

# Summary of Key Listing and Sales Metrics

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

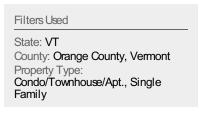
1 +/-	YTD 2021	YTD 2022	+ / -	Feb 2021	Feb 2022	Key Metrics
			1			Listing Activity Charts Metrics
9 -23.1%	39	30	-37.5%	24	15	New Listing Count
9 -28.3%	\$14,975,999	\$10,733,700	-47.8%	\$8,816,299	\$4,605,800	New Listing Volume
4	N/A	N/A	-57.8%	64	27	Active Listing Count
4	N/A	N/A	-62.6%	\$26,224,700	\$9,814,700	Active Listing Volume
8 -7.3%	\$407,078	\$377,370	-11.3%	\$409,761	\$363,507	Average Listing Price
5 -19.9%	\$286,795	\$229,680	-2.9%	\$280,000	\$272,000	Median Listing Price
4 -20.2%	116.94	93.27	-68.3%	120	38	Median Daysin RPR
7 -70.3%	4.7	1.4	-42%	2.9	1.7	Months of Inventory
% +50.6%	21.37%	72%	+24.9%	34.38%	59.26%	Absorption Rate
						Sales Activity Charts Metrics
2 -69%	42	13	-77.8%	18	4	New Pending Sales Count
9 -65.2%	\$11,821,199	\$4,112,800	-79.2%	\$5,607,999	\$1,167,900	New Pending Sales Volume
4	N/A	N/A	-76.2%	42	10	Pending Sales Count
4	N/A	N/A	-69%	\$11,082,299	\$3,430,900	Pending Sales Volume
6 -8.3%	36	33	+21.4%	14	17	Cloæd Sales Count
0 +23.2%	\$8,103,000	\$9,983,230	+69.1%	\$2,851,000	\$4,820,000	Closed Sales Volume
3 +34.4%	\$225,083	\$302,522	+39.2%	\$203,643	\$283,529	Average Sales Price
3 +23.6%	\$215,083	\$265,909	+43.7%	\$177,500	\$255,000	Median Sales Price

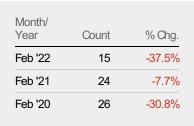


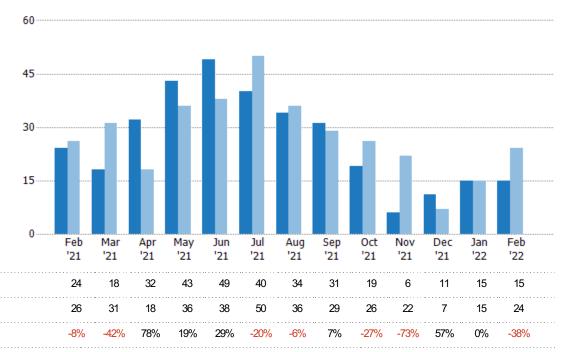


#### **New Listings**

The number of new residential listings that were added each month.







#### **New Listing Volume**

Percent Change from Prior Year

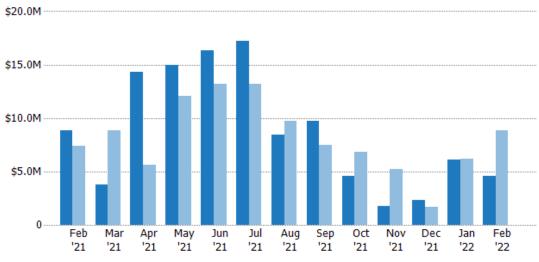
Current Year

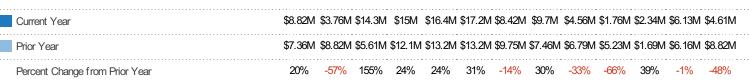
Prior Year

The sum of the listing price of residential listings that were added each month.

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

Month/ Year	Volume	% Chg.
Feb '22	\$4.61M	-47.8%
Feb '21	\$8.82M	19.7%
Feb '20	\$7.36M	-33.6%



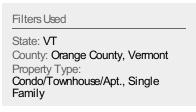






#### **Active Listings**

The number of active residential listings at the end of each month.



Month/ Year	Count	% Chg.
Feb '22	27	-57.8%
Feb '21	64	-58.4%
Feb '20	154	-7.1%



#### **Active Listing Volume**

Percent Change from Prior Year

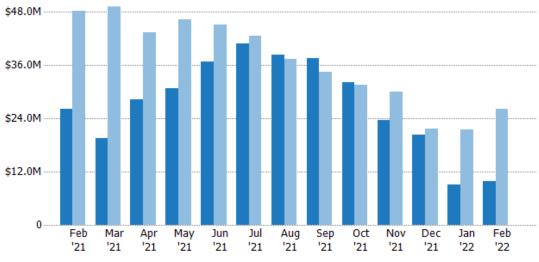
Current Year

Prior Year

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

Month/ Year	Volume	% Chg.
Feb '22	\$9.81M	-62.6%
Feb '21	\$26.2M	-45.6%
Feb '20	\$48.2M	-13.6%



 Current Year
 \$26.2M \$19.6M \$28.3M \$30.8M \$36.9M \$40.9M \$38.4M \$37.7M \$32.1M \$23.7M \$20.4M \$9.05M \$9.81M

 Prior Year
 \$48.2M \$49.3M \$43.3M \$46.3M \$45.1M \$42.5M \$37.3M \$34.4M \$31.6M \$30M \$21.7M \$21.4M \$26.2M

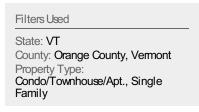
 Percent Change from Prior Year
 -46% -60% -35% -33% -18% -4% 3% 9% 2% -21% -6% -58% -63%



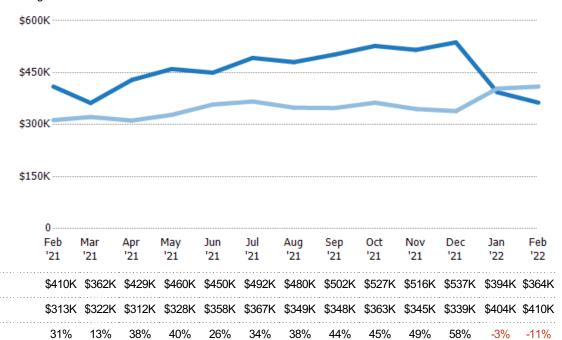


#### **Average Listing Price**

The average listing price of active residential listings at the end of each month.







### **Median Listing Price**

Percent Change from Prior Year

Current Year

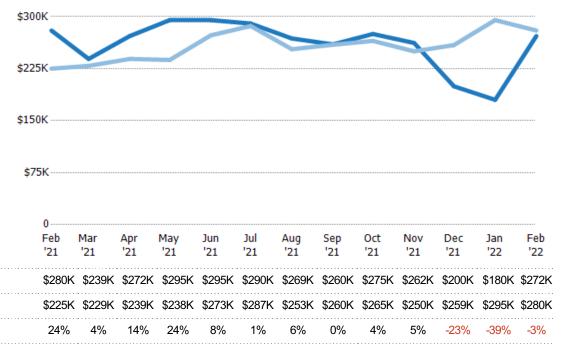
Prior Year

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	

Price	% Chg.
\$272K	-2.9%
\$280K	24.4%
\$225K	-1.3%
	\$272K \$280K

Percent Change from Prior Year



Current Year

Prior Year

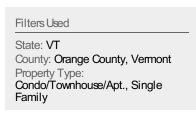
Avg Est Value

Avg Listing Price

### Market Data Report

#### 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.



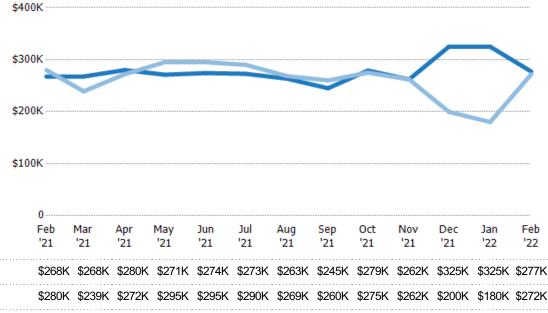


#### Median Listing Price vs Median Est Value

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

Avg Listing Price as a % of Avg Est Value





#### 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.







### Months of Inventory

Percent Change from Prior Year

Current Year

Prior Year

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

Months	% Chg.
1.69	-42%
2.91	-73.6%
11	62.5%
	2.91

Percent Change from Prior Year

20												
10	<u> </u>		^									
5												
0 Feb	Mar	Apr	May	Jun	Jul '21	Aug	Sep	0ct	Nov	Dec	Jan	Feb
0	Mar '21	Apr '21	May '21	Jun '21	'21	'21	'21	'21	Nov '21	Dec '21		
0 Feb '21	Mar	Apr '21 2.54	May	Jun	'21 2.77	'21 2.16	Sep '21 2.14 2.36	Oct '21 2.18 2.23	Nov	Dec	Jan '22	Feb '22

Prior Year



Current Year

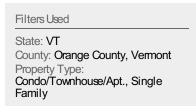
Prior Year

Change from Prior Year

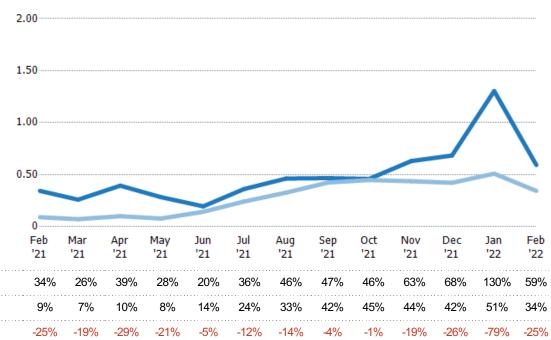
# Market Data Report

#### **Absorption Rate**

The percentage of inventory sold per month.



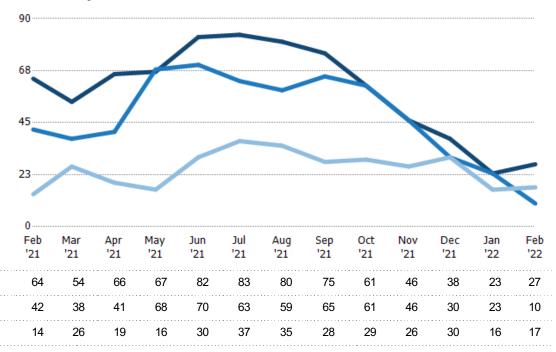
Month/ Year	Rate	Chg.
Feb '22	59%	-24.9%
Feb '21	34%	-25.3%
Feb '20	9%	-38.5%



### Active/Pending/Sold Units

The number of residential properties that were Active, Pending and Sold each month.

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



Active

Sold

Pending

3/28/2022

7 of 14



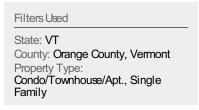
Current Year

Prior Year

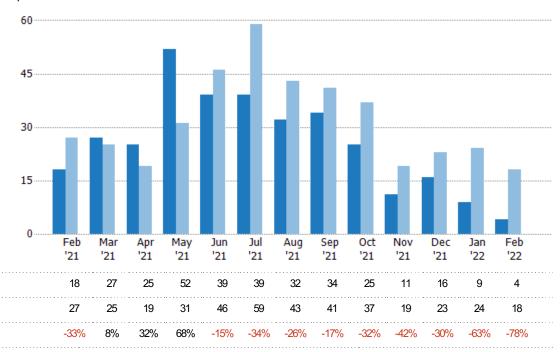
### Market Data Report

#### **New Pending Sales**

The number of residential properties with accepted offers that were added each month.



Month/ Year	Count	% Chg.
Feb '22	4	-77.8%
Feb '21	18	-33.3%
Feb '20	27	-70.4%



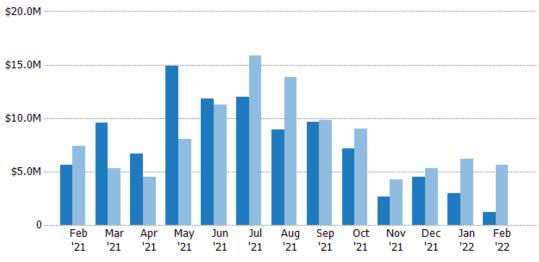
#### New Pending Sales Volume

Percent Change from Prior Year

The sum of the sales price of residential properties with accepted offers that were added each month.

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

Month/ Year	Volume	% Chg.
Feb '22	\$1.17M	-79.2%
Feb '21	\$5.61M	-24%
Feb '20	\$7.38M	-79.8%



Current Year \$5.61M \$9.57M \$6.68M \$14.9M \$11.8M \$12M \$8.9M \$9.66M \$7.13M \$2.63M \$4.46M \$2.94M \$1.17M

Prior Year \$7.38M \$5.32M \$4.53M \$8.04M \$11.2M \$15.8M \$13.8M \$9.83M \$8.96M \$4.29M \$5.32M \$6.21M \$5.61M

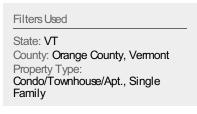
Percent Change from Prior Year -24% 80% 48% 85% 5% -24% -35% -2% -20% -39% -16% -53% -79%

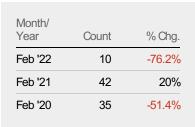


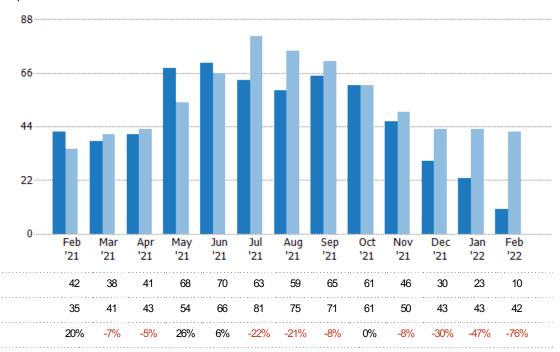


#### **Pending Sales**

The number of residential properties with accepted offers that were available at the end each month.







#### **Pending Sales Volume**

Percent Change from Prior Year

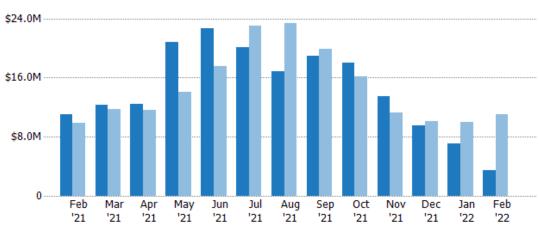
Current Year

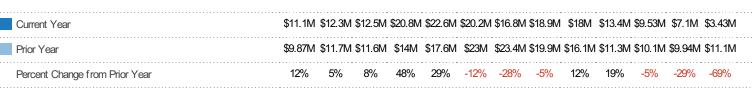
Prior Year

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.
Feb '22	\$3.43M	-69%
Feb '21	\$11.1M	12.2%
Feb '20	\$9.87M	-66.2%



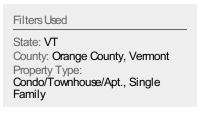


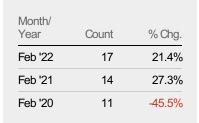


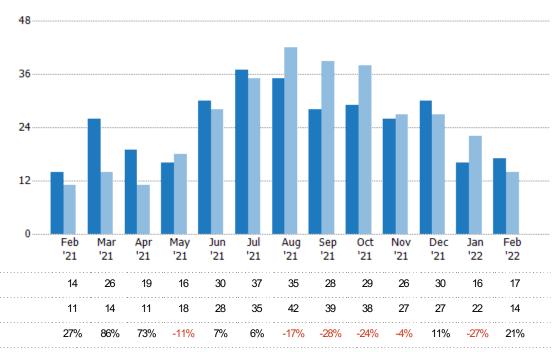


#### **Closed Sales**

The total number of residential properties sold each month.







#### **Closed Sales Volume**

Percent Change from Prior Year

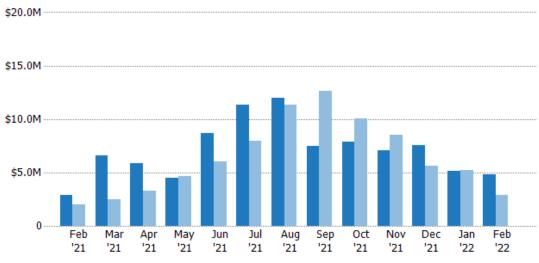
Current Year

Prior Year

The sum of the sales price of residential properties sold each month.

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

Month/ Year	Volume	% Chg.
Feb '22	\$4.82M	69.1%
Feb '21	\$2.85M	43.8%
Feb '20	\$1.98M	-42.4%



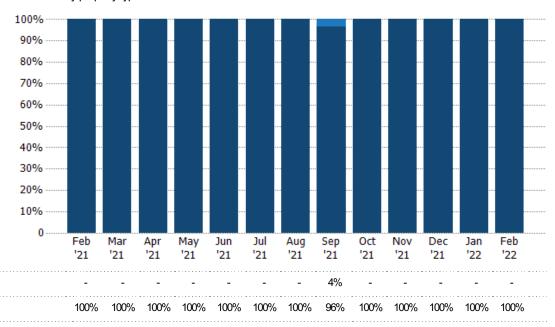




#### Closed Sales by Property Type

The percentage of residential properties sold each month by property type.

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



### **Average Sales Price**

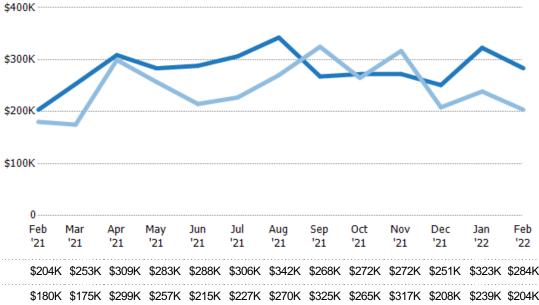
Single Family Residence

Condo/Townhouse

The average sales price of the residential properties sold each month.

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

Month/ Year	Price	% Chg.
Feb '22	\$284K	39.2%
Feb '21	\$204K	13%
Feb '20	\$180K	5.6%

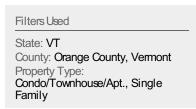


Current Year	\$204K	\$253K	\$309K	\$283K	\$288K	\$306K	\$342K	\$268K	\$272K	\$272K	\$251K	\$323K	\$284K
Prior Year	\$180K	\$175K	\$299K	\$257K	\$215K	\$227K	\$270K	\$325K	\$265K	\$317K	\$208K	\$239K	\$204K
Percent Change from Prior Year	13%	45%	3%	10%	34%	35%	27%	-18%	3%	-14%	21%	35%	39%

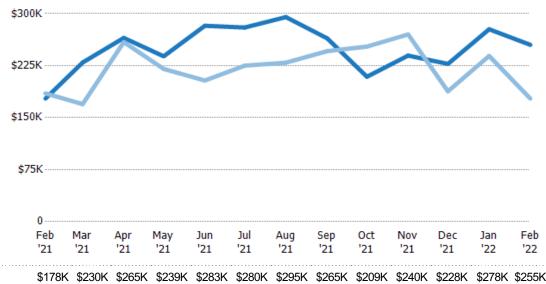


#### **Median Sales Price**

The median sales price of the residential properties sold each month.





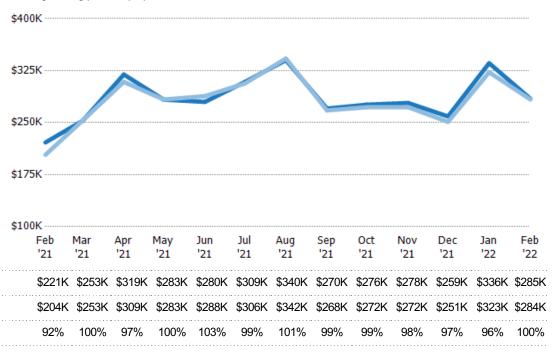


Current Year	\$178K	\$230K	\$265K	\$239K	\$283K	\$280K	\$295K	\$265K	\$209K	\$240K	\$228K	\$278K	\$255K
Prior Year	\$185K	\$170K	\$259K	\$220K	\$204K	\$225K	\$229K	\$246K	\$253K	\$270K	\$188K	\$239K	\$178K
Percent Change from Prior Year	-4%	35%	2%	8%	39%	24%	29%	8%	-17%	-11%	21%	16%	44%

#### Average Sales Price vs Average Listing Price

The average sales price as a percentage of the average listing price for properties sold each month.

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



Avg List Price

Avg Sales Price

Avg Sales Price as a  $\%\,\text{of}\,$  Avg List Price

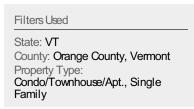
Median List Price

Median Sales Price

### Market Data Report

#### Median Sales Price vs Median Listing Price

The median sales price as a percentage of the median listing price for properties sold each month.





#### 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.

99%

99%

96%

111%

104%

100%

99%

95%

88%

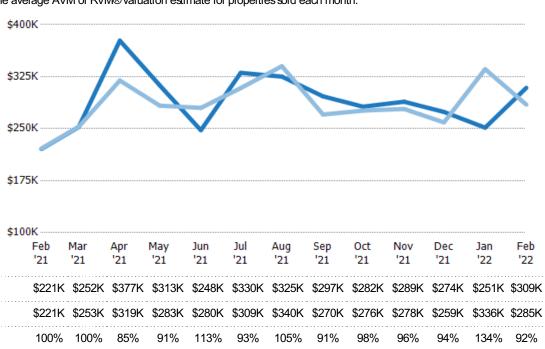
92%

101% 102%

98%

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

Med Sales Price as a % of Med List Price



Avg Est Value

Avg Sales Price

Avg Sales Price as a % of Avg Est Value



Median Est Value

Median Sales Price

Med Sales Price as a % of Med Est Value

# Market Data Report

#### 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





