

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	28	22	+27.3%	531	531	+/-
New Listing Volume	\$5,672,099	\$4,841,620	+17.2%	\$136,039,561	\$115,426,507	+17.9%
Active Listing Count	123	259	-52.5%	N/A	N/A	
Active Listing Volume	\$48,239,798	\$65,228,015	-26%	N/A	N/A	
Average Listing Price	\$392,193	\$251,846	+55.7%	\$299,893	\$259,281	+15.7%
Median Listing Price	\$249,000	\$198,000	+25.8%	\$216,918	\$216,497	+0.2%
Median Days in RPR	105	183	-42.6%	125.47	158.42	-20.8%
Months of Inventory	2.9	7.2	-59.3%	6.5	10.1	-35.5%
Absorption Rate	34.15%	13.9%	+20.2%	15.34%	9.9%	+5.4%
Sales Activity Charts Metrics						
New Pending Sales Count	42	23	+82.6%	611	423	+44.4%
New Pending Sales Volume	\$9,404,599	\$3,665,000	+156.6%	\$134,180,359	\$81,606,116	+64.4%
Pending Sales Count	71	32	+121.9%	N/A	N/A	
Pending Sales Volume	\$17,296,399	\$6,934,600	+149.4%	N/A	N/A	
Closed Sales Count	63	27	+133.3%	463	371	+24.8%
Closed Sales Volume	\$15,899,236	\$4,643,600	+242.4%	\$97,491,746	\$67,508,766	+44.4%
Average Sales Price	\$252,369	\$171,985	+46.7%	\$210,565	\$181,964	+15.7%
Median Sales Price	\$182,000	\$184,500	-1.4%	\$177,998	\$163,964	+8.6%

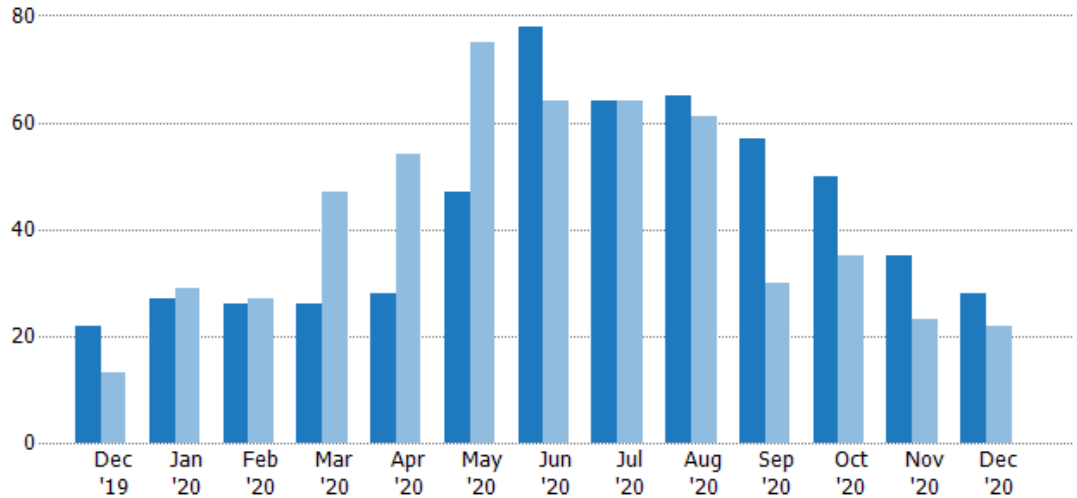
New Listings

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.
Dec '20	28	27.3%
Dec '19	22	69.2%
Dec '18	13	61.5%



Current Year	22	27	26	26	28	47	78	64	65	57	50	35	28
Prior Year	13	29	27	47	54	75	64	64	61	30	35	23	22
Percent Change from Prior Year	69%	-7%	-4%	-45%	-48%	-37%	22%	0%	7%	90%	43%	52%	27%

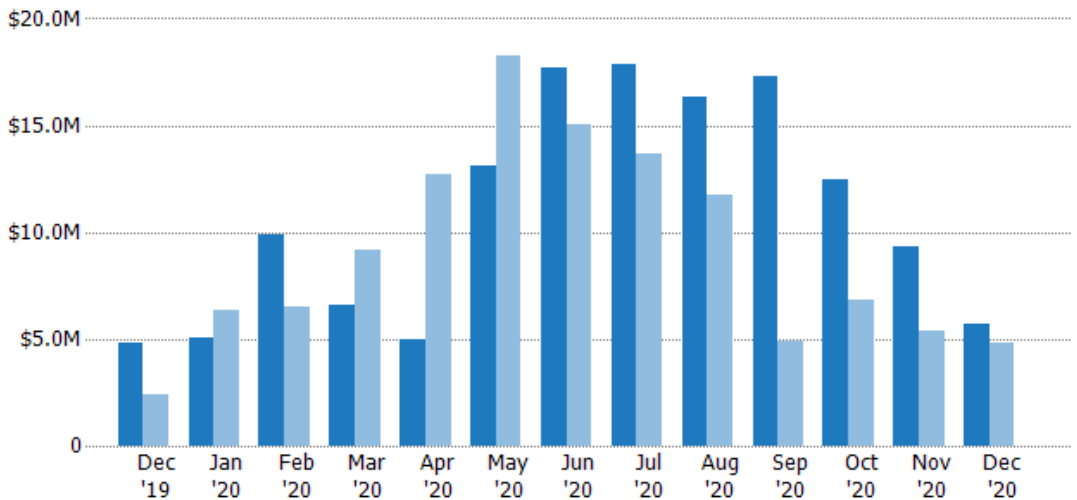
New Listing Volume

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.
Dec '20	\$5.67M	17.2%
Dec '19	\$4.84M	98.2%
Dec '18	\$2.44M	76.2%



Current Year	\$4.84M	\$5.02M	\$9.86M	\$6.6M	\$4.95M	\$13.1M	\$17.7M	\$17.8M	\$16.4M	\$17.3M	\$12.4M	\$9.3M	\$5.67M
Prior Year	\$2.44M	\$6.36M	\$6.54M	\$9.16M	\$12.7M	\$18.2M	\$15M	\$13.7M	\$11.7M	\$4.92M	\$6.86M	\$5.36M	\$4.84M
Percent Change from Prior Year	98%	-21%	51%	-28%	-61%	-28%	18%	30%	40%	251%	81%	74%	17%

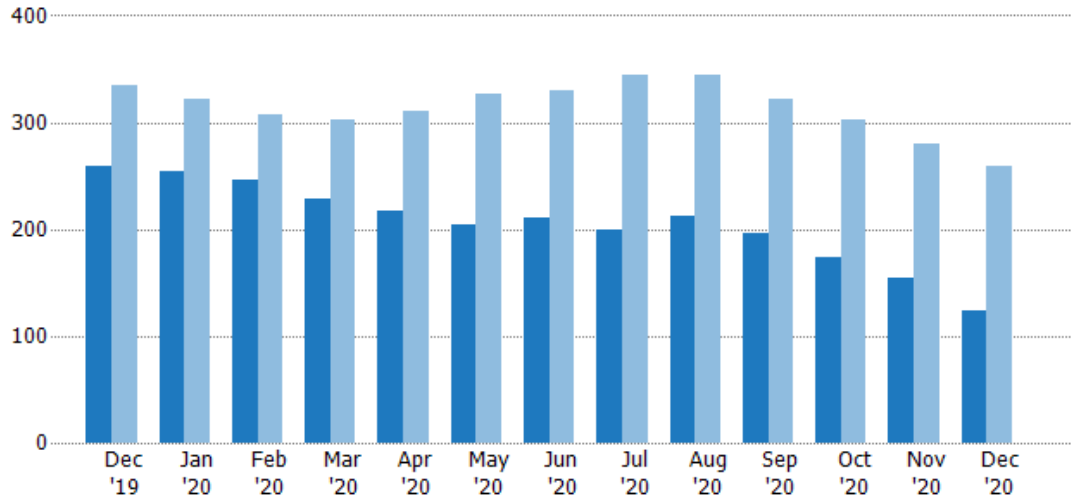
Active Listings

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.
Dec '20	123	-52.5%
Dec '19	259	-22.7%
Dec '18	335	6%



Current Year	259	254	246	229	217	205	211	199	212	196	173	154	123
Prior Year	335	322	307	302	310	326	330	344	345	321	302	280	259
Percent Change from Prior Year	-23%	-21%	-20%	-24%	-30%	-37%	-36%	-42%	-39%	-39%	-43%	-45%	-53%

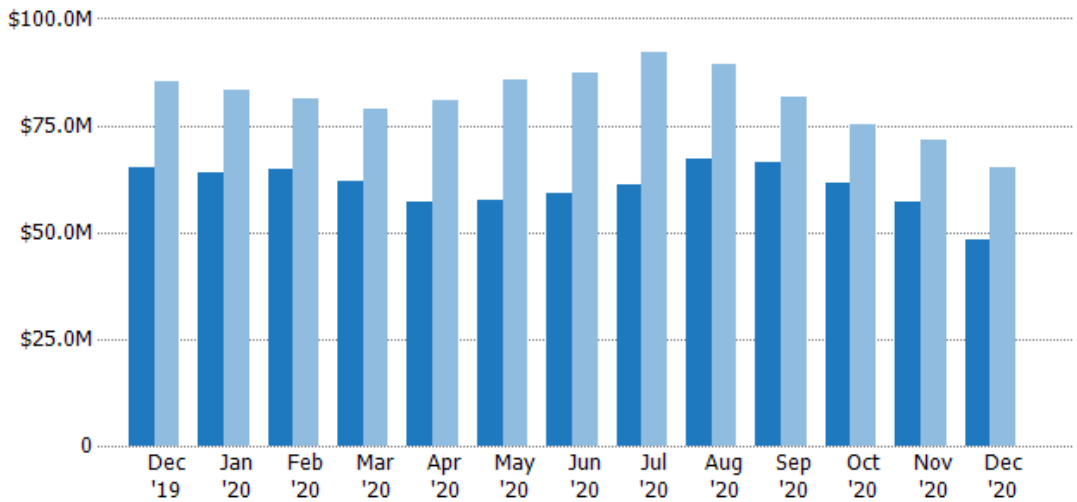
Active Listing Volume

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.
Dec '20	\$48.2M	-26%
Dec '19	\$65.2M	-23.6%
Dec '18	\$85.3M	0.2%



Current Year	\$65.2M	\$63.8M	\$64.7M	\$62.1M	\$57.1M	\$57.3M	\$59M	\$61.2M	\$67M	\$66.5M	\$61.5M	\$57M	\$48.2M
Prior Year	\$85.3M	\$83.2M	\$81.2M	\$78.7M	\$80.7M	\$85.5M	\$87.1M	\$92.1M	\$89.4M	\$81.7M	\$75.4M	\$71.4M	\$65.2M
Percent Change from Prior Year	-24%	-23%	-20%	-21%	-29%	-33%	-32%	-34%	-25%	-19%	-18%	-20%	-26%

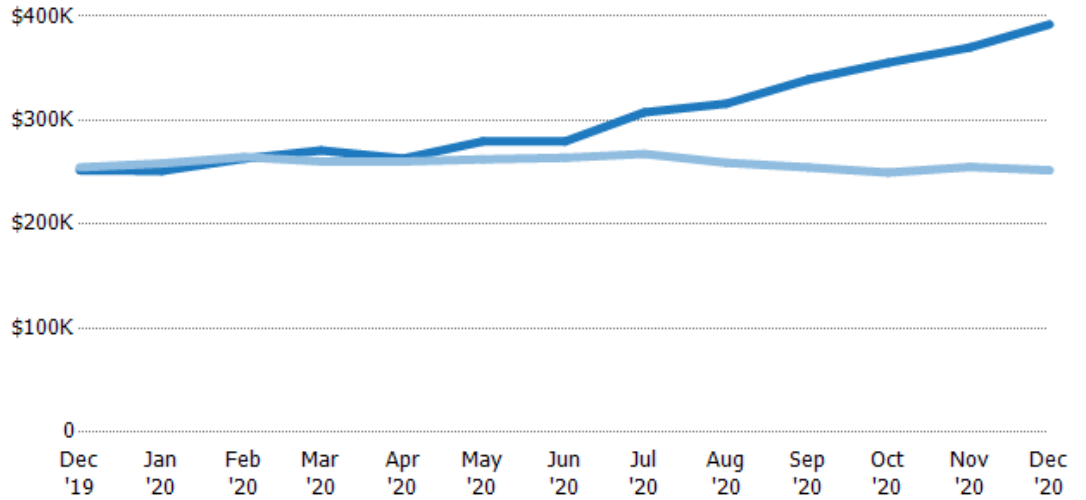
Average Listing Price

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.
Dec '20	\$392K	55.7%
Dec '19	\$252K	-1.1%
Dec '18	\$255K	-5.4%



Current Year	\$252K	\$251K	\$263K	\$271K	\$263K	\$280K	\$280K	\$308K	\$316K	\$339K	\$355K	\$370K	\$392K
Prior Year	\$255K	\$259K	\$265K	\$261K	\$260K	\$262K	\$264K	\$268K	\$259K	\$255K	\$250K	\$255K	\$252K
Percent Change from Prior Year	-1%	-3%	-1%	4%	1%	7%	6%	15%	22%	33%	42%	45%	56%

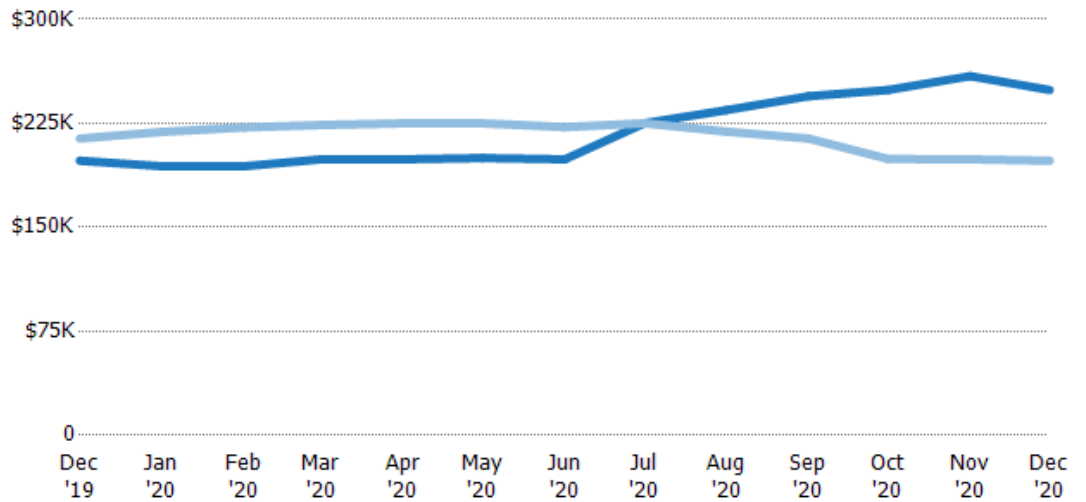
Median Listing Price

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.
Dec '20	\$249K	25.8%
Dec '19	\$198K	-7.5%
Dec '18	\$214K	-11.3%



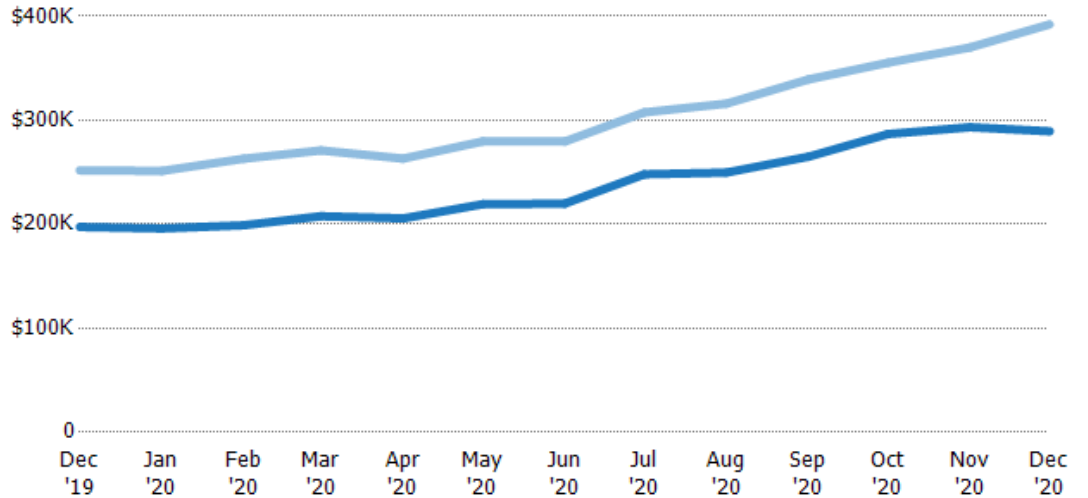
Current Year	\$198K	\$194K	\$194K	\$199K	\$199K	\$200K	\$199K	\$225K	\$235K	\$245K	\$249K	\$259K	\$249K
Prior Year	\$214K	\$219K	\$222K	\$224K	\$225K	\$225K	\$222K	\$225K	\$219K	\$214K	\$199K	\$199K	\$198K
Percent Change from Prior Year	-7%	-11%	-13%	-11%	-12%	-11%	-10%	0%	7%	14%	25%	30%	26%

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



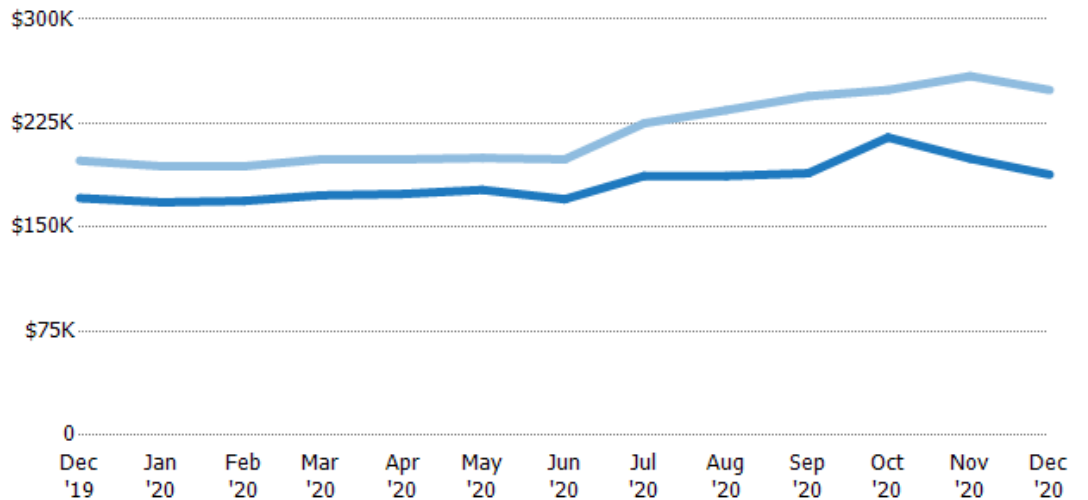
	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20
Avg Est Value	\$197K	\$196K	\$199K	\$208K	\$206K	\$219K	\$220K	\$248K	\$250K	\$265K	\$287K	\$293K	\$289K
Avg Listing Price	\$252K	\$251K	\$263K	\$271K	\$263K	\$280K	\$280K	\$308K	\$316K	\$339K	\$355K	\$370K	\$392K
Avg Listing Price as a % of Avg Est Value	128%	128%	132%	130%	128%	128%	127%	124%	127%	128%	124%	126%	135%

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



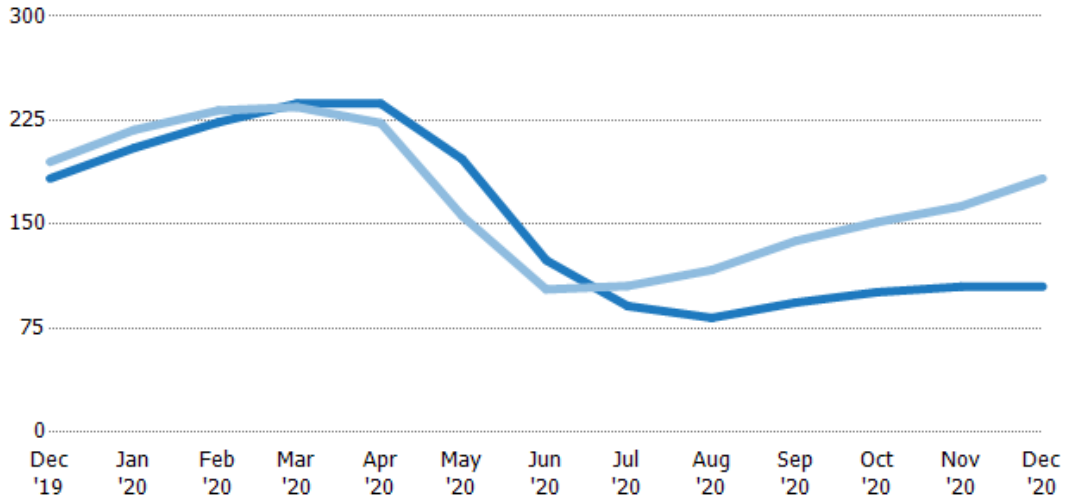
	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20
Median Est Value	\$171K	\$168K	\$169K	\$173K	\$174K	\$177K	\$170K	\$187K	\$187K	\$189K	\$215K	\$200K	\$188K
Median Listing Price	\$198K	\$194K	\$194K	\$199K	\$199K	\$200K	\$199K	\$225K	\$235K	\$245K	\$249K	\$259K	\$249K
Med Listing Price as a % of Med Est Value	116%	115%	115%	115%	114%	113%	117%	120%	125%	129%	116%	130%	132%

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



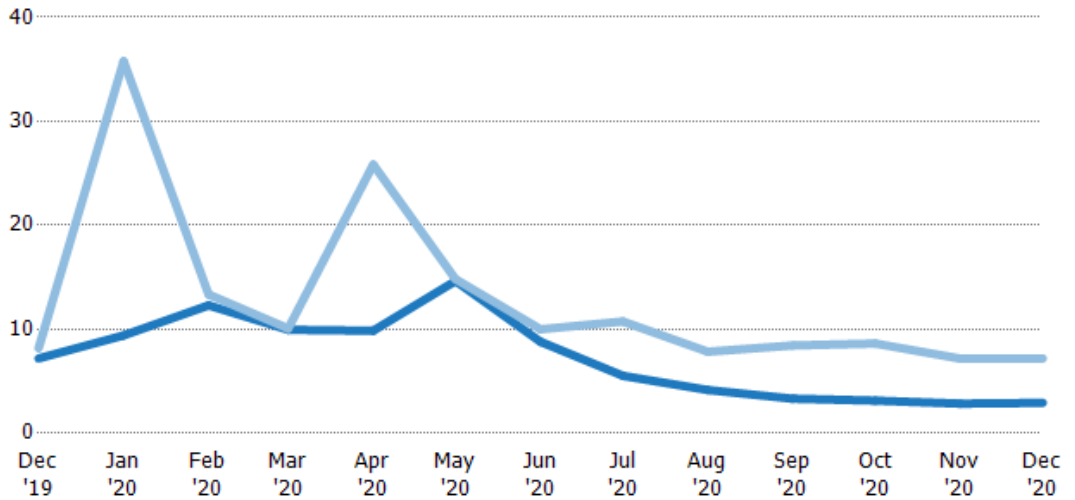
	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20
Current Year	183	205	224	237	237	197	124	91	82.5	93.5	101	105	105
Prior Year	195	218	232	235	223	156	103	106	117	138	152	163	183
Percent Change from Prior Year	-6%	-6%	-4%	1%	6%	26%	20%	-14%	-29%	-32%	-33%	-36%	-43%

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



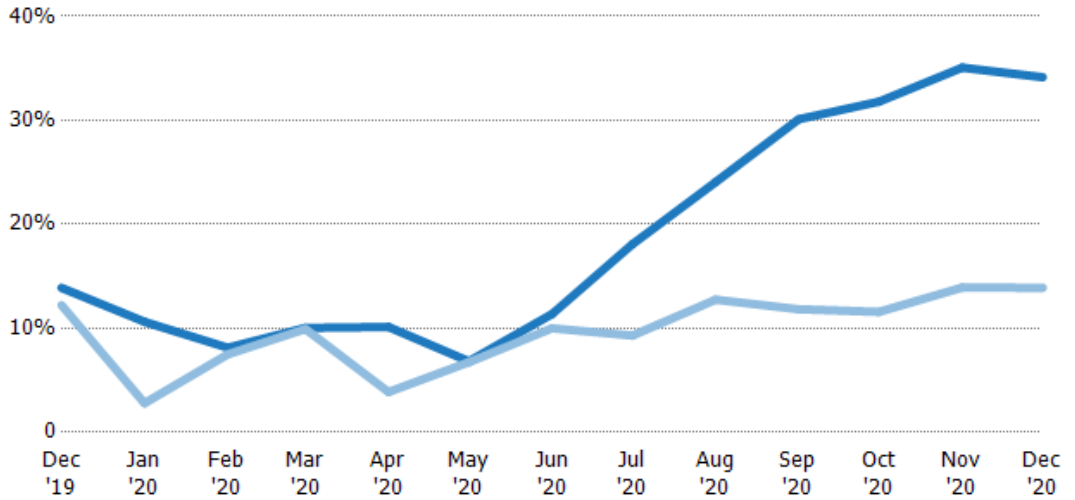
	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20
Current Year	7.19	9.41	12.3	9.96	9.86	14.6	8.79	5.53	4.16	3.32	3.15	2.85	2.93
Prior Year	8.17	35.8	13.3	10.1	25.8	14.8	10	10.8	7.84	8.45	8.63	7.18	7.19
Percent Change from Prior Year	-12%	-74%	-8%	-1%	-62%	-1%	-12%	-49%	-47%	-61%	-64%	-60%	-59%

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



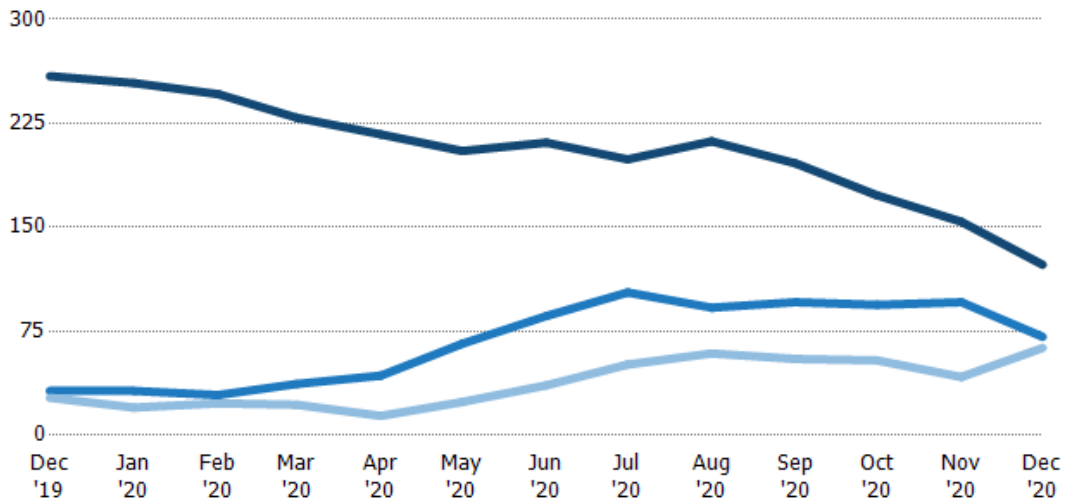
	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20
Current Year	14%	11%	8%	10%	10%	7%	11%	18%	24%	30%	32%	35%	34%
Prior Year	12%	3%	7%	10%	4%	7%	10%	9%	13%	12%	12%	14%	14%
Change from Prior Year	-2%	-8%	-1%	0%	-6%	0%	-1%	-9%	-11%	-18%	-20%	-21%	-20%

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



	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	259	254	246	229	217	205	211	199	212	196	173	154	123
Pending	32	32	29	37	43	66	86	103	92	96	94	96	71
Sold	27	20	23	22	14	24	36	51	59	55	54	42	63

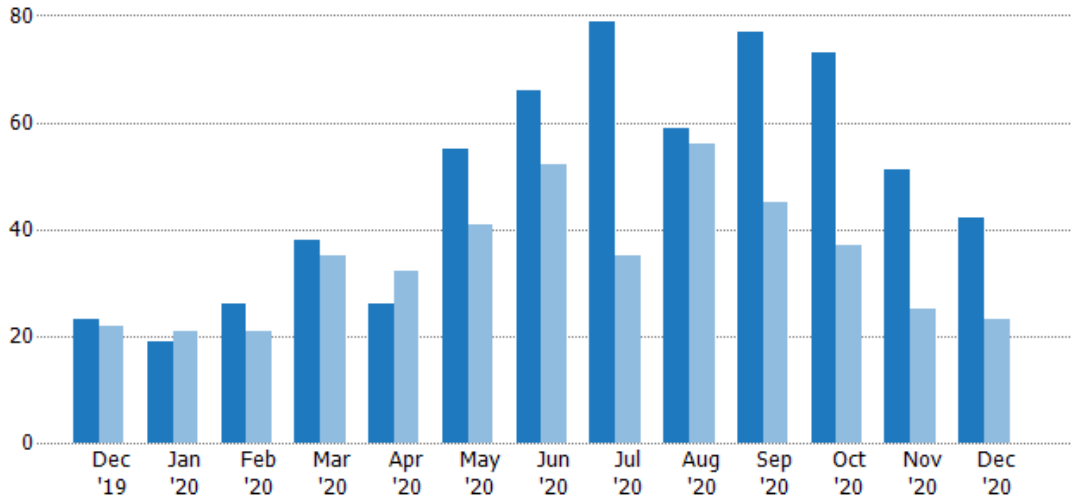
New Pending Sales

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.
Dec '20	42	82.6%
Dec '19	23	4.5%
Dec '18	22	-27.3%



Current Year	23	19	26	38	26	55	66	79	59	77	73	51	42
Prior Year	22	21	21	35	32	41	52	35	56	45	37	25	23
Percent Change from Prior Year	5%	-10%	24%	9%	-19%	34%	27%	126%	5%	71%	97%	104%	83%

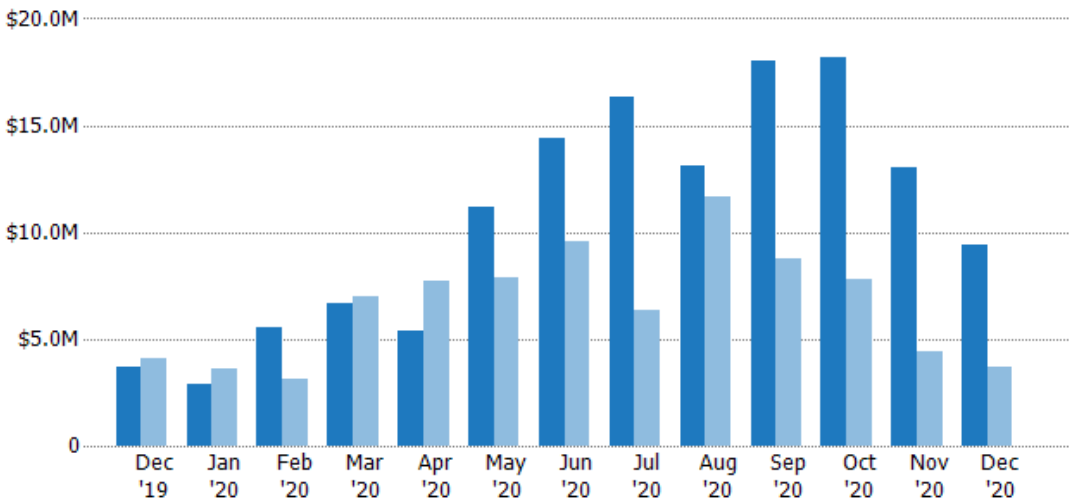
New Pending Sales Volume

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.
Dec '20	\$9.4M	156.6%
Dec '19	\$3.67M	-9.9%
Dec '18	\$4.07M	-32.2%



Current Year	\$3.67M	\$2.88M	\$5.56M	\$6.69M	\$5.35M	\$11.1M	\$14.4M	\$16.3M	\$13.1M	\$18M	\$18.2M	\$13.1M	\$9.4M
Prior Year	\$4.07M	\$3.58M	\$3.17M	\$7.02M	\$7.73M	\$7.91M	\$9.54M	\$6.32M	\$11.6M	\$8.8M	\$7.84M	\$4.43M	\$3.67M
Percent Change from Prior Year	-10%	-20%	76%	-5%	-31%	41%	51%	158%	13%	105%	132%	195%	157%

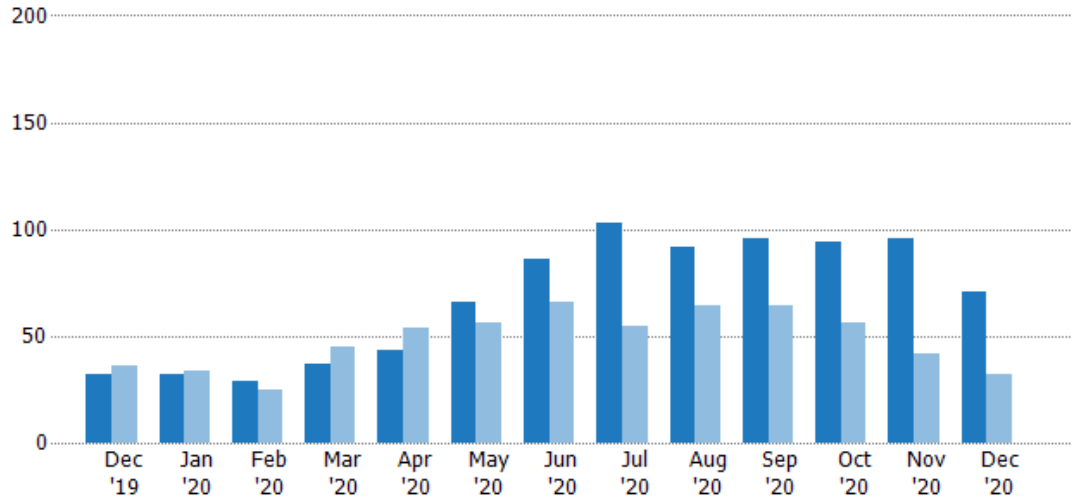
Pending Sales

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.
Dec '20	71	121.9%
Dec '19	32	-11.1%
Dec '18	36	-8.3%



Current Year	32	32	29	37	43	66	86	103	92	96	94	96	71
Prior Year	36	34	25	45	54	56	66	55	64	64	56	42	32
Percent Change from Prior Year	-11%	-6%	16%	-18%	-20%	18%	30%	87%	44%	50%	68%	129%	122%

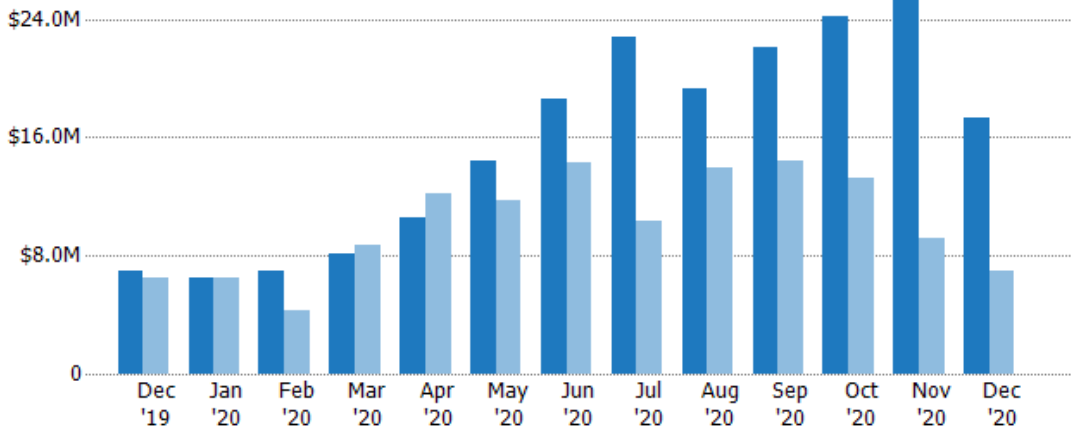
Pending Sales Volume

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.
Dec '20	\$17.3M	149.4%
Dec '19	\$6.93M	7.3%
Dec '18	\$6.46M	-11.7%



Current Year	\$6.93M	\$6.54M	\$6.98M	\$8.17M	\$10.6M	\$14.4M	\$18.6M	\$22.8M	\$19.3M	\$22.1M	\$24.2M	\$25.6M	\$17.3M
Prior Year	\$6.46M	\$6.46M	\$4.31M	\$8.66M	\$12.2M	\$11.8M	\$14.3M	\$10.3M	\$14M	\$14.4M	\$13.3M	\$9.23M	\$6.93M
Percent Change from Prior Year	7%	1%	62%	-6%	-13%	22%	30%	121%	38%	53%	82%	177%	149%

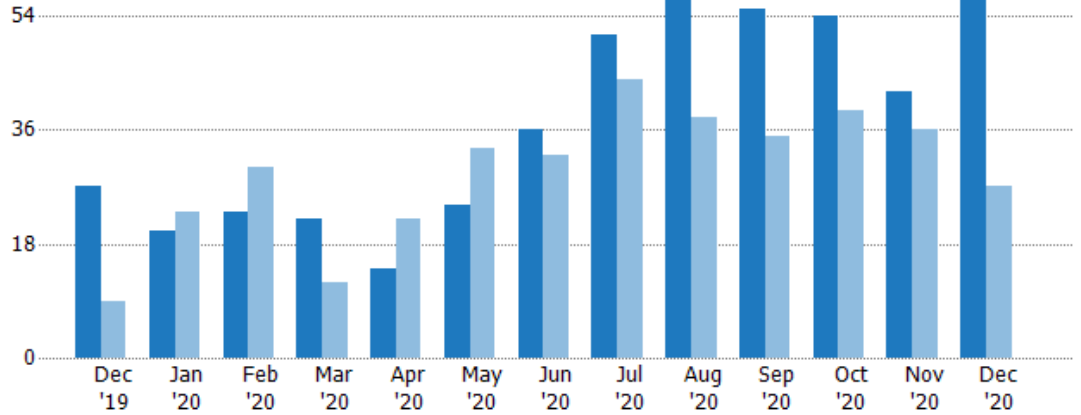
Closed Sales

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.
Dec '20	63	133.3%
Dec '19	27	200%
Dec '18	9	133.3%



Current Year	27	20	23	22	14	24	36	51	59	55	54	42	63
Prior Year	9	23	30	12	22	33	32	44	38	35	39	36	27
Percent Change from Prior Year	200%	-13%	-23%	83%	-36%	-27%	13%	16%	55%	57%	38%	17%	133%

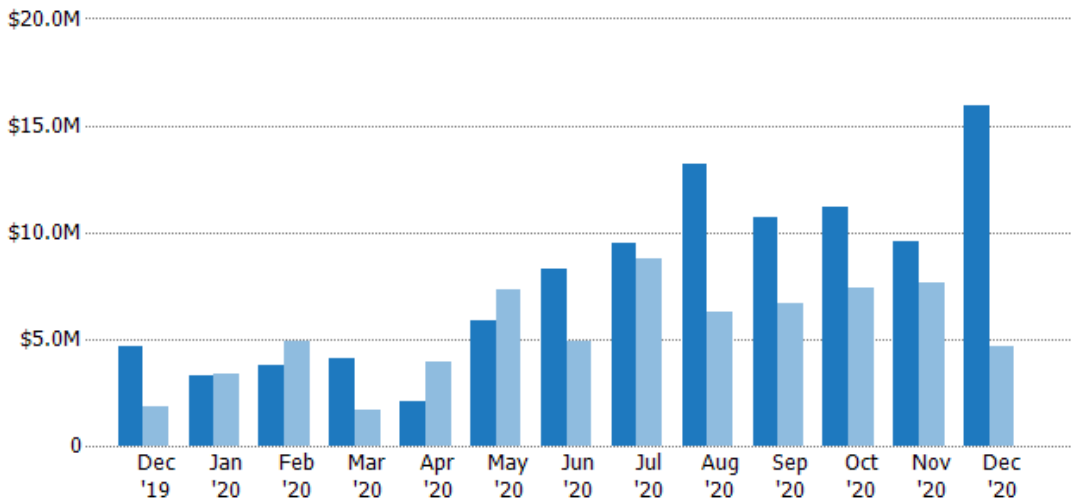
Closed Sales Volume

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.
Dec '20	\$15.9M	242.4%
Dec '19	\$4.64M	147.3%
Dec '18	\$1.88M	154.5%



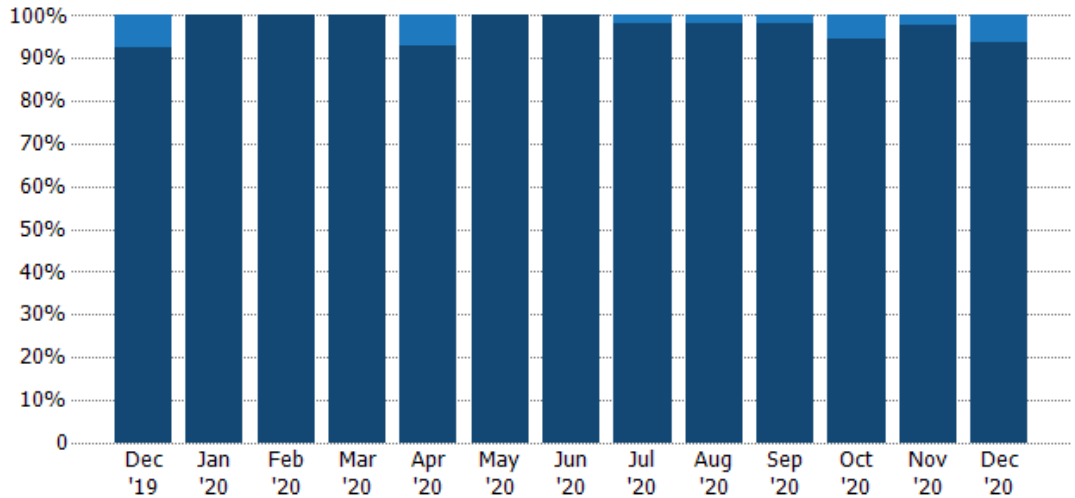
Current Year	\$4.64M	\$3.28M	\$3.74M	\$4.07M	\$2.07M	\$5.89M	\$8.31M	\$9.5M	\$13.2M	\$10.7M	\$11.2M	\$9.6M	\$15.9M
Prior Year	\$1.88M	\$3.38M	\$4.93M	\$1.7M	\$3.91M	\$7.28M	\$4.93M	\$8.75M	\$6.27M	\$6.64M	\$7.41M	\$7.67M	\$4.64M
Percent Change from Prior Year	147%	-3%	-24%	140%	-47%	-19%	69%	9%	111%	61%	51%	25%	242%

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



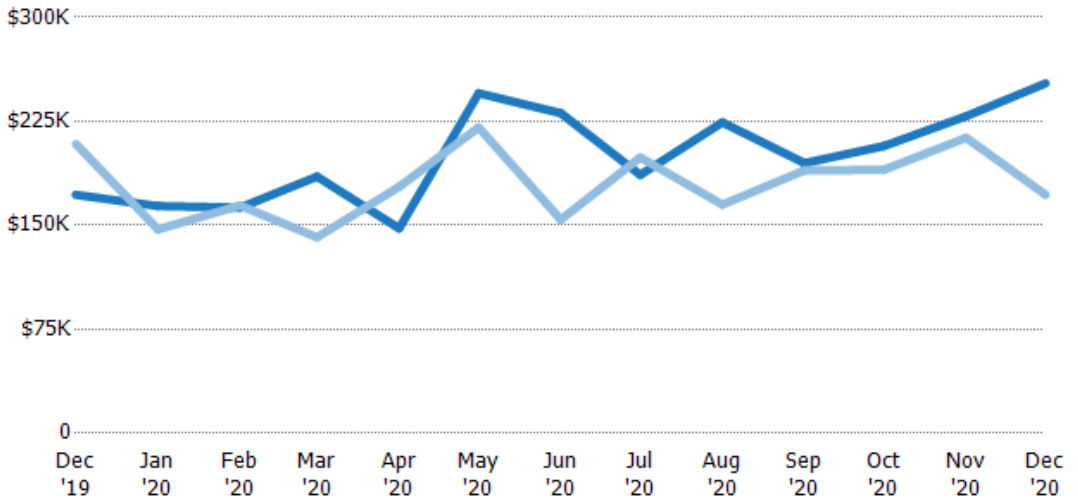
Property Type	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20
Condo/Townhouse	7%	-	-	-	7%	-	-	2%	2%	2%	6%	2%	6%
Single Family Residence	93%	100%	100%	100%	93%	100%	100%	98%	98%	98%	94%	98%	94%

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



Month/Year	Price	% Chg.
Dec '20	\$252K	46.7%
Dec '19	\$172K	-17.6%
Dec '18	\$209K	9.1%

Property Type	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	\$172K	\$164K	\$163K	\$185K	\$148K	\$245K	\$231K	\$186K	\$224K	\$195K	\$207K	\$229K	\$252K
Prior Year	\$209K	\$147K	\$164K	\$141K	\$178K	\$221K	\$154K	\$199K	\$165K	\$190K	\$190K	\$213K	\$172K
Percent Change from Prior Year	-18%	11%	-1%	31%	-17%	11%	50%	-6%	36%	3%	9%	7%	47%

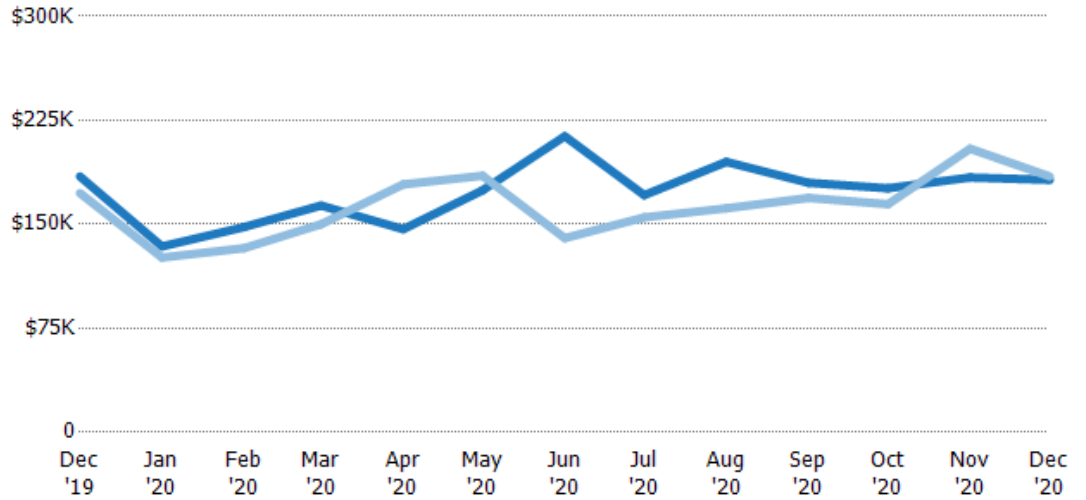
Median Sales Price

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.
Dec '20	\$182K	-1.4%
Dec '19	\$185K	7%
Dec '18	\$173K	28.9%



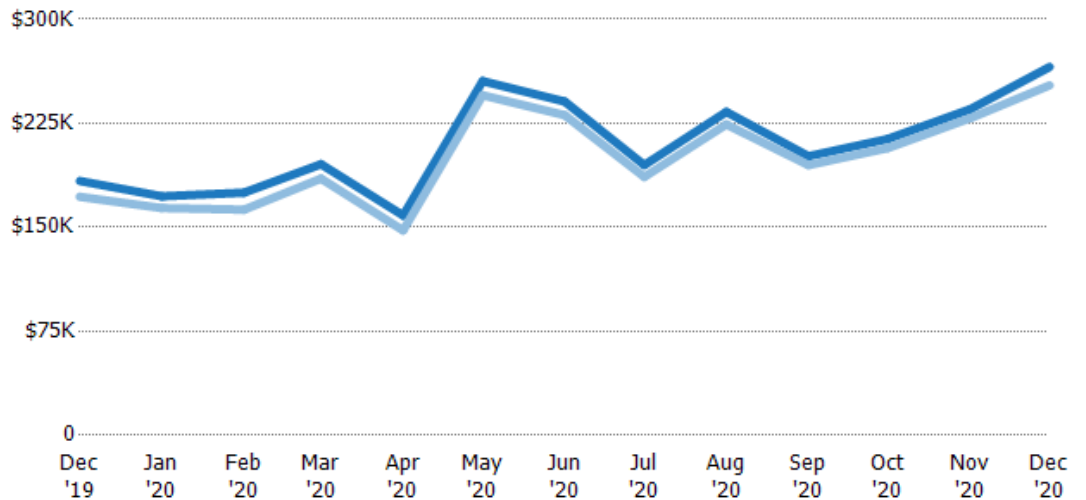
Current Year	\$185K	\$134K	\$148K	\$164K	\$146K	\$175K	\$214K	\$171K	\$195K	\$180K	\$176K	\$184K	\$182K
Prior Year	\$173K	\$126K	\$133K	\$150K	\$179K	\$185K	\$140K	\$155K	\$162K	\$169K	\$165K	\$205K	\$185K
Percent Change from Prior Year	7%	6%	11%	9%	-18%	-6%	53%	10%	21%	6%	7%	-10%	-1%

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



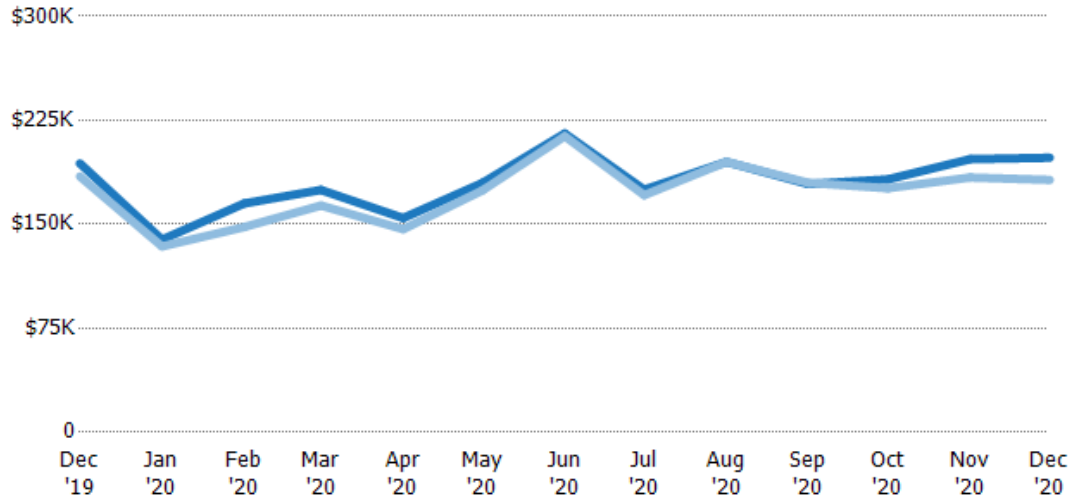
Avg List Price	\$183K	\$172K	\$175K	\$196K	\$159K	\$255K	\$241K	\$195K	\$233K	\$201K	\$214K	\$235K	\$266K
Avg Sales Price	\$172K	\$164K	\$163K	\$185K	\$148K	\$245K	\$231K	\$186K	\$224K	\$195K	\$207K	\$229K	\$252K
Avg Sales Price as a % of Avg List Price	94%	95%	93%	95%	93%	96%	96%	96%	96%	97%	97%	97%	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: Orleans County, Vermont
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence

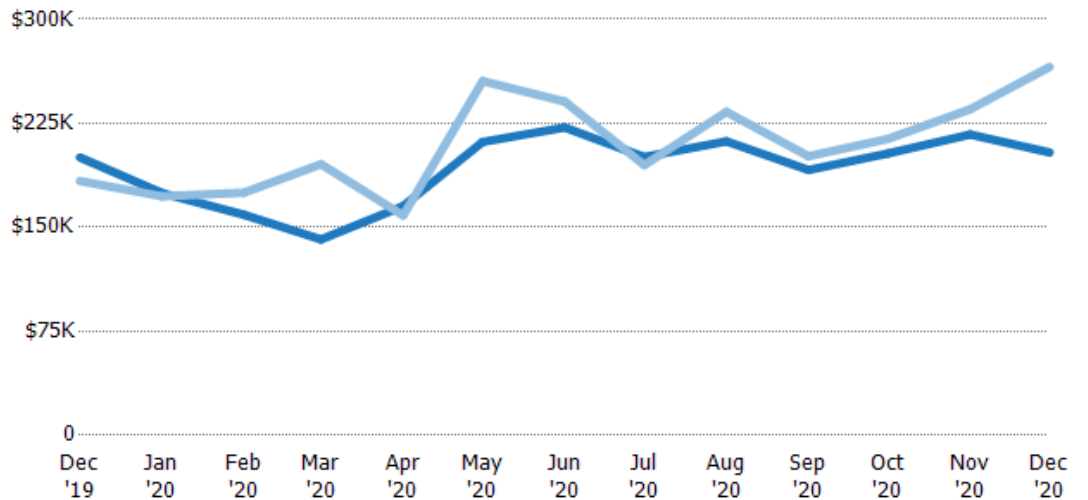


Average Sales Price vs Average Est Value

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

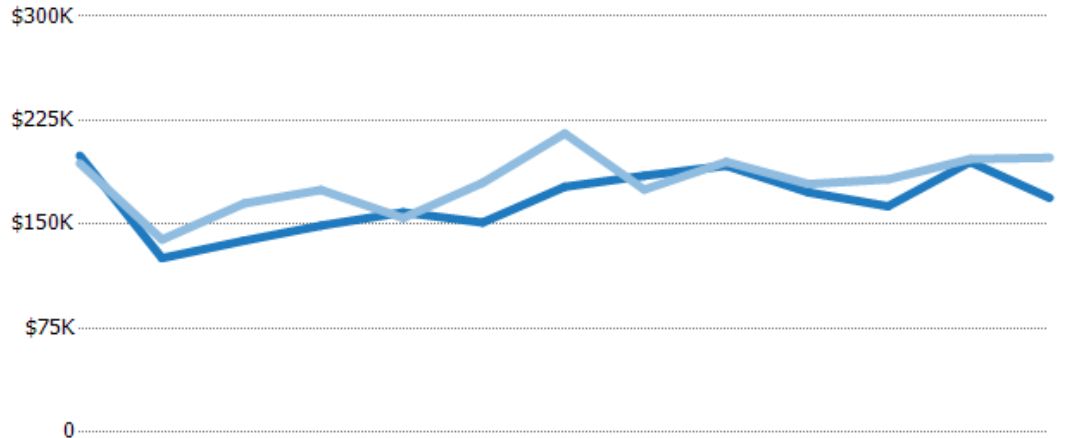


Median Sales Price vs Median Est Value

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



	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	\$200K	\$126K	\$138K	\$149K	\$159K	\$151K	\$177K	\$185K	\$192K	\$173K	\$163K	\$195K	\$169K
Median Sales Price	\$194K	\$139K	\$165K	\$175K	\$155K	\$180K	\$215K	\$175K	\$195K	\$179K	\$182K	\$197K	\$198K
Med Sales Price as a % of Med Est Value	97%	111%	119%	117%	97%	119%	122%	95%	101%	103%	112%	101%	117%