

Summary of Key Listing and Sales Metrics

A summary of the key metrics selected to be included in the report. MLS sources where licensed.

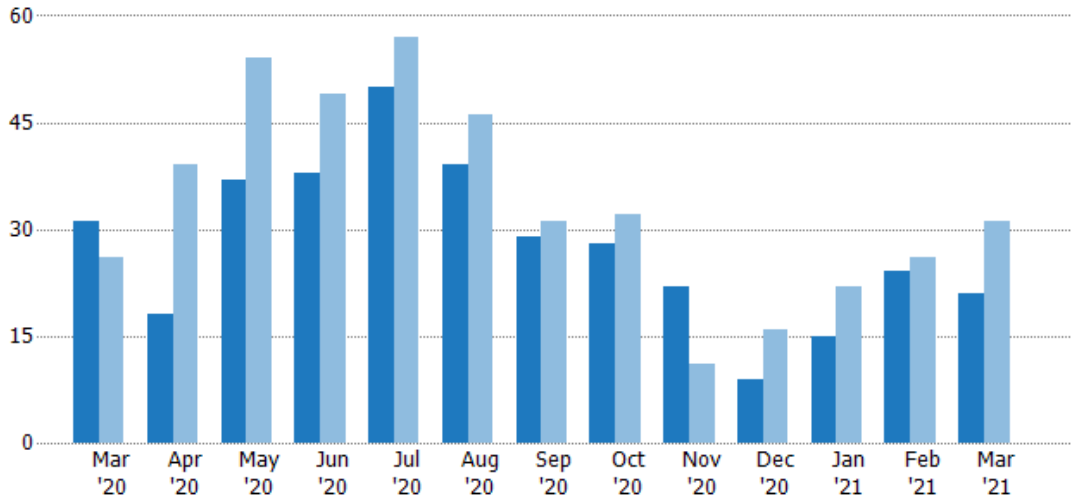
Key Metrics	Mar 2021	Mar 2020	+ / -	YTD 2021	YTD 2020	+ / -
Listing Activity Charts Metrics						
New Listing Count	21	31	-32.3%	60	79	-24.1%
New Listing Volume	\$6,817,500	\$8,821,500	-22.7%	\$21,436,098	\$21,840,199	-1.9%
Active Listing Count	40	150	-73.3%	N/A	N/A	
Active Listing Volume	\$19,057,399	\$49,455,899	-61.5%	N/A	N/A	
Average Listing Price	\$476,435	\$329,706	+44.5%	\$464,678	\$322,849	+43.9%
Median Listing Price	\$302,500	\$227,000	+33.3%	\$297,206	\$223,675	+32.9%
Median Days in RPR	56.5	179.5	-68.5%	83.98	181.09	-53.6%
Months of Inventory	2.7	15	-82.2%	3.3	16.2	-79.5%
Absorption Rate	37.5%	6.67%	+30.8%	30.15%	6.18%	+24%
Sales Activity Charts Metrics						
New Pending Sales Count	27	27	+/-	69	76	-9.2%
New Pending Sales Volume	\$9,573,500	\$6,036,900	+58.6%	\$21,420,699	\$19,022,400	+12.6%
Pending Sales Count	43	44	-2.3%	N/A	N/A	
Pending Sales Volume	\$13,460,999	\$12,701,700	+6%	N/A	N/A	
Closed Sales Count	26	16	+62.5%	65	41	+58.5%
Closed Sales Volume	\$6,851,750	\$3,210,125	+113.4%	\$15,721,750	\$8,506,875	+84.8%
Average Sales Price	\$263,529	\$200,633	+31.3%	\$241,873	\$207,485	+16.6%
Median Sales Price	\$247,000	\$172,150	+43.5%	\$229,738	\$178,156	+29%

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



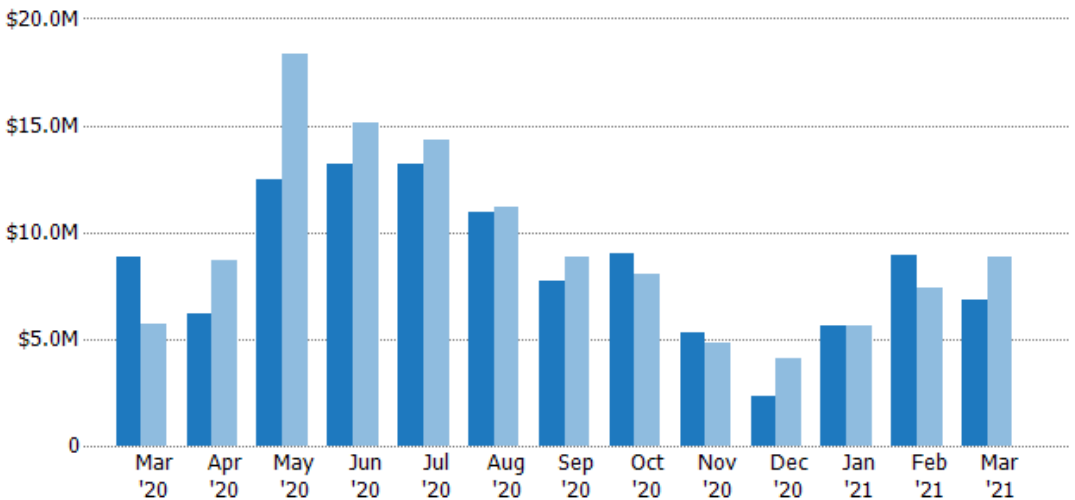
	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21
Current Year	31	18	37	38	50	39	29	28	22	9	15	24	21
Prior Year	26	39	54	49	57	46	31	32	11	16	22	26	31
Percent Change from Prior Year	19%	-54%	-31%	-22%	-12%	-15%	-6%	-13%	100%	-44%	-32%	-8%	-32%

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



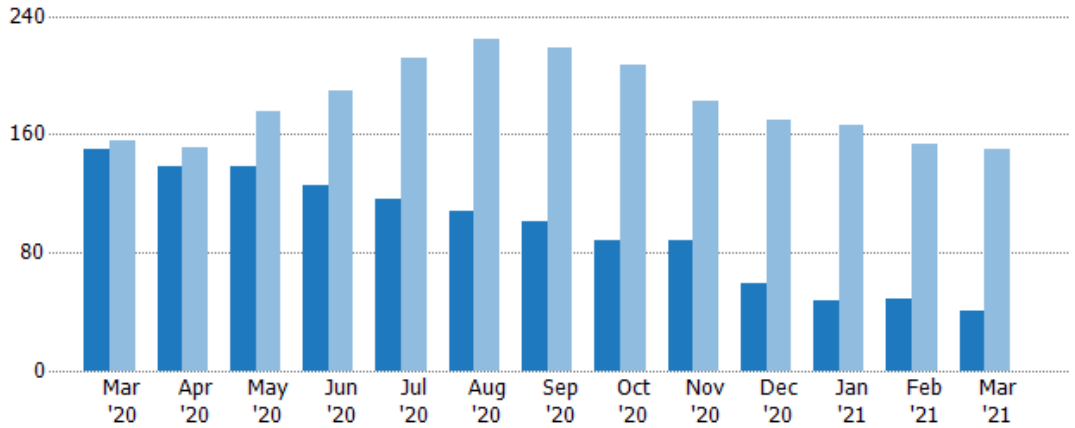
	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21
Current Year	\$8.82M	\$6.15M	\$12.4M	\$13.2M	\$13.2M	\$10.9M	\$7.71M	\$8.98M	\$5.28M	\$2.31M	\$5.66M	\$8.96M	\$6.82M
Prior Year	\$5.67M	\$8.7M	\$18.3M	\$15.1M	\$14.3M	\$11.2M	\$8.86M	\$8.07M	\$4.83M	\$4.12M	\$5.65M	\$7.36M	\$8.82M
Percent Change from Prior Year	56%	-29%	-32%	-13%	-8%	-2%	-13%	11%	9%	-44%	0%	22%	-23%

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



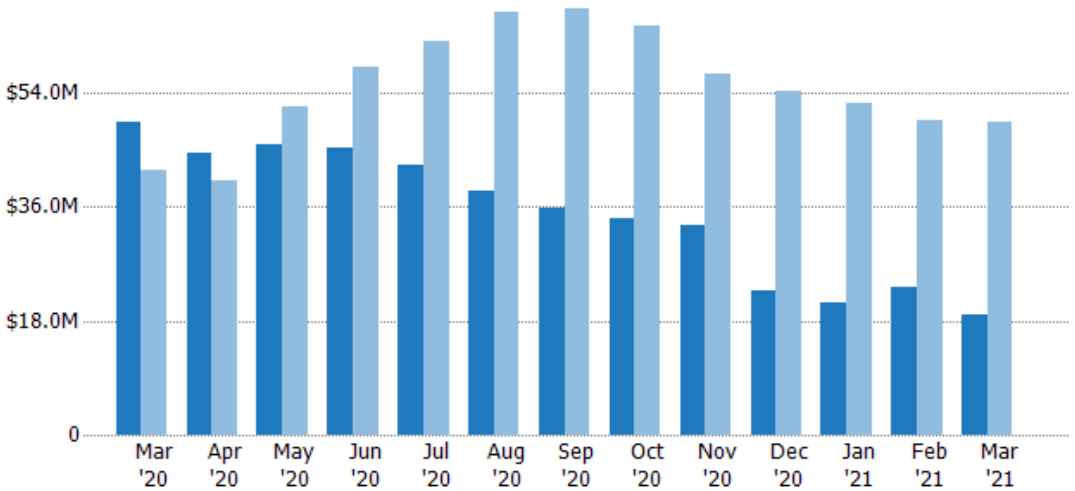
	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21
Current Year	150	138	138	125	116	108	101	88	88	59	47	49	40
Prior Year	156	151	175	190	211	224	219	207	182	170	166	153	150
Percent Change from Prior Year	-4%	-9%	-21%	-34%	-45%	-52%	-54%	-57%	-52%	-65%	-72%	-68%	-73%

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



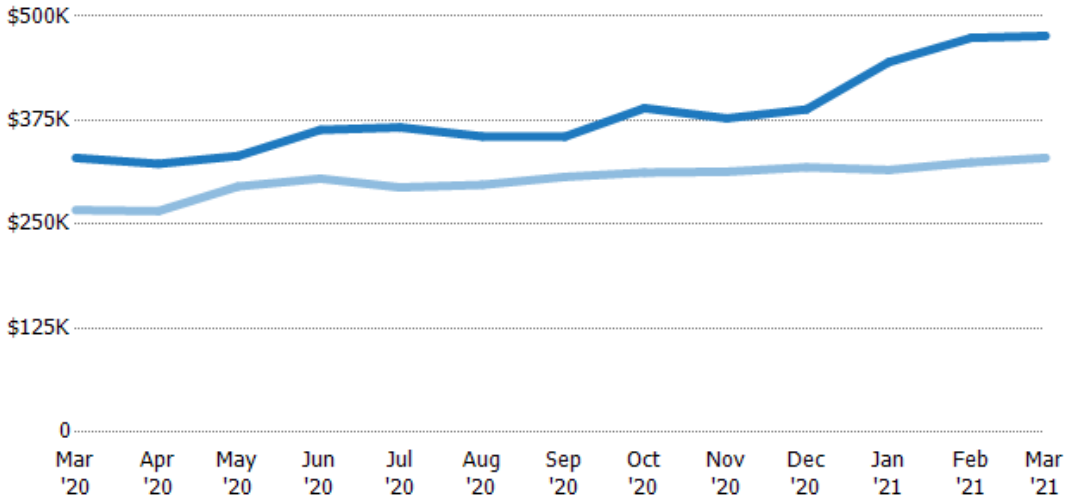
	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21
Current Year	\$49.5M	\$44.5M	\$45.8M	\$45.4M	\$42.5M	\$38.4M	\$35.9M	\$34.3M	\$33.2M	\$22.9M	\$20.9M	\$23.2M	\$19.1M
Prior Year	\$41.7M	\$40.1M	\$51.7M	\$57.9M	\$62.1M	\$66.6M	\$67.2M	\$64.6M	\$57M	\$54.1M	\$52.3M	\$49.6M	\$49.5M
Percent Change from Prior Year	19%	11%	-11%	-22%	-32%	-42%	-47%	-47%	-42%	-58%	-60%	-53%	-61%

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



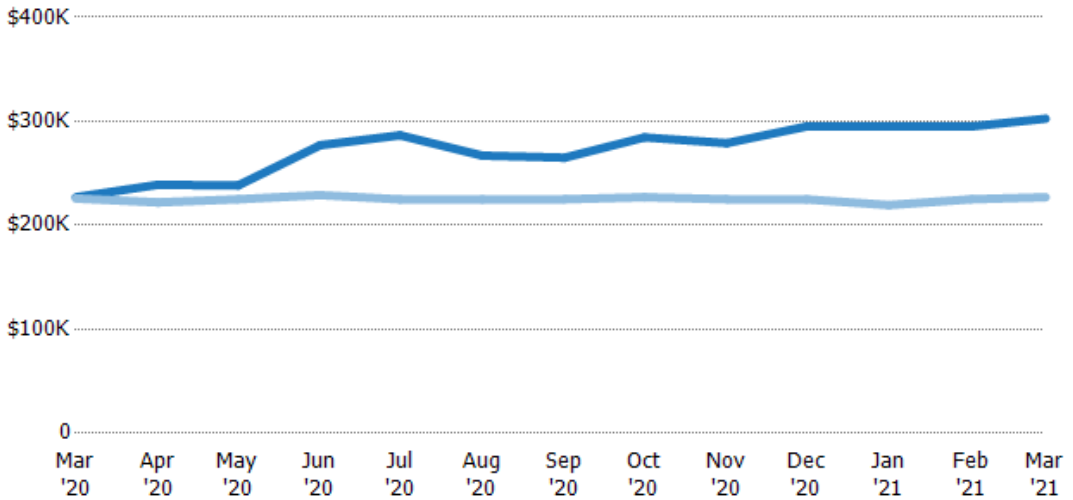
	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21
Current Year	\$330K	\$323K	\$332K	\$363K	\$366K	\$356K	\$355K	\$390K	\$377K	\$388K	\$445K	\$474K	\$476K
Prior Year	\$267K	\$266K	\$295K	\$305K	\$294K	\$297K	\$307K	\$312K	\$313K	\$318K	\$315K	\$324K	\$330K
Percent Change from Prior Year	23%	21%	12%	19%	24%	20%	16%	25%	20%	22%	41%	46%	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



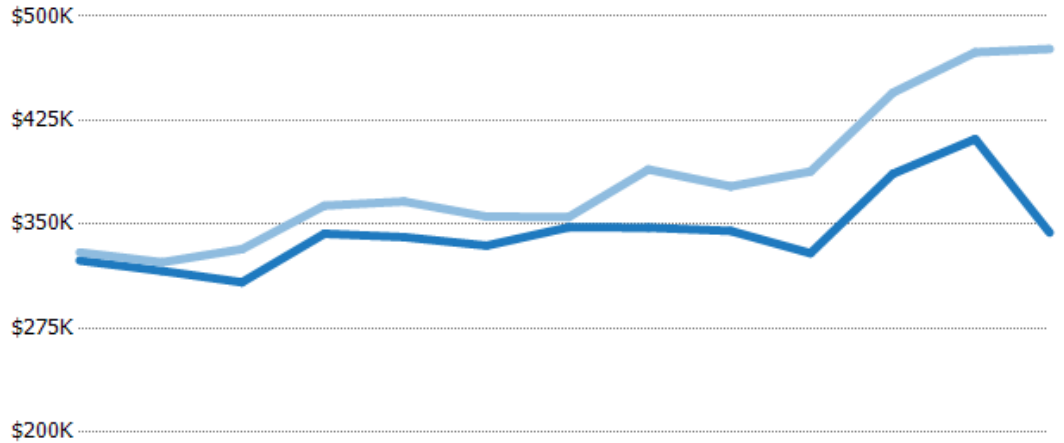
	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21
Current Year	\$227K	\$239K	\$238K	\$277K	\$287K	\$267K	\$265K	\$285K	\$279K	\$295K	\$295K	\$295K	\$303K
Prior Year	\$226K	\$222K	\$225K	\$229K	\$225K	\$225K	\$225K	\$227K	\$225K	\$225K	\$219K	\$225K	\$227K
Percent Change from Prior Year	1%	8%	6%	21%	27%	19%	18%	25%	24%	31%	34%	31%	33%

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



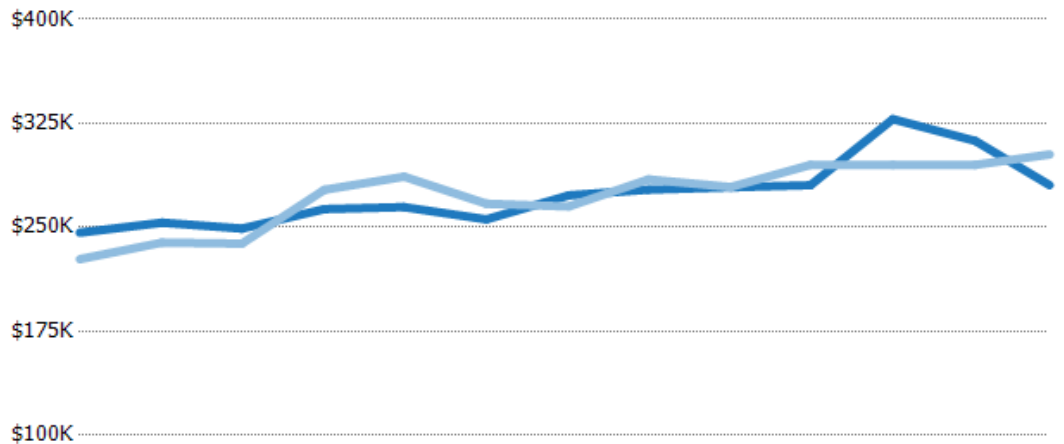
	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21
Avg Est Value	\$324K	\$316K	\$308K	\$343K	\$341K	\$335K	\$348K	\$348K	\$345K	\$329K	\$386K	\$411K	\$344K
Avg Listing Price	\$330K	\$323K	\$332K	\$363K	\$366K	\$356K	\$355K	\$390K	\$377K	\$388K	\$445K	\$474K	\$476K
Avg Listing Price as a % of Avg Est Value	102%	102%	108%	106%	108%	106%	102%	112%	109%	118%	115%	115%	139%

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



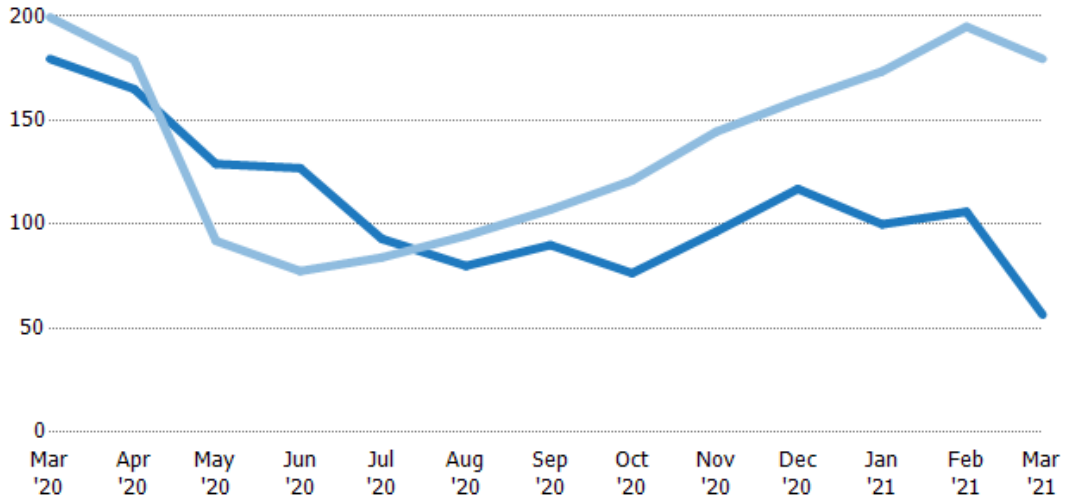
	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21
Median Est Value	\$246K	\$253K	\$249K	\$263K	\$265K	\$256K	\$273K	\$277K	\$279K	\$280K	\$328K	\$312K	\$280K
Median Listing Price	\$227K	\$239K	\$238K	\$277K	\$287K	\$267K	\$265K	\$285K	\$279K	\$295K	\$295K	\$295K	\$303K
Med Listing Price as a % of Med Est Value	92%	94%	96%	105%	108%	104%	97%	103%	100%	105%	90%	94%	108%

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



Month/Year	Days	% Chg.
Mar '21	56.5	-68.5%
Mar '20	180	-10%
Mar '19	200	-1.3%

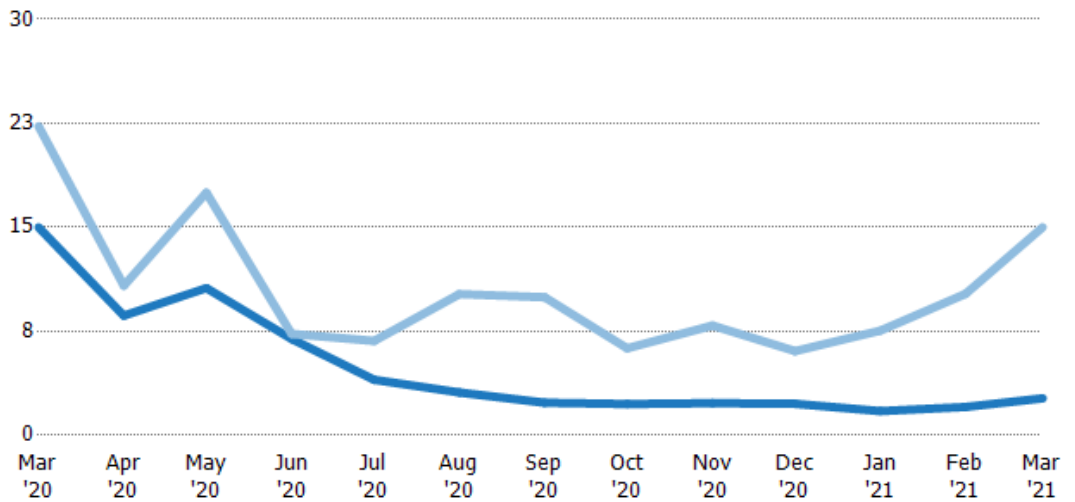
Current Year	180	165	129	127	93	80	90	76.5	96.5	117	100	106	56.5
Prior Year	200	179	92	77.5	84	94.5	107	121	145	160	174	195	180
Percent Change from Prior Year	-10%	-8%	40%	64%	11%	-15%	-16%	-37%	-33%	-27%	-42%	-46%	-69%

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



Month/Year	Months	% Chg.
Mar '21	2.67	-82.2%
Mar '20	15	-32.7%
Mar '19	22.3	-54.3%

Current Year	15	8.63	10.6	6.94	4	3.09	2.35	2.26	2.32	2.27	1.74	2.04	2.67
Prior Year	22.3	10.8	17.5	7.31	6.81	10.2	9.95	6.27	7.91	6.07	7.55	10.2	15
Percent Change from Prior Year	-33%	-20%	-39%	-5%	-41%	-70%	-76%	-64%	-71%	-63%	-77%	-80%	-82%

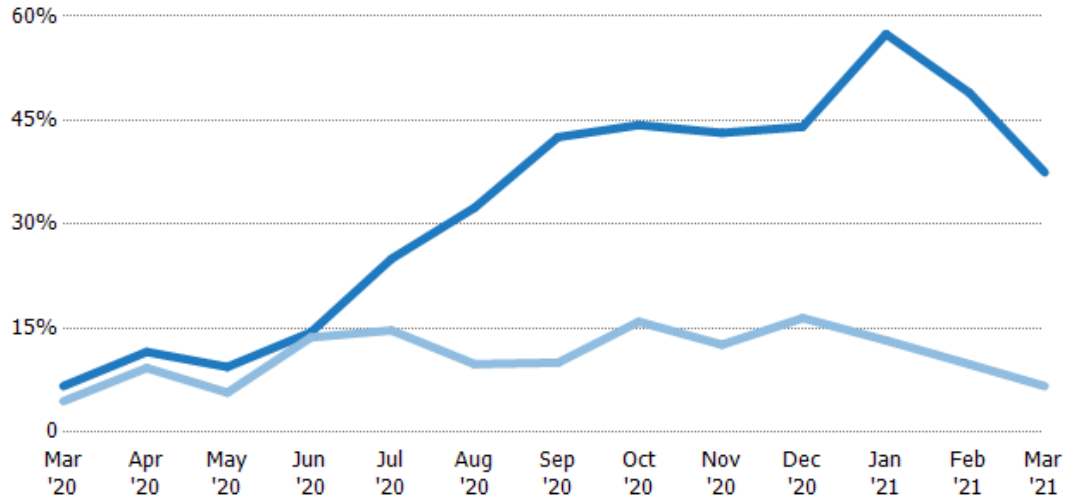
Absorption Rate

The percentage of inventory sold per month.

Filters Used

State: VT
 County: Orange County, Vermont
 Property Type:
 Condo/Townhouse/Apt., Single Family

Month/Year	Rate	Chg.
Mar '21	38%	-30.8%
Mar '20	7%	-2.2%
Mar '19	4%	119%



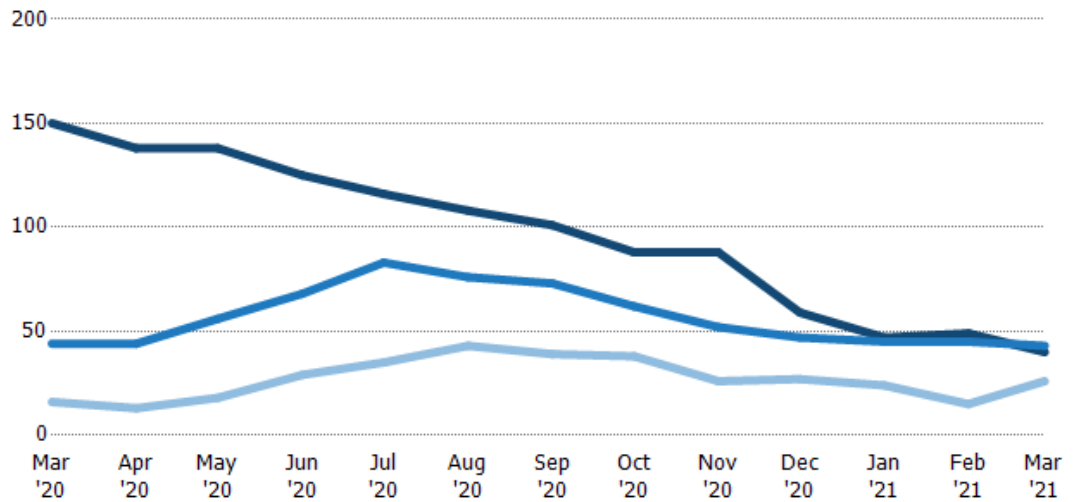
Current Year	7%	12%	9%	14%	25%	32%	43%	44%	43%	44%	57%	49%	38%
Prior Year	4%	9%	6%	14%	15%	10%	10%	16%	13%	16%	13%	10%	7%
Change from Prior Year	-2%	-2%	-4%	-1%	-10%	-23%	-33%	-28%	-31%	-28%	-44%	-39%	-31%

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



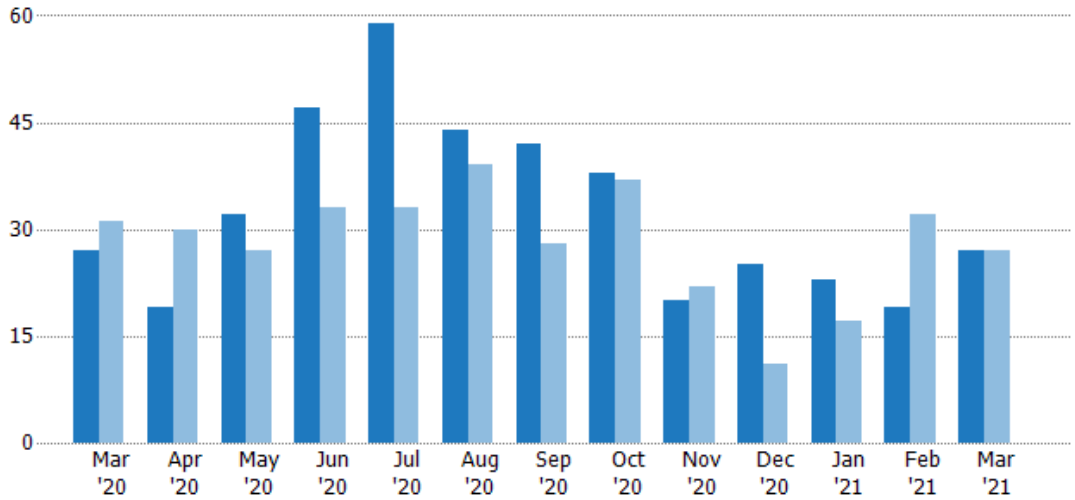
Active	150	138	138	125	116	108	101	88	88	59	47	49	40
Pending	44	44	56	68	83	76	73	62	52	47	45	45	43
Sold	16	13	18	29	35	43	39	38	26	27	24	15	26

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



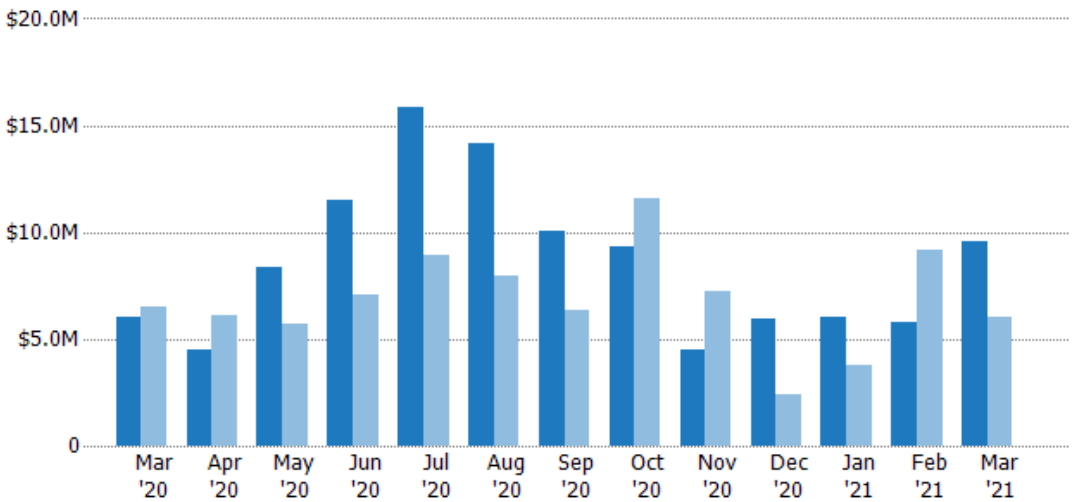
	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21
Current Year	27	19	32	47	59	44	42	38	20	25	23	19	27
Prior Year	31	30	27	33	33	39	28	37	22	11	17	32	27
Percent Change from Prior Year	-13%	-37%	19%	42%	79%	13%	50%	3%	-9%	127%	35%	-41%	0%

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



	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21
Current Year	\$6.04M	\$4.53M	\$8.38M	\$11.5M	\$15.8M	\$14.2M	\$10M	\$9.36M	\$4.49M	\$5.94M	\$6.04M	\$5.8M	\$9.57M
Prior Year	\$6.52M	\$6.08M	\$5.69M	\$7.08M	\$8.89M	\$7.95M	\$6.32M	\$11.6M	\$7.24M	\$2.37M	\$3.78M	\$9.2M	\$6.04M
Percent Change from Prior Year	-7%	-26%	47%	62%	78%	79%	58%	-19%	-38%	150%	60%	-37%	59%

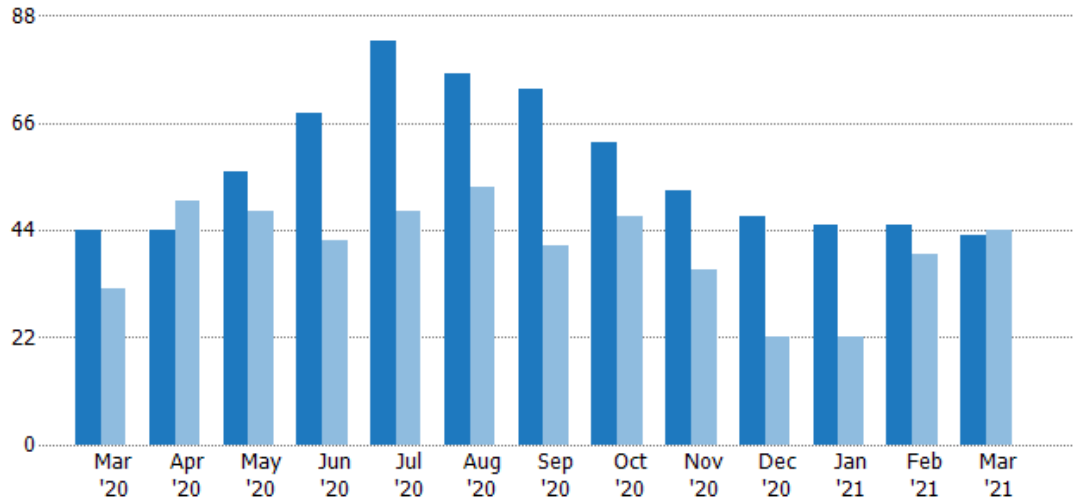
Pending Sales

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

Month/Year	Count	% Chg.
Mar '21	43	-2.3%
Mar '20	44	37.5%
Mar '19	32	9.4%



	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21
Current Year	44	44	56	68	83	76	73	62	52	47	45	45	43
Prior Year	32	50	48	42	48	53	41	47	36	22	22	39	44
Percent Change from Prior Year	38%	-12%	17%	62%	73%	43%	78%	32%	44%	114%	105%	15%	-2%

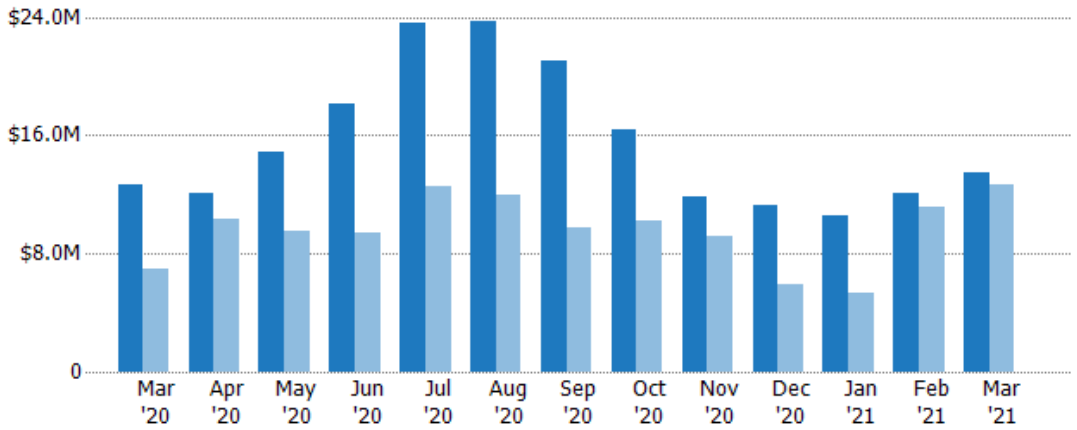
Pending Sales Volume

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

Month/Year	Volume	% Chg.
Mar '21	\$13.5M	6%
Mar '20	\$12.7M	83.4%
Mar '19	\$6.92M	17.4%



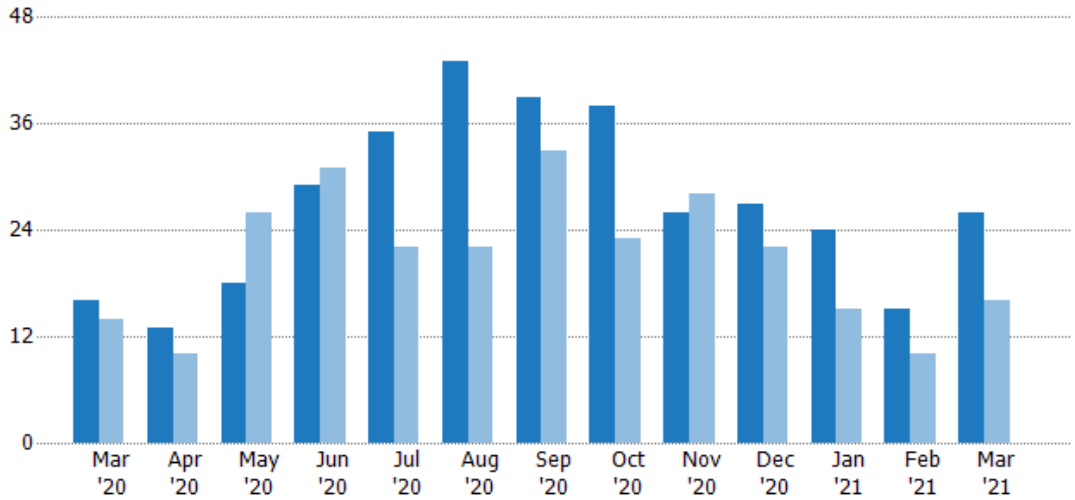
	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21
Current Year	\$12.7M	\$12.1M	\$14.9M	\$18.2M	\$23.6M	\$23.7M	\$21M	\$16.4M	\$11.9M	\$11.3M	\$10.6M	\$12.1M	\$13.5M
Prior Year	\$6.92M	\$10.4M	\$9.54M	\$9.39M	\$12.6M	\$11.9M	\$9.75M	\$10.2M	\$9.15M	\$5.94M	\$5.33M	\$11.2M	\$12.7M
Percent Change from Prior Year	83%	17%	56%	93%	88%	99%	115%	60%	30%	90%	99%	8%	6%

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



Month/Year	Count	% Chg.
Mar '21	26	62.5%
Mar '20	16	14.3%
Mar '19	14	42.9%

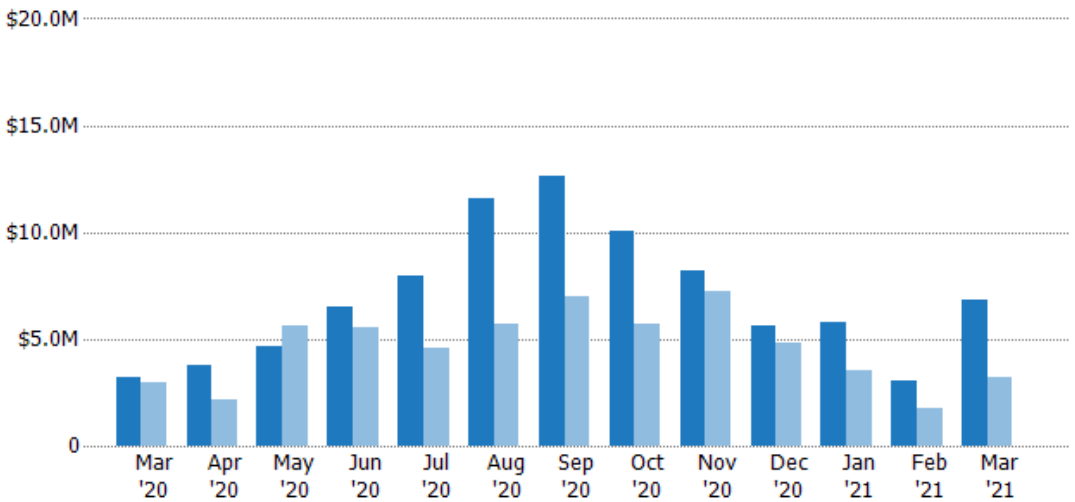
	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21
Current Year	16	13	18	29	35	43	39	38	26	27	24	15	26
Prior Year	14	10	26	31	22	22	33	23	28	22	15	10	16
Percent Change from Prior Year	14%	30%	-31%	-6%	59%	95%	18%	65%	-7%	23%	60%	50%	63%

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



Month/Year	Volume	% Chg.
Mar '21	\$6.85M	113.4%
Mar '20	\$3.21M	8.9%
Mar '19	\$2.95M	40.1%

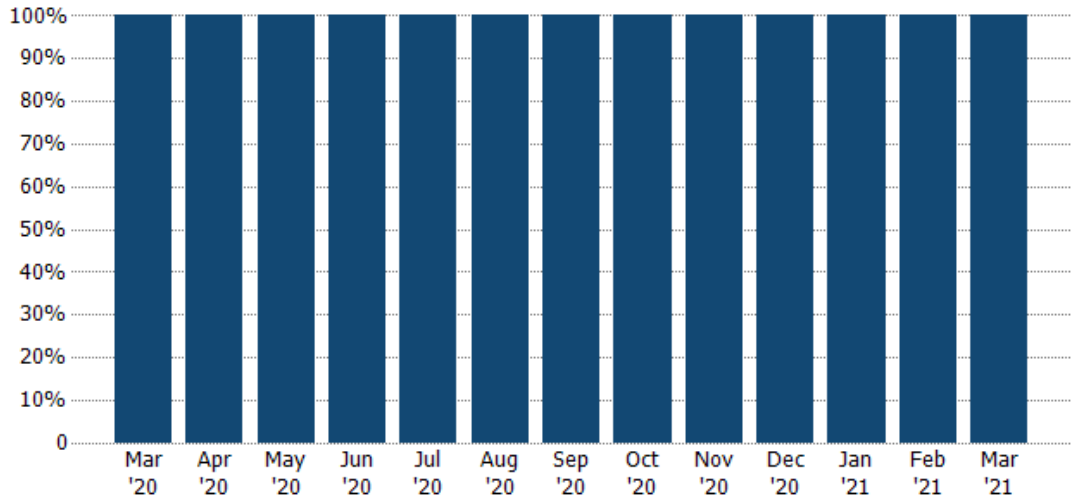
	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21
Current Year	\$3.21M	\$3.76M	\$4.62M	\$6.49M	\$7.95M	\$11.6M	\$12.7M	\$10M	\$8.22M	\$5.62M	\$5.81M	\$3.06M	\$6.85M
Prior Year	\$2.95M	\$2.19M	\$5.61M	\$5.57M	\$4.55M	\$5.74M	\$6.95M	\$5.72M	\$7.21M	\$4.8M	\$3.56M	\$1.73M	\$3.21M
Percent Change from Prior Year	9%	72%	-18%	17%	75%	101%	82%	75%	14%	17%	63%	77%	113%

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



Single Family Residence

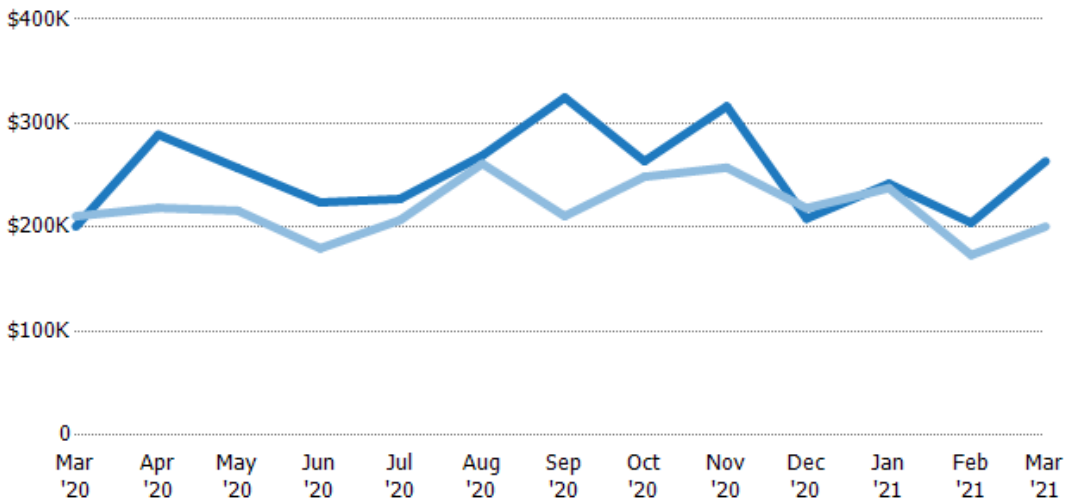
100% 100% 100% 100% 100% 100% 100% 100% 100% 100% 100% 100% 100%

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



Current Year

\$201K \$289K \$257K \$224K \$227K \$269K \$325K \$264K \$316K \$208K \$242K \$204K \$264K

Prior Year

\$211K \$219K \$216K \$180K \$207K \$261K \$211K \$249K \$257K \$218K \$238K \$173K \$201K

Percent Change from Prior Year

-5% 32% 19% 25% 10% 3% 54% 6% 23% -5% 2% 18% 31%

Month/Year	Price	% Chg.
Mar '21	\$264K	31.3%
Mar '20	\$201K	-4.7%
Mar '19	\$211K	-2%

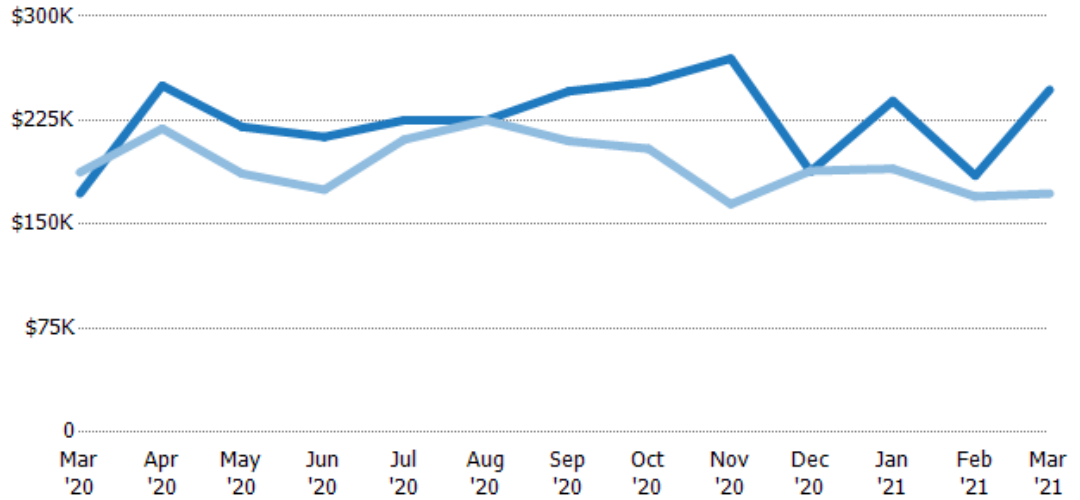
Median Sales Price

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

Month/Year	Price	% Chg.
Mar '21	\$247K	43.5%
Mar '20	\$172K	-8.2%
Mar '19	\$187K	17.9%



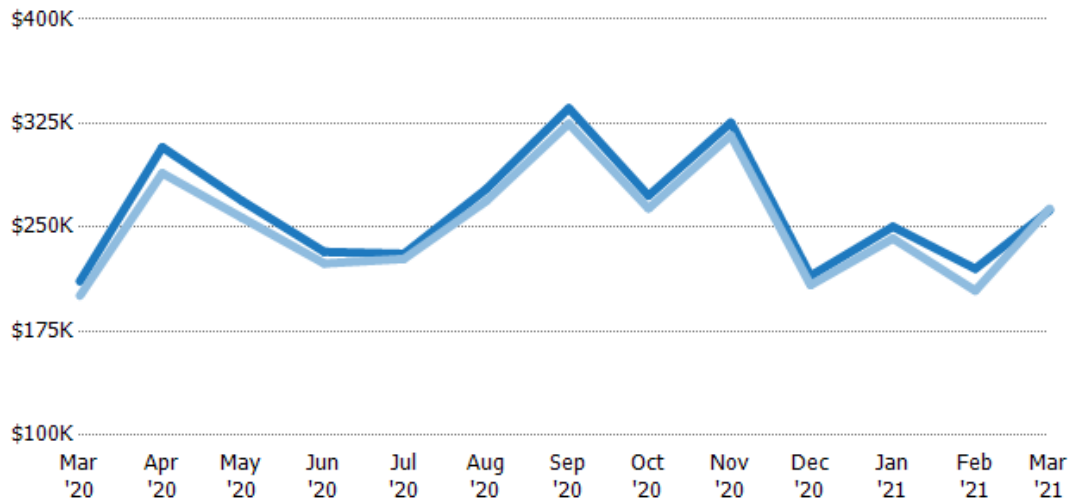
Current Year	\$172K	\$250K	\$220K	\$213K	\$225K	\$225K	\$246K	\$253K	\$270K	\$188K	\$239K	\$185K	\$247K
Prior Year	\$187K	\$219K	\$187K	\$175K	\$211K	\$225K	\$210K	\$205K	\$165K	\$189K	\$190K	\$170K	\$172K
Percent Change from Prior Year	-8%	14%	18%	22%	7%	0%	17%	23%	64%	0%	26%	9%	43%

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



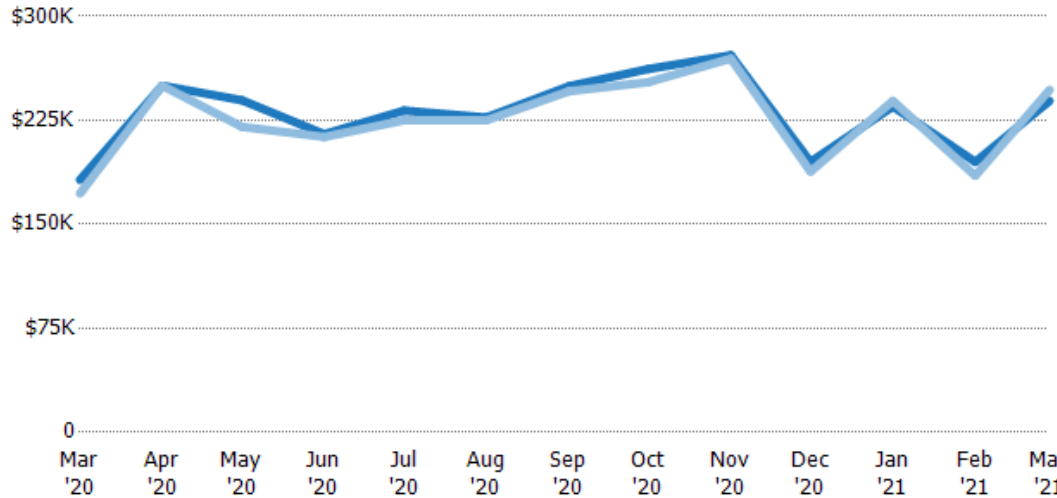
Avg List Price	\$211K	\$308K	\$269K	\$232K	\$231K	\$278K	\$336K	\$273K	\$325K	\$215K	\$250K	\$220K	\$262K
Avg Sales Price	\$201K	\$289K	\$257K	\$224K	\$227K	\$269K	\$325K	\$264K	\$316K	\$208K	\$242K	\$204K	\$264K
Avg Sales Price as a % of Avg List Price	95%	94%	95%	96%	98%	97%	97%	97%	97%	97%	97%	93%	100%

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



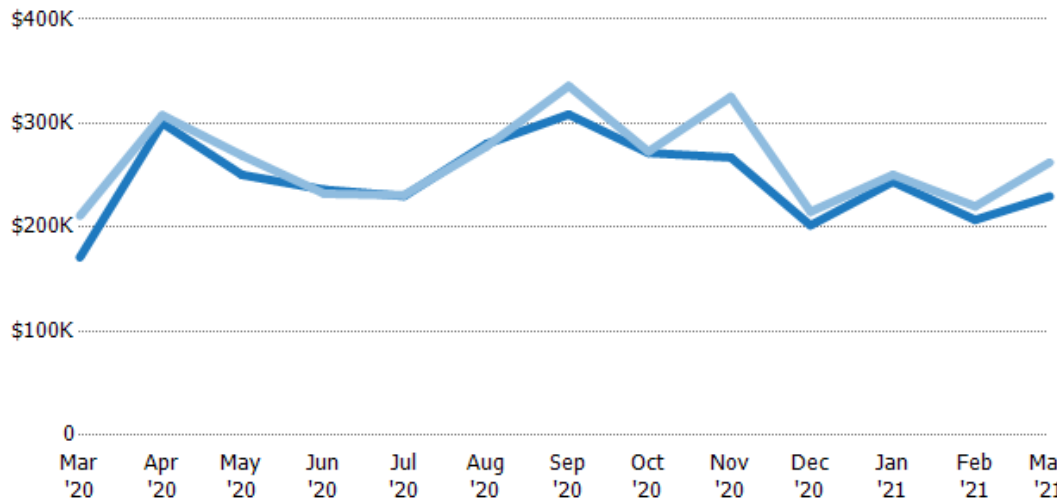
	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21
Median List Price	\$182K	\$250K	\$239K	\$215K	\$232K	\$227K	\$250K	\$262K	\$272K	\$195K	\$235K	\$195K	\$239K
Median Sales Price	\$172K	\$250K	\$220K	\$213K	\$225K	\$225K	\$246K	\$253K	\$270K	\$188K	\$239K	\$185K	\$247K
Med Sales Price as a % of Med List Price	95%	100%	92%	99%	97%	99%	99%	96%	99%	96%	102%	95%	103%

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



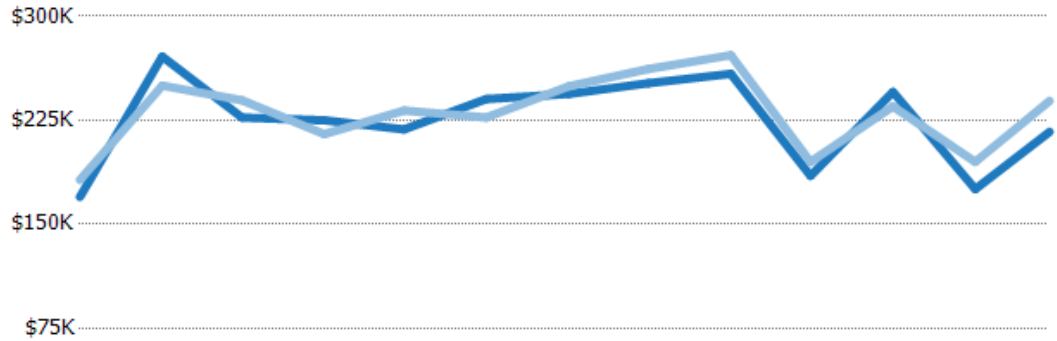
	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21
Avg Est Value	\$171K	\$300K	\$250K	\$236K	\$230K	\$280K	\$308K	\$271K	\$267K	\$202K	\$244K	\$207K	\$230K
Avg Sales Price	\$211K	\$308K	\$269K	\$232K	\$231K	\$278K	\$336K	\$273K	\$325K	\$215K	\$250K	\$220K	\$262K
Avg Sales Price as a % of Avg Est Value	123%	103%	107%	98%	100%	99%	109%	100%	122%	106%	103%	106%	114%

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



	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21
Median Est Value	\$170K	\$271K	\$227K	\$225K	\$218K	\$240K	\$244K	\$252K	\$259K	\$185K	\$245K	\$175K	\$217K
Median Sales Price	\$182K	\$250K	\$239K	\$215K	\$232K	\$227K	\$250K	\$262K	\$272K	\$195K	\$235K	\$195K	\$239K
Med Sales Price as a % of Med Est Value	107%	92%	105%	96%	106%	94%	102%	104%	105%	105%	96%	111%	110%