

Summary of Key Listing and Sales Metrics

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

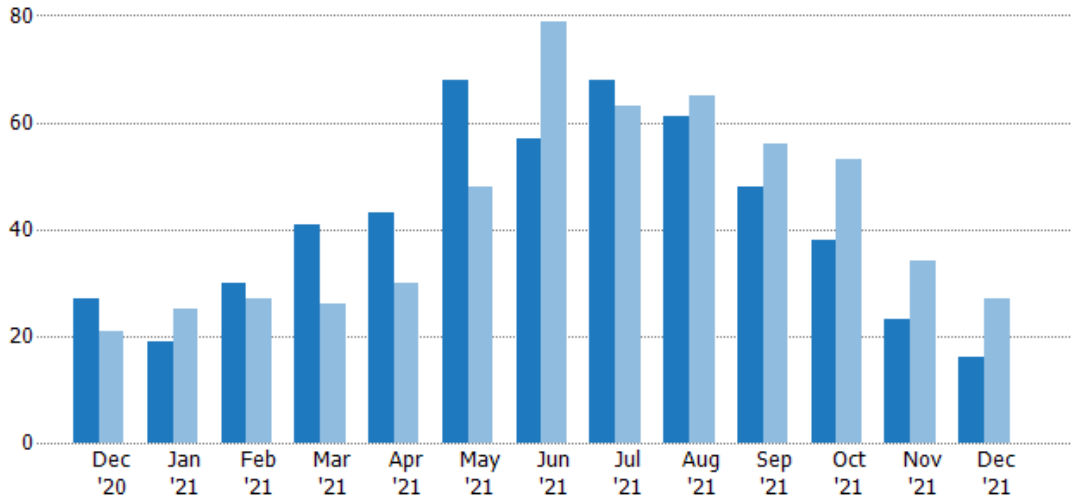
Key Metrics	Dec 2021	Dec 2020	+ / -	YTD 2021	YTD 2020	+ / -
Listing Activity Charts Metrics						
New Listing Count	16	27	-40.7%	512	533	-3.9%
New Listing Volume	\$5,046,799	\$5,065,999	-0.4%	\$154,415,219	\$134,540,161	+14.8%
Active Listing Count	75	159	-52.8%	N/A	N/A	
Active Listing Volume	\$30,946,099	\$54,680,981	-43.4%	N/A	N/A	
Average Listing Price	\$412,615	\$343,906	+20%	\$393,478	\$289,640	+35.9%
Median Listing Price	\$279,000	\$225,000	+24%	\$251,589	\$209,250	+20.2%
Median Days in RPR	112	133	-15.8%	95	132.89	-28.5%
Months of Inventory	1.3	3.5	-62.8%	3.2	7.1	-55.4%
Absorption Rate	76%	28.3%	+47.7%	31.63%	14.1%	+17.5%
Sales Activity Charts Metrics						
New Pending Sales Count	13	42	-69%	566	613	-7.7%
New Pending Sales Volume	\$2,864,500	\$9,154,500	-68.7%	\$148,792,518	\$133,681,860	+11.3%
Pending Sales Count	32	57	-43.9%	N/A	N/A	
Pending Sales Volume	\$9,746,100	\$13,975,200	-30.3%	N/A	N/A	
Closed Sales Count	46	61	-24.6%	510	469	+8.7%
Closed Sales Volume	\$14,079,600	\$15,470,236	-9%	\$131,551,149	\$98,242,679	+33.9%
Average Sales Price	\$306,078	\$253,610	+20.7%	\$257,943	\$209,473	+23.1%
Median Sales Price	\$250,000	\$180,000	+38.9%	\$213,918	\$177,263	+20.7%

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



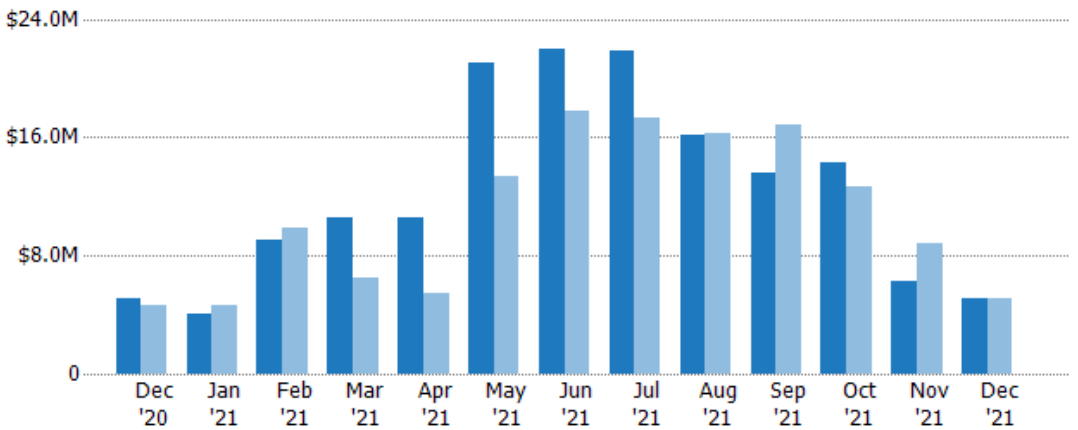
	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21
Current Year	27	19	30	41	43	68	57	68	61	48	38	23	16
Prior Year	21	25	27	26	30	48	79	63	65	56	53	34	27
Percent Change from Prior Year	29%	-24%	11%	58%	43%	42%	-28%	8%	-6%	-14%	-28%	-32%	-41%

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



	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	\$5.07M	\$4.05M	\$9M	\$10.5M	\$10.6M	\$21M	\$22M	\$21.9M	\$16.1M	\$13.6M	\$14.3M	\$6.32M	\$5.05M
Prior Year	\$4.59M	\$4.67M	\$9.92M	\$6.45M	\$5.44M	\$13.3M	\$17.7M	\$17.3M	\$16.3M	\$16.8M	\$12.7M	\$8.83M	\$5.07M
Percent Change from Prior Year	10%	-13%	-9%	63%	95%	58%	24%	26%	-1%	-19%	12%	-28%	0%

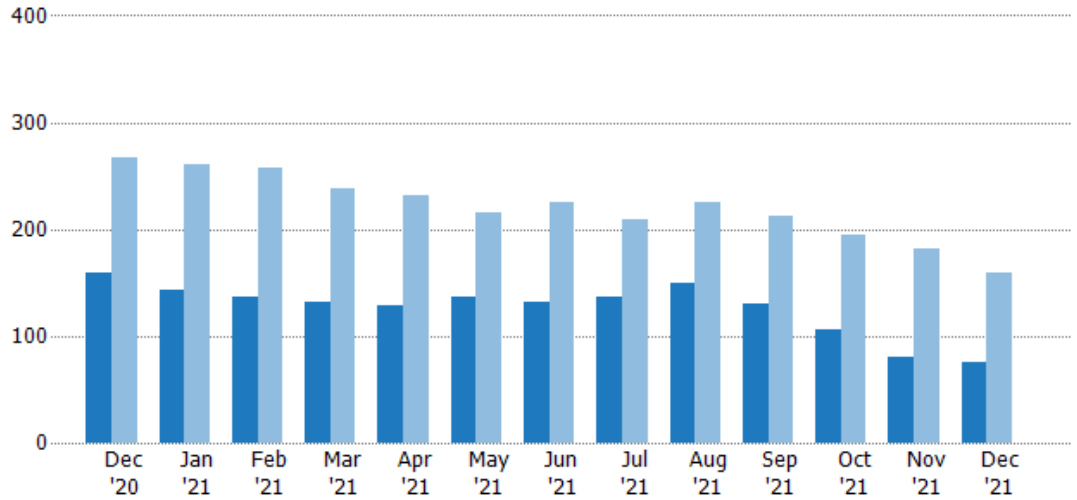
Active Listings

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.
Dec '21	75	-52.8%
Dec '20	159	-40.4%
Dec '19	267	21%



	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	159	143	136	131	128	137	131	136	150	130	106	80	75
Prior Year	267	261	257	238	232	215	225	209	225	213	194	182	159
Percent Change from Prior Year	-40%	-45%	-47%	-45%	-45%	-36%	-42%	-35%	-33%	-39%	-45%	-56%	-53%

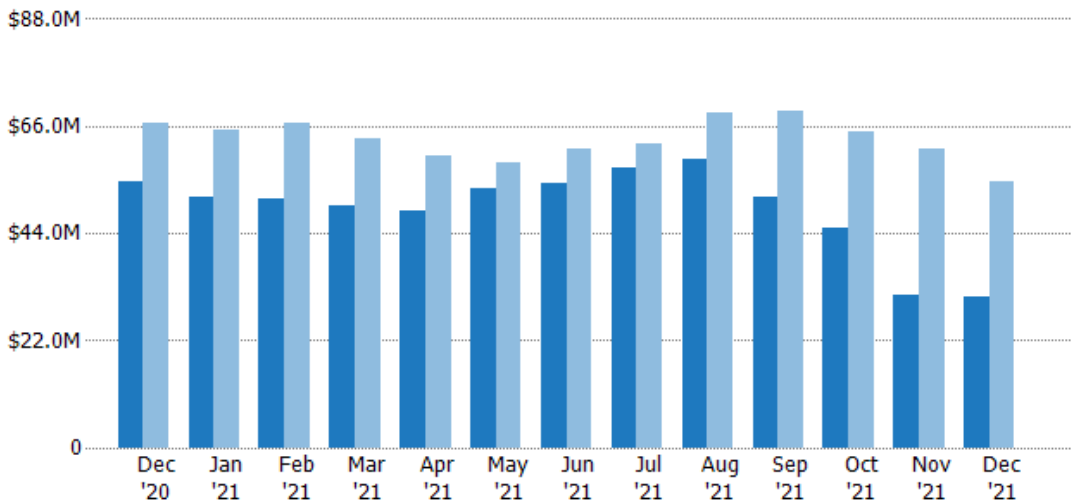
Active Listing Volume

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.
Dec '21	\$30.9M	-43.4%
Dec '20	\$54.7M	-17.8%
Dec '19	\$66.6M	23.8%



	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	\$54.7M	\$51.4M	\$51M	\$49.7M	\$48.7M	\$53.3M	\$54.2M	\$57.5M	\$59.1M	\$51.4M	\$45.1M	\$31.2M	\$30.9M
Prior Year	\$66.6M	\$65.1M	\$66.7M	\$63.3M	\$59.8M	\$58.6M	\$61.2M	\$62.6M	\$68.7M	\$69.2M	\$64.7M	\$61.5M	\$54.7M
Percent Change from Prior Year	-18%	-21%	-24%	-22%	-19%	-9%	-11%	-8%	-14%	-26%	-30%	-49%	-43%

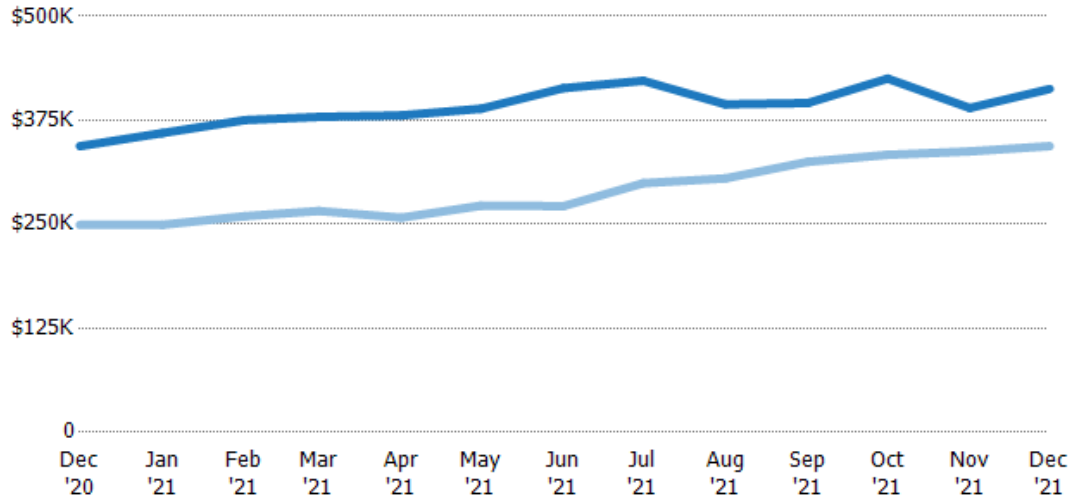
Average Listing Price

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.
Dec '21	\$413K	20%
Dec '20	\$344K	38%
Dec '19	\$249K	2.3%



Current Year	\$344K	\$360K	\$375K	\$379K	\$381K	\$389K	\$414K	\$422K	\$394K	\$396K	\$425K	\$390K	\$413K
Prior Year	\$249K	\$249K	\$260K	\$266K	\$258K	\$272K	\$272K	\$299K	\$305K	\$325K	\$333K	\$338K	\$344K
Percent Change from Prior Year	38%	44%	44%	43%	48%	43%	52%	41%	29%	22%	27%	15%	20%

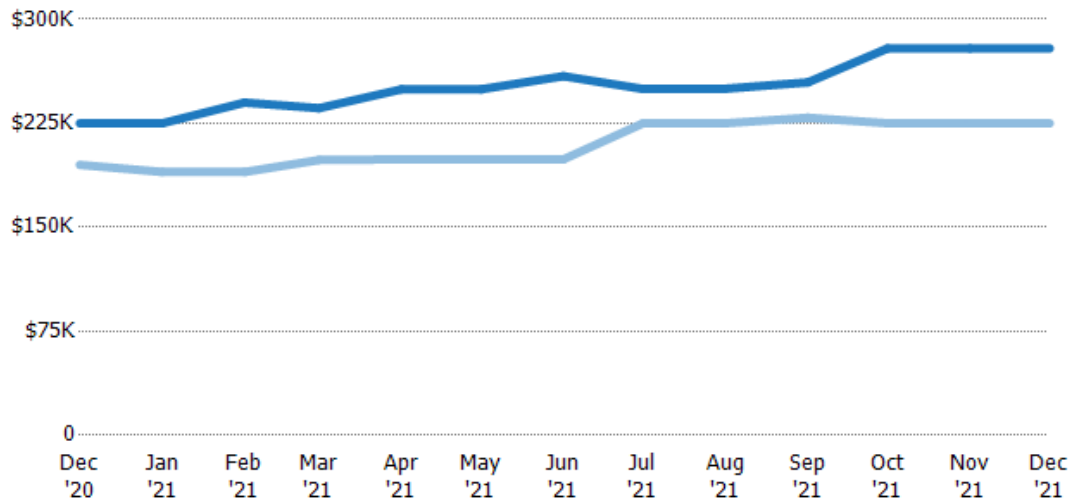
Median Listing Price

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.
Dec '21	\$279K	24%
Dec '20	\$225K	15.4%
Dec '19	\$195K	2.6%



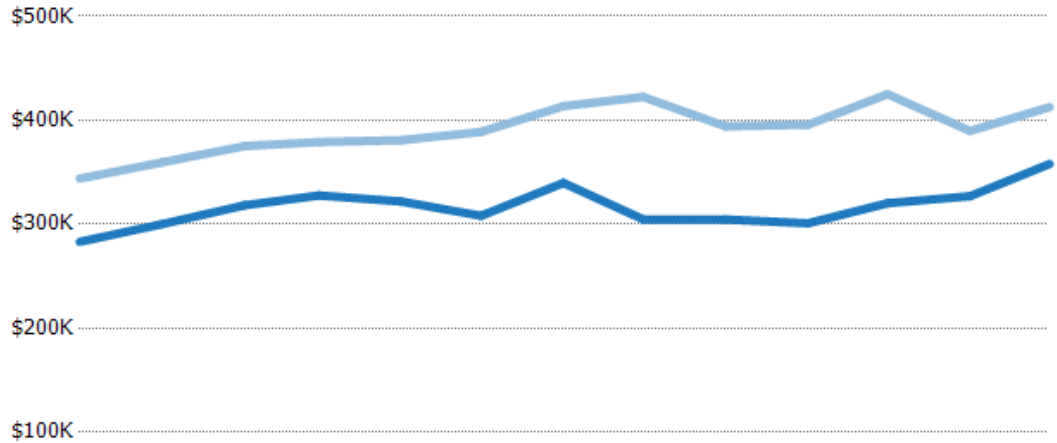
Current Year	\$225K	\$225K	\$240K	\$236K	\$249K	\$250K	\$259K	\$250K	\$250K	\$255K	\$279K	\$279K	\$279K
Prior Year	\$195K	\$190K	\$190K	\$199K	\$199K	\$199K	\$199K	\$225K	\$225K	\$229K	\$225K	\$225K	\$225K
Percent Change from Prior Year	15%	18%	26%	19%	25%	25%	30%	11%	11%	11%	24%	24%	24%

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



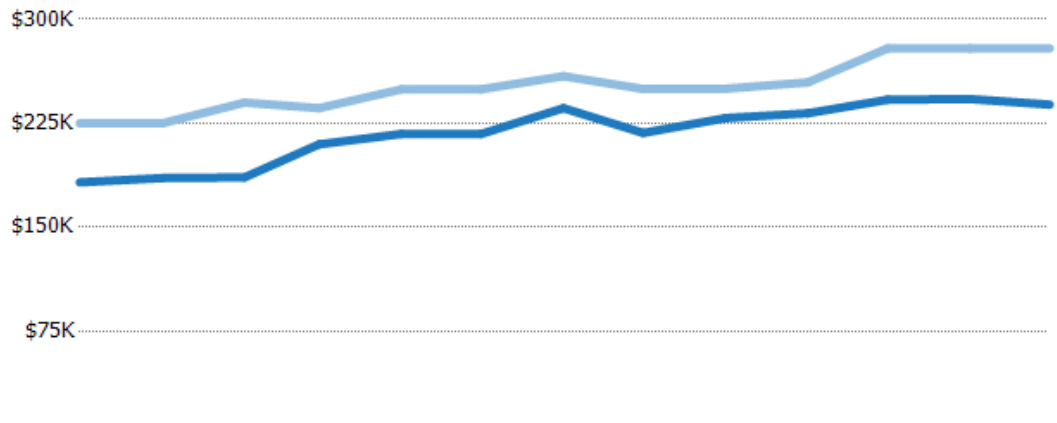
	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21
Avg Est Value	\$283K	\$300K	\$318K	\$328K	\$322K	\$308K	\$340K	\$305K	\$305K	\$301K	\$320K	\$327K	\$358K
Avg Listing Price	\$344K	\$360K	\$375K	\$379K	\$381K	\$389K	\$414K	\$422K	\$394K	\$396K	\$425K	\$390K	\$413K
Avg Listing Price as a % of Avg Est Value	121%	120%	118%	116%	118%	126%	122%	139%	129%	132%	133%	119%	115%

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



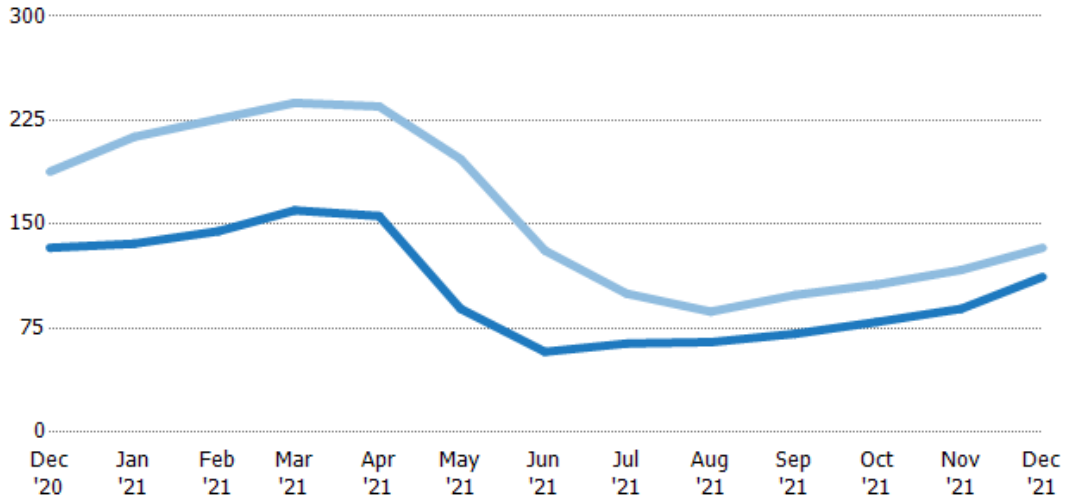
	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21
Median Est Value	\$182K	\$186K	\$186K	\$210K	\$217K	\$217K	\$236K	\$218K	\$229K	\$232K	\$242K	\$243K	\$238K
Median Listing Price	\$225K	\$225K	\$240K	\$236K	\$249K	\$250K	\$259K	\$250K	\$250K	\$255K	\$279K	\$279K	\$279K
Med Listing Price as a % of Med Est Value	123%	121%	129%	112%	115%	115%	110%	115%	109%	110%	115%	115%	117%

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



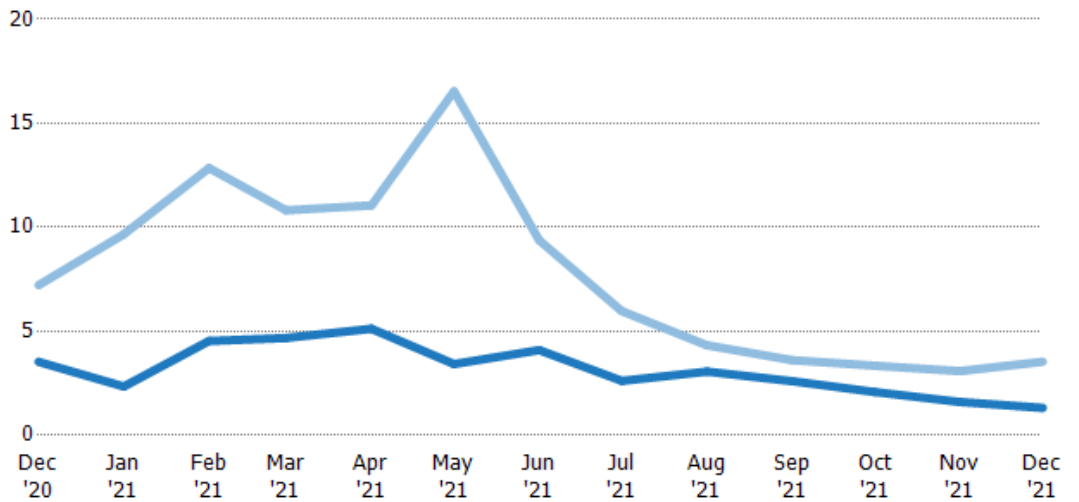
	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21
Current Year	133	136	145	160	156	89	58	64	65	71	79.5	89	112
Prior Year	188	213	226	238	235	197	131	100	87	99	107	117	133
Percent Change from Prior Year	-29%	-36%	-36%	-33%	-34%	-55%	-56%	-36%	-25%	-28%	-25%	-24%	-16%

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



	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	3.53	2.34	4.53	4.68	5.12	3.43	4.09	2.62	3.06	2.6	2.08	1.6	1.32
Prior Year	7.22	9.67	12.9	10.8	11	16.5	9.38	5.97	4.33	3.61	3.34	3.08	3.53
Percent Change from Prior Year	-51%	-76%	-65%	-57%	-54%	-79%	-56%	-56%	-29%	-28%	-38%	-48%	-63%

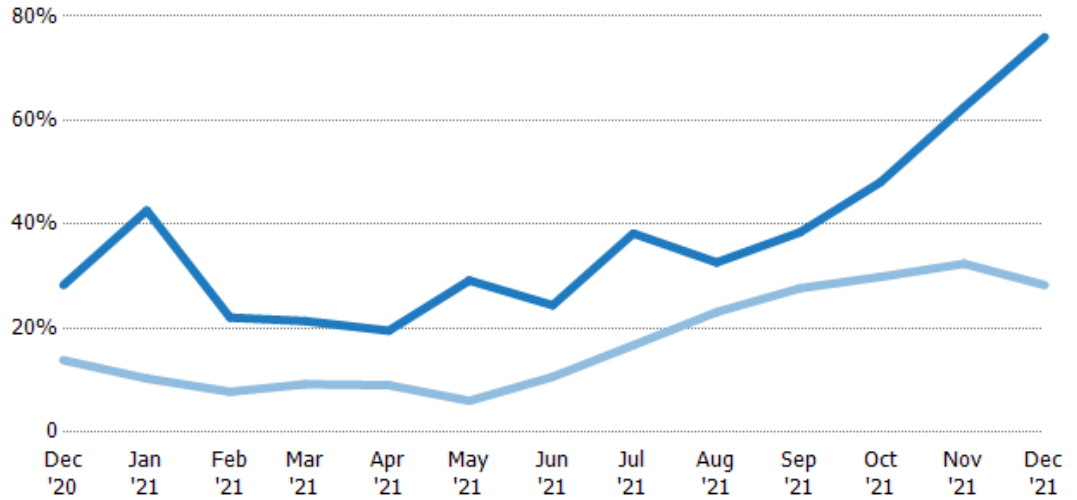
Absorption Rate

The percentage of inventory sold per month.

Filters Used

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

Month/Year	Rate	Chg.
Dec '21	76%	-47.7%
Dec '20	28%	-14.5%
Dec '19	14%	-17.3%



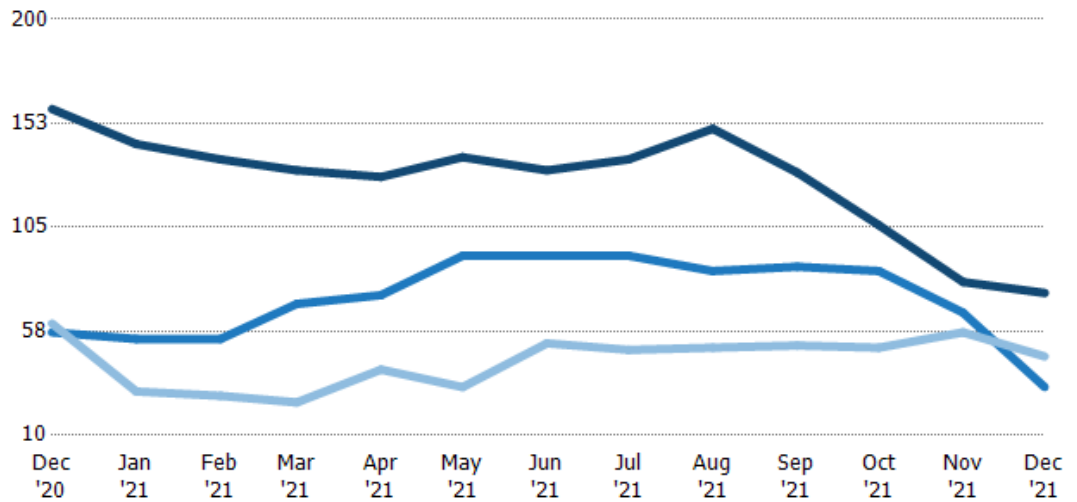
Current Year	28%	43%	22%	21%	20%	29%	24%	38%	33%	38%	48%	63%	76%
Prior Year	14%	10%	8%	9%	9%	6%	11%	17%	23%	28%	30%	32%	28%
Change from Prior Year	-14%	-32%	-14%	-12%	-10%	-23%	-14%	-21%	-10%	-11%	-18%	-30%	-48%

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



Active	159	143	136	131	128	137	131	136	150	130	106	80	75
Pending	57	54	54	70	74	92	92	92	85	87	85	66	32
Sold	61	30	28	25	40	32	52	49	50	51	50	57	46

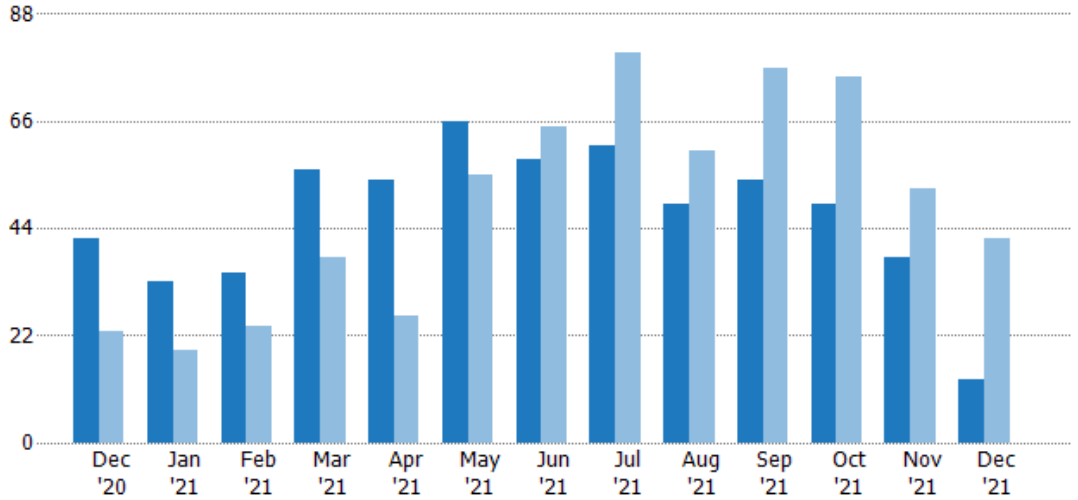
New Pending Sales

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.
Dec '21	13	-69%
Dec '20	42	82.6%
Dec '19	23	-21.7%



Current Year	42	33	35	56	54	66	58	61	49	54	49	38	13
Prior Year	23	19	24	38	26	55	65	80	60	77	75	52	42
Percent Change from Prior Year	83%	74%	46%	47%	108%	20%	-11%	-24%	-18%	-30%	-35%	-27%	-69%

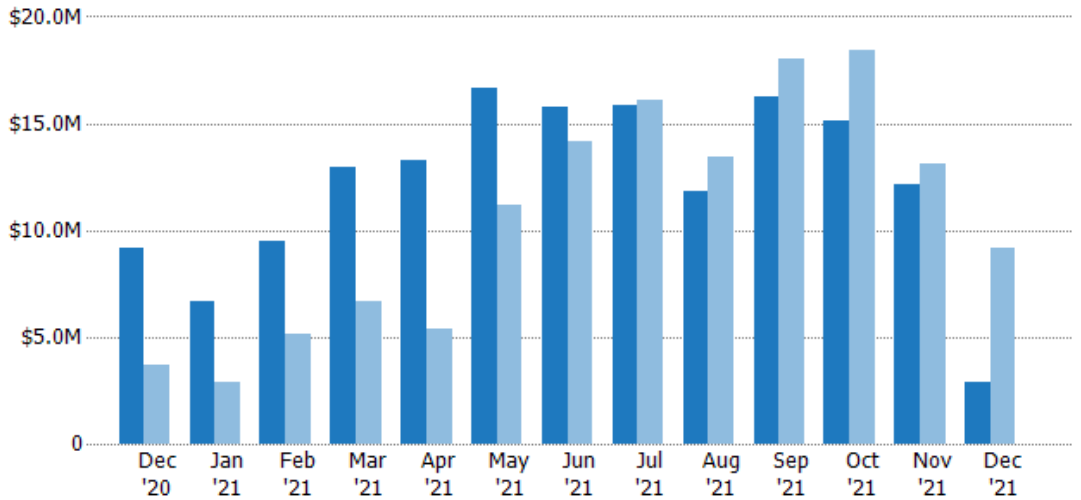
New Pending Sales Volume

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.
Dec '21	\$2.86M	-68.7%
Dec '20	\$9.15M	149.8%
Dec '19	\$3.67M	-9.1%



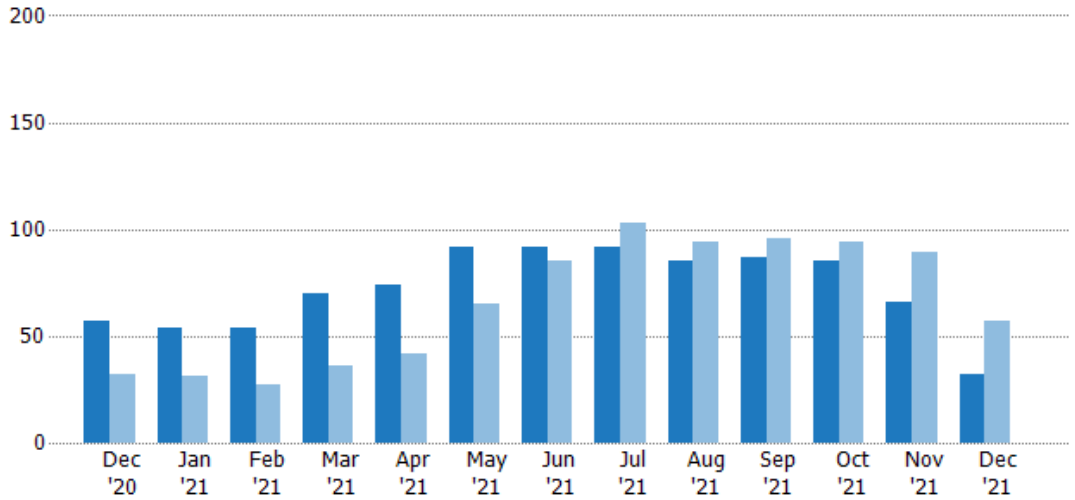
Current Year	\$9.15M	\$6.64M	\$9.47M	\$13M	\$13.2M	\$16.6M	\$15.8M	\$15.9M	\$11.8M	\$16.2M	\$15.1M	\$12.2M	\$2.86M
Prior Year	\$3.67M	\$2.88M	\$5.15M	\$6.69M	\$5.35M	\$11.1M	\$14.2M	\$16.1M	\$13.5M	\$18M	\$18.4M	\$13.1M	\$9.15M
Percent Change from Prior Year	150%	131%	84%	94%	147%	49%	11%	-1%	-12%	-10%	-18%	-7%	-69%

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



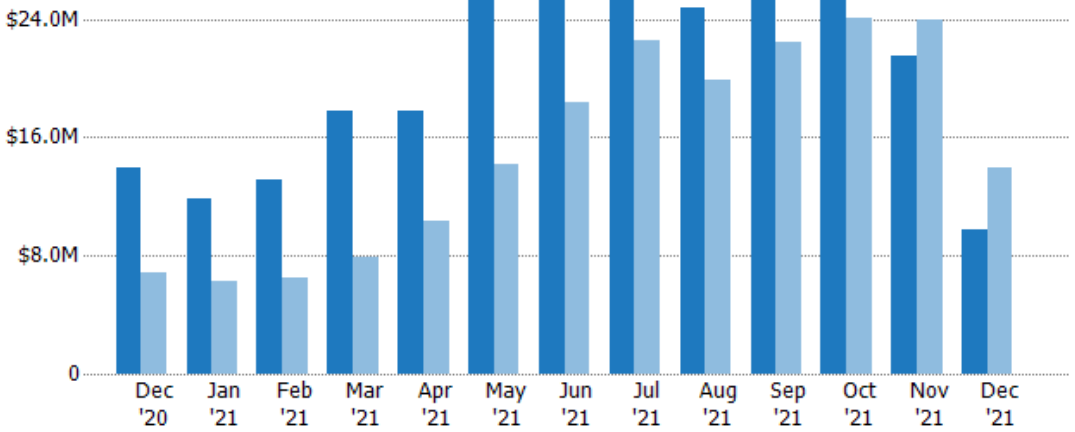
	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21
Current Year	57	54	54	70	74	92	92	92	85	87	85	66	32
Prior Year	32	31	27	36	42	65	85	103	94	96	94	89	57
Percent Change from Prior Year	78%	74%	100%	94%	76%	42%	8%	-11%	-10%	-9%	-10%	-26%	-44%

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



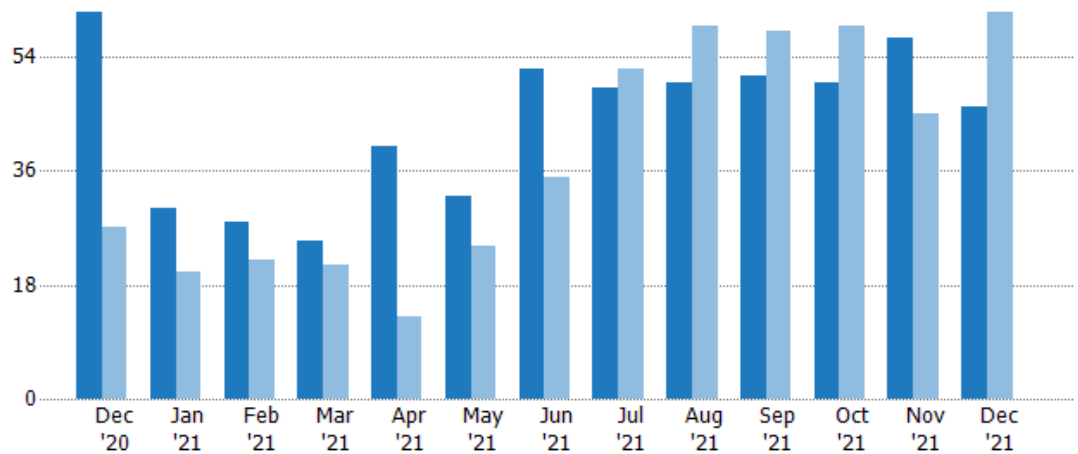
	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21
Current Year	\$14M	\$11.9M	\$13.1M	\$17.8M	\$17.7M	\$25.3M	\$26.3M	\$26.6M	\$24.8M	\$25.3M	\$25.3M	\$21.5M	\$9.75M
Prior Year	\$6.85M	\$6.29M	\$6.49M	\$7.89M	\$10.4M	\$14.2M	\$18.3M	\$22.6M	\$19.9M	\$22.4M	\$24.1M	\$23.9M	\$14M
Percent Change from Prior Year	104%	89%	102%	125%	71%	79%	43%	18%	24%	13%	5%	-10%	-30%

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



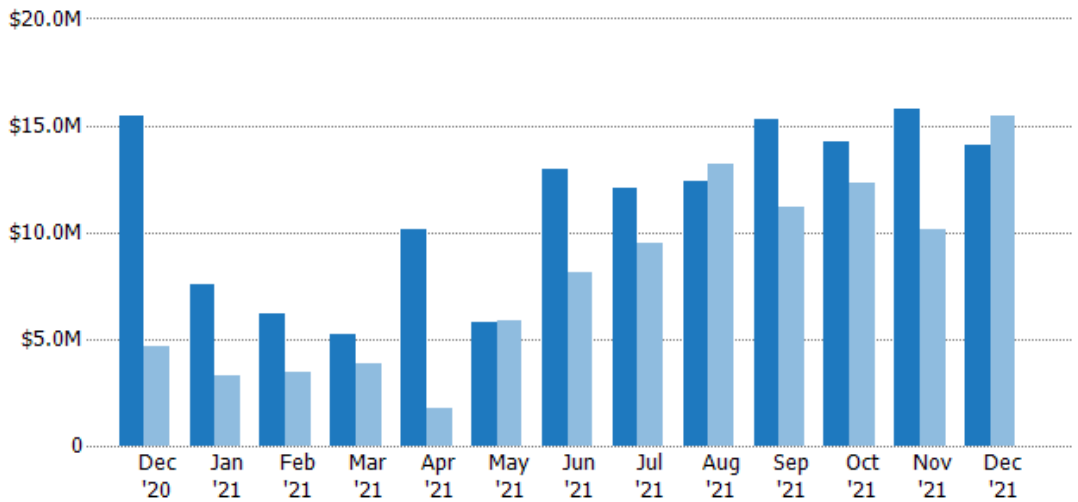
	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21
Current Year	61	30	28	25	40	32	52	49	50	51	50	57	46
Prior Year	27	20	22	21	13	24	35	52	59	58	59	45	61
Percent Change from Prior Year	126%	50%	27%	19%	208%	33%	49%	-6%	-15%	-12%	-15%	27%	-25%

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



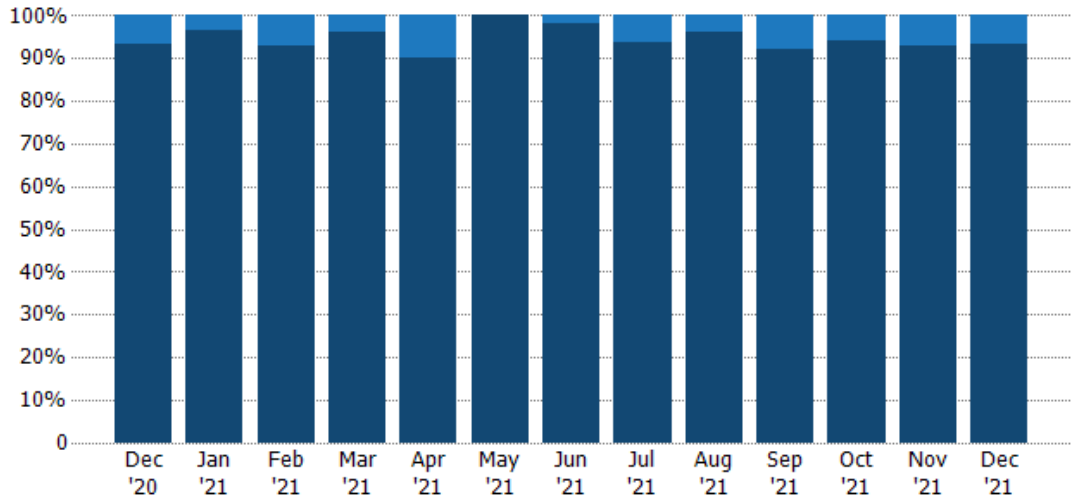
	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21
Current Year	\$15.5M	\$7.52M	\$6.19M	\$5.22M	\$10.1M	\$5.8M	\$12.9M	\$12.1M	\$12.4M	\$15.3M	\$14.2M	\$15.8M	\$14.1M
Prior Year	\$4.64M	\$3.28M	\$3.48M	\$3.86M	\$1.8M	\$5.89M	\$8.12M	\$9.52M	\$13.2M	\$11.2M	\$12.3M	\$10.1M	\$15.5M
Percent Change from Prior Year	233%	130%	78%	35%	463%	-1%	59%	27%	-7%	37%	16%	55%	-9%

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



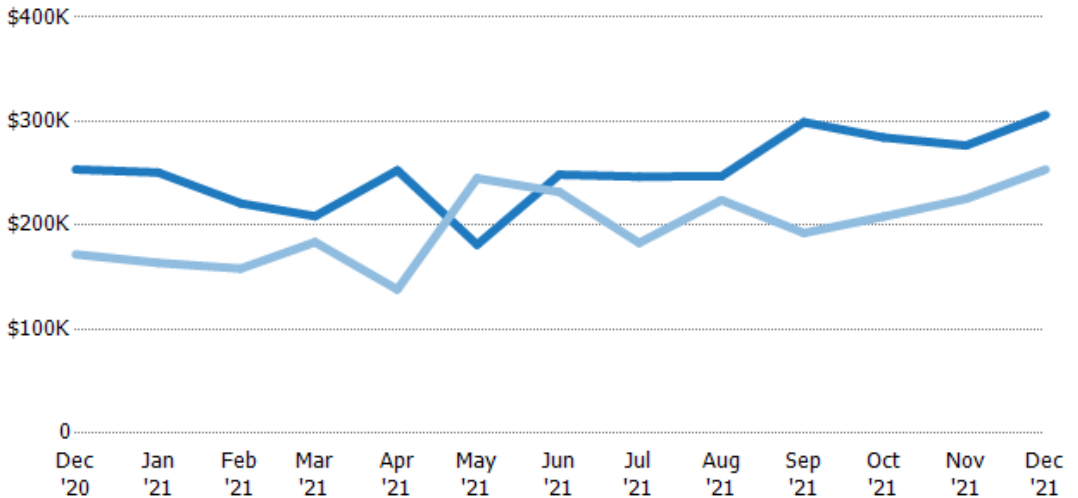
Condo/Townhouse	7%	3%	7%	4%	10%	-	2%	6%	4%	8%	6%	7%	7%
Single Family Residence	93%	97%	93%	96%	90%	100%	98%	94%	96%	92%	94%	93%	93%

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	\$254K	\$251K	\$221K	\$209K	\$253K	\$181K	\$249K	\$247K	\$247K	\$299K	\$284K	\$277K	\$306K
Prior Year	\$172K	\$164K	\$158K	\$184K	\$138K	\$245K	\$232K	\$183K	\$224K	\$193K	\$208K	\$225K	\$254K
Percent Change from Prior Year	47%	53%	40%	14%	83%	-26%	7%	35%	10%	55%	37%	23%	21%

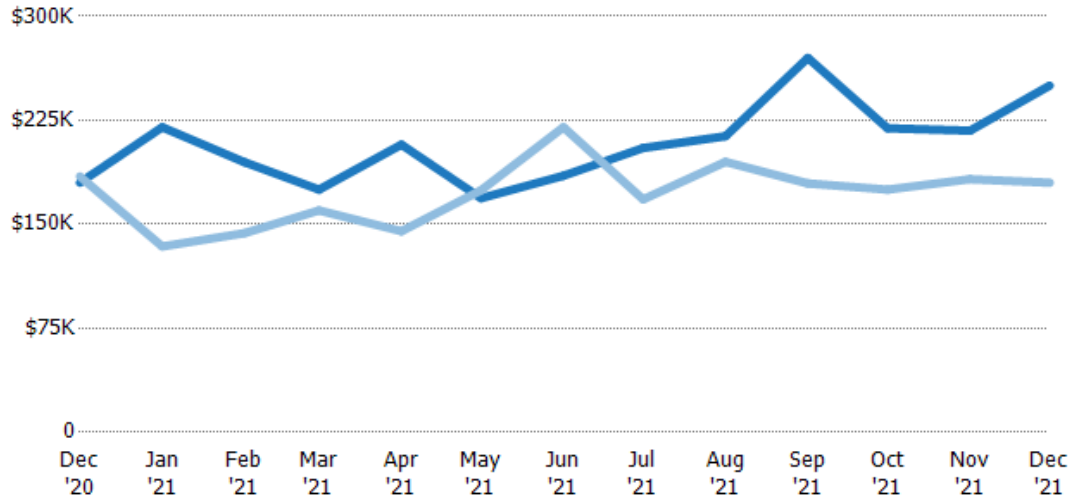
Median Sales Price

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

Month/Year	Price	% Chg.
Dec '21	\$250K	38.9%
Dec '20	\$180K	-2.4%
Dec '19	\$185K	-26%



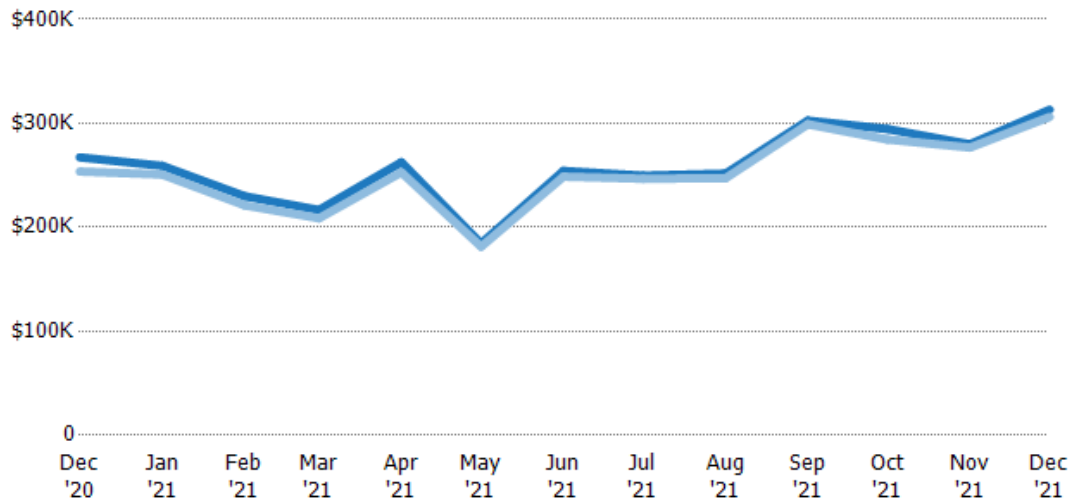
Current Year	\$180K	\$220K	\$195K	\$175K	\$207K	\$169K	\$185K	\$205K	\$214K	\$270K	\$219K	\$218K	\$250K
Prior Year	\$185K	\$134K	\$144K	\$160K	\$145K	\$175K	\$220K	\$168K	\$195K	\$179K	\$175K	\$183K	\$180K
Percent Change from Prior Year	-2%	64%	36%	9%	43%	-3%	-16%	22%	9%	50%	25%	19%	39%

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



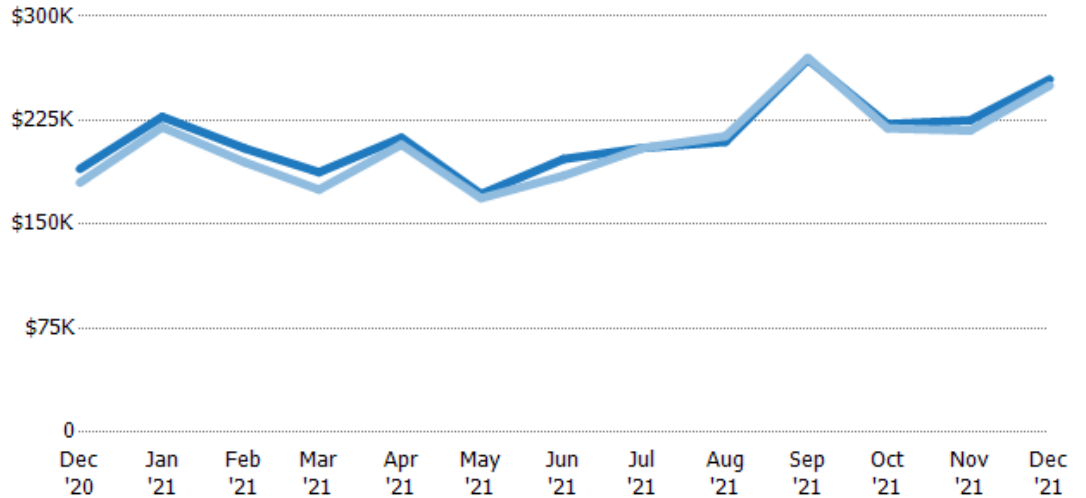
Avg List Price	\$267K	\$259K	\$230K	\$217K	\$263K	\$184K	\$254K	\$250K	\$252K	\$303K	\$294K	\$280K	\$313K
Avg Sales Price	\$254K	\$251K	\$221K	\$209K	\$253K	\$181K	\$249K	\$247K	\$247K	\$299K	\$284K	\$277K	\$306K
Avg Sales Price as a % of Avg List Price	95%	97%	96%	96%	96%	98%	98%	99%	98%	99%	97%	99%	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: Orleans County, Vermont
 Property Type:
 Condo/Townhouse/Apt., Single
 Family



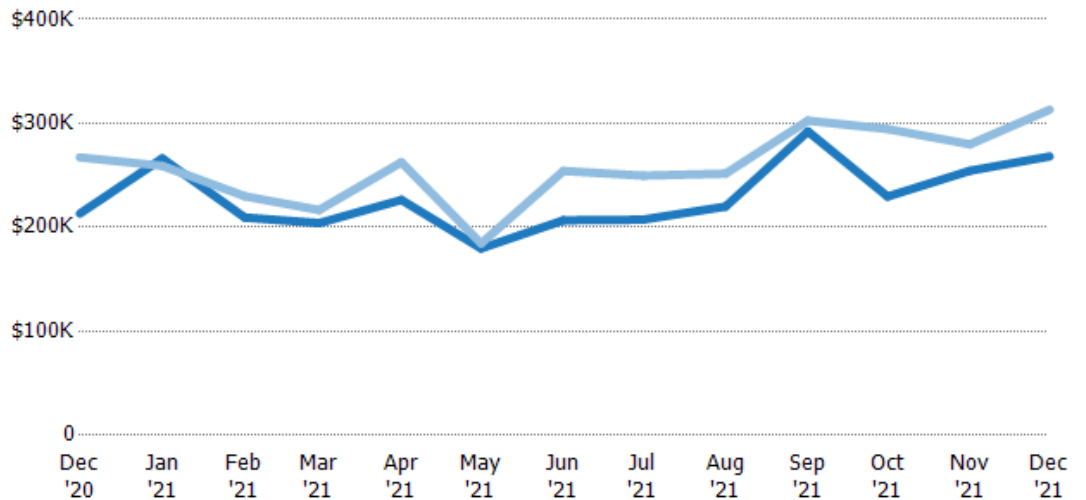
	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21
Median List Price	\$190K	\$228K	\$205K	\$188K	\$212K	\$172K	\$197K	\$205K	\$209K	\$269K	\$222K	\$225K	\$255K
Median Sales Price	\$180K	\$220K	\$195K	\$175K	\$207K	\$169K	\$185K	\$205K	\$214K	\$270K	\$219K	\$218K	\$250K
Med Sales Price as a % of Med List Price	95%	97%	95%	93%	98%	98%	94%	100%	102%	100%	99%	97%	98%

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



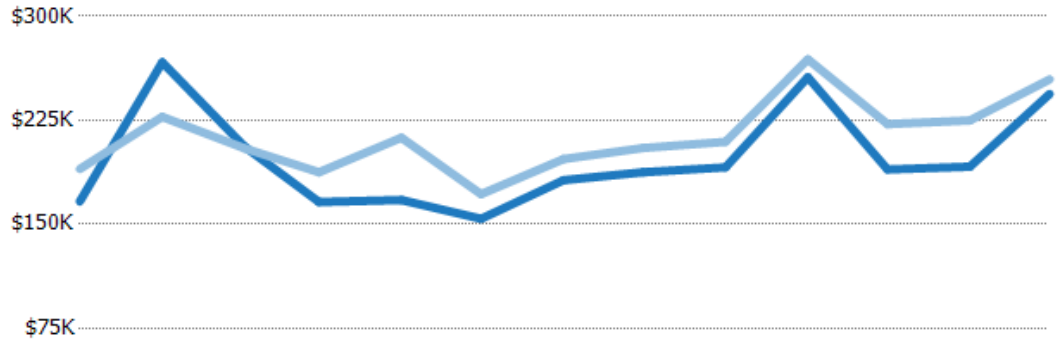
	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21
Avg Est Value	\$213K	\$266K	\$209K	\$204K	\$226K	\$180K	\$207K	\$207K	\$220K	\$292K	\$230K	\$254K	\$268K
Avg Sales Price	\$267K	\$259K	\$230K	\$217K	\$263K	\$184K	\$254K	\$250K	\$252K	\$303K	\$294K	\$280K	\$313K
Avg Sales Price as a % of Avg Est Value	125%	97%	110%	106%	116%	103%	123%	120%	114%	104%	128%	110%	117%

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



	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	\$167K	\$267K	\$206K	\$166K	\$168K	\$154K	\$182K	\$188K	\$191K	\$256K	\$190K	\$192K	\$244K
Median Sales Price	\$190K	\$228K	\$205K	\$188K	\$212K	\$172K	\$197K	\$205K	\$209K	\$269K	\$222K	\$225K	\$255K
Med Sales Price as a % of Med Est Value	114%	85%	99%	113%	127%	112%	108%	109%	110%	105%	117%	117%	104%