

## 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	Feb 2021	Feb 2020	+ / -	YTD 2021	YTD 2020	+ / -
<b>Listing Activity Charts Metrics</b>						
New Listing Count	24	26	-7.7%	39	48	-18.8%
New Listing Volume	\$8,956,799	\$7,363,800	+21.6%	\$14,618,598	\$13,018,699	+12.3%
Active Listing Count	49	153	-68%	N/A	N/A	
Active Listing Volume	\$23,228,399	\$49,618,674	-53.2%	N/A	N/A	
Average Listing Price	\$474,049	\$324,305	+46.2%	\$459,779	\$319,625	+43.8%
Median Listing Price	\$295,000	\$225,000	+31.1%	\$295,000	\$222,112	+32.8%
Median Days in RPR	106	195	-45.6%	102.31	182.1	-43.8%
Months of Inventory	2	10.2	-80%	3.8	21.3	-81.9%
Absorption Rate	48.98%	9.8%	+39.2%	26.04%	4.7%	+21.3%
<b>Sales Activity Charts Metrics</b>						
New Pending Sales Count	19	32	-40.6%	42	49	-14.3%
New Pending Sales Volume	\$5,802,999	\$9,203,800	-36.9%	\$11,847,199	\$12,985,500	-8.8%
Pending Sales Count	45	39	+15.4%	N/A	N/A	
Pending Sales Volume	\$12,054,299	\$11,205,900	+7.6%	N/A	N/A	
Closed Sales Count	15	10	+50%	39	25	+56%
Closed Sales Volume	\$3,064,000	\$1,732,500	+76.9%	\$8,870,000	\$5,296,750	+67.5%
Average Sales Price	\$204,267	\$173,250	+17.9%	\$227,436	\$211,870	+7.3%
Median Sales Price	\$185,000	\$170,000	+8.8%	\$218,231	\$182,000	+19.9%

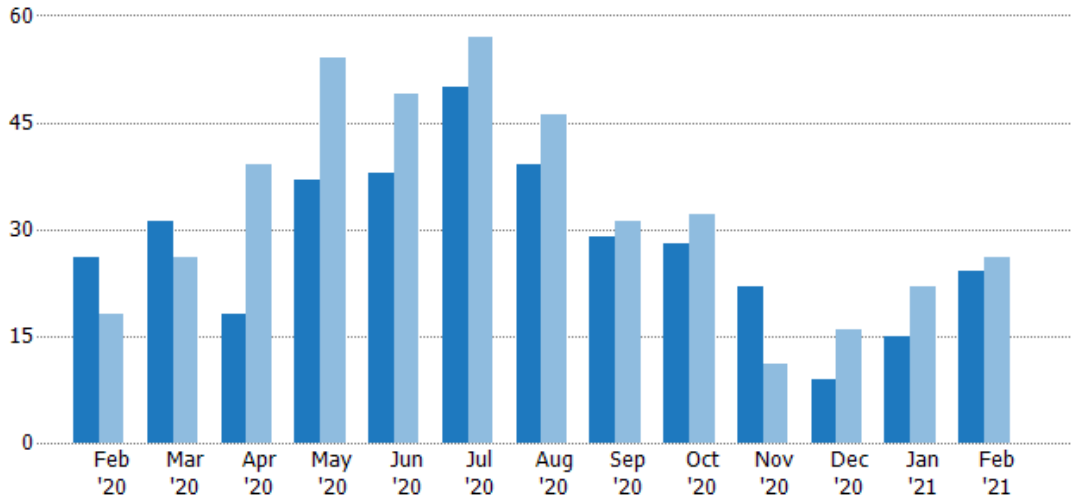
## New Listings

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

Month/Year	Count	% Chg.
Feb '21	24	-7.7%
Feb '20	26	44.4%
Feb '19	18	16.7%



Current Year	26	31	18	37	38	50	39	29	28	22	9	15	24
Prior Year	18	26	39	54	49	57	46	31	32	11	16	22	26
Percent Change from Prior Year	44%	19%	-54%	-31%	-22%	-12%	-15%	-6%	-13%	100%	-44%	-32%	-8%

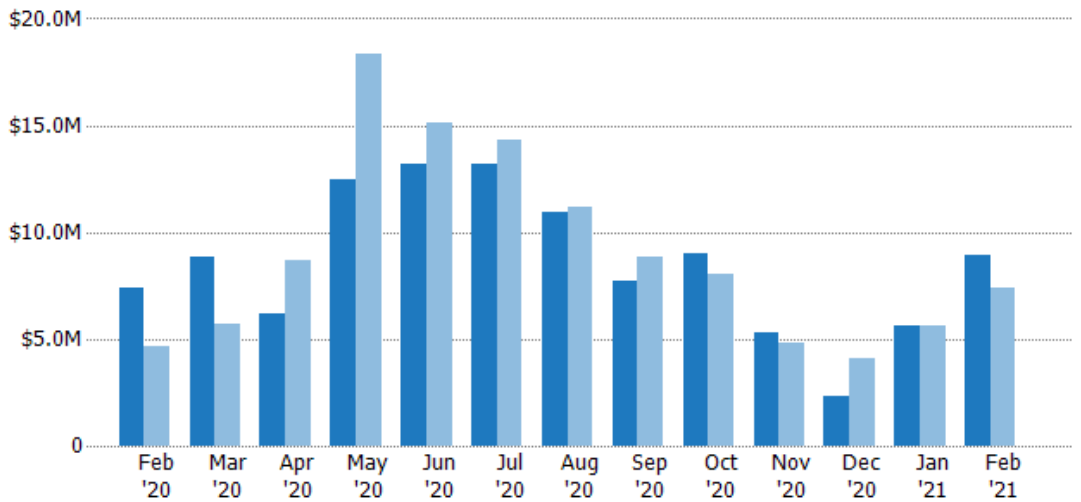
## New Listing Volume

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

Month/Year	Volume	% Chg.
Feb '21	\$8.96M	21.6%
Feb '20	\$7.36M	59%
Feb '19	\$4.63M	-11.3%



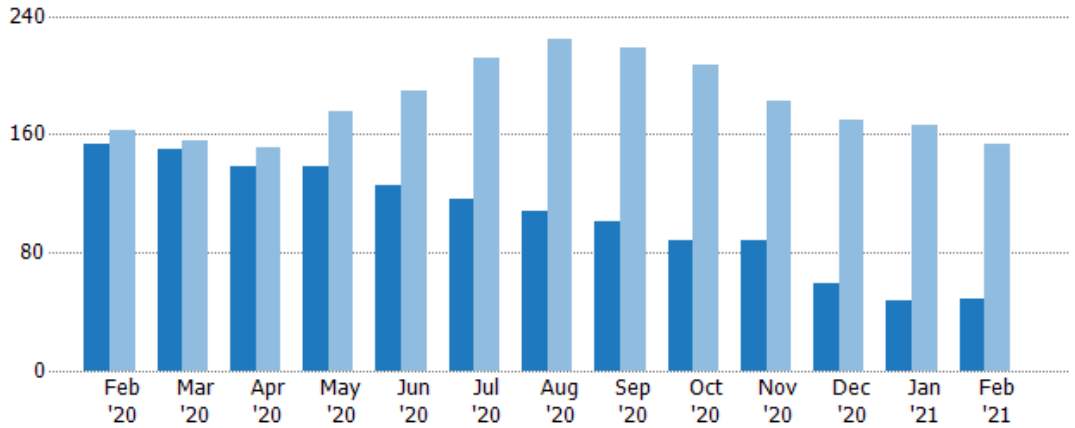
Current Year	\$7.36M	\$8.82M	\$6.15M	\$12.4M	\$13.2M	\$13.2M	\$10.9M	\$7.71M	\$8.98M	\$5.28M	\$2.31M	\$5.66M	\$8.96M
Prior Year	\$4.63M	\$5.67M	\$8.7M	\$18.3M	\$15.1M	\$14.3M	\$11.2M	\$8.86M	\$8.07M	\$4.83M	\$4.12M	\$5.65M	\$7.36M
Percent Change from Prior Year	59%	56%	-29%	-32%	-13%	-8%	-2%	-13%	11%	9%	-44%	0%	22%

## 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



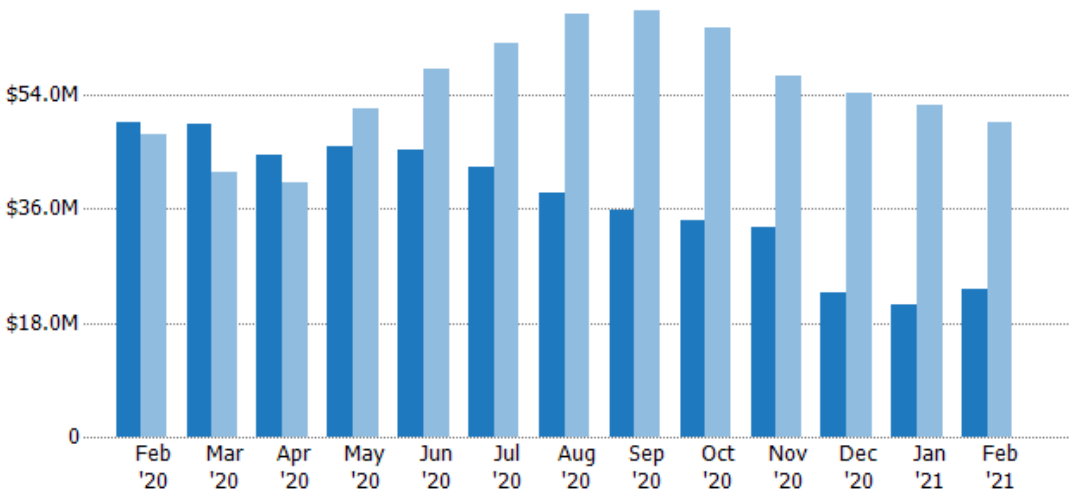
	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21
Current Year	153	150	138	138	125	116	108	101	88	88	59	47	49
Prior Year	163	156	151	175	190	211	224	219	207	182	170	166	153
Percent Change from Prior Year	-6%	-4%	-9%	-21%	-34%	-45%	-52%	-54%	-57%	-52%	-65%	-72%	-68%

## 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



	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21
Current Year	\$49.6M	\$49.5M	\$44.5M	\$45.8M	\$45.4M	\$42.5M	\$38.4M	\$35.9M	\$34.3M	\$33.2M	\$22.9M	\$20.9M	\$23.2M
Prior Year	\$47.8M	\$41.7M	\$40.1M	\$51.7M	\$57.9M	\$62.1M	\$66.6M	\$67.2M	\$64.6M	\$57M	\$54.1M	\$52.3M	\$49.6M
Percent Change from Prior Year	4%	19%	11%	-11%	-22%	-32%	-42%	-47%	-47%	-42%	-58%	-60%	-53%

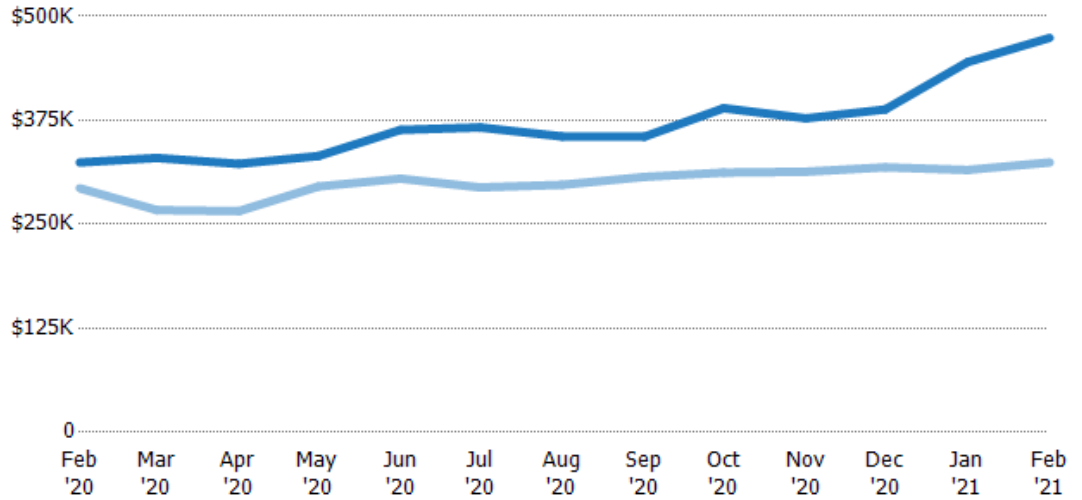
## Average Listing Price

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

Month/Year	Price	% Chg.
Feb '21	\$474K	46.2%
Feb '20	\$324K	10.6%
Feb '19	\$293K	-5.2%



Current Year	\$324K	\$330K	\$323K	\$332K	\$363K	\$366K	\$356K	\$355K	\$390K	\$377K	\$388K	\$445K	\$474K
Prior Year	\$293K	\$267K	\$266K	\$295K	\$305K	\$294K	\$297K	\$307K	\$312K	\$313K	\$318K	\$315K	\$324K
Percent Change from Prior Year	11%	23%	21%	12%	19%	24%	20%	16%	25%	20%	22%	41%	46%

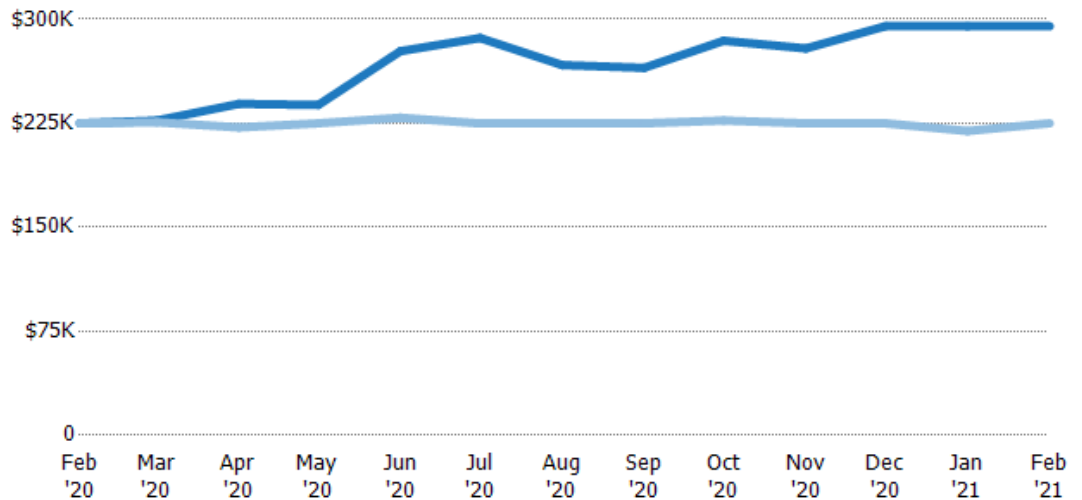
## Median Listing Price

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

Month/Year	Price	% Chg.
Feb '21	\$295K	31.1%
Feb '20	\$225K	0%
Feb '19	\$225K	-6.7%



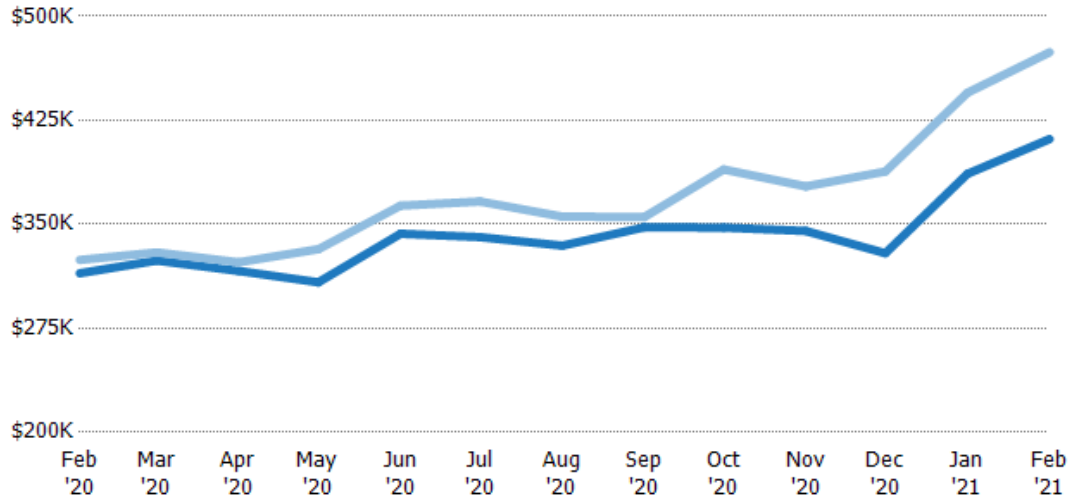
Current Year	\$225K	\$227K	\$239K	\$238K	\$277K	\$287K	\$267K	\$265K	\$285K	\$279K	\$295K	\$295K	\$295K
Prior Year	\$225K	\$226K	\$222K	\$225K	\$229K	\$225K	\$225K	\$225K	\$227K	\$225K	\$225K	\$219K	\$225K
Percent Change from Prior Year	0%	1%	8%	6%	21%	27%	19%	18%	25%	24%	31%	34%	31%

## 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

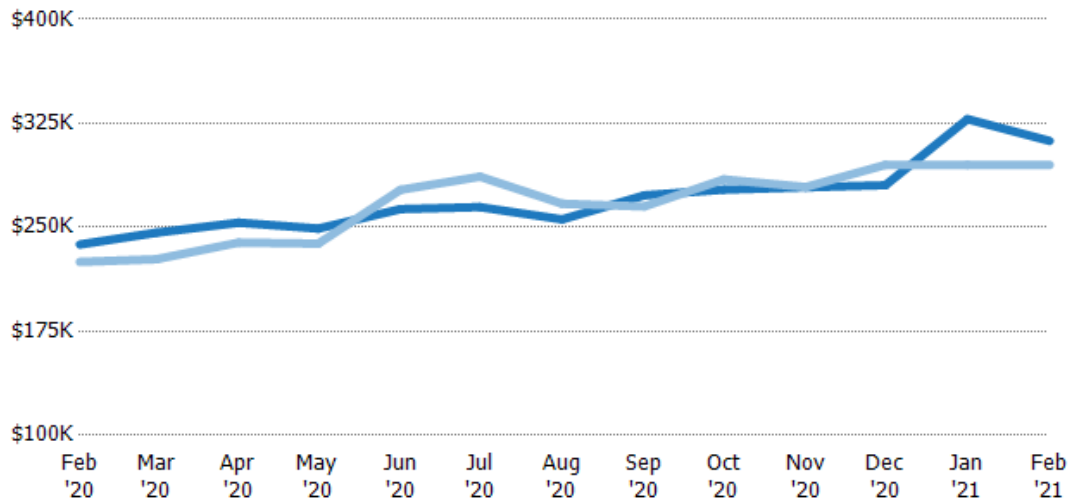


## Median Listing Price vs Median Est Value

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

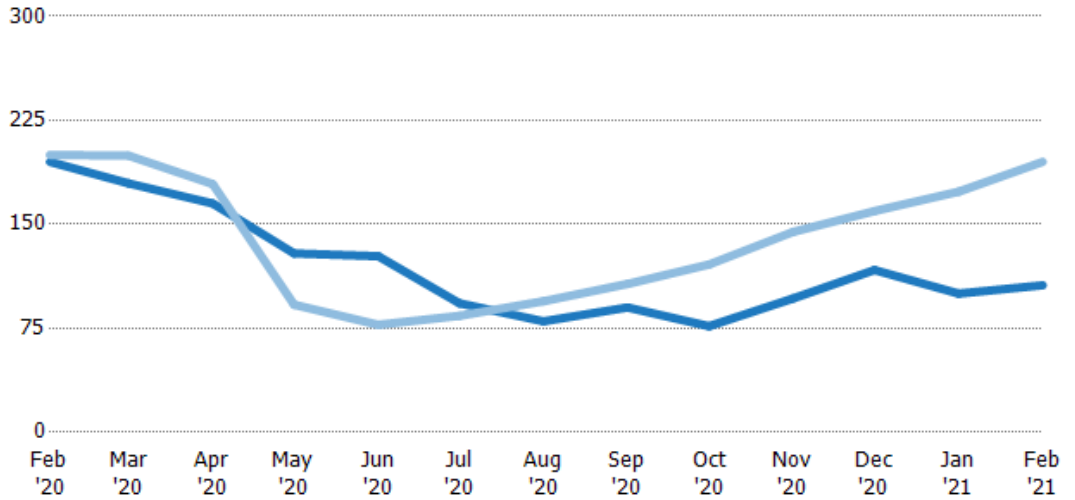


## Median Days in RPR

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.
Feb '21	106	-45.6%
Feb '20	195	-2.5%
Feb '19	200	-8%

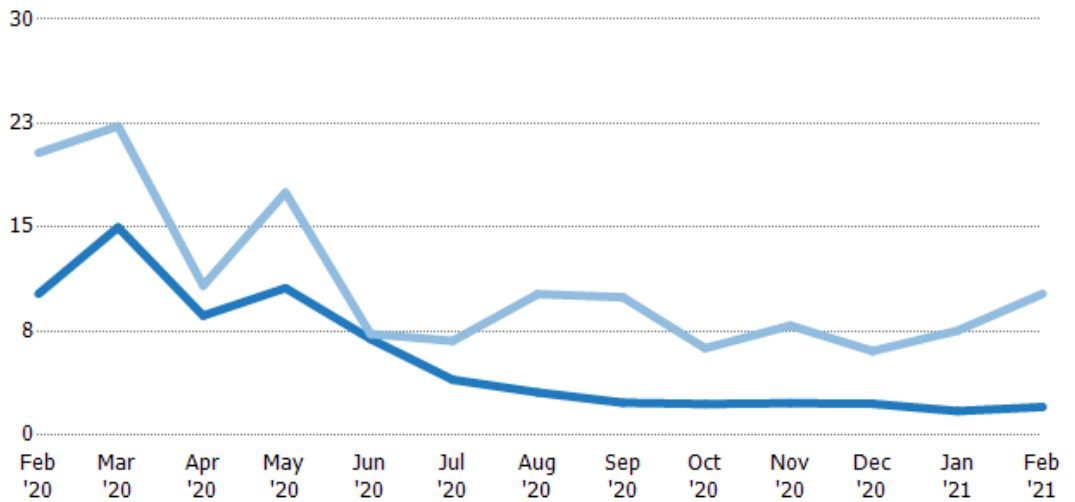
	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21
Current Year	195	180	165	129	127	93	80	90	76.5	96.5	117	100	106
Prior Year	200	200	179	92	77.5	84	94.5	107	121	145	160	174	195
Percent Change from Prior Year	-3%	-10%	-8%	40%	64%	11%	-15%	-16%	-37%	-33%	-27%	-42%	-46%

## 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.
Feb '21	2.04	-80%
Feb '20	10.2	-49.9%
Feb '19	20.4	-44.3%

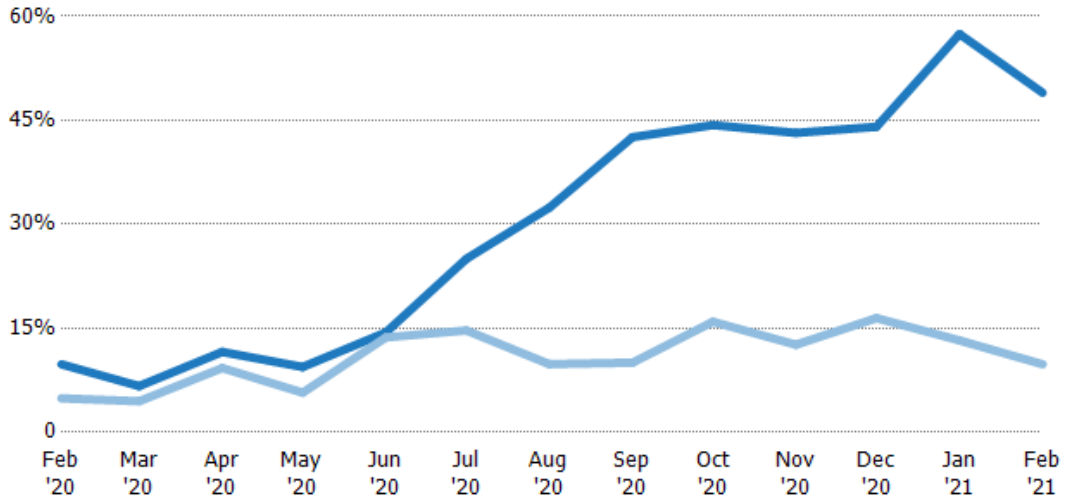
	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21
Current Year	10.2	15	8.63	10.6	6.94	4	3.09	2.35	2.26	2.32	2.27	1.74	2.04
Prior Year	20.4	22.3	10.8	17.5	7.31	6.81	10.2	9.95	6.27	7.91	6.07	7.55	10.2
Percent Change from Prior Year	-50%	-33%	-20%	-39%	-5%	-41%	-70%	-76%	-64%	-71%	-63%	-77%	-80%

## Absorption Rate

The percentage of inventory sold per month.

### Filters Used

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



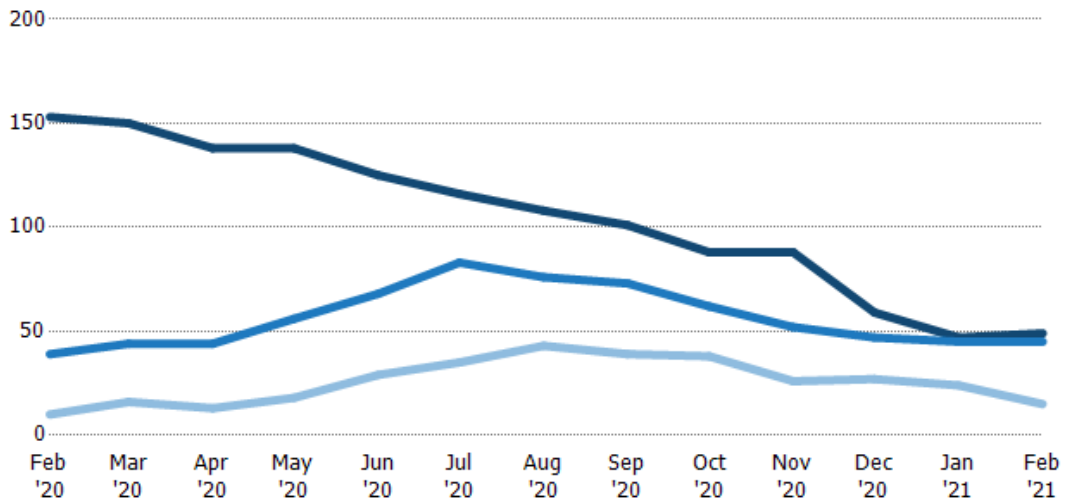
	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21
Current Year	10%	7%	12%	9%	14%	25%	32%	43%	44%	43%	44%	57%	49%
Prior Year	5%	4%	9%	6%	14%	15%	10%	10%	16%	13%	16%	13%	10%
Change from Prior Year	-5%	-2%	-2%	-4%	-1%	-10%	-23%	-33%	-28%	-31%	-28%	-44%	-39%

## 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



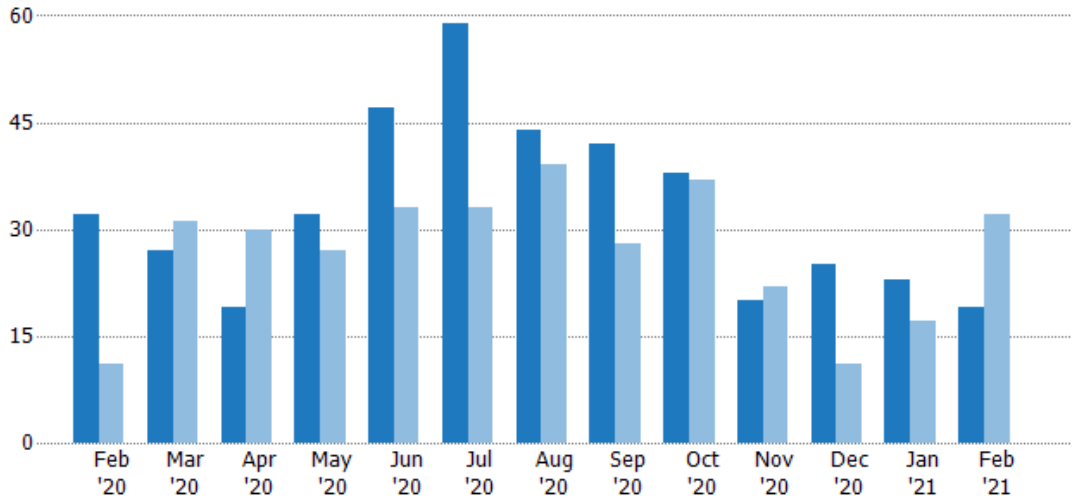
	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21
Active	153	150	138	138	125	116	108	101	88	88	59	47	49
Pending	39	44	44	56	68	83	76	73	62	52	47	45	45
Sold	10	16	13	18	29	35	43	39	38	26	27	24	15

## 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



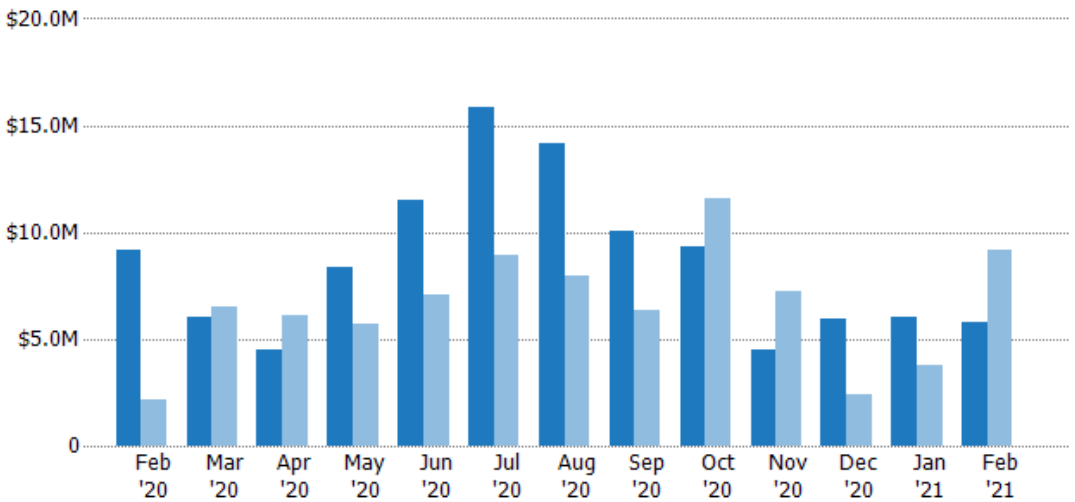
	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21
Current Year	32	27	19	32	47	59	44	42	38	20	25	23	19
Prior Year	11	31	30	27	33	33	39	28	37	22	11	17	32
Percent Change from Prior Year	191%	-13%	-37%	19%	42%	79%	13%	50%	3%	-9%	127%	35%	-41%

## 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



	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21
Current Year	\$9.2M	\$6.04M	\$4.53M	\$8.38M	\$11.5M	\$15.8M	\$14.2M	\$10M	\$9.36M	\$4.49M	\$5.94M	\$6.04M	\$5.8M
Prior Year	\$2.15M	\$6.52M	\$6.08M	\$5.69M	\$7.08M	\$8.89M	\$7.95M	\$6.32M	\$11.6M	\$7.24M	\$2.37M	\$3.78M	\$9.2M
Percent Change from Prior Year	328%	-7%	-26%	47%	62%	78%	79%	58%	-19%	-38%	150%	60%	-37%



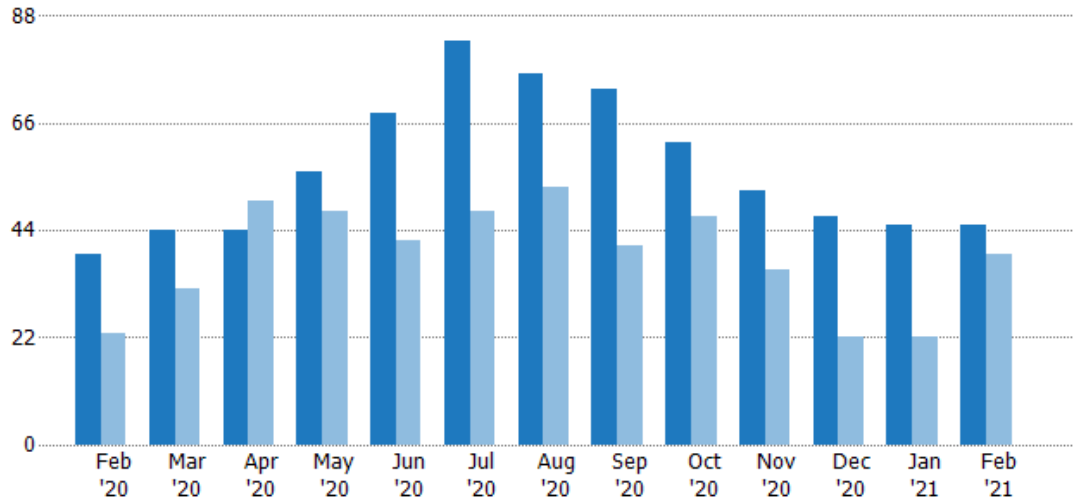
## Pending Sales

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.
Feb '21	45	15.4%
Feb '20	39	69.6%
Feb '19	23	43.5%



	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21
Current Year	39	44	44	56	68	83	76	73	62	52	47	45	45
Prior Year	23	32	50	48	42	48	53	41	47	36	22	22	39
Percent Change from Prior Year	70%	38%	-12%	17%	62%	73%	43%	78%	32%	44%	114%	105%	15%

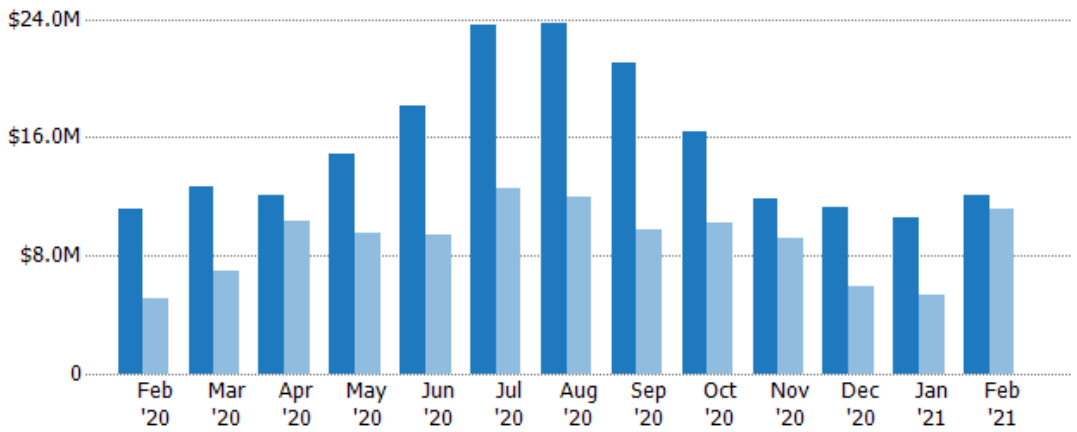
## Pending Sales Volume

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.
Feb '21	\$12.1M	7.6%
Feb '20	\$11.2M	121.1%
Feb '19	\$5.07M	25.3%



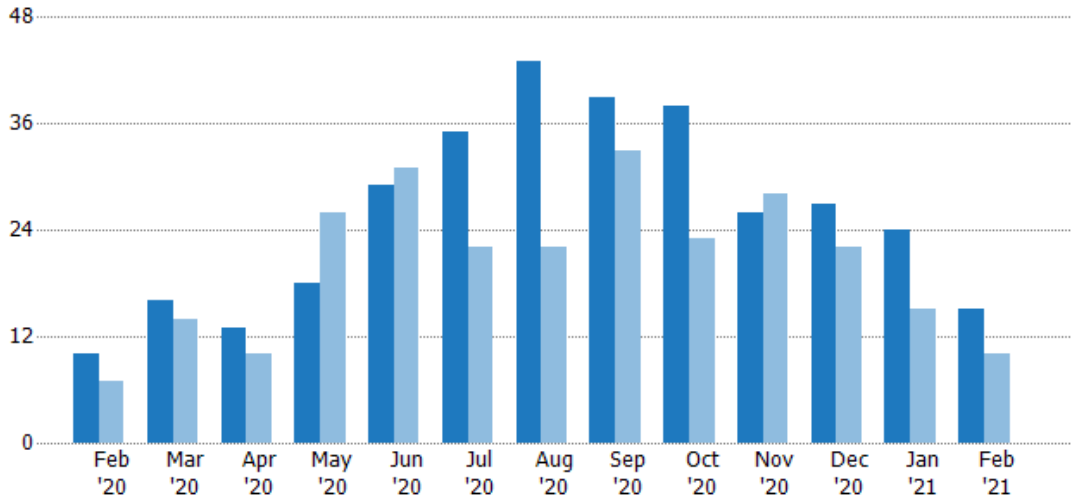
	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21
Current Year	\$11.2M	\$12.7M	\$12.1M	\$14.9M	\$18.2M	\$23.6M	\$23.7M	\$21M	\$16.4M	\$11.9M	\$11.3M	\$10.6M	\$12.1M
Prior Year	\$5.07M	\$6.92M	\$10.4M	\$9.54M	\$9.39M	\$12.6M	\$11.9M	\$9.75M	\$10.2M	\$9.15M	\$5.94M	\$5.33M	\$11.2M
Percent Change from Prior Year	121%	83%	17%	56%	93%	88%	99%	115%	60%	30%	90%	99%	8%

## 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



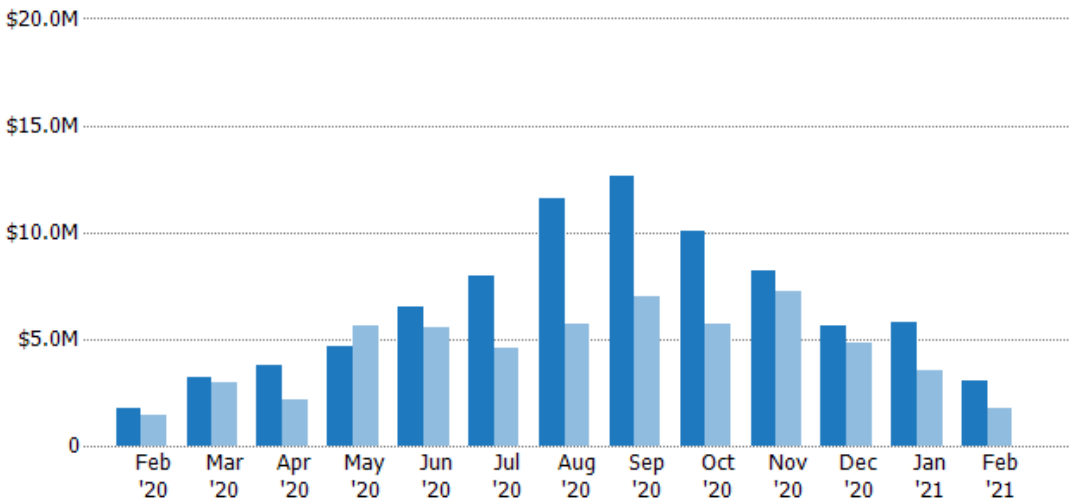
	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21
Current Year	10	16	13	18	29	35	43	39	38	26	27	24	15
Prior Year	7	14	10	26	31	22	22	33	23	28	22	15	10
Percent Change from Prior Year	43%	14%	30%	-31%	-6%	59%	95%	18%	65%	-7%	23%	60%	50%

## 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



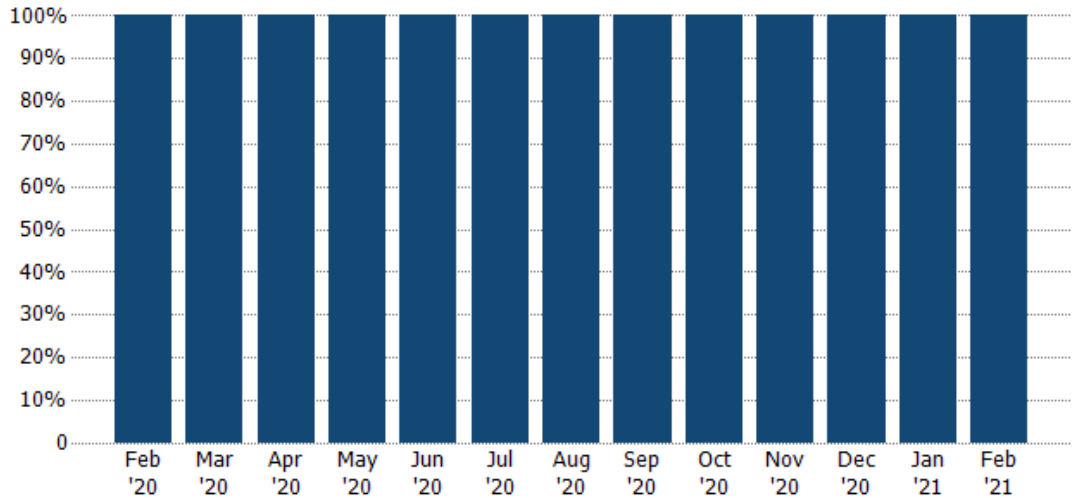
	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21
Current Year	\$1.73M	\$3.21M	\$3.76M	\$4.62M	\$6.49M	\$7.95M	\$11.6M	\$12.7M	\$10M	\$8.22M	\$5.62M	\$5.81M	\$3.06M
Prior Year	\$1.42M	\$2.95M	\$2.19M	\$5.61M	\$5.57M	\$4.55M	\$5.74M	\$6.95M	\$5.72M	\$7.21M	\$4.8M	\$3.56M	\$1.73M
Percent Change from Prior Year	22%	9%	72%	-18%	17%	75%	101%	82%	75%	14%	17%	63%	77%

## 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



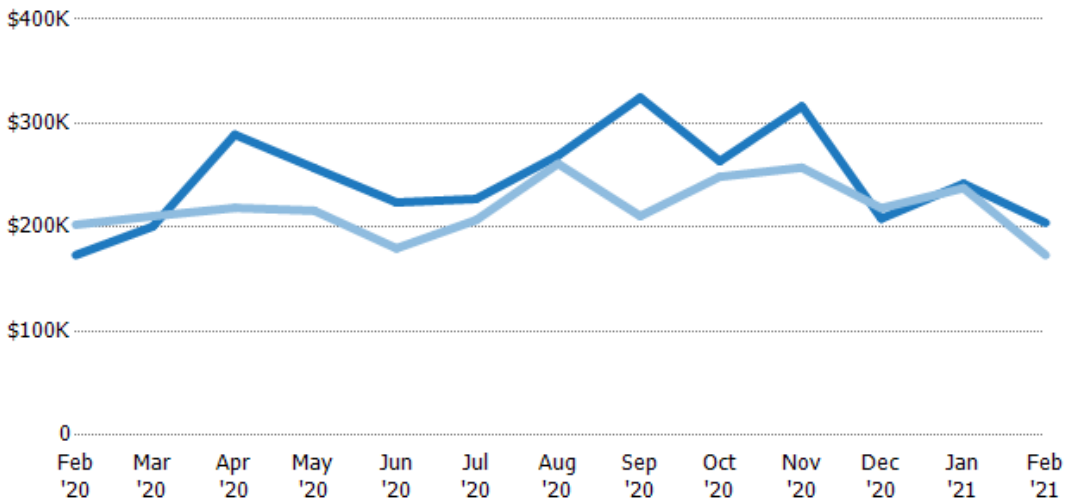
Single Family Residence	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
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## Average Sales Price

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



Month/Year	Price	% Chg.
Feb '21	\$204K	17.9%
Feb '20	\$173K	-14.4%
Feb '19	\$202K	-7.9%

Month	Current Year	Prior Year	Percent Change from Prior Year
Feb '20	\$173K	\$202K	-14%
Mar '20	\$201K	\$211K	-5%
Apr '20	\$289K	\$219K	32%
May '20	\$257K	\$216K	19%
Jun '20	\$224K	\$180K	25%
Jul '20	\$227K	\$207K	10%
Aug '20	\$269K	\$261K	3%
Sep '20	\$325K	\$211K	54%
Oct '20	\$264K	\$249K	6%
Nov '20	\$316K	\$257K	23%
Dec '20	\$208K	\$218K	-5%
Jan '21	\$242K	\$238K	2%
Feb '21	\$204K	\$173K	18%

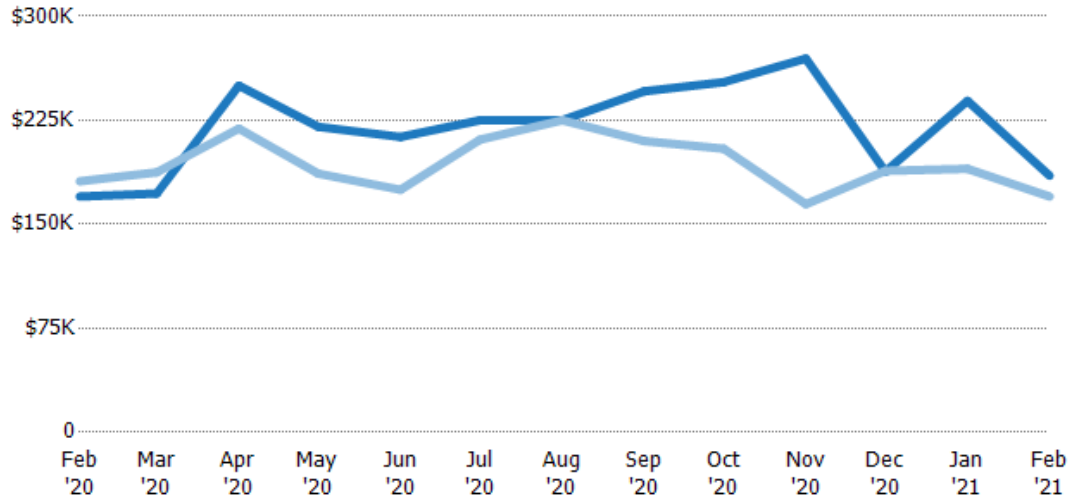
## Median Sales Price

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.
Feb '21	\$185K	8.8%
Feb '20	\$170K	-6.1%
Feb '19	\$181K	1.9%



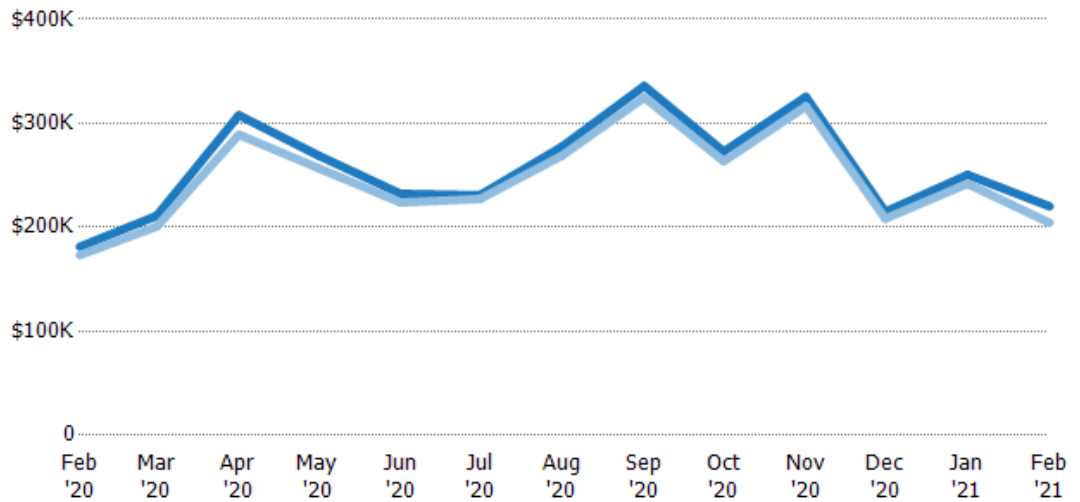
Current Year	\$170K	\$172K	\$250K	\$220K	\$213K	\$225K	\$225K	\$246K	\$253K	\$270K	\$188K	\$239K	\$185K
Prior Year	\$181K	\$187K	\$219K	\$187K	\$175K	\$211K	\$225K	\$210K	\$205K	\$165K	\$189K	\$190K	\$170K
Percent Change from Prior Year	-6%	-8%	14%	18%	22%	7%	0%	17%	23%	64%	0%	26%	9%

## 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



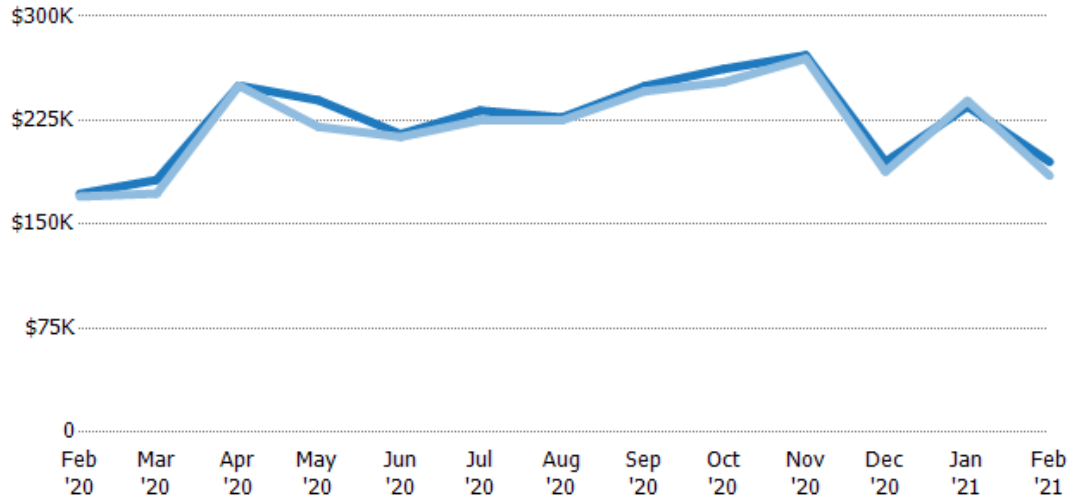
Avg List Price	\$181K	\$211K	\$308K	\$269K	\$232K	\$231K	\$278K	\$336K	\$273K	\$325K	\$215K	\$250K	\$220K
Avg Sales Price	\$173K	\$201K	\$289K	\$257K	\$224K	\$227K	\$269K	\$325K	\$264K	\$316K	\$208K	\$242K	\$204K
Avg Sales Price as a % of Avg List Price	96%	95%	94%	95%	96%	98%	97%	97%	97%	97%	97%	97%	93%

## 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



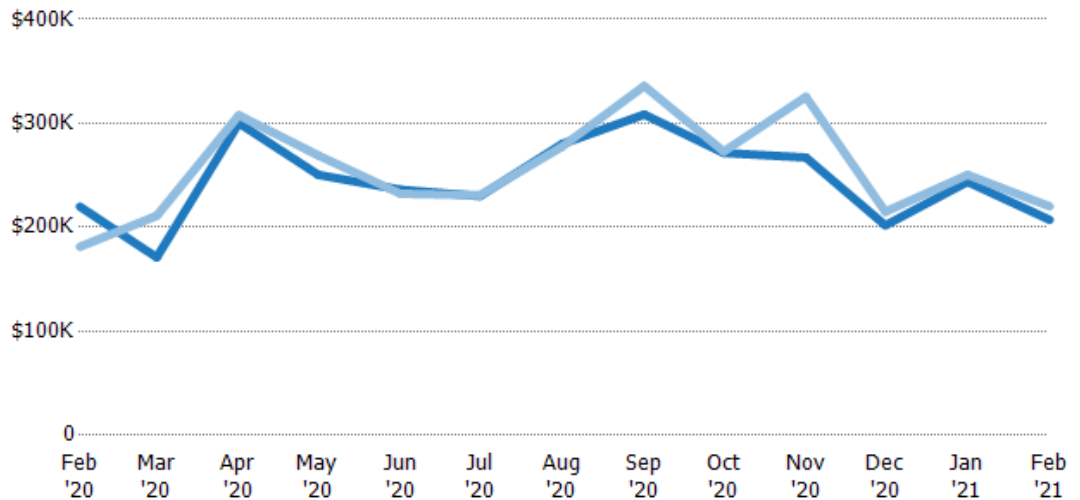
	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21
Median List Price	\$172K	\$182K	\$250K	\$239K	\$215K	\$232K	\$227K	\$250K	\$262K	\$272K	\$195K	\$235K	\$195K
Median Sales Price	\$170K	\$172K	\$250K	\$220K	\$213K	\$225K	\$225K	\$246K	\$253K	\$270K	\$188K	\$239K	\$185K
Med Sales Price as a % of Med List Price	99%	95%	100%	92%	99%	97%	99%	99%	96%	99%	96%	102%	95%

## 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



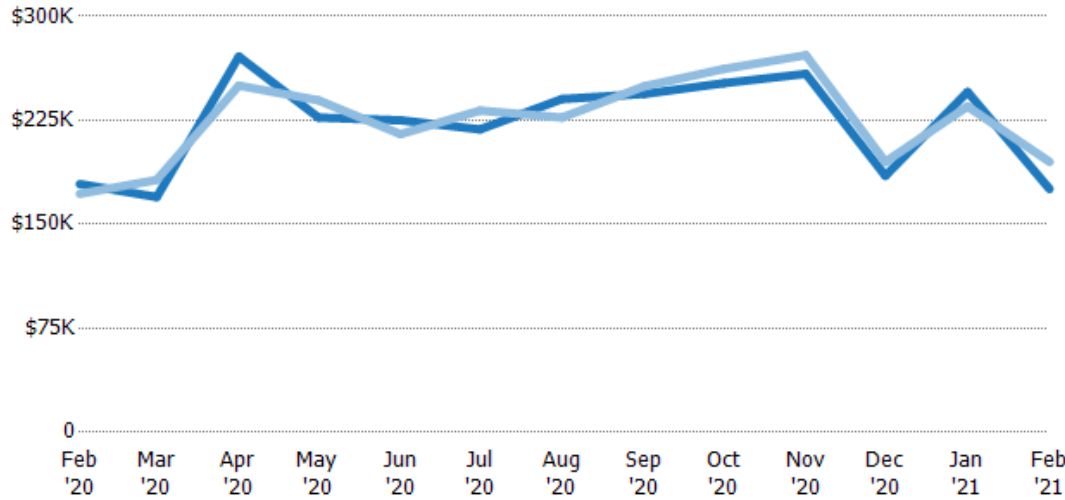
	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21
Avg Est Value	\$220K	\$171K	\$300K	\$250K	\$236K	\$230K	\$280K	\$308K	\$271K	\$267K	\$202K	\$244K	\$207K
Avg Sales Price	\$181K	\$211K	\$308K	\$269K	\$232K	\$231K	\$278K	\$336K	\$273K	\$325K	\$215K	\$250K	\$220K
Avg Sales Price as a % of Avg Est Value	82%	123%	103%	107%	98%	100%	99%	109%	100%	122%	106%	103%	106%

## 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



	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21
Median Est Value	\$179K	\$170K	\$271K	\$227K	\$225K	\$218K	\$240K	\$244K	\$252K	\$259K	\$185K	\$245K	\$175K
Median Sales Price	\$172K	\$182K	\$250K	\$239K	\$215K	\$232K	\$227K	\$250K	\$262K	\$272K	\$195K	\$235K	\$195K
Med Sales Price as a % of Med Est Value	96%	107%	92%	105%	96%	106%	94%	102%	104%	105%	105%	96%	111%