

## 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	+ / -
<b>Listing Activity Charts Metrics</b>						
New Listing Count	112	107	+4.7%	496	579	-14.3%
New Listing Volume	\$41,717,000	\$31,685,900	+31.7%	\$164,579,349	\$172,267,994	-4.5%
Active Listing Count	213	420	-49.3%	N/A	N/A	
Active Listing Volume	\$85,872,248	\$154,747,543	-44.5%	N/A	N/A	
Average Listing Price	\$403,156	\$368,447	+9.4%	\$371,991	\$356,621	+4.3%
Median Listing Price	\$300,000	\$308,200	-2.7%	\$290,888	\$280,713	+3.6%
Median Days in RPR	91	91	+/-	122.98	141.6	-13.2%
Months of Inventory	3	6.4	-52.2%	5.4	9	-39.4%
Absorption Rate	32.86%	15.71%	+17.1%	18.4%	11.14%	+7.3%
<b>Sales Activity Charts Metrics</b>						
New Pending Sales Count	142	90	+57.8%	528	480	+10%
New Pending Sales Volume	\$50,845,450	\$23,260,100	+118.6%	\$165,927,650	\$123,046,485	+34.8%
Pending Sales Count	187	110	+70%	N/A	N/A	
Pending Sales Volume	\$64,156,950	\$28,476,100	+125.3%	N/A	N/A	
Closed Sales Count	98	75	+30.7%	344	339	+1.5%
Closed Sales Volume	\$29,903,811	\$21,386,694	+39.8%	\$94,165,212	\$88,753,216	+6.1%
Average Sales Price	\$305,141	\$285,156	+7%	\$273,736	\$261,809	+4.6%
Median Sales Price	\$275,000	\$240,000	+14.6%	\$238,576	\$214,323	+11.3%

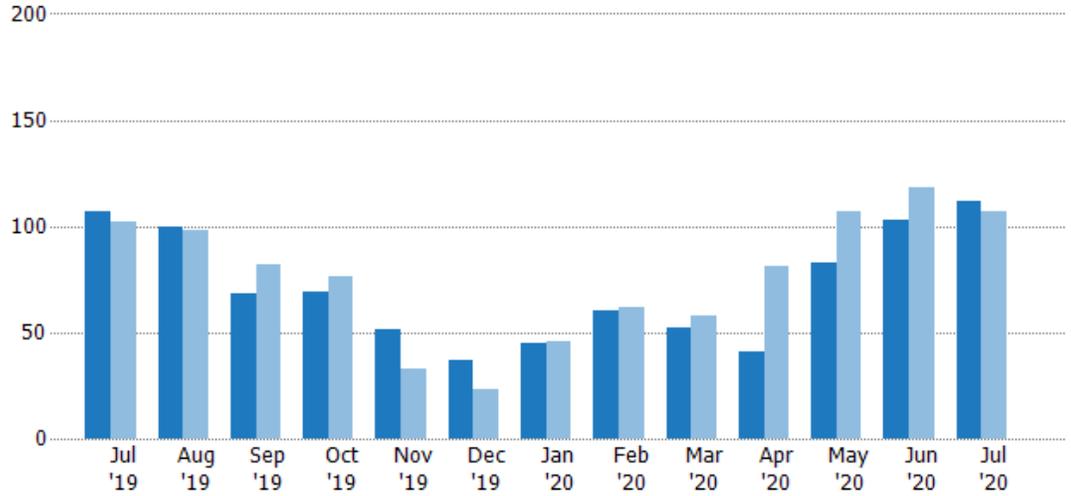
## New Listings

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.
Jul '20	112	4.7%
Jul '19	107	4.9%
Jul '18	102	5.9%



	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	107	100	68	69	51	37	45	60	52	41	83	103	112
Prior Year	102	98	82	76	33	23	46	62	58	81	107	118	107
Percent Change from Prior Year	5%	2%	-17%	-9%	55%	61%	-2%	-3%	-10%	-49%	-22%	-13%	5%

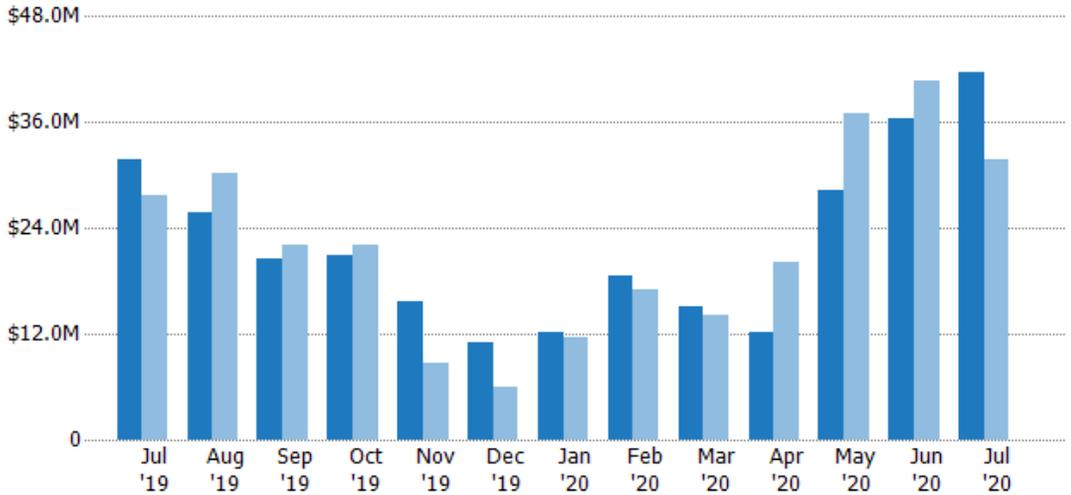
## New Listing Volume

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.
Jul '20	\$41.7M	31.7%
Jul '19	\$31.7M	14.4%
Jul '18	\$27.7M	16.7%



	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	\$31.7M	\$25.8M	\$20.6M	\$20.8M	\$15.7M	\$11M	\$12.2M	\$18.6M	\$15.2M	\$12.2M	\$28.2M	\$36.5M	\$41.7M
Prior Year	\$27.7M	\$30.2M	\$22.1M	\$22M	\$8.79M	\$5.98M	\$11.6M	\$17M	\$14.2M	\$20.1M	\$36.9M	\$40.7M	\$31.7M
Percent Change from Prior Year	14%	-15%	-7%	-5%	79%	84%	5%	9%	7%	-39%	-24%	-10%	32%

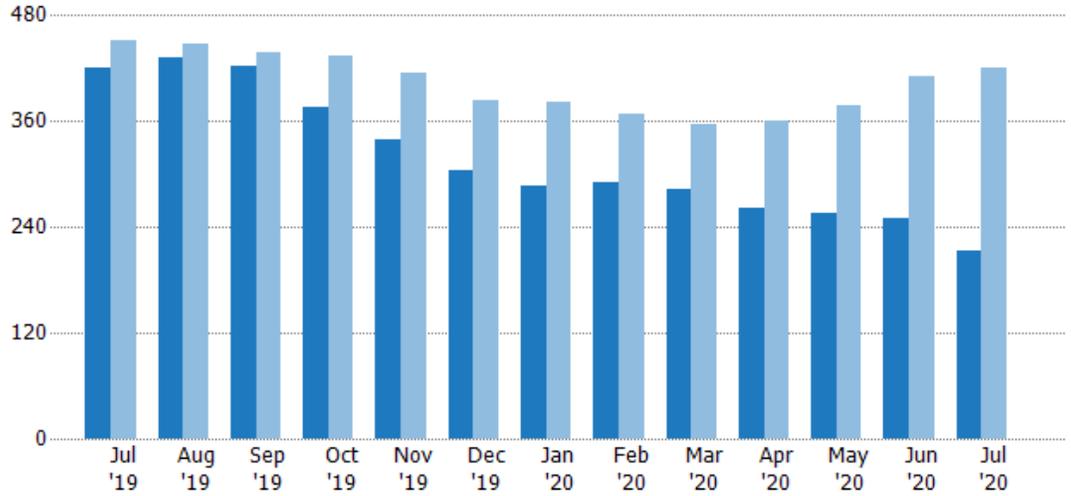
## Active Listings

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.
Jul '20	213	-49.3%
Jul '19	420	-6.9%
Jul '18	451	3.3%



Current Year	420	432	422	376	340	304	287	291	283	262	256	250	213
Prior Year	451	448	438	435	415	383	381	368	357	361	377	410	420
Percent Change from Prior Year	-7%	-4%	-4%	-14%	-18%	-21%	-25%	-21%	-21%	-27%	-32%	-39%	-49%

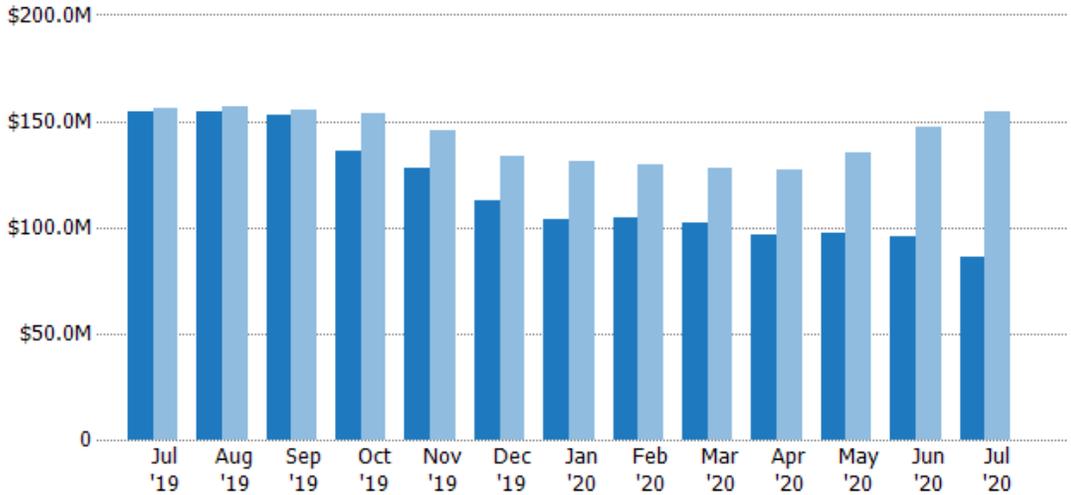
## Active Listing Volume

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.
Jul '20	\$85.9M	-44.5%
Jul '19	\$155M	-0.6%
Jul '18	\$156M	-9.7%



Current Year	\$155M	\$154M	\$153M	\$136M	\$128M	\$113M	\$103M	\$105M	\$102M	\$96.7M	\$97M	\$95.6M	\$85.9M
Prior Year	\$156M	\$157M	\$156M	\$154M	\$146M	\$134M	\$131M	\$130M	\$128M	\$127M	\$135M	\$147M	\$155M
Percent Change from Prior Year	-1%	-2%	-2%	-11%	-12%	-16%	-21%	-19%	-20%	-24%	-28%	-35%	-45%

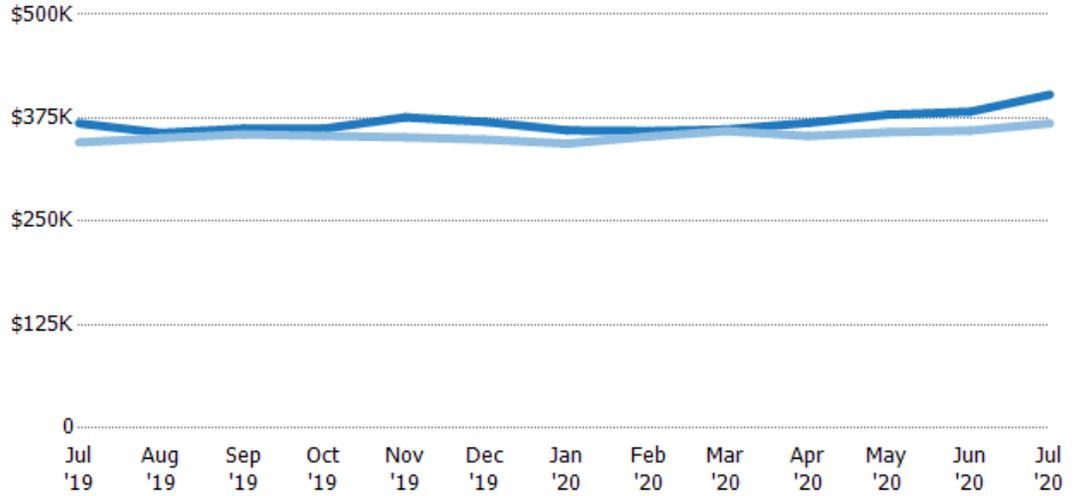
## Average Listing Price

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.
Jul '20	\$403K	9.4%
Jul '19	\$368K	6.7%
Jul '18	\$345K	-12.6%



Current Year	\$368K	\$357K	\$362K	\$362K	\$376K	\$370K	\$360K	\$359K	\$361K	\$369K	\$379K	\$383K	\$403K
Prior Year	\$345K	\$351K	\$355K	\$353K	\$352K	\$349K	\$344K	\$353K	\$359K	\$353K	\$358K	\$360K	\$368K
Percent Change from Prior Year	7%	2%	2%	2%	7%	6%	5%	2%	0%	5%	6%	6%	9%

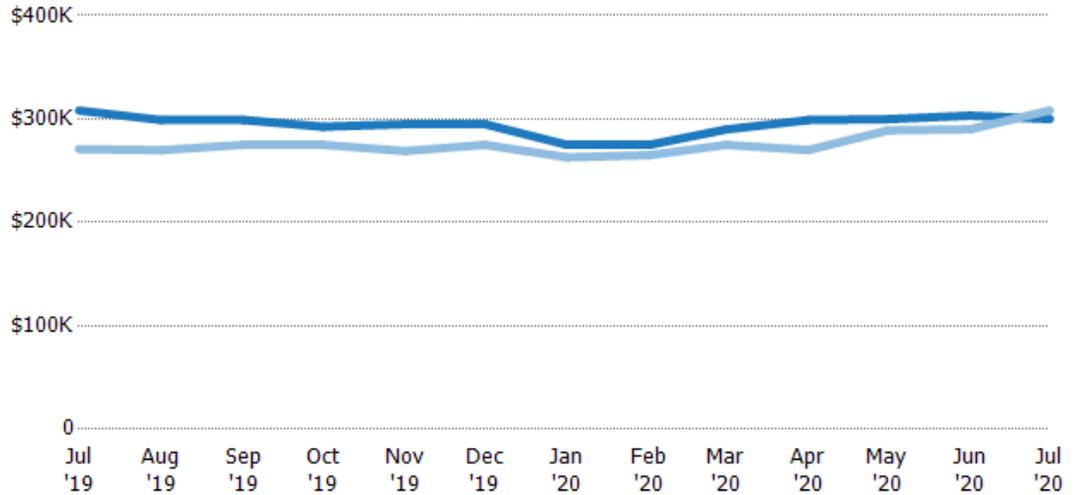
## Median Listing Price

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.
Jul '20	\$300K	-2.7%
Jul '19	\$308K	13.8%
Jul '18	\$271K	-11.6%



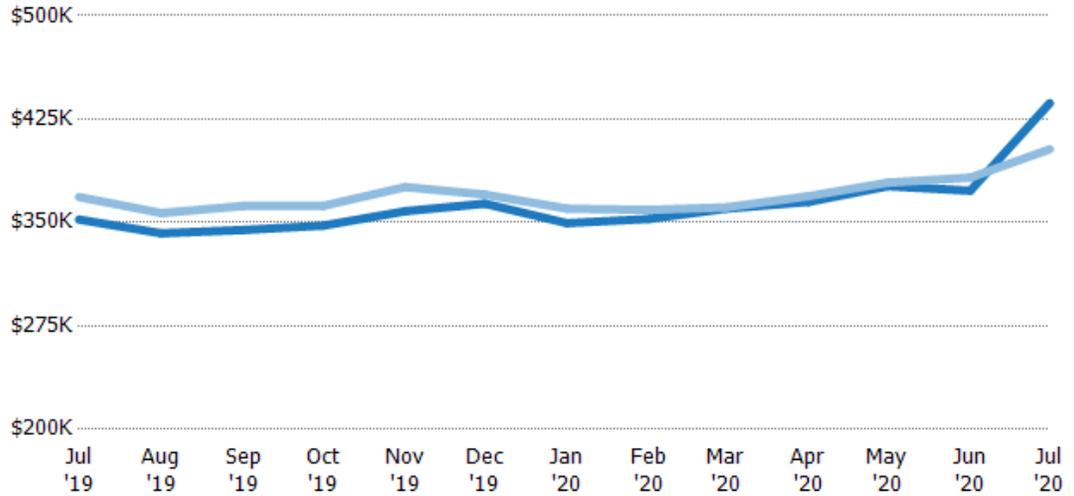
Current Year	\$308K	\$299K	\$299K	\$293K	\$295K	\$295K	\$275K	\$275K	\$290K	\$299K	\$300K	\$303K	\$300K
Prior Year	\$271K	\$270K	\$275K	\$275K	\$269K	\$275K	\$263K	\$265K	\$275K	\$270K	\$289K	\$290K	\$308K
Percent Change from Prior Year	14%	11%	9%	6%	10%	7%	5%	4%	5%	11%	4%	5%	-3%

## 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



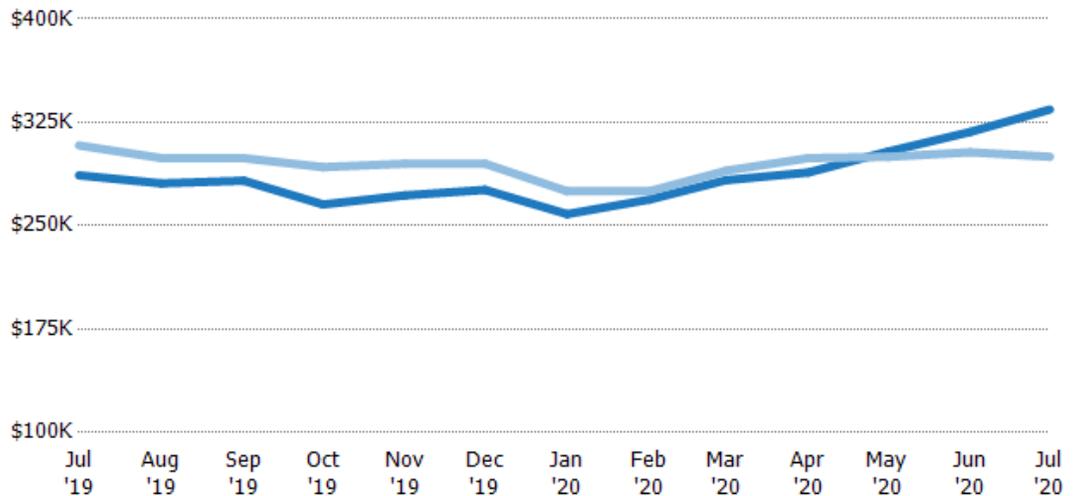
	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20
Avg Est Value	\$352K	\$342K	\$345K	\$348K	\$358K	\$364K	\$349K	\$353K	\$360K	\$365K	\$376K	\$373K	\$437K
Avg Listing Price	\$368K	\$357K	\$362K	\$362K	\$376K	\$370K	\$360K	\$359K	\$361K	\$369K	\$379K	\$383K	\$403K
Avg Listing Price as a % of Avg Est Value	105%	104%	105%	104%	105%	102%	103%	102%	100%	101%	101%	103%	92%

## 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



	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	\$281K	\$283K	\$265K	\$272K	\$276K	\$258K	\$269K	\$283K	\$289K	\$304K	\$318K	\$334K
Median Listing Price	\$308K	\$299K	\$299K	\$293K	\$295K	\$295K	\$275K	\$275K	\$290K	\$299K	\$300K	\$303K	\$300K
Med Listing Price as a % of Med Est Value	108%	107%	106%	110%	108%	107%	106%	102%	102%	104%	99%	95%	90%

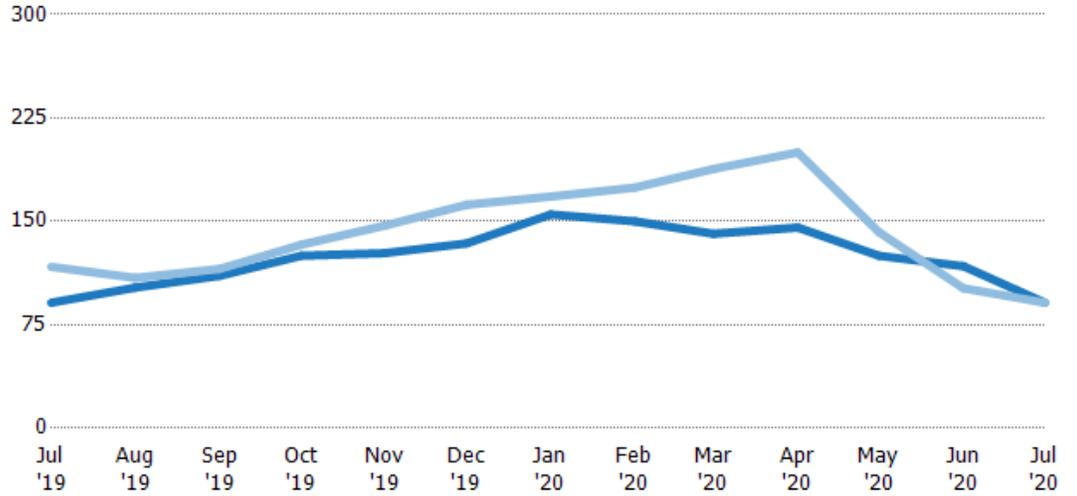
## Median Days in RPR

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.
Jul '20	91	0%
Jul '19	91	-22.2%
Jul '18	117	-25.6%



	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	91	102	111	125	127	134	155	150	141	146	125	118	91
Prior Year	117	109	116	133	147	162	168	175	188	200	142	102	91
Percent Change from Prior Year	-22%	-6%	-4%	-6%	-14%	-17%	-8%	-14%	-25%	-27%	-12%	16%	0%

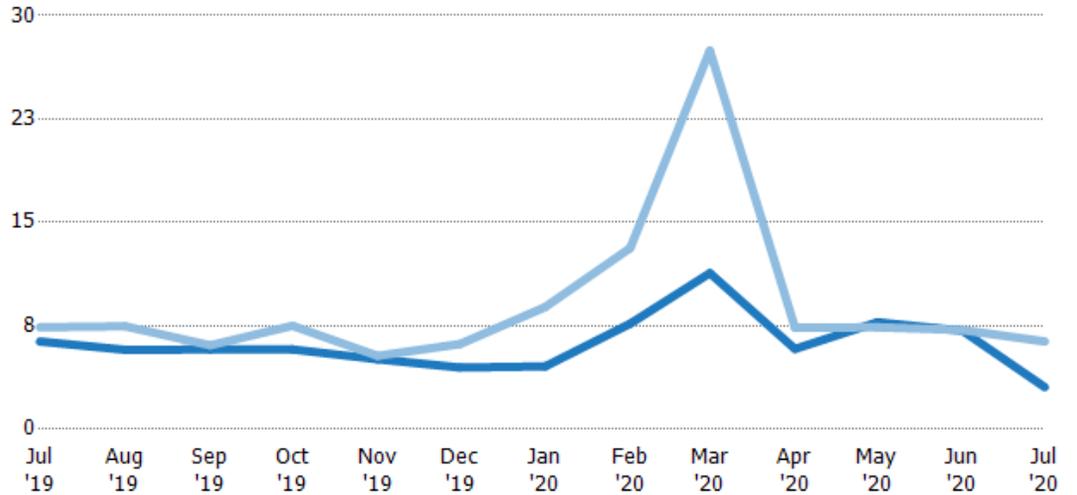
## Months of Inventory

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.
Jul '20	3.04	-52.2%
Jul '19	6.36	-13.9%
Jul '18	7.39	-10%



	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	6.36	5.76	5.78	5.78	5.07	4.47	4.56	7.66	11.3	5.82	7.76	7.14	3.04
Prior Year	7.39	7.47	6.08	7.5	5.32	6.18	8.86	13.1	27.5	7.37	7.39	7.19	6.36
Percent Change from Prior Year	-14%	-23%	-5%	-23%	-5%	-28%	-49%	-42%	-59%	-21%	5%	-1%	-52%

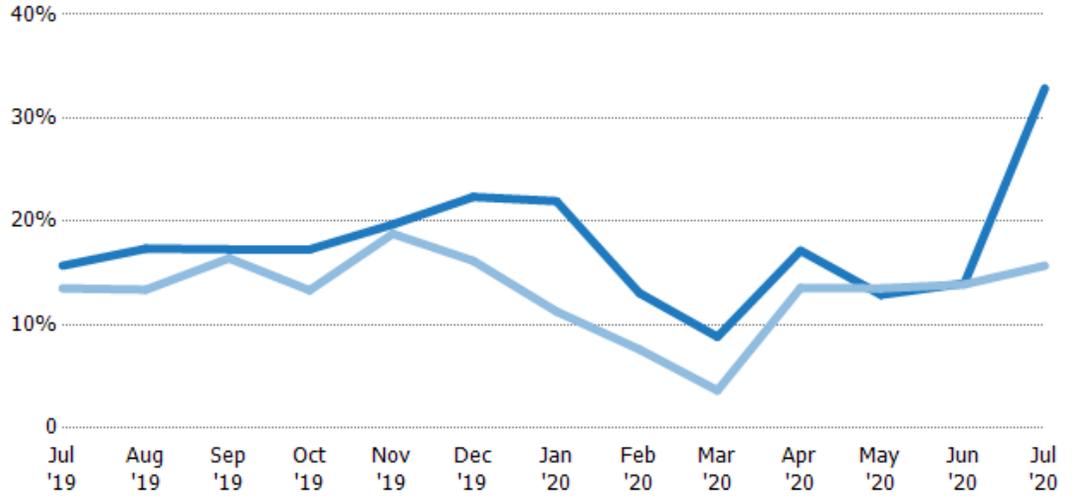
## Absorption Rate

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.
Jul '20	33%	-17.2%
Jul '19	16%	-2.2%
Jul '18	14%	11.1%



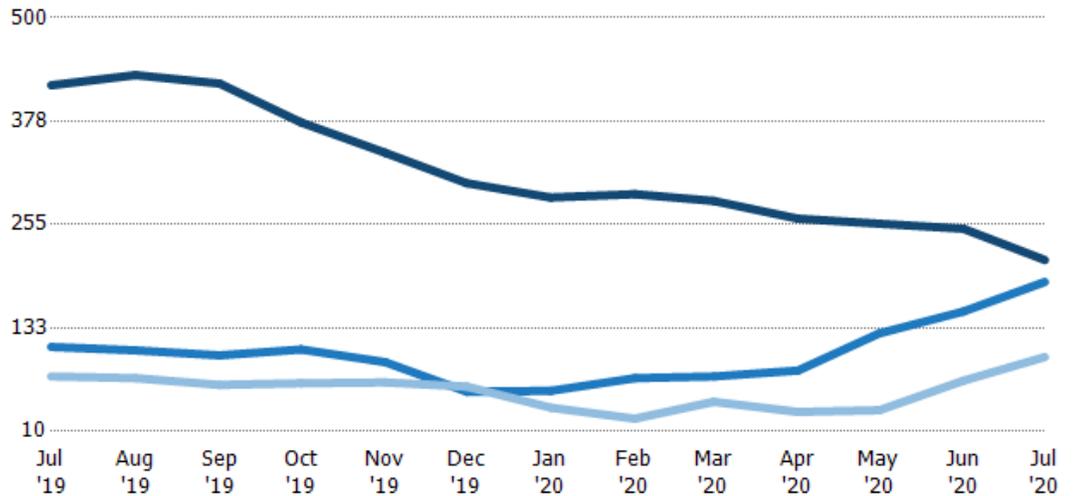
	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20
Current Year	16%	17%	17%	17%	20%	22%	22%	13%	9%	17%	13%	14%	33%
Prior Year	14%	13%	16%	13%	19%	16%	11%	8%	4%	14%	14%	14%	16%
Change from Prior Year	-2%	-4%	-1%	-4%	-1%	-6%	-11%	-5%	-5%	-4%	1%	0%	-17%

## 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



	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	420	432	422	376	340	304	287	291	283	262	256	250	213
Pending	110	106	100	107	92	57	58	73	75	82	126	152	187
Sold	75	73	65	67	68	63	38	25	45	33	35	70	98

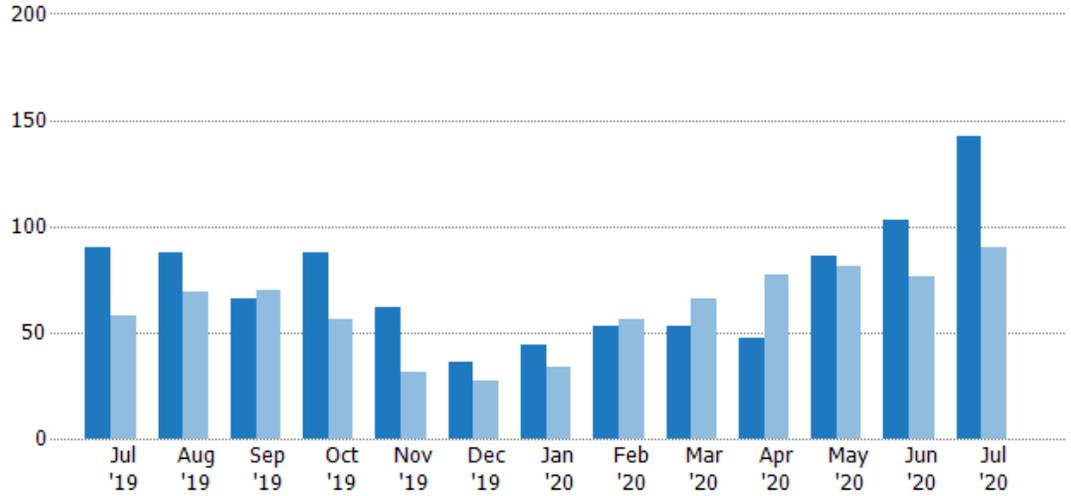
## New Pending Sales

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.
Jul '20	142	57.8%
Jul '19	90	55.2%
Jul '18	58	10.3%



Current Year	90	88	66	88	62	36	44	53	53	47	86	103	142
Prior Year	58	69	70	56	31	27	34	56	66	77	81	76	90
Percent Change from Prior Year	55%	28%	-6%	57%	100%	33%	29%	-5%	-20%	-39%	6%	36%	58%

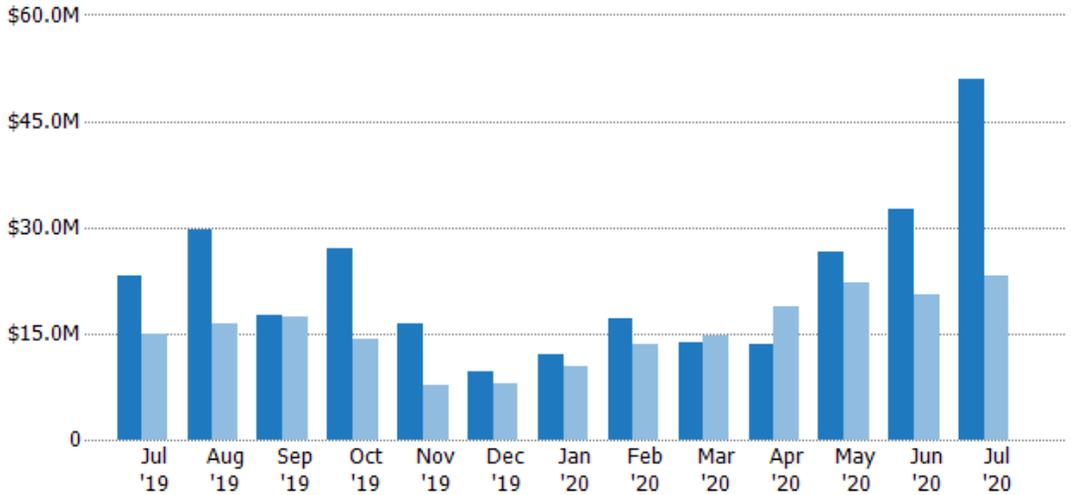
## New Pending Sales Volume

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.
Jul '20	\$50.8M	118.6%
Jul '19	\$23.3M	54.6%
Jul '18	\$15M	0.3%



Current Year	\$23.3M	\$29.7M	\$17.6M	\$27M	\$16.3M	\$9.55M	\$12M	\$17.1M	\$13.6M	\$13.4M	\$26.5M	\$32.5M	\$50.8M
Prior Year	\$15M	\$16.5M	\$17.4M	\$14.3M	\$7.67M	\$7.88M	\$10.2M	\$13.5M	\$14.8M	\$18.8M	\$22.1M	\$20.4M	\$23.3M
Percent Change from Prior Year	55%	80%	1%	89%	112%	21%	18%	26%	-8%	-29%	20%	59%	119%

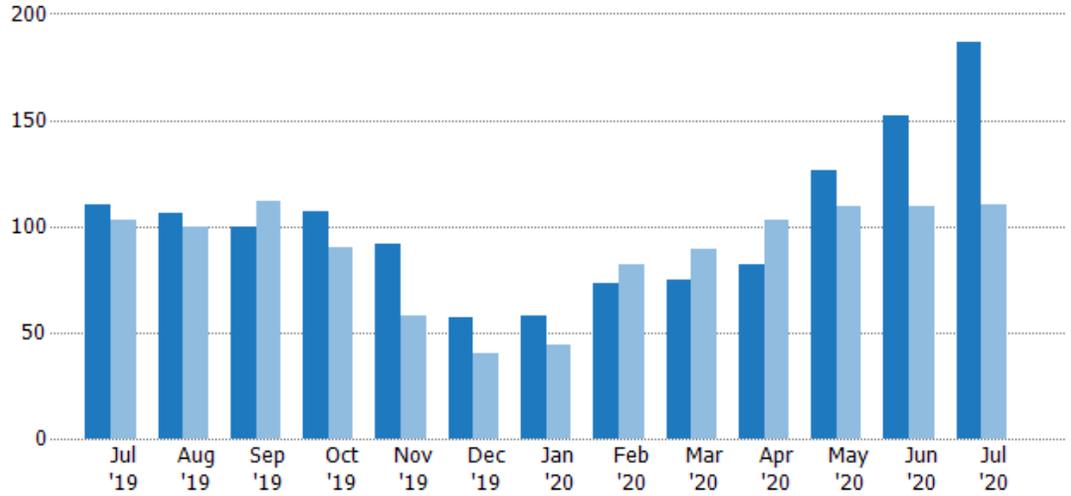
## Pending Sales

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.
Jul '20	187	70%
Jul '19	110	6.8%
Jul '18	103	-2.9%



Current Year	110	106	100	107	92	57	58	73	75	82	126	152	187
Prior Year	103	100	112	90	58	40	44	82	89	103	109	109	110
Percent Change from Prior Year	7%	6%	-11%	19%	59%	43%	32%	-11%	-16%	-20%	16%	39%	70%

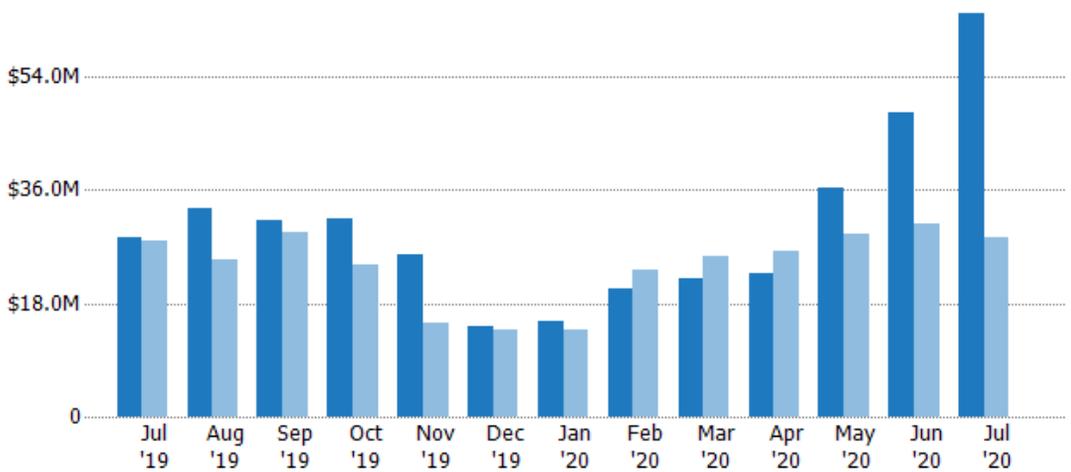
## Pending Sales Volume

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.
Jul '20	\$64.2M	125.3%
Jul '19	\$28.5M	1.5%
Jul '18	\$28M	-19.9%



Current Year	\$28.5M	\$33.1M	\$31.2M	\$31.5M	\$25.7M	\$14.2M	\$15.1M	\$20.3M	\$22M	\$22.7M	\$36.3M	\$48.3M	\$64.2M
Prior Year	\$28M	\$25M	\$29.4M	\$24.1M	\$15M	\$13.9M	\$13.8M	\$23.2M	\$25.4M	\$26.3M	\$29.1M	\$30.7M	\$28.5M
Percent Change from Prior Year	2%	32%	6%	31%	72%	3%	10%	-12%	-13%	-14%	25%	58%	125%

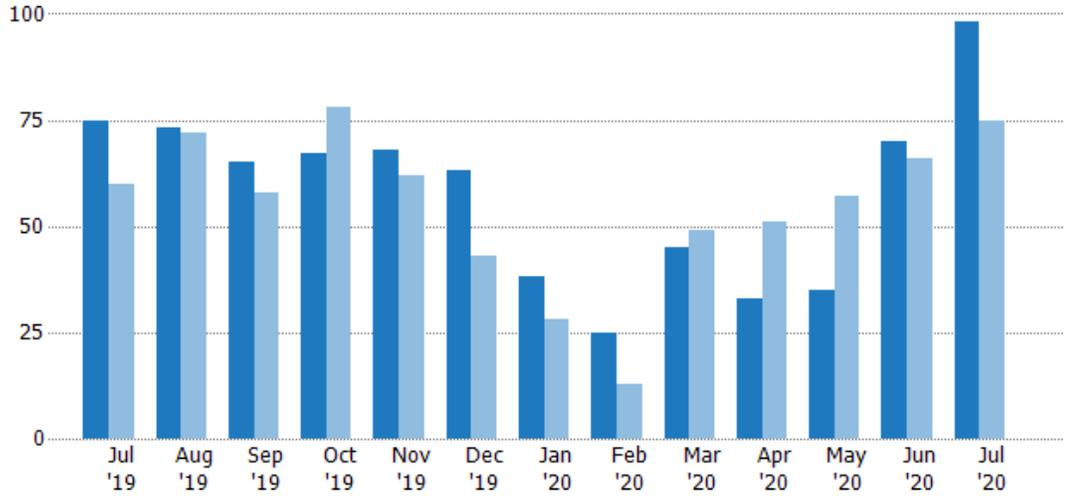
## Closed Sales

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.
Jul '20	98	30.7%
Jul '19	75	25%
Jul '18	60	-15%



Current Year	75	73	65	67	68	63	38	25	45	33	35	70	98
Prior Year	60	72	58	78	62	43	28	13	49	51	57	66	75
Percent Change from Prior Year	25%	1%	12%	-14%	10%	47%	36%	92%	-8%	-35%	-39%	6%	31%

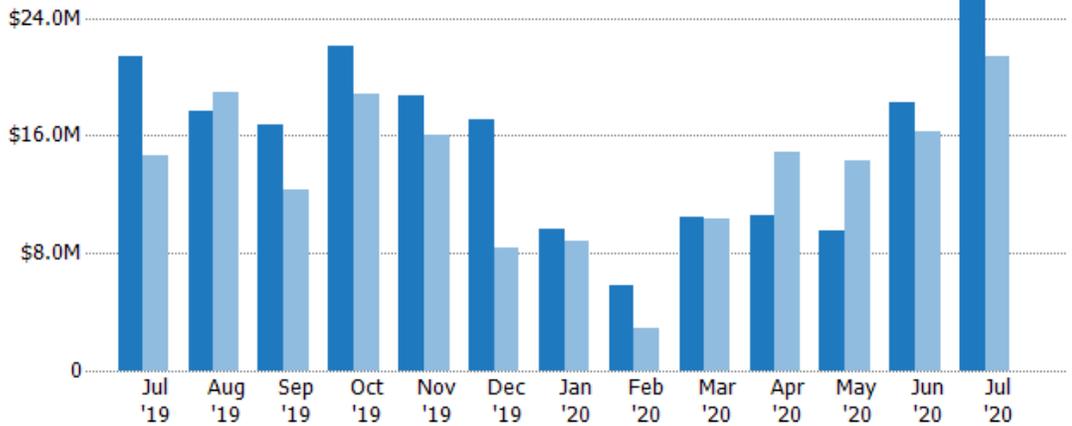
## Closed Sales Volume

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.
Jul '20	\$29.9M	39.8%
Jul '19	\$21.4M	45.6%
Jul '18	\$14.7M	-12.1%



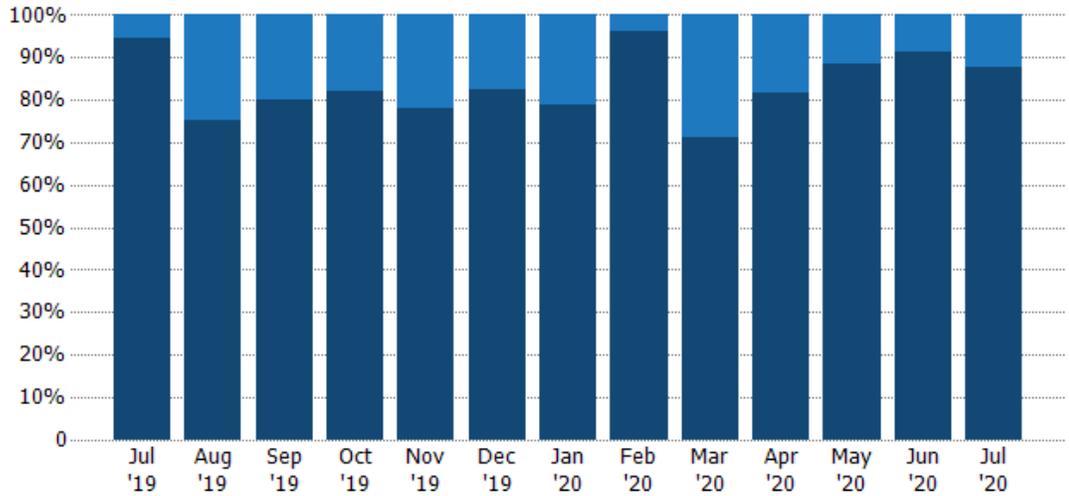
Current Year	\$21.4M	\$17.6M	\$16.8M	\$22M	\$18.7M	\$17.1M	\$9.7M	\$5.79M	\$10.5M	\$10.5M	\$9.49M	\$18.3M	\$29.9M
Prior Year	\$14.7M	\$18.9M	\$12.4M	\$18.8M	\$16.1M	\$8.37M	\$8.79M	\$2.94M	\$10.3M	\$14.9M	\$14.2M	\$16.2M	\$21.4M
Percent Change from Prior Year	46%	-7%	36%	17%	17%	104%	10%	97%	1%	-29%	-33%	13%	40%

## 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



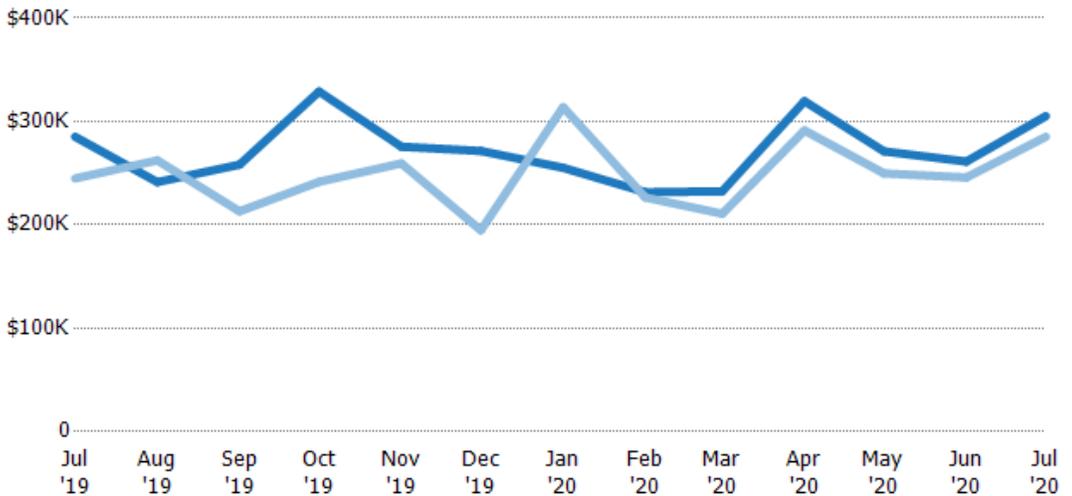
Condo/Townhouse	5%	25%	20%	18%	22%	17%	21%	4%	29%	18%	11%	9%	12%
Single Family Residence	95%	75%	80%	82%	78%	83%	79%	96%	71%	82%	89%	91%	88%

## 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	\$285K	\$241K	\$258K	\$329K	\$276K	\$271K	\$255K	\$232K	\$232K	\$320K	\$271K	\$261K	\$305K
Prior Year	\$245K	\$262K	\$213K	\$242K	\$259K	\$195K	\$314K	\$226K	\$211K	\$291K	\$250K	\$246K	\$285K
Percent Change from Prior Year	16%	-8%	21%	36%	6%	39%	-19%	2%	10%	10%	9%	6%	7%

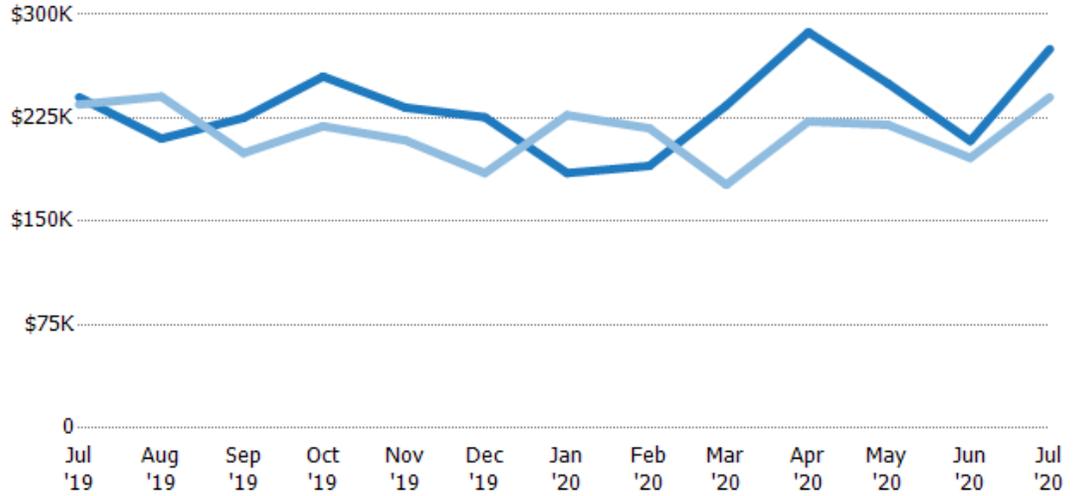
## Median Sales Price

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.
Jul '20	\$275K	14.6%
Jul '19	\$240K	2.2%
Jul '18	\$235K	-4.4%



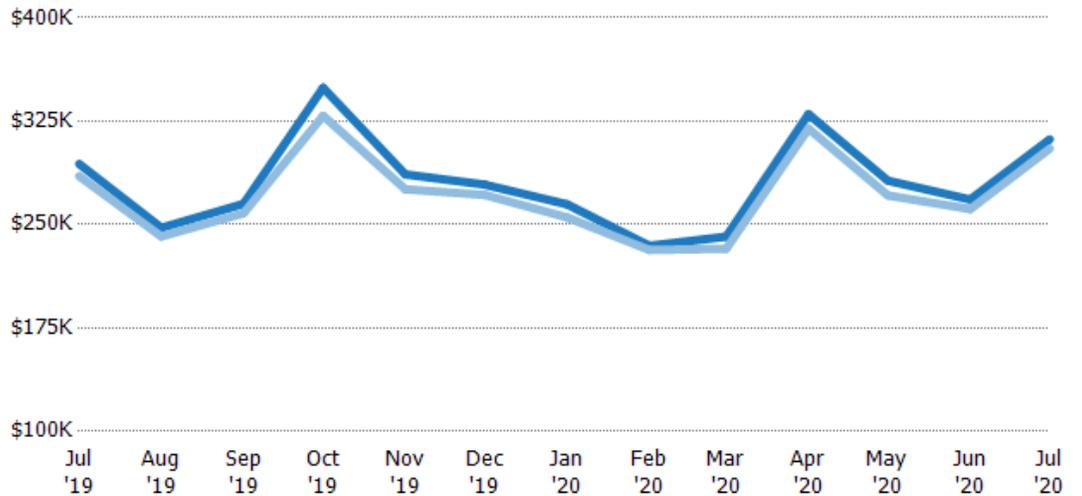
Current Year	\$240K	\$210K	\$225K	\$255K	\$233K	\$226K	\$185K	\$190K	\$234K	\$287K	\$250K	\$208K	\$275K
Prior Year	\$235K	\$241K	\$200K	\$219K	\$209K	\$185K	\$227K	\$218K	\$177K	\$223K	\$220K	\$196K	\$240K
Percent Change from Prior Year	2%	-13%	13%	16%	11%	22%	-19%	-13%	33%	29%	14%	6%	15%

## 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



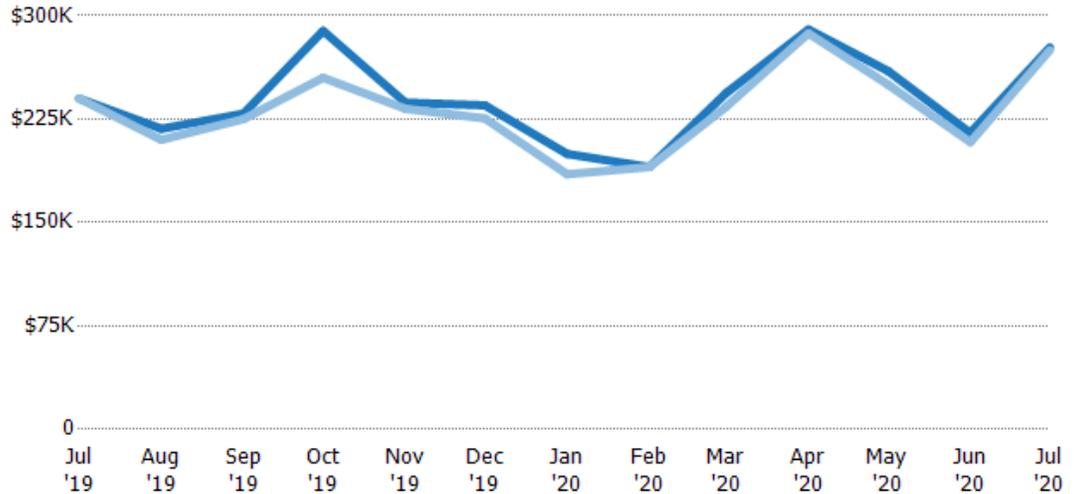
Avg List Price	\$294K	\$248K	\$265K	\$349K	\$286K	\$279K	\$265K	\$235K	\$241K	\$330K	\$282K	\$268K	\$312K
Avg Sales Price	\$285K	\$241K	\$258K	\$329K	\$276K	\$271K	\$255K	\$232K	\$232K	\$320K	\$271K	\$261K	\$305K
Avg Sales Price as a % of Avg List Price	97%	97%	97%	94%	96%	97%	96%	99%	96%	97%	96%	97%	98%

## 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



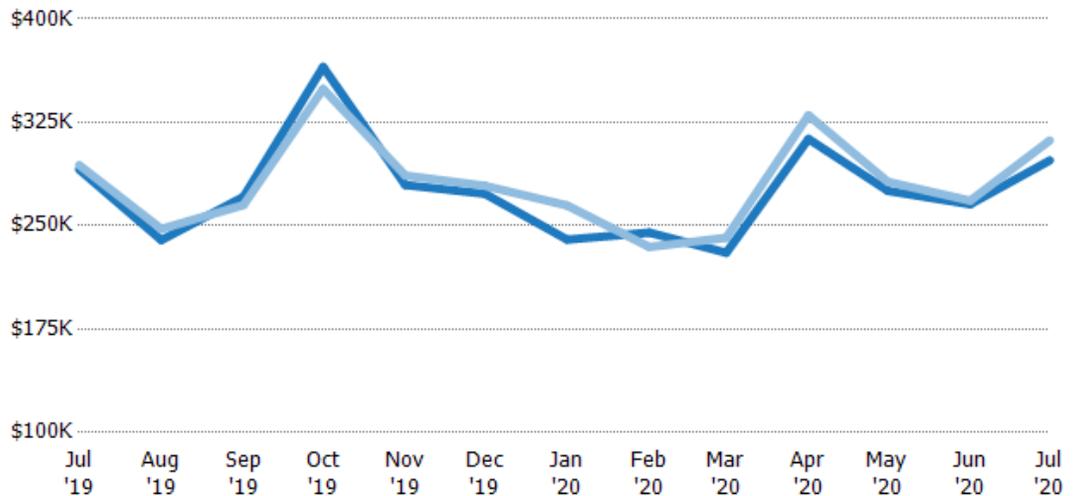
	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20
Median List Price	\$240K	\$218K	\$229K	\$289K	\$237K	\$235K	\$200K	\$190K	\$244K	\$290K	\$260K	\$215K	\$277K
Median Sales Price	\$240K	\$210K	\$225K	\$255K	\$233K	\$226K	\$185K	\$190K	\$234K	\$287K	\$250K	\$208K	\$275K
Med Sales Price as a % of Med List Price	100%	96%	98%	88%	98%	96%	93%	100%	96%	99%	96%	97%	99%

## 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



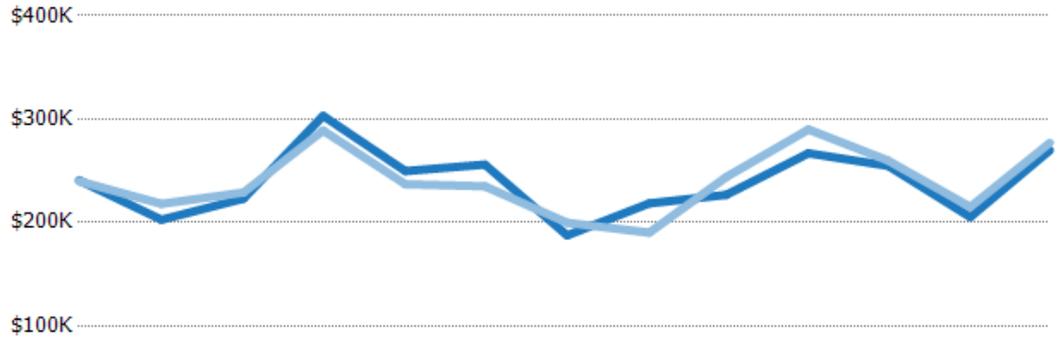
	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20
Avg Est Value	\$291K	\$240K	\$271K	\$365K	\$279K	\$273K	\$240K	\$245K	\$230K	\$313K	\$275K	\$266K	\$297K
Avg Sales Price	\$294K	\$248K	\$265K	\$349K	\$286K	\$279K	\$265K	\$235K	\$241K	\$330K	\$282K	\$268K	\$312K
Avg Sales Price as a % of Avg Est Value	101%	103%	98%	96%	102%	102%	110%	96%	105%	105%	102%	101%	105%

## 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



	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	\$241K	\$203K	\$223K	\$303K	\$250K	\$256K	\$188K	\$218K	\$227K	\$267K	\$255K	\$205K	\$270K
Median Sales Price	\$240K	\$218K	\$229K	\$289K	\$237K	\$235K	\$200K	\$190K	\$244K	\$290K	\$260K	\$215K	\$277K
Med Sales Price as a % of Med Est Value	100%	108%	103%	95%	95%	92%	106%	87%	108%	109%	102%	105%	103%

## 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	171	\$59,872,450	96	\$33,605,500	\$350,057	\$291,000	\$174	\$164	17
Burlington-South Burlington, VT			1	\$256,311	\$256,311	\$256,311	\$213	\$213	4
Other	20	\$6,219,100	4	\$1,155,500	\$288,875	\$290,500	\$161	\$166	32