

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	Aug 2021	Aug 2020	+ / -	YTD 2021	YTD 2020	+ / -
Listing Activity Charts Metrics						
New Listing Count	33	39	-15.4%	259	260	-0.4%
New Listing Volume	\$8,310,000	\$10,981,008	-24.3%	\$93,449,124	\$77,005,101	+21.4%
Active Listing Count	83	110	-24.5%	N/A	N/A	
Active Listing Volume	\$38,935,725	\$37,254,302	+4.5%	N/A	N/A	
Average Listing Price	\$469,105	\$338,675	+38.5%	\$467,150	\$324,977	+43.7%
Median Listing Price	\$260,000	\$251,000	+3.6%	\$281,356	\$239,259	+17.6%
Median Days in RPR	62	78.5	-21%	74.18	125.86	-41.1%
Months of Inventory	2.2	3.1	-28.6%	3.1	8.4	-62.7%
Absorption Rate	44.58%	31.82%	+12.8%	32.07%	11.97%	+20.1%
Sales Activity Charts Metrics						
New Pending Sales Count	26	44	-40.9%	255	274	-6.9%
New Pending Sales Volume	\$7,201,400	\$14,194,500	-49.3%	\$75,660,099	\$72,735,299	+4%
Pending Sales Count	48	76	-36.8%	N/A	N/A	
Pending Sales Volume	\$13,072,400	\$23,711,700	-44.9%	N/A	N/A	
Closed Sales Count	36	42	-14.3%	204	178	+14.6%
Closed Sales Volume	\$12,516,250	\$11,346,700	+10.3%	\$59,196,315	\$42,681,347	+38.7%
Average Sales Price	\$347,674	\$270,160	+28.7%	\$290,178	\$239,783	+21%
Median Sales Price	\$295,500	\$229,250	+28.9%	\$266,172	\$214,678	+24%

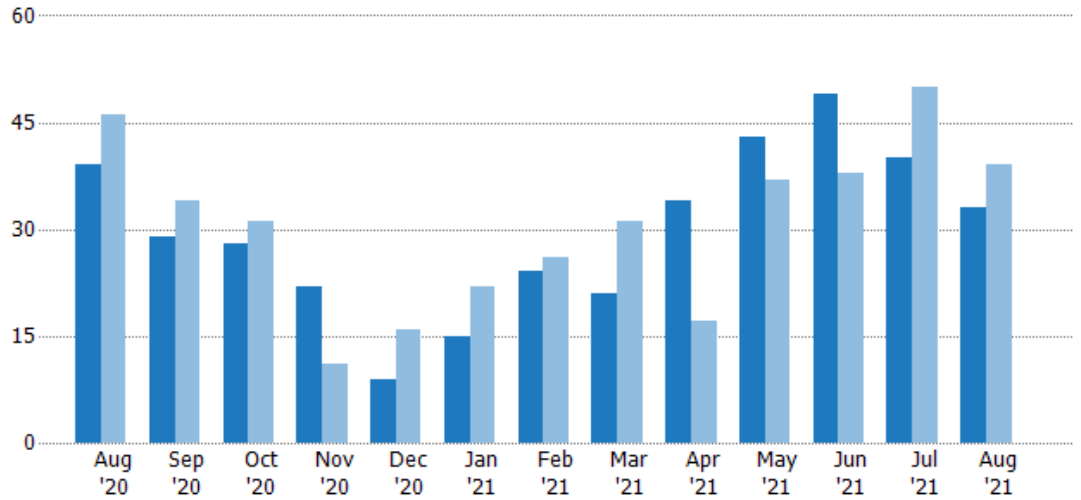
New Listings

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.
Aug '21	33	-15.4%
Aug '20	39	-15.2%
Aug '19	46	-28.3%



Current Year	39	29	28	22	9	15	24	21	34	43	49	40	33
Prior Year	46	34	31	11	16	22	26	31	17	37	38	50	39
Percent Change from Prior Year	-15%	-15%	-10%	100%	-44%	-32%	-8%	-32%	100%	16%	29%	-20%	-15%

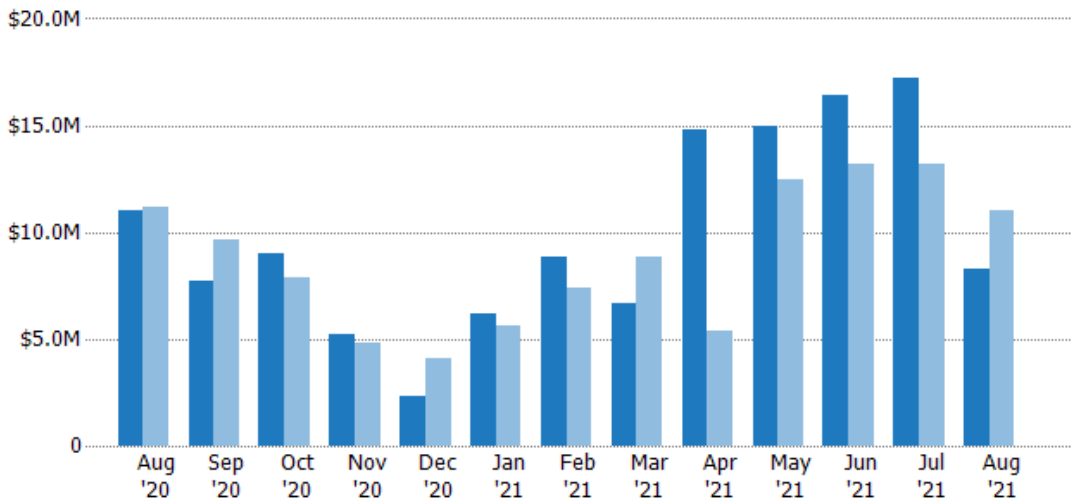
New Listing Volume

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.
Aug '21	\$8.31M	-24.3%
Aug '20	\$11M	-1.6%
Aug '19	\$11.2M	-7.4%



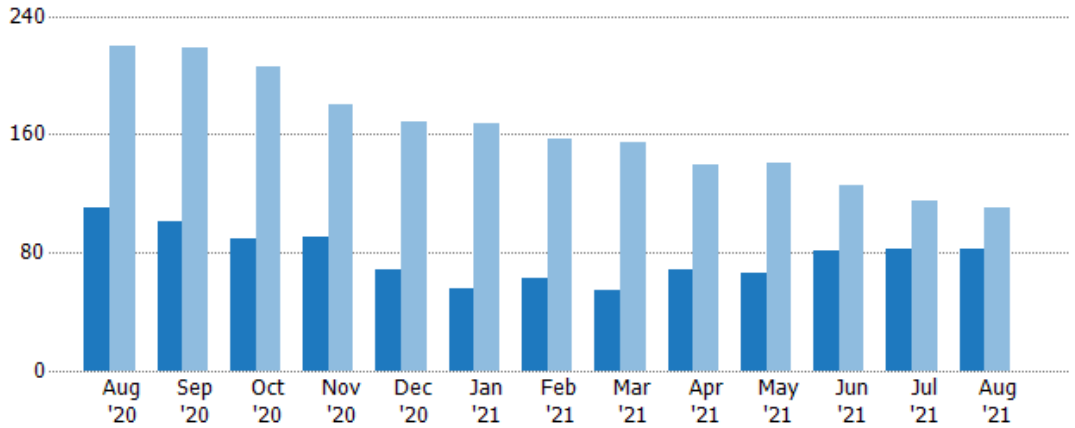
Current Year	\$11M	\$7.74M	\$8.98M	\$5.23M	\$2.31M	\$6.16M	\$8.84M	\$6.7M	\$14.8M	\$15M	\$16.4M	\$17.3M	\$8.31M
Prior Year	\$11.2M	\$9.64M	\$7.85M	\$4.83M	\$4.12M	\$5.65M	\$7.36M	\$8.82M	\$5.37M	\$12.4M	\$13.2M	\$13.2M	\$11M
Percent Change from Prior Year	-2%	-20%	14%	8%	-44%	9%	20%	-24%	176%	21%	24%	31%	-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



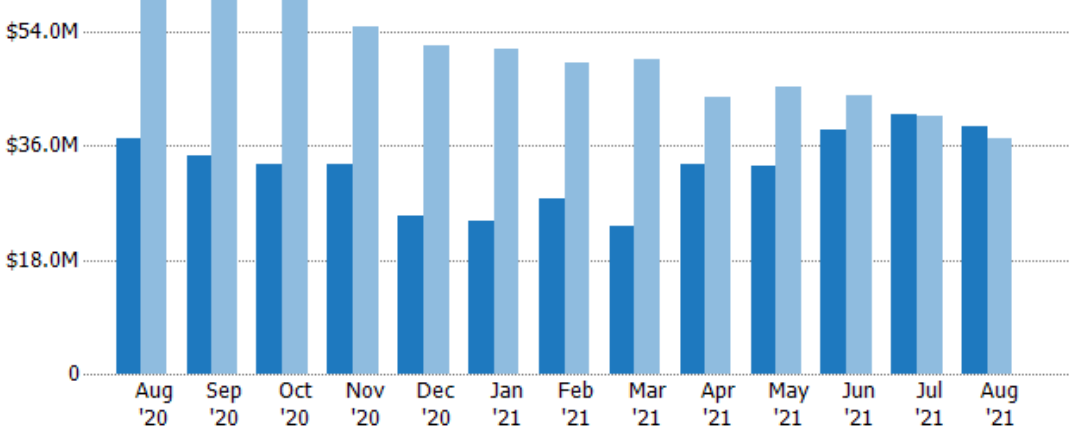
	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21
Current Year	110	101	89	90	68	56	63	55	69	66	81	82	83
Prior Year	220	218	206	180	169	167	157	155	140	141	126	115	110
Percent Change from Prior Year	-50%	-54%	-57%	-50%	-60%	-66%	-60%	-65%	-51%	-53%	-36%	-29%	-25%

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



	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21
Current Year	\$37.3M	\$34.5M	\$33.2M	\$33.1M	\$24.9M	\$24M	\$27.7M	\$23.4M	\$33M	\$32.8M	\$38.5M	\$41M	\$38.9M
Prior Year	\$62.8M	\$64.2M	\$61.3M	\$54.7M	\$51.9M	\$51.3M	\$49.2M	\$49.8M	\$43.7M	\$45.2M	\$44M	\$40.6M	\$37.3M
Percent Change from Prior Year	-41%	-46%	-46%	-39%	-52%	-53%	-44%	-53%	-25%	-27%	-12%	1%	5%

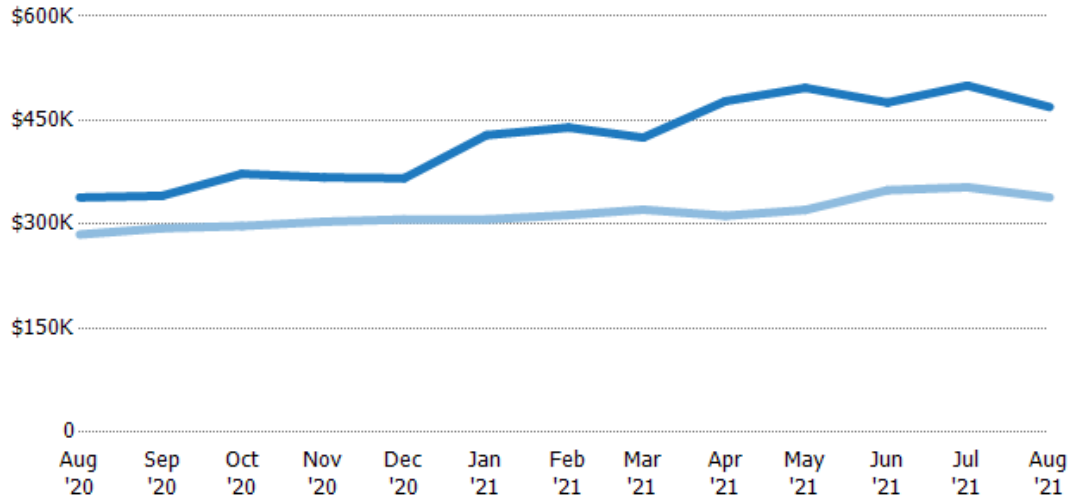
Average Listing Price

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.
Aug '21	\$469K	38.5%
Aug '20	\$339K	18.7%
Aug '19	\$285K	1.8%



Current Year	\$339K	\$341K	\$373K	\$368K	\$366K	\$429K	\$440K	\$425K	\$478K	\$497K	\$476K	\$500K	\$469K
Prior Year	\$285K	\$294K	\$297K	\$304K	\$307K	\$307K	\$313K	\$321K	\$312K	\$321K	\$349K	\$353K	\$339K
Percent Change from Prior Year	19%	16%	25%	21%	19%	40%	40%	32%	53%	55%	36%	42%	39%

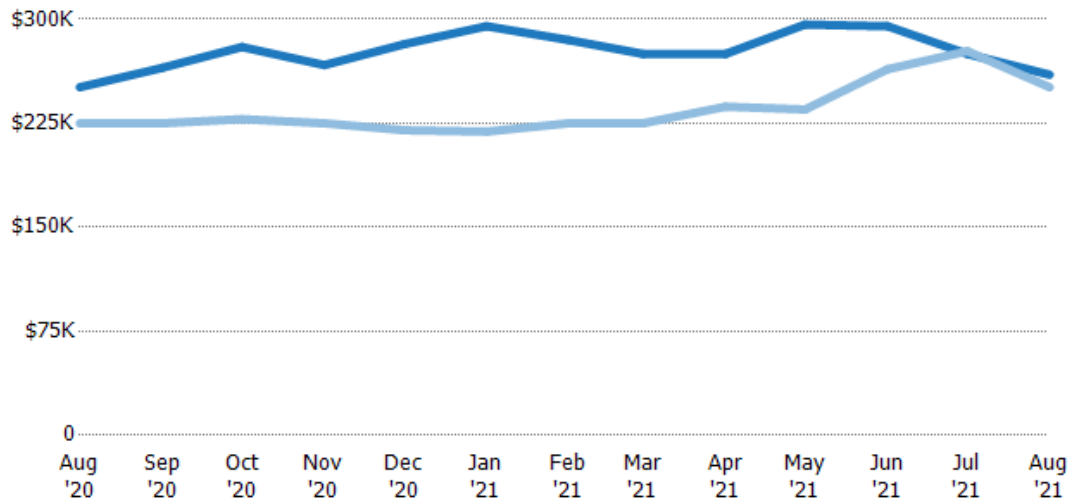
Median Listing Price

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.
Aug '21	\$260K	3.6%
Aug '20	\$251K	11.6%
Aug '19	\$225K	-2.4%



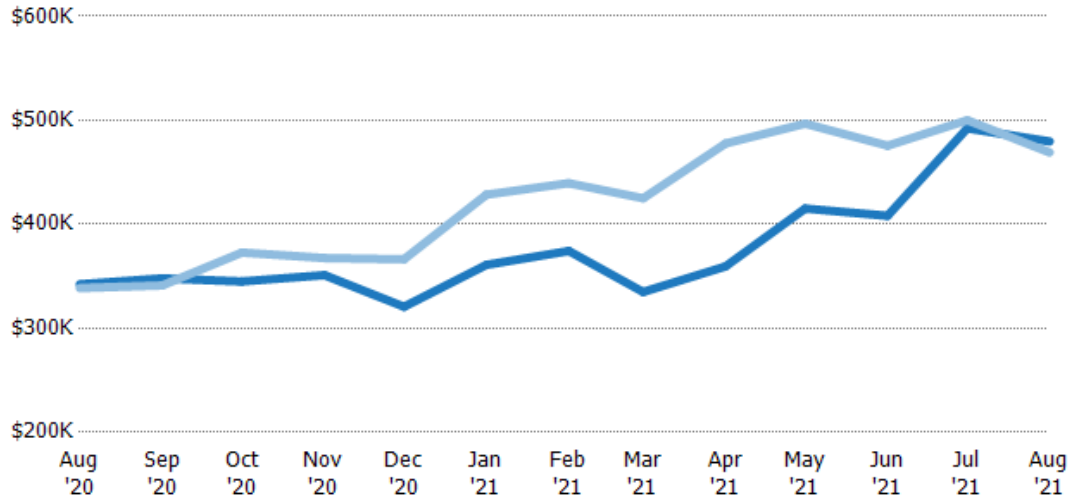
Current Year	\$251K	\$265K	\$280K	\$267K	\$282K	\$295K	\$285K	\$275K	\$275K	\$296K	\$295K	\$275K	\$260K
Prior Year	\$225K	\$225K	\$228K	\$225K	\$220K	\$219K	\$225K	\$225K	\$237K	\$235K	\$264K	\$277K	\$251K
Percent Change from Prior Year	12%	18%	23%	19%	28%	35%	27%	22%	16%	26%	12%	-1%	4%

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



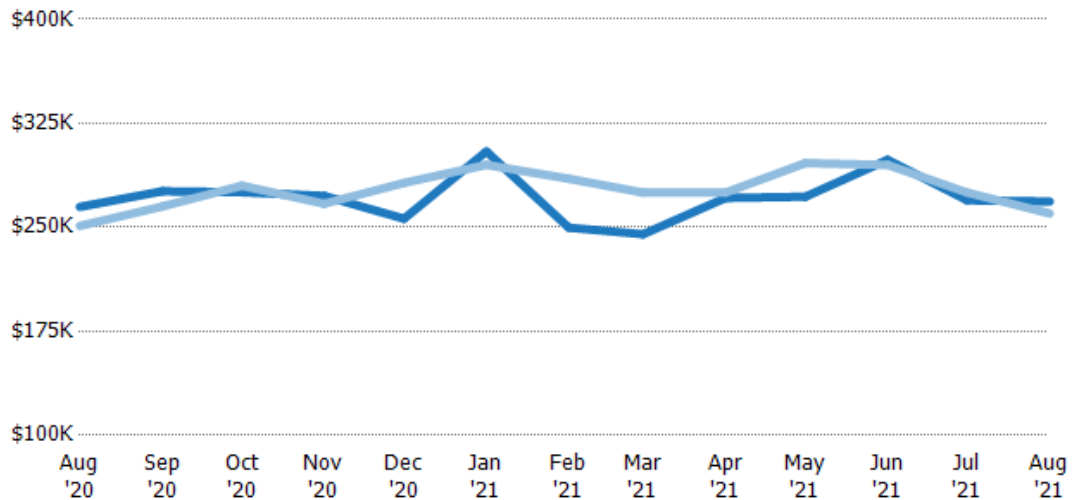
	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21
Avg Est Value	\$342K	\$348K	\$345K	\$351K	\$321K	\$361K	\$374K	\$335K	\$359K	\$415K	\$408K	\$492K	\$480K
Avg Listing Price	\$339K	\$341K	\$373K	\$368K	\$366K	\$429K	\$440K	\$425K	\$478K	\$497K	\$476K	\$500K	\$469K
Avg Listing Price as a % of Avg Est Value	99%	98%	108%	105%	114%	119%	117%	127%	133%	120%	117%	102%	98%

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



	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21
Median Est Value	\$265K	\$276K	\$275K	\$273K	\$256K	\$305K	\$250K	\$245K	\$271K	\$272K	\$299K	\$269K	\$269K
Median Listing Price	\$251K	\$265K	\$280K	\$267K	\$282K	\$295K	\$285K	\$275K	\$275K	\$296K	\$295K	\$275K	\$260K
Med Listing Price as a % of Med Est Value	95%	96%	102%	98%	110%	97%	114%	112%	101%	109%	99%	102%	97%

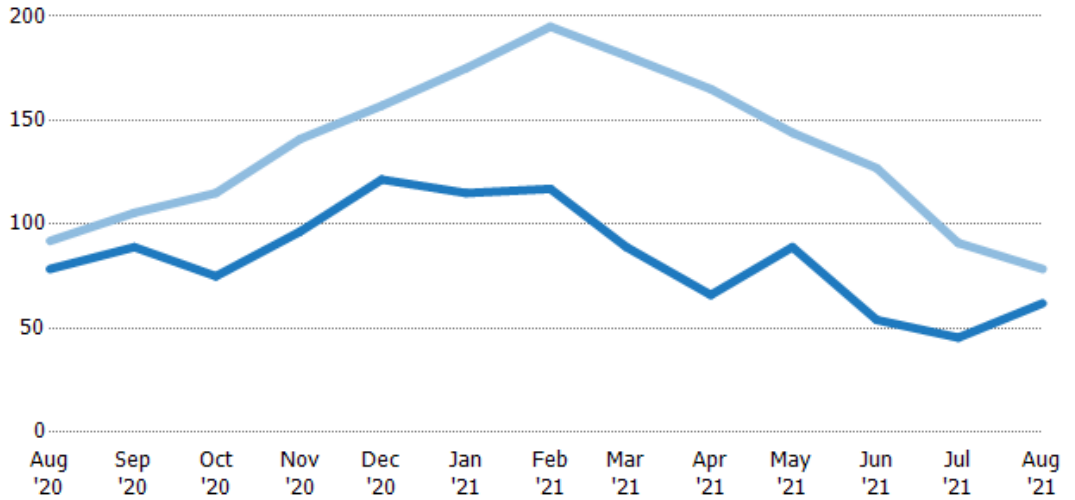
Median Days in RPR

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.
Aug '21	62	-21%
Aug '20	78.5	-14.7%
Aug '19	92	0%



	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21
Current Year	78.5	89	75	96.5	122	115	117	89	66	89	54	45.5	62
Prior Year	92	106	115	141	157	175	195	181	165	144	127	91	78.5
Percent Change from Prior Year	-15%	-16%	-35%	-32%	-23%	-34%	-40%	-51%	-60%	-38%	-57%	-50%	-21%

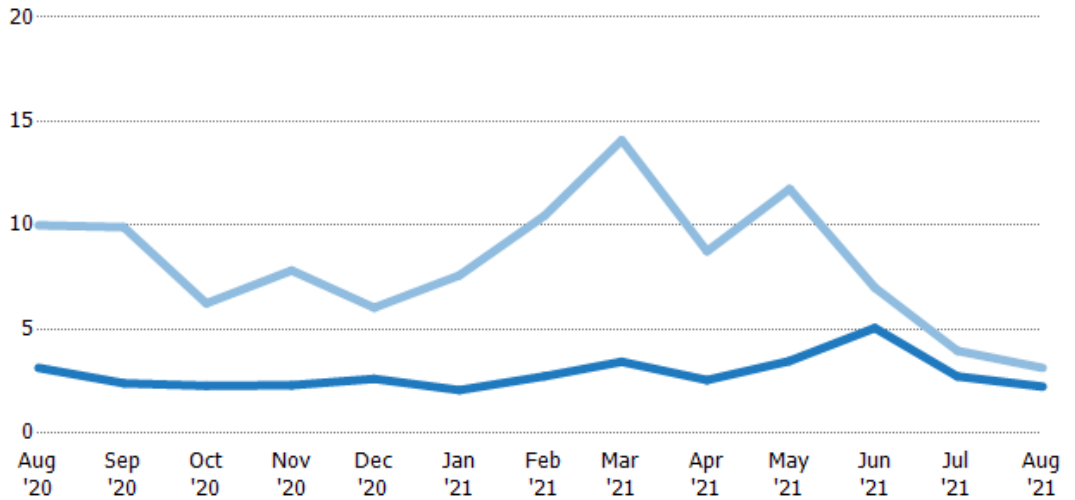
Months of Inventory

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.
Aug '21	2.24	-28.6%
Aug '20	3.14	-68.6%
Aug '19	10	6.7%



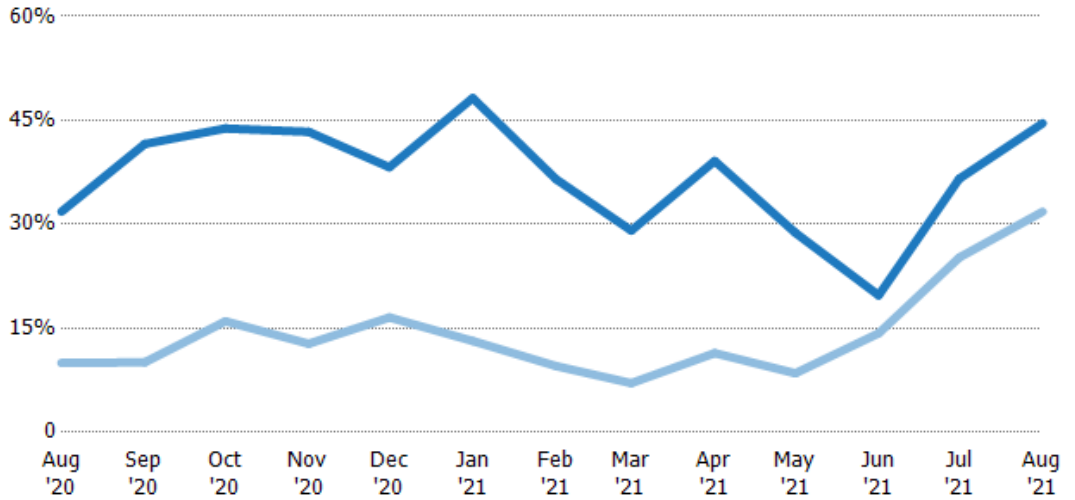
	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21
Current Year	3.14	2.4	2.28	2.31	2.62	2.07	2.74	3.44	2.56	3.47	5.06	2.73	2.24
Prior Year	10	9.91	6.24	7.83	6.04	7.59	10.5	14.1	8.75	11.8	7	3.97	3.14
Percent Change from Prior Year	-69%	-76%	-63%	-71%	-57%	-73%	-74%	-76%	-71%	-70%	-28%	-31%	-29%

Absorption Rate

The percentage of inventory sold per month.

Filters Used

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



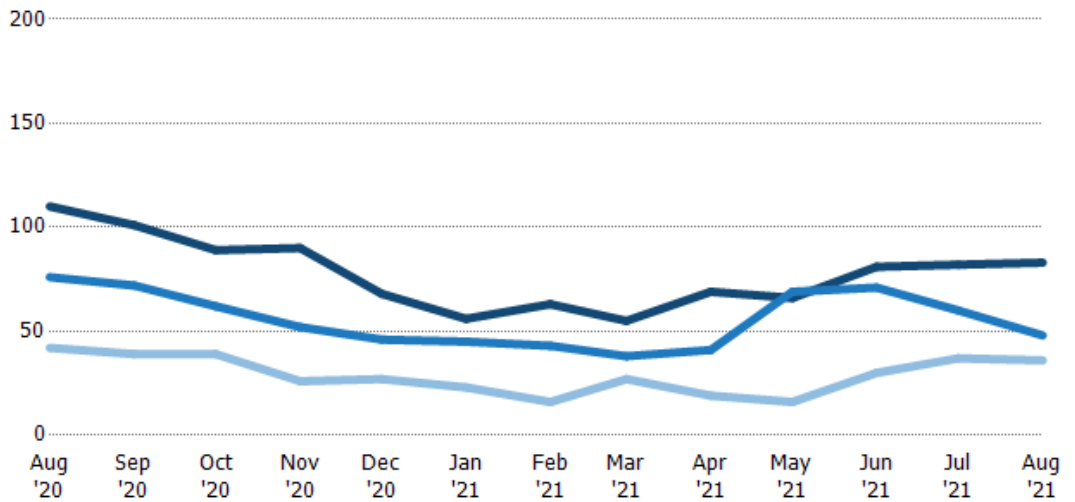
	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21
Current Year	32%	42%	44%	43%	38%	48%	37%	29%	39%	29%	20%	37%	45%
Prior Year	10%	10%	16%	13%	17%	13%	10%	7%	11%	9%	14%	25%	32%
Change from Prior Year	-22%	-31%	-28%	-31%	-22%	-35%	-27%	-22%	-28%	-20%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

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



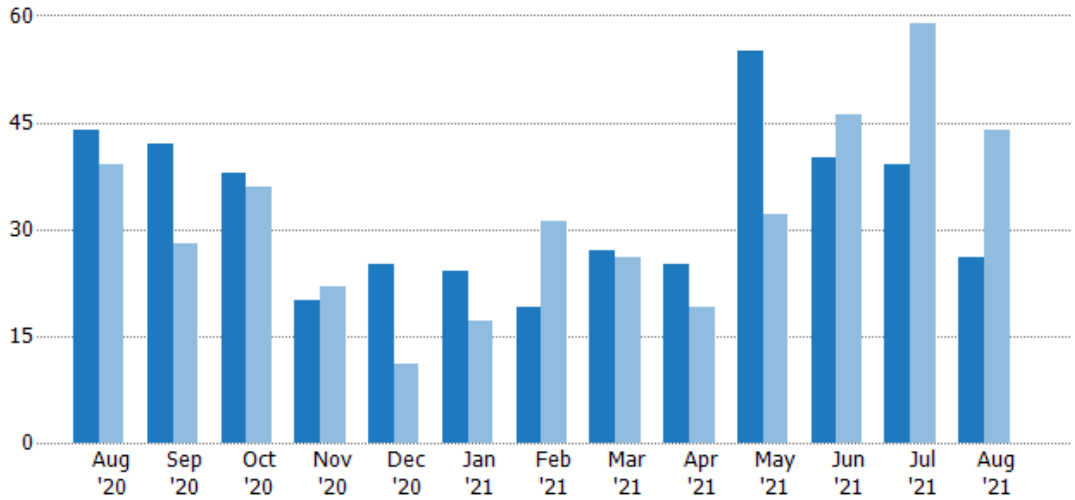
	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21
Active	110	101	89	90	68	56	63	55	69	66	81	82	83
Pending	76	72	62	52	46	45	43	38	41	69	71	60	48
Sold	42	39	39	26	27	23	16	27	19	16	30	37	36

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



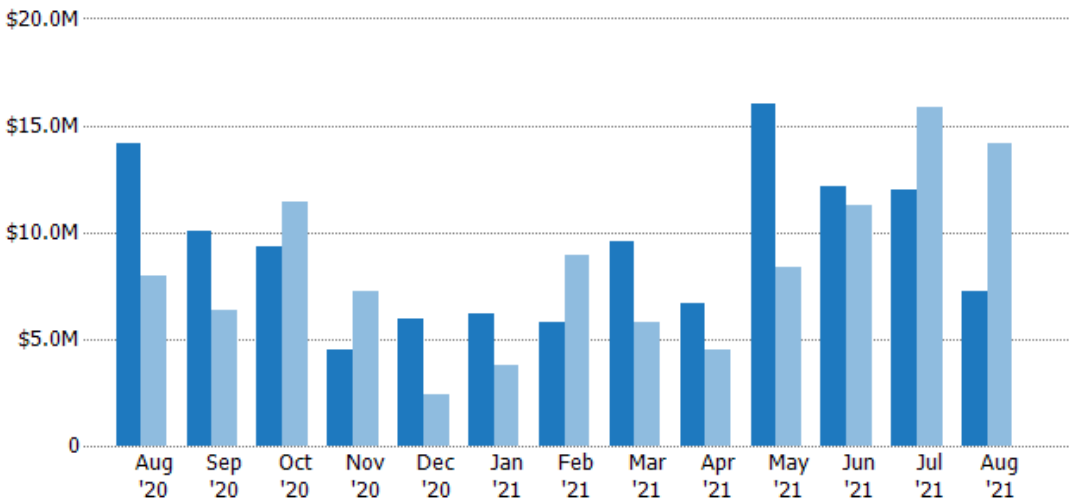
	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21
Current Year	44	42	38	20	25	24	19	27	25	55	40	39	26
Prior Year	39	28	36	22	11	17	31	26	19	32	46	59	44
Percent Change from Prior Year	13%	50%	6%	-9%	127%	41%	-39%	4%	32%	72%	-13%	-34%	-41%

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



	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21
Current Year	\$14.2M	\$10M	\$9.36M	\$4.49M	\$5.94M	\$6.21M	\$5.8M	\$9.57M	\$6.68M	\$16M	\$12.1M	\$12M	\$7.2M
Prior Year	\$7.95M	\$6.32M	\$11.4M	\$7.24M	\$2.37M	\$3.78M	\$8.95M	\$5.81M	\$4.53M	\$8.38M	\$11.2M	\$15.8M	\$14.2M
Percent Change from Prior Year	79%	58%	-18%	-38%	150%	64%	-35%	65%	48%	91%	8%	-24%	-49%

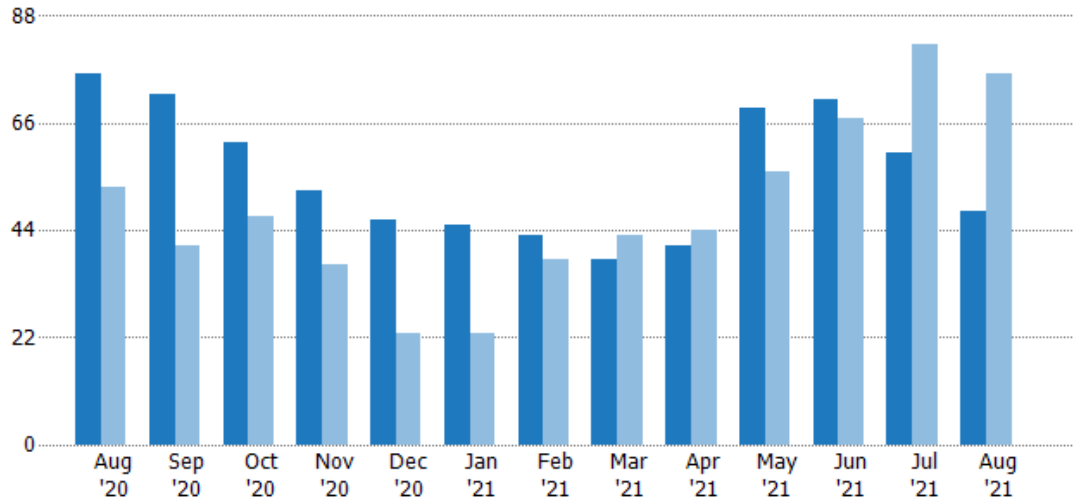
Pending Sales

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.
Aug '21	48	-36.8%
Aug '20	76	43.4%
Aug '19	53	-28.3%



	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21
Current Year	76	72	62	52	46	45	43	38	41	69	71	60	48
Prior Year	53	41	47	37	23	23	38	43	44	56	67	82	76
Percent Change from Prior Year	43%	76%	32%	41%	100%	96%	13%	-12%	-7%	23%	6%	-27%	-37%

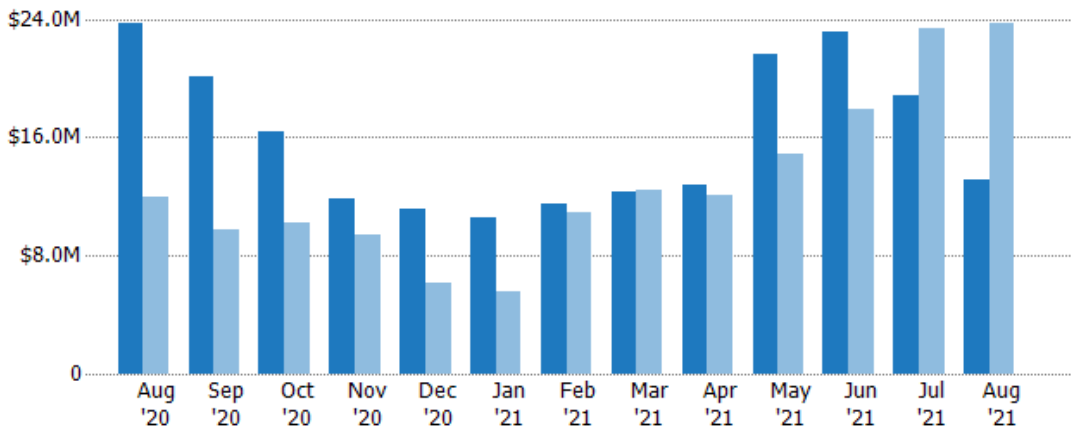
Pending Sales Volume

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.
Aug '21	\$13.1M	-44.9%
Aug '20	\$23.7M	99.1%
Aug '19	\$11.9M	-25.1%



	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21
Current Year	\$23.7M	\$20.1M	\$16.4M	\$11.9M	\$11.1M	\$10.6M	\$11.5M	\$12.3M	\$12.7M	\$21.6M	\$23.1M	\$18.8M	\$13.1M
Prior Year	\$11.9M	\$9.75M	\$10.2M	\$9.42M	\$6.2M	\$5.6M	\$11M	\$12.5M	\$12.1M	\$14.9M	\$17.9M	\$23.3M	\$23.7M
Percent Change from Prior Year	99%	106%	60%	26%	79%	88%	5%	-1%	5%	45%	29%	-19%	-45%

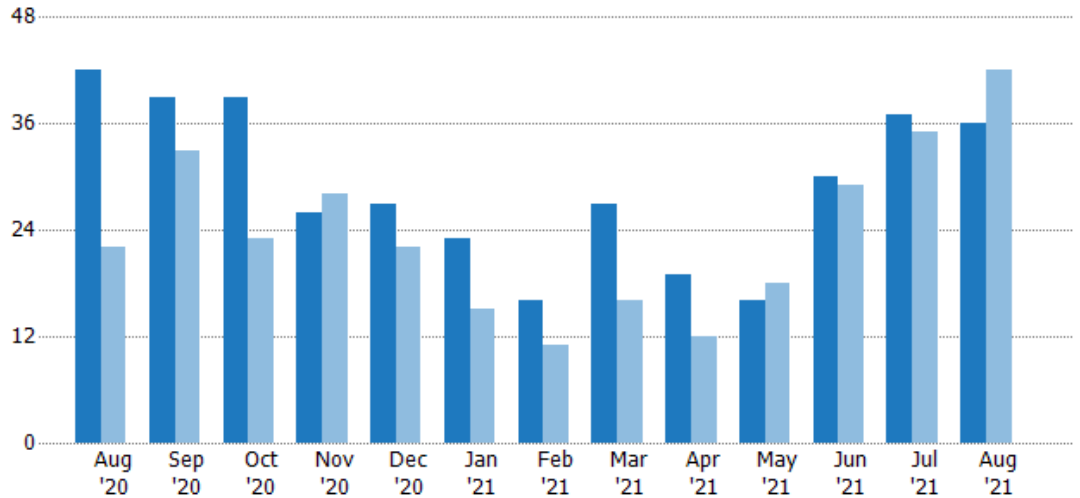
Closed Sales

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.
Aug '21	36	-14.3%
Aug '20	42	90.9%
Aug '19	22	18.2%



	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21
Current Year	42	39	39	26	27	23	16	27	19	16	30	37	36
Prior Year	22	33	23	28	22	15	11	16	12	18	29	35	42
Percent Change from Prior Year	91%	18%	70%	-7%	23%	53%	45%	69%	58%	-11%	3%	6%	-14%

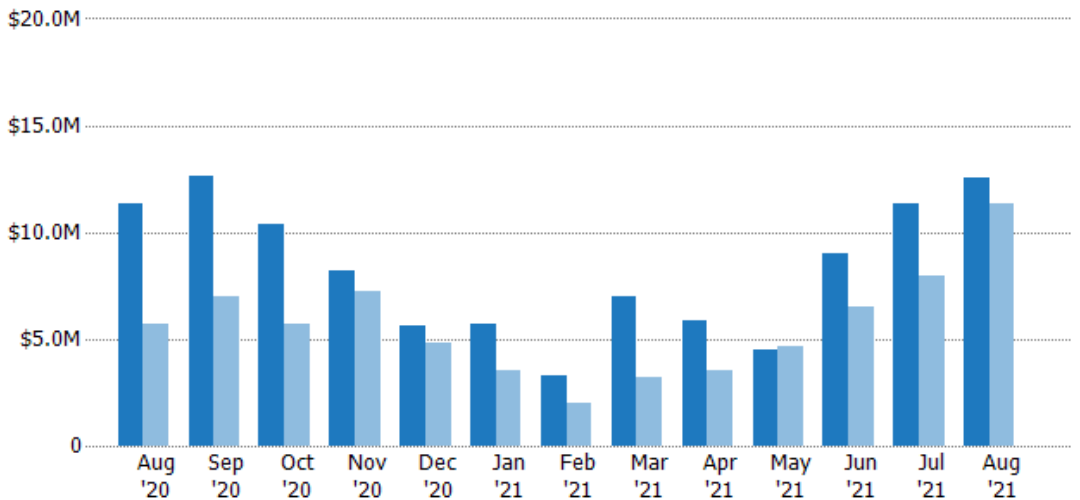
Closed Sales Volume

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.
Aug '21	\$12.5M	10.3%
Aug '20	\$11.3M	97.6%
Aug '19	\$5.74M	6.7%



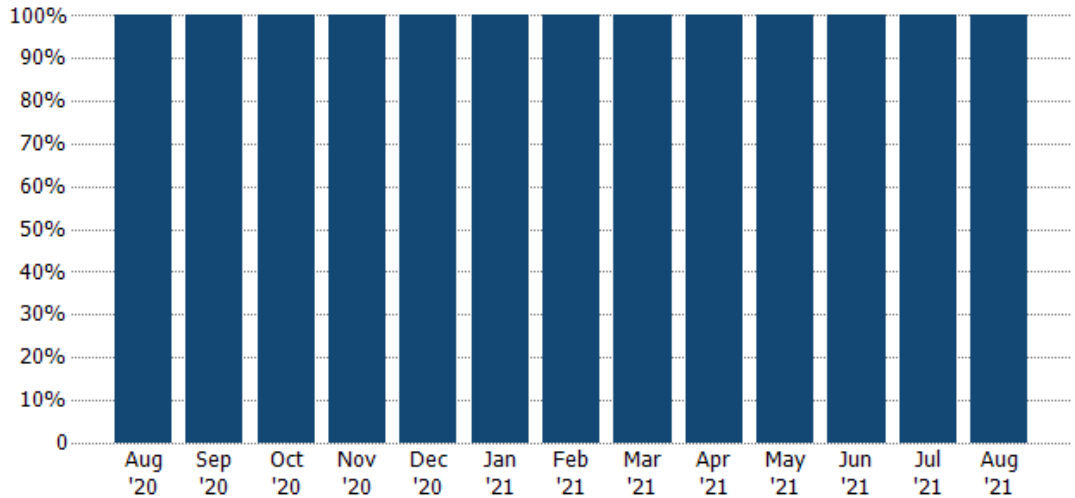
	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21
Current Year	\$11.3M	\$12.7M	\$10.4M	\$8.22M	\$5.62M	\$5.69M	\$3.26M	\$7M	\$5.87M	\$4.53M	\$9.01M	\$11.3M	\$12.5M
Prior Year	\$5.74M	\$6.95M	\$5.72M	\$7.21M	\$4.8M	\$3.56M	\$1.98M	\$3.21M	\$3.51M	\$4.62M	\$6.49M	\$7.95M	\$11.3M
Percent Change from Prior Year	98%	82%	82%	14%	17%	60%	64%	118%	67%	-2%	39%	43%	10%

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

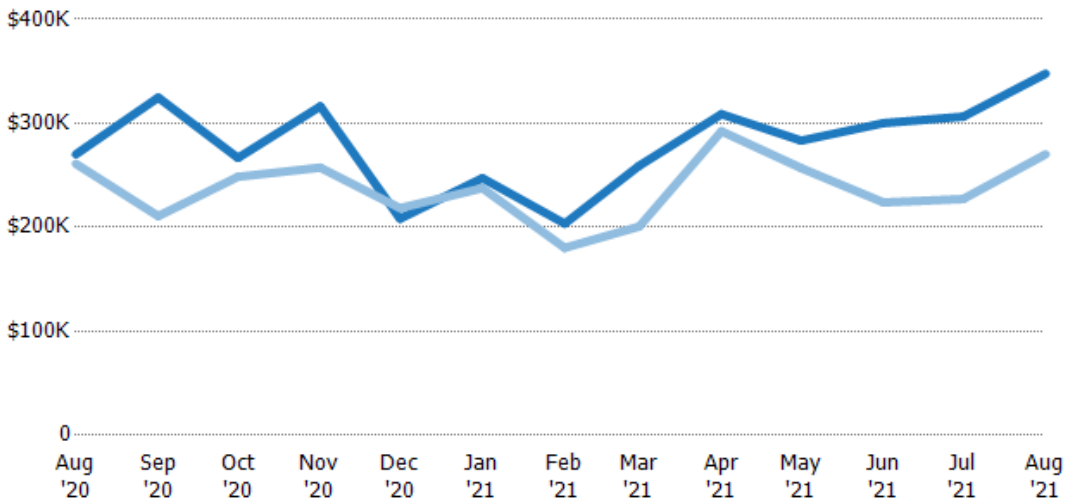
100% 100% 100% 100% 100% 100% 100% 100% 100% 100% 100% 100% 100%

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.
Aug '21	\$348K	28.7%
Aug '20	\$270K	3.5%
Aug '19	\$261K	-9.7%

■ Current Year

■ Prior Year

Percent Change from Prior Year

\$270K \$325K \$267K \$316K \$208K \$247K \$204K \$259K \$309K \$283K \$300K \$306K \$348K
 \$261K \$211K \$249K \$257K \$218K \$238K \$180K \$201K \$292K \$257K \$224K \$227K \$270K
 3% 54% 7% 23% -5% 4% 13% 29% 6% 10% 34% 35% 29%

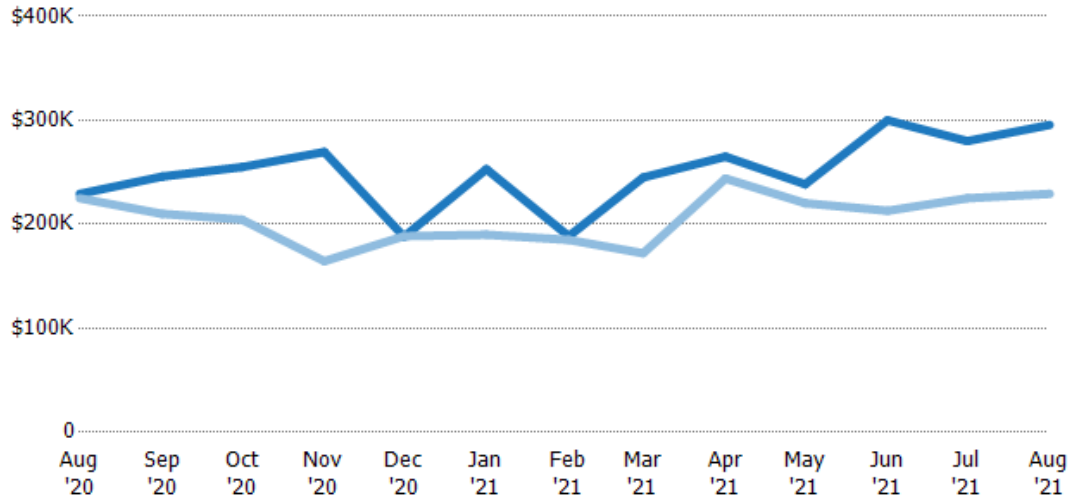
Median Sales Price

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.
Aug '21	\$296K	28.9%
Aug '20	\$229K	1.9%
Aug '19	\$225K	2%



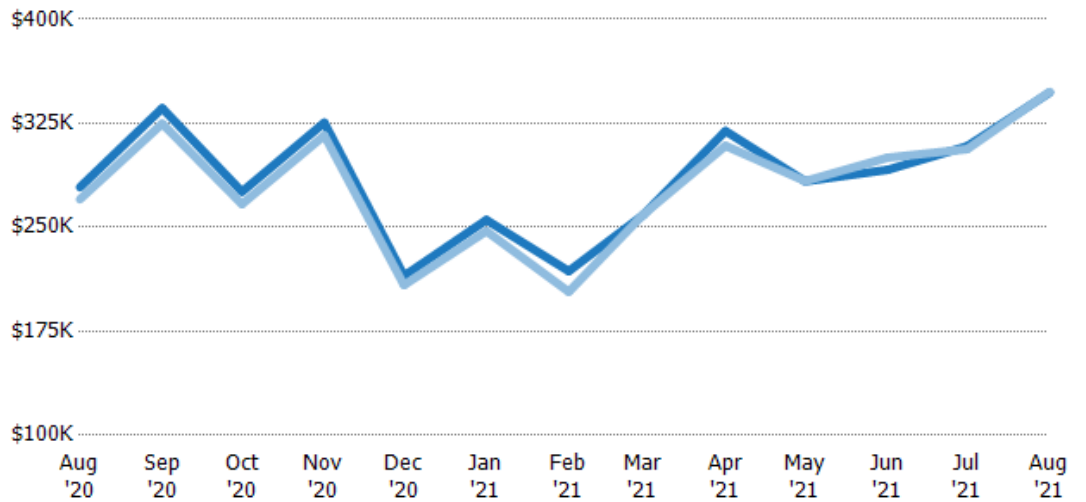
Current Year	\$229K	\$246K	\$255K	\$270K	\$188K	\$253K	\$189K	\$245K	\$265K	\$239K	\$300K	\$280K	\$296K
Prior Year	\$225K	\$210K	\$205K	\$165K	\$189K	\$190K	\$185K	\$172K	\$244K	\$220K	\$213K	\$225K	\$229K
Percent Change from Prior Year	2%	17%	25%	64%	0%	33%	2%	42%	9%	8%	41%	24%	29%

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



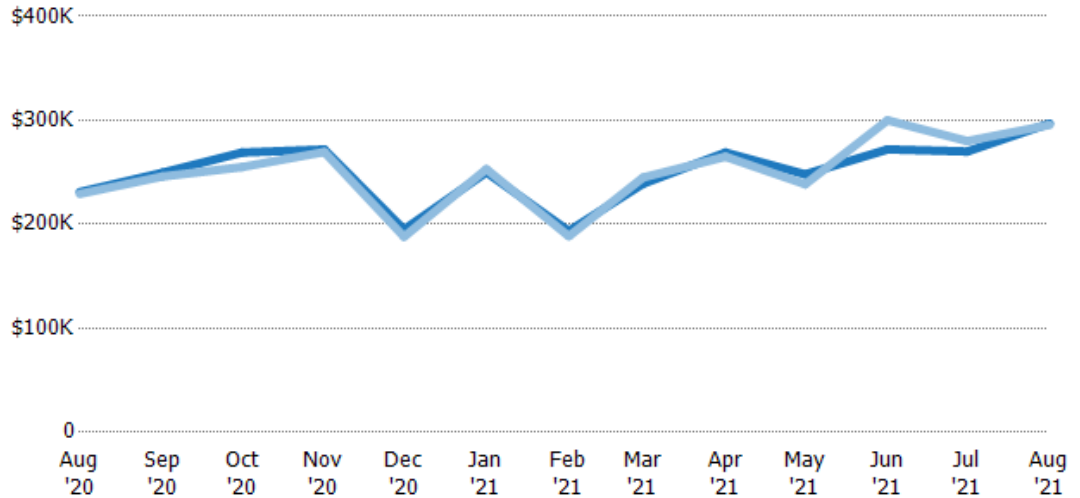
Avg List Price	\$279K	\$336K	\$276K	\$325K	\$215K	\$255K	\$218K	\$259K	\$319K	\$283K	\$291K	\$309K	\$347K
Avg Sales Price	\$270K	\$325K	\$267K	\$316K	\$208K	\$247K	\$204K	\$259K	\$309K	\$283K	\$300K	\$306K	\$348K
Avg Sales Price as a % of Avg List Price	97%	97%	97%	97%	97%	97%	93%	100%	97%	100%	103%	99%	100%

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



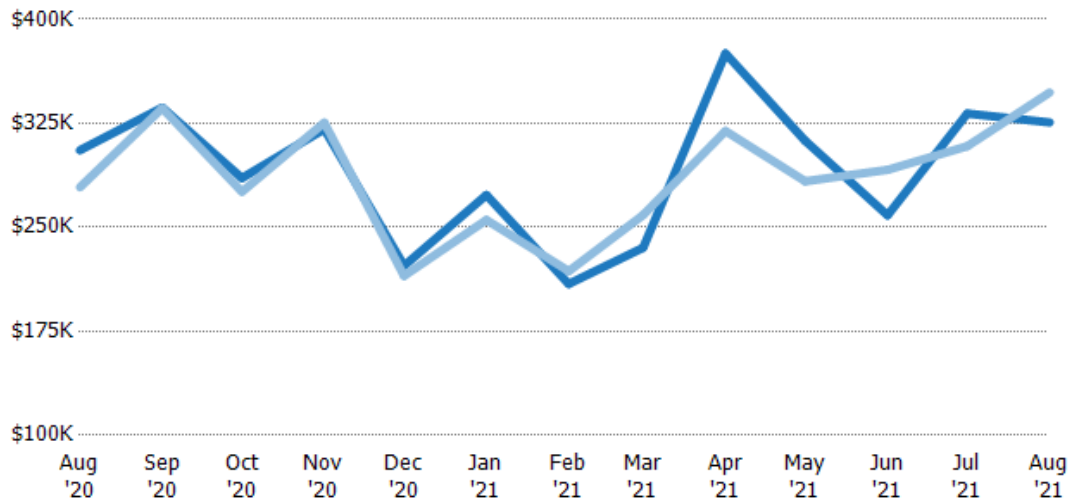
	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21
Median List Price	\$231K	\$250K	\$269K	\$272K	\$195K	\$250K	\$194K	\$239K	\$269K	\$248K	\$272K	\$270K	\$297K
Median Sales Price	\$229K	\$246K	\$255K	\$270K	\$188K	\$253K	\$189K	\$245K	\$265K	\$239K	\$300K	\$280K	\$296K
Med Sales Price as a % of Med List Price	99%	99%	95%	99%	96%	101%	97%	103%	99%	96%	110%	104%	99%

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



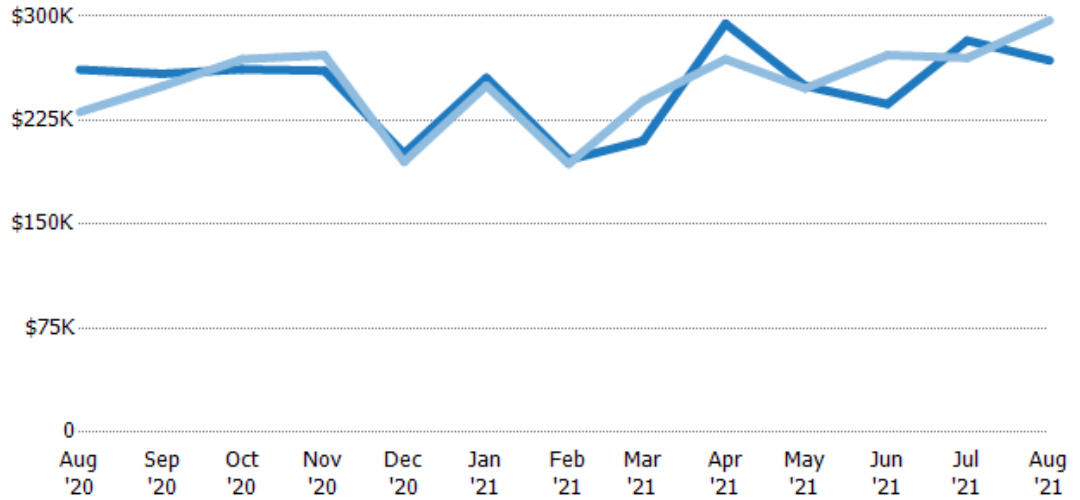
	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21
Avg Est Value	\$306K	\$336K	\$285K	\$321K	\$222K	\$273K	\$209K	\$235K	\$375K	\$312K	\$259K	\$332K	\$326K
Avg Sales Price	\$279K	\$336K	\$276K	\$325K	\$215K	\$255K	\$218K	\$259K	\$319K	\$283K	\$291K	\$309K	\$347K
Avg Sales Price as a % of Avg Est Value	91%	100%	97%	101%	97%	93%	104%	110%	85%	91%	113%	93%	107%

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



	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21
Median Est Value	\$262K	\$259K	\$262K	\$261K	\$201K	\$256K	\$196K	\$210K	\$295K	\$250K	\$237K	\$283K	\$268K
Median Sales Price	\$231K	\$250K	\$269K	\$272K	\$195K	\$250K	\$194K	\$239K	\$269K	\$248K	\$272K	\$270K	\$297K
Med Sales Price as a % of Med Est Value	88%	97%	103%	104%	97%	98%	98%	114%	91%	99%	115%	96%	111%