

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	May 2020	May 2019	+ / -	YTD 2020	YTD 2019	+ / -
Listing Activity Charts Metrics						
New Listing Count	82	108	-24.1%	281	356	-21.1%
New Listing Volume	\$27,834,200	\$37,410,995	-25.6%	\$86,846,750	\$100,122,994	-13.3%
Active Listing Count	235	378	-37.8%	N/A	N/A	
Active Listing Volume	\$91,891,649	\$133,765,493	-31.3%	N/A	N/A	
Average Listing Price	\$391,028	\$353,877	+10.5%	\$369,160	\$348,906	+5.8%
Median Listing Price	\$319,900	\$286,250	+11.8%	\$293,972	\$269,059	+9.3%
Median Days in RPR	123	142.5	-13.7%	138.52	170.98	-19%
Months of Inventory	7.3	7.4	-0.9%	6.7	10.3	-35.4%
Absorption Rate	13.62%	13.49%	+0.1%	15.02%	9.71%	+5.3%
Sales Activity Charts Metrics						
New Pending Sales Count	87	81	+7.4%	286	315	-9.2%
New Pending Sales Volume	\$26,439,250	\$22,136,735	+19.4%	\$82,848,300	\$79,587,435	+4.1%
Pending Sales Count	136	107	+27.1%	N/A	N/A	
Pending Sales Volume	\$38,572,700	\$28,596,421	+34.9%	N/A	N/A	
Closed Sales Count	35	57	-38.6%	175	199	-12.1%
Closed Sales Volume	\$9,486,300	\$14,235,906	-33.4%	\$46,034,068	\$51,476,920	-10.6%
Average Sales Price	\$271,037	\$249,753	+8.5%	\$263,052	\$258,678	+1.7%
Median Sales Price	\$250,000	\$220,000	+13.6%	\$233,129	\$211,349	+10.3%

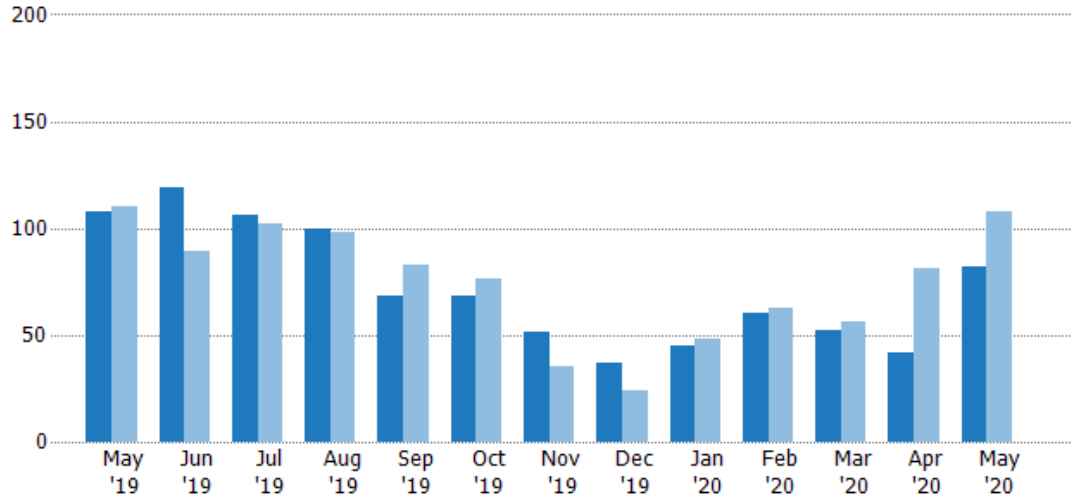
New Listings

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.
May '20	82	-24.1%
May '19	108	-1.8%
May '18	110	20.9%



Current Year	108	119	106	100	68	68	51	37	45	60	52	42	82
Prior Year	110	89	102	98	83	76	35	24	48	63	56	81	108
Percent Change from Prior Year	-2%	34%	4%	2%	-18%	-11%	46%	54%	-6%	-5%	-7%	-48%	-24%

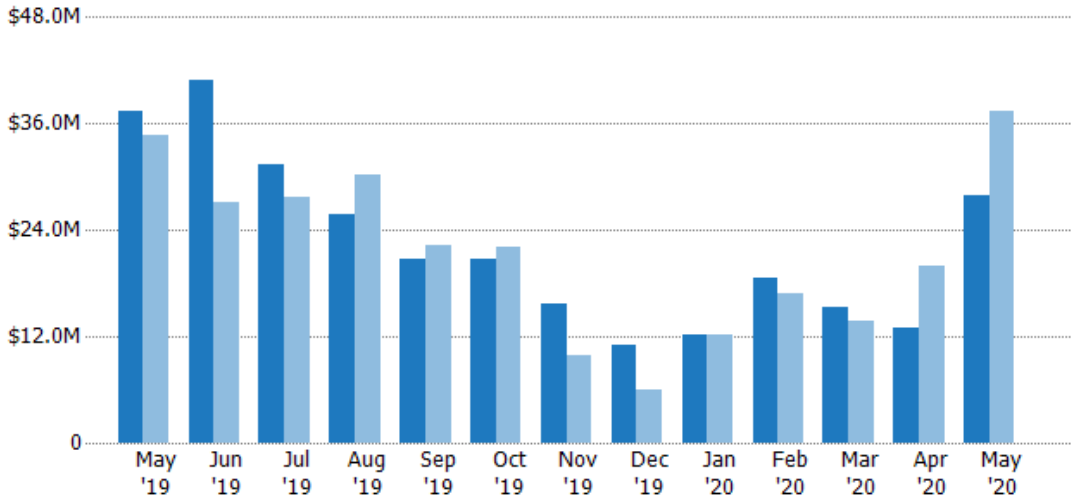
New Listing Volume

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.
May '20	\$27.8M	-25.6%
May '19	\$37.4M	8.1%
May '18	\$34.6M	11.4%



Current Year	\$37.4M	\$40.9M	\$31.4M	\$25.8M	\$20.8M	\$20.7M	\$15.7M	\$11M	\$12.2M	\$18.6M	\$15.2M	\$13M	\$27.8M
Prior Year	\$34.6M	\$27.1M	\$27.7M	\$30.2M	\$22.3M	\$22M	\$9.91M	\$6.02M	\$12.2M	\$16.9M	\$13.7M	\$20M	\$37.4M
Percent Change from Prior Year	8%	51%	14%	-15%	-7%	-6%	58%	83%	0%	10%	12%	-35%	-26%

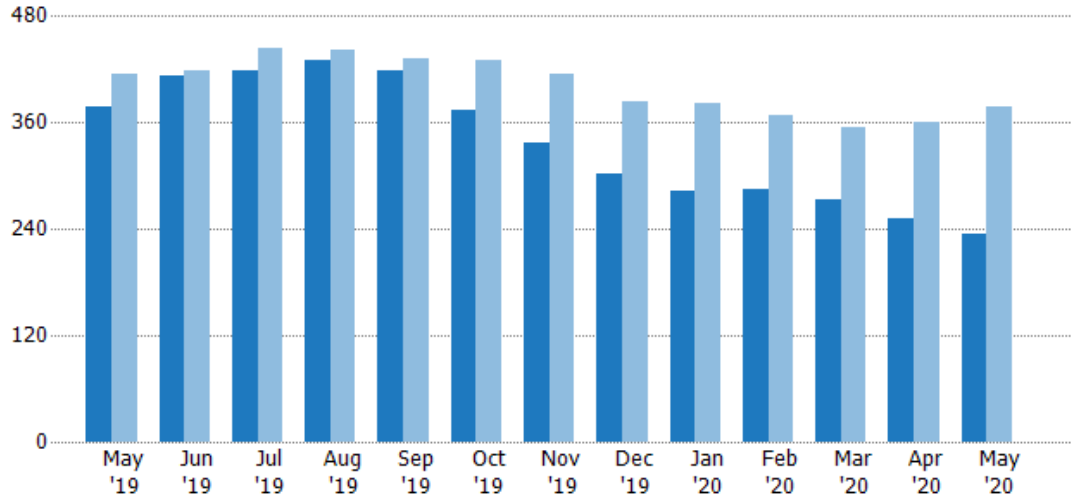
Active Listings

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.
May '20	235	-37.8%
May '19	378	-8.7%
May '18	414	-2.9%



Current Year	378	413	419	431	419	374	337	302	282	284	273	251	235
Prior Year	414	418	444	441	432	431	414	384	382	368	355	361	378
Percent Change from Prior Year	-9%	-1%	-6%	-2%	-3%	-13%	-19%	-21%	-26%	-23%	-23%	-30%	-38%

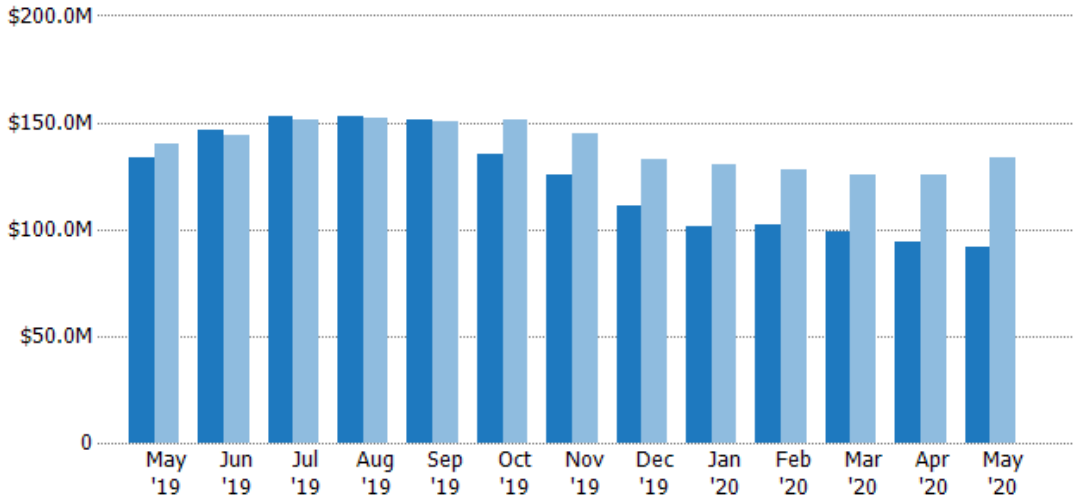
Active Listing Volume

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.
May '20	\$91.9M	-31.3%
May '19	\$134M	-4.3%
May '18	\$140M	-18.1%



Current Year	\$134M	\$147M	\$153M	\$153M	\$151M	\$135M	\$125M	\$111M	\$101M	\$102M	\$99.2M	\$94.4M	\$91.9M
Prior Year	\$140M	\$144M	\$151M	\$152M	\$151M	\$151M	\$145M	\$133M	\$130M	\$128M	\$126M	\$125M	\$134M
Percent Change from Prior Year	-4%	2%	1%	0%	0%	-10%	-13%	-16%	-22%	-20%	-21%	-25%	-31%

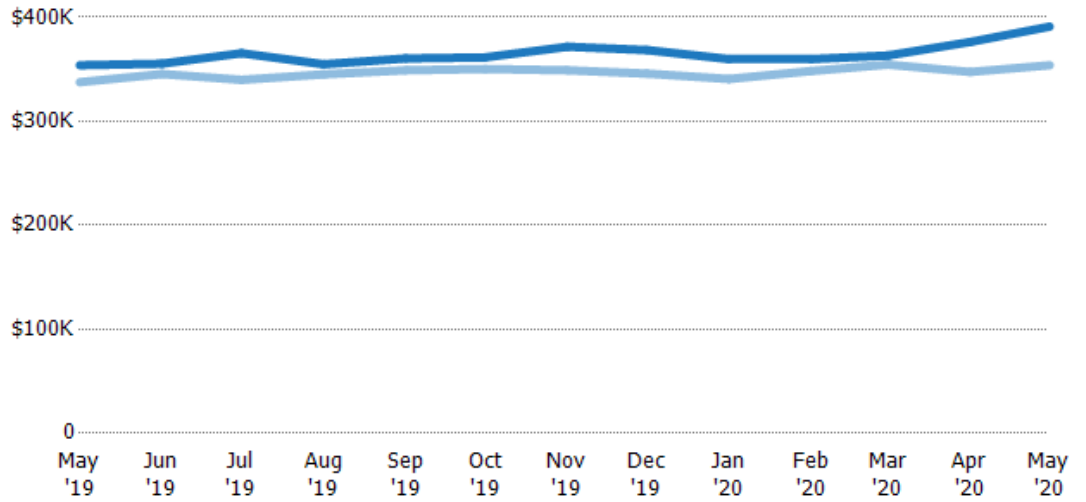
Average Listing Price

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.
May '20	\$391K	10.5%
May '19	\$354K	4.8%
May '18	\$338K	-15.7%



Current Year	\$354K	\$355K	\$365K	\$355K	\$360K	\$361K	\$372K	\$369K	\$360K	\$360K	\$363K	\$376K	\$391K
Prior Year	\$338K	\$345K	\$340K	\$345K	\$349K	\$350K	\$349K	\$346K	\$341K	\$348K	\$354K	\$347K	\$354K
Percent Change from Prior Year	5%	3%	8%	3%	3%	3%	6%	7%	6%	3%	2%	8%	10%

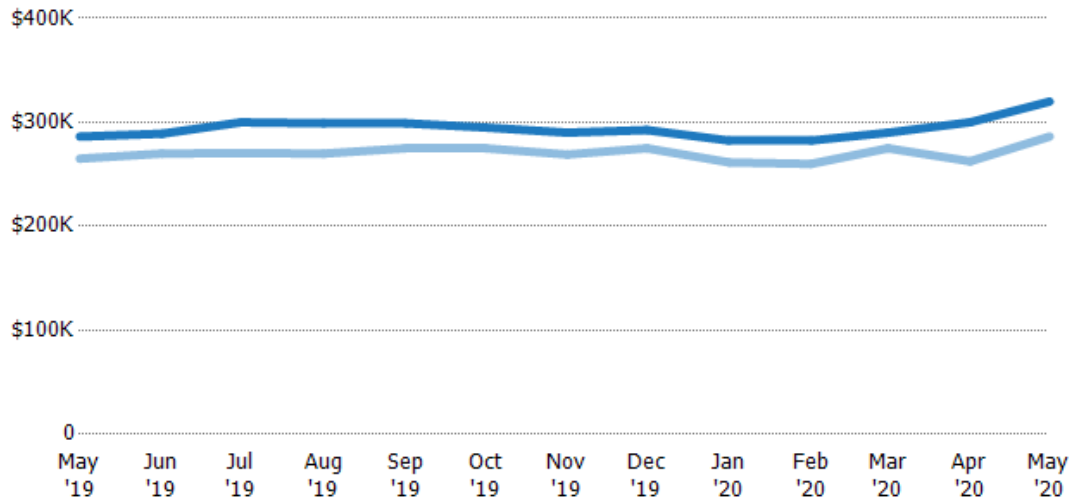
Median Listing Price

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.
May '20	\$320K	11.8%
May '19	\$286K	8%
May '18	\$265K	-17%



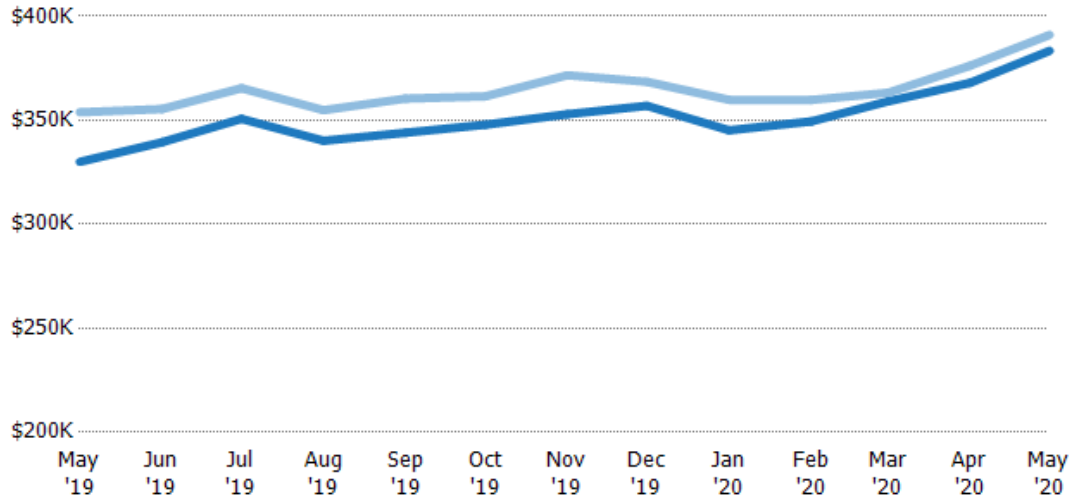
Current Year	\$286K	\$289K	\$300K	\$299K	\$299K	\$295K	\$290K	\$293K	\$282K	\$282K	\$290K	\$300K	\$320K
Prior Year	\$265K	\$270K	\$270K	\$270K	\$275K	\$275K	\$269K	\$275K	\$261K	\$260K	\$275K	\$263K	\$286K
Percent Change from Prior Year	8%	7%	11%	11%	9%	7%	8%	6%	8%	9%	5%	14%	12%

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



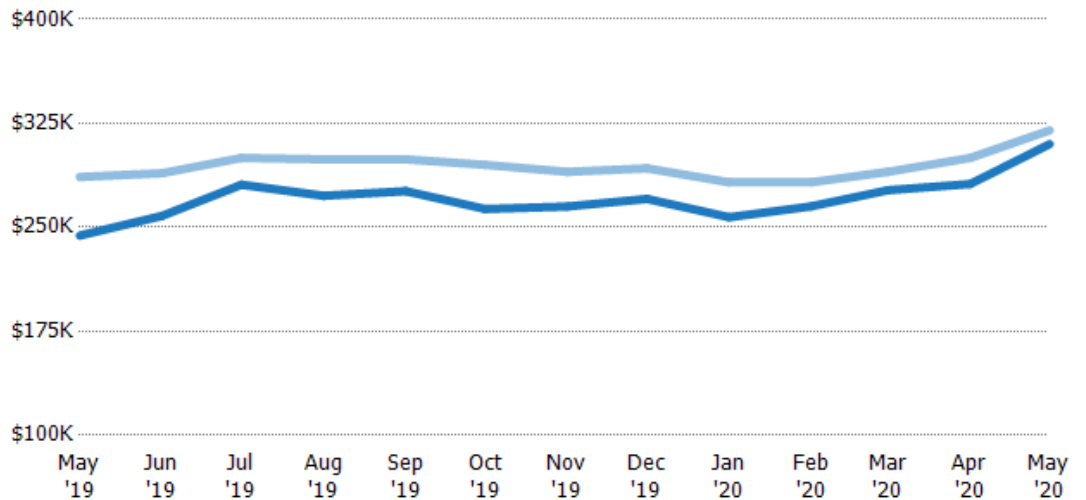
	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20
Avg Est Value	\$330K	\$339K	\$351K	\$340K	\$344K	\$348K	\$353K	\$357K	\$345K	\$349K	\$359K	\$368K	\$383K
Avg Listing Price	\$354K	\$355K	\$365K	\$355K	\$360K	\$361K	\$372K	\$369K	\$360K	\$360K	\$363K	\$376K	\$391K
Avg Listing Price as a % of Avg Est Value	107%	105%	104%	104%	105%	104%	105%	103%	104%	103%	101%	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



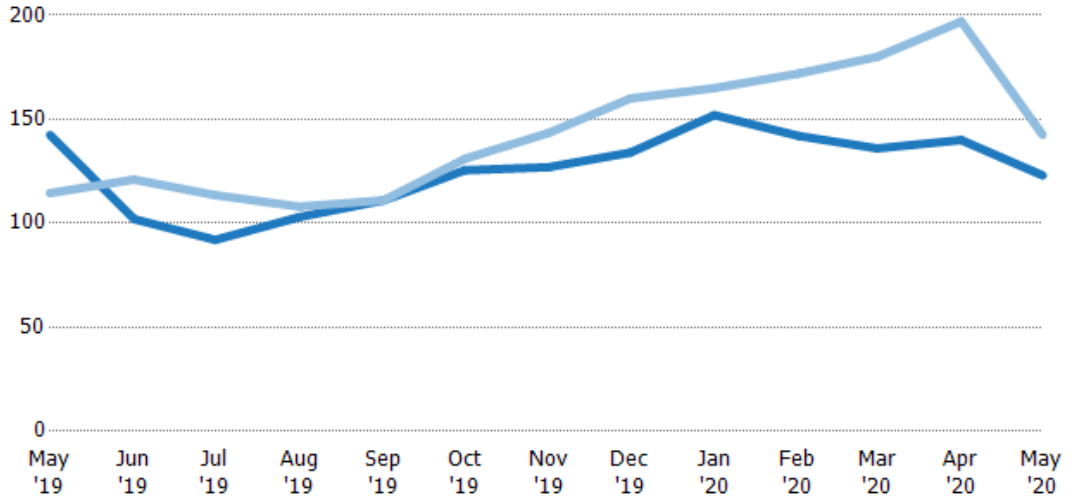
	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20
Median Est Value	\$244K	\$258K	\$281K	\$273K	\$276K	\$263K	\$265K	\$270K	\$257K	\$265K	\$277K	\$281K	\$310K
Median Listing Price	\$286K	\$289K	\$300K	\$299K	\$299K	\$295K	\$290K	\$293K	\$282K	\$282K	\$290K	\$300K	\$320K
Med Listing Price as a % of Med Est Value	117%	112%	107%	110%	108%	112%	109%	108%	110%	107%	105%	107%	103%

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.
May '20	123	-13.7%
May '19	143	24.5%
May '18	115	-9.2%

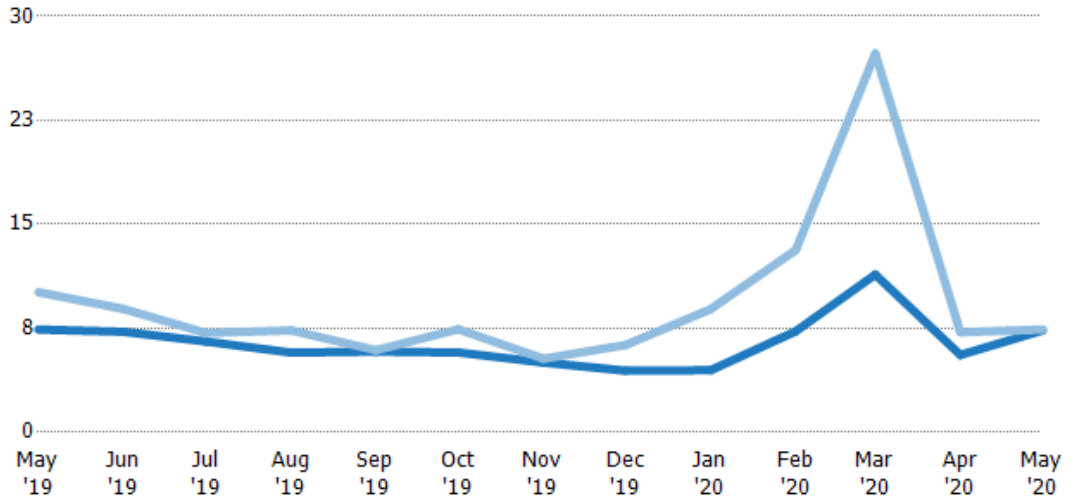
	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20
Current Year	143	102	92	103	111	126	127	134	152	142	136	140	123
Prior Year	115	121	114	108	111	131	144	160	165	172	180	197	143
Percent Change from Prior Year	24%	-16%	-19%	-5%	0%	-4%	-11%	-16%	-8%	-17%	-24%	-29%	-14%

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.
May '20	7.34	-0.9%
May '19	7.41	-26.6%
May '18	10.1	10.6%

	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20
Current Year	7.41	7.25	6.55	5.75	5.82	5.75	5.03	4.44	4.48	7.28	11.4	5.58	7.34
Prior Year	10.1	8.89	7.16	7.35	5.92	7.43	5.31	6.3	8.88	13.1	27.3	7.22	7.41
Percent Change from Prior Year	-27%	-19%	-9%	-22%	-2%	-23%	-5%	-29%	-50%	-45%	-58%	-23%	-1%

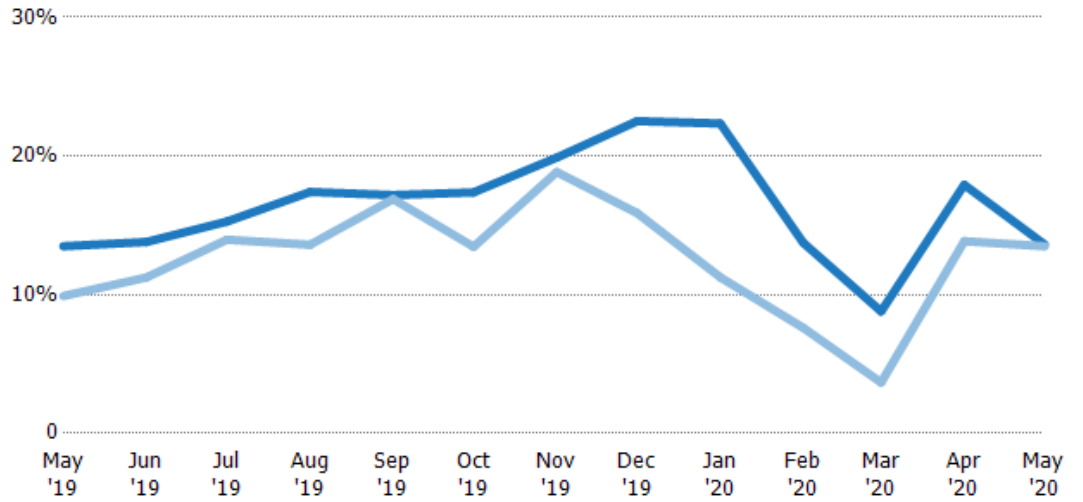
Absorption Rate

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.
May '20	14%	-0.1%
May '19	13%	-3.6%
May '18	10%	-9.6%



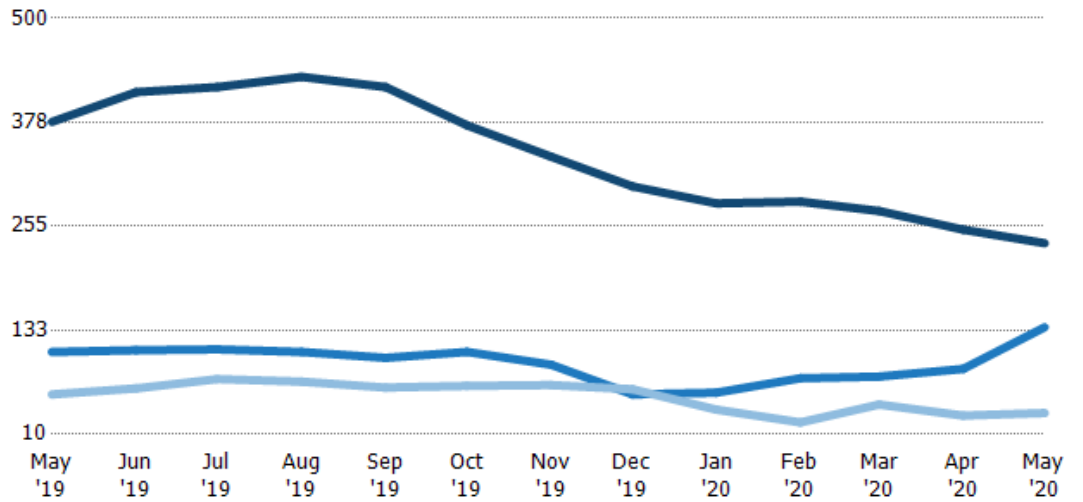
	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20
Current Year	13%	14%	15%	17%	17%	17%	20%	23%	22%	14%	9%	18%	14%
Prior Year	10%	11%	14%	14%	17%	13%	19%	16%	11%	8%	4%	14%	13%
Change from Prior Year	-4%	-3%	-1%	-4%	0%	-4%	-1%	-7%	-11%	-6%	-5%	-4%	0%

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



	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20
Active	378	413	419	431	419	374	337	302	282	284	273	251	235
Pending	107	109	110	107	100	107	92	57	59	76	78	87	136
Sold	57	64	75	72	65	67	68	63	39	24	45	32	35

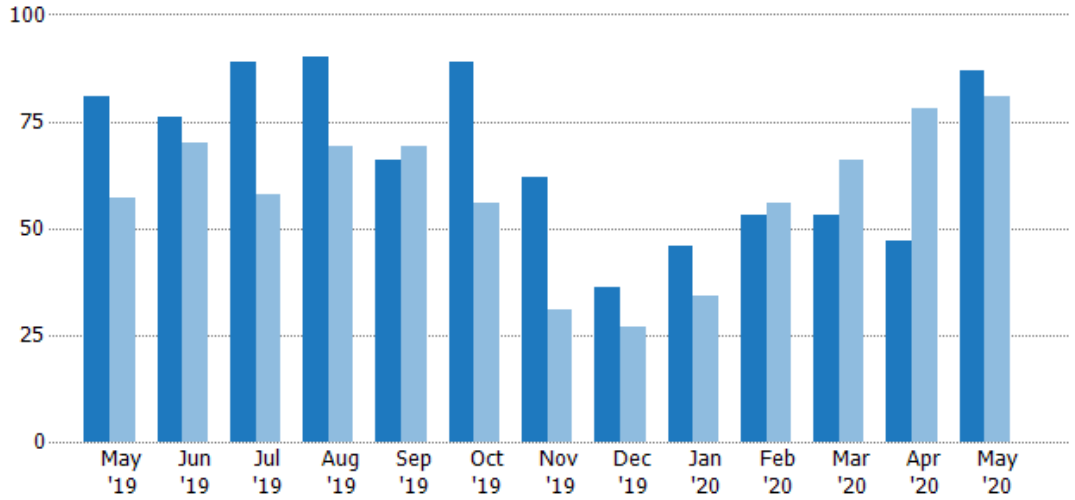
New Pending Sales

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.
May '20	87	7.4%
May '19	81	42.1%
May '18	57	33.3%



Current Year	81	76	89	90	66	89	62	36	46	53	53	47	87
Prior Year	57	70	58	69	69	56	31	27	34	56	66	78	81
Percent Change from Prior Year	42%	9%	53%	30%	-4%	59%	100%	33%	35%	-5%	-20%	-40%	7%

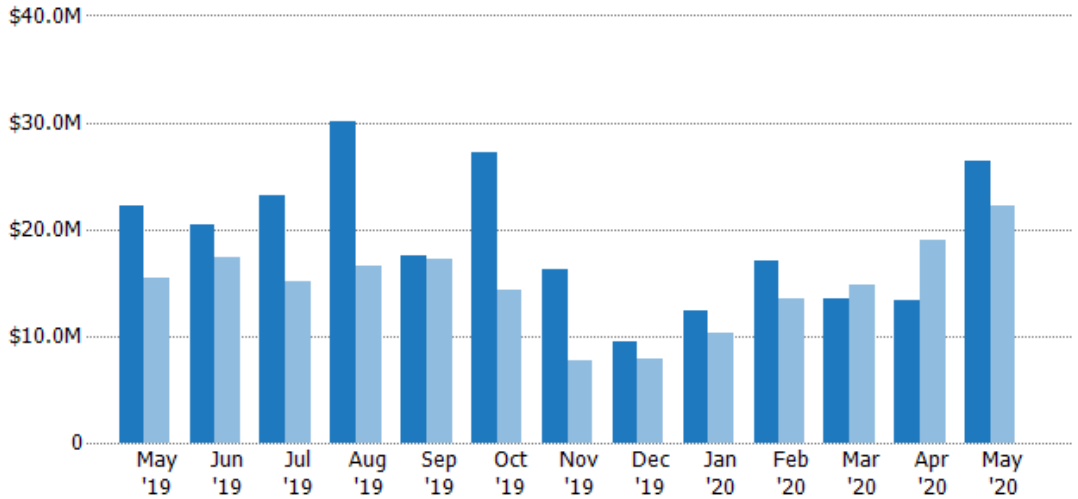
New Pending Sales Volume

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.
May '20	\$26.4M	19.4%
May '19	\$22.1M	43.6%
May '18	\$15.4M	8.3%



Current Year	\$22.1M	\$20.4M	\$23.1M	\$30.1M	\$17.6M	\$27.1M	\$16.3M	\$9.55M	\$12.4M	\$17.1M	\$13.5M	\$13.4M	\$26.4M
Prior Year	\$15.4M	\$17.4M	\$15M	\$16.5M	\$17.2M	\$14.3M	\$7.67M	\$7.88M	\$10.2M	\$13.5M	\$14.8M	\$19M	\$22.1M
Percent Change from Prior Year	44%	17%	54%	83%	2%	90%	112%	21%	21%	26%	-8%	-29%	19%

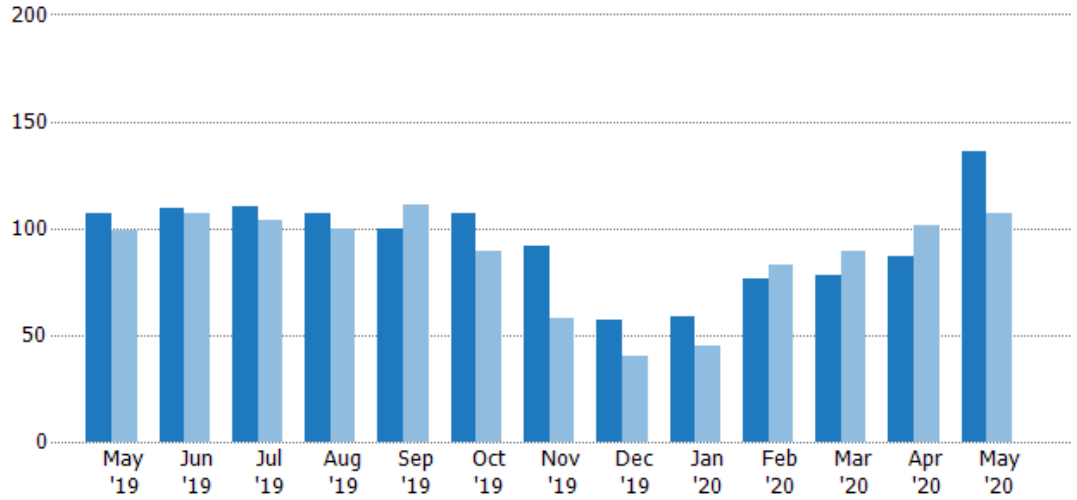
Pending Sales

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.
May '20	136	27.1%
May '19	107	8.1%
May '18	99	16.2%



Current Year	107	109	110	107	100	107	92	57	59	76	78	87	136
Prior Year	99	107	104	100	111	89	58	40	45	83	89	101	107
Percent Change from Prior Year	8%	2%	6%	7%	-10%	20%	59%	43%	31%	-8%	-12%	-14%	27%

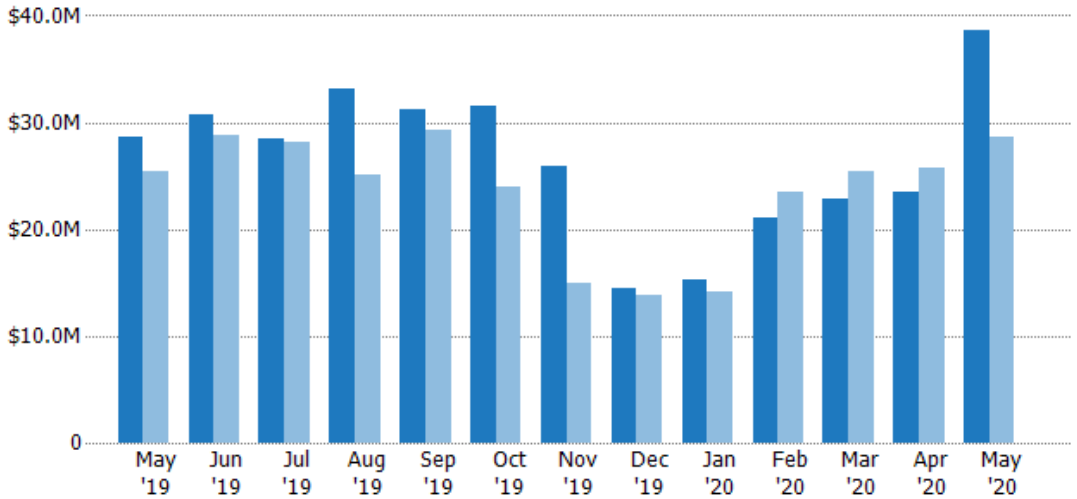
Pending Sales Volume

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.
May '20	\$38.6M	34.9%
May '19	\$28.6M	12.7%
May '18	\$25.4M	-0.1%



Current Year	\$28.6M	\$30.7M	\$28.5M	\$33.2M	\$31.2M	\$31.5M	\$26M	\$14.5M	\$15.3M	\$21.1M	\$22.9M	\$23.5M	\$38.6M
Prior Year	\$25.4M	\$28.7M	\$28.2M	\$25M	\$29.2M	\$23.9M	\$15M	\$13.9M	\$14.1M	\$23.6M	\$25.4M	\$25.8M	\$28.6M
Percent Change from Prior Year	13%	7%	1%	33%	7%	32%	74%	4%	9%	-11%	-10%	-9%	35%

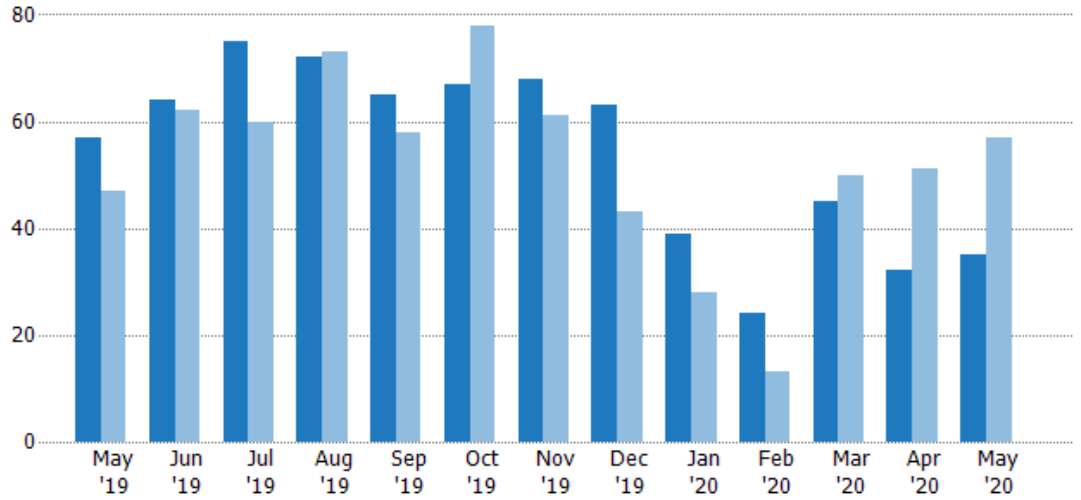
Closed Sales

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.
May '20	35	-38.6%
May '19	57	21.3%
May '18	47	-8.5%



Current Year	57	64	75	72	65	67	68	63	39	24	45	32	35
Prior Year	47	62	60	73	58	78	61	43	28	13	50	51	57
Percent Change from Prior Year	21%	3%	25%	-1%	12%	-14%	11%	47%	39%	85%	-10%	-37%	-39%

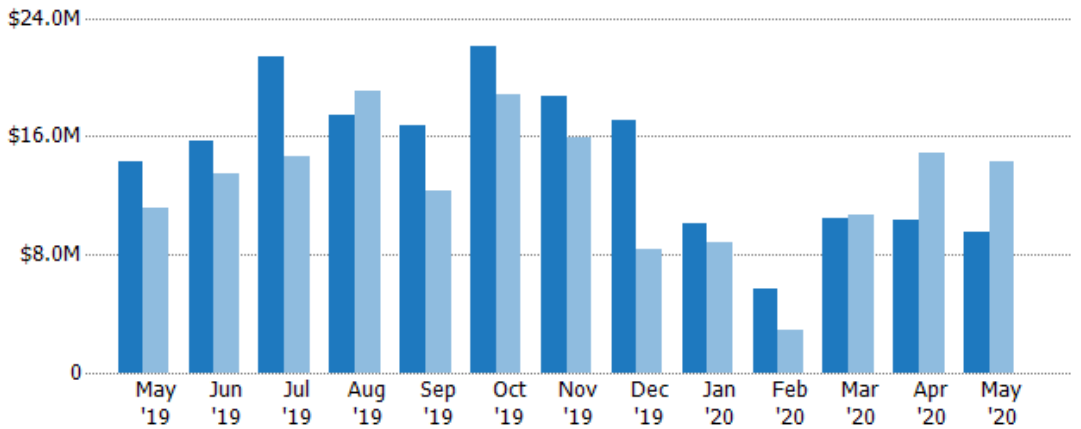
Closed Sales Volume

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.
May '20	\$9.49M	-33.4%
May '19	\$14.2M	27.3%
May '18	\$11.2M	-17.7%



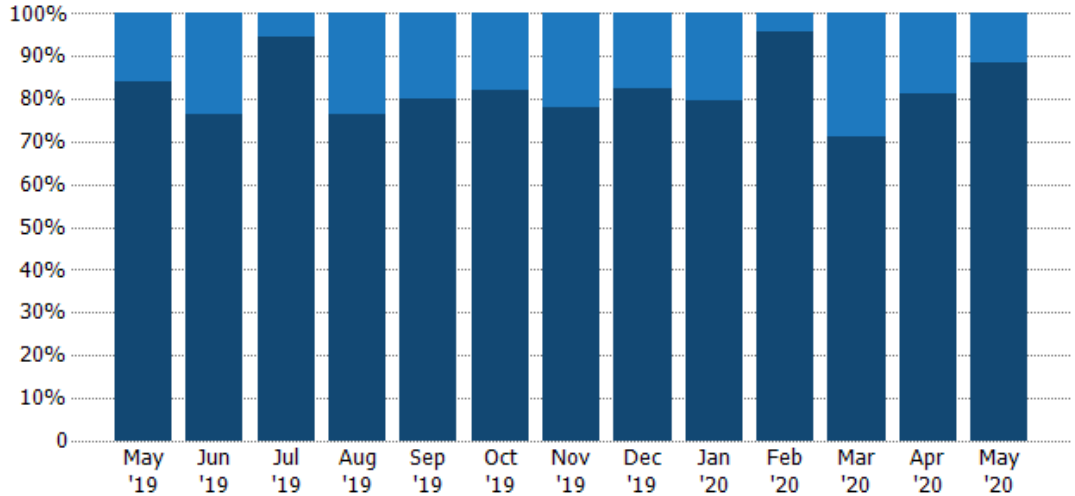
Current Year	\$14.2M	\$15.7M	\$21.4M	\$17.5M	\$16.8M	\$22M	\$18.7M	\$17.1M	\$10.1M	\$5.63M	\$10.5M	\$10.4M	\$9.49M
Prior Year	\$11.2M	\$13.5M	\$14.7M	\$19M	\$12.4M	\$18.8M	\$15.9M	\$8.37M	\$8.79M	\$2.94M	\$10.7M	\$14.9M	\$14.2M
Percent Change from Prior Year	27%	17%	46%	-8%	36%	17%	18%	104%	15%	91%	-2%	-30%	-33%

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



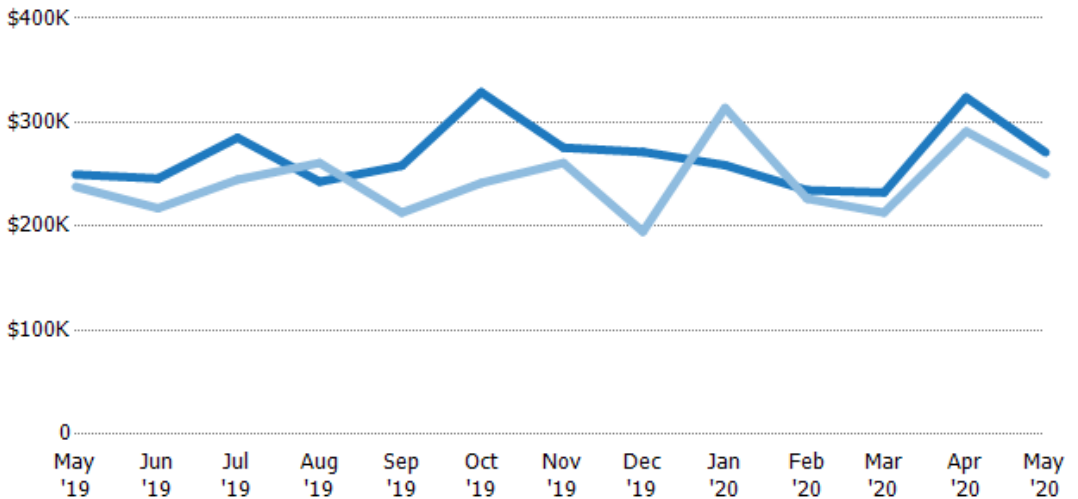
Property Type	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20
Condo/Townhouse	16%	23%	5%	24%	20%	18%	22%	17%	21%	4%	29%	19%	11%
Single Family Residence	84%	77%	95%	76%	80%	82%	78%	83%	79%	96%	71%	81%	89%

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.
May '20	\$271K	8.5%
May '19	\$250K	5%
May '18	\$238K	-10.1%

Property Type	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20
Current Year	\$250K	\$246K	\$285K	\$243K	\$258K	\$329K	\$276K	\$271K	\$259K	\$235K	\$232K	\$324K	\$271K
Prior Year	\$238K	\$217K	\$245K	\$261K	\$213K	\$242K	\$261K	\$195K	\$314K	\$226K	\$213K	\$291K	\$250K
Percent Change from Prior Year	5%	13%	16%	-7%	21%	36%	6%	39%	-18%	4%	9%	11%	9%

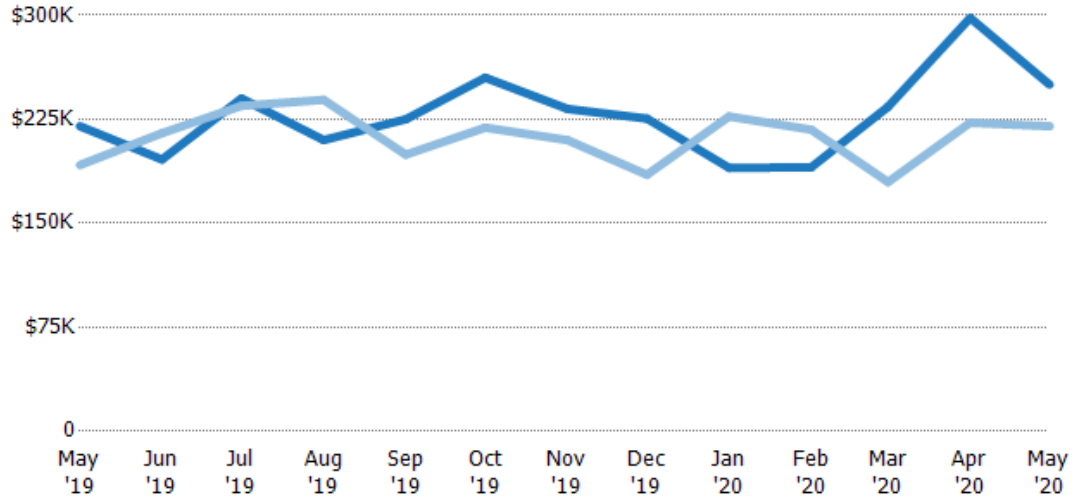
Median Sales Price

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.
May '20	\$250K	13.6%
May '19	\$220K	14.6%
May '18	\$192K	14.6%



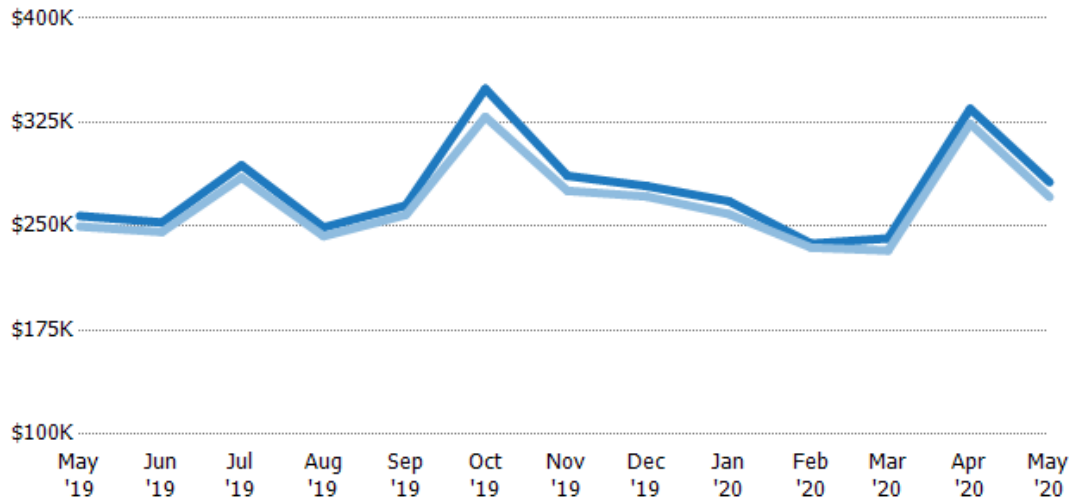
Current Year	\$220K	\$196K	\$240K	\$210K	\$225K	\$255K	\$233K	\$226K	\$190K	\$190K	\$234K	\$298K	\$250K
Prior Year	\$192K	\$215K	\$235K	\$239K	\$200K	\$219K	\$210K	\$185K	\$227K	\$218K	\$180K	\$223K	\$220K
Percent Change from Prior Year	15%	-9%	2%	-12%	13%	16%	11%	22%	-16%	-12%	30%	34%	14%

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



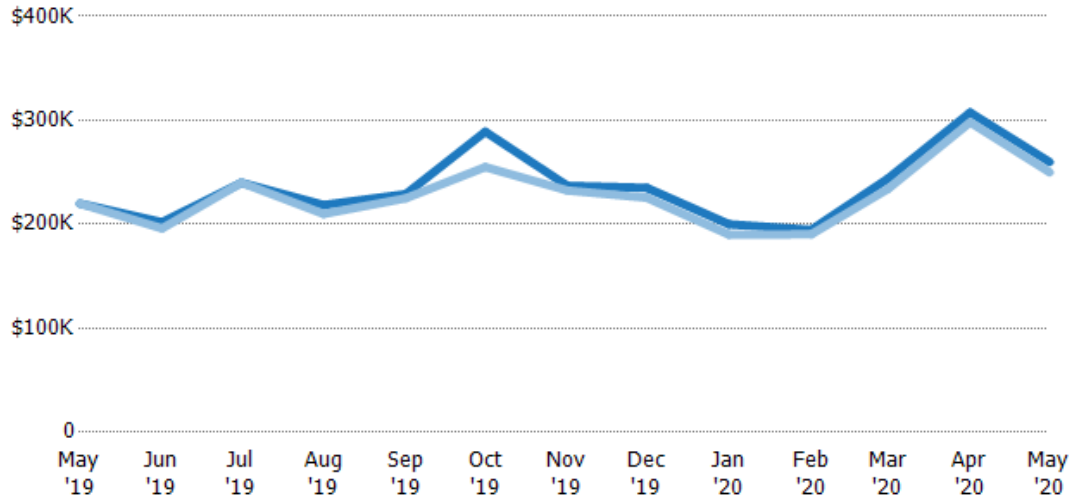
Avg List Price	\$257K	\$253K	\$294K	\$249K	\$265K	\$349K	\$286K	\$279K	\$268K	\$237K	\$241K	\$335K	\$282K
Avg Sales Price	\$250K	\$246K	\$285K	\$243K	\$258K	\$329K	\$276K	\$271K	\$259K	\$235K	\$232K	\$324K	\$271K
Avg Sales Price as a % of Avg List Price	97%	97%	97%	97%	97%	94%	96%	97%	97%	99%	96%	97%	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



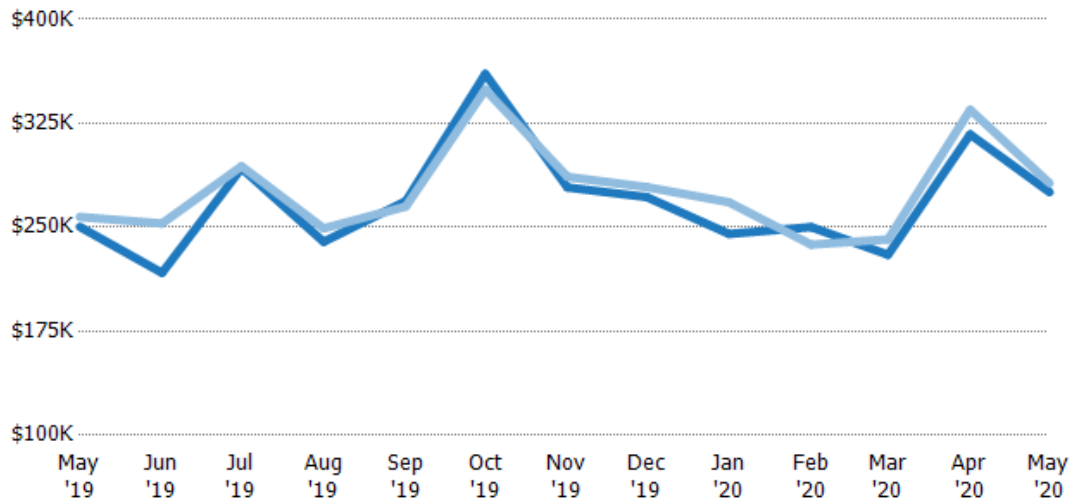
	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20
Median List Price	\$220K	\$202K	\$240K	\$219K	\$229K	\$289K	\$237K	\$235K	\$200K	\$195K	\$244K	\$307K	\$260K
Median Sales Price	\$220K	\$196K	\$240K	\$210K	\$225K	\$255K	\$233K	\$226K	\$190K	\$190K	\$234K	\$298K	\$250K
Med Sales Price as a % of Med List Price	100%	97%	100%	96%	98%	88%	98%	96%	95%	98%	96%	97%	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: Washington County, Vermont
 Property Type: Condo/Townhouse/Apt, Single Family Residence



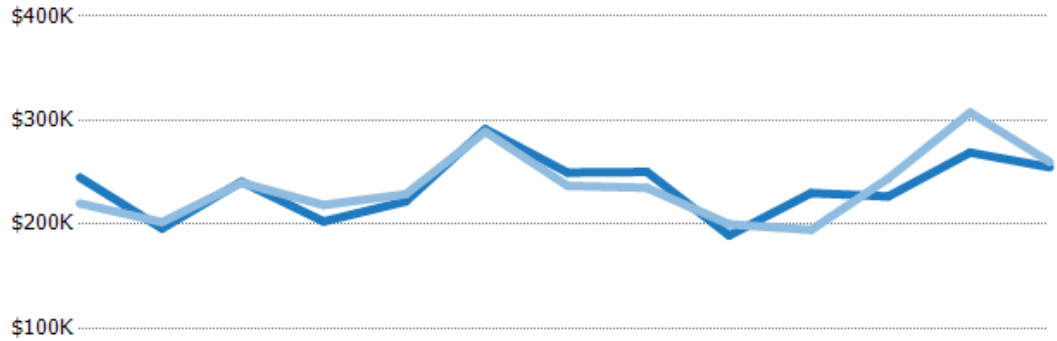
	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20
Avg Est Value	\$250K	\$217K	\$293K	\$240K	\$269K	\$361K	\$279K	\$272K	\$245K	\$250K	\$230K	\$317K	\$275K
Avg Sales Price	\$257K	\$253K	\$294K	\$249K	\$265K	\$349K	\$286K	\$279K	\$268K	\$237K	\$241K	\$335K	\$282K
Avg Sales Price as a % of Avg Est Value	103%	116%	100%	104%	99%	97%	103%	103%	109%	95%	105%	106%	102%

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



	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20
Median Est Value	\$245K	\$196K	\$241K	\$203K	\$222K	\$292K	\$250K	\$250K	\$189K	\$230K	\$227K	\$269K	\$255K
Median Sales Price	\$220K	\$202K	\$240K	\$219K	\$229K	\$289K	\$237K	\$235K	\$200K	\$195K	\$244K	\$307K	\$260K
Med Sales Price as a % of Med Est Value	90%	103%	100%	108%	103%	99%	95%	94%	106%	85%	108%	114%	102%