

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	Aug 2019	Aug 2018	+ / -	YTD 2019	YTD 2018	+ / -
Listing Activity Charts Metrics						
New Listing Count	93	115	-19.1%	707	789	-10.4%
New Listing Volume	\$30,446,400	\$35,895,568	-15.2%	\$233,060,898	\$256,404,099	-9.1%
Active Listing Count	611	701	-12.8%	N/A	N/A	
Active Listing Volume	\$244,541,998	\$272,249,241	-10.2%	N/A	N/A	
Average Listing Price	\$400,232	\$388,373	+3.1%	\$408,479	\$393,545	+3.8%
Median Listing Price	\$289,000	\$269,000	+7.4%	\$290,679	\$265,051	+9.7%
Median Days in RPR	124	121	+2.5%	163.39	162.09	+0.8%
Months of Inventory	10.2	17.1	-40.4%	11.4	12.5	-9.2%
Absorption Rate	9.82%	5.85%	+4%	8.79%	7.98%	+0.8%
Sales Activity Charts Metrics						
New Pending Sales Count	83	69	+20.3%	534	477	+11.9%
New Pending Sales Volume	\$25,439,749	\$17,843,600	+42.6%	\$142,825,851	\$126,682,733	+12.7%
Pending Sales Count	127	110	+15.5%	N/A	N/A	
Pending Sales Volume	\$40,069,399	\$30,747,000	+30.3%	N/A	N/A	
Closed Sales Count	61	64	-4.7%	403	404	-0.2%
Closed Sales Volume	\$14,906,901	\$16,838,906	-11.5%	\$96,780,641	\$100,637,357	-3.8%
Average Sales Price	\$244,375	\$263,108	-7.1%	\$240,150	\$249,102	-3.6%
Median Sales Price	\$215,000	\$208,500	+3.1%	\$209,212	\$202,127	+3.5%

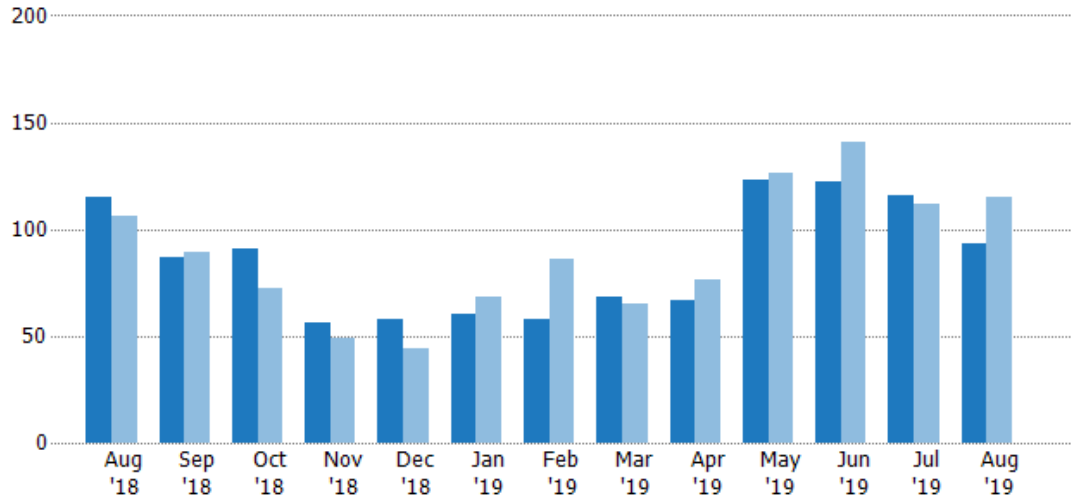
New Listings

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.
Aug '19	93	-19.1%
Aug '18	115	8.5%
Aug '17	106	-20.8%



	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19
Current Year	115	87	91	56	58	60	58	68	67	123	122	116	93
Prior Year	106	89	72	49	44	68	86	65	76	126	141	112	115
Percent Change from Prior Year	8%	-2%	26%	14%	32%	-12%	-33%	5%	-12%	-2%	-13%	4%	-19%

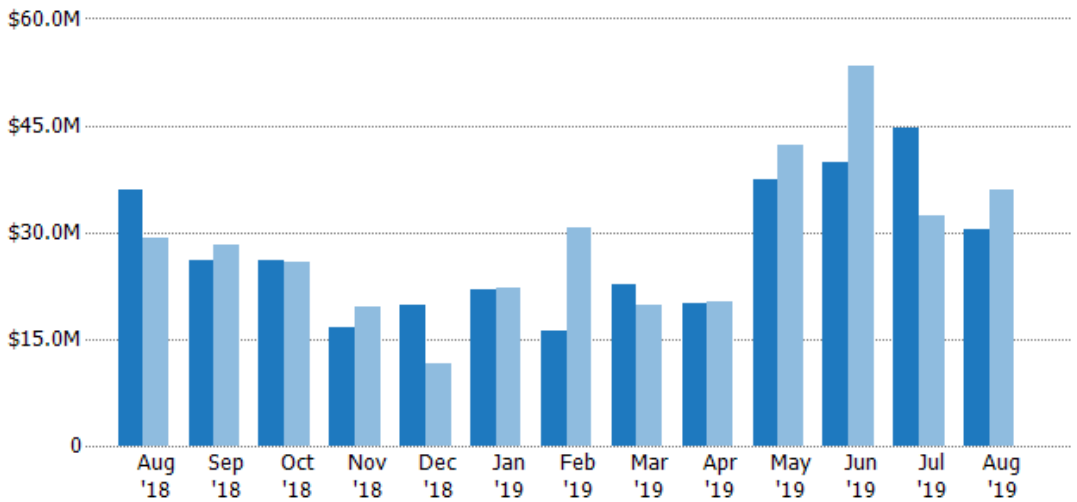
New Listing Volume

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.
Aug '19	\$30.4M	-15.2%
Aug '18	\$35.9M	22.9%
Aug '17	\$29.2M	-11.4%



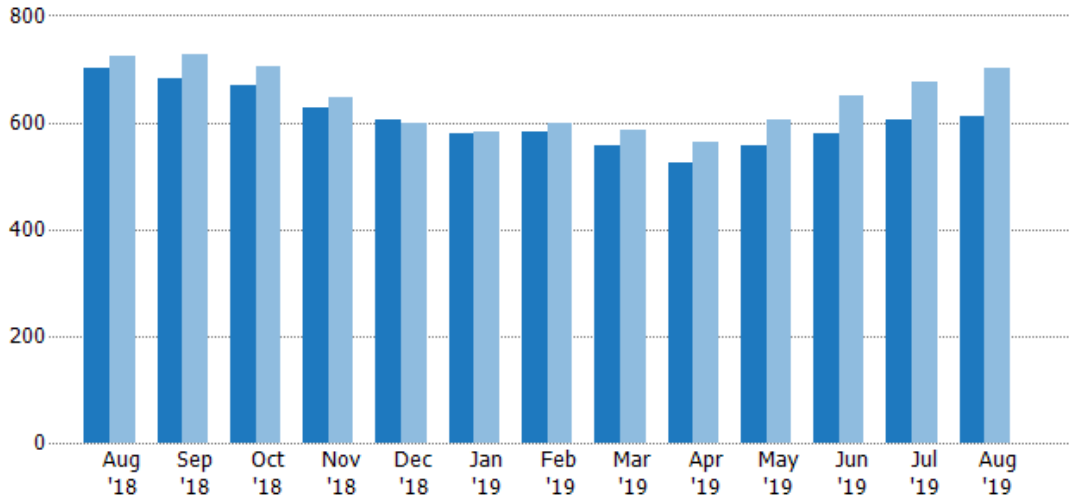
	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19
Current Year	\$35.9M	\$26.1M	\$25.9M	\$16.6M	\$19.7M	\$22M	\$16.1M	\$22.7M	\$19.9M	\$37.5M	\$39.7M	\$44.7M	\$30.4M
Prior Year	\$29.2M	\$28.2M	\$25.7M	\$19.5M	\$11.6M	\$22.1M	\$30.7M	\$19.7M	\$20.2M	\$42.1M	\$53.4M	\$32.3M	\$35.9M
Percent Change from Prior Year	23%	-8%	1%	-15%	70%	0%	-48%	15%	-2%	-11%	-26%	38%	-15%

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



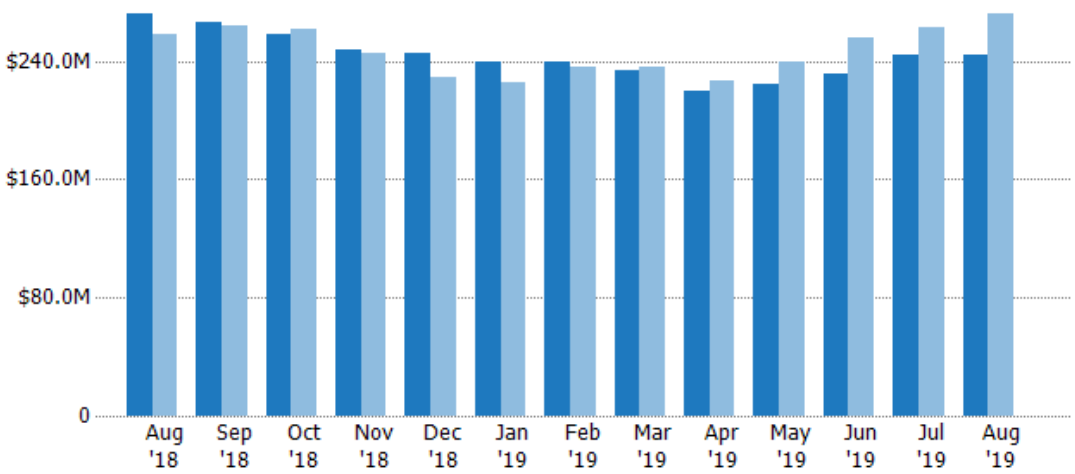
	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19
Current Year	701	682	669	627	606	580	582	555	525	557	580	605	611
Prior Year	723	727	705	647	598	581	598	586	564	605	651	677	701
Percent Change from Prior Year	-3%	-6%	-5%	-3%	1%	0%	-3%	-5%	-7%	-8%	-11%	-11%	-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



	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19
Current Year	\$272M	\$267M	\$258M	\$248M	\$245M	\$239M	\$239M	\$234M	\$219M	\$225M	\$231M	\$245M	\$245M
Prior Year	\$258M	\$264M	\$262M	\$246M	\$229M	\$225M	\$235M	\$235M	\$227M	\$240M	\$256M	\$262M	\$272M
Percent Change from Prior Year	5%	1%	-1%	1%	7%	6%	1%	-1%	-3%	-6%	-10%	-7%	-10%

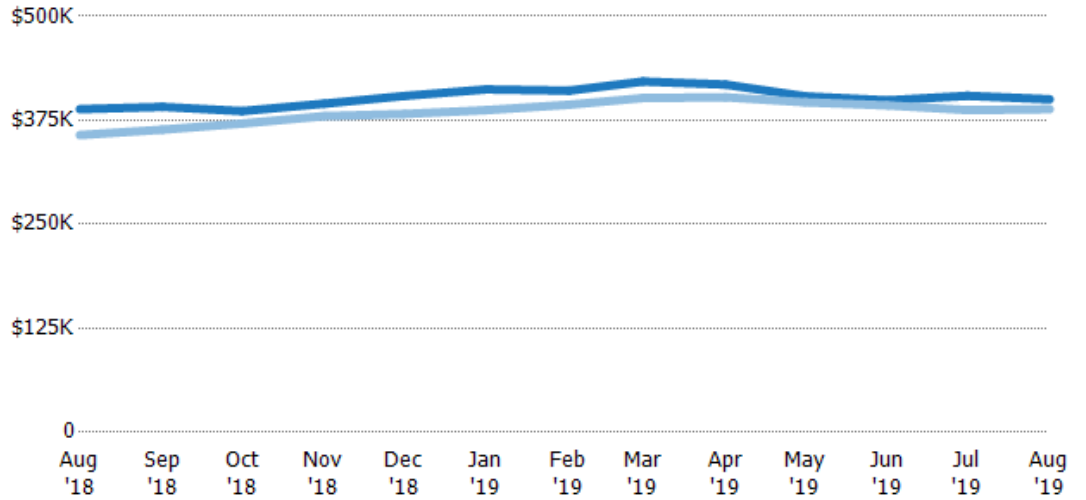
Average Listing Price

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.
Aug '19	\$400K	3.1%
Aug '18	\$388K	8.7%
Aug '17	\$357K	-3.2%



Current Year	\$388K	\$391K	\$386K	\$395K	\$404K	\$412K	\$411K	\$422K	\$418K	\$404K	\$399K	\$404K	\$400K
Prior Year	\$357K	\$364K	\$371K	\$380K	\$383K	\$387K	\$394K	\$402K	\$403K	\$397K	\$393K	\$387K	\$388K
Percent Change from Prior Year	9%	8%	4%	4%	6%	6%	4%	5%	4%	2%	2%	4%	3%

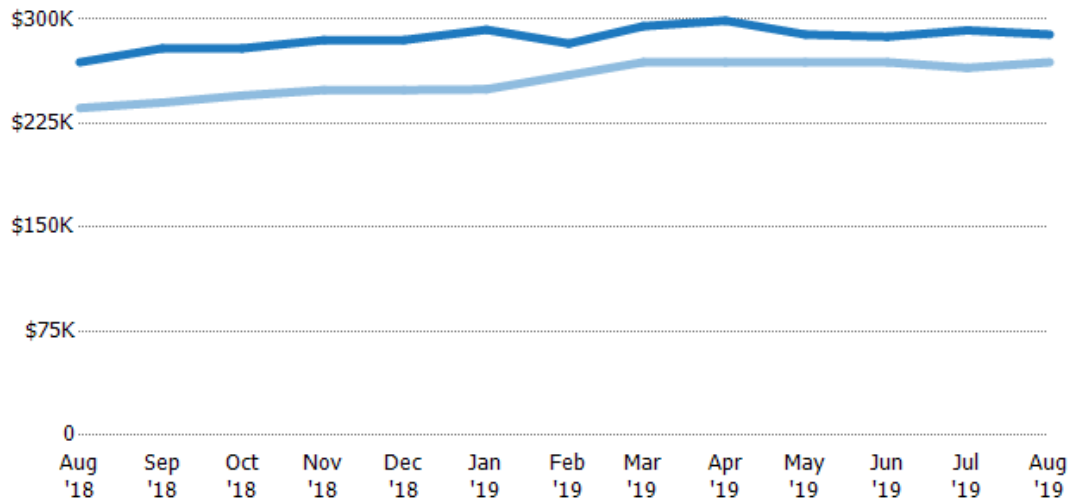
Median Listing Price

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.
Aug '19	\$289K	7.4%
Aug '18	\$269K	14%
Aug '17	\$236K	-0.5%



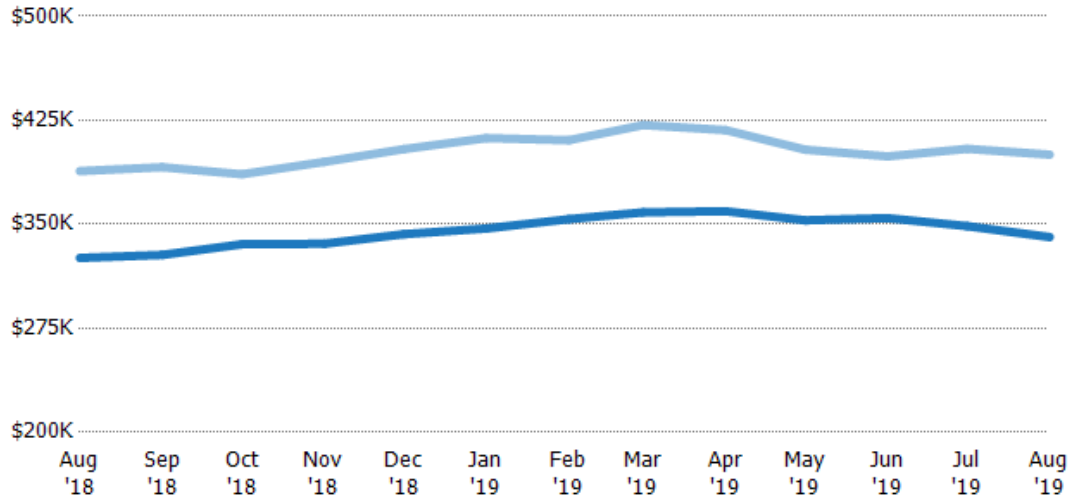
Current Year	\$269K	\$279K	\$279K	\$285K	\$285K	\$292K	\$282K	\$295K	\$299K	\$289K	\$287K	\$292K	\$289K
Prior Year	\$236K	\$240K	\$245K	\$249K	\$249K	\$250K	\$260K	\$269K	\$269K	\$269K	\$269K	\$265K	\$269K
Percent Change from Prior Year	14%	16%	14%	14%	14%	17%	9%	10%	11%	7%	7%	10%	7%

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



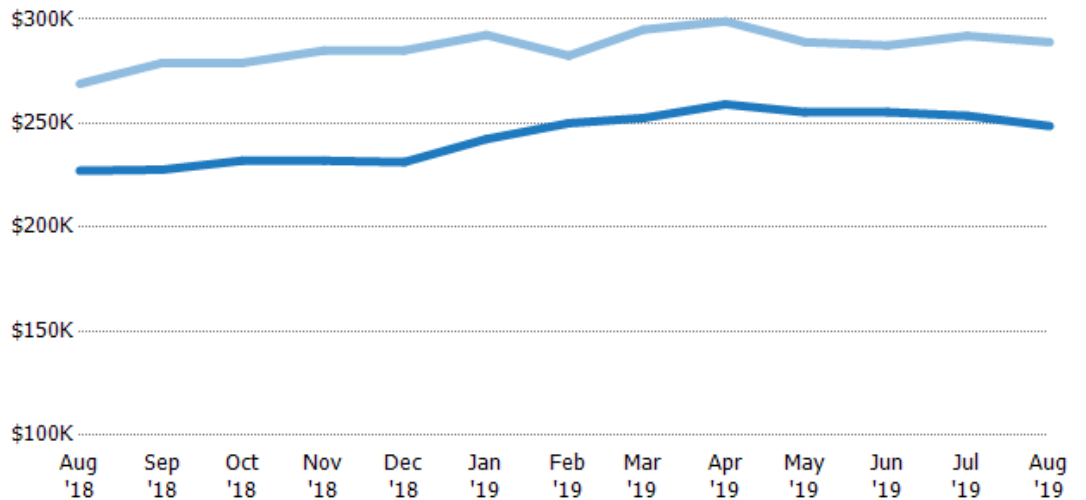
Avg Est Value	\$326K	\$328K	\$336K	\$336K	\$343K	\$347K	\$354K	\$359K	\$359K	\$353K	\$354K	\$349K	\$341K
Avg Listing Price	\$388K	\$391K	\$386K	\$395K	\$404K	\$412K	\$411K	\$422K	\$418K	\$404K	\$399K	\$404K	\$400K
Avg Listing Price as a % of Avg Est Value	119%	119%	115%	118%	118%	119%	116%	118%	116%	114%	113%	116%	117%

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



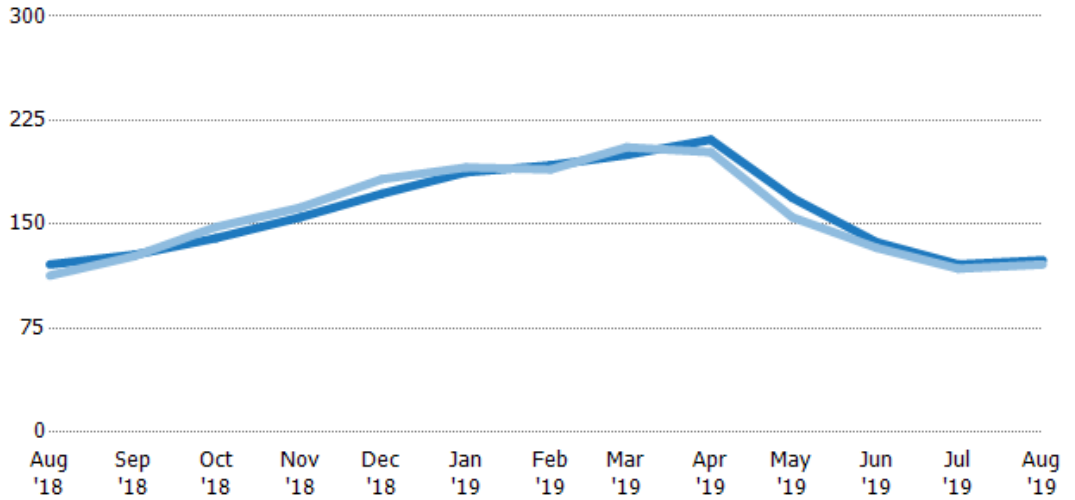
Median Est Value	\$227K	\$228K	\$232K	\$232K	\$231K	\$242K	\$250K	\$253K	\$259K	\$255K	\$255K	\$254K	\$249K
Median Listing Price	\$269K	\$279K	\$279K	\$285K	\$285K	\$292K	\$282K	\$295K	\$299K	\$289K	\$287K	\$292K	\$289K
Med Listing Price as a % of Med Est Value	118%	123%	120%	123%	123%	121%	113%	117%	115%	113%	113%	115%	116%

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



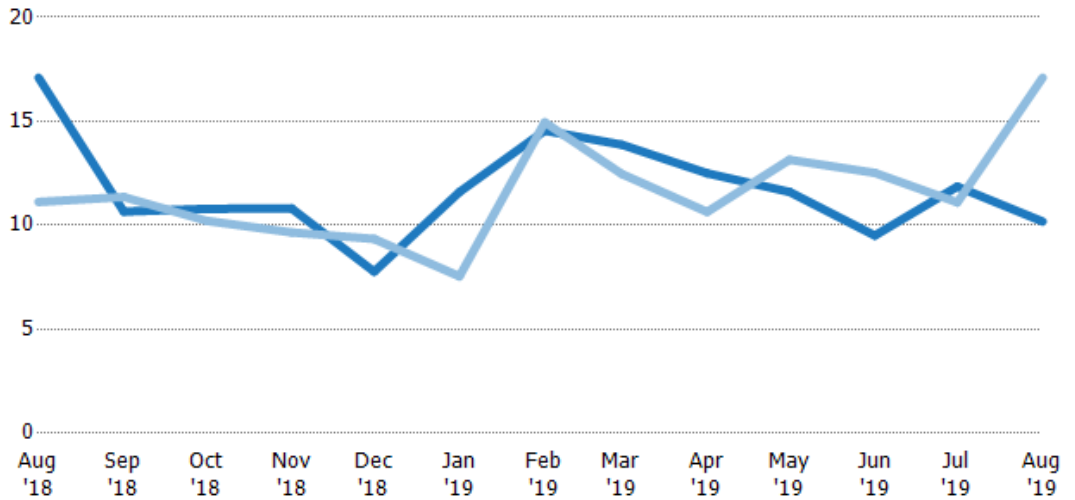
	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19
Current Year	121	128	140	155	172	188	193	200	211	169	137	121	124
Prior Year	113	127	148	162	183	191	190	206	202	155	133	118	121
Percent Change from Prior Year	7%	1%	-5%	-4%	-6%	-2%	2%	-3%	4%	9%	3%	3%	2%

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



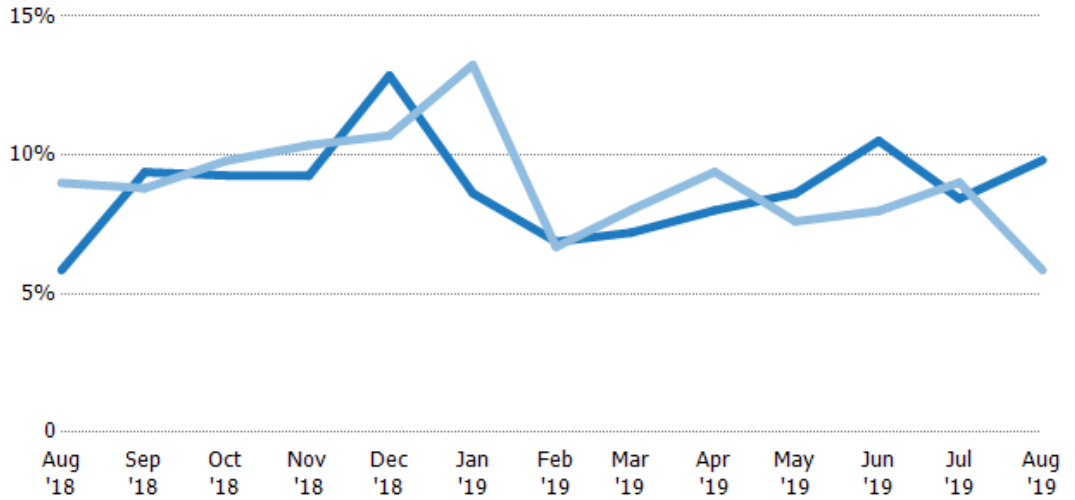
	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19
Current Year	17.1	10.7	10.8	10.8	7.77	11.6	14.6	13.9	12.5	11.6	9.51	11.9	10.2
Prior Year	11.1	11.4	10.2	9.66	9.34	7.55	15	12.5	10.6	13.2	12.5	11.1	17.1
Percent Change from Prior Year	54%	-6%	6%	12%	-17%	54%	-3%	11%	17%	-12%	-24%	7%	-40%

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.
Aug '19	10%	-4%
Aug '18	6%	3.2%
Aug '17	9%	-27.8%

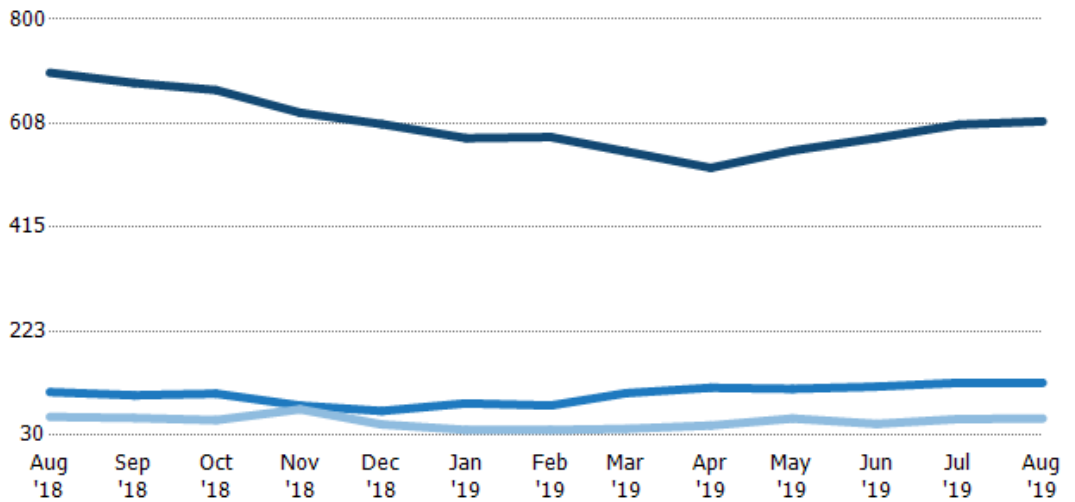
	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19
Current Year	6%	9%	9%	9%	13%	9%	7%	7%	8%	9%	11%	8%	10%
Prior Year	9%	9%	10%	10%	11%	13%	7%	8%	9%	8%	8%	9%	6%
Change from Prior Year	3%	-1%	1%	1%	-2%	5%	0%	1%	1%	-1%	-3%	1%	-4%

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



	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19
Active	701	682	669	627	606	580	582	555	525	557	580	605	611
Pending	110	104	107	85	75	89	85	108	118	116	120	127	127
Sold	64	62	58	78	50	40	40	42	48	61	51	60	61

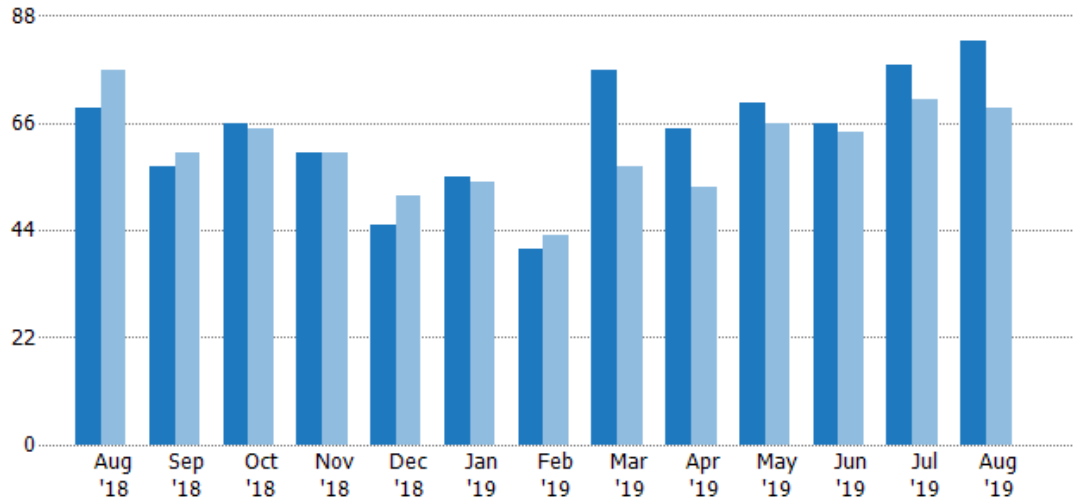
New Pending Sales

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.
Aug '19	83	20.3%
Aug '18	69	-10.4%
Aug '17	77	-11.7%



	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19
Current Year	69	57	66	60	45	55	40	77	65	70	66	78	83
Prior Year	77	60	65	60	51	54	43	57	53	66	64	71	69
Percent Change from Prior Year	-10%	-5%	2%	0%	-12%	2%	-7%	35%	23%	6%	3%	10%	20%

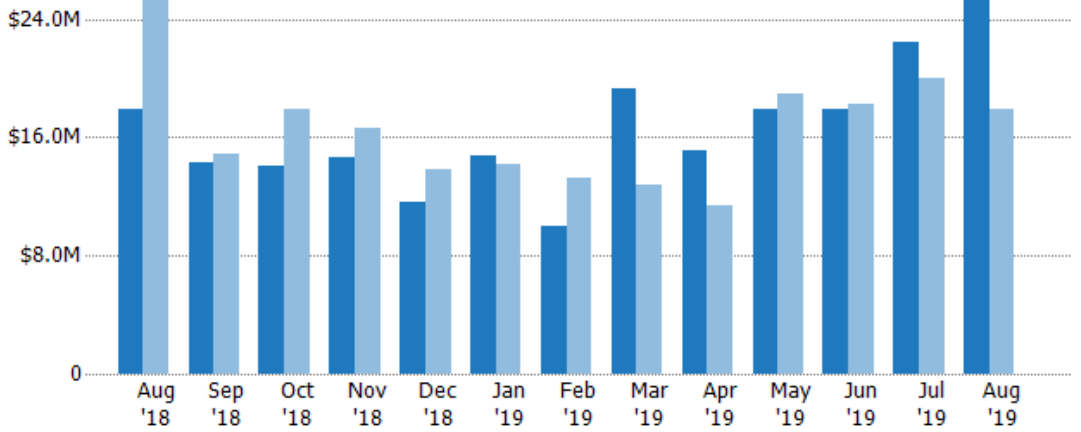
New Pending Sales Volume

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.
Aug '19	\$25.4M	42.6%
Aug '18	\$17.8M	-29.5%
Aug '17	\$25.3M	-20.7%



	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19
Current Year	\$17.8M	\$14.3M	\$14.1M	\$14.7M	\$11.7M	\$14.8M	\$9.99M	\$19.3M	\$15.2M	\$17.9M	\$17.9M	\$22.4M	\$25.4M
Prior Year	\$25.3M	\$14.9M	\$17.9M	\$16.6M	\$13.8M	\$14.2M	\$13.3M	\$12.8M	\$11.4M	\$18.9M	\$18.2M	\$20M	\$17.8M
Percent Change from Prior Year	-30%	-3%	-21%	-12%	-15%	4%	-25%	50%	33%	-5%	-2%	12%	43%

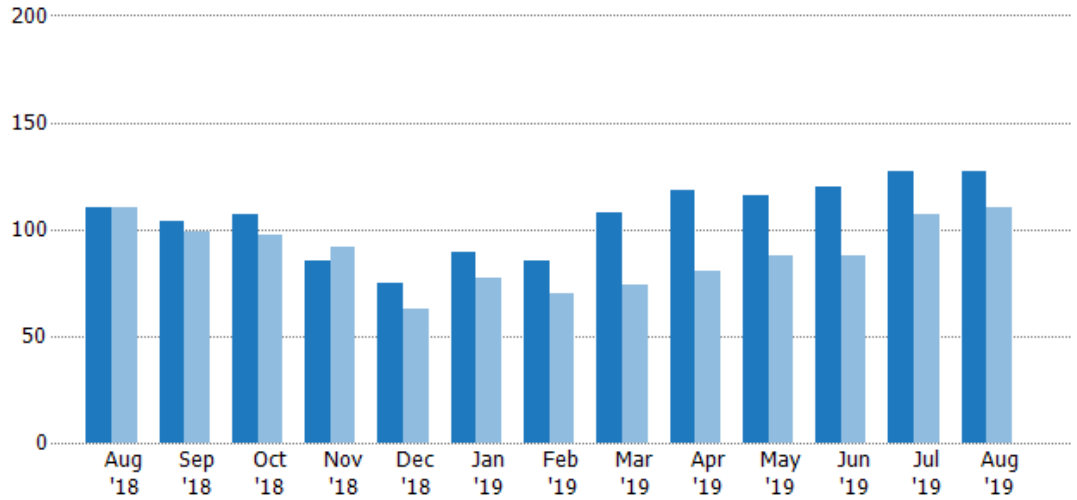
Pending Sales

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.
Aug '19	127	15.5%
Aug '18	110	0%
Aug '17	110	12.7%



Current Year	110	104	107	85	75	89	85	108	118	116	120	127	127
Prior Year	110	99	97	92	63	77	70	74	80	88	88	107	110
Percent Change from Prior Year	0%	5%	10%	-8%	19%	16%	21%	46%	48%	32%	36%	19%	15%

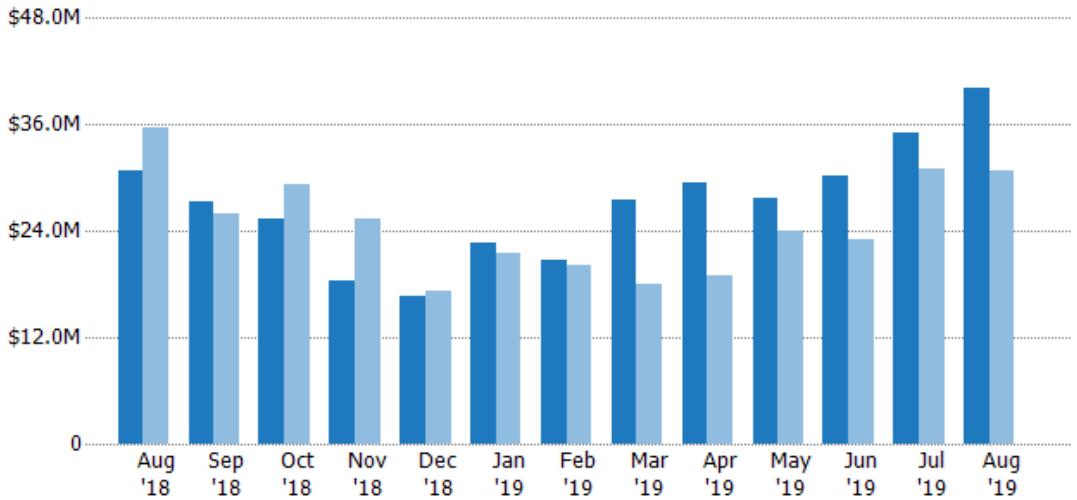
Pending Sales Volume

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.
Aug '19	\$40.1M	30.3%
Aug '18	\$30.7M	-13.8%
Aug '17	\$35.7M	3.1%



Current Year	\$30.7M	\$27.3M	\$25.4M	\$18.3M	\$16.6M	\$22.6M	\$20.8M	\$27.5M	\$29.4M	\$27.8M	\$30.2M	\$35M	\$40.1M
Prior Year	\$35.7M	\$26M	\$29.3M	\$25.3M	\$17.2M	\$21.5M	\$20.2M	\$17.9M	\$18.9M	\$23.9M	\$23M	\$31M	\$30.7M
Percent Change from Prior Year	-14%	5%	-13%	-28%	-3%	5%	3%	53%	56%	16%	31%	13%	30%

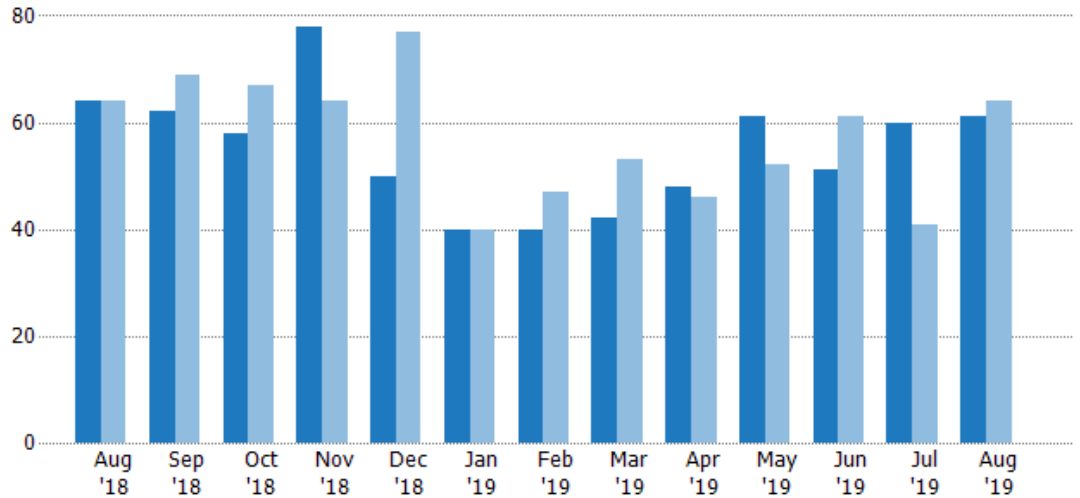
Closed Sales

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.
Aug '19	61	-4.7%
Aug '18	64	0%
Aug '17	64	-12.5%



	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19
Current Year	64	62	58	78	50	40	40	42	48	61	51	60	61
Prior Year	64	69	67	64	77	40	47	53	46	52	61	41	64
Percent Change from Prior Year	0%	-10%	-13%	22%	-35%	0%	-15%	-21%	4%	17%	-16%	46%	-5%

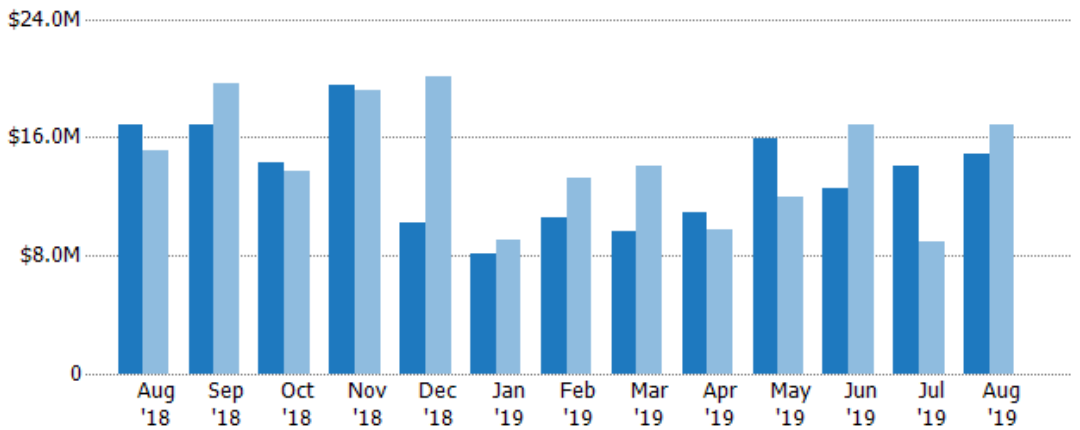
Closed Sales Volume

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.
Aug '19	\$14.9M	-11.5%
Aug '18	\$16.8M	11.1%
Aug '17	\$15.2M	-13.3%



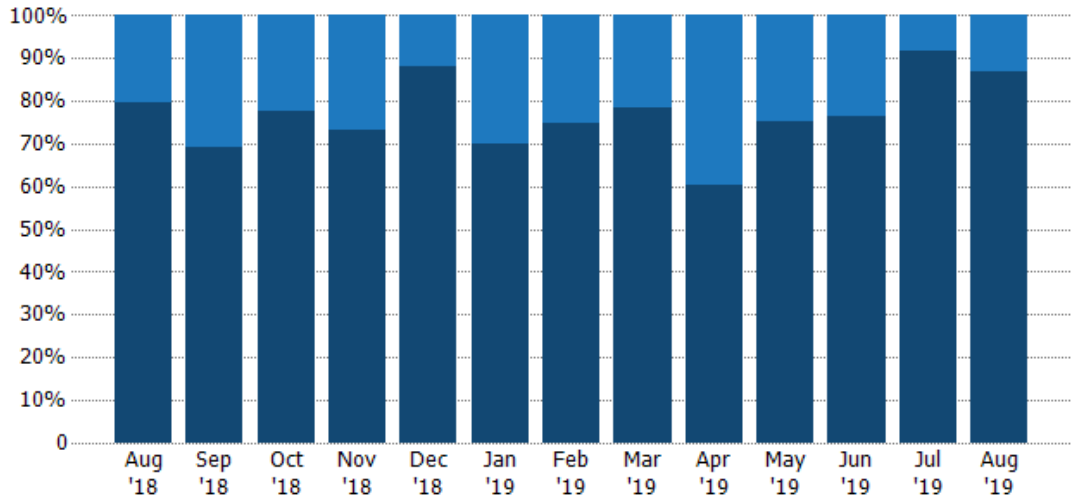
	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19
Current Year	\$16.8M	\$16.8M	\$14.3M	\$19.5M	\$10.3M	\$8.16M	\$10.6M	\$9.67M	\$10.9M	\$15.9M	\$12.5M	\$14.1M	\$14.9M
Prior Year	\$15.2M	\$19.6M	\$13.7M	\$19.1M	\$20.2M	\$9M	\$13.2M	\$14.1M	\$9.73M	\$12M	\$16.8M	\$8.96M	\$16.8M
Percent Change from Prior Year	11%	-14%	4%	2%	-49%	-9%	-20%	-31%	13%	33%	-26%	57%	-11%

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



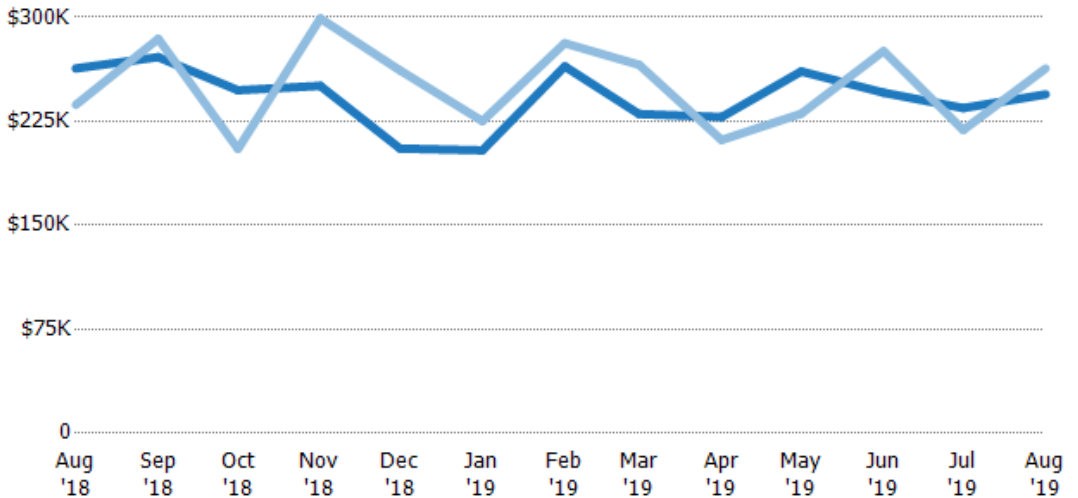
Condo/Townhouse	20%	31%	22%	27%	12%	30%	25%	21%	40%	25%	24%	8%	13%
Single Family Residence	80%	69%	78%	73%	88%	70%	75%	79%	60%	75%	76%	92%	87%

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	\$271K	\$247K	\$251K	\$205K	\$204K	\$265K	\$230K	\$228K	\$261K	\$246K	\$235K	\$244K
Prior Year	\$237K	\$285K	\$205K	\$299K	\$262K	\$225K	\$281K	\$266K	\$211K	\$230K	\$276K	\$219K	\$263K
Percent Change from Prior Year	11%	-5%	21%	-16%	-22%	-9%	-6%	-13%	8%	13%	-11%	7%	-7%

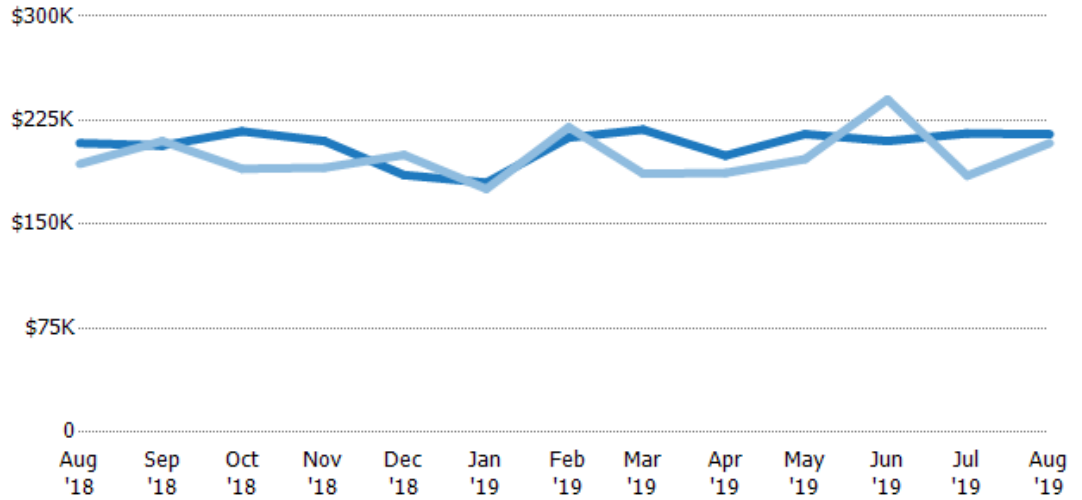
Median Sales Price

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.
Aug '19	\$215K	3.1%
Aug '18	\$209K	7.8%
Aug '17	\$194K	3.4%



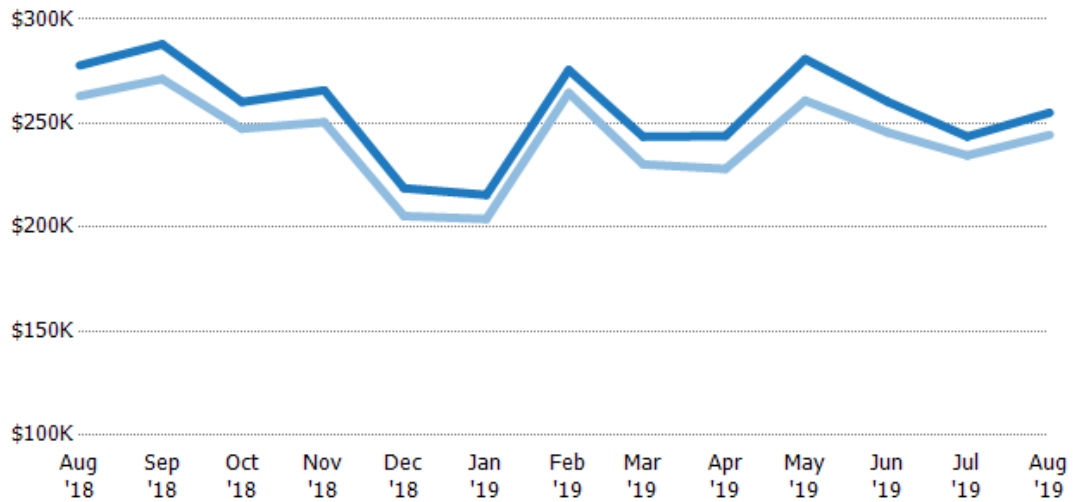
Current Year	\$209K	\$207K	\$217K	\$210K	\$186K	\$180K	\$213K	\$218K	\$200K	\$215K	\$210K	\$216K	\$215K
Prior Year	\$194K	\$210K	\$190K	\$191K	\$200K	\$176K	\$220K	\$187K	\$187K	\$197K	\$240K	\$185K	\$209K
Percent Change from Prior Year	8%	-2%	14%	10%	-7%	3%	-3%	17%	7%	9%	-13%	16%	3%

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



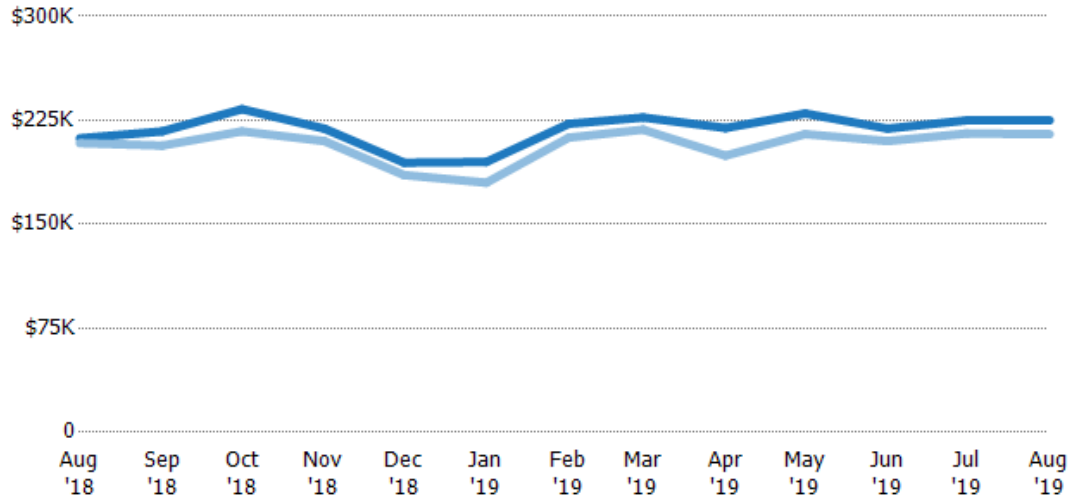
Avg List Price	\$278K	\$288K	\$260K	\$266K	\$219K	\$216K	\$276K	\$244K	\$244K	\$281K	\$260K	\$244K	\$255K
Avg Sales Price	\$263K	\$271K	\$247K	\$251K	\$205K	\$204K	\$265K	\$230K	\$228K	\$261K	\$246K	\$235K	\$244K
Avg Sales Price as a % of Avg List Price	95%	94%	95%	94%	94%	95%	96%	95%	94%	93%	94%	96%	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



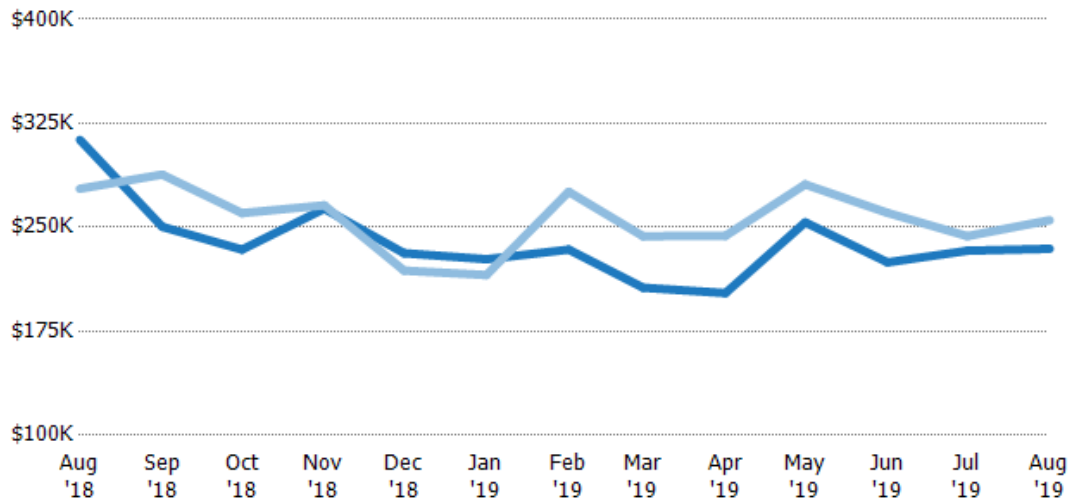
	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19
Median List Price	\$212K	\$217K	\$233K	\$219K	\$194K	\$195K	\$222K	\$227K	\$219K	\$230K	\$219K	\$225K	\$225K
Median Sales Price	\$209K	\$207K	\$217K	\$210K	\$186K	\$180K	\$213K	\$218K	\$200K	\$215K	\$210K	\$216K	\$215K
Med Sales Price as a % of Med List Price	98%	95%	93%	96%	95%	92%	96%	96%	91%	94%	96%	96%	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



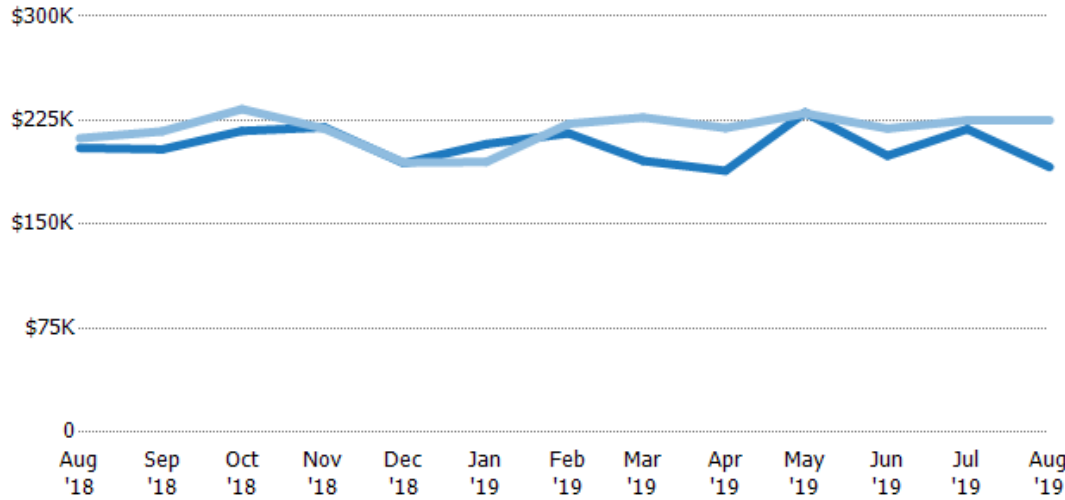
	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19
Avg Est Value	\$313K	\$250K	\$234K	\$263K	\$231K	\$227K	\$234K	\$206K	\$203K	\$254K	\$225K	\$233K	\$235K
Avg Sales Price	\$278K	\$288K	\$260K	\$266K	\$219K	\$216K	\$276K	\$244K	\$244K	\$281K	\$260K	\$244K	\$255K
Avg Sales Price as a % of Avg Est Value	89%	115%	111%	101%	95%	95%	118%	118%	120%	111%	116%	105%	109%

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



	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19
Median Est Value	\$205K	\$204K	\$217K	\$220K	\$194K	\$208K	\$216K	\$196K	\$189K	\$231K	\$199K	\$219K	\$191K
Median Sales Price	\$212K	\$217K	\$233K	\$219K	\$194K	\$195K	\$222K	\$227K	\$219K	\$230K	\$219K	\$225K	\$225K
Med Sales Price as a % of Med Est Value	103%	106%	107%	100%	100%	94%	103%	116%	116%	100%	110%	103%	118%