

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	May 2021	May 2020	+ / -	YTD 2021	YTD 2020	+ / -
Listing Activity Charts Metrics						
New Listing Count	43	37	+16.2%	136	134	+1.5%
New Listing Volume	\$15,335,800	\$12,432,100	+23.4%	\$52,333,199	\$40,423,094	+29.5%
Active Listing Count	25	145	-82.8%	N/A	N/A	
Active Listing Volume	\$16,485,300	\$47,946,295	-65.6%	N/A	N/A	
Average Listing Price	\$659,412	\$330,664	+99.4%	\$499,267	\$324,784	+53.7%
Median Listing Price	\$325,000	\$235,000	+38.3%	\$310,345	\$227,996	+36.1%
Median Days in RPR	27	135	-80%	77.66	169.78	-54.3%
Months of Inventory	1.3	11.2	-88.2%	3.3	11.9	-72.6%
Absorption Rate	76%	8.97%	+67%	30.67%	8.41%	+22.3%
Sales Activity Charts Metrics						
New Pending Sales Count	55	32	+71.9%	150	127	+18.1%
New Pending Sales Volume	\$16,036,100	\$8,383,299	+91.3%	\$44,306,099	\$31,933,499	+38.7%
Pending Sales Count	27	56	-51.8%	N/A	N/A	
Pending Sales Volume	\$6,703,200	\$14,874,199	-54.9%	N/A	N/A	
Closed Sales Count	16	18	-11.1%	102	73	+39.7%
Closed Sales Volume	\$4,533,150	\$4,624,022	-2%	\$26,458,400	\$17,138,397	+54.4%
Average Sales Price	\$283,322	\$256,890	+10.3%	\$259,396	\$234,773	+10.5%
Median Sales Price	\$238,500	\$220,261	+8.3%	\$237,431	\$203,481	+16.7%

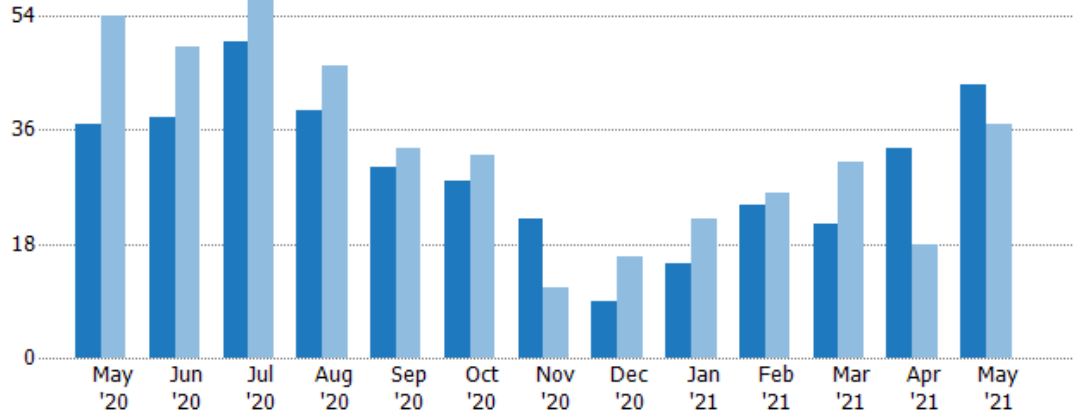
New Listings

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.
May '21	43	16.2%
May '20	37	-31.5%
May '19	54	25.9%



	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21
Current Year	37	38	50	39	30	28	22	9	15	24	21	33	43
Prior Year	54	49	57	46	33	32	11	16	22	26	31	18	37
Percent Change from Prior Year	-31%	-22%	-12%	-15%	-9%	-13%	100%	-44%	-32%	-8%	-32%	83%	16%

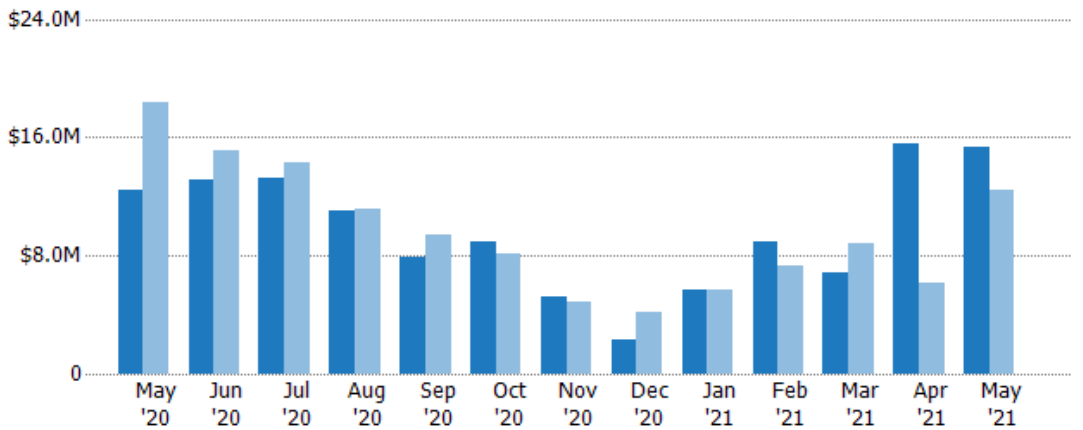
New Listing Volume

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.
May '21	\$15.3M	23.4%
May '20	\$12.4M	-32.1%
May '19	\$18.3M	10.5%



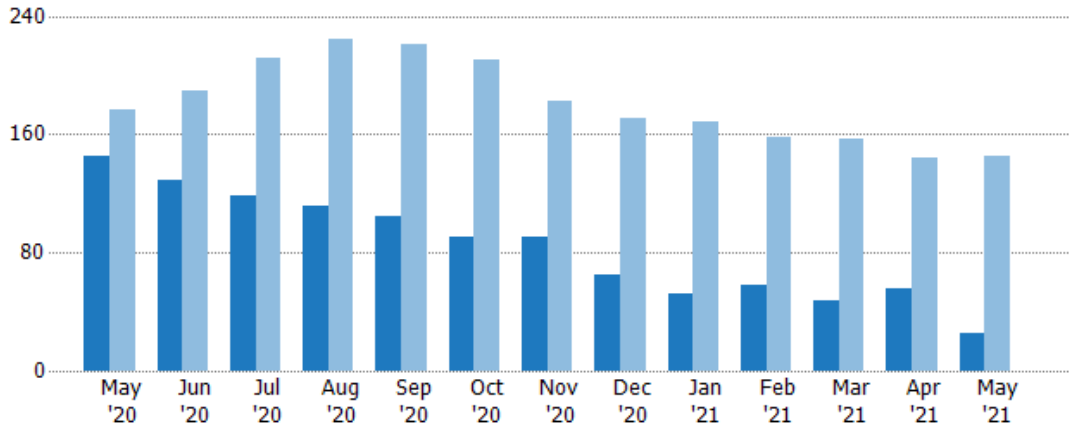
	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21
Current Year	\$12.4M	\$13.2M	\$13.2M	\$11M	\$7.88M	\$8.98M	\$5.23M	\$2.31M	\$5.65M	\$8.94M	\$6.8M	\$15.6M	\$15.3M
Prior Year	\$18.3M	\$15.1M	\$14.3M	\$11.2M	\$9.39M	\$8.07M	\$4.83M	\$4.12M	\$5.65M	\$7.36M	\$8.82M	\$6.15M	\$12.4M
Percent Change from Prior Year	-32%	-13%	-8%	-2%	-16%	11%	8%	-44%	0%	21%	-23%	154%	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



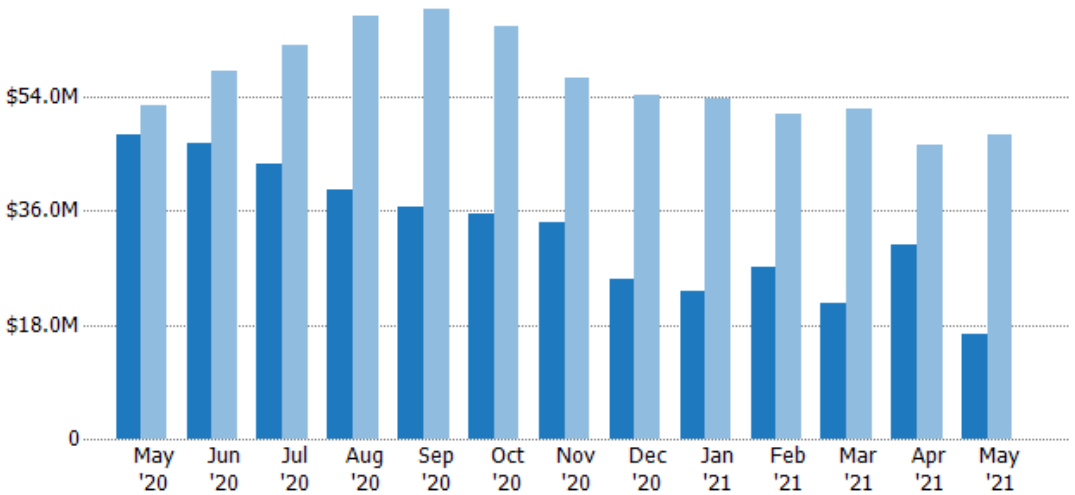
	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21
Current Year	145	129	119	112	104	91	90	65	52	58	47	56	25
Prior Year	177	190	211	224	221	210	183	171	169	158	157	144	145
Percent Change from Prior Year	-18%	-32%	-44%	-50%	-53%	-57%	-51%	-62%	-69%	-63%	-70%	-61%	-83%

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



	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21
Current Year	\$47.9M	\$46.5M	\$43.5M	\$39.4M	\$36.7M	\$35.4M	\$34.2M	\$25.3M	\$23.3M	\$27M	\$21.4M	\$30.6M	\$16.5M
Prior Year	\$52.6M	\$58M	\$62.2M	\$66.7M	\$67.9M	\$65.2M	\$57M	\$54.2M	\$53.6M	\$51.3M	\$52M	\$46.3M	\$47.9M
Percent Change from Prior Year	-9%	-20%	-30%	-41%	-46%	-46%	-40%	-53%	-56%	-47%	-59%	-34%	-66%

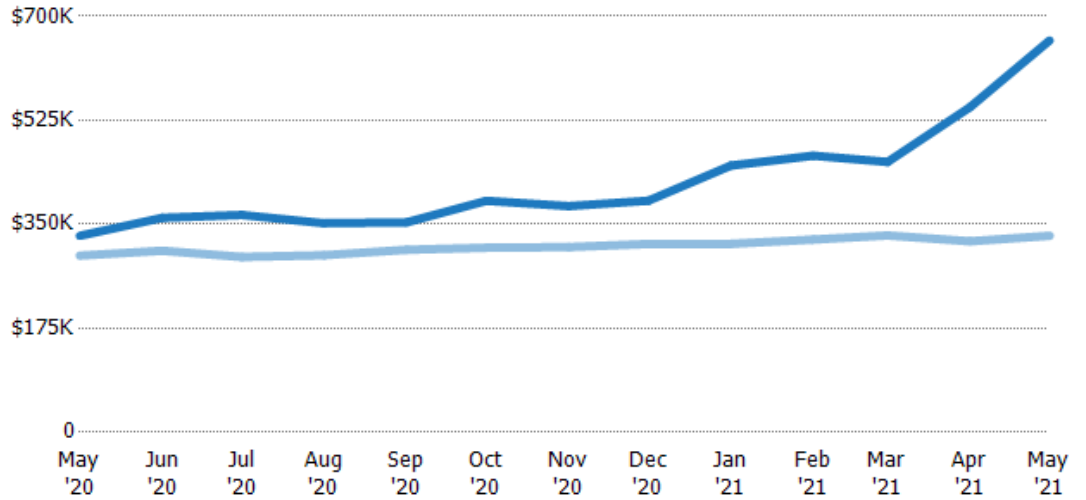
Average Listing Price

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.
May '21	\$659K	99.4%
May '20	\$331K	11.2%
May '19	\$297K	0.9%



Current Year	\$331K	\$361K	\$366K	\$352K	\$353K	\$390K	\$381K	\$390K	\$449K	\$465K	\$455K	\$547K	\$659K
Prior Year	\$297K	\$306K	\$295K	\$298K	\$307K	\$310K	\$312K	\$317K	\$317K	\$324K	\$331K	\$321K	\$331K
Percent Change from Prior Year	11%	18%	24%	18%	15%	25%	22%	23%	42%	43%	37%	70%	99%

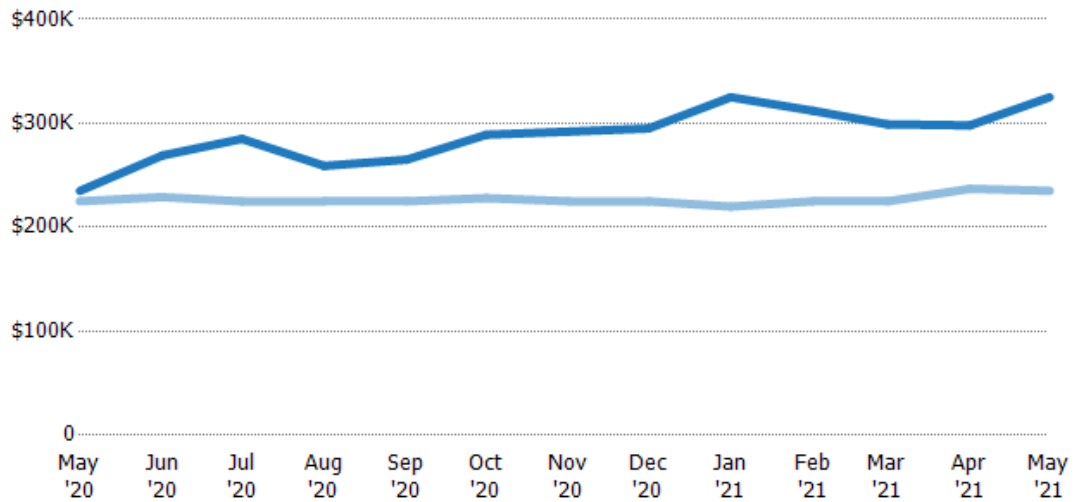
Median Listing Price

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.
May '21	\$325K	38.3%
May '20	\$235K	4.4%
May '19	\$225K	8.1%



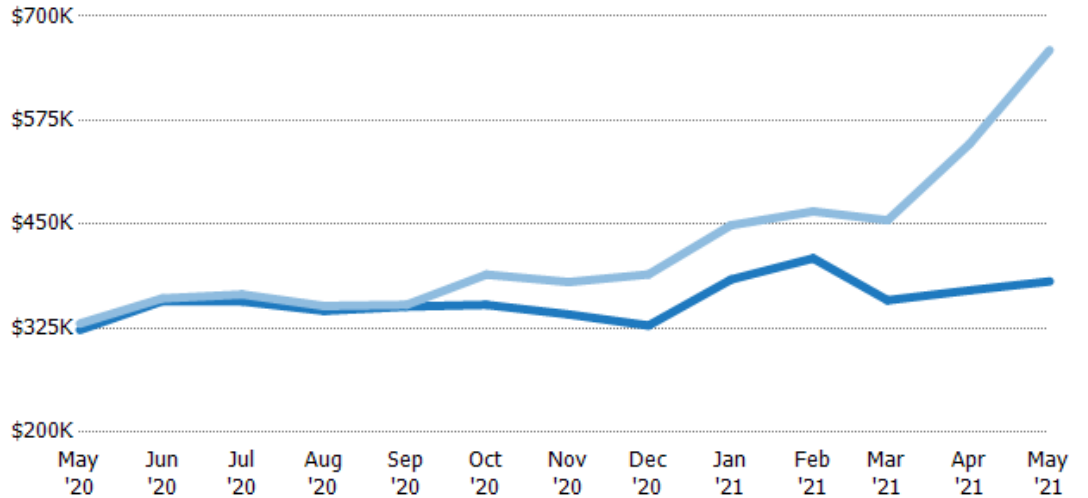
Current Year	\$235K	\$269K	\$285K	\$259K	\$265K	\$289K	\$292K	\$295K	\$325K	\$312K	\$299K	\$298K	\$325K
Prior Year	\$225K	\$229K	\$225K	\$225K	\$225K	\$228K	\$225K	\$225K	\$220K	\$225K	\$225K	\$237K	\$235K
Percent Change from Prior Year	4%	17%	27%	15%	18%	27%	30%	31%	48%	39%	33%	26%	38%

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



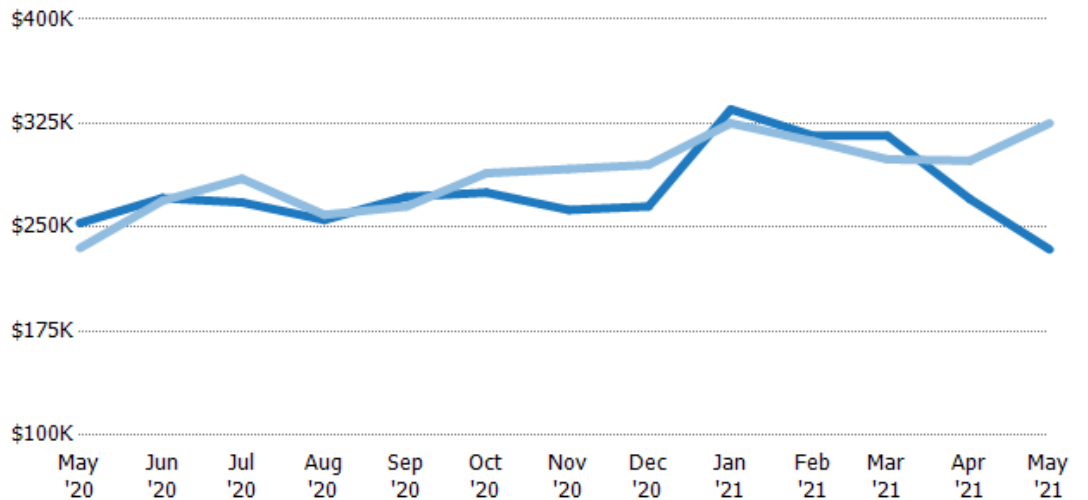
	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21
Avg Est Value	\$323K	\$358K	\$357K	\$346K	\$351K	\$353K	\$342K	\$328K	\$383K	\$409K	\$359K	\$371K	\$381K
Avg Listing Price	\$331K	\$361K	\$366K	\$352K	\$353K	\$390K	\$381K	\$390K	\$449K	\$465K	\$455K	\$547K	\$659K
Avg Listing Price as a % of Avg Est Value	102%	101%	102%	102%	101%	110%	111%	119%	117%	114%	127%	148%	173%

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



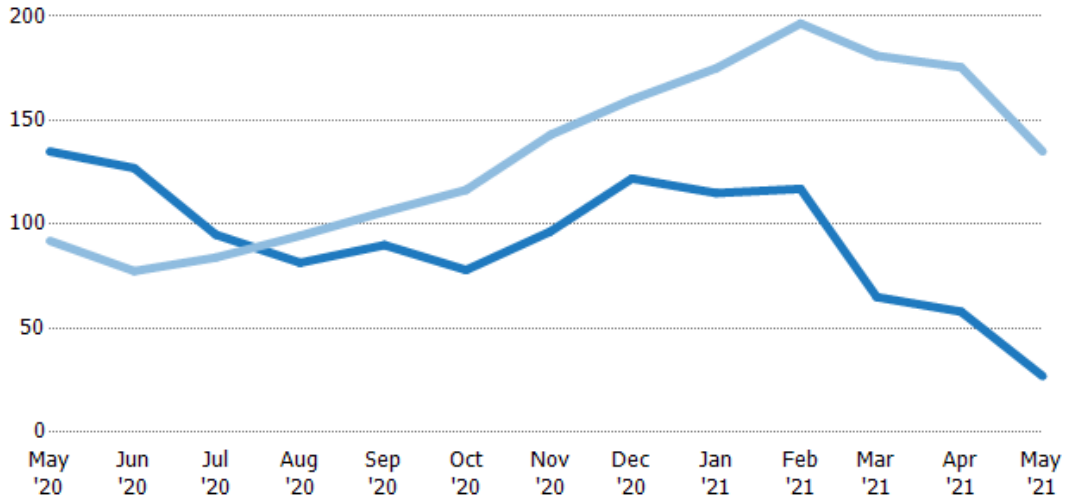
	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21
Median Est Value	\$253K	\$271K	\$268K	\$255K	\$272K	\$275K	\$263K	\$265K	\$335K	\$316K	\$316K	\$270K	\$234K
Median Listing Price	\$235K	\$269K	\$285K	\$259K	\$265K	\$289K	\$292K	\$295K	\$325K	\$312K	\$299K	\$298K	\$325K
Med Listing Price as a % of Med Est Value	93%	99%	106%	101%	97%	105%	111%	111%	97%	99%	95%	110%	139%

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



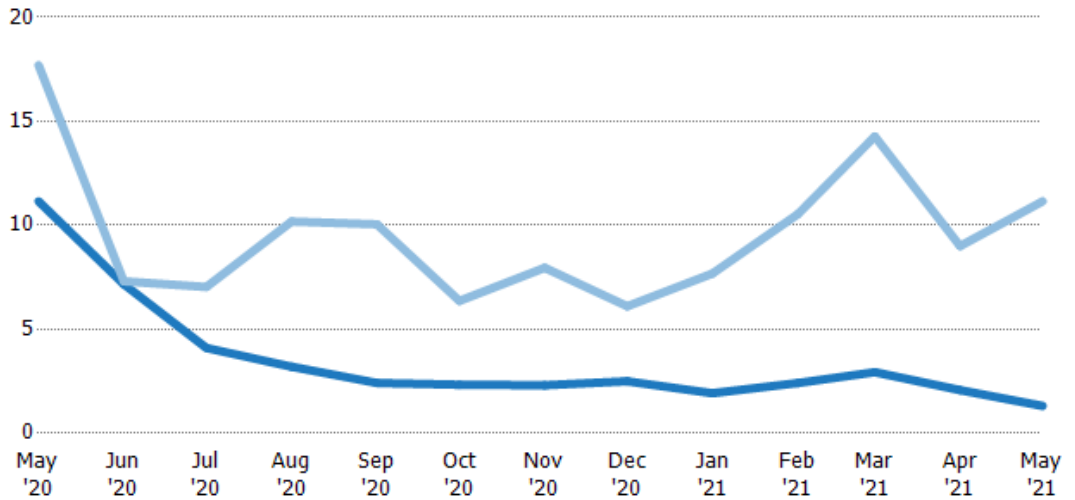
	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21
Current Year	135	127	95	81.5	90	78	96.5	122	115	117	65	58	27
Prior Year	92	77.5	84	94.5	106	117	143	160	175	197	181	176	135
Percent Change from Prior Year	47%	64%	13%	-14%	-15%	-33%	-33%	-24%	-34%	-40%	-64%	-67%	-80%

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



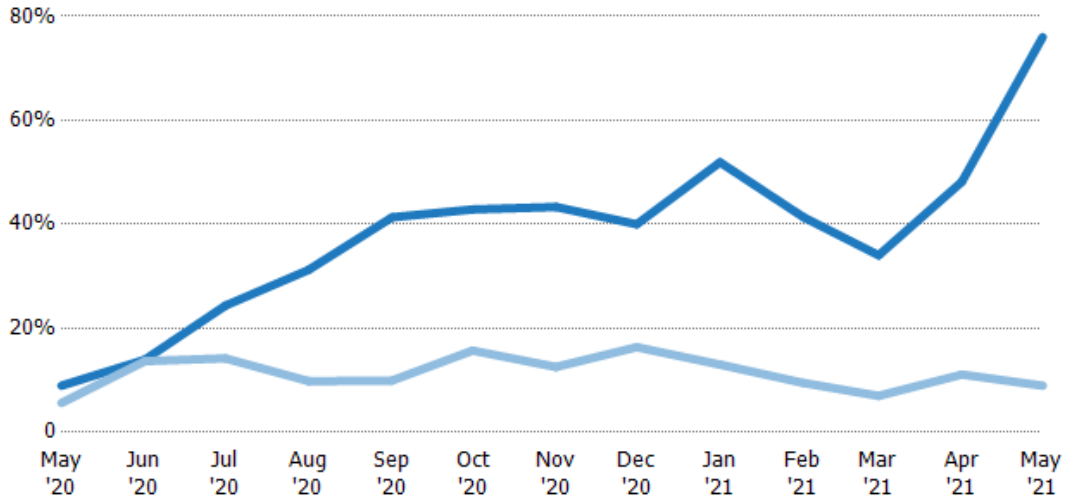
	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21
Current Year	11.2	7.17	4.1	3.2	2.42	2.33	2.31	2.5	1.93	2.42	2.94	2.07	1.32
Prior Year	17.7	7.31	7.03	10.2	10	6.36	7.96	6.11	7.68	10.5	14.3	9	11.2
Percent Change from Prior Year	-37%	-2%	-42%	-69%	-76%	-63%	-71%	-59%	-75%	-77%	-79%	-77%	-88%

Absorption Rate

The percentage of inventory sold per month.

Filters Used

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



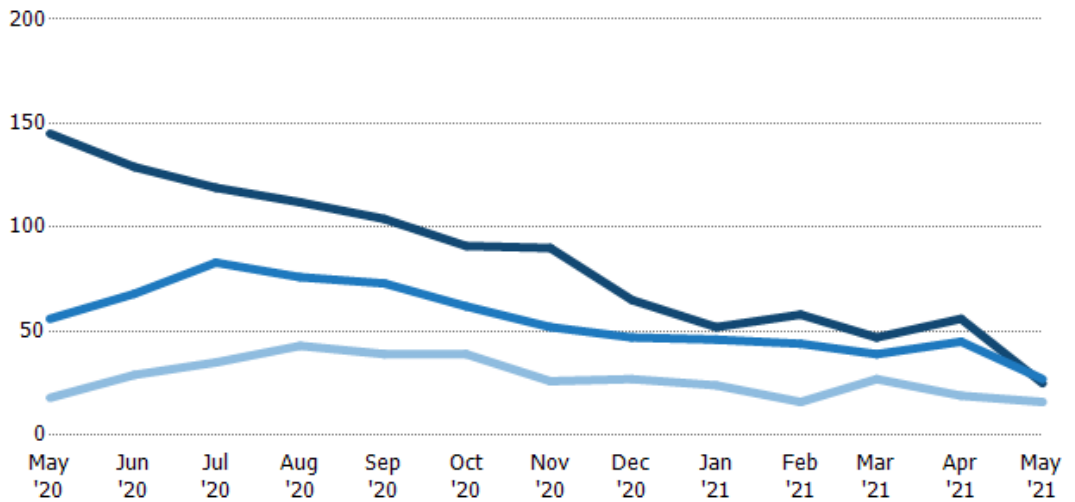
	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21
Current Year	9%	14%	24%	31%	41%	43%	43%	40%	52%	41%	34%	48%	76%
Prior Year	6%	14%	14%	10%	10%	16%	13%	16%	13%	9%	7%	11%	9%
Change from Prior Year	-3%	0%	-10%	-21%	-31%	-27%	-31%	-24%	-39%	-32%	-27%	-37%	-67%

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



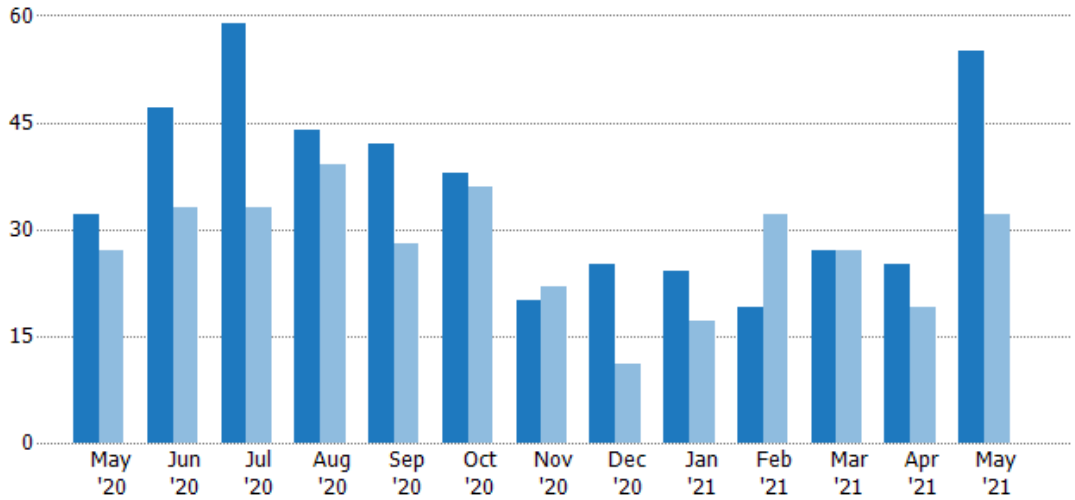
	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21
Active	145	129	119	112	104	91	90	65	52	58	47	56	25
Pending	56	68	83	76	73	62	52	47	46	44	39	45	27
Sold	18	29	35	43	39	39	26	27	24	16	27	19	16

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



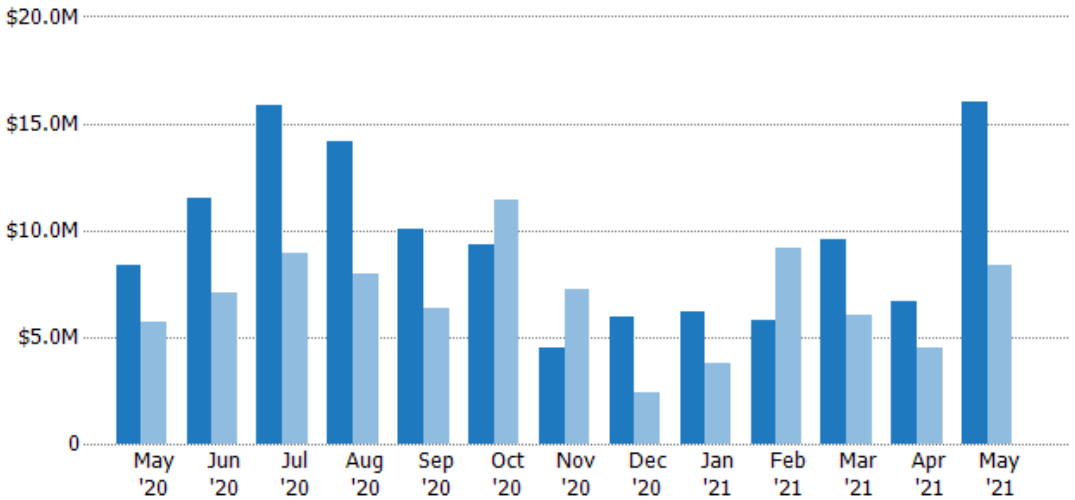
	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21
Current Year	32	47	59	44	42	38	20	25	24	19	27	25	55
Prior Year	27	33	33	39	28	36	22	11	17	32	27	19	32
Percent Change from Prior Year	19%	42%	79%	13%	50%	6%	-9%	127%	41%	-41%	0%	32%	72%

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



	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21
Current Year	\$8.38M	\$11.5M	\$15.8M	\$14.2M	\$10M	\$9.36M	\$4.49M	\$5.94M	\$6.21M	\$5.8M	\$9.57M	\$6.68M	\$16M
Prior Year	\$5.69M	\$7.08M	\$8.89M	\$7.95M	\$6.32M	\$11.4M	\$7.24M	\$2.37M	\$3.78M	\$9.2M	\$6.04M	\$4.53M	\$8.38M
Percent Change from Prior Year	47%	62%	78%	79%	58%	-18%	-38%	150%	64%	-37%	59%	48%	91%

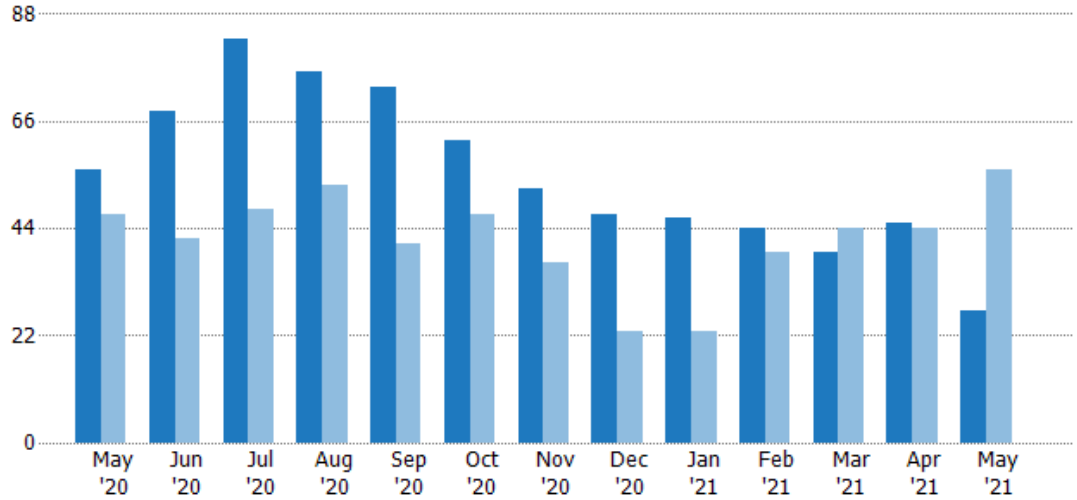
Pending Sales

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.
May '21	27	-51.8%
May '20	56	19.1%
May '19	47	-10.6%



Current Year	56	68	83	76	73	62	52	47	46	44	39	45	27
Prior Year	47	42	48	53	41	47	37	23	23	39	44	44	56
Percent Change from Prior Year	19%	62%	73%	43%	78%	32%	41%	104%	100%	13%	-11%	2%	-52%

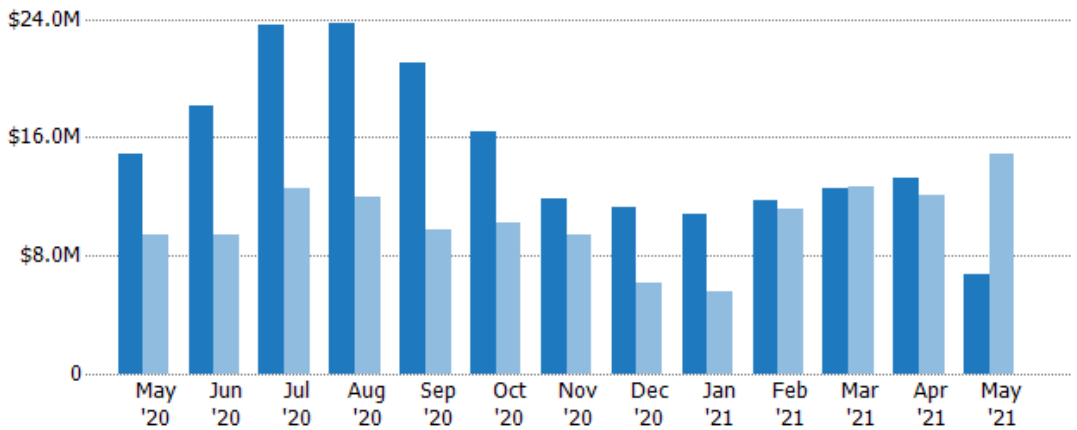
Pending Sales Volume

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.
May '21	\$6.7M	-54.9%
May '20	\$14.9M	57.7%
May '19	\$9.43M	16.9%



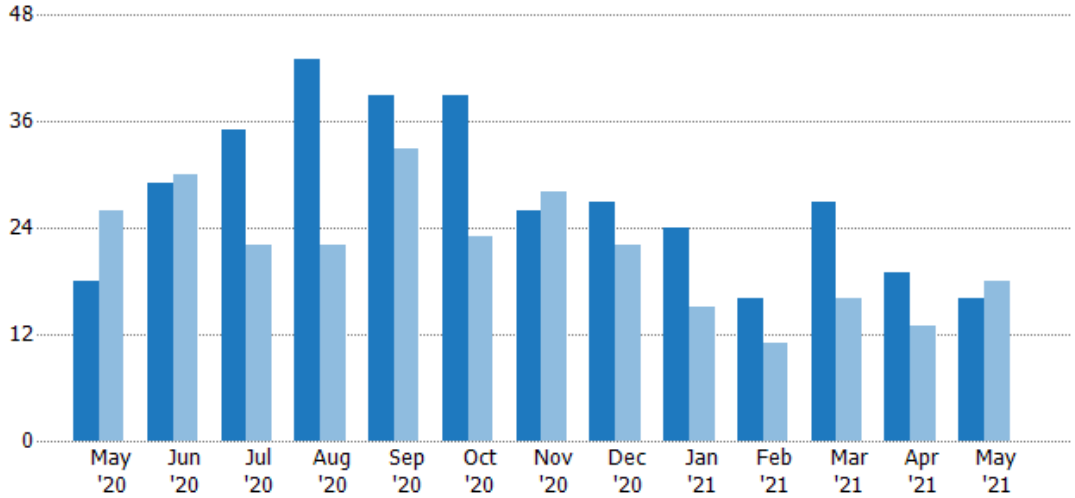
Current Year	\$14.9M	\$18.2M	\$23.6M	\$23.7M	\$21M	\$16.4M	\$11.9M	\$11.3M	\$10.8M	\$11.7M	\$12.5M	\$13.3M	\$6.7M
Prior Year	\$9.43M	\$9.39M	\$12.6M	\$11.9M	\$9.75M	\$10.2M	\$9.42M	\$6.2M	\$5.6M	\$11.2M	\$12.7M	\$12.1M	\$14.9M
Percent Change from Prior Year	58%	93%	88%	99%	115%	60%	26%	81%	92%	5%	-1%	10%	-55%

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



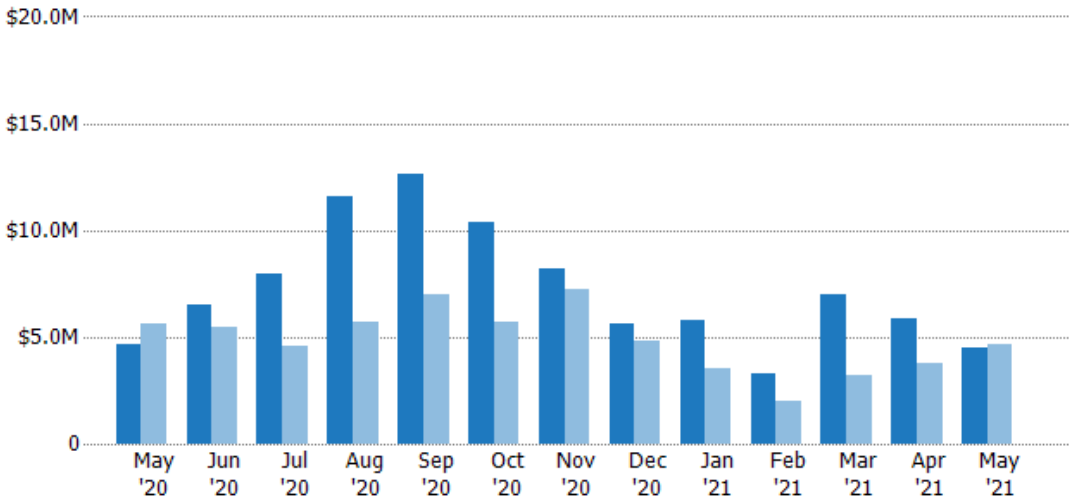
	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21
Current Year	18	29	35	43	39	39	26	27	24	16	27	19	16
Prior Year	26	30	22	22	33	23	28	22	15	11	16	13	18
Percent Change from Prior Year	-31%	-3%	59%	95%	18%	70%	-7%	23%	60%	45%	69%	46%	-11%

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



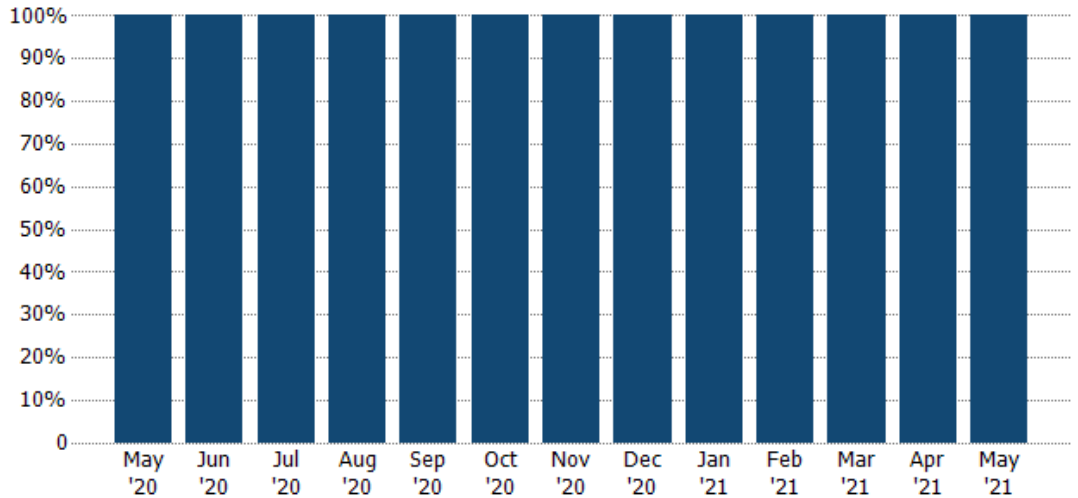
	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21
Current Year	\$4.62M	\$6.49M	\$7.95M	\$11.6M	\$12.7M	\$10.4M	\$8.22M	\$5.62M	\$5.81M	\$3.26M	\$7M	\$5.87M	\$4.53M
Prior Year	\$5.61M	\$5.46M	\$4.55M	\$5.74M	\$6.95M	\$5.72M	\$7.21M	\$4.8M	\$3.56M	\$1.98M	\$3.21M	\$3.76M	\$4.62M
Percent Change from Prior Year	-18%	19%	75%	101%	82%	82%	14%	17%	63%	64%	118%	56%	-2%

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

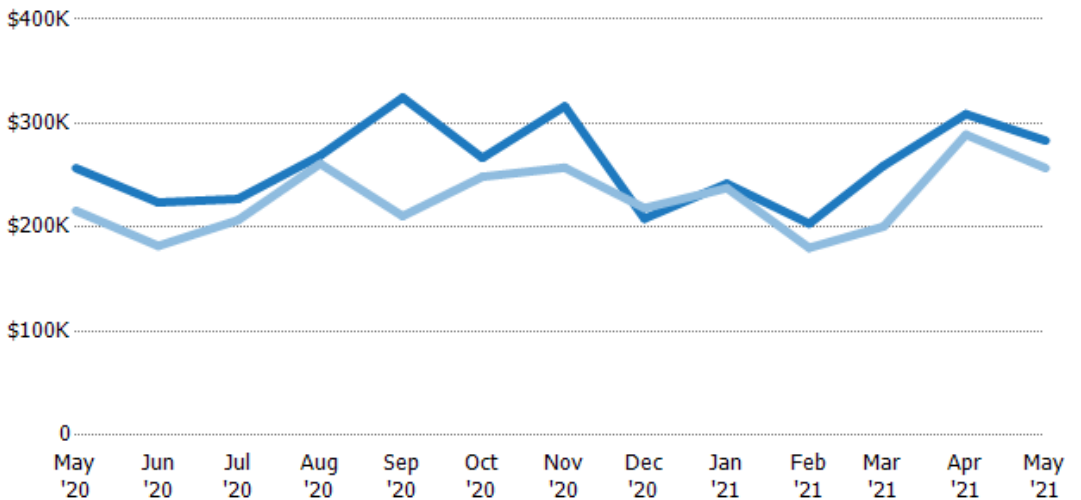
100% 100% 100% 100% 100% 100% 100% 100% 100% 100% 100% 100% 100%

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



Month/Year	Price	% Chg.
May '21	\$283K	10.3%
May '20	\$257K	19%
May '19	\$216K	7.1%

Current Year

\$257K \$224K \$227K \$269K \$325K \$267K \$316K \$208K \$242K \$204K \$259K \$309K \$283K

Prior Year

\$216K \$182K \$207K \$261K \$211K \$249K \$257K \$218K \$238K \$180K \$201K \$289K \$257K

Percent Change from Prior Year

19% 23% 10% 3% 54% 7% 23% -5% 2% 13% 29% 7% 10%

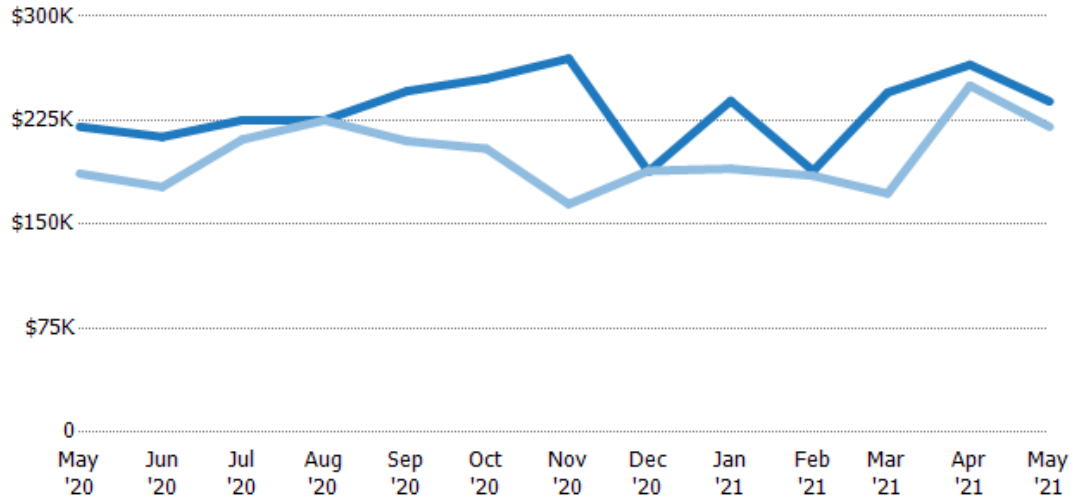
Median Sales Price

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.
May '21	\$239K	8.3%
May '20	\$220K	18.1%
May '19	\$187K	5.6%



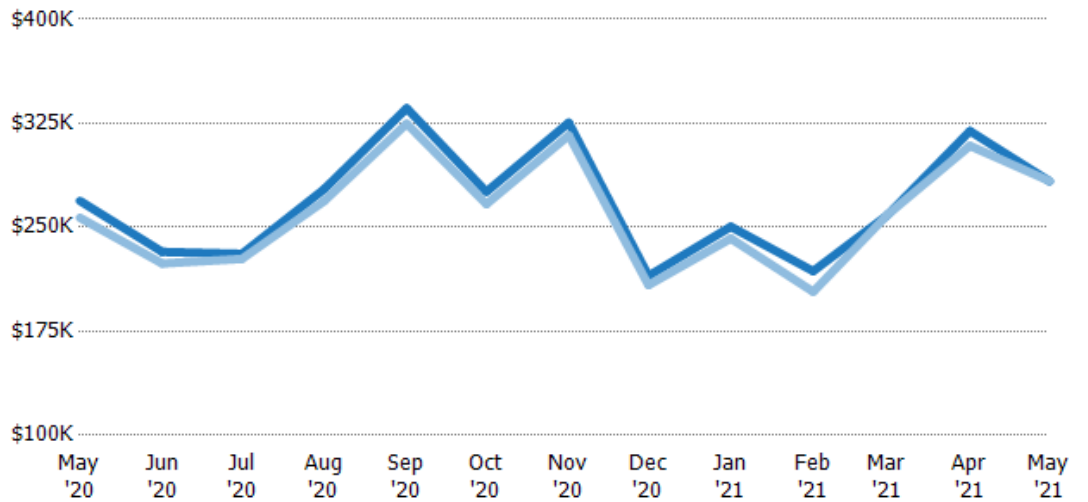
Current Year	\$220K	\$213K	\$225K	\$225K	\$246K	\$255K	\$270K	\$188K	\$239K	\$189K	\$245K	\$265K	\$239K
Prior Year	\$187K	\$177K	\$211K	\$225K	\$210K	\$205K	\$165K	\$189K	\$190K	\$185K	\$172K	\$250K	\$220K
Percent Change from Prior Year	18%	20%	7%	0%	17%	25%	64%	0%	26%	2%	42%	6%	8%

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



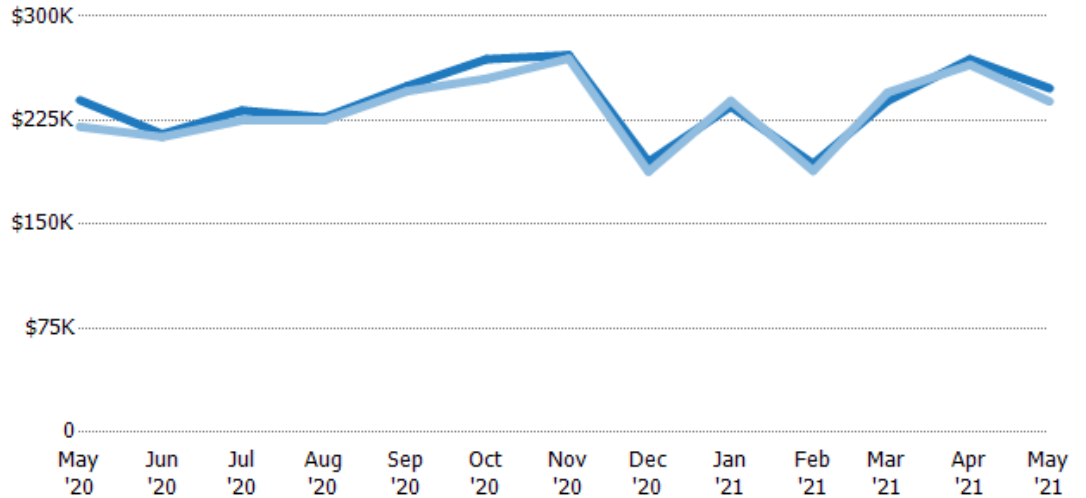
Avg List Price	\$269K	\$232K	\$231K	\$278K	\$336K	\$276K	\$325K	\$215K	\$250K	\$218K	\$259K	\$319K	\$283K
Avg Sales Price	\$257K	\$224K	\$227K	\$269K	\$325K	\$267K	\$316K	\$208K	\$242K	\$204K	\$259K	\$309K	\$283K
Avg Sales Price as a % of Avg List Price	95%	96%	98%	97%	97%	97%	97%	97%	97%	93%	100%	97%	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



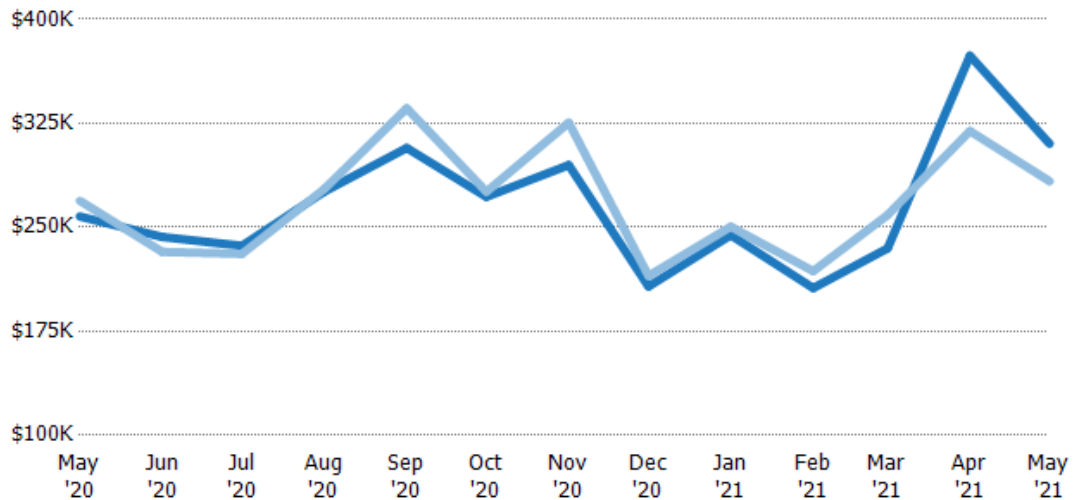
	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21
Median List Price	\$239K	\$215K	\$232K	\$227K	\$250K	\$269K	\$272K	\$195K	\$235K	\$194K	\$239K	\$269K	\$248K
Median Sales Price	\$220K	\$213K	\$225K	\$225K	\$246K	\$255K	\$270K	\$188K	\$239K	\$189K	\$245K	\$265K	\$239K
Med Sales Price as a % of Med List Price	92%	99%	97%	99%	99%	95%	99%	96%	102%	97%	103%	99%	96%

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



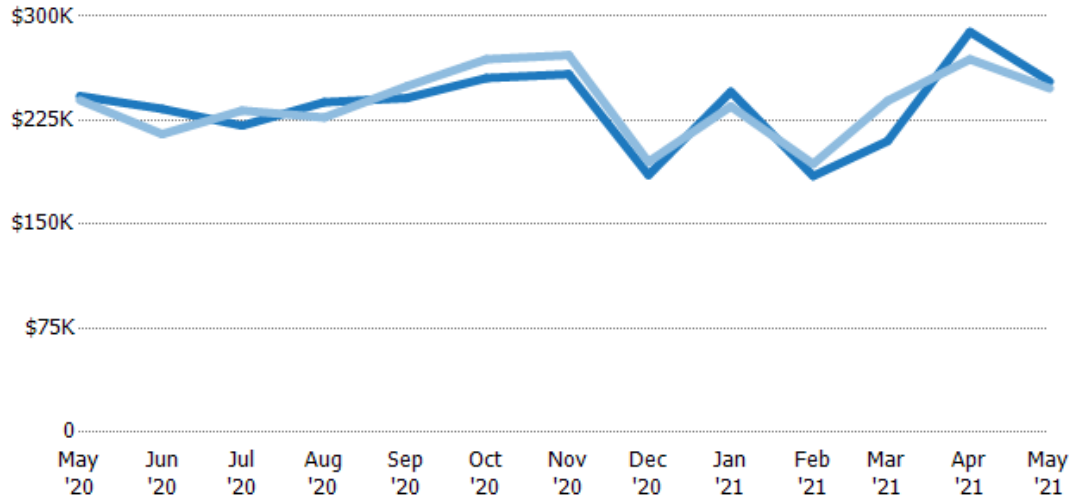
	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21
Avg Est Value	\$258K	\$243K	\$237K	\$276K	\$307K	\$272K	\$295K	\$207K	\$244K	\$206K	\$235K	\$374K	\$310K
Avg Sales Price	\$269K	\$232K	\$231K	\$278K	\$336K	\$276K	\$325K	\$215K	\$250K	\$218K	\$259K	\$319K	\$283K
Avg Sales Price as a % of Avg Est Value	104%	96%	98%	101%	109%	101%	110%	104%	103%	106%	110%	85%	91%

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



	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21
Median Est Value	\$242K	\$233K	\$221K	\$238K	\$241K	\$255K	\$258K	\$186K	\$246K	\$185K	\$210K	\$289K	\$253K
Median Sales Price	\$239K	\$215K	\$232K	\$227K	\$250K	\$269K	\$272K	\$195K	\$235K	\$194K	\$239K	\$269K	\$248K
Med Sales Price as a % of Med Est Value	99%	92%	105%	95%	104%	105%	105%	105%	96%	105%	114%	93%	98%