

Summary of Key Listing and Sales Metrics

A summary of the key metrics selected to be included in the report. MLS sources where licensed.

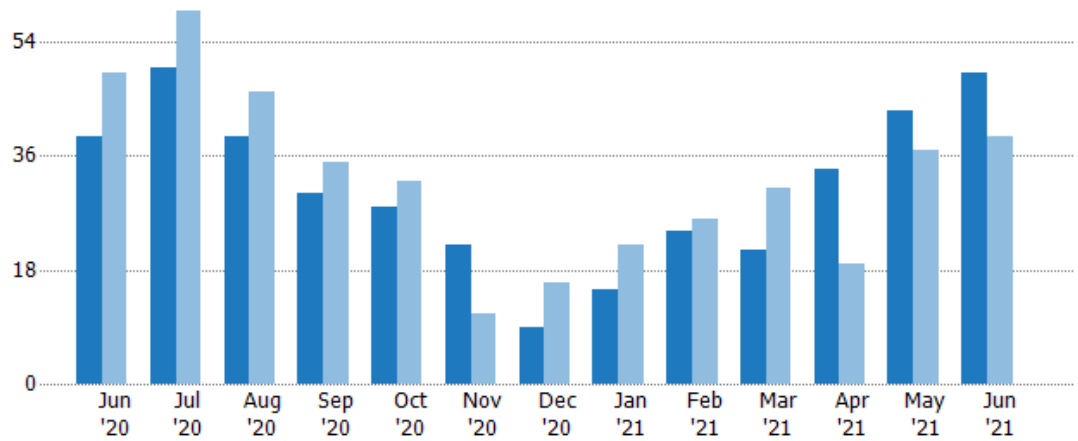
Key Metrics	Jun 2021	Jun 2020	+ / -	YTD 2021	YTD 2020	+ / -
Listing Activity Charts Metrics						
New Listing Count	49	39	+25.6%	186	174	+6.9%
New Listing Volume	\$16,683,126	\$13,424,200	+24.3%	\$69,310,725	\$54,092,294	+28.1%
Active Listing Count	69	131	-47.3%	N/A	N/A	
Active Listing Volume	\$36,398,725	\$47,182,795	-22.9%	N/A	N/A	
Average Listing Price	\$527,518	\$360,174	+46.5%	\$489,532	\$329,521	+48.6%
Median Listing Price	\$319,000	\$269,000	+18.6%	\$299,397	\$235,249	+27.3%
Median Days in RPR	41	126	-67.5%	93.07	157.43	-40.9%
Months of Inventory	4.3	7.3	-40.7%	3.5	9.4	-62.6%
Absorption Rate	23.19%	13.74%	+9.4%	28.37%	10.6%	+17.8%
Sales Activity Charts Metrics						
New Pending Sales Count	40	47	-14.9%	190	174	+9.2%
New Pending Sales Volume	\$12,148,700	\$11,461,700	+6%	\$56,454,799	\$43,395,199	+30.1%
Pending Sales Count	78	68	+14.7%	N/A	N/A	
Pending Sales Volume	\$24,970,400	\$18,161,899	+37.5%	N/A	N/A	
Closed Sales Count	30	30	+/-	132	103	+28.2%
Closed Sales Volume	\$9,005,865	\$6,742,200	+33.6%	\$35,464,265	\$23,880,597	+48.5%
Average Sales Price	\$300,196	\$224,740	+33.6%	\$268,669	\$231,850	+15.9%
Median Sales Price	\$300,000	\$214,000	+40.2%	\$251,652	\$206,545	+21.8%

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.
Jun '21	49	25.6%
Jun '20	39	-20.4%
Jun '19	49	22.4%

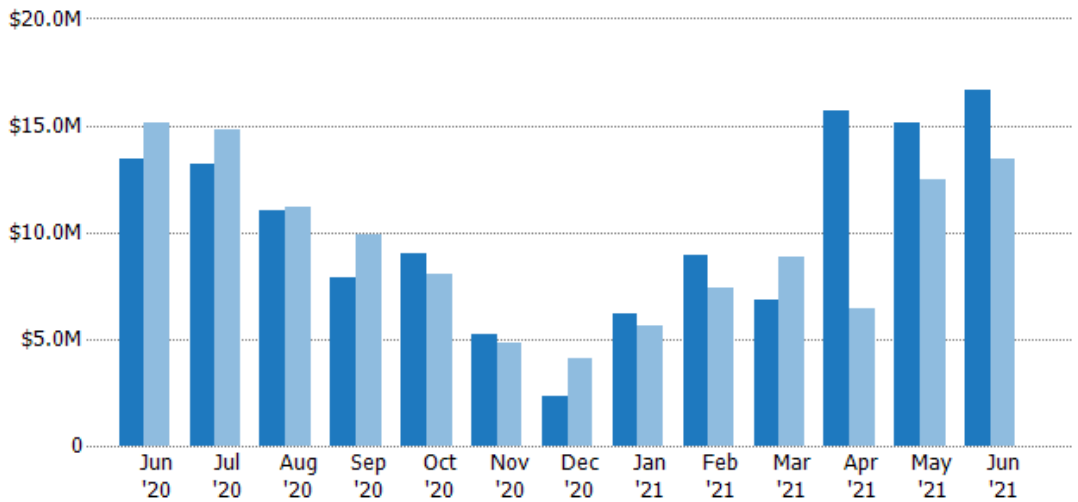
	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21
Current Year	39	50	39	30	28	22	9	15	24	21	34	43	49
Prior Year	49	59	46	35	32	11	16	22	26	31	19	37	39
Percent Change from Prior Year	-20%	-15%	-15%	-14%	-13%	100%	-44%	-32%	-8%	-32%	79%	16%	26%

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.
Jun '21	\$16.7M	24.3%
Jun '20	\$13.4M	-11.1%
Jun '19	\$15.1M	3.7%

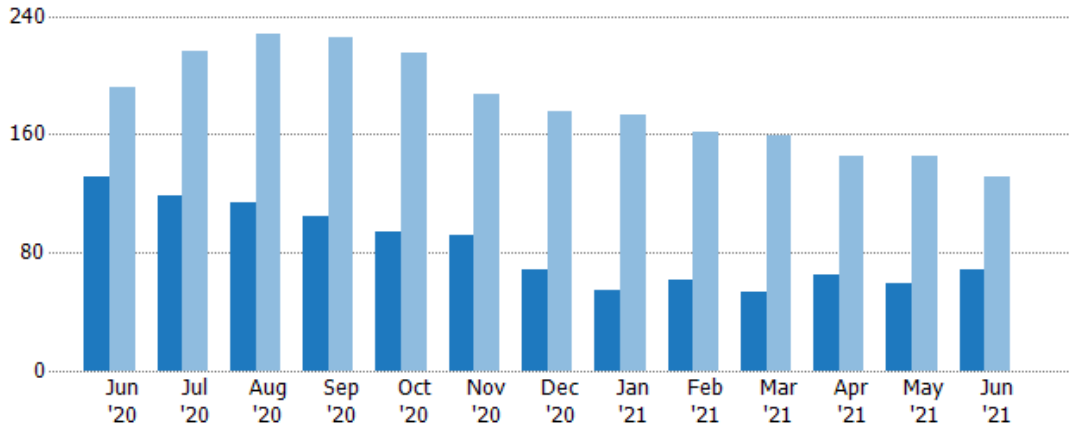
	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21
Current Year	\$13.4M	\$13.2M	\$11M	\$7.88M	\$8.98M	\$5.23M	\$2.31M	\$6.16M	\$8.9M	\$6.8M	\$15.7M	\$15.1M	\$16.7M
Prior Year	\$15.1M	\$14.8M	\$11.2M	\$9.92M	\$8.07M	\$4.83M	\$4.12M	\$5.65M	\$7.36M	\$8.82M	\$6.4M	\$12.4M	\$13.4M
Percent Change from Prior Year	-11%	-11%	-2%	-21%	11%	8%	-44%	9%	21%	-23%	145%	21%	24%

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



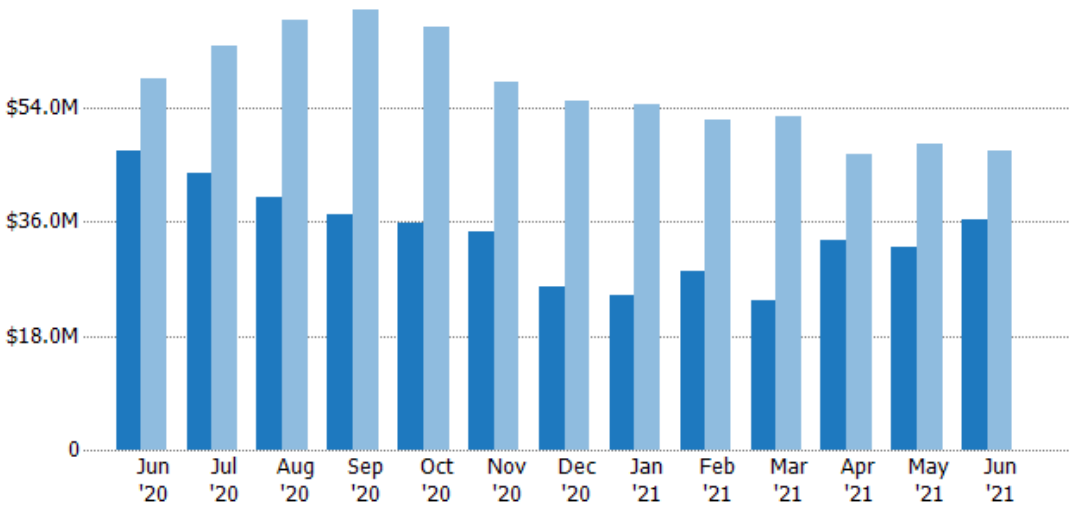
	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21
Current Year	131	119	114	105	94	92	68	55	62	53	65	59	69
Prior Year	192	216	228	226	215	187	175	173	162	159	145	145	131
Percent Change from Prior Year	-32%	-45%	-50%	-54%	-56%	-51%	-61%	-68%	-62%	-67%	-55%	-59%	-47%

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



	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21
Current Year	\$47.2M	\$43.7M	\$39.8M	\$37.1M	\$35.9M	\$34.4M	\$25.8M	\$24.4M	\$28.1M	\$23.6M	\$33.2M	\$32.1M	\$36.4M
Prior Year	\$58.7M	\$63.7M	\$68M	\$69.3M	\$66.7M	\$58M	\$55.1M	\$54.5M	\$52.2M	\$52.6M	\$46.7M	\$48.3M	\$47.2M
Percent Change from Prior Year	-20%	-31%	-41%	-46%	-46%	-41%	-53%	-55%	-46%	-55%	-29%	-34%	-23%

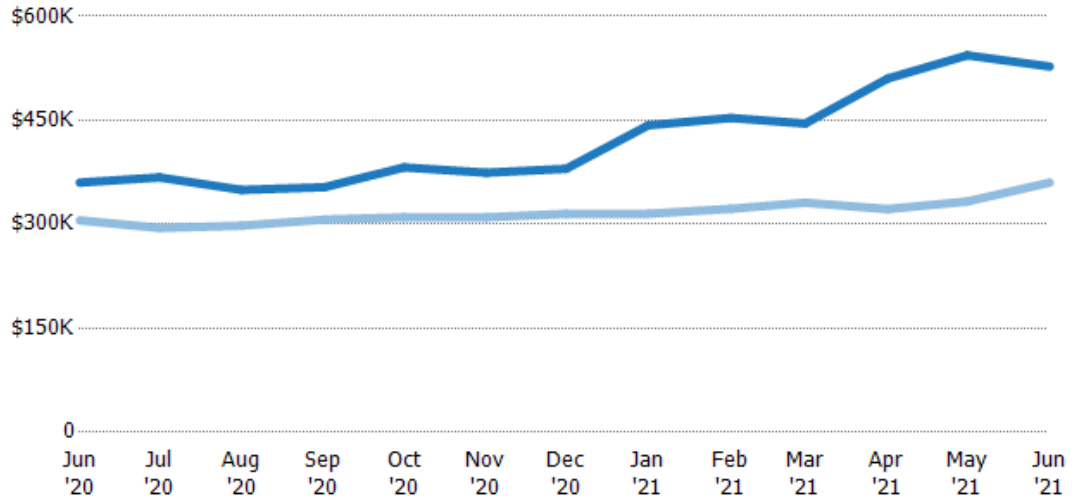
Average Listing Price

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.
Jun '21	\$528K	46.5%
Jun '20	\$360K	17.9%
Jun '19	\$306K	-1.9%



Current Year	\$360K	\$368K	\$350K	\$353K	\$382K	\$374K	\$380K	\$443K	\$453K	\$445K	\$510K	\$544K	\$528K
Prior Year	\$306K	\$295K	\$298K	\$307K	\$310K	\$310K	\$315K	\$315K	\$322K	\$331K	\$322K	\$333K	\$360K
Percent Change from Prior Year	18%	25%	17%	15%	23%	21%	21%	40%	41%	34%	58%	63%	46%

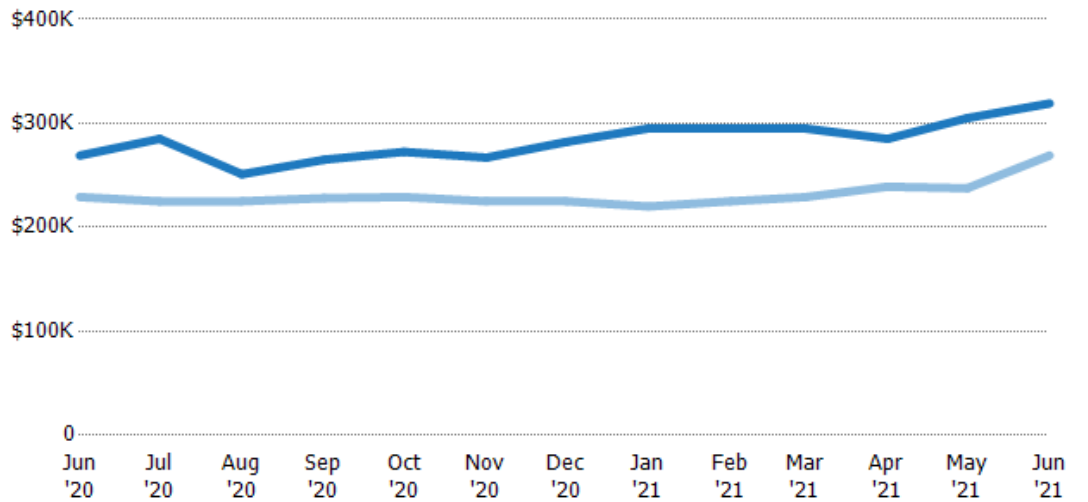
Median Listing Price

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.
Jun '21	\$319K	18.6%
Jun '20	\$269K	17.5%
Jun '19	\$229K	6.2%



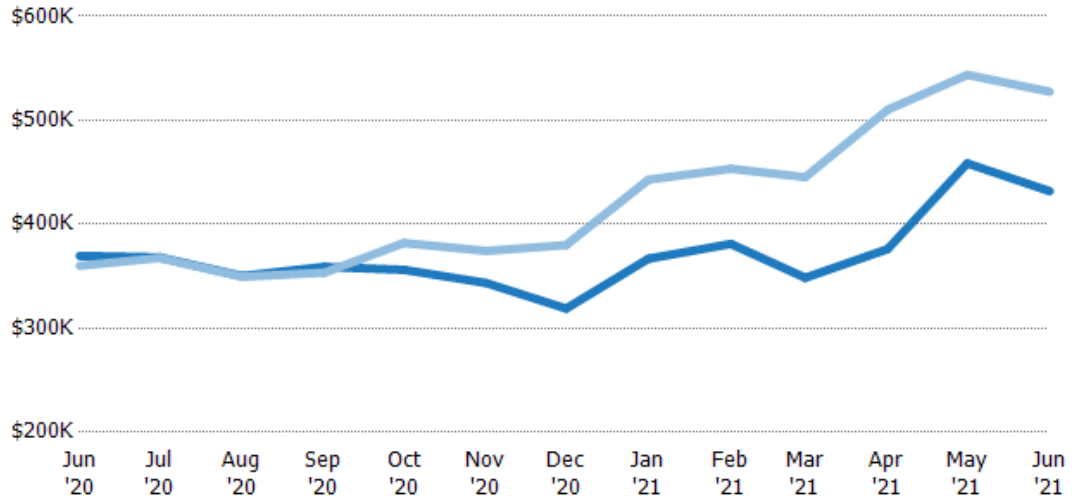
Current Year	\$269K	\$285K	\$251K	\$265K	\$273K	\$267K	\$282K	\$295K	\$295K	\$295K	\$285K	\$305K	\$319K
Prior Year	\$229K	\$225K	\$225K	\$228K	\$229K	\$225K	\$225K	\$220K	\$225K	\$229K	\$239K	\$238K	\$269K
Percent Change from Prior Year	17%	27%	12%	16%	19%	19%	25%	34%	31%	29%	19%	28%	19%

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

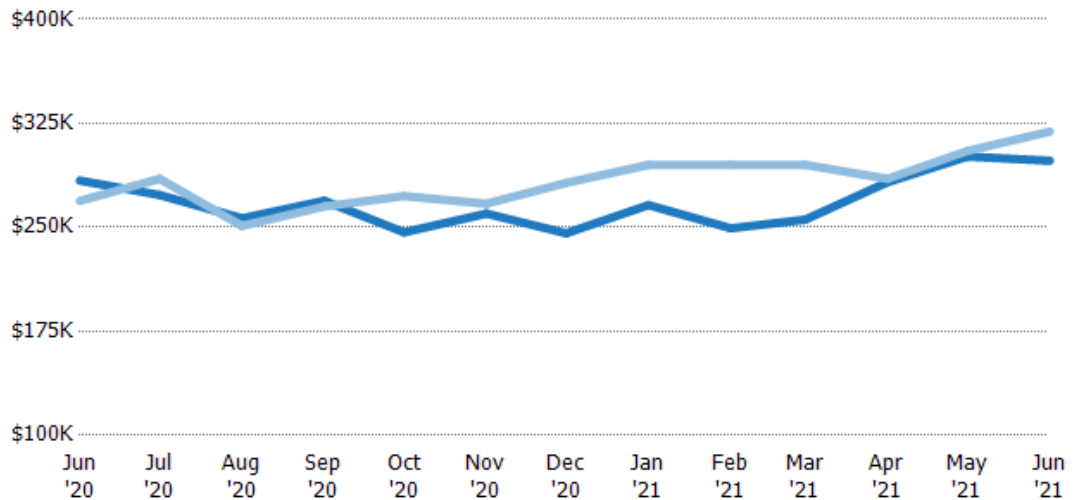


Median Listing Price vs Median Est Value

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

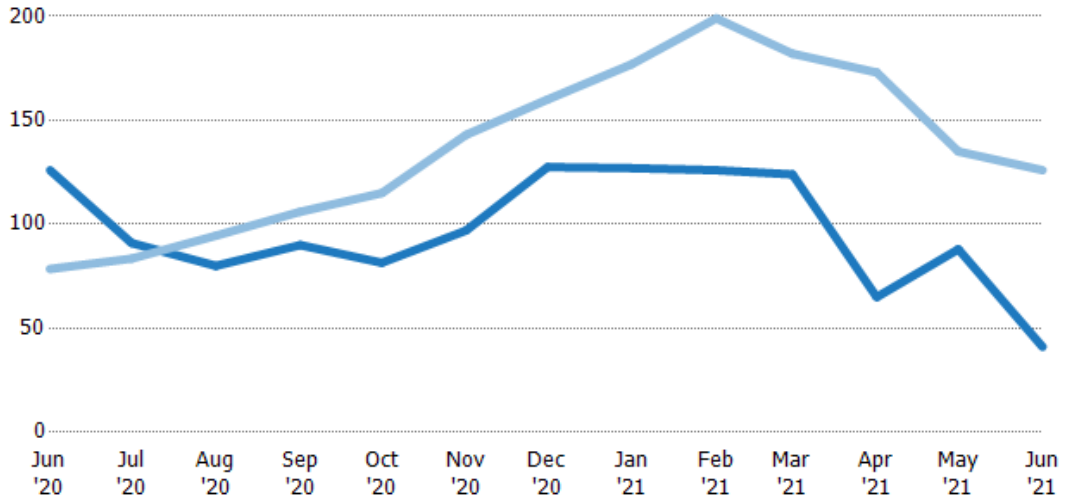


Median Days in RPR

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



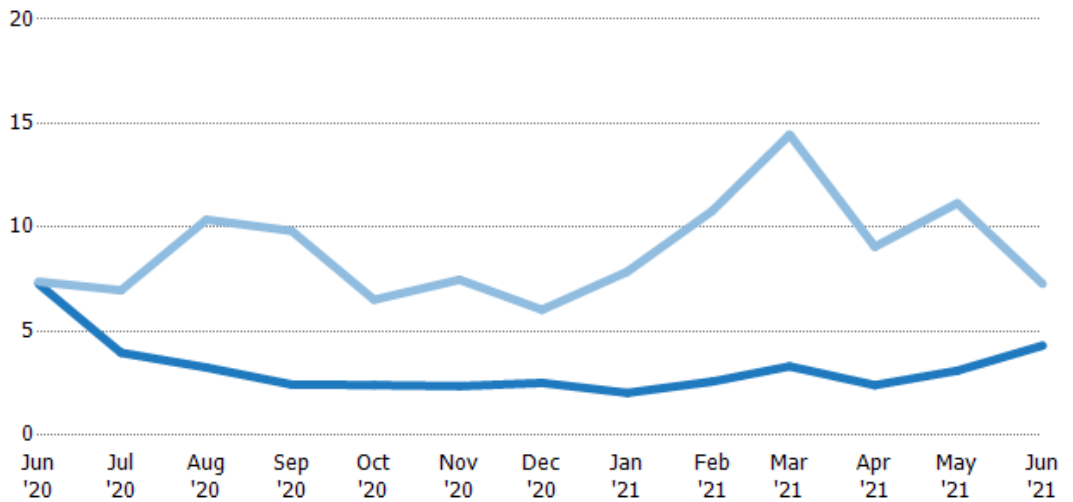
	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21
Current Year	126	91	80	90	81.5	97	128	127	126	124	65	88	41
Prior Year	78.5	83.5	94.5	106	115	143	160	177	199	182	173	135	126
Percent Change from Prior Year	61%	9%	-15%	-15%	-29%	-32%	-20%	-28%	-37%	-32%	-62%	-35%	-67%

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



	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21
Current Year	7.28	3.97	3.26	2.44	2.41	2.36	2.52	2.04	2.58	3.31	2.41	3.11	4.31
Prior Year	7.38	6.97	10.4	9.83	6.52	7.48	6.03	7.86	10.8	14.5	9.06	11.2	7.28
Percent Change from Prior Year	-1%	-43%	-69%	-75%	-63%	-68%	-58%	-74%	-76%	-77%	-73%	-72%	-41%

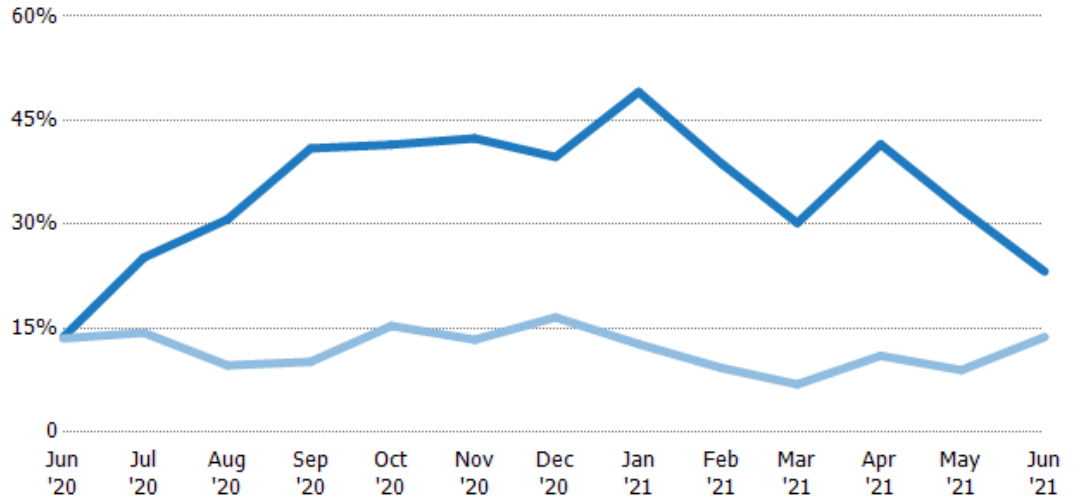
Absorption Rate

The percentage of inventory sold per month.

Filters Used

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

Month/Year	Rate	Chg.
Jun '21	23%	-9.4%
Jun '20	14%	-0.2%
Jun '19	14%	-39.8%



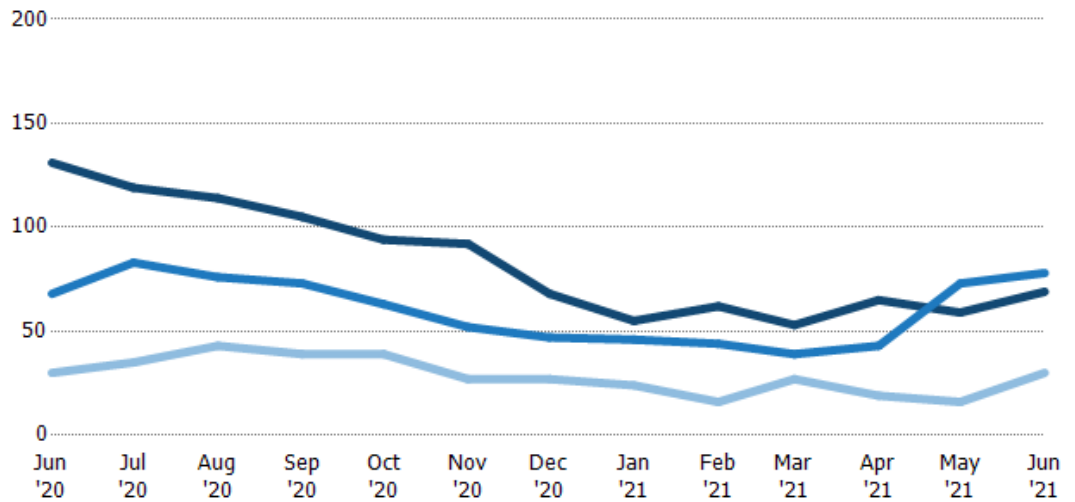
Current Year	14%	25%	31%	41%	41%	42%	40%	49%	39%	30%	42%	32%	23%
Prior Year	14%	14%	10%	10%	15%	13%	17%	13%	9%	7%	11%	9%	14%
Change from Prior Year	0%	-11%	-21%	-31%	-26%	-29%	-23%	-36%	-29%	-23%	-31%	-23%	-9%

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



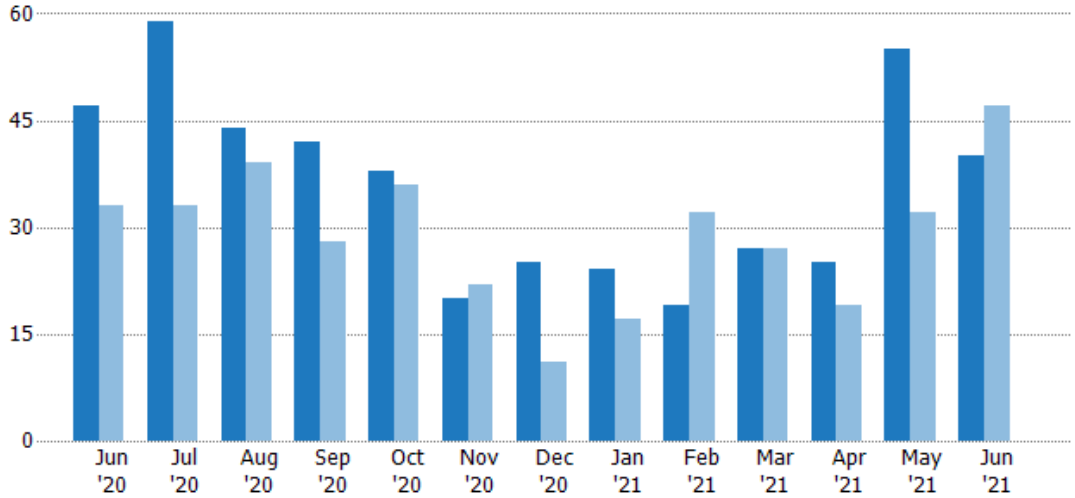
Active	131	119	114	105	94	92	68	55	62	53	65	59	69
Pending	68	83	76	73	63	52	47	46	44	39	43	73	78
Sold	30	35	43	39	39	27	27	24	16	27	19	16	30

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.
Jun '21	40	-14.9%
Jun '20	47	42.4%
Jun '19	33	-21.2%

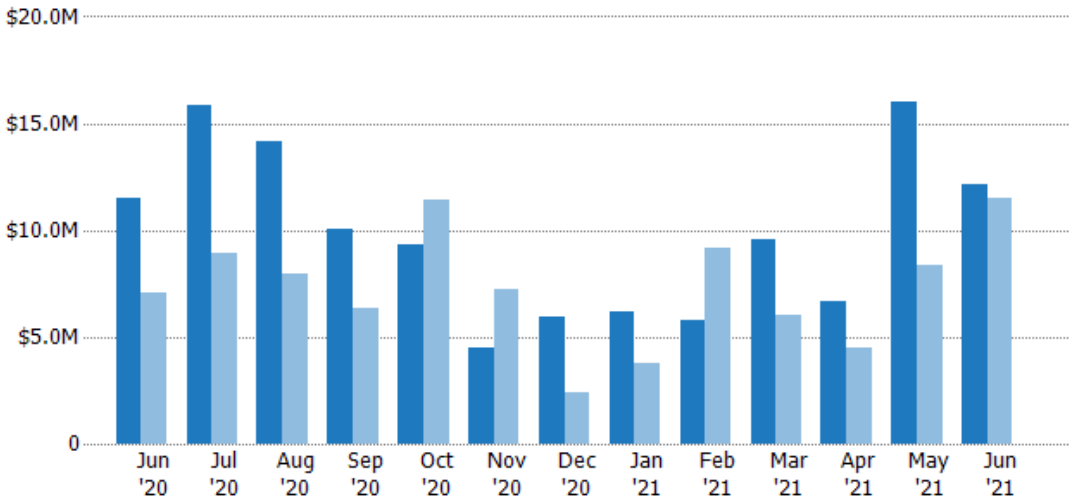
	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21
Current Year	47	59	44	42	38	20	25	24	19	27	25	55	40
Prior Year	33	33	39	28	36	22	11	17	32	27	19	32	47
Percent Change from Prior Year	42%	79%	13%	50%	6%	-9%	127%	41%	-41%	0%	32%	72%	-15%

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.
Jun '21	\$12.1M	6%
Jun '20	\$11.5M	61.9%
Jun '19	\$7.08M	-21.9%

	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21
Current Year	\$11.5M	\$15.8M	\$14.2M	\$10M	\$9.36M	\$4.49M	\$5.94M	\$6.21M	\$5.8M	\$9.57M	\$6.68M	\$16M	\$12.1M
Prior Year	\$7.08M	\$8.89M	\$7.95M	\$6.32M	\$11.4M	\$7.24M	\$2.37M	\$3.78M	\$9.2M	\$6.04M	\$4.53M	\$8.38M	\$11.5M
Percent Change from Prior Year	62%	78%	79%	58%	-18%	-38%	150%	64%	-37%	59%	48%	91%	6%

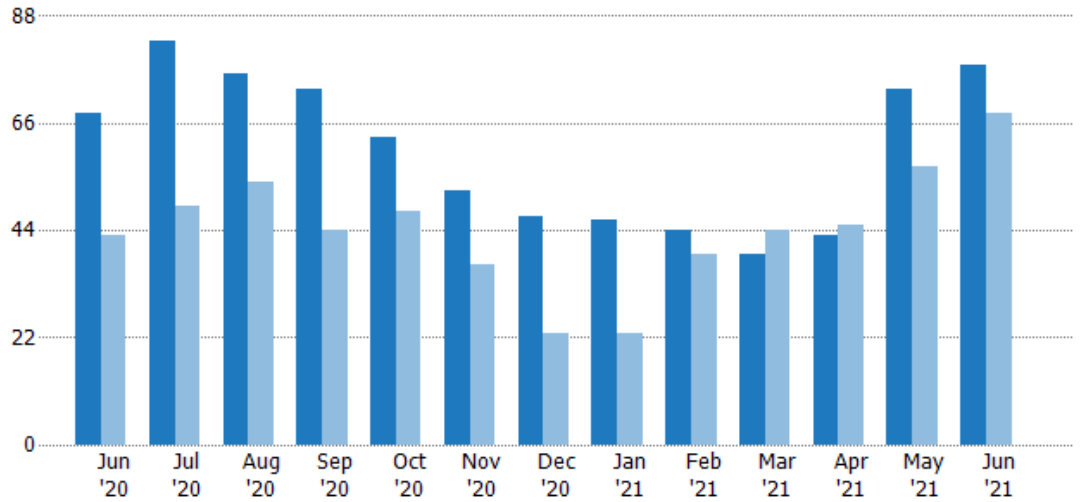
Pending Sales

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.
Jun '21	78	14.7%
Jun '20	68	58.1%
Jun '19	43	-4.7%



	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21
Current Year	68	83	76	73	63	52	47	46	44	39	43	73	78
Prior Year	43	49	54	44	48	37	23	23	39	44	45	57	68
Percent Change from Prior Year	58%	69%	41%	66%	31%	41%	104%	100%	13%	-11%	-4%	28%	15%

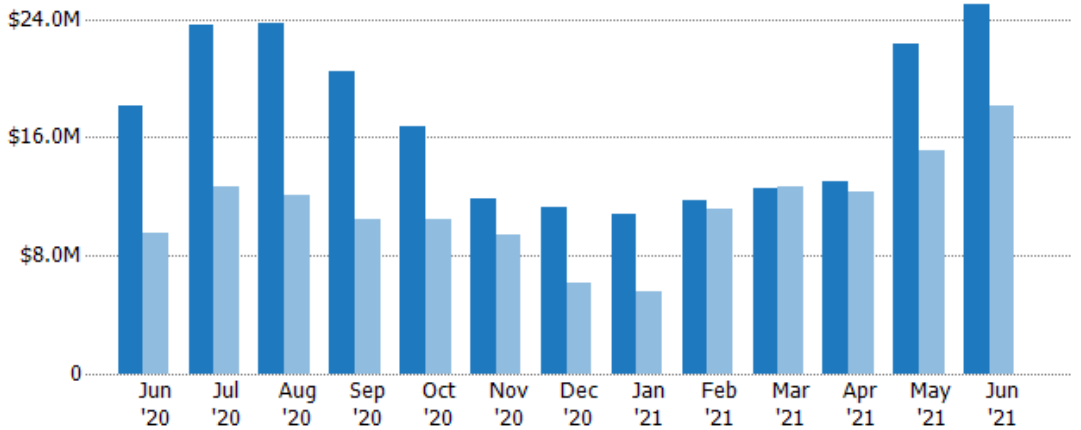
Pending Sales Volume

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.
Jun '21	\$25M	37.5%
Jun '20	\$18.2M	91%
Jun '19	\$9.51M	-0.9%



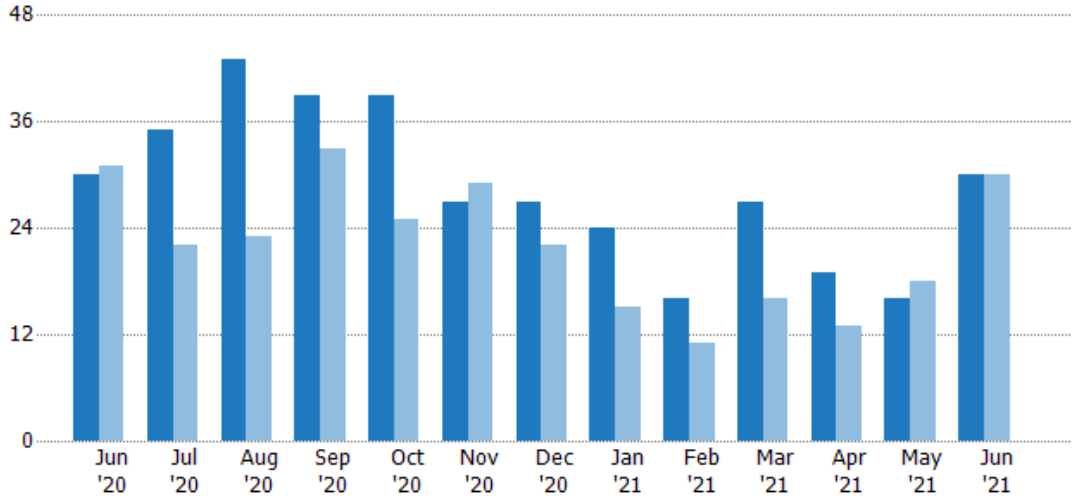
	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21
Current Year	\$18.2M	\$23.6M	\$23.7M	\$20.5M	\$16.7M	\$11.9M	\$11.3M	\$10.8M	\$11.7M	\$12.5M	\$13M	\$22.3M	\$25M
Prior Year	\$9.51M	\$12.7M	\$12.1M	\$10.4M	\$10.4M	\$9.42M	\$6.2M	\$5.6M	\$11.2M	\$12.7M	\$12.3M	\$15.1M	\$18.2M
Percent Change from Prior Year	91%	86%	95%	96%	61%	26%	81%	92%	5%	-1%	6%	48%	37%

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.
Jun '21	30	0%
Jun '20	30	-3.2%
Jun '19	31	-19.4%

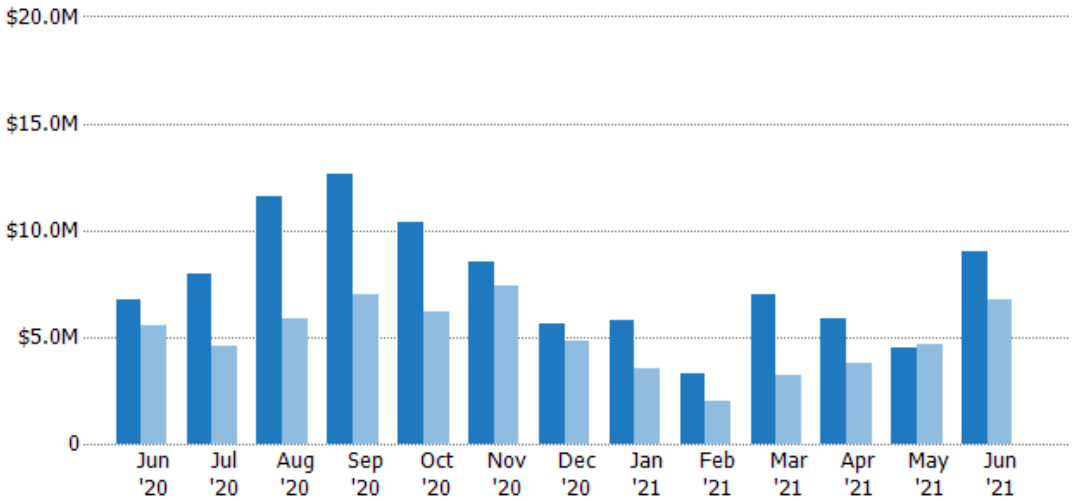
	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21
Current Year	30	35	43	39	39	27	27	24	16	27	19	16	30
Prior Year	31	22	23	33	25	29	22	15	11	16	13	18	30
Percent Change from Prior Year	-3%	59%	87%	18%	56%	-7%	23%	60%	45%	69%	46%	-11%	0%

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.
Jun '21	\$9.01M	33.6%
Jun '20	\$6.74M	21%
Jun '19	\$5.57M	16%

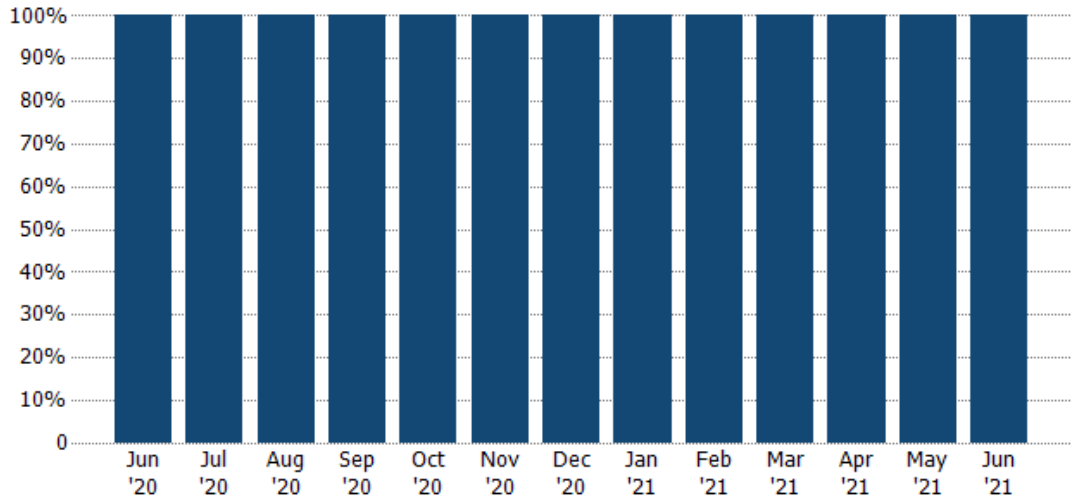
	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21
Current Year	\$6.74M	\$7.95M	\$11.6M	\$12.7M	\$10.4M	\$8.55M	\$5.62M	\$5.81M	\$3.26M	\$7M	\$5.87M	\$4.53M	\$9.01M
Prior Year	\$5.57M	\$4.55M	\$5.85M	\$6.95M	\$6.2M	\$7.39M	\$4.8M	\$3.56M	\$1.98M	\$3.21M	\$3.76M	\$4.62M	\$6.74M
Percent Change from Prior Year	21%	75%	98%	82%	68%	16%	17%	63%	64%	118%	56%	-2%	34%

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

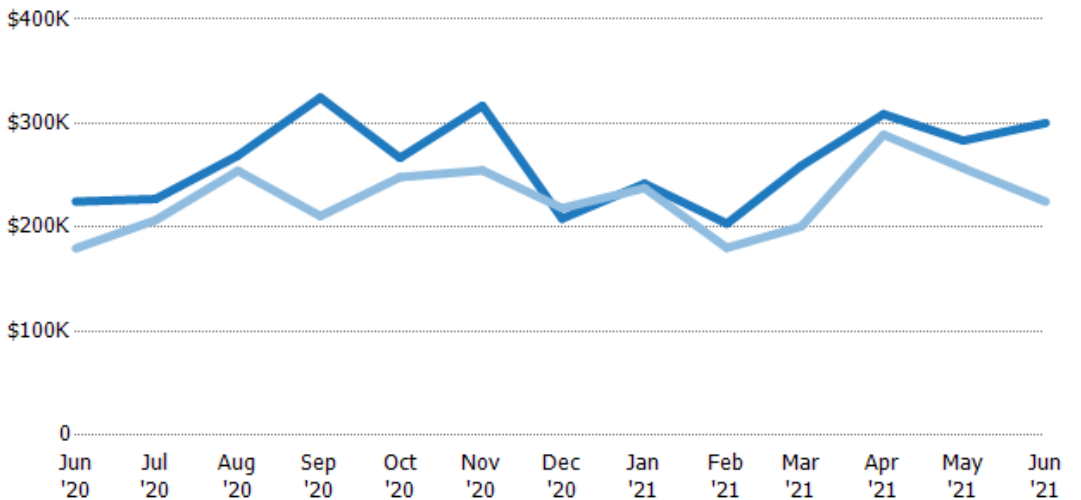
100% 100% 100% 100% 100% 100% 100% 100% 100% 100% 100% 100% 100%

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

\$225K \$227K \$269K \$325K \$267K \$317K \$208K \$242K \$204K \$259K \$309K \$283K \$300K

Prior Year

\$180K \$207K \$254K \$211K \$248K \$255K \$218K \$238K \$180K \$201K \$289K \$257K \$225K

Percent Change from Prior Year

25% 10% 6% 54% 7% 24% -5% 2% 13% 29% 7% 10% 34%

Month/Year	Price	% Chg.
Jun '21	\$300K	33.6%
Jun '20	\$225K	25%
Jun '19	\$180K	43.9%

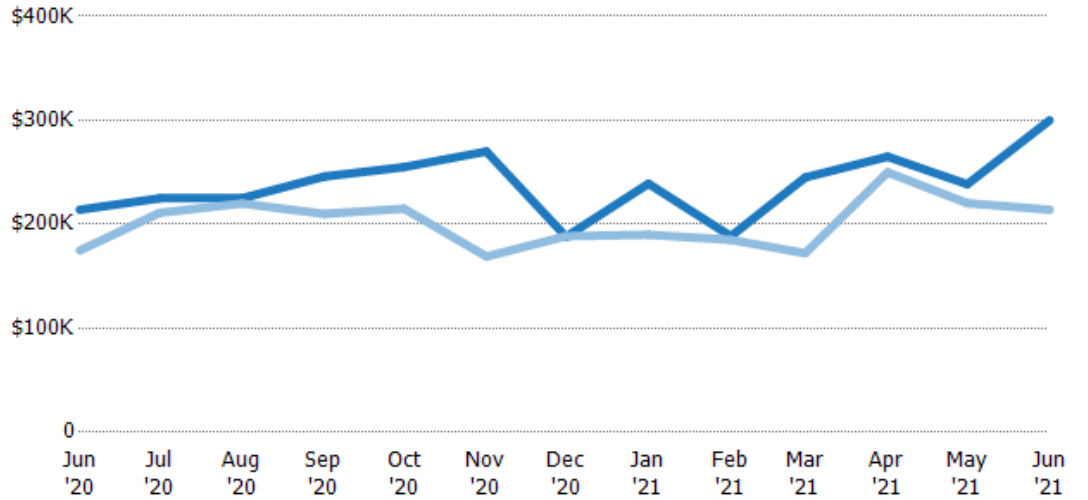
Median Sales Price

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.
Jun '21	\$300K	40.2%
Jun '20	\$214K	22.4%
Jun '19	\$175K	20.1%



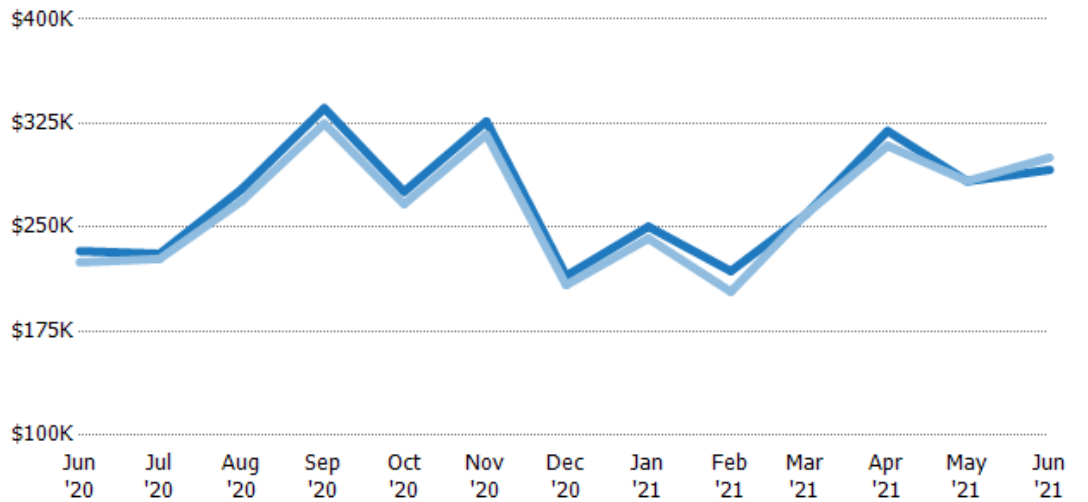
Current Year	\$214K	\$225K	\$225K	\$246K	\$255K	\$270K	\$188K	\$239K	\$189K	\$245K	\$265K	\$239K	\$300K
Prior Year	\$175K	\$211K	\$220K	\$210K	\$215K	\$169K	\$189K	\$190K	\$185K	\$172K	\$250K	\$220K	\$214K
Percent Change from Prior Year	22%	7%	2%	17%	19%	60%	0%	26%	2%	42%	6%	8%	40%

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



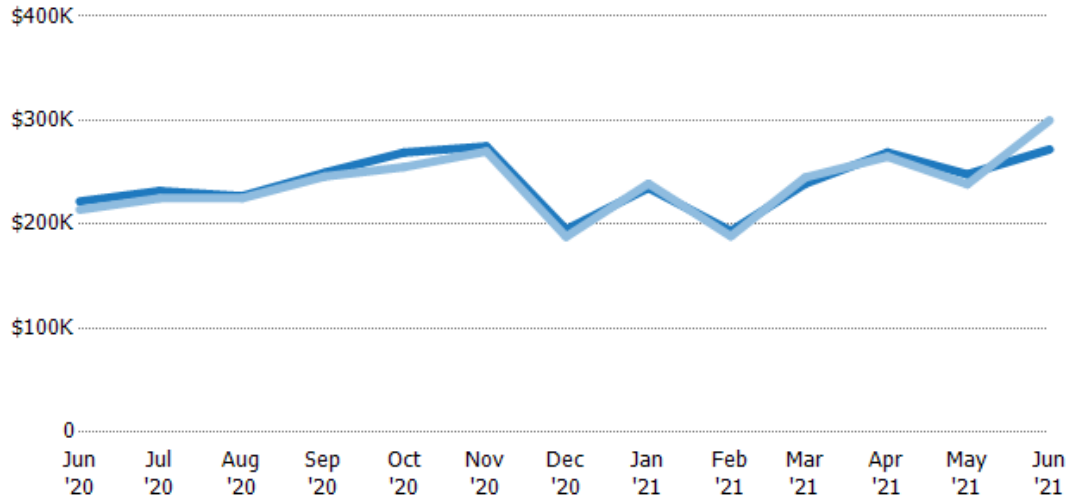
Avg List Price	\$233K	\$231K	\$278K	\$336K	\$276K	\$326K	\$215K	\$250K	\$218K	\$259K	\$319K	\$283K	\$291K
Avg Sales Price	\$225K	\$227K	\$269K	\$325K	\$267K	\$317K	\$208K	\$242K	\$204K	\$259K	\$309K	\$283K	\$300K
Avg Sales Price as a % of Avg List Price	97%	98%	97%	97%	97%	97%	97%	97%	93%	100%	97%	100%	103%

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



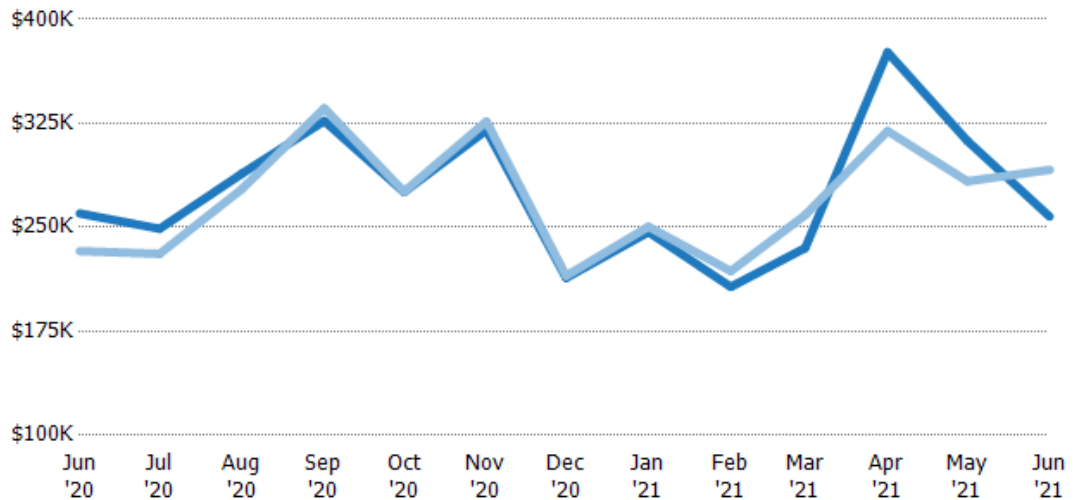
	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21
Median List Price	\$222K	\$232K	\$227K	\$250K	\$269K	\$275K	\$195K	\$235K	\$194K	\$239K	\$269K	\$248K	\$272K
Median Sales Price	\$214K	\$225K	\$225K	\$246K	\$255K	\$270K	\$188K	\$239K	\$189K	\$245K	\$265K	\$239K	\$300K
Med Sales Price as a % of Med List Price	96%	97%	99%	99%	95%	98%	96%	102%	97%	103%	99%	96%	110%

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



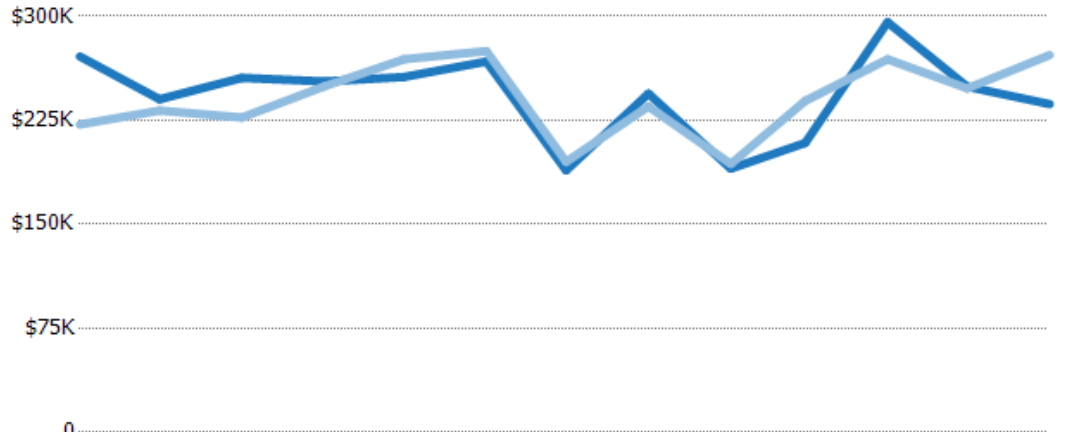
	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21
Avg Est Value	\$260K	\$249K	\$289K	\$327K	\$275K	\$320K	\$213K	\$247K	\$207K	\$235K	\$376K	\$312K	\$258K
Avg Sales Price	\$233K	\$231K	\$278K	\$336K	\$276K	\$326K	\$215K	\$250K	\$218K	\$259K	\$319K	\$283K	\$291K
Avg Sales Price as a % of Avg Est Value	90%	93%	96%	103%	100%	102%	101%	102%	105%	110%	85%	91%	113%

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



	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21
Median Est Value	\$271K	\$240K	\$256K	\$253K	\$256K	\$267K	\$189K	\$244K	\$190K	\$209K	\$296K	\$249K	\$237K
Median Sales Price	\$222K	\$232K	\$227K	\$250K	\$269K	\$275K	\$195K	\$235K	\$194K	\$239K	\$269K	\$248K	\$272K
Med Sales Price as a % of Med Est Value	82%	97%	89%	99%	105%	103%	103%	96%	102%	115%	91%	99%	115%