

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	49	57	-14%	442	420	+5.2%
New Listing Volume	\$13,990,300	\$17,123,400	-18.3%	\$134,023,720	\$108,078,879	+24%
Active Listing Count	176	216	-18.5%	N/A	N/A	
Active Listing Volume	\$67,824,700	\$69,595,698	-2.5%	N/A	N/A	
Average Listing Price	\$385,368	\$322,202	+19.6%	\$386,270	\$276,191	+39.9%
Median Listing Price	\$249,950	\$231,500	+8%	\$243,232	\$206,123	+18%
Median Days in RPR	65.5	101.5	-35.5%	93.68	142.15	-34.1%
Months of Inventory	3.5	3.7	-5.7%	4.1	7.8	-47%
Absorption Rate	28.98%	27.31%	+1.7%	24.12%	12.79%	+11.3%
Sales Activity Charts Metrics						
New Pending Sales Count	17	77	-77.9%	424	443	-4.3%
New Pending Sales Volume	\$4,923,200	\$18,042,900	-72.7%	\$106,174,118	\$92,941,477	+14.2%
Pending Sales Count	40	96	-58.3%	N/A	N/A	
Pending Sales Volume	\$11,443,900	\$22,431,099	-49%	N/A	N/A	
Closed Sales Count	51	58	-12.1%	359	303	+18.5%
Closed Sales Volume	\$15,251,531	\$11,170,091	+36.5%	\$87,568,398	\$60,268,510	+45.3%
Average Sales Price	\$299,050	\$192,588	+55.3%	\$243,923	\$198,906	+22.6%
Median Sales Price	\$270,000	\$179,450	+50.5%	\$209,868	\$176,538	+18.9%

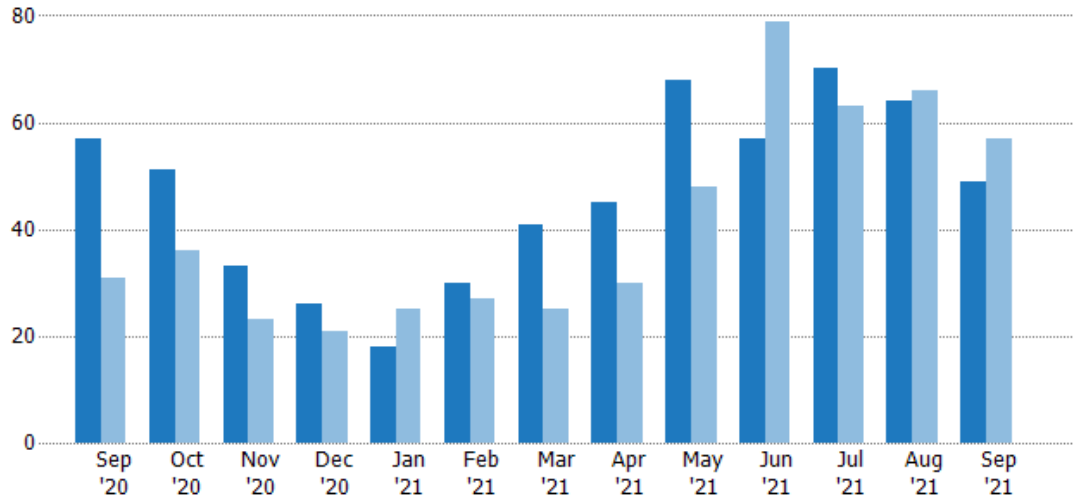
New Listings

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.
Sep '21	49	-14%
Sep '20	57	83.9%
Sep '19	31	32.3%



	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	57	51	33	26	18	30	41	45	68	57	70	64	49
Prior Year	31	36	23	21	25	27	25	30	48	79	63	66	57
Percent Change from Prior Year	84%	42%	43%	24%	-28%	11%	64%	50%	42%	-28%	11%	-3%	-14%

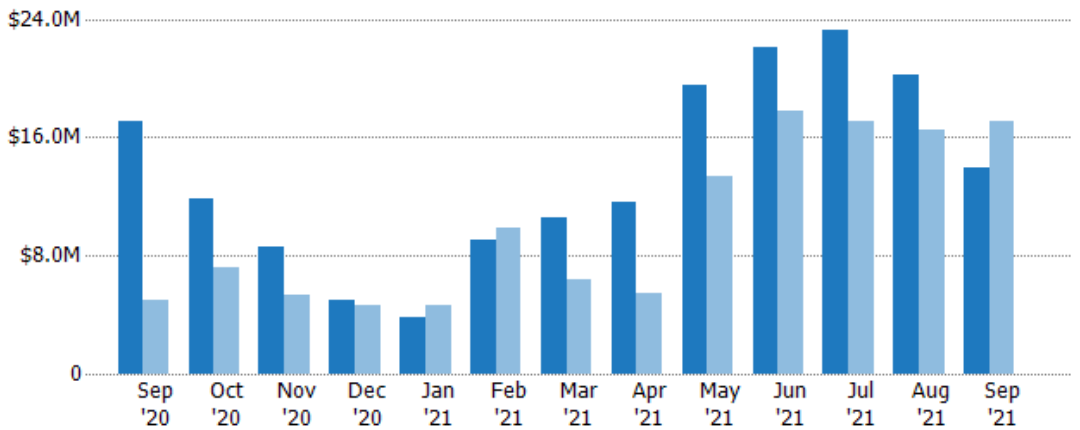
New Listing Volume

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.
Sep '21	\$14M	-18.3%
Sep '20	\$17.1M	244.8%
Sep '19	\$4.97M	82.6%



	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	\$17.1M	\$11.9M	\$8.61M	\$5M	\$3.85M	\$9M	\$10.5M	\$11.6M	\$19.5M	\$22.1M	\$23.2M	\$20.2M	\$14M
Prior Year	\$4.97M	\$7.18M	\$5.36M	\$4.59M	\$4.67M	\$9.92M	\$6.38M	\$5.44M	\$13.3M	\$17.7M	\$17.1M	\$16.5M	\$17.1M
Percent Change from Prior Year	245%	65%	61%	9%	-18%	-9%	65%	114%	47%	25%	36%	23%	-18%

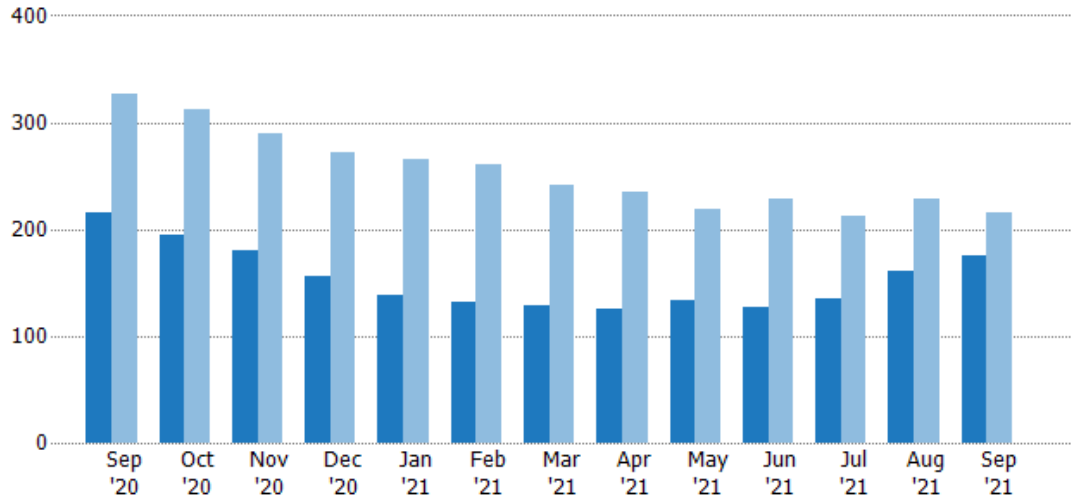
Active Listings

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.
Sep '21	176	-18.5%
Sep '20	216	-33.9%
Sep '19	327	14.4%



Current Year	216	195	180	156	139	132	128	126	133	127	135	160	176
Prior Year	327	312	290	272	265	260	241	235	218	228	212	229	216
Percent Change from Prior Year	-34%	-38%	-38%	-43%	-48%	-49%	-47%	-46%	-39%	-44%	-36%	-30%	-19%

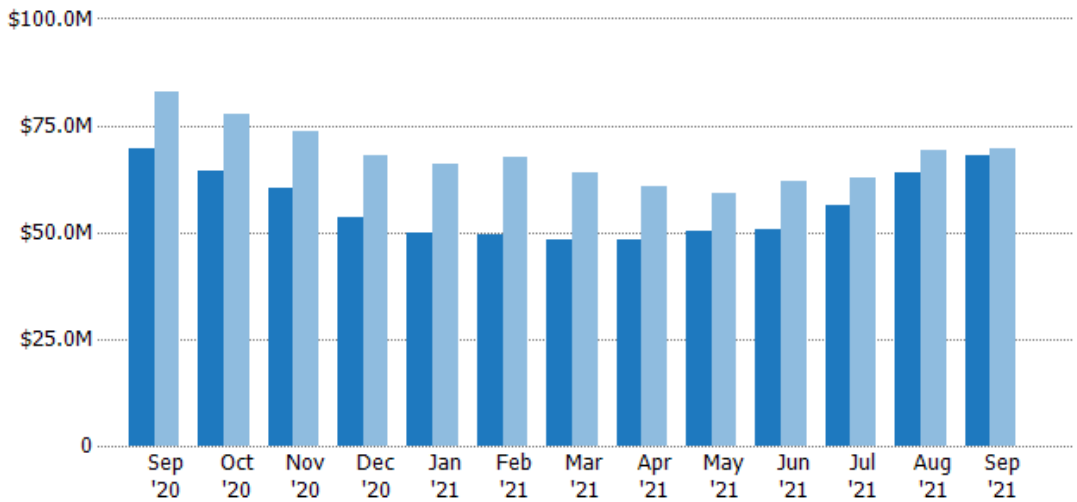
Active Listing Volume

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.
Sep '21	\$67.8M	-2.5%
Sep '20	\$69.6M	-16%
Sep '19	\$82.8M	14.7%



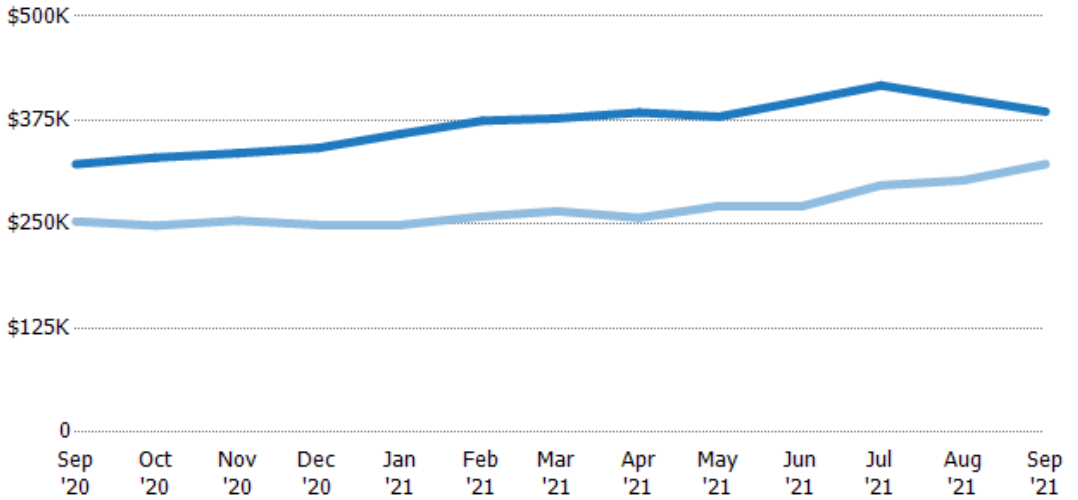
Current Year	\$69.6M	\$64.4M	\$60.4M	\$53.3M	\$49.8M	\$49.4M	\$48.3M	\$48.4M	\$50.4M	\$50.6M	\$56.3M	\$64.1M	\$67.8M
Prior Year	\$82.8M	\$77.5M	\$73.8M	\$67.8M	\$66M	\$67.5M	\$64M	\$60.6M	\$59.3M	\$61.9M	\$62.9M	\$69.3M	\$69.6M
Percent Change from Prior Year	-16%	-17%	-18%	-21%	-25%	-27%	-25%	-20%	-15%	-18%	-11%	-8%	-3%

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



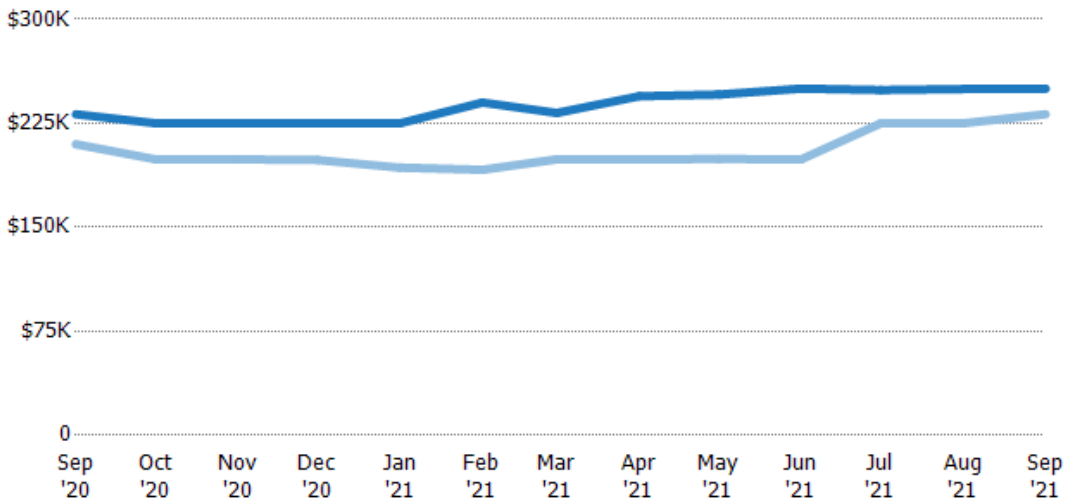
	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21
Current Year	\$322K	\$330K	\$335K	\$342K	\$358K	\$374K	\$377K	\$384K	\$379K	\$398K	\$417K	\$401K	\$385K
Prior Year	\$253K	\$248K	\$254K	\$249K	\$249K	\$259K	\$266K	\$258K	\$272K	\$271K	\$297K	\$303K	\$322K
Percent Change from Prior Year	27%	33%	32%	37%	44%	44%	42%	49%	39%	47%	40%	32%	20%

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



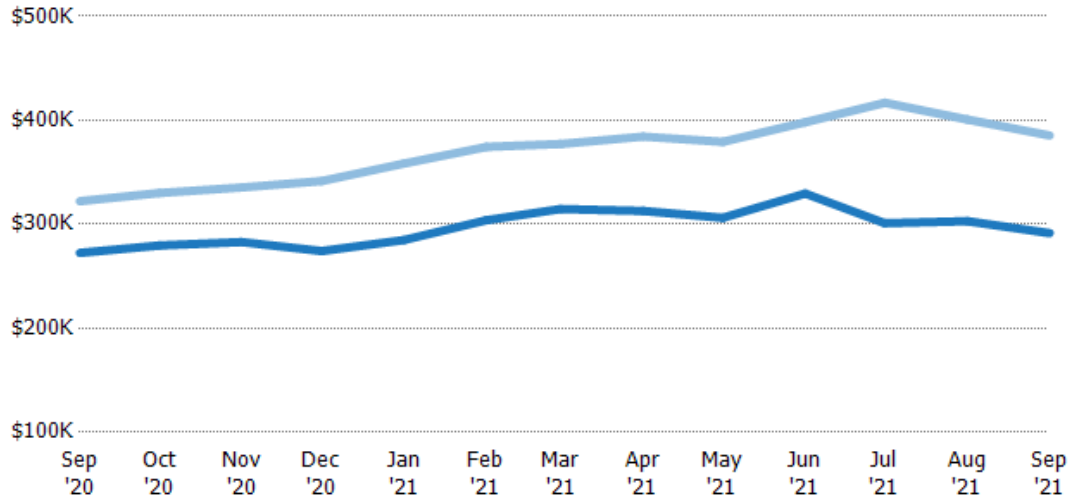
	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21
Current Year	\$232K	\$225K	\$225K	\$225K	\$225K	\$240K	\$232K	\$245K	\$246K	\$250K	\$249K	\$250K	\$250K
Prior Year	\$210K	\$199K	\$199K	\$199K	\$193K	\$191K	\$199K	\$199K	\$199K	\$199K	\$225K	\$225K	\$232K
Percent Change from Prior Year	10%	13%	13%	13%	17%	25%	17%	23%	23%	26%	11%	11%	8%

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



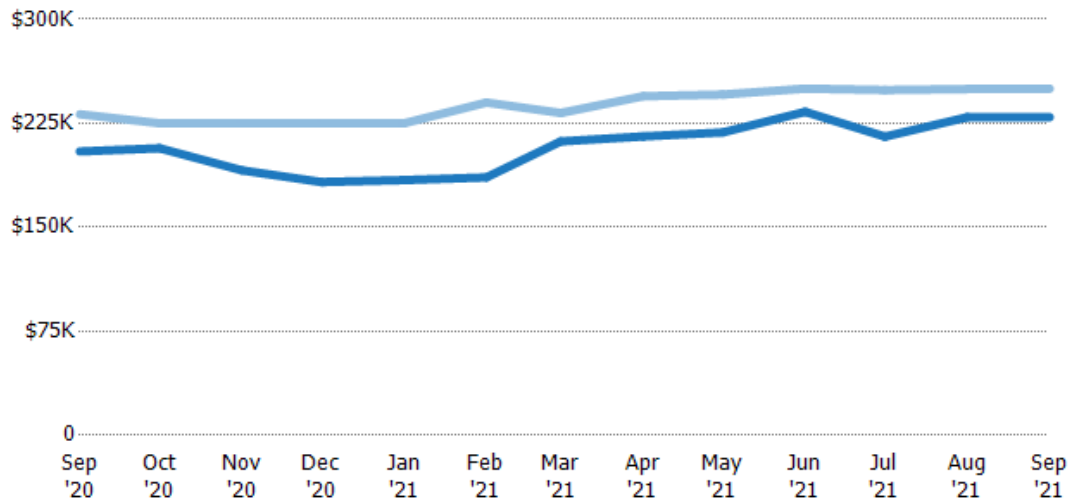
	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21
Avg Est Value	\$272K	\$280K	\$283K	\$274K	\$285K	\$304K	\$315K	\$313K	\$306K	\$330K	\$301K	\$303K	\$291K
Avg Listing Price	\$322K	\$330K	\$335K	\$342K	\$358K	\$374K	\$377K	\$384K	\$379K	\$398K	\$417K	\$401K	\$385K
Avg Listing Price as a % of Avg Est Value	118%	118%	119%	125%	126%	123%	120%	123%	124%	121%	138%	132%	132%

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



	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	\$205K	\$207K	\$191K	\$183K	\$184K	\$186K	\$212K	\$216K	\$218K	\$233K	\$215K	\$229K	\$229K
Median Listing Price	\$232K	\$225K	\$225K	\$225K	\$225K	\$240K	\$232K	\$245K	\$246K	\$250K	\$249K	\$250K	\$250K
Med Listing Price as a % of Med Est Value	113%	109%	118%	123%	122%	129%	110%	113%	113%	107%	116%	109%	109%

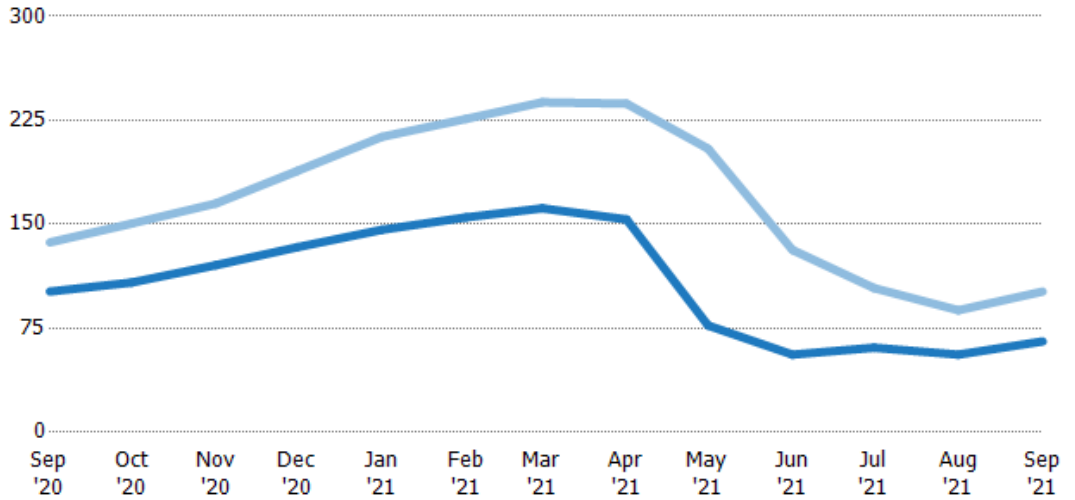
Median Days in RPR

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.
Sep '21	65.5	-35.5%
Sep '20	102	-25.9%
Sep '19	137	-6.6%



Current Year	102	108	121	134	146	155	162	154	77	56	61	56	65.5
Prior Year	137	151	165	189	213	226	238	237	205	132	104	88	102
Percent Change from Prior Year	-26%	-28%	-27%	-29%	-31%	-31%	-32%	-35%	-62%	-57%	-41%	-36%	-35%

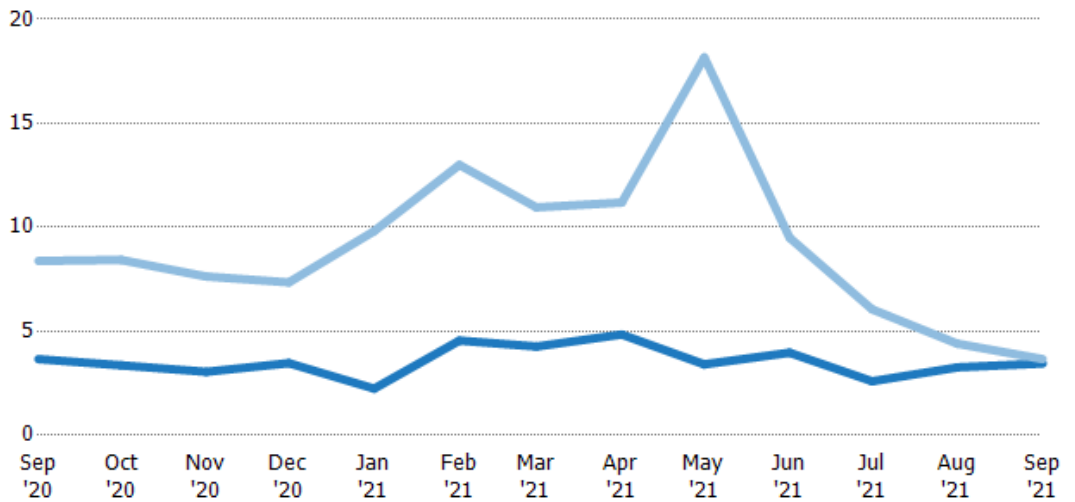
Months of Inventory

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.
Sep '21	3.45	-5.7%
Sep '20	3.66	-56.3%
Sep '19	8.38	-12.5%



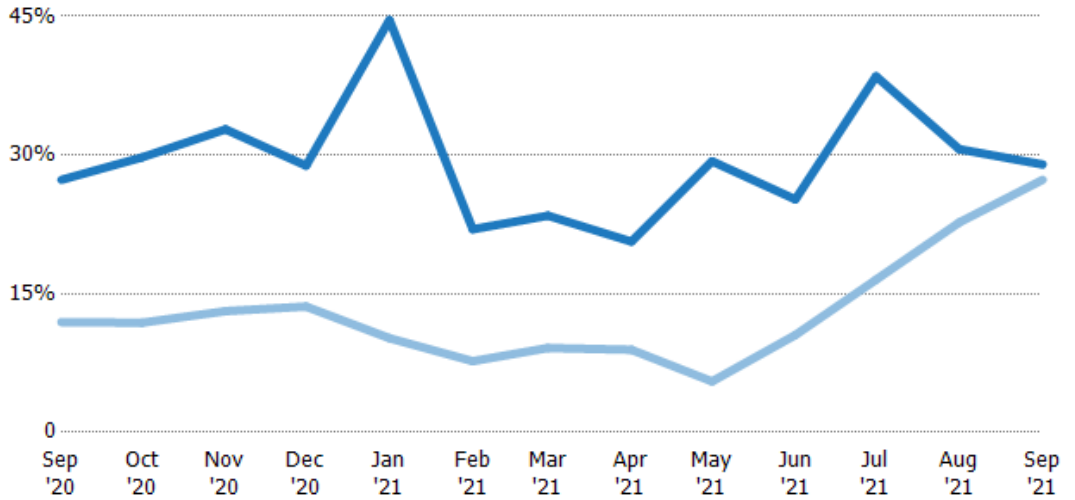
Current Year	3.66	3.36	3.05	3.47	2.24	4.55	4.27	4.85	3.41	3.97	2.6	3.27	3.45
Prior Year	8.38	8.43	7.63	7.35	9.81	13	11	11.2	18.2	9.5	6.06	4.4	3.66
Percent Change from Prior Year	-56%	-60%	-60%	-53%	-77%	-65%	-61%	-57%	-81%	-58%	-57%	-26%	-6%

Absorption Rate

The percentage of inventory sold per month.

Filters Used

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



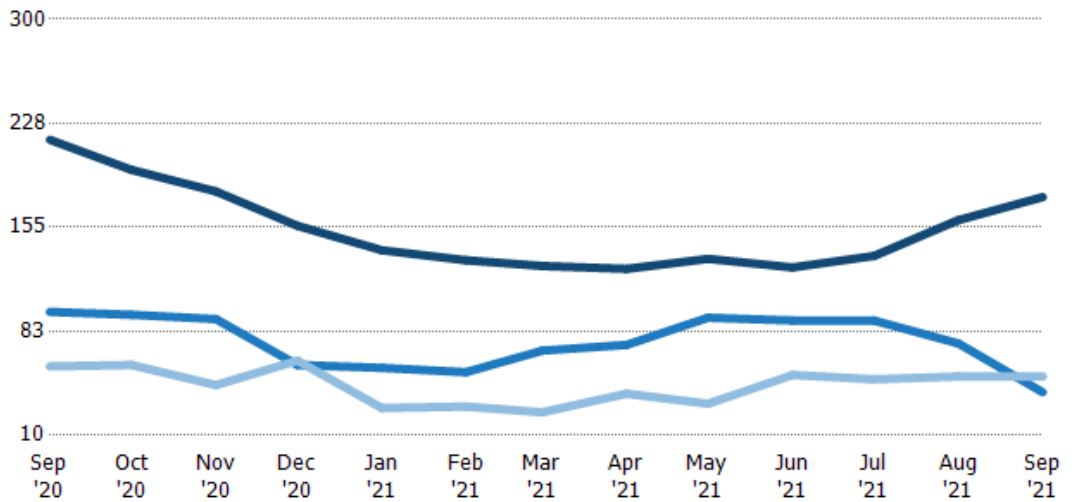
	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21
Current Year	27%	30%	33%	29%	45%	22%	23%	21%	29%	25%	39%	31%	29%
Prior Year	12%	12%	13%	14%	10%	8%	9%	9%	6%	11%	17%	23%	27%
Change from Prior Year	-15%	-18%	-20%	-15%	-34%	-14%	-14%	-12%	-24%	-15%	-22%	-8%	-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



	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	216	195	180	156	139	132	128	126	133	127	135	160	176
Pending	96	94	91	59	57	54	69	73	92	90	90	74	40
Sold	58	59	45	62	29	30	26	39	32	52	49	51	51

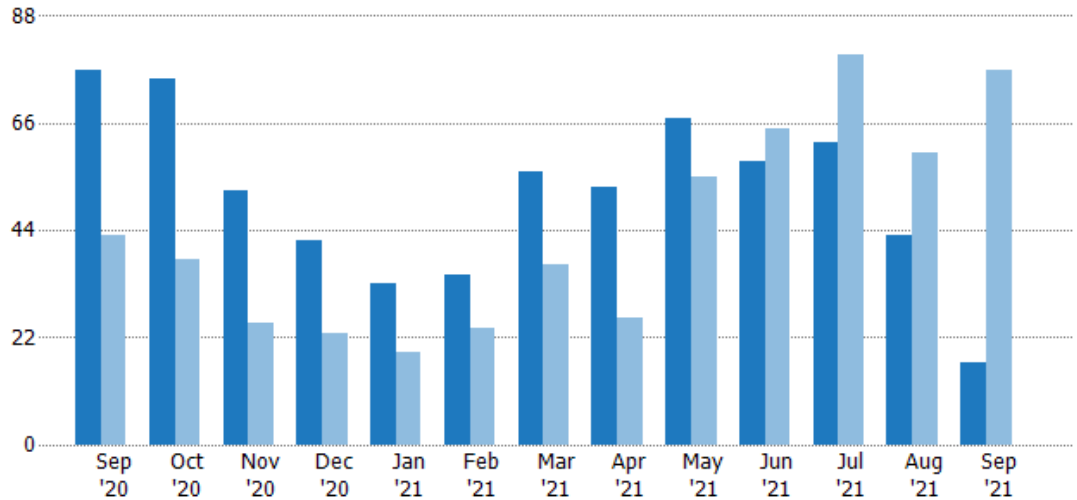
New Pending Sales

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.
Sep '21	17	-77.9%
Sep '20	77	79.1%
Sep '19	43	-20.9%



Current Year	77	75	52	42	33	35	56	53	67	58	62	43	17
Prior Year	43	38	25	23	19	24	37	26	55	65	80	60	77
Percent Change from Prior Year	79%	97%	108%	83%	74%	46%	51%	104%	22%	-11%	-23%	-28%	-78%

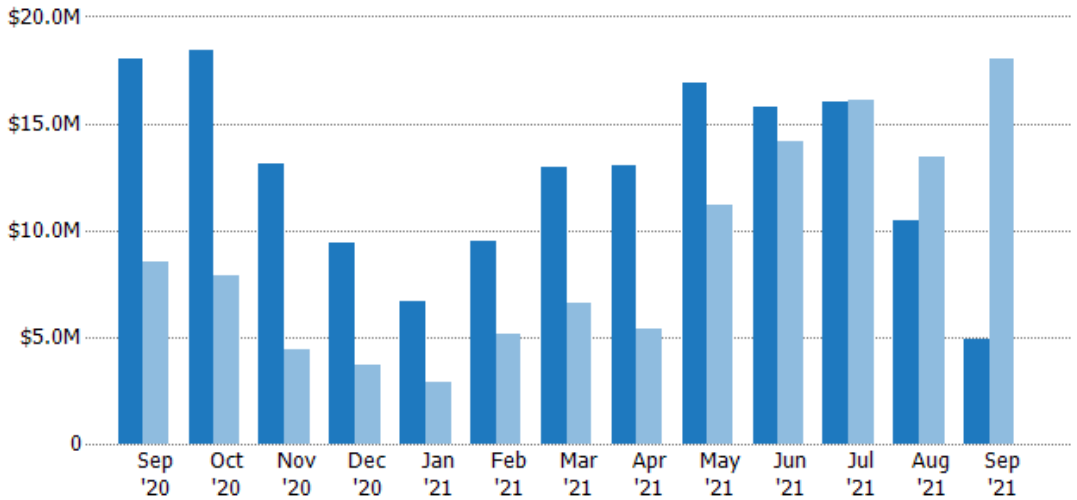
New Pending Sales Volume

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.
Sep '21	\$4.92M	-72.7%
Sep '20	\$18M	112.7%
Sep '19	\$8.48M	-17.9%



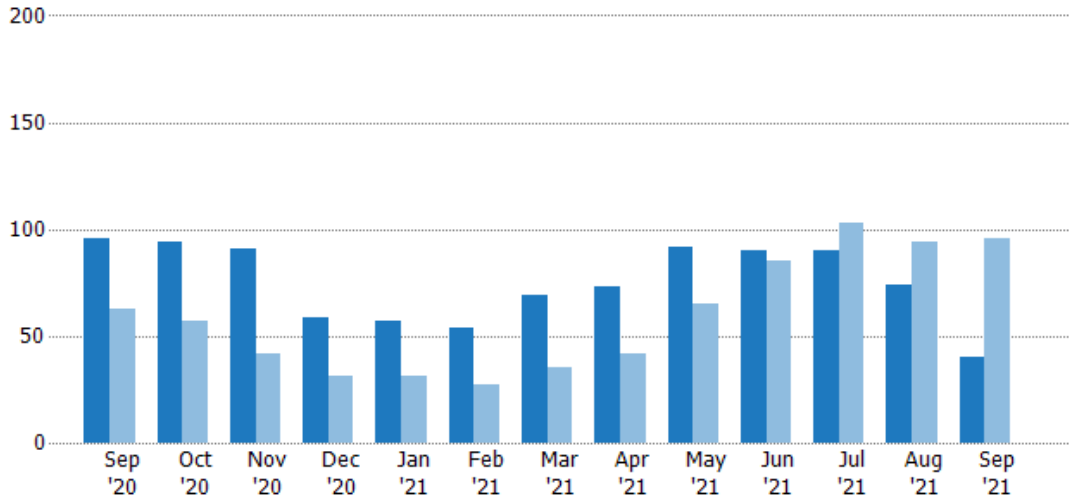
Current Year	\$18M	\$18.4M	\$13.1M	\$9.4M	\$6.64M	\$9.47M	\$13M	\$13M	\$16.9M	\$15.8M	\$16M	\$10.5M	\$4.92M
Prior Year	\$8.48M	\$7.85M	\$4.43M	\$3.67M	\$2.88M	\$5.15M	\$6.62M	\$5.35M	\$11.1M	\$14.2M	\$16.1M	\$13.5M	\$18M
Percent Change from Prior Year	113%	135%	196%	157%	131%	84%	96%	144%	51%	11%	0%	-22%	-73%

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



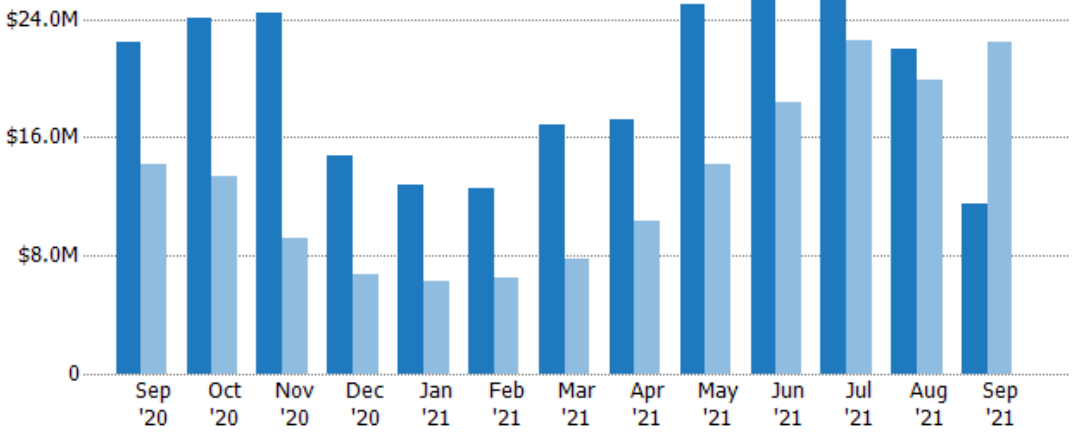
	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21
Current Year	96	94	91	59	57	54	69	73	92	90	90	74	40
Prior Year	63	57	42	31	31	27	35	42	65	85	103	94	96
Percent Change from Prior Year	52%	65%	117%	90%	84%	100%	97%	74%	42%	6%	-13%	-21%	-58%

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



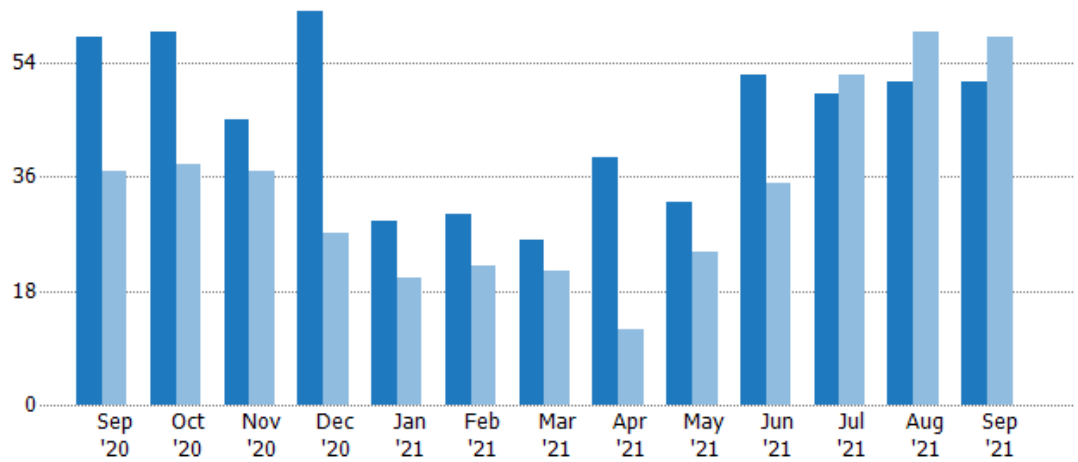
	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21
Current Year	\$22.4M	\$24.1M	\$24.4M	\$14.8M	\$12.7M	\$12.5M	\$16.9M	\$17.1M	\$25M	\$25.4M	\$25.7M	\$22M	\$11.4M
Prior Year	\$14.1M	\$13.3M	\$9.23M	\$6.68M	\$6.29M	\$6.49M	\$7.82M	\$10.4M	\$14.2M	\$18.3M	\$22.6M	\$19.9M	\$22.4M
Percent Change from Prior Year	59%	81%	165%	121%	103%	93%	116%	65%	76%	38%	14%	10%	-49%

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



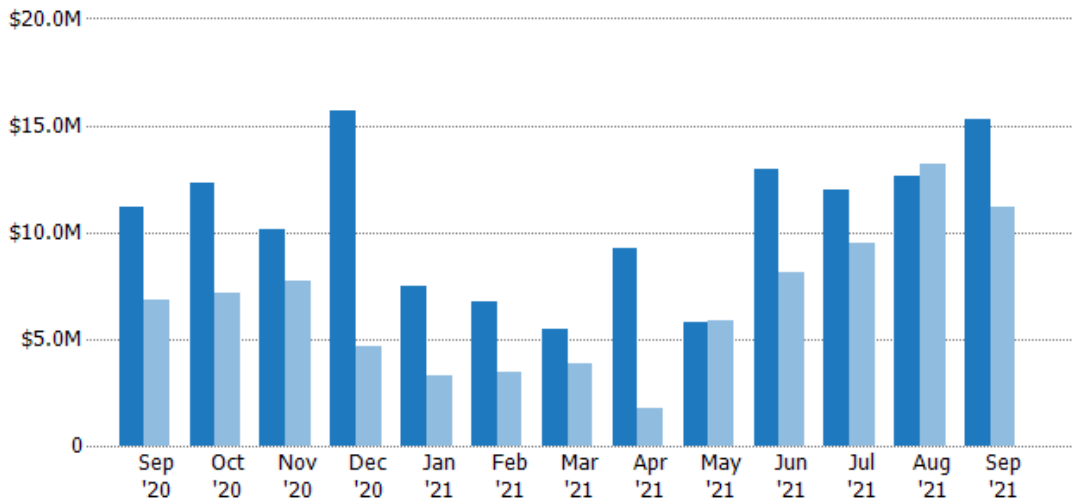
Month/Year	Current Year	Prior Year	Percent Change from Prior Year
Sep '20	58	37	57%
Oct '20	59	38	55%
Nov '20	45	37	22%
Dec '20	62	27	130%
Jan '21	29	20	45%
Feb '21	30	22	36%
Mar '21	26	21	24%
Apr '21	39	12	225%
May '21	32	24	33%
Jun '21	52	35	49%
Jul '21	49	52	-6%
Aug '21	51	59	-14%
Sep '21	51	58	-12%

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



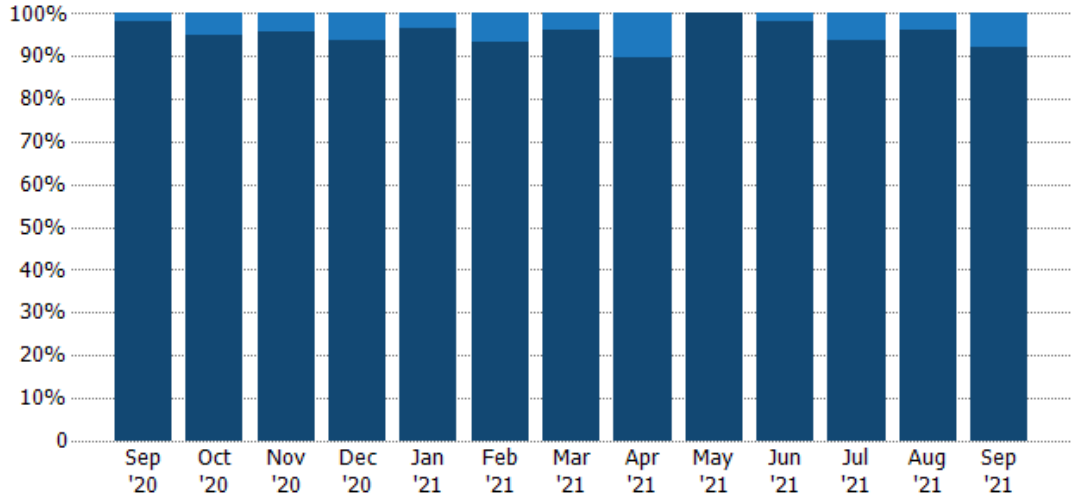
Month/Year	Current Year	Prior Year	Percent Change from Prior Year
Sep '20	\$11.2M	\$6.84M	63%
Oct '20	\$12.3M	\$7.18M	71%
Nov '20	\$10.1M	\$7.69M	32%
Dec '20	\$15.7M	\$4.64M	238%
Jan '21	\$7.46M	\$3.28M	128%
Feb '21	\$6.79M	\$3.48M	95%
Mar '21	\$5.49M	\$3.86M	42%
Apr '21	\$9.24M	\$1.73M	435%
May '21	\$5.8M	\$5.89M	-1%
Jun '21	\$12.9M	\$8.12M	59%
Jul '21	\$12M	\$9.52M	26%
Aug '21	\$12.6M	\$13.2M	-5%
Sep '21	\$15.3M	\$11.2M	37%

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



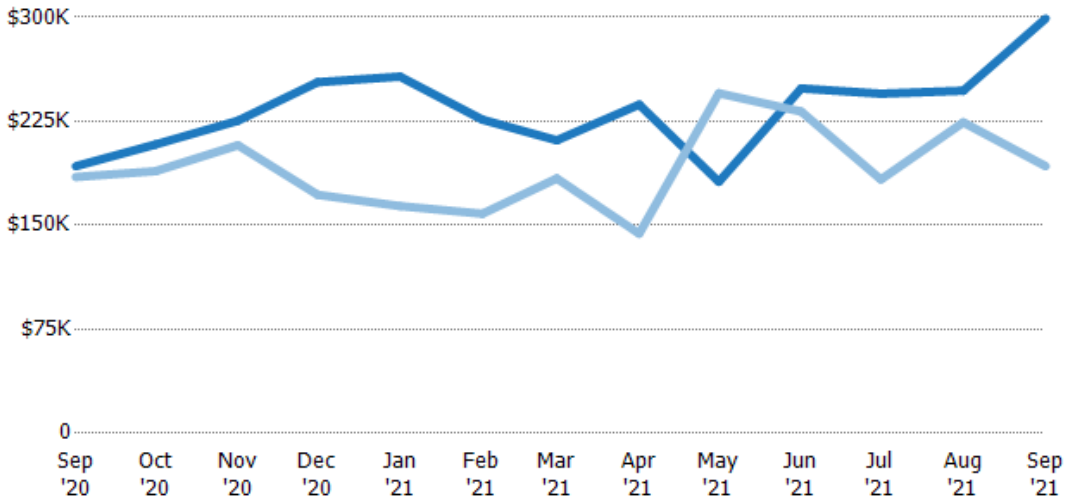
Condo/Townhouse	2%	5%	4%	6%	3%	7%	4%	10%	-	2%	6%	4%	8%
Single Family Residence	98%	95%	96%	94%	97%	93%	96%	90%	100%	98%	94%	96%	92%

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	\$193K	\$208K	\$225K	\$253K	\$257K	\$226K	\$211K	\$237K	\$181K	\$249K	\$245K	\$247K	\$299K
Prior Year	\$185K	\$189K	\$208K	\$172K	\$164K	\$158K	\$184K	\$144K	\$245K	\$232K	\$183K	\$224K	\$193K
Percent Change from Prior Year	4%	10%	9%	47%	57%	43%	15%	65%	-26%	7%	34%	10%	55%

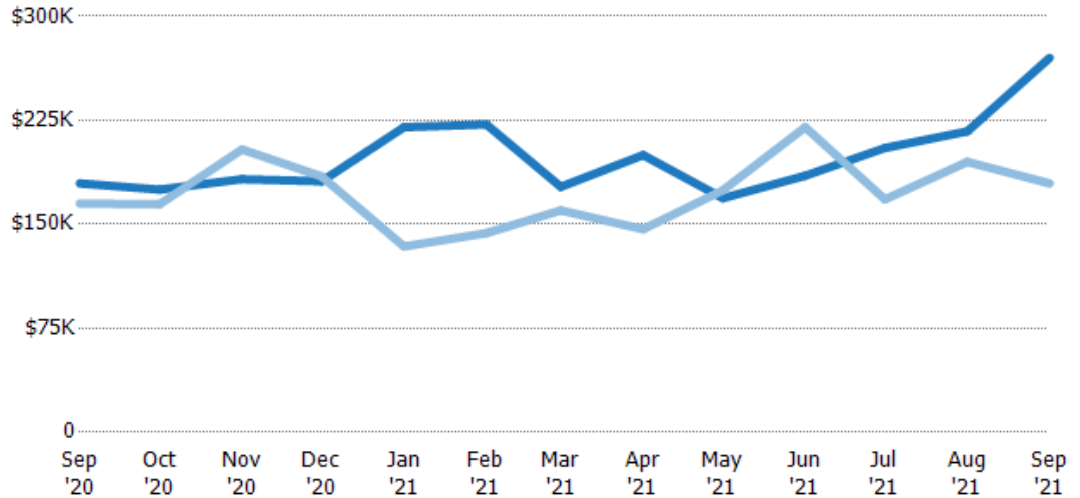
Median Sales Price

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.
Sep '21	\$270K	50.5%
Sep '20	\$179K	8.8%
Sep '19	\$165K	-12.1%



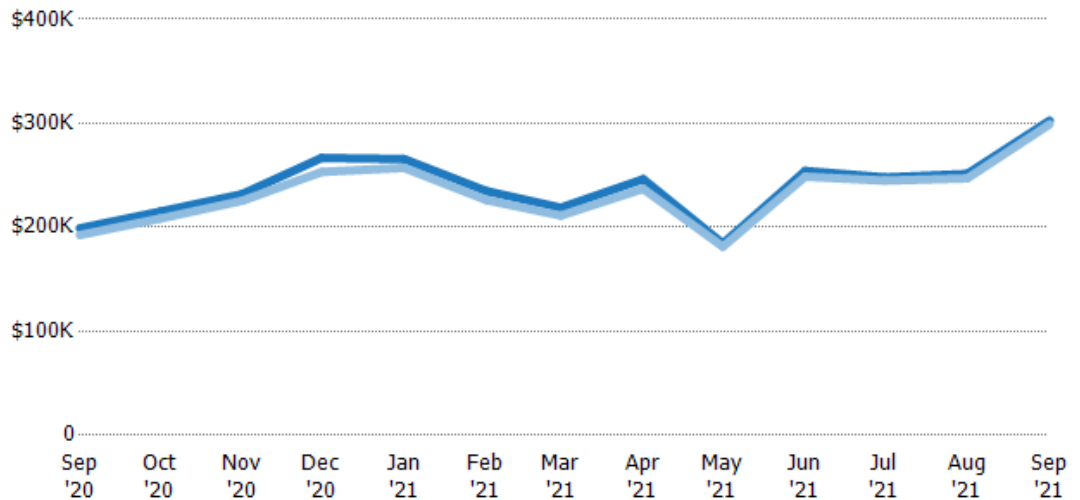
Current Year	\$179K	\$175K	\$183K	\$181K	\$220K	\$222K	\$177K	\$200K	\$169K	\$185K	\$205K	\$217K	\$270K
Prior Year	\$165K	\$164K	\$204K	\$185K	\$134K	\$144K	\$160K	\$146K	\$175K	\$220K	\$168K	\$195K	\$179K
Percent Change from Prior Year	9%	6%	-11%	-2%	64%	55%	11%	36%	-3%	-16%	22%	11%	50%

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



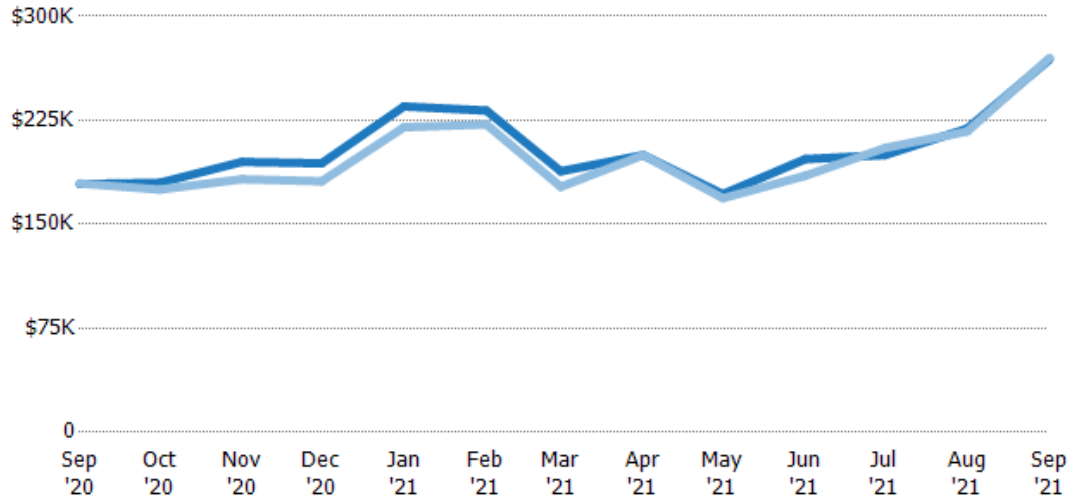
Avg List Price	\$199K	\$215K	\$232K	\$267K	\$266K	\$235K	\$219K	\$246K	\$184K	\$254K	\$248K	\$251K	\$303K
Avg Sales Price	\$193K	\$208K	\$225K	\$253K	\$257K	\$226K	\$211K	\$237K	\$181K	\$249K	\$245K	\$247K	\$299K
Avg Sales Price as a % of Avg List Price	97%	97%	97%	95%	97%	96%	97%	96%	98%	98%	99%	98%	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



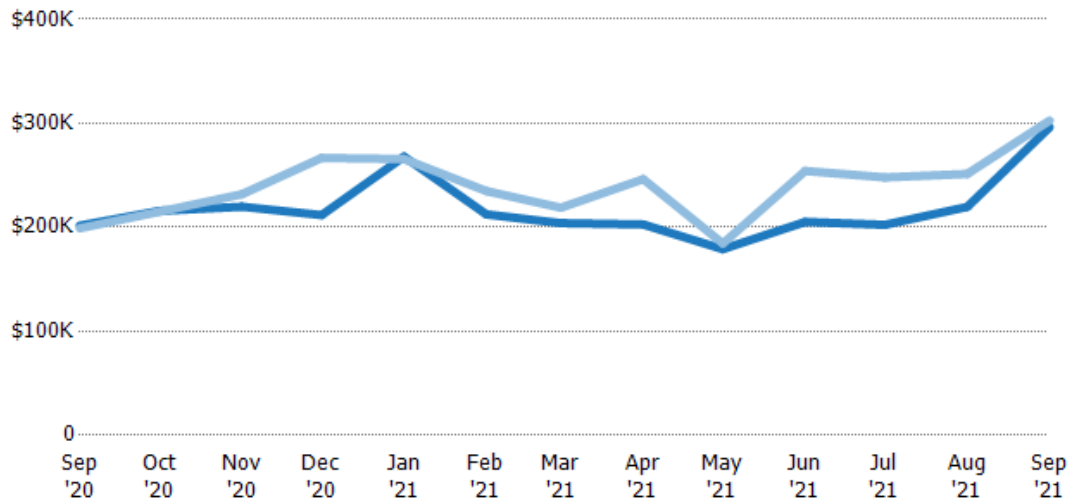
	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21
Median List Price	\$179K	\$180K	\$195K	\$194K	\$235K	\$232K	\$188K	\$200K	\$172K	\$197K	\$200K	\$219K	\$269K
Median Sales Price	\$179K	\$175K	\$183K	\$181K	\$220K	\$222K	\$177K	\$200K	\$169K	\$185K	\$205K	\$217K	\$270K
Med Sales Price as a % of Med List Price	100%	97%	94%	93%	94%	96%	94%	100%	98%	94%	103%	99%	100%

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



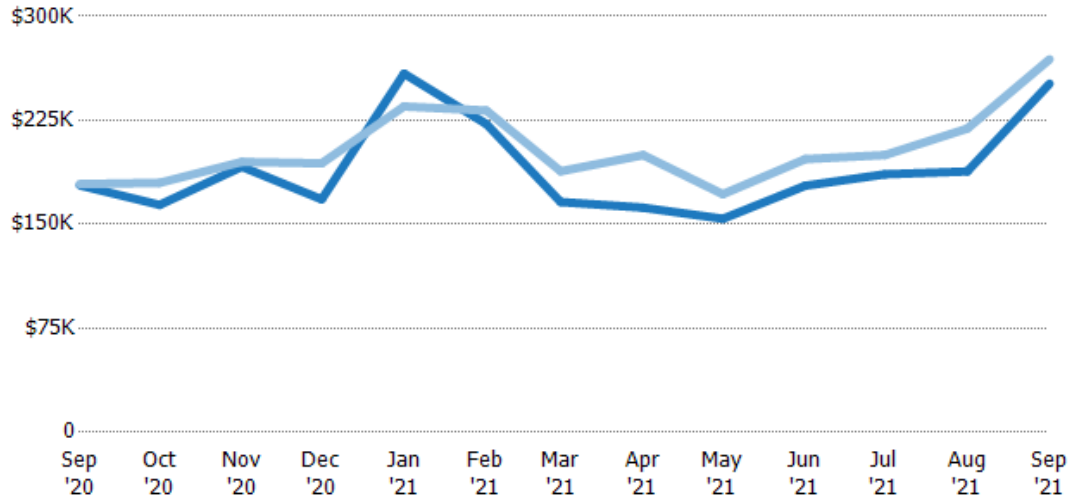
	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21
Avg Est Value	\$202K	\$216K	\$220K	\$212K	\$268K	\$212K	\$204K	\$203K	\$179K	\$205K	\$202K	\$220K	\$296K
Avg Sales Price	\$199K	\$215K	\$232K	\$267K	\$266K	\$235K	\$219K	\$246K	\$184K	\$254K	\$248K	\$251K	\$303K
Avg Sales Price as a % of Avg Est Value	99%	100%	105%	126%	99%	111%	107%	121%	103%	124%	123%	114%	102%

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



	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	\$178K	\$164K	\$192K	\$168K	\$259K	\$222K	\$166K	\$162K	\$154K	\$178K	\$186K	\$188K	\$251K
Median Sales Price	\$179K	\$180K	\$195K	\$194K	\$235K	\$232K	\$188K	\$200K	\$172K	\$197K	\$200K	\$219K	\$269K
Med Sales Price as a % of Med Est Value	101%	110%	102%	115%	91%	104%	113%	123%	112%	111%	107%	116%	107%