

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	Mar 2019	Mar 2018	+ / -	YTD 2019	YTD 2018	+ / -
Listing Activity Charts Metrics						
New Listing Count	67	64	+4.7%	181	213	-15%
New Listing Volume	\$23,085,300	\$19,192,600	+20.3%	\$61,756,700	\$71,554,448	-13.7%
Active Listing Count	503	581	-13.4%	N/A	N/A	
Active Listing Volume	\$223,403,699	\$232,359,572	-3.9%	N/A	N/A	
Average Listing Price	\$444,143	\$399,930	+11.1%	\$431,146	\$391,854	+10%
Median Listing Price	\$310,000	\$269,000	+15.2%	\$299,377	\$259,679	+15.3%
Median Days in RPR	186	203	-8.4%	181.37	194.25	-6.6%
Months of Inventory	12.9	11.9	+8.8%	11.2	15.9	-29.3%
Absorption Rate	7.75%	8.43%	-0.7%	8.92%	6.3%	+2.6%
Sales Activity Charts Metrics						
New Pending Sales Count	79	57	+38.6%	175	155	+12.9%
New Pending Sales Volume	\$19,671,855	\$12,901,800	+52.5%	\$44,901,453	\$40,532,100	+10.8%
Pending Sales Count	124	74	+67.6%	N/A	N/A	
Pending Sales Volume	\$30,690,354	\$17,913,600	+71.3%	N/A	N/A	
Closed Sales Count	40	54	-25.9%	118	142	-16.9%
Closed Sales Volume	\$9,324,275	\$14,223,200	-34.4%	\$28,018,017	\$36,664,818	-23.6%
Average Sales Price	\$233,107	\$263,393	-11.5%	\$237,441	\$258,203	-8%
Median Sales Price	\$227,000	\$185,750	+22.2%	\$210,805	\$194,546	+8.4%

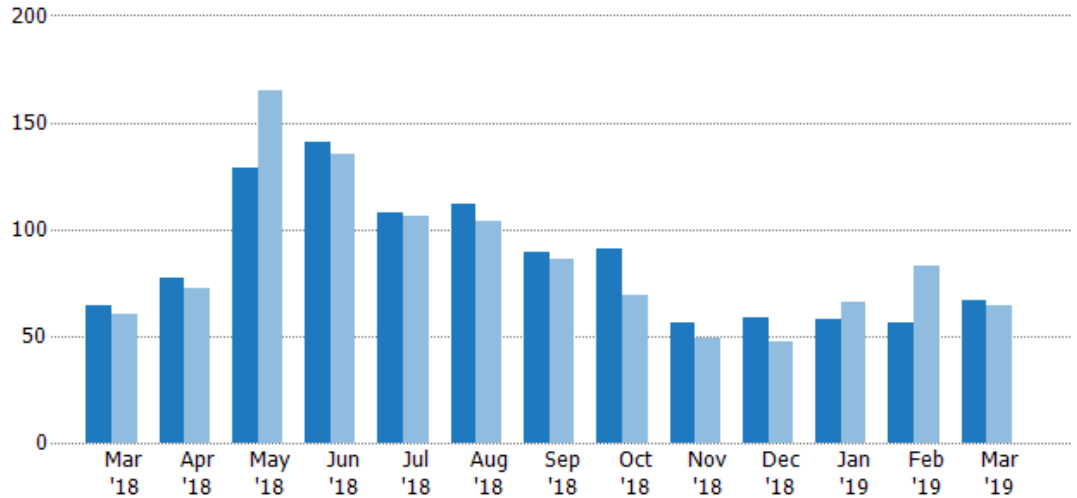
New Listings

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.
Mar '19	67	4.7%
Mar '18	64	6.7%
Mar '17	60	8.3%



Current Year	64	77	129	141	108	112	89	91	56	59	58	56	67
Prior Year	60	72	165	135	106	104	86	69	49	47	66	83	64
Percent Change from Prior Year	7%	7%	-22%	4%	2%	8%	3%	32%	14%	26%	-12%	-33%	5%

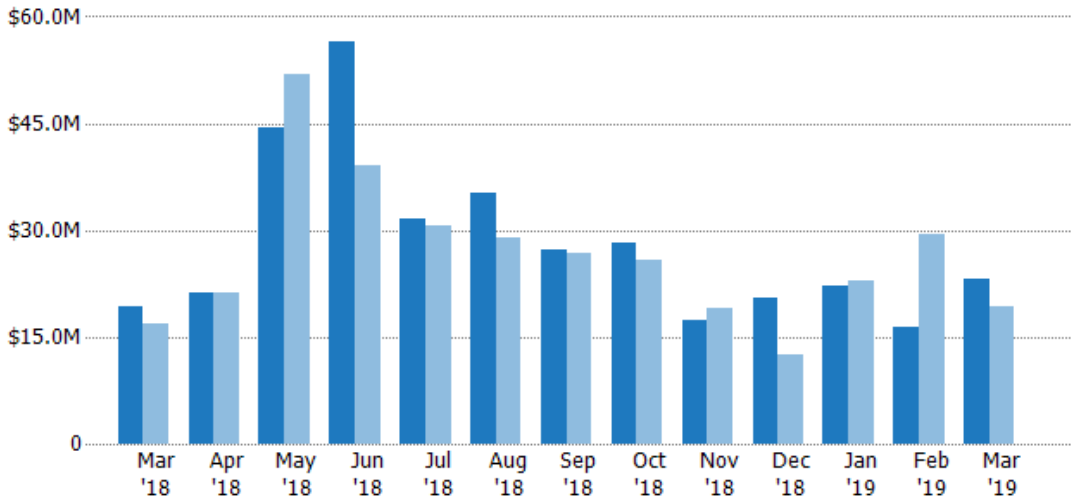
New Listing Volume

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.
Mar '19	\$23.1M	20.3%
Mar '18	\$19.2M	13.3%
Mar '17	\$16.9M	25.1%



Current Year	\$19.2M	\$21.2M	\$44.4M	\$56.4M	\$31.5M	\$35.3M	\$27.3M	\$28.2M	\$17.4M	\$20.5M	\$22.3M	\$16.4M	\$23.1M
Prior Year	\$16.9M	\$21.1M	\$51.9M	\$39.1M	\$30.6M	\$28.9M	\$26.8M	\$25.7M	\$19.1M	\$12.5M	\$23M	\$29.3M	\$19.2M
Percent Change from Prior Year	13%	0%	-14%	44%	3%	22%	2%	10%	-9%	63%	-3%	-44%	20%

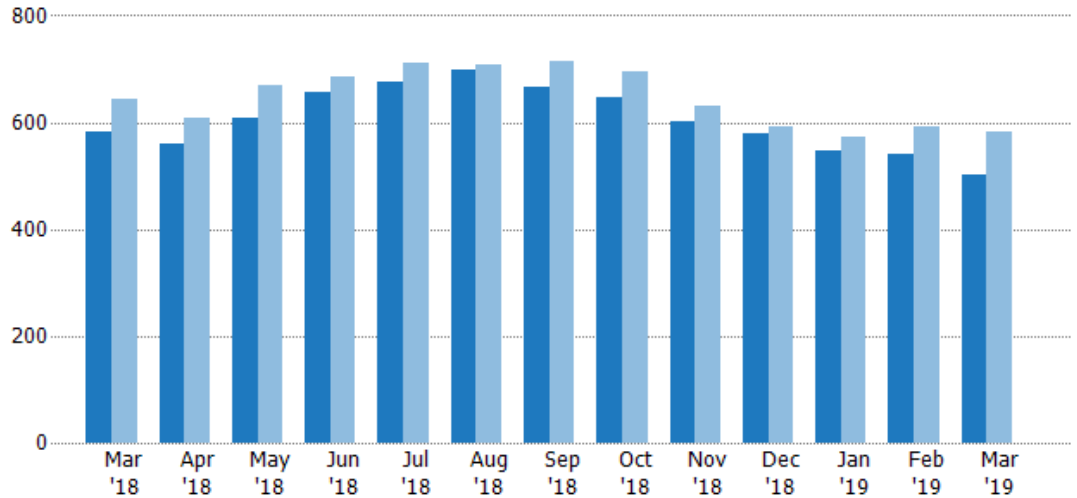
Active Listings

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

Month/ Year	Count	% Chg.
Mar '19	503	-13.4%
Mar '18	581	-9.5%
Mar '17	642	10.3%



	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19
Current Year	581	561	608	658	675	699	666	646	601	578	547	542	503
Prior Year	642	607	670	686	710	707	714	694	631	592	573	591	581
Percent Change from Prior Year	-10%	-8%	-9%	-4%	-5%	-1%	-7%	-7%	-5%	-2%	-5%	-8%	-13%

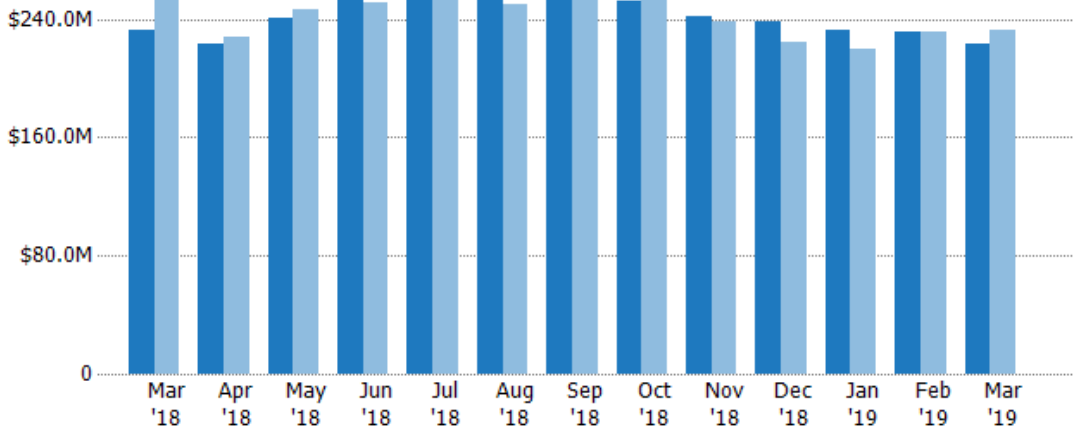
Active Listing Volume

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

Month/ Year	Volume	% Chg.
Mar '19	\$223M	-3.9%
Mar '18	\$232M	-8.4%
Mar '17	\$254M	2.8%



	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19
Current Year	\$232M	\$224M	\$241M	\$260M	\$264M	\$273M	\$262M	\$252M	\$242M	\$238M	\$232M	\$231M	\$223M
Prior Year	\$254M	\$228M	\$246M	\$251M	\$260M	\$250M	\$257M	\$254M	\$238M	\$224M	\$220M	\$231M	\$232M
Percent Change from Prior Year	-8%	-2%	-2%	4%	2%	9%	2%	-1%	2%	6%	6%	0%	-4%

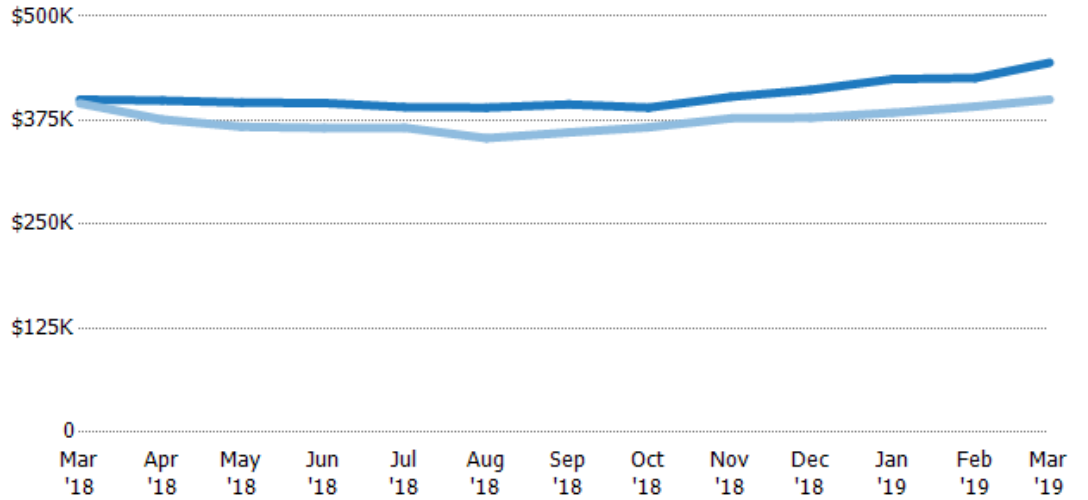
Average Listing Price

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.
Mar '19	\$444K	11.1%
Mar '18	\$400K	1.2%
Mar '17	\$395K	-6.8%



Current Year	\$400K	\$399K	\$396K	\$396K	\$391K	\$390K	\$394K	\$390K	\$403K	\$412K	\$424K	\$426K	\$444K
Prior Year	\$395K	\$376K	\$367K	\$366K	\$366K	\$353K	\$360K	\$367K	\$377K	\$378K	\$384K	\$391K	\$400K
Percent Change from Prior Year	1%	6%	8%	8%	7%	10%	9%	6%	7%	9%	11%	9%	11%

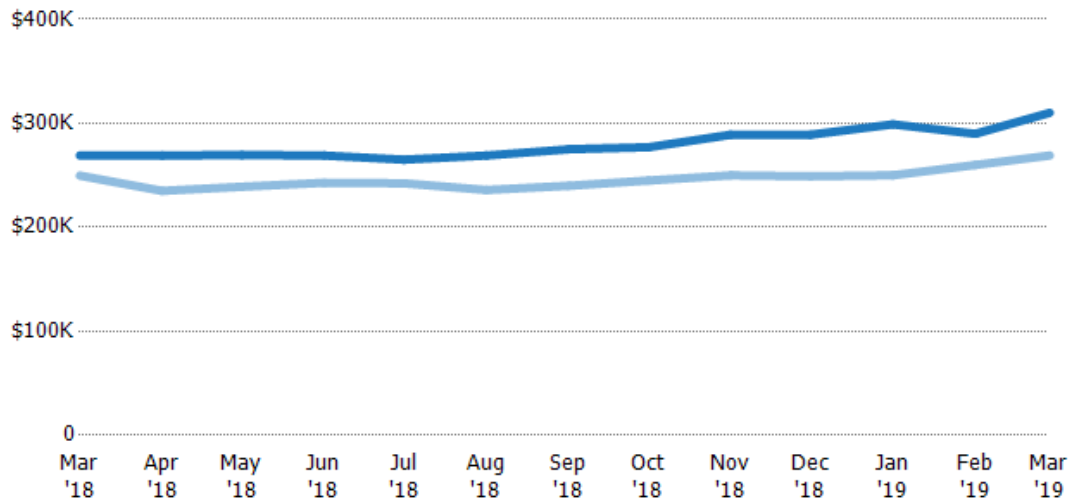
Median Listing Price

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.
Mar '19	\$310K	15.2%
Mar '18	\$269K	7.7%
Mar '17	\$250K	-5.9%



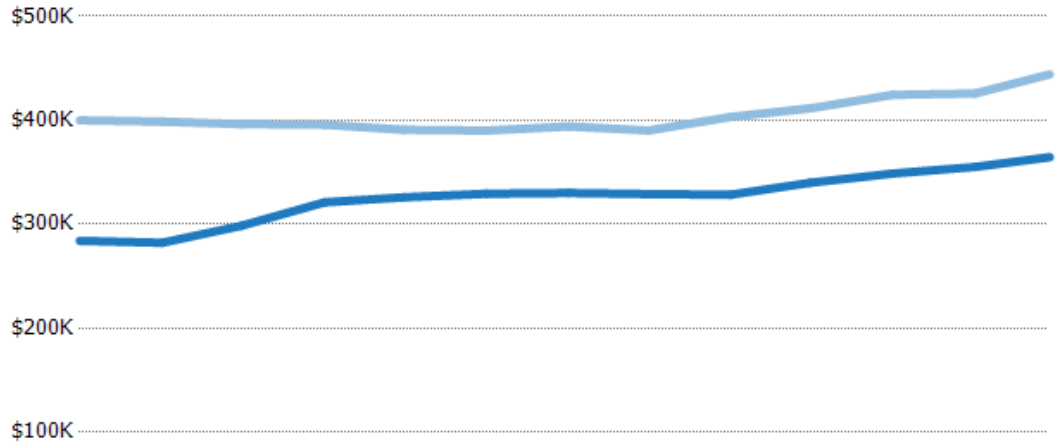
Current Year	\$269K	\$269K	\$269K	\$269K	\$265K	\$269K	\$275K	\$277K	\$289K	\$289K	\$299K	\$290K	\$310K
Prior Year	\$250K	\$235K	\$239K	\$243K	\$242K	\$236K	\$240K	\$245K	\$250K	\$249K	\$250K	\$260K	\$269K
Percent Change from Prior Year	8%	14%	13%	11%	9%	14%	15%	13%	16%	16%	20%	12%	15%

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



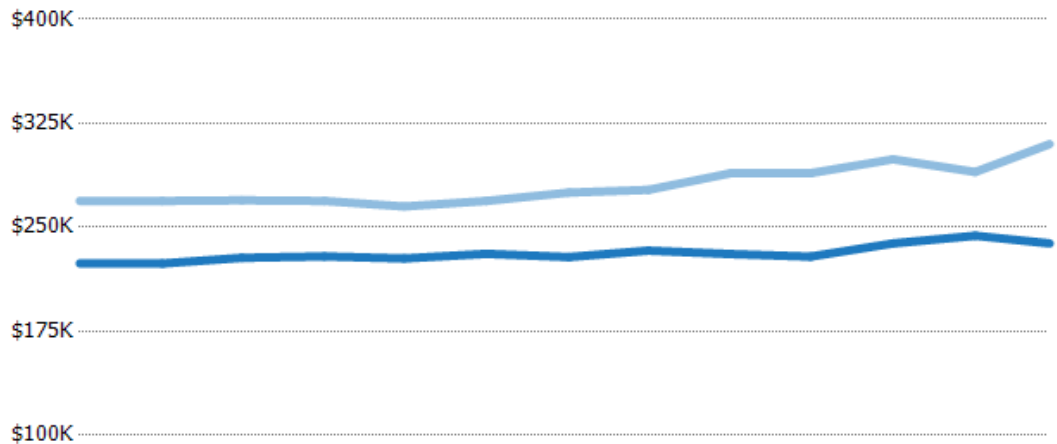
	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19
Avg Est Value	\$284K	\$282K	\$299K	\$321K	\$326K	\$329K	\$330K	\$329K	\$328K	\$340K	\$349K	\$355K	\$364K
Avg Listing Price	\$400K	\$399K	\$396K	\$396K	\$391K	\$390K	\$394K	\$390K	\$403K	\$412K	\$424K	\$426K	\$444K
Avg Listing Price as a % of Avg Est Value	141%	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



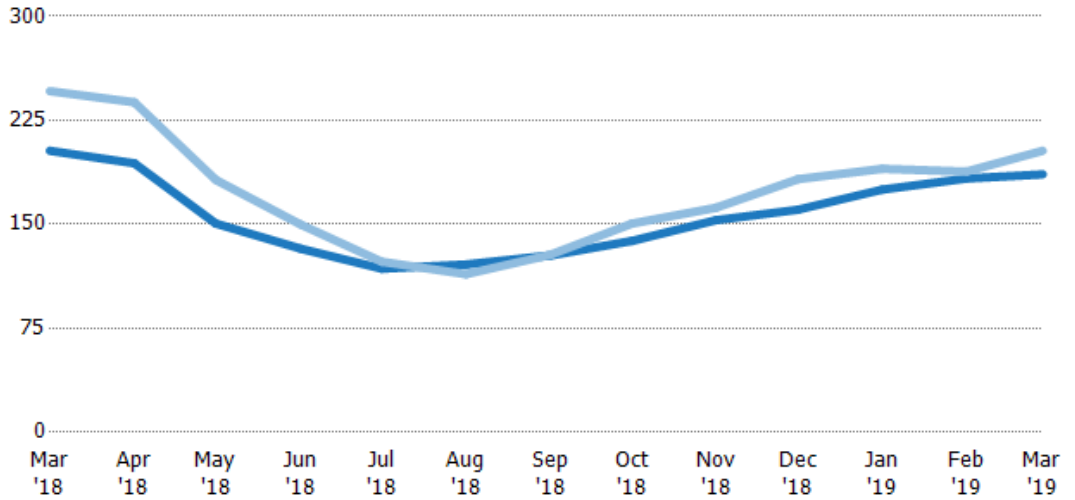
	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19
Median Est Value	\$224K	\$224K	\$228K	\$229K	\$228K	\$231K	\$229K	\$233K	\$231K	\$229K	\$238K	\$244K	\$238K
Median Listing Price	\$269K	\$269K	\$269K	\$269K	\$265K	\$269K	\$275K	\$277K	\$289K	\$289K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



Month/Year	Days	% Chg.
Mar '19	186	-8.4%
Mar '18	203	-17.5%
Mar '17	246	-19.3%

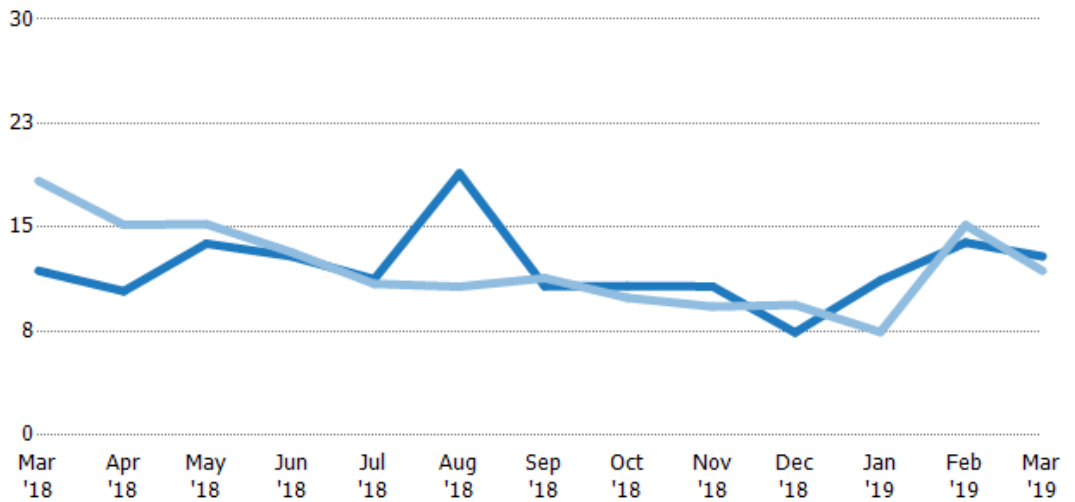
Current Year	203	194	151	133	118	121	128	138	153	161	175	183	186
Prior Year	246	238	182	150	123	114	128	151	162	183	190	188	203
Percent Change from Prior Year	-17%	-18%	-17%	-12%	-4%	6%	0%	-8%	-6%	-12%	-8%	-3%	-8%

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.
Mar '19	12.9	8.8%
Mar '18	11.9	-35.4%
Mar '17	18.3	24.5%

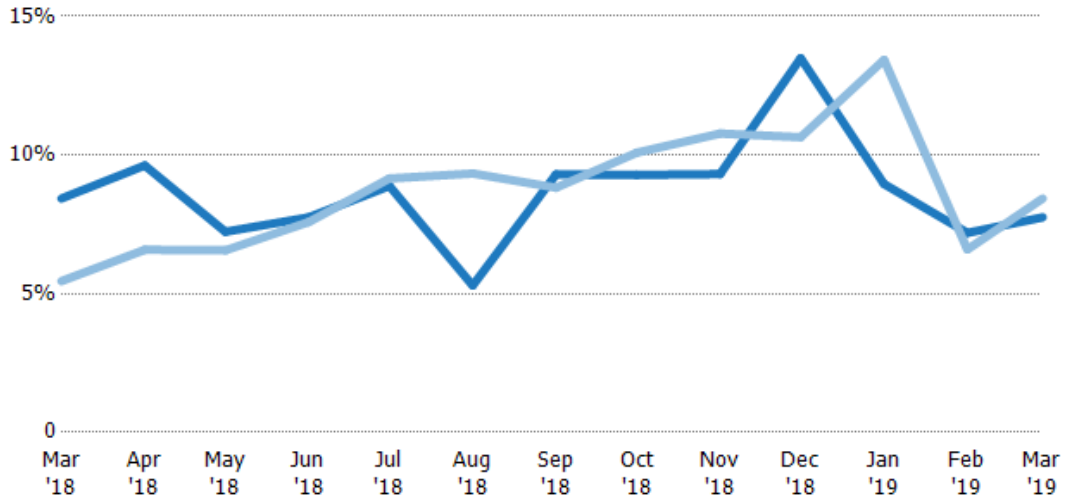
Current Year	11.9	10.4	13.8	12.9	11.3	18.9	10.7	10.8	10.7	7.41	11.2	13.9	12.9
Prior Year	18.3	15.2	15.2	13.2	10.9	10.7	11.3	9.91	9.28	9.4	7.44	15.2	11.9
Percent Change from Prior Year	-35%	-32%	-9%	-2%	3%	76%	-5%	9%	16%	-21%	50%	-8%	9%

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



Month/Year	Rate	Chg.
Mar '19	8%	0.7%
Mar '18	8%	-3%
Mar '17	5%	-19.8%

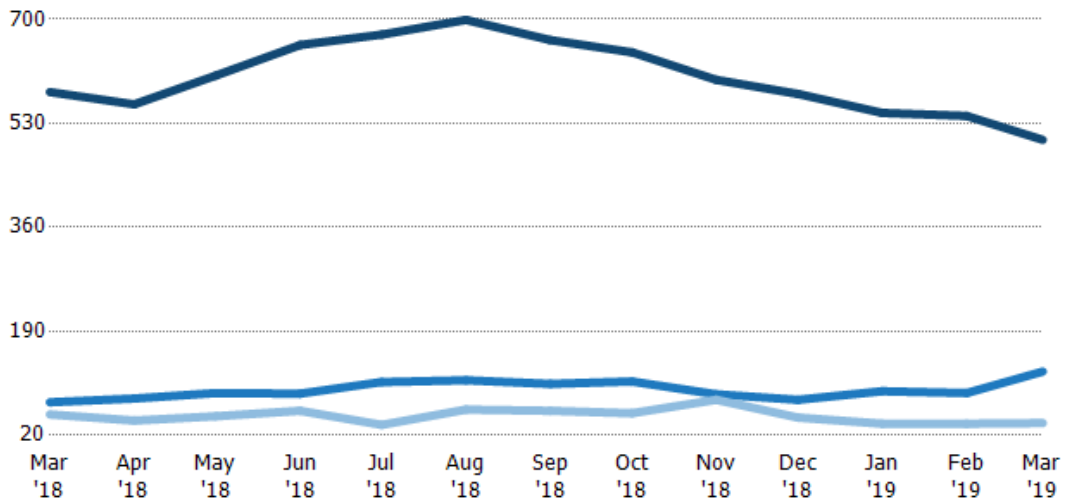
	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19
Current Year	8%	10%	7%	8%	9%	5%	9%	9%	9%	13%	9%	7%	8%
Prior Year	5%	7%	7%	8%	9%	9%	9%	10%	11%	11%	13%	7%	8%
Change from Prior Year	-3%	-3%	-1%	0%	0%	4%	0%	1%	1%	-3%	4%	-1%	1%

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



	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19
Active	581	561	608	658	675	699	666	646	601	578	547	542	503
Pending	74	80	89	88	107	110	104	108	87	78	92	89	124
Sold	54	44	51	60	37	62	60	56	78	49	39	39	40

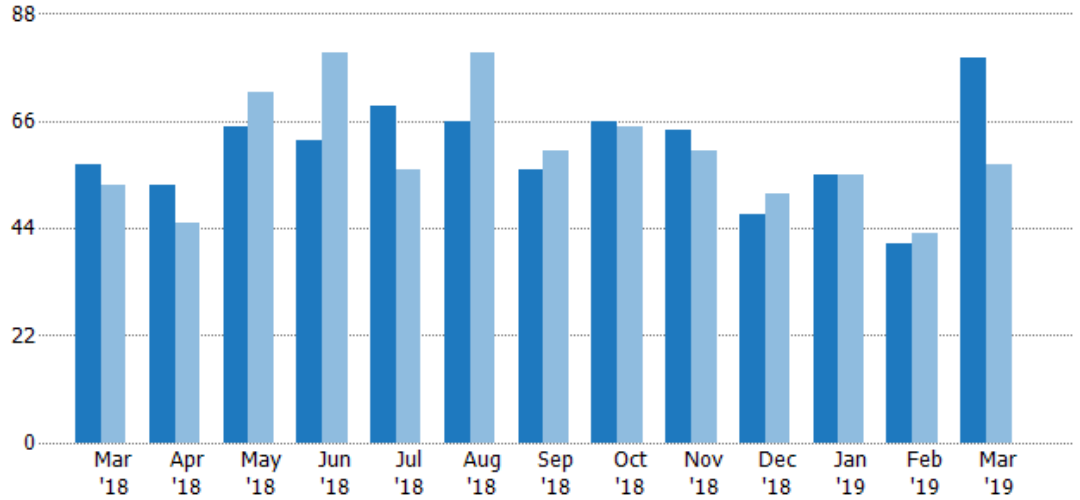
New Pending Sales

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.
Mar '19	79	38.6%
Mar '18	57	7.5%
Mar '17	53	24.5%



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

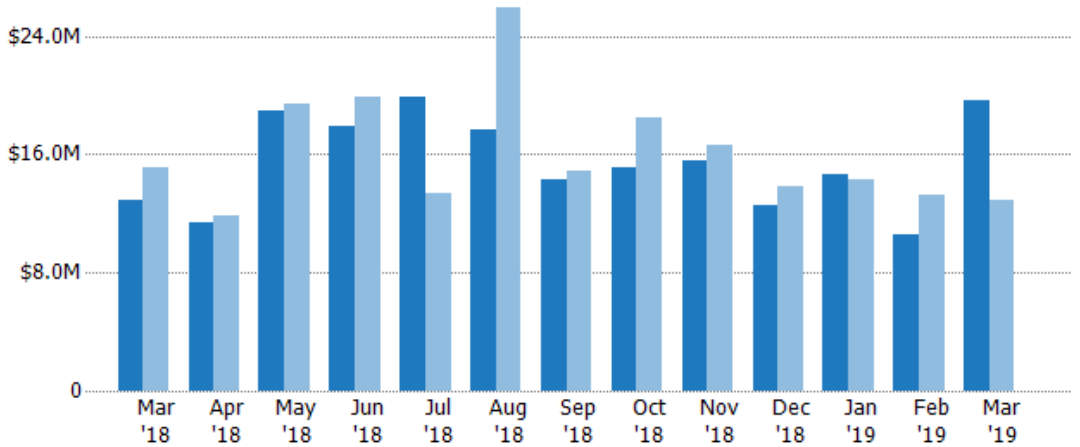
New Pending Sales Volume

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.
Mar '19	\$19.7M	52.5%
Mar '18	\$12.9M	-14.5%
Mar '17	\$15.1M	2.9%



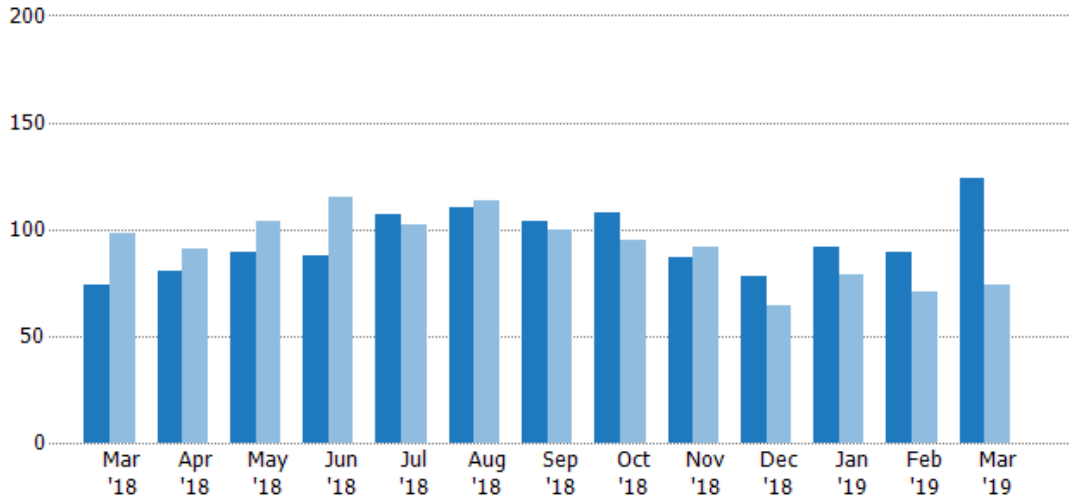
Current Year	\$12.9M	\$11.4M	\$18.9M	\$17.9M	\$19.8M	\$17.7M	\$14.3M	\$15.1M	\$15.5M	\$12.5M	\$14.7M	\$10.6M	\$19.7M
Prior Year	\$15.1M	\$11.9M	\$19.4M	\$19.9M	\$13.3M	\$25.9M	\$14.9M	\$18.4M	\$16.6M	\$13.8M	\$14.3M	\$13.3M	\$12.9M
Percent Change from Prior Year	-15%	-4%	-2%	-10%	49%	-32%	-4%	-18%	-7%	-9%	2%	-20%	52%

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



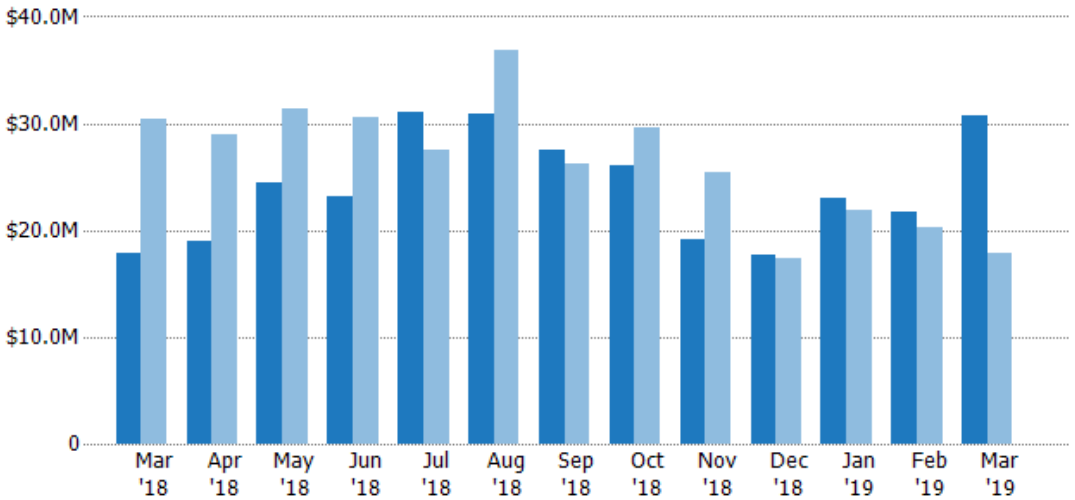
	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19
Current Year	74	80	89	88	107	110	104	108	87	78	92	89	124
Prior Year	98	91	104	115	102	113	100	95	92	64	79	71	74
Percent Change from Prior Year	-24%	-12%	-14%	-23%	5%	-3%	4%	14%	-5%	22%	16%	25%	68%

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



	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19
Current Year	\$17.9M	\$18.9M	\$24.4M	\$23.2M	\$31M	\$30.9M	\$27.4M	\$26M	\$19.1M	\$17.6M	\$23M	\$21.7M	\$30.7M
Prior Year	\$30.4M	\$29M	\$31.3M	\$30.5M	\$27.6M	\$36.9M	\$26.2M	\$29.6M	\$25.3M	\$17.4M	\$21.9M	\$20.3M	\$17.9M
Percent Change from Prior Year	-41%	-35%	-22%	-24%	12%	-16%	5%	-12%	-25%	2%	5%	7%	71%

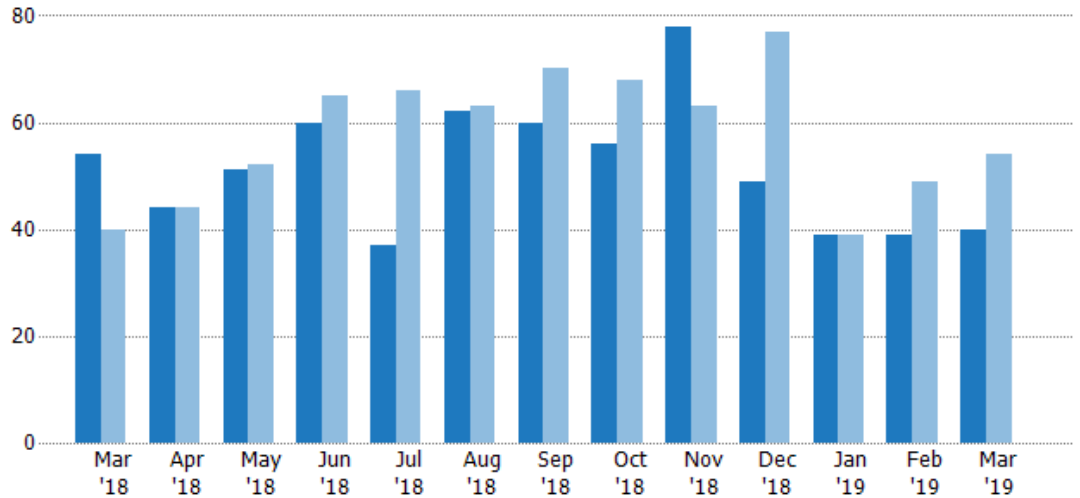
Closed Sales

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.
Mar '19	40	-25.9%
Mar '18	54	35%
Mar '17	40	-2.5%



Current Year	54	44	51	60	37	62	60	56	78	49	39	39	40
Prior Year	40	44	52	65	66	63	70	68	63	77	39	49	54
Percent Change from Prior Year	35%	0%	-2%	-8%	-44%	-2%	-14%	-18%	24%	-36%	0%	-20%	-26%

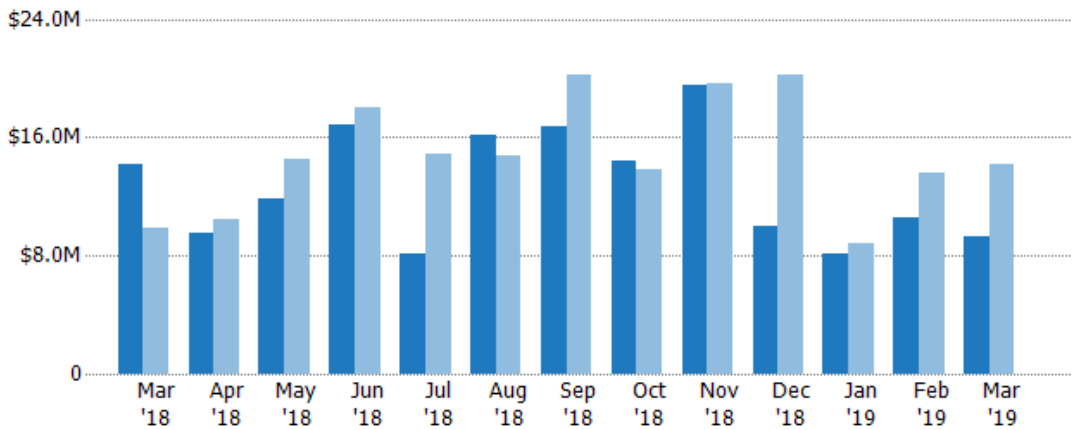
Closed Sales Volume

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.
Mar '19	\$9.32M	-34.4%
Mar '18	\$14.2M	44.7%
Mar '17	\$9.83M	-24.3%



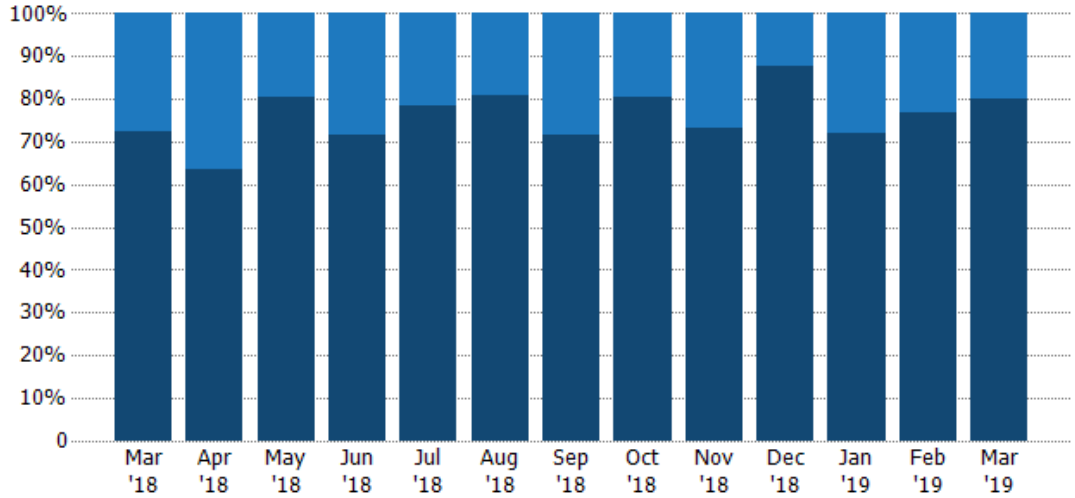
Current Year	\$14.2M	\$9.56M	\$11.8M	\$16.9M	\$8.1M	\$16.1M	\$16.7M	\$14.4M	\$19.5M	\$10M	\$8.13M	\$10.6M	\$9.32M
Prior Year	\$9.83M	\$10.5M	\$14.6M	\$18.1M	\$14.9M	\$14.8M	\$20.2M	\$13.8M	\$19.6M	\$20.2M	\$8.86M	\$13.6M	\$14.2M
Percent Change from Prior Year	45%	-9%	-19%	-7%	-46%	9%	-17%	4%	0%	-50%	-8%	-22%	-34%

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



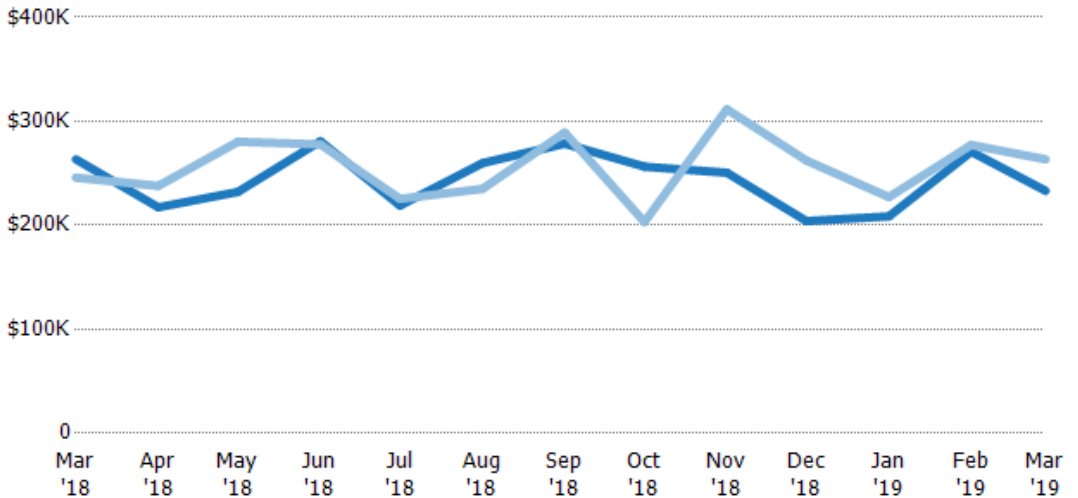
Condo/Townhouse	28%	36%	20%	28%	22%	19%	28%	20%	27%	12%	28%	23%	20%
Single Family Residence	72%	64%	80%	72%	78%	81%	72%	80%	73%	88%	72%	77%	80%

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



Current Year	\$263K	\$217K	\$232K	\$281K	\$219K	\$260K	\$278K	\$256K	\$251K	\$204K	\$209K	\$271K	\$233K
Prior Year	\$246K	\$238K	\$280K	\$278K	\$225K	\$235K	\$289K	\$203K	\$312K	\$262K	\$227K	\$277K	\$263K
Percent Change from Prior Year	7%	-9%	-17%	1%	-3%	11%	-4%	26%	-20%	-22%	-8%	-2%	-11%

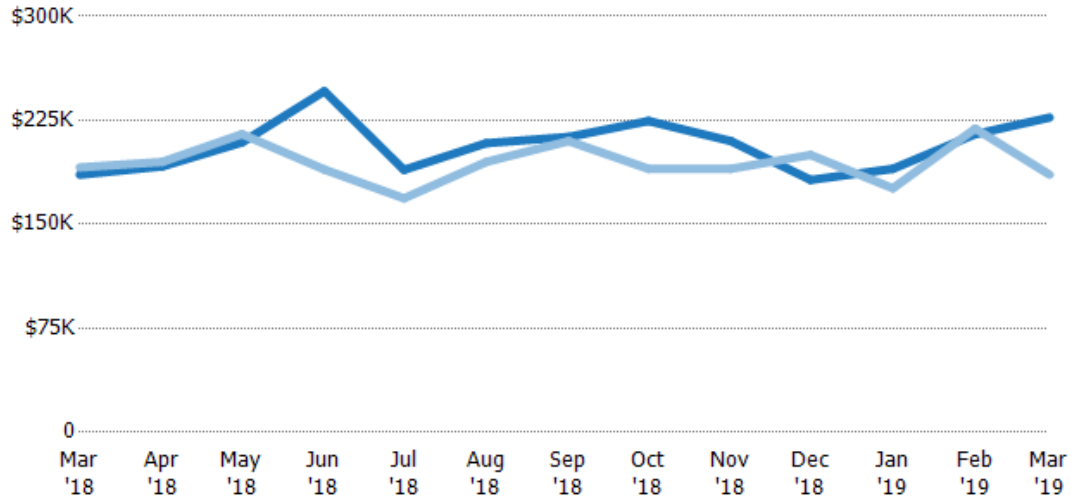
Median Sales Price

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.
Mar '19	\$227K	22.2%
Mar '18	\$186K	-2.7%
Mar '17	\$191K	-15.2%



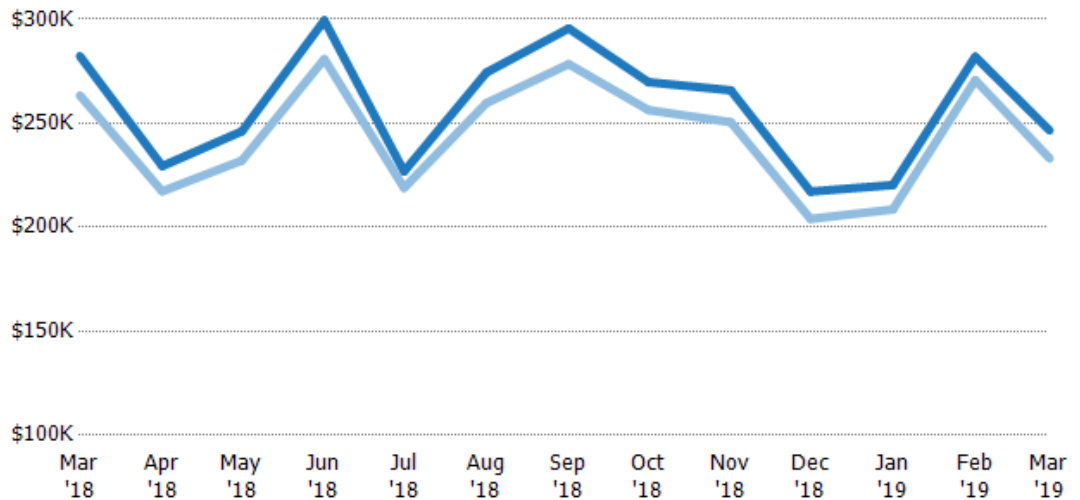
Current Year	\$186K	\$192K	\$209K	\$246K	\$189K	\$209K	\$213K	\$225K	\$210K	\$182K	\$190K	\$215K	\$227K
Prior Year	\$191K	\$195K	\$215K	\$190K	\$169K	\$195K	\$210K	\$190K	\$190K	\$200K	\$176K	\$219K	\$186K
Percent Change from Prior Year	-3%	-2%	-3%	30%	12%	7%	1%	18%	11%	-9%	8%	-2%	22%

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



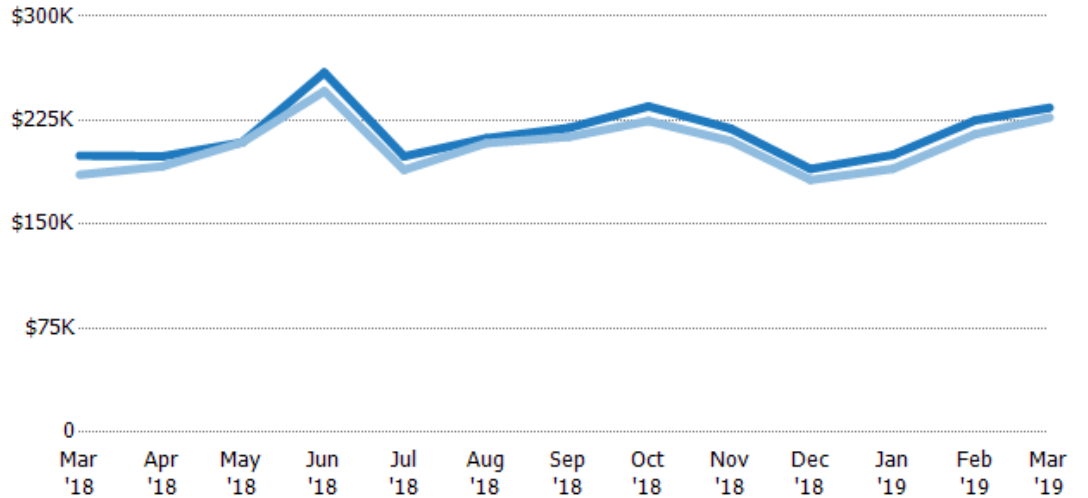
Avg List Price	\$282K	\$229K	\$246K	\$299K	\$227K	\$274K	\$296K	\$270K	\$266K	\$217K	\$220K	\$282K	\$247K
Avg Sales Price	\$263K	\$217K	\$232K	\$281K	\$219K	\$260K	\$278K	\$256K	\$251K	\$204K	\$209K	\$271K	\$233K
Avg Sales Price as a % of Avg List Price	93%	95%	94%	94%	97%	95%	94%	95%	94%	94%	95%	96%	95%

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



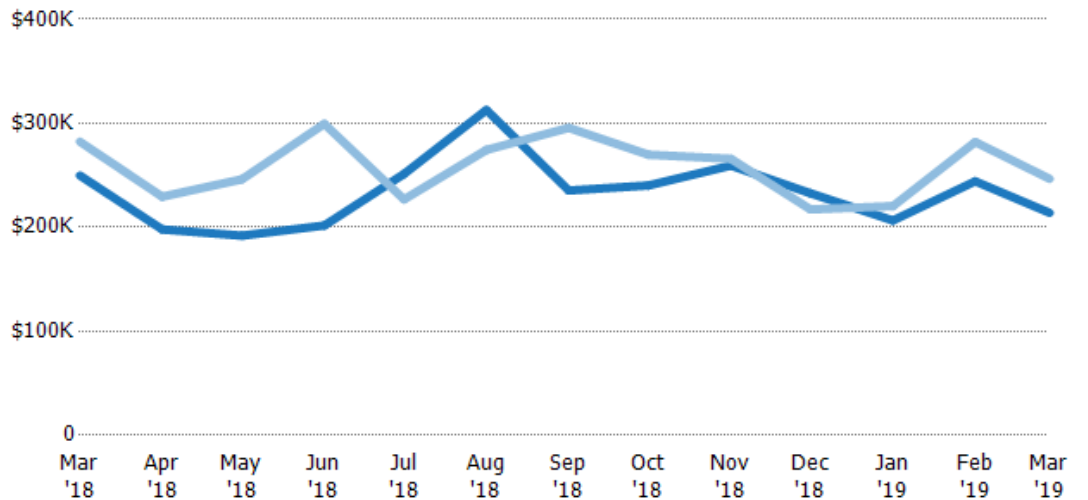
	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19
Median List Price	\$200K	\$199K	\$209K	\$259K	\$199K	\$212K	\$219K	\$235K	\$219K	\$190K	\$200K	\$225K	\$234K
Median Sales Price	\$186K	\$192K	\$209K	\$246K	\$189K	\$209K	\$213K	\$225K	\$210K	\$182K	\$190K	\$215K	\$227K
Med Sales Price as a % of Med List Price	93%	96%	100%	95%	95%	98%	97%	96%	96%	96%	95%	96%	97%

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



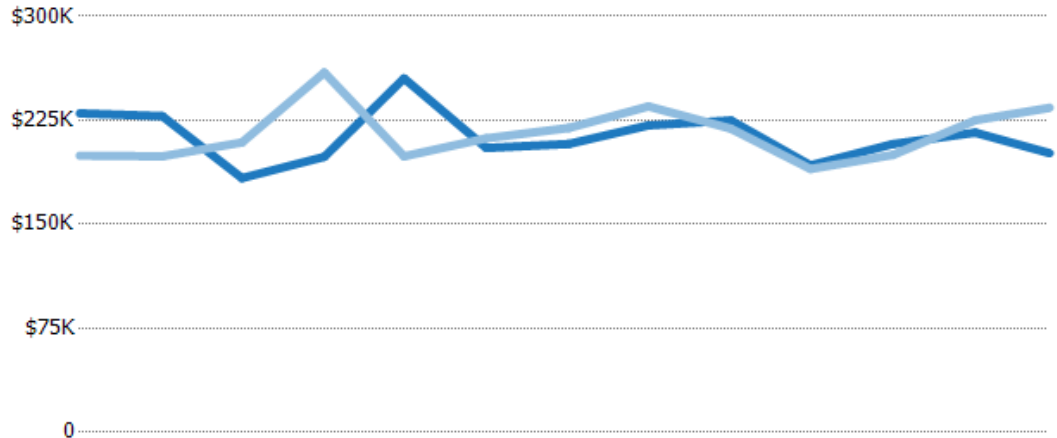
	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19
Avg Est Value	\$250K	\$198K	\$192K	\$202K	\$251K	\$313K	\$235K	\$240K	\$259K	\$233K	\$206K	\$244K	\$214K
Avg Sales Price	\$282K	\$229K	\$246K	\$299K	\$227K	\$274K	\$296K	\$270K	\$266K	\$217K	\$220K	\$282K	\$247K
Avg Sales Price as a % of Avg Est Value	113%	116%	128%	148%	90%	88%	126%	112%	103%	93%	107%	115%	115%

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



	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19
Median Est Value	\$230K	\$228K	\$183K	\$199K	\$255K	\$205K	\$208K	\$221K	\$225K	\$193K	\$208K	\$216K	\$201K
Median Sales Price	\$200K	\$199K	\$209K	\$259K	\$199K	\$212K	\$219K	\$235K	\$219K	\$190K	\$200K	\$225K	\$234K
Med Sales Price as a % of Med Est Value	87%	87%	114%	131%	78%	103%	106%	106%	97%	99%	96%	104%	116%