

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	18	27	-33.3%	547	559	-2.1%
New Listing Volume	\$4,146,600	\$5,019,399	-17.4%	\$139,373,361	\$120,734,906	+15.4%
Active Listing Count	112	254	-55.9%	N/A	N/A	
Active Listing Volume	\$44,667,198	\$63,718,315	-29.9%	N/A	N/A	
Average Listing Price	\$398,814	\$250,860	+59%	\$301,380	\$258,318	+16.7%
Median Listing Price	\$267,400	\$194,000	+37.8%	\$217,820	\$214,407	+1.6%
Median Days in RPR	127	205	-38%	126.29	159.53	-20.8%
Months of Inventory	1.8	9.4	-81.1%	5.6	11	-49.3%
Absorption Rate	56.25%	10.63%	+45.6%	17.86%	9.06%	+8.8%
Sales Activity Charts Metrics						
New Pending Sales Count	33	19	+73.7%	644	442	+45.7%
New Pending Sales Volume	\$6,126,200	\$2,880,499	+112.7%	\$140,306,559	\$84,486,615	+66.1%
Pending Sales Count	65	32	+103.1%	N/A	N/A	
Pending Sales Volume	\$13,958,099	\$6,538,699	+113.5%	N/A	N/A	
Closed Sales Count	30	20	+50%	494	391	+26.3%
Closed Sales Volume	\$7,522,300	\$3,276,829	+129.6%	\$105,189,046	\$70,785,595	+48.6%
Average Sales Price	\$250,743	\$163,841	+53%	\$212,933	\$181,037	+17.6%
Median Sales Price	\$220,000	\$134,000	+64.2%	\$180,452	\$162,431	+11.1%

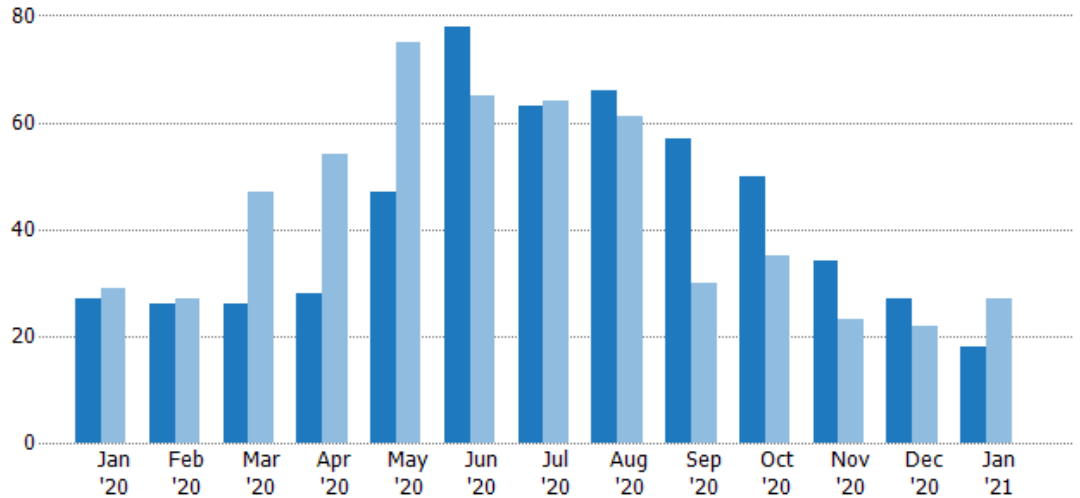
New Listings

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.
Jan '21	18	-33.3%
Jan '20	27	-6.9%
Jan '19	29	-6.9%



Current Year	27	26	26	28	47	78	63	66	57	50	34	27	18
Prior Year	29	27	47	54	75	65	64	61	30	35	23	22	27
Percent Change from Prior Year	-7%	-4%	-45%	-48%	-37%	20%	-2%	8%	90%	43%	48%	23%	-33%

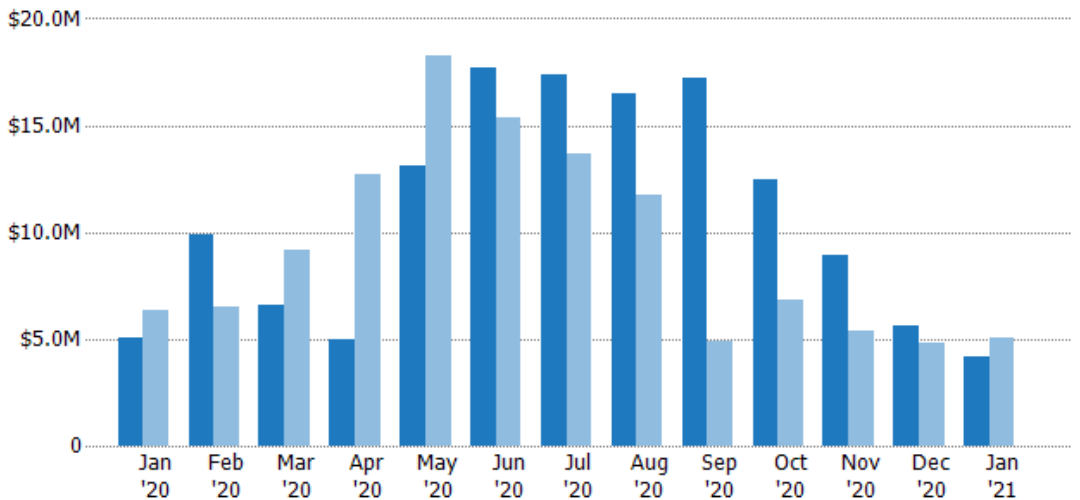
New Listing Volume

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.
Jan '21	\$4.15M	-17.4%
Jan '20	\$5.02M	-21.1%
Jan '19	\$6.36M	-26.9%



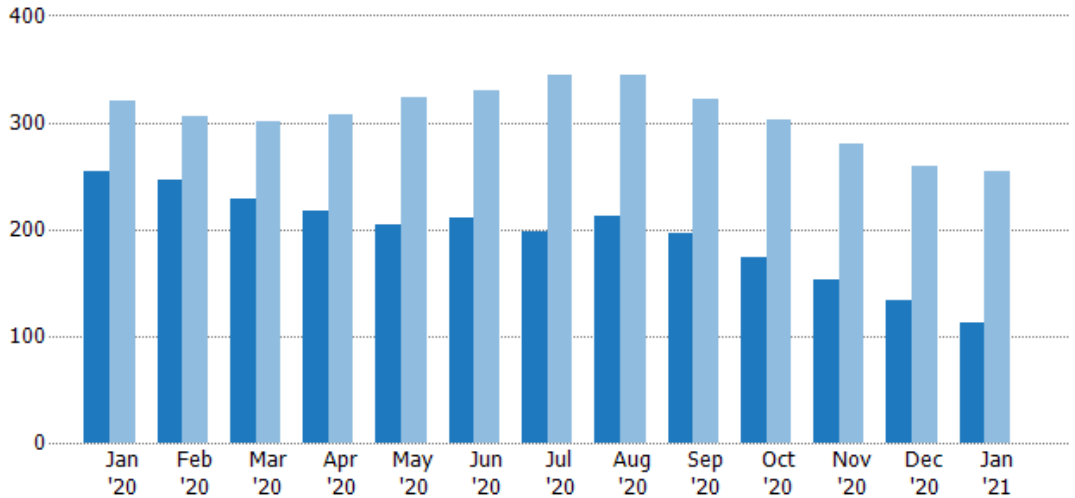
Current Year	\$5.02M	\$9.86M	\$6.6M	\$4.94M	\$13.1M	\$17.7M	\$17.4M	\$16.5M	\$17.2M	\$12.4M	\$8.95M	\$5.6M	\$4.15M
Prior Year	\$6.36M	\$6.54M	\$9.16M	\$12.7M	\$18.2M	\$15.3M	\$13.7M	\$11.7M	\$4.92M	\$6.86M	\$5.36M	\$4.84M	\$5.02M
Percent Change from Prior Year	-21%	51%	-28%	-61%	-28%	15%	27%	41%	250%	81%	67%	16%	-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



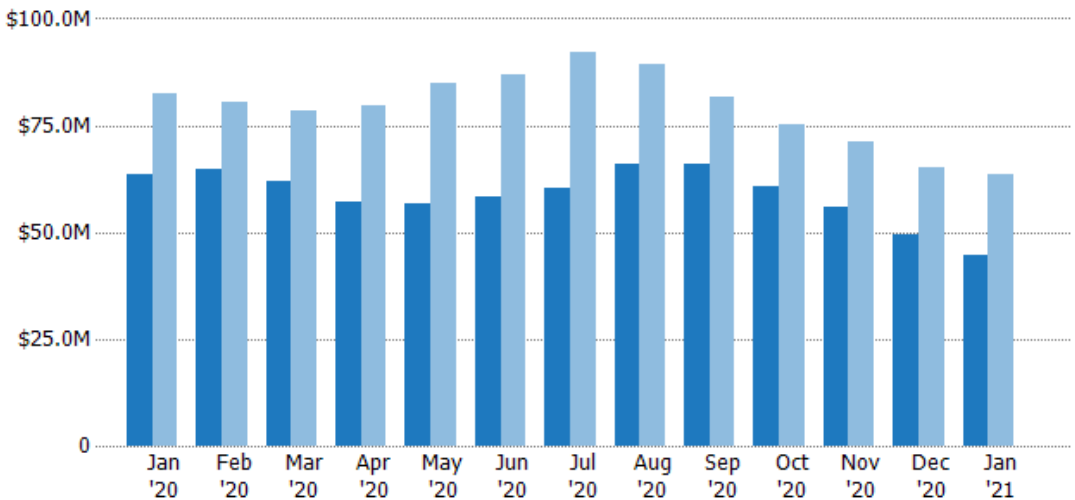
	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21
Current Year	254	246	229	217	205	211	198	212	196	173	153	133	112
Prior Year	320	305	301	308	324	330	344	345	321	302	280	259	254
Percent Change from Prior Year	-21%	-19%	-24%	-30%	-37%	-36%	-42%	-39%	-39%	-43%	-45%	-49%	-56%

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



	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	\$63.7M	\$64.6M	\$62M	\$57M	\$56.7M	\$58.4M	\$60.1M	\$66M	\$65.8M	\$60.8M	\$55.8M	\$49.6M	\$44.7M
Prior Year	\$82.6M	\$80.5M	\$78.4M	\$79.8M	\$84.8M	\$87M	\$92M	\$89.3M	\$81.6M	\$75.3M	\$71.3M	\$65.1M	\$63.7M
Percent Change from Prior Year	-23%	-20%	-21%	-29%	-33%	-33%	-35%	-26%	-19%	-19%	-22%	-24%	-30%

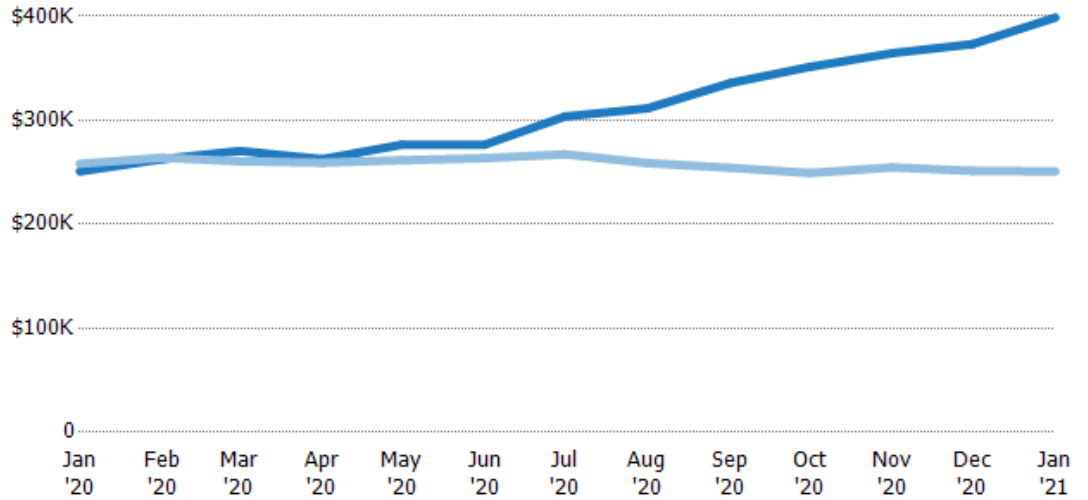
Average Listing Price

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.
Jan '21	\$399K	59%
Jan '20	\$251K	-2.8%
Jan '19	\$258K	-8.3%



Current Year	\$251K	\$263K	\$271K	\$263K	\$277K	\$277K	\$304K	\$311K	\$336K	\$351K	\$365K	\$373K	\$399K
Prior Year	\$258K	\$264K	\$261K	\$259K	\$262K	\$264K	\$267K	\$259K	\$254K	\$249K	\$255K	\$251K	\$251K
Percent Change from Prior Year	-3%	0%	4%	1%	6%	5%	14%	20%	32%	41%	43%	48%	59%

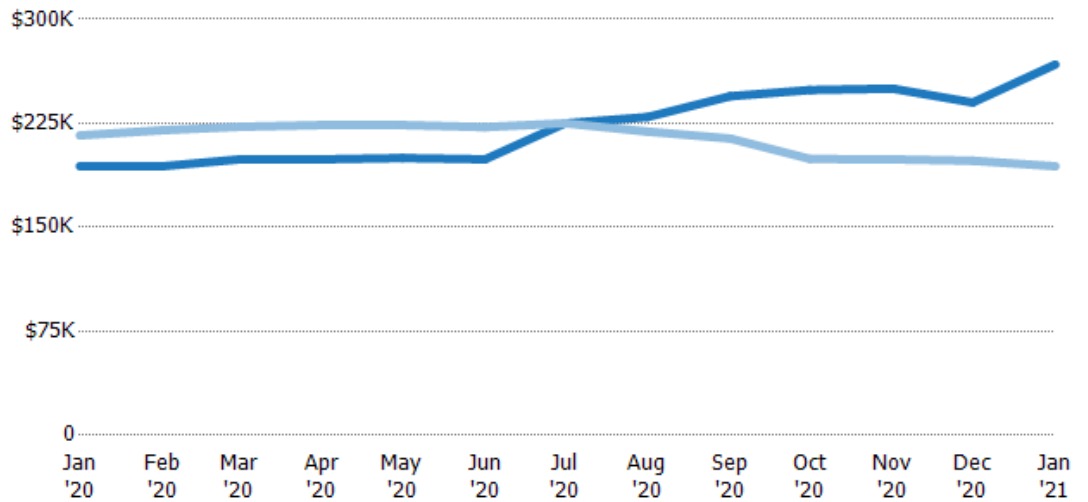
Median Listing Price

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.
Jan '21	\$267K	37.8%
Jan '20	\$194K	-10.3%
Jan '19	\$216K	-14.2%



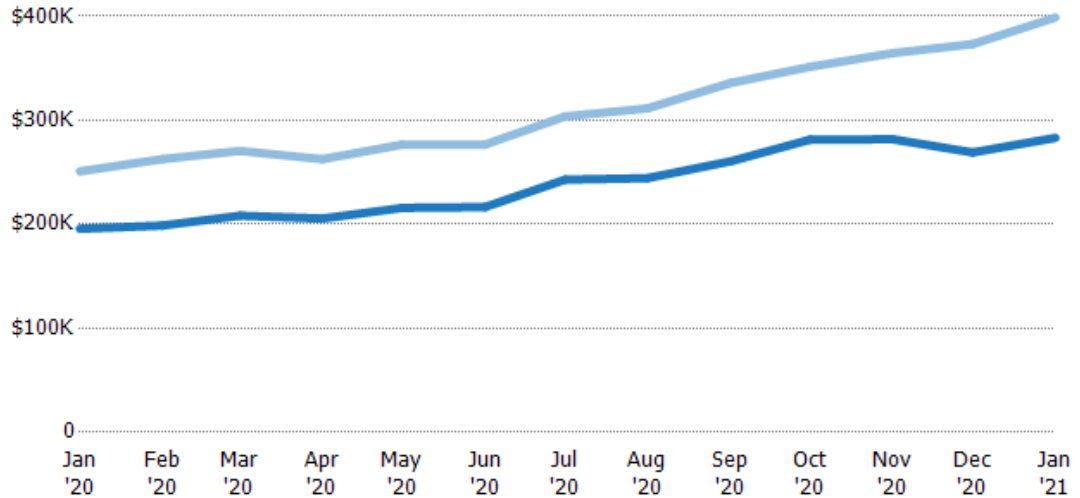
Current Year	\$194K	\$194K	\$199K	\$199K	\$200K	\$199K	\$225K	\$230K	\$245K	\$249K	\$250K	\$240K	\$267K
Prior Year	\$216K	\$220K	\$223K	\$224K	\$224K	\$222K	\$225K	\$219K	\$214K	\$199K	\$199K	\$198K	\$194K
Percent Change from Prior Year	-10%	-12%	-11%	-11%	-11%	-10%	0%	5%	14%	25%	26%	21%	38%

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



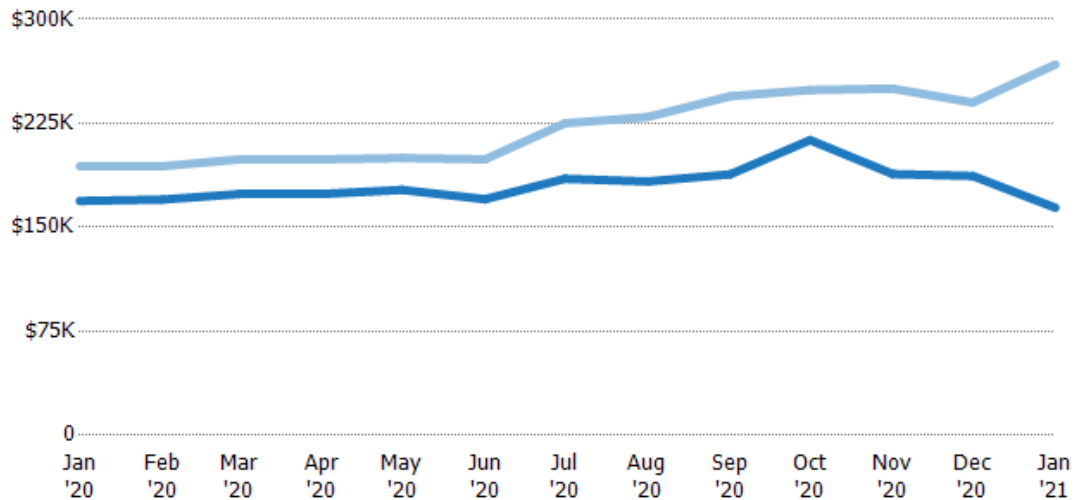
	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21
Avg Est Value	\$196K	\$199K	\$208K	\$206K	\$216K	\$217K	\$243K	\$244K	\$260K	\$281K	\$282K	\$269K	\$283K
Avg Listing Price	\$251K	\$263K	\$271K	\$263K	\$277K	\$277K	\$304K	\$311K	\$336K	\$351K	\$365K	\$373K	\$399K
Avg Listing Price as a % of Avg Est Value	128%	132%	130%	128%	128%	128%	125%	127%	129%	125%	129%	139%	141%

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



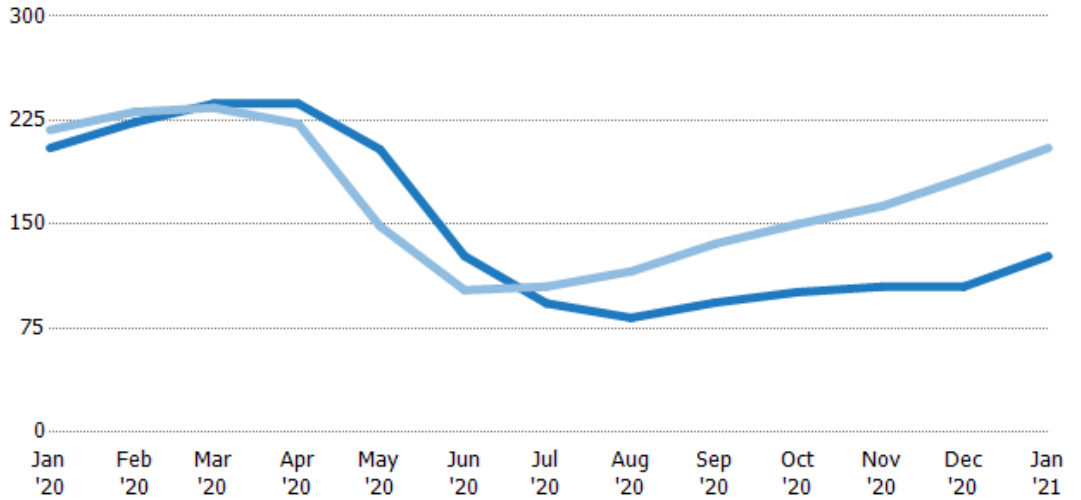
	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21
Median Est Value	\$169K	\$170K	\$174K	\$174K	\$177K	\$170K	\$185K	\$183K	\$188K	\$213K	\$188K	\$187K	\$164K
Median Listing Price	\$194K	\$194K	\$199K	\$199K	\$200K	\$199K	\$225K	\$230K	\$245K	\$249K	\$250K	\$240K	\$267K
Med Listing Price as a % of Med Est Value	115%	114%	114%	114%	113%	117%	122%	125%	130%	117%	133%	128%	163%

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.
Jan '21	127	-38%
Jan '20	205	-6%
Jan '19	218	-13.5%

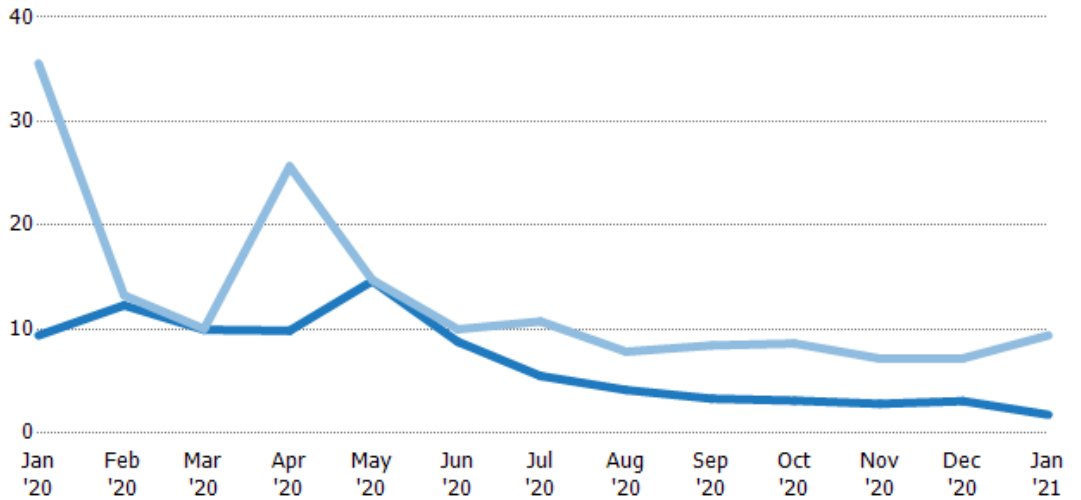
Current Year	205	224	237	237	204	127	93	82.5	93.5	101	105	105	127
Prior Year	218	231	234	223	149	103	105	116	136	150	163	183	205
Percent Change from Prior Year	-6%	-3%	1%	7%	37%	24%	-11%	-29%	-31%	-33%	-36%	-43%	-38%

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.
Jan '21	1.78	-81.1%
Jan '20	9.41	-73.5%
Jan '19	35.6	-54.7%

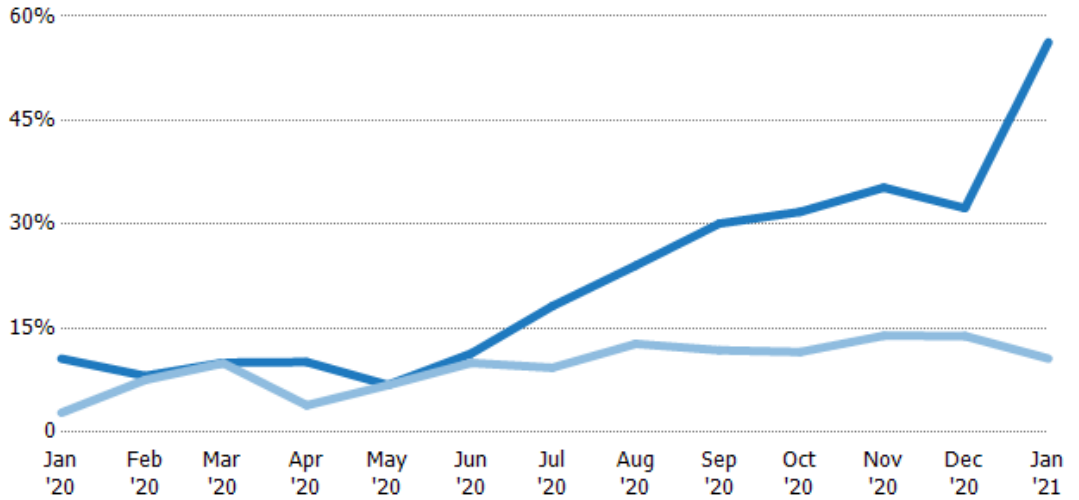
Current Year	9.41	12.3	9.96	9.86	14.6	8.79	5.5	4.16	3.32	3.15	2.83	3.09	1.78
Prior Year	35.6	13.3	10	25.7	14.7	10	10.8	7.84	8.45	8.63	7.18	7.19	9.41
Percent Change from Prior Year	-74%	-7%	-1%	-62%	-1%	-12%	-49%	-47%	-61%	-64%	-61%	-57%	-81%

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



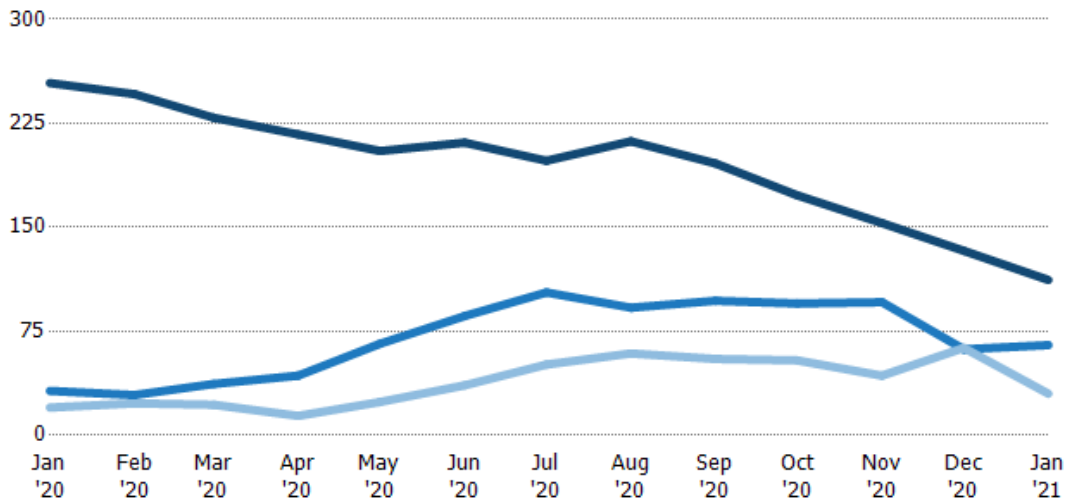
	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21
Current Year	11%	8%	10%	10%	7%	11%	18%	24%	30%	32%	35%	32%	56%
Prior Year	3%	8%	10%	4%	7%	10%	9%	13%	12%	12%	14%	14%	11%
Change from Prior Year	-8%	-1%	0%	-6%	0%	-1%	-9%	-11%	-18%	-20%	-21%	-18%	-46%

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



	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	254	246	229	217	205	211	198	212	196	173	153	133	112
Pending	32	29	37	43	66	86	103	92	97	95	96	62	65
Sold	20	23	22	14	24	36	51	59	55	54	43	63	30

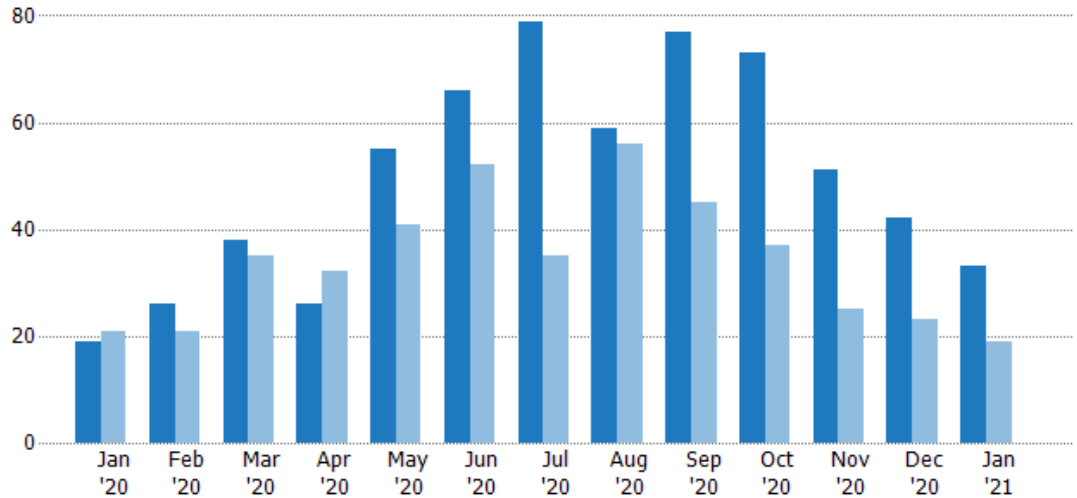
New Pending Sales

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.
Jan '21	33	73.7%
Jan '20	19	-9.5%
Jan '19	21	-23.8%



	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	19	26	38	26	55	66	79	59	77	73	51	42	33
Prior Year	21	21	35	32	41	52	35	56	45	37	25	23	19
Percent Change from Prior Year	-10%	24%	9%	-19%	34%	27%	126%	5%	71%	97%	104%	83%	74%

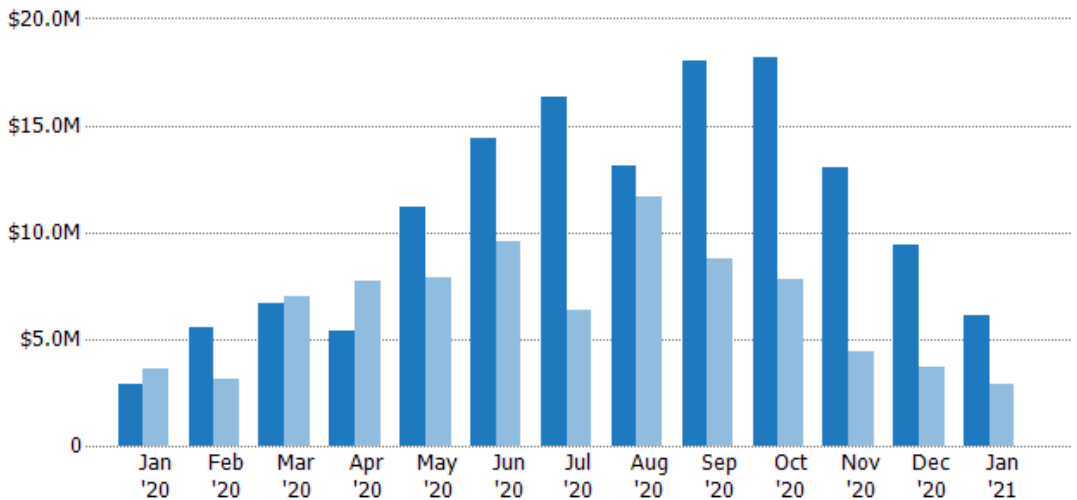
New Pending Sales Volume

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.
Jan '21	\$6.13M	112.7%
Jan '20	\$2.88M	-19.5%
Jan '19	\$3.58M	-34.1%



	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	\$2.88M	\$5.56M	\$6.69M	\$5.35M	\$11.1M	\$14.4M	\$16.3M	\$13.1M	\$18M	\$18.2M	\$13.1M	\$9.4M	\$6.13M
Prior Year	\$3.58M	\$3.17M	\$7.02M	\$7.73M	\$7.91M	\$9.54M	\$6.32M	\$11.6M	\$8.8M	\$7.84M	\$4.43M	\$3.67M	\$2.88M
Percent Change from Prior Year	-20%	76%	-5%	-31%	41%	51%	158%	13%	105%	132%	195%	157%	113%

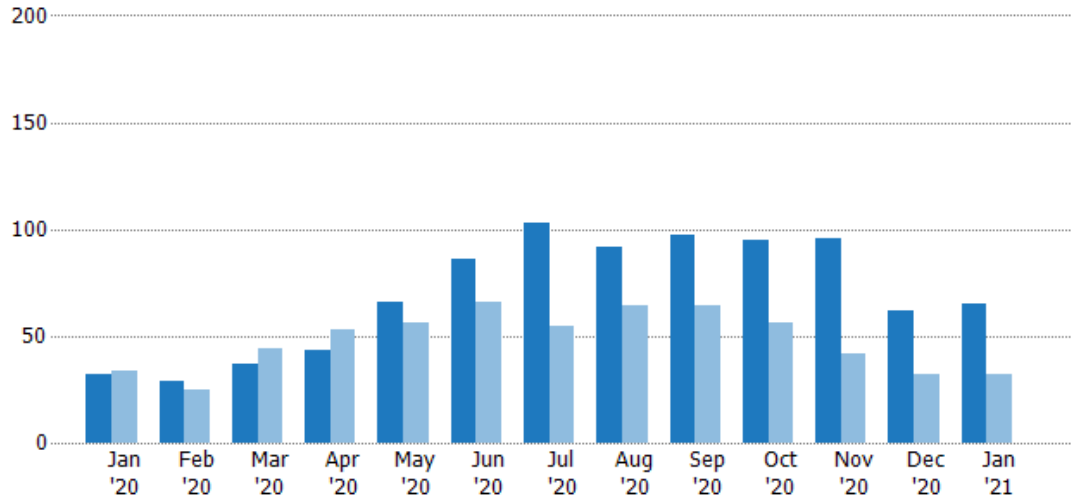
Pending Sales

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.
Jan '21	65	103.1%
Jan '20	32	-5.9%
Jan '19	34	-14.7%



	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	32	29	37	43	66	86	103	92	97	95	96	62	65
Prior Year	34	25	44	53	56	66	55	64	64	56	42	32	32
Percent Change from Prior Year	-6%	16%	-16%	-19%	18%	30%	87%	44%	52%	70%	129%	94%	103%

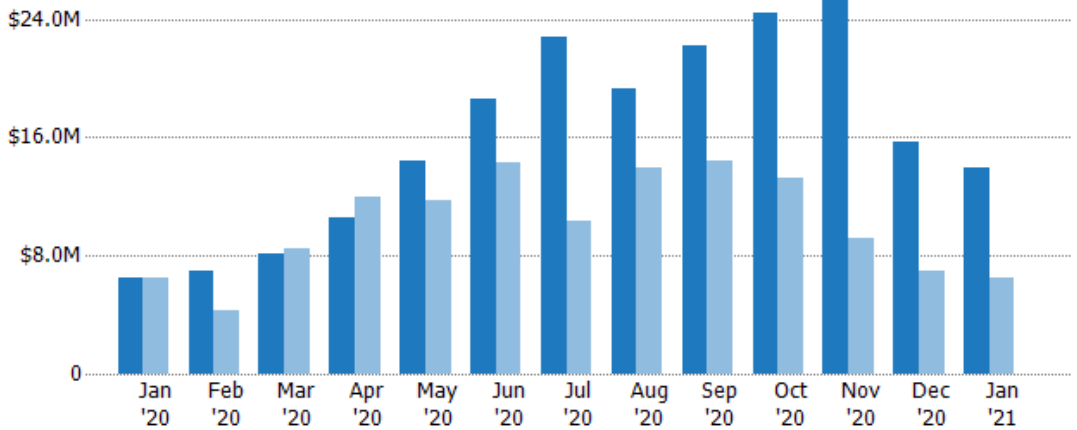
Pending Sales Volume

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.
Jan '21	\$14M	113.5%
Jan '20	\$6.54M	1.2%
Jan '19	\$6.46M	-18.8%



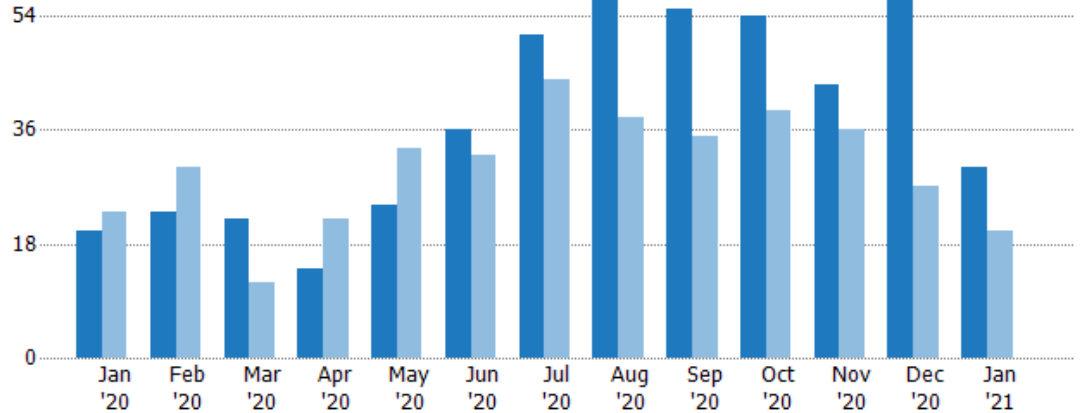
	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21
Current Year	\$6.54M	\$6.98M	\$8.17M	\$10.6M	\$14.4M	\$18.6M	\$22.8M	\$19.3M	\$22.2M	\$24.4M	\$25.7M	\$15.6M	\$14M
Prior Year	\$6.46M	\$4.31M	\$8.46M	\$12M	\$11.8M	\$14.3M	\$10.3M	\$14M	\$14.4M	\$13.3M	\$9.23M	\$6.93M	\$6.54M
Percent Change from Prior Year	1%	62%	-4%	-12%	22%	30%	121%	38%	55%	83%	179%	126%	113%

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



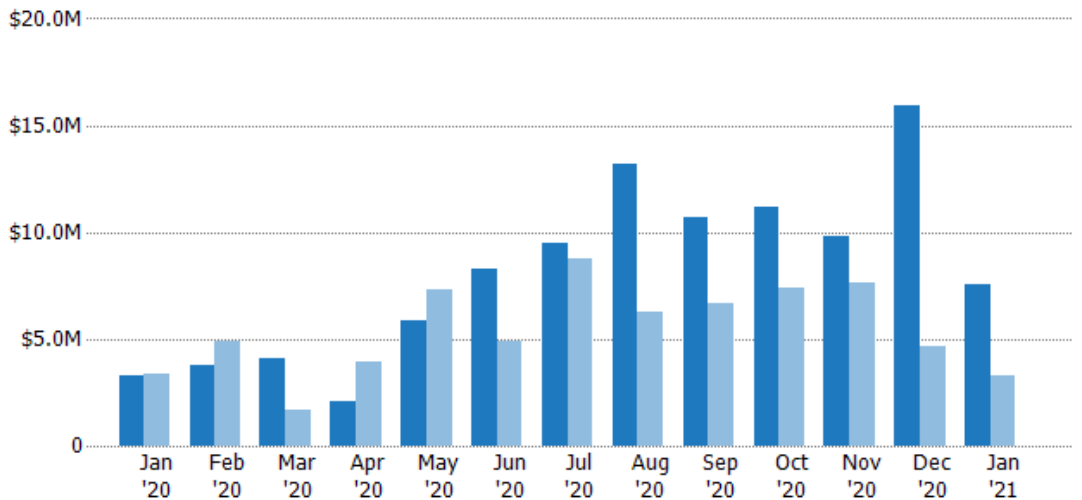
	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21
Current Year	20	23	22	14	24	36	51	59	55	54	43	63	30
Prior Year	23	30	12	22	33	32	44	38	35	39	36	27	20
Percent Change from Prior Year	-13%	-23%	83%	-36%	-27%	13%	16%	55%	57%	38%	19%	133%	50%

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



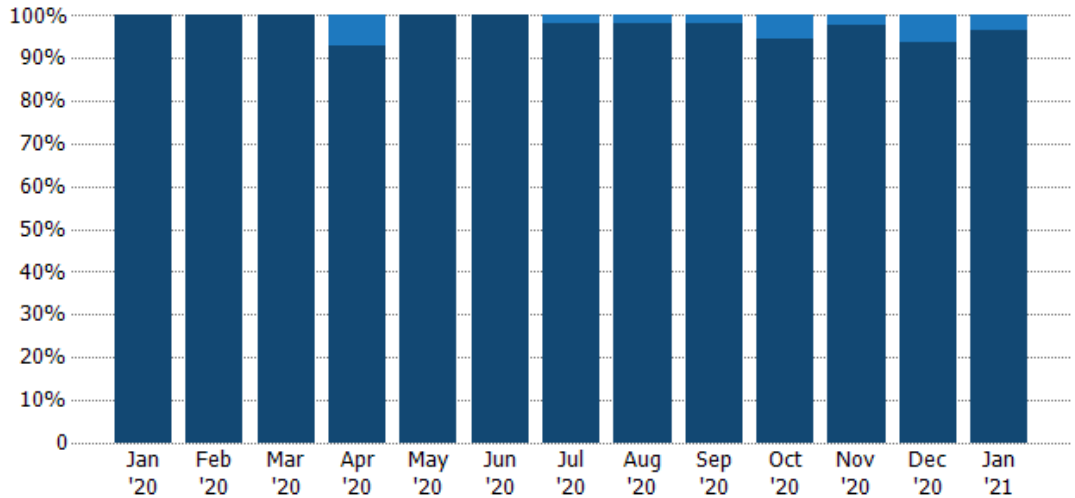
	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21
Current Year	\$3.28M	\$3.74M	\$4.07M	\$2.07M	\$5.89M	\$8.31M	\$9.5M	\$13.2M	\$10.7M	\$11.2M	\$9.78M	\$15.9M	\$7.52M
Prior Year	\$3.38M	\$4.93M	\$1.7M	\$3.91M	\$7.28M	\$4.93M	\$8.75M	\$6.27M	\$6.64M	\$7.41M	\$7.67M	\$4.64M	\$3.28M
Percent Change from Prior Year	-3%	-24%	140%	-47%	-19%	69%	9%	111%	61%	51%	27%	242%	130%

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



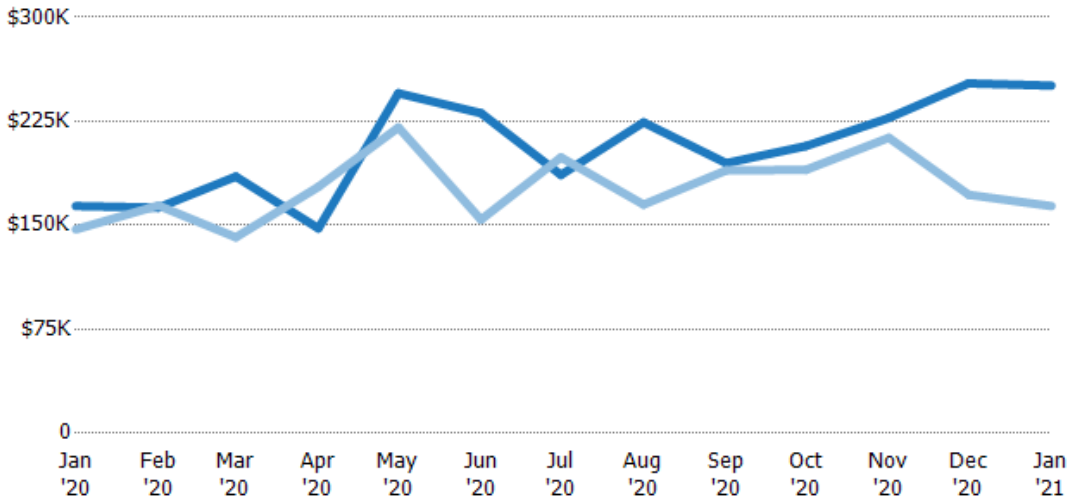
Property Type	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21
Condo/Townhouse	-	-	-	7%	-	-	2%	2%	2%	6%	2%	6%	3%
Single Family Residence	100%	100%	100%	93%	100%	100%	98%	98%	98%	94%	98%	94%	97%

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.
Jan '21	\$251K	53%
Jan '20	\$164K	11.4%
Jan '19	\$147K	-13.2%

Property Type	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	\$164K	\$163K	\$185K	\$148K	\$245K	\$231K	\$186K	\$224K	\$195K	\$207K	\$227K	\$252K	\$251K
Prior Year	\$147K	\$164K	\$141K	\$178K	\$221K	\$154K	\$199K	\$165K	\$190K	\$190K	\$213K	\$172K	\$164K
Percent Change from Prior Year	11%	-1%	31%	-17%	11%	50%	-6%	36%	3%	9%	7%	47%	53%

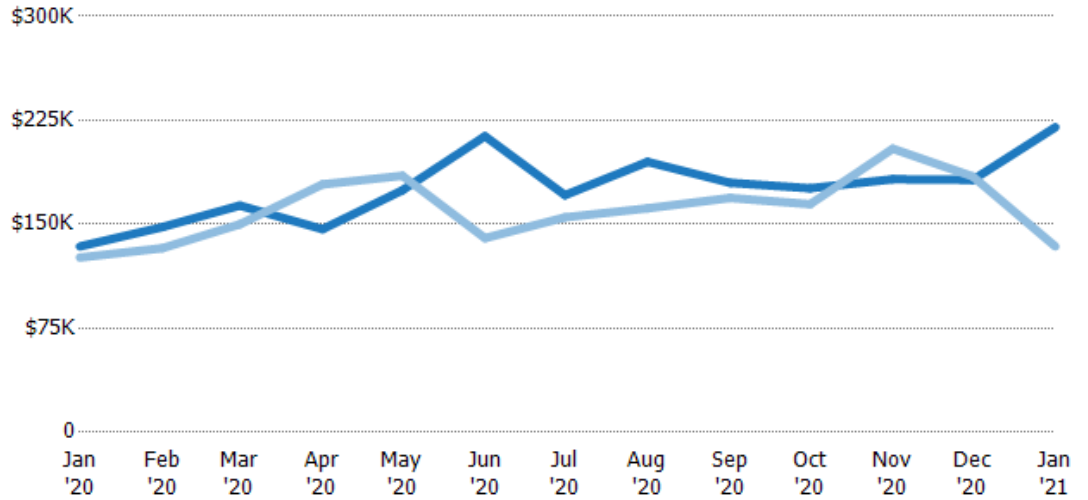
Median Sales Price

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.
Jan '21	\$220K	64.2%
Jan '20	\$134K	6.3%
Jan '19	\$126K	15.1%



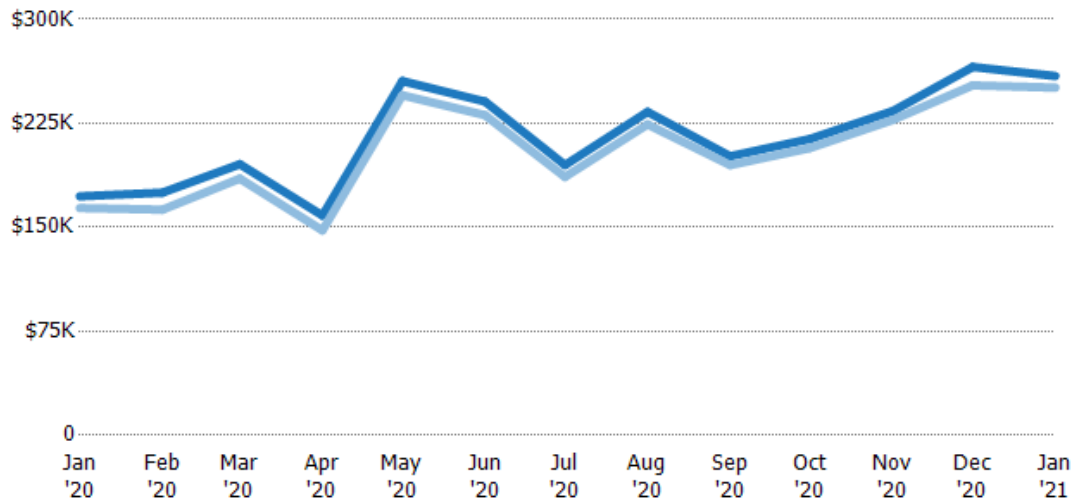
Current Year	\$134K	\$148K	\$164K	\$146K	\$175K	\$214K	\$171K	\$195K	\$180K	\$176K	\$183K	\$182K	\$220K
Prior Year	\$126K	\$133K	\$150K	\$179K	\$185K	\$140K	\$155K	\$162K	\$169K	\$165K	\$205K	\$185K	\$134K
Percent Change from Prior Year	6%	11%	9%	-18%	-6%	53%	10%	21%	6%	7%	-11%	-1%	64%

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



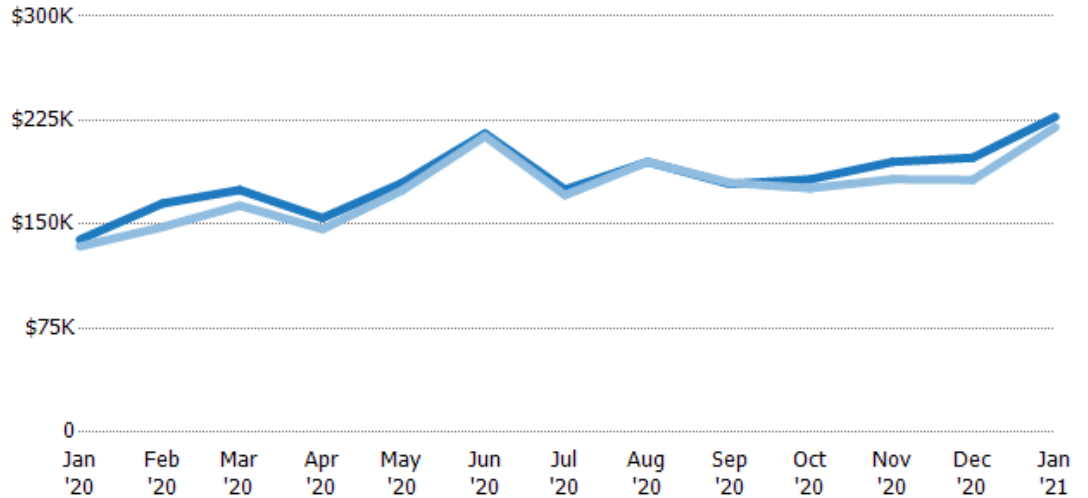
Avg List Price	\$172K	\$175K	\$196K	\$159K	\$255K	\$241K	\$195K	\$233K	\$201K	\$214K	\$234K	\$266K	\$259K
Avg Sales Price	\$164K	\$163K	\$185K	\$148K	\$245K	\$231K	\$186K	\$224K	\$195K	\$207K	\$227K	\$252K	\$251K
Avg Sales Price as a % of Avg List Price	95%	93%	95%	93%	96%	96%	96%	96%	97%	97%	97%	95%	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



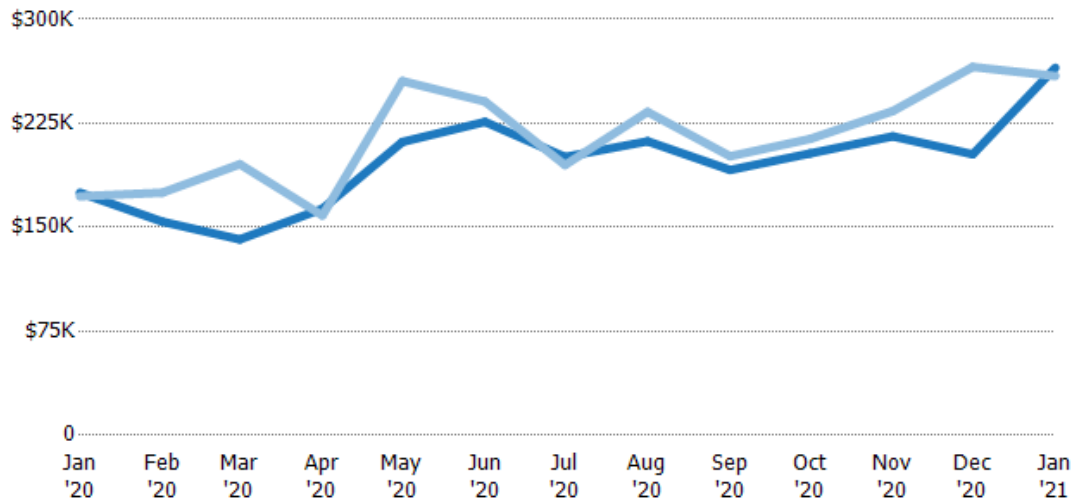
	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21
Median List Price	\$139K	\$165K	\$175K	\$155K	\$180K	\$215K	\$175K	\$195K	\$179K	\$182K	\$195K	\$198K	\$228K
Median Sales Price	\$134K	\$148K	\$164K	\$146K	\$175K	\$214K	\$171K	\$195K	\$180K	\$176K	\$183K	\$182K	\$220K
Med Sales Price as a % of Med List Price	96%	90%	94%	95%	97%	99%	98%	100%	101%	96%	94%	92%	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



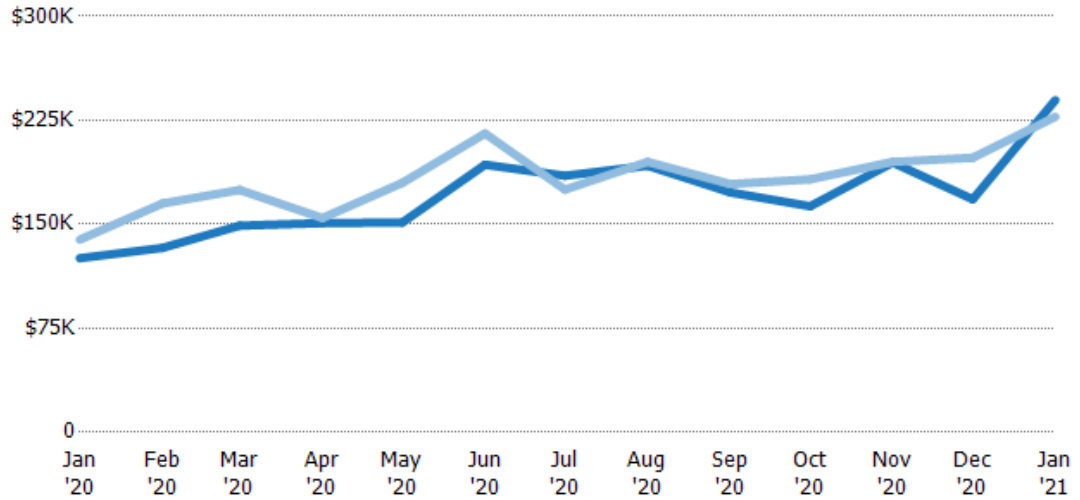
	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21
Avg Est Value	\$175K	\$154K	\$141K	\$163K	\$212K	\$226K	\$201K	\$212K	\$191K	\$203K	\$216K	\$203K	\$265K
Avg Sales Price	\$172K	\$175K	\$196K	\$159K	\$255K	\$241K	\$195K	\$233K	\$201K	\$214K	\$234K	\$266K	\$259K
Avg Sales Price as a % of Avg Est Value	98%	114%	138%	97%	121%	106%	97%	110%	105%	105%	108%	131%	98%

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



	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	\$126K	\$133K	\$149K	\$151K	\$151K	\$193K	\$185K	\$192K	\$173K	\$163K	\$195K	\$168K	\$240K
Median Sales Price	\$139K	\$165K	\$175K	\$155K	\$180K	\$215K	\$175K	\$195K	\$179K	\$182K	\$195K	\$198K	\$228K
Med Sales Price as a % of Med Est Value	111%	124%	117%	102%	119%	112%	95%	101%	103%	112%	100%	118%	95%