

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	Sep 2019	Sep 2018	+ / -	YTD 2019	YTD 2018	+ / -
Listing Activity Charts Metrics						
New Listing Count	65	86	-24.4%	750	854	-12.2%
New Listing Volume	\$16,126,199	\$25,904,694	-37.7%	\$242,253,595	\$276,231,043	-12.3%
Active Listing Count	578	677	-14.6%	N/A	N/A	
Active Listing Volume	\$228,728,796	\$259,946,565	-12%	N/A	N/A	
Average Listing Price	\$395,725	\$383,968	+3.1%	\$407,418	\$390,865	+4.2%
Median Listing Price	\$289,000	\$279,000	+3.6%	\$293,417	\$265,893	+10.4%
Median Days in RPR	134.5	130	+3.5%	161.81	159.32	+1.6%
Months of Inventory	9.5	10.6	-10.4%	11.1	12.2	-8.9%
Absorption Rate	10.55%	9.45%	+1.1%	9%	8.19%	+0.8%
Sales Activity Charts Metrics						
New Pending Sales Count	87	57	+52.6%	620	535	+15.9%
New Pending Sales Volume	\$23,294,899	\$14,349,320	+62.3%	\$166,830,850	\$142,876,353	+16.8%
Pending Sales Count	140	102	+37.3%	N/A	N/A	
Pending Sales Volume	\$40,834,499	\$26,797,920	+52.4%	N/A	N/A	
Closed Sales Count	64	61	+4.9%	469	467	+0.4%
Closed Sales Volume	\$18,951,149	\$16,727,180	+13.3%	\$116,702,790	\$119,129,937	-2%
Average Sales Price	\$296,112	\$274,216	+8%	\$248,833	\$255,096	-2.5%
Median Sales Price	\$215,000	\$211,000	+1.9%	\$210,240	\$204,852	+2.6%

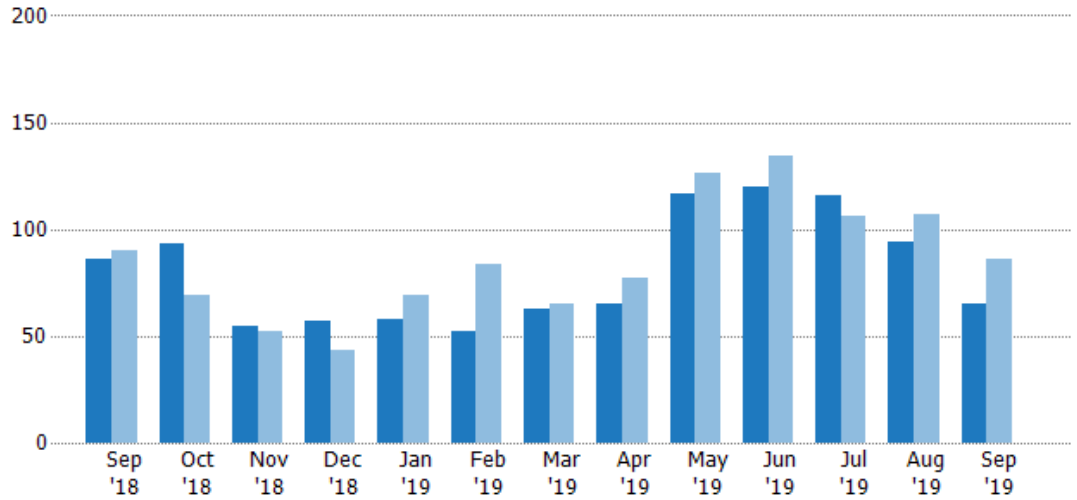
New Listings

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.
Sep '19	65	-24.4%
Sep '18	86	-4.4%
Sep '17	90	22.2%



Current Year	86	93	55	57	58	52	63	65	117	120	116	94	65
Prior Year	90	69	52	43	69	84	65	77	126	134	106	107	86
Percent Change from Prior Year	-4%	35%	6%	33%	-16%	-38%	-3%	-16%	-7%	-10%	9%	-12%	-24%

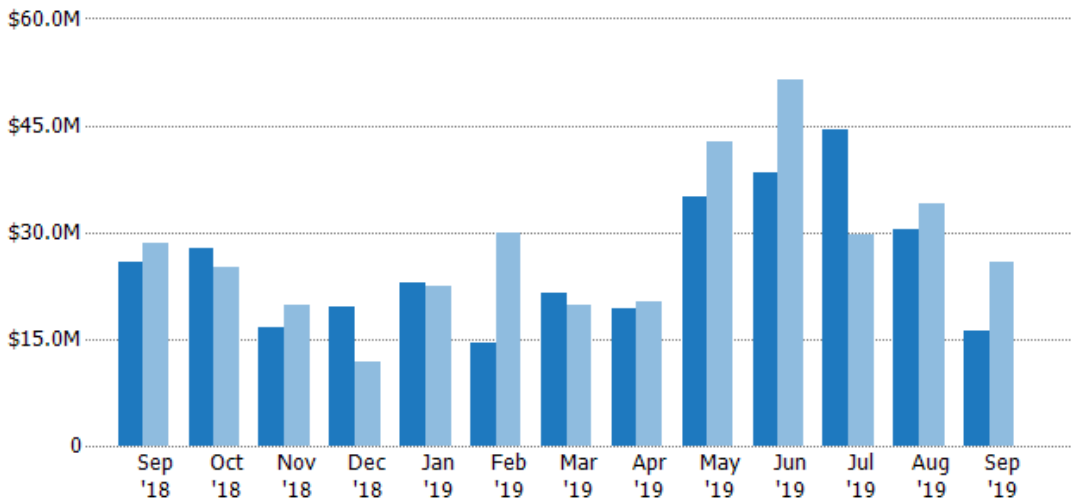
New Listing Volume

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.
Sep '19	\$16.1M	-37.7%
Sep '18	\$25.9M	-9%
Sep '17	\$28.5M	31.4%



Current Year	\$25.9M	\$27.7M	\$16.6M	\$19.6M	\$22.9M	\$14.4M	\$21.4M	\$19.3M	\$35M	\$38.3M	\$44.4M	\$30.4M	\$16.1M
Prior Year	\$28.5M	\$25.1M	\$19.7M	\$11.7M	\$22.5M	\$30M	\$19.8M	\$20.2M	\$42.7M	\$51.3M	\$29.8M	\$34M	\$25.9M
Percent Change from Prior Year	-9%	10%	-16%	67%	2%	-52%	8%	-4%	-18%	-25%	49%	-11%	-38%

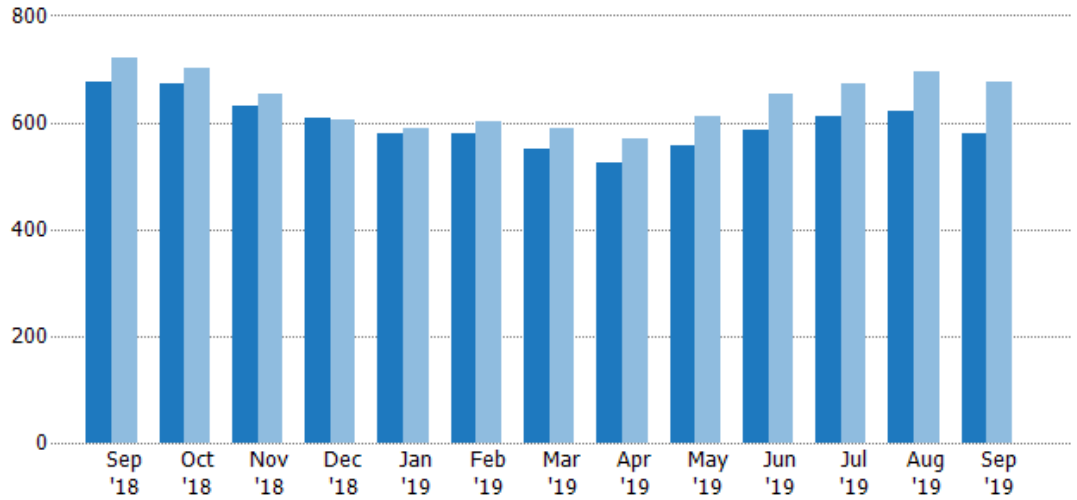
Active Listings

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.
Sep '19	578	-14.6%
Sep '18	677	-6%
Sep '17	720	-0.6%



	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19
Current Year	677	672	631	608	578	580	551	524	557	587	612	622	578
Prior Year	720	701	653	606	589	603	590	570	612	654	673	694	677
Percent Change from Prior Year	-6%	-4%	-3%	0%	-2%	-4%	-7%	-8%	-9%	-10%	-9%	-10%	-15%

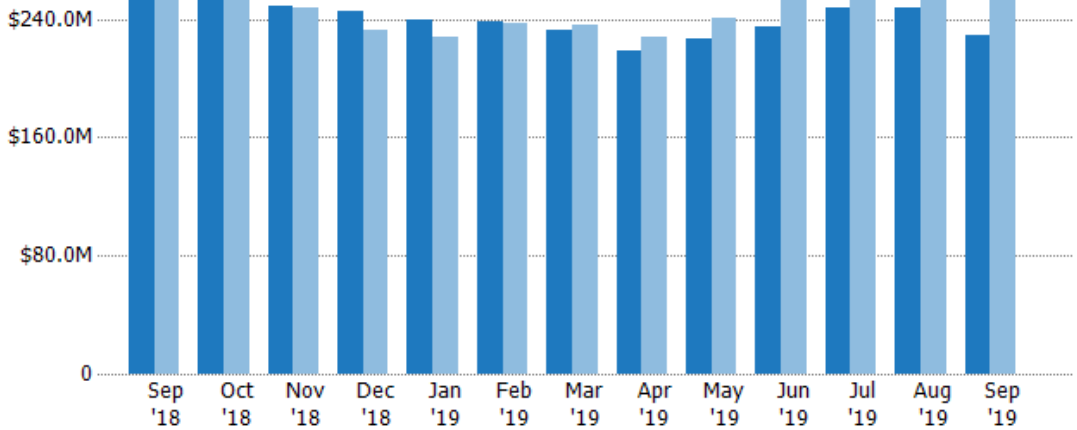
Active Listing Volume

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.
Sep '19	\$229M	-12%
Sep '18	\$260M	-2%
Sep '17	\$265M	-4.4%



	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19
Current Year	\$260M	\$259M	\$249M	\$245M	\$239M	\$238M	\$233M	\$219M	\$227M	\$234M	\$247M	\$248M	\$229M
Prior Year	\$265M	\$263M	\$248M	\$232M	\$227M	\$237M	\$236M	\$228M	\$241M	\$256M	\$259M	\$269M	\$260M
Percent Change from Prior Year	-2%	-1%	0%	6%	5%	1%	-1%	-4%	-6%	-8%	-5%	-8%	-12%

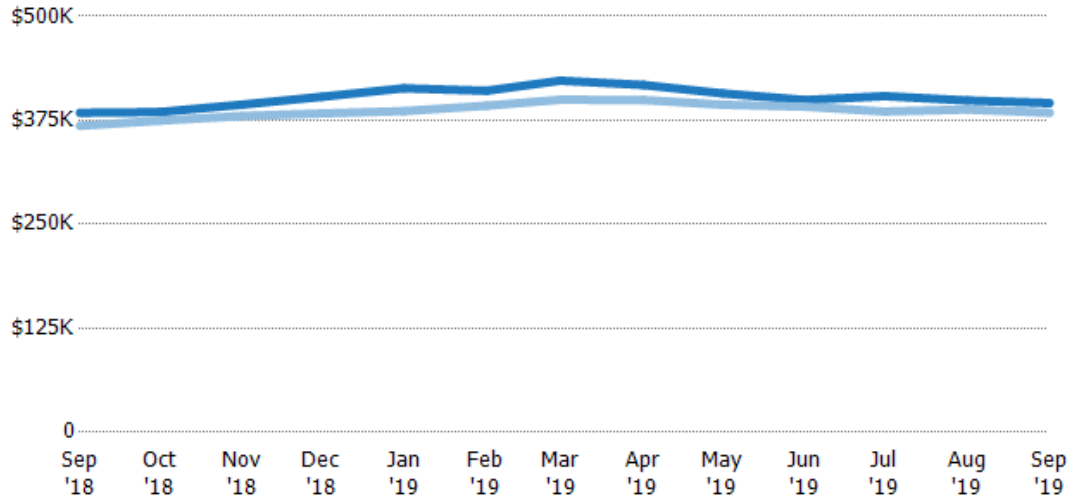
Average Listing Price

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.
Sep '19	\$396K	3.1%
Sep '18	\$384K	4.2%
Sep '17	\$368K	-3.9%



Current Year	\$384K	\$385K	\$394K	\$403K	\$413K	\$410K	\$423K	\$417K	\$407K	\$399K	\$404K	\$399K	\$396K
Prior Year	\$368K	\$375K	\$380K	\$383K	\$386K	\$393K	\$400K	\$399K	\$394K	\$391K	\$385K	\$388K	\$384K
Percent Change from Prior Year	4%	3%	4%	5%	7%	5%	6%	5%	3%	2%	5%	3%	3%

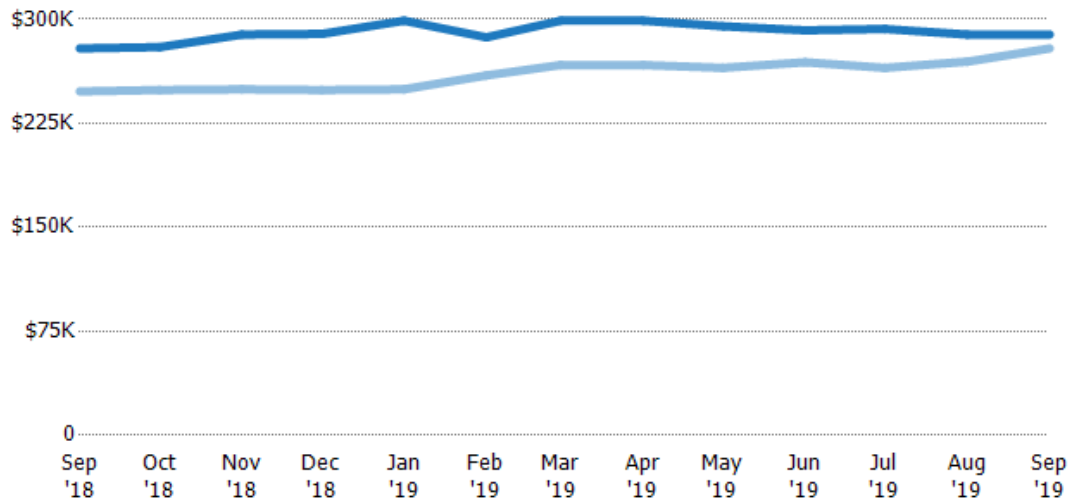
Median Listing Price

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.
Sep '19	\$289K	3.6%
Sep '18	\$279K	12.5%
Sep '17	\$248K	-5.8%



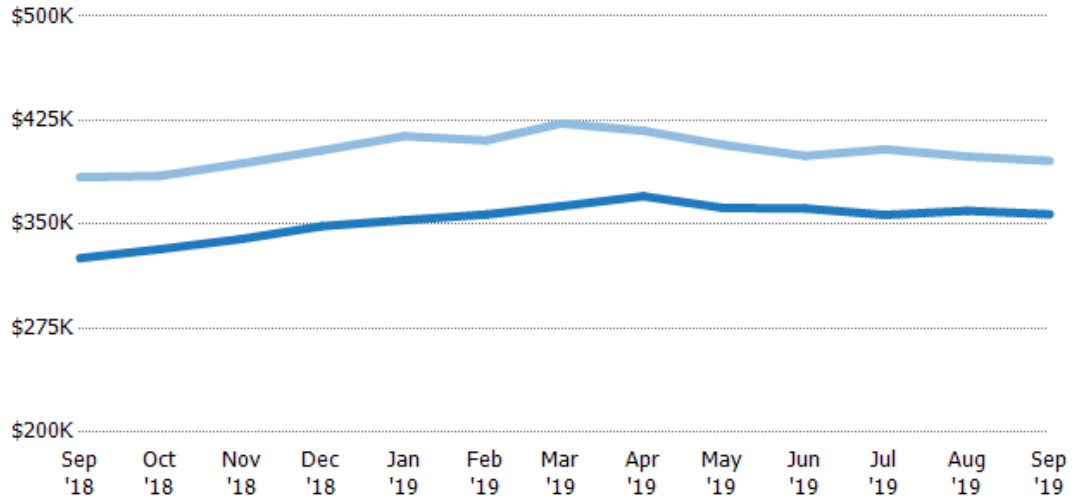
Current Year	\$279K	\$280K	\$289K	\$289K	\$299K	\$287K	\$299K	\$299K	\$295K	\$292K	\$293K	\$289K	\$289K
Prior Year	\$248K	\$249K	\$250K	\$249K	\$250K	\$260K	\$267K	\$267K	\$265K	\$269K	\$265K	\$269K	\$279K
Percent Change from Prior Year	13%	12%	16%	16%	20%	11%	12%	12%	11%	9%	11%	7%	4%

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



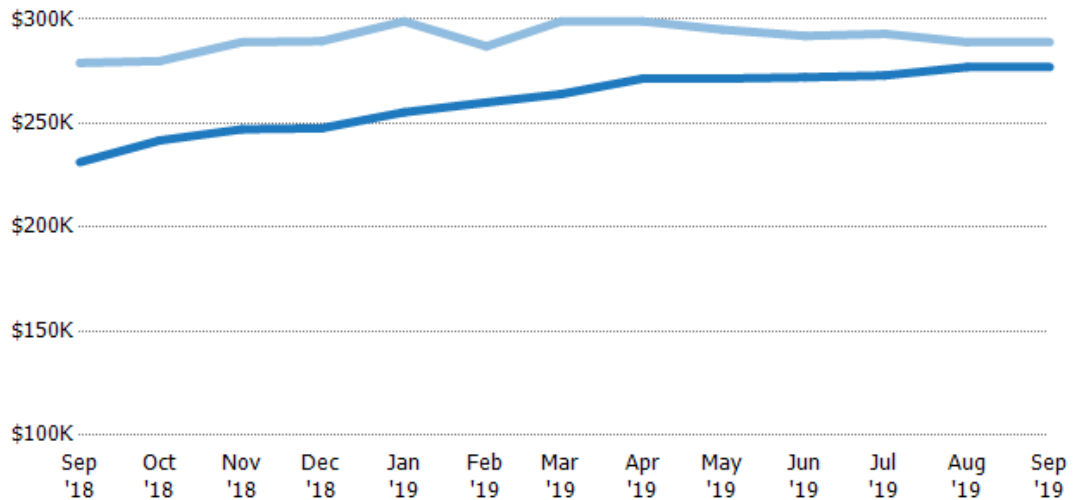
	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19
Avg Est Value	\$326K	\$332K	\$339K	\$349K	\$353K	\$357K	\$363K	\$370K	\$362K	\$361K	\$357K	\$360K	\$357K
Avg Listing Price	\$384K	\$385K	\$394K	\$403K	\$413K	\$410K	\$423K	\$417K	\$407K	\$399K	\$404K	\$399K	\$396K
Avg Listing Price as a % of Avg Est Value	118%	116%	116%	116%	117%	115%	116%	113%	113%	111%	113%	111%	111%

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



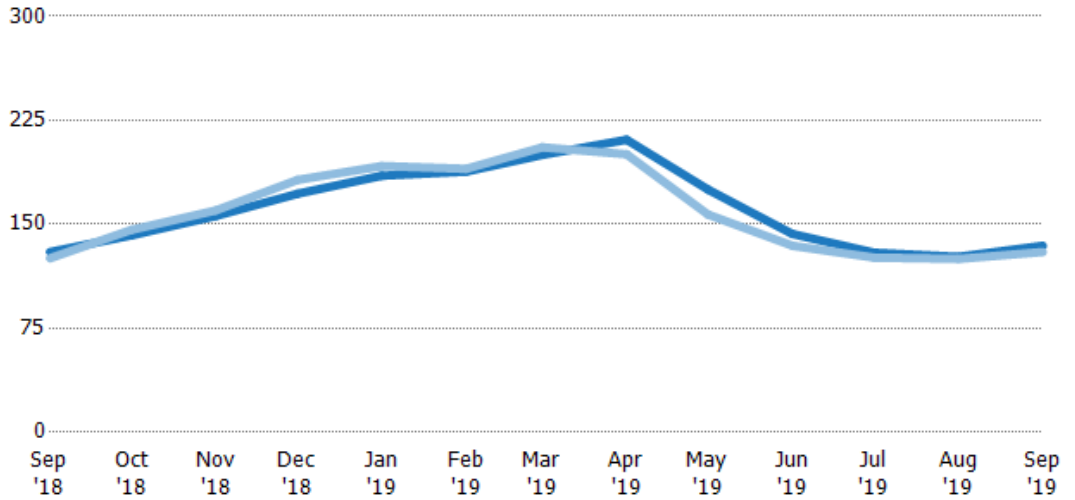
	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19
Median Est Value	\$231K	\$242K	\$247K	\$248K	\$255K	\$260K	\$264K	\$272K	\$272K	\$272K	\$273K	\$277K	\$277K
Median Listing Price	\$279K	\$280K	\$289K	\$289K	\$299K	\$287K	\$299K	\$299K	\$295K	\$292K	\$293K	\$289K	\$289K
Med Listing Price as a % of Med Est Value	121%	116%	117%	117%	117%	110%	113%	110%	109%	107%	107%	104%	104%

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.
Sep '19	135	3.5%
Sep '18	130	3.6%
Sep '17	126	2%

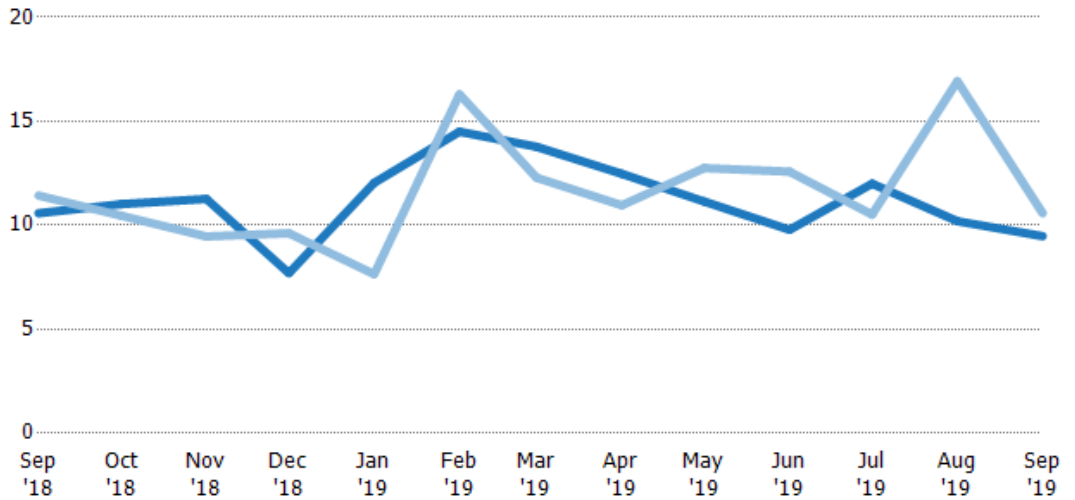
	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19
Current Year	130	142	156	172	185	188	200	211	175	143	130	127	135
Prior Year	126	146	160	182	192	190	206	201	157	135	126	125	130
Percent Change from Prior Year	4%	-3%	-3%	-5%	-4%	-1%	-3%	5%	11%	6%	3%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



Month/Year	Months	% Chg.
Sep '19	9.48	-10.4%
Sep '18	10.6	-7.4%
Sep '17	11.4	11.9%

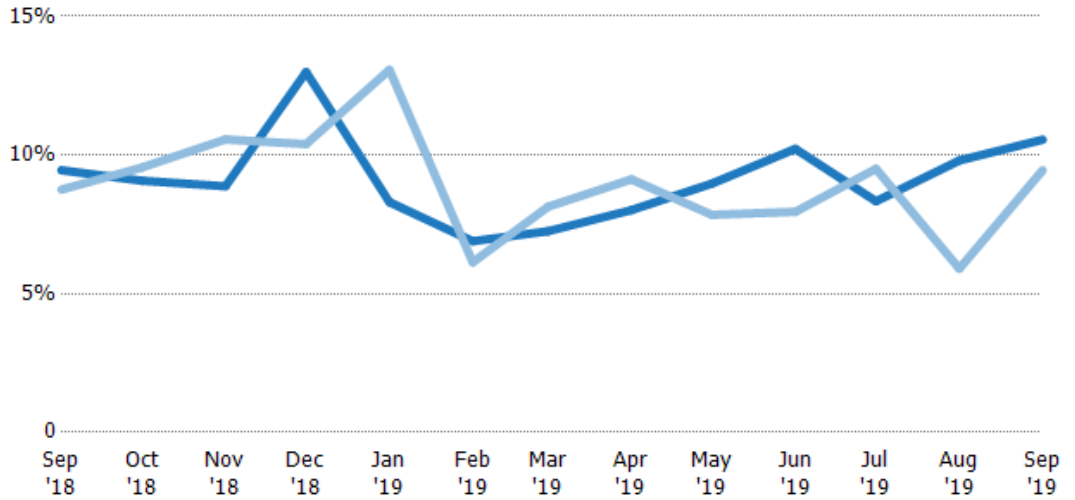
	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19
Current Year	10.6	11	11.3	7.7	12	14.5	13.8	12.5	11.1	9.78	12	10.2	9.48
Prior Year	11.4	10.5	9.46	9.62	7.65	16.3	12.3	11	12.8	12.6	10.5	16.9	10.6
Percent Change from Prior Year	-7%	5%	19%	-20%	57%	-11%	12%	14%	-13%	-22%	14%	-40%	-10%

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



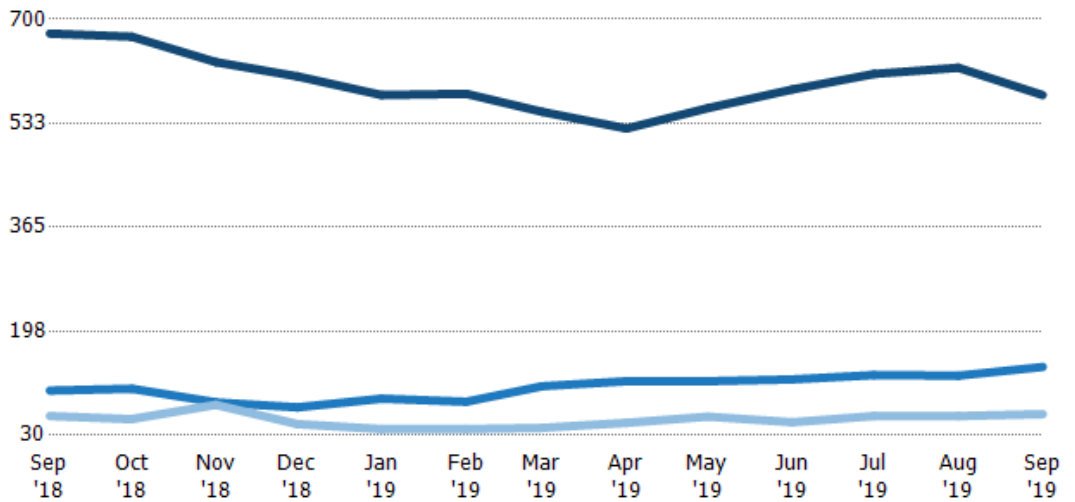
	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19
Current Year	9%	9%	9%	13%	8%	7%	7%	8%	9%	10%	8%	10%	11%
Prior Year	9%	10%	11%	10%	13%	6%	8%	9%	8%	8%	10%	6%	9%
Change from Prior Year	-1%	0%	2%	-3%	5%	-1%	1%	1%	-1%	-2%	1%	-4%	-1%

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



	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19
Active	677	672	631	608	578	580	551	524	557	587	612	622	578
Pending	102	105	83	75	89	84	109	117	117	120	127	126	140
Sold	61	56	79	48	40	40	42	50	60	51	61	61	64

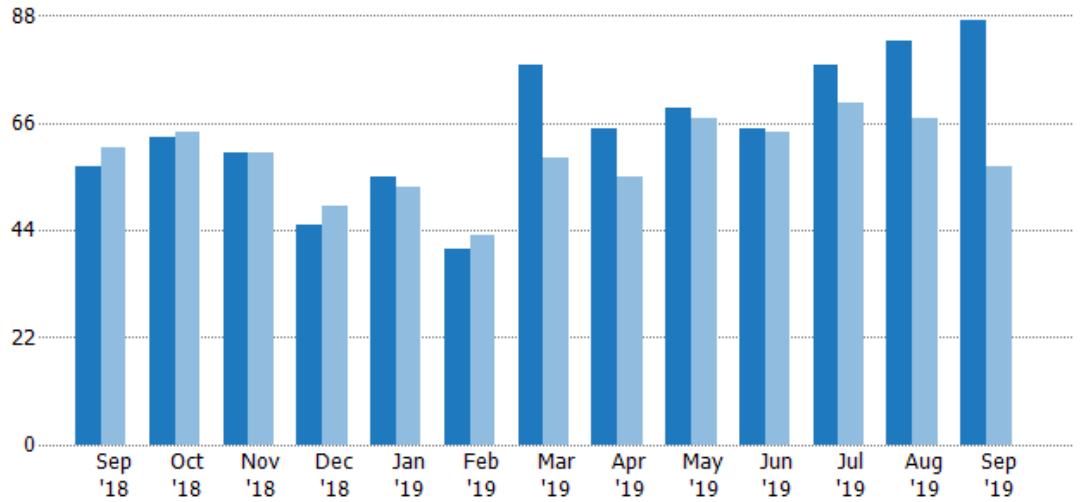
New Pending Sales

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.
Sep '19	87	52.6%
Sep '18	57	-6.6%
Sep '17	61	26.2%



	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19
Current Year	57	63	60	45	55	40	78	65	69	65	78	83	87
Prior Year	61	64	60	49	53	43	59	55	67	64	70	67	57
Percent Change from Prior Year	-7%	-2%	0%	-8%	4%	-7%	32%	18%	3%	2%	11%	24%	53%

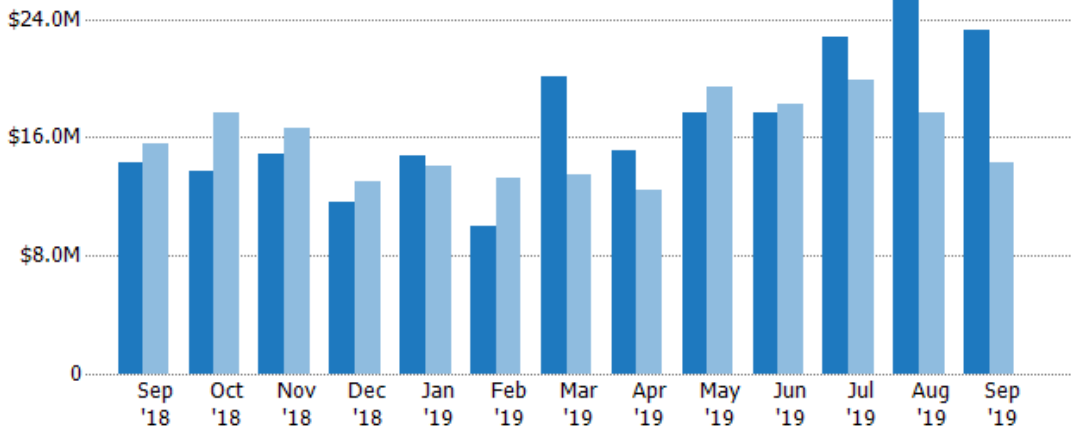
New Pending Sales Volume

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.
Sep '19	\$23.3M	62.3%
Sep '18	\$14.3M	-7.8%
Sep '17	\$15.6M	38.1%



	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19
Current Year	\$14.3M	\$13.8M	\$14.8M	\$11.7M	\$14.8M	\$9.99M	\$20.1M	\$15.2M	\$17.7M	\$17.6M	\$22.8M	\$25.4M	\$23.3M
Prior Year	\$15.6M	\$17.7M	\$16.6M	\$13M	\$14.1M	\$13.3M	\$13.5M	\$12.5M	\$19.4M	\$18.2M	\$19.9M	\$17.7M	\$14.3M
Percent Change from Prior Year	-8%	-22%	-11%	-10%	5%	-25%	49%	22%	-9%	-3%	15%	44%	62%

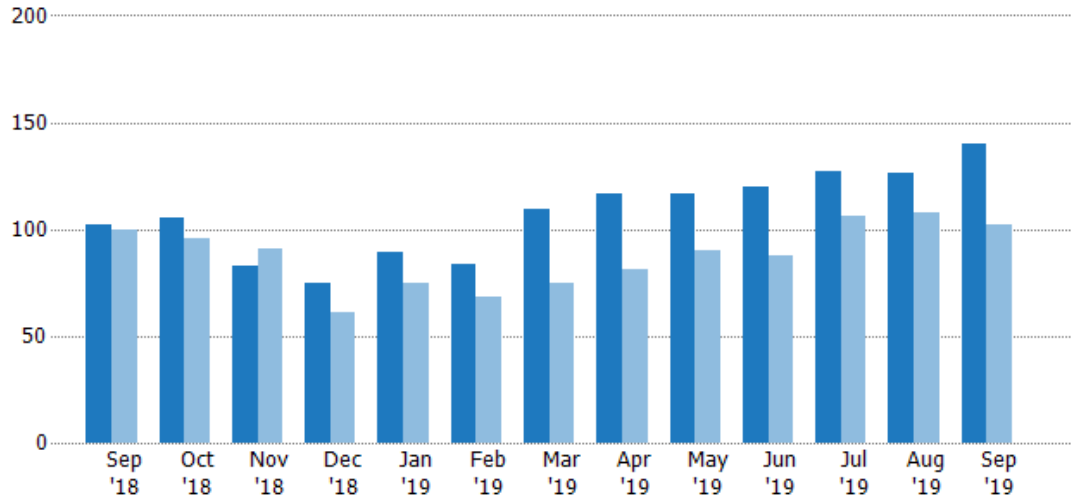
Pending Sales

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.
Sep '19	140	37.3%
Sep '18	102	2%
Sep '17	100	30%



Current Year	102	105	83	75	89	84	109	117	117	120	127	126	140
Prior Year	100	96	91	61	75	68	75	81	90	88	106	108	102
Percent Change from Prior Year	2%	9%	-9%	23%	19%	24%	45%	44%	30%	36%	20%	17%	37%

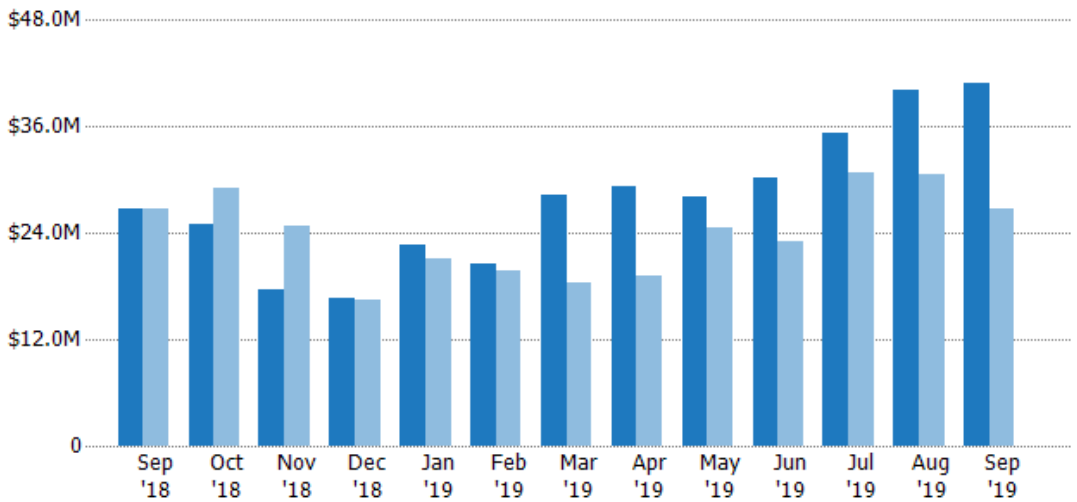
Pending Sales Volume

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.
Sep '19	\$40.8M	52.4%
Sep '18	\$26.8M	0.4%
Sep '17	\$26.7M	43%



Current Year	\$26.8M	\$24.9M	\$17.6M	\$16.6M	\$22.6M	\$20.5M	\$28.2M	\$29.2M	\$28.1M	\$30.3M	\$35.3M	\$40.2M	\$40.8M
Prior Year	\$26.7M	\$29.1M	\$24.8M	\$16.4M	\$21.2M	\$19.8M	\$18.3M	\$19.1M	\$24.6M	\$23.1M	\$30.9M	\$30.5M	\$26.8M
Percent Change from Prior Year	0%	-14%	-29%	1%	7%	3%	54%	53%	14%	31%	14%	32%	52%

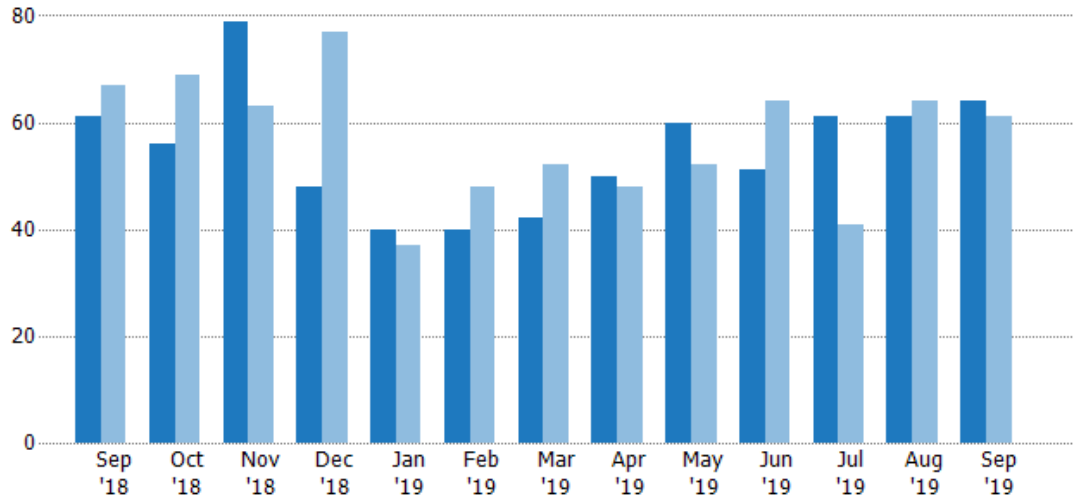
Closed Sales

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.
Sep '19	64	4.9%
Sep '18	61	-9%
Sep '17	67	-17.9%



	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19
Current Year	61	56	79	48	40	40	42	50	60	51	61	61	64
Prior Year	67	69	63	77	37	48	52	48	52	64	41	64	61
Percent Change from Prior Year	-9%	-19%	25%	-38%	8%	-17%	-19%	4%	15%	-20%	49%	-5%	5%

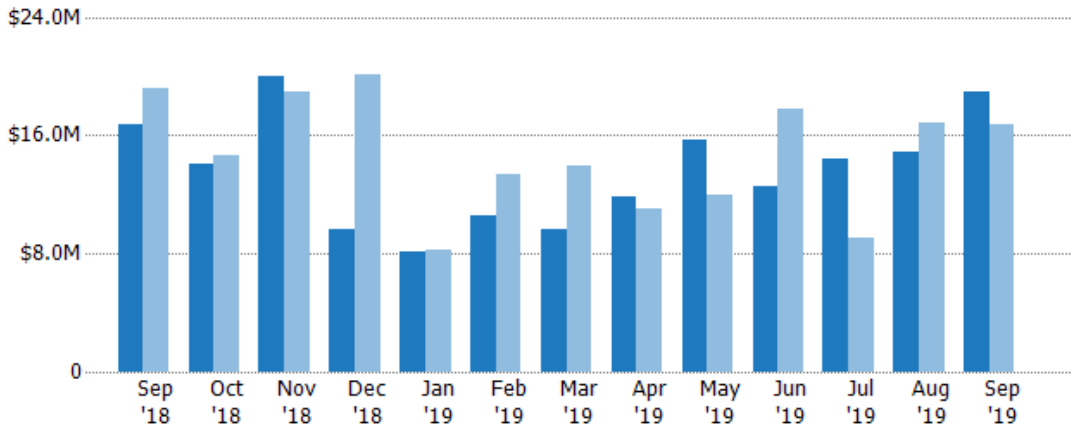
Closed Sales Volume

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.
Sep '19	\$19M	13.3%
Sep '18	\$16.7M	-12.7%
Sep '17	\$19.2M	-26.5%



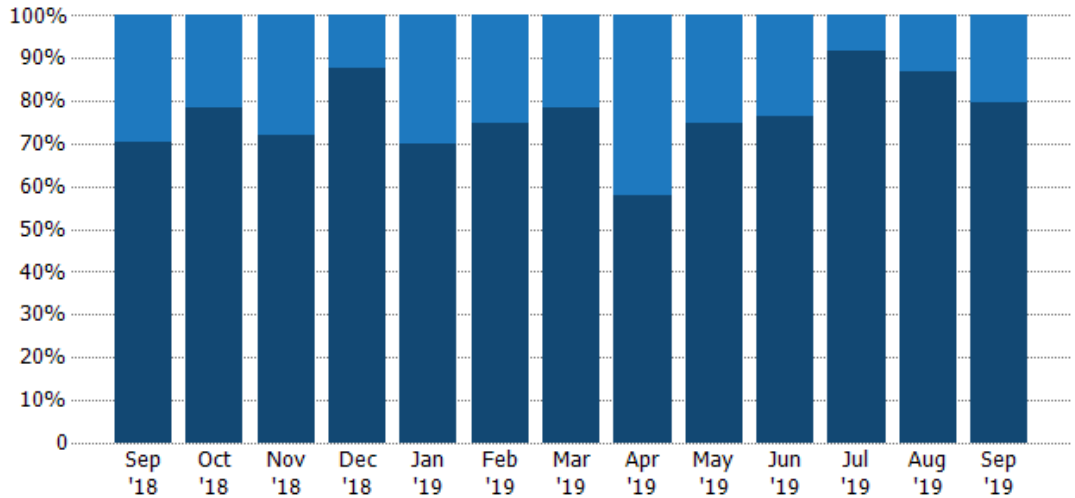
	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19
Current Year	\$16.7M	\$14.1M	\$20M	\$9.58M	\$8.16M	\$10.6M	\$9.67M	\$11.9M	\$15.7M	\$12.5M	\$14.4M	\$14.9M	\$19M
Prior Year	\$19.2M	\$14.7M	\$18.9M	\$20.2M	\$8.29M	\$13.4M	\$14M	\$11M	\$12M	\$17.8M	\$9.08M	\$16.8M	\$16.7M
Percent Change from Prior Year	-13%	-4%	6%	-52%	-2%	-21%	-31%	8%	31%	-30%	58%	-11%	13%

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



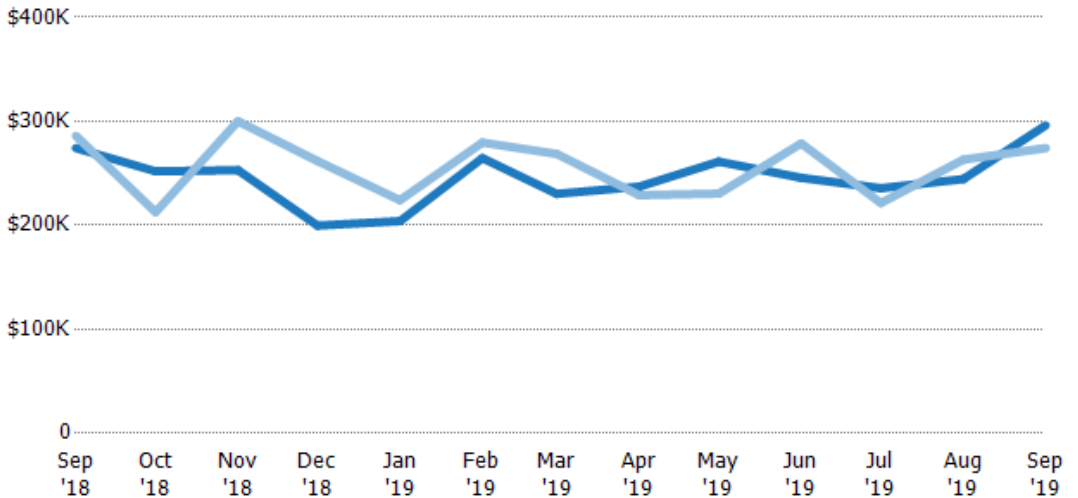
Property Type	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19
Condo/Townhouse	30%	21%	28%	13%	30%	25%	21%	42%	25%	24%	8%	13%	20%
Single Family Residence	70%	79%	72%	88%	70%	75%	79%	58%	75%	76%	92%	87%	80%

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



Month/Year	Price	% Chg.
Sep '19	\$296K	8%
Sep '18	\$274K	-4.1%
Sep '17	\$286K	-10.4%

Property Type	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19
Current Year	\$274K	\$252K	\$253K	\$200K	\$204K	\$265K	\$230K	\$237K	\$261K	\$246K	\$236K	\$244K	\$296K
Prior Year	\$286K	\$213K	\$300K	\$262K	\$224K	\$280K	\$269K	\$229K	\$230K	\$279K	\$221K	\$263K	\$274K
Percent Change from Prior Year	-4%	19%	-16%	-24%	-9%	-5%	-14%	4%	13%	-12%	6%	-7%	8%

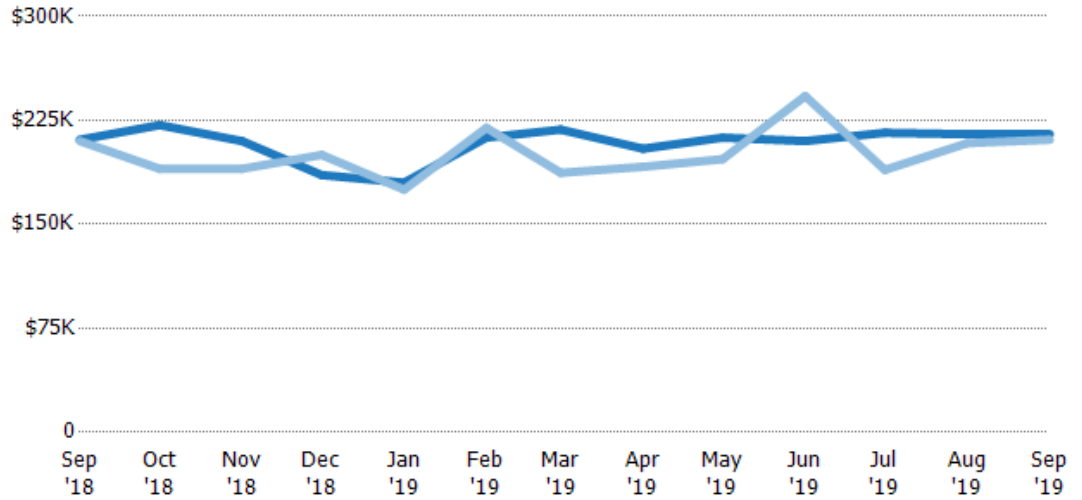
Median Sales Price

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.
Sep '19	\$215K	1.9%
Sep '18	\$211K	0.5%
Sep '17	\$210K	-4.8%



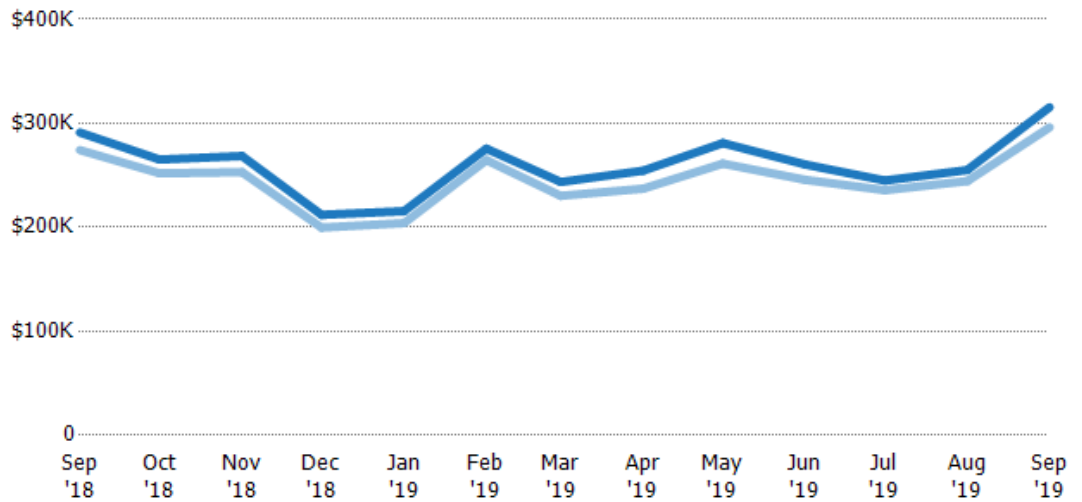
Current Year	\$211K	\$222K	\$210K	\$186K	\$180K	\$213K	\$218K	\$205K	\$213K	\$210K	\$216K	\$215K	\$215K
Prior Year	\$210K	\$190K	\$190K	\$200K	\$175K	\$220K	\$187K	\$191K	\$197K	\$243K	\$189K	\$209K	\$211K
Percent Change from Prior Year	0%	17%	11%	-7%	3%	-3%	17%	7%	8%	-13%	14%	3%	2%

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



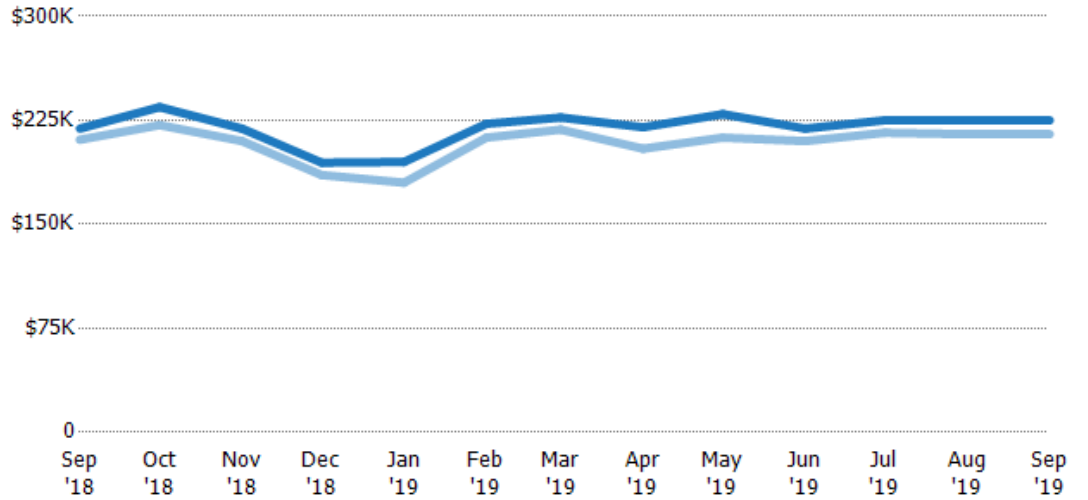
Avg List Price	\$291K	\$265K	\$269K	\$212K	\$216K	\$276K	\$244K	\$254K	\$281K	\$260K	\$245K	\$255K	\$315K
Avg Sales Price	\$274K	\$252K	\$253K	\$200K	\$204K	\$265K	\$230K	\$237K	\$261K	\$246K	\$236K	\$244K	\$296K
Avg Sales Price as a % of Avg List Price	94%	95%	94%	94%	95%	96%	95%	93%	93%	94%	96%	96%	94%

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



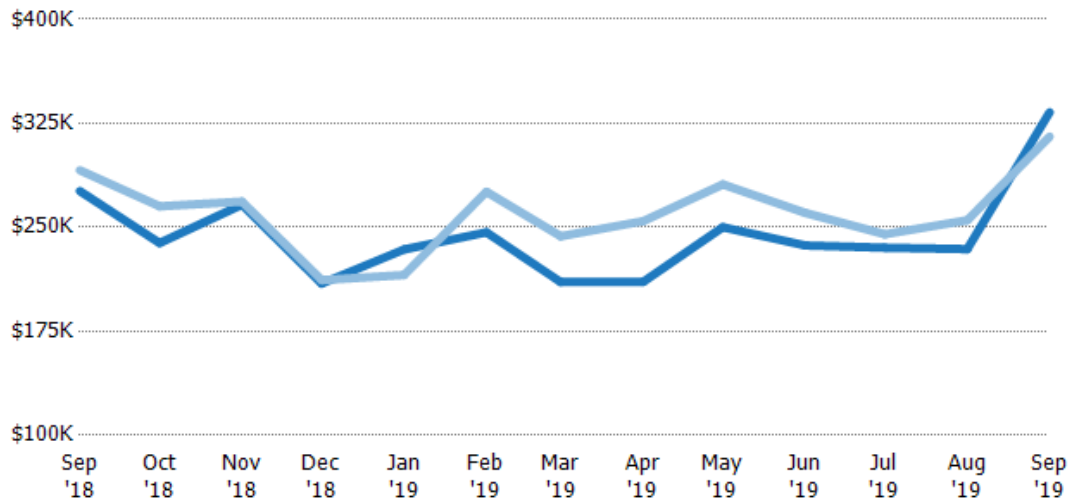
	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19
Median List Price	\$219K	\$235K	\$219K	\$194K	\$195K	\$222K	\$227K	\$220K	\$229K	\$219K	\$225K	\$225K	\$225K
Median Sales Price	\$211K	\$222K	\$210K	\$186K	\$180K	\$213K	\$218K	\$205K	\$213K	\$210K	\$216K	\$215K	\$215K
Med Sales Price as a % of Med List Price	96%	94%	96%	95%	92%	96%	96%	93%	93%	96%	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



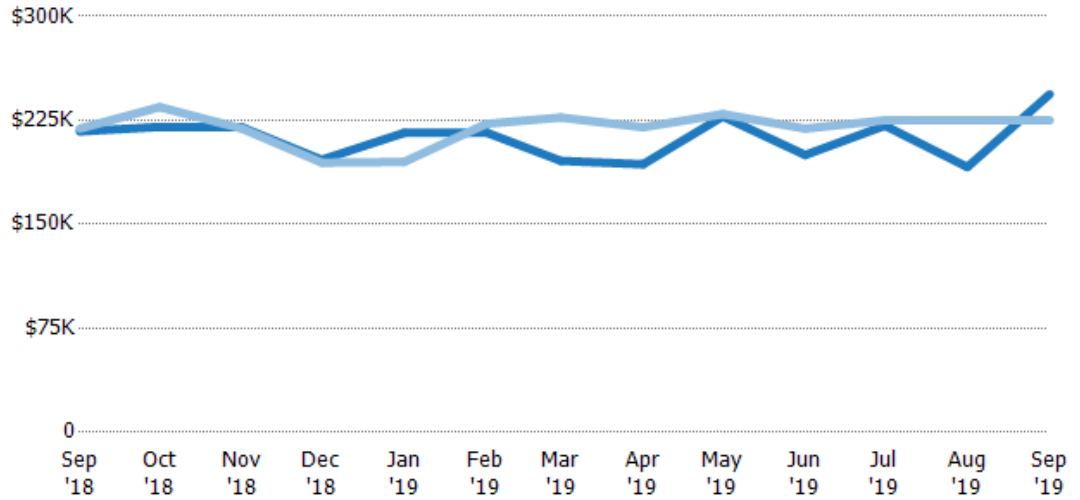
	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19
Avg Est Value	\$276K	\$239K	\$266K	\$209K	\$234K	\$246K	\$210K	\$211K	\$250K	\$237K	\$235K	\$234K	\$333K
Avg Sales Price	\$291K	\$265K	\$269K	\$212K	\$216K	\$276K	\$244K	\$254K	\$281K	\$260K	\$245K	\$255K	\$315K
Avg Sales Price as a % of Avg Est Value	105%	111%	101%	101%	92%	112%	116%	121%	112%	110%	104%	109%	95%

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



	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19
Median Est Value	\$217K	\$220K	\$220K	\$197K	\$216K	\$216K	\$196K	\$193K	\$228K	\$200K	\$221K	\$191K	\$244K
Median Sales Price	\$219K	\$235K	\$219K	\$194K	\$195K	\$222K	\$227K	\$220K	\$229K	\$219K	\$225K	\$225K	\$225K
Med Sales Price as a % of Med Est Value	101%	106%	100%	99%	90%	103%	116%	114%	101%	110%	102%	118%	92%