

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	Jul 2021	Jul 2020	+ / -	YTD 2021	YTD 2020	+ / -
Listing Activity Charts Metrics						
New Listing Count	36	49	-26.5%	222	223	-0.4%
New Listing Volume	\$18,077,000	\$12,301,799	+46.9%	\$87,387,725	\$66,394,093	+31.6%
Active Listing Count	2	118	-98.3%	N/A	N/A	
Active Listing Volume	\$283,000	\$42,844,594	-99.3%	N/A	N/A	
Average Listing Price	\$141,500	\$363,090	-61%	\$487,625	\$330,055	+47.7%
Median Listing Price	\$141,500	\$281,000	-49.6%	\$298,532	\$239,969	+24.4%
Median Days in RPR	342.5	93	+268.3%	139.26	139.86	-0.4%
Months of Inventory	0.1	3.9	-98.3%	2.6	8.9	-70.1%
Absorption Rate	1,500%	25.42%	+1,474.6%	37.81%	11.3%	+26.5%
Sales Activity Charts Metrics						
New Pending Sales Count	30	59	-49.2%	220	233	-5.6%
New Pending Sales Volume	\$9,438,000	\$15,845,600	-40.4%	\$65,892,799	\$59,240,799	+11.2%
Pending Sales Count	–	83	–	N/A	N/A	
Pending Sales Volume	–	\$23,573,800	–	N/A	N/A	
Closed Sales Count	30	35	-14.3%	162	138	+17.4%
Closed Sales Volume	\$8,678,300	\$7,953,050	+9.1%	\$44,142,565	\$31,833,647	+38.7%
Average Sales Price	\$289,277	\$227,230	+27.3%	\$272,485	\$230,679	+18.1%
Median Sales Price	\$250,000	\$225,000	+11.1%	\$251,346	\$211,225	+19%

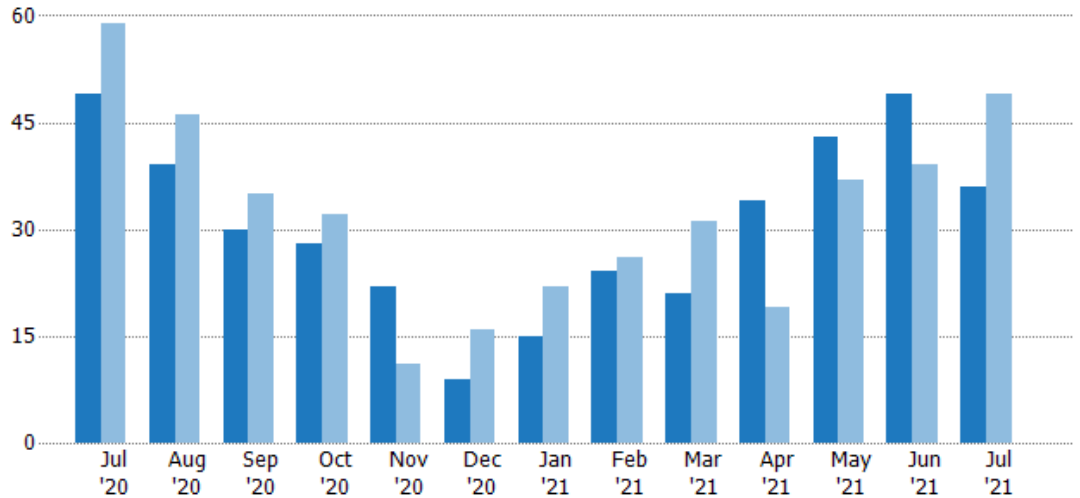
New Listings

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.
Jul '21	36	-26.5%
Jul '20	49	-16.9%
Jul '19	59	-11.9%



Current Year	49	39	30	28	22	9	15	24	21	34	43	49	36
Prior Year	59	46	35	32	11	16	22	26	31	19	37	39	49
Percent Change from Prior Year	-17%	-15%	-14%	-13%	100%	-44%	-32%	-8%	-32%	79%	16%	26%	-27%

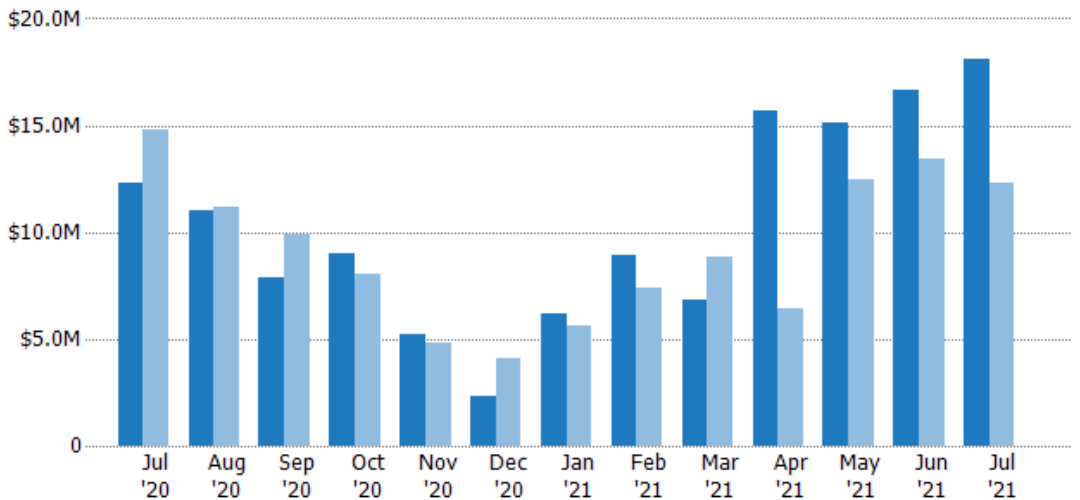
New Listing Volume

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.
Jul '21	\$18.1M	46.9%
Jul '20	\$12.3M	-16.7%
Jul '19	\$14.8M	-19.6%



Current Year	\$12.3M	\$11M	\$7.88M	\$8.98M	\$5.23M	\$2.31M	\$6.16M	\$8.9M	\$6.8M	\$15.7M	\$15.1M	\$16.7M	\$18.1M
Prior Year	\$14.8M	\$11.2M	\$9.92M	\$8.07M	\$4.83M	\$4.12M	\$5.65M	\$7.36M	\$8.82M	\$6.4M	\$12.4M	\$13.4M	\$12.3M
Percent Change from Prior Year	-17%	-2%	-21%	11%	8%	-44%	9%	21%	-23%	145%	21%	24%	47%

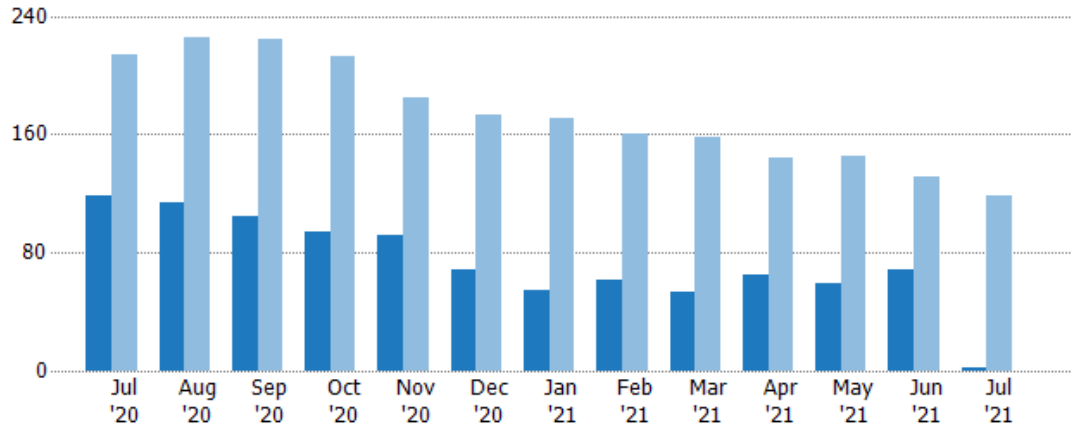
Active Listings

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

Month/ Year	Count	% Chg.
Jul '21	2	-98.3%
Jul '20	118	-44.9%
Jul '19	214	7%



Current Year	118	114	105	94	92	68	55	62	53	65	59	69	2
Prior Year	214	226	224	213	185	173	171	160	158	144	145	131	118
Percent Change from Prior Year	-45%	-50%	-53%	-56%	-50%	-61%	-68%	-61%	-66%	-55%	-59%	-47%	-98%

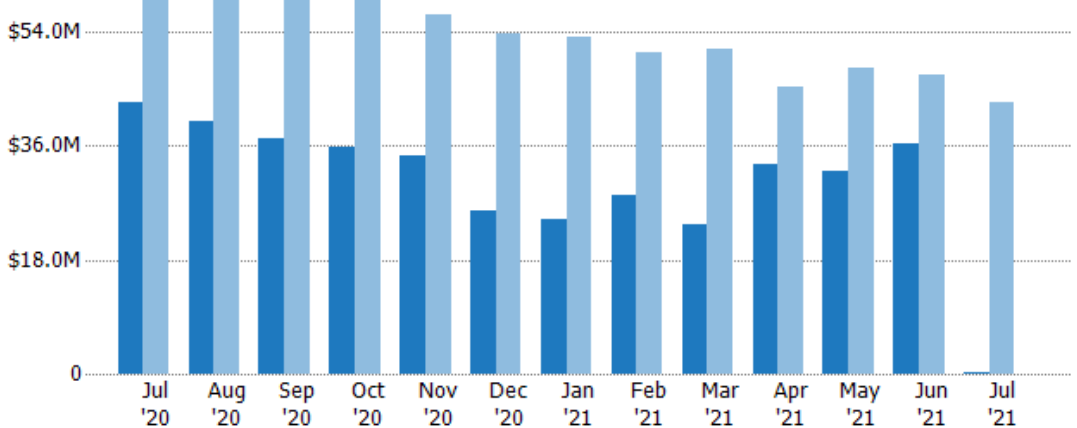
Active Listing Volume

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

Month/ Year	Volume	% Chg.
Jul '21	\$283K	-99.3%
Jul '20	\$42.8M	-31.2%
Jul '19	\$62.3M	6.3%



Current Year	\$42.8M	\$39.8M	\$37.1M	\$35.9M	\$34.4M	\$25.8M	\$24.4M	\$28.1M	\$23.6M	\$33.2M	\$32.1M	\$36.4M	\$283K
Prior Year	\$62.3M	\$66.5M	\$67.9M	\$65.2M	\$56.6M	\$53.7M	\$53.1M	\$50.8M	\$51.4M	\$45.4M	\$48.3M	\$47.2M	\$42.8M
Percent Change from Prior Year	-31%	-40%	-45%	-45%	-39%	-52%	-54%	-45%	-54%	-27%	-34%	-23%	-99%

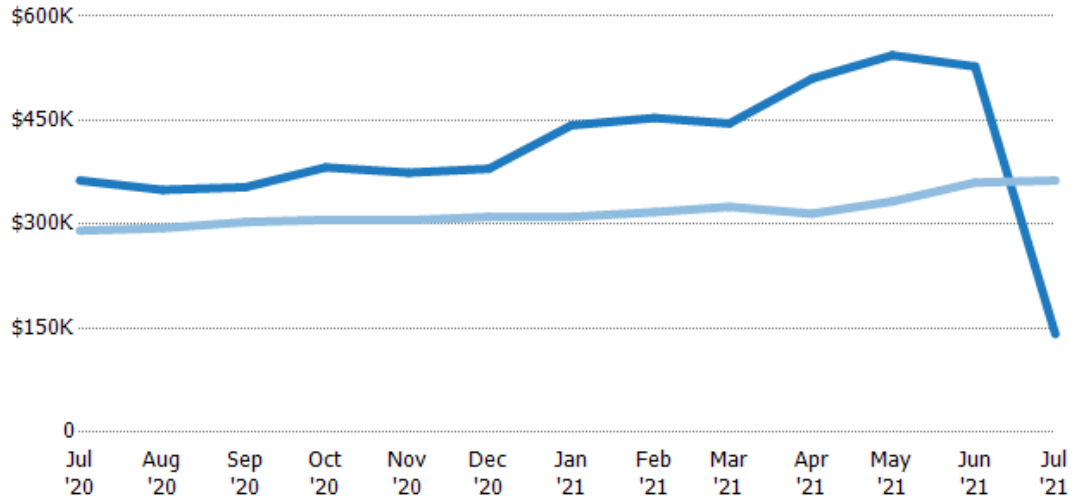
Average Listing Price

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.
Jul '21	\$142K	-61%
Jul '20	\$363K	24.8%
Jul '19	\$291K	-0.6%



Current Year	\$363K	\$350K	\$353K	\$382K	\$374K	\$380K	\$443K	\$453K	\$445K	\$510K	\$544K	\$528K	\$142K
Prior Year	\$291K	\$294K	\$303K	\$306K	\$306K	\$311K	\$311K	\$317K	\$325K	\$315K	\$333K	\$360K	\$363K
Percent Change from Prior Year	25%	19%	17%	25%	22%	22%	43%	43%	37%	62%	63%	46%	-61%

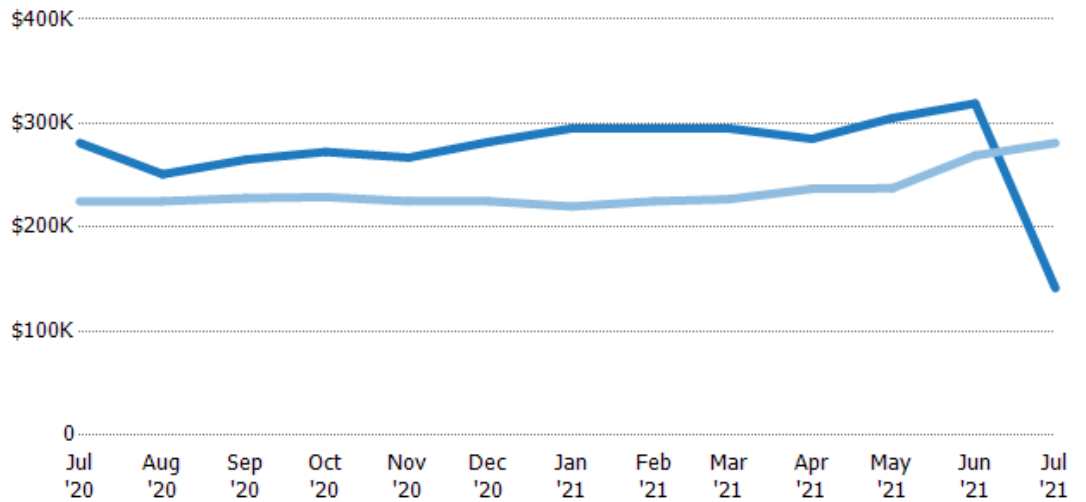
Median Listing Price

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.
Jul '21	\$142K	-49.6%
Jul '20	\$281K	24.9%
Jul '19	\$225K	4.5%



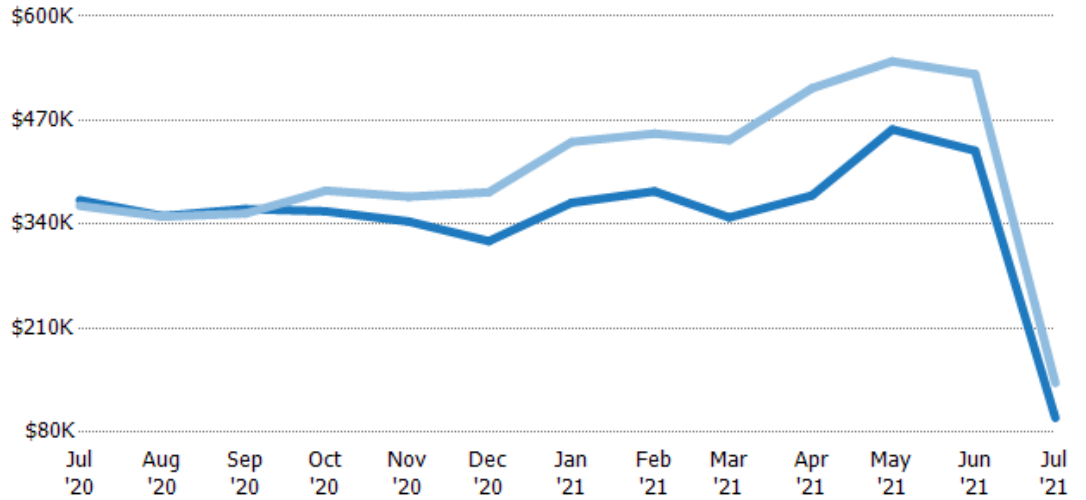
Current Year	\$281K	\$251K	\$265K	\$273K	\$267K	\$282K	\$295K	\$295K	\$295K	\$285K	\$305K	\$319K	\$142K
Prior Year	\$225K	\$225K	\$228K	\$229K	\$225K	\$225K	\$220K	\$225K	\$227K	\$237K	\$238K	\$269K	\$281K
Percent Change from Prior Year	25%	12%	16%	19%	19%	25%	34%	31%	30%	20%	28%	19%	-50%

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



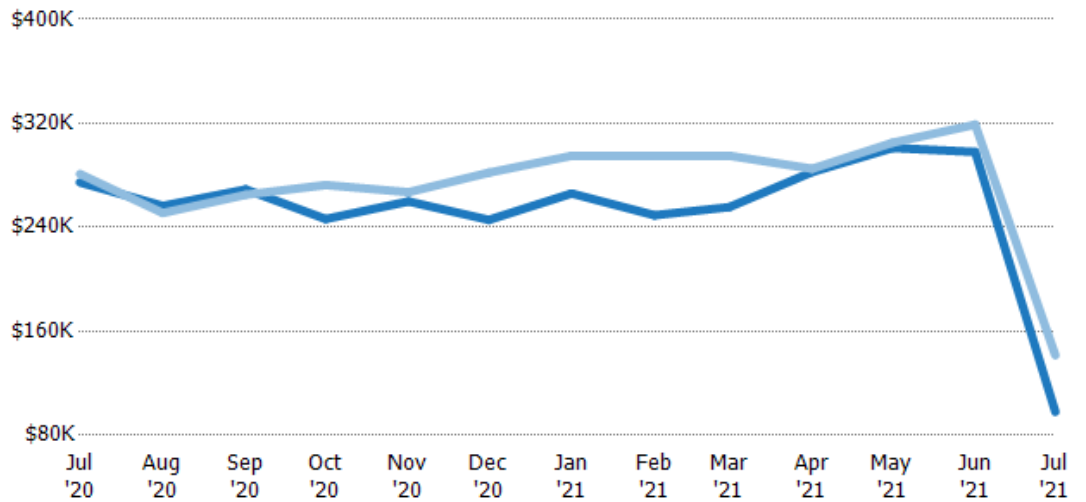
Avg Est Value	\$370K	\$350K	\$359K	\$356K	\$343K	\$319K	\$367K	\$381K	\$349K	\$376K	\$459K	\$432K	\$98K
Avg Listing Price	\$363K	\$350K	\$353K	\$382K	\$374K	\$380K	\$443K	\$453K	\$445K	\$510K	\$544K	\$528K	\$142K
Avg Listing Price as a % of Avg Est Value	98%	100%	98%	107%	109%	119%	121%	119%	128%	136%	119%	122%	144%

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 Est Value	\$275K	\$256K	\$269K	\$246K	\$260K	\$246K	\$266K	\$249K	\$256K	\$283K	\$301K	\$298K	\$98K
Median Listing Price	\$281K	\$251K	\$265K	\$273K	\$267K	\$282K	\$295K	\$295K	\$295K	\$285K	\$305K	\$319K	\$142K
Med Listing Price as a % of Med Est Value	102%	98%	98%	111%	103%	115%	111%	118%	115%	101%	101%	107%	144%

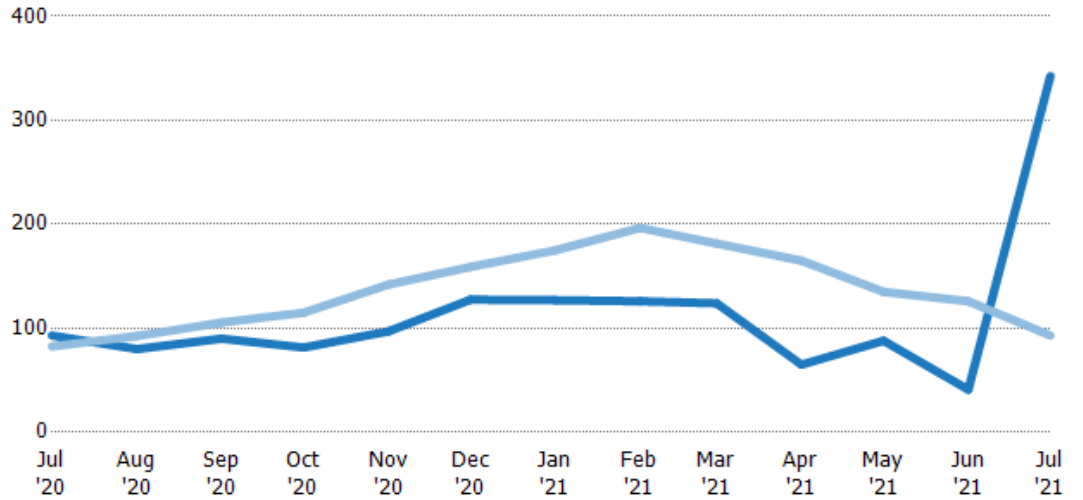
Median Days in RPR

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

Month/ Year	Days	% Chg.
Jul '21	343	268.3%
Jul '20	93	12.7%
Jul '19	82.5	-10.3%



Current Year	93	80	90	81.5	97	128	127	126	124	65	88	41	343
Prior Year	82.5	92.5	106	115	142	159	175	197	182	165	135	126	93
Percent Change from Prior Year	13%	-14%	-15%	-29%	-32%	-20%	-27%	-36%	-32%	-61%	-35%	-67%	268%

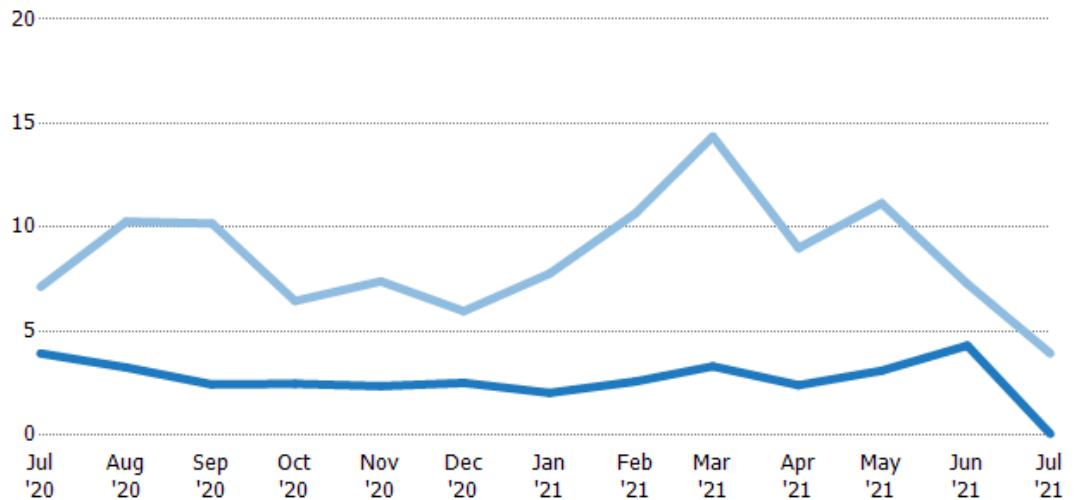
Months of Inventory

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

Month/ Year	Months	% Chg.
Jul '21	0	-98.3%
Jul '20	3.93	-44.9%
Jul '19	7.13	28.4%



Current Year	3.93	3.26	2.44	2.47	2.36	2.52	2.04	2.58	3.31	2.41	3.11	4.31	0
Prior Year	7.13	10.3	10.2	6.45	7.4	5.97	7.77	10.7	14.4	9	11.2	7.28	3.93
Percent Change from Prior Year	-45%	-68%	-76%	-62%	-68%	-58%	-74%	-76%	-77%	-73%	-72%	-41%	-98%

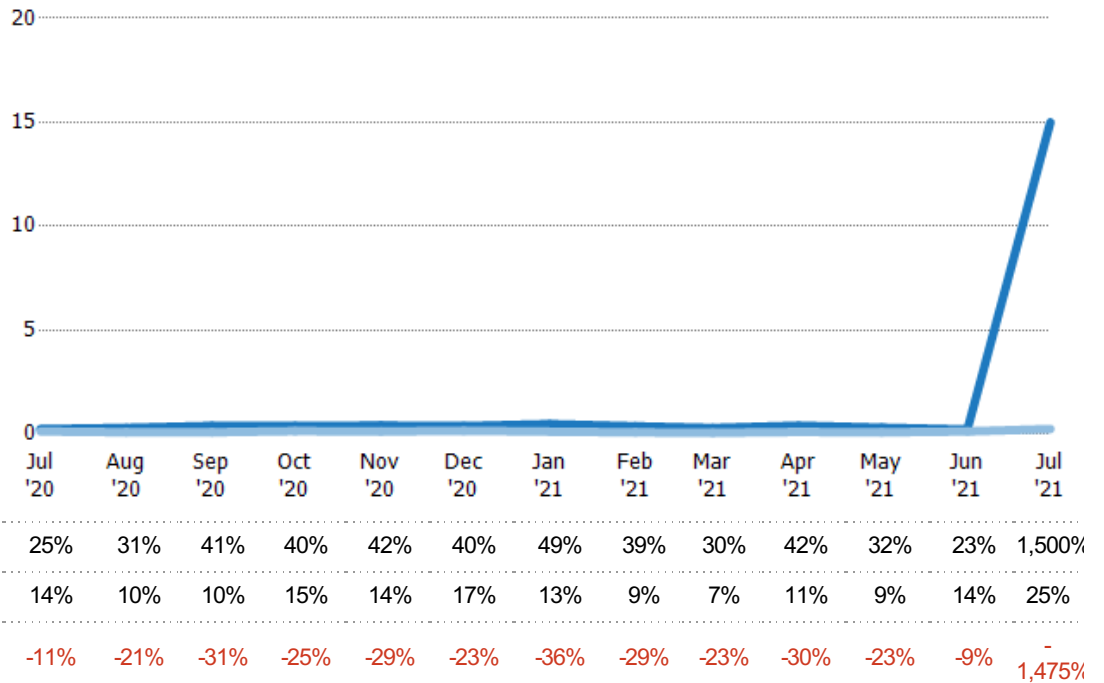
Absorption Rate

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.
Jul '21	1,500%	-1,474.6%
Jul '20	25%	-11.4%
Jul '19	14%	-22.1%

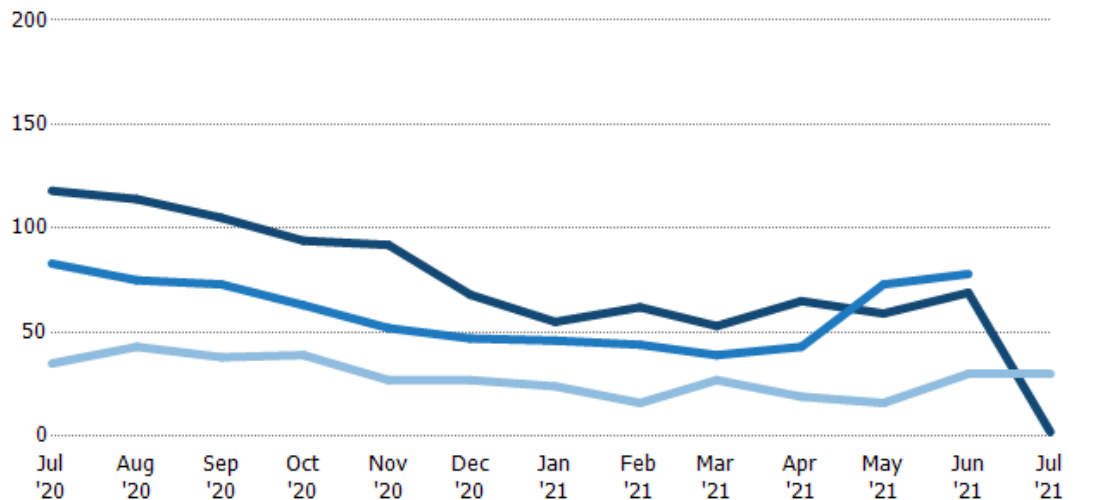


Active/Pending/Sold Units

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	118	114	105	94	92	68	55	62	53	65	59	69	2
Pending	83	75	73	63	52	47	46	44	39	43	73	78	-
Sold	35	43	38	39	27	27	24	16	27	19	16	30	30

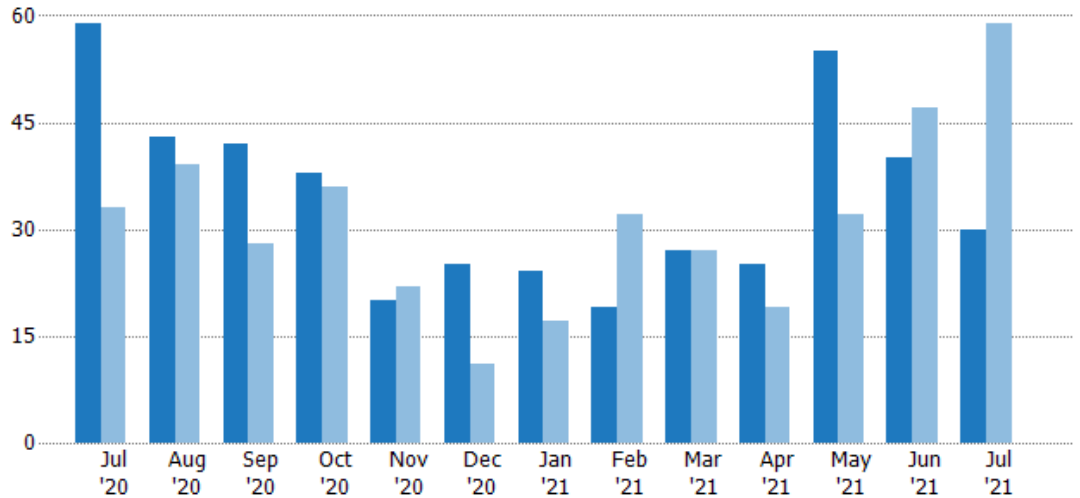
New Pending Sales

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.
Jul '21	30	-49.2%
Jul '20	59	78.8%
Jul '19	33	-30.3%



Current Year	59	43	42	38	20	25	24	19	27	25	55	40	30
Prior Year	33	39	28	36	22	11	17	32	27	19	32	47	59
Percent Change from Prior Year	79%	10%	50%	6%	-9%	127%	41%	-41%	0%	32%	72%	-15%	-49%

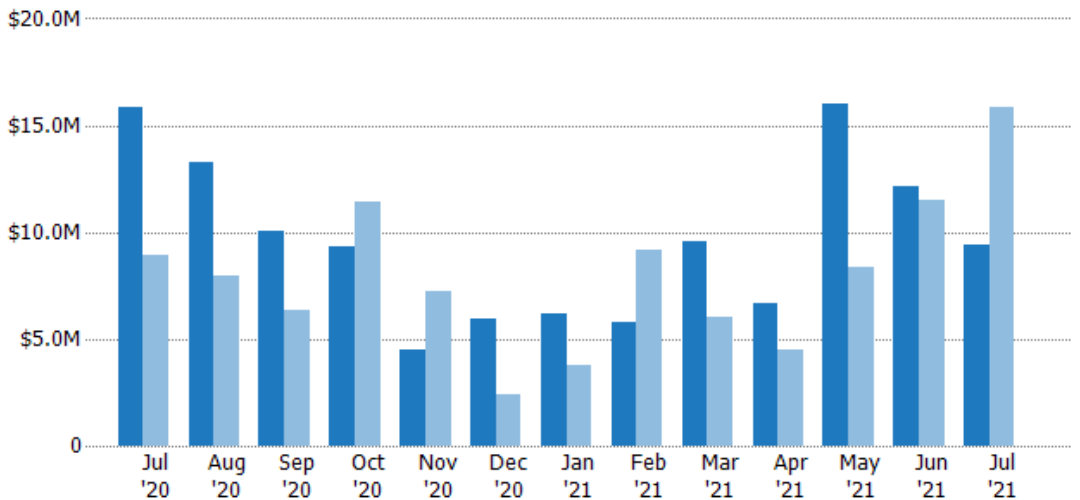
New Pending Sales Volume

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.
Jul '21	\$9.44M	-40.4%
Jul '20	\$15.8M	78.3%
Jul '19	\$8.89M	-31.6%



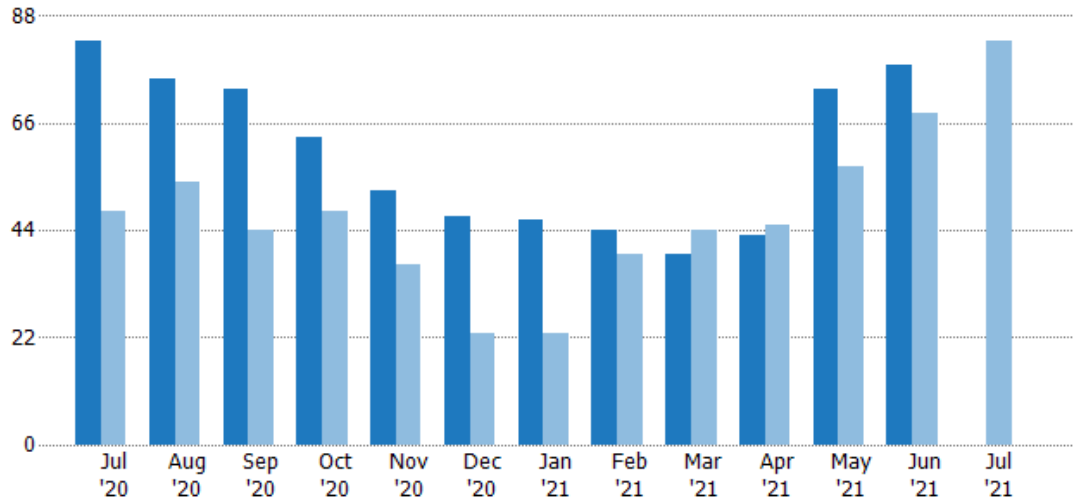
Current Year	\$15.8M	\$13.3M	\$10M	\$9.36M	\$4.49M	\$5.94M	\$6.21M	\$5.8M	\$9.57M	\$6.68M	\$16M	\$12.1M	\$9.44M
Prior Year	\$8.89M	\$7.95M	\$6.32M	\$11.4M	\$7.24M	\$2.37M	\$3.78M	\$9.2M	\$6.04M	\$4.53M	\$8.38M	\$11.5M	\$15.8M
Percent Change from Prior Year	78%	67%	58%	-18%	-38%	150%	64%	-37%	59%	48%	91%	6%	-40%

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



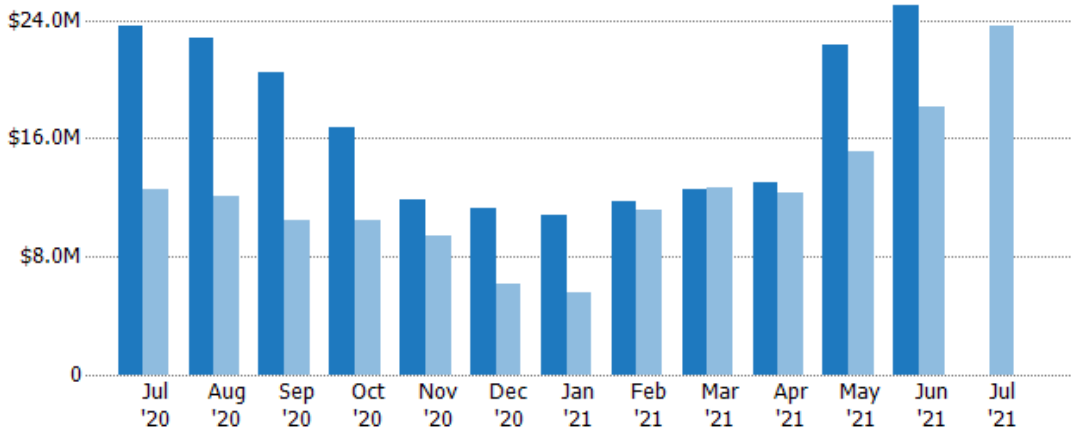
Current Year	83	75	73	63	52	47	46	44	39	43	73	78	-
Prior Year	48	54	44	48	37	23	23	39	44	45	57	68	83
Percent Change from Prior Year	73%	39%	66%	31%	41%	104%	100%	13%	-11%	-4%	28%	15%	-100%

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



Current Year	\$23.6M	\$22.8M	\$20.5M	\$16.7M	\$11.9M	\$11.3M	\$10.8M	\$11.7M	\$12.5M	\$13M	\$22.3M	\$25M	-
Prior Year	\$12.6M	\$12.1M	\$10.4M	\$10.4M	\$9.42M	\$6.2M	\$5.6M	\$11.2M	\$12.7M	\$12.3M	\$15.1M	\$18.2M	\$23.6M
Percent Change from Prior Year	88%	88%	96%	61%	26%	81%	92%	5%	-1%	6%	48%	37%	-100%

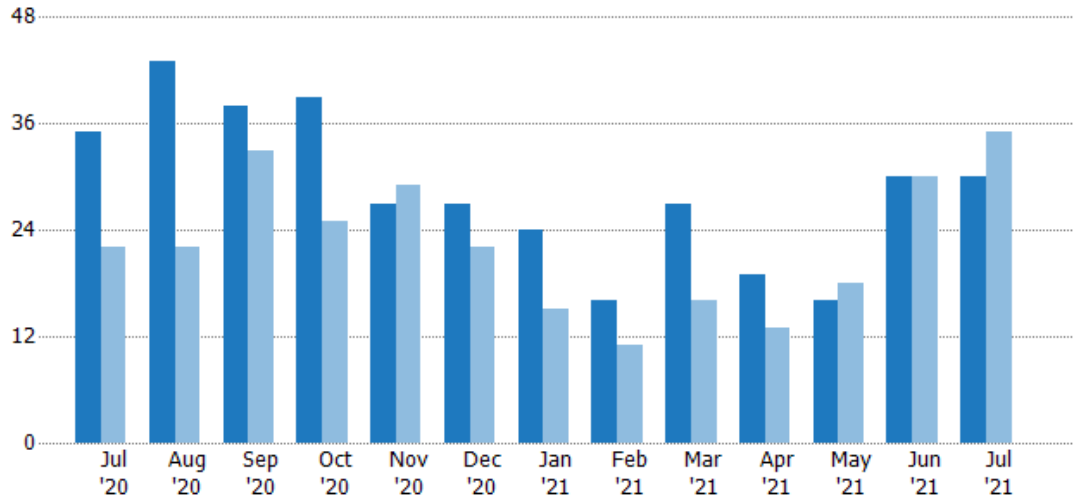
Closed Sales

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.
Jul '21	30	-14.3%
Jul '20	35	59.1%
Jul '19	22	-4.5%



Current Year	35	43	38	39	27	27	24	16	27	19	16	30	30
Prior Year	22	22	33	25	29	22	15	11	16	13	18	30	35
Percent Change from Prior Year	59%	95%	15%	56%	-7%	23%	60%	45%	69%	46%	-11%	0%	-14%

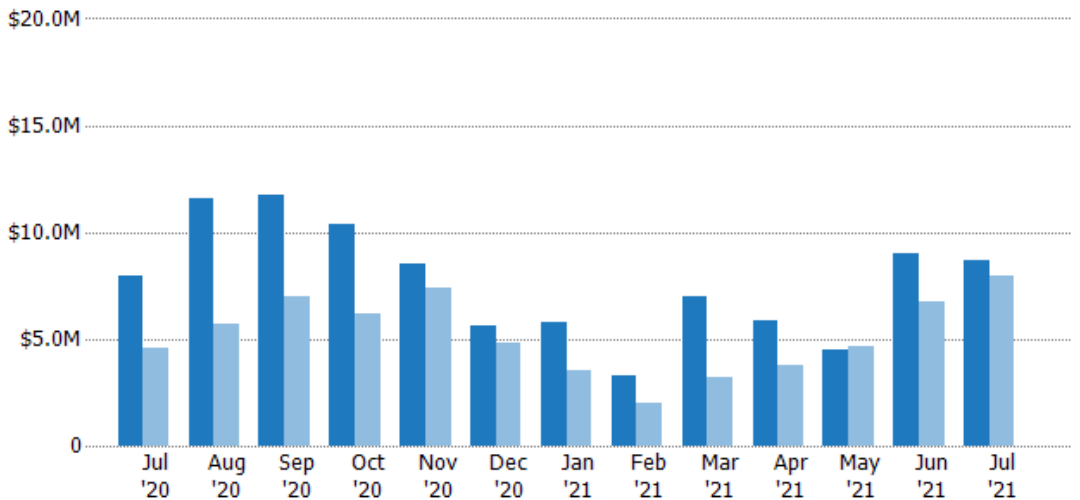
Closed Sales Volume

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.
Jul '21	\$8.68M	9.1%
Jul '20	\$7.95M	74.8%
Jul '19	\$4.55M	0%



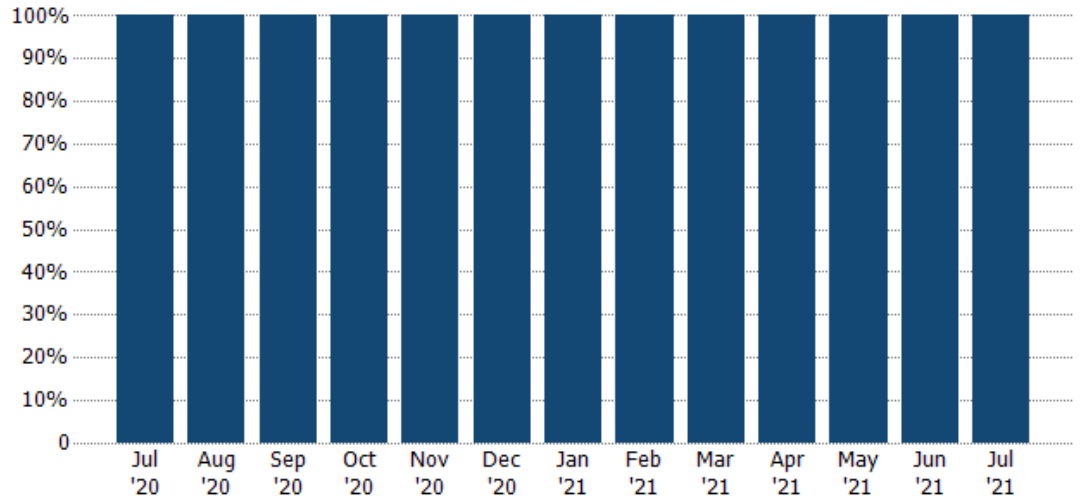
Current Year	\$7.95M	\$11.6M	\$11.8M	\$10.4M	\$8.55M	\$5.62M	\$5.81M	\$3.26M	\$7M	\$5.87M	\$4.53M	\$9.01M	\$8.68M
Prior Year	\$4.55M	\$5.74M	\$6.95M	\$6.2M	\$7.39M	\$4.8M	\$3.56M	\$1.98M	\$3.21M	\$3.76M	\$4.62M	\$6.74M	\$7.95M
Percent Change from Prior Year	75%	101%	69%	68%	16%	17%	63%	64%	118%	56%	-2%	34%	9%

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%

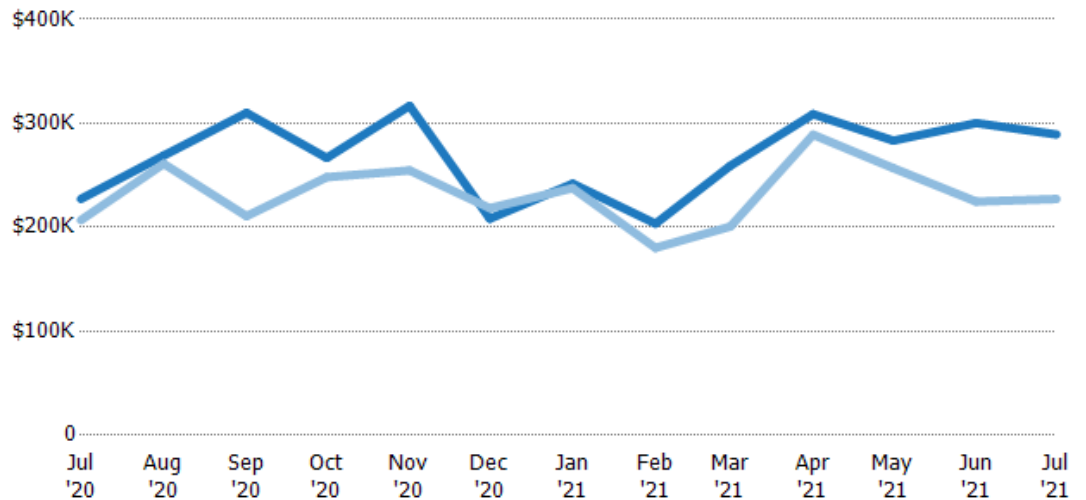
Average Sales Price

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.
Jul '21	\$289K	27.3%
Jul '20	\$227K	9.8%
Jul '19	\$207K	4.8%



Current Year

Prior Year

Percent Change from Prior Year

\$227K	\$269K	\$310K	\$267K	\$317K	\$208K	\$242K	\$204K	\$259K	\$309K	\$283K	\$300K	\$289K
\$207K	\$261K	\$211K	\$248K	\$255K	\$218K	\$238K	\$180K	\$201K	\$289K	\$257K	\$225K	\$227K
10%	3%	47%	7%	24%	-5%	2%	13%	29%	7%	10%	34%	27%

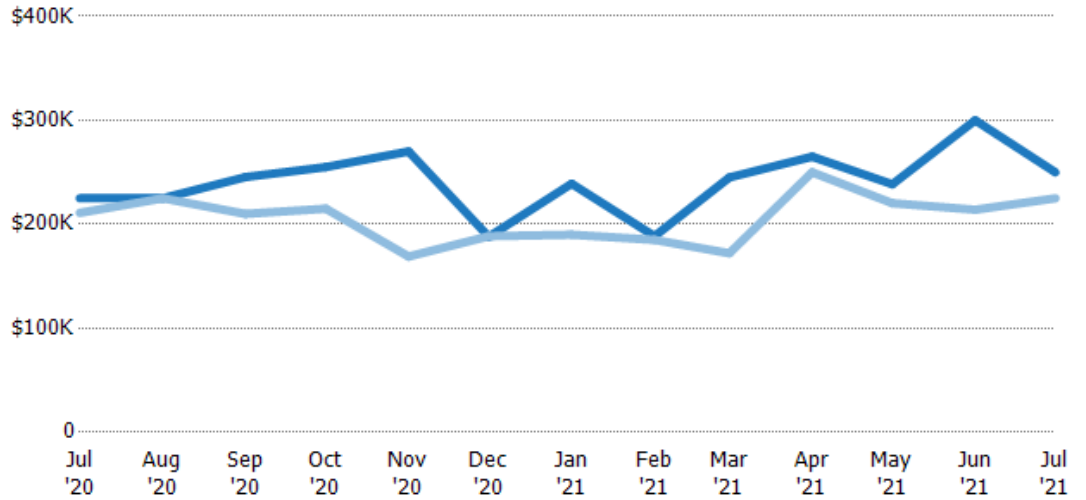
Median Sales Price

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.
Jul '21	\$250K	11.1%
Jul '20	\$225K	6.6%
Jul '19	\$211K	-7.6%



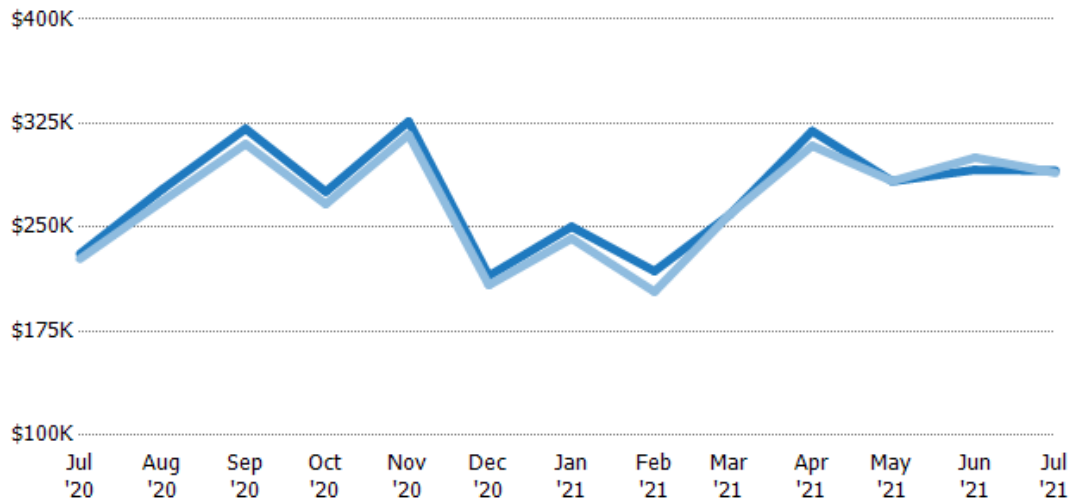
Current Year	\$225K	\$225K	\$245K	\$255K	\$270K	\$188K	\$239K	\$189K	\$245K	\$265K	\$239K	\$300K	\$250K
Prior Year	\$211K	\$225K	\$210K	\$215K	\$169K	\$189K	\$190K	\$185K	\$172K	\$250K	\$220K	\$214K	\$225K
Percent Change from Prior Year	7%	0%	17%	19%	60%	0%	26%	2%	42%	6%	8%	40%	11%

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



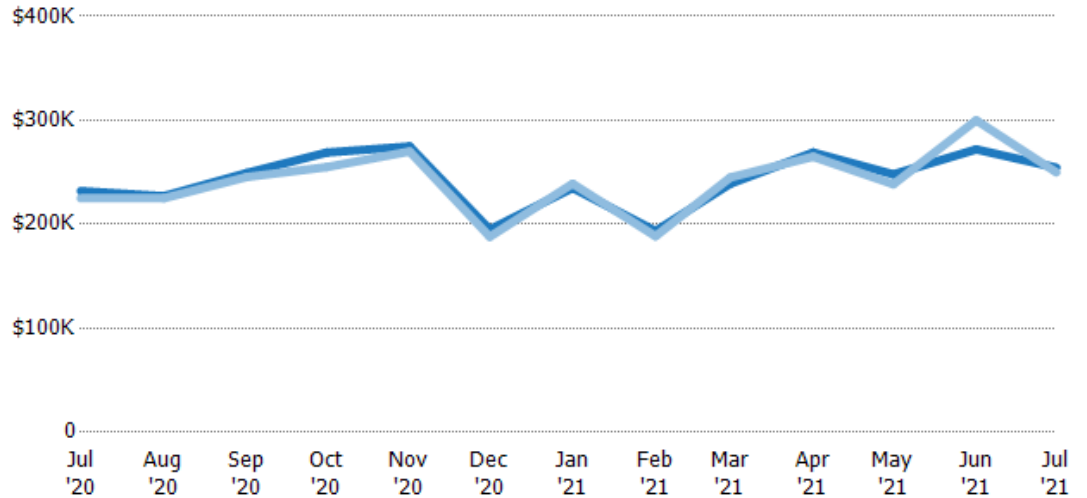
Avg List Price	\$231K	\$278K	\$321K	\$276K	\$326K	\$215K	\$250K	\$218K	\$259K	\$319K	\$283K	\$291K	\$291K
Avg Sales Price	\$227K	\$269K	\$310K	\$267K	\$317K	\$208K	\$242K	\$204K	\$259K	\$309K	\$283K	\$300K	\$289K
Avg Sales Price as a % of Avg List Price	98%	97%	97%	97%	97%	97%	97%	93%	100%	97%	100%	103%	99%

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

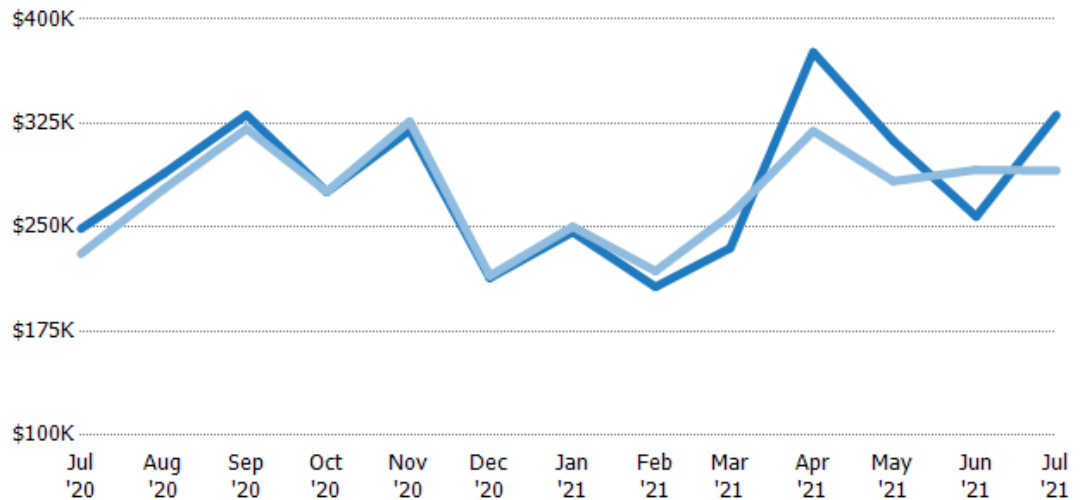


Average Sales Price vs Average Est Value

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

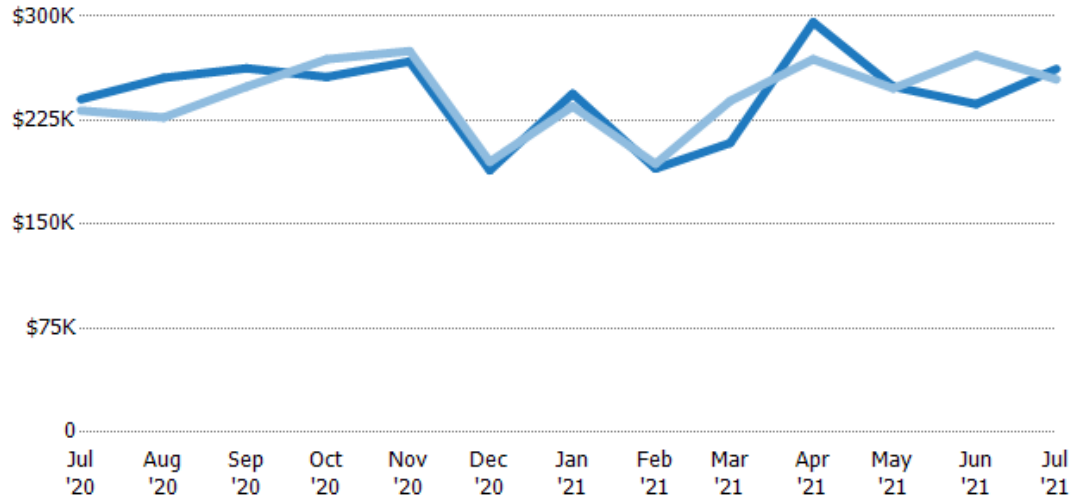


Median Sales Price vs Median Est Value

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



Median Est Value	\$240K	\$256K	\$263K	\$256K	\$267K	\$189K	\$244K	\$190K	\$209K	\$296K	\$249K	\$237K	\$262K
Median Sales Price	\$232K	\$227K	\$249K	\$269K	\$275K	\$195K	\$235K	\$194K	\$239K	\$269K	\$248K	\$272K	\$255K
Med Sales Price as a % of Med Est Value	97%	89%	95%	105%	103%	103%	96%	102%	115%	91%	99%	115%	97%