

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



	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20
Median Est Value	\$185K	\$219K	\$214K	\$170K	\$221K	\$224K	\$199K	\$209K	\$189K	\$226K	\$185K	\$216K	\$166K
Median Sales Price	\$192K	\$222K	\$192K	\$179K	\$220K	\$227K	\$219K	\$232K	\$170K	\$207K	\$199K	\$189K	\$182K
Med Sales Price as a % of Med Est Value	104%	101%	90%	105%	100%	101%	110%	111%	90%	92%	108%	88%	109%