

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	Feb 2020	Feb 2019	+ / -	YTD 2020	YTD 2019	+ / -
Listing Activity Charts Metrics						
New Listing Count	59	63	-6.3%	103	110	-6.4%
New Listing Volume	\$18,572,500	\$16,883,549	+10%	\$29,846,950	\$28,845,744	+3.5%
Active Listing Count	260	369	-29.5%	N/A	N/A	
Active Listing Volume	\$92,694,249	\$130,686,614	-29.1%	N/A	N/A	
Average Listing Price	\$356,516	\$354,164	+0.7%	\$357,235	\$350,162	+2%
Median Listing Price	\$275,000	\$260,000	+5.8%	\$275,000	\$260,000	+5.8%
Median Days in RPR	137	171	-19.9%	143.09	167.59	-14.6%
Months of Inventory	6.7	13.2	-49.4%	12.8	13.7	-6.7%
Absorption Rate	15%	7.59%	+7.4%	7.84%	7.31%	+0.5%
Sales Activity Charts Metrics						
New Pending Sales Count	55	56	-1.8%	102	91	+12.1%
New Pending Sales Volume	\$17,341,400	\$13,510,200	+28.4%	\$29,963,900	\$23,853,100	+25.6%
Pending Sales Count	81	83	-2.4%	N/A	N/A	
Pending Sales Volume	\$23,428,200	\$23,555,100	-0.5%	N/A	N/A	
Closed Sales Count	25	13	+92.3%	64	41	+56.1%
Closed Sales Volume	\$5,788,756	\$2,944,000	+96.6%	\$15,880,006	\$11,731,875	+35.4%
Average Sales Price	\$231,550	\$226,462	+2.2%	\$248,125	\$286,143	-13.3%
Median Sales Price	\$190,200	\$217,500	-12.6%	\$190,078	\$223,988	-15.1%

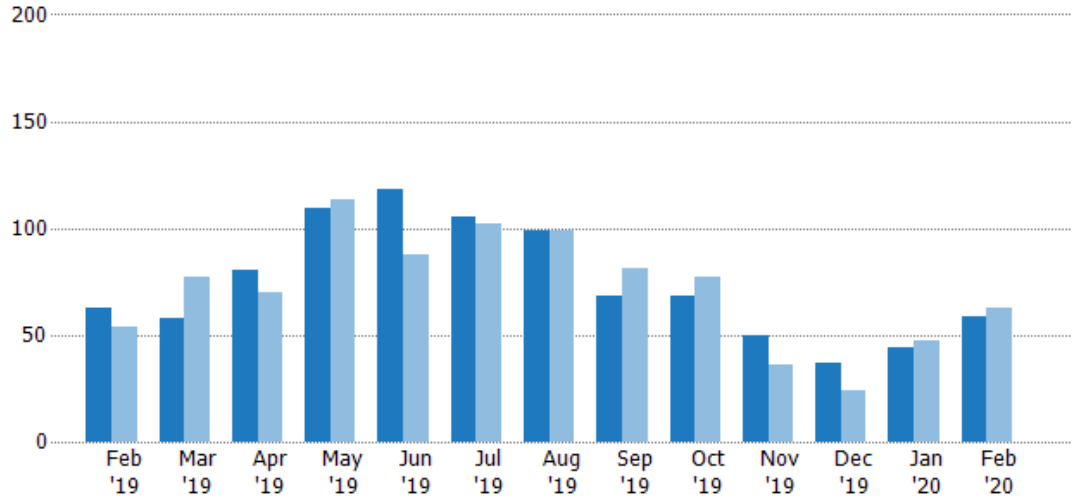
New Listings

The number of new residential listings that were added each month.

Filters Used

State: VT
 County: Washington County, Vermont
 Property Type: Condo/Townhouse/Apt, Single Family Residence

Month/Year	Count	% Chg.
Feb '20	59	-6.3%
Feb '19	63	16.7%
Feb '18	54	7.4%



Current Year	63	58	80	109	118	105	99	68	68	50	37	44	59
Prior Year	54	77	70	113	88	102	99	81	77	36	24	47	63
Percent Change from Prior Year	17%	-25%	14%	-4%	34%	3%	0%	-16%	-12%	39%	54%	-6%	-6%

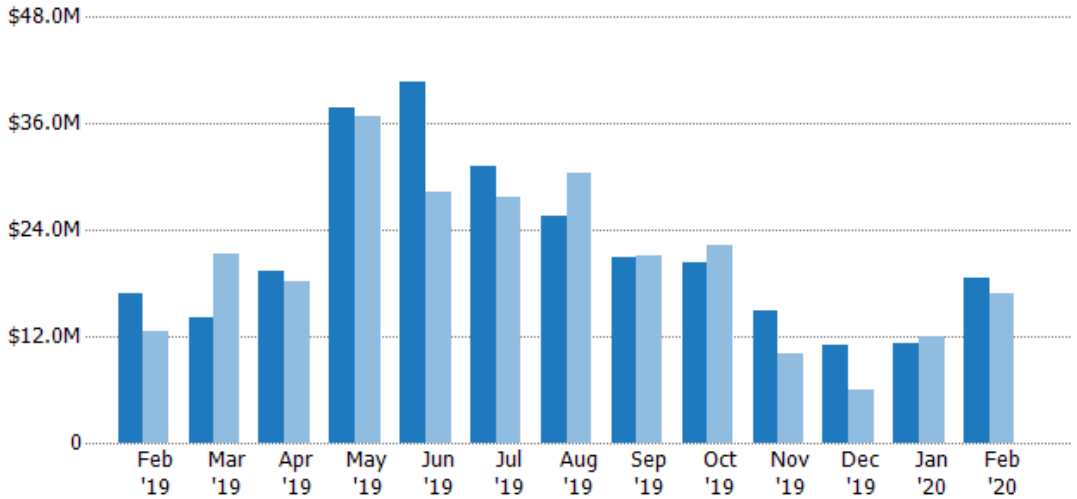
New Listing Volume

The sum of the listing price of residential listings that were added each month.

Filters Used

State: VT
 County: Washington County, Vermont
 Property Type: Condo/Townhouse/Apt, Single Family Residence

Month/Year	Volume	% Chg.
Feb '20	\$18.6M	10%
Feb '19	\$16.9M	35.2%
Feb '18	\$12.5M	14.4%



Current Year	\$16.9M	\$14.2M	\$19.4M	\$37.8M	\$40.6M	\$31.2M	\$25.6M	\$20.9M	\$20.4M	\$14.9M	\$11.1M	\$11.3M	\$18.6M
Prior Year	\$12.5M	\$21.3M	\$18.2M	\$36.9M	\$28.2M	\$27.7M	\$30.4M	\$21.2M	\$22.2M	\$10.1M	\$6.02M	\$12M	\$16.9M
Percent Change from Prior Year	35%	-33%	7%	2%	44%	13%	-16%	-1%	-8%	48%	84%	-6%	10%

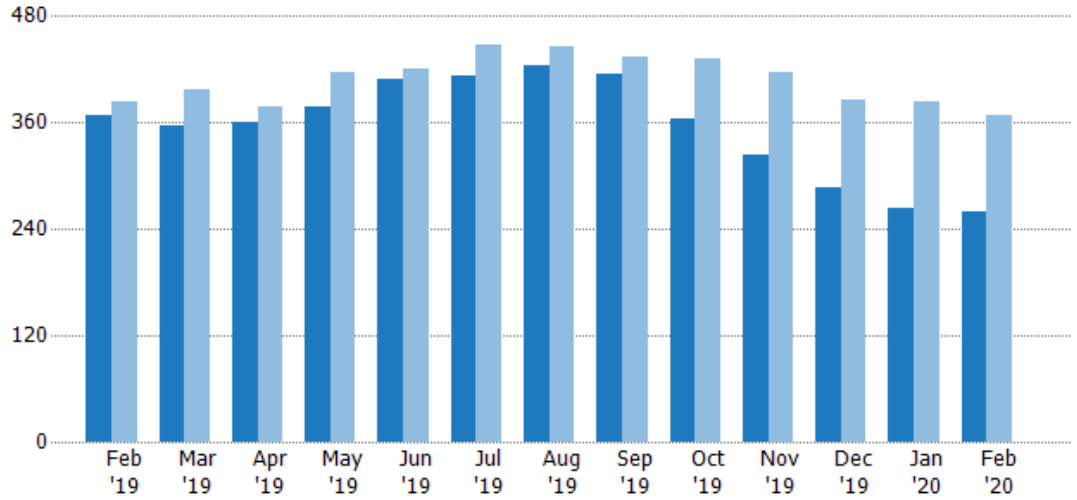
Active Listings

The number of active residential listings at the end of each month.

Filters Used

State: VT
 County: Washington County, Vermont
 Property Type: Condo/Townhouse/Apt, Single Family Residence

Month/Year	Count	% Chg.
Feb '20	260	-29.5%
Feb '19	369	-3.9%
Feb '18	384	-9.9%



Current Year	369	357	361	377	408	413	424	414	365	323	287	263	260
Prior Year	384	398	378	416	420	447	446	435	433	416	385	383	369
Percent Change from Prior Year	-4%	-10%	-4%	-9%	-3%	-8%	-5%	-5%	-16%	-22%	-25%	-31%	-30%

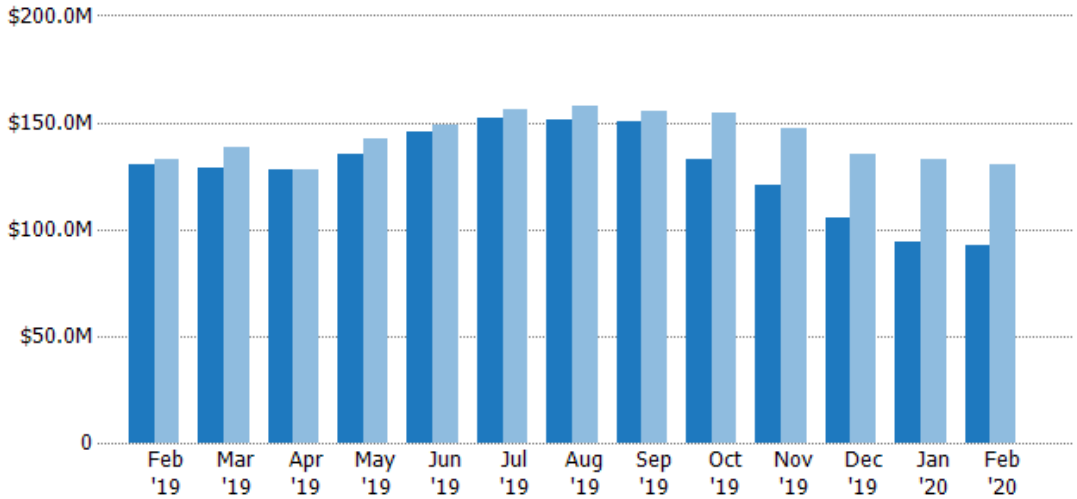
Active Listing Volume

The sum of the listing price of active residential listings at the end of each month.

Filters Used

State: VT
 County: Washington County, Vermont
 Property Type: Condo/Townhouse/Apt, Single Family Residence

Month/Year	Volume	% Chg.
Feb '20	\$92.7M	-29.1%
Feb '19	\$131M	-1.4%
Feb '18	\$133M	-29.9%



Current Year	\$131M	\$129M	\$128M	\$135M	\$146M	\$152M	\$151M	\$150M	\$133M	\$120M	\$105M	\$94.1M	\$92.7M
Prior Year	\$133M	\$138M	\$128M	\$143M	\$149M	\$156M	\$158M	\$156M	\$154M	\$147M	\$135M	\$133M	\$131M
Percent Change from Prior Year	-1%	-7%	0%	-5%	-2%	-3%	-4%	-3%	-14%	-18%	-22%	-29%	-29%

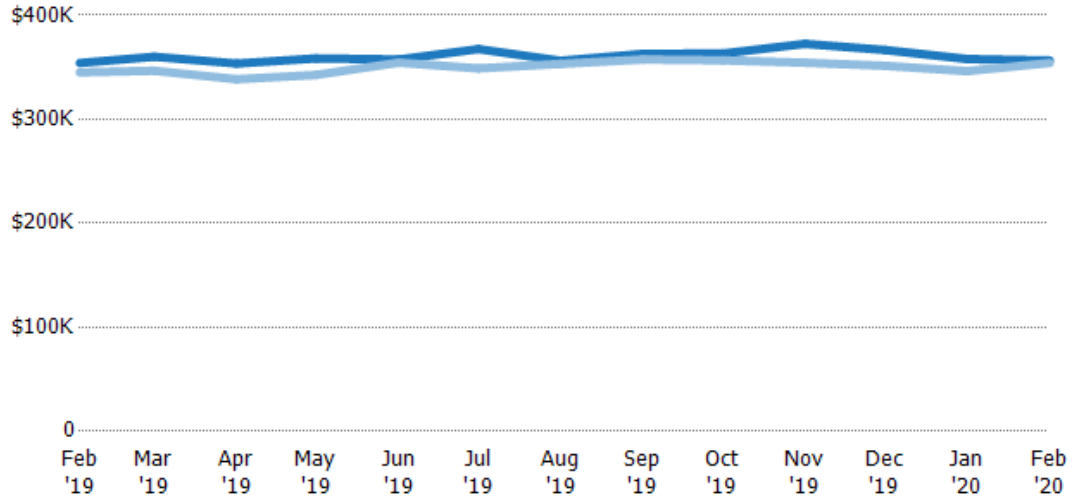
Average Listing Price

The average listing price of active residential listings at the end of each month.

Filters Used

State: VT
 County: Washington County, Vermont
 Property Type: Condo/Townhouse/Apt, Single Family Residence

Month/Year	Price	% Chg.
Feb '20	\$357K	0.7%
Feb '19	\$354K	2.6%
Feb '18	\$345K	-22.2%



Current Year	\$354K	\$360K	\$354K	\$359K	\$357K	\$368K	\$356K	\$363K	\$363K	\$373K	\$367K	\$358K	\$357K
Prior Year	\$345K	\$347K	\$339K	\$343K	\$354K	\$349K	\$353K	\$358K	\$357K	\$354K	\$351K	\$346K	\$354K
Percent Change from Prior Year	3%	4%	4%	5%	1%	5%	1%	2%	2%	5%	4%	3%	1%

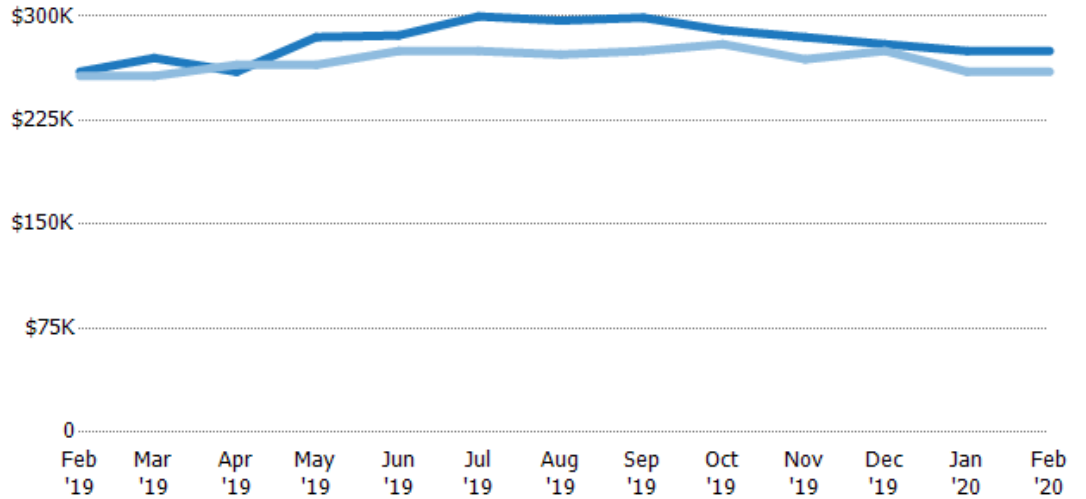
Median Listing Price

The median listing price of active residential listings at the end of each month.

Filters Used

State: VT
 County: Washington County, Vermont
 Property Type: Condo/Townhouse/Apt, Single Family Residence

Month/Year	Price	% Chg.
Feb '20	\$275K	5.8%
Feb '19	\$260K	1.2%
Feb '18	\$257K	-17.3%



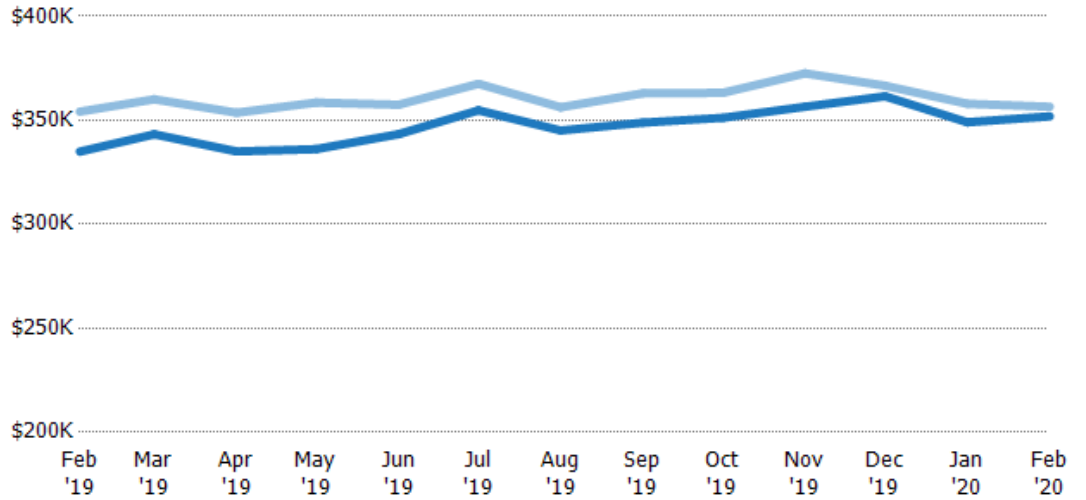
Current Year	\$260K	\$270K	\$260K	\$285K	\$286K	\$300K	\$297K	\$299K	\$290K	\$285K	\$280K	\$275K	\$275K
Prior Year	\$257K	\$257K	\$265K	\$265K	\$275K	\$275K	\$272K	\$275K	\$280K	\$269K	\$275K	\$260K	\$260K
Percent Change from Prior Year	1%	5%	-2%	8%	4%	9%	9%	9%	4%	6%	2%	6%	6%

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: Washington County, Vermont
 Property Type: Condo/Townhouse/Apt, Single Family Residence



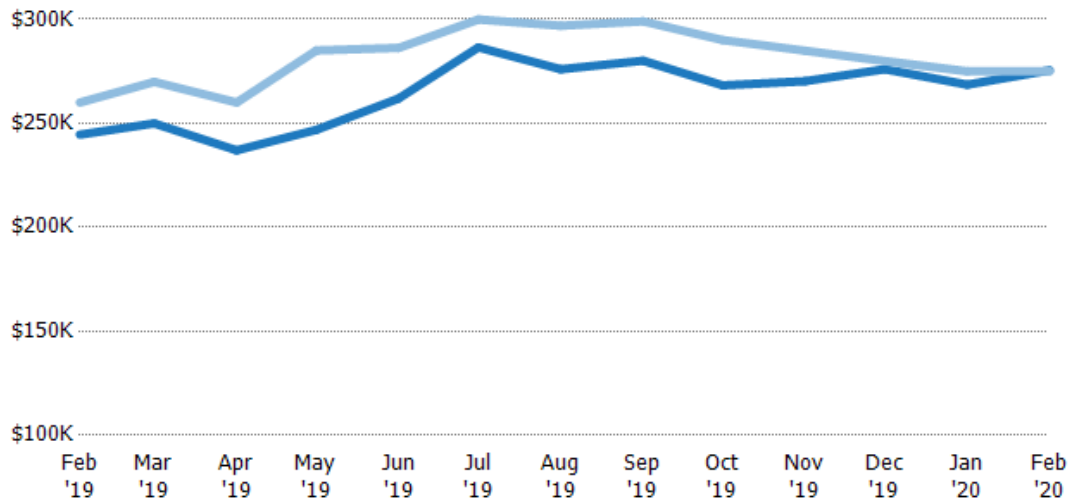
	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20
Avg Est Value	\$335K	\$343K	\$335K	\$336K	\$343K	\$355K	\$345K	\$349K	\$351K	\$357K	\$362K	\$349K	\$352K
Avg Listing Price	\$354K	\$360K	\$354K	\$359K	\$357K	\$368K	\$356K	\$363K	\$363K	\$373K	\$367K	\$358K	\$357K
Avg Listing Price as a % of Avg Est Value	106%	105%	106%	107%	104%	104%	103%	104%	103%	105%	101%	103%	101%

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: Washington County, Vermont
 Property Type: Condo/Townhouse/Apt, Single Family Residence



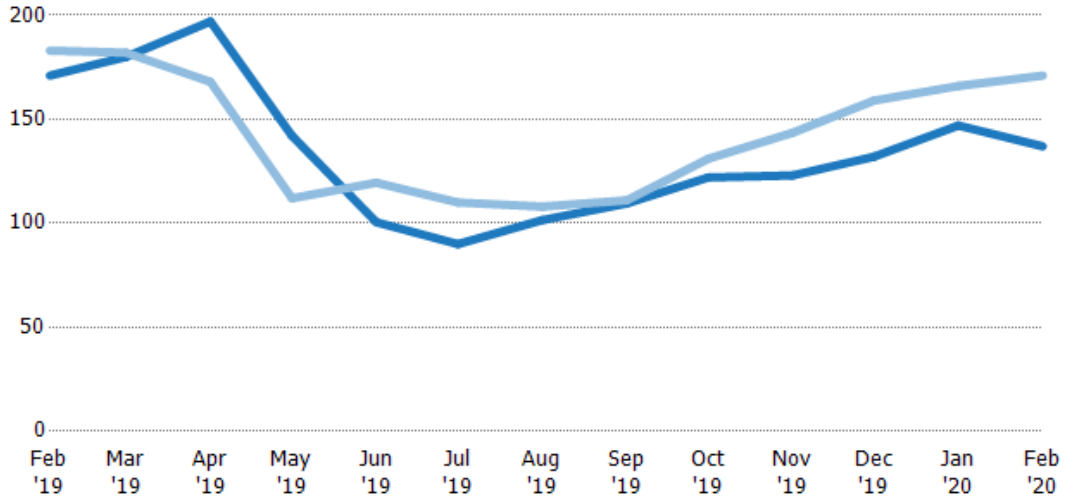
	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20
Median Est Value	\$245K	\$250K	\$237K	\$247K	\$262K	\$287K	\$276K	\$280K	\$268K	\$270K	\$276K	\$269K	\$276K
Median Listing Price	\$260K	\$270K	\$260K	\$285K	\$286K	\$300K	\$297K	\$299K	\$290K	\$285K	\$280K	\$275K	\$275K
Med Listing Price as a % of Med Est Value	106%	108%	110%	115%	109%	105%	108%	107%	108%	105%	101%	102%	100%

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: Washington County, Vermont
 Property Type: Condo/Townhouse/Apt, Single Family Residence



Month/Year	Days	% Chg.
Feb '20	137	-19.9%
Feb '19	171	-6.6%
Feb '18	183	-16.9%

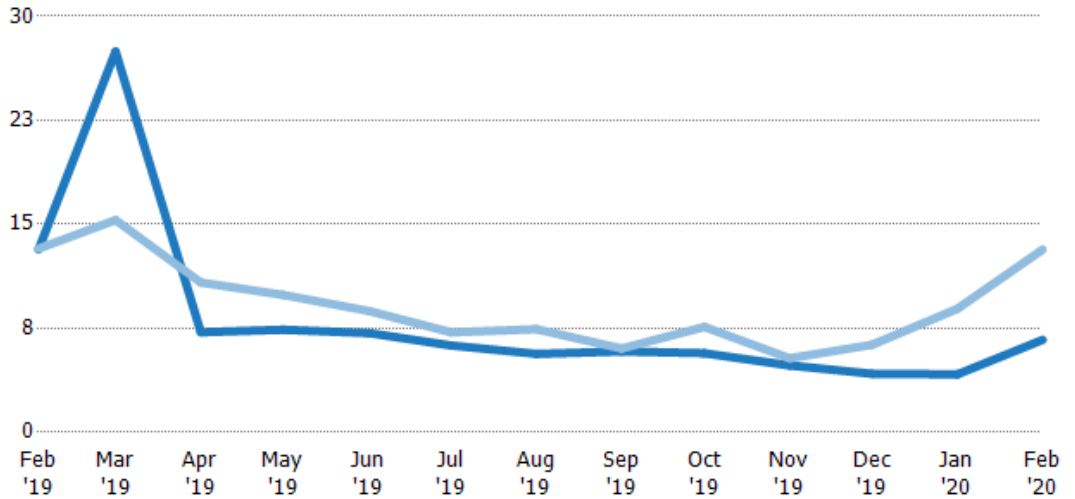
	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20
Current Year	171	180	197	142	101	90	102	110	122	123	132	147	137
Prior Year	183	182	168	112	120	110	108	111	131	144	159	166	171
Percent Change from Prior Year	-7%	-1%	17%	27%	-16%	-18%	-6%	-1%	-7%	-14%	-17%	-11%	-20%

Months of Inventory

The number of months it would take to exhaust active listings at the current sales rate.

Filters Used

State: VT
 County: Washington County, Vermont
 Property Type: Condo/Townhouse/Apt, Single Family Residence



Month/Year	Months	% Chg.
Feb '20	6.67	-49.4%
Feb '19	13.2	-0.5%
Feb '18	13.2	-12.9%

	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20
Current Year	13.2	27.5	7.22	7.39	7.16	6.26	5.65	5.83	5.7	4.82	4.22	4.17	6.67
Prior Year	13.2	15.3	10.8	9.9	8.75	7.21	7.43	6.04	7.6	5.33	6.31	8.91	13.2
Percent Change from Prior Year	0%	79%	-33%	-25%	-18%	-13%	-24%	-3%	-25%	-10%	-33%	-53%	-49%

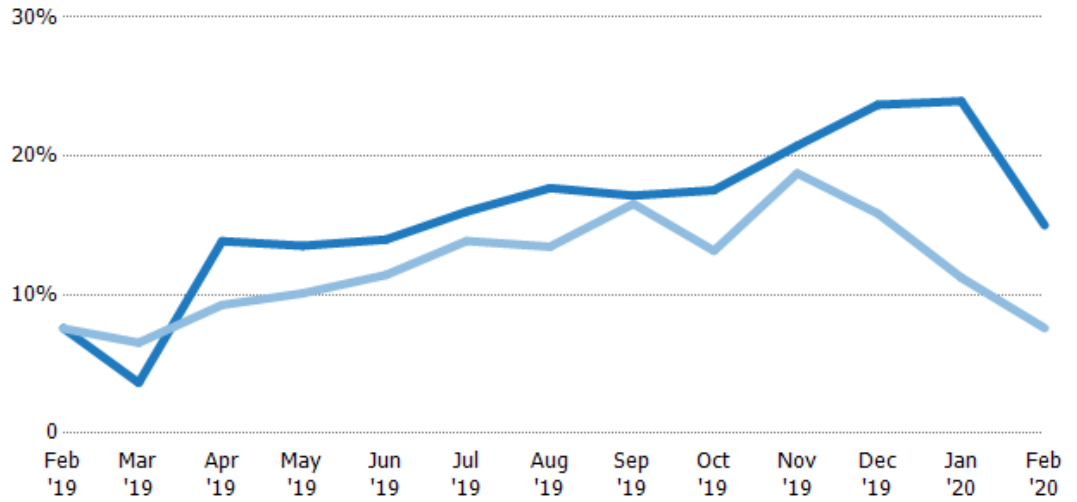
Absorption Rate

The percentage of inventory sold per month.

Filters Used

State: VT
 County: Washington County, Vermont
 Property Type: Condo/Townhouse/Apt, Single Family Residence

Month/Year	Rate	Chg.
Feb '20	15%	-7.4%
Feb '19	8%	0%
Feb '18	8%	14.8%



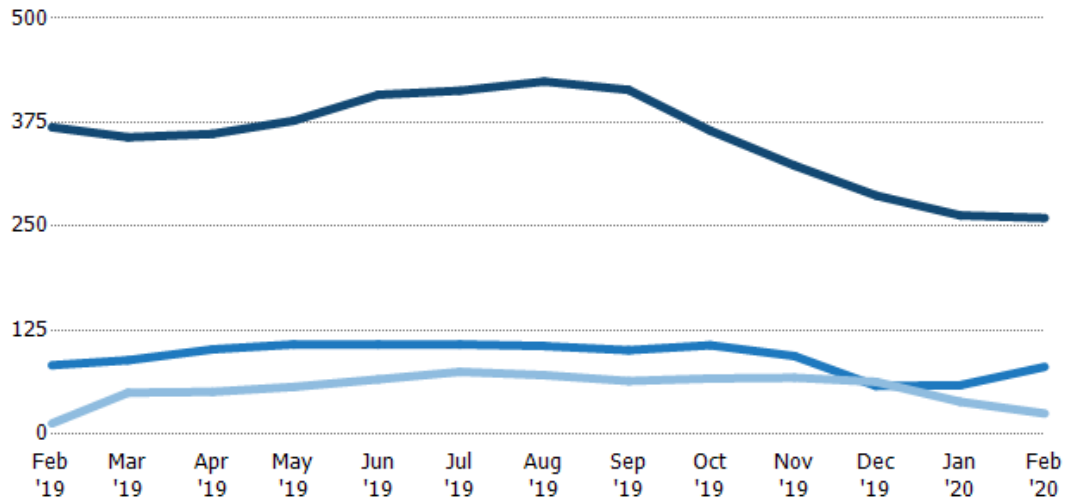
	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20
Current Year	8%	4%	14%	14%	14%	16%	18%	17%	18%	21%	24%	24%	15%
Prior Year	8%	7%	9%	10%	11%	14%	13%	17%	13%	19%	16%	11%	8%
Change from Prior Year	0%	3%	-5%	-3%	-3%	-2%	-4%	-1%	-4%	-2%	-8%	-13%	-7%

Active/Pending/Sold Units

The number of residential properties that were Active, Pending and Sold each month.

Filters Used

State: VT
 County: Washington County, Vermont
 Property Type: Condo/Townhouse/Apt, Single Family Residence



	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20
Active	369	357	361	377	408	413	424	414	365	323	287	263	260
Pending	83	89	102	108	108	108	106	101	107	94	58	59	81
Sold	13	50	51	57	66	75	71	64	67	68	63	39	25

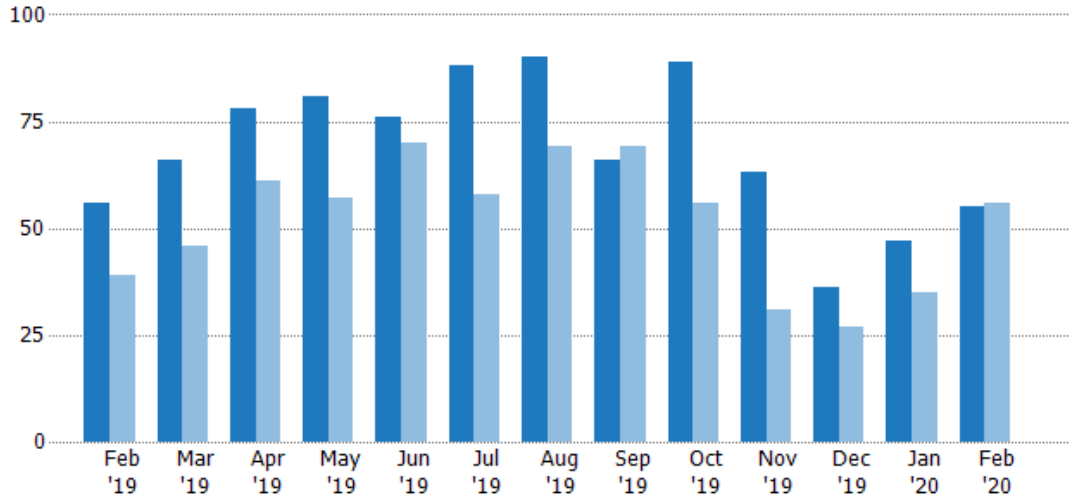
New Pending Sales

The number of residential properties with accepted offers that were added each month.

Filters Used

State: VT
 County: Washington County, Vermont
 Property Type: Condo/Townhouse/Apt, Single Family Residence

Month/Year	Count	% Chg.
Feb '20	55	-1.8%
Feb '19	56	43.6%
Feb '18	39	23.1%



Current Year	56	66	78	81	76	88	90	66	89	63	36	47	55
Prior Year	39	46	61	57	70	58	69	69	56	31	27	35	56
Percent Change from Prior Year	44%	43%	28%	42%	9%	52%	30%	-4%	59%	103%	33%	34%	-2%

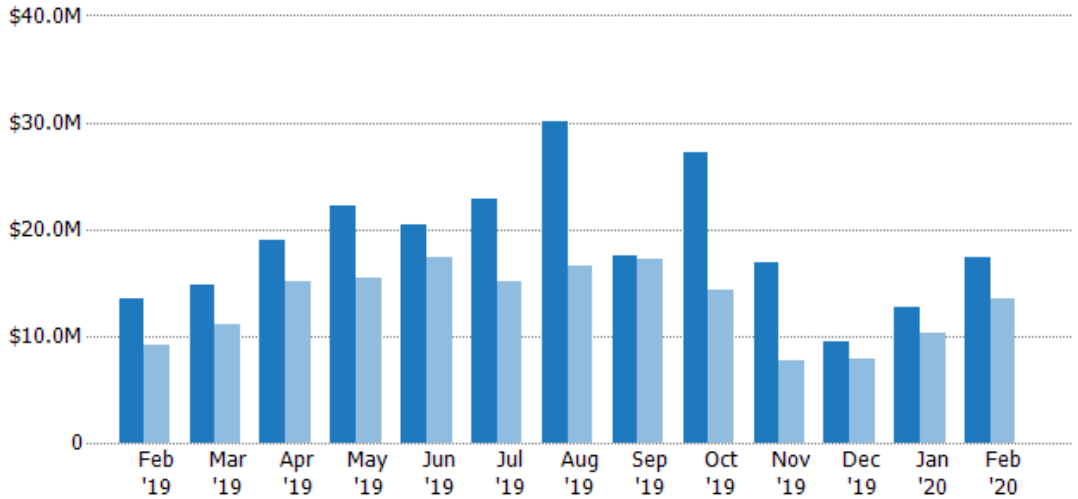
New Pending Sales Volume

The sum of the sales price of residential properties with accepted offers that were added each month.

Filters Used

State: VT
 County: Washington County, Vermont
 Property Type: Condo/Townhouse/Apt, Single Family Residence

Month/Year	Volume	% Chg.
Feb '20	\$17.3M	28.4%
Feb '19	\$13.5M	48.4%
Feb '18	\$9.1M	23.8%



Current Year	\$13.5M	\$14.8M	\$19M	\$22.1M	\$20.4M	\$22.9M	\$30.1M	\$17.6M	\$27.1M	\$16.9M	\$9.55M	\$12.6M	\$17.3M
Prior Year	\$9.1M	\$11M	\$15.1M	\$15.4M	\$17.4M	\$15M	\$16.5M	\$17.2M	\$14.3M	\$7.67M	\$7.88M	\$10.3M	\$13.5M
Percent Change from Prior Year	48%	34%	26%	44%	17%	52%	83%	2%	90%	120%	21%	22%	28%

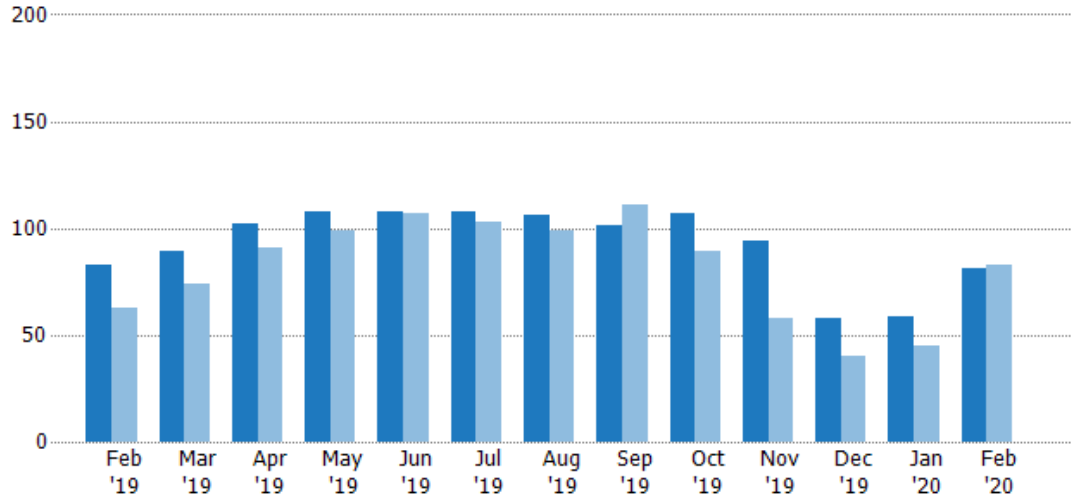
Pending Sales

The number of residential properties with accepted offers that were available at the end each month.

Filters Used

State: VT
 County: Washington County, Vermont
 Property Type: Condo/Townhouse/Apt, Single Family Residence

Month/Year	Count	% Chg.
Feb '20	81	-2.4%
Feb '19	83	31.7%
Feb '18	63	23.8%



Current Year	83	89	102	108	108	108	106	101	107	94	58	59	81
Prior Year	63	74	91	99	107	103	99	111	89	58	40	45	83
Percent Change from Prior Year	32%	20%	12%	9%	1%	5%	7%	-9%	20%	62%	45%	31%	-2%

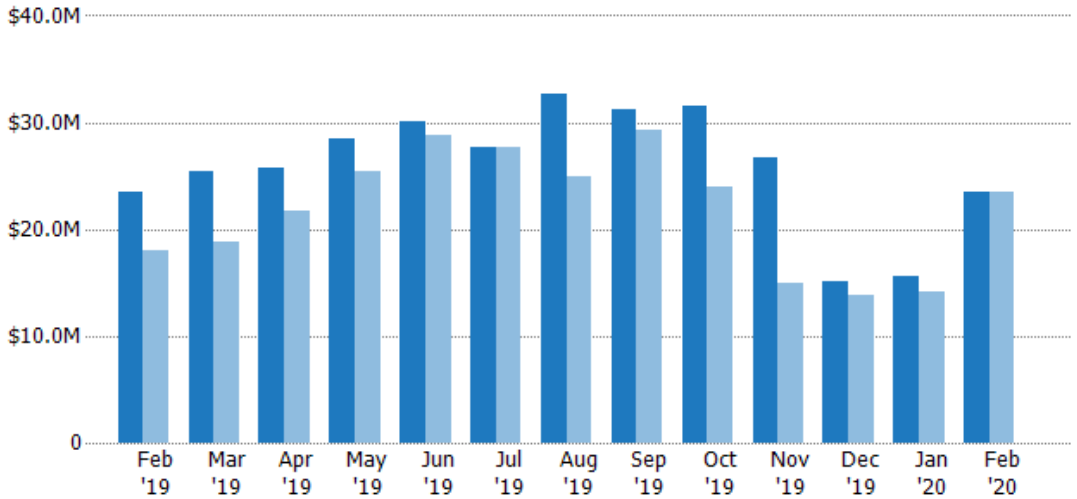
Pending Sales Volume

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: Washington County, Vermont
 Property Type: Condo/Townhouse/Apt, Single Family Residence

Month/Year	Volume	% Chg.
Feb '20	\$23.4M	-0.5%
Feb '19	\$23.6M	30.6%
Feb '18	\$18M	5.4%



Current Year	\$23.6M	\$25.4M	\$25.7M	\$28.5M	\$30.1M	\$27.7M	\$32.6M	\$31.3M	\$31.5M	\$26.7M	\$15M	\$15.6M	\$23.4M
Prior Year	\$18M	\$18.7M	\$21.7M	\$25.4M	\$28.7M	\$27.6M	\$25M	\$29.2M	\$23.9M	\$15M	\$13.9M	\$14.1M	\$23.6M
Percent Change from Prior Year	31%	35%	19%	12%	5%	0%	31%	7%	32%	79%	8%	10%	-1%

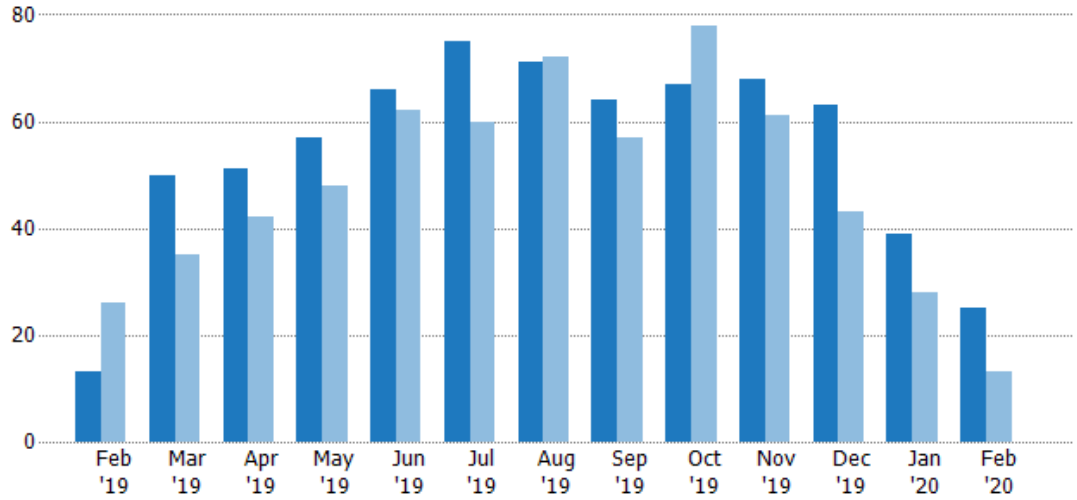
Closed Sales

The total number of residential properties sold each month.

Filters Used

State: VT
 County: Washington County, Vermont
 Property Type: Condo/Townhouse/Apt, Single Family Residence

Month/Year	Count	% Chg.
Feb '20	25	92.3%
Feb '19	13	-50%
Feb '18	26	26.9%



Current Year	13	50	51	57	66	75	71	64	67	68	63	39	25
Prior Year	26	35	42	48	62	60	72	57	78	61	43	28	13
Percent Change from Prior Year	-50%	43%	21%	19%	6%	25%	-1%	12%	-14%	11%	47%	39%	92%

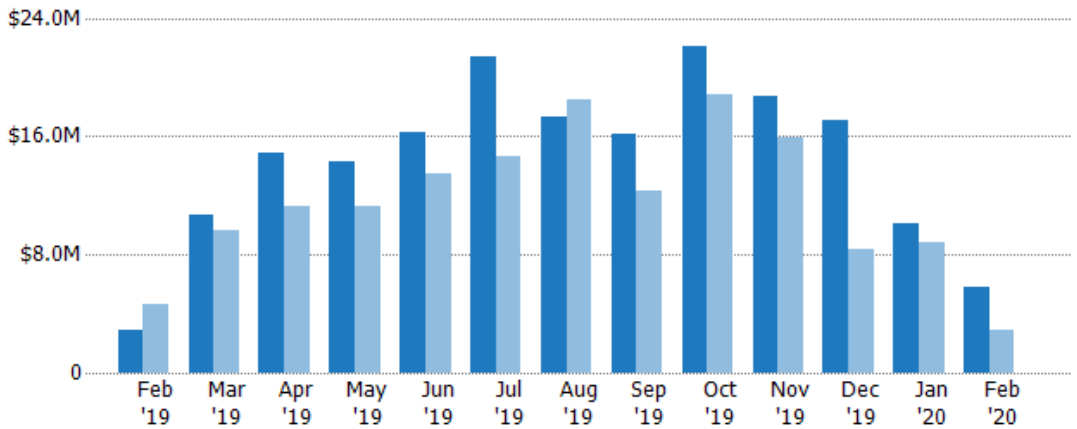
Closed Sales Volume

The sum of the sales price of residential properties sold each month.

Filters Used

State: VT
 County: Washington County, Vermont
 Property Type: Condo/Townhouse/Apt, Single Family Residence

Month/Year	Volume	% Chg.
Feb '20	\$5.79M	96.6%
Feb '19	\$2.94M	-36.9%
Feb '18	\$4.67M	59%



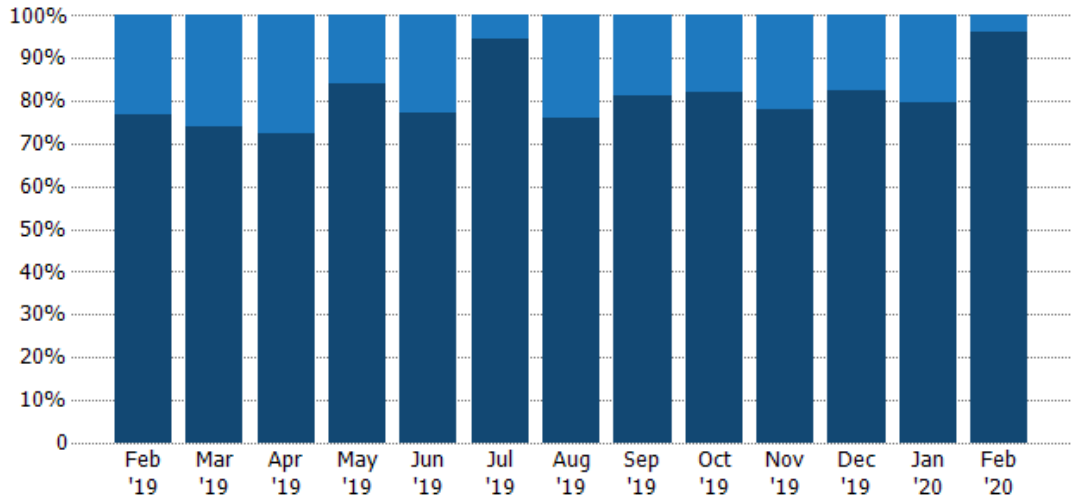
Current Year	\$2.94M	\$10.7M	\$14.9M	\$14.2M	\$16.2M	\$21.4M	\$17.3M	\$16.2M	\$22M	\$18.7M	\$17.1M	\$10.1M	\$5.79M
Prior Year	\$4.67M	\$9.63M	\$11.2M	\$11.3M	\$13.5M	\$14.7M	\$18.4M	\$12.3M	\$18.8M	\$15.9M	\$8.37M	\$8.79M	\$2.94M
Percent Change from Prior Year	-37%	11%	32%	26%	20%	46%	-6%	32%	17%	18%	104%	15%	97%

Closed Sales by Property Type

The percentage of residential properties sold each month by property type.

Filters Used

State: VT
 County: Washington County, Vermont
 Property Type: Condo/Townhouse/Apt, Single Family Residence



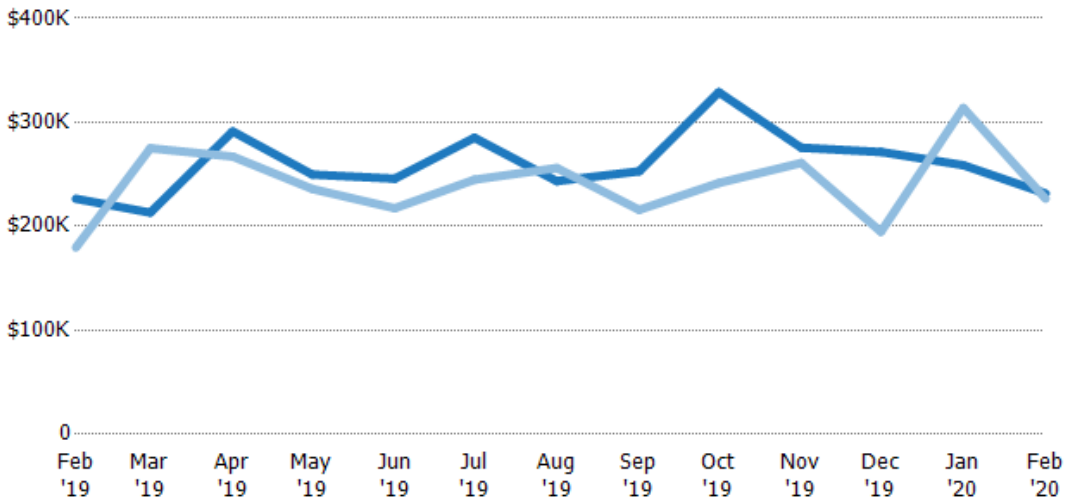
Property Type	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20
Condo/Townhouse	23%	26%	27%	16%	23%	5%	24%	19%	18%	22%	17%	21%	4%
Single Family Residence	77%	74%	73%	84%	77%	95%	76%	81%	82%	78%	83%	79%	96%

Average Sales Price

The average sales price of the residential properties sold each month.

Filters Used

State: VT
 County: Washington County, Vermont
 Property Type: Condo/Townhouse/Apt, Single Family Residence



Month/Year	Price	% Chg.
Feb '20	\$232K	2.2%
Feb '19	\$226K	26.2%
Feb '18	\$180K	25.3%

Property Type	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20
Current Year	\$226K	\$213K	\$291K	\$250K	\$246K	\$285K	\$243K	\$253K	\$329K	\$276K	\$271K	\$259K	\$232K
Prior Year	\$180K	\$275K	\$267K	\$236K	\$217K	\$245K	\$256K	\$216K	\$242K	\$261K	\$195K	\$314K	\$226K
Percent Change from Prior Year	26%	-23%	9%	6%	13%	16%	-5%	17%	36%	6%	39%	-18%	2%

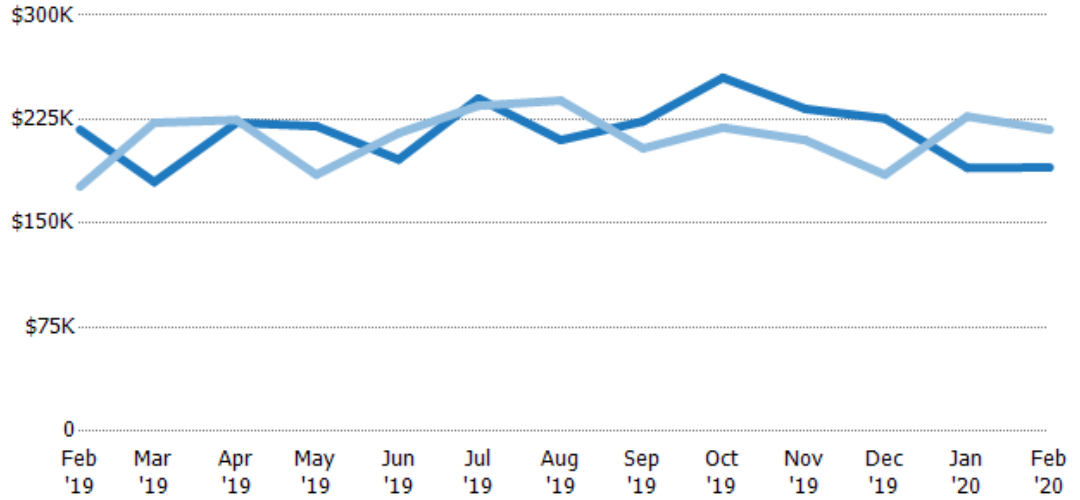
Median Sales Price

The median sales price of the residential properties sold each month.

Filters Used

State: VT
 County: Washington County, Vermont
 Property Type: Condo/Townhouse/Apt, Single Family Residence

Month/Year	Price	% Chg.
Feb '20	\$190K	-12.6%
Feb '19	\$218K	23.3%
Feb '18	\$176K	23.6%



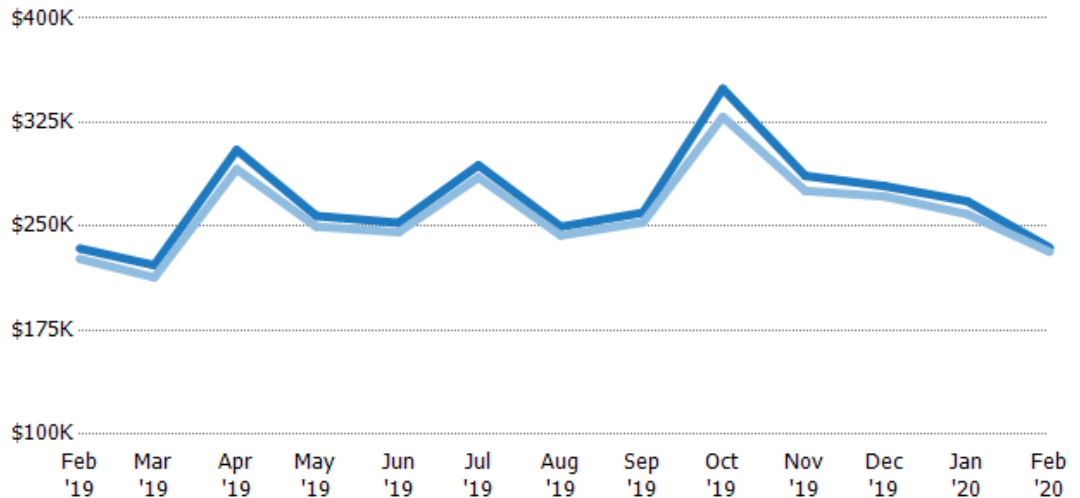
Current Year	\$218K	\$180K	\$223K	\$220K	\$196K	\$240K	\$210K	\$224K	\$255K	\$233K	\$226K	\$190K	\$190K
Prior Year	\$176K	\$223K	\$225K	\$185K	\$215K	\$235K	\$239K	\$204K	\$219K	\$210K	\$185K	\$227K	\$218K
Percent Change from Prior Year	23%	-19%	-1%	19%	-9%	2%	-12%	10%	16%	11%	22%	-16%	-13%

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: Washington County, Vermont
 Property Type: Condo/Townhouse/Apt, Single Family Residence



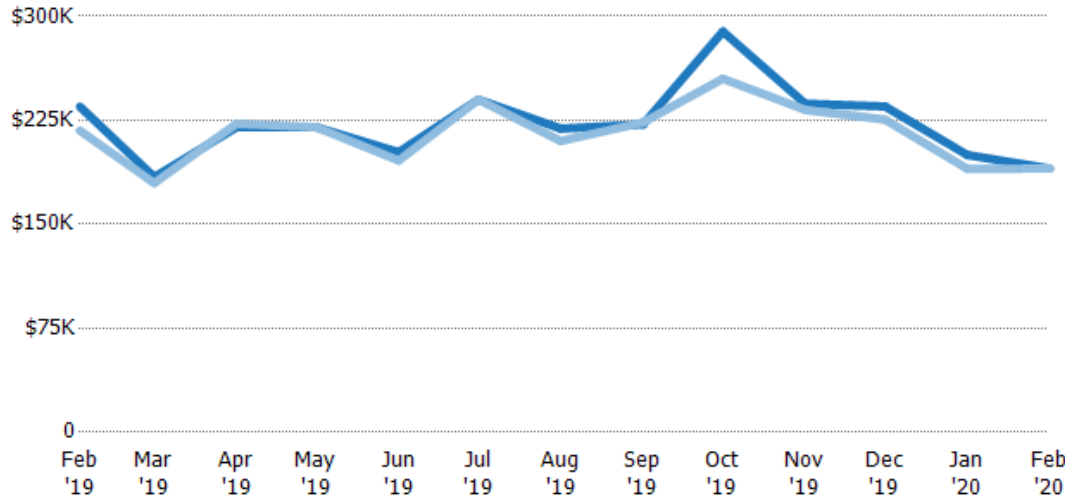
Avg List Price	\$234K	\$222K	\$305K	\$257K	\$253K	\$294K	\$250K	\$260K	\$349K	\$286K	\$279K	\$268K	\$235K
Avg Sales Price	\$226K	\$213K	\$291K	\$250K	\$246K	\$285K	\$243K	\$253K	\$329K	\$276K	\$271K	\$259K	\$232K
Avg Sales Price as a % of Avg List Price	97%	96%	95%	97%	97%	97%	97%	97%	94%	96%	97%	97%	99%

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: Washington County, Vermont
 Property Type: Condo/Townhouse/Apt, Single Family Residence



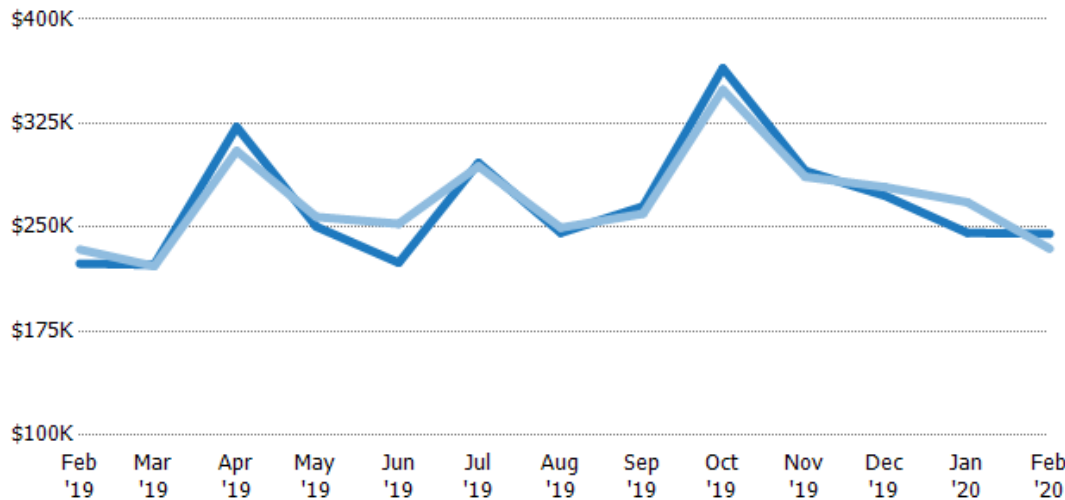
	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20
Median List Price	\$235K	\$184K	\$220K	\$220K	\$202K	\$240K	\$219K	\$222K	\$289K	\$237K	\$235K	\$200K	\$190K
Median Sales Price	\$218K	\$180K	\$223K	\$220K	\$196K	\$240K	\$210K	\$224K	\$255K	\$233K	\$226K	\$190K	\$190K
Med Sales Price as a % of Med List Price	93%	98%	101%	100%	97%	100%	96%	101%	88%	98%	96%	95%	100%

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: Washington County, Vermont
 Property Type: Condo/Townhouse/Apt, Single Family Residence



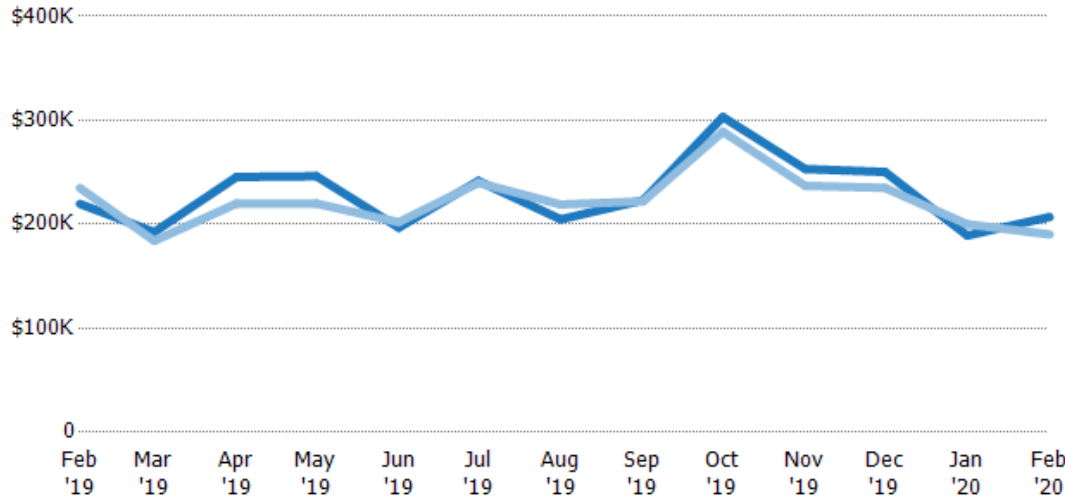
	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20
Avg Est Value	\$224K	\$223K	\$322K	\$250K	\$224K	\$296K	\$246K	\$265K	\$365K	\$291K	\$273K	\$246K	\$245K
Avg Sales Price	\$234K	\$222K	\$305K	\$257K	\$253K	\$294K	\$250K	\$260K	\$349K	\$286K	\$279K	\$268K	\$235K
Avg Sales Price as a % of Avg Est Value	105%	100%	95%	103%	113%	99%	102%	98%	96%	99%	102%	109%	96%

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: Washington County, Vermont
 Property Type: Condo/Townhouse/Apt, Single Family Residence



	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20
Median Est Value	\$220K	\$193K	\$246K	\$246K	\$197K	\$242K	\$205K	\$223K	\$303K	\$253K	\$250K	\$189K	\$207K
Median Sales Price	\$235K	\$184K	\$220K	\$220K	\$202K	\$240K	\$219K	\$222K	\$289K	\$237K	\$235K	\$200K	\$190K
Med Sales Price as a % of Med Est Value	107%	96%	90%	89%	103%	99%	107%	100%	95%	94%	94%	106%	92%