

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	+ / -
Listing Activity Charts Metrics						
New Listing Count	49	34	+44.1%	451	473	-4.7%
New Listing Volume	\$12,319,600	\$6,686,699	+84.2%	\$112,411,680	\$102,448,287	+9.7%
Active Listing Count	159	295	-46.1%	N/A	N/A	
Active Listing Volume	\$52,616,599	\$73,338,489	-28.3%	N/A	N/A	
Average Listing Price	\$330,922	\$248,605	+33.1%	\$273,118	\$260,718	+4.8%
Median Listing Price	\$249,000	\$199,500	+24.8%	\$210,841	\$219,902	-4.1%
Median Days in RPR	96	153	-37.3%	132.6	158.19	-16.2%
Months of Inventory	2.9	8.9	-67.1%	6.7	10	-33.3%
Absorption Rate	33.96%	11.19%	+22.8%	14.94%	9.96%	+5%
Sales Activity Charts Metrics						
New Pending Sales Count	70	37	+89.2%	508	374	+35.8%
New Pending Sales Volume	\$17,851,800	\$7,835,297	+127.8%	\$108,974,477	\$73,268,616	+48.7%
Pending Sales Count	93	55	+69.1%	N/A	N/A	
Pending Sales Volume	\$24,186,800	\$13,043,698	+85.4%	N/A	N/A	
Closed Sales Count	53	39	+35.9%	349	304	+14.8%
Closed Sales Volume	\$10,975,600	\$7,410,970	+48.1%	\$69,110,610	\$54,544,516	+26.7%
Average Sales Price	\$207,087	\$190,025	+9%	\$198,025	\$179,423	+10.4%
Median Sales Price	\$175,000	\$164,500	+6.4%	\$174,606	\$157,109	+11.1%

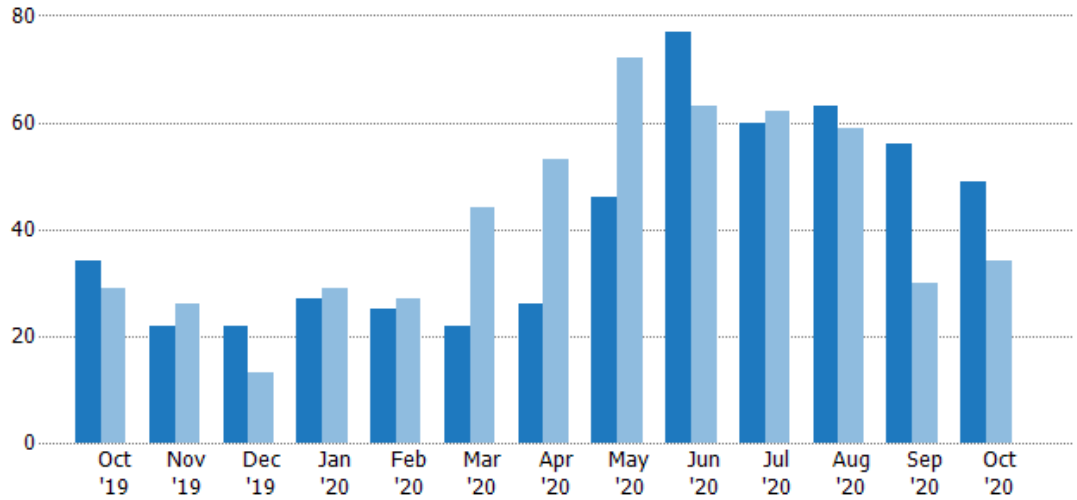
New Listings

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.
Oct '20	49	44.1%
Oct '19	34	17.2%
Oct '18	29	20.7%



	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	34	22	22	27	25	22	26	46	77	60	63	56	49
Prior Year	29	26	13	29	27	44	53	72	63	62	59	30	34
Percent Change from Prior Year	17%	-15%	69%	-7%	-7%	-50%	-51%	-36%	22%	-3%	7%	87%	44%

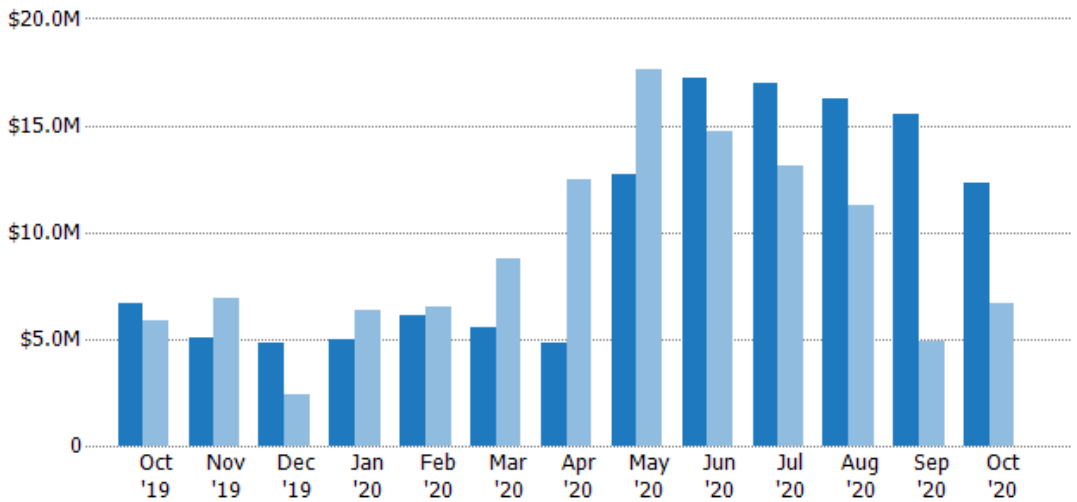
New Listing Volume

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.
Oct '20	\$12.3M	84.2%
Oct '19	\$6.69M	14.4%
Oct '18	\$5.85M	50.8%



	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	\$6.69M	\$5.04M	\$4.84M	\$5.01M	\$6.11M	\$5.51M	\$4.79M	\$12.7M	\$17.2M	\$16.9M	\$16.2M	\$15.6M	\$12.3M
Prior Year	\$5.85M	\$6.89M	\$2.44M	\$6.36M	\$6.54M	\$8.78M	\$12.5M	\$17.6M	\$14.7M	\$13.1M	\$11.2M	\$4.92M	\$6.69M
Percent Change from Prior Year	14%	-27%	98%	-21%	-7%	-37%	-62%	-28%	17%	29%	45%	216%	84%

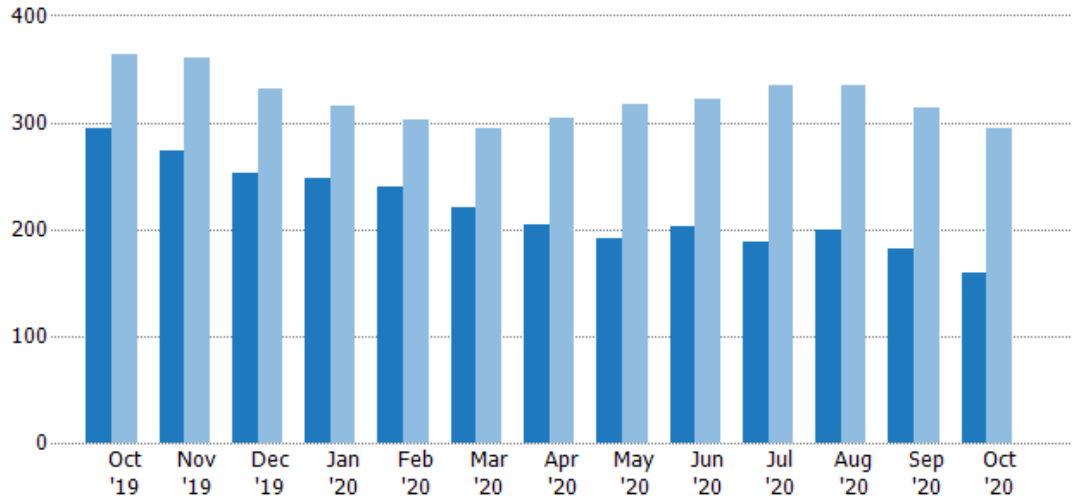
Active Listings

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.
Oct '20	159	-46.1%
Oct '19	295	-19%
Oct '18	364	7.1%



Current Year	295	274	253	247	240	220	205	192	202	188	200	182	159
Prior Year	364	360	331	315	302	295	304	317	322	334	335	314	295
Percent Change from Prior Year	-19%	-24%	-24%	-22%	-21%	-25%	-33%	-39%	-37%	-44%	-40%	-42%	-46%

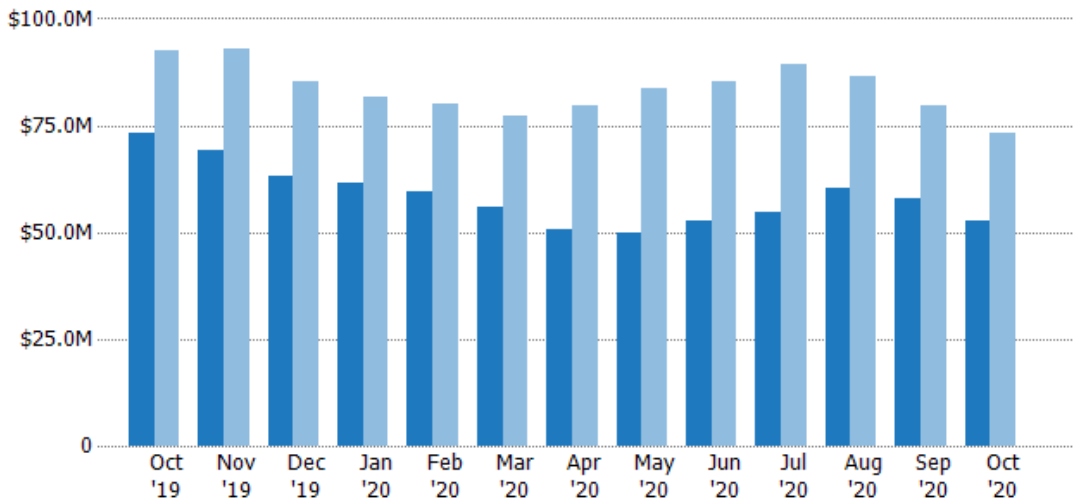
Active Listing Volume

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.
Oct '20	\$52.6M	-28.3%
Oct '19	\$73.3M	-20.6%
Oct '18	\$92.4M	1.2%



Current Year	\$73.3M	\$69.3M	\$63.1M	\$61.3M	\$59.6M	\$56.1M	\$50.8M	\$49.9M	\$52.7M	\$54.7M	\$60.3M	\$57.7M	\$52.6M
Prior Year	\$92.4M	\$92.7M	\$85.3M	\$81.8M	\$80.1M	\$77.3M	\$79.6M	\$83.8M	\$85.4M	\$89.4M	\$86.6M	\$79.5M	\$73.3M
Percent Change from Prior Year	-21%	-25%	-26%	-25%	-26%	-27%	-36%	-40%	-38%	-39%	-30%	-27%	-28%

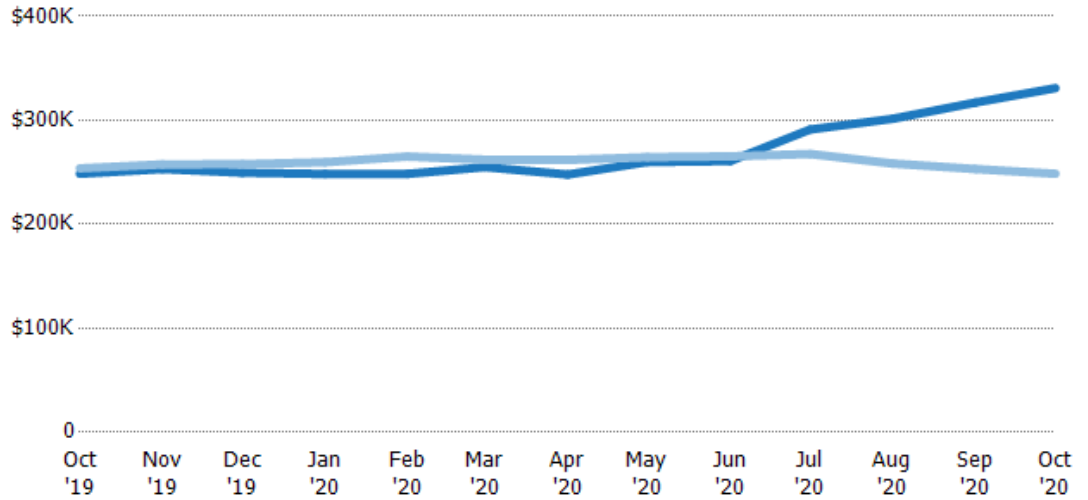
Average Listing Price

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.
Oct '20	\$331K	33.1%
Oct '19	\$249K	-2%
Oct '18	\$254K	-5.5%



Current Year	\$249K	\$253K	\$250K	\$248K	\$248K	\$255K	\$248K	\$260K	\$261K	\$291K	\$301K	\$317K	\$331K
Prior Year	\$254K	\$258K	\$258K	\$260K	\$265K	\$262K	\$262K	\$264K	\$265K	\$268K	\$258K	\$253K	\$249K
Percent Change from Prior Year	-2%	-2%	-3%	-4%	-6%	-3%	-5%	-2%	-2%	9%	17%	25%	33%

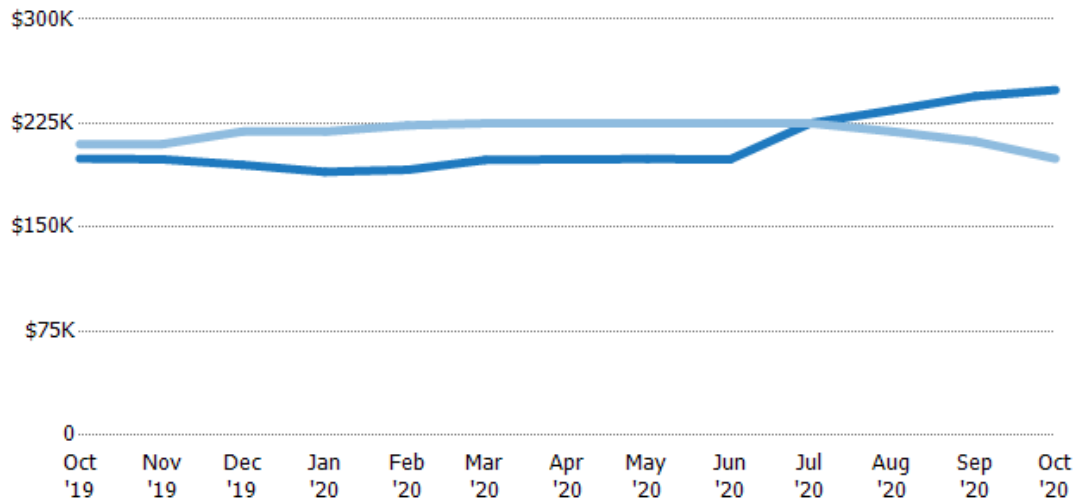
Median Listing Price

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.
Oct '20	\$249K	24.8%
Oct '19	\$200K	-5%
Oct '18	\$210K	-7.1%



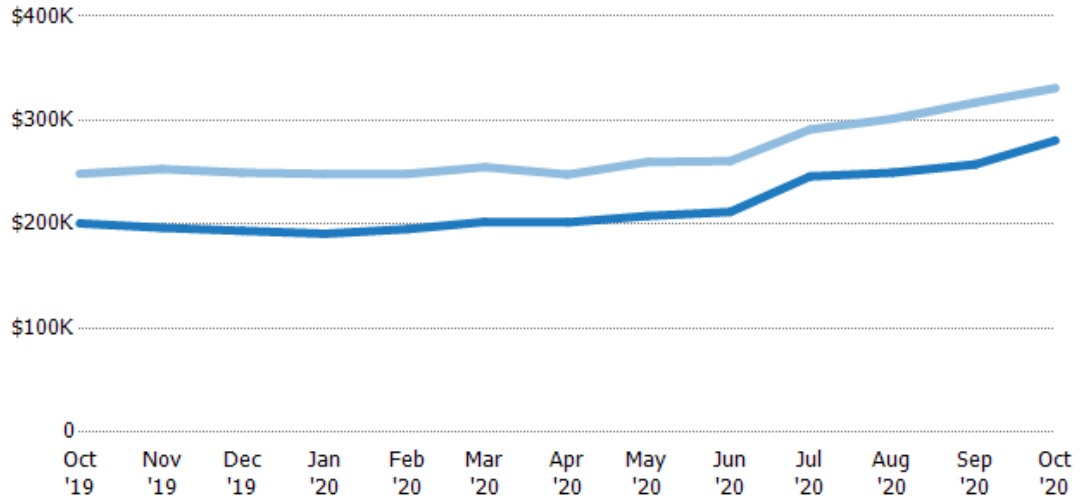
Current Year	\$200K	\$199K	\$195K	\$190K	\$191K	\$199K	\$199K	\$199K	\$199K	\$199K	\$225K	\$235K	\$245K	\$249K
Prior Year	\$210K	\$210K	\$219K	\$219K	\$224K	\$225K	\$225K	\$225K	\$225K	\$225K	\$225K	\$219K	\$212K	\$200K
Percent Change from Prior Year	-5%	-5%	-11%	-13%	-14%	-12%	-12%	-11%	-12%	0%	7%	15%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

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



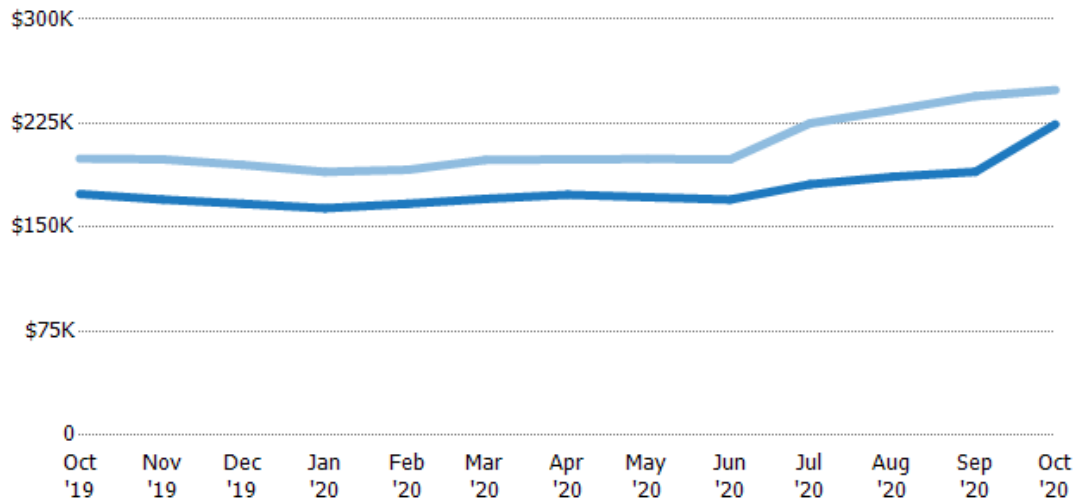
	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20
Avg Est Value	\$201K	\$197K	\$194K	\$191K	\$195K	\$202K	\$202K	\$208K	\$212K	\$246K	\$250K	\$258K	\$281K
Avg Listing Price	\$249K	\$253K	\$250K	\$248K	\$248K	\$255K	\$248K	\$260K	\$261K	\$291K	\$301K	\$317K	\$331K
Avg Listing Price as a % of Avg Est Value	124%	129%	129%	130%	127%	126%	123%	125%	123%	118%	121%	123%	118%

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



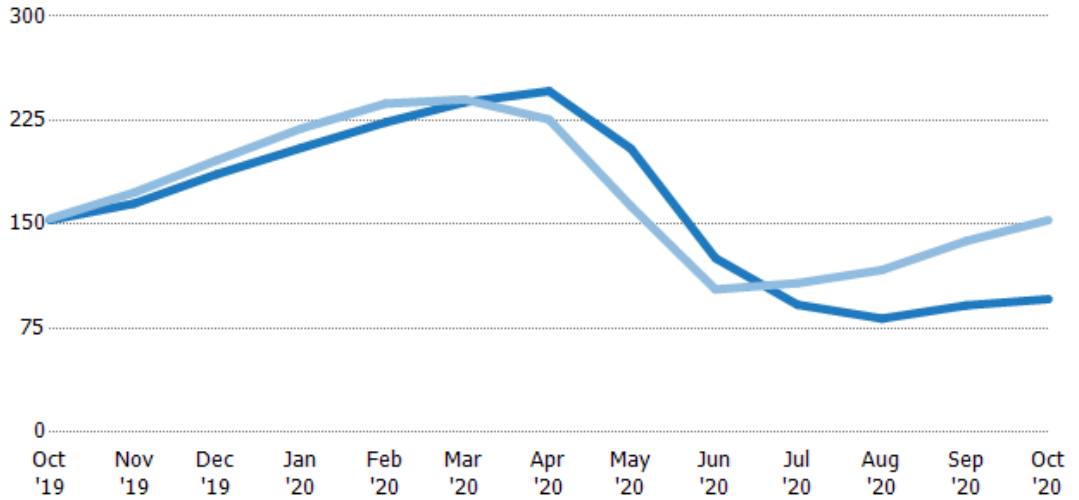
	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20
Median Est Value	\$174K	\$170K	\$167K	\$164K	\$167K	\$170K	\$174K	\$172K	\$170K	\$181K	\$186K	\$190K	\$224K
Median Listing Price	\$200K	\$199K	\$195K	\$190K	\$191K	\$199K	\$199K	\$199K	\$199K	\$225K	\$235K	\$245K	\$249K
Med Listing Price as a % of Med Est Value	115%	117%	117%	116%	115%	116%	115%	116%	117%	124%	126%	129%	111%

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



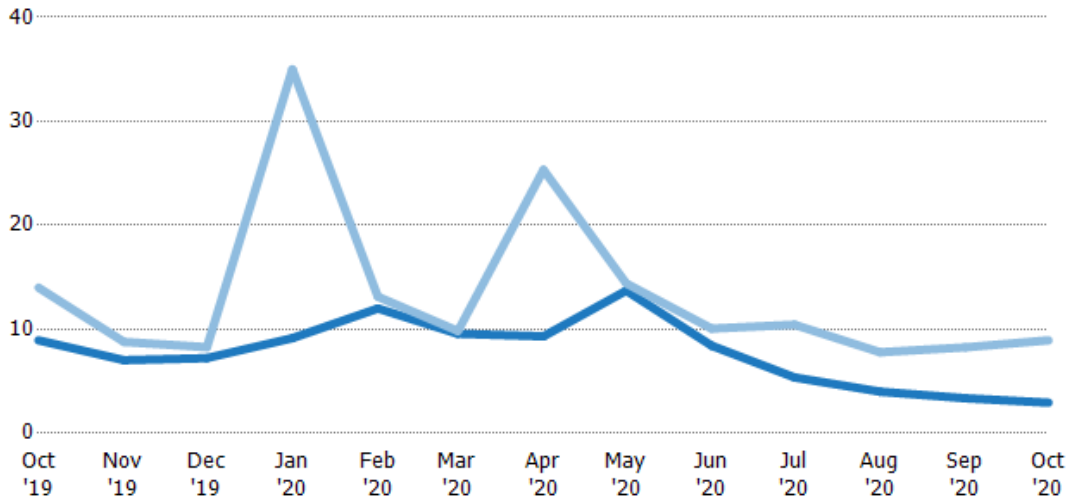
	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20
Current Year	153	165	186	205	224	238	246	205	126	92	82	91.5	96
Prior Year	154	173	196	219	237	240	226	163	103	108	117	138	153
Percent Change from Prior Year	-1%	-5%	-5%	-6%	-6%	-1%	9%	25%	22%	-14%	-30%	-34%	-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: Orleans 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	8.94	7.03	7.23	9.15	12	9.57	9.32	13.7	8.42	5.37	4	3.37	2.94
Prior Year	14	8.78	8.28	35	13.1	9.83	25.3	14.4	10.1	10.4	7.79	8.26	8.94
Percent Change from Prior Year	-36%	-20%	-13%	-74%	-9%	-3%	-63%	-5%	-16%	-49%	-49%	-59%	-67%

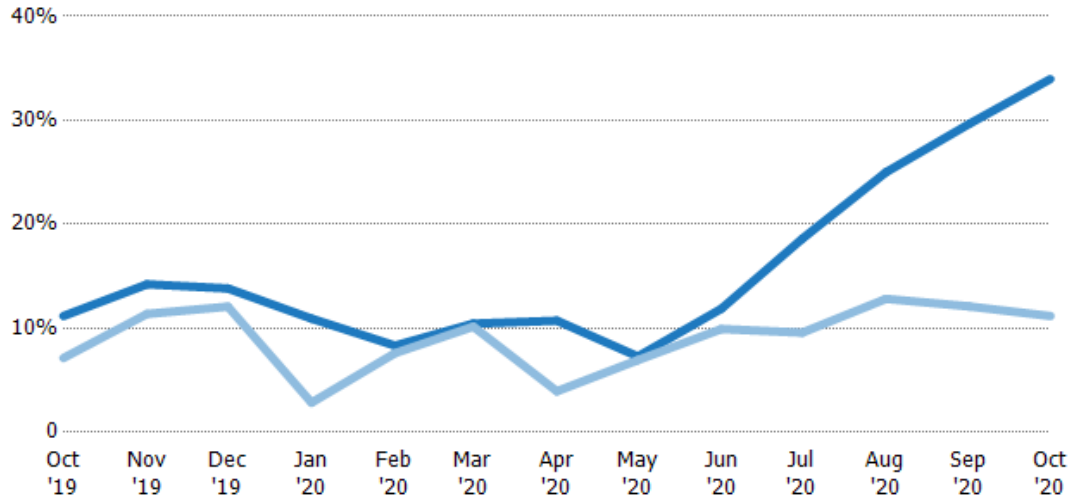
Absorption Rate

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.
Oct '20	34%	-22.8%
Oct '19	11%	-4%
Oct '18	7%	36.4%



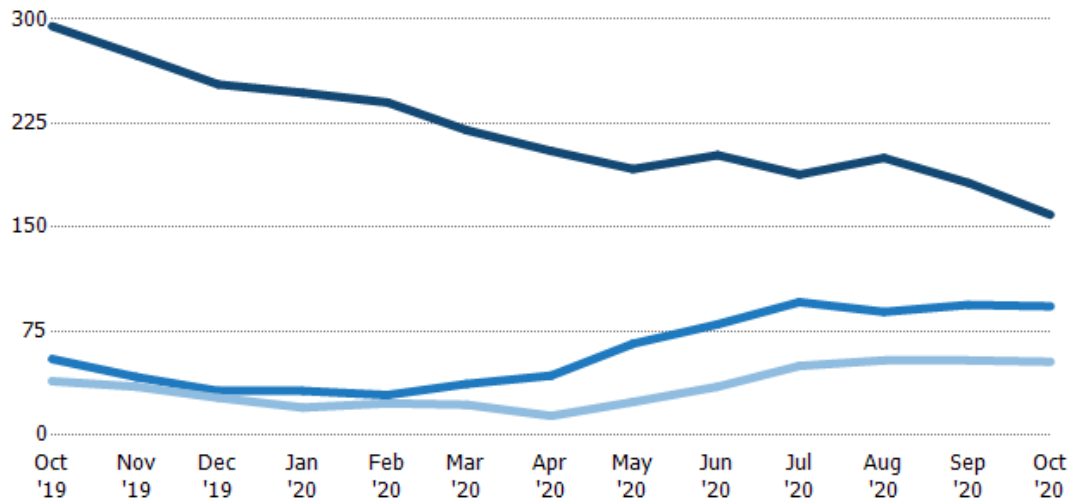
Current Year	11%	14%	14%	11%	8%	10%	11%	7%	12%	19%	25%	30%	34%
Prior Year	7%	11%	12%	3%	8%	10%	4%	7%	10%	10%	13%	12%	11%
Change from Prior Year	-4%	-3%	-2%	-8%	-1%	0%	-7%	0%	-2%	-9%	-12%	-18%	-23%

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	295	274	253	247	240	220	205	192	202	188	200	182	159
Pending	55	42	32	32	29	37	43	66	80	96	89	94	93
Sold	39	35	27	20	23	22	14	24	35	50	54	54	53

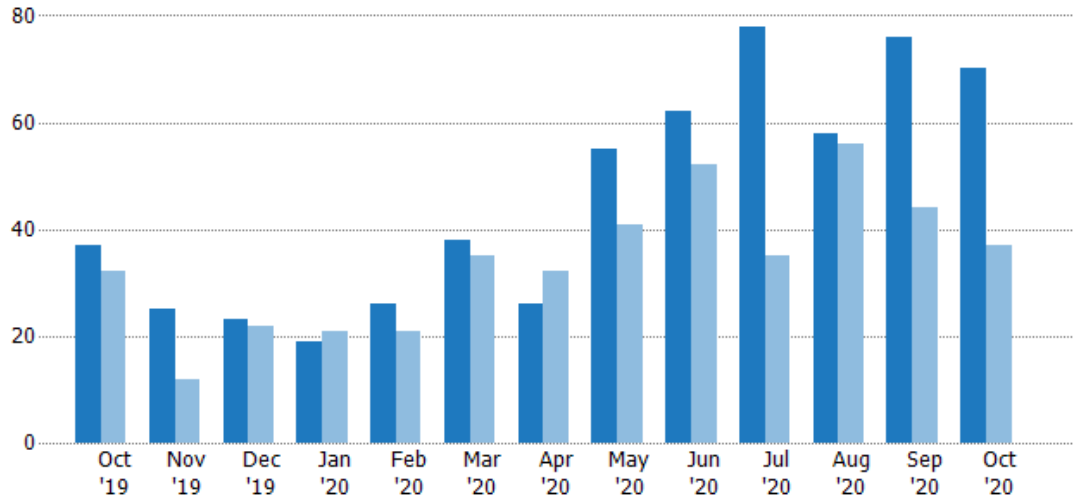
New Pending Sales

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.
Oct '20	70	89.2%
Oct '19	37	15.6%
Oct '18	32	-15.6%



Current Year	37	25	23	19	26	38	26	55	62	78	58	76	70
Prior Year	32	12	22	21	21	35	32	41	52	35	56	44	37
Percent Change from Prior Year	16%	108%	5%	-10%	24%	9%	-19%	34%	19%	123%	4%	73%	89%

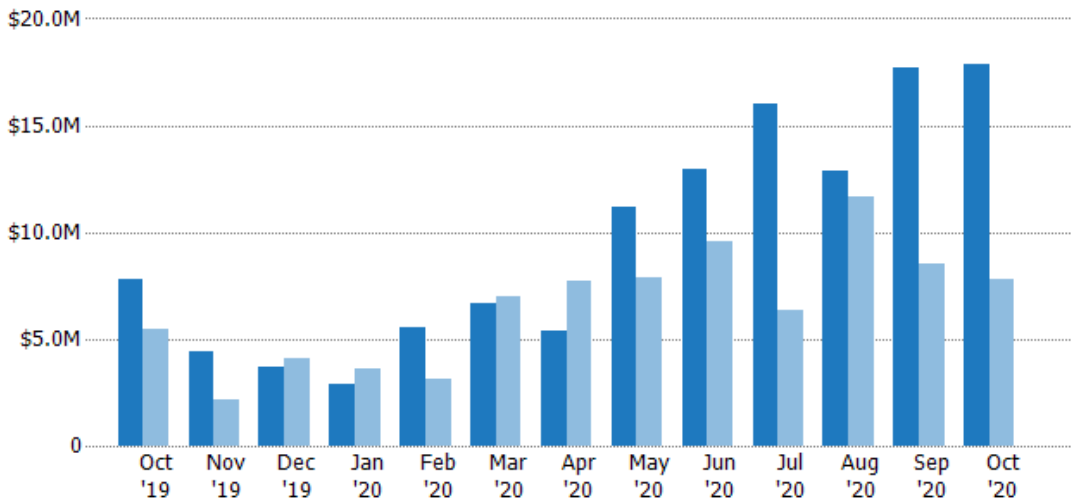
New Pending Sales Volume

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.
Oct '20	\$17.9M	127.8%
Oct '19	\$7.84M	42.4%
Oct '18	\$5.5M	-2.6%



Current Year	\$7.84M	\$4.43M	\$3.67M	\$2.88M	\$5.56M	\$6.69M	\$5.35M	\$11.1M	\$12.9M	\$16M	\$12.9M	\$17.7M	\$17.9M
Prior Year	\$5.5M	\$2.15M	\$4.07M	\$3.58M	\$3.17M	\$7.02M	\$7.73M	\$7.91M	\$9.54M	\$6.32M	\$11.6M	\$8.55M	\$7.84M
Percent Change from Prior Year	42%	106%	-10%	-20%	76%	-5%	-31%	41%	36%	153%	11%	107%	128%

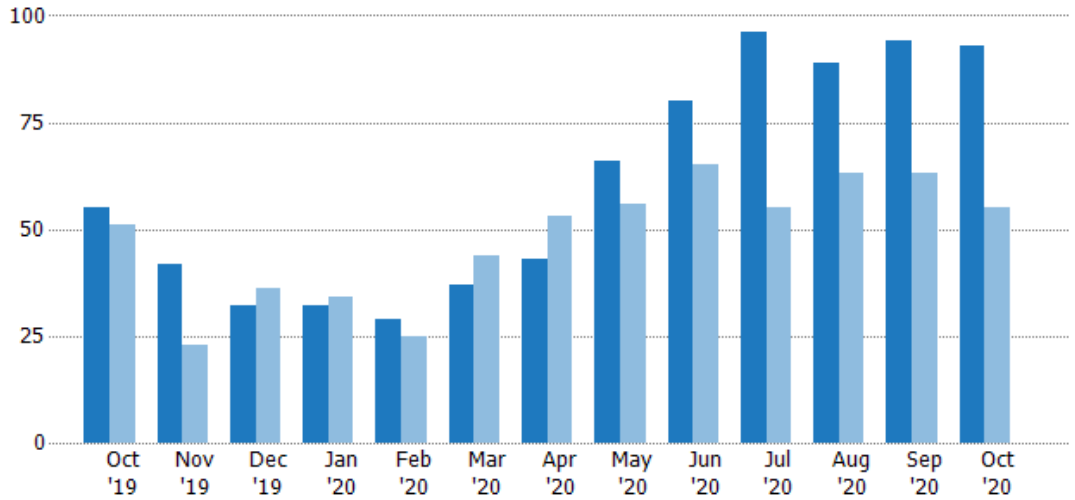
Pending Sales

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.
Oct '20	93	69.1%
Oct '19	55	7.8%
Oct '18	51	-17.6%



Current Year	55	42	32	32	29	37	43	66	80	96	89	94	93
Prior Year	51	23	36	34	25	44	53	56	65	55	63	63	55
Percent Change from Prior Year	8%	83%	-11%	-6%	16%	-16%	-19%	18%	23%	75%	41%	49%	69%

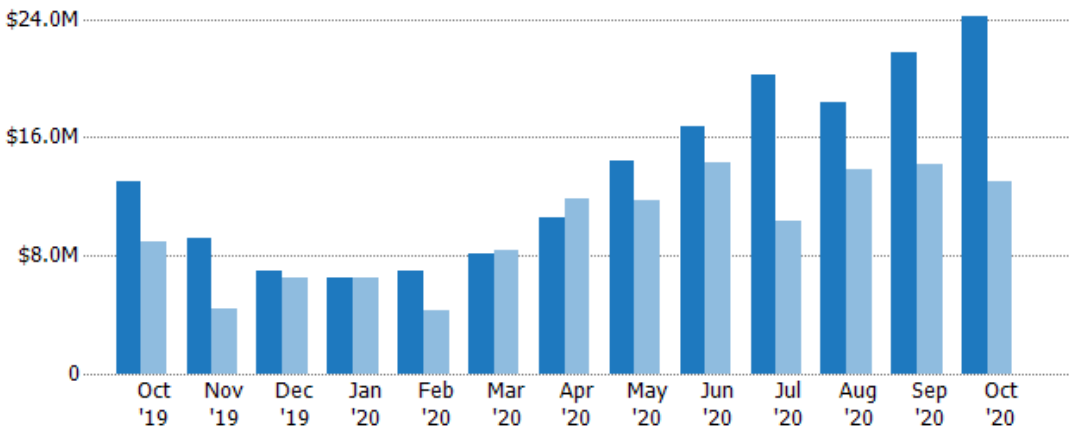
Pending Sales Volume

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.
Oct '20	\$24.2M	85.4%
Oct '19	\$13M	46.1%
Oct '18	\$8.93M	5.1%



Current Year	\$13M	\$9.23M	\$6.93M	\$6.54M	\$6.98M	\$8.17M	\$10.6M	\$14.4M	\$16.8M	\$20.3M	\$18.3M	\$21.7M	\$24.2M
Prior Year	\$8.93M	\$4.44M	\$6.46M	\$6.46M	\$4.31M	\$8.35M	\$11.9M	\$11.8M	\$14.2M	\$10.3M	\$13.8M	\$14.1M	\$13M
Percent Change from Prior Year	46%	108%	7%	1%	62%	-2%	-11%	22%	18%	96%	33%	53%	85%

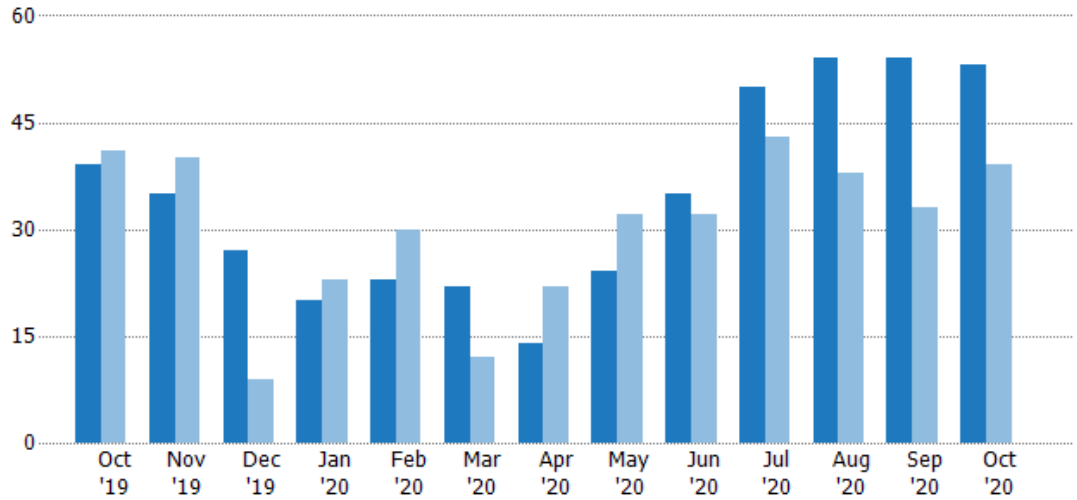
Closed Sales

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.
Oct '20	53	35.9%
Oct '19	39	-4.9%
Oct '18	41	-2.4%



	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	39	35	27	20	23	22	14	24	35	50	54	54	53
Prior Year	41	40	9	23	30	12	22	32	32	43	38	33	39
Percent Change from Prior Year	-5%	-13%	200%	-13%	-23%	83%	-36%	-25%	9%	16%	42%	64%	36%

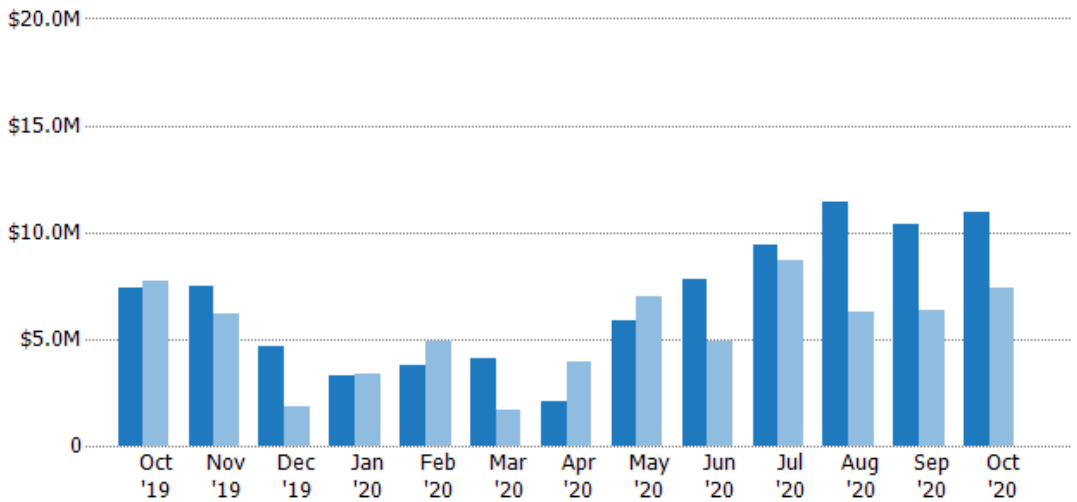
Closed Sales Volume

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.
Oct '20	\$11M	48.1%
Oct '19	\$7.41M	-3.6%
Oct '18	\$7.69M	-7%



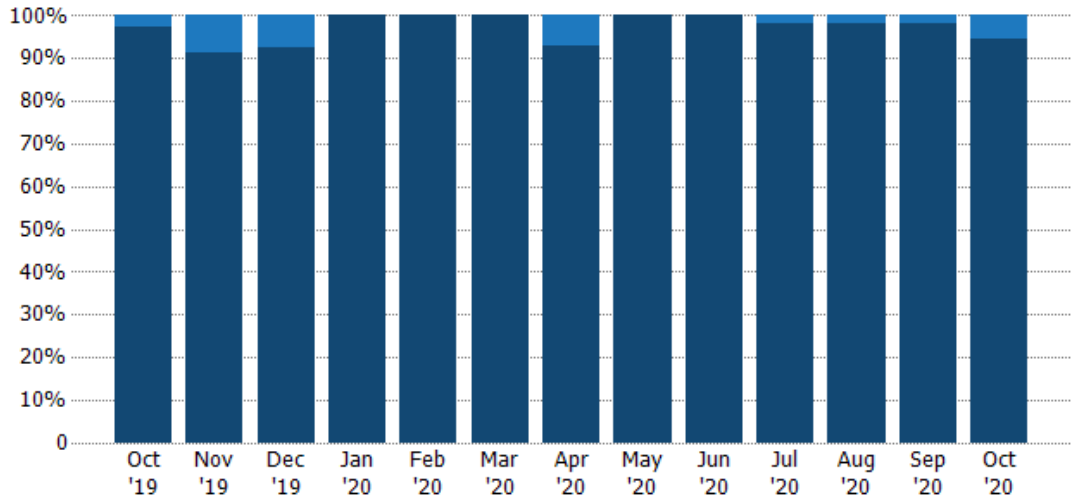
	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20
Current Year	\$7.41M	\$7.45M	\$4.64M	\$3.28M	\$3.74M	\$4.07M	\$2.07M	\$5.89M	\$7.81M	\$9.43M	\$11.4M	\$10.4M	\$11M
Prior Year	\$7.69M	\$6.2M	\$1.88M	\$3.38M	\$4.93M	\$1.7M	\$3.91M	\$6.98M	\$4.93M	\$8.67M	\$6.27M	\$6.37M	\$7.41M
Percent Change from Prior Year	-4%	20%	147%	-3%	-24%	140%	-47%	-16%	58%	9%	83%	63%	48%

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



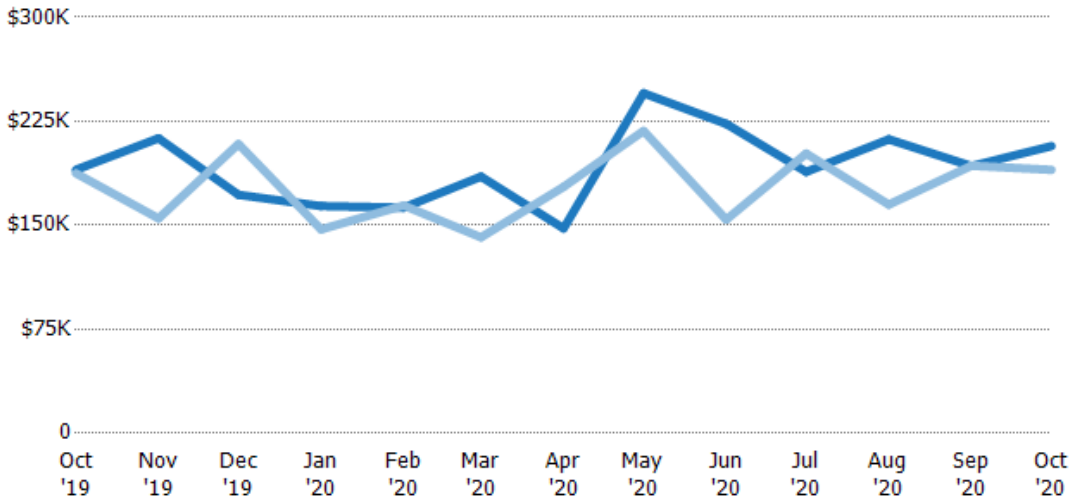
Condo/Townhouse	3%	9%	7%	-	-	-	7%	-	-	2%	2%	2%	6%
Single Family Residence	97%	91%	93%	100%	100%	100%	93%	100%	100%	98%	98%	98%	94%

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



Current Year	\$190K	\$213K	\$172K	\$164K	\$163K	\$185K	\$148K	\$245K	\$223K	\$189K	\$212K	\$193K	\$207K
Prior Year	\$188K	\$155K	\$209K	\$147K	\$164K	\$141K	\$178K	\$218K	\$154K	\$202K	\$165K	\$193K	\$190K
Percent Change from Prior Year	1%	37%	-18%	11%	-1%	31%	-17%	12%	45%	-7%	29%	0%	9%

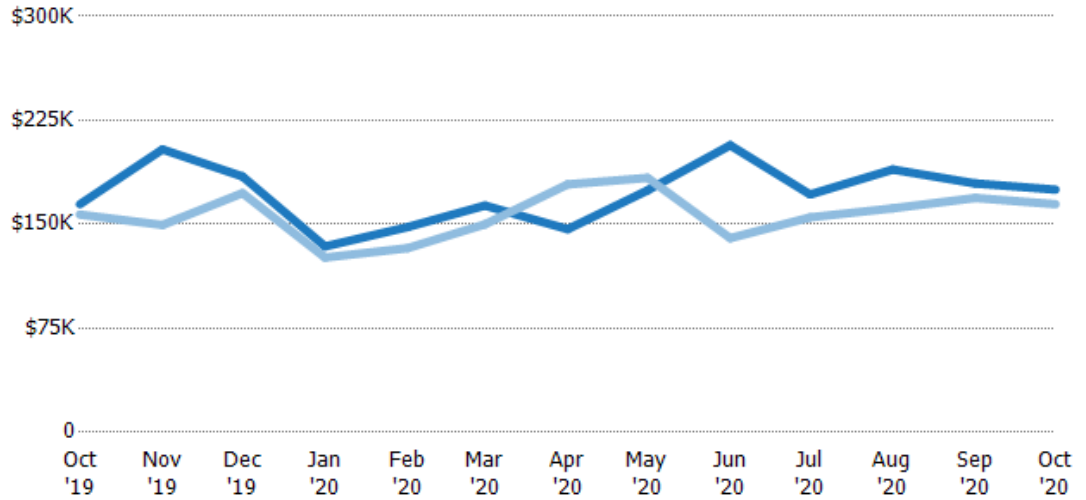
Median Sales Price

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.
Oct '20	\$175K	6.4%
Oct '19	\$165K	4.8%
Oct '18	\$157K	1.1%



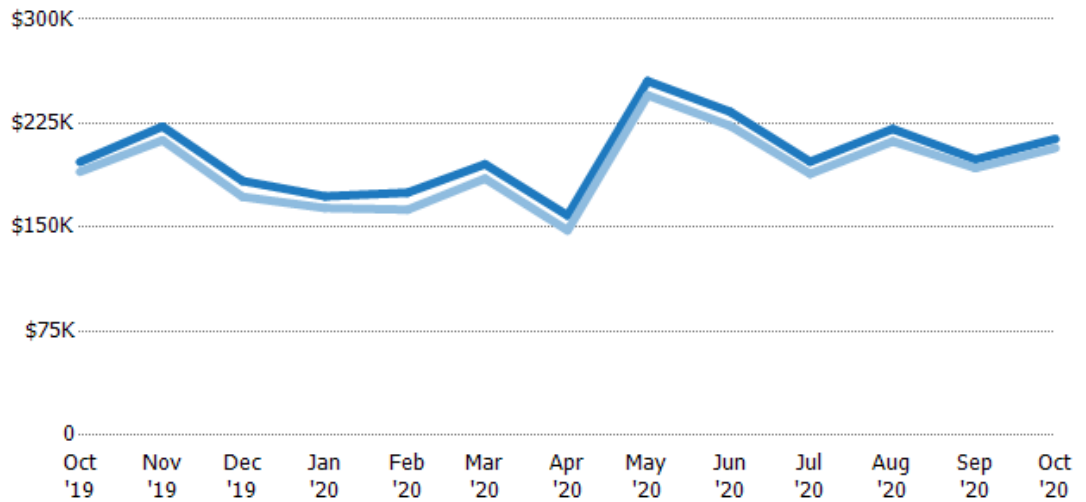
Current Year	\$165K	\$204K	\$185K	\$134K	\$148K	\$164K	\$146K	\$175K	\$207K	\$172K	\$190K	\$179K	\$175K
Prior Year	\$157K	\$150K	\$173K	\$126K	\$133K	\$150K	\$179K	\$184K	\$140K	\$155K	\$162K	\$169K	\$165K
Percent Change from Prior Year	5%	36%	7%	6%	11%	9%	-18%	-5%	48%	11%	17%	6%	6%

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



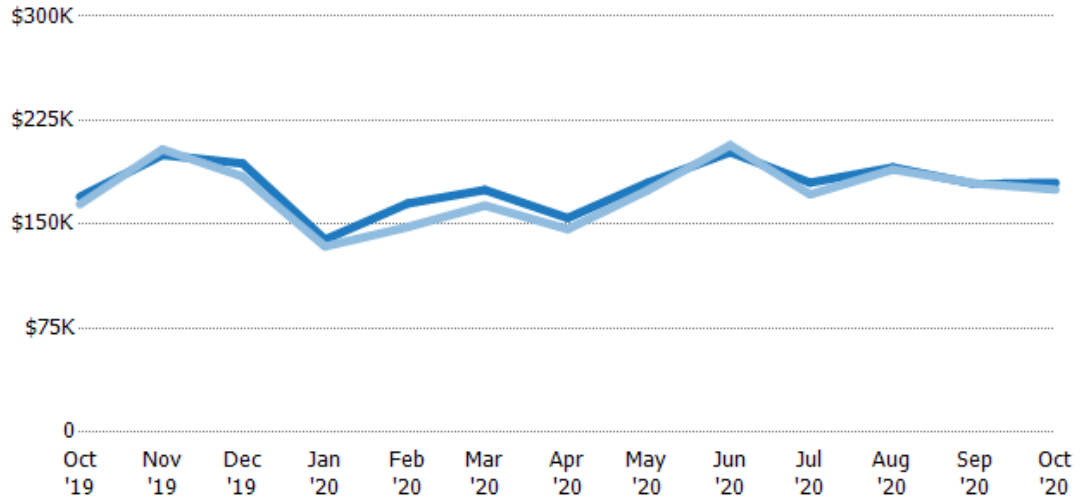
Avg List Price	\$197K	\$223K	\$183K	\$172K	\$175K	\$196K	\$159K	\$255K	\$233K	\$197K	\$221K	\$199K	\$214K
Avg Sales Price	\$190K	\$213K	\$172K	\$164K	\$163K	\$185K	\$148K	\$245K	\$223K	\$189K	\$212K	\$193K	\$207K
Avg Sales Price as a % of Avg List Price	96%	96%	94%	95%	93%	95%	93%	96%	96%	96%	96%	97%	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



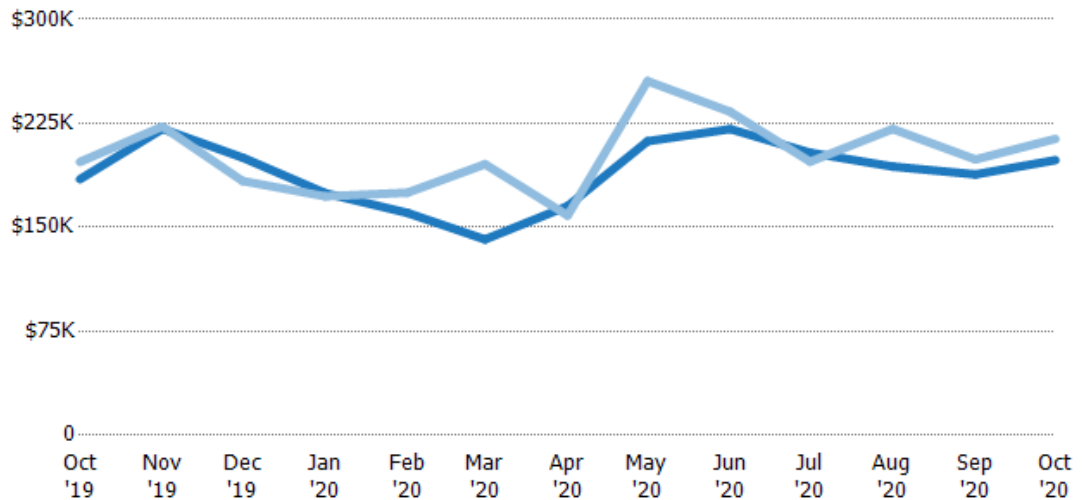
	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20
Median List Price	\$170K	\$200K	\$194K	\$139K	\$165K	\$175K	\$155K	\$180K	\$202K	\$180K	\$191K	\$179K	\$180K
Median Sales Price	\$165K	\$204K	\$185K	\$134K	\$148K	\$164K	\$146K	\$175K	\$207K	\$172K	\$190K	\$179K	\$175K
Med Sales Price as a % of Med List Price	97%	102%	95%	96%	90%	94%	95%	97%	102%	95%	99%	100%	97%

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



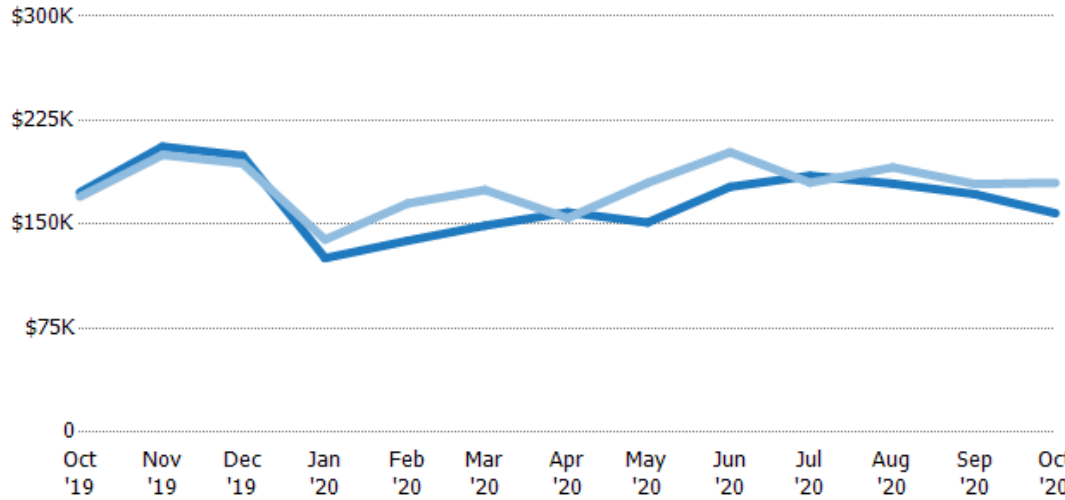
	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20
Avg Est Value	\$185K	\$221K	\$200K	\$175K	\$160K	\$141K	\$165K	\$212K	\$221K	\$204K	\$194K	\$188K	\$198K
Avg Sales Price	\$197K	\$223K	\$183K	\$172K	\$175K	\$196K	\$159K	\$255K	\$233K	\$197K	\$221K	\$199K	\$214K
Avg Sales Price as a % of Avg Est Value	107%	101%	92%	99%	109%	138%	96%	120%	106%	97%	114%	106%	108%

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



	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	\$173K	\$206K	\$200K	\$126K	\$138K	\$149K	\$159K	\$151K	\$177K	\$185K	\$179K	\$172K	\$158K
Median Sales Price	\$170K	\$200K	\$194K	\$139K	\$165K	\$175K	\$155K	\$180K	\$202K	\$180K	\$191K	\$179K	\$180K
Med Sales Price as a % of Med Est Value	98%	97%	97%	111%	119%	117%	97%	119%	114%	97%	107%	104%	114%