

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	137	63	+117.5%	816	751	+8.7%
New Listing Volume	\$51,401,428	\$15,907,699	+223.1%	\$308,387,315	\$244,675,240	+26%
Active Listing Count	294	591	-50.3%	N/A	N/A	
Active Listing Volume	\$167,897,526	\$232,939,291	-27.9%	N/A	N/A	
Average Listing Price	\$571,080	\$394,144	+44.9%	\$479,118	\$398,819	+20.1%
Median Listing Price	\$327,500	\$284,900	+15%	\$301,021	\$285,252	+5.5%
Median Days in RPR	62	139	-55.4%	132.36	163.63	-19.1%
Months of Inventory	3.2	10	-67.7%	7.9	11.3	-29.7%
Absorption Rate	30.95%	9.98%	+21%	12.61%	8.87%	+3.7%
Sales Activity Charts Metrics						
New Pending Sales Count	172	85	+102.4%	925	605	+52.9%
New Pending Sales Volume	\$57,244,493	\$22,810,899	+151%	\$303,705,483	\$162,858,891	+86.5%
Pending Sales Count	283	114	+148.2%	N/A	N/A	
Pending Sales Volume	\$103,589,889	\$35,709,399	+190.1%	N/A	N/A	
Closed Sales Count	131	64	+104.7%	567	459	+23.5%
Closed Sales Volume	\$46,318,315	\$18,680,149	+148%	\$166,136,841	\$112,885,525	+47.2%
Average Sales Price	\$353,575	\$291,877	+21.1%	\$293,010	\$245,938	+19.1%
Median Sales Price	\$279,000	\$214,500	+30.1%	\$236,274	\$209,580	+12.7%

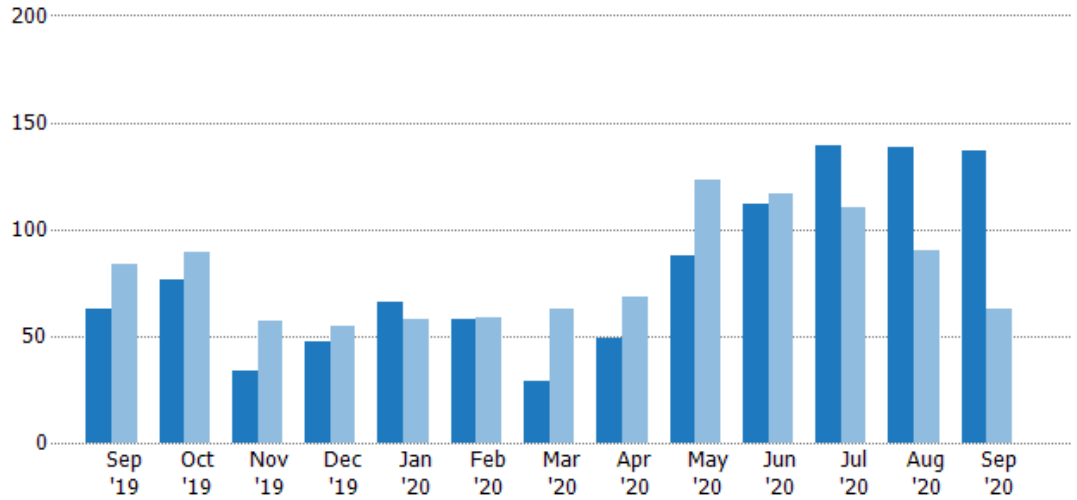
New Listings

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.
Sep '20	137	117.5%
Sep '19	63	-25%
Sep '18	84	16.7%



	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	63	76	34	47	66	58	29	49	88	112	139	138	137
Prior Year	84	89	57	55	58	59	63	68	123	117	110	90	63
Percent Change from Prior Year	-25%	-15%	-40%	-15%	14%	-2%	-54%	-28%	-28%	-4%	26%	53%	117%

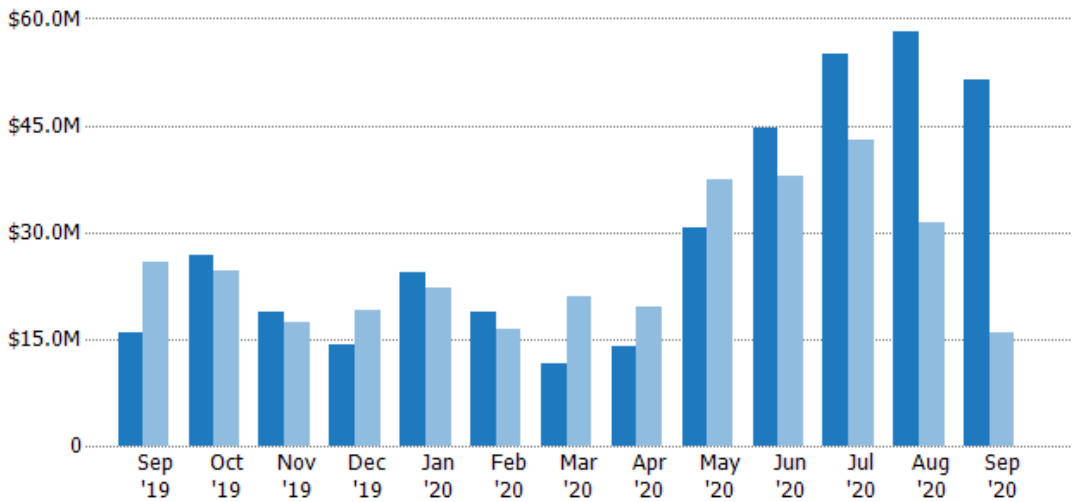
New Listing Volume

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.
Sep '20	\$51.4M	223.1%
Sep '19	\$15.9M	-38.3%
Sep '18	\$25.8M	21.7%



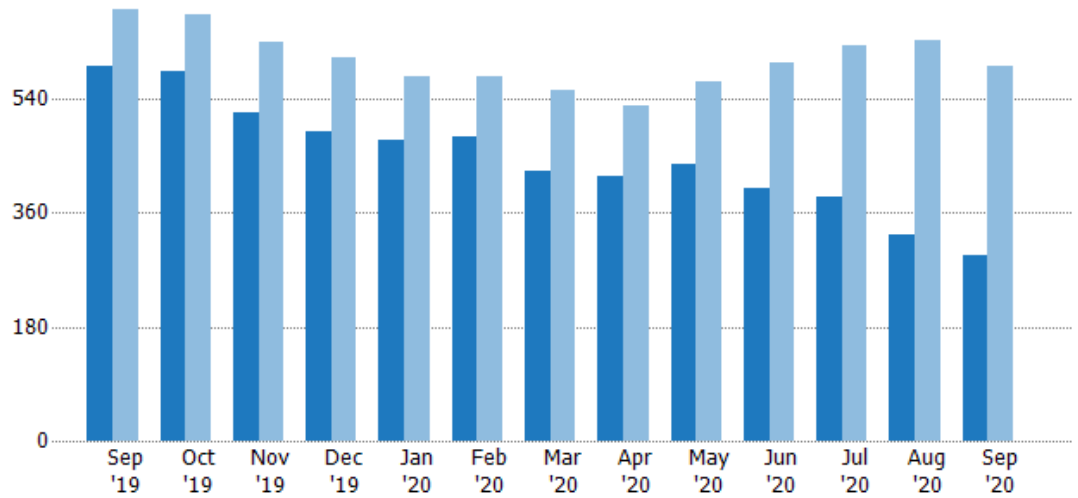
	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20
Current Year	\$15.9M	\$26.7M	\$18.9M	\$14.3M	\$24.4M	\$18.8M	\$11.5M	\$14M	\$30.6M	\$44.5M	\$55.1M	\$58.1M	\$51.4M
Prior Year	\$25.8M	\$24.6M	\$17.3M	\$19.1M	\$22.1M	\$16.3M	\$21.1M	\$19.6M	\$37.4M	\$37.9M	\$43.1M	\$31.3M	\$15.9M
Percent Change from Prior Year	-38%	8%	9%	-25%	10%	15%	-45%	-29%	-18%	17%	28%	86%	223%

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



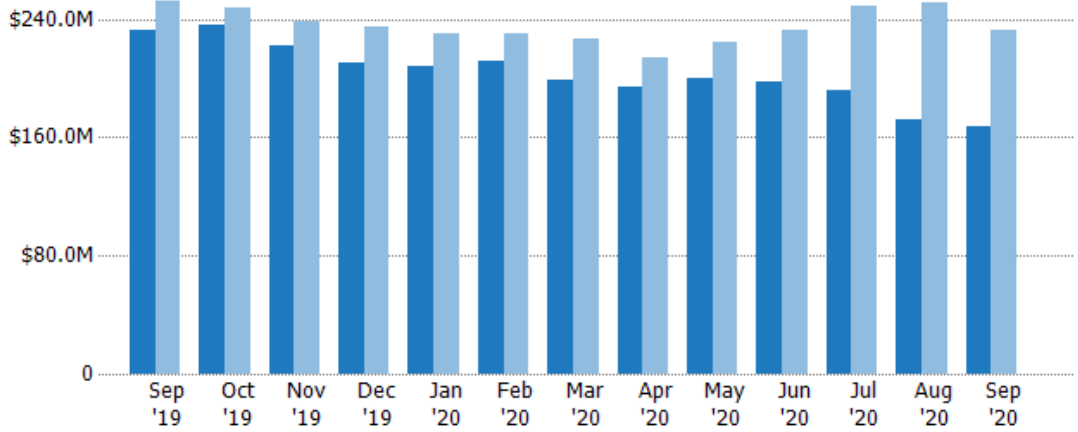
	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20
Current Year	591	583	518	488	476	479	426	417	436	400	386	326	294
Prior Year	681	672	630	606	574	576	554	530	566	597	624	632	591
Percent Change from Prior Year	-13%	-13%	-18%	-19%	-17%	-17%	-23%	-21%	-23%	-33%	-38%	-48%	-50%

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



	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	\$233M	\$236M	\$222M	\$210M	\$209M	\$211M	\$199M	\$194M	\$200M	\$198M	\$192M	\$172M	\$168M
Prior Year	\$252M	\$248M	\$239M	\$234M	\$230M	\$230M	\$227M	\$214M	\$224M	\$233M	\$248M	\$251M	\$233M
Percent Change from Prior Year	-8%	-5%	-7%	-10%	-9%	-8%	-13%	-9%	-11%	-15%	-23%	-31%	-28%

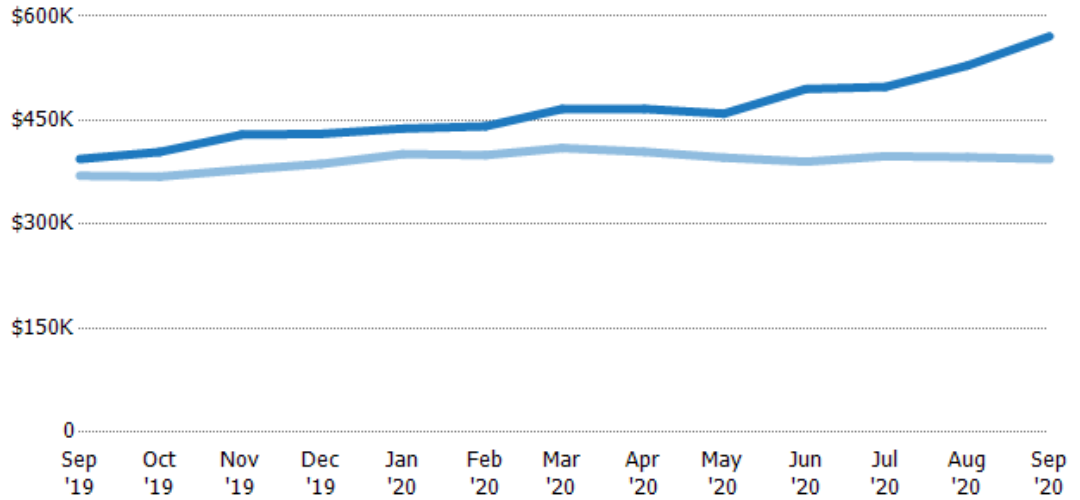
Average Listing Price

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.
Sep '20	\$571K	44.9%
Sep '19	\$394K	6.5%
Sep '18	\$370K	-0.2%



Current Year	\$394K	\$404K	\$429K	\$430K	\$438K	\$441K	\$466K	\$466K	\$459K	\$495K	\$498K	\$529K	\$571K
Prior Year	\$370K	\$369K	\$379K	\$387K	\$401K	\$400K	\$410K	\$405K	\$396K	\$390K	\$398K	\$397K	\$394K
Percent Change from Prior Year	7%	10%	13%	11%	9%	10%	14%	15%	16%	27%	25%	33%	45%

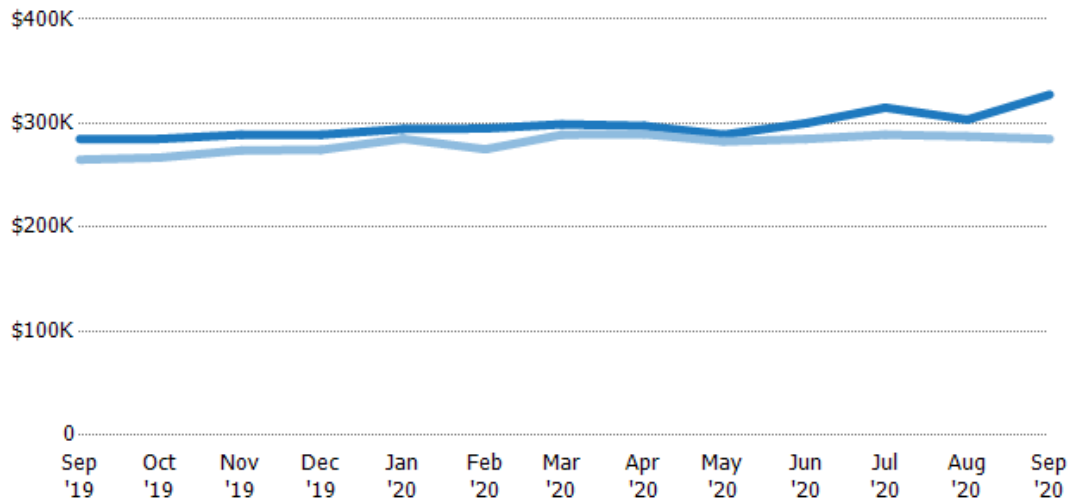
Median Listing Price

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.
Sep '20	\$328K	15%
Sep '19	\$285K	7.5%
Sep '18	\$265K	-7.5%



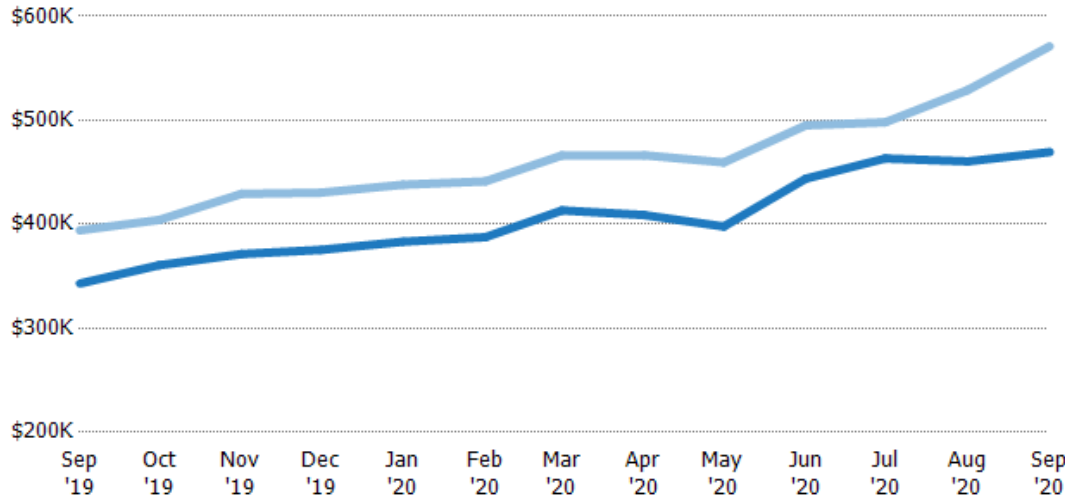
Current Year	\$285K	\$285K	\$289K	\$289K	\$294K	\$295K	\$299K	\$298K	\$289K	\$300K	\$315K	\$304K	\$328K
Prior Year	\$265K	\$267K	\$274K	\$275K	\$285K	\$275K	\$289K	\$290K	\$282K	\$285K	\$289K	\$287K	\$285K
Percent Change from Prior Year	8%	7%	5%	5%	3%	7%	3%	3%	2%	5%	9%	6%	15%

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



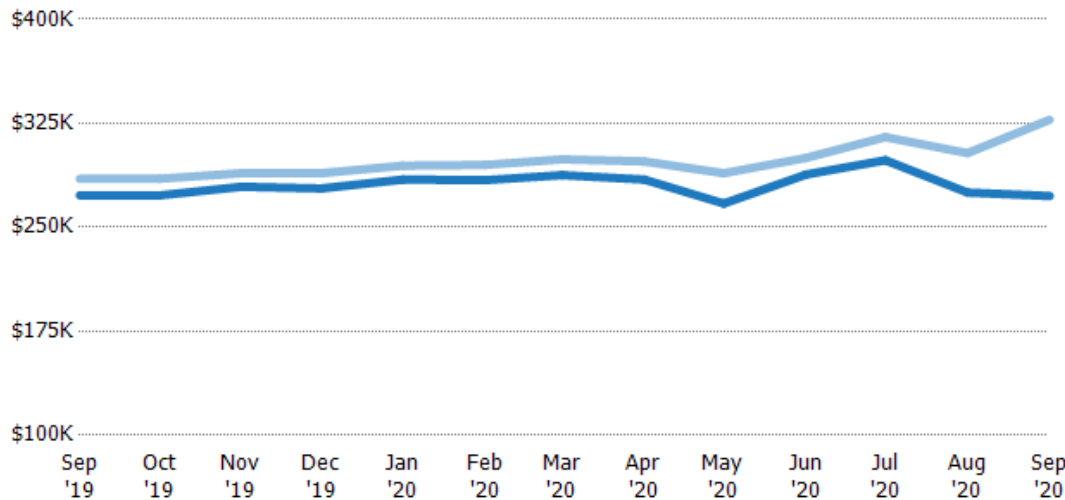
	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20
Avg Est Value	\$343K	\$361K	\$371K	\$375K	\$383K	\$388K	\$413K	\$409K	\$398K	\$444K	\$463K	\$460K	\$469K
Avg Listing Price	\$394K	\$404K	\$429K	\$430K	\$438K	\$441K	\$466K	\$466K	\$459K	\$495K	\$498K	\$529K	\$571K
Avg Listing Price as a % of Avg Est Value	115%	112%	116%	115%	114%	114%	113%	114%	115%	112%	108%	115%	122%

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



	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	\$273K	\$273K	\$279K	\$278K	\$284K	\$284K	\$288K	\$284K	\$267K	\$288K	\$298K	\$275K	\$273K
Median Listing Price	\$285K	\$285K	\$289K	\$289K	\$294K	\$295K	\$299K	\$298K	\$289K	\$300K	\$315K	\$304K	\$328K
Med Listing Price as a % of Med Est Value	104%	104%	103%	104%	104%	104%	104%	105%	108%	104%	106%	110%	120%

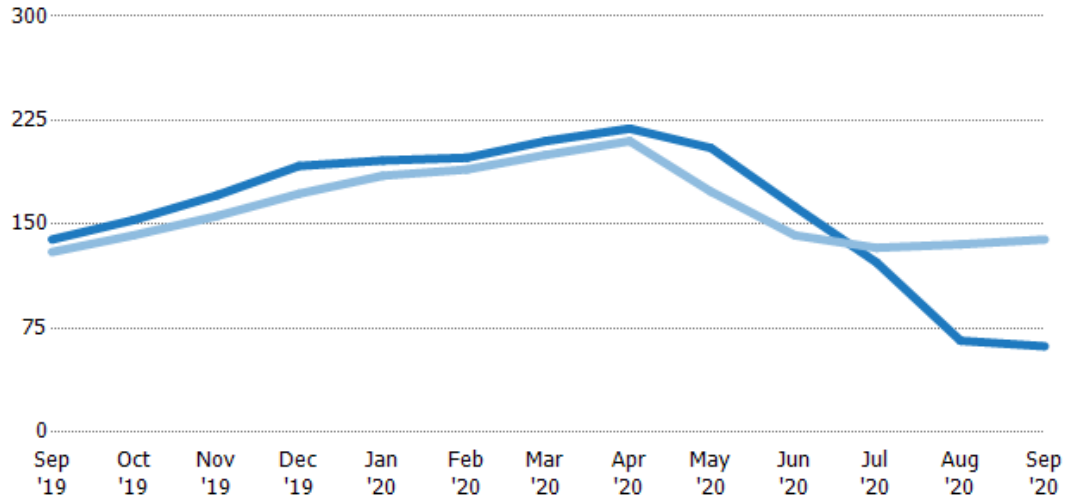
Median Days in RPR

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.
Sep '20	62	-55.4%
Sep '19	139	6.9%
Sep '18	130	-13.1%



Current Year	139	153	171	192	196	198	210	219	205	163	123	66	62
Prior Year	130	142	156	172	185	190	200	210	174	142	133	136	139
Percent Change from Prior Year	7%	8%	10%	12%	6%	4%	5%	4%	18%	14%	-8%	-51%	-55%

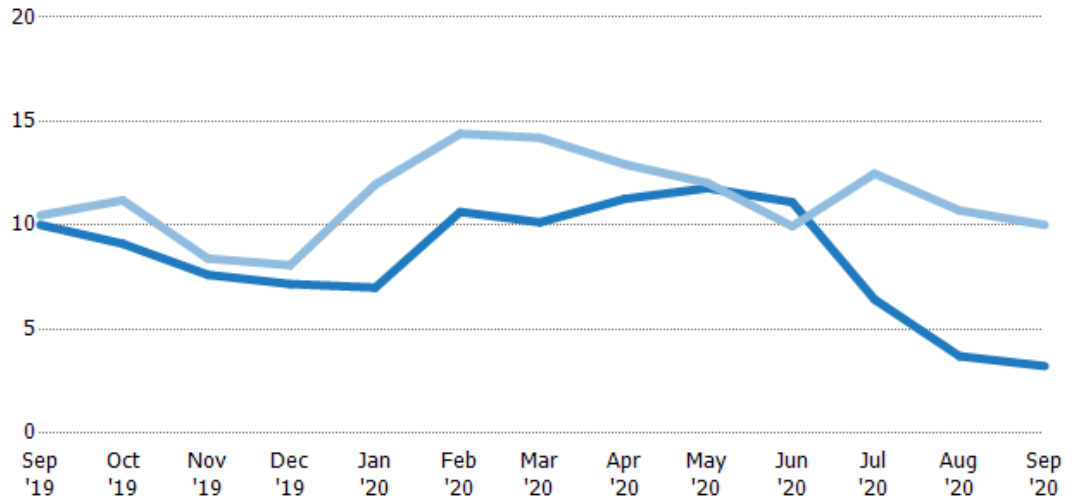
Months of Inventory

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.
Sep '20	3.23	-67.7%
Sep '19	10	-4.4%
Sep '18	10.5	12.9%



Current Year	10	9.11	7.62	7.18	7	10.6	10.1	11.3	11.8	11.1	6.43	3.7	3.23
Prior Year	10.5	11.2	8.4	8.08	12	14.4	14.2	12.9	12	9.95	12.5	10.7	10
Percent Change from Prior Year	-4%	-19%	-9%	-11%	-41%	-26%	-29%	-13%	-2%	12%	-48%	-65%	-68%

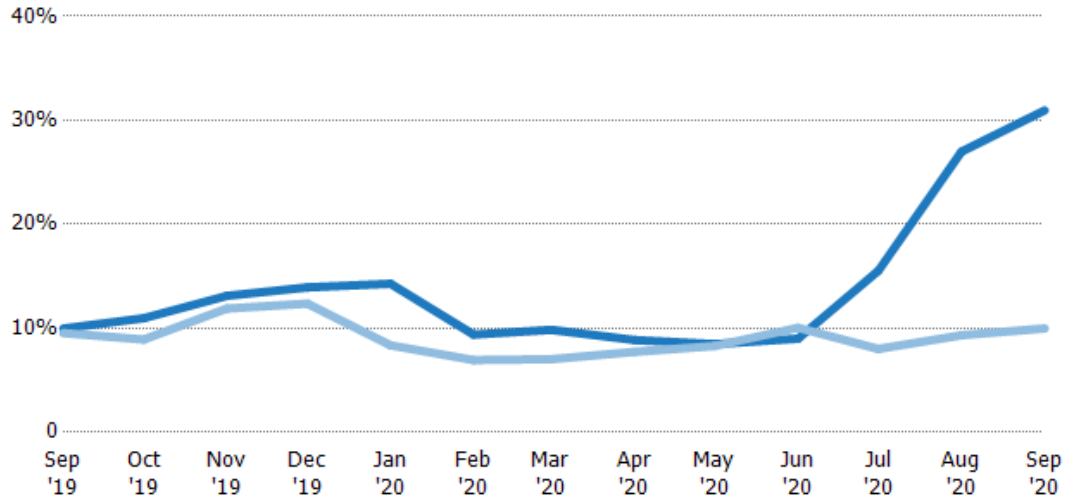
Absorption Rate

The percentage of inventory sold per month.

Filters Used

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

Month/ Year	Rate	Chg.
Sep '20	31%	-21%
Sep '19	10%	-0.4%
Sep '18	10%	-11.4%



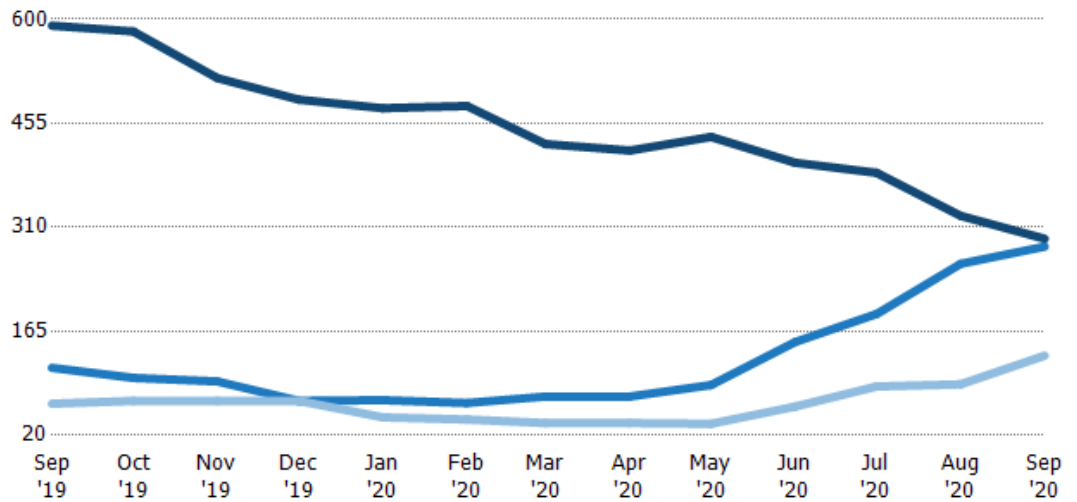
Current Year	10%	11%	13%	14%	14%	9%	10%	9%	8%	9%	16%	27%	31%
Prior Year	10%	9%	12%	12%	8%	7%	7%	8%	8%	10%	8%	9%	10%
Change from Prior Year	0%	-2%	-1%	-2%	-6%	-2%	-3%	-1%	0%	1%	-8%	-18%	-21%

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



Active	591	583	518	488	476	479	426	417	436	400	386	326	294
Pending	114	100	95	68	69	65	74	74	90	150	189	259	283
Sold	64	68	68	68	45	42	37	37	36	60	88	91	131

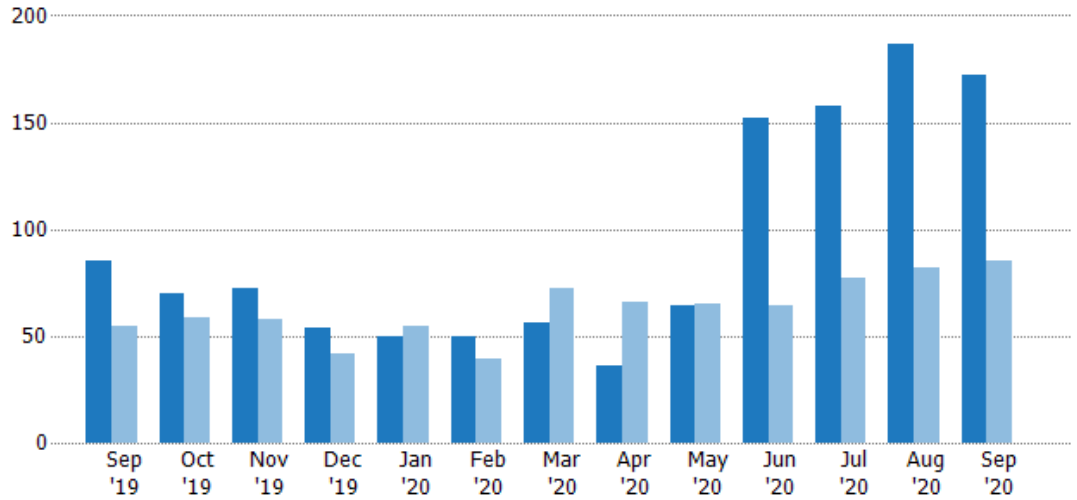
New Pending Sales

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.
Sep '20	172	102.4%
Sep '19	85	54.5%
Sep '18	55	-3.6%



Current Year	85	70	72	54	50	50	56	36	64	152	158	187	172
Prior Year	55	59	58	42	55	39	72	66	65	64	77	82	85
Percent Change from Prior Year	55%	19%	24%	29%	-9%	28%	-22%	-45%	-2%	138%	105%	128%	102%

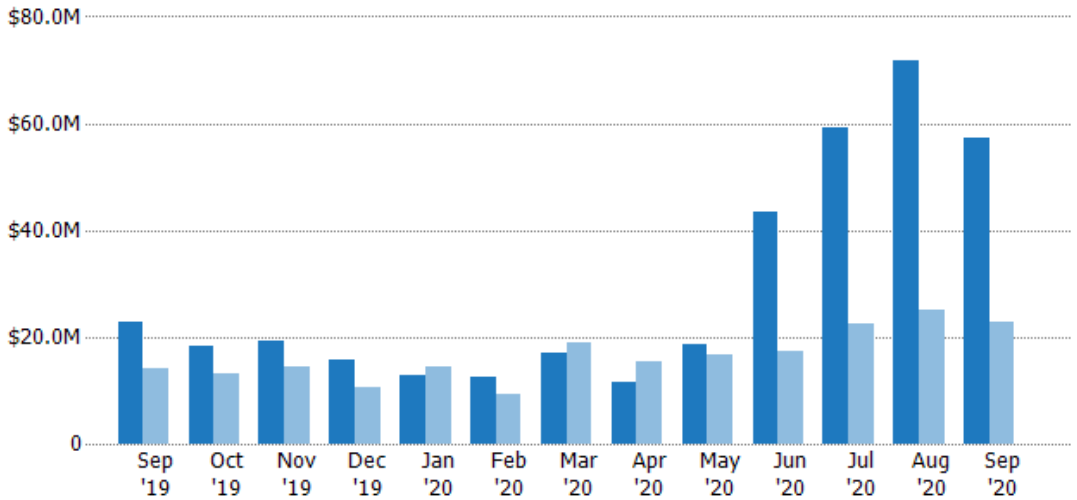
New Pending Sales Volume

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.
Sep '20	\$57.2M	151%
Sep '19	\$22.8M	62.4%
Sep '18	\$14M	1.9%



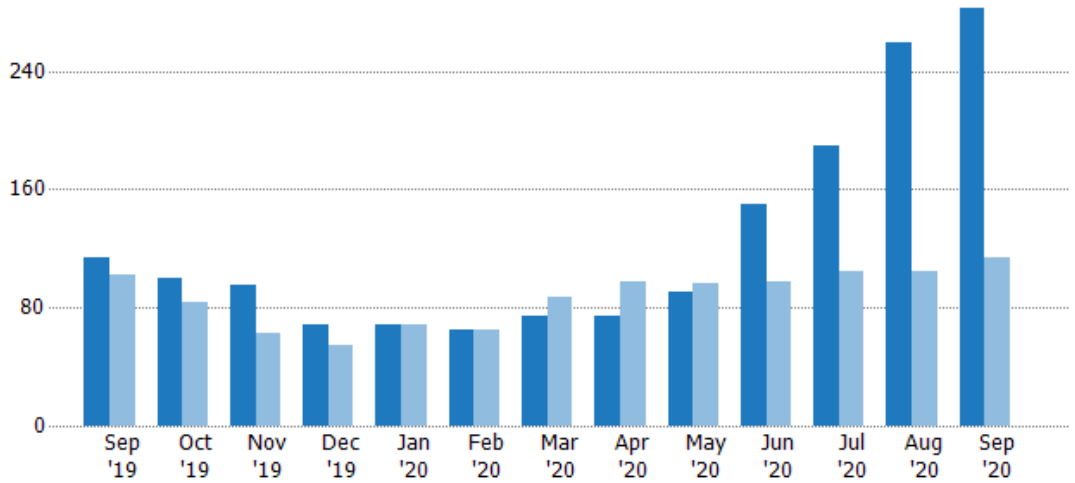
Current Year	\$22.8M	\$18.4M	\$19.2M	\$15.7M	\$12.7M	\$12.5M	\$16.9M	\$11.6M	\$18.5M	\$43.5M	\$59.1M	\$71.6M	\$57.2M
Prior Year	\$14M	\$13.1M	\$14.5M	\$10.4M	\$14.5M	\$9.44M	\$18.9M	\$15.5M	\$16.9M	\$17.4M	\$22.4M	\$25.1M	\$22.8M
Percent Change from Prior Year	62%	41%	32%	50%	-12%	32%	-11%	-25%	10%	150%	164%	186%	151%

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



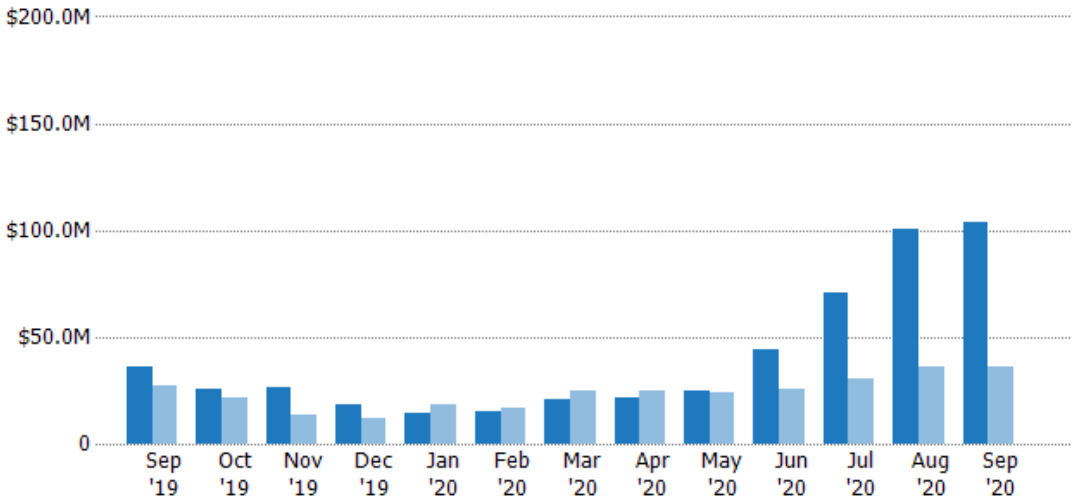
	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20
Current Year	114	100	95	68	69	65	74	74	90	150	189	259	283
Prior Year	102	84	63	54	68	65	87	98	96	98	104	105	114
Percent Change from Prior Year	12%	19%	51%	26%	1%	0%	-15%	-24%	-6%	53%	82%	147%	148%

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



	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	\$35.7M	\$25.8M	\$26.2M	\$18.3M	\$14.6M	\$15.6M	\$20.5M	\$21.4M	\$24.7M	\$44.5M	\$71M	\$100M	\$104M
Prior Year	\$27.3M	\$21.3M	\$13.5M	\$12.3M	\$18.7M	\$17.1M	\$24.4M	\$25.2M	\$24.3M	\$26M	\$30.1M	\$35.9M	\$35.7M
Percent Change from Prior Year	31%	21%	95%	49%	-22%	-9%	-16%	-15%	2%	71%	136%	179%	190%

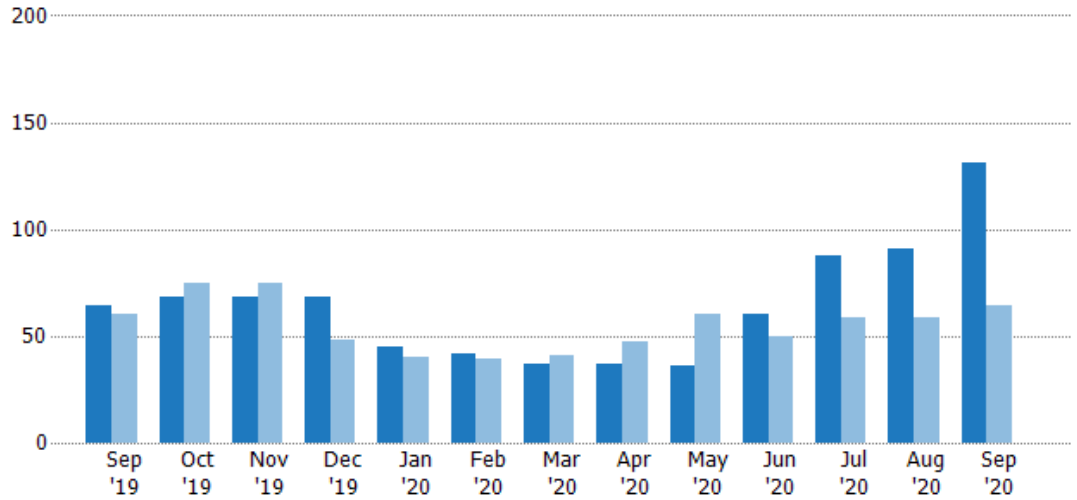
Closed Sales

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.
Sep '20	131	104.7%
Sep '19	64	6.7%
Sep '18	60	-3.3%



Current Year	64	68	68	68	45	42	37	37	36	60	88	91	131
Prior Year	60	75	75	48	40	39	41	47	60	50	59	59	64
Percent Change from Prior Year	7%	-9%	-9%	42%	13%	8%	-10%	-21%	-40%	20%	49%	54%	105%

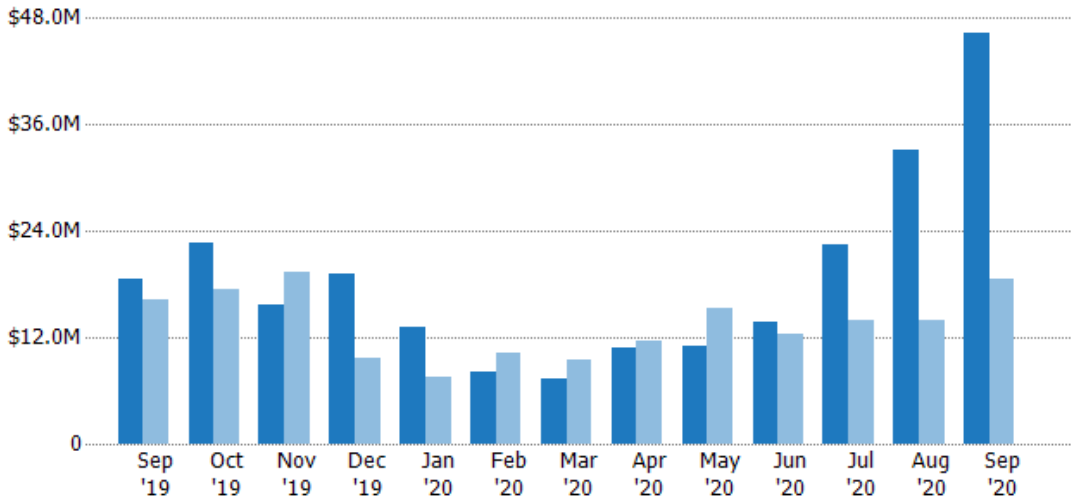
Closed Sales Volume

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.
Sep '20	\$46.3M	148%
Sep '19	\$18.7M	14.7%
Sep '18	\$16.3M	8.2%



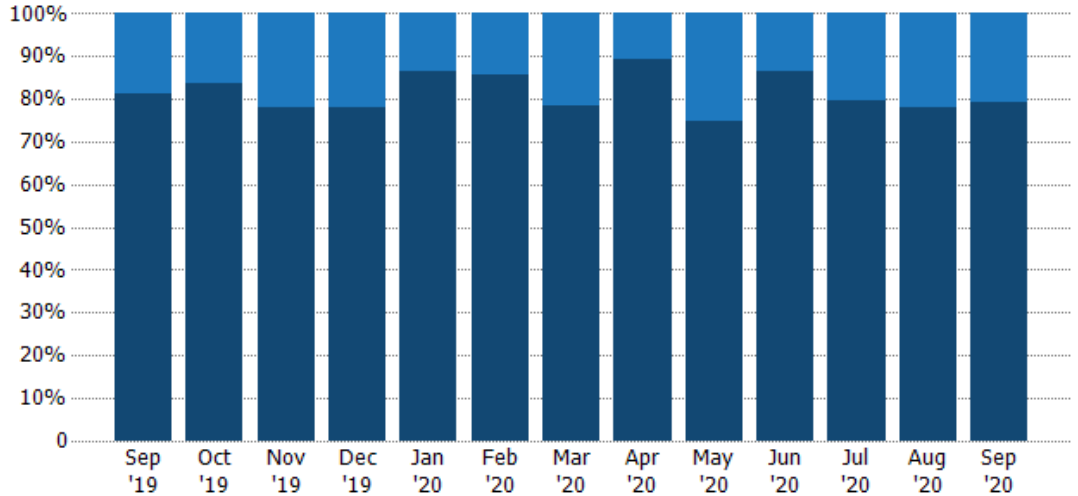
Current Year	\$18.7M	\$22.7M	\$15.7M	\$19.2M	\$13.1M	\$8.12M	\$7.41M	\$10.8M	\$11.1M	\$13.7M	\$22.6M	\$33.1M	\$46.3M
Prior Year	\$16.3M	\$17.5M	\$19.4M	\$9.58M	\$7.45M	\$10.3M	\$9.46M	\$11.6M	\$15.2M	\$12.4M	\$13.9M	\$13.9M	\$18.7M
Percent Change from Prior Year	15%	30%	-19%	100%	76%	-21%	-22%	-8%	-27%	10%	63%	138%	148%

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



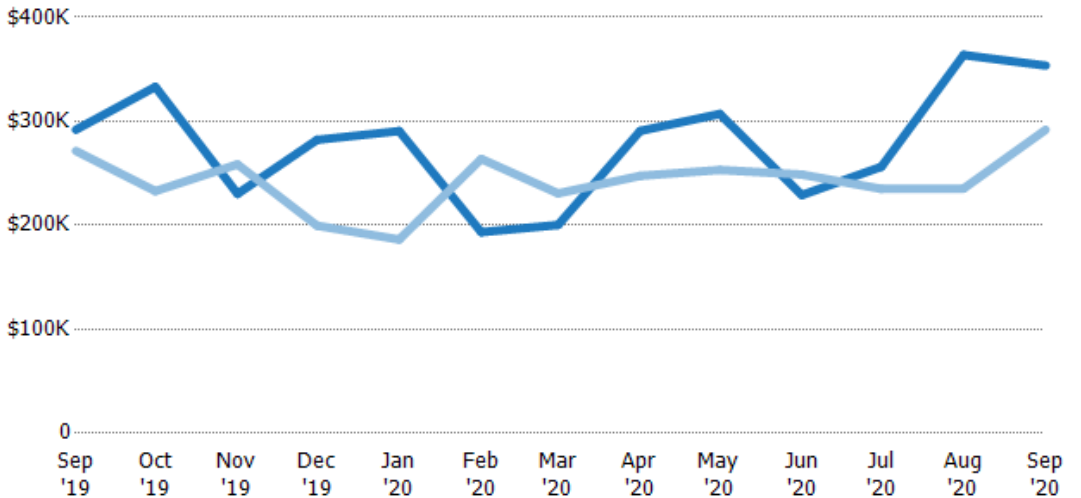
Condo/Townhouse	19%	16%	22%	22%	13%	14%	22%	11%	25%	13%	20%	22%	21%
Single Family Residence	81%	84%	78%	78%	87%	86%	78%	89%	75%	87%	80%	78%	79%

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



Current Year	\$292K	\$333K	\$230K	\$282K	\$291K	\$193K	\$200K	\$291K	\$307K	\$229K	\$256K	\$364K	\$354K
Prior Year	\$271K	\$233K	\$259K	\$200K	\$186K	\$264K	\$231K	\$248K	\$253K	\$249K	\$235K	\$235K	\$292K
Percent Change from Prior Year	8%	43%	-11%	41%	56%	-27%	-13%	17%	21%	-8%	9%	55%	21%

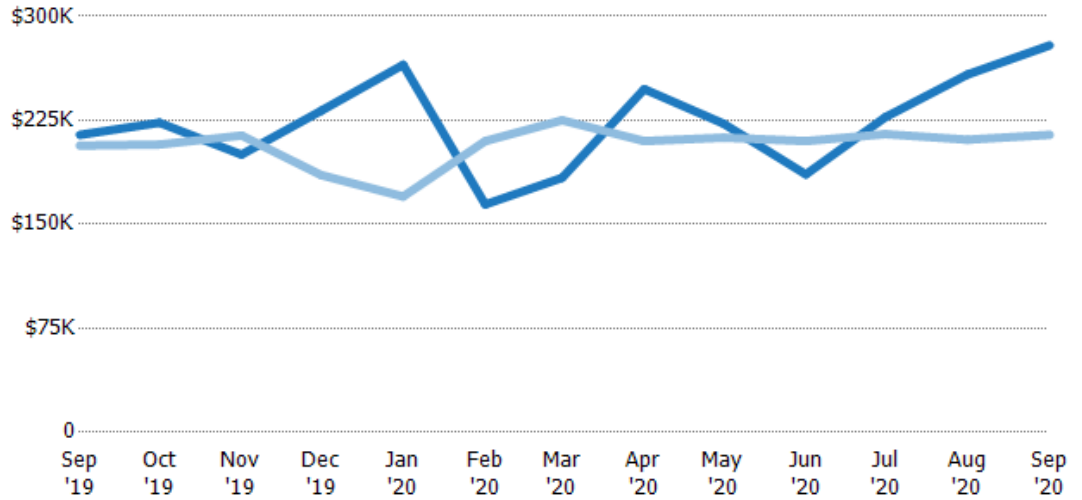
Median Sales Price

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.
Sep '20	\$279K	30.1%
Sep '19	\$215K	3.7%
Sep '18	\$207K	5.2%



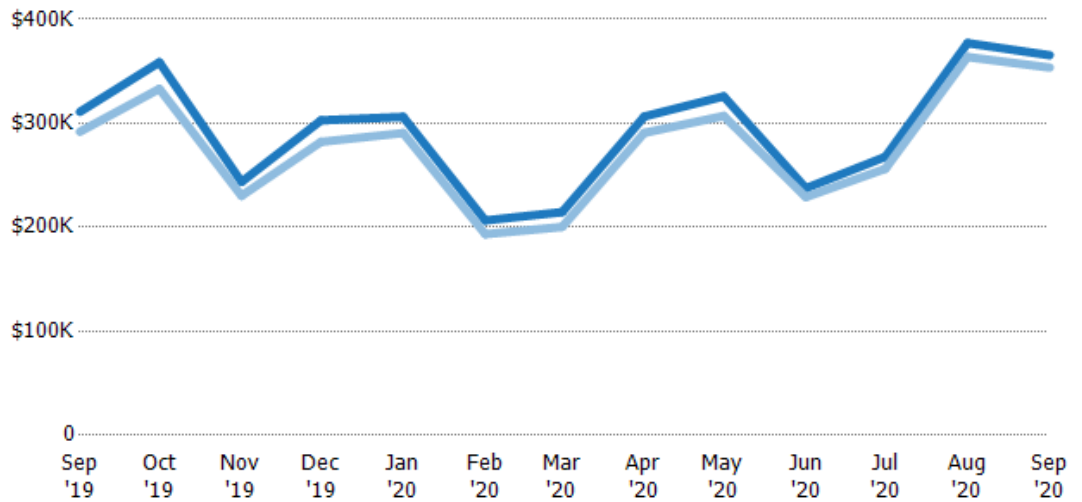
Current Year	\$215K	\$223K	\$200K	\$232K	\$265K	\$164K	\$184K	\$248K	\$223K	\$186K	\$227K	\$258K	\$279K
Prior Year	\$207K	\$208K	\$214K	\$186K	\$170K	\$210K	\$225K	\$210K	\$213K	\$210K	\$215K	\$211K	\$215K
Percent Change from Prior Year	4%	8%	-6%	25%	56%	-22%	-18%	18%	5%	-11%	6%	22%	30%

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



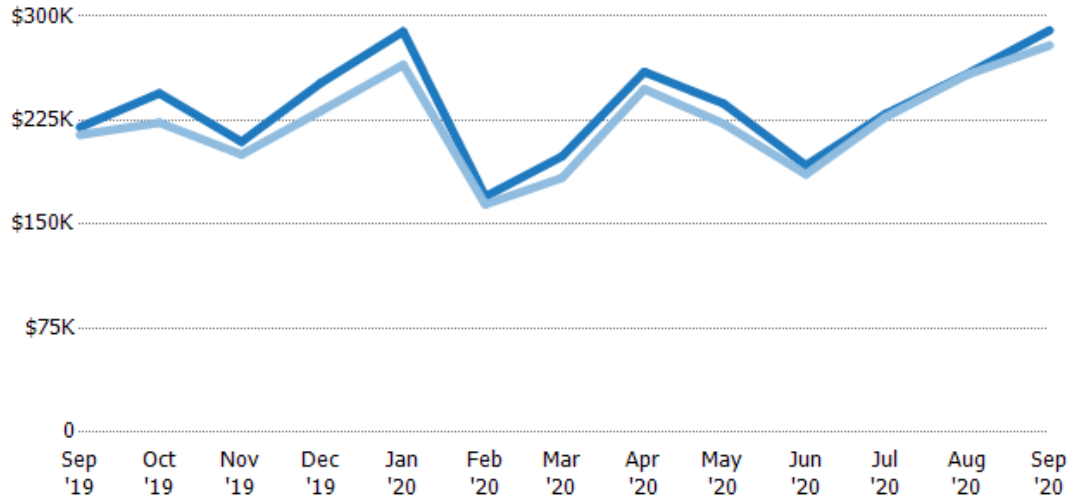
Avg List Price	\$311K	\$359K	\$244K	\$303K	\$306K	\$207K	\$215K	\$307K	\$326K	\$238K	\$268K	\$377K	\$365K
Avg Sales Price	\$292K	\$333K	\$230K	\$282K	\$291K	\$193K	\$200K	\$291K	\$307K	\$229K	\$256K	\$364K	\$354K
Avg Sales Price as a % of Avg List Price	94%	93%	95%	93%	95%	94%	93%	95%	94%	96%	96%	96%	97%

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



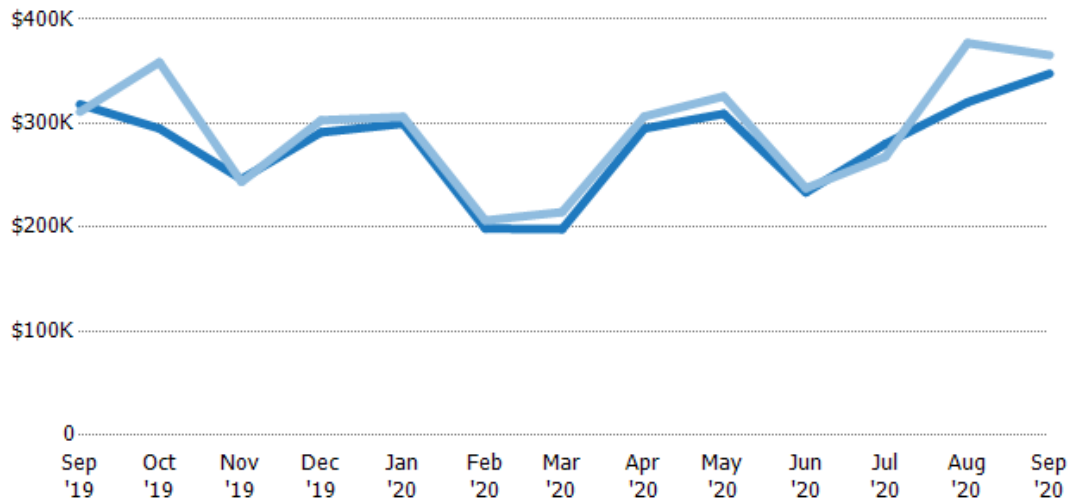
	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20
Median List Price	\$220K	\$244K	\$210K	\$252K	\$289K	\$170K	\$199K	\$260K	\$237K	\$192K	\$230K	\$259K	\$290K
Median Sales Price	\$215K	\$223K	\$200K	\$232K	\$265K	\$164K	\$184K	\$248K	\$223K	\$186K	\$227K	\$258K	\$279K
Med Sales Price as a % of Med List Price	98%	91%	96%	92%	92%	97%	92%	95%	94%	97%	99%	100%	96%

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



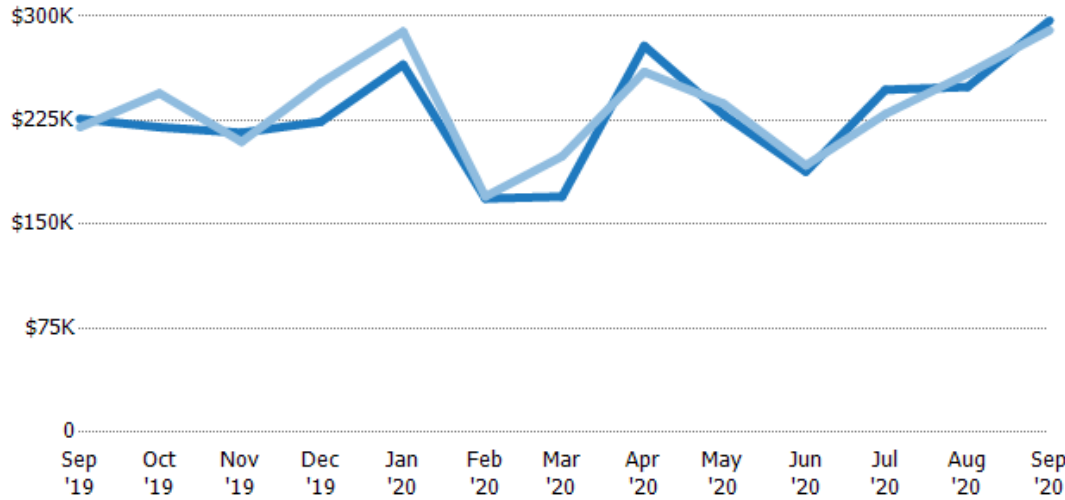
	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20
Avg Est Value	\$318K	\$295K	\$246K	\$291K	\$300K	\$199K	\$198K	\$295K	\$309K	\$233K	\$280K	\$320K	\$348K
Avg Sales Price	\$311K	\$359K	\$244K	\$303K	\$306K	\$207K	\$215K	\$307K	\$326K	\$238K	\$268K	\$377K	\$365K
Avg Sales Price as a % of Avg Est Value	98%	122%	99%	104%	102%	104%	108%	104%	105%	102%	96%	118%	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: Windham 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	\$226K	\$220K	\$216K	\$224K	\$265K	\$169K	\$170K	\$279K	\$229K	\$188K	\$247K	\$249K	\$297K
Median Sales Price	\$220K	\$244K	\$210K	\$252K	\$289K	\$170K	\$199K	\$260K	\$237K	\$192K	\$230K	\$259K	\$290K
Med Sales Price as a % of Med Est Value	97%	111%	97%	113%	109%	101%	117%	93%	103%	102%	93%	104%	98%