

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	57	65	-12.3%	313	304	+3%
New Listing Volume	\$20,776,900	\$18,095,300	+14.8%	\$97,965,520	\$78,345,779	+25%
Active Listing Count	1	220	-99.5%	N/A	N/A	
Active Listing Volume	\$499,500	\$66,944,798	-99.3%	N/A	N/A	
Average Listing Price	\$499,500	\$304,295	+64.2%	\$396,475	\$273,213	+45.1%
Median Listing Price	\$499,500	\$225,000	+122%	\$251,027	\$201,821	+24.4%
Median Days in RPR	345	104	+231.7%	146.62	170.08	-13.8%
Months of Inventory	0	5.9	-99.7%	3.8	8.9	-57.3%
Absorption Rate	5,200%	16.82%	+5,183.2%	26.35%	11.26%	+15.1%
Sales Activity Charts Metrics						
New Pending Sales Count	49	79	-38%	347	306	+13.4%
New Pending Sales Volume	\$13,450,990	\$16,309,899	-17.5%	\$88,192,618	\$61,911,377	+42.4%
Pending Sales Count	–	103	–	N/A	N/A	
Pending Sales Volume	–	\$22,787,999	–	N/A	N/A	
Closed Sales Count	36	51	-29.4%	242	190	+27.4%
Closed Sales Volume	\$9,047,900	\$9,501,350	-4.8%	\$58,254,238	\$37,040,869	+57.3%
Average Sales Price	\$251,331	\$186,301	+34.9%	\$240,720	\$194,952	+23.5%
Median Sales Price	\$212,700	\$171,000	+24.4%	\$205,561	\$170,809	+20.3%

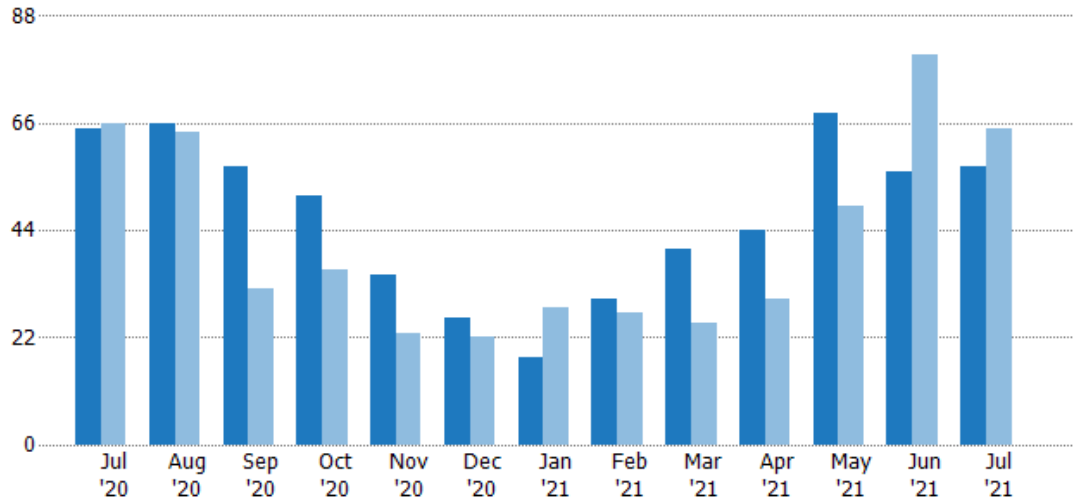
New Listings

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.
Jul '21	57	-12.3%
Jul '20	65	-1.5%
Jul '19	66	-16.7%



Current Year	65	66	57	51	35	26	18	30	40	44	68	56	57
Prior Year	66	64	32	36	23	22	28	27	25	30	49	80	65
Percent Change from Prior Year	-2%	3%	78%	42%	52%	18%	-36%	11%	60%	47%	39%	-30%	-12%

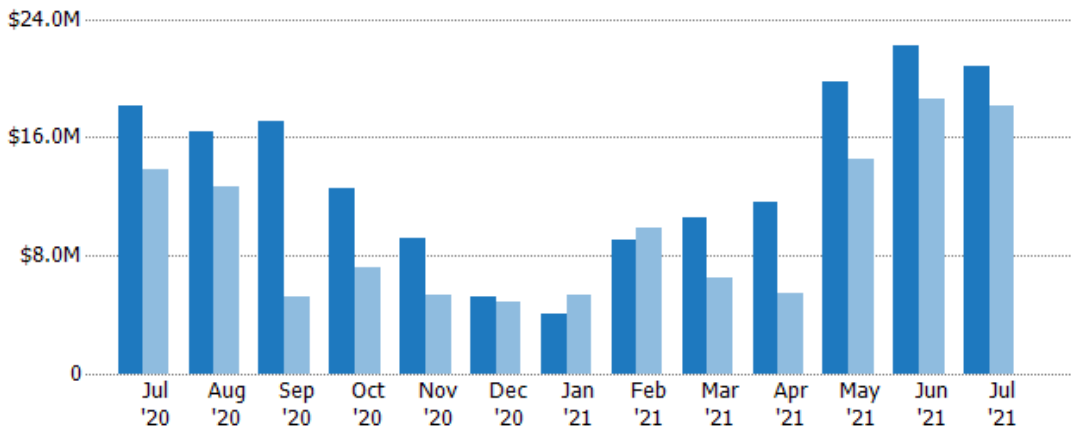
New Listing Volume

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.
Jul '21	\$20.8M	14.8%
Jul '20	\$18.1M	30.7%
Jul '19	\$13.8M	-19.9%



Current Year	\$18.1M	\$16.4M	\$17.1M	\$12.6M	\$9.18M	\$5.22M	\$4.02M	\$9M	\$10.5M	\$11.6M	\$19.8M	\$22.2M	\$20.8M
Prior Year	\$13.8M	\$12.7M	\$5.24M	\$7.18M	\$5.36M	\$4.84M	\$5.34M	\$9.92M	\$6.53M	\$5.44M	\$14.5M	\$18.6M	\$18.1M
Percent Change from Prior Year	31%	30%	227%	75%	71%	8%	-25%	-9%	61%	114%	37%	20%	15%

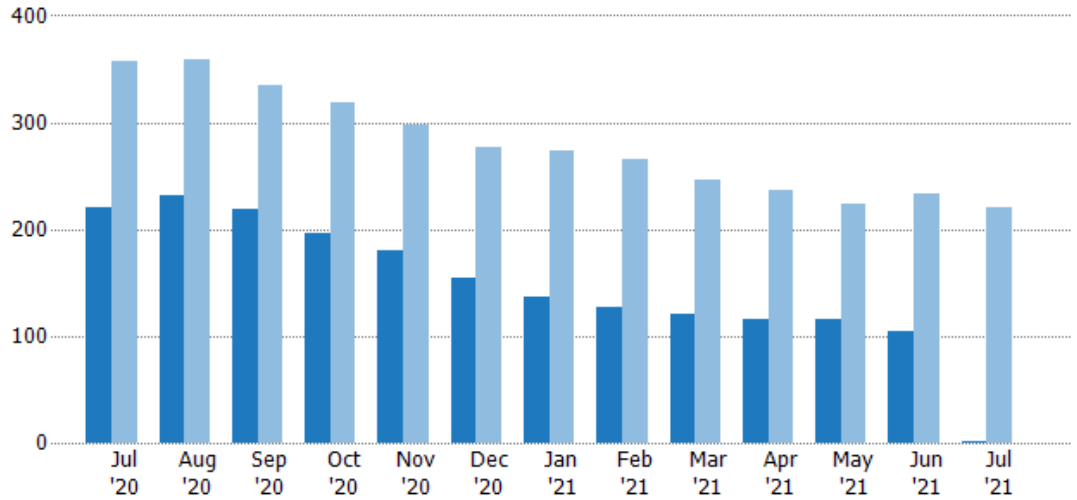
Active Listings

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.
Jul '21	1	-99.5%
Jul '20	220	-38.4%
Jul '19	357	11.5%



Current Year	220	232	218	196	180	155	136	127	121	115	116	105	1
Prior Year	357	359	334	318	297	277	273	265	246	237	223	233	220
Percent Change from Prior Year	-38%	-35%	-35%	-38%	-39%	-44%	-50%	-52%	-51%	-51%	-48%	-55%	-100%

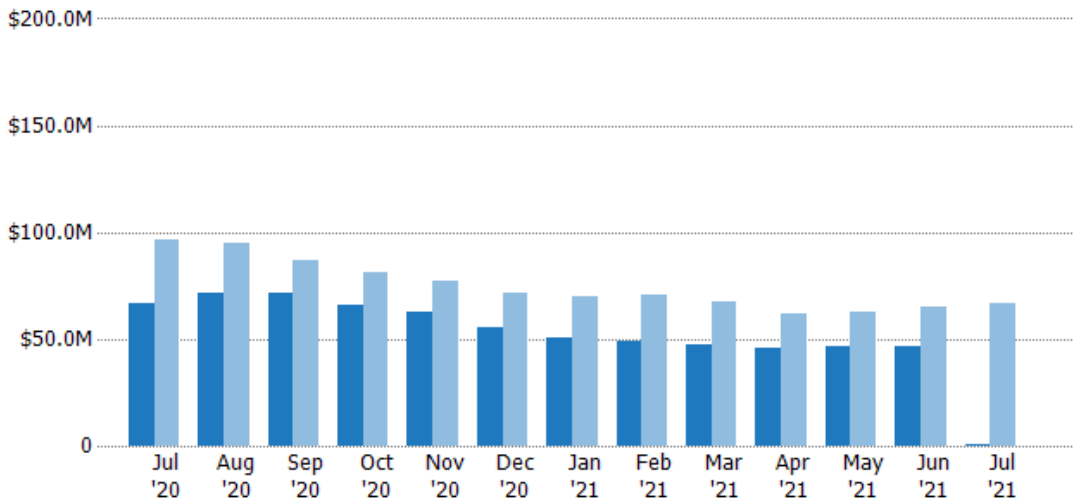
Active Listing Volume

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.
Jul '21	\$500K	-99.3%
Jul '20	\$66.9M	-30.7%
Jul '19	\$96.7M	9.6%



Current Year	\$66.9M	\$71.2M	\$71.7M	\$66.2M	\$62.4M	\$55.2M	\$50.7M	\$48.8M	\$47.3M	\$45.7M	\$46.7M	\$46.2M	\$500K
Prior Year	\$96.7M	\$94.9M	\$86.6M	\$81.1M	\$77.2M	\$71.3M	\$70.2M	\$70.3M	\$67.2M	\$61.7M	\$62.3M	\$65M	\$66.9M
Percent Change from Prior Year	-31%	-25%	-17%	-18%	-19%	-23%	-28%	-31%	-30%	-26%	-25%	-29%	-99%

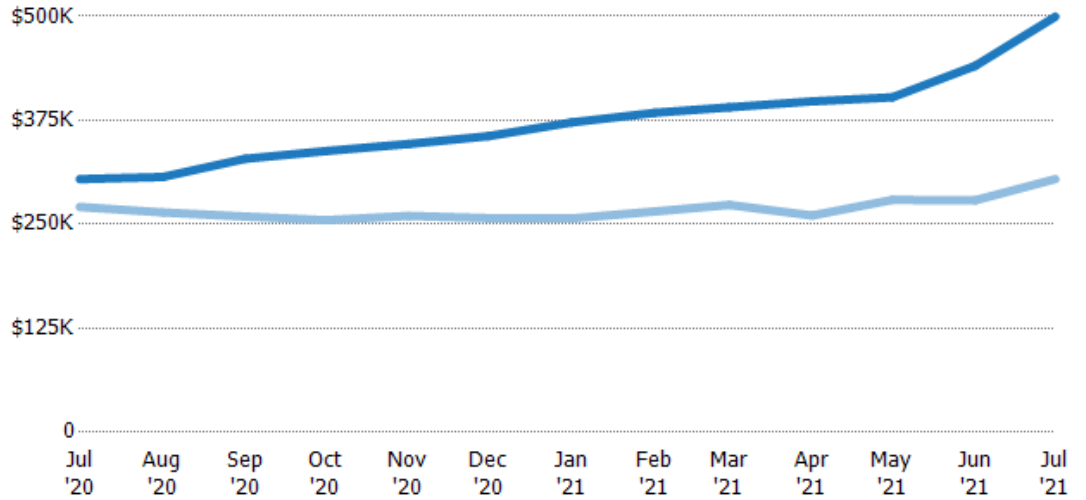
Average Listing Price

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.
Jul '21	\$500K	64.2%
Jul '20	\$304K	12.4%
Jul '19	\$271K	-1.7%



Current Year	\$304K	\$307K	\$329K	\$338K	\$346K	\$356K	\$372K	\$384K	\$391K	\$398K	\$403K	\$440K	\$500K
Prior Year	\$271K	\$264K	\$259K	\$255K	\$260K	\$257K	\$257K	\$265K	\$273K	\$261K	\$279K	\$279K	\$304K
Percent Change from Prior Year	12%	16%	27%	33%	33%	38%	45%	45%	43%	53%	44%	58%	64%

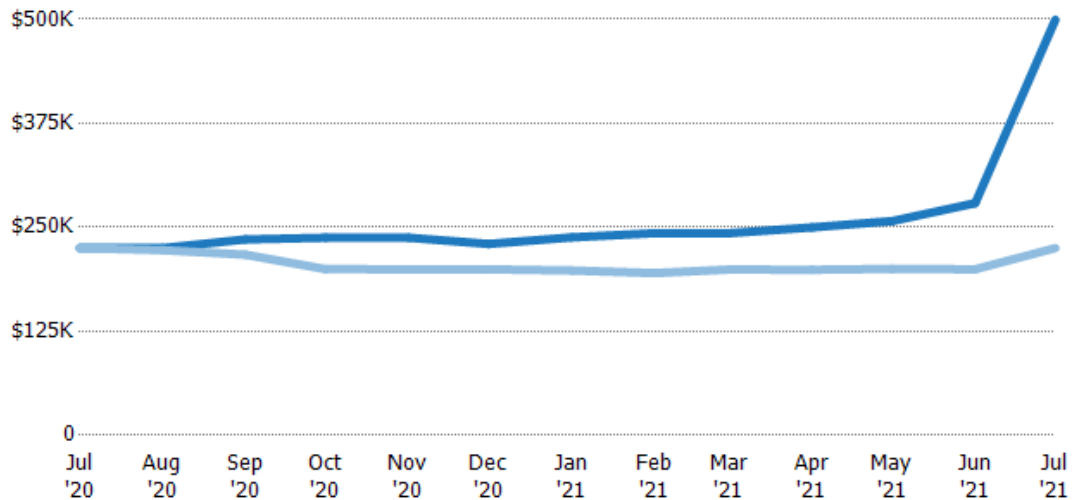
Median Listing Price

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.
Jul '21	\$500K	122%
Jul '20	\$225K	0%
Jul '19	\$225K	-3.2%



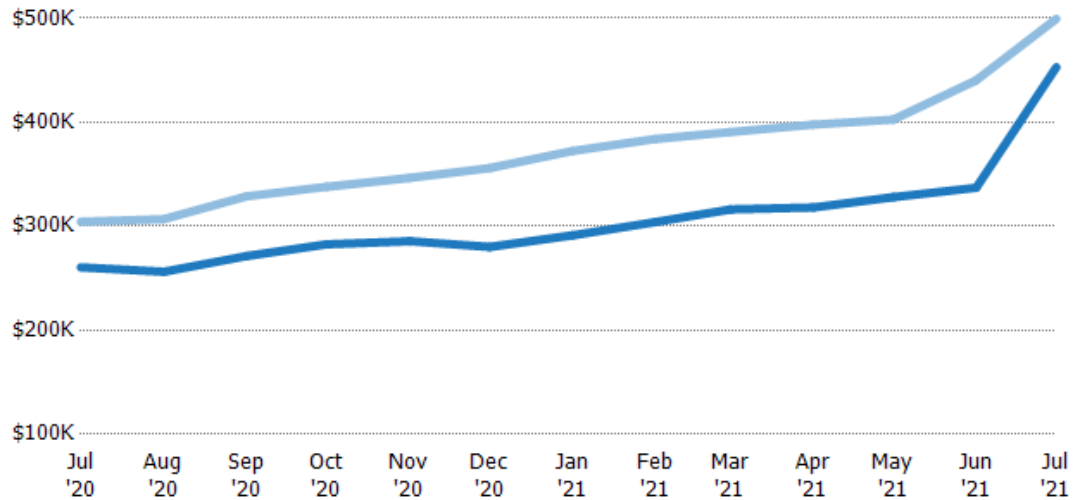
Current Year	\$225K	\$225K	\$235K	\$237K	\$237K	\$230K	\$238K	\$243K	\$243K	\$250K	\$257K	\$279K	\$500K
Prior Year	\$225K	\$223K	\$217K	\$200K	\$200K	\$200K	\$198K	\$195K	\$199K	\$199K	\$200K	\$200K	\$225K
Percent Change from Prior Year	0%	1%	9%	19%	19%	15%	20%	25%	22%	26%	29%	40%	122%

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

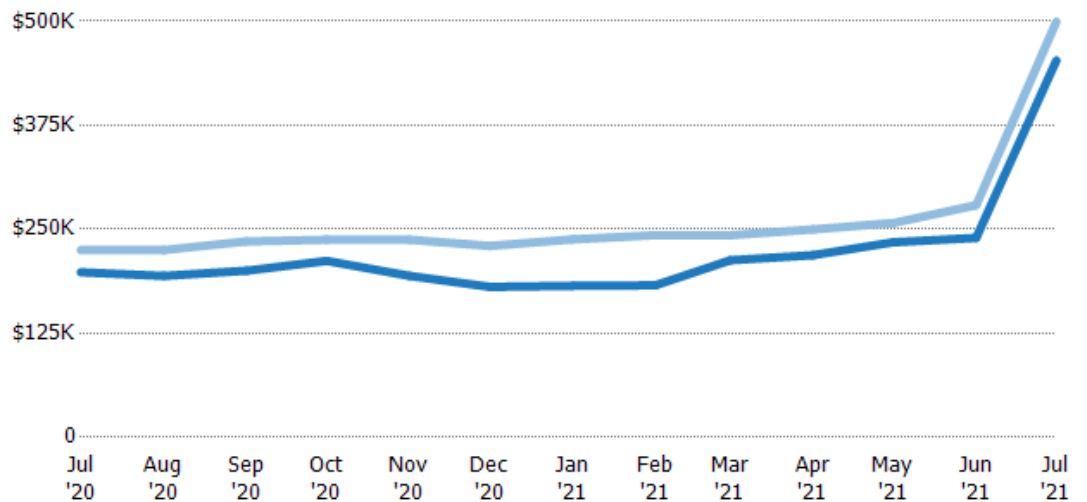


Median Listing Price vs Median Est Value

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



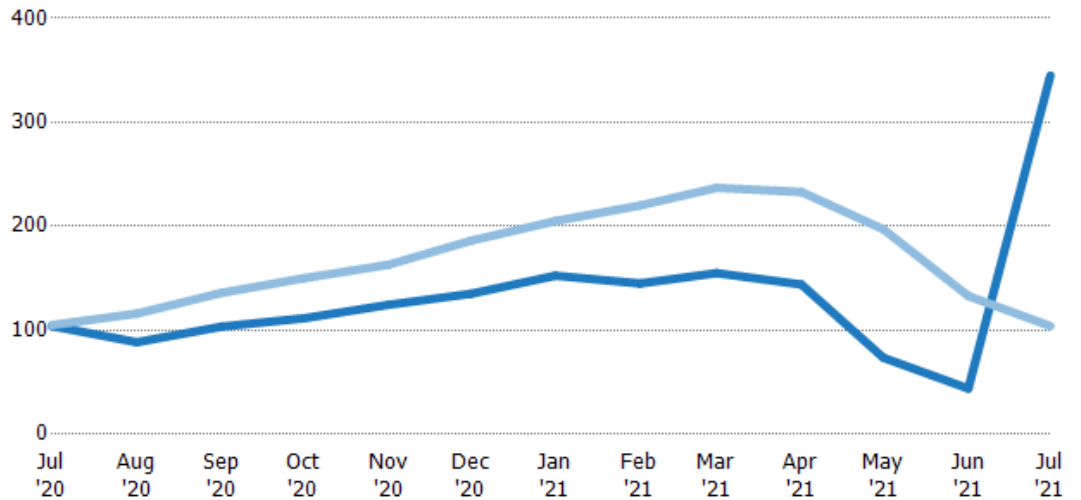
Median Days in RPR

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

Month/Year	Days	% Chg.
Jul '21	345	231.7%
Jul '20	104	-1%
Jul '19	105	-2.9%



Current Year	104	88.5	104	112	125	135	153	145	155	144	73.5	44	345
Prior Year	105	116	136	150	163	186	205	220	237	233	197	133	104
Percent Change from Prior Year	-1%	-24%	-24%	-26%	-24%	-27%	-26%	-34%	-35%	-38%	-63%	-67%	232%

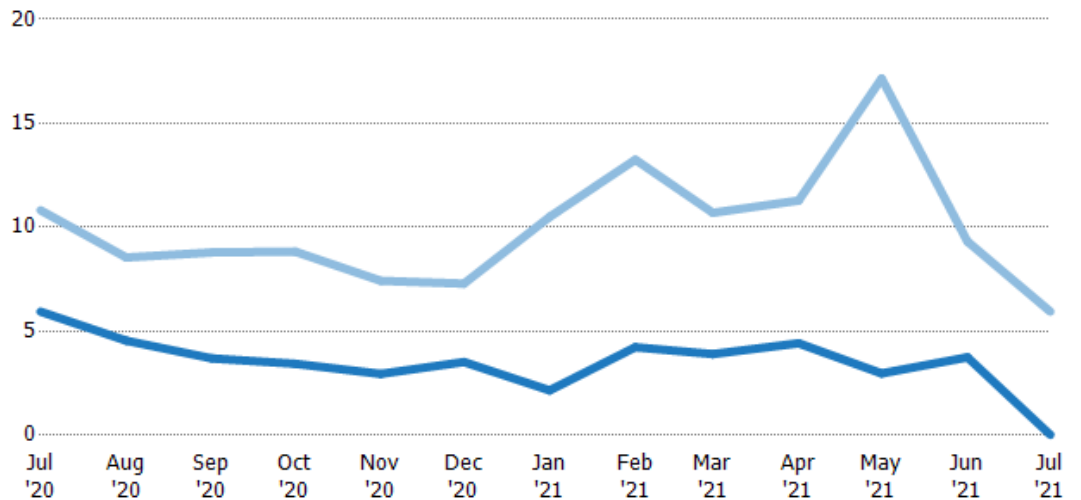
Months of Inventory

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

Month/Year	Months	% Chg.
Jul '21	0	-99.7%
Jul '20	5.95	-45%
Jul '19	10.8	2.2%



Current Year	5.95	4.55	3.69	3.44	2.95	3.52	2.16	4.23	3.9	4.42	2.97	3.75	0
Prior Year	10.8	8.55	8.79	8.83	7.43	7.29	10.5	13.3	10.7	11.3	17.2	9.32	5.95
Percent Change from Prior Year	-45%	-47%	-58%	-61%	-60%	-52%	-79%	-68%	-64%	-61%	-83%	-60%	-100%

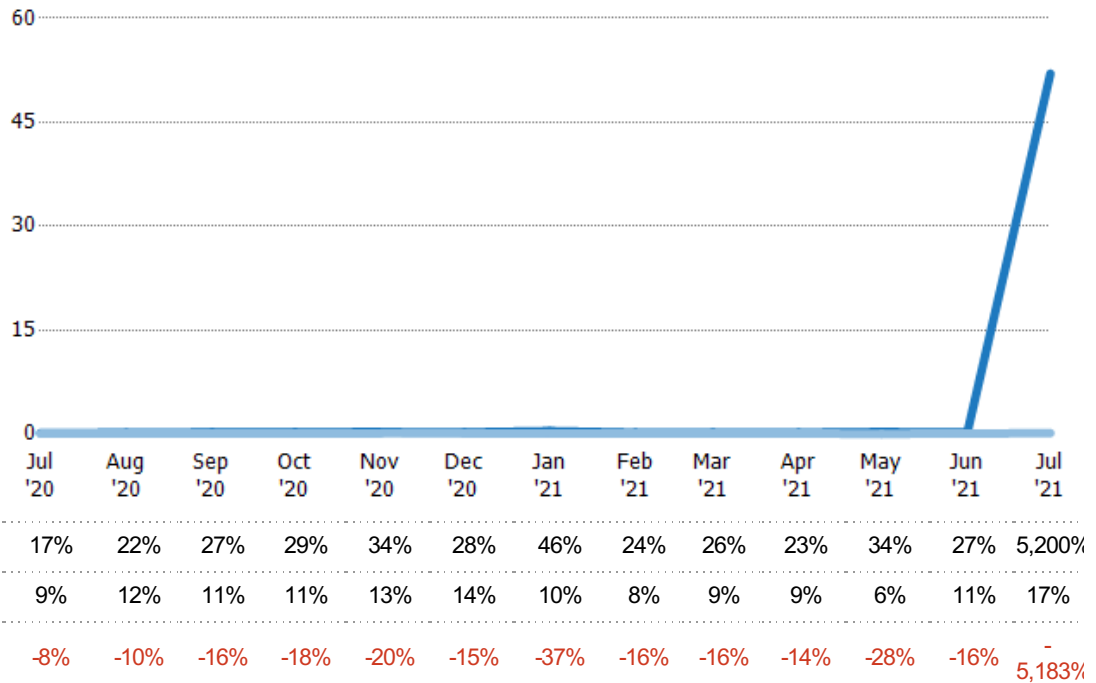
Absorption Rate

The percentage of inventory sold per month.

Filters Used

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

Month/ Year	Rate	Chg.
Jul '21	5,200%	-5,183.2%
Jul '20	17%	-7.6%
Jul '19	9%	-2.2%

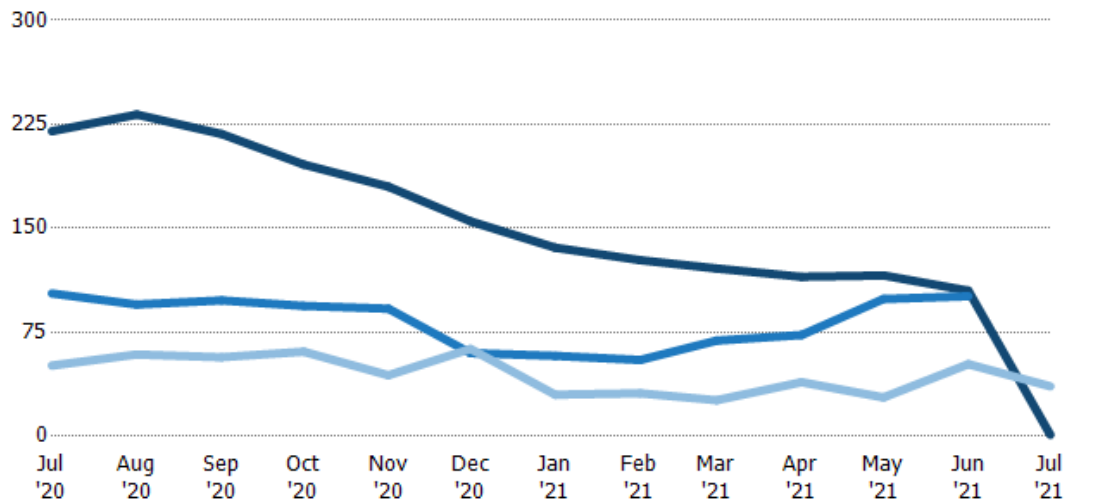


Active/Pending/Sold Units

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	220	232	218	196	180	155	136	127	121	115	116	105	1
Pending	103	95	98	94	92	60	58	55	69	73	99	101	-
Sold	51	59	57	61	44	63	30	31	26	39	28	52	36

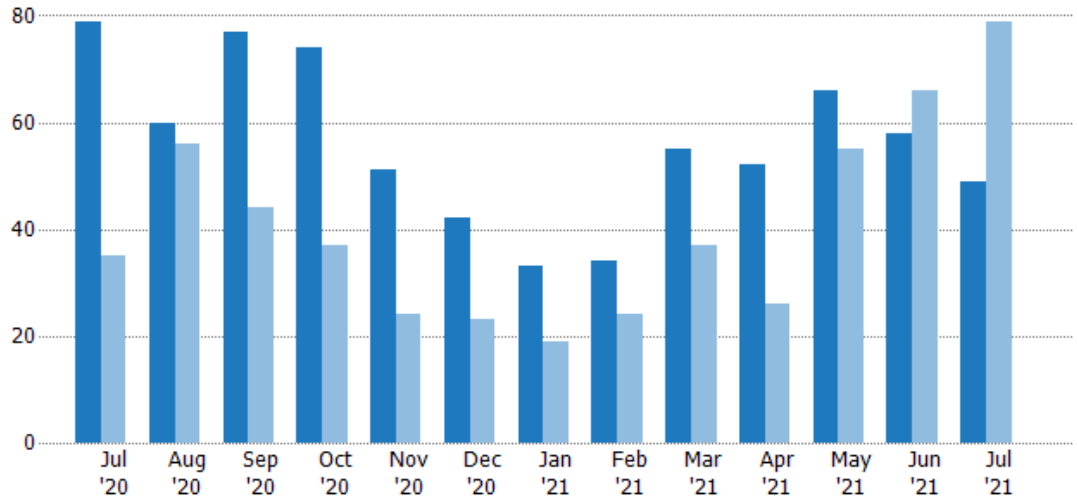
New Pending Sales

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.
Jul '21	49	-38%
Jul '20	79	125.7%
Jul '19	35	11.4%



Current Year	79	60	77	74	51	42	33	34	55	52	66	58	49
Prior Year	35	56	44	37	24	23	19	24	37	26	55	66	79
Percent Change from Prior Year	126%	7%	75%	100%	113%	83%	74%	42%	49%	100%	20%	-12%	-38%

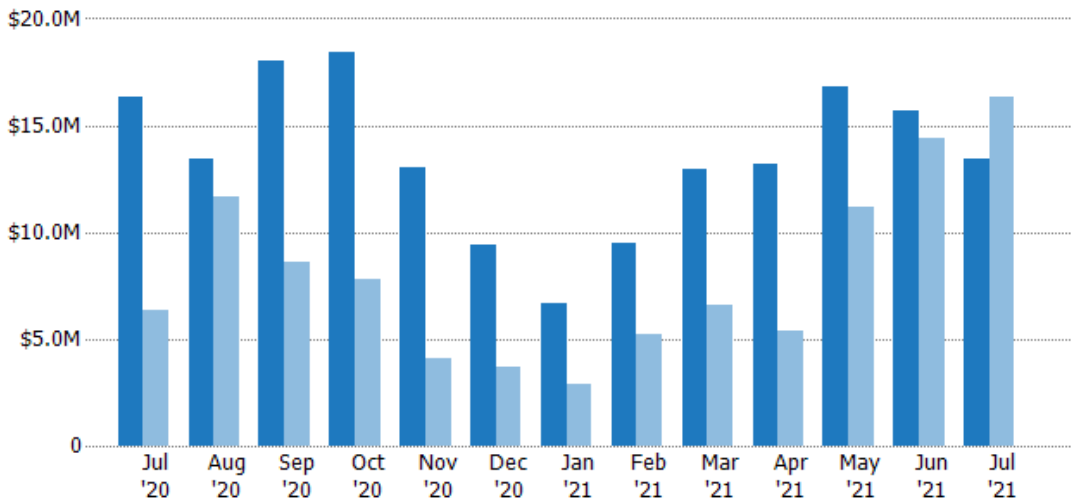
New Pending Sales Volume

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.
Jul '21	\$13.5M	-17.5%
Jul '20	\$16.3M	158.2%
Jul '19	\$6.32M	9.8%



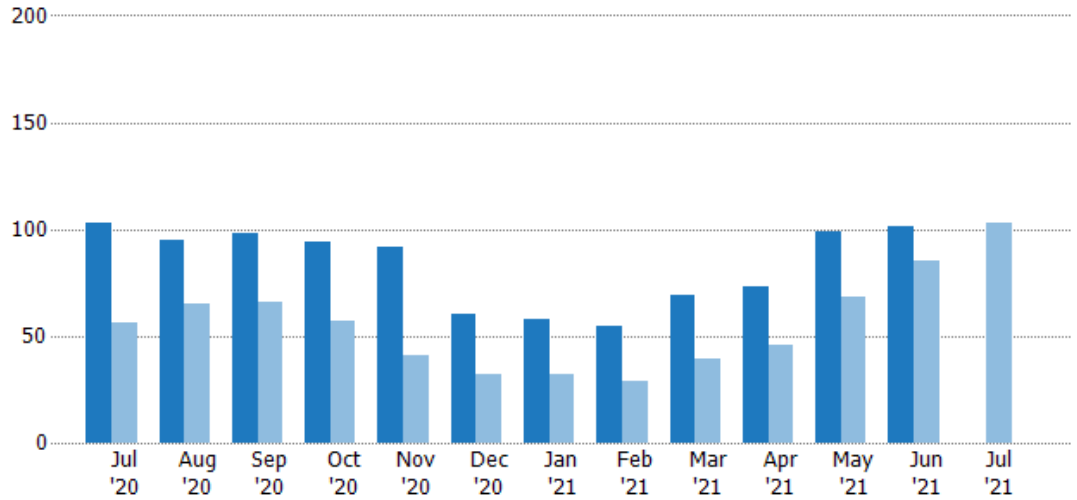
Current Year	\$16.3M	\$13.5M	\$18M	\$18.4M	\$13.1M	\$9.4M	\$6.64M	\$9.45M	\$13M	\$13.2M	\$16.8M	\$15.7M	\$13.5M
Prior Year	\$6.32M	\$11.6M	\$8.62M	\$7.84M	\$4.08M	\$3.67M	\$2.88M	\$5.19M	\$6.62M	\$5.35M	\$11.1M	\$14.4M	\$16.3M
Percent Change from Prior Year	158%	16%	109%	135%	220%	157%	131%	82%	96%	146%	51%	9%	-18%

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



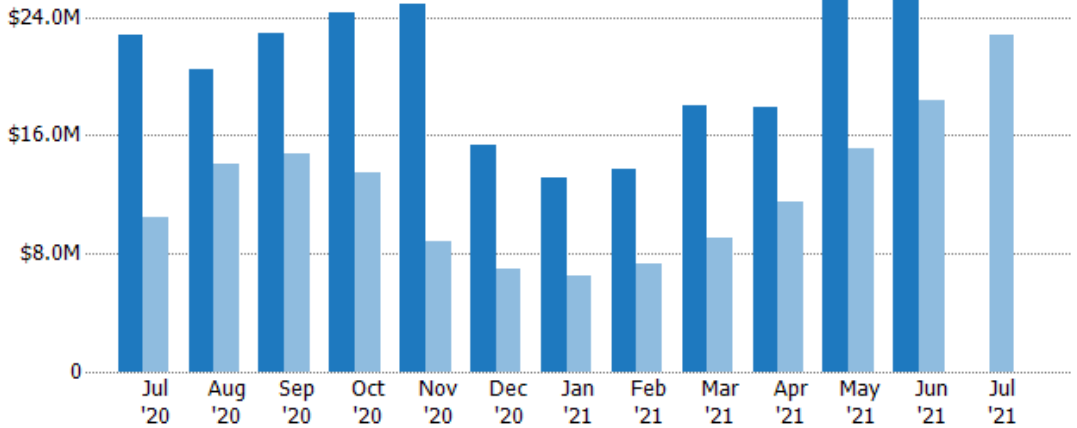
Current Year	103	95	98	94	92	60	58	55	69	73	99	101	-
Prior Year	56	65	66	57	41	32	32	29	39	46	68	85	103
Percent Change from Prior Year	84%	46%	48%	65%	124%	88%	81%	90%	77%	59%	46%	19%	-100%

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



Current Year	\$22.8M	\$20.4M	\$23M	\$24.3M	\$24.9M	\$15.3M	\$13.1M	\$13.7M	\$18.1M	\$17.9M	\$26.5M	\$27.7M	-
Prior Year	\$10.5M	\$14.1M	\$14.8M	\$13.5M	\$8.88M	\$6.93M	\$6.54M	\$7.3M	\$9.02M	\$11.5M	\$15.1M	\$18.3M	\$22.8M
Percent Change from Prior Year	118%	45%	55%	80%	181%	121%	101%	88%	100%	56%	76%	51%	-100%

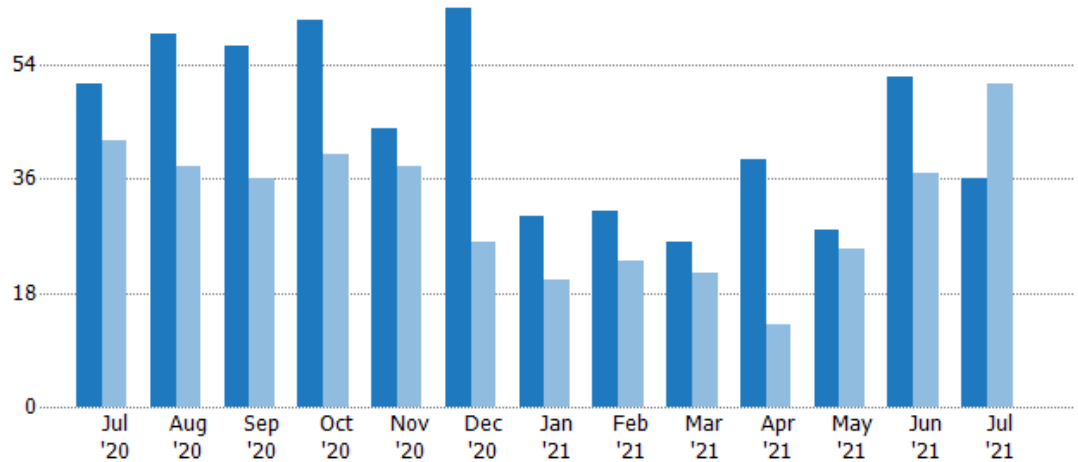
Closed Sales

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.
Jul '21	36	-29.4%
Jul '20	51	21.4%
Jul '19	42	-9.5%



Current Year	51	59	57	61	44	63	30	31	26	39	28	52	36
Prior Year	42	38	36	40	38	26	20	23	21	13	25	37	51
Percent Change from Prior Year	21%	55%	58%	53%	16%	142%	50%	35%	24%	200%	12%	41%	-29%

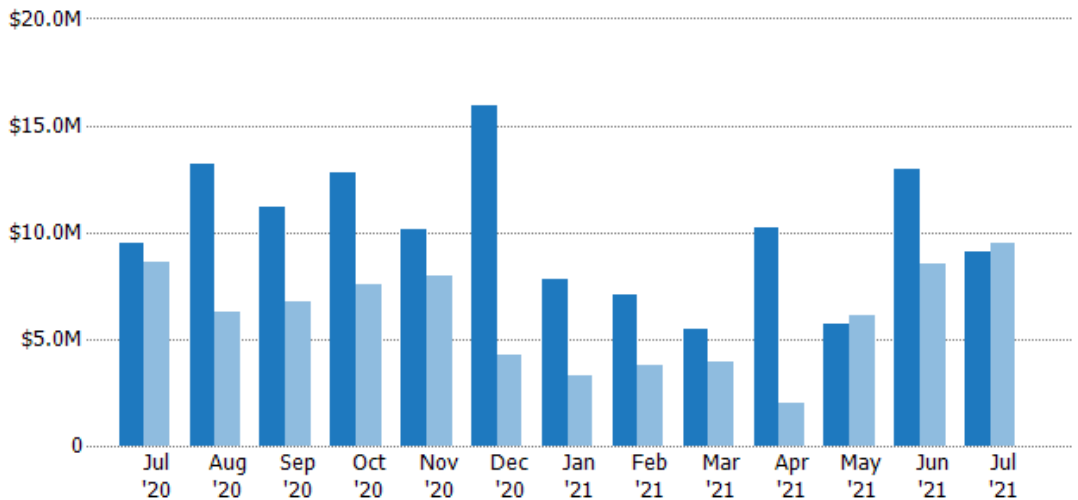
Closed Sales Volume

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.
Jul '21	\$9.05M	-4.8%
Jul '20	\$9.5M	10.9%
Jul '19	\$8.57M	-12%



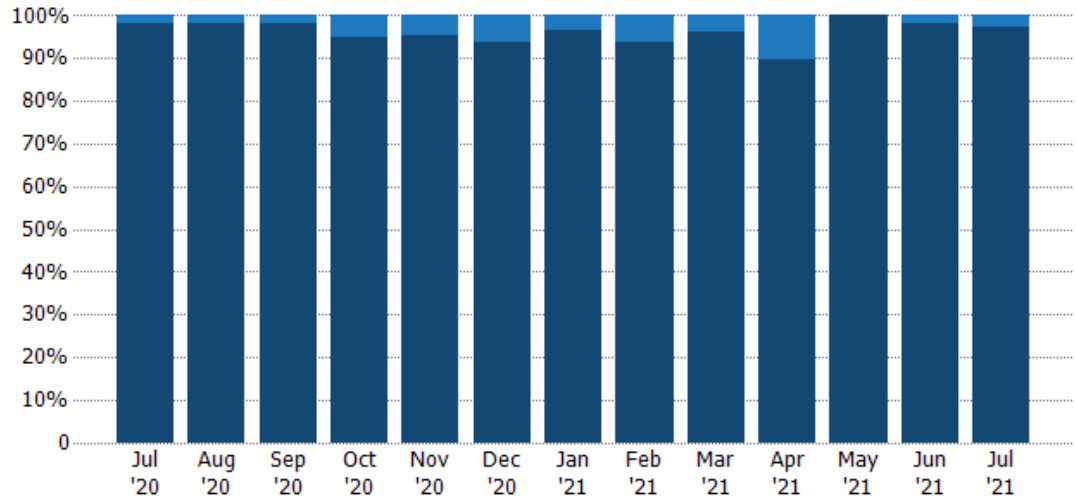
Current Year	\$9.5M	\$13.2M	\$11.1M	\$12.8M	\$10.1M	\$15.9M	\$7.78M	\$7.04M	\$5.49M	\$10.3M	\$5.71M	\$12.9M	\$9.05M
Prior Year	\$8.57M	\$6.27M	\$6.79M	\$7.54M	\$7.96M	\$4.28M	\$3.28M	\$3.74M	\$3.91M	\$2M	\$6.09M	\$8.52M	\$9.5M
Percent Change from Prior Year	11%	111%	64%	70%	27%	272%	138%	88%	40%	413%	-6%	52%	-5%

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



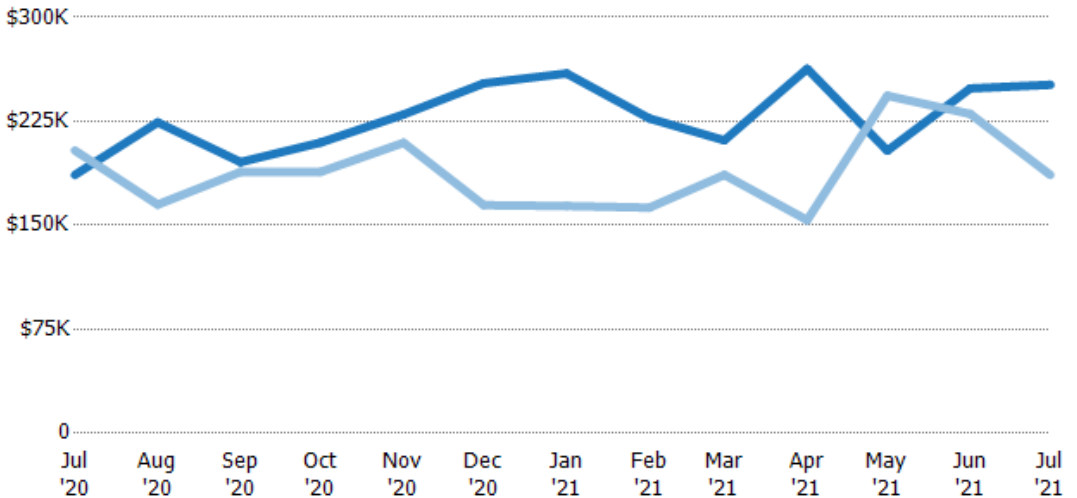
Condo/Townhouse	2%	2%	2%	5%	5%	6%	3%	6%	4%	10%	-	2%	3%
Single Family Residence	98%	98%	98%	95%	95%	94%	97%	94%	96%	90%	100%	98%	97%

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



Current Year	\$186K	\$224K	\$196K	\$210K	\$230K	\$252K	\$259K	\$227K	\$211K	\$263K	\$204K	\$249K	\$251K
Prior Year	\$204K	\$165K	\$189K	\$189K	\$210K	\$165K	\$164K	\$163K	\$186K	\$154K	\$243K	\$230K	\$186K
Percent Change from Prior Year	-9%	36%	4%	11%	10%	53%	58%	39%	13%	71%	-16%	8%	35%

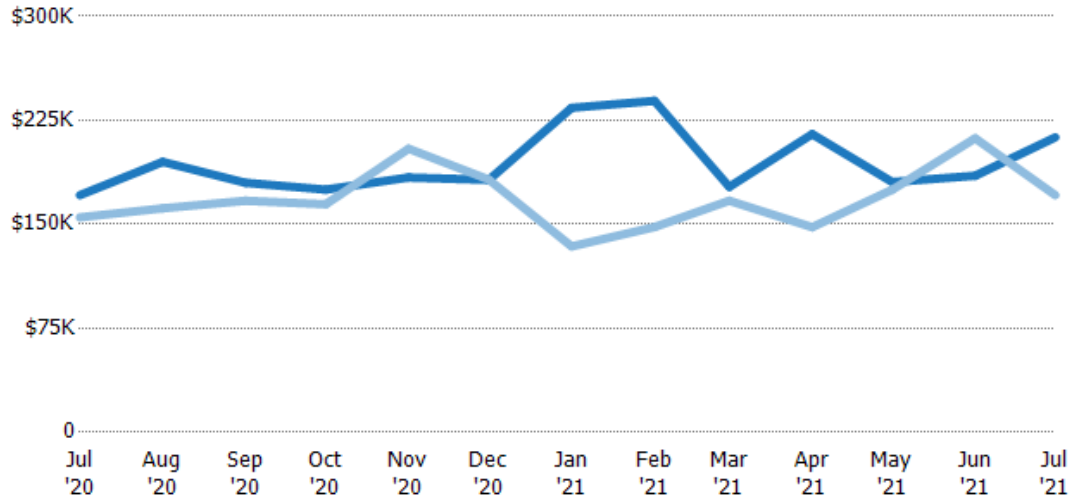
Median Sales Price

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.
Jul '21	\$213K	24.4%
Jul '20	\$171K	10.3%
Jul '19	\$155K	13.7%



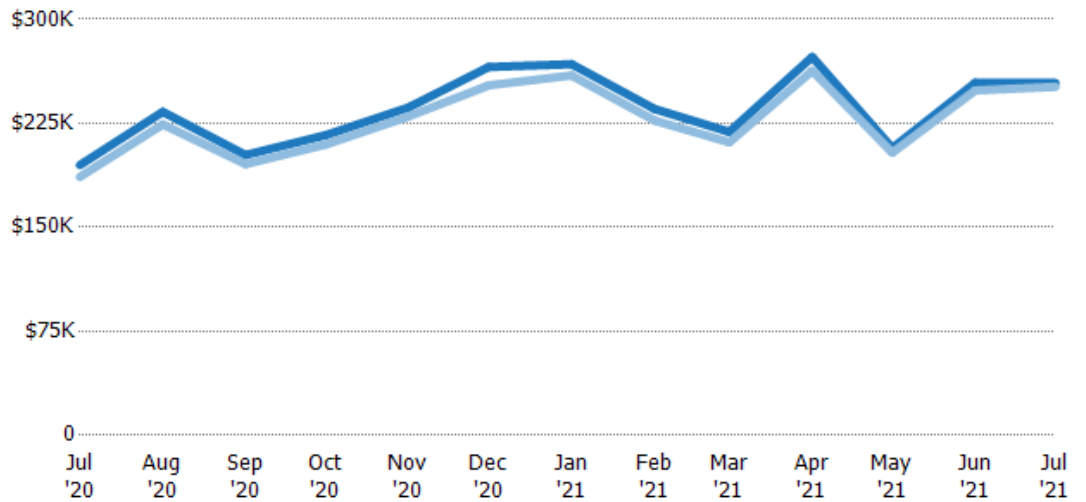
Current Year	\$171K	\$195K	\$180K	\$175K	\$184K	\$182K	\$234K	\$239K	\$177K	\$215K	\$180K	\$185K	\$213K
Prior Year	\$155K	\$162K	\$167K	\$164K	\$205K	\$182K	\$134K	\$148K	\$167K	\$148K	\$175K	\$212K	\$171K
Percent Change from Prior Year	10%	21%	8%	6%	-10%	0%	75%	61%	6%	45%	3%	-13%	24%

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



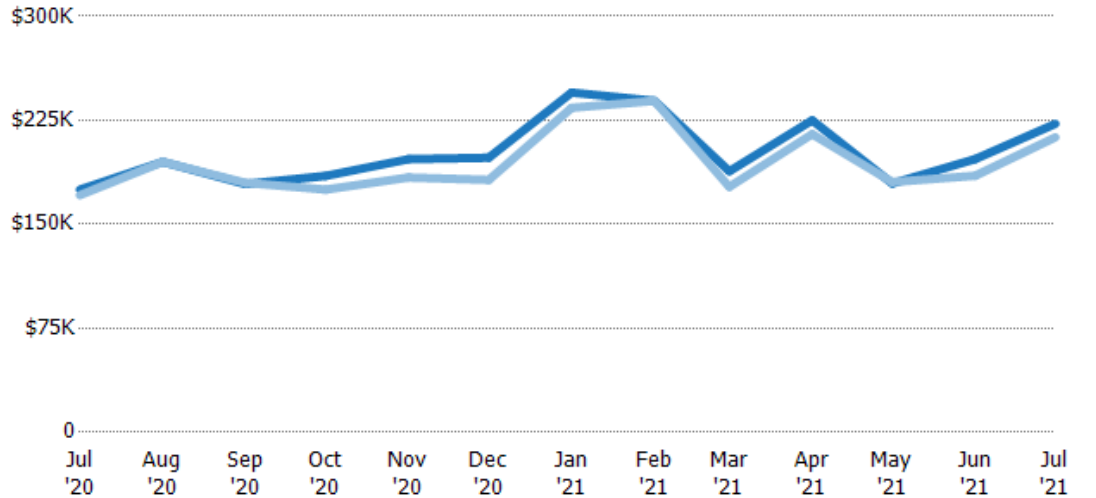
Avg List Price	\$195K	\$233K	\$202K	\$216K	\$236K	\$266K	\$268K	\$235K	\$219K	\$273K	\$207K	\$254K	\$254K
Avg Sales Price	\$186K	\$224K	\$196K	\$210K	\$230K	\$252K	\$259K	\$227K	\$211K	\$263K	\$204K	\$249K	\$251K
Avg Sales Price as a % of Avg List Price	96%	96%	97%	97%	97%	95%	97%	96%	97%	96%	98%	98%	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: Orleans County, Vermont
Property Type:
Condo/Townhouse/Apt., Single
Family

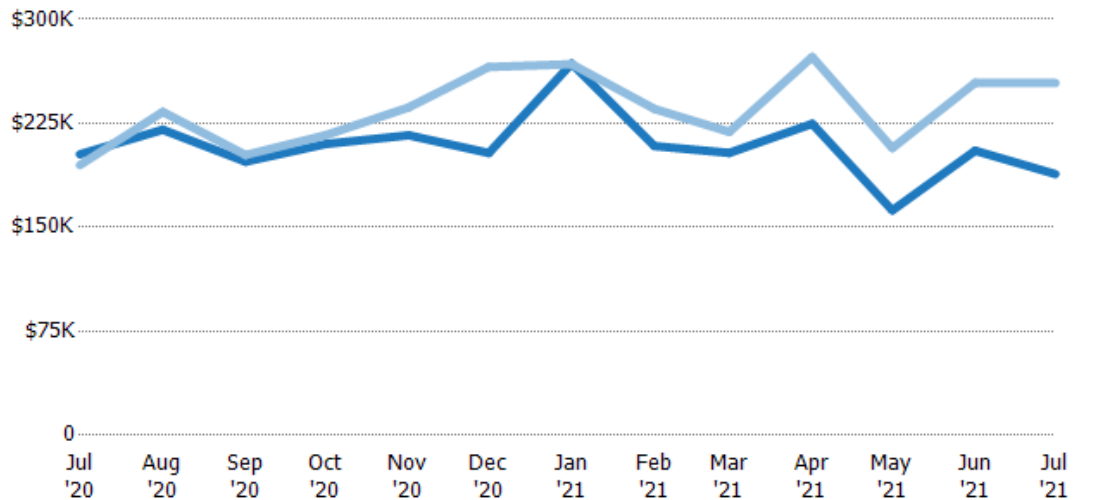


Average Sales Price vs Average Est Value

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

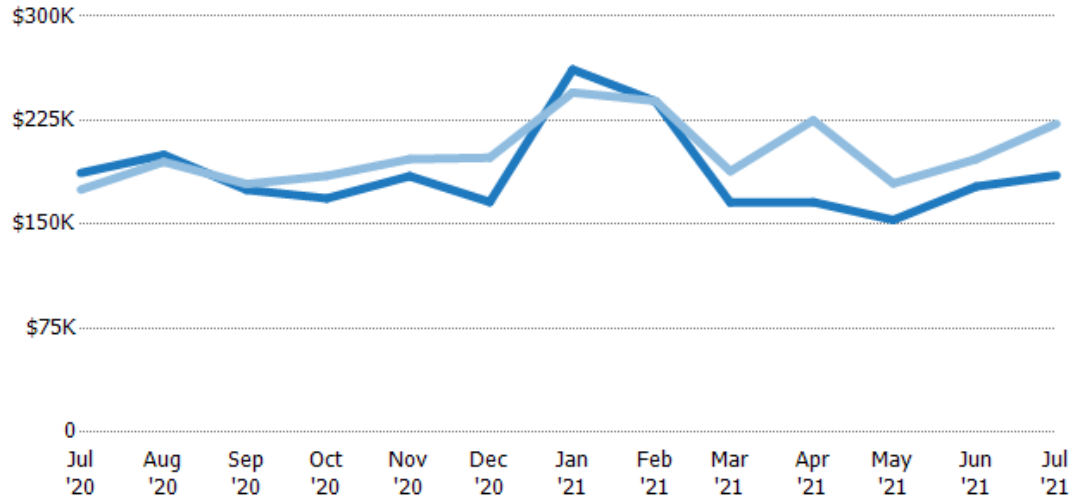


Median Sales Price vs Median Est Value

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



Median Est Value	\$187K	\$200K	\$175K	\$169K	\$185K	\$166K	\$262K	\$239K	\$166K	\$166K	\$153K	\$177K	\$185K
Median Sales Price	\$175K	\$195K	\$179K	\$185K	\$197K	\$198K	\$245K	\$239K	\$188K	\$225K	\$179K	\$197K	\$222K
Med Sales Price as a % of Med Est Value	94%	97%	102%	110%	107%	119%	94%	100%	114%	136%	117%	111%	120%