

## 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	+ / -
<b>Listing Activity Charts Metrics</b>						
New Listing Count	43	30	+43.3%	131	108	+21.3%
New Listing Volume	\$11,527,100	\$5,435,060	+112.1%	\$35,399,499	\$26,874,079	+31.7%
Active Listing Count	88	226	-61.1%	N/A	N/A	
Active Listing Volume	\$37,458,098	\$58,932,377	-36.4%	N/A	N/A	
Average Listing Price	\$425,660	\$260,763	+63.2%	\$397,661	\$260,229	+52.8%
Median Listing Price	\$251,950	\$199,250	+26.4%	\$247,182	\$196,688	+25.7%
Median Days in RPR	96.5	233	-58.6%	124.79	225.09	-44.6%
Months of Inventory	3.4	10.3	-67.1%	5.4	11.2	-52%
Absorption Rate	29.55%	9.73%	+19.8%	18.63%	8.95%	+9.7%
<b>Sales Activity Charts Metrics</b>						
New Pending Sales Count	53	26	+103.8%	176	109	+61.5%
New Pending Sales Volume	\$13,278,100	\$5,348,500	+148.3%	\$42,628,699	\$20,474,218	+108.2%
Pending Sales Count	82	44	+86.4%	N/A	N/A	
Pending Sales Volume	\$19,531,000	\$10,771,319	+81.3%	N/A	N/A	
Closed Sales Count	39	14	+178.6%	123	79	+55.7%
Closed Sales Volume	\$9,631,700	\$2,068,340	+365.7%	\$29,095,700	\$13,161,269	+121.1%
Average Sales Price	\$246,967	\$147,739	+67.2%	\$236,550	\$166,598	+42%
Median Sales Price	\$215,000	\$146,450	+46.8%	\$205,789	\$148,497	+38.6%

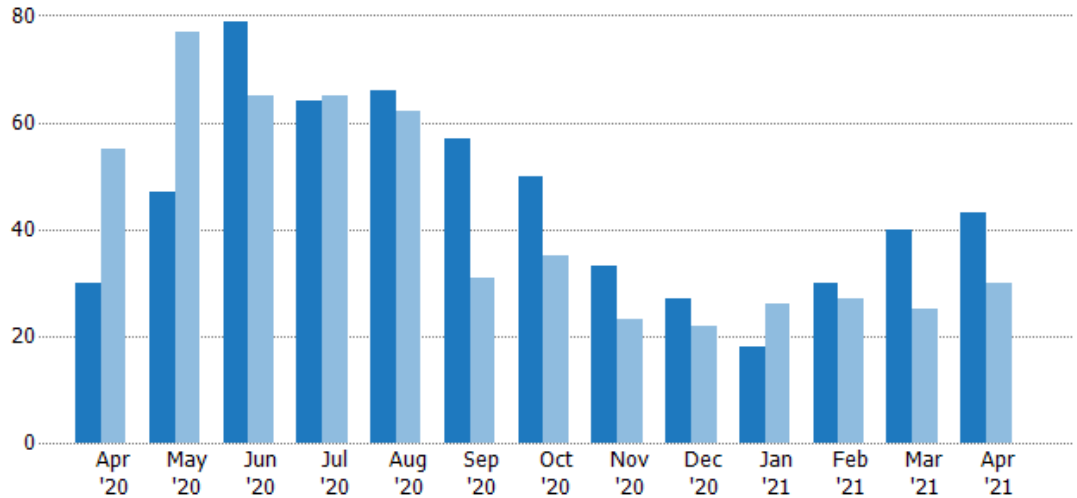
## New Listings

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.
Apr '21	43	43.3%
Apr '20	30	-45.5%
Apr '19	55	-10.9%



	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	30	47	79	64	66	57	50	33	27	18	30	40	43
Prior Year	55	77	65	65	62	31	35	23	22	26	27	25	30
Percent Change from Prior Year	-45%	-39%	22%	-2%	6%	84%	43%	43%	23%	-31%	11%	60%	43%

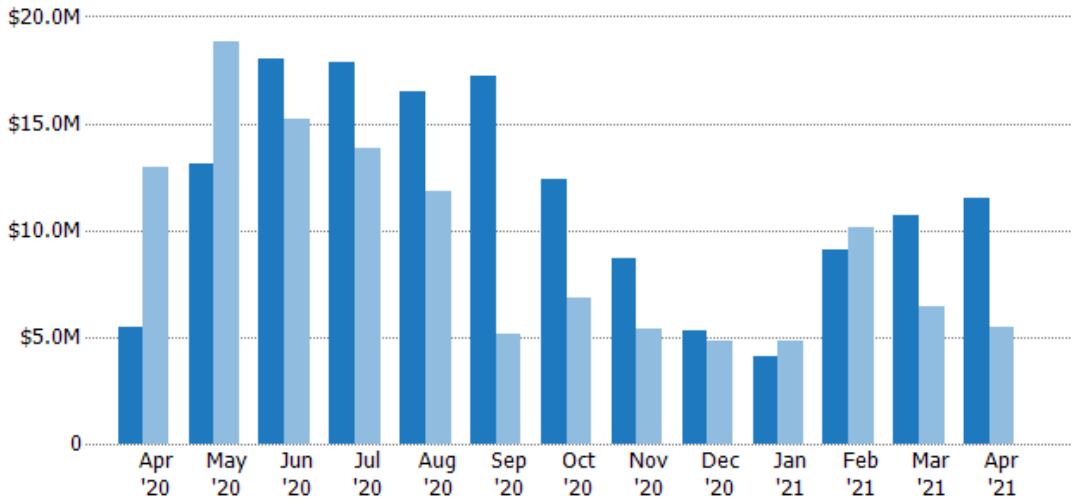
## New Listing Volume

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.
Apr '21	\$11.5M	112.1%
Apr '20	\$5.44M	-58%
Apr '19	\$13M	-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	\$5.44M	\$13.1M	\$18M	\$17.8M	\$16.5M	\$17.2M	\$12.4M	\$8.68M	\$5.28M	\$4.06M	\$9.11M	\$10.7M	\$11.5M
Prior Year	\$13M	\$18.8M	\$15.2M	\$13.9M	\$11.9M	\$5.15M	\$6.86M	\$5.36M	\$4.84M	\$4.85M	\$10.2M	\$6.42M	\$5.44M
Percent Change from Prior Year	-58%	-30%	19%	29%	39%	234%	81%	62%	9%	-16%	-10%	67%	112%

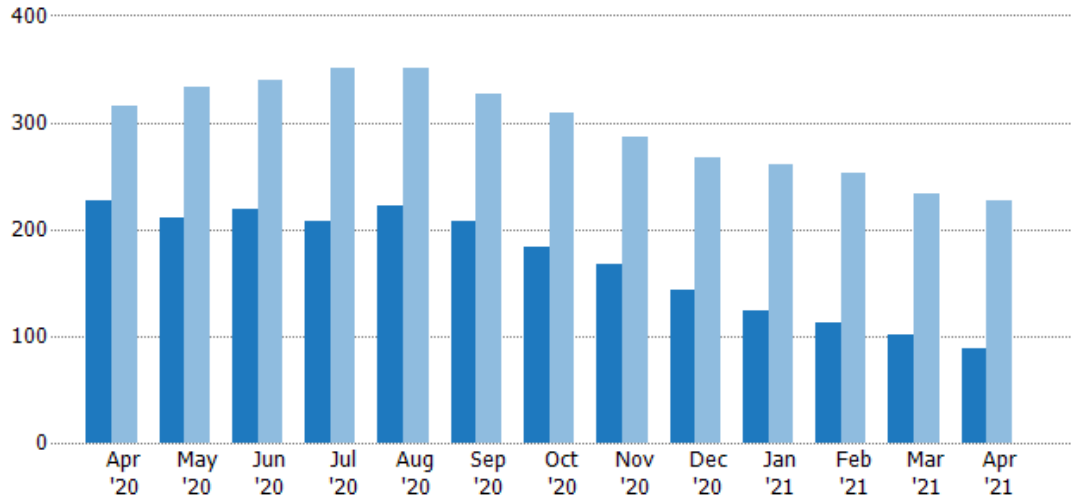
## Active Listings

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

Month/Year	Count	% Chg.
Apr '21	88	-61.1%
Apr '20	226	-28.5%
Apr '19	316	12.3%



	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	226	211	219	207	222	208	184	167	143	123	112	101	88
Prior Year	316	333	339	351	351	327	309	287	267	261	252	233	226
Percent Change from Prior Year	-28%	-37%	-35%	-41%	-37%	-36%	-40%	-42%	-46%	-53%	-56%	-57%	-61%

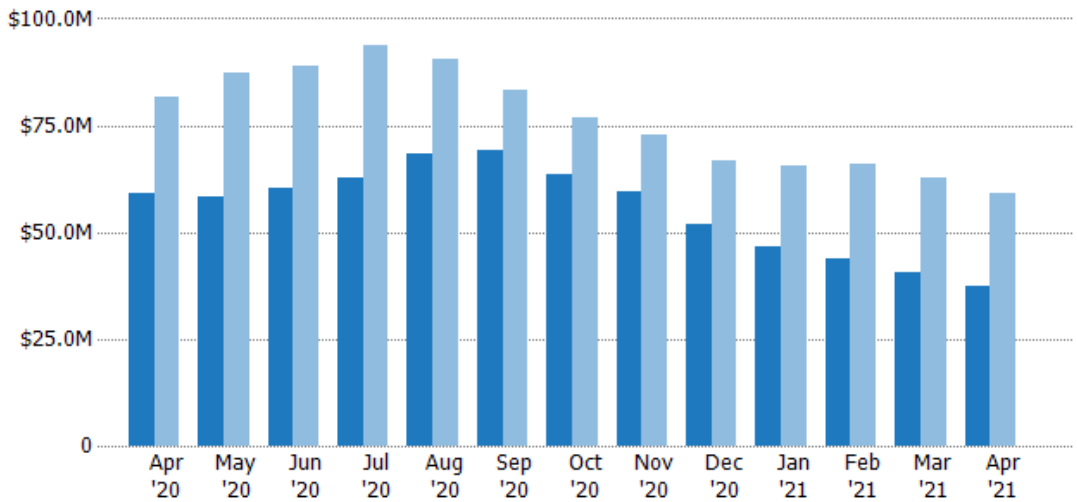
## Active Listing Volume

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

Month/Year	Volume	% Chg.
Apr '21	\$37.5M	-36.4%
Apr '20	\$58.9M	-27.9%
Apr '19	\$81.7M	6.3%



	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	\$58.9M	\$58.3M	\$60.3M	\$62.8M	\$68.6M	\$69.2M	\$63.6M	\$59.5M	\$51.8M	\$46.8M	\$43.8M	\$40.6M	\$37.5M
Prior Year	\$81.7M	\$87.1M	\$89M	\$93.7M	\$90.5M	\$83.2M	\$76.8M	\$72.8M	\$66.8M	\$65.4M	\$65.8M	\$62.8M	\$58.9M
Percent Change from Prior Year	-28%	-33%	-32%	-33%	-24%	-17%	-17%	-18%	-22%	-28%	-33%	-35%	-36%

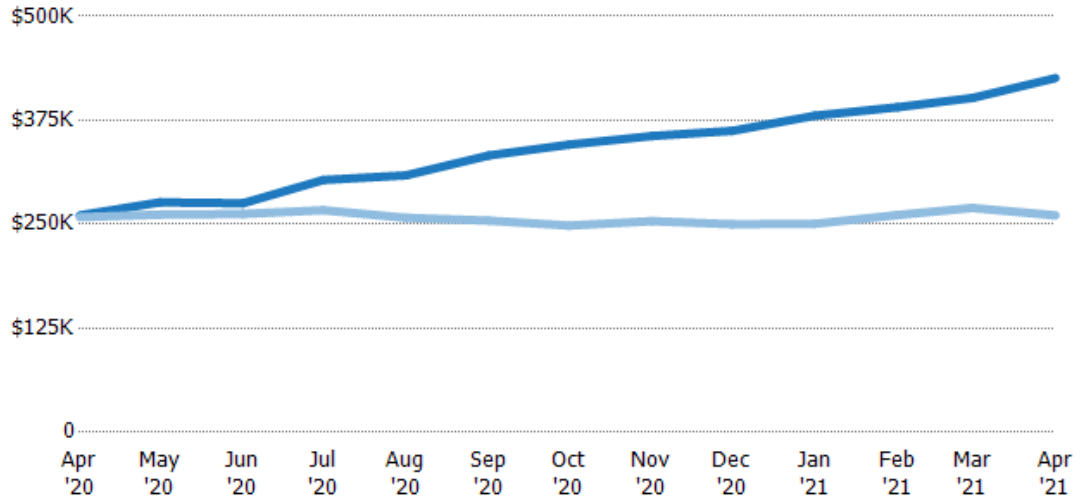
## Average Listing Price

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.
Apr '21	\$426K	63.2%
Apr '20	\$261K	0.8%
Apr '19	\$259K	-5.4%



Current Year	\$261K	\$276K	\$275K	\$303K	\$309K	\$333K	\$346K	\$356K	\$362K	\$381K	\$391K	\$402K	\$426K
Prior Year	\$259K	\$262K	\$262K	\$267K	\$258K	\$254K	\$248K	\$254K	\$250K	\$251K	\$261K	\$270K	\$261K
Percent Change from Prior Year	1%	6%	5%	14%	20%	31%	39%	40%	45%	52%	50%	49%	63%

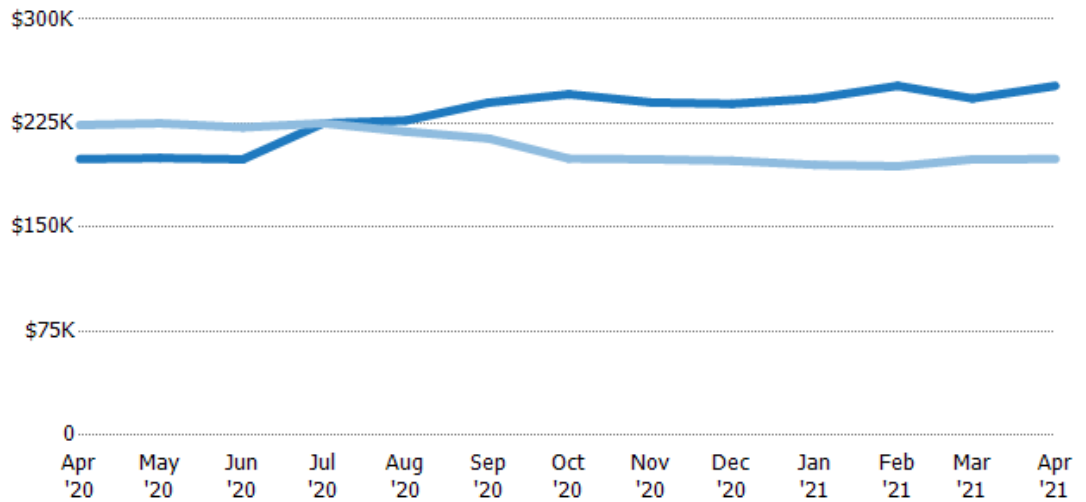
## Median Listing Price

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.
Apr '21	\$252K	26.4%
Apr '20	\$199K	-10.9%
Apr '19	\$224K	-11.1%



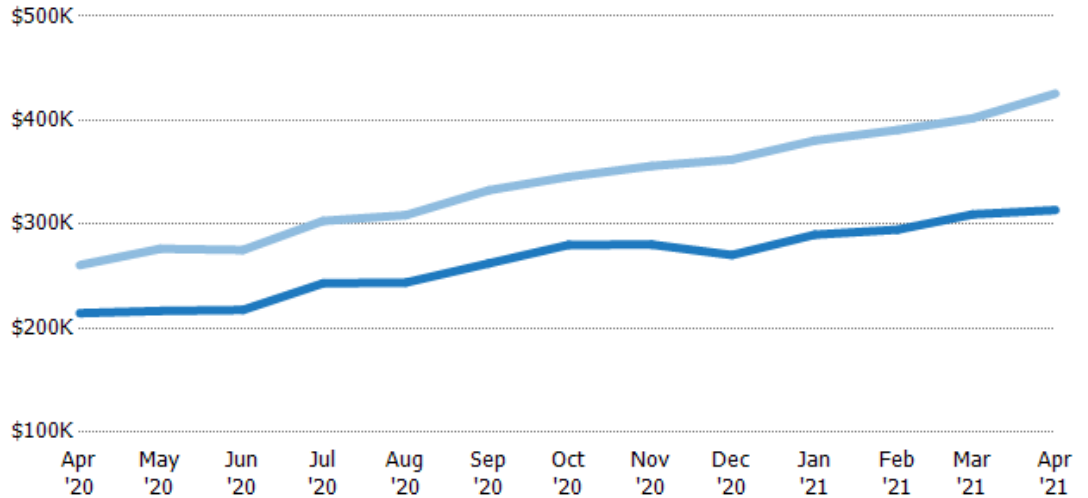
Current Year	\$199K	\$200K	\$199K	\$225K	\$227K	\$240K	\$246K	\$240K	\$239K	\$243K	\$252K	\$243K	\$252K
Prior Year	\$224K	\$225K	\$222K	\$225K	\$219K	\$214K	\$200K	\$199K	\$198K	\$195K	\$194K	\$199K	\$199K
Percent Change from Prior Year	-11%	-11%	-10%	0%	4%	12%	23%	21%	21%	25%	30%	22%	26%

## 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



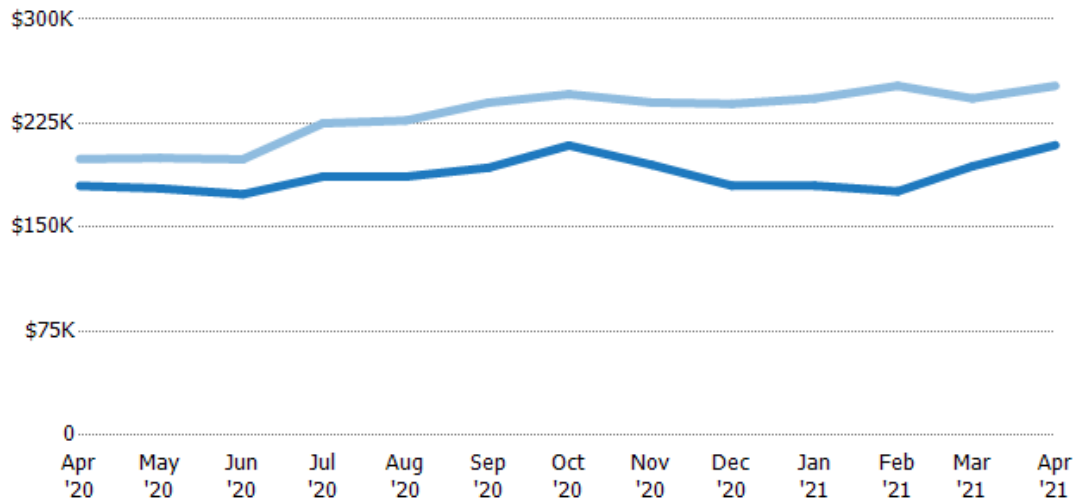
	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21
Avg Est Value	\$215K	\$217K	\$218K	\$243K	\$244K	\$262K	\$280K	\$280K	\$270K	\$290K	\$295K	\$309K	\$314K
Avg Listing Price	\$261K	\$276K	\$275K	\$303K	\$309K	\$333K	\$346K	\$356K	\$362K	\$381K	\$391K	\$402K	\$426K
Avg Listing Price as a % of Avg Est Value	122%	128%	127%	125%	127%	127%	123%	127%	134%	131%	133%	130%	136%

## 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



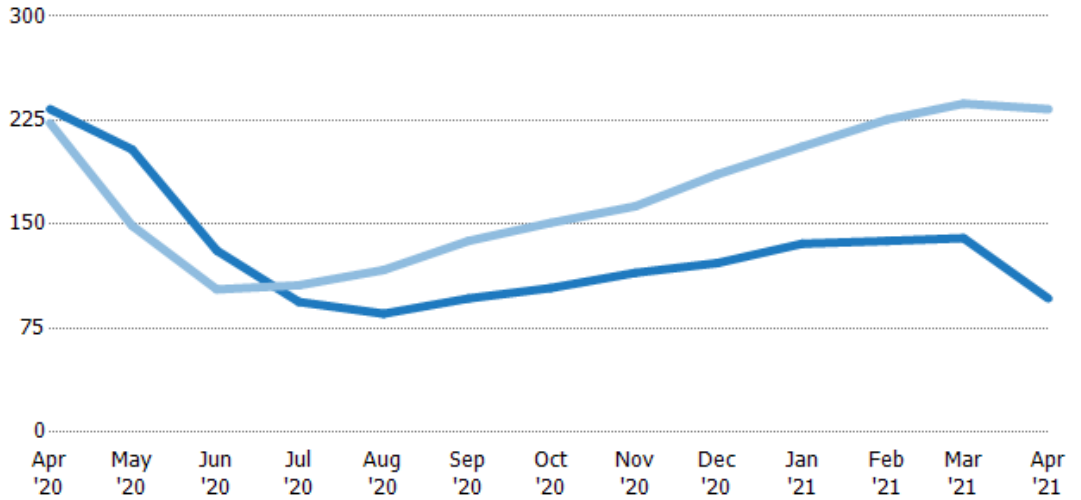
	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21
Median Est Value	\$180K	\$178K	\$174K	\$187K	\$187K	\$193K	\$209K	\$195K	\$180K	\$180K	\$176K	\$194K	\$209K
Median Listing Price	\$199K	\$200K	\$199K	\$225K	\$227K	\$240K	\$246K	\$240K	\$239K	\$243K	\$252K	\$243K	\$252K
Med Listing Price as a % of Med Est Value	111%	112%	115%	121%	122%	124%	118%	123%	133%	135%	143%	125%	120%

## 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



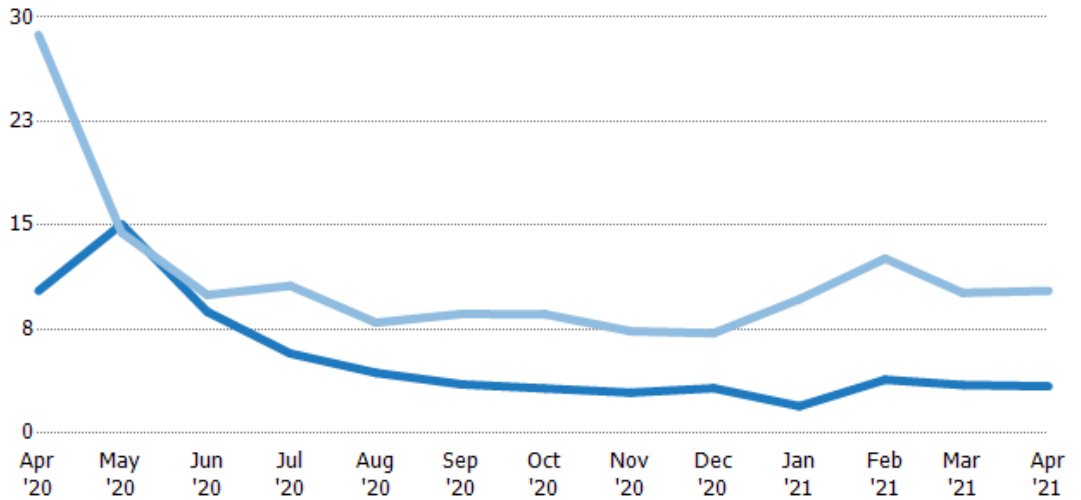
	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21
Current Year	233	204	131	94	85.5	96.5	104	115	122	136	138	140	96.5
Prior Year	223	149	103	106	117	138	151	163	186	206	226	237	233
Percent Change from Prior Year	4%	37%	27%	-11%	-27%	-30%	-31%	-29%	-34%	-34%	-39%	-41%	-59%

## 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



	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	10.3	15.1	8.76	5.75	4.35	3.53	3.23	2.93	3.25	1.95	3.86	3.48	3.38
Prior Year	28.7	14.5	9.97	10.6	7.98	8.61	8.58	7.36	7.22	9.67	12.6	10.1	10.3
Percent Change from Prior Year	-64%	4%	-12%	-46%	-45%	-59%	-62%	-60%	-55%	-80%	-69%	-66%	-67%

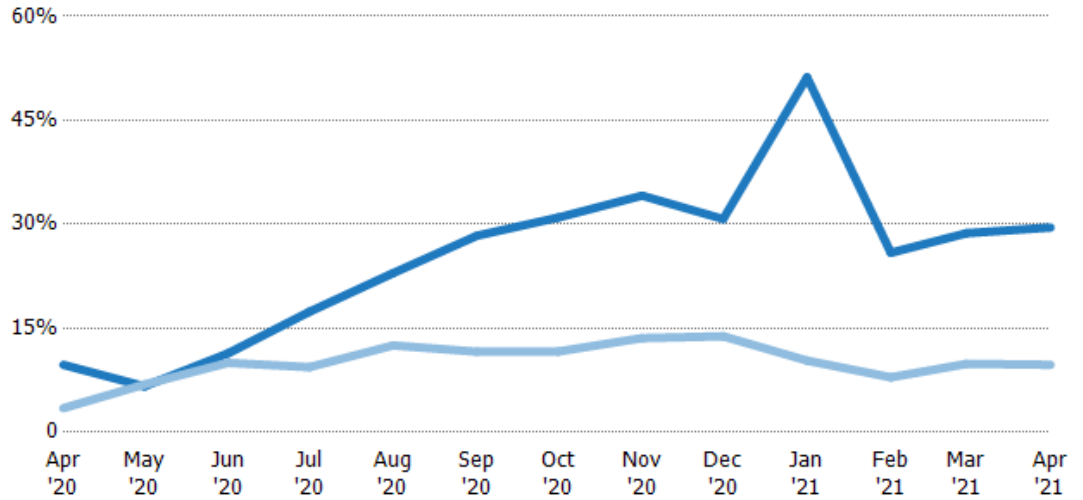
## Absorption Rate

The percentage of inventory sold per month.

### Filters Used

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

Month/Year	Rate	Chg.
Apr '21	30%	-19.8%
Apr '20	10%	-6.3%
Apr '19	3%	110.3%



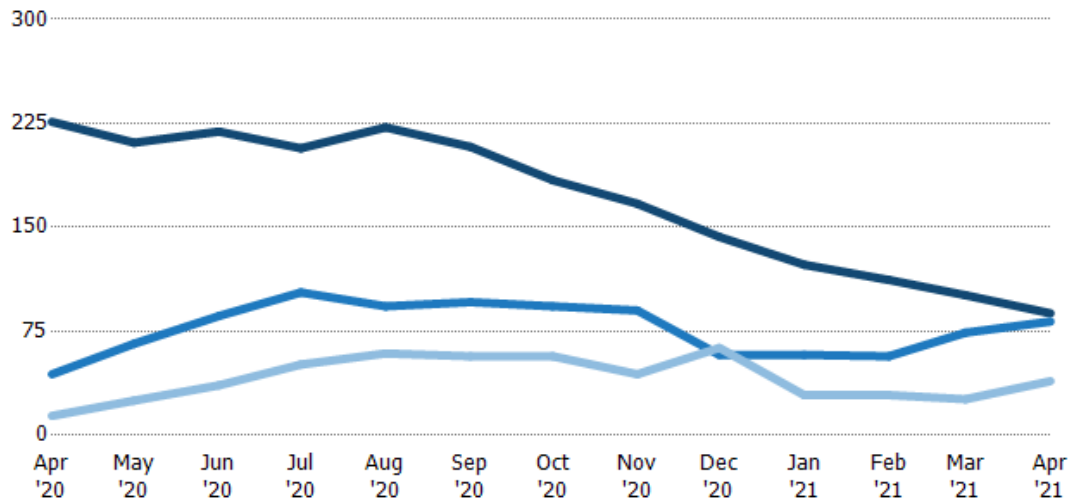
Current Year	10%	7%	11%	17%	23%	28%	31%	34%	31%	51%	26%	29%	30%
Prior Year	3%	7%	10%	9%	13%	12%	12%	14%	14%	10%	8%	10%	10%
Change from Prior Year	-6%	0%	-1%	-8%	-10%	-17%	-19%	-21%	-17%	-41%	-18%	-19%	-20%

## 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



Active	226	211	219	207	222	208	184	167	143	123	112	101	88
Pending	44	66	86	103	93	96	93	90	58	58	57	74	82
Sold	14	25	36	51	59	57	57	44	63	29	29	26	39

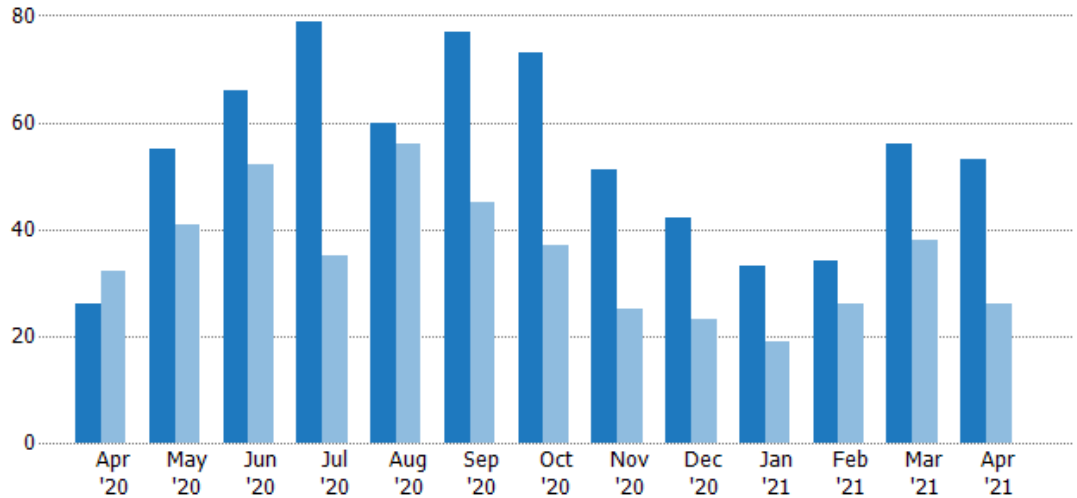
## New Pending Sales

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.
Apr '21	53	103.8%
Apr '20	26	-18.8%
Apr '19	32	-6.3%



Current Year	26	55	66	79	60	77	73	51	42	33	34	56	53
Prior Year	32	41	52	35	56	45	37	25	23	19	26	38	26
Percent Change from Prior Year	-19%	34%	27%	126%	7%	71%	97%	104%	83%	74%	31%	47%	104%

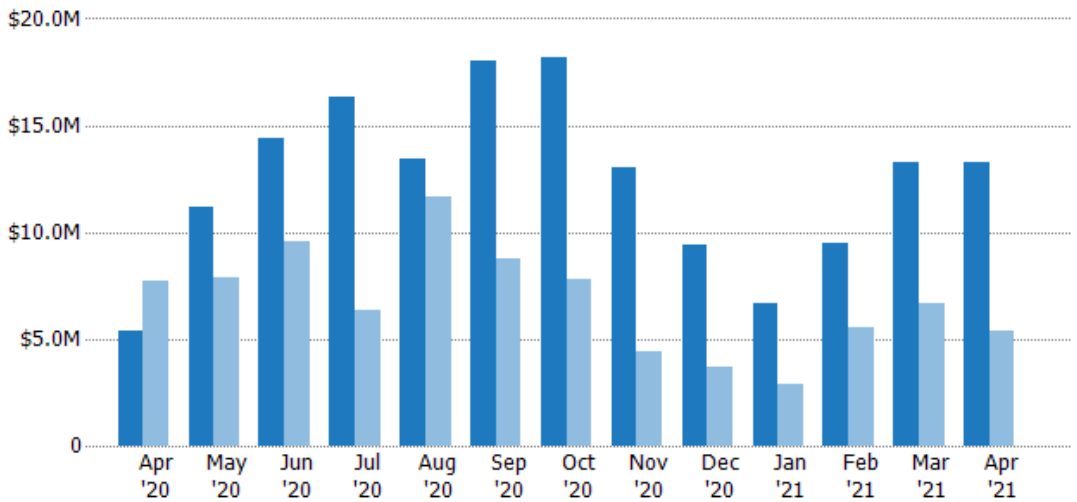
## New Pending Sales Volume

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.
Apr '21	\$13.3M	148.3%
Apr '20	\$5.35M	-30.8%
Apr '19	\$7.73M	-13.5%



Current Year	\$5.35M	\$11.1M	\$14.4M	\$16.3M	\$13.5M	\$18M	\$18.2M	\$13.1M	\$9.4M	\$6.64M	\$9.45M	\$13.3M	\$13.3M
Prior Year	\$7.73M	\$7.91M	\$9.54M	\$6.32M	\$11.6M	\$8.8M	\$7.84M	\$4.43M	\$3.67M	\$2.88M	\$5.56M	\$6.69M	\$5.35M
Percent Change from Prior Year	-31%	41%	51%	158%	16%	105%	132%	195%	157%	131%	70%	98%	148%

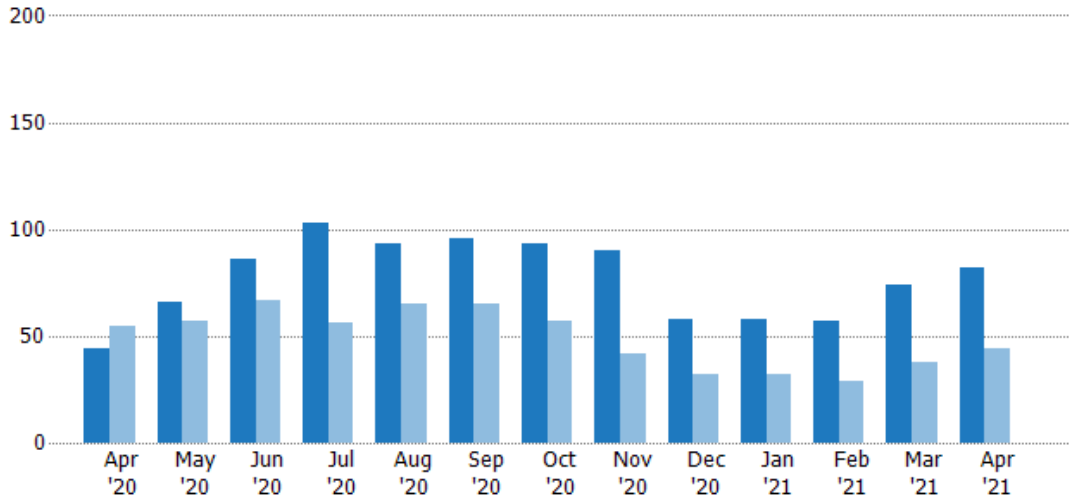


## Pending Sales

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



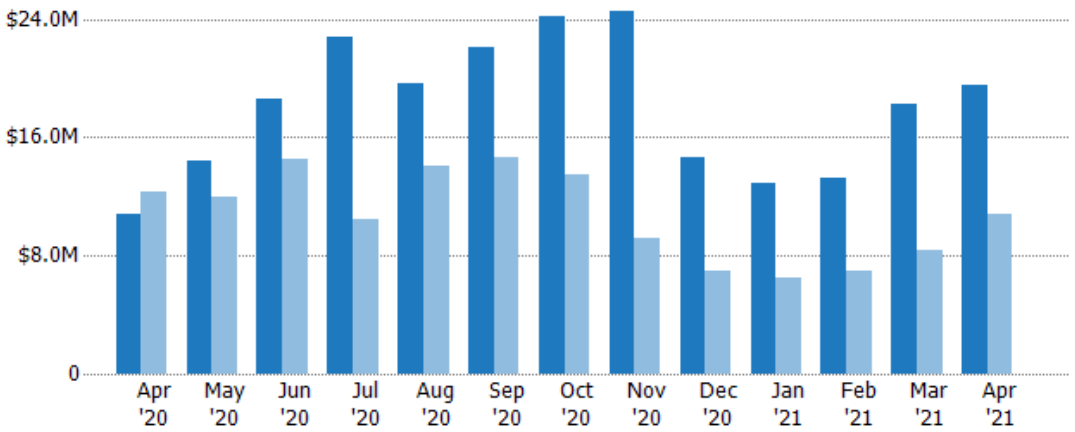
Month/Year	Current Year	Prior Year	Percent Change from Prior Year
Apr '21	82	44	86.4%
Apr '20	44	55	-20%
Apr '19	55	55	10.9%

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



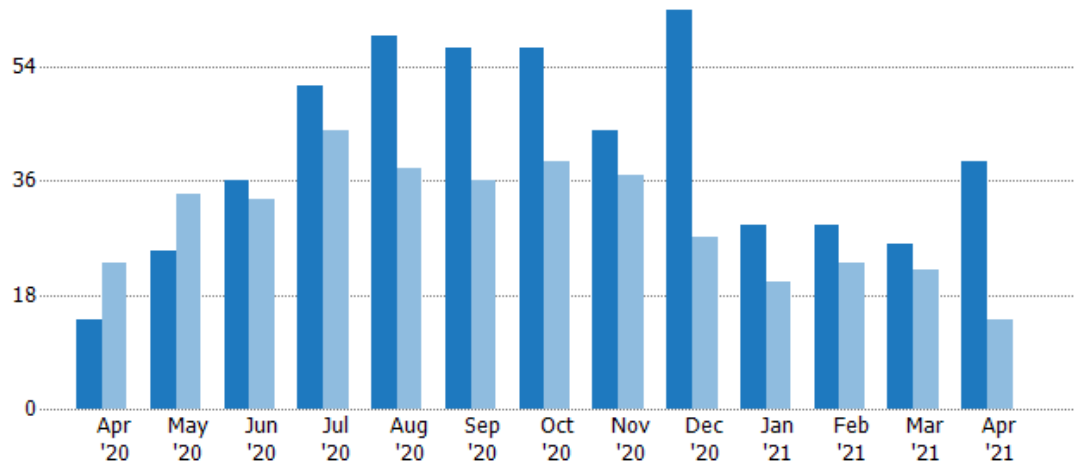
Month/Year	Current Year	Prior Year	Percent Change from Prior Year
Apr '21	\$19.5M	\$10.8M	81.3%
Apr '20	\$10.8M	\$12.3M	-12.7%
Apr '19	\$12.3M	\$12.3M	8.8%

## 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



Month/Year	Count	% Chg.
Apr '21	39	178.6%
Apr '20	14	-39.1%
Apr '19	23	21.7%

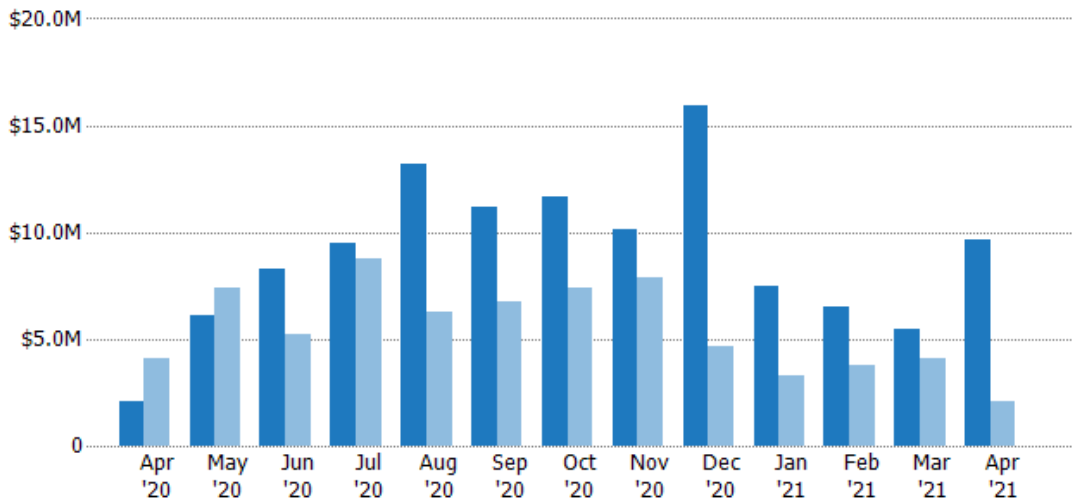
	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21
Current Year	14	25	36	51	59	57	57	44	63	29	29	26	39
Prior Year	23	34	33	44	38	36	39	37	27	20	23	22	14
Percent Change from Prior Year	-39%	-26%	9%	16%	55%	58%	46%	19%	133%	45%	26%	18%	179%

## 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



Month/Year	Volume	% Chg.
Apr '21	\$9.63M	365.7%
Apr '20	\$2.07M	-49.1%
Apr '19	\$4.07M	26.6%

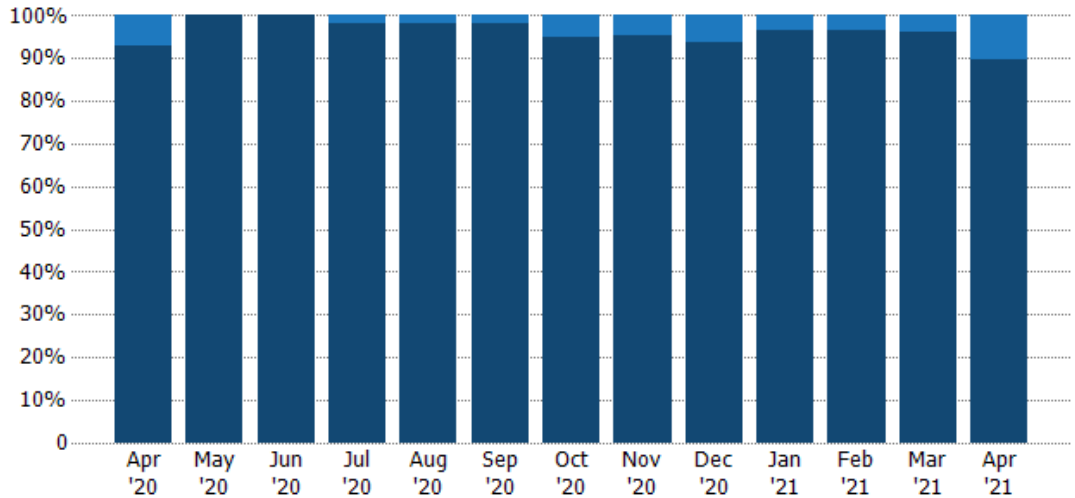
	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21
Current Year	\$2.07M	\$6.09M	\$8.31M	\$9.5M	\$13.2M	\$11.1M	\$11.7M	\$10.1M	\$15.9M	\$7.46M	\$6.51M	\$5.49M	\$9.63M
Prior Year	\$4.07M	\$7.4M	\$5.23M	\$8.75M	\$6.27M	\$6.79M	\$7.41M	\$7.9M	\$4.64M	\$3.28M	\$3.74M	\$4.07M	\$2.07M
Percent Change from Prior Year	-49%	-18%	59%	9%	111%	64%	58%	28%	242%	128%	74%	35%	366%

## 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



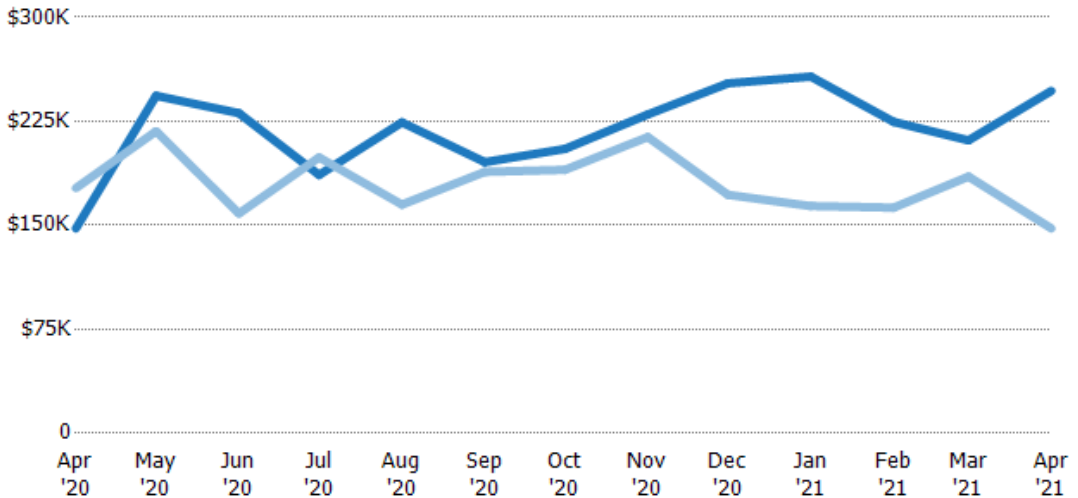
Condo/Townhouse	7%	-	-	2%	2%	2%	5%	5%	6%	3%	3%	4%	10%
Single Family Residence	93%	100%	100%	98%	98%	98%	95%	95%	94%	97%	97%	96%	90%

## 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	\$148K	\$243K	\$231K	\$186K	\$224K	\$196K	\$205K	\$230K	\$252K	\$257K	\$225K	\$211K	\$247K
Prior Year	\$177K	\$218K	\$158K	\$199K	\$165K	\$189K	\$190K	\$214K	\$172K	\$164K	\$163K	\$185K	\$148K
Percent Change from Prior Year	-16%	12%	46%	-6%	36%	4%	8%	8%	47%	57%	38%	14%	67%

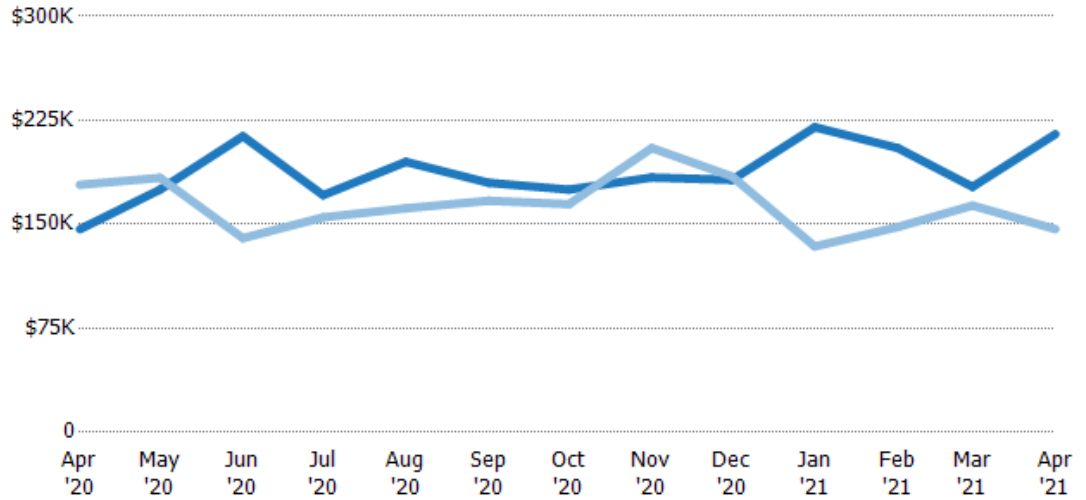
## Median Sales Price

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.
Apr '21	\$215K	46.8%
Apr '20	\$146K	-18%
Apr '19	\$179K	-21.8%



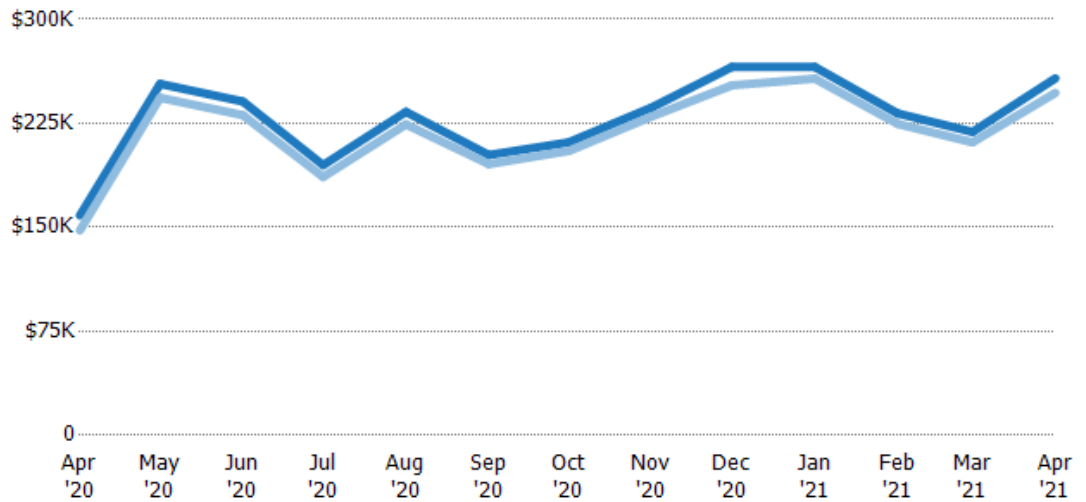
Current Year	\$146K	\$175K	\$214K	\$171K	\$195K	\$180K	\$175K	\$184K	\$182K	\$220K	\$205K	\$177K	\$215K
Prior Year	\$179K	\$184K	\$140K	\$155K	\$162K	\$167K	\$165K	\$205K	\$185K	\$134K	\$148K	\$164K	\$146K
Percent Change from Prior Year	-18%	-5%	53%	10%	21%	8%	6%	-10%	-1%	64%	39%	8%	47%

## 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



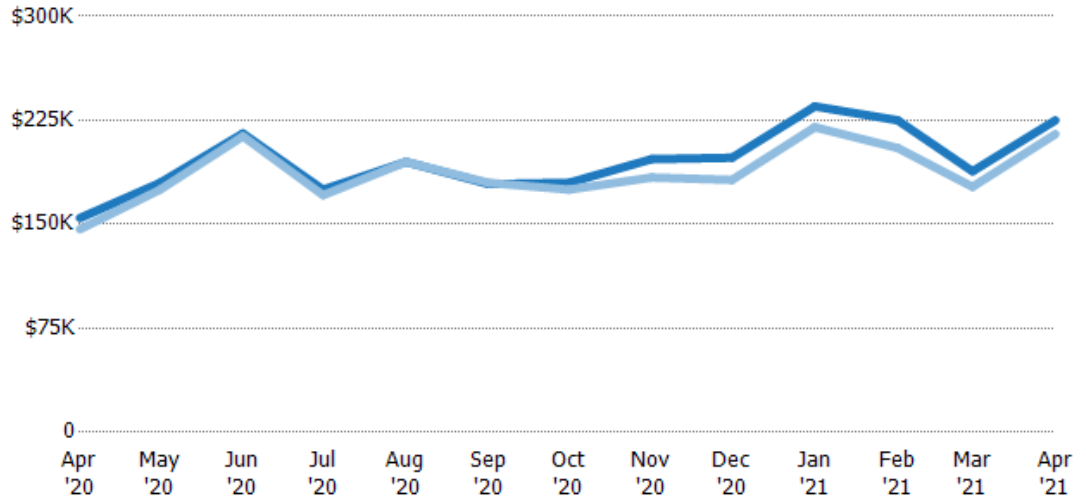
Avg List Price	\$159K	\$253K	\$241K	\$195K	\$233K	\$202K	\$211K	\$236K	\$266K	\$266K	\$232K	\$219K	\$257K
Avg Sales Price	\$148K	\$243K	\$231K	\$186K	\$224K	\$196K	\$205K	\$230K	\$252K	\$257K	\$225K	\$211K	\$247K
Avg Sales Price as a % of Avg List Price	93%	96%	96%	96%	96%	97%	97%	97%	95%	97%	97%	97%	96%

## 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

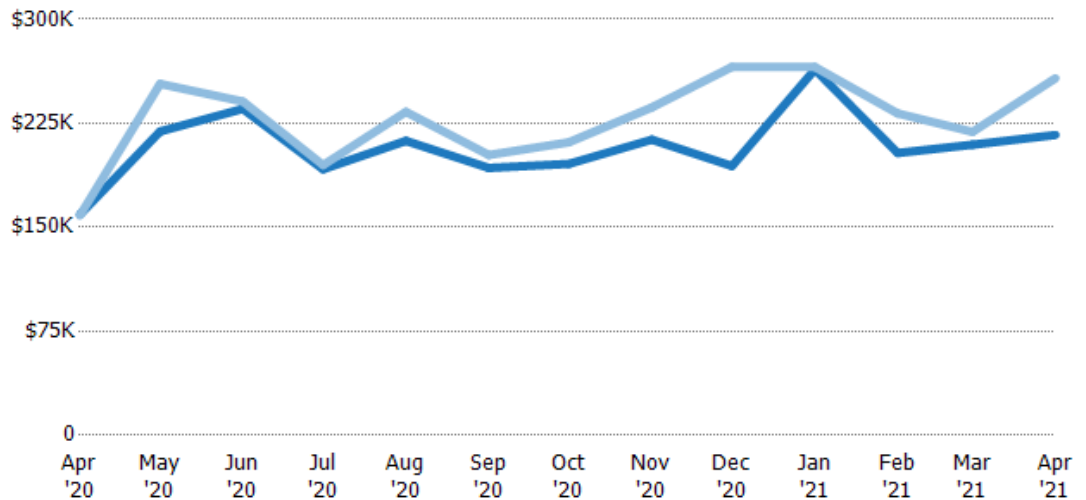


## Average Sales Price vs Average Est Value

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

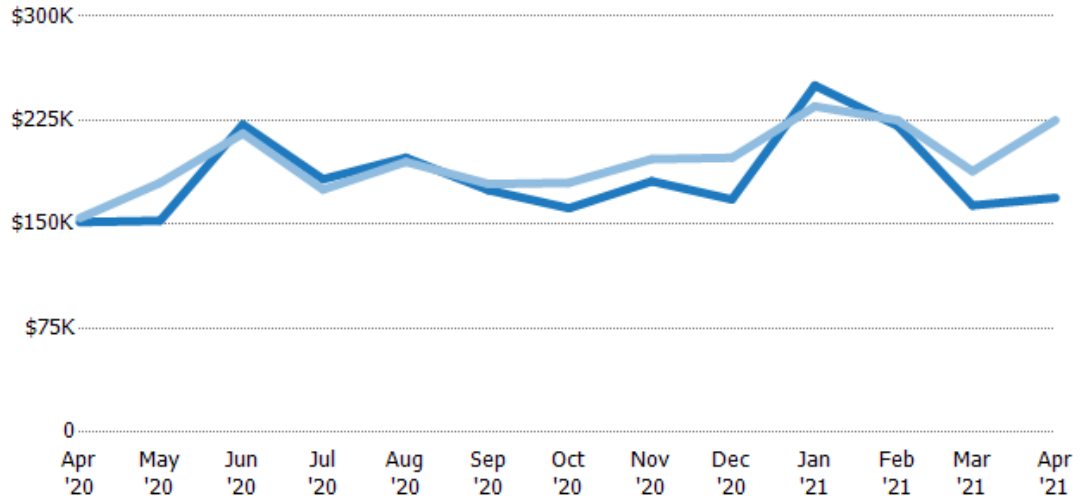


## Median Sales Price vs Median Est Value

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



	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	\$152K	\$153K	\$222K	\$183K	\$198K	\$175K	\$162K	\$181K	\$168K	\$250K	\$221K	\$164K	\$169K
Median Sales Price	\$155K	\$180K	\$215K	\$175K	\$195K	\$179K	\$180K	\$197K	\$198K	\$235K	\$225K	\$188K	\$225K
Med Sales Price as a % of Med Est Value	102%	118%	97%	96%	98%	103%	111%	109%	118%	94%	102%	115%	133%