

Summary of Key Listing and Sales Metrics

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

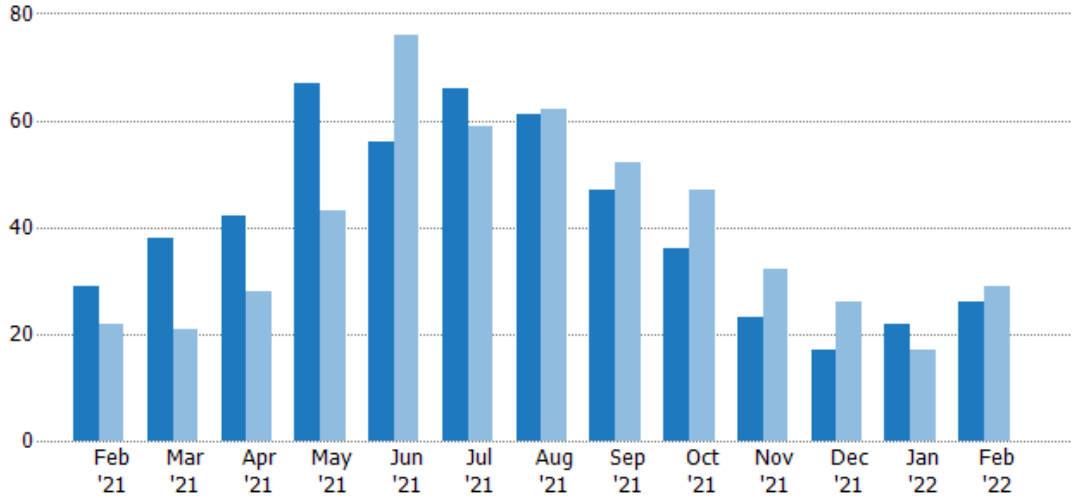
Key Metrics	Feb 2022	Feb 2021	+ / -	YTD 2022	YTD 2021	+ / -
Listing Activity Charts Metrics						
New Listing Count	26	29	-10.3%	48	46	+4.3%
New Listing Volume	\$9,003,295	\$8,720,200	+3.2%	\$16,639,494	\$12,410,400	+34.1%
Active Listing Count	41	131	-68.7%	N/A	N/A	
Active Listing Volume	\$15,204,795	\$47,315,281	-67.9%	N/A	N/A	
Average Listing Price	\$370,849	\$361,185	+2.7%	\$391,148	\$354,488	+10.3%
Median Listing Price	\$235,000	\$235,900	-0.4%	\$233,579	\$230,328	+1.4%
Median Days in RPR	76	148	-48.6%	116.5	146.5	-20.5%
Months of Inventory	1.4	4.7	-70.8%	1.7	6.9	-75.3%
Absorption Rate	73.17%	21.37%	+51.8%	58.95%	14.55%	+44.4%
Sales Activity Charts Metrics						
New Pending Sales Count	10	34	-70.6%	22	64	-65.6%
New Pending Sales Volume	\$2,110,600	\$9,295,700	-77.3%	\$5,525,999	\$15,347,700	-64%
Pending Sales Count	15	48	-68.8%	N/A	N/A	
Pending Sales Volume	\$3,864,799	\$12,125,100	-68.1%	N/A	N/A	
Closed Sales Count	20	28	-28.6%	50	56	-10.7%
Closed Sales Volume	\$5,904,000	\$6,427,800	-8.1%	\$13,383,060	\$13,417,600	-0.3%
Average Sales Price	\$295,200	\$229,564	+28.6%	\$267,661	\$239,600	+11.7%
Median Sales Price	\$218,500	\$242,000	-9.7%	\$220,600	\$231,000	-4.5%

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



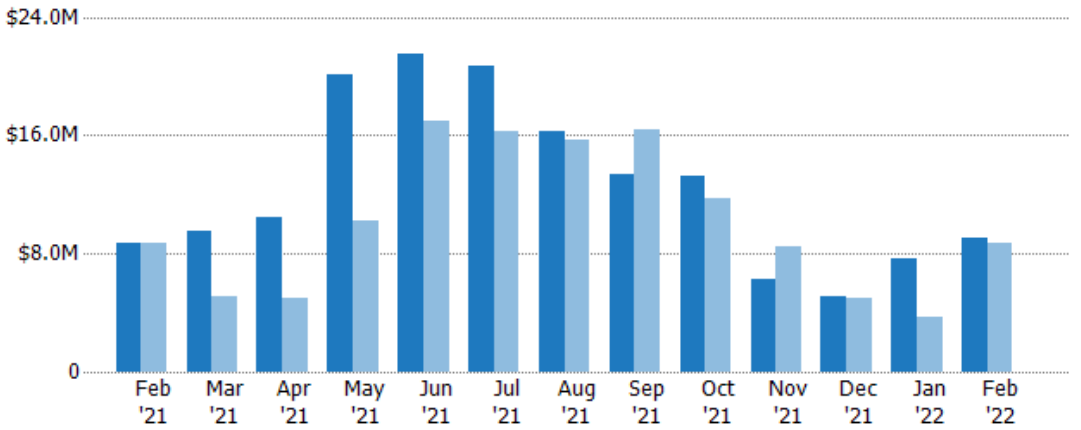
	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21	Jan '22	Feb '22
Current Year	29	38	42	67	56	66	61	47	36	23	17	22	26
Prior Year	22	21	28	43	76	59	62	52	47	32	26	17	29
Percent Change from Prior Year	32%	81%	50%	56%	-26%	12%	-2%	-10%	-23%	-28%	-35%	29%	-10%

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



	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21	Jan '22	Feb '22
Current Year	\$8.72M	\$9.55M	\$10.5M	\$20.1M	\$21.5M	\$20.7M	\$16.2M	\$13.4M	\$13.3M	\$6.32M	\$5.1M	\$7.64M	\$9M
Prior Year	\$8.69M	\$5.09M	\$4.98M	\$10.2M	\$16.9M	\$16.3M	\$15.7M	\$16.4M	\$11.8M	\$8.53M	\$5M	\$3.69M	\$8.72M
Percent Change from Prior Year	0%	88%	110%	97%	27%	27%	3%	-18%	13%	-26%	2%	107%	3%

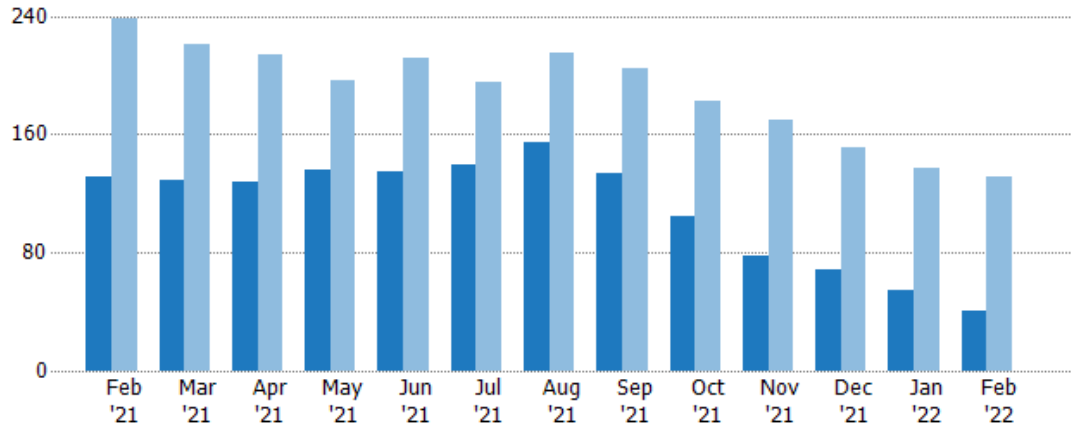
Active Listings

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.
Feb '22	41	-68.7%
Feb '21	131	-45%
Feb '20	238	17.6%



Current Year	131	129	128	136	135	139	154	134	105	78	69	54	41
Prior Year	238	221	214	197	211	195	215	205	183	170	151	137	131
Percent Change from Prior Year	-45%	-42%	-40%	-31%	-36%	-29%	-28%	-35%	-43%	-54%	-54%	-61%	-69%

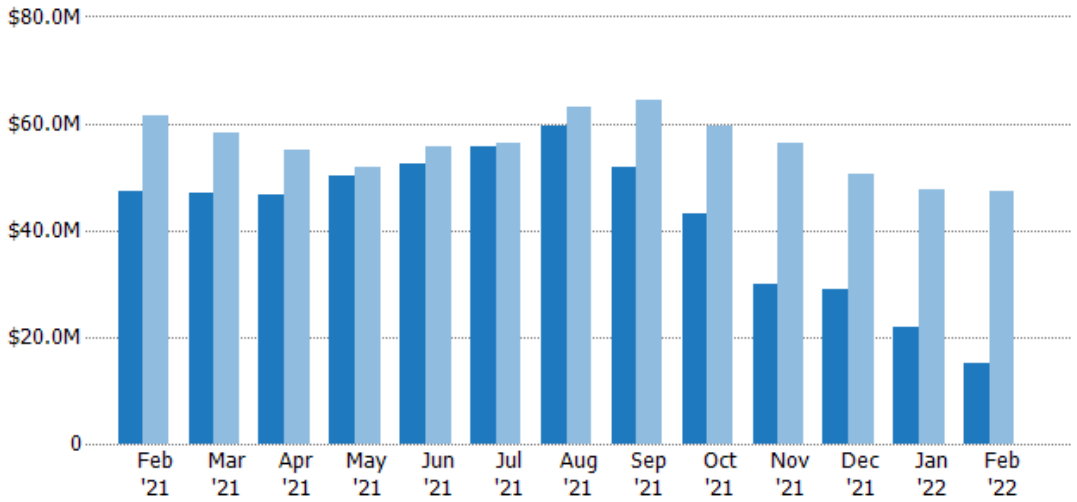
Active Listing Volume

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.
Feb '22	\$15.2M	-67.9%
Feb '21	\$47.3M	-23.2%
Feb '20	\$61.6M	16.2%



Current Year	\$47.3M	\$47.1M	\$46.6M	\$50.2M	\$52.4M	\$55.5M	\$59.6M	\$51.9M	\$43.1M	\$29.8M	\$28.9M	\$22M	\$15.2M
Prior Year	\$61.6M	\$58.3M	\$55M	\$51.7M	\$55.6M	\$56.3M	\$62.9M	\$64.2M	\$59.6M	\$56.3M	\$50.4M	\$47.7M	\$47.3M
Percent Change from Prior Year	-23%	-19%	-15%	-3%	-6%	-1%	-5%	-19%	-28%	-47%	-43%	-54%	-68%

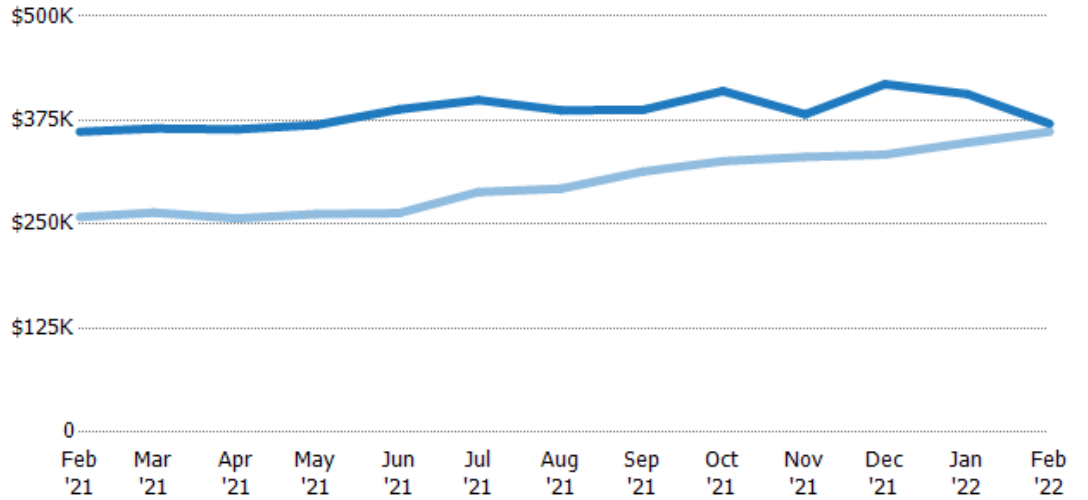
Average Listing Price

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.
Feb '22	\$371K	2.7%
Feb '21	\$361K	39.6%
Feb '20	\$259K	-1.2%



Current Year	\$361K	\$365K	\$364K	\$369K	\$388K	\$399K	\$387K	\$388K	\$410K	\$382K	\$418K	\$407K	\$371K
Prior Year	\$259K	\$264K	\$257K	\$262K	\$263K	\$289K	\$293K	\$313K	\$326K	\$331K	\$334K	\$348K	\$361K
Percent Change from Prior Year	40%	38%	42%	41%	47%	38%	32%	24%	26%	15%	25%	17%	3%

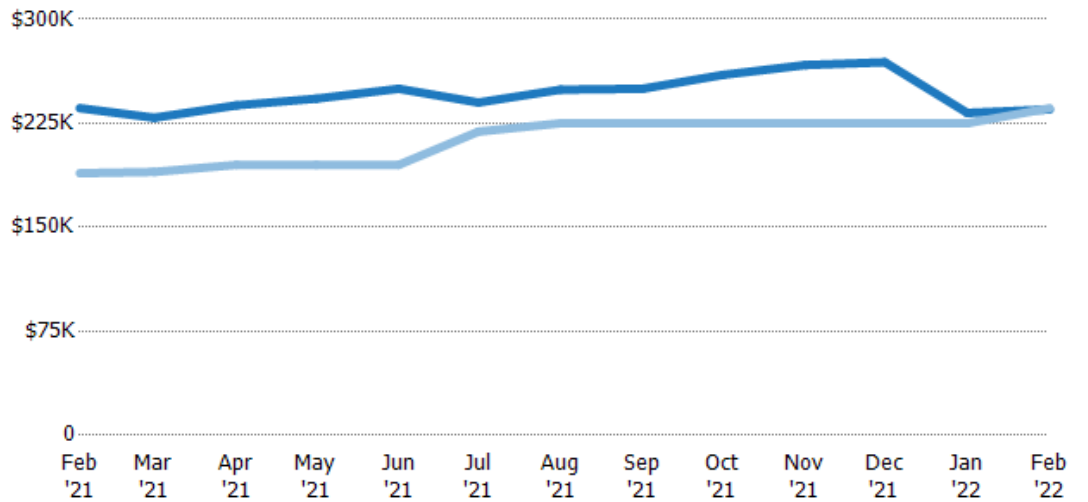
Median Listing Price

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.
Feb '22	\$235K	-0.4%
Feb '21	\$236K	24.8%
Feb '20	\$189K	15.9%



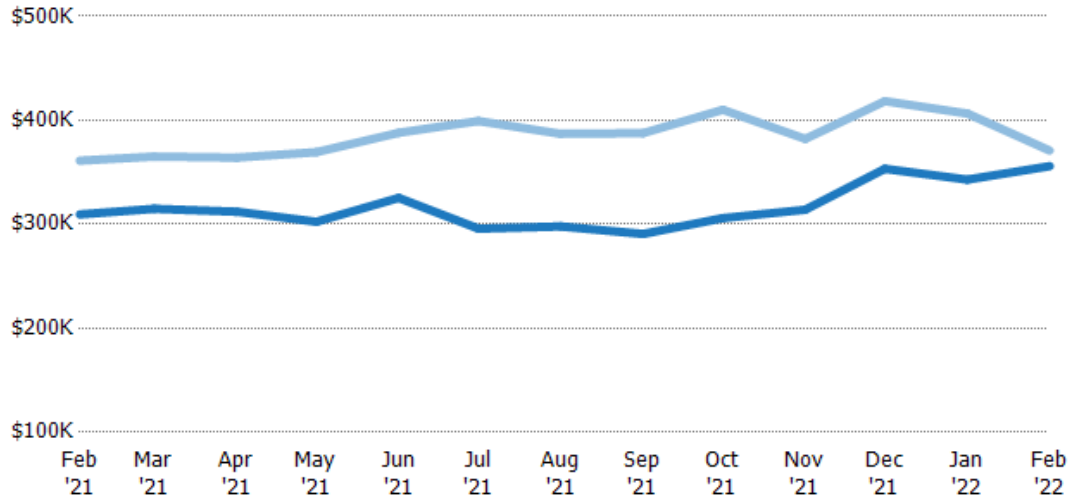
Current Year	\$236K	\$229K	\$238K	\$243K	\$250K	\$240K	\$249K	\$250K	\$260K	\$267K	\$269K	\$233K	\$235K
Prior Year	\$189K	\$190K	\$195K	\$195K	\$195K	\$219K	\$225K	\$225K	\$225K	\$225K	\$225K	\$225K	\$236K
Percent Change from Prior Year	25%	21%	22%	24%	28%	10%	11%	11%	16%	19%	20%	3%	0%

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



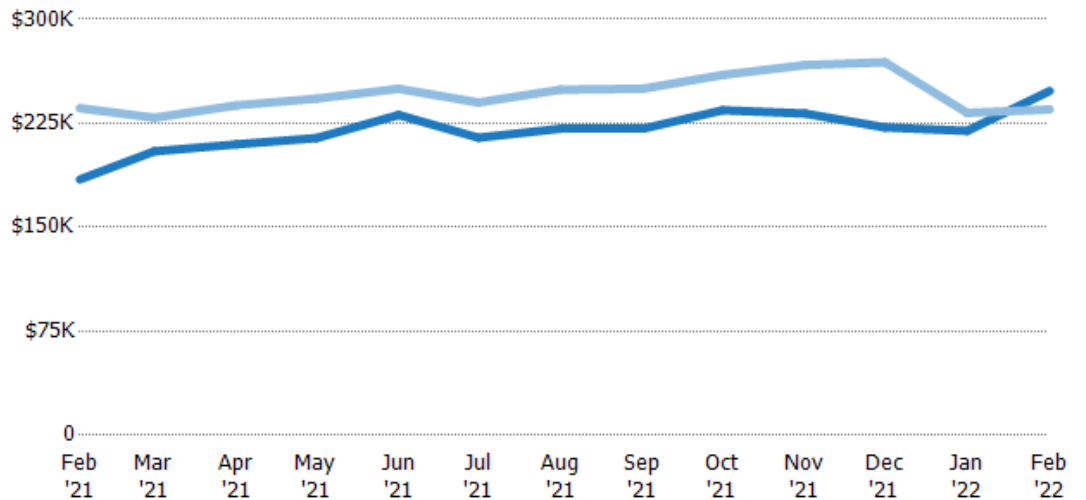
	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21	Jan '22	Feb '22
Avg Est Value	\$310K	\$315K	\$312K	\$302K	\$325K	\$296K	\$298K	\$291K	\$306K	\$314K	\$353K	\$343K	\$356K
Avg Listing Price	\$361K	\$365K	\$364K	\$369K	\$388K	\$399K	\$387K	\$388K	\$410K	\$382K	\$418K	\$407K	\$371K
Avg Listing Price as a % of Avg Est Value	117%	116%	117%	122%	119%	135%	130%	133%	134%	122%	118%	119%	104%

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



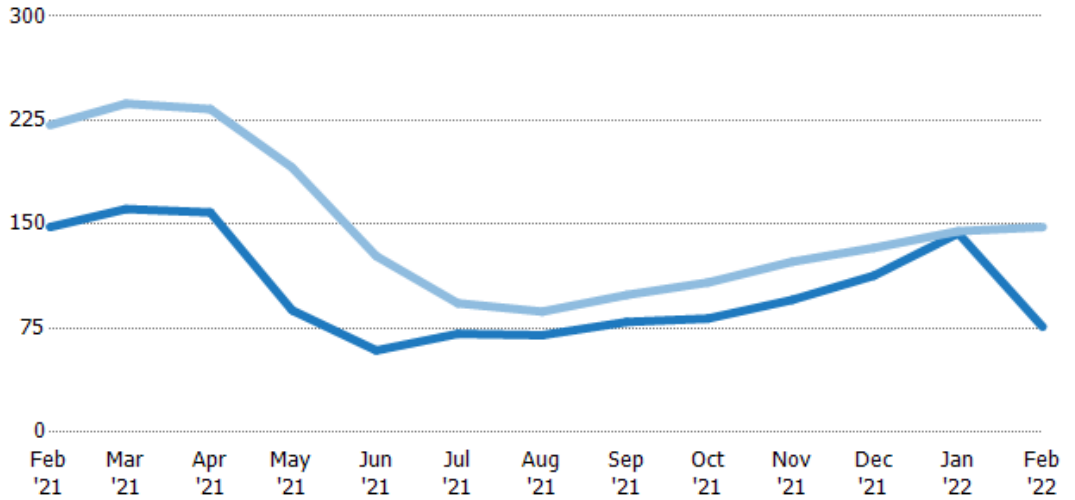
	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21	Jan '22	Feb '22
Median Est Value	\$185K	\$205K	\$210K	\$214K	\$231K	\$215K	\$221K	\$221K	\$234K	\$232K	\$222K	\$220K	\$248K
Median Listing Price	\$236K	\$229K	\$238K	\$243K	\$250K	\$240K	\$249K	\$250K	\$260K	\$267K	\$269K	\$233K	\$235K
Med Listing Price as a % of Med Est Value	128%	112%	113%	113%	108%	112%	113%	113%	111%	115%	121%	106%	95%

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



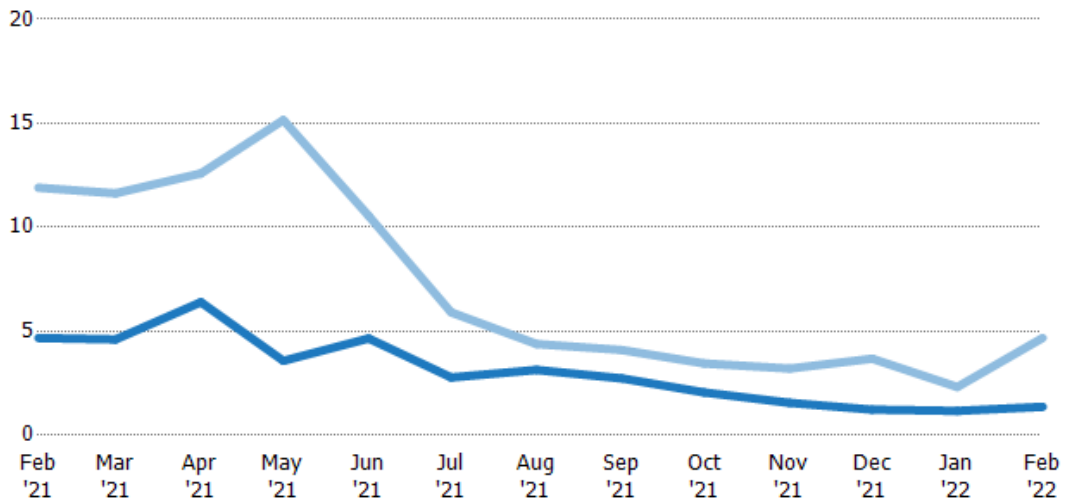
	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21	Jan '22	Feb '22
Current Year	148	161	159	88	59	71	70	79.5	82	95.5	113	144	76
Prior Year	222	237	233	191	127	93	87	99	108	123	133	145	148
Percent Change from Prior Year	-33%	-32%	-32%	-54%	-54%	-24%	-20%	-20%	-24%	-22%	-15%	-1%	-49%

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



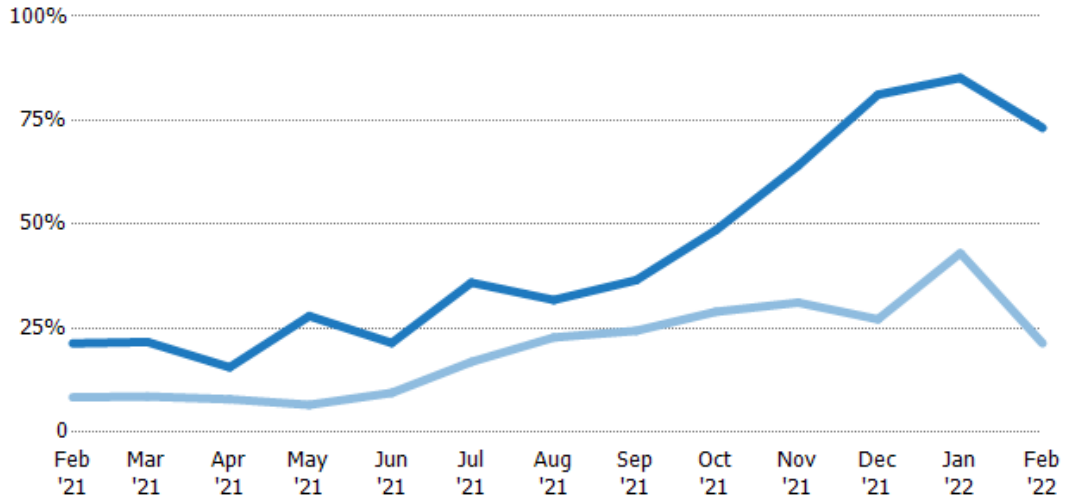
	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21	Jan '22	Feb '22
Current Year	4.68	4.61	6.4	3.58	4.66	2.78	3.14	2.73	2.06	1.56	1.23	1.17	1.37
Prior Year	11.9	11.6	12.6	15.2	10.6	5.91	4.39	4.1	3.45	3.21	3.68	2.32	4.68
Percent Change from Prior Year	-61%	-60%	-49%	-76%	-56%	-53%	-28%	-33%	-40%	-51%	-67%	-49%	-71%

Absorption Rate

The percentage of inventory sold per month.

Filters Used

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



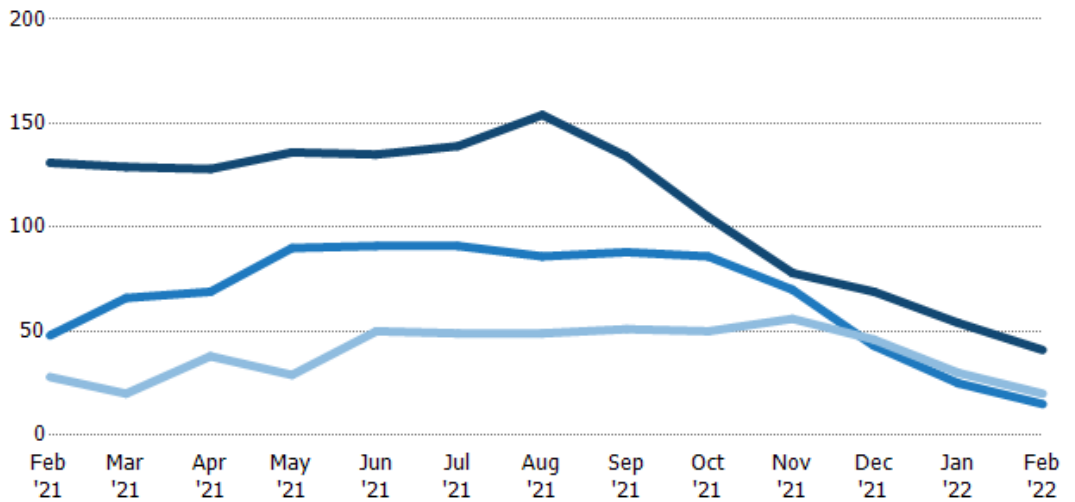
	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21	Jan '22	Feb '22
Current Year	21%	22%	16%	28%	21%	36%	32%	37%	49%	64%	81%	85%	73%
Prior Year	8%	9%	8%	7%	9%	17%	23%	24%	29%	31%	27%	43%	21%
Change from Prior Year	-13%	-13%	-8%	-21%	-12%	-19%	-9%	-12%	-20%	-33%	-54%	-42%	-52%

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



	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21	Jan '22	Feb '22
Active	131	129	128	136	135	139	154	134	105	78	69	54	41
Pending	48	66	69	90	91	91	86	88	86	70	43	25	15
Sold	28	20	38	29	50	49	49	51	50	56	46	30	20

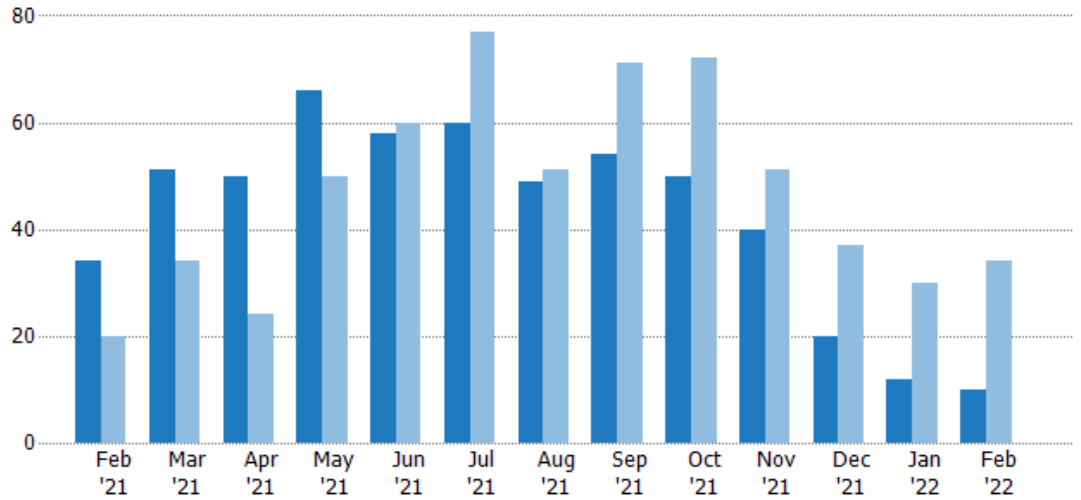
New Pending Sales

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.
Feb '22	10	-70.6%
Feb '21	34	70%
Feb '20	20	0%



Current Year	34	51	50	66	58	60	49	54	50	40	20	12	10
Prior Year	20	34	24	50	60	77	51	71	72	51	37	30	34
Percent Change from Prior Year	70%	50%	108%	32%	-3%	-22%	-4%	-24%	-31%	-22%	-46%	-60%	-71%

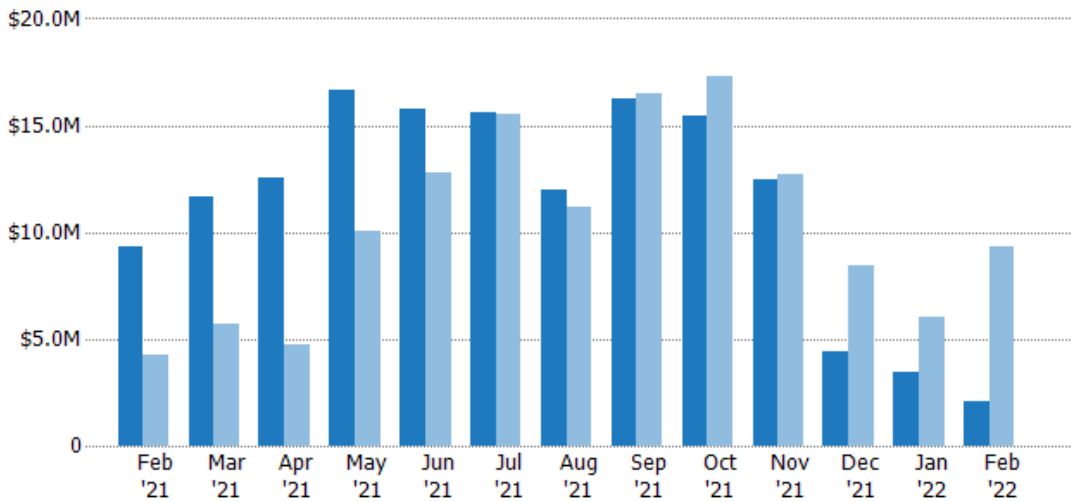
New Pending Sales Volume

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.
Feb '22	\$2.11M	-77.3%
Feb '21	\$9.3M	118.7%
Feb '20	\$4.25M	-33.2%



Current Year	\$9.3M	\$11.7M	\$12.6M	\$16.6M	\$15.8M	\$15.6M	\$12M	\$16.2M	\$15.4M	\$12.5M	\$4.43M	\$3.42M	\$2.11M
Prior Year	\$4.25M	\$5.72M	\$4.7M	\$10.1M	\$12.8M	\$15.5M	\$11.2M	\$16.5M	\$17.3M	\$12.7M	\$8.42M	\$6.05M	\$9.3M
Percent Change from Prior Year	119%	104%	167%	65%	23%	0%	7%	-1%	-11%	-2%	-47%	-44%	-77%

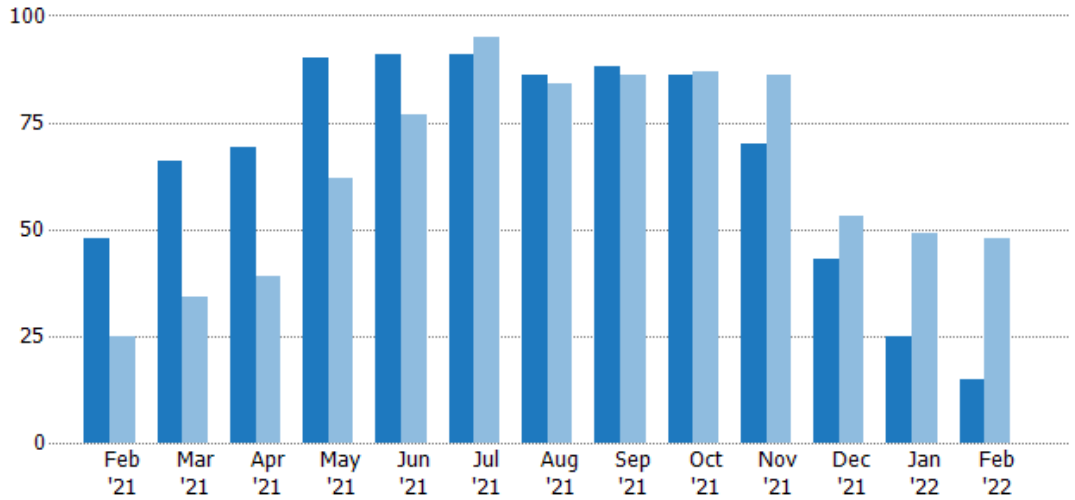
Pending Sales

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

Month/Year	Count	% Chg.
Feb '22	15	-68.8%
Feb '21	48	92%
Feb '20	25	0%



Current Year	48	66	69	90	91	91	86	88	86	70	43	25	15
Prior Year	25	34	39	62	77	95	84	86	87	86	53	49	48
Percent Change from Prior Year	92%	94%	77%	45%	18%	-4%	2%	2%	-1%	-19%	-19%	-49%	-69%

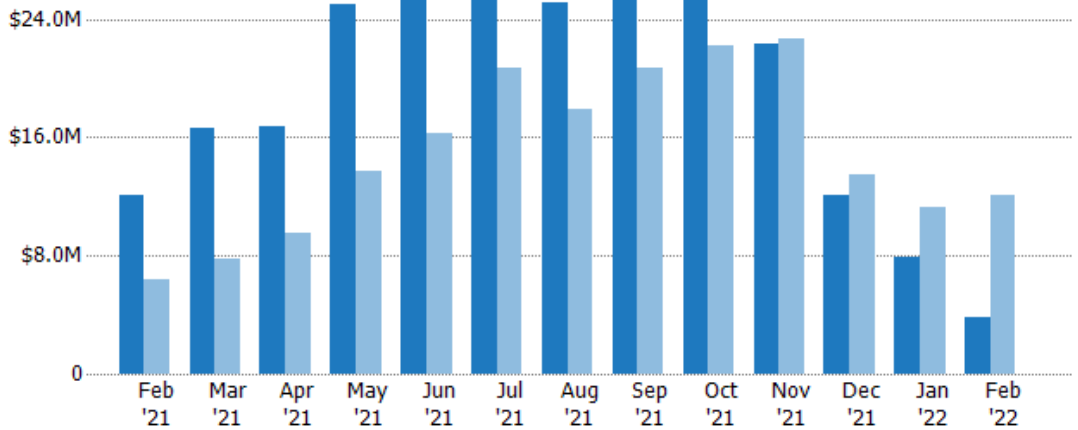
Pending Sales Volume

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

Month/Year	Volume	% Chg.
Feb '22	\$3.86M	-68.1%
Feb '21	\$12.1M	89.7%
Feb '20	\$6.39M	-35%



Current Year	\$12.1M	\$16.6M	\$16.7M	\$25M	\$25.9M	\$26.2M	\$25.2M	\$25.7M	\$25.7M	\$22.3M	\$12.1M	\$7.87M	\$3.86M
Prior Year	\$6.39M	\$7.72M	\$9.55M	\$13.7M	\$16.2M	\$20.6M	\$18M	\$20.6M	\$22.2M	\$22.7M	\$13.4M	\$11.3M	\$12.1M
Percent Change from Prior Year	90%	115%	75%	82%	60%	27%	40%	24%	16%	-2%	-10%	-30%	-68%

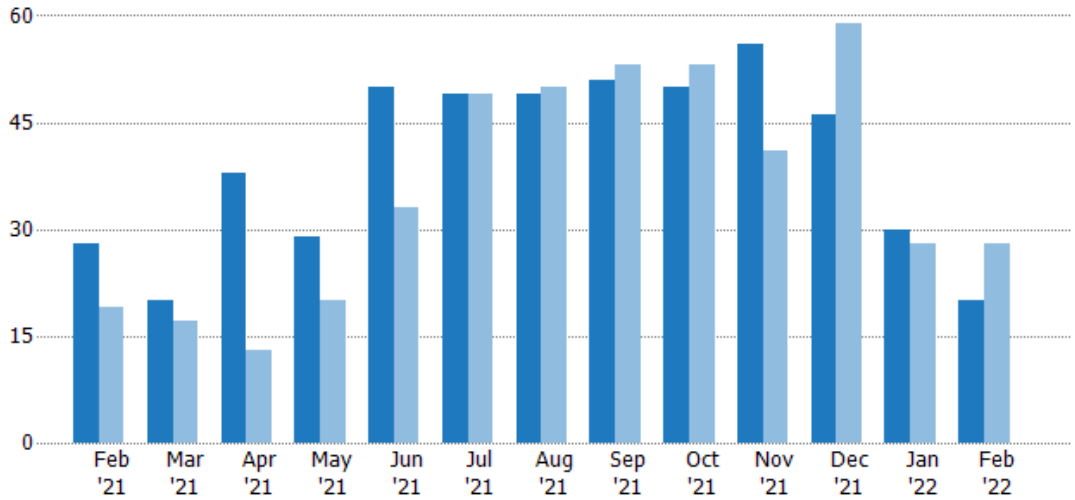
Closed Sales

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.
Feb '22	20	-28.6%
Feb '21	28	47.4%
Feb '20	19	36.8%



	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21	Jan '22	Feb '22
Current Year	28	20	38	29	50	49	49	51	50	56	46	30	20
Prior Year	19	17	13	20	33	49	50	53	53	41	59	28	28
Percent Change from Prior Year	47%	18%	192%	45%	52%	0%	-2%	-4%	-6%	37%	-22%	7%	-29%

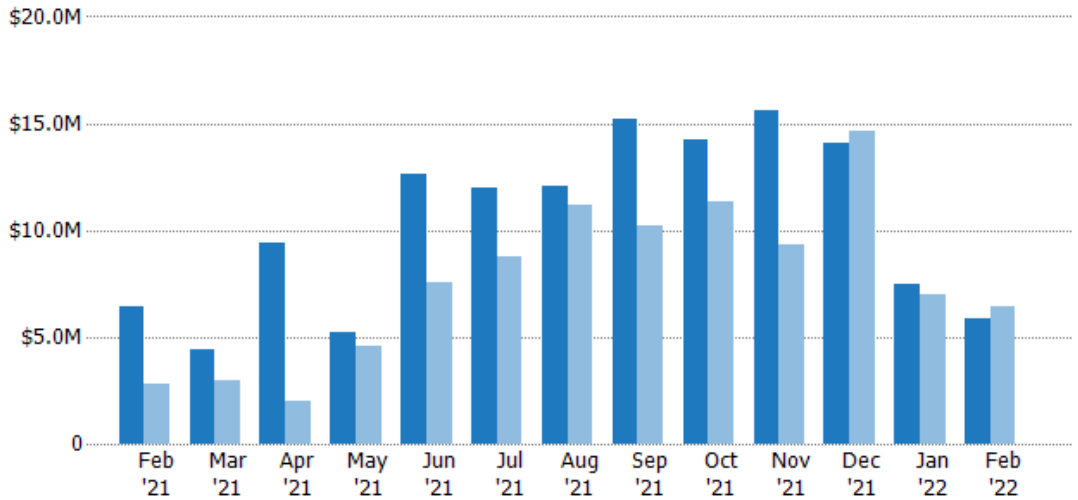
Closed Sales Volume

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.
Feb '22	\$5.9M	-8.1%
Feb '21	\$6.43M	128.7%
Feb '20	\$2.81M	39%



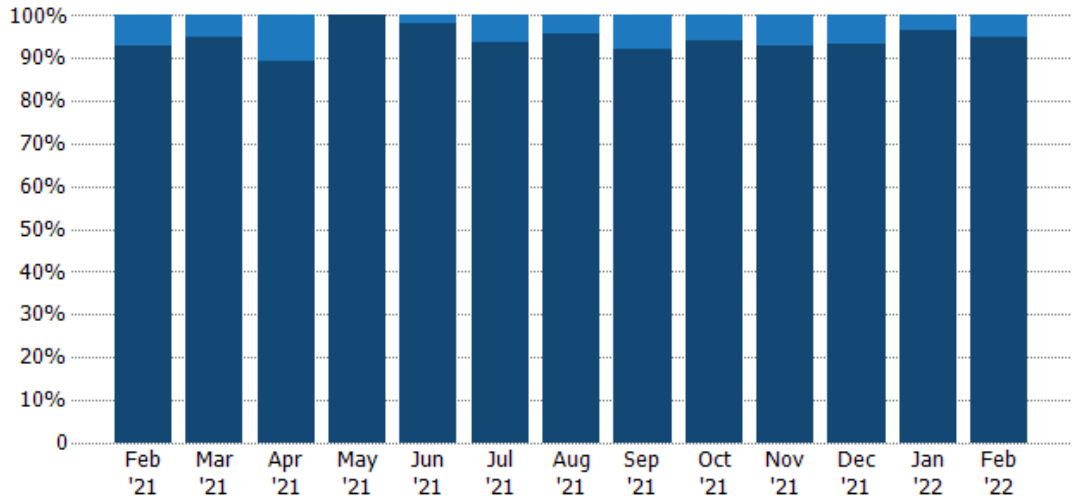
	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21	Jan '22	Feb '22
Current Year	\$6.43M	\$4.41M	\$9.42M	\$5.18M	\$12.7M	\$12M	\$12M	\$15.2M	\$14.2M	\$15.6M	\$14.1M	\$7.48M	\$5.9M
Prior Year	\$2.81M	\$2.96M	\$2M	\$4.61M	\$7.57M	\$8.78M	\$11.2M	\$10.2M	\$11.4M	\$9.33M	\$14.7M	\$6.99M	\$6.43M
Percent Change from Prior Year	129%	49%	371%	12%	67%	37%	8%	48%	25%	67%	-4%	7%	-8%

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



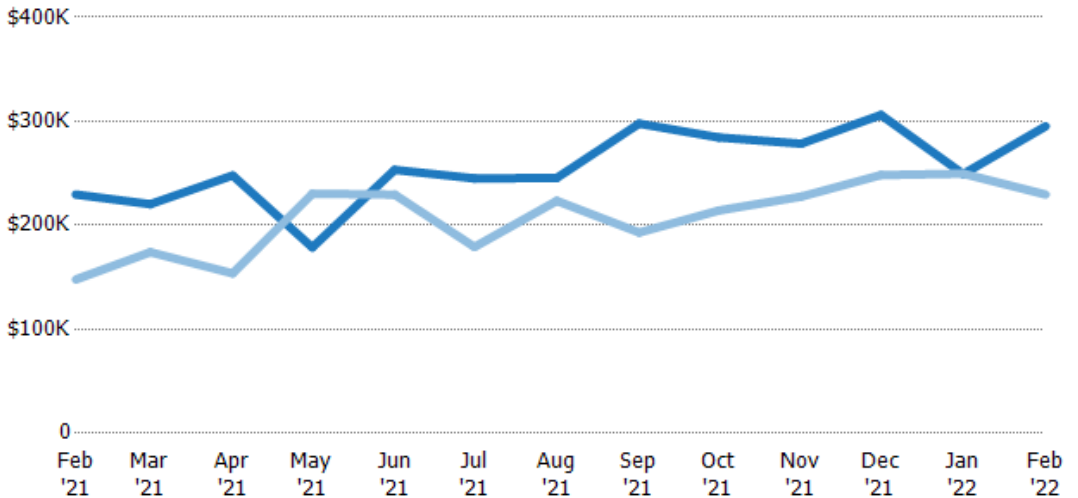
Property Type	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21	Jan '22	Feb '22
Condo/Townhouse	7%	5%	11%	-	2%	6%	4%	8%	6%	7%	7%	3%	5%
Single Family Residence	93%	95%	89%	100%	98%	94%	96%	92%	94%	93%	93%	97%	95%

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



Month/Year	Price	% Chg.
Feb '22	\$295K	28.6%
Feb '21	\$230K	55.2%
Feb '20	\$148K	1.5%

Property Type	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21	Jan '22	Feb '22
Current Year	\$230K	\$220K	\$248K	\$179K	\$253K	\$245K	\$246K	\$298K	\$284K	\$278K	\$306K	\$249K	\$295K
Prior Year	\$148K	\$174K	\$154K	\$230K	\$229K	\$179K	\$223K	\$193K	\$214K	\$228K	\$248K	\$250K	\$230K
Percent Change from Prior Year	55%	27%	61%	-22%	10%	37%	10%	54%	33%	22%	23%	0%	29%

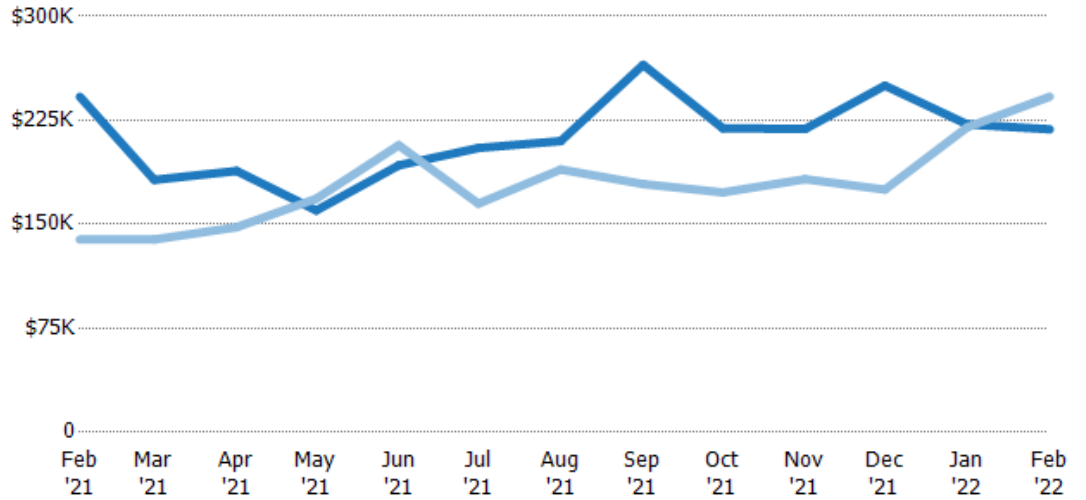
Median Sales Price

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.
Feb '22	\$219K	-9.7%
Feb '21	\$242K	74.1%
Feb '20	\$139K	-13.7%



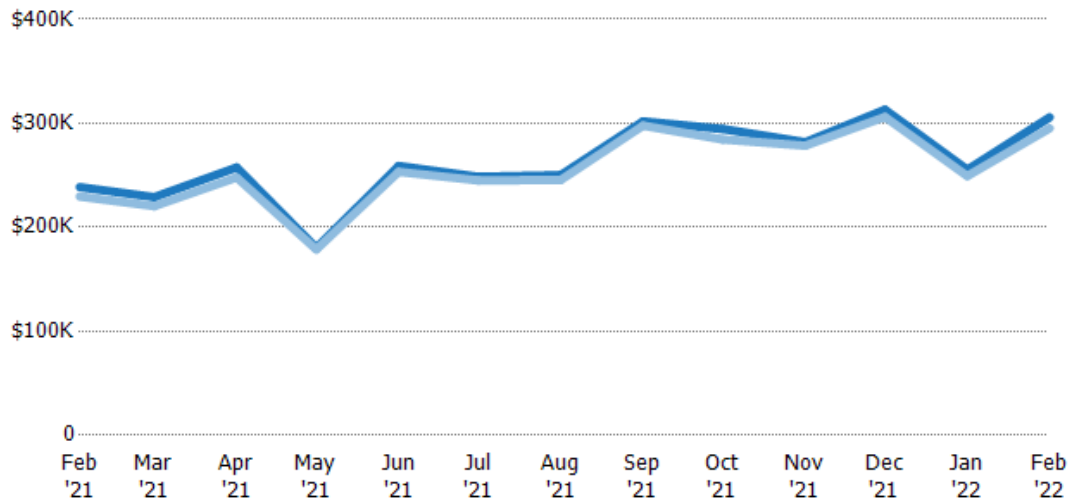
Current Year	\$242K	\$182K	\$188K	\$160K	\$193K	\$205K	\$210K	\$265K	\$219K	\$219K	\$250K	\$222K	\$219K
Prior Year	\$139K	\$139K	\$148K	\$169K	\$207K	\$165K	\$190K	\$179K	\$173K	\$183K	\$175K	\$220K	\$242K
Percent Change from Prior Year	74%	31%	27%	-5%	-7%	24%	11%	48%	27%	20%	43%	1%	-10%

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



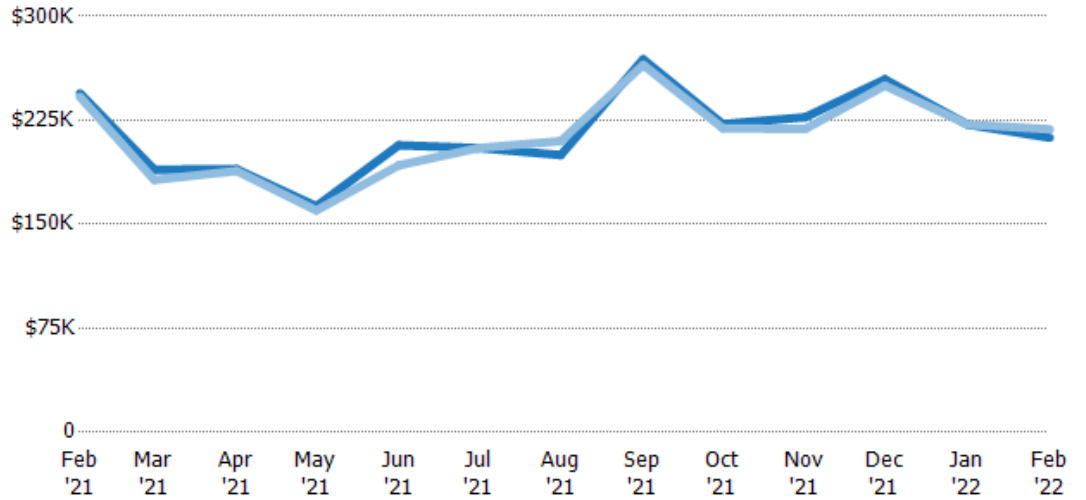
Avg List Price	\$239K	\$229K	\$258K	\$180K	\$259K	\$249K	\$250K	\$302K	\$294K	\$282K	\$313K	\$255K	\$306K
Avg Sales Price	\$230K	\$220K	\$248K	\$179K	\$253K	\$245K	\$246K	\$298K	\$284K	\$278K	\$306K	\$249K	\$295K
Avg Sales Price as a % of Avg List Price	96%	96%	96%	99%	98%	99%	98%	99%	97%	99%	98%	98%	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: Orleans County, Vermont
 Property Type:
 Condo/Townhouse/Apt., Single Family

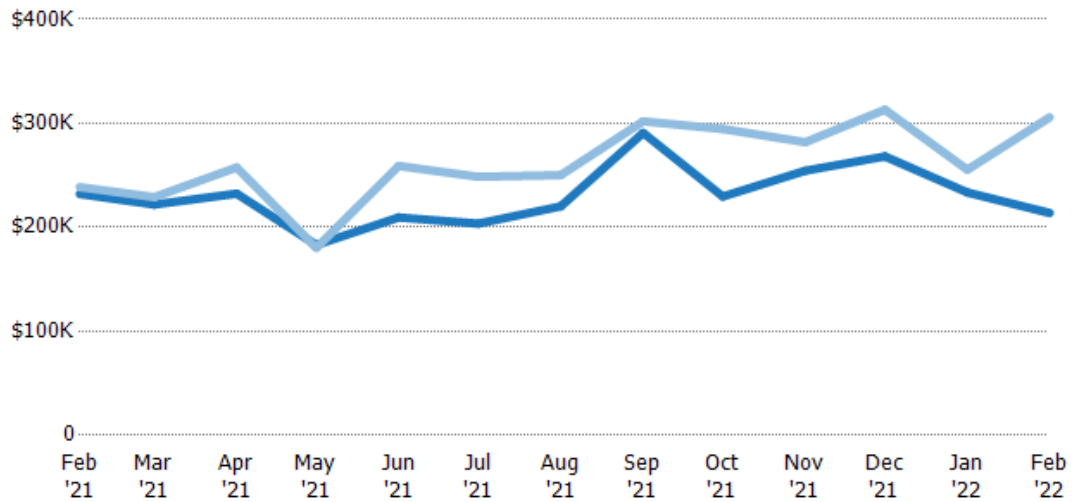


Average Sales Price vs Average Est Value

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

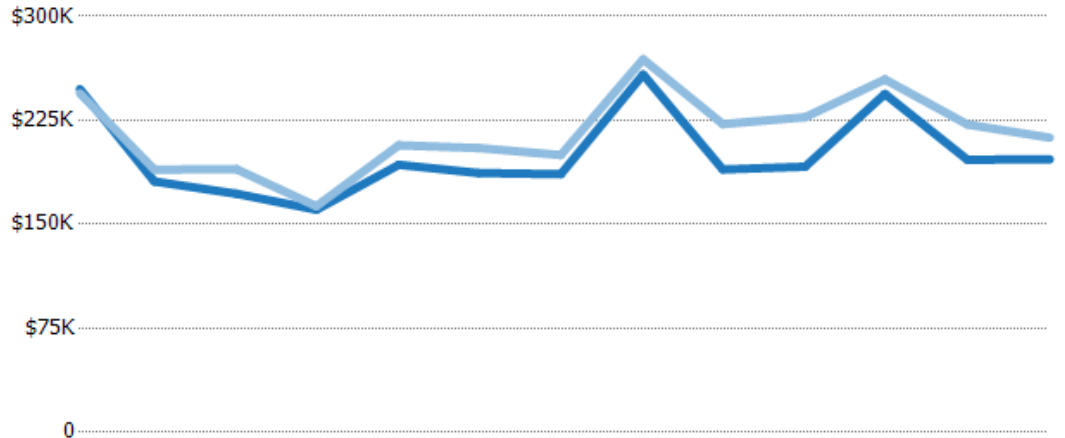


Median Sales Price vs Median Est Value

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



	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21	Jan '22	Feb '22
Median Est Value	\$248K	\$181K	\$172K	\$161K	\$193K	\$187K	\$186K	\$258K	\$190K	\$192K	\$244K	\$197K	\$197K
Median Sales Price	\$245K	\$189K	\$190K	\$163K	\$207K	\$205K	\$200K	\$269K	\$222K	\$227K	\$255K	\$222K	\$212K
Med Sales Price as a % of Med Est Value	99%	105%	110%	102%	107%	110%	107%	104%	117%	119%	104%	113%	108%