

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	40	26	+53.8%	88	80	+10%
New Listing Volume	\$11,001,799	\$6,603,700	+66.6%	\$24,201,099	\$21,800,819	+11%
Active Listing Count	93	235	-60.4%	N/A	N/A	
Active Listing Volume	\$39,595,098	\$63,179,617	-37.3%	N/A	N/A	
Average Listing Price	\$425,754	\$268,849	+58.4%	\$402,201	\$259,270	+55.1%
Median Listing Price	\$254,000	\$199,000	+27.6%	\$251,402	\$194,363	+29.3%
Median Days in RPR	134	237	-43.5%	133.31	222.38	-40.1%
Months of Inventory	3.2	10.2	-68.6%	5	11.5	-56.6%
Absorption Rate	31.18%	9.79%	+21.4%	20%	8.69%	+11.3%
Sales Activity Charts Metrics						
New Pending Sales Count	56	38	+47.4%	124	83	+49.4%
New Pending Sales Volume	\$13,255,699	\$6,689,499	+98.2%	\$29,719,599	\$15,125,718	+96.5%
Pending Sales Count	81	37	+118.9%	N/A	N/A	
Pending Sales Volume	\$20,722,300	\$8,165,019	+153.8%	N/A	N/A	
Closed Sales Count	26	22	+18.2%	84	65	+29.2%
Closed Sales Volume	\$5,492,900	\$4,073,000	+34.9%	\$19,464,000	\$11,092,929	+75.5%
Average Sales Price	\$211,265	\$185,136	+14.1%	\$231,714	\$170,660	+35.8%
Median Sales Price	\$177,000	\$163,500	+8.3%	\$201,512	\$148,938	+35.3%

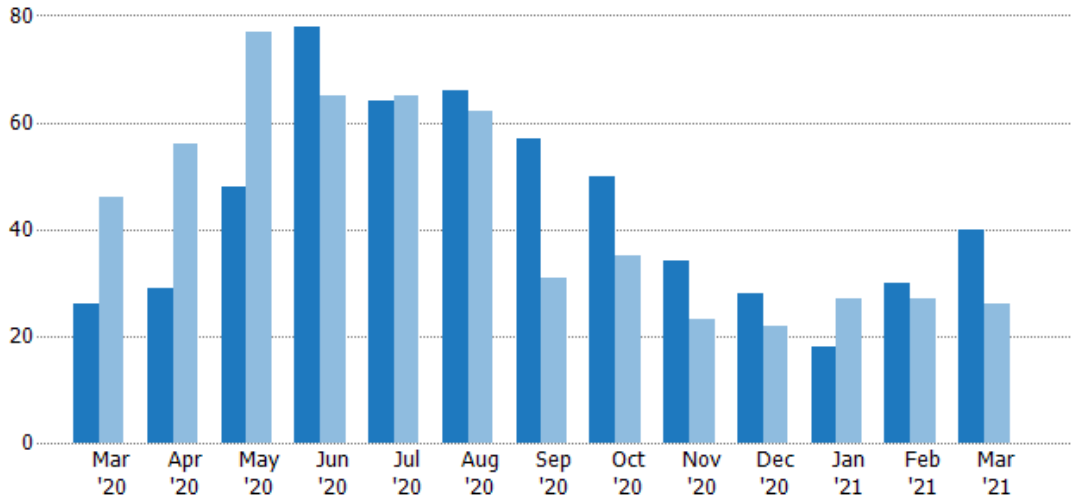
New Listings

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

Month/Year	Count	% Chg.
Mar '21	40	53.8%
Mar '20	26	-43.5%
Mar '19	46	34.8%



	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	26	29	48	78	64	66	57	50	34	28	18	30	40
Prior Year	46	56	77	65	65	62	31	35	23	22	27	27	26
Percent Change from Prior Year	-43%	-48%	-38%	20%	-2%	6%	84%	43%	48%	27%	-33%	11%	54%

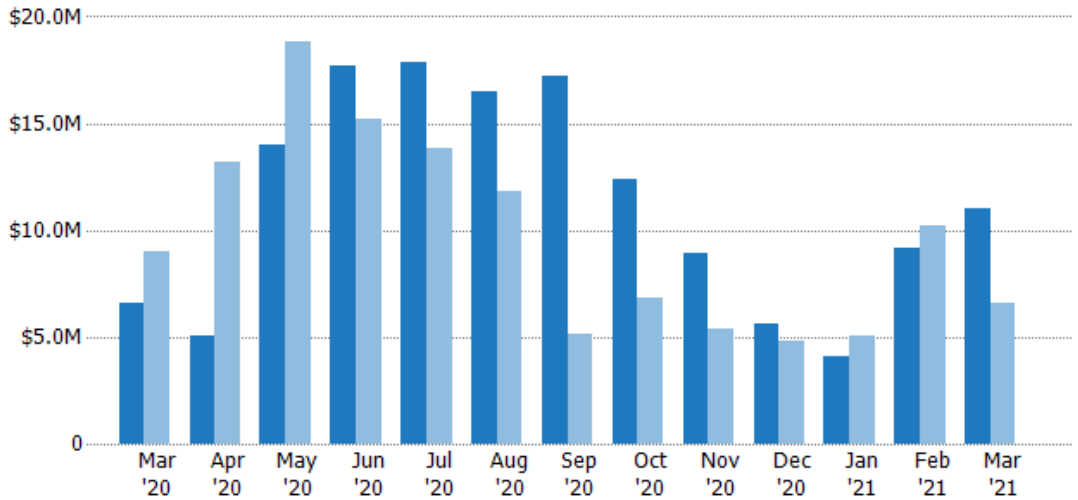
New Listing Volume

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

Month/Year	Volume	% Chg.
Mar '21	\$11M	66.6%
Mar '20	\$6.6M	-26.7%
Mar '19	\$9.01M	79.6%



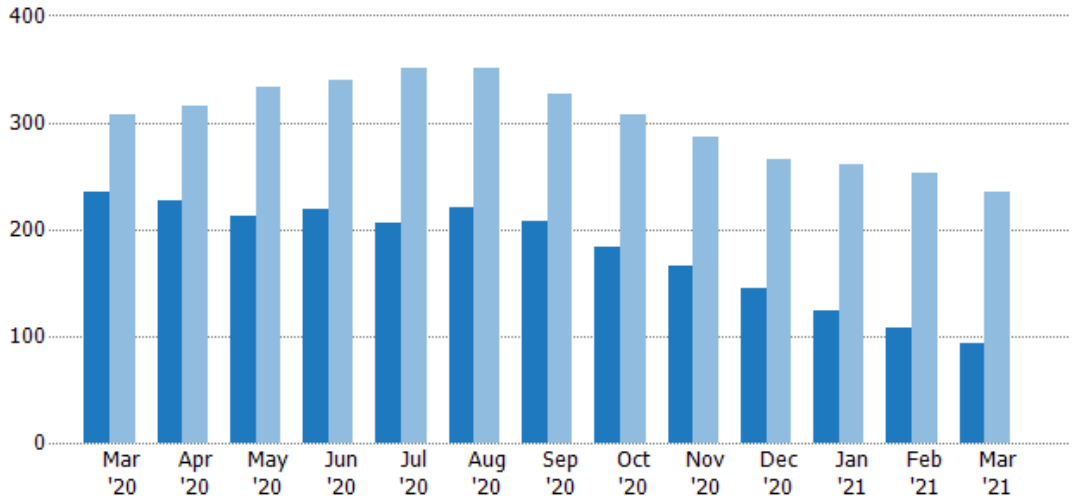
	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21
Current Year	\$6.6M	\$5.04M	\$14M	\$17.7M	\$17.8M	\$16.5M	\$17.2M	\$12.4M	\$8.94M	\$5.66M	\$4.06M	\$9.14M	\$11M
Prior Year	\$9.01M	\$13.2M	\$18.8M	\$15.2M	\$13.9M	\$11.9M	\$5.15M	\$6.86M	\$5.36M	\$4.84M	\$5.02M	\$10.2M	\$6.6M
Percent Change from Prior Year	-27%	-62%	-26%	17%	29%	39%	234%	81%	67%	17%	-19%	-10%	67%

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



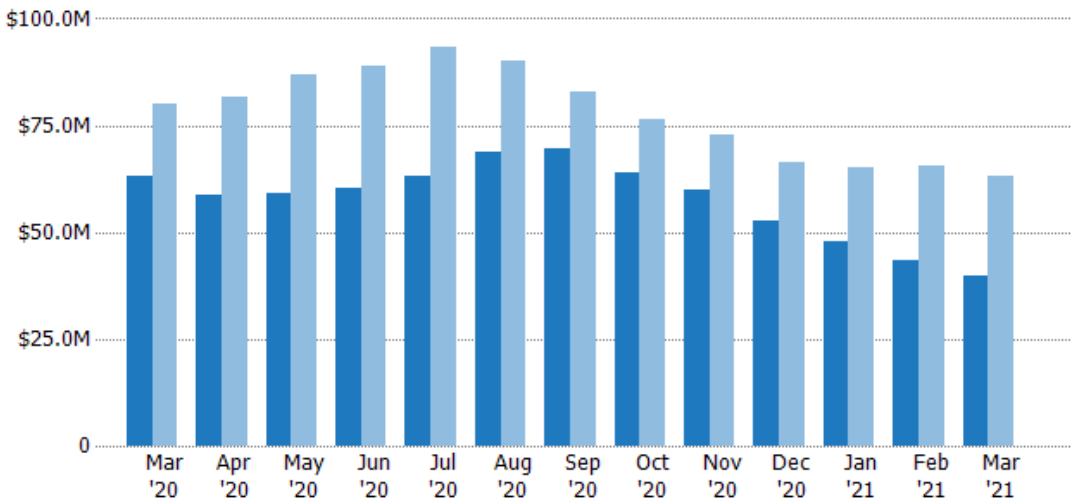
	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21
Current Year	235	226	212	218	206	221	207	183	166	144	124	108	93
Prior Year	308	316	333	339	350	350	326	308	287	266	261	252	235
Percent Change from Prior Year	-24%	-28%	-36%	-36%	-41%	-37%	-37%	-41%	-42%	-46%	-52%	-57%	-60%

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



	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	\$63.2M	\$58.7M	\$59M	\$60.5M	\$63M	\$68.9M	\$69.6M	\$64M	\$59.9M	\$52.8M	\$47.8M	\$43.3M	\$39.6M
Prior Year	\$80.2M	\$81.6M	\$87.1M	\$88.9M	\$93.4M	\$90.2M	\$82.9M	\$76.5M	\$72.6M	\$66.4M	\$65.2M	\$65.6M	\$63.2M
Percent Change from Prior Year	-21%	-28%	-32%	-32%	-33%	-24%	-16%	-16%	-17%	-20%	-27%	-34%	-37%

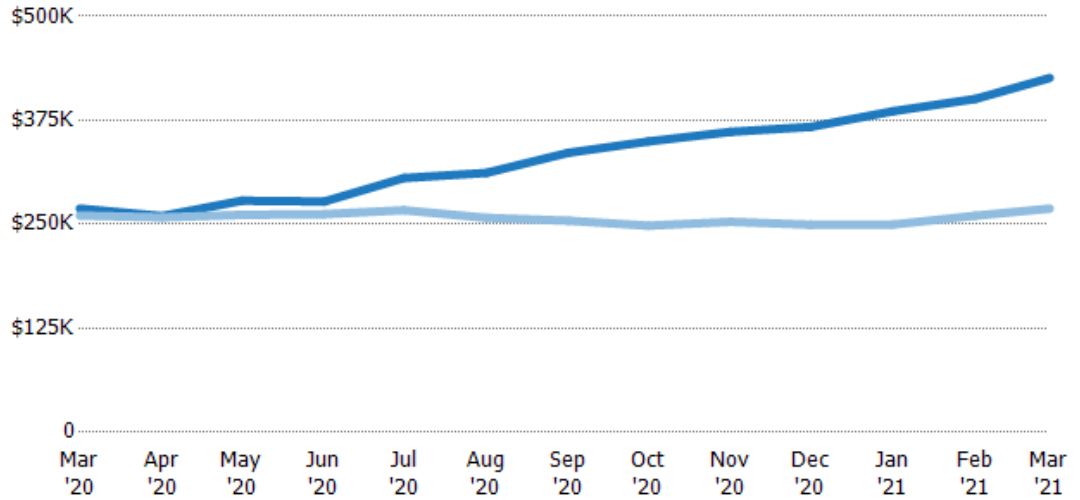
Average Listing Price

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

Month/Year	Price	% Chg.
Mar '21	\$426K	58.4%
Mar '20	\$269K	3.2%
Mar '19	\$261K	-3%



Current Year	\$269K	\$260K	\$278K	\$277K	\$306K	\$312K	\$336K	\$350K	\$361K	\$367K	\$386K	\$401K	\$426K
Prior Year	\$261K	\$258K	\$261K	\$262K	\$267K	\$258K	\$254K	\$248K	\$253K	\$250K	\$250K	\$260K	\$269K
Percent Change from Prior Year	3%	1%	6%	6%	15%	21%	32%	41%	43%	47%	55%	54%	58%

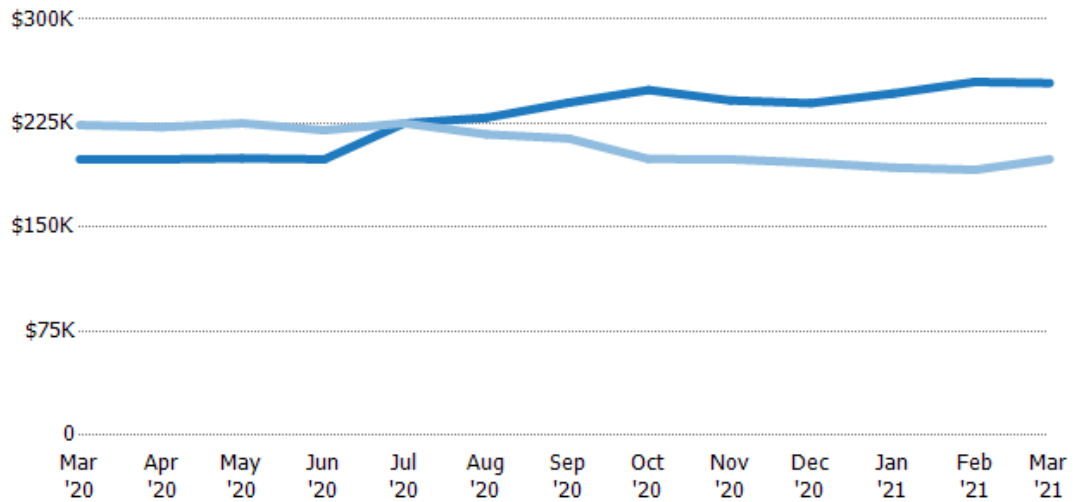
Median Listing Price

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

Month/Year	Price	% Chg.
Mar '21	\$254K	27.6%
Mar '20	\$199K	-11.1%
Mar '19	\$224K	-11.1%



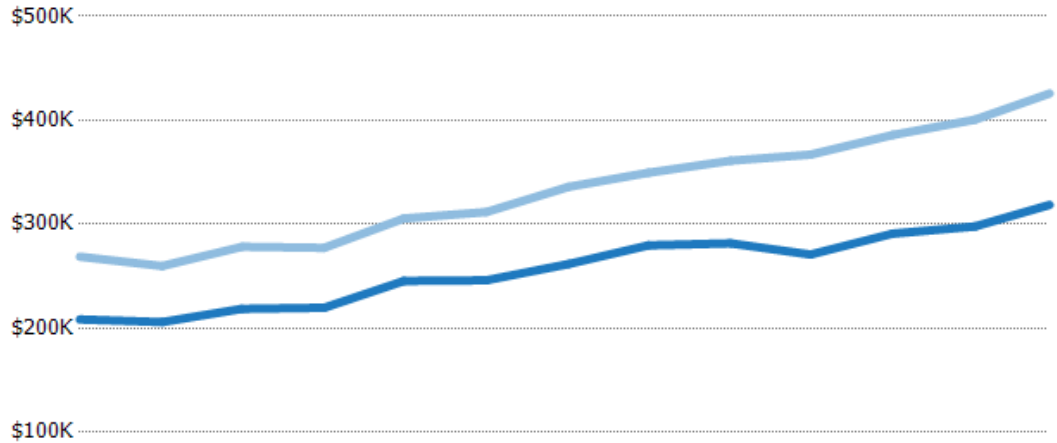
Current Year	\$199K	\$199K	\$200K	\$199K	\$225K	\$229K	\$240K	\$249K	\$241K	\$239K	\$246K	\$255K	\$254K
Prior Year	\$224K	\$222K	\$225K	\$220K	\$225K	\$217K	\$214K	\$199K	\$199K	\$197K	\$193K	\$191K	\$199K
Percent Change from Prior Year	-11%	-10%	-11%	-10%	0%	6%	12%	25%	21%	22%	28%	33%	28%

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



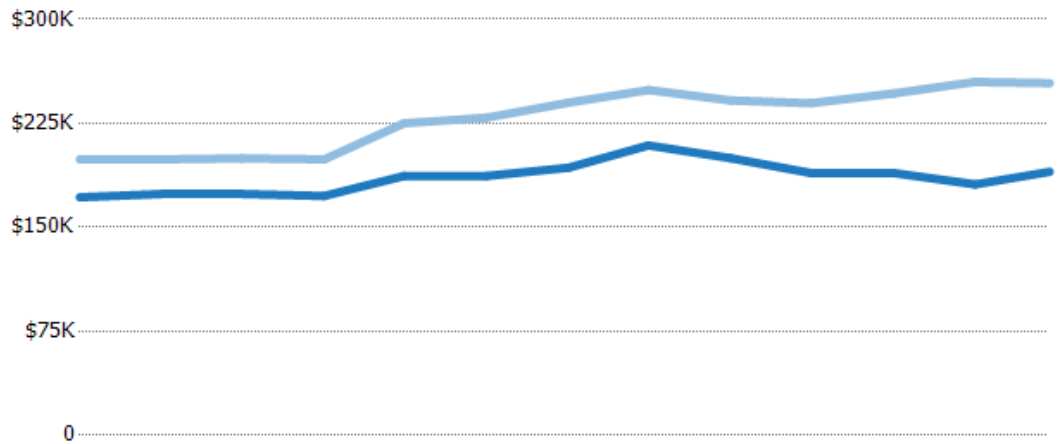
	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21
Avg Est Value	\$208K	\$206K	\$219K	\$220K	\$246K	\$246K	\$262K	\$280K	\$282K	\$271K	\$291K	\$298K	\$319K
Avg Listing Price	\$269K	\$260K	\$278K	\$277K	\$306K	\$312K	\$336K	\$350K	\$361K	\$367K	\$386K	\$401K	\$426K
Avg Listing Price as a % of Avg Est Value	129%	126%	127%	126%	124%	127%	128%	125%	128%	135%	133%	134%	134%

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



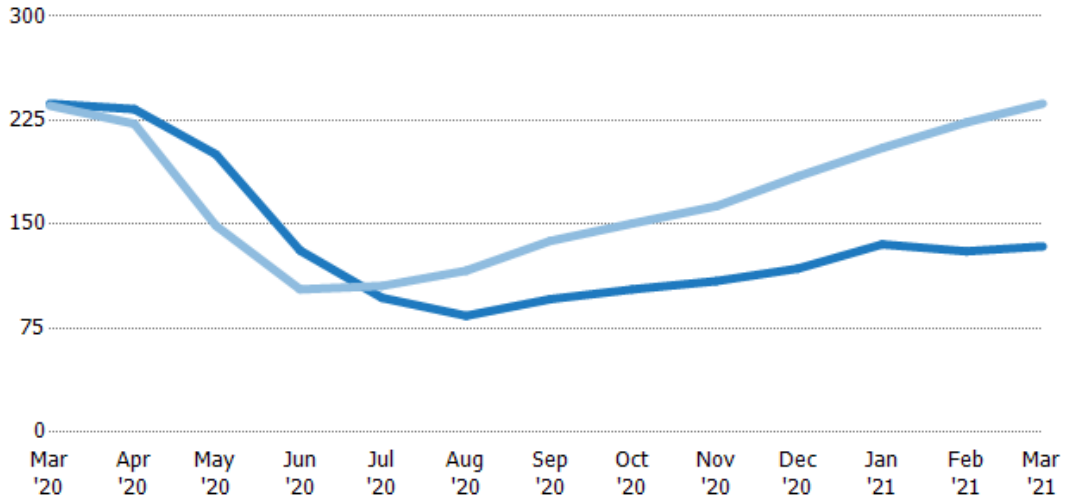
	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21
Median Est Value	\$172K	\$174K	\$174K	\$173K	\$187K	\$187K	\$193K	\$209K	\$200K	\$189K	\$189K	\$181K	\$190K
Median Listing Price	\$199K	\$199K	\$200K	\$199K	\$225K	\$229K	\$240K	\$249K	\$241K	\$239K	\$246K	\$255K	\$254K
Med Listing Price as a % of Med Est Value	116%	114%	115%	115%	120%	122%	124%	119%	121%	127%	130%	141%	134%

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



Month/Year	Days	% Chg.
Mar '21	134	-43.5%
Mar '20	237	0.6%
Mar '19	236	-15.5%

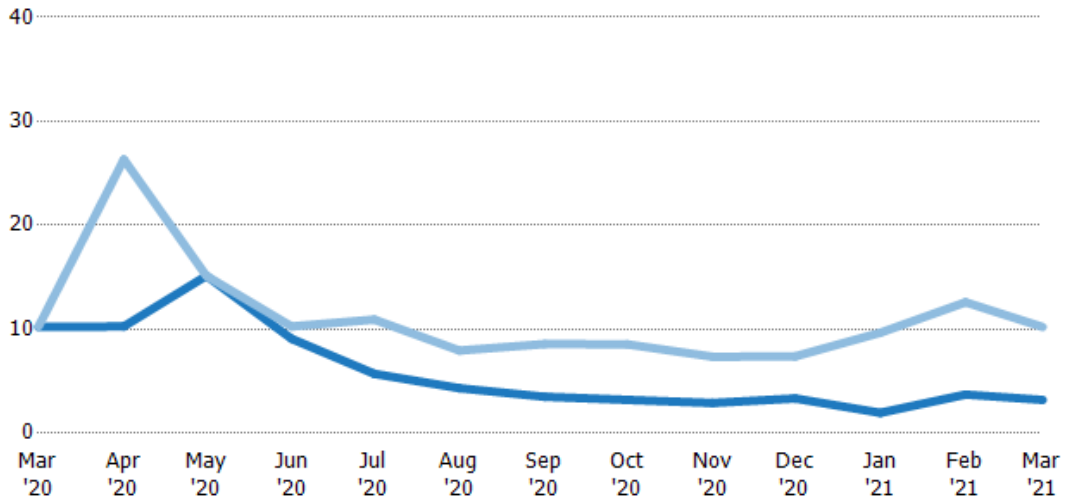
Current Year	237	233	201	131	97	84	96	103	109	118	136	131	134
Prior Year	236	223	149	103	106	117	138	151	163	185	205	224	237
Percent Change from Prior Year	1%	5%	35%	27%	-8%	-28%	-30%	-32%	-33%	-36%	-34%	-42%	-43%

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



Month/Year	Months	% Chg.
Mar '21	3.21	-68.6%
Mar '20	10.2	-0.5%
Mar '19	10.3	249.7%

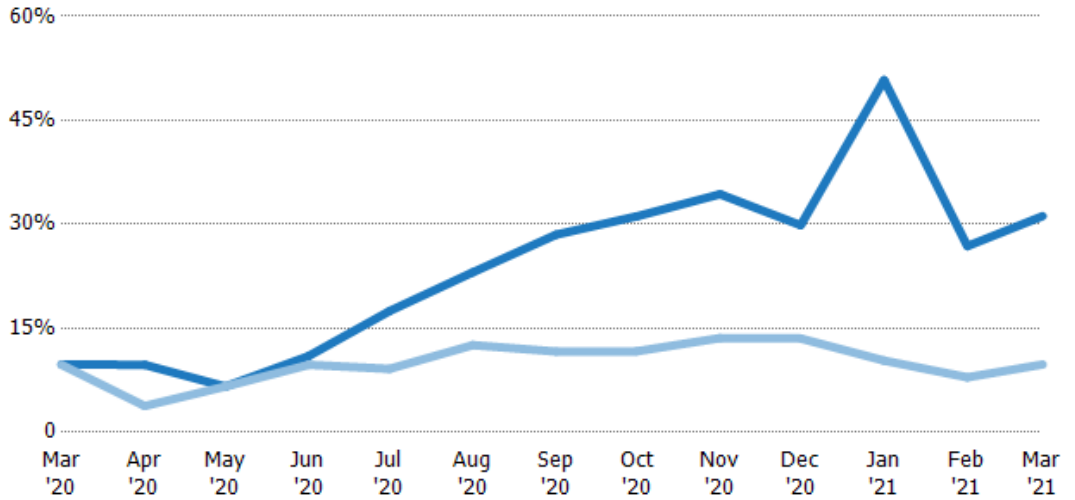
Current Year	10.2	10.3	15.1	9.08	5.72	4.33	3.51	3.21	2.91	3.35	1.97	3.72	3.21
Prior Year	10.3	26.3	15.1	10.3	10.9	7.95	8.58	8.56	7.36	7.39	9.67	12.6	10.2
Percent Change from Prior Year	0%	-61%	0%	-12%	-48%	-46%	-59%	-62%	-60%	-55%	-80%	-70%	-69%

Absorption Rate

The percentage of inventory sold per month.

Filters Used

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



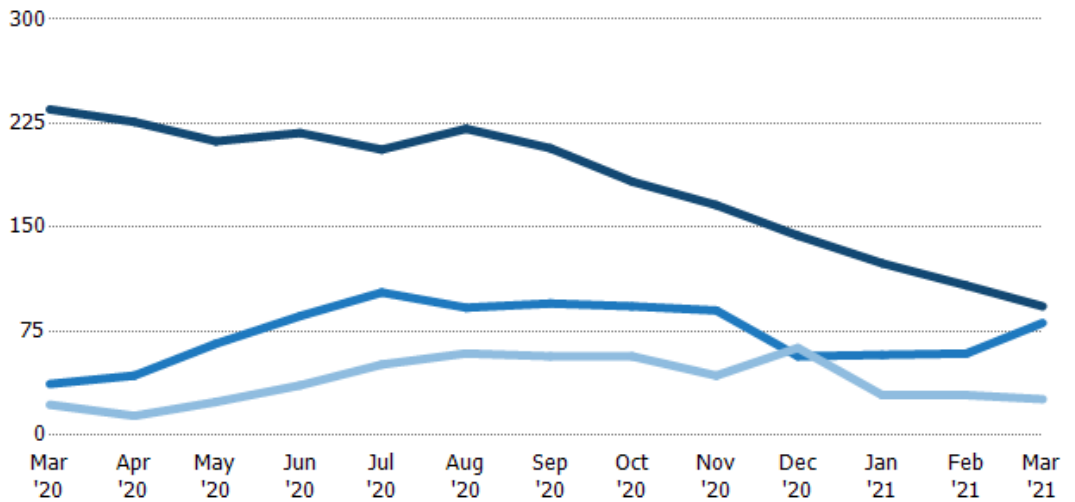
	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21
Current Year	10%	10%	7%	11%	17%	23%	29%	31%	34%	30%	51%	27%	31%
Prior Year	10%	4%	7%	10%	9%	13%	12%	12%	14%	14%	10%	8%	10%
Change from Prior Year	0%	-6%	0%	-1%	-8%	-11%	-17%	-19%	-21%	-16%	-40%	-19%	-21%

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



	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
Active	235	226	212	218	206	221	207	183	166	144	124	108	93
Pending	37	43	66	86	103	92	95	93	90	57	58	59	81
Sold	22	14	24	36	51	59	57	57	43	63	29	29	26

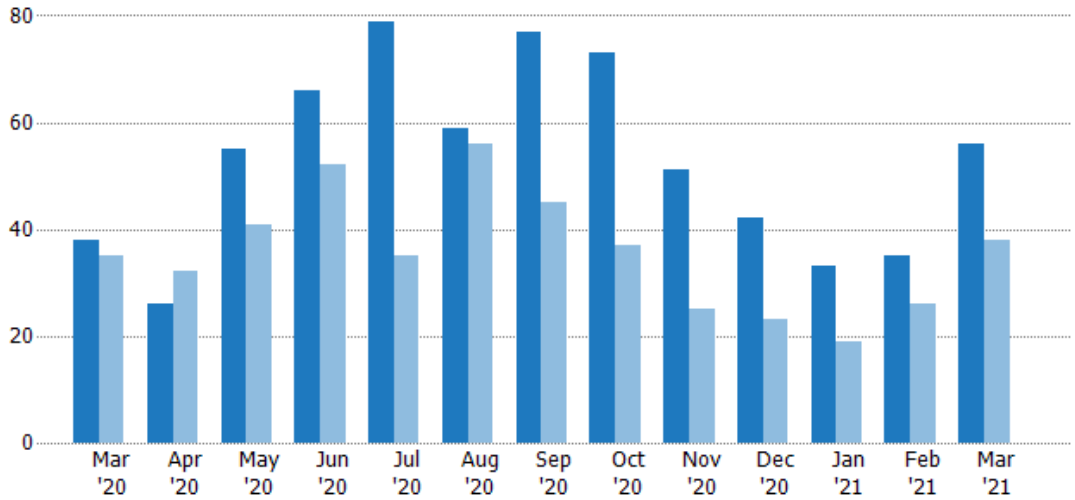
New Pending Sales

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

Month/Year	Count	% Chg.
Mar '21	56	47.4%
Mar '20	38	8.6%
Mar '19	35	22.9%



Current Year	38	26	55	66	79	59	77	73	51	42	33	35	56
Prior Year	35	32	41	52	35	56	45	37	25	23	19	26	38
Percent Change from Prior Year	9%	-19%	34%	27%	126%	5%	71%	97%	104%	83%	74%	35%	47%

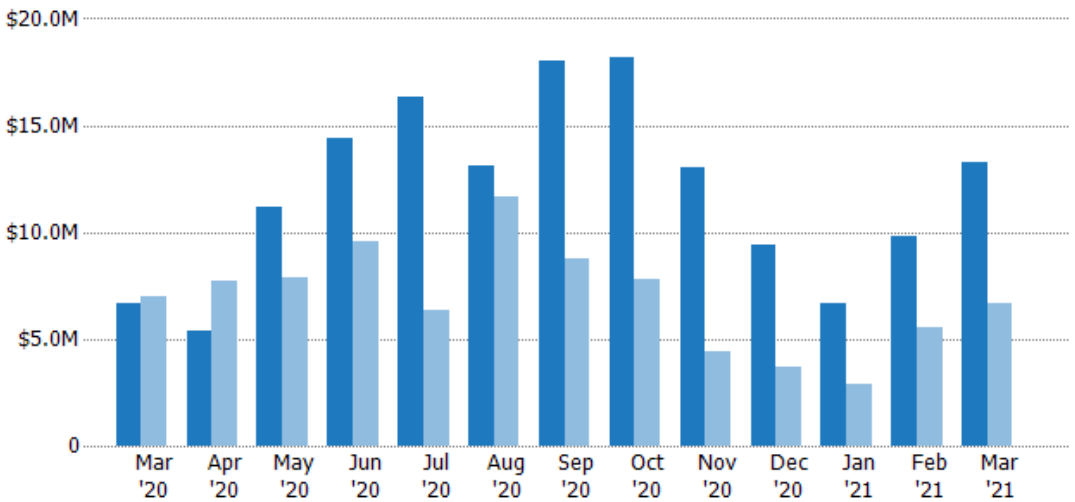
New Pending Sales Volume

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

Month/Year	Volume	% Chg.
Mar '21	\$13.3M	98.2%
Mar '20	\$6.69M	-4.7%
Mar '19	\$7.02M	16.6%



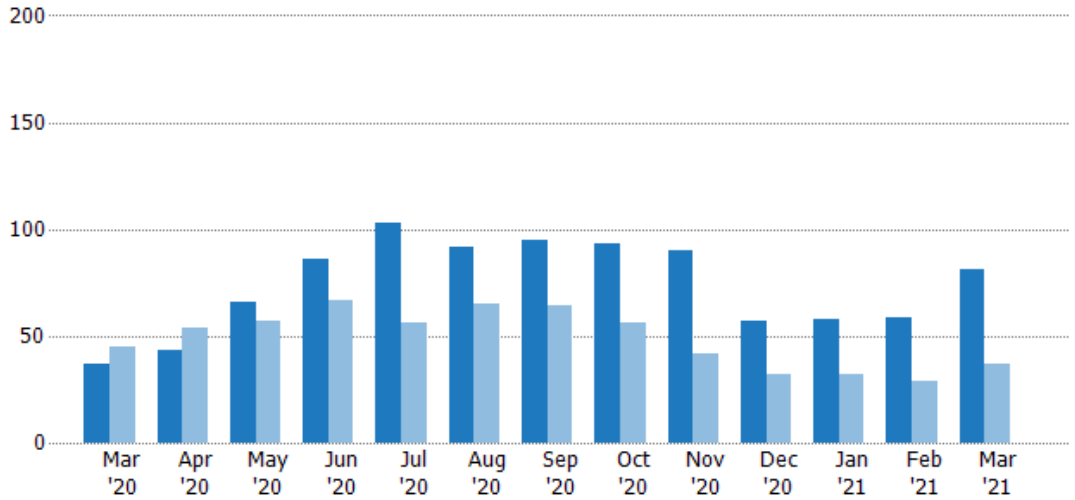
Current Year	\$6.69M	\$5.35M	\$11.1M	\$14.4M	\$16.3M	\$13.1M	\$18M	\$18.2M	\$13.1M	\$9.4M	\$6.64M	\$9.82M	\$13.3M
Prior Year	\$7.02M	\$7.73M	\$7.91M	\$9.54M	\$6.32M	\$11.6M	\$8.8M	\$7.84M	\$4.43M	\$3.67M	\$2.88M	\$5.56M	\$6.69M
Percent Change from Prior Year	-5%	-31%	41%	51%	158%	13%	105%	132%	195%	157%	131%	77%	98%

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



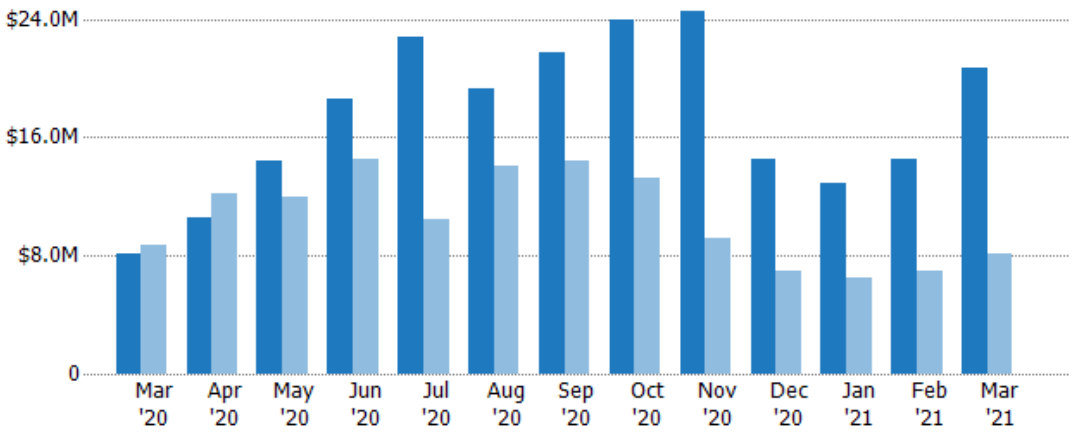
	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21
Current Year	37	43	66	86	103	92	95	93	90	57	58	59	81
Prior Year	45	54	57	67	56	65	64	56	42	32	32	29	37
Percent Change from Prior Year	-18%	-20%	16%	28%	84%	42%	48%	66%	114%	78%	81%	103%	119%

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



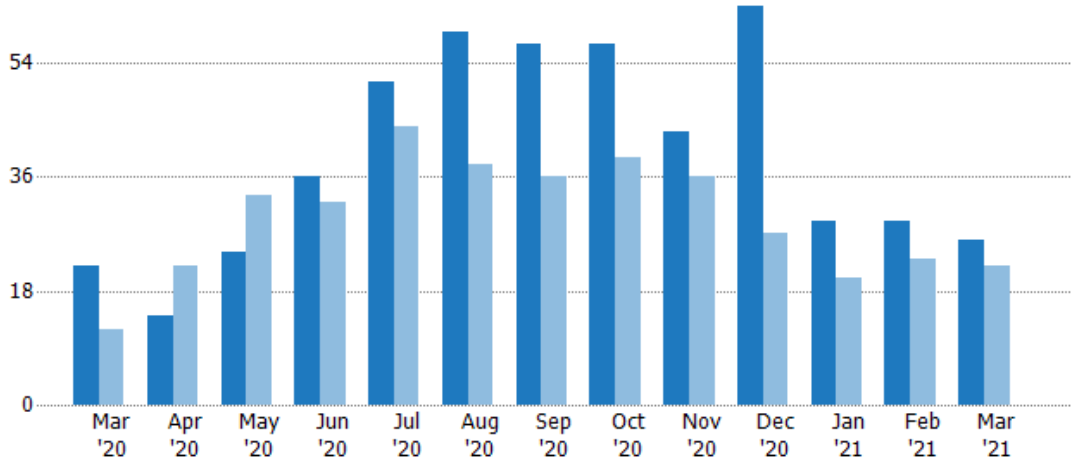
	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21
Current Year	\$8.17M	\$10.6M	\$14.4M	\$18.6M	\$22.8M	\$19.3M	\$21.8M	\$23.9M	\$24.5M	\$14.6M	\$12.9M	\$14.5M	\$20.7M
Prior Year	\$8.66M	\$12.2M	\$12M	\$14.5M	\$10.5M	\$14.1M	\$14.4M	\$13.3M	\$9.23M	\$6.93M	\$6.54M	\$6.98M	\$8.17M
Percent Change from Prior Year	-6%	-13%	20%	29%	118%	36%	51%	80%	165%	110%	97%	108%	154%

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



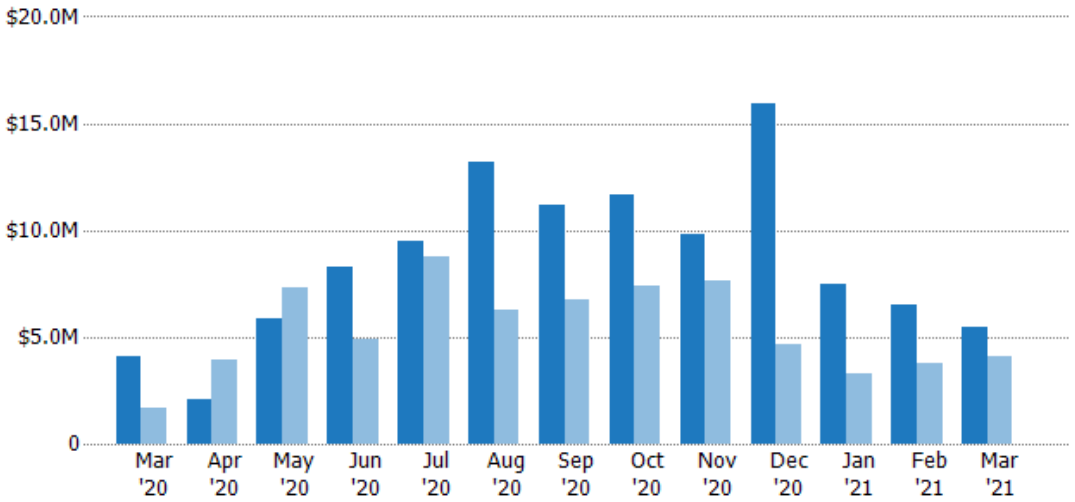
	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21
Current Year	22	14	24	36	51	59	57	57	43	63	29	29	26
Prior Year	12	22	33	32	44	38	36	39	36	27	20	23	22
Percent Change from Prior Year	83%	-36%	-27%	13%	16%	55%	58%	46%	19%	133%	45%	26%	18%

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



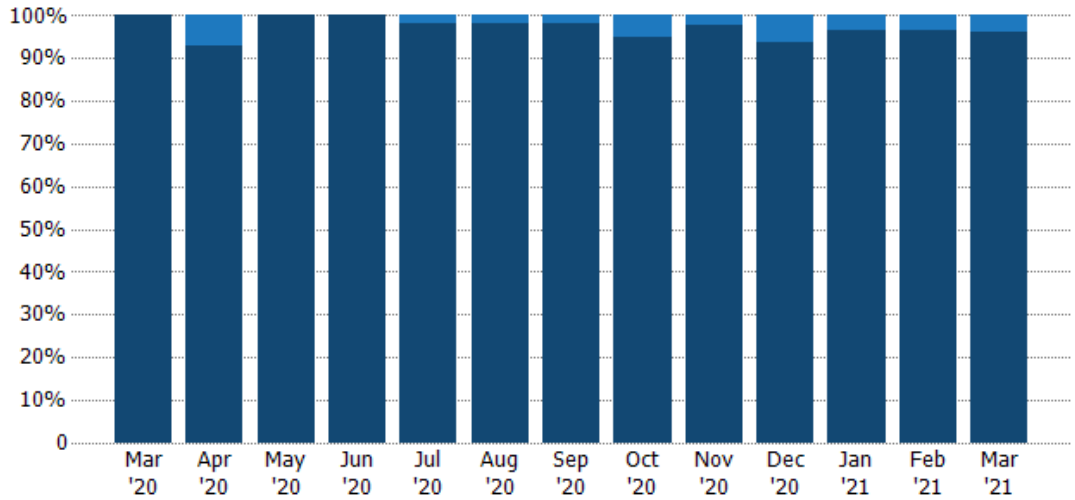
	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21
Current Year	\$4.07M	\$2.07M	\$5.89M	\$8.31M	\$9.5M	\$13.2M	\$11.1M	\$11.7M	\$9.78M	\$15.9M	\$7.46M	\$6.51M	\$5.49M
Prior Year	\$1.7M	\$3.91M	\$7.28M	\$4.93M	\$8.75M	\$6.27M	\$6.79M	\$7.41M	\$7.67M	\$4.64M	\$3.28M	\$3.74M	\$4.07M
Percent Change from Prior Year	140%	-47%	-19%	69%	9%	111%	64%	58%	27%	242%	128%	74%	35%

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



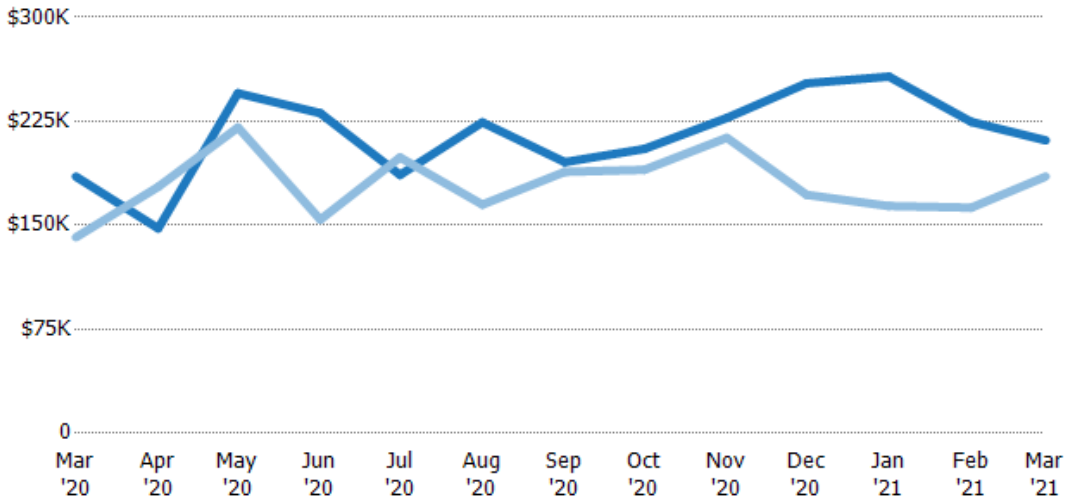
Condo/Townhouse	-	7%	-	-	2%	2%	2%	5%	2%	6%	3%	3%	4%
Single Family Residence	100%	93%	100%	100%	98%	98%	98%	95%	98%	94%	97%	97%	96%

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



Current Year	\$185K	\$148K	\$245K	\$231K	\$186K	\$224K	\$196K	\$205K	\$227K	\$252K	\$257K	\$225K	\$211K
Prior Year	\$141K	\$178K	\$221K	\$154K	\$199K	\$165K	\$189K	\$190K	\$213K	\$172K	\$164K	\$163K	\$185K
Percent Change from Prior Year	31%	-17%	11%	50%	-6%	36%	4%	8%	7%	47%	57%	38%	14%

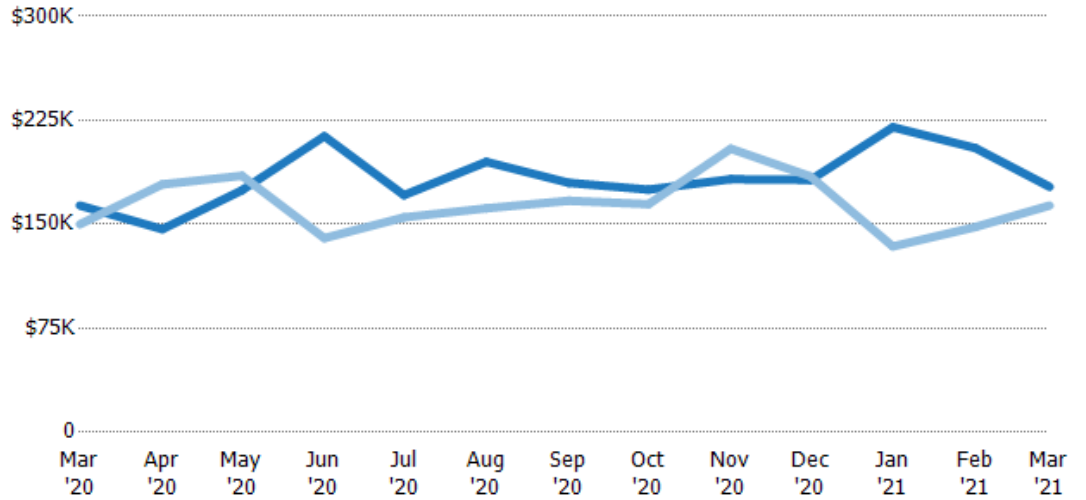
Median Sales Price

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

Month/Year	Price	% Chg.
Mar '21	\$177K	8.3%
Mar '20	\$164K	9%
Mar '19	\$150K	1.9%



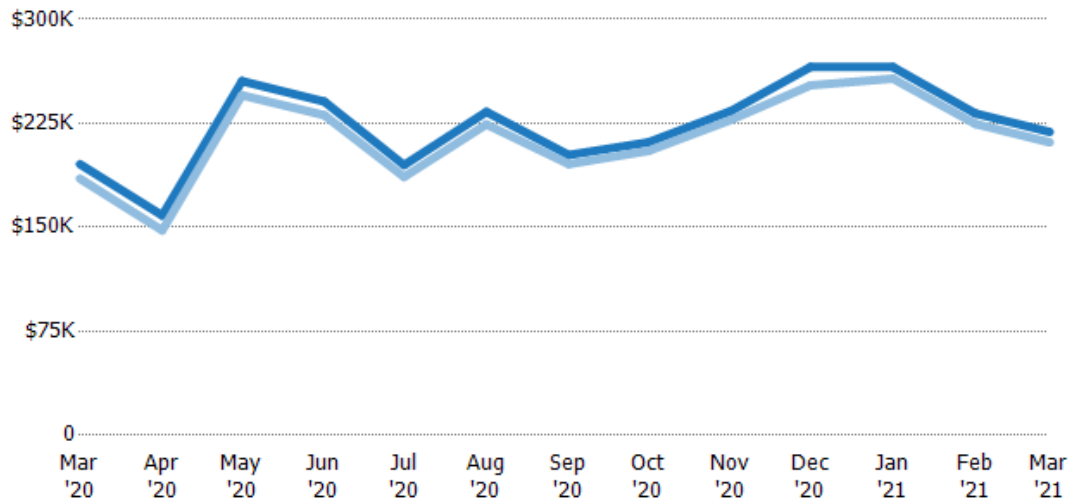
Current Year	\$164K	\$146K	\$175K	\$214K	\$171K	\$195K	\$180K	\$175K	\$183K	\$182K	\$220K	\$205K	\$177K
Prior Year	\$150K	\$179K	\$185K	\$140K	\$155K	\$162K	\$167K	\$165K	\$205K	\$185K	\$134K	\$148K	\$164K
Percent Change from Prior Year	9%	-18%	-6%	53%	10%	21%	8%	6%	-11%	-1%	64%	39%	8%

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



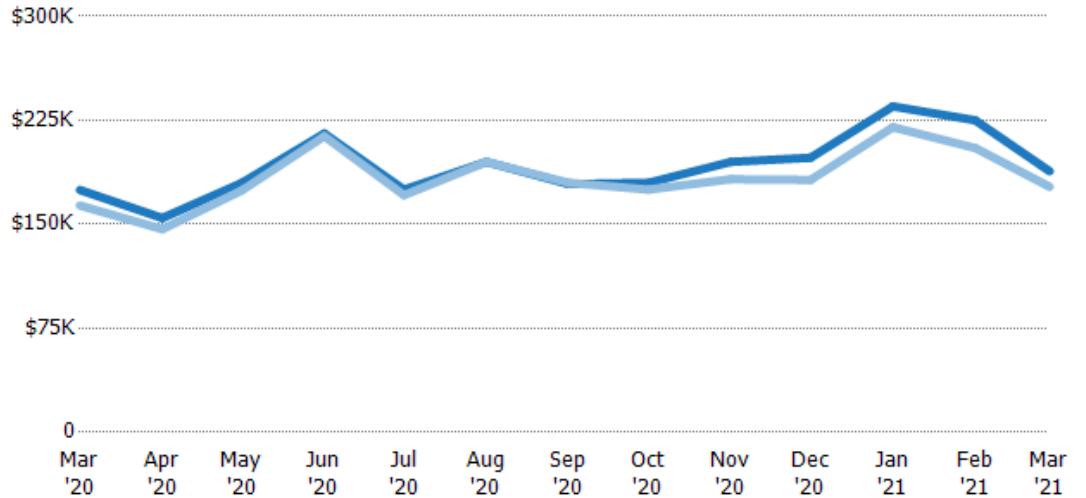
Avg List Price	\$196K	\$159K	\$255K	\$241K	\$195K	\$233K	\$202K	\$211K	\$234K	\$266K	\$266K	\$232K	\$219K
Avg Sales Price	\$185K	\$148K	\$245K	\$231K	\$186K	\$224K	\$196K	\$205K	\$227K	\$252K	\$257K	\$225K	\$211K
Avg Sales Price as a % of Avg List Price	95%	93%	96%	96%	96%	96%	97%	97%	97%	95%	97%	97%	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: Orleans County, Vermont
 Property Type:
 Condo/Townhouse/Apt., Single
 Family



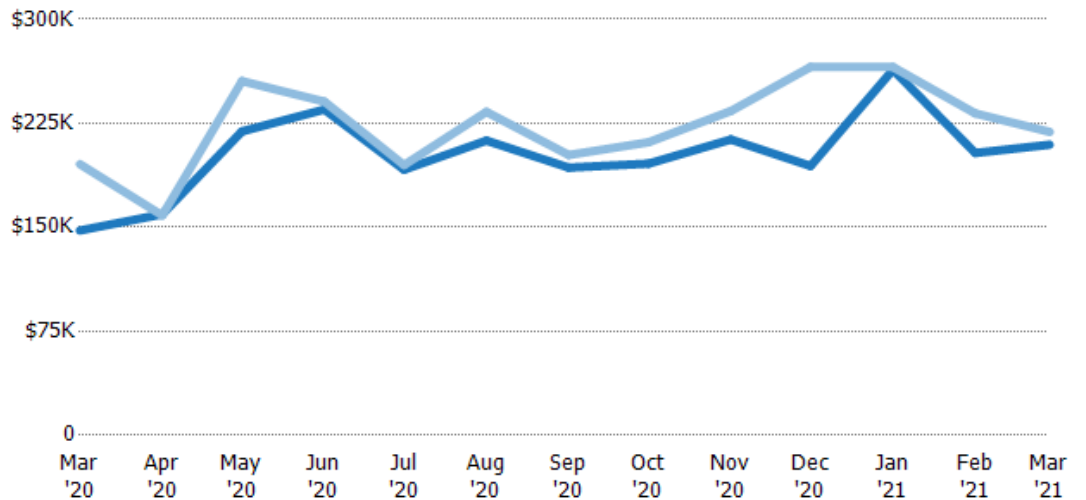
	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21
Median List Price	\$175K	\$155K	\$180K	\$215K	\$175K	\$195K	\$179K	\$180K	\$195K	\$198K	\$235K	\$225K	\$188K
Median Sales Price	\$164K	\$146K	\$175K	\$214K	\$171K	\$195K	\$180K	\$175K	\$183K	\$182K	\$220K	\$205K	\$177K
Med Sales Price as a % of Med List Price	94%	95%	97%	99%	98%	100%	101%	97%	94%	92%	94%	91%	94%

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



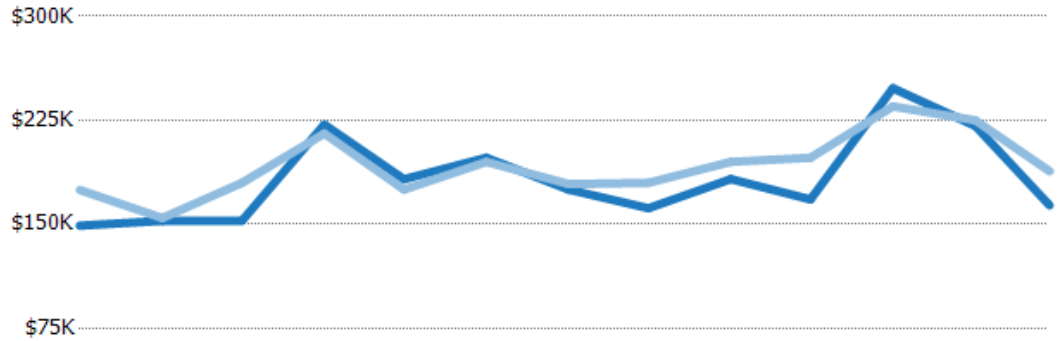
	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21
Avg Est Value	\$148K	\$159K	\$219K	\$235K	\$192K	\$213K	\$193K	\$196K	\$213K	\$194K	\$264K	\$204K	\$210K
Avg Sales Price	\$196K	\$159K	\$255K	\$241K	\$195K	\$233K	\$202K	\$211K	\$234K	\$266K	\$266K	\$232K	\$219K
Avg Sales Price as a % of Avg Est Value	132%	99%	117%	102%	102%	110%	105%	108%	110%	137%	101%	114%	104%

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



	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	\$149K	\$153K	\$153K	\$222K	\$183K	\$198K	\$175K	\$162K	\$183K	\$168K	\$248K	\$221K	\$164K
Median Sales Price	\$175K	\$155K	\$180K	\$215K	\$175K	\$195K	\$179K	\$180K	\$195K	\$198K	\$235K	\$225K	\$188K
Med Sales Price as a % of Med Est Value	117%	101%	118%	97%	96%	98%	102%	111%	107%	118%	95%	102%	115%