

Summary of Key Listing and Sales Metrics

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

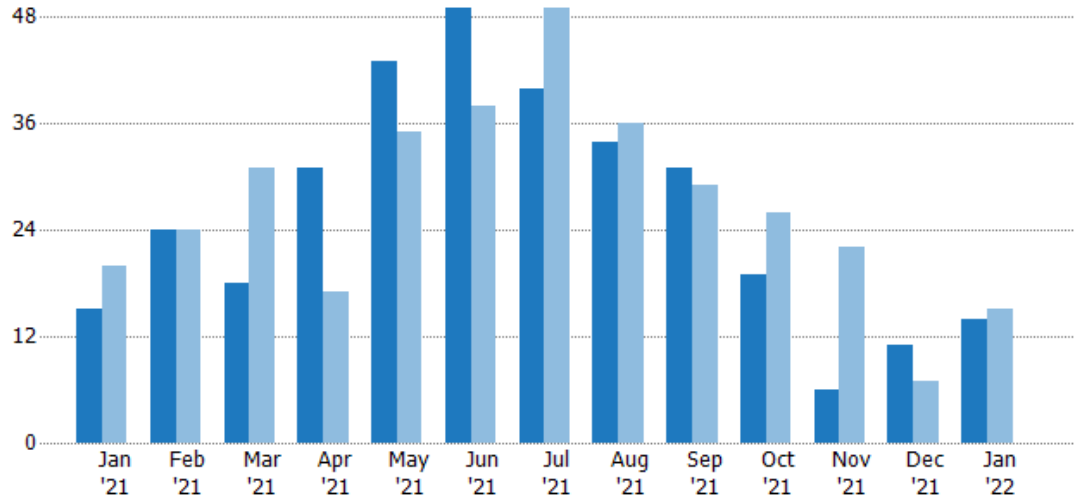
Key Metrics	Jan 2022	Jan 2021	+ / -	YTD 2022	YTD 2021	+ / -
Listing Activity Charts Metrics						
New Listing Count	14	15	-6.7%	335	349	-4%
New Listing Volume	\$5,647,900	\$6,159,700	-8.3%	\$112,201,868	\$99,604,100	+12.6%
Active Listing Count	21	52	-59.6%	N/A	N/A	
Active Listing Volume	\$7,633,800	\$20,922,400	-63.5%	N/A	N/A	
Average Listing Price	\$363,514	\$402,354	-9.7%	\$445,519	\$329,301	+35.3%
Median Listing Price	\$179,000	\$282,000	-36.5%	\$266,153	\$241,958	+10%
Median Days in RPR	152	115	+32.2%	99.63	110.15	-9.5%
Months of Inventory	0.7	1.9	-63.7%	1	3.7	-74.3%
Absorption Rate	142.86%	51.92%	+90.9%	104.76%	26.92%	+77.8%
Sales Activity Charts Metrics						
New Pending Sales Count	11	24	-54.2%	353	411	-14.1%
New Pending Sales Volume	\$4,283,900	\$6,213,200	-31.1%	\$103,885,569	\$104,548,801	-0.6%
Pending Sales Count	25	43	-41.9%	N/A	N/A	
Pending Sales Volume	\$8,440,199	\$9,941,100	-15.1%	N/A	N/A	
Closed Sales Count	16	22	-27.3%	327	321	+1.9%
Closed Sales Volume	\$5,163,230	\$5,252,000	-1.7%	\$91,772,452	\$81,481,037	+12.6%
Average Sales Price	\$322,702	\$238,727	+35.2%	\$280,650	\$253,835	+10.6%
Median Sales Price	\$277,500	\$239,000	+16.1%	\$251,428	\$226,131	+11.2%

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



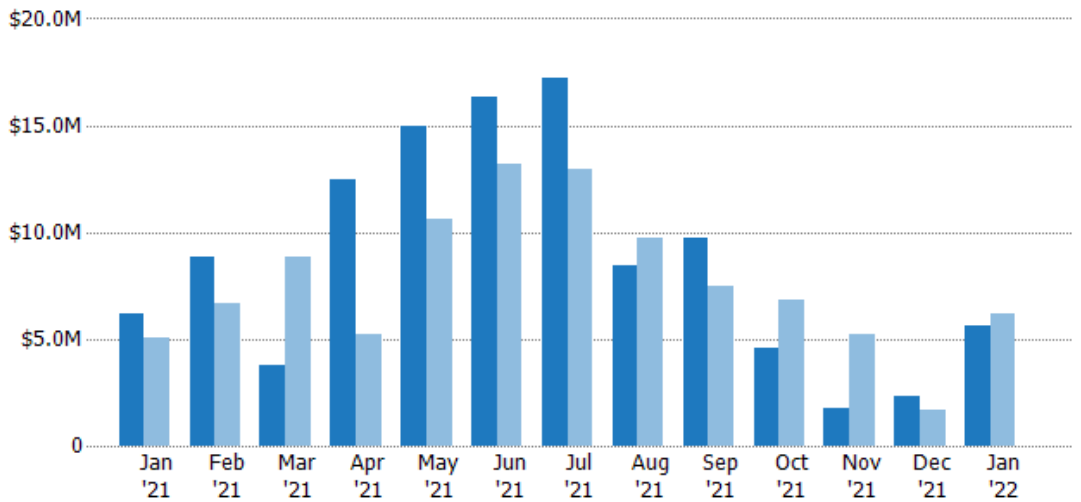
	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21	Jan '22
Current Year	15	24	18	31	43	49	40	34	31	19	6	11	14
Prior Year	20	24	31	17	35	38	49	36	29	26	22	7	15
Percent Change from Prior Year	-25%	0%	-42%	82%	23%	29%	-18%	-6%	7%	-27%	-73%	57%	-7%

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



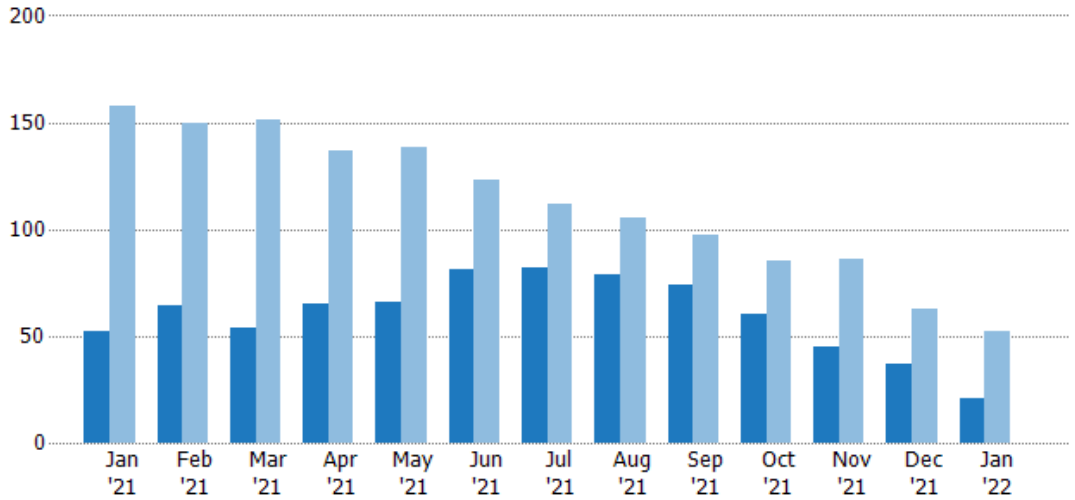
	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21	Jan '22
Current Year	\$6.16M	\$8.82M	\$3.76M	\$12.5M	\$15M	\$16.4M	\$17.2M	\$8.42M	\$9.7M	\$4.56M	\$1.76M	\$2.34M	\$5.65M
Prior Year	\$5.07M	\$6.66M	\$8.82M	\$5.24M	\$10.6M	\$13.2M	\$12.9M	\$9.75M	\$7.46M	\$6.79M	\$5.23M	\$1.69M	\$6.16M
Percent Change from Prior Year	21%	32%	-57%	139%	41%	24%	33%	-14%	30%	-33%	-66%	39%	-8%

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



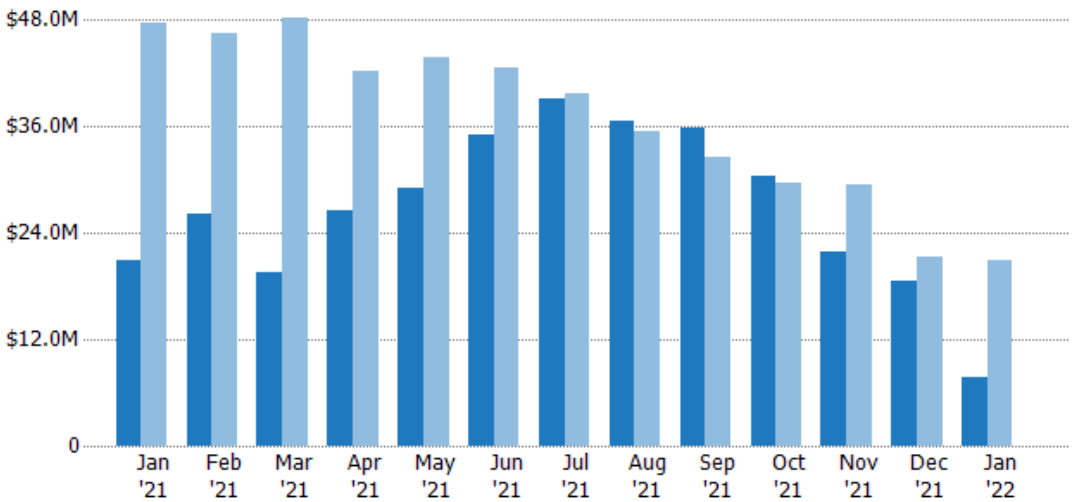
	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21	Jan '22
Current Year	52	64	54	65	66	81	82	79	74	60	45	37	21
Prior Year	158	150	151	137	138	123	112	105	97	85	86	63	52
Percent Change from Prior Year	-67%	-57%	-64%	-53%	-52%	-34%	-27%	-25%	-24%	-29%	-48%	-41%	-60%

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



	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21	Jan '22
Current Year	\$20.9M	\$26.2M	\$19.6M	\$26.5M	\$29M	\$35.1M	\$39.1M	\$36.6M	\$35.9M	\$30.4M	\$21.9M	\$18.6M	\$7.63M
Prior Year	\$47.7M	\$46.5M	\$48.2M	\$42.3M	\$43.8M	\$42.5M	\$39.7M	\$35.4M	\$32.5M	\$29.6M	\$29.5M	\$21.2M	\$20.9M
Percent Change from Prior Year	-56%	-44%	-59%	-37%	-34%	-18%	-2%	4%	11%	2%	-26%	-12%	-64%

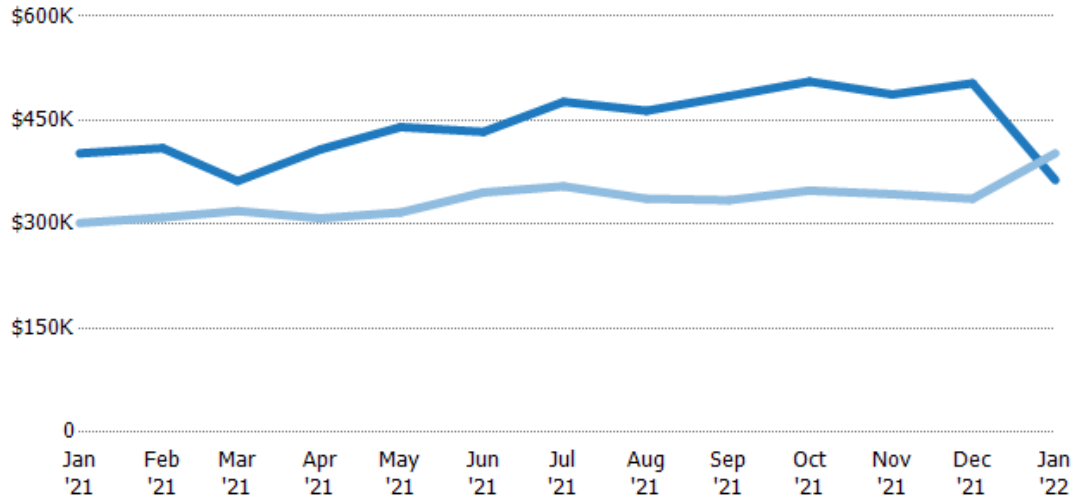
Average Listing Price

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.
Jan '22	\$364K	-9.7%
Jan '21	\$402K	33.3%
Jan '20	\$302K	-7.2%



Current Year	\$402K	\$410K	\$362K	\$408K	\$440K	\$433K	\$477K	\$464K	\$485K	\$506K	\$487K	\$503K	\$364K
Prior Year	\$302K	\$310K	\$319K	\$309K	\$317K	\$346K	\$355K	\$337K	\$335K	\$349K	\$343K	\$337K	\$402K
Percent Change from Prior Year	33%	32%	14%	32%	39%	25%	34%	38%	45%	45%	42%	49%	-10%

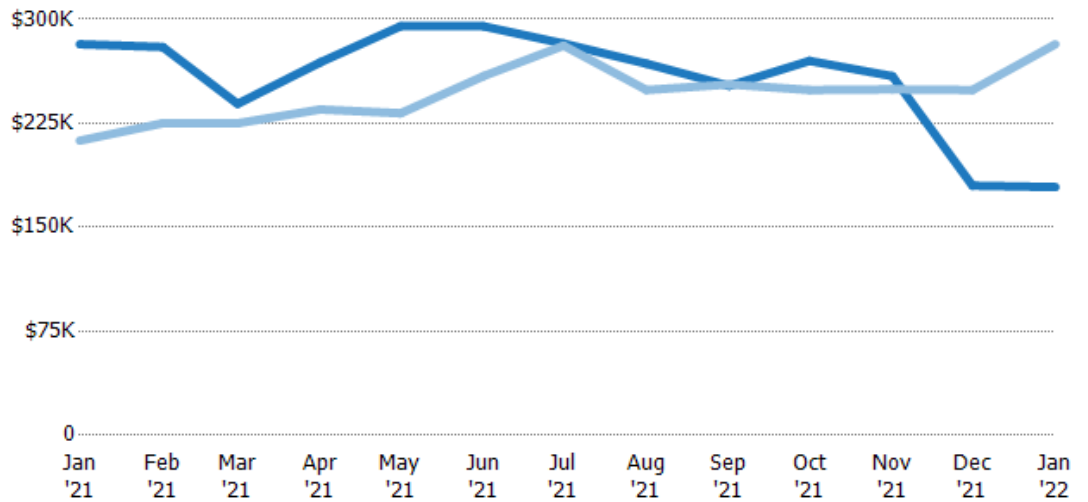
Median Listing Price

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.
Jan '22	\$179K	-36.5%
Jan '21	\$282K	32.7%
Jan '20	\$213K	3.5%



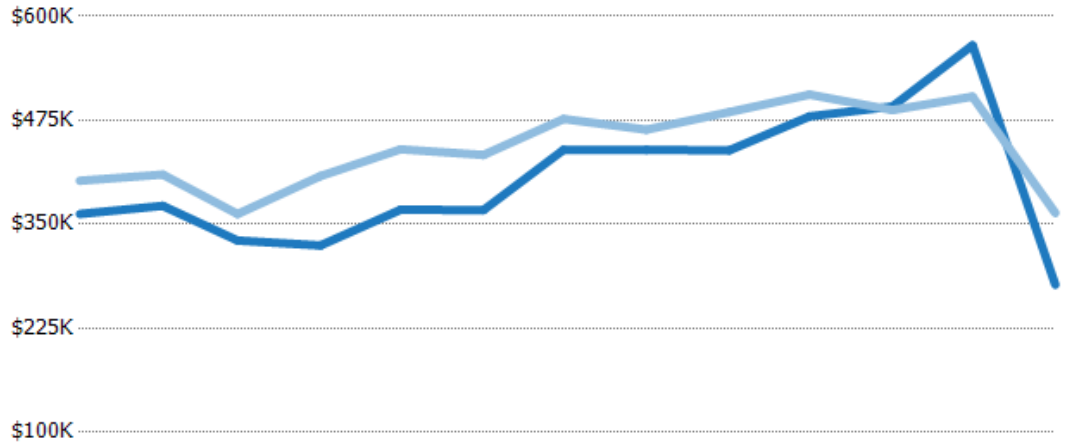
Current Year	\$282K	\$280K	\$239K	\$269K	\$295K	\$295K	\$283K	\$268K	\$252K	\$270K	\$259K	\$180K	\$179K
Prior Year	\$213K	\$225K	\$225K	\$235K	\$232K	\$259K	\$281K	\$249K	\$253K	\$249K	\$250K	\$249K	\$282K
Percent Change from Prior Year	33%	24%	6%	14%	27%	14%	1%	8%	0%	8%	4%	-28%	-37%

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



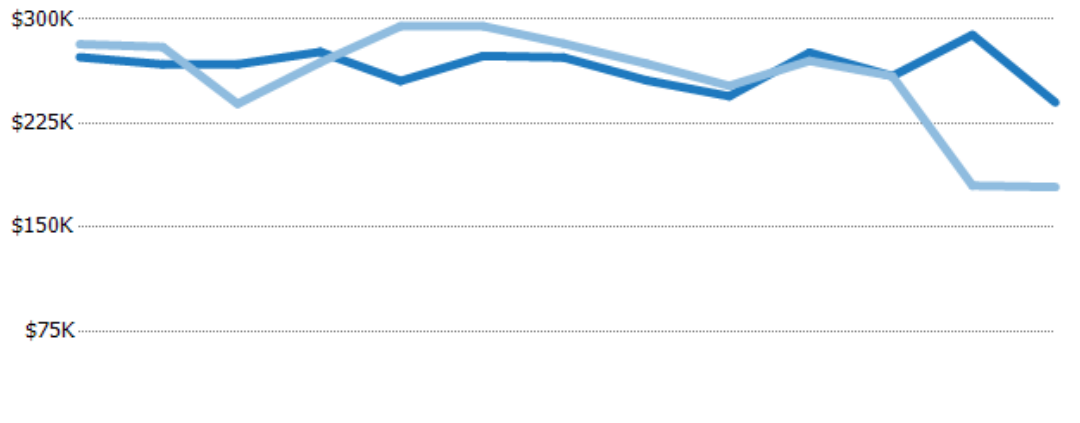
	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21	Jan '22
Avg Est Value	\$362K	\$372K	\$331K	\$325K	\$368K	\$367K	\$440K	\$439K	\$439K	\$480K	\$492K	\$565K	\$277K
Avg Listing Price	\$402K	\$410K	\$362K	\$408K	\$440K	\$433K	\$477K	\$464K	\$485K	\$506K	\$487K	\$503K	\$364K
Avg Listing Price as a % of Avg Est Value	111%	110%	110%	126%	120%	118%	108%	106%	110%	105%	99%	89%	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: Orange County, Vermont
 Property Type:
 Condo/Townhouse/Apt., Single
 Family



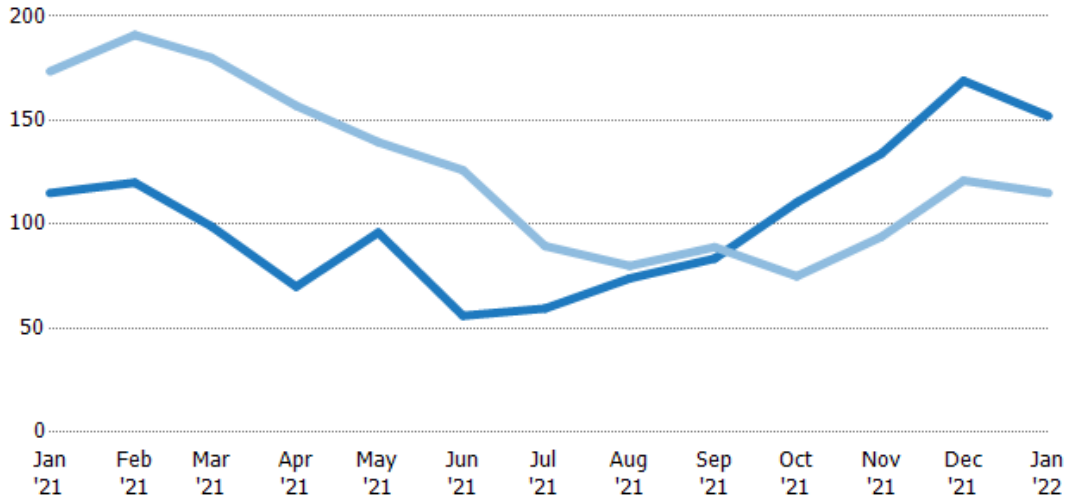
	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21	Jan '22
Median Est Value	\$273K	\$268K	\$268K	\$277K	\$256K	\$274K	\$272K	\$256K	\$245K	\$276K	\$259K	\$289K	\$240K
Median Listing Price	\$282K	\$280K	\$239K	\$269K	\$295K	\$295K	\$283K	\$268K	\$252K	\$270K	\$259K	\$180K	\$179K
Med Listing Price as a % of Med Est Value	103%	105%	89%	97%	115%	108%	104%	105%	103%	98%	100%	62%	75%

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.
Jan '22	152	32.2%
Jan '21	115	-33.7%
Jan '20	174	1.4%

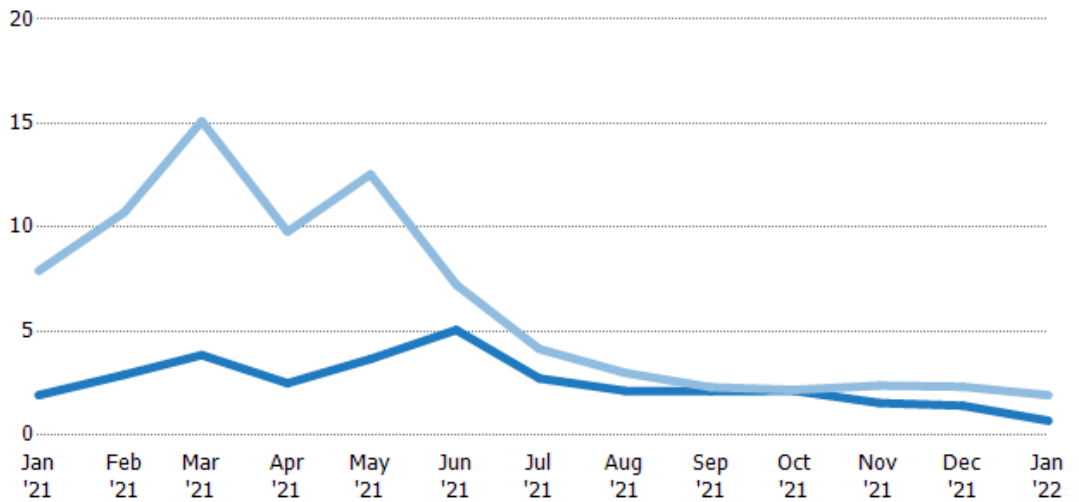
Current Year	115	120	99	70	96	56	59.5	74	83.5	111	134	169	152
Prior Year	174	191	180	157	140	126	89.5	80	89	75	94	121	115
Percent Change from Prior Year	-34%	-37%	-45%	-55%	-31%	-56%	-34%	-8%	-6%	47%	43%	40%	32%

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.
Jan '22	0	-63.7%
Jan '21	1.93	-75.6%
Jan '20	7.9	3.5%

Current Year	1.93	2.91	3.86	2.5	3.67	5.06	2.73	2.14	2.11	2.14	1.55	1.42	0
Prior Year	7.9	10.7	15.1	9.79	12.5	7.24	4.15	3	2.31	2.18	2.39	2.33	1.93
Percent Change from Prior Year	-76%	-73%	-74%	-74%	-71%	-30%	-34%	-29%	-8%	-2%	-35%	-39%	-64%

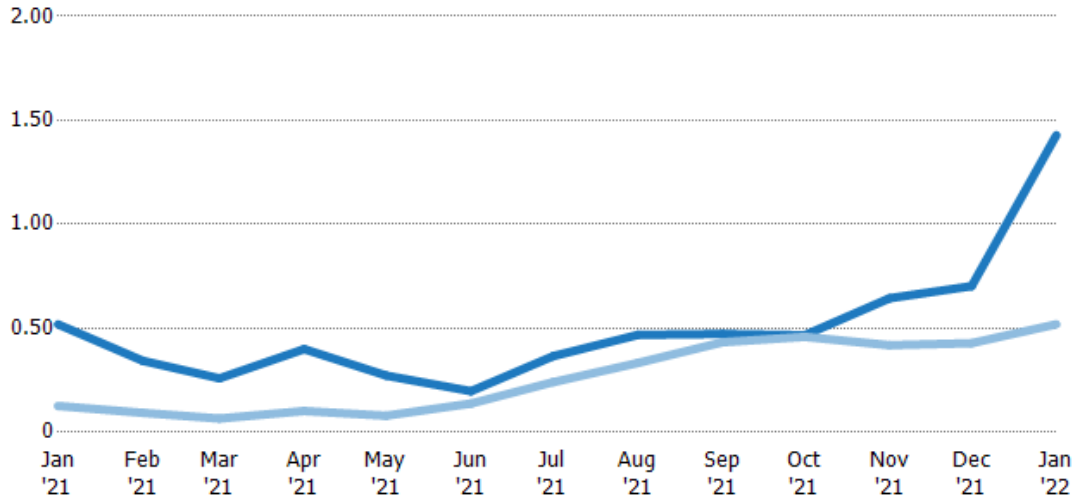
Absorption Rate

The percentage of inventory sold per month.

Filters Used

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

Month/Year	Rate	Chg.
Jan '22	143%	-90.9%
Jan '21	52%	-39.3%
Jan '20	13%	-3.3%



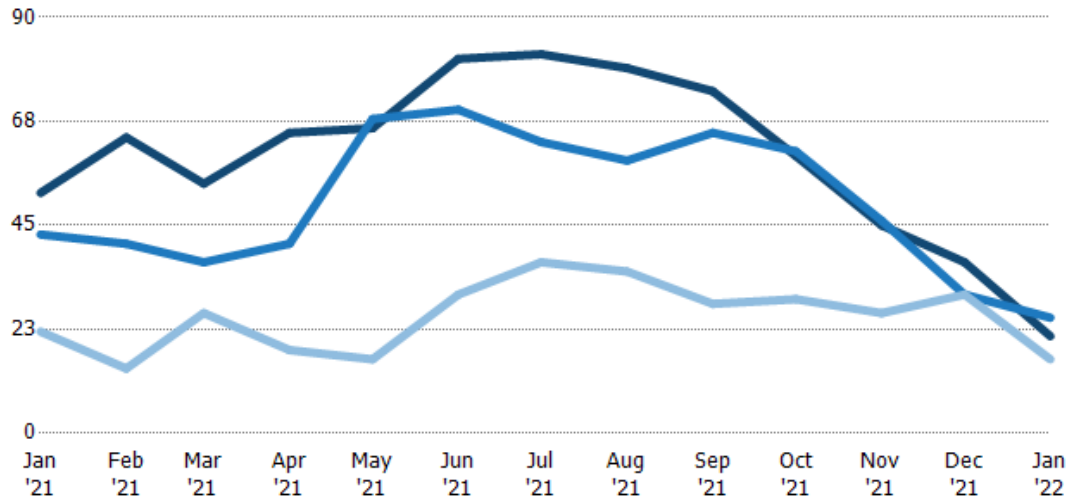
Current Year	52%	34%	26%	40%	27%	20%	37%	47%	47%	47%	64%	70%	143%
Prior Year	13%	9%	7%	10%	8%	14%	24%	33%	43%	46%	42%	43%	52%
Change from Prior Year	-39%	-25%	-19%	-30%	-19%	-6%	-12%	-14%	-4%	-1%	-23%	-27%	-91%

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



Active	52	64	54	65	66	81	82	79	74	60	45	37	21
Pending	43	41	37	41	68	70	63	59	65	61	46	30	25
Sold	22	14	26	18	16	30	37	35	28	29	26	30	16

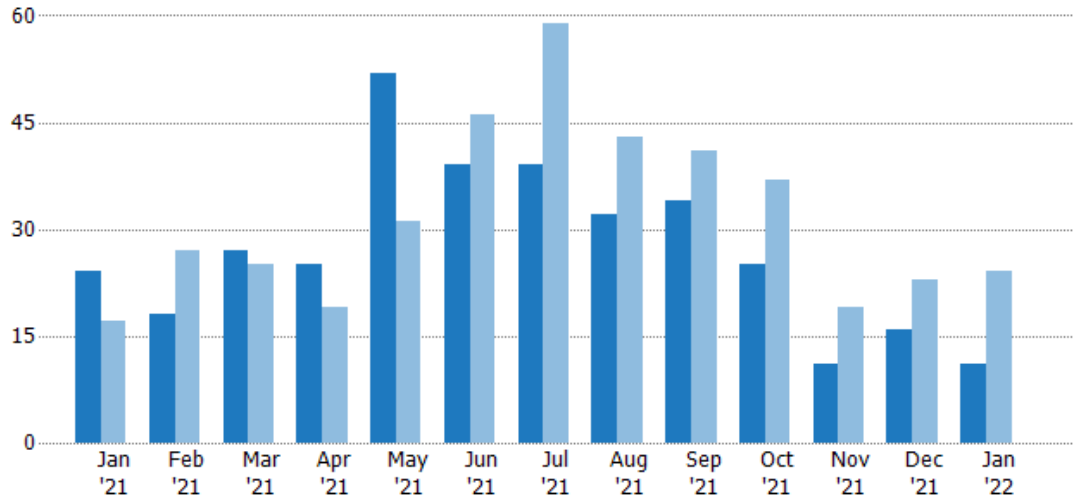
New Pending Sales

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.
Jan '22	11	-54.2%
Jan '21	24	41.2%
Jan '20	17	-47.1%



Current Year	24	18	27	25	52	39	39	32	34	25	11	16	11
Prior Year	17	27	25	19	31	46	59	43	41	37	19	23	24
Percent Change from Prior Year	41%	-33%	8%	32%	68%	-15%	-34%	-26%	-17%	-32%	-42%	-30%	-54%

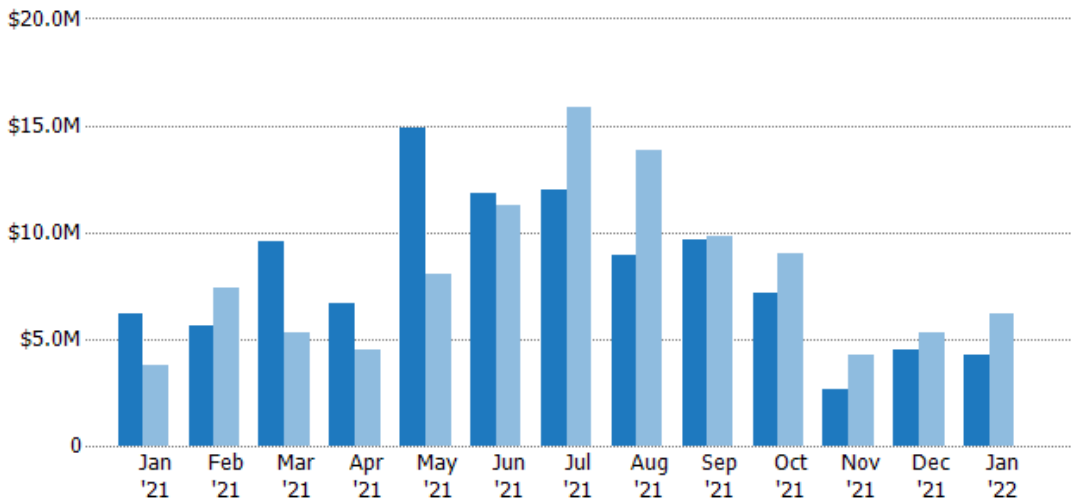
New Pending Sales Volume

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.
Jan '22	\$4.28M	-31.1%
Jan '21	\$6.21M	64.3%
Jan '20	\$3.78M	-51.2%



Current Year	\$6.21M	\$5.61M	\$9.57M	\$6.68M	\$14.9M	\$11.8M	\$12M	\$8.9M	\$9.66M	\$7.13M	\$2.63M	\$4.46M	\$4.28M
Prior Year	\$3.78M	\$7.38M	\$5.32M	\$4.53M	\$8.04M	\$11.2M	\$15.8M	\$13.8M	\$9.83M	\$8.96M	\$4.29M	\$5.32M	\$6.21M
Percent Change from Prior Year	64%	-24%	80%	48%	85%	5%	-24%	-35%	-2%	-20%	-39%	-16%	-31%

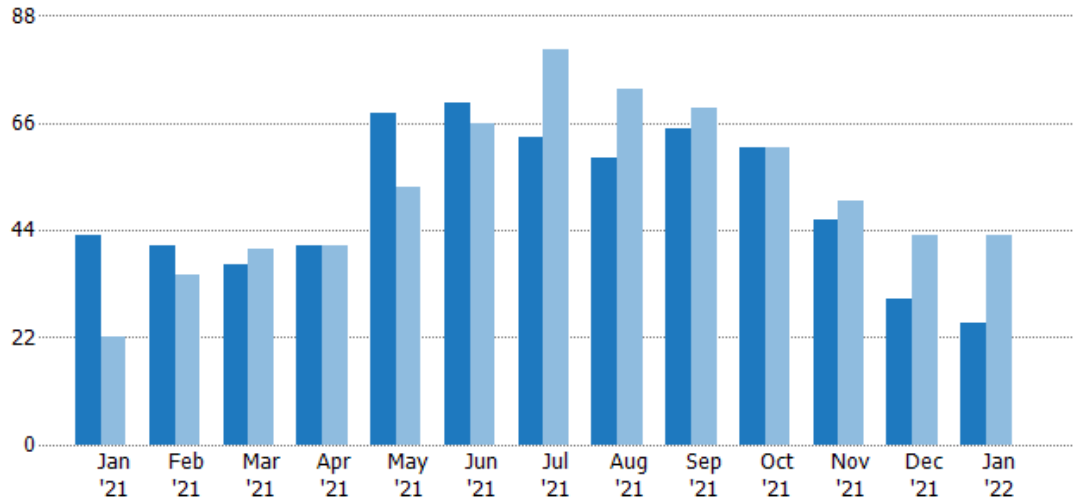
Pending Sales

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.
Jan '22	25	-41.9%
Jan '21	43	95.5%
Jan '20	22	-36.4%



	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21	Jan '22
Current Year	43	41	37	41	68	70	63	59	65	61	46	30	25
Prior Year	22	35	40	41	53	66	81	73	69	61	50	43	43
Percent Change from Prior Year	95%	17%	-8%	0%	28%	6%	-22%	-19%	-6%	0%	-8%	-30%	-42%

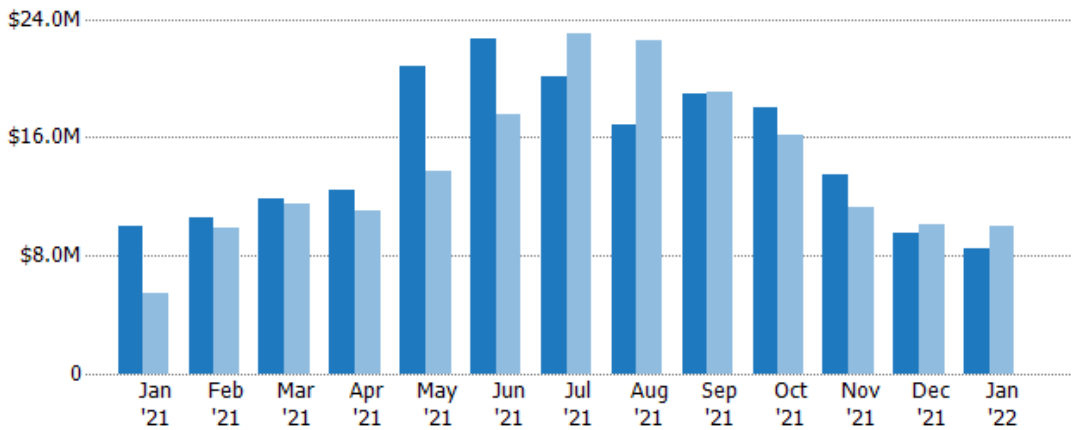
Pending Sales Volume

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.
Jan '22	\$8.44M	-15.1%
Jan '21	\$9.94M	81%
Jan '20	\$5.49M	-48%



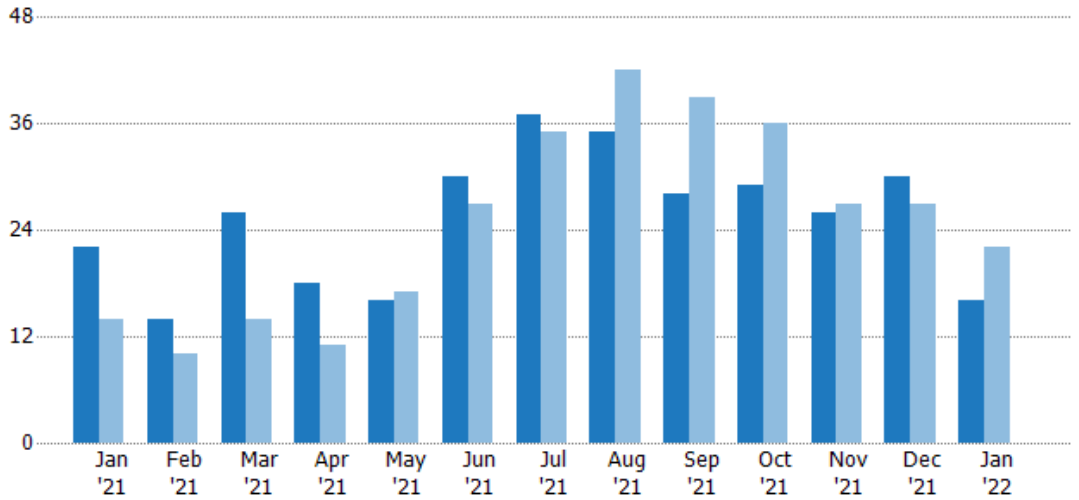
	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21	Jan '22
Current Year	\$9.94M	\$10.6M	\$11.8M	\$12.5M	\$20.8M	\$22.6M	\$20.2M	\$16.8M	\$18.9M	\$18M	\$13.4M	\$9.53M	\$8.44M
Prior Year	\$5.49M	\$9.87M	\$11.5M	\$11M	\$13.7M	\$17.6M	\$23M	\$22.5M	\$19.1M	\$16.1M	\$11.3M	\$10.1M	\$9.94M
Percent Change from Prior Year	81%	7%	3%	13%	52%	29%	-12%	-25%	-1%	12%	19%	-5%	-15%

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



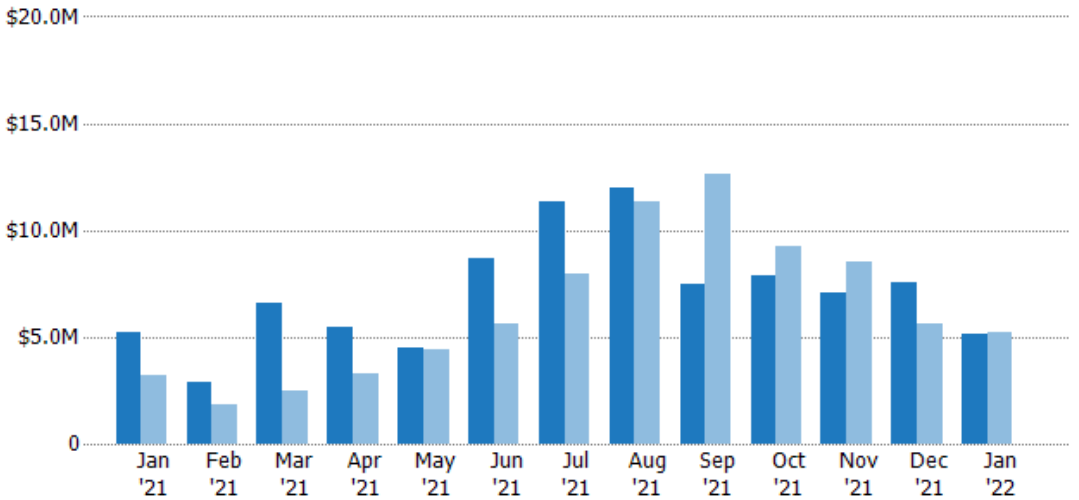
	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21	Jan '22
Current Year	22	14	26	18	16	30	37	35	28	29	26	30	16
Prior Year	14	10	14	11	17	27	35	42	39	36	27	27	22
Percent Change from Prior Year	57%	40%	86%	64%	-6%	11%	6%	-17%	-28%	-19%	-4%	11%	-27%

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



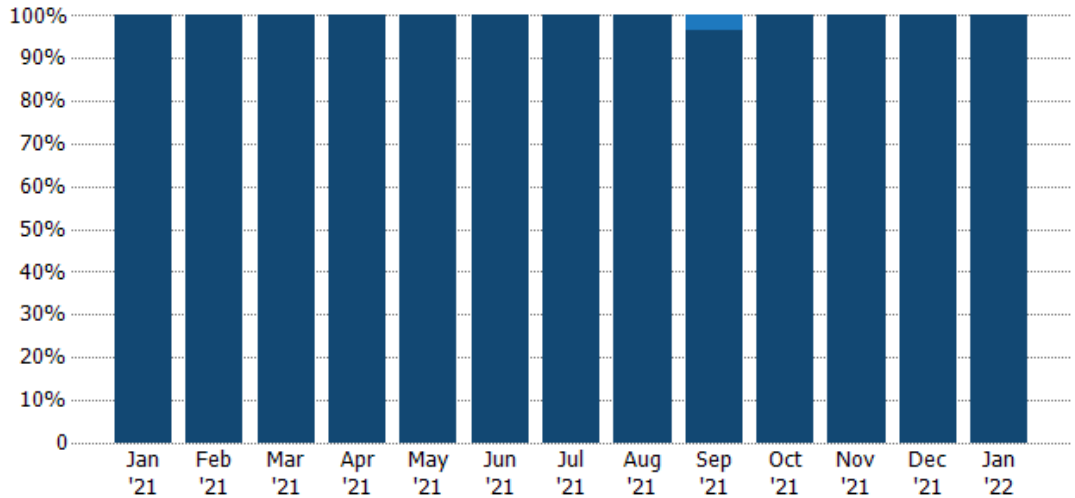
	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21	Jan '22
Current Year	\$5.25M	\$2.85M	\$6.58M	\$5.42M	\$4.53M	\$8.65M	\$11.3M	\$12M	\$7.49M	\$7.89M	\$7.08M	\$7.53M	\$5.16M
Prior Year	\$3.18M	\$1.87M	\$2.45M	\$3.29M	\$4.41M	\$5.65M	\$7.95M	\$11.3M	\$12.7M	\$9.24M	\$8.55M	\$5.62M	\$5.25M
Percent Change from Prior Year	65%	52%	169%	65%	3%	53%	43%	6%	-41%	-15%	-17%	34%	-2%

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



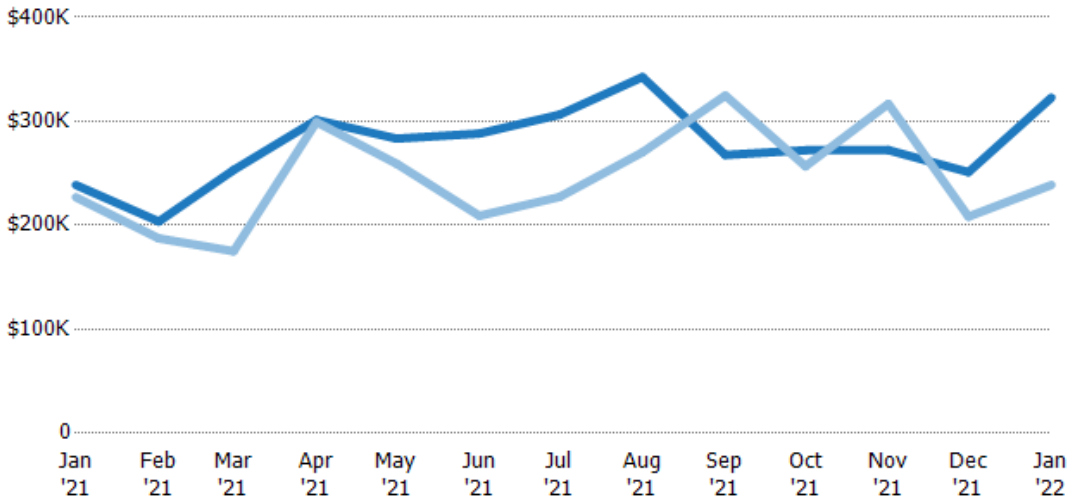
Condo/Townhouse	-	-	-	-	-	-	-	-	4%	-	-	-	-
Single Family Residence	100%	100%	100%	100%	100%	100%	100%	100%	96%	100%	100%	100%	100%

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



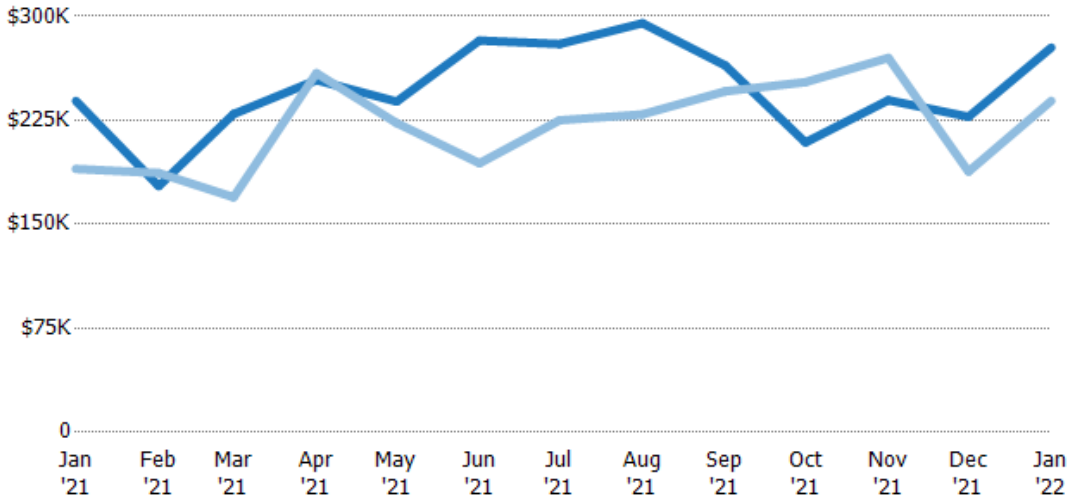
Current Year	\$239K	\$204K	\$253K	\$301K	\$283K	\$288K	\$306K	\$342K	\$268K	\$272K	\$272K	\$251K	\$323K
Prior Year	\$227K	\$187K	\$175K	\$299K	\$259K	\$209K	\$227K	\$270K	\$325K	\$257K	\$317K	\$208K	\$239K
Percent Change from Prior Year	5%	9%	45%	1%	9%	38%	35%	27%	-18%	6%	-14%	21%	35%

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



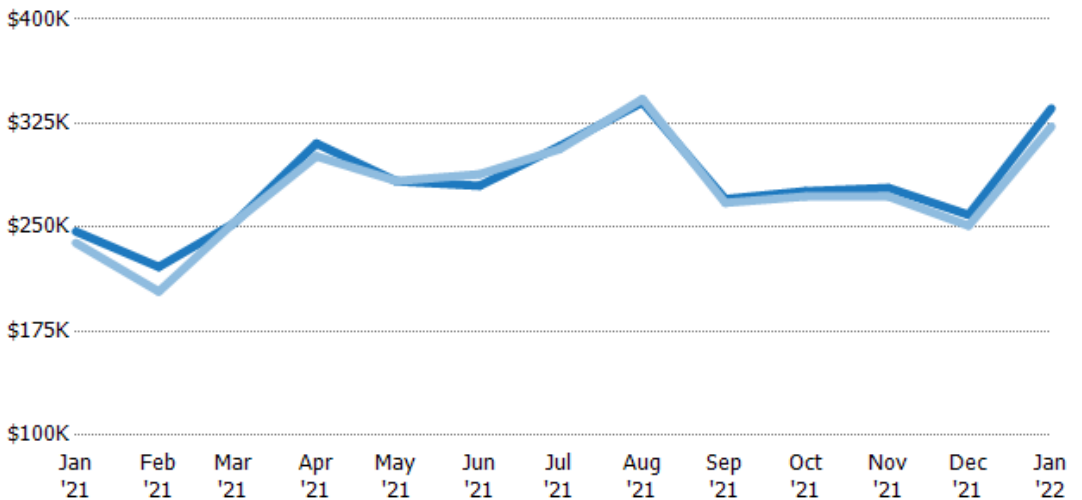
	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21	Jan '22
Current Year	\$239K	\$178K	\$230K	\$254K	\$239K	\$283K	\$280K	\$295K	\$265K	\$209K	\$240K	\$228K	\$278K
Prior Year	\$190K	\$187K	\$170K	\$259K	\$223K	\$194K	\$225K	\$229K	\$246K	\$253K	\$270K	\$188K	\$239K
Percent Change from Prior Year	26%	-5%	35%	-2%	7%	46%	24%	29%	8%	-17%	-11%	21%	16%

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



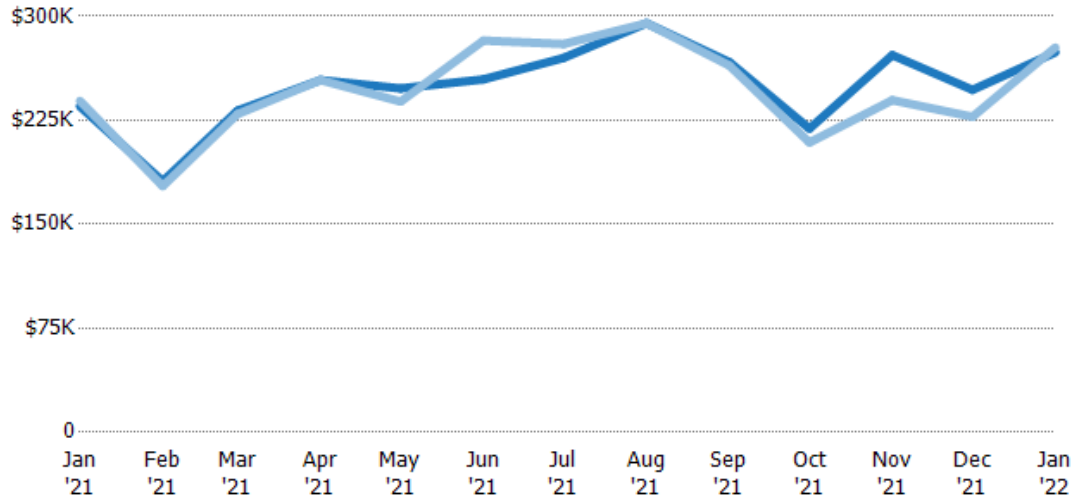
	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21	Jan '22
Avg List Price	\$247K	\$221K	\$253K	\$310K	\$283K	\$280K	\$309K	\$340K	\$270K	\$276K	\$278K	\$259K	\$336K
Avg Sales Price	\$239K	\$204K	\$253K	\$301K	\$283K	\$288K	\$306K	\$342K	\$268K	\$272K	\$272K	\$251K	\$323K
Avg Sales Price as a % of Avg List Price	97%	92%	100%	97%	100%	103%	99%	101%	99%	99%	98%	97%	96%

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



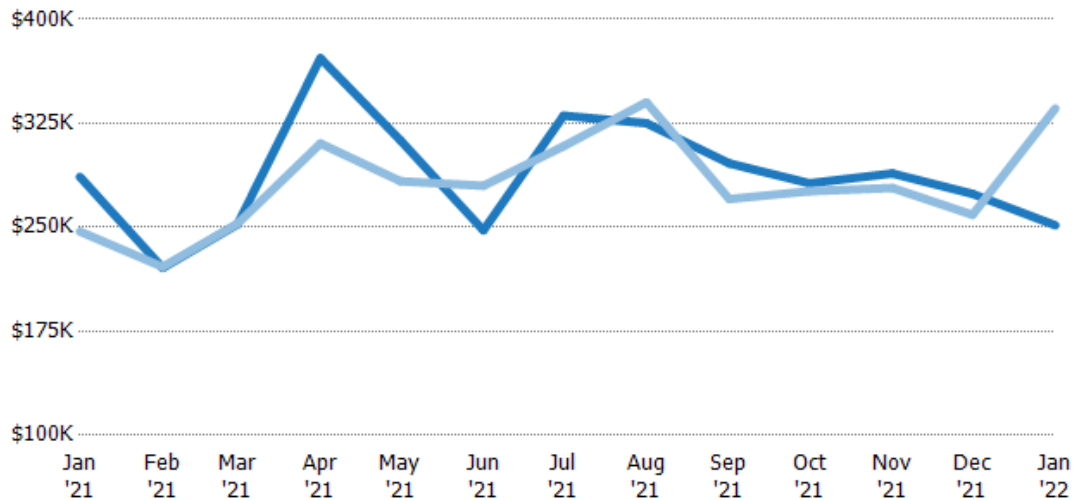
	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21	Jan '22
Median List Price	\$235K	\$181K	\$232K	\$254K	\$248K	\$255K	\$270K	\$295K	\$267K	\$219K	\$272K	\$247K	\$274K
Median Sales Price	\$239K	\$178K	\$230K	\$254K	\$239K	\$283K	\$280K	\$295K	\$265K	\$209K	\$240K	\$228K	\$278K
Med Sales Price as a % of Med List Price	102%	98%	99%	100%	96%	111%	104%	100%	99%	95%	88%	92%	101%

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



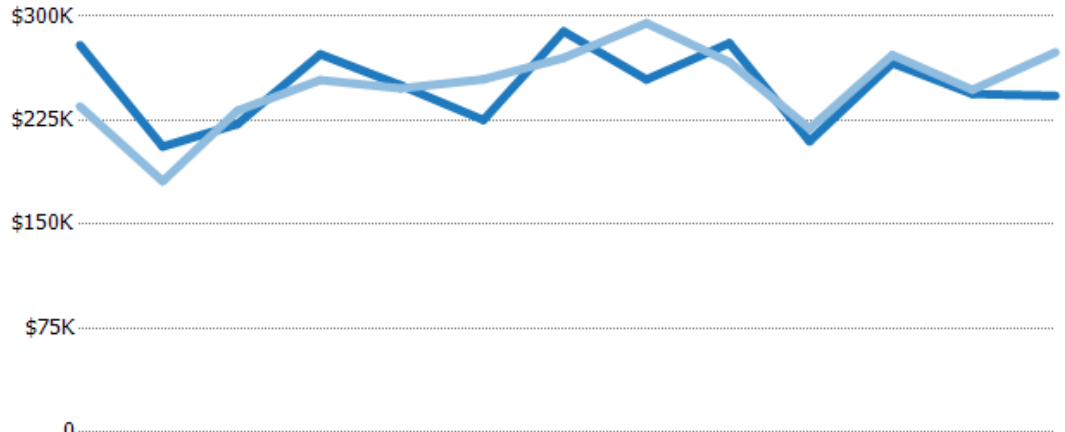
	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21	Jan '22
Avg Est Value	\$286K	\$221K	\$252K	\$372K	\$313K	\$248K	\$330K	\$325K	\$296K	\$282K	\$289K	\$274K	\$251K
Avg Sales Price	\$247K	\$221K	\$253K	\$310K	\$283K	\$280K	\$309K	\$340K	\$270K	\$276K	\$278K	\$259K	\$336K
Avg Sales Price as a % of Avg Est Value	86%	100%	100%	83%	91%	113%	93%	105%	91%	98%	96%	94%	134%

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



	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21	Jan '22
Median Est Value	\$279K	\$206K	\$222K	\$273K	\$250K	\$225K	\$289K	\$254K	\$281K	\$210K	\$266K	\$244K	\$243K
Median Sales Price	\$235K	\$181K	\$232K	\$254K	\$248K	\$255K	\$270K	\$295K	\$267K	\$219K	\$272K	\$247K	\$274K
Med Sales Price as a % of Med Est Value	84%	88%	104%	93%	99%	113%	93%	116%	95%	104%	102%	101%	113%