

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	Dec 2021	Dec 2020	+ / -	YTD 2021	YTD 2020	+ / -
Listing Activity Charts Metrics						
New Listing Count	11	8	+37.5%	326	343	-5%
New Listing Volume	\$2,346,799	\$1,888,000	+24.3%	\$111,131,968	\$99,531,700	+11.7%
Active Listing Count	49	65	-24.6%	N/A	N/A	
Active Listing Volume	\$23,885,399	\$23,905,699	-0.1%	N/A	N/A	
Average Listing Price	\$487,457	\$367,780	+32.5%	\$487,366	\$333,687	+46.1%
Median Listing Price	\$237,500	\$269,000	-11.7%	\$278,015	\$245,441	+13.3%
Median Days in RPR	134	117	+14.5%	85.26	109.54	-22.2%
Months of Inventory	1.9	2.6	-27.5%	2.4	6	-59.7%
Absorption Rate	53.06%	38.46%	+14.6%	41.24%	16.61%	+24.6%
Sales Activity Charts Metrics						
New Pending Sales Count	7	25	-72%	334	399	-16.3%
New Pending Sales Volume	\$1,715,000	\$5,940,700	-71.1%	\$98,034,369	\$102,538,601	-4.4%
Pending Sales Count	18	46	-60.9%	N/A	N/A	
Pending Sales Volume	\$6,358,299	\$11,116,399	-42.8%	N/A	N/A	
Closed Sales Count	30	27	+11.1%	320	306	+4.6%
Closed Sales Volume	\$7,534,007	\$5,624,182	+34%	\$90,123,222	\$78,881,459	+14.3%
Average Sales Price	\$251,134	\$208,303	+20.6%	\$281,635	\$257,783	+9.3%
Median Sales Price	\$227,500	\$188,000	+21%	\$255,822	\$225,202	+13.6%

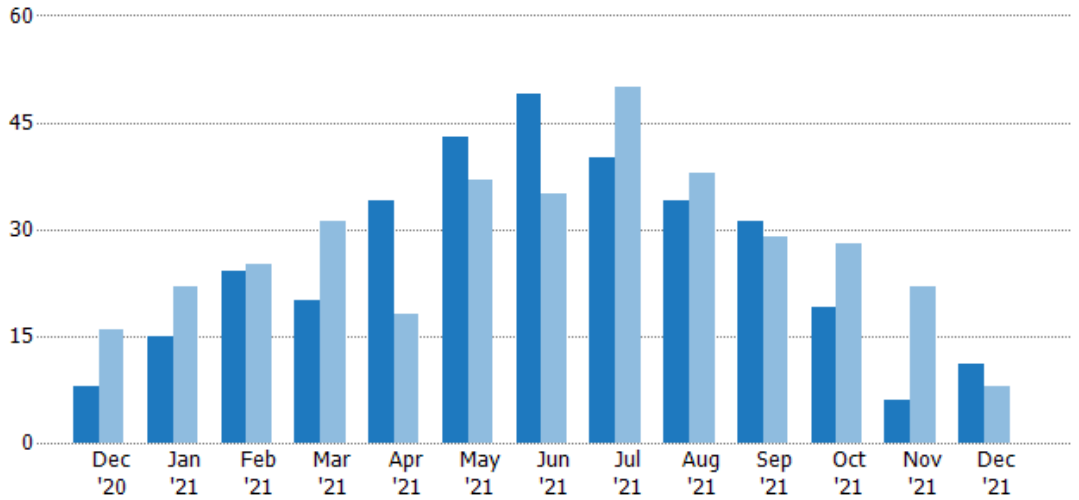
New Listings

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.
Dec '21	11	37.5%
Dec '20	8	-50%
Dec '19	16	-43.8%



	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21
Current Year	8	15	24	20	34	43	49	40	34	31	19	6	11
Prior Year	16	22	25	31	18	37	35	50	38	29	28	22	8
Percent Change from Prior Year	-50%	-32%	-4%	-35%	89%	16%	40%	-20%	-11%	7%	-32%	-73%	38%

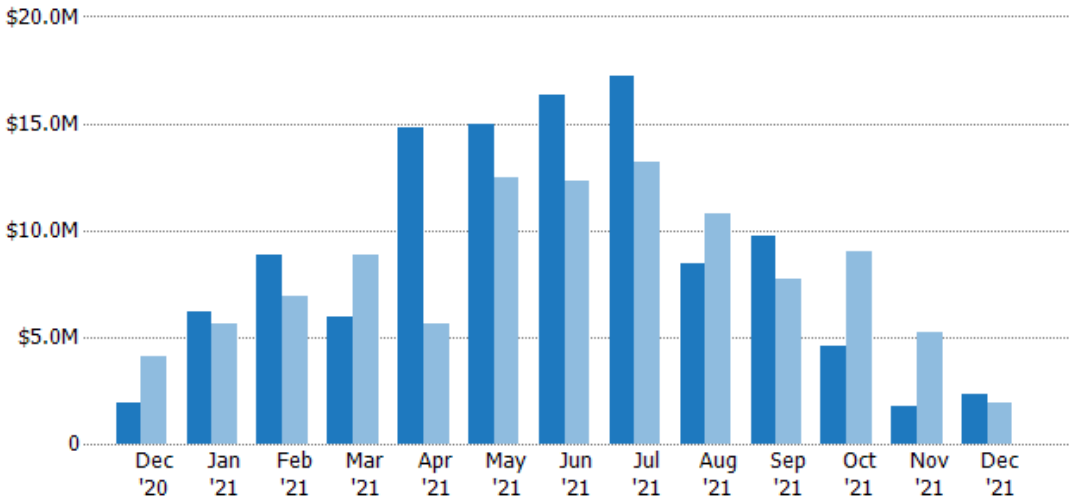
New Listing Volume

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.
Dec '21	\$2.35M	24.3%
Dec '20	\$1.89M	-54.1%
Dec '19	\$4.12M	-67.1%



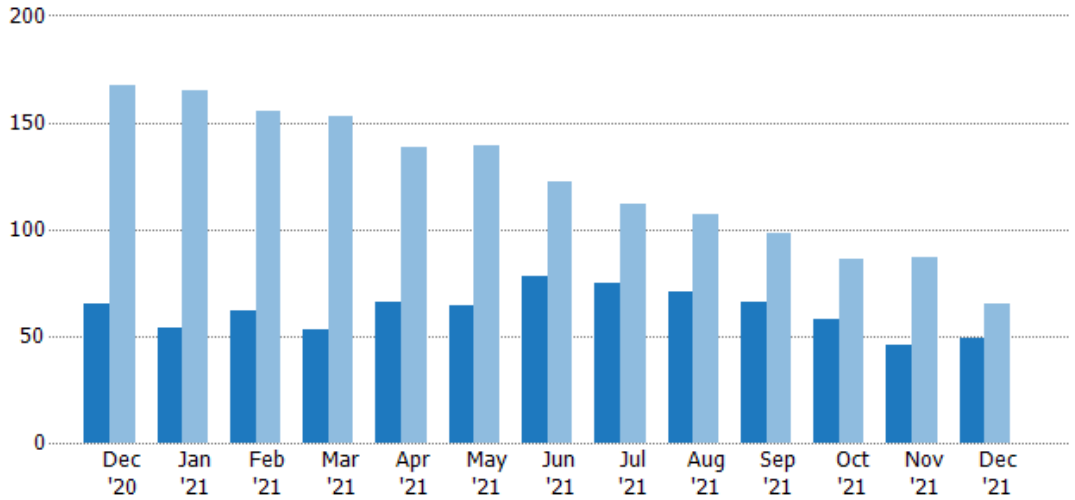
	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21
Current Year	\$1.89M	\$6.16M	\$8.82M	\$5.95M	\$14.8M	\$15M	\$16.4M	\$17.2M	\$8.47M	\$9.7M	\$4.56M	\$1.76M	\$2.35M
Prior Year	\$4.12M	\$5.65M	\$6.88M	\$8.82M	\$5.61M	\$12.4M	\$12.3M	\$13.2M	\$10.8M	\$7.74M	\$8.98M	\$5.23M	\$1.89M
Percent Change from Prior Year	-54%	9%	28%	-33%	164%	20%	33%	31%	-21%	25%	-49%	-66%	24%

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



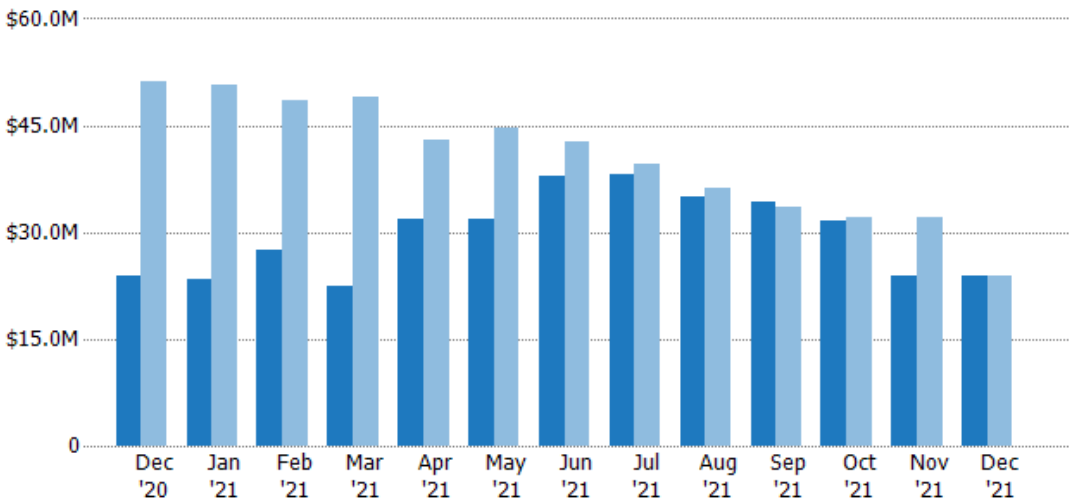
	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21
Current Year	65	54	62	53	66	64	78	75	71	66	58	46	49
Prior Year	167	165	155	153	138	139	122	112	107	98	86	87	65
Percent Change from Prior Year	-61%	-67%	-60%	-65%	-52%	-54%	-36%	-33%	-34%	-33%	-33%	-47%	-25%

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



	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21
Current Year	\$23.9M	\$23.3M	\$27.5M	\$22.4M	\$31.9M	\$31.9M	\$37.8M	\$38.1M	\$35M	\$34.4M	\$31.5M	\$23.9M	\$23.9M
Prior Year	\$51.1M	\$50.7M	\$48.5M	\$49.1M	\$43.1M	\$44.6M	\$42.7M	\$39.6M	\$36.3M	\$33.5M	\$32.2M	\$32.1M	\$23.9M
Percent Change from Prior Year	-53%	-54%	-43%	-54%	-26%	-28%	-11%	-4%	-3%	3%	-2%	-25%	0%

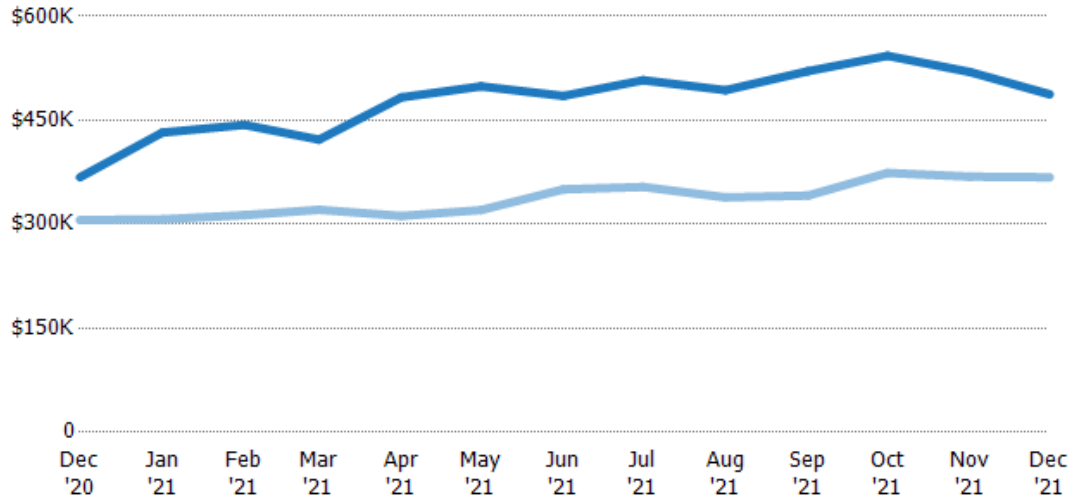
Average Listing Price

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.
Dec '21	\$487K	32.5%
Dec '20	\$368K	20.2%
Dec '19	\$306K	-5.6%



Current Year	\$368K	\$432K	\$443K	\$422K	\$483K	\$499K	\$485K	\$508K	\$493K	\$521K	\$543K	\$520K	\$487K
Prior Year	\$306K	\$307K	\$313K	\$321K	\$312K	\$321K	\$350K	\$354K	\$339K	\$341K	\$374K	\$369K	\$368K
Percent Change from Prior Year	20%	41%	42%	32%	55%	56%	38%	43%	46%	53%	45%	41%	33%

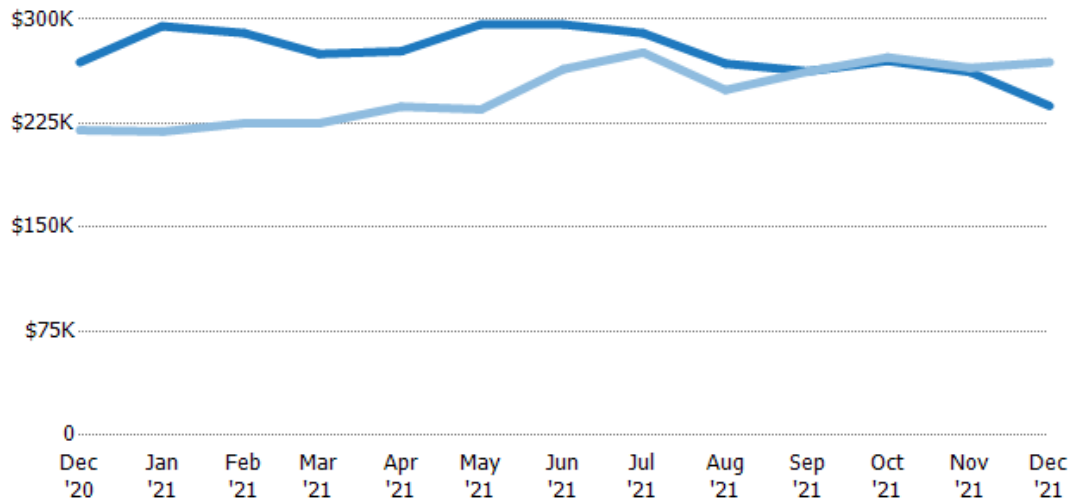
Median Listing Price

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.
Dec '21	\$238K	-11.7%
Dec '20	\$269K	22.3%
Dec '19	\$220K	3.2%



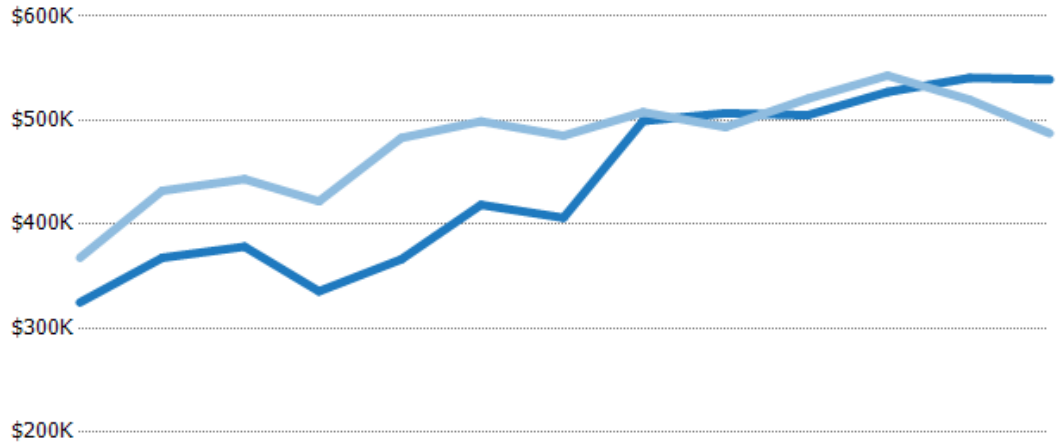
Current Year	\$269K	\$295K	\$290K	\$275K	\$277K	\$296K	\$296K	\$290K	\$268K	\$263K	\$270K	\$262K	\$238K
Prior Year	\$220K	\$219K	\$225K	\$225K	\$237K	\$235K	\$264K	\$276K	\$249K	\$262K	\$273K	\$265K	\$269K
Percent Change from Prior Year	22%	35%	29%	22%	17%	26%	12%	5%	8%	0%	-1%	-1%	-12%

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



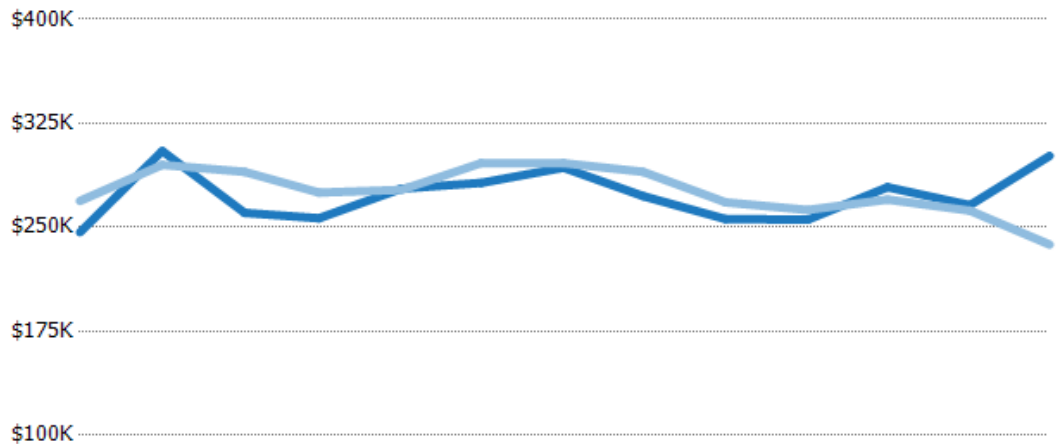
	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21
Avg Est Value	\$325K	\$368K	\$378K	\$336K	\$366K	\$419K	\$406K	\$499K	\$507K	\$505K	\$527K	\$541K	\$539K
Avg Listing Price	\$368K	\$432K	\$443K	\$422K	\$483K	\$499K	\$485K	\$508K	\$493K	\$521K	\$543K	\$520K	\$487K
Avg Listing Price as a % of Avg Est Value	113%	118%	117%	126%	132%	119%	119%	102%	97%	103%	103%	96%	90%

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



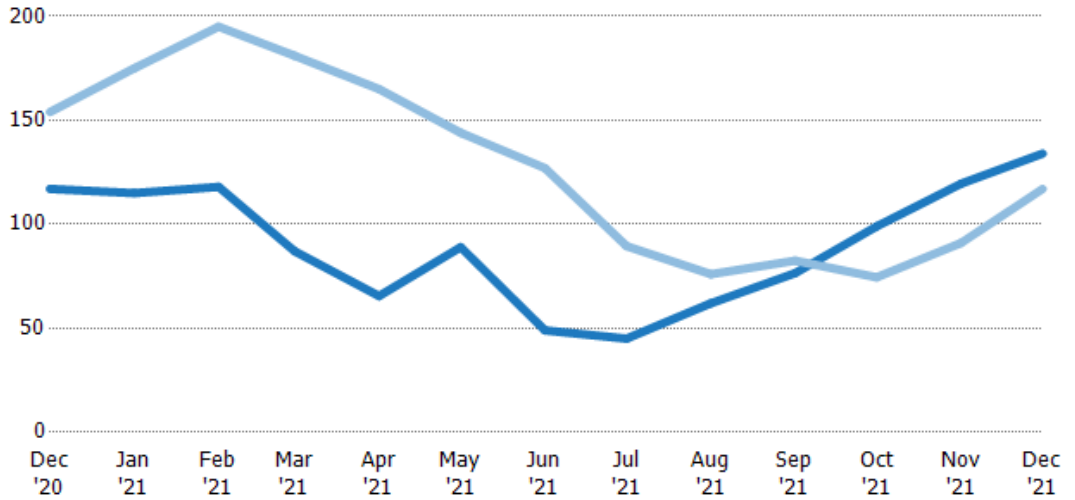
	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21
Median Est Value	\$246K	\$305K	\$260K	\$257K	\$278K	\$282K	\$293K	\$272K	\$256K	\$256K	\$279K	\$266K	\$302K
Median Listing Price	\$269K	\$295K	\$290K	\$275K	\$277K	\$296K	\$296K	\$290K	\$268K	\$263K	\$270K	\$262K	\$238K
Med Listing Price as a % of Med Est Value	109%	97%	111%	107%	100%	105%	101%	106%	105%	103%	97%	98%	79%

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



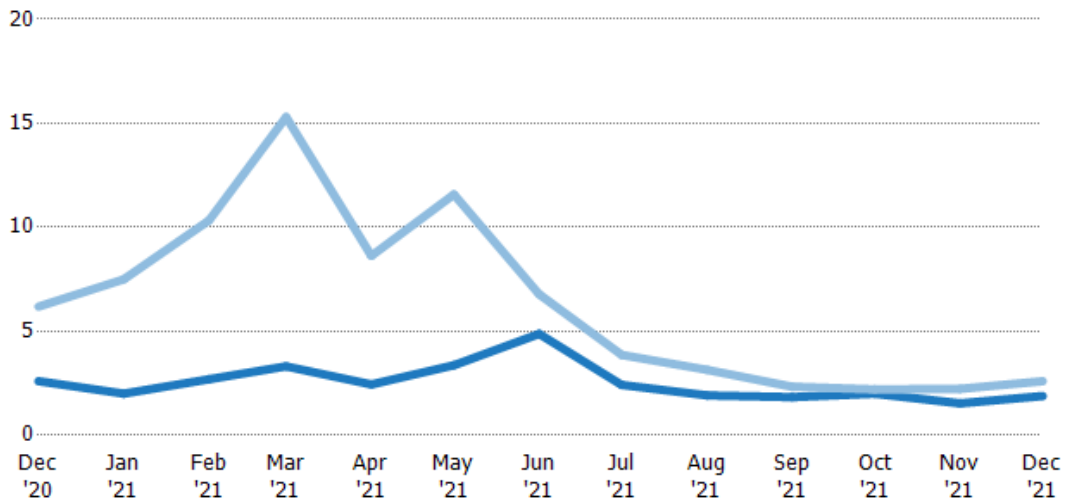
	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21
Current Year	117	115	118	87	65.5	89	49	45	62	76.5	99	120	134
Prior Year	154	175	195	181	165	144	127	89.5	76	82.5	74.5	91	117
Percent Change from Prior Year	-24%	-34%	-39%	-52%	-60%	-38%	-61%	-50%	-18%	-7%	33%	31%	15%

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



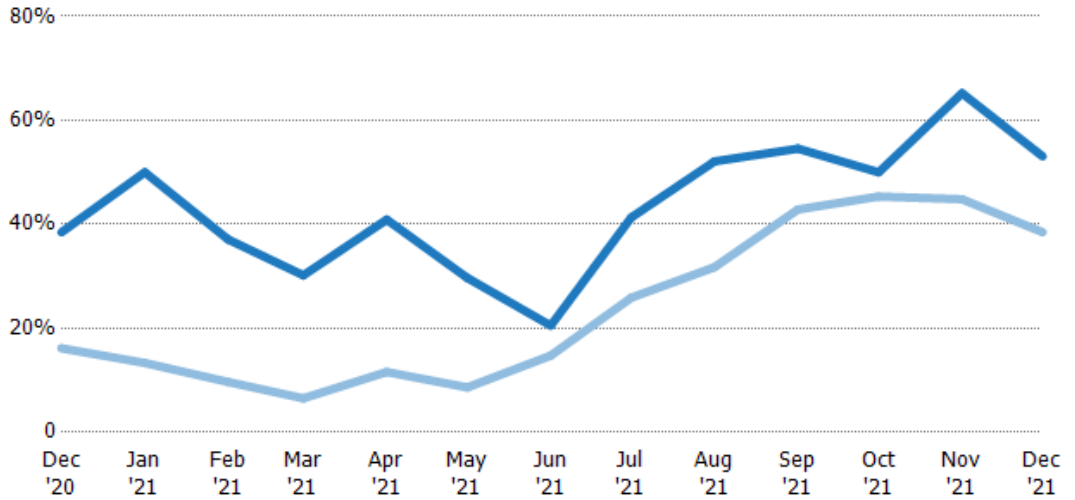
	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21
Current Year	2.6	2	2.7	3.31	2.44	3.37	4.88	2.42	1.92	1.83	2	1.53	1.88
Prior Year	6.19	7.5	10.3	15.3	8.63	11.6	6.78	3.86	3.15	2.33	2.21	2.23	2.6
Percent Change from Prior Year	-58%	-73%	-74%	-78%	-72%	-71%	-28%	-37%	-39%	-21%	-9%	-31%	-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



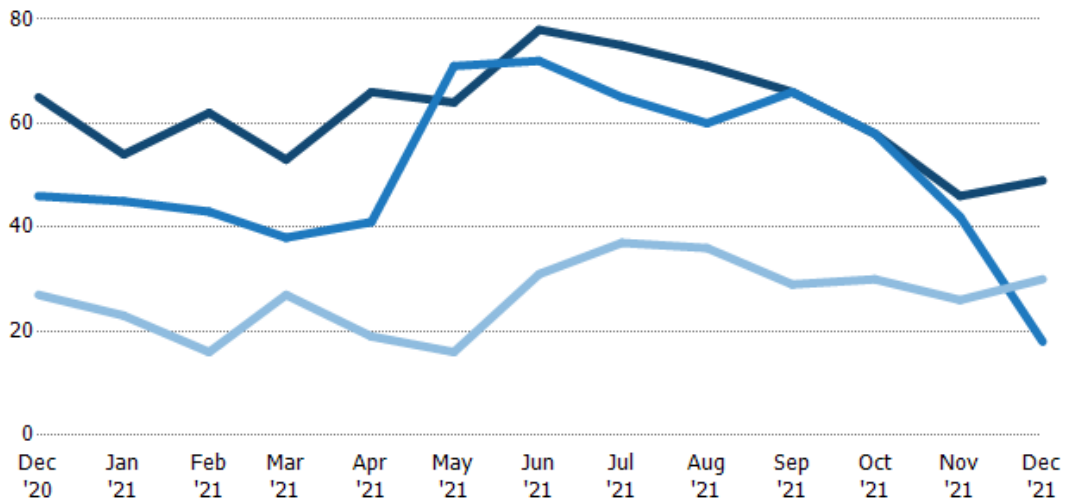
	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21
Current Year	38%	50%	37%	30%	41%	30%	21%	41%	52%	55%	50%	65%	53%
Prior Year	16%	13%	10%	7%	12%	9%	15%	26%	32%	43%	45%	45%	38%
Change from Prior Year	-22%	-37%	-27%	-24%	-29%	-21%	-6%	-15%	-20%	-12%	-5%	-20%	-15%

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



	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21
Active	65	54	62	53	66	64	78	75	71	66	58	46	49
Pending	46	45	43	38	41	71	72	65	60	66	58	42	18
Sold	27	23	16	27	19	16	31	37	36	29	30	26	30

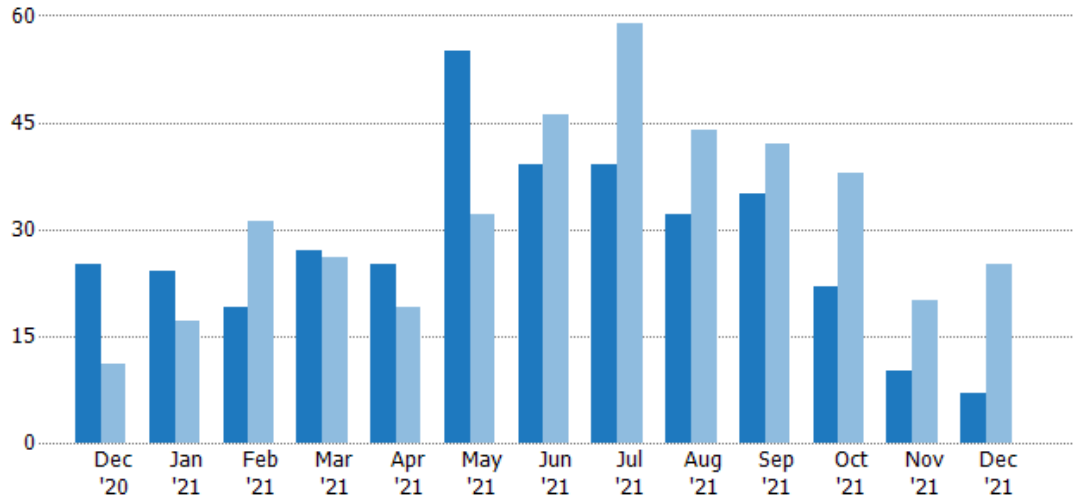
New Pending Sales

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

Month/Year	Count	% Chg.
Dec '21	7	-72%
Dec '20	25	127.3%
Dec '19	11	-18.2%



Current Year	25	24	19	27	25	55	39	39	32	35	22	10	7
Prior Year	11	17	31	26	19	32	46	59	44	42	38	20	25
Percent Change from Prior Year	127%	41%	-39%	4%	32%	72%	-15%	-34%	-27%	-17%	-42%	-50%	-72%

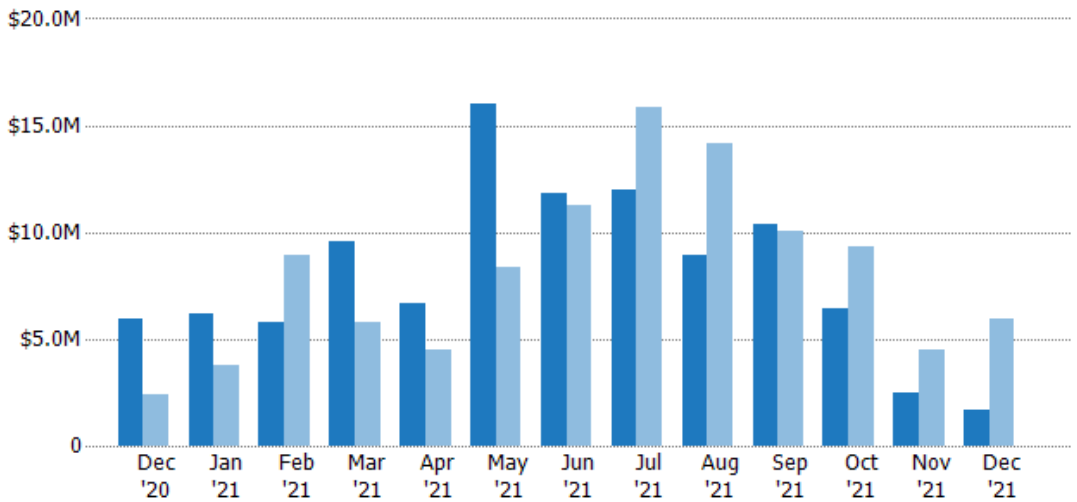
New Pending Sales Volume

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

Month/Year	Volume	% Chg.
Dec '21	\$1.72M	-71.1%
Dec '20	\$5.94M	150.3%
Dec '19	\$2.37M	-25.6%



Current Year	\$5.94M	\$6.21M	\$5.8M	\$9.57M	\$6.68M	\$16M	\$11.8M	\$12M	\$8.9M	\$10.4M	\$6.41M	\$2.45M	\$1.72M
Prior Year	\$2.37M	\$3.78M	\$8.95M	\$5.81M	\$4.53M	\$8.38M	\$11.2M	\$15.8M	\$14.2M	\$10M	\$9.36M	\$4.49M	\$5.94M
Percent Change from Prior Year	150%	64%	-35%	65%	48%	91%	5%	-24%	-37%	4%	-32%	-46%	-71%

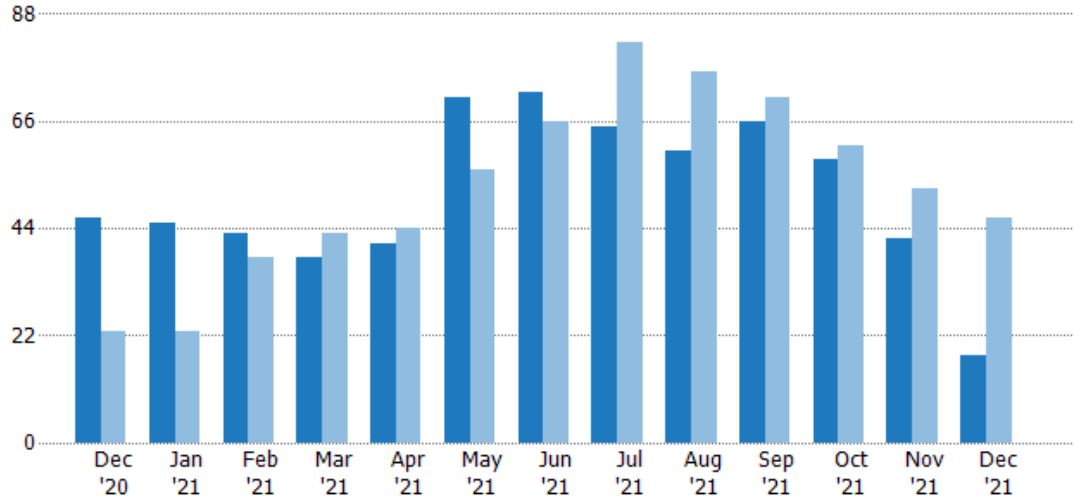
Pending Sales

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.
Dec '21	18	-60.9%
Dec '20	46	100%
Dec '19	23	-43.5%



Current Year	46	45	43	38	41	71	72	65	60	66	58	42	18
Prior Year	23	23	38	43	44	56	66	82	76	71	61	52	46
Percent Change from Prior Year	100%	96%	13%	-12%	-7%	27%	9%	-21%	-21%	-7%	-5%	-19%	-61%

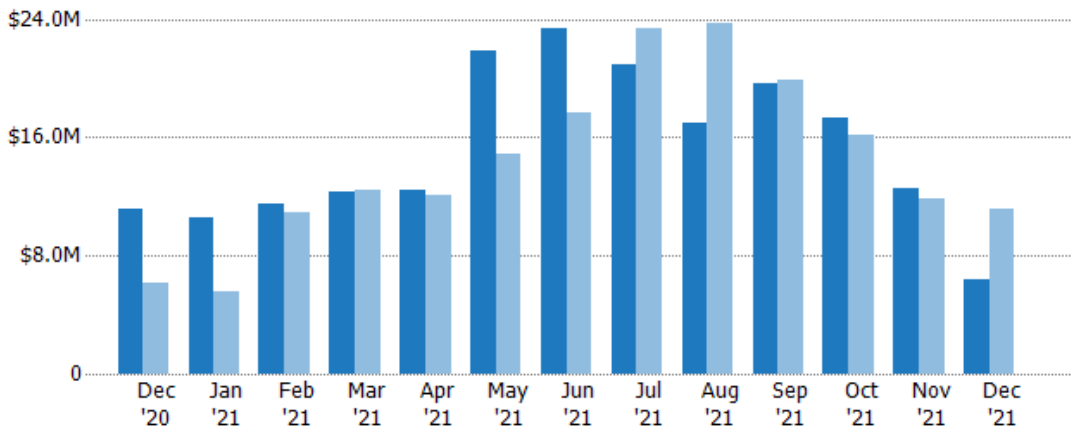
Pending Sales Volume

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.
Dec '21	\$6.36M	-42.8%
Dec '20	\$11.1M	79.2%
Dec '19	\$6.2M	-50.2%



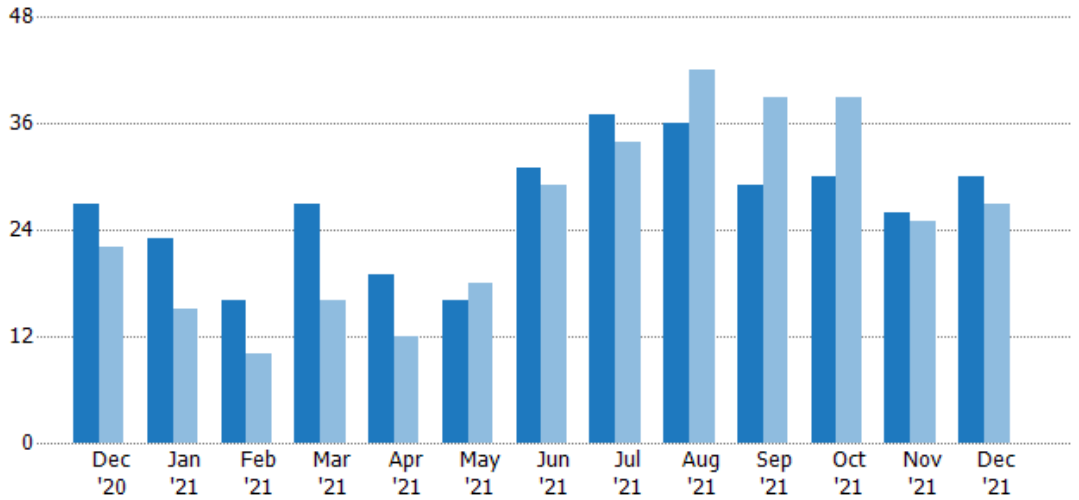
Current Year	\$11.1M	\$10.6M	\$11.5M	\$12.3M	\$12.5M	\$21.9M	\$23.3M	\$20.9M	\$16.9M	\$19.6M	\$17.3M	\$12.5M	\$6.36M
Prior Year	\$6.2M	\$5.6M	\$11M	\$12.5M	\$12.1M	\$14.9M	\$17.6M	\$23.3M	\$23.7M	\$19.9M	\$16.2M	\$11.9M	\$11.1M
Percent Change from Prior Year	79%	88%	5%	-1%	3%	47%	32%	-11%	-29%	-1%	7%	5%	-43%

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



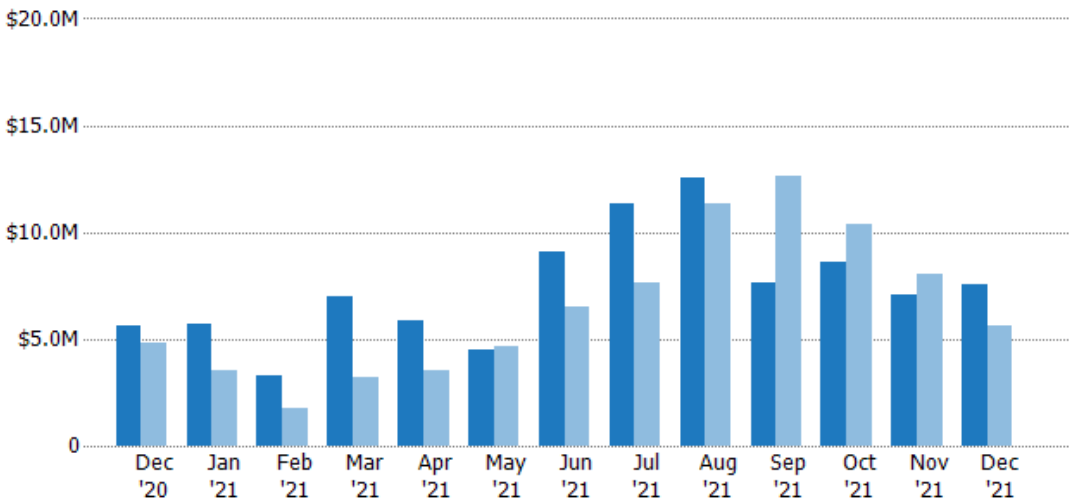
	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21
Current Year	27	23	16	27	19	16	31	37	36	29	30	26	30
Prior Year	22	15	10	16	12	18	29	34	42	39	39	25	27
Percent Change from Prior Year	23%	53%	60%	69%	58%	-11%	7%	9%	-14%	-26%	-23%	4%	11%

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



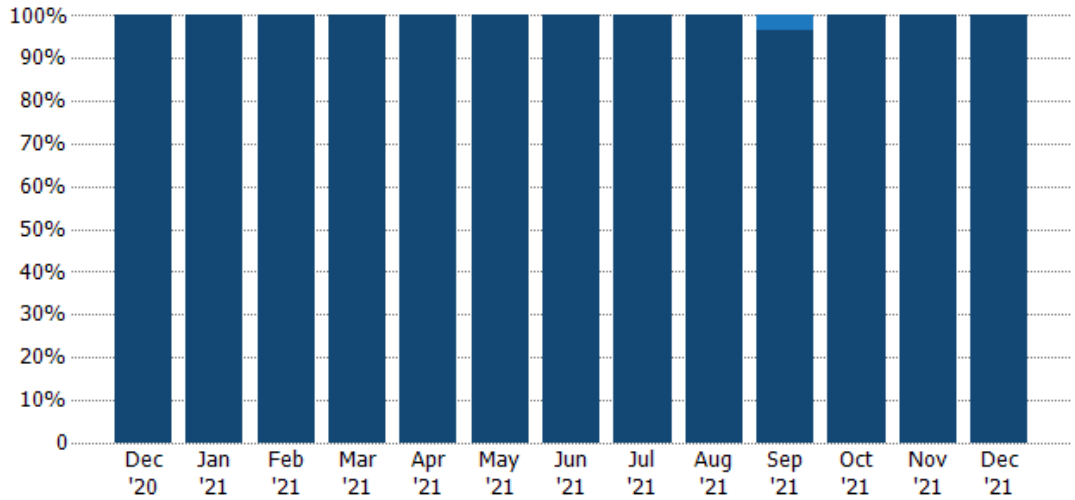
	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21
Current Year	\$5.62M	\$5.69M	\$3.26M	\$7M	\$5.87M	\$4.53M	\$9.07M	\$11.3M	\$12.5M	\$7.62M	\$8.63M	\$7.08M	\$7.53M
Prior Year	\$4.8M	\$3.56M	\$1.76M	\$3.21M	\$3.51M	\$4.62M	\$6.49M	\$7.66M	\$11.3M	\$12.7M	\$10.4M	\$8.02M	\$5.62M
Percent Change from Prior Year	17%	60%	85%	118%	67%	-2%	40%	48%	10%	-40%	-17%	-12%	34%

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



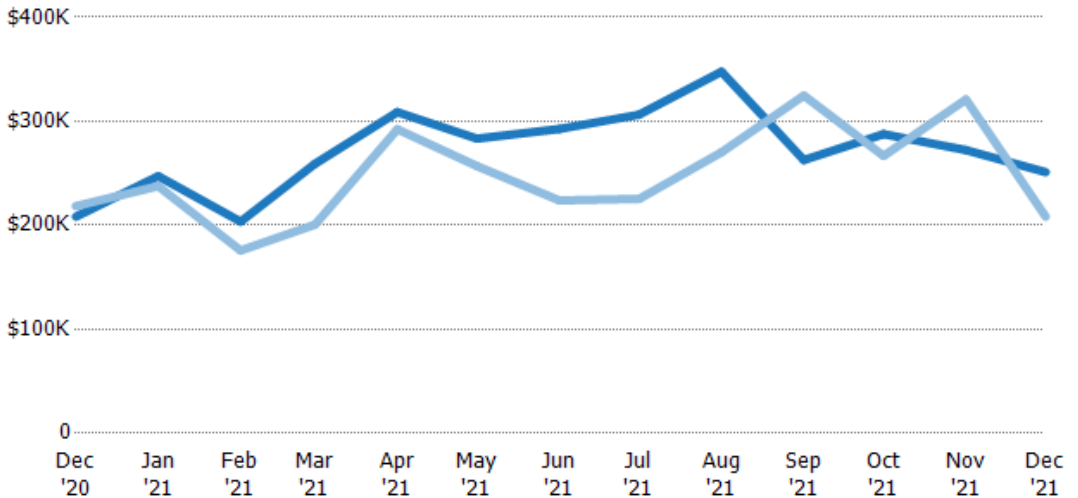
Condo/Townhouse	-	-	-	-	-	-	-	-	-	3%	-	-	-
Single Family Residence	100%	100%	100%	100%	100%	100%	100%	100%	100%	97%	100%	100%	100%

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



Month/Year	Price	% Chg.
Dec '21	\$251K	20.6%
Dec '20	\$208K	-4.6%
Dec '19	\$218K	-4.1%

Current Year	\$208K	\$247K	\$204K	\$259K	\$309K	\$283K	\$293K	\$306K	\$348K	\$263K	\$288K	\$272K	\$251K
Prior Year	\$218K	\$238K	\$176K	\$201K	\$292K	\$257K	\$224K	\$225K	\$270K	\$325K	\$267K	\$321K	\$208K
Percent Change from Prior Year	-5%	4%	16%	29%	6%	10%	31%	36%	29%	-19%	8%	-15%	21%

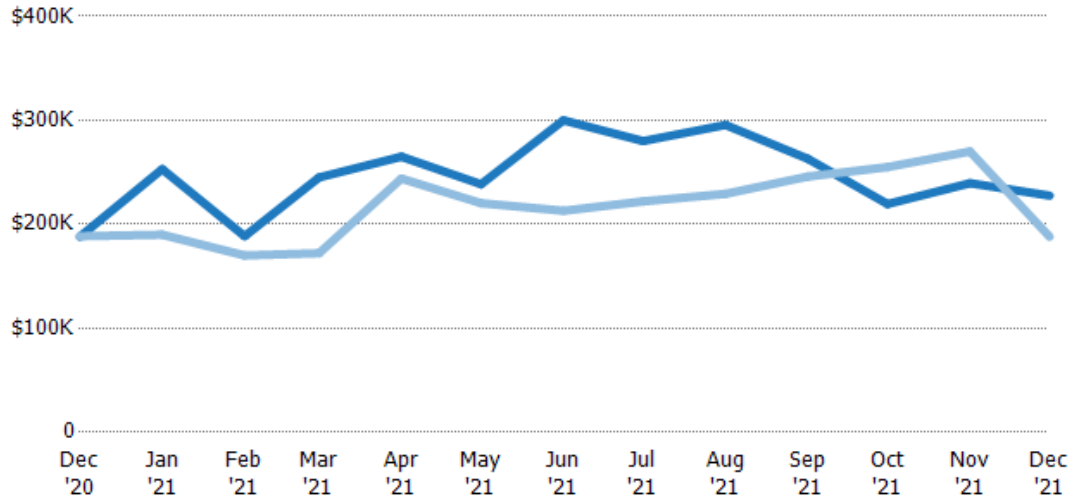
Median Sales Price

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.
Dec '21	\$228K	21%
Dec '20	\$188K	-0.3%
Dec '19	\$189K	4.8%



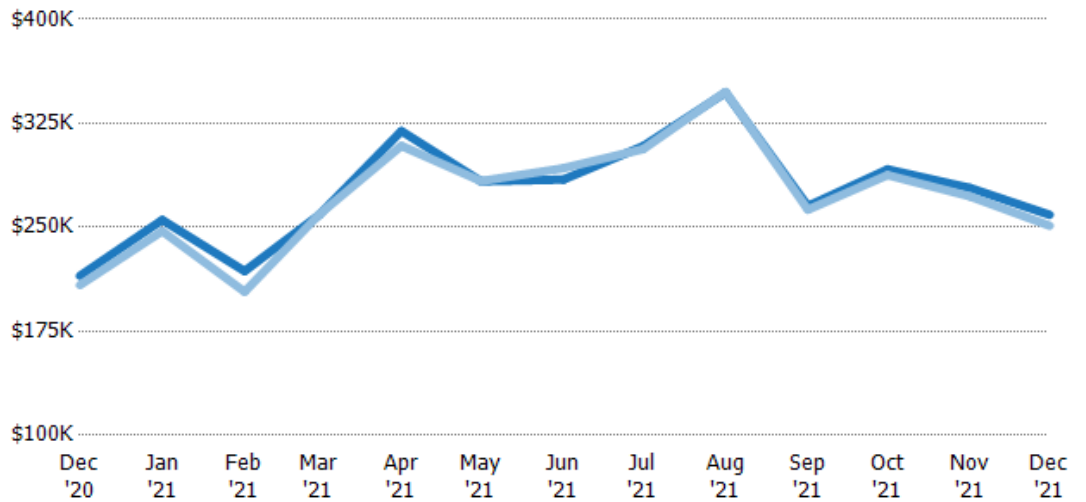
Current Year	\$188K	\$253K	\$189K	\$245K	\$265K	\$239K	\$300K	\$280K	\$296K	\$263K	\$220K	\$240K	\$228K
Prior Year	\$189K	\$190K	\$170K	\$172K	\$244K	\$220K	\$213K	\$222K	\$229K	\$246K	\$255K	\$270K	\$188K
Percent Change from Prior Year	0%	33%	11%	42%	9%	8%	41%	26%	29%	7%	-14%	-11%	21%

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



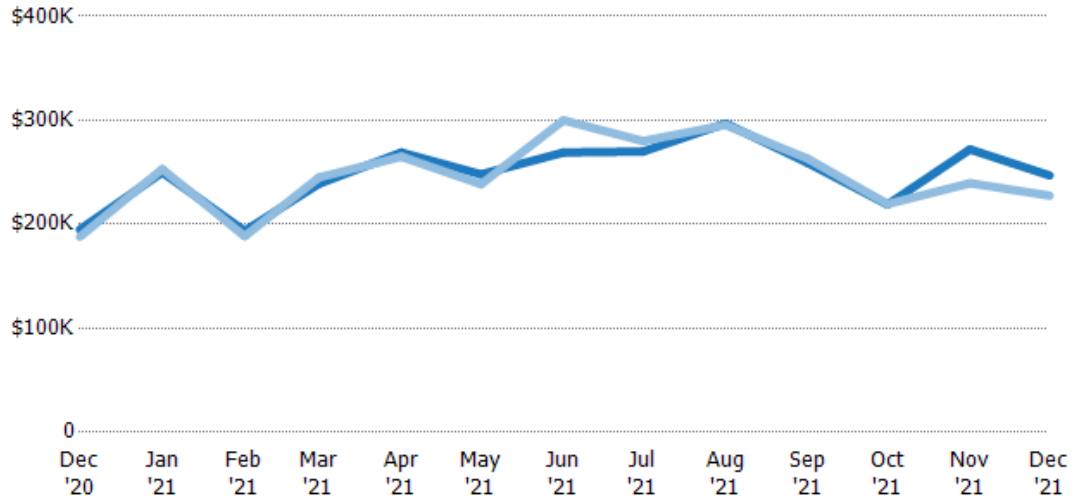
Avg List Price	\$215K	\$255K	\$218K	\$259K	\$319K	\$283K	\$284K	\$309K	\$347K	\$265K	\$292K	\$278K	\$259K
Avg Sales Price	\$208K	\$247K	\$204K	\$259K	\$309K	\$283K	\$293K	\$306K	\$348K	\$263K	\$288K	\$272K	\$251K
Avg Sales Price as a % of Avg List Price	97%	97%	93%	100%	97%	100%	103%	99%	100%	99%	99%	98%	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: Orange County, Vermont
 Property Type:
 Condo/Townhouse/Apt., Single Family

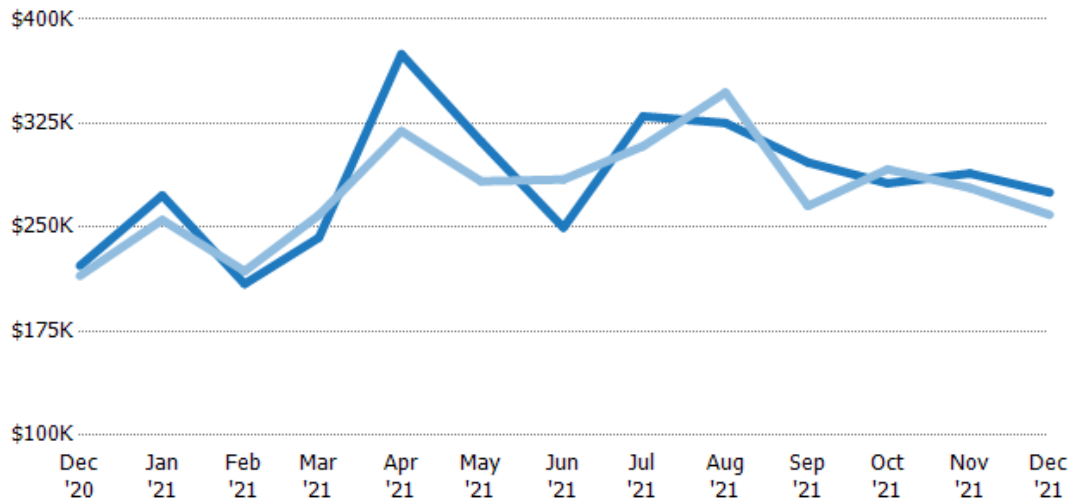


Average Sales Price vs Average Est Value

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

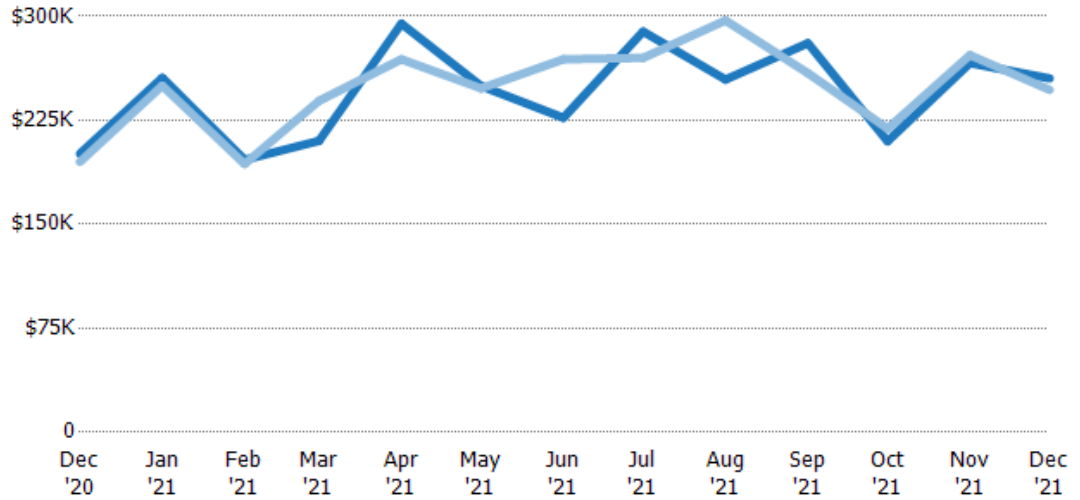


Median Sales Price vs Median Est Value

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



	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21
Median Est Value	\$201K	\$256K	\$196K	\$210K	\$295K	\$250K	\$227K	\$289K	\$254K	\$281K	\$210K	\$266K	\$255K
Median Sales Price	\$195K	\$250K	\$194K	\$239K	\$269K	\$248K	\$269K	\$270K	\$297K	\$259K	\$219K	\$272K	\$247K
Med Sales Price as a % of Med Est Value	97%	98%	98%	114%	91%	99%	119%	93%	117%	92%	104%	102%	97%