

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	Oct 2019	Oct 2018	+ / -	YTD 2019	YTD 2018	+ / -
Listing Activity Charts Metrics						
New Listing Count	76	93	-18.3%	826	947	-12.8%
New Listing Volume	\$26,600,399	\$27,697,200	-4%	\$268,853,994	\$303,928,243	-11.5%
Active Listing Count	548	672	-18.5%	N/A	N/A	
Active Listing Volume	\$223,244,795	\$258,628,270	-13.7%	N/A	N/A	
Average Listing Price	\$407,381	\$384,863	+5.9%	\$407,415	\$390,228	+4.4%
Median Listing Price	\$289,000	\$279,900	+3.3%	\$292,995	\$267,379	+9.6%
Median Days in RPR	149	142	+4.9%	160.14	157.46	+1.7%
Months of Inventory	8.6	11	-22.3%	11	11.9	-7.7%
Absorption Rate	11.68%	9.08%	+2.6%	9.12%	8.41%	+0.7%
Sales Activity Charts Metrics						
New Pending Sales Count	74	63	+17.5%	694	598	+16.1%
New Pending Sales Volume	\$19,328,900	\$13,752,195	+40.6%	\$186,159,750	\$156,628,548	+18.9%
Pending Sales Count	126	105	+20%	N/A	N/A	
Pending Sales Volume	\$30,577,700	\$24,948,515	+22.6%	N/A	N/A	
Closed Sales Count	70	56	+25%	539	523	+3.1%
Closed Sales Volume	\$23,605,540	\$14,105,370	+67.4%	\$140,308,330	\$133,235,307	+5.3%
Average Sales Price	\$337,222	\$251,882	+33.9%	\$260,312	\$254,752	+2.2%
Median Sales Price	\$227,500	\$221,500	+2.7%	\$212,481	\$206,635	+2.8%

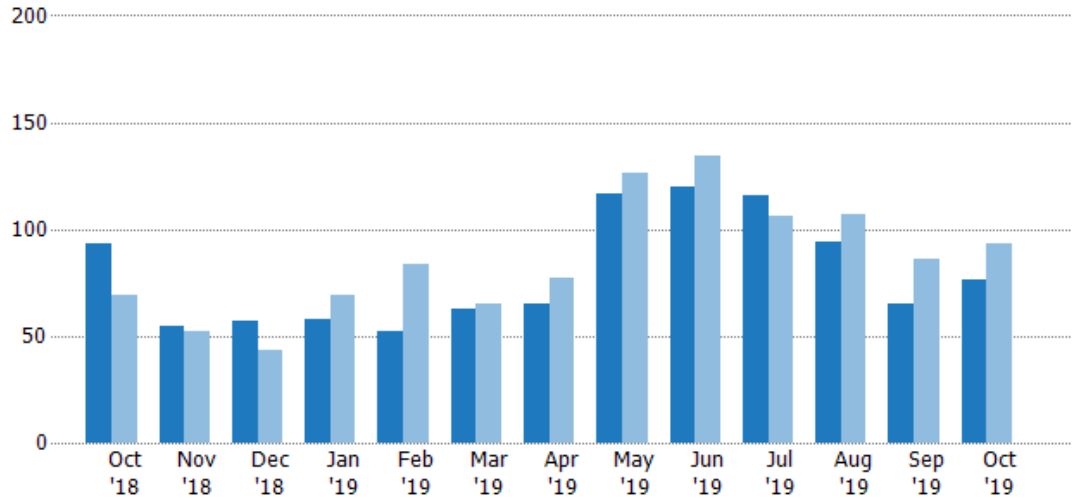
New Listings

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.
Oct '19	76	-18.3%
Oct '18	93	34.8%
Oct '17	69	-8.7%



Current Year	93	55	57	58	52	63	65	117	120	116	94	65	76
Prior Year	69	52	43	69	84	65	77	126	134	106	107	86	93
Percent Change from Prior Year	35%	6%	33%	-16%	-38%	-3%	-16%	-7%	-10%	9%	-12%	-24%	-18%

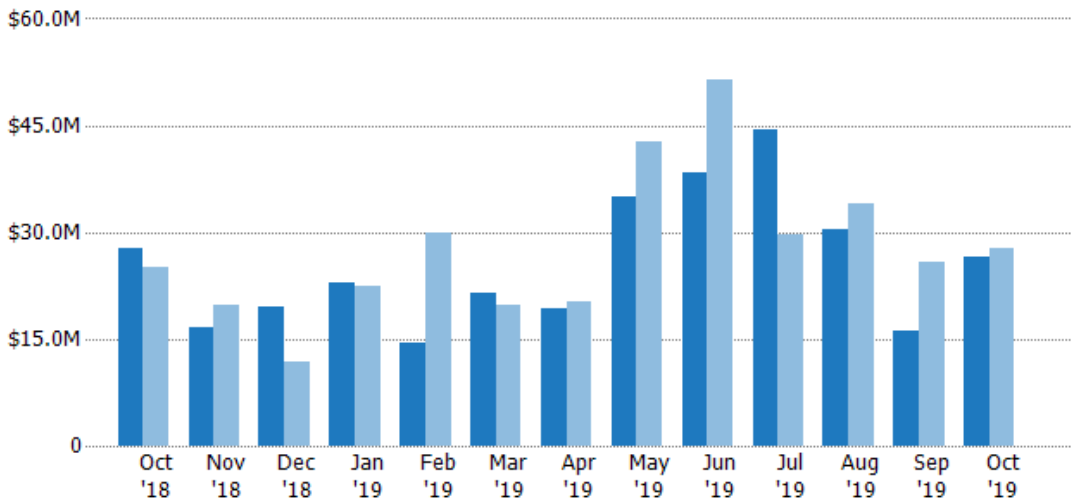
New Listing Volume

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.
Oct '19	\$26.6M	-4%
Oct '18	\$27.7M	10.2%
Oct '17	\$25.1M	-4.1%



Current Year	\$27.7M	\$16.6M	\$19.6M	\$22.9M	\$14.4M	\$21.4M	\$19.3M	\$35M	\$38.3M	\$44.4M	\$30.4M	\$16.1M	\$26.6M
Prior Year	\$25.1M	\$19.7M	\$11.7M	\$22.5M	\$30M	\$19.8M	\$20.2M	\$42.7M	\$51.3M	\$29.8M	\$34M	\$25.9M	\$27.7M
Percent Change from Prior Year	10%	-16%	67%	2%	-52%	8%	-4%	-18%	-25%	49%	-11%	-38%	-4%

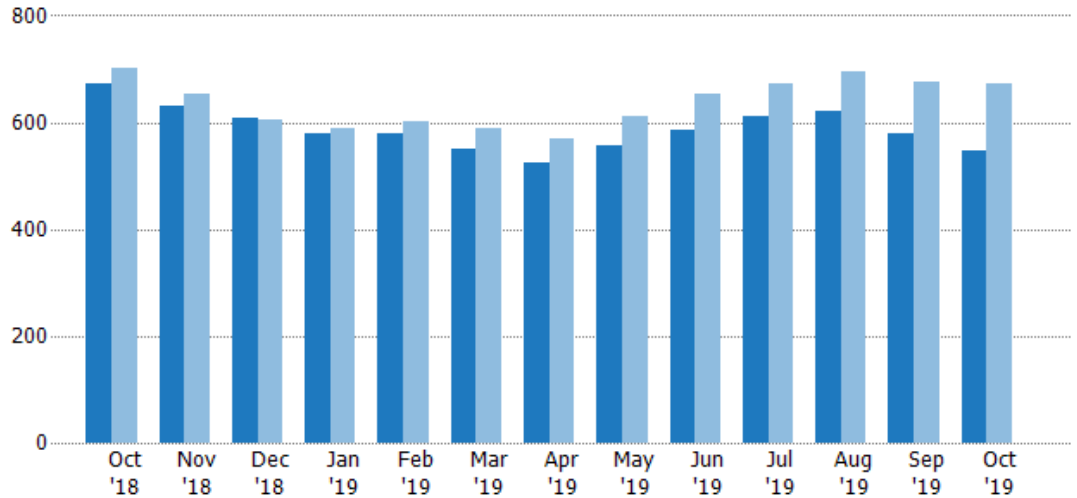
Active Listings

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.
Oct '19	548	-18.5%
Oct '18	672	-4.1%
Oct '17	701	-1.3%



Current Year	672	631	608	578	580	551	524	557	587	612	622	578	548
Prior Year	701	653	606	589	603	590	570	612	654	673	694	677	672
Percent Change from Prior Year	-4%	-3%	0%	-2%	-4%	-7%	-8%	-9%	-10%	-9%	-10%	-15%	-18%

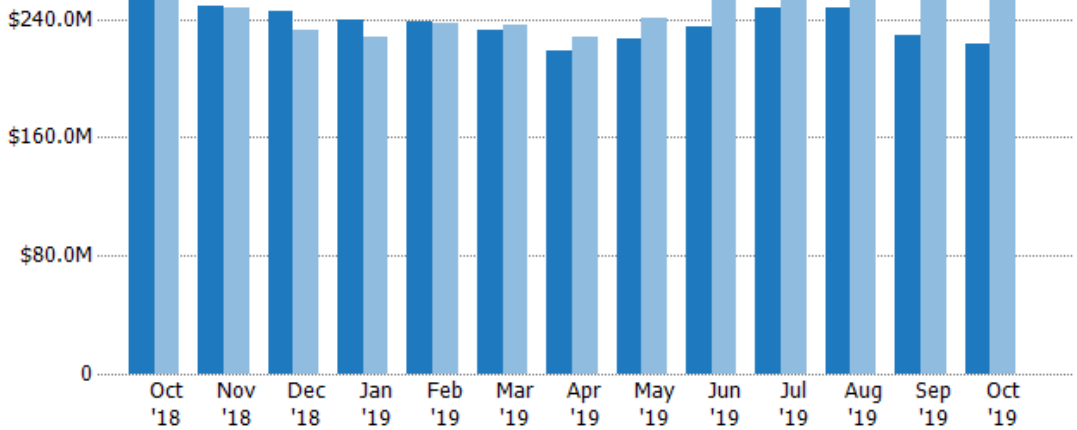
Active Listing Volume

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.
Oct '19	\$223M	-13.7%
Oct '18	\$259M	-1.5%
Oct '17	\$263M	-3.4%



Current Year	\$259M	\$249M	\$245M	\$239M	\$238M	\$233M	\$219M	\$227M	\$234M	\$247M	\$248M	\$229M	\$223M
Prior Year	\$263M	\$248M	\$232M	\$227M	\$237M	\$236M	\$228M	\$241M	\$256M	\$259M	\$269M	\$260M	\$259M
Percent Change from Prior Year	-1%	0%	6%	5%	1%	-1%	-4%	-6%	-8%	-5%	-8%	-12%	-14%

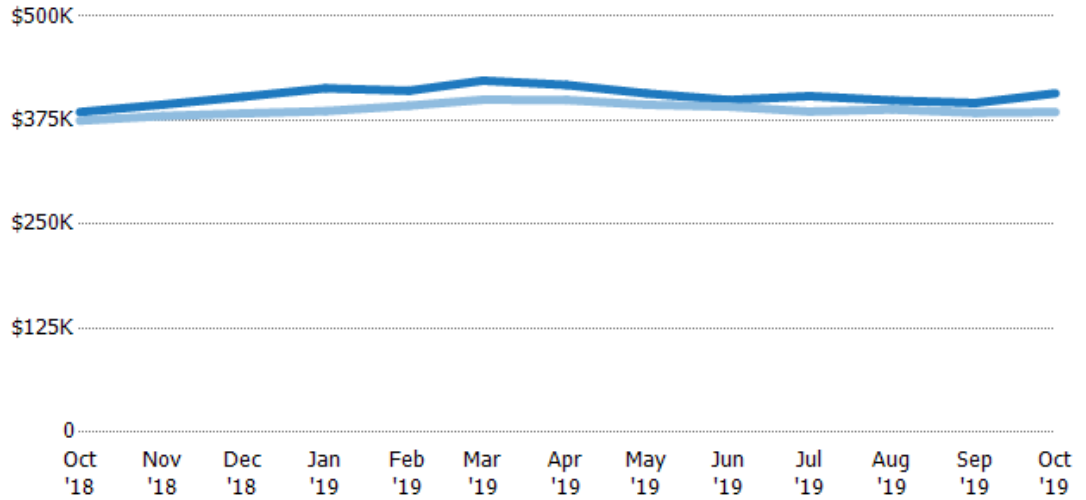
Average Listing Price

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.
Oct '19	\$407K	5.9%
Oct '18	\$385K	2.8%
Oct '17	\$375K	-2.1%



Current Year	\$385K	\$394K	\$403K	\$413K	\$410K	\$423K	\$417K	\$407K	\$399K	\$404K	\$399K	\$396K	\$407K
Prior Year	\$375K	\$380K	\$383K	\$386K	\$393K	\$400K	\$399K	\$394K	\$391K	\$385K	\$388K	\$384K	\$385K
Percent Change from Prior Year	3%	4%	5%	7%	5%	6%	5%	3%	2%	5%	3%	3%	6%

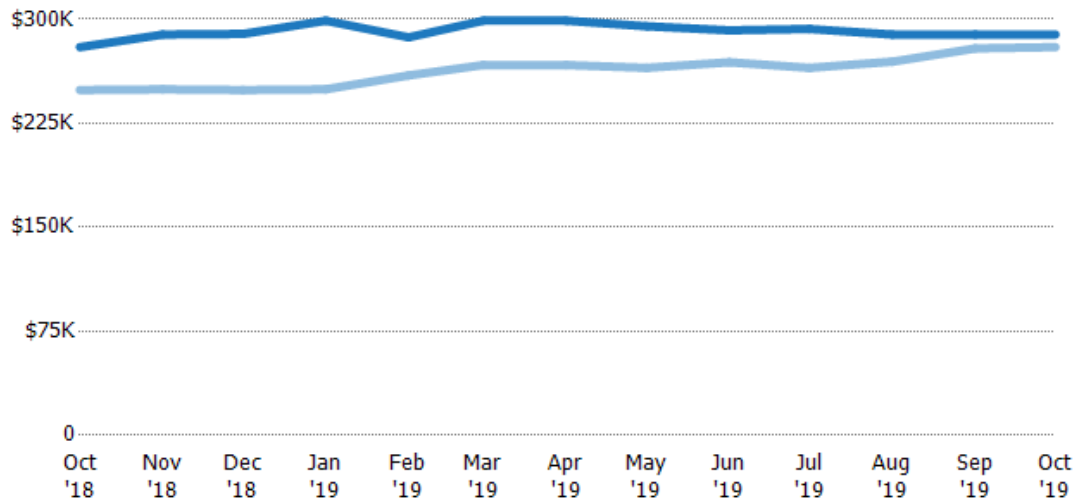
Median Listing Price

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.
Oct '19	\$289K	3.3%
Oct '18	\$280K	12.4%
Oct '17	\$249K	-4%



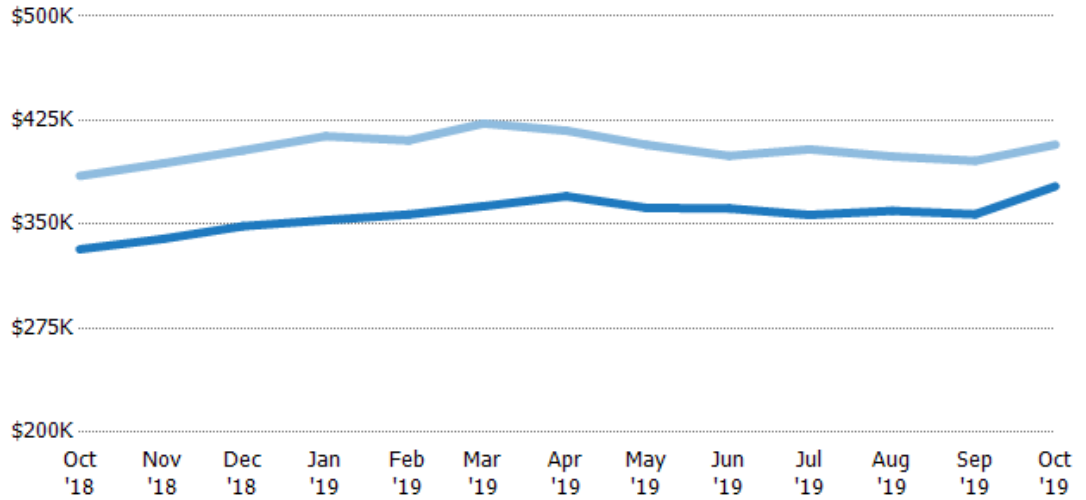
Current Year	\$280K	\$289K	\$289K	\$299K	\$287K	\$299K	\$299K	\$295K	\$292K	\$293K	\$289K	\$289K	\$289K
Prior Year	\$249K	\$250K	\$249K	\$250K	\$260K	\$267K	\$267K	\$265K	\$269K	\$265K	\$269K	\$279K	\$280K
Percent Change from Prior Year	12%	16%	16%	20%	11%	12%	12%	11%	9%	11%	7%	4%	3%

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

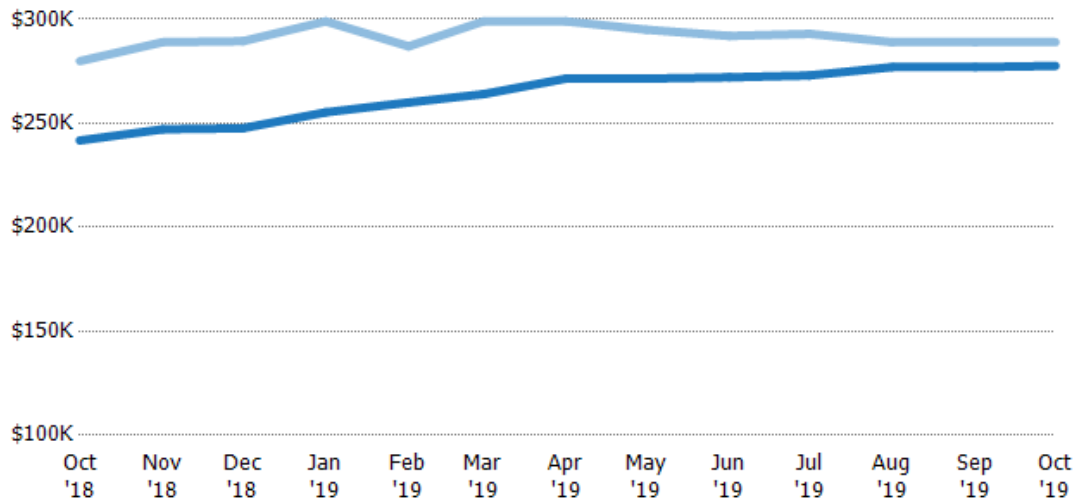


Median Listing Price vs Median Est Value

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

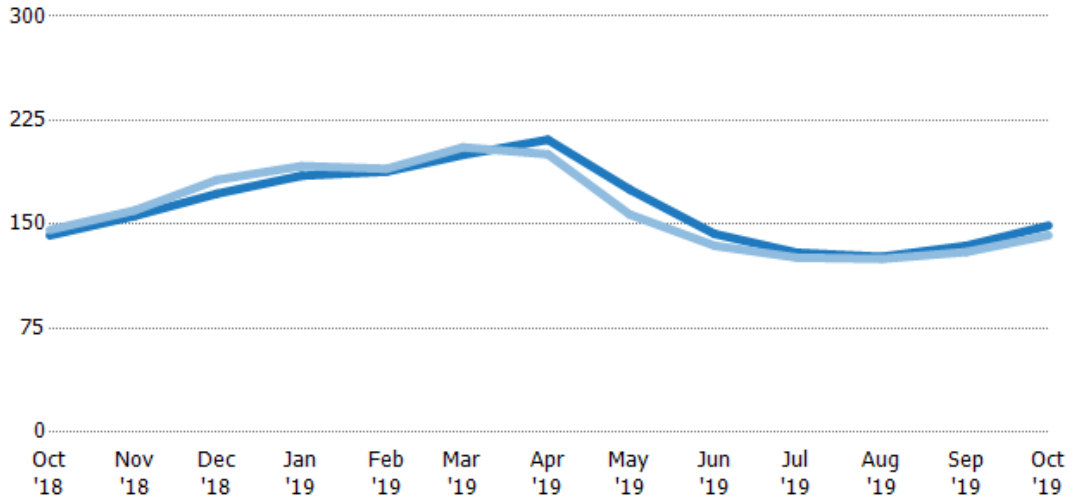


Median Days in RPR

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



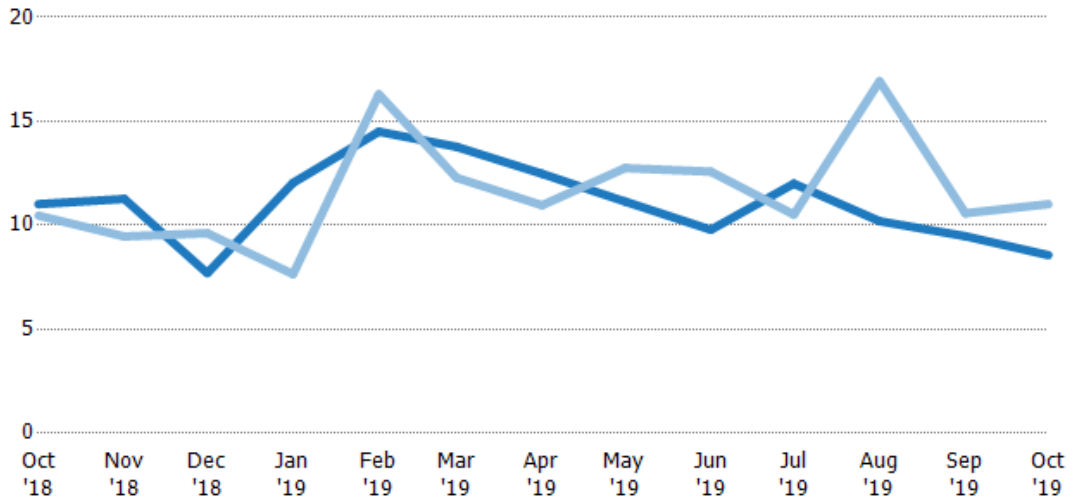
	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19
Current Year	142	156	172	185	188	200	211	175	143	130	127	135	149
Prior Year	146	160	182	192	190	206	201	157	135	126	125	130	142
Percent Change from Prior Year	-3%	-3%	-5%	-4%	-1%	-3%	5%	11%	6%	3%	1%	3%	5%

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



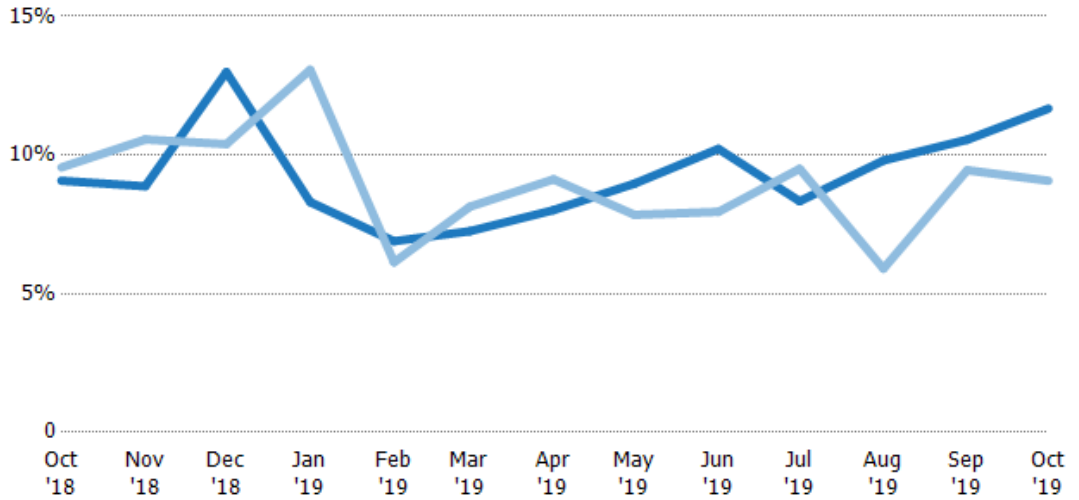
	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19
Current Year	11	11.3	7.7	12	14.5	13.8	12.5	11.1	9.78	12	10.2	9.48	8.56
Prior Year	10.5	9.46	9.62	7.65	16.3	12.3	11	12.8	12.6	10.5	16.9	10.6	11
Percent Change from Prior Year	5%	19%	-20%	57%	-11%	12%	14%	-13%	-22%	14%	-40%	-10%	-22%

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



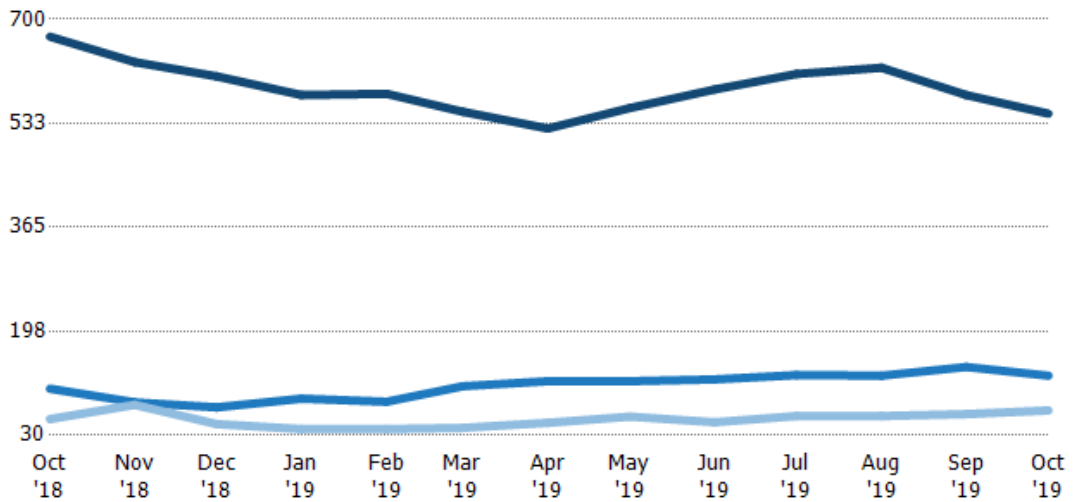
	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19
Current Year	9%	9%	13%	8%	7%	7%	8%	9%	10%	8%	10%	11%	12%
Prior Year	10%	11%	10%	13%	6%	8%	9%	8%	8%	10%	6%	9%	9%
Change from Prior Year	0%	2%	-3%	5%	-1%	1%	1%	-1%	-2%	1%	-4%	-1%	-3%

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



	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19
Active	672	631	608	578	580	551	524	557	587	612	622	578	548
Pending	105	83	75	89	84	109	117	117	120	127	126	140	126
Sold	56	79	48	40	40	42	50	60	51	61	61	64	70

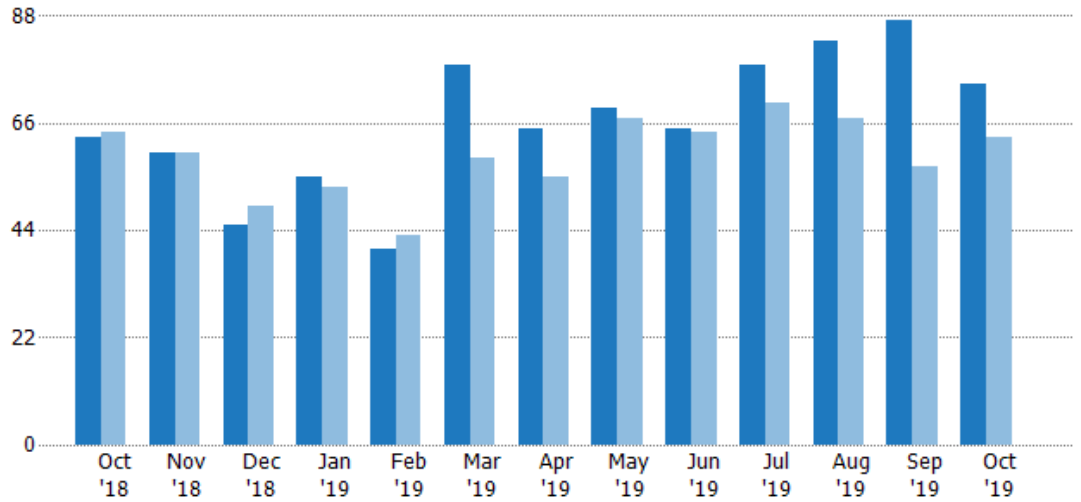
New Pending Sales

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.
Oct '19	74	17.5%
Oct '18	63	-1.6%
Oct '17	64	15.6%



	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19
Current Year	63	60	45	55	40	78	65	69	65	78	83	87	74
Prior Year	64	60	49	53	43	59	55	67	64	70	67	57	63
Percent Change from Prior Year	-2%	0%	-8%	4%	-7%	32%	18%	3%	2%	11%	24%	53%	17%

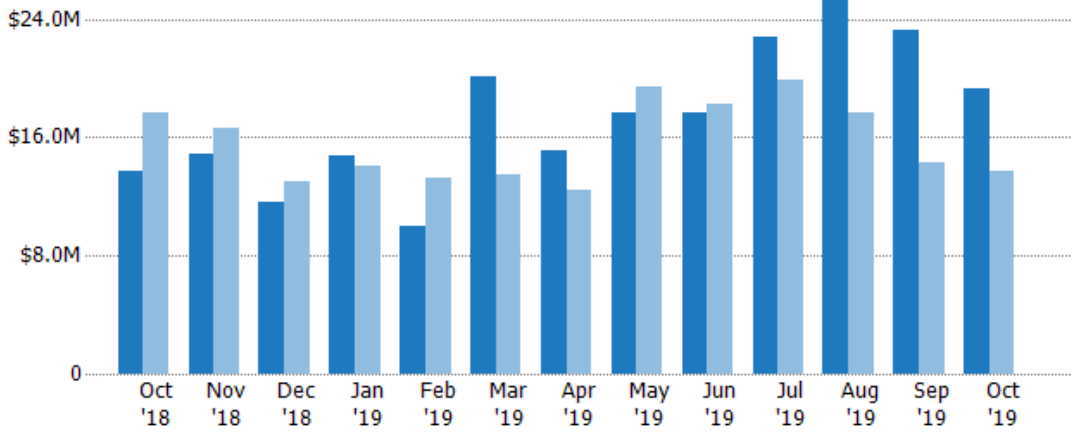
New Pending Sales Volume

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.
Oct '19	\$19.3M	40.6%
Oct '18	\$13.8M	-22.2%
Oct '17	\$17.7M	29.6%



	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19
Current Year	\$13.8M	\$14.8M	\$11.7M	\$14.8M	\$9.99M	\$20.1M	\$15.2M	\$17.7M	\$17.6M	\$22.8M	\$25.4M	\$23.3M	\$19.3M
Prior Year	\$17.7M	\$16.6M	\$13M	\$14.1M	\$13.3M	\$13.5M	\$12.5M	\$19.4M	\$18.2M	\$19.9M	\$17.7M	\$14.3M	\$13.8M
Percent Change from Prior Year	-22%	-11%	-10%	5%	-25%	49%	22%	-9%	-3%	15%	44%	62%	41%

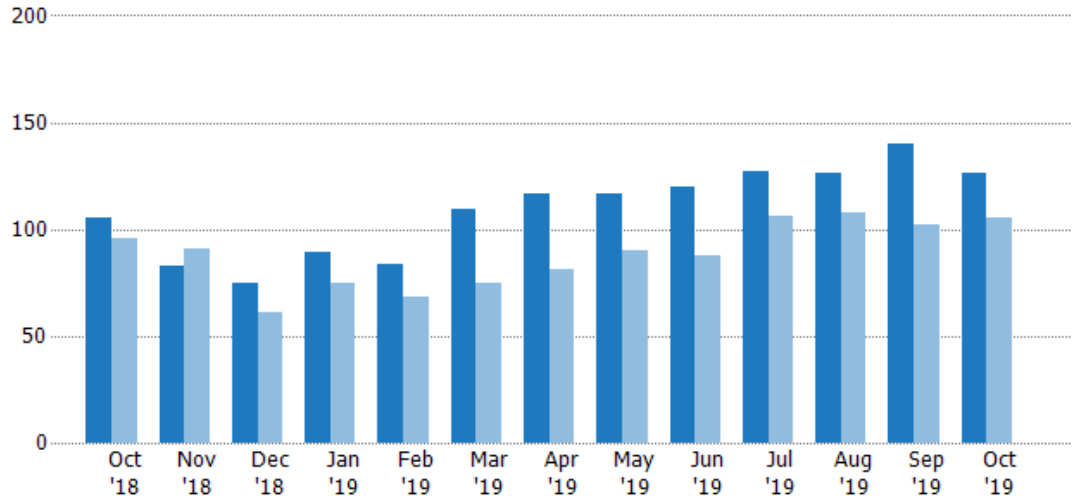
Pending Sales

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.
Oct '19	126	20%
Oct '18	105	9.4%
Oct '17	96	38.5%



Current Year	105	83	75	89	84	109	117	117	120	127	126	140	126
Prior Year	96	91	61	75	68	75	81	90	88	106	108	102	105
Percent Change from Prior Year	9%	-9%	23%	19%	24%	45%	44%	30%	36%	20%	17%	37%	20%

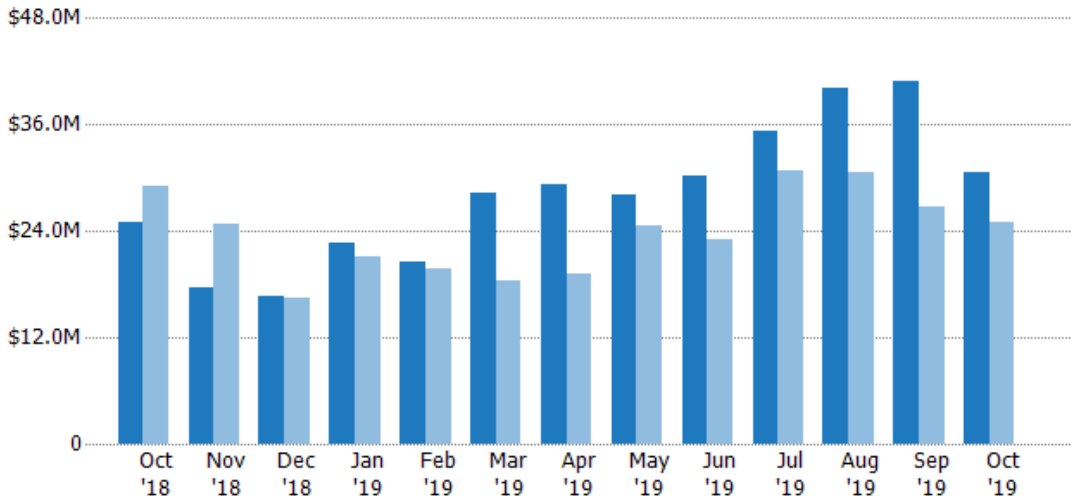
Pending Sales Volume

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.
Oct '19	\$30.6M	22.6%
Oct '18	\$24.9M	-14.2%
Oct '17	\$29.1M	32%



Current Year	\$24.9M	\$17.6M	\$16.6M	\$22.6M	\$20.5M	\$28.2M	\$29.2M	\$28.1M	\$30.3M	\$35.3M	\$40.2M	\$40.8M	\$30.6M
Prior Year	\$29.1M	\$24.8M	\$16.4M	\$21.2M	\$19.8M	\$18.3M	\$19.1M	\$24.6M	\$23.1M	\$30.9M	\$30.5M	\$26.8M	\$24.9M
Percent Change from Prior Year	-14%	-29%	1%	7%	3%	54%	53%	14%	31%	14%	32%	52%	23%

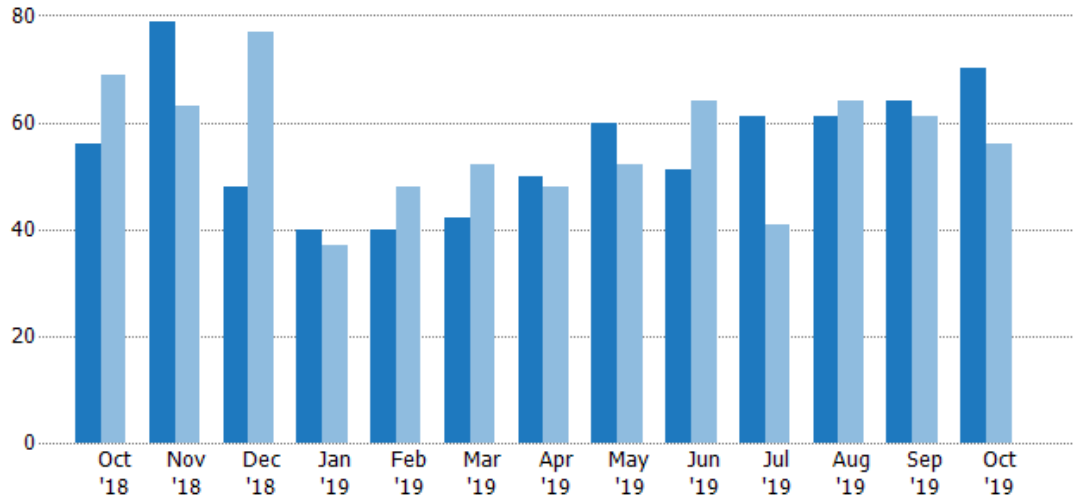
Closed Sales

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.
Oct '19	70	25%
Oct '18	56	-18.8%
Oct '17	69	-11.6%



	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19
Current Year	56	79	48	40	40	42	50	60	51	61	61	64	70
Prior Year	69	63	77	37	48	52	48	52	64	41	64	61	56
Percent Change from Prior Year	-19%	25%	-38%	8%	-17%	-19%	4%	15%	-20%	49%	-5%	5%	25%

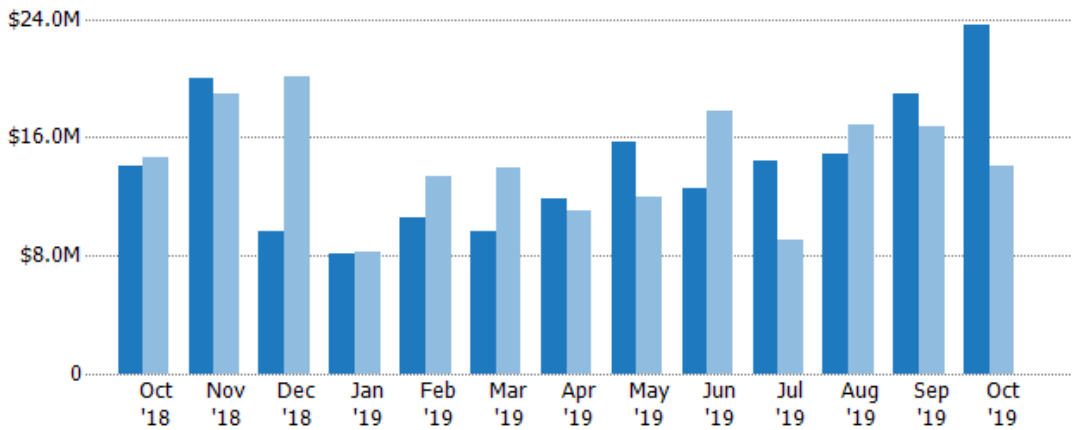
Closed Sales Volume

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.
Oct '19	\$23.6M	67.4%
Oct '18	\$14.1M	-3.8%
Oct '17	\$14.7M	23.2%



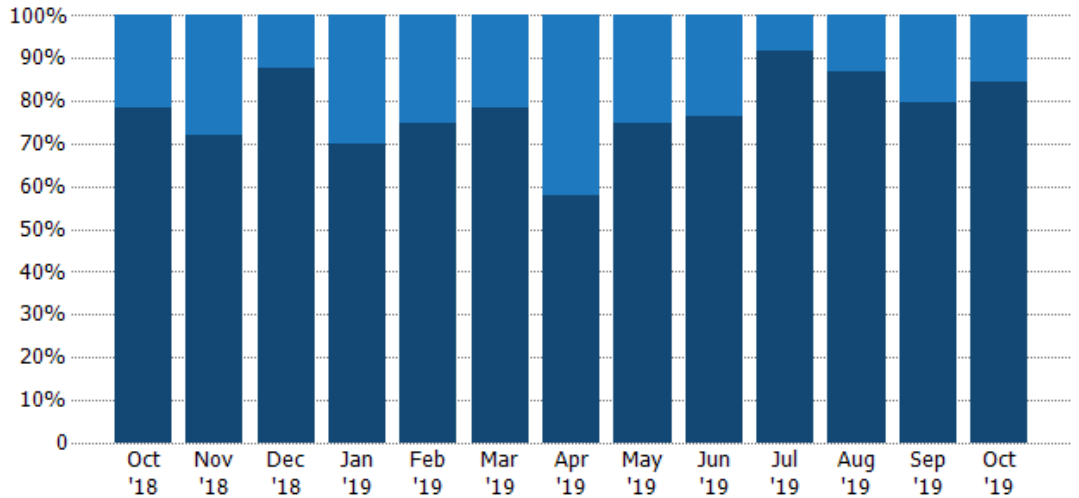
	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19
Current Year	\$14.1M	\$20M	\$9.58M	\$8.16M	\$10.6M	\$9.67M	\$11.9M	\$15.7M	\$12.5M	\$14.4M	\$14.9M	\$19M	\$23.6M
Prior Year	\$14.7M	\$18.9M	\$20.2M	\$8.29M	\$13.4M	\$14M	\$11M	\$12M	\$17.8M	\$9.08M	\$16.8M	\$16.7M	\$14.1M
Percent Change from Prior Year	-4%	6%	-52%	-2%	-21%	-31%	8%	31%	-30%	58%	-11%	13%	67%

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



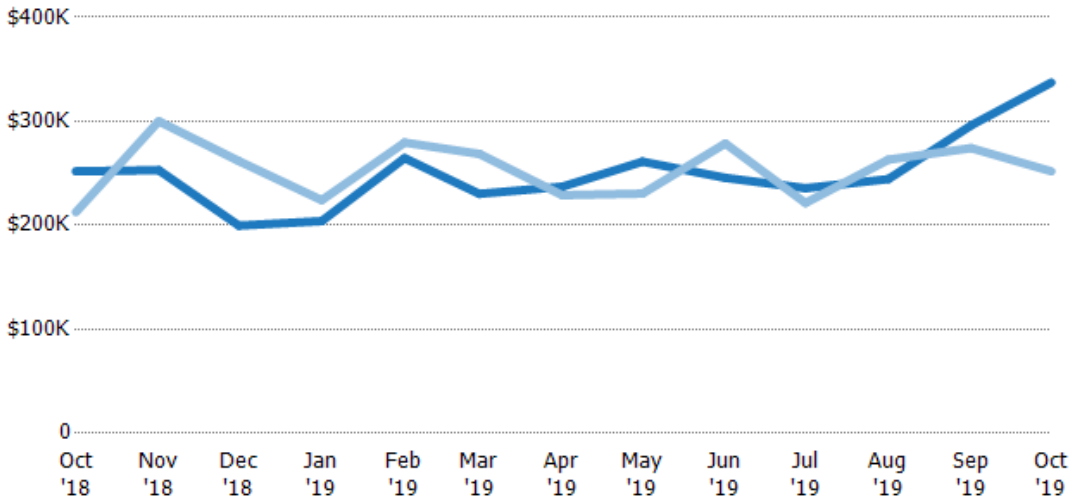
Condo/Townhouse	21%	28%	13%	30%	25%	21%	42%	25%	24%	8%	13%	20%	16%
Single Family Residence	79%	72%	88%	70%	75%	79%	58%	75%	76%	92%	87%	80%	84%

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	\$252K	\$253K	\$200K	\$204K	\$265K	\$230K	\$237K	\$261K	\$246K	\$236K	\$244K	\$296K	\$337K
Prior Year	\$213K	\$300K	\$262K	\$224K	\$280K	\$269K	\$229K	\$230K	\$279K	\$221K	\$263K	\$274K	\$252K
Percent Change from Prior Year	19%	-16%	-24%	-9%	-5%	-14%	4%	13%	-12%	6%	-7%	8%	34%

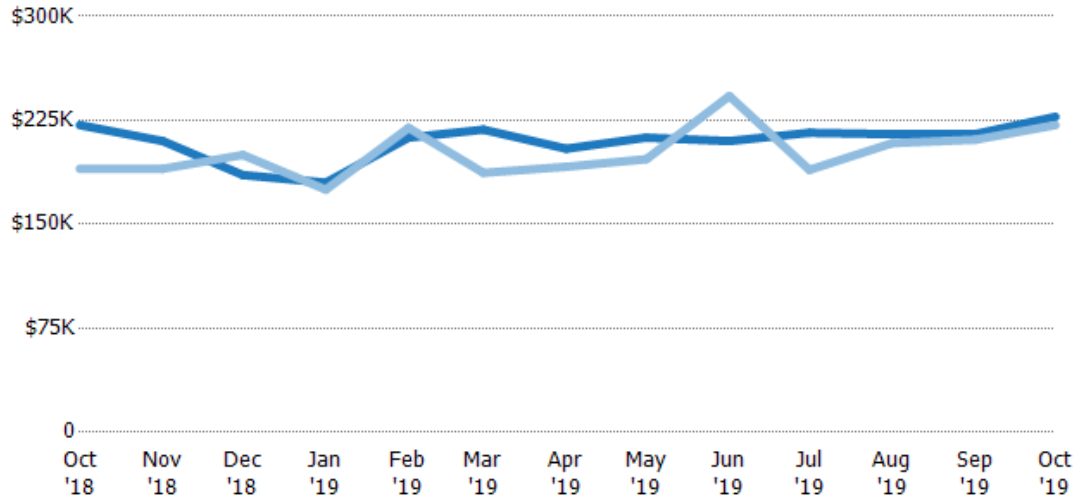
Median Sales Price

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.
Oct '19	\$228K	2.7%
Oct '18	\$222K	16.6%
Oct '17	\$190K	15.8%



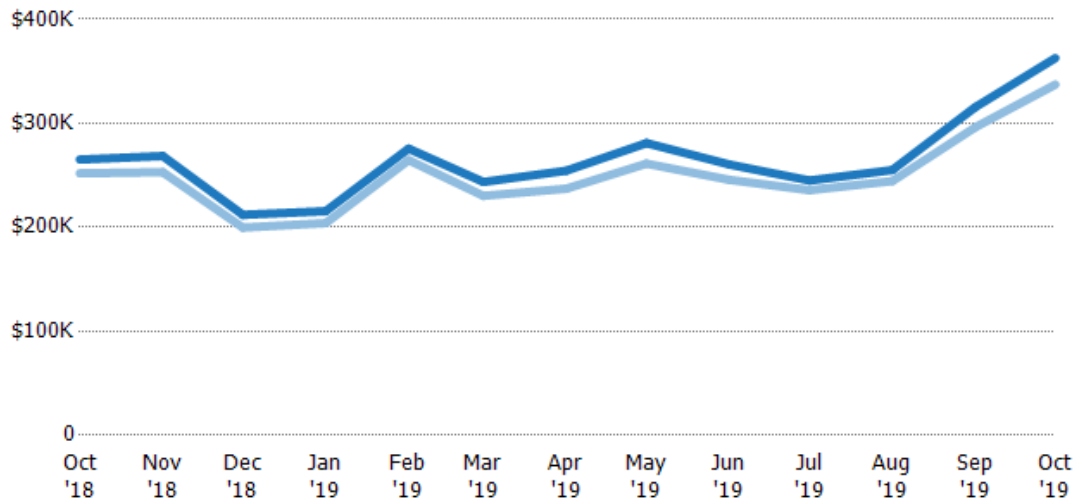
Current Year	\$222K	\$210K	\$186K	\$180K	\$213K	\$218K	\$205K	\$213K	\$210K	\$216K	\$215K	\$215K	\$228K
Prior Year	\$190K	\$190K	\$200K	\$175K	\$220K	\$187K	\$191K	\$197K	\$243K	\$189K	\$209K	\$211K	\$222K
Percent Change from Prior Year	17%	11%	-7%	3%	-3%	17%	7%	8%	-13%	14%	3%	2%	3%

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



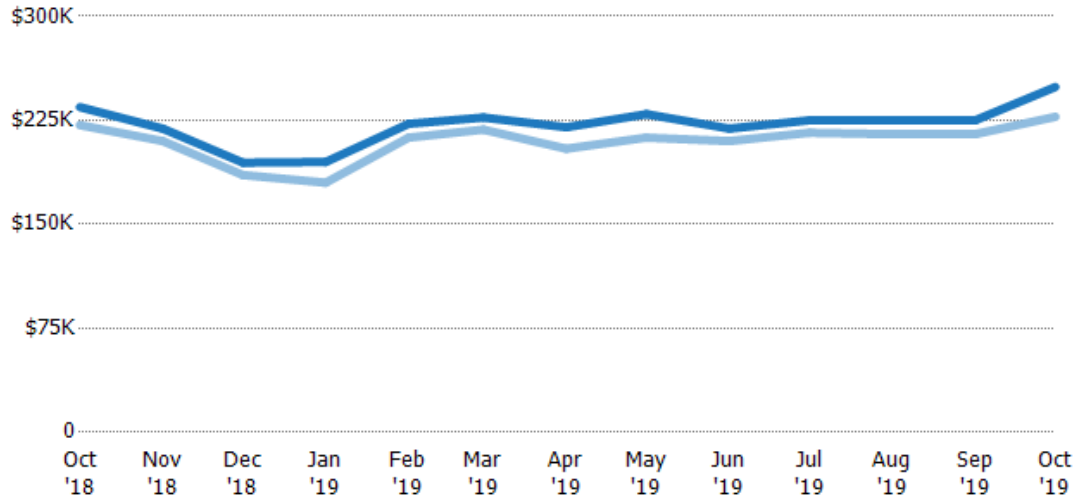
Avg List Price	\$265K	\$269K	\$212K	\$216K	\$276K	\$244K	\$254K	\$281K	\$260K	\$245K	\$255K	\$315K	\$363K
Avg Sales Price	\$252K	\$253K	\$200K	\$204K	\$265K	\$230K	\$237K	\$261K	\$246K	\$236K	\$244K	\$296K	\$337K
Avg Sales Price as a % of Avg List Price	95%	94%	94%	95%	96%	95%	93%	93%	94%	96%	96%	94%	93%

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



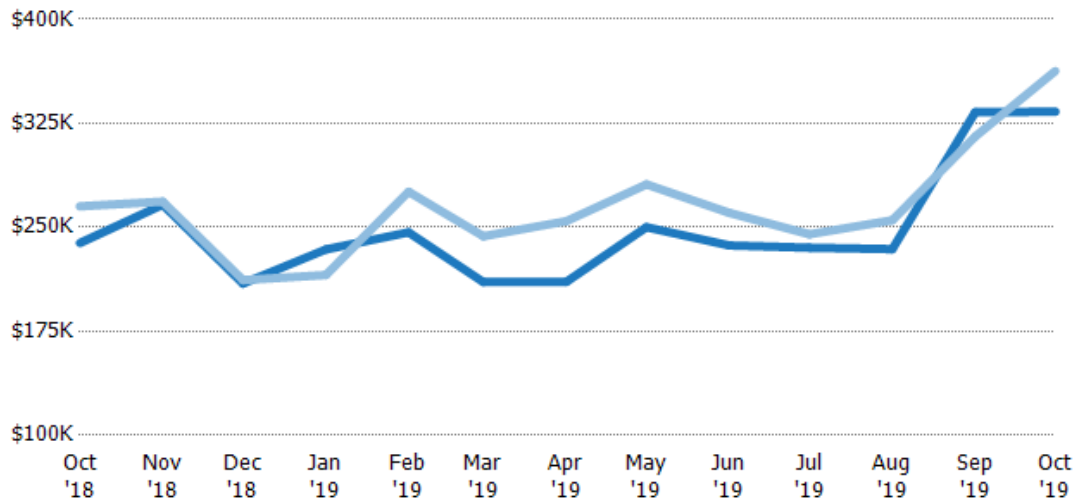
	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19
Median List Price	\$235K	\$219K	\$194K	\$195K	\$222K	\$227K	\$220K	\$229K	\$219K	\$225K	\$225K	\$225K	\$249K
Median Sales Price	\$222K	\$210K	\$186K	\$180K	\$213K	\$218K	\$205K	\$213K	\$210K	\$216K	\$215K	\$215K	\$228K
Med Sales Price as a % of Med List Price	94%	96%	95%	92%	96%	96%	93%	93%	96%	96%	96%	96%	91%

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



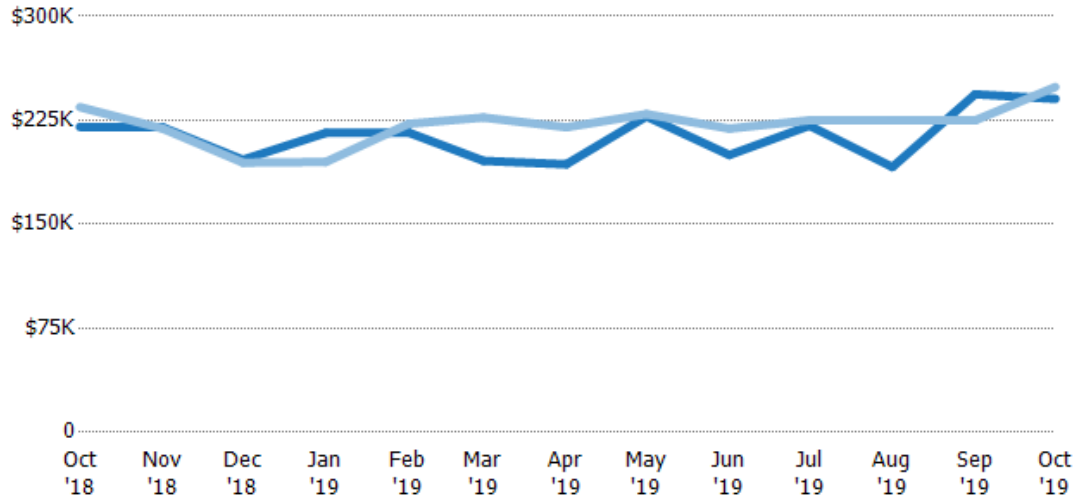
	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19
Avg Est Value	\$239K	\$266K	\$209K	\$234K	\$246K	\$210K	\$211K	\$250K	\$237K	\$235K	\$234K	\$333K	\$333K
Avg Sales Price	\$265K	\$269K	\$212K	\$216K	\$276K	\$244K	\$254K	\$281K	\$260K	\$245K	\$255K	\$315K	\$363K
Avg Sales Price as a % of Avg Est Value	111%	101%	101%	92%	112%	116%	121%	112%	110%	104%	109%	95%	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



	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19
Median Est Value	\$220K	\$220K	\$197K	\$216K	\$216K	\$196K	\$193K	\$228K	\$200K	\$221K	\$191K	\$244K	\$240K
Median Sales Price	\$235K	\$219K	\$194K	\$195K	\$222K	\$227K	\$220K	\$229K	\$219K	\$225K	\$225K	\$225K	\$249K
Med Sales Price as a % of Med Est Value	106%	100%	99%	90%	103%	116%	114%	101%	110%	102%	118%	92%	104%