

## 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	137	90	+52.2%	680	689	-1.3%
New Listing Volume	\$57,886,294	\$31,327,495	+84.8%	\$257,618,087	\$229,405,941	+12.3%
Active Listing Count	302	639	-52.7%	N/A	N/A	
Active Listing Volume	\$164,637,792	\$253,648,791	-35.1%	N/A	N/A	
Average Listing Price	\$545,158	\$396,946	+37.3%	\$475,090	\$398,172	+19.3%
Median Listing Price	\$300,000	\$289,000	+3.8%	\$299,936	\$285,982	+4.9%
Median Days in RPR	62	135	-54.1%	146.73	167.78	-12.5%
Months of Inventory	3.4	10.7	-68.1%	8.2	11.6	-29.2%
Absorption Rate	29.47%	9.39%	+20.1%	12.18%	8.62%	+3.6%
<b>Sales Activity Charts Metrics</b>						
New Pending Sales Count	188	82	+129.3%	755	525	+43.8%
New Pending Sales Volume	\$72,205,945	\$25,054,749	+188.2%	\$247,238,990	\$140,762,051	+75.6%
Pending Sales Count	279	105	+165.7%	N/A	N/A	
Pending Sales Volume	\$107,439,645	\$35,855,599	+199.6%	N/A	N/A	
Closed Sales Count	91	59	+54.2%	437	401	+9%
Closed Sales Volume	\$33,098,250	\$13,881,901	+138.4%	\$120,548,526	\$95,570,474	+26.1%
Average Sales Price	\$363,717	\$235,286	+54.6%	\$275,855	\$238,330	+15.7%
Median Sales Price	\$258,000	\$211,000	+22.3%	\$223,904	\$208,102	+7.6%

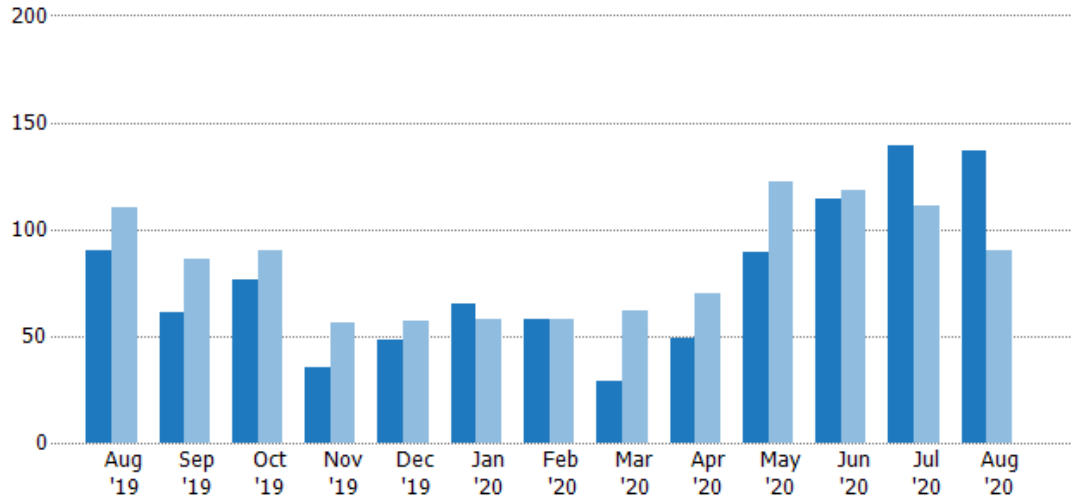
## New Listings

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.
Aug '20	137	52.2%
Aug '19	90	-18.2%
Aug '18	110	4.5%



Current Year	90	61	76	35	48	65	58	29	49	89	114	139	137
Prior Year	110	86	90	56	57	58	58	62	70	122	118	111	90
Percent Change from Prior Year	-18%	-29%	-16%	-38%	-16%	12%	0%	-53%	-30%	-27%	-3%	25%	52%

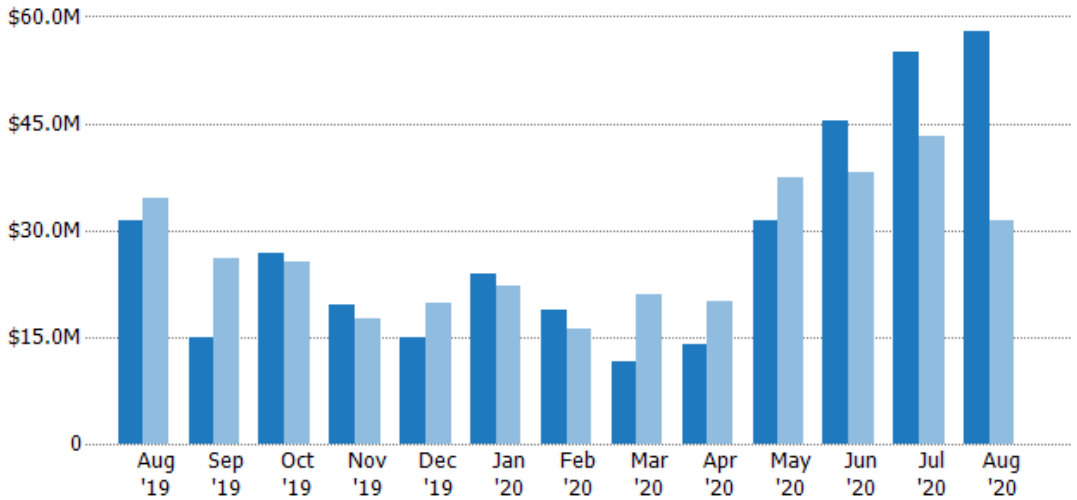
## New Listing Volume

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.
Aug '20	\$57.9M	84.8%
Aug '19	\$31.3M	-9%
Aug '18	\$34.4M	-7.7%



Current Year	\$31.3M	\$14.9M	\$26.8M	\$19.6M	\$14.8M	\$23.9M	\$18.8M	\$11.5M	\$14M	\$31.2M	\$45.4M	\$54.9M	\$57.9M
Prior Year	\$34.4M	\$26M	\$25.5M	\$17.7M	\$19.7M	\$22.1M	\$16.2M	\$20.9M	\$20.1M	\$37.5M	\$38.2M	\$43.2M	\$31.3M
Percent Change from Prior Year	-9%	-43%	5%	11%	-25%	8%	16%	-45%	-30%	-17%	19%	27%	85%

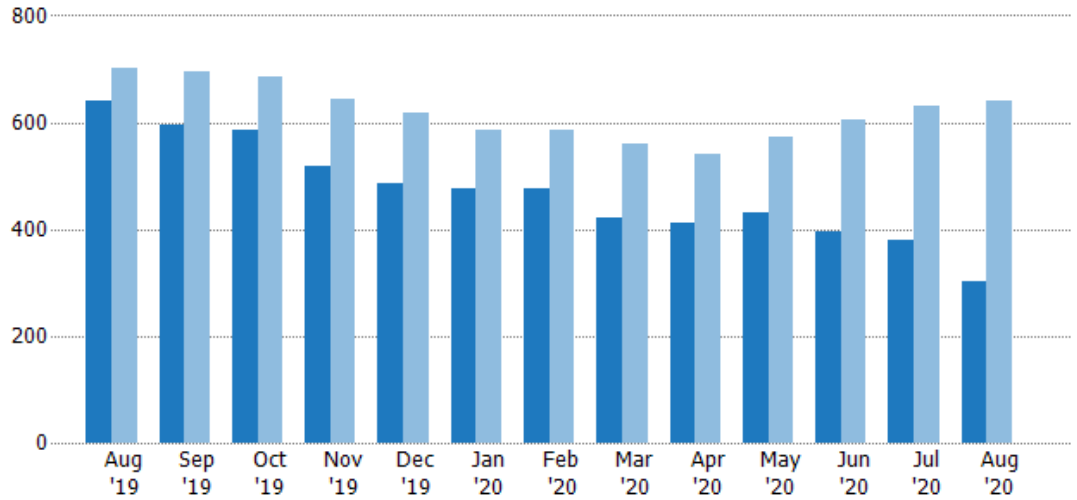
## Active Listings

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.
Aug '20	302	-52.7%
Aug '19	639	-8.8%
Aug '18	701	-0.1%



Current Year	639	595	585	518	487	475	476	421	413	431	397	378	302
Prior Year	701	694	685	643	617	585	587	561	540	574	604	631	639
Percent Change from Prior Year	-9%	-14%	-15%	-19%	-21%	-19%	-10%	-25%	-24%	-25%	-34%	-40%	-53%

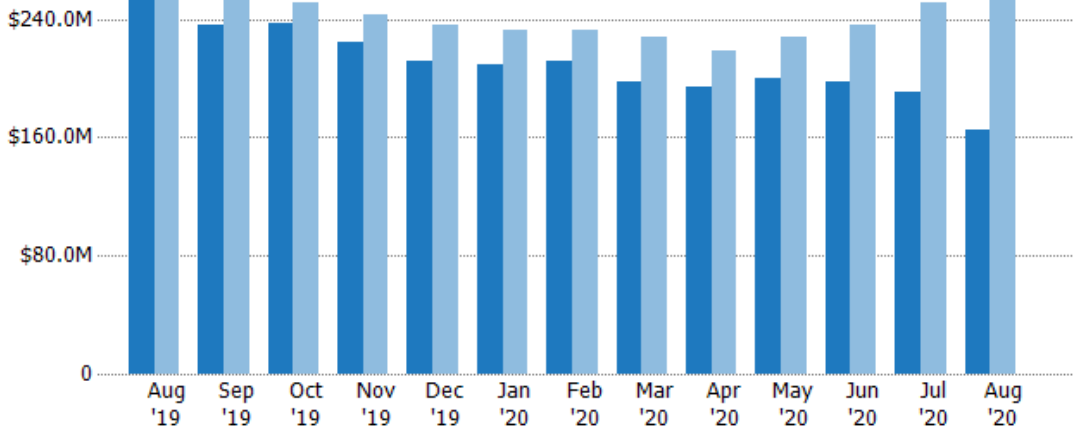
## Active Listing Volume

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.
Aug '20	\$165M	-35.1%
Aug '19	\$254M	-2.7%
Aug '18	\$261M	-0.6%



Current Year	\$254M	\$236M	\$237M	\$224M	\$211M	\$209M	\$212M	\$197M	\$194M	\$199M	\$198M	\$190M	\$165M
Prior Year	\$261M	\$255M	\$251M	\$243M	\$237M	\$232M	\$233M	\$228M	\$218M	\$228M	\$236M	\$251M	\$254M
Percent Change from Prior Year	-3%	-8%	-6%	-8%	-11%	-10%	-9%	-13%	-11%	-12%	-16%	-24%	-35%

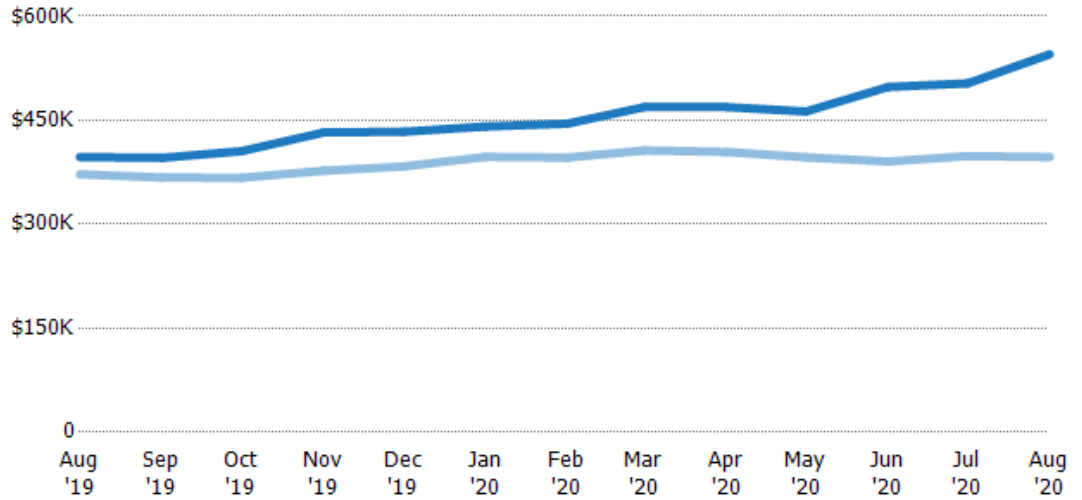
## Average Listing Price

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.
Aug '20	\$545K	37.3%
Aug '19	\$397K	6.7%
Aug '18	\$372K	-0.5%



Current Year	\$397K	\$396K	\$405K	\$432K	\$434K	\$441K	\$445K	\$469K	\$469K	\$463K	\$498K	\$503K	\$545K
Prior Year	\$372K	\$367K	\$367K	\$377K	\$383K	\$397K	\$396K	\$407K	\$404K	\$397K	\$390K	\$398K	\$397K
Percent Change from Prior Year	7%	8%	10%	15%	13%	11%	12%	15%	16%	17%	28%	26%	37%

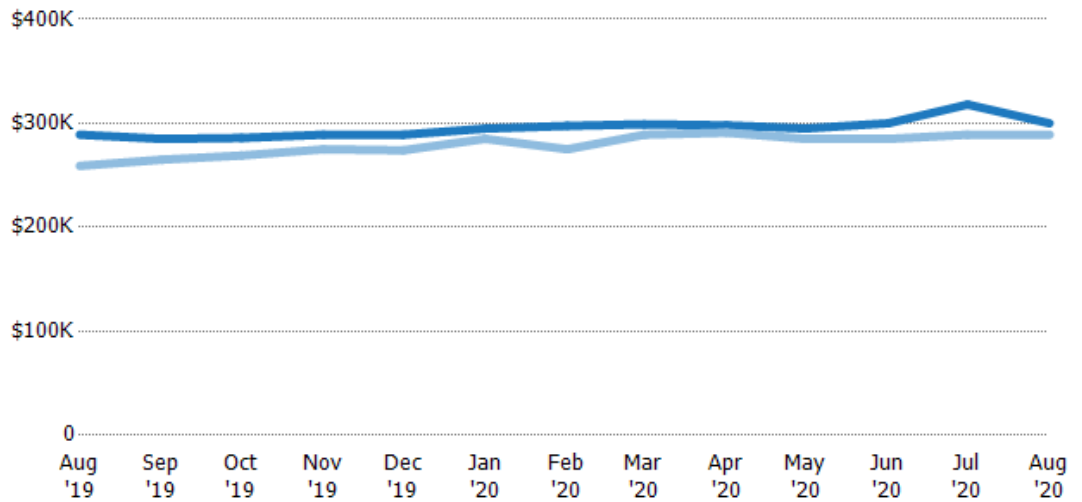
## Median Listing Price

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.
Aug '20	\$300K	3.8%
Aug '19	\$289K	11.6%
Aug '18	\$259K	-6.5%



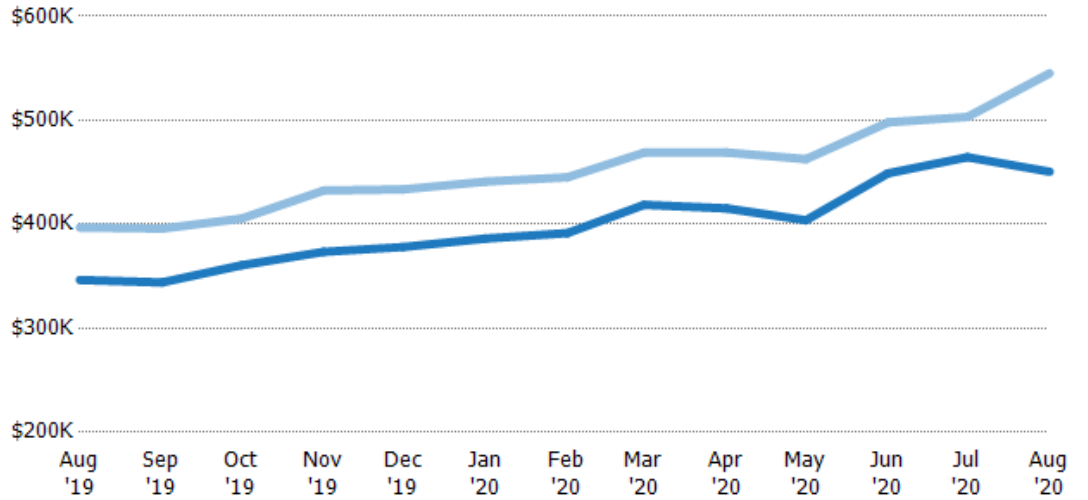
Current Year	\$289K	\$285K	\$286K	\$289K	\$289K	\$295K	\$298K	\$299K	\$298K	\$295K	\$300K	\$318K	\$300K
Prior Year	\$259K	\$265K	\$269K	\$275K	\$274K	\$285K	\$275K	\$289K	\$291K	\$285K	\$285K	\$289K	\$289K
Percent Change from Prior Year	12%	8%	6%	5%	5%	3%	8%	3%	2%	4%	5%	10%	4%

## 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



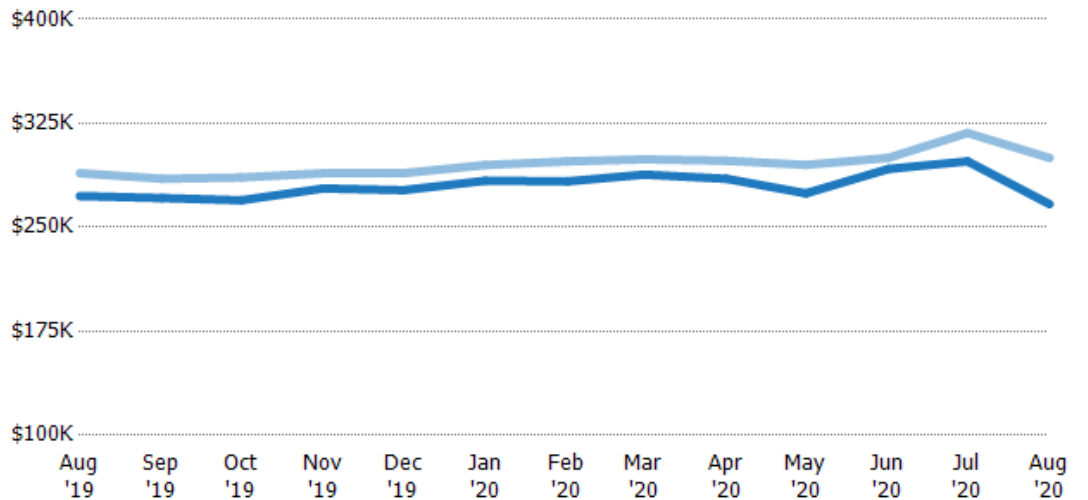
	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20
Avg Est Value	\$346K	\$344K	\$361K	\$373K	\$378K	\$386K	\$391K	\$419K	\$415K	\$404K	\$449K	\$464K	\$451K
Avg Listing Price	\$397K	\$396K	\$405K	\$432K	\$434K	\$441K	\$445K	\$469K	\$469K	\$463K	\$498K	\$503K	\$545K
Avg Listing Price as a % of Avg Est Value	115%	115%	112%	116%	115%	114%	114%	112%	113%	115%	111%	108%	121%

## 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



	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	\$272K	\$271K	\$269K	\$278K	\$277K	\$284K	\$283K	\$288K	\$285K	\$274K	\$292K	\$298K	\$267K
Median Listing Price	\$289K	\$285K	\$286K	\$289K	\$289K	\$295K	\$298K	\$299K	\$298K	\$295K	\$300K	\$318K	\$300K
Med Listing Price as a % of Med Est Value	106%	105%	106%	104%	104%	104%	105%	104%	105%	107%	103%	107%	113%

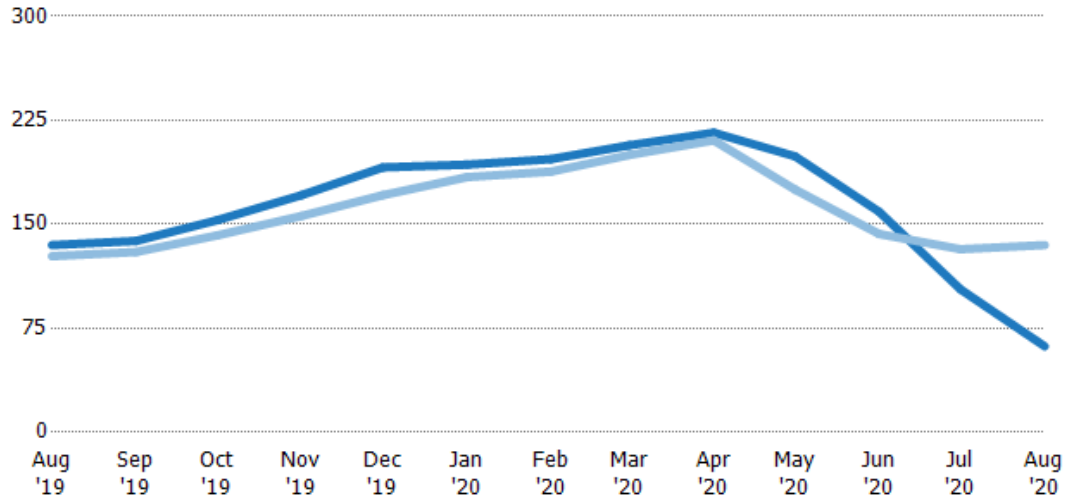
## Median Days in RPR

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.
Aug '20	62	-54.1%
Aug '19	135	6.3%
Aug '18	127	-17.3%



Current Year	135	138	153	171	191	193	197	207	216	199	159	103	62
Prior Year	127	130	142	156	171	184	188	200	211	175	143	132	135
Percent Change from Prior Year	6%	6%	8%	10%	12%	5%	5%	4%	3%	14%	11%	-22%	-54%

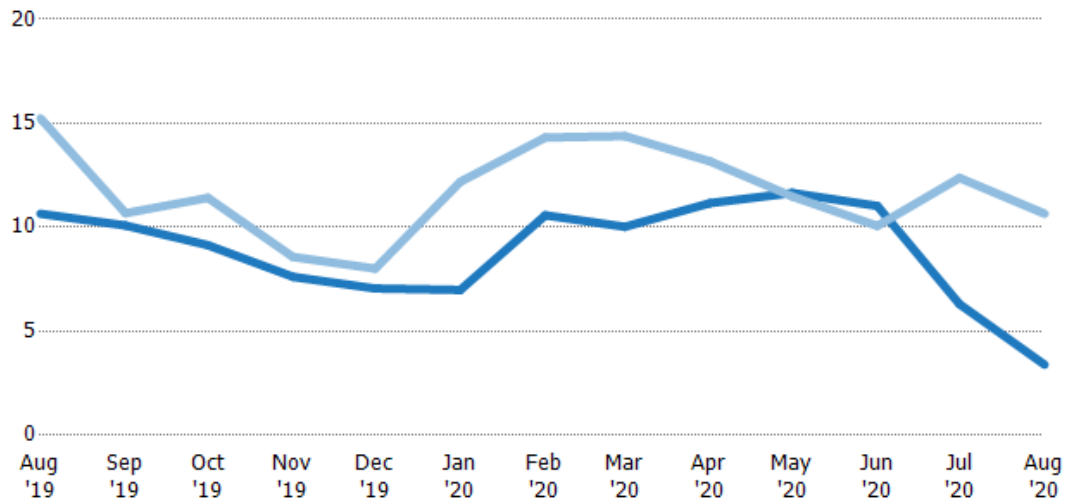
## Months of Inventory

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.
Aug '20	3.39	-68.1%
Aug '19	10.7	-30.1%
Aug '18	15.2	-14.9%



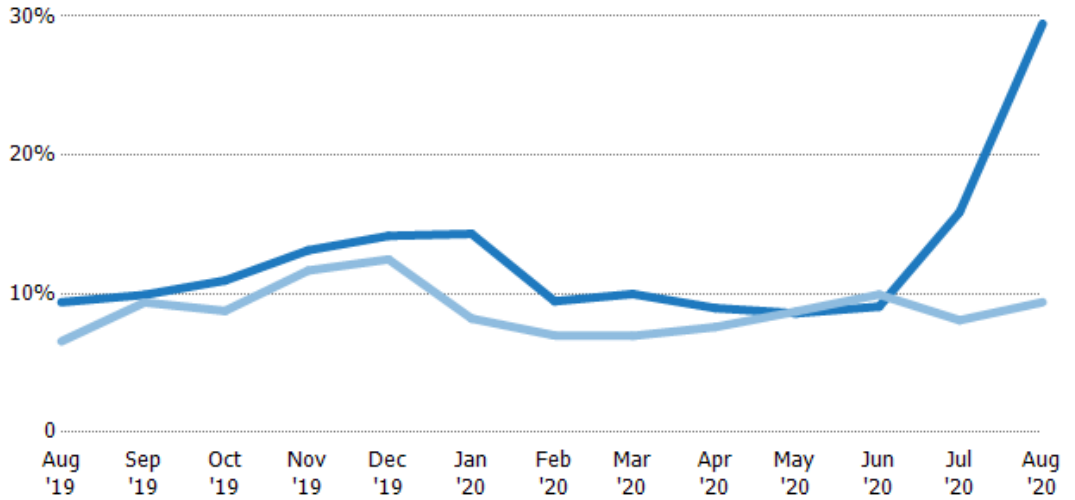
Current Year	10.7	10.1	9.14	7.62	7.06	6.99	10.6	10	11.2	11.6	11	6.3	3.39
Prior Year	15.2	10.7	11.4	8.57	8.01	12.2	14.3	14.4	13.2	11.5	10.1	12.4	10.7
Percent Change from Prior Year	-30%	-6%	-20%	-11%	-12%	-43%	-26%	-30%	-15%	1%	10%	-49%	-68%

## 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



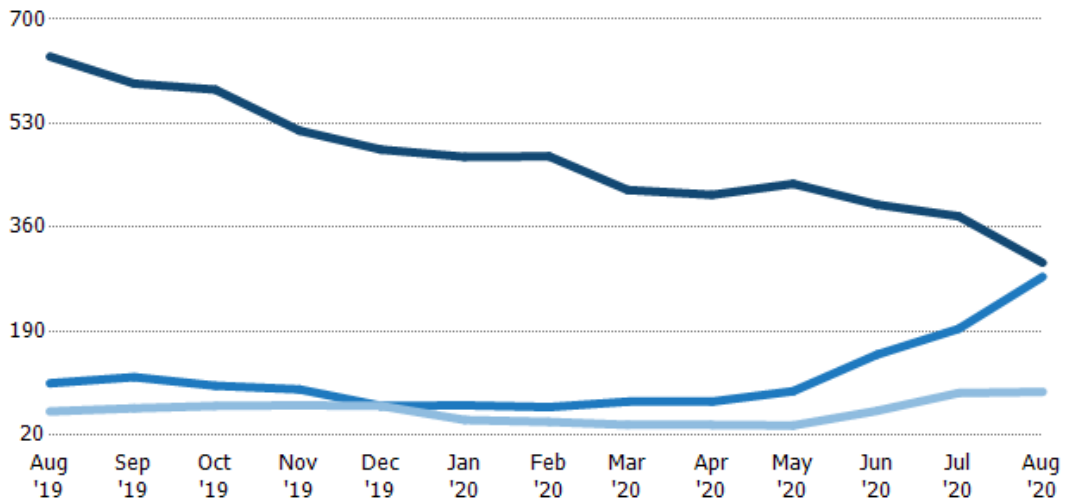
	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20
Current Year	9%	10%	11%	13%	14%	14%	9%	10%	9%	9%	9%	16%	29%
Prior Year	7%	9%	9%	12%	12%	8%	7%	7%	8%	9%	10%	8%	9%
Change from Prior Year	-3%	-1%	-2%	-1%	-2%	-6%	-2%	-3%	-1%	0%	1%	-8%	-20%

## 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



	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	639	595	585	518	487	475	476	421	413	431	397	378	302
Pending	105	115	101	95	68	69	66	75	75	92	152	194	279
Sold	59	64	68	69	68	45	42	37	37	36	60	89	91

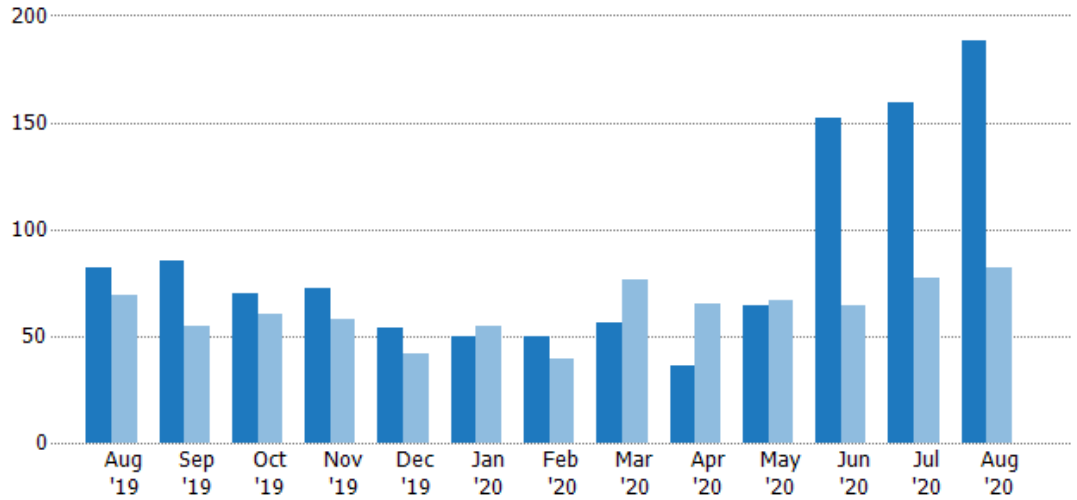
## New Pending Sales

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.
Aug '20	188	129.3%
Aug '19	82	18.8%
Aug '18	69	0%



Current Year	82	85	70	72	54	50	50	56	36	64	152	159	188
Prior Year	69	55	60	58	42	55	39	76	65	67	64	77	82
Percent Change from Prior Year	19%	55%	17%	24%	29%	-9%	28%	-26%	-45%	-4%	138%	106%	129%

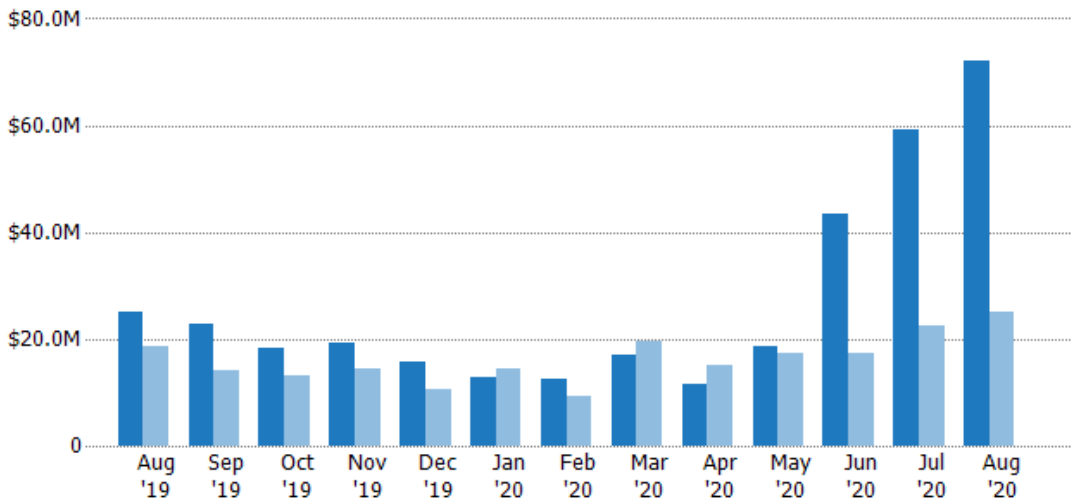
## New Pending Sales Volume

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.
Aug '20	\$72.2M	188.2%
Aug '19	\$25.1M	33.6%
Aug '18	\$18.8M	27.6%



Current Year	\$25.1M	\$22.8M	\$18.4M	\$19.2M	\$15.7M	\$12.7M	\$12.5M	\$16.9M	\$11.6M	\$18.5M	\$43.5M	\$59.3M	\$72.2M
Prior Year	\$18.8M	\$14M	\$13.1M	\$14.5M	\$10.4M	\$14.5M	\$9.44M	\$19.5M	\$15.2M	\$17.3M	\$17.4M	\$22.4M	\$25.1M
Percent Change from Prior Year	34%	62%	40%	32%	50%	-12%	32%	-13%	-23%	6%	150%	165%	188%



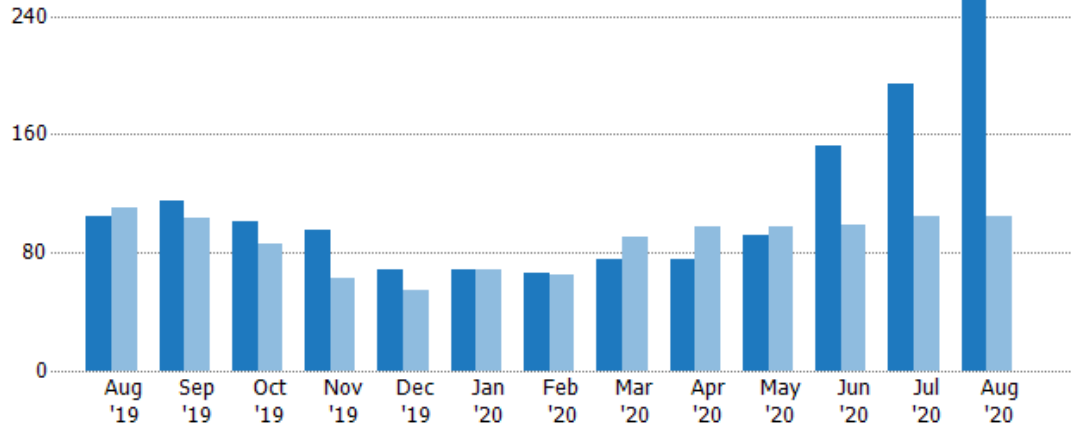
## Pending Sales

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.
Aug '20	279	165.7%
Aug '19	105	-4.5%
Aug '18	110	-11.8%



Current Year	105	115	101	95	68	69	66	75	75	92	152	194	279
Prior Year	110	103	86	63	55	68	65	91	98	97	99	104	105
Percent Change from Prior Year	-5%	12%	17%	51%	24%	1%	2%	-18%	-23%	-5%	54%	87%	166%

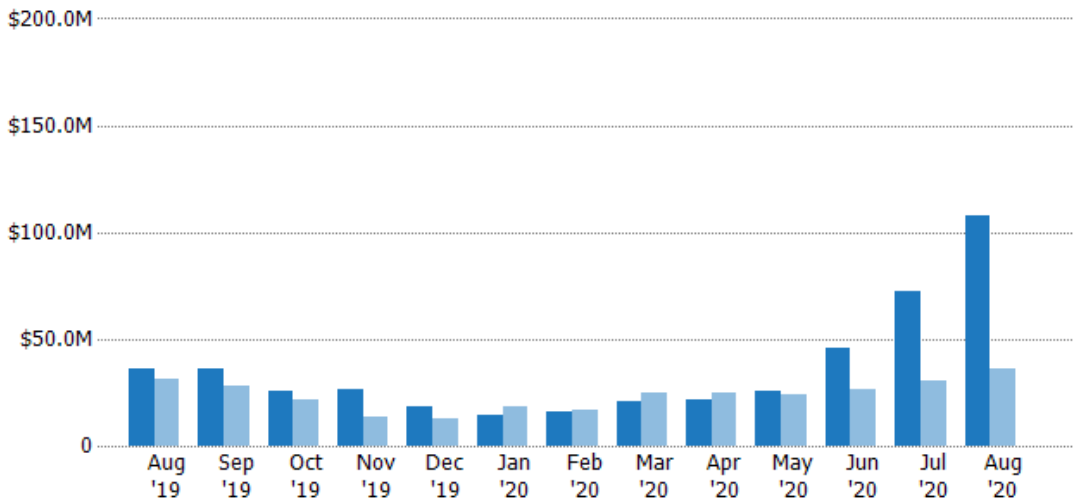
## Pending Sales Volume

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.
Aug '20	\$107M	199.6%
Aug '19	\$35.9M	14.7%
Aug '18	\$31.2M	-0.7%



Current Year	\$35.9M	\$35.8M	\$25.9M	\$26.2M	\$18.3M	\$14.6M	\$15.8M	\$20.7M	\$21.7M	\$25.7M	\$45.5M	\$72.7M	\$107M
Prior Year	\$31.2M	\$27.8M	\$21.9M	\$13.5M	\$13.1M	\$18.7M	\$17.1M	\$25M	\$25.2M	\$24.4M	\$26.3M	\$30.1M	\$35.9M
Percent Change from Prior Year	15%	29%	18%	95%	40%	-22%	-7%	-17%	-14%	6%	73%	141%	200%

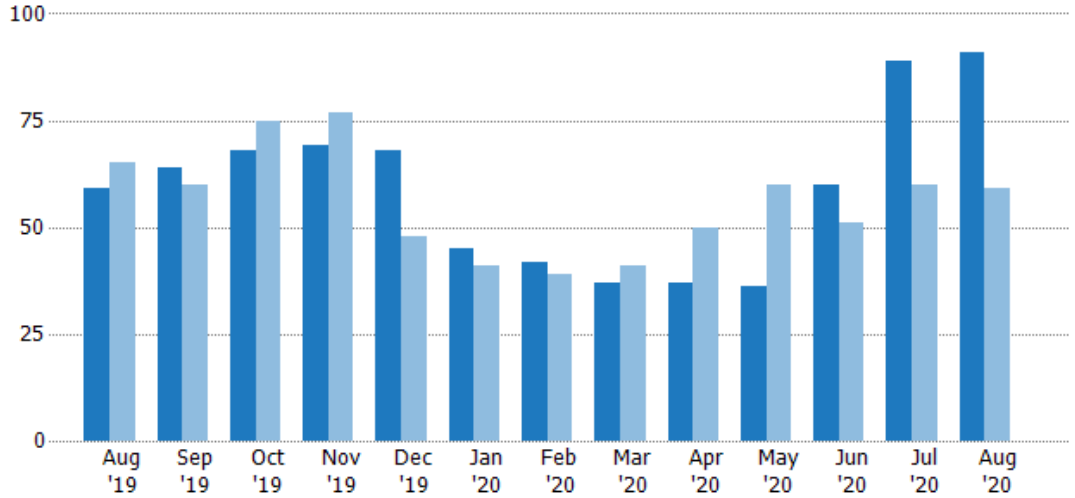
## Closed Sales

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.
Aug '20	91	54.2%
Aug '19	59	-9.2%
Aug '18	65	-9.2%



Current Year	59	64	68	69	68	45	42	37	37	36	60	89	91
Prior Year	65	60	75	77	48	41	39	41	50	60	51	60	59
Percent Change from Prior Year	-9%	7%	-9%	-10%	42%	10%	8%	-10%	-26%	-40%	18%	48%	54%

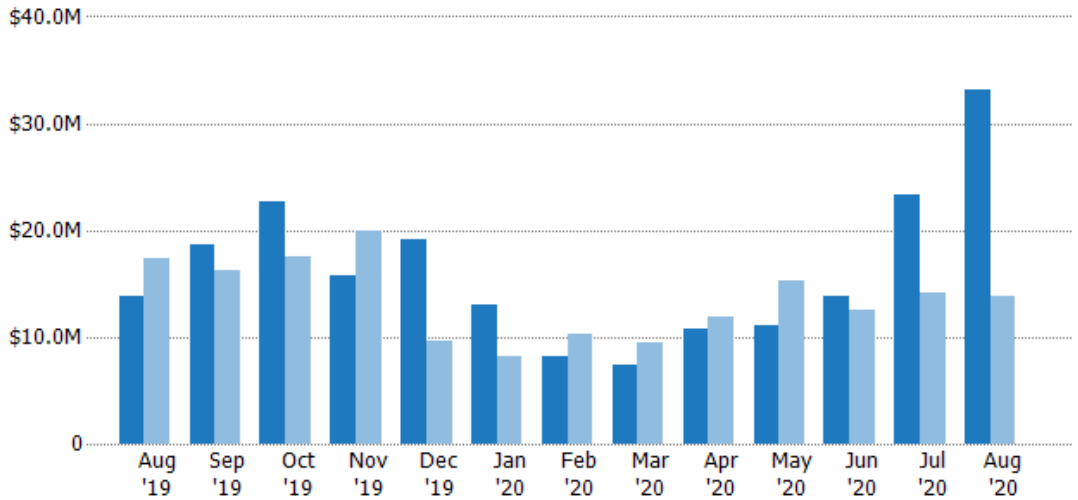
## Closed Sales Volume

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.
Aug '20	\$33.1M	138.4%
Aug '19	\$13.9M	-19.9%
Aug '18	\$17.3M	-18.4%



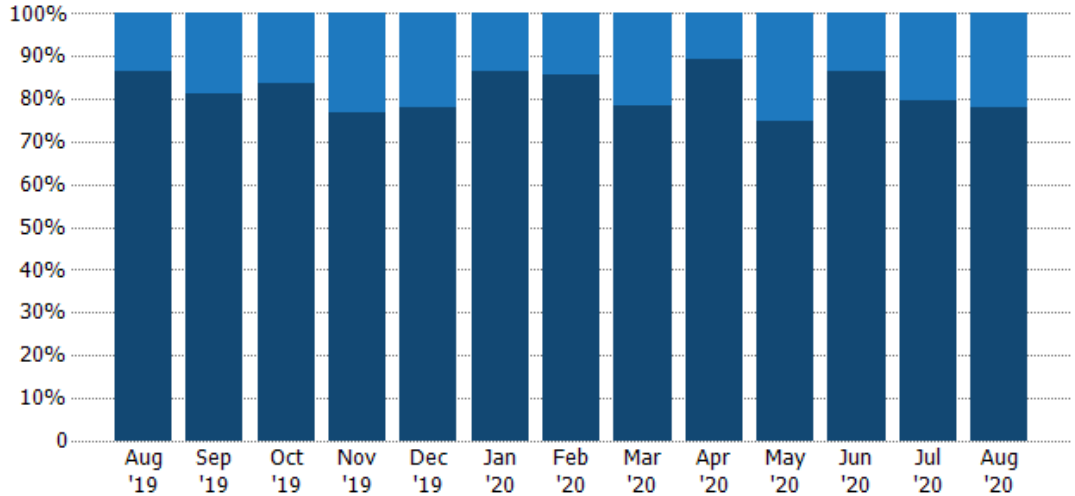
Current Year	\$13.9M	\$18.7M	\$22.7M	\$15.7M	\$19.2M	\$13.1M	\$8.12M	\$7.41M	\$10.8M	\$11.1M	\$13.7M	\$23.3M	\$33.1M
Prior Year	\$17.3M	\$16.3M	\$17.5M	\$19.9M	\$9.58M	\$8.21M	\$10.3M	\$9.46M	\$11.9M	\$15.2M	\$12.5M	\$14.2M	\$13.9M
Percent Change from Prior Year	-20%	15%	30%	-21%	100%	59%	-21%	-22%	-9%	-27%	10%	64%	138%

## 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



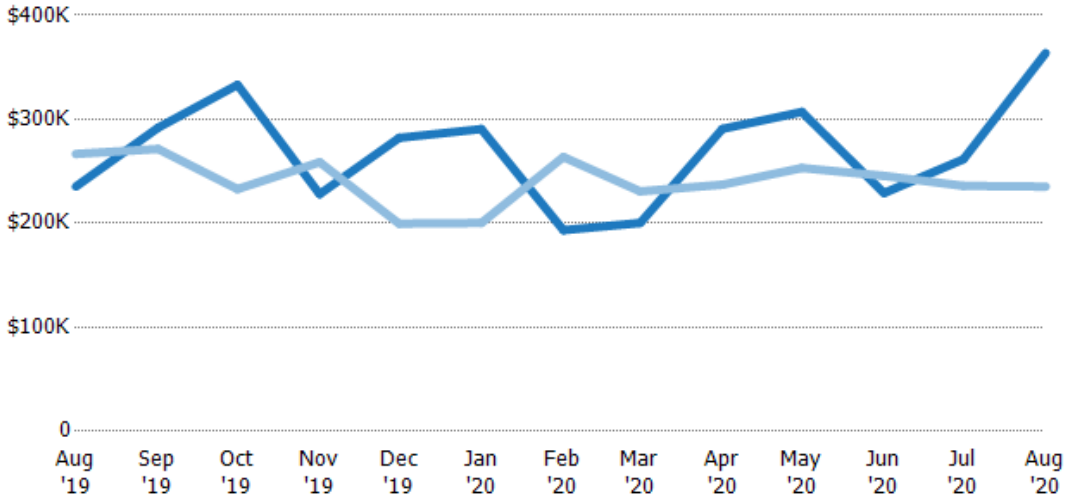
Property Type	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20
Condo/Townhouse	14%	19%	16%	23%	22%	13%	14%	22%	11%	25%	13%	20%	22%
Single Family Residence	86%	81%	84%	77%	78%	87%	86%	78%	89%	75%	87%	80%	78%

## 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.
Aug '20	\$364K	54.6%
Aug '19	\$235K	-11.8%
Aug '18	\$267K	-10.1%

Property Type	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	\$235K	\$292K	\$333K	\$228K	\$282K	\$291K	\$193K	\$200K	\$291K	\$307K	\$229K	\$262K	\$364K
Prior Year	\$267K	\$271K	\$233K	\$259K	\$200K	\$200K	\$264K	\$231K	\$237K	\$253K	\$246K	\$236K	\$235K
Percent Change from Prior Year	-12%	8%	43%	-12%	41%	45%	-27%	-13%	23%	21%	-7%	11%	55%

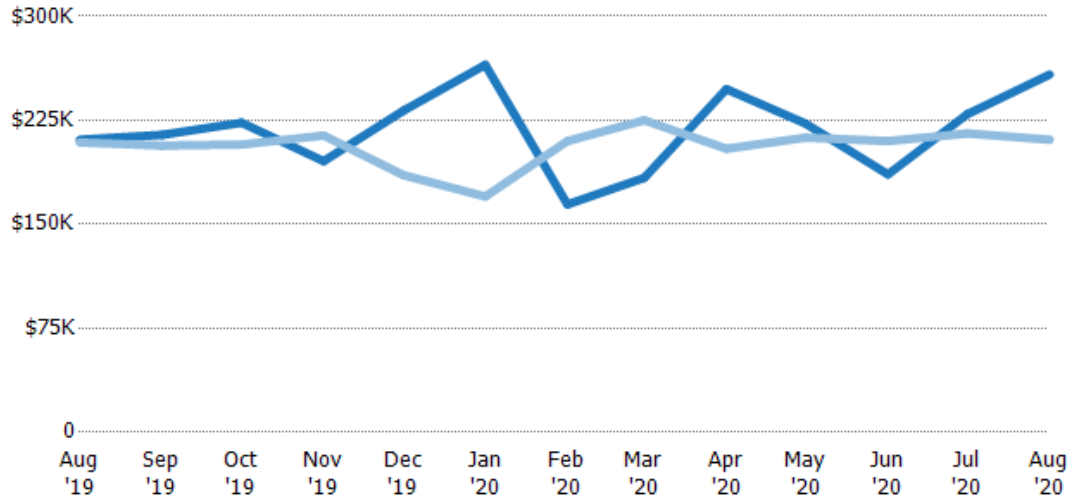
## Median Sales Price

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.
Aug '20	\$258K	22.3%
Aug '19	\$211K	1%
Aug '18	\$209K	-5.3%



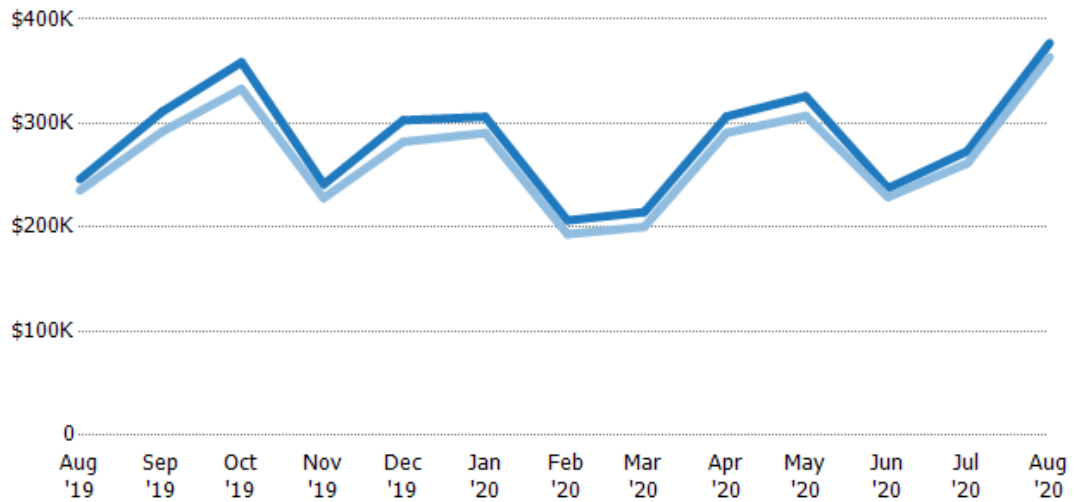
Current Year	\$211K	\$215K	\$223K	\$196K	\$232K	\$265K	\$164K	\$184K	\$248K	\$223K	\$186K	\$230K	\$258K
Prior Year	\$209K	\$207K	\$208K	\$214K	\$186K	\$170K	\$210K	\$225K	\$205K	\$213K	\$210K	\$216K	\$211K
Percent Change from Prior Year	1%	4%	8%	-9%	25%	56%	-22%	-18%	21%	5%	-11%	6%	22%

## 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



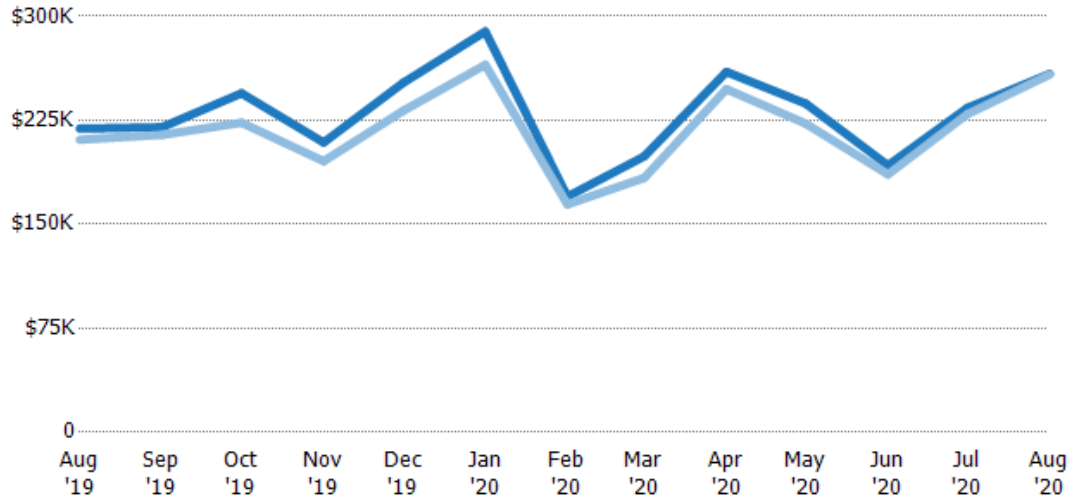
Avg List Price	\$246K	\$311K	\$359K	\$241K	\$303K	\$306K	\$207K	\$215K	\$307K	\$326K	\$238K	\$273K	\$377K
Avg Sales Price	\$235K	\$292K	\$333K	\$228K	\$282K	\$291K	\$193K	\$200K	\$291K	\$307K	\$229K	\$262K	\$364K
Avg Sales Price as a % of Avg List Price	96%	94%	93%	95%	93%	95%	94%	93%	95%	94%	96%	96%	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



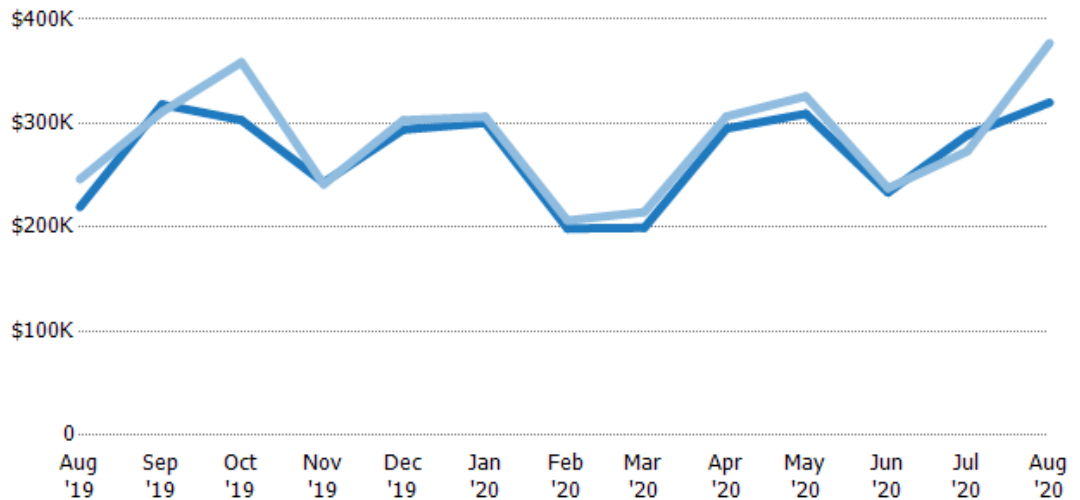
	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20
Median List Price	\$219K	\$220K	\$244K	\$209K	\$252K	\$289K	\$170K	\$199K	\$260K	\$237K	\$192K	\$234K	\$259K
Median Sales Price	\$211K	\$215K	\$223K	\$196K	\$232K	\$265K	\$164K	\$184K	\$248K	\$223K	\$186K	\$230K	\$258K
Med Sales Price as a % of Med List Price	96%	98%	91%	94%	92%	92%	97%	92%	95%	94%	97%	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

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



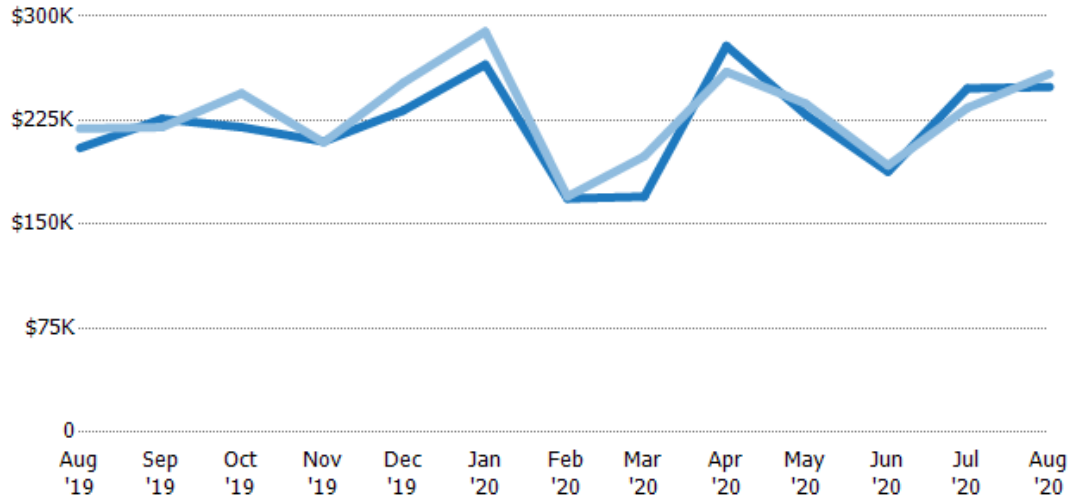
	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20
Avg Est Value	\$219K	\$318K	\$303K	\$243K	\$294K	\$300K	\$199K	\$199K	\$295K	\$309K	\$233K	\$289K	\$320K
Avg Sales Price	\$246K	\$311K	\$359K	\$241K	\$303K	\$306K	\$207K	\$215K	\$307K	\$326K	\$238K	\$273K	\$377K
Avg Sales Price as a % of Avg Est Value	112%	98%	118%	99%	103%	102%	104%	108%	104%	105%	102%	95%	118%

## 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



	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	\$205K	\$226K	\$220K	\$210K	\$232K	\$265K	\$169K	\$170K	\$279K	\$229K	\$188K	\$248K	\$249K
Median Sales Price	\$219K	\$220K	\$244K	\$209K	\$252K	\$289K	\$170K	\$199K	\$260K	\$237K	\$192K	\$234K	\$259K
Med Sales Price as a % of Med Est Value	107%	97%	111%	100%	109%	109%	101%	117%	93%	103%	102%	94%	104%