

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	23	33	-30.3%	496	499	-0.6%
New Listing Volume	\$6,363,100	\$8,609,983	-26.1%	\$152,582,920	\$127,736,362	+19.5%
Active Listing Count	147	182	-19.2%	N/A	N/A	
Active Listing Volume	\$57,812,300	\$61,272,981	-5.6%	N/A	N/A	
Average Listing Price	\$393,281	\$336,665	+16.8%	\$395,449	\$284,209	+39.1%
Median Listing Price	\$279,000	\$225,000	+24%	\$253,921	\$207,826	+22.2%
Median Days in RPR	89	118.5	-24.9%	93.03	133.52	-30.3%
Months of Inventory	2.9	3.3	-11.2%	3.8	7.2	-47.4%
Absorption Rate	34.01%	30.22%	+3.8%	26.32%	13.85%	+12.5%
Sales Activity Charts Metrics						
New Pending Sales Count	3	52	-94.2%	494	571	-13.5%
New Pending Sales Volume	\$813,800	\$13,093,983	-93.8%	\$127,500,418	\$124,527,360	+2.4%
Pending Sales Count	8	89	-91%	N/A	N/A	
Pending Sales Volume	\$3,159,900	\$23,577,800	-86.6%	N/A	N/A	
Closed Sales Count	57	44	+29.5%	461	398	+15.8%
Closed Sales Volume	\$15,991,400	\$9,969,100	+60.4%	\$116,345,049	\$79,902,743	+45.6%
Average Sales Price	\$280,551	\$226,570	+23.8%	\$252,375	\$200,761	+25.7%
Median Sales Price	\$220,000	\$183,750	+19.7%	\$211,266	\$175,559	+20.3%

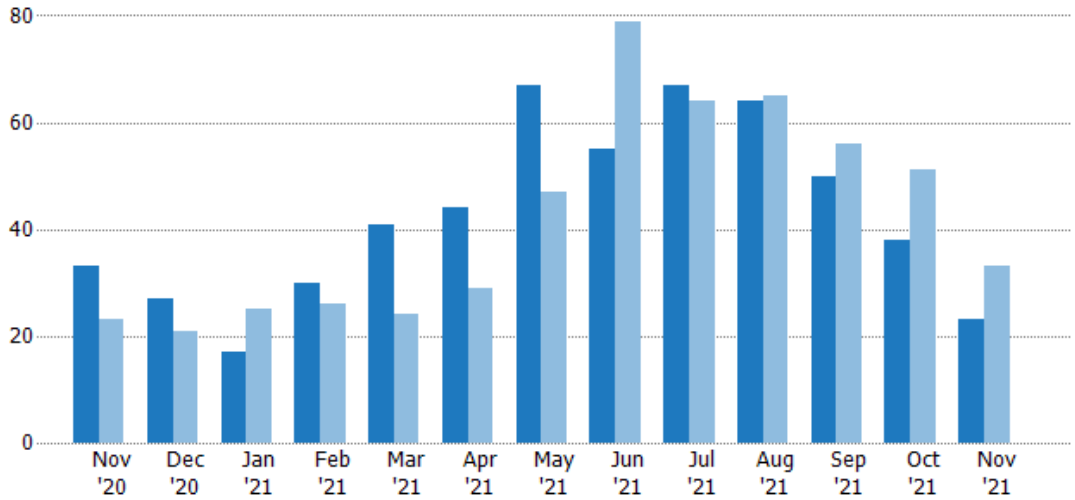
New Listings

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.
Nov '21	23	-30.3%
Nov '20	33	43.5%
Nov '19	23	8.7%



Current Year	33	27	17	30	41	44	67	55	67	64	50	38	23
Prior Year	23	21	25	26	24	29	47	79	64	65	56	51	33
Percent Change from Prior Year	43%	29%	-32%	15%	71%	52%	43%	-30%	5%	-2%	-11%	-25%	-30%

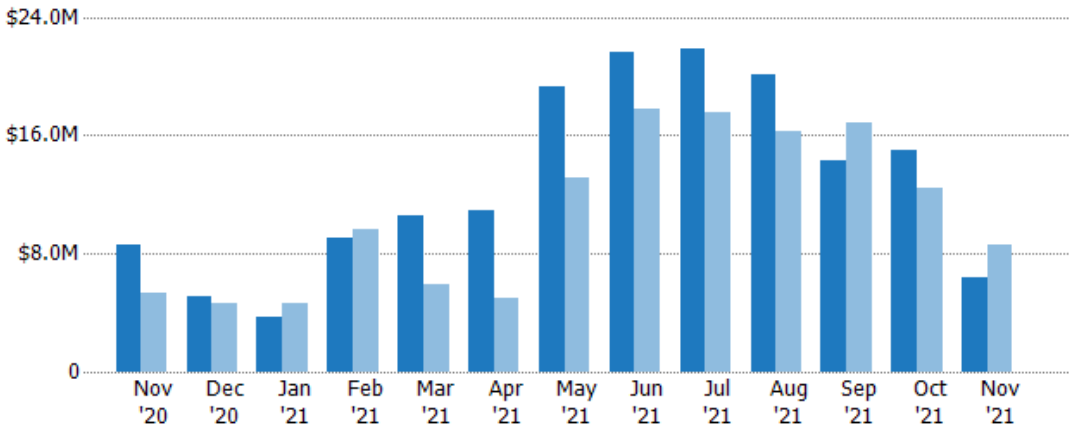
New Listing Volume

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.
Nov '21	\$6.36M	-26.1%
Nov '20	\$8.61M	60.6%
Nov '19	\$5.36M	21%



Current Year	\$8.61M	\$5.07M	\$3.67M	\$9M	\$10.5M	\$10.9M	\$19.3M	\$21.7M	\$21.9M	\$20.1M	\$14.2M	\$14.9M	\$6.36M
Prior Year	\$5.36M	\$4.59M	\$4.67M	\$9.59M	\$5.86M	\$5.04M	\$13.1M	\$17.7M	\$17.5M	\$16.3M	\$16.8M	\$12.4M	\$8.61M
Percent Change from Prior Year	61%	10%	-21%	-6%	80%	116%	47%	22%	25%	24%	-15%	20%	-26%

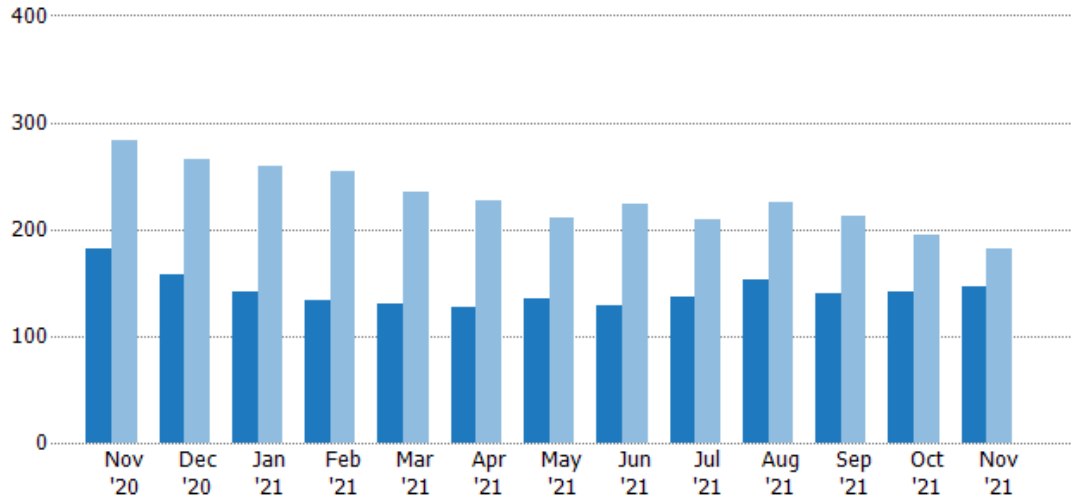
Active Listings

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.
Nov '21	147	-19.2%
Nov '20	182	-35.7%
Nov '19	283	18.7%



	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	182	157	141	133	130	127	135	129	136	153	140	141	147
Prior Year	283	266	259	254	235	227	211	223	209	225	213	195	182
Percent Change from Prior Year	-36%	-41%	-46%	-48%	-45%	-44%	-36%	-42%	-35%	-32%	-34%	-28%	-19%

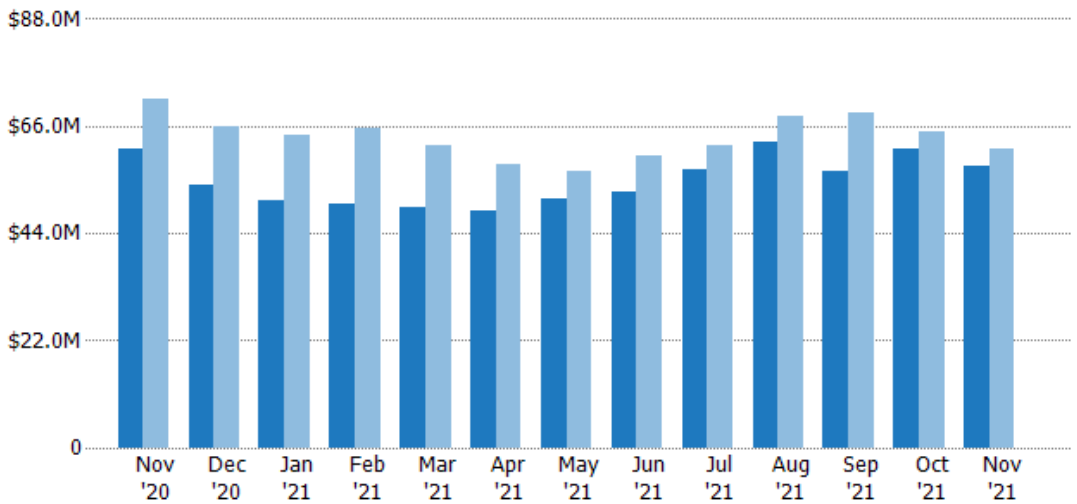
Active Listing Volume

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.
Nov '21	\$57.8M	-5.6%
Nov '20	\$61.3M	-14.5%
Nov '19	\$71.7M	20.2%



	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	\$61.3M	\$54.1M	\$50.7M	\$50.2M	\$49.2M	\$48.6M	\$51.3M	\$52.4M	\$57M	\$62.7M	\$56.8M	\$61.2M	\$57.8M
Prior Year	\$71.7M	\$65.9M	\$64.1M	\$65.6M	\$62.2M	\$58M	\$56.8M	\$60M	\$62M	\$68.1M	\$68.6M	\$64.9M	\$61.3M
Percent Change from Prior Year	-15%	-18%	-21%	-23%	-21%	-16%	-10%	-13%	-8%	-8%	-17%	-6%	-6%

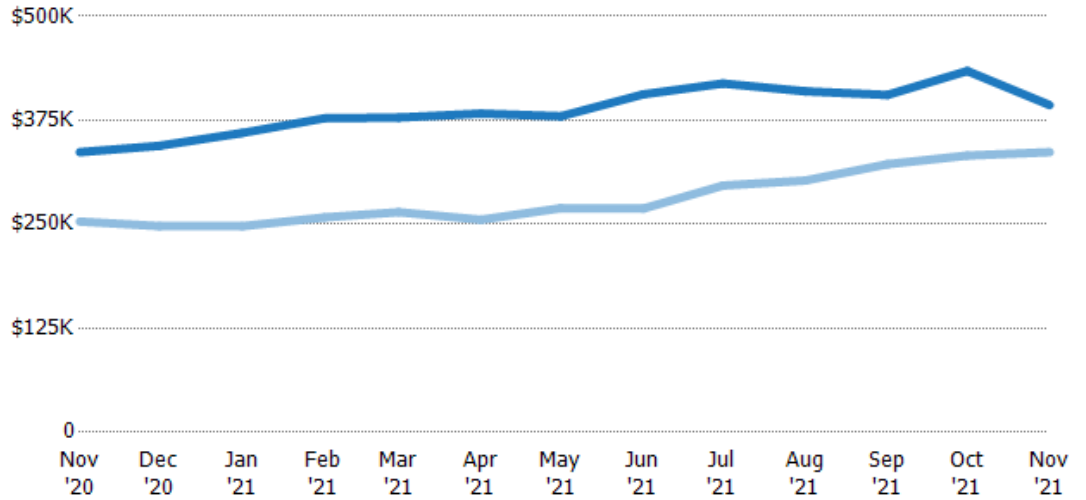
Average Listing Price

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.
Nov '21	\$393K	16.8%
Nov '20	\$337K	32.9%
Nov '19	\$253K	1.2%



Current Year	\$337K	\$344K	\$360K	\$377K	\$378K	\$383K	\$380K	\$406K	\$419K	\$410K	\$405K	\$434K	\$393K
Prior Year	\$253K	\$248K	\$248K	\$258K	\$265K	\$255K	\$269K	\$269K	\$296K	\$303K	\$322K	\$333K	\$337K
Percent Change from Prior Year	33%	39%	45%	46%	43%	50%	41%	51%	41%	35%	26%	31%	17%

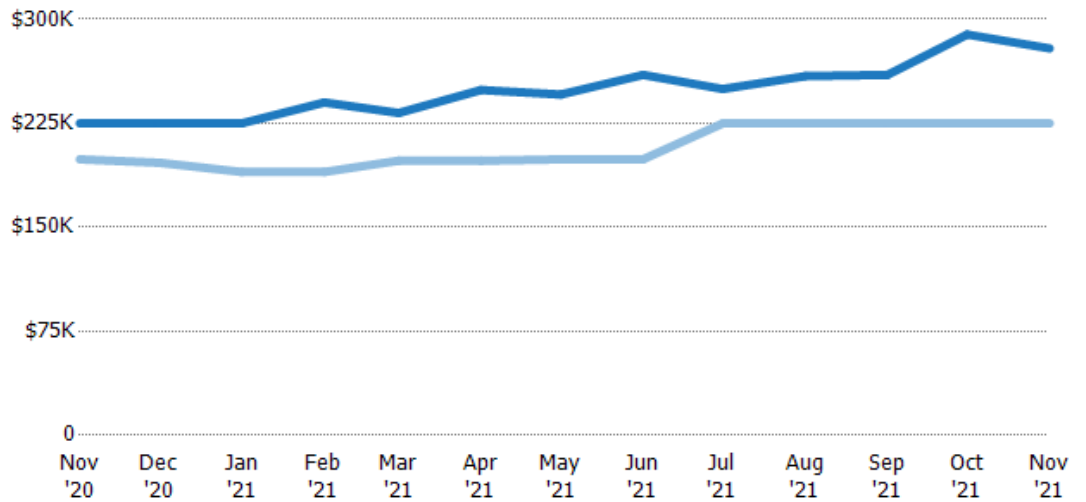
Median Listing Price

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.
Nov '21	\$279K	24%
Nov '20	\$225K	13.1%
Nov '19	\$199K	0.5%



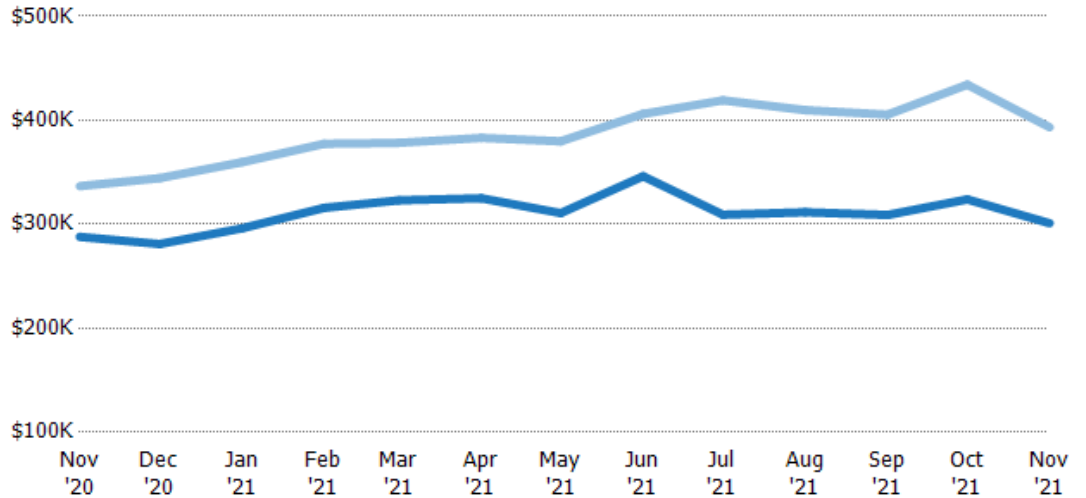
Current Year	\$225K	\$225K	\$225K	\$240K	\$232K	\$249K	\$246K	\$260K	\$250K	\$259K	\$260K	\$289K	\$279K
Prior Year	\$199K	\$197K	\$190K	\$190K	\$198K	\$198K	\$199K	\$199K	\$225K	\$225K	\$225K	\$225K	\$225K
Percent Change from Prior Year	13%	15%	18%	26%	17%	26%	23%	31%	11%	15%	16%	28%	24%

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



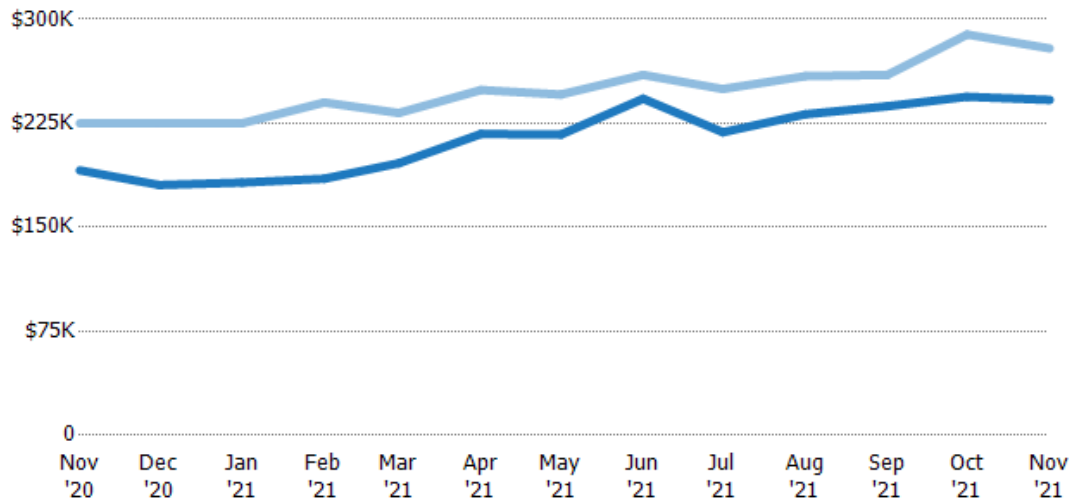
	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21
Avg Est Value	\$288K	\$281K	\$296K	\$316K	\$323K	\$325K	\$311K	\$346K	\$309K	\$312K	\$309K	\$324K	\$301K
Avg Listing Price	\$337K	\$344K	\$360K	\$377K	\$378K	\$383K	\$380K	\$406K	\$419K	\$410K	\$405K	\$434K	\$393K
Avg Listing Price as a % of Avg Est Value	117%	123%	121%	119%	117%	118%	122%	117%	136%	132%	131%	134%	131%

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



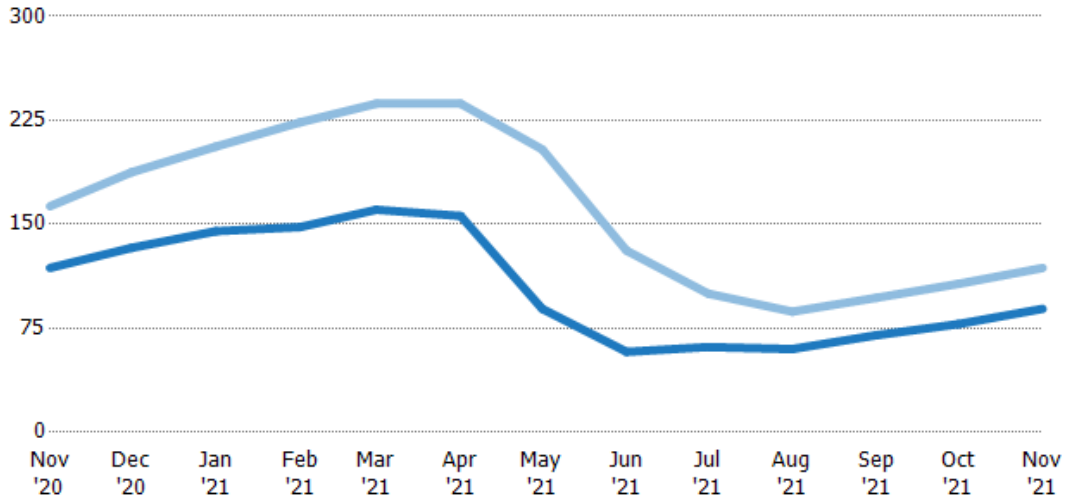
	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21
Median Est Value	\$191K	\$180K	\$182K	\$185K	\$196K	\$217K	\$217K	\$243K	\$219K	\$232K	\$237K	\$244K	\$242K
Median Listing Price	\$225K	\$225K	\$225K	\$240K	\$232K	\$249K	\$246K	\$260K	\$250K	\$259K	\$260K	\$289K	\$279K
Med Listing Price as a % of Med Est Value	118%	125%	123%	130%	118%	115%	113%	107%	114%	112%	110%	118%	115%

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.
Nov '21	89	-24.9%
Nov '20	119	-27.3%
Nov '19	163	0.6%

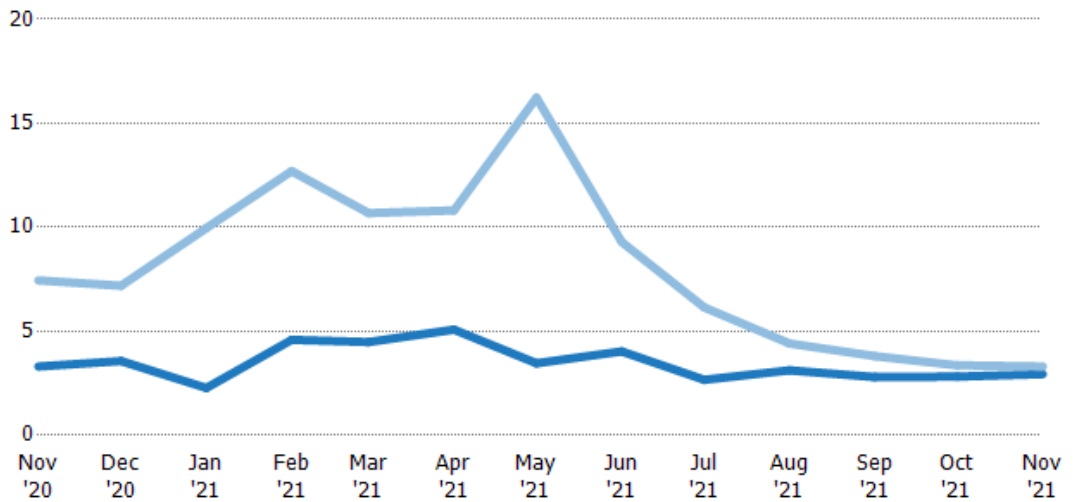
Current Year	119	133	145	148	161	156	89	58	61.5	60	70	78	89
Prior Year	163	188	206	224	237	237	204	131	100	87	97	107	119
Percent Change from Prior Year	-27%	-29%	-30%	-34%	-32%	-34%	-56%	-56%	-39%	-31%	-28%	-27%	-25%

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.
Nov '21	2.94	-11.2%
Nov '20	3.31	-55.6%
Nov '19	7.45	15.7%

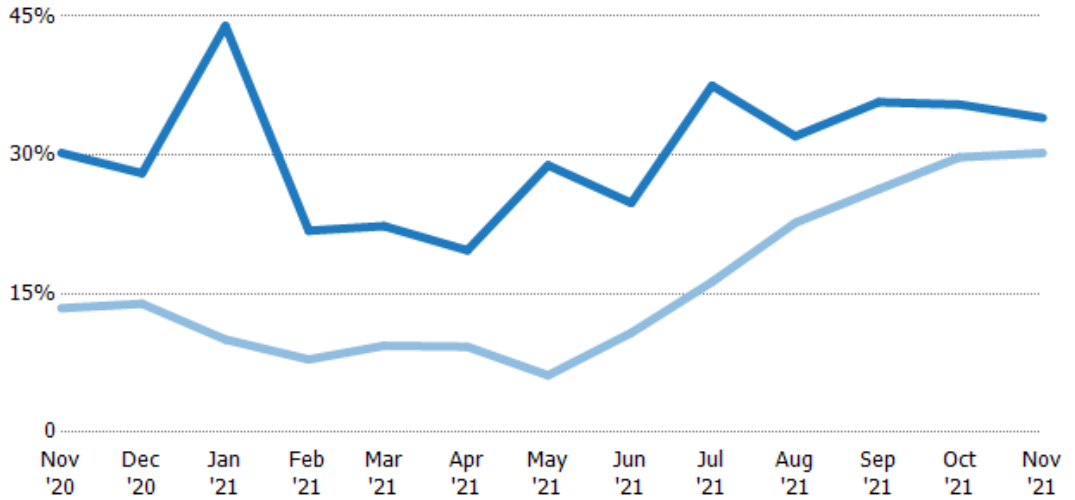
Current Year	3.31	3.57	2.27	4.59	4.48	5.08	3.46	4.03	2.67	3.12	2.8	2.82	2.94
Prior Year	7.45	7.19	9.96	12.7	10.7	10.8	16.2	9.29	6.15	4.41	3.8	3.36	3.31
Percent Change from Prior Year	-56%	-50%	-77%	-64%	-58%	-53%	-79%	-57%	-57%	-29%	-26%	-16%	-11%

Absorption Rate

The percentage of inventory sold per month.

Filters Used

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



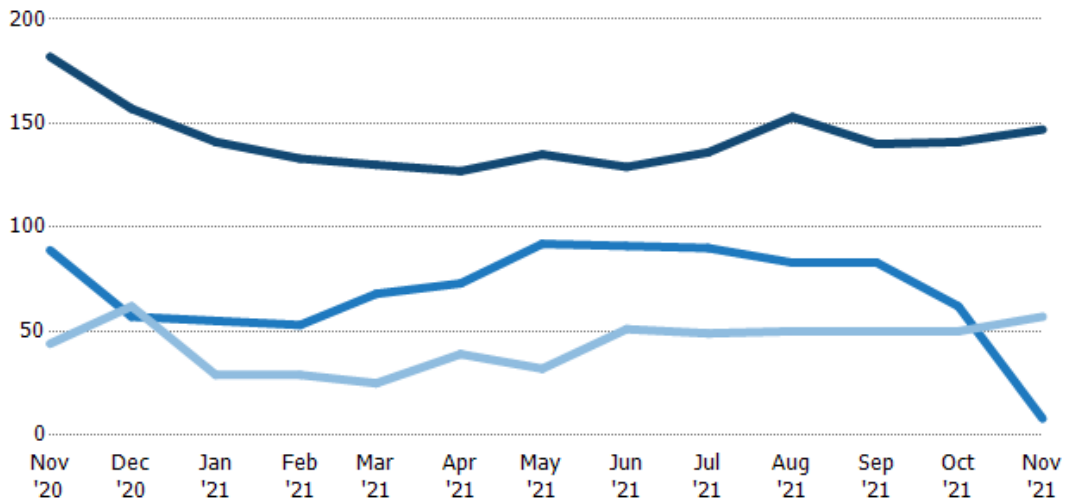
	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21
Current Year	30%	28%	44%	22%	22%	20%	29%	25%	38%	32%	36%	35%	34%
Prior Year	13%	14%	10%	8%	9%	9%	6%	11%	16%	23%	26%	30%	30%
Change from Prior Year	-17%	-14%	-34%	-14%	-13%	-10%	-23%	-14%	-21%	-9%	-9%	-6%	-4%

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



	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	182	157	141	133	130	127	135	129	136	153	140	141	147
Pending	89	57	55	53	68	73	92	91	90	83	83	62	8
Sold	44	62	29	29	25	39	32	51	49	50	50	50	57

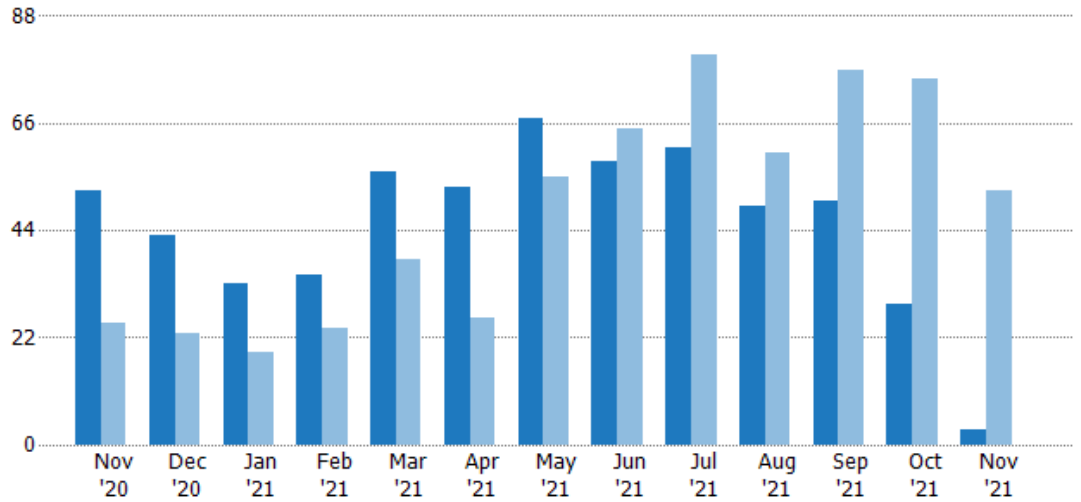
New Pending Sales

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.
Nov '21	3	-94.2%
Nov '20	52	108%
Nov '19	25	-52%



Current Year	52	43	33	35	56	53	67	58	61	49	50	29	3
Prior Year	25	23	19	24	38	26	55	65	80	60	77	75	52
Percent Change from Prior Year	108%	87%	74%	46%	47%	104%	22%	-11%	-24%	-18%	-35%	-61%	-94%

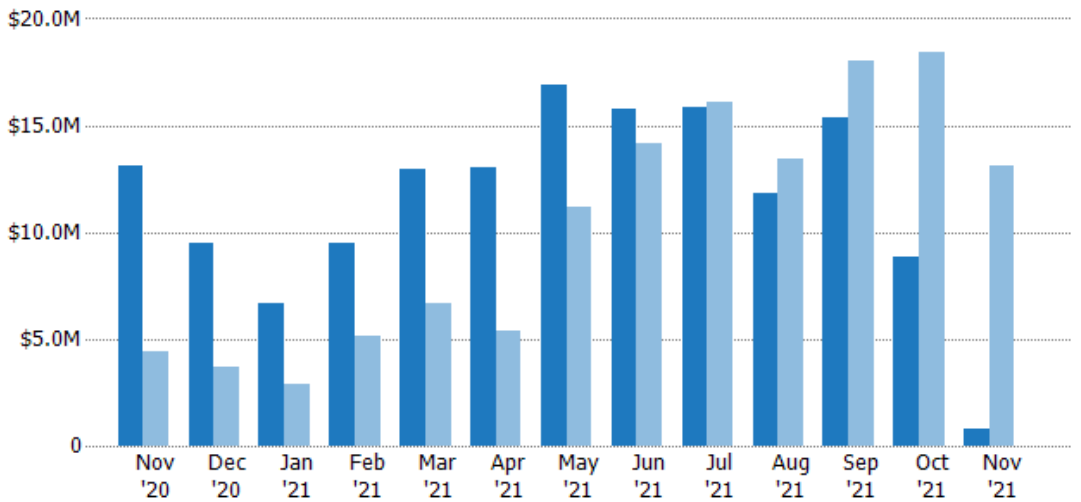
New Pending Sales Volume

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.
Nov '21	\$814K	-93.8%
Nov '20	\$13.1M	195.7%
Nov '19	\$4.43M	-56.4%



Current Year	\$13.1M	\$9.47M	\$6.64M	\$9.47M	\$13M	\$13M	\$16.9M	\$15.8M	\$15.9M	\$11.8M	\$15.4M	\$8.86M	\$814K
Prior Year	\$4.43M	\$3.67M	\$2.88M	\$5.15M	\$6.69M	\$5.35M	\$11.1M	\$14.2M	\$16.1M	\$13.5M	\$18M	\$18.4M	\$13.1M
Percent Change from Prior Year	196%	159%	131%	84%	94%	144%	51%	11%	-1%	-12%	-15%	-52%	-94%

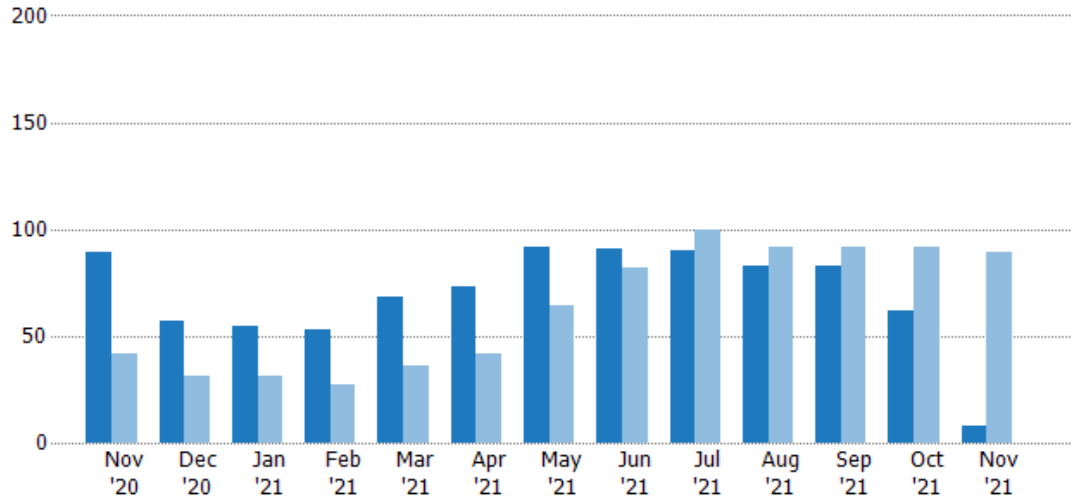
Pending Sales

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

Month/Year	Count	% Chg.
Nov '21	8	-91%
Nov '20	89	111.9%
Nov '19	42	-50%



	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	57	55	53	68	73	92	91	90	83	83	62	8
Prior Year	42	31	31	27	36	42	64	82	100	92	92	92	89
Percent Change from Prior Year	112%	84%	77%	96%	89%	74%	44%	11%	-10%	-10%	-10%	-33%	-91%

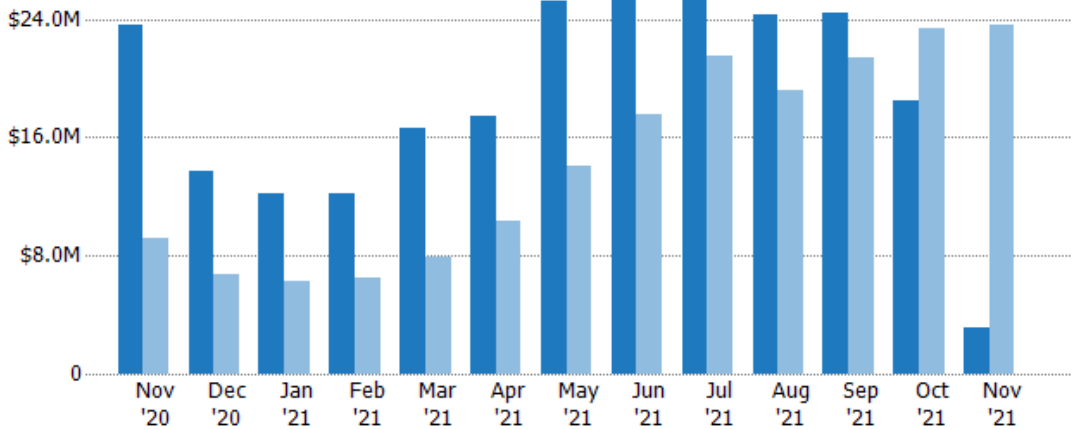
Pending Sales Volume

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

Month/Year	Volume	% Chg.
Nov '21	\$3.16M	-86.6%
Nov '20	\$23.6M	155.5%
Nov '19	\$9.23M	-56.7%



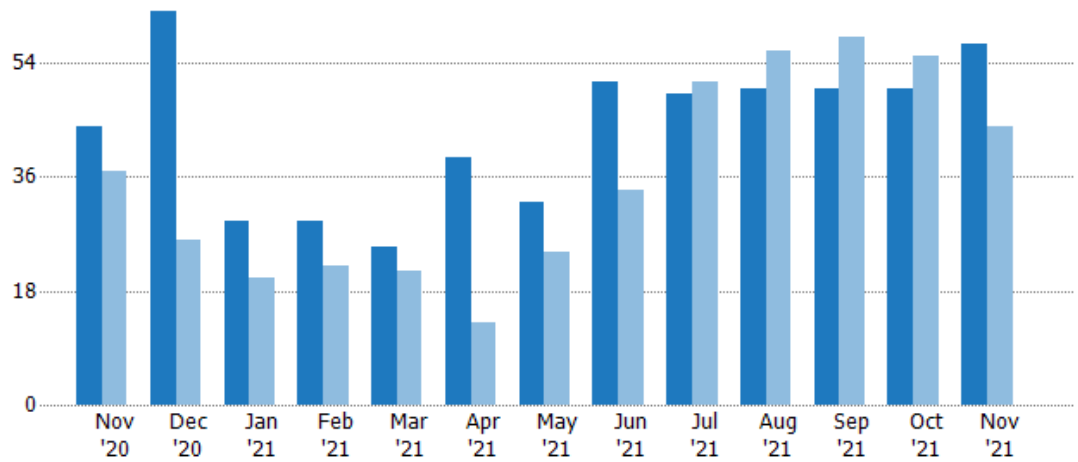
	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21
Current Year	\$23.6M	\$13.7M	\$12.2M	\$12.2M	\$16.7M	\$17.4M	\$25.3M	\$25.9M	\$26.2M	\$24.2M	\$24.4M	\$18.5M	\$3.16M
Prior Year	\$9.23M	\$6.68M	\$6.29M	\$6.49M	\$7.89M	\$10.4M	\$14M	\$17.5M	\$21.6M	\$19.2M	\$21.3M	\$23.4M	\$23.6M
Percent Change from Prior Year	156%	106%	94%	89%	111%	68%	80%	48%	22%	26%	14%	-21%	-87%

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



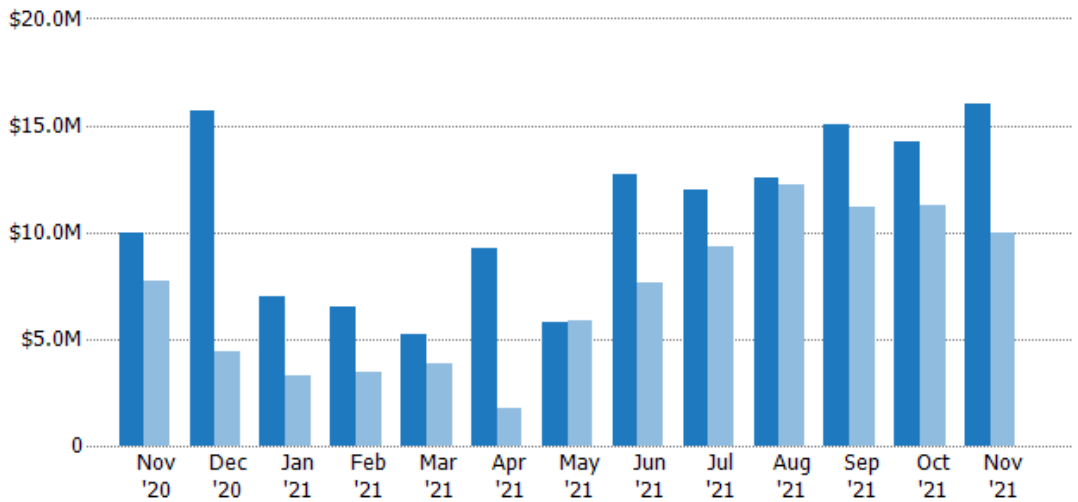
	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21
Current Year	44	62	29	29	25	39	32	51	49	50	50	50	57
Prior Year	37	26	20	22	21	13	24	34	51	56	58	55	44
Percent Change from Prior Year	19%	138%	45%	32%	19%	200%	33%	50%	-4%	-11%	-14%	-9%	30%

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



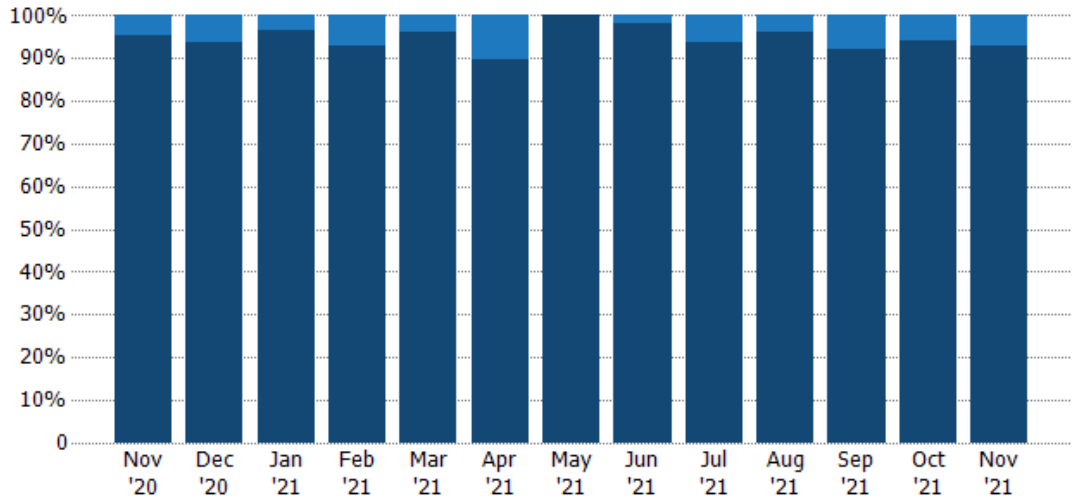
	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21
Current Year	\$9.97M	\$15.7M	\$6.97M	\$6.52M	\$5.22M	\$9.24M	\$5.8M	\$12.7M	\$12M	\$12.5M	\$15.1M	\$14.2M	\$16M
Prior Year	\$7.69M	\$4.45M	\$3.28M	\$3.48M	\$3.86M	\$1.8M	\$5.89M	\$7.62M	\$9.35M	\$12.2M	\$11.2M	\$11.3M	\$9.97M
Percent Change from Prior Year	30%	253%	113%	87%	35%	414%	-1%	67%	28%	3%	35%	26%	60%

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



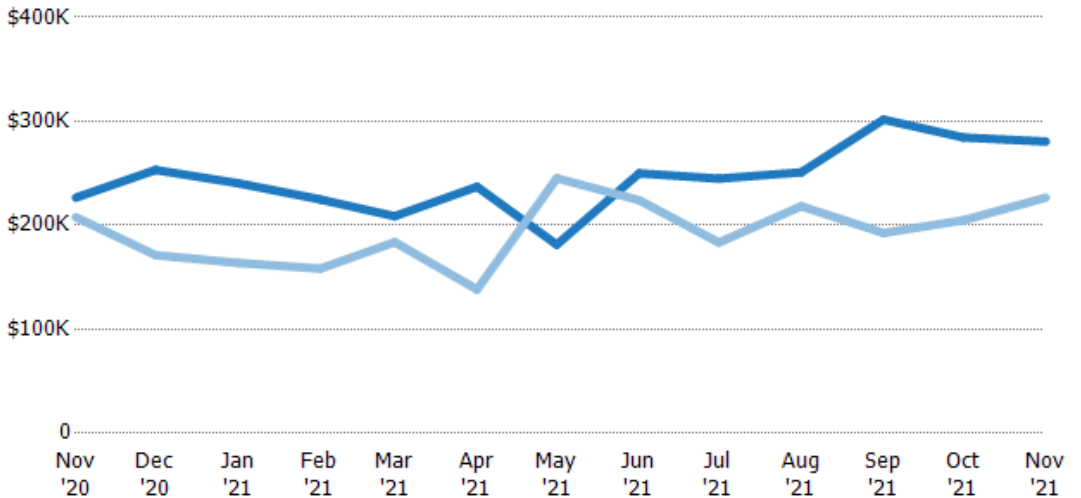
Condo/Townhouse	5%	6%	3%	7%	4%	10%	-	2%	6%	4%	8%	6%	7%
Single Family Residence	95%	94%	97%	93%	96%	90%	100%	98%	94%	96%	92%	94%	93%

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



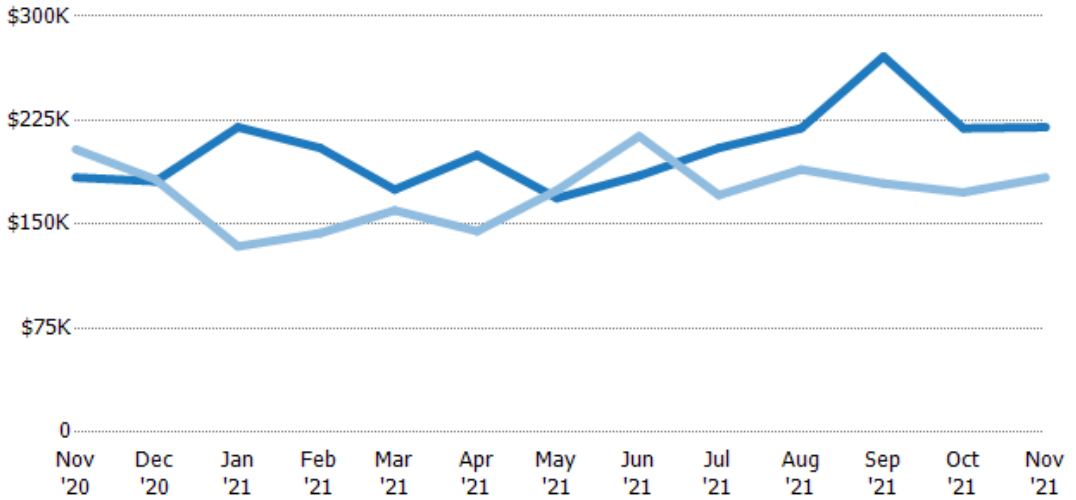
Current Year	\$227K	\$253K	\$240K	\$225K	\$209K	\$237K	\$181K	\$250K	\$245K	\$251K	\$302K	\$284K	\$281K
Prior Year	\$208K	\$171K	\$164K	\$158K	\$184K	\$138K	\$245K	\$224K	\$183K	\$218K	\$193K	\$205K	\$227K
Percent Change from Prior Year	9%	48%	47%	42%	14%	71%	-26%	12%	34%	15%	57%	39%	24%

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



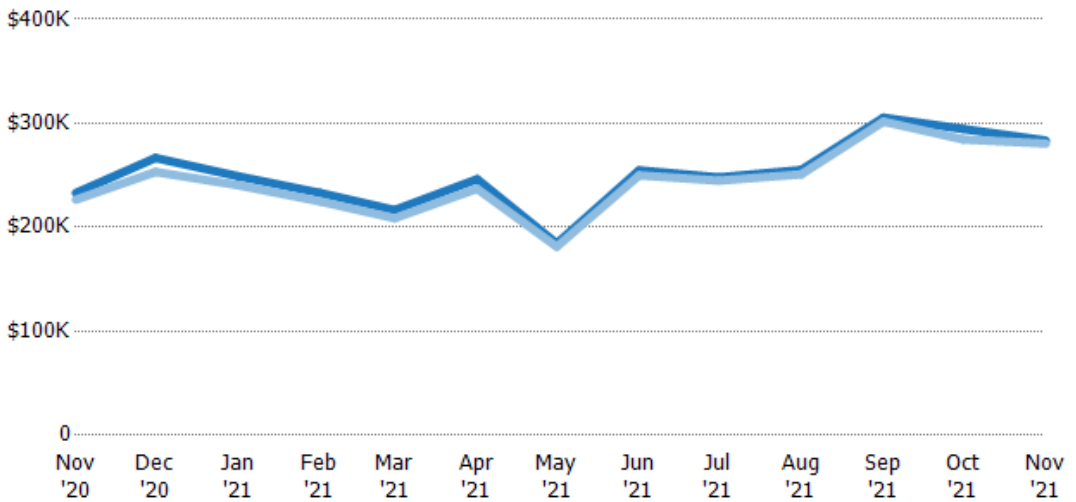
	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21
Current Year	\$184K	\$181K	\$220K	\$205K	\$175K	\$200K	\$169K	\$185K	\$205K	\$219K	\$271K	\$219K	\$220K
Prior Year	\$204K	\$182K	\$134K	\$144K	\$160K	\$145K	\$175K	\$214K	\$171K	\$190K	\$179K	\$173K	\$184K
Percent Change from Prior Year	-10%	-1%	64%	43%	9%	38%	-3%	-13%	20%	16%	51%	27%	20%

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



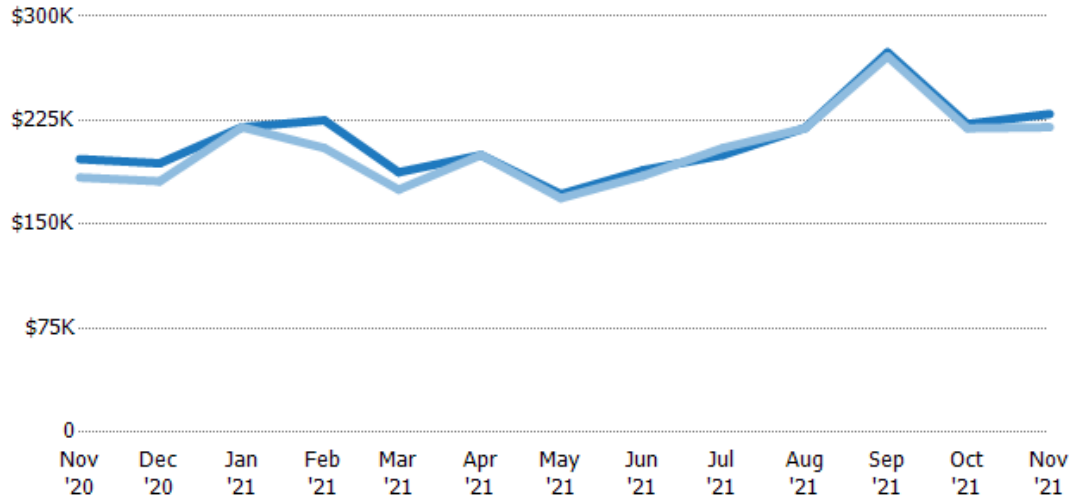
	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21
Avg List Price	\$233K	\$267K	\$249K	\$233K	\$217K	\$246K	\$184K	\$255K	\$248K	\$255K	\$305K	\$294K	\$283K
Avg Sales Price	\$227K	\$253K	\$240K	\$225K	\$209K	\$237K	\$181K	\$250K	\$245K	\$251K	\$302K	\$284K	\$281K
Avg Sales Price as a % of Avg List Price	97%	95%	97%	97%	96%	96%	98%	98%	99%	98%	99%	97%	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



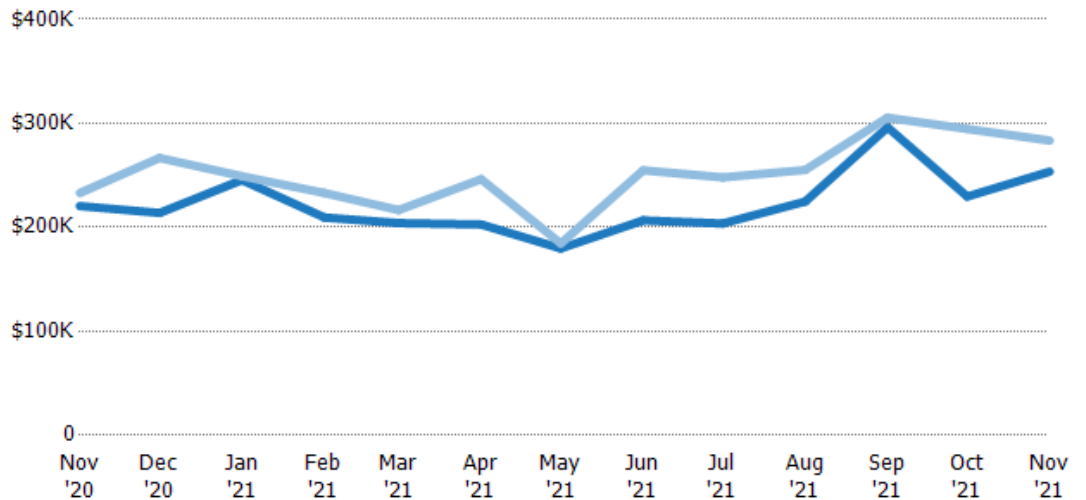
	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21
Median List Price	\$197K	\$194K	\$220K	\$225K	\$188K	\$200K	\$172K	\$189K	\$200K	\$220K	\$274K	\$222K	\$230K
Median Sales Price	\$184K	\$181K	\$220K	\$205K	\$175K	\$200K	\$169K	\$185K	\$205K	\$219K	\$271K	\$219K	\$220K
Med Sales Price as a % of Med List Price	93%	93%	100%	91%	93%	100%	98%	98%	103%	100%	99%	99%	96%

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



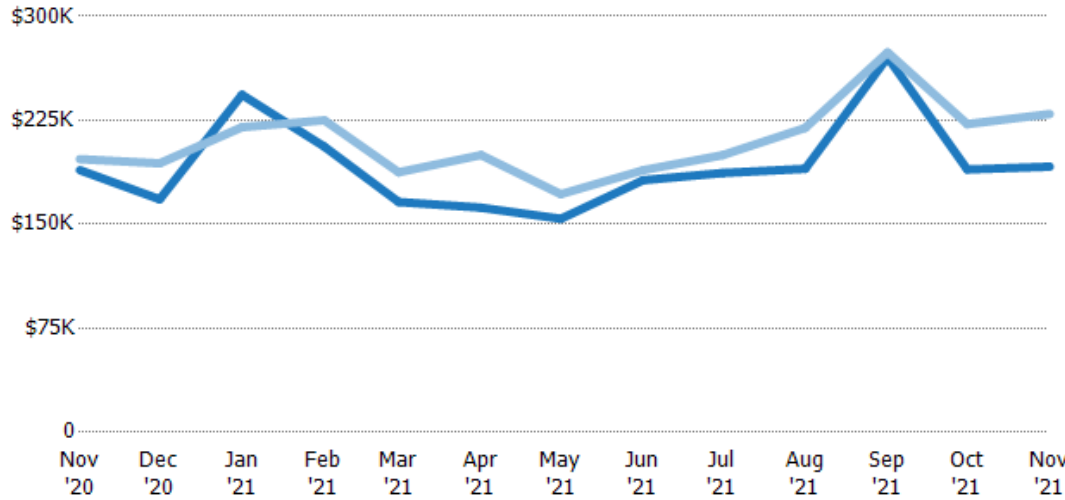
	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21
Avg Est Value	\$220K	\$214K	\$245K	\$209K	\$204K	\$203K	\$180K	\$207K	\$204K	\$225K	\$296K	\$230K	\$253K
Avg Sales Price	\$233K	\$267K	\$249K	\$233K	\$217K	\$246K	\$184K	\$255K	\$248K	\$255K	\$305K	\$294K	\$283K
Avg Sales Price as a % of Avg Est Value	106%	125%	101%	111%	106%	121%	103%	123%	122%	114%	103%	128%	112%

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



	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	\$189K	\$168K	\$243K	\$206K	\$166K	\$162K	\$154K	\$182K	\$187K	\$190K	\$270K	\$190K	\$192K
Median Sales Price	\$197K	\$194K	\$220K	\$225K	\$188K	\$200K	\$172K	\$189K	\$200K	\$220K	\$274K	\$222K	\$230K
Med Sales Price as a % of Med Est Value	104%	115%	90%	109%	113%	123%	112%	104%	107%	116%	101%	117%	120%