

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 2019	Apr 2018	+ / -	YTD 2019	YTD 2018	+ / -
Listing Activity Charts Metrics						
New Listing Count	35	77	-54.5%	216	290	-25.5%
New Listing Volume	\$12,064,800	\$21,190,949	-43.1%	\$73,821,500	\$92,745,397	-20.4%
Active Listing Count	–	561	–	N/A	N/A	
Active Listing Volume	–	\$223,700,372	–	N/A	N/A	
Average Listing Price	–	\$398,753	–	\$431,146	\$393,532	+9.6%
Median Listing Price	–	\$269,000	–	\$299,377	\$261,947	+14.3%
Median Days in RPR	–	194	–	155.09	194.19	-20.1%
Months of Inventory	–	10.4	-100%	8.6	15	-42.8%
Absorption Rate	–	9.63%	–	11.68%	6.68%	+5%
Sales Activity Charts Metrics						
New Pending Sales Count	31	53	-41.5%	206	208	-1%
New Pending Sales Volume	\$8,019,400	\$11,398,850	-29.6%	\$52,920,853	\$51,930,950	+1.9%
Pending Sales Count	–	80	–	N/A	N/A	
Pending Sales Volume	–	\$18,941,300	–	N/A	N/A	
Closed Sales Count	20	44	-54.5%	138	186	-25.8%
Closed Sales Volume	\$3,748,604	\$9,560,333	-60.8%	\$31,766,621	\$46,225,151	-31.3%
Average Sales Price	\$187,430	\$217,280	-13.7%	\$230,193	\$248,522	-7.4%
Median Sales Price	\$188,000	\$191,750	-2%	\$207,500	\$193,884	+7%

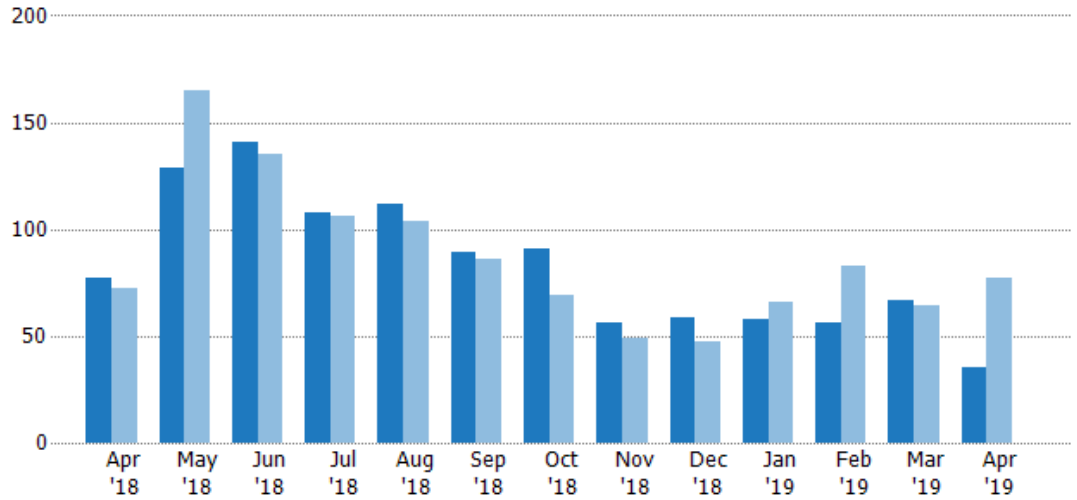
New Listings

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.
Apr '19	35	-54.5%
Apr '18	77	6.9%
Apr '17	72	30.6%



Current Year	77	129	141	108	112	89	91	56	59	58	56	67	35
Prior Year	72	165	135	106	104	86	69	49	47	66	83	64	77
Percent Change from Prior Year	7%	-22%	4%	2%	8%	3%	32%	14%	26%	-12%	-33%	5%	-55%

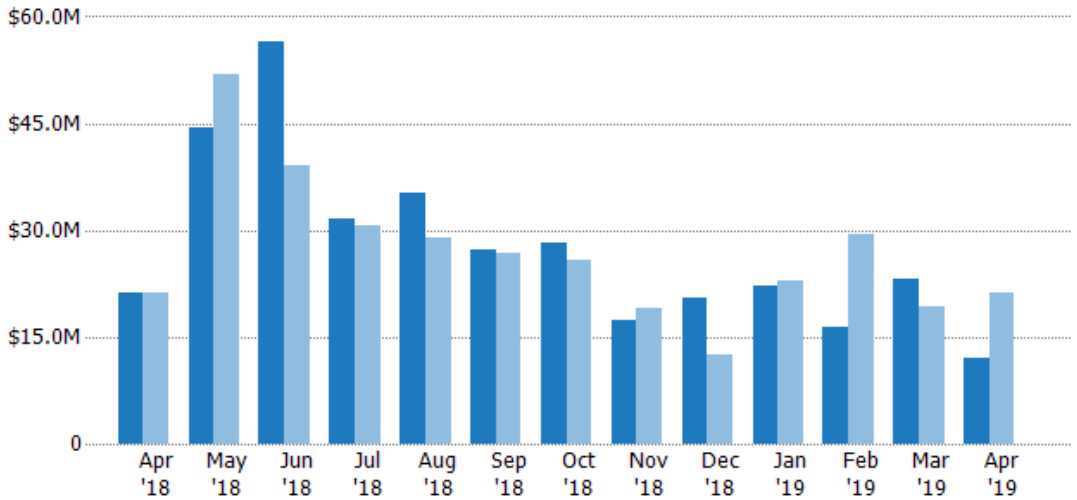
New Listing Volume

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.
Apr '19	\$12.1M	-43.1%
Apr '18	\$21.2M	0.4%
Apr '17	\$21.1M	28.5%



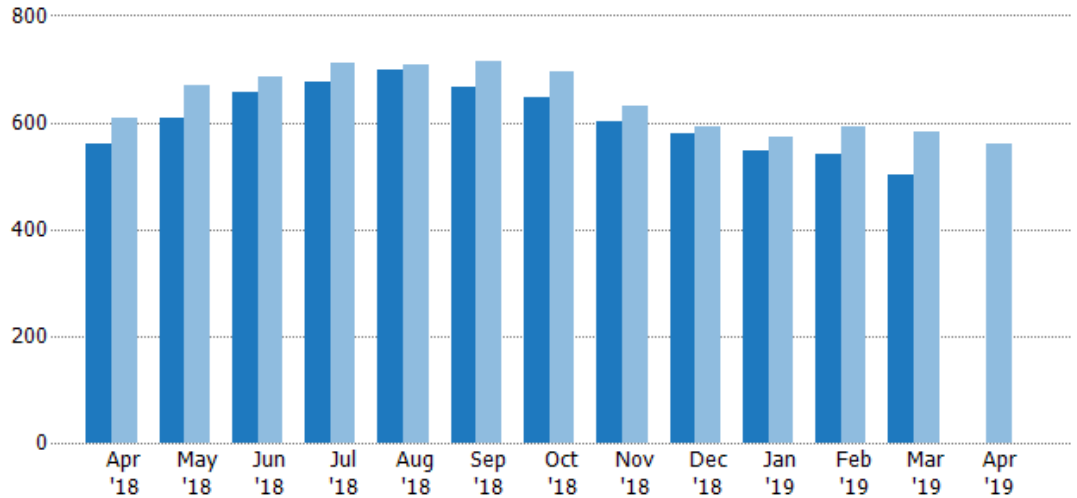
Current Year	\$21.2M	\$44.4M	\$56.4M	\$31.5M	\$35.3M	\$27.3M	\$28.2M	\$17.4M	\$20.5M	\$22.3M	\$16.4M	\$23.1M	\$12.1M
Prior Year	\$21.1M	\$51.9M	\$39.1M	\$30.6M	\$28.9M	\$26.8M	\$25.7M	\$19.1M	\$12.5M	\$23M	\$29.3M	\$19.2M	\$21.2M
Percent Change from Prior Year	0%	-14%	44%	3%	22%	2%	10%	-9%	63%	-3%	-44%	20%	-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



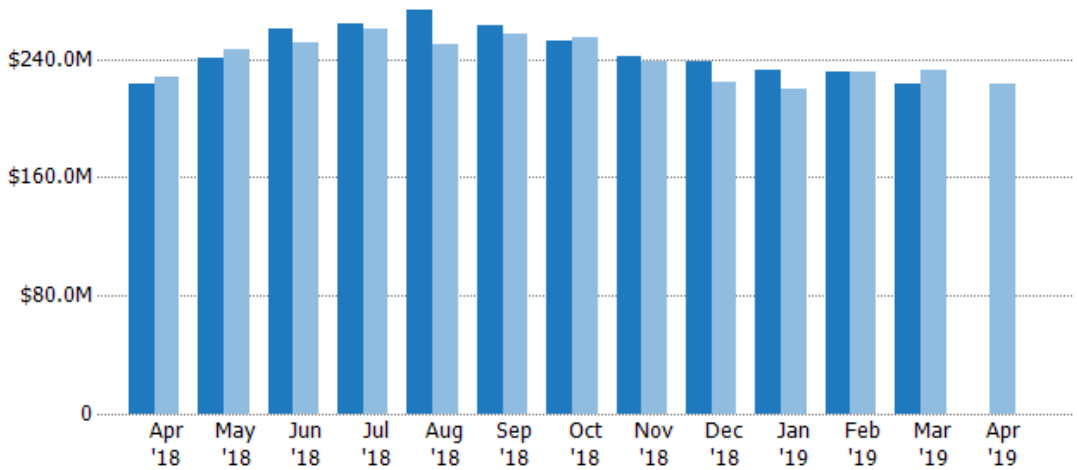
Current Year	561	608	658	675	699	666	646	601	578	547	542	503	-
Prior Year	607	670	686	710	707	714	694	631	592	573	591	581	561
Percent Change from Prior Year	-8%	-9%	-4%	-5%	-1%	-7%	-7%	-5%	-2%	-5%	-8%	-13%	-100%

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



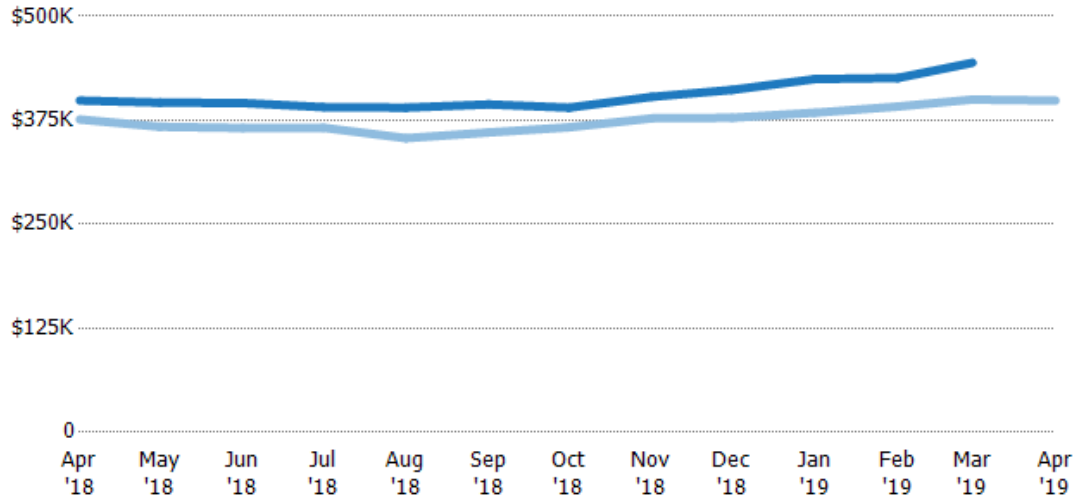
Current Year	\$224M	\$241M	\$260M	\$264M	\$273M	\$262M	\$252M	\$242M	\$238M	\$232M	\$231M	\$223M	-
Prior Year	\$228M	\$246M	\$251M	\$260M	\$250M	\$257M	\$254M	\$238M	\$224M	\$220M	\$231M	\$232M	\$224M
Percent Change from Prior Year	-2%	-2%	4%	2%	9%	2%	-1%	2%	6%	6%	0%	-4%	-100%

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



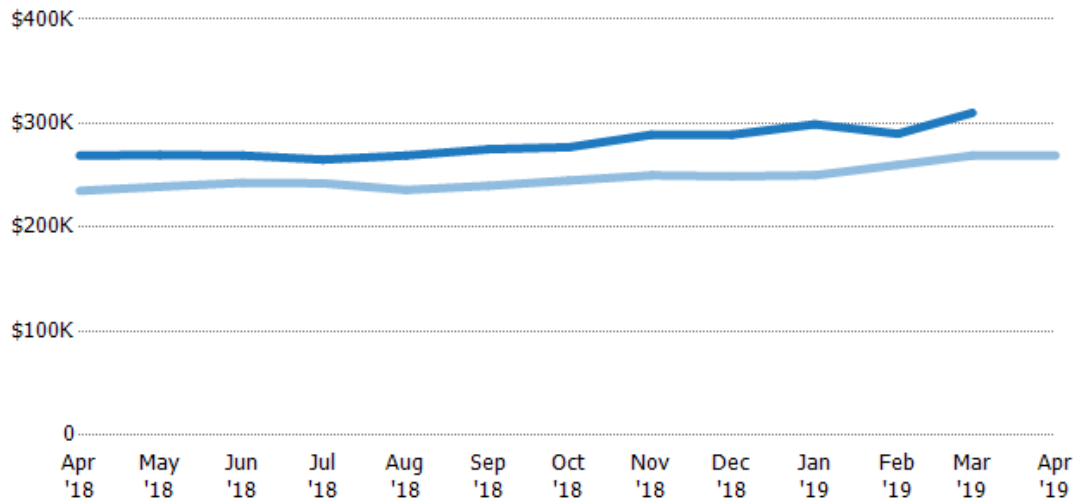
	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19
Current Year	\$399K	\$396K	\$396K	\$391K	\$390K	\$394K	\$390K	\$403K	\$412K	\$424K	\$426K	\$444K	-
Prior Year	\$376K	\$367K	\$366K	\$366K	\$353K	\$360K	\$367K	\$377K	\$378K	\$384K	\$391K	\$400K	\$399K
Percent Change from Prior Year	6%	8%	8%	7%	10%	9%	6%	7%	9%	11%	9%	11%	-100%

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



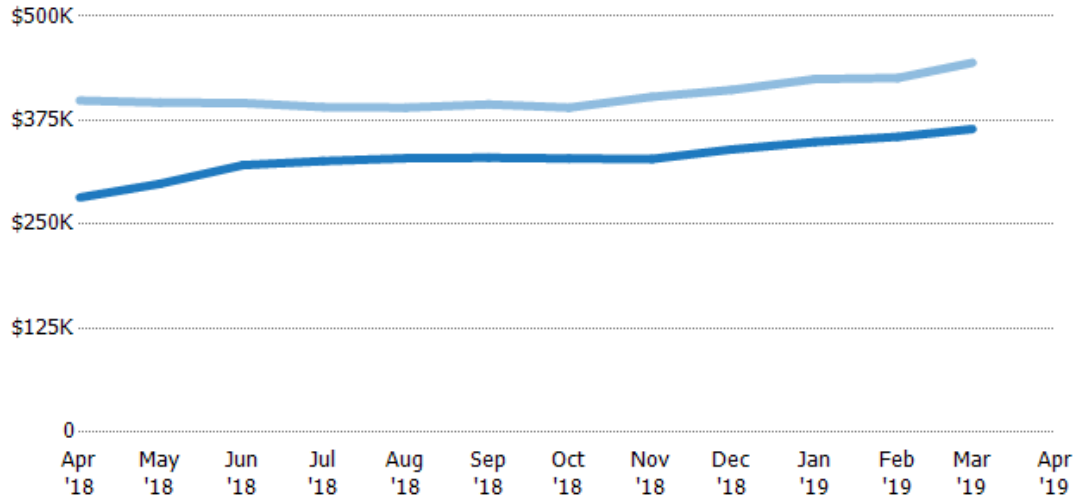
	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19
Current Year	\$269K	\$269K	\$269K	\$265K	\$269K	\$275K	\$277K	\$289K	\$289K	\$299K	\$290K	\$310K	-
Prior Year	\$235K	\$239K	\$243K	\$242K	\$236K	\$240K	\$245K	\$250K	\$249K	\$250K	\$260K	\$269K	\$269K
Percent Change from Prior Year	14%	13%	11%	9%	14%	15%	13%	16%	16%	20%	12%	15%	-100%

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



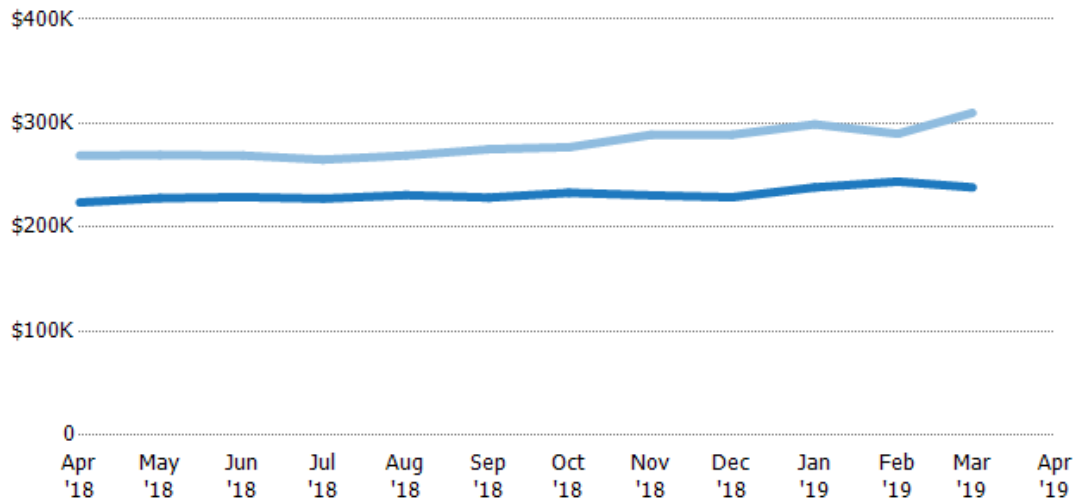
	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19
Avg Est Value	\$282K	\$299K	\$321K	\$326K	\$329K	\$330K	\$329K	\$328K	\$340K	\$349K	\$355K	\$364K	-
Avg Listing Price	\$399K	\$396K	\$396K	\$391K	\$390K	\$394K	\$390K	\$403K	\$412K	\$424K	\$426K	\$444K	-
Avg Listing Price as a % of Avg Est Value	141%	133%	123%	120%	118%	119%	119%	123%	121%	122%	120%	122%	-

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



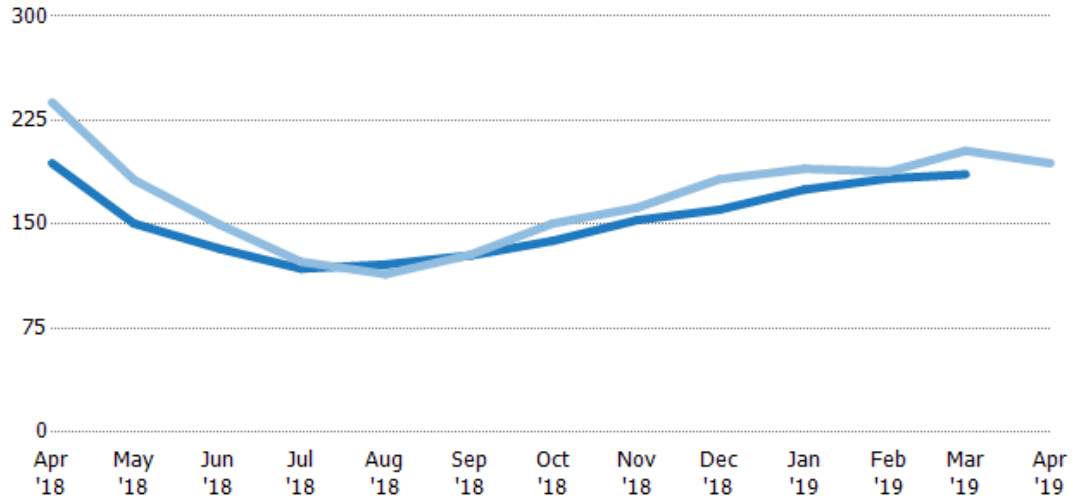
	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19
Median Est Value	\$224K	\$228K	\$229K	\$228K	\$231K	\$229K	\$233K	\$231K	\$229K	\$238K	\$244K	\$238K	-
Median Listing Price	\$269K	\$269K	\$269K	\$265K	\$269K	\$275K	\$277K	\$289K	\$289K	\$299K	\$290K	\$310K	-
Med Listing Price as a % of Med Est Value	120%	118%	117%	116%	117%	120%	119%	125%	126%	125%	119%	130%	-

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



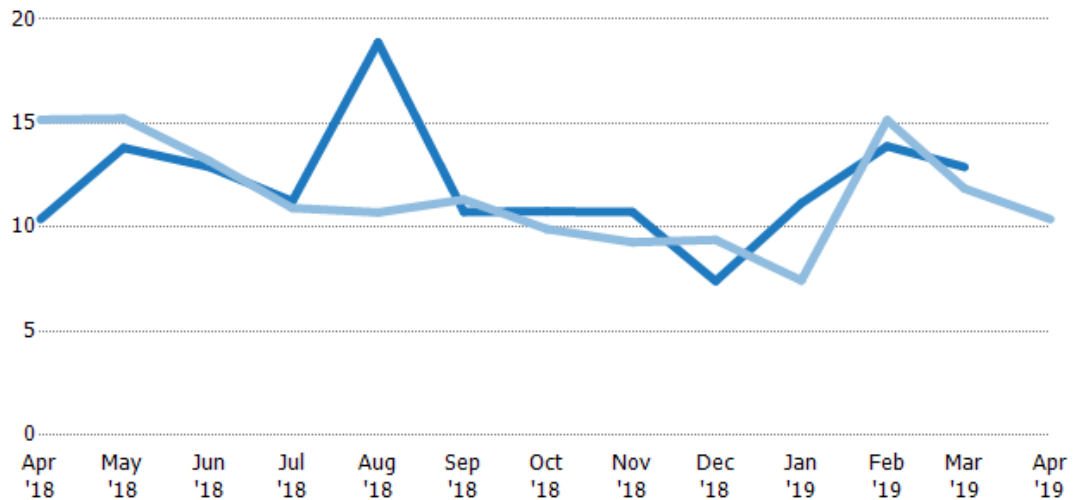
	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19
Current Year	194	151	133	118	121	128	138	153	161	175	183	186	-
Prior Year	238	182	150	123	114	128	151	162	183	190	188	203	194
Percent Change from Prior Year	-18%	-17%	-12%	-4%	6%	0%	-8%	-6%	-12%	-8%	-3%	-8%	-100%

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



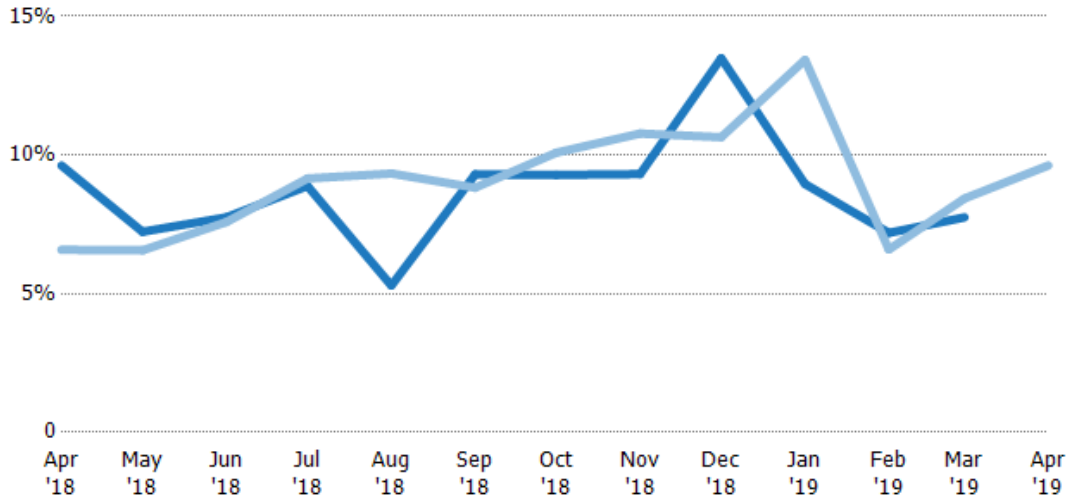
	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19
Current Year	10.4	13.8	12.9	11.3	18.9	10.7	10.8	10.7	7.41	11.2	13.9	12.9	-
Prior Year	15.2	15.2	13.2	10.9	10.7	11.3	9.91	9.28	9.4	7.44	15.2	11.9	10.4
Percent Change from Prior Year	-32%	-9%	-2%	3%	76%	-5%	9%	16%	-21%	50%	-8%	9%	-100%

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

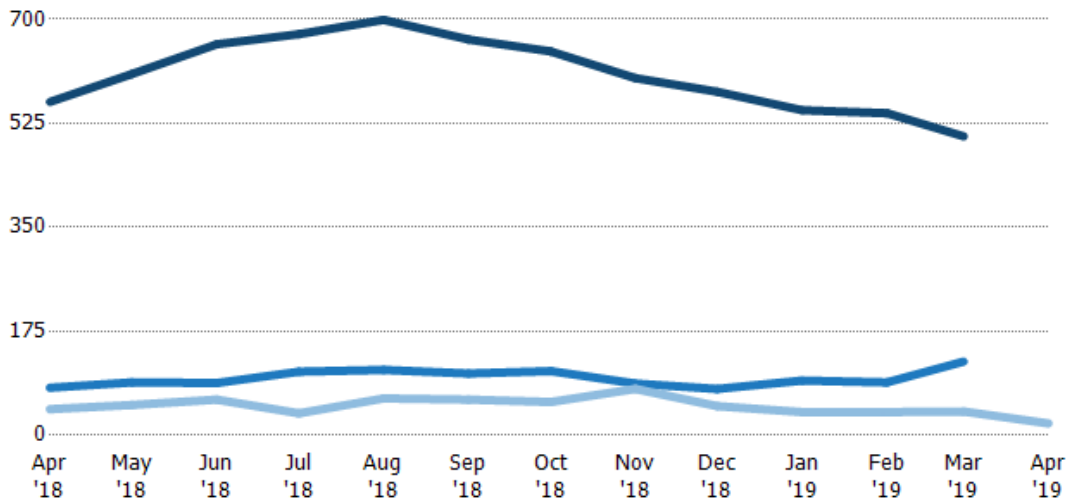


Active/Pending/Sold Units

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



Active	561	608	658	675	699	666	646	601	578	547	542	503	-
Pending	80	89	88	107	110	104	108	87	78	92	89	124	-
Sold	44	51	60	37	62	60	56	78	49	39	39	40	20

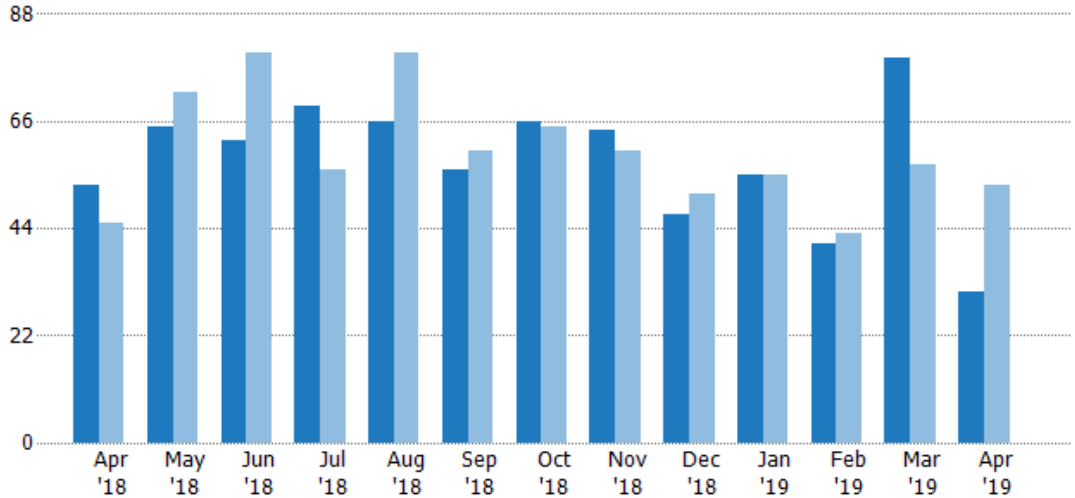
New Pending Sales

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.
Apr '19	31	-41.5%
Apr '18	53	17.8%
Apr '17	45	53.3%



Current Year	53	65	62	69	66	56	66	64	47	55	41	79	31
Prior Year	45	72	80	56	80	60	65	60	51	55	43	57	53
Percent Change from Prior Year	18%	-10%	-23%	23%	-18%	-7%	2%	7%	-8%	0%	-5%	39%	-42%

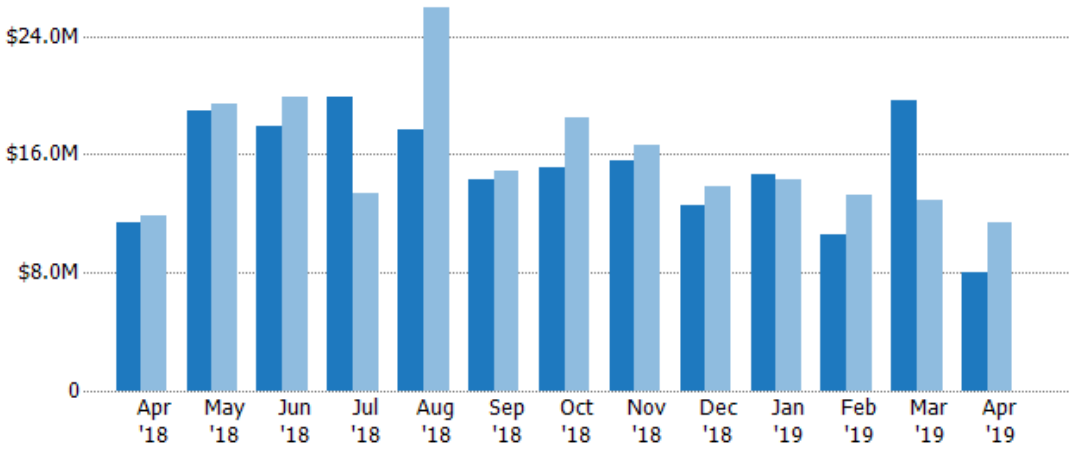
New Pending Sales Volume

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.
Apr '19	\$8.02M	-29.6%
Apr '18	\$11.4M	-4.1%
Apr '17	\$11.9M	99.1%



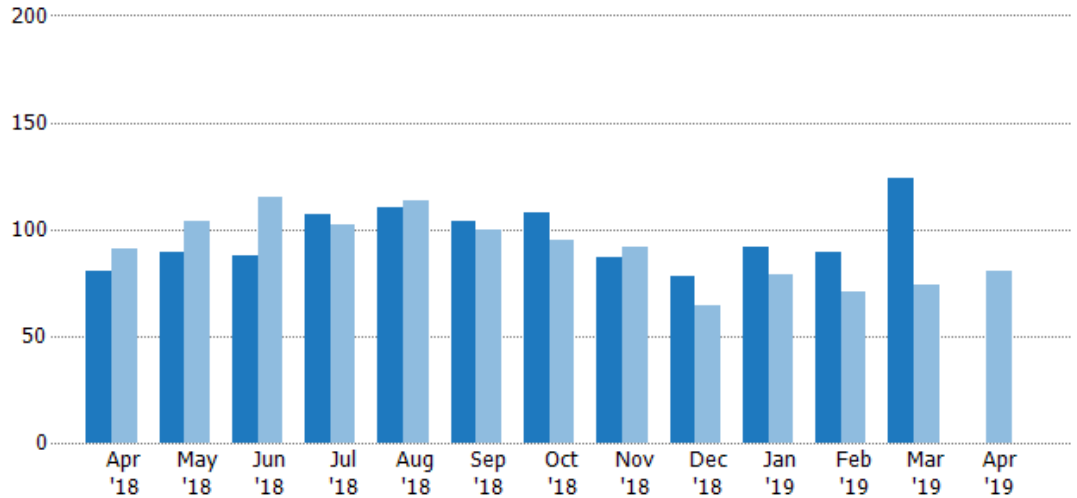
Current Year	\$11.4M	\$18.9M	\$17.9M	\$19.8M	\$17.7M	\$14.3M	\$15.1M	\$15.5M	\$12.5M	\$14.7M	\$10.6M	\$19.7M	\$8.02M
Prior Year	\$11.9M	\$19.4M	\$19.9M	\$13.3M	\$25.9M	\$14.9M	\$18.4M	\$16.6M	\$13.8M	\$14.3M	\$13.3M	\$12.9M	\$11.4M
Percent Change from Prior Year	-4%	-2%	-10%	49%	-32%	-4%	-18%	-7%	-9%	2%	-20%	52%	-30%

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



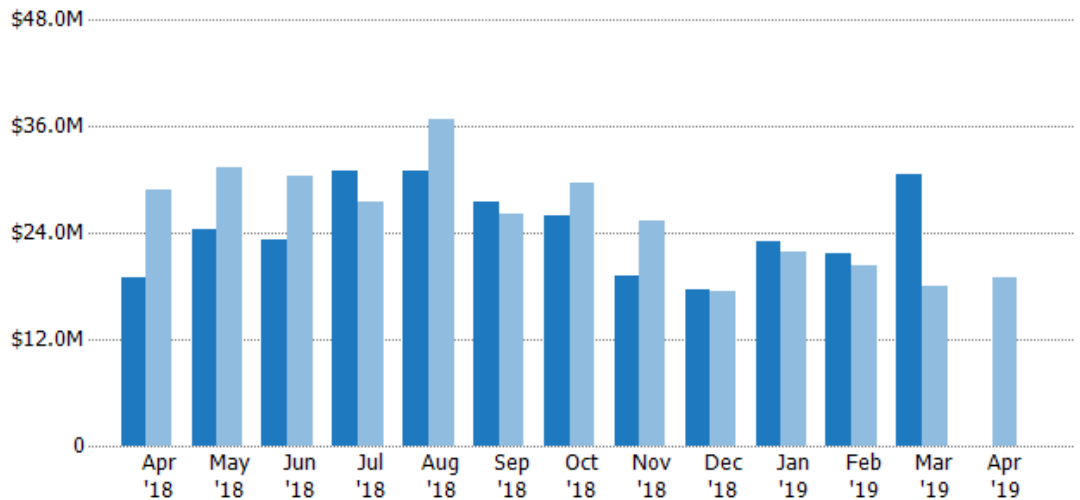
Current Year	80	89	88	107	110	104	108	87	78	92	89	124	-
Prior Year	91	104	115	102	113	100	95	92	64	79	71	74	80
Percent Change from Prior Year	-12%	-14%	-23%	5%	-3%	4%	14%	-5%	22%	16%	25%	68%	-100%

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



Current Year	\$18.9M	\$24.4M	\$23.2M	\$31M	\$30.9M	\$27.4M	\$26M	\$19.1M	\$17.6M	\$23M	\$21.7M	\$30.7M	-
Prior Year	\$29M	\$31.3M	\$30.5M	\$27.6M	\$36.9M	\$26.2M	\$29.6M	\$25.3M	\$17.4M	\$21.9M	\$20.3M	\$17.9M	\$18.9M
Percent Change from Prior Year	-35%	-22%	-24%	12%	-16%	5%	-12%	-25%	2%	5%	7%	71%	-100%

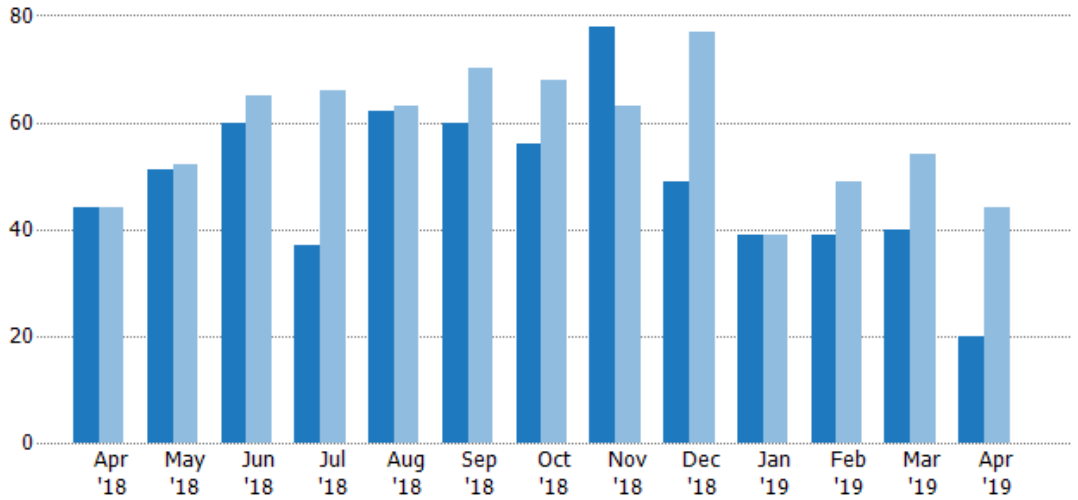
Closed Sales

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.
Apr '19	20	-54.5%
Apr '18	44	0%
Apr '17	44	0%



Current Year	44	51	60	37	62	60	56	78	49	39	39	40	20
Prior Year	44	52	65	66	63	70	68	63	77	39	49	54	44
Percent Change from Prior Year	0%	-2%	-8%	-44%	-2%	-14%	-18%	24%	-36%	0%	-20%	-26%	-55%

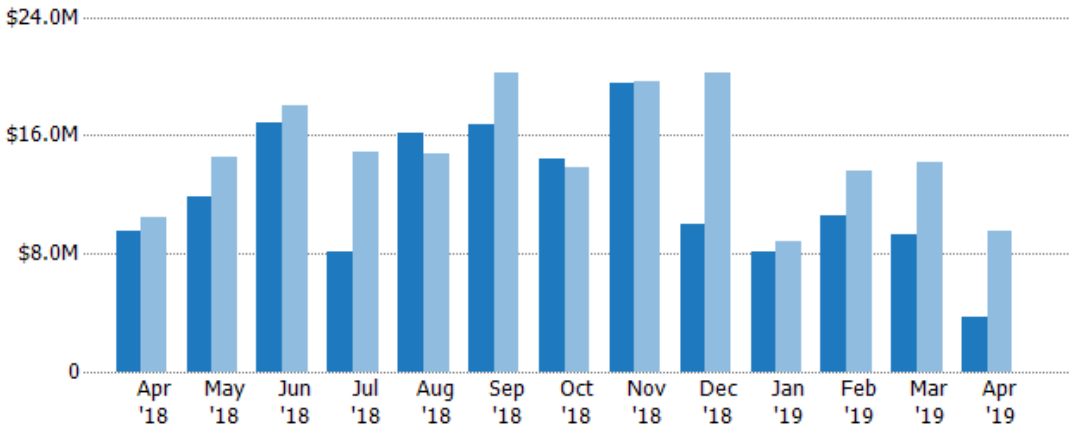
Closed Sales Volume

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.
Apr '19	\$3.75M	-60.8%
Apr '18	\$9.56M	-8.6%
Apr '17	\$10.5M	-25.3%



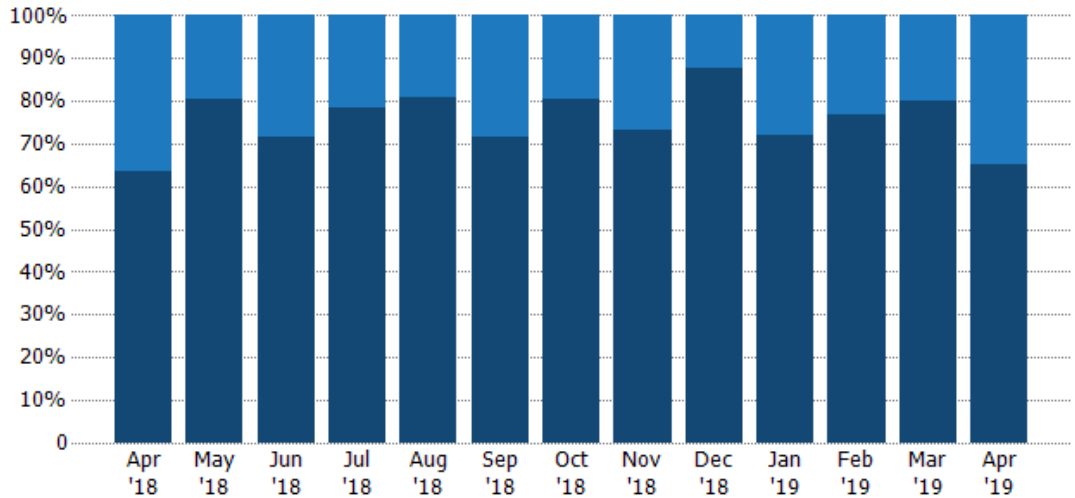
Current Year	\$9.56M	\$11.8M	\$16.9M	\$8.1M	\$16.1M	\$16.7M	\$14.4M	\$19.5M	\$10M	\$8.13M	\$10.6M	\$9.32M	\$3.75M
Prior Year	\$10.5M	\$14.6M	\$18.1M	\$14.9M	\$14.8M	\$20.2M	\$13.8M	\$19.6M	\$20.2M	\$8.86M	\$13.6M	\$14.2M	\$9.56M
Percent Change from Prior Year	-9%	-19%	-7%	-46%	9%	-17%	4%	0%	-50%	-8%	-22%	-34%	-61%

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



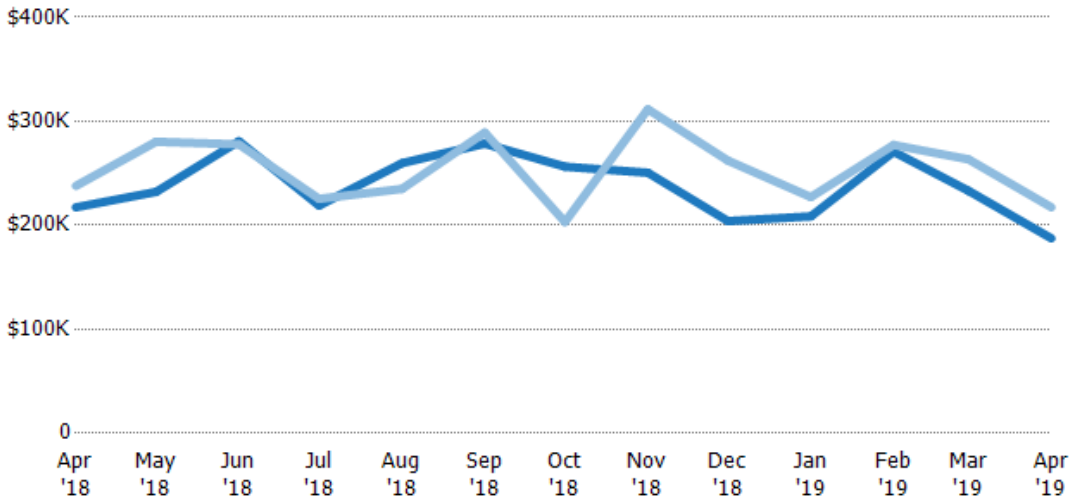
Property Type	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19
Condo/Townhouse	36%	20%	28%	22%	19%	28%	20%	27%	12%	28%	23%	20%	35%
Single Family Residence	64%	80%	72%	78%	81%	72%	80%	73%	88%	72%	77%	80%	65%

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.
Apr '19	\$187K	-13.7%
Apr '18	\$217K	-8.6%
Apr '17	\$238K	-25.3%

Property Type	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19
Current Year	\$217K	\$232K	\$281K	\$219K	\$260K	\$278K	\$256K	\$251K	\$204K	\$209K	\$271K	\$233K	\$187K
Prior Year	\$238K	\$280K	\$278K	\$225K	\$235K	\$289K	\$203K	\$312K	\$262K	\$227K	\$277K	\$263K	\$217K
Percent Change from Prior Year	-9%	-17%	1%	-3%	11%	-4%	26%	-20%	-22%	-8%	-2%	-11%	-14%

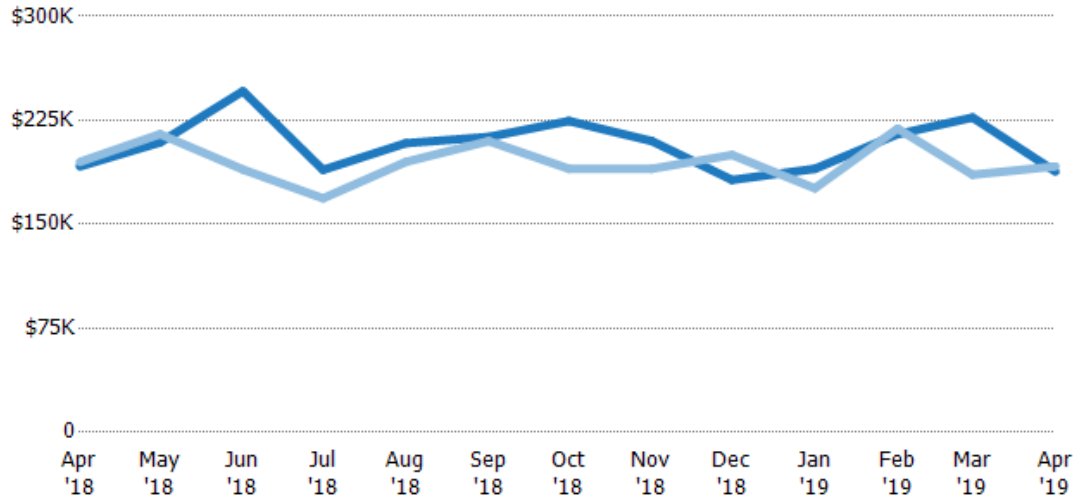
Median Sales Price

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.
Apr '19	\$188K	-2%
Apr '18	\$192K	-1.6%
Apr '17	\$195K	-20.5%



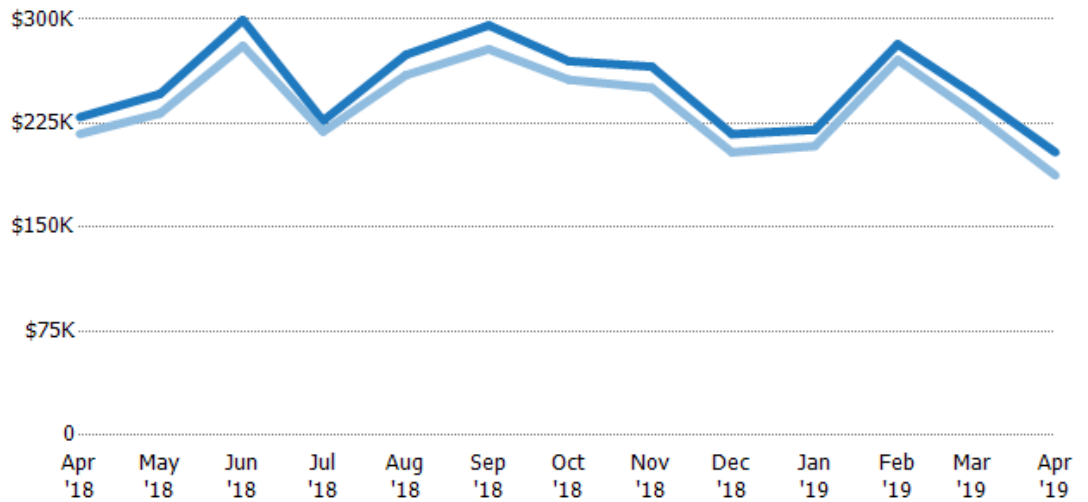
Current Year	\$192K	\$209K	\$246K	\$189K	\$209K	\$213K	\$225K	\$210K	\$182K	\$190K	\$215K	\$227K	\$188K
Prior Year	\$195K	\$215K	\$190K	\$169K	\$195K	\$210K	\$190K	\$190K	\$200K	\$176K	\$219K	\$186K	\$192K
Percent Change from Prior Year	-2%	-3%	30%	12%	7%	1%	18%	11%	-9%	8%	-2%	22%	-2%

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



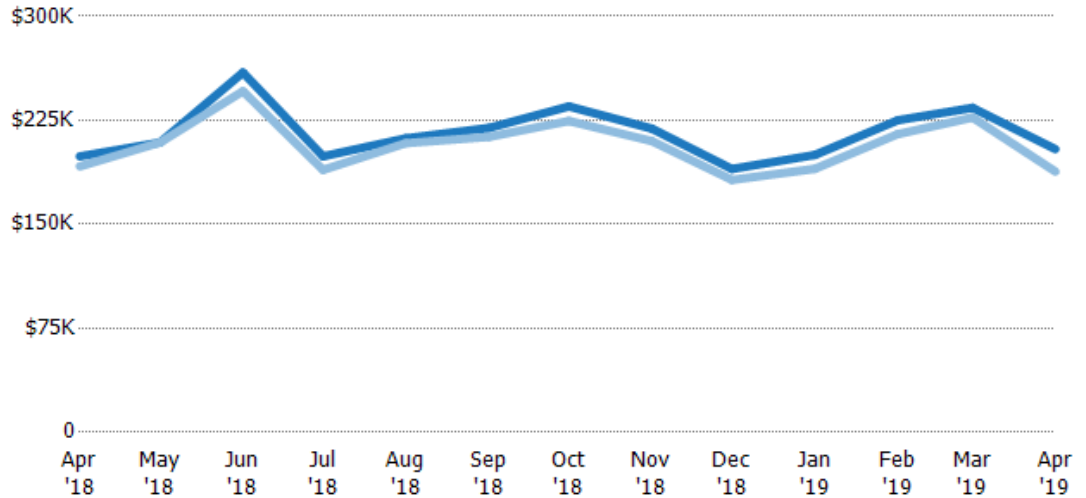
Avg List Price	\$229K	\$246K	\$299K	\$227K	\$274K	\$296K	\$270K	\$266K	\$217K	\$220K	\$282K	\$247K	\$204K
Avg Sales Price	\$217K	\$232K	\$281K	\$219K	\$260K	\$278K	\$256K	\$251K	\$204K	\$209K	\$271K	\$233K	\$187K
Avg Sales Price as a % of Avg List Price	95%	94%	94%	97%	95%	94%	95%	94%	94%	95%	96%	95%	92%

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



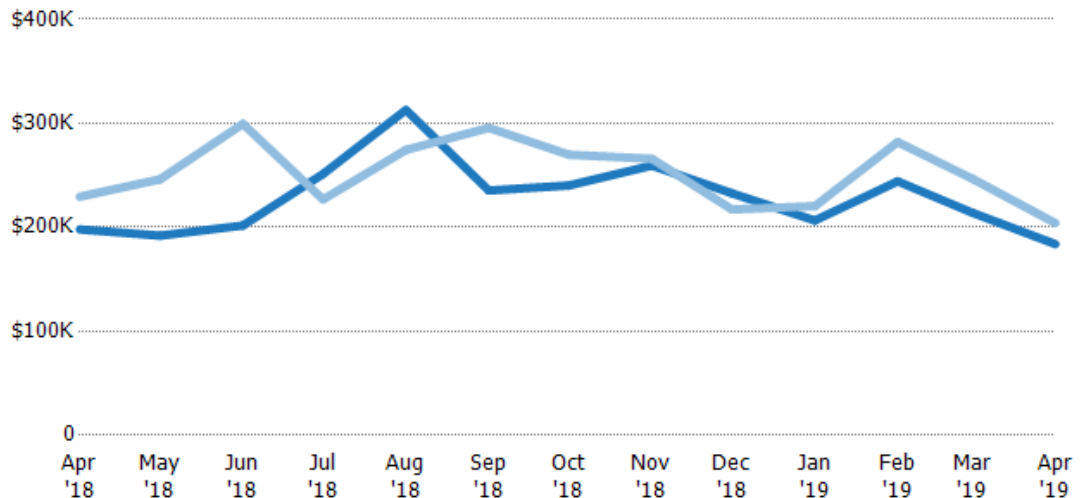
	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19
Median List Price	\$199K	\$209K	\$259K	\$199K	\$212K	\$219K	\$235K	\$219K	\$190K	\$200K	\$225K	\$234K	\$204K
Median Sales Price	\$192K	\$209K	\$246K	\$189K	\$209K	\$213K	\$225K	\$210K	\$182K	\$190K	\$215K	\$227K	\$188K
Med Sales Price as a % of Med List Price	96%	100%	95%	95%	98%	97%	96%	96%	96%	95%	96%	97%	92%

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



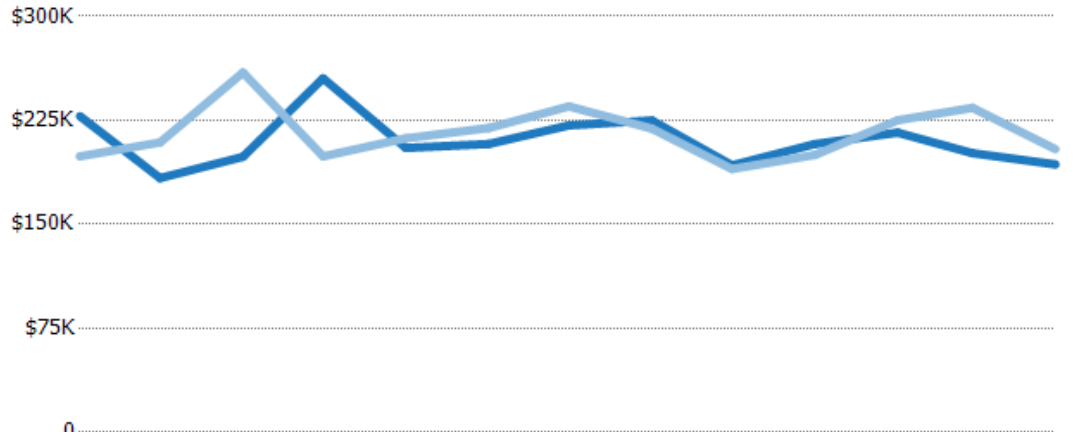
	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19
Avg Est Value	\$198K	\$192K	\$202K	\$251K	\$313K	\$235K	\$240K	\$259K	\$233K	\$206K	\$244K	\$214K	\$184K
Avg Sales Price	\$229K	\$246K	\$299K	\$227K	\$274K	\$296K	\$270K	\$266K	\$217K	\$220K	\$282K	\$247K	\$204K
Avg Sales Price as a % of Avg Est Value	116%	128%	148%	90%	88%	126%	112%	103%	93%	107%	115%	115%	111%

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



	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19
Median Est Value	\$228K	\$183K	\$199K	\$255K	\$205K	\$208K	\$221K	\$225K	\$193K	\$208K	\$216K	\$201K	\$193K
Median Sales Price	\$199K	\$209K	\$259K	\$199K	\$212K	\$219K	\$235K	\$219K	\$190K	\$200K	\$225K	\$234K	\$204K
Med Sales Price as a % of Med Est Value	87%	114%	131%	78%	103%	106%	106%	97%	99%	96%	104%	116%	106%