

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	Apr 2021	Apr 2020	+ / -	YTD 2021	YTD 2020	+ / -
Listing Activity Charts Metrics						
New Listing Count	33	18	+83.3%	93	97	-4.1%
New Listing Volume	\$15,744,800	\$6,150,795	+156%	\$37,164,799	\$27,990,994	+32.8%
Active Listing Count	51	138	-63%	N/A	N/A	
Active Listing Volume	\$29,839,300	\$44,520,494	-33%	N/A	N/A	
Average Listing Price	\$585,084	\$322,612	+81.4%	\$499,955	\$322,795	+54.9%
Median Listing Price	\$349,000	\$239,000	+46%	\$319,789	\$227,159	+40.8%
Median Days in RPR	47	165	-71.5%	80.99	177.54	-54.4%
Months of Inventory	1.9	8.6	-78.1%	3.5	15.2	-76.8%
Absorption Rate	52.94%	11.59%	+41.3%	28.35%	6.59%	+21.8%
Sales Activity Charts Metrics						
New Pending Sales Count	25	19	+31.6%	95	95	+/-
New Pending Sales Volume	\$6,680,300	\$4,527,800	+47.5%	\$28,269,999	\$23,550,200	+20%
Pending Sales Count	48	44	+9.1%	N/A	N/A	
Pending Sales Volume	\$13,716,100	\$12,093,700	+13.4%	N/A	N/A	
Closed Sales Count	19	13	+46.2%	85	55	+54.5%
Closed Sales Volume	\$5,866,500	\$3,757,500	+56.1%	\$21,733,250	\$12,514,375	+73.7%
Average Sales Price	\$308,763	\$289,038	+6.8%	\$255,685	\$227,534	+12.4%
Median Sales Price	\$265,000	\$250,000	+6%	\$237,188	\$197,989	+19.8%

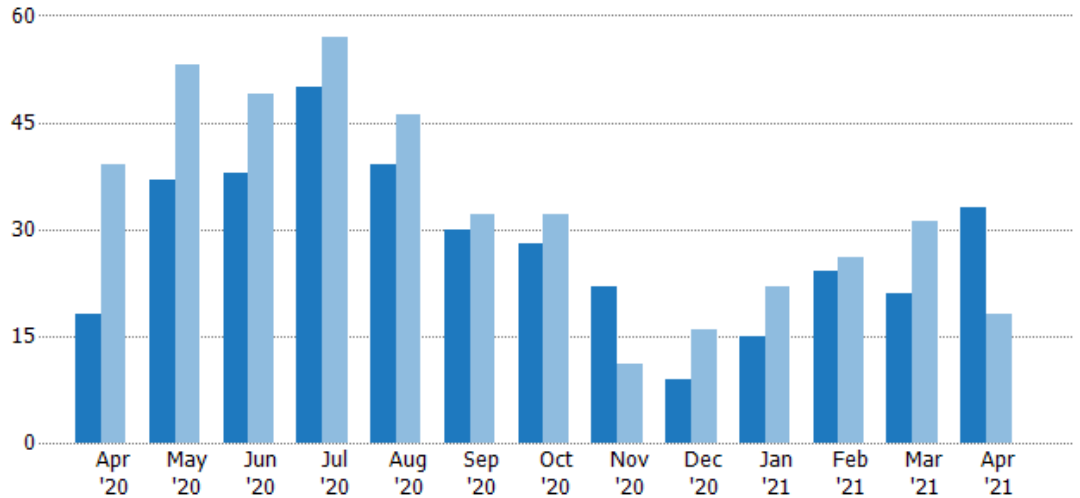
New Listings

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.
Apr '21	33	83.3%
Apr '20	18	-53.8%
Apr '19	39	-20.5%



	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21
Current Year	18	37	38	50	39	30	28	22	9	15	24	21	33
Prior Year	39	53	49	57	46	32	32	11	16	22	26	31	18
Percent Change from Prior Year	-54%	-30%	-22%	-12%	-15%	-6%	-13%	100%	-44%	-32%	-8%	-32%	83%

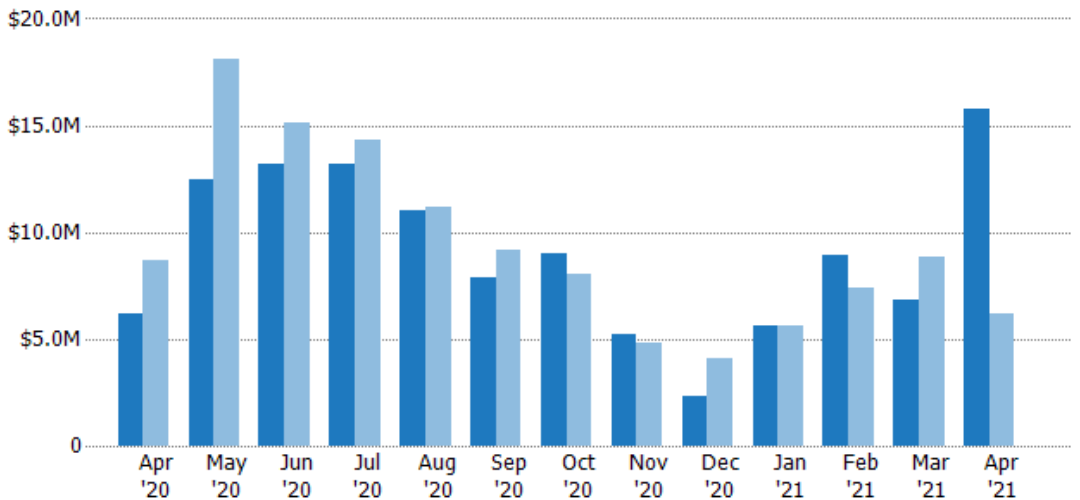
New Listing Volume

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.
Apr '21	\$15.7M	156%
Apr '20	\$6.15M	-29.3%
Apr '19	\$8.7M	-3%



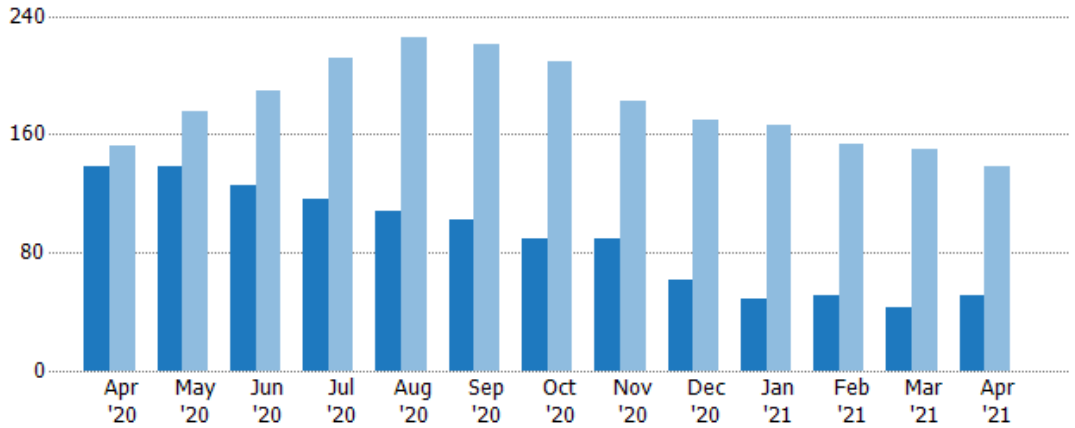
	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21
Current Year	\$6.15M	\$12.4M	\$13.2M	\$13.2M	\$11M	\$7.88M	\$8.98M	\$5.23M	\$2.31M	\$5.65M	\$8.96M	\$6.81M	\$15.7M
Prior Year	\$8.7M	\$18.1M	\$15.1M	\$14.3M	\$11.2M	\$9.13M	\$8.07M	\$4.83M	\$4.12M	\$5.65M	\$7.36M	\$8.82M	\$6.15M
Percent Change from Prior Year	-29%	-31%	-13%	-8%	-2%	-14%	11%	8%	-44%	0%	22%	-23%	156%

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



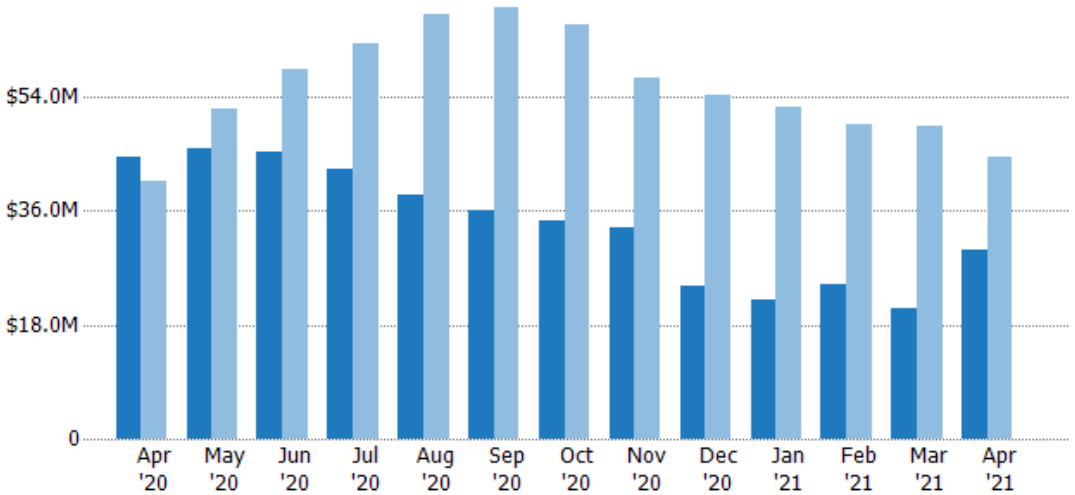
	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21
Current Year	138	138	125	116	108	102	89	89	62	49	51	43	51
Prior Year	152	175	190	211	225	221	209	182	170	166	153	150	138
Percent Change from Prior Year	-9%	-21%	-34%	-45%	-52%	-54%	-57%	-51%	-64%	-70%	-67%	-71%	-63%

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



	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21
Current Year	\$44.5M	\$45.8M	\$45.4M	\$42.5M	\$38.5M	\$36.1M	\$34.5M	\$33.4M	\$24.1M	\$22M	\$24.5M	\$20.7M	\$29.8M
Prior Year	\$40.6M	\$52M	\$58.2M	\$62.4M	\$67.1M	\$68M	\$65.4M	\$57M	\$54.1M	\$52.3M	\$49.6M	\$49.5M	\$44.5M
Percent Change from Prior Year	10%	-12%	-22%	-32%	-43%	-47%	-47%	-41%	-55%	-58%	-51%	-58%	-33%

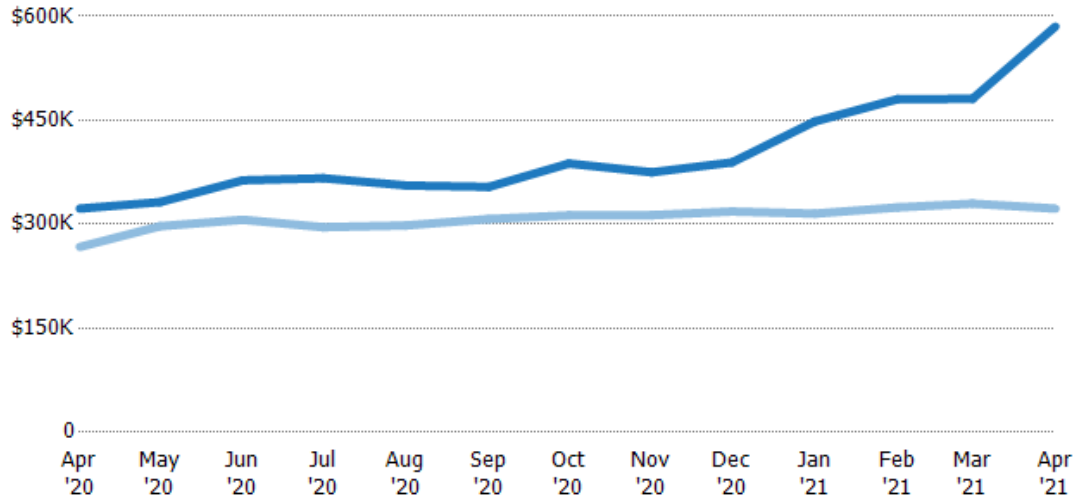
Average Listing Price

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.
Apr '21	\$585K	81.4%
Apr '20	\$323K	20.7%
Apr '19	\$267K	8.9%



Current Year	\$323K	\$332K	\$363K	\$366K	\$356K	\$354K	\$388K	\$375K	\$389K	\$448K	\$480K	\$481K	\$585K
Prior Year	\$267K	\$297K	\$306K	\$296K	\$298K	\$308K	\$313K	\$313K	\$318K	\$315K	\$324K	\$330K	\$323K
Percent Change from Prior Year	21%	12%	19%	24%	19%	15%	24%	20%	22%	42%	48%	46%	81%

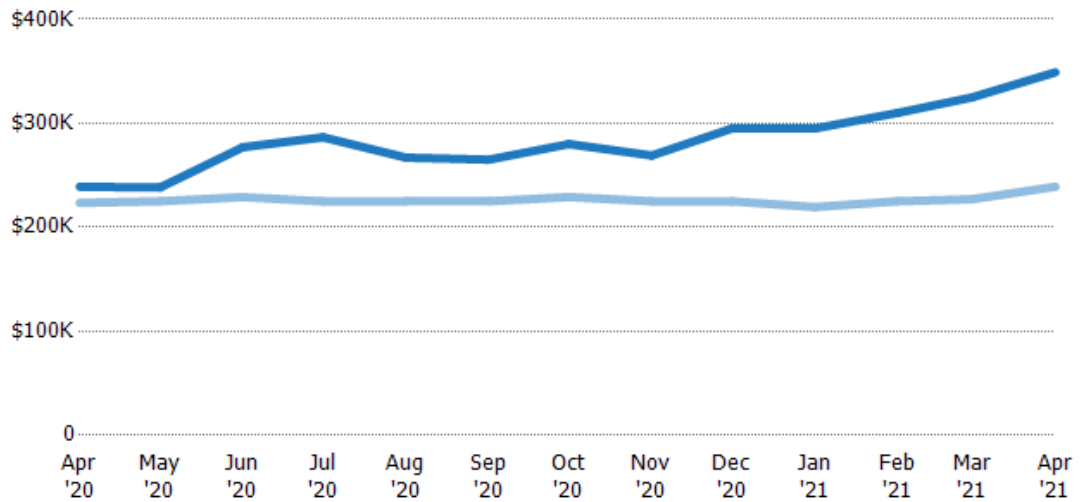
Median Listing Price

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.
Apr '21	\$349K	46%
Apr '20	\$239K	7%
Apr '19	\$223K	2.5%



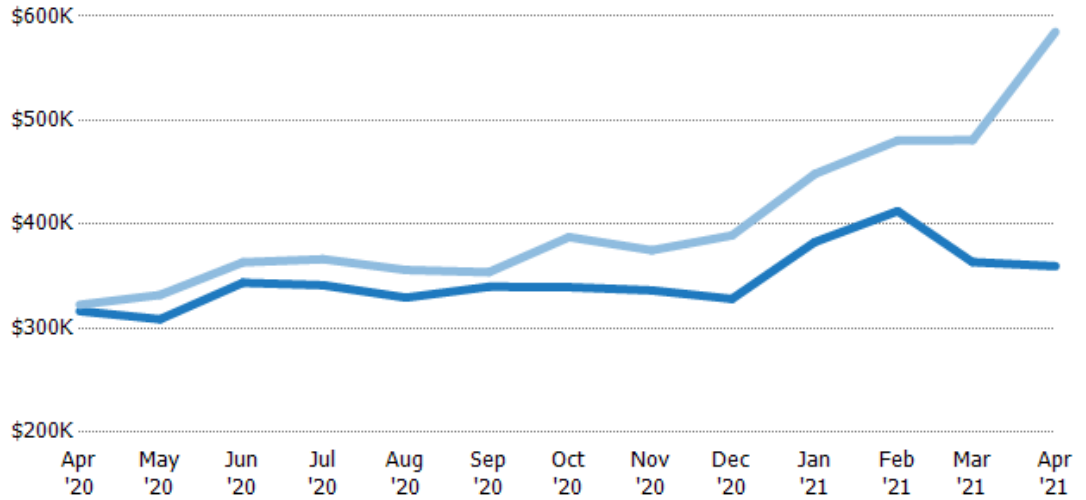
Current Year	\$239K	\$238K	\$277K	\$287K	\$267K	\$265K	\$280K	\$269K	\$295K	\$295K	\$310K	\$325K	\$349K
Prior Year	\$223K	\$225K	\$229K	\$225K	\$225K	\$225K	\$229K	\$225K	\$225K	\$219K	\$225K	\$227K	\$239K
Percent Change from Prior Year	7%	6%	21%	27%	19%	18%	22%	20%	31%	34%	38%	43%	46%

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

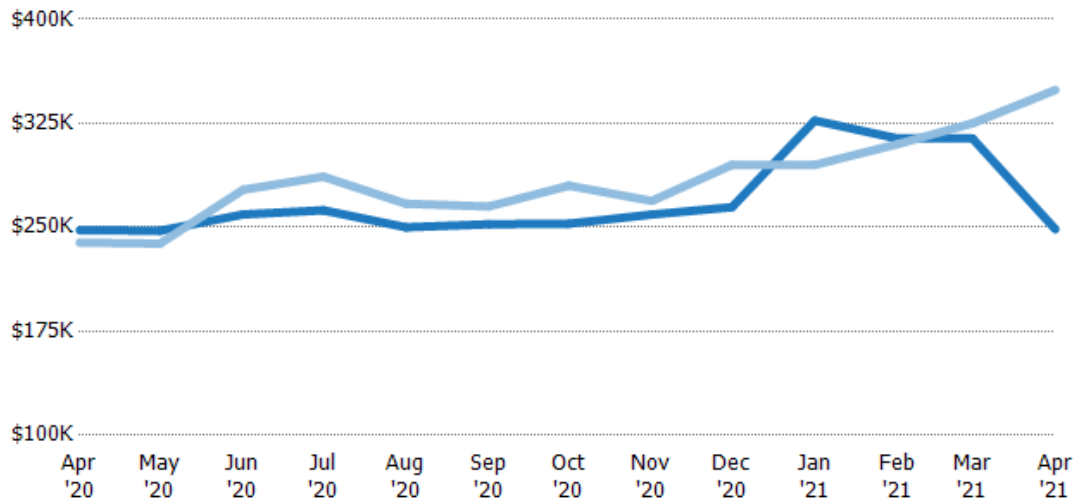


Median Listing Price vs Median Est Value

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

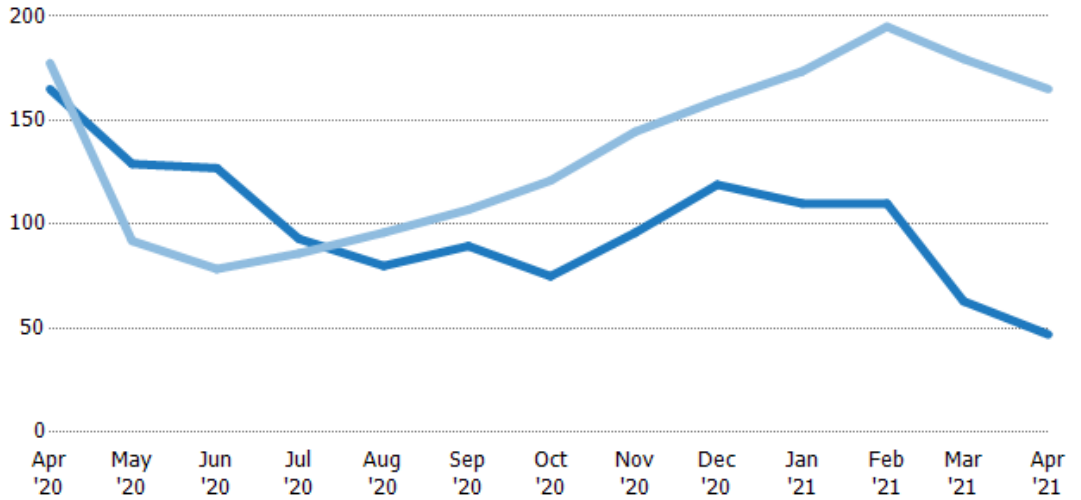


Median Days in RPR

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.
Apr '21	47	-71.5%
Apr '20	165	-7%
Apr '19	178	-2.8%

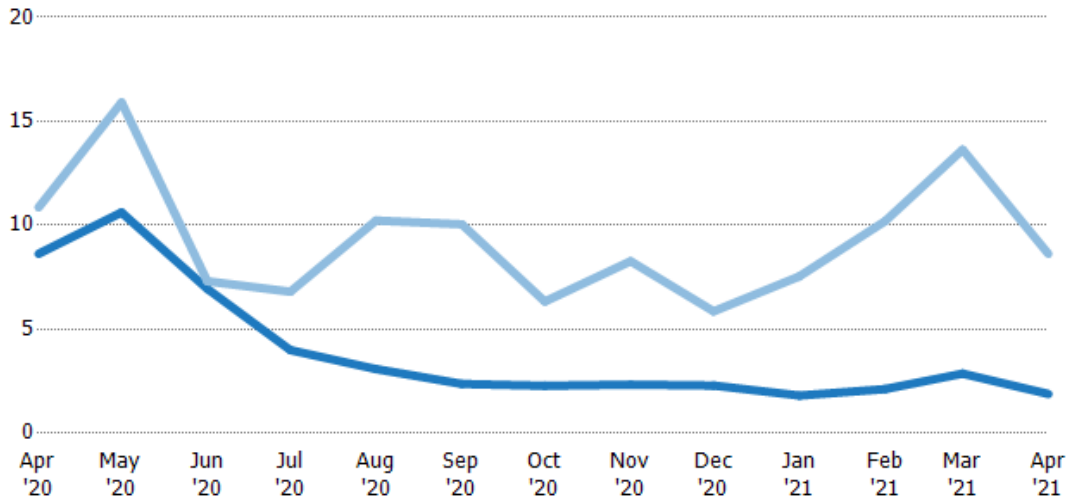
Current Year	165	129	127	93	80	89.5	75	96	119	110	110	63	47
Prior Year	178	92	78.5	86	96	107	121	145	160	174	195	180	165
Percent Change from Prior Year	-7%	40%	62%	8%	-17%	-16%	-38%	-34%	-25%	-37%	-44%	-65%	-72%

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.
Apr '21	1.89	-78.1%
Apr '20	8.63	-20.6%
Apr '19	10.9	-22.6%

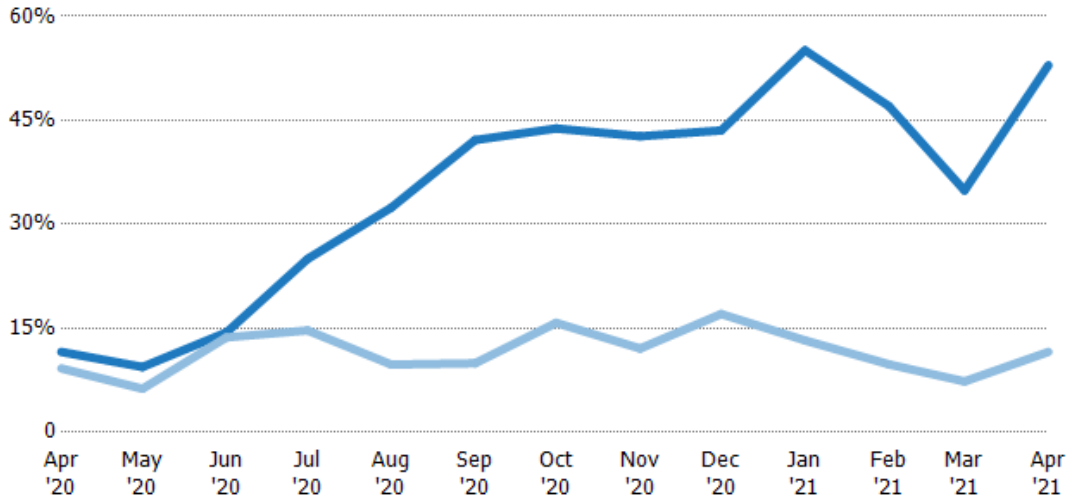
Current Year	8.63	10.6	6.94	4	3.09	2.37	2.28	2.34	2.3	1.81	2.13	2.87	1.89
Prior Year	10.9	15.9	7.31	6.81	10.2	10	6.33	8.27	5.86	7.55	10.2	13.6	8.63
Percent Change from Prior Year	-21%	-33%	-5%	-41%	-70%	-76%	-64%	-72%	-61%	-76%	-79%	-79%	-78%

Absorption Rate

The percentage of inventory sold per month.

Filters Used

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



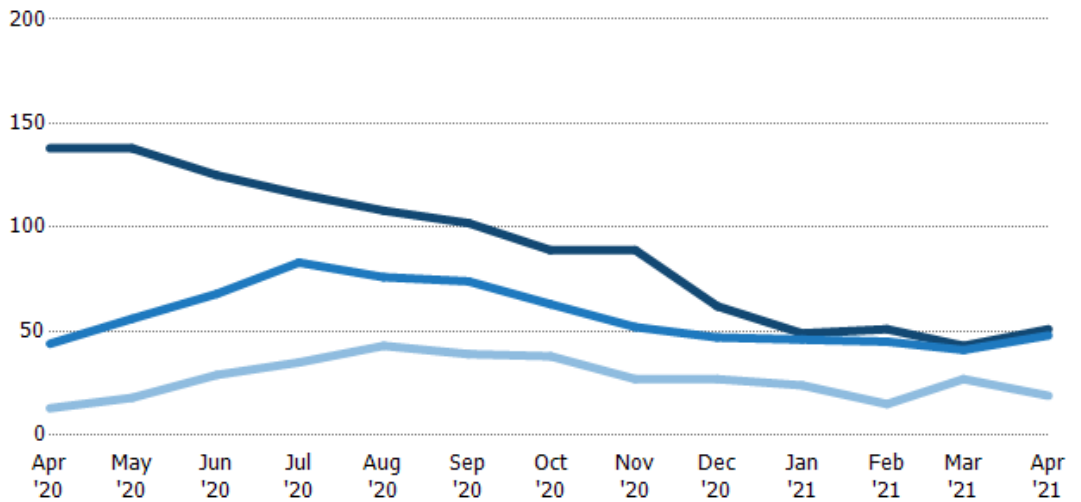
	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21
Current Year	12%	9%	14%	25%	32%	42%	44%	43%	44%	55%	47%	35%	53%
Prior Year	9%	6%	14%	15%	10%	10%	16%	12%	17%	13%	10%	7%	12%
Change from Prior Year	-2%	-3%	-1%	-10%	-23%	-32%	-28%	-31%	-26%	-42%	-37%	-28%	-41%

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



	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21
Active	138	138	125	116	108	102	89	89	62	49	51	43	51
Pending	44	56	68	83	76	74	63	52	47	46	45	41	48
Sold	13	18	29	35	43	39	38	27	27	24	15	27	19

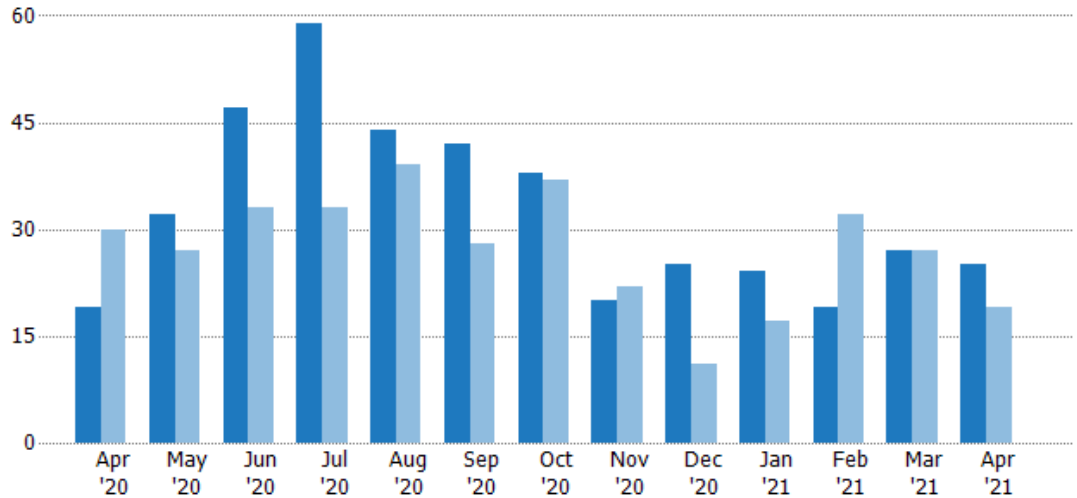
New Pending Sales

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

Month/Year	Count	% Chg.
Apr '21	25	31.6%
Apr '20	19	-36.7%
Apr '19	30	-36.7%



	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21
Current Year	19	32	47	59	44	42	38	20	25	24	19	27	25
Prior Year	30	27	33	33	39	28	37	22	11	17	32	27	19
Percent Change from Prior Year	-37%	19%	42%	79%	13%	50%	3%	-9%	127%	41%	-41%	0%	32%

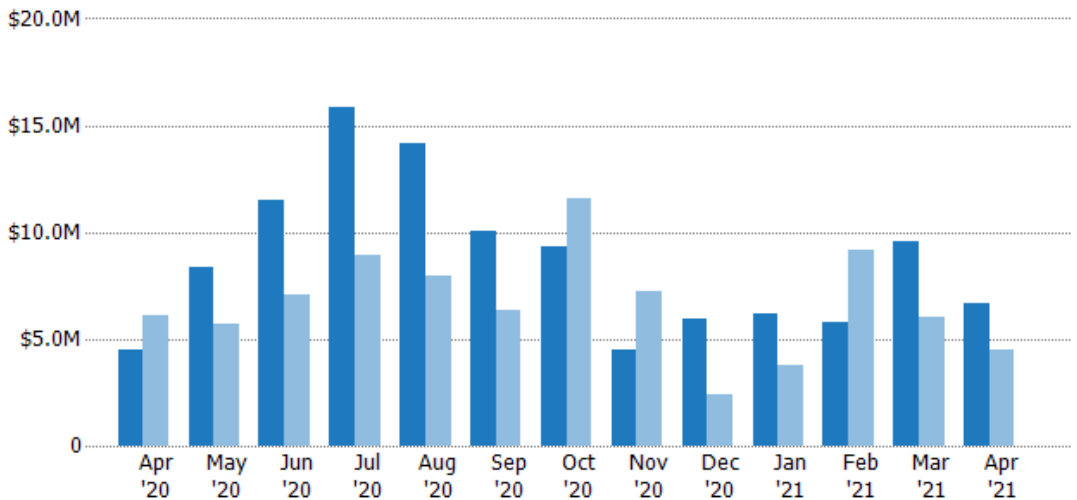
New Pending Sales Volume

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

Month/Year	Volume	% Chg.
Apr '21	\$6.68M	47.5%
Apr '20	\$4.53M	-25.5%
Apr '19	\$6.08M	-28.1%



	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21
Current Year	\$4.53M	\$8.38M	\$11.5M	\$15.8M	\$14.2M	\$10M	\$9.36M	\$4.49M	\$5.94M	\$6.21M	\$5.8M	\$9.57M	\$6.68M
Prior Year	\$6.08M	\$5.69M	\$7.08M	\$8.89M	\$7.95M	\$6.32M	\$11.6M	\$7.24M	\$2.37M	\$3.78M	\$9.2M	\$6.04M	\$4.53M
Percent Change from Prior Year	-26%	47%	62%	78%	79%	58%	-19%	-38%	150%	64%	-37%	59%	48%

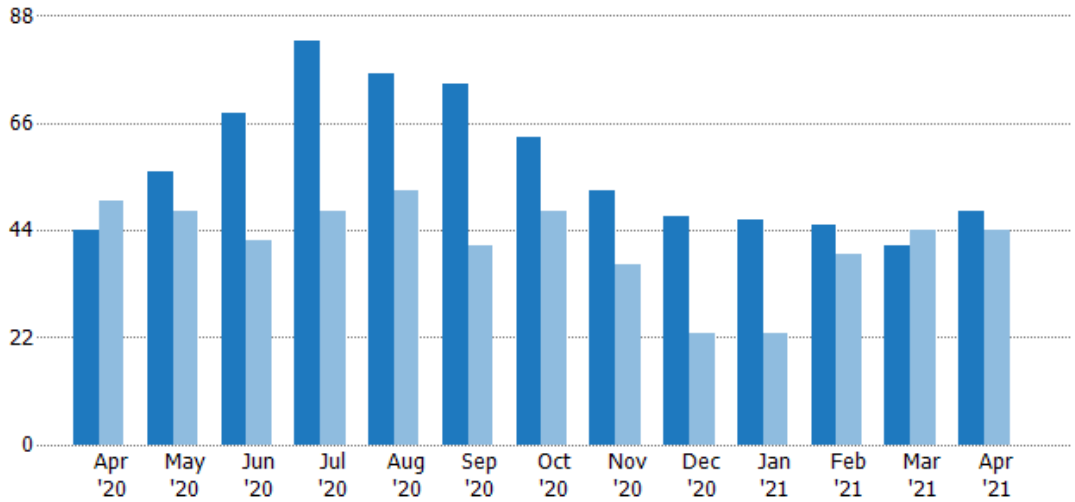
Pending Sales

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.
Apr '21	48	9.1%
Apr '20	44	-12%
Apr '19	50	-26%



	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21
Current Year	44	56	68	83	76	74	63	52	47	46	45	41	48
Prior Year	50	48	42	48	52	41	48	37	23	23	39	44	44
Percent Change from Prior Year	-12%	17%	62%	73%	46%	80%	31%	41%	104%	100%	15%	-7%	9%

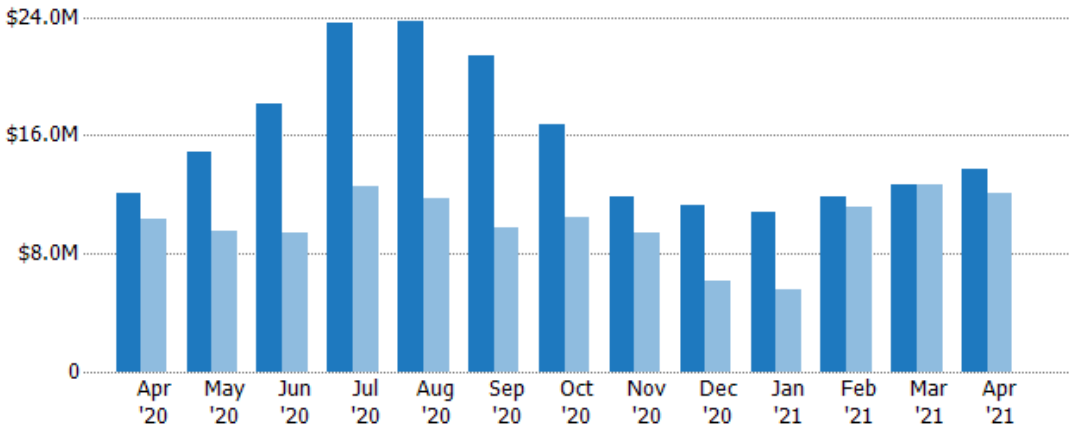
Pending Sales Volume

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.
Apr '21	\$13.7M	13.4%
Apr '20	\$12.1M	16.5%
Apr '19	\$10.4M	-8.1%



	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21
Current Year	\$12.1M	\$14.9M	\$18.2M	\$23.6M	\$23.7M	\$21.4M	\$16.7M	\$11.9M	\$11.3M	\$10.8M	\$11.8M	\$12.7M	\$13.7M
Prior Year	\$10.4M	\$9.54M	\$9.39M	\$12.6M	\$11.7M	\$9.74M	\$10.4M	\$9.42M	\$6.2M	\$5.6M	\$11.2M	\$12.7M	\$12.1M
Percent Change from Prior Year	17%	56%	93%	88%	102%	119%	61%	26%	81%	92%	6%	0%	13%

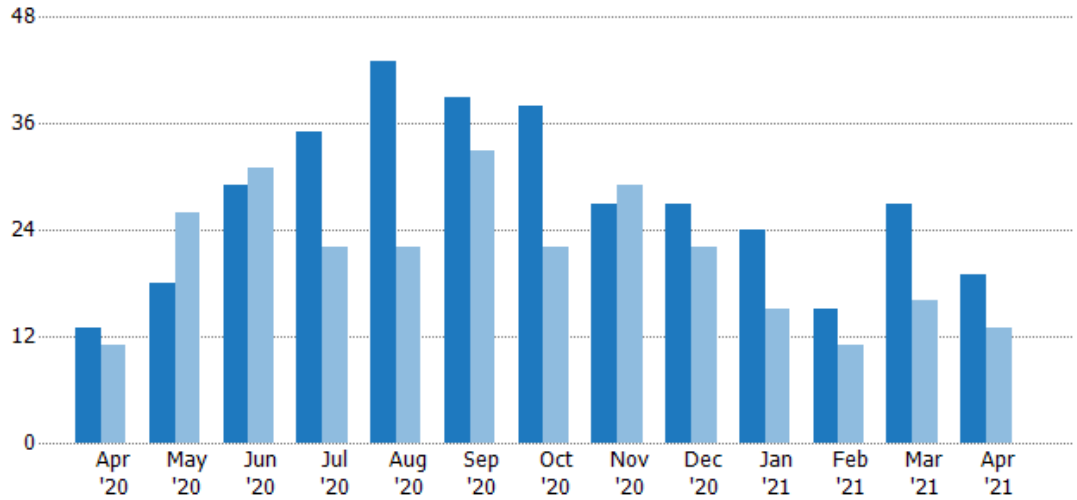
Closed Sales

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.
Apr '21	19	46.2%
Apr '20	13	18.2%
Apr '19	11	54.5%



Current Year	13	18	29	35	43	39	38	27	27	24	15	27	19
Prior Year	11	26	31	22	22	33	22	29	22	15	11	16	13
Percent Change from Prior Year	18%	-31%	-6%	59%	95%	18%	73%	-7%	23%	60%	36%	69%	46%

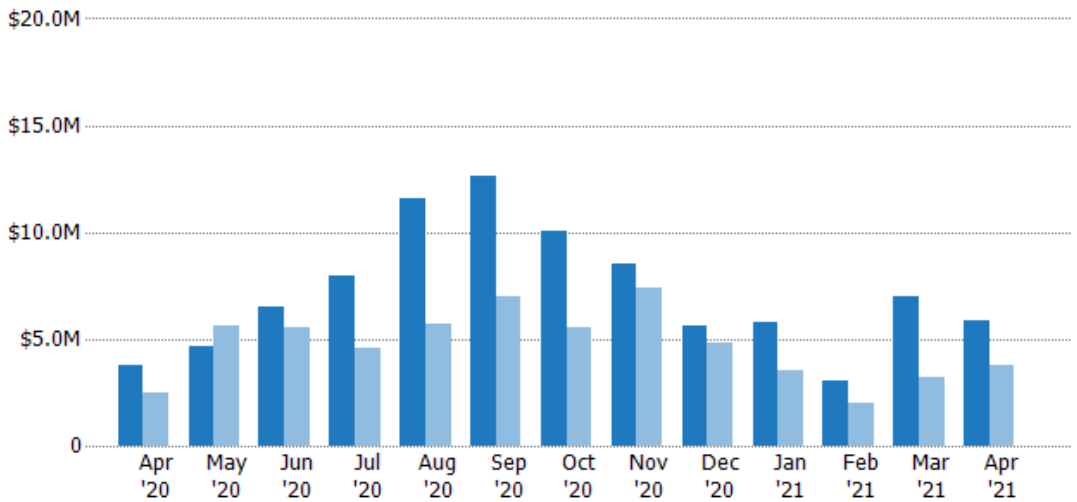
Closed Sales Volume

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.
Apr '21	\$5.87M	56.1%
Apr '20	\$3.76M	50.9%
Apr '19	\$2.49M	11.4%



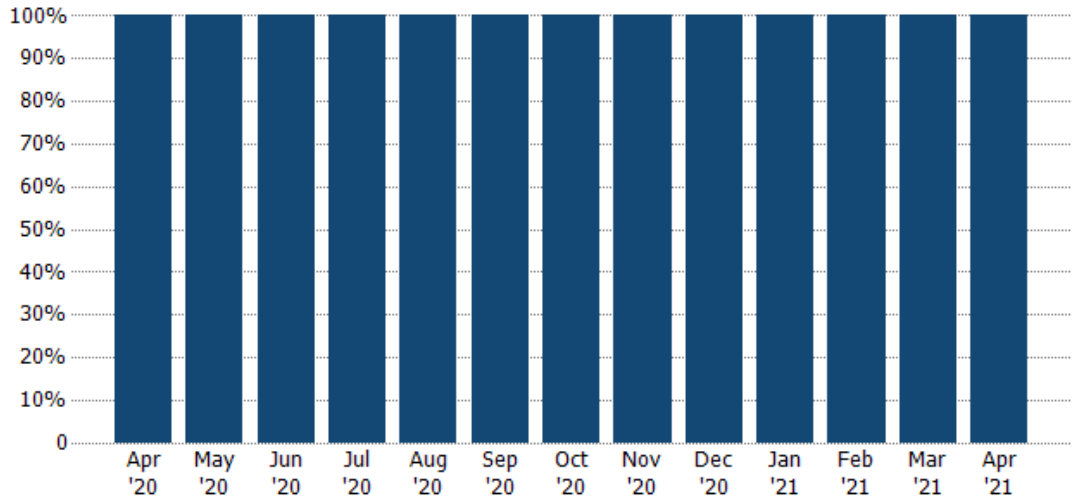
Current Year	\$3.76M	\$4.62M	\$6.49M	\$7.95M	\$11.6M	\$12.7M	\$10M	\$8.55M	\$5.62M	\$5.81M	\$3.06M	\$7M	\$5.87M
Prior Year	\$2.49M	\$5.61M	\$5.57M	\$4.55M	\$5.74M	\$6.95M	\$5.54M	\$7.39M	\$4.8M	\$3.56M	\$1.98M	\$3.21M	\$3.76M
Percent Change from Prior Year	51%	-18%	17%	75%	101%	82%	81%	16%	17%	63%	55%	118%	56%

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

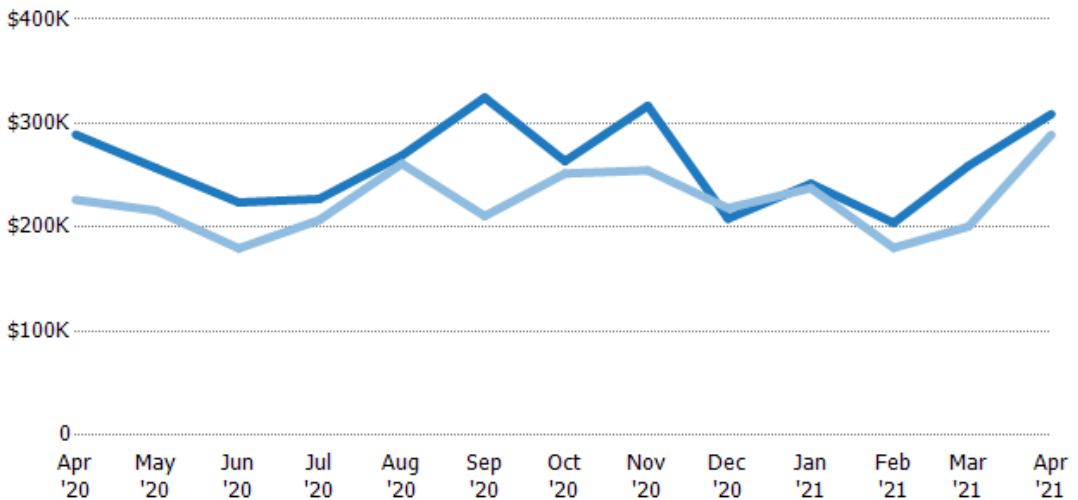
100% 100% 100% 100% 100% 100% 100% 100% 100% 100% 100% 100% 100%

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

■ Prior Year

Percent Change from Prior Year

\$289K \$257K \$224K \$227K \$269K \$325K \$264K \$317K \$208K \$242K \$204K \$259K \$309K
 \$226K \$216K \$180K \$207K \$261K \$211K \$252K \$255K \$218K \$238K \$180K \$201K \$289K
 28% 19% 25% 10% 3% 54% 5% 24% -5% 2% 13% 29% 7%

Month/Year	Price	% Chg.
Apr '21	\$309K	6.8%
Apr '20	\$289K	27.7%
Apr '19	\$226K	-27.9%

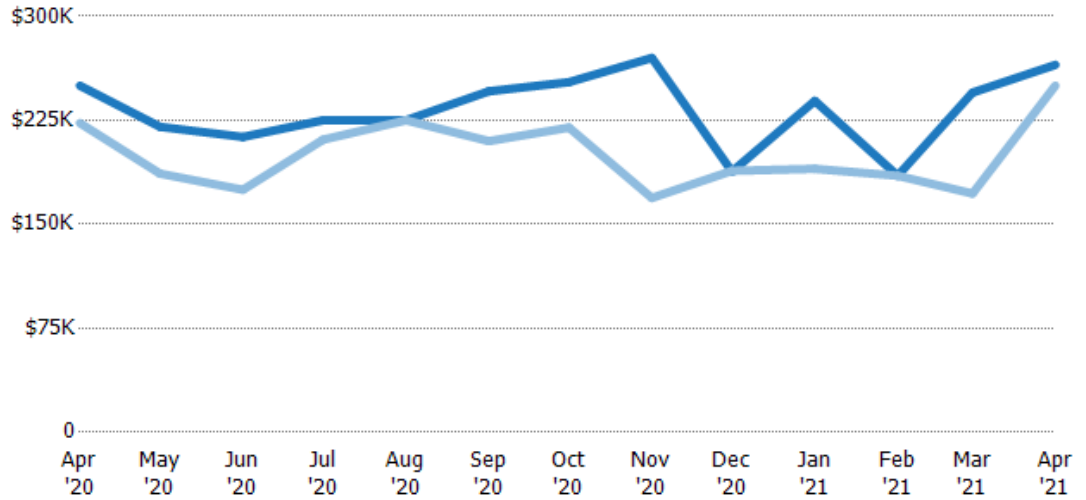
Median Sales Price

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

Month/Year	Price	% Chg.
Apr '21	\$265K	6%
Apr '20	\$250K	12.1%
Apr '19	\$223K	-26.7%



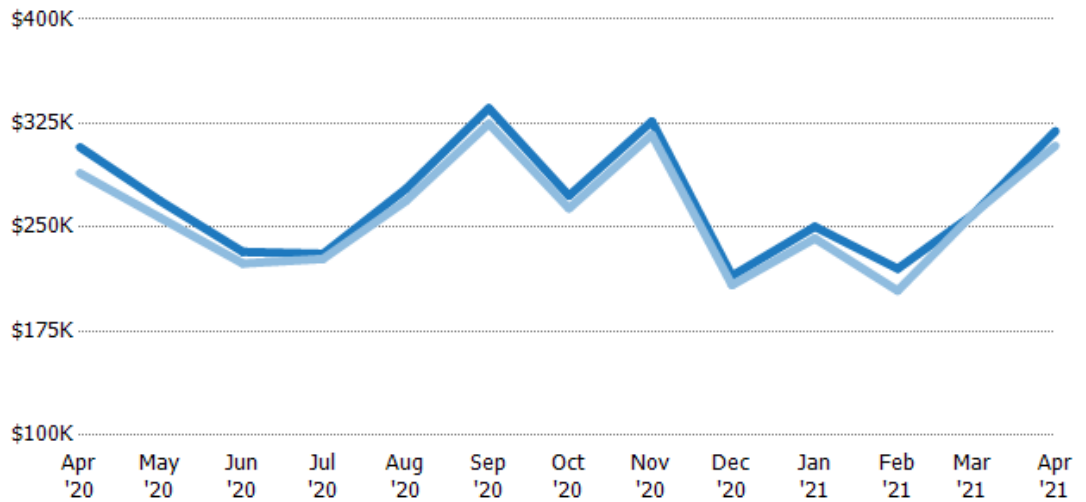
Current Year	\$250K	\$220K	\$213K	\$225K	\$225K	\$246K	\$253K	\$270K	\$188K	\$239K	\$185K	\$245K	\$265K
Prior Year	\$223K	\$187K	\$175K	\$211K	\$225K	\$210K	\$220K	\$169K	\$189K	\$190K	\$185K	\$172K	\$250K
Percent Change from Prior Year	12%	18%	22%	7%	0%	17%	15%	60%	0%	26%	0%	42%	6%

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



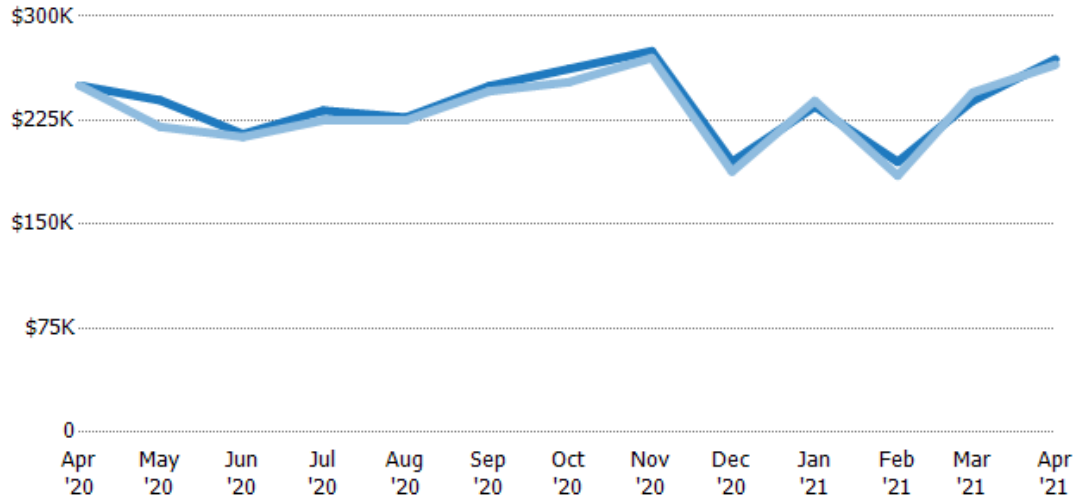
Avg List Price	\$308K	\$269K	\$232K	\$231K	\$278K	\$336K	\$273K	\$326K	\$215K	\$250K	\$220K	\$259K	\$319K
Avg Sales Price	\$289K	\$257K	\$224K	\$227K	\$269K	\$325K	\$264K	\$317K	\$208K	\$242K	\$204K	\$259K	\$309K
Avg Sales Price as a % of Avg List Price	94%	95%	96%	98%	97%	97%	97%	97%	97%	97%	93%	100%	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
 Property Type:
 Condo/Townhouse/Apt., Single Family



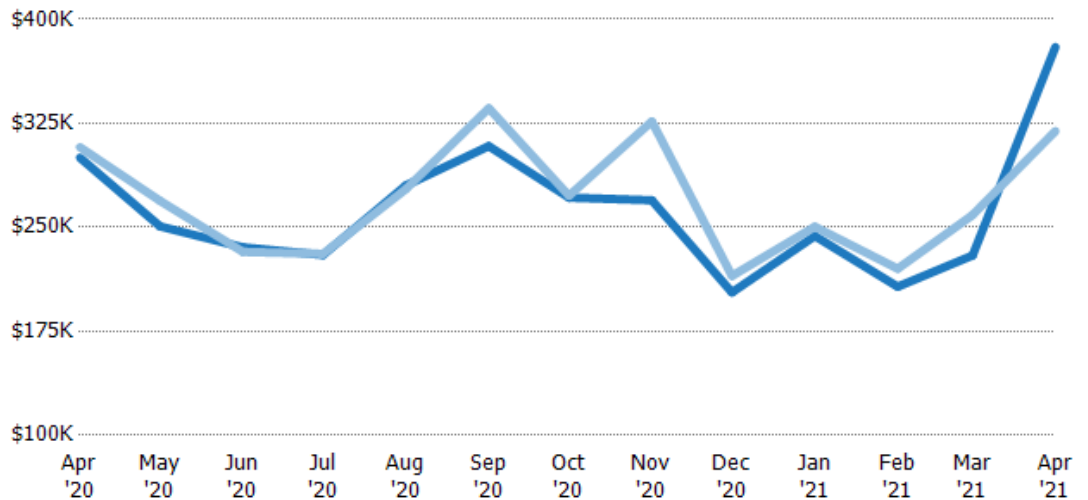
	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21
Median List Price	\$250K	\$239K	\$215K	\$232K	\$227K	\$250K	\$262K	\$275K	\$195K	\$235K	\$195K	\$239K	\$269K
Median Sales Price	\$250K	\$220K	\$213K	\$225K	\$225K	\$246K	\$253K	\$270K	\$188K	\$239K	\$185K	\$245K	\$265K
Med Sales Price as a % of Med List Price	100%	92%	99%	97%	99%	99%	96%	98%	96%	102%	95%	103%	99%

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



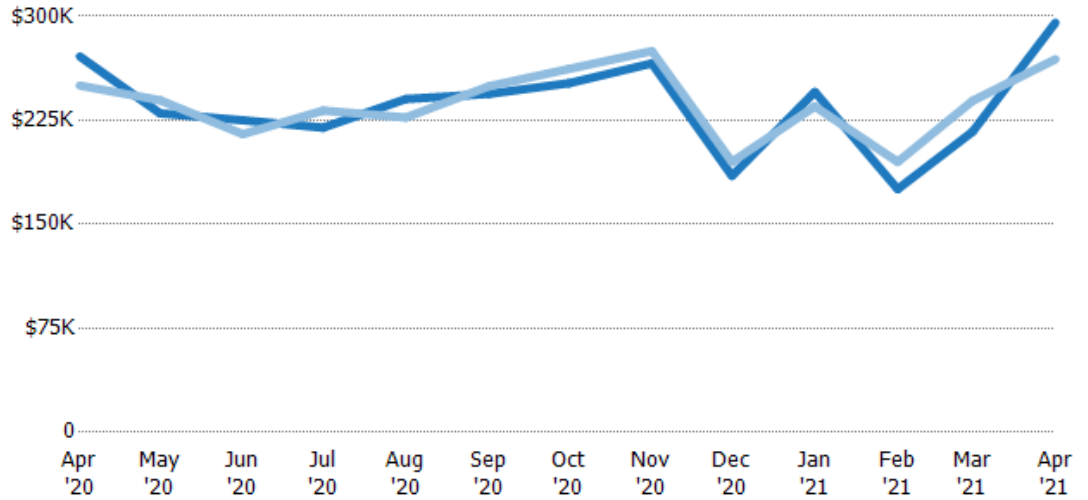
	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21
Avg Est Value	\$300K	\$251K	\$236K	\$230K	\$280K	\$309K	\$271K	\$269K	\$203K	\$244K	\$207K	\$230K	\$380K
Avg Sales Price	\$308K	\$269K	\$232K	\$231K	\$278K	\$336K	\$273K	\$326K	\$215K	\$250K	\$220K	\$259K	\$319K
Avg Sales Price as a % of Avg Est Value	103%	107%	99%	100%	99%	109%	100%	121%	106%	103%	106%	113%	84%

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



	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21
Median Est Value	\$271K	\$230K	\$225K	\$220K	\$240K	\$244K	\$252K	\$266K	\$185K	\$245K	\$175K	\$217K	\$295K
Median Sales Price	\$250K	\$239K	\$215K	\$232K	\$227K	\$250K	\$262K	\$275K	\$195K	\$235K	\$195K	\$239K	\$269K
Med Sales Price as a % of Med Est Value	92%	104%	96%	106%	94%	102%	104%	103%	105%	96%	111%	110%	91%