

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	Jan 2021	Jan 2020	+ / -	YTD 2021	YTD 2020	+ / -
Listing Activity Charts Metrics						
New Listing Count	15	22	-31.8%	365	406	-10.1%
New Listing Volume	\$5,722,600	\$5,654,899	+1.2%	\$107,944,900	\$110,721,574	-2.5%
Active Listing Count	42	152	-72.4%	N/A	N/A	
Active Listing Volume	\$19,778,300	\$49,270,699	-59.9%	N/A	N/A	
Average Listing Price	\$470,912	\$324,149	+45.3%	\$355,778	\$302,413	+17.6%
Median Listing Price	\$325,000	\$224,950	+44.5%	\$257,786	\$225,734	+14.2%
Median Days in RPR	112.5	173.5	-35.2%	106.93	124.56	-14.2%
Months of Inventory	1.6	7.2	-78.5%	2.8	19	-85.3%
Absorption Rate	64.29%	13.82%	+50.5%	35.71%	5.26%	+30.5%
Sales Activity Charts Metrics						
New Pending Sales Count	22	17	+29.4%	423	330	+28.2%
New Pending Sales Volume	\$5,945,200	\$3,781,700	+57.2%	\$109,113,901	\$77,935,053	+40%
Pending Sales Count	46	22	+109.1%	N/A	N/A	
Pending Sales Volume	\$10,984,200	\$5,333,200	+106%	N/A	N/A	
Closed Sales Count	24	15	+60%	327	259	+26.3%
Closed Sales Volume	\$5,806,000	\$3,564,250	+62.9%	\$83,786,559	\$57,729,582	+45.1%
Average Sales Price	\$241,917	\$237,617	+1.8%	\$256,228	\$222,894	+15%
Median Sales Price	\$239,000	\$190,000	+25.8%	\$226,071	\$197,246	+14.6%

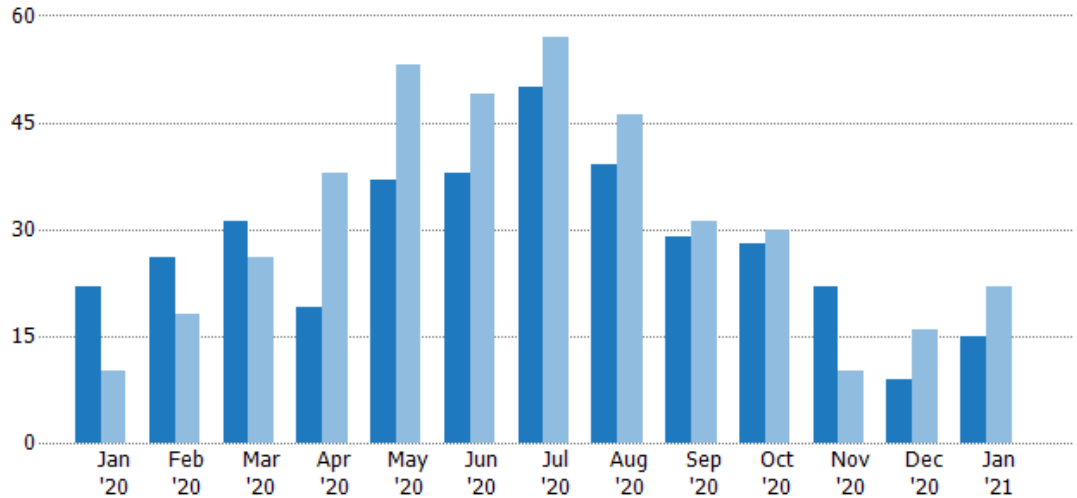
New Listings

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.
Jan '21	15	-31.8%
Jan '20	22	120%
Jan '19	10	150%



Current Year	22	26	31	19	37	38	50	39	29	28	22	9	15
Prior Year	10	18	26	38	53	49	57	46	31	30	10	16	22
Percent Change from Prior Year	120%	44%	19%	-50%	-30%	-22%	-12%	-15%	-6%	-7%	120%	-44%	-32%

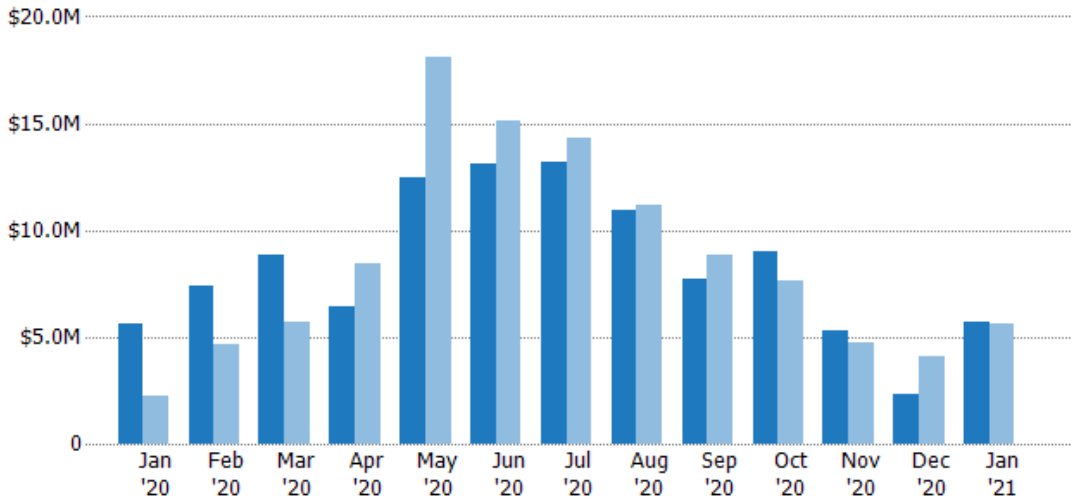
New Listing Volume

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.
Jan '21	\$5.72M	1.2%
Jan '20	\$5.65M	155.4%
Jan '19	\$2.21M	245.7%



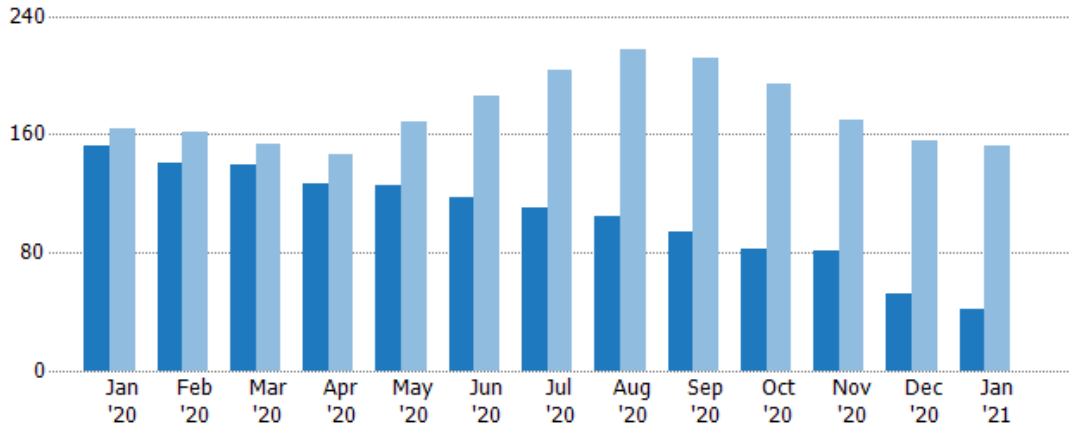
Current Year	\$5.65M	\$7.36M	\$8.82M	\$6.4M	\$12.4M	\$13.1M	\$13.2M	\$10.9M	\$7.71M	\$8.98M	\$5.28M	\$2.31M	\$5.72M
Prior Year	\$2.21M	\$4.63M	\$5.67M	\$8.47M	\$18.1M	\$15.1M	\$14.3M	\$11.2M	\$8.86M	\$7.67M	\$4.75M	\$4.12M	\$5.65M
Percent Change from Prior Year	155%	59%	56%	-24%	-31%	-13%	-8%	-2%	-13%	17%	11%	-44%	1%

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



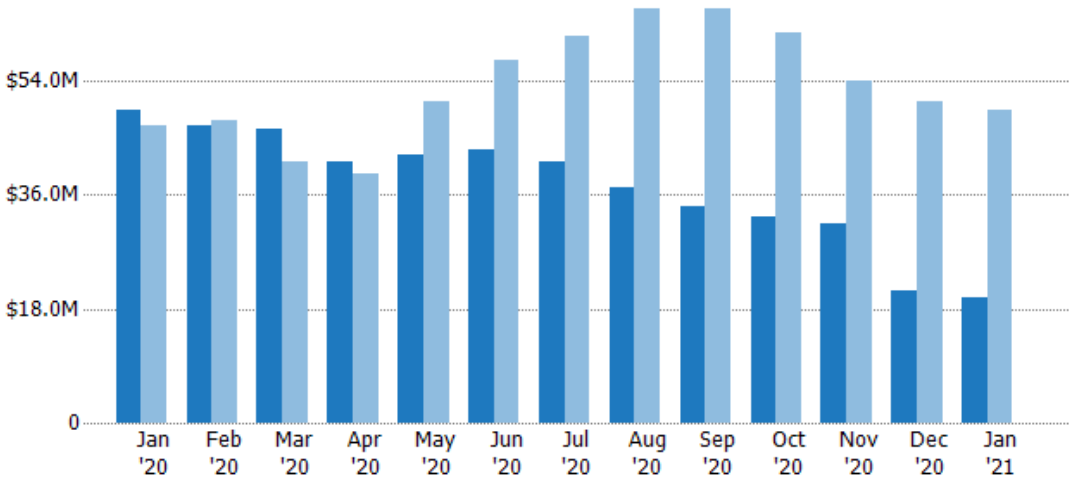
	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21
Current Year	152	141	139	127	125	117	110	104	94	83	81	52	42
Prior Year	164	162	153	146	169	186	204	217	211	194	170	156	152
Percent Change from Prior Year	-7%	-13%	-9%	-13%	-26%	-37%	-46%	-52%	-55%	-57%	-52%	-67%	-72%

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



	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21
Current Year	\$49.3M	\$46.9M	\$46.4M	\$41.2M	\$42.3M	\$43.1M	\$41.2M	\$37.2M	\$34.2M	\$32.6M	\$31.4M	\$21M	\$19.8M
Prior Year	\$46.9M	\$47.8M	\$41.2M	\$39.2M	\$50.7M	\$57.2M	\$61M	\$65.5M	\$65.4M	\$61.6M	\$54.1M	\$50.8M	\$49.3M
Percent Change from Prior Year	5%	-2%	13%	5%	-17%	-25%	-32%	-43%	-48%	-47%	-42%	-59%	-60%

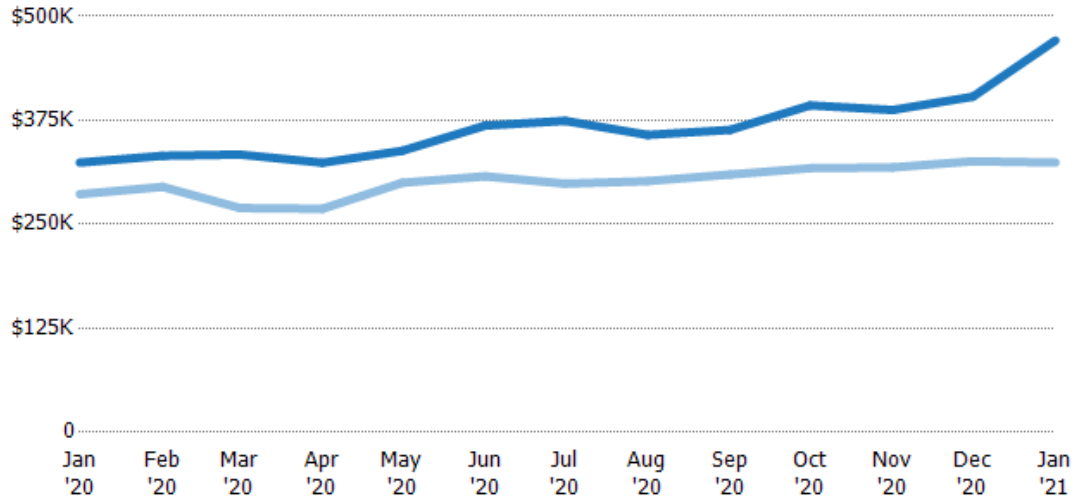
Average Listing Price

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.
Jan '21	\$471K	45.3%
Jan '20	\$324K	13.3%
Jan '19	\$286K	-4.1%



Current Year	\$324K	\$332K	\$334K	\$324K	\$338K	\$369K	\$374K	\$357K	\$363K	\$393K	\$387K	\$403K	\$471K
Prior Year	\$286K	\$295K	\$270K	\$269K	\$300K	\$308K	\$299K	\$302K	\$310K	\$317K	\$318K	\$326K	\$324K
Percent Change from Prior Year	13%	13%	24%	21%	13%	20%	25%	18%	17%	24%	22%	24%	45%

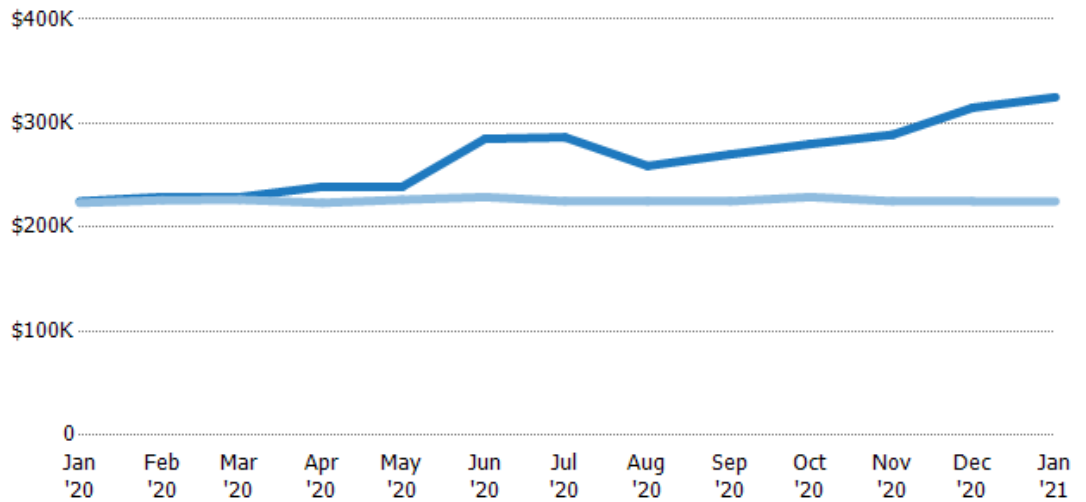
Median Listing Price

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.
Jan '21	\$325K	44.5%
Jan '20	\$225K	0.7%
Jan '19	\$223K	-6.5%



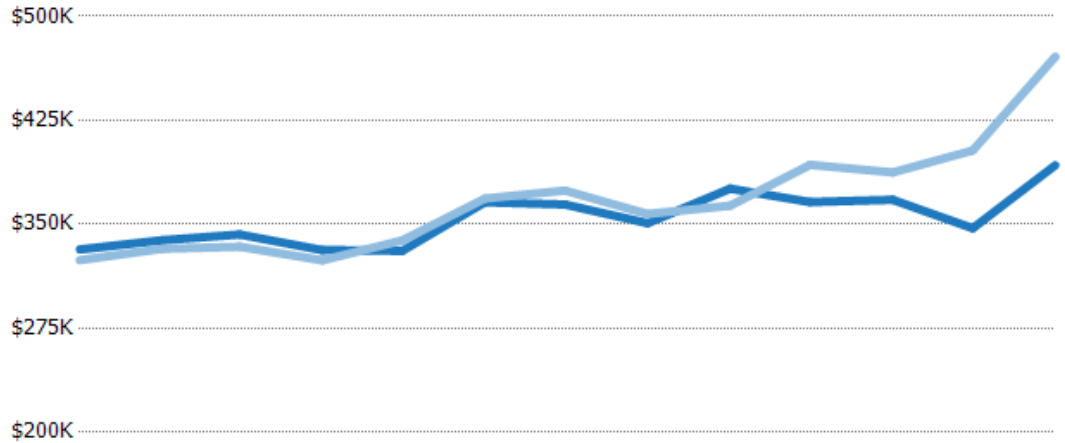
Current Year	\$225K	\$229K	\$229K	\$239K	\$239K	\$285K	\$287K	\$259K	\$270K	\$280K	\$289K	\$315K	\$325K
Prior Year	\$223K	\$226K	\$227K	\$223K	\$227K	\$229K	\$225K	\$225K	\$225K	\$229K	\$225K	\$225K	\$225K
Percent Change from Prior Year	1%	1%	1%	7%	6%	24%	27%	15%	20%	22%	28%	40%	44%

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



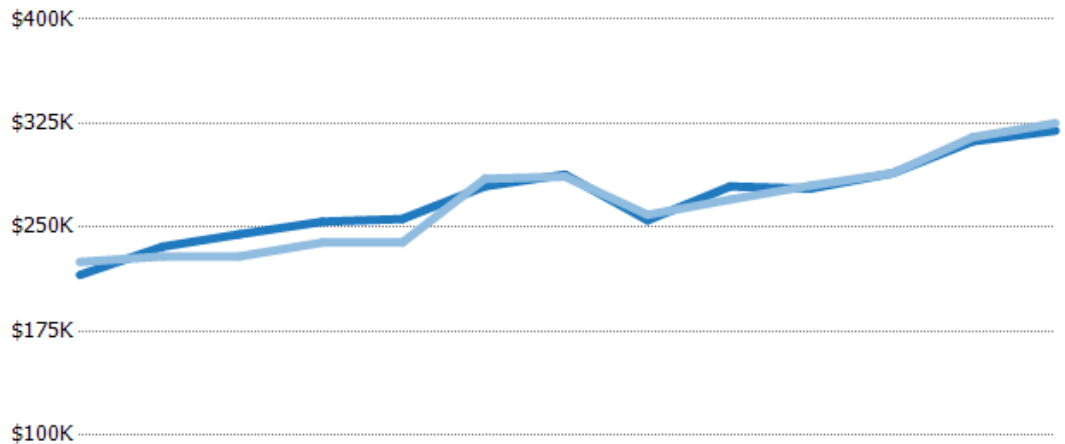
	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21
Avg Est Value	\$332K	\$339K	\$343K	\$331K	\$331K	\$366K	\$364K	\$351K	\$376K	\$366K	\$368K	\$347K	\$393K
Avg Listing Price	\$324K	\$332K	\$334K	\$324K	\$338K	\$369K	\$374K	\$357K	\$363K	\$393K	\$387K	\$403K	\$471K
Avg Listing Price as a % of Avg Est Value	98%	98%	97%	98%	102%	101%	103%	102%	97%	107%	105%	116%	120%

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



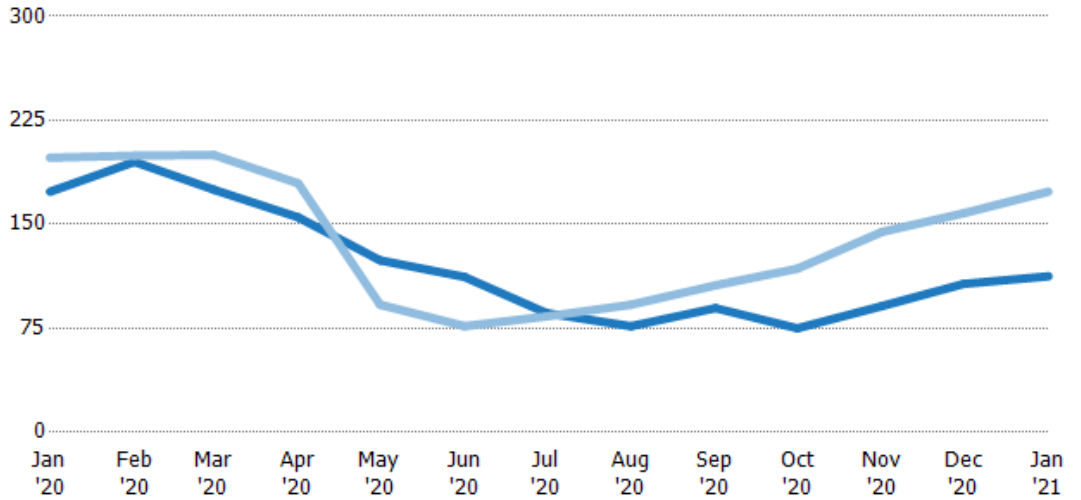
	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21
Median Est Value	\$216K	\$236K	\$245K	\$254K	\$256K	\$280K	\$288K	\$255K	\$279K	\$278K	\$289K	\$312K	\$320K
Median Listing Price	\$225K	\$229K	\$229K	\$239K	\$239K	\$285K	\$287K	\$259K	\$270K	\$280K	\$289K	\$315K	\$325K
Med Listing Price as a % of Med Est Value	104%	97%	93%	94%	93%	102%	99%	102%	97%	101%	100%	101%	102%

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



Month/Year	Days	% Chg.
Jan '21	113	-35.2%
Jan '20	174	-12.4%
Jan '19	198	-10.1%

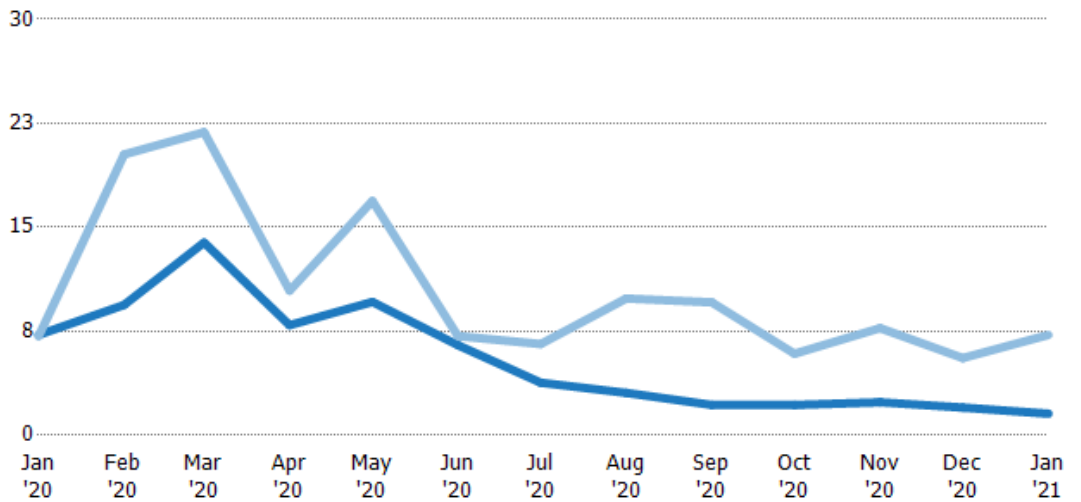
Current Year	174	195	175	155	124	112	86	76.5	89.5	75	91	107	113
Prior Year	198	200	200	180	92	76.5	83.5	92	106	118	145	158	174
Percent Change from Prior Year	-12%	-2%	-13%	-14%	35%	46%	3%	-17%	-16%	-36%	-37%	-32%	-35%

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



Month/Year	Months	% Chg.
Jan '21	1.56	-78.5%
Jan '20	7.24	1.5%
Jan '19	7.13	18.8%

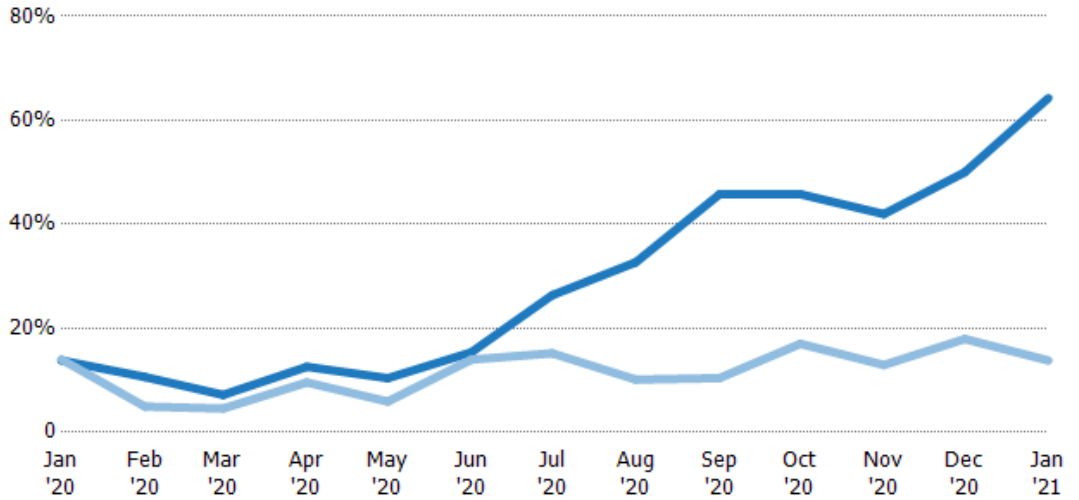
Current Year	7.24	9.4	13.9	7.94	9.62	6.5	3.79	3.06	2.19	2.18	2.38	2	1.56
Prior Year	7.13	20.3	21.9	10.4	16.9	7.15	6.58	9.86	9.59	5.88	7.73	5.57	7.24
Percent Change from Prior Year	2%	-54%	-36%	-24%	-43%	-9%	-42%	-69%	-77%	-63%	-69%	-64%	-79%

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



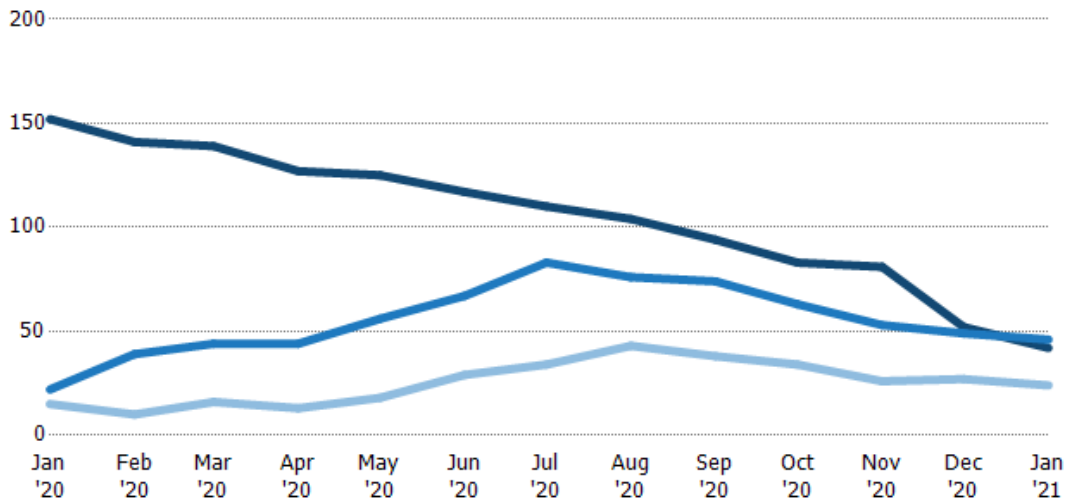
	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21
Current Year	14%	11%	7%	13%	10%	15%	26%	33%	46%	46%	42%	50%	64%
Prior Year	14%	5%	5%	10%	6%	14%	15%	10%	10%	17%	13%	18%	14%
Change from Prior Year	0%	-6%	-3%	-3%	-4%	-1%	-11%	-23%	-35%	-29%	-29%	-32%	-50%

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



	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21
Active	152	141	139	127	125	117	110	104	94	83	81	52	42
Pending	22	39	44	44	56	67	83	76	74	63	53	49	46
Sold	15	10	16	13	18	29	34	43	38	34	26	27	24

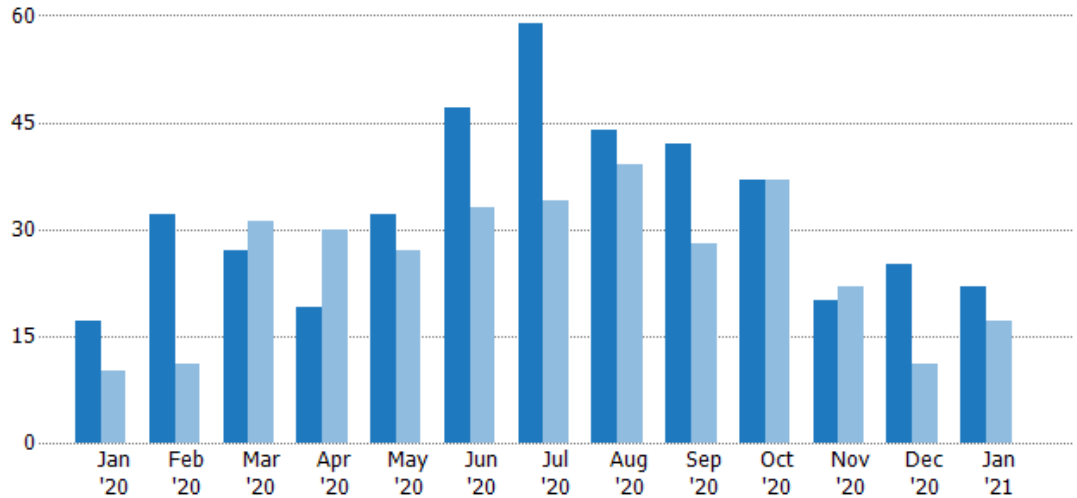
New Pending Sales

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.
Jan '21	22	29.4%
Jan '20	17	70%
Jan '19	10	80%



	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21
Current Year	17	32	27	19	32	47	59	44	42	37	20	25	22
Prior Year	10	11	31	30	27	33	34	39	28	37	22	11	17
Percent Change from Prior Year	70%	191%	-13%	-37%	19%	42%	74%	13%	50%	0%	-9%	127%	29%

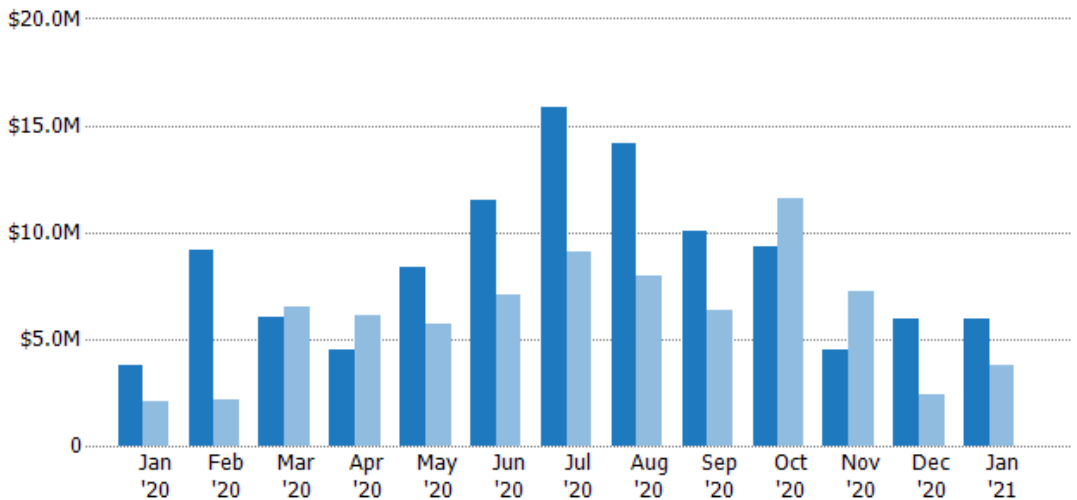
New Pending Sales Volume

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.
Jan '21	\$5.95M	57.2%
Jan '20	\$3.78M	80.6%
Jan '19	\$2.09M	78.6%



	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21
Current Year	\$3.78M	\$9.2M	\$6.04M	\$4.53M	\$8.38M	\$11.5M	\$15.8M	\$14.2M	\$10M	\$9.29M	\$4.49M	\$5.94M	\$5.95M
Prior Year	\$2.09M	\$2.15M	\$6.52M	\$6.08M	\$5.69M	\$7.08M	\$9.05M	\$7.95M	\$6.32M	\$11.6M	\$7.24M	\$2.37M	\$3.78M
Percent Change from Prior Year	81%	328%	-7%	-26%	47%	62%	75%	79%	58%	-20%	-38%	150%	57%

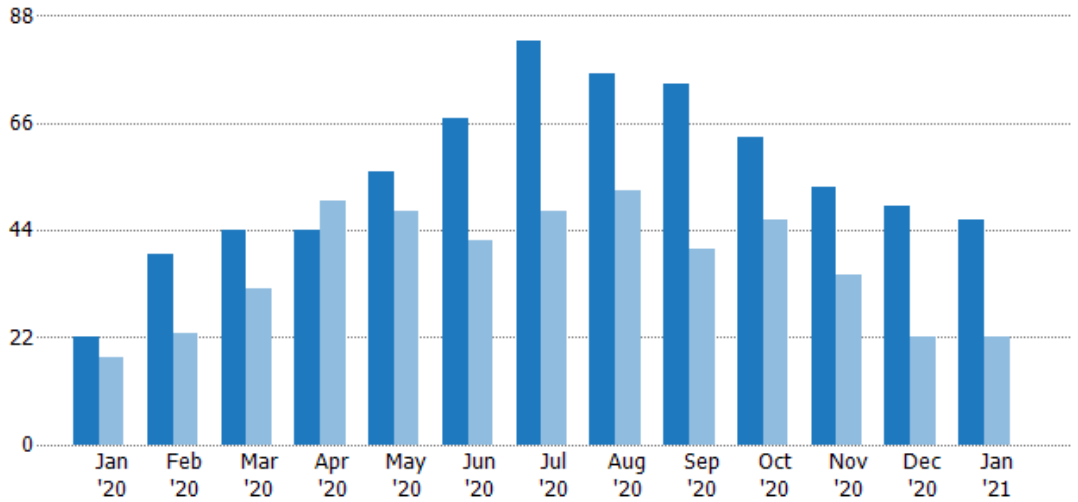
Pending Sales

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.
Jan '21	46	109.1%
Jan '20	22	22.2%
Jan '19	18	83.3%



Current Year	22	39	44	44	56	67	83	76	74	63	53	49	46
Prior Year	18	23	32	50	48	42	48	52	40	46	35	22	22
Percent Change from Prior Year	22%	70%	38%	-12%	17%	60%	73%	46%	85%	37%	51%	123%	109%

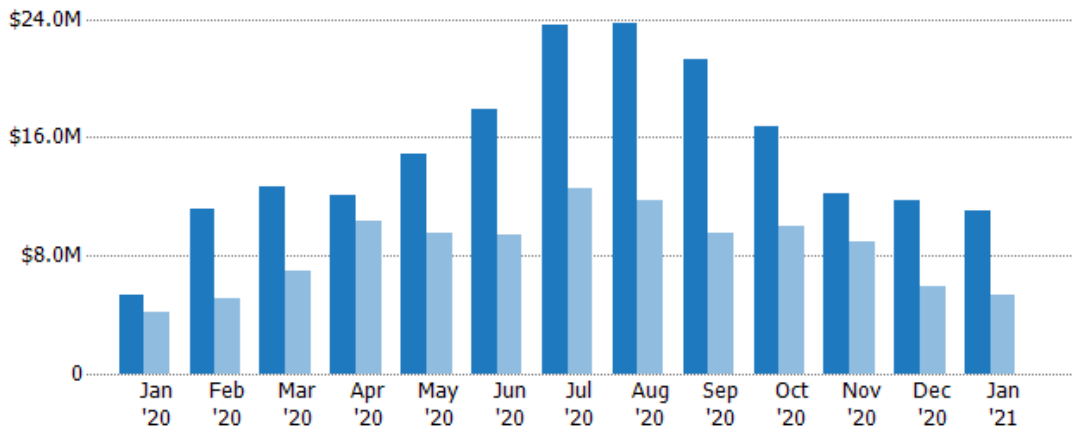
Pending Sales Volume

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.
Jan '21	\$11M	106%
Jan '20	\$5.33M	27%
Jan '19	\$4.2M	64.2%



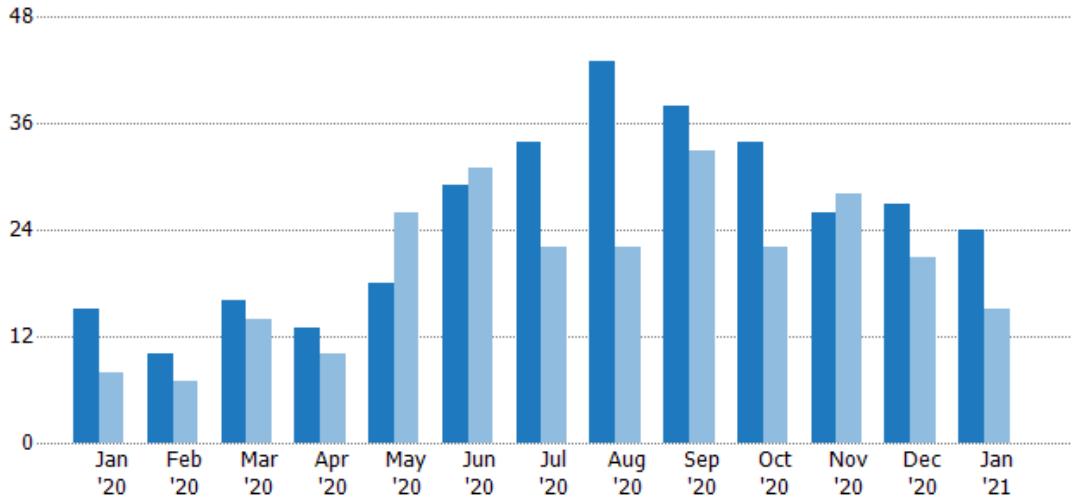
Current Year	\$5.33M	\$11.2M	\$12.7M	\$12.1M	\$14.9M	\$17.9M	\$23.6M	\$23.7M	\$21.2M	\$16.7M	\$12.2M	\$11.7M	\$11M
Prior Year	\$4.2M	\$5.07M	\$6.92M	\$10.4M	\$9.54M	\$9.39M	\$12.6M	\$11.7M	\$9.56M	\$10M	\$8.96M	\$5.94M	\$5.33M
Percent Change from Prior Year	27%	121%	83%	17%	56%	90%	88%	102%	122%	67%	37%	97%	106%

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



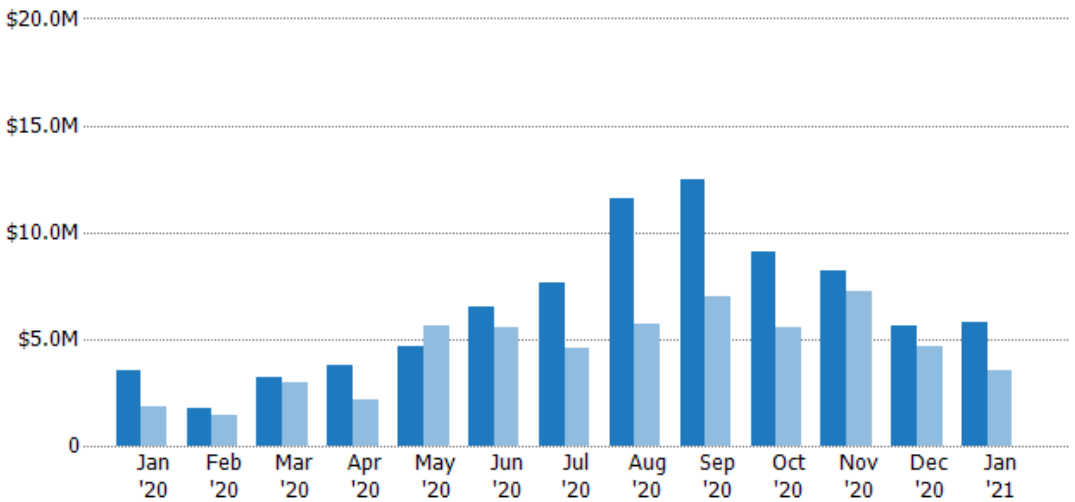
	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21
Current Year	15	10	16	13	18	29	34	43	38	34	26	27	24
Prior Year	8	7	14	10	26	31	22	22	33	22	28	21	15
Percent Change from Prior Year	88%	43%	14%	30%	-31%	-6%	55%	95%	15%	55%	-7%	29%	60%

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



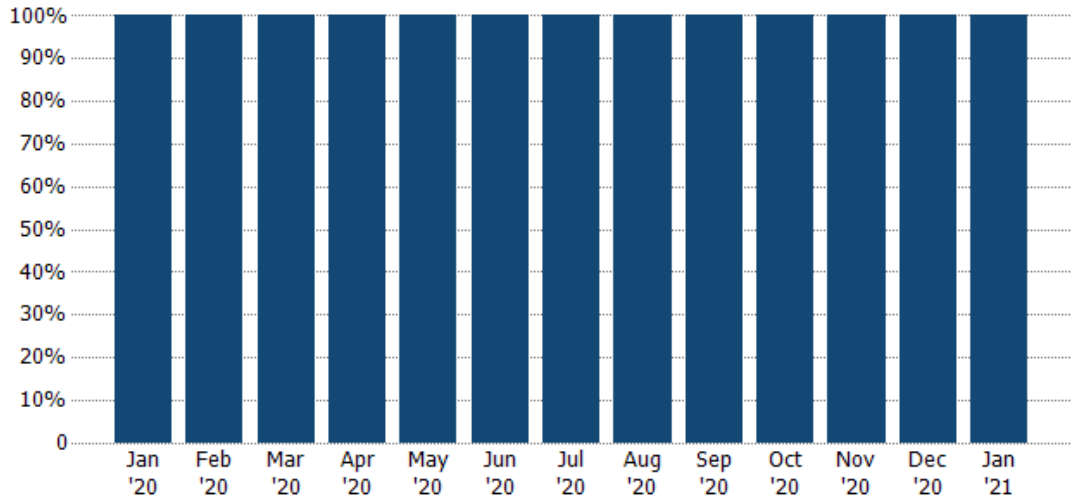
	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21
Current Year	\$3.56M	\$1.73M	\$3.21M	\$3.76M	\$4.62M	\$6.49M	\$7.66M	\$11.6M	\$12.4M	\$9.1M	\$8.22M	\$5.62M	\$5.81M
Prior Year	\$1.82M	\$1.42M	\$2.95M	\$2.19M	\$5.61M	\$5.57M	\$4.55M	\$5.74M	\$6.95M	\$5.54M	\$7.21M	\$4.62M	\$3.56M
Percent Change from Prior Year	96%	22%	9%	72%	-18%	17%	68%	101%	79%	64%	14%	22%	63%

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

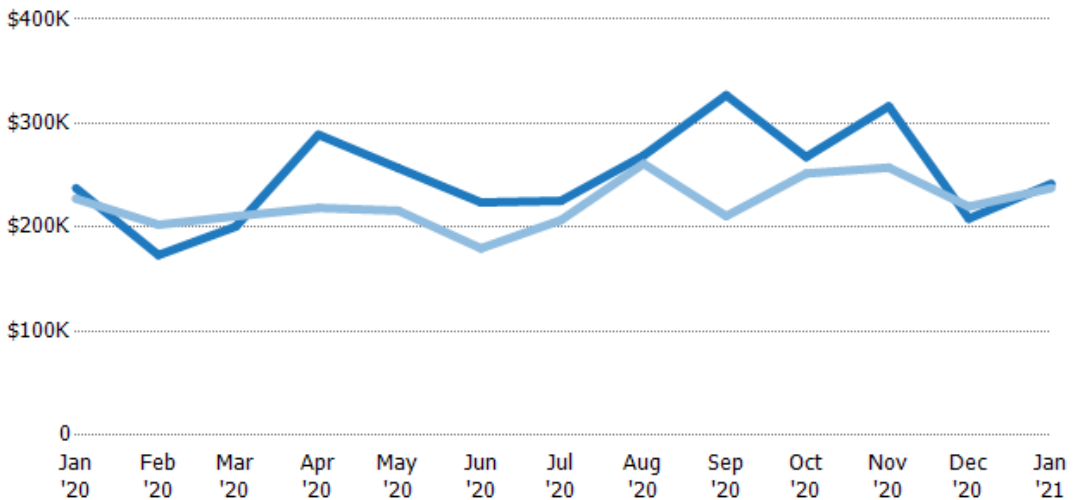
100% 100% 100% 100% 100% 100% 100% 100% 100% 100% 100% 100% 100%

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



■ Current Year

■ Prior Year

Percent Change from Prior Year

\$238K \$173K \$201K \$289K \$257K \$224K \$225K \$269K \$327K \$268K \$316K \$208K \$242K
 \$227K \$202K \$211K \$219K \$216K \$180K \$207K \$261K \$211K \$252K \$257K \$220K \$238K
 4% -14% -5% 32% 19% 25% 9% 3% 55% 6% 23% -5% 2%

Month/Year	Price	% Chg.
Jan '21	\$242K	1.8%
Jan '20	\$238K	4.5%
Jan '19	\$227K	-14.9%

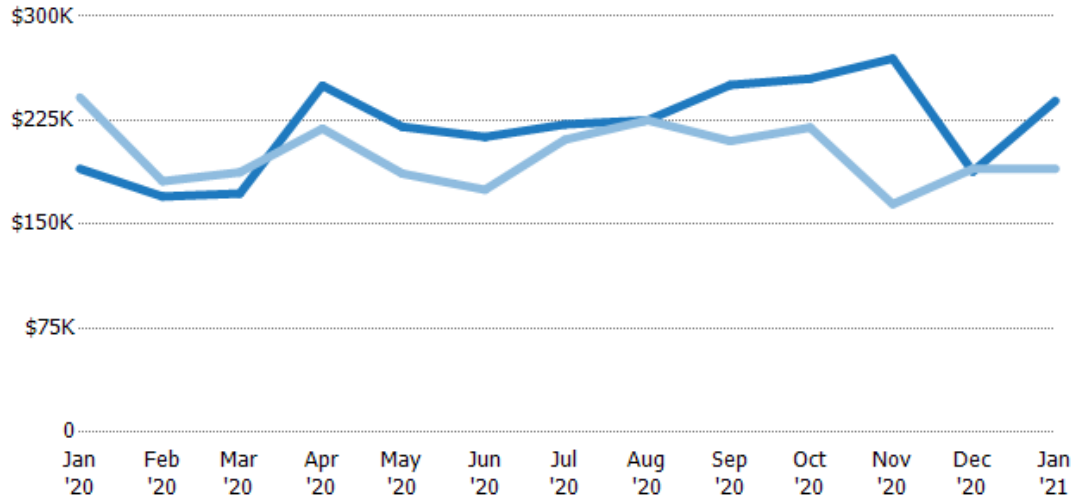
Median Sales Price

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.
Jan '21	\$239K	25.8%
Jan '20	\$190K	-21.3%
Jan '19	\$242K	-17.2%



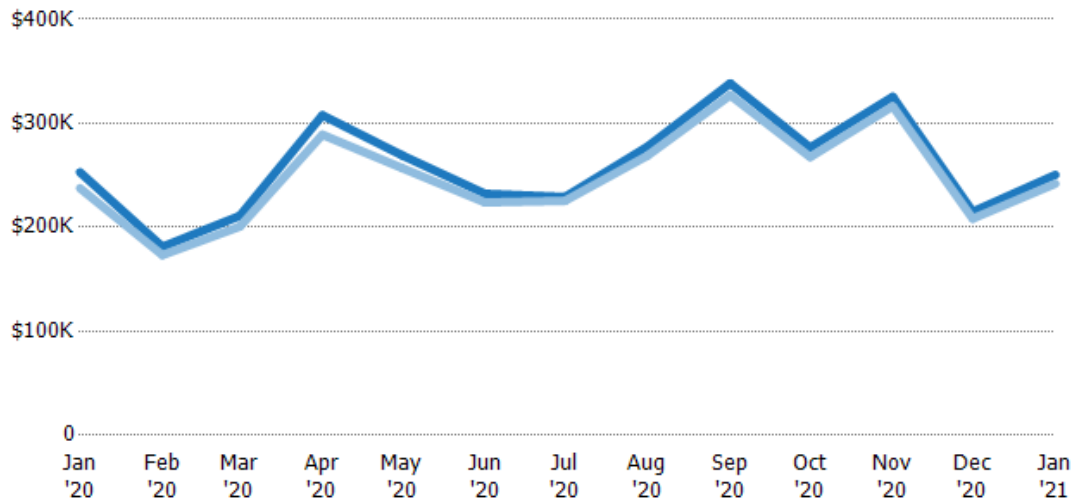
Current Year	\$190K	\$170K	\$172K	\$250K	\$220K	\$213K	\$222K	\$225K	\$250K	\$255K	\$270K	\$188K	\$239K
Prior Year	\$242K	\$181K	\$187K	\$219K	\$187K	\$175K	\$211K	\$225K	\$210K	\$220K	\$165K	\$190K	\$190K
Percent Change from Prior Year	-21%	-6%	-8%	14%	18%	22%	5%	0%	19%	16%	64%	-1%	26%

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



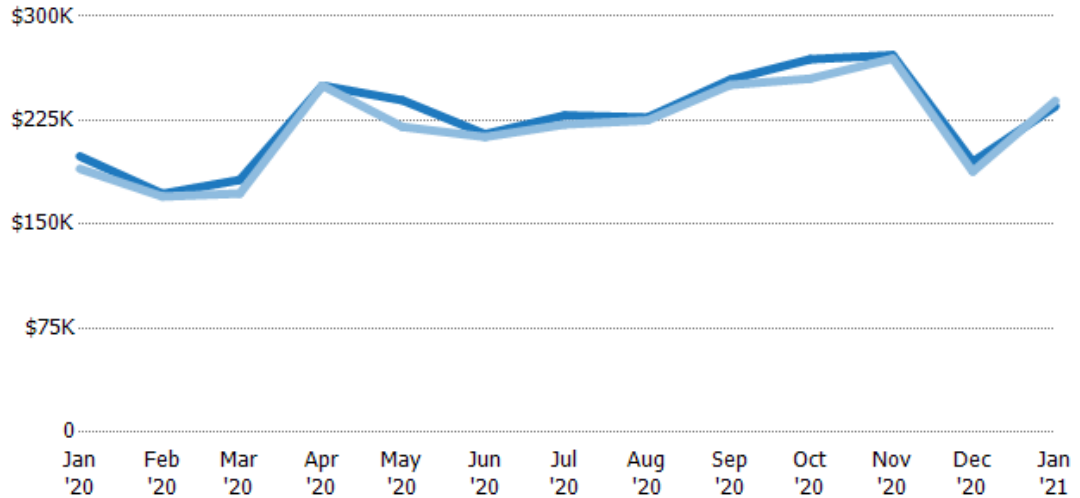
Avg List Price	\$253K	\$181K	\$211K	\$308K	\$269K	\$232K	\$229K	\$278K	\$338K	\$277K	\$325K	\$215K	\$250K
Avg Sales Price	\$238K	\$173K	\$201K	\$289K	\$257K	\$224K	\$225K	\$269K	\$327K	\$268K	\$316K	\$208K	\$242K
Avg Sales Price as a % of Avg List Price	94%	96%	95%	94%	95%	96%	98%	97%	97%	97%	97%	97%	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
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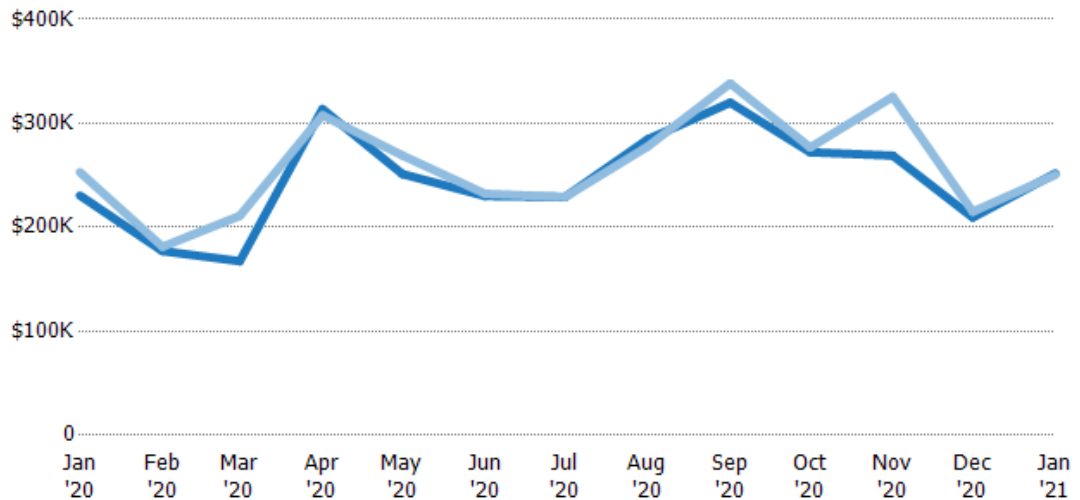
	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21
Median List Price	\$199K	\$172K	\$182K	\$250K	\$239K	\$215K	\$229K	\$227K	\$254K	\$269K	\$272K	\$195K	\$235K
Median Sales Price	\$190K	\$170K	\$172K	\$250K	\$220K	\$213K	\$222K	\$225K	\$250K	\$255K	\$270K	\$188K	\$239K
Med Sales Price as a % of Med List Price	95%	99%	95%	100%	92%	99%	97%	99%	99%	95%	99%	96%	102%

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



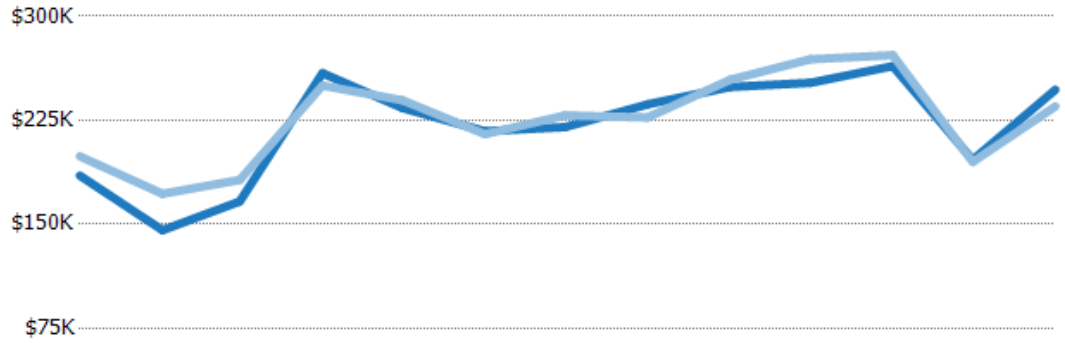
	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21
Avg Est Value	\$231K	\$177K	\$167K	\$314K	\$251K	\$230K	\$229K	\$284K	\$320K	\$272K	\$269K	\$209K	\$252K
Avg Sales Price	\$253K	\$181K	\$211K	\$308K	\$269K	\$232K	\$229K	\$278K	\$338K	\$277K	\$325K	\$215K	\$250K
Avg Sales Price as a % of Avg Est Value	110%	102%	126%	98%	107%	101%	100%	98%	106%	102%	121%	103%	99%

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
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	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21
Median Est Value	\$185K	\$146K	\$166K	\$259K	\$234K	\$217K	\$220K	\$237K	\$249K	\$252K	\$264K	\$196K	\$247K
Median Sales Price	\$199K	\$172K	\$182K	\$250K	\$239K	\$215K	\$229K	\$227K	\$254K	\$269K	\$272K	\$195K	\$235K
Med Sales Price as a % of Med Est Value	108%	118%	109%	97%	102%	99%	104%	96%	102%	107%	103%	99%	95%