

## 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	Apr 2022	Apr 2021	+ / -	YTD 2022	YTD 2021	+ / -
<b>Listing Activity Charts Metrics</b>						
New Listing Count	35	41	-14.6%	125	125	±
New Listing Volume	\$12,190,700	\$9,982,100	+22.1%	\$44,216,194	\$31,935,600	+38.5%
Active Listing Count	113	126	-10.3%	N/A	N/A	
Active Listing Volume	\$48,250,999	\$46,136,581	+4.6%	N/A	N/A	
Average Listing Price	\$427,000	\$366,163	+16.6%	\$448,335	\$360,308	+24.4%
Median Listing Price	\$299,000	\$237,900	+25.7%	\$282,600	\$229,502	+23.1%
Median Days in RPR	57	153.5	-62.9%	97.63	147.01	-33.6%
Months of Inventory	5.4	6.3	-14.6%	3	7.5	-59.8%
Absorption Rate	18.58%	15.87%	+2.7%	33.24%	13.37%	+19.9%
<b>Sales Activity Charts Metrics</b>						
New Pending Sales Count	2	48	-95.8%	57	161	-64.6%
New Pending Sales Volume	\$800,000	\$11,939,200	-93.3%	\$14,806,394	\$38,737,199	-61.8%
Pending Sales Count	10	68	-85.3%	N/A	N/A	
Pending Sales Volume	\$2,582,995	\$16,233,400	-84.1%	N/A	N/A	
Closed Sales Count	19	38	-50%	91	114	-20.2%
Closed Sales Volume	\$5,074,600	\$9,420,200	-46.1%	\$24,273,159	\$27,243,700	-10.9%
Average Sales Price	\$267,084	\$247,900	+7.7%	\$266,738	\$238,980	+11.6%
Median Sales Price	\$240,000	\$188,450	+27.4%	\$233,374	\$208,220	+12.1%

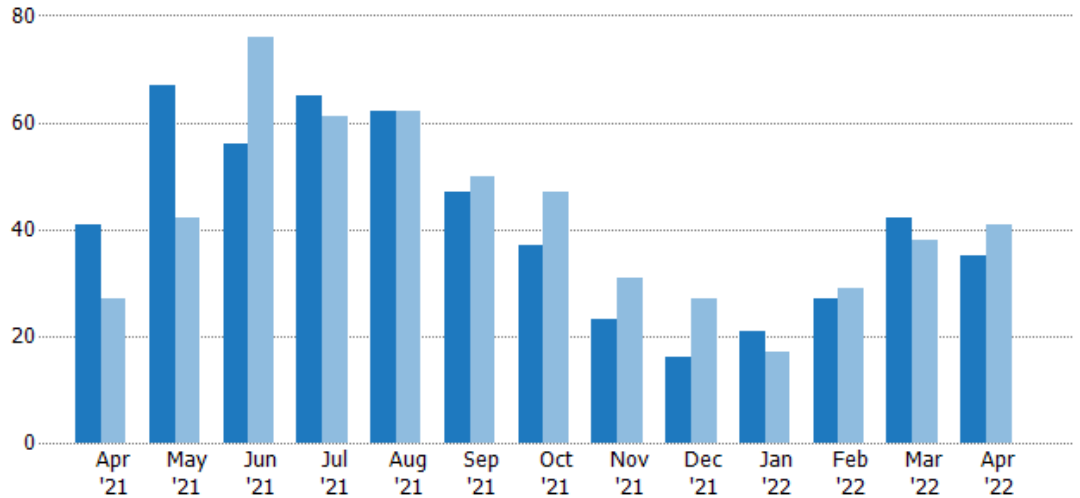
## New Listings

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

Month/ Year	Count	% Chg.
Apr '22	35	-14.6%
Apr '21	41	51.9%
Apr '20	27	96.3%



Current Year	41	67	56	65	62	47	37	23	16	21	27	42	35
Prior Year	27	42	76	61	62	50	47	31	27	17	29	38	41
Percent Change from Prior Year	52%	60%	-26%	7%	0%	-6%	-21%	-26%	-41%	24%	-7%	11%	-15%

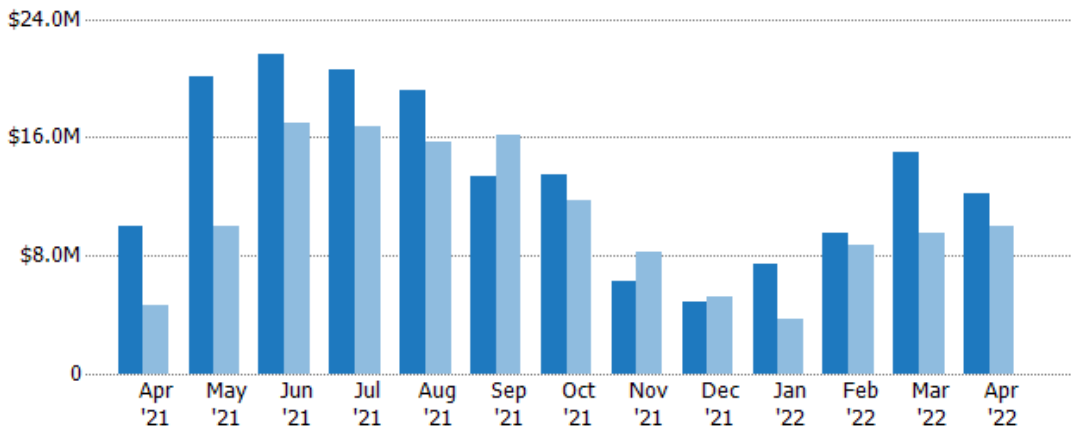
## New Listing Volume

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

Month/ Year	Volume	% Chg.
Apr '22	\$12.2M	22.1%
Apr '21	\$9.98M	117.7%
Apr '20	\$4.59M	179.1%



Current Year	\$9.98M	\$20.1M	\$21.6M	\$20.5M	\$19.2M	\$13.4M	\$13.4M	\$6.32M	\$4.84M	\$7.47M	\$9.53M	\$15M	\$12.2M
Prior Year	\$4.59M	\$9.95M	\$16.9M	\$16.8M	\$15.7M	\$16.1M	\$11.8M	\$8.23M	\$5.25M	\$3.69M	\$8.72M	\$9.54M	\$9.98M
Percent Change from Prior Year	118%	102%	28%	23%	22%	-17%	14%	-23%	-8%	102%	9%	58%	22%

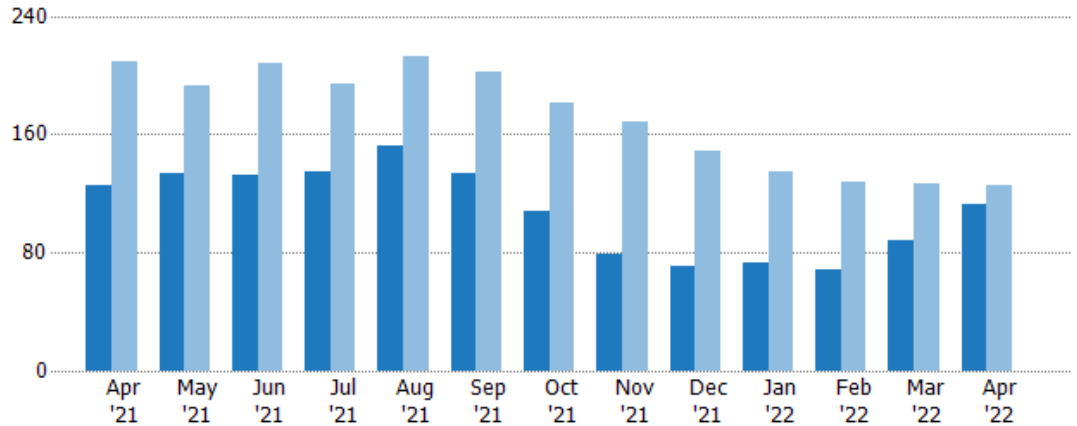
## Active Listings

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.
Apr '22	113	-10.3%
Apr '21	126	-39.7%
Apr '20	209	29.2%



Current Year	126	134	132	135	152	134	108	79	71	73	69	88	113
Prior Year	209	193	208	194	213	202	181	168	149	135	128	127	126
Percent Change from Prior Year	-40%	-31%	-37%	-30%	-29%	-34%	-40%	-53%	-52%	-46%	-46%	-31%	-10%

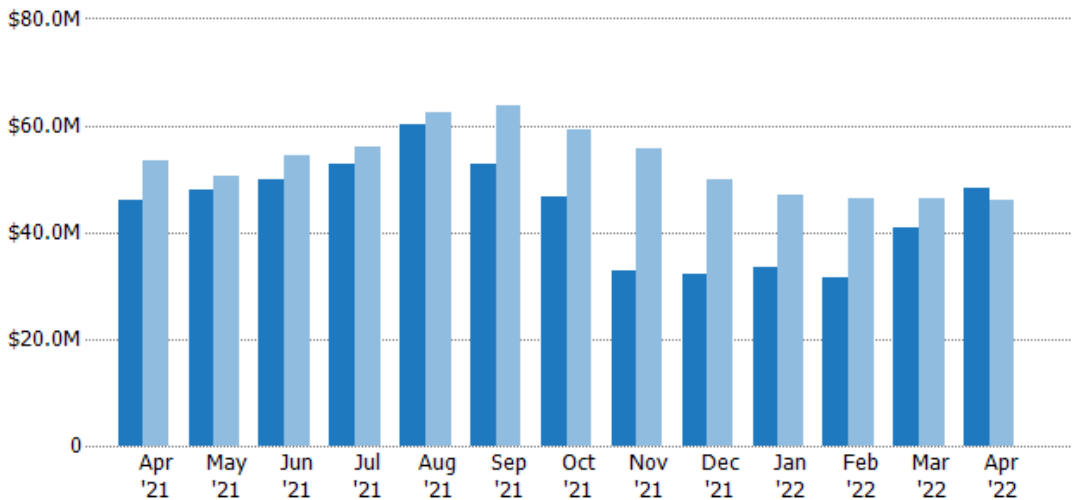
## Active Listing Volume

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.
Apr '22	\$48.3M	4.6%
Apr '21	\$46.1M	-13.6%
Apr '20	\$53.4M	32.7%



Current Year	\$46.1M	\$47.9M	\$49.9M	\$52.8M	\$60.1M	\$52.9M	\$46.5M	\$32.8M	\$32M	\$33.3M	\$31.4M	\$40.8M	\$48.3M
Prior Year	\$53.4M	\$50.5M	\$54.2M	\$56M	\$62.5M	\$63.8M	\$59.1M	\$55.6M	\$49.9M	\$47M	\$46.5M	\$46.4M	\$46.1M
Percent Change from Prior Year	-14%	-5%	-8%	-6%	-4%	-17%	-21%	-41%	-36%	-29%	-32%	-12%	5%

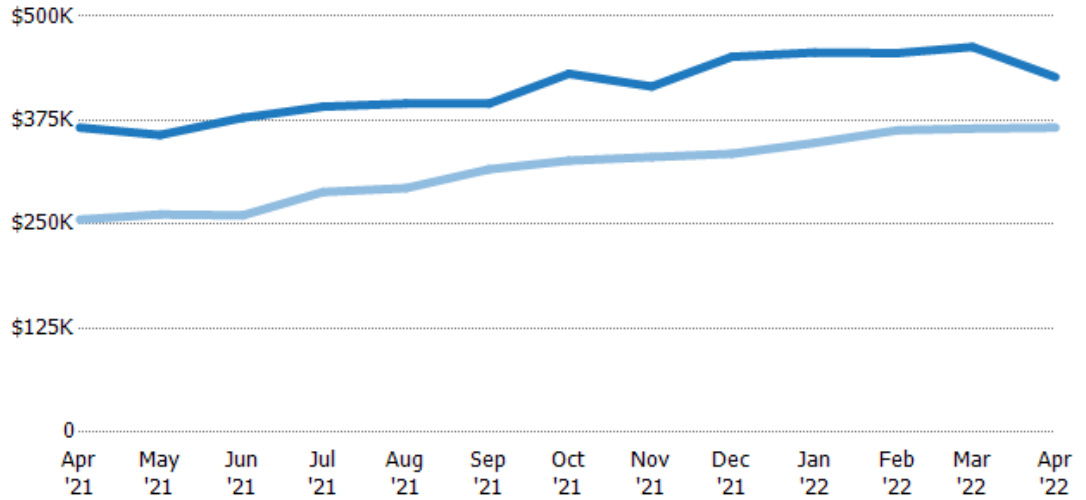
## Average Listing Price

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.
Apr '22	\$427K	16.6%
Apr '21	\$366K	43.2%
Apr '20	\$256K	2.7%



Current Year	\$366K	\$357K	\$378K	\$391K	\$395K	\$395K	\$431K	\$416K	\$451K	\$456K	\$456K	\$463K	\$427K
Prior Year	\$256K	\$262K	\$261K	\$289K	\$293K	\$316K	\$326K	\$331K	\$335K	\$348K	\$363K	\$365K	\$366K
Percent Change from Prior Year	43%	36%	45%	36%	35%	25%	32%	26%	35%	31%	26%	27%	17%

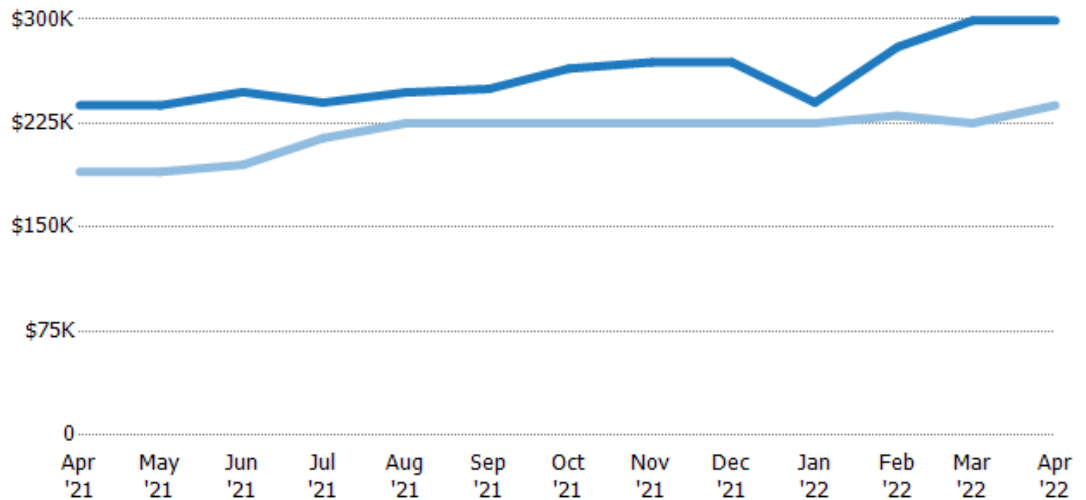
## Median Listing Price

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.
Apr '22	\$299K	25.7%
Apr '21	\$238K	25.3%
Apr '20	\$190K	17%



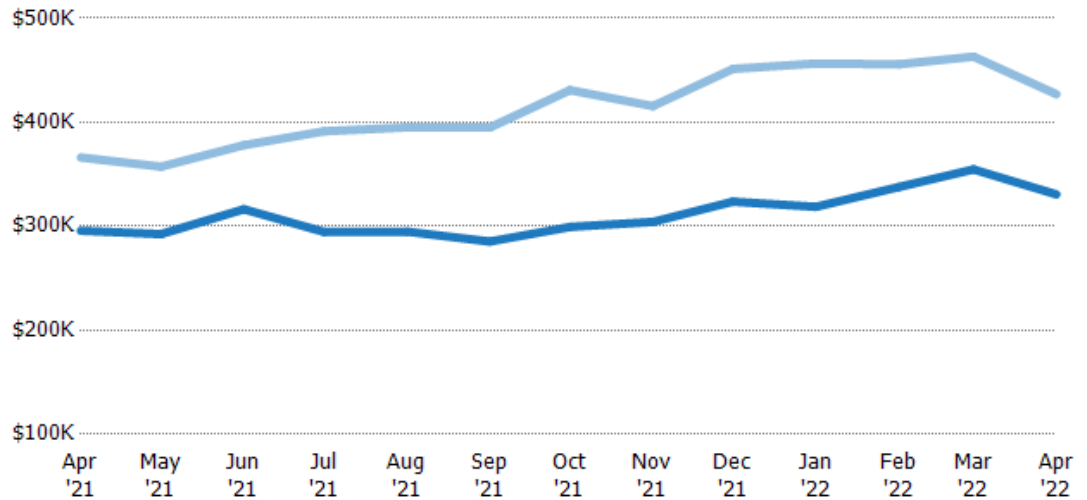
Current Year	\$238K	\$238K	\$248K	\$240K	\$247K	\$250K	\$264K	\$269K	\$269K	\$240K	\$280K	\$299K	\$299K
Prior Year	\$190K	\$190K	\$195K	\$214K	\$225K	\$225K	\$225K	\$225K	\$225K	\$225K	\$230K	\$225K	\$238K
Percent Change from Prior Year	25%	25%	27%	12%	10%	11%	18%	20%	20%	7%	22%	33%	26%

## 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

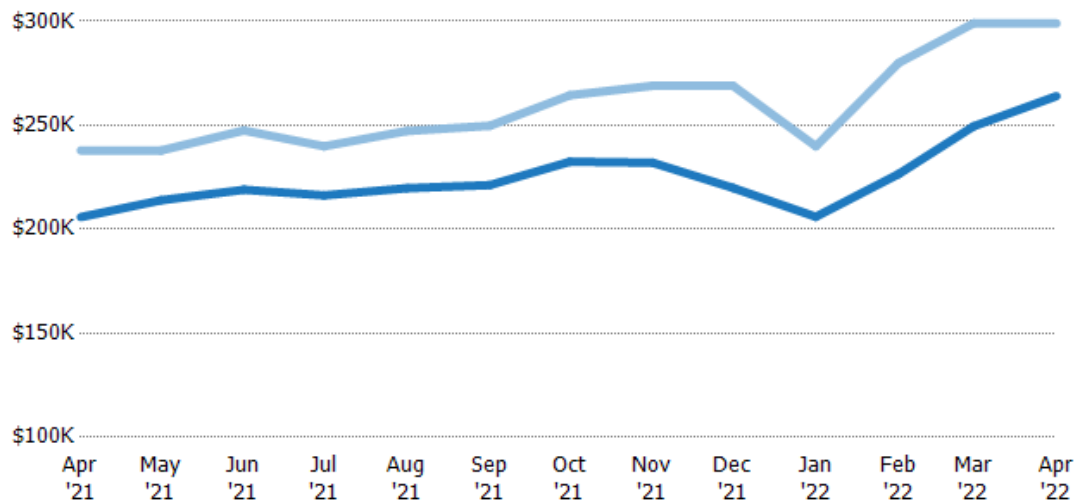


## Median Listing Price vs Median Est Value

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



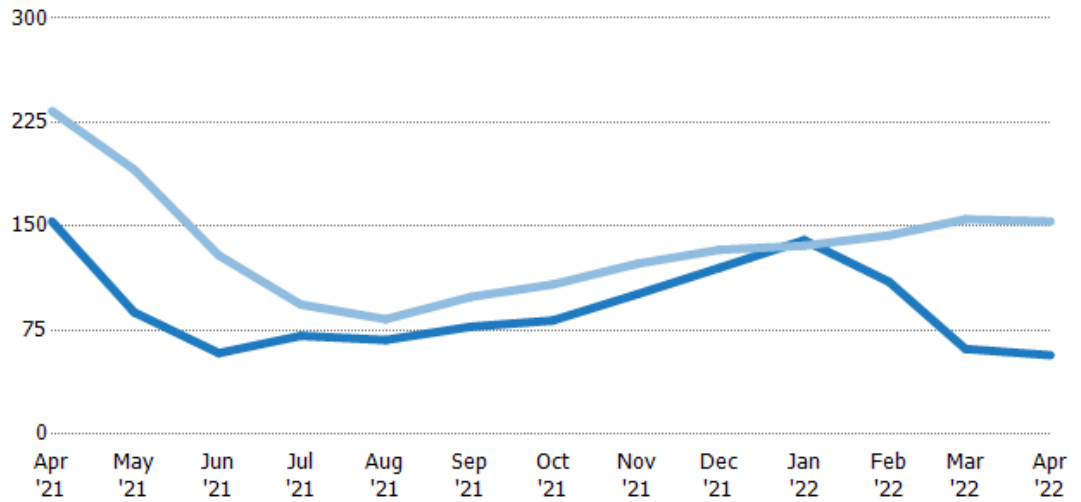
## Median Days in RPR

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

Month/ Year	Days	% Chg.
Apr '22	57	-62.9%
Apr '21	154	-34.1%
Apr '20	233	-14.4%



Current Year	154	88	58.5	71	68	77.5	82	101	120	140	110	61.5	57
Prior Year	233	191	129	93.5	83	99	108	123	133	136	144	155	154
Percent Change from Prior Year	-34%	-54%	-55%	-24%	-18%	-22%	-24%	-18%	-10%	3%	-23%	-60%	-63%

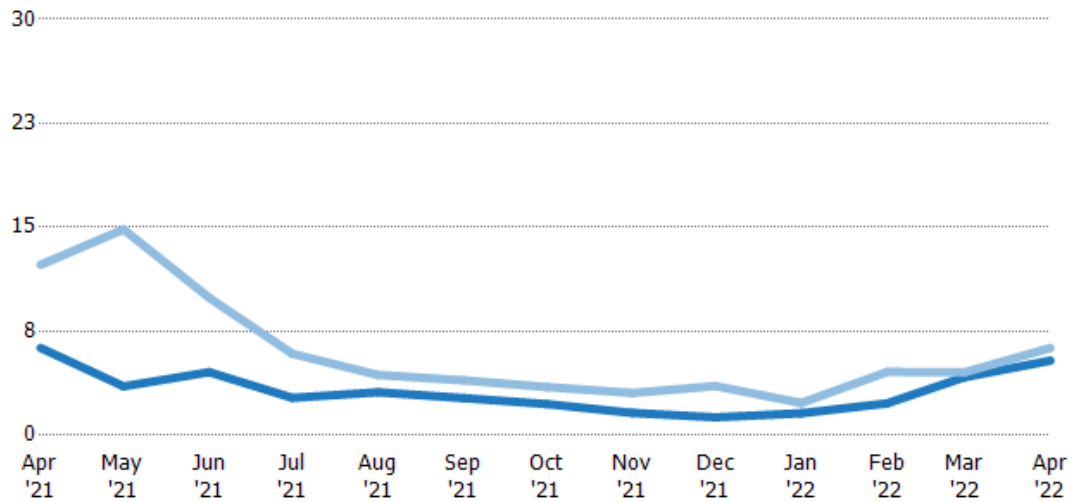
## Months of Inventory

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

Month/ Year	Months	% Chg.
Apr '22	5.38	-14.6%
Apr '21	6.3	-48.8%
Apr '20	12.3	83%



Current Year	6.3	3.53	4.55	2.7	3.1	2.68	2.25	1.61	1.29	1.59	2.3	4.19	5.38
Prior Year	12.3	14.8	9.9	5.88	4.35	3.96	3.48	3.05	3.55	2.33	4.57	4.54	6.3
Percent Change from Prior Year	-49%	-76%	-54%	-54%	-29%	-32%	-35%	-47%	-64%	-32%	-50%	-8%	-15%

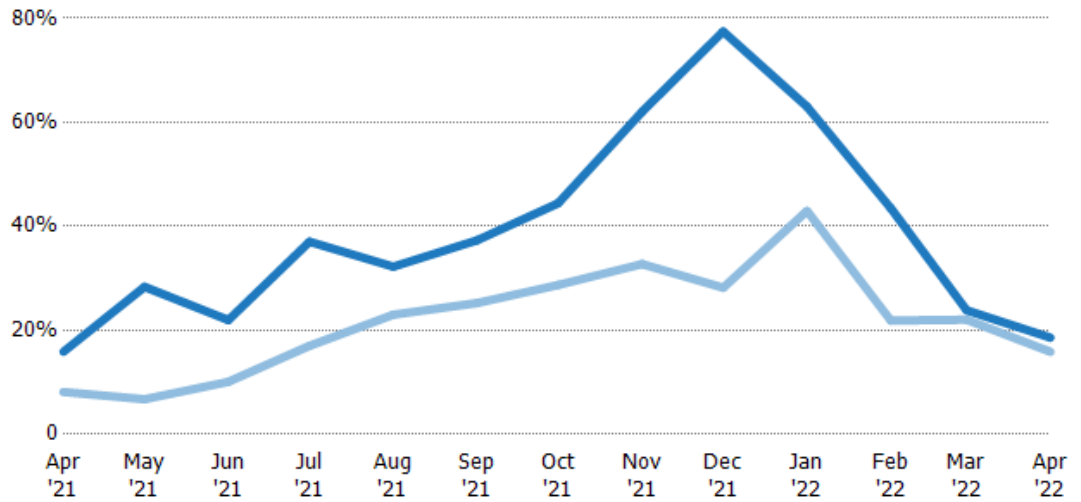
## Absorption Rate

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.
Apr '22	19%	-2.7%
Apr '21	16%	-7.7%
Apr '20	8%	-45.4%



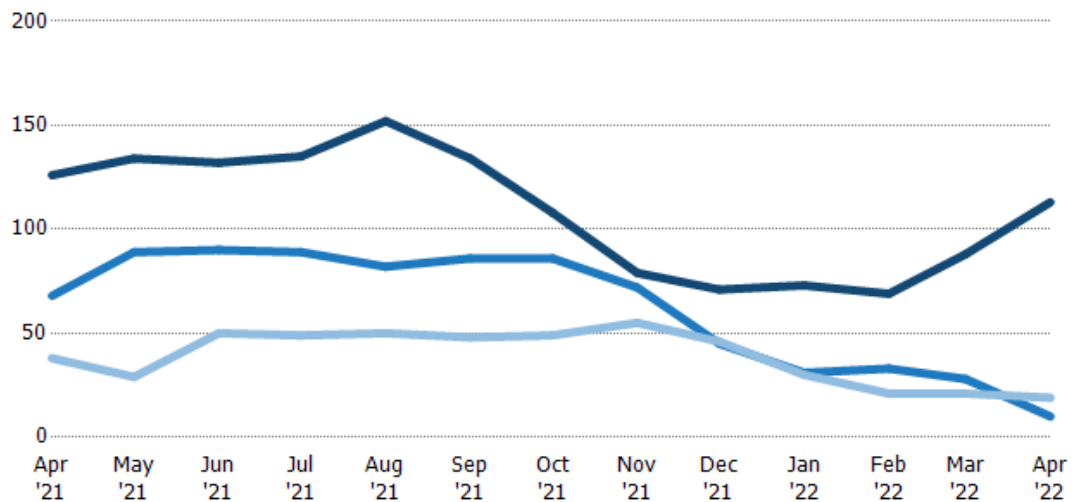
Current Year	16%	28%	22%	37%	32%	37%	44%	62%	77%	63%	43%	24%	19%
Prior Year	8%	7%	10%	17%	23%	25%	29%	33%	28%	43%	22%	22%	16%
Change from Prior Year	-8%	-22%	-12%	-20%	-9%	-12%	-16%	-29%	-49%	-20%	-22%	-2%	-3%

## 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	126	134	132	135	152	134	108	79	71	73	69	88	113
Pending	68	89	90	89	82	86	86	72	45	31	33	28	10
Sold	38	29	50	49	50	48	49	55	46	30	21	21	19

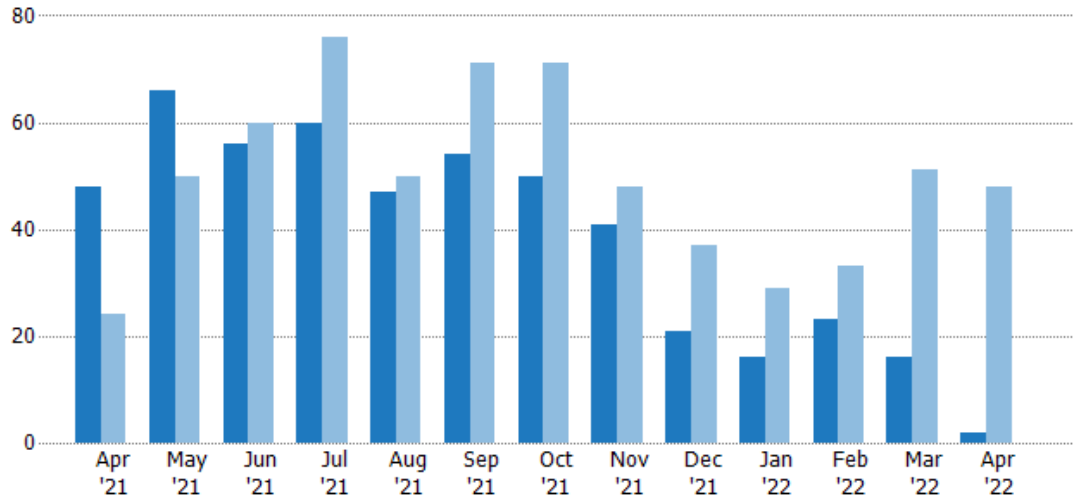
## New Pending Sales

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.
Apr '22	2	-95.8%
Apr '21	48	100%
Apr '20	24	12.5%



Current Year	48	66	56	60	47	54	50	41	21	16	23	16	2
Prior Year	24	50	60	76	50	71	71	48	37	29	33	51	48
Percent Change from Prior Year	100%	32%	-7%	-21%	-6%	-24%	-30%	-15%	-43%	-45%	-30%	-69%	-96%

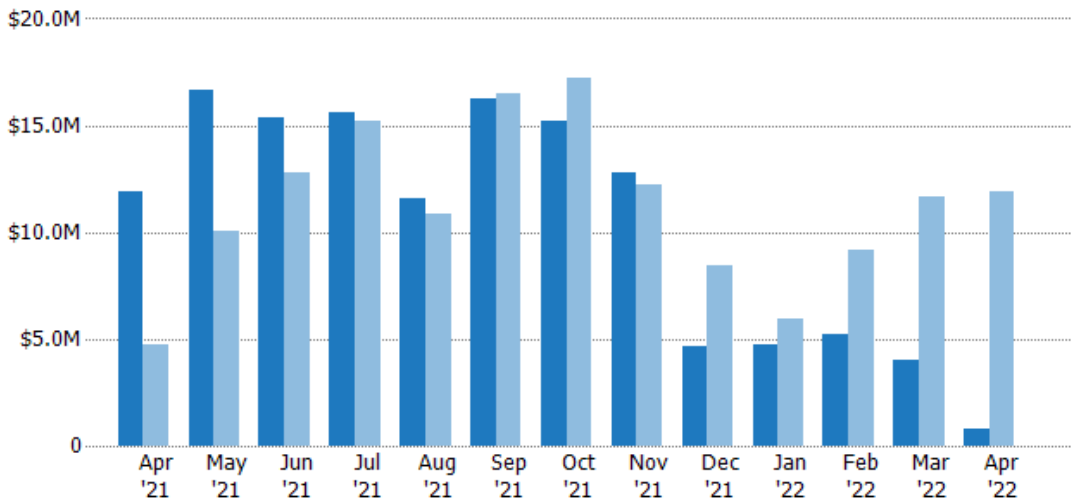
## New Pending Sales Volume

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.
Apr '22	\$800K	-93.3%
Apr '21	\$11.9M	153.8%
Apr '20	\$4.7M	-0.6%



Current Year	\$11.9M	\$16.6M	\$15.3M	\$15.6M	\$11.6M	\$16.2M	\$15.2M	\$12.8M	\$4.68M	\$4.76M	\$5.23M	\$4.02M	\$800K
Prior Year	\$4.7M	\$10.1M	\$12.8M	\$15.2M	\$10.9M	\$16.5M	\$17.2M	\$12.2M	\$8.42M	\$5.97M	\$9.13M	\$11.7M	\$11.9M
Percent Change from Prior Year	154%	65%	20%	2%	7%	-1%	-11%	4%	-44%	-20%	-43%	-66%	-93%

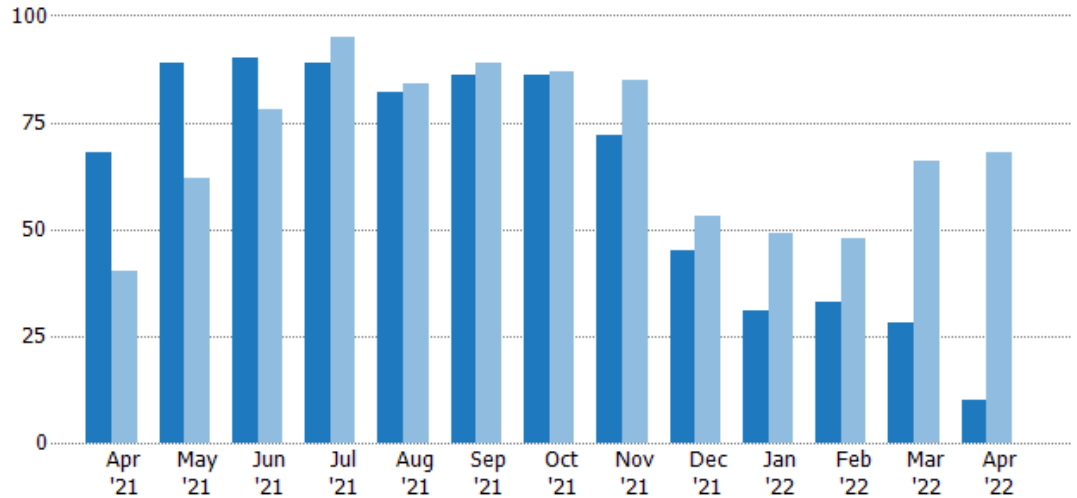
## Pending Sales

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.
Apr '22	10	-85.3%
Apr '21	68	70%
Apr '20	40	25%



Current Year	68	89	90	89	82	86	86	72	45	31	33	28	10
Prior Year	40	62	78	95	84	89	87	85	53	49	48	66	68
Percent Change from Prior Year	70%	44%	15%	-6%	-2%	-3%	-1%	-15%	-15%	-37%	-31%	-58%	-85%

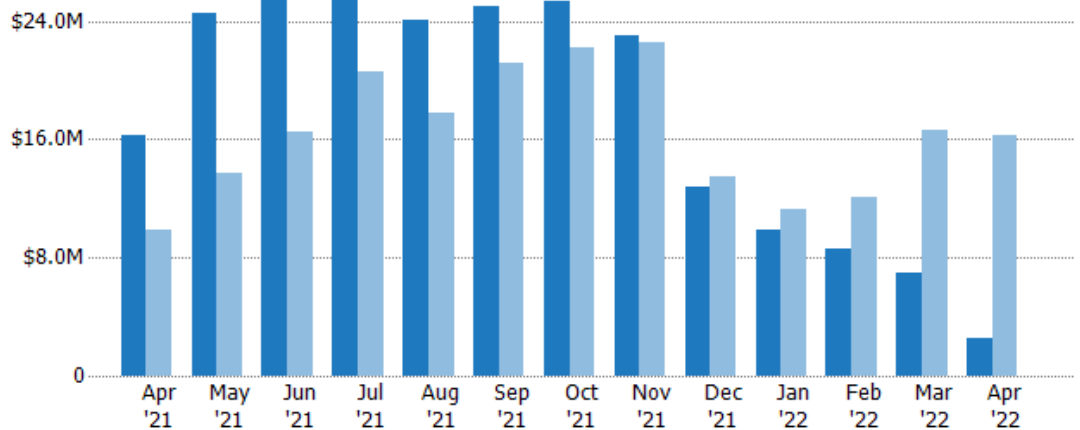
## Pending Sales Volume

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.
Apr '22	\$2.58M	-84.1%
Apr '21	\$16.2M	64.9%
Apr '20	\$9.85M	-7%



Current Year	\$16.2M	\$24.5M	\$25.5M	\$25.6M	\$24.1M	\$25M	\$25.4M	\$23M	\$12.8M	\$9.87M	\$8.61M	\$6.99M	\$2.58M
Prior Year	\$9.85M	\$13.7M	\$16.5M	\$20.6M	\$17.8M	\$21.1M	\$22.2M	\$22.6M	\$13.4M	\$11.3M	\$12.1M	\$16.6M	\$16.2M
Percent Change from Prior Year	65%	79%	55%	24%	35%	18%	14%	2%	-5%	-12%	-29%	-58%	-84%

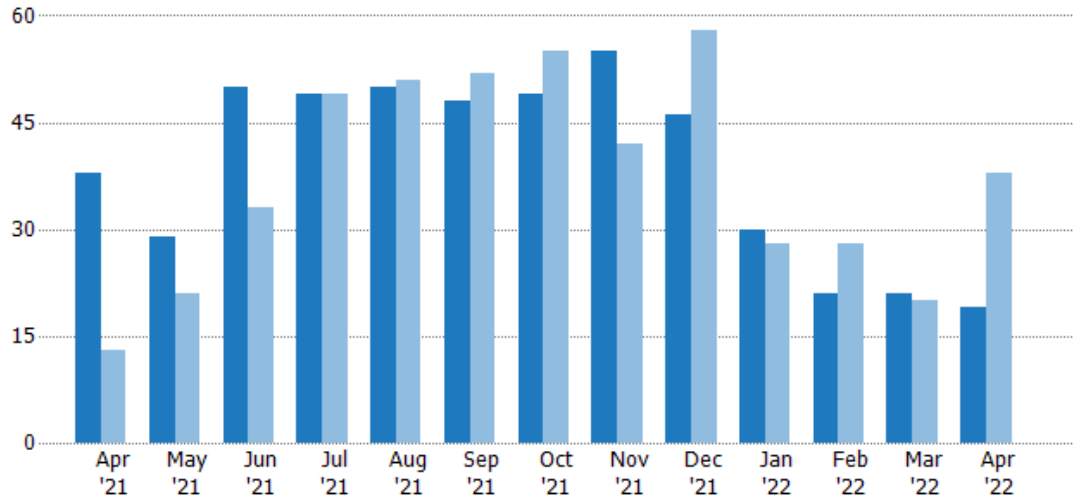
## Closed Sales

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.
Apr '22	19	-50%
Apr '21	38	192.3%
Apr '20	13	76.9%



Current Year	38	29	50	49	50	48	49	55	46	30	21	21	19
Prior Year	13	21	33	49	51	52	55	42	58	28	28	20	38
Percent Change from Prior Year	192%	38%	52%	0%	-2%	-8%	-11%	31%	-21%	7%	-25%	5%	-50%

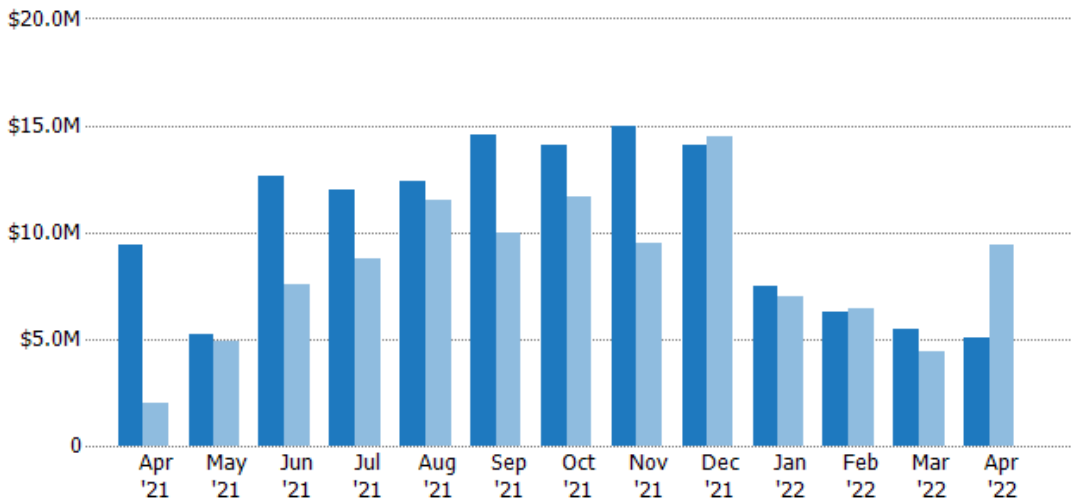
## Closed Sales Volume

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.
Apr '22	\$5.07M	-46.1%
Apr '21	\$9.42M	371.4%
Apr '20	\$2M	81.8%



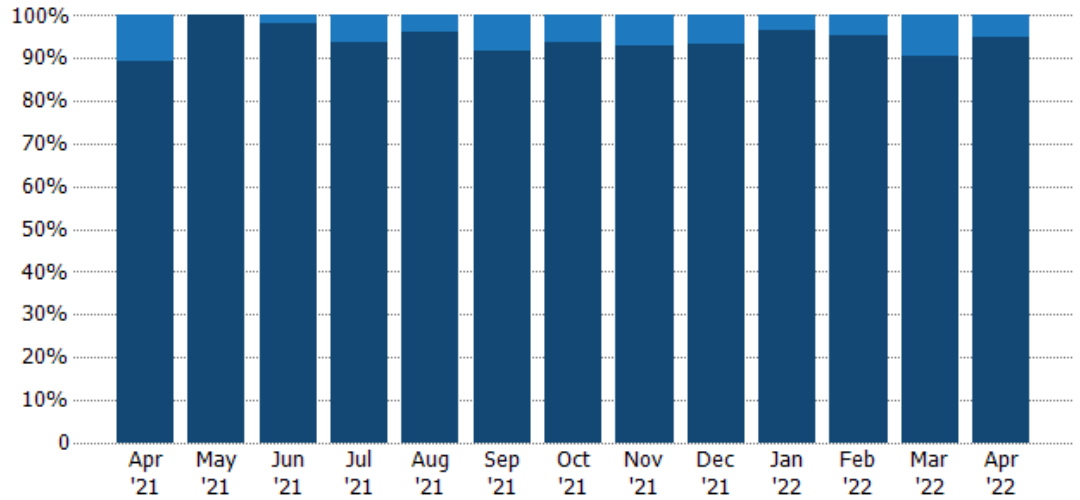
Current Year	\$9.42M	\$5.18M	\$12.7M	\$12M	\$12.4M	\$14.6M	\$14M	\$14.9M	\$14.1M	\$7.48M	\$6.27M	\$5.45M	\$5.07M
Prior Year	\$2M	\$4.88M	\$7.57M	\$8.78M	\$11.5M	\$9.94M	\$11.7M	\$9.5M	\$14.5M	\$6.99M	\$6.43M	\$4.41M	\$9.42M
Percent Change from Prior Year	371%	6%	67%	37%	8%	46%	20%	57%	-3%	7%	-2%	24%	-46%

## 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



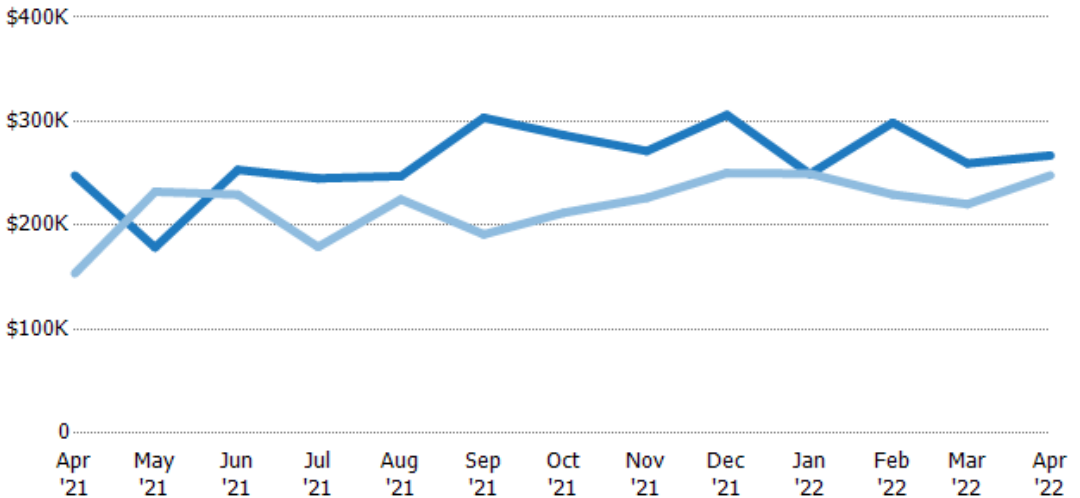
Condo/Townhouse	11%	-	2%	6%	4%	8%	6%	7%	7%	3%	5%	10%	5%
Single Family Residence	89%	100%	98%	94%	96%	92%	94%	93%	93%	97%	95%	90%	95%

## 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



Current Year	\$248K	\$179K	\$253K	\$245K	\$247K	\$303K	\$287K	\$271K	\$306K	\$249K	\$299K	\$259K	\$267K
Prior Year	\$154K	\$232K	\$229K	\$179K	\$225K	\$191K	\$212K	\$226K	\$250K	\$250K	\$230K	\$220K	\$248K
Percent Change from Prior Year	61%	-23%	10%	37%	10%	59%	35%	20%	22%	0%	30%	18%	8%

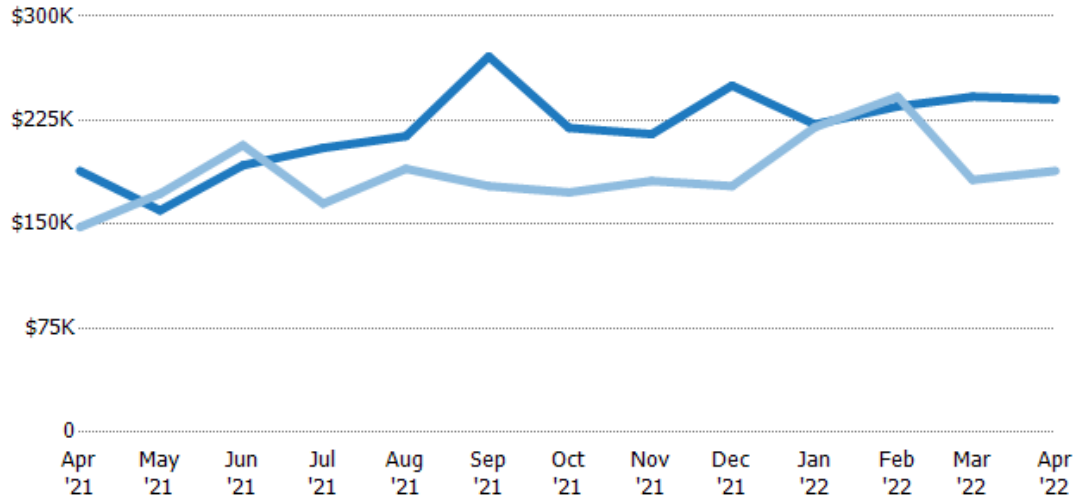
## Median Sales Price

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.
Apr '22	\$240K	27.4%
Apr '21	\$188K	27.4%
Apr '20	\$148K	18.3%



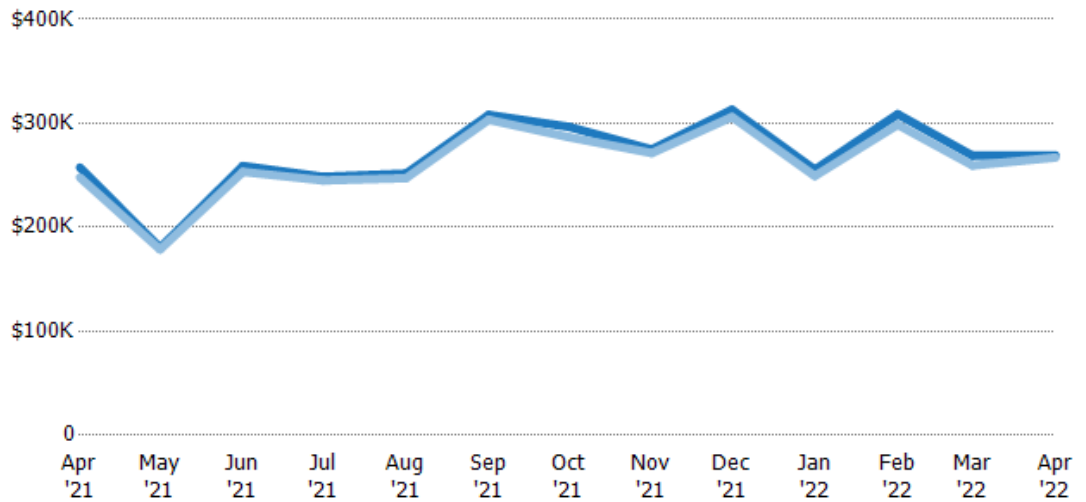
Current Year	\$188K	\$160K	\$193K	\$205K	\$214K	\$271K	\$220K	\$215K	\$250K	\$222K	\$235K	\$242K	\$240K
Prior Year	\$148K	\$172K	\$207K	\$165K	\$190K	\$178K	\$173K	\$181K	\$178K	\$220K	\$242K	\$182K	\$188K
Percent Change from Prior Year	27%	-7%	-7%	24%	12%	53%	27%	19%	41%	1%	-3%	33%	27%

## 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



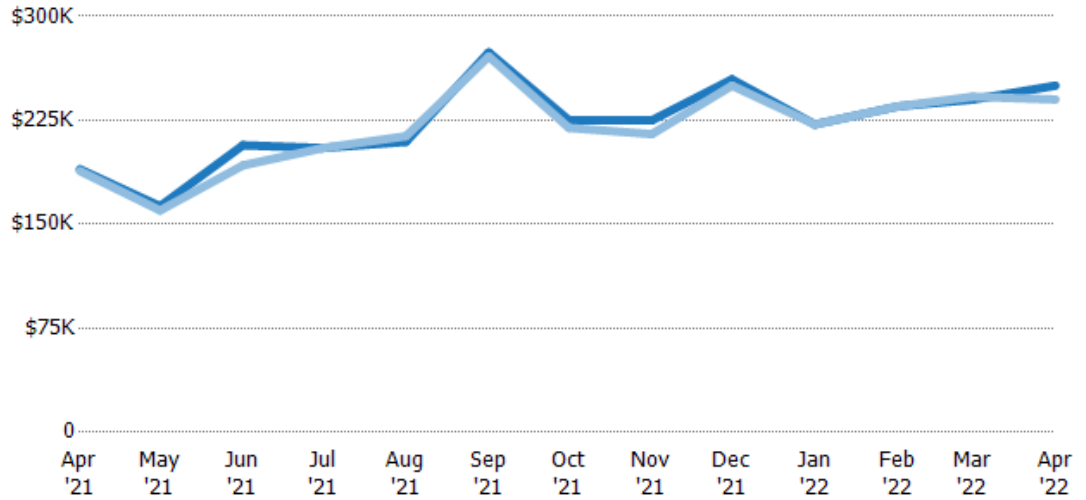
Avg List Price	\$258K	\$180K	\$259K	\$249K	\$252K	\$308K	\$297K	\$275K	\$313K	\$255K	\$309K	\$269K	\$269K
Avg Sales Price	\$248K	\$179K	\$253K	\$245K	\$247K	\$303K	\$287K	\$271K	\$306K	\$249K	\$299K	\$259K	\$267K
Avg Sales Price as a % of Avg List Price	96%	99%	98%	99%	98%	98%	97%	99%	98%	98%	97%	96%	99%

## 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

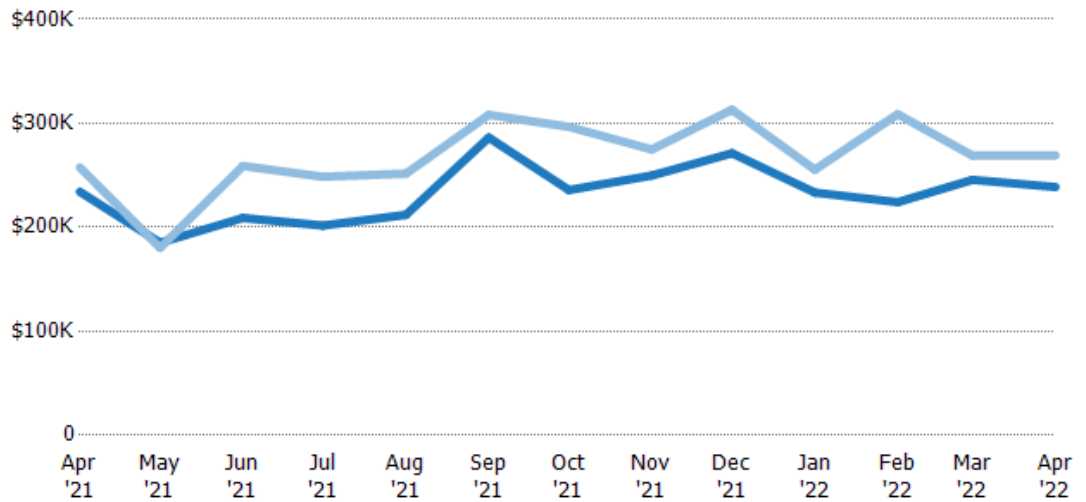


## Average Sales Price vs Average Est Value

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

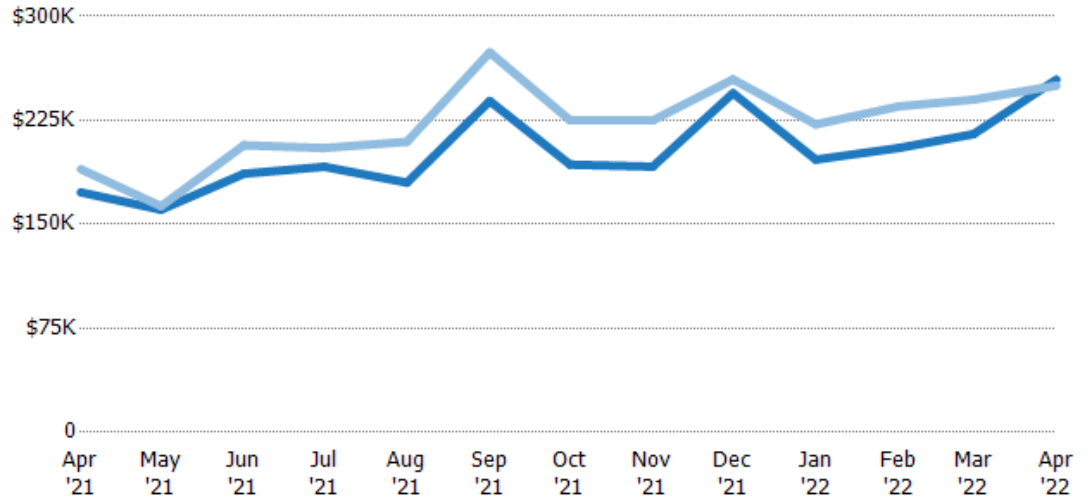


## Median Sales Price vs Median Est Value

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



Median Est Value	\$173K	\$161K	\$186K	\$192K	\$180K	\$239K	\$193K	\$192K	\$245K	\$197K	\$205K	\$215K	\$254K
Median Sales Price	\$190K	\$163K	\$207K	\$205K	\$209K	\$274K	\$225K	\$225K	\$255K	\$222K	\$235K	\$240K	\$250K
Med Sales Price as a % of Med Est Value	110%	102%	111%	107%	116%	115%	117%	117%	104%	113%	115%	112%	98%