

Summary of Key Listing and Sales Metrics

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

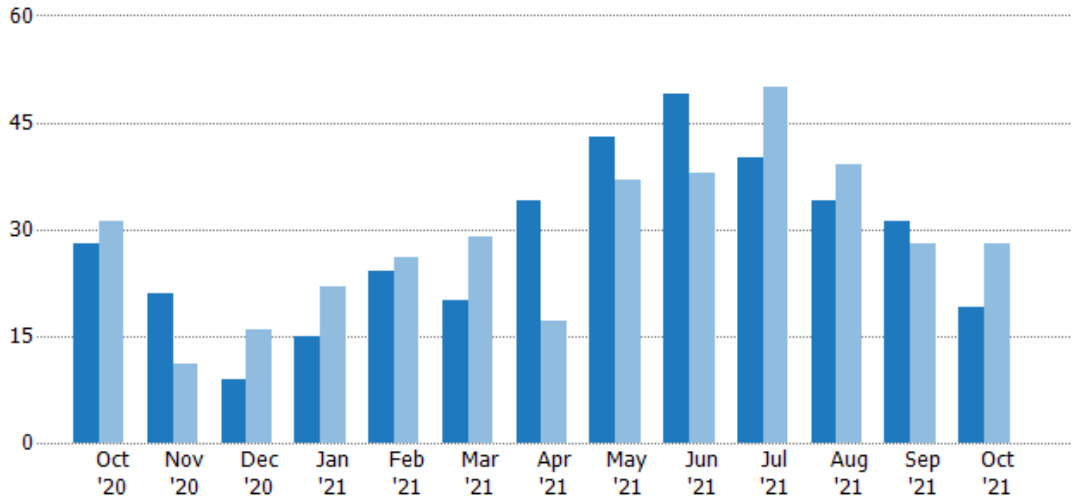
Key Metrics	Oct 2021	Oct 2020	+ / -	YTD 2021	YTD 2020	+ / -
Listing Activity Charts Metrics						
New Listing Count	19	28	-32.1%	309	314	-1.6%
New Listing Volume	\$4,565,900	\$8,983,399	-49.2%	\$107,070,319	\$92,825,200	+15.3%
Active Listing Count	88	89	-1.1%	N/A	N/A	
Active Listing Volume	\$39,784,599	\$33,178,006	+19.9%	N/A	N/A	
Average Listing Price	\$452,098	\$372,787	+21.3%	\$463,827	\$329,933	+40.6%
Median Listing Price	\$259,000	\$280,000	-7.5%	\$275,242	\$243,891	+12.9%
Median Days in RPR	80.5	75	+7.3%	75.74	113.34	-33.2%
Months of Inventory	3	2.3	+33%	2.8	7	-59.8%
Absorption Rate	32.95%	43.82%	-10.9%	35.59%	14.32%	+21.3%
Sales Activity Charts Metrics						
New Pending Sales Count	7	38	-81.6%	296	354	-16.4%
New Pending Sales Volume	\$1,644,500	\$9,363,295	-82.4%	\$87,108,320	\$92,109,494	-5.4%
Pending Sales Count	34	62	-45.2%	N/A	N/A	
Pending Sales Volume	\$9,756,821	\$16,374,495	-40.4%	N/A	N/A	
Closed Sales Count	29	39	-25.6%	261	252	+3.6%
Closed Sales Volume	\$7,894,000	\$10,401,500	-24.1%	\$74,551,215	\$64,714,377	+15.2%
Average Sales Price	\$272,207	\$266,705	+2.1%	\$285,637	\$256,803	+11.2%
Median Sales Price	\$209,000	\$255,000	-18%	\$259,747	\$223,433	+16.3%

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



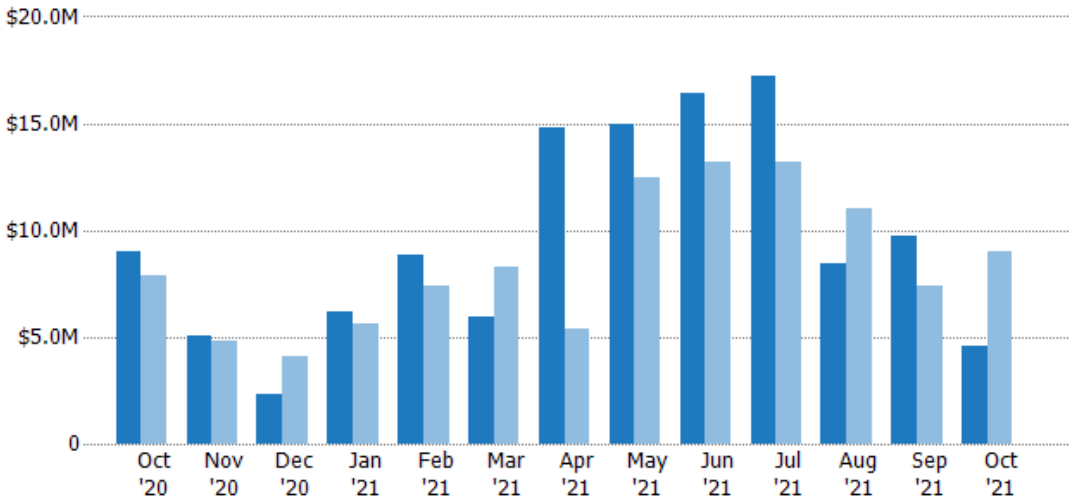
	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21
Current Year	28	21	9	15	24	20	34	43	49	40	34	31	19
Prior Year	31	11	16	22	26	29	17	37	38	50	39	28	28
Percent Change from Prior Year	-10%	91%	-44%	-32%	-8%	-31%	100%	16%	29%	-20%	-13%	11%	-32%

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



	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21
Current Year	\$8.98M	\$5.07M	\$2.31M	\$6.16M	\$8.82M	\$5.95M	\$14.8M	\$15M	\$16.4M	\$17.2M	\$8.47M	\$9.7M	\$4.57M
Prior Year	\$7.85M	\$4.83M	\$4.12M	\$5.65M	\$7.36M	\$8.27M	\$5.37M	\$12.4M	\$13.2M	\$13.2M	\$11M	\$7.39M	\$8.98M
Percent Change from Prior Year	14%	5%	-44%	9%	20%	-28%	176%	21%	24%	31%	-23%	31%	-49%

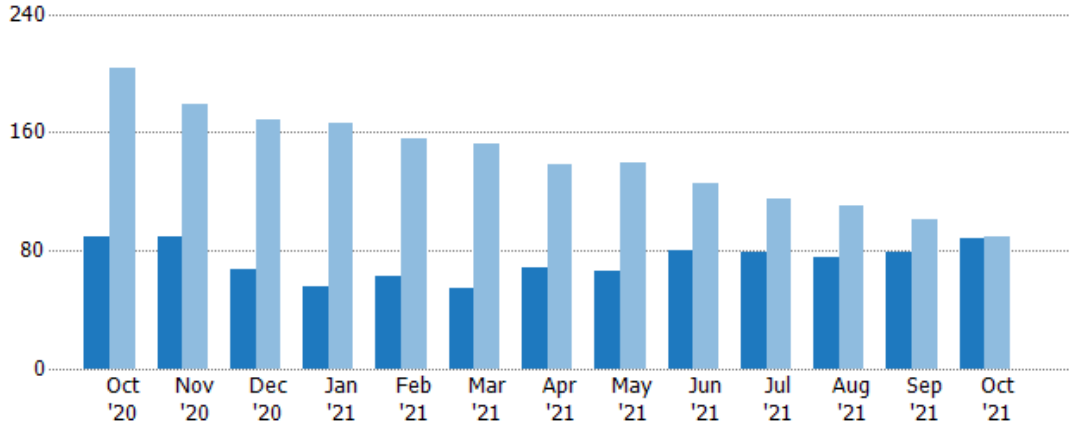
Active Listings

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

Month/Year	Count	% Chg.
Oct '21	88	-1.1%
Oct '20	89	-56.4%
Oct '19	204	-3.9%



	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21
Current Year	89	89	67	56	63	54	68	66	80	79	75	79	88
Prior Year	204	179	168	166	156	152	138	139	126	115	110	101	89
Percent Change from Prior Year	-56%	-50%	-60%	-66%	-60%	-64%	-51%	-53%	-37%	-31%	-32%	-22%	-1%

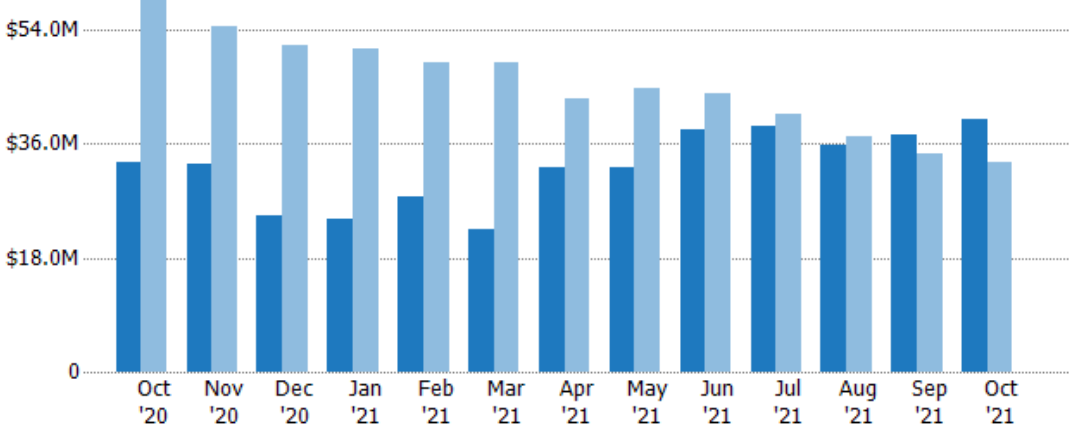
Active Listing Volume

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

Month/Year	Volume	% Chg.
Oct '21	\$39.8M	19.9%
Oct '20	\$33.2M	-46.4%
Oct '19	\$62M	-3.1%



	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21
Current Year	\$33.2M	\$32.9M	\$24.7M	\$24M	\$27.7M	\$22.5M	\$32.1M	\$32.2M	\$38.1M	\$38.8M	\$35.8M	\$37.3M	\$39.8M
Prior Year	\$62M	\$54.4M	\$51.6M	\$51M	\$48.9M	\$49M	\$43.2M	\$44.7M	\$44M	\$40.6M	\$37.3M	\$34.5M	\$33.2M
Percent Change from Prior Year	-46%	-40%	-52%	-53%	-43%	-54%	-26%	-28%	-13%	-4%	-4%	8%	20%

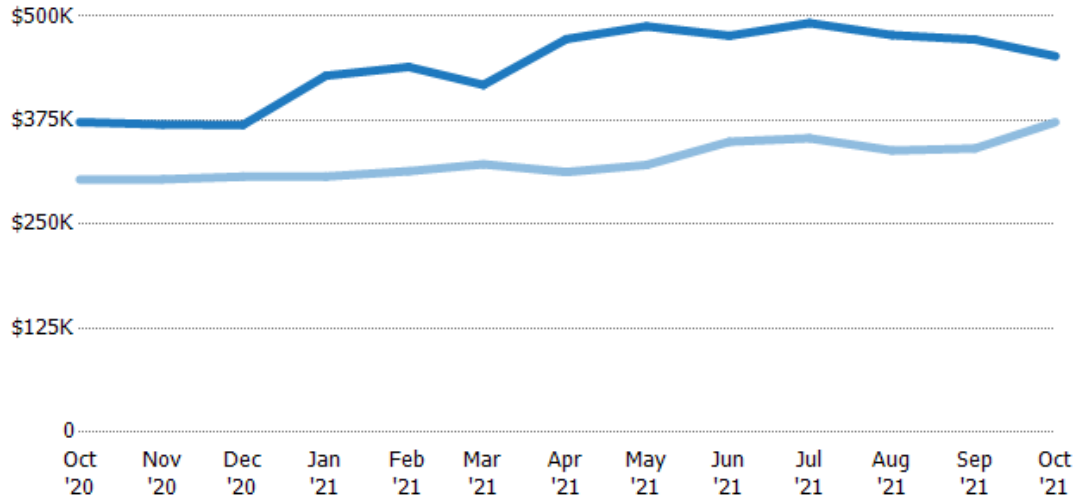
Average Listing Price

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.
Oct '21	\$452K	21.3%
Oct '20	\$373K	22.7%
Oct '19	\$304K	0.8%



Current Year	\$373K	\$370K	\$369K	\$429K	\$439K	\$418K	\$473K	\$488K	\$477K	\$492K	\$477K	\$472K	\$452K
Prior Year	\$304K	\$304K	\$307K	\$307K	\$314K	\$322K	\$313K	\$321K	\$349K	\$353K	\$339K	\$341K	\$373K
Percent Change from Prior Year	23%	22%	20%	39%	40%	30%	51%	52%	36%	39%	41%	38%	21%

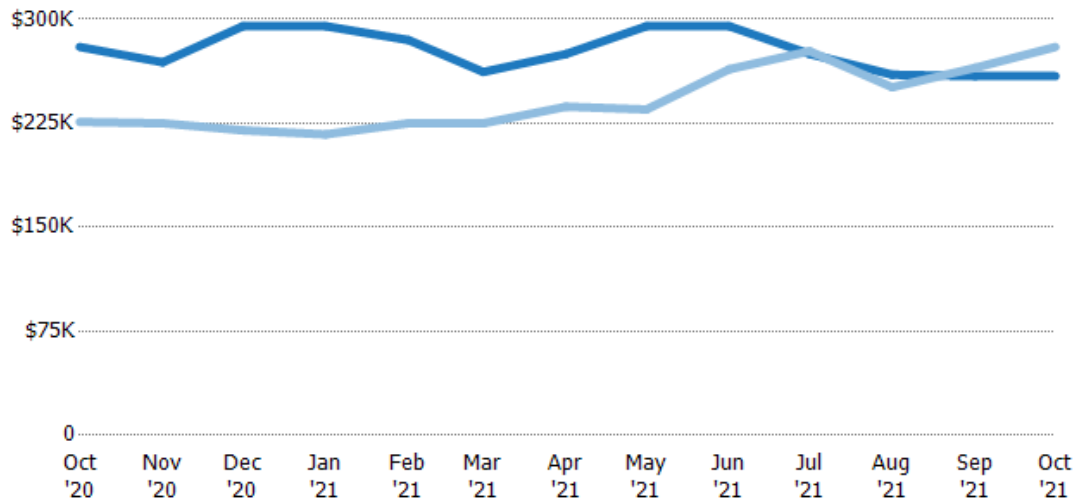
Median Listing Price

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.
Oct '21	\$259K	-7.5%
Oct '20	\$280K	23.9%
Oct '19	\$226K	1.3%



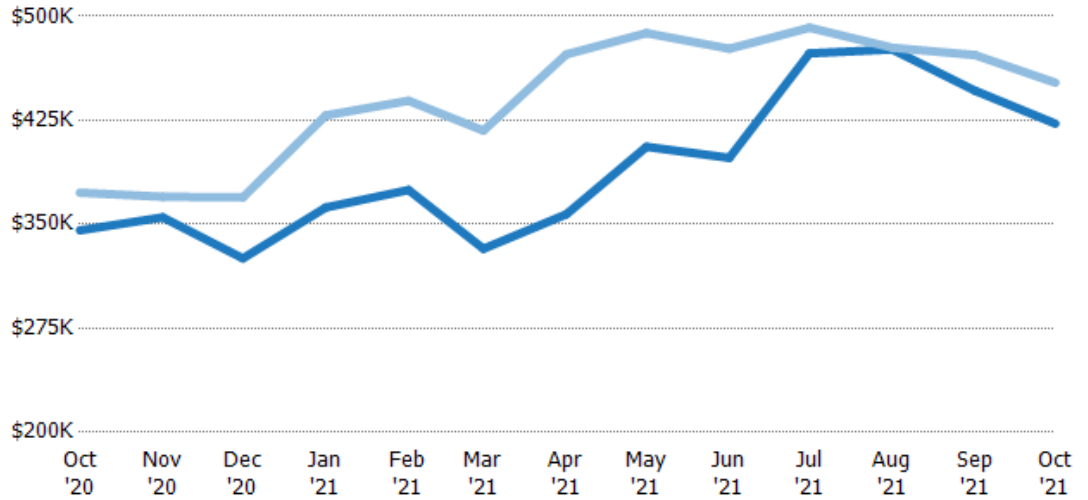
Current Year	\$280K	\$269K	\$295K	\$295K	\$285K	\$262K	\$275K	\$295K	\$295K	\$275K	\$260K	\$259K	\$259K
Prior Year	\$226K	\$225K	\$220K	\$217K	\$225K	\$225K	\$237K	\$235K	\$264K	\$277K	\$251K	\$265K	\$280K
Percent Change from Prior Year	24%	20%	34%	36%	27%	16%	16%	26%	12%	-1%	4%	-2%	-8%

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



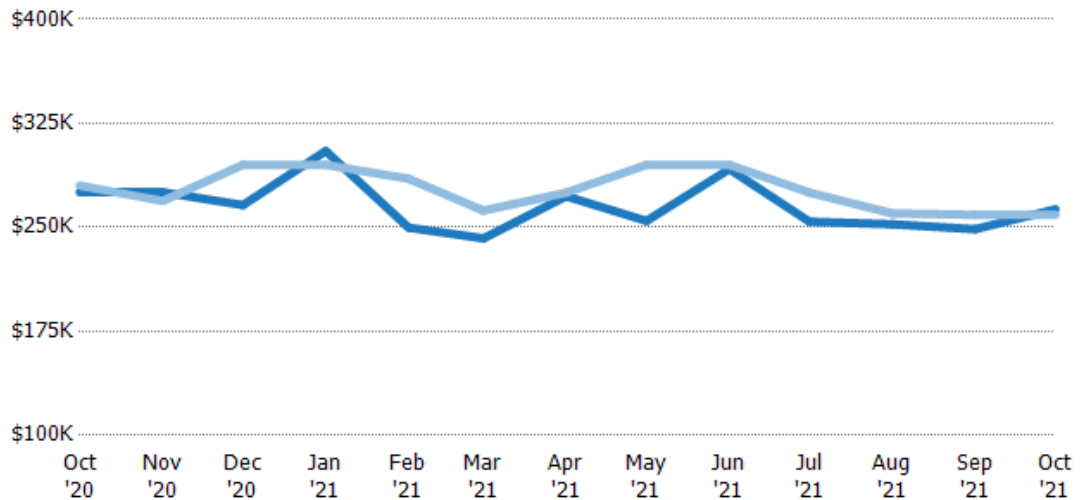
	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21
Avg Est Value	\$346K	\$355K	\$325K	\$362K	\$375K	\$332K	\$357K	\$406K	\$398K	\$473K	\$476K	\$446K	\$423K
Avg Listing Price	\$373K	\$370K	\$369K	\$429K	\$439K	\$418K	\$473K	\$488K	\$477K	\$492K	\$477K	\$472K	\$452K
Avg Listing Price as a % of Avg Est Value	108%	104%	114%	118%	117%	126%	132%	120%	120%	104%	100%	106%	107%

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



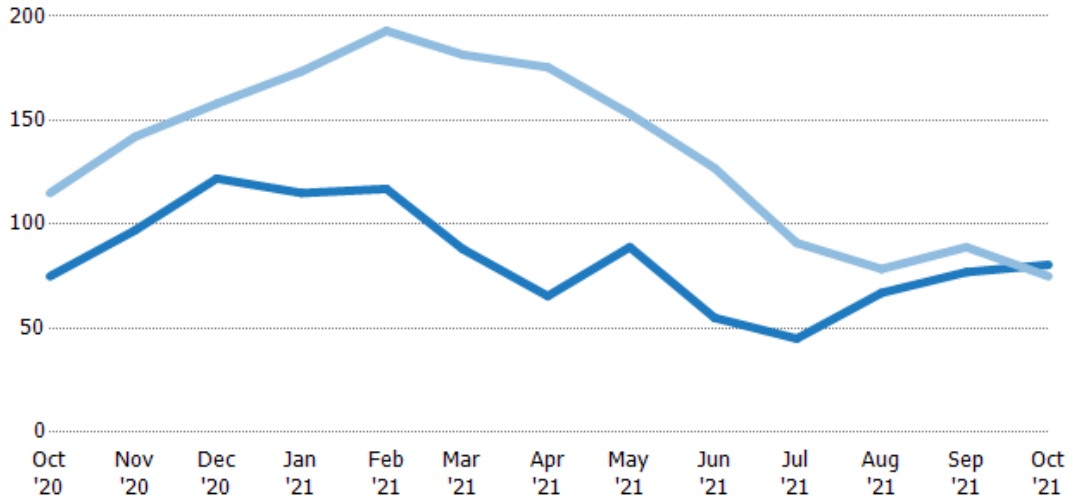
	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21
Median Est Value	\$275K	\$275K	\$266K	\$305K	\$250K	\$242K	\$272K	\$255K	\$292K	\$254K	\$252K	\$249K	\$263K
Median Listing Price	\$280K	\$269K	\$295K	\$295K	\$285K	\$262K	\$275K	\$295K	\$295K	\$275K	\$260K	\$259K	\$259K
Med Listing Price as a % of Med Est Value	102%	98%	111%	97%	114%	108%	101%	116%	101%	108%	103%	104%	98%

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.
Oct '21	80.5	7.3%
Oct '20	75	-34.8%
Oct '19	115	23%

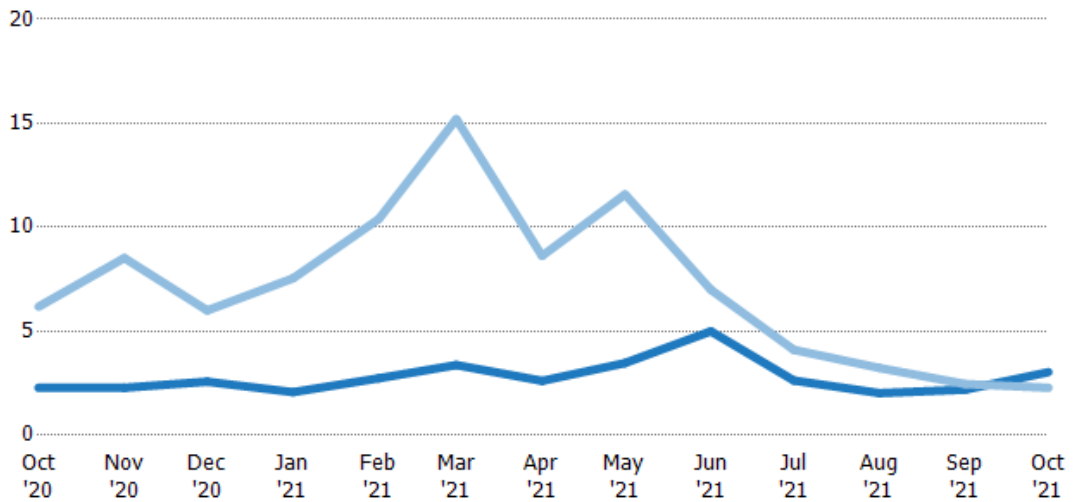
	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21
Current Year	75	97	122	115	117	88	65.5	89	55	45	67	77	80.5
Prior Year	115	142	158	174	193	182	176	153	127	91	78.5	89	75
Percent Change from Prior Year	-35%	-32%	-23%	-34%	-39%	-52%	-63%	-42%	-57%	-51%	-15%	-13%	7%

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.
Oct '21	3.03	33%
Oct '20	2.28	-63.1%
Oct '19	6.18	37.9%

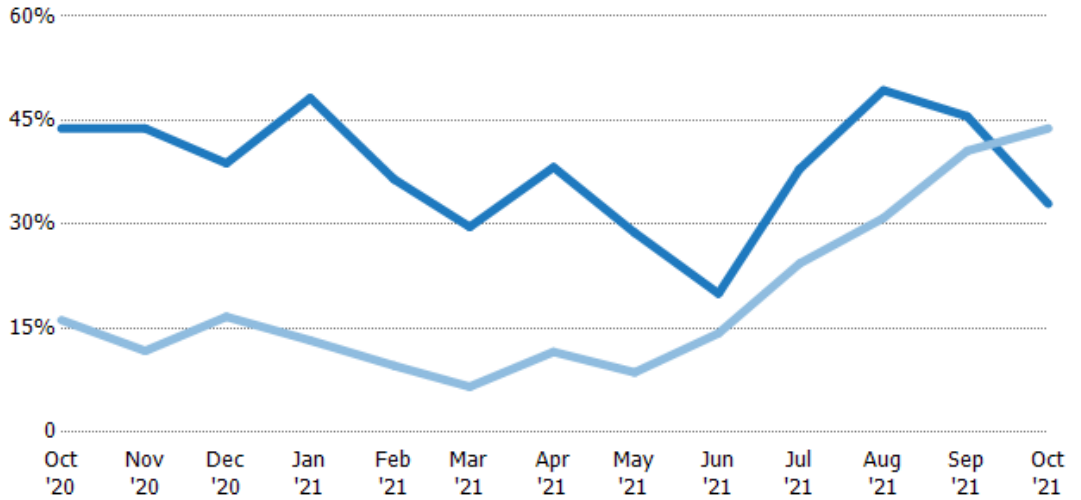
	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21
Current Year	2.28	2.28	2.58	2.07	2.74	3.38	2.62	3.47	5	2.63	2.03	2.19	3.03
Prior Year	6.18	8.52	6	7.55	10.4	15.2	8.63	11.6	7	4.11	3.24	2.46	2.28
Percent Change from Prior Year	-63%	-73%	-57%	-73%	-74%	-78%	-70%	-70%	-29%	-36%	-37%	-11%	33%

Absorption Rate

The percentage of inventory sold per month.

Filters Used

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



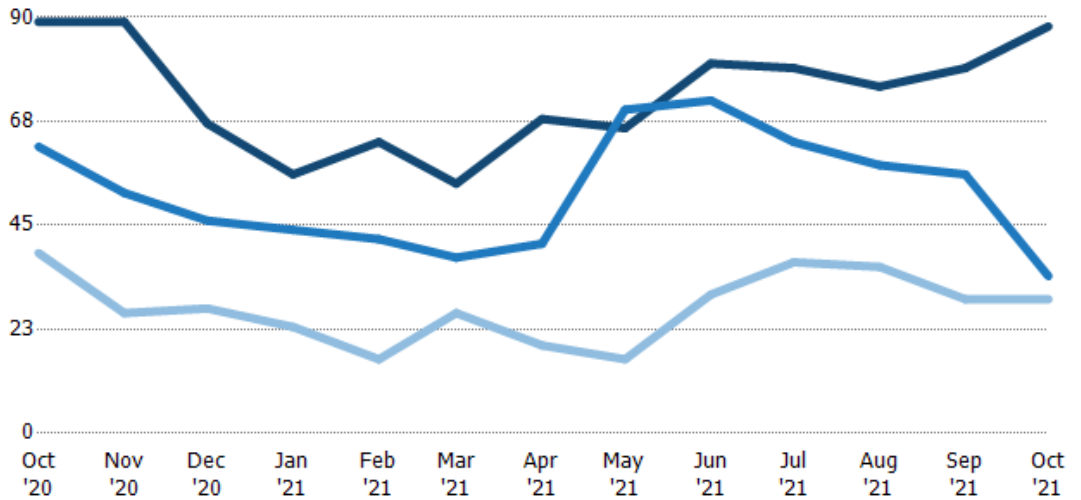
	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21
Current Year	44%	44%	39%	48%	37%	30%	38%	29%	20%	38%	49%	46%	33%
Prior Year	16%	12%	17%	13%	10%	7%	12%	9%	14%	24%	31%	41%	44%
Change from Prior Year	-28%	-32%	-22%	-35%	-27%	-23%	-27%	-20%	-6%	-14%	-18%	-5%	11%

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



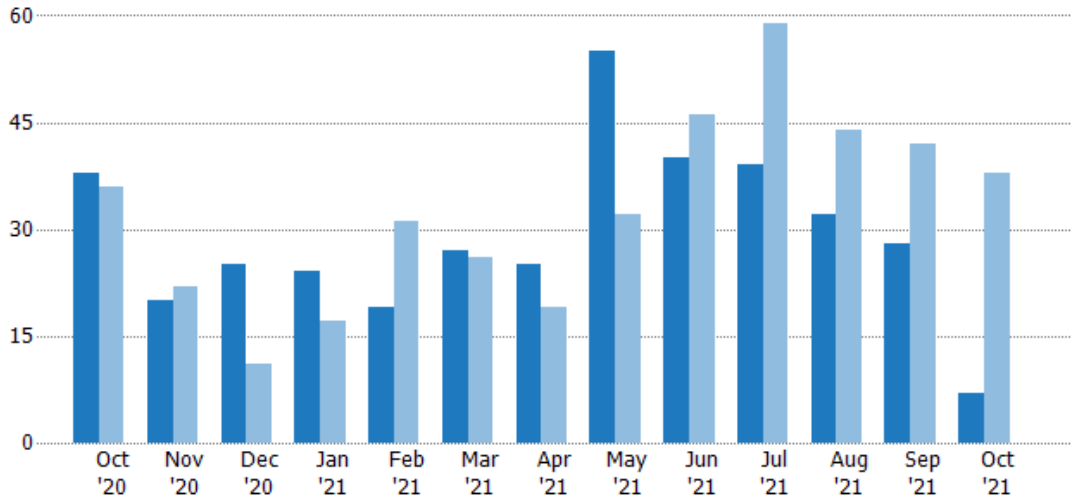
	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21
Active	89	89	67	56	63	54	68	66	80	79	75	79	88
Pending	62	52	46	44	42	38	41	70	72	63	58	56	34
Sold	39	26	27	23	16	26	19	16	30	37	36	29	29

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



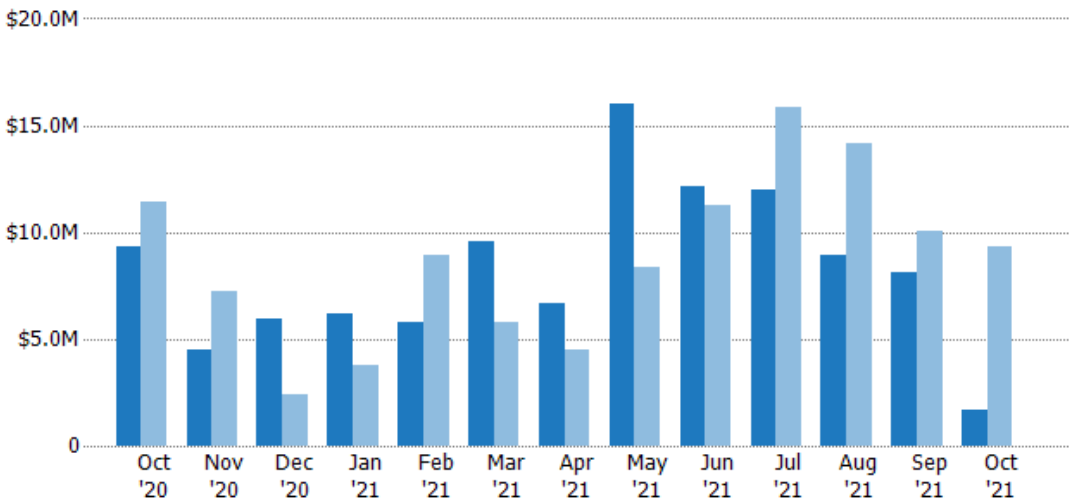
	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21
Current Year	38	20	25	24	19	27	25	55	40	39	32	28	7
Prior Year	36	22	11	17	31	26	19	32	46	59	44	42	38
Percent Change from Prior Year	6%	-9%	127%	41%	-39%	4%	32%	72%	-13%	-34%	-27%	-33%	-82%

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



	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21
Current Year	\$9.36M	\$4.49M	\$5.94M	\$6.21M	\$5.8M	\$9.57M	\$6.68M	\$16M	\$12.1M	\$12M	\$8.9M	\$8.1M	\$1.64M
Prior Year	\$11.4M	\$7.24M	\$2.37M	\$3.78M	\$8.95M	\$5.81M	\$4.53M	\$8.38M	\$11.2M	\$15.8M	\$14.2M	\$10M	\$9.36M
Percent Change from Prior Year	-18%	-38%	150%	64%	-35%	65%	48%	91%	8%	-24%	-37%	-19%	-82%

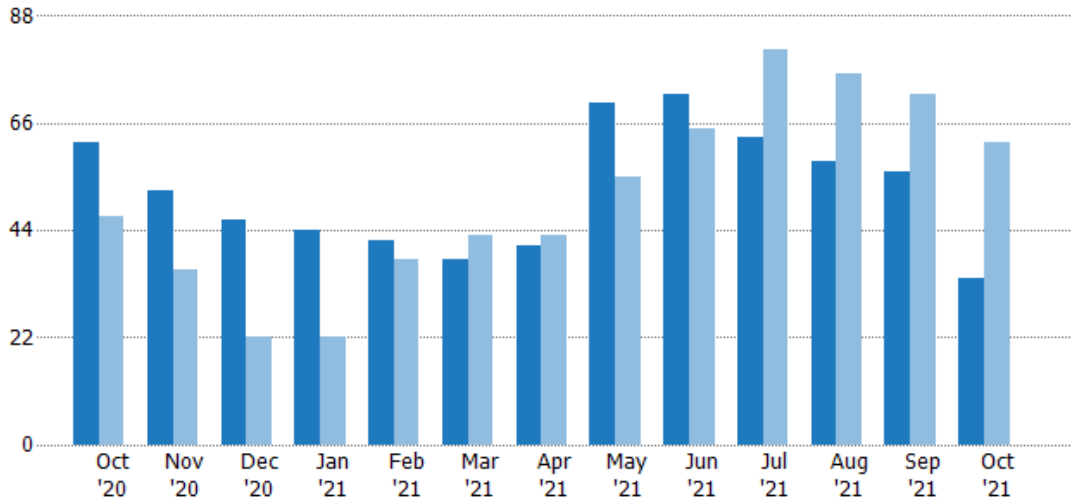
Pending Sales

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.
Oct '21	34	-45.2%
Oct '20	62	31.9%
Oct '19	47	-34%



Current Year	62	52	46	44	42	38	41	70	72	63	58	56	34
Prior Year	47	36	22	22	38	43	43	55	65	81	76	72	62
Percent Change from Prior Year	32%	44%	109%	100%	11%	-12%	-5%	27%	11%	-22%	-24%	-22%	-45%

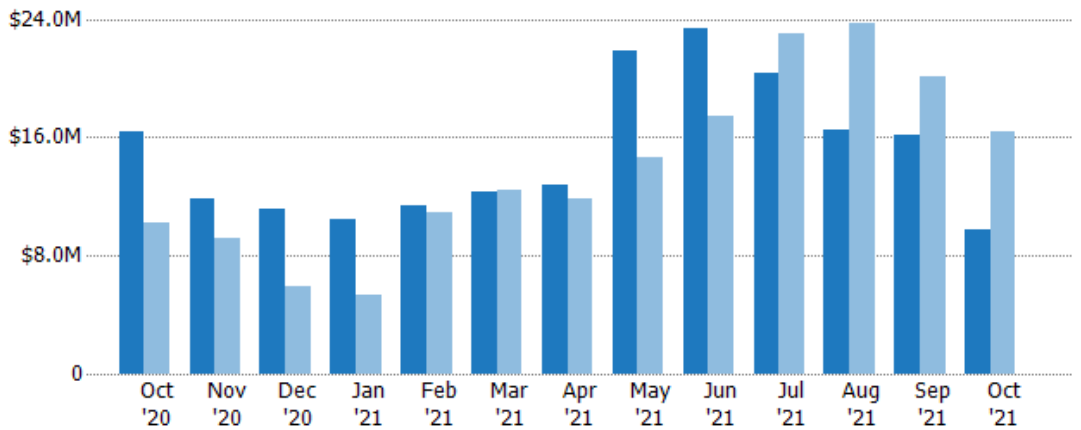
Pending Sales Volume

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.
Oct '21	\$9.76M	-40.4%
Oct '20	\$16.4M	60.2%
Oct '19	\$10.2M	-35.2%



Current Year	\$16.4M	\$11.9M	\$11.1M	\$10.4M	\$11.3M	\$12.3M	\$12.7M	\$21.8M	\$23.3M	\$20.4M	\$16.5M	\$16.1M	\$9.76M
Prior Year	\$10.2M	\$9.15M	\$5.94M	\$5.33M	\$11M	\$12.5M	\$11.8M	\$14.6M	\$17.4M	\$23M	\$23.7M	\$20.1M	\$16.4M
Percent Change from Prior Year	60%	30%	87%	95%	4%	-1%	8%	49%	34%	-11%	-31%	-20%	-40%

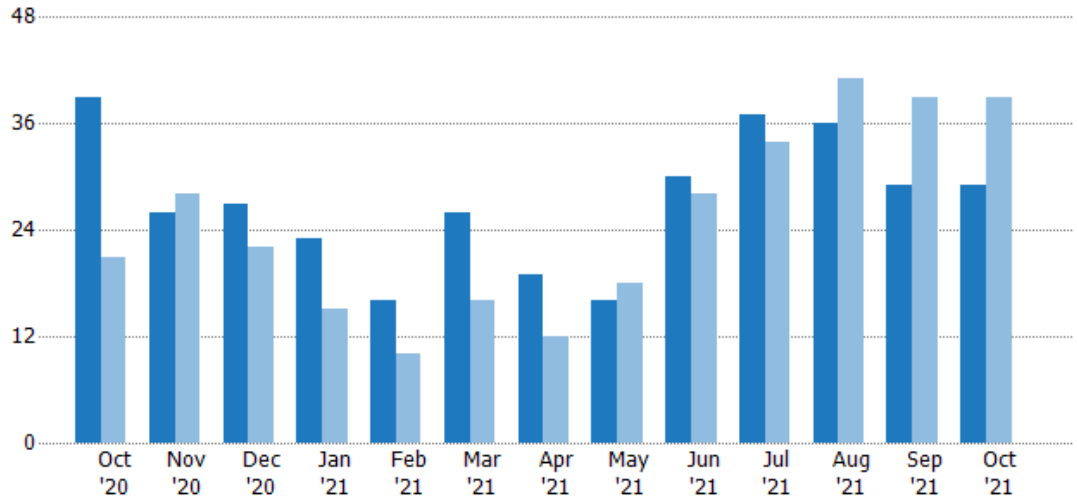
Closed Sales

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.
Oct '21	29	-25.6%
Oct '20	39	85.7%
Oct '19	21	33.3%



Current Year	39	26	27	23	16	26	19	16	30	37	36	29	29
Prior Year	21	28	22	15	10	16	12	18	28	34	41	39	39
Percent Change from Prior Year	86%	-7%	23%	53%	60%	63%	58%	-11%	7%	9%	-12%	-26%	-26%

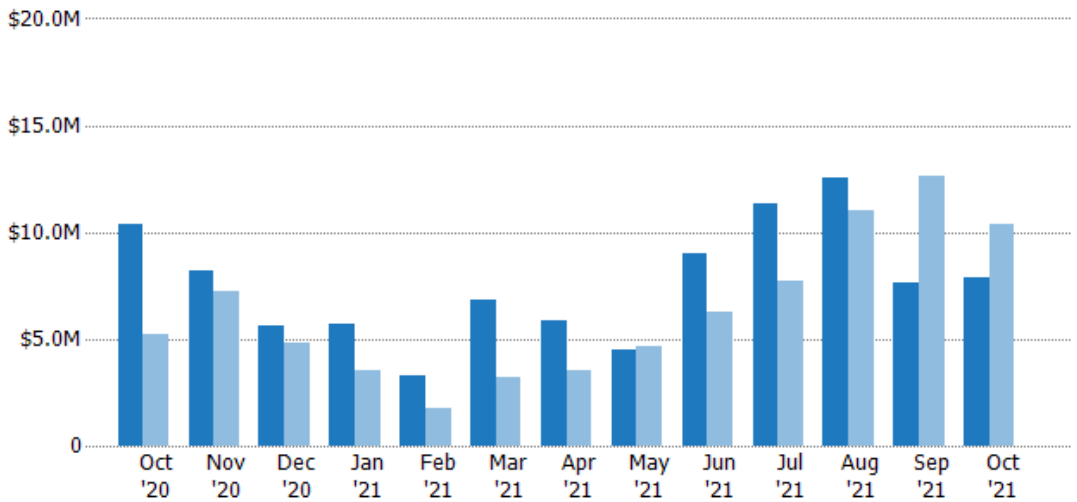
Closed Sales Volume

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.
Oct '21	\$7.89M	-24.1%
Oct '20	\$10.4M	98%
Oct '19	\$5.25M	9.8%



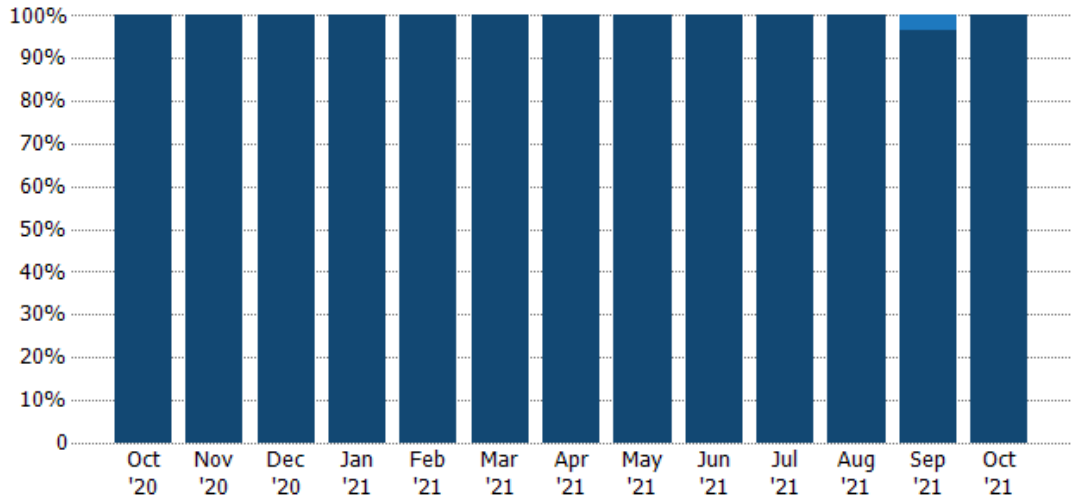
Current Year	\$10.4M	\$8.22M	\$5.62M	\$5.69M	\$3.26M	\$6.84M	\$5.87M	\$4.53M	\$9.01M	\$11.3M	\$12.5M	\$7.62M	\$7.89M
Prior Year	\$5.25M	\$7.21M	\$4.8M	\$3.56M	\$1.73M	\$3.21M	\$3.51M	\$4.62M	\$6.25M	\$7.75M	\$11M	\$12.7M	\$10.4M
Percent Change from Prior Year	98%	14%	17%	60%	88%	113%	67%	-2%	44%	46%	14%	-40%	-24%

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



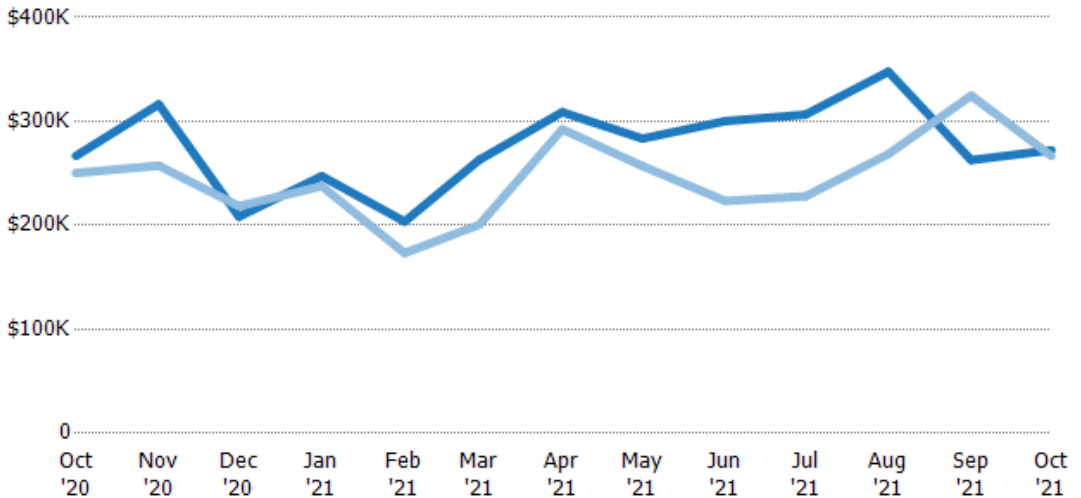
Condo/Townhouse	-	-	-	-	-	-	-	-	-	-	-	3%	-
Single Family Residence	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	97%	100%

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	\$267K	\$316K	\$208K	\$247K	\$204K	\$263K	\$309K	\$283K	\$300K	\$306K	\$348K	\$263K	\$272K
Prior Year	\$250K	\$257K	\$218K	\$238K	\$173K	\$201K	\$292K	\$257K	\$223K	\$228K	\$268K	\$325K	\$267K
Percent Change from Prior Year	7%	23%	-5%	4%	17%	31%	6%	10%	34%	34%	30%	-19%	2%

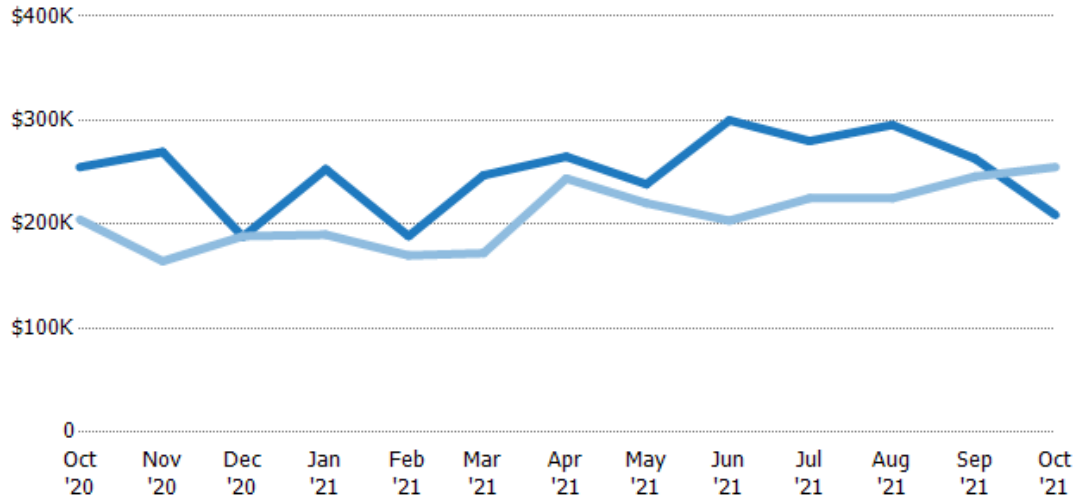
Median Sales Price

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.
Oct '21	\$209K	-18%
Oct '20	\$255K	24.7%
Oct '19	\$205K	-4.4%



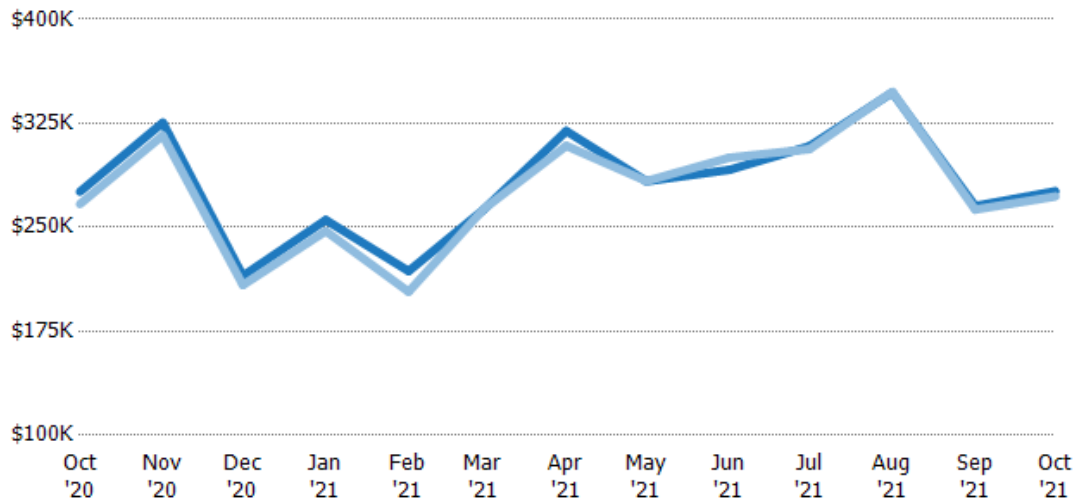
Current Year	\$255K	\$270K	\$188K	\$253K	\$189K	\$247K	\$265K	\$239K	\$300K	\$280K	\$296K	\$263K	\$209K
Prior Year	\$205K	\$165K	\$189K	\$190K	\$170K	\$172K	\$244K	\$220K	\$204K	\$225K	\$225K	\$246K	\$255K
Percent Change from Prior Year	25%	64%	0%	33%	11%	43%	9%	8%	47%	24%	31%	7%	-18%

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



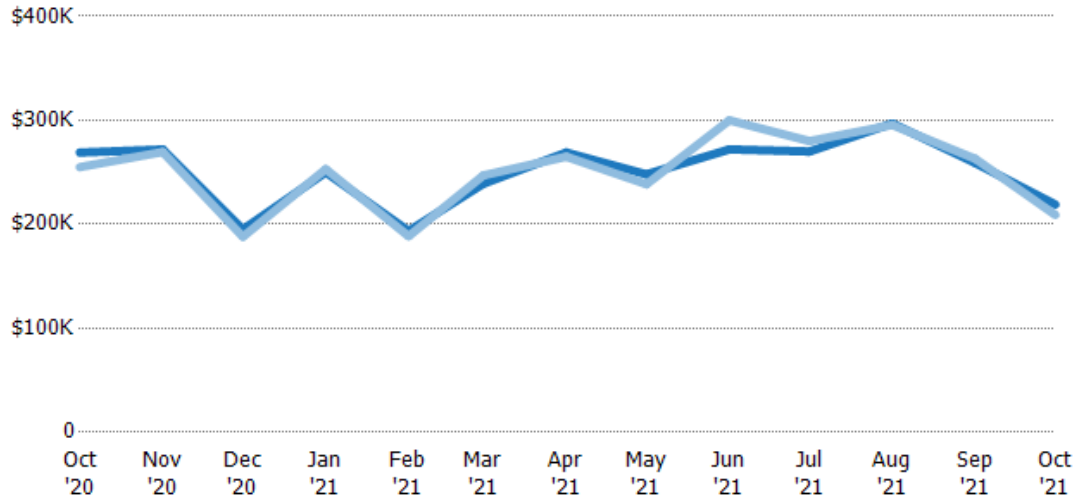
Avg List Price	\$276K	\$325K	\$215K	\$255K	\$218K	\$263K	\$319K	\$283K	\$291K	\$309K	\$347K	\$265K	\$276K
Avg Sales Price	\$267K	\$316K	\$208K	\$247K	\$204K	\$263K	\$309K	\$283K	\$300K	\$306K	\$348K	\$263K	\$272K
Avg Sales Price as a % of Avg List Price	97%	97%	97%	97%	93%	100%	97%	100%	103%	99%	100%	99%	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

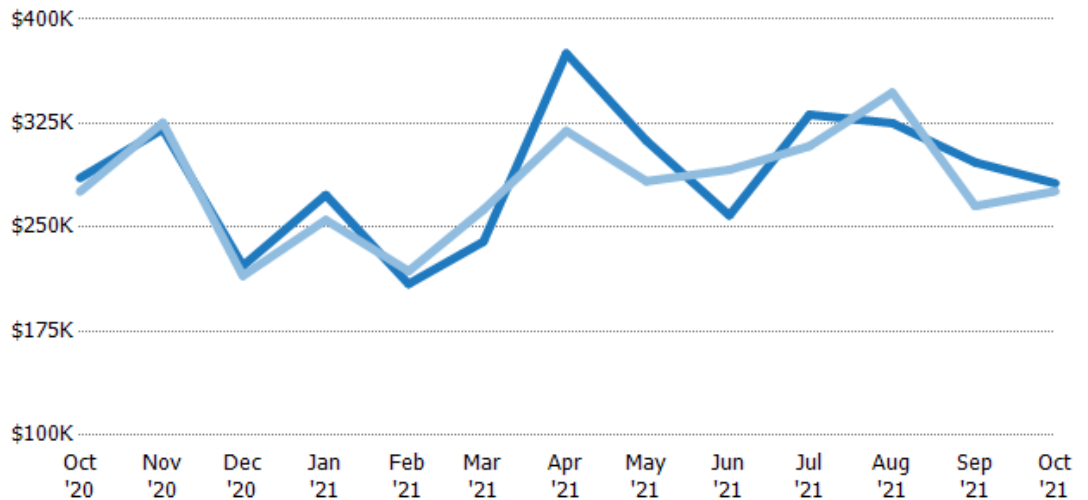


Average Sales Price vs Average Est Value

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

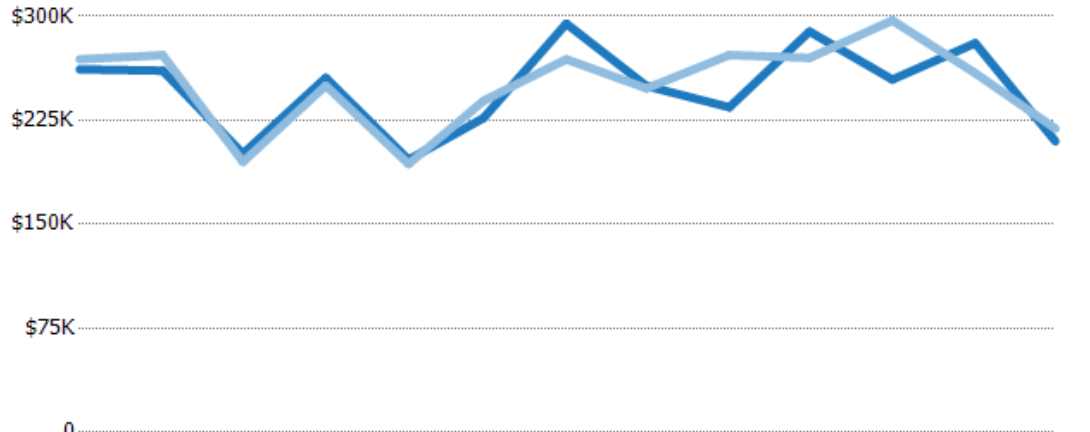


Median Sales Price vs Median Est Value

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



	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21
Median Est Value	\$262K	\$261K	\$201K	\$256K	\$196K	\$227K	\$295K	\$250K	\$234K	\$289K	\$254K	\$281K	\$210K
Median Sales Price	\$269K	\$272K	\$195K	\$250K	\$194K	\$239K	\$269K	\$248K	\$272K	\$270K	\$297K	\$259K	\$219K
Med Sales Price as a % of Med Est Value	103%	104%	97%	98%	98%	105%	91%	99%	116%	93%	117%	92%	104%