

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	Jul 2020	Jul 2019	+ / -	YTD 2020	YTD 2019	+ / -
Listing Activity Charts Metrics						
New Listing Count	19	12	+58.3%	77	76	+1.3%
New Listing Volume	\$5,897,600	\$4,050,800	+45.6%	\$27,481,499	\$22,414,350	+22.6%
Active Listing Count	27	39	-30.8%	N/A	N/A	
Active Listing Volume	\$11,674,599	\$16,214,799	-28%	N/A	N/A	
Average Listing Price	\$432,393	\$415,764	+4%	\$416,791	\$418,787	-0.5%
Median Listing Price	\$275,000	\$329,000	-16.4%	\$312,366	\$335,597	-6.9%
Median Days in RPR	65	72	-9.7%	84.05	100.55	-16.4%
Months of Inventory	5.4	3.9	+38.5%	3.9	5.3	-26.2%
Absorption Rate	18.52%	25.64%	-7.1%	25.64%	18.92%	+6.7%
Sales Activity Charts Metrics						
New Pending Sales Count	24	10	+140%	77	63	+22.2%
New Pending Sales Volume	\$8,310,800	\$3,123,200	+166.1%	\$25,939,200	\$17,421,050	+48.9%
Pending Sales Count	34	14	+142.9%	N/A	N/A	
Pending Sales Volume	\$11,728,700	\$3,934,100	+198.1%	N/A	N/A	
Closed Sales Count	18	12	+50%	37	50	-26%
Closed Sales Volume	\$5,402,750	\$3,111,650	+73.6%	\$10,966,322	\$13,340,243	-17.8%
Average Sales Price	\$300,153	\$259,304	+15.8%	\$296,387	\$266,805	+11.1%
Median Sales Price	\$267,000	\$294,500	-9.3%	\$289,351	\$271,315	+6.6%

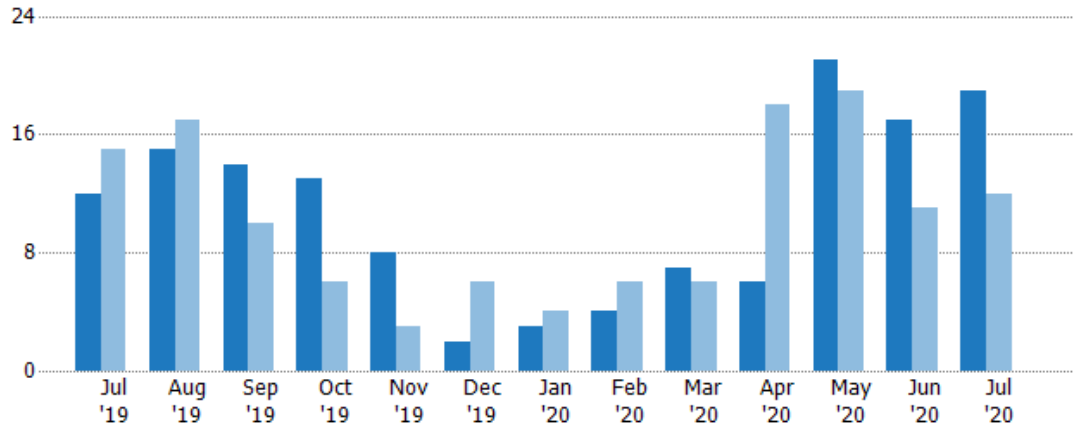
New Listings

The number of new residential listings that were added each month.

Filters Used

ZIP: 7 Selected
Property Type:
Condo/Townhouse/Apt, Single
Family Residence

Month/ Year	Count	% Chg.
Jul '20	19	58.3%
Jul '19	12	-20%
Jul '18	15	80%



Current Year	12	15	14	13	8	2	3	4	7	6	21	17	19
Prior Year	15	17	10	6	3	6	4	6	6	18	19	11	12
Percent Change from Prior Year	-20%	-12%	40%	117%	167%	-67%	-25%	-33%	17%	-67%	11%	55%	58%

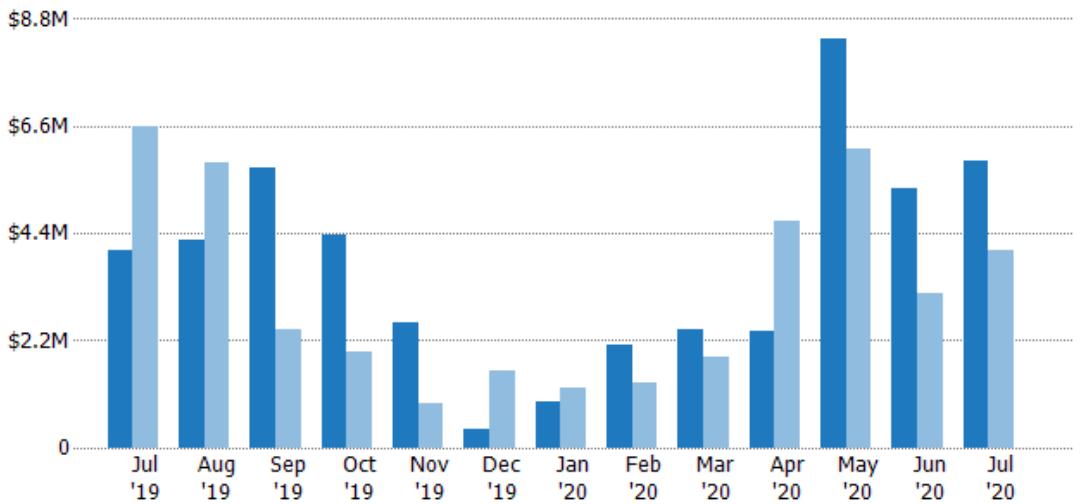
New Listing Volume

The sum of the listing price of residential listings that were added each month.

Filters Used

ZIP: 7 Selected
Property Type:
Condo/Townhouse/Apt, Single
Family Residence

Month/ Year	Volume	% Chg.
Jul '20	\$5.9M	45.6%
Jul '19	\$4.05M	-38.5%
Jul '18	\$6.59M	18.5%



Current Year	\$4.05M	\$4.25M	\$5.75M	\$4.36M	\$2.56M	\$369K	\$934K	\$2.1M	\$2.44M	\$2.39M	\$8.39M	\$5.32M	\$5.9M
Prior Year	\$6.59M	\$5.86M	\$2.44M	\$1.97M	\$900K	\$1.59M	\$1.22M	\$1.32M	\$1.86M	\$4.65M	\$6.14M	\$3.17M	\$4.05M
Percent Change from Prior Year	-38%	-27%	136%	121%	184%	-77%	-23%	59%	31%	-49%	37%	68%	46%

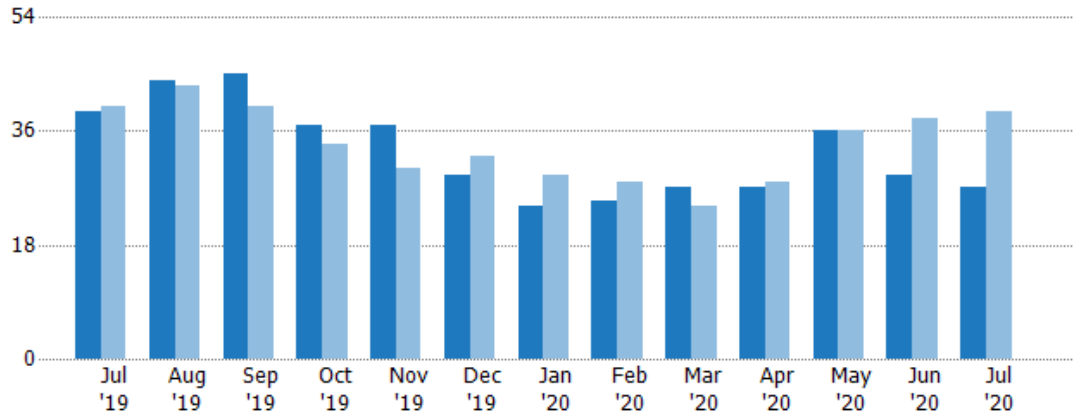
Active Listings

The number of active residential listings at the end of each month.

Filters Used

ZIP: 7 Selected
Property Type:
Condo/Townhouse/Apt, Single
Family Residence

Month/ Year	Count	% Chg.
Jul '20	27	-30.8%
Jul '19	39	-2.5%
Jul '18	40	60%



	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20
Current Year	39	44	45	37	37	29	24	25	27	27	36	29	27
Prior Year	40	43	40	34	30	32	29	28	24	28	36	38	39
Percent Change from Prior Year	-3%	2%	13%	9%	23%	-9%	-17%	-11%	13%	-4%	0%	-24%	-31%

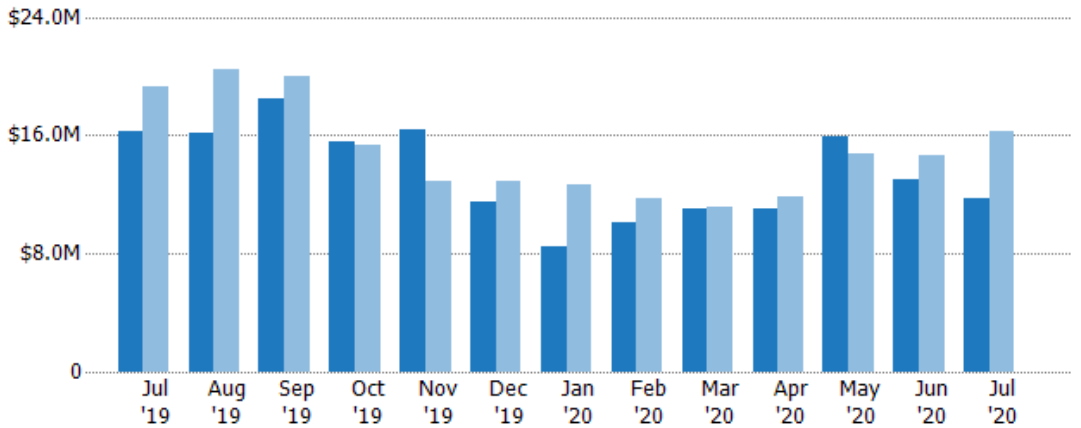
Active Listing Volume

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

Filters Used

ZIP: 7 Selected
Property Type:
Condo/Townhouse/Apt, Single
Family Residence

Month/ Year	Volume	% Chg.
Jul '20	\$11.7M	-28%
Jul '19	\$16.2M	-15.8%
Jul '18	\$19.3M	-2.7%



	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20
Current Year	\$16.2M	\$16.2M	\$18.4M	\$15.6M	\$16.4M	\$11.5M	\$8.52M	\$10.1M	\$11M	\$11M	\$15.9M	\$13.1M	\$11.7M
Prior Year	\$19.3M	\$20.4M	\$20M	\$15.3M	\$12.9M	\$12.9M	\$12.7M	\$11.7M	\$11.2M	\$11.8M	\$14.8M	\$14.7M	\$16.2M
Percent Change from Prior Year	-16%	-21%	-8%	2%	27%	-11%	-33%	-14%	-2%	-7%	8%	-11%	-28%

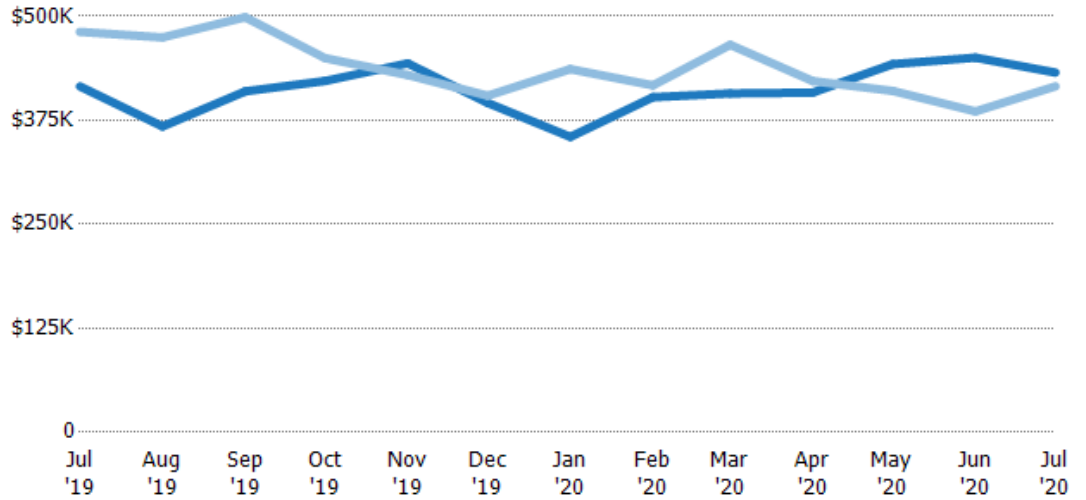
Average Listing Price

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

Filters Used

ZIP: 7 Selected
Property Type:
Condo/Townhouse/Apt, Single
Family Residence

Month/Year	Price	% Chg.
Jul '20	\$432K	4%
Jul '19	\$416K	-13.6%
Jul '18	\$481K	-39.2%



Current Year	\$416K	\$368K	\$410K	\$422K	\$443K	\$396K	\$355K	\$403K	\$407K	\$408K	\$443K	\$450K	\$432K
Prior Year	\$481K	\$475K	\$499K	\$450K	\$429K	\$405K	\$437K	\$417K	\$466K	\$422K	\$410K	\$386K	\$416K
Percent Change from Prior Year	-14%	-23%	-18%	-6%	3%	-2%	-19%	-3%	-13%	-3%	8%	17%	4%

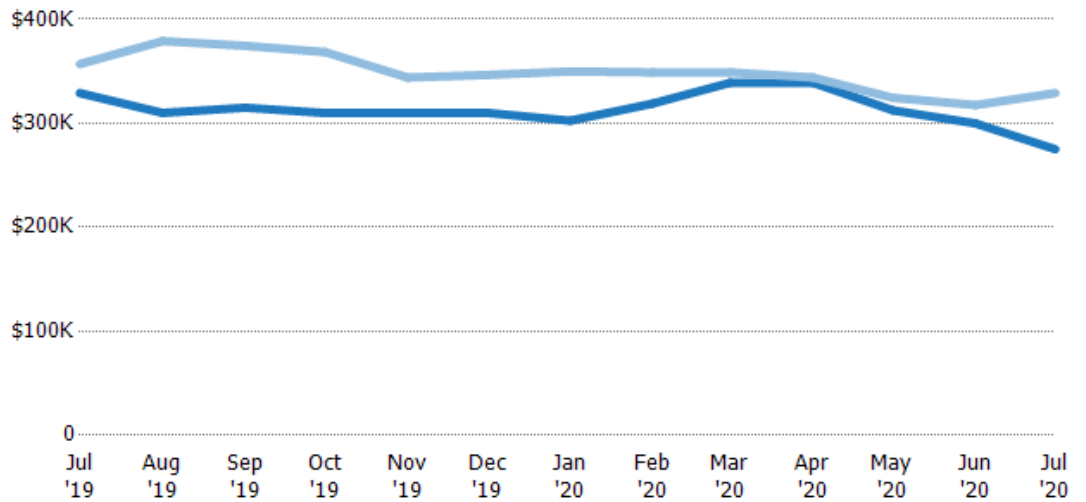
Median Listing Price

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

Filters Used

ZIP: 7 Selected
Property Type:
Condo/Townhouse/Apt, Single
Family Residence

Month/Year	Price	% Chg.
Jul '20	\$275K	-16.4%
Jul '19	\$329K	-7.8%
Jul '18	\$357K	-23%



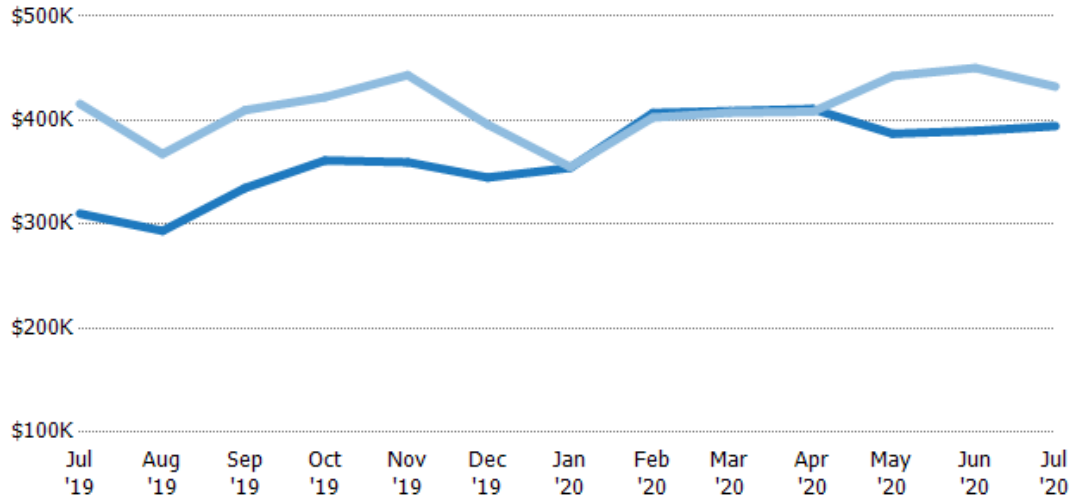
Current Year	\$329K	\$310K	\$315K	\$310K	\$310K	\$310K	\$303K	\$319K	\$339K	\$339K	\$312K	\$300K	\$275K
Prior Year	\$357K	\$379K	\$375K	\$369K	\$344K	\$347K	\$350K	\$349K	\$349K	\$344K	\$325K	\$318K	\$329K
Percent Change from Prior Year	-8%	-18%	-16%	-16%	-10%	-11%	-14%	-9%	-3%	-1%	-4%	-6%	-16%

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

ZIP: 7 Selected
Property Type:
Condo/Townhouse/Apt, Single
Family Residence



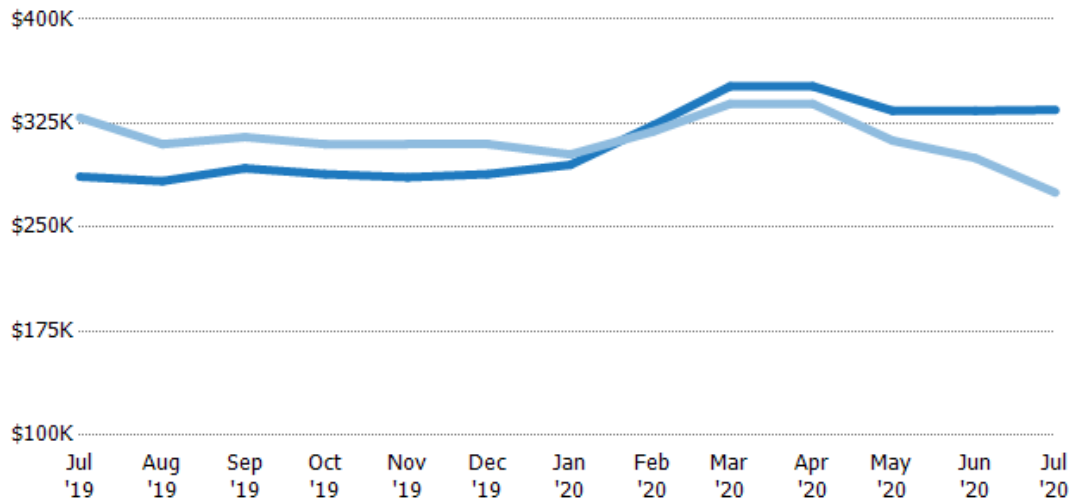
	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20
Avg Est Value	\$310K	\$294K	\$335K	\$361K	\$360K	\$345K	\$354K	\$407K	\$409K	\$411K	\$387K	\$390K	\$394K
Avg Listing Price	\$416K	\$368K	\$410K	\$422K	\$443K	\$396K	\$355K	\$403K	\$407K	\$408K	\$443K	\$450K	\$432K
Avg Listing Price as a % of Avg Est Value	134%	125%	122%	117%	123%	115%	100%	99%	100%	99%	114%	116%	110%

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

ZIP: 7 Selected
Property Type:
Condo/Townhouse/Apt, Single
Family Residence



	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20
Median Est Value	\$287K	\$283K	\$293K	\$288K	\$286K	\$288K	\$295K	\$323K	\$352K	\$352K	\$334K	\$334K	\$335K
Median Listing Price	\$329K	\$310K	\$315K	\$310K	\$310K	\$310K	\$303K	\$319K	\$339K	\$339K	\$312K	\$300K	\$275K
Med Listing Price as a % of Med Est Value	115%	109%	108%	107%	108%	108%	103%	99%	96%	96%	94%	90%	82%

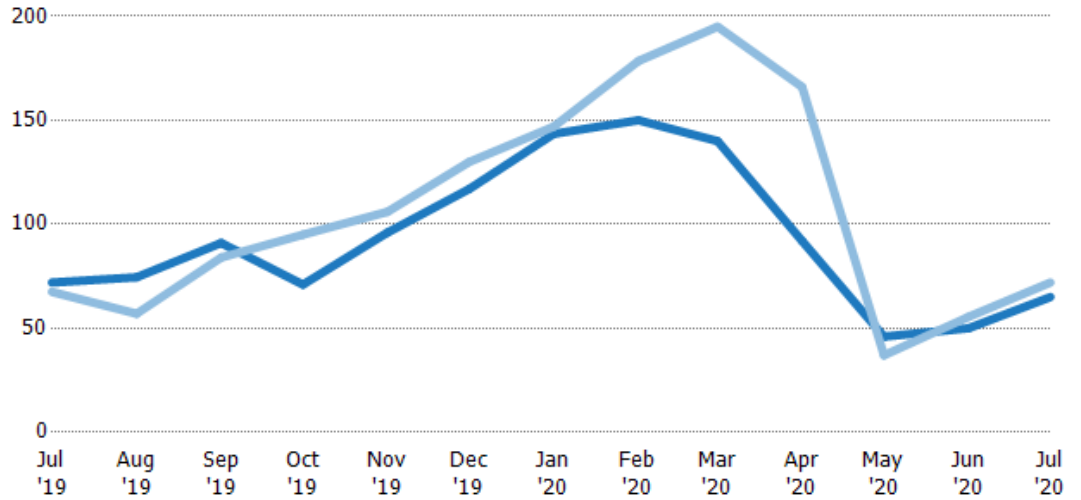
Median Days in RPR

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

ZIP: 7 Selected
Property Type:
Condo/Townhouse/Apt, Single
Family Residence

Month/ Year	Days	% Chg.
Jul '20	65	-9.7%
Jul '19	72	6.7%
Jul '18	67.5	1.5%



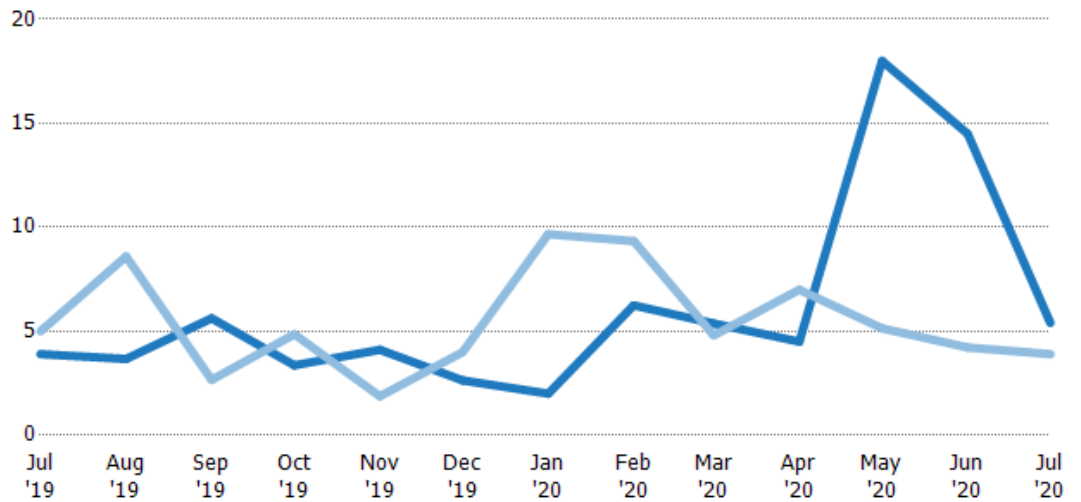
	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20
Current Year	72	74.5	91	71	96	117	144	150	140	92	46	50	65
Prior Year	67.5	57	84	95	106	130	147	179	195	166	37	55.5	72
Percent Change from Prior Year	7%	31%	8%	-25%	-9%	-10%	-2%	-16%	-28%	-45%	24%	-10%	-10%

Months of Inventory

The number of months it would take to exhaust active listings at the current sales rate.

Filters Used

ZIP: 7 Selected
Property Type:
Condo/Townhouse/Apt, Single
Family Residence



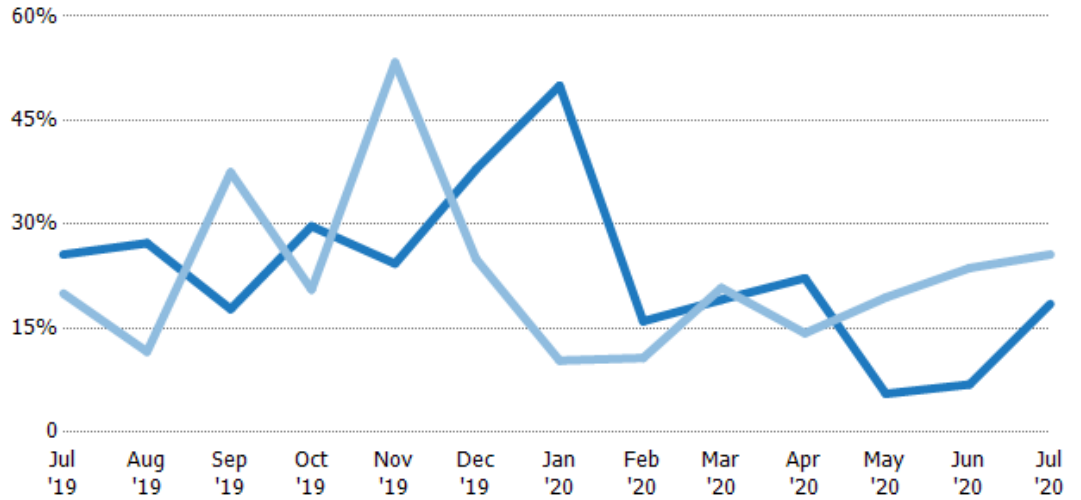
	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20
Current Year	3.9	3.67	5.63	3.36	4.11	2.64	2	6.25	5.38	4.5	18	14.5	5.4
Prior Year	5	8.6	2.67	4.86	1.88	4	9.67	9.33	4.8	7	5.14	4.22	3.9
Percent Change from Prior Year	-22%	-57%	111%	-31%	119%	-34%	-79%	-33%	-100%	-36%	250%	243%	38%

Absorption Rate

The percentage of inventory sold per month.

Filters Used

ZIP: 7 Selected
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence



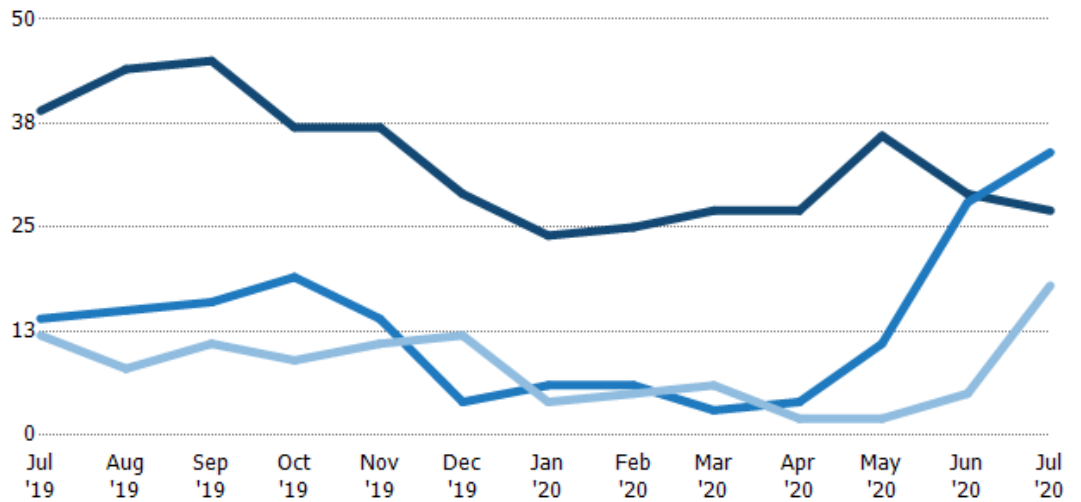
	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20
Current Year	26%	27%	18%	30%	24%	38%	50%	16%	19%	22%	6%	7%	19%
Prior Year	20%	12%	38%	21%	53%	25%	10%	11%	21%	14%	19%	24%	26%
Change from Prior Year	-6%	-16%	20%	-9%	29%	-13%	-40%	-5%	21%	-8%	14%	17%	7%

Active/Pending/Sold Units

The number of residential properties that were Active, Pending and Sold each month.

Filters Used

ZIP: 7 Selected
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence



	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20
Active	39	44	45	37	37	29	24	25	27	27	36	29	27
Pending	14	15	16	19	14	4	6	6	3	4	11	28	34
Sold	12	8	11	9	11	12	4	5	6	2	2	5	18

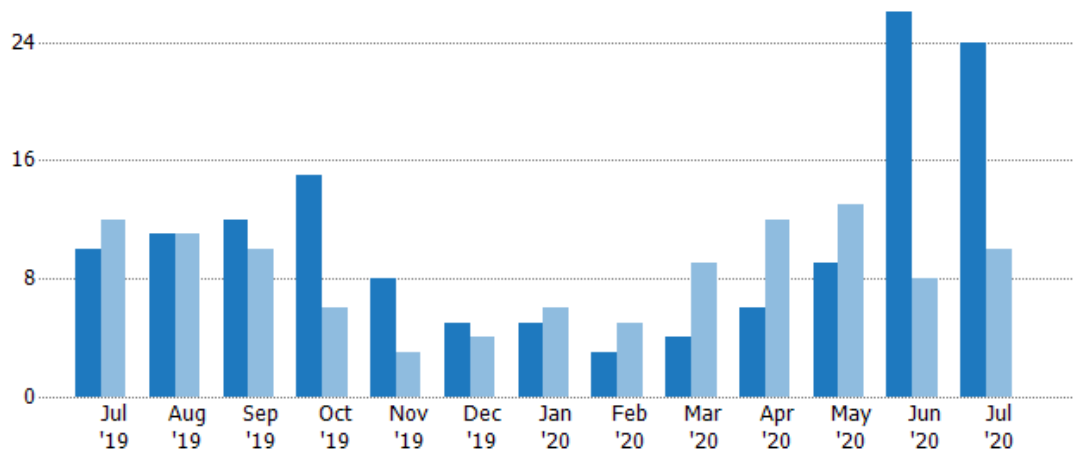
New Pending Sales

The number of residential properties with accepted offers that were added each month.

Filters Used

ZIP: 7 Selected
Property Type:
Condo/Townhouse/Apt, Single
Family Residence

Month/Year	Count	% Chg.
Jul '20	24	140%
Jul '19	10	-16.7%
Jul '18	12	-8.3%



	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20
Current Year	10	11	12	15	8	5	5	3	4	6	9	26	24
Prior Year	12	11	10	6	3	4	6	5	9	12	13	8	10
Percent Change from Prior Year	-17%	0%	20%	150%	167%	25%	-17%	-40%	-56%	-50%	-31%	225%	140%

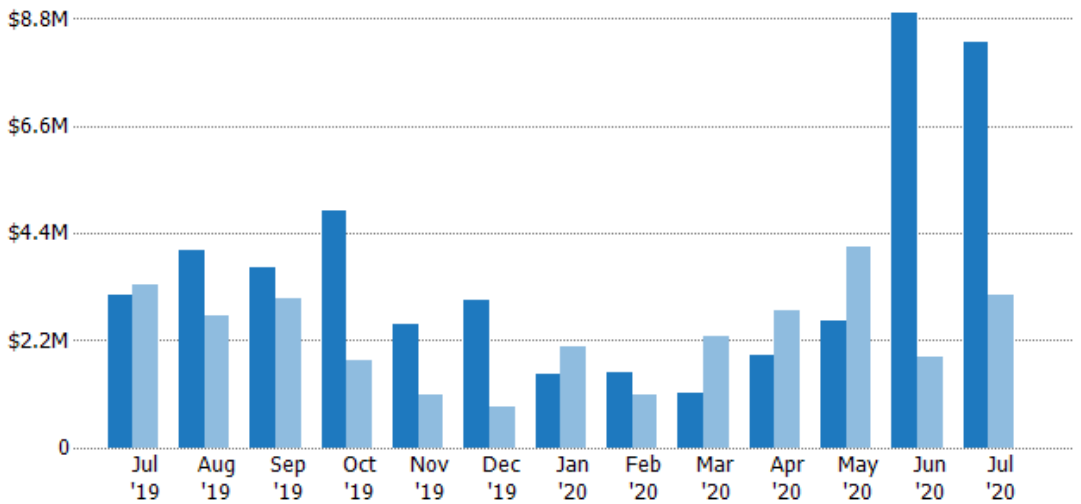
New Pending Sales Volume

The sum of the sales price of residential properties with accepted offers that were added each month.

Filters Used

ZIP: 7 Selected
Property Type:
Condo/Townhouse/Apt, Single
Family Residence

Month/Year	Volume	% Chg.
Jul '20	\$8.31M	166.1%
Jul '19	\$3.12M	-6.8%
Jul '18	\$3.35M	-10.2%



	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20
Current Year	\$3.12M	\$4.05M	\$3.72M	\$4.87M	\$2.52M	\$3.02M	\$1.51M	\$1.55M	\$1.11M	\$1.9M	\$2.62M	\$8.93M	\$8.31M
Prior Year	\$3.35M	\$2.72M	\$3.06M	\$1.81M	\$1.1M	\$830K	\$2.06M	\$1.1M	\$2.29M	\$2.83M	\$4.14M	\$1.88M	\$3.12M
Percent Change from Prior Year	-7%	49%	22%	169%	129%	264%	-27%	40%	-51%	-33%	-37%	375%	166%

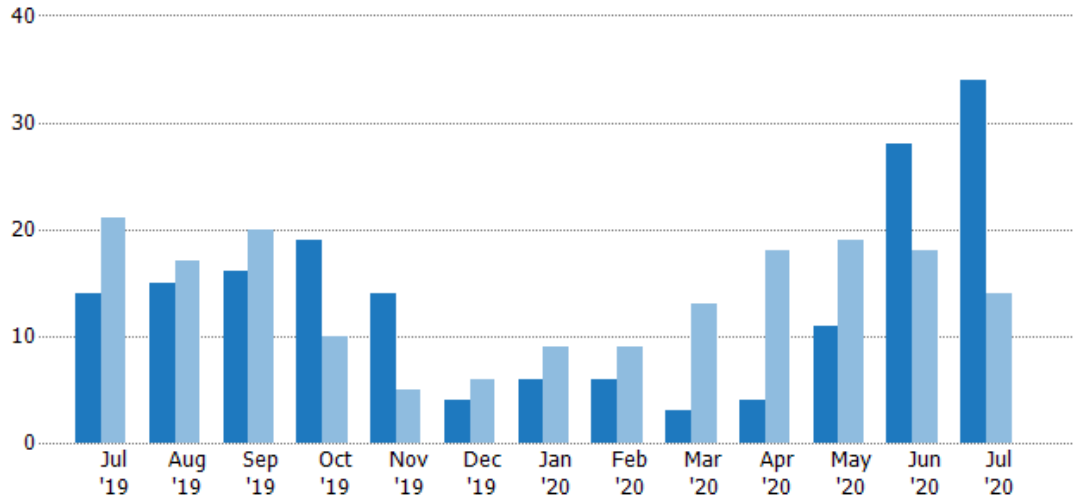
Pending Sales

The number of residential properties with accepted offers that were available at the end each month.

Filters Used

ZIP: 7 Selected
Property Type:
Condo/Townhouse/Apt, Single
Family Residence

Month/ Year	Count	% Chg.
Jul '20	34	142.9%
Jul '19	14	-33.3%
Jul '18	21	-33.3%



Current Year	14	15	16	19	14	4	6	6	3	4	11	28	34
Prior Year	21	17	20	10	5	6	9	9	13	18	19	18	14
Percent Change from Prior Year	-33%	-12%	-20%	90%	180%	-33%	-33%	-33%	-77%	-78%	-42%	56%	143%

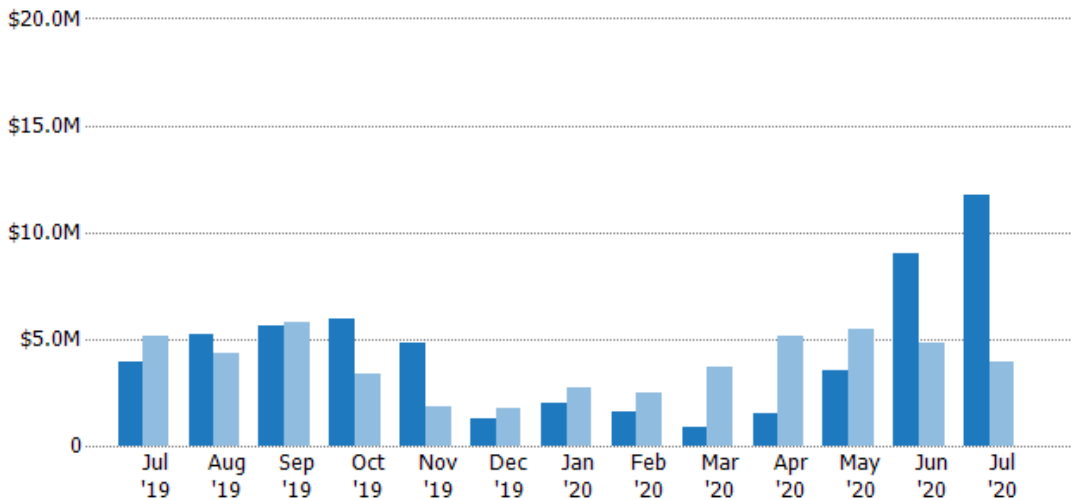
Pending Sales Volume

The sum of the sales price of residential properties with accepted offers that were available at the end of each month.

Filters Used

ZIP: 7 Selected
Property Type:
Condo/Townhouse/Apt, Single
Family Residence

Month/ Year	Volume	% Chg.
Jul '20	\$11.7M	198.1%
Jul '19	\$3.93M	-23.9%
Jul '18	\$5.17M	-34.9%



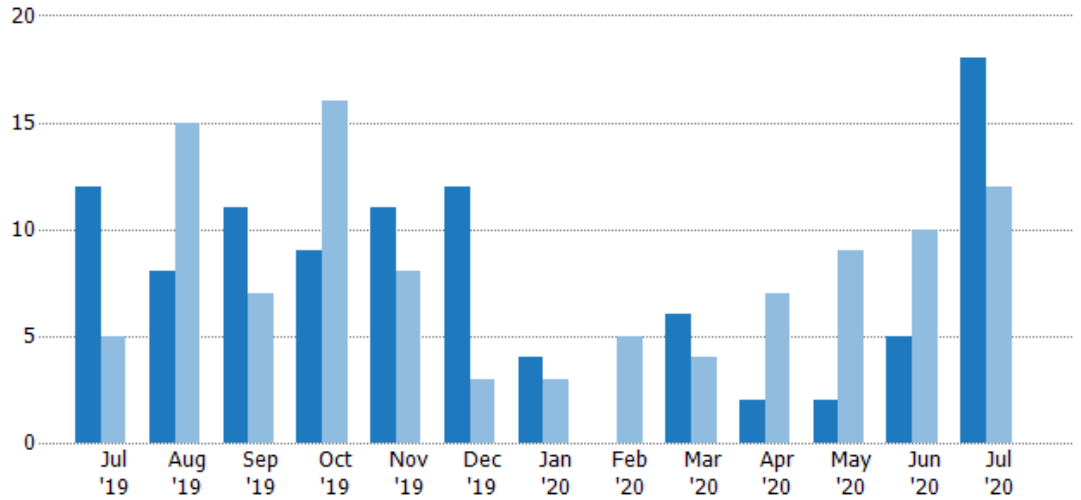
Current Year	\$3.93M	\$5.24M	\$5.63M	\$5.94M	\$4.79M	\$1.31M	\$2.01M	\$1.56M	\$859K	\$1.5M	\$3.5M	\$8.98M	\$11.7M
Prior Year	\$5.17M	\$4.32M	\$5.76M	\$3.35M	\$1.84M	\$1.77M	\$2.74M	\$2.51M	\$3.7M	\$5.14M	\$5.46M	\$4.83M	\$3.93M
Percent Change from Prior Year	-24%	21%	-2%	77%	160%	-26%	-27%	-38%	-77%	-71%	-36%	86%	198%

Closed Sales

The total number of residential properties sold each month.

Filters Used

ZIP: 7 Selected
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence



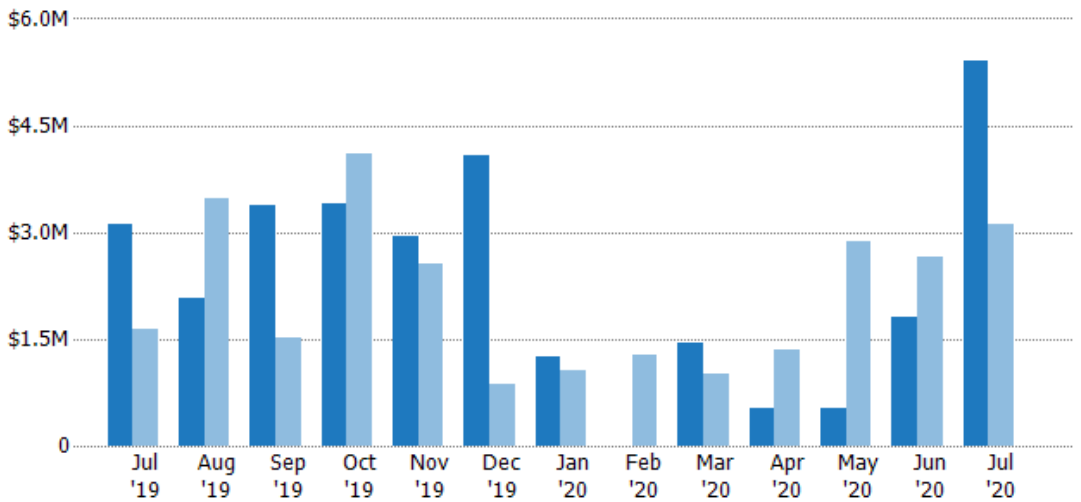
Current Year	12	8	11	9	11	12	4	-	6	2	2	5	18
Prior Year	5	15	7	16	8	3	3	5	4	7	9	10	12
Percent Change from Prior Year	140%	-47%	57%	-44%	38%	300%	33%	-100%	50%	-71%	-78%	-50%	50%

Closed Sales Volume

The sum of the sales price of residential properties sold each month.

Filters Used

ZIP: 7 Selected
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence



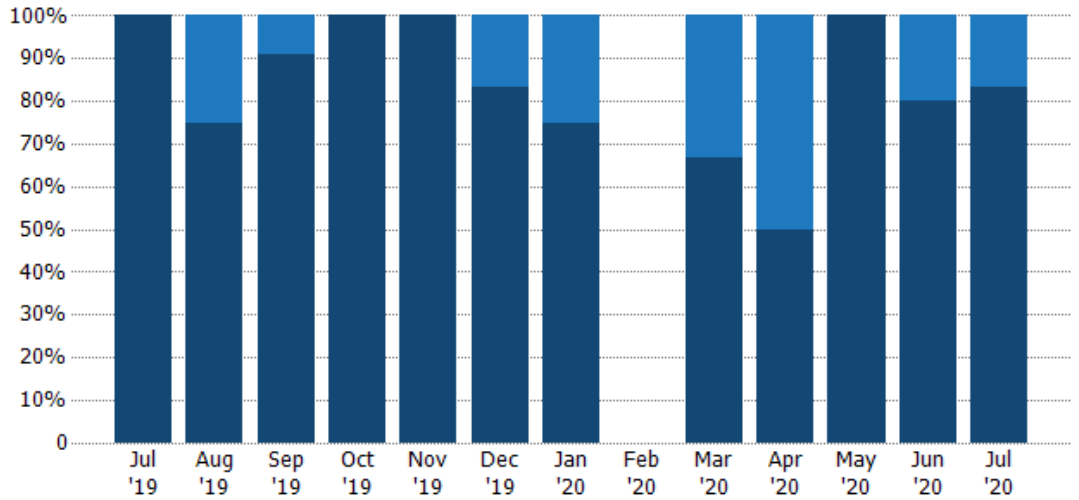
Current Year	\$3.11M	\$2.07M	\$3.38M	\$3.39M	\$2.94M	\$4.08M	\$1.26M	-	\$1.43M	\$520K	\$535K	\$1.82M	\$5.4M
Prior Year	\$1.65M	\$3.47M	\$1.52M	\$4.1M	\$2.56M	\$859K	\$1.05M	\$1.28M	\$1.01M	\$1.35M	\$2.88M	\$2.66M	\$3.11M
Percent Change from Prior Year	89%	-40%	122%	-17%	15%	375%	19%	-100%	43%	-61%	-81%	-32%	74%

Closed Sales by Property Type

The percentage of residential properties sold each month by property type.

Filters Used

ZIP: 7 Selected
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence



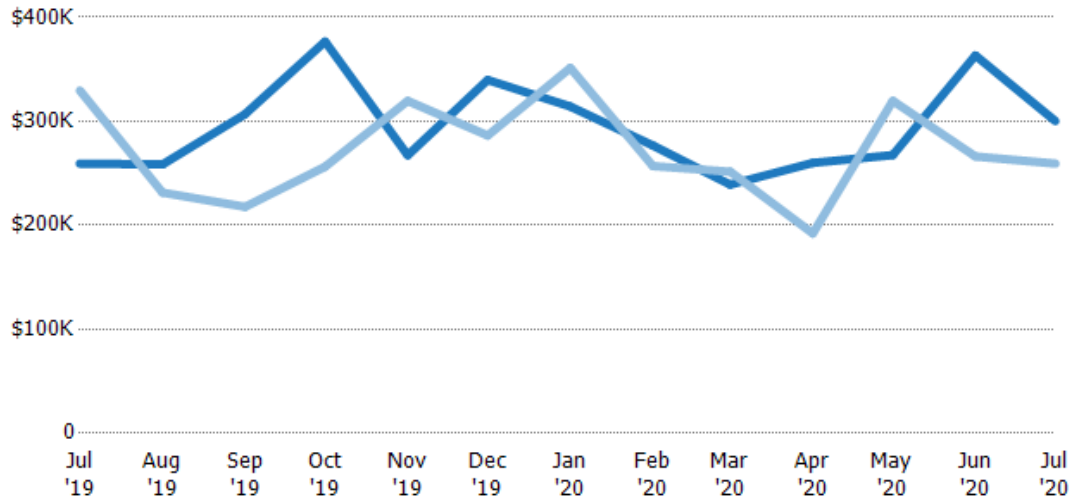
Property Type	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20
Condo/Townhouse	-	25%	9%	-	-	17%	25%	-	33%	50%	-	20%	17%
Single Family Residence	100%	75%	91%	100%	100%	83%	75%	-	67%	50%	100%	80%	83%

Average Sales Price

The average sales price of the residential properties sold each month.

Filters Used

ZIP: 7 Selected
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence



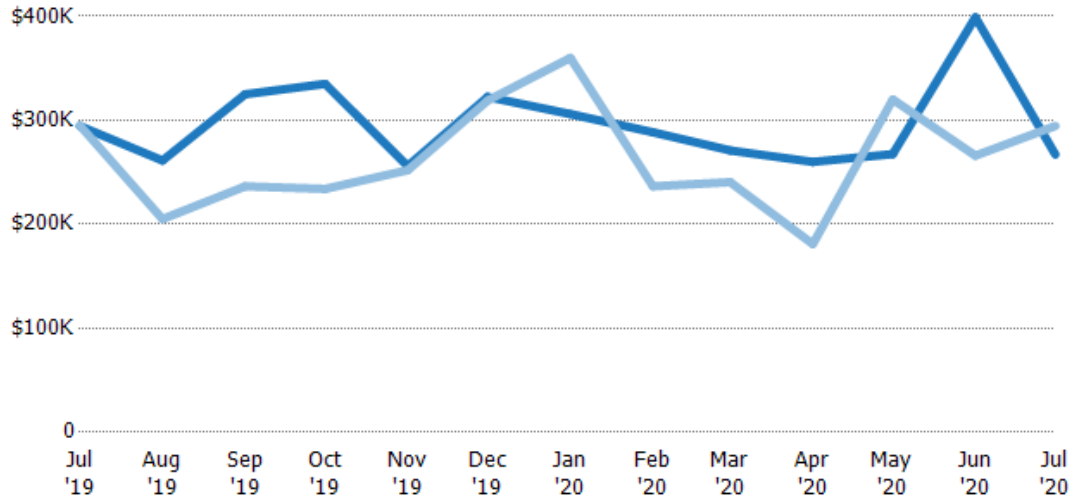
Property Type	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20
Current Year	\$259K	\$258K	\$307K	\$377K	\$267K	\$340K	\$314K	\$277K	\$239K	\$260K	\$268K	\$363K	\$300K
Prior Year	\$330K	\$231K	\$218K	\$256K	\$320K	\$286K	\$351K	\$257K	\$252K	\$192K	\$320K	\$266K	\$259K
Percent Change from Prior Year	-21%	12%	41%	47%	-16%	19%	-11%	-100%	-5%	35%	-16%	37%	16%

Median Sales Price

The median sales price of the residential properties sold each month.

Filters Used

ZIP: 7 Selected
Property Type:
Condo/Townhouse/Apt, Single
Family Residence



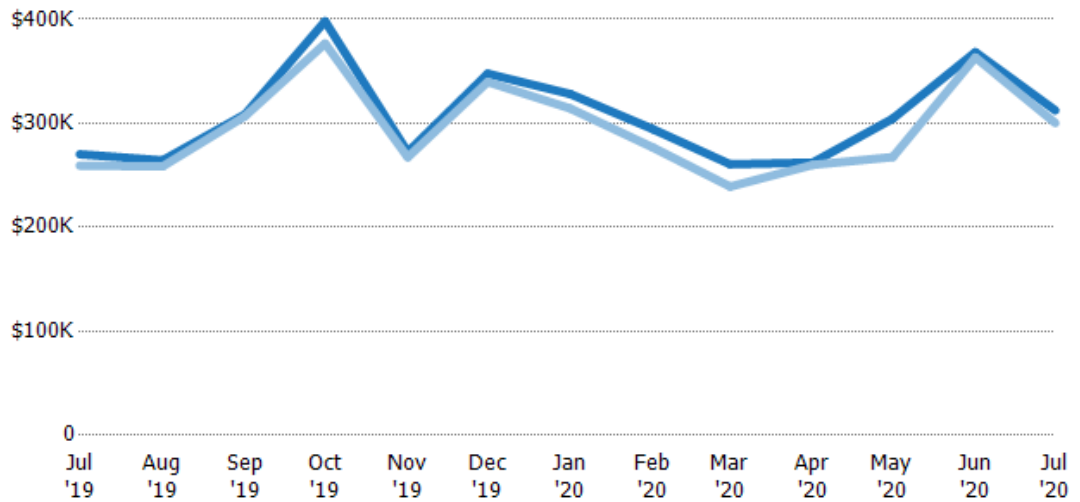
	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20
Current Year	\$295K	\$261K	\$325K	\$335K	\$256K	\$323K	\$306K	\$289K	\$271K	\$260K	\$268K	\$399K	\$267K
Prior Year	\$295K	\$205K	\$237K	\$234K	\$252K	\$319K	\$360K	\$237K	\$241K	\$181K	\$320K	\$266K	\$295K
Percent Change from Prior Year	0%	27%	37%	43%	2%	1%	-15%	-100%	13%	44%	-16%	50%	-9%

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

ZIP: 7 Selected
Property Type:
Condo/Townhouse/Apt, Single
Family Residence



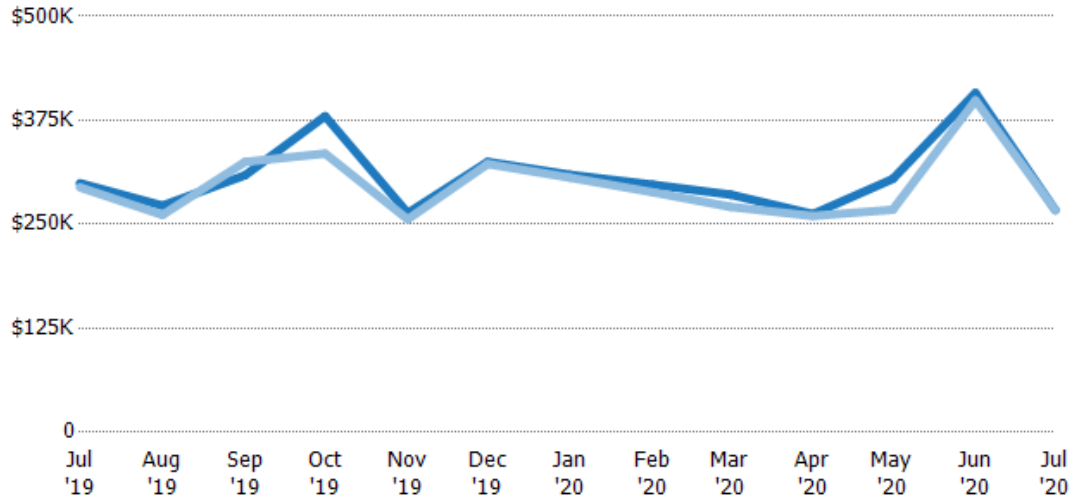
	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20
Avg List Price	\$270K	\$264K	\$309K	\$398K	\$272K	\$348K	\$328K	\$294K	\$261K	\$262K	\$305K	\$368K	\$312K
Avg Sales Price	\$259K	\$258K	\$307K	\$377K	\$267K	\$340K	\$314K	\$277K	\$239K	\$260K	\$268K	\$363K	\$300K
Avg Sales Price as a % of Avg List Price	96%	98%	99%	95%	98%	98%	96%	94%	92%	99%	88%	99%	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

ZIP: 7 Selected
Property Type:
Condo/Townhouse/Apt, Single
Family Residence



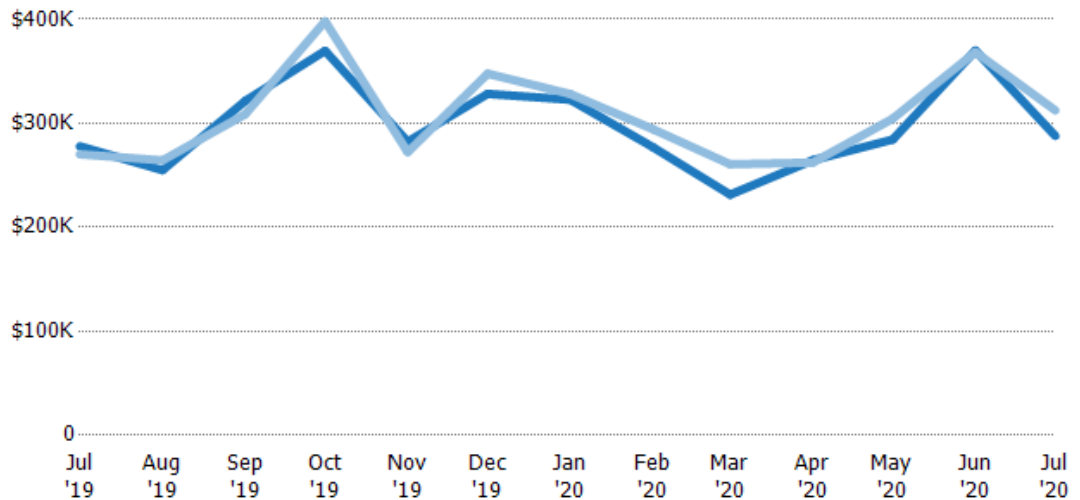
	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20
Median List Price	\$299K	\$272K	\$309K	\$380K	\$264K	\$325K	\$310K	\$298K	\$286K	\$262K	\$305K	\$408K	\$267K
Median Sales Price	\$295K	\$261K	\$325K	\$335K	\$256K	\$323K	\$306K	\$289K	\$271K	\$260K	\$268K	\$399K	\$267K
Med Sales Price as a % of Med List Price	98%	96%	105%	88%	97%	99%	99%	97%	95%	99%	88%	98%	100%

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

ZIP: 7 Selected
Property Type:
Condo/Townhouse/Apt, Single
Family Residence



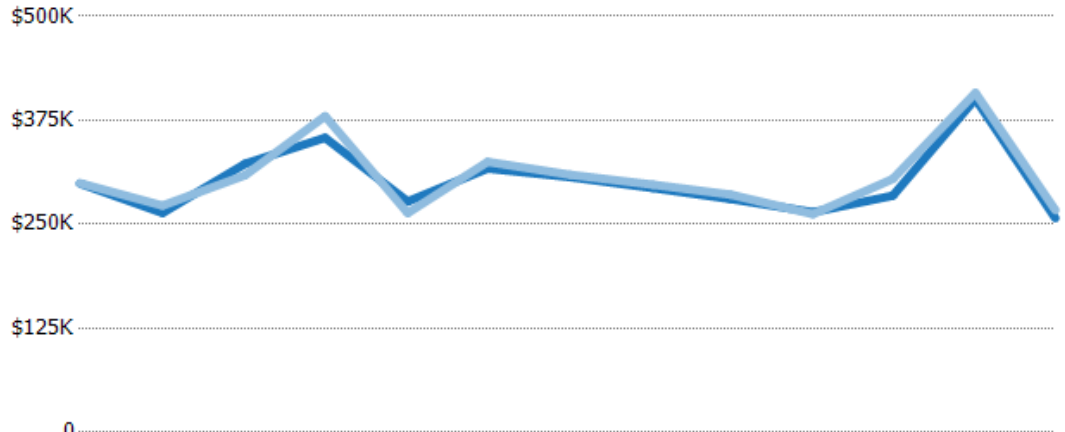
	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20
Avg Est Value	\$278K	\$255K	\$321K	\$370K	\$282K	\$328K	\$323K	\$277K	\$231K	\$264K	\$284K	\$370K	\$288K
Avg Sales Price	\$270K	\$264K	\$309K	\$398K	\$272K	\$348K	\$328K	\$294K	\$261K	\$262K	\$305K	\$368K	\$312K
Avg Sales Price as a % of Avg Est Value	97%	104%	96%	108%	96%	106%	102%	107%	113%	99%	107%	100%	109%

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

ZIP: 7 Selected
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence



	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20
Median Est Value	\$299K	\$264K	\$323K	\$354K	\$277K	\$317K	\$307K	\$294K	\$281K	\$264K	\$284K	\$401K	\$257K
Median Sales Price	\$299K	\$272K	\$309K	\$380K	\$264K	\$325K	\$310K	\$298K	\$286K	\$262K	\$305K	\$408K	\$267K
Med Sales Price as a % of Med Est Value	100%	103%	96%	107%	95%	103%	101%	101%	102%	99%	107%	102%	104%

Sales Activity by Metro Area

Aug 2020

Metro	Pendings (Month End)	Pending Volume (Month End)	Sales	Sales Volume	Avg Sales Price	Median Sales Price	Avg Sales Price per Sq Ft	Median Sales Price per Sq Ft	Median Days In RPR
Barre, VT	27	\$9,747,700	16	\$5,886,900	\$367,931	\$361,000	\$180	\$180	9
Burlington-South Burlington, VT			1	\$256,311	\$256,311	\$256,311	\$213	\$213	4
Other	2	\$269,900	2	\$605,500	\$302,750	\$302,750	\$130	\$130	31