

Summary of Key Listing and Sales Metrics

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

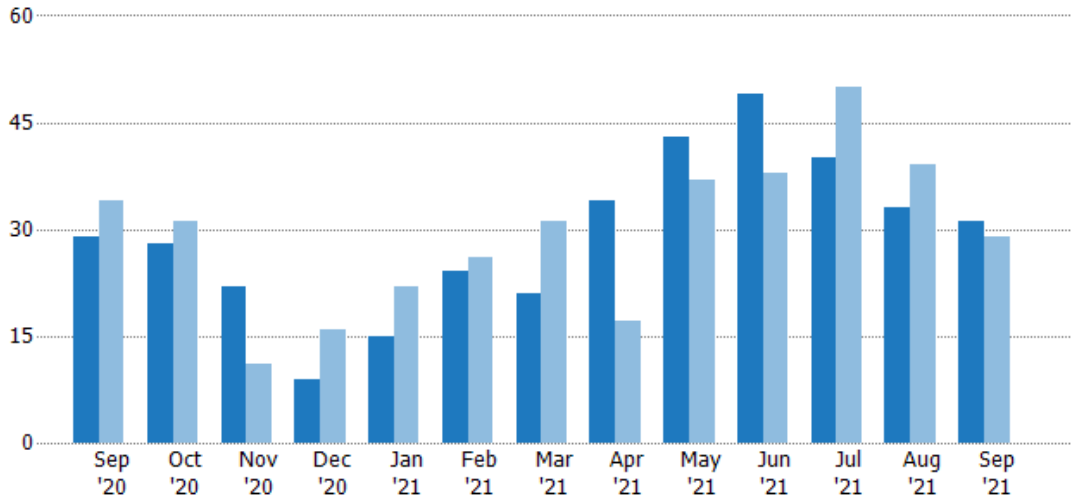
Key Metrics	Sep 2021	Sep 2020	+ / -	YTD 2021	YTD 2020	+ / -
Listing Activity Charts Metrics						
New Listing Count	31	29	+6.9%	290	289	+0.3%
New Listing Volume	\$9,722,795	\$7,740,700	+25.6%	\$103,171,919	\$84,745,801	+21.7%
Active Listing Count	102	101	+1%	N/A	N/A	
Active Listing Volume	\$44,341,620	\$34,456,902	+28.7%	N/A	N/A	
Average Listing Price	\$434,722	\$341,157	+27.4%	\$462,115	\$326,326	+41.6%
Median Listing Price	\$259,000	\$265,000	-2.3%	\$277,885	\$241,404	+15.1%
Median Days in RPR	74.5	89	-16.3%	74.22	119.24	-37.8%
Months of Inventory	2.8	2.4	+17.8%	3	7.3	-58.5%
Absorption Rate	35.29%	41.58%	-6.3%	33.03%	13.7%	+19.3%
Sales Activity Charts Metrics						
New Pending Sales Count	7	42	-83.3%	262	316	-17.1%
New Pending Sales Volume	\$1,817,900	\$10,010,900	-81.8%	\$77,477,999	\$82,746,199	-6.4%
Pending Sales Count	26	72	-63.9%	N/A	N/A	
Pending Sales Volume	\$7,195,700	\$20,104,900	-64.2%	N/A	N/A	
Closed Sales Count	29	39	-25.6%	233	217	+7.4%
Closed Sales Volume	\$7,618,900	\$12,665,030	-39.8%	\$66,815,215	\$55,346,377	+20.7%
Average Sales Price	\$262,721	\$324,744	-19.1%	\$286,761	\$255,052	+12.4%
Median Sales Price	\$263,000	\$245,900	+7%	\$265,777	\$220,289	+20.6%

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



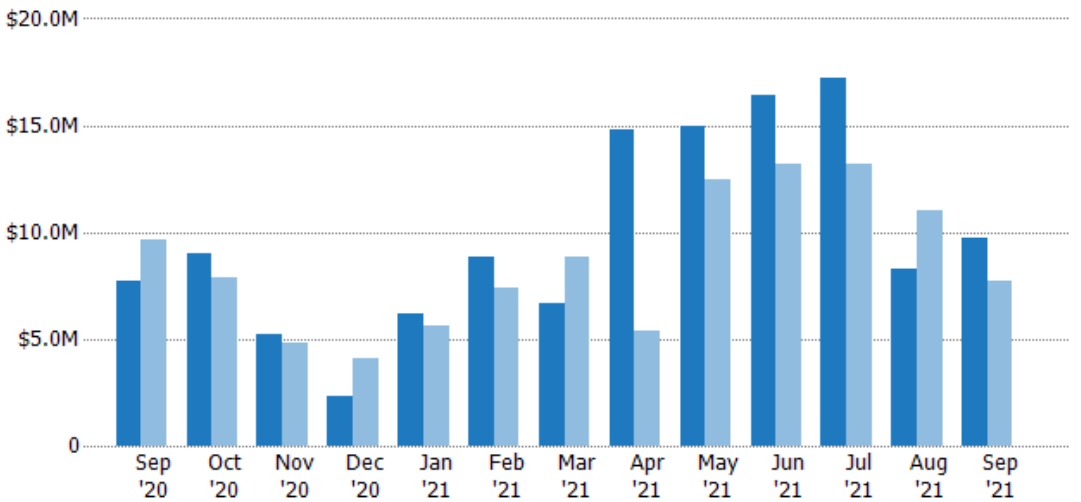
	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21
Current Year	29	28	22	9	15	24	21	34	43	49	40	33	31
Prior Year	34	31	11	16	22	26	31	17	37	38	50	39	29
Percent Change from Prior Year	-15%	-10%	100%	-44%	-32%	-8%	-32%	100%	16%	29%	-20%	-15%	7%

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



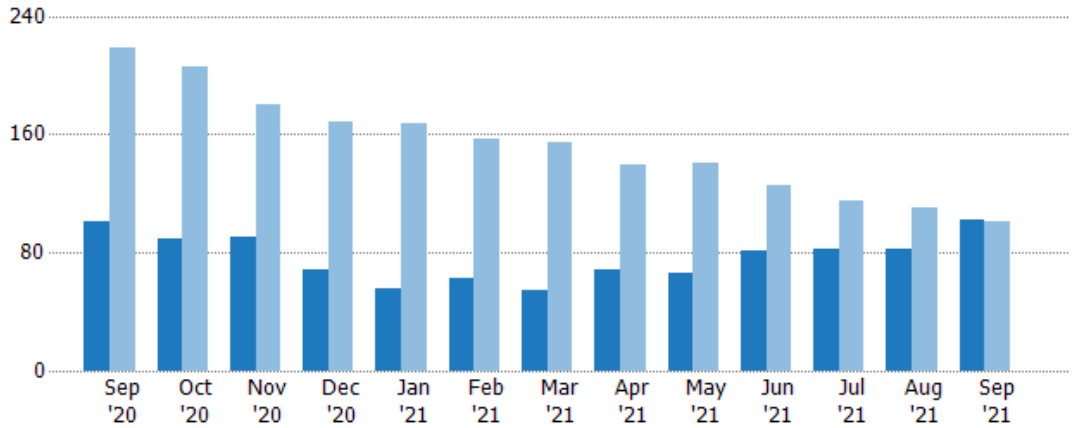
	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21
Current Year	\$7.74M	\$8.98M	\$5.23M	\$2.31M	\$6.16M	\$8.84M	\$6.7M	\$14.8M	\$15M	\$16.4M	\$17.3M	\$8.31M	\$9.72M
Prior Year	\$9.64M	\$7.85M	\$4.83M	\$4.12M	\$5.65M	\$7.36M	\$8.82M	\$5.37M	\$12.4M	\$13.2M	\$13.2M	\$11M	\$7.74M
Percent Change from Prior Year	-20%	14%	8%	-44%	9%	20%	-24%	176%	21%	24%	31%	-24%	26%

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



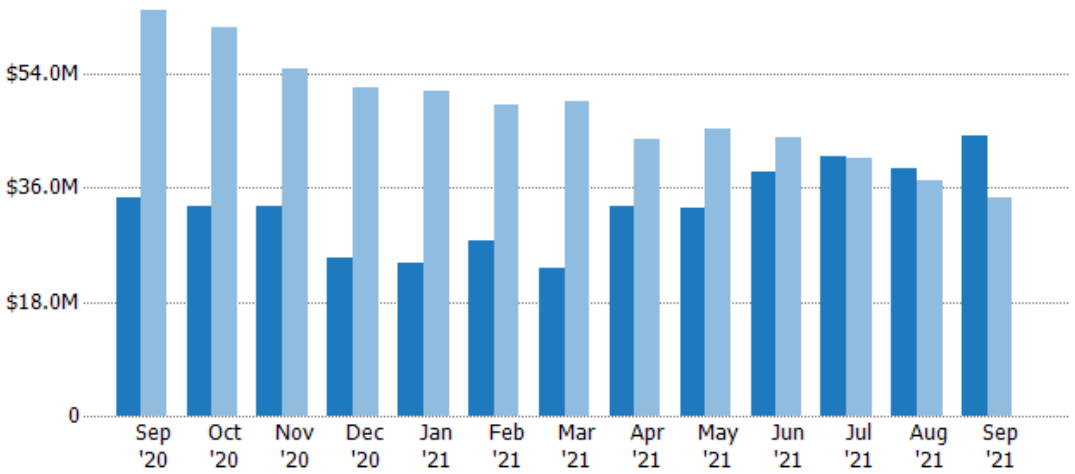
	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21
Current Year	101	89	90	68	56	63	55	69	66	81	82	83	102
Prior Year	218	206	180	169	167	157	155	140	141	126	115	110	101
Percent Change from Prior Year	-54%	-57%	-50%	-60%	-66%	-60%	-65%	-51%	-53%	-36%	-29%	-25%	1%

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



	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21
Current Year	\$34.5M	\$33.2M	\$33.1M	\$24.9M	\$24M	\$27.7M	\$23.4M	\$33M	\$32.8M	\$38.5M	\$41M	\$38.9M	\$44.3M
Prior Year	\$64.2M	\$61.3M	\$54.7M	\$51.9M	\$51.3M	\$49.2M	\$49.8M	\$43.7M	\$45.2M	\$44M	\$40.6M	\$37.3M	\$34.5M
Percent Change from Prior Year	-46%	-46%	-39%	-52%	-53%	-44%	-53%	-25%	-27%	-12%	1%	5%	29%

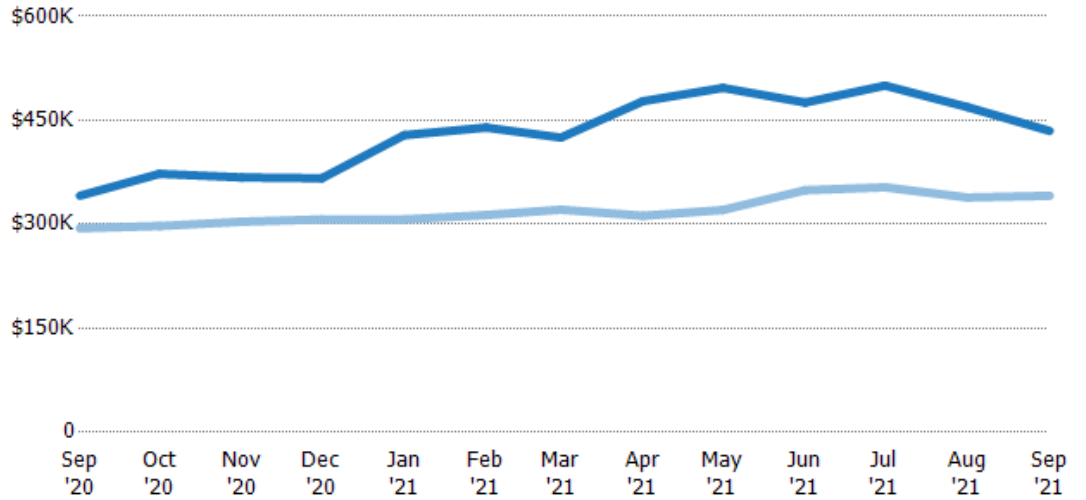
Average Listing Price

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.
Sep '21	\$435K	27.4%
Sep '20	\$341K	15.9%
Sep '19	\$294K	1.1%



Current Year	\$341K	\$373K	\$368K	\$366K	\$429K	\$440K	\$425K	\$478K	\$497K	\$476K	\$500K	\$469K	\$435K
Prior Year	\$294K	\$297K	\$304K	\$307K	\$307K	\$313K	\$321K	\$312K	\$321K	\$349K	\$353K	\$339K	\$341K
Percent Change from Prior Year	16%	25%	21%	19%	40%	40%	32%	53%	55%	36%	42%	39%	27%

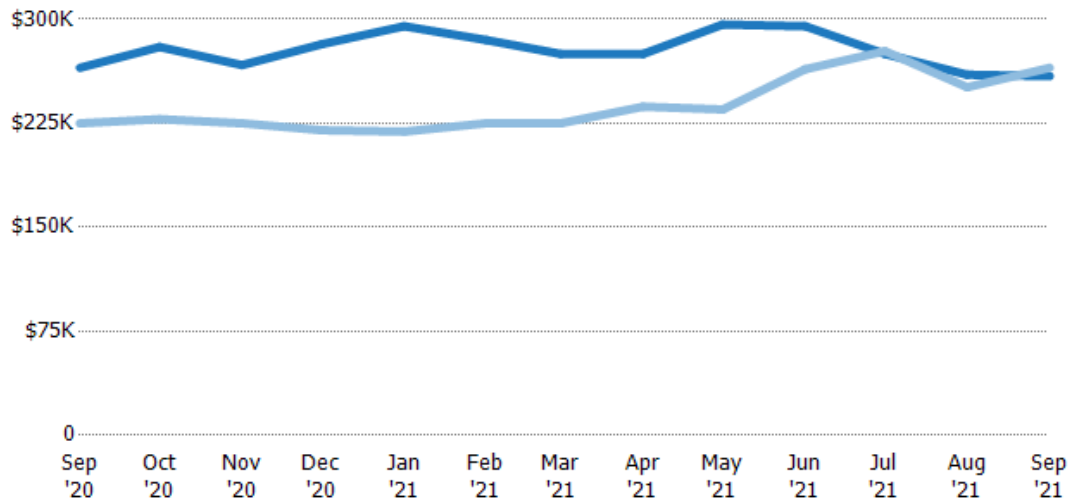
Median Listing Price

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.
Sep '21	\$259K	-2.3%
Sep '20	\$265K	17.8%
Sep '19	\$225K	0.9%



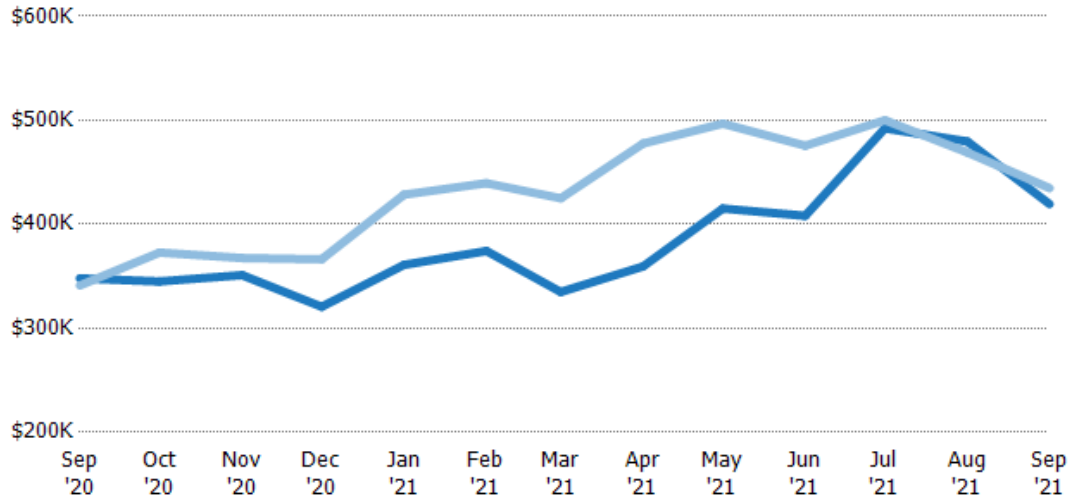
Current Year	\$265K	\$280K	\$267K	\$282K	\$295K	\$285K	\$275K	\$275K	\$296K	\$295K	\$275K	\$260K	\$259K
Prior Year	\$225K	\$228K	\$225K	\$220K	\$219K	\$225K	\$225K	\$237K	\$235K	\$264K	\$277K	\$251K	\$265K
Percent Change from Prior Year	18%	23%	19%	28%	35%	27%	22%	16%	26%	12%	-1%	4%	-2%

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



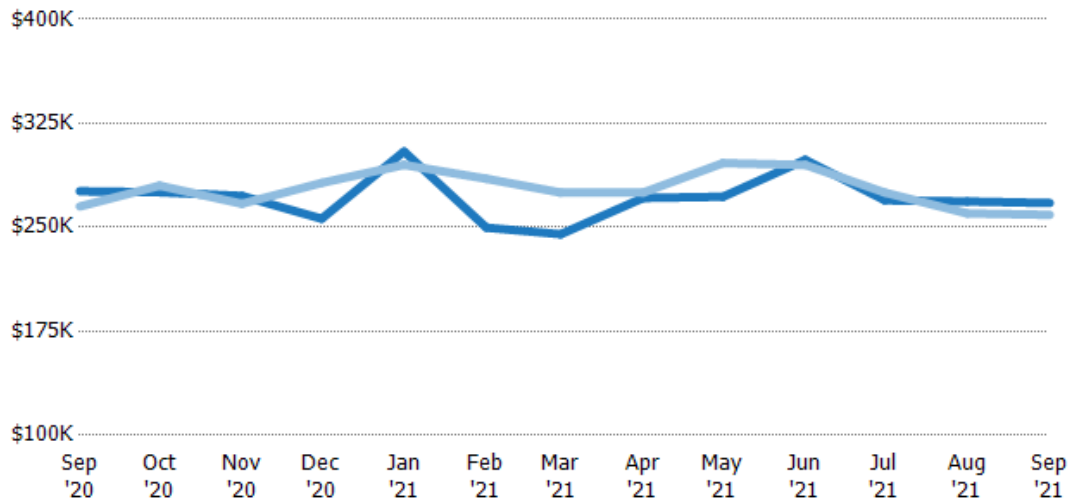
	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21
Avg Est Value	\$348K	\$345K	\$351K	\$321K	\$361K	\$374K	\$335K	\$359K	\$415K	\$408K	\$492K	\$480K	\$419K
Avg Listing Price	\$341K	\$373K	\$368K	\$366K	\$429K	\$440K	\$425K	\$478K	\$497K	\$476K	\$500K	\$469K	\$435K
Avg Listing Price as a % of Avg Est Value	98%	108%	105%	114%	119%	117%	127%	133%	120%	117%	102%	98%	104%

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



	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21
Median Est Value	\$276K	\$275K	\$273K	\$256K	\$305K	\$250K	\$245K	\$271K	\$272K	\$299K	\$269K	\$269K	\$268K
Median Listing Price	\$265K	\$280K	\$267K	\$282K	\$295K	\$285K	\$275K	\$275K	\$296K	\$295K	\$275K	\$260K	\$259K
Med Listing Price as a % of Med Est Value	96%	102%	98%	110%	97%	114%	112%	101%	109%	99%	102%	97%	97%

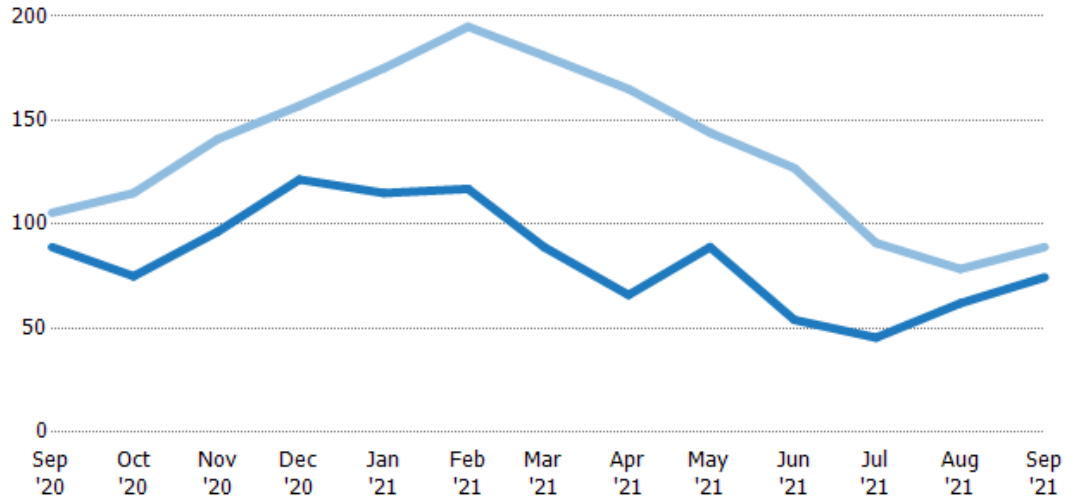
Median Days in RPR

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.
Sep '21	74.5	-16.3%
Sep '20	89	-15.6%
Sep '19	106	8.1%



	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21
Current Year	89	75	96.5	122	115	117	89	66	89	54	45.5	62	74.5
Prior Year	106	115	141	157	175	195	181	165	144	127	91	78.5	89
Percent Change from Prior Year	-16%	-35%	-32%	-23%	-34%	-40%	-51%	-60%	-38%	-57%	-50%	-21%	-16%

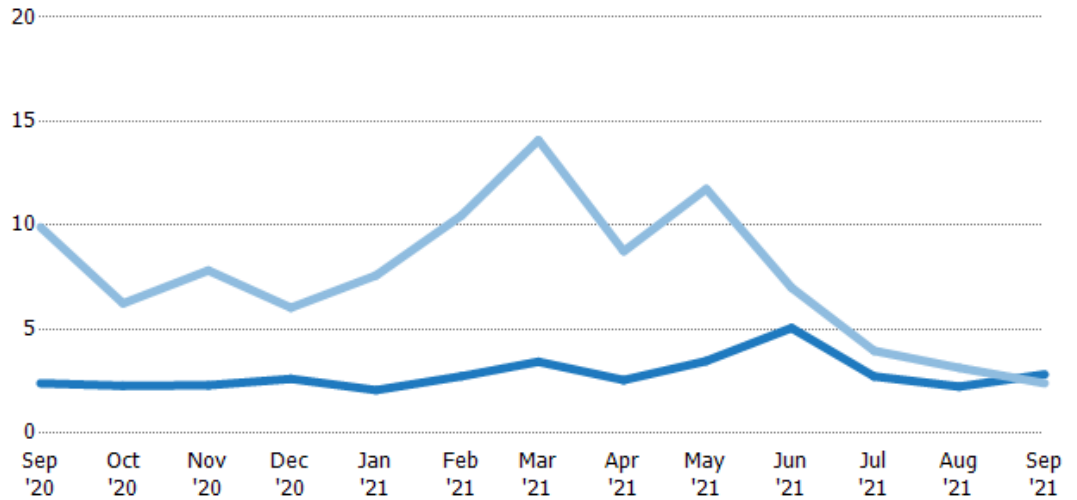
Months of Inventory

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.
Sep '21	2.83	17.8%
Sep '20	2.4	-75.7%
Sep '19	9.91	-16.5%



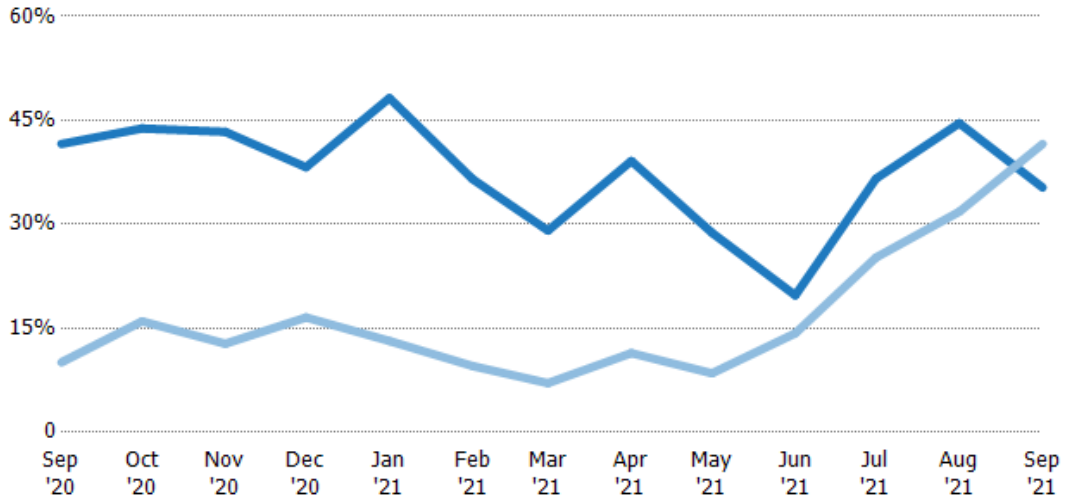
	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21
Current Year	2.4	2.28	2.31	2.62	2.07	2.74	3.44	2.56	3.47	5.06	2.73	2.24	2.83
Prior Year	9.91	6.24	7.83	6.04	7.59	10.5	14.1	8.75	11.8	7	3.97	3.14	2.4
Percent Change from Prior Year	-76%	-63%	-71%	-57%	-73%	-74%	-76%	-71%	-70%	-28%	-31%	-29%	18%

Absorption Rate

The percentage of inventory sold per month.

Filters Used

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



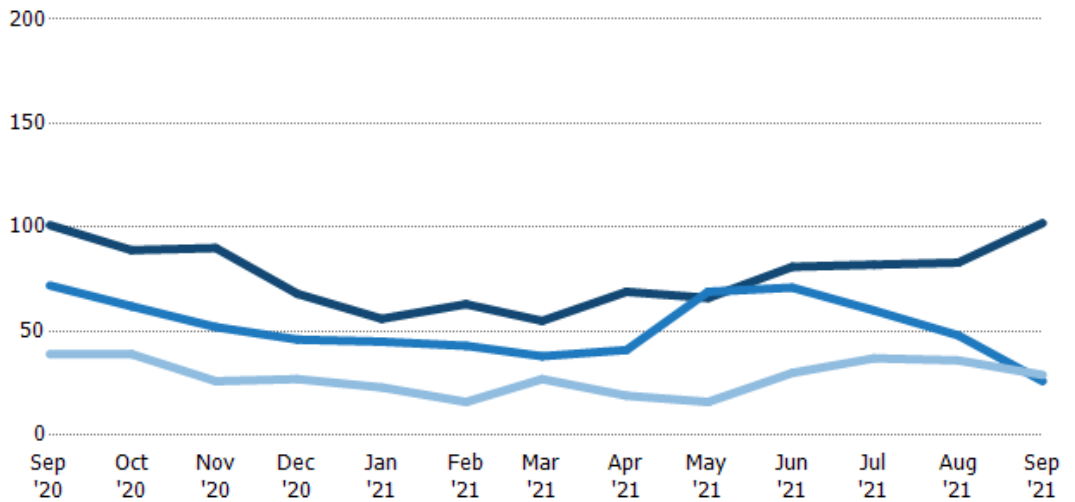
	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21
Current Year	42%	44%	43%	38%	48%	37%	29%	39%	29%	20%	37%	45%	35%
Prior Year	10%	16%	13%	17%	13%	10%	7%	11%	9%	14%	25%	32%	42%
Change from Prior Year	-31%	-28%	-31%	-22%	-35%	-27%	-22%	-28%	-20%	-5%	-11%	-13%	6%

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



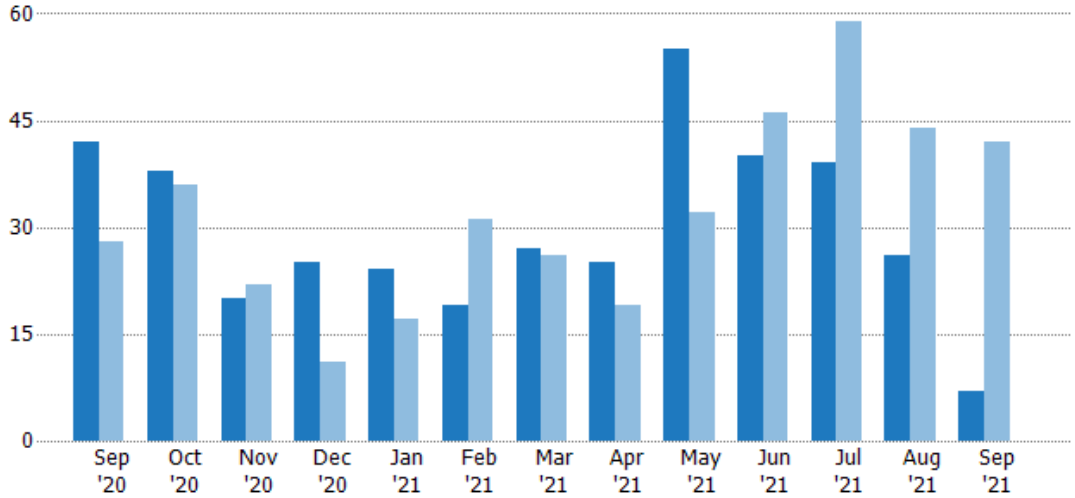
	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21
Active	101	89	90	68	56	63	55	69	66	81	82	83	102
Pending	72	62	52	46	45	43	38	41	69	71	60	48	26
Sold	39	39	26	27	23	16	27	19	16	30	37	36	29

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



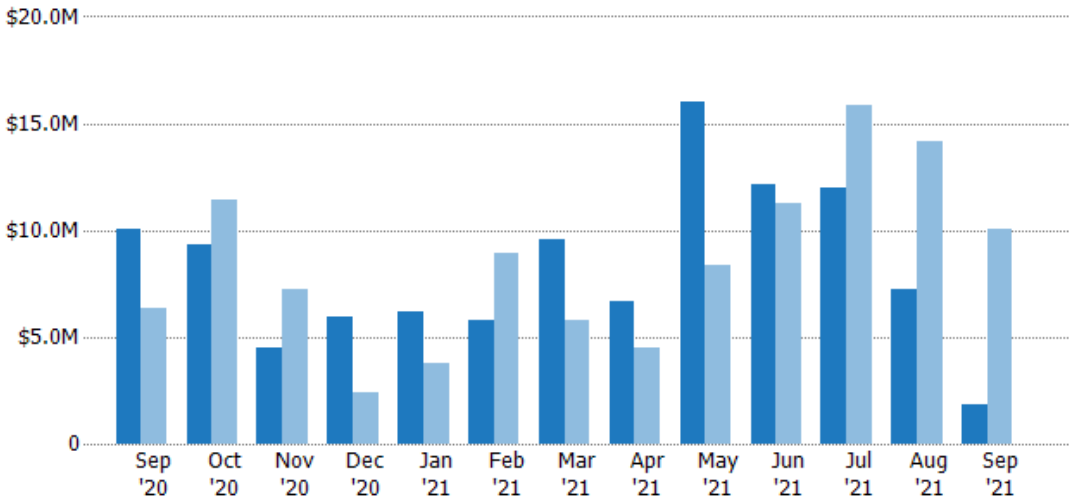
	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21
Current Year	42	38	20	25	24	19	27	25	55	40	39	26	7
Prior Year	28	36	22	11	17	31	26	19	32	46	59	44	42
Percent Change from Prior Year	50%	6%	-9%	127%	41%	-39%	4%	32%	72%	-13%	-34%	-41%	-83%

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



	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21
Current Year	\$10M	\$9.36M	\$4.49M	\$5.94M	\$6.21M	\$5.8M	\$9.57M	\$6.68M	\$16M	\$12.1M	\$12M	\$7.2M	\$1.82M
Prior Year	\$6.32M	\$11.4M	\$7.24M	\$2.37M	\$3.78M	\$8.95M	\$5.81M	\$4.53M	\$8.38M	\$11.2M	\$15.8M	\$14.2M	\$10M
Percent Change from Prior Year	58%	-18%	-38%	150%	64%	-35%	65%	48%	91%	8%	-24%	-49%	-82%

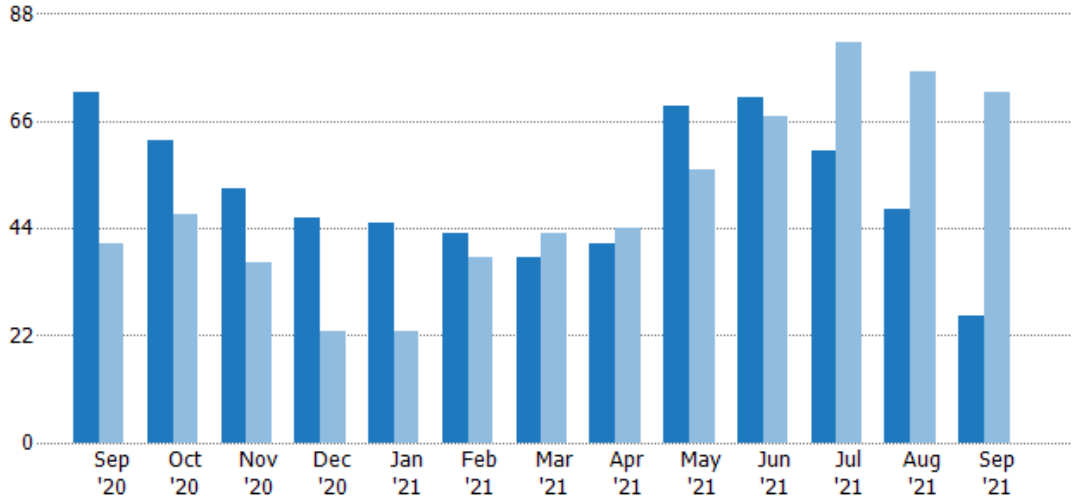
Pending Sales

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.
Sep '21	26	-63.9%
Sep '20	72	75.6%
Sep '19	41	-2.4%



	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21
Current Year	72	62	52	46	45	43	38	41	69	71	60	48	26
Prior Year	41	47	37	23	23	38	43	44	56	67	82	76	72
Percent Change from Prior Year	76%	32%	41%	100%	96%	13%	-12%	-7%	23%	6%	-27%	-37%	-64%

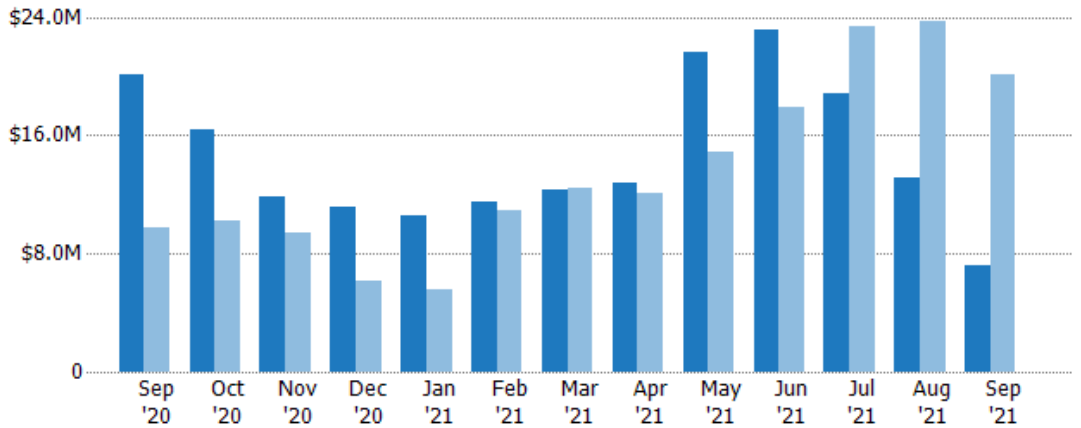
Pending Sales Volume

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.
Sep '21	\$7.2M	-64.2%
Sep '20	\$20.1M	106.3%
Sep '19	\$9.75M	-10.5%



	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21
Current Year	\$20.1M	\$16.4M	\$11.9M	\$11.1M	\$10.6M	\$11.5M	\$12.3M	\$12.7M	\$21.6M	\$23.1M	\$18.8M	\$13.1M	\$7.2M
Prior Year	\$9.75M	\$10.2M	\$9.42M	\$6.2M	\$5.6M	\$11M	\$12.5M	\$12.1M	\$14.9M	\$17.9M	\$23.3M	\$23.7M	\$20.1M
Percent Change from Prior Year	106%	60%	26%	79%	88%	5%	-1%	5%	45%	29%	-19%	-45%	-64%

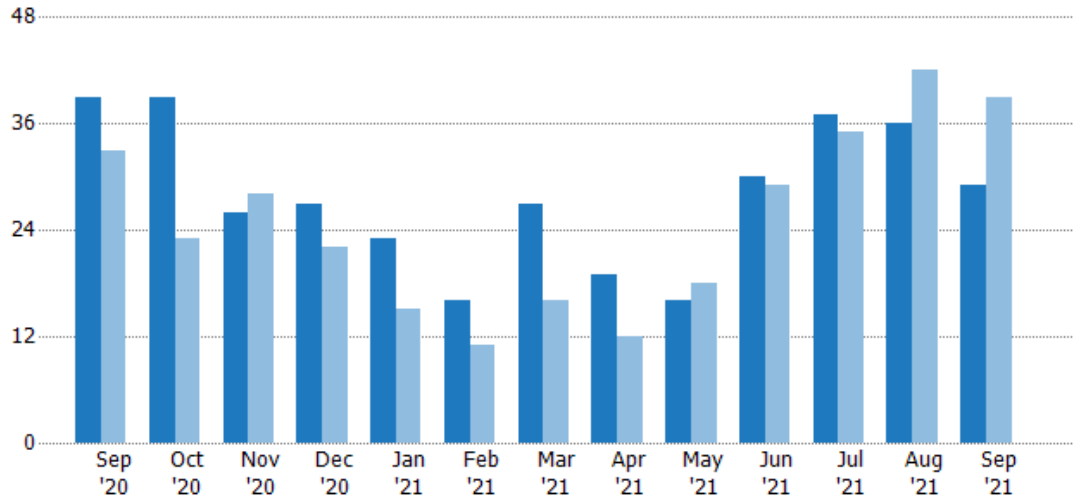
Closed Sales

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.
Sep '21	29	-25.6%
Sep '20	39	18.2%
Sep '19	33	-27.3%



	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21
Current Year	39	39	26	27	23	16	27	19	16	30	37	36	29
Prior Year	33	23	28	22	15	11	16	12	18	29	35	42	39
Percent Change from Prior Year	18%	70%	-7%	23%	53%	45%	69%	58%	-11%	3%	6%	-14%	-26%

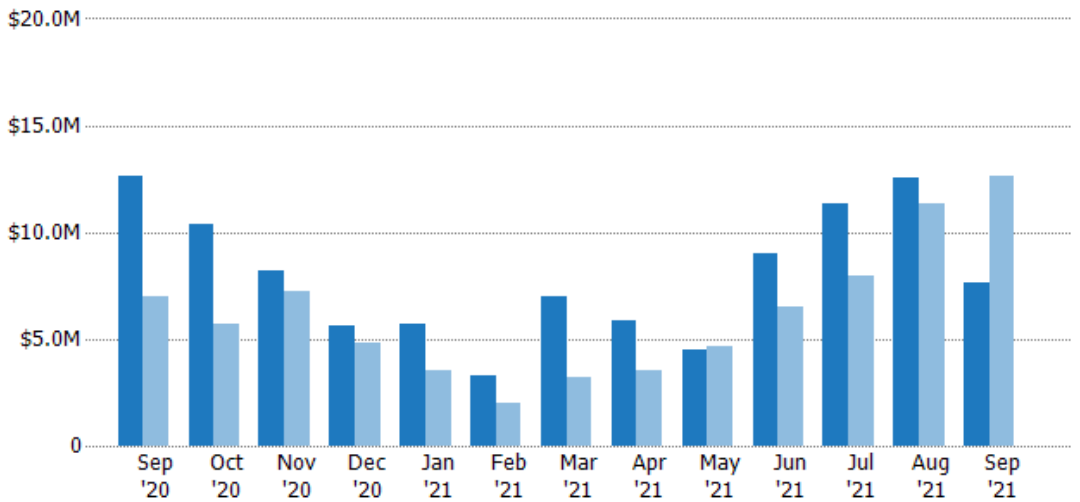
Closed Sales Volume

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.
Sep '21	\$7.62M	-39.8%
Sep '20	\$12.7M	82.1%
Sep '19	\$6.95M	-32.1%



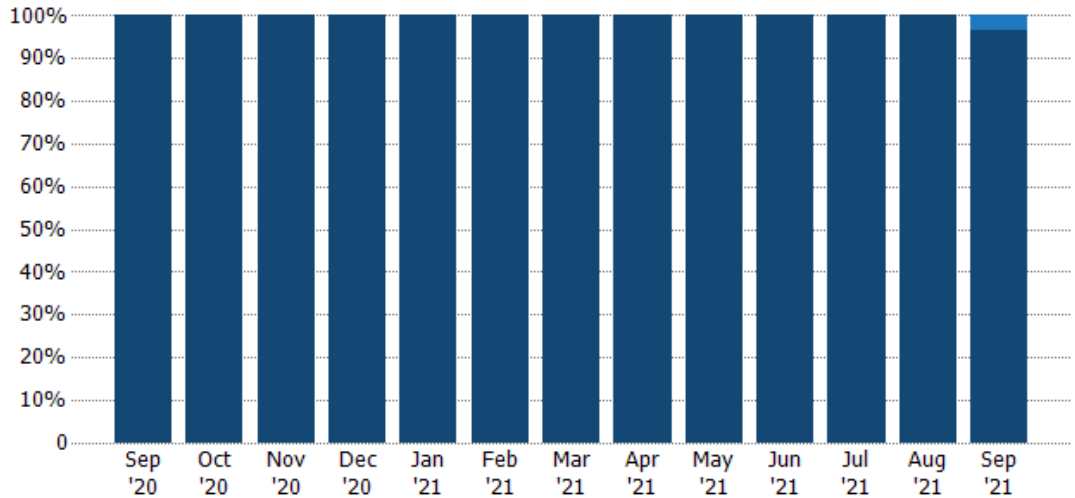
	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21
Current Year	\$12.7M	\$10.4M	\$8.22M	\$5.62M	\$5.69M	\$3.26M	\$7M	\$5.87M	\$4.53M	\$9.01M	\$11.3M	\$12.5M	\$7.62M
Prior Year	\$6.95M	\$5.72M	\$7.21M	\$4.8M	\$3.56M	\$1.98M	\$3.21M	\$3.51M	\$4.62M	\$6.49M	\$7.95M	\$11.3M	\$12.7M
Percent Change from Prior Year	82%	82%	14%	17%	60%	64%	118%	67%	-2%	39%	43%	10%	-40%

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



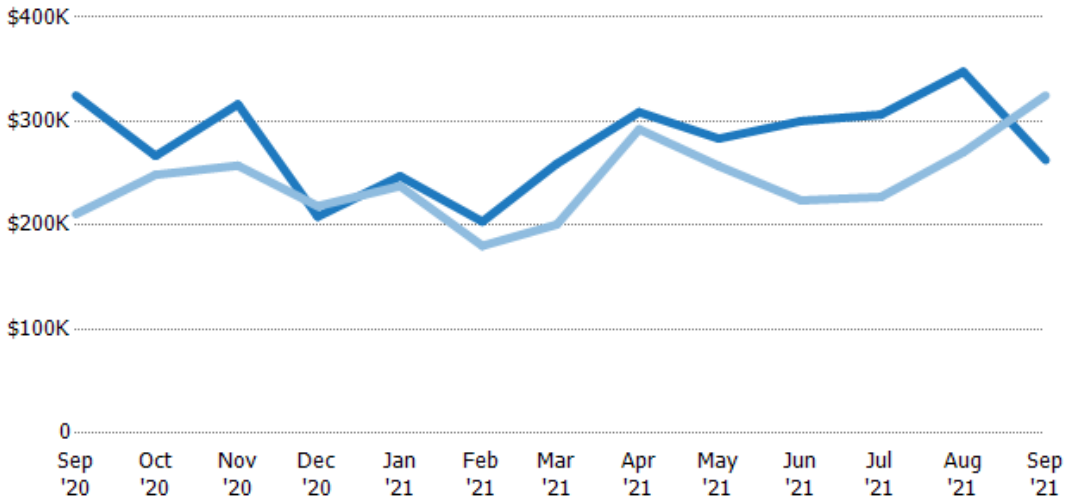
Condo/Townhouse	-	-	-	-	-	-	-	-	-	-	-	-	-	3%
Single Family Residence	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	97%

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	\$325K	\$267K	\$316K	\$208K	\$247K	\$204K	\$259K	\$309K	\$283K	\$300K	\$306K	\$348K	\$263K
Prior Year	\$211K	\$249K	\$257K	\$218K	\$238K	\$180K	\$201K	\$292K	\$257K	\$224K	\$227K	\$270K	\$325K
Percent Change from Prior Year	54%	7%	23%	-5%	4%	13%	29%	6%	10%	34%	35%	29%	-19%

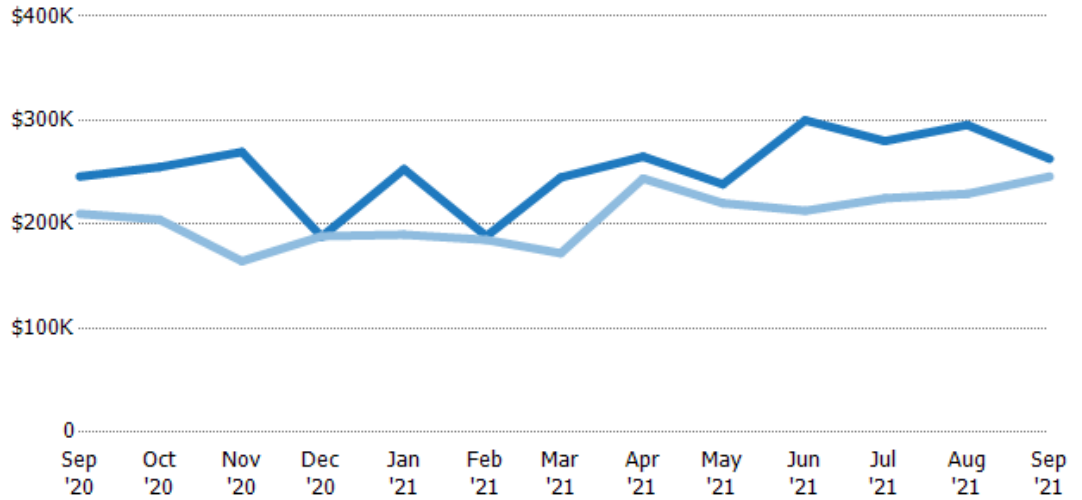
Median Sales Price

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.
Sep '21	\$263K	7%
Sep '20	\$246K	17.1%
Sep '19	\$210K	-27.3%



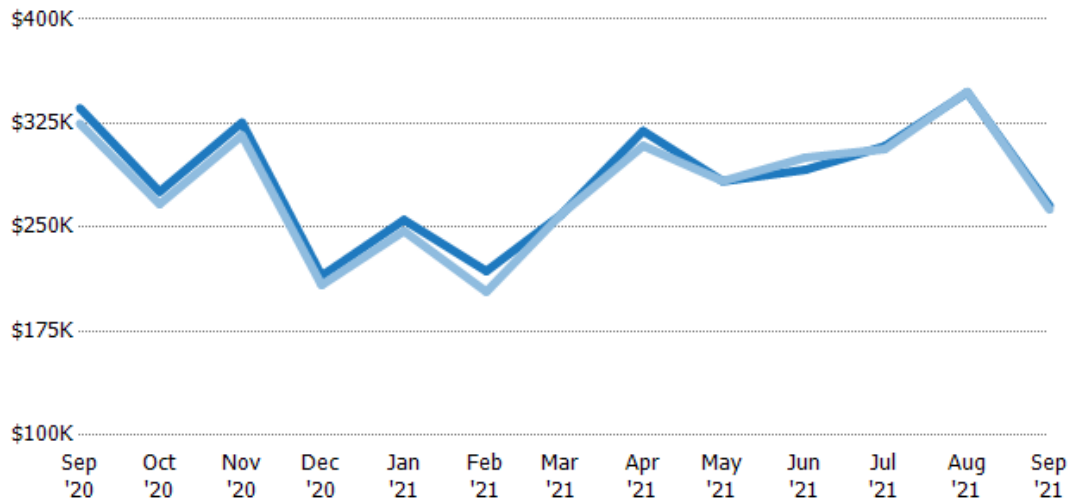
Current Year	\$246K	\$255K	\$270K	\$188K	\$253K	\$189K	\$245K	\$265K	\$239K	\$300K	\$280K	\$296K	\$263K
Prior Year	\$210K	\$205K	\$165K	\$189K	\$190K	\$185K	\$172K	\$244K	\$220K	\$213K	\$225K	\$229K	\$246K
Percent Change from Prior Year	17%	25%	64%	0%	33%	2%	42%	9%	8%	41%	24%	29%	7%

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



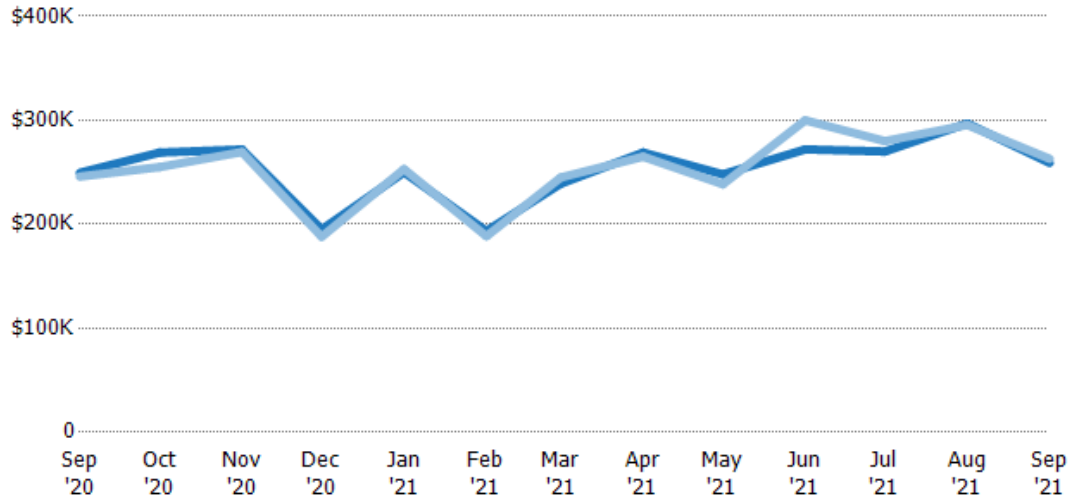
Avg List Price	\$336K	\$276K	\$325K	\$215K	\$255K	\$218K	\$259K	\$319K	\$283K	\$291K	\$309K	\$347K	\$265K
Avg Sales Price	\$325K	\$267K	\$316K	\$208K	\$247K	\$204K	\$259K	\$309K	\$283K	\$300K	\$306K	\$348K	\$263K
Avg Sales Price as a % of Avg List Price	97%	97%	97%	97%	97%	93%	100%	97%	100%	103%	99%	100%	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



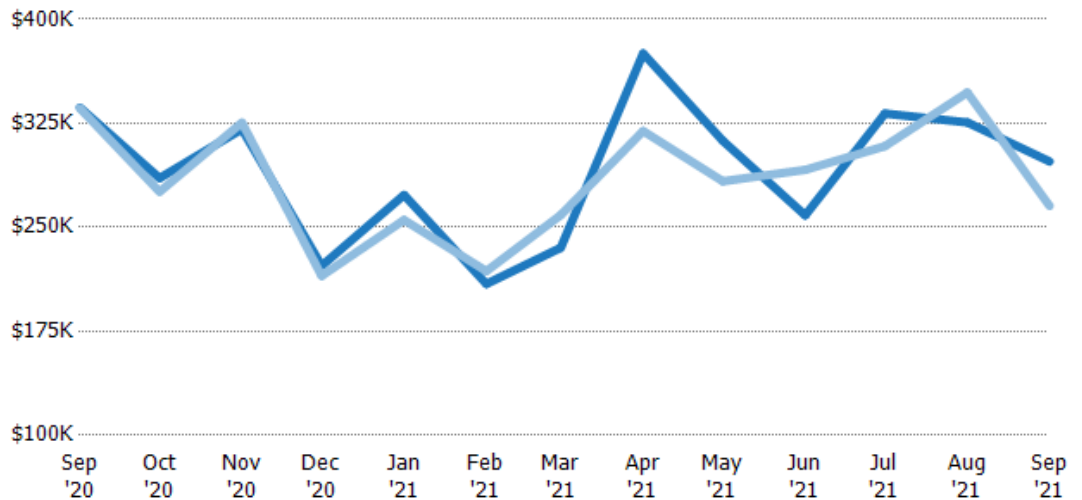
	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21
Median List Price	\$250K	\$269K	\$272K	\$195K	\$250K	\$194K	\$239K	\$269K	\$248K	\$272K	\$270K	\$297K	\$259K
Median Sales Price	\$246K	\$255K	\$270K	\$188K	\$253K	\$189K	\$245K	\$265K	\$239K	\$300K	\$280K	\$296K	\$263K
Med Sales Price as a % of Med List Price	99%	95%	99%	96%	101%	97%	103%	99%	96%	110%	104%	99%	102%

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



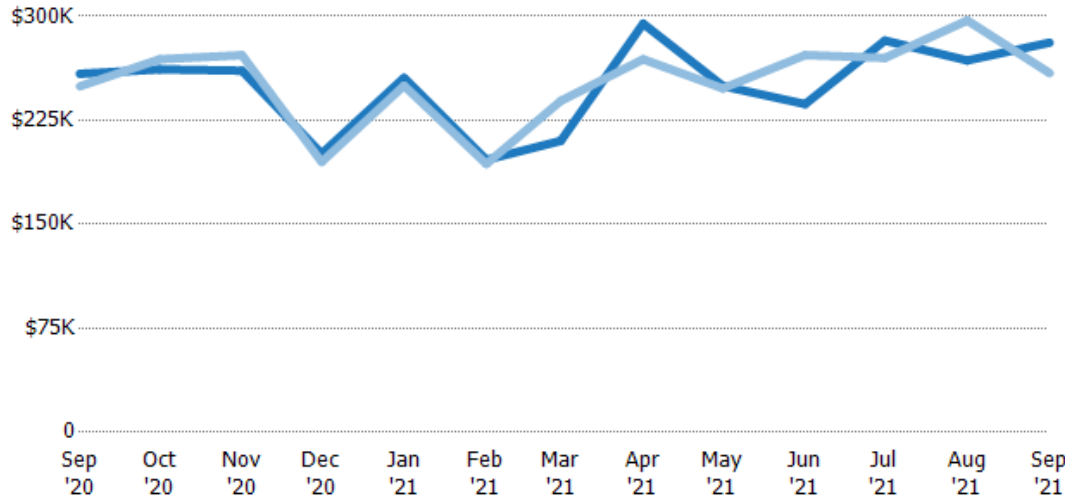
	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21
Avg Est Value	\$336K	\$285K	\$321K	\$222K	\$273K	\$209K	\$235K	\$375K	\$312K	\$259K	\$332K	\$326K	\$297K
Avg Sales Price	\$336K	\$276K	\$325K	\$215K	\$255K	\$218K	\$259K	\$319K	\$283K	\$291K	\$309K	\$347K	\$265K
Avg Sales Price as a % of Avg Est Value	100%	97%	101%	97%	93%	104%	110%	85%	91%	113%	93%	107%	89%

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



	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21
Median Est Value	\$259K	\$262K	\$261K	\$201K	\$256K	\$196K	\$210K	\$295K	\$250K	\$237K	\$283K	\$268K	\$281K
Median Sales Price	\$250K	\$269K	\$272K	\$195K	\$250K	\$194K	\$239K	\$269K	\$248K	\$272K	\$270K	\$297K	\$259K
Med Sales Price as a % of Med Est Value	97%	103%	104%	97%	98%	98%	114%	91%	99%	115%	96%	111%	92%