

## 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	48	68	-29.4%	200	249	-19.7%
New Listing Volume	\$13,742,550	\$19,658,299	-30.1%	\$68,249,645	\$78,975,299	-13.6%
Active Listing Count	376	544	-30.9%	N/A	N/A	
Active Listing Volume	\$179,418,286	\$219,369,097	-18.2%	N/A	N/A	
Average Listing Price	\$477,176	\$403,252	+18.3%	\$457,608	\$402,673	+13.6%
Median Listing Price	\$299,950	\$294,000	+2%	\$298,896	\$288,332	+3.7%
Median Days in RPR	207	213	-2.8%	196.13	198.87	-1.4%
Months of Inventory	10.2	13.3	-23.4%	10	12.5	-20.4%
Absorption Rate	9.84%	7.54%	+2.3%	10.04%	7.99%	+2%
<b>Sales Activity Charts Metrics</b>						
New Pending Sales Count	37	65	-43.1%	197	237	-16.9%
New Pending Sales Volume	\$11,500,450	\$15,158,600	-24.1%	\$56,846,748	\$59,156,054	-3.9%
Pending Sales Count	84	98	-14.3%	N/A	N/A	
Pending Sales Volume	\$25,377,750	\$25,179,847	+0.8%	N/A	N/A	
Closed Sales Count	36	50	-28%	161	169	-4.7%
Closed Sales Volume	\$10,603,760	\$11,856,402	-10.6%	\$39,428,761	\$39,763,752	-0.8%
Average Sales Price	\$294,549	\$237,128	+24.2%	\$244,899	\$235,288	+4.1%
Median Sales Price	\$247,500	\$204,500	+21%	\$216,088	\$205,473	+5.2%

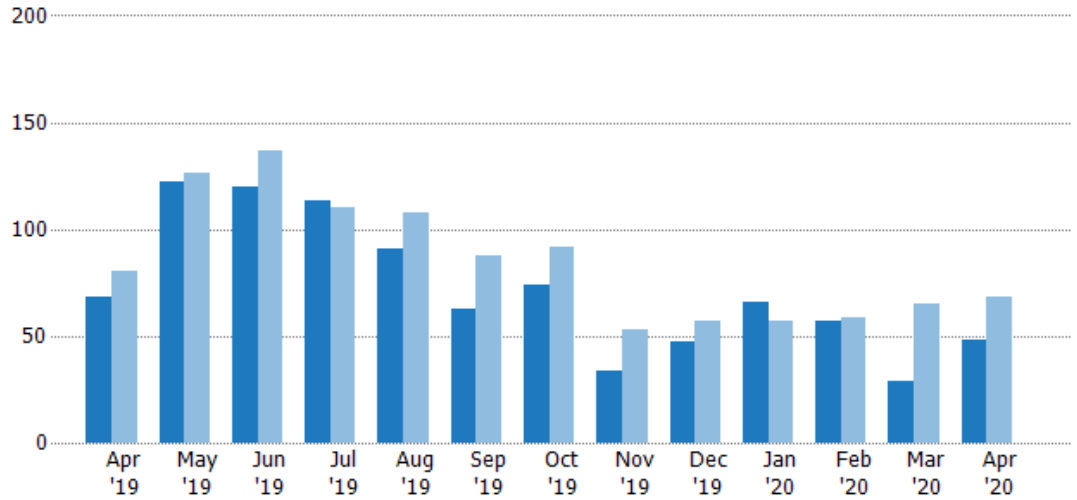
## New Listings

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.
Apr '20	48	-29.4%
Apr '19	68	-15%
Apr '18	80	-8.8%



Current Year	68	122	120	113	91	63	74	34	47	66	57	29	48
Prior Year	80	126	137	110	108	88	92	53	57	57	59	65	68
Percent Change from Prior Year	-15%	-3%	-12%	3%	-16%	-28%	-20%	-36%	-18%	16%	-3%	-55%	-29%

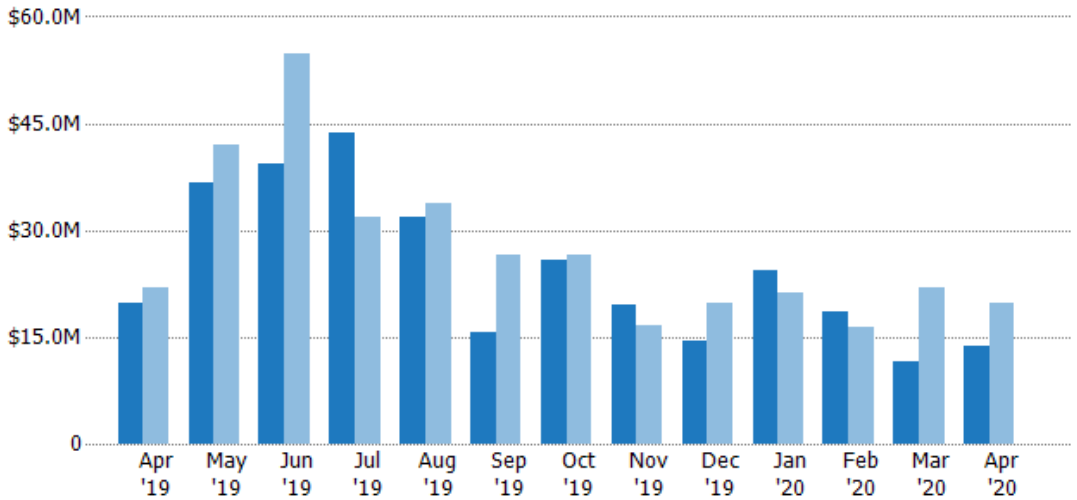
## New Listing Volume

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.
Apr '20	\$13.7M	-30.1%
Apr '19	\$19.7M	-10.4%
Apr '18	\$21.9M	-3.3%



Current Year	\$19.7M	\$36.6M	\$39.2M	\$43.6M	\$31.9M	\$15.6M	\$25.8M	\$19.4M	\$14.5M	\$24.5M	\$18.5M	\$11.5M	\$13.7M
Prior Year	\$21.9M	\$41.9M	\$54.7M	\$31.9M	\$33.8M	\$26.6M	\$26.5M	\$16.7M	\$19.7M	\$21.2M	\$16.3M	\$21.8M	\$19.7M
Percent Change from Prior Year	-10%	-13%	-28%	37%	-6%	-41%	-3%	16%	-26%	16%	14%	-47%	-30%

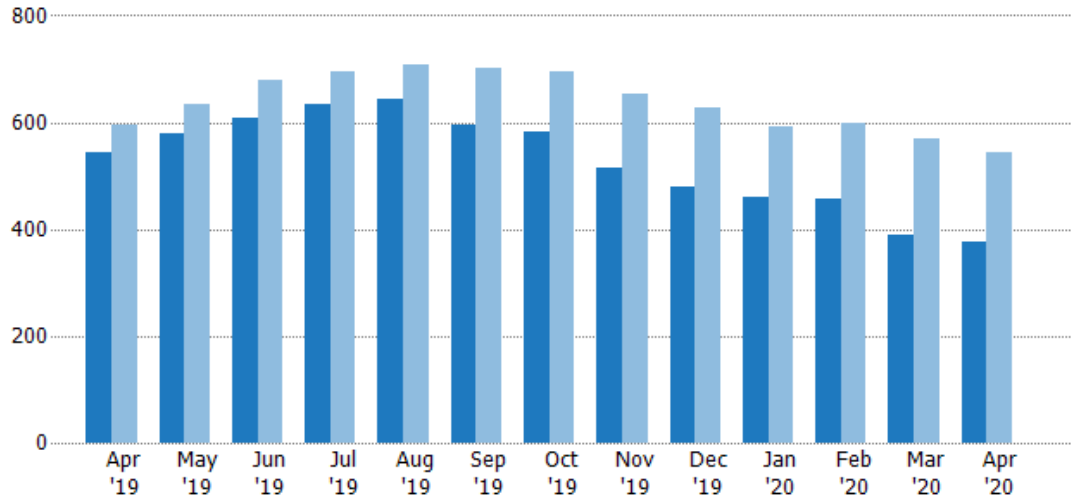
## Active Listings

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.
Apr '20	376	-30.9%
Apr '19	544	-8.4%
Apr '18	594	-4.2%



Current Year	544	578	608	635	644	594	582	515	478	461	458	389	376
Prior Year	594	633	679	695	708	703	694	653	628	593	597	570	544
Percent Change from Prior Year	-8%	-9%	-10%	-9%	-9%	-16%	-16%	-21%	-24%	-22%	-23%	-32%	-31%

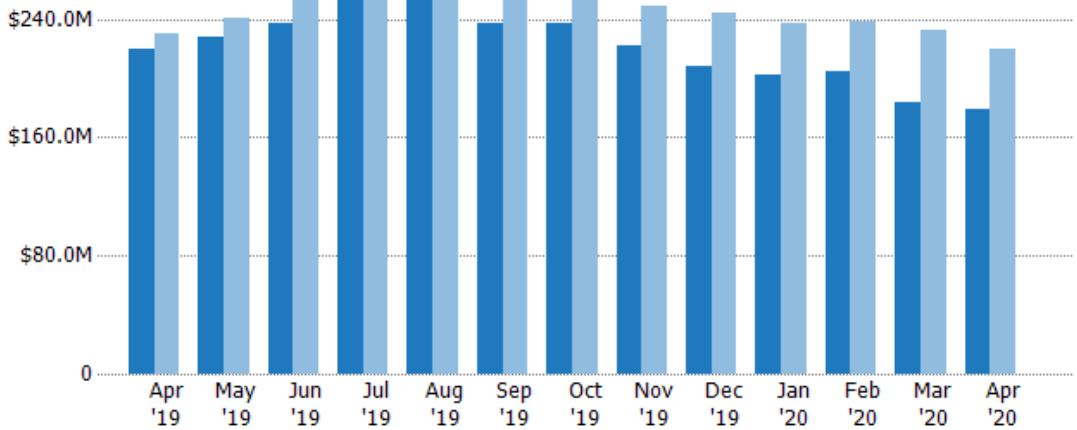
## Active Listing Volume

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.
Apr '20	\$179M	-18.2%
Apr '19	\$219M	-4.7%
Apr '18	\$230M	-6%



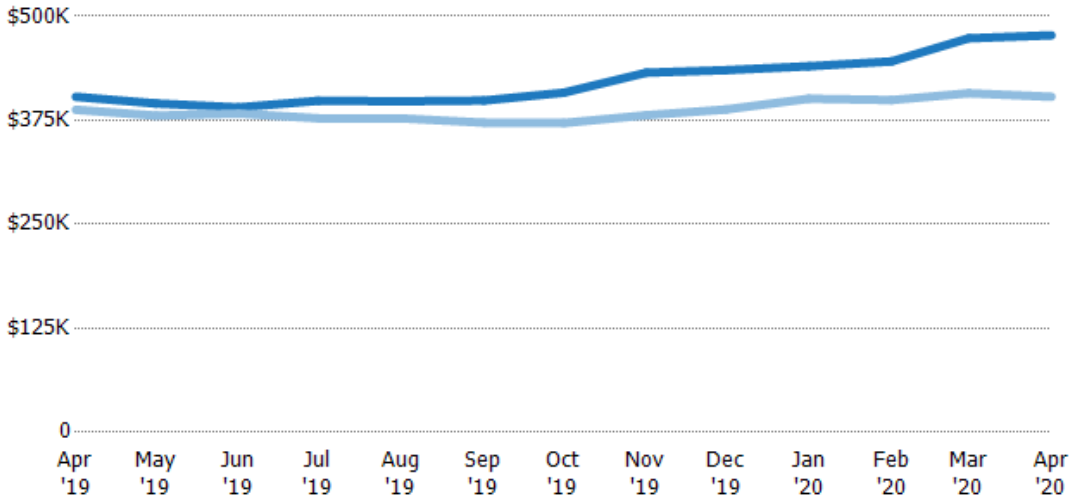
Current Year	\$219M	\$228M	\$237M	\$253M	\$256M	\$237M	\$238M	\$223M	\$208M	\$203M	\$204M	\$184M	\$179M
Prior Year	\$230M	\$241M	\$260M	\$262M	\$267M	\$262M	\$258M	\$249M	\$244M	\$238M	\$238M	\$232M	\$219M
Percent Change from Prior Year	-5%	-5%	-9%	-4%	-4%	-9%	-8%	-11%	-15%	-15%	-14%	-21%	-18%

## 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



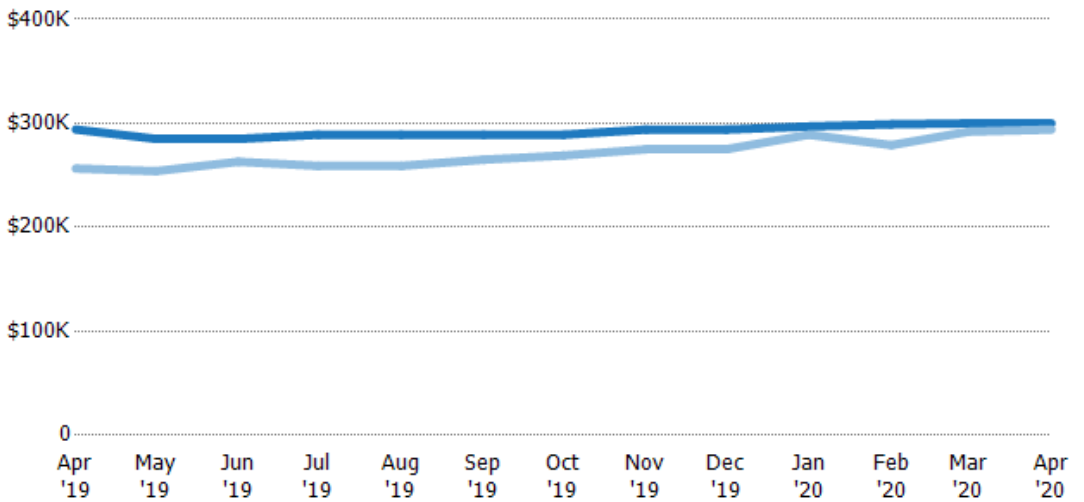
	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20
Current Year	\$403K	\$395K	\$391K	\$398K	\$398K	\$399K	\$408K	\$432K	\$435K	\$440K	\$446K	\$474K	\$477K
Prior Year	\$388K	\$381K	\$383K	\$377K	\$377K	\$372K	\$372K	\$381K	\$388K	\$401K	\$399K	\$407K	\$403K
Percent Change from Prior Year	4%	4%	2%	6%	5%	7%	10%	13%	12%	10%	12%	16%	18%

## 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



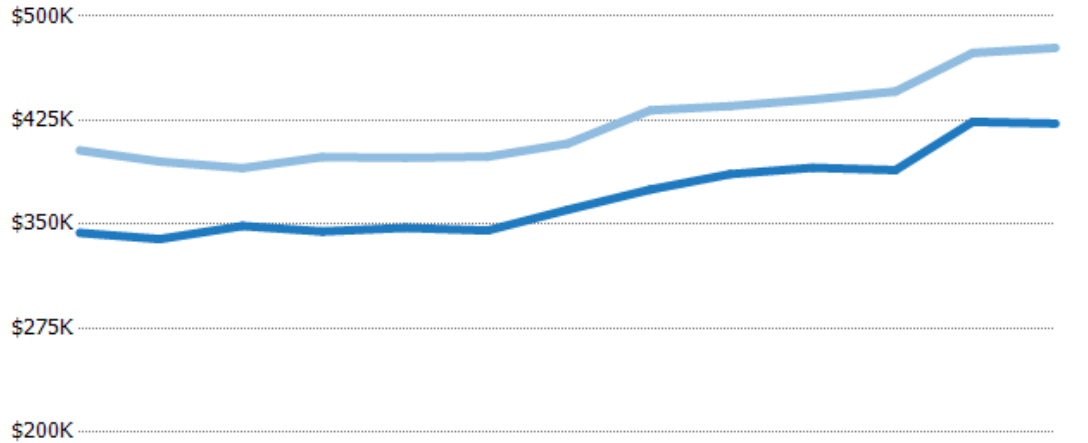
	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20
Current Year	\$294K	\$285K	\$285K	\$289K	\$289K	\$289K	\$289K	\$294K	\$294K	\$297K	\$299K	\$300K	\$300K
Prior Year	\$257K	\$254K	\$263K	\$259K	\$259K	\$265K	\$269K	\$275K	\$275K	\$289K	\$279K	\$292K	\$294K
Percent Change from Prior Year	15%	12%	8%	12%	12%	9%	7%	7%	7%	3%	7%	3%	2%

## 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



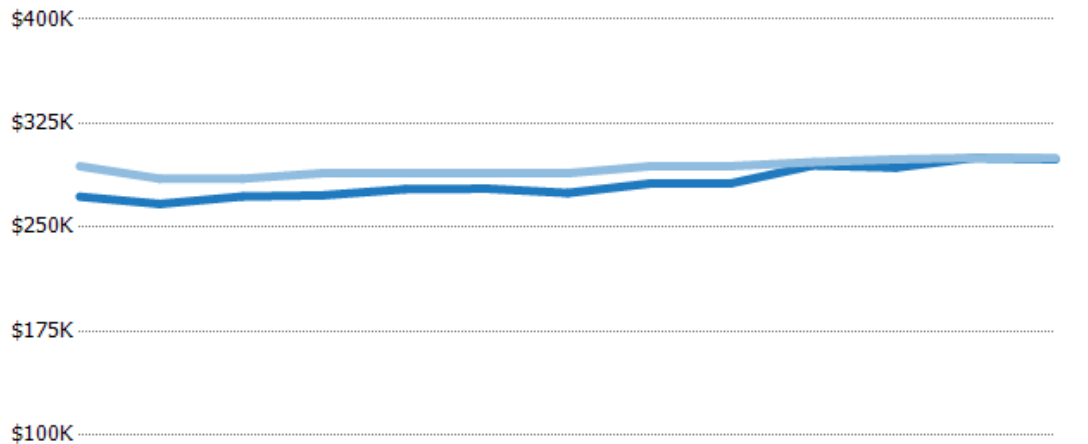
	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20
Avg Est Value	\$344K	\$339K	\$349K	\$345K	\$347K	\$346K	\$360K	\$375K	\$386K	\$391K	\$389K	\$424K	\$423K
Avg Listing Price	\$403K	\$395K	\$391K	\$398K	\$398K	\$399K	\$408K	\$432K	\$435K	\$440K	\$446K	\$474K	\$477K
Avg Listing Price as a % of Avg Est Value	117%	116%	112%	116%	115%	115%	113%	115%	113%	113%	115%	112%	113%

## 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



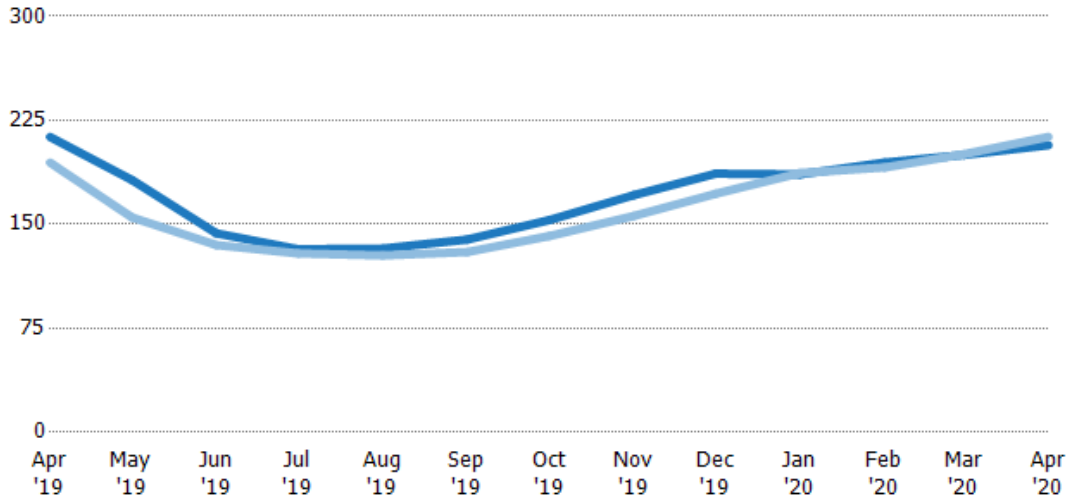
	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20
Median Est Value	\$272K	\$267K	\$272K	\$273K	\$277K	\$278K	\$275K	\$282K	\$282K	\$295K	\$293K	\$300K	\$299K
Median Listing Price	\$294K	\$285K	\$285K	\$289K	\$289K	\$289K	\$289K	\$294K	\$294K	\$297K	\$299K	\$300K	\$300K
Med Listing Price as a % of Med Est Value	108%	107%	105%	106%	104%	104%	105%	104%	104%	101%	102%	100%	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: Windham County, Vermont  
 Property Type:  
 Condo/Townhouse/Apt, Single  
 Family Residence



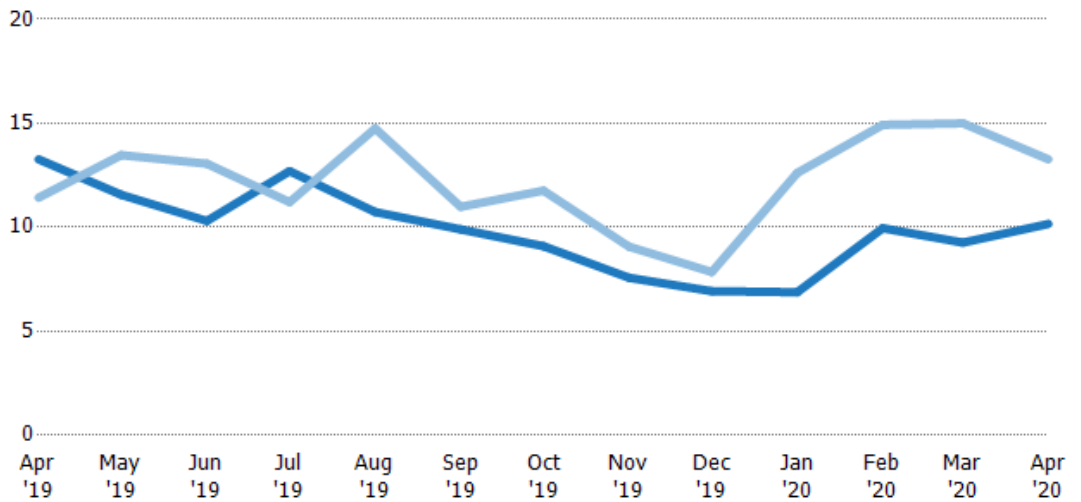
	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20
Current Year	213	182	144	132	133	139	153	171	187	186	195	200	207
Prior Year	195	155	135	129	128	130	142	156	172	187	191	201	213
Percent Change from Prior Year	10%	17%	6%	2%	4%	7%	8%	10%	8%	-1%	2%	0%	-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



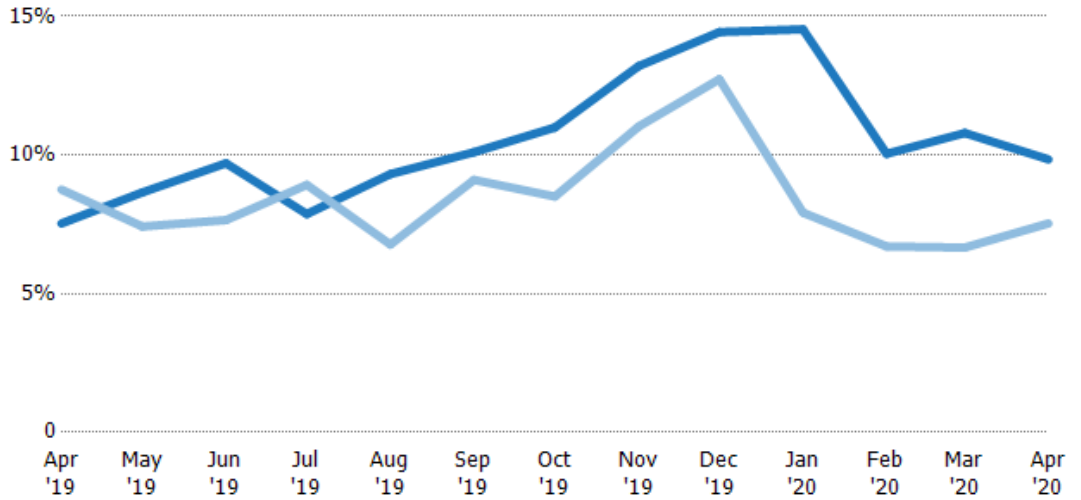
	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20
Current Year	13.3	11.6	10.3	12.7	10.7	9.9	9.09	7.57	6.93	6.88	9.96	9.26	10.2
Prior Year	11.4	13.5	13.1	11.2	14.8	11	11.8	9.07	7.85	12.6	14.9	15	13.3
Percent Change from Prior Year	16%	-14%	-21%	13%	-27%	-10%	-23%	-16%	-12%	-45%	-33%	-38%	-23%

## 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



Month/Year	Rate	Chg.
Apr '20	10%	-2.3%
Apr '19	8%	1.2%
Apr '18	9%	-17.7%

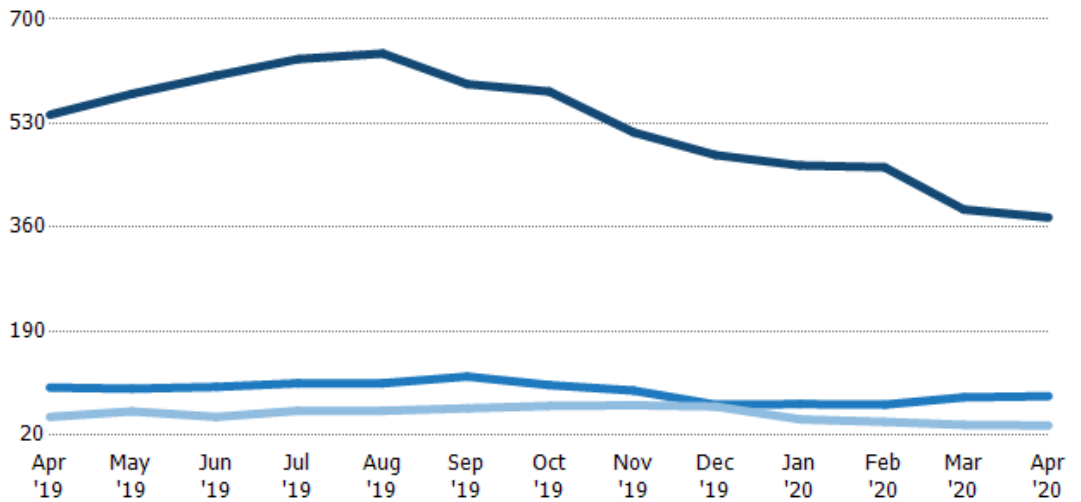
	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20
Current Year	8%	9%	10%	8%	9%	10%	11%	13%	14%	15%	10%	11%	10%
Prior Year	9%	7%	8%	9%	7%	9%	9%	11%	13%	8%	7%	7%	8%
Change from Prior Year	1%	-1%	-2%	1%	-3%	-1%	-2%	-2%	-2%	-7%	-3%	-4%	-2%

## 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



	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
Active	544	578	608	635	644	594	582	515	478	461	458	389	376
Pending	98	96	99	105	105	116	102	93	70	71	70	82	84
Sold	50	59	50	60	60	64	68	69	67	46	42	37	36

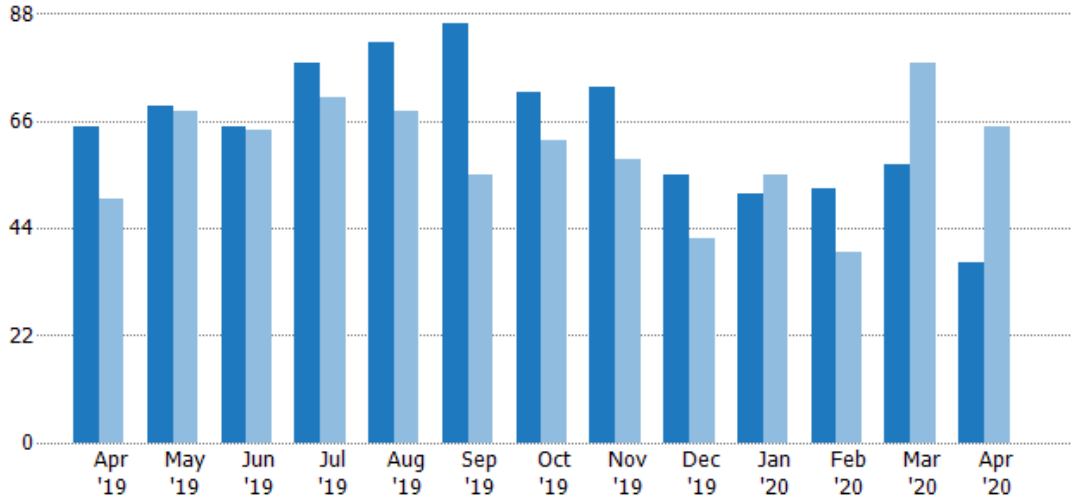
## New Pending Sales

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.
Apr '20	37	-43.1%
Apr '19	65	30%
Apr '18	50	-14%



Current Year	65	69	65	78	82	86	72	73	55	51	52	57	37
Prior Year	50	68	64	71	68	55	62	58	42	55	39	78	65
Percent Change from Prior Year	30%	1%	2%	10%	21%	56%	16%	26%	31%	-7%	33%	-27%	-43%

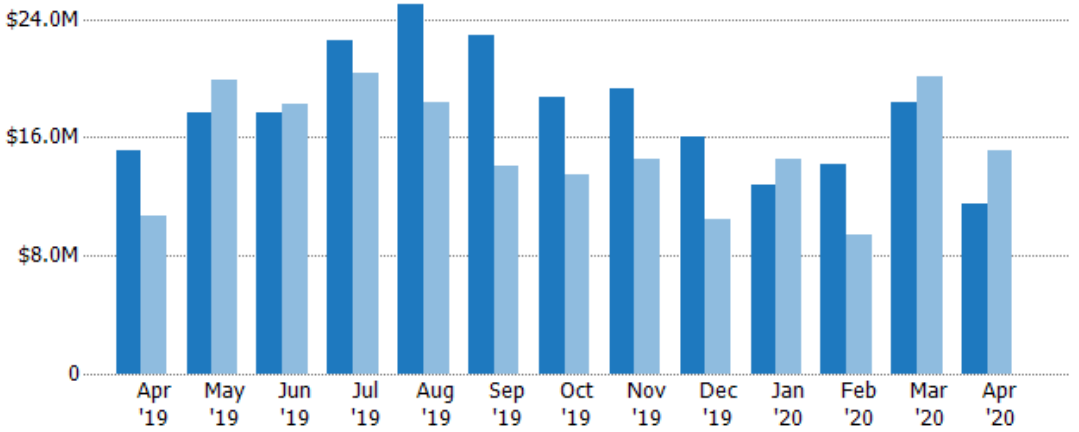
## New Pending Sales Volume

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.
Apr '20	\$11.5M	-24.1%
Apr '19	\$15.2M	42.3%
Apr '18	\$10.7M	7.7%



Current Year	\$15.2M	\$17.7M	\$17.6M	\$22.5M	\$25.1M	\$22.9M	\$18.7M	\$19.3M	\$16M	\$12.8M	\$14.2M	\$18.4M	\$11.5M
Prior Year	\$10.7M	\$19.8M	\$18.2M	\$20.4M	\$18.4M	\$14M	\$13.5M	\$14.5M	\$10.4M	\$14.5M	\$9.44M	\$20.1M	\$15.2M
Percent Change from Prior Year	42%	-11%	-3%	11%	36%	63%	39%	34%	53%	-12%	50%	-8%	-24%



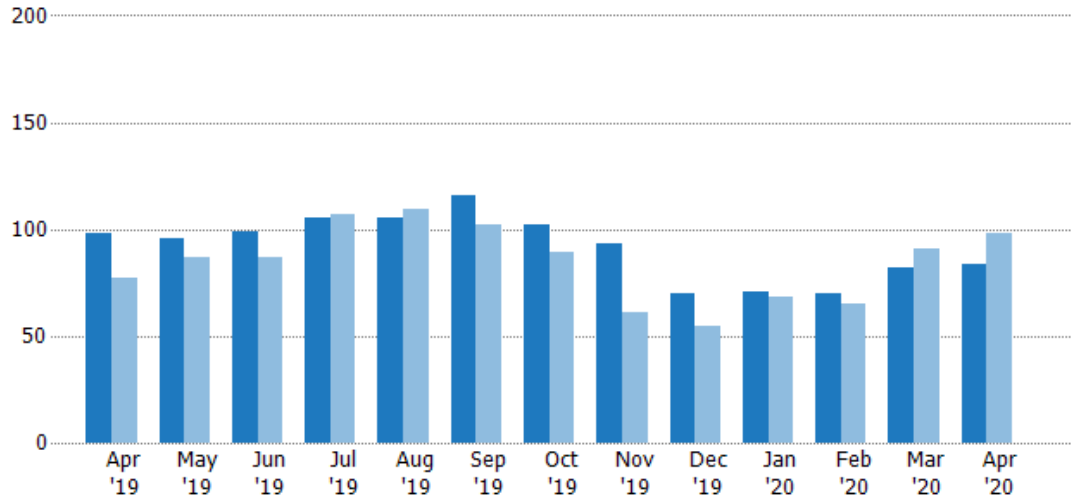
## Pending Sales

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.
Apr '20	84	-14.3%
Apr '19	98	27.3%
Apr '18	77	10.4%



Current Year	98	96	99	105	105	116	102	93	70	71	70	82	84
Prior Year	77	87	87	107	109	102	89	61	55	68	65	91	98
Percent Change from Prior Year	27%	10%	14%	-2%	-4%	14%	15%	52%	27%	4%	8%	-10%	-14%

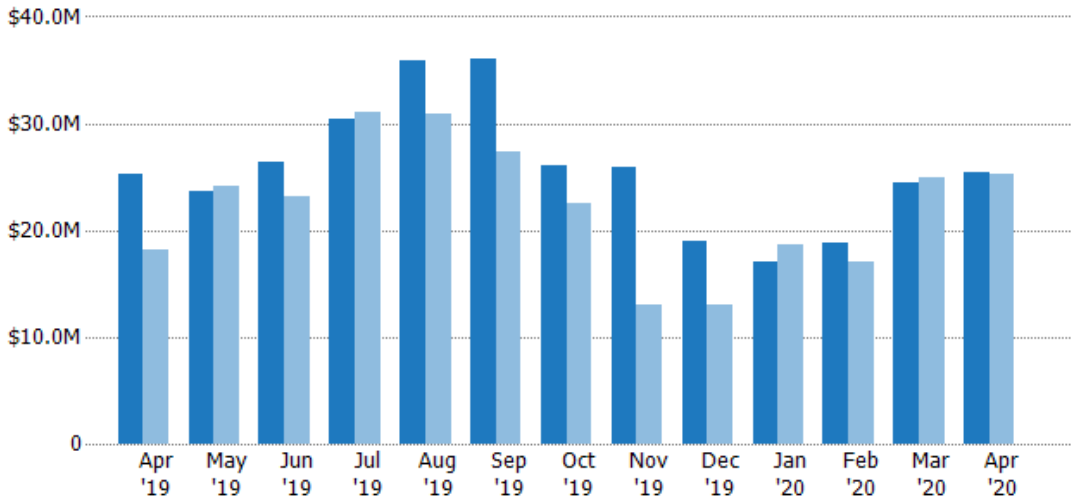
## Pending Sales Volume

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.
Apr '20	\$25.4M	0.8%
Apr '19	\$25.2M	39.1%
Apr '18	\$18.1M	43.9%



Current Year	\$25.2M	\$23.7M	\$26.3M	\$30.4M	\$35.9M	\$36M	\$26.1M	\$25.9M	\$18.9M	\$17M	\$18.9M	\$24.4M	\$25.4M
Prior Year	\$18.1M	\$24.2M	\$23.2M	\$31.1M	\$30.9M	\$27.3M	\$22.4M	\$13.1M	\$13.1M	\$18.7M	\$17.1M	\$25M	\$25.2M
Percent Change from Prior Year	39%	-2%	14%	-2%	16%	32%	16%	98%	45%	-9%	11%	-2%	1%

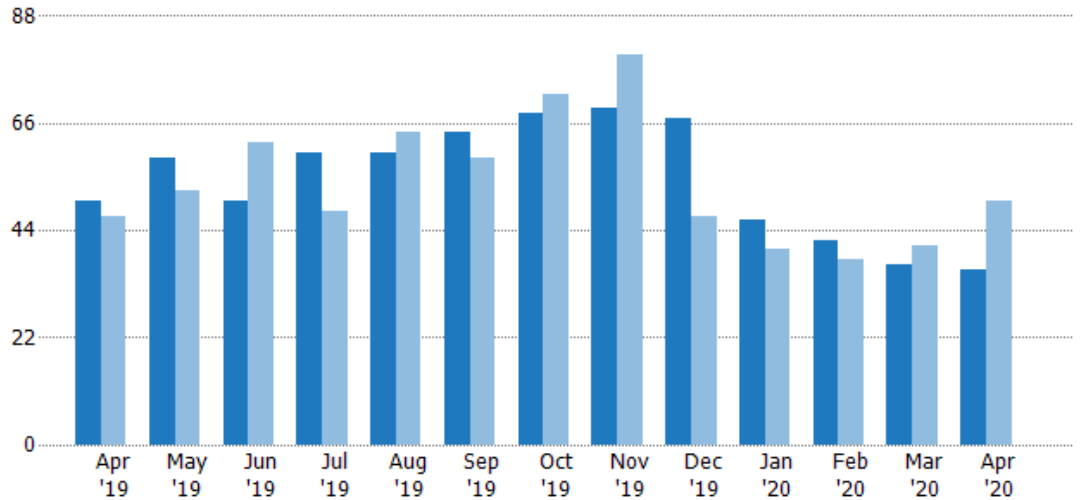
## Closed Sales

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.
Apr '20	36	-28%
Apr '19	50	6.4%
Apr '18	47	-17%



	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	50	59	50	60	60	64	68	69	67	46	42	37	36
Prior Year	47	52	62	48	64	59	72	80	47	40	38	41	50
Percent Change from Prior Year	6%	13%	-19%	25%	-6%	8%	-6%	-14%	43%	15%	11%	-10%	-28%

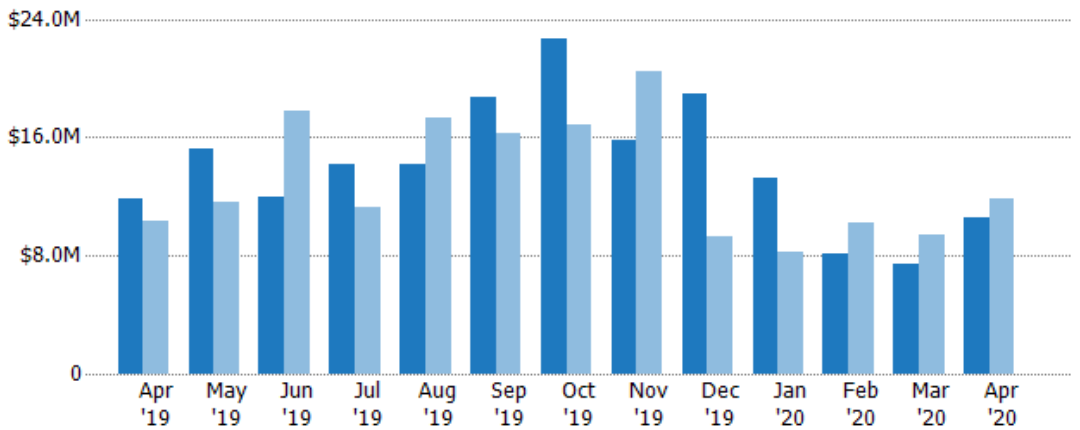
## Closed Sales Volume

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.
Apr '20	\$10.6M	-10.6%
Apr '19	\$11.9M	14.8%
Apr '18	\$10.3M	-12%



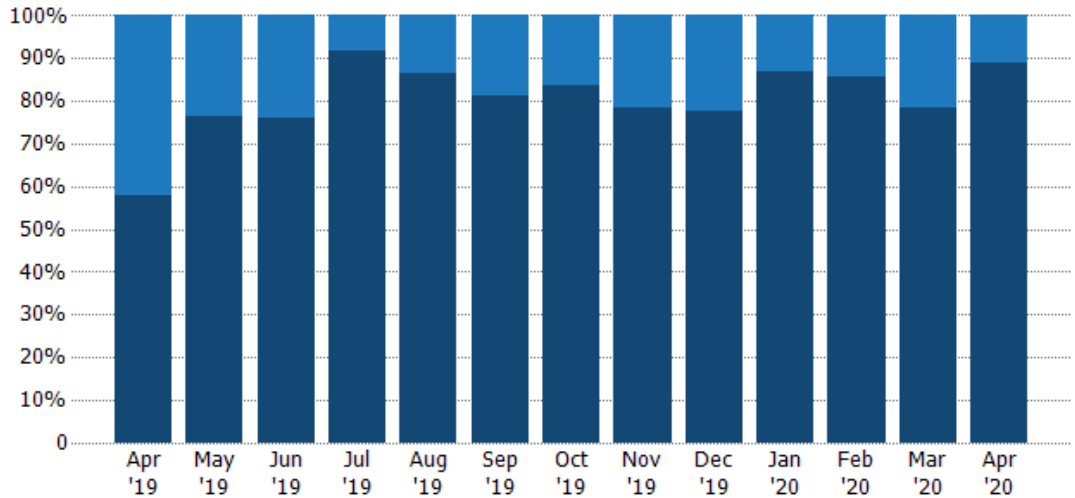
	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20
Current Year	\$11.9M	\$15.2M	\$11.9M	\$14.2M	\$14.1M	\$18.7M	\$22.7M	\$15.8M	\$19M	\$13.3M	\$8.12M	\$7.41M	\$10.6M
Prior Year	\$10.3M	\$11.6M	\$17.8M	\$11.3M	\$17.3M	\$16.3M	\$16.8M	\$20.4M	\$9.26M	\$8.18M	\$10.3M	\$9.46M	\$11.9M
Percent Change from Prior Year	15%	31%	-33%	26%	-18%	15%	35%	-23%	105%	62%	-21%	-22%	-11%

## 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



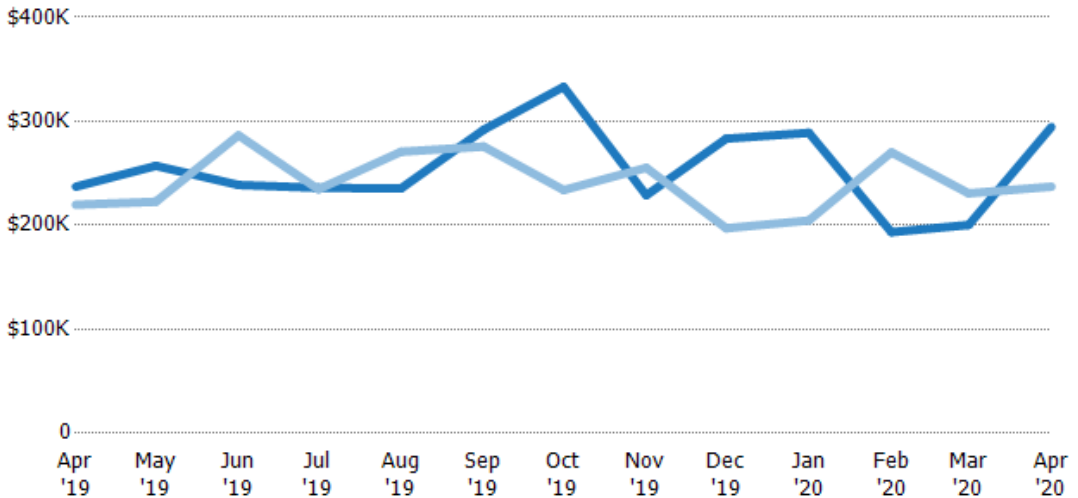
Condo/Townhouse	42%	24%	24%	8%	13%	19%	16%	22%	22%	13%	14%	22%	11%
Single Family Residence	58%	76%	76%	92%	87%	81%	84%	78%	78%	87%	86%	78%	89%

## 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



Current Year	\$237K	\$257K	\$239K	\$236K	\$235K	\$292K	\$333K	\$229K	\$283K	\$289K	\$193K	\$200K	\$295K
Prior Year	\$220K	\$223K	\$287K	\$235K	\$271K	\$276K	\$234K	\$255K	\$197K	\$205K	\$270K	\$231K	\$237K
Percent Change from Prior Year	8%	15%	-17%	1%	-13%	6%	42%	-10%	44%	41%	-28%	-13%	24%

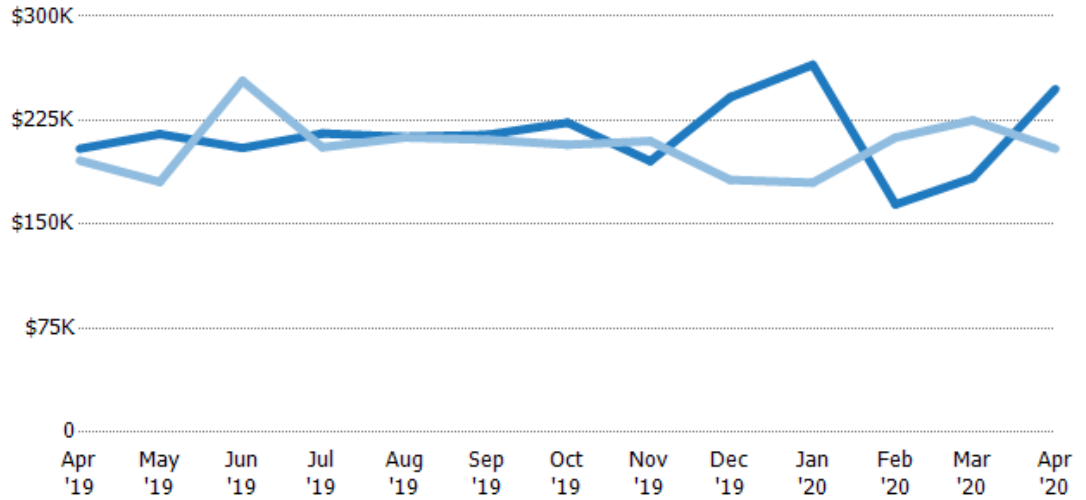
## Median Sales Price

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.
Apr '20	\$248K	21%
Apr '19	\$205K	4.4%
Apr '18	\$196K	-3.1%



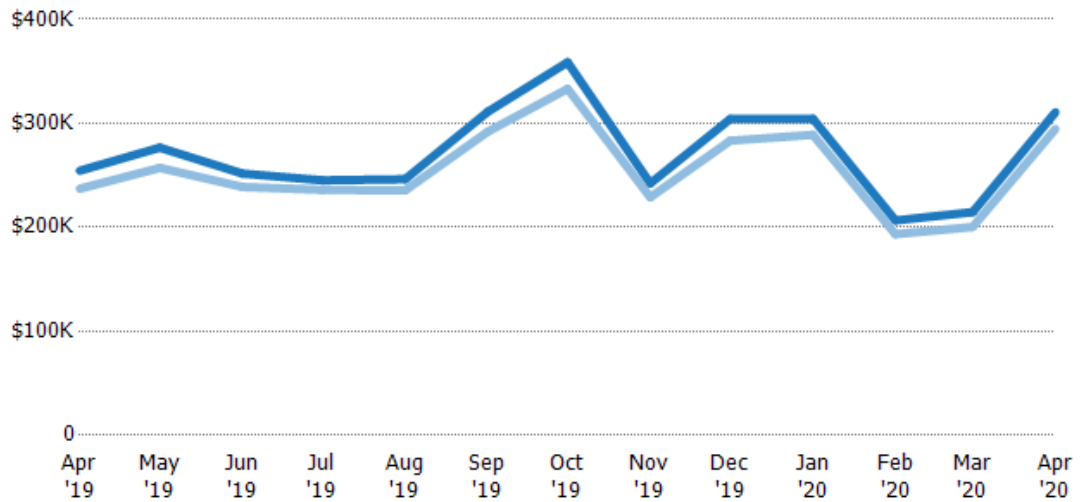
Current Year	\$205K	\$215K	\$205K	\$216K	\$213K	\$215K	\$223K	\$196K	\$242K	\$265K	\$164K	\$184K	\$248K
Prior Year	\$196K	\$181K	\$254K	\$206K	\$213K	\$211K	\$207K	\$210K	\$182K	\$180K	\$213K	\$225K	\$205K
Percent Change from Prior Year	4%	19%	-19%	5%	0%	2%	8%	-7%	33%	47%	-23%	-18%	21%

## 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



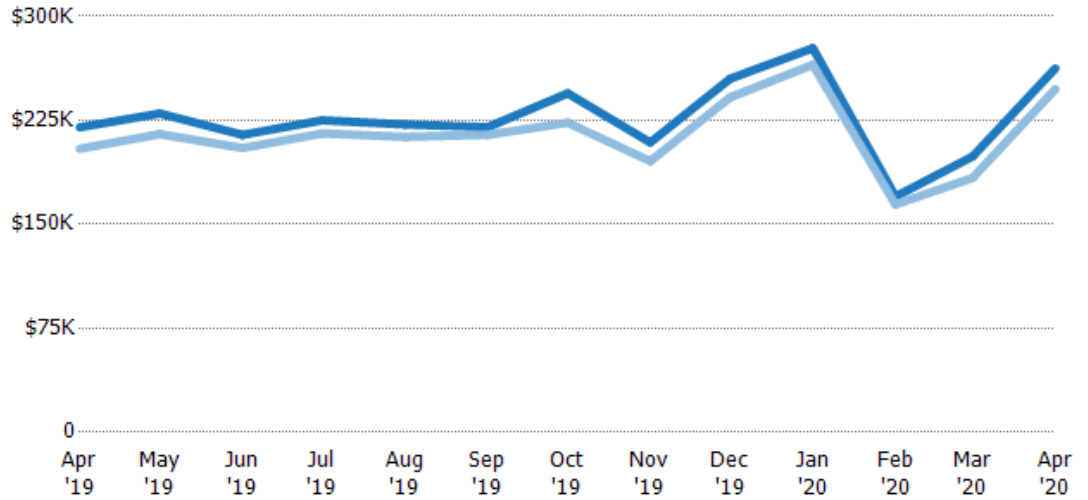
Avg List Price	\$254K	\$277K	\$252K	\$245K	\$246K	\$311K	\$359K	\$242K	\$304K	\$304K	\$207K	\$215K	\$311K
Avg Sales Price	\$237K	\$257K	\$239K	\$236K	\$235K	\$292K	\$333K	\$229K	\$283K	\$289K	\$193K	\$200K	\$295K
Avg Sales Price as a % of Avg List Price	93%	93%	95%	96%	96%	94%	93%	95%	93%	95%	94%	93%	95%

## 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



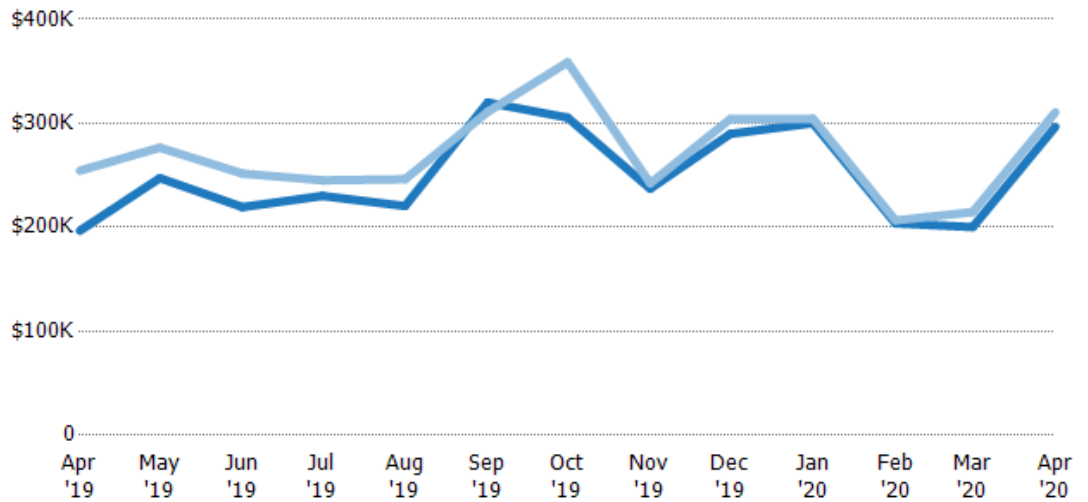
	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20
Median List Price	\$220K	\$230K	\$215K	\$225K	\$222K	\$220K	\$244K	\$209K	\$255K	\$277K	\$170K	\$199K	\$262K
Median Sales Price	\$205K	\$215K	\$205K	\$216K	\$213K	\$215K	\$223K	\$196K	\$242K	\$265K	\$164K	\$184K	\$248K
Med Sales Price as a % of Med List Price	93%	94%	96%	96%	96%	98%	91%	94%	95%	96%	97%	92%	94%

## 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



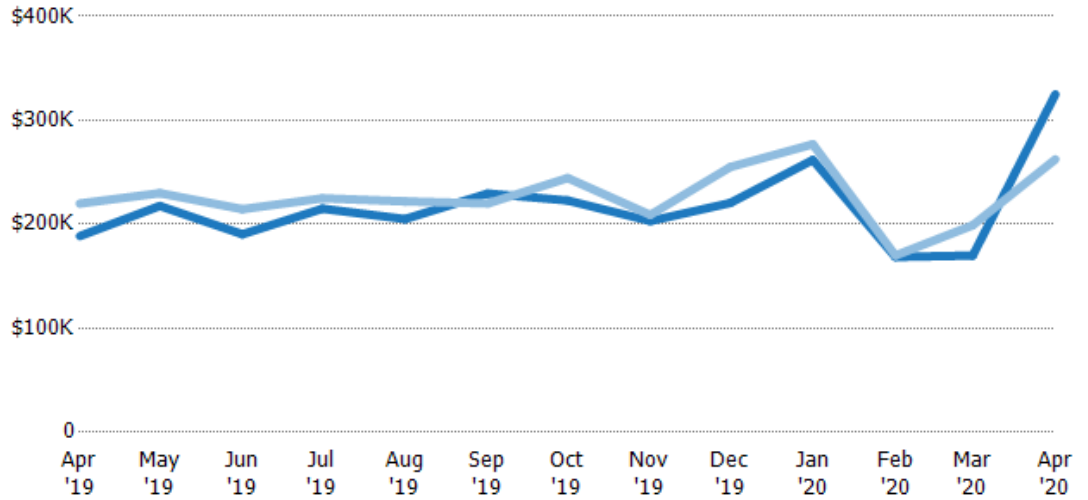
	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20
Avg Est Value	\$197K	\$247K	\$219K	\$230K	\$220K	\$320K	\$305K	\$237K	\$290K	\$300K	\$204K	\$200K	\$297K
Avg Sales Price	\$254K	\$277K	\$252K	\$245K	\$246K	\$311K	\$359K	\$242K	\$304K	\$304K	\$207K	\$215K	\$311K
Avg Sales Price as a % of Avg Est Value	129%	112%	115%	107%	112%	97%	117%	102%	105%	101%	101%	107%	105%

## 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



	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	\$189K	\$218K	\$190K	\$215K	\$205K	\$230K	\$223K	\$203K	\$221K	\$262K	\$169K	\$170K	\$325K
Median Sales Price	\$220K	\$230K	\$215K	\$225K	\$222K	\$220K	\$244K	\$209K	\$255K	\$277K	\$170K	\$199K	\$262K
Med Sales Price as a % of Med Est Value	117%	106%	113%	105%	108%	96%	110%	103%	116%	106%	101%	117%	81%