

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	Sep 2020	Sep 2019	+ / -	YTD 2020	YTD 2019	+ / -
Listing Activity Charts Metrics						
New Listing Count	96	68	+41.2%	695	744	-6.6%
New Listing Volume	\$31,810,800	\$20,595,099	+54.5%	\$234,812,449	\$217,186,638	+8.1%
Active Listing Count	201	422	-52.4%	N/A	N/A	
Active Listing Volume	\$81,052,800	\$152,752,488	-46.9%	N/A	N/A	
Average Listing Price	\$403,248	\$361,973	+11.4%	\$377,393	\$358,080	+5.4%
Median Listing Price	\$299,900	\$299,000	+0.3%	\$292,372	\$284,883	+2.6%
Median Days in RPR	55	110.5	-50.2%	101.46	132.84	-23.6%
Months of Inventory	2	5.9	-66%	4.8	8.3	-42.4%
Absorption Rate	50.25%	17.06%	+33.2%	20.94%	12.06%	+8.9%
Sales Activity Charts Metrics						
New Pending Sales Count	106	66	+60.6%	745	627	+18.8%
New Pending Sales Volume	\$37,222,950	\$17,565,949	+111.9%	\$243,766,000	\$169,108,013	+44.1%
Pending Sales Count	160	100	+60%	N/A	N/A	
Pending Sales Volume	\$56,413,650	\$31,222,449	+80.7%	N/A	N/A	
Closed Sales Count	108	65	+66.2%	551	471	+17%
Closed Sales Volume	\$34,717,315	\$16,782,190	+106.9%	\$164,521,338	\$122,021,716	+34.8%
Average Sales Price	\$321,457	\$258,188	+24.5%	\$298,587	\$259,069	+15.3%
Median Sales Price	\$289,000	\$225,000	+28.4%	\$258,252	\$215,229	+20%

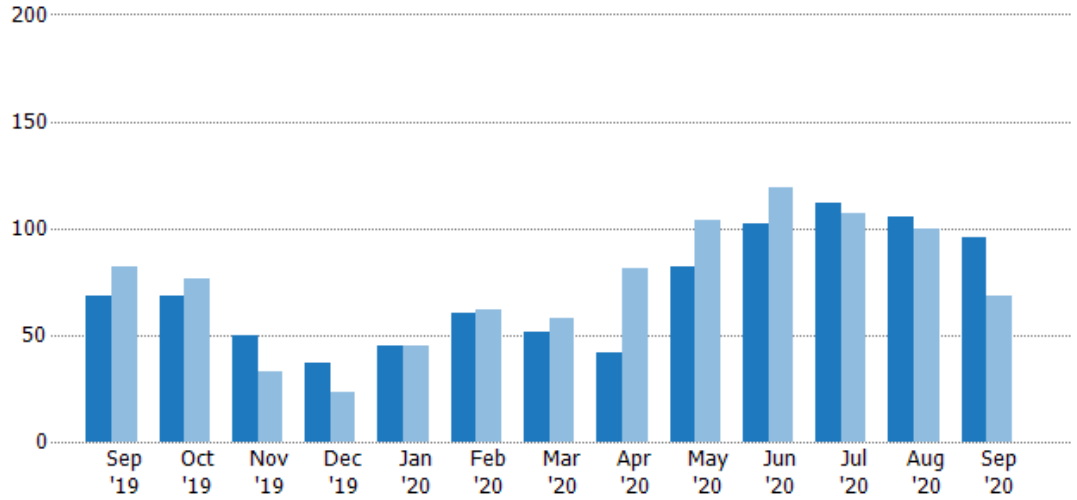
New Listings

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.
Sep '20	96	41.2%
Sep '19	68	-17.1%
Sep '18	82	-4.9%



Current Year	68	68	50	37	45	60	51	42	82	102	112	105	96
Prior Year	82	76	33	23	45	62	58	81	104	119	107	100	68
Percent Change from Prior Year	-17%	-11%	52%	61%	0%	-3%	-12%	-48%	-21%	-14%	5%	5%	41%

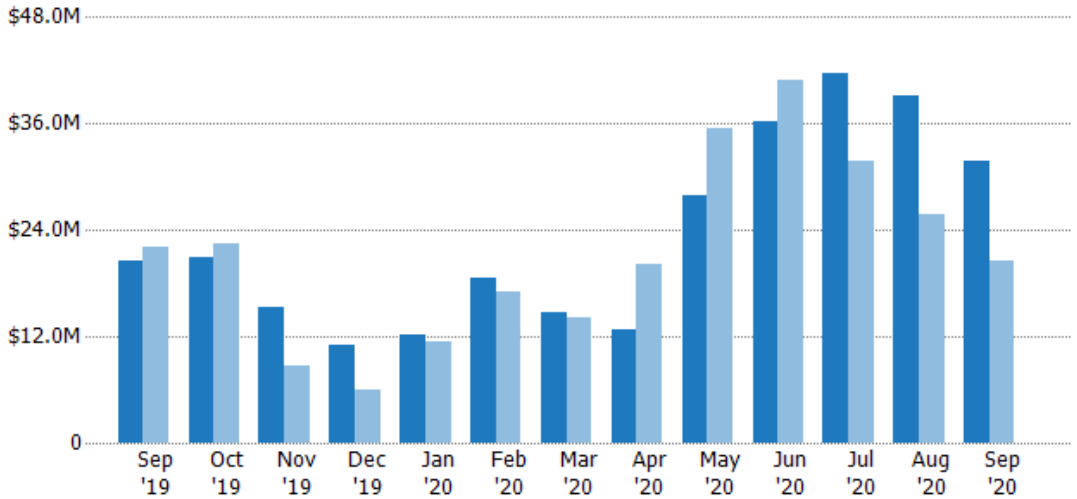
New Listing Volume

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.
Sep '20	\$31.8M	54.5%
Sep '19	\$20.6M	-7%
Sep '18	\$22.1M	-5.7%



Current Year	\$20.6M	\$20.8M	\$15.3M	\$11M	\$12.2M	\$18.6M	\$14.8M	\$12.7M	\$27.8M	\$36.3M	\$41.6M	\$39.1M	\$31.8M
Prior Year	\$22.1M	\$22.5M	\$8.79M	\$5.98M	\$11.3M	\$17.1M	\$14.2M	\$20.1M	\$35.5M	\$40.8M	\$31.7M	\$25.8M	\$20.6M
Percent Change from Prior Year	-7%	-8%	74%	84%	7%	9%	4%	-37%	-22%	-11%	31%	52%	54%

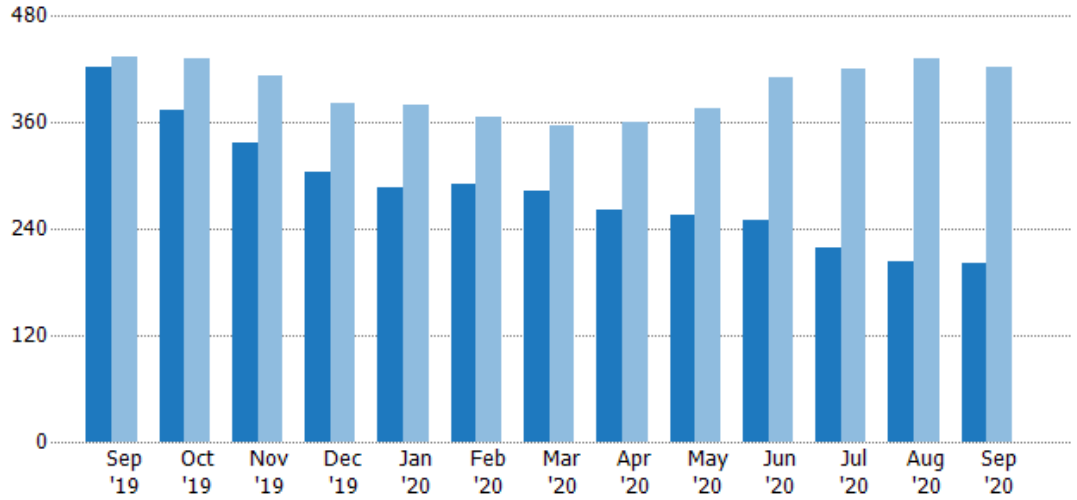
Active Listings

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.
Sep '20	201	-52.4%
Sep '19	422	-3%
Sep '18	435	3.7%



Current Year	422	374	338	304	287	291	282	262	255	249	218	204	201
Prior Year	435	433	413	382	379	366	356	361	376	411	420	432	422
Percent Change from Prior Year	-3%	-14%	-18%	-20%	-24%	-20%	-21%	-27%	-32%	-39%	-48%	-53%	-52%

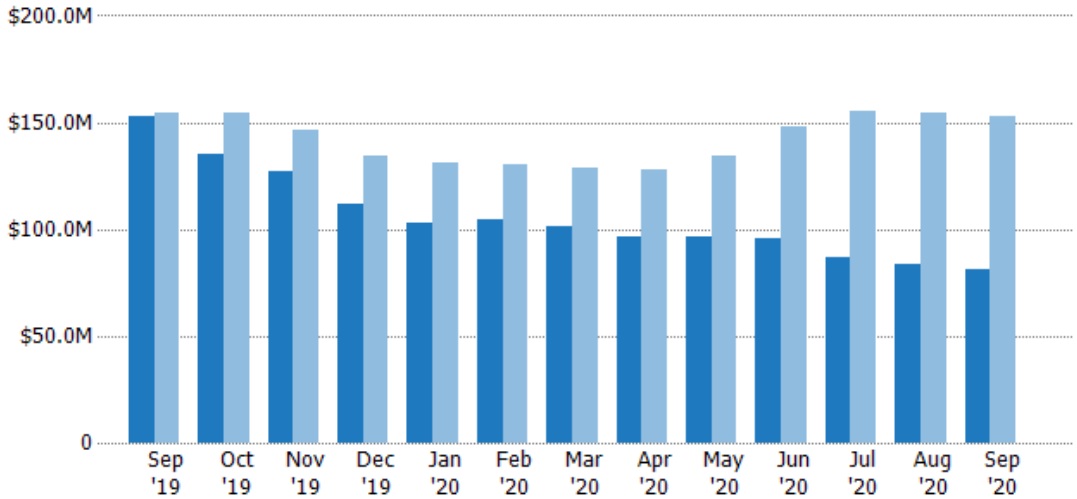
Active Listing Volume

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.
Sep '20	\$81.1M	-46.9%
Sep '19	\$153M	-1.3%
Sep '18	\$155M	-5.3%



Current Year	\$153M	\$135M	\$127M	\$112M	\$103M	\$104M	\$102M	\$96.6M	\$96.5M	\$95.6M	\$86.8M	\$83.4M	\$81.1M
Prior Year	\$155M	\$154M	\$146M	\$134M	\$131M	\$130M	\$128M	\$128M	\$134M	\$148M	\$155M	\$154M	\$153M
Percent Change from Prior Year	-1%	-12%	-13%	-17%	-22%	-20%	-21%	-24%	-28%	-35%	-44%	-46%	-47%

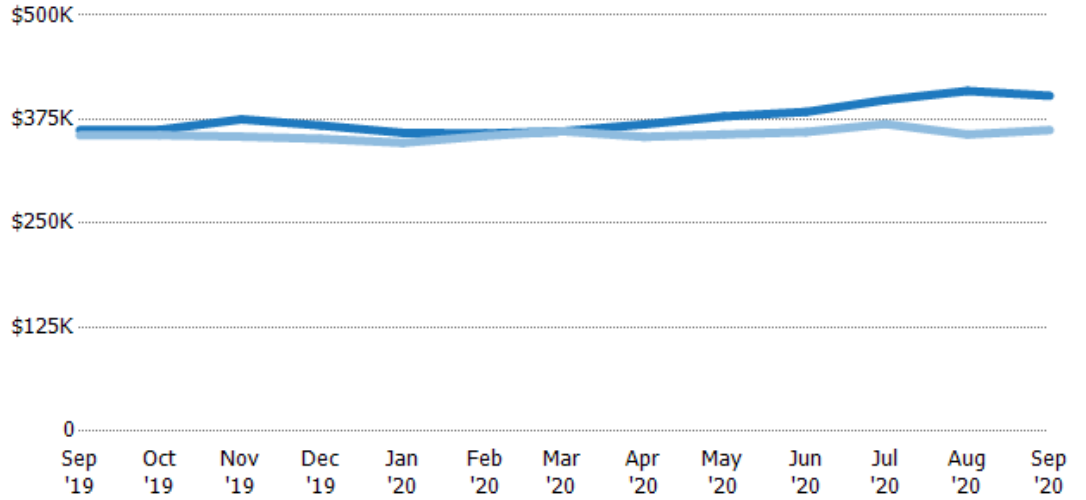
Average Listing Price

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.
Sep '20	\$403K	11.4%
Sep '19	\$362K	1.8%
Sep '18	\$356K	-8.6%



Current Year	\$362K	\$362K	\$375K	\$368K	\$359K	\$358K	\$360K	\$369K	\$378K	\$384K	\$398K	\$409K	\$403K
Prior Year	\$356K	\$356K	\$354K	\$352K	\$347K	\$355K	\$361K	\$354K	\$357K	\$360K	\$369K	\$357K	\$362K
Percent Change from Prior Year	2%	2%	6%	5%	3%	1%	0%	4%	6%	7%	8%	15%	11%

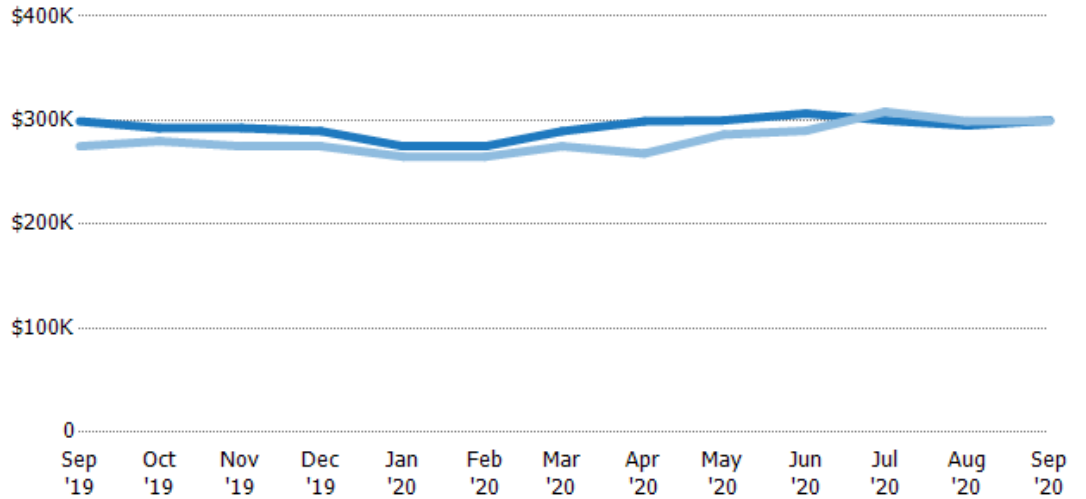
Median Listing Price

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.
Sep '20	\$300K	0.3%
Sep '19	\$299K	8.7%
Sep '18	\$275K	-9.5%



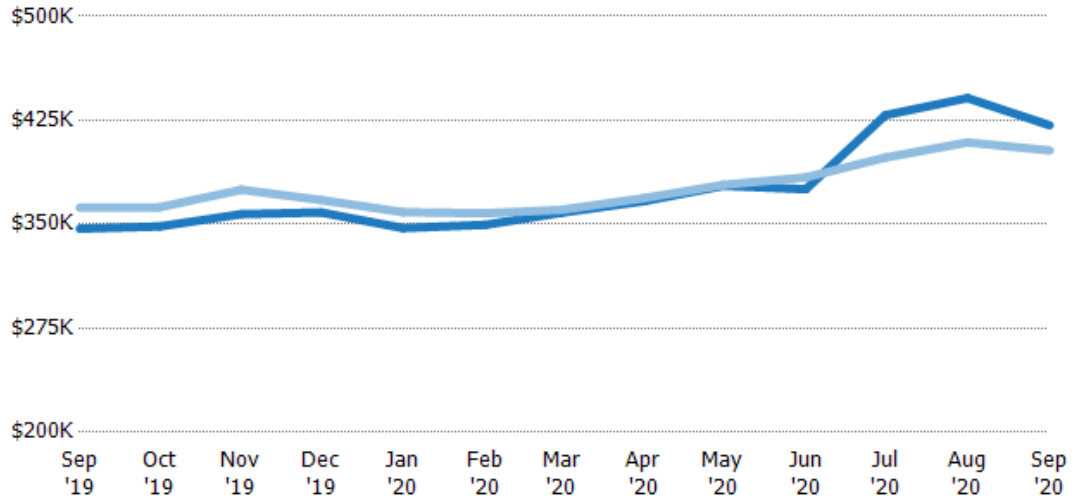
Current Year	\$299K	\$293K	\$293K	\$290K	\$275K	\$275K	\$289K	\$299K	\$300K	\$307K	\$300K	\$295K	\$300K
Prior Year	\$275K	\$280K	\$275K	\$275K	\$265K	\$265K	\$275K	\$268K	\$286K	\$290K	\$308K	\$299K	\$299K
Percent Change from Prior Year	9%	5%	6%	5%	4%	4%	5%	12%	5%	6%	-3%	-1%	0%

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



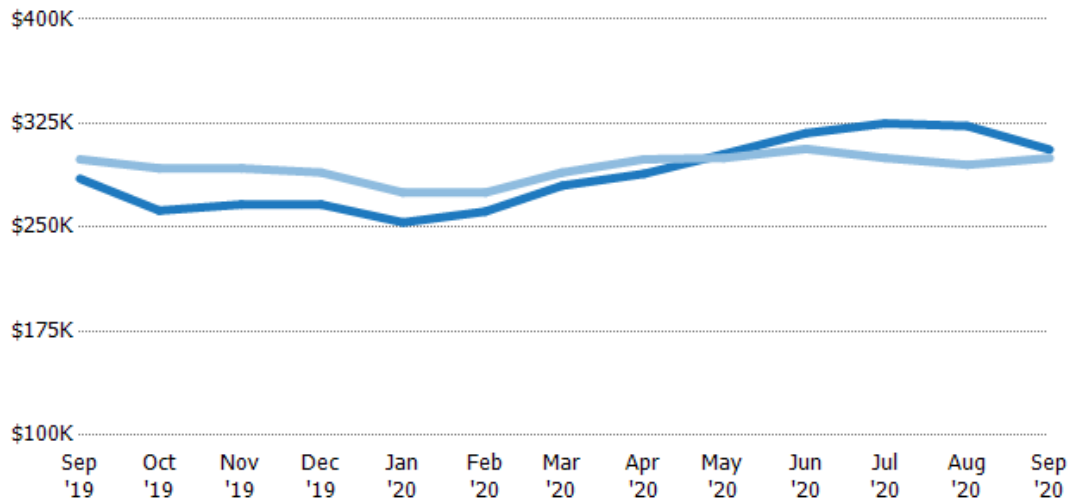
	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20
Avg Est Value	\$347K	\$348K	\$357K	\$359K	\$347K	\$350K	\$358K	\$367K	\$378K	\$375K	\$429K	\$441K	\$421K
Avg Listing Price	\$362K	\$362K	\$375K	\$368K	\$359K	\$358K	\$360K	\$369K	\$378K	\$384K	\$398K	\$409K	\$403K
Avg Listing Price as a % of Avg Est Value	104%	104%	105%	103%	103%	102%	101%	101%	100%	102%	93%	93%	96%

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



	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20
Median Est Value	\$285K	\$262K	\$266K	\$266K	\$254K	\$261K	\$280K	\$289K	\$303K	\$318K	\$325K	\$323K	\$306K
Median Listing Price	\$299K	\$293K	\$293K	\$290K	\$275K	\$275K	\$289K	\$299K	\$300K	\$307K	\$300K	\$295K	\$300K
Med Listing Price as a % of Med Est Value	105%	112%	110%	109%	108%	105%	103%	104%	99%	96%	92%	91%	98%

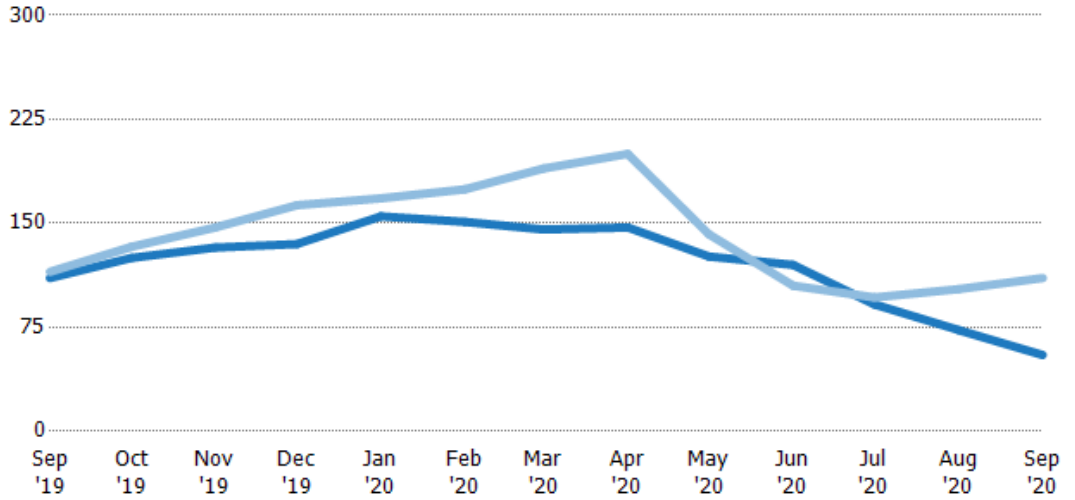
Median Days in RPR

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.
Sep '20	55	-50.2%
Sep '19	111	-3.9%
Sep '18	115	-10.4%



	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20
Current Year	111	125	133	135	155	151	146	147	126	120	91.5	73	55
Prior Year	115	133	147	163	168	175	190	200	142	105	96.5	103	111
Percent Change from Prior Year	-4%	-6%	-10%	-17%	-8%	-13%	-23%	-27%	-11%	14%	-5%	-29%	-50%

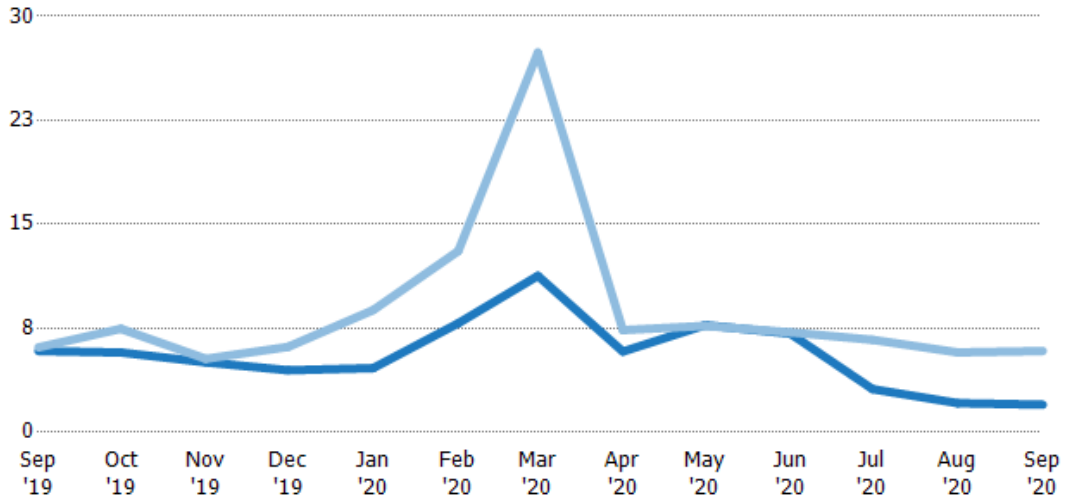
Months of Inventory

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.
Sep '20	1.99	-66%
Sep '19	5.86	-4.3%
Sep '18	6.13	6.7%



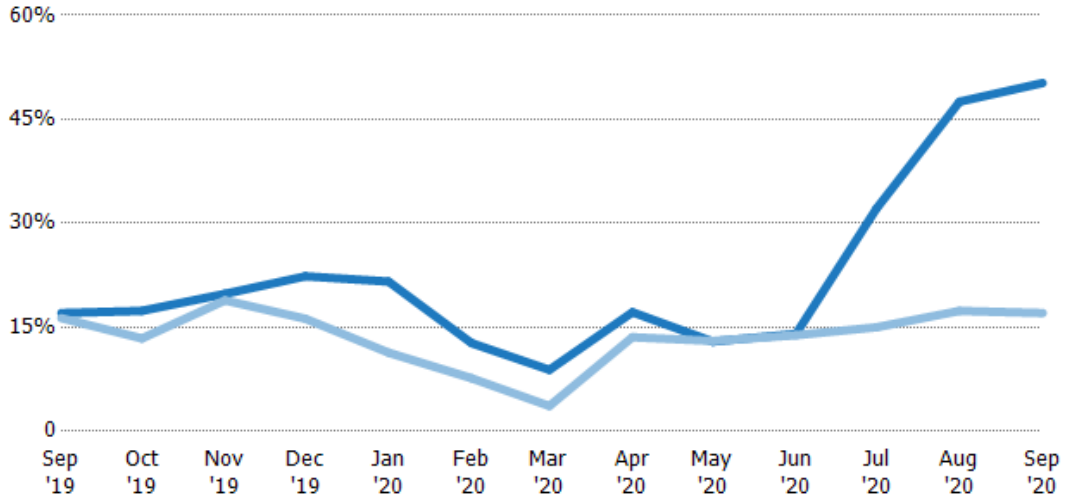
	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20
Current Year	5.86	5.75	5.04	4.47	4.63	7.86	11.3	5.82	7.73	7.11	3.11	2.1	1.99
Prior Year	6.13	7.47	5.29	6.16	8.81	13.1	27.4	7.37	7.67	7.21	6.67	5.76	5.86
Percent Change from Prior Year	-4%	-23%	-5%	-27%	-47%	-40%	-59%	-21%	1%	-1%	-53%	-63%	-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



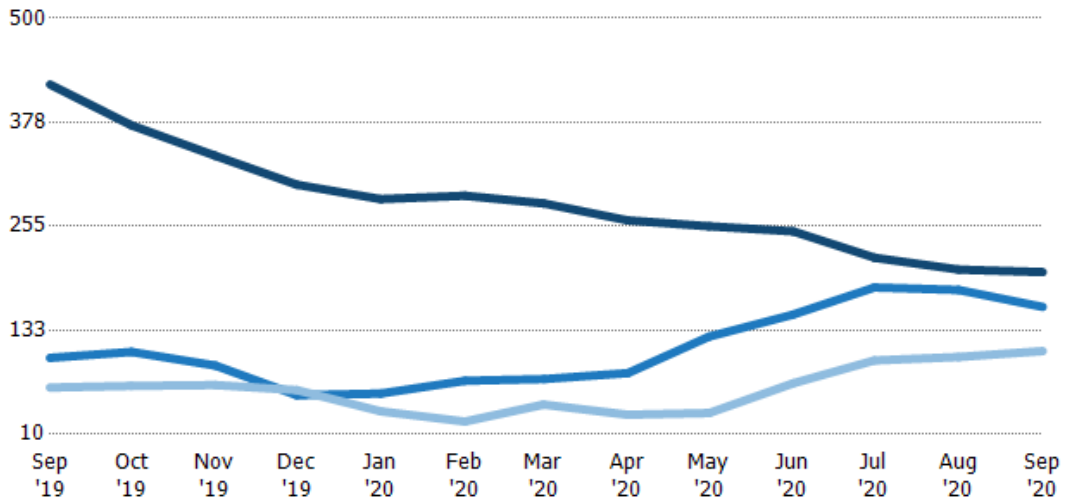
	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20
Current Year	17%	17%	20%	22%	22%	13%	9%	17%	13%	14%	32%	48%	50%
Prior Year	16%	13%	19%	16%	11%	8%	4%	14%	13%	14%	15%	17%	17%
Change from Prior Year	-1%	-4%	-1%	-6%	-10%	-5%	-5%	-4%	0%	0%	-17%	-30%	-33%

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



	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20
Active	422	374	338	304	287	291	282	262	255	249	218	204	201
Pending	100	107	91	56	58	73	75	82	125	151	183	180	160
Sold	65	67	68	62	37	25	45	33	35	70	97	101	108

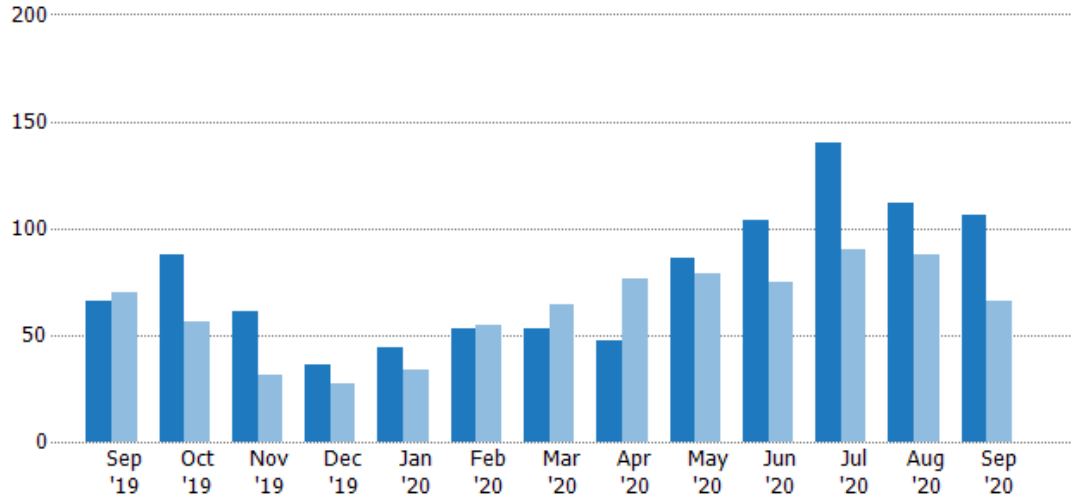
New Pending Sales

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.
Sep '20	106	60.6%
Sep '19	66	-5.7%
Sep '18	70	-11.4%



Current Year	66	88	61	36	44	53	53	47	86	104	140	112	106
Prior Year	70	56	31	27	34	55	64	76	79	75	90	88	66
Percent Change from Prior Year	-6%	57%	97%	33%	29%	-4%	-17%	-38%	9%	39%	56%	27%	61%

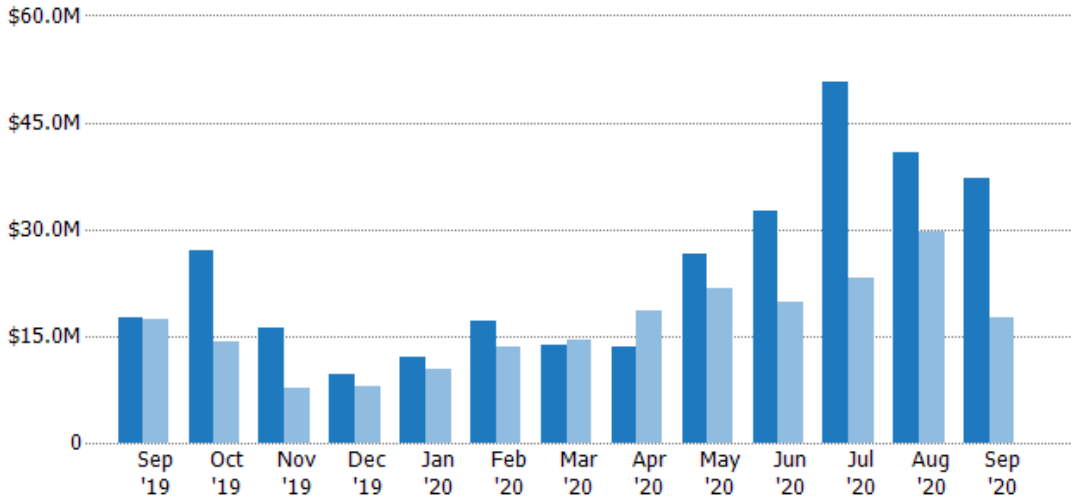
New Pending Sales Volume

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.
Sep '20	\$37.2M	111.9%
Sep '19	\$17.6M	1%
Sep '18	\$17.4M	-11.1%



Current Year	\$17.6M	\$27M	\$16.2M	\$9.55M	\$12M	\$17.1M	\$13.6M	\$13.4M	\$26.5M	\$32.7M	\$50.6M	\$40.7M	\$37.2M
Prior Year	\$17.4M	\$14.3M	\$7.67M	\$7.88M	\$10.2M	\$13.5M	\$14.5M	\$18.7M	\$21.8M	\$19.9M	\$23.3M	\$29.7M	\$17.6M
Percent Change from Prior Year	1%	89%	112%	21%	18%	27%	-6%	-28%	22%	64%	117%	37%	112%

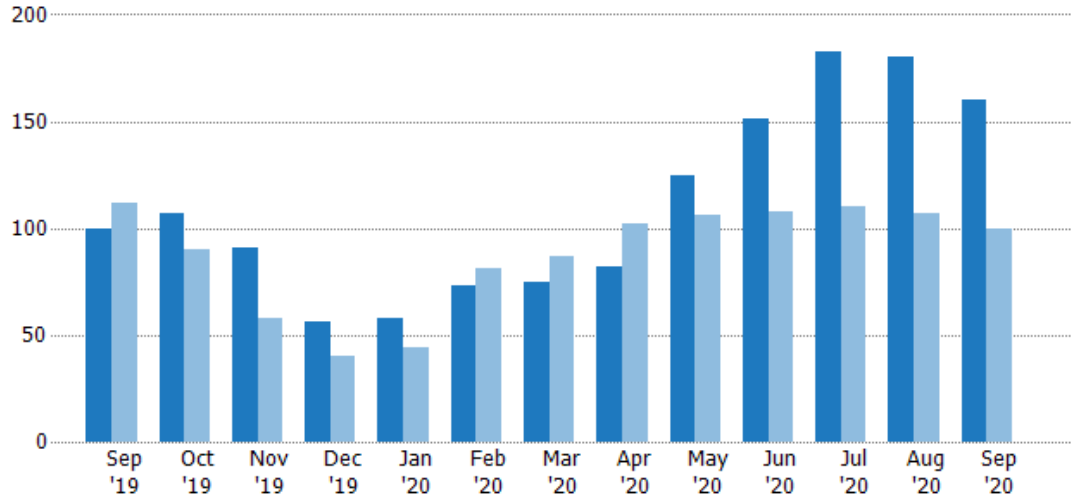
Pending Sales

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.
Sep '20	160	60%
Sep '19	100	-10.7%
Sep '18	112	-19.6%



Current Year	100	107	91	56	58	73	75	82	125	151	183	180	160
Prior Year	112	90	58	40	44	81	87	102	106	108	110	107	100
Percent Change from Prior Year	-11%	19%	57%	40%	32%	-10%	-14%	-20%	18%	40%	66%	68%	60%

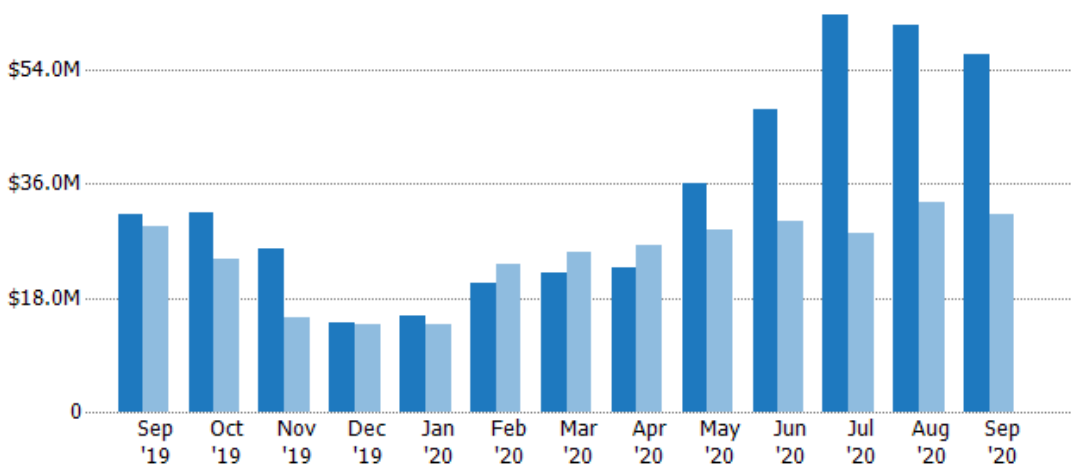
Pending Sales Volume

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.
Sep '20	\$56.4M	80.7%
Sep '19	\$31.2M	6.2%
Sep '18	\$29.4M	-20.6%



Current Year	\$31.2M	\$31.5M	\$25.7M	\$14.2M	\$15.1M	\$20.3M	\$22M	\$22.7M	\$36M	\$47.6M	\$62.7M	\$61.1M	\$56.4M
Prior Year	\$29.4M	\$24.1M	\$15M	\$13.9M	\$13.8M	\$23.2M	\$25.2M	\$26.2M	\$28.6M	\$30.2M	\$28.1M	\$33.2M	\$31.2M
Percent Change from Prior Year	6%	31%	72%	2%	10%	-12%	-13%	-13%	26%	58%	123%	84%	81%

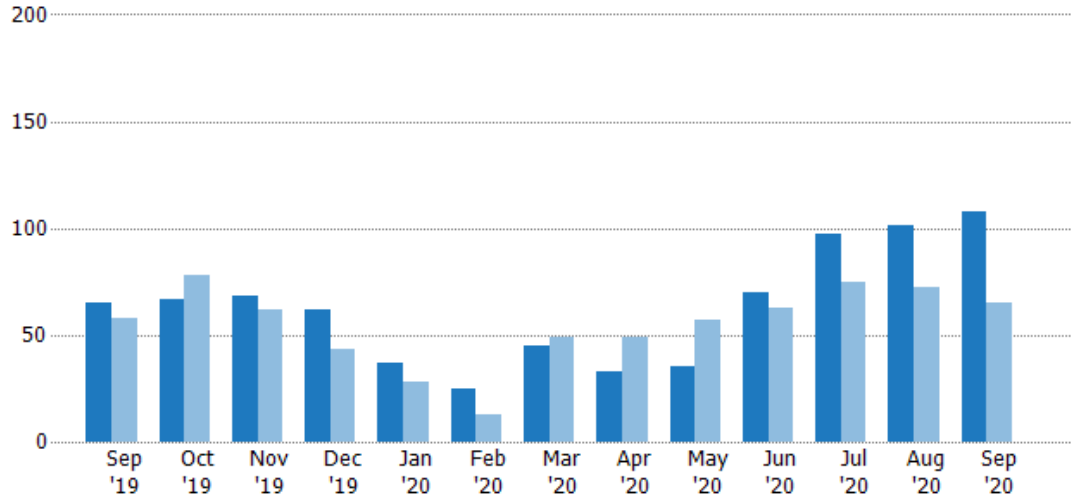
Closed Sales

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.
Sep '20	108	66.2%
Sep '19	65	12.1%
Sep '18	58	3.4%



	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20
Current Year	65	67	68	62	37	25	45	33	35	70	97	101	108
Prior Year	58	78	62	43	28	13	49	49	57	63	75	72	65
Percent Change from Prior Year	12%	-14%	10%	44%	32%	92%	-8%	-33%	-39%	11%	29%	40%	66%

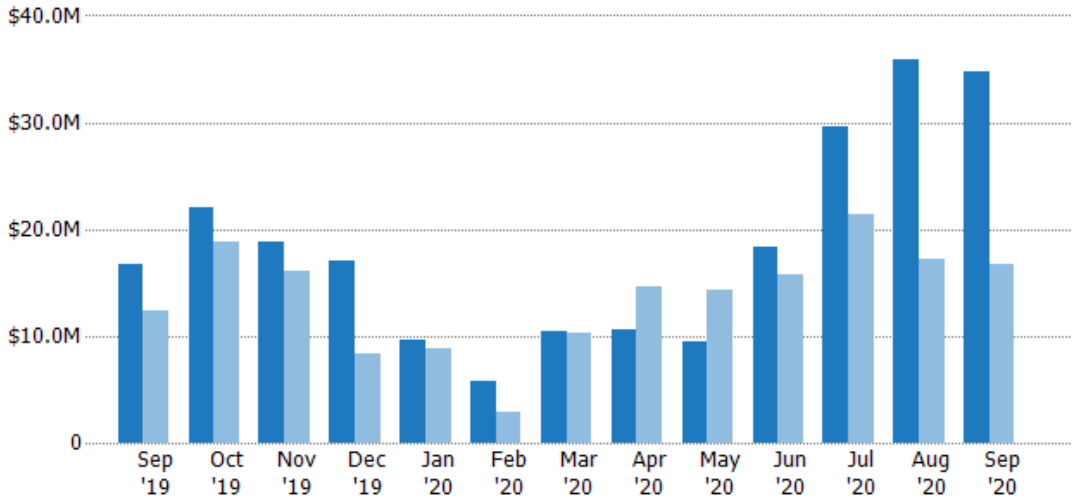
Closed Sales Volume

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.
Sep '20	\$34.7M	106.9%
Sep '19	\$16.8M	35.8%
Sep '18	\$12.4M	-8.6%



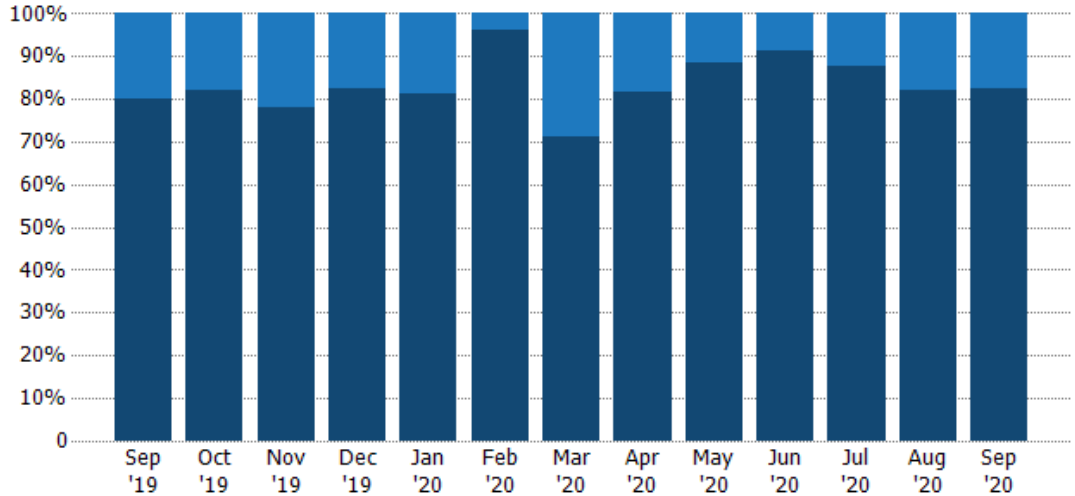
	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20
Current Year	\$16.8M	\$22M	\$18.7M	\$17M	\$9.64M	\$5.79M	\$10.5M	\$10.5M	\$9.49M	\$18.3M	\$29.7M	\$35.9M	\$34.7M
Prior Year	\$12.4M	\$18.8M	\$16.1M	\$8.37M	\$8.79M	\$2.94M	\$10.3M	\$14.6M	\$14.2M	\$15.8M	\$21.4M	\$17.1M	\$16.8M
Percent Change from Prior Year	36%	17%	17%	103%	10%	97%	1%	-28%	-33%	16%	39%	110%	107%

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



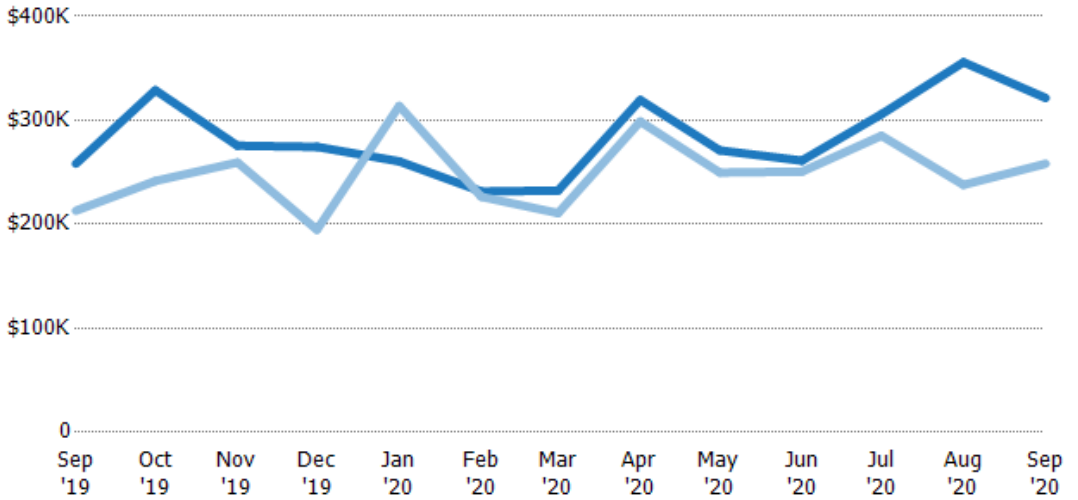
Condo/Townhouse	20%	18%	22%	18%	19%	4%	29%	18%	11%	9%	12%	18%	18%
Single Family Residence	80%	82%	78%	82%	81%	96%	71%	82%	89%	91%	88%	82%	82%

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	\$258K	\$329K	\$276K	\$274K	\$261K	\$232K	\$232K	\$320K	\$271K	\$261K	\$306K	\$356K	\$321K
Prior Year	\$213K	\$242K	\$259K	\$195K	\$314K	\$226K	\$211K	\$299K	\$250K	\$251K	\$285K	\$238K	\$258K
Percent Change from Prior Year	21%	36%	6%	41%	-17%	2%	10%	7%	9%	4%	7%	50%	25%

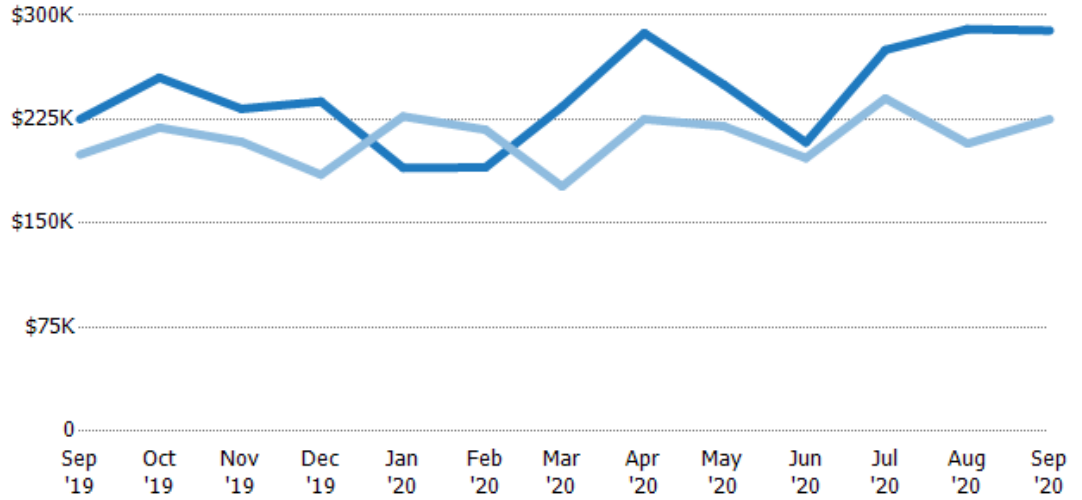
Median Sales Price

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.
Sep '20	\$289K	28.4%
Sep '19	\$225K	12.8%
Sep '18	\$200K	-4.8%



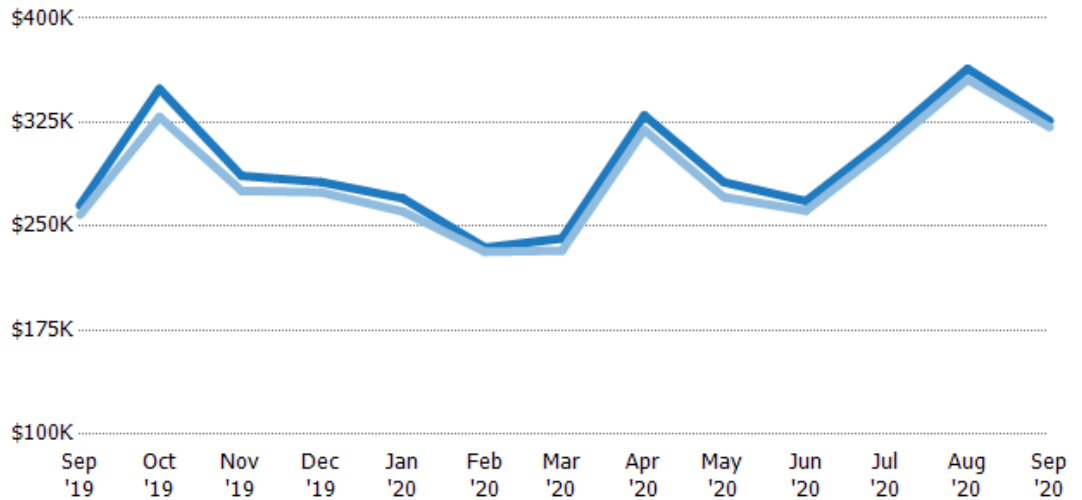
Current Year	\$225K	\$255K	\$233K	\$238K	\$190K	\$190K	\$234K	\$287K	\$250K	\$208K	\$275K	\$290K	\$289K
Prior Year	\$200K	\$219K	\$209K	\$185K	\$227K	\$218K	\$177K	\$225K	\$220K	\$197K	\$240K	\$208K	\$225K
Percent Change from Prior Year	13%	16%	11%	29%	-16%	-13%	33%	28%	14%	6%	15%	40%	28%

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



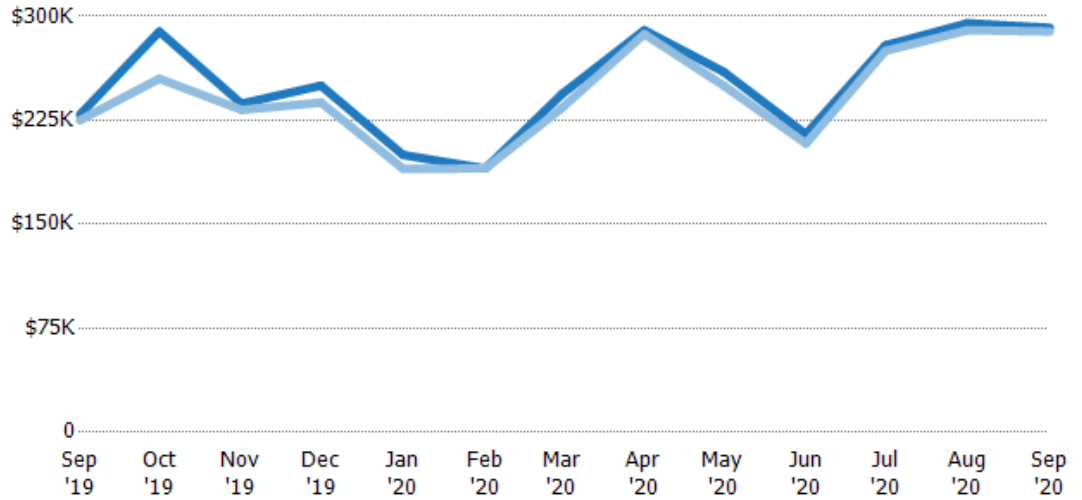
Avg List Price	\$265K	\$349K	\$286K	\$282K	\$270K	\$235K	\$241K	\$330K	\$282K	\$268K	\$313K	\$364K	\$326K
Avg Sales Price	\$258K	\$329K	\$276K	\$274K	\$261K	\$232K	\$232K	\$320K	\$271K	\$261K	\$306K	\$356K	\$321K
Avg Sales Price as a % of Avg List Price	97%	94%	96%	97%	96%	99%	96%	97%	96%	97%	98%	98%	99%

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



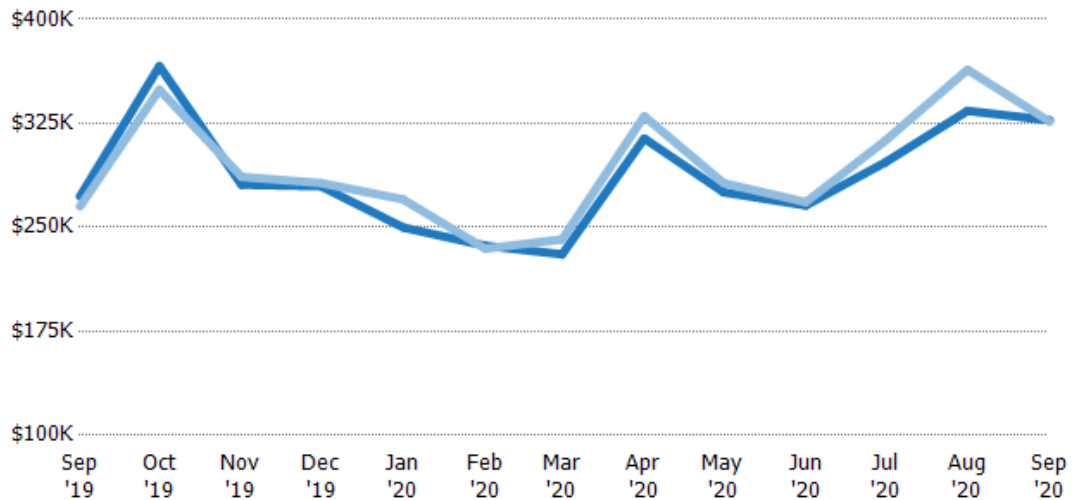
	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20
Median List Price	\$229K	\$289K	\$237K	\$250K	\$200K	\$190K	\$244K	\$290K	\$260K	\$215K	\$279K	\$295K	\$292K
Median Sales Price	\$225K	\$255K	\$233K	\$238K	\$190K	\$190K	\$234K	\$287K	\$250K	\$208K	\$275K	\$290K	\$289K
Med Sales Price as a % of Med List Price	98%	88%	98%	95%	95%	100%	96%	99%	96%	97%	99%	98%	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



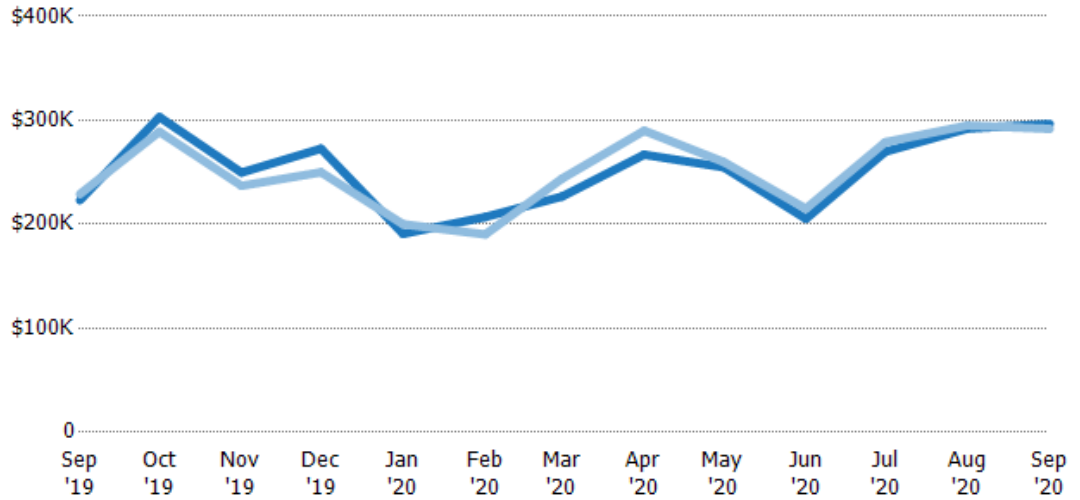
	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20
Avg Est Value	\$272K	\$366K	\$281K	\$280K	\$250K	\$237K	\$230K	\$314K	\$275K	\$266K	\$297K	\$334K	\$327K
Avg Sales Price	\$265K	\$349K	\$286K	\$282K	\$270K	\$235K	\$241K	\$330K	\$282K	\$268K	\$313K	\$364K	\$326K
Avg Sales Price as a % of Avg Est Value	97%	95%	102%	101%	108%	99%	105%	105%	102%	101%	105%	109%	100%

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



	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20
Median Est Value	\$223K	\$303K	\$250K	\$273K	\$191K	\$207K	\$227K	\$267K	\$255K	\$205K	\$270K	\$292K	\$297K
Median Sales Price	\$229K	\$289K	\$237K	\$250K	\$200K	\$190K	\$244K	\$290K	\$260K	\$215K	\$279K	\$295K	\$292K
Med Sales Price as a % of Med Est Value	103%	95%	95%	92%	105%	92%	108%	109%	102%	105%	103%	101%	98%