

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	Dec 2020	Dec 2019	+ / -	YTD 2020	YTD 2019	+ / -
Listing Activity Charts Metrics						
New Listing Count	9	16	-43.8%	349	384	-9.1%
New Listing Volume	\$2,376,000	\$4,117,000	-42.3%	\$101,913,300	\$105,066,675	-3%
Active Listing Count	48	156	-69.2%	N/A	N/A	
Active Listing Volume	\$20,317,499	\$50,806,575	-60%	N/A	N/A	
Average Listing Price	\$423,281	\$325,683	+30%	\$352,821	\$300,863	+17.3%
Median Listing Price	\$322,450	\$225,000	+43.3%	\$255,434	\$225,790	+13.1%
Median Days in RPR	107	158	-32.3%	106.88	121.55	-12.1%
Months of Inventory	1.8	5.6	-66.9%	5.4	8	-32.6%
Absorption Rate	54.17%	17.95%	+36.2%	18.5%	12.48%	+6%
Sales Activity Charts Metrics						
New Pending Sales Count	25	11	+127.3%	400	313	+27.8%
New Pending Sales Volume	\$5,940,700	\$2,373,800	+150.3%	\$102,769,701	\$74,153,353	+38.6%
Pending Sales Count	51	22	+131.8%	N/A	N/A	
Pending Sales Volume	\$12,272,399	\$5,935,600	+106.8%	N/A	N/A	
Closed Sales Count	26	21	+23.8%	301	244	+23.4%
Closed Sales Volume	\$5,229,182	\$4,617,500	+13.2%	\$77,415,559	\$54,165,332	+42.9%
Average Sales Price	\$201,122	\$219,881	-8.5%	\$257,195	\$221,989	+15.9%
Median Sales Price	\$187,500	\$190,000	-1.3%	\$225,027	\$197,691	+13.8%

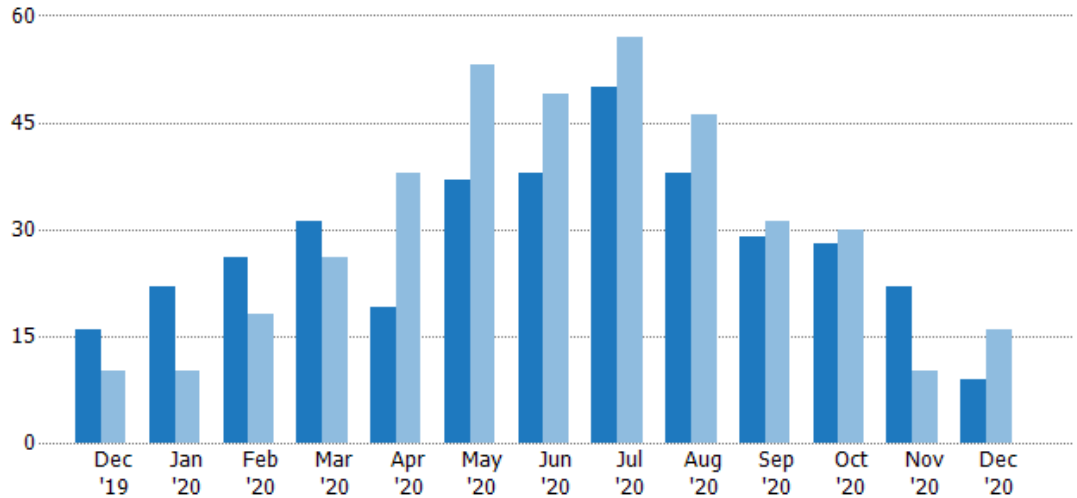
New Listings

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.
Dec '20	9	-43.8%
Dec '19	16	60%
Dec '18	10	-20%



Current Year	16	22	26	31	19	37	38	50	38	29	28	22	9
Prior Year	10	10	18	26	38	53	49	57	46	31	30	10	16
Percent Change from Prior Year	60%	120%	44%	19%	-50%	-30%	-22%	-12%	-17%	-6%	-7%	120%	-44%

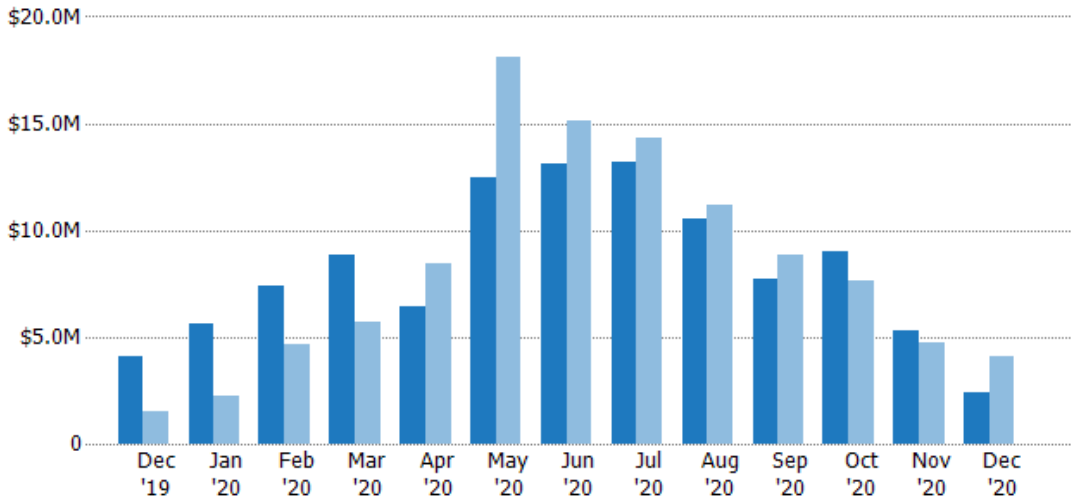
New Listing Volume

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.
Dec '20	\$2.38M	-42.3%
Dec '19	\$4.12M	178.4%
Dec '18	\$1.48M	6.3%



Current Year	\$4.12M	\$5.65M	\$7.36M	\$8.82M	\$6.4M	\$12.4M	\$13.1M	\$13.2M	\$10.5M	\$7.71M	\$9M	\$5.29M	\$2.38M
Prior Year	\$1.48M	\$2.21M	\$4.63M	\$5.67M	\$8.47M	\$18.1M	\$15.1M	\$14.3M	\$11.2M	\$8.86M	\$7.67M	\$4.75M	\$4.12M
Percent Change from Prior Year	178%	155%	59%	56%	-24%	-31%	-13%	-8%	-6%	-13%	17%	11%	-42%

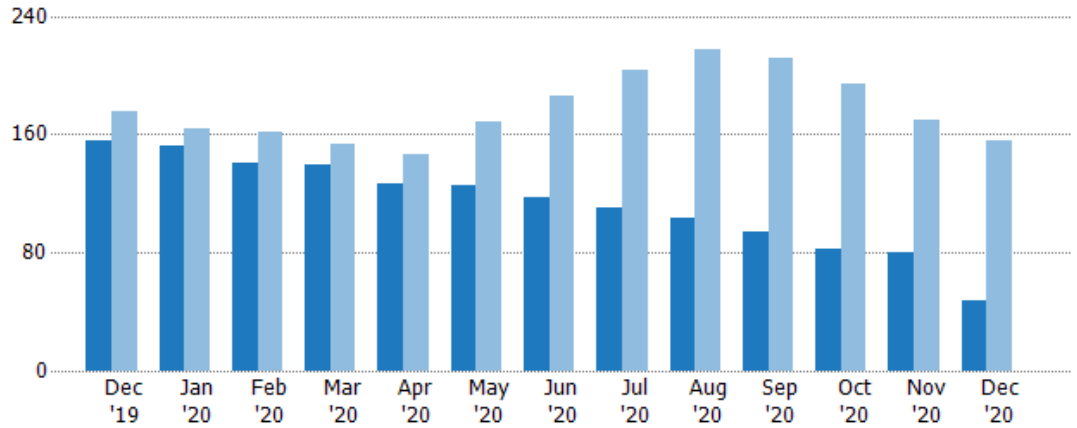
Active Listings

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.
Dec '20	48	-69.2%
Dec '19	156	-10.9%
Dec '18	175	-5.7%



Current Year	156	152	141	139	127	125	117	110	103	94	83	80	48
Prior Year	175	164	162	153	146	169	186	204	217	211	194	170	156
Percent Change from Prior Year	-11%	-7%	-13%	-9%	-13%	-26%	-37%	-46%	-53%	-55%	-57%	-53%	-69%

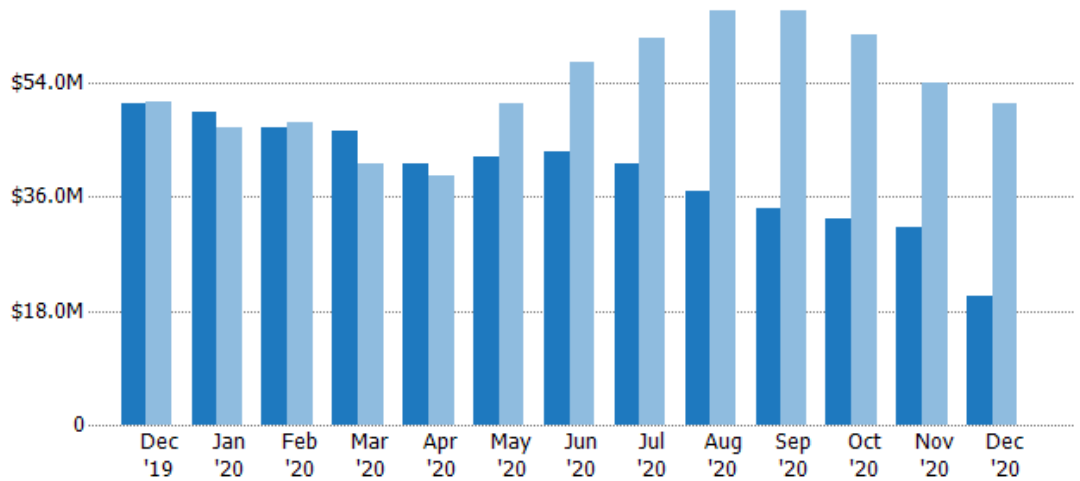
Active Listing Volume

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.
Dec '20	\$20.3M	-60%
Dec '19	\$50.8M	-0.3%
Dec '18	\$51M	-13.6%



Current Year	\$50.8M	\$49.3M	\$46.9M	\$46.4M	\$41.2M	\$42.3M	\$43.1M	\$41.2M	\$36.8M	\$34.2M	\$32.6M	\$31.2M	\$20.3M
Prior Year	\$51M	\$46.9M	\$47.8M	\$41.2M	\$39.2M	\$50.7M	\$57.2M	\$61M	\$65.5M	\$65.4M	\$61.6M	\$54.1M	\$50.8M
Percent Change from Prior Year	0%	5%	-2%	13%	5%	-17%	-25%	-32%	-44%	-48%	-47%	-42%	-60%

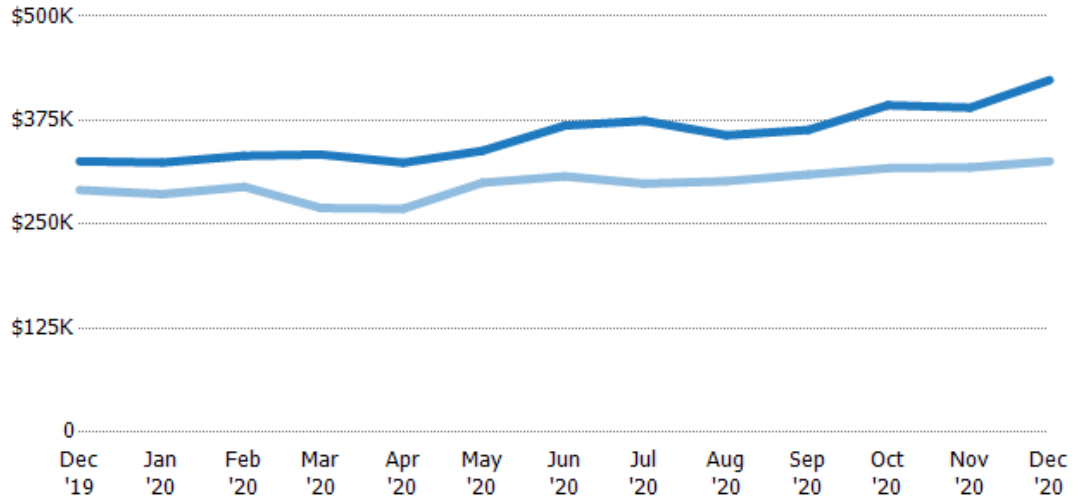
Average Listing Price

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.
Dec '20	\$423K	30%
Dec '19	\$326K	11.8%
Dec '18	\$291K	-8.4%



Current Year	\$326K	\$324K	\$332K	\$334K	\$324K	\$338K	\$369K	\$374K	\$357K	\$363K	\$393K	\$390K	\$423K
Prior Year	\$291K	\$286K	\$295K	\$270K	\$269K	\$300K	\$308K	\$299K	\$302K	\$310K	\$317K	\$318K	\$326K
Percent Change from Prior Year	12%	13%	13%	24%	21%	13%	20%	25%	18%	17%	24%	23%	30%

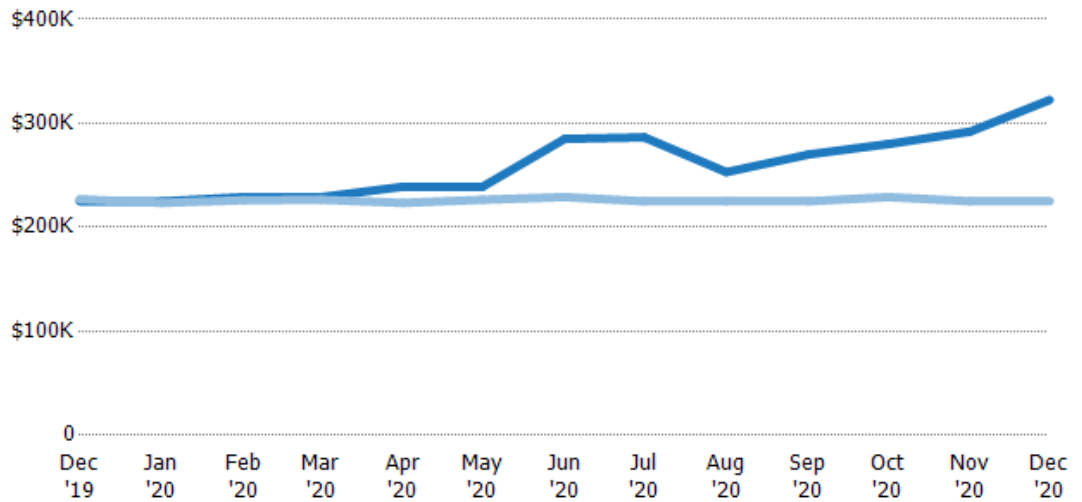
Median Listing Price

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.
Dec '20	\$322K	43.3%
Dec '19	\$225K	-0.9%
Dec '18	\$227K	-7.5%



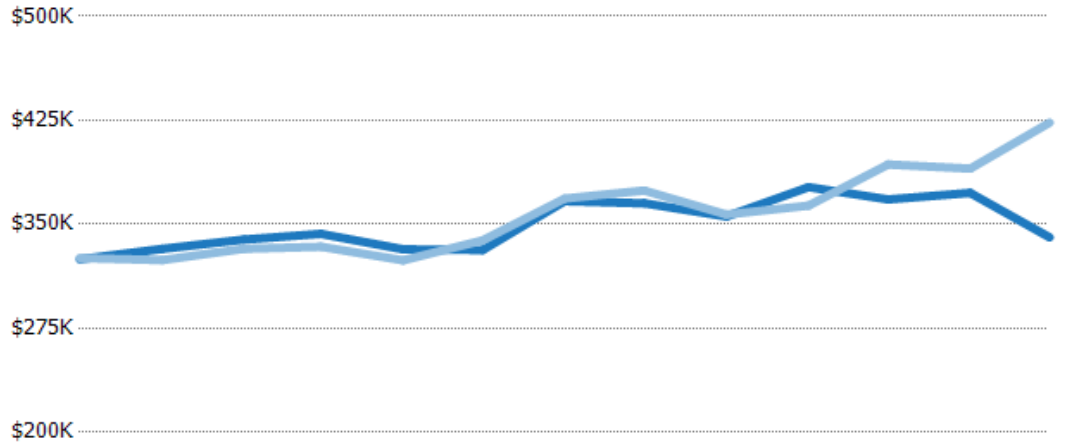
Current Year	\$225K	\$225K	\$229K	\$229K	\$239K	\$239K	\$285K	\$287K	\$253K	\$270K	\$280K	\$292K	\$322K
Prior Year	\$227K	\$223K	\$226K	\$227K	\$223K	\$227K	\$229K	\$225K	\$225K	\$225K	\$229K	\$225K	\$225K
Percent Change from Prior Year	-1%	1%	1%	1%	7%	6%	24%	27%	12%	20%	22%	30%	43%

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



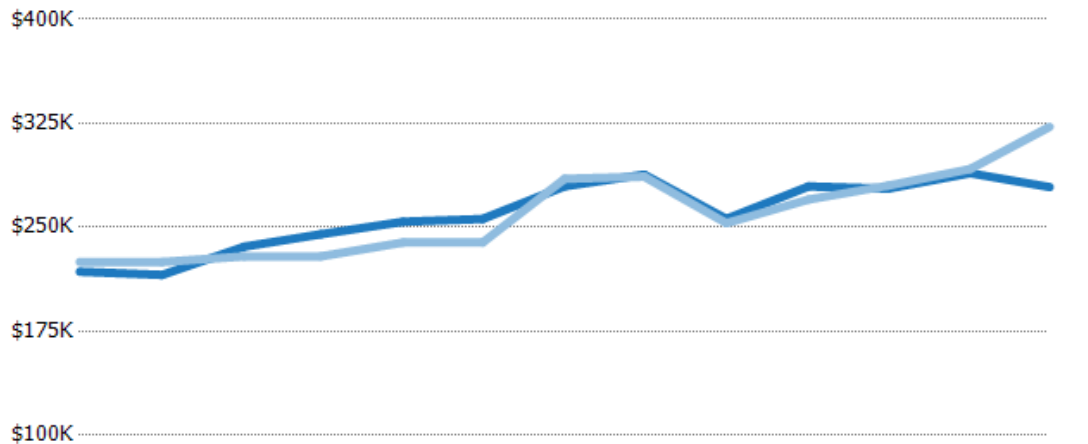
	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20
Avg Est Value	\$325K	\$332K	\$339K	\$343K	\$332K	\$331K	\$367K	\$365K	\$356K	\$377K	\$368K	\$373K	\$341K
Avg Listing Price	\$326K	\$324K	\$332K	\$334K	\$324K	\$338K	\$369K	\$374K	\$357K	\$363K	\$393K	\$390K	\$423K
Avg Listing Price as a % of Avg Est Value	100%	98%	98%	97%	98%	102%	101%	103%	100%	96%	107%	105%	124%

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



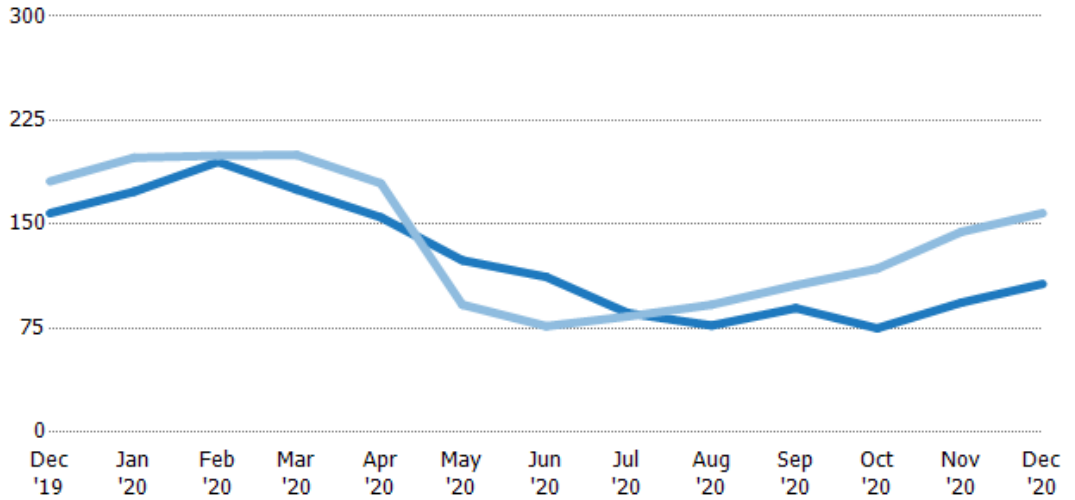
	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20
Median Est Value	\$218K	\$216K	\$236K	\$245K	\$254K	\$256K	\$280K	\$288K	\$256K	\$279K	\$278K	\$289K	\$279K
Median Listing Price	\$225K	\$225K	\$229K	\$229K	\$239K	\$239K	\$285K	\$287K	\$253K	\$270K	\$280K	\$292K	\$322K
Med Listing Price as a % of Med Est Value	103%	104%	97%	93%	94%	93%	102%	99%	99%	97%	101%	101%	116%

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



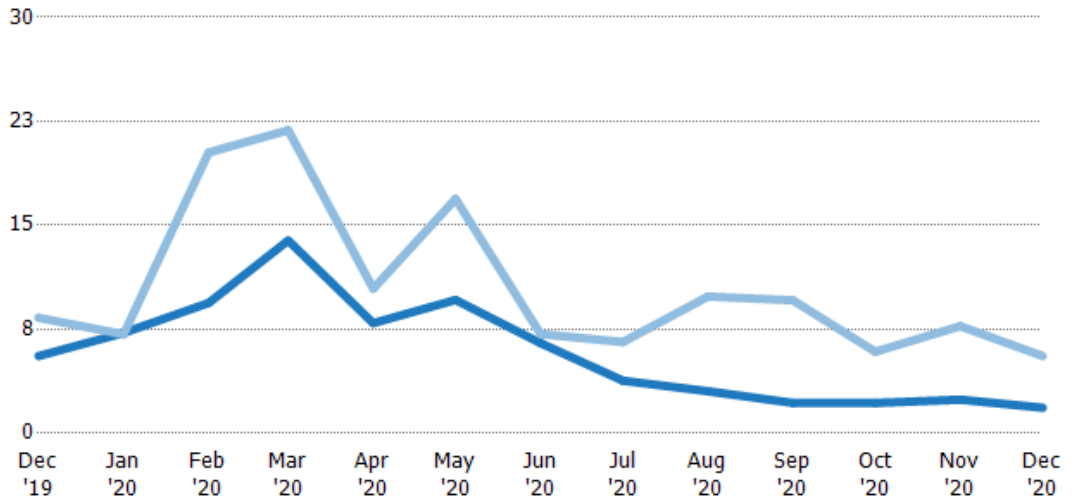
	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20
Current Year	158	174	195	175	155	124	112	86	77	89.5	75	93.5	107
Prior Year	181	198	200	200	180	92	76.5	83.5	92	106	118	145	158
Percent Change from Prior Year	-13%	-12%	-2%	-13%	-14%	35%	46%	3%	-16%	-16%	-36%	-35%	-32%

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



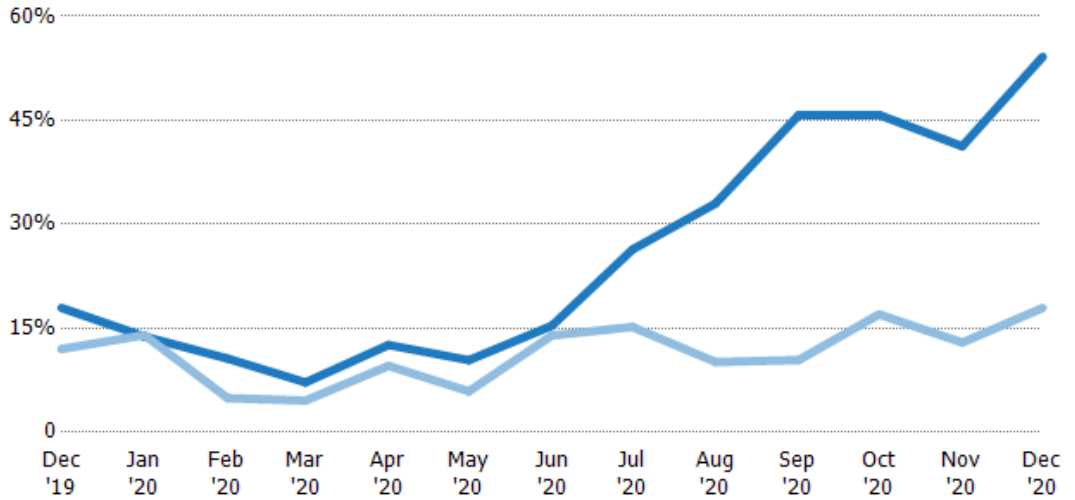
	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20
Current Year	5.57	7.24	9.4	13.9	7.94	9.62	6.5	3.79	3.03	2.19	2.18	2.42	1.85
Prior Year	8.33	7.13	20.3	21.9	10.4	16.9	7.15	6.58	9.86	9.59	5.88	7.73	5.57
Percent Change from Prior Year	-33%	2%	-54%	-36%	-24%	-43%	-9%	-42%	-69%	-77%	-63%	-69%	-67%

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



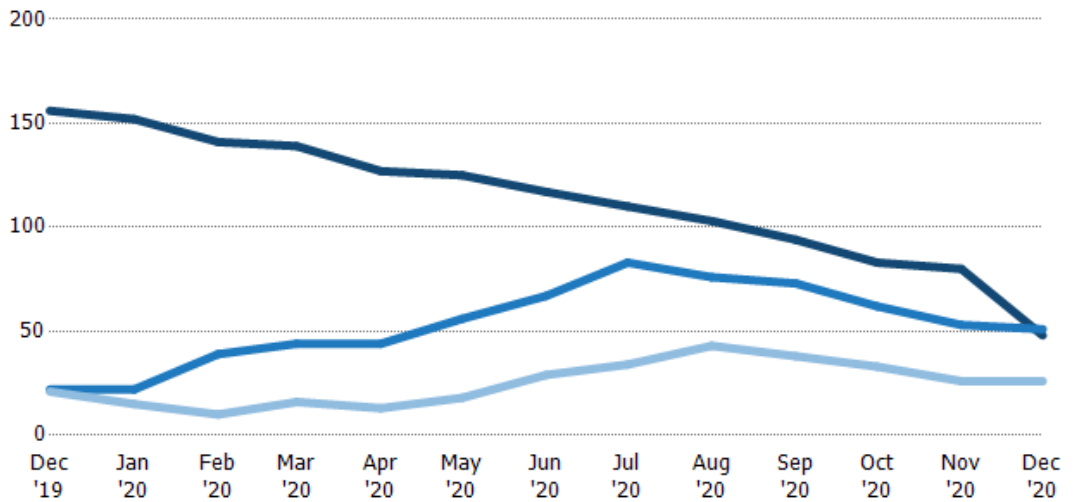
	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20
Current Year	18%	14%	11%	7%	13%	10%	15%	26%	33%	46%	46%	41%	54%
Prior Year	12%	14%	5%	5%	10%	6%	14%	15%	10%	10%	17%	13%	18%
Change from Prior Year	-6%	0%	-6%	-3%	-3%	-4%	-1%	-11%	-23%	-35%	-29%	-28%	-36%

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



	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20
Active	156	152	141	139	127	125	117	110	103	94	83	80	48
Pending	22	22	39	44	44	56	67	83	76	73	62	53	51
Sold	21	15	10	16	13	18	29	34	43	38	33	26	26

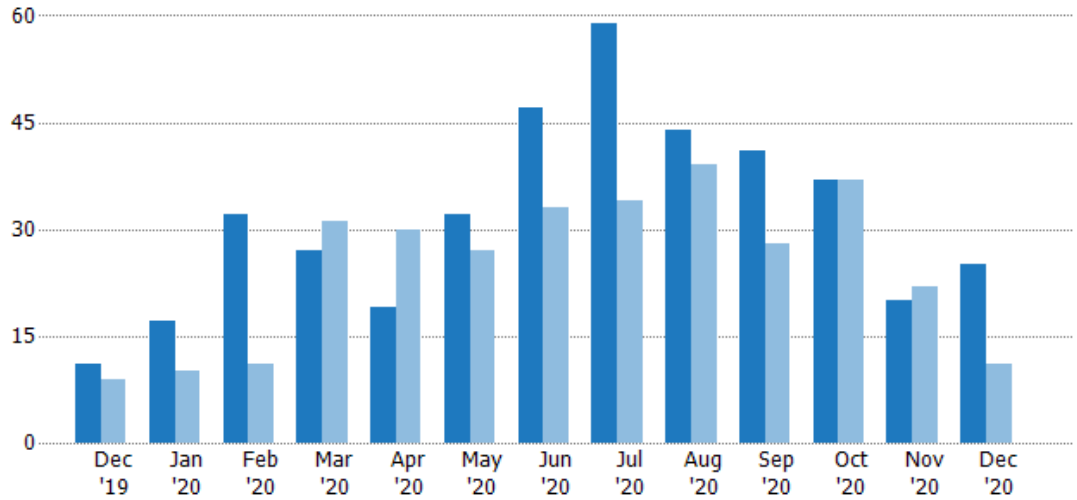
New Pending Sales

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.
Dec '20	25	127.3%
Dec '19	11	22.2%
Dec '18	9	100%



Current Year	11	17	32	27	19	32	47	59	44	41	37	20	25
Prior Year	9	10	11	31	30	27	33	34	39	28	37	22	11
Percent Change from Prior Year	22%	70%	191%	-13%	-37%	19%	42%	74%	13%	46%	0%	-9%	127%

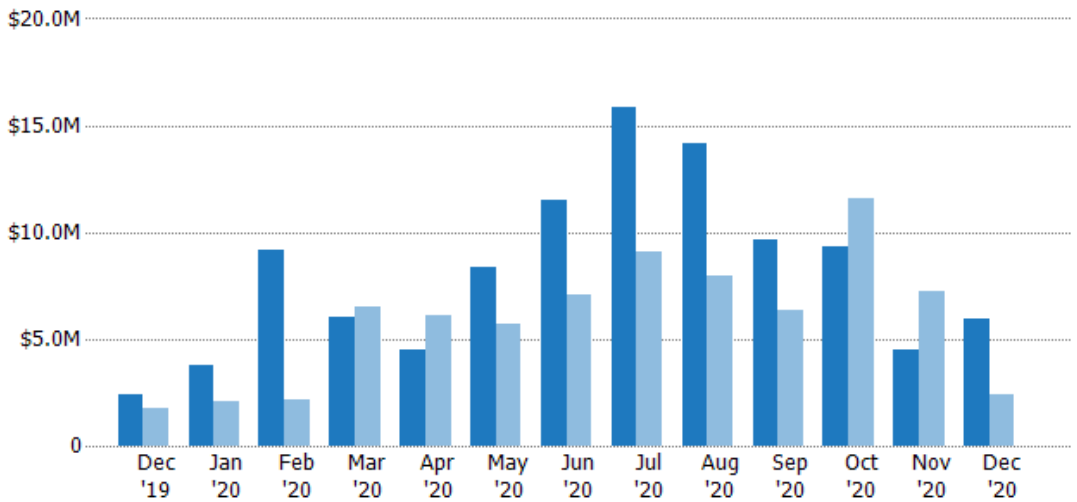
New Pending Sales Volume

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.
Dec '20	\$5.94M	150.3%
Dec '19	\$2.37M	34.4%
Dec '18	\$1.77M	97.9%



Current Year	\$2.37M	\$3.78M	\$9.2M	\$6.04M	\$4.53M	\$8.38M	\$11.5M	\$15.8M	\$14.2M	\$9.61M	\$9.29M	\$4.49M	\$5.94M
Prior Year	\$1.77M	\$2.09M	\$2.15M	\$6.52M	\$6.08M	\$5.69M	\$7.08M	\$9.05M	\$7.95M	\$6.32M	\$11.6M	\$7.24M	\$2.37M
Percent Change from Prior Year	34%	81%	328%	-7%	-26%	47%	62%	75%	79%	52%	-20%	-38%	150%

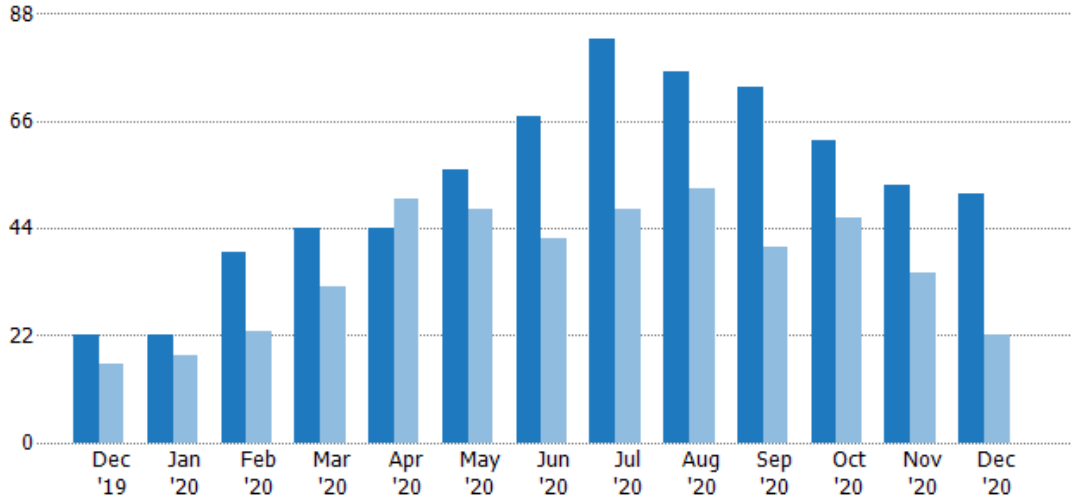
Pending Sales

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.
Dec '20	51	131.8%
Dec '19	22	37.5%
Dec '18	16	87.5%



Current Year	22	22	39	44	44	56	67	83	76	73	62	53	51
Prior Year	16	18	23	32	50	48	42	48	52	40	46	35	22
Percent Change from Prior Year	38%	22%	70%	38%	-12%	17%	60%	73%	46%	83%	35%	51%	132%

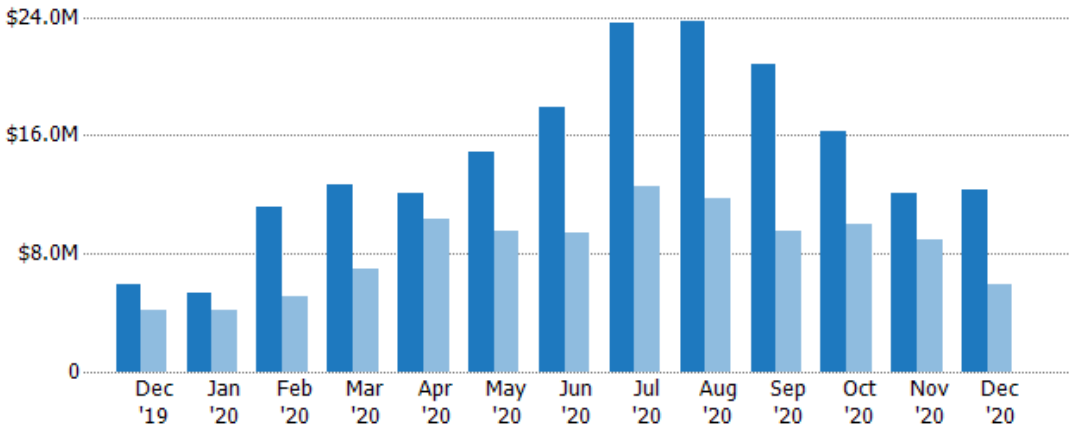
Pending Sales Volume

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.
Dec '20	\$12.3M	106.8%
Dec '19	\$5.94M	41.9%
Dec '18	\$4.18M	48.6%



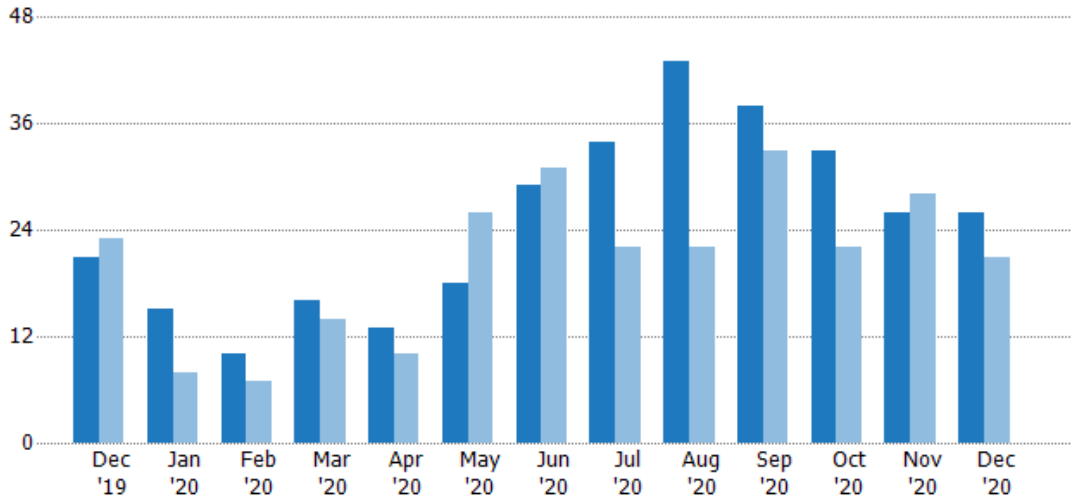
Current Year	\$5.94M	\$5.33M	\$11.2M	\$12.7M	\$12.1M	\$14.9M	\$17.9M	\$23.6M	\$23.7M	\$20.8M	\$16.3M	\$12M	\$12.3M
Prior Year	\$4.18M	\$4.2M	\$5.07M	\$6.92M	\$10.4M	\$9.54M	\$9.39M	\$12.6M	\$11.7M	\$9.56M	\$10M	\$8.96M	\$5.94M
Percent Change from Prior Year	42%	27%	121%	83%	17%	56%	90%	88%	102%	118%	63%	34%	107%

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



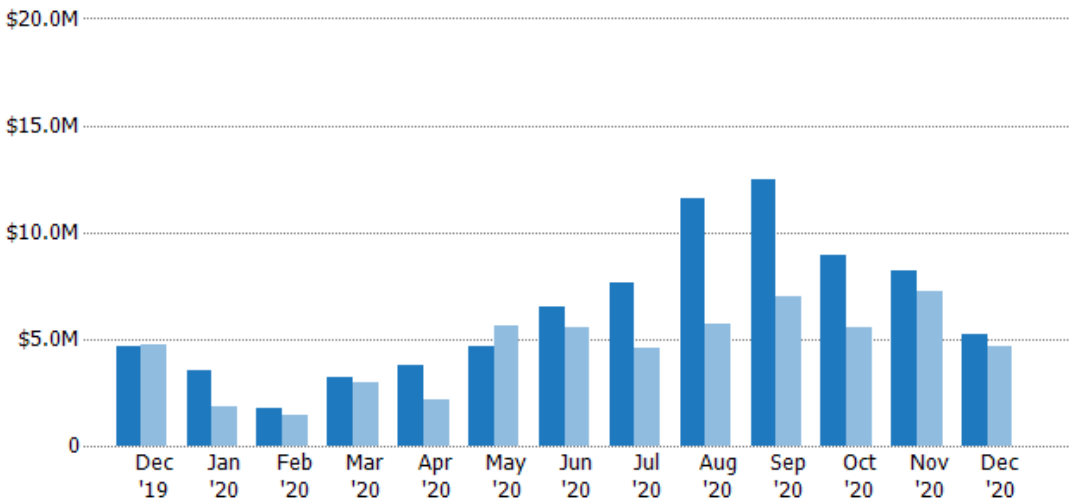
	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20
Current Year	21	15	10	16	13	18	29	34	43	38	33	26	26
Prior Year	23	8	7	14	10	26	31	22	22	33	22	28	21
Percent Change from Prior Year	-9%	88%	43%	14%	30%	-31%	-6%	55%	95%	15%	50%	-7%	24%

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



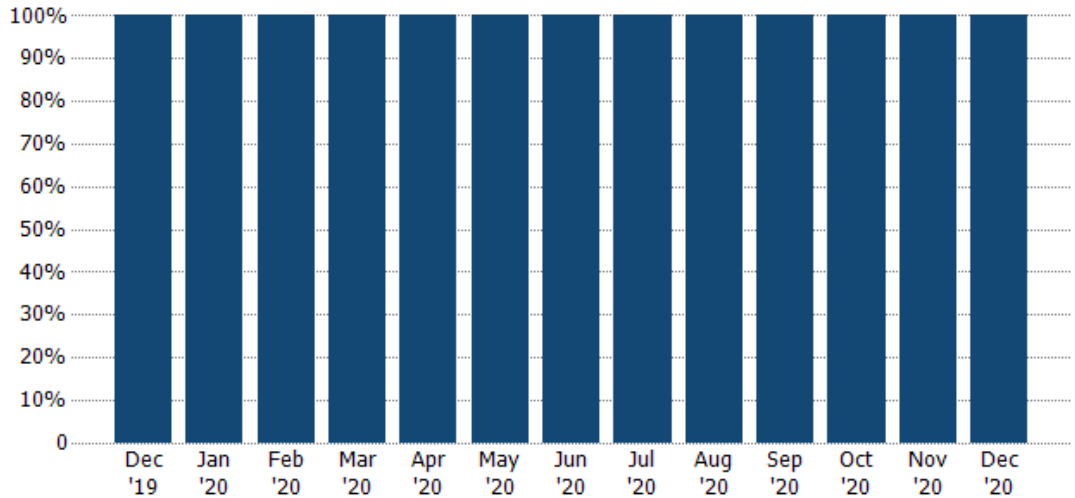
	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20
Current Year	\$4.62M	\$3.56M	\$1.73M	\$3.21M	\$3.76M	\$4.62M	\$6.49M	\$7.66M	\$11.6M	\$12.4M	\$8.93M	\$8.22M	\$5.23M
Prior Year	\$4.75M	\$1.82M	\$1.42M	\$2.95M	\$2.19M	\$5.61M	\$5.57M	\$4.55M	\$5.74M	\$6.95M	\$5.54M	\$7.21M	\$4.62M
Percent Change from Prior Year	-3%	96%	22%	9%	72%	-18%	17%	68%	101%	79%	61%	14%	13%

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

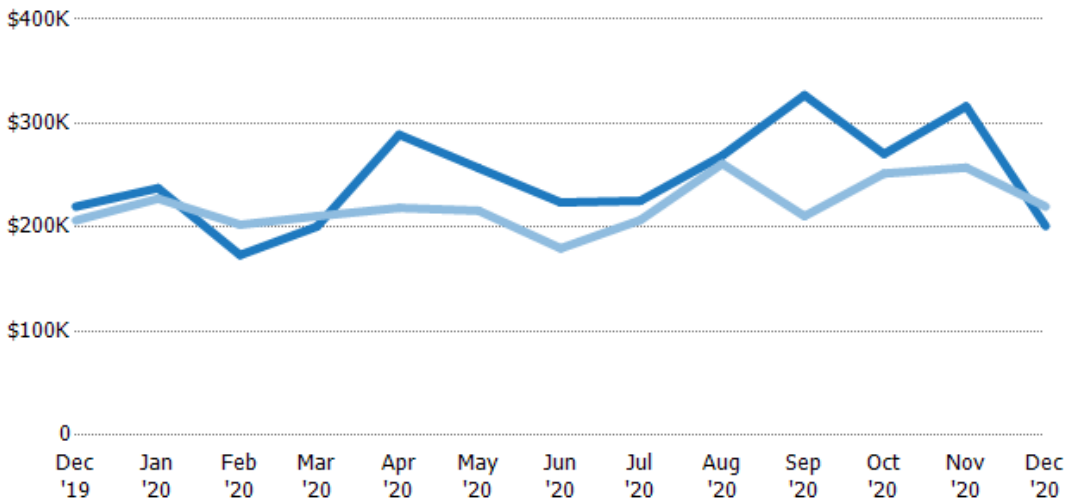
100% 100% 100% 100% 100% 100% 100% 100% 100% 100% 100% 100% 100%

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.
Dec '20	\$201K	-8.5%
Dec '19	\$220K	6.4%
Dec '18	\$207K	0.7%

■ Current Year	\$220K	\$238K	\$173K	\$201K	\$289K	\$257K	\$224K	\$225K	\$269K	\$327K	\$271K	\$316K	\$201K
■ Prior Year	\$207K	\$227K	\$202K	\$211K	\$219K	\$216K	\$180K	\$207K	\$261K	\$211K	\$252K	\$257K	\$220K
Percent Change from Prior Year	6%	4%	-14%	-5%	32%	19%	25%	9%	3%	55%	7%	23%	-9%

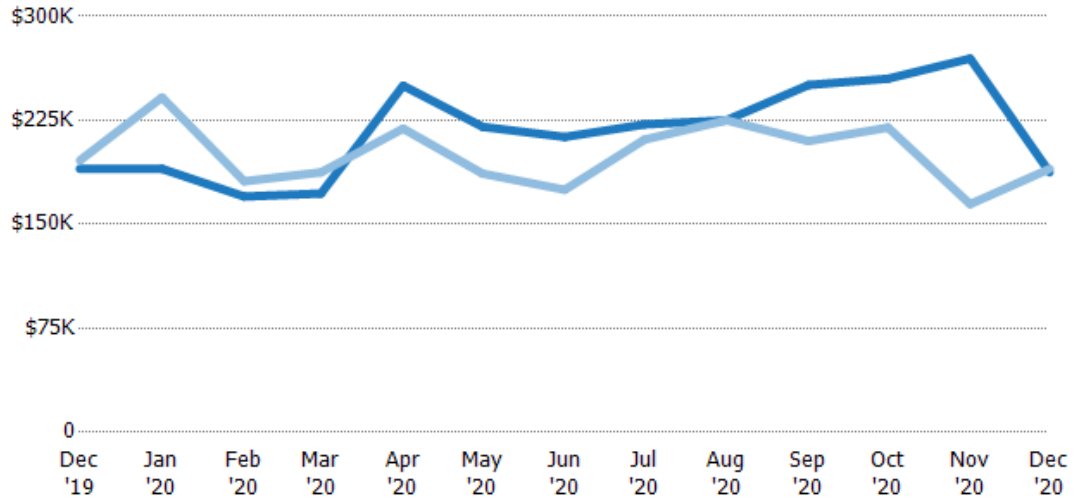
Median Sales Price

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.
Dec '20	\$188K	-1.3%
Dec '19	\$190K	-3.1%
Dec '18	\$196K	-10.2%



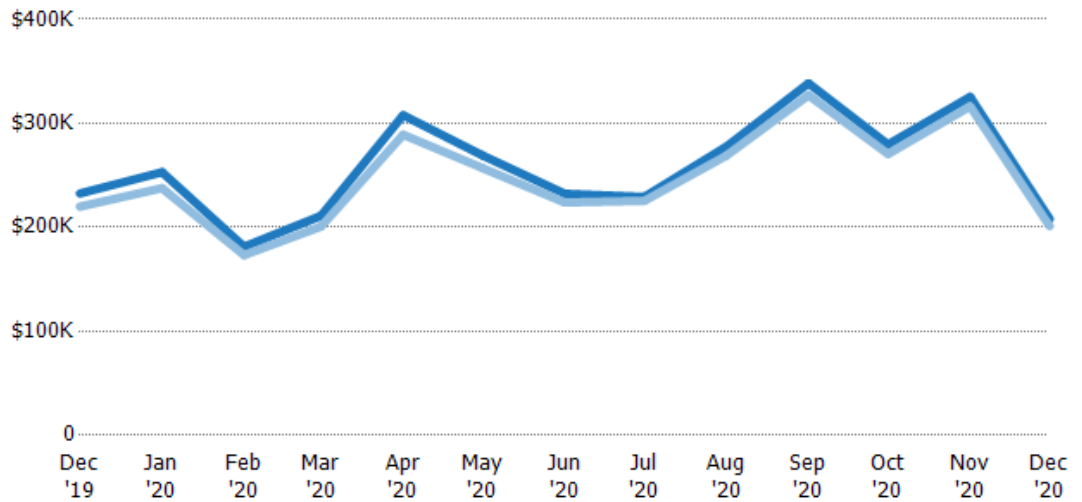
Current Year	\$190K	\$190K	\$170K	\$172K	\$250K	\$220K	\$213K	\$222K	\$225K	\$250K	\$255K	\$270K	\$188K
Prior Year	\$196K	\$242K	\$181K	\$187K	\$219K	\$187K	\$175K	\$211K	\$225K	\$210K	\$220K	\$165K	\$190K
Percent Change from Prior Year	-3%	-21%	-6%	-8%	14%	18%	22%	5%	0%	19%	16%	64%	-1%

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



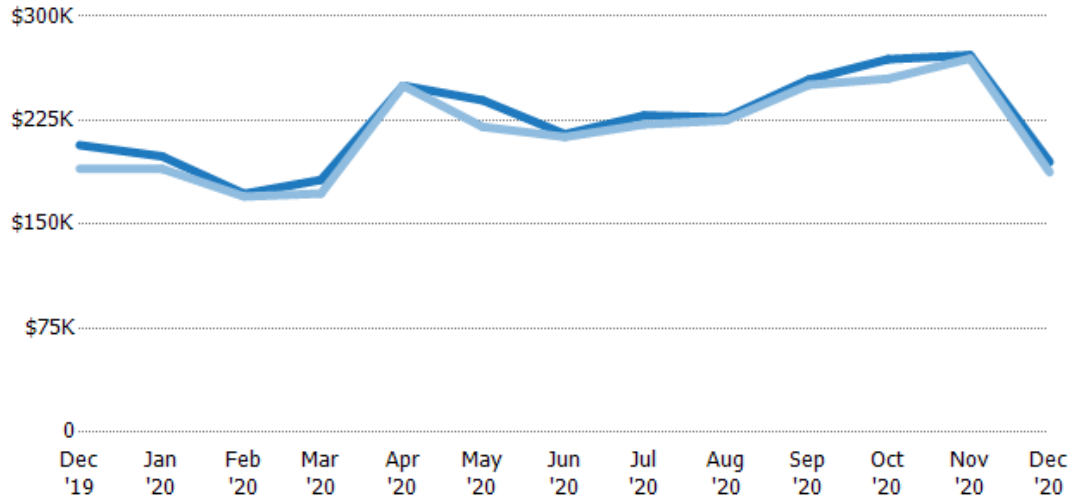
Avg List Price	\$232K	\$253K	\$181K	\$211K	\$308K	\$269K	\$232K	\$229K	\$278K	\$338K	\$280K	\$325K	\$208K
Avg Sales Price	\$220K	\$238K	\$173K	\$201K	\$289K	\$257K	\$224K	\$225K	\$269K	\$327K	\$271K	\$316K	\$201K
Avg Sales Price as a % of Avg List Price	95%	94%	96%	95%	94%	95%	96%	98%	97%	97%	97%	97%	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



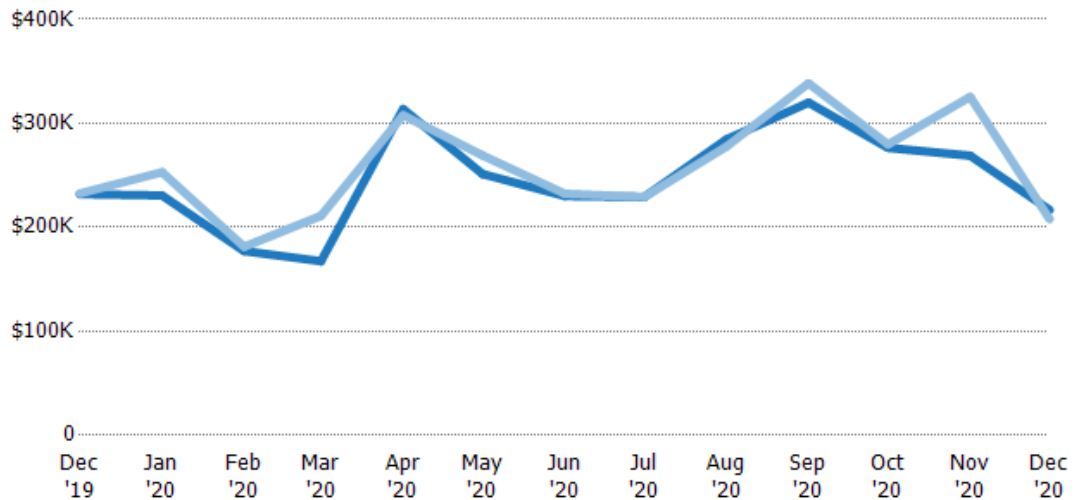
	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20
Median List Price	\$207K	\$199K	\$172K	\$182K	\$250K	\$239K	\$215K	\$229K	\$227K	\$254K	\$269K	\$272K	\$195K
Median Sales Price	\$190K	\$190K	\$170K	\$172K	\$250K	\$220K	\$213K	\$222K	\$225K	\$250K	\$255K	\$270K	\$188K
Med Sales Price as a % of Med List Price	92%	95%	99%	95%	100%	92%	99%	97%	99%	99%	95%	99%	96%

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



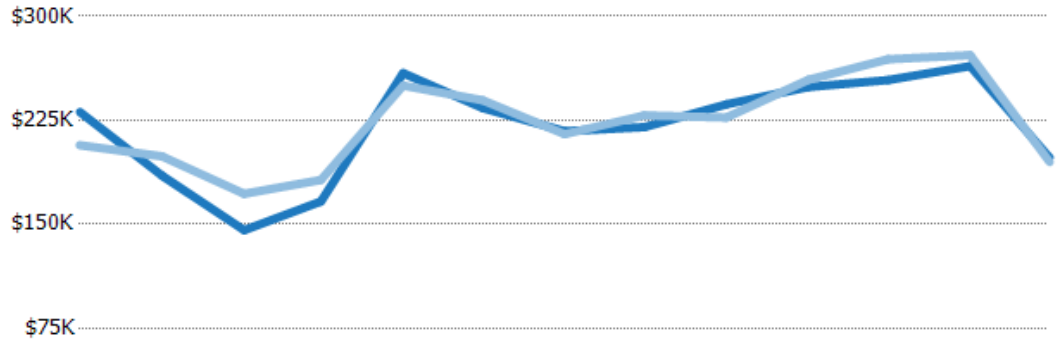
	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20
Avg Est Value	\$232K	\$231K	\$177K	\$167K	\$314K	\$251K	\$230K	\$229K	\$284K	\$320K	\$276K	\$269K	\$217K
Avg Sales Price	\$232K	\$253K	\$181K	\$211K	\$308K	\$269K	\$232K	\$229K	\$278K	\$338K	\$280K	\$325K	\$208K
Avg Sales Price as a % of Avg Est Value	100%	110%	102%	126%	98%	107%	101%	100%	98%	106%	101%	121%	96%

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



	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20
Median Est Value	\$231K	\$185K	\$146K	\$166K	\$259K	\$234K	\$217K	\$220K	\$237K	\$249K	\$254K	\$264K	\$198K
Median Sales Price	\$207K	\$199K	\$172K	\$182K	\$250K	\$239K	\$215K	\$229K	\$227K	\$254K	\$269K	\$272K	\$195K
Med Sales Price as a % of Med Est Value	90%	108%	118%	109%	97%	102%	99%	104%	96%	102%	106%	103%	98%