

## Summary of Key Listing and Sales Metrics

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

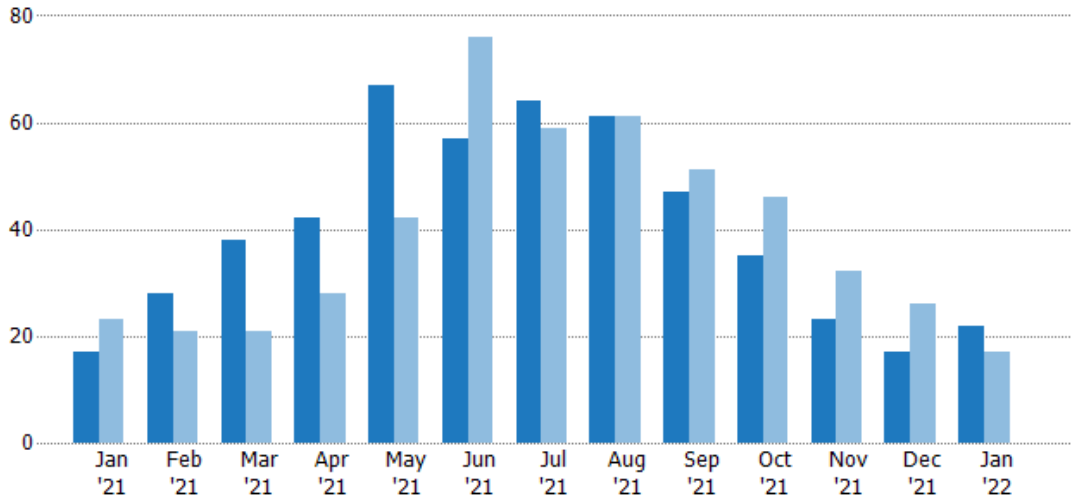
Key Metrics	Jan 2022	Jan 2021	+ / -	YTD 2022	YTD 2021	+ / -
<b>Listing Activity Charts Metrics</b>						
New Listing Count	22	17	+29.4%	518	503	+3%
New Listing Volume	\$7,636,199	\$3,690,200	+106.9%	\$155,918,618	\$126,239,841	+23.5%
Active Listing Count	54	135	-60%	N/A	N/A	
Active Listing Volume	\$21,954,300	\$47,318,581	-53.6%	N/A	N/A	
Average Listing Price	\$406,561	\$350,508	+16%	\$383,039	\$285,803	+34%
Median Listing Price	\$232,500	\$230,000	+1.1%	\$246,696	\$206,898	+19.2%
Median Days in RPR	143.5	145	-1%	100.21	131.88	-24%
Months of Inventory	1.2	2.3	-47.6%	1.9	6.8	-71.4%
Absorption Rate	83.33%	43.7%	+39.6%	51.85%	14.81%	+37%
<b>Sales Activity Charts Metrics</b>						
New Pending Sales Count	13	30	-56.7%	573	595	-3.7%
New Pending Sales Volume	\$3,805,299	\$6,052,000	-37.1%	\$151,553,717	\$127,968,561	+18.4%
Pending Sales Count	25	47	-46.8%	N/A	N/A	
Pending Sales Volume	\$8,119,899	\$10,736,600	-24.4%	N/A	N/A	
Closed Sales Count	30	28	+7.1%	518	454	+14.1%
Closed Sales Volume	\$7,479,060	\$6,989,800	+7%	\$134,217,509	\$95,376,779	+40.7%
Average Sales Price	\$249,302	\$249,636	-0.1%	\$259,107	\$210,081	+23.3%
Median Sales Price	\$222,000	\$220,000	+0.9%	\$215,421	\$176,597	+22%

## 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



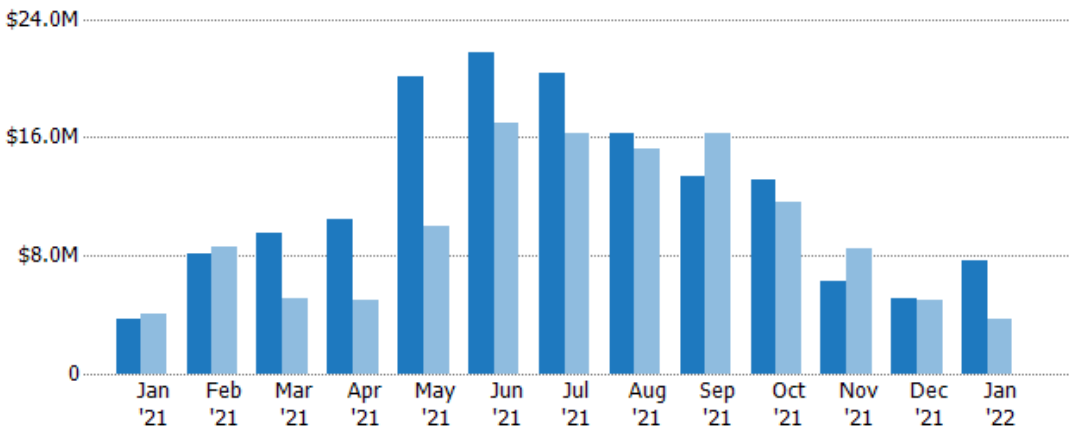
	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21	Jan '22
Current Year	17	28	38	42	67	57	64	61	47	35	23	17	22
Prior Year	23	21	21	28	42	76	59	61	51	46	32	26	17
Percent Change from Prior Year	-26%	33%	81%	50%	60%	-25%	8%	0%	-8%	-24%	-28%	-35%	29%

## 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



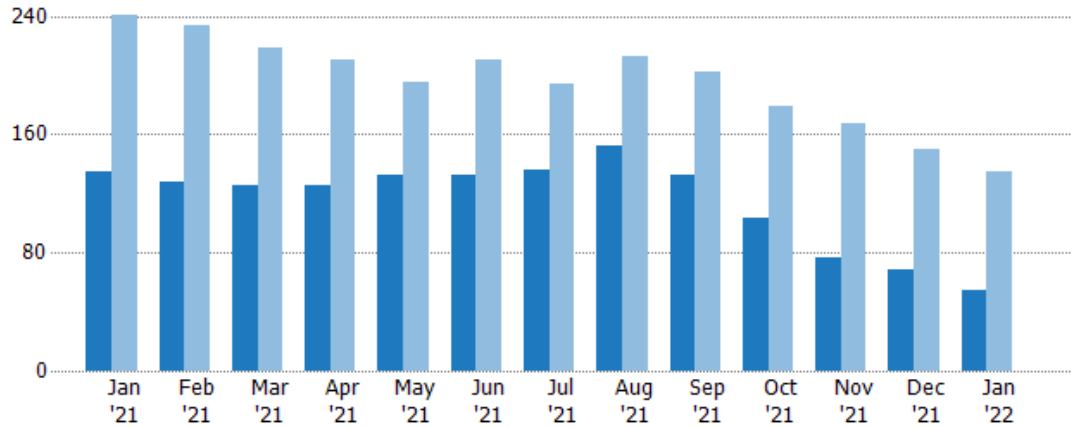
	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21	Jan '22
Current Year	\$3.69M	\$8.1M	\$9.55M	\$10.5M	\$20.1M	\$21.8M	\$20.4M	\$16.2M	\$13.4M	\$13.1M	\$6.32M	\$5.1M	\$7.64M
Prior Year	\$4.11M	\$8.58M	\$5.09M	\$4.98M	\$9.95M	\$16.9M	\$16.3M	\$15.2M	\$16.2M	\$11.6M	\$8.53M	\$5M	\$3.69M
Percent Change from Prior Year	-10%	-6%	88%	110%	102%	29%	25%	7%	-18%	13%	-26%	2%	107%

## 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



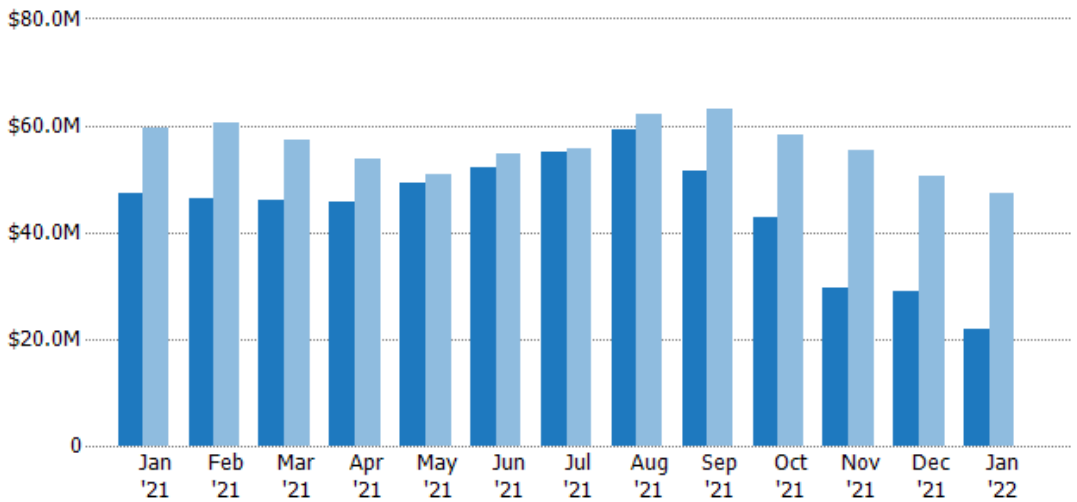
	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21	Jan '22
Current Year	135	128	126	125	133	133	136	152	132	103	77	69	54
Prior Year	241	234	218	210	195	210	194	213	202	179	167	150	135
Percent Change from Prior Year	-44%	-45%	-42%	-40%	-32%	-37%	-30%	-29%	-35%	-42%	-54%	-54%	-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: Orleans County, Vermont  
 Property Type:  
 Condo/Townhouse/Apt., Single Family



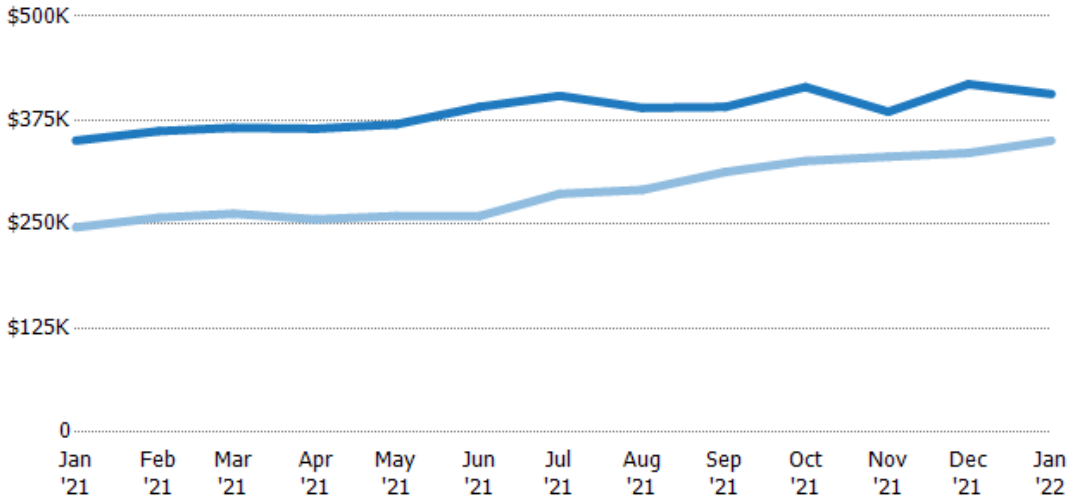
	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21	Jan '22
Current Year	\$47.3M	\$46.3M	\$46.1M	\$45.6M	\$49.2M	\$52M	\$55M	\$59.3M	\$51.6M	\$42.7M	\$29.7M	\$28.9M	\$22M
Prior Year	\$59.4M	\$60.4M	\$57.3M	\$53.8M	\$50.7M	\$54.6M	\$55.6M	\$62.1M	\$63.2M	\$58.4M	\$55.3M	\$50.4M	\$47.3M
Percent Change from Prior Year	-20%	-23%	-19%	-15%	-3%	-5%	-1%	-5%	-18%	-27%	-46%	-43%	-54%

## 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



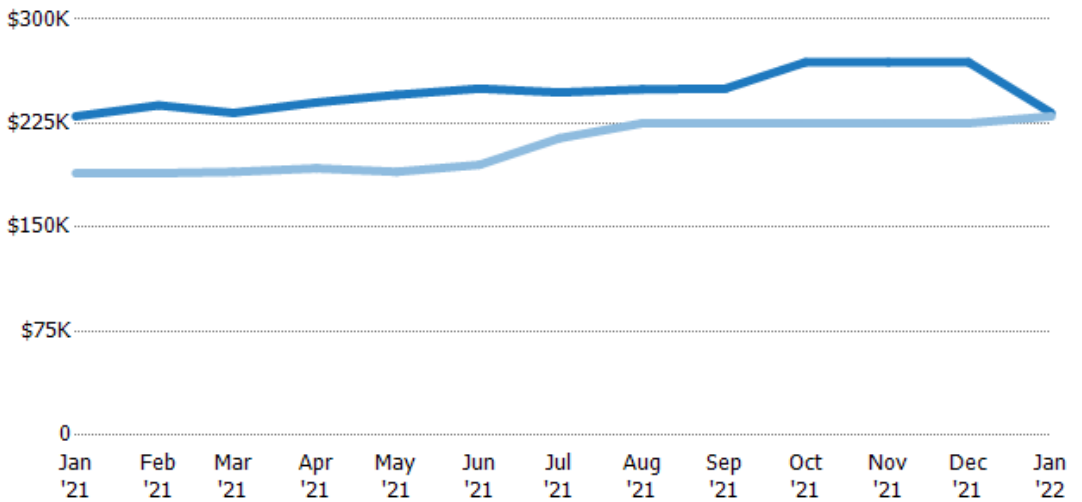
	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21	Jan '22
Current Year	\$351K	\$362K	\$366K	\$365K	\$370K	\$391K	\$404K	\$390K	\$391K	\$415K	\$385K	\$418K	\$407K
Prior Year	\$246K	\$258K	\$263K	\$256K	\$260K	\$260K	\$287K	\$291K	\$313K	\$326K	\$331K	\$336K	\$351K
Percent Change from Prior Year	42%	40%	39%	43%	42%	50%	41%	34%	25%	27%	16%	25%	16%

## 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



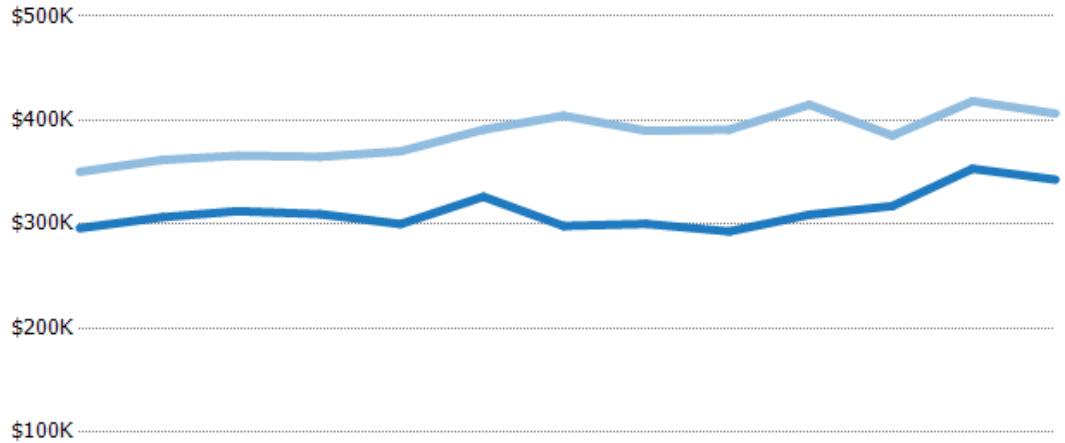
	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21	Jan '22
Current Year	\$230K	\$238K	\$232K	\$240K	\$246K	\$250K	\$247K	\$250K	\$250K	\$269K	\$269K	\$269K	\$233K
Prior Year	\$189K	\$189K	\$190K	\$192K	\$190K	\$195K	\$214K	\$225K	\$225K	\$225K	\$225K	\$225K	\$230K
Percent Change from Prior Year	22%	26%	22%	25%	29%	28%	15%	11%	11%	20%	20%	20%	1%

## 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



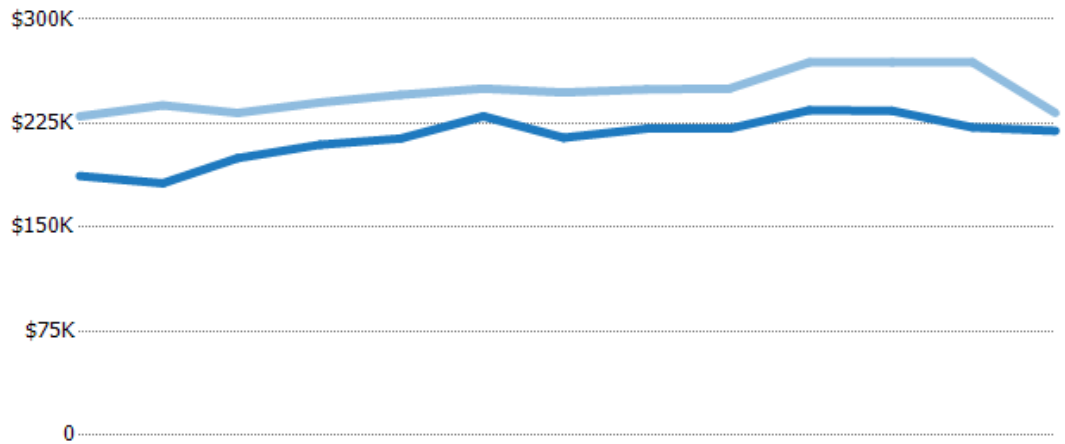
	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21	Jan '22
Avg Est Value	\$296K	\$307K	\$313K	\$310K	\$300K	\$326K	\$298K	\$300K	\$293K	\$309K	\$318K	\$353K	\$343K
Avg Listing Price	\$351K	\$362K	\$366K	\$365K	\$370K	\$391K	\$404K	\$390K	\$391K	\$415K	\$385K	\$418K	\$407K
Avg Listing Price as a % of Avg Est Value	118%	118%	117%	118%	123%	120%	136%	130%	133%	134%	121%	118%	119%

## 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



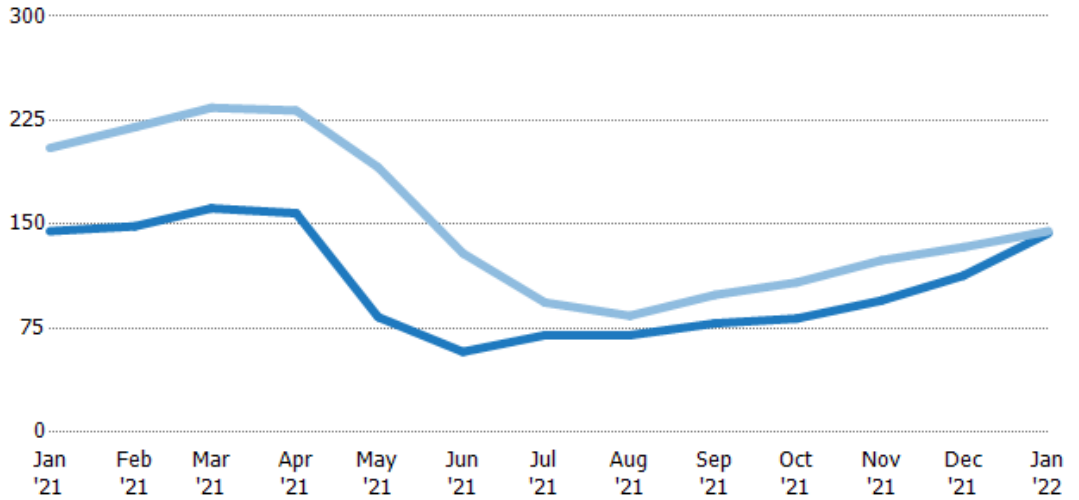
	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21	Jan '22
Median Est Value	\$187K	\$182K	\$200K	\$210K	\$214K	\$230K	\$215K	\$221K	\$221K	\$234K	\$234K	\$222K	\$220K
Median Listing Price	\$230K	\$238K	\$232K	\$240K	\$246K	\$250K	\$247K	\$250K	\$250K	\$269K	\$269K	\$269K	\$233K
Med Listing Price as a % of Med Est Value	123%	131%	116%	115%	115%	109%	115%	113%	113%	115%	115%	121%	106%

## 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



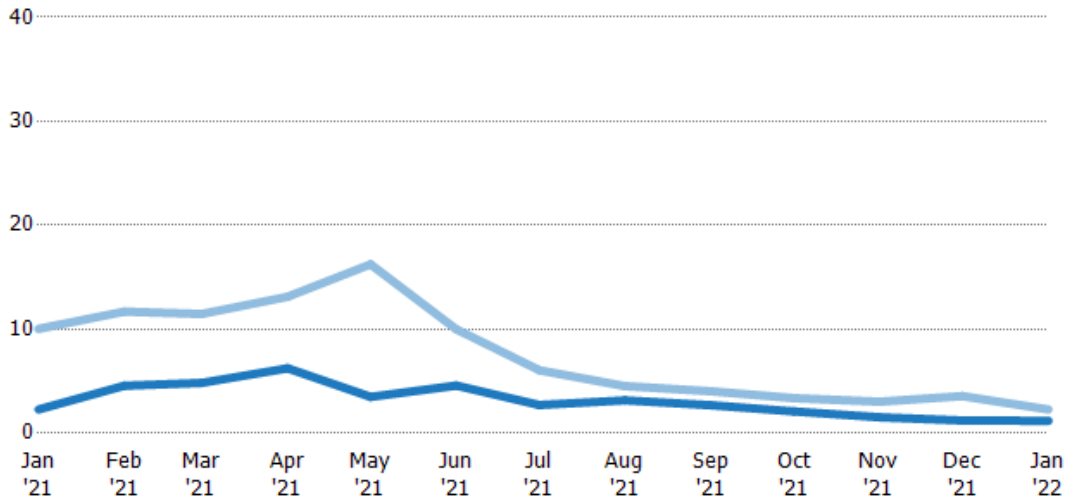
	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21	Jan '22
Current Year	145	149	162	158	83	58	70	70	78.5	82	95	113	144
Prior Year	205	220	234	232	191	129	93.5	84	99	108	124	134	145
Percent Change from Prior Year	-29%	-33%	-31%	-32%	-57%	-55%	-25%	-17%	-21%	-24%	-23%	-15%	-1%

## 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



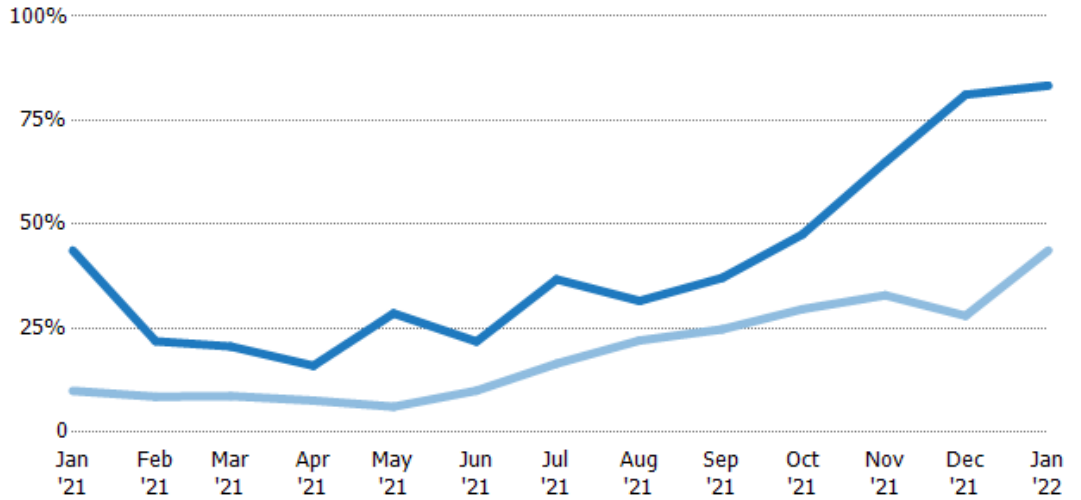
	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21	Jan '22
Current Year	2.29	4.57	4.85	6.25	3.5	4.59	2.72	3.17	2.69	2.1	1.54	1.23	1.2
Prior Year	10	11.7	11.5	13.1	16.3	10	6.06	4.53	4.04	3.38	3.04	3.57	2.29
Percent Change from Prior Year	-77%	-61%	-58%	-52%	-78%	-54%	-55%	-30%	-33%	-38%	-49%	-66%	-48%

## Absorption Rate

The percentage of inventory sold per month.

### Filters Used

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



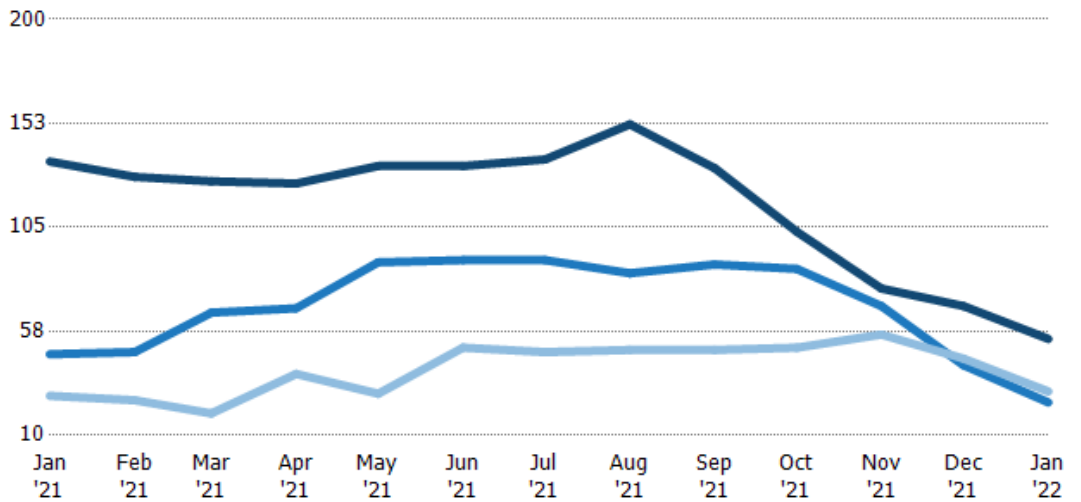
	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21	Jan '22
Current Year	44%	22%	21%	16%	29%	22%	37%	32%	37%	48%	65%	81%	83%
Prior Year	10%	9%	9%	8%	6%	10%	16%	22%	25%	30%	33%	28%	44%
Change from Prior Year	-34%	-13%	-12%	-8%	-22%	-12%	-20%	-10%	-12%	-18%	-32%	-53%	-40%

## 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



	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
Active	135	128	126	125	133	133	136	152	132	103	77	69	54
Pending	47	48	66	68	89	90	90	84	88	86	69	42	25
Sold	28	26	20	38	29	50	48	49	49	50	56	45	30

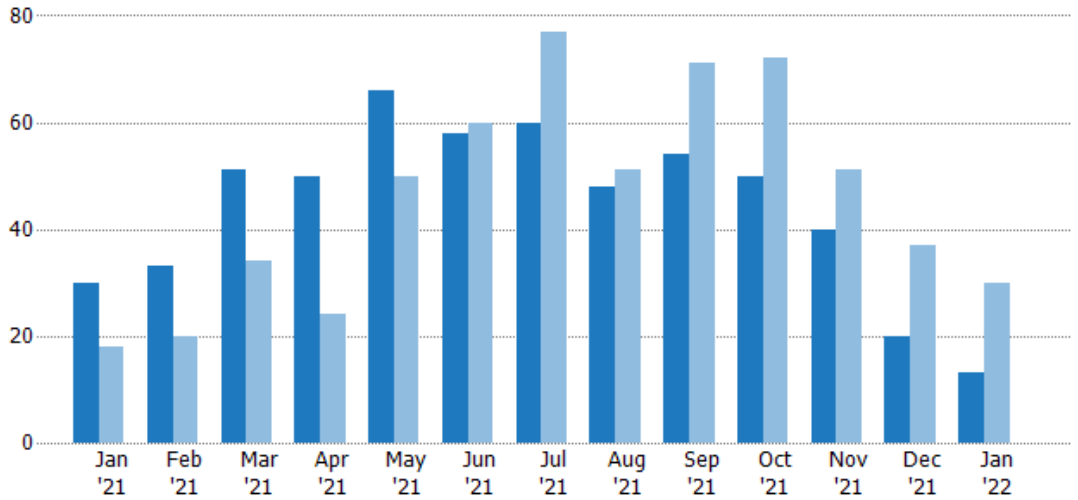
## New Pending Sales

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.
Jan '22	13	-56.7%
Jan '21	30	66.7%
Jan '20	18	16.7%



Current Year	30	33	51	50	66	58	60	48	54	50	40	20	13
Prior Year	18	20	34	24	50	60	77	51	71	72	51	37	30
Percent Change from Prior Year	67%	65%	50%	108%	32%	-3%	-22%	-6%	-24%	-31%	-22%	-46%	-57%

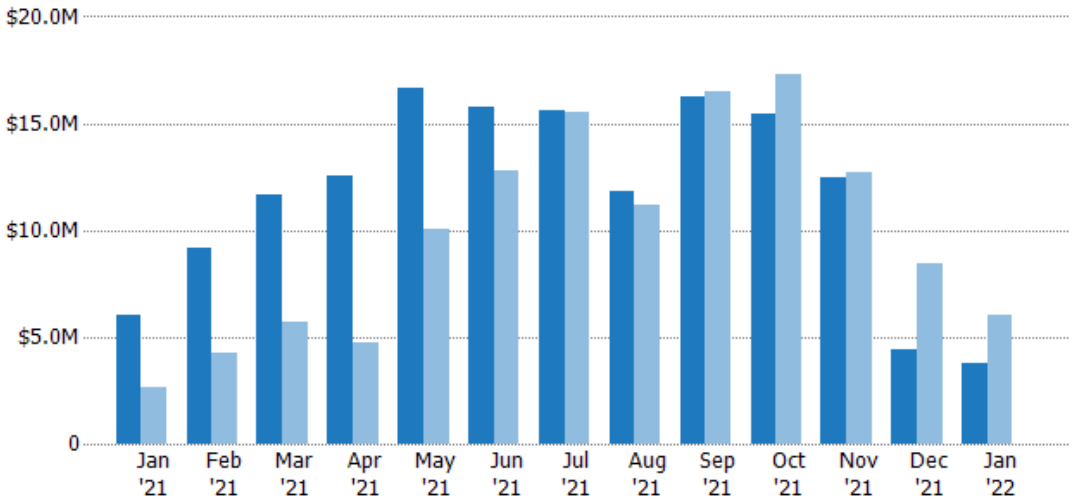
## New Pending Sales Volume

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.
Jan '22	\$3.81M	-37.1%
Jan '21	\$6.05M	125.8%
Jan '20	\$2.68M	26.8%



Current Year	\$6.05M	\$9.13M	\$11.7M	\$12.6M	\$16.6M	\$15.8M	\$15.6M	\$11.8M	\$16.2M	\$15.4M	\$12.5M	\$4.43M	\$3.81M
Prior Year	\$2.68M	\$4.25M	\$5.72M	\$4.7M	\$10.1M	\$12.8M	\$15.5M	\$11.2M	\$16.5M	\$17.3M	\$12.7M	\$8.42M	\$6.05M
Percent Change from Prior Year	126%	115%	104%	167%	65%	23%	0%	5%	-1%	-11%	-2%	-47%	-37%

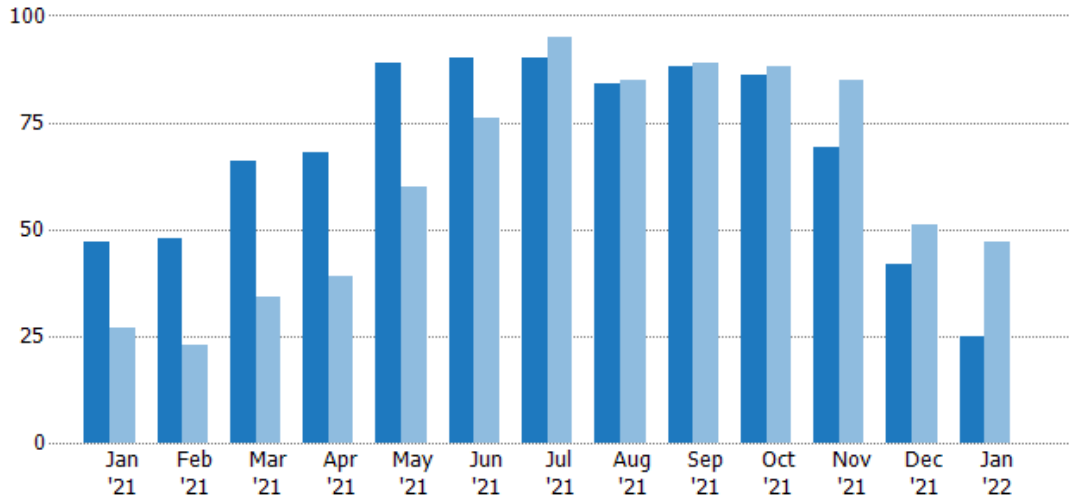


## Pending Sales

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



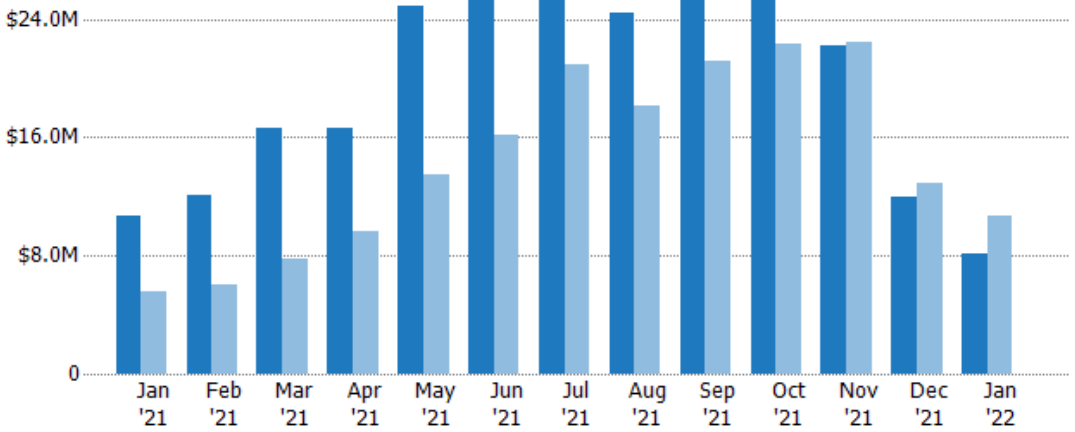
	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21	Jan '22
Current Year	47	48	66	68	89	90	90	84	88	86	69	42	25
Prior Year	27	23	34	39	60	76	95	85	89	88	85	51	47
Percent Change from Prior Year	74%	109%	94%	74%	48%	18%	-5%	-1%	-1%	-2%	-19%	-18%	-47%

## 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



	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	\$10.7M	\$12.1M	\$16.6M	\$16.6M	\$24.9M	\$25.5M	\$25.7M	\$24.4M	\$25.7M	\$25.7M	\$22.2M	\$12M	\$8.12M
Prior Year	\$5.51M	\$6.02M	\$7.75M	\$9.66M	\$13.4M	\$16.1M	\$20.9M	\$18.1M	\$21.1M	\$22.4M	\$22.4M	\$12.9M	\$10.7M
Percent Change from Prior Year	95%	101%	115%	72%	85%	58%	23%	35%	21%	15%	-1%	-7%	-24%

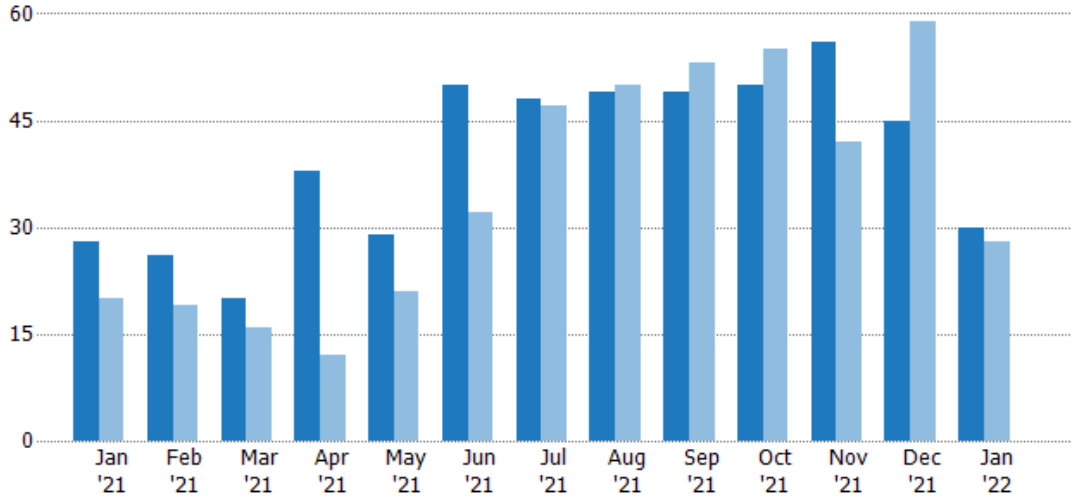
## Closed Sales

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.
Jan '22	30	7.1%
Jan '21	28	40%
Jan '20	20	0%



Current Year	28	26	20	38	29	50	48	49	49	50	56	45	30
Prior Year	20	19	16	12	21	32	47	50	53	55	42	59	28
Percent Change from Prior Year	40%	37%	25%	217%	38%	56%	2%	-2%	-8%	-9%	33%	-24%	7%

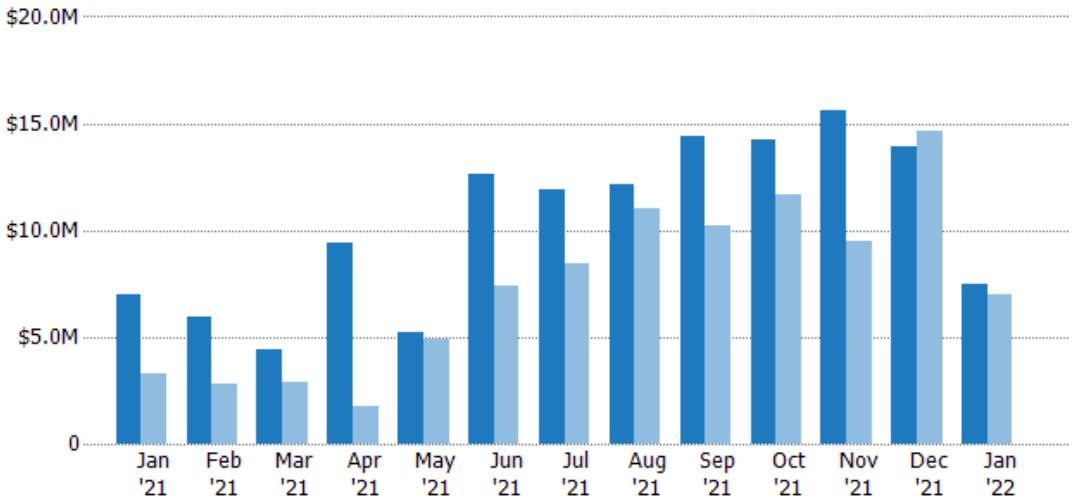
## Closed Sales Volume

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.
Jan '22	\$7.48M	7%
Jan '21	\$6.99M	113.3%
Jan '20	\$3.28M	-8.9%



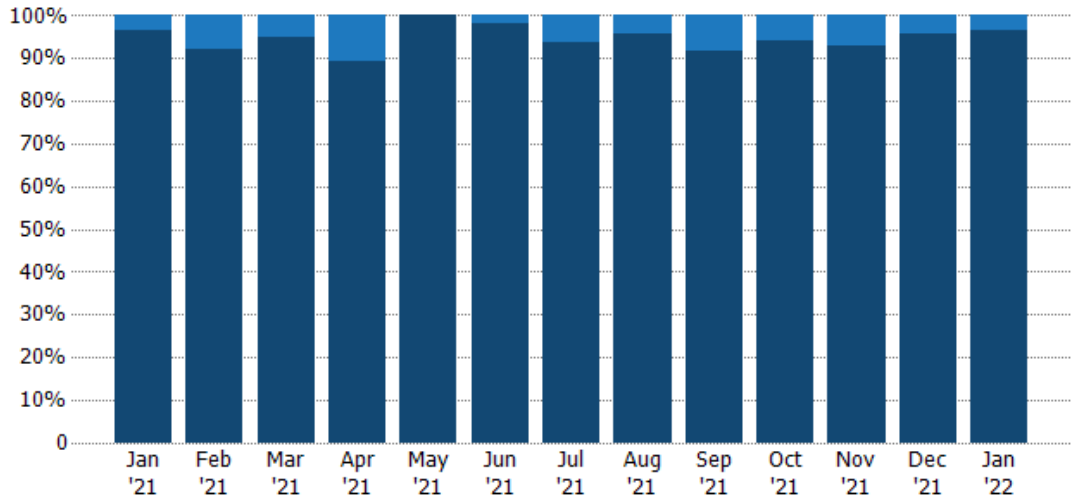
Current Year	\$6.99M	\$5.91M	\$4.41M	\$9.42M	\$5.18M	\$12.7M	\$11.9M	\$12.2M	\$14.4M	\$14.2M	\$15.6M	\$13.9M	\$7.48M
Prior Year	\$3.28M	\$2.81M	\$2.86M	\$1.73M	\$4.88M	\$7.38M	\$8.4M	\$11M	\$10.2M	\$11.7M	\$9.5M	\$14.7M	\$6.99M
Percent Change from Prior Year	113%	110%	54%	445%	6%	72%	42%	11%	41%	22%	64%	-5%	7%

## 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



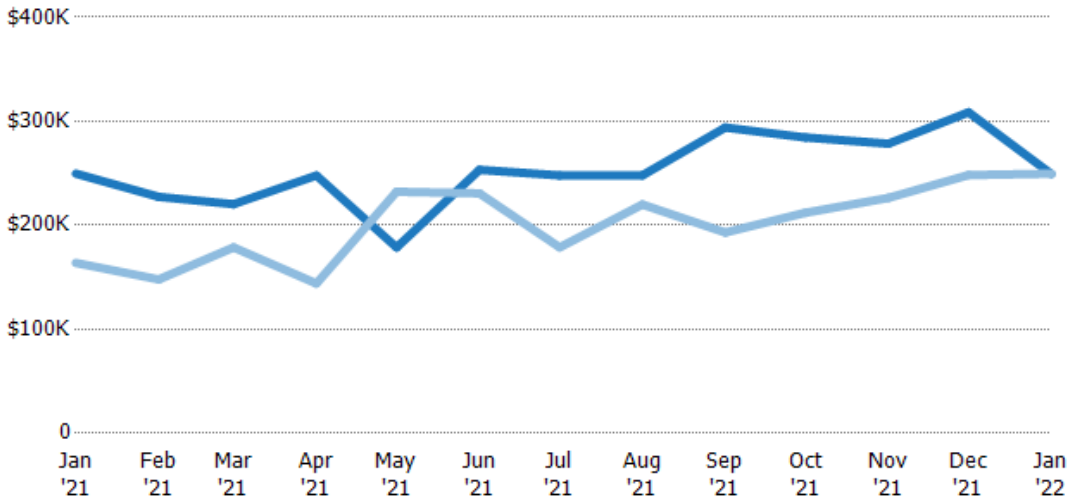
Condo/Townhouse	4%	8%	5%	11%	-	2%	6%	4%	8%	6%	7%	4%	3%
Single Family Residence	96%	92%	95%	89%	100%	98%	94%	96%	92%	94%	93%	96%	97%

## 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



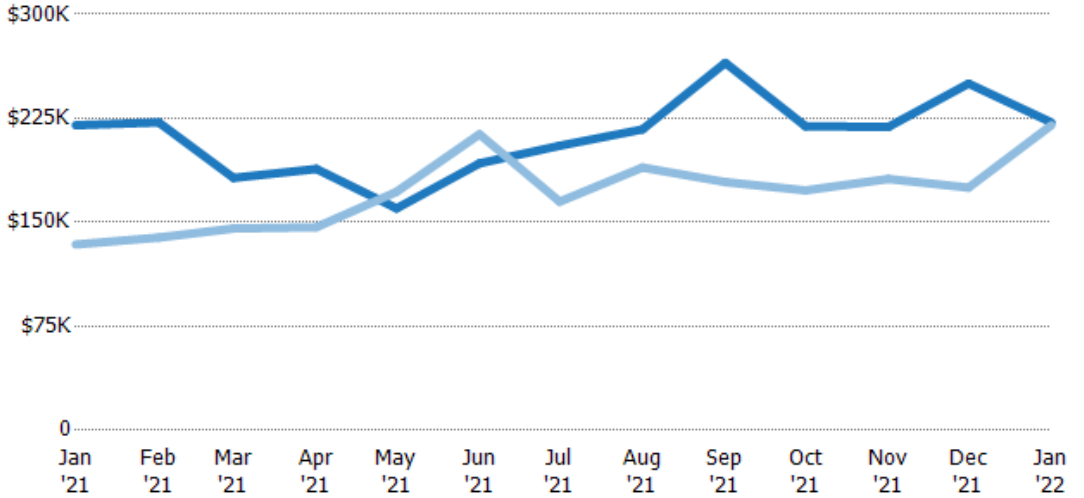
Current Year	\$250K	\$227K	\$220K	\$248K	\$179K	\$253K	\$248K	\$248K	\$294K	\$284K	\$278K	\$309K	\$249K
Prior Year	\$164K	\$148K	\$179K	\$144K	\$232K	\$231K	\$179K	\$220K	\$193K	\$212K	\$226K	\$248K	\$250K
Percent Change from Prior Year	52%	54%	23%	72%	-23%	10%	39%	13%	52%	34%	23%	24%	0%

## 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



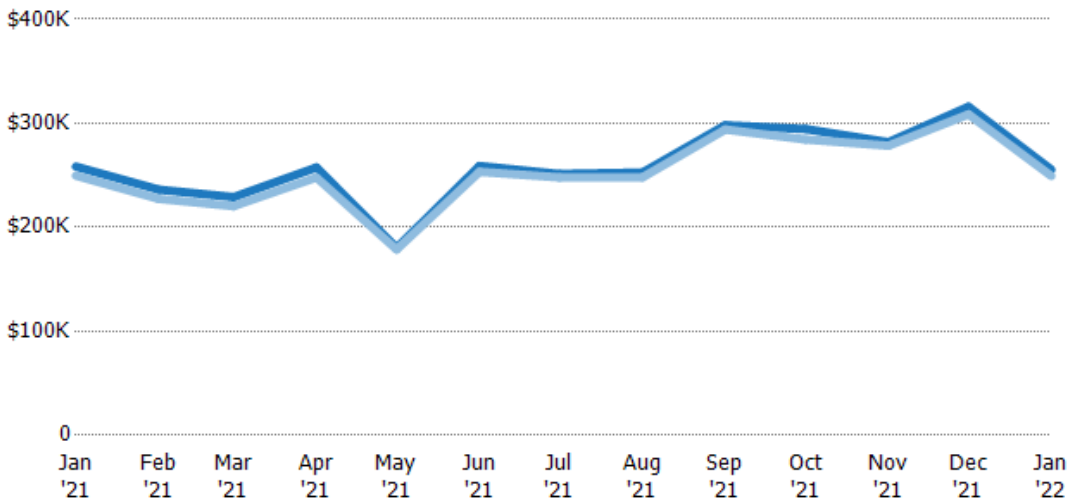
Current Year	\$220K	\$222K	\$182K	\$188K	\$160K	\$193K	\$205K	\$217K	\$265K	\$219K	\$219K	\$250K	\$222K
Prior Year	\$134K	\$139K	\$146K	\$146K	\$172K	\$214K	\$165K	\$190K	\$179K	\$173K	\$181K	\$175K	\$220K
Percent Change from Prior Year	64%	60%	25%	29%	-7%	-10%	24%	15%	48%	27%	21%	43%	1%

## 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



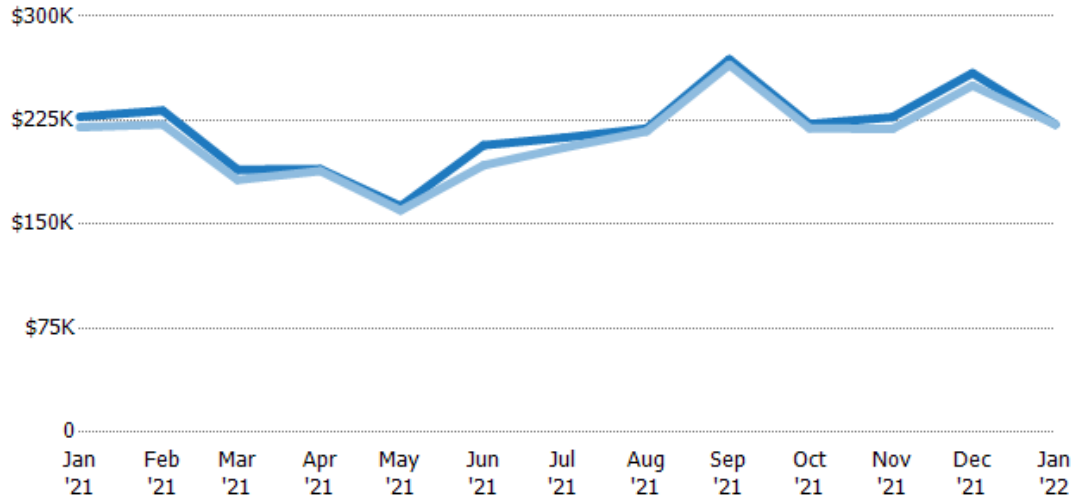
Avg List Price	\$258K	\$236K	\$229K	\$258K	\$180K	\$259K	\$251K	\$253K	\$298K	\$294K	\$282K	\$316K	\$255K
Avg Sales Price	\$250K	\$227K	\$220K	\$248K	\$179K	\$253K	\$248K	\$248K	\$294K	\$284K	\$278K	\$309K	\$249K
Avg Sales Price as a % of Avg List Price	97%	96%	96%	96%	99%	98%	99%	98%	99%	97%	99%	98%	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



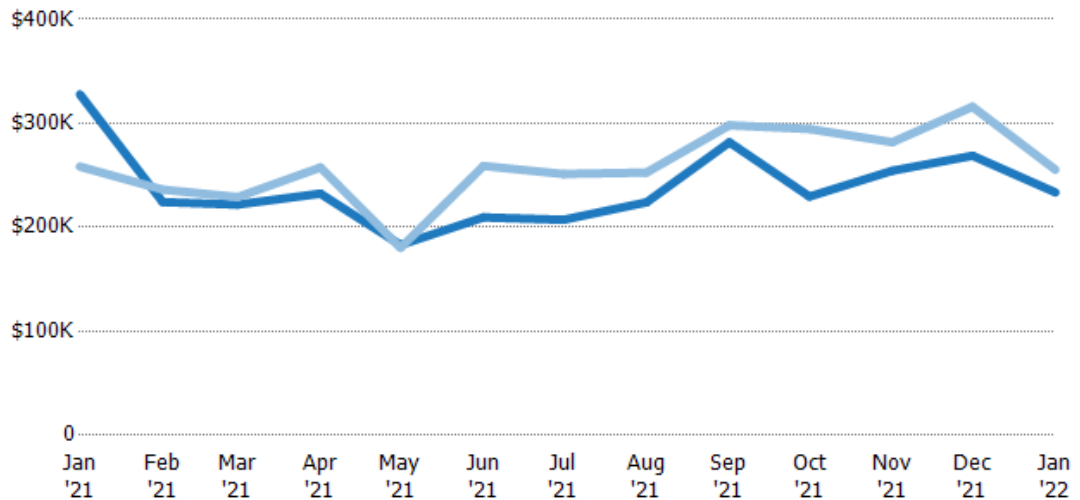
	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21	Jan '22
Median List Price	\$228K	\$232K	\$189K	\$190K	\$163K	\$207K	\$212K	\$219K	\$269K	\$222K	\$227K	\$259K	\$222K
Median Sales Price	\$220K	\$222K	\$182K	\$188K	\$160K	\$193K	\$205K	\$217K	\$265K	\$219K	\$219K	\$250K	\$222K
Med Sales Price as a % of Med List Price	97%	96%	96%	99%	98%	93%	97%	99%	99%	99%	96%	97%	100%

## 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



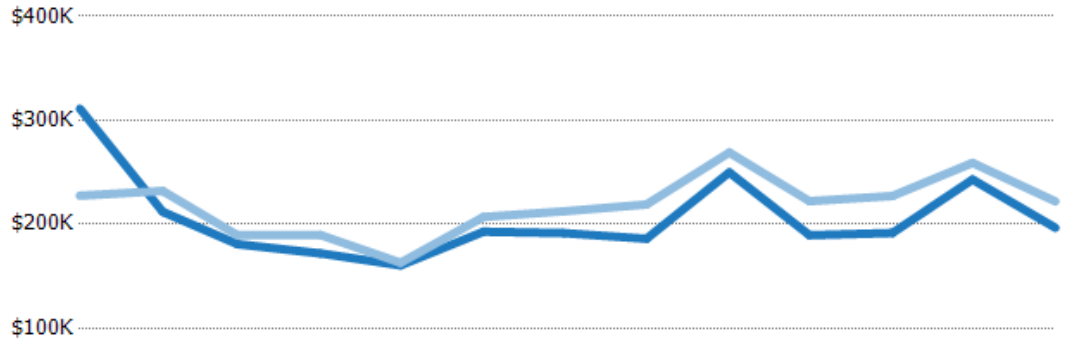
	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21	Jan '22
Avg Est Value	\$328K	\$224K	\$222K	\$232K	\$183K	\$209K	\$207K	\$224K	\$282K	\$230K	\$254K	\$269K	\$234K
Avg Sales Price	\$258K	\$236K	\$229K	\$258K	\$180K	\$259K	\$251K	\$253K	\$298K	\$294K	\$282K	\$316K	\$255K
Avg Sales Price as a % of Avg Est Value	79%	105%	103%	111%	98%	124%	121%	113%	106%	128%	111%	118%	109%

## 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



	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	\$311K	\$212K	\$181K	\$172K	\$161K	\$193K	\$192K	\$186K	\$250K	\$190K	\$192K	\$243K	\$197K
Median Sales Price	\$228K	\$232K	\$189K	\$190K	\$163K	\$207K	\$212K	\$219K	\$269K	\$222K	\$227K	\$259K	\$222K
Med Sales Price as a % of Med Est Value	73%	109%	105%	110%	102%	107%	111%	118%	108%	117%	119%	107%	113%