

## 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	Jun 2020	Jun 2019	+ / -	YTD 2020	YTD 2019	+ / -
<b>Listing Activity Charts Metrics</b>						
New Listing Count	106	119	-10.9%	388	475	-18.3%
New Listing Volume	\$37,445,300	\$40,865,800	-8.4%	\$124,111,649	\$140,953,094	-11.9%
Active Listing Count	242	410	-41%	N/A	N/A	
Active Listing Volume	\$93,535,748	\$146,183,743	-36%	N/A	N/A	
Average Listing Price	\$386,511	\$356,546	+8.4%	\$368,143	\$353,402	+4.2%
Median Listing Price	\$314,750	\$289,450	+8.7%	\$291,664	\$273,191	+6.8%
Median Days in RPR	115	100	+15%	133.84	151.94	-11.9%
Months of Inventory	6.9	7.2	-3.9%	6.1	9.3	-34.4%
Absorption Rate	14.46%	13.9%	+0.6%	16.34%	10.72%	+5.6%
<b>Sales Activity Charts Metrics</b>						
New Pending Sales Count	106	76	+39.5%	390	390	+/-
New Pending Sales Volume	\$33,319,300	\$20,383,850	+63.5%	\$115,912,100	\$99,786,385	+16.2%
Pending Sales Count	160	109	+46.8%	N/A	N/A	
Pending Sales Volume	\$50,032,350	\$30,657,050	+63.2%	N/A	N/A	
Closed Sales Count	69	64	+7.8%	244	263	-7.2%
Closed Sales Volume	\$18,059,333	\$15,737,702	+14.8%	\$64,093,401	\$67,214,622	-4.6%
Average Sales Price	\$261,729	\$245,902	+6.4%	\$262,678	\$255,569	+2.8%
Median Sales Price	\$206,500	\$196,000	+5.4%	\$225,599	\$207,614	+8.7%

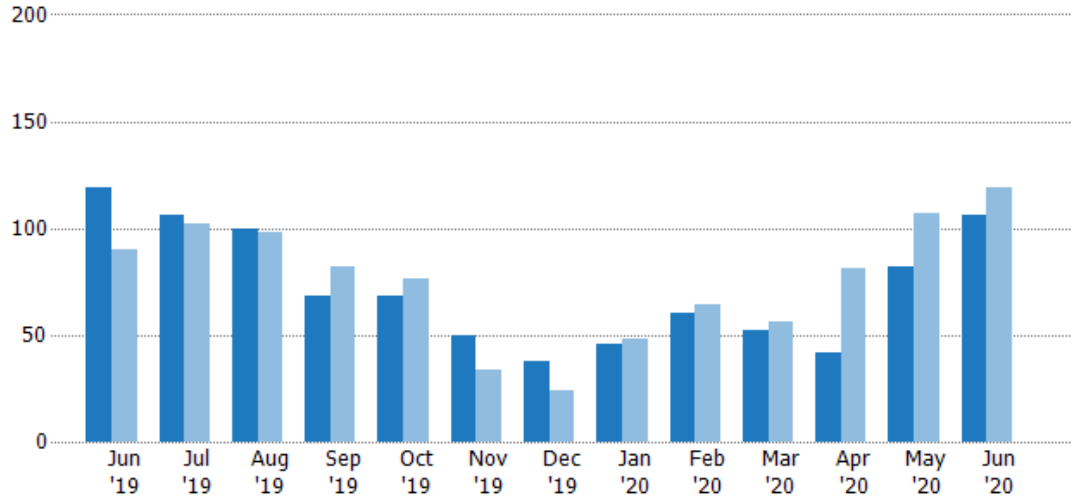
## New Listings

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.
Jun '20	106	-10.9%
Jun '19	119	32.2%
Jun '18	90	34.4%



Current Year	119	106	100	68	68	50	38	46	60	52	42	82	106
Prior Year	90	102	98	82	76	34	24	48	64	56	81	107	119
Percent Change from Prior Year	32%	4%	2%	-17%	-11%	47%	58%	-4%	-6%	-7%	-48%	-23%	-11%

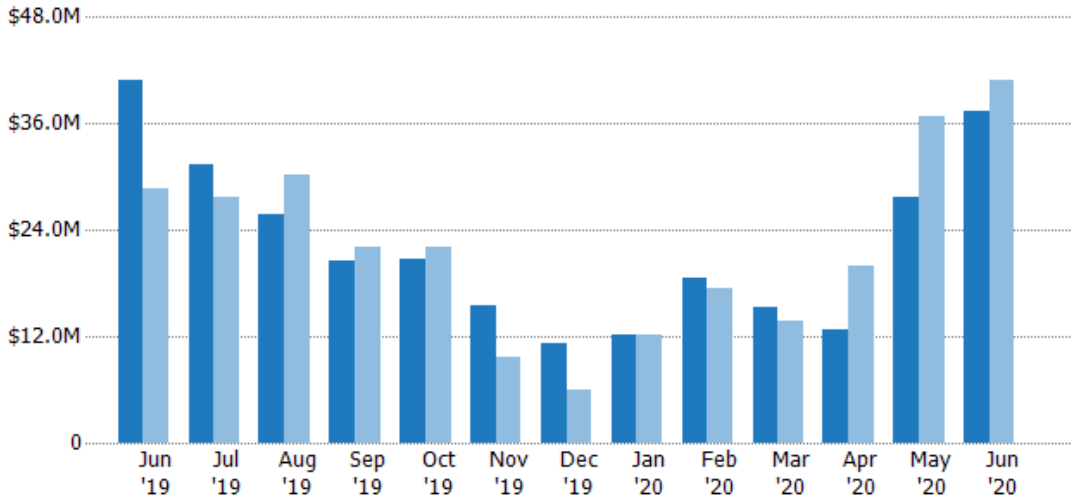
## New Listing Volume

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.
Jun '20	\$37.4M	-8.4%
Jun '19	\$40.9M	43%
Jun '18	\$28.6M	14.5%



Current Year	\$40.9M	\$31.4M	\$25.8M	\$20.6M	\$20.7M	\$15.6M	\$11.3M	\$12.2M	\$18.6M	\$15.2M	\$12.8M	\$27.8M	\$37.4M
Prior Year	\$28.6M	\$27.7M	\$30.2M	\$22.1M	\$22M	\$9.72M	\$6.02M	\$12.2M	\$17.4M	\$13.7M	\$20M	\$36.9M	\$40.9M
Percent Change from Prior Year	43%	13%	-15%	-7%	-6%	60%	87%	1%	7%	11%	-36%	-25%	-8%

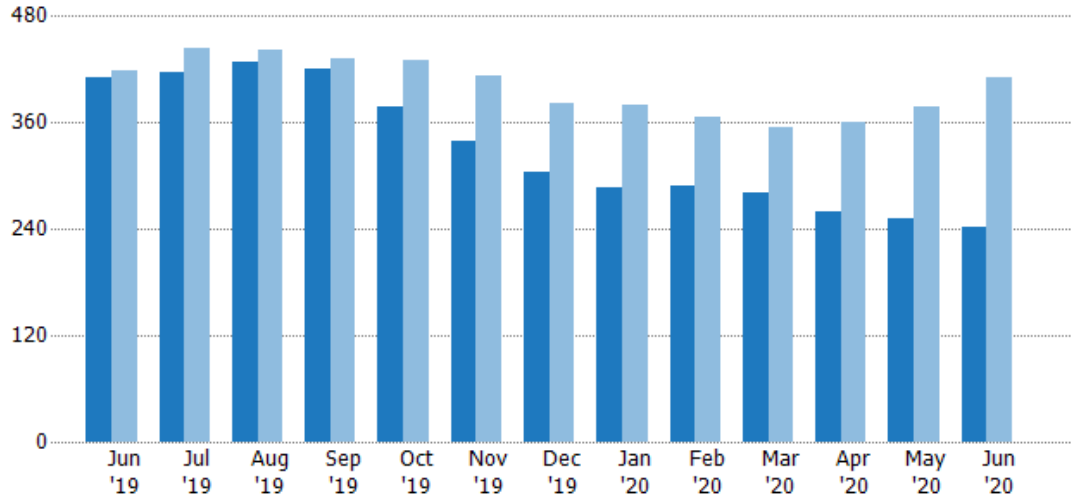
## Active Listings

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.
Jun '20	242	-41%
Jun '19	410	-1.9%
Jun '18	418	6.2%



Current Year	410	416	429	420	377	340	304	287	289	280	260	252	242
Prior Year	418	444	441	432	430	412	381	380	367	354	360	377	410
Percent Change from Prior Year	-2%	-6%	-3%	-3%	-12%	-17%	-20%	-24%	-21%	-21%	-28%	-33%	-41%

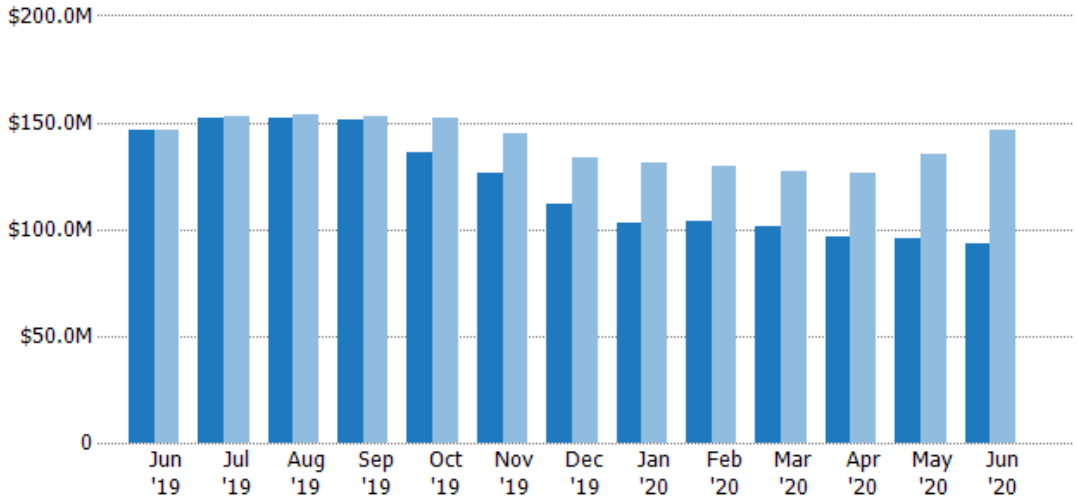
## Active Listing Volume

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.
Jun '20	\$93.5M	-36%
Jun '19	\$146M	0.1%
Jun '18	\$146M	-12.9%



Current Year	\$146M	\$152M	\$152M	\$151M	\$136M	\$126M	\$112M	\$103M	\$103M	\$101M	\$96.3M	\$95.7M	\$93.5M
Prior Year	\$146M	\$153M	\$154M	\$153M	\$152M	\$145M	\$133M	\$131M	\$129M	\$127M	\$127M	\$135M	\$146M
Percent Change from Prior Year	0%	0%	-1%	-1%	-10%	-13%	-16%	-21%	-20%	-20%	-24%	-29%	-36%

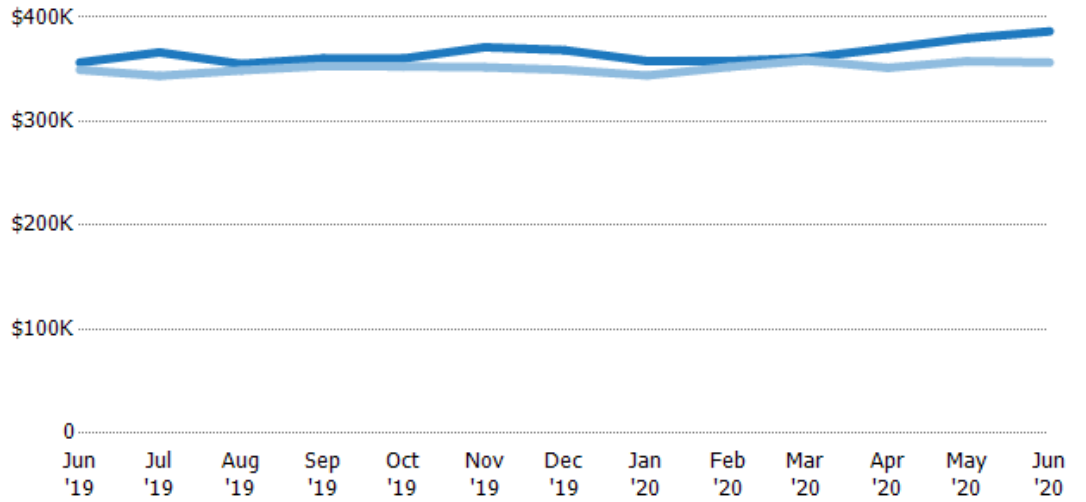
## Average Listing Price

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.
Jun '20	\$387K	8.4%
Jun '19	\$357K	2%
Jun '18	\$349K	-18%



Current Year	\$357K	\$366K	\$355K	\$360K	\$360K	\$371K	\$368K	\$358K	\$358K	\$361K	\$370K	\$380K	\$387K
Prior Year	\$349K	\$344K	\$349K	\$353K	\$353K	\$352K	\$349K	\$344K	\$352K	\$358K	\$351K	\$358K	\$357K
Percent Change from Prior Year	2%	7%	2%	2%	2%	5%	5%	4%	2%	1%	5%	6%	8%

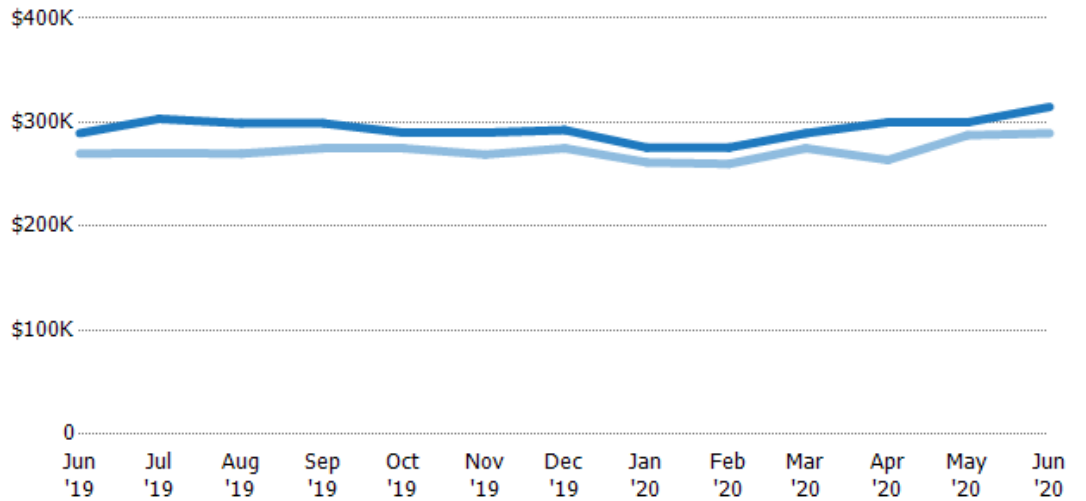
## Median Listing Price

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.
Jun '20	\$315K	8.7%
Jun '19	\$289K	7.2%
Jun '18	\$270K	-12.9%



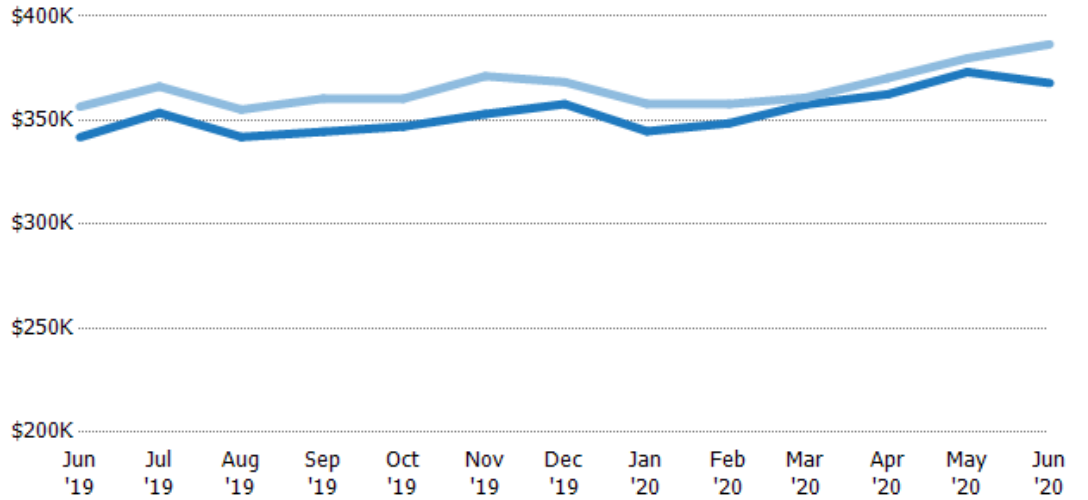
Current Year	\$289K	\$303K	\$299K	\$299K	\$290K	\$290K	\$293K	\$276K	\$276K	\$289K	\$300K	\$300K	\$315K
Prior Year	\$270K	\$270K	\$270K	\$275K	\$275K	\$269K	\$275K	\$261K	\$260K	\$275K	\$264K	\$288K	\$289K
Percent Change from Prior Year	7%	12%	11%	9%	5%	8%	6%	5%	6%	5%	14%	4%	9%

## 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



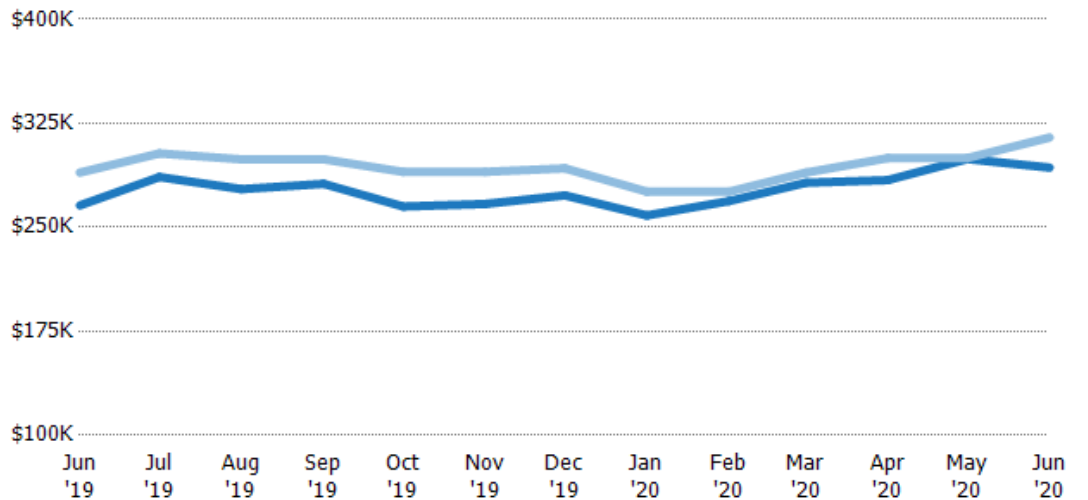
	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20
Avg Est Value	\$342K	\$354K	\$342K	\$344K	\$347K	\$353K	\$358K	\$345K	\$349K	\$358K	\$363K	\$373K	\$368K
Avg Listing Price	\$357K	\$366K	\$355K	\$360K	\$360K	\$371K	\$368K	\$358K	\$358K	\$361K	\$370K	\$380K	\$387K
Avg Listing Price as a % of Avg Est Value	104%	104%	104%	105%	104%	105%	103%	104%	103%	101%	102%	102%	105%

## 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



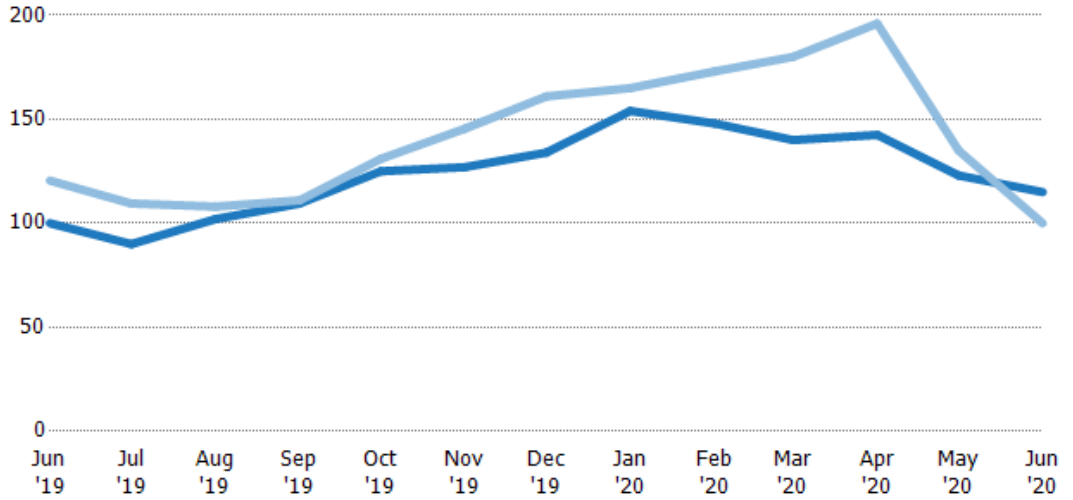
	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20
Median Est Value	\$266K	\$286K	\$278K	\$281K	\$265K	\$267K	\$273K	\$259K	\$269K	\$282K	\$284K	\$299K	\$293K
Median Listing Price	\$289K	\$303K	\$299K	\$299K	\$290K	\$290K	\$293K	\$276K	\$276K	\$289K	\$300K	\$300K	\$315K
Med Listing Price as a % of Med Est Value	109%	106%	108%	106%	109%	109%	107%	107%	103%	103%	106%	100%	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.
Jun '20	115	15%
Jun '19	100	-17%
Jun '18	121	-29.5%

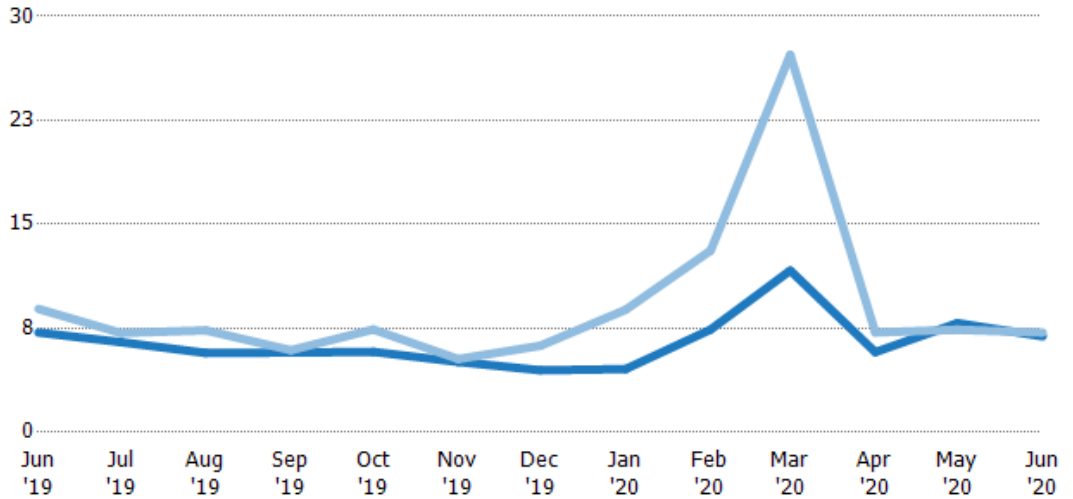
	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20
Current Year	100	90	102	110	125	127	134	154	148	140	143	123	115
Prior Year	121	110	108	111	131	146	161	165	173	180	196	135	100
Percent Change from Prior Year	-17%	-18%	-6%	-1%	-5%	-13%	-17%	-7%	-14%	-22%	-27%	-9%	15%

## 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.
Jun '20	6.91	-3.9%
Jun '19	7.19	-19.1%
Jun '18	8.89	21.8%

	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20
Current Year	7.19	6.5	5.72	5.75	5.8	5.07	4.47	4.56	7.41	11.7	5.78	7.88	6.91
Prior Year	8.89	7.16	7.35	5.92	7.41	5.28	6.25	8.84	13.1	27.2	7.2	7.39	7.19
Percent Change from Prior Year	-19%	-9%	-22%	-3%	-22%	-4%	-28%	-48%	-43%	-57%	-20%	7%	-4%

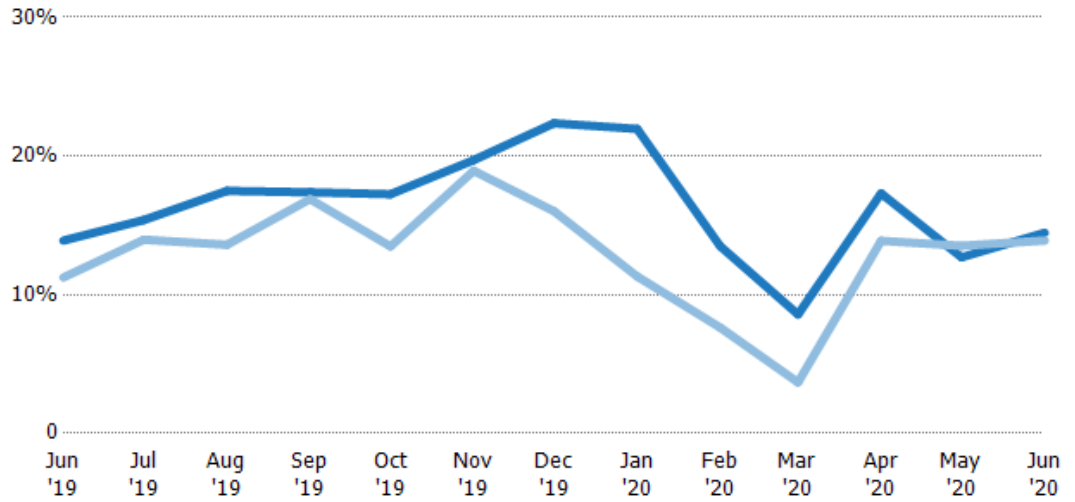
## Absorption Rate

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.
Jun '20	14%	-0.6%
Jun '19	14%	-2.7%
Jun '18	11%	-17.9%



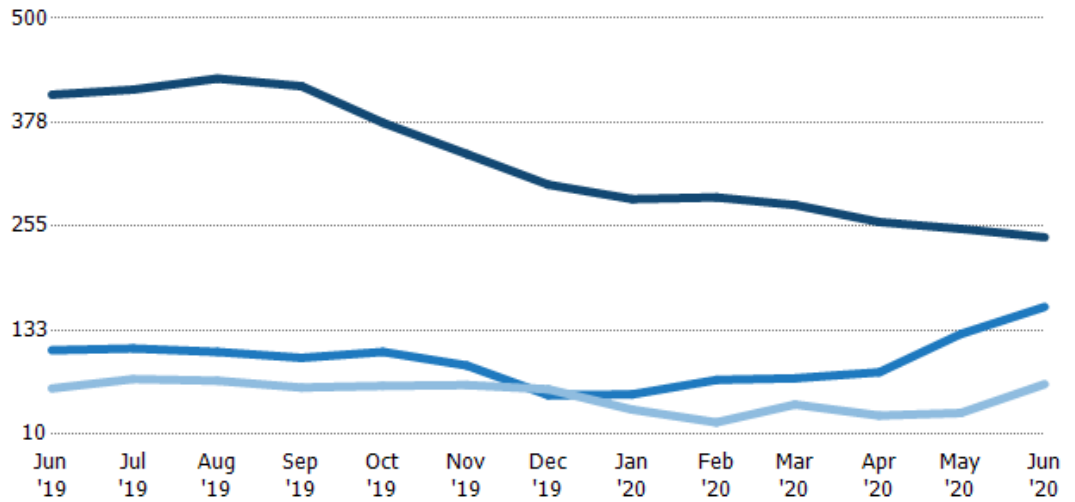
	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20
Current Year	14%	15%	17%	17%	17%	20%	22%	22%	13%	9%	17%	13%	14%
Prior Year	11%	14%	14%	17%	13%	19%	16%	11%	8%	4%	14%	14%	14%
Change from Prior Year	-3%	-1%	-4%	0%	-4%	-1%	-6%	-11%	-6%	-5%	-3%	1%	-1%

## 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



	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20
Active	410	416	429	420	377	340	304	287	289	280	260	252	242
Pending	109	111	107	100	107	91	56	57	74	76	83	128	160
Sold	64	75	73	65	67	68	63	39	24	45	32	35	69

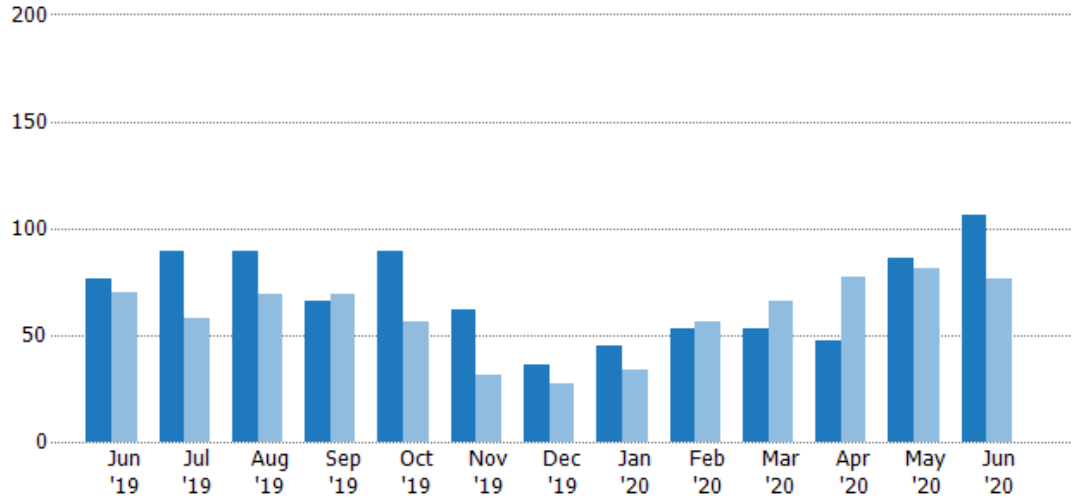
## New Pending Sales

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.
Jun '20	106	39.5%
Jun '19	76	8.6%
Jun '18	70	-22.9%



Current Year	76	89	89	66	89	62	36	45	53	53	47	86	106
Prior Year	70	58	69	69	56	31	27	34	56	66	77	81	76
Percent Change from Prior Year	9%	53%	29%	-4%	59%	100%	33%	32%	-5%	-20%	-39%	6%	39%

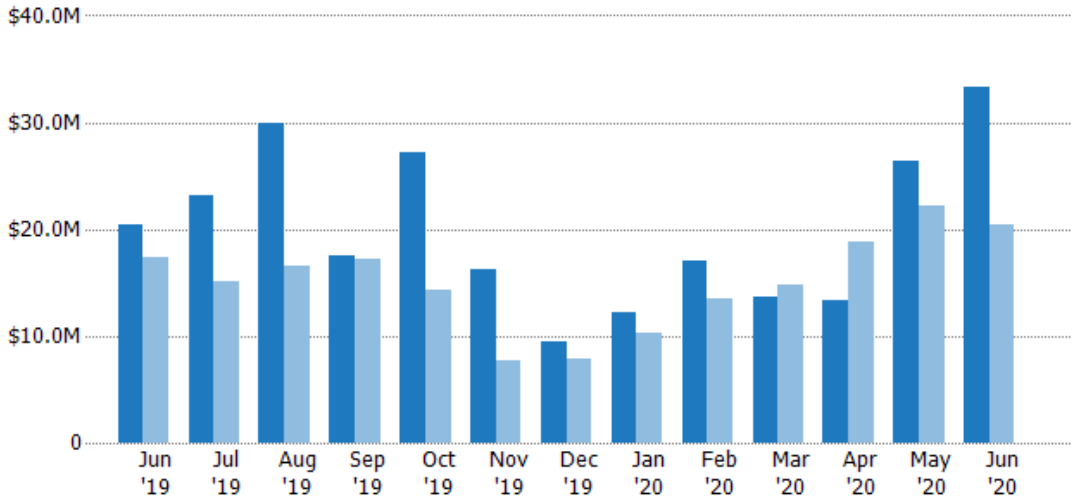
## New Pending Sales Volume

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.
Jun '20	\$33.3M	63.5%
Jun '19	\$20.4M	17.1%
Jun '18	\$17.4M	-27.3%



Current Year	\$20.4M	\$23.1M	\$29.9M	\$17.6M	\$27.1M	\$16.3M	\$9.55M	\$12.2M	\$17.1M	\$13.6M	\$13.4M	\$26.3M	\$33.3M
Prior Year	\$17.4M	\$15M	\$16.5M	\$17.2M	\$14.3M	\$7.67M	\$7.88M	\$10.2M	\$13.5M	\$14.8M	\$18.8M	\$22.1M	\$20.4M
Percent Change from Prior Year	17%	54%	82%	2%	90%	112%	21%	19%	26%	-8%	-29%	19%	63%



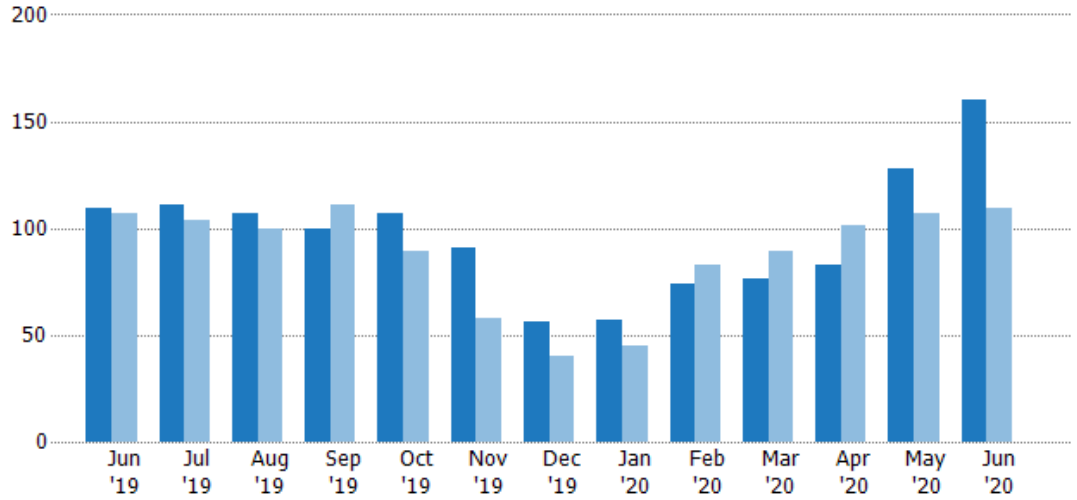
## Pending Sales

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.
Jun '20	160	46.8%
Jun '19	109	1.9%
Jun '18	107	-14%



Current Year	109	111	107	100	107	91	56	57	74	76	83	128	160
Prior Year	107	104	100	111	89	58	40	45	83	89	101	107	109
Percent Change from Prior Year	2%	7%	7%	-10%	20%	57%	40%	27%	-11%	-15%	-18%	20%	47%

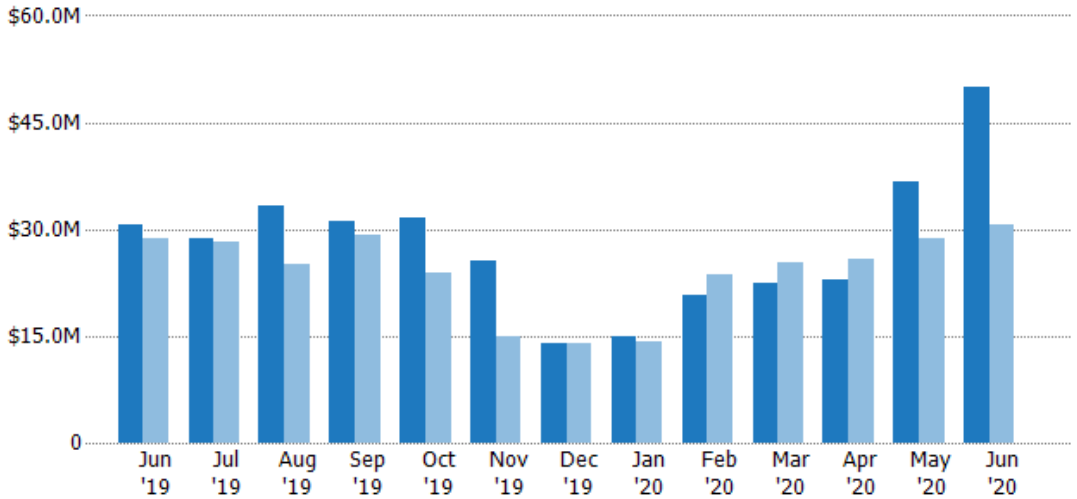
## Pending Sales Volume

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.
Jun '20	\$50M	63.2%
Jun '19	\$30.7M	6.8%
Jun '18	\$28.7M	-25.7%



Current Year	\$30.7M	\$28.7M	\$33.2M	\$31.2M	\$31.5M	\$25.6M	\$14.1M	\$15M	\$20.7M	\$22.4M	\$22.9M	\$36.6M	\$50M
Prior Year	\$28.7M	\$28.2M	\$25M	\$29.2M	\$23.9M	\$15M	\$13.9M	\$14.1M	\$23.6M	\$25.4M	\$25.8M	\$28.6M	\$30.7M
Percent Change from Prior Year	7%	2%	33%	7%	32%	71%	2%	6%	-12%	-12%	-11%	28%	63%

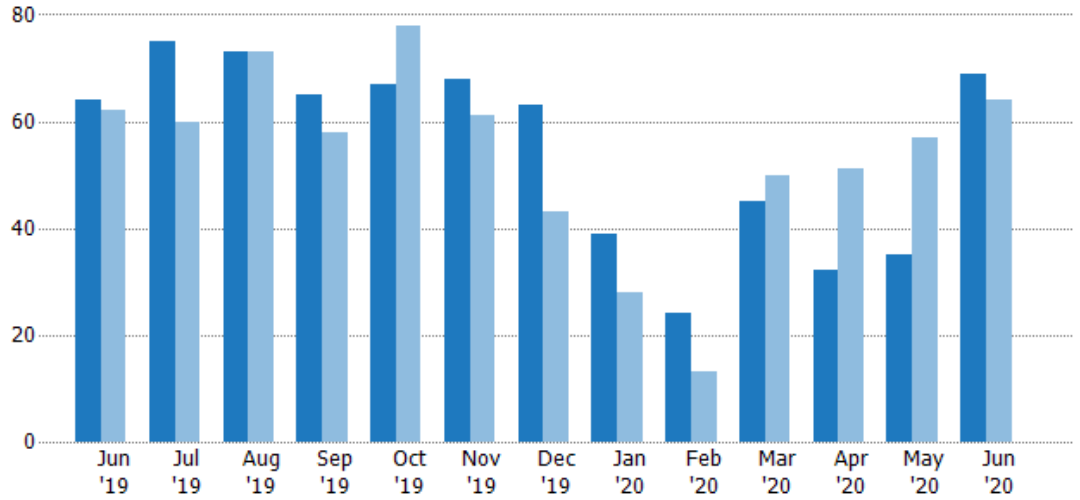
## Closed Sales

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.
Jun '20	69	7.8%
Jun '19	64	3.2%
Jun '18	62	17.7%



Current Year	64	75	73	65	67	68	63	39	24	45	32	35	69
Prior Year	62	60	73	58	78	61	43	28	13	50	51	57	64
Percent Change from Prior Year	3%	25%	0%	12%	-14%	11%	47%	39%	85%	-10%	-37%	-39%	8%

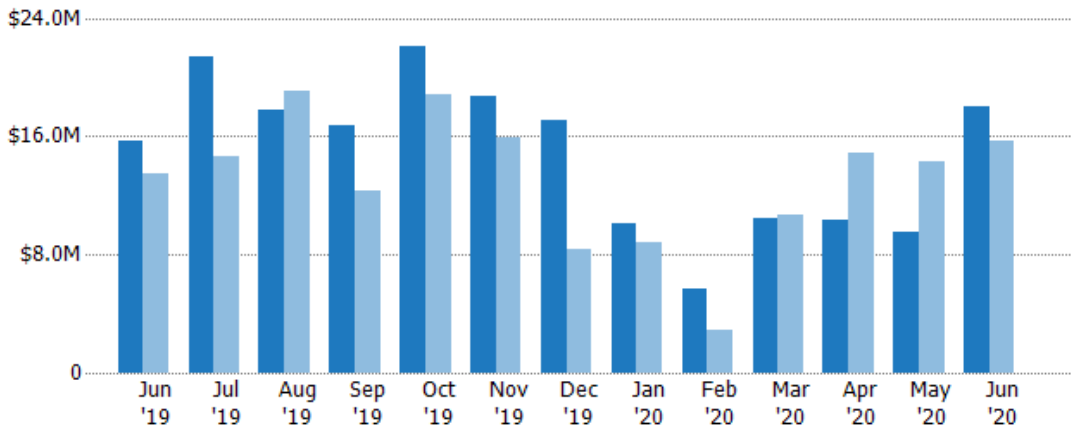
## Closed Sales Volume

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.
Jun '20	\$18.1M	14.8%
Jun '19	\$15.7M	16.8%
Jun '18	\$13.5M	8.1%



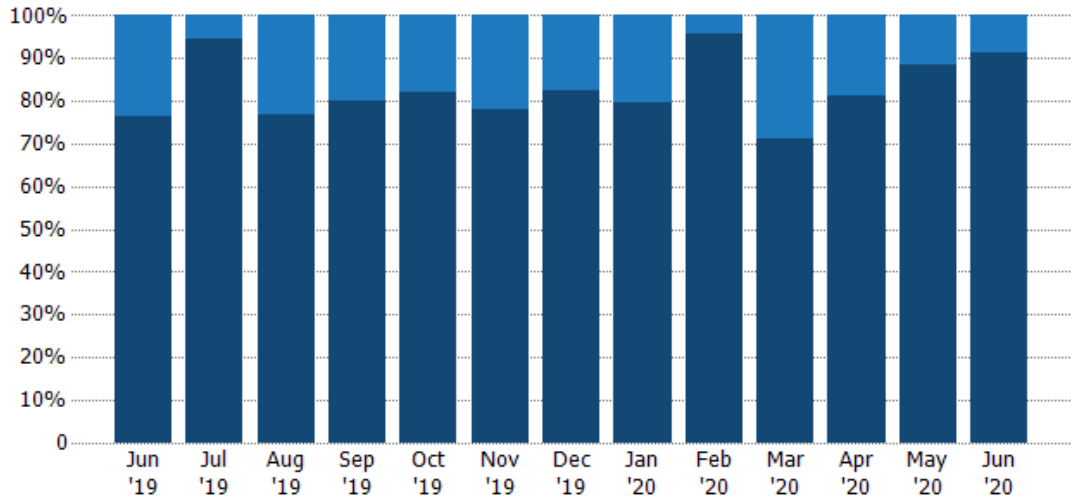
Current Year	\$15.7M	\$21.4M	\$17.7M	\$16.8M	\$22M	\$18.7M	\$17.1M	\$10.1M	\$5.63M	\$10.5M	\$10.4M	\$9.49M	\$18.1M
Prior Year	\$13.5M	\$14.7M	\$19M	\$12.4M	\$18.8M	\$15.9M	\$8.37M	\$8.79M	\$2.94M	\$10.7M	\$14.9M	\$14.2M	\$15.7M
Percent Change from Prior Year	17%	46%	-7%	36%	17%	18%	104%	15%	91%	-2%	-30%	-33%	15%

## 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



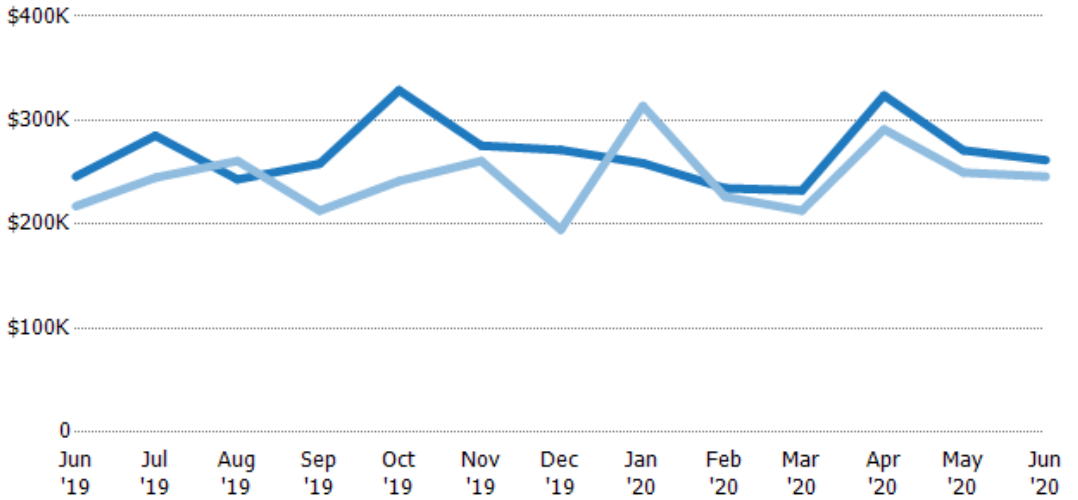
Condo/Townhouse	23%	5%	23%	20%	18%	22%	17%	21%	4%	29%	19%	11%	9%
Single Family Residence	77%	95%	77%	80%	82%	78%	83%	79%	96%	71%	81%	89%	91%

## 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	\$246K	\$285K	\$243K	\$258K	\$329K	\$276K	\$271K	\$259K	\$235K	\$232K	\$324K	\$271K	\$262K
Prior Year	\$217K	\$245K	\$261K	\$213K	\$242K	\$261K	\$195K	\$314K	\$226K	\$213K	\$291K	\$250K	\$246K
Percent Change from Prior Year	13%	16%	-7%	21%	36%	6%	39%	-18%	4%	9%	11%	9%	6%

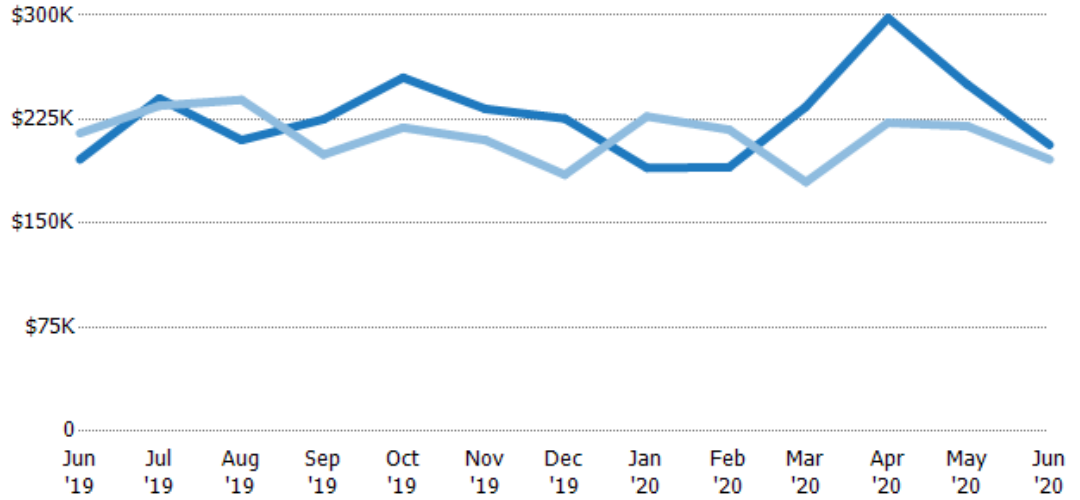
## Median Sales Price

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.
Jun '20	\$207K	5.4%
Jun '19	\$196K	-8.8%
Jun '18	\$215K	-10.5%



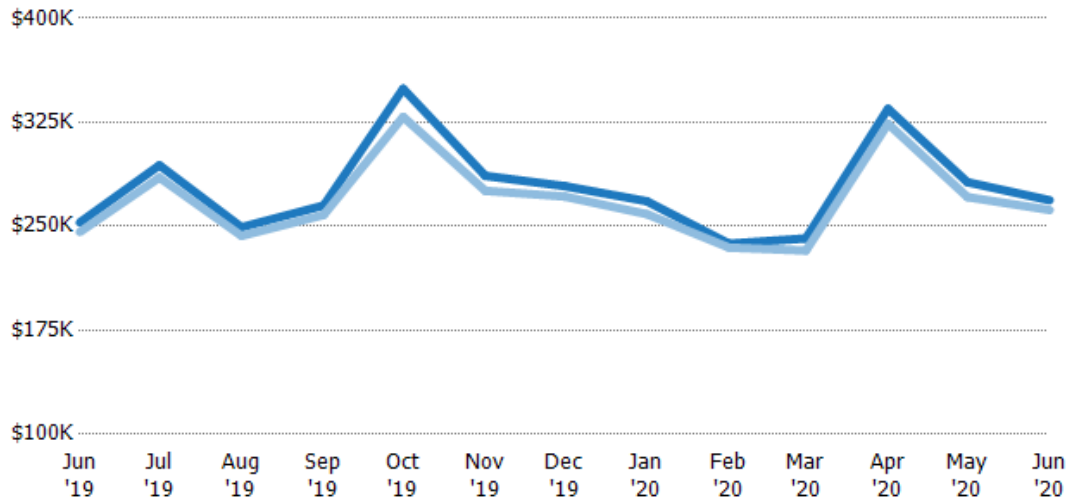
Current Year	\$196K	\$240K	\$210K	\$225K	\$255K	\$233K	\$226K	\$190K	\$190K	\$234K	\$298K	\$250K	\$207K
Prior Year	\$215K	\$235K	\$239K	\$200K	\$219K	\$210K	\$185K	\$227K	\$218K	\$180K	\$223K	\$220K	\$196K
Percent Change from Prior Year	-9%	2%	-12%	13%	16%	11%	22%	-16%	-12%	30%	34%	14%	5%

## 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



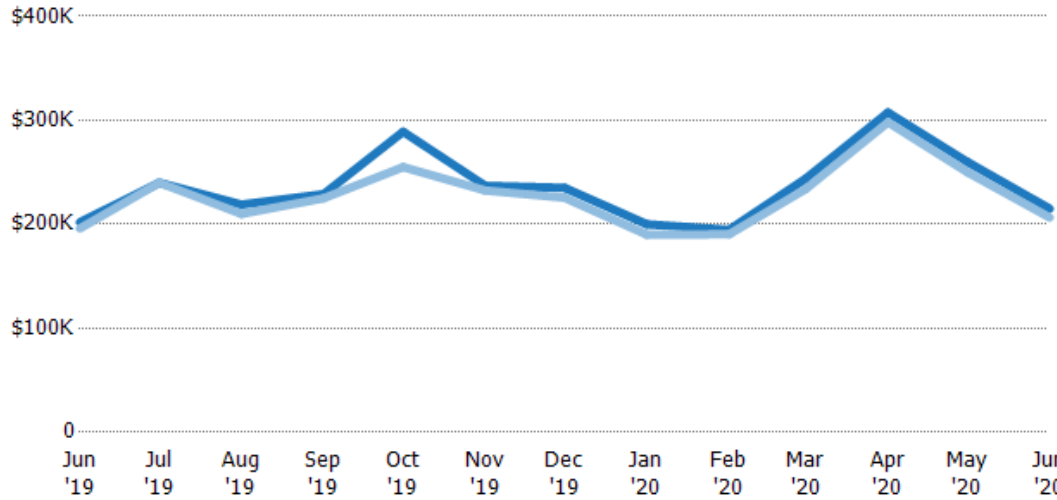
Avg List Price	\$253K	\$294K	\$249K	\$265K	\$349K	\$286K	\$279K	\$268K	\$237K	\$241K	\$335K	\$282K	\$269K
Avg Sales Price	\$246K	\$285K	\$243K	\$258K	\$329K	\$276K	\$271K	\$259K	\$235K	\$232K	\$324K	\$271K	\$262K
Avg Sales Price as a % of Avg List Price	97%	97%	97%	97%	94%	96%	97%	97%	99%	96%	97%	96%	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



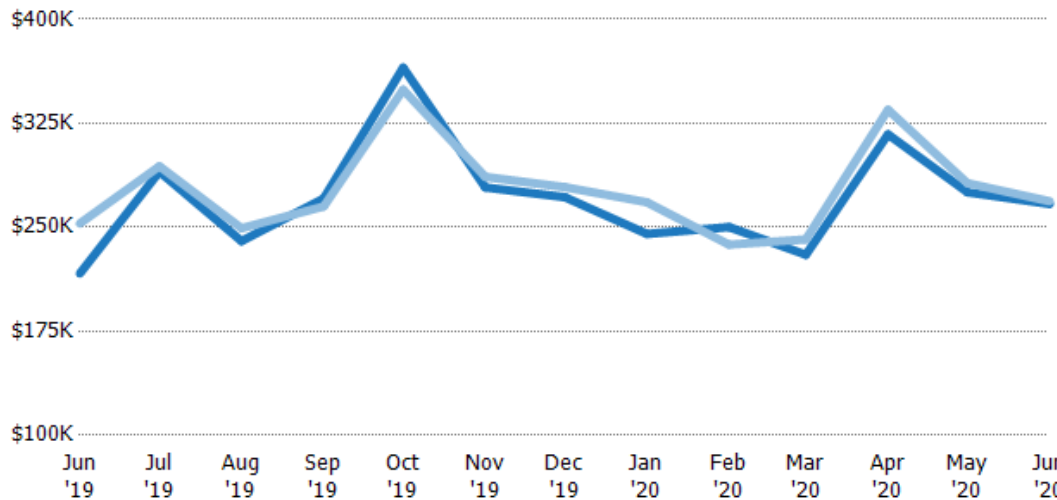
	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20
Median List Price	\$202K	\$240K	\$219K	\$229K	\$289K	\$237K	\$235K	\$200K	\$195K	\$244K	\$307K	\$260K	\$215K
Median Sales Price	\$196K	\$240K	\$210K	\$225K	\$255K	\$233K	\$226K	\$190K	\$190K	\$234K	\$298K	\$250K	\$207K
Med Sales Price as a % of Med List Price	97%	100%	96%	98%	88%	98%	96%	95%	98%	96%	97%	96%	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



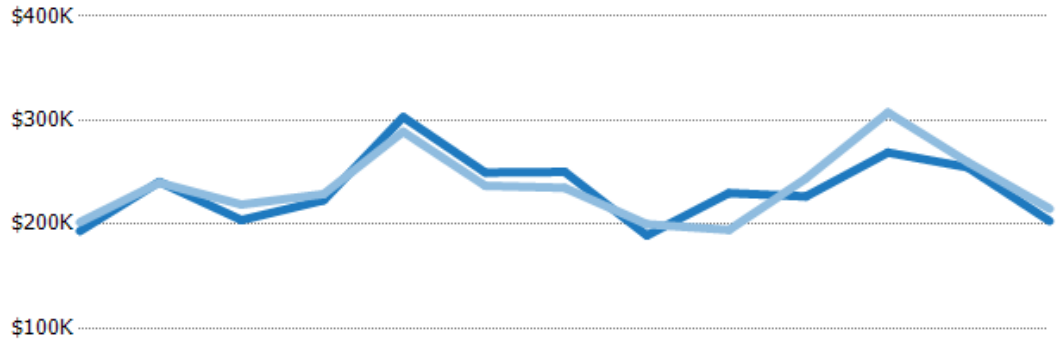
	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20
Avg Est Value	\$217K	\$290K	\$240K	\$271K	\$365K	\$279K	\$272K	\$245K	\$250K	\$230K	\$317K	\$275K	\$267K
Avg Sales Price	\$253K	\$294K	\$249K	\$265K	\$349K	\$286K	\$279K	\$268K	\$237K	\$241K	\$335K	\$282K	\$269K
Avg Sales Price as a % of Avg Est Value	117%	101%	104%	98%	96%	103%	103%	109%	95%	105%	106%	102%	101%

## 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



	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20
Median Est Value	\$193K	\$241K	\$204K	\$223K	\$303K	\$250K	\$250K	\$189K	\$230K	\$227K	\$269K	\$255K	\$203K
Median Sales Price	\$202K	\$240K	\$219K	\$229K	\$289K	\$237K	\$235K	\$200K	\$195K	\$244K	\$307K	\$260K	\$215K
Med Sales Price as a % of Med Est Value	104%	100%	107%	103%	95%	95%	94%	106%	85%	108%	114%	102%	106%