

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	39	51	-23.5%	474	466	+1.7%
New Listing Volume	\$15,067,600	\$12,433,400	+21.2%	\$146,339,720	\$119,126,379	+22.8%
Active Listing Count	141	195	-27.7%	N/A	N/A	
Active Listing Volume	\$61,226,800	\$64,856,398	-5.6%	N/A	N/A	
Average Listing Price	\$434,233	\$332,597	+30.6%	\$395,682	\$279,967	+41.3%
Median Listing Price	\$289,000	\$225,000	+28.4%	\$251,220	\$206,437	+21.7%
Median Days in RPR	78	107	-27.1%	93.6	135.39	-30.9%
Months of Inventory	2.8	3.4	-16.1%	3.9	7.5	-48.6%
Absorption Rate	35.46%	29.74%	+5.7%	25.93%	13.33%	+12.6%
Sales Activity Charts Metrics						
New Pending Sales Count	30	75	-60%	492	519	-5.2%
New Pending Sales Volume	\$8,980,300	\$18,422,000	-51.3%	\$126,806,518	\$111,433,377	+13.8%
Pending Sales Count	63	92	-31.5%	N/A	N/A	
Pending Sales Volume	\$18,620,400	\$23,376,200	-20.3%	N/A	N/A	
Closed Sales Count	50	55	-9.1%	404	354	+14.1%
Closed Sales Volume	\$14,220,751	\$11,263,933	+26.3%	\$100,353,649	\$69,933,643	+43.5%
Average Sales Price	\$284,415	\$204,799	+38.9%	\$248,400	\$197,553	+25.7%
Median Sales Price	\$219,250	\$173,000	+26.7%	\$210,033	\$174,540	+20.3%

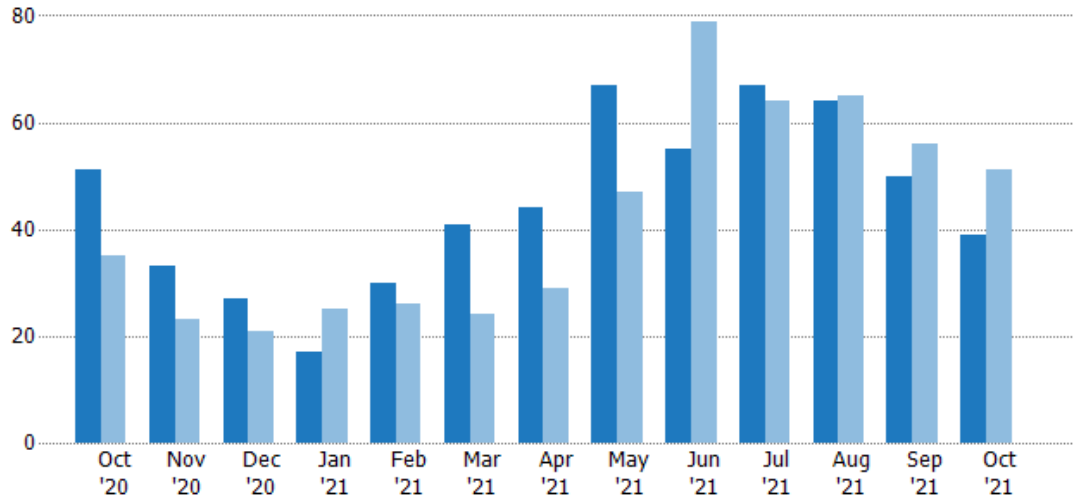
New Listings

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.
Oct '21	39	-23.5%
Oct '20	51	45.7%
Oct '19	35	-5.7%



Current Year	51	33	27	17	30	41	44	67	55	67	64	50	39
Prior Year	35	23	21	25	26	24	29	47	79	64	65	56	51
Percent Change from Prior Year	46%	43%	29%	-32%	15%	71%	52%	43%	-30%	5%	-2%	-11%	-24%

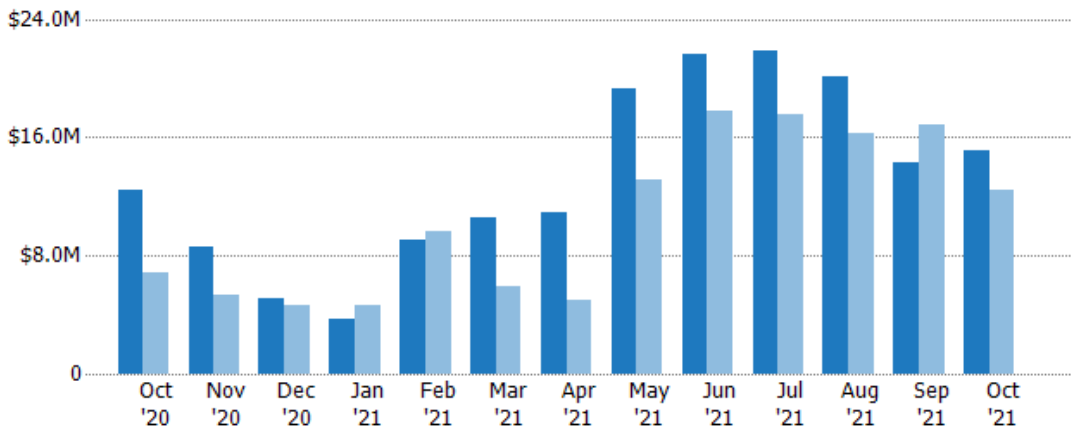
New Listing Volume

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.
Oct '21	\$15.1M	21.2%
Oct '20	\$12.4M	81.2%
Oct '19	\$6.86M	-7.1%



Current Year	\$12.4M	\$8.61M	\$5.07M	\$3.67M	\$9M	\$10.5M	\$10.9M	\$19.3M	\$21.7M	\$21.9M	\$20.1M	\$14.2M	\$15.1M
Prior Year	\$6.86M	\$5.36M	\$4.59M	\$4.67M	\$9.59M	\$5.86M	\$5.04M	\$13.1M	\$17.7M	\$17.5M	\$16.3M	\$16.8M	\$12.4M
Percent Change from Prior Year	81%	61%	10%	-21%	-6%	80%	116%	47%	22%	25%	24%	-15%	21%

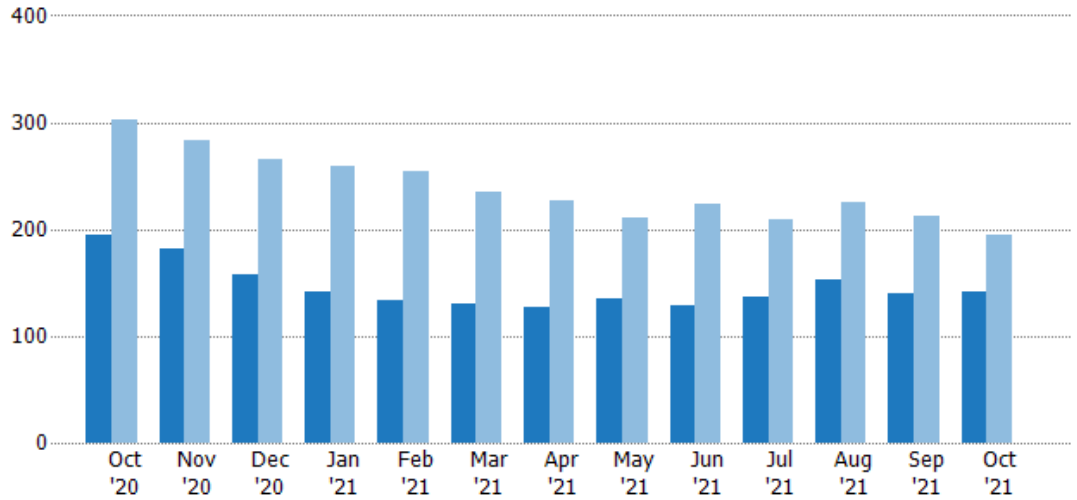
Active Listings

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.
Oct '21	141	-27.7%
Oct '20	195	-35.6%
Oct '19	303	12.9%



Current Year	195	182	157	141	133	130	127	135	129	136	153	140	141
Prior Year	303	283	266	259	254	235	227	211	223	209	225	213	195
Percent Change from Prior Year	-36%	-36%	-41%	-46%	-48%	-45%	-44%	-36%	-42%	-35%	-32%	-34%	-28%

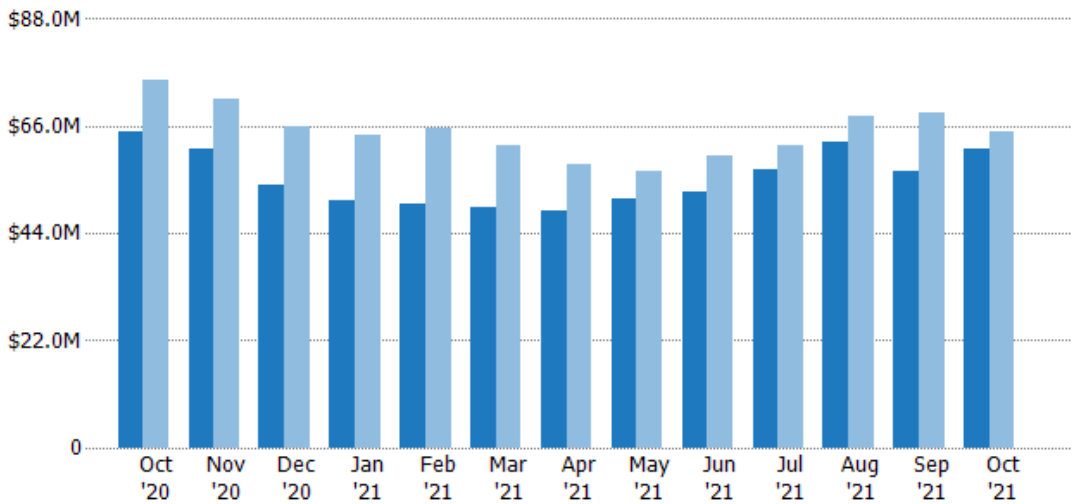
Active Listing Volume

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.
Oct '21	\$61.2M	-5.6%
Oct '20	\$64.9M	-13.9%
Oct '19	\$75.4M	15.6%



Current Year	\$64.9M	\$61.3M	\$54.1M	\$50.7M	\$50.2M	\$49.2M	\$48.6M	\$51.3M	\$52.4M	\$57M	\$62.7M	\$56.8M	\$61.2M
Prior Year	\$75.4M	\$71.7M	\$65.9M	\$64.1M	\$65.6M	\$62.2M	\$58M	\$56.8M	\$60M	\$62M	\$68.1M	\$68.6M	\$64.9M
Percent Change from Prior Year	-14%	-15%	-18%	-21%	-23%	-21%	-16%	-10%	-13%	-8%	-8%	-17%	-6%

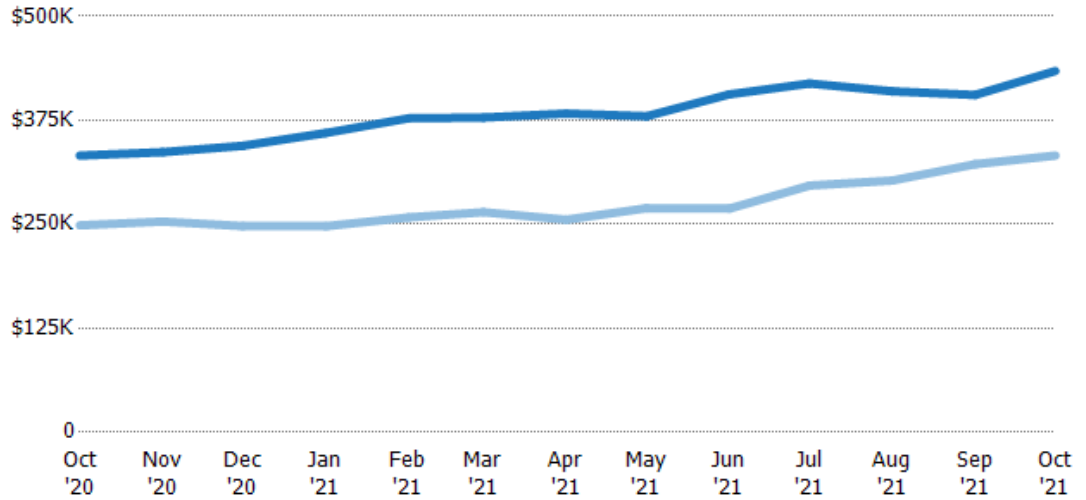
Average Listing Price

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.
Oct '21	\$434K	30.6%
Oct '20	\$333K	33.7%
Oct '19	\$249K	2.5%



Current Year	\$333K	\$337K	\$344K	\$360K	\$377K	\$378K	\$383K	\$380K	\$406K	\$419K	\$410K	\$405K	\$434K
Prior Year	\$249K	\$253K	\$248K	\$248K	\$258K	\$265K	\$255K	\$269K	\$269K	\$296K	\$303K	\$322K	\$333K
Percent Change from Prior Year	34%	33%	39%	45%	46%	43%	50%	41%	51%	41%	35%	26%	31%

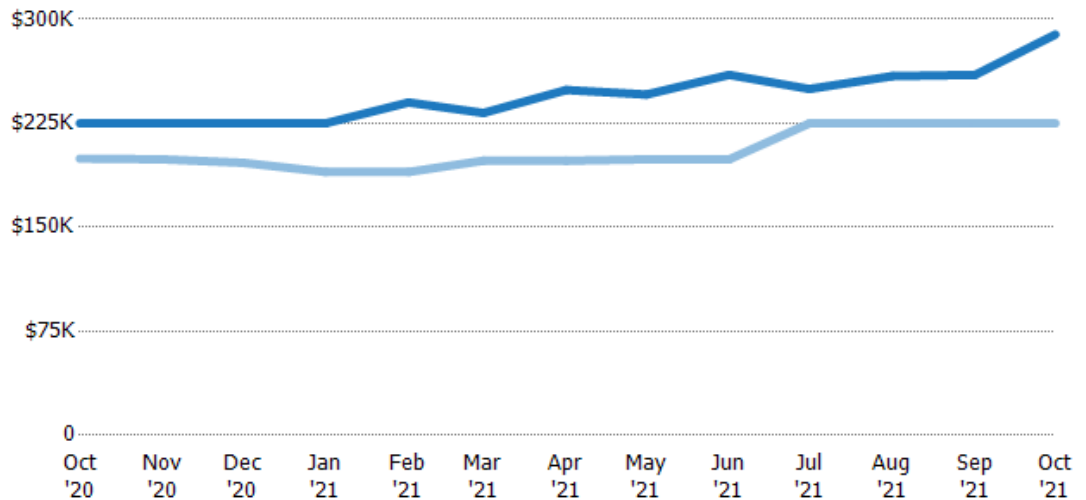
Median Listing Price

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.
Oct '21	\$289K	28.4%
Oct '20	\$225K	12.8%
Oct '19	\$200K	0.2%



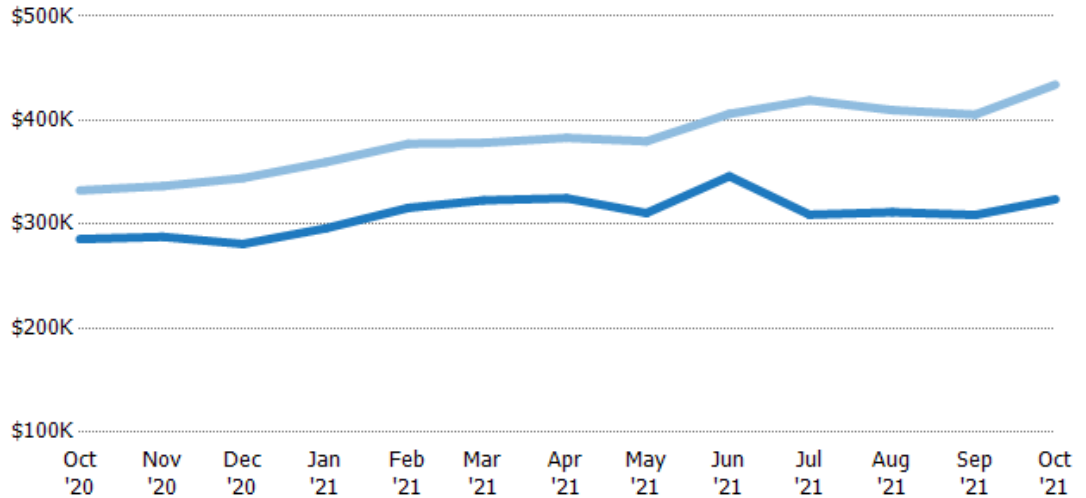
Current Year	\$225K	\$225K	\$225K	\$225K	\$240K	\$232K	\$249K	\$246K	\$260K	\$250K	\$259K	\$260K	\$289K
Prior Year	\$200K	\$199K	\$197K	\$190K	\$190K	\$198K	\$198K	\$199K	\$199K	\$225K	\$225K	\$225K	\$225K
Percent Change from Prior Year	13%	13%	15%	18%	26%	17%	26%	23%	31%	11%	15%	16%	28%

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

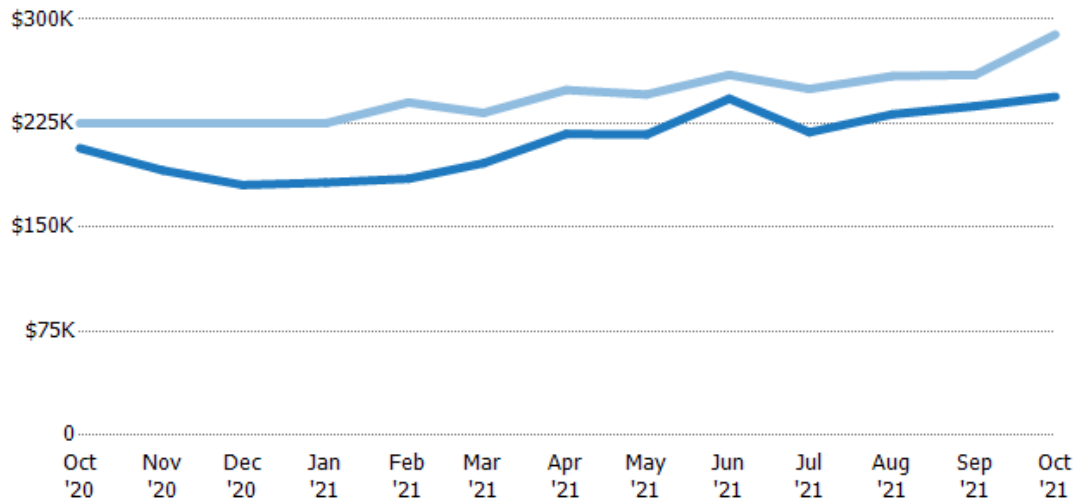


Median Listing Price vs Median Est Value

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



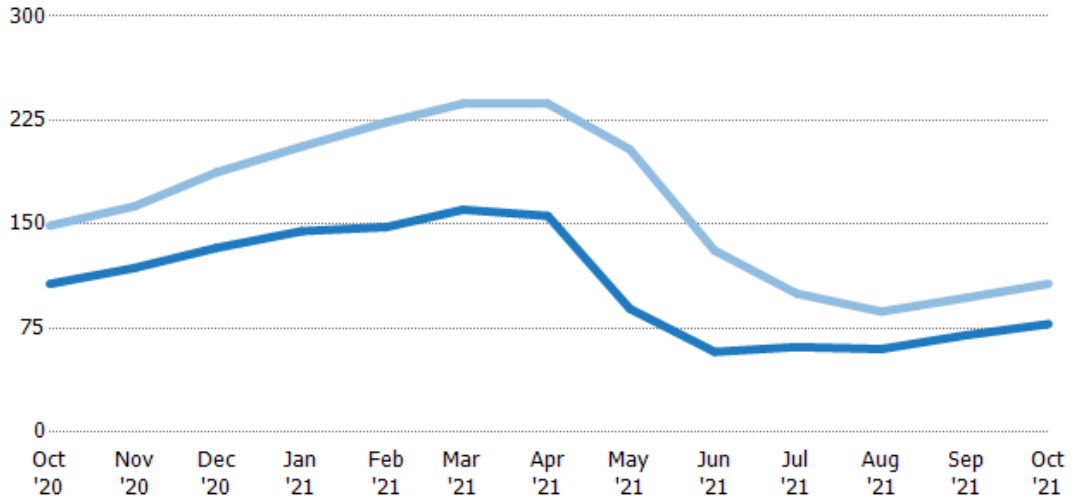
Median Days in RPR

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.
Oct '21	78	-27.1%
Oct '20	107	-28.2%
Oct '19	149	-3.4%



Current Year	107	119	133	145	148	161	156	89	58	61.5	60	70	78
Prior Year	149	163	188	206	224	237	237	204	131	100	87	97	107
Percent Change from Prior Year	-28%	-27%	-29%	-30%	-34%	-32%	-34%	-56%	-56%	-39%	-31%	-28%	-27%

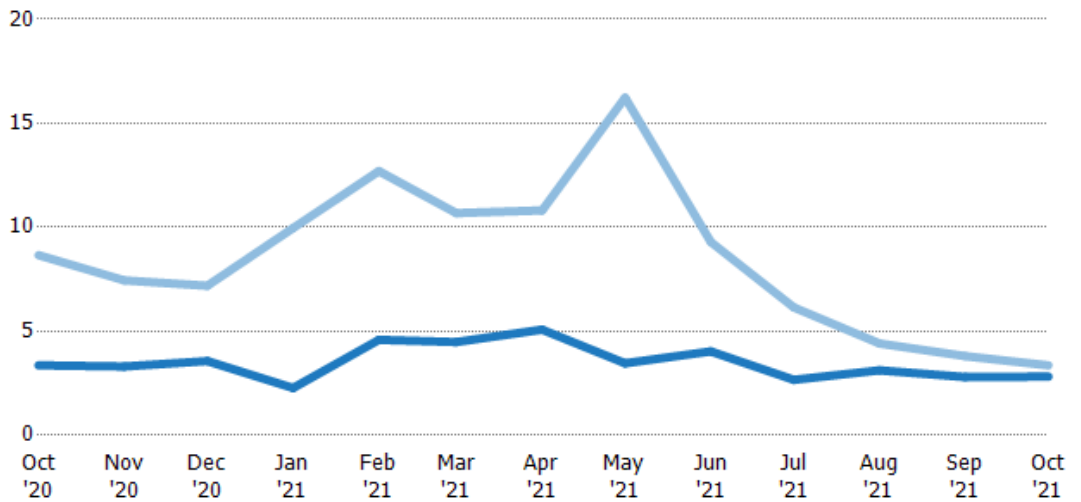
Months of Inventory

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.
Oct '21	2.82	-16.1%
Oct '20	3.36	-61.2%
Oct '19	8.66	79.6%



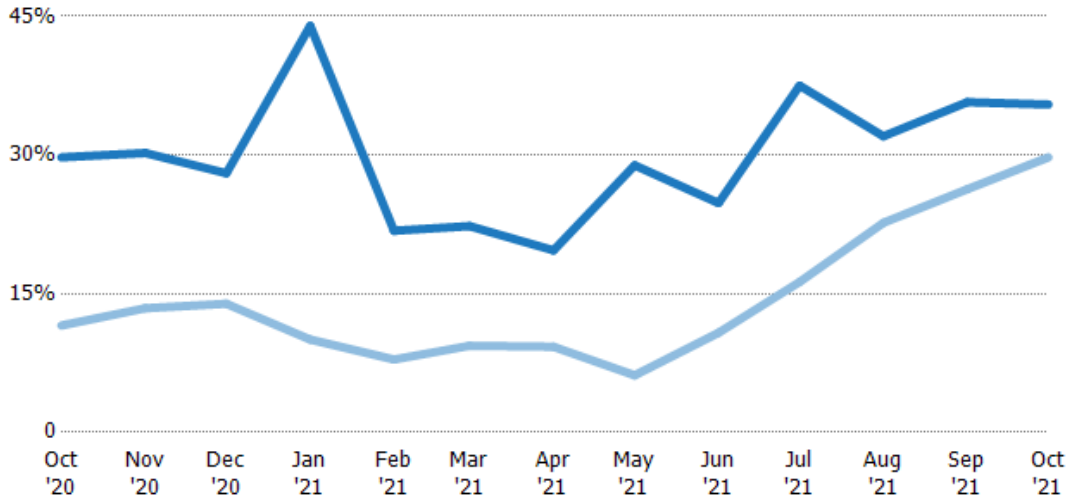
Current Year	3.36	3.31	3.57	2.27	4.59	4.48	5.08	3.46	4.03	2.67	3.12	2.8	2.82
Prior Year	8.66	7.45	7.19	9.96	12.7	10.7	10.8	16.2	9.29	6.15	4.41	3.8	3.36
Percent Change from Prior Year	-61%	-56%	-50%	-77%	-64%	-58%	-53%	-79%	-57%	-57%	-29%	-26%	-16%

Absorption Rate

The percentage of inventory sold per month.

Filters Used

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



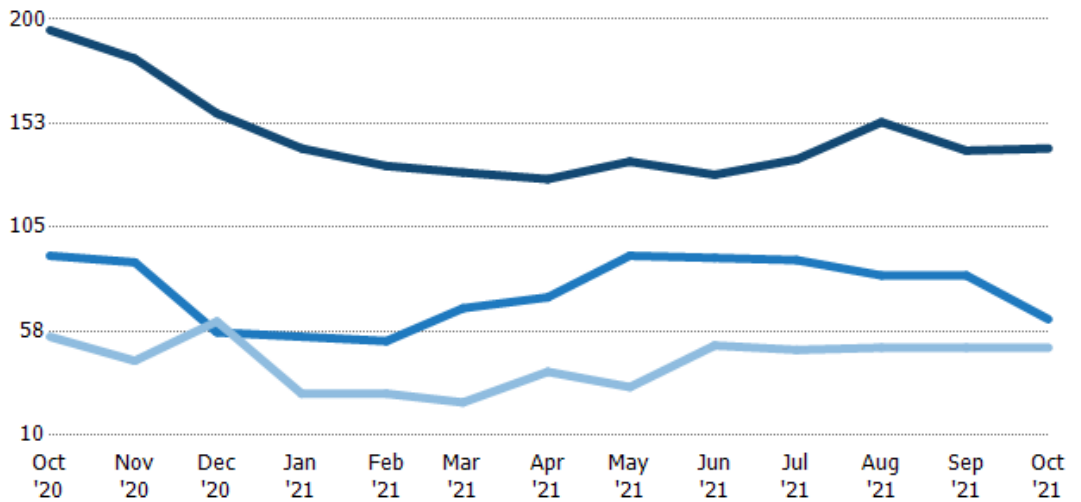
	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21
Current Year	30%	30%	28%	44%	22%	22%	20%	29%	25%	38%	32%	36%	35%
Prior Year	12%	13%	14%	10%	8%	9%	9%	6%	11%	16%	23%	26%	30%
Change from Prior Year	-18%	-17%	-14%	-34%	-14%	-13%	-10%	-23%	-14%	-21%	-9%	-9%	-6%

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



	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	195	182	157	141	133	130	127	135	129	136	153	140	141
Pending	92	89	57	55	53	68	73	92	91	90	83	83	63
Sold	55	44	62	29	29	25	39	32	51	49	50	50	50

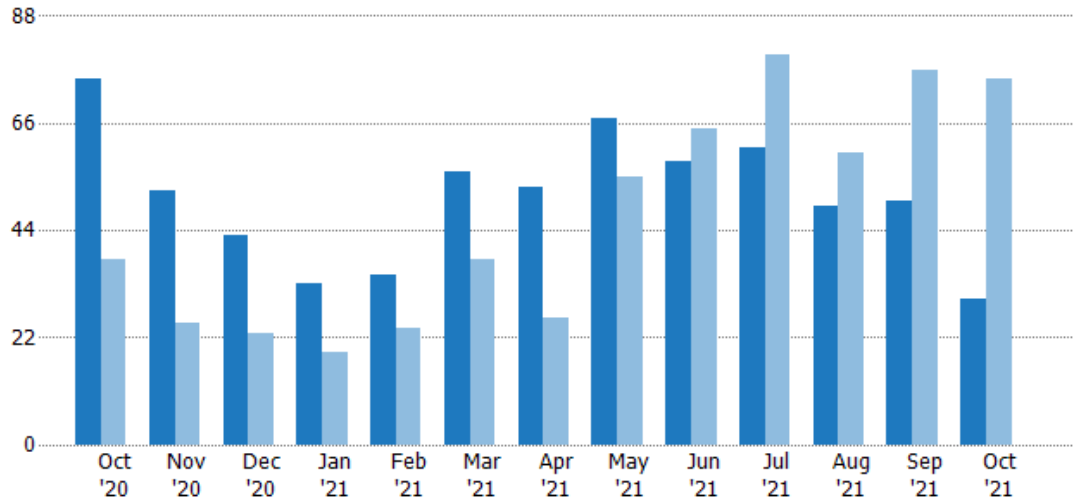
New Pending Sales

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.
Oct '21	30	-60%
Oct '20	75	97.4%
Oct '19	38	-15.8%



Current Year	75	52	43	33	35	56	53	67	58	61	49	50	30
Prior Year	38	25	23	19	24	38	26	55	65	80	60	77	75
Percent Change from Prior Year	97%	108%	87%	74%	46%	47%	104%	22%	-11%	-24%	-18%	-35%	-60%

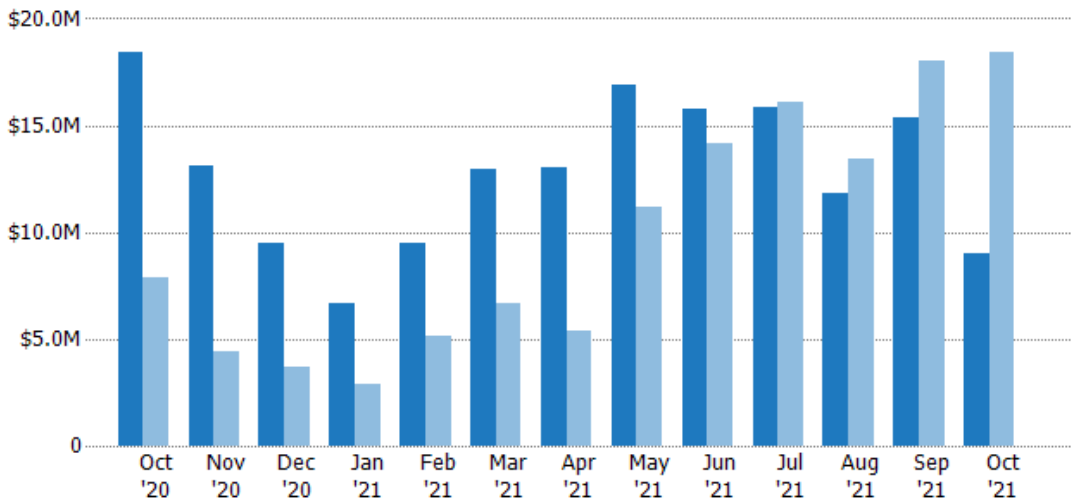
New Pending Sales Volume

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.
Oct '21	\$8.98M	-51.3%
Oct '20	\$18.4M	134.7%
Oct '19	\$7.85M	-32.5%



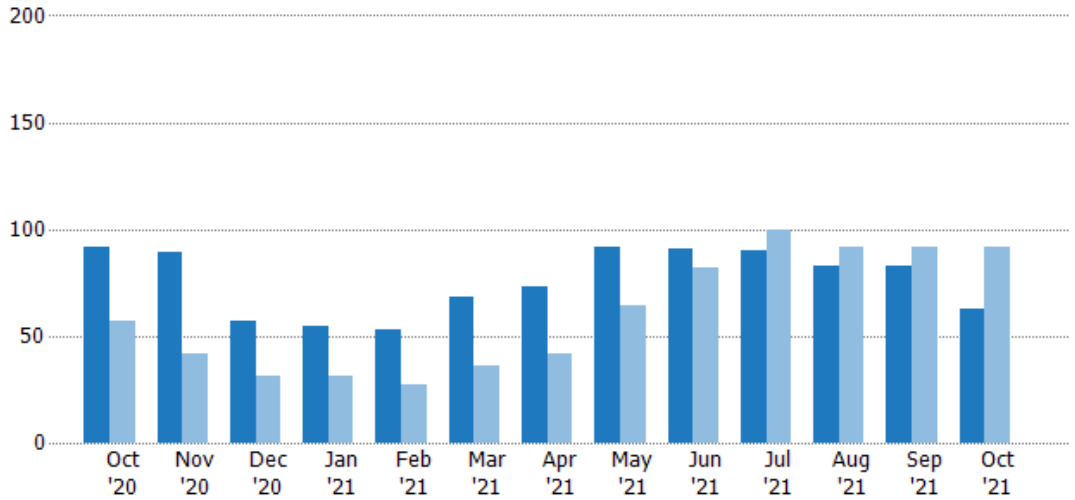
Current Year	\$18.4M	\$13.1M	\$9.47M	\$6.64M	\$9.47M	\$13M	\$13M	\$16.9M	\$15.8M	\$15.9M	\$11.8M	\$15.4M	\$8.98M
Prior Year	\$7.85M	\$4.43M	\$3.67M	\$2.88M	\$5.15M	\$6.69M	\$5.35M	\$11.1M	\$14.2M	\$16.1M	\$13.5M	\$18M	\$18.4M
Percent Change from Prior Year	135%	196%	159%	131%	84%	94%	144%	51%	11%	-1%	-12%	-15%	-51%

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



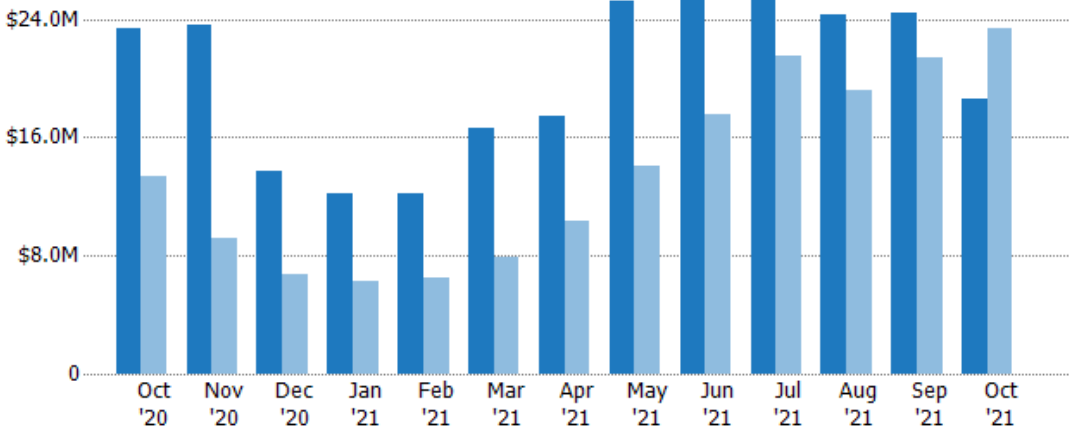
	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21
Current Year	92	89	57	55	53	68	73	92	91	90	83	83	63
Prior Year	57	42	31	31	27	36	42	64	82	100	92	92	92
Percent Change from Prior Year	61%	112%	84%	77%	96%	89%	74%	44%	11%	-10%	-10%	-10%	-32%

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



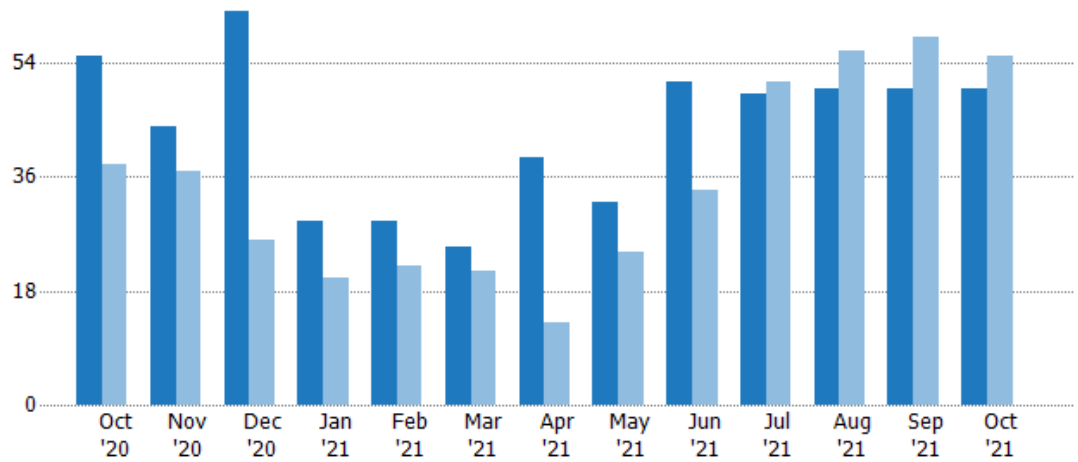
	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21
Current Year	\$23.4M	\$23.6M	\$13.7M	\$12.2M	\$12.2M	\$16.7M	\$17.4M	\$25.3M	\$25.9M	\$26.2M	\$24.2M	\$24.4M	\$18.6M
Prior Year	\$13.3M	\$9.23M	\$6.68M	\$6.29M	\$6.49M	\$7.89M	\$10.4M	\$14M	\$17.5M	\$21.6M	\$19.2M	\$21.3M	\$23.4M
Percent Change from Prior Year	76%	156%	106%	94%	89%	111%	68%	80%	48%	22%	26%	14%	-20%

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	Count	% Chg.
Oct '21	50	-9.1%
Oct '20	55	44.7%
Oct '19	38	2.6%

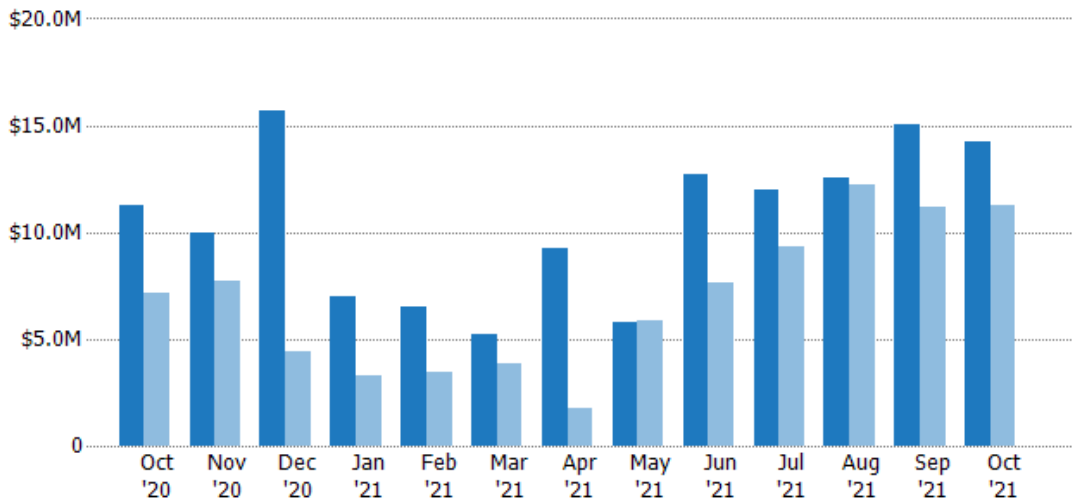
	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21
Current Year	55	44	62	29	29	25	39	32	51	49	50	50	50
Prior Year	38	37	26	20	22	21	13	24	34	51	56	58	55
Percent Change from Prior Year	45%	19%	138%	45%	32%	19%	200%	33%	50%	-4%	-11%	-14%	-9%

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	Volume	% Chg.
Oct '21	\$14.2M	26.3%
Oct '20	\$11.3M	56.8%
Oct '19	\$7.18M	-4.7%

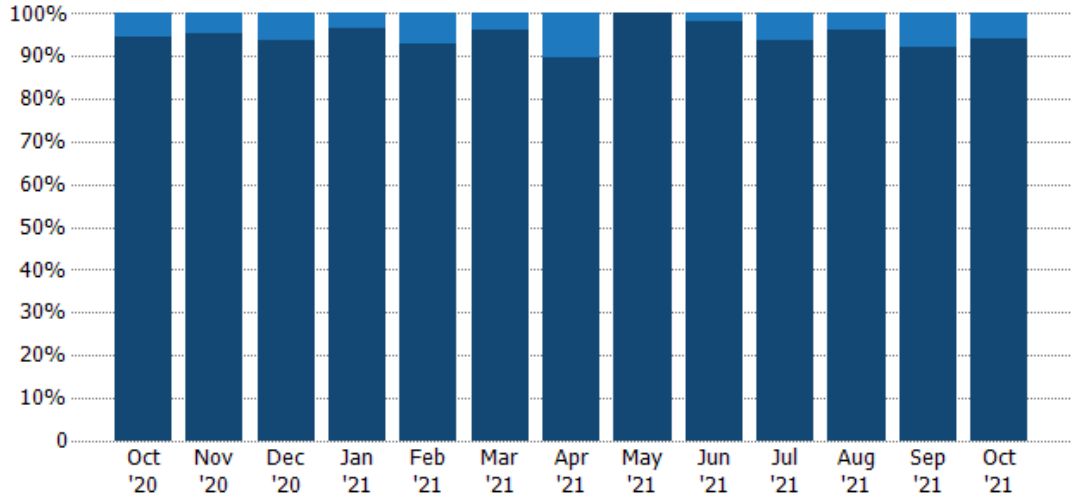
	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21
Current Year	\$11.3M	\$9.97M	\$15.7M	\$6.97M	\$6.52M	\$5.22M	\$9.24M	\$5.8M	\$12.7M	\$12M	\$12.5M	\$15.1M	\$14.2M
Prior Year	\$7.18M	\$7.69M	\$4.45M	\$3.28M	\$3.48M	\$3.86M	\$1.8M	\$5.89M	\$7.62M	\$9.35M	\$12.2M	\$11.2M	\$11.3M
Percent Change from Prior Year	57%	30%	253%	113%	87%	35%	414%	-1%	67%	28%	3%	35%	26%

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



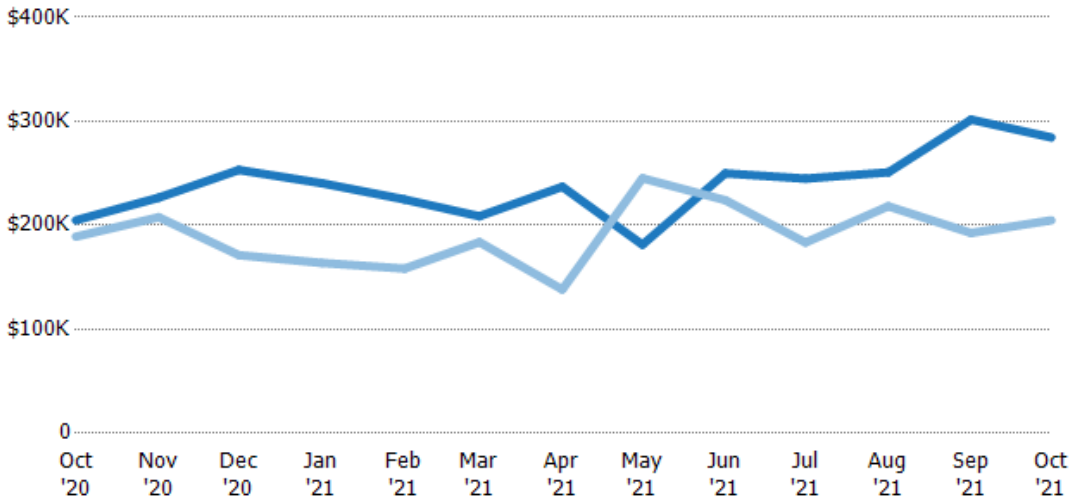
Condo/Townhouse	5%	5%	6%	3%	7%	4%	10%	-	2%	6%	4%	8%	6%
Single Family Residence	95%	95%	94%	97%	93%	96%	90%	100%	98%	94%	96%	92%	94%

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



Month/Year	Price	% Chg.
Oct '21	\$284K	38.9%
Oct '20	\$205K	8.3%
Oct '19	\$189K	-7.1%

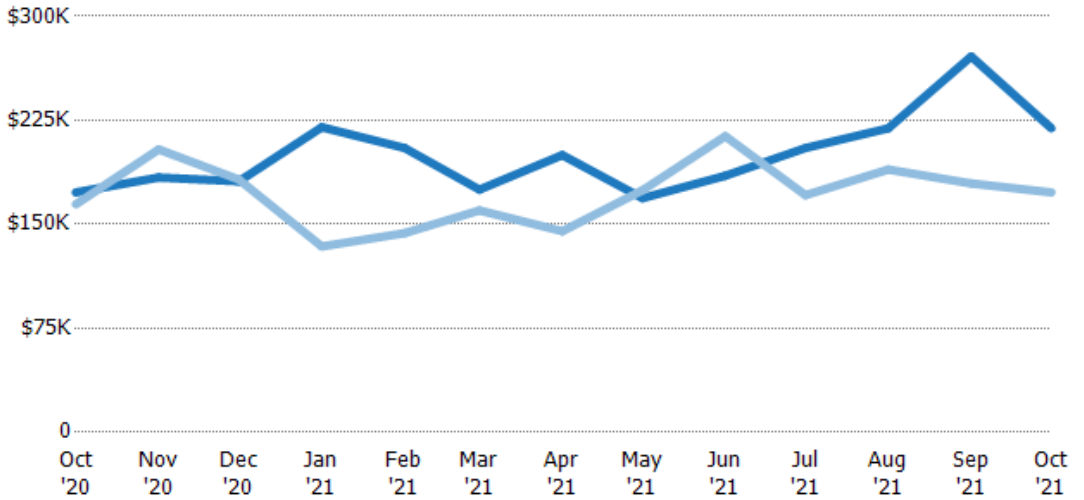
Current Year	\$205K	\$227K	\$253K	\$240K	\$225K	\$209K	\$237K	\$181K	\$250K	\$245K	\$251K	\$302K	\$284K
Prior Year	\$189K	\$208K	\$171K	\$164K	\$158K	\$184K	\$138K	\$245K	\$224K	\$183K	\$218K	\$193K	\$205K
Percent Change from Prior Year	8%	9%	48%	47%	42%	14%	71%	-26%	12%	34%	15%	57%	39%

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



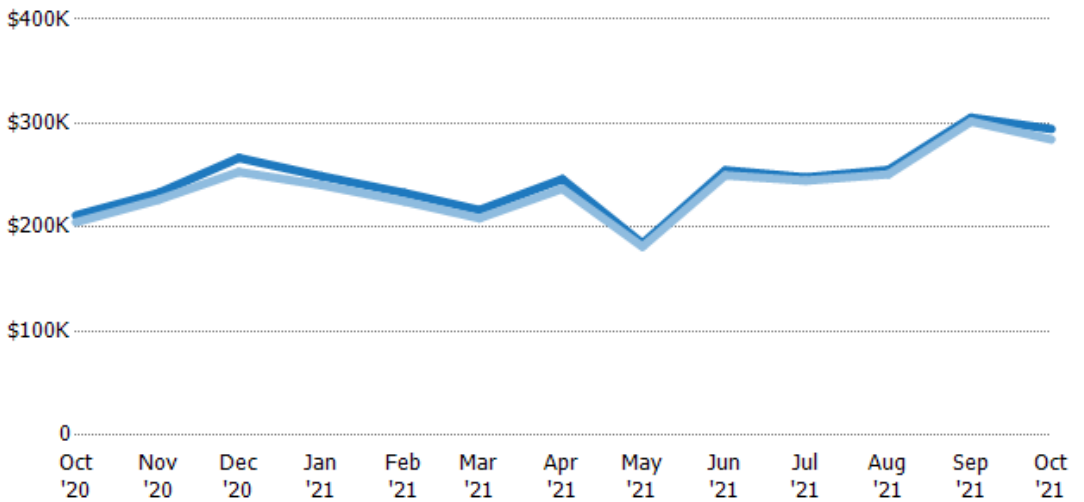
	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21
Current Year	\$173K	\$184K	\$181K	\$220K	\$205K	\$175K	\$200K	\$169K	\$185K	\$205K	\$219K	\$271K	\$219K
Prior Year	\$164K	\$204K	\$182K	\$134K	\$144K	\$160K	\$145K	\$175K	\$214K	\$171K	\$190K	\$179K	\$173K
Percent Change from Prior Year	5%	-10%	-1%	64%	43%	9%	38%	-3%	-13%	20%	16%	51%	27%

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



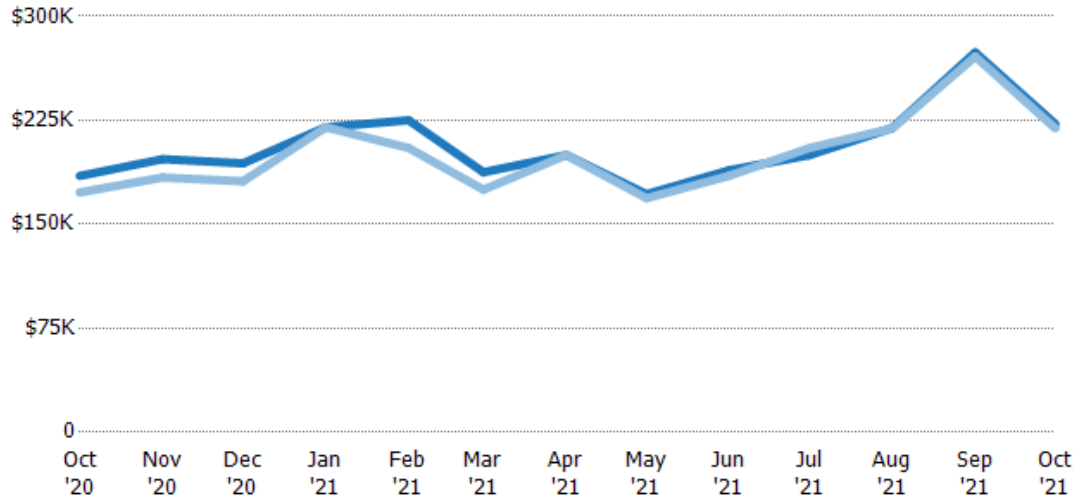
	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21
Avg List Price	\$211K	\$233K	\$267K	\$249K	\$233K	\$217K	\$246K	\$184K	\$255K	\$248K	\$255K	\$305K	\$294K
Avg Sales Price	\$205K	\$227K	\$253K	\$240K	\$225K	\$209K	\$237K	\$181K	\$250K	\$245K	\$251K	\$302K	\$284K
Avg Sales Price as a % of Avg List Price	97%	97%	95%	97%	97%	96%	96%	98%	98%	99%	98%	99%	97%

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



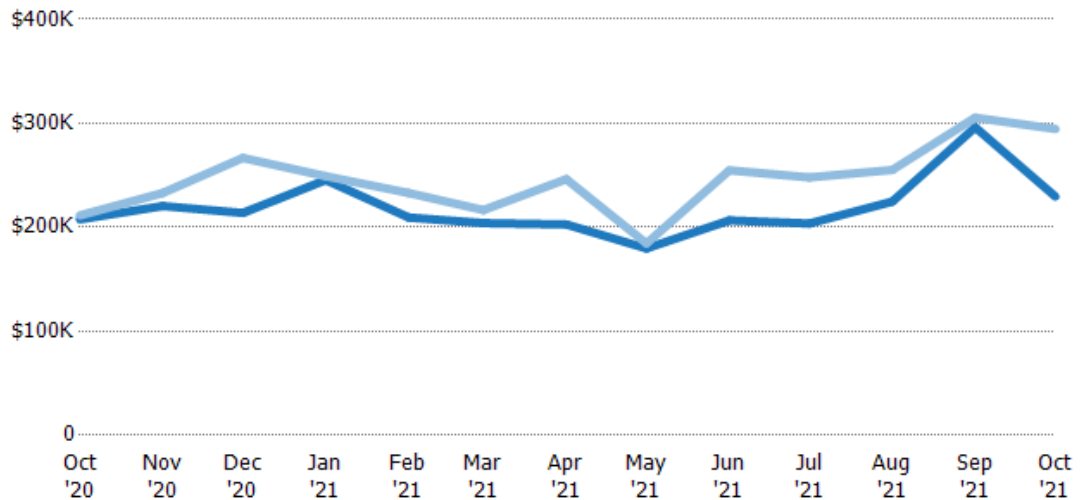
	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21
Median List Price	\$185K	\$197K	\$194K	\$220K	\$225K	\$188K	\$200K	\$172K	\$189K	\$200K	\$220K	\$274K	\$222K
Median Sales Price	\$173K	\$184K	\$181K	\$220K	\$205K	\$175K	\$200K	\$169K	\$185K	\$205K	\$219K	\$271K	\$219K
Med Sales Price as a % of Med List Price	94%	93%	93%	100%	91%	93%	100%	98%	98%	103%	100%	99%	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



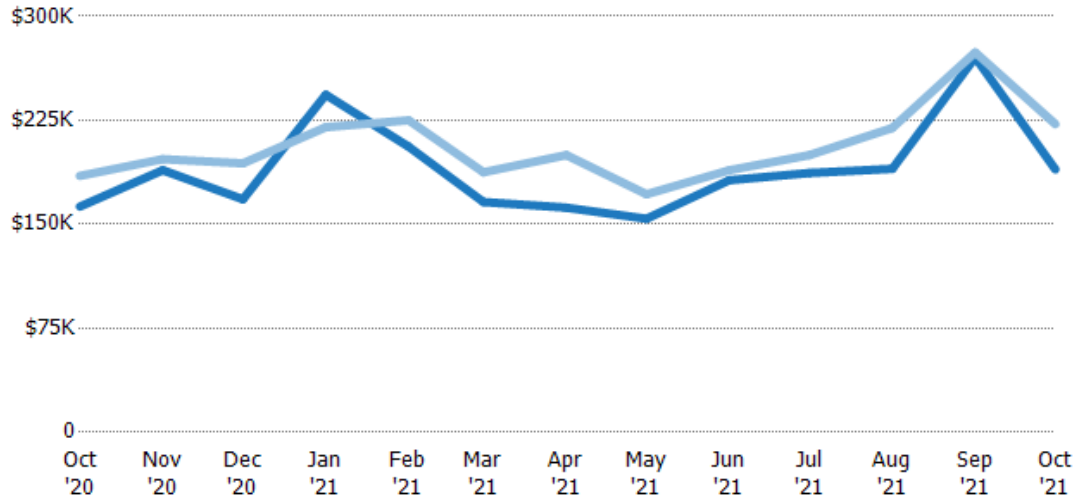
	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21
Avg Est Value	\$208K	\$220K	\$214K	\$245K	\$209K	\$204K	\$203K	\$180K	\$207K	\$204K	\$225K	\$296K	\$230K
Avg Sales Price	\$211K	\$233K	\$267K	\$249K	\$233K	\$217K	\$246K	\$184K	\$255K	\$248K	\$255K	\$305K	\$294K
Avg Sales Price as a % of Avg Est Value	102%	106%	125%	101%	111%	106%	121%	103%	123%	122%	114%	103%	128%

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



	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	\$163K	\$189K	\$168K	\$243K	\$206K	\$166K	\$162K	\$154K	\$182K	\$187K	\$190K	\$270K	\$190K
Median Sales Price	\$185K	\$197K	\$194K	\$220K	\$225K	\$188K	\$200K	\$172K	\$189K	\$200K	\$220K	\$274K	\$222K
Med Sales Price as a % of Med Est Value	114%	104%	115%	90%	109%	113%	123%	112%	104%	107%	116%	101%	117%