

## 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	Jun 2019	Jun 2018	+ / -	YTD 2019	YTD 2018	+ / -
<b>Listing Activity Charts Metrics</b>						
New Listing Count	124	141	-12.1%	497	557	-10.8%
New Listing Volume	\$41,336,450	\$53,708,695	-23%	\$159,747,747	\$185,327,182	-13.8%
Active Listing Count	573	644	-11%	N/A	N/A	
Active Listing Volume	\$233,190,846	\$249,399,474	-6.5%	N/A	N/A	
Average Listing Price	\$406,965	\$387,266	+5.1%	\$414,078	\$388,826	+6.5%
Median Listing Price	\$299,000	\$269,000	+11.2%	\$296,247	\$262,674	+12.8%
Median Days in RPR	134	129.5	+3.5%	179.48	176.23	+1.8%
Months of Inventory	9.6	12.6	-24.4%	11.3	13.5	-16.5%
Absorption Rate	10.47%	7.92%	+2.6%	8.85%	7.38%	+1.5%
<b>Sales Activity Charts Metrics</b>						
New Pending Sales Count	66	64	+3.1%	373	337	+10.7%
New Pending Sales Volume	\$17,861,300	\$18,242,285	-2.1%	\$94,937,403	\$88,873,633	+6.8%
Pending Sales Count	126	88	+43.2%	N/A	N/A	
Pending Sales Volume	\$31,052,399	\$21,340,089	+45.5%	N/A	N/A	
Closed Sales Count	50	61	-18%	274	296	-7.4%
Closed Sales Volume	\$11,936,465	\$16,882,100	-29.3%	\$64,950,980	\$74,360,701	-12.7%
Average Sales Price	\$238,729	\$276,756	-13.7%	\$237,047	\$251,219	-5.6%
Median Sales Price	\$205,000	\$240,000	-14.6%	\$205,261	\$205,252	+0%

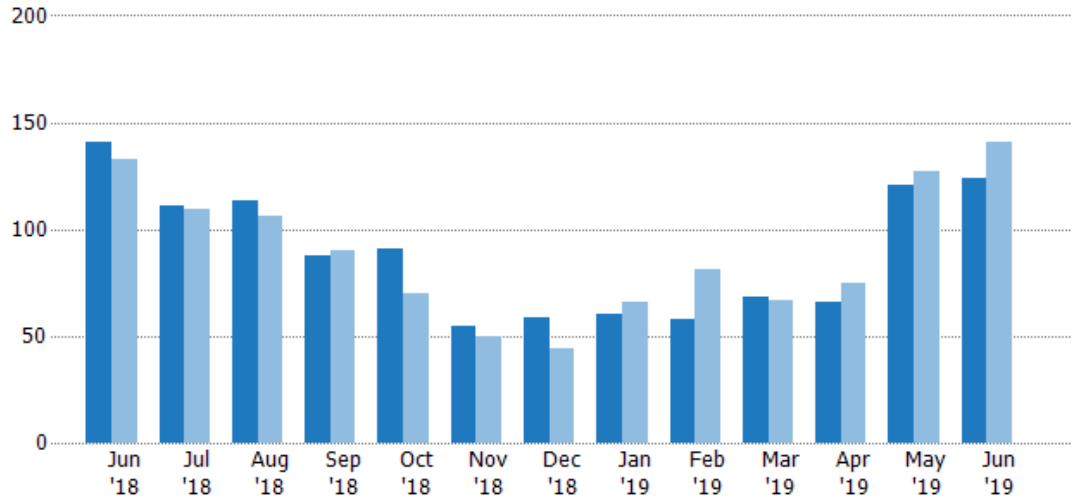
## New Listings

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.
Jun '19	124	-12.1%
Jun '18	141	6%
Jun '17	133	1.5%



Current Year	141	111	113	88	91	55	59	60	58	68	66	121	124
Prior Year	133	109	106	90	70	50	44	66	81	67	75	127	141
Percent Change from Prior Year	6%	2%	7%	-2%	30%	10%	34%	-9%	-28%	1%	-12%	-5%	-12%

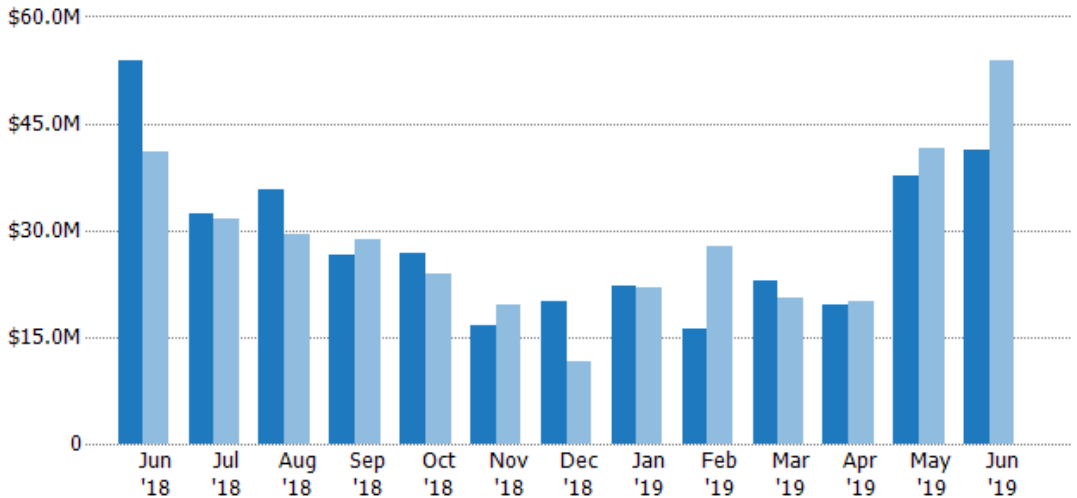
## New Listing Volume

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.
Jun '19	\$41.3M	-23%
Jun '18	\$53.7M	30.8%
Jun '17	\$41.1M	-5%



Current Year	\$53.7M	\$32.3M	\$35.6M	\$26.6M	\$26.8M	\$16.6M	\$20M	\$22.2M	\$16.2M	\$22.8M	\$19.4M	\$37.8M	\$41.3M
Prior Year	\$41.1M	\$31.7M	\$29.3M	\$28.8M	\$23.8M	\$19.5M	\$11.6M	\$21.9M	\$27.8M	\$20.6M	\$19.9M	\$41.5M	\$53.7M
Percent Change from Prior Year	31%	2%	21%	-8%	13%	-15%	72%	1%	-42%	11%	-2%	-9%	-23%

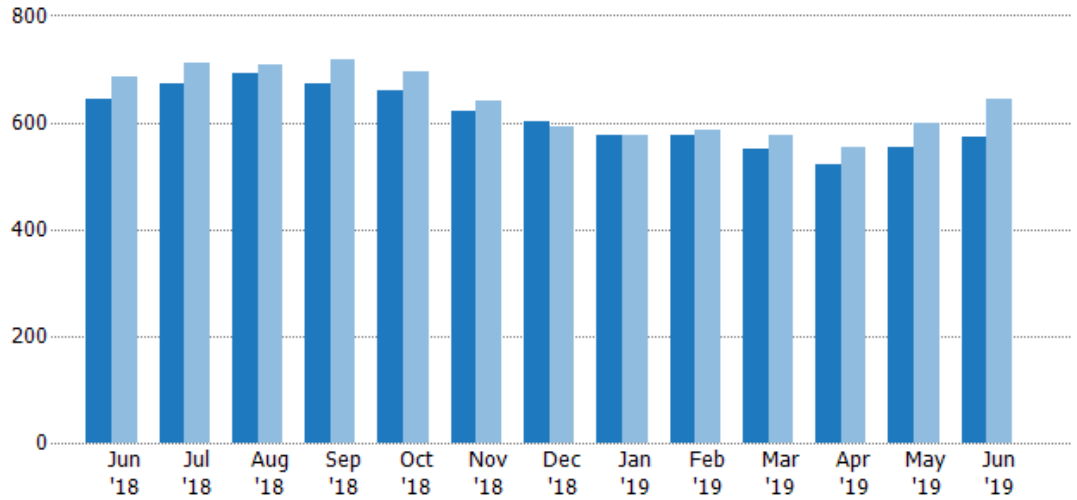
## Active Listings

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.
Jun '19	573	-11%
Jun '18	644	-5.8%
Jun '17	684	5.1%



Current Year	644	671	691	672	659	621	601	575	576	549	520	553	573
Prior Year	684	712	708	718	695	640	593	575	587	577	554	598	644
Percent Change from Prior Year	-6%	-6%	-2%	-6%	-5%	-3%	1%	0%	-2%	-5%	-6%	-8%	-11%

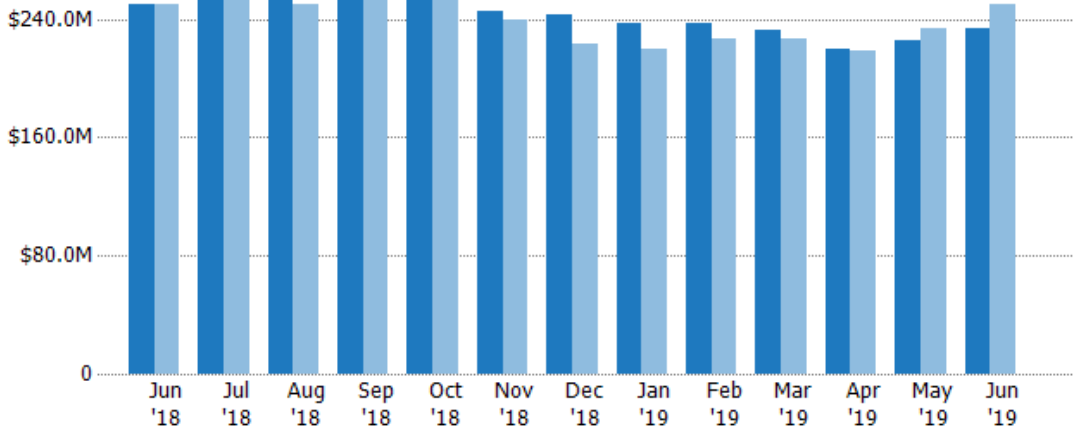
## Active Listing Volume

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.
Jun '19	\$233M	-6.5%
Jun '18	\$249M	-0.2%
Jun '17	\$250M	0%



Current Year	\$249M	\$257M	\$266M	\$262M	\$254M	\$245M	\$243M	\$237M	\$237M	\$232M	\$220M	\$226M	\$233M
Prior Year	\$250M	\$260M	\$250M	\$259M	\$255M	\$239M	\$224M	\$220M	\$227M	\$227M	\$218M	\$233M	\$249M
Percent Change from Prior Year	0%	-1%	6%	1%	0%	2%	8%	8%	4%	2%	1%	-3%	-6%

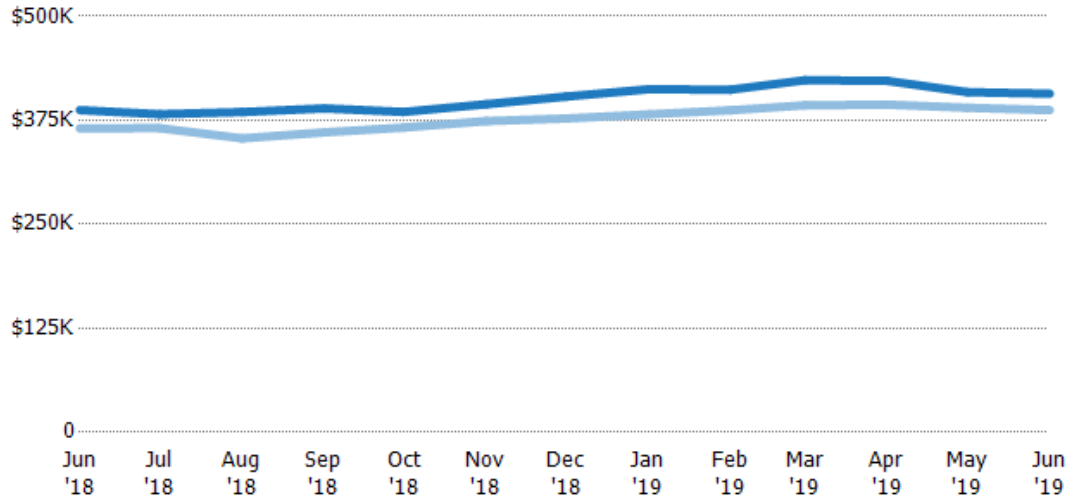
## Average Listing Price

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.
Jun '19	\$407K	5.1%
Jun '18	\$387K	6%
Jun '17	\$365K	-4.9%



Current Year	\$387K	\$382K	\$385K	\$389K	\$385K	\$394K	\$404K	\$412K	\$412K	\$423K	\$422K	\$409K	\$407K
Prior Year	\$365K	\$366K	\$353K	\$360K	\$366K	\$374K	\$377K	\$382K	\$387K	\$393K	\$394K	\$390K	\$387K
Percent Change from Prior Year	6%	5%	9%	8%	5%	5%	7%	8%	6%	8%	7%	5%	5%

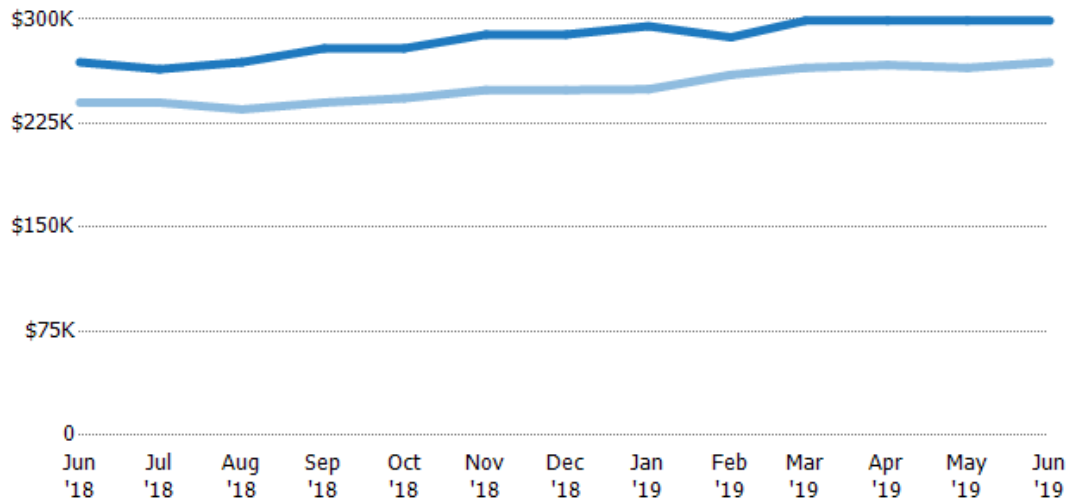
## Median Listing Price

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.
Jun '19	\$299K	11.2%
Jun '18	\$269K	12.1%
Jun '17	\$240K	-4.5%



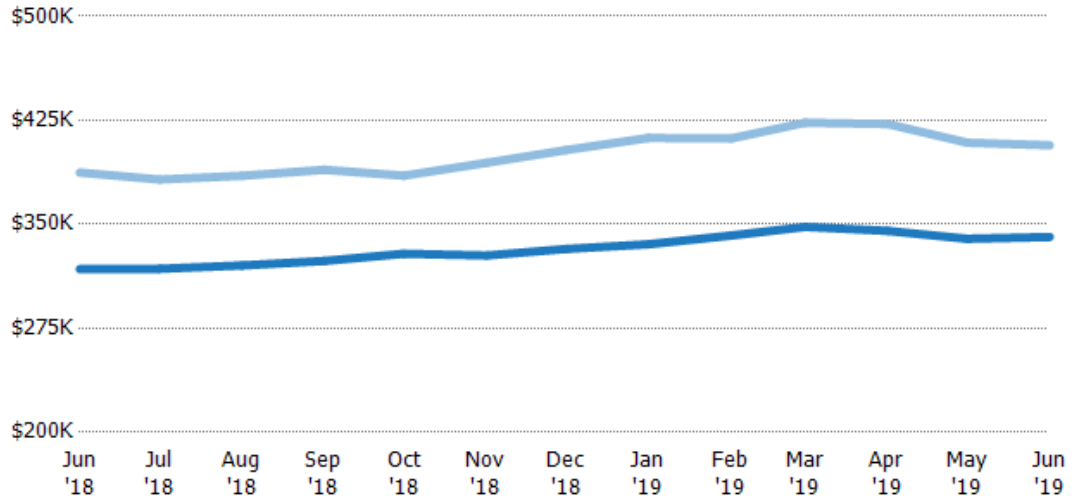
Current Year	\$269K	\$264K	\$269K	\$279K	\$279K	\$289K	\$289K	\$295K	\$287K	\$299K	\$299K	\$299K	\$299K
Prior Year	\$240K	\$240K	\$235K	\$240K	\$243K	\$249K	\$249K	\$250K	\$260K	\$265K	\$267K	\$265K	\$269K
Percent Change from Prior Year	12%	10%	14%	16%	15%	16%	16%	18%	10%	13%	12%	13%	11%

## 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



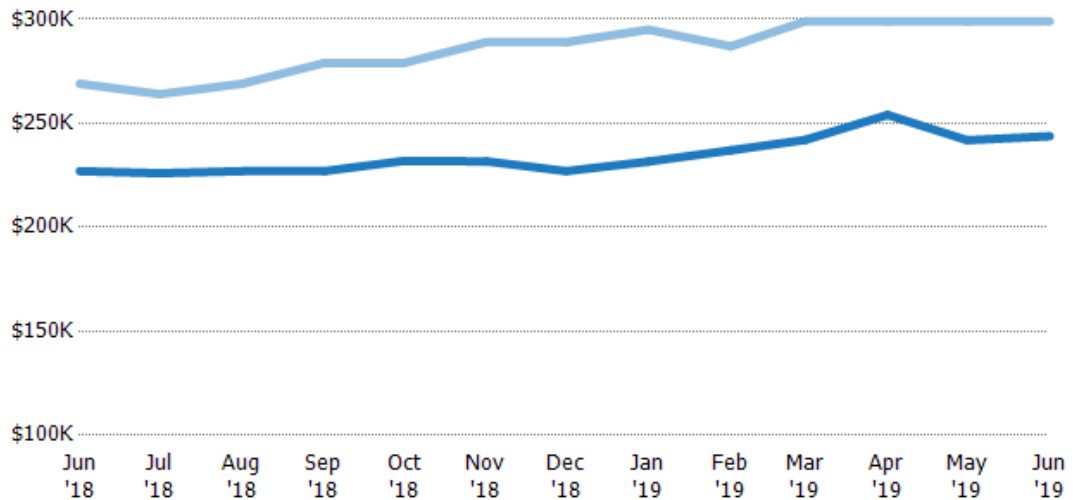
	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19
Avg Est Value	\$318K	\$318K	\$320K	\$324K	\$329K	\$327K	\$332K	\$336K	\$342K	\$348K	\$345K	\$340K	\$341K
Avg Listing Price	\$387K	\$382K	\$385K	\$389K	\$385K	\$394K	\$404K	\$412K	\$412K	\$423K	\$422K	\$409K	\$407K
Avg Listing Price as a % of Avg Est Value	122%	120%	120%	120%	117%	120%	121%	123%	120%	122%	122%	120%	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



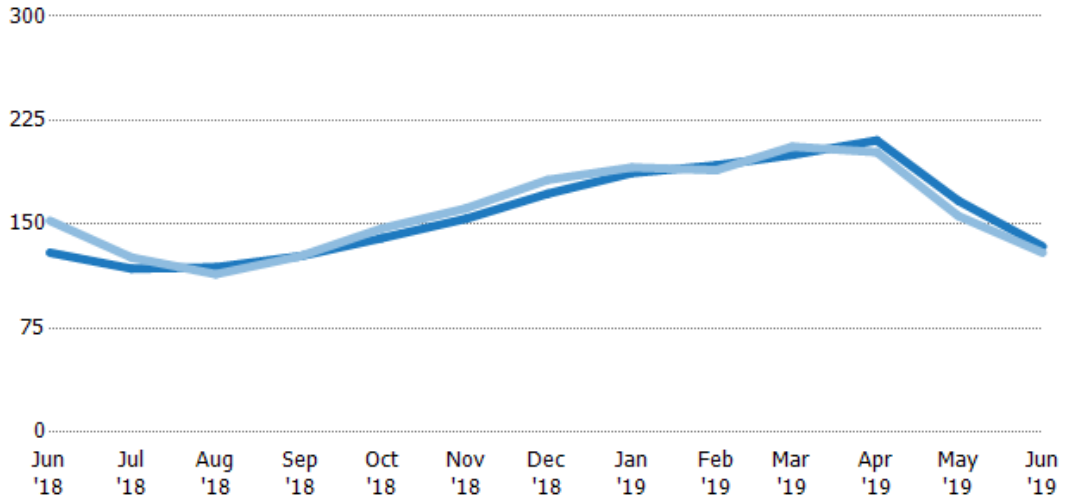
	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19
Median Est Value	\$227K	\$226K	\$227K	\$227K	\$232K	\$232K	\$227K	\$232K	\$237K	\$242K	\$254K	\$242K	\$244K
Median Listing Price	\$269K	\$264K	\$269K	\$279K	\$279K	\$289K	\$289K	\$295K	\$287K	\$299K	\$299K	\$299K	\$299K
Med Listing Price as a % of Med Est Value	119%	117%	119%	123%	120%	125%	127%	127%	121%	124%	118%	124%	123%

## 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



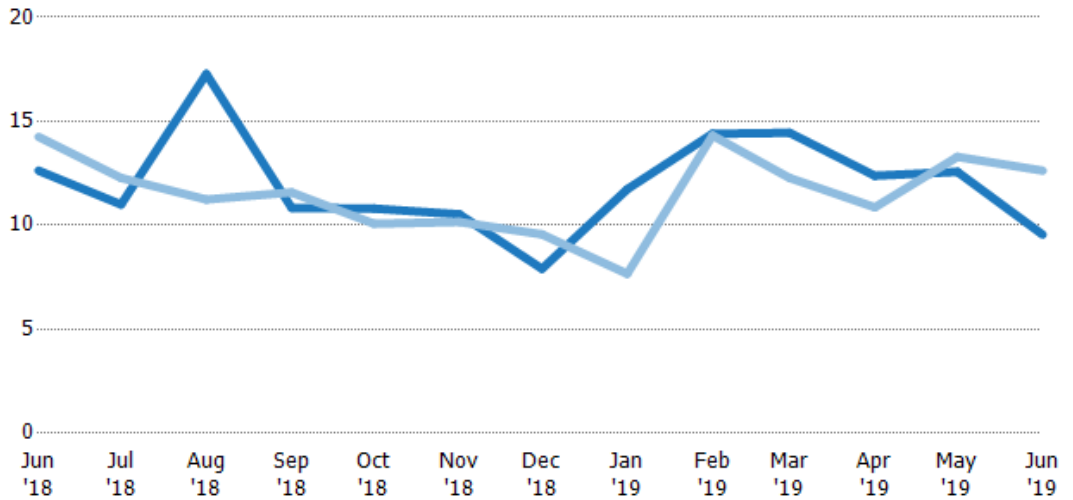
	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19
Current Year	130	118	119	127	140	154	172	187	193	200	211	167	134
Prior Year	153	126	114	127	147	162	182	191	189	206	202	156	130
Percent Change from Prior Year	-15%	-6%	4%	0%	-5%	-5%	-5%	-2%	2%	-3%	4%	7%	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



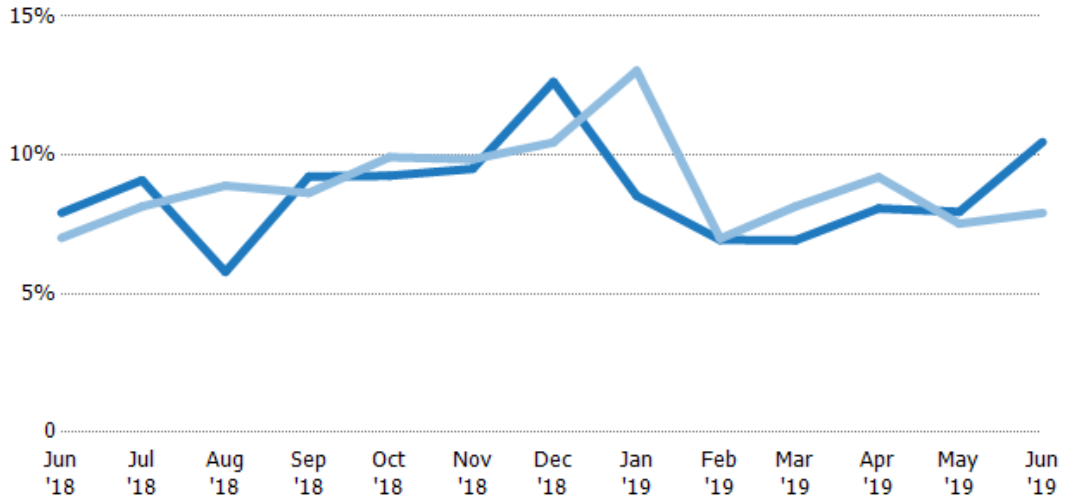
	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19
Current Year	12.6	11	17.3	10.8	10.8	10.5	7.91	11.7	14.4	14.4	12.4	12.6	9.55
Prior Year	14.3	12.3	11.2	11.6	10.1	10.2	9.56	7.67	14.3	12.3	10.9	13.3	12.6
Percent Change from Prior Year	-11%	-10%	54%	-6%	7%	4%	-17%	53%	1%	18%	14%	-5%	-24%

## 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.
Jun '19	10%	-2.6%
Jun '18	8%	-0.9%
Jun '17	7%	23%

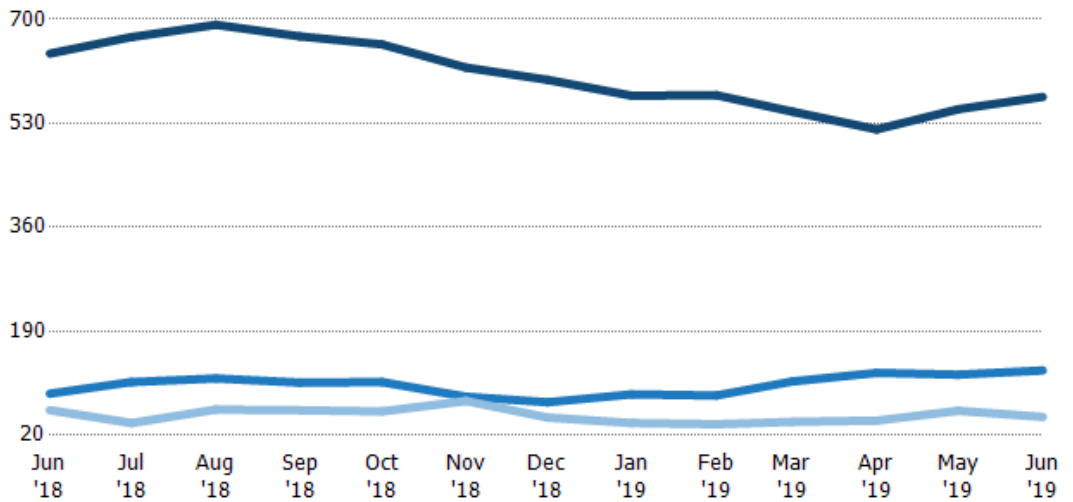
	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19
Current Year	8%	9%	6%	9%	9%	10%	13%	9%	7%	7%	8%	8%	10%
Prior Year	7%	8%	9%	9%	10%	10%	10%	13%	7%	8%	9%	8%	8%
Change from Prior Year	-1%	-1%	3%	-1%	1%	0%	-2%	5%	0%	1%	1%	0%	-3%

## 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



	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19
Active	644	671	691	672	659	621	601	575	576	549	520	553	573
Pending	88	107	113	106	107	83	74	87	85	108	122	119	126
Sold	61	40	62	61	59	76	49	40	38	42	44	60	50

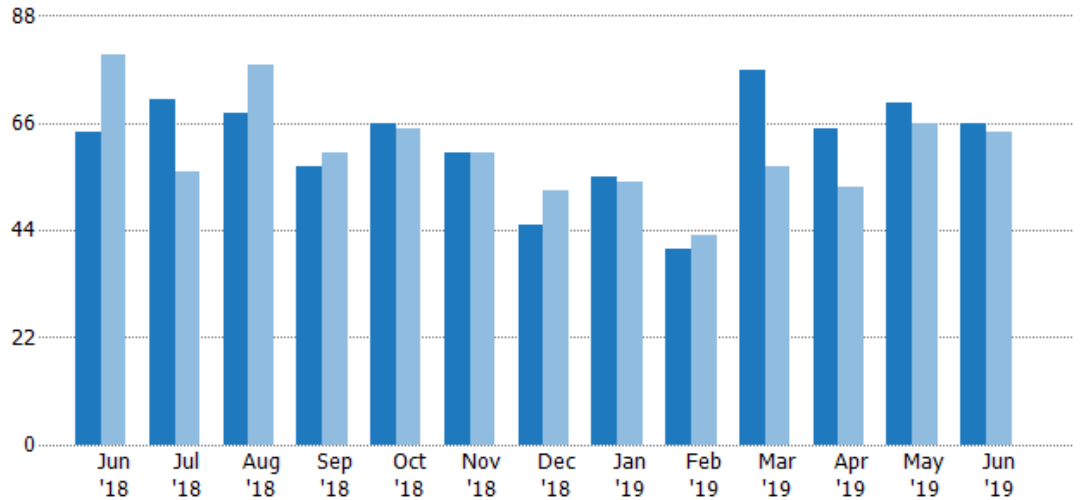
## New Pending Sales

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.
Jun '19	66	3.1%
Jun '18	64	-20%
Jun '17	80	-5%



	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19
Current Year	64	71	68	57	66	60	45	55	40	77	65	70	66
Prior Year	80	56	78	60	65	60	52	54	43	57	53	66	64
Percent Change from Prior Year	-20%	27%	-13%	-5%	2%	0%	-13%	2%	-7%	35%	23%	6%	3%

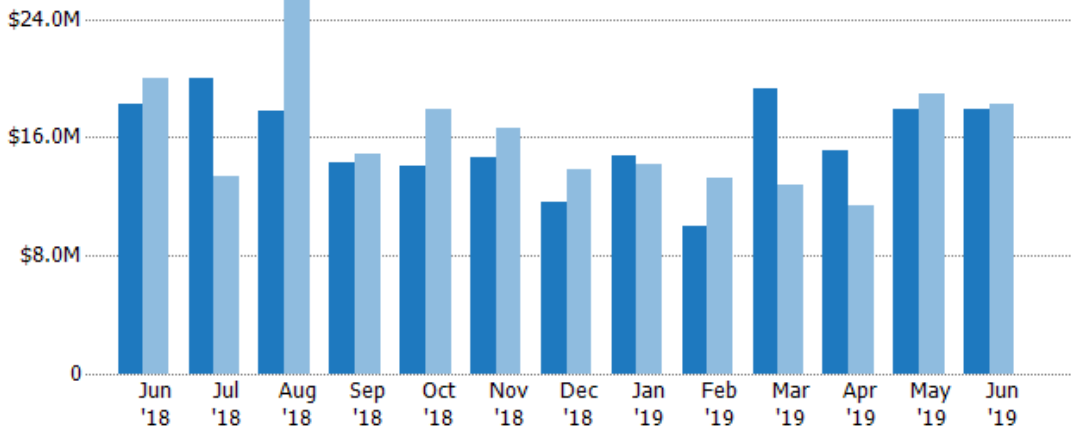
## New Pending Sales Volume

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.
Jun '19	\$17.9M	-2.1%
Jun '18	\$18.2M	-8.6%
Jun '17	\$20M	15.8%



	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19
Current Year	\$18.2M	\$20M	\$17.8M	\$14.3M	\$14.1M	\$14.7M	\$11.7M	\$14.8M	\$9.99M	\$19.3M	\$15.2M	\$17.9M	\$17.9M
Prior Year	\$20M	\$13.4M	\$25.5M	\$14.9M	\$17.9M	\$16.6M	\$13.8M	\$14.2M	\$13.3M	\$12.8M	\$11.4M	\$18.9M	\$18.2M
Percent Change from Prior Year	-9%	49%	-30%	-3%	-21%	-12%	-15%	4%	-25%	50%	33%	-5%	-2%



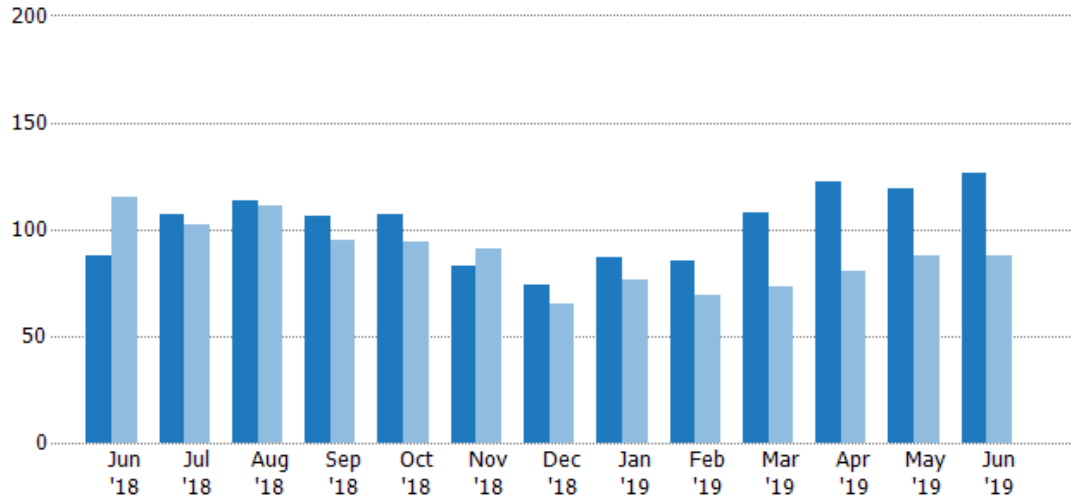
## Pending Sales

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.
Jun '19	126	43.2%
Jun '18	88	-23.5%
Jun '17	115	3.5%



Current Year	88	107	113	106	107	83	74	87	85	108	122	119	126
Prior Year	115	102	111	95	94	91	65	76	69	73	80	88	88
Percent Change from Prior Year	-23%	5%	2%	12%	14%	-9%	14%	14%	23%	48%	53%	35%	43%

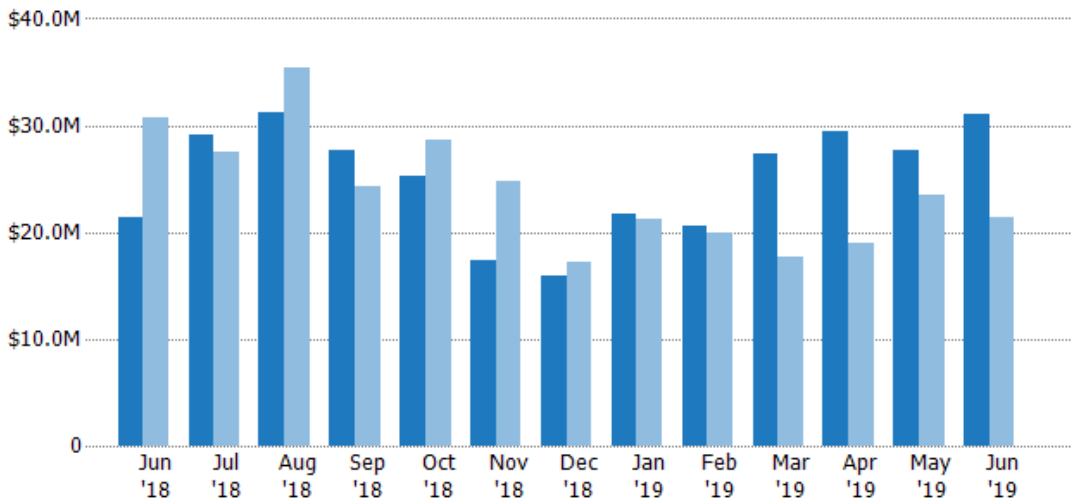
## Pending Sales Volume

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.
Jun '19	\$31.1M	45.5%
Jun '18	\$21.3M	-30.5%
Jun '17	\$30.7M	11.9%



Current Year	\$21.3M	\$29.2M	\$31.2M	\$27.6M	\$25.3M	\$17.3M	\$16M	\$21.7M	\$20.6M	\$27.3M	\$29.5M	\$27.7M	\$31.1M
Prior Year	\$30.7M	\$27.5M	\$35.4M	\$24.4M	\$28.6M	\$24.8M	\$17.3M	\$21.3M	\$19.9M	\$17.7M	\$18.9M	\$23.4M	\$21.3M
Percent Change from Prior Year	-30%	6%	-12%	13%	-12%	-30%	-8%	2%	3%	54%	56%	18%	46%

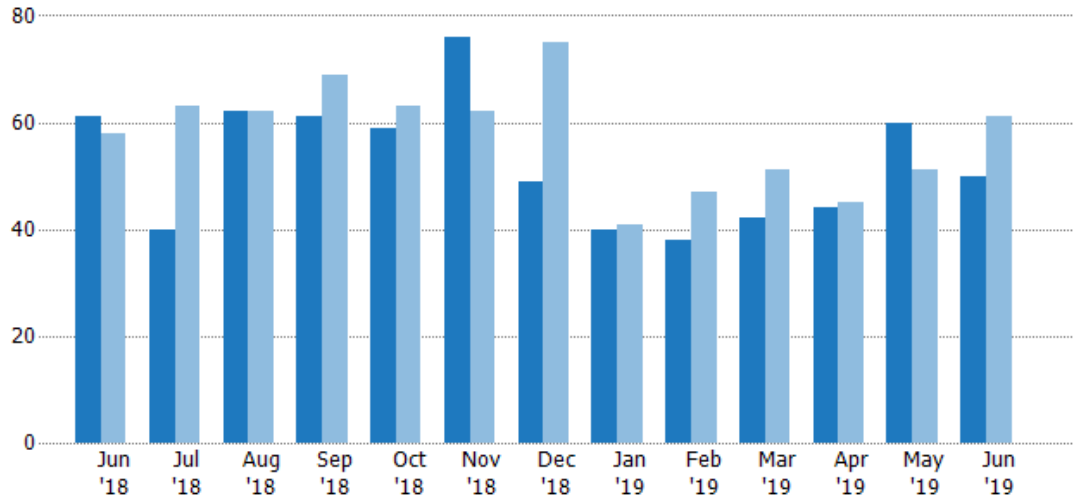
## Closed Sales

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.
Jun '19	50	-18%
Jun '18	61	5.2%
Jun '17	58	-1.7%



	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19
Current Year	61	40	62	61	59	76	49	40	38	42	44	60	50
Prior Year	58	63	62	69	63	62	75	41	47	51	45	51	61
Percent Change from Prior Year	5%	-37%	0%	-12%	-6%	23%	-35%	-2%	-19%	-18%	-2%	18%	-18%

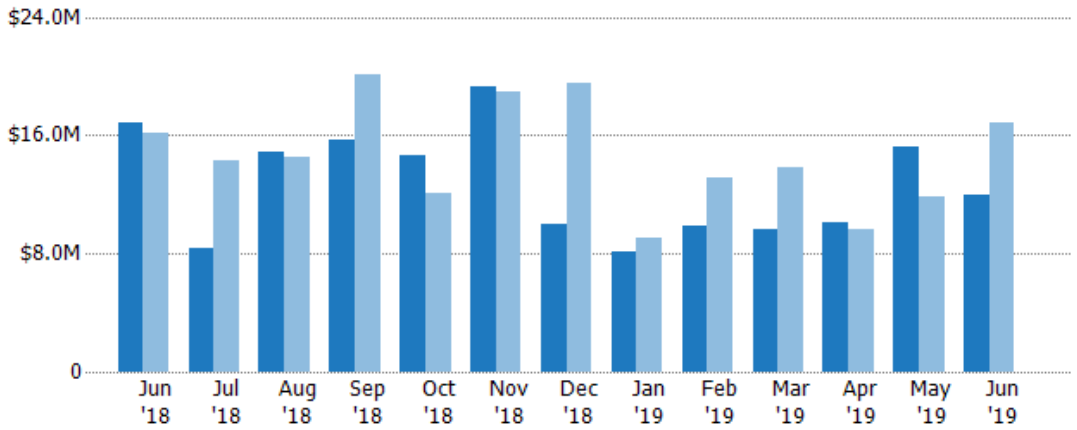
## Closed Sales Volume

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.
Jun '19	\$11.9M	-29.3%
Jun '18	\$16.9M	4.5%
Jun '17	\$16.2M	2.1%



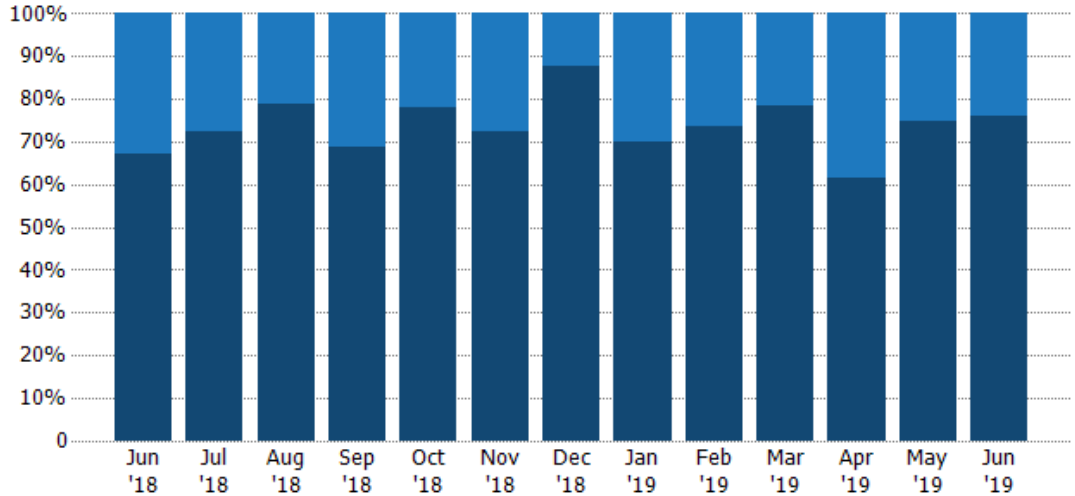
	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19
Current Year	\$16.9M	\$8.38M	\$14.8M	\$15.7M	\$14.6M	\$19.2M	\$9.93M	\$8.16M	\$9.84M	\$9.67M	\$10.2M	\$15.2M	\$11.9M
Prior Year	\$16.2M	\$14.3M	\$14.6M	\$20.2M	\$12.1M	\$19M	\$19.6M	\$9.01M	\$13.2M	\$13.8M	\$9.6M	\$11.9M	\$16.9M
Percent Change from Prior Year	4%	-41%	2%	-22%	21%	2%	-49%	-9%	-25%	-30%	6%	28%	-29%

## 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



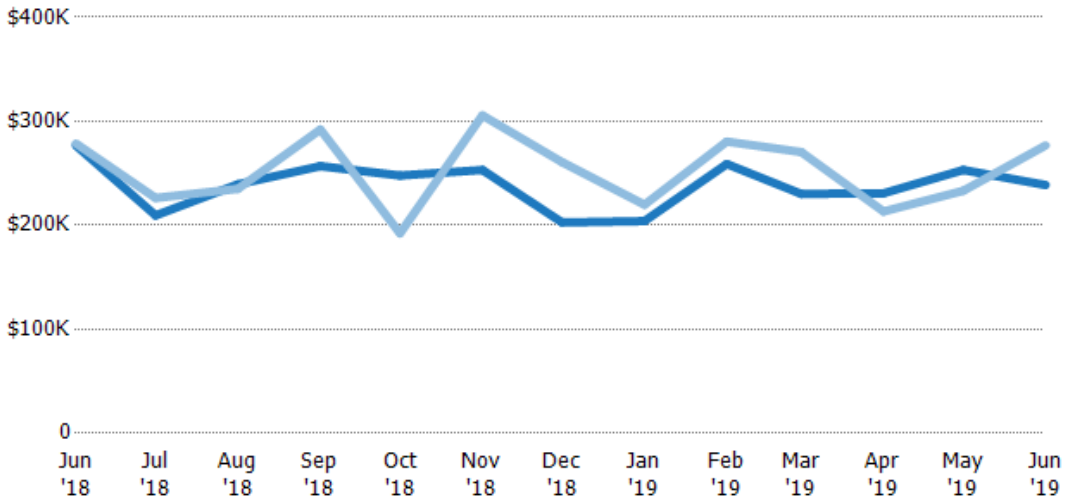
Condo/Townhouse	33%	28%	21%	31%	22%	28%	12%	30%	26%	21%	39%	25%	24%
Single Family Residence	67%	73%	79%	69%	78%	72%	88%	70%	74%	79%	61%	75%	76%

## 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	\$277K	\$209K	\$239K	\$257K	\$248K	\$253K	\$203K	\$204K	\$259K	\$230K	\$231K	\$253K	\$239K
Prior Year	\$279K	\$226K	\$235K	\$292K	\$192K	\$306K	\$261K	\$220K	\$281K	\$270K	\$213K	\$233K	\$277K
Percent Change from Prior Year	-1%	-7%	2%	-12%	29%	-17%	-22%	-7%	-8%	-15%	8%	9%	-14%

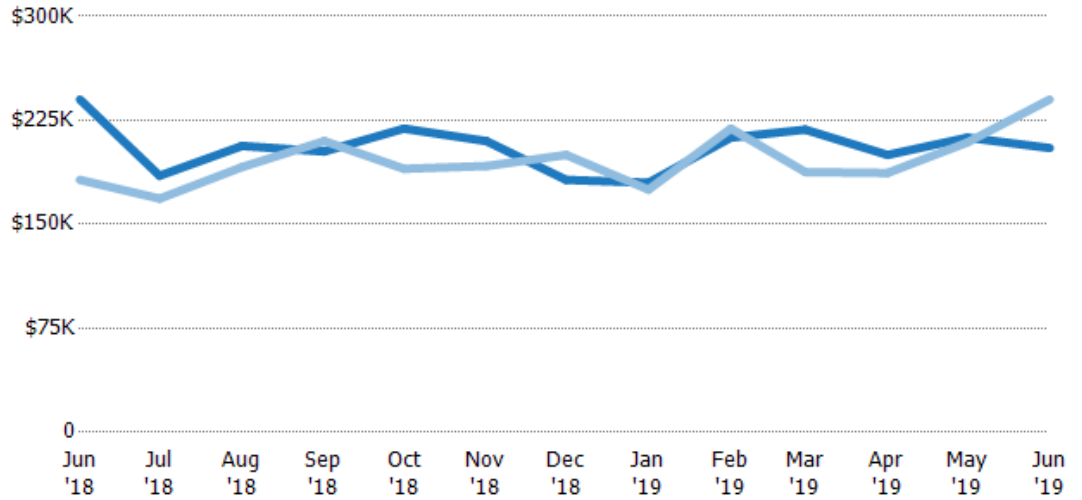
## Median Sales Price

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.
Jun '19	\$205K	-14.6%
Jun '18	\$240K	31.9%
Jun '17	\$182K	23.6%



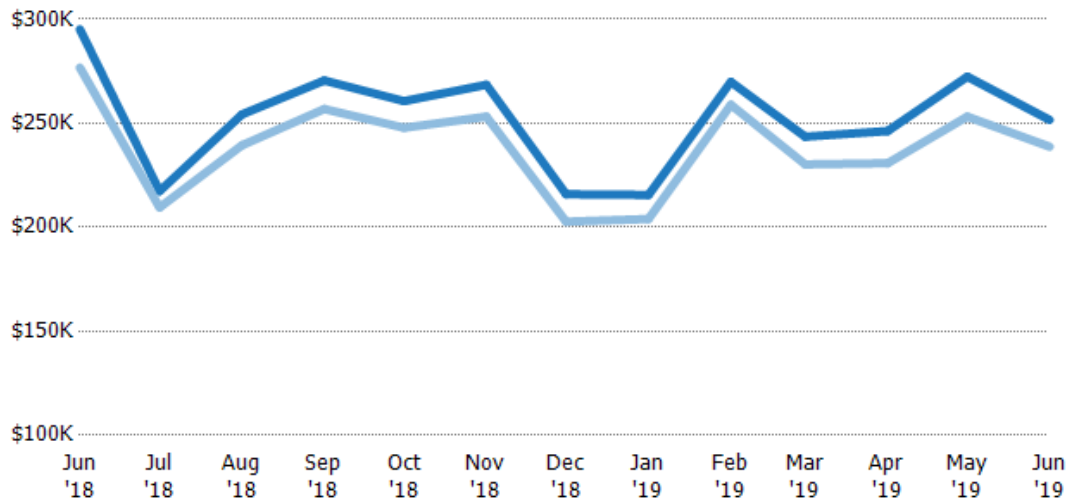
Current Year	\$240K	\$185K	\$207K	\$203K	\$219K	\$210K	\$182K	\$180K	\$213K	\$218K	\$200K	\$213K	\$205K
Prior Year	\$182K	\$169K	\$191K	\$210K	\$190K	\$192K	\$200K	\$175K	\$219K	\$188K	\$187K	\$209K	\$240K
Percent Change from Prior Year	32%	10%	8%	-4%	15%	9%	-9%	3%	-3%	16%	7%	2%	-15%

## 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



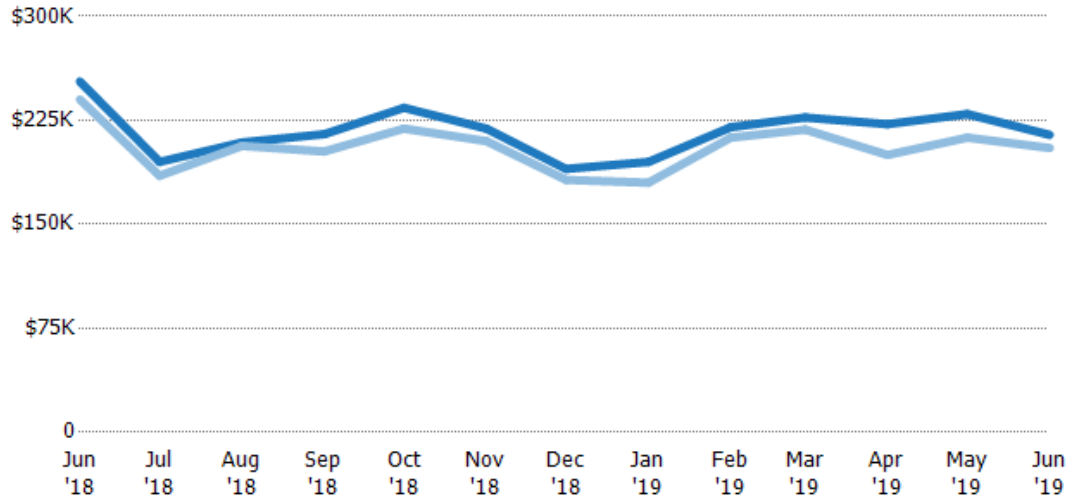
Avg List Price	\$295K	\$217K	\$254K	\$271K	\$261K	\$269K	\$216K	\$216K	\$270K	\$244K	\$246K	\$272K	\$252K
Avg Sales Price	\$277K	\$209K	\$239K	\$257K	\$248K	\$253K	\$203K	\$204K	\$259K	\$230K	\$231K	\$253K	\$239K
Avg Sales Price as a % of Avg List Price	94%	96%	94%	95%	95%	94%	94%	95%	96%	95%	94%	93%	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



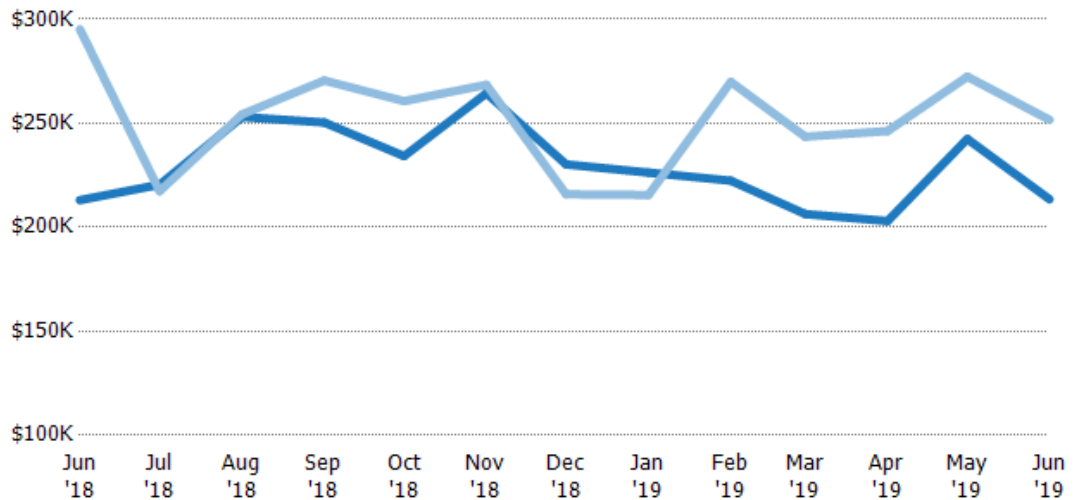
	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19
Median List Price	\$253K	\$195K	\$209K	\$215K	\$234K	\$219K	\$190K	\$195K	\$220K	\$227K	\$222K	\$229K	\$215K
Median Sales Price	\$240K	\$185K	\$207K	\$203K	\$219K	\$210K	\$182K	\$180K	\$213K	\$218K	\$200K	\$213K	\$205K
Med Sales Price as a % of Med List Price	95%	95%	99%	94%	94%	96%	96%	92%	97%	96%	90%	93%	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



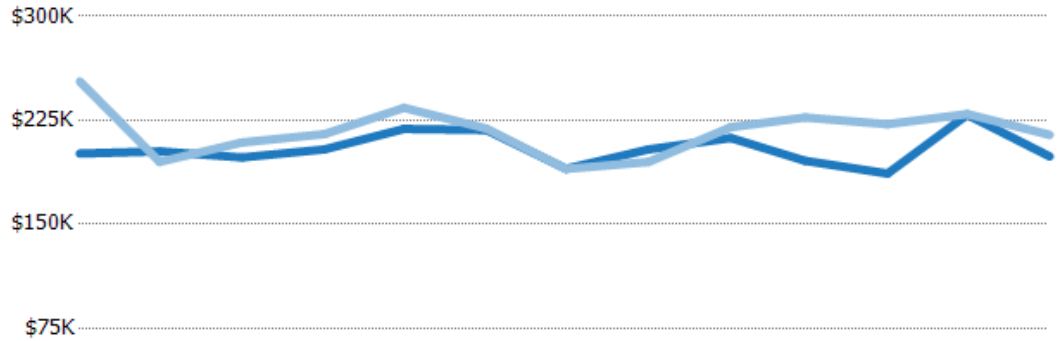
	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19
Avg Est Value	\$213K	\$220K	\$253K	\$250K	\$234K	\$264K	\$230K	\$226K	\$222K	\$206K	\$203K	\$242K	\$213K
Avg Sales Price	\$295K	\$217K	\$254K	\$271K	\$261K	\$269K	\$216K	\$216K	\$270K	\$244K	\$246K	\$272K	\$252K
Avg Sales Price as a % of Avg Est Value	139%	99%	100%	108%	111%	102%	94%	95%	121%	118%	121%	112%	118%

## 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



	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19
Median Est Value	\$201K	\$203K	\$198K	\$204K	\$219K	\$218K	\$190K	\$204K	\$212K	\$196K	\$187K	\$229K	\$199K
Median Sales Price	\$253K	\$195K	\$209K	\$215K	\$234K	\$219K	\$190K	\$195K	\$220K	\$227K	\$222K	\$229K	\$215K
Med Sales Price as a % of Med Est Value	126%	96%	105%	105%	107%	100%	100%	96%	104%	116%	119%	100%	108%