

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	57	59	-3.4%	125	116	+7.8%
New Listing Volume	\$18,573,300	\$16,324,100	+13.8%	\$43,460,995	\$37,492,100	+15.9%
Active Listing Count	431	593	-27.3%	N/A	N/A	
Active Listing Volume	\$191,467,286	\$237,421,655	-19.4%	N/A	N/A	
Average Listing Price	\$444,240	\$400,374	+11%	\$439,575	\$400,870	+9.7%
Median Listing Price	\$299,900	\$279,000	+7.5%	\$298,437	\$283,992	+5.1%
Median Days in RPR	186	188	-1.1%	183.89	186.96	-1.6%
Months of Inventory	9.4	14.8	-36.8%	11.3	14.3	-20.8%
Absorption Rate	10.67%	6.75%	+3.9%	8.85%	7.01%	+1.8%
Sales Activity Charts Metrics						
New Pending Sales Count	52	39	+33.3%	105	94	+11.7%
New Pending Sales Volume	\$14,186,099	\$9,442,499	+50.2%	\$27,350,798	\$23,943,598	+14.2%
Pending Sales Count	77	64	+20.3%	N/A	N/A	
Pending Sales Volume	\$20,546,199	\$16,833,798	+22.1%	N/A	N/A	
Closed Sales Count	41	37	+10.8%	87	77	+13%
Closed Sales Volume	\$7,916,701	\$9,730,088	-18.6%	\$21,207,351	\$17,914,575	+18.4%
Average Sales Price	\$193,090	\$262,975	-26.6%	\$243,763	\$232,657	+4.8%
Median Sales Price	\$163,600	\$210,000	-22.1%	\$217,214	\$194,416	+11.7%

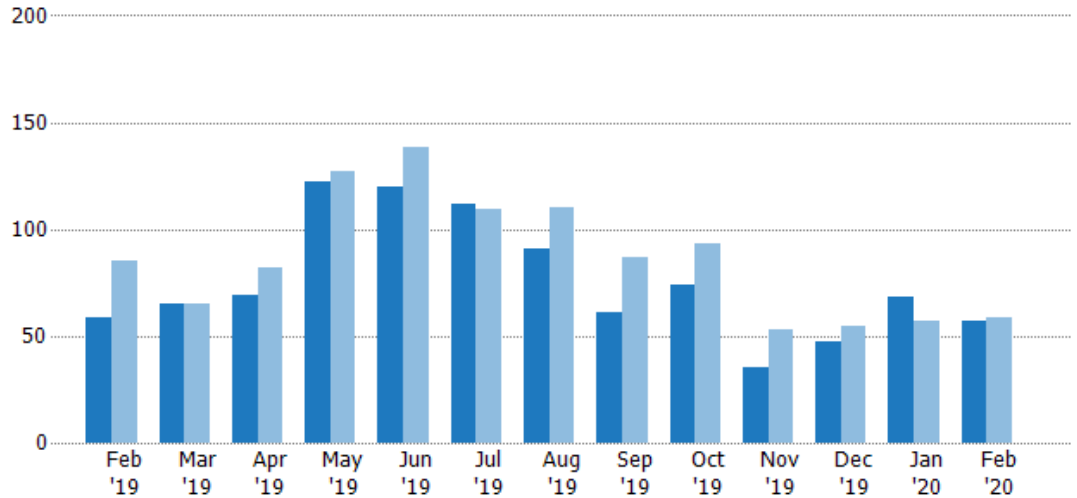
New Listings

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.
Feb '20	57	-3.4%
Feb '19	59	-30.6%
Feb '18	85	-36.5%



	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	59	65	69	122	120	112	91	61	74	35	47	68	57
Prior Year	85	65	82	127	138	109	110	87	93	53	55	57	59
Percent Change from Prior Year	-31%	0%	-16%	-4%	-13%	3%	-17%	-30%	-20%	-34%	-15%	19%	-3%

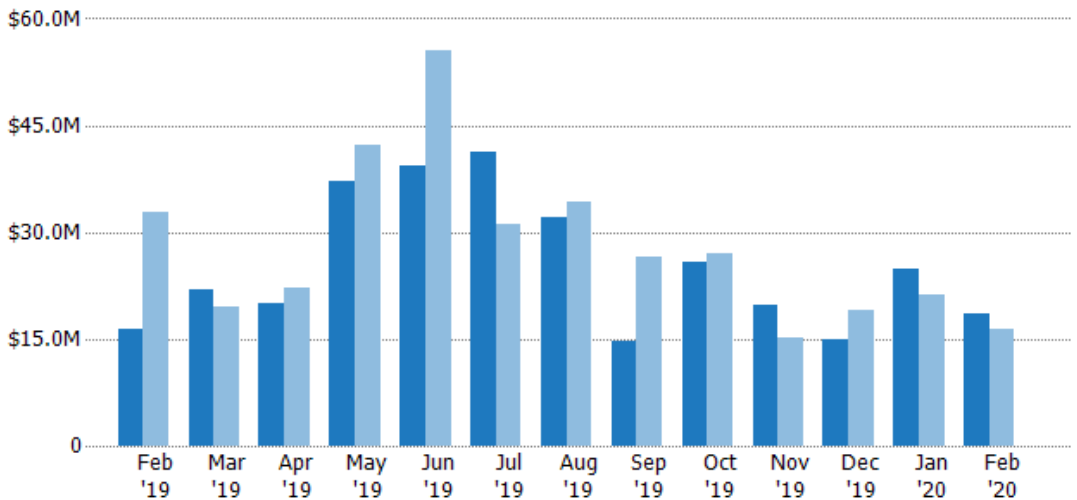
New Listing Volume

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.
Feb '20	\$18.6M	13.8%
Feb '19	\$16.3M	-50.1%
Feb '18	\$32.7M	-40.8%



	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	\$16.3M	\$21.8M	\$20M	\$37.1M	\$39.2M	\$41.2M	\$32M	\$14.7M	\$25.7M	\$19.7M	\$15M	\$24.9M	\$18.6M
Prior Year	\$32.7M	\$19.5M	\$22.2M	\$42.2M	\$55.6M	\$31.2M	\$34.3M	\$26.4M	\$27.1M	\$15.1M	\$19M	\$21.2M	\$16.3M
Percent Change from Prior Year	-50%	12%	-10%	-12%	-29%	32%	-7%	-45%	-5%	31%	-21%	18%	14%

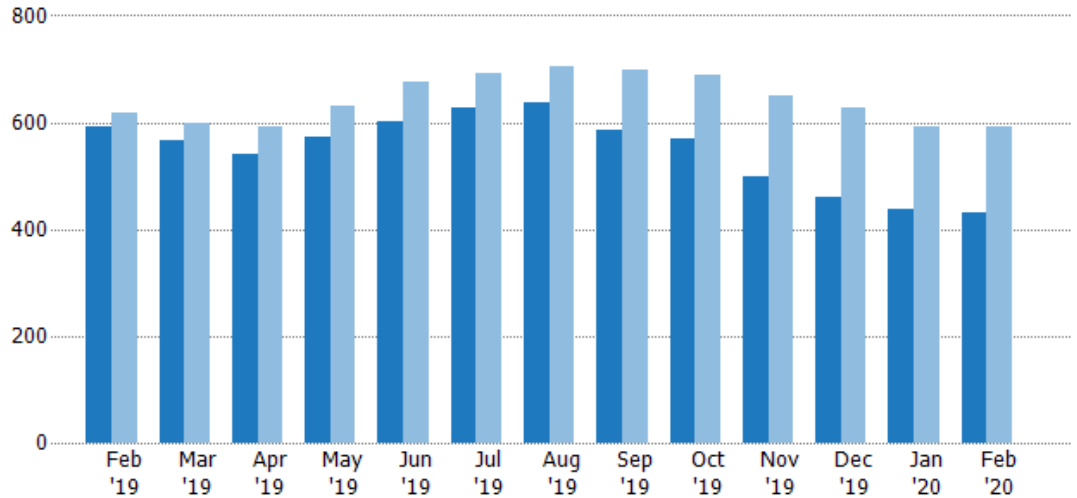
Active Listings

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.
Feb '20	431	-27.3%
Feb '19	593	-4%
Feb '18	618	0%



Current Year	593	566	539	573	603	629	636	586	571	500	460	439	431
Prior Year	618	597	592	631	675	691	706	698	690	651	626	591	593
Percent Change from Prior Year	-4%	-5%	-9%	-9%	-11%	-9%	-10%	-16%	-17%	-23%	-27%	-26%	-27%

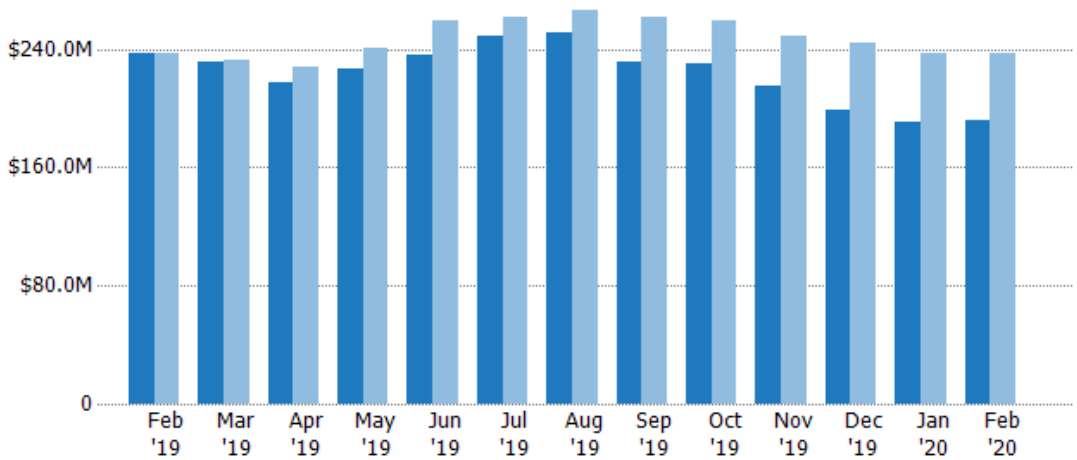
Active Listing Volume

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.
Feb '20	\$191M	-19.4%
Feb '19	\$237M	0.3%
Feb '18	\$237M	5.8%



Current Year	\$237M	\$231M	\$217M	\$227M	\$236M	\$249M	\$251M	\$231M	\$231M	\$215M	\$199M	\$191M	\$191M
Prior Year	\$237M	\$233M	\$227M	\$241M	\$260M	\$261M	\$267M	\$261M	\$259M	\$249M	\$244M	\$237M	\$237M
Percent Change from Prior Year	0%	-1%	-5%	-6%	-9%	-5%	-6%	-12%	-11%	-14%	-18%	-19%	-19%

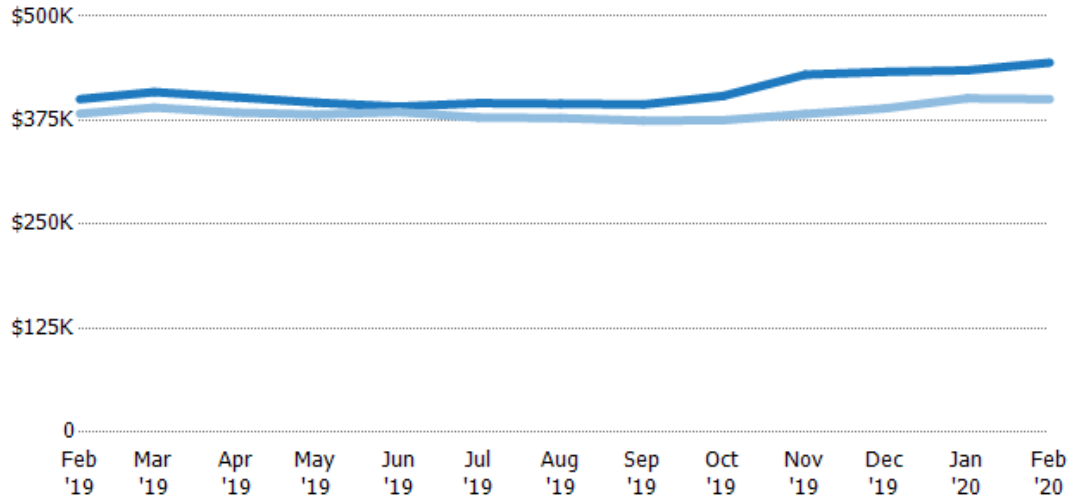
Average Listing Price

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.
Feb '20	\$444K	11%
Feb '19	\$400K	4.5%
Feb '18	\$383K	5.8%



Current Year	\$400K	\$409K	\$403K	\$396K	\$391K	\$396K	\$395K	\$394K	\$404K	\$430K	\$433K	\$435K	\$444K
Prior Year	\$383K	\$390K	\$384K	\$382K	\$385K	\$378K	\$378K	\$375K	\$375K	\$383K	\$389K	\$401K	\$400K
Percent Change from Prior Year	5%	5%	5%	4%	2%	5%	5%	5%	8%	12%	11%	8%	11%

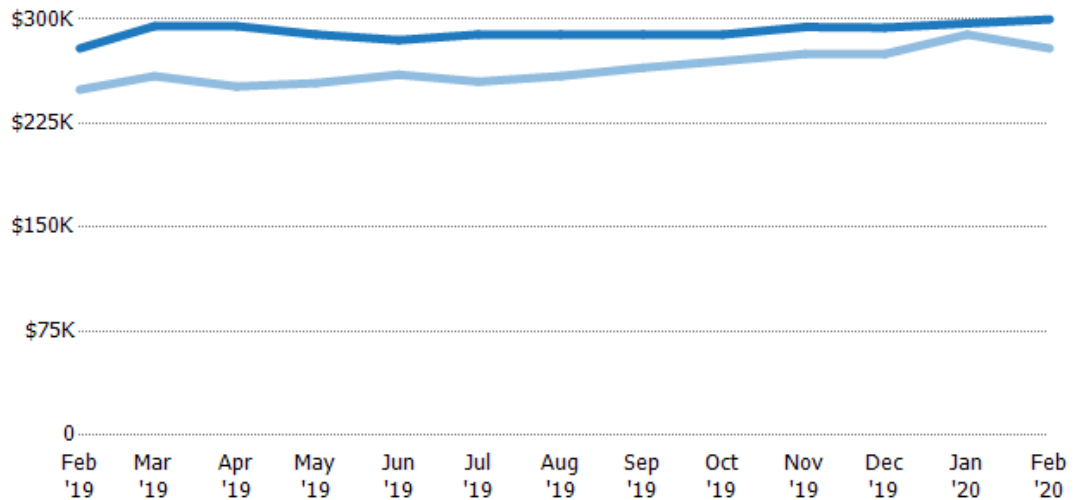
Median Listing Price

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.
Feb '20	\$300K	7.5%
Feb '19	\$279K	11.9%
Feb '18	\$249K	1.3%



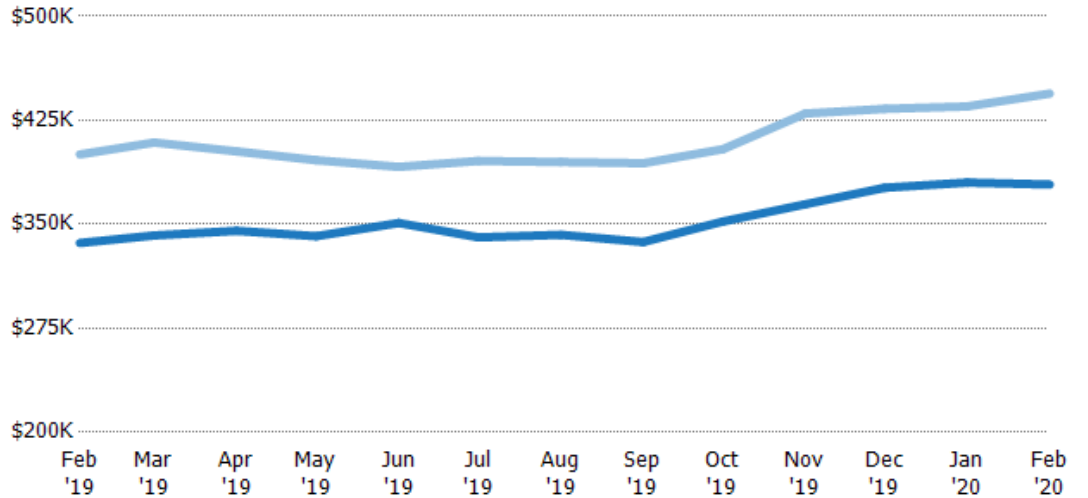
Current Year	\$279K	\$295K	\$295K	\$289K	\$285K	\$289K	\$289K	\$289K	\$289K	\$294K	\$294K	\$297K	\$300K
Prior Year	\$249K	\$259K	\$252K	\$254K	\$260K	\$255K	\$259K	\$265K	\$270K	\$275K	\$275K	\$289K	\$279K
Percent Change from Prior Year	12%	14%	17%	14%	10%	13%	12%	9%	7%	7%	7%	3%	7%

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



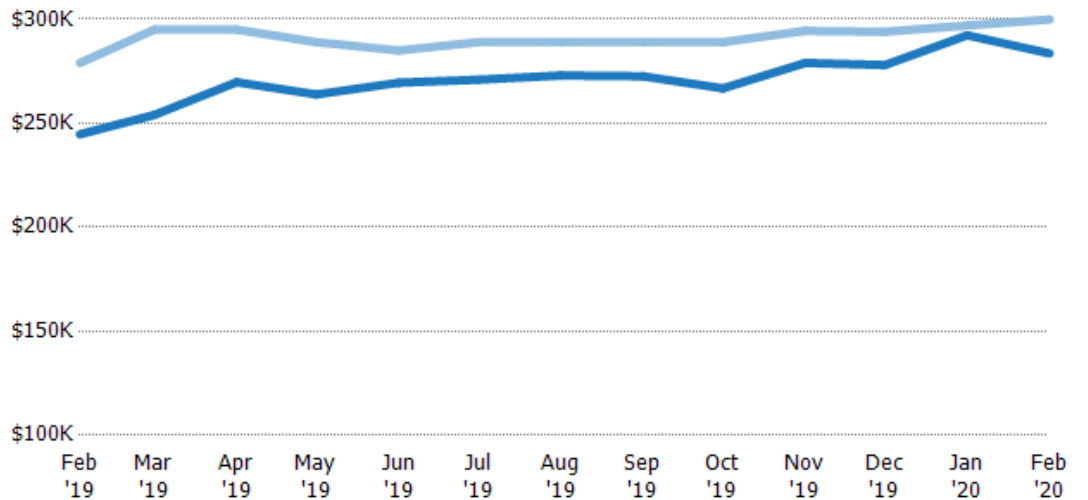
	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20
Avg Est Value	\$336K	\$342K	\$345K	\$341K	\$351K	\$341K	\$342K	\$337K	\$352K	\$364K	\$376K	\$380K	\$379K
Avg Listing Price	\$400K	\$409K	\$403K	\$396K	\$391K	\$396K	\$395K	\$394K	\$404K	\$430K	\$433K	\$435K	\$444K
Avg Listing Price as a % of Avg Est Value	119%	120%	117%	116%	112%	116%	115%	117%	115%	118%	115%	114%	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



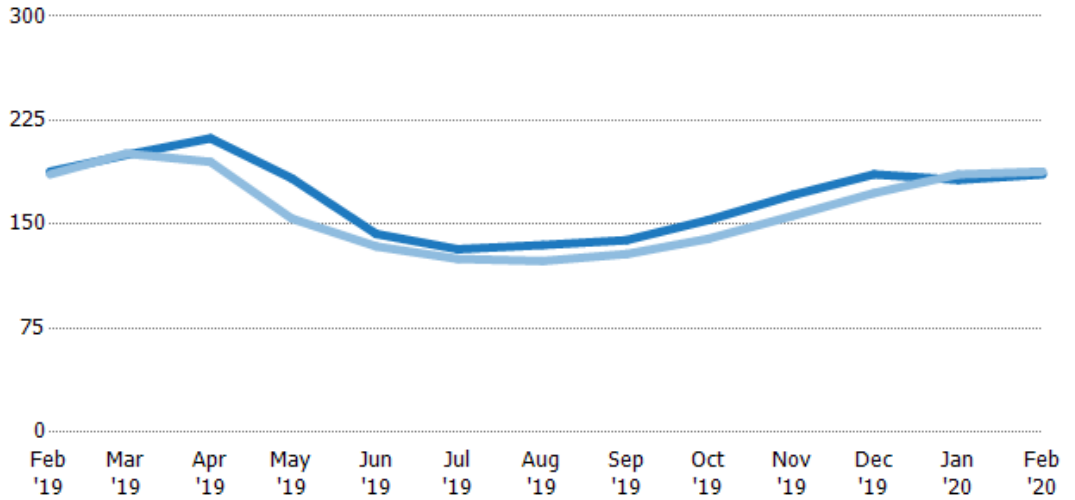
	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20
Median Est Value	\$245K	\$254K	\$270K	\$264K	\$270K	\$271K	\$273K	\$273K	\$267K	\$279K	\$278K	\$292K	\$284K
Median Listing Price	\$279K	\$295K	\$295K	\$289K	\$285K	\$289K	\$289K	\$289K	\$289K	\$294K	\$294K	\$297K	\$300K
Med Listing Price as a % of Med Est Value	114%	116%	109%	110%	106%	107%	106%	106%	108%	106%	106%	102%	106%

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



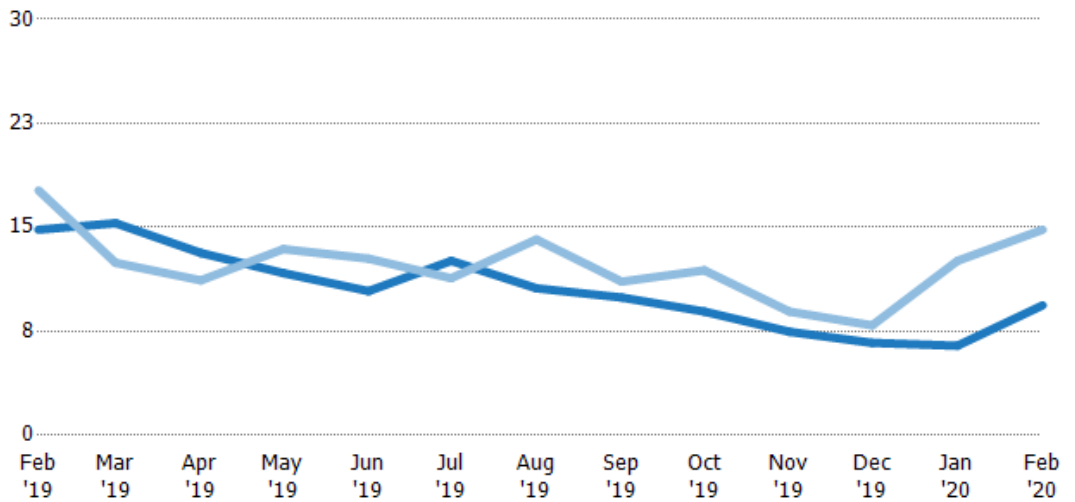
	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20
Current Year	188	200	212	183	143	132	135	139	153	171	186	182	186
Prior Year	186	201	195	154	134	125	124	129	140	156	173	186	188
Percent Change from Prior Year	1%	0%	9%	19%	7%	6%	9%	8%	10%	10%	8%	-2%	-1%

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



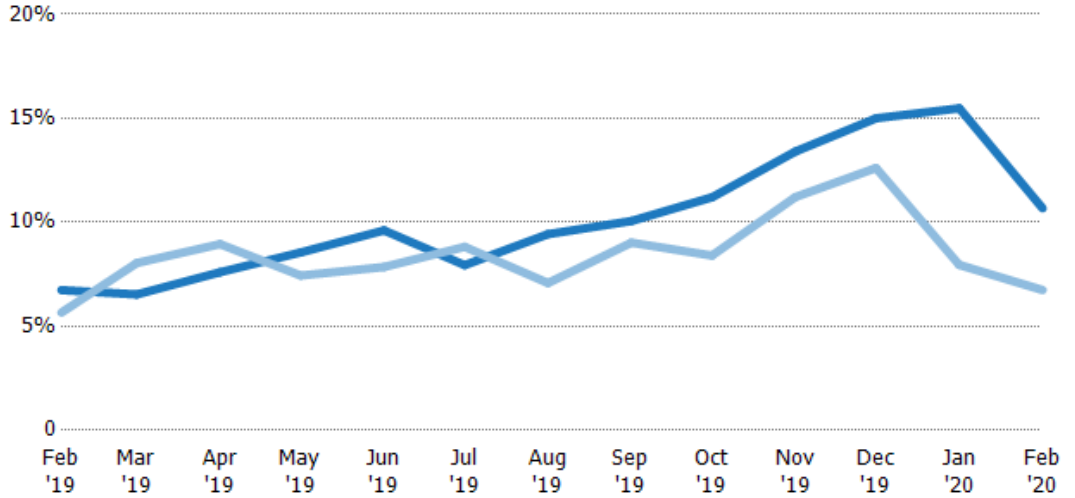
	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20
Current Year	14.8	15.3	13.1	11.7	10.4	12.6	10.6	9.93	8.92	7.46	6.67	6.46	9.37
Prior Year	17.7	12.4	11.2	13.4	12.7	11.3	14.1	11.1	11.9	8.92	7.92	12.6	14.8
Percent Change from Prior Year	-16%	23%	18%	-13%	-18%	11%	-25%	-10%	-25%	-16%	-16%	-49%	-37%

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



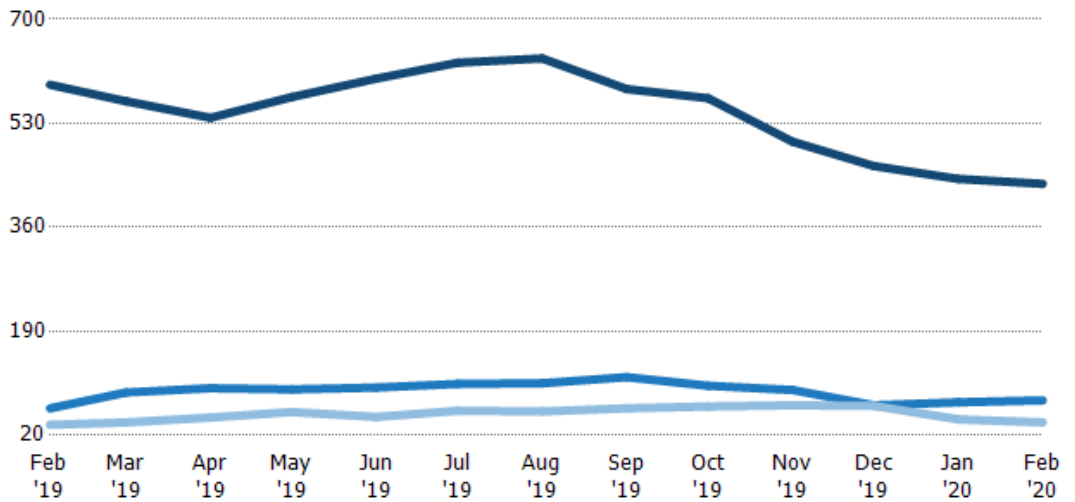
	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20
Current Year	7%	7%	8%	9%	10%	8%	9%	10%	11%	13%	15%	15%	11%
Prior Year	6%	8%	9%	7%	8%	9%	7%	9%	8%	11%	13%	8%	7%
Change from Prior Year	-1%	2%	1%	-1%	-2%	1%	-2%	-1%	-3%	-2%	-2%	-8%	-4%

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



	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	593	566	539	573	603	629	636	586	571	500	460	439	431
Pending	64	90	97	95	98	104	105	115	101	94	69	74	77
Sold	37	41	49	58	50	60	59	64	67	69	68	46	41

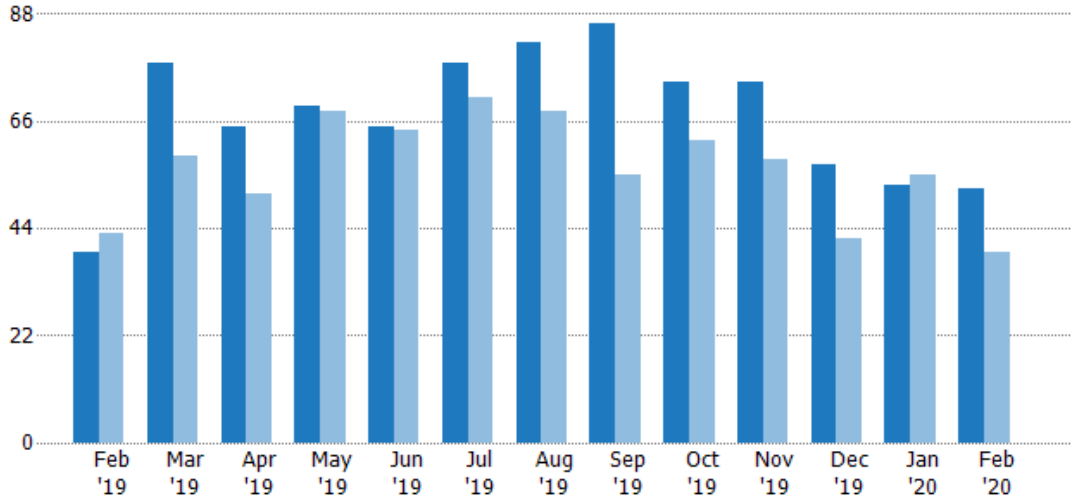
New Pending Sales

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.
Feb '20	52	33.3%
Feb '19	39	-9.3%
Feb '18	43	9.3%



Current Year	39	78	65	69	65	78	82	86	74	74	57	53	52
Prior Year	43	59	51	68	64	71	68	55	62	58	42	55	39
Percent Change from Prior Year	-9%	32%	27%	1%	2%	10%	21%	56%	19%	28%	36%	-4%	33%

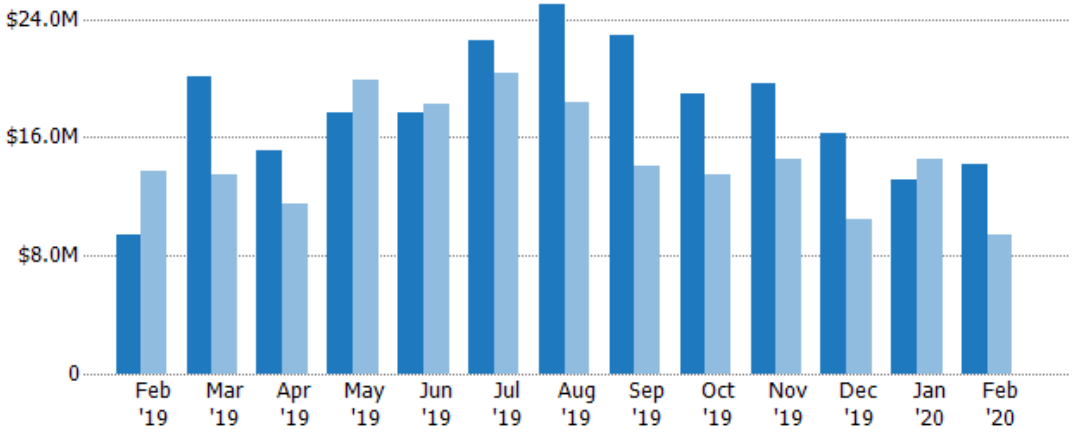
New Pending Sales Volume

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.
Feb '20	\$14.2M	50.2%
Feb '19	\$9.44M	-31.1%
Feb '18	\$13.7M	16.3%



Current Year	\$9.44M	\$20.1M	\$15.2M	\$17.7M	\$17.6M	\$22.5M	\$25.1M	\$22.9M	\$19M	\$19.7M	\$16.2M	\$13.2M	\$14.2M
Prior Year	\$13.7M	\$13.5M	\$11.5M	\$19.8M	\$18.2M	\$20.4M	\$18.4M	\$14M	\$13.5M	\$14.5M	\$10.4M	\$14.5M	\$9.44M
Percent Change from Prior Year	-31%	49%	31%	-11%	-3%	11%	36%	63%	41%	36%	55%	-9%	50%

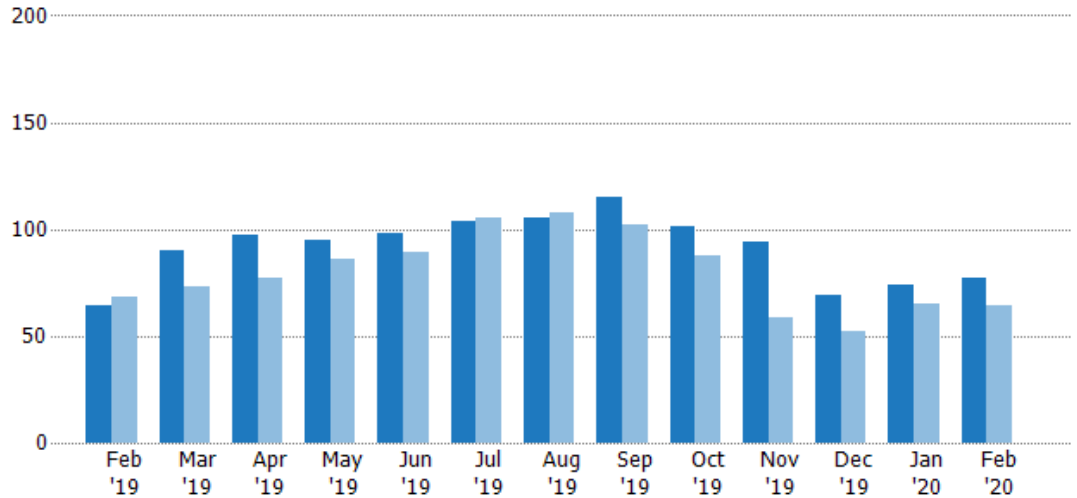
Pending Sales

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.
Feb '20	77	20.3%
Feb '19	64	-5.9%
Feb '18	68	14.7%



	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	64	90	97	95	98	104	105	115	101	94	69	74	77
Prior Year	68	73	77	86	89	105	108	102	88	59	52	65	64
Percent Change from Prior Year	-6%	23%	26%	10%	10%	-1%	-3%	13%	15%	59%	33%	14%	20%

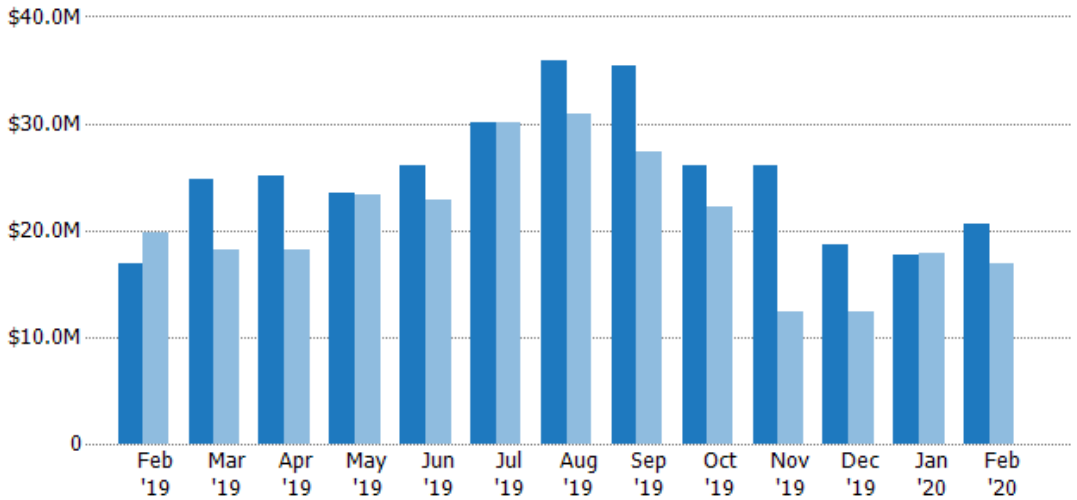
Pending Sales Volume

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.
Feb '20	\$20.5M	22.1%
Feb '19	\$16.8M	-15%
Feb '18	\$19.8M	21.5%



	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	\$16.8M	\$24.8M	\$25M	\$23.4M	\$26M	\$30.1M	\$35.9M	\$35.4M	\$26.1M	\$26.1M	\$18.7M	\$17.8M	\$20.5M
Prior Year	\$19.8M	\$18.1M	\$18.1M	\$23.2M	\$22.8M	\$30.1M	\$30.9M	\$27.4M	\$22.2M	\$12.3M	\$12.3M	\$17.9M	\$16.8M
Percent Change from Prior Year	-15%	37%	38%	1%	14%	0%	16%	29%	18%	112%	52%	-1%	22%

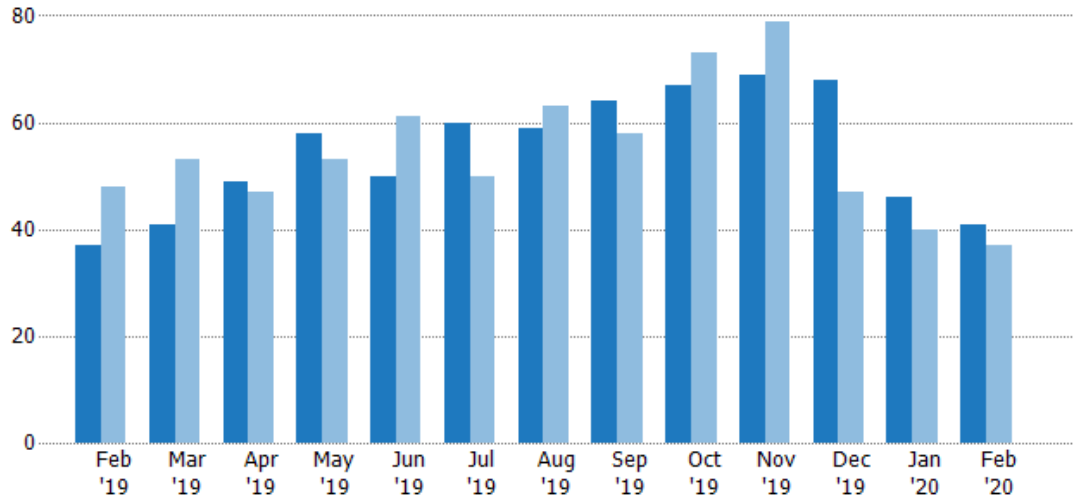
Closed Sales

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.
Feb '20	41	10.8%
Feb '19	37	-22.9%
Feb '18	48	-33.3%



	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	37	41	49	58	50	60	59	64	67	69	68	46	41
Prior Year	48	53	47	53	61	50	63	58	73	79	47	40	37
Percent Change from Prior Year	-23%	-23%	4%	9%	-18%	20%	-6%	10%	-8%	-13%	45%	15%	11%

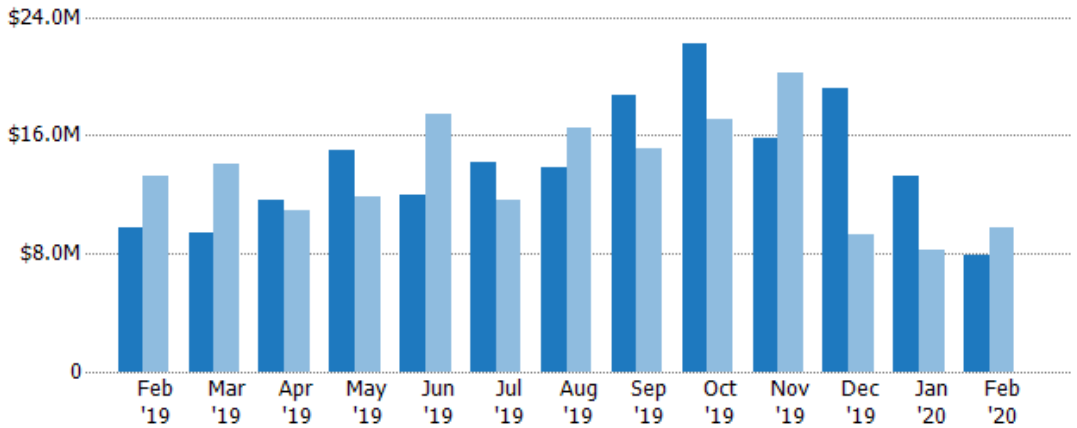
Closed Sales Volume

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.
Feb '20	\$7.92M	-18.6%
Feb '19	\$9.73M	-26.6%
Feb '18	\$13.3M	-34.6%



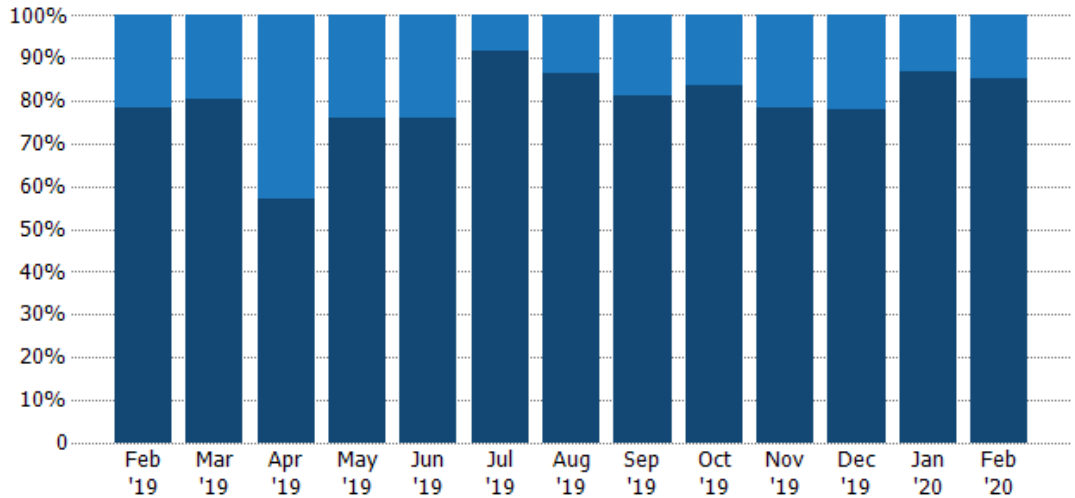
	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20
Current Year	\$9.73M	\$9.46M	\$11.7M	\$15M	\$11.9M	\$14.2M	\$13.9M	\$18.7M	\$22.2M	\$15.8M	\$19.2M	\$13.3M	\$7.92M
Prior Year	\$13.3M	\$14.1M	\$11M	\$11.8M	\$17.4M	\$11.6M	\$16.5M	\$15.1M	\$17.1M	\$20.2M	\$9.26M	\$8.18M	\$9.73M
Percent Change from Prior Year	-27%	-33%	6%	27%	-32%	22%	-16%	24%	30%	-22%	107%	62%	-19%

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



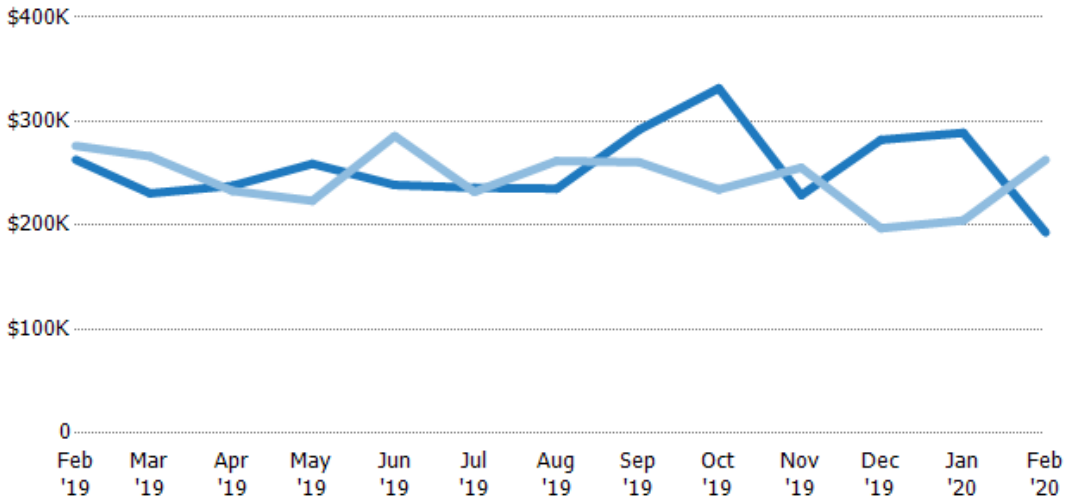
Property Type	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20
Condo/Townhouse	22%	20%	43%	24%	24%	8%	14%	19%	16%	22%	22%	13%	15%
Single Family Residence	78%	80%	57%	76%	76%	92%	86%	81%	84%	78%	78%	87%	85%

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.
Feb '20	\$193K	-26.6%
Feb '19	\$263K	-4.8%
Feb '18	\$276K	-1.9%

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	\$263K	\$231K	\$238K	\$259K	\$239K	\$236K	\$235K	\$292K	\$332K	\$229K	\$282K	\$289K	\$193K
Prior Year	\$276K	\$266K	\$233K	\$223K	\$286K	\$232K	\$262K	\$261K	\$234K	\$255K	\$197K	\$205K	\$263K
Percent Change from Prior Year	-5%	-13%	2%	16%	-16%	2%	-10%	12%	42%	-10%	43%	41%	-27%

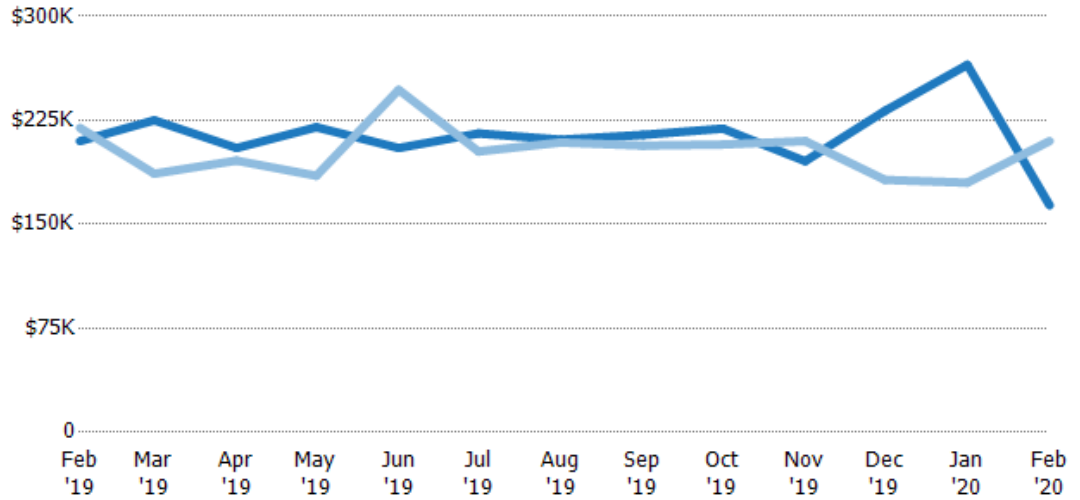
Median Sales Price

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.
Feb '20	\$164K	-22.1%
Feb '19	\$210K	-4.3%
Feb '18	\$220K	10.3%



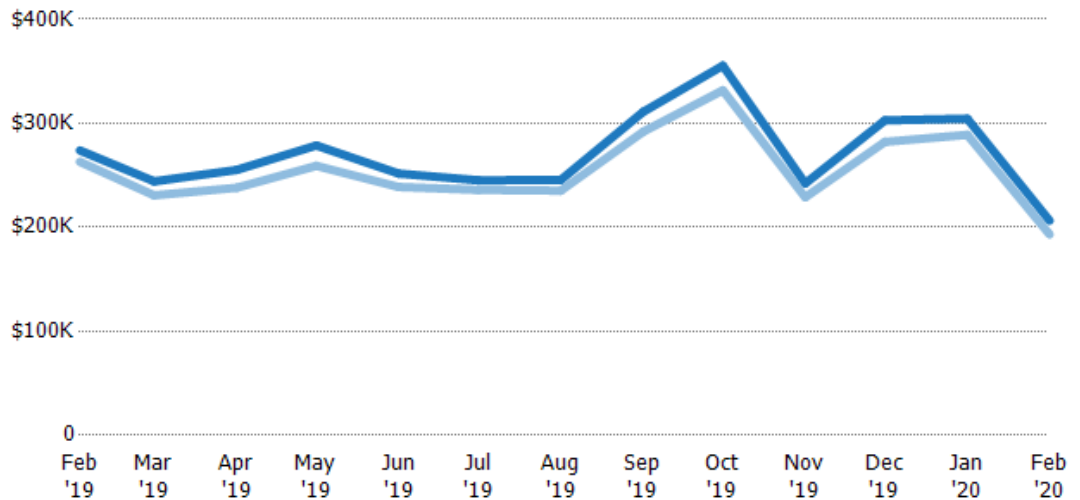
Current Year	\$210K	\$225K	\$205K	\$220K	\$205K	\$216K	\$211K	\$215K	\$219K	\$196K	\$232K	\$265K	\$164K
Prior Year	\$220K	\$187K	\$196K	\$185K	\$247K	\$203K	\$209K	\$207K	\$208K	\$210K	\$182K	\$180K	\$210K
Percent Change from Prior Year	-4%	21%	5%	19%	-17%	6%	1%	4%	6%	-7%	27%	47%	-22%

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



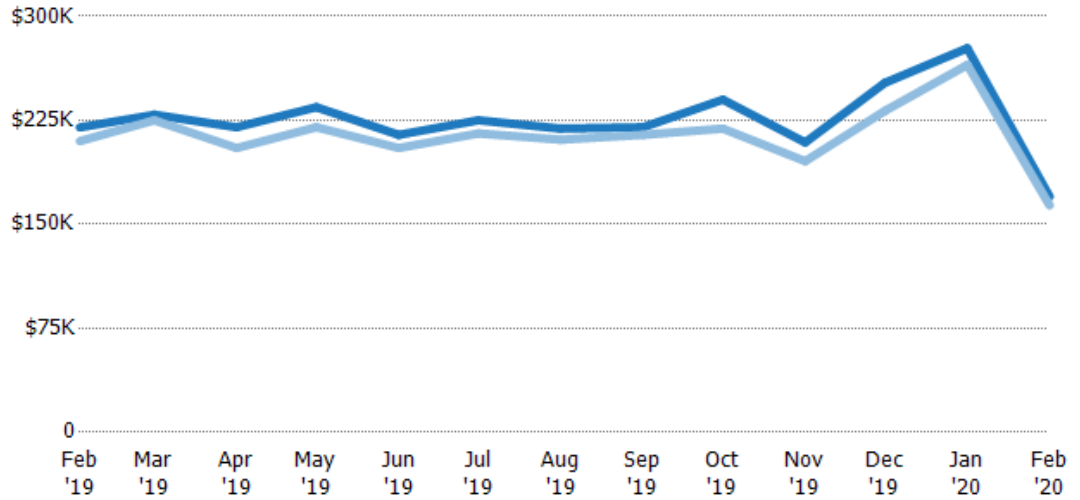
Avg List Price	\$274K	\$244K	\$255K	\$279K	\$252K	\$245K	\$245K	\$311K	\$355K	\$242K	\$303K	\$304K	\$206K
Avg Sales Price	\$263K	\$231K	\$238K	\$259K	\$239K	\$236K	\$235K	\$292K	\$332K	\$229K	\$282K	\$289K	\$193K
Avg Sales Price as a % of Avg List Price	96%	94%	93%	93%	95%	96%	96%	94%	93%	95%	93%	95%	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



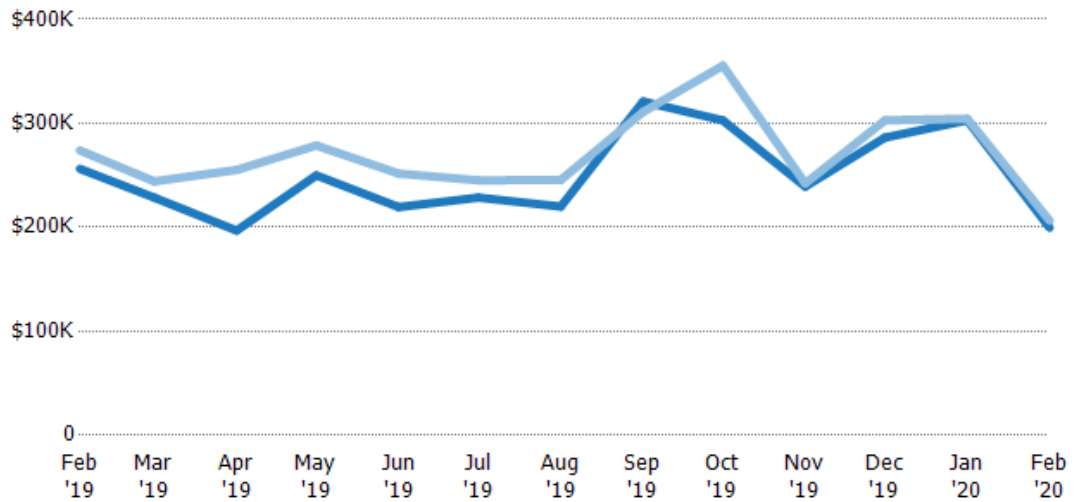
	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20
Median List Price	\$220K	\$229K	\$220K	\$234K	\$215K	\$225K	\$219K	\$220K	\$240K	\$209K	\$252K	\$277K	\$170K
Median Sales Price	\$210K	\$225K	\$205K	\$220K	\$205K	\$216K	\$211K	\$215K	\$219K	\$196K	\$232K	\$265K	\$164K
Med Sales Price as a % of Med List Price	95%	98%	93%	94%	96%	96%	96%	98%	91%	94%	92%	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



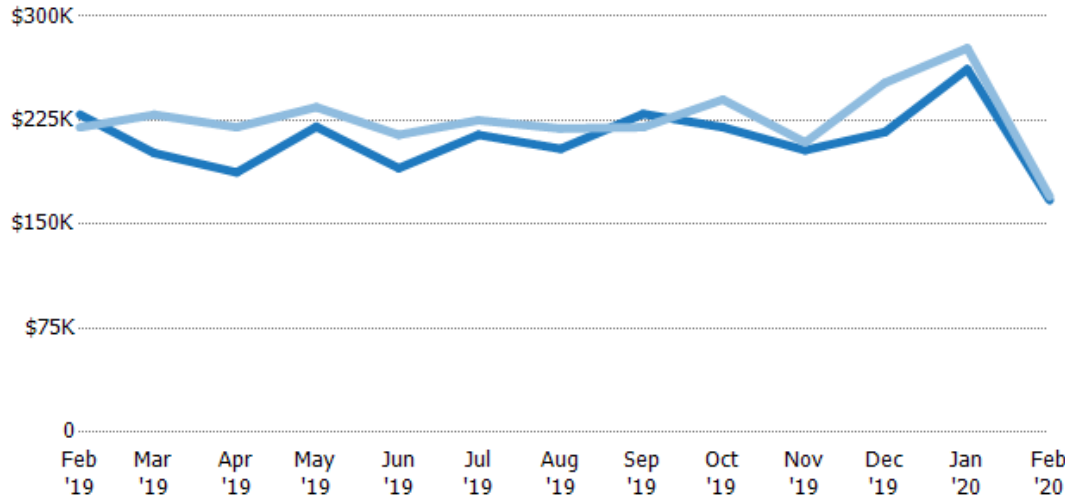
	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20
Avg Est Value	\$256K	\$229K	\$197K	\$250K	\$219K	\$229K	\$220K	\$321K	\$303K	\$239K	\$286K	\$303K	\$199K
Avg Sales Price	\$274K	\$244K	\$255K	\$279K	\$252K	\$245K	\$245K	\$311K	\$355K	\$242K	\$303K	\$304K	\$206K
Avg Sales Price as a % of Avg Est Value	107%	107%	130%	111%	115%	107%	112%	97%	117%	101%	106%	101%	103%

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



	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	\$229K	\$201K	\$187K	\$220K	\$190K	\$215K	\$204K	\$230K	\$220K	\$203K	\$216K	\$262K	\$167K
Median Sales Price	\$220K	\$229K	\$220K	\$234K	\$215K	\$225K	\$219K	\$220K	\$240K	\$209K	\$252K	\$277K	\$170K
Med Sales Price as a % of Med Est Value	96%	114%	117%	106%	113%	105%	107%	96%	109%	103%	116%	106%	102%