

## 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	139	111	+25.2%	544	598	-9%
New Listing Volume	\$54,926,500	\$43,160,448	+27.3%	\$202,291,793	\$197,795,445	+2.3%
Active Listing Count	378	630	-40%	N/A	N/A	
Active Listing Volume	\$192,207,437	\$251,093,394	-23.5%	N/A	N/A	
Average Listing Price	\$508,485	\$398,561	+27.6%	\$470,219	\$400,048	+17.5%
Median Listing Price	\$319,000	\$289,000	+10.4%	\$300,722	\$286,447	+5%
Median Days in RPR	97	133	-27.1%	167.38	173.86	-3.7%
Months of Inventory	6.3	12.4	-49%	8.7	11.9	-26.8%
Absorption Rate	15.87%	8.1%	+7.8%	11.46%	8.38%	+3.1%
<b>Sales Activity Charts Metrics</b>						
New Pending Sales Count	159	77	+106.5%	567	443	+28%
New Pending Sales Volume	\$59,295,699	\$22,357,699	+165.2%	\$176,789,045	\$115,707,302	+52.8%
Pending Sales Count	195	104	+87.5%	N/A	N/A	
Pending Sales Volume	\$72,903,300	\$30,128,699	+142%	N/A	N/A	
Closed Sales Count	88	60	+46.7%	345	342	+0.9%
Closed Sales Volume	\$23,050,774	\$14,159,260	+62.8%	\$87,217,276	\$81,688,573	+6.8%
Average Sales Price	\$261,941	\$235,988	+11%	\$252,804	\$238,855	+5.8%
Median Sales Price	\$227,250	\$215,500	+5.5%	\$214,321	\$207,602	+3.2%

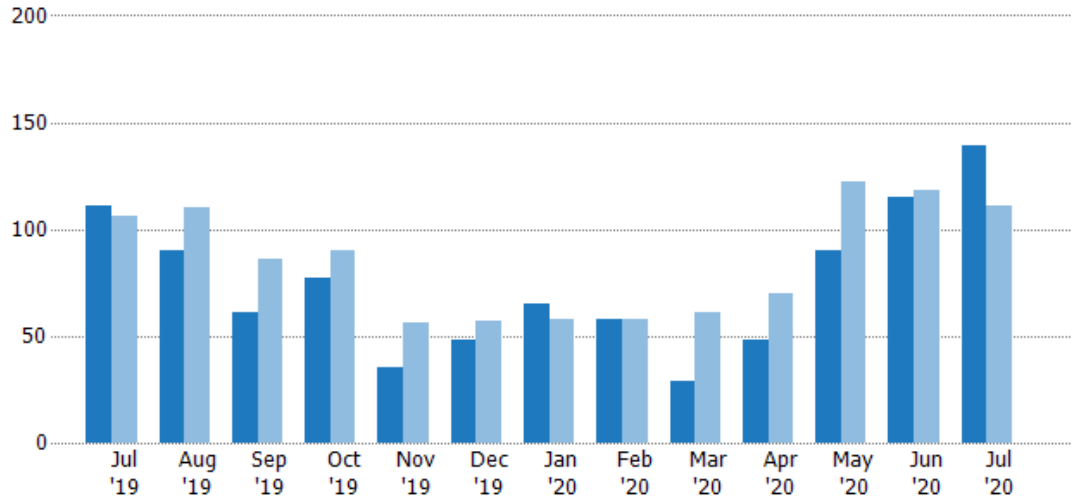
## New Listings

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.
Jul '20	139	25.2%
Jul '19	111	4.7%
Jul '18	106	10.4%



Current Year	111	90	61	77	35	48	65	58	29	48	90	115	139
Prior Year	106	110	86	90	56	57	58	58	61	70	122	118	111
Percent Change from Prior Year	5%	-18%	-29%	-14%	-38%	-16%	12%	0%	-52%	-31%	-26%	-3%	25%

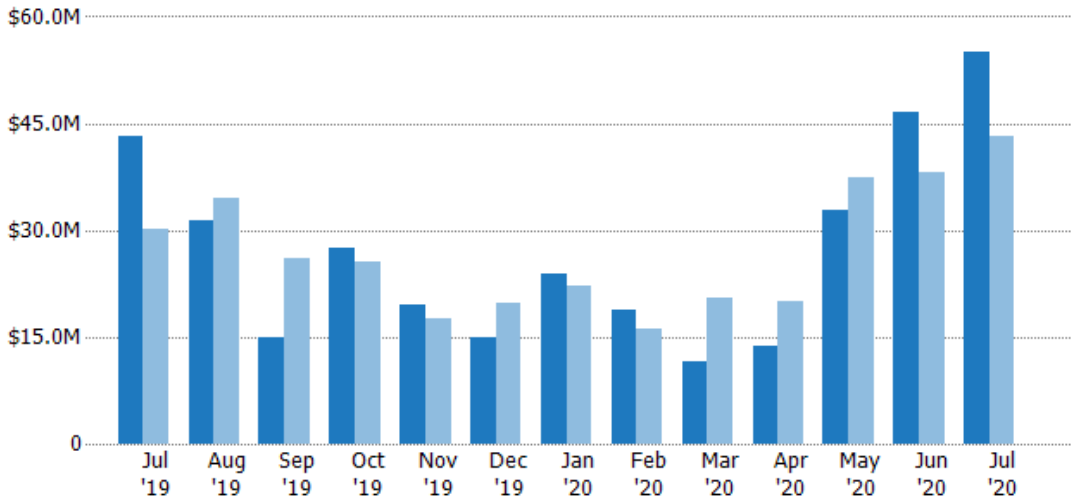
## New Listing Volume

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.
Jul '20	\$54.9M	27.3%
Jul '19	\$43.2M	42.7%
Jul '18	\$30.2M	21.1%



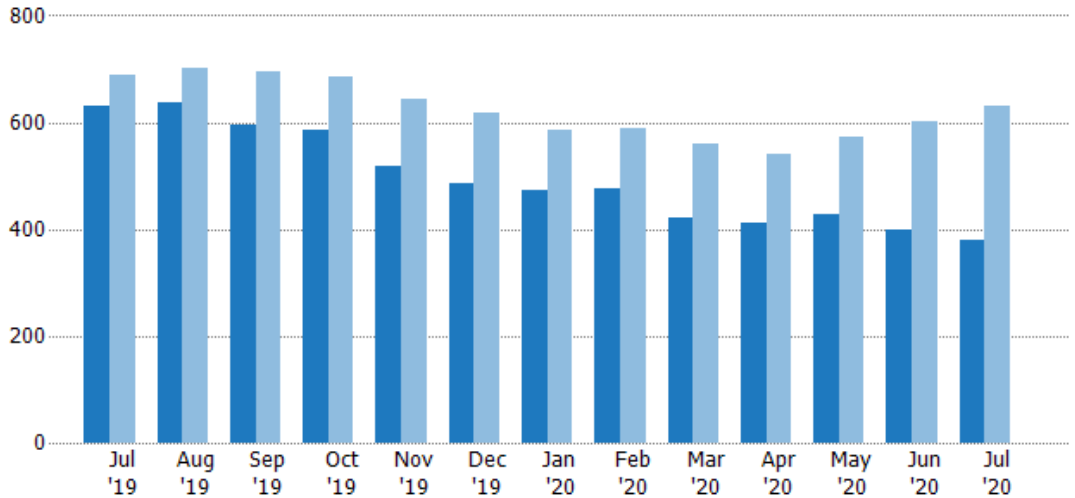
Current Year	\$43.2M	\$31.3M	\$14.9M	\$27.4M	\$19.6M	\$14.8M	\$23.9M	\$18.8M	\$11.5M	\$13.7M	\$32.7M	\$46.7M	\$54.9M
Prior Year	\$30.2M	\$34.4M	\$26M	\$25.5M	\$17.7M	\$19.7M	\$22.1M	\$16.2M	\$20.6M	\$20.1M	\$37.5M	\$38.2M	\$43.2M
Percent Change from Prior Year	43%	-9%	-43%	7%	11%	-25%	8%	16%	-44%	-32%	-13%	22%	27%

## 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



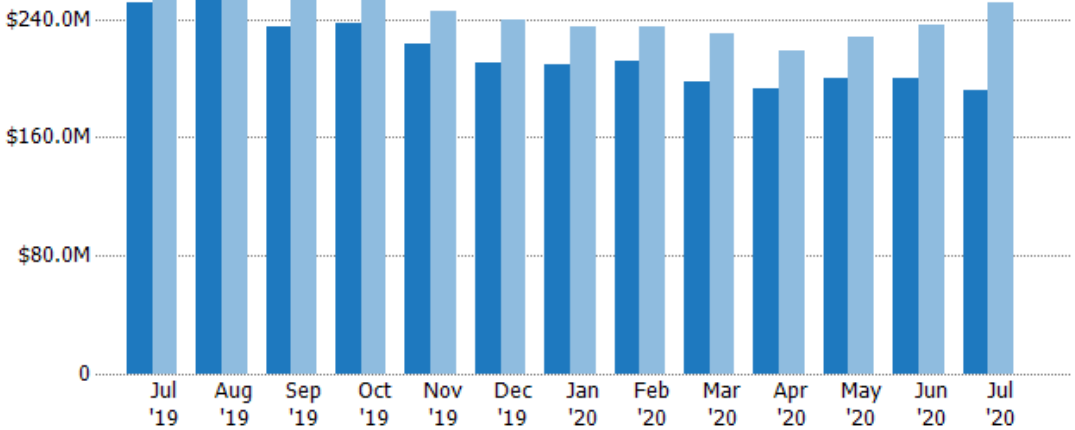
	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20
Current Year	630	638	594	584	517	486	474	475	420	411	429	398	378
Prior Year	689	702	695	686	644	618	586	588	561	539	573	603	630
Percent Change from Prior Year	-9%	-9%	-15%	-15%	-20%	-21%	-19%	-19%	-25%	-24%	-25%	-34%	-40%

## 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



	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	\$251M	\$253M	\$235M	\$237M	\$224M	\$211M	\$209M	\$212M	\$197M	\$193M	\$200M	\$200M	\$192M
Prior Year	\$259M	\$263M	\$258M	\$254M	\$245M	\$239M	\$235M	\$235M	\$230M	\$218M	\$227M	\$236M	\$251M
Percent Change from Prior Year	-3%	-4%	-9%	-7%	-9%	-12%	-11%	-10%	-14%	-11%	-12%	-15%	-23%

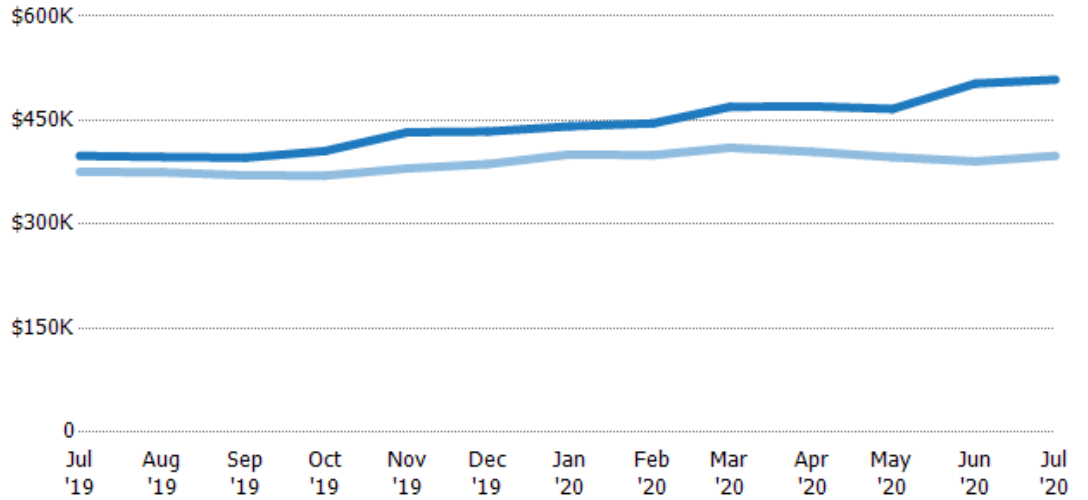
## Average Listing Price

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.
Jul '20	\$508K	27.6%
Jul '19	\$399K	6.1%
Jul '18	\$376K	3.6%



Current Year	\$399K	\$397K	\$396K	\$406K	\$433K	\$434K	\$441K	\$446K	\$469K	\$470K	\$466K	\$503K	\$508K
Prior Year	\$376K	\$375K	\$371K	\$370K	\$381K	\$387K	\$401K	\$400K	\$410K	\$405K	\$397K	\$391K	\$399K
Percent Change from Prior Year	6%	6%	7%	10%	14%	12%	10%	11%	14%	16%	18%	29%	28%

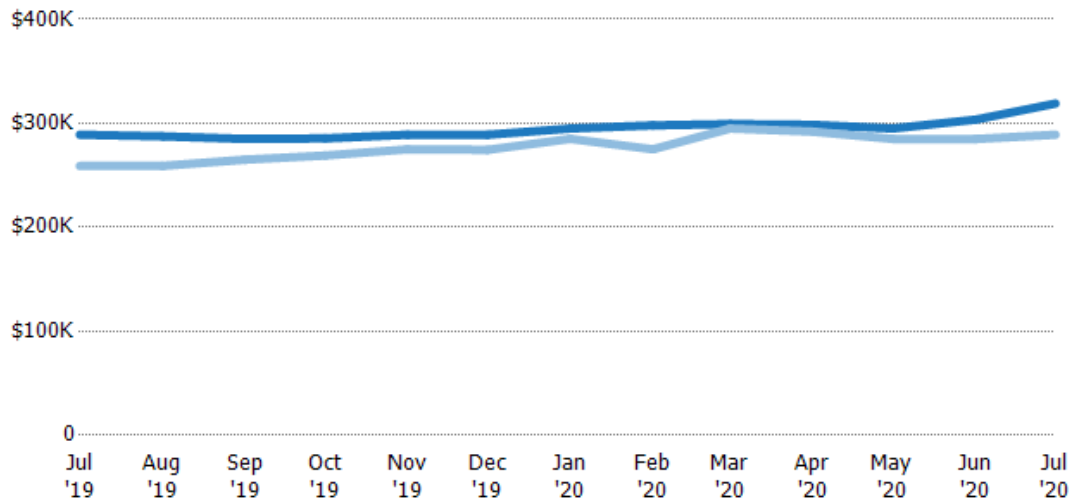
## Median Listing Price

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.
Jul '20	\$319K	10.4%
Jul '19	\$289K	11.6%
Jul '18	\$259K	-3.5%



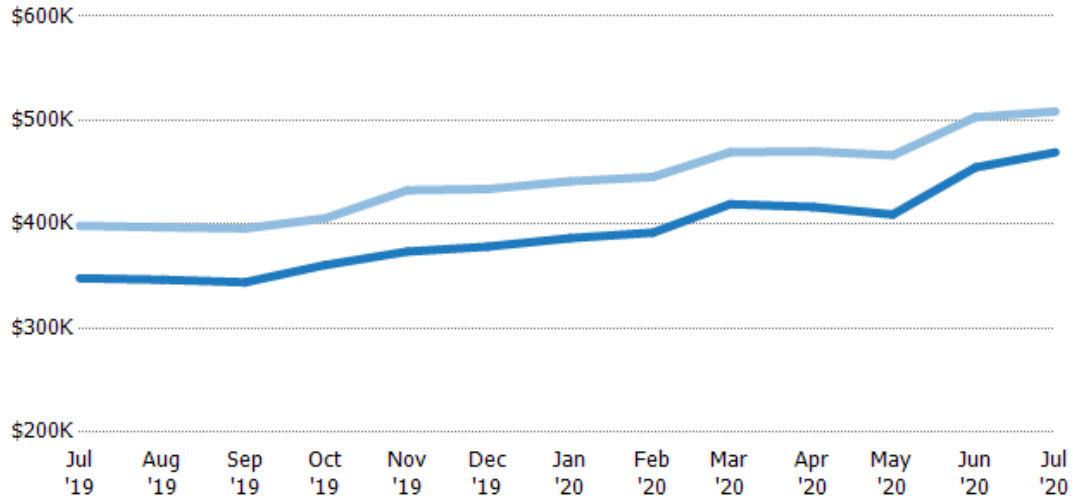
Current Year	\$289K	\$287K	\$285K	\$285K	\$289K	\$289K	\$295K	\$298K	\$299K	\$299K	\$295K	\$304K	\$319K
Prior Year	\$259K	\$259K	\$265K	\$269K	\$275K	\$275K	\$285K	\$275K	\$295K	\$292K	\$285K	\$285K	\$289K
Percent Change from Prior Year	12%	11%	8%	6%	5%	5%	3%	8%	1%	2%	4%	7%	10%

## 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



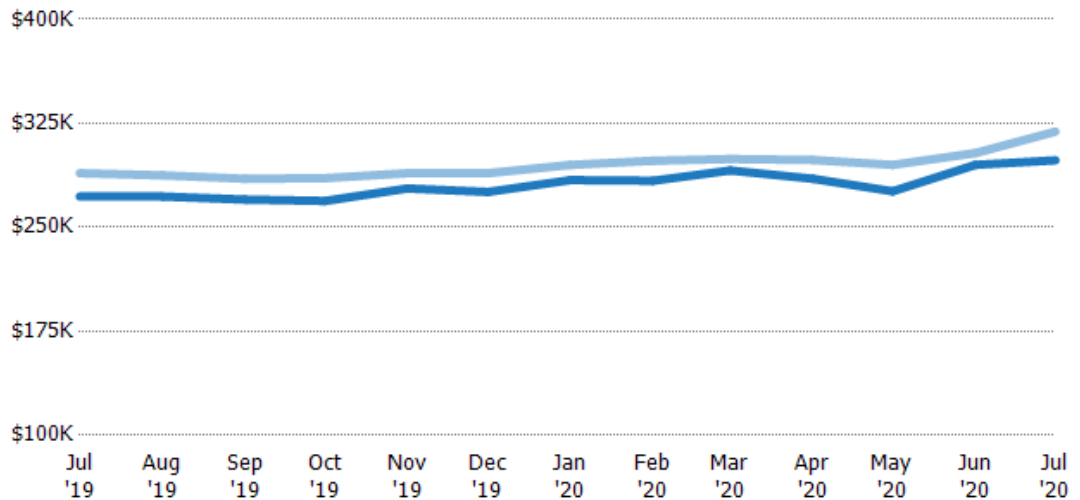
	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20
Avg Est Value	\$348K	\$347K	\$344K	\$361K	\$374K	\$378K	\$387K	\$392K	\$419K	\$417K	\$409K	\$455K	\$469K
Avg Listing Price	\$399K	\$397K	\$396K	\$406K	\$433K	\$434K	\$441K	\$446K	\$469K	\$470K	\$466K	\$503K	\$508K
Avg Listing Price as a % of Avg Est Value	114%	115%	115%	112%	116%	115%	114%	114%	112%	113%	114%	111%	108%

## 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



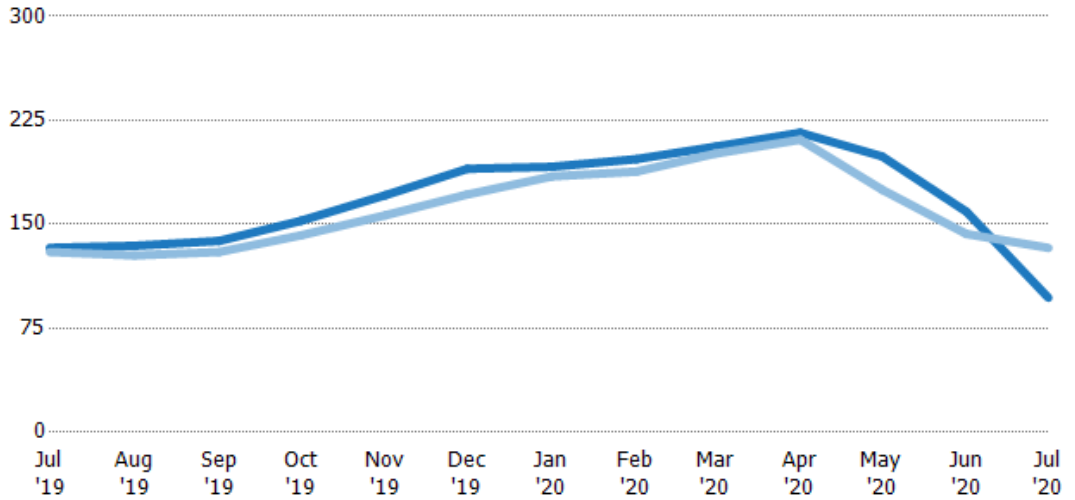
	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20
Median Est Value	\$272K	\$272K	\$270K	\$269K	\$278K	\$275K	\$284K	\$284K	\$291K	\$285K	\$276K	\$295K	\$298K
Median Listing Price	\$289K	\$287K	\$285K	\$285K	\$289K	\$289K	\$295K	\$298K	\$299K	\$299K	\$295K	\$304K	\$319K
Med Listing Price as a % of Med Est Value	106%	106%	106%	106%	104%	105%	104%	105%	103%	105%	107%	103%	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: Windham County, Vermont  
 Property Type:  
 Condo/Townhouse/Apt, Single  
 Family Residence



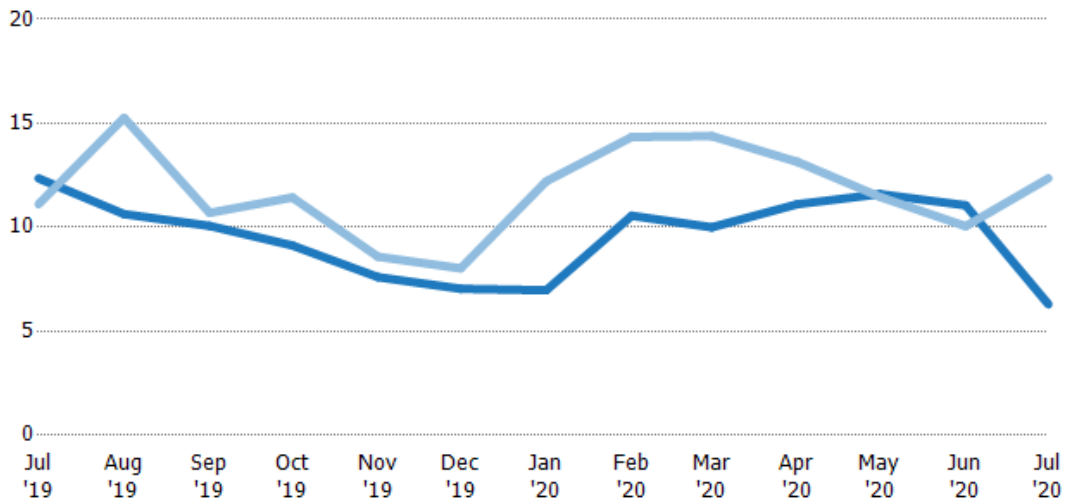
	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20
Current Year	133	135	138	153	171	190	192	197	206	216	199	159	97
Prior Year	130	128	130	142	157	172	185	188	201	211	175	143	133
Percent Change from Prior Year	2%	5%	6%	7%	9%	11%	4%	5%	2%	2%	14%	11%	-27%

## 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



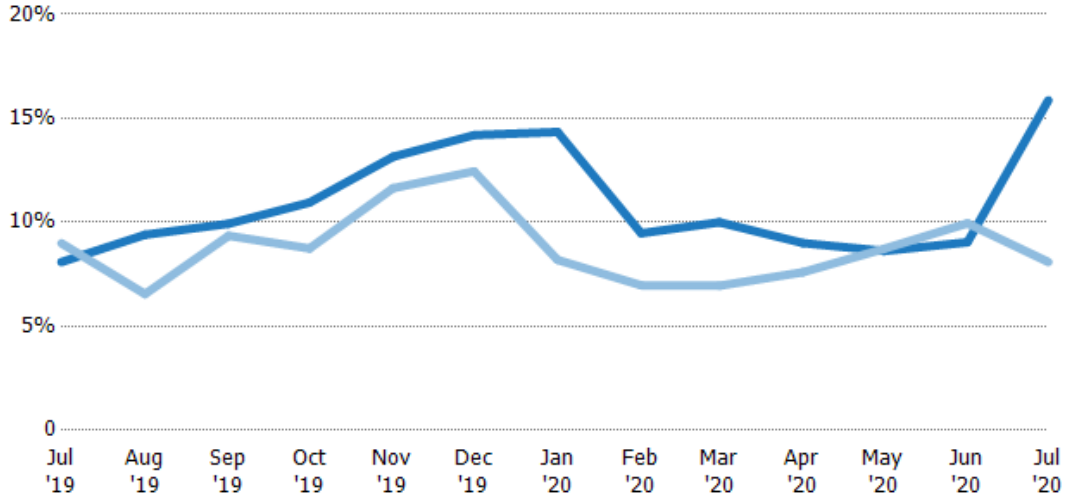
	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20
Current Year	12.4	10.6	10.1	9.13	7.6	7.04	6.97	10.6	10	11.1	11.6	11.1	6.3
Prior Year	11.1	15.3	10.7	11.4	8.59	8.03	12.2	14.3	14.4	13.1	11.5	10.1	12.4
Percent Change from Prior Year	11%	-30%	-6%	-20%	-11%	-12%	-43%	-26%	-30%	-16%	1%	10%	-49%

## 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.
Jul '20	16%	-7.8%
Jul '19	8%	0.9%
Jul '18	9%	-11.7%

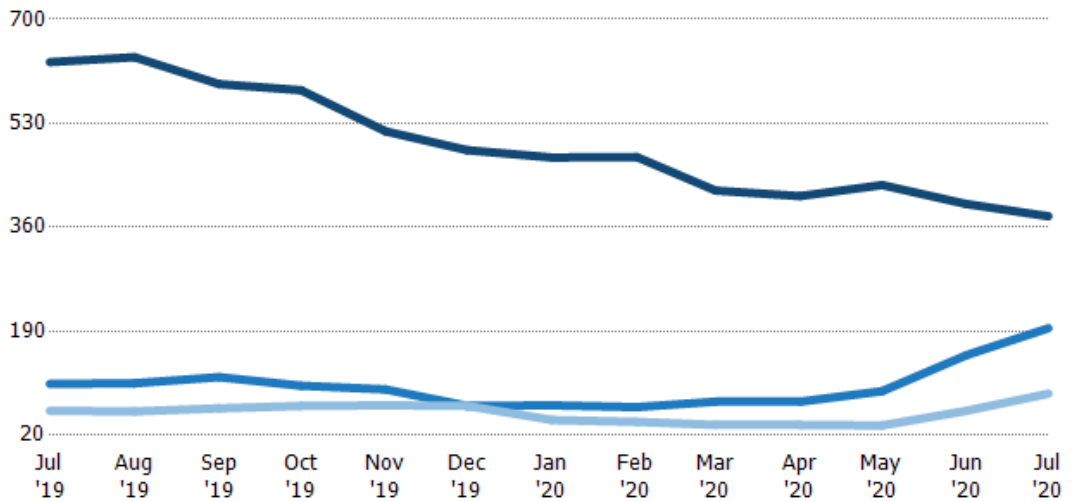
	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20
Current Year	8%	9%	10%	11%	13%	14%	14%	9%	10%	9%	9%	9%	16%
Prior Year	9%	7%	9%	9%	12%	12%	8%	7%	7%	8%	9%	10%	8%
Change from Prior Year	1%	-3%	-1%	-2%	-2%	-2%	-6%	-3%	-3%	-1%	0%	1%	-8%

## 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



	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	630	638	594	584	517	486	474	475	420	411	429	398	378
Pending	104	105	115	101	95	68	69	66	75	75	92	151	195
Sold	60	59	64	68	69	68	45	42	37	37	36	60	88

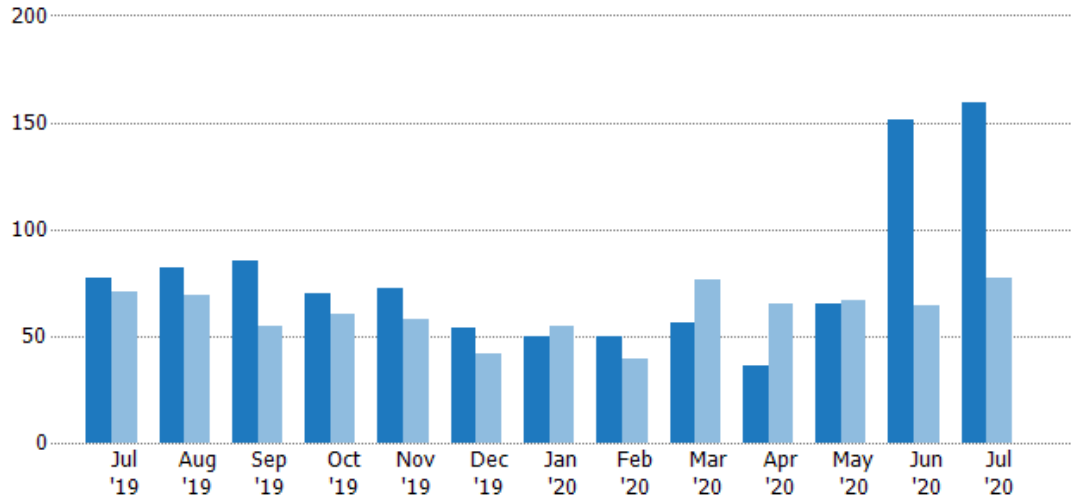
## New Pending Sales

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.
Jul '20	159	106.5%
Jul '19	77	8.5%
Jul '18	71	-29.6%



	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	77	82	85	70	72	54	50	50	56	36	65	151	159
Prior Year	71	69	55	60	58	42	55	39	76	65	67	64	77
Percent Change from Prior Year	8%	19%	55%	17%	24%	29%	-9%	28%	-26%	-45%	-3%	136%	106%

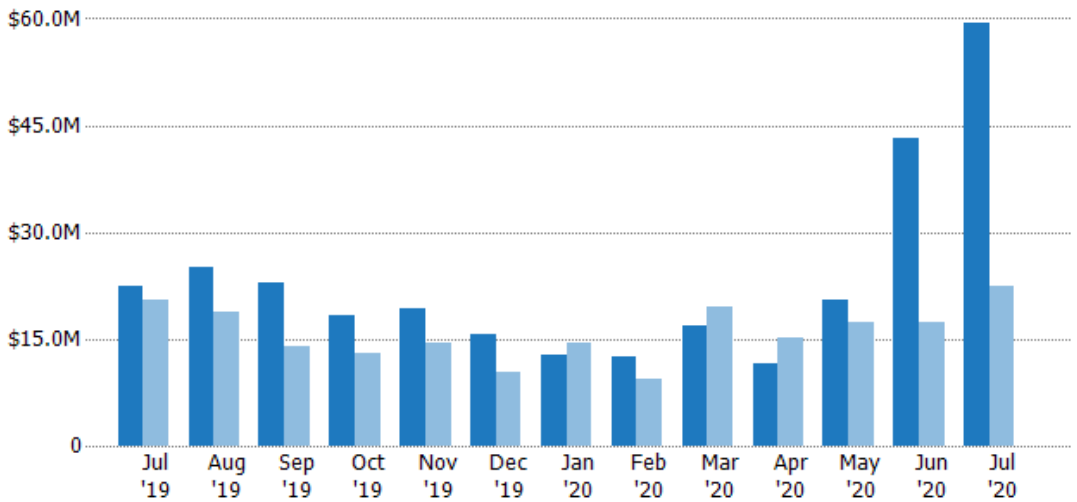
## New Pending Sales Volume

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.
Jul '20	\$59.3M	165.2%
Jul '19	\$22.4M	9.7%
Jul '18	\$20.4M	-46.4%



	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	\$22.4M	\$25.1M	\$22.8M	\$18.4M	\$19.2M	\$15.7M	\$12.7M	\$12.5M	\$16.9M	\$11.6M	\$20.5M	\$43.3M	\$59.3M
Prior Year	\$20.4M	\$18.8M	\$14M	\$13.1M	\$14.5M	\$10.4M	\$14.5M	\$9.44M	\$19.5M	\$15.2M	\$17.3M	\$17.4M	\$22.4M
Percent Change from Prior Year	10%	34%	62%	40%	32%	50%	-12%	32%	-13%	-23%	18%	148%	165%

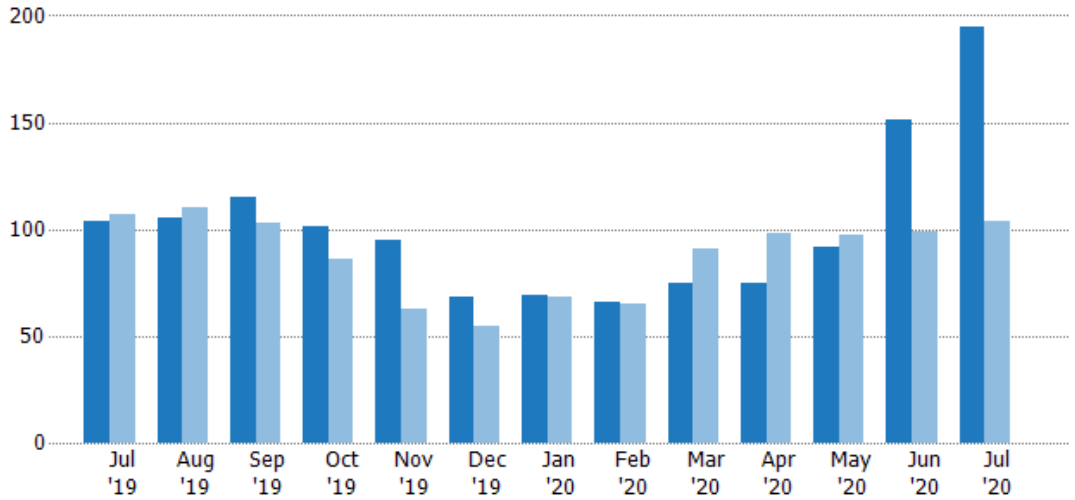


## Pending Sales

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



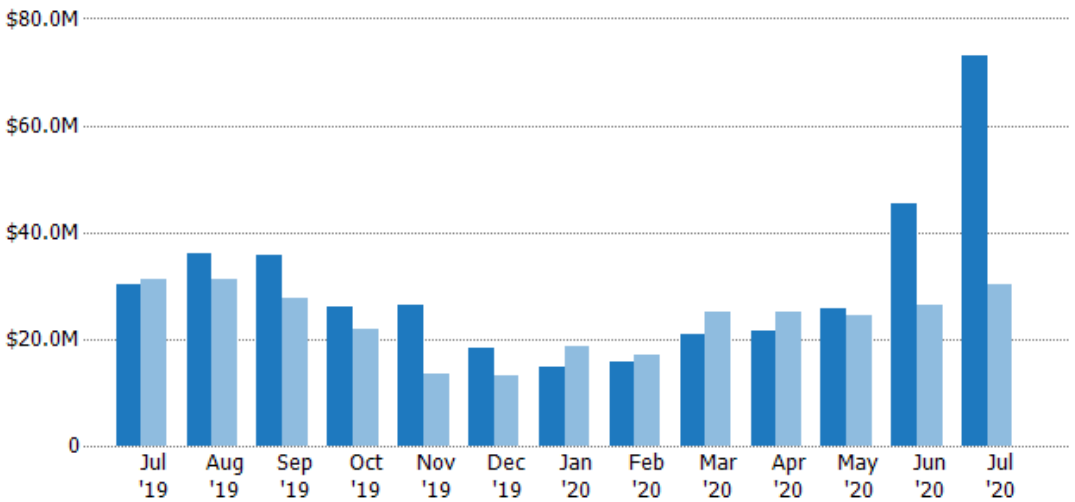
	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20
Current Year	104	105	115	101	95	68	69	66	75	75	92	151	195
Prior Year	107	110	103	86	63	55	68	65	91	98	97	99	104
Percent Change from Prior Year	-3%	-5%	12%	17%	51%	24%	1%	2%	-18%	-23%	-5%	53%	88%

## 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



	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	\$30.1M	\$35.9M	\$35.8M	\$25.9M	\$26.2M	\$18.3M	\$14.6M	\$15.8M	\$20.7M	\$21.7M	\$25.7M	\$45.2M	\$72.9M
Prior Year	\$31.1M	\$31.2M	\$27.8M	\$21.9M	\$13.5M	\$13.1M	\$18.7M	\$17.1M	\$25M	\$25.2M	\$24.4M	\$26.3M	\$30.1M
Percent Change from Prior Year	-3%	15%	29%	18%	95%	40%	-22%	-7%	-17%	-14%	6%	72%	142%

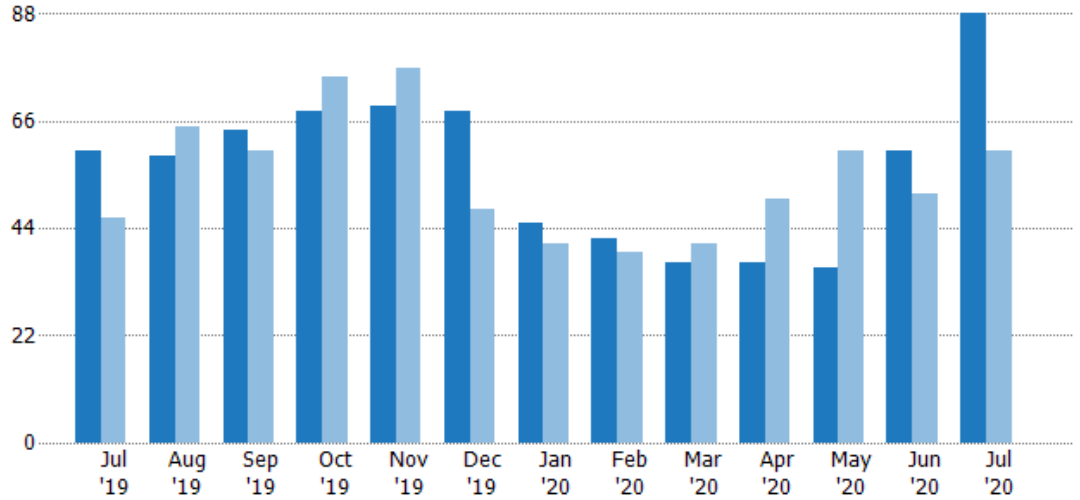
## Closed Sales

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.
Jul '20	88	46.7%
Jul '19	60	30.4%
Jul '18	46	17.4%



Current Year	60	59	64	68	69	68	45	42	37	37	36	60	88
Prior Year	46	65	60	75	77	48	41	39	41	50	60	51	60
Percent Change from Prior Year	30%	-9%	7%	-9%	-10%	42%	10%	8%	-10%	-26%	-40%	18%	47%

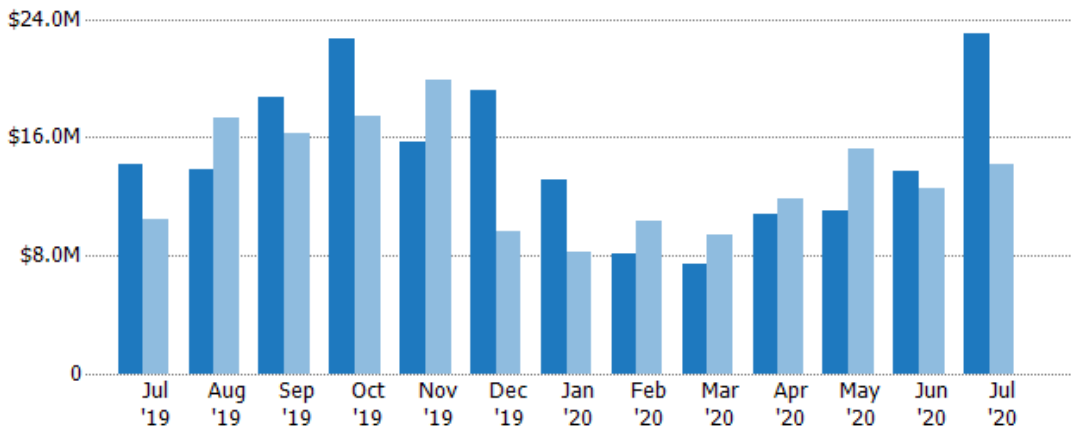
## Closed Sales Volume

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.
Jul '20	\$23.1M	62.8%
Jul '19	\$14.2M	34.8%
Jul '18	\$10.5M	2.9%



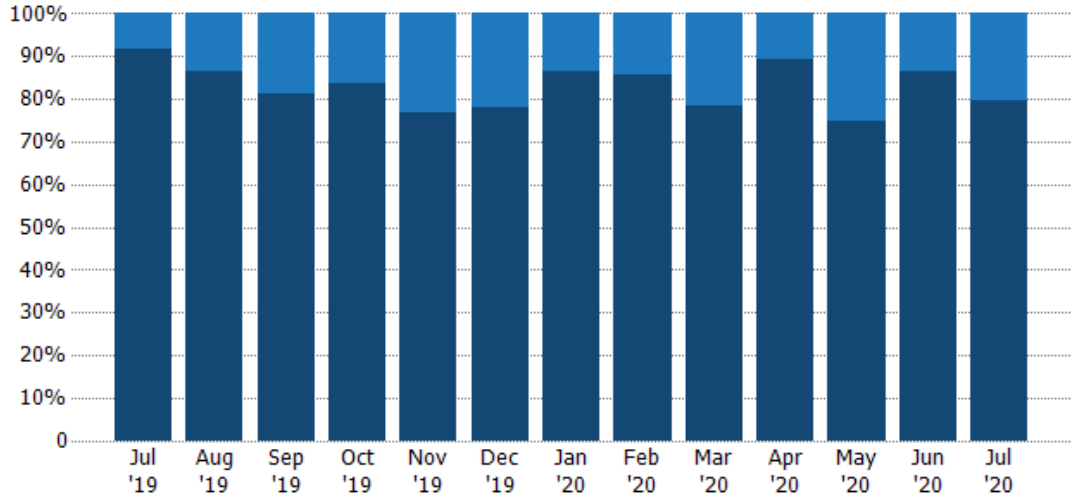
Current Year	\$14.2M	\$13.9M	\$18.7M	\$22.7M	\$15.7M	\$19.2M	\$13.1M	\$8.12M	\$7.41M	\$10.8M	\$11.1M	\$13.7M	\$23.1M
Prior Year	\$10.5M	\$17.3M	\$16.3M	\$17.5M	\$19.9M	\$9.58M	\$8.21M	\$10.3M	\$9.46M	\$11.9M	\$15.2M	\$12.5M	\$14.2M
Percent Change from Prior Year	35%	-20%	15%	30%	-21%	100%	59%	-21%	-22%	-9%	-27%	10%	63%

## 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



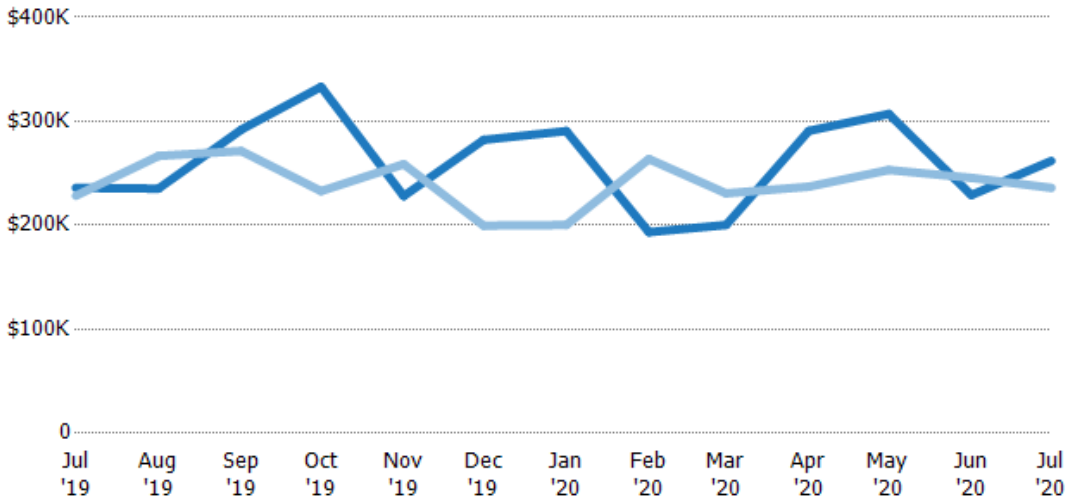
Property Type	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20
Condo/Townhouse	8%	14%	19%	16%	23%	22%	13%	14%	22%	11%	25%	13%	20%
Single Family Residence	92%	86%	81%	84%	77%	78%	87%	86%	78%	89%	75%	87%	80%

## 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.
Jul '20	\$262K	11%
Jul '19	\$236K	3.3%
Jul '18	\$228K	-12.3%

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	\$236K	\$235K	\$292K	\$333K	\$228K	\$282K	\$291K	\$193K	\$200K	\$291K	\$307K	\$229K	\$262K
Prior Year	\$228K	\$267K	\$271K	\$233K	\$259K	\$200K	\$200K	\$264K	\$231K	\$237K	\$253K	\$246K	\$236K
Percent Change from Prior Year	3%	-12%	8%	43%	-12%	41%	45%	-27%	-13%	23%	21%	-7%	11%

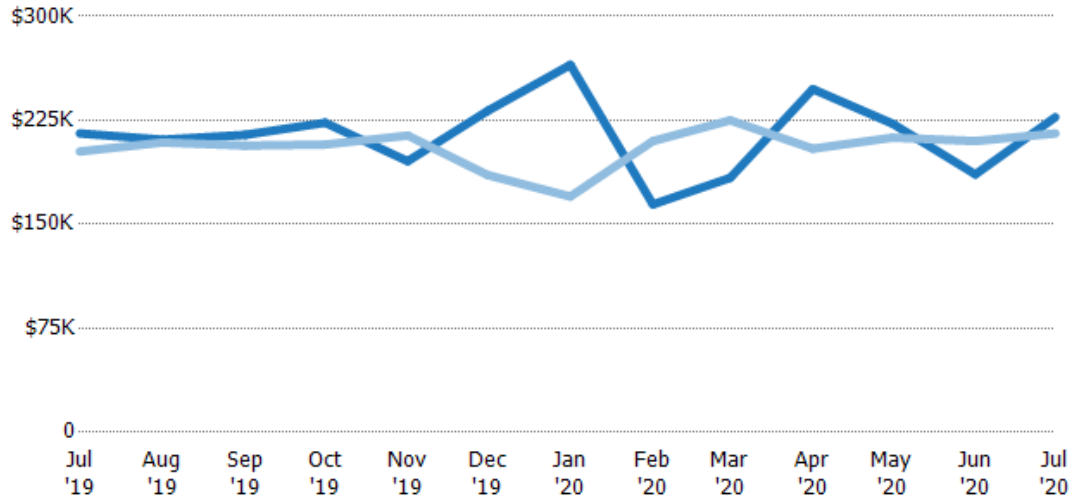
## Median Sales Price

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.
Jul '20	\$227K	5.5%
Jul '19	\$216K	6.4%
Jul '18	\$203K	-16.7%



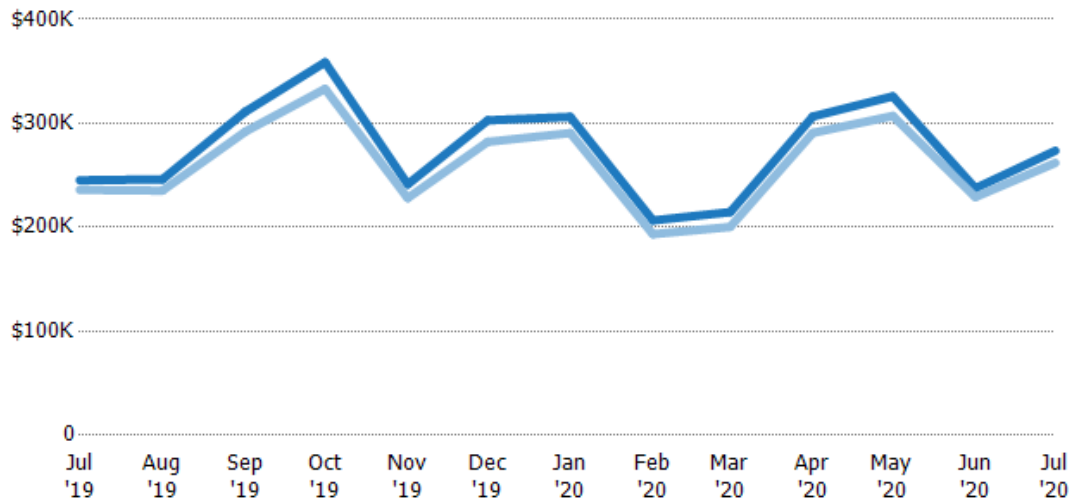
Current Year	\$216K	\$211K	\$215K	\$223K	\$196K	\$232K	\$265K	\$164K	\$184K	\$248K	\$223K	\$186K	\$227K
Prior Year	\$203K	\$209K	\$207K	\$208K	\$214K	\$186K	\$170K	\$210K	\$225K	\$205K	\$213K	\$210K	\$216K
Percent Change from Prior Year	6%	1%	4%	8%	-9%	25%	56%	-22%	-18%	21%	5%	-11%	5%

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



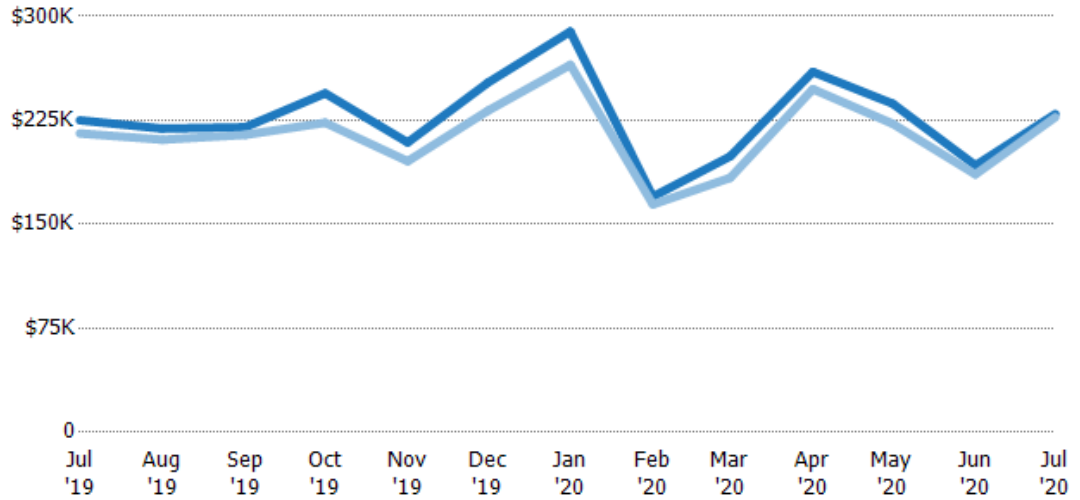
Avg List Price	\$245K	\$246K	\$311K	\$359K	\$241K	\$303K	\$306K	\$207K	\$215K	\$307K	\$326K	\$238K	\$274K
Avg Sales Price	\$236K	\$235K	\$292K	\$333K	\$228K	\$282K	\$291K	\$193K	\$200K	\$291K	\$307K	\$229K	\$262K
Avg Sales Price as a % of Avg List Price	96%	96%	94%	93%	95%	93%	95%	94%	93%	95%	94%	96%	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



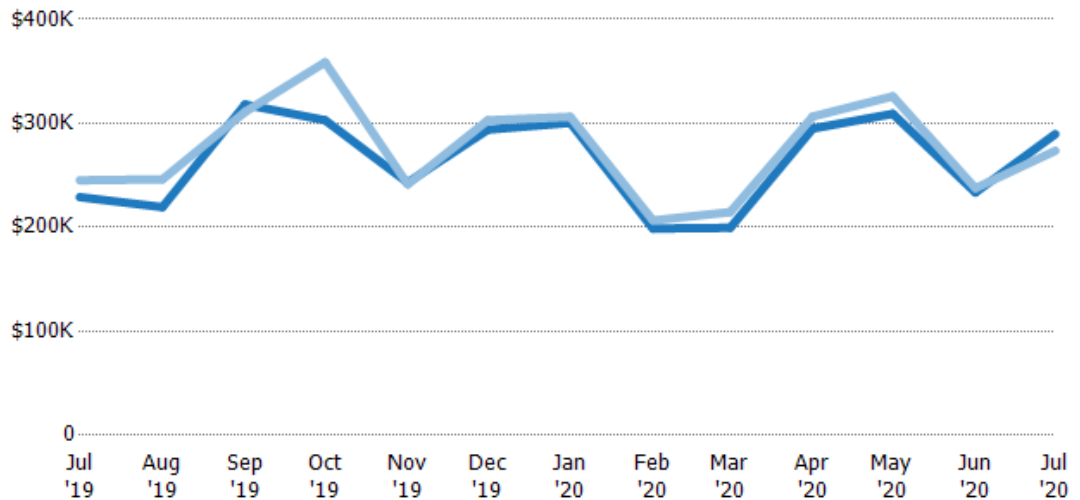
	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20
Median List Price	\$225K	\$219K	\$220K	\$244K	\$209K	\$252K	\$289K	\$170K	\$199K	\$260K	\$237K	\$192K	\$230K
Median Sales Price	\$216K	\$211K	\$215K	\$223K	\$196K	\$232K	\$265K	\$164K	\$184K	\$248K	\$223K	\$186K	\$227K
Med Sales Price as a % of Med List Price	96%	96%	98%	91%	94%	92%	92%	97%	92%	95%	94%	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: Windham County, Vermont  
 Property Type:  
 Condo/Townhouse/Apt, Single  
 Family Residence



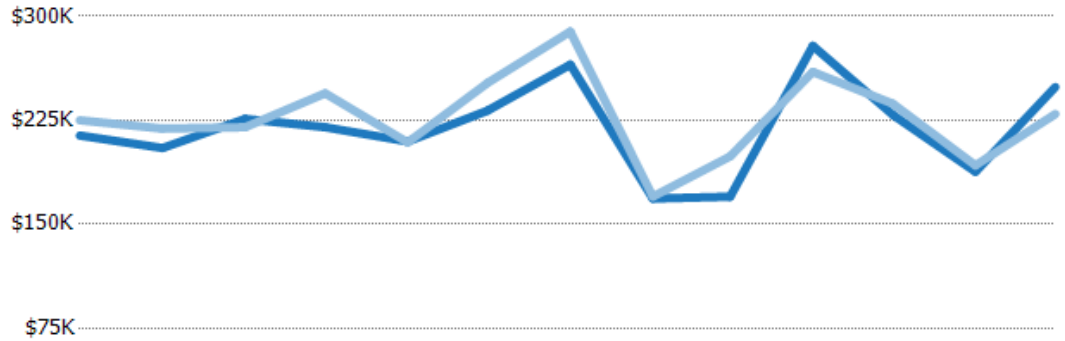
	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20
Avg Est Value	\$229K	\$219K	\$318K	\$303K	\$243K	\$294K	\$300K	\$199K	\$199K	\$295K	\$309K	\$233K	\$290K
Avg Sales Price	\$245K	\$246K	\$311K	\$359K	\$241K	\$303K	\$306K	\$207K	\$215K	\$307K	\$326K	\$238K	\$274K
Avg Sales Price as a % of Avg Est Value	107%	112%	98%	118%	99%	103%	102%	104%	108%	104%	105%	102%	94%

## 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



	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	\$214K	\$205K	\$226K	\$220K	\$210K	\$232K	\$265K	\$169K	\$170K	\$279K	\$229K	\$188K	\$249K
Median Sales Price	\$225K	\$219K	\$220K	\$244K	\$209K	\$252K	\$289K	\$170K	\$199K	\$260K	\$237K	\$192K	\$230K
Med Sales Price as a % of Med Est Value	105%	107%	97%	111%	100%	109%	109%	101%	117%	93%	103%	102%	92%

## 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			1	\$180,000	\$180,000	\$180,000	\$114	\$114	613
Burlington-South Burlington, VT			1	\$205,000	\$205,000	\$205,000	\$136	\$136	315
Other	275	\$102,814,545	89	\$32,713,250	\$367,565	\$259,900	\$163	\$143	64