

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	Nov 2021	Nov 2020	+ / -	YTD 2021	YTD 2020	+ / -
Listing Activity Charts Metrics						
New Listing Count	7	21	-66.7%	316	335	-5.7%
New Listing Volume	\$1,871,850	\$5,073,200	-63.1%	\$108,942,169	\$97,898,400	+11.3%
Active Listing Count	85	89	-4.5%	N/A	N/A	
Active Listing Volume	\$33,922,549	\$32,918,799	+3%	N/A	N/A	
Average Listing Price	\$399,089	\$369,874	+7.9%	\$456,888	\$332,507	+37.4%
Median Listing Price	\$259,000	\$269,000	-3.7%	\$273,501	\$245,509	+11.4%
Median Days in RPR	96	97	-1%	77.57	111.81	-30.6%
Months of Inventory	2.9	2.3	+28.4%	2.9	6.5	-56%
Absorption Rate	34.12%	43.82%	-9.7%	35.06%	15.42%	+19.6%
Sales Activity Charts Metrics						
New Pending Sales Count	1	20	-95%	297	374	-20.6%
New Pending Sales Volume	\$130,000	\$4,488,407	-97.1%	\$87,238,320	\$96,597,901	-9.7%
Pending Sales Count	9	52	-82.7%	N/A	N/A	
Pending Sales Volume	\$2,649,000	\$11,890,802	-77.7%	N/A	N/A	
Closed Sales Count	26	26	+/-	287	278	+3.2%
Closed Sales Volume	\$7,080,000	\$8,222,500	-13.9%	\$81,631,215	\$72,936,877	+11.9%
Average Sales Price	\$272,308	\$316,250	-13.9%	\$284,429	\$262,363	+8.4%
Median Sales Price	\$239,500	\$269,500	-11.1%	\$257,913	\$227,742	+13.2%

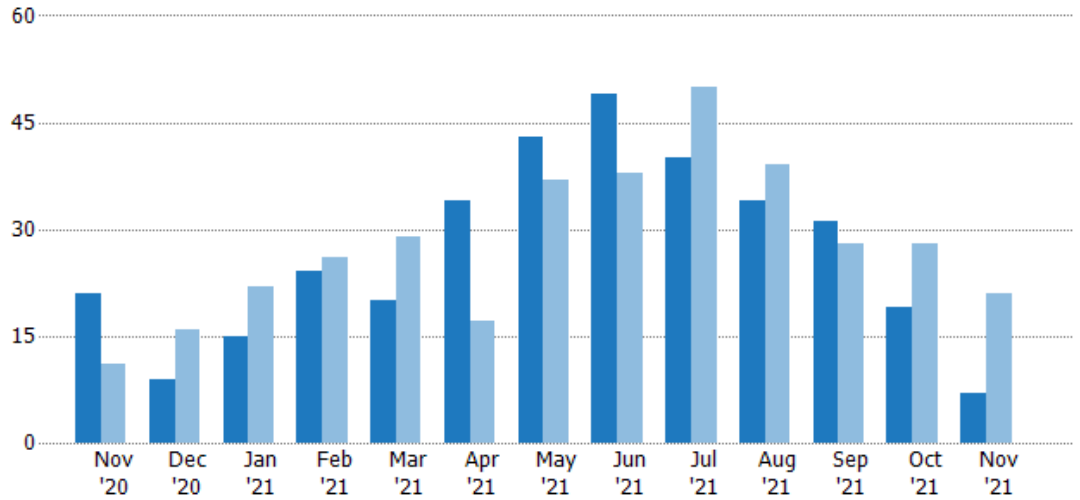
New Listings

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.
Nov '21	7	-66.7%
Nov '20	21	90.9%
Nov '19	11	72.7%



Current Year	21	9	15	24	20	34	43	49	40	34	31	19	7
Prior Year	11	16	22	26	29	17	37	38	50	39	28	28	21
Percent Change from Prior Year	91%	-44%	-32%	-8%	-31%	100%	16%	29%	-20%	-13%	11%	-32%	-67%

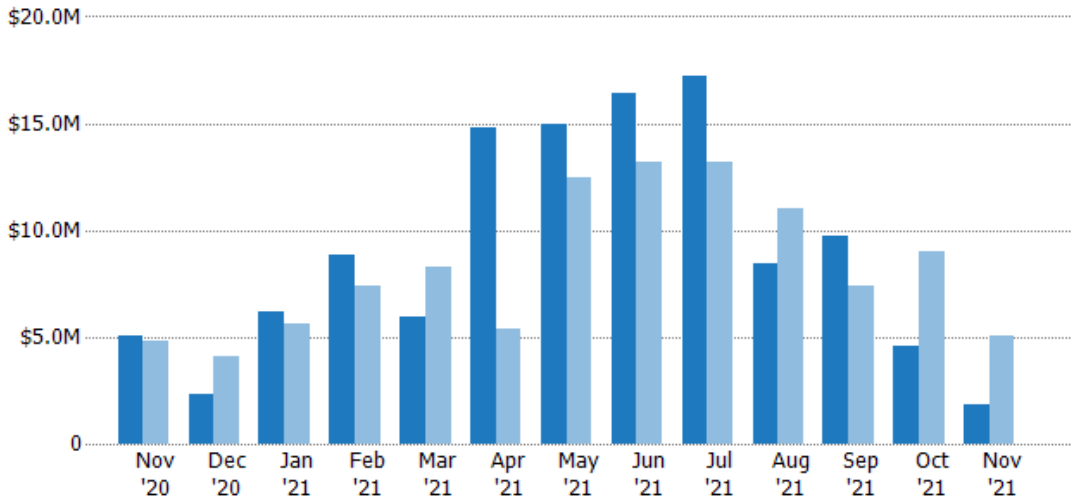
New Listing Volume

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.
Nov '21	\$1.87M	-63.1%
Nov '20	\$5.07M	5.1%
Nov '19	\$4.83M	-11%



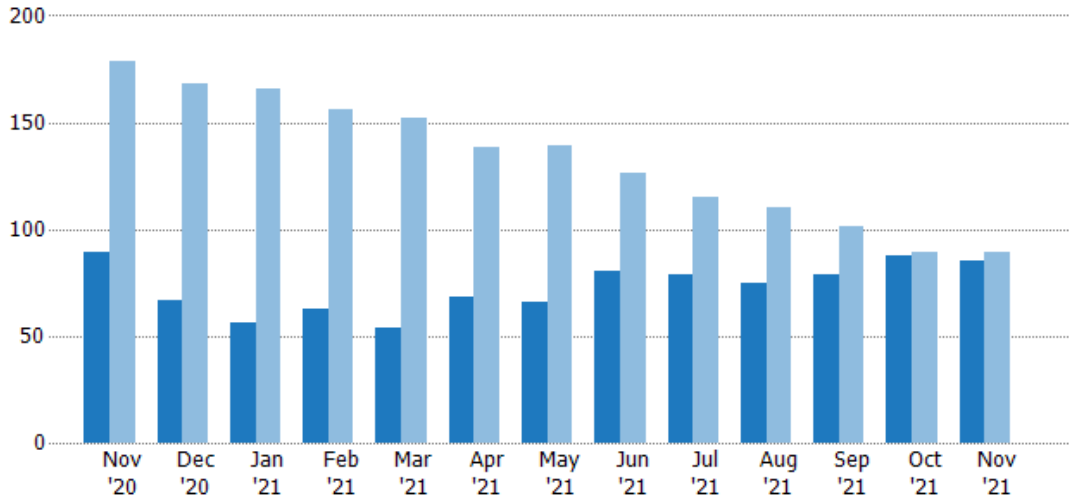
Current Year	\$5.07M	\$2.31M	\$6.16M	\$8.82M	\$5.95M	\$14.8M	\$15M	\$16.4M	\$17.2M	\$8.47M	\$9.7M	\$4.57M	\$1.87M
Prior Year	\$4.83M	\$4.12M	\$5.65M	\$7.36M	\$8.27M	\$5.37M	\$12.4M	\$13.2M	\$13.2M	\$11M	\$7.39M	\$8.98M	\$5.07M
Percent Change from Prior Year	5%	-44%	9%	20%	-28%	176%	21%	24%	31%	-23%	31%	-49%	-63%

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



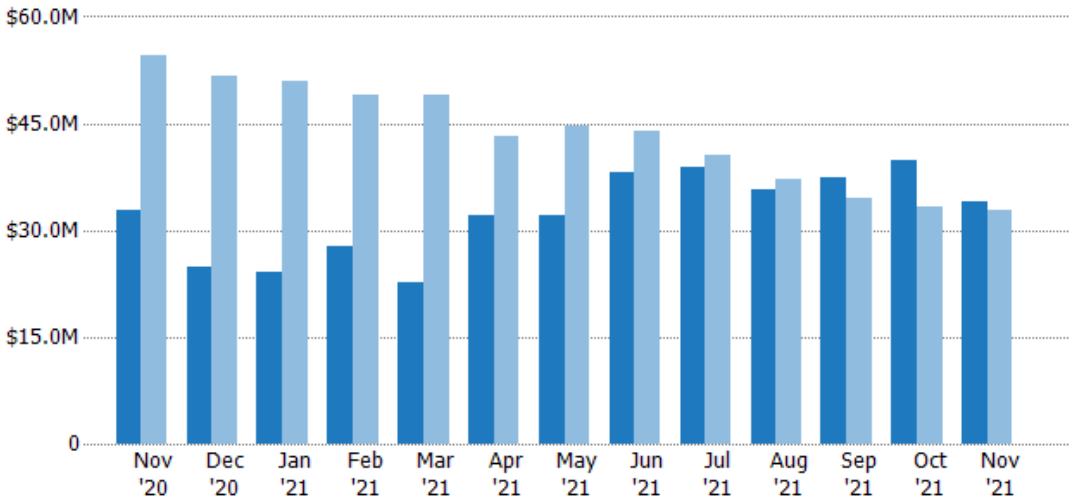
	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21
Current Year	89	67	56	63	54	68	66	80	79	75	79	88	85
Prior Year	179	168	166	156	152	138	139	126	115	110	101	89	89
Percent Change from Prior Year	-50%	-60%	-66%	-60%	-64%	-51%	-53%	-37%	-31%	-32%	-22%	-1%	-4%

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



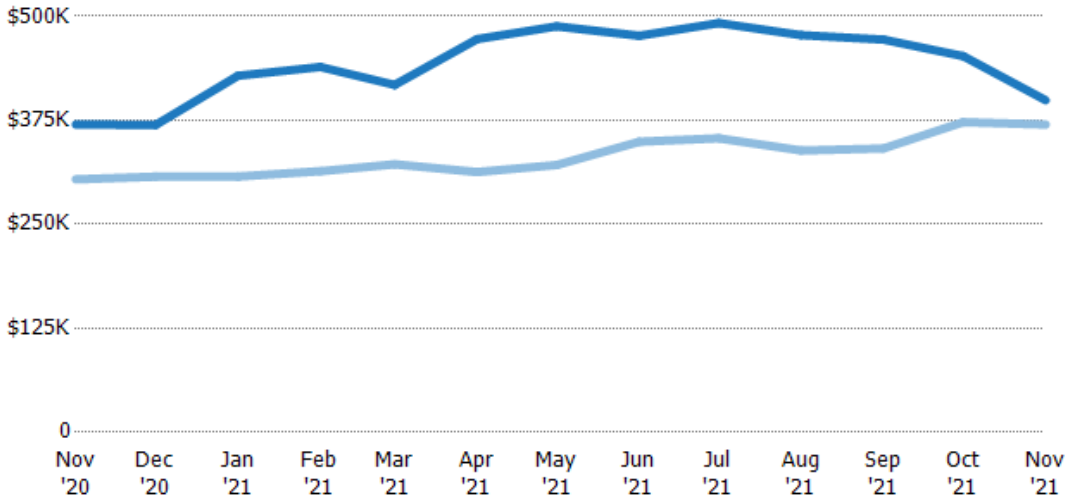
	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21
Current Year	\$32.9M	\$24.7M	\$24M	\$27.7M	\$22.5M	\$32.1M	\$32.2M	\$38.1M	\$38.8M	\$35.8M	\$37.3M	\$39.8M	\$33.9M
Prior Year	\$54.4M	\$51.6M	\$51M	\$48.9M	\$49M	\$43.2M	\$44.7M	\$44M	\$40.6M	\$37.3M	\$34.5M	\$33.2M	\$32.9M
Percent Change from Prior Year	-40%	-52%	-53%	-43%	-54%	-26%	-28%	-13%	-4%	-4%	8%	20%	3%

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



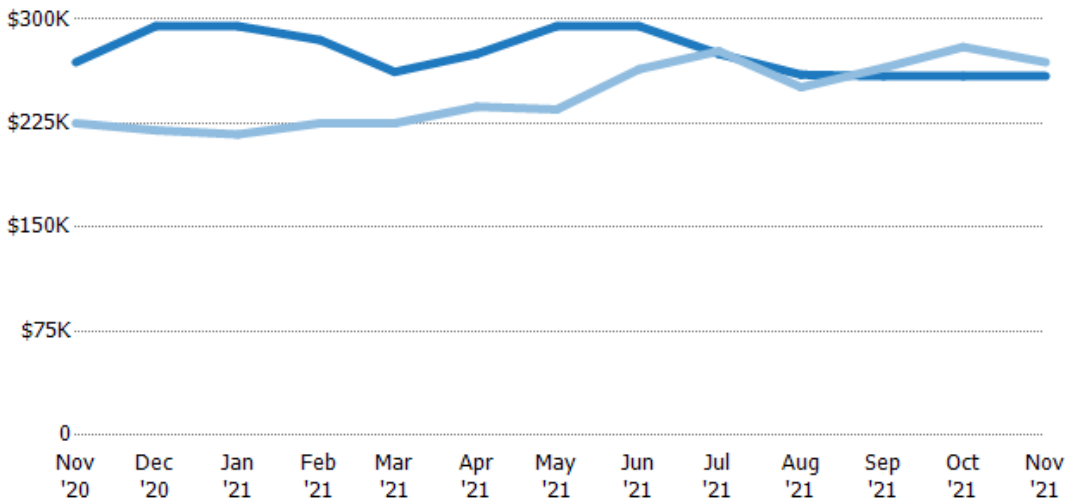
	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21
Current Year	\$370K	\$369K	\$429K	\$439K	\$418K	\$473K	\$488K	\$477K	\$492K	\$477K	\$472K	\$452K	\$399K
Prior Year	\$304K	\$307K	\$307K	\$314K	\$322K	\$313K	\$321K	\$349K	\$353K	\$339K	\$341K	\$373K	\$370K
Percent Change from Prior Year	22%	20%	39%	40%	30%	51%	52%	36%	39%	41%	38%	21%	8%

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



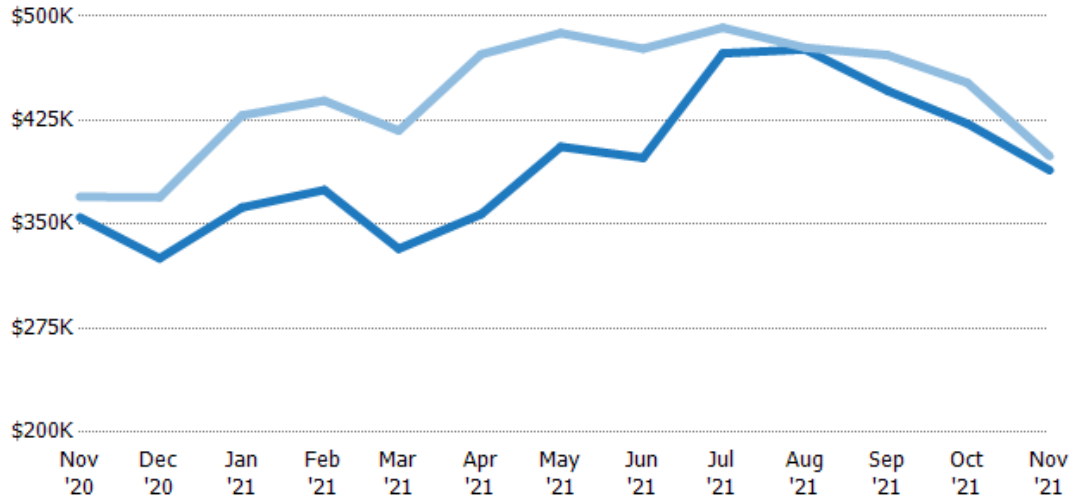
	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21
Current Year	\$269K	\$295K	\$295K	\$285K	\$262K	\$275K	\$295K	\$295K	\$275K	\$260K	\$259K	\$259K	\$259K
Prior Year	\$225K	\$220K	\$217K	\$225K	\$225K	\$237K	\$235K	\$264K	\$277K	\$251K	\$265K	\$280K	\$269K
Percent Change from Prior Year	20%	34%	36%	27%	16%	16%	26%	12%	-1%	4%	-2%	-8%	-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



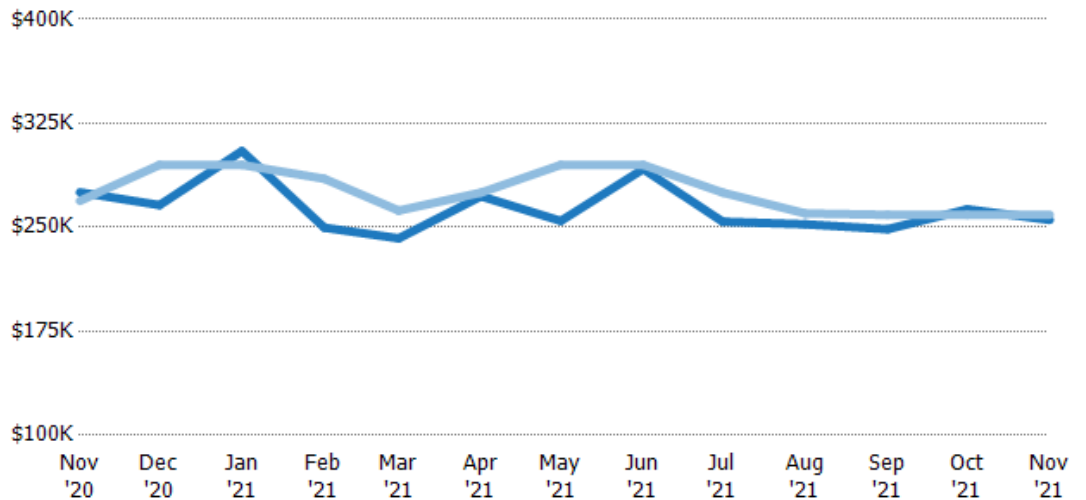
	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21
Avg Est Value	\$355K	\$325K	\$362K	\$375K	\$332K	\$357K	\$406K	\$398K	\$473K	\$476K	\$446K	\$423K	\$389K
Avg Listing Price	\$370K	\$369K	\$429K	\$439K	\$418K	\$473K	\$488K	\$477K	\$492K	\$477K	\$472K	\$452K	\$399K
Avg Listing Price as a % of Avg Est Value	104%	114%	118%	117%	126%	132%	120%	120%	104%	100%	106%	107%	103%

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



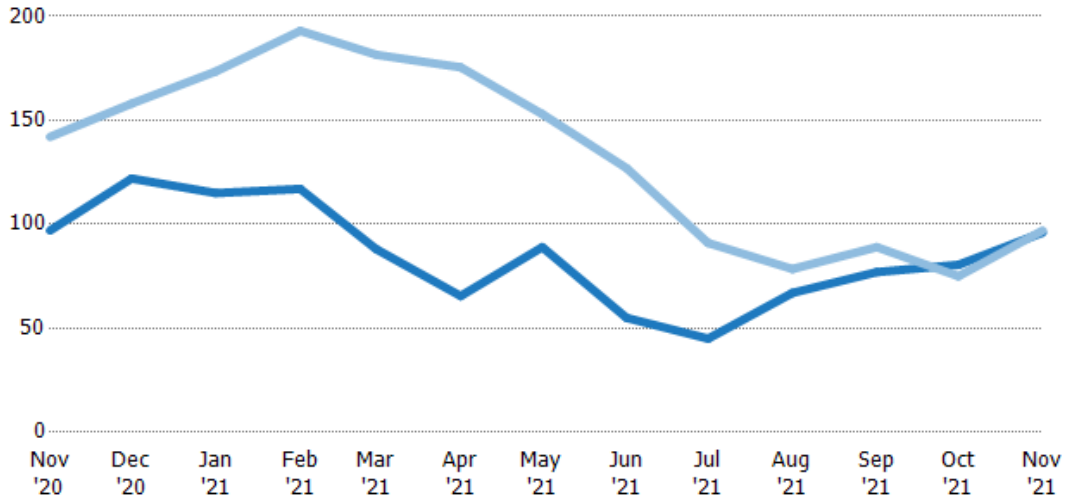
	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21
Median Est Value	\$275K	\$266K	\$305K	\$250K	\$242K	\$272K	\$255K	\$292K	\$254K	\$252K	\$249K	\$263K	\$255K
Median Listing Price	\$269K	\$295K	\$295K	\$285K	\$262K	\$275K	\$295K	\$295K	\$275K	\$260K	\$259K	\$259K	\$259K
Med Listing Price as a % of Med Est Value	98%	111%	97%	114%	108%	101%	116%	101%	108%	103%	104%	98%	101%

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



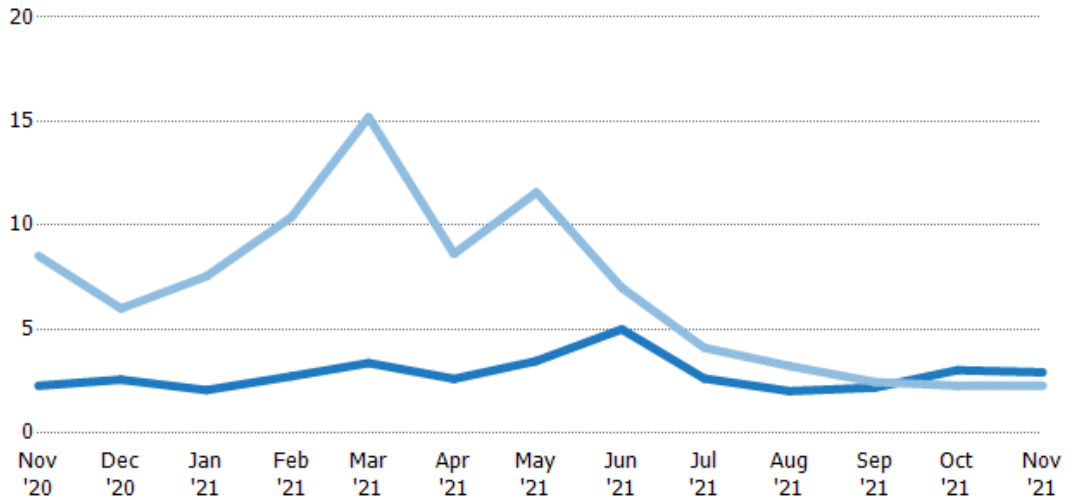
	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21
Current Year	97	122	115	117	88	65.5	89	55	45	67	77	80.5	96
Prior Year	142	158	174	193	182	176	153	127	91	78.5	89	75	97
Percent Change from Prior Year	-32%	-23%	-34%	-39%	-52%	-63%	-42%	-57%	-51%	-15%	-13%	7%	-1%

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



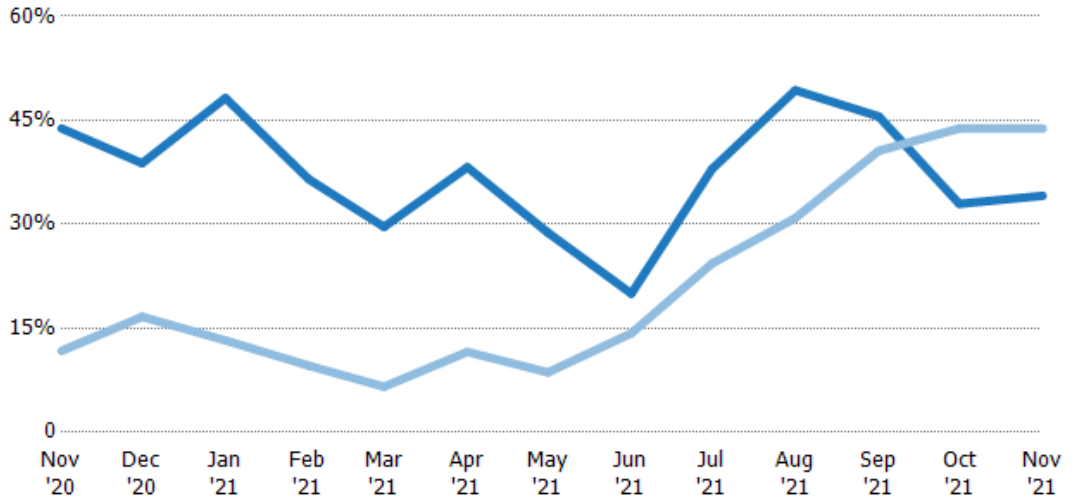
	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21
Current Year	2.28	2.58	2.07	2.74	3.38	2.62	3.47	5	2.63	2.03	2.19	3.03	2.93
Prior Year	8.52	6	7.55	10.4	15.2	8.63	11.6	7	4.11	3.24	2.46	2.28	2.28
Percent Change from Prior Year	-73%	-57%	-73%	-74%	-78%	-70%	-70%	-29%	-36%	-37%	-11%	33%	28%

Absorption Rate

The percentage of inventory sold per month.

Filters Used

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



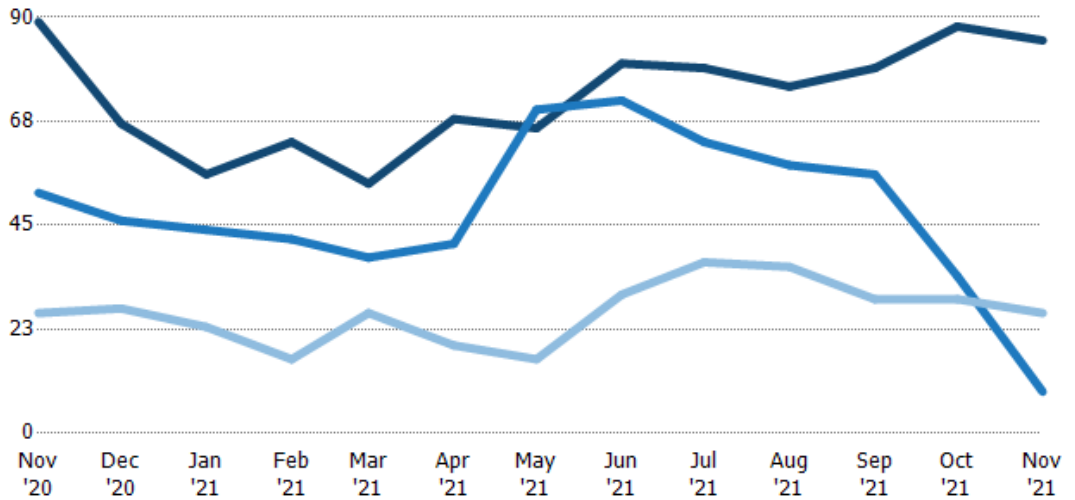
	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21
Current Year	44%	39%	48%	37%	30%	38%	29%	20%	38%	49%	46%	33%	34%
Prior Year	12%	17%	13%	10%	7%	12%	9%	14%	24%	31%	41%	44%	44%
Change from Prior Year	-32%	-22%	-35%	-27%	-23%	-27%	-20%	-6%	-14%	-18%	-5%	11%	10%

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



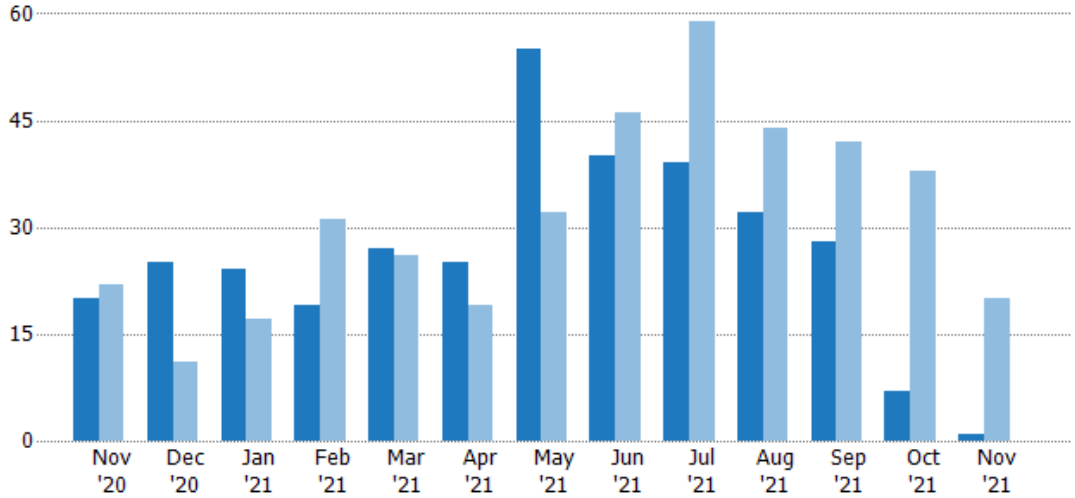
	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21
Active	89	67	56	63	54	68	66	80	79	75	79	88	85
Pending	52	46	44	42	38	41	70	72	63	58	56	34	9
Sold	26	27	23	16	26	19	16	30	37	36	29	29	26

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



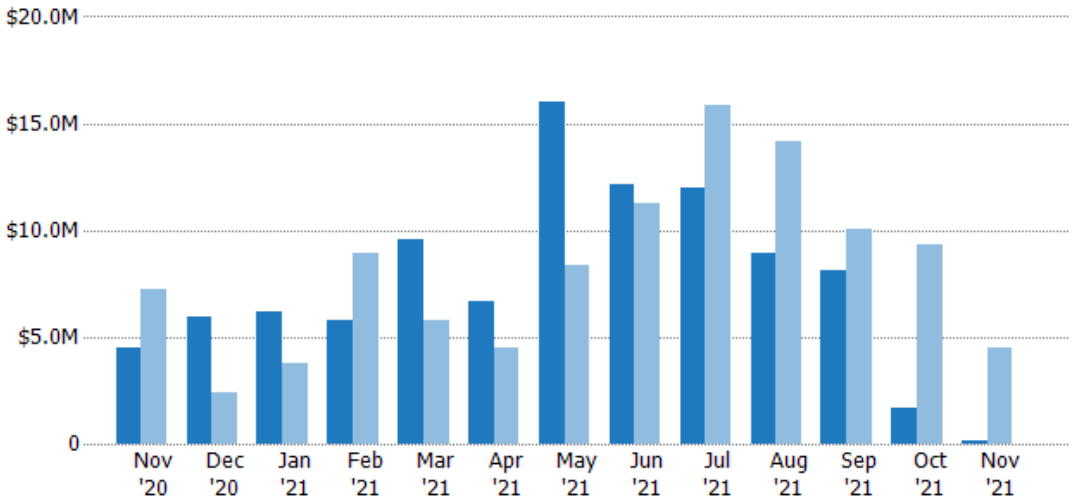
	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21
Current Year	20	25	24	19	27	25	55	40	39	32	28	7	1
Prior Year	22	11	17	31	26	19	32	46	59	44	42	38	20
Percent Change from Prior Year	-9%	127%	41%	-39%	4%	32%	72%	-13%	-34%	-27%	-33%	-82%	-95%

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



	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21
Current Year	\$4.49M	\$5.94M	\$6.21M	\$5.8M	\$9.57M	\$6.68M	\$16M	\$12.1M	\$12M	\$8.9M	\$8.1M	\$1.64M	\$130K
Prior Year	\$7.24M	\$2.37M	\$3.78M	\$8.95M	\$5.81M	\$4.53M	\$8.38M	\$11.2M	\$15.8M	\$14.2M	\$10M	\$9.36M	\$4.49M
Percent Change from Prior Year	-38%	150%	64%	-35%	65%	48%	91%	8%	-24%	-37%	-19%	-82%	-97%

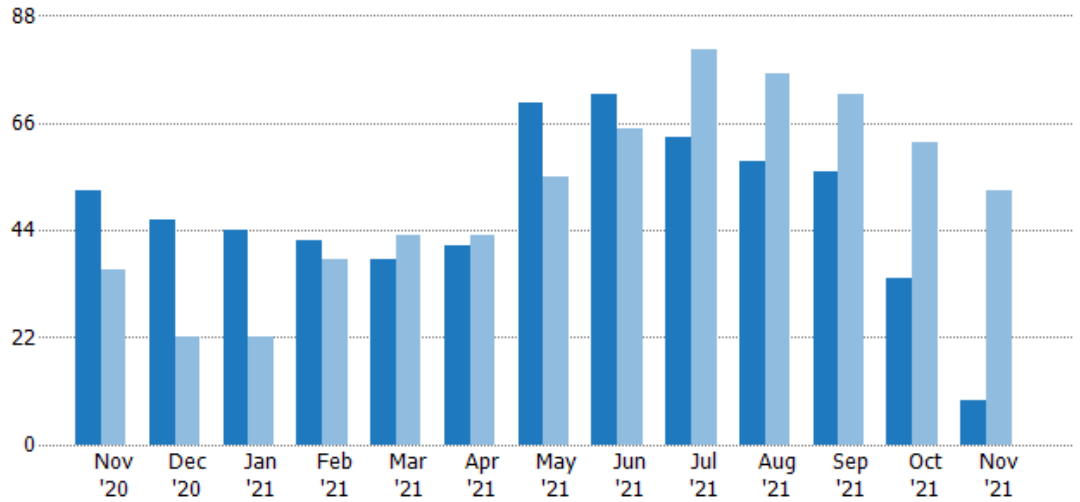
Pending Sales

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.
Nov '21	9	-82.7%
Nov '20	52	44.4%
Nov '19	36	-27.8%



Current Year	52	46	44	42	38	41	70	72	63	58	56	34	9
Prior Year	36	22	22	38	43	43	55	65	81	76	72	62	52
Percent Change from Prior Year	44%	109%	100%	11%	-12%	-5%	27%	11%	-22%	-24%	-22%	-45%	-83%

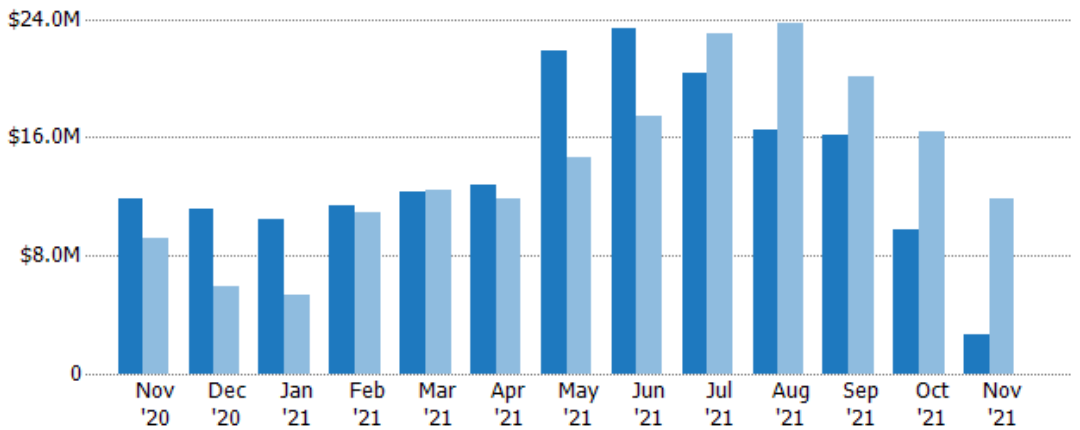
Pending Sales Volume

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.
Nov '21	\$2.65M	-77.7%
Nov '20	\$11.9M	29.9%
Nov '19	\$9.15M	-31.5%



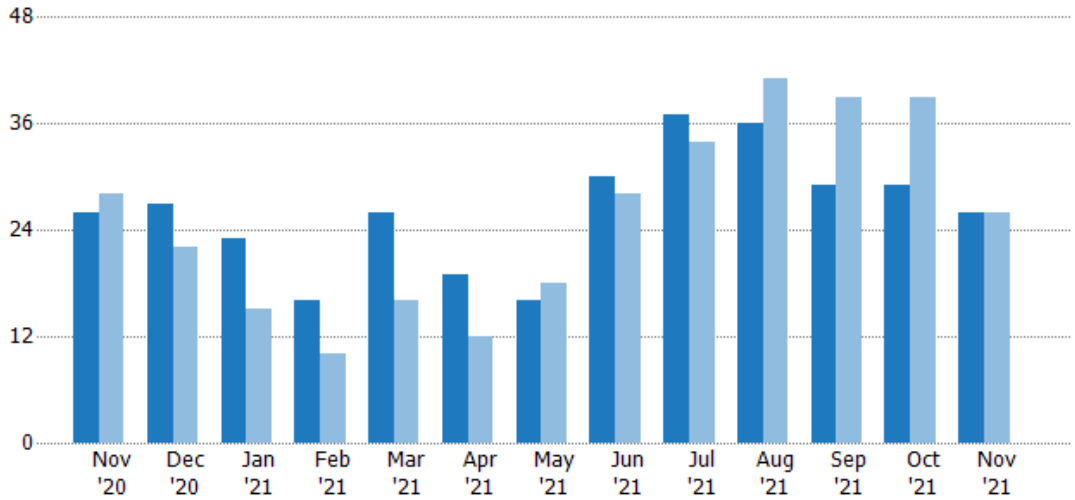
Current Year	\$11.9M	\$11.1M	\$10.4M	\$11.3M	\$12.3M	\$12.7M	\$21.8M	\$23.3M	\$20.4M	\$16.5M	\$16.1M	\$9.76M	\$2.65M
Prior Year	\$9.15M	\$5.94M	\$5.33M	\$11M	\$12.5M	\$11.8M	\$14.6M	\$17.4M	\$23M	\$23.7M	\$20.1M	\$16.4M	\$11.9M
Percent Change from Prior Year	30%	87%	95%	4%	-1%	8%	49%	34%	-11%	-31%	-20%	-40%	-78%

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



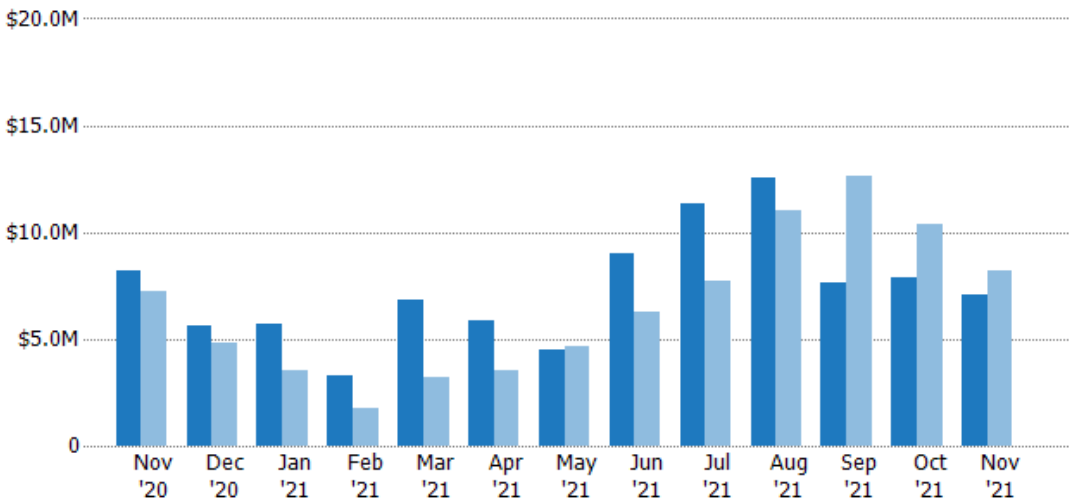
	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21
Current Year	26	27	23	16	26	19	16	30	37	36	29	29	26
Prior Year	28	22	15	10	16	12	18	28	34	41	39	39	26
Percent Change from Prior Year	-7%	23%	53%	60%	63%	58%	-11%	7%	9%	-12%	-26%	-26%	0%

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



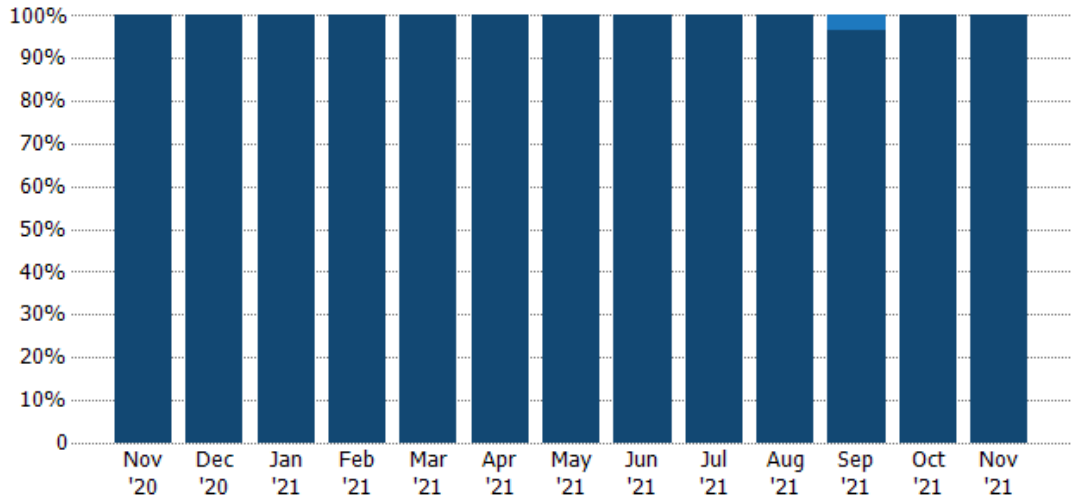
	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21
Current Year	\$8.22M	\$5.62M	\$5.69M	\$3.26M	\$6.84M	\$5.87M	\$4.53M	\$9.01M	\$11.3M	\$12.5M	\$7.62M	\$7.89M	\$7.08M
Prior Year	\$7.21M	\$4.8M	\$3.56M	\$1.73M	\$3.21M	\$3.51M	\$4.62M	\$6.25M	\$7.75M	\$11M	\$12.7M	\$10.4M	\$8.22M
Percent Change from Prior Year	14%	17%	60%	88%	113%	67%	-2%	44%	46%	14%	-40%	-24%	-14%

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



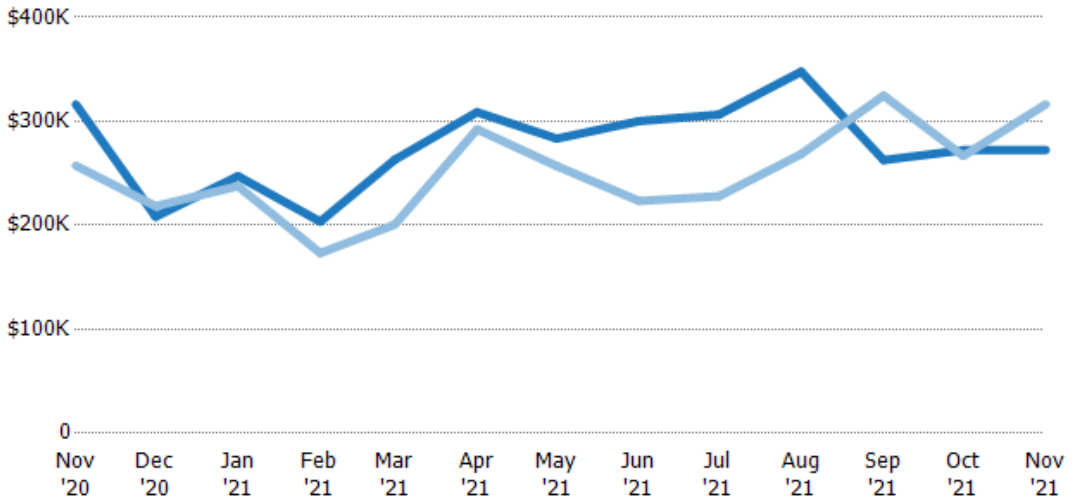
Condo/Townhouse	-	-	-	-	-	-	-	-	-	-	3%	-	-
Single Family Residence	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	97%	100%	100%

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



Current Year	\$316K	\$208K	\$247K	\$204K	\$263K	\$309K	\$283K	\$300K	\$306K	\$348K	\$263K	\$272K	\$272K
Prior Year	\$257K	\$218K	\$238K	\$173K	\$201K	\$292K	\$257K	\$223K	\$228K	\$268K	\$325K	\$267K	\$316K
Percent Change from Prior Year	23%	-5%	4%	17%	31%	6%	10%	34%	34%	30%	-19%	2%	-14%

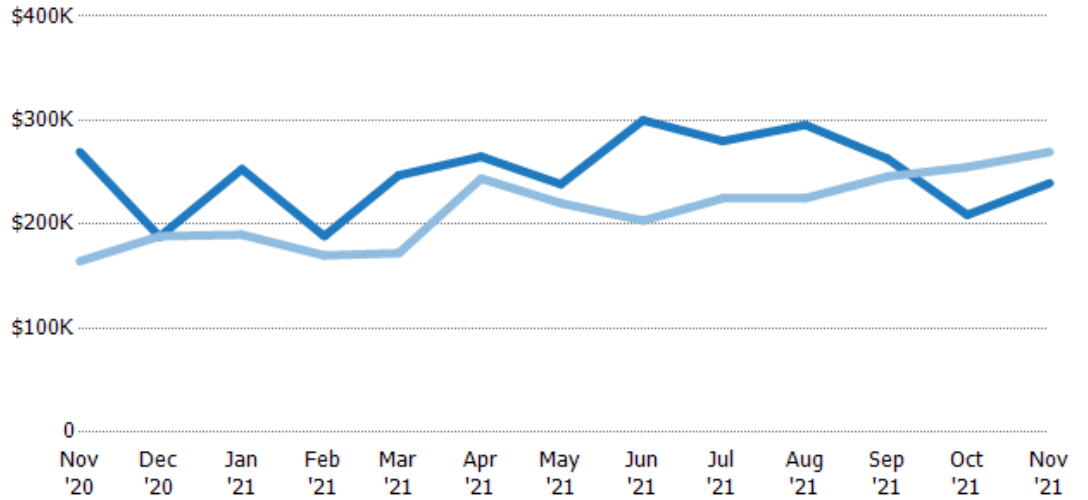
Median Sales Price

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.
Nov '21	\$240K	-11.1%
Nov '20	\$270K	63.8%
Nov '19	\$165K	-16.4%



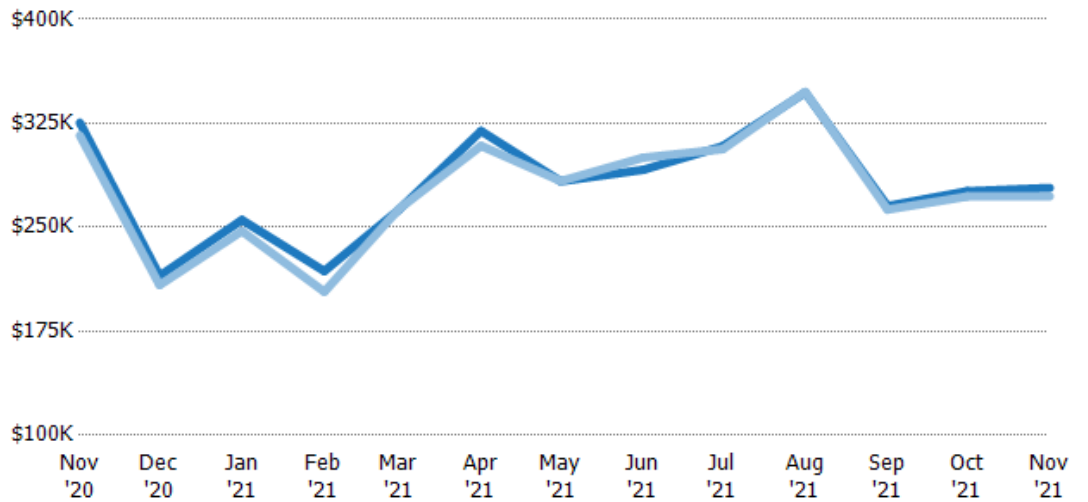
Current Year	\$270K	\$188K	\$253K	\$189K	\$247K	\$265K	\$239K	\$300K	\$280K	\$296K	\$263K	\$209K	\$240K
Prior Year	\$165K	\$189K	\$190K	\$170K	\$172K	\$244K	\$220K	\$204K	\$225K	\$225K	\$246K	\$255K	\$270K
Percent Change from Prior Year	64%	0%	33%	11%	43%	9%	8%	47%	24%	31%	7%	-18%	-11%

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



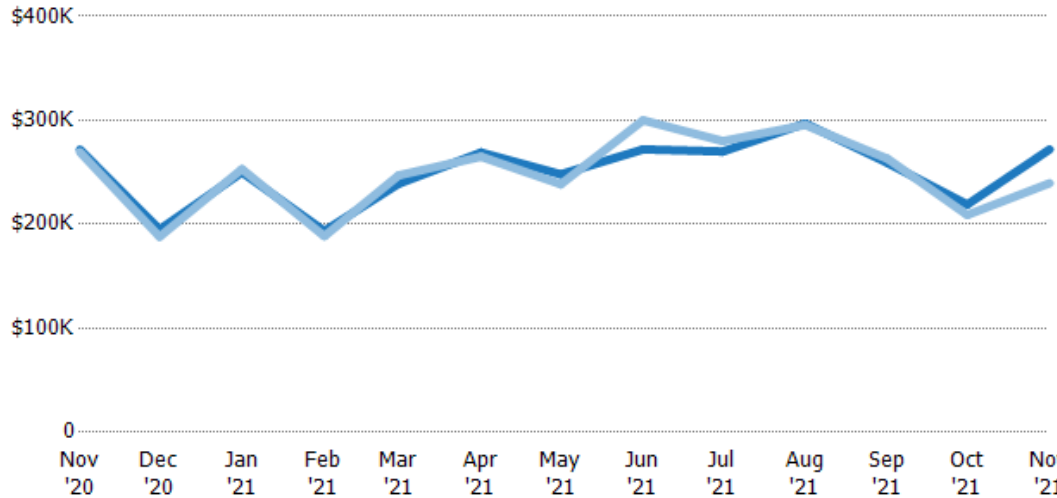
Avg List Price	\$325K	\$215K	\$255K	\$218K	\$263K	\$319K	\$283K	\$291K	\$309K	\$347K	\$265K	\$276K	\$278K
Avg Sales Price	\$316K	\$208K	\$247K	\$204K	\$263K	\$309K	\$283K	\$300K	\$306K	\$348K	\$263K	\$272K	\$272K
Avg Sales Price as a % of Avg List Price	97%	97%	97%	93%	100%	97%	100%	103%	99%	100%	99%	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: Orange County, Vermont
 Property Type:
 Condo/Townhouse/Apt., Single
 Family



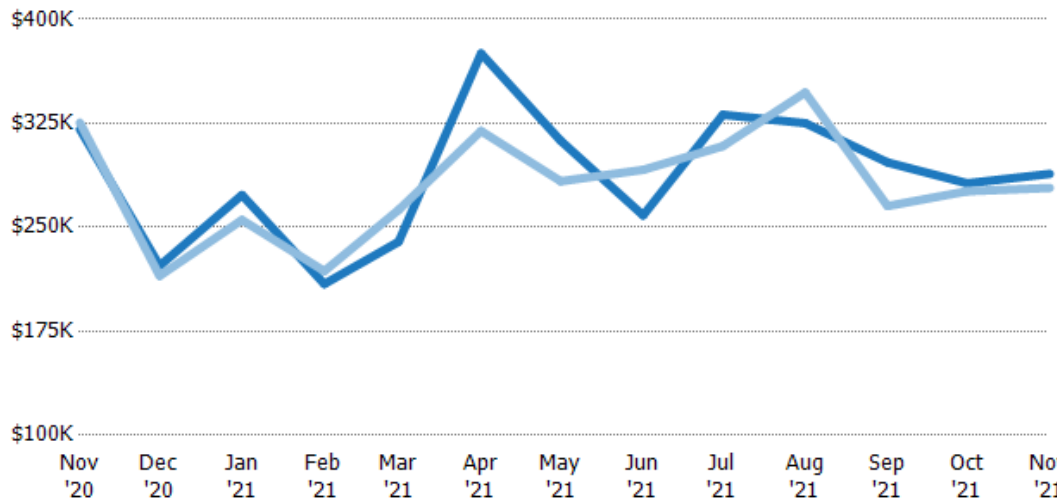
	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21
Median List Price	\$272K	\$195K	\$250K	\$194K	\$239K	\$269K	\$248K	\$272K	\$270K	\$297K	\$259K	\$219K	\$272K
Median Sales Price	\$270K	\$188K	\$253K	\$189K	\$247K	\$265K	\$239K	\$300K	\$280K	\$296K	\$263K	\$209K	\$240K
Med Sales Price as a % of Med List Price	99%	96%	101%	97%	103%	99%	96%	110%	104%	99%	102%	95%	88%

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



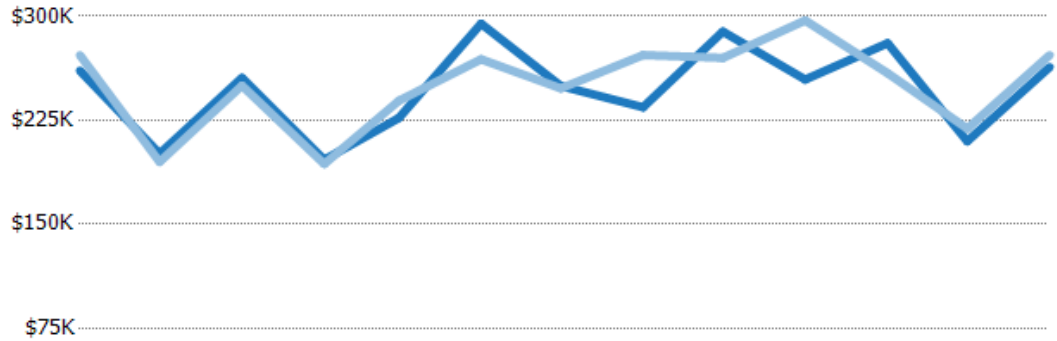
	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21
Avg Est Value	\$321K	\$222K	\$273K	\$209K	\$240K	\$375K	\$312K	\$259K	\$331K	\$325K	\$297K	\$282K	\$288K
Avg Sales Price	\$325K	\$215K	\$255K	\$218K	\$263K	\$319K	\$283K	\$291K	\$309K	\$347K	\$265K	\$276K	\$278K
Avg Sales Price as a % of Avg Est Value	101%	97%	93%	104%	110%	85%	91%	113%	93%	107%	89%	98%	96%

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



	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21
Median Est Value	\$261K	\$201K	\$256K	\$196K	\$227K	\$295K	\$250K	\$234K	\$289K	\$254K	\$281K	\$210K	\$263K
Median Sales Price	\$272K	\$195K	\$250K	\$194K	\$239K	\$269K	\$248K	\$272K	\$270K	\$297K	\$259K	\$219K	\$272K
Med Sales Price as a % of Med Est Value	104%	97%	98%	98%	105%	91%	99%	116%	93%	117%	92%	104%	103%