

## 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	Aug 2020	Aug 2019	+ / -	YTD 2020	YTD 2019	+ / -
<b>Listing Activity Charts Metrics</b>						
New Listing Count	105	100	+5%	603	679	-11.2%
New Listing Volume	\$39,607,600	\$25,781,900	+53.6%	\$205,161,449	\$198,049,894	+3.6%
Active Listing Count	189	427	-55.7%	N/A	N/A	
Active Listing Volume	\$78,427,148	\$151,650,143	-48.3%	N/A	N/A	
Average Listing Price	\$414,958	\$355,153	+16.8%	\$374,576	\$354,920	+5.5%
Median Listing Price	\$295,000	\$298,800	-1.3%	\$289,465	\$279,093	+3.7%
Median Days in RPR	60	101	-40.6%	105.43	132.26	-20.3%
Months of Inventory	1.9	5.7	-66.1%	4.9	8.3	-41.2%
Absorption Rate	51.85%	17.56%	+34.3%	20.56%	12.09%	+8.5%
<b>Sales Activity Charts Metrics</b>						
New Pending Sales Count	114	88	+29.5%	643	568	+13.2%
New Pending Sales Volume	\$41,432,600	\$29,744,800	+39.3%	\$207,562,750	\$152,791,285	+35.8%
Pending Sales Count	188	106	+77.4%	N/A	N/A	
Pending Sales Volume	\$65,071,650	\$33,066,700	+96.8%	N/A	N/A	
Closed Sales Count	103	73	+41.1%	447	412	+8.5%
Closed Sales Volume	\$36,798,311	\$17,616,510	+108.9%	\$130,963,523	\$106,369,726	+23.1%
Average Sales Price	\$357,265	\$241,322	+48%	\$292,983	\$258,179	+13.5%
Median Sales Price	\$290,000	\$210,000	+38.1%	\$250,425	\$213,557	+17.3%

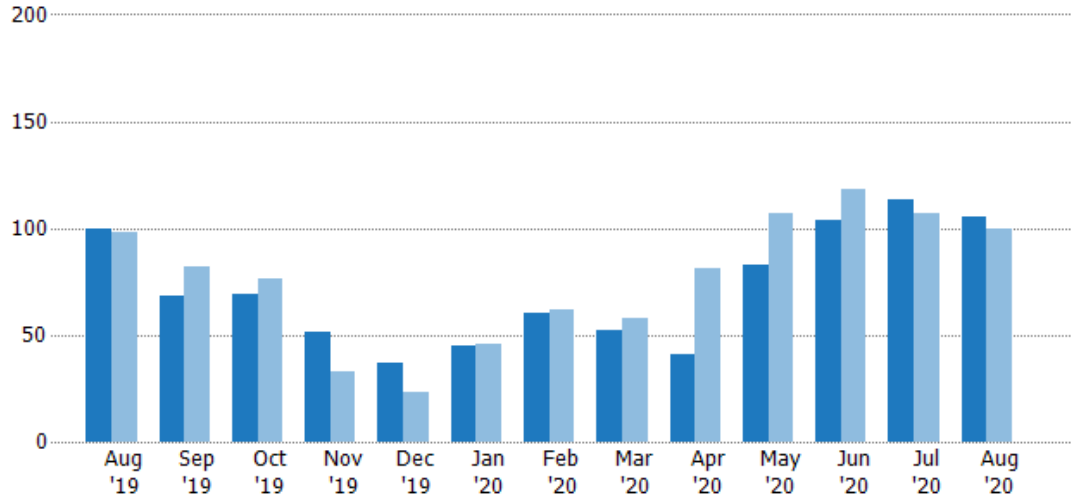
## New Listings

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.
Aug '20	105	5%
Aug '19	100	2%
Aug '18	98	-7.1%



Current Year	100	68	69	51	37	45	60	52	41	83	104	113	105
Prior Year	98	82	76	33	23	46	62	58	81	107	118	107	100
Percent Change from Prior Year	2%	-17%	-9%	55%	61%	-2%	-3%	-10%	-49%	-22%	-12%	6%	5%

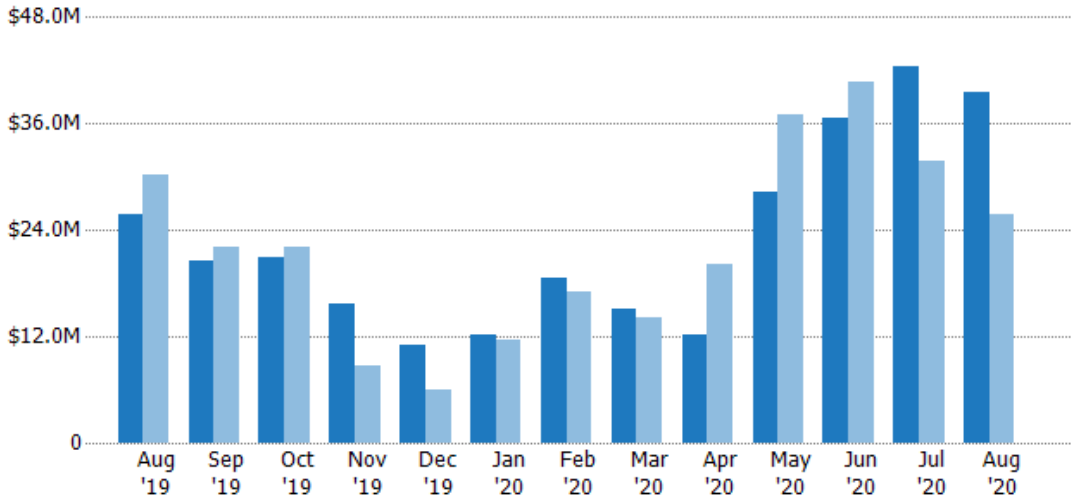
## New Listing Volume

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.
Aug '20	\$39.6M	53.6%
Aug '19	\$25.8M	-14.7%
Aug '18	\$30.2M	1.5%



Current Year	\$25.8M	\$20.6M	\$20.8M	\$15.7M	\$11M	\$12.2M	\$18.6M	\$15.2M	\$12.2M	\$28.2M	\$36.7M	\$42.5M	\$39.6M
Prior Year	\$30.2M	\$22.1M	\$22M	\$8.79M	\$5.98M	\$11.6M	\$17M	\$14.2M	\$20.1M	\$36.9M	\$40.7M	\$31.7M	\$25.8M
Percent Change from Prior Year	-15%	-7%	-5%	79%	84%	5%	9%	7%	-39%	-24%	-10%	34%	54%

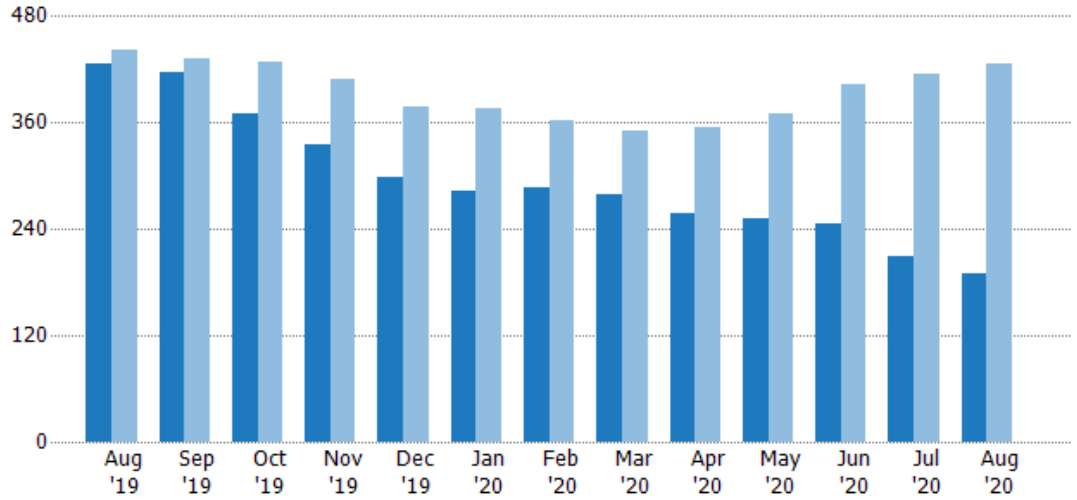
## Active Listings

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.
Aug '20	189	-55.7%
Aug '19	427	-3.4%
Aug '18	442	6.1%



	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20
Current Year	427	417	371	335	299	283	287	279	258	252	246	210	189
Prior Year	442	432	429	409	377	375	362	351	355	371	404	415	427
Percent Change from Prior Year	-3%	-3%	-14%	-18%	-21%	-25%	-21%	-21%	-27%	-32%	-39%	-49%	-56%

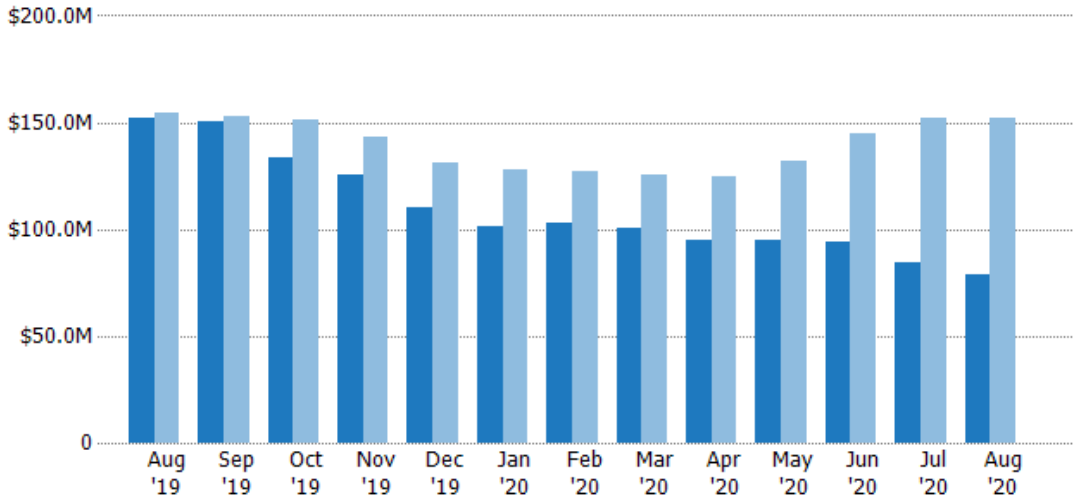
## Active Listing Volume

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.
Aug '20	\$78.4M	-48.3%
Aug '19	\$152M	-1.8%
Aug '18	\$154M	-2.7%



	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20
Current Year	\$152M	\$150M	\$134M	\$125M	\$110M	\$101M	\$103M	\$100M	\$94.7M	\$95M	\$93.7M	\$84.7M	\$78.4M
Prior Year	\$154M	\$153M	\$151M	\$143M	\$131M	\$128M	\$127M	\$125M	\$125M	\$132M	\$145M	\$152M	\$152M
Percent Change from Prior Year	-2%	-2%	-11%	-12%	-16%	-21%	-19%	-20%	-24%	-28%	-35%	-44%	-48%

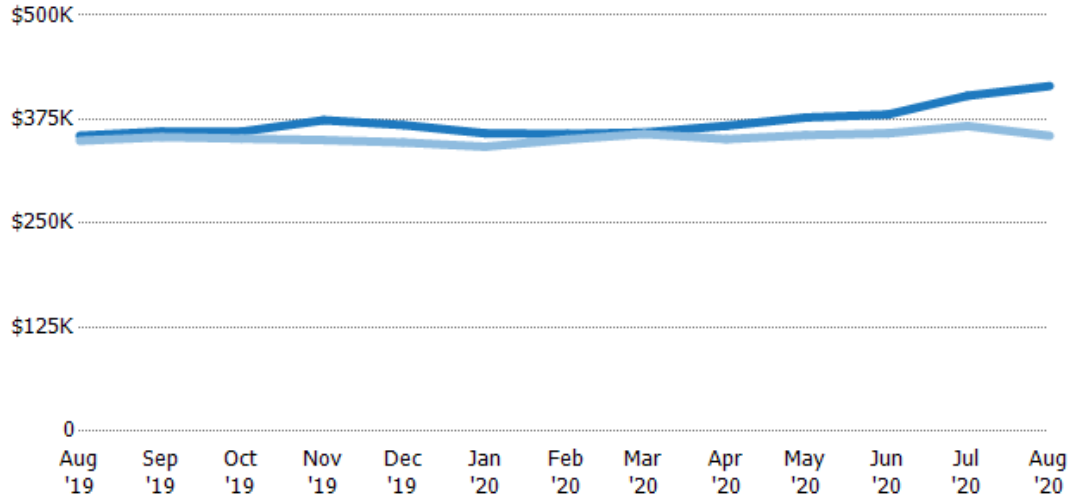
## Average Listing Price

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.
Aug '20	\$415K	16.8%
Aug '19	\$355K	1.7%
Aug '18	\$349K	-8.3%



Current Year	\$355K	\$360K	\$360K	\$374K	\$368K	\$358K	\$357K	\$359K	\$367K	\$377K	\$381K	\$403K	\$415K
Prior Year	\$349K	\$354K	\$352K	\$350K	\$347K	\$342K	\$351K	\$357K	\$351K	\$356K	\$358K	\$367K	\$355K
Percent Change from Prior Year	2%	2%	2%	7%	6%	5%	2%	0%	5%	6%	6%	10%	17%

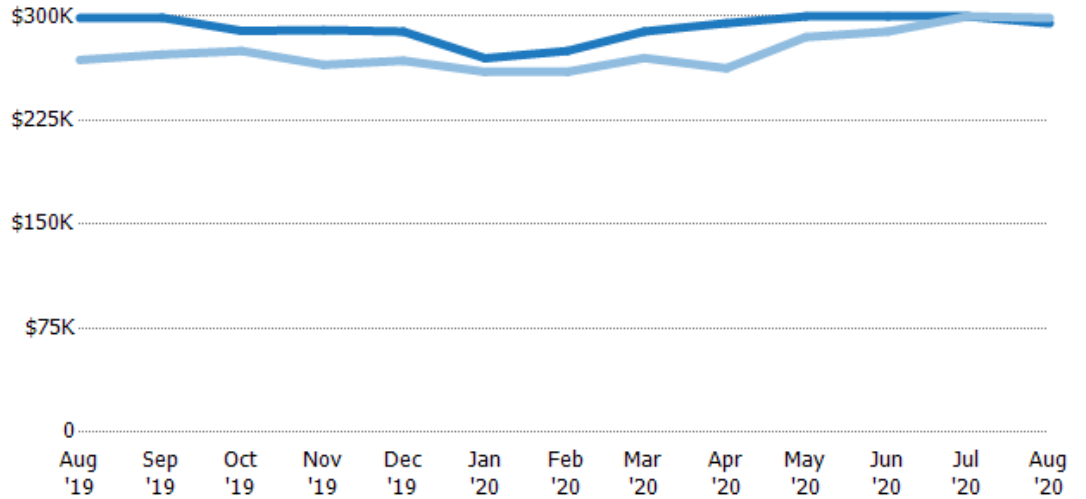
## Median Listing Price

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.
Aug '20	\$295K	-1.3%
Aug '19	\$299K	11.3%
Aug '18	\$269K	-5.8%



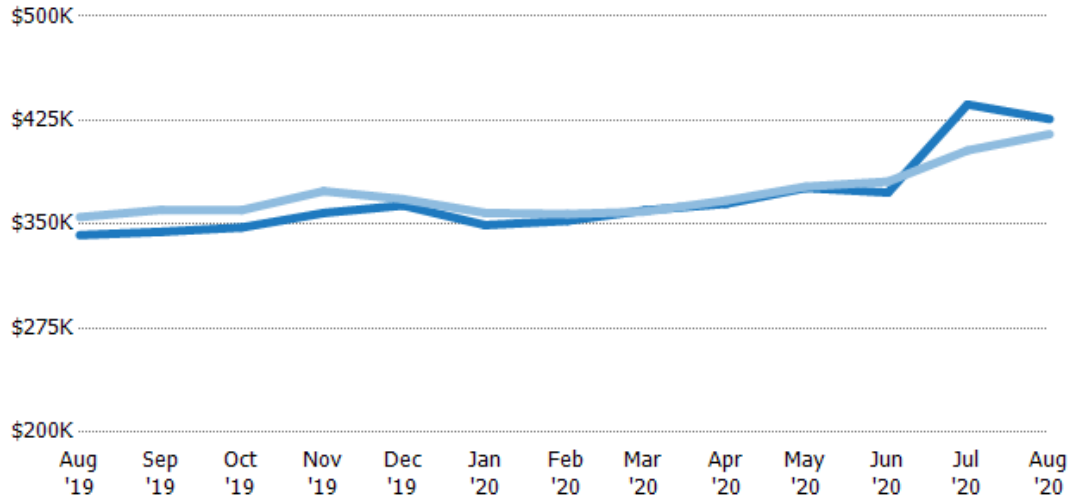
Current Year	\$299K	\$299K	\$290K	\$290K	\$289K	\$270K	\$275K	\$289K	\$295K	\$300K	\$300K	\$300K	\$295K
Prior Year	\$269K	\$272K	\$275K	\$265K	\$268K	\$260K	\$260K	\$270K	\$263K	\$285K	\$289K	\$300K	\$299K
Percent Change from Prior Year	11%	10%	5%	9%	8%	4%	6%	7%	12%	5%	4%	0%	-1%

## 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

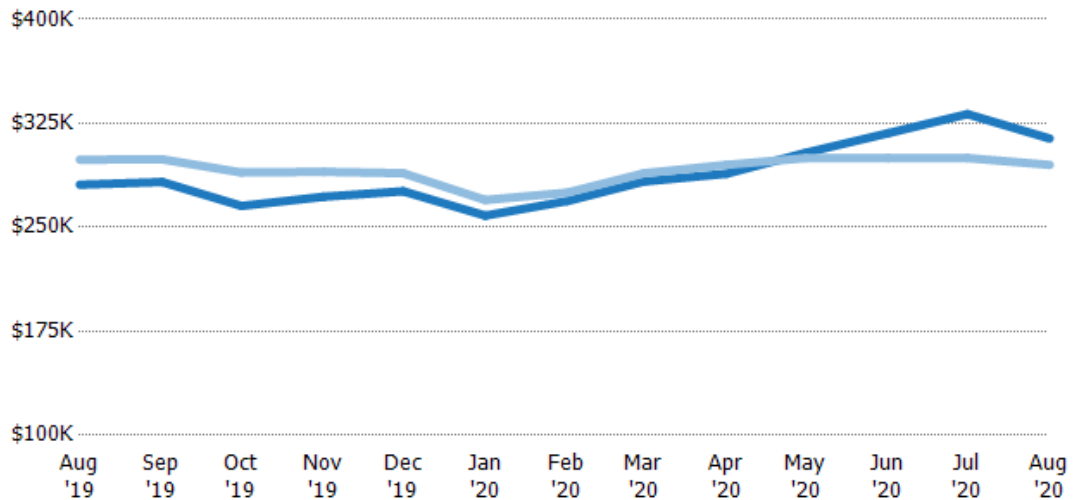


## Median Listing Price vs Median Est Value

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

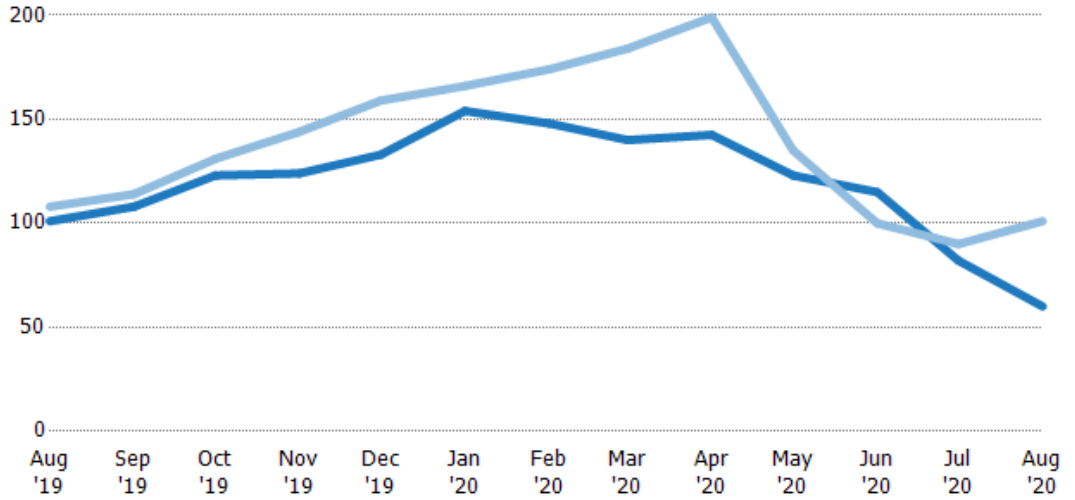


## Median Days in RPR

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.
Aug '20	60	-40.6%
Aug '19	101	-6.5%
Aug '18	108	-13.9%

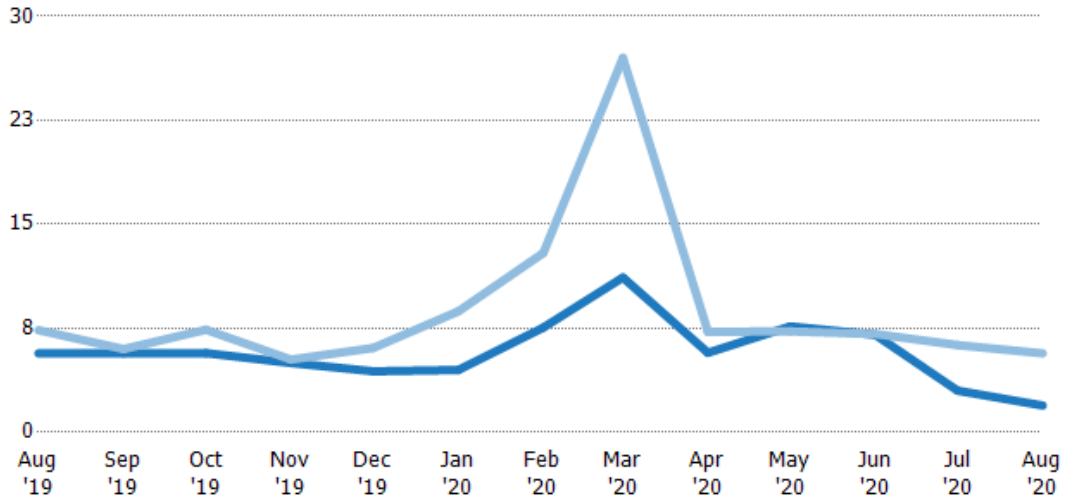
	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20
Current Year	101	108	123	124	133	154	148	140	143	123	115	82	60
Prior Year	108	114	131	144	159	166	174	184	199	135	100	90	101
Percent Change from Prior Year	-6%	-5%	-6%	-14%	-16%	-7%	-15%	-24%	-28%	-9%	15%	-9%	-41%

## 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.
Aug '20	1.93	-66.1%
Aug '19	5.69	-22.7%
Aug '18	7.37	24.8%

	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20
Current Year	5.69	5.71	5.71	5	4.4	4.49	7.55	11.2	5.73	7.64	7.03	3	1.93
Prior Year	7.37	6	7.4	5.24	6.08	8.72	12.9	27	7.24	7.27	7.09	6.29	5.69
Percent Change from Prior Year	-23%	-5%	-23%	-5%	-28%	-48%	-42%	-59%	-21%	5%	-1%	-52%	-66%

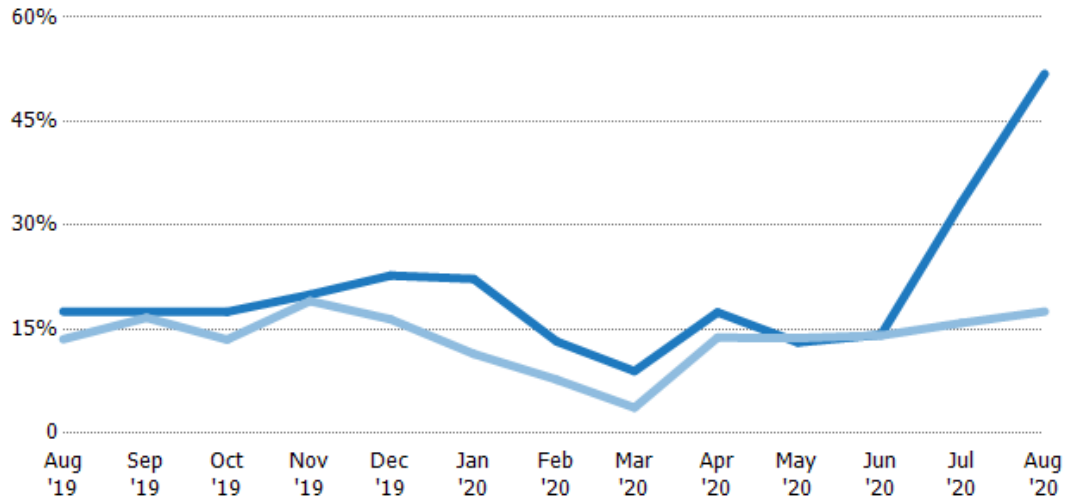
## Absorption Rate

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.
Aug '20	52%	-34.3%
Aug '19	18%	-4%
Aug '18	14%	-19.9%



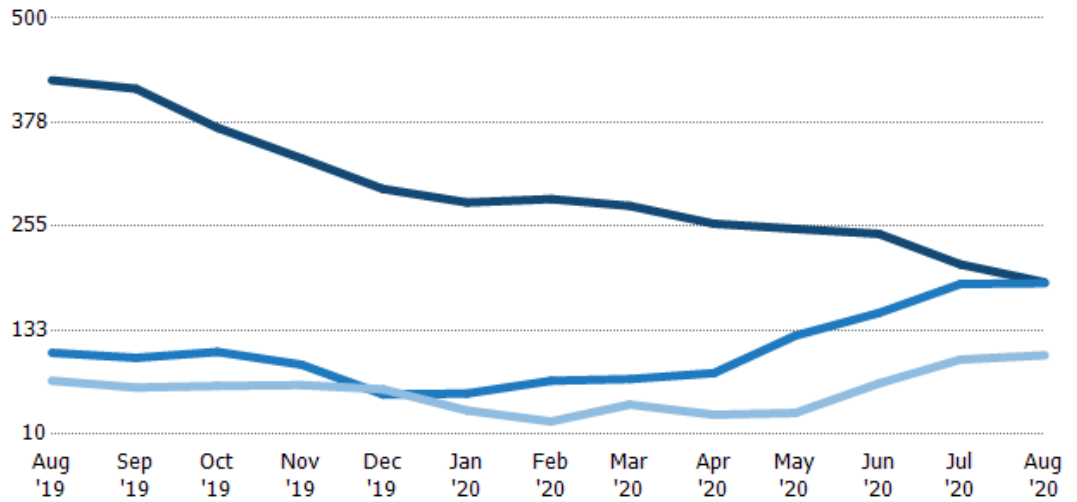
	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20
Current Year	18%	18%	18%	20%	23%	22%	13%	9%	17%	13%	14%	33%	52%
Prior Year	14%	17%	14%	19%	16%	11%	8%	4%	14%	14%	14%	16%	18%
Change from Prior Year	-4%	-1%	-4%	-1%	-6%	-11%	-6%	-5%	-4%	1%	0%	-17%	-34%

## 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



	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20
Active	427	417	371	335	299	283	287	279	258	252	246	210	189
Pending	106	100	107	92	57	58	73	75	82	126	153	187	188
Sold	73	65	67	68	63	38	25	45	33	35	70	98	103

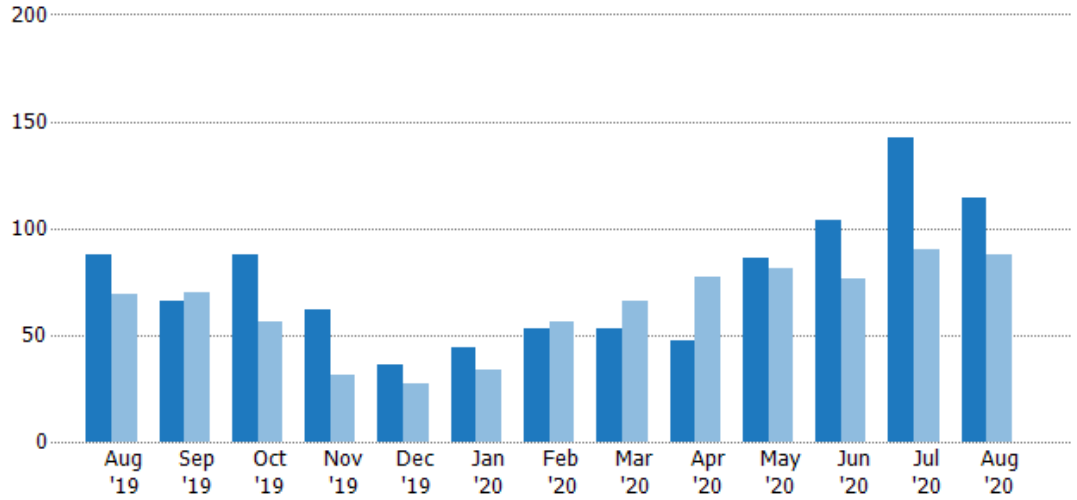
## New Pending Sales

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.
Aug '20	114	29.5%
Aug '19	88	27.5%
Aug '18	69	-11.6%



Current Year	88	66	88	62	36	44	53	53	47	86	104	142	114
Prior Year	69	70	56	31	27	34	56	66	77	81	76	90	88
Percent Change from Prior Year	28%	-6%	57%	100%	33%	29%	-5%	-20%	-39%	6%	37%	58%	30%

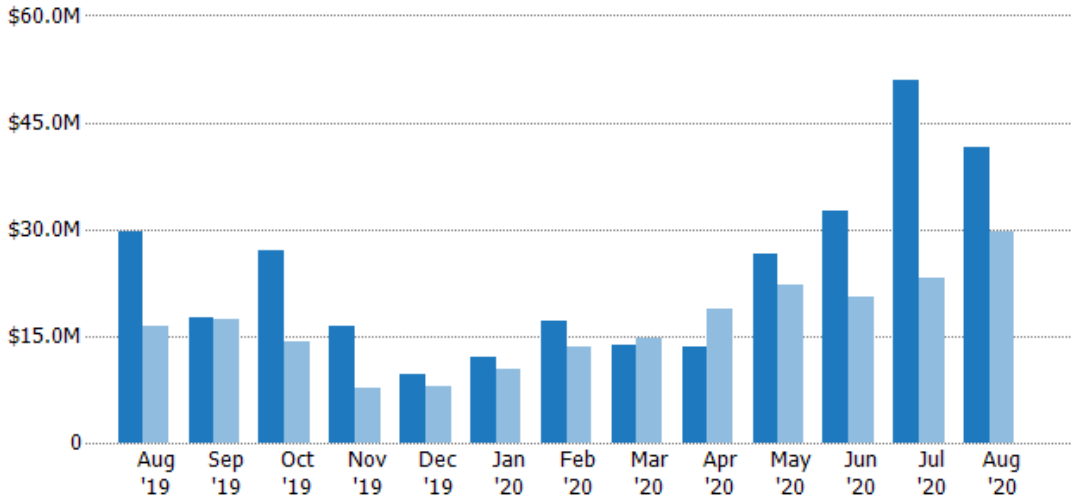
## New Pending Sales Volume

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.
Aug '20	\$41.4M	39.3%
Aug '19	\$29.7M	80.4%
Aug '18	\$16.5M	-24.5%



Current Year	\$29.7M	\$17.6M	\$27M	\$16.3M	\$9.55M	\$12M	\$17.1M	\$13.6M	\$13.4M	\$26.5M	\$32.7M	\$50.8M	\$41.4M
Prior Year	\$16.5M	\$17.4M	\$14.3M	\$7.67M	\$7.88M	\$10.2M	\$13.5M	\$14.8M	\$18.8M	\$22.1M	\$20.4M	\$23.3M	\$29.7M
Percent Change from Prior Year	80%	1%	89%	112%	21%	18%	26%	-8%	-29%	20%	60%	119%	39%



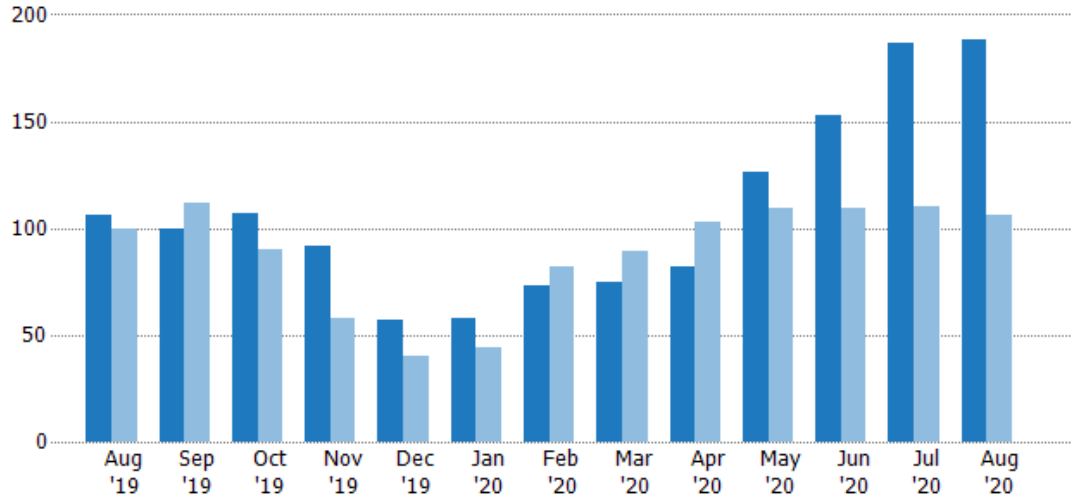
## Pending Sales

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.
Aug '20	188	77.4%
Aug '19	106	6%
Aug '18	100	-8%



Current Year	106	100	107	92	57	58	73	75	82	126	153	187	188
Prior Year	100	112	90	58	40	44	82	89	103	109	109	110	106
Percent Change from Prior Year	6%	-11%	19%	59%	43%	32%	-11%	-16%	-20%	16%	40%	70%	77%

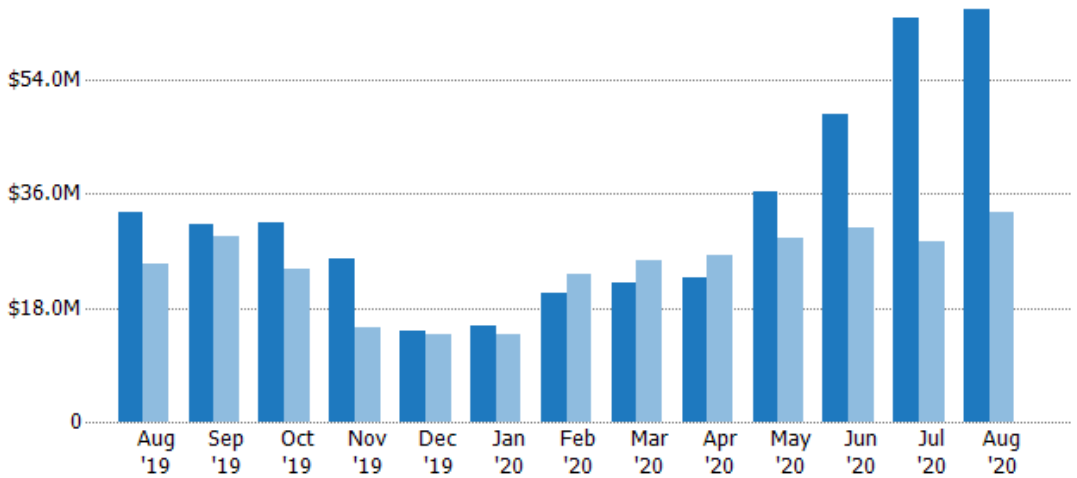
## Pending Sales Volume

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.
Aug '20	\$65.1M	96.8%
Aug '19	\$33.1M	32.2%
Aug '18	\$25M	-18.4%



Current Year	\$33.1M	\$31.2M	\$31.5M	\$25.7M	\$14.2M	\$15.1M	\$20.3M	\$22M	\$22.7M	\$36.3M	\$48.5M	\$63.9M	\$65.1M
Prior Year	\$25M	\$29.4M	\$24.1M	\$15M	\$13.9M	\$13.8M	\$23.2M	\$25.4M	\$26.3M	\$29.1M	\$30.7M	\$28.5M	\$33.1M
Percent Change from Prior Year	32%	6%	31%	72%	3%	10%	-12%	-13%	-14%	25%	58%	124%	97%

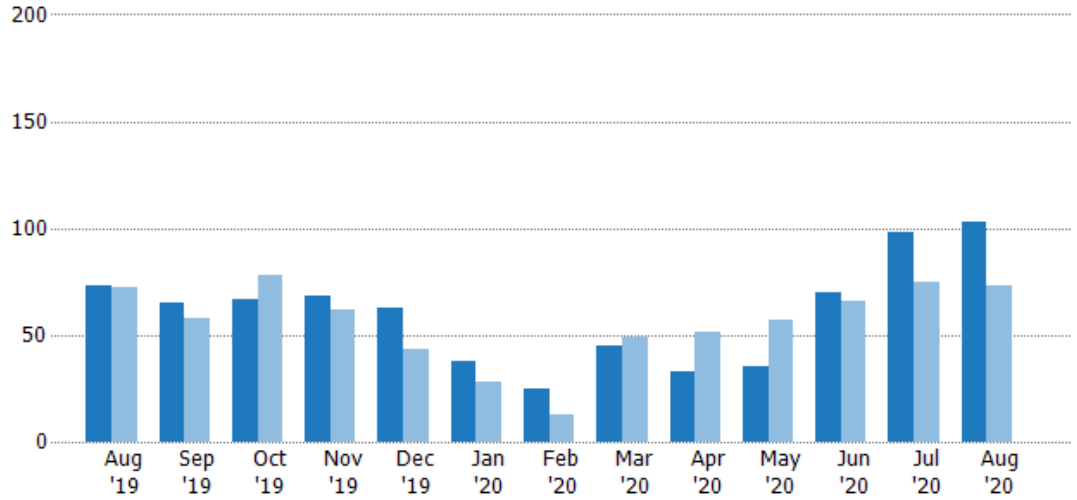
## Closed Sales

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.
Aug '20	103	41.1%
Aug '19	73	1.4%
Aug '18	72	-2.8%



	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20
Current Year	73	65	67	68	63	38	25	45	33	35	70	98	103
Prior Year	72	58	78	62	43	28	13	49	51	57	66	75	73
Percent Change from Prior Year	1%	12%	-14%	10%	47%	36%	92%	-8%	-35%	-39%	6%	31%	41%

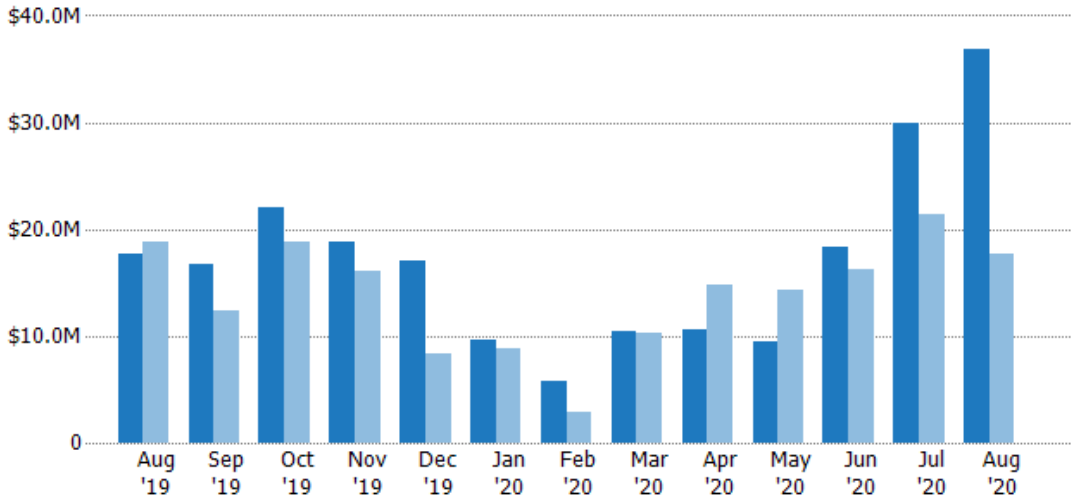
## Closed Sales Volume

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.
Aug '20	\$36.8M	108.9%
Aug '19	\$17.6M	-6.7%
Aug '18	\$18.9M	-25.4%



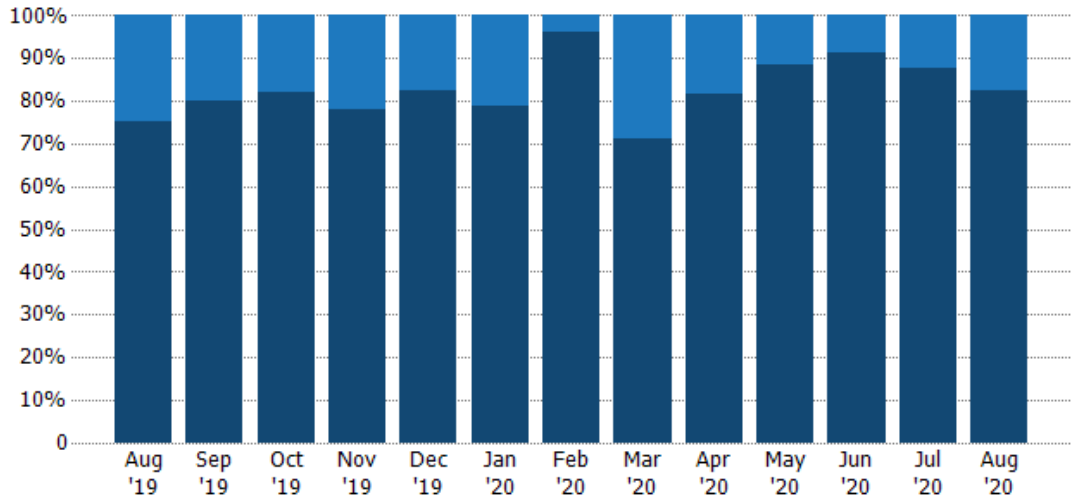
	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20
Current Year	\$17.6M	\$16.8M	\$22M	\$18.7M	\$17.1M	\$9.7M	\$5.79M	\$10.5M	\$10.5M	\$9.49M	\$18.3M	\$29.9M	\$36.8M
Prior Year	\$18.9M	\$12.4M	\$18.8M	\$16.1M	\$8.37M	\$8.79M	\$2.94M	\$10.3M	\$14.9M	\$14.2M	\$16.2M	\$21.4M	\$17.6M
Percent Change from Prior Year	-7%	36%	17%	17%	104%	10%	97%	1%	-29%	-33%	13%	40%	109%

## 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



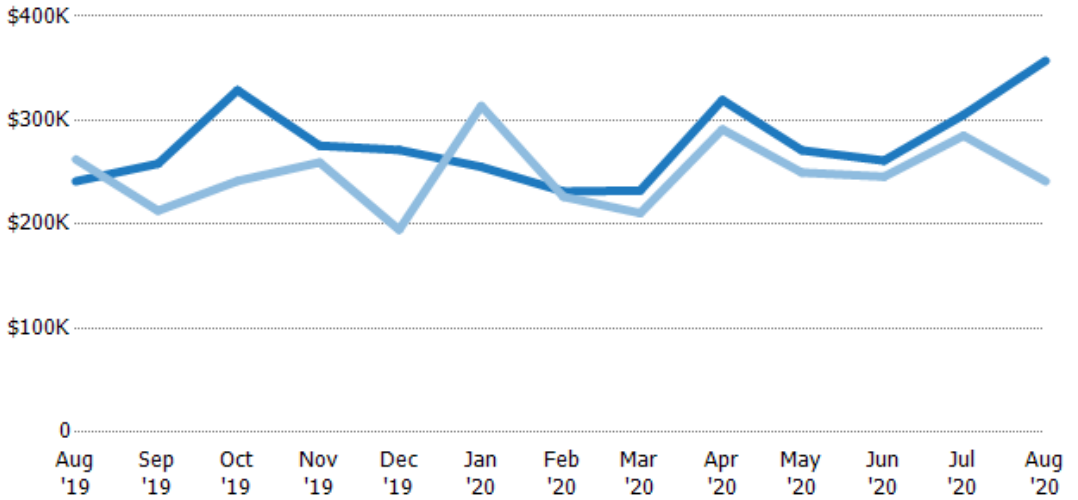
Condo/Townhouse	25%	20%	18%	22%	17%	21%	4%	29%	18%	11%	9%	12%	17%
Single Family Residence	75%	80%	82%	78%	83%	79%	96%	71%	82%	89%	91%	88%	83%

## 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	\$241K	\$258K	\$329K	\$276K	\$271K	\$255K	\$232K	\$232K	\$320K	\$271K	\$261K	\$305K	\$357K
Prior Year	\$262K	\$213K	\$242K	\$259K	\$195K	\$314K	\$226K	\$211K	\$291K	\$250K	\$246K	\$285K	\$241K
Percent Change from Prior Year	-8%	21%	36%	6%	39%	-19%	2%	10%	10%	9%	6%	7%	48%

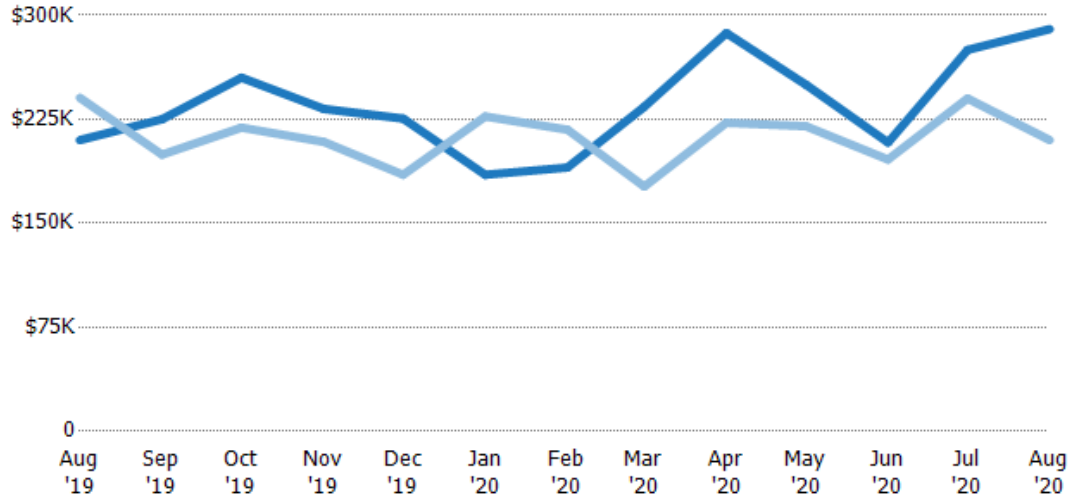
## Median Sales Price

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.
Aug '20	\$290K	38.1%
Aug '19	\$210K	-12.7%
Aug '18	\$241K	-22%



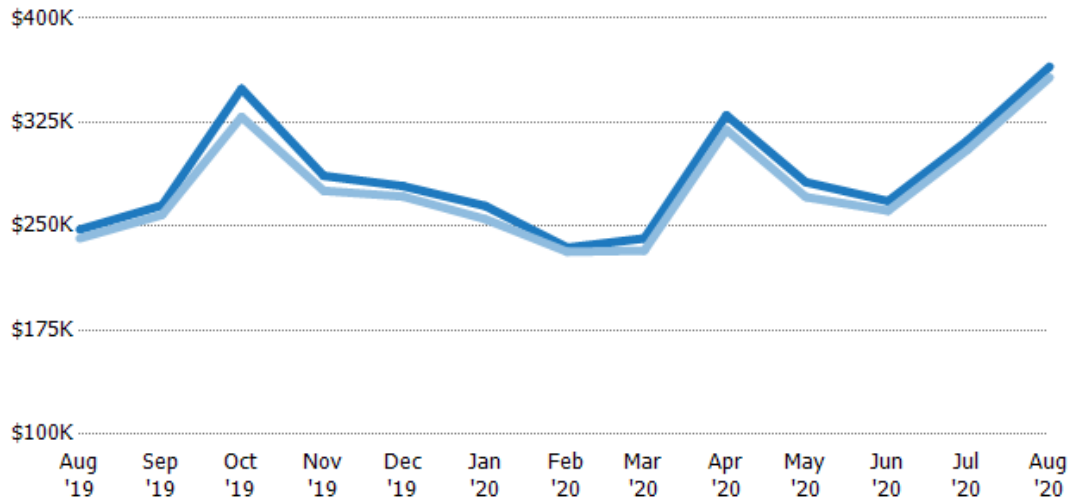
Current Year	\$210K	\$225K	\$255K	\$233K	\$226K	\$185K	\$190K	\$234K	\$287K	\$250K	\$208K	\$275K	\$290K
Prior Year	\$241K	\$200K	\$219K	\$209K	\$185K	\$227K	\$218K	\$177K	\$223K	\$220K	\$196K	\$240K	\$210K
Percent Change from Prior Year	-13%	13%	16%	11%	22%	-19%	-13%	33%	29%	14%	6%	15%	38%

## 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



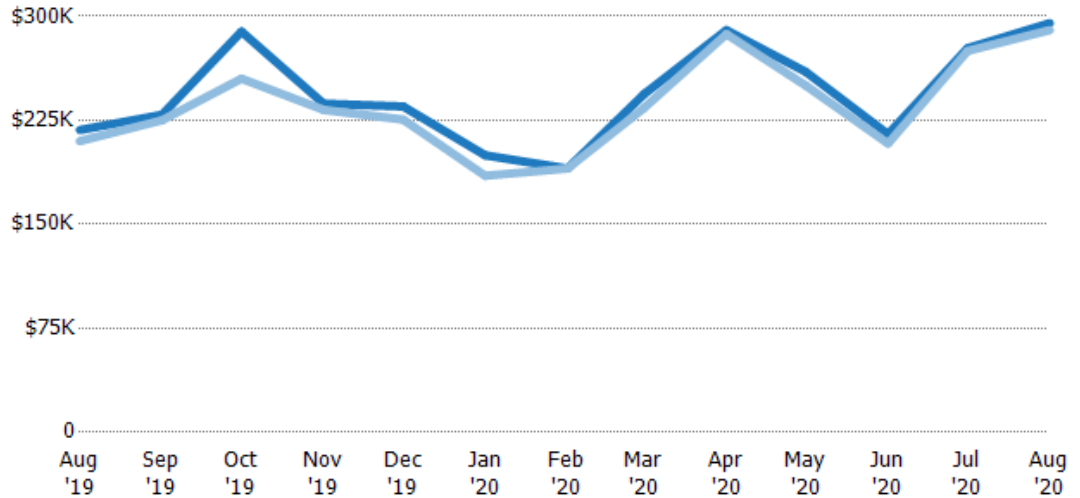
Avg List Price	\$248K	\$265K	\$349K	\$286K	\$279K	\$265K	\$235K	\$241K	\$330K	\$282K	\$268K	\$312K	\$365K
Avg Sales Price	\$241K	\$258K	\$329K	\$276K	\$271K	\$255K	\$232K	\$232K	\$320K	\$271K	\$261K	\$305K	\$357K
Avg Sales Price as a % of Avg List Price	97%	97%	94%	96%	97%	96%	99%	96%	97%	96%	97%	98%	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



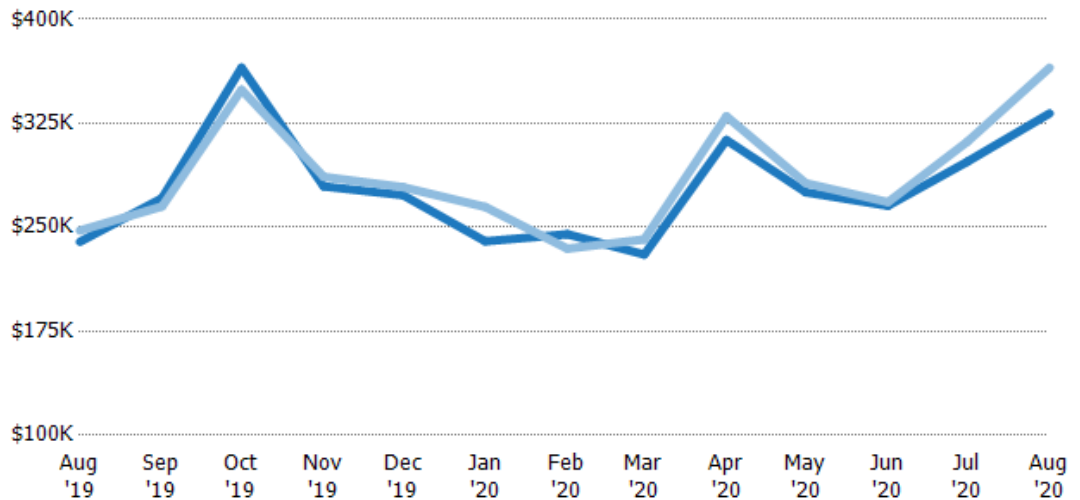
	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20
Median List Price	\$218K	\$229K	\$289K	\$237K	\$235K	\$200K	\$190K	\$244K	\$290K	\$260K	\$215K	\$277K	\$295K
Median Sales Price	\$210K	\$225K	\$255K	\$233K	\$226K	\$185K	\$190K	\$234K	\$287K	\$250K	\$208K	\$275K	\$290K
Med Sales Price as a % of Med List Price	96%	98%	88%	98%	96%	93%	100%	96%	99%	96%	97%	99%	98%

## 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



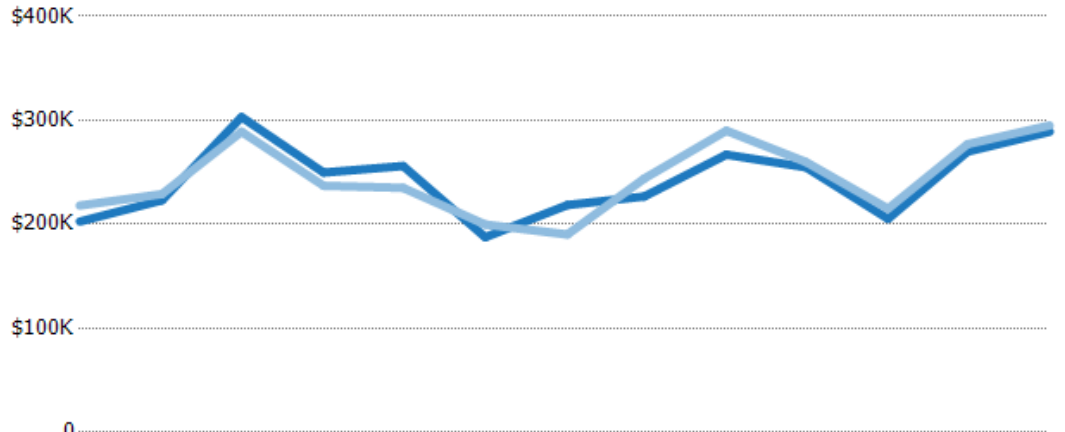
	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20
Avg Est Value	\$240K	\$271K	\$365K	\$279K	\$273K	\$240K	\$245K	\$230K	\$313K	\$275K	\$266K	\$297K	\$332K
Avg Sales Price	\$248K	\$265K	\$349K	\$286K	\$279K	\$265K	\$235K	\$241K	\$330K	\$282K	\$268K	\$312K	\$365K
Avg Sales Price as a % of Avg Est Value	103%	98%	96%	102%	102%	110%	96%	105%	105%	102%	101%	105%	110%

## 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



	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20
Median Est Value	\$203K	\$223K	\$303K	\$250K	\$256K	\$188K	\$218K	\$227K	\$267K	\$255K	\$205K	\$270K	\$289K
Median Sales Price	\$218K	\$229K	\$289K	\$237K	\$235K	\$200K	\$190K	\$244K	\$290K	\$260K	\$215K	\$277K	\$295K
Med Sales Price as a % of Med Est Value	108%	103%	95%	95%	92%	106%	87%	108%	109%	102%	105%	103%	102%