

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	64	66	-3%	393	363	+8.3%
New Listing Volume	\$20,209,500	\$16,453,800	+22.8%	\$120,033,420	\$90,955,479	+32%
Active Listing Count	160	229	-30.1%	N/A	N/A	
Active Listing Volume	\$64,114,800	\$69,333,798	-7.5%	N/A	N/A	
Average Listing Price	\$400,718	\$302,768	+32.4%	\$386,417	\$270,927	+42.6%
Median Listing Price	\$249,700	\$225,000	+11%	\$242,137	\$203,220	+19.2%
Median Days in RPR	56	88	-36.4%	98.35	151.77	-35.2%
Months of Inventory	3.3	4.4	-25.9%	4.4	8.1	-45.8%
Absorption Rate	30.63%	22.71%	+7.9%	22.69%	12.29%	+10.4%
Sales Activity Charts Metrics						
New Pending Sales Count	43	60	-28.3%	407	366	+11.2%
New Pending Sales Volume	\$10,478,100	\$13,463,000	-22.2%	\$101,250,918	\$74,898,577	+35.2%
Pending Sales Count	74	94	-21.3%	N/A	N/A	
Pending Sales Volume	\$21,951,490	\$19,927,199	+10.2%	N/A	N/A	
Closed Sales Count	51	59	-13.6%	308	245	+25.7%
Closed Sales Volume	\$12,600,700	\$13,228,450	-4.7%	\$72,316,867	\$49,098,419	+47.3%
Average Sales Price	\$247,073	\$224,211	+10.2%	\$234,795	\$200,402	+17.2%
Median Sales Price	\$217,000	\$195,000	+11.3%	\$199,911	\$175,849	+13.7%

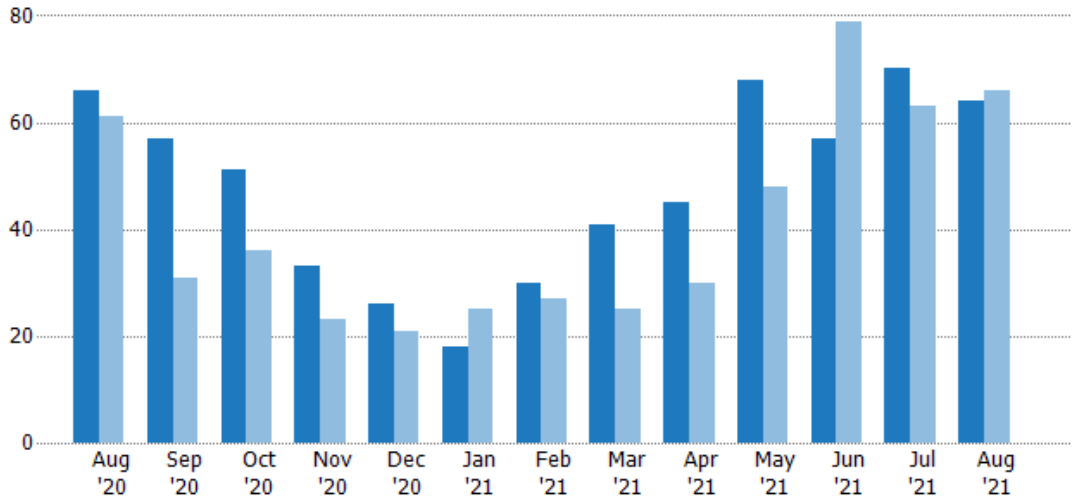
New Listings

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.
Aug '21	64	-3%
Aug '20	66	8.2%
Aug '19	61	6.6%



Current Year	66	57	51	33	26	18	30	41	45	68	57	70	64
Prior Year	61	31	36	23	21	25	27	25	30	48	79	63	66
Percent Change from Prior Year	8%	84%	42%	43%	24%	-28%	11%	64%	50%	42%	-28%	11%	-3%

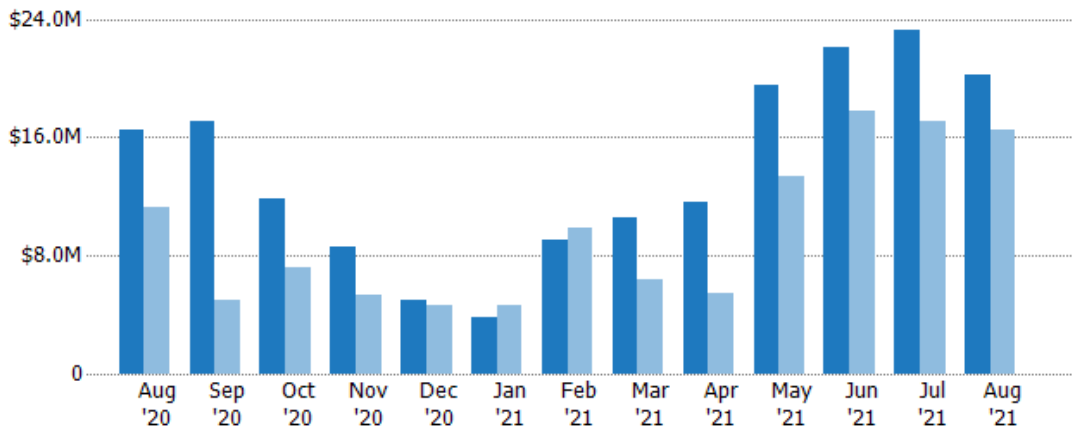
New Listing Volume

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.
Aug '21	\$20.2M	22.8%
Aug '20	\$16.5M	45.3%
Aug '19	\$11.3M	8.5%



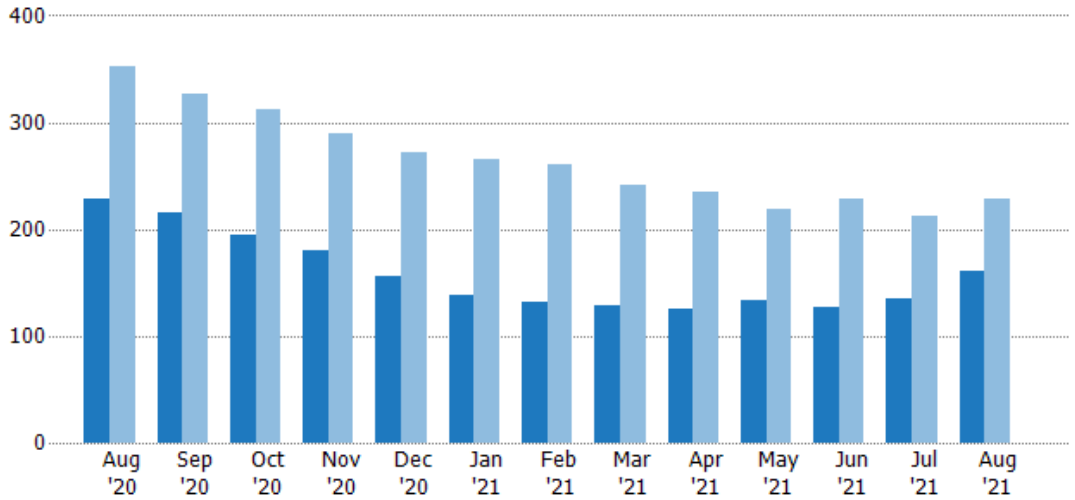
Current Year	\$16.5M	\$17.1M	\$11.9M	\$8.61M	\$5M	\$3.85M	\$9M	\$10.5M	\$11.6M	\$19.5M	\$22.1M	\$23.2M	\$20.2M
Prior Year	\$11.3M	\$4.97M	\$7.18M	\$5.36M	\$4.59M	\$4.67M	\$9.92M	\$6.38M	\$5.44M	\$13.3M	\$17.7M	\$17.1M	\$16.5M
Percent Change from Prior Year	45%	245%	65%	61%	9%	-18%	-9%	65%	114%	47%	25%	36%	23%

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



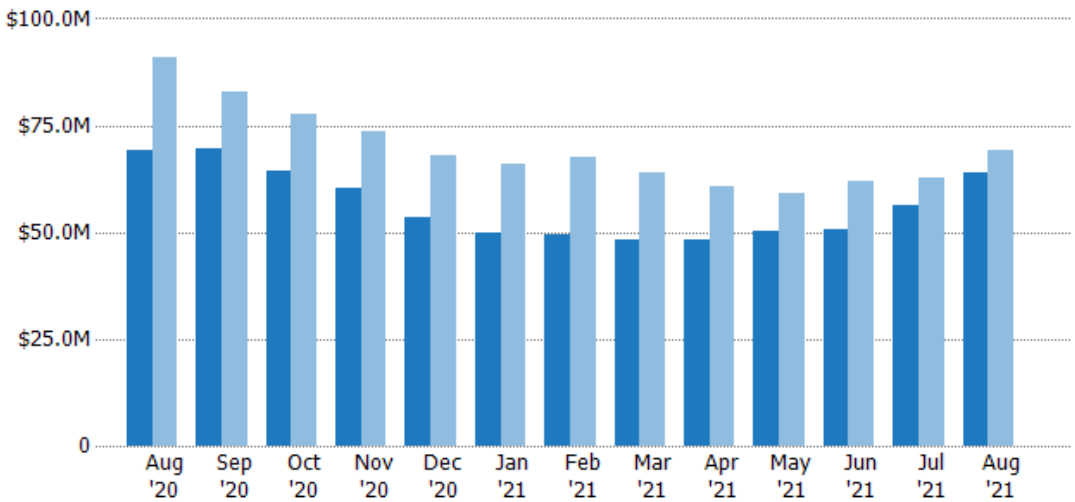
	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21
Current Year	229	216	195	180	156	139	132	128	126	133	127	135	160
Prior Year	352	327	312	290	272	265	260	241	235	218	228	212	229
Percent Change from Prior Year	-35%	-34%	-38%	-38%	-43%	-48%	-49%	-47%	-46%	-39%	-44%	-36%	-30%

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



	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	\$69.3M	\$69.6M	\$64.4M	\$60.4M	\$53.3M	\$49.8M	\$49.4M	\$48.3M	\$48.4M	\$50.4M	\$50.6M	\$56.3M	\$64.1M
Prior Year	\$90.7M	\$82.8M	\$77.5M	\$73.8M	\$67.8M	\$66M	\$67.5M	\$64M	\$60.6M	\$59.3M	\$61.9M	\$62.9M	\$69.3M
Percent Change from Prior Year	-24%	-16%	-17%	-18%	-21%	-25%	-27%	-25%	-20%	-15%	-18%	-11%	-8%

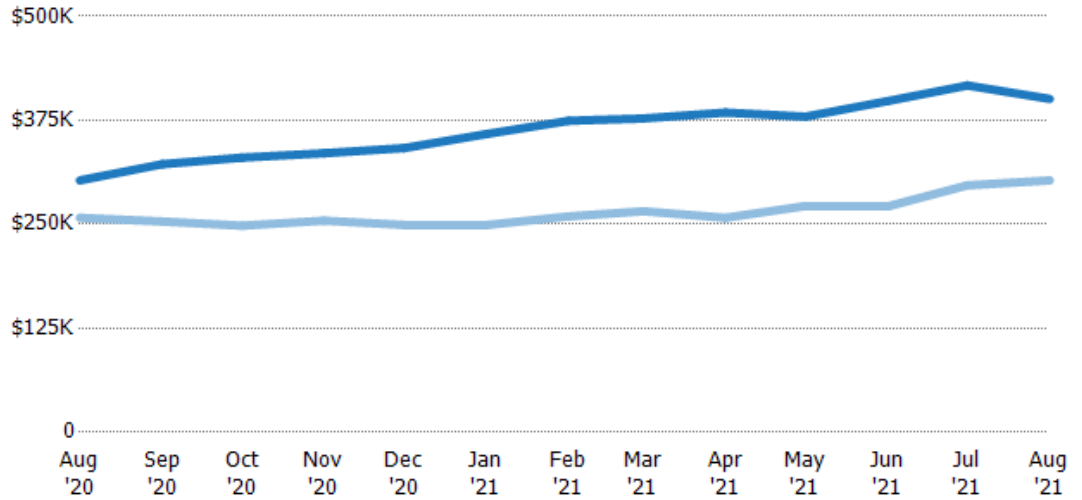
Average Listing Price

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.
Aug '21	\$401K	32.4%
Aug '20	\$303K	17.5%
Aug '19	\$258K	-1.8%



Current Year	\$303K	\$322K	\$330K	\$335K	\$342K	\$358K	\$374K	\$377K	\$384K	\$379K	\$398K	\$417K	\$401K
Prior Year	\$258K	\$253K	\$248K	\$254K	\$249K	\$249K	\$259K	\$266K	\$258K	\$272K	\$271K	\$297K	\$303K
Percent Change from Prior Year	17%	27%	33%	32%	37%	44%	44%	42%	49%	39%	47%	40%	32%

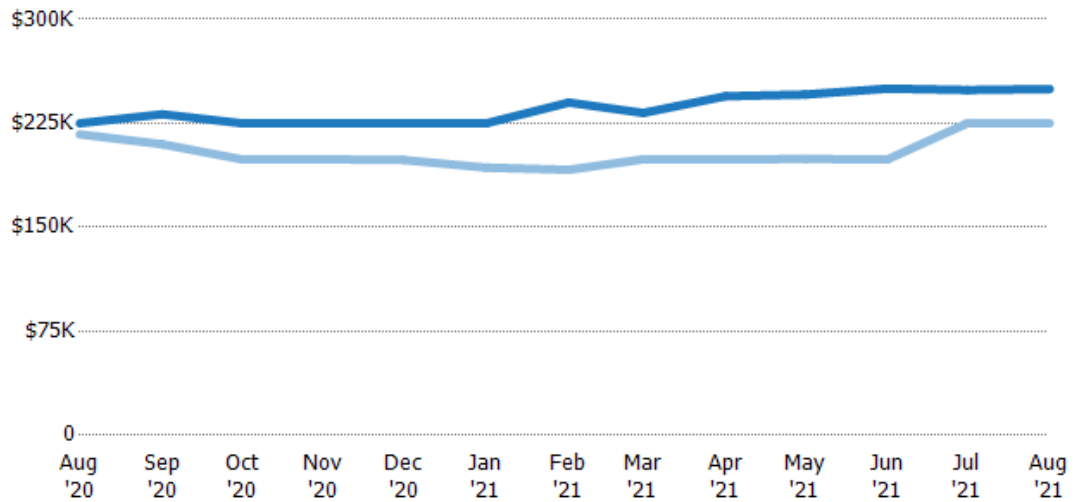
Median Listing Price

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.
Aug '21	\$250K	11%
Aug '20	\$225K	3.7%
Aug '19	\$217K	-8.1%



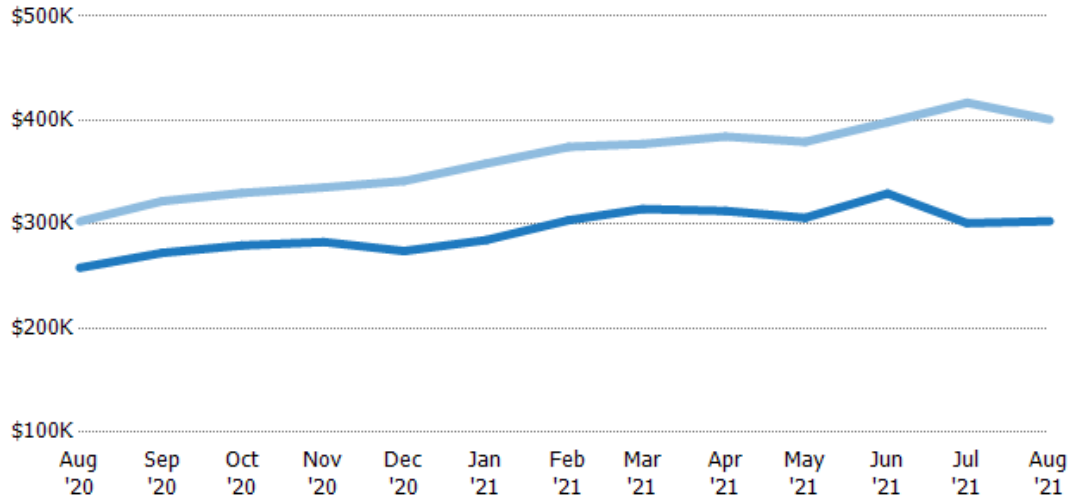
Current Year	\$225K	\$232K	\$225K	\$225K	\$225K	\$225K	\$240K	\$232K	\$245K	\$246K	\$250K	\$249K	\$250K
Prior Year	\$217K	\$210K	\$199K	\$199K	\$199K	\$193K	\$191K	\$199K	\$199K	\$199K	\$199K	\$225K	\$225K
Percent Change from Prior Year	4%	10%	13%	13%	13%	17%	25%	17%	23%	23%	26%	11%	11%

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



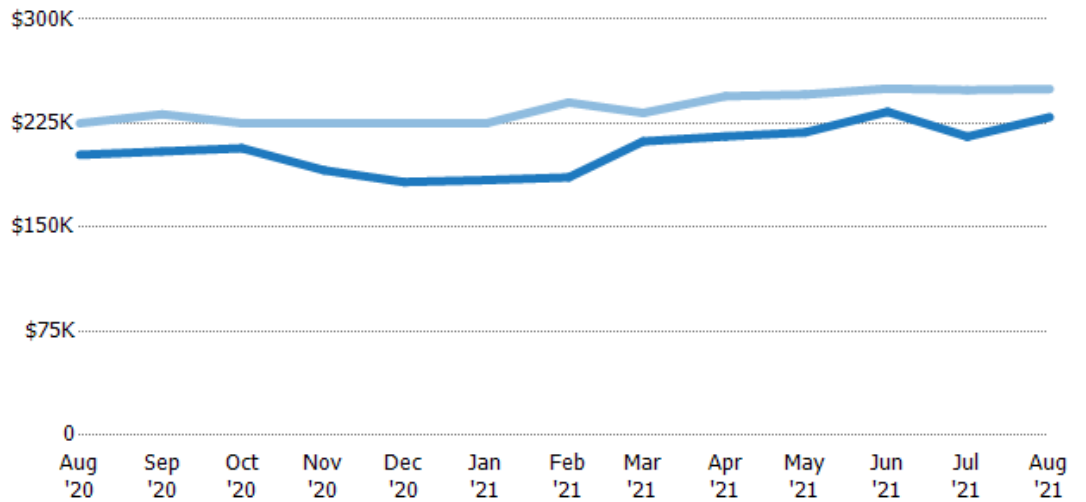
Avg Est Value	\$258K	\$272K	\$280K	\$283K	\$274K	\$285K	\$304K	\$315K	\$313K	\$306K	\$330K	\$301K	\$303K
Avg Listing Price	\$303K	\$322K	\$330K	\$335K	\$342K	\$358K	\$374K	\$377K	\$384K	\$379K	\$398K	\$417K	\$401K
Avg Listing Price as a % of Avg Est Value	117%	118%	118%	119%	125%	126%	123%	120%	123%	124%	121%	138%	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



Median Est Value	\$202K	\$205K	\$207K	\$191K	\$183K	\$184K	\$186K	\$212K	\$216K	\$218K	\$233K	\$215K	\$229K
Median Listing Price	\$225K	\$232K	\$225K	\$225K	\$225K	\$225K	\$240K	\$232K	\$245K	\$246K	\$250K	\$249K	\$250K
Med Listing Price as a % of Med Est Value	111%	113%	109%	118%	123%	122%	129%	110%	113%	113%	107%	116%	109%

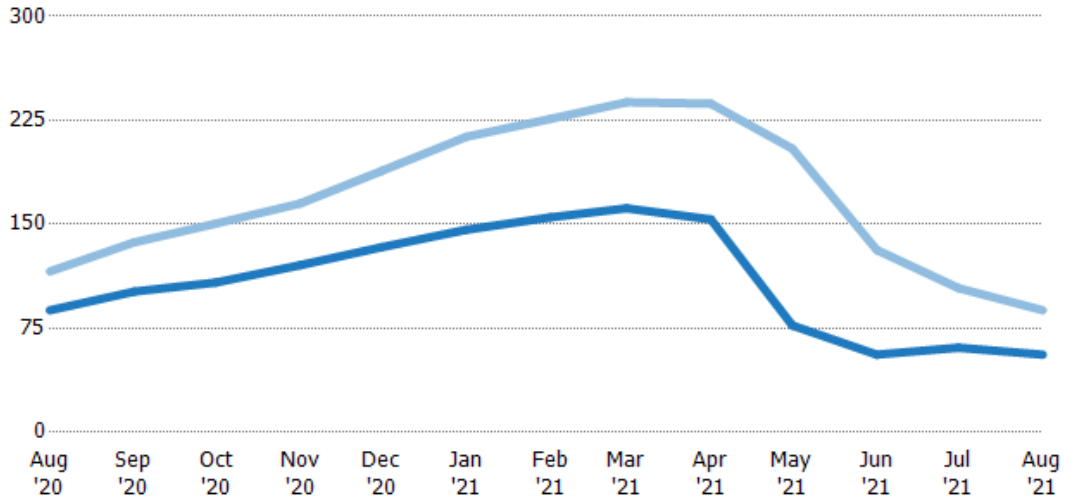
Median Days in RPR

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.
Aug '21	56	-36.4%
Aug '20	88	-24.1%
Aug '19	116	-4.3%



	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	88	102	108	121	134	146	155	162	154	77	56	61	56
Prior Year	116	137	151	165	189	213	226	238	237	205	132	104	88
Percent Change from Prior Year	-24%	-26%	-28%	-27%	-29%	-31%	-31%	-32%	-35%	-62%	-57%	-41%	-36%

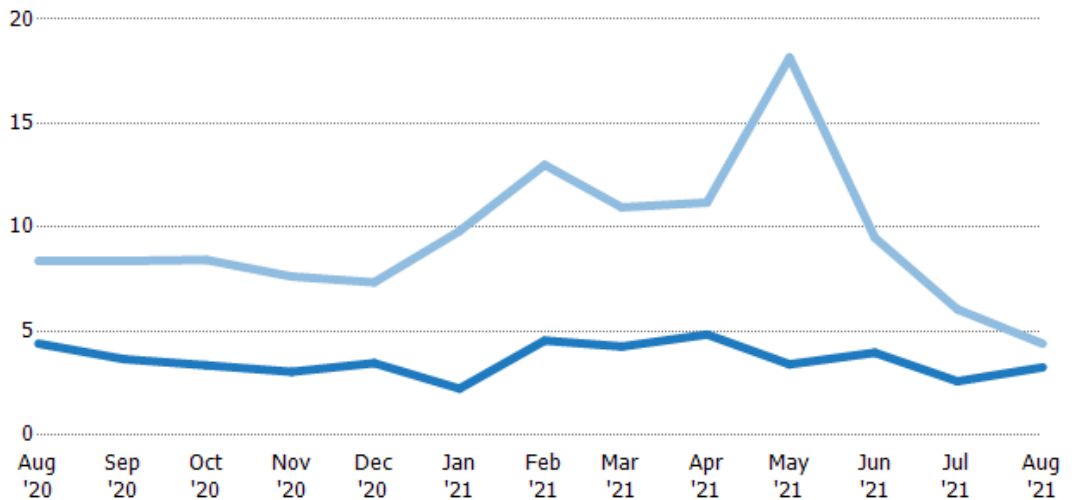
Months of Inventory

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.
Aug '21	3.27	-25.9%
Aug '20	4.4	-47.5%
Aug '19	8.38	28.9%



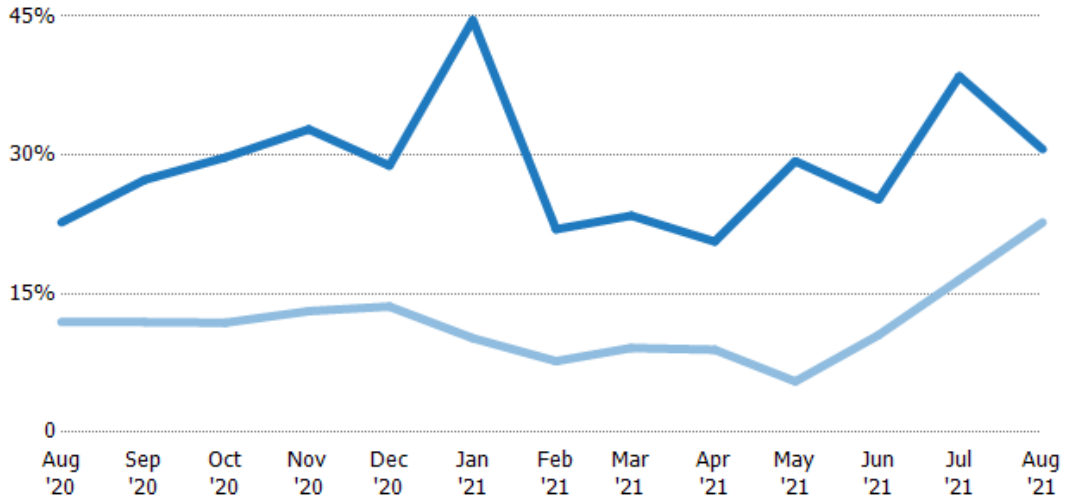
	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21
Current Year	4.4	3.66	3.36	3.05	3.47	2.24	4.55	4.27	4.85	3.41	3.97	2.6	3.27
Prior Year	8.38	8.38	8.43	7.63	7.35	9.81	13	11	11.2	18.2	9.5	6.06	4.4
Percent Change from Prior Year	-47%	-56%	-60%	-60%	-53%	-77%	-65%	-61%	-57%	-81%	-58%	-57%	-26%

Absorption Rate

The percentage of inventory sold per month.

Filters Used

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



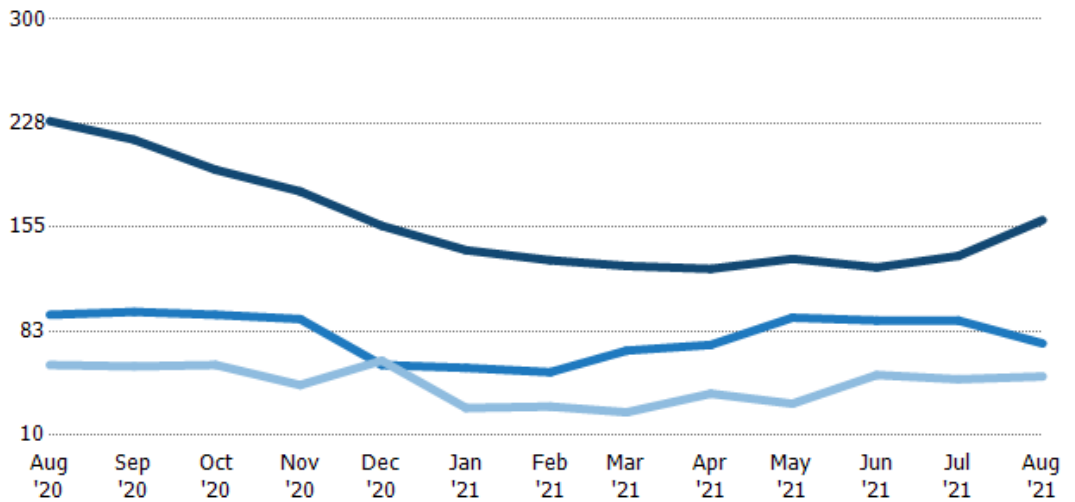
	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21
Current Year	23%	27%	30%	33%	29%	45%	22%	23%	21%	29%	25%	39%	31%
Prior Year	12%	12%	12%	13%	14%	10%	8%	9%	9%	6%	11%	17%	23%
Change from Prior Year	-11%	-15%	-18%	-20%	-15%	-34%	-14%	-14%	-12%	-24%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

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



	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	229	216	195	180	156	139	132	128	126	133	127	135	160
Pending	94	96	94	91	59	57	54	69	73	92	90	90	74
Sold	59	58	59	45	62	29	30	26	39	32	52	49	51

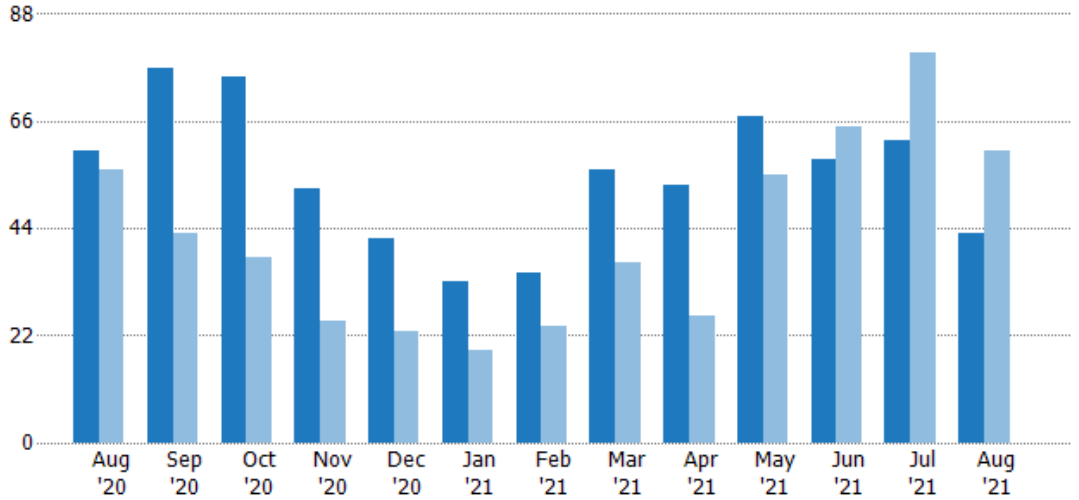
New Pending Sales

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.
Aug '21	43	-28.3%
Aug '20	60	7.1%
Aug '19	56	-26.8%



Current Year	60	77	75	52	42	33	35	56	53	67	58	62	43
Prior Year	56	43	38	25	23	19	24	37	26	55	65	80	60
Percent Change from Prior Year	7%	79%	97%	108%	83%	74%	46%	51%	104%	22%	-11%	-23%	-28%

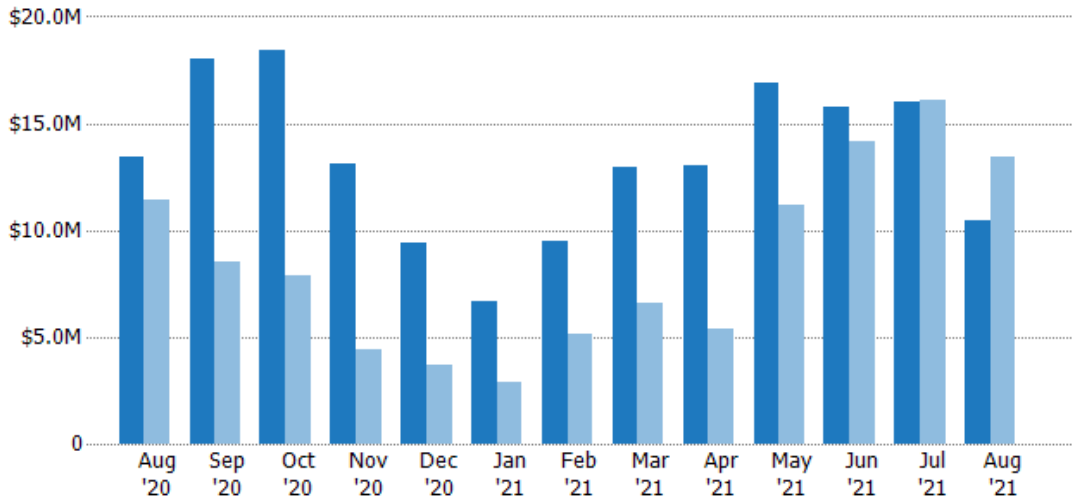
New Pending Sales Volume

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.
Aug '21	\$10.5M	-22.2%
Aug '20	\$13.5M	17.8%
Aug '19	\$11.4M	-37.5%



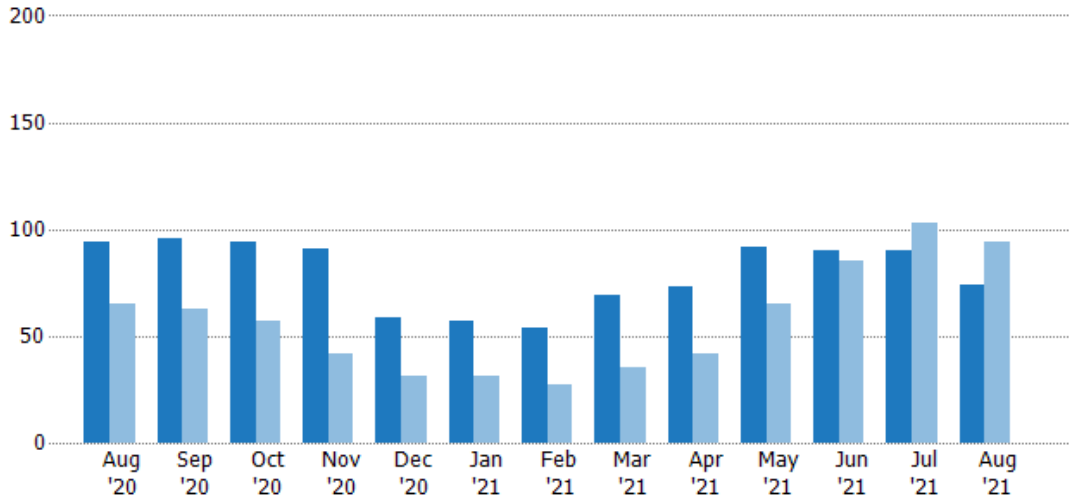
Current Year	\$13.5M	\$18M	\$18.4M	\$13.1M	\$9.4M	\$6.64M	\$9.47M	\$13M	\$13M	\$16.9M	\$15.8M	\$16M	\$10.5M
Prior Year	\$11.4M	\$8.48M	\$7.85M	\$4.43M	\$3.67M	\$2.88M	\$5.15M	\$6.62M	\$5.35M	\$11.1M	\$14.2M	\$16.1M	\$13.5M
Percent Change from Prior Year	18%	113%	135%	196%	157%	131%	84%	96%	144%	51%	11%	0%	-22%

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



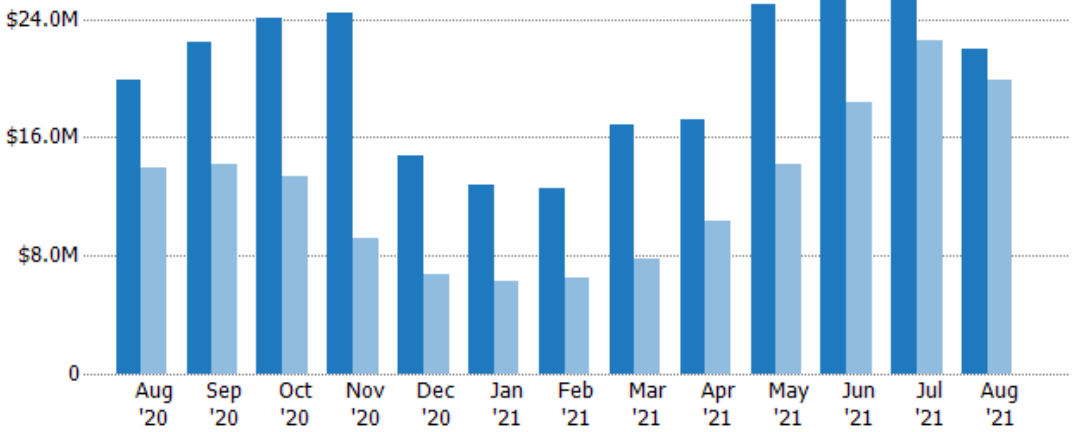
	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21
Current Year	94	96	94	91	59	57	54	69	73	92	90	90	74
Prior Year	65	63	57	42	31	31	27	35	42	65	85	103	94
Percent Change from Prior Year	45%	52%	65%	117%	90%	84%	100%	97%	74%	42%	6%	-13%	-21%

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



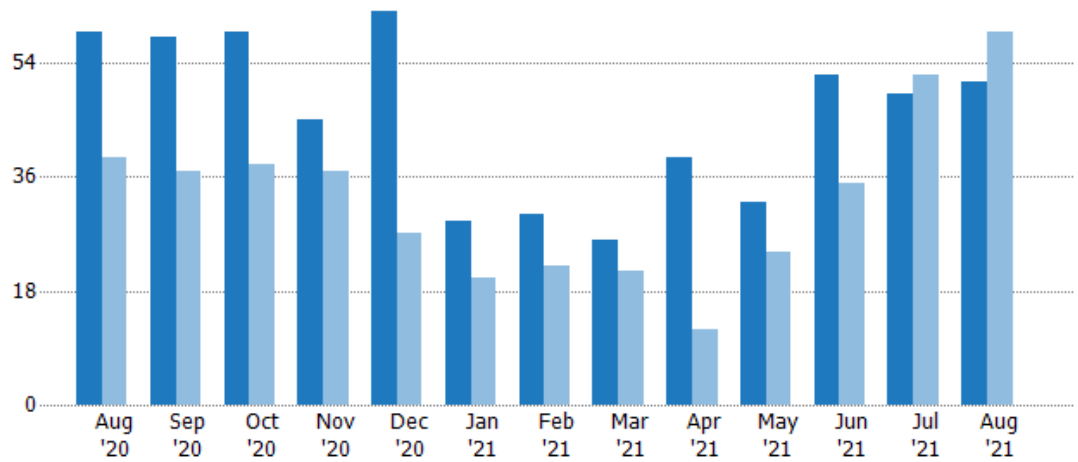
	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21
Current Year	\$19.9M	\$22.4M	\$24.1M	\$24.4M	\$14.8M	\$12.7M	\$12.5M	\$16.9M	\$17.1M	\$25M	\$25.4M	\$25.7M	\$22M
Prior Year	\$13.9M	\$14.1M	\$13.3M	\$9.23M	\$6.68M	\$6.29M	\$6.49M	\$7.82M	\$10.4M	\$14.2M	\$18.3M	\$22.6M	\$19.9M
Percent Change from Prior Year	43%	59%	81%	165%	121%	103%	93%	116%	65%	76%	38%	14%	10%

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



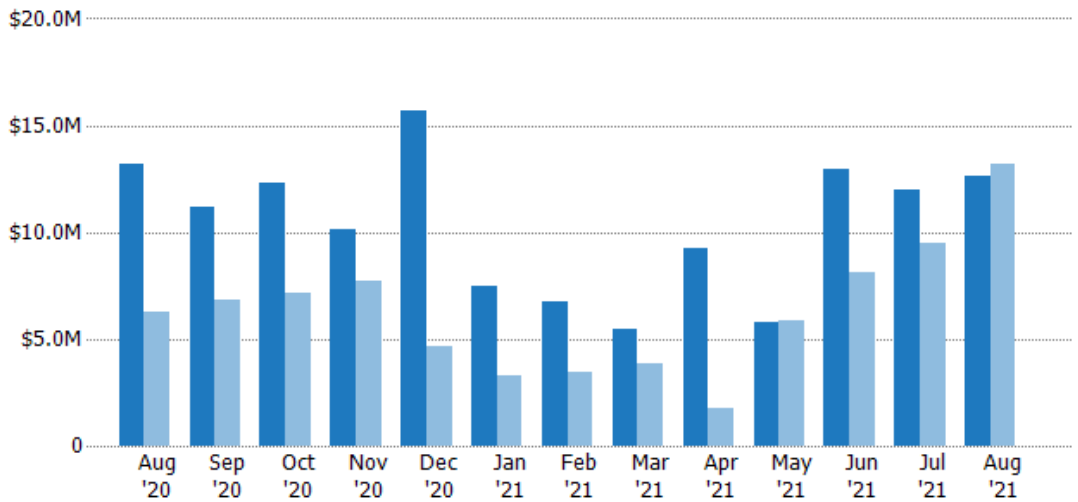
	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21
Current Year	59	58	59	45	62	29	30	26	39	32	52	49	51
Prior Year	39	37	38	37	27	20	22	21	12	24	35	52	59
Percent Change from Prior Year	51%	57%	55%	22%	130%	45%	36%	24%	225%	33%	49%	-6%	-14%

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



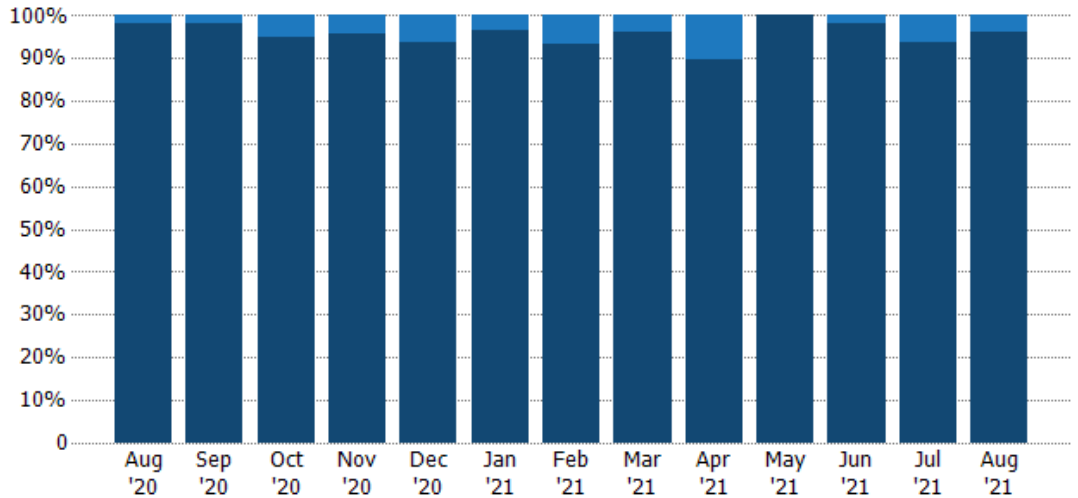
	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21
Current Year	\$13.2M	\$11.2M	\$12.3M	\$10.1M	\$15.7M	\$7.46M	\$6.79M	\$5.49M	\$9.24M	\$5.8M	\$12.9M	\$12M	\$12.6M
Prior Year	\$6.29M	\$6.84M	\$7.18M	\$7.69M	\$4.64M	\$3.28M	\$3.48M	\$3.86M	\$1.73M	\$5.89M	\$8.12M	\$9.52M	\$13.2M
Percent Change from Prior Year	110%	63%	71%	32%	238%	128%	95%	42%	435%	-1%	59%	26%	-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



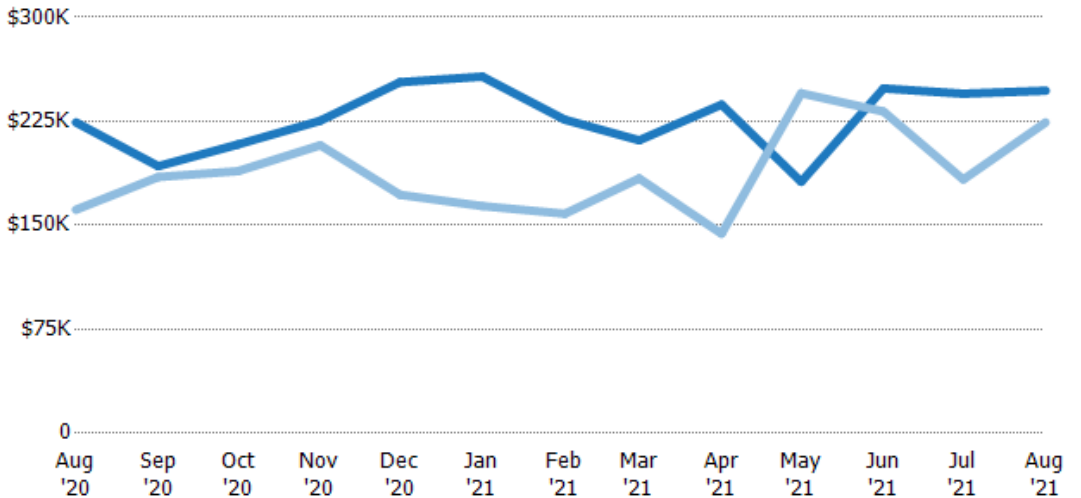
Condo/Townhouse	2%	2%	5%	4%	6%	3%	7%	4%	10%	-	2%	6%	4%
Single Family Residence	98%	98%	95%	96%	94%	97%	93%	96%	90%	100%	98%	94%	96%

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



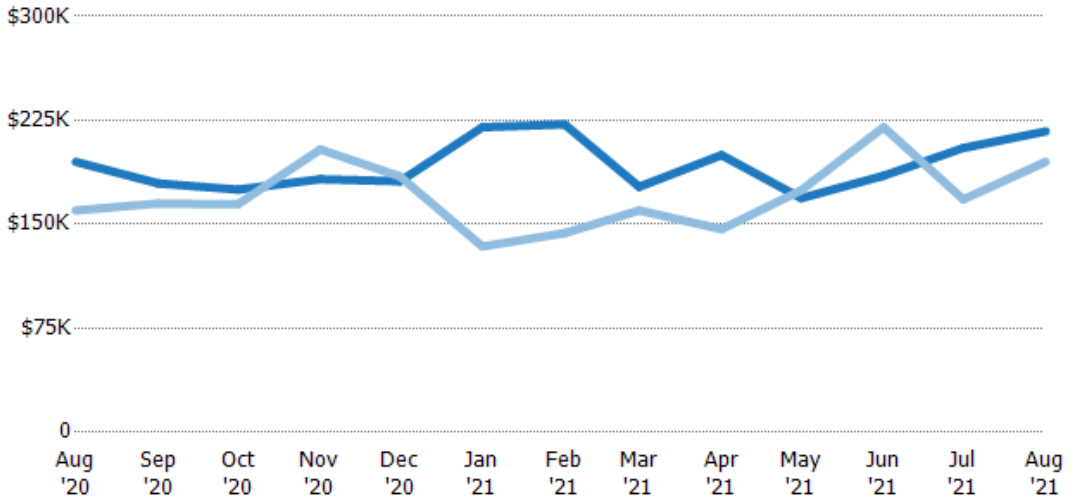
Current Year	\$224K	\$193K	\$208K	\$225K	\$253K	\$257K	\$226K	\$211K	\$237K	\$181K	\$249K	\$245K	\$247K
Prior Year	\$161K	\$185K	\$189K	\$208K	\$172K	\$164K	\$158K	\$184K	\$144K	\$245K	\$232K	\$183K	\$224K
Percent Change from Prior Year	39%	4%	10%	9%	47%	57%	43%	15%	65%	-26%	7%	34%	10%

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



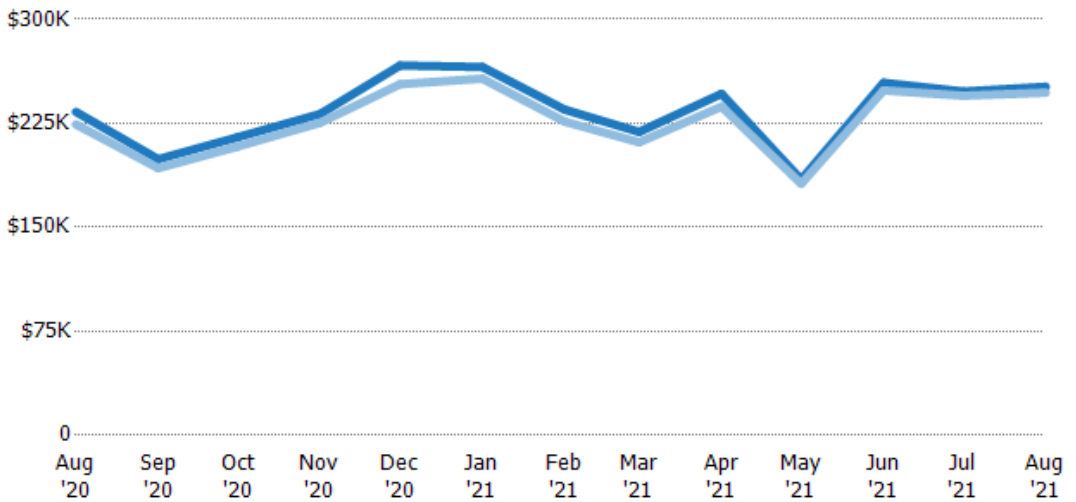
	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21
Current Year	\$195K	\$179K	\$175K	\$183K	\$181K	\$220K	\$222K	\$177K	\$200K	\$169K	\$185K	\$205K	\$217K
Prior Year	\$160K	\$165K	\$164K	\$204K	\$185K	\$134K	\$144K	\$160K	\$146K	\$175K	\$220K	\$168K	\$195K
Percent Change from Prior Year	22%	9%	6%	-11%	-2%	64%	55%	11%	36%	-3%	-16%	22%	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: Orleans County, Vermont
 Property Type:
 Condo/Townhouse/Apt., Single Family



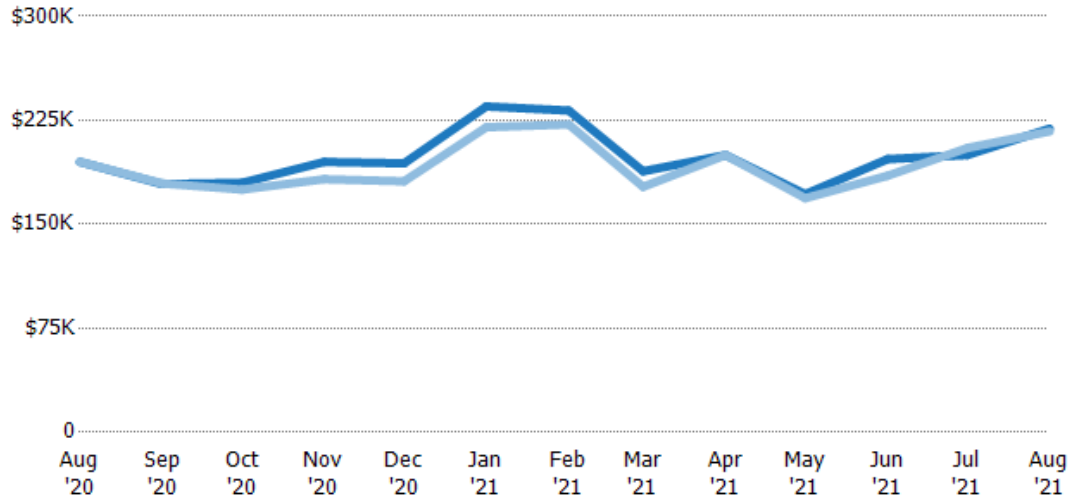
	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21
Avg List Price	\$233K	\$199K	\$215K	\$232K	\$267K	\$266K	\$235K	\$219K	\$246K	\$184K	\$254K	\$248K	\$251K
Avg Sales Price	\$224K	\$193K	\$208K	\$225K	\$253K	\$257K	\$226K	\$211K	\$237K	\$181K	\$249K	\$245K	\$247K
Avg Sales Price as a % of Avg List Price	96%	97%	97%	97%	95%	97%	96%	97%	96%	98%	98%	99%	98%

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



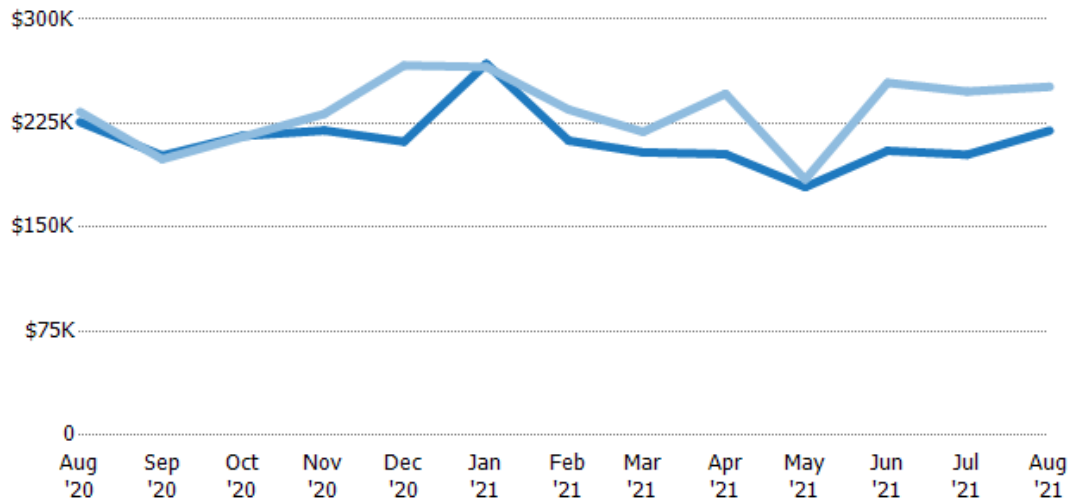
	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21
Median List Price	\$195K	\$179K	\$180K	\$195K	\$194K	\$235K	\$232K	\$188K	\$200K	\$172K	\$197K	\$200K	\$219K
Median Sales Price	\$195K	\$179K	\$175K	\$183K	\$181K	\$220K	\$222K	\$177K	\$200K	\$169K	\$185K	\$205K	\$217K
Med Sales Price as a % of Med List Price	100%	100%	97%	94%	93%	94%	96%	94%	100%	98%	94%	103%	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: Orleans County, Vermont
 Property Type:
 Condo/Townhouse/Apt., Single
 Family



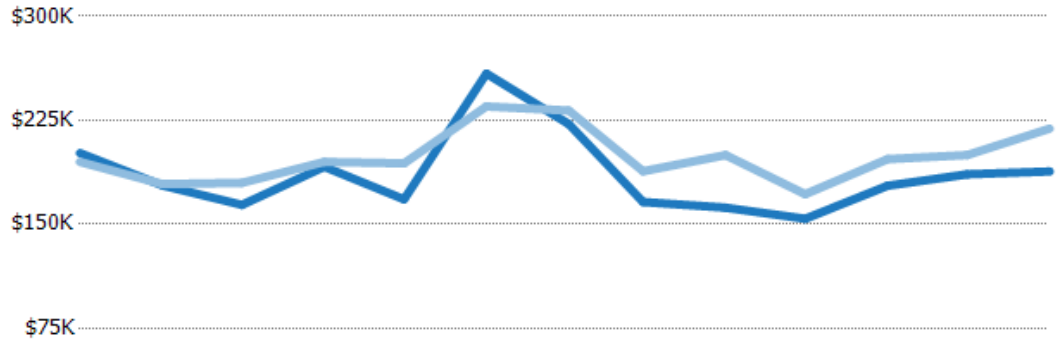
	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21
Avg Est Value	\$226K	\$202K	\$216K	\$220K	\$212K	\$268K	\$212K	\$204K	\$203K	\$179K	\$205K	\$202K	\$220K
Avg Sales Price	\$233K	\$199K	\$215K	\$232K	\$267K	\$266K	\$235K	\$219K	\$246K	\$184K	\$254K	\$248K	\$251K
Avg Sales Price as a % of Avg Est Value	103%	99%	100%	105%	126%	99%	111%	107%	121%	103%	124%	123%	114%

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



	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	\$201K	\$178K	\$164K	\$192K	\$168K	\$259K	\$222K	\$166K	\$162K	\$154K	\$178K	\$186K	\$188K
Median Sales Price	\$195K	\$179K	\$180K	\$195K	\$194K	\$235K	\$232K	\$188K	\$200K	\$172K	\$197K	\$200K	\$219K
Med Sales Price as a % of Med Est Value	97%	101%	110%	102%	115%	91%	104%	113%	123%	112%	111%	107%	116%