

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	35	22	+59.1%	486	494	-1.6%
New Listing Volume	\$9,303,683	\$5,036,200	+84.7%	\$121,715,363	\$107,279,487	+13.5%
Active Listing Count	138	274	-49.6%	N/A	N/A	
Active Listing Volume	\$47,808,582	\$69,343,895	-31.1%	N/A	N/A	
Average Listing Price	\$346,439	\$253,080	+36.9%	\$277,775	\$260,135	+6.8%
Median Listing Price	\$259,450	\$199,000	+30.4%	\$213,928	\$218,218	-2%
Median Days in RPR	102	165	-38.2%	129.31	158.85	-18.6%
Months of Inventory	2.6	7	-62.9%	6.4	9.7	-33.5%
Absorption Rate	38.41%	14.23%	+24.2%	15.55%	10.34%	+5.2%
Sales Activity Charts Metrics						
New Pending Sales Count	49	25	+96%	557	399	+39.6%
New Pending Sales Volume	\$12,768,083	\$4,427,500	+188.4%	\$121,742,560	\$77,696,116	+56.7%
Pending Sales Count	97	42	+131%	N/A	N/A	
Pending Sales Volume	\$26,312,800	\$9,227,999	+185.1%	N/A	N/A	
Closed Sales Count	42	35	+20%	391	338	+15.7%
Closed Sales Volume	\$9,602,600	\$7,447,150	+28.9%	\$78,713,210	\$61,781,766	+27.4%
Average Sales Price	\$228,633	\$212,776	+7.5%	\$201,313	\$182,786	+10.1%
Median Sales Price	\$183,750	\$204,000	-9.9%	\$175,588	\$161,749	+8.6%

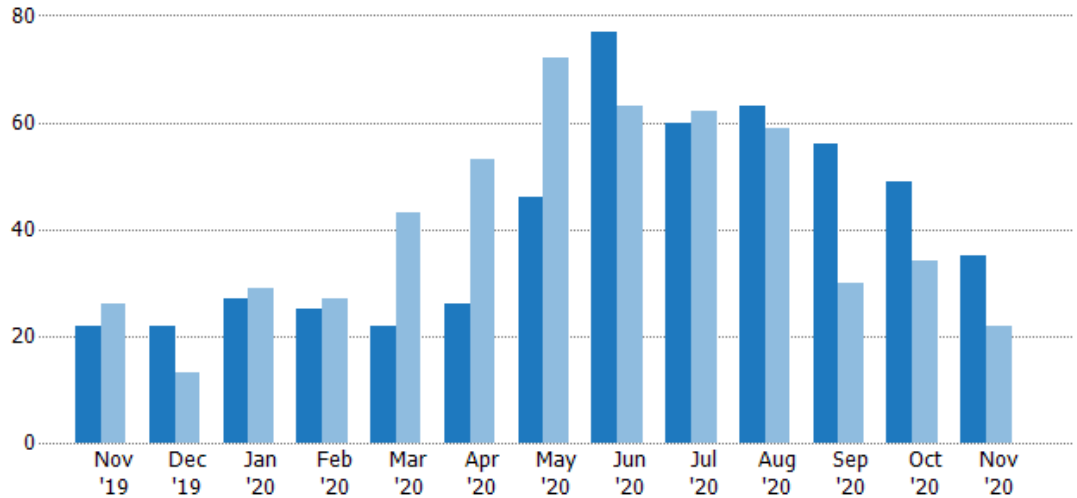
New Listings

The number of new residential listings that were added each month.

Filters Used

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

Month/ Year	Count	% Chg.
Nov '20	35	59.1%
Nov '19	22	-15.4%
Nov '18	26	7.7%



	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	22	22	27	25	22	26	46	77	60	63	56	49	35
Prior Year	26	13	29	27	43	53	72	63	62	59	30	34	22
Percent Change from Prior Year	-15%	69%	-7%	-7%	-49%	-51%	-36%	22%	-3%	7%	87%	44%	59%

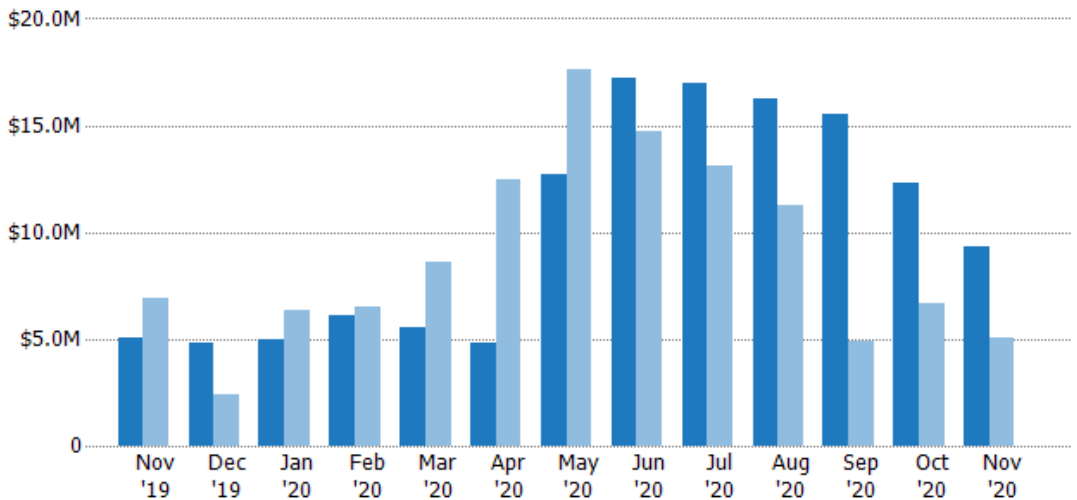
New Listing Volume

The sum of the listing price of residential listings that were added each month.

Filters Used

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

Month/ Year	Volume	% Chg.
Nov '20	\$9.3M	84.7%
Nov '19	\$5.04M	-26.9%
Nov '18	\$6.89M	-10.7%



	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	\$5.04M	\$4.84M	\$5.01M	\$6.11M	\$5.51M	\$4.79M	\$12.7M	\$17.2M	\$16.9M	\$16.2M	\$15.6M	\$12.3M	\$9.3M
Prior Year	\$6.89M	\$2.44M	\$6.36M	\$6.54M	\$8.58M	\$12.5M	\$17.6M	\$14.7M	\$13.1M	\$11.2M	\$4.92M	\$6.69M	\$5.04M
Percent Change from Prior Year	-27%	98%	-21%	-7%	-36%	-62%	-28%	17%	29%	45%	216%	84%	85%

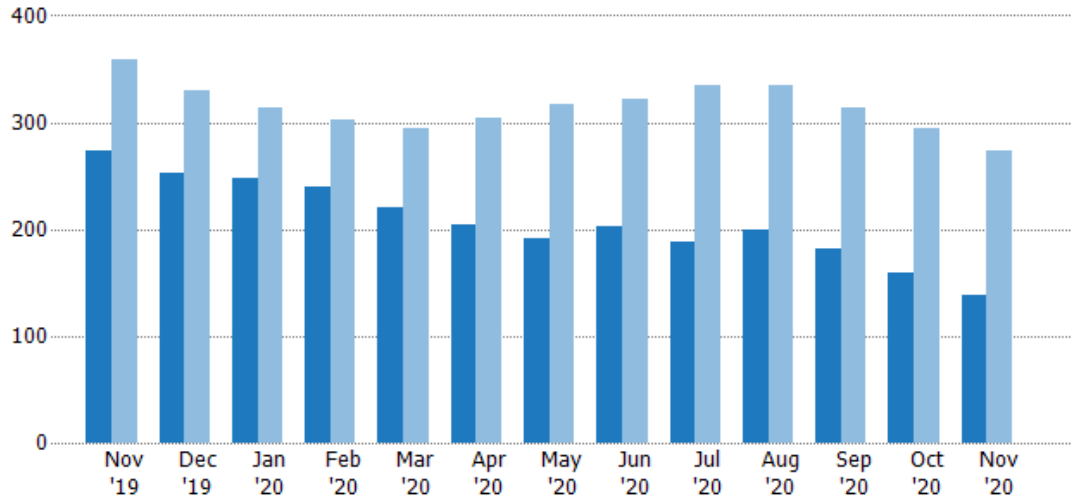
Active Listings

The number of active residential listings at the end of each month.

Filters Used

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

Month/ Year	Count	% Chg.
Nov '20	138	-49.6%
Nov '19	274	-23.7%
Nov '18	359	3.3%



Current Year	274	253	247	240	220	205	192	202	188	200	182	159	138
Prior Year	359	330	314	302	294	304	317	322	334	335	314	295	274
Percent Change from Prior Year	-24%	-23%	-21%	-21%	-25%	-33%	-39%	-37%	-44%	-40%	-42%	-46%	-50%

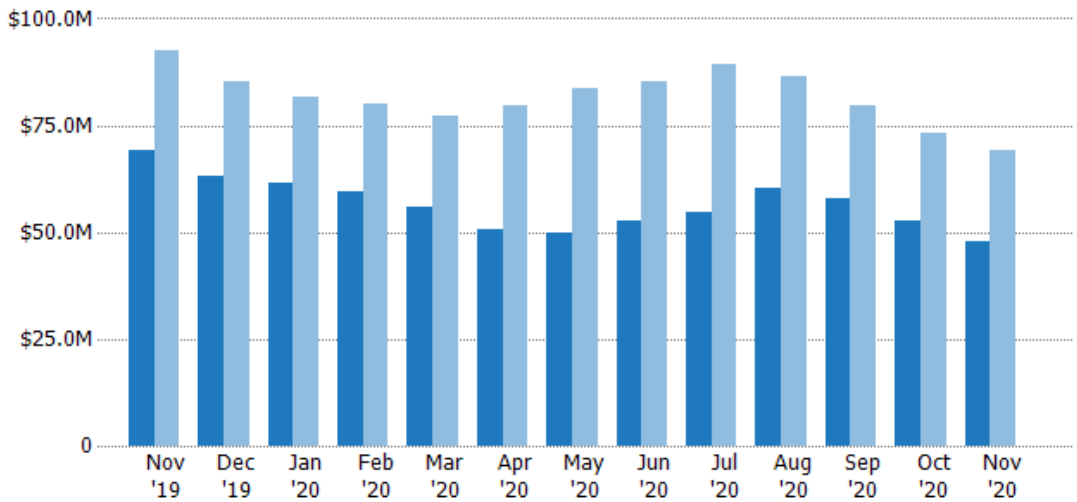
Active Listing Volume

The sum of the listing price of active residential listings at the end of each month.

Filters Used

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

Month/ Year	Volume	% Chg.
Nov '20	\$47.8M	-31.1%
Nov '19	\$69.3M	-25.1%
Nov '18	\$92.5M	-2.6%



Current Year	\$69.3M	\$63.1M	\$61.3M	\$59.6M	\$56.1M	\$50.8M	\$49.9M	\$52.7M	\$54.7M	\$60.3M	\$57.7M	\$52.6M	\$47.8M
Prior Year	\$92.5M	\$85.1M	\$81.6M	\$80.1M	\$77.1M	\$79.6M	\$83.8M	\$85.4M	\$89.4M	\$86.6M	\$79.5M	\$73.3M	\$69.3M
Percent Change from Prior Year	-25%	-26%	-25%	-26%	-27%	-36%	-40%	-38%	-39%	-30%	-27%	-28%	-31%

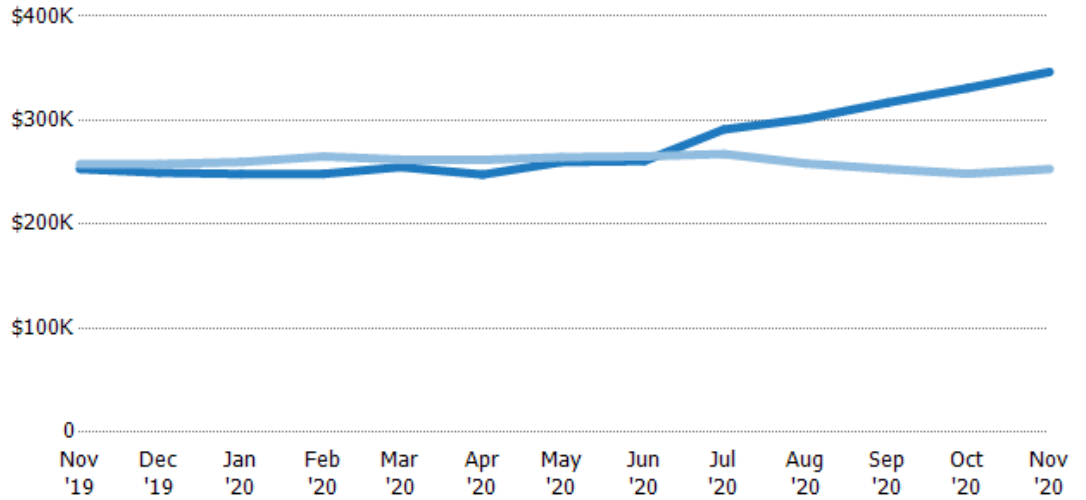
Average Listing Price

The average listing price of active residential listings at the end of each month.

Filters Used

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

Month/ Year	Price	% Chg.
Nov '20	\$346K	36.9%
Nov '19	\$253K	-1.8%
Nov '18	\$258K	-5.7%



Current Year	\$253K	\$250K	\$248K	\$248K	\$255K	\$248K	\$260K	\$261K	\$291K	\$301K	\$317K	\$331K	\$346K
Prior Year	\$258K	\$258K	\$260K	\$265K	\$262K	\$262K	\$264K	\$265K	\$268K	\$258K	\$253K	\$249K	\$253K
Percent Change from Prior Year	-2%	-3%	-4%	-6%	-3%	-5%	-2%	-2%	9%	17%	25%	33%	37%

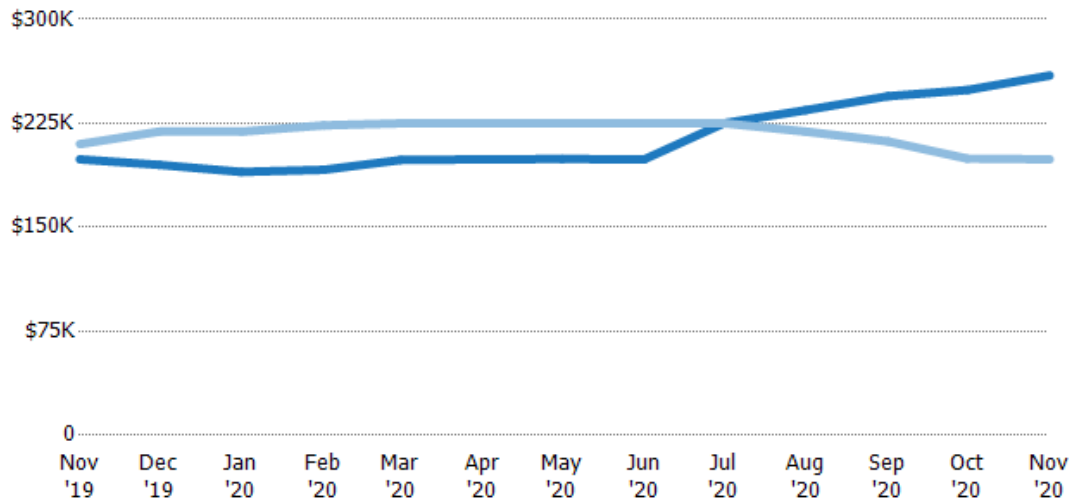
Median Listing Price

The median listing price of active residential listings at the end of each month.

Filters Used

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

Month/ Year	Price	% Chg.
Nov '20	\$259K	30.4%
Nov '19	\$199K	-5.2%
Nov '18	\$210K	-7.2%



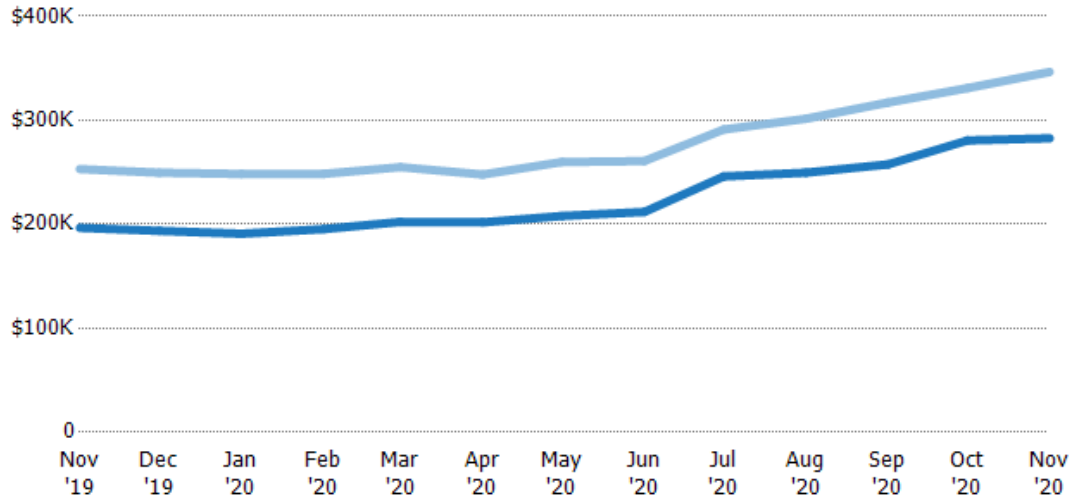
Current Year	\$199K	\$195K	\$190K	\$191K	\$199K	\$199K	\$199K	\$199K	\$225K	\$235K	\$245K	\$249K	\$259K
Prior Year	\$210K	\$219K	\$219K	\$224K	\$225K	\$225K	\$225K	\$225K	\$225K	\$219K	\$212K	\$200K	\$199K
Percent Change from Prior Year	-5%	-11%	-13%	-14%	-12%	-12%	-11%	-12%	0%	7%	15%	25%	30%

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: Orleans County, Vermont
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence



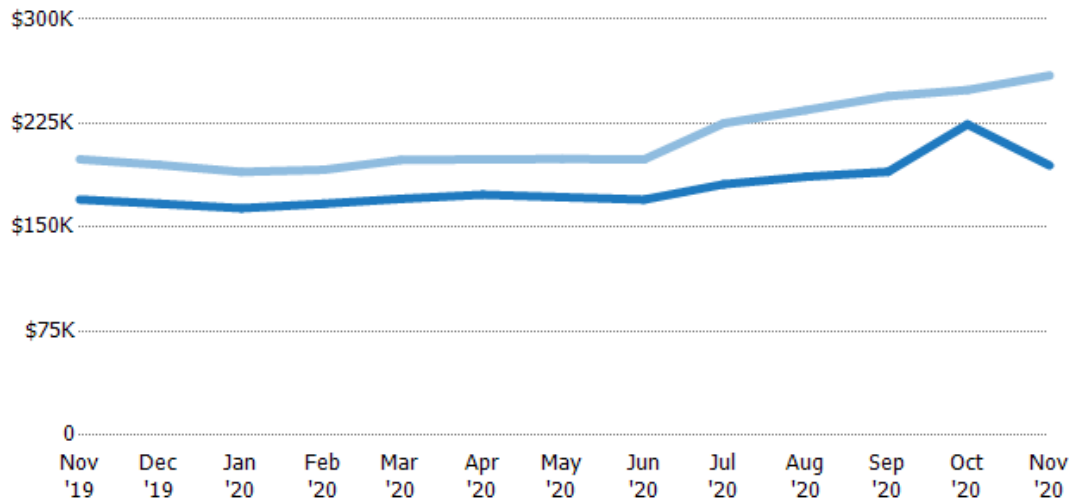
	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20
Avg Est Value	\$197K	\$194K	\$191K	\$195K	\$202K	\$202K	\$208K	\$212K	\$246K	\$250K	\$258K	\$281K	\$283K
Avg Listing Price	\$253K	\$250K	\$248K	\$248K	\$255K	\$248K	\$260K	\$261K	\$291K	\$301K	\$317K	\$331K	\$346K
Avg Listing Price as a % of Avg Est Value	129%	129%	130%	127%	126%	123%	125%	123%	118%	121%	123%	118%	123%

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: Orleans County, Vermont
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence



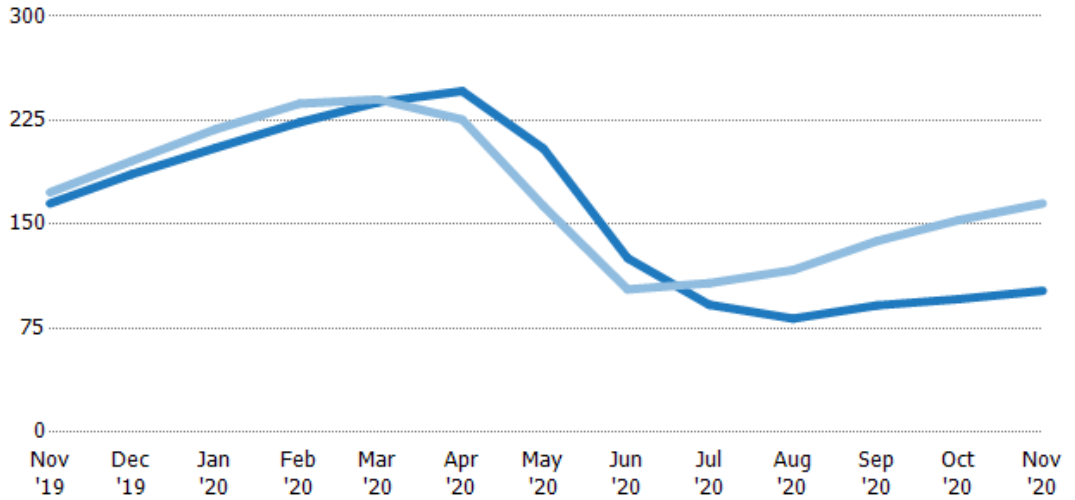
	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20
Median Est Value	\$170K	\$167K	\$164K	\$167K	\$170K	\$174K	\$172K	\$170K	\$181K	\$186K	\$190K	\$224K	\$195K
Median Listing Price	\$199K	\$195K	\$190K	\$191K	\$199K	\$199K	\$199K	\$199K	\$225K	\$235K	\$245K	\$249K	\$259K
Med Listing Price as a % of Med Est Value	117%	117%	116%	115%	116%	115%	116%	117%	124%	126%	129%	111%	133%

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: Orleans County, Vermont
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence



Month/Year	Days	% Chg.
Nov '20	102	-38.2%
Nov '19	165	-4.6%
Nov '18	173	-6.4%

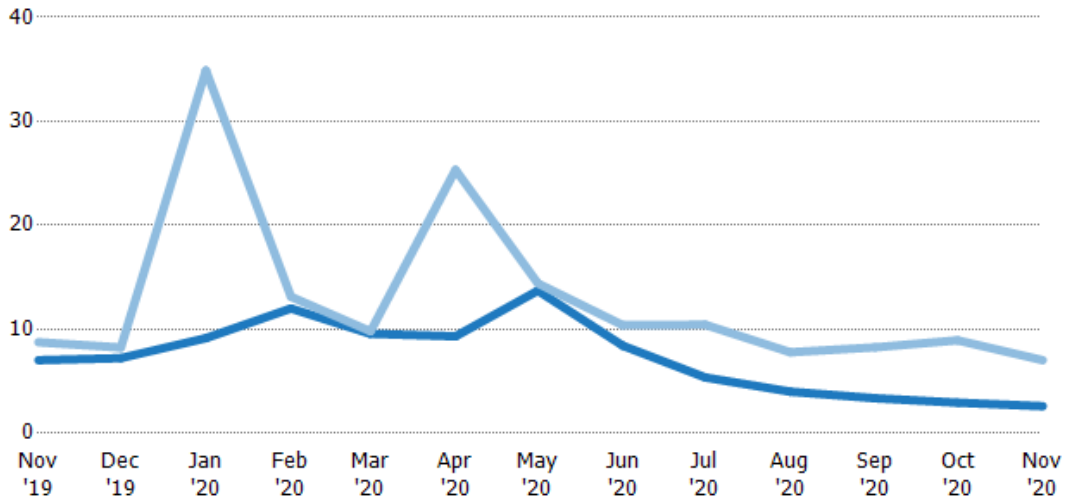
	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20
Current Year	165	186	205	224	238	246	205	126	92	82	91.5	96	102
Prior Year	173	196	219	237	240	226	163	103	108	117	138	153	165
Percent Change from Prior Year	-5%	-5%	-6%	-6%	-1%	9%	25%	22%	-14%	-30%	-34%	-37%	-38%

Months of Inventory

The number of months it would take to exhaust active listings at the current sales rate.

Filters Used

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



Month/Year	Months	% Chg.
Nov '20	2.6	-62.9%
Nov '19	7.03	-19.8%
Nov '18	8.76	5.9%

	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	7.03	7.23	9.15	12	9.57	9.32	13.7	8.42	5.37	4	3.37	2.94	2.6
Prior Year	8.76	8.25	34.9	13.1	9.8	25.3	14.4	10.4	10.4	7.79	8.26	8.94	7.03
Percent Change from Prior Year	-20%	-12%	-74%	-9%	-2%	-63%	-5%	-19%	-49%	-49%	-59%	-67%	-63%

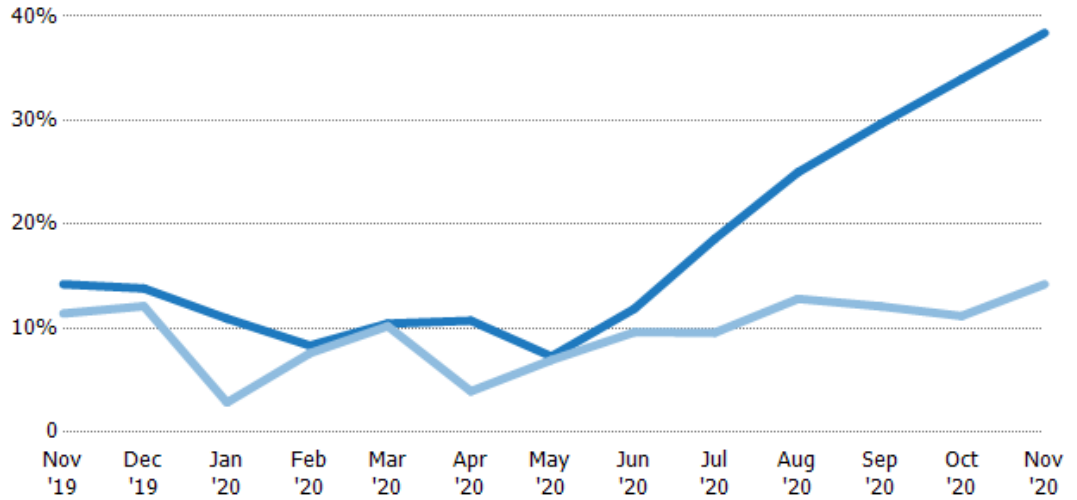
Absorption Rate

The percentage of inventory sold per month.

Filters Used

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

Month/ Year	Rate	Chg.
Nov '20	38%	-24.2%
Nov '19	14%	-2.8%
Nov '18	11%	-5.6%



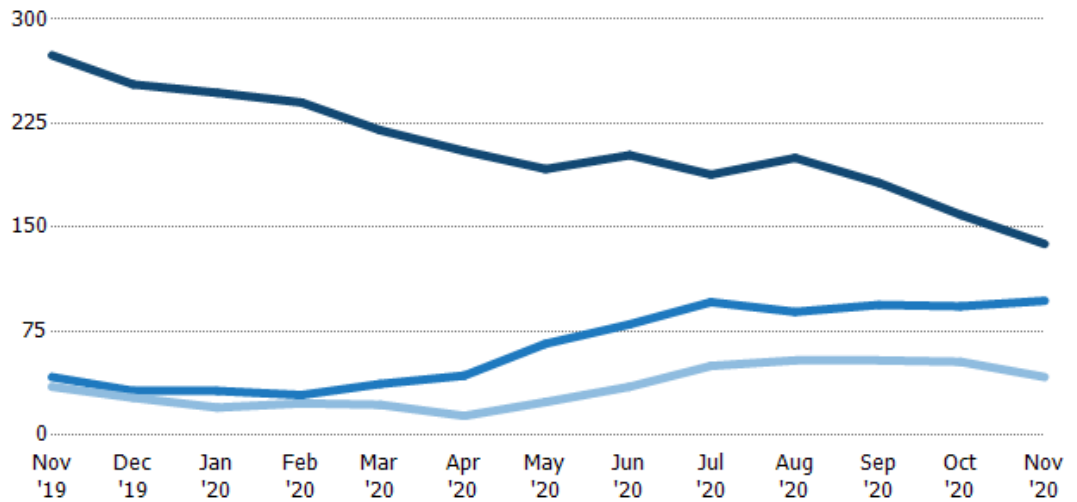
Current Year	14%	14%	11%	8%	10%	11%	7%	12%	19%	25%	30%	34%	38%
Prior Year	11%	12%	3%	8%	10%	4%	7%	10%	10%	13%	12%	11%	14%
Change from Prior Year	-3%	-2%	-8%	-1%	0%	-7%	0%	-2%	-9%	-12%	-18%	-23%	-24%

Active/Pending/Sold Units

The number of residential properties that were Active, Pending and Sold each month.

Filters Used

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



Active	274	253	247	240	220	205	192	202	188	200	182	159	138
Pending	42	32	32	29	37	43	66	80	96	89	94	93	97
Sold	35	27	20	23	22	14	24	35	50	54	54	53	42

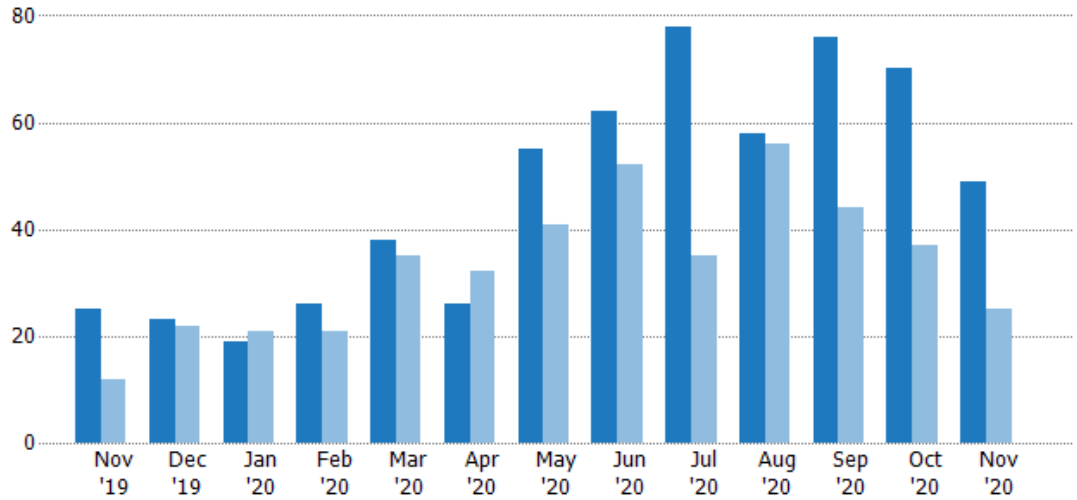
New Pending Sales

The number of residential properties with accepted offers that were added each month.

Filters Used

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

Month/ Year	Count	% Chg.
Nov '20	49	96%
Nov '19	25	108.3%
Nov '18	12	75%



Current Year	25	23	19	26	38	26	55	62	78	58	76	70	49
Prior Year	12	22	21	21	35	32	41	52	35	56	44	37	25
Percent Change from Prior Year	108%	5%	-10%	24%	9%	-19%	34%	19%	123%	4%	73%	89%	96%

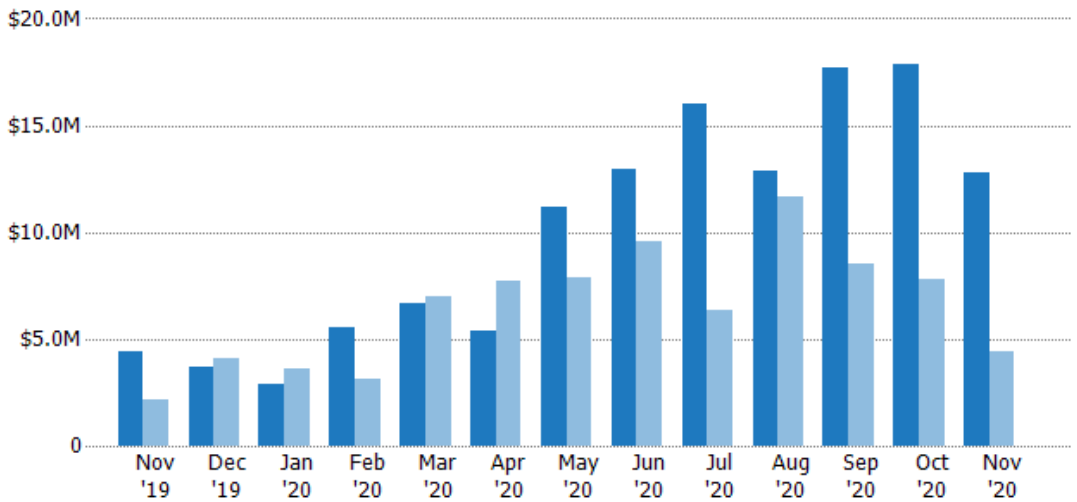
New Pending Sales Volume

The sum of the sales price of residential properties with accepted offers that were added each month.

Filters Used

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

Month/ Year	Volume	% Chg.
Nov '20	\$12.8M	188.4%
Nov '19	\$4.43M	106%
Nov '18	\$2.15M	63.7%



Current Year	\$4.43M	\$3.67M	\$2.88M	\$5.56M	\$6.69M	\$5.35M	\$11.1M	\$12.9M	\$16M	\$12.9M	\$17.7M	\$17.9M	\$12.8M
Prior Year	\$2.15M	\$4.07M	\$3.58M	\$3.17M	\$7.02M	\$7.73M	\$7.91M	\$9.54M	\$6.32M	\$11.6M	\$8.55M	\$7.84M	\$4.43M
Percent Change from Prior Year	106%	-10%	-20%	76%	-5%	-31%	41%	36%	153%	11%	107%	128%	188%

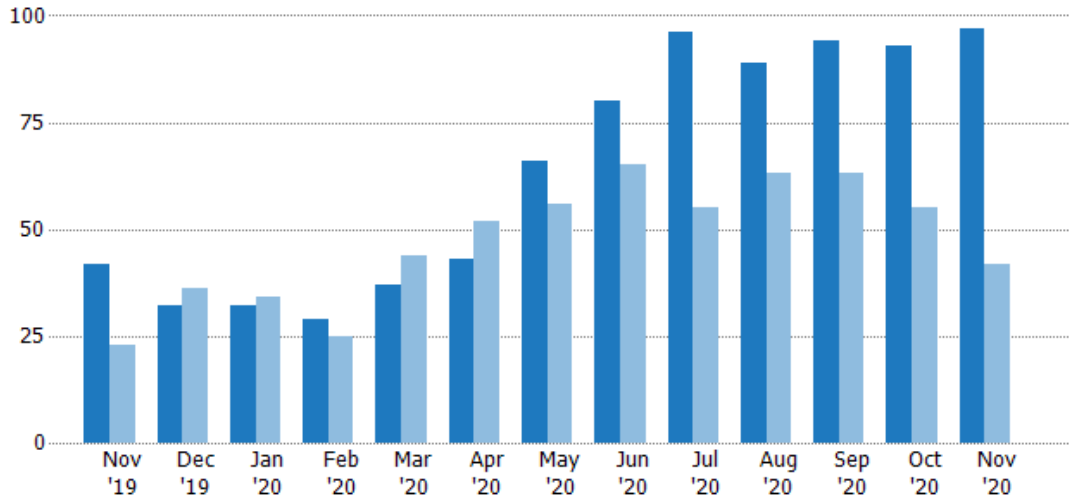
Pending Sales

The number of residential properties with accepted offers that were available at the end each month.

Filters Used

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

Month/ Year	Count	% Chg.
Nov '20	97	131%
Nov '19	42	82.6%
Nov '18	23	65.2%



	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	42	32	32	29	37	43	66	80	96	89	94	93	97
Prior Year	23	36	34	25	44	52	56	65	55	63	63	55	42
Percent Change from Prior Year	83%	-11%	-6%	16%	-16%	-17%	18%	23%	75%	41%	49%	69%	131%

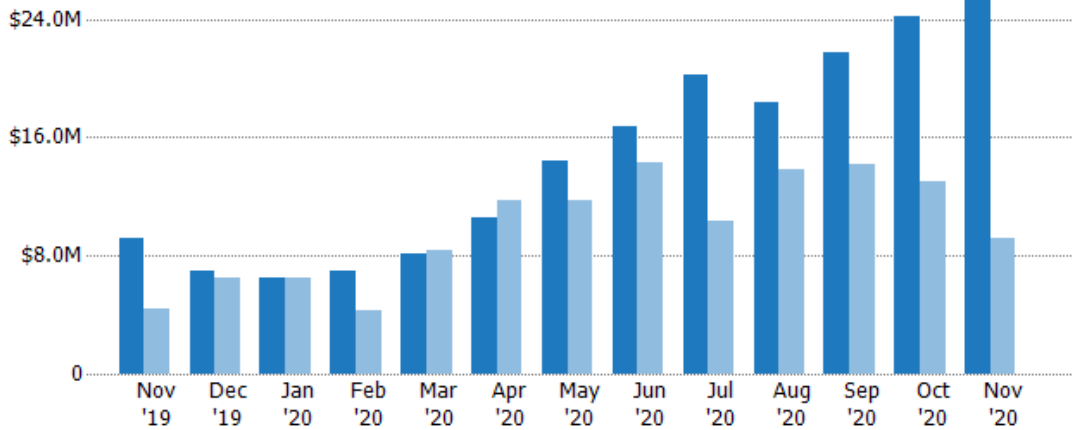
Pending Sales Volume

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: Orleans County, Vermont
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence

Month/ Year	Volume	% Chg.
Nov '20	\$26.3M	185.1%
Nov '19	\$9.23M	107.7%
Nov '18	\$4.44M	70.4%



	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	\$9.23M	\$6.93M	\$6.54M	\$6.98M	\$8.17M	\$10.6M	\$14.4M	\$16.8M	\$20.3M	\$18.3M	\$21.7M	\$24.2M	\$26.3M
Prior Year	\$4.44M	\$6.46M	\$6.46M	\$4.31M	\$8.35M	\$11.7M	\$11.8M	\$14.2M	\$10.3M	\$13.8M	\$14.1M	\$13M	\$9.23M
Percent Change from Prior Year	108%	7%	1%	62%	-2%	-10%	22%	18%	96%	33%	53%	85%	185%

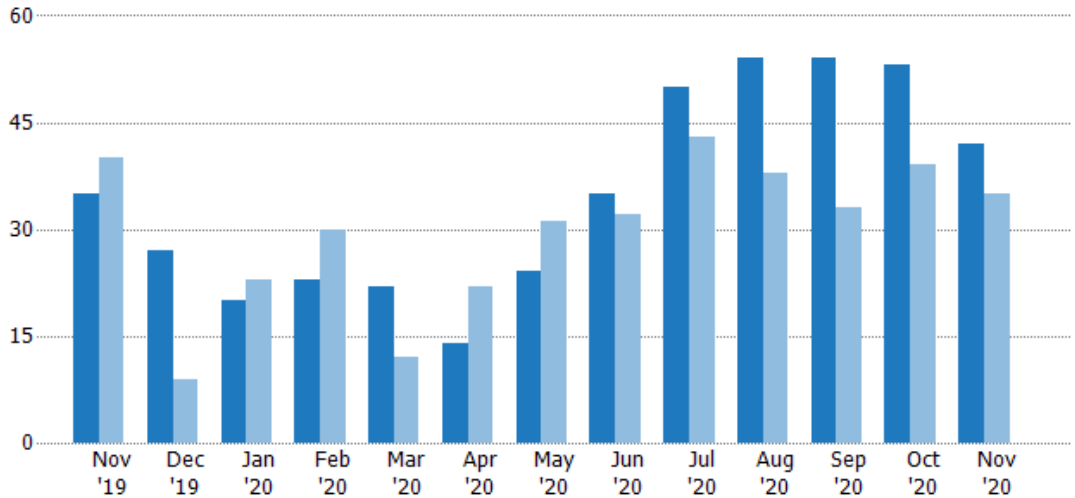
Closed Sales

The total number of residential properties sold each month.

Filters Used

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

Month/ Year	Count	% Chg.
Nov '20	42	20%
Nov '19	35	-12.5%
Nov '18	40	-42.5%



	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	27	20	23	22	14	24	35	50	54	54	53	42
Prior Year	40	9	23	30	12	22	31	32	43	38	33	39	35
Percent Change from Prior Year	-13%	200%	-13%	-23%	83%	-36%	-23%	9%	16%	42%	64%	36%	20%

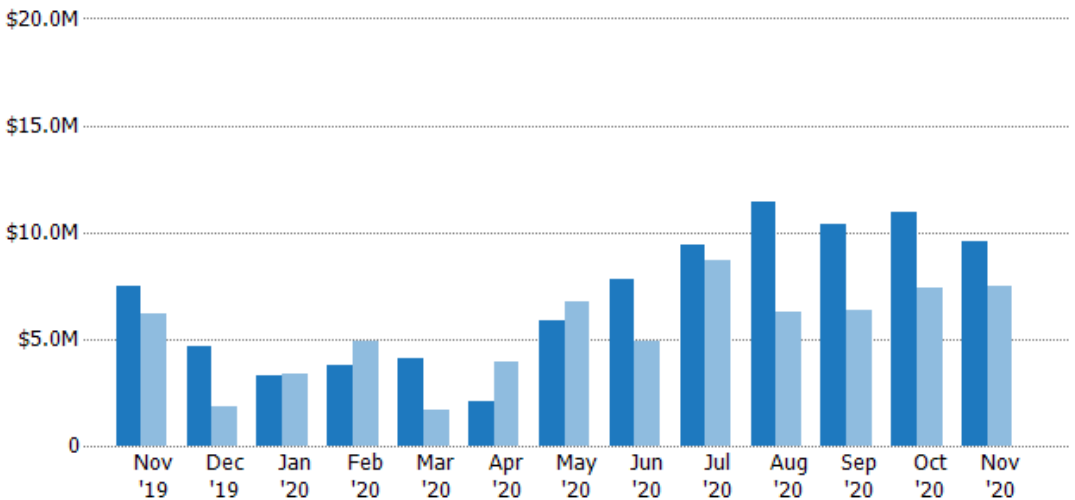
Closed Sales Volume

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

Filters Used

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

Month/ Year	Volume	% Chg.
Nov '20	\$9.6M	28.9%
Nov '19	\$7.45M	20.2%
Nov '18	\$6.2M	-30.2%



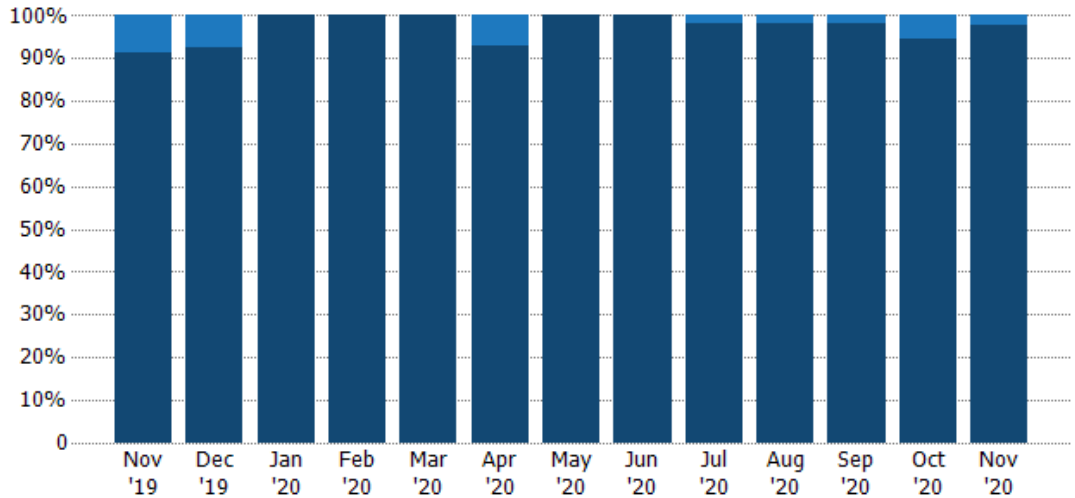
	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20
Current Year	\$7.45M	\$4.64M	\$3.28M	\$3.74M	\$4.07M	\$2.07M	\$5.89M	\$7.81M	\$9.43M	\$11.4M	\$10.4M	\$11M	\$9.6M
Prior Year	\$6.2M	\$1.88M	\$3.38M	\$4.93M	\$1.7M	\$3.91M	\$6.77M	\$4.93M	\$8.67M	\$6.27M	\$6.37M	\$7.41M	\$7.45M
Percent Change from Prior Year	20%	147%	-3%	-24%	140%	-47%	-13%	58%	9%	83%	63%	48%	29%

Closed Sales by Property Type

The percentage of residential properties sold each month by property type.

Filters Used

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



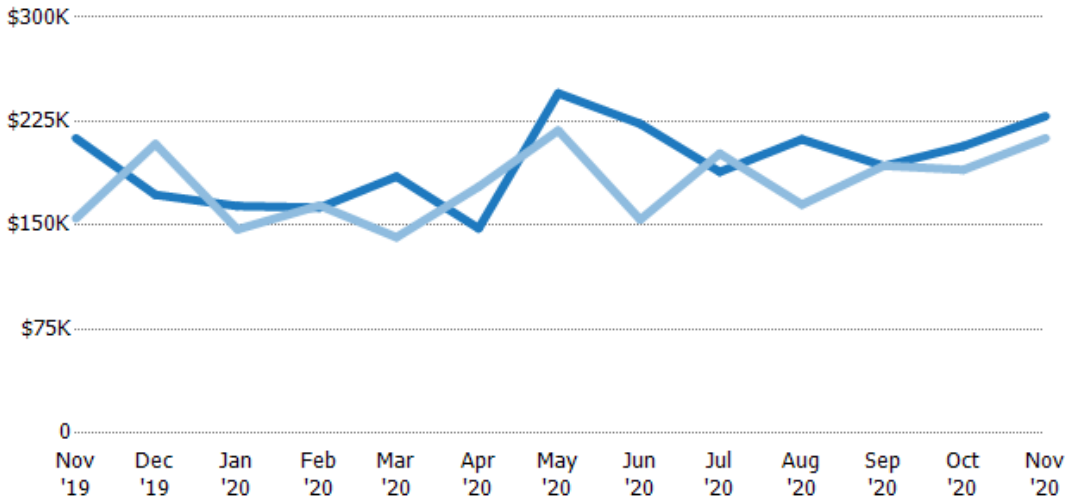
Condo/Townhouse	9%	7%	-	-	-	7%	-	-	2%	2%	2%	6%	2%
Single Family Residence	91%	93%	100%	100%	100%	93%	100%	100%	98%	98%	98%	94%	98%

Average Sales Price

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

Filters Used

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



Month/Year	Price	% Chg.
Nov '20	\$229K	7.5%
Nov '19	\$213K	37.3%
Nov '18	\$155K	21.4%

Current Year	\$213K	\$172K	\$164K	\$163K	\$185K	\$148K	\$245K	\$223K	\$189K	\$212K	\$193K	\$207K	\$229K
Prior Year	\$155K	\$209K	\$147K	\$164K	\$141K	\$178K	\$218K	\$154K	\$202K	\$165K	\$193K	\$190K	\$213K
Percent Change from Prior Year	37%	-18%	11%	-1%	31%	-17%	12%	45%	-7%	29%	0%	9%	7%

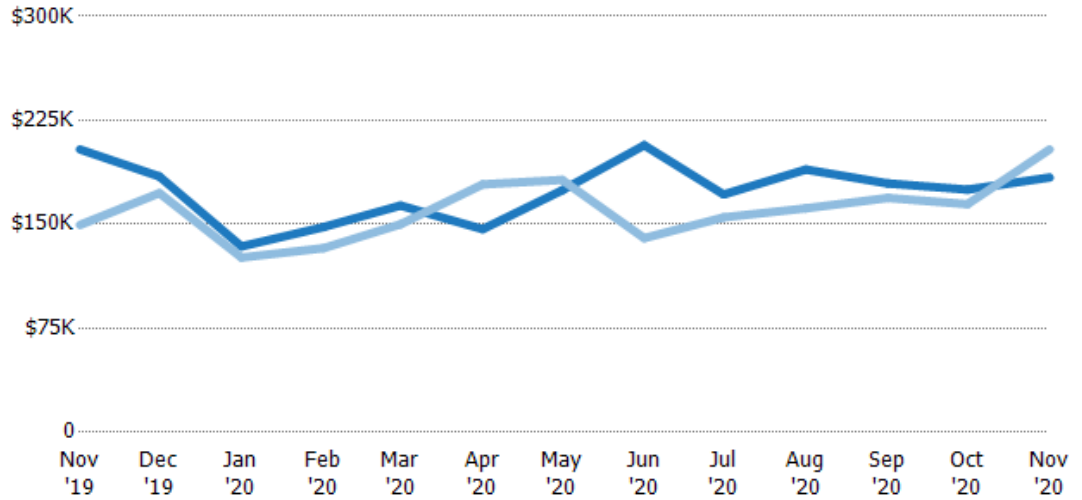
Median Sales Price

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

Filters Used

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

Month/ Year	Price	% Chg.
Nov '20	\$184K	-9.9%
Nov '19	\$204K	36.5%
Nov '18	\$150K	11%



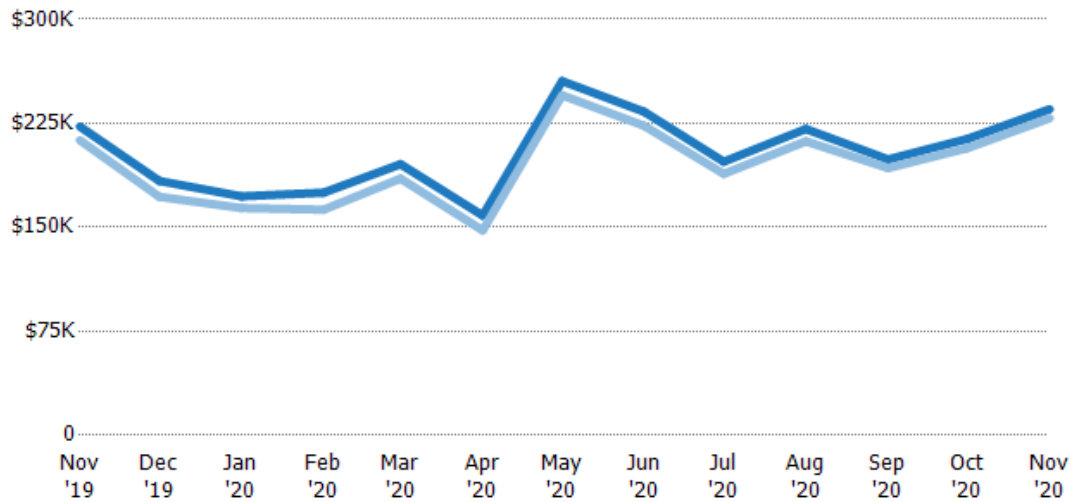
Current Year	\$204K	\$185K	\$134K	\$148K	\$164K	\$146K	\$175K	\$207K	\$172K	\$190K	\$179K	\$175K	\$184K
Prior Year	\$150K	\$173K	\$126K	\$133K	\$150K	\$179K	\$182K	\$140K	\$155K	\$162K	\$169K	\$165K	\$204K
Percent Change from Prior Year	36%	7%	6%	11%	9%	-18%	-4%	48%	11%	17%	6%	6%	-10%

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: Orleans County, Vermont
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence



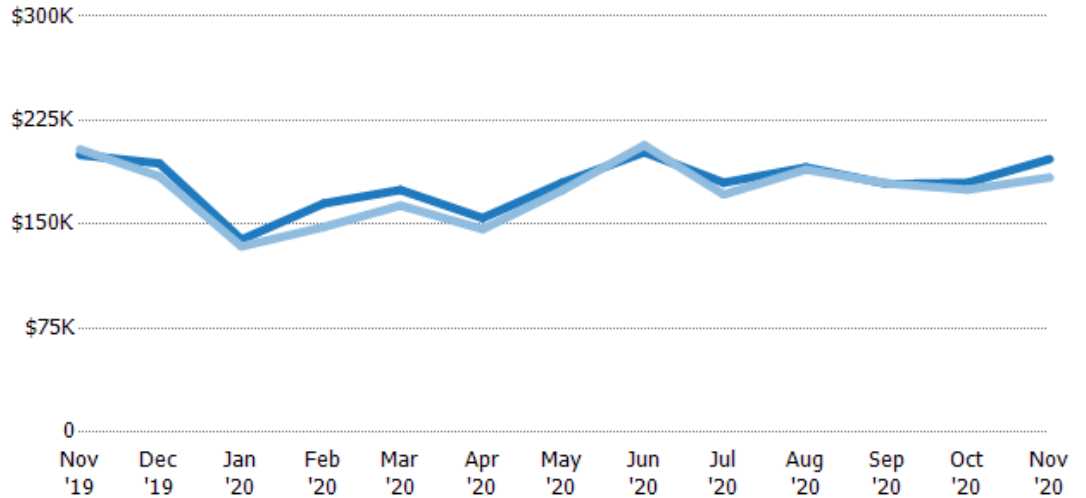
Avg List Price	\$223K	\$183K	\$172K	\$175K	\$196K	\$159K	\$255K	\$233K	\$197K	\$221K	\$199K	\$214K	\$235K
Avg Sales Price	\$213K	\$172K	\$164K	\$163K	\$185K	\$148K	\$245K	\$223K	\$189K	\$212K	\$193K	\$207K	\$229K
Avg Sales Price as a % of Avg List Price	96%	94%	95%	93%	95%	93%	96%	96%	96%	96%	97%	97%	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: Orleans County, Vermont
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence



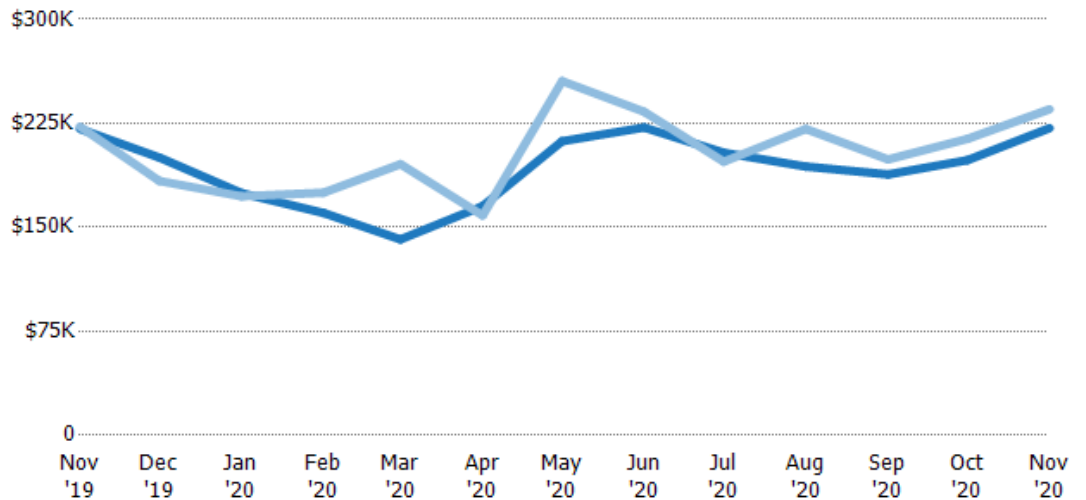
	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20
Median List Price	\$200K	\$194K	\$139K	\$165K	\$175K	\$155K	\$180K	\$202K	\$180K	\$191K	\$179K	\$180K	\$197K
Median Sales Price	\$204K	\$185K	\$134K	\$148K	\$164K	\$146K	\$175K	\$207K	\$172K	\$190K	\$179K	\$175K	\$184K
Med Sales Price as a % of Med List Price	102%	95%	96%	90%	94%	95%	97%	102%	95%	99%	100%	97%	93%

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: Orleans County, Vermont
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence



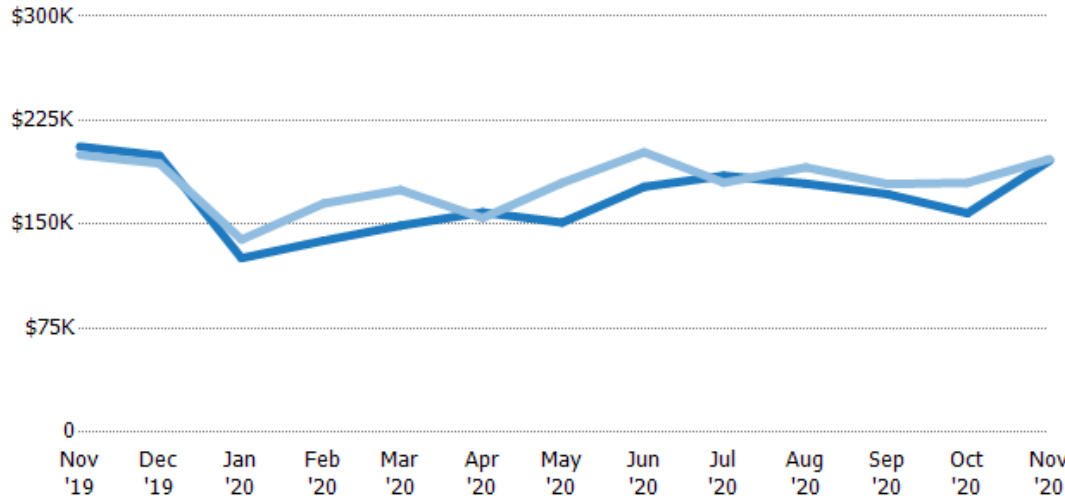
	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20
Avg Est Value	\$221K	\$200K	\$175K	\$160K	\$141K	\$165K	\$212K	\$222K	\$204K	\$194K	\$188K	\$198K	\$222K
Avg Sales Price	\$223K	\$183K	\$172K	\$175K	\$196K	\$159K	\$255K	\$233K	\$197K	\$221K	\$199K	\$214K	\$235K
Avg Sales Price as a % of Avg Est Value	101%	92%	99%	109%	138%	96%	120%	105%	97%	114%	106%	108%	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: Orleans 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	\$206K	\$200K	\$126K	\$138K	\$149K	\$159K	\$151K	\$177K	\$185K	\$179K	\$172K	\$158K	\$196K
Median Sales Price	\$200K	\$194K	\$139K	\$165K	\$175K	\$155K	\$180K	\$202K	\$180K	\$191K	\$179K	\$180K	\$197K
Med Sales Price as a % of Med Est Value	97%	97%	111%	119%	117%	97%	119%	114%	97%	107%	104%	114%	101%