

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	Nov 2020	Nov 2019	+ / -	YTD 2020	YTD 2019	+ / -
Listing Activity Charts Metrics						
New Listing Count	21	10	+110%	335	364	-8%
New Listing Volume	\$5,242,200	\$4,745,500	+10.5%	\$98,316,753	\$100,017,675	-1.7%
Active Listing Count	76	168	-54.8%	N/A	N/A	
Active Listing Volume	\$30,511,759	\$53,668,275	-43.1%	N/A	N/A	
Average Listing Price	\$401,471	\$319,454	+25.7%	\$353,202	\$298,753	+18.2%
Median Listing Price	\$295,000	\$225,000	+31.1%	\$254,658	\$225,665	+12.8%
Median Days in RPR	97	145	-33.1%	107.82	118.69	-9.2%
Months of Inventory	2.3	7.6	-69.8%	5.6	8.1	-30.9%
Absorption Rate	43.42%	13.1%	+30.3%	17.76%	12.28%	+5.5%
Sales Activity Charts Metrics						
New Pending Sales Count	17	22	-22.7%	367	301	+21.9%
New Pending Sales Volume	\$3,813,799	\$7,241,100	-47.3%	\$94,729,394	\$71,694,553	+32.1%
Pending Sales Count	56	35	+60%	N/A	N/A	
Pending Sales Volume	\$12,503,594	\$8,960,100	+39.5%	N/A	N/A	
Closed Sales Count	25	28	-10.7%	271	222	+22.1%
Closed Sales Volume	\$8,057,500	\$7,205,750	+11.8%	\$71,050,877	\$49,487,832	+43.6%
Average Sales Price	\$322,300	\$257,348	+25.2%	\$262,180	\$222,918	+17.6%
Median Sales Price	\$270,000	\$164,500	+64.1%	\$228,532	\$200,327	+14.1%

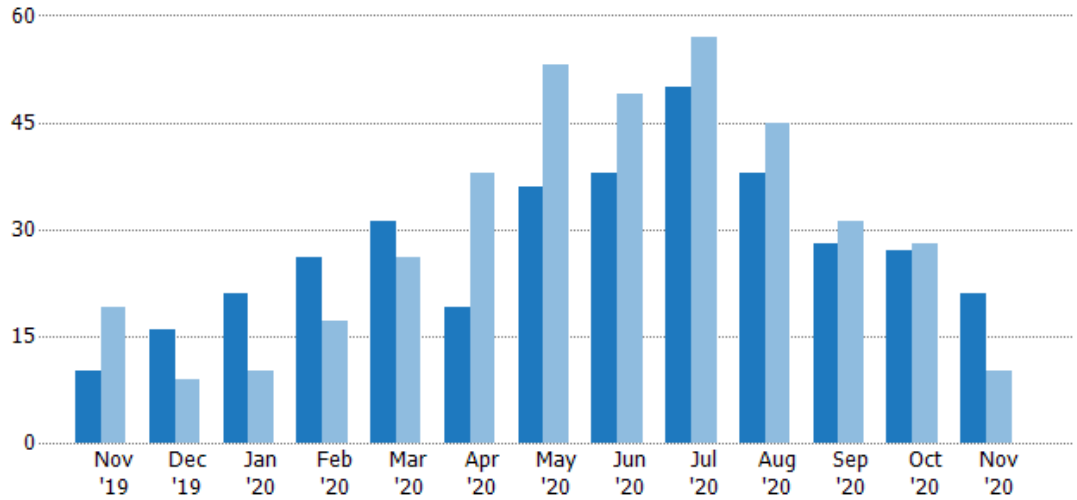
New Listings

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.
Nov '20	21	110%
Nov '19	10	-47.4%
Nov '18	19	-5.3%



	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20
Current Year	10	16	21	26	31	19	36	38	50	38	28	27	21
Prior Year	19	9	10	17	26	38	53	49	57	45	31	28	10
Percent Change from Prior Year	-47%	78%	110%	53%	19%	-50%	-32%	-22%	-12%	-16%	-10%	-4%	110%

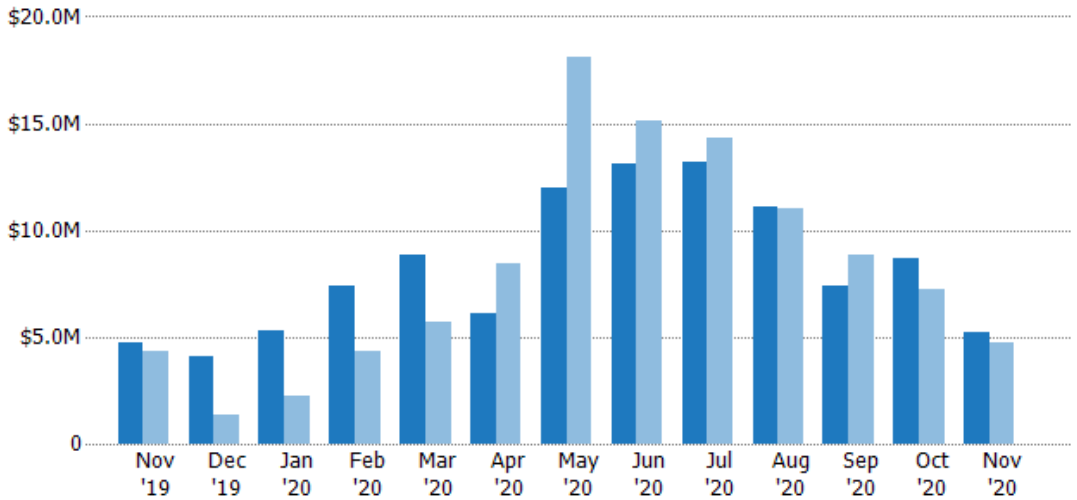
New Listing Volume

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.
Nov '20	\$5.24M	10.5%
Nov '19	\$4.75M	10.5%
Nov '18	\$4.3M	-8.6%



	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20
Current Year	\$4.75M	\$4.12M	\$5.28M	\$7.36M	\$8.82M	\$6.1M	\$12M	\$13.1M	\$13.2M	\$11.1M	\$7.36M	\$8.66M	\$5.24M
Prior Year	\$4.3M	\$1.39M	\$2.21M	\$4.33M	\$5.67M	\$8.47M	\$18.1M	\$15.1M	\$14.3M	\$11M	\$8.86M	\$7.2M	\$4.75M
Percent Change from Prior Year	10%	195%	139%	70%	56%	-28%	-34%	-13%	-8%	1%	-17%	20%	10%

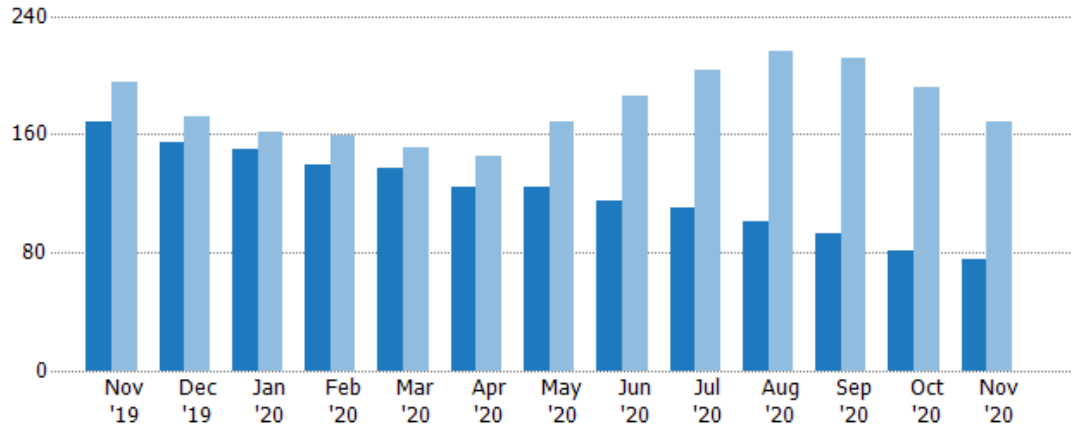
Active Listings

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

Month/ Year	Count	% Chg.
Nov '20	76	-54.8%
Nov '19	168	-13.8%
Nov '18	195	0.5%



Current Year	168	155	150	139	137	124	124	115	110	101	93	81	76
Prior Year	195	172	162	159	151	145	169	186	204	216	211	192	168
Percent Change from Prior Year	-14%	-10%	-7%	-13%	-9%	-14%	-27%	-38%	-46%	-53%	-56%	-58%	-55%

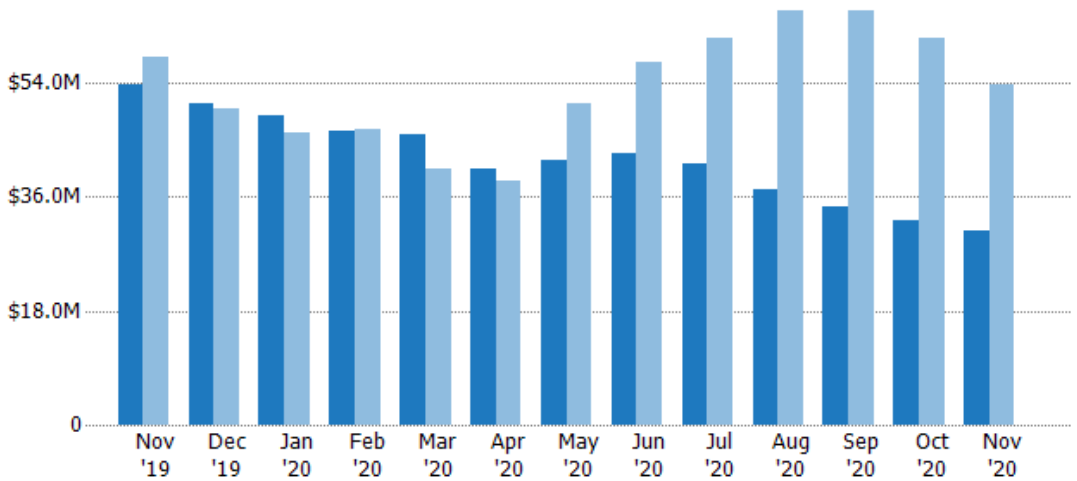
Active Listing Volume

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

Month/ Year	Volume	% Chg.
Nov '20	\$30.5M	-43.1%
Nov '19	\$53.7M	-7.4%
Nov '18	\$57.9M	-7.1%



Current Year	\$53.7M	\$50.6M	\$48.7M	\$46.3M	\$45.8M	\$40.5M	\$41.8M	\$42.9M	\$41.1M	\$37.1M	\$34.4M	\$32.3M	\$30.5M
Prior Year	\$57.9M	\$49.9M	\$46.2M	\$46.8M	\$40.5M	\$38.6M	\$50.7M	\$57.2M	\$61M	\$65.3M	\$65.4M	\$61.1M	\$53.7M
Percent Change from Prior Year	-7%	1%	5%	-1%	13%	5%	-18%	-25%	-33%	-43%	-47%	-47%	-43%

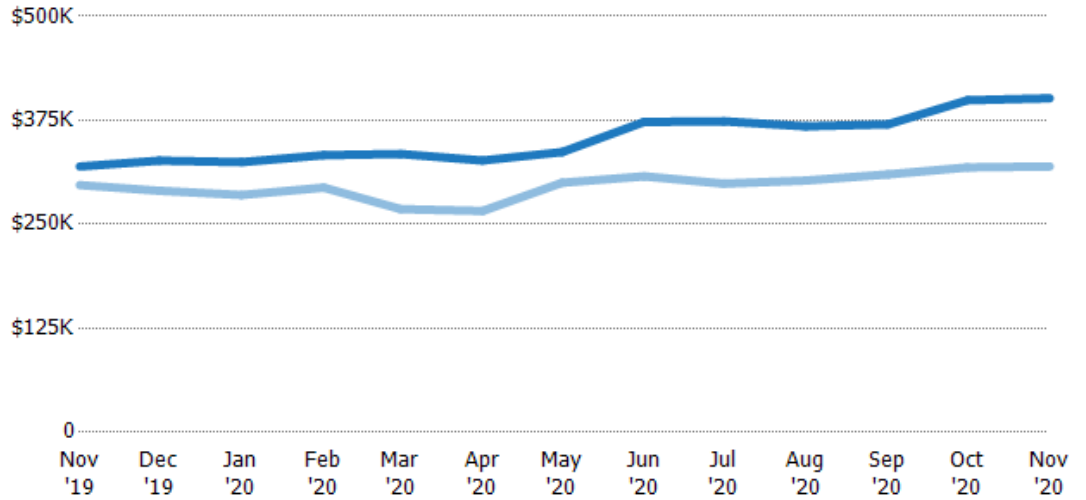
Average Listing Price

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.
Nov '20	\$401K	25.7%
Nov '19	\$319K	7.5%
Nov '18	\$297K	-7.6%



Current Year	\$319K	\$326K	\$325K	\$333K	\$335K	\$327K	\$337K	\$373K	\$374K	\$368K	\$370K	\$399K	\$401K
Prior Year	\$297K	\$290K	\$285K	\$294K	\$268K	\$266K	\$300K	\$308K	\$299K	\$303K	\$310K	\$318K	\$319K
Percent Change from Prior Year	8%	12%	14%	13%	25%	23%	12%	21%	25%	22%	19%	25%	26%

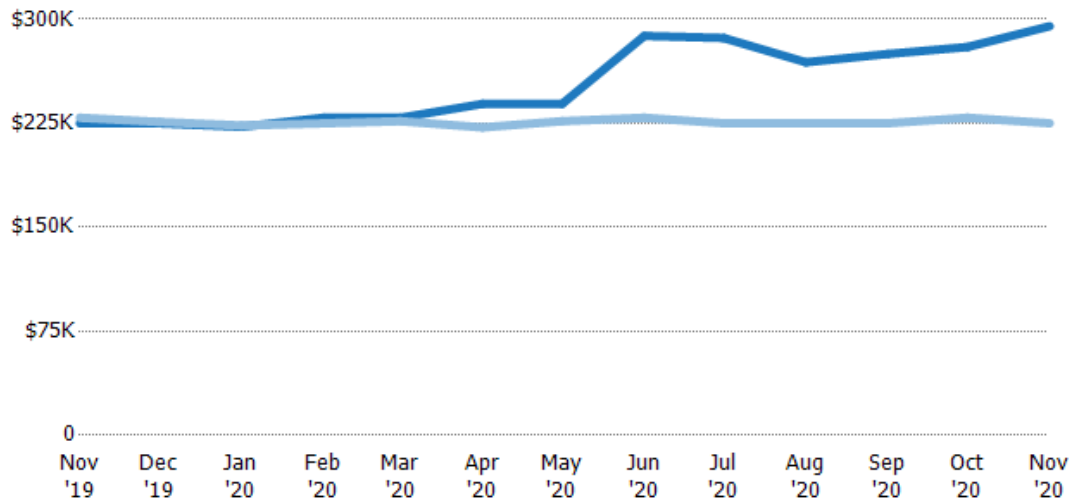
Median Listing Price

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.
Nov '20	\$295K	31.1%
Nov '19	\$225K	-1.7%
Nov '18	\$229K	-6.1%



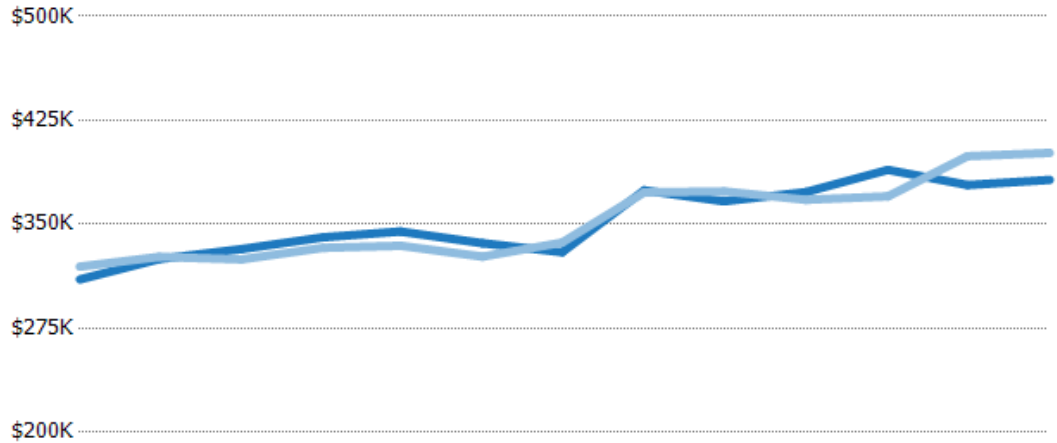
Current Year	\$225K	\$225K	\$222K	\$229K	\$229K	\$239K	\$239K	\$288K	\$287K	\$269K	\$275K	\$280K	\$295K
Prior Year	\$229K	\$226K	\$223K	\$225K	\$227K	\$222K	\$227K	\$229K	\$225K	\$225K	\$225K	\$229K	\$225K
Percent Change from Prior Year	-2%	0%	0%	2%	1%	8%	6%	26%	27%	20%	22%	22%	31%

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



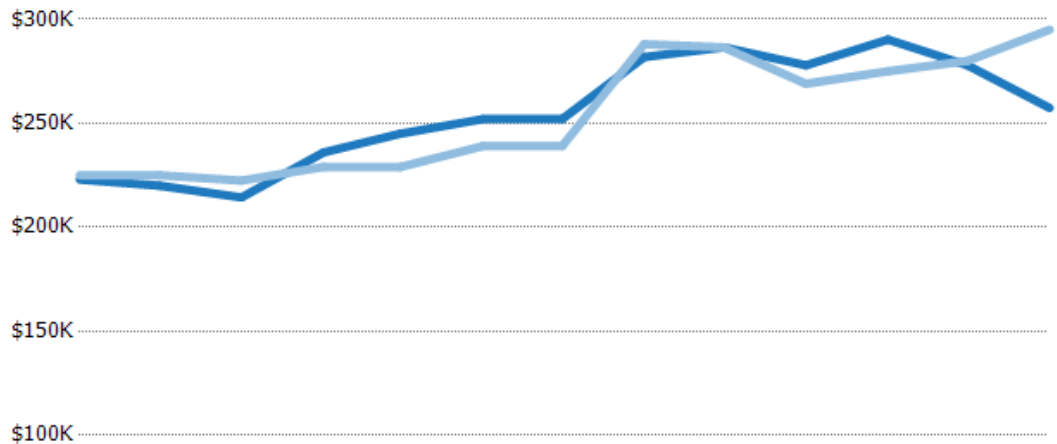
	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20
Avg Est Value	\$310K	\$325K	\$332K	\$341K	\$345K	\$336K	\$330K	\$374K	\$367K	\$373K	\$389K	\$378K	\$382K
Avg Listing Price	\$319K	\$326K	\$325K	\$333K	\$335K	\$327K	\$337K	\$373K	\$374K	\$368K	\$370K	\$399K	\$401K
Avg Listing Price as a % of Avg Est Value	103%	100%	98%	98%	97%	97%	102%	100%	102%	99%	95%	105%	105%

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



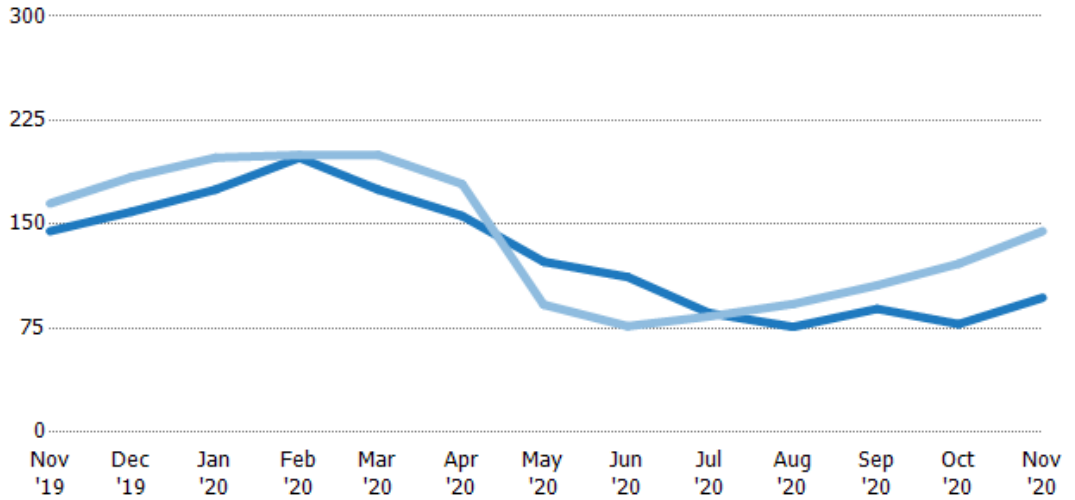
	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20
Median Est Value	\$223K	\$220K	\$214K	\$236K	\$245K	\$252K	\$252K	\$282K	\$287K	\$278K	\$290K	\$278K	\$257K
Median Listing Price	\$225K	\$225K	\$222K	\$229K	\$229K	\$239K	\$239K	\$288K	\$287K	\$269K	\$275K	\$280K	\$295K
Med Listing Price as a % of Med Est Value	101%	102%	104%	97%	93%	95%	95%	102%	100%	97%	95%	101%	115%

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



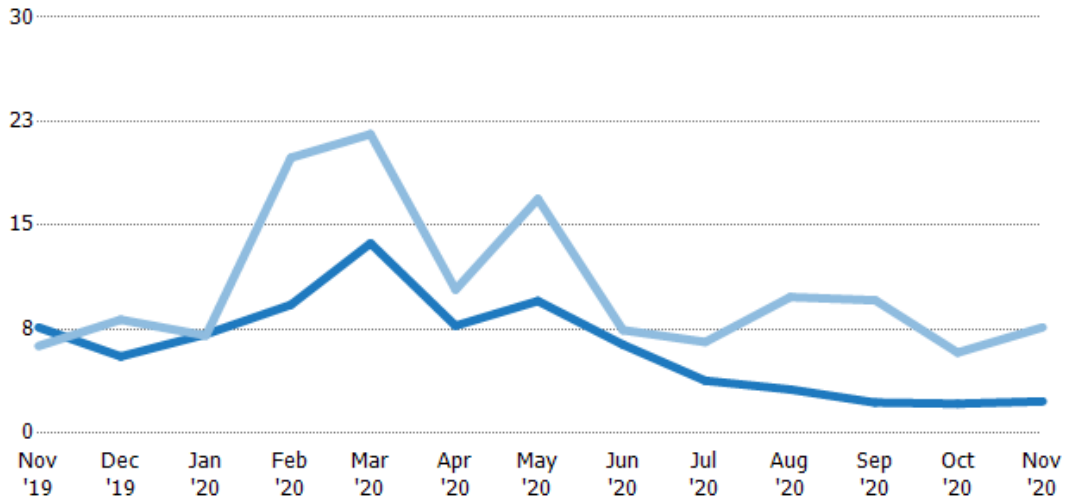
	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20
Current Year	145	159	175	198	175	156	123	112	86	76	89	78	97
Prior Year	165	184	198	200	200	179	92	76.5	83.5	92.5	106	122	145
Percent Change from Prior Year	-12%	-14%	-12%	-1%	-13%	-13%	34%	46%	3%	-18%	-16%	-36%	-33%

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



	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20
Current Year	7.64	5.54	7.14	9.27	13.7	7.75	9.54	6.39	3.79	3.16	2.21	2.13	2.3
Prior Year	6.29	8.19	7.04	19.9	21.6	10.4	16.9	7.44	6.58	9.82	9.59	5.82	7.64
Percent Change from Prior Year	21%	-32%	1%	-53%	-36%	-25%	-44%	-14%	-42%	-68%	-77%	-63%	-70%

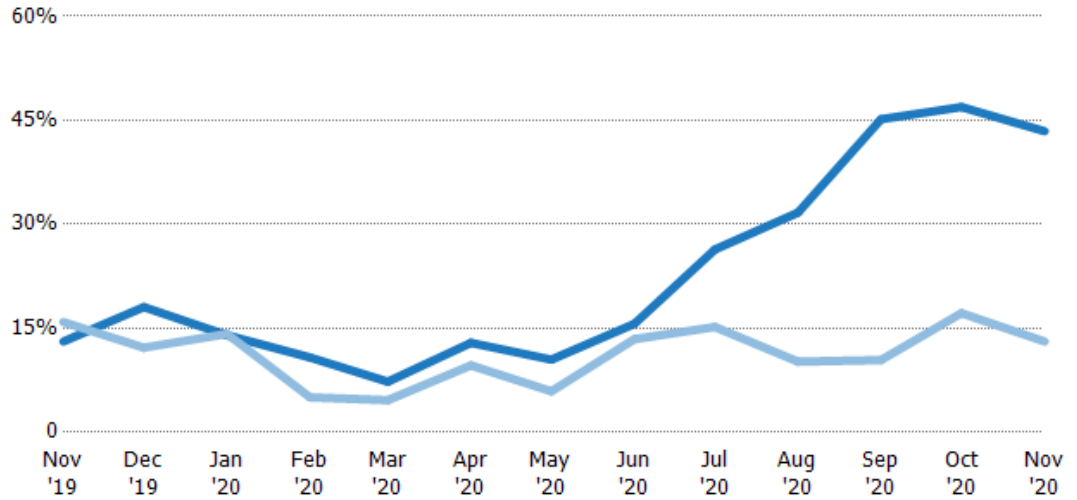
Absorption Rate

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.
Nov '20	43%	-30.3%
Nov '19	13%	2.8%
Nov '18	16%	-19.8%



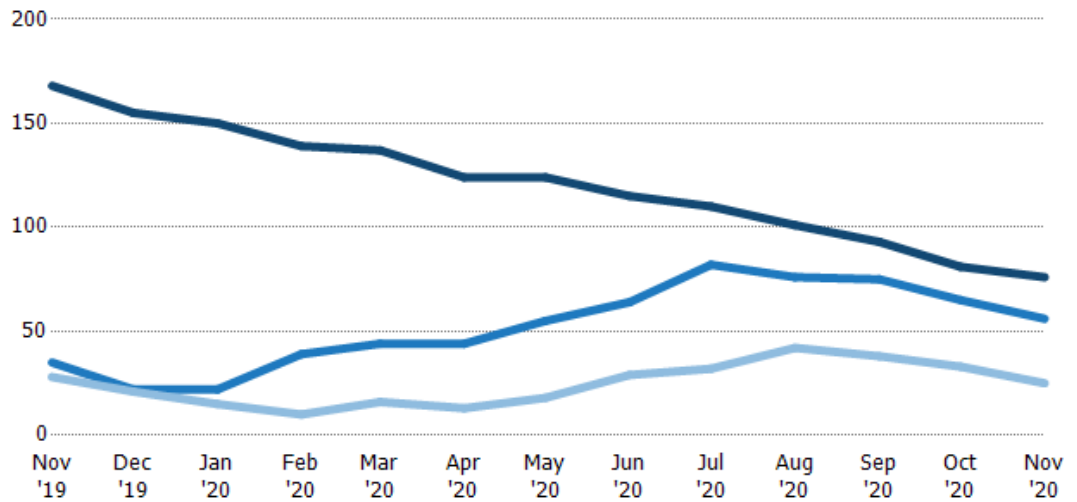
Current Year	13%	18%	14%	11%	7%	13%	10%	16%	26%	32%	45%	47%	43%
Prior Year	16%	12%	14%	5%	5%	10%	6%	13%	15%	10%	10%	17%	13%
Change from Prior Year	3%	-6%	0%	-6%	-3%	-3%	-5%	-2%	-11%	-22%	-35%	-30%	-30%

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	168	155	150	139	137	124	124	115	110	101	93	81	76
Pending	35	22	22	39	44	44	55	64	82	76	75	65	56
Sold	28	21	15	10	16	13	18	29	32	42	38	33	25

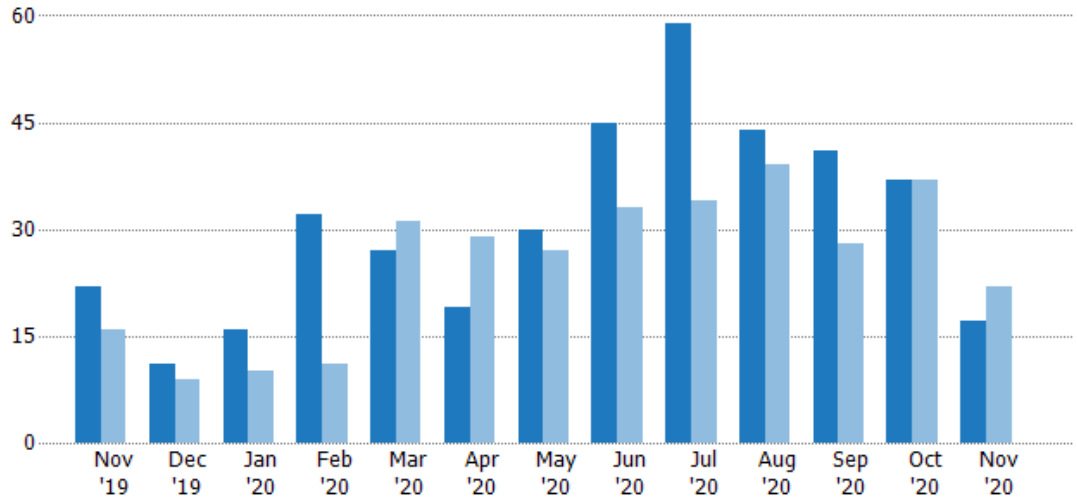
New Pending Sales

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.
Nov '20	17	-22.7%
Nov '19	22	37.5%
Nov '18	16	18.8%



Current Year	22	11	16	32	27	19	30	45	59	44	41	37	17
Prior Year	16	9	10	11	31	29	27	33	34	39	28	37	22
Percent Change from Prior Year	38%	22%	60%	191%	-13%	-34%	11%	36%	74%	13%	46%	0%	-23%

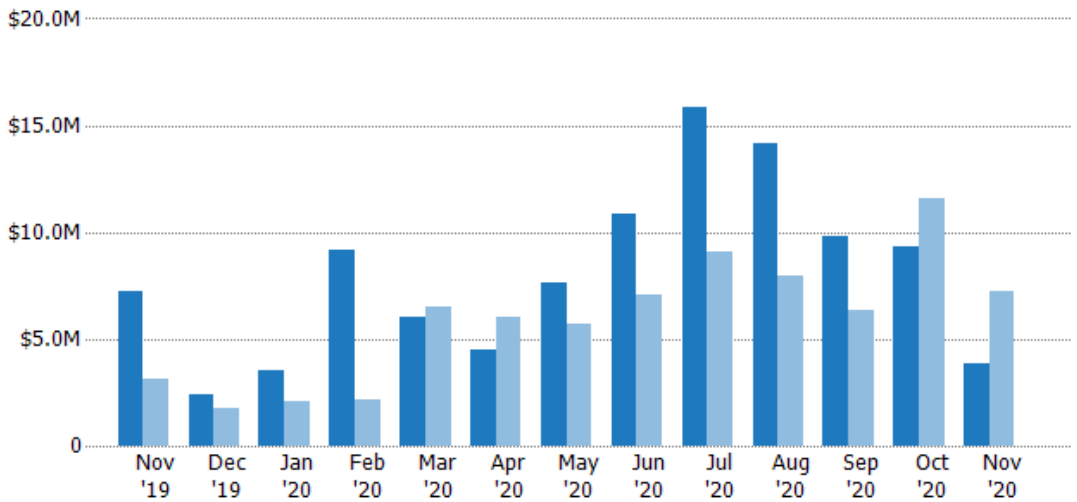
New Pending Sales Volume

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.
Nov '20	\$3.81M	-47.3%
Nov '19	\$7.24M	129.8%
Nov '18	\$3.15M	42.6%



Current Year	\$7.24M	\$2.37M	\$3.54M	\$9.2M	\$6.04M	\$4.53M	\$7.6M	\$10.8M	\$15.8M	\$14.2M	\$9.84M	\$9.29M	\$3.81M
Prior Year	\$3.15M	\$1.77M	\$2.09M	\$2.15M	\$6.52M	\$5.99M	\$5.69M	\$7.08M	\$9.05M	\$7.95M	\$6.32M	\$11.6M	\$7.24M
Percent Change from Prior Year	130%	34%	69%	328%	-7%	-24%	34%	53%	75%	79%	56%	-20%	-47%

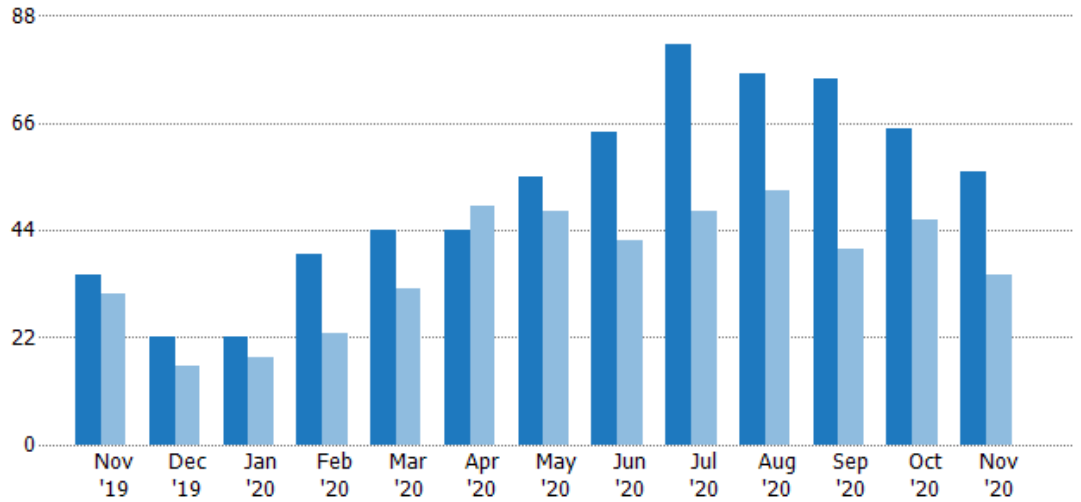
Pending Sales

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.
Nov '20	56	60%
Nov '19	35	12.9%
Nov '18	31	0%



	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20
Current Year	35	22	22	39	44	44	55	64	82	76	75	65	56
Prior Year	31	16	18	23	32	49	48	42	48	52	40	46	35
Percent Change from Prior Year	13%	38%	22%	70%	38%	-10%	15%	52%	71%	46%	88%	41%	60%

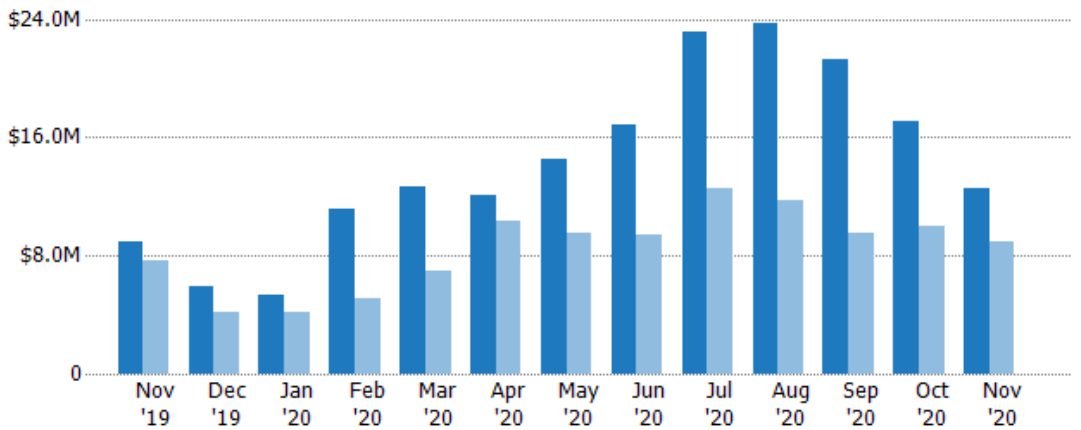
Pending Sales Volume

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.
Nov '20	\$12.5M	39.5%
Nov '19	\$8.96M	16.7%
Nov '18	\$7.68M	-8.3%



	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20
Current Year	\$8.96M	\$5.94M	\$5.33M	\$11.2M	\$12.7M	\$12.1M	\$14.5M	\$16.9M	\$23.2M	\$23.7M	\$21.3M	\$17.1M	\$12.5M
Prior Year	\$7.68M	\$4.18M	\$4.2M	\$5.07M	\$6.92M	\$10.3M	\$9.54M	\$9.39M	\$12.6M	\$11.7M	\$9.56M	\$10M	\$8.96M
Percent Change from Prior Year	17%	42%	27%	121%	83%	18%	52%	80%	84%	102%	123%	70%	40%

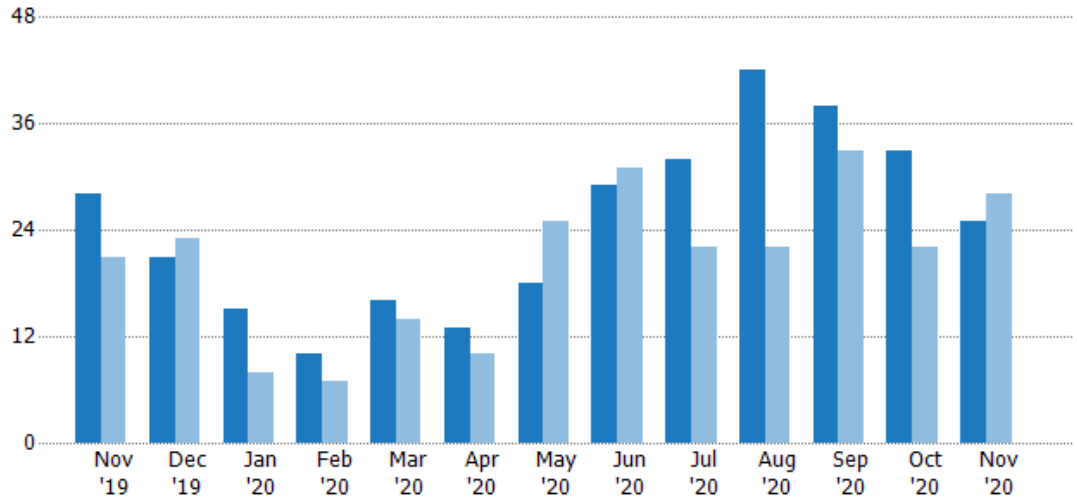
Closed Sales

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.
Nov '20	25	-10.7%
Nov '19	28	33.3%
Nov '18	21	33.3%



Current Year	28	21	15	10	16	13	18	29	32	42	38	33	25
Prior Year	21	23	8	7	14	10	25	31	22	22	33	22	28
Percent Change from Prior Year	33%	-9%	88%	43%	14%	30%	-28%	-6%	45%	91%	15%	50%	-11%

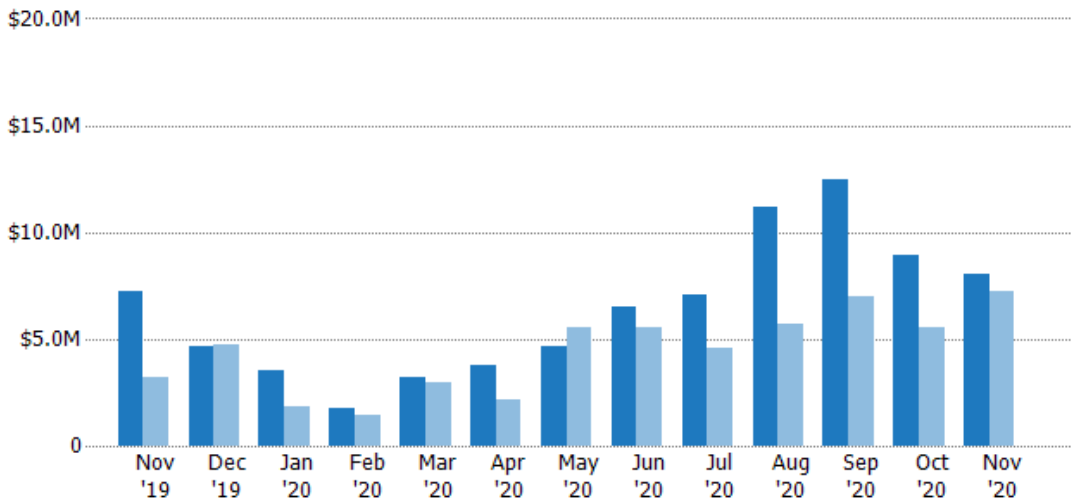
Closed Sales Volume

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.
Nov '20	\$8.06M	11.8%
Nov '19	\$7.21M	123%
Nov '18	\$3.23M	91.5%



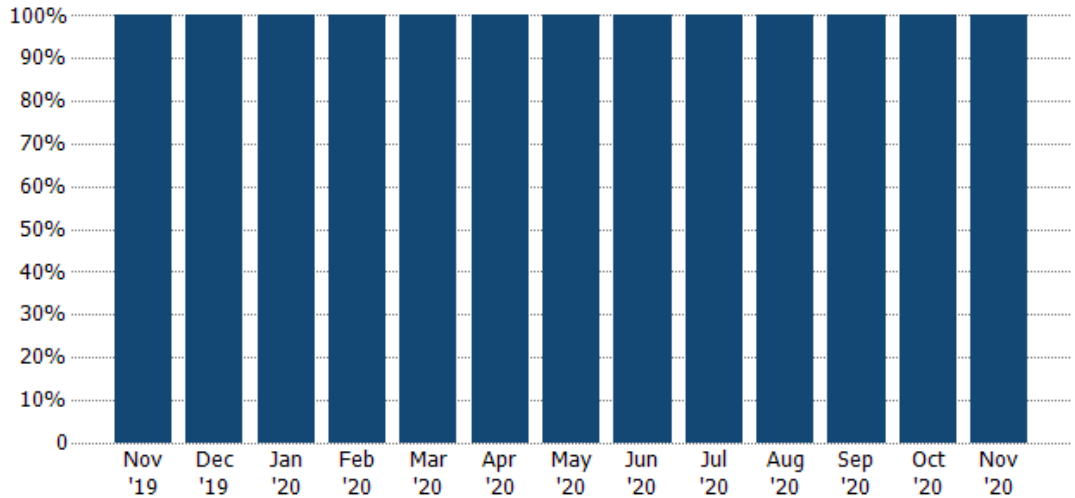
Current Year	\$7.21M	\$4.62M	\$3.56M	\$1.73M	\$3.21M	\$3.76M	\$4.62M	\$6.49M	\$7.09M	\$11.2M	\$12.4M	\$8.93M	\$8.06M
Prior Year	\$3.23M	\$4.75M	\$1.82M	\$1.42M	\$2.95M	\$2.19M	\$5.55M	\$5.57M	\$4.55M	\$5.74M	\$6.95M	\$5.54M	\$7.21M
Percent Change from Prior Year	123%	-3%	96%	22%	9%	72%	-17%	17%	56%	94%	79%	61%	12%

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



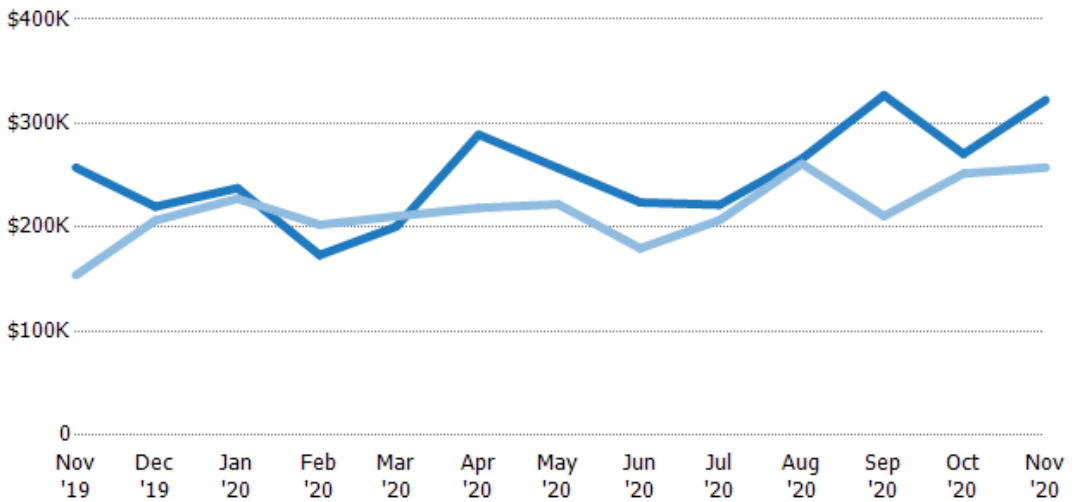
Single Family Residence	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
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Average Sales Price

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.
Nov '20	\$322K	25.2%
Nov '19	\$257K	67.2%
Nov '18	\$154K	43.6%

Current Year	\$257K	\$220K	\$238K	\$173K	\$201K	\$289K	\$257K	\$224K	\$222K	\$266K	\$327K	\$271K	\$322K
Prior Year	\$154K	\$207K	\$227K	\$202K	\$211K	\$219K	\$222K	\$180K	\$207K	\$261K	\$211K	\$252K	\$257K
Percent Change from Prior Year	67%	6%	4%	-14%	-5%	32%	16%	25%	7%	2%	55%	7%	25%

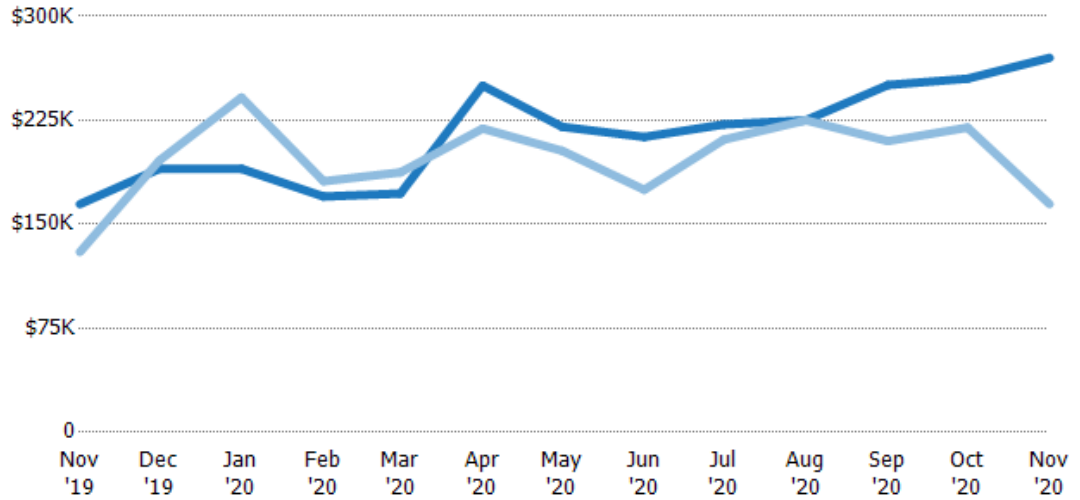
Median Sales Price

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.
Nov '20	\$270K	64.1%
Nov '19	\$165K	26.5%
Nov '18	\$130K	13.8%



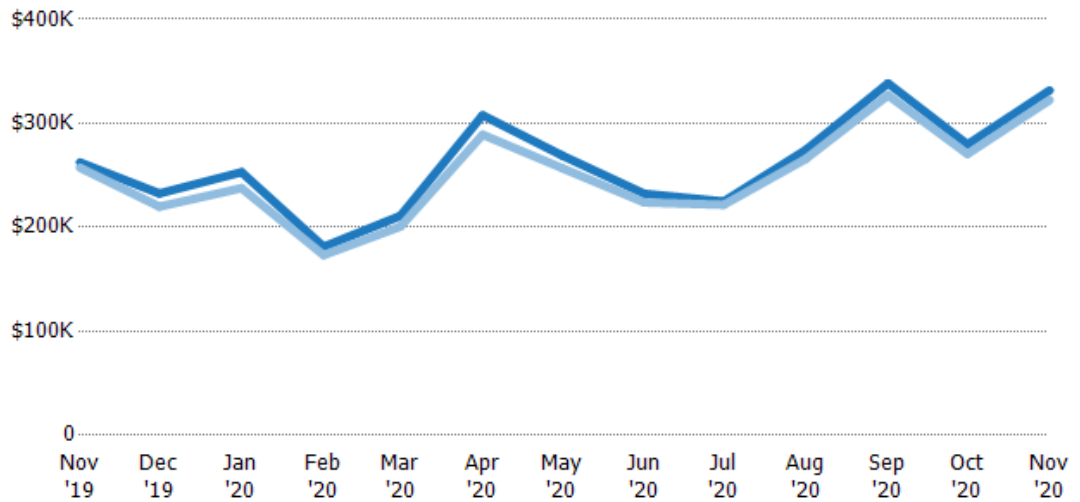
Current Year	\$165K	\$190K	\$190K	\$170K	\$172K	\$250K	\$220K	\$213K	\$222K	\$225K	\$250K	\$255K	\$270K
Prior Year	\$130K	\$196K	\$242K	\$181K	\$187K	\$219K	\$203K	\$175K	\$211K	\$225K	\$210K	\$220K	\$165K
Percent Change from Prior Year	27%	-3%	-21%	-6%	-8%	14%	9%	22%	5%	0%	19%	16%	64%

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



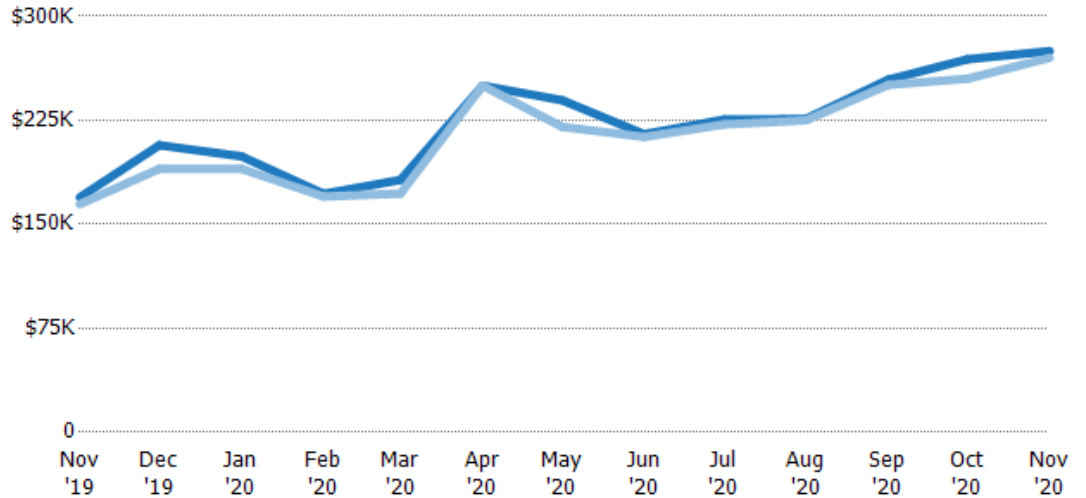
Avg List Price	\$262K	\$232K	\$253K	\$181K	\$211K	\$308K	\$269K	\$232K	\$225K	\$274K	\$338K	\$280K	\$332K
Avg Sales Price	\$257K	\$220K	\$238K	\$173K	\$201K	\$289K	\$257K	\$224K	\$222K	\$266K	\$327K	\$271K	\$322K
Avg Sales Price as a % of Avg List Price	98%	95%	94%	96%	95%	94%	95%	96%	99%	97%	97%	97%	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



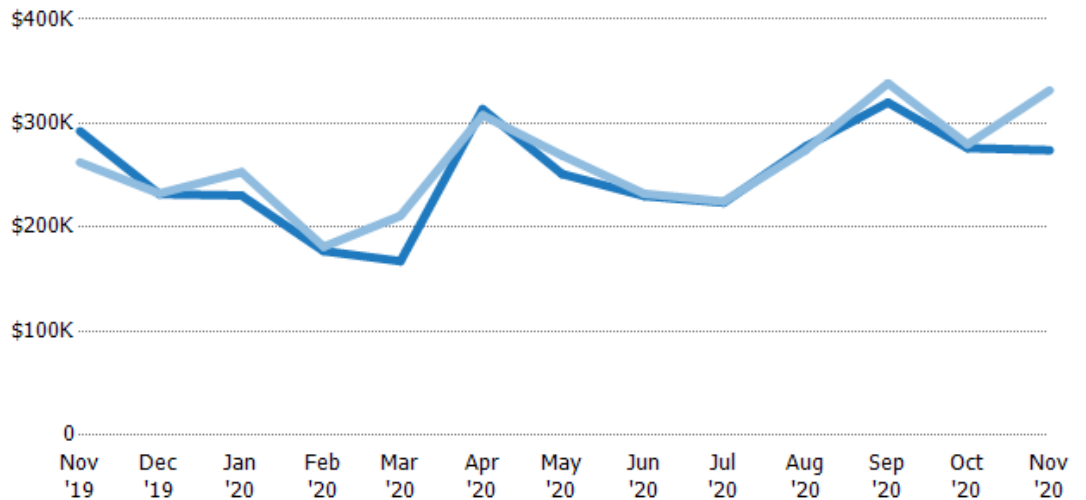
	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20
Median List Price	\$170K	\$207K	\$199K	\$172K	\$182K	\$250K	\$239K	\$215K	\$226K	\$226K	\$254K	\$269K	\$275K
Median Sales Price	\$165K	\$190K	\$190K	\$170K	\$172K	\$250K	\$220K	\$213K	\$222K	\$225K	\$250K	\$255K	\$270K
Med Sales Price as a % of Med List Price	97%	92%	95%	99%	95%	100%	92%	99%	98%	100%	99%	95%	98%

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



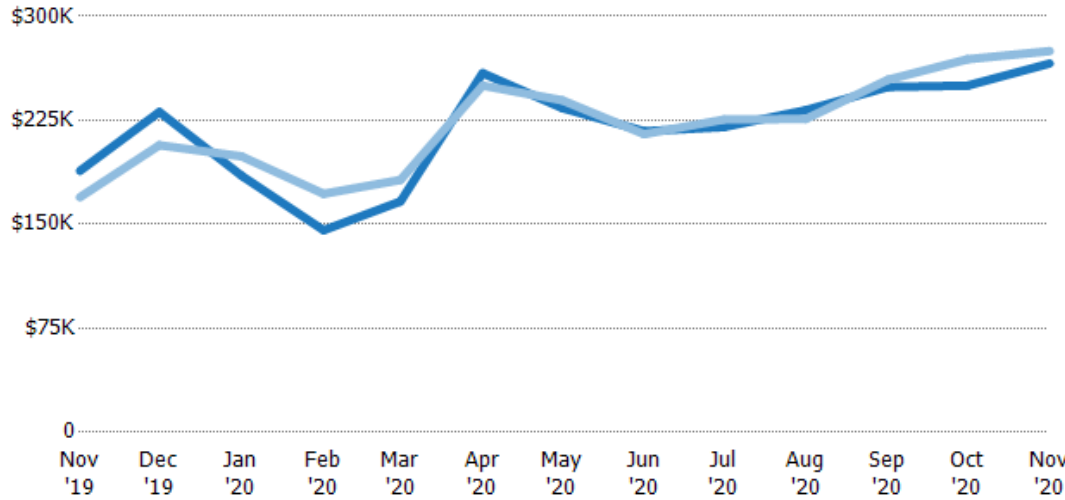
	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20
Avg Est Value	\$292K	\$232K	\$231K	\$177K	\$167K	\$314K	\$251K	\$230K	\$224K	\$278K	\$320K	\$276K	\$274K
Avg Sales Price	\$262K	\$232K	\$253K	\$181K	\$211K	\$308K	\$269K	\$232K	\$225K	\$274K	\$338K	\$280K	\$332K
Avg Sales Price as a % of Avg Est Value	90%	100%	110%	102%	126%	98%	107%	101%	101%	99%	106%	101%	121%

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



	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20
Median Est Value	\$189K	\$231K	\$185K	\$146K	\$166K	\$259K	\$234K	\$217K	\$220K	\$232K	\$249K	\$250K	\$266K
Median Sales Price	\$170K	\$207K	\$199K	\$172K	\$182K	\$250K	\$239K	\$215K	\$226K	\$226K	\$254K	\$269K	\$275K
Med Sales Price as a % of Med Est Value	90%	90%	108%	118%	109%	97%	102%	99%	102%	97%	102%	108%	103%