

## 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	Nov 2020	Nov 2019	+ / -	YTD 2020	YTD 2019	+ / -
<b>Listing Activity Charts Metrics</b>						
New Listing Count	51	34	+50%	986	859	+14.8%
New Listing Volume	\$16,869,200	\$19,246,100	-12.4%	\$367,993,513	\$290,922,439	+26.5%
Active Listing Count	240	517	-53.6%	N/A	N/A	
Active Listing Volume	\$145,102,527	\$222,375,490	-34.7%	N/A	N/A	
Average Listing Price	\$604,594	\$430,127	+40.6%	\$490,278	\$401,628	+22.1%
Median Listing Price	\$349,000	\$289,000	+20.8%	\$303,874	\$285,431	+6.5%
Median Days in RPR	81	171	-52.6%	117.05	162.43	-27.9%
Months of Inventory	2	7.7	-73.9%	7	10.5	-33.2%
Absorption Rate	49.58%	12.96%	+36.6%	14.21%	9.49%	+4.7%
<b>Sales Activity Charts Metrics</b>						
New Pending Sales Count	79	72	+9.7%	1,148	746	+53.9%
New Pending Sales Volume	\$31,657,300	\$19,175,200	+65.1%	\$385,031,080	\$199,372,791	+93.1%
Pending Sales Count	202	95	+112.6%	N/A	N/A	
Pending Sales Volume	\$71,040,997	\$26,231,400	+170.8%	N/A	N/A	
Closed Sales Count	134	68	+97.1%	819	591	+38.6%
Closed Sales Volume	\$42,981,048	\$15,655,900	+174.5%	\$256,420,204	\$150,859,965	+70%
Average Sales Price	\$320,754	\$230,234	+39.3%	\$313,089	\$255,262	+22.7%
Median Sales Price	\$267,500	\$200,250	+33.6%	\$247,223	\$211,618	+16.8%

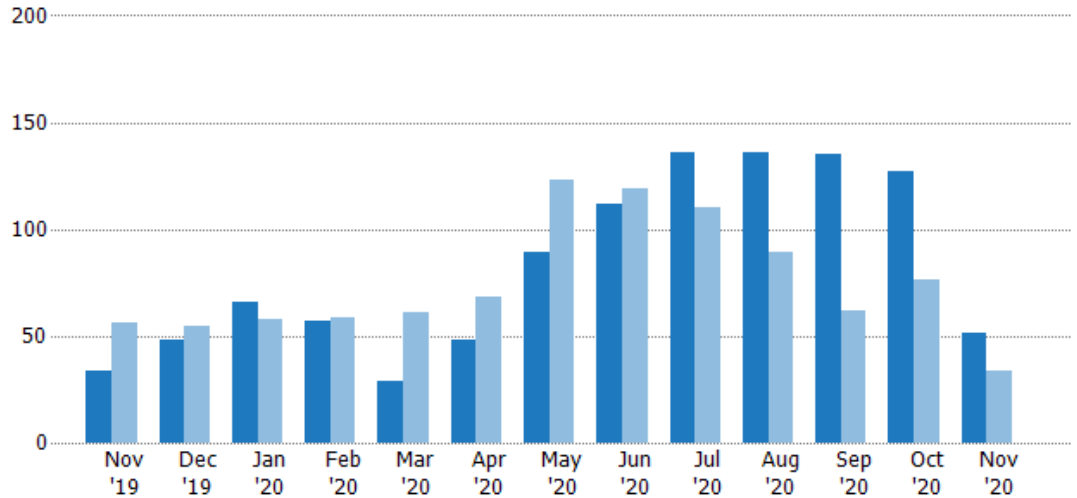
## New Listings

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.
Nov '20	51	50%
Nov '19	34	-39.3%
Nov '18	56	-8.9%



Current Year	34	48	66	57	29	48	89	112	136	136	135	127	51
Prior Year	56	55	58	59	61	68	123	119	110	89	62	76	34
Percent Change from Prior Year	-39%	-13%	14%	-3%	-52%	-29%	-28%	-6%	24%	53%	118%	67%	50%

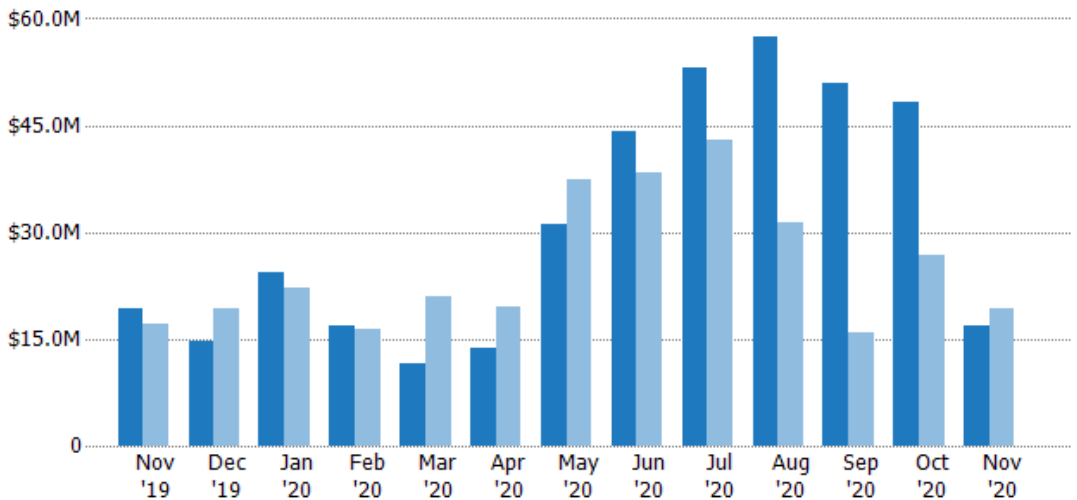
## New Listing Volume

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.
Nov '20	\$16.9M	-12.4%
Nov '19	\$19.2M	12.8%
Nov '18	\$17.1M	12%



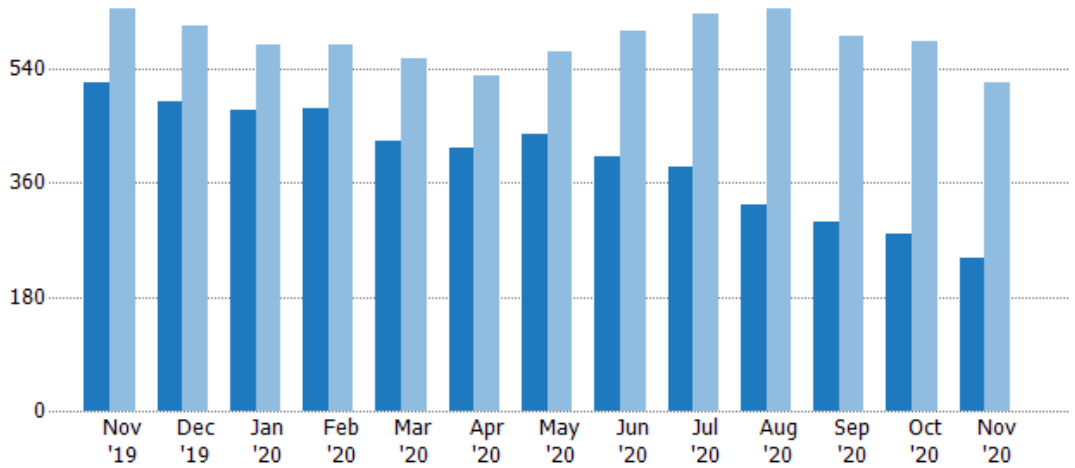
Current Year	\$19.2M	\$14.8M	\$24.4M	\$16.8M	\$11.6M	\$13.7M	\$31.2M	\$44.1M	\$53M	\$57.3M	\$50.9M	\$48.2M	\$16.9M
Prior Year	\$17.1M	\$19.4M	\$22.1M	\$16.4M	\$20.9M	\$19.6M	\$37.4M	\$38.4M	\$43.1M	\$31.2M	\$15.9M	\$26.7M	\$19.2M
Percent Change from Prior Year	13%	-24%	10%	3%	-45%	-30%	-17%	15%	23%	84%	220%	80%	-12%

## 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



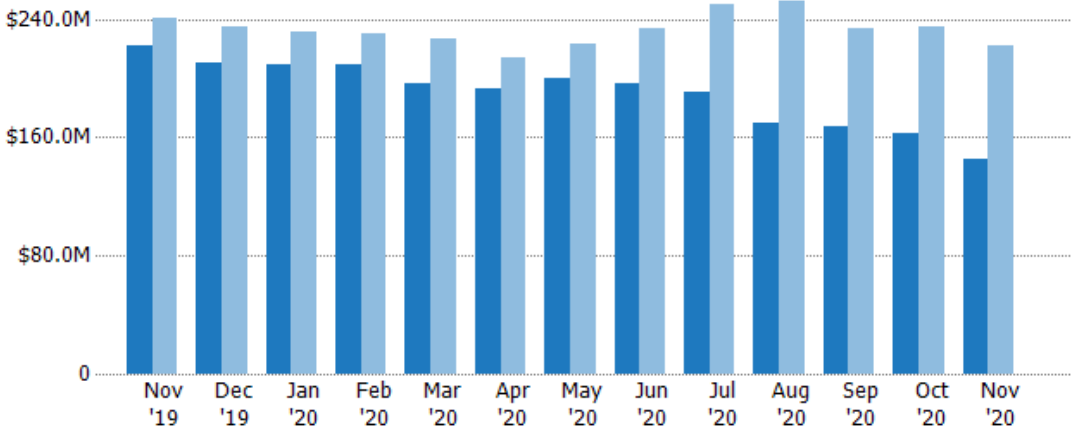
	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20
Current Year	517	488	476	478	425	415	437	401	386	324	298	280	240
Prior Year	634	609	577	577	555	530	566	600	627	635	591	582	517
Percent Change from Prior Year	-18%	-20%	-18%	-17%	-23%	-22%	-23%	-33%	-38%	-49%	-50%	-52%	-54%

## 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



	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20
Current Year	\$222M	\$210M	\$209M	\$210M	\$197M	\$193M	\$199M	\$197M	\$190M	\$170M	\$168M	\$163M	\$145M
Prior Year	\$240M	\$235M	\$231M	\$230M	\$227M	\$214M	\$224M	\$234M	\$250M	\$252M	\$233M	\$235M	\$222M
Percent Change from Prior Year	-7%	-11%	-10%	-9%	-13%	-10%	-11%	-16%	-24%	-33%	-28%	-31%	-35%

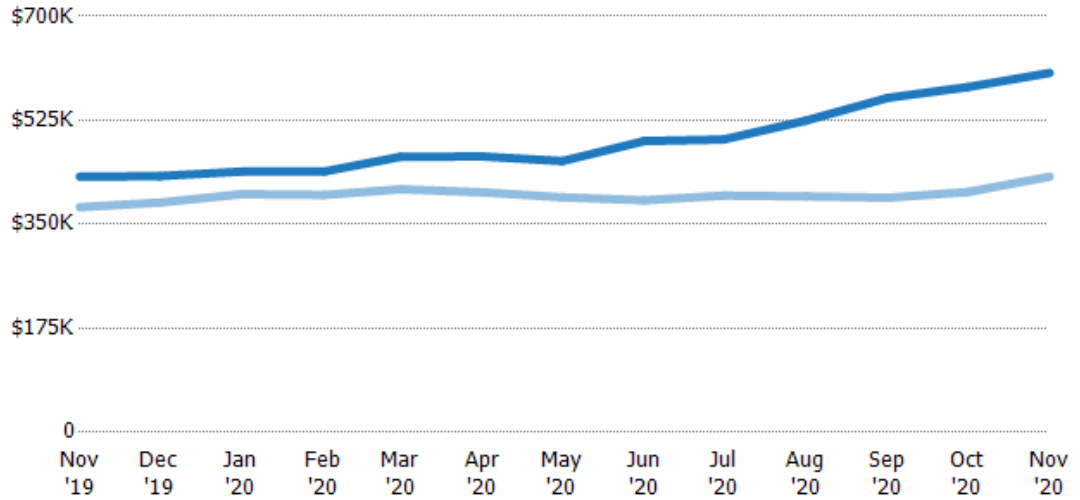
## Average Listing Price

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.
Nov '20	\$605K	40.6%
Nov '19	\$430K	13.5%
Nov '18	\$379K	-0.6%



Current Year	\$430K	\$431K	\$439K	\$439K	\$464K	\$464K	\$456K	\$490K	\$493K	\$524K	\$563K	\$581K	\$605K
Prior Year	\$379K	\$386K	\$401K	\$399K	\$409K	\$404K	\$395K	\$390K	\$398K	\$397K	\$395K	\$404K	\$430K
Percent Change from Prior Year	14%	12%	9%	10%	13%	15%	15%	26%	24%	32%	43%	44%	41%

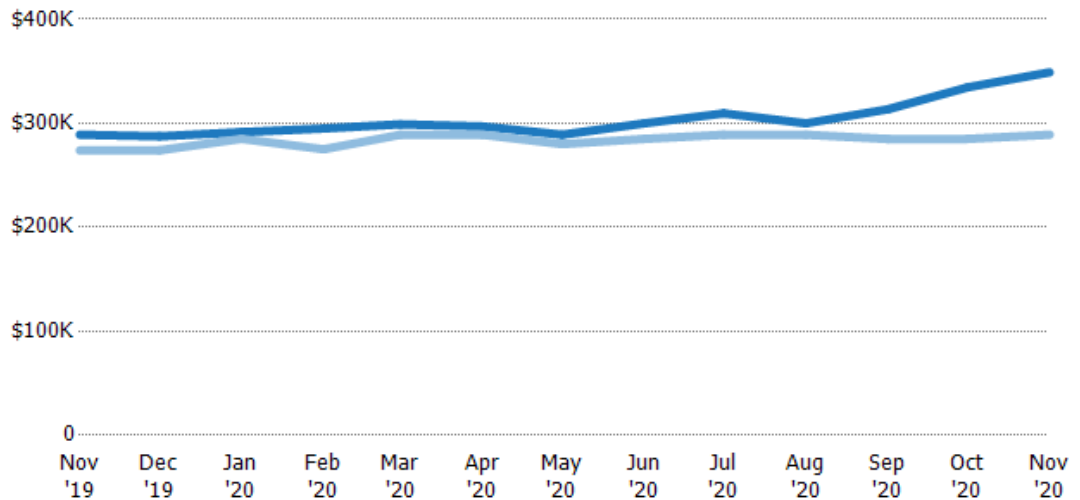
## Median Listing Price

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.
Nov '20	\$349K	20.8%
Nov '19	\$289K	5.5%
Nov '18	\$274K	-9.1%



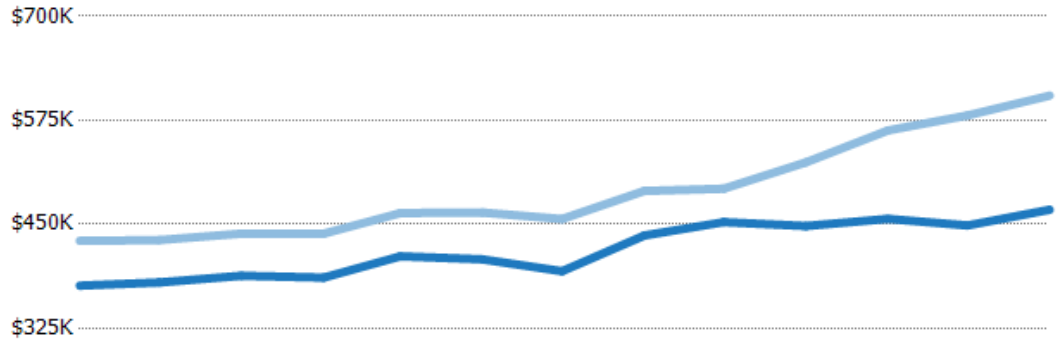
Current Year	\$289K	\$287K	\$292K	\$295K	\$299K	\$297K	\$289K	\$300K	\$310K	\$300K	\$314K	\$335K	\$349K
Prior Year	\$274K	\$274K	\$285K	\$275K	\$289K	\$289K	\$280K	\$285K	\$289K	\$289K	\$285K	\$285K	\$289K
Percent Change from Prior Year	5%	5%	2%	7%	3%	3%	3%	5%	7%	4%	10%	17%	21%

## 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



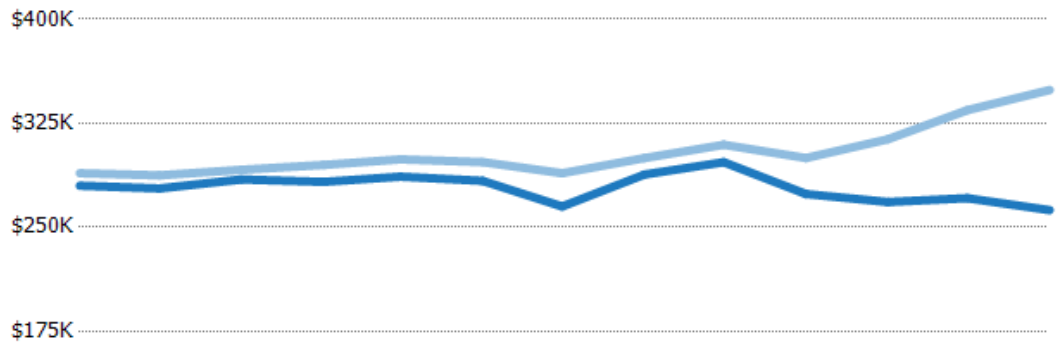
	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20
Avg Est Value	\$376K	\$380K	\$388K	\$386K	\$412K	\$408K	\$394K	\$436K	\$453K	\$448K	\$457K	\$449K	\$468K
Avg Listing Price	\$430K	\$431K	\$439K	\$439K	\$464K	\$464K	\$456K	\$490K	\$493K	\$524K	\$563K	\$581K	\$605K
Avg Listing Price as a % of Avg Est Value	114%	113%	113%	114%	113%	114%	116%	112%	109%	117%	123%	129%	129%

## 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



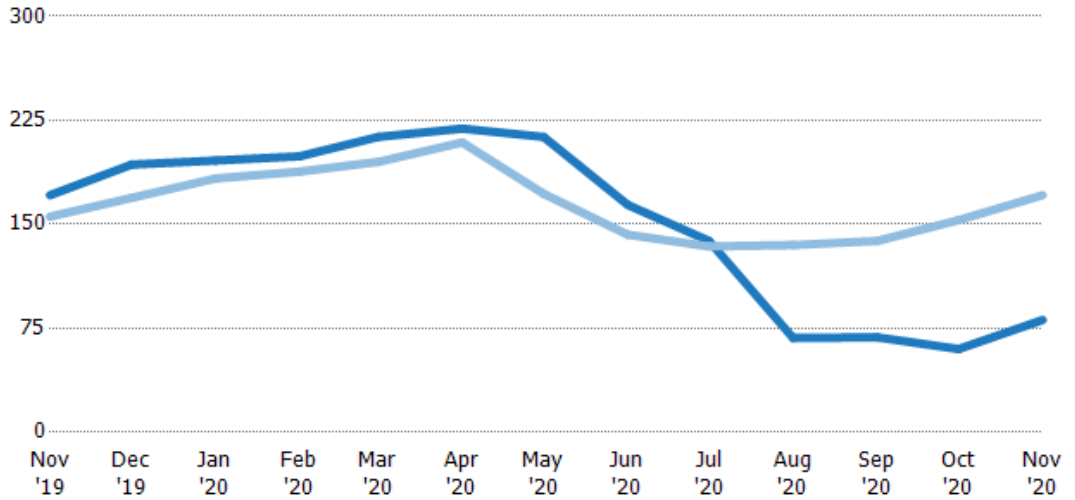
	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20
Median Est Value	\$280K	\$278K	\$285K	\$283K	\$287K	\$284K	\$265K	\$288K	\$297K	\$274K	\$268K	\$271K	\$262K
Median Listing Price	\$289K	\$287K	\$292K	\$295K	\$299K	\$297K	\$289K	\$300K	\$310K	\$300K	\$314K	\$335K	\$349K
Med Listing Price as a % of Med Est Value	103%	103%	102%	104%	104%	105%	109%	104%	104%	109%	117%	123%	133%

## 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.
Nov '20	81	-52.6%
Nov '19	171	10%
Nov '18	156	-3.5%

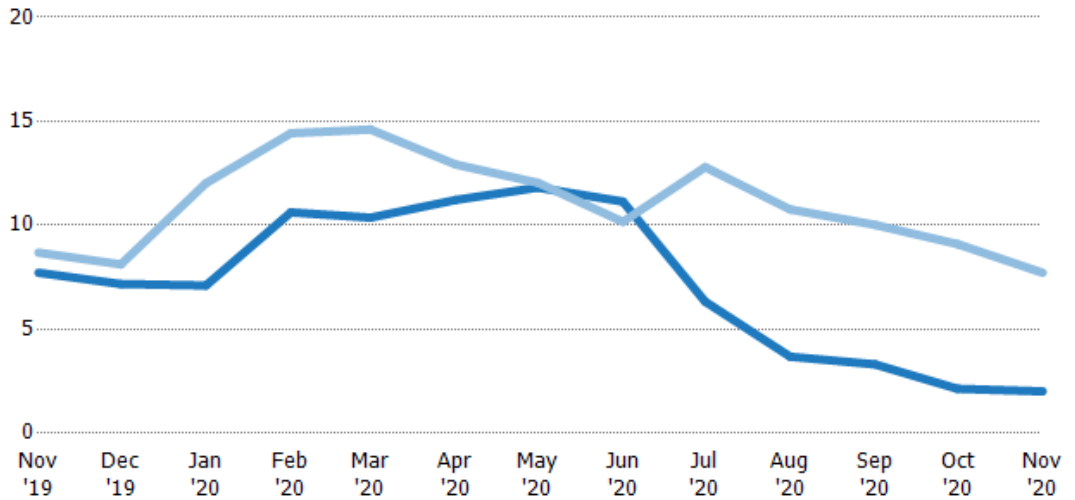
Current Year	171	193	196	199	213	219	213	164	138	68	68.5	60	81
Prior Year	156	169	183	188	195	209	172	143	134	135	138	153	171
Percent Change from Prior Year	10%	14%	7%	6%	9%	5%	24%	15%	3%	-50%	-50%	-61%	-53%

## 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.
Nov '20	2.02	-73.9%
Nov '19	7.72	-11.2%
Nov '18	8.68	26.1%

Current Year	7.72	7.18	7.1	10.6	10.4	11.2	11.8	11.1	6.33	3.68	3.31	2.14	2.02
Prior Year	8.68	8.12	12	14.4	14.6	12.9	12	10.2	12.8	10.8	10	9.09	7.72
Percent Change from Prior Year	-11%	-12%	-41%	-26%	-29%	-13%	-2%	10%	-51%	-66%	-67%	-76%	-74%

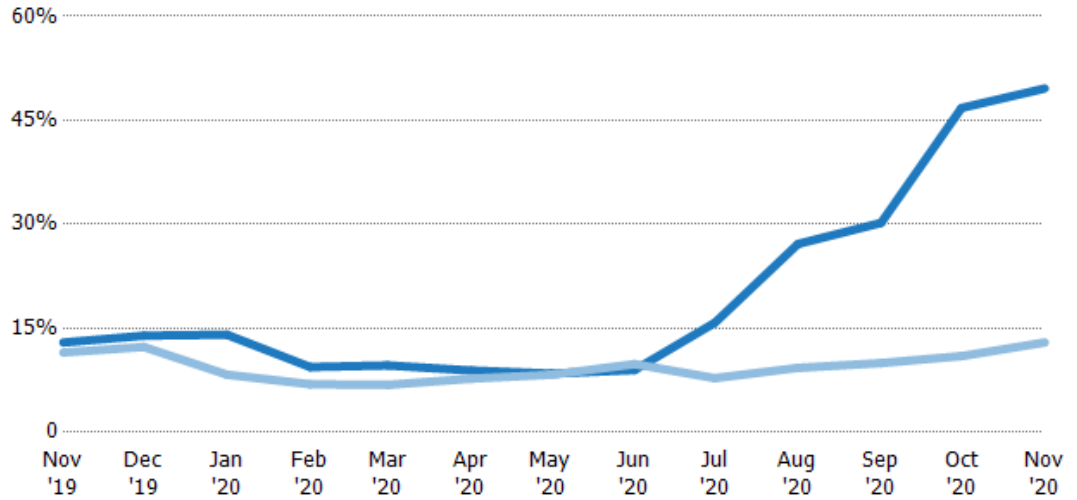
## Absorption Rate

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.
Nov '20	50%	-36.6%
Nov '19	13%	-1.4%
Nov '18	12%	-20.7%



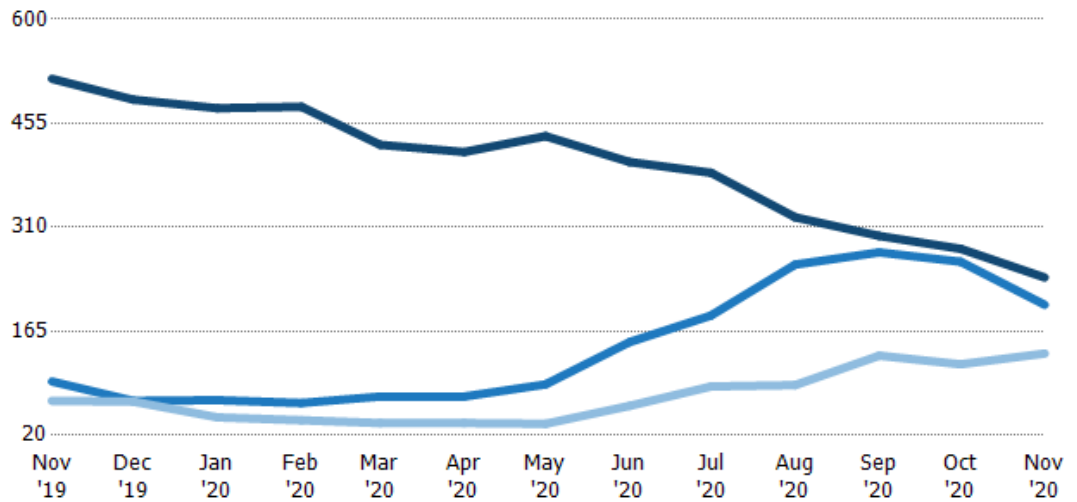
Current Year	13%	14%	14%	9%	10%	9%	8%	9%	16%	27%	30%	47%	50%
Prior Year	12%	12%	8%	7%	7%	8%	8%	10%	8%	9%	10%	11%	13%
Change from Prior Year	-1%	-2%	-6%	-2%	-3%	-1%	0%	1%	-8%	-18%	-20%	-36%	-37%

## 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	517	488	476	478	425	415	437	401	386	324	298	280	240
Pending	95	68	69	65	74	74	91	150	187	258	275	262	202
Sold	68	67	45	41	37	37	36	61	88	90	131	119	134

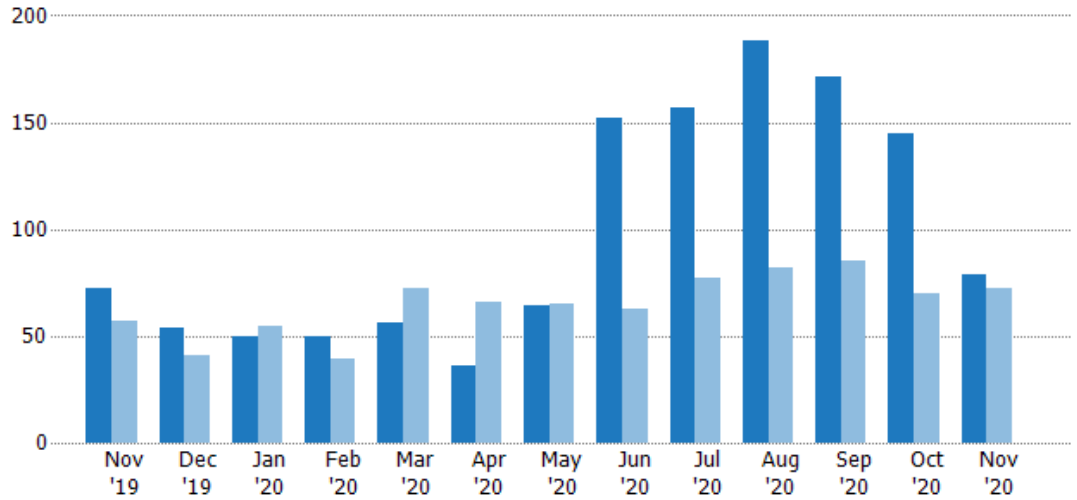
## New Pending Sales

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.
Nov '20	79	9.7%
Nov '19	72	26.3%
Nov '18	57	5.3%



Current Year	72	54	50	50	56	36	64	152	157	188	171	145	79
Prior Year	57	41	55	39	72	66	65	63	77	82	85	70	72
Percent Change from Prior Year	26%	32%	-9%	28%	-22%	-45%	-2%	141%	104%	129%	101%	107%	10%

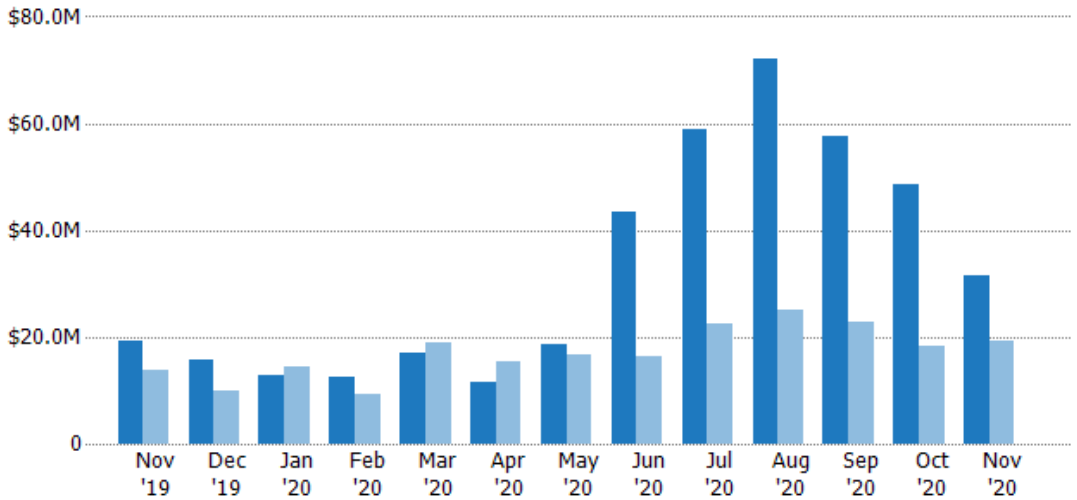
## New Pending Sales Volume

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.
Nov '20	\$31.7M	65.1%
Nov '19	\$19.2M	38.8%
Nov '18	\$13.8M	26.7%



Current Year	\$19.2M	\$15.7M	\$12.7M	\$12.5M	\$16.9M	\$11.6M	\$18.5M	\$43.5M	\$59M	\$72.2M	\$57.7M	\$48.7M	\$31.7M
Prior Year	\$13.8M	\$9.96M	\$14.5M	\$9.44M	\$18.9M	\$15.5M	\$16.9M	\$16.4M	\$22.4M	\$25.1M	\$22.8M	\$18.4M	\$19.2M
Percent Change from Prior Year	39%	57%	-12%	32%	-11%	-25%	10%	165%	164%	188%	153%	165%	65%



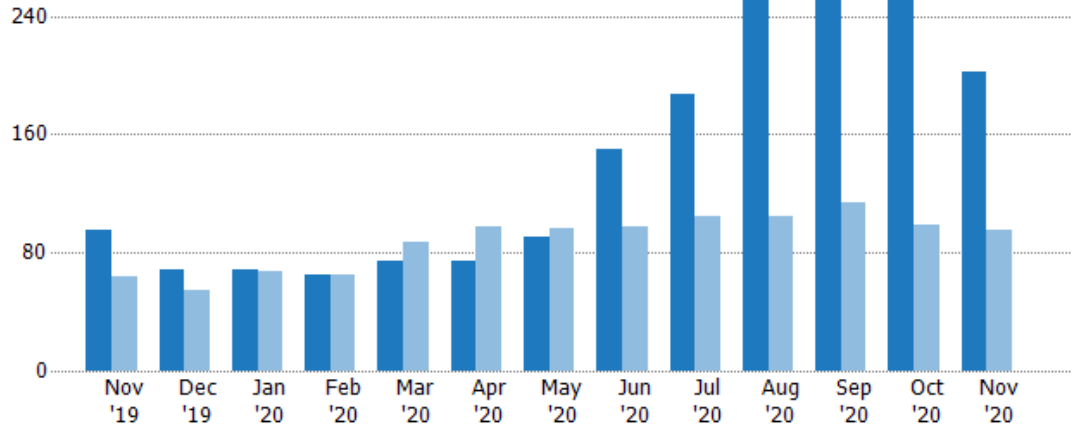
## Pending Sales

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.
Nov '20	202	112.6%
Nov '19	95	48.4%
Nov '18	64	32.8%



Current Year	95	68	69	65	74	74	91	150	187	258	275	262	202
Prior Year	64	54	67	65	87	98	96	98	104	105	114	99	95
Percent Change from Prior Year	48%	26%	3%	0%	-15%	-24%	-5%	53%	80%	146%	141%	165%	113%

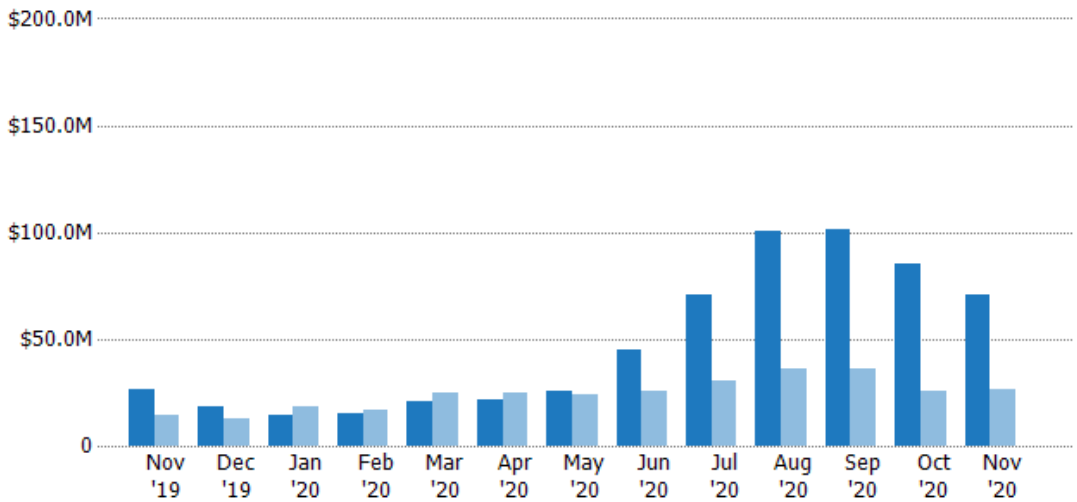
## Pending Sales Volume

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.
Nov '20	\$71M	170.8%
Nov '19	\$26.2M	84.3%
Nov '18	\$14.2M	62.5%



Current Year	\$26.2M	\$18.3M	\$14.6M	\$15.6M	\$20.5M	\$21.4M	\$25.5M	\$45.2M	\$70.8M	\$100M	\$102M	\$85.5M	\$71M
Prior Year	\$14.2M	\$13M	\$18.7M	\$17.1M	\$24.4M	\$25.2M	\$24.3M	\$26M	\$30.1M	\$35.9M	\$35.7M	\$25.8M	\$26.2M
Percent Change from Prior Year	84%	41%	-22%	-9%	-16%	-15%	5%	74%	135%	180%	184%	231%	171%

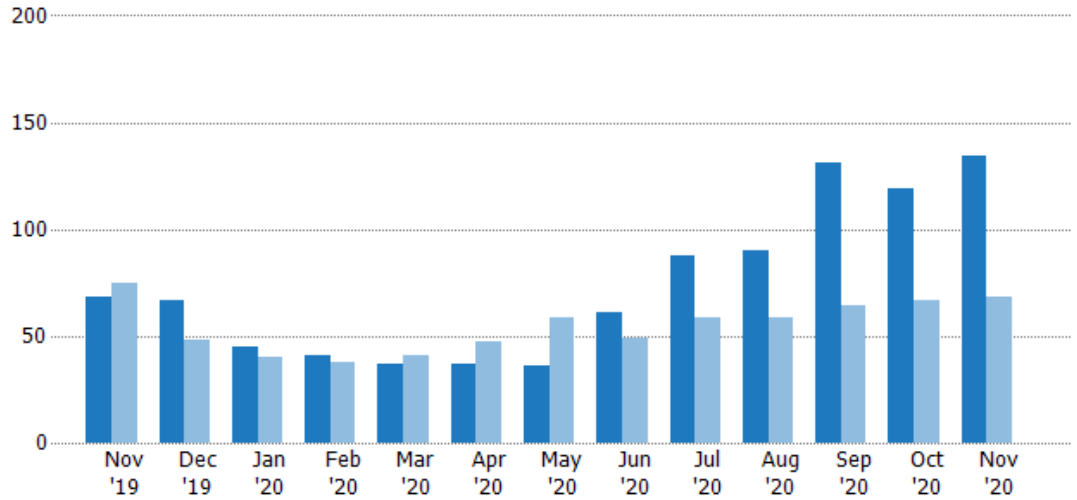
## Closed Sales

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.
Nov '20	134	97.1%
Nov '19	68	-9.3%
Nov '18	75	-24%



Current Year	68	67	45	41	37	37	36	61	88	90	131	119	134
Prior Year	75	48	40	38	41	47	59	49	59	59	64	67	68
Percent Change from Prior Year	-9%	40%	13%	8%	-10%	-21%	-39%	24%	49%	53%	105%	78%	97%

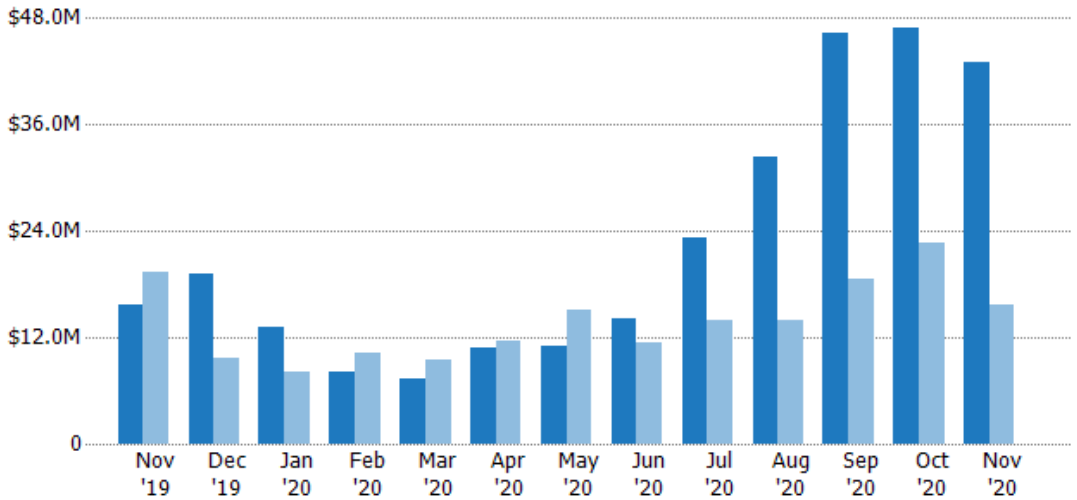
## Closed Sales Volume

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.
Nov '20	\$43M	174.5%
Nov '19	\$15.7M	-19.3%
Nov '18	\$19.4M	-11.4%



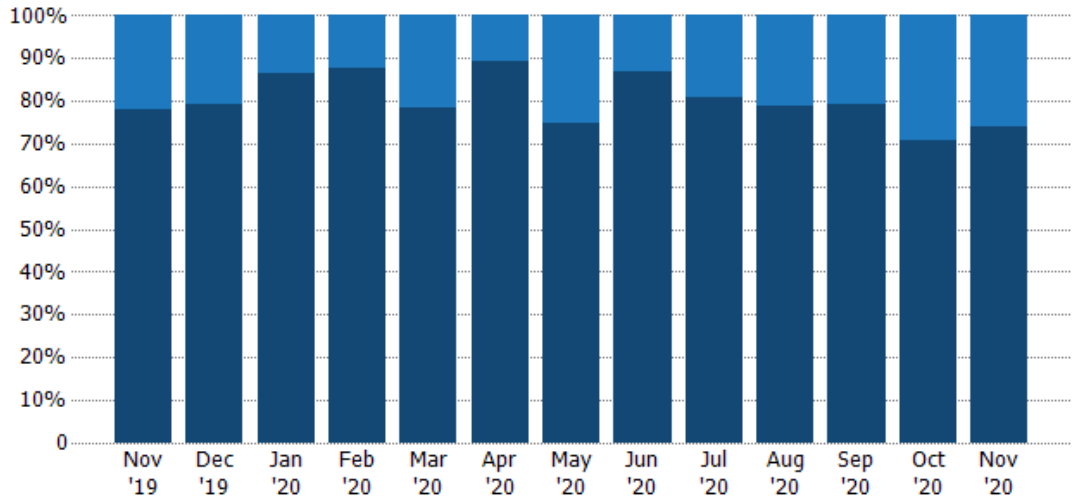
Current Year	\$15.7M	\$19.2M	\$13.1M	\$8.11M	\$7.41M	\$10.8M	\$11.1M	\$14.2M	\$23.3M	\$32.4M	\$46.3M	\$46.8M	\$43M
Prior Year	\$19.4M	\$9.58M	\$8.15M	\$10.3M	\$9.46M	\$11.6M	\$15.2M	\$11.5M	\$13.9M	\$13.9M	\$18.7M	\$22.6M	\$15.7M
Percent Change from Prior Year	-19%	100%	60%	-21%	-22%	-8%	-27%	24%	68%	134%	148%	107%	175%

## 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



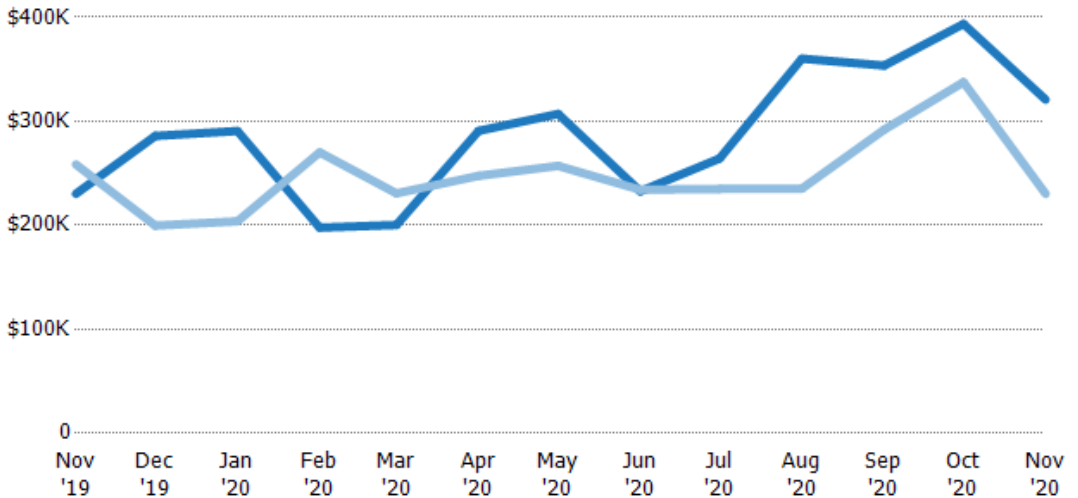
Property Type	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20
Condo/Townhouse	22%	21%	13%	12%	22%	11%	25%	13%	19%	21%	21%	29%	26%
Single Family Residence	78%	79%	87%	88%	78%	89%	75%	87%	81%	79%	79%	71%	74%

## 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.
Nov '20	\$321K	39.3%
Nov '19	\$230K	-11%
Nov '18	\$259K	16.6%

Property Type	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20
Current Year	\$230K	\$286K	\$291K	\$198K	\$200K	\$291K	\$307K	\$233K	\$264K	\$360K	\$354K	\$394K	\$321K
Prior Year	\$259K	\$200K	\$204K	\$270K	\$231K	\$248K	\$257K	\$234K	\$235K	\$235K	\$292K	\$338K	\$230K
Percent Change from Prior Year	-11%	43%	43%	-27%	-13%	17%	19%	-1%	13%	53%	21%	17%	39%

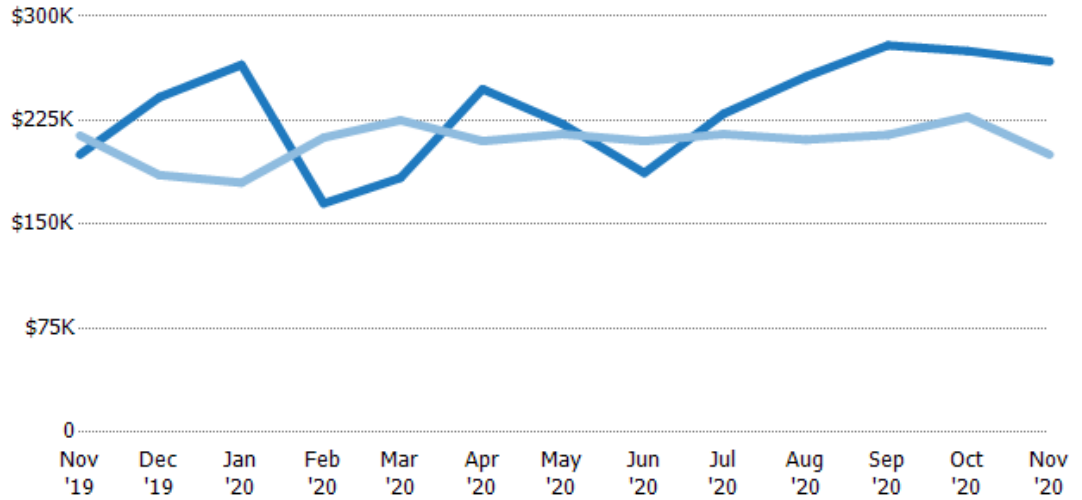
## Median Sales Price

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.
Nov '20	\$268K	33.6%
Nov '19	\$200K	-6.4%
Nov '18	\$214K	-10%



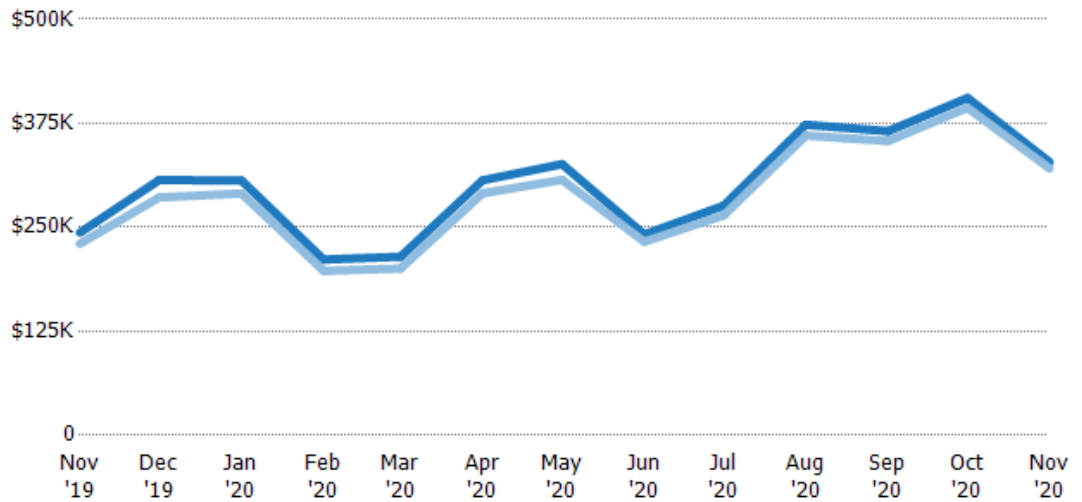
Current Year	\$200K	\$242K	\$265K	\$165K	\$184K	\$248K	\$223K	\$187K	\$230K	\$257K	\$279K	\$275K	\$268K
Prior Year	\$214K	\$186K	\$180K	\$213K	\$225K	\$210K	\$215K	\$210K	\$215K	\$211K	\$215K	\$228K	\$200K
Percent Change from Prior Year	-6%	30%	47%	-22%	-18%	18%	3%	-11%	7%	22%	30%	21%	34%

## 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



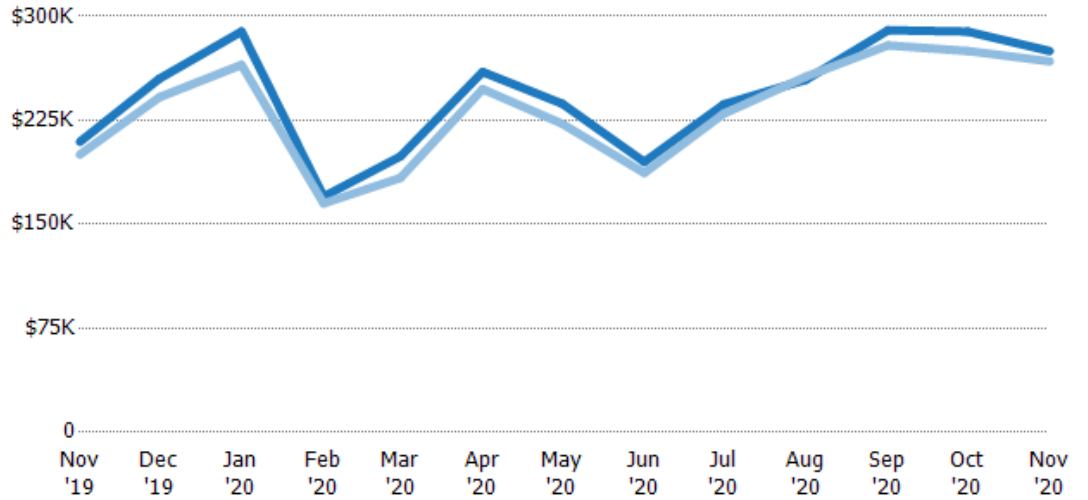
Avg List Price	\$244K	\$307K	\$306K	\$211K	\$215K	\$307K	\$326K	\$241K	\$276K	\$373K	\$365K	\$405K	\$328K
Avg Sales Price	\$230K	\$286K	\$291K	\$198K	\$200K	\$291K	\$307K	\$233K	\$264K	\$360K	\$354K	\$394K	\$321K
Avg Sales Price as a % of Avg List Price	95%	93%	95%	94%	93%	95%	94%	96%	96%	97%	97%	97%	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: Windham County, Vermont  
 Property Type:  
 Condo/Townhouse/Apt, Single  
 Family Residence



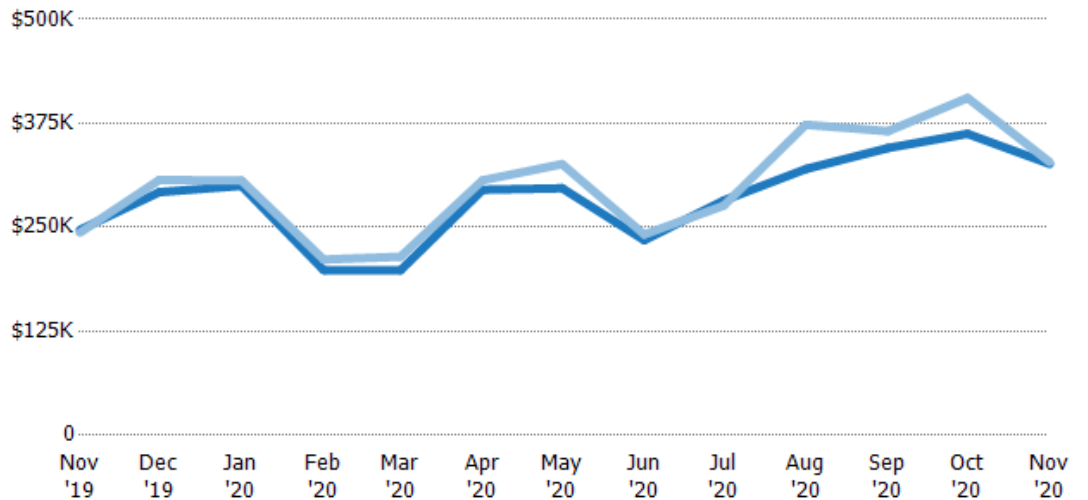
	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20
Median List Price	\$210K	\$255K	\$289K	\$170K	\$199K	\$260K	\$237K	\$195K	\$237K	\$254K	\$290K	\$289K	\$275K
Median Sales Price	\$200K	\$242K	\$265K	\$165K	\$184K	\$248K	\$223K	\$187K	\$230K	\$257K	\$279K	\$275K	\$268K
Med Sales Price as a % of Med List Price	96%	95%	92%	97%	92%	95%	94%	96%	97%	101%	96%	95%	97%

## 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



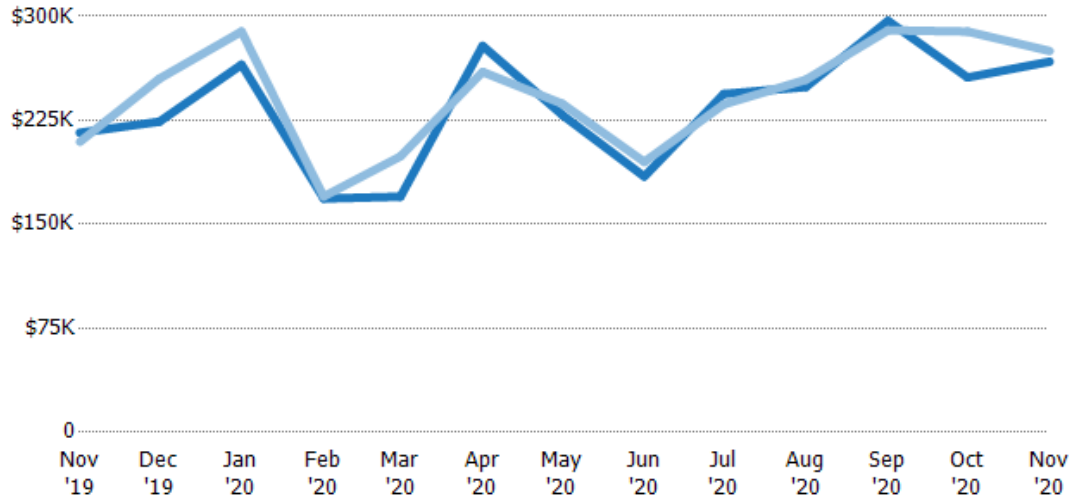
	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20
Avg Est Value	\$247K	\$292K	\$300K	\$199K	\$198K	\$295K	\$297K	\$234K	\$282K	\$320K	\$345K	\$362K	\$326K
Avg Sales Price	\$244K	\$307K	\$306K	\$211K	\$215K	\$307K	\$326K	\$241K	\$276K	\$373K	\$365K	\$405K	\$328K
Avg Sales Price as a % of Avg Est Value	99%	105%	102%	106%	108%	104%	110%	103%	98%	117%	106%	112%	101%

## 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



	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20
Median Est Value	\$216K	\$224K	\$265K	\$169K	\$170K	\$279K	\$229K	\$184K	\$244K	\$249K	\$297K	\$256K	\$267K
Median Sales Price	\$210K	\$255K	\$289K	\$170K	\$199K	\$260K	\$237K	\$195K	\$237K	\$254K	\$290K	\$289K	\$275K
Med Sales Price as a % of Med Est Value	97%	114%	109%	101%	117%	93%	103%	106%	97%	102%	98%	113%	103%