

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	+ / -
Listing Activity Charts Metrics						
New Listing Count	117	121	-3.3%	411	494	-16.8%
New Listing Volume	\$48,264,600	\$39,808,000	+21.2%	\$149,010,793	\$156,298,597	-4.7%
Active Listing Count	384	615	-37.6%	N/A	N/A	
Active Listing Volume	\$195,913,537	\$241,270,346	-18.8%	N/A	N/A	
Average Listing Price	\$510,192	\$392,310	+30%	\$465,922	\$401,385	+16.1%
Median Listing Price	\$303,500	\$285,000	+6.5%	\$298,565	\$288,505	+3.5%
Median Days in RPR	154.5	144	+7.3%	191.99	185.01	+3.8%
Months of Inventory	10.4	10.3	+1.3%	9.3	11.7	-20.7%
Absorption Rate	9.64%	9.76%	-0.1%	10.76%	8.53%	+2.2%
Sales Activity Charts Metrics						
New Pending Sales Count	155	65	+138.5%	413	368	+12.2%
New Pending Sales Volume	\$45,701,000	\$17,611,400	+159.5%	\$120,067,346	\$93,679,603	+28.2%
Pending Sales Count	162	100	+62%	N/A	N/A	
Pending Sales Volume	\$50,213,798	\$26,546,199	+89.2%	N/A	N/A	
Closed Sales Count	61	51	+19.6%	259	281	-7.8%
Closed Sales Volume	\$14,202,141	\$12,526,465	+13.4%	\$64,746,502	\$68,397,313	-5.3%
Average Sales Price	\$232,822	\$245,617	-5.2%	\$249,986	\$243,407	+2.7%
Median Sales Price	\$187,000	\$210,000	-11%	\$209,728	\$208,457	+0.6%

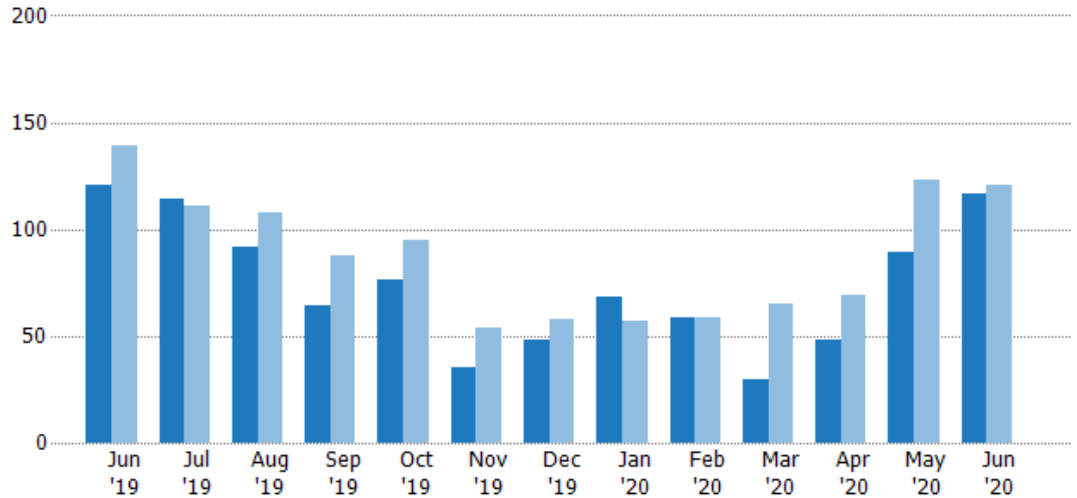
New Listings

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.
Jun '20	117	-3.3%
Jun '19	121	-12.9%
Jun '18	139	3.6%



Current Year	121	114	92	64	76	35	48	68	59	30	48	89	117
Prior Year	139	111	108	88	95	54	58	57	59	65	69	123	121
Percent Change from Prior Year	-13%	3%	-15%	-27%	-20%	-35%	-17%	19%	0%	-54%	-30%	-28%	-3%

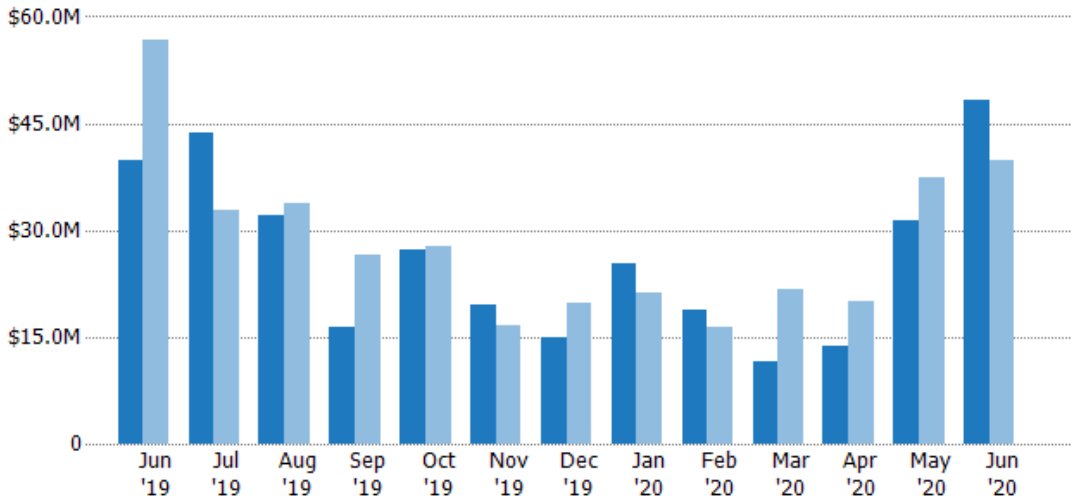
New Listing Volume

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.
Jun '20	\$48.3M	21.2%
Jun '19	\$39.8M	-29.8%
Jun '18	\$56.7M	-19.9%



Current Year	\$39.8M	\$43.6M	\$32.1M	\$16.3M	\$27.3M	\$19.6M	\$14.8M	\$25.3M	\$18.8M	\$11.5M	\$13.7M	\$31.4M	\$48.3M
Prior Year	\$56.7M	\$32.7M	\$33.8M	\$26.6M	\$27.7M	\$16.7M	\$19.9M	\$21.2M	\$16.3M	\$21.6M	\$20M	\$37.4M	\$39.8M
Percent Change from Prior Year	-30%	33%	-5%	-39%	-1%	17%	-25%	19%	15%	-47%	-31%	-16%	21%

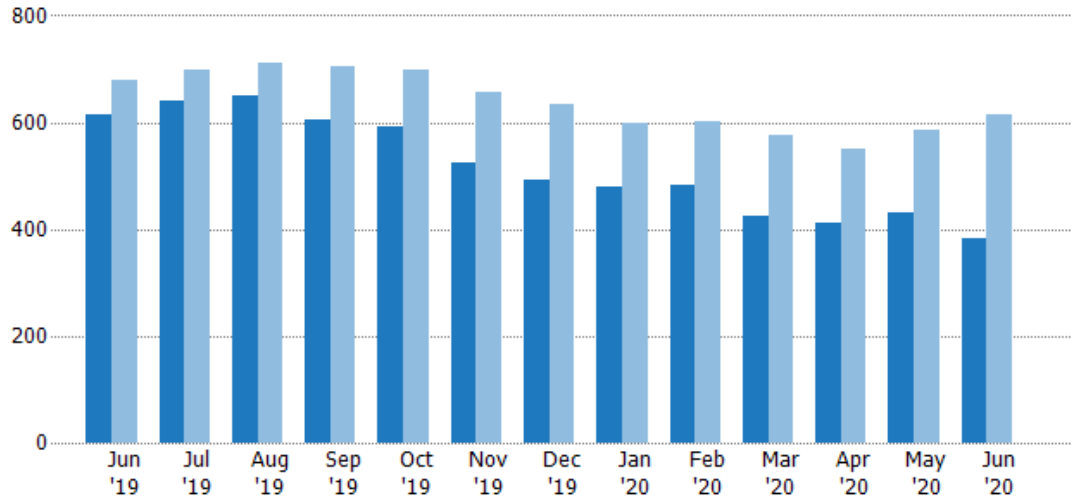
Active Listings

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.
Jun '20	384	-37.6%
Jun '19	615	-9.4%
Jun '18	679	-1%



	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	615	641	651	604	592	526	493	480	481	424	413	430	384
Prior Year	679	698	710	706	699	658	633	599	603	577	551	584	615
Percent Change from Prior Year	-9%	-8%	-8%	-14%	-15%	-20%	-22%	-20%	-20%	-27%	-25%	-26%	-38%

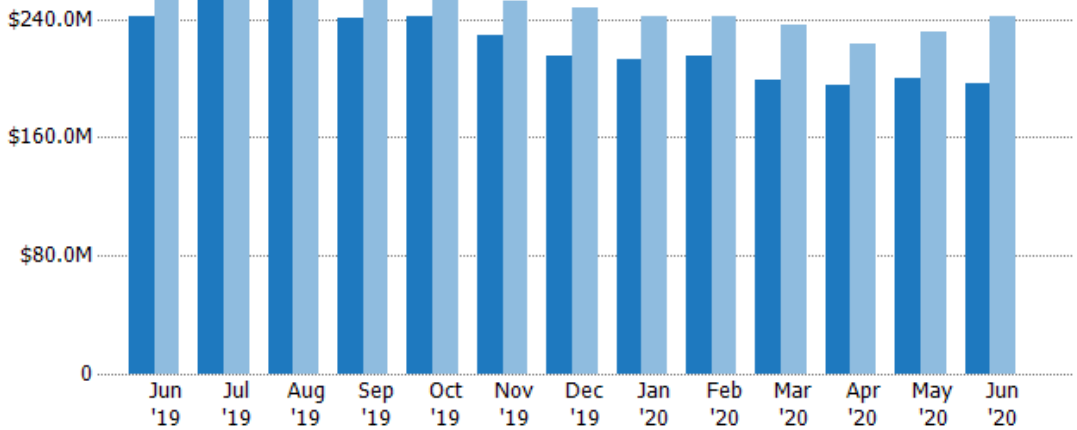
Active Listing Volume

The sum of the listing price of active residential listings at the end of each month.

Filters Used

State: VT
 County: Windham County, Vermont
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence

Month/ Year	Volume	% Chg.
Jun '20	\$196M	-18.8%
Jun '19	\$241M	-8.1%
Jun '18	\$263M	-2.9%



	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	\$241M	\$256M	\$260M	\$241M	\$242M	\$229M	\$215M	\$212M	\$215M	\$199M	\$195M	\$200M	\$196M
Prior Year	\$263M	\$266M	\$270M	\$265M	\$261M	\$253M	\$247M	\$242M	\$242M	\$237M	\$223M	\$232M	\$241M
Percent Change from Prior Year	-8%	-4%	-4%	-9%	-7%	-9%	-13%	-12%	-11%	-16%	-13%	-14%	-19%

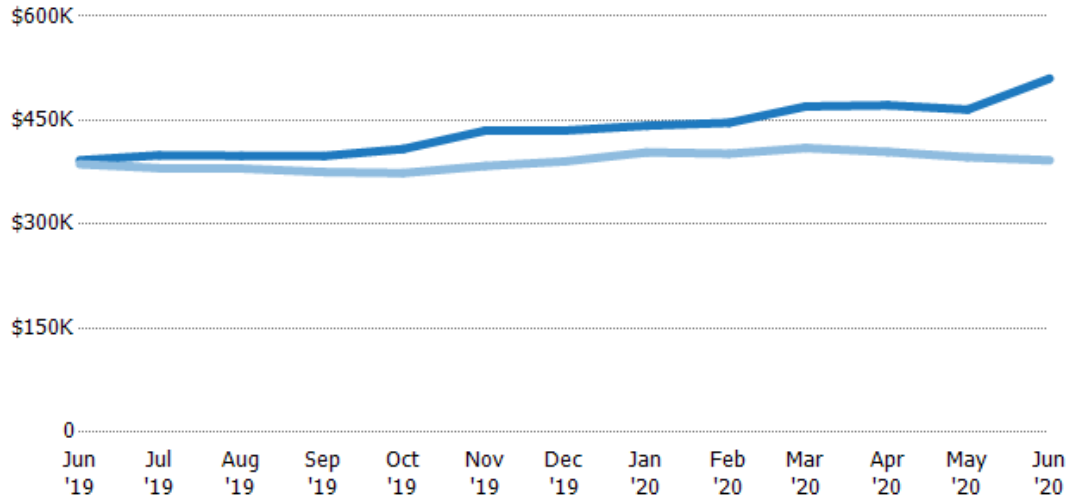
Average Listing Price

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

Month/ Year	Price	% Chg.
Jun '20	\$510K	30%
Jun '19	\$392K	1.5%
Jun '18	\$387K	-1.9%



Current Year	\$392K	\$399K	\$399K	\$398K	\$409K	\$435K	\$435K	\$442K	\$446K	\$470K	\$472K	\$465K	\$510K
Prior Year	\$387K	\$381K	\$380K	\$375K	\$374K	\$384K	\$391K	\$404K	\$402K	\$410K	\$404K	\$397K	\$392K
Percent Change from Prior Year	1%	5%	5%	6%	9%	13%	11%	10%	11%	15%	17%	17%	30%

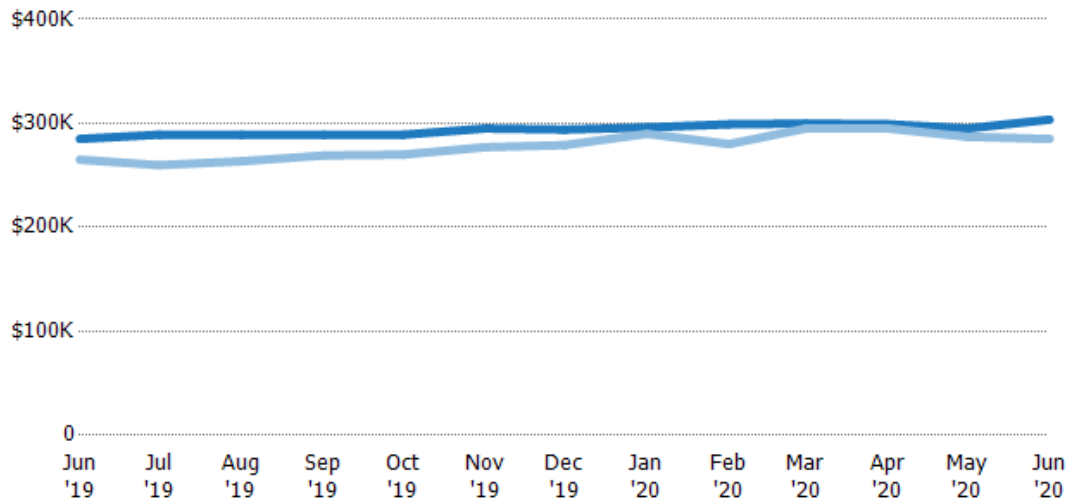
Median Listing Price

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

Month/ Year	Price	% Chg.
Jun '20	\$304K	6.5%
Jun '19	\$285K	7.5%
Jun '18	\$265K	-5.8%



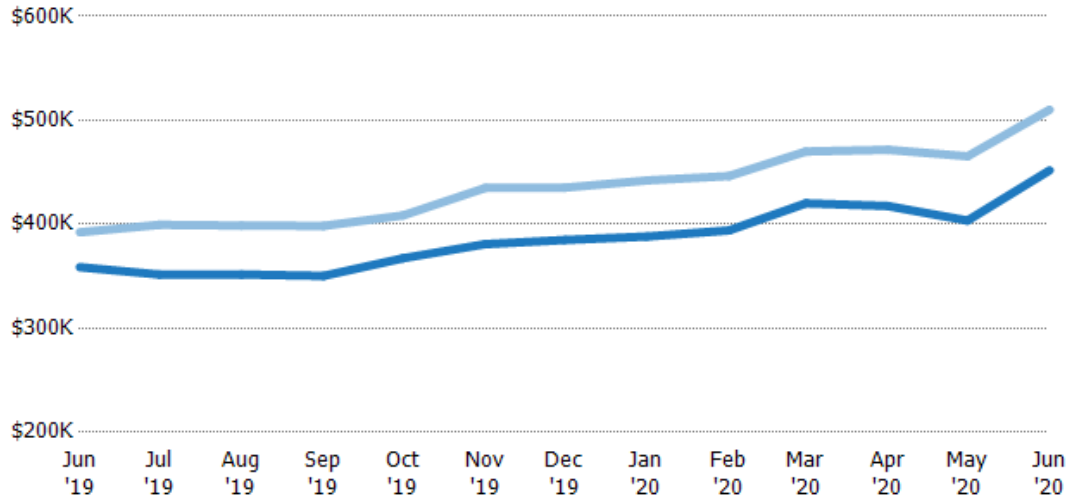
Current Year	\$285K	\$289K	\$289K	\$289K	\$289K	\$295K	\$294K	\$296K	\$299K	\$300K	\$299K	\$295K	\$304K
Prior Year	\$265K	\$260K	\$264K	\$269K	\$270K	\$277K	\$279K	\$290K	\$280K	\$295K	\$295K	\$287K	\$285K
Percent Change from Prior Year	8%	11%	10%	7%	7%	6%	5%	2%	7%	2%	1%	3%	6%

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



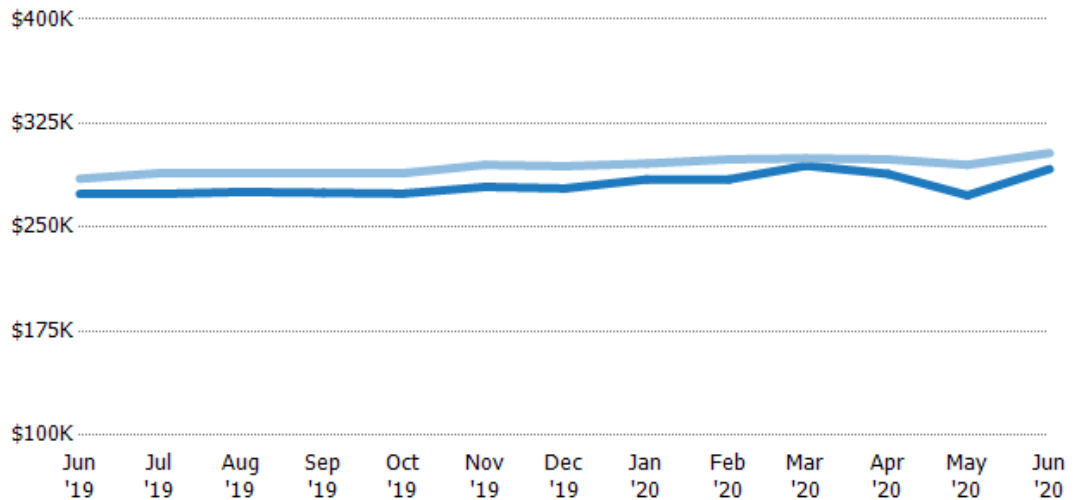
	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20
Avg Est Value	\$359K	\$352K	\$352K	\$350K	\$367K	\$381K	\$385K	\$388K	\$394K	\$420K	\$418K	\$404K	\$452K
Avg Listing Price	\$392K	\$399K	\$399K	\$398K	\$409K	\$435K	\$435K	\$442K	\$446K	\$470K	\$472K	\$465K	\$510K
Avg Listing Price as a % of Avg Est Value	109%	114%	113%	114%	111%	114%	113%	114%	113%	112%	113%	115%	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



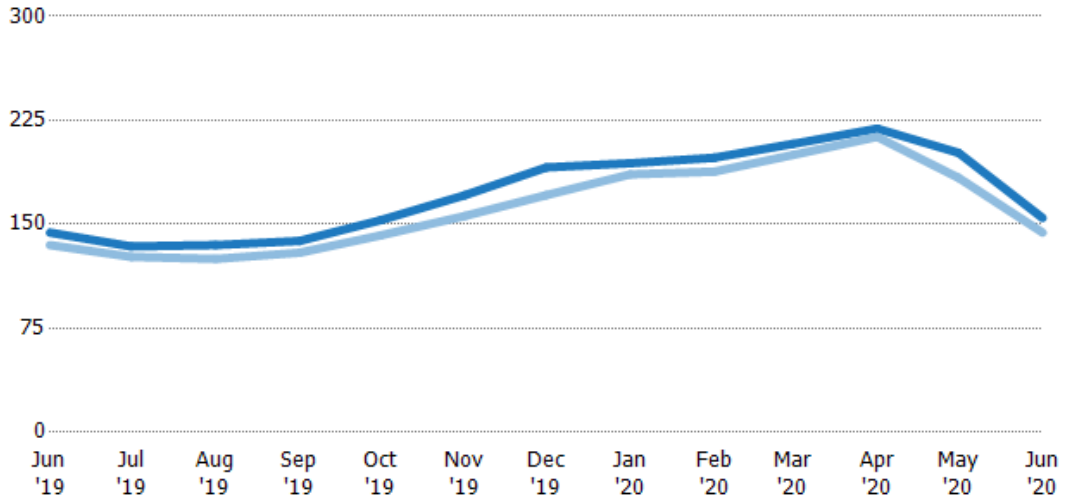
	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20
Median Est Value	\$274K	\$274K	\$275K	\$275K	\$274K	\$279K	\$278K	\$285K	\$285K	\$294K	\$288K	\$273K	\$292K
Median Listing Price	\$285K	\$289K	\$289K	\$289K	\$289K	\$295K	\$294K	\$296K	\$299K	\$300K	\$299K	\$295K	\$304K
Med Listing Price as a % of Med Est Value	104%	105%	105%	105%	105%	106%	106%	104%	105%	102%	104%	108%	104%

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



Month/Year	Days	% Chg.
Jun '20	155	7.3%
Jun '19	144	6.7%
Jun '18	135	-7.8%

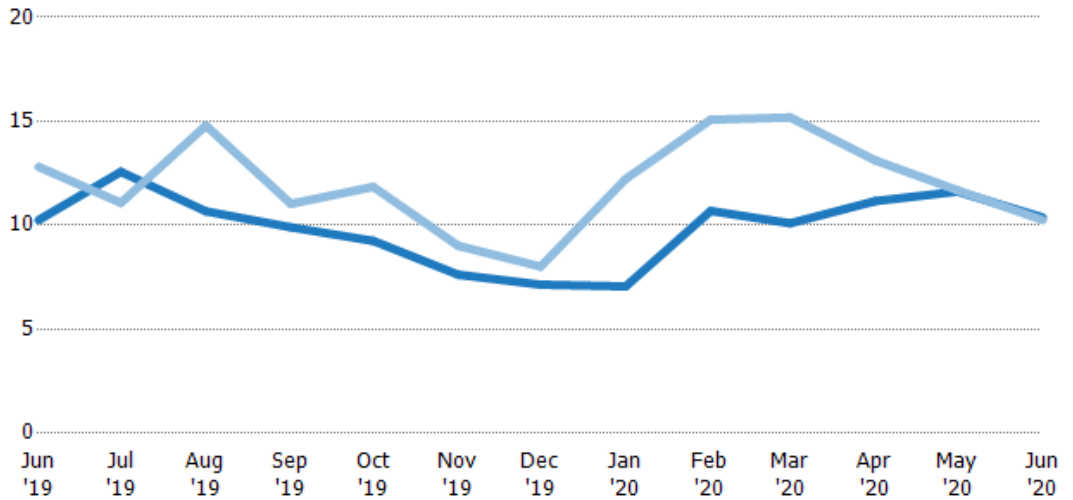
Current Year	144	134	135	138	153	171	191	194	198	208	219	202	155
Prior Year	135	127	125	130	142	156	171	186	188	200	213	184	144
Percent Change from Prior Year	7%	6%	8%	7%	8%	10%	12%	4%	5%	4%	3%	10%	7%

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



Month/Year	Months	% Chg.
Jun '20	10.4	1.3%
Jun '19	10.3	-20%
Jun '18	12.8	27.9%

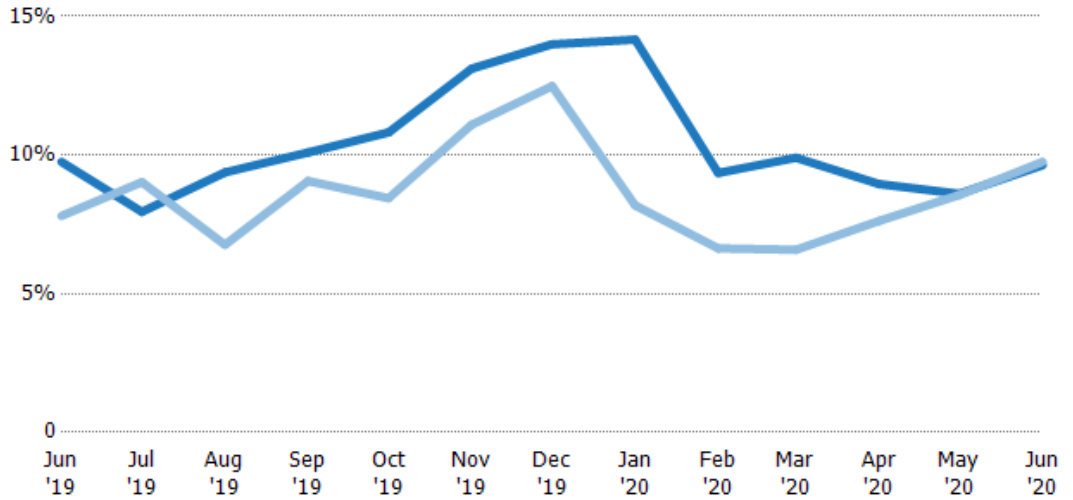
Current Year	10.3	12.6	10.7	9.9	9.25	7.62	7.14	7.06	10.7	10.1	11.2	11.6	10.4
Prior Year	12.8	11.1	14.8	11	11.8	9.01	8.01	12.2	15.1	15.2	13.1	11.7	10.3
Percent Change from Prior Year	-20%	13%	-28%	-10%	-22%	-15%	-11%	-42%	-29%	-34%	-15%	0%	1%

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.
Jun '20	10%	0.1%
Jun '19	10%	-2%
Jun '18	8%	-21.8%

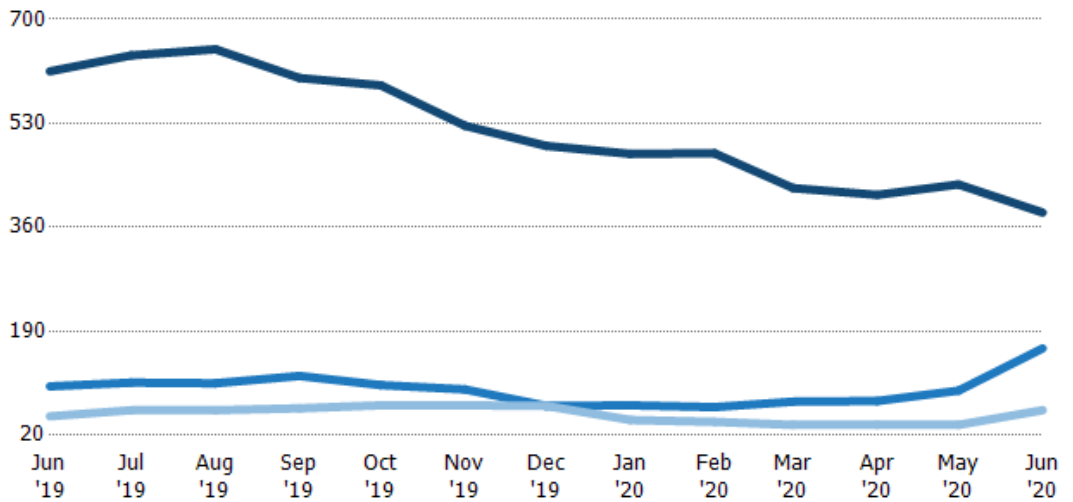
	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20
Current Year	10%	8%	9%	10%	11%	13%	14%	14%	9%	10%	9%	9%	10%
Prior Year	8%	9%	7%	9%	8%	11%	12%	8%	7%	7%	8%	9%	10%
Change from Prior Year	-2%	1%	-3%	-1%	-2%	-2%	-2%	-6%	-3%	-3%	-1%	0%	0%

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



	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	615	641	651	604	592	526	493	480	481	424	413	430	384
Pending	100	106	105	117	102	95	68	69	66	75	76	93	162
Sold	51	61	61	64	69	69	68	45	42	37	37	37	61

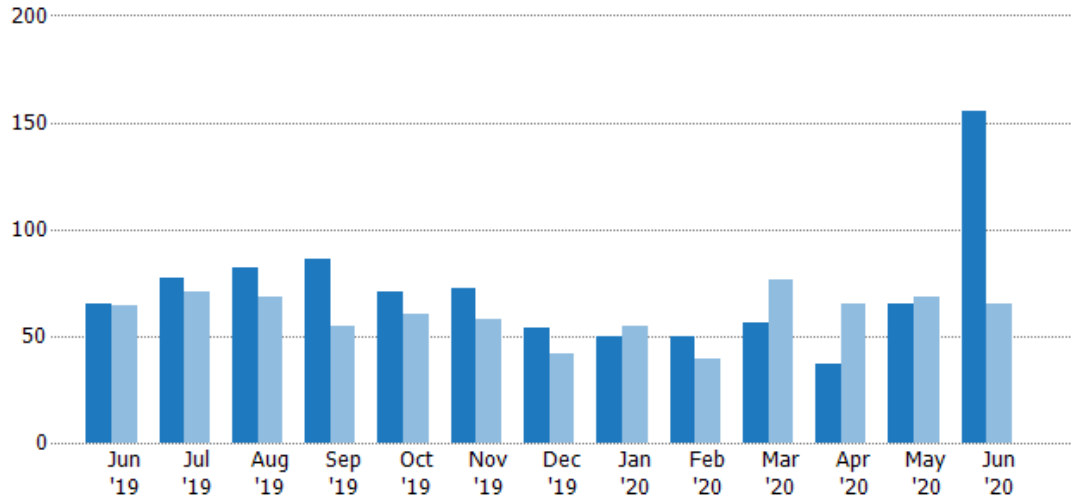
New Pending Sales

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.
Jun '20	155	138.5%
Jun '19	65	1.6%
Jun '18	64	18.8%



Current Year	65	77	82	86	71	72	54	50	50	56	37	65	155
Prior Year	64	71	68	55	60	58	42	55	39	76	65	68	65
Percent Change from Prior Year	2%	8%	21%	56%	18%	24%	29%	-9%	28%	-26%	-43%	-4%	138%

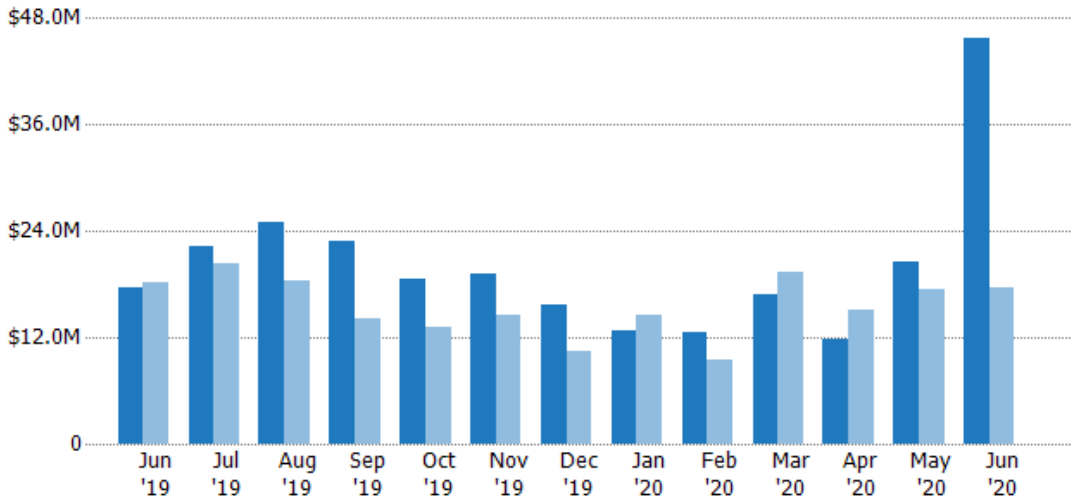
New Pending Sales Volume

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.
Jun '20	\$45.7M	159.5%
Jun '19	\$17.6M	-3.5%
Jun '18	\$18.2M	-3.5%



Current Year	\$17.6M	\$22.4M	\$25.1M	\$22.9M	\$18.5M	\$19.2M	\$15.7M	\$12.7M	\$12.5M	\$16.9M	\$11.8M	\$20.5M	\$45.7M
Prior Year	\$18.2M	\$20.4M	\$18.4M	\$14M	\$13.1M	\$14.5M	\$10.4M	\$14.5M	\$9.44M	\$19.5M	\$15.2M	\$17.5M	\$17.6M
Percent Change from Prior Year	-3%	10%	36%	63%	41%	33%	50%	-12%	32%	-13%	-22%	17%	159%

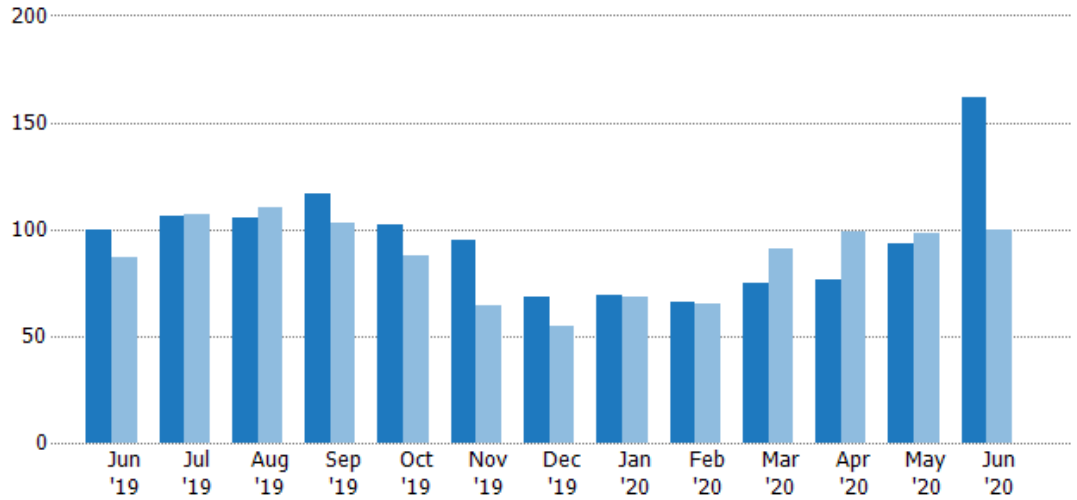
Pending Sales

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.
Jun '20	162	62%
Jun '19	100	14.9%
Jun '18	87	21.8%



Current Year	100	106	105	117	102	95	68	69	66	75	76	93	162
Prior Year	87	107	110	103	88	64	55	68	65	91	99	98	100
Percent Change from Prior Year	15%	-1%	-5%	14%	16%	48%	24%	1%	2%	-18%	-23%	-5%	62%

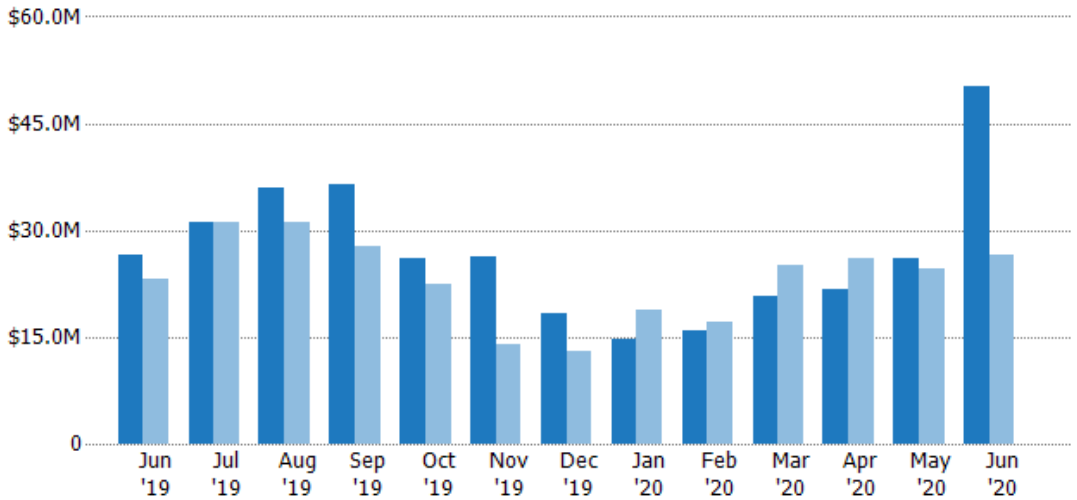
Pending Sales Volume

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.
Jun '20	\$50.2M	89.2%
Jun '19	\$26.5M	14.6%
Jun '18	\$23.2M	16.4%



Current Year	\$26.5M	\$31.2M	\$35.9M	\$36.4M	\$26.1M	\$26.2M	\$18.3M	\$14.6M	\$15.8M	\$20.7M	\$21.8M	\$25.9M	\$50.2M
Prior Year	\$23.2M	\$31.1M	\$31.2M	\$27.6M	\$22.5M	\$13.9M	\$13.1M	\$18.7M	\$17.1M	\$25M	\$26M	\$24.6M	\$26.5M
Percent Change from Prior Year	15%	0%	15%	32%	16%	88%	40%	-22%	-7%	-17%	-16%	5%	89%

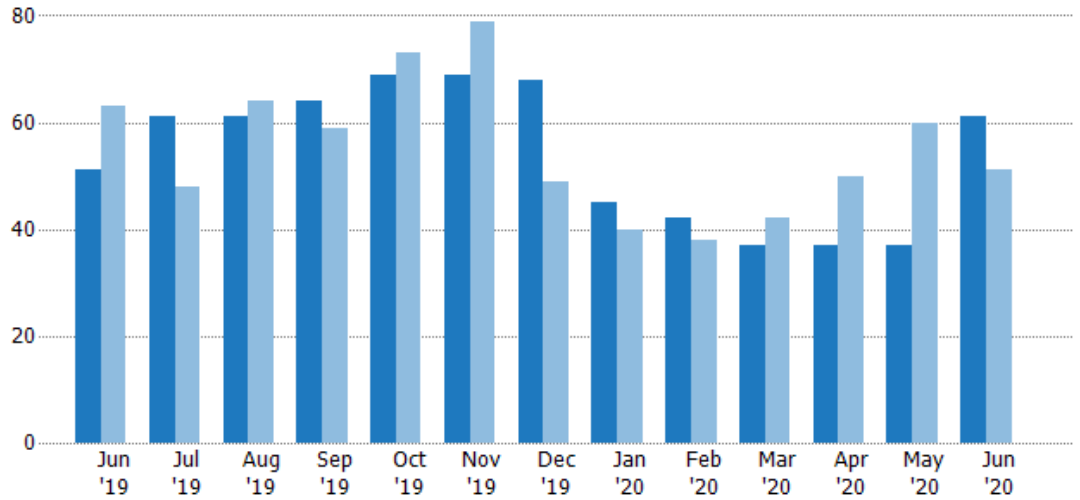
Closed Sales

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.
Jun '20	61	19.6%
Jun '19	51	-19%
Jun '18	63	-11.1%



	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	51	61	61	64	69	69	68	45	42	37	37	37	61
Prior Year	63	48	64	59	73	79	49	40	38	42	50	60	51
Percent Change from Prior Year	-19%	27%	-5%	8%	-5%	-13%	39%	13%	11%	-12%	-26%	-38%	20%

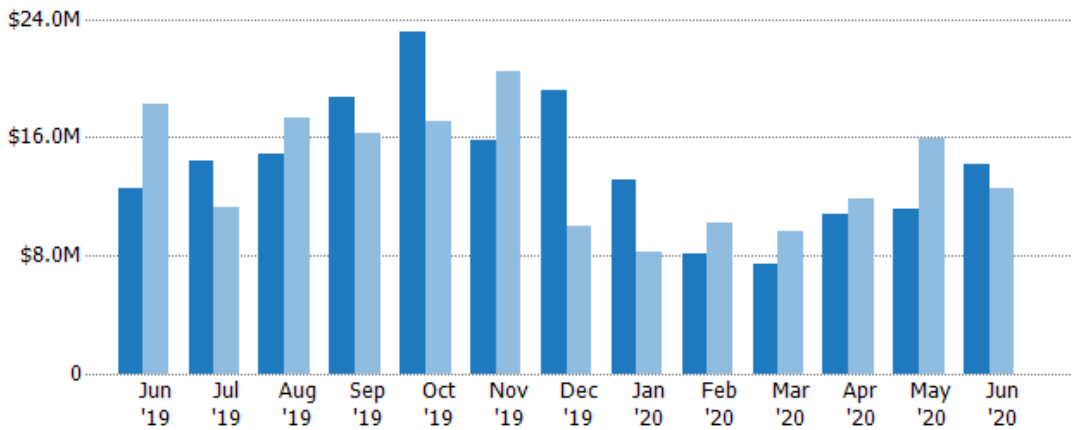
Closed Sales Volume

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.
Jun '20	\$14.2M	13.4%
Jun '19	\$12.5M	-31.2%
Jun '18	\$18.2M	-23.1%



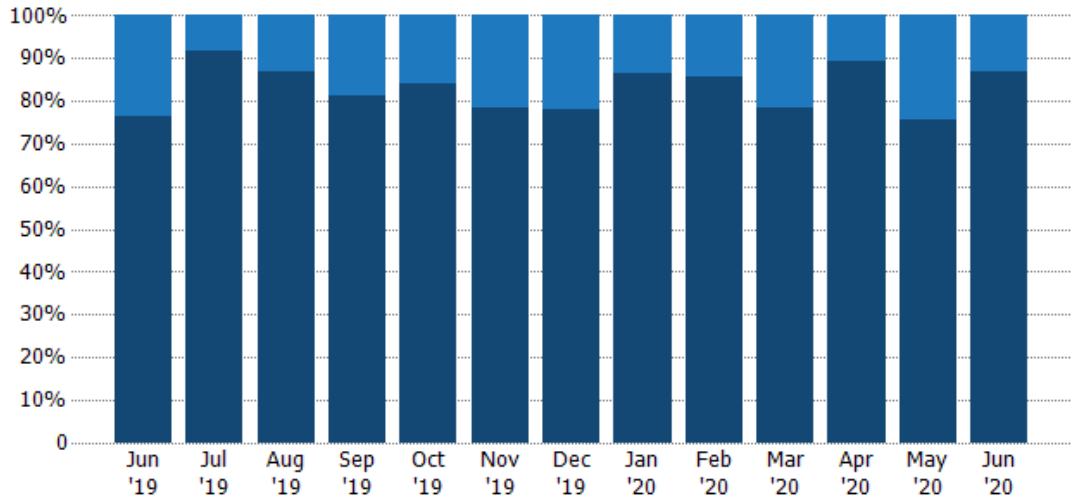
	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20
Current Year	\$12.5M	\$14.4M	\$14.9M	\$18.7M	\$23.1M	\$15.8M	\$19.2M	\$13.1M	\$8.12M	\$7.41M	\$10.8M	\$11.2M	\$14.2M
Prior Year	\$18.2M	\$11.2M	\$17.3M	\$16.3M	\$17.1M	\$20.5M	\$9.95M	\$8.18M	\$10.3M	\$9.67M	\$11.9M	\$15.9M	\$12.5M
Percent Change from Prior Year	-31%	28%	-14%	15%	35%	-23%	93%	60%	-21%	-23%	-9%	-30%	13%

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



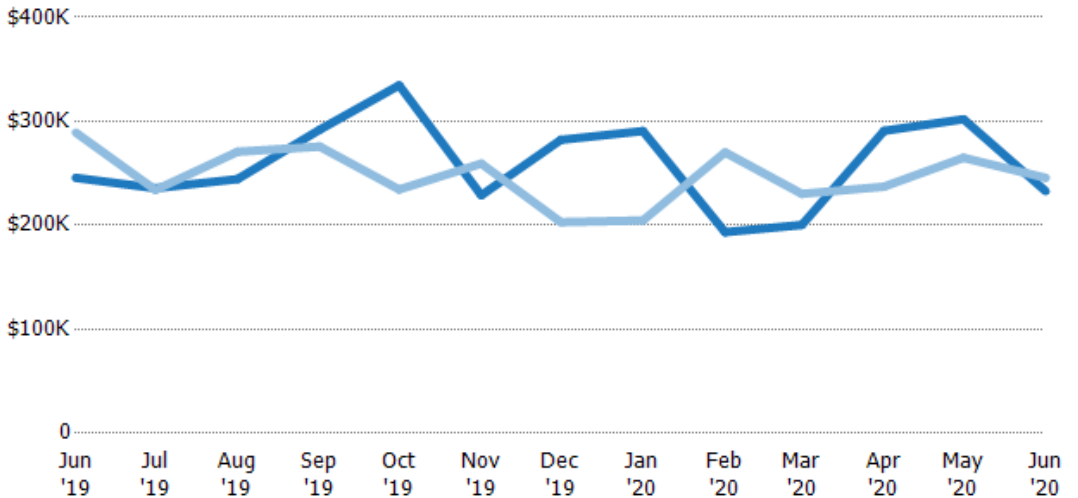
Property Type	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20
Condo/Townhouse	24%	8%	13%	19%	16%	22%	22%	13%	14%	22%	11%	24%	13%
Single Family Residence	76%	92%	87%	81%	84%	78%	78%	87%	86%	78%	89%	76%	87%

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



Month/Year	Price	% Chg.
Jun '20	\$233K	-5.2%
Jun '19	\$246K	-15%
Jun '18	\$289K	-13.5%

Property Type	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	\$246K	\$236K	\$244K	\$292K	\$335K	\$229K	\$282K	\$291K	\$193K	\$200K	\$291K	\$302K	\$233K
Prior Year	\$289K	\$234K	\$271K	\$276K	\$234K	\$259K	\$203K	\$205K	\$270K	\$230K	\$237K	\$265K	\$246K
Percent Change from Prior Year	-15%	1%	-10%	6%	43%	-12%	39%	42%	-28%	-13%	23%	14%	-5%

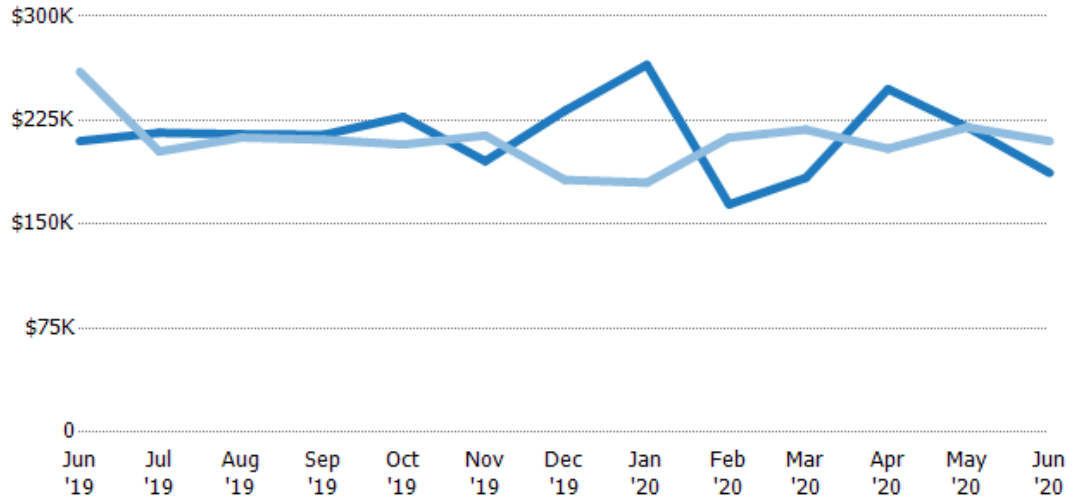
Median Sales Price

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.
Jun '20	\$187K	-11%
Jun '19	\$210K	-19.2%
Jun '18	\$260K	-28.1%



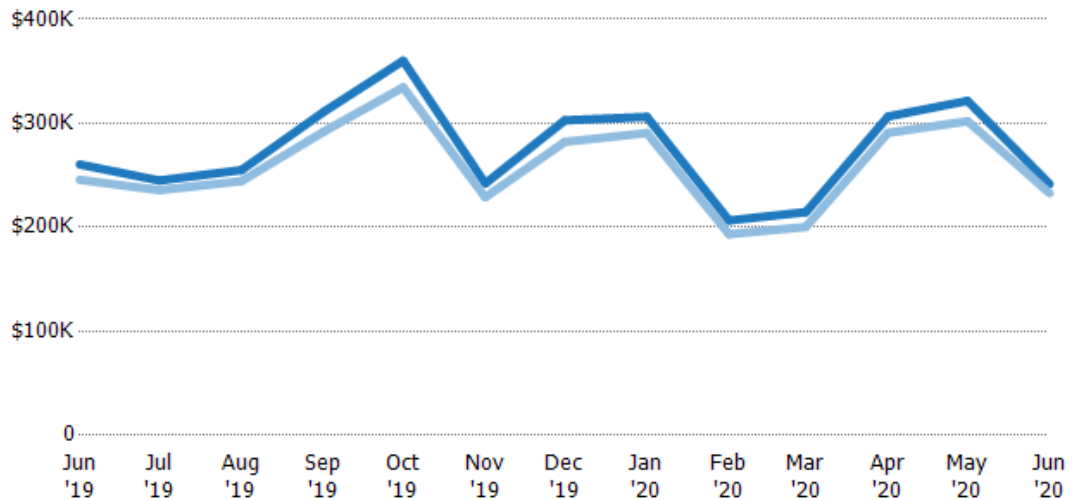
Current Year	\$210K	\$216K	\$215K	\$215K	\$228K	\$196K	\$232K	\$265K	\$164K	\$184K	\$248K	\$220K	\$187K
Prior Year	\$260K	\$203K	\$213K	\$211K	\$208K	\$214K	\$182K	\$180K	\$213K	\$218K	\$205K	\$220K	\$210K
Percent Change from Prior Year	-19%	7%	1%	2%	10%	-9%	27%	47%	-23%	-16%	21%	0%	-11%

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



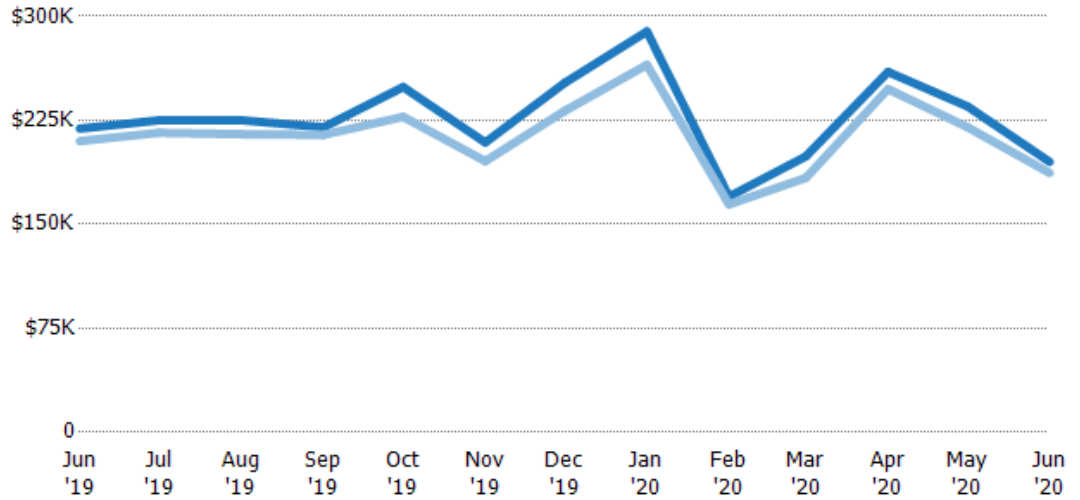
Avg List Price	\$260K	\$245K	\$255K	\$311K	\$360K	\$242K	\$303K	\$306K	\$207K	\$215K	\$307K	\$322K	\$241K
Avg Sales Price	\$246K	\$236K	\$244K	\$292K	\$335K	\$229K	\$282K	\$291K	\$193K	\$200K	\$291K	\$302K	\$233K
Avg Sales Price as a % of Avg List Price	94%	96%	96%	94%	93%	95%	93%	95%	94%	93%	95%	94%	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: Windham County, Vermont
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence



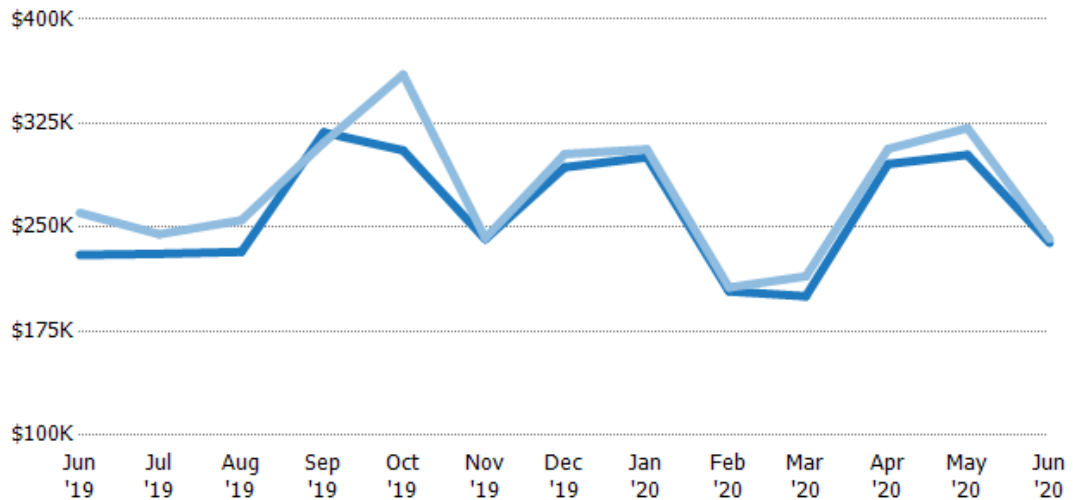
	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20
Median List Price	\$219K	\$225K	\$225K	\$220K	\$249K	\$209K	\$252K	\$289K	\$170K	\$199K	\$260K	\$235K	\$195K
Median Sales Price	\$210K	\$216K	\$215K	\$215K	\$228K	\$196K	\$232K	\$265K	\$164K	\$184K	\$248K	\$220K	\$187K
Med Sales Price as a % of Med List Price	96%	96%	96%	98%	91%	94%	92%	92%	97%	92%	95%	94%	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: Windham County, Vermont
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence



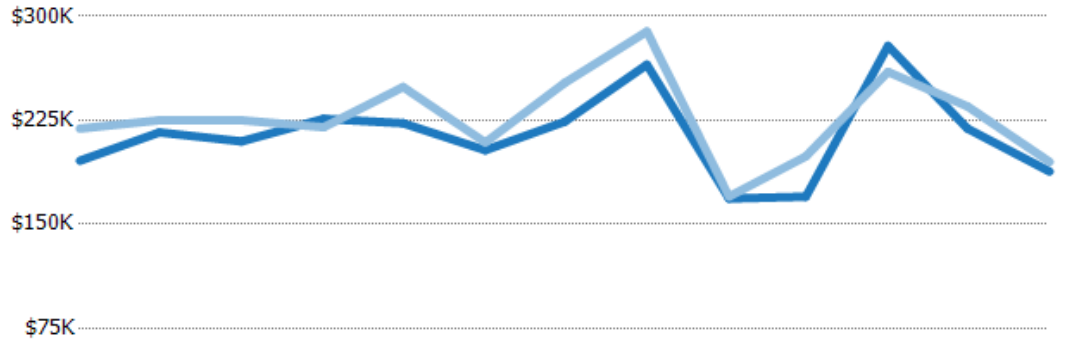
	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20
Avg Est Value	\$230K	\$231K	\$232K	\$318K	\$305K	\$241K	\$293K	\$300K	\$204K	\$200K	\$296K	\$302K	\$239K
Avg Sales Price	\$260K	\$245K	\$255K	\$311K	\$360K	\$242K	\$303K	\$306K	\$207K	\$215K	\$307K	\$322K	\$241K
Avg Sales Price as a % of Avg Est Value	113%	106%	110%	98%	118%	100%	103%	102%	101%	107%	104%	106%	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: Windham 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	\$196K	\$216K	\$210K	\$226K	\$223K	\$203K	\$224K	\$265K	\$169K	\$170K	\$279K	\$219K	\$188K
Median Sales Price	\$219K	\$225K	\$225K	\$220K	\$249K	\$209K	\$252K	\$289K	\$170K	\$199K	\$260K	\$235K	\$195K
Med Sales Price as a % of Med Est Value	112%	104%	107%	97%	112%	103%	113%	109%	101%	117%	93%	107%	104%