

## 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	Apr 2020	Apr 2019	+ / -	YTD 2020	YTD 2019	+ / -
<b>Listing Activity Charts Metrics</b>						
New Listing Count	42	79	-46.8%	199	245	-18.8%
New Listing Volume	\$12,924,900	\$19,554,700	-33.9%	\$59,112,650	\$62,142,099	-4.9%
Active Listing Count	242	358	-32.4%	N/A	N/A	
Active Listing Volume	\$90,350,299	\$125,237,469	-27.9%	N/A	N/A	
Average Listing Price	\$373,348	\$349,825	+6.7%	\$364,823	\$349,606	+4.4%
Median Listing Price	\$299,900	\$261,250	+14.8%	\$287,457	\$263,327	+9.2%
Median Days in RPR	137	198	-30.8%	139.32	182.58	-23.7%
Months of Inventory	5.4	7.2	-24.9%	7.5	11.1	-32.4%
Absorption Rate	18.6%	13.97%	+4.6%	13.38%	9.05%	+4.3%
<b>Sales Activity Charts Metrics</b>						
New Pending Sales Count	48	78	-38.5%	199	234	-15%
New Pending Sales Volume	\$13,793,750	\$18,952,950	-27.2%	\$56,811,950	\$57,450,700	-1.1%
Pending Sales Count	89	100	-11%	N/A	N/A	
Pending Sales Volume	\$24,629,050	\$25,701,050	-4.2%	N/A	N/A	
Closed Sales Count	31	51	-39.2%	139	142	-2.1%
Closed Sales Volume	\$10,293,312	\$14,852,300	-30.7%	\$36,475,718	\$37,241,014	-2.1%
Average Sales Price	\$332,042	\$291,222	+14%	\$262,415	\$262,261	+0.1%
Median Sales Price	\$309,000	\$222,500	+38.9%	\$230,845	\$207,877	+11%

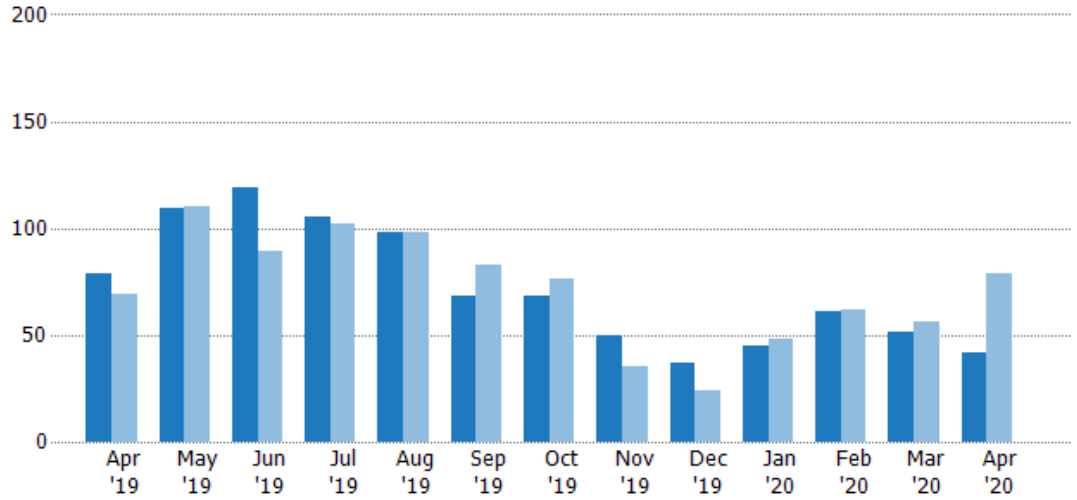
## New Listings

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.
Apr '20	42	-46.8%
Apr '19	79	14.5%
Apr '18	69	0%



Current Year	79	109	119	105	98	68	68	50	37	45	61	51	42
Prior Year	69	110	89	102	98	83	76	35	24	48	62	56	79
Percent Change from Prior Year	14%	-1%	34%	3%	0%	-18%	-11%	43%	54%	-6%	-2%	-9%	-47%

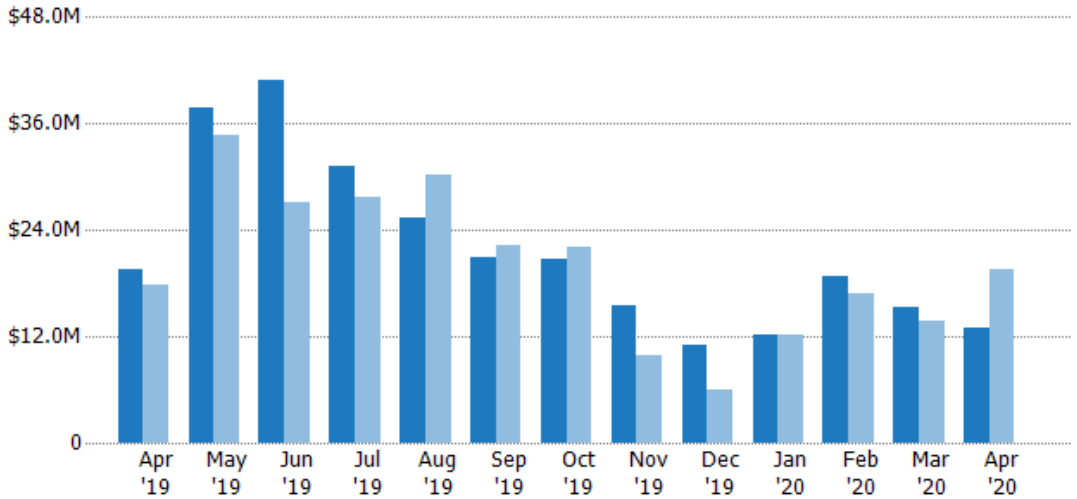
## New Listing Volume

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.
Apr '20	\$12.9M	-33.9%
Apr '19	\$19.6M	9.5%
Apr '18	\$17.9M	-4.6%



Current Year	\$19.6M	\$37.7M	\$40.9M	\$31.2M	\$25.4M	\$20.9M	\$20.7M	\$15.5M	\$11M	\$12.2M	\$18.8M	\$15.2M	\$12.9M
Prior Year	\$17.9M	\$34.6M	\$27.1M	\$27.7M	\$30.2M	\$22.3M	\$22M	\$9.91M	\$6.02M	\$12.2M	\$16.8M	\$13.7M	\$19.6M
Percent Change from Prior Year	10%	9%	51%	13%	-16%	-6%	-6%	57%	83%	0%	12%	11%	-34%

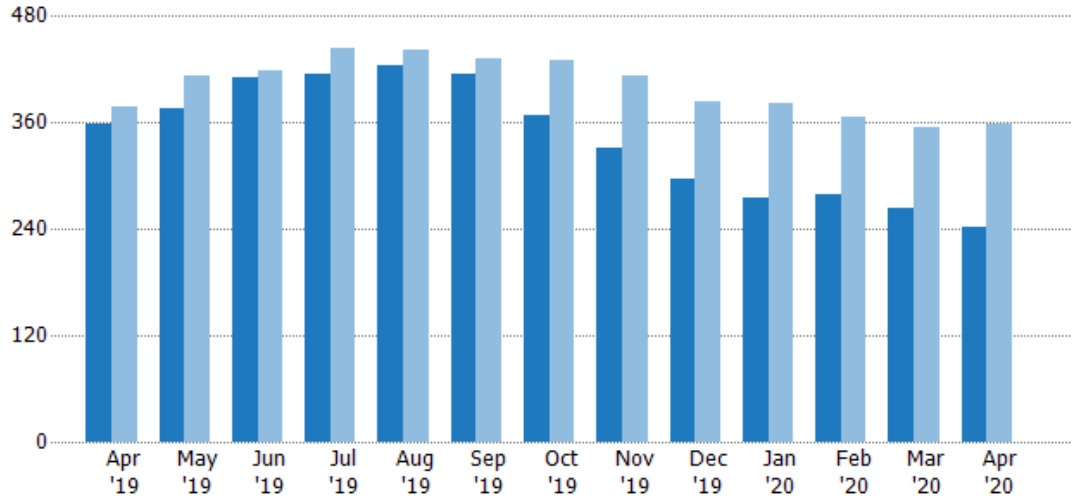
## Active Listings

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.
Apr '20	242	-32.4%
Apr '19	358	-5%
Apr '18	377	-5.3%



Current Year	358	376	410	415	425	414	369	331	297	276	279	264	242
Prior Year	377	413	418	444	442	432	431	413	383	381	366	354	358
Percent Change from Prior Year	-5%	-9%	-2%	-7%	-4%	-4%	-14%	-20%	-22%	-28%	-24%	-25%	-32%

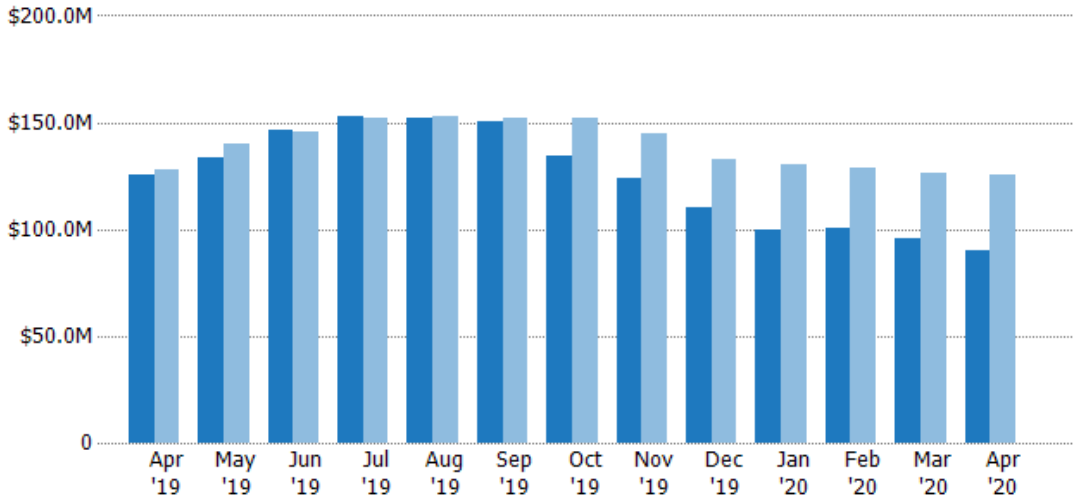
## Active Listing Volume

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.
Apr '20	\$90.4M	-27.9%
Apr '19	\$125M	-1.9%
Apr '18	\$128M	-23.1%



Current Year	\$125M	\$134M	\$147M	\$153M	\$152M	\$150M	\$134M	\$124M	\$110M	\$100M	\$101M	\$96M	\$90.4M
Prior Year	\$128M	\$140M	\$145M	\$152M	\$153M	\$152M	\$152M	\$145M	\$133M	\$130M	\$128M	\$126M	\$125M
Percent Change from Prior Year	-2%	-4%	1%	1%	-1%	-1%	-12%	-14%	-17%	-23%	-21%	-24%	-28%

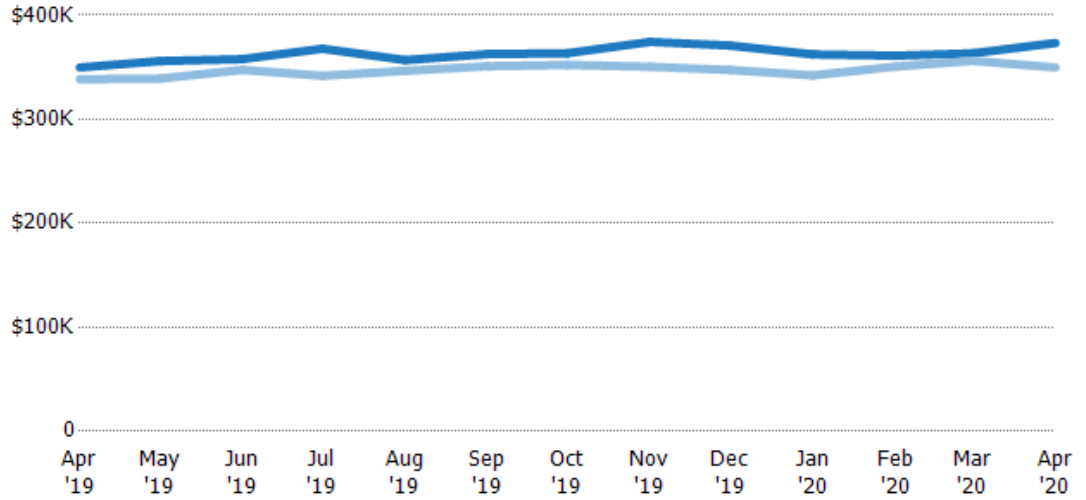
## Average Listing Price

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.
Apr '20	\$373K	6.7%
Apr '19	\$350K	3.3%
Apr '18	\$339K	-18.8%



Current Year	\$350K	\$356K	\$358K	\$368K	\$357K	\$363K	\$364K	\$374K	\$371K	\$362K	\$361K	\$363K	\$373K
Prior Year	\$339K	\$339K	\$347K	\$342K	\$347K	\$351K	\$352K	\$351K	\$347K	\$342K	\$351K	\$356K	\$350K
Percent Change from Prior Year	3%	5%	3%	8%	3%	3%	3%	7%	7%	6%	3%	2%	7%

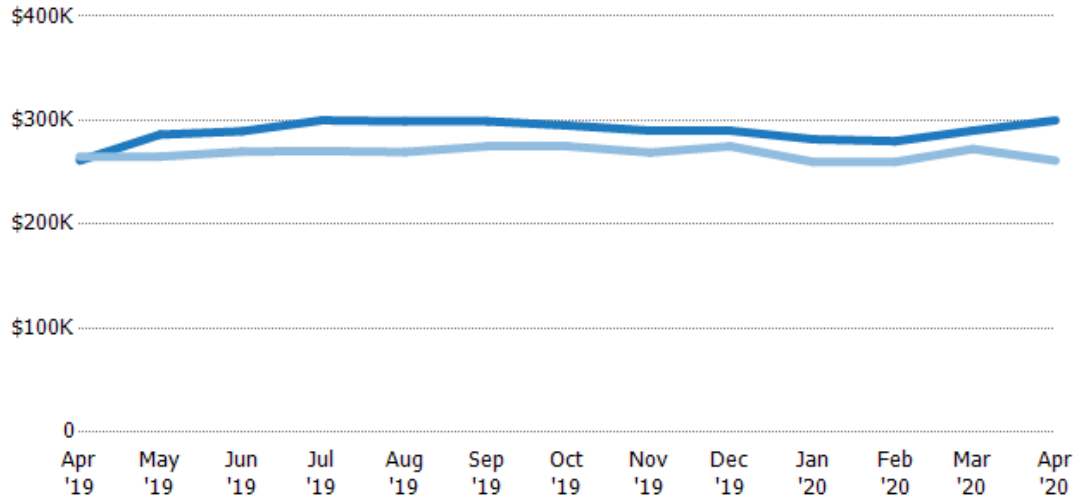
## Median Listing Price

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.
Apr '20	\$300K	14.8%
Apr '19	\$261K	-1.4%
Apr '18	\$265K	-18.9%



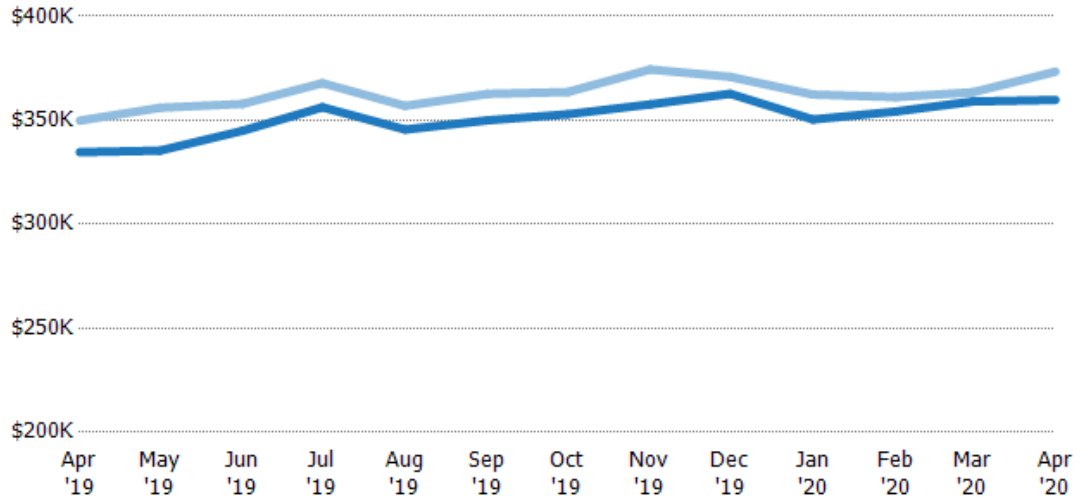
Current Year	\$261K	\$286K	\$289K	\$300K	\$299K	\$299K	\$295K	\$290K	\$290K	\$282K	\$280K	\$290K	\$300K
Prior Year	\$265K	\$265K	\$270K	\$270K	\$269K	\$275K	\$275K	\$269K	\$275K	\$260K	\$260K	\$272K	\$261K
Percent Change from Prior Year	-1%	8%	7%	11%	11%	9%	7%	8%	5%	8%	8%	6%	15%

## 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



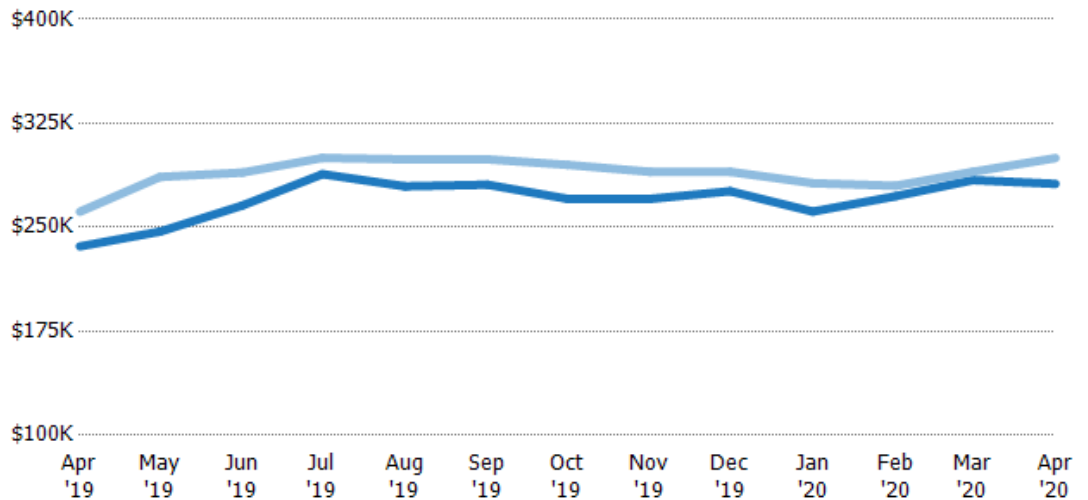
	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20
Avg Est Value	\$335K	\$335K	\$345K	\$356K	\$346K	\$350K	\$353K	\$358K	\$363K	\$350K	\$354K	\$359K	\$360K
Avg Listing Price	\$350K	\$356K	\$358K	\$368K	\$357K	\$363K	\$364K	\$374K	\$371K	\$362K	\$361K	\$363K	\$373K
Avg Listing Price as a % of Avg Est Value	105%	106%	104%	103%	103%	104%	103%	105%	102%	103%	102%	101%	104%

## 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



	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20
Median Est Value	\$236K	\$247K	\$266K	\$288K	\$280K	\$281K	\$270K	\$270K	\$276K	\$261K	\$272K	\$284K	\$281K
Median Listing Price	\$261K	\$286K	\$289K	\$300K	\$299K	\$299K	\$295K	\$290K	\$290K	\$282K	\$280K	\$290K	\$300K
Med Listing Price as a % of Med Est Value	111%	116%	109%	104%	107%	107%	109%	107%	105%	108%	103%	102%	107%

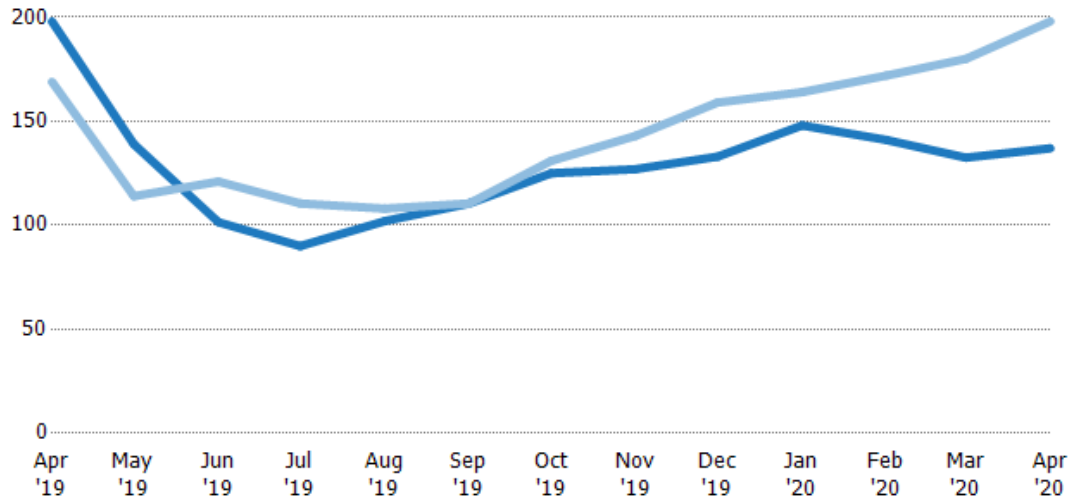
## Median Days in RPR

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.
Apr '20	137	-30.8%
Apr '19	198	17.2%
Apr '18	169	-18.9%



Current Year	198	139	102	90	102	111	125	127	133	148	141	133	137
Prior Year	169	114	121	111	108	111	131	143	159	164	172	180	198
Percent Change from Prior Year	17%	22%	-16%	-19%	-6%	0%	-5%	-11%	-16%	-10%	-18%	-26%	-31%

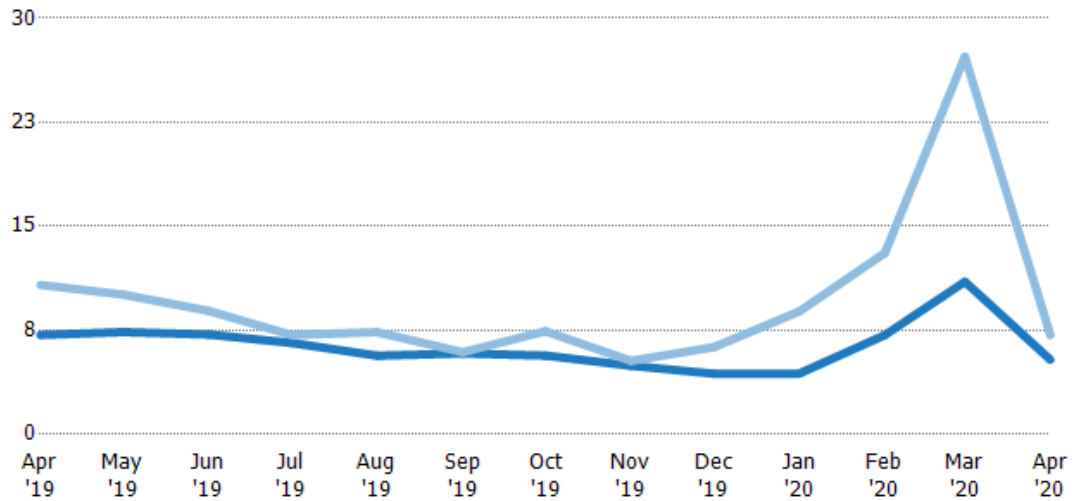
## Months of Inventory

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.
Apr '20	5.38	-24.9%
Apr '19	7.16	-33.5%
Apr '18	10.8	-24.7%



Current Year	7.16	7.37	7.19	6.59	5.67	5.83	5.68	4.94	4.37	4.38	7.15	11	5.38
Prior Year	10.8	10.1	8.89	7.16	7.37	5.92	7.43	5.29	6.28	8.86	13.1	27.2	7.16
Percent Change from Prior Year	-34%	-27%	-19%	-8%	-23%	-1%	-24%	-7%	-30%	-51%	-45%	-60%	-25%

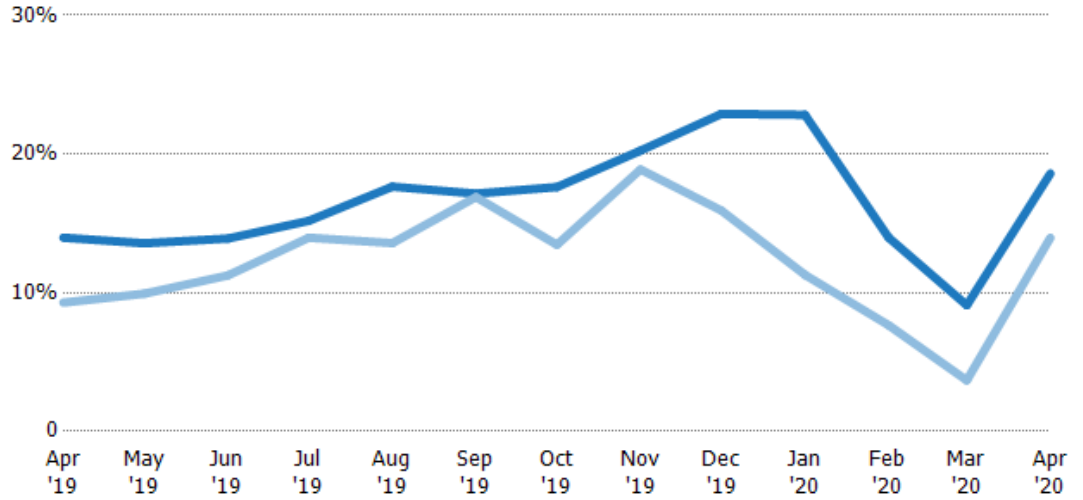
## Absorption Rate

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.
Apr '20	19%	-4.6%
Apr '19	14%	-4.7%
Apr '18	9%	32.8%



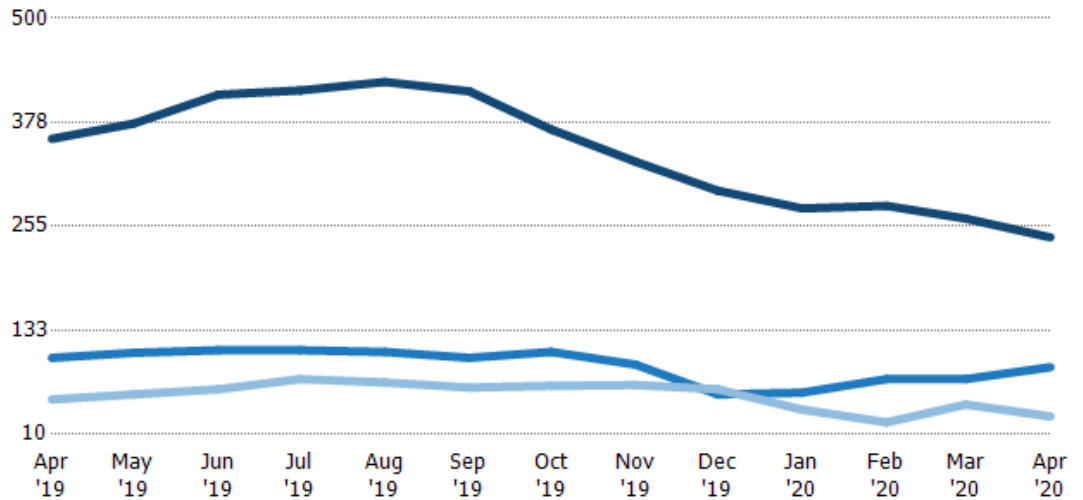
Current Year	14%	14%	14%	15%	18%	17%	18%	20%	23%	23%	14%	9%	19%
Prior Year	9%	10%	11%	14%	14%	17%	13%	19%	16%	11%	8%	4%	14%
Change from Prior Year	-5%	-4%	-3%	-1%	-4%	0%	-4%	-1%	-7%	-12%	-6%	-5%	-5%

## 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



Active	358	376	410	415	425	414	369	331	297	276	279	264	242
Pending	100	106	109	109	107	100	107	92	57	59	75	75	89
Sold	51	57	63	75	71	65	67	68	63	39	24	45	31

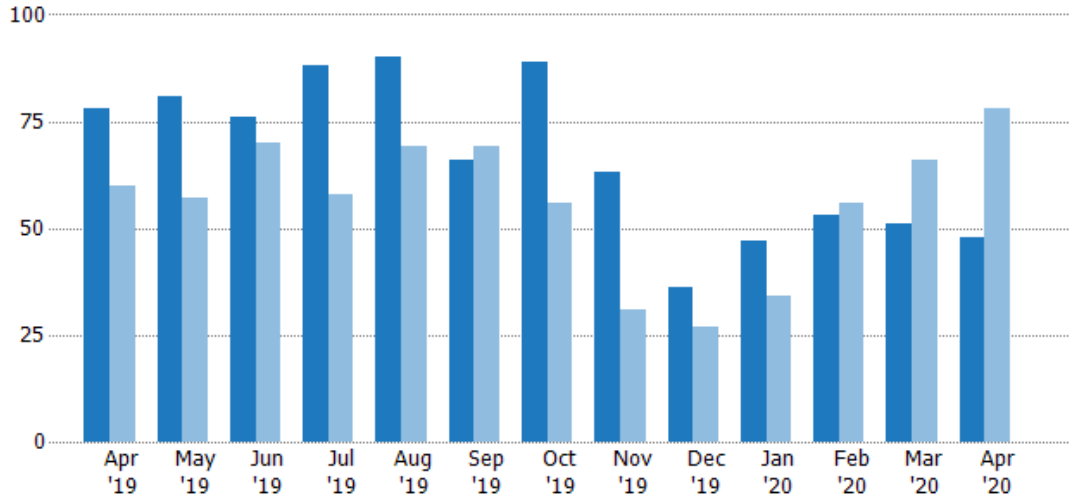
## New Pending Sales

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.
Apr '20	48	-38.5%
Apr '19	78	30%
Apr '18	60	-31.7%



Current Year	78	81	76	88	90	66	89	63	36	47	53	51	48
Prior Year	60	57	70	58	69	69	56	31	27	34	56	66	78
Percent Change from Prior Year	30%	42%	9%	52%	30%	-4%	59%	103%	33%	38%	-5%	-23%	-38%

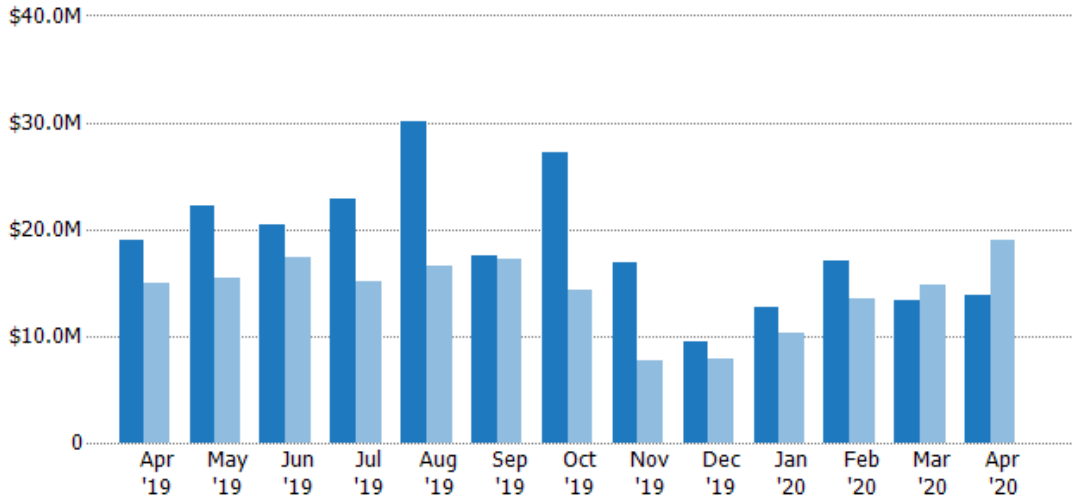
## New Pending Sales Volume

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.
Apr '20	\$13.8M	-27.2%
Apr '19	\$19M	27%
Apr '18	\$14.9M	-50.4%



Current Year	\$19M	\$22.1M	\$20.4M	\$22.9M	\$30.1M	\$17.6M	\$27.1M	\$16.9M	\$9.55M	\$12.6M	\$17.1M	\$13.3M	\$13.8M
Prior Year	\$14.9M	\$15.4M	\$17.4M	\$15M	\$16.5M	\$17.2M	\$14.3M	\$7.67M	\$7.88M	\$10.2M	\$13.5M	\$14.8M	\$19M
Percent Change from Prior Year	27%	44%	17%	52%	83%	2%	90%	120%	21%	23%	26%	-10%	-27%



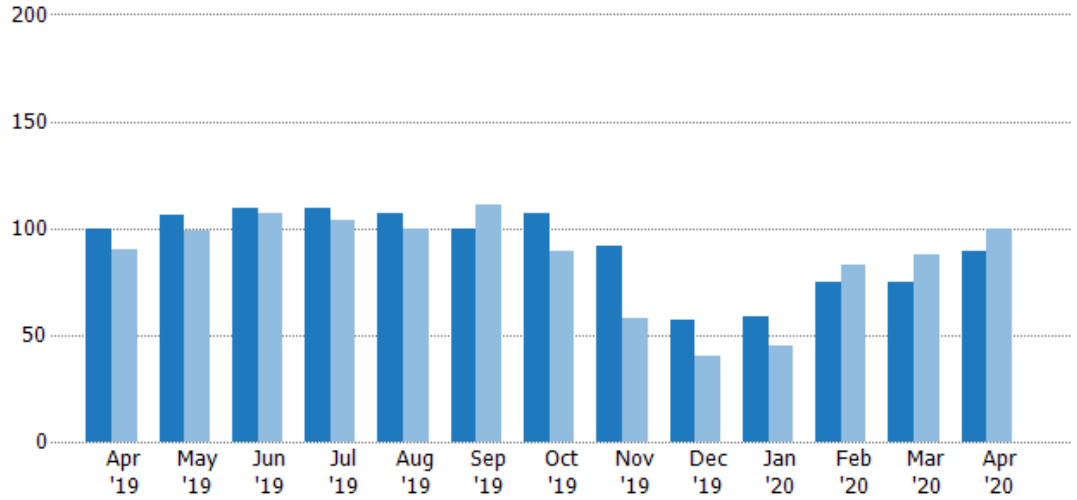
## Pending Sales

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.
Apr '20	89	-11%
Apr '19	100	11.1%
Apr '18	90	-2.2%



Current Year	100	106	109	109	107	100	107	92	57	59	75	75	89
Prior Year	90	99	107	104	100	111	89	58	40	45	83	88	100
Percent Change from Prior Year	11%	7%	2%	5%	7%	-10%	20%	59%	43%	31%	-10%	-15%	-11%

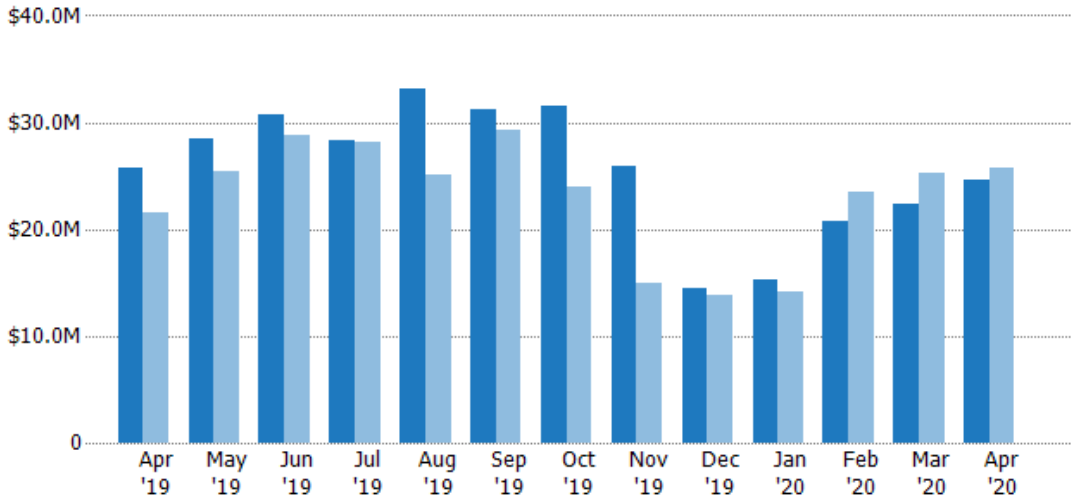
## Pending Sales Volume

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.
Apr '20	\$24.6M	-4.2%
Apr '19	\$25.7M	19.3%
Apr '18	\$21.6M	-8.1%



Current Year	\$25.7M	\$28.5M	\$30.7M	\$28.3M	\$33.2M	\$31.2M	\$31.5M	\$26M	\$14.5M	\$15.3M	\$20.7M	\$22.3M	\$24.6M
Prior Year	\$21.6M	\$25.4M	\$28.7M	\$28.2M	\$25M	\$29.2M	\$23.9M	\$15M	\$13.9M	\$14.1M	\$23.6M	\$25.3M	\$25.7M
Percent Change from Prior Year	19%	12%	7%	0%	33%	7%	32%	74%	4%	9%	-12%	-12%	-4%

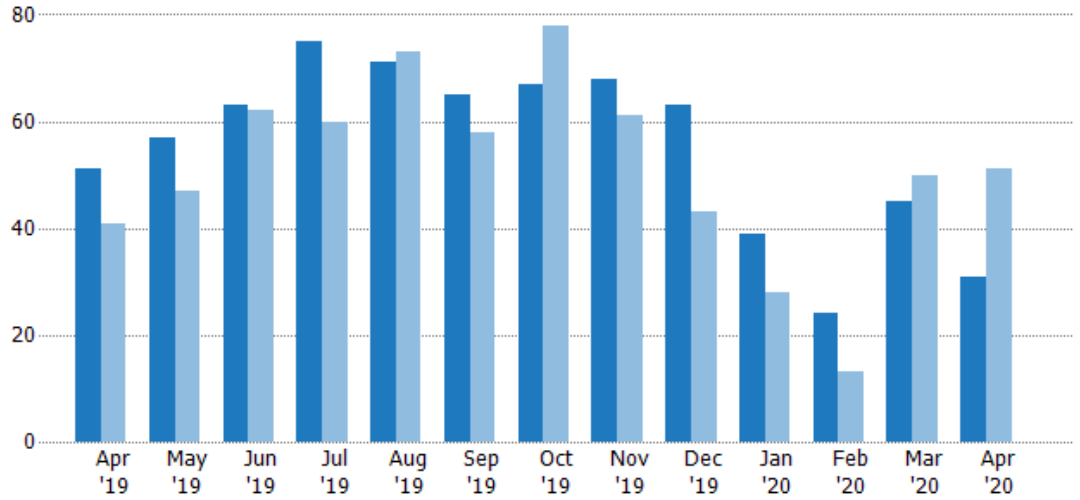
## Closed Sales

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.
Apr '20	31	-39.2%
Apr '19	51	24.4%
Apr '18	41	-4.9%



Current Year	51	57	63	75	71	65	67	68	63	39	24	45	31
Prior Year	41	47	62	60	73	58	78	61	43	28	13	50	51
Percent Change from Prior Year	24%	21%	2%	25%	-3%	12%	-14%	11%	47%	39%	85%	-10%	-39%

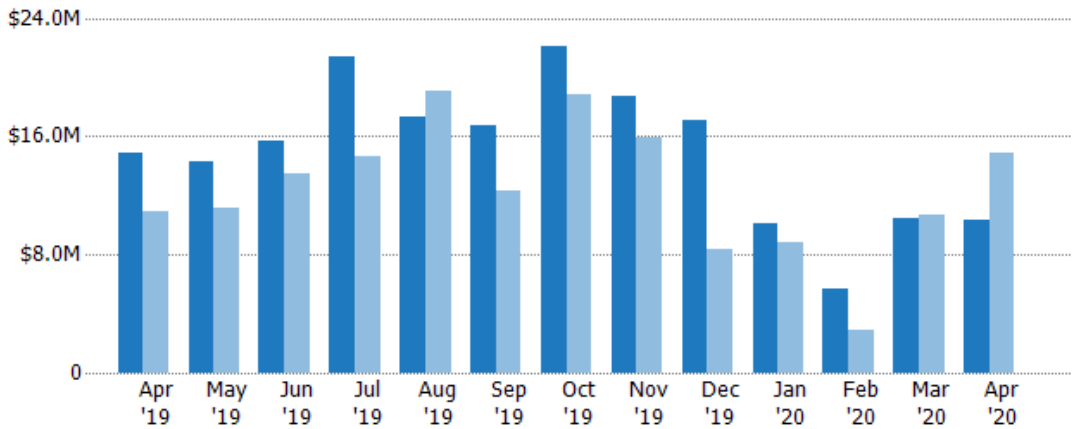
## Closed Sales Volume

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.
Apr '20	\$10.3M	-30.7%
Apr '19	\$14.9M	35.3%
Apr '18	\$11M	-27.5%



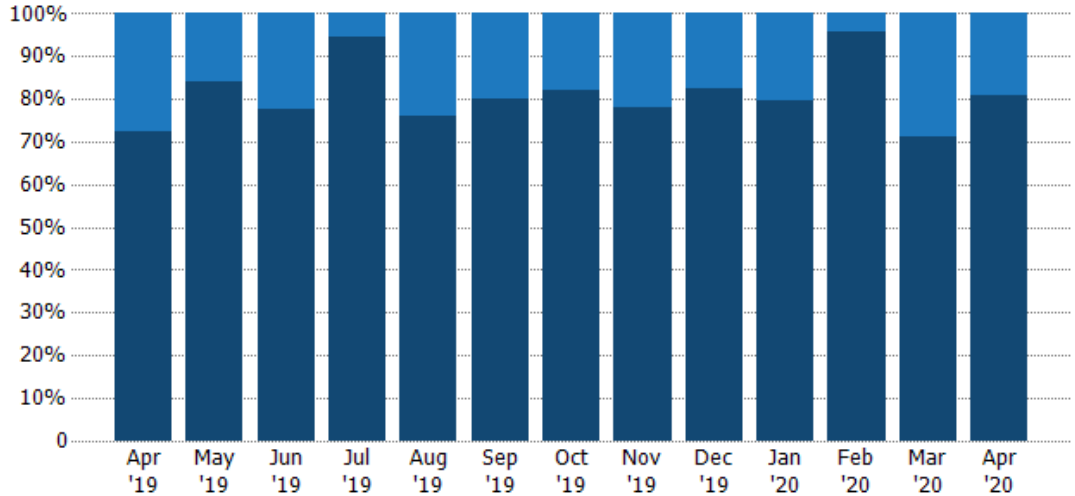
Current Year	\$14.9M	\$14.2M	\$15.6M	\$21.4M	\$17.3M	\$16.8M	\$22M	\$18.7M	\$17.1M	\$10.1M	\$5.63M	\$10.5M	\$10.3M
Prior Year	\$11M	\$11.2M	\$13.5M	\$14.7M	\$19M	\$12.4M	\$18.8M	\$15.9M	\$8.37M	\$8.79M	\$2.94M	\$10.7M	\$14.9M
Percent Change from Prior Year	35%	27%	16%	46%	-9%	36%	17%	18%	104%	15%	91%	-2%	-31%

## 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



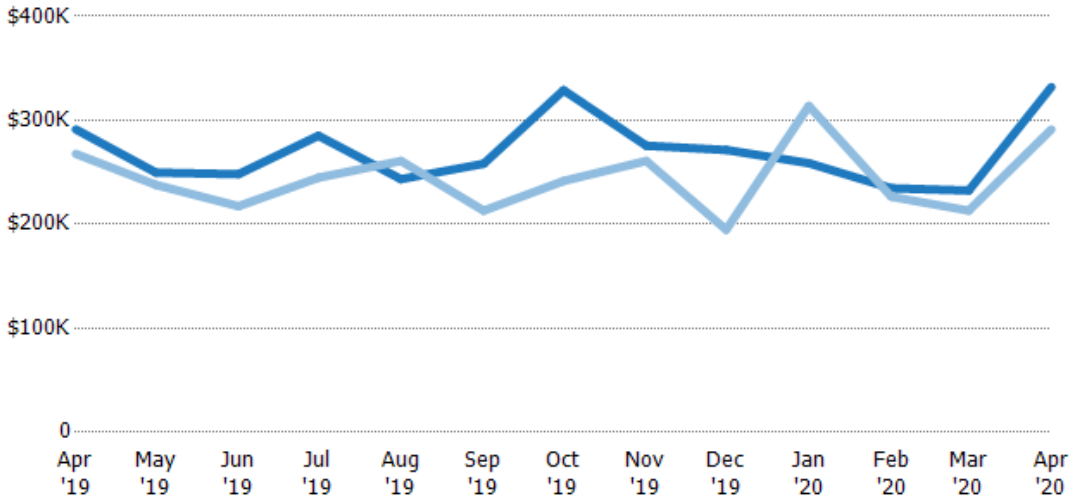
Condo/Townhouse	27%	16%	22%	5%	24%	20%	18%	22%	17%	21%	4%	29%	19%
Single Family Residence	73%	84%	78%	95%	76%	80%	82%	78%	83%	79%	96%	71%	81%

## 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



Current Year	\$291K	\$250K	\$248K	\$285K	\$243K	\$258K	\$329K	\$276K	\$271K	\$259K	\$235K	\$232K	\$332K
Prior Year	\$268K	\$238K	\$217K	\$245K	\$261K	\$213K	\$242K	\$261K	\$195K	\$314K	\$226K	\$213K	\$291K
Percent Change from Prior Year	9%	5%	14%	16%	-7%	21%	36%	6%	39%	-18%	4%	9%	14%

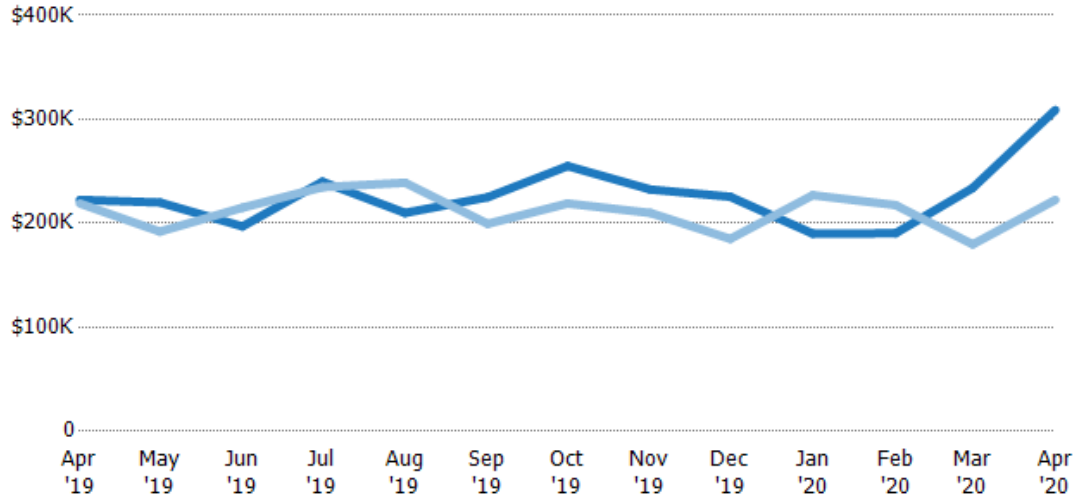
## Median Sales Price

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.
Apr '20	\$309K	38.9%
Apr '19	\$223K	1.6%
Apr '18	\$219K	-13.3%



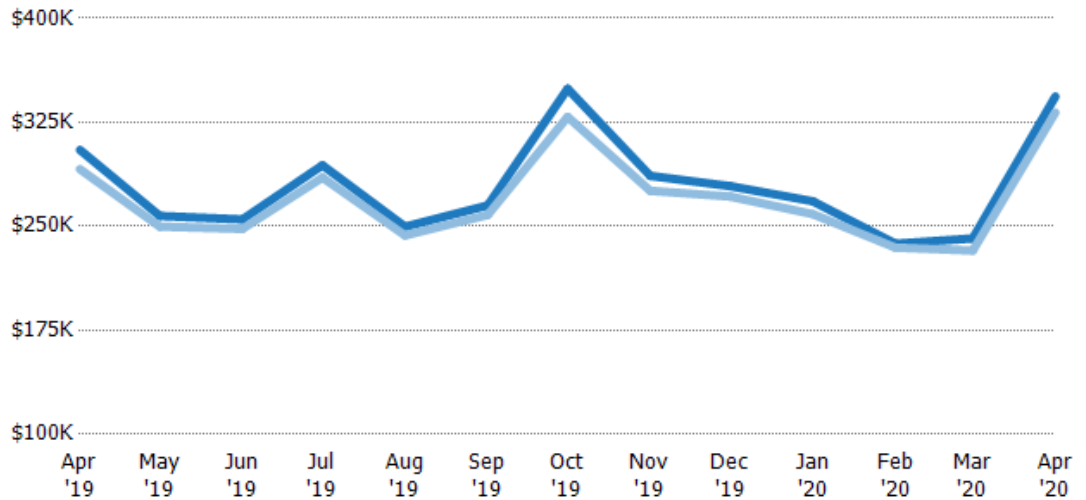
	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20
Current Year	\$223K	\$220K	\$197K	\$240K	\$210K	\$225K	\$255K	\$233K	\$226K	\$190K	\$190K	\$234K	\$309K
Prior Year	\$219K	\$192K	\$215K	\$235K	\$239K	\$200K	\$219K	\$210K	\$185K	\$227K	\$218K	\$180K	\$223K
Percent Change from Prior Year	2%	15%	-8%	2%	-12%	13%	16%	11%	22%	-16%	-12%	30%	39%

## 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



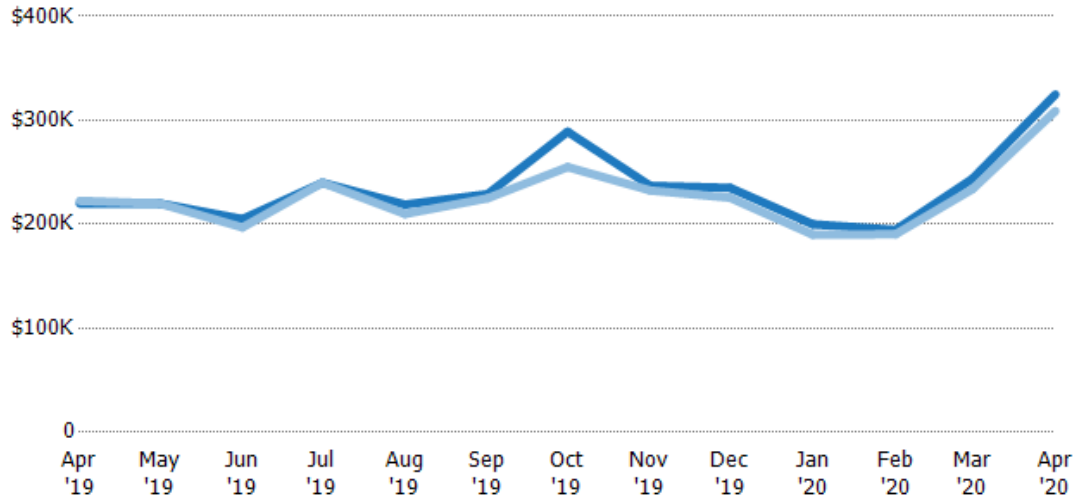
	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20
Avg List Price	\$305K	\$257K	\$255K	\$294K	\$250K	\$265K	\$349K	\$286K	\$279K	\$268K	\$237K	\$241K	\$344K
Avg Sales Price	\$291K	\$250K	\$248K	\$285K	\$243K	\$258K	\$329K	\$276K	\$271K	\$259K	\$235K	\$232K	\$332K
Avg Sales Price as a % of Avg List Price	95%	97%	97%	97%	97%	97%	94%	96%	97%	97%	99%	96%	97%

## 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



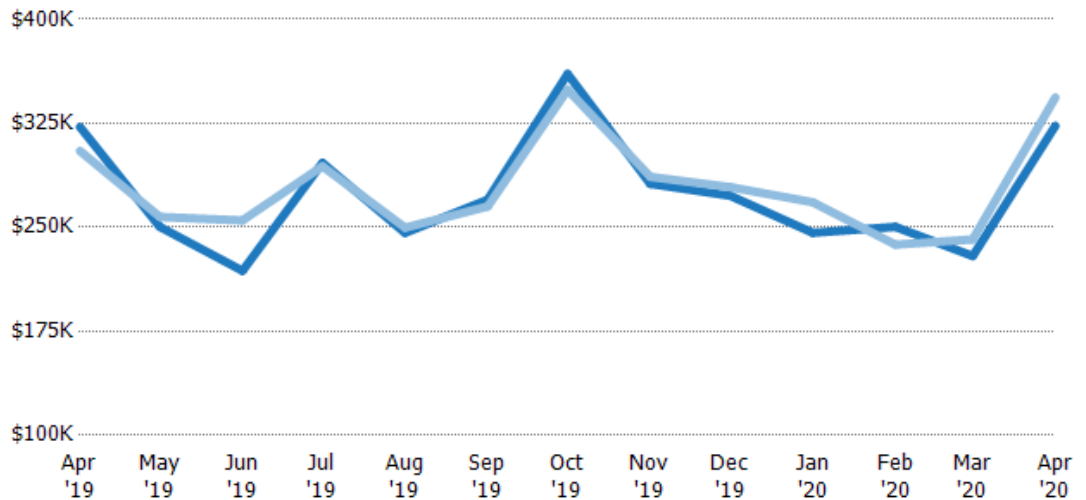
	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20
Median List Price	\$220K	\$220K	\$205K	\$240K	\$219K	\$229K	\$289K	\$237K	\$235K	\$200K	\$195K	\$244K	\$325K
Median Sales Price	\$223K	\$220K	\$197K	\$240K	\$210K	\$225K	\$255K	\$233K	\$226K	\$190K	\$190K	\$234K	\$309K
Med Sales Price as a % of Med List Price	101%	100%	96%	100%	96%	98%	88%	98%	96%	95%	98%	96%	95%

## 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



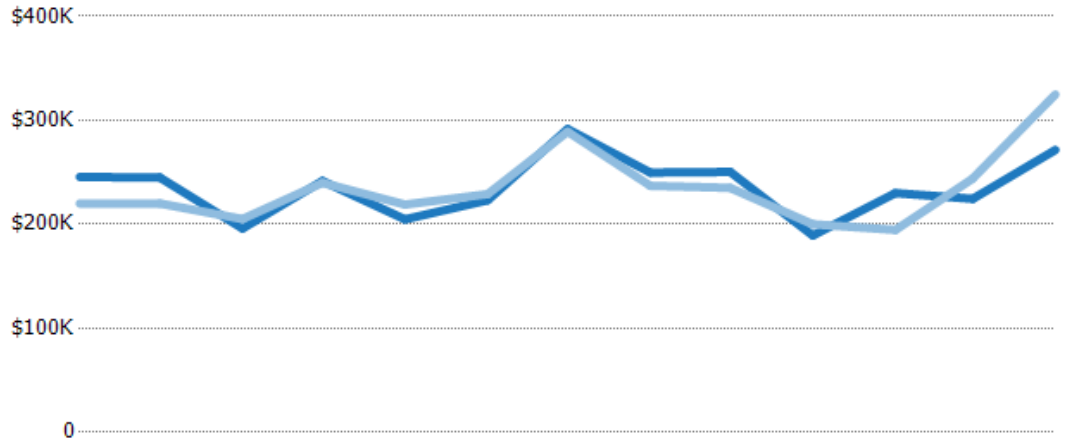
	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20
Avg Est Value	\$322K	\$250K	\$219K	\$296K	\$246K	\$270K	\$361K	\$281K	\$273K	\$246K	\$250K	\$229K	\$323K
Avg Sales Price	\$305K	\$257K	\$255K	\$294K	\$250K	\$265K	\$349K	\$286K	\$279K	\$268K	\$237K	\$241K	\$344K
Avg Sales Price as a % of Avg Est Value	95%	103%	117%	99%	102%	98%	97%	102%	102%	109%	95%	105%	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



	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20
Median Est Value	\$246K	\$245K	\$196K	\$242K	\$205K	\$223K	\$292K	\$250K	\$250K	\$189K	\$230K	\$224K	\$272K
Median Sales Price	\$220K	\$220K	\$205K	\$240K	\$219K	\$229K	\$289K	\$237K	\$235K	\$200K	\$195K	\$244K	\$325K
Med Sales Price as a % of Med Est Value	90%	90%	105%	99%	107%	103%	99%	95%	94%	106%	85%	109%	120%