

## 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     | + / -  |
|--|--------------|--------------|--------|--------------|--------------|--------|
| <b>Listing Activity Charts Metrics</b> |              |              |        |              |              |        |
| New Listing Count                      | 56           | 80           | -30%   | 256          | 239          | +7.1%  |
| New Listing Volume                     | \$22,238,690 | \$18,555,600 | +19.8% | \$77,188,620 | \$60,250,479 | +28.1% |
| Active Listing Count                   | 105          | 234          | -55.1% | N/A          | N/A          |        |
| Active Listing Volume                  | \$46,241,773 | \$65,254,797 | -29.1% | N/A          | N/A          |        |
| Average Listing Price                  | \$440,398    | \$278,867    | +57.9% | \$395,917    | \$268,685    | +47.4% |
| Median Listing Price                   | \$279,000    | \$199,700    | +39.7% | \$252,067    | \$198,644    | +26.9% |
| Median Days in RPR                     | 44           | 133.5        | -67%   | 112.34       | 196          | -42.7% |
| Months of Inventory                    | 3.8          | 9.4          | -59.9% | 5.2          | 9.6          | -46%   |
| Absorption Rate                        | 26.67%       | 10.68%       | +16%   | 19.36%       | 10.46%       | +8.9%  |
| <b>Sales Activity Charts Metrics</b>   |              |              |        |              |              |        |
| New Pending Sales Count                | 58           | 66           | -12.1% | 299          | 228          | +31.1% |
| New Pending Sales Volume               | \$15,661,130 | \$14,423,400 | +8.6%  | \$75,036,628 | \$45,776,478 | +63.9% |
| Pending Sales Count                    | 102          | 85           | +20%   | N/A          | N/A          |        |
| Pending Sales Volume                   | \$27,980,829 | \$18,309,220 | +52.8% | N/A          | N/A          |        |
| Closed Sales Count                     | 52           | 37           | +40.5% | 207          | 140          | +47.9% |
| Closed Sales Volume                    | \$12,932,288 | \$8,522,850  | +51.7% | \$49,456,338 | \$27,699,519 | +78.5% |
| Average Sales Price                    | \$248,698    | \$230,347    | +8%    | \$238,920    | \$197,854    | +20.8% |
| Median Sales Price                     | \$185,000    | \$212,000    | -12.7% | \$207,264    | \$170,162    | +21.8% |

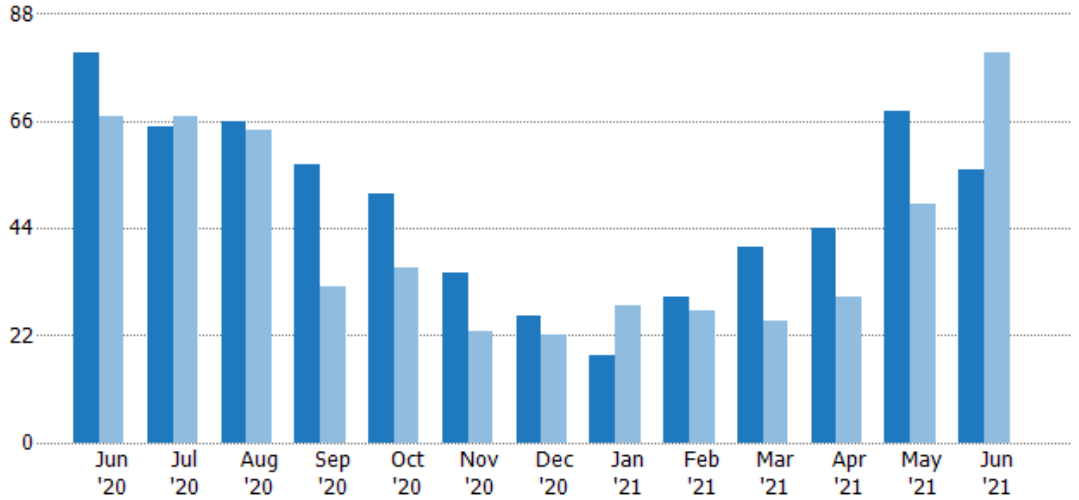
## New Listings

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. |
|------------|-------|--------|
| Jun '21    | 56    | -30%   |
| Jun '20    | 80    | 19.4%  |
| Jun '19    | 67    | 29.9%  |



|                                | 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                   | 80      | 65      | 66      | 57      | 51      | 35      | 26      | 18      | 30      | 40      | 44      | 68      | 56      |
| Prior Year                     | 67      | 67      | 64      | 32      | 36      | 23      | 22      | 28      | 27      | 25      | 30      | 49      | 80      |
| Percent Change from Prior Year | 19%     | -3%     | 3%      | 78%     | 42%     | 52%     | 18%     | -36%    | 11%     | 60%     | 47%     | 39%     | -30%    |

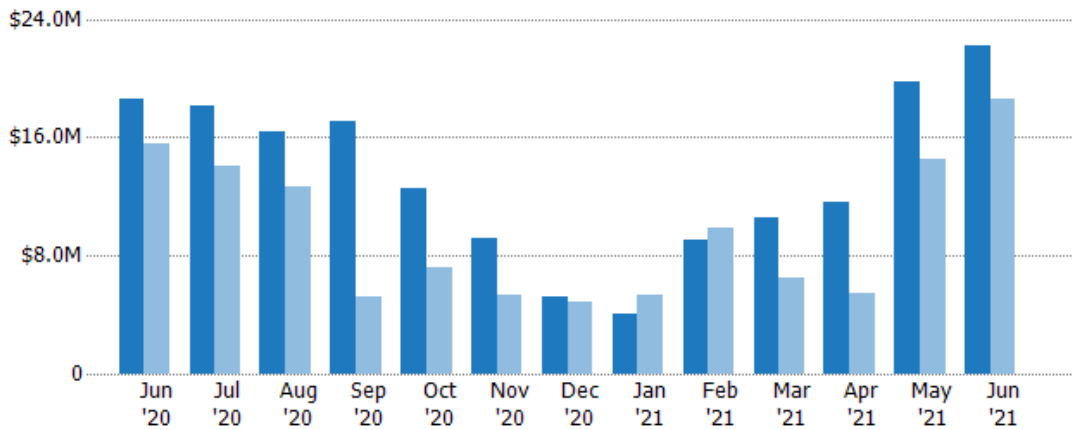
## New Listing Volume

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. |
|------------|---------|--------|
| Jun '21    | \$22.2M | 19.8%  |
| Jun '20    | \$18.6M | 18.7%  |
| Jun '19    | \$15.6M | 18.8%  |



|                                | 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                   | \$18.6M | \$18.1M | \$16.4M | \$17.1M | \$12.6M | \$9.18M | \$5.22M | \$4.02M | \$9M    | \$10.5M | \$11.6M | \$19.8M | \$22.2M |
| Prior Year                     | \$15.6M | \$14M   | \$12.7M | \$5.24M | \$7.18M | \$5.36M | \$4.84M | \$5.34M | \$9.92M | \$6.53M | \$5.44M | \$14.5M | \$18.6M |
| Percent Change from Prior Year | 19%     | 29%     | 30%     | 227%    | 75%     | 71%     | 8%      | -25%    | -9%     | 61%     | 114%    | 37%     | 20%     |

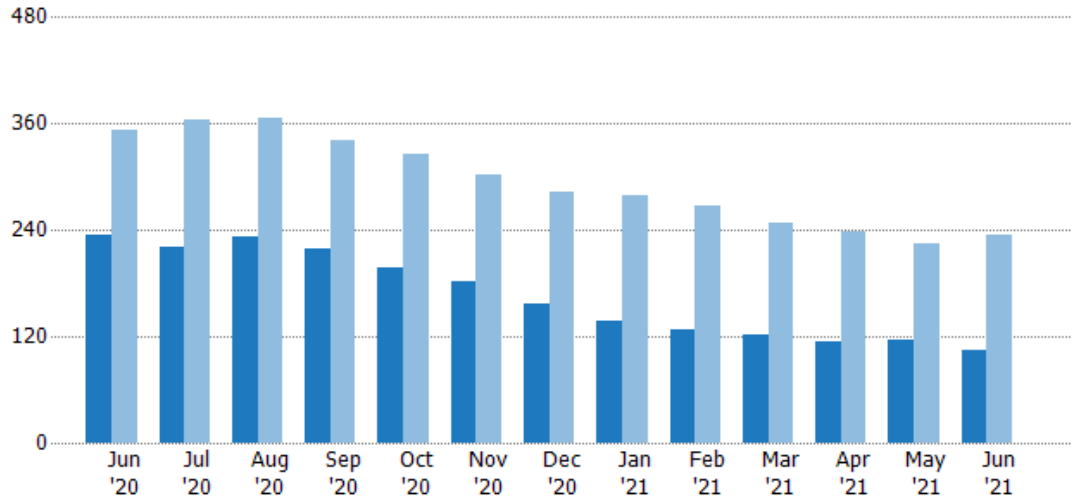
## Active Listings

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. |
|------------|-------|--------|
| Jun '21    | 105   | -55.1% |
| Jun '20    | 234   | -33.5% |
| Jun '19    | 352   | 20.7%  |



|                                |      |      |      |      |      |      |      |      |      |      |      |      |      |
|--------------------------------|------|------|------|------|------|------|------|------|------|------|------|------|------|
| Current Year                   | 234  | 221  | 233  | 219  | 197  | 181  | 156  | 137  | 128  | 121  | 115  | 117  | 105  |
| Prior Year                     | 352  | 364  | 366  | 341  | 325  | 303  | 282  | 278  | 268  | 248  | 239  | 224  | 234  |
| Percent Change from Prior Year | -34% | -39% | -36% | -36% | -39% | -40% | -45% | -51% | -52% | -51% | -52% | -48% | -55% |

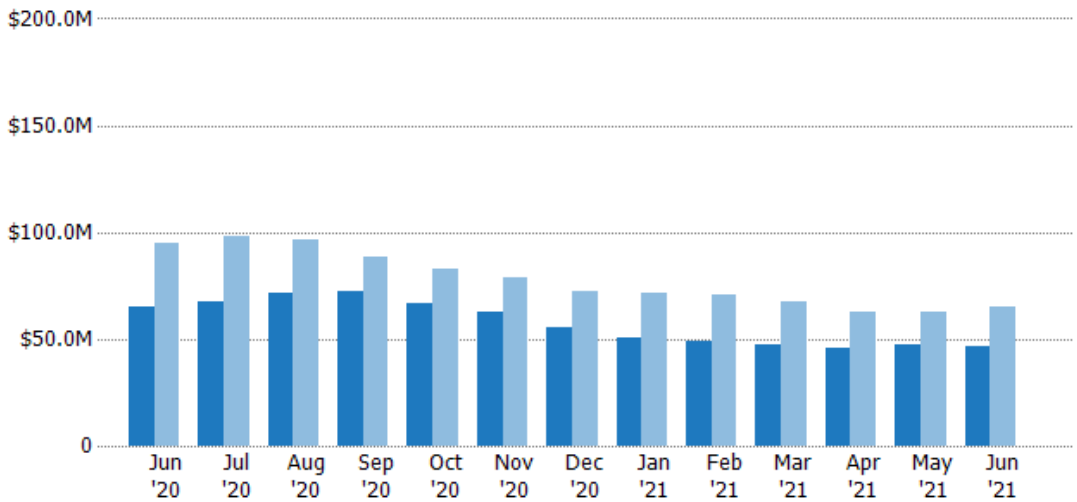
## Active Listing Volume

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. |
|------------|---------|--------|
| Jun '21    | \$46.2M | -29.1% |
| Jun '20    | \$65.3M | -31.1% |
| Jun '19    | \$94.8M | 17.8%  |



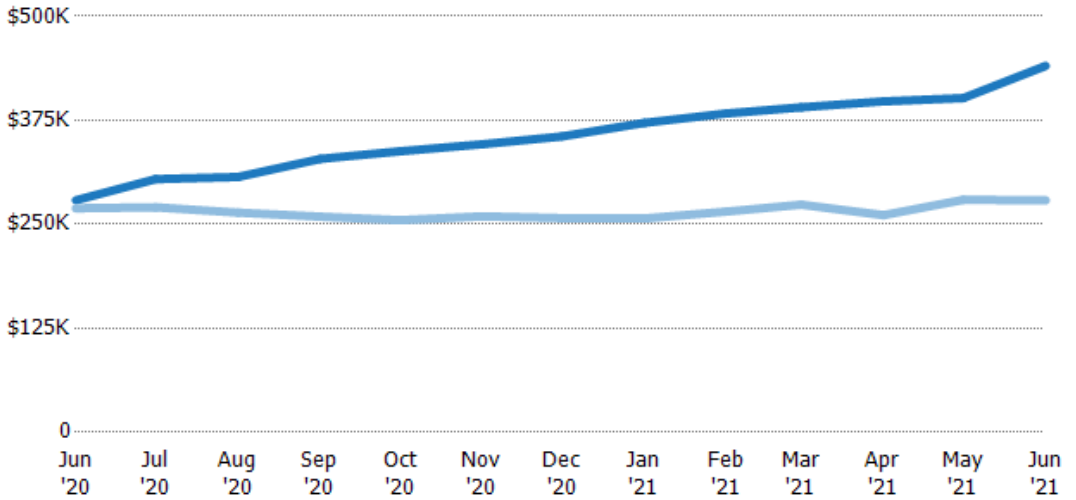
|                                |         |         |         |         |         |         |         |         |         |         |         |         |         |
|--------------------------------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| Current Year                   | \$65.3M | \$67.2M | \$71.5M | \$72M   | \$66.5M | \$62.7M | \$55.5M | \$50.9M | \$49.1M | \$47.3M | \$45.7M | \$47M   | \$46.2M |
| Prior Year                     | \$94.8M | \$98.4M | \$96.6M | \$88.4M | \$82.8M | \$78.6M | \$72.6M | \$71.5M | \$71.1M | \$67.8M | \$62.4M | \$62.6M | \$65.3M |
| Percent Change from Prior Year | -31%    | -32%    | -26%    | -19%    | -20%    | -20%    | -24%    | -29%    | -31%    | -30%    | -27%    | -25%    | -29%    |

## 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



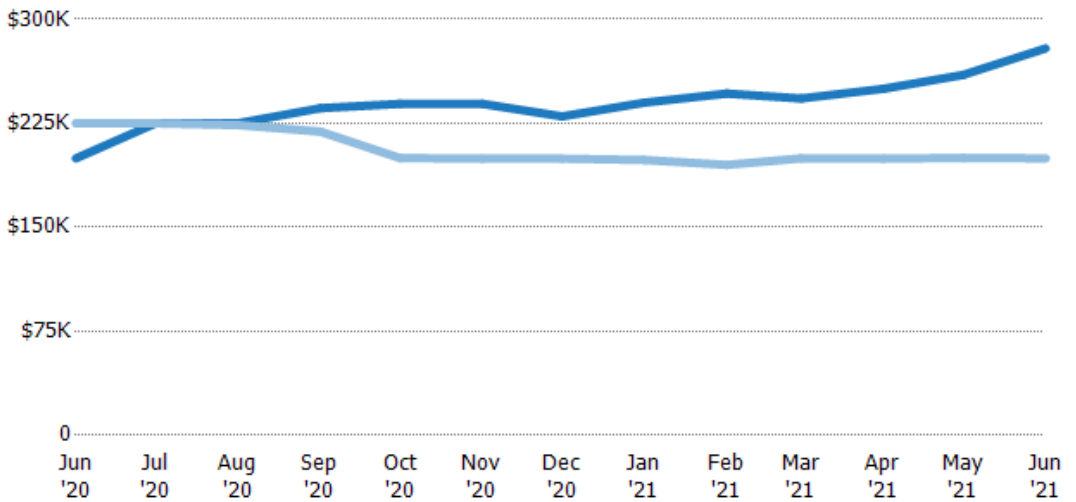
|                                |        |        |        |        |        |        |        |        |        |        |        |        |        |
|--------------------------------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|
| Current Year                   | \$279K | \$304K | \$307K | \$329K | \$338K | \$346K | \$356K | \$372K | \$383K | \$391K | \$398K | \$402K | \$440K |
| Prior Year                     | \$269K | \$270K | \$264K | \$259K | \$255K | \$260K | \$257K | \$257K | \$265K | \$274K | \$261K | \$279K | \$279K |
| Percent Change from Prior Year | 4%     | 13%    | 16%    | 27%    | 33%    | 33%    | 38%    | 45%    | 44%    | 43%    | 52%    | 44%    | 58%    |

## 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



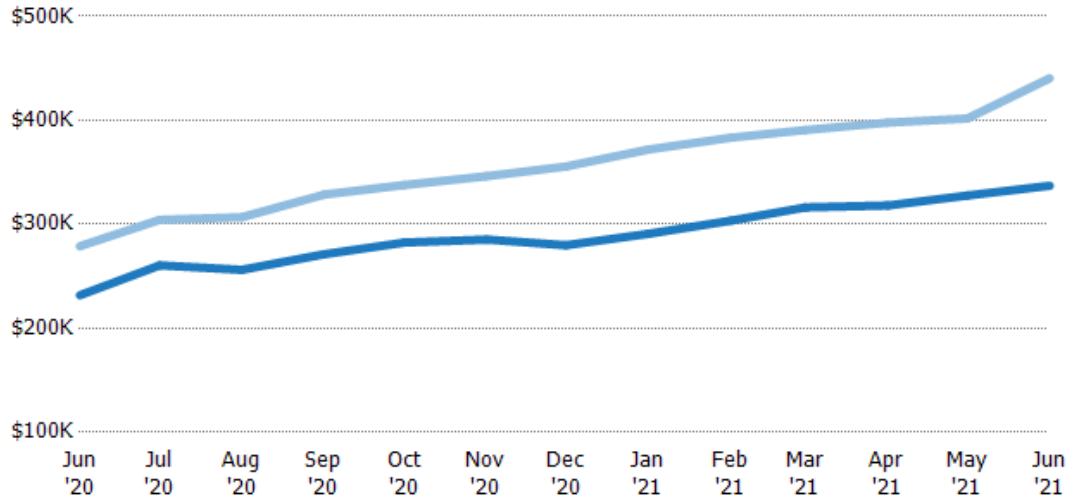
|                                |        |        |        |        |        |        |        |        |        |        |        |        |        |
|--------------------------------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|
| Current Year                   | \$200K | \$225K | \$225K | \$236K | \$239K | \$239K | \$230K | \$240K | \$246K | \$243K | \$250K | \$260K | \$279K |
| Prior Year                     | \$225K | \$225K | \$224K | \$219K | \$200K | \$200K | \$200K | \$199K | \$195K | \$200K | \$200K | \$200K | \$200K |
| Percent Change from Prior Year | -11%   | 0%     | 1%     | 8%     | 20%    | 20%    | 15%    | 21%    | 26%    | 22%    | 25%    | 30%    | 40%    |

## 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



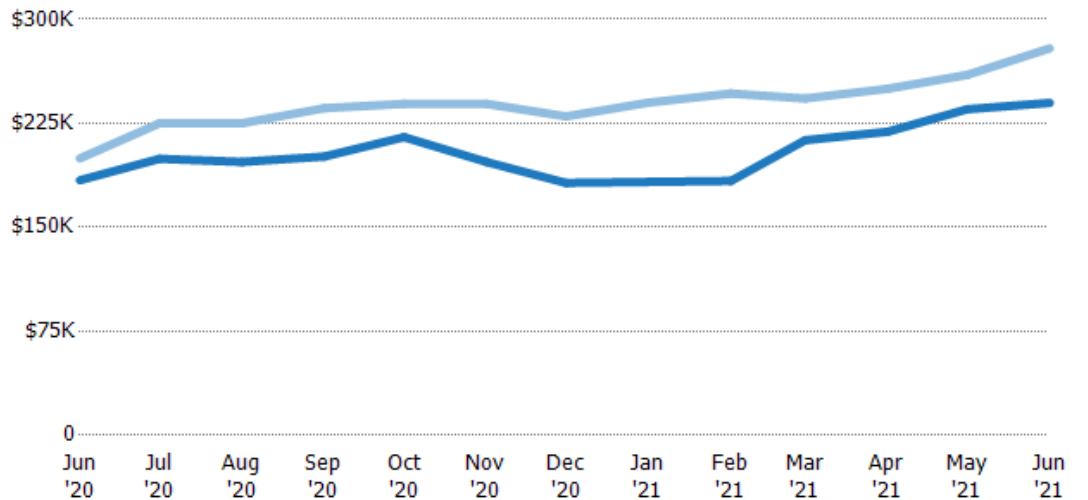
|   | Jun '20 | Jul '20 | Aug '20 | Sep '20 | Oct '20 | Nov '20 | Dec '20 | Jan '21 | Feb '21 | Mar '21 | Apr '21 | May '21 | Jun '21 |
|---|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| Avg Est Value                             | \$232K  | \$260K  | \$256K  | \$271K  | \$282K  | \$285K  | \$280K  | \$291K  | \$303K  | \$316K  | \$318K  | \$328K  | \$337K  |
| Avg Listing Price                         | \$279K  | \$304K  | \$307K  | \$329K  | \$338K  | \$346K  | \$356K  | \$372K  | \$383K  | \$391K  | \$398K  | \$402K  | \$440K  |
| Avg Listing Price as a % of Avg Est Value | 120%    | 117%    | 120%    | 121%    | 120%    | 121%    | 127%    | 128%    | 126%    | 124%    | 125%    | 123%    | 131%    |

## 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



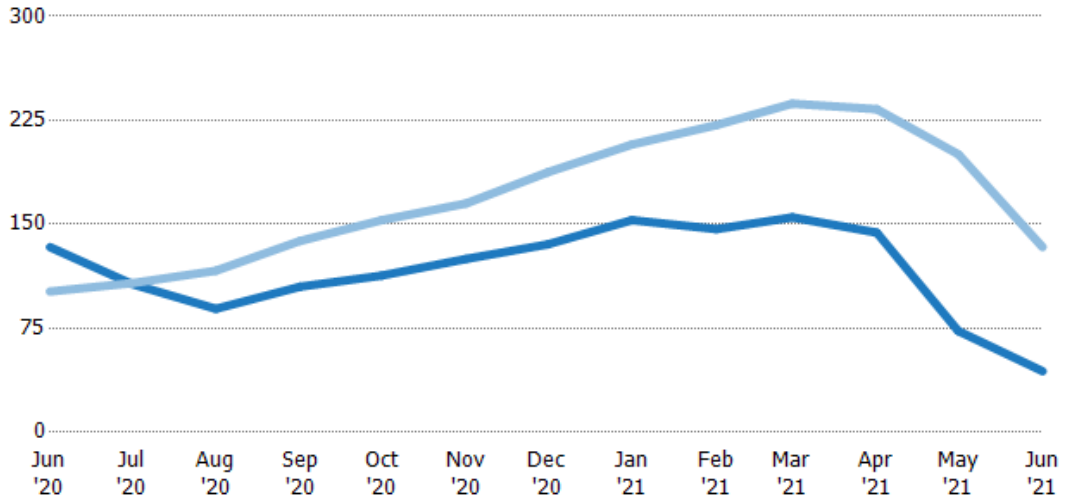
|   | Jun '20 | Jul '20 | Aug '20 | Sep '20 | Oct '20 | Nov '20 | Dec '20 | Jan '21 | Feb '21 | Mar '21 | Apr '21 | May '21 | Jun '21 |
|---|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| Median Est Value                          | \$184K  | \$199K  | \$197K  | \$201K  | \$215K  | \$197K  | \$182K  | \$183K  | \$183K  | \$213K  | \$219K  | \$235K  | \$240K  |
| Median Listing Price                      | \$200K  | \$225K  | \$225K  | \$236K  | \$239K  | \$239K  | \$230K  | \$240K  | \$246K  | \$243K  | \$250K  | \$260K  | \$279K  |
| Med Listing Price as a % of Med Est Value | 109%    | 113%    | 114%    | 117%    | 111%    | 121%    | 126%    | 131%    | 134%    | 114%    | 114%    | 111%    | 116%    |

## 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



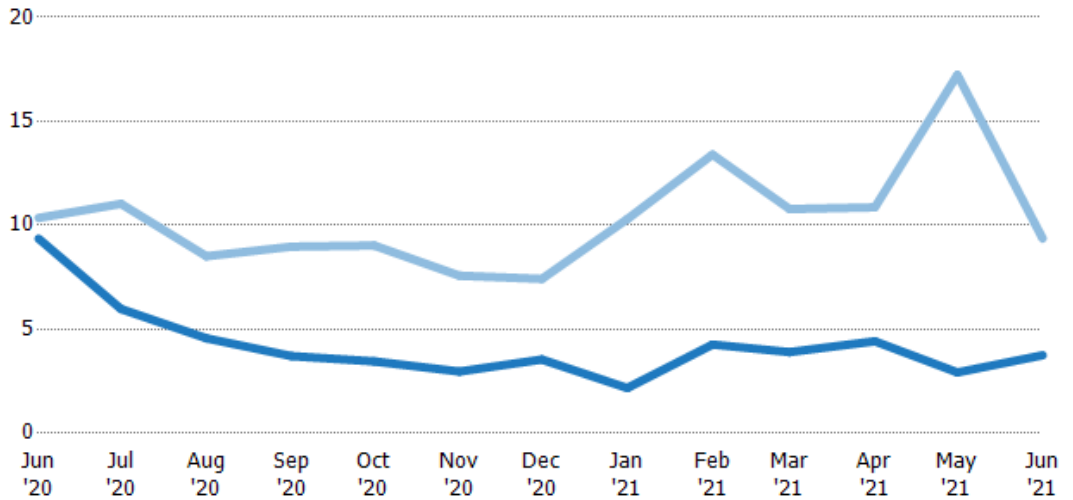
|                                | Jun '20 | Jul '20 | Aug '20 | Sep '20 | Oct '20 | Nov '20 | Dec '20 | Jan '21 | Feb '21 | Mar '21 | Apr '21 | May '21 | Jun '21 |
|--------------------------------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| Current Year                   | 134     | 107     | 89      | 105     | 113     | 125     | 136     | 153     | 147     | 155     | 144     | 73      | 44      |
| Prior Year                     | 102     | 108     | 117     | 138     | 153     | 165     | 188     | 208     | 222     | 237     | 233     | 201     | 134     |
| Percent Change from Prior Year | 32%     | 0%      | -24%    | -24%    | -26%    | -24%    | -28%    | -26%    | -34%    | -35%    | -38%    | -64%    | -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: Orleans County, Vermont  
 Property Type:  
 Condo/Townhouse/Apt., Single Family



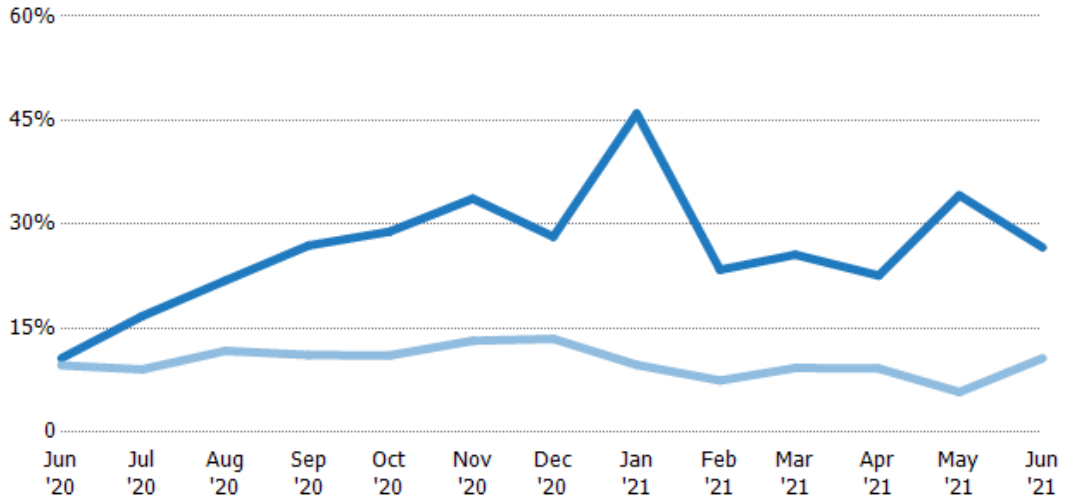
|                                | Jun '20 | Jul '20 | Aug '20 | Sep '20 | Oct '20 | Nov '20 | Dec '20 | Jan '21 | Feb '21 | Mar '21 | Apr '21 | May '21 | Jun '21 |
|--------------------------------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| Current Year                   | 9.36    | 5.97    | 4.57    | 3.71    | 3.46    | 2.97    | 3.55    | 2.17    | 4.27    | 3.9     | 4.42    | 2.93    | 3.75    |
| Prior Year                     | 10.4    | 11      | 8.51    | 8.97    | 9.03    | 7.58    | 7.42    | 10.3    | 13.4    | 10.8    | 10.9    | 17.2    | 9.36    |
| Percent Change from Prior Year | -10%    | -46%    | -46%    | -59%    | -62%    | -61%    | -52%    | -79%    | -68%    | -64%    | -59%    | -83%    | -60%    |

## Absorption Rate

The percentage of inventory sold per month.

### Filters Used

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



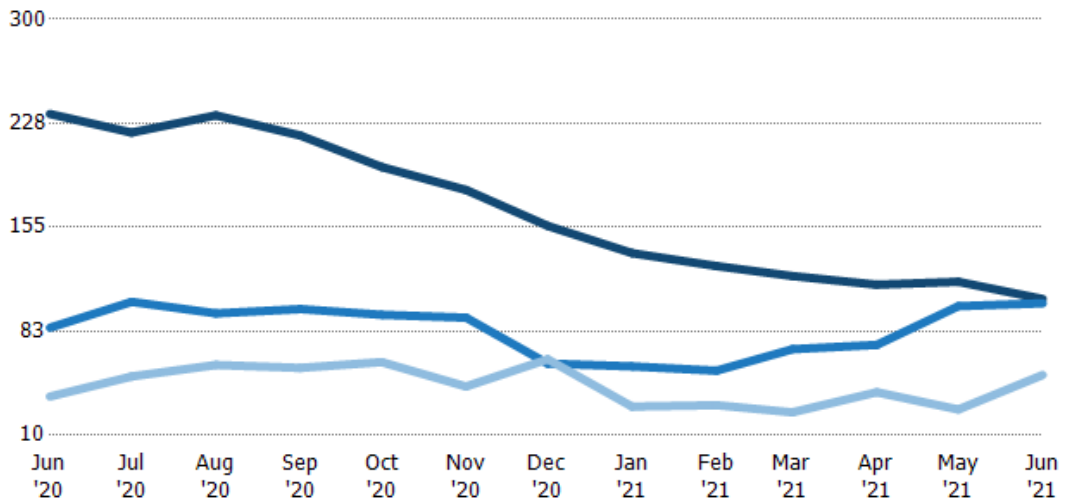
|                        | Jun '20 | Jul '20 | Aug '20 | Sep '20 | Oct '20 | Nov '20 | Dec '20 | Jan '21 | Feb '21 | Mar '21 | Apr '21 | May '21 | Jun '21 |
|------------------------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| Current Year           | 11%     | 17%     | 22%     | 27%     | 29%     | 34%     | 28%     | 46%     | 23%     | 26%     | 23%     | 34%     | 27%     |
| Prior Year             | 10%     | 9%      | 12%     | 11%     | 11%     | 13%     | 13%     | 10%     | 7%      | 9%      | 9%      | 6%      | 11%     |
| Change from Prior Year | -1%     | -8%     | -10%    | -16%    | -18%    | -21%    | -15%    | -36%    | -16%    | -16%    | -13%    | -28%    | -16%    |

## 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



|         | 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 |
|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| Active  | 234     | 221     | 233     | 219     | 197     | 181     | 156     | 137     | 128     | 121     | 115     | 117     | 105     |
| Pending | 85      | 103     | 95      | 98      | 94      | 92      | 60      | 58      | 55      | 70      | 73      | 100     | 102     |
| Sold    | 37      | 51      | 59      | 57      | 61      | 44      | 63      | 30      | 31      | 26      | 40      | 28      | 52      |

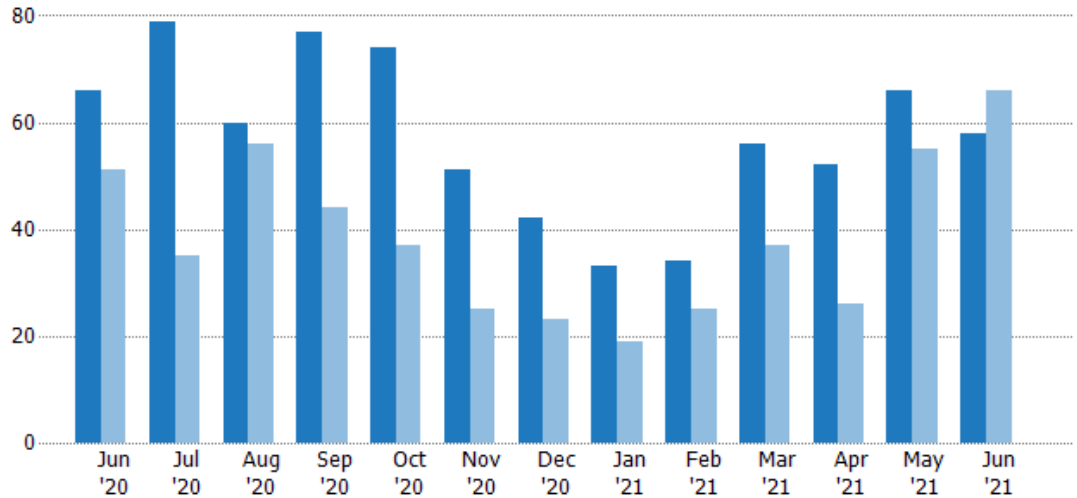
## New Pending Sales

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. |
|------------|-------|--------|
| Jun '21    | 58    | -12.1% |
| Jun '20    | 66    | 29.4%  |
| Jun '19    | 51    | -9.8%  |



|                                |     |      |    |     |      |      |     |     |     |     |      |     |      |
|--------------------------------|-----|------|----|-----|------|------|-----|-----|-----|-----|------|-----|------|
| Current Year                   | 66  | 79   | 60 | 77  | 74   | 51   | 42  | 33  | 34  | 56  | 52   | 66  | 58   |
| Prior Year                     | 51  | 35   | 56 | 44  | 37   | 25   | 23  | 19  | 25  | 37  | 26   | 55  | 66   |
| Percent Change from Prior Year | 29% | 126% | 7% | 75% | 100% | 104% | 83% | 74% | 36% | 51% | 100% | 20% | -12% |

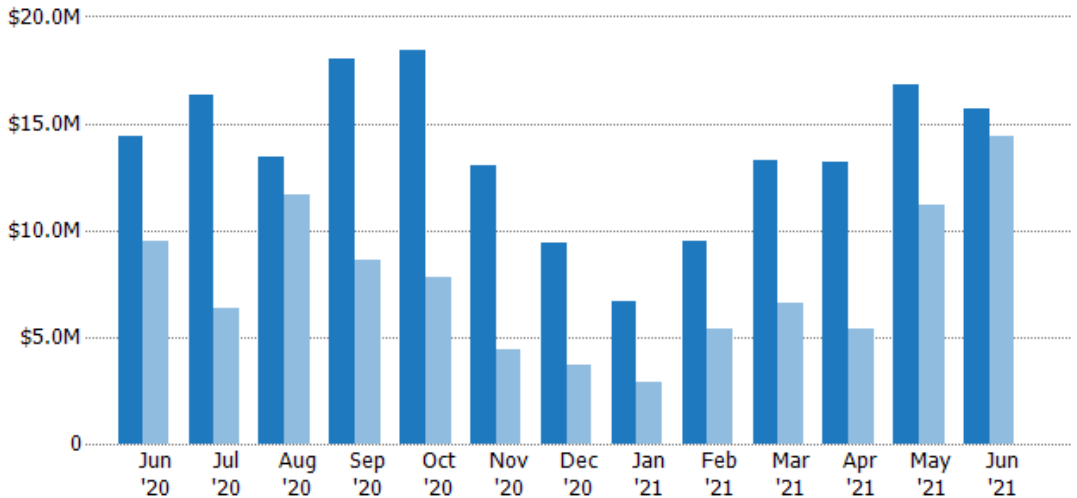
## New Pending Sales Volume

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. |
|------------|---------|--------|
| Jun '21    | \$15.7M | 8.6%   |
| Jun '20    | \$14.4M | 52.1%  |
| Jun '19    | \$9.48M | -17.1% |



|                                |         |         |         |         |         |         |         |         |         |         |         |         |         |
|--------------------------------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| Current Year                   | \$14.4M | \$16.3M | \$13.5M | \$18M   | \$18.4M | \$13.1M | \$9.4M  | \$6.64M | \$9.45M | \$13.3M | \$13.2M | \$16.8M | \$15.7M |
| Prior Year                     | \$9.48M | \$6.32M | \$11.6M | \$8.62M | \$7.84M | \$4.43M | \$3.67M | \$2.88M | \$5.37M | \$6.62M | \$5.35M | \$11.1M | \$14.4M |
| Percent Change from Prior Year | 52%     | 158%    | 16%     | 109%    | 135%    | 195%    | 157%    | 131%    | 76%     | 100%    | 146%    | 51%     | 9%      |



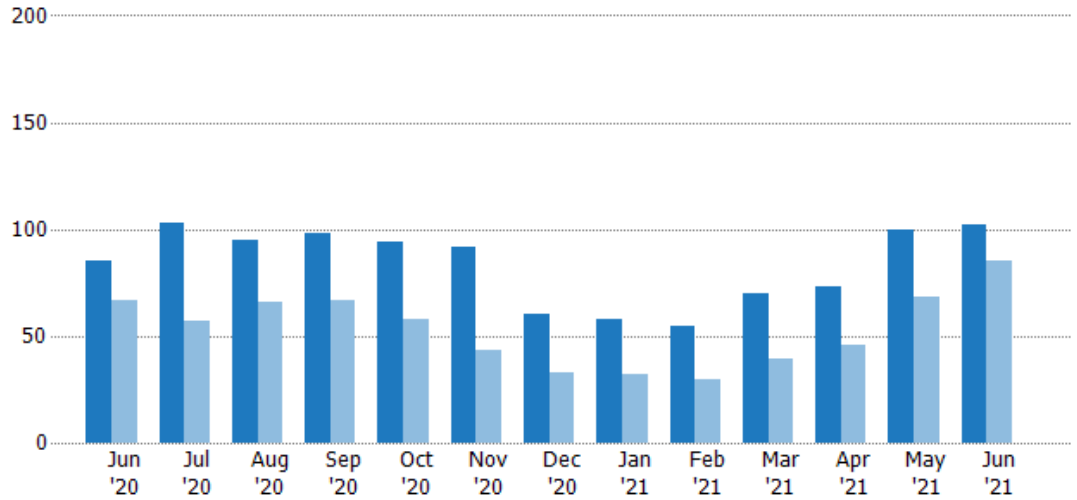
## Pending Sales

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. |
|------------|-------|--------|
| Jun '21    | 102   | 20%    |
| Jun '20    | 85    | 26.9%  |
| Jun '19    | 67    | 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                   | 85      | 103     | 95      | 98      | 94      | 92      | 60      | 58      | 55      | 70      | 73      | 100     | 102     |
| Prior Year                     | 67      | 57      | 66      | 67      | 58      | 43      | 33      | 32      | 30      | 39      | 46      | 68      | 85      |
| Percent Change from Prior Year | 27%     | 81%     | 44%     | 46%     | 62%     | 114%    | 82%     | 81%     | 83%     | 79%     | 59%     | 47%     | 20%     |

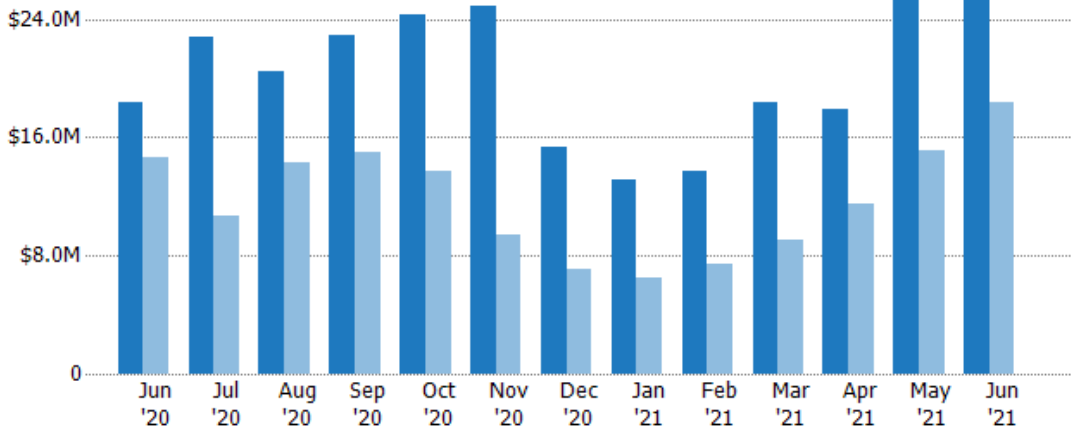
## Pending Sales Volume

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. |
|------------|---------|--------|
| Jun '21    | \$28M   | 52.8%  |
| Jun '20    | \$18.3M | 25.3%  |
| Jun '19    | \$14.6M | -2.9%  |



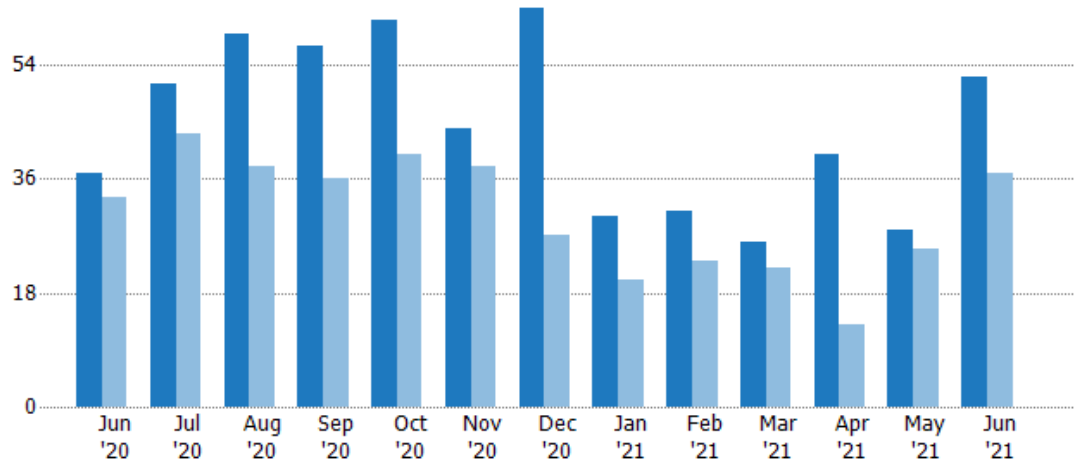
|                                | Jun '20 | Jul '20 | Aug '20 | Sep '20 | Oct '20 | Nov '20 | Dec '20 | Jan '21 | Feb '21 | Mar '21 | Apr '21 | May '21 | Jun '21 |
|--------------------------------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| Current Year                   | \$18.3M | \$22.8M | \$20.4M | \$23M   | \$24.3M | \$24.9M | \$15.3M | \$13.1M | \$13.7M | \$18.4M | \$17.9M | \$26.7M | \$28M   |
| Prior Year                     | \$14.6M | \$10.6M | \$14.3M | \$14.9M | \$13.7M | \$9.4M  | \$7.1M  | \$6.54M | \$7.48M | \$9.02M | \$11.5M | \$15.1M | \$18.3M |
| Percent Change from Prior Year | 25%     | 114%    | 43%     | 54%     | 77%     | 165%    | 116%    | 101%    | 83%     | 104%    | 56%     | 77%     | 53%     |

## 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. |
|------------|-------|--------|
| Jun '21    | 52    | 40.5%  |
| Jun '20    | 37    | 12.1%  |
| Jun '19    | 33    | 24.2%  |

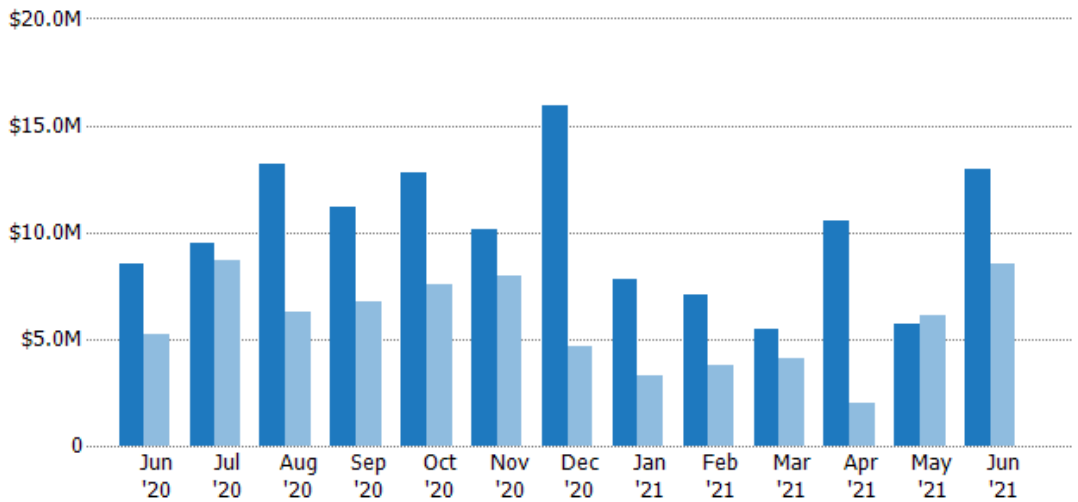
|                                |     |     |     |     |     |     |      |     |     |     |      |     |     |
|--------------------------------|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|------|-----|-----|
| Current Year                   | 37  | 51  | 59  | 57  | 61  | 44  | 63   | 30  | 31  | 26  | 40   | 28  | 52  |
| Prior Year                     | 33  | 43  | 38  | 36  | 40  | 38  | 27   | 20  | 23  | 22  | 13   | 25  | 37  |
| Percent Change from Prior Year | 12% | 19% | 55% | 58% | 53% | 16% | 133% | 50% | 35% | 18% | 208% | 12% | 41% |

## 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. |
|------------|---------|--------|
| Jun '21    | \$12.9M | 51.7%  |
| Jun '20    | \$8.52M | 63%    |
| Jun '19    | \$5.23M | 48.7%  |

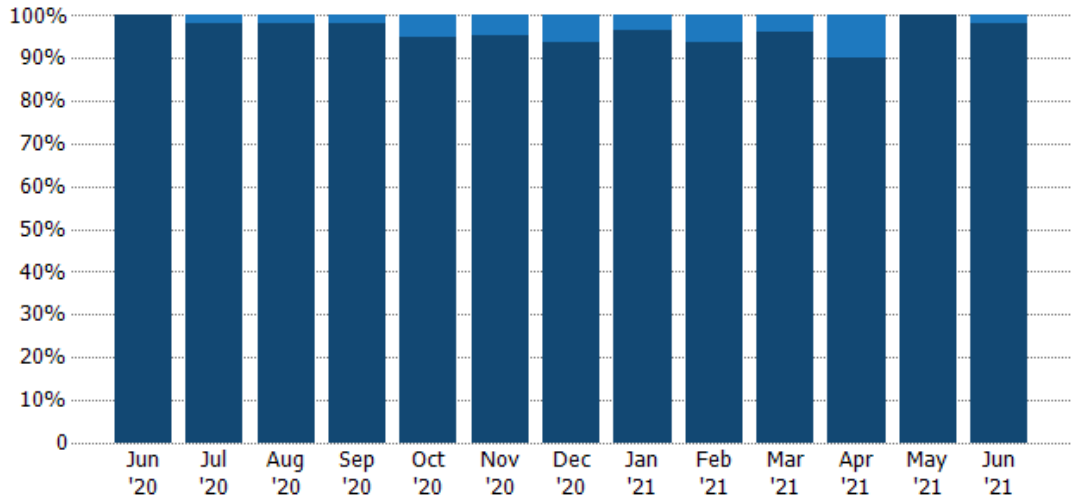
|                                |         |         |         |         |         |         |         |         |         |         |         |         |         |
|--------------------------------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| Current Year                   | \$8.52M | \$9.5M  | \$13.2M | \$11.1M | \$12.8M | \$10.1M | \$15.9M | \$7.78M | \$7.04M | \$5.49M | \$10.5M | \$5.71M | \$12.9M |
| Prior Year                     | \$5.23M | \$8.71M | \$6.27M | \$6.79M | \$7.54M | \$7.96M | \$4.64M | \$3.28M | \$3.74M | \$4.07M | \$2M    | \$6.09M | \$8.52M |
| Percent Change from Prior Year | 63%     | 9%      | 111%    | 64%     | 70%     | 27%     | 242%    | 138%    | 88%     | 35%     | 425%    | -6%     | 52%     |

## 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



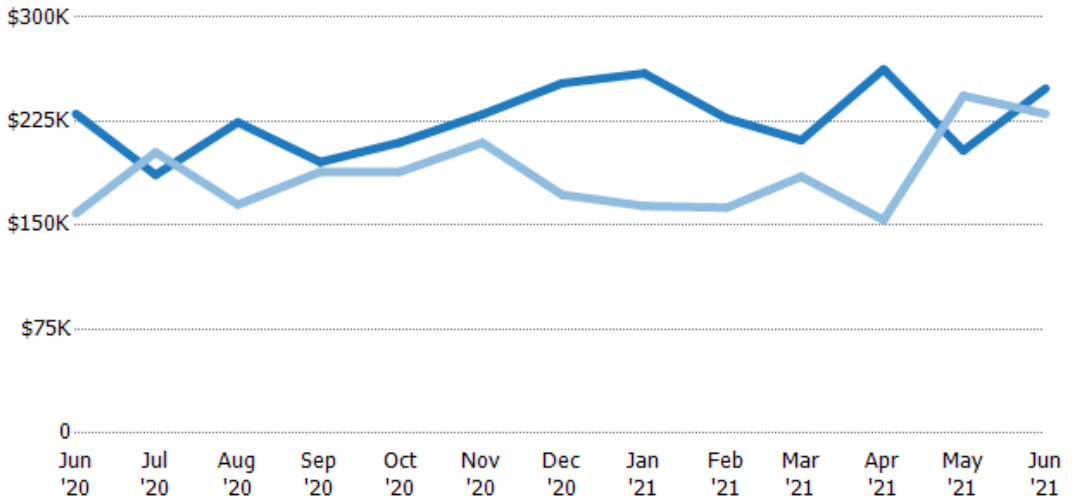
| Property Type           | Jun '20 | Jul '20 | Aug '20 | Sep '20 | Oct '20 | Nov '20 | Dec '20 | Jan '21 | Feb '21 | Mar '21 | Apr '21 | May '21 | Jun '21 |
|-------------------------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| Condo/Townhouse         | -       | 2%      | 2%      | 2%      | 5%      | 5%      | 6%      | 3%      | 6%      | 4%      | 10%     | -       | 2%      |
| Single Family Residence | 100%    | 98%     | 98%     | 98%     | 95%     | 95%     | 94%     | 97%     | 94%     | 96%     | 90%     | 100%    | 98%     |

## 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. |
|------------|--------|--------|
| Jun '21    | \$249K | 8%     |
| Jun '20    | \$230K | 45.3%  |
| Jun '19    | \$158K | 19.7%  |

| Property Type                  | 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                   | \$230K  | \$186K  | \$224K  | \$196K  | \$210K  | \$230K  | \$252K  | \$259K  | \$227K  | \$211K  | \$263K  | \$204K  | \$249K  |
| Prior Year                     | \$158K  | \$203K  | \$165K  | \$189K  | \$189K  | \$210K  | \$172K  | \$164K  | \$163K  | \$185K  | \$154K  | \$243K  | \$230K  |
| Percent Change from Prior Year | 45%     | -8%     | 36%     | 4%      | 11%     | 10%     | 47%     | 58%     | 39%     | 14%     | 71%     | -16%    | 8%      |

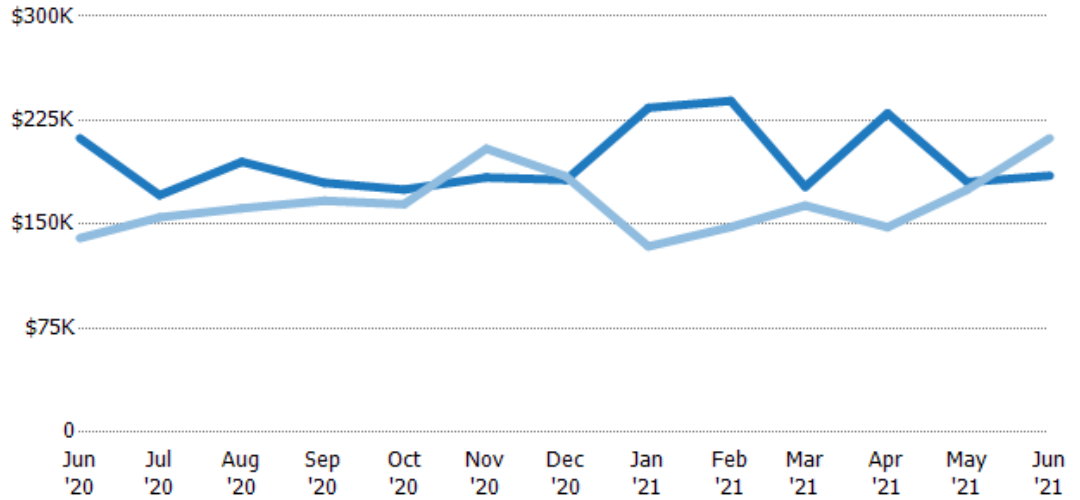
## Median Sales Price

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. |
|------------|--------|--------|
| Jun '21    | \$185K | -12.7% |
| Jun '20    | \$212K | 51.4%  |
| Jun '19    | \$140K | 10.7%  |



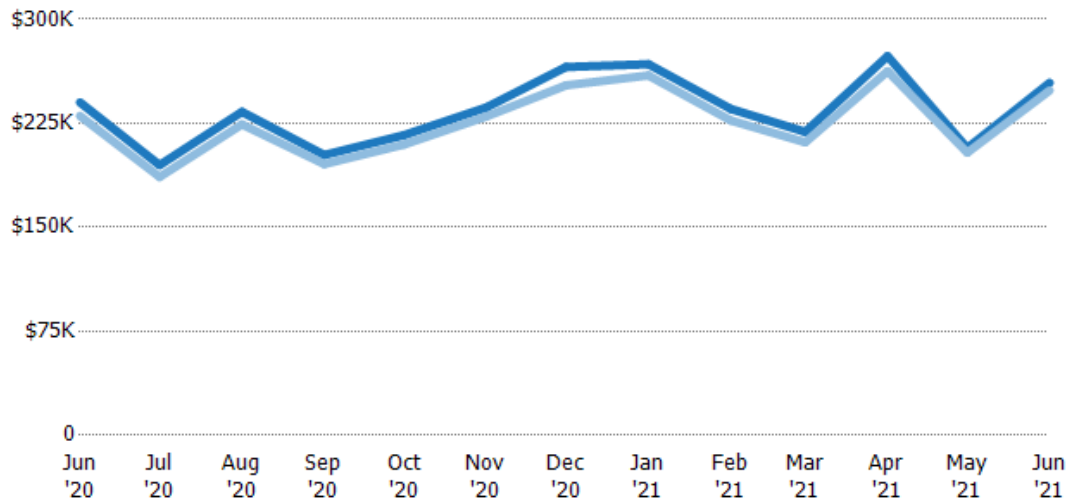
|                                |        |        |        |        |        |        |        |        |        |        |        |        |        |
|--------------------------------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|
| Current Year                   | \$212K | \$171K | \$195K | \$180K | \$175K | \$184K | \$182K | \$234K | \$239K | \$177K | \$230K | \$180K | \$185K |
| Prior Year                     | \$140K | \$155K | \$162K | \$167K | \$164K | \$205K | \$185K | \$134K | \$148K | \$164K | \$148K | \$175K | \$212K |
| Percent Change from Prior Year | 51%    | 10%    | 21%    | 8%     | 6%     | -10%   | -1%    | 75%    | 61%    | 8%     | 56%    | 3%     | -13%   |

## 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



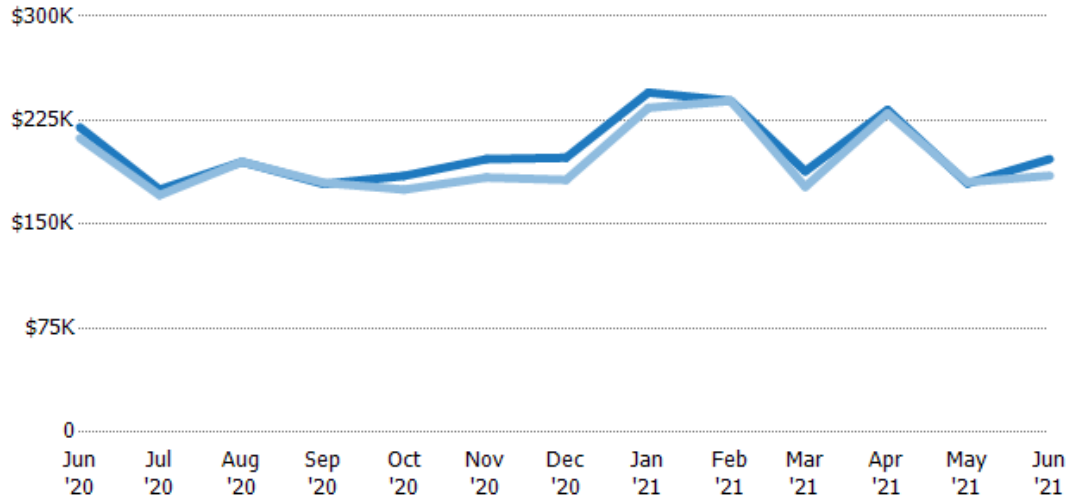
|  |        |        |        |        |        |        |        |        |        |        |        |        |        |
|--|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|
| Avg List Price                           | \$240K | \$195K | \$233K | \$202K | \$216K | \$236K | \$266K | \$268K | \$235K | \$219K | \$273K | \$207K | \$254K |
| Avg Sales Price                          | \$230K | \$186K | \$224K | \$196K | \$210K | \$230K | \$252K | \$259K | \$227K | \$211K | \$263K | \$204K | \$249K |
| Avg Sales Price as a % of Avg List Price | 96%    | 96%    | 96%    | 97%    | 97%    | 97%    | 95%    | 97%    | 96%    | 97%    | 96%    | 98%    | 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

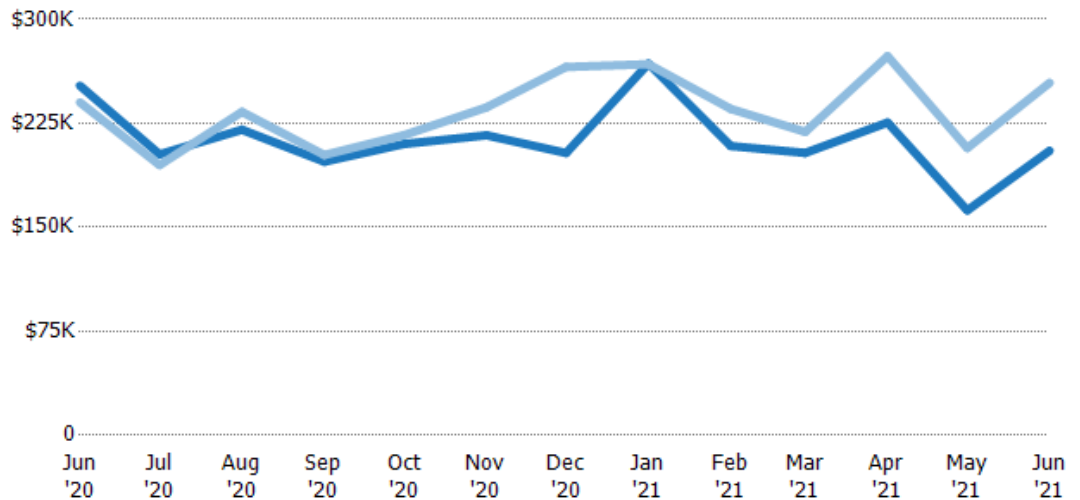


## Average Sales Price vs Average Est Value

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

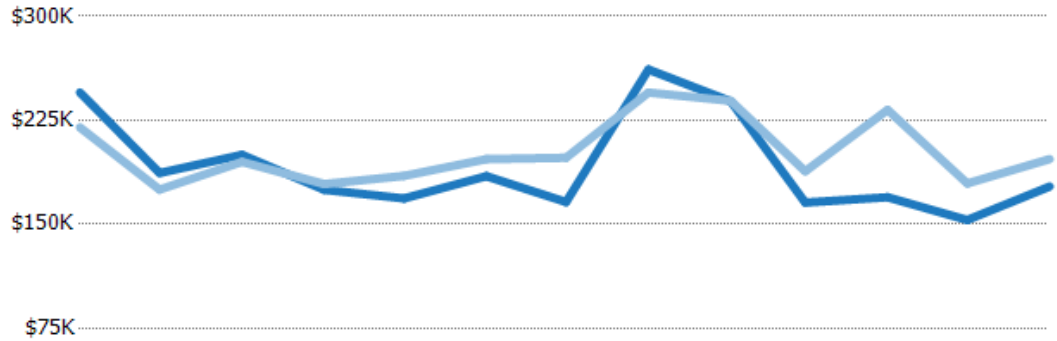


## Median Sales Price vs Median Est Value

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



|   | 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                        | \$245K  | \$187K  | \$200K  | \$175K  | \$169K  | \$185K  | \$166K  | \$262K  | \$239K  | \$166K  | \$170K  | \$153K  | \$177K  |
| Median Sales Price                      | \$220K  | \$175K  | \$195K  | \$179K  | \$185K  | \$197K  | \$198K  | \$245K  | \$239K  | \$188K  | \$233K  | \$179K  | \$197K  |
| Med Sales Price as a % of Med Est Value | 90%     | 94%     | 97%     | 102%    | 110%    | 107%    | 119%    | 94%     | 100%    | 114%    | 137%    | 117%    | 111%    |