

## 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	+ / -
<b>Listing Activity Charts Metrics</b>						
New Listing Count	68	48	+41.7%	200	155	+29%
New Listing Volume	\$19,970,030	\$13,574,500	+47.1%	\$55,193,930	\$40,013,079	+37.9%
Active Listing Count	59	215	-72.6%	N/A	N/A	
Active Listing Volume	\$23,739,799	\$58,568,797	-59.5%	N/A	N/A	
Average Listing Price	\$402,369	\$272,413	+47.7%	\$386,058	\$260,542	+48.2%
Median Listing Price	\$264,900	\$199,500	+32.8%	\$244,991	\$196,600	+24.6%
Median Days in RPR	21	197	-89.3%	113.9	218.25	-47.8%
Months of Inventory	1.6	16.5	-90.6%	5.1	10.1	-49.6%
Absorption Rate	64.41%	6.05%	+58.4%	19.62%	9.88%	+9.7%
<b>Sales Activity Charts Metrics</b>						
New Pending Sales Count	66	55	+20%	242	164	+47.6%
New Pending Sales Volume	\$16,846,299	\$11,137,760	+51.3%	\$59,474,998	\$31,611,978	+88.1%
Pending Sales Count	37	66	-43.9%	N/A	N/A	
Pending Sales Volume	\$11,047,800	\$14,366,980	-23.1%	N/A	N/A	
Closed Sales Count	28	24	+16.7%	150	102	+47.1%
Closed Sales Volume	\$5,707,350	\$5,885,300	-3%	\$34,641,050	\$18,976,669	+82.5%
Average Sales Price	\$203,834	\$245,221	-16.9%	\$230,940	\$186,046	+24.1%
Median Sales Price	\$180,450	\$174,500	+3.4%	\$204,797	\$154,821	+32.3%

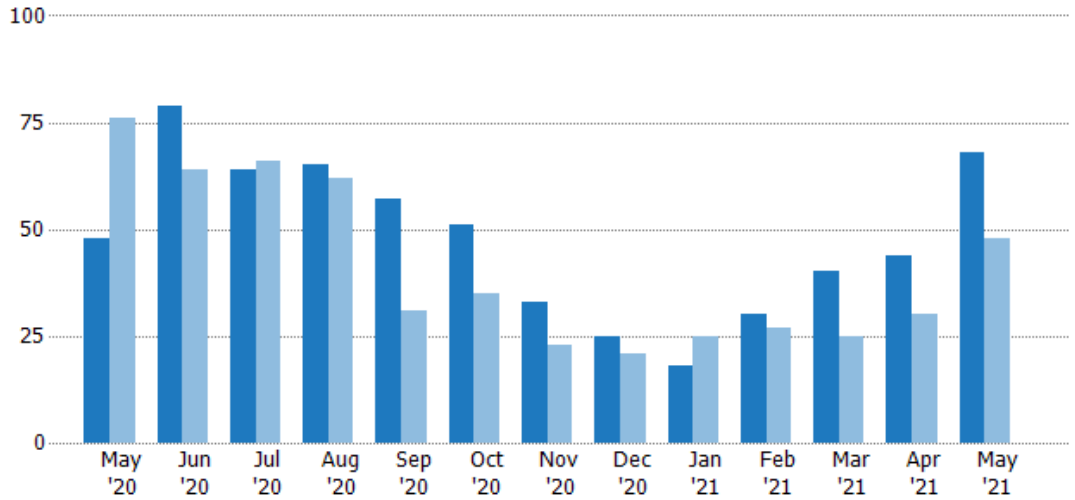
## New Listings

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.
May '21	68	41.7%
May '20	48	-36.8%
May '19	76	19.7%



	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	48	79	64	65	57	51	33	25	18	30	40	44	68
Prior Year	76	64	66	62	31	35	23	21	25	27	25	30	48
Percent Change from Prior Year	-37%	23%	-3%	5%	84%	46%	43%	19%	-28%	11%	60%	47%	42%

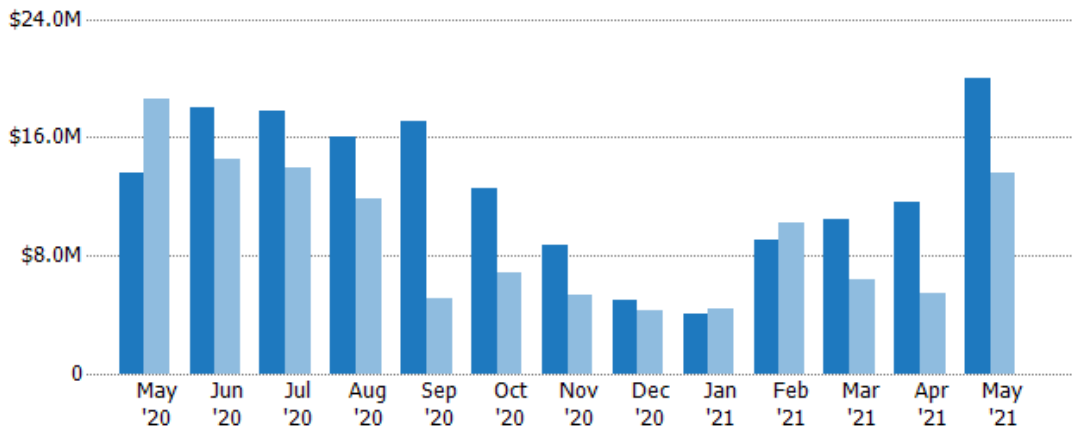
## New Listing Volume

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.
May '21	\$20M	47.1%
May '20	\$13.6M	-26.9%
May '19	\$18.6M	30.7%



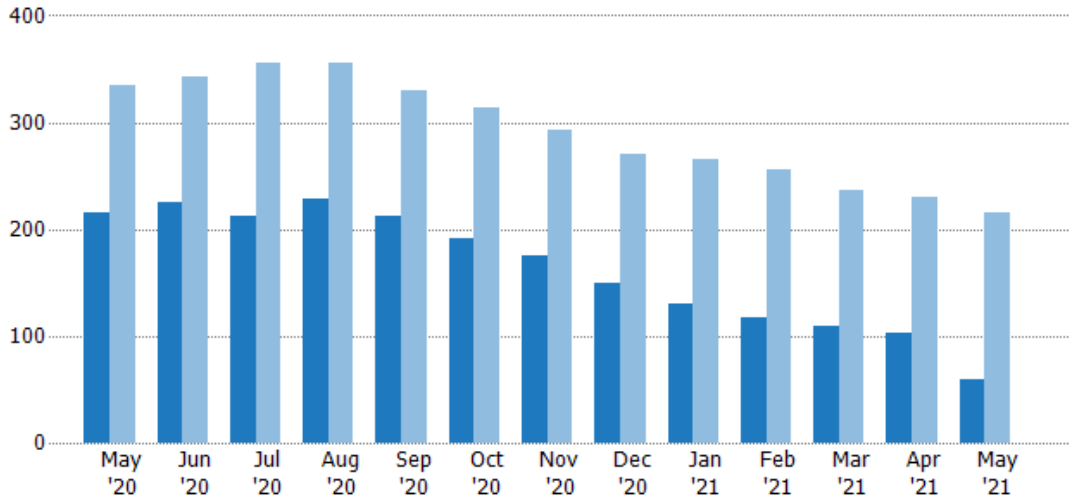
	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21
Current Year	\$13.6M	\$18M	\$17.8M	\$16M	\$17.1M	\$12.5M	\$8.65M	\$4.96M	\$4.03M	\$9.03M	\$10.5M	\$11.7M	\$20M
Prior Year	\$18.6M	\$14.6M	\$14M	\$11.9M	\$5.15M	\$6.86M	\$5.36M	\$4.27M	\$4.41M	\$10.2M	\$6.42M	\$5.44M	\$13.6M
Percent Change from Prior Year	-27%	24%	28%	35%	232%	82%	61%	16%	-9%	-11%	64%	114%	47%

## 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



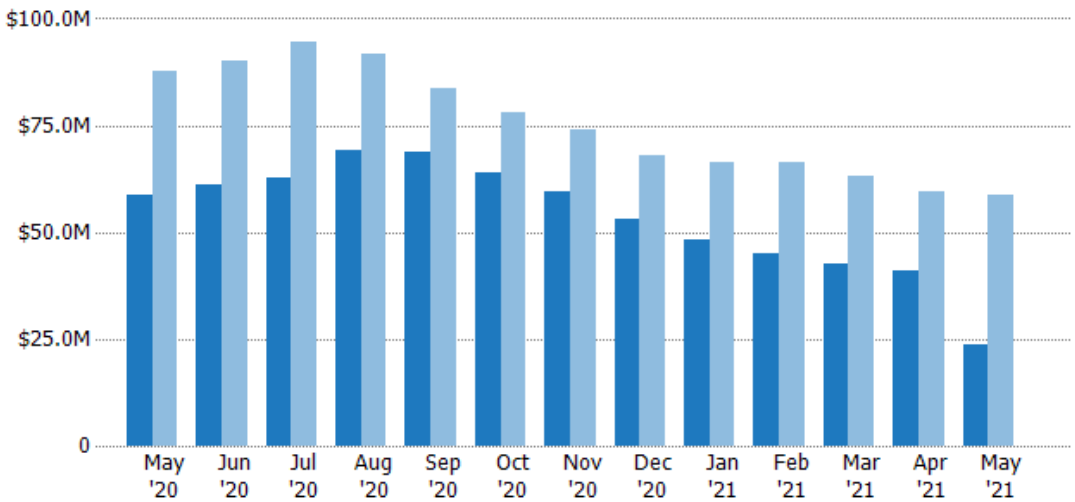
	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21
Current Year	215	225	212	228	213	192	175	150	130	118	110	103	59
Prior Year	334	342	355	355	330	314	292	271	266	256	237	230	215
Percent Change from Prior Year	-36%	-34%	-40%	-36%	-35%	-39%	-40%	-45%	-51%	-54%	-54%	-55%	-73%

## 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



	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	\$58.6M	\$61.1M	\$62.9M	\$69.1M	\$68.8M	\$63.9M	\$59.6M	\$52.9M	\$48.3M	\$45M	\$42.7M	\$41M	\$23.7M
Prior Year	\$87.7M	\$90.3M	\$94.6M	\$91.6M	\$83.8M	\$78M	\$74.1M	\$67.8M	\$66.3M	\$66.4M	\$63M	\$59.4M	\$58.6M
Percent Change from Prior Year	-33%	-32%	-34%	-25%	-18%	-18%	-20%	-22%	-27%	-32%	-32%	-31%	-59%

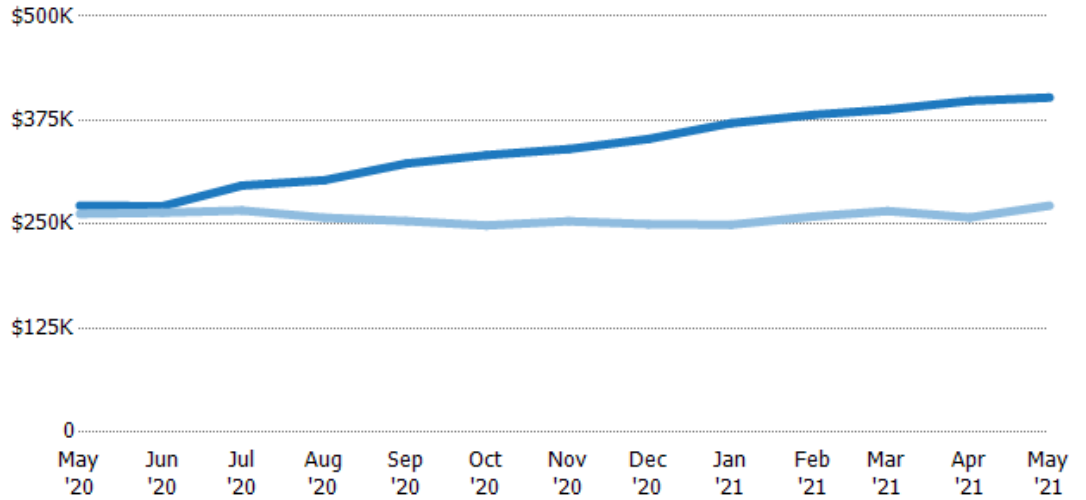
## Average Listing Price

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.
May '21	\$402K	47.7%
May '20	\$272K	3.8%
May '19	\$262K	-0.7%



Current Year	\$272K	\$272K	\$297K	\$303K	\$323K	\$333K	\$340K	\$353K	\$371K	\$382K	\$388K	\$398K	\$402K
Prior Year	\$262K	\$264K	\$266K	\$258K	\$254K	\$249K	\$254K	\$250K	\$249K	\$259K	\$266K	\$258K	\$272K
Percent Change from Prior Year	4%	3%	11%	17%	27%	34%	34%	41%	49%	47%	46%	54%	48%

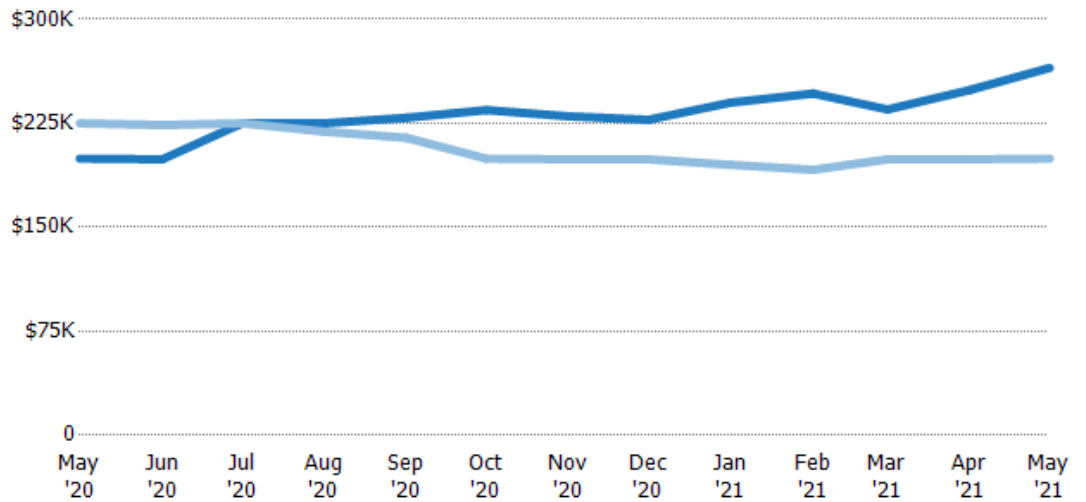
## Median Listing Price

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.
May '21	\$265K	32.8%
May '20	\$200K	-11.3%
May '19	\$225K	-11.2%



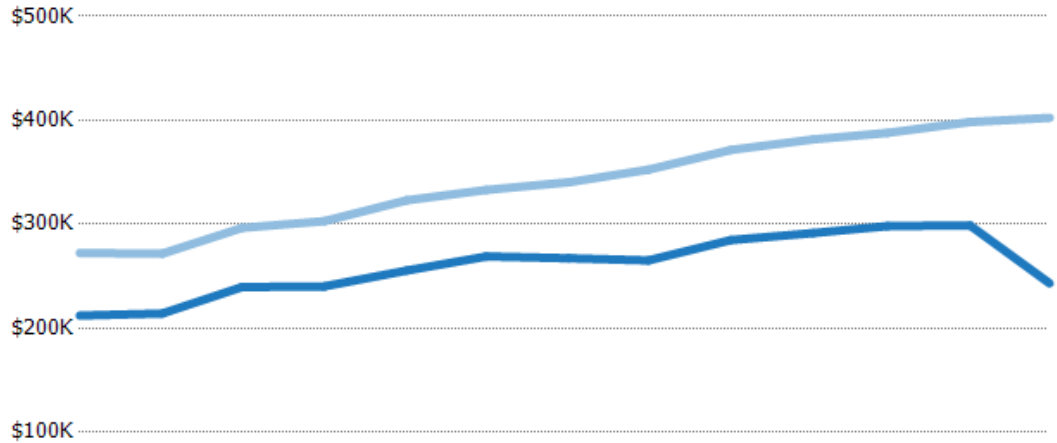
Current Year	\$200K	\$199K	\$225K	\$225K	\$229K	\$235K	\$230K	\$228K	\$240K	\$246K	\$235K	\$249K	\$265K
Prior Year	\$225K	\$224K	\$225K	\$219K	\$215K	\$200K	\$199K	\$199K	\$195K	\$191K	\$199K	\$199K	\$200K
Percent Change from Prior Year	-11%	-11%	0%	3%	7%	18%	16%	14%	23%	29%	18%	25%	33%

## 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



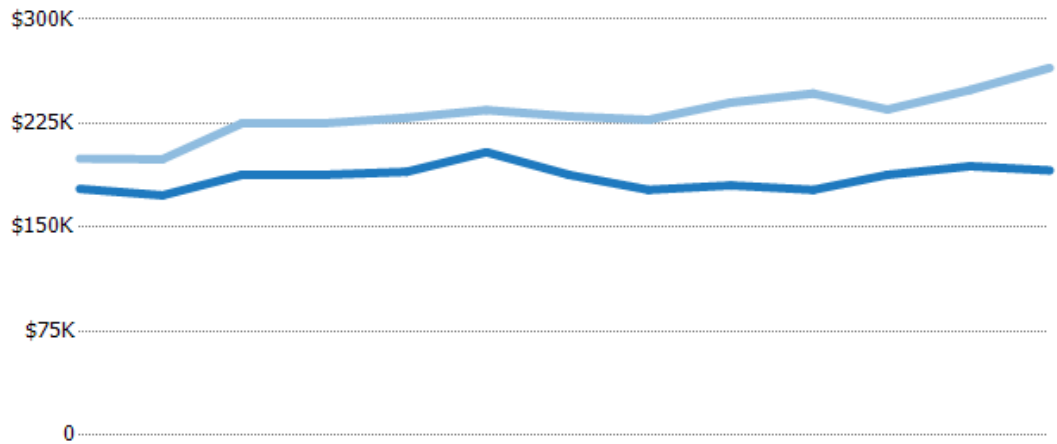
	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21
Avg Est Value	\$212K	\$214K	\$240K	\$240K	\$256K	\$269K	\$267K	\$265K	\$285K	\$292K	\$298K	\$299K	\$243K
Avg Listing Price	\$272K	\$272K	\$297K	\$303K	\$323K	\$333K	\$340K	\$353K	\$371K	\$382K	\$388K	\$398K	\$402K
Avg Listing Price as a % of Avg Est Value	128%	127%	124%	126%	126%	124%	127%	133%	130%	131%	130%	133%	165%

## 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



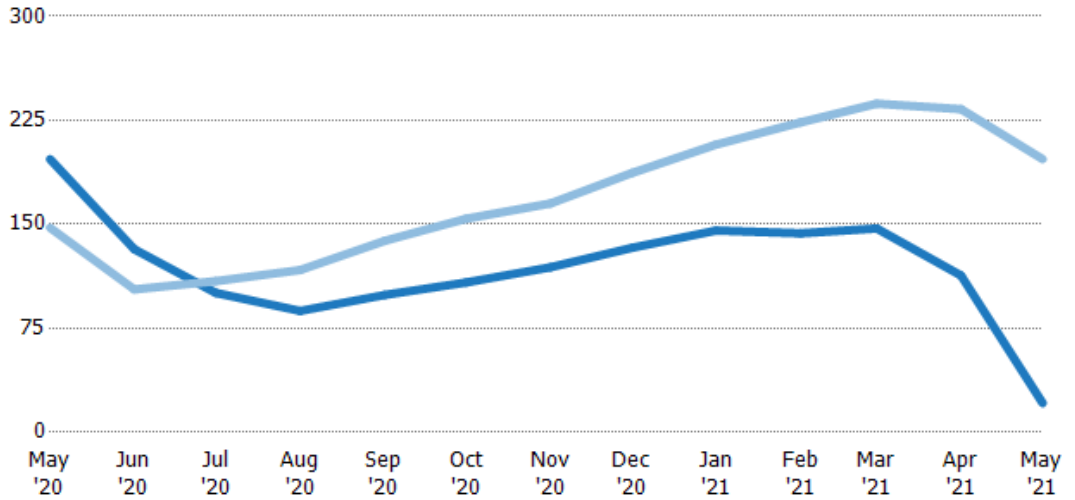
	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21
Median Est Value	\$178K	\$173K	\$188K	\$188K	\$190K	\$204K	\$188K	\$177K	\$180K	\$177K	\$188K	\$194K	\$191K
Median Listing Price	\$200K	\$199K	\$225K	\$225K	\$229K	\$235K	\$230K	\$228K	\$240K	\$246K	\$235K	\$249K	\$265K
Med Listing Price as a % of Med Est Value	112%	115%	120%	120%	121%	115%	122%	129%	133%	139%	125%	128%	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: Orleans County, Vermont  
 Property Type:  
 Condo/Townhouse/Apt., Single Family



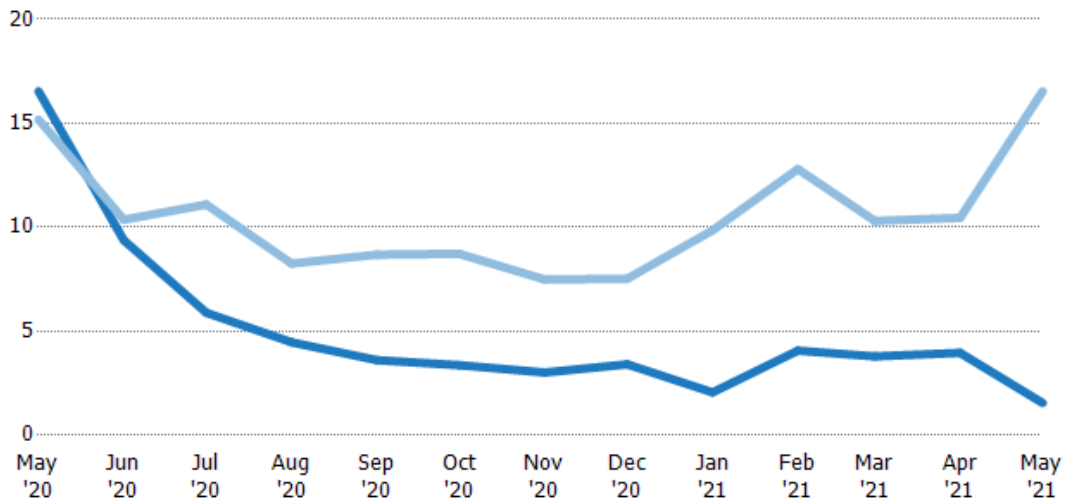
	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21
Current Year	197	132	101	87.5	99	108	119	133	146	144	147	113	21
Prior Year	148	103	109	117	138	154	165	187	208	224	237	233	197
Percent Change from Prior Year	34%	28%	-8%	-25%	-28%	-30%	-28%	-29%	-30%	-36%	-38%	-52%	-89%

## 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



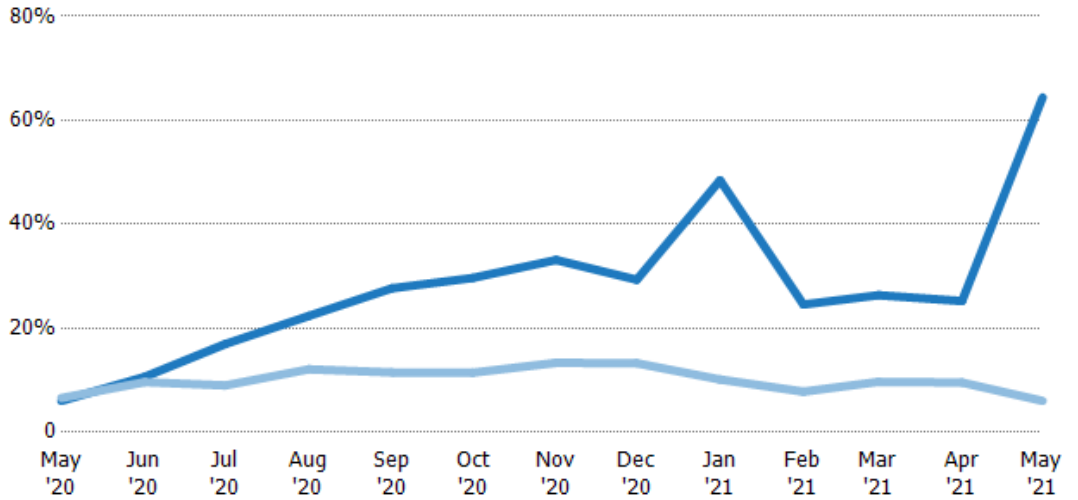
	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21
Current Year	16.5	9.38	5.89	4.47	3.61	3.37	3.02	3.41	2.06	4.07	3.79	3.96	1.55
Prior Year	15.2	10.4	11.1	8.26	8.68	8.72	7.49	7.53	9.85	12.8	10.3	10.5	16.5
Percent Change from Prior Year	9%	-10%	-47%	-46%	-58%	-61%	-60%	-55%	-79%	-68%	-63%	-62%	-91%

## Absorption Rate

The percentage of inventory sold per month.

### Filters Used

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



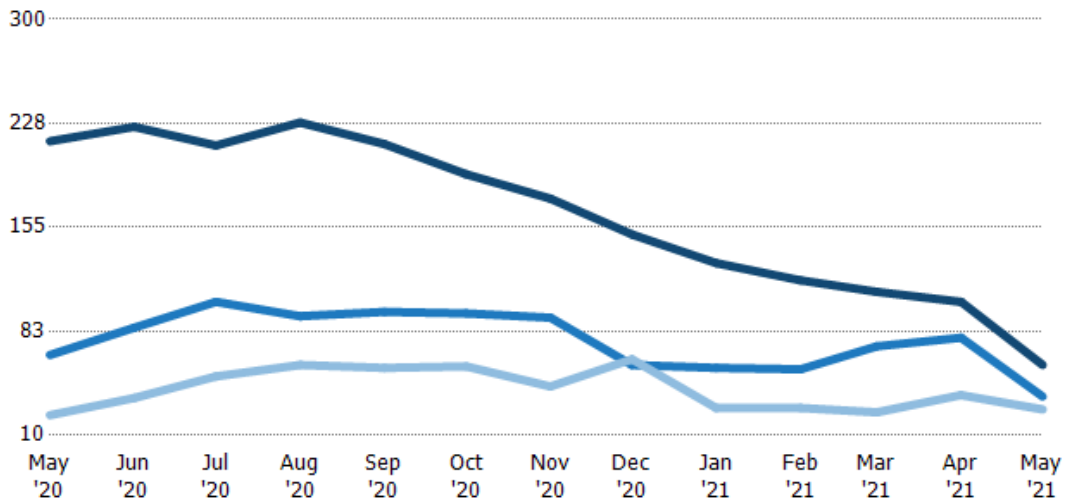
Current Year	6%	11%	17%	22%	28%	30%	33%	29%	48%	25%	26%	25%	64%
Prior Year	7%	10%	9%	12%	12%	11%	13%	13%	10%	8%	10%	10%	6%
Change from Prior Year	1%	-1%	-8%	-10%	-16%	-18%	-20%	-16%	-38%	-17%	-17%	-16%	-58%

## 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	215	225	212	228	213	192	175	150	130	118	110	103	59
Pending	66	85	103	93	96	95	92	59	57	56	72	78	37
Sold	24	36	51	59	57	58	44	63	29	29	26	38	28

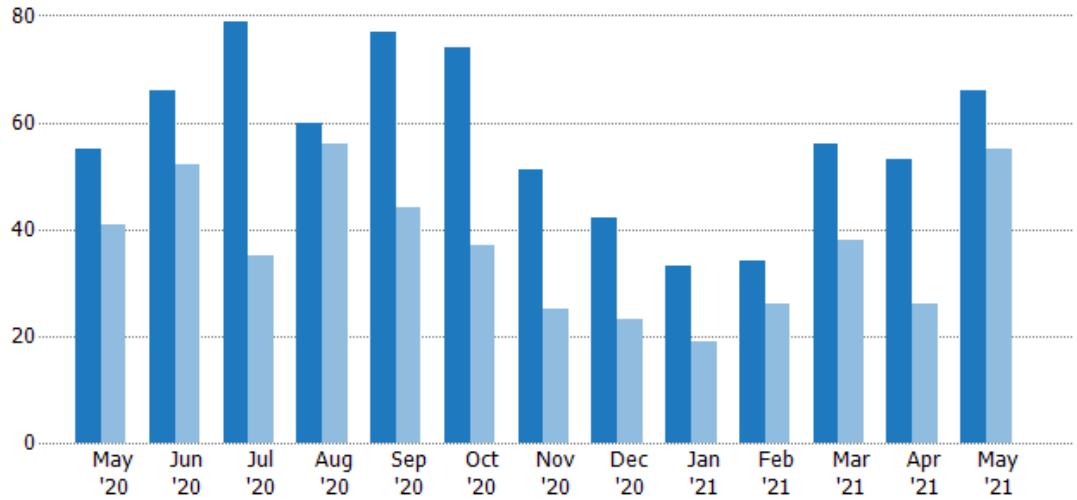
## New Pending Sales

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.
May '21	66	20%
May '20	55	34.1%
May '19	41	22%



Current Year	55	66	79	60	77	74	51	42	33	34	56	53	66
Prior Year	41	52	35	56	44	37	25	23	19	26	38	26	55
Percent Change from Prior Year	34%	27%	126%	7%	75%	100%	104%	83%	74%	31%	47%	104%	20%

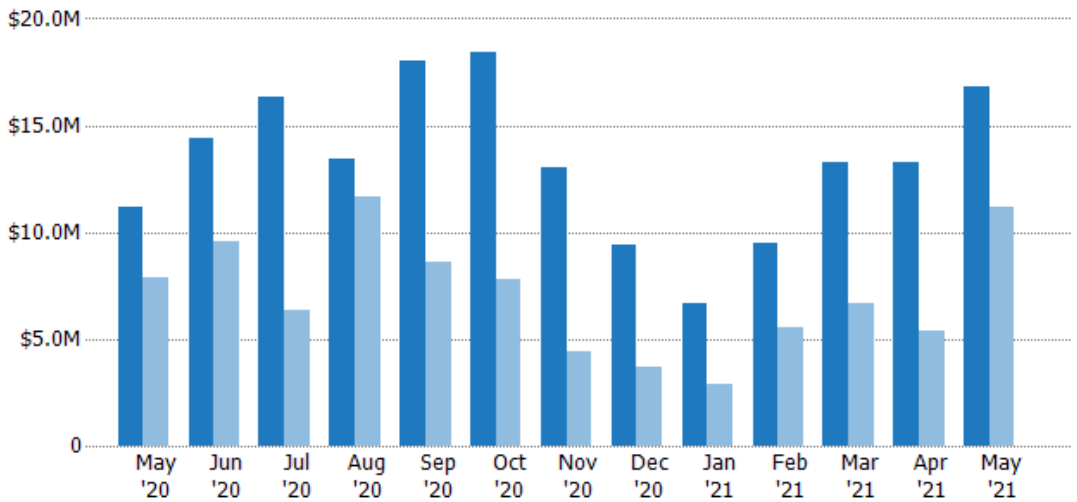
## New Pending Sales Volume

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.
May '21	\$16.8M	51.3%
May '20	\$11.1M	40.9%
May '19	\$7.91M	36.6%



Current Year	\$11.1M	\$14.4M	\$16.3M	\$13.5M	\$18M	\$18.4M	\$13.1M	\$9.4M	\$6.64M	\$9.45M	\$13.3M	\$13.3M	\$16.8M
Prior Year	\$7.91M	\$9.54M	\$6.32M	\$11.6M	\$8.62M	\$7.84M	\$4.43M	\$3.67M	\$2.88M	\$5.56M	\$6.69M	\$5.35M	\$11.1M
Percent Change from Prior Year	41%	51%	158%	16%	109%	135%	195%	157%	131%	70%	98%	148%	51%



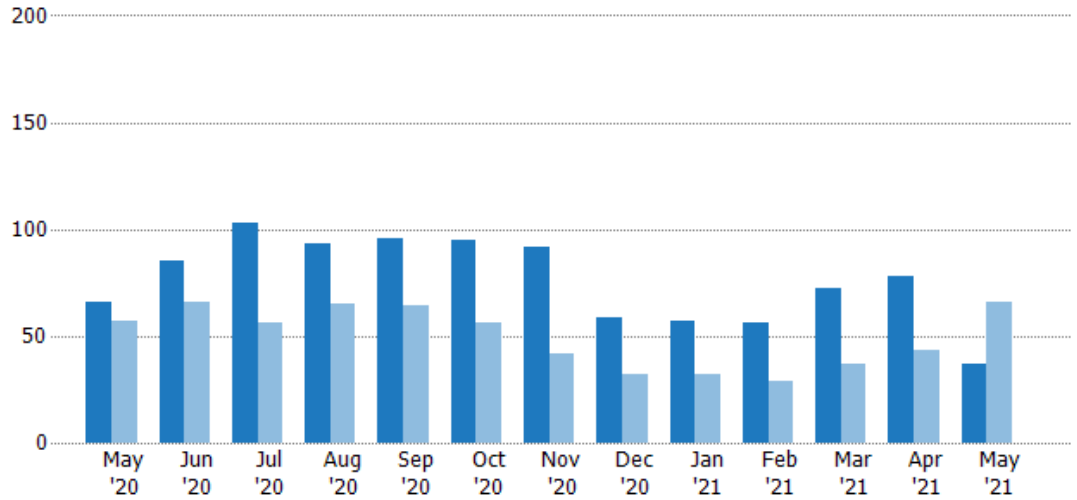
## Pending Sales

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	Count	% Chg.
May '21	37	-43.9%
May '20	66	15.8%
May '19	57	24.6%



Current Year	66	85	103	93	96	95	92	59	57	56	72	78	37
Prior Year	57	66	56	65	64	56	42	32	32	29	37	43	66
Percent Change from Prior Year	16%	29%	84%	43%	50%	70%	119%	84%	78%	93%	95%	81%	-44%

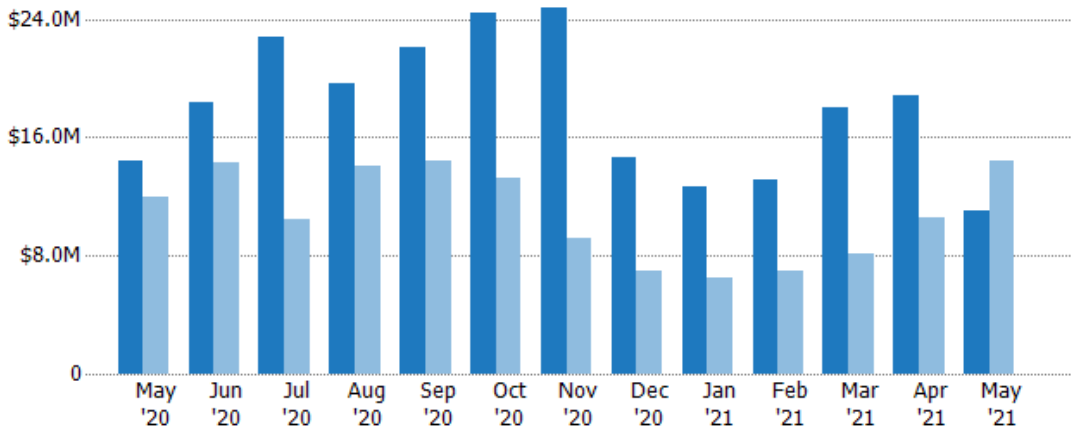
## Pending Sales Volume

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	Volume	% Chg.
May '21	\$11M	-23.1%
May '20	\$14.4M	20.2%
May '19	\$12M	26.8%



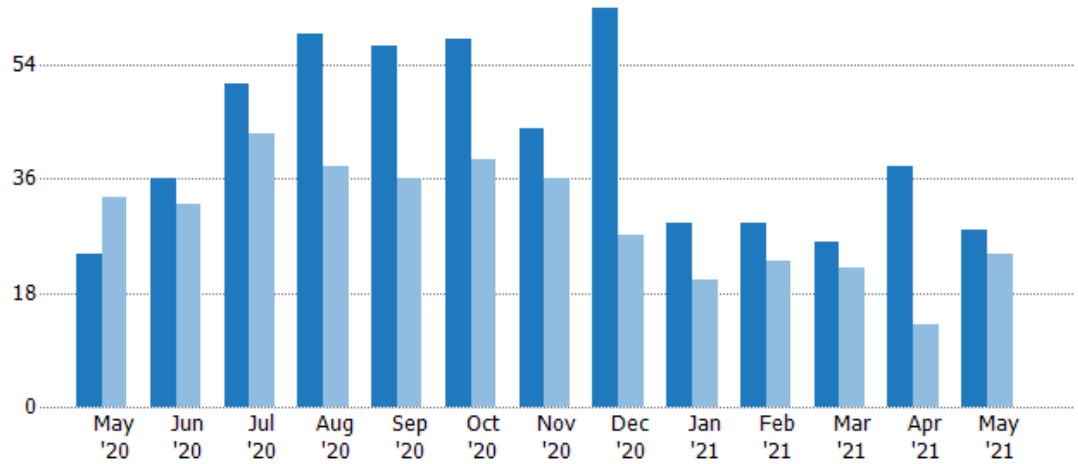
Current Year	\$14.4M	\$18.3M	\$22.8M	\$19.6M	\$22.1M	\$24.4M	\$24.8M	\$14.7M	\$12.6M	\$13.1M	\$18M	\$18.8M	\$11M
Prior Year	\$12M	\$14.3M	\$10.5M	\$14.1M	\$14.4M	\$13.3M	\$9.23M	\$6.93M	\$6.54M	\$6.98M	\$8.17M	\$10.6M	\$14.4M
Percent Change from Prior Year	20%	28%	118%	39%	54%	84%	168%	111%	93%	88%	121%	78%	-23%

## 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



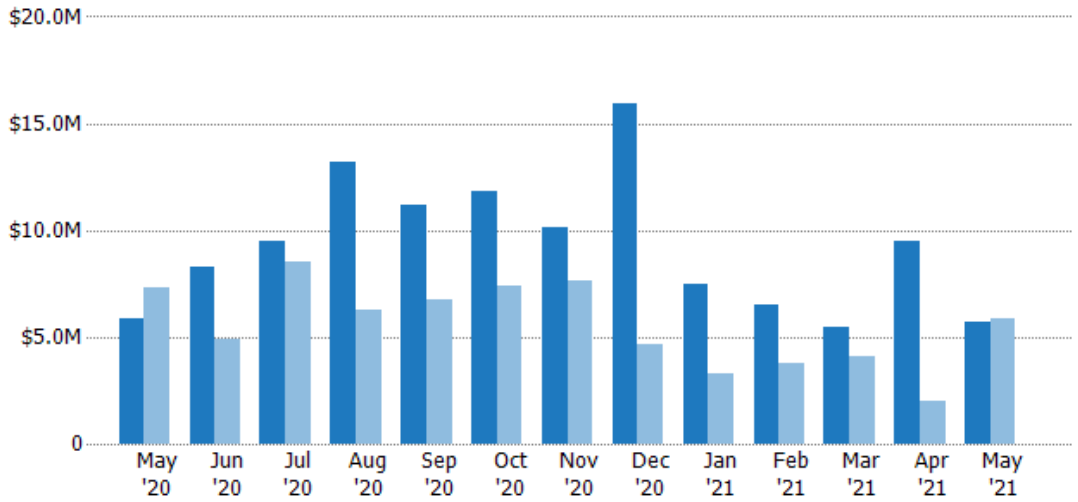
	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21
Current Year	24	36	51	59	57	58	44	63	29	29	26	38	28
Prior Year	33	32	43	38	36	39	36	27	20	23	22	13	24
Percent Change from Prior Year	-27%	13%	19%	55%	58%	49%	22%	133%	45%	26%	18%	192%	17%

## 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



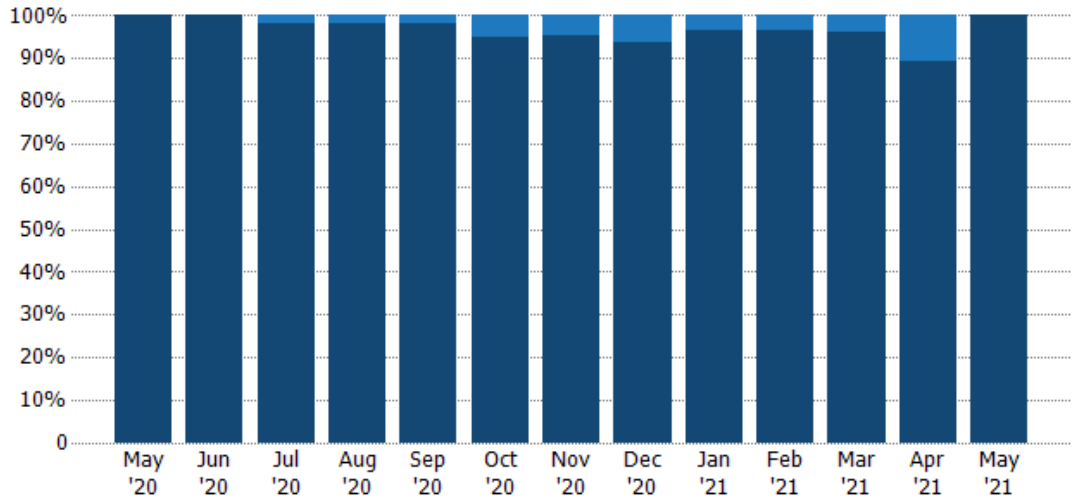
	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21
Current Year	\$5.89M	\$8.31M	\$9.5M	\$13.2M	\$11.1M	\$11.9M	\$10.1M	\$15.9M	\$7.46M	\$6.52M	\$5.49M	\$9.46M	\$5.71M
Prior Year	\$7.28M	\$4.93M	\$8.54M	\$6.27M	\$6.79M	\$7.41M	\$7.67M	\$4.64M	\$3.28M	\$3.74M	\$4.07M	\$2M	\$5.89M
Percent Change from Prior Year	-19%	69%	11%	111%	64%	60%	32%	242%	128%	74%	35%	373%	-3%

## 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



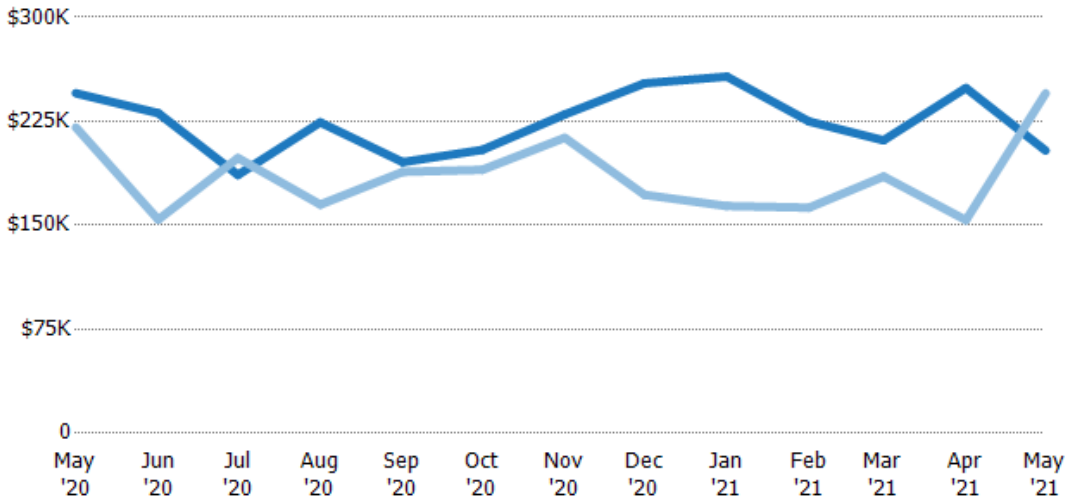
Property Type	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21
Condo/Townhouse	-	-	2%	2%	2%	5%	5%	6%	3%	3%	4%	11%	-
Single Family Residence	100%	100%	98%	98%	98%	95%	95%	94%	97%	97%	96%	89%	100%

## 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



Month/Year	Price	% Chg.
May '21	\$204K	-16.9%
May '20	\$245K	11.2%
May '19	\$221K	-1.8%

Property Type	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	\$245K	\$231K	\$186K	\$224K	\$196K	\$204K	\$230K	\$252K	\$257K	\$225K	\$211K	\$249K	\$204K
Prior Year	\$221K	\$154K	\$199K	\$165K	\$189K	\$190K	\$213K	\$172K	\$164K	\$163K	\$185K	\$154K	\$245K
Percent Change from Prior Year	11%	50%	-6%	36%	4%	8%	8%	47%	57%	38%	14%	62%	-17%

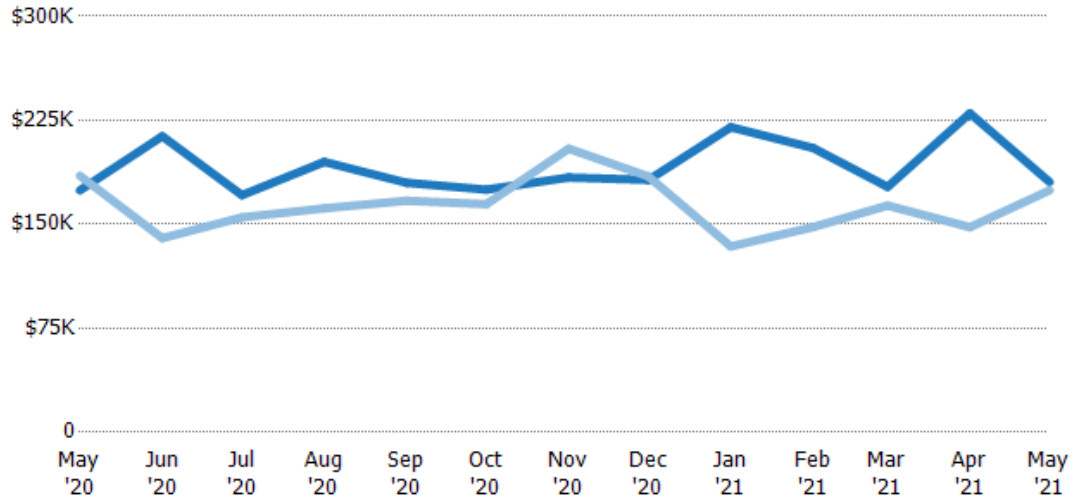
## Median Sales Price

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.
May '21	\$180K	3.4%
May '20	\$175K	-5.7%
May '19	\$185K	-11.2%



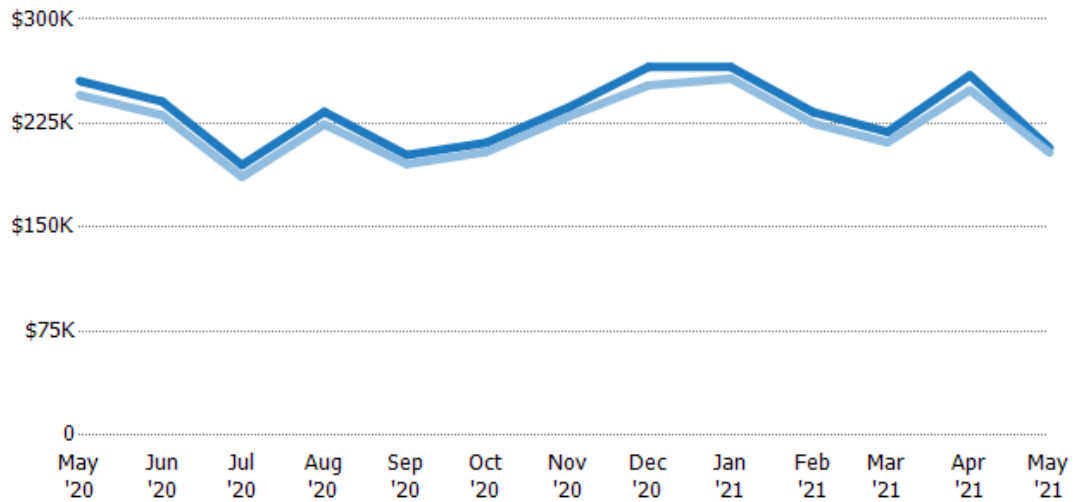
Current Year	\$175K	\$214K	\$171K	\$195K	\$180K	\$175K	\$184K	\$182K	\$220K	\$205K	\$177K	\$230K	\$180K
Prior Year	\$185K	\$140K	\$155K	\$162K	\$167K	\$165K	\$205K	\$185K	\$134K	\$148K	\$164K	\$148K	\$175K
Percent Change from Prior Year	-6%	53%	10%	21%	8%	6%	-10%	-1%	64%	39%	8%	56%	3%

## 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



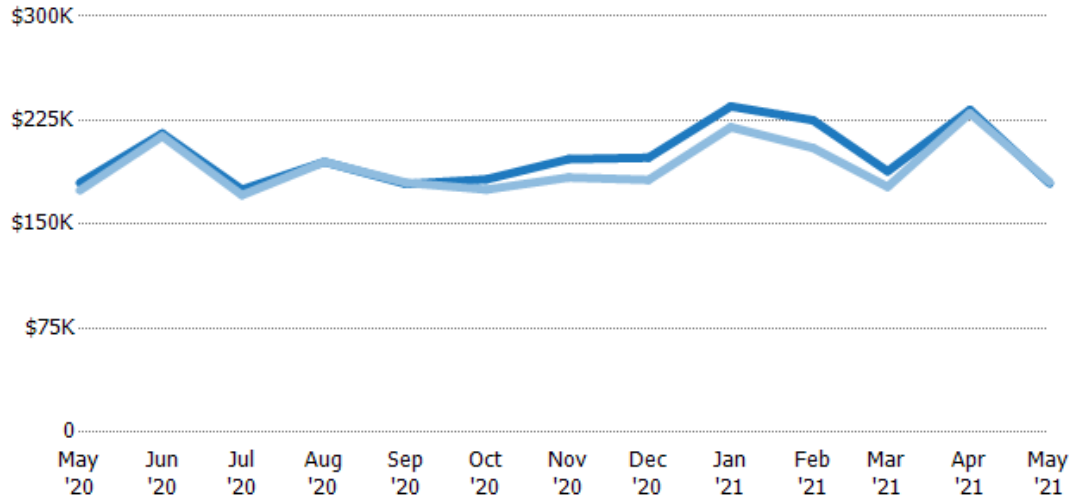
Avg List Price	\$255K	\$241K	\$195K	\$233K	\$202K	\$211K	\$236K	\$266K	\$266K	\$233K	\$219K	\$260K	\$207K
Avg Sales Price	\$245K	\$231K	\$186K	\$224K	\$196K	\$204K	\$230K	\$252K	\$257K	\$225K	\$211K	\$249K	\$204K
Avg Sales Price as a % of Avg List Price	96%	96%	96%	96%	97%	97%	97%	95%	97%	97%	97%	96%	98%

## 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



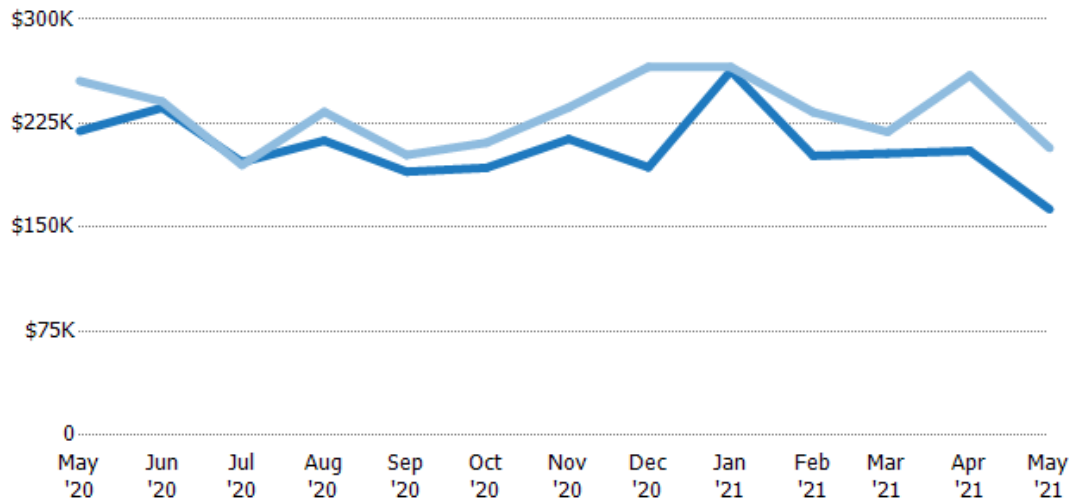
	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21
Median List Price	\$180K	\$215K	\$175K	\$195K	\$179K	\$182K	\$197K	\$198K	\$235K	\$225K	\$188K	\$233K	\$179K
Median Sales Price	\$175K	\$214K	\$171K	\$195K	\$180K	\$175K	\$184K	\$182K	\$220K	\$205K	\$177K	\$230K	\$180K
Med Sales Price as a % of Med List Price	97%	99%	98%	100%	101%	96%	93%	92%	94%	91%	94%	99%	101%

## 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



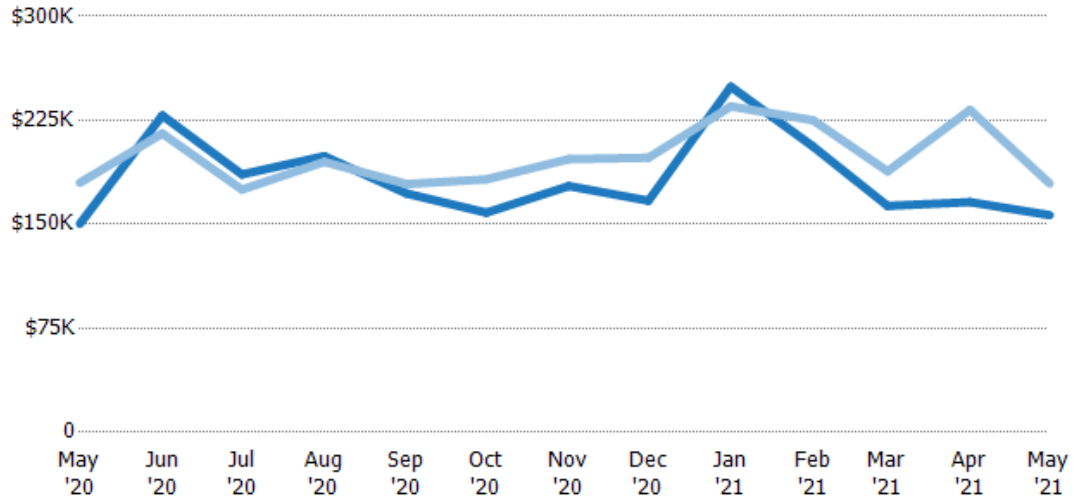
	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21
Avg Est Value	\$219K	\$236K	\$197K	\$212K	\$190K	\$193K	\$214K	\$193K	\$263K	\$202K	\$203K	\$205K	\$163K
Avg Sales Price	\$255K	\$241K	\$195K	\$233K	\$202K	\$211K	\$236K	\$266K	\$266K	\$233K	\$219K	\$260K	\$207K
Avg Sales Price as a % of Avg Est Value	116%	102%	99%	110%	106%	109%	111%	137%	101%	116%	108%	127%	127%

## 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



	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	\$150K	\$228K	\$186K	\$199K	\$172K	\$158K	\$178K	\$167K	\$249K	\$206K	\$163K	\$166K	\$157K
Median Sales Price	\$180K	\$215K	\$175K	\$195K	\$179K	\$182K	\$197K	\$198K	\$235K	\$225K	\$188K	\$233K	\$179K
Med Sales Price as a % of Med Est Value	120%	94%	94%	98%	104%	115%	111%	119%	94%	109%	115%	140%	115%