

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	Oct 2020	Oct 2019	+ / -	YTD 2020	YTD 2019	+ / -
Listing Activity Charts Metrics						
New Listing Count	65	68	-4.4%	761	816	-6.7%
New Listing Volume	\$18,718,050	\$20,827,100	-10.1%	\$253,364,589	\$238,870,738	+6.1%
Active Listing Count	172	379	-54.6%	N/A	N/A	
Active Listing Volume	\$68,930,340	\$136,719,344	-49.6%	N/A	N/A	
Average Listing Price	\$400,758	\$360,737	+11.1%	\$377,543	\$356,948	+5.8%
Median Listing Price	\$299,950	\$290,000	+3.4%	\$290,886	\$284,000	+2.4%
Median Days in RPR	64.5	126	-48.8%	99.62	132.61	-24.9%
Months of Inventory	1.6	5.8	-72.7%	4.6	7.8	-41.3%
Absorption Rate	62.79%	17.15%	+45.6%	21.79%	12.78%	+9%
Sales Activity Charts Metrics						
New Pending Sales Count	83	88	-5.7%	827	715	+15.7%
New Pending Sales Volume	\$26,127,800	\$26,954,500	-3.1%	\$269,593,900	\$196,062,513	+37.5%
Pending Sales Count	134	107	+25.2%	N/A	N/A	
Pending Sales Volume	\$44,649,150	\$31,485,399	+41.8%	N/A	N/A	
Closed Sales Count	91	67	+35.8%	642	538	+19.3%
Closed Sales Volume	\$31,374,279	\$22,038,200	+42.4%	\$196,323,117	\$144,059,916	+36.3%
Average Sales Price	\$344,772	\$328,928	+4.8%	\$305,799	\$267,769	+14.2%
Median Sales Price	\$259,800	\$255,000	+1.9%	\$259,048	\$220,182	+17.7%

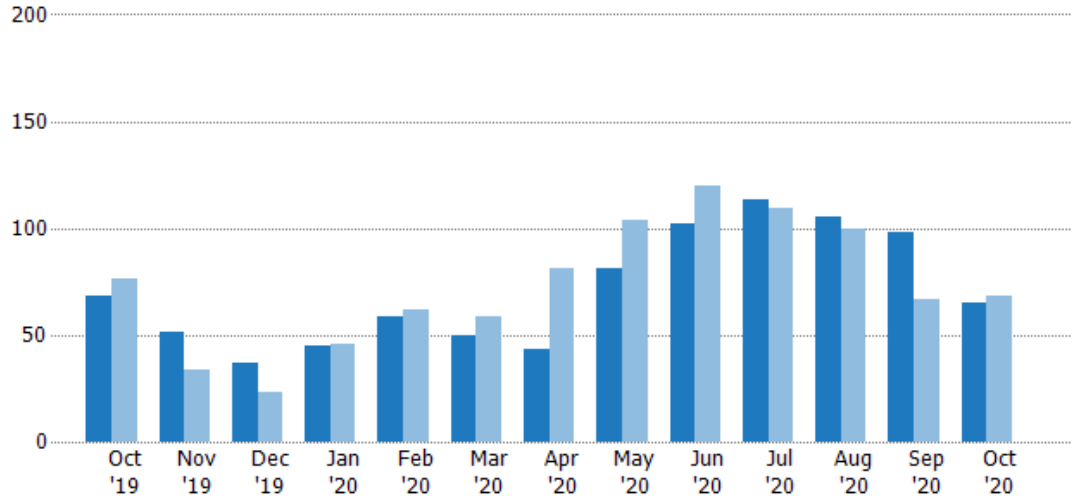
New Listings

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.
Oct '20	65	-4.4%
Oct '19	68	-10.5%
Oct '18	76	-10.5%



Current Year	68	51	37	45	59	50	43	81	102	113	105	98	65
Prior Year	76	34	23	46	62	59	81	104	120	109	100	67	68
Percent Change from Prior Year	-11%	50%	61%	-2%	-5%	-15%	-47%	-22%	-15%	4%	5%	46%	-4%

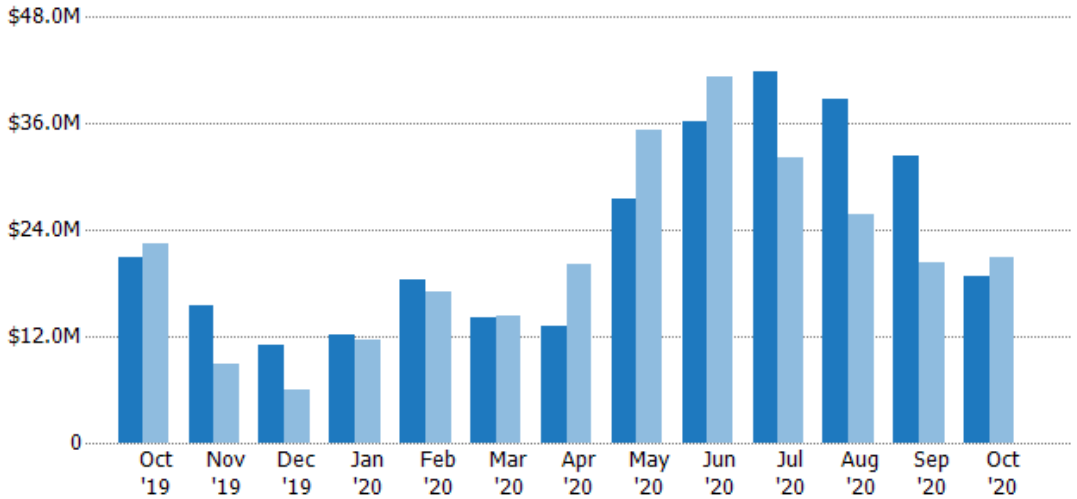
New Listing Volume

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.
Oct '20	\$18.7M	-10.1%
Oct '19	\$20.8M	-7.5%
Oct '18	\$22.5M	-11.5%



Current Year	\$20.8M	\$15.4M	\$11M	\$12.2M	\$18.3M	\$14.1M	\$13.2M	\$27.6M	\$36.3M	\$41.9M	\$38.8M	\$32.3M	\$18.7M
Prior Year	\$22.5M	\$8.97M	\$5.98M	\$11.5M	\$17.1M	\$14.4M	\$20.1M	\$35.3M	\$41.3M	\$32.2M	\$25.8M	\$20.4M	\$20.8M
Percent Change from Prior Year	-8%	72%	84%	5%	7%	-2%	-34%	-22%	-12%	30%	51%	59%	-10%

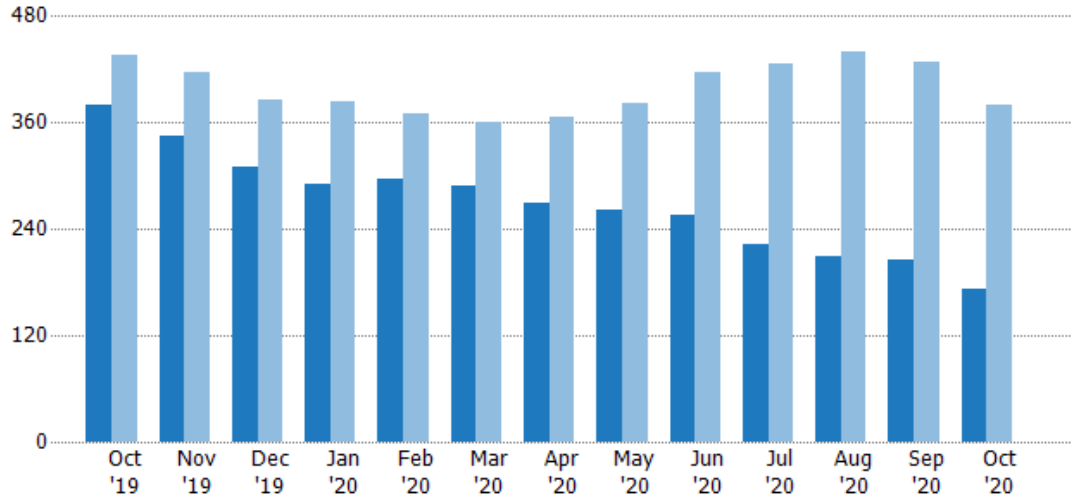
Active Listings

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.
Oct '20	172	-54.6%
Oct '19	379	-13.1%
Oct '18	436	0.2%



Current Year	379	344	309	291	296	288	269	261	255	223	209	205	172
Prior Year	436	416	385	383	371	361	366	381	417	426	439	428	379
Percent Change from Prior Year	-13%	-17%	-20%	-24%	-20%	-20%	-27%	-31%	-39%	-48%	-52%	-52%	-55%

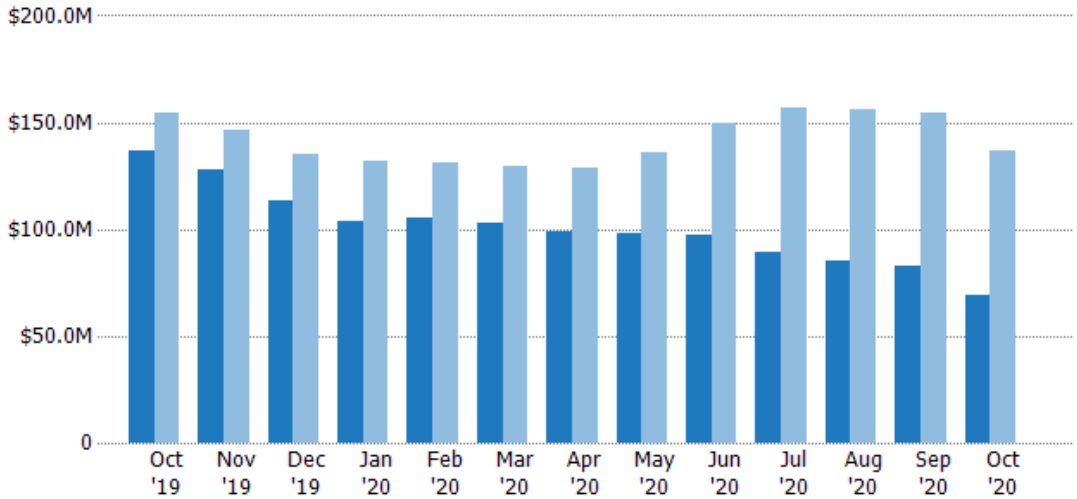
Active Listing Volume

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.
Oct '20	\$68.9M	-49.6%
Oct '19	\$137M	-11.5%
Oct '18	\$155M	-5.3%



Current Year	\$137M	\$128M	\$113M	\$104M	\$105M	\$103M	\$98.5M	\$98.1M	\$97.2M	\$89M	\$85.4M	\$82.5M	\$68.9M
Prior Year	\$155M	\$147M	\$135M	\$132M	\$131M	\$130M	\$129M	\$136M	\$150M	\$157M	\$156M	\$154M	\$137M
Percent Change from Prior Year	-12%	-13%	-16%	-21%	-19%	-21%	-24%	-28%	-35%	-43%	-45%	-46%	-50%

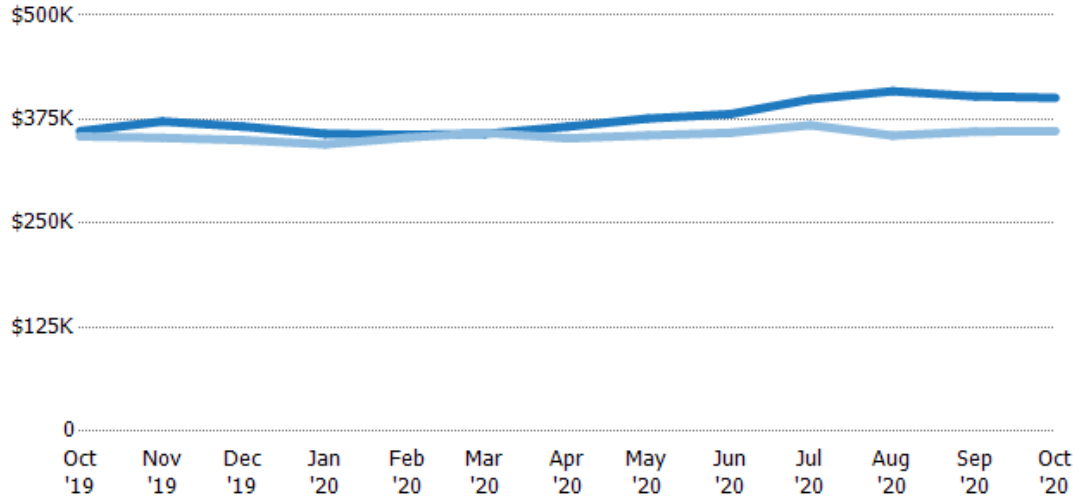
Average Listing Price

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.
Oct '20	\$401K	11.1%
Oct '19	\$361K	1.8%
Oct '18	\$354K	-5.5%



Current Year	\$361K	\$372K	\$366K	\$358K	\$356K	\$358K	\$366K	\$376K	\$381K	\$399K	\$409K	\$403K	\$401K
Prior Year	\$354K	\$353K	\$350K	\$345K	\$353K	\$359K	\$352K	\$356K	\$359K	\$368K	\$355K	\$360K	\$361K
Percent Change from Prior Year	2%	6%	5%	4%	1%	0%	4%	6%	6%	8%	15%	12%	11%

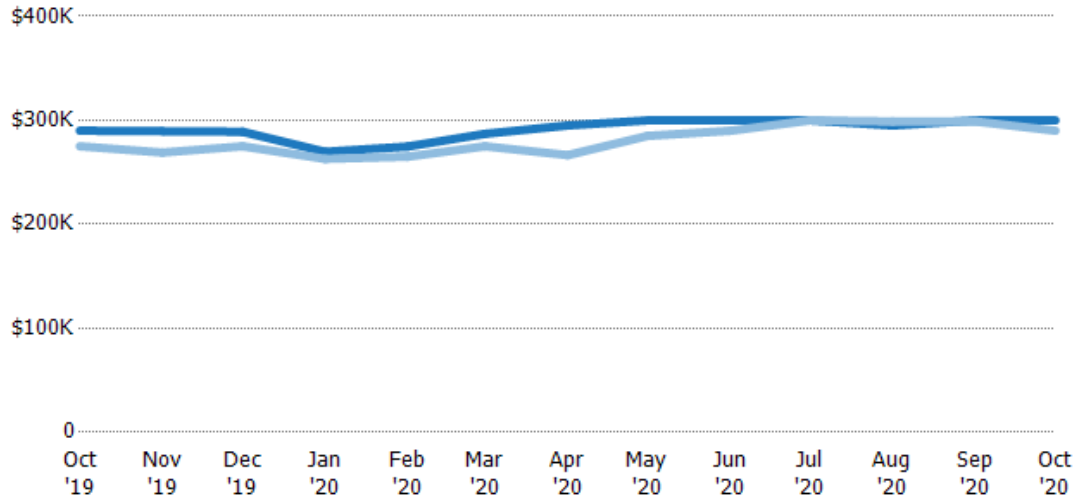
Median Listing Price

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.
Oct '20	\$300K	3.4%
Oct '19	\$290K	5.5%
Oct '18	\$275K	-9.1%



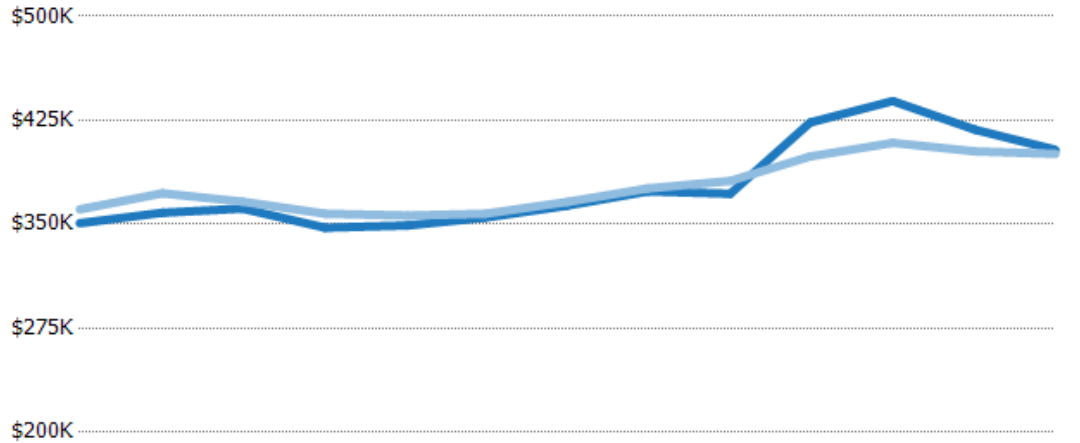
Current Year	\$290K	\$290K	\$289K	\$270K	\$275K	\$287K	\$295K	\$300K	\$300K	\$300K	\$295K	\$300K	\$300K
Prior Year	\$275K	\$269K	\$275K	\$263K	\$265K	\$275K	\$267K	\$285K	\$290K	\$300K	\$299K	\$299K	\$290K
Percent Change from Prior Year	5%	8%	5%	3%	4%	4%	11%	5%	3%	0%	-1%	0%	3%

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



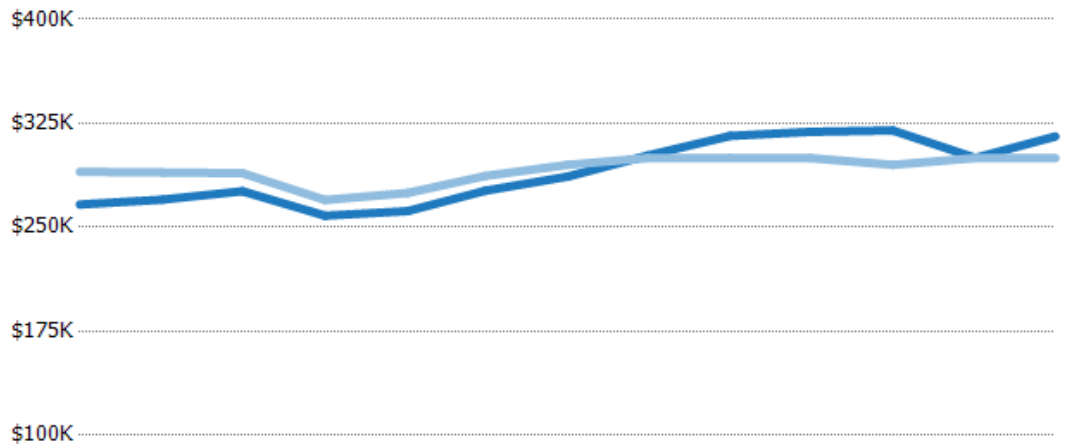
	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20
Avg Est Value	\$351K	\$358K	\$361K	\$347K	\$349K	\$355K	\$363K	\$374K	\$372K	\$423K	\$439K	\$418K	\$404K
Avg Listing Price	\$361K	\$372K	\$366K	\$358K	\$356K	\$358K	\$366K	\$376K	\$381K	\$399K	\$409K	\$403K	\$401K
Avg Listing Price as a % of Avg Est Value	103%	104%	101%	103%	102%	101%	101%	101%	102%	94%	93%	96%	99%

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



	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20
Median Est Value	\$266K	\$270K	\$276K	\$258K	\$262K	\$276K	\$287K	\$302K	\$316K	\$319K	\$320K	\$300K	\$316K
Median Listing Price	\$290K	\$290K	\$289K	\$270K	\$275K	\$287K	\$295K	\$300K	\$300K	\$300K	\$295K	\$300K	\$300K
Med Listing Price as a % of Med Est Value	109%	107%	105%	104%	105%	104%	103%	99%	95%	94%	92%	100%	95%

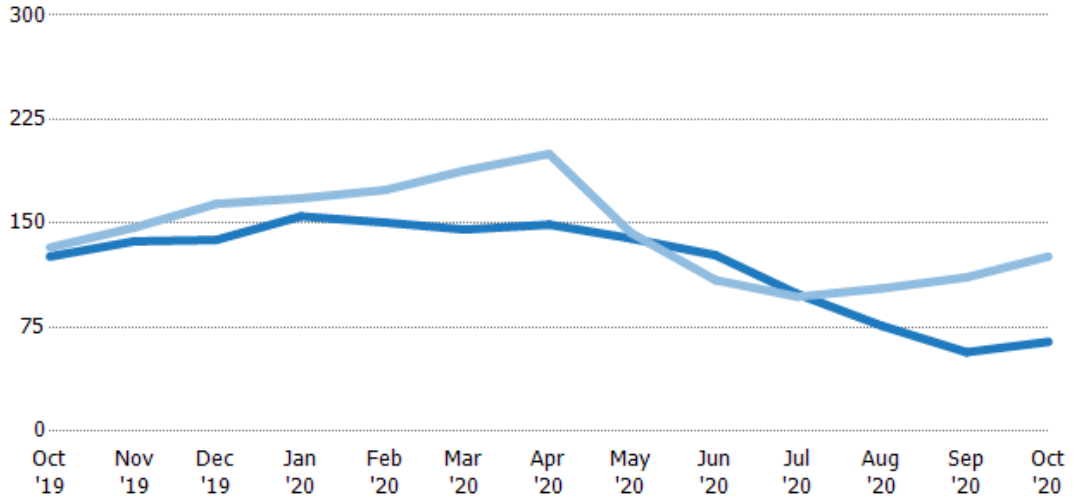
Median Days in RPR

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.
Oct '20	64.5	-48.8%
Oct '19	126	-4.9%
Oct '18	133	-11.7%



Current Year	126	137	138	155	151	146	149	139	127	99	76	57	64.5
Prior Year	133	147	164	168	174	188	200	143	109	97	103	111	126
Percent Change from Prior Year	-5%	-7%	-16%	-8%	-14%	-23%	-26%	-3%	17%	2%	-26%	-49%	-49%

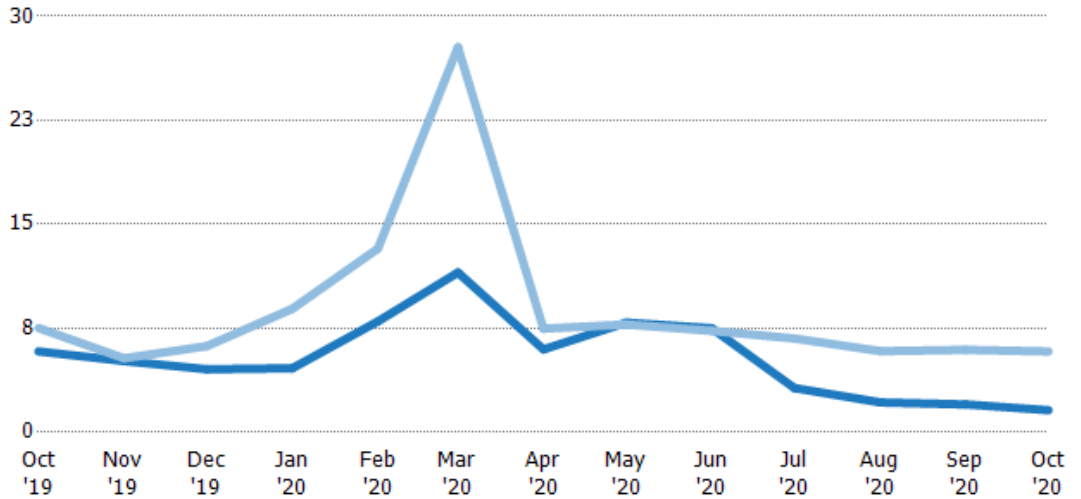
Months of Inventory

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.
Oct '20	1.59	-72.7%
Oct '19	5.83	-22.4%
Oct '18	7.52	-4.7%



Current Year	5.83	5.13	4.54	4.62	8	11.5	5.98	7.91	7.5	3.19	2.15	2.01	1.59
Prior Year	7.52	5.33	6.21	8.91	13.3	27.8	7.47	7.78	7.32	6.76	5.85	5.94	5.83
Percent Change from Prior Year	-22%	-4%	-27%	-48%	-40%	-59%	-20%	2%	3%	-53%	-63%	-66%	-73%

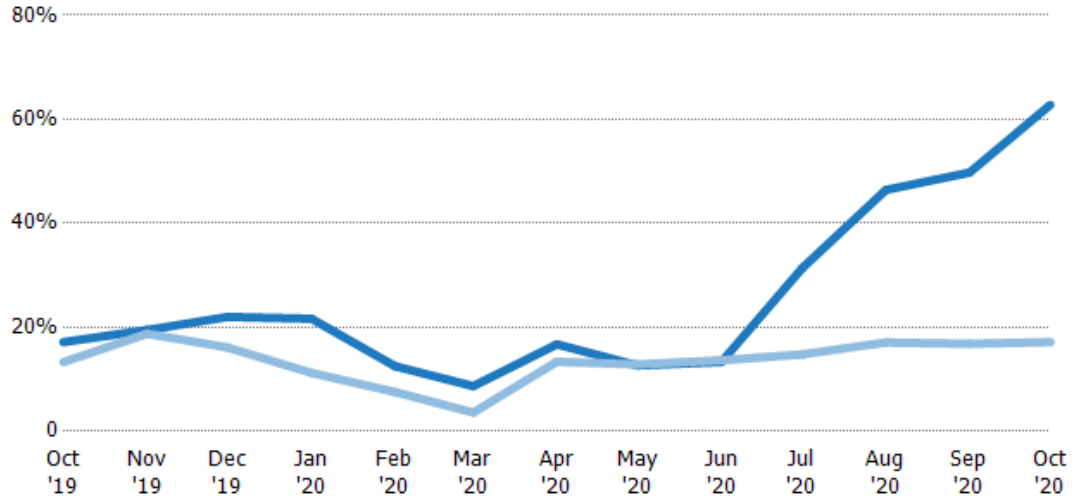
Absorption Rate

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.
Oct '20	63%	-45.6%
Oct '19	17%	-3.9%
Oct '18	13%	4.9%



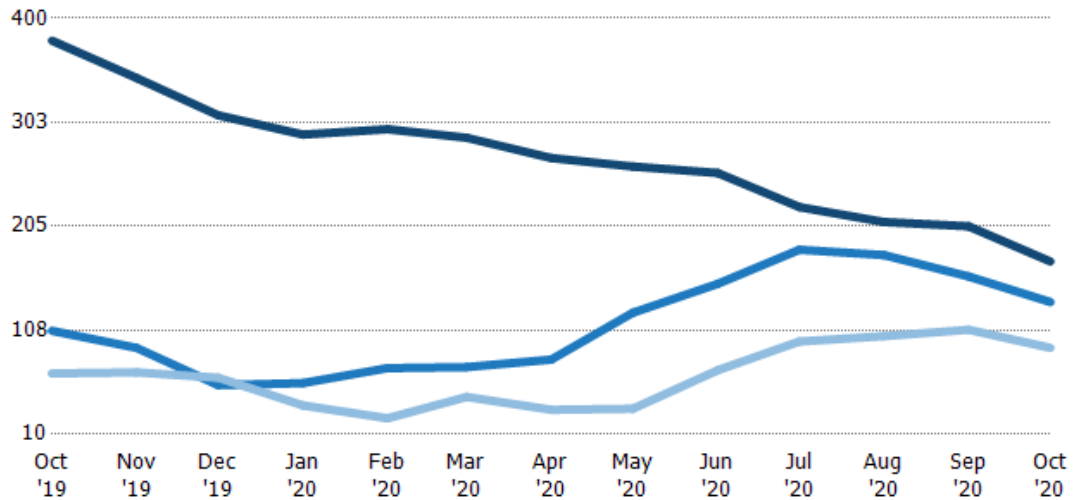
	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20
Current Year	17%	19%	22%	22%	13%	9%	17%	13%	13%	31%	46%	50%	63%
Prior Year	13%	19%	16%	11%	8%	4%	13%	13%	14%	15%	17%	17%	17%
Change from Prior Year	-4%	-1%	-6%	-10%	-5%	-5%	-3%	0%	0%	-17%	-29%	-33%	-46%

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



	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20
Active	379	344	309	291	296	288	269	261	255	223	209	205	172
Pending	107	91	56	58	72	73	80	124	151	183	178	158	134
Sold	67	68	63	37	25	45	33	34	70	97	102	108	91

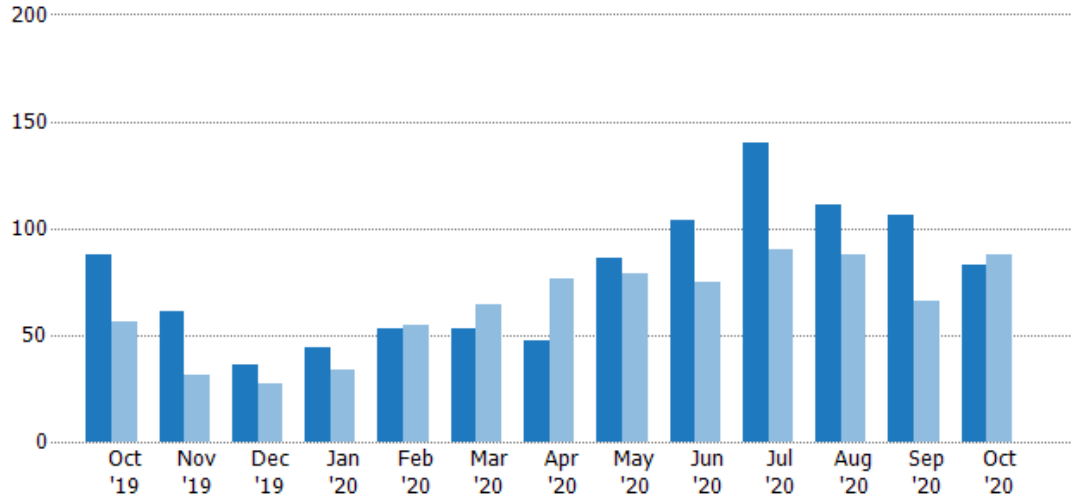
New Pending Sales

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.
Oct '20	83	-5.7%
Oct '19	88	57.1%
Oct '18	56	10.7%



Current Year	88	61	36	44	53	53	47	86	104	140	111	106	83
Prior Year	56	31	27	34	55	64	76	79	75	90	88	66	88
Percent Change from Prior Year	57%	97%	33%	29%	-4%	-17%	-38%	9%	39%	56%	26%	61%	-6%

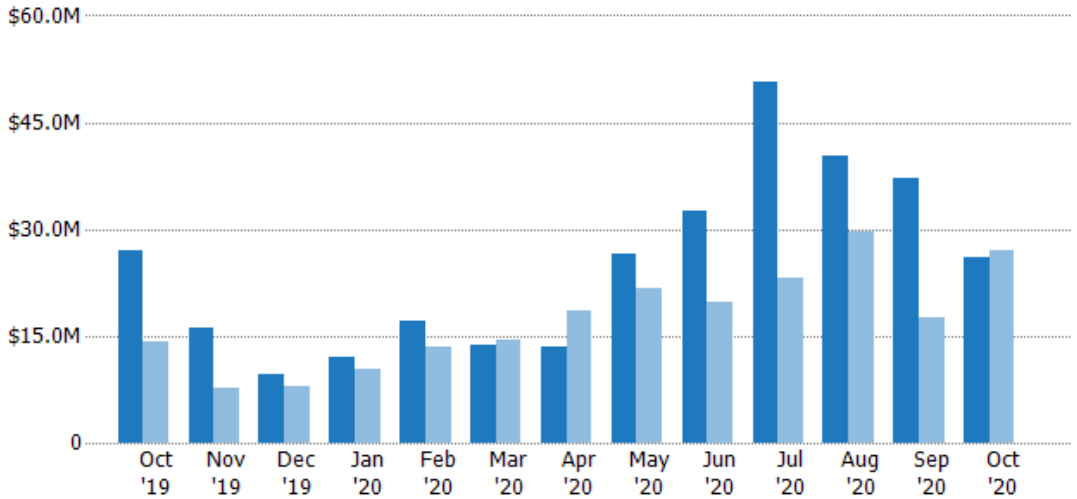
New Pending Sales Volume

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.
Oct '20	\$26.1M	-3.1%
Oct '19	\$27M	89.1%
Oct '18	\$14.3M	1.9%



Current Year	\$27M	\$16.2M	\$9.55M	\$12M	\$17.1M	\$13.6M	\$13.4M	\$26.5M	\$32.7M	\$50.6M	\$40.4M	\$37.2M	\$26.1M
Prior Year	\$14.3M	\$7.67M	\$7.88M	\$10.2M	\$13.5M	\$14.5M	\$18.7M	\$21.8M	\$19.9M	\$23.3M	\$29.7M	\$17.6M	\$27M
Percent Change from Prior Year	89%	112%	21%	18%	27%	-6%	-28%	22%	64%	117%	36%	112%	-3%

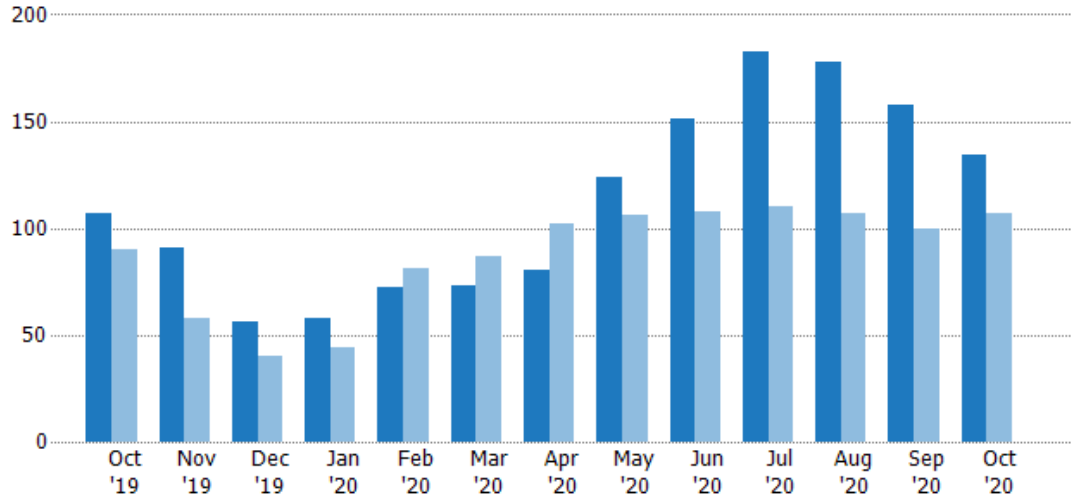
Pending Sales

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.
Oct '20	134	25.2%
Oct '19	107	18.9%
Oct '18	90	0%



Current Year	107	91	56	58	72	73	80	124	151	183	178	158	134
Prior Year	90	58	40	44	81	87	102	106	108	110	107	100	107
Percent Change from Prior Year	19%	57%	40%	32%	-11%	-16%	-22%	17%	40%	66%	66%	58%	25%

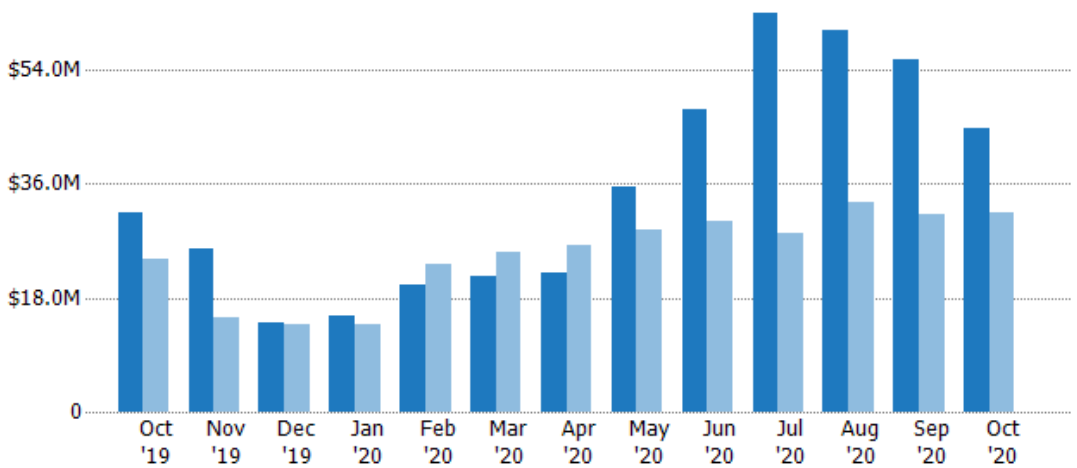
Pending Sales Volume

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.
Oct '20	\$44.6M	41.8%
Oct '19	\$31.5M	30.6%
Oct '18	\$24.1M	-4.8%



Current Year	\$31.5M	\$25.7M	\$14.2M	\$15.1M	\$20.1M	\$21.3M	\$22M	\$35.6M	\$47.8M	\$63M	\$60.3M	\$55.6M	\$44.6M
Prior Year	\$24.1M	\$15M	\$13.9M	\$13.8M	\$23.2M	\$25.2M	\$26.2M	\$28.6M	\$30.2M	\$28.1M	\$33.2M	\$31.2M	\$31.5M
Percent Change from Prior Year	31%	72%	2%	10%	-13%	-15%	-16%	24%	59%	124%	82%	78%	42%

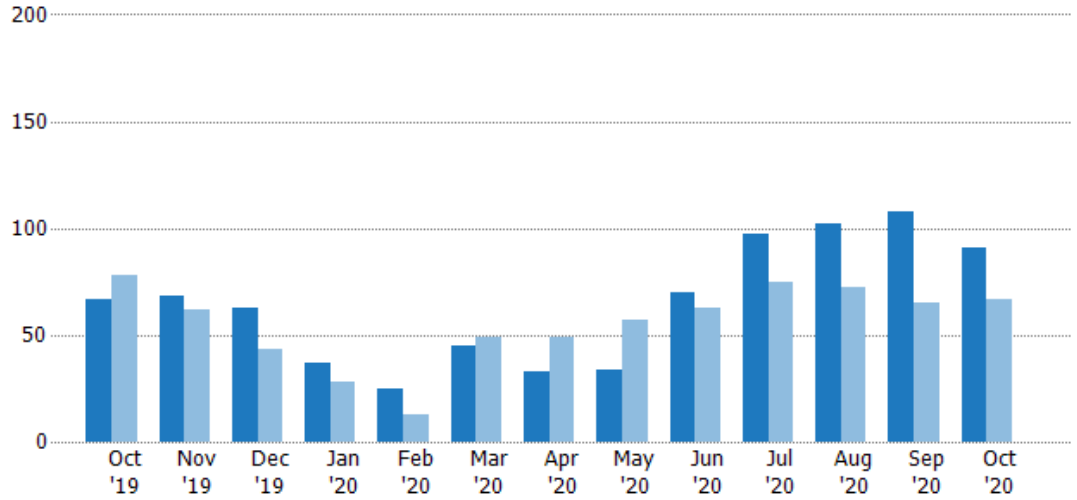
Closed Sales

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.
Oct '20	91	35.8%
Oct '19	67	-14.1%
Oct '18	78	-23.1%



Current Year	67	68	63	37	25	45	33	34	70	97	102	108	91
Prior Year	78	62	43	28	13	49	49	57	63	75	72	65	67
Percent Change from Prior Year	-14%	10%	47%	32%	92%	-8%	-33%	-40%	11%	29%	42%	66%	36%

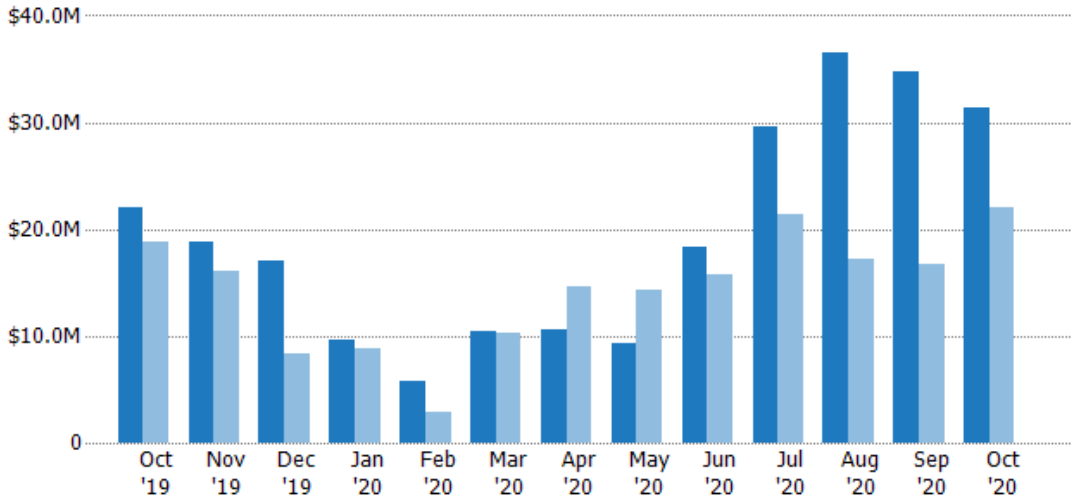
Closed Sales Volume

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.
Oct '20	\$31.4M	42.4%
Oct '19	\$22M	16.9%
Oct '18	\$18.8M	-26.9%



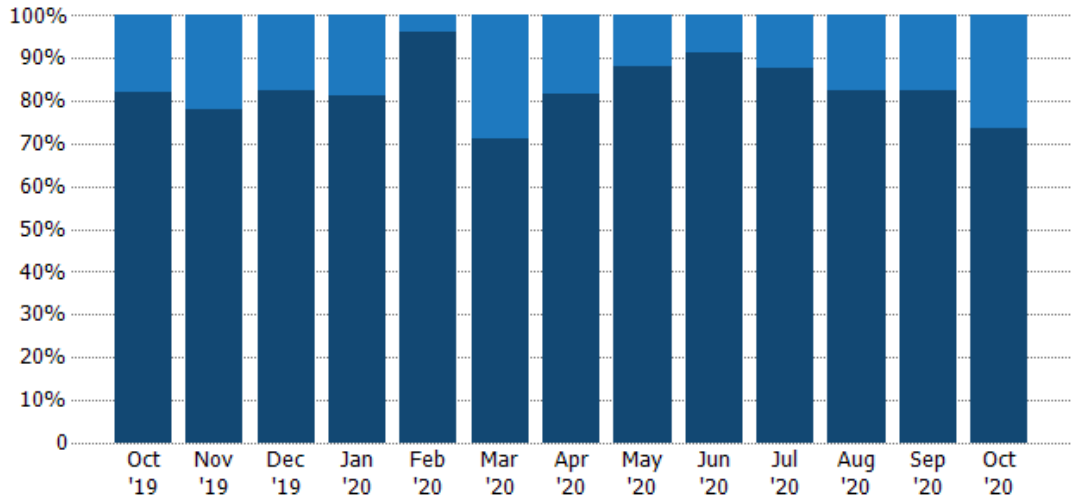
Current Year	\$22M	\$18.7M	\$17.1M	\$9.64M	\$5.79M	\$10.5M	\$10.5M	\$9.28M	\$18.3M	\$29.7M	\$36.6M	\$34.7M	\$31.4M
Prior Year	\$18.8M	\$16.1M	\$8.37M	\$8.79M	\$2.94M	\$10.3M	\$14.6M	\$14.2M	\$15.8M	\$21.4M	\$17.1M	\$16.8M	\$22M
Percent Change from Prior Year	17%	17%	104%	10%	97%	1%	-28%	-35%	16%	39%	114%	107%	42%

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



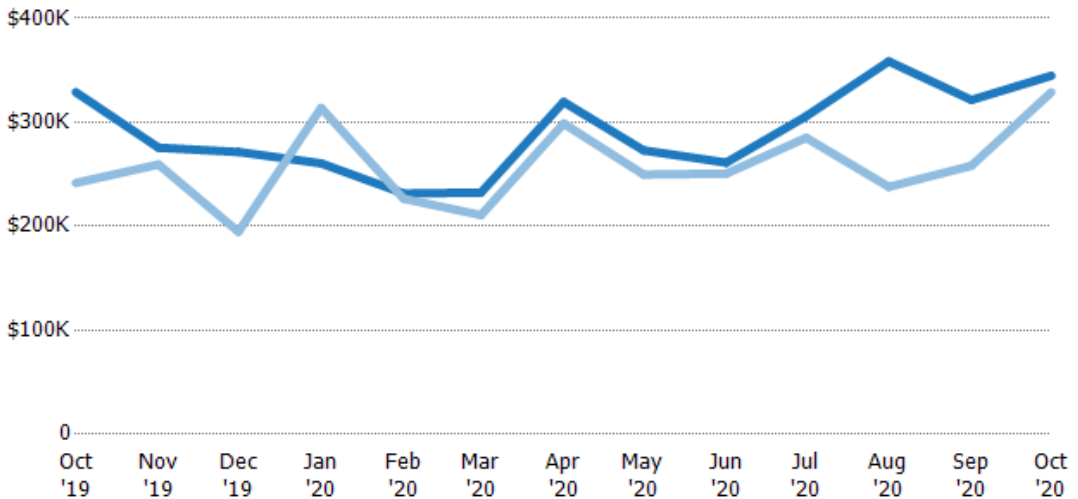
Condo/Townhouse	18%	22%	17%	19%	4%	29%	18%	12%	9%	12%	18%	18%	26%
Single Family Residence	82%	78%	83%	81%	96%	71%	82%	88%	91%	88%	82%	82%	74%

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	\$329K	\$276K	\$271K	\$261K	\$232K	\$232K	\$320K	\$273K	\$261K	\$306K	\$359K	\$321K	\$345K
Prior Year	\$242K	\$259K	\$195K	\$314K	\$226K	\$211K	\$299K	\$250K	\$251K	\$285K	\$238K	\$258K	\$329K
Percent Change from Prior Year	36%	6%	39%	-17%	2%	10%	7%	9%	4%	7%	51%	25%	5%

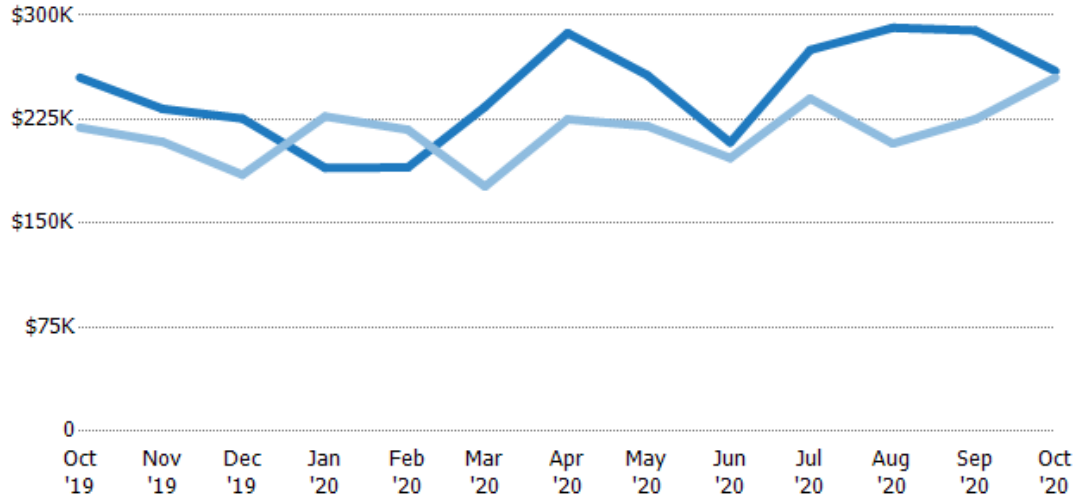
Median Sales Price

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.
Oct '20	\$260K	1.9%
Oct '19	\$255K	16.4%
Oct '18	\$219K	-9.7%



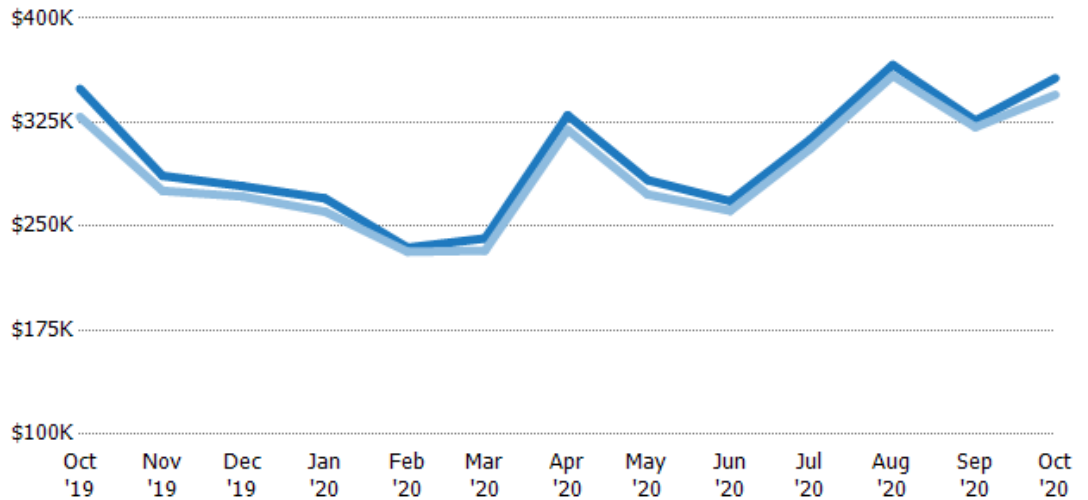
Current Year	\$255K	\$233K	\$226K	\$190K	\$190K	\$234K	\$287K	\$257K	\$208K	\$275K	\$291K	\$289K	\$260K
Prior Year	\$219K	\$209K	\$185K	\$227K	\$218K	\$177K	\$225K	\$220K	\$197K	\$240K	\$208K	\$225K	\$255K
Percent Change from Prior Year	16%	11%	22%	-16%	-13%	33%	28%	17%	6%	15%	40%	28%	2%

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



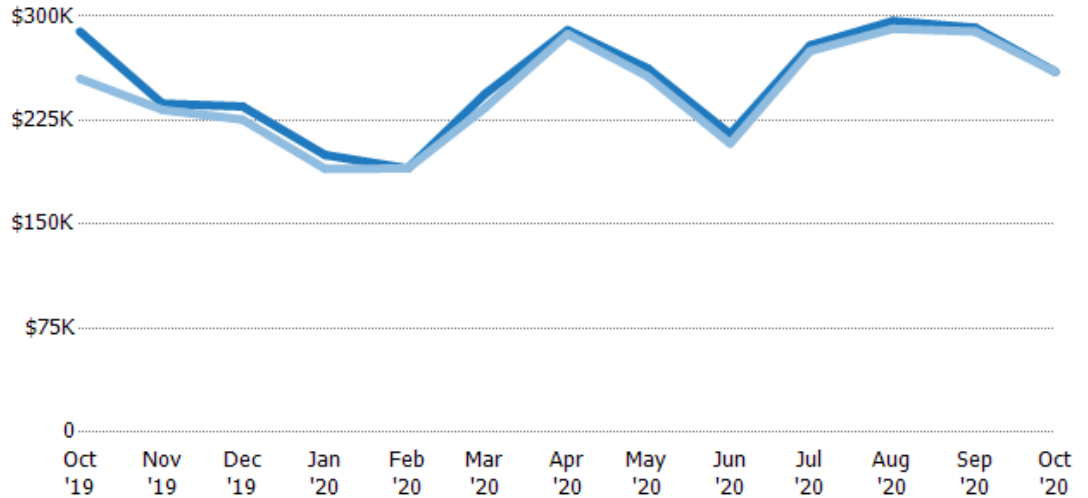
Avg List Price	\$349K	\$286K	\$279K	\$270K	\$235K	\$241K	\$330K	\$283K	\$268K	\$313K	\$366K	\$326K	\$357K
Avg Sales Price	\$329K	\$276K	\$271K	\$261K	\$232K	\$232K	\$320K	\$273K	\$261K	\$306K	\$359K	\$321K	\$345K
Avg Sales Price as a % of Avg List Price	94%	96%	97%	96%	99%	96%	97%	96%	97%	98%	98%	99%	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: Washington County, Vermont
 Property Type: Condo/Townhouse/Apt, Single Family Residence



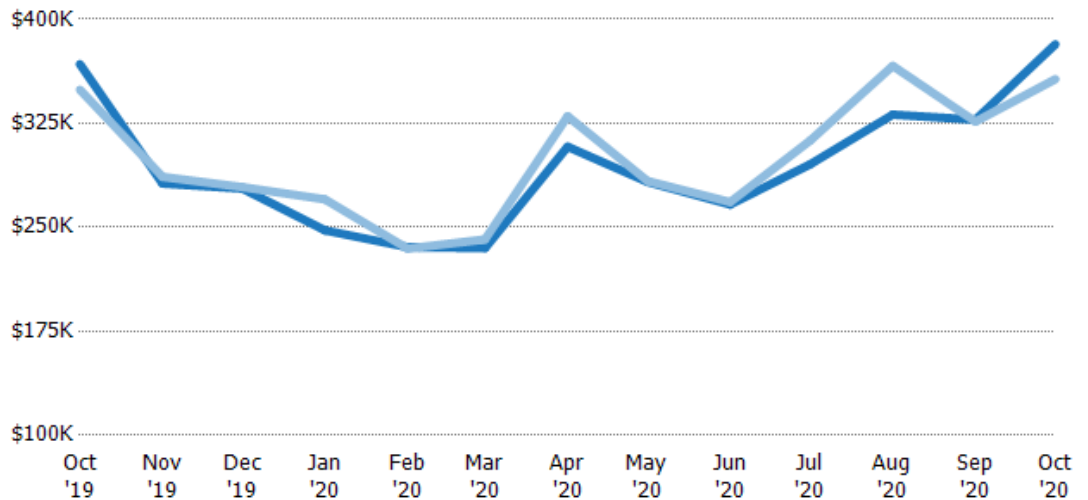
	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20
Median List Price	\$289K	\$237K	\$235K	\$200K	\$190K	\$244K	\$290K	\$262K	\$215K	\$279K	\$297K	\$292K	\$260K
Median Sales Price	\$255K	\$233K	\$226K	\$190K	\$190K	\$234K	\$287K	\$257K	\$208K	\$275K	\$291K	\$289K	\$260K
Med Sales Price as a % of Med List Price	88%	98%	96%	95%	100%	96%	99%	98%	97%	99%	98%	99%	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: Washington County, Vermont
 Property Type: Condo/Townhouse/Apt, Single Family Residence



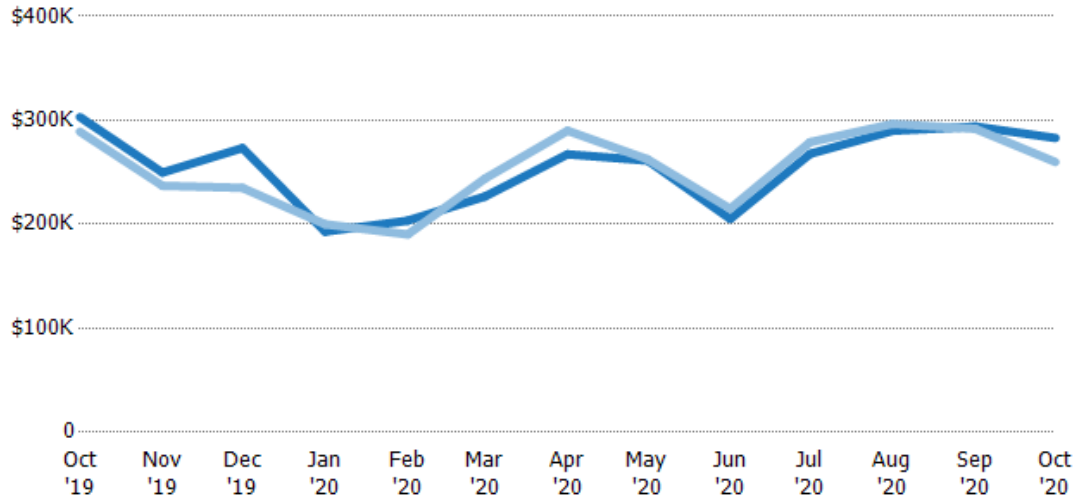
	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20
Avg Est Value	\$368K	\$282K	\$278K	\$248K	\$236K	\$235K	\$308K	\$283K	\$266K	\$295K	\$331K	\$327K	\$382K
Avg Sales Price	\$349K	\$286K	\$279K	\$270K	\$235K	\$241K	\$330K	\$283K	\$268K	\$313K	\$366K	\$326K	\$357K
Avg Sales Price as a % of Avg Est Value	95%	102%	100%	109%	100%	103%	107%	100%	101%	106%	111%	100%	93%

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



	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20
Median Est Value	\$303K	\$250K	\$273K	\$193K	\$203K	\$227K	\$267K	\$261K	\$205K	\$268K	\$290K	\$294K	\$283K
Median Sales Price	\$289K	\$237K	\$235K	\$200K	\$190K	\$244K	\$290K	\$262K	\$215K	\$279K	\$297K	\$292K	\$260K
Med Sales Price as a % of Med Est Value	95%	95%	86%	104%	93%	108%	108%	100%	105%	104%	102%	99%	92%