

## 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	+ / -
<b>Listing Activity Charts Metrics</b>						
New Listing Count	90	122	-26.2%	296	372	-20.4%
New Listing Volume	\$33,335,148	\$37,049,798	-10%	\$102,597,293	\$116,371,597	-11.8%
Active Listing Count	413	580	-28.8%	N/A	N/A	
Active Listing Volume	\$197,346,437	\$230,037,046	-14.2%	N/A	N/A	
Average Listing Price	\$477,836	\$396,616	+20.5%	\$465,494	\$402,411	+15.7%
Median Listing Price	\$299,000	\$285,000	+4.9%	\$299,390	\$288,443	+3.8%
Median Days in RPR	183	182	+0.5%	194.98	193.52	+0.8%
Months of Inventory	11.5	11.6	-1.1%	9.5	12.2	-22.2%
Absorption Rate	8.72%	8.62%	+0.1%	10.56%	8.21%	+2.3%
<b>Sales Activity Charts Metrics</b>						
New Pending Sales Count	65	68	-4.4%	262	303	-13.5%
New Pending Sales Volume	\$20,463,598	\$17,512,049	+16.9%	\$77,676,346	\$76,068,203	+2.1%
Pending Sales Count	98	96	+2.1%	N/A	N/A	
Pending Sales Volume	\$26,822,048	\$23,690,098	+13.2%	N/A	N/A	
Closed Sales Count	37	59	-37.3%	198	228	-13.2%
Closed Sales Volume	\$11,173,600	\$15,170,596	-26.3%	\$50,602,361	\$54,934,348	-7.9%
Average Sales Price	\$301,989	\$257,129	+17.4%	\$255,567	\$240,940	+6.1%
Median Sales Price	\$220,000	\$215,000	+2.3%	\$216,819	\$207,939	+4.3%

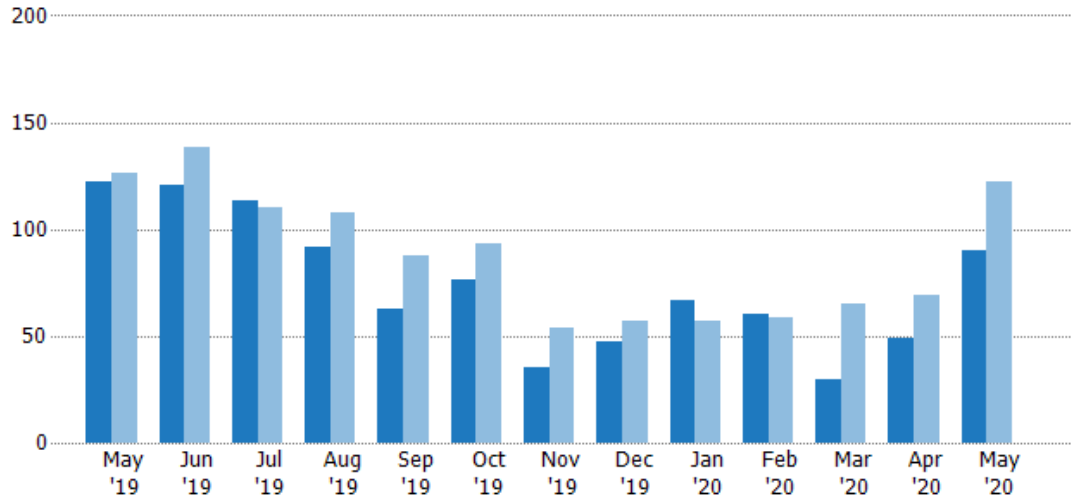
## New Listings

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.
May '20	90	-26.2%
May '19	122	-3.2%
May '18	126	31%



Current Year	122	121	113	92	63	76	35	47	67	60	30	49	90
Prior Year	126	138	110	108	88	93	54	57	57	59	65	69	122
Percent Change from Prior Year	-3%	-12%	3%	-15%	-28%	-18%	-35%	-18%	18%	2%	-54%	-29%	-26%

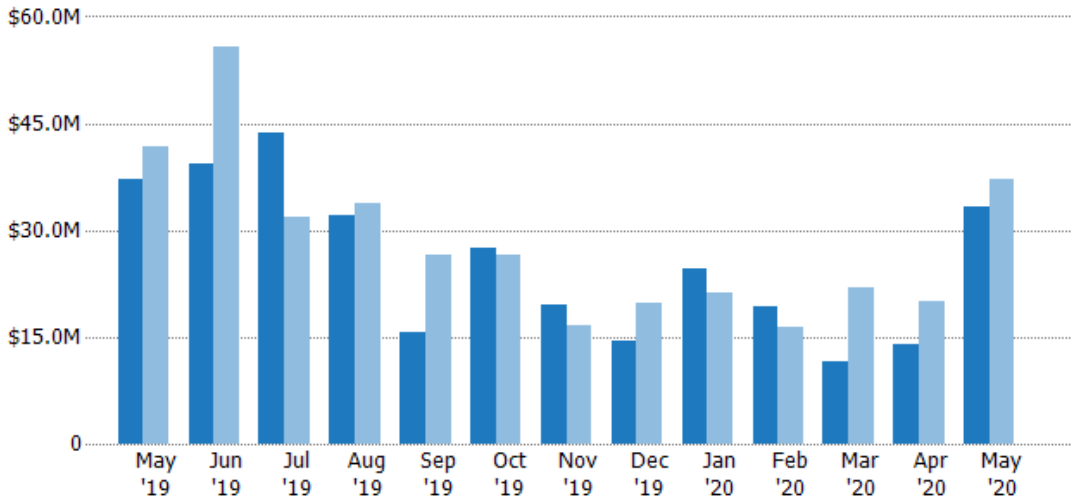
## New Listing Volume

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.
May '20	\$33.3M	-10%
May '19	\$37M	-11.5%
May '18	\$41.9M	24%



Current Year	\$37M	\$39.2M	\$43.6M	\$32.1M	\$15.6M	\$27.4M	\$19.6M	\$14.5M	\$24.5M	\$19.2M	\$11.5M	\$14M	\$33.3M
Prior Year	\$41.9M	\$55.7M	\$31.9M	\$33.8M	\$26.6M	\$26.5M	\$16.7M	\$19.7M	\$21.2M	\$16.3M	\$21.8M	\$20M	\$37M
Percent Change from Prior Year	-11%	-30%	37%	-5%	-41%	3%	17%	-26%	16%	18%	-47%	-30%	-10%

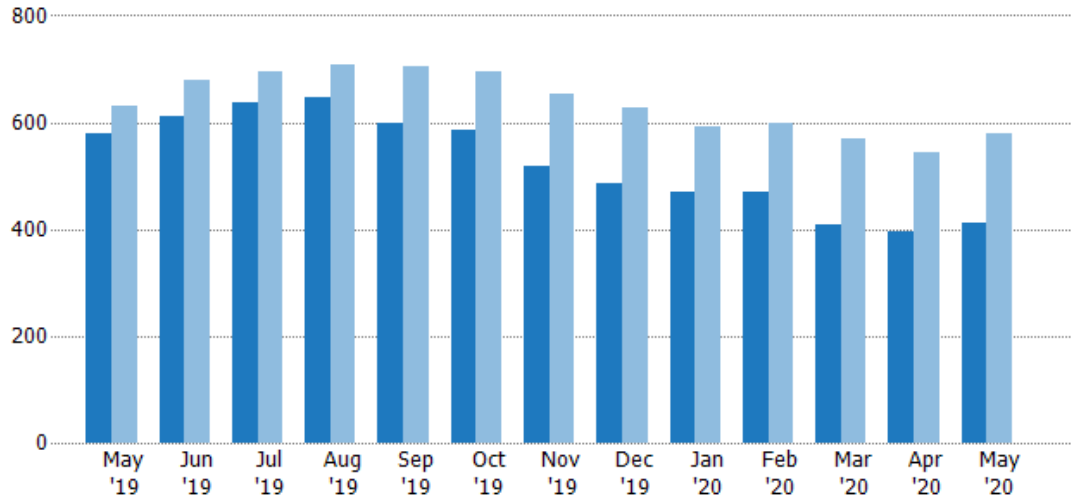
## Active Listings

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.
May '20	413	-28.8%
May '19	580	-8.2%
May '18	632	0.5%



Current Year	580	611	638	646	598	587	519	485	471	471	408	397	413
Prior Year	632	679	696	709	704	695	653	627	593	597	570	545	580
Percent Change from Prior Year	-8%	-10%	-8%	-9%	-15%	-16%	-21%	-23%	-21%	-21%	-28%	-27%	-29%

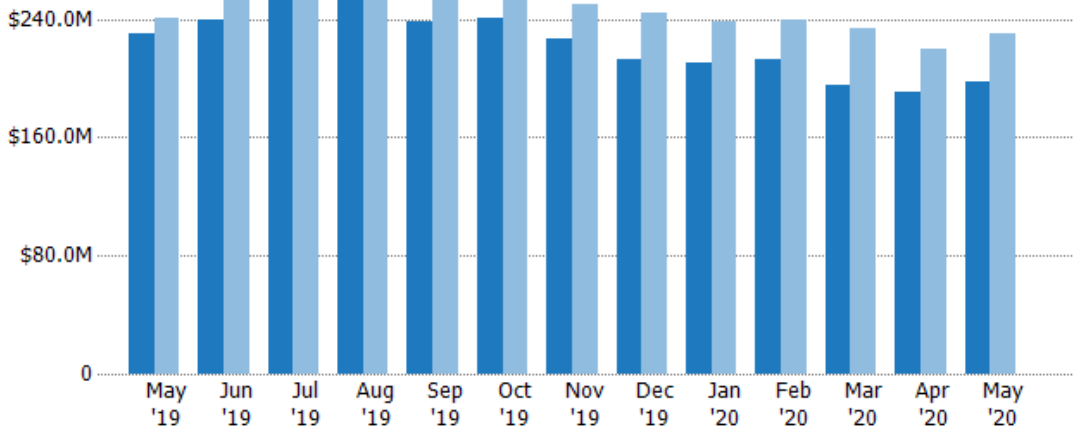
## Active Listing Volume

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.
May '20	\$197M	-14.2%
May '19	\$230M	-4.5%
May '18	\$241M	-1.9%



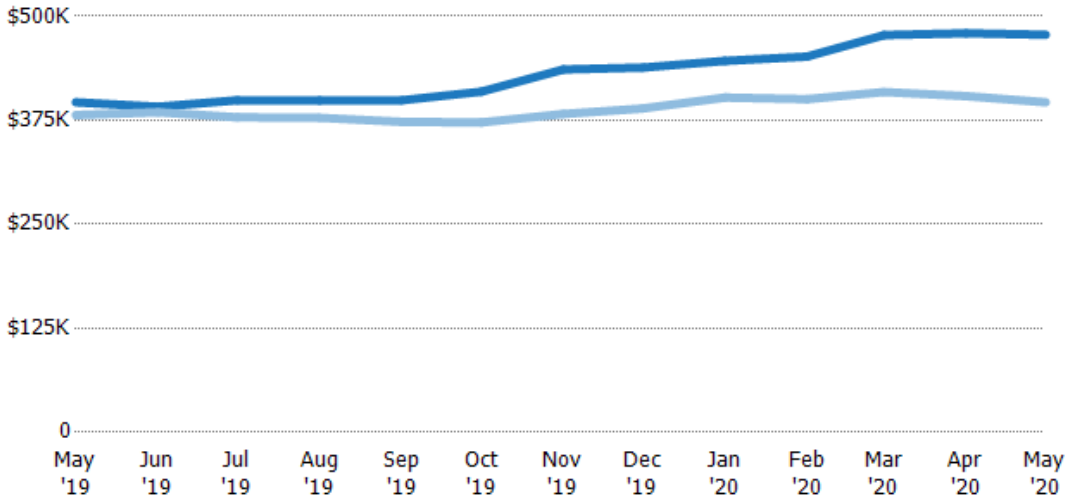
Current Year	\$230M	\$239M	\$255M	\$258M	\$239M	\$240M	\$226M	\$213M	\$210M	\$213M	\$195M	\$190M	\$197M
Prior Year	\$241M	\$261M	\$263M	\$268M	\$263M	\$259M	\$250M	\$244M	\$239M	\$239M	\$233M	\$220M	\$230M
Percent Change from Prior Year	-5%	-8%	-3%	-4%	-9%	-7%	-9%	-13%	-12%	-11%	-16%	-14%	-14%

## 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



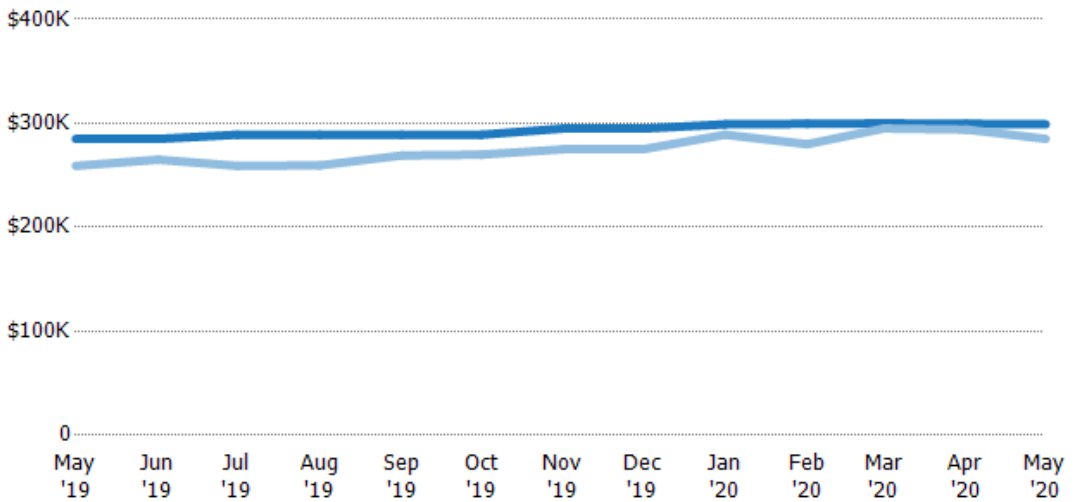
	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20
Current Year	\$397K	\$391K	\$399K	\$399K	\$399K	\$409K	\$436K	\$438K	\$446K	\$452K	\$477K	\$480K	\$478K
Prior Year	\$381K	\$385K	\$379K	\$378K	\$373K	\$372K	\$383K	\$389K	\$402K	\$400K	\$409K	\$404K	\$397K
Percent Change from Prior Year	4%	2%	5%	6%	7%	10%	14%	13%	11%	13%	17%	19%	20%

## 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



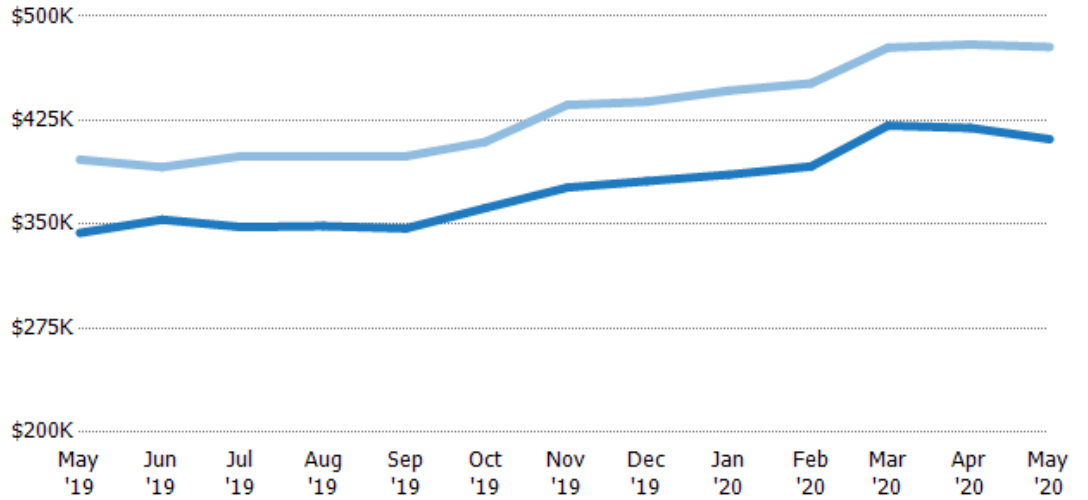
	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20
Current Year	\$285K	\$285K	\$289K	\$289K	\$289K	\$289K	\$295K	\$295K	\$299K	\$300K	\$300K	\$300K	\$299K
Prior Year	\$259K	\$265K	\$259K	\$260K	\$269K	\$270K	\$275K	\$275K	\$289K	\$280K	\$295K	\$294K	\$285K
Percent Change from Prior Year	10%	8%	12%	11%	7%	7%	7%	7%	3%	7%	2%	2%	5%

## 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

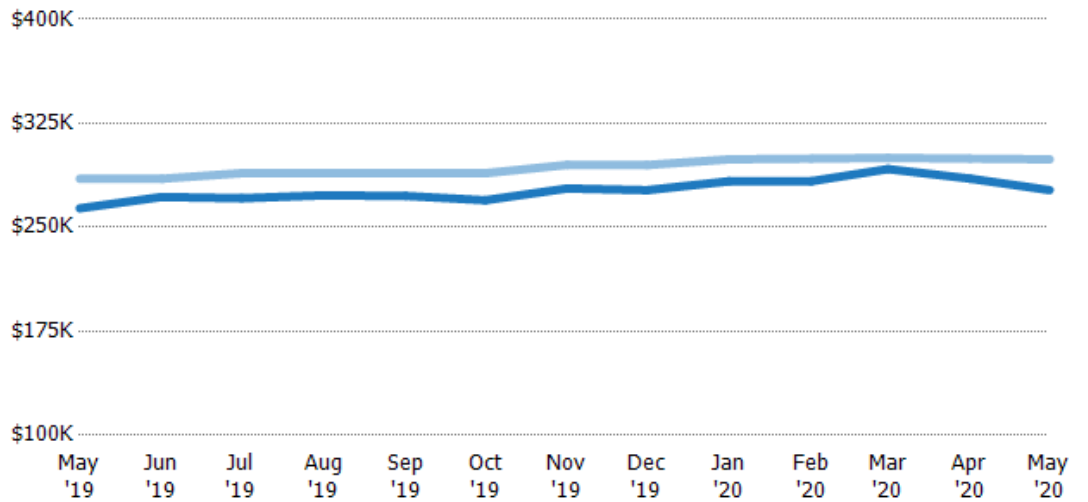


## Median Listing Price vs Median Est Value

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

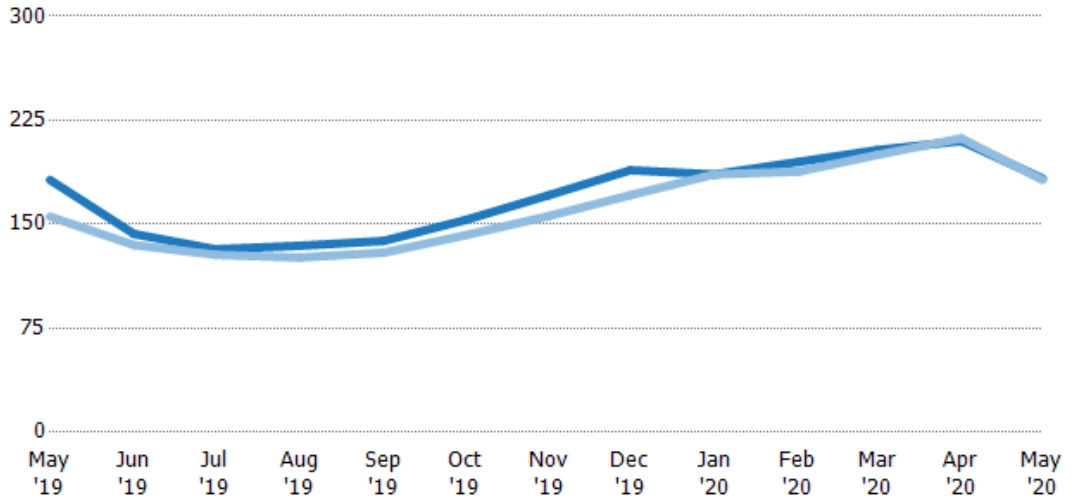


## Median Days in RPR

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



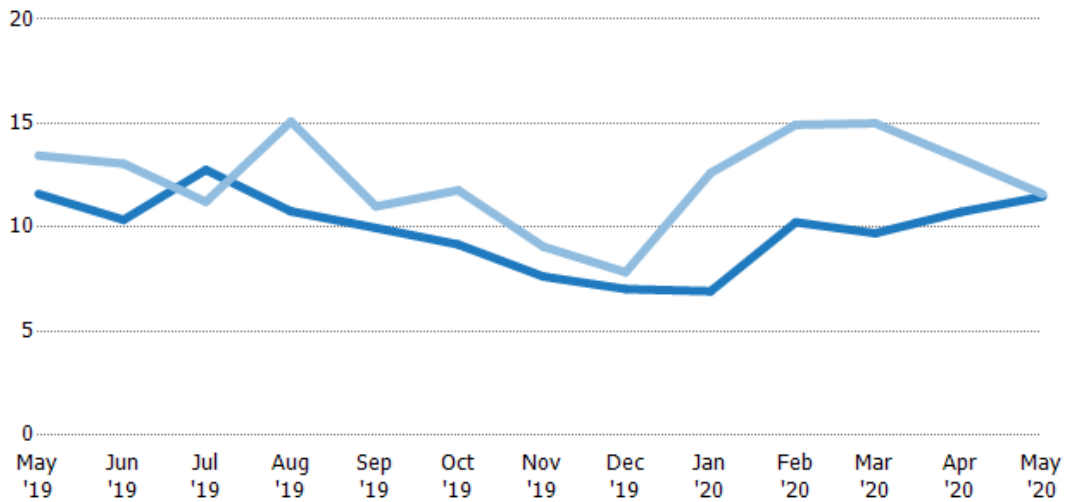
	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20
Current Year	182	143	132	135	138	153	171	189	186	195	204	210	183
Prior Year	156	135	128	126	130	142	156	171	186	188	200	212	182
Percent Change from Prior Year	17%	6%	3%	7%	7%	8%	10%	11%	0%	4%	2%	-1%	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



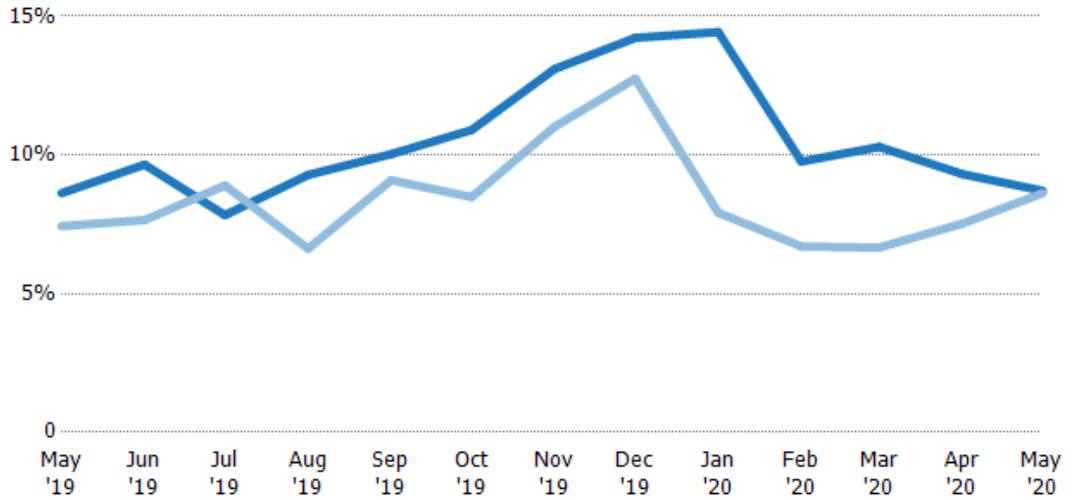
	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20
Current Year	11.6	10.4	12.8	10.8	9.97	9.17	7.63	7.03	6.93	10.2	9.71	10.7	11.5
Prior Year	13.4	13.1	11.2	15.1	11	11.8	9.07	7.84	12.6	14.9	15	13.3	11.6
Percent Change from Prior Year	-14%	-21%	14%	-29%	-9%	-22%	-16%	-10%	-45%	-31%	-35%	-19%	-1%

## 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.
May '20	9%	-0.1%
May '19	9%	-1.2%
May '18	7%	-21.7%

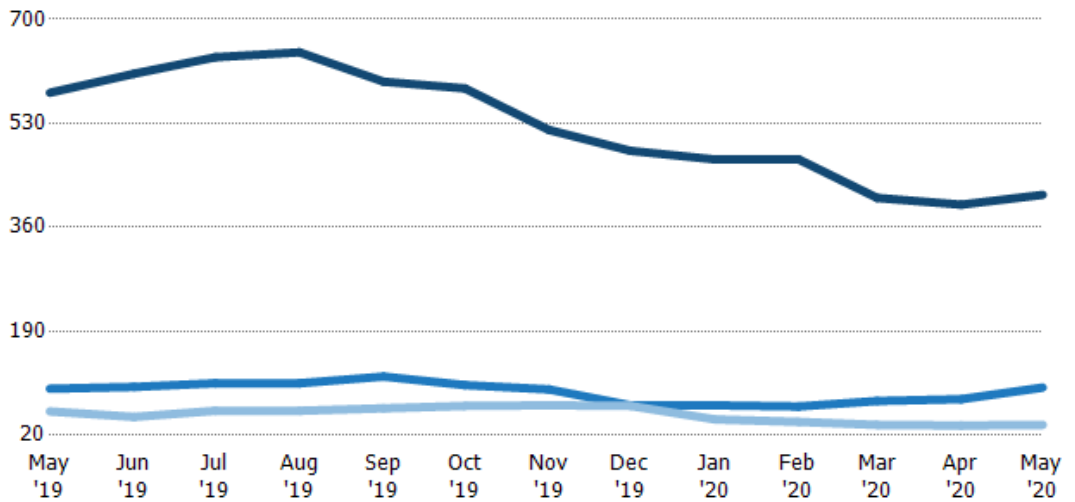
	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20
Current Year	9%	10%	8%	9%	10%	11%	13%	14%	14%	10%	10%	9%	9%
Prior Year	7%	8%	9%	7%	9%	8%	11%	13%	8%	7%	7%	8%	9%
Change from Prior Year	-1%	-2%	1%	-3%	-1%	-2%	-2%	-1%	-7%	-3%	-4%	-2%	0%

## 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



	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	580	611	638	646	598	587	519	485	471	471	408	397	413
Pending	96	99	105	105	116	102	95	69	69	67	76	79	98
Sold	59	50	60	60	64	68	69	68	46	42	37	36	37

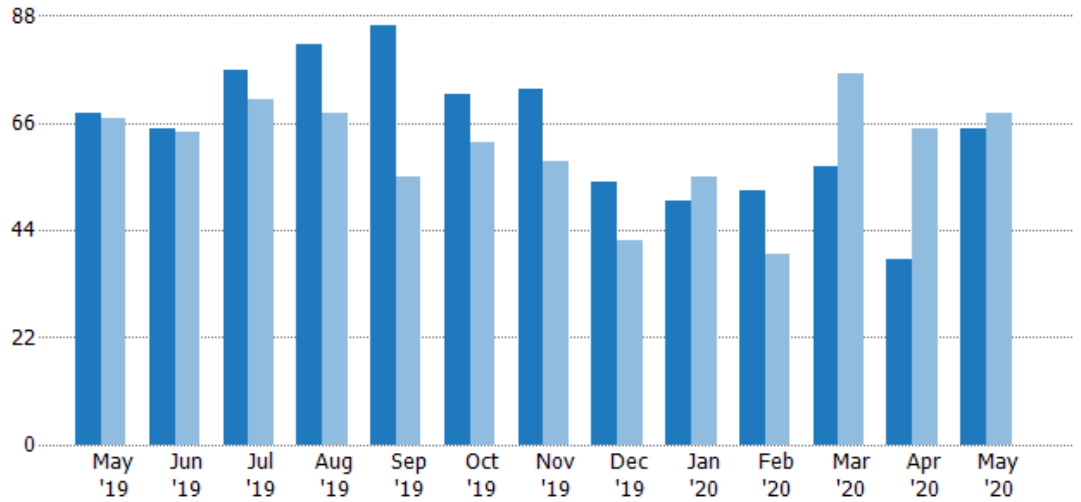
## New Pending Sales

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.
May '20	65	-4.4%
May '19	68	1.5%
May '18	67	-9%



Current Year	68	65	77	82	86	72	73	54	50	52	57	38	65
Prior Year	67	64	71	68	55	62	58	42	55	39	76	65	68
Percent Change from Prior Year	1%	2%	8%	21%	56%	16%	26%	29%	-9%	33%	-25%	-42%	-4%

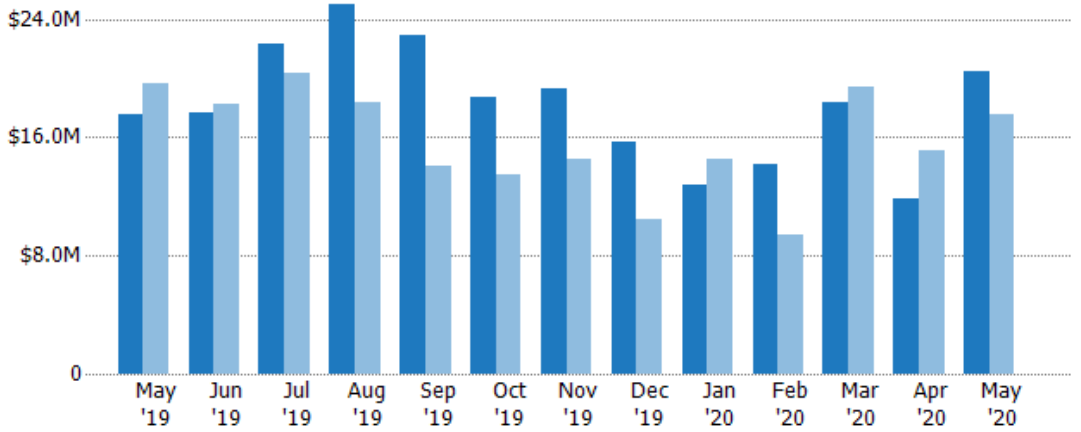
## New Pending Sales Volume

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.
May '20	\$20.5M	16.9%
May '19	\$17.5M	-10.8%
May '18	\$19.6M	-20.7%



Current Year	\$17.5M	\$17.6M	\$22.4M	\$25.1M	\$22.9M	\$18.7M	\$19.3M	\$15.7M	\$12.7M	\$14.2M	\$18.4M	\$11.9M	\$20.5M
Prior Year	\$19.6M	\$18.2M	\$20.4M	\$18.4M	\$14M	\$13.5M	\$14.5M	\$10.4M	\$14.5M	\$9.44M	\$19.5M	\$15.2M	\$17.5M
Percent Change from Prior Year	-11%	-3%	10%	36%	63%	39%	33%	50%	-12%	50%	-5%	-22%	17%

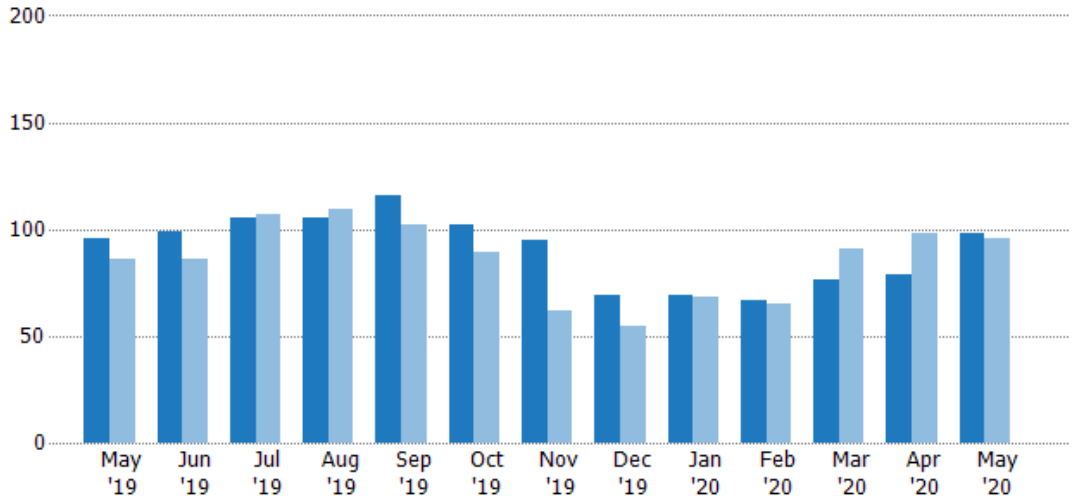


## Pending Sales

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



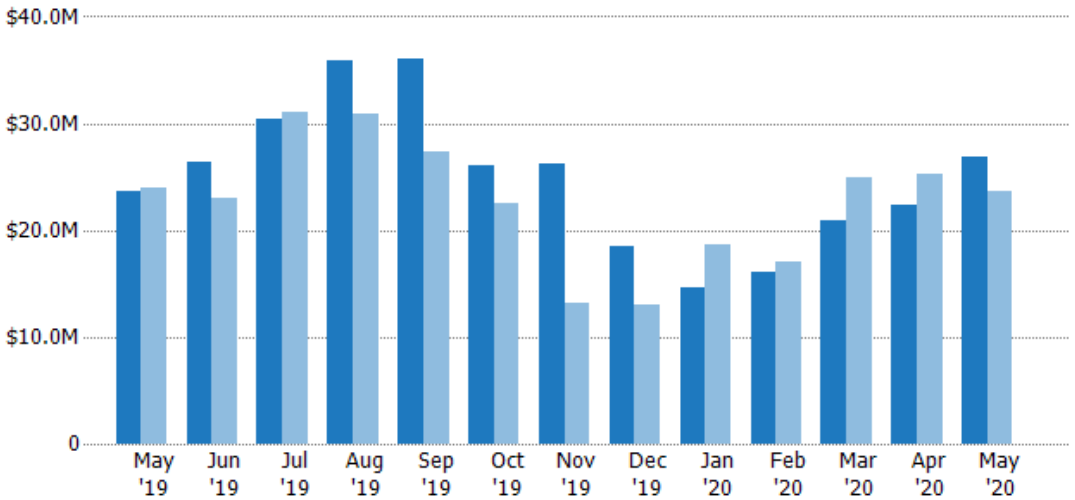
	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20
Current Year	96	99	105	105	116	102	95	69	69	67	76	79	98
Prior Year	86	86	107	109	102	89	62	55	68	65	91	98	96
Percent Change from Prior Year	12%	15%	-2%	-4%	14%	15%	53%	25%	1%	3%	-16%	-19%	2%

## 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: Windham 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
Current Year	\$23.7M	\$26.3M	\$30.4M	\$35.9M	\$36M	\$26.1M	\$26.2M	\$18.5M	\$14.6M	\$16M	\$21M	\$22.3M	\$26.8M
Prior Year	\$23.9M	\$23M	\$31.1M	\$30.9M	\$27.3M	\$22.4M	\$13.2M	\$13.1M	\$18.7M	\$17.1M	\$25M	\$25.2M	\$23.7M
Percent Change from Prior Year	-1%	15%	-2%	16%	32%	16%	99%	41%	-22%	-6%	-16%	-11%	13%

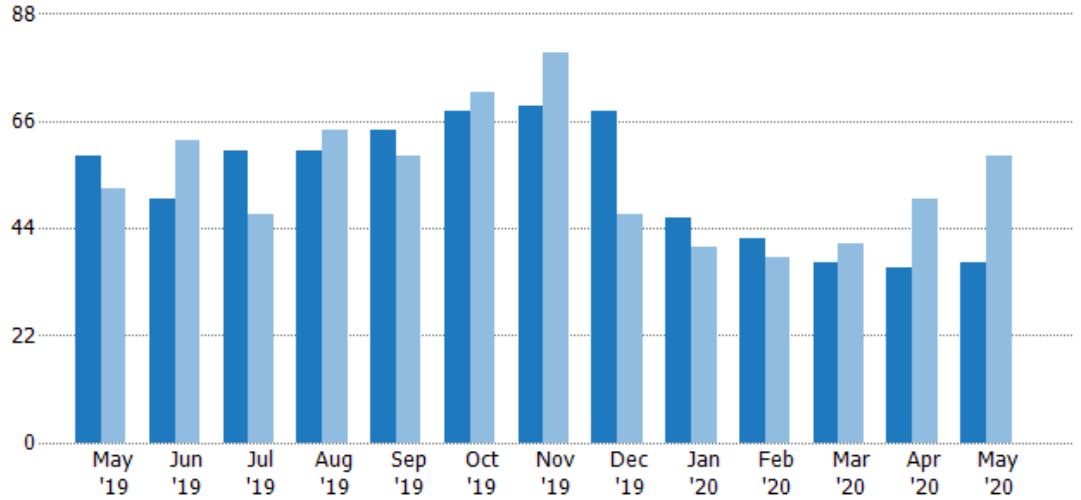
## Closed Sales

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.
May '20	37	-37.3%
May '19	59	13.5%
May '18	52	-19.2%



Current Year	59	50	60	60	64	68	69	68	46	42	37	36	37
Prior Year	52	62	47	64	59	72	80	47	40	38	41	50	59
Percent Change from Prior Year	13%	-19%	28%	-6%	8%	-6%	-14%	45%	15%	11%	-10%	-28%	-37%

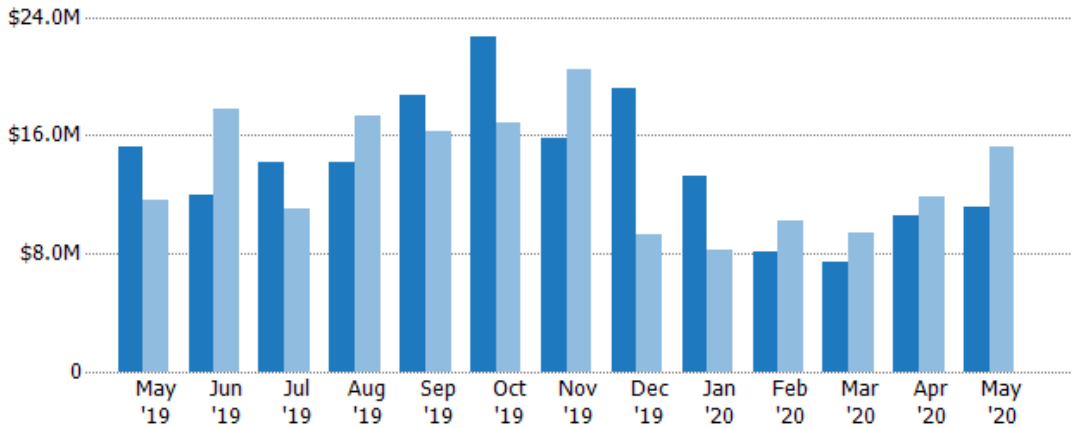
## Closed Sales Volume

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.
May '20	\$11.2M	-26.3%
May '19	\$15.2M	31%
May '18	\$11.6M	-4.1%



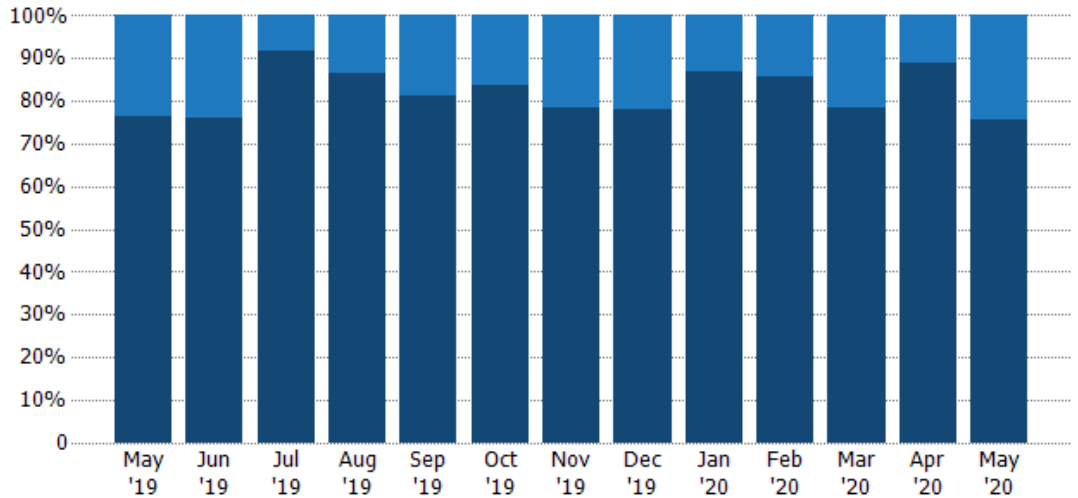
Current Year	\$15.2M	\$11.9M	\$14.2M	\$14.1M	\$18.7M	\$22.7M	\$15.8M	\$19.2M	\$13.3M	\$8.12M	\$7.41M	\$10.6M	\$11.2M
Prior Year	\$11.6M	\$17.8M	\$11M	\$17.3M	\$16.3M	\$16.8M	\$20.4M	\$9.26M	\$8.18M	\$10.3M	\$9.46M	\$11.9M	\$15.2M
Percent Change from Prior Year	31%	-33%	28%	-18%	15%	35%	-23%	107%	62%	-21%	-22%	-11%	-26%

## 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



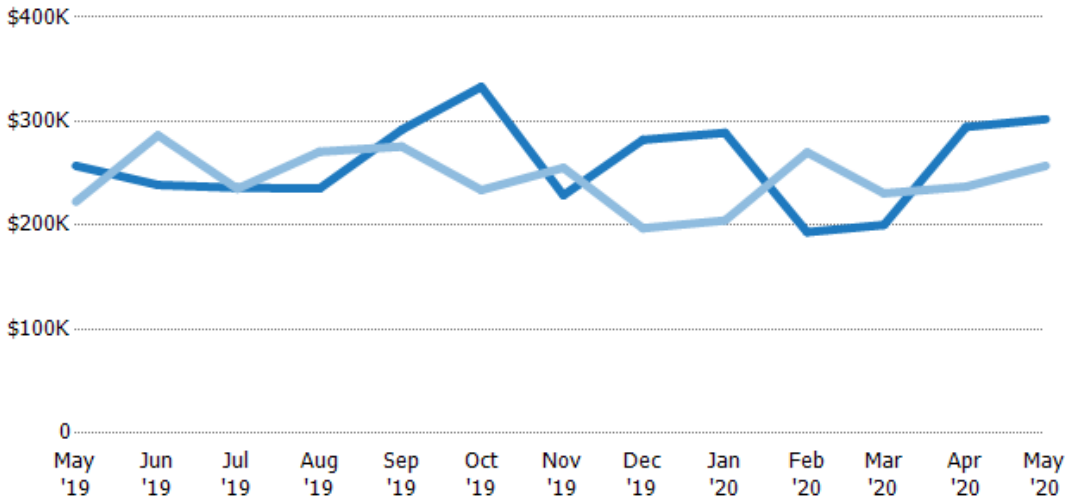
Condo/Townhouse	24%	24%	8%	13%	19%	16%	22%	22%	13%	14%	22%	11%	24%
Single Family Residence	76%	76%	92%	87%	81%	84%	78%	78%	87%	86%	78%	89%	76%

## 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	\$257K	\$239K	\$236K	\$235K	\$292K	\$333K	\$229K	\$282K	\$289K	\$193K	\$200K	\$295K	\$302K
Prior Year	\$223K	\$287K	\$235K	\$271K	\$276K	\$234K	\$255K	\$197K	\$205K	\$270K	\$231K	\$237K	\$257K
Percent Change from Prior Year	15%	-17%	0%	-13%	6%	42%	-10%	43%	41%	-28%	-13%	24%	17%

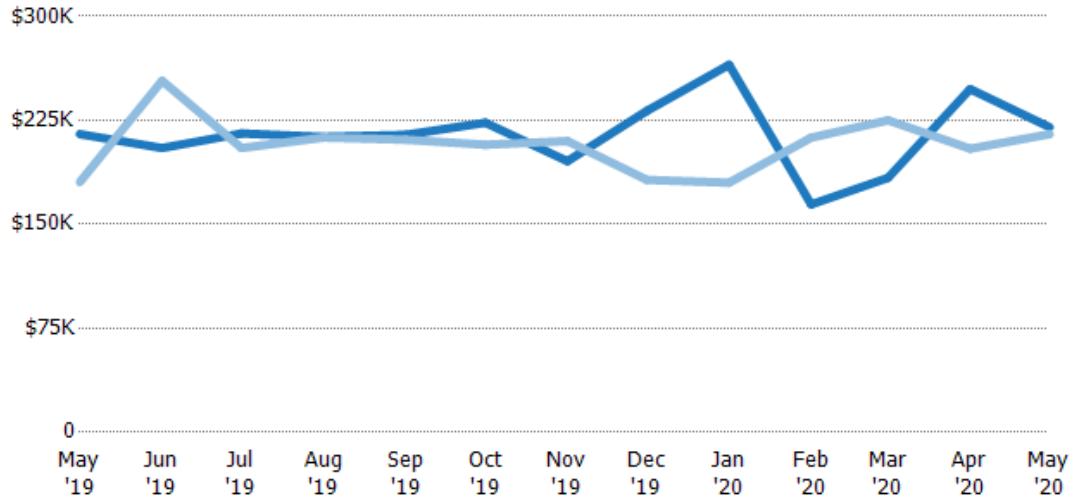
## Median Sales Price

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.
May '20	\$220K	2.3%
May '19	\$215K	19.1%
May '18	\$181K	20.5%



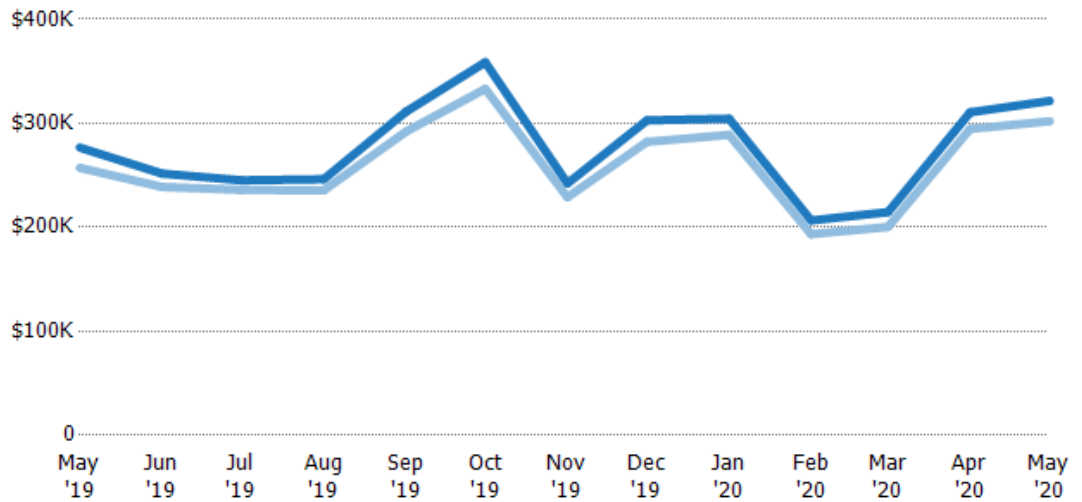
Current Year	\$215K	\$205K	\$216K	\$213K	\$215K	\$223K	\$196K	\$232K	\$265K	\$164K	\$184K	\$248K	\$220K
Prior Year	\$181K	\$254K	\$205K	\$213K	\$211K	\$207K	\$210K	\$182K	\$180K	\$213K	\$225K	\$205K	\$215K
Percent Change from Prior Year	19%	-19%	5%	0%	2%	8%	-7%	27%	47%	-23%	-18%	21%	2%

## 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



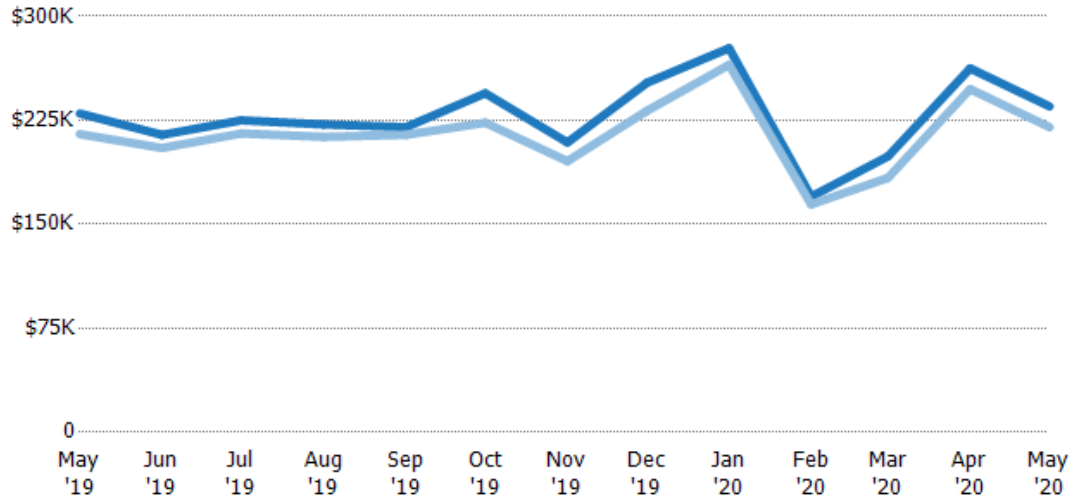
Avg List Price	\$277K	\$252K	\$245K	\$246K	\$311K	\$359K	\$242K	\$303K	\$304K	\$207K	\$215K	\$311K	\$322K
Avg Sales Price	\$257K	\$239K	\$236K	\$235K	\$292K	\$333K	\$229K	\$282K	\$289K	\$193K	\$200K	\$295K	\$302K
Avg Sales Price as a % of Avg List Price	93%	95%	96%	96%	94%	93%	95%	93%	95%	94%	93%	95%	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



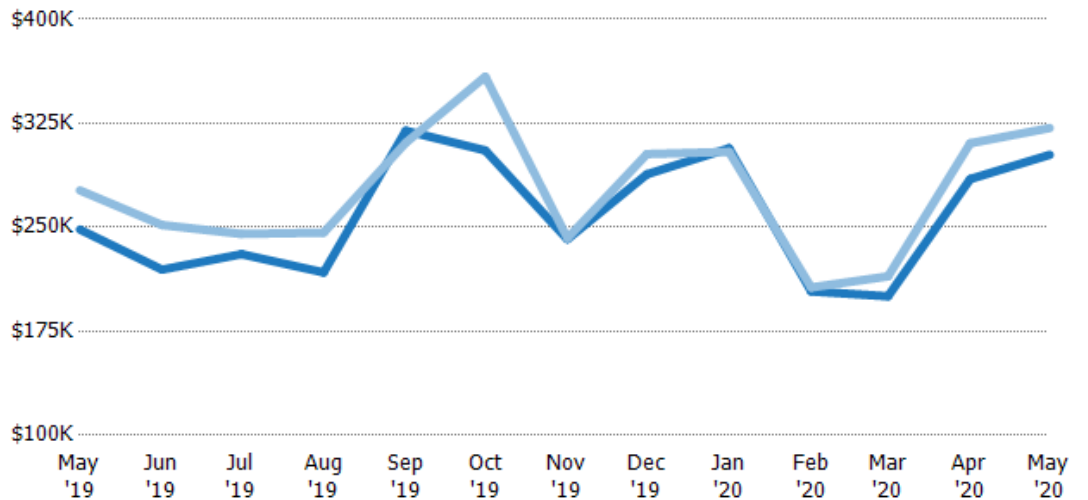
	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20
Median List Price	\$230K	\$215K	\$225K	\$222K	\$220K	\$244K	\$209K	\$252K	\$277K	\$170K	\$199K	\$262K	\$235K
Median Sales Price	\$215K	\$205K	\$216K	\$213K	\$215K	\$223K	\$196K	\$232K	\$265K	\$164K	\$184K	\$248K	\$220K
Med Sales Price as a % of Med List Price	94%	96%	96%	96%	98%	91%	94%	92%	96%	97%	92%	94%	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



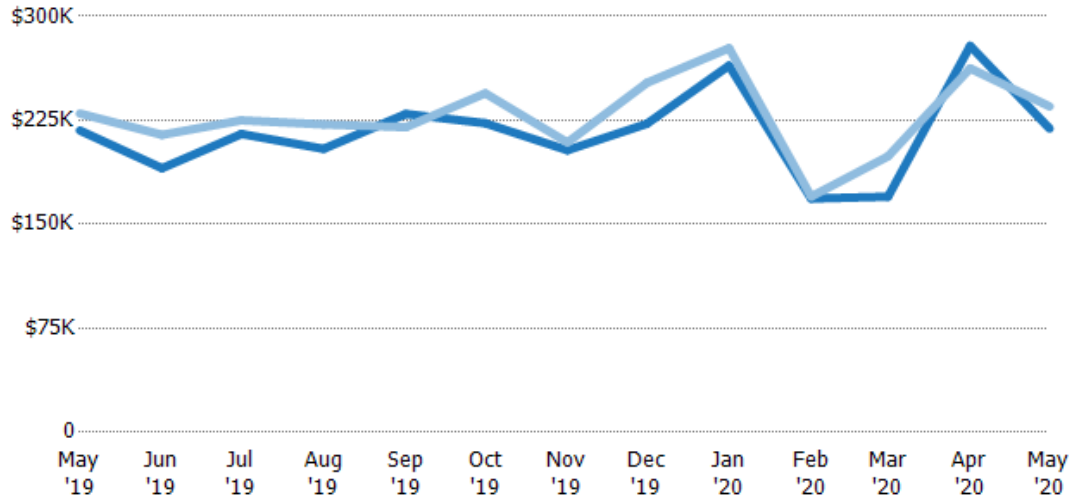
	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20
Avg Est Value	\$248K	\$219K	\$231K	\$217K	\$320K	\$305K	\$241K	\$288K	\$307K	\$204K	\$200K	\$285K	\$302K
Avg Sales Price	\$277K	\$252K	\$245K	\$246K	\$311K	\$359K	\$242K	\$303K	\$304K	\$207K	\$215K	\$311K	\$322K
Avg Sales Price as a % of Avg Est Value	111%	115%	106%	113%	97%	117%	100%	105%	99%	101%	107%	109%	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: Windham 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	\$218K	\$190K	\$215K	\$204K	\$230K	\$223K	\$203K	\$223K	\$264K	\$169K	\$170K	\$279K	\$219K
Median Sales Price	\$230K	\$215K	\$225K	\$222K	\$220K	\$244K	\$209K	\$252K	\$277K	\$170K	\$199K	\$262K	\$235K
Med Sales Price as a % of Med Est Value	106%	113%	105%	109%	96%	110%	103%	113%	105%	101%	117%	94%	107%