

Summary of Key Listing and Sales Metrics

A summary of the key metrics selected to be included in the report. MLS sources where licensed.

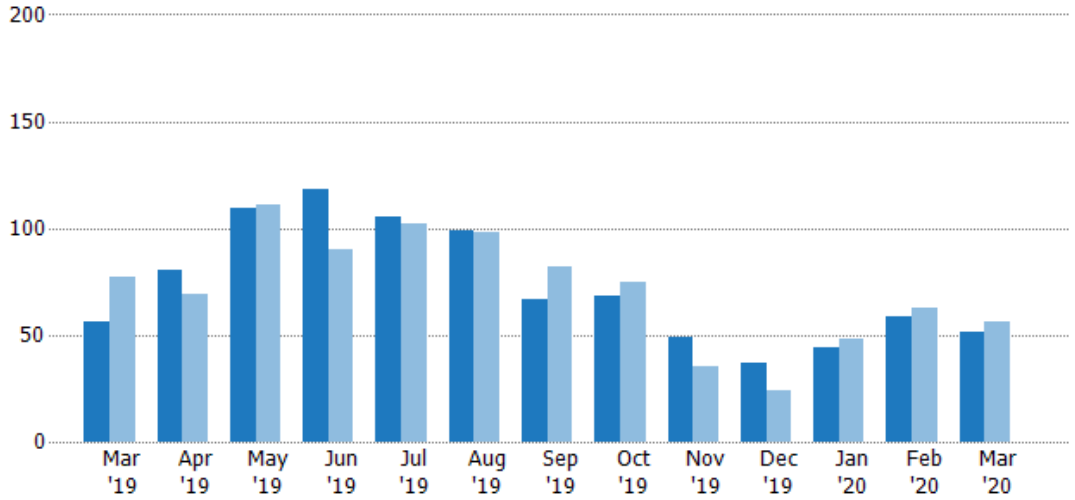
Key Metrics	Mar 2020	Mar 2019	+ / -	YTD 2020	YTD 2019	+ / -
Listing Activity Charts Metrics						
New Listing Count	51	56	-8.9%	154	167	-7.8%
New Listing Volume	\$15,231,800	\$13,667,650	+11.4%	\$45,060,850	\$42,702,399	+5.5%
Active Listing Count	251	361	-30.5%	N/A	N/A	
Active Listing Volume	\$91,326,149	\$130,346,719	-29.9%	N/A	N/A	
Average Listing Price	\$363,849	\$361,071	+0.8%	\$359,818	\$354,204	+1.6%
Median Listing Price	\$299,000	\$275,000	+8.7%	\$282,596	\$272,486	+3.7%
Median Days in RPR	133	188	-29.3%	140.99	179.85	-21.6%
Months of Inventory	10.5	27.8	-62.3%	8.7	12.5	-30.2%
Absorption Rate	9.56%	3.6%	+6%	11.48%	8.01%	+3.5%
Sales Activity Charts Metrics						
New Pending Sales Count	51	66	-22.7%	153	156	-1.9%
New Pending Sales Volume	\$13,346,800	\$14,754,650	-9.5%	\$43,310,700	\$38,497,750	+12.5%
Pending Sales Count	87	89	-2.2%	N/A	N/A	
Pending Sales Volume	\$26,852,900	\$25,369,650	+5.8%	N/A	N/A	
Closed Sales Count	44	50	-12%	107	91	+17.6%
Closed Sales Volume	\$10,155,400	\$10,656,839	-4.7%	\$25,877,406	\$22,388,714	+15.6%
Average Sales Price	\$230,805	\$213,137	+8.3%	\$241,845	\$246,030	-1.7%
Median Sales Price	\$232,000	\$179,750	+29.1%	\$207,350	\$199,681	+3.8%

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



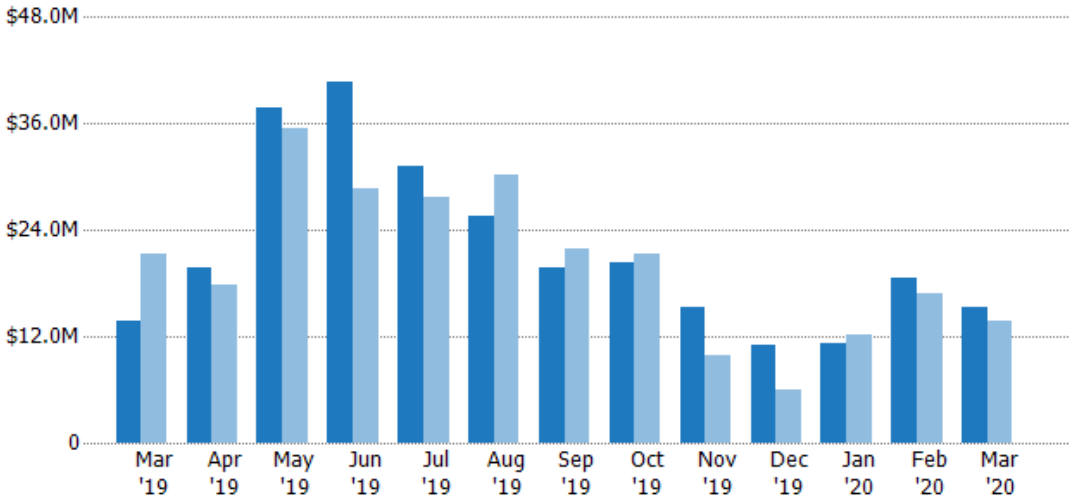
Month/Year	Current Year	Prior Year	Percent Change from Prior Year
Mar '20	51	56	-8.9%
Mar '19	56	77	-27.3%
Mar '18	77	77	-18.2%

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	Current Year	Prior Year	Percent Change from Prior Year
Mar '20	\$15.2M	\$13.7M	11.4%
Mar '19	\$13.7M	\$21.3M	-35.8%
Mar '18	\$21.3M	\$21.3M	-37.3%

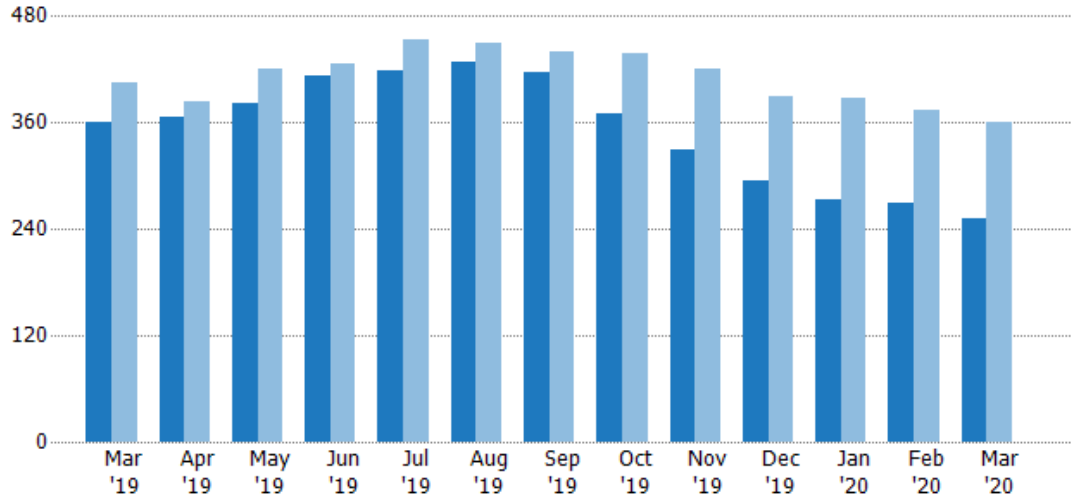
Active Listings

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.
Mar '20	251	-30.5%
Mar '19	361	-10.9%
Mar '18	405	-15.6%



Current Year	361	366	382	413	418	429	417	371	329	294	273	269	251
Prior Year	405	384	421	427	453	450	439	438	420	390	388	374	361
Percent Change from Prior Year	-11%	-5%	-9%	-3%	-8%	-5%	-5%	-15%	-22%	-25%	-30%	-28%	-30%

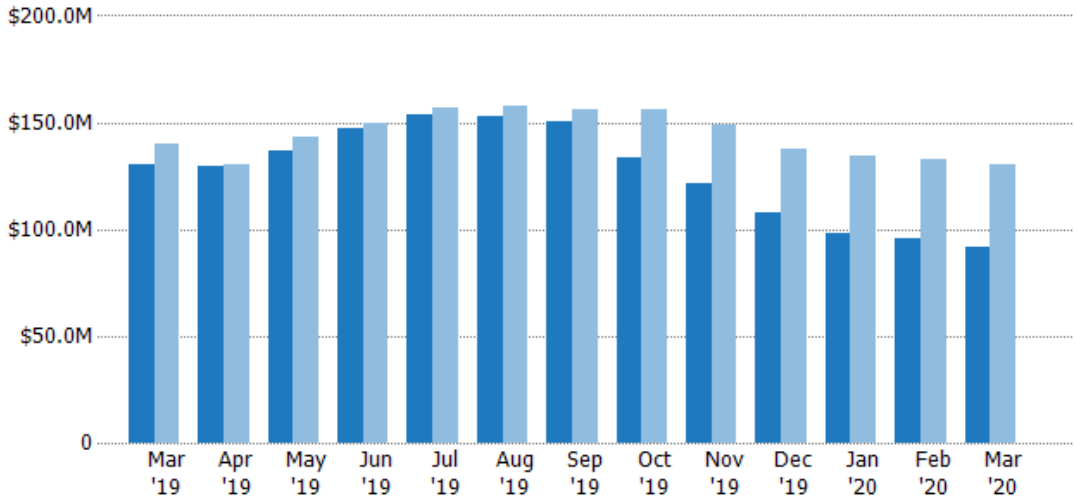
Active Listing Volume

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.
Mar '20	\$91.3M	-29.9%
Mar '19	\$130M	-7.1%
Mar '18	\$140M	-34.4%



Current Year	\$130M	\$130M	\$137M	\$148M	\$153M	\$153M	\$150M	\$134M	\$122M	\$108M	\$97.9M	\$96.1M	\$91.3M
Prior Year	\$140M	\$130M	\$143M	\$150M	\$156M	\$158M	\$156M	\$156M	\$149M	\$137M	\$135M	\$133M	\$130M
Percent Change from Prior Year	-7%	0%	-4%	-2%	-2%	-3%	-4%	-14%	-18%	-22%	-27%	-28%	-30%

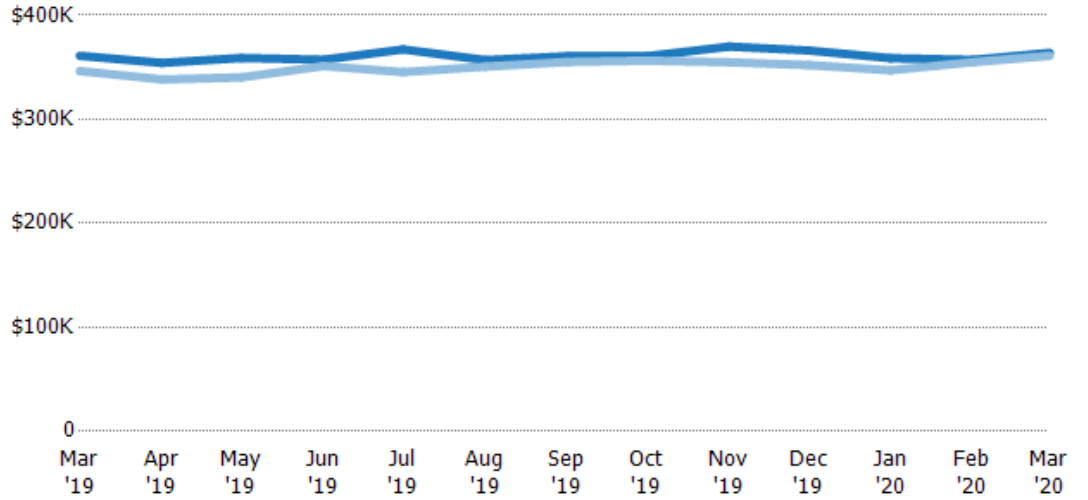
Average Listing Price

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.
Mar '20	\$364K	0.8%
Mar '19	\$361K	4.2%
Mar '18	\$346K	-22.3%



Current Year	\$361K	\$354K	\$359K	\$357K	\$367K	\$357K	\$361K	\$361K	\$370K	\$366K	\$359K	\$357K	\$364K
Prior Year	\$346K	\$338K	\$340K	\$351K	\$345K	\$351K	\$355K	\$356K	\$355K	\$352K	\$347K	\$355K	\$361K
Percent Change from Prior Year	4%	5%	5%	2%	6%	2%	2%	1%	4%	4%	3%	1%	1%

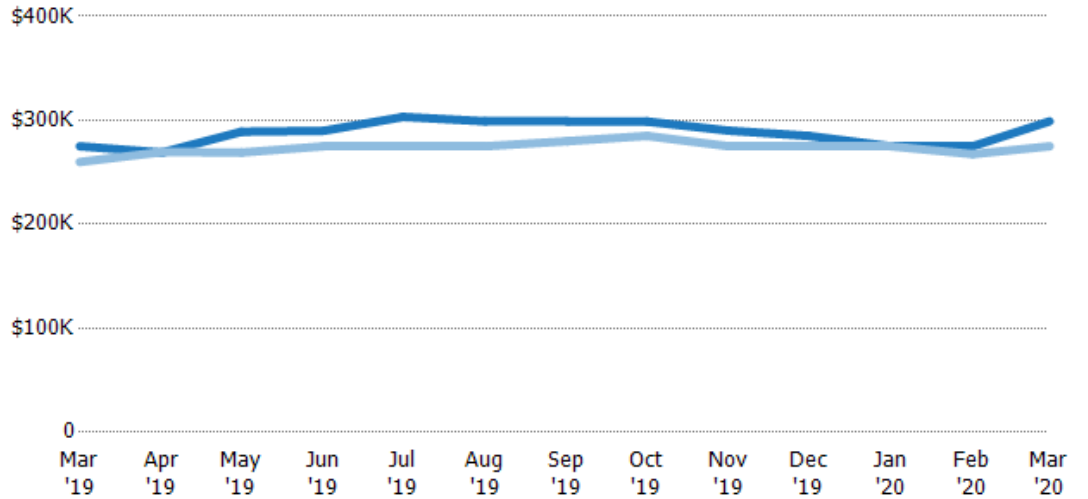
Median Listing Price

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.
Mar '20	\$299K	8.7%
Mar '19	\$275K	5.8%
Mar '18	\$260K	-18.2%



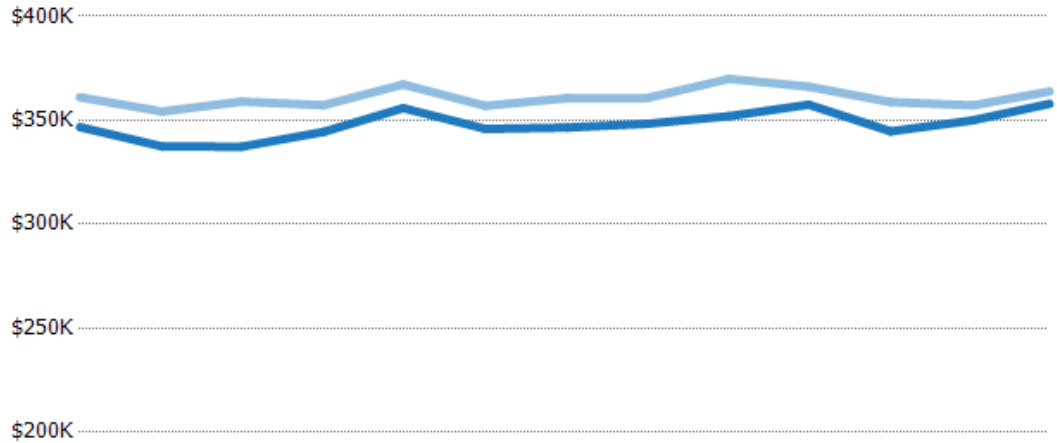
Current Year	\$275K	\$269K	\$289K	\$290K	\$303K	\$299K	\$299K	\$299K	\$290K	\$285K	\$275K	\$275K	\$299K
Prior Year	\$260K	\$269K	\$269K	\$275K	\$275K	\$275K	\$280K	\$285K	\$275K	\$275K	\$275K	\$267K	\$275K
Percent Change from Prior Year	6%	0%	7%	5%	10%	9%	7%	5%	5%	4%	0%	3%	9%

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



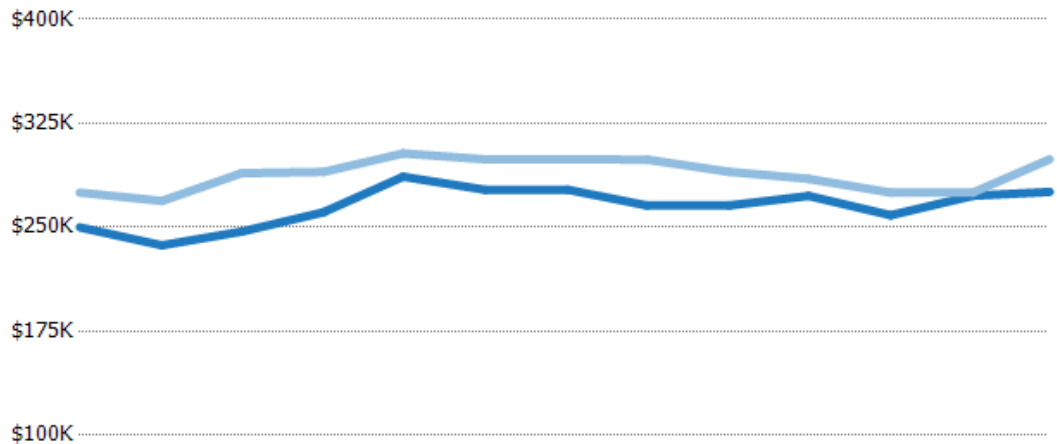
	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20
Avg Est Value	\$347K	\$337K	\$337K	\$344K	\$356K	\$346K	\$347K	\$348K	\$352K	\$358K	\$345K	\$350K	\$358K
Avg Listing Price	\$361K	\$354K	\$359K	\$357K	\$367K	\$357K	\$361K	\$361K	\$370K	\$366K	\$359K	\$357K	\$364K
Avg Listing Price as a % of Avg Est Value	104%	105%	106%	104%	103%	103%	104%	104%	105%	102%	104%	102%	102%

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



	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20
Median Est Value	\$250K	\$237K	\$247K	\$261K	\$287K	\$277K	\$277K	\$266K	\$266K	\$273K	\$259K	\$273K	\$276K
Median Listing Price	\$275K	\$269K	\$289K	\$290K	\$303K	\$299K	\$299K	\$299K	\$290K	\$285K	\$275K	\$275K	\$299K
Med Listing Price as a % of Med Est Value	110%	114%	117%	111%	106%	108%	108%	112%	109%	105%	106%	101%	109%

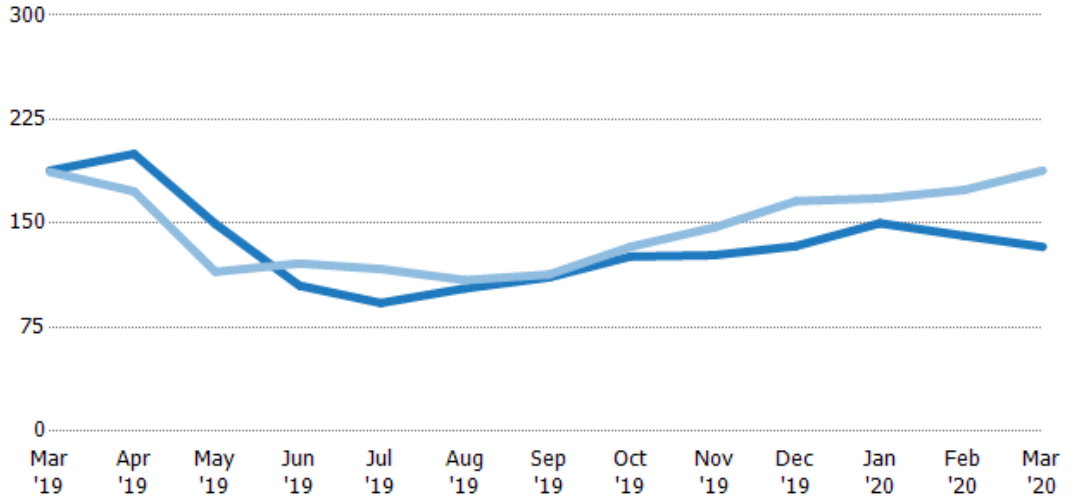
Median Days in RPR

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.
Mar '20	133	-29.3%
Mar '19	188	0.5%
Mar '18	187	-14.4%



	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20
Current Year	188	200	150	105	92.5	103	111	126	127	134	150	141	133
Prior Year	187	173	115	121	117	109	113	133	147	166	168	174	188
Percent Change from Prior Year	1%	16%	30%	-13%	-21%	-6%	-2%	-5%	-14%	-20%	-11%	-19%	-29%

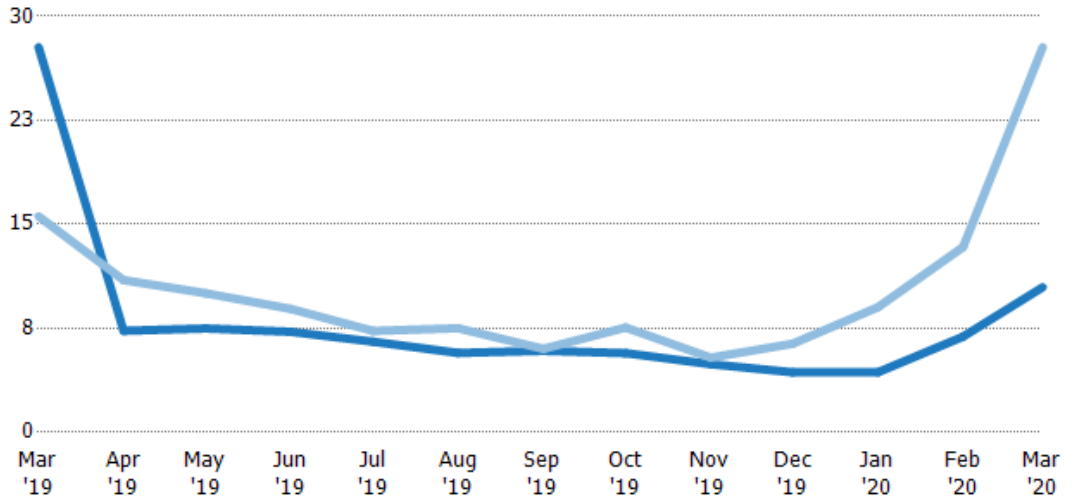
Months of Inventory

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.
Mar '20	10.5	-62.3%
Mar '19	27.8	78.3%
Mar '18	15.6	-33.5%



	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20
Current Year	27.8	7.32	7.49	7.25	6.53	5.72	5.87	5.71	4.91	4.32	4.33	6.9	10.5
Prior Year	15.6	11	10	8.9	7.31	7.5	6.01	7.55	5.38	6.39	9.02	13.4	27.8
Percent Change from Prior Year	78%	-33%	-25%	-19%	-11%	-24%	-2%	-24%	-9%	-32%	-52%	-48%	-62%

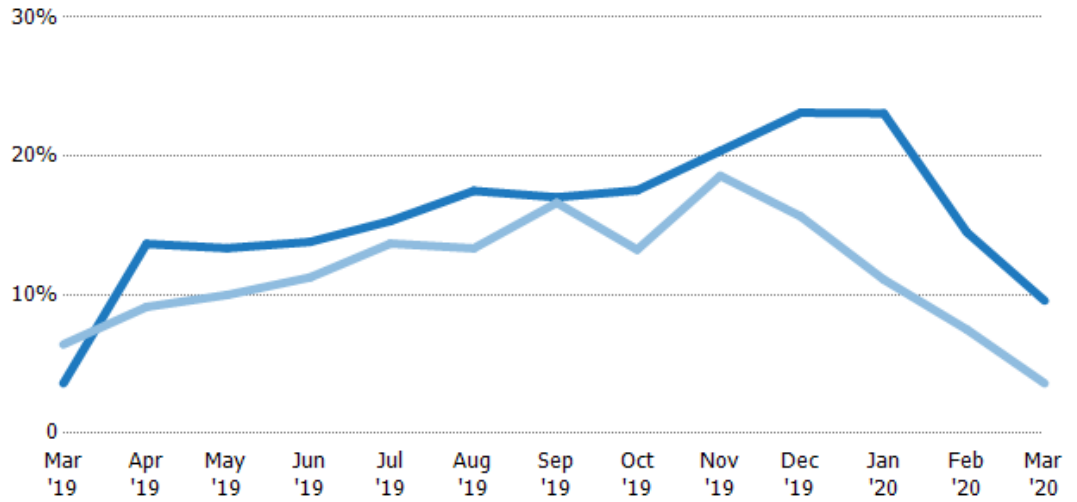
Absorption Rate

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.
Mar '20	10%	-6%
Mar '19	4%	2.8%
Mar '18	6%	50.4%



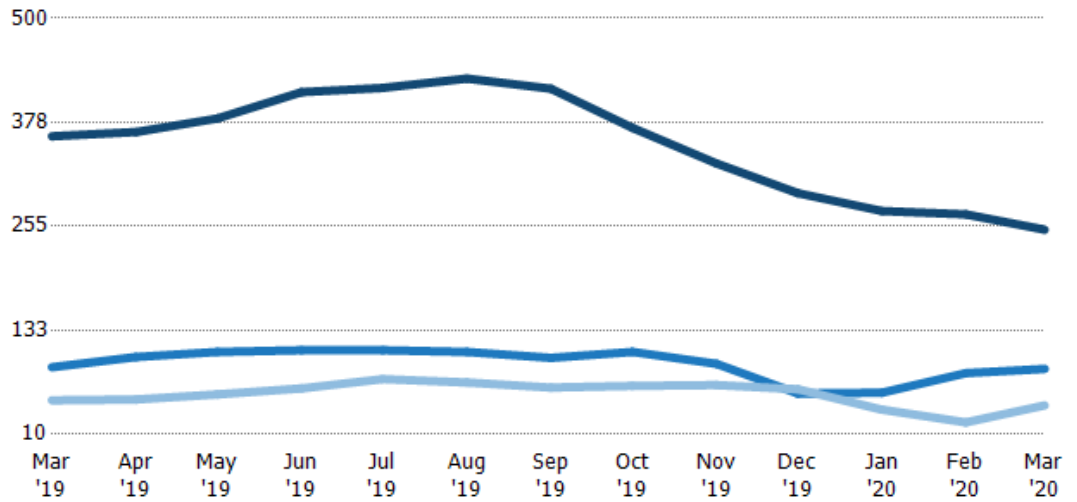
	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20
Current Year	4%	14%	13%	14%	15%	17%	17%	18%	20%	23%	23%	14%	10%
Prior Year	6%	9%	10%	11%	14%	13%	17%	13%	19%	16%	11%	7%	4%
Change from Prior Year	3%	-5%	-3%	-3%	-2%	-4%	0%	-4%	-2%	-7%	-12%	-7%	-6%

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



	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20
Active	361	366	382	413	418	429	417	371	329	294	273	269	251
Pending	89	101	107	109	109	107	100	107	93	58	59	82	87
Sold	50	51	57	64	75	71	65	67	68	63	39	24	44

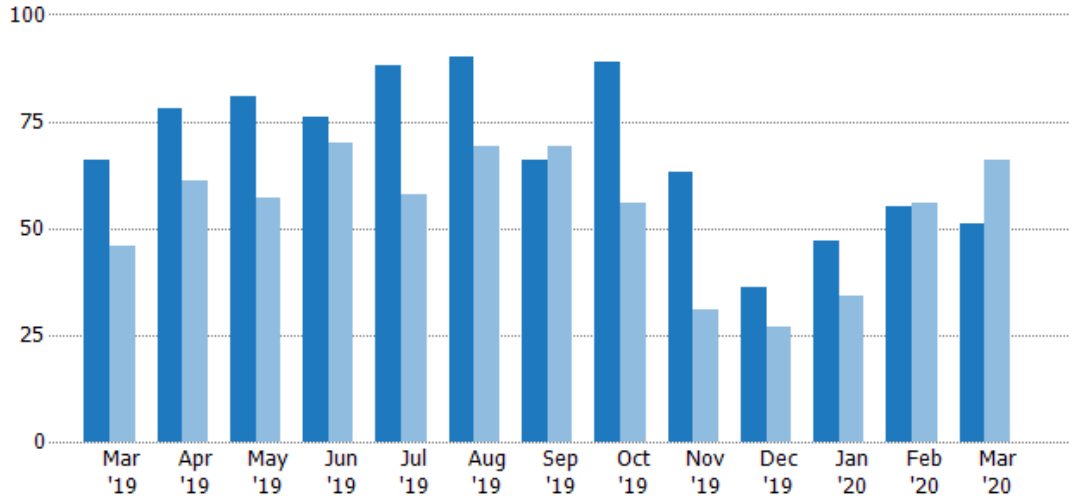
New Pending Sales

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.
Mar '20	51	-22.7%
Mar '19	66	43.5%
Mar '18	46	23.9%



	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20
Current Year	66	78	81	76	88	90	66	89	63	36	47	55	51
Prior Year	46	61	57	70	58	69	69	56	31	27	34	56	66
Percent Change from Prior Year	43%	28%	42%	9%	52%	30%	-4%	59%	103%	33%	38%	-2%	-23%

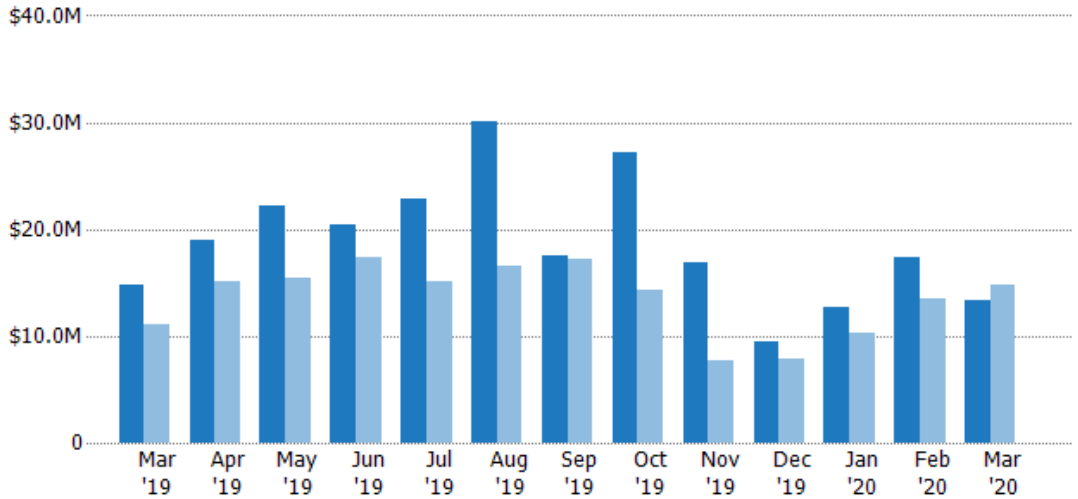
New Pending Sales Volume

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.
Mar '20	\$13.3M	-9.5%
Mar '19	\$14.8M	34%
Mar '18	\$11M	15.7%



	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20
Current Year	\$14.8M	\$19M	\$22.1M	\$20.4M	\$22.9M	\$30.1M	\$17.6M	\$27.1M	\$16.9M	\$9.55M	\$12.6M	\$17.3M	\$13.3M
Prior Year	\$11M	\$15.1M	\$15.4M	\$17.4M	\$15M	\$16.5M	\$17.2M	\$14.3M	\$7.67M	\$7.88M	\$10.2M	\$13.5M	\$14.8M
Percent Change from Prior Year	34%	26%	44%	17%	52%	83%	2%	90%	120%	21%	23%	28%	-10%

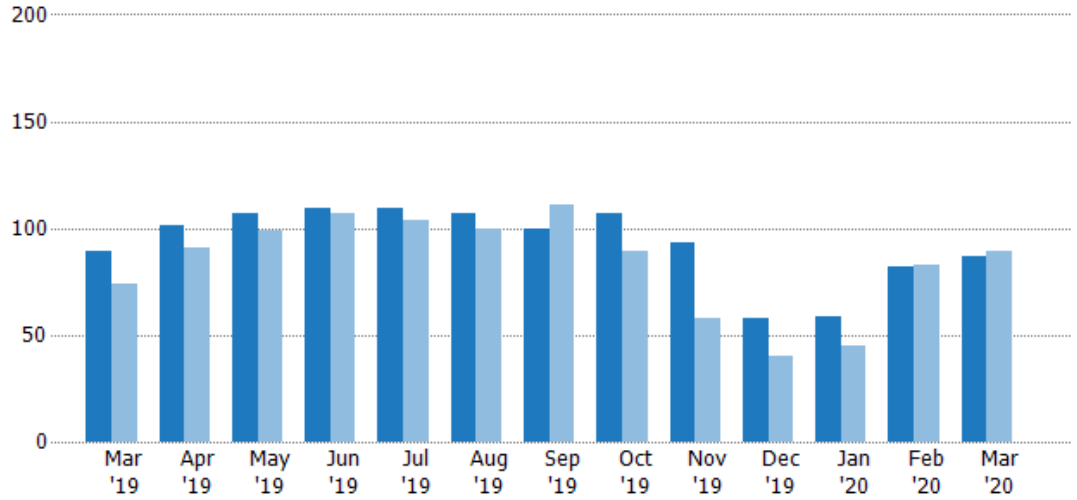
Pending Sales

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.
Mar '20	87	-2.2%
Mar '19	89	20.3%
Mar '18	74	14.9%



Current Year	89	101	107	109	109	107	100	107	93	58	59	82	87
Prior Year	74	91	99	107	104	100	111	89	58	40	45	83	89
Percent Change from Prior Year	20%	11%	8%	2%	5%	7%	-10%	20%	60%	45%	31%	-1%	-2%

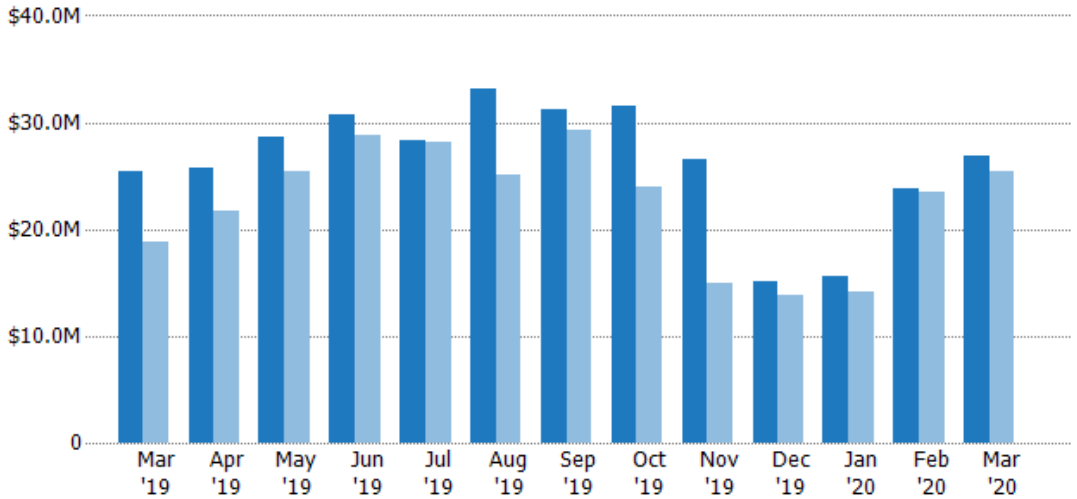
Pending Sales Volume

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.
Mar '20	\$26.9M	5.8%
Mar '19	\$25.4M	35.3%
Mar '18	\$18.7M	6.6%



Current Year	\$25.4M	\$25.8M	\$28.6M	\$30.7M	\$28.3M	\$33.2M	\$31.2M	\$31.5M	\$26.6M	\$15.1M	\$15.6M	\$23.9M	\$26.9M
Prior Year	\$18.7M	\$21.7M	\$25.4M	\$28.7M	\$28.2M	\$25M	\$29.2M	\$23.9M	\$15M	\$13.9M	\$14.1M	\$23.6M	\$25.4M
Percent Change from Prior Year	35%	19%	13%	7%	0%	33%	7%	32%	78%	9%	11%	1%	6%

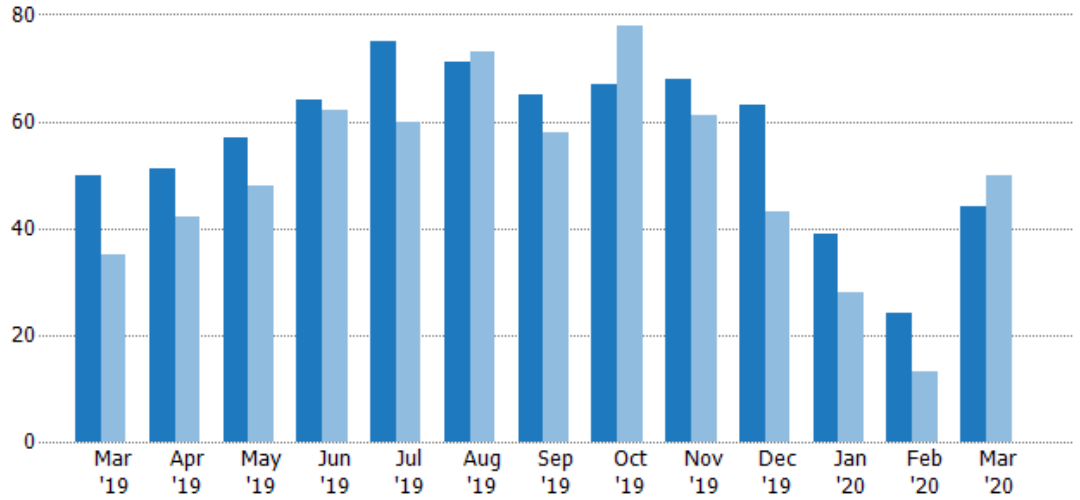
Closed Sales

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.
Mar '20	44	-12%
Mar '19	50	42.9%
Mar '18	35	31.4%



Current Year	50	51	57	64	75	71	65	67	68	63	39	24	44
Prior Year	35	42	48	62	60	73	58	78	61	43	28	13	50
Percent Change from Prior Year	43%	21%	19%	3%	25%	-3%	12%	-14%	11%	47%	39%	85%	-12%

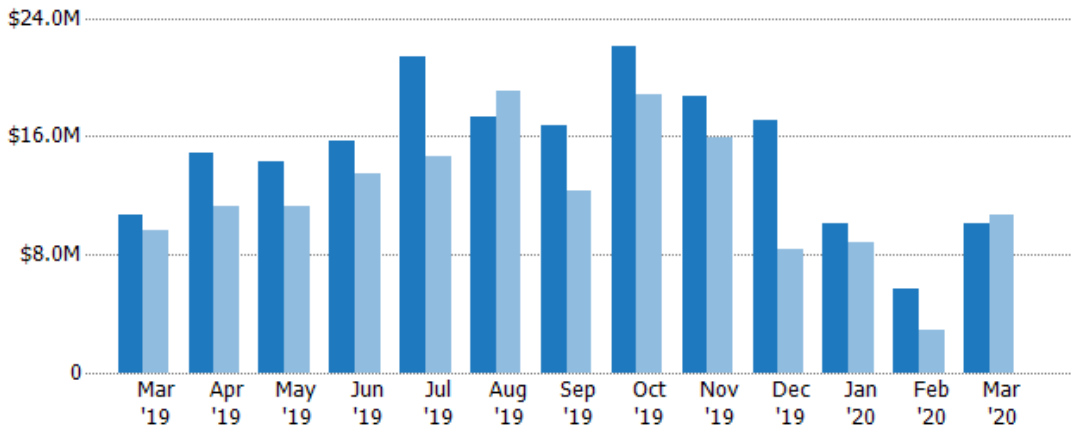
Closed Sales Volume

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.
Mar '20	\$10.2M	-4.7%
Mar '19	\$10.7M	10.7%
Mar '18	\$9.63M	1.7%



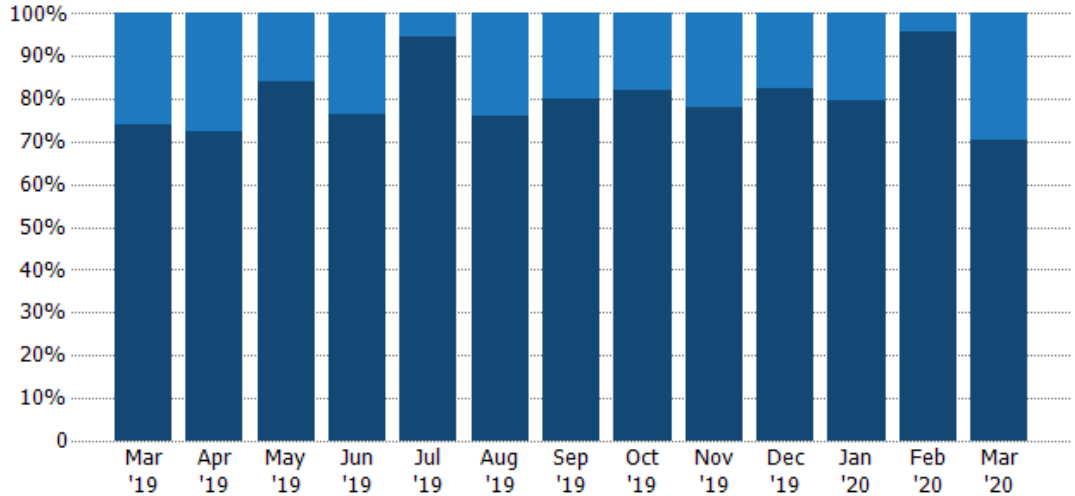
Current Year	\$10.7M	\$14.9M	\$14.2M	\$15.7M	\$21.4M	\$17.3M	\$16.8M	\$22M	\$18.7M	\$17.1M	\$10.1M	\$5.63M	\$10.2M
Prior Year	\$9.63M	\$11.2M	\$11.3M	\$13.5M	\$14.7M	\$19M	\$12.4M	\$18.8M	\$15.9M	\$8.37M	\$8.79M	\$2.94M	\$10.7M
Percent Change from Prior Year	11%	32%	26%	17%	46%	-9%	36%	17%	18%	104%	15%	91%	-5%

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



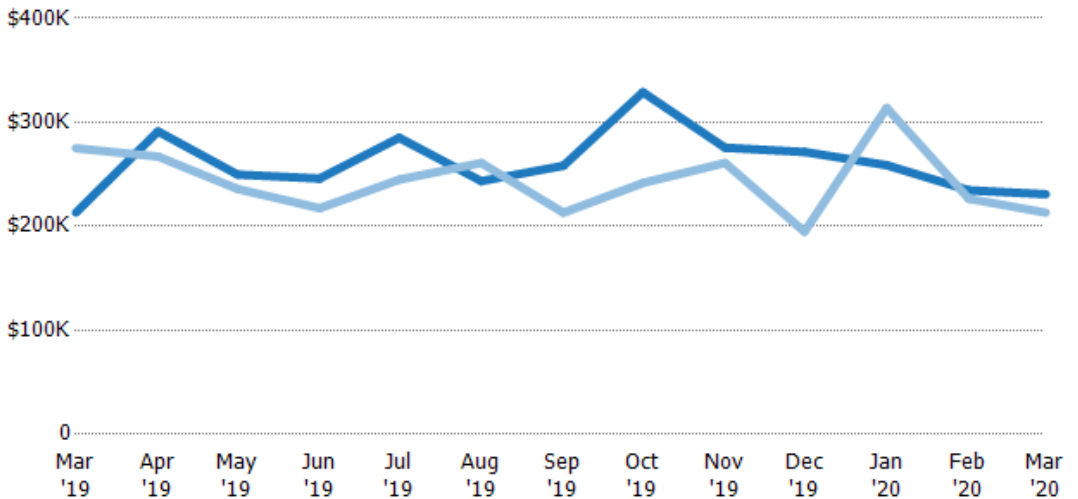
Condo/Townhouse	26%	27%	16%	23%	5%	24%	20%	18%	22%	17%	21%	4%	30%
Single Family Residence	74%	73%	84%	77%	95%	76%	80%	82%	78%	83%	79%	96%	70%

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.
Mar '20	\$231K	8.3%
Mar '19	\$213K	-22.5%
Mar '18	\$275K	-22.6%

Current Year	\$213K	\$291K	\$250K	\$246K	\$285K	\$243K	\$258K	\$329K	\$276K	\$271K	\$259K	\$235K	\$231K
Prior Year	\$275K	\$267K	\$236K	\$217K	\$245K	\$261K	\$213K	\$242K	\$261K	\$195K	\$314K	\$226K	\$213K
Percent Change from Prior Year	-23%	9%	6%	13%	16%	-7%	21%	36%	6%	39%	-18%	4%	8%

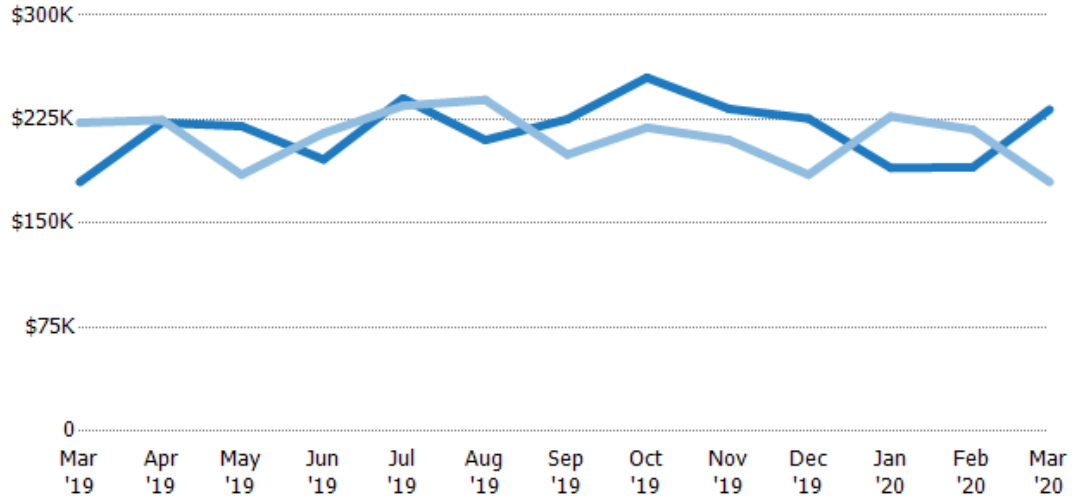
Median Sales Price

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.
Mar '20	\$232K	29.1%
Mar '19	\$180K	-19.2%
Mar '18	\$223K	-9.9%



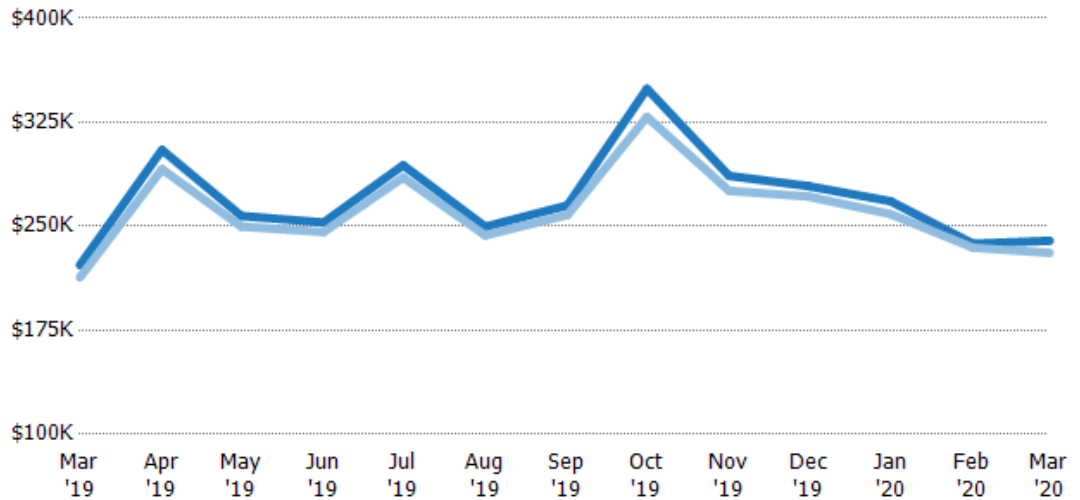
Current Year	\$180K	\$223K	\$220K	\$196K	\$240K	\$210K	\$225K	\$255K	\$233K	\$226K	\$190K	\$190K	\$232K
Prior Year	\$223K	\$225K	\$185K	\$215K	\$235K	\$239K	\$200K	\$219K	\$210K	\$185K	\$227K	\$218K	\$180K
Percent Change from Prior Year	-19%	-1%	19%	-9%	2%	-12%	13%	16%	11%	22%	-16%	-12%	29%

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



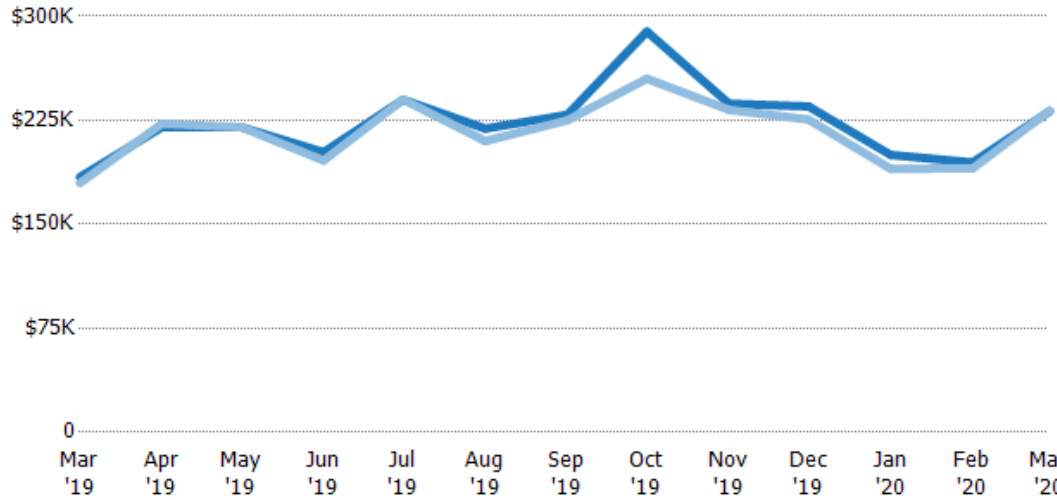
Avg List Price	\$222K	\$305K	\$257K	\$253K	\$294K	\$250K	\$265K	\$349K	\$286K	\$279K	\$268K	\$237K	\$240K
Avg Sales Price	\$213K	\$291K	\$250K	\$246K	\$285K	\$243K	\$258K	\$329K	\$276K	\$271K	\$259K	\$235K	\$231K
Avg Sales Price as a % of Avg List Price	96%	95%	97%	97%	97%	97%	97%	94%	96%	97%	97%	99%	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: Washington County, Vermont
 Property Type: Condo/Townhouse/Apt, Single Family Residence



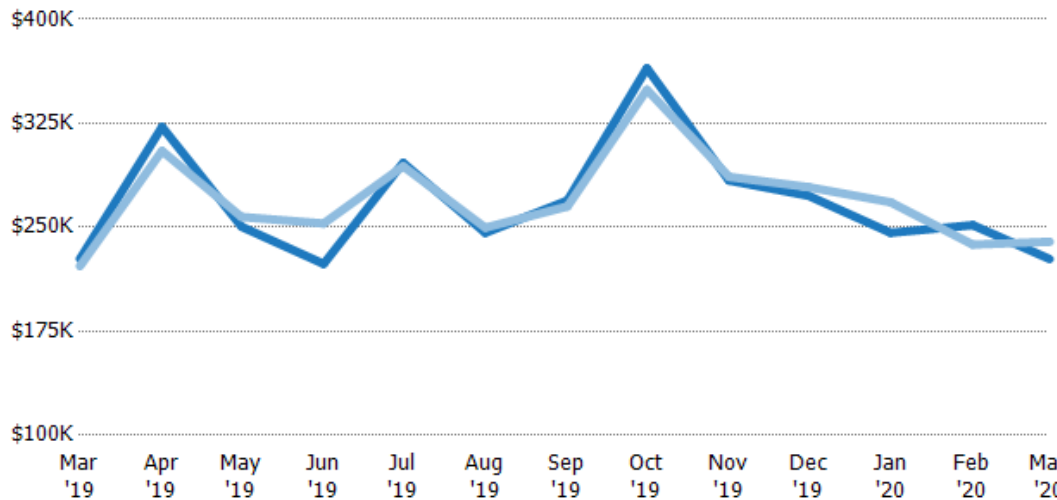
	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20
Median List Price	\$184K	\$220K	\$220K	\$202K	\$240K	\$219K	\$229K	\$289K	\$237K	\$235K	\$200K	\$195K	\$232K
Median Sales Price	\$180K	\$223K	\$220K	\$196K	\$240K	\$210K	\$225K	\$255K	\$233K	\$226K	\$190K	\$190K	\$232K
Med Sales Price as a % of Med List Price	98%	101%	100%	97%	100%	96%	98%	88%	98%	96%	95%	98%	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



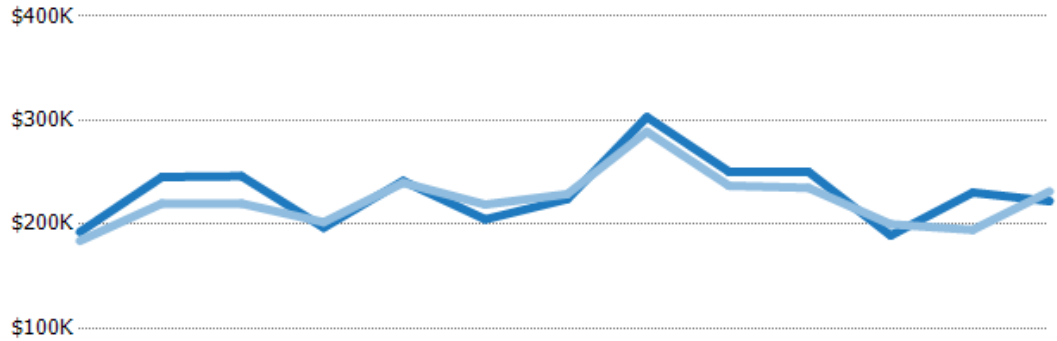
	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20
Avg Est Value	\$227K	\$322K	\$250K	\$224K	\$296K	\$246K	\$269K	\$365K	\$284K	\$273K	\$246K	\$252K	\$227K
Avg Sales Price	\$222K	\$305K	\$257K	\$253K	\$294K	\$250K	\$265K	\$349K	\$286K	\$279K	\$268K	\$237K	\$240K
Avg Sales Price as a % of Avg Est Value	98%	95%	103%	113%	99%	102%	98%	96%	101%	102%	109%	94%	106%

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



	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20
Median Est Value	\$193K	\$246K	\$246K	\$197K	\$242K	\$205K	\$224K	\$303K	\$250K	\$250K	\$189K	\$230K	\$222K
Median Sales Price	\$184K	\$220K	\$220K	\$202K	\$240K	\$219K	\$229K	\$289K	\$237K	\$235K	\$200K	\$195K	\$232K
Med Sales Price as a % of Med Est Value	96%	90%	89%	103%	99%	107%	102%	95%	95%	94%	106%	84%	104%