

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 2019	Feb 2018	+ / -	YTD 2019	YTD 2018	+ / -
Listing Activity Charts Metrics						
New Listing Count	56	81	-30.9%	115	145	-20.7%
New Listing Volume	\$16,521,700	\$28,809,449	-42.7%	\$38,946,299	\$51,638,049	-24.6%
Active Listing Count	519	574	-9.6%	N/A	N/A	
Active Listing Volume	\$225,595,914	\$226,401,168	-0.4%	N/A	N/A	
Average Listing Price	\$434,674	\$394,427	+10.2%	\$432,762	\$389,811	+11%
Median Listing Price	\$299,000	\$269,000	+11.2%	\$299,000	\$264,057	+13.2%
Median Days in RPR	180	186	-3.2%	175.89	186.89	-5.9%
Months of Inventory	13.3	15.1	-11.9%	12.4	18	-31.4%
Absorption Rate	7.51%	6.62%	+0.9%	8.09%	5.55%	+2.5%
Sales Activity Charts Metrics						
New Pending Sales Count	48	43	+11.6%	111	96	+15.6%
New Pending Sales Volume	\$11,920,499	\$13,297,600	-10.4%	\$27,317,398	\$27,151,300	+0.6%
Pending Sales Count	103	66	+56.1%	N/A	N/A	
Pending Sales Volume	\$25,095,698	\$19,342,600	+29.7%	N/A	N/A	
Closed Sales Count	37	47	-21.3%	76	85	-10.6%
Closed Sales Volume	\$9,532,088	\$12,804,588	-25.6%	\$17,665,742	\$21,485,618	-17.8%
Average Sales Price	\$257,624	\$272,438	-5.4%	\$232,444	\$252,772	-8%
Median Sales Price	\$215,000	\$200,000	+7.5%	\$202,171	\$196,871	+2.7%

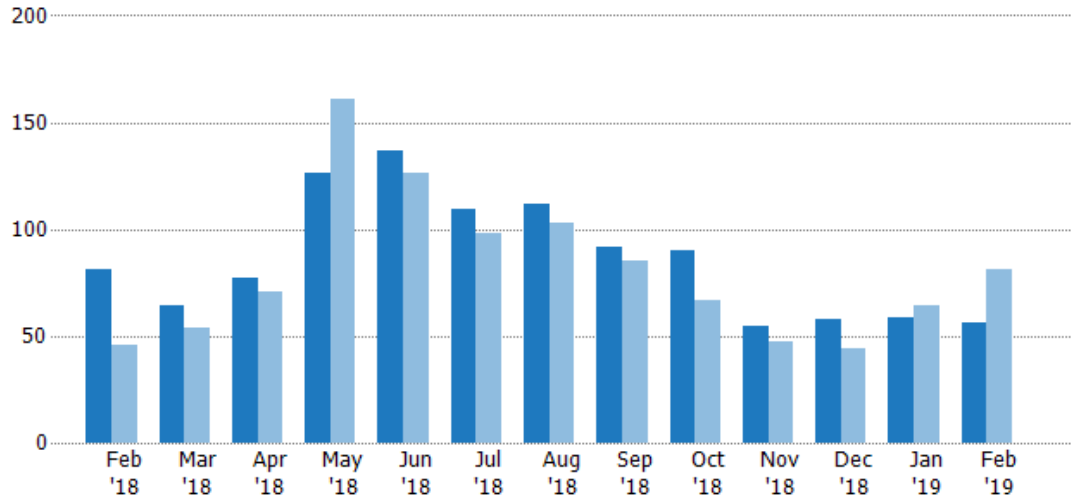
New Listings

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

Filters Used

State: VT
 County: Windham County, Vermont
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence

Month/ Year	Count	% Chg.
Feb '19	56	-30.9%
Feb '18	81	76.1%
Feb '17	46	71.7%



Current Year	81	64	77	126	137	109	112	92	90	55	58	59	56
Prior Year	46	54	71	161	126	98	103	85	67	47	44	64	81
Percent Change from Prior Year	76%	19%	8%	-22%	9%	11%	9%	8%	34%	17%	32%	-8%	-31%

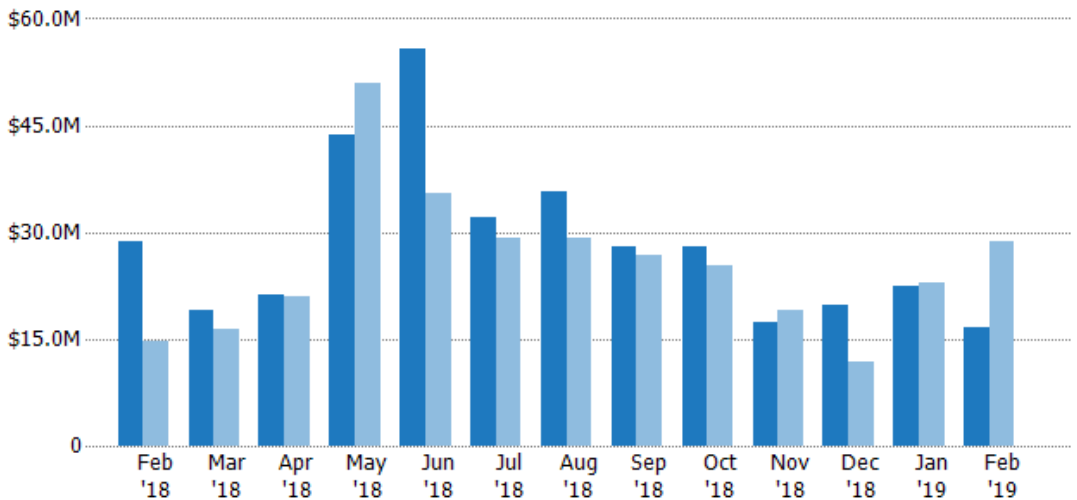
New Listing Volume

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

Filters Used

State: VT
 County: Windham County, Vermont
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence

Month/ Year	Volume	% Chg.
Feb '19	\$16.5M	-42.7%
Feb '18	\$28.8M	97.2%
Feb '17	\$14.6M	116.4%



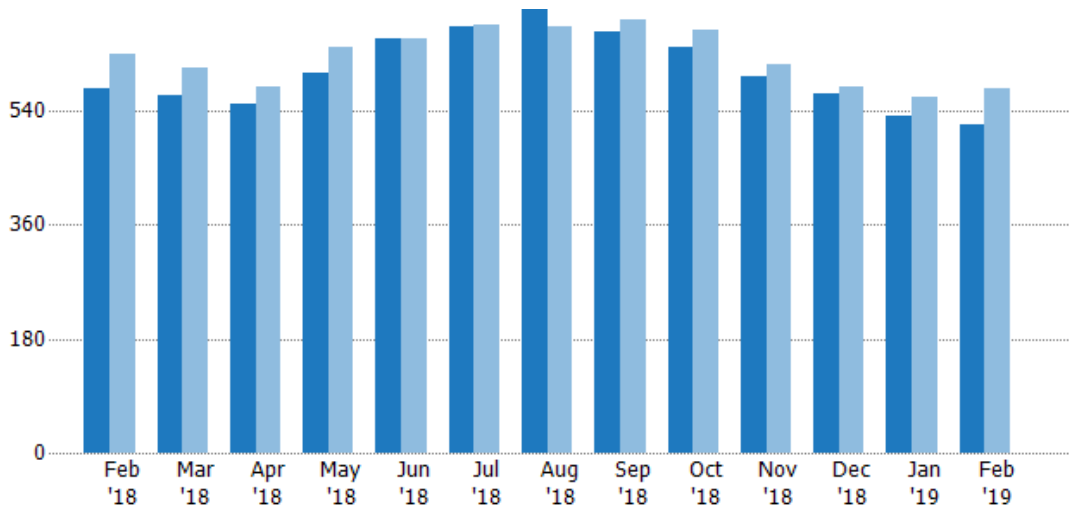
Current Year	\$28.8M	\$19.1M	\$21.3M	\$43.6M	\$55.8M	\$32M	\$35.7M	\$27.9M	\$27.9M	\$17.3M	\$19.7M	\$22.4M	\$16.5M
Prior Year	\$14.6M	\$16.3M	\$20.9M	\$51M	\$35.5M	\$29.3M	\$29.1M	\$26.7M	\$25.3M	\$18.9M	\$11.7M	\$22.8M	\$28.8M
Percent Change from Prior Year	97%	18%	2%	-14%	57%	9%	23%	4%	10%	-9%	68%	-2%	-43%

Active Listings

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

Filters Used

State: VT
 County: Windham County, Vermont
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence



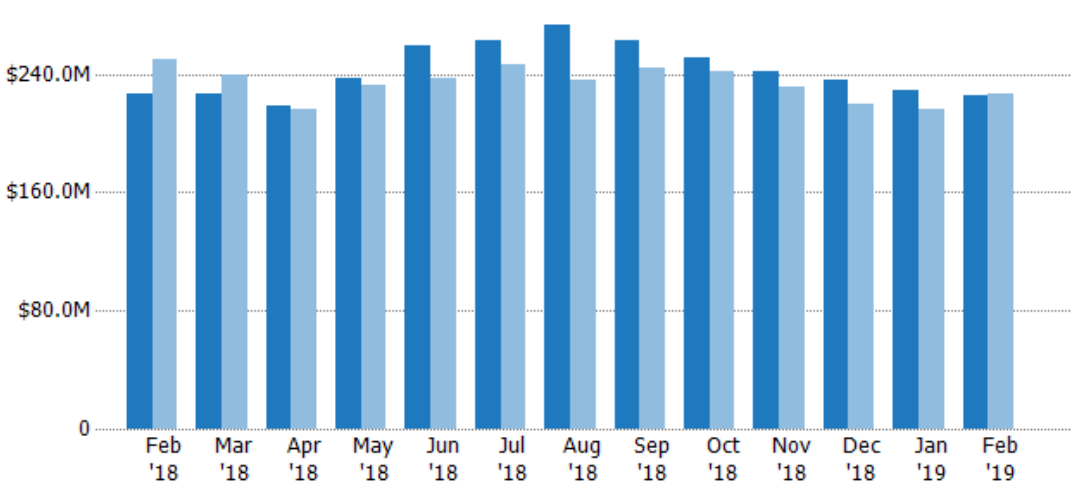
	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19
Current Year	574	565	550	599	653	674	699	664	641	595	568	532	519
Prior Year	630	607	579	639	654	675	672	685	668	612	578	561	574
Percent Change from Prior Year	-9%	-7%	-5%	-6%	0%	0%	4%	-3%	-4%	-3%	-2%	-5%	-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: Windham County, Vermont
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence



	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19
Current Year	\$226M	\$227M	\$219M	\$237M	\$259M	\$263M	\$273M	\$262M	\$251M	\$242M	\$236M	\$229M	\$226M
Prior Year	\$249M	\$239M	\$217M	\$233M	\$237M	\$246M	\$236M	\$244M	\$242M	\$232M	\$219M	\$216M	\$226M
Percent Change from Prior Year	-9%	-5%	1%	2%	9%	7%	16%	8%	4%	4%	8%	6%	0%

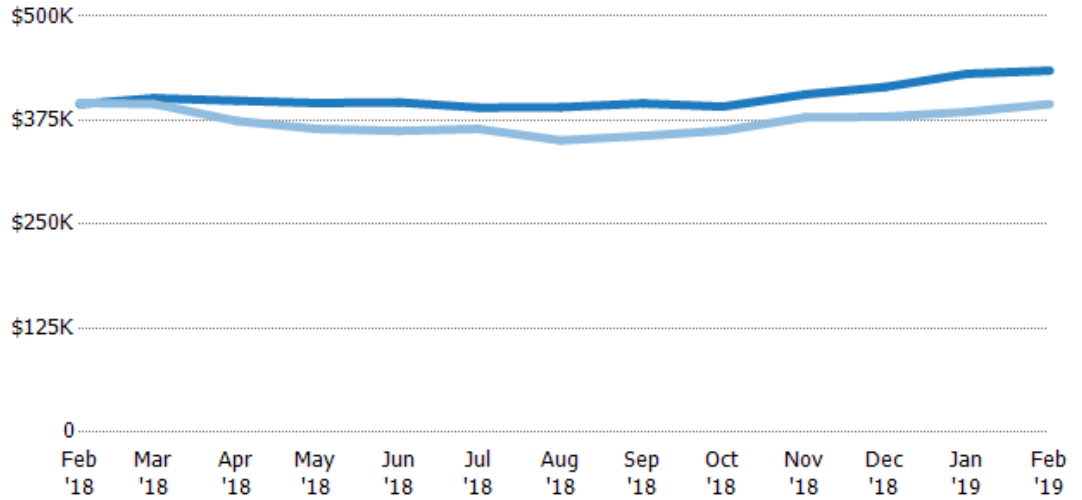
Average Listing Price

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

Filters Used

State: VT
 County: Windham County, Vermont
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence

Month/ Year	Price	% Chg.
Feb '19	\$435K	10.2%
Feb '18	\$394K	-0.4%
Feb '17	\$396K	-7.6%



Current Year	\$394K	\$402K	\$398K	\$396K	\$397K	\$390K	\$391K	\$395K	\$391K	\$406K	\$415K	\$431K	\$435K
Prior Year	\$396K	\$394K	\$374K	\$365K	\$362K	\$365K	\$351K	\$356K	\$363K	\$378K	\$379K	\$385K	\$394K
Percent Change from Prior Year	0%	2%	6%	9%	9%	7%	11%	11%	8%	7%	9%	12%	10%

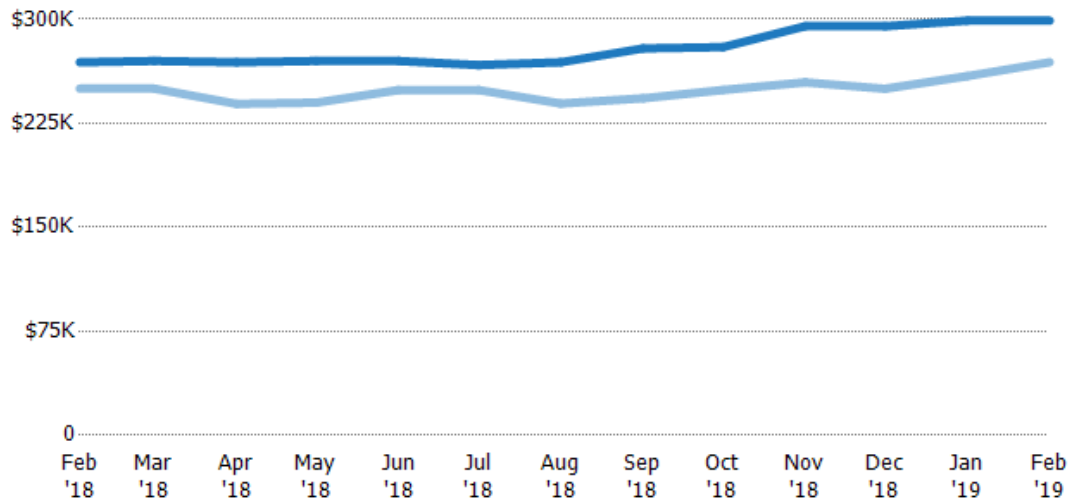
Median Listing Price

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

Filters Used

State: VT
 County: Windham County, Vermont
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence

Month/ Year	Price	% Chg.
Feb '19	\$299K	11.2%
Feb '18	\$269K	7.6%
Feb '17	\$250K	-8.4%



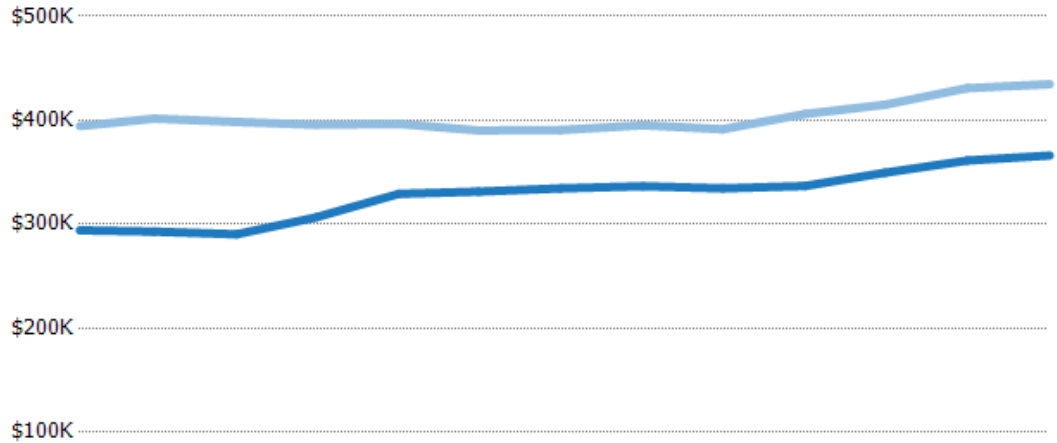
Current Year	\$269K	\$270K	\$269K	\$270K	\$270K	\$267K	\$269K	\$279K	\$280K	\$295K	\$295K	\$299K	\$299K
Prior Year	\$250K	\$250K	\$239K	\$240K	\$249K	\$249K	\$239K	\$243K	\$249K	\$255K	\$250K	\$259K	\$269K
Percent Change from Prior Year	8%	8%	13%	13%	8%	7%	12%	15%	12%	16%	18%	15%	11%

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: Windham County, Vermont
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence



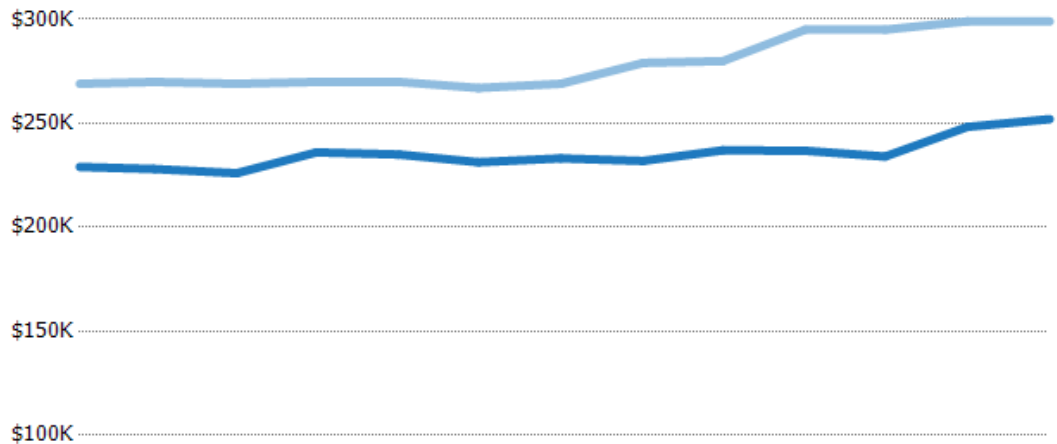
	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19
Avg Est Value	\$294K	\$293K	\$290K	\$307K	\$329K	\$331K	\$335K	\$337K	\$334K	\$337K	\$350K	\$361K	\$366K
Avg Listing Price	\$394K	\$402K	\$398K	\$396K	\$397K	\$390K	\$391K	\$395K	\$391K	\$406K	\$415K	\$431K	\$435K
Avg Listing Price as a % of Avg Est Value	134%	137%	137%	129%	120%	118%	117%	117%	117%	121%	119%	119%	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: Windham County, Vermont
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence



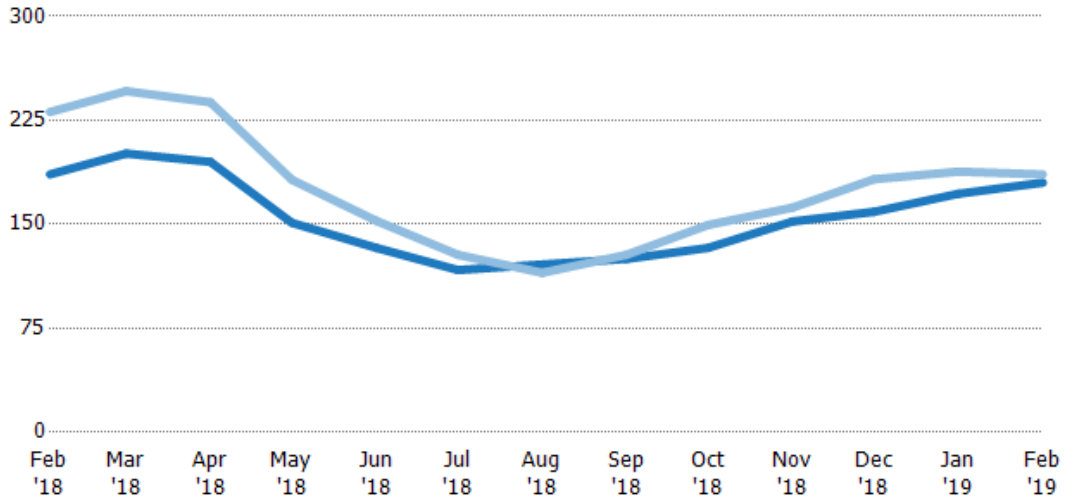
	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19
Median Est Value	\$229K	\$228K	\$226K	\$236K	\$235K	\$231K	\$233K	\$232K	\$237K	\$237K	\$234K	\$248K	\$252K
Median Listing Price	\$269K	\$270K	\$269K	\$270K	\$270K	\$267K	\$269K	\$279K	\$280K	\$295K	\$295K	\$299K	\$299K
Med Listing Price as a % of Med Est Value	117%	118%	119%	114%	115%	115%	115%	120%	118%	125%	126%	120%	119%

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: Windham County, Vermont
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence



Month/Year	Days	% Chg.
Feb '19	180	-3.2%
Feb '18	186	-19.5%
Feb '17	231	-19.9%

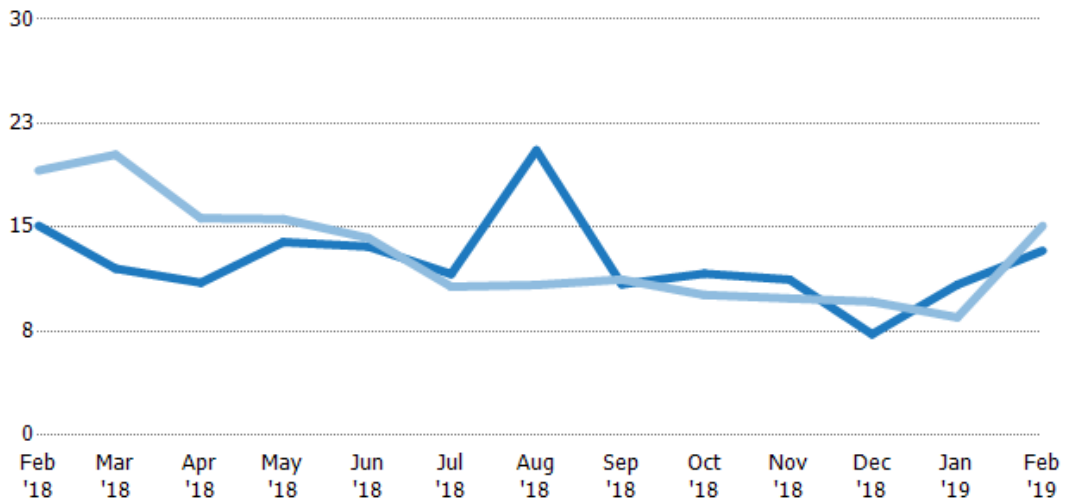
	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19
Current Year	186	201	195	151	133	117	121	125	133	152	159	172	180
Prior Year	231	246	238	182	153	128	115	128	150	162	183	188	186
Percent Change from Prior Year	-19%	-18%	-18%	-17%	-13%	-9%	5%	-2%	-11%	-6%	-13%	-9%	-3%

Months of Inventory

The number of months it would take to exhaust active listings at the current sales rate.

Filters Used

State: VT
 County: Windham County, Vermont
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence



Month/Year	Months	% Chg.
Feb '19	13.3	-11.9%
Feb '18	15.1	-20.9%
Feb '17	19.1	-5.3%

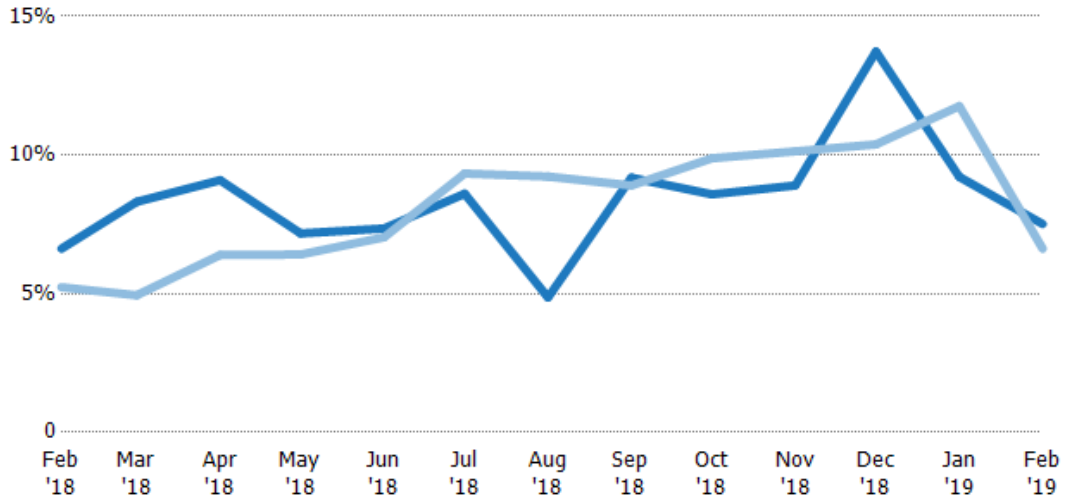
	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19
Current Year	15.1	12	11	13.9	13.6	11.6	20.6	10.9	11.7	11.2	7.28	10.9	13.3
Prior Year	19.1	20.2	15.6	15.6	14.2	10.7	10.8	11.2	10.1	9.87	9.63	8.5	15.1
Percent Change from Prior Year	-21%	-41%	-30%	-11%	-4%	8%	90%	-3%	15%	14%	-24%	28%	-12%

Absorption Rate

The percentage of inventory sold per month.

Filters Used

State: VT
 County: Windham County, Vermont
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence



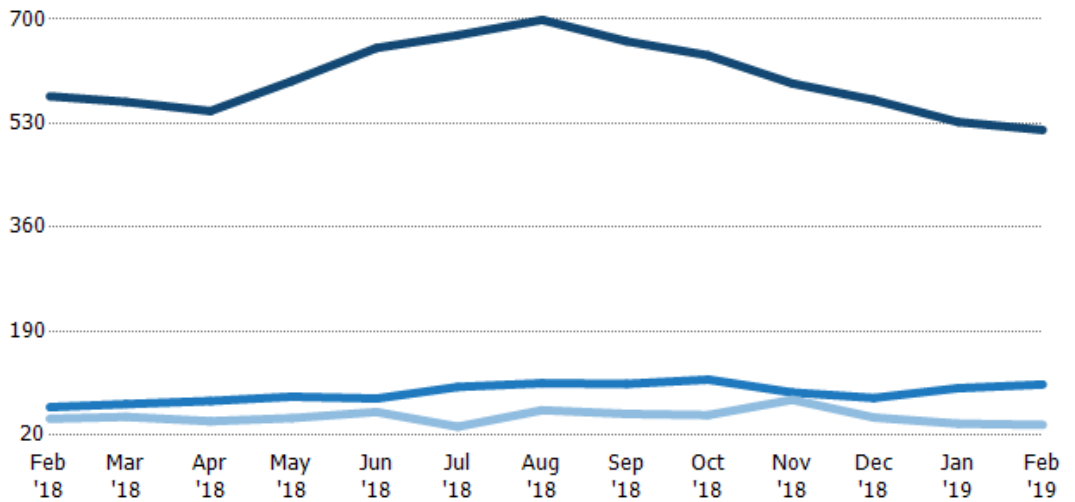
	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19
Current Year	7%	8%	9%	7%	7%	9%	5%	9%	9%	9%	14%	9%	8%
Prior Year	5%	5%	6%	6%	7%	9%	9%	9%	10%	10%	10%	12%	7%
Change from Prior Year	-1%	-3%	-3%	-1%	0%	1%	4%	0%	1%	1%	-3%	3%	-1%

Active/Pending/Sold Units

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

Filters Used

State: VT
 County: Windham County, Vermont
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence



	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19
Active	574	565	550	599	653	674	699	664	641	595	568	532	519
Pending	66	71	76	83	80	99	105	104	111	90	81	97	103
Sold	47	50	43	48	58	34	61	55	53	78	49	39	37

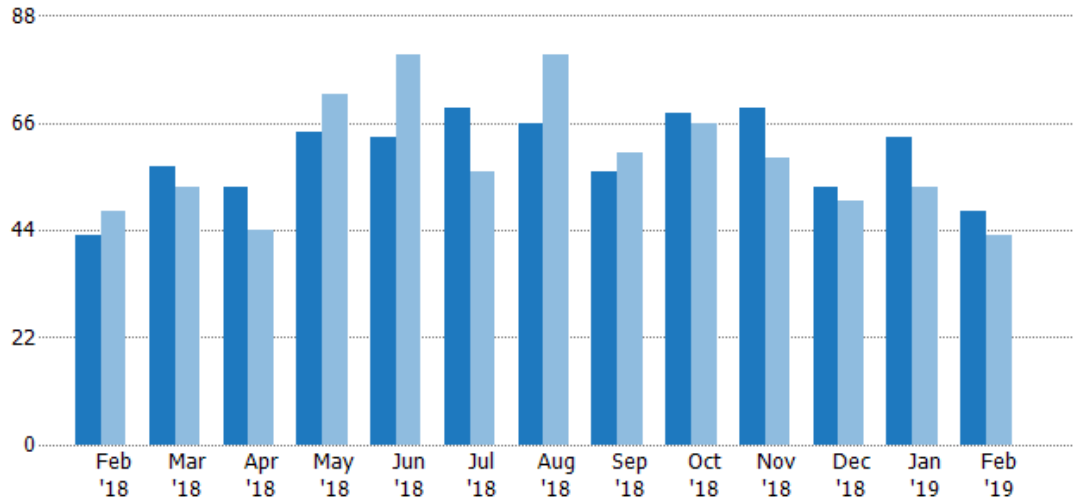
New Pending Sales

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

Filters Used

State: VT
 County: Windham County, Vermont
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence

Month/ Year	Count	% Chg.
Feb '19	48	11.6%
Feb '18	43	-10.4%
Feb '17	48	-10.4%



	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19
Current Year	43	57	53	64	63	69	66	56	68	69	53	63	48
Prior Year	48	53	44	72	80	56	80	60	66	59	50	53	43
Percent Change from Prior Year	-10%	8%	20%	-11%	-21%	23%	-18%	-7%	3%	17%	6%	19%	12%

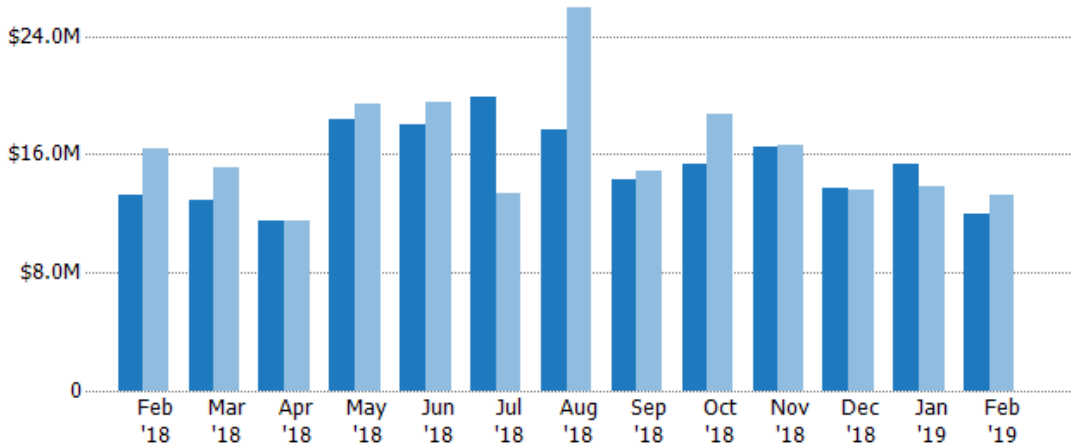
New Pending Sales Volume

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

Filters Used

State: VT
 County: Windham County, Vermont
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence

Month/ Year	Volume	% Chg.
Feb '19	\$11.9M	-10.4%
Feb '18	\$13.3M	-19.1%
Feb '17	\$16.4M	-45.4%



	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19
Current Year	\$13.3M	\$12.9M	\$11.5M	\$18.3M	\$18.1M	\$19.8M	\$17.7M	\$14.3M	\$15.3M	\$16.5M	\$13.7M	\$15.4M	\$11.9M
Prior Year	\$16.4M	\$15.1M	\$11.5M	\$19.4M	\$19.5M	\$13.3M	\$25.9M	\$14.9M	\$18.7M	\$16.6M	\$13.6M	\$13.9M	\$13.3M
Percent Change from Prior Year	-19%	-15%	0%	-5%	-7%	49%	-32%	-4%	-18%	-1%	1%	11%	-10%

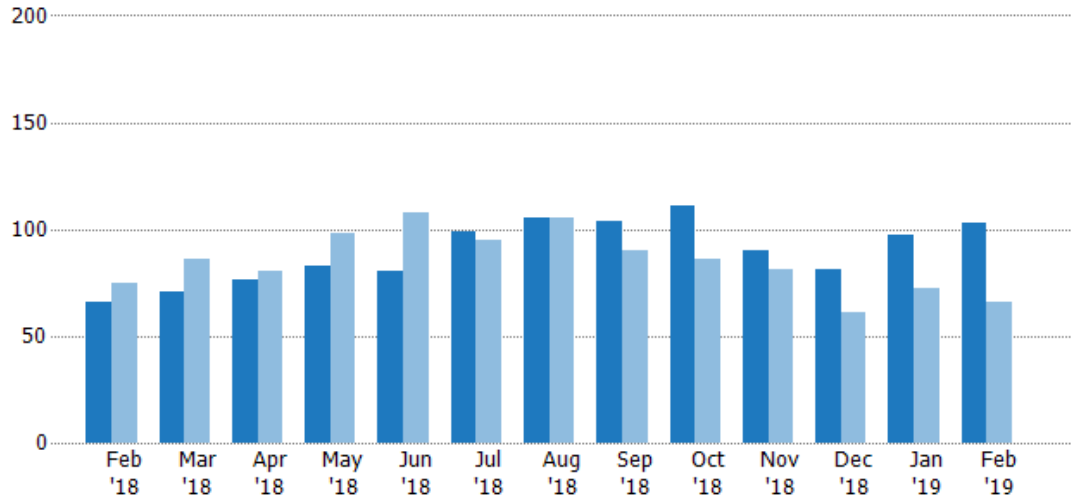
Pending Sales

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

Filters Used

State: VT
 County: Windham County, Vermont
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence

Month/ Year	Count	% Chg.
Feb '19	103	56.1%
Feb '18	66	-12%
Feb '17	75	17.3%



	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19
Current Year	66	71	76	83	80	99	105	104	111	90	81	97	103
Prior Year	75	86	80	98	108	95	105	90	86	81	61	72	66
Percent Change from Prior Year	-12%	-17%	-5%	-15%	-26%	4%	0%	16%	29%	11%	33%	35%	56%

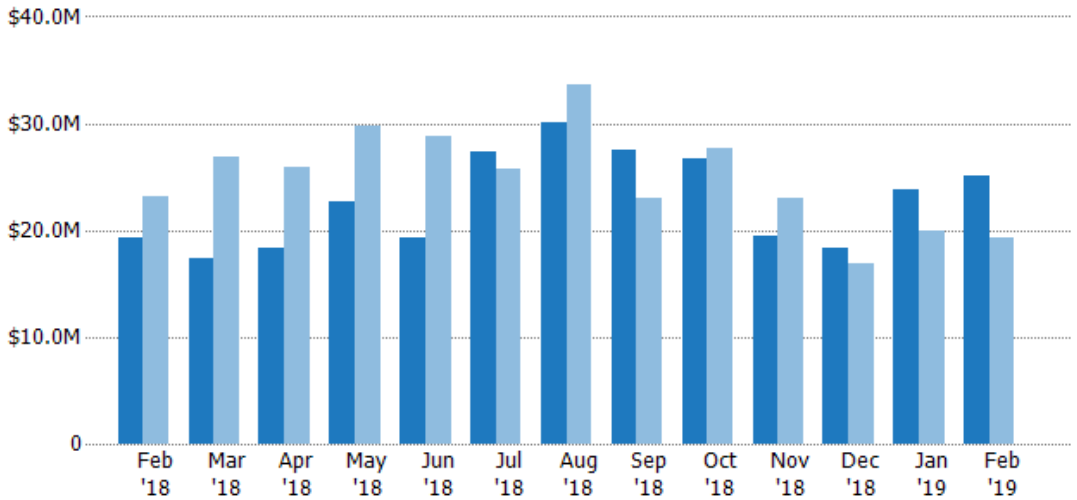
Pending Sales Volume

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: Windham County, Vermont
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence

Month/ Year	Volume	% Chg.
Feb '19	\$25.1M	29.7%
Feb '18	\$19.3M	-16.5%
Feb '17	\$23.2M	-19%



	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19
Current Year	\$19.3M	\$17.4M	\$18.3M	\$22.6M	\$19.4M	\$27.3M	\$30M	\$27.4M	\$26.7M	\$19.4M	\$18.3M	\$23.8M	\$25.1M
Prior Year	\$23.2M	\$26.9M	\$25.8M	\$29.8M	\$28.8M	\$25.7M	\$33.6M	\$23M	\$27.6M	\$23M	\$16.8M	\$20M	\$19.3M
Percent Change from Prior Year	-16%	-35%	-29%	-24%	-33%	6%	-11%	19%	-3%	-15%	9%	19%	30%

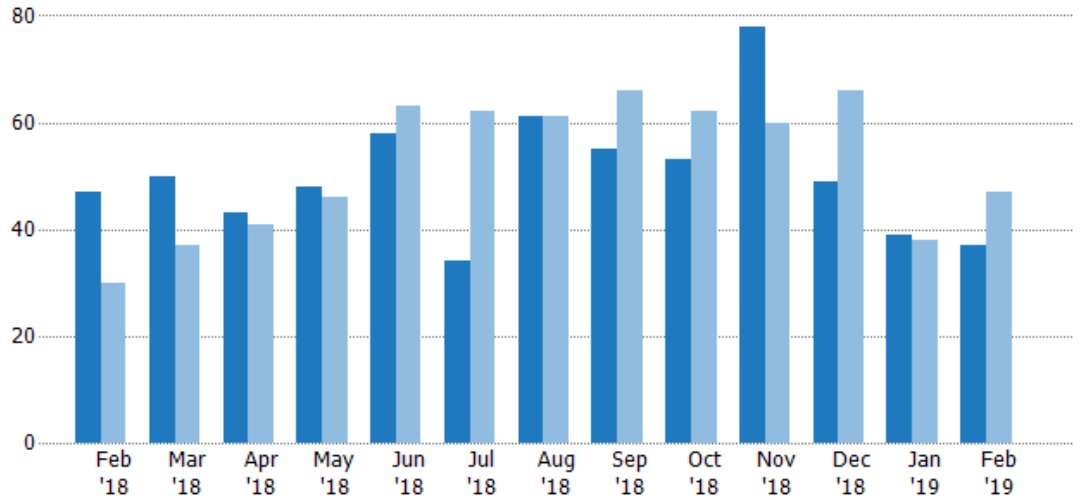
Closed Sales

The total number of residential properties sold each month.

Filters Used

State: VT
 County: Windham County, Vermont
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence

Month/ Year	Count	% Chg.
Feb '19	37	-21.3%
Feb '18	47	56.7%
Feb '17	30	-13.3%



	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19
Current Year	47	50	43	48	58	34	61	55	53	78	49	39	37
Prior Year	30	37	41	46	63	62	61	66	62	60	66	38	47
Percent Change from Prior Year	57%	35%	5%	4%	-8%	-45%	0%	-17%	-15%	30%	-26%	3%	-21%

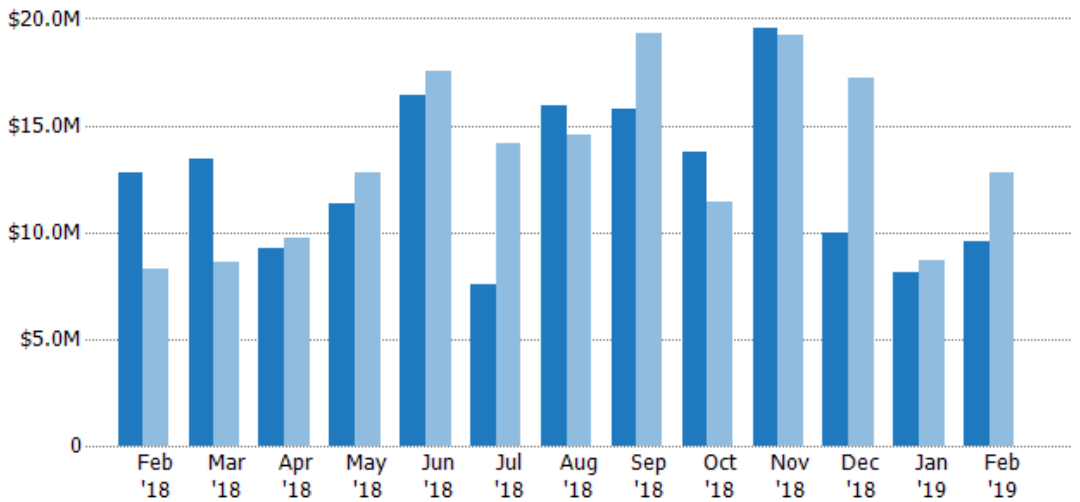
Closed Sales Volume

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

Filters Used

State: VT
 County: Windham County, Vermont
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence

Month/ Year	Volume	% Chg.
Feb '19	\$9.53M	-25.6%
Feb '18	\$12.8M	55%
Feb '17	\$8.26M	-30.8%



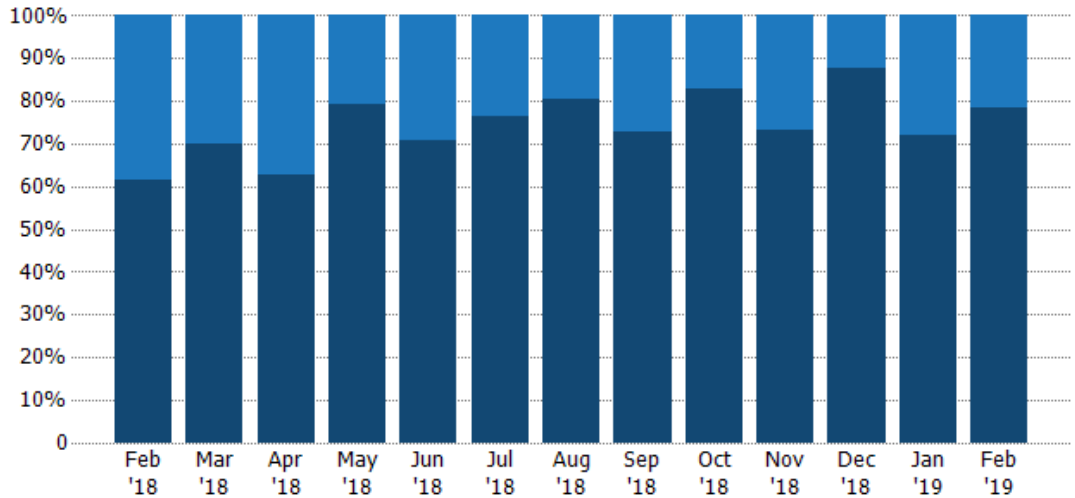
	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19
Current Year	\$12.8M	\$13.5M	\$9.24M	\$11.4M	\$16.4M	\$7.56M	\$16M	\$15.7M	\$13.7M	\$19.5M	\$9.93M	\$8.13M	\$9.53M
Prior Year	\$8.26M	\$8.6M	\$9.76M	\$12.8M	\$17.5M	\$14.2M	\$14.5M	\$19.3M	\$11.4M	\$19.2M	\$17.2M	\$8.68M	\$12.8M
Percent Change from Prior Year	55%	56%	-5%	-11%	-6%	-47%	10%	-19%	20%	2%	-42%	-6%	-26%

Closed Sales by Property Type

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

Filters Used

State: VT
 County: Windham County, Vermont
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence



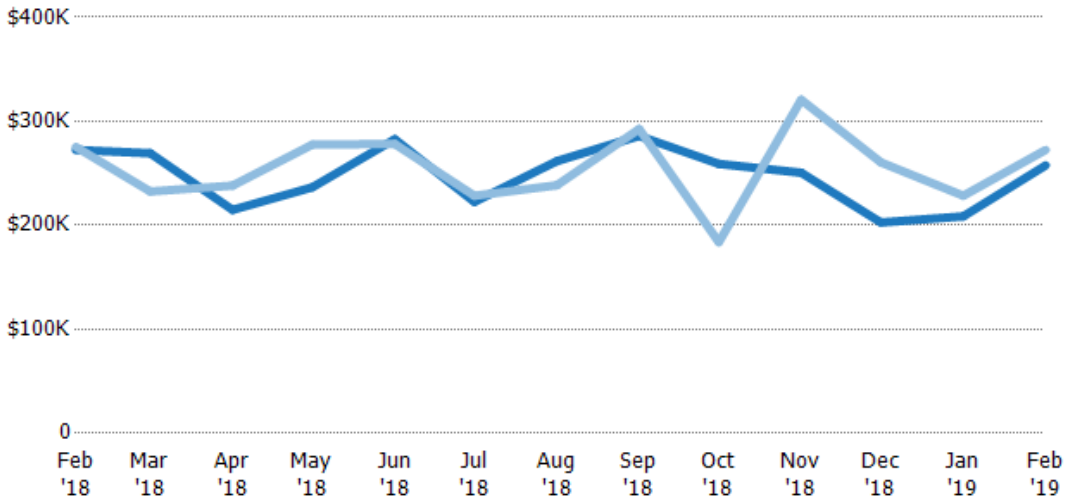
Condo/Townhouse	38%	30%	37%	21%	29%	24%	20%	27%	17%	27%	12%	28%	22%
Single Family Residence	62%	70%	63%	79%	71%	76%	80%	73%	83%	73%	88%	72%	78%

Average Sales Price

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

Filters Used

State: VT
 County: Windham County, Vermont
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence



Month/Year	Price	% Chg.
Feb '19	\$258K	-5.4%
Feb '18	\$272K	-1.1%
Feb '17	\$275K	-20.2%

Current Year	\$272K	\$269K	\$215K	\$237K	\$283K	\$222K	\$262K	\$286K	\$259K	\$251K	\$203K	\$209K	\$258K
Prior Year	\$275K	\$233K	\$238K	\$278K	\$278K	\$228K	\$238K	\$292K	\$184K	\$321K	\$260K	\$228K	\$272K
Percent Change from Prior Year	-1%	16%	-10%	-15%	2%	-3%	10%	-2%	41%	-22%	-22%	-9%	-5%

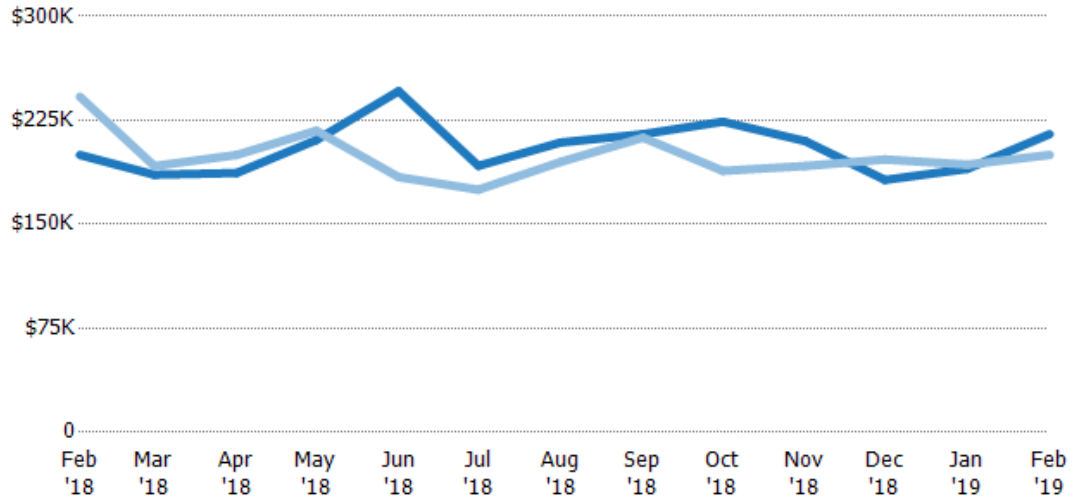
Median Sales Price

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

Filters Used

State: VT
 County: Windham County, Vermont
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence

Month/ Year	Price	% Chg.
Feb '19	\$215K	7.5%
Feb '18	\$200K	-17.4%
Feb '17	\$242K	-21.5%



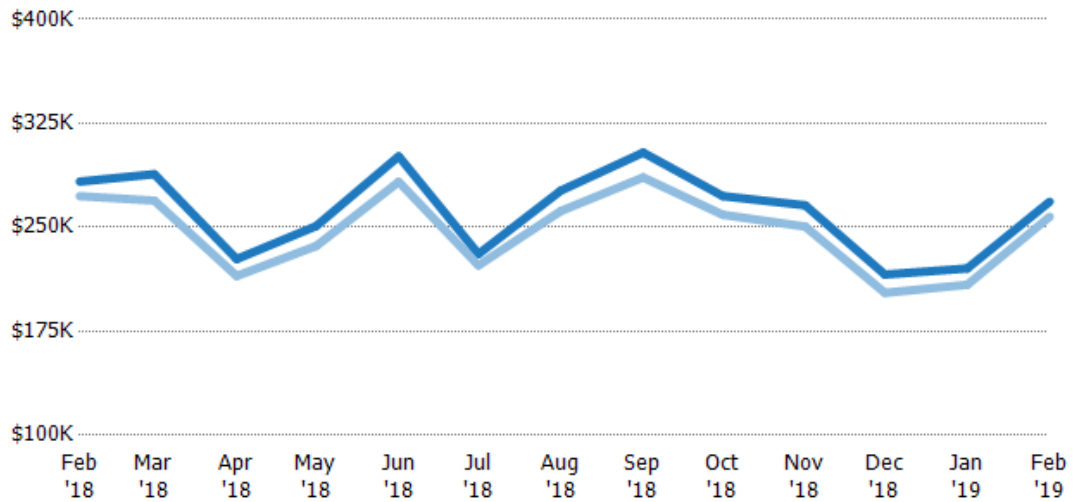
Current Year	\$200K	\$186K	\$187K	\$211K	\$246K	\$192K	\$209K	\$215K	\$224K	\$210K	\$182K	\$190K	\$215K
Prior Year	\$242K	\$192K	\$200K	\$218K	\$184K	\$175K	\$195K	\$213K	\$189K	\$192K	\$197K	\$193K	\$200K
Percent Change from Prior Year	-17%	-3%	-7%	-3%	34%	10%	7%	1%	19%	9%	-7%	-2%	8%

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: Windham County, Vermont
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence



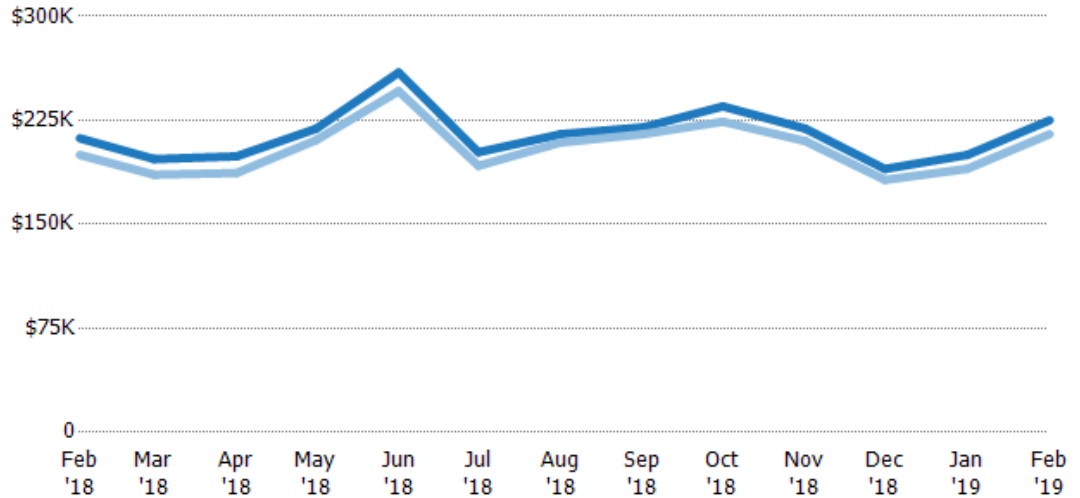
Avg List Price	\$283K	\$288K	\$227K	\$251K	\$301K	\$231K	\$276K	\$304K	\$272K	\$266K	\$216K	\$220K	\$268K
Avg Sales Price	\$272K	\$269K	\$215K	\$237K	\$283K	\$222K	\$262K	\$286K	\$259K	\$251K	\$203K	\$209K	\$258K
Avg Sales Price as a % of Avg List Price	96%	93%	95%	94%	94%	96%	95%	94%	95%	94%	94%	95%	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: Windham County, Vermont
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence



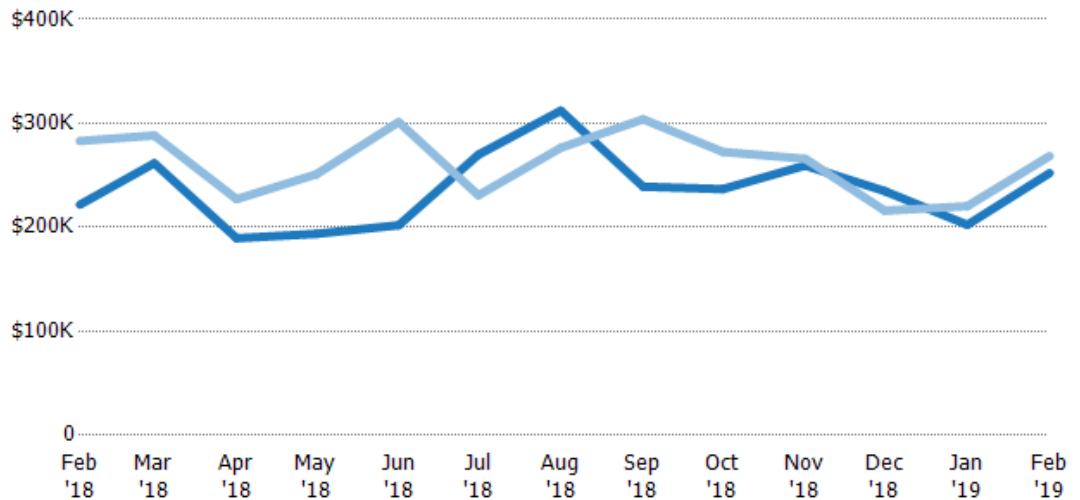
	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19
Median List Price	\$212K	\$197K	\$199K	\$219K	\$259K	\$202K	\$215K	\$220K	\$235K	\$219K	\$190K	\$200K	\$225K
Median Sales Price	\$200K	\$186K	\$187K	\$211K	\$246K	\$192K	\$209K	\$215K	\$224K	\$210K	\$182K	\$190K	\$215K
Med Sales Price as a % of Med List Price	94%	94%	94%	96%	95%	95%	97%	98%	95%	96%	96%	95%	96%

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: Windham County, Vermont
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence



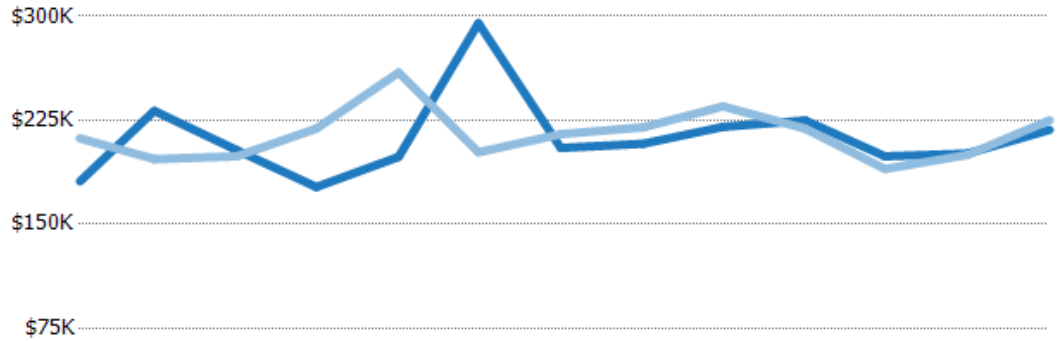
	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19
Avg Est Value	\$222K	\$262K	\$189K	\$194K	\$202K	\$270K	\$312K	\$239K	\$237K	\$259K	\$235K	\$202K	\$252K
Avg Sales Price	\$283K	\$288K	\$227K	\$251K	\$301K	\$231K	\$276K	\$304K	\$272K	\$266K	\$216K	\$220K	\$268K
Avg Sales Price as a % of Avg Est Value	128%	110%	120%	130%	149%	86%	89%	127%	115%	103%	92%	109%	106%

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: Windham County, Vermont
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence



	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19
Median Est Value	\$181K	\$232K	\$204K	\$177K	\$199K	\$295K	\$205K	\$208K	\$220K	\$225K	\$199K	\$201K	\$218K
Median Sales Price	\$212K	\$197K	\$199K	\$219K	\$259K	\$202K	\$215K	\$220K	\$235K	\$219K	\$190K	\$200K	\$225K
Med Sales Price as a % of Med Est Value	117%	85%	98%	124%	131%	68%	105%	106%	107%	97%	95%	100%	103%