

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	127	76	+67.1%	935	825	+13.3%
New Listing Volume	\$48,173,998	\$26,695,399	+80.5%	\$351,133,413	\$271,676,339	+29.2%
Active Listing Count	280	582	-51.9%	N/A	N/A	
Active Listing Volume	\$162,642,527	\$235,253,290	-30.9%	N/A	N/A	
Average Listing Price	\$580,866	\$404,215	+43.7%	\$483,294	\$399,105	+21.1%
Median Listing Price	\$339,450	\$285,000	+19.1%	\$301,465	\$285,115	+5.7%
Median Days in RPR	60	153	-60.8%	124.11	161.31	-23.1%
Months of Inventory	2.1	9.1	-76.5%	7.5	11.1	-32.2%
Absorption Rate	46.79%	11%	+35.8%	13.34%	9.04%	+4.3%
Sales Activity Charts Metrics						
New Pending Sales Count	145	70	+107.1%	1,069	674	+58.6%
New Pending Sales Volume	\$48,695,197	\$18,388,700	+164.8%	\$353,373,780	\$180,197,591	+96.1%
Pending Sales Count	262	99	+164.6%	N/A	N/A	
Pending Sales Volume	\$85,454,691	\$25,807,200	+231.1%	N/A	N/A	
Closed Sales Count	119	67	+77.6%	685	523	+31%
Closed Sales Volume	\$46,839,815	\$22,622,040	+107.1%	\$213,439,156	\$135,204,065	+57.9%
Average Sales Price	\$393,612	\$337,642	+16.6%	\$311,590	\$258,516	+20.5%
Median Sales Price	\$275,000	\$227,500	+20.9%	\$243,257	\$213,097	+14.2%

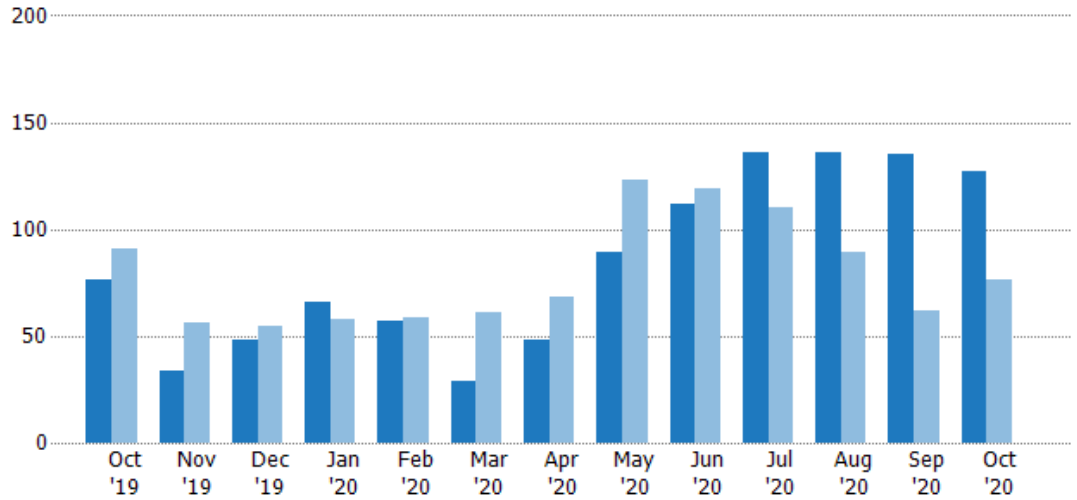
New Listings

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.
Oct '20	127	67.1%
Oct '19	76	-16.5%
Oct '18	91	-18.7%



Current Year	76	34	48	66	57	29	48	89	112	136	136	135	127
Prior Year	91	56	55	58	59	61	68	123	119	110	89	62	76
Percent Change from Prior Year	-16%	-39%	-13%	14%	-3%	-52%	-20%	-28%	-6%	24%	53%	118%	67%

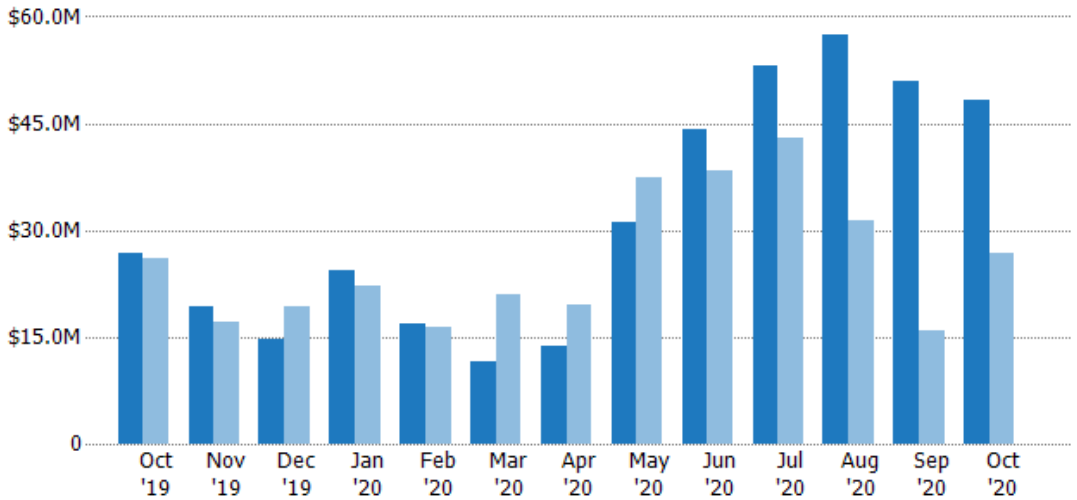
New Listing Volume

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.
Oct '20	\$48.2M	80.5%
Oct '19	\$26.7M	2.1%
Oct '18	\$26.1M	4%



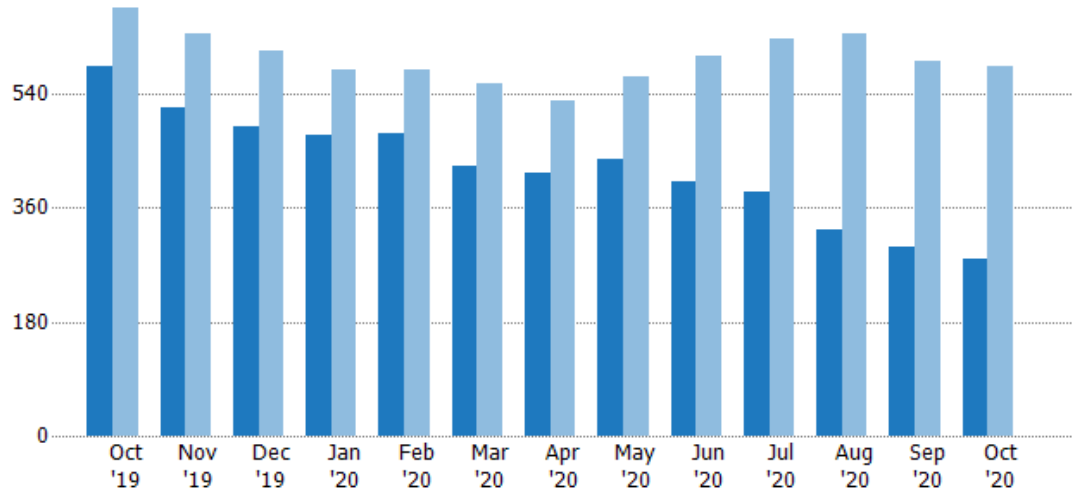
Current Year	\$26.7M	\$19.2M	\$14.8M	\$24.4M	\$16.8M	\$11.6M	\$13.7M	\$31.2M	\$44.1M	\$53M	\$57.3M	\$50.8M	\$48.2M
Prior Year	\$26.1M	\$17.1M	\$19.4M	\$22.1M	\$16.4M	\$20.9M	\$19.6M	\$37.4M	\$38.4M	\$43.1M	\$31.2M	\$15.9M	\$26.7M
Percent Change from Prior Year	2%	13%	-24%	10%	3%	-45%	-30%	-17%	15%	23%	84%	220%	80%

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



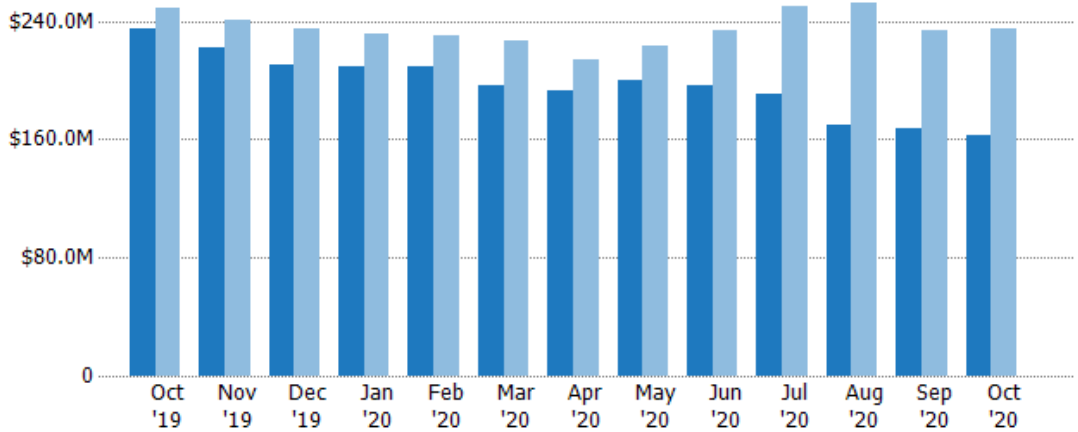
	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20
Current Year	582	517	488	476	478	425	415	437	401	386	324	298	280
Prior Year	675	634	609	577	577	555	530	566	600	627	635	591	582
Percent Change from Prior Year	-14%	-18%	-20%	-18%	-17%	-23%	-22%	-23%	-33%	-38%	-49%	-50%	-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: Windham 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
Current Year	\$235M	\$222M	\$210M	\$209M	\$210M	\$197M	\$193M	\$199M	\$197M	\$190M	\$170M	\$168M	\$163M
Prior Year	\$249M	\$240M	\$235M	\$231M	\$230M	\$227M	\$214M	\$224M	\$234M	\$250M	\$252M	\$233M	\$235M
Percent Change from Prior Year	-6%	-7%	-11%	-10%	-9%	-13%	-10%	-11%	-16%	-24%	-33%	-28%	-31%

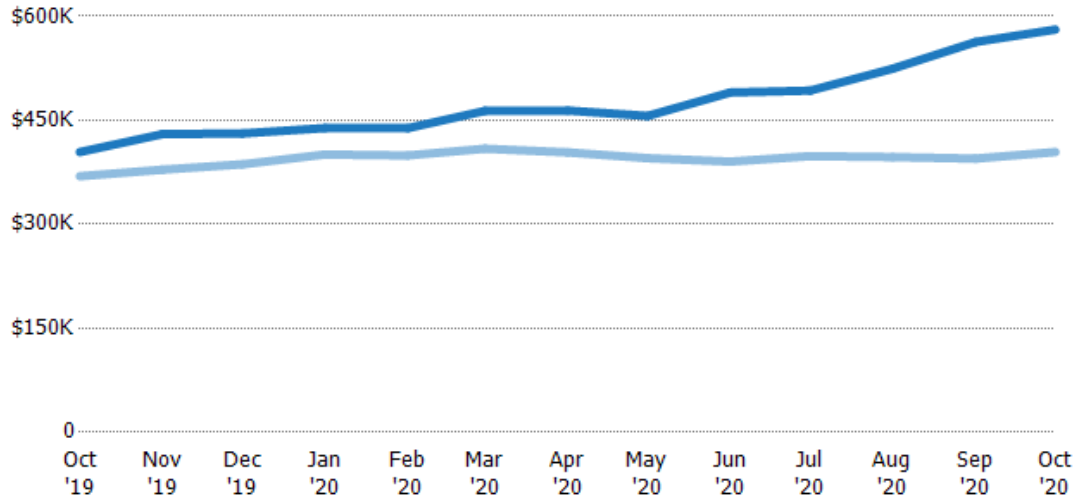
Average Listing Price

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.
Oct '20	\$581K	43.7%
Oct '19	\$404K	9.5%
Oct '18	\$369K	-1.2%



Current Year	\$404K	\$430K	\$431K	\$439K	\$439K	\$464K	\$464K	\$456K	\$490K	\$493K	\$524K	\$563K	\$581K
Prior Year	\$369K	\$379K	\$386K	\$401K	\$399K	\$409K	\$404K	\$395K	\$390K	\$398K	\$397K	\$395K	\$404K
Percent Change from Prior Year	9%	14%	12%	9%	10%	13%	15%	15%	26%	24%	32%	43%	44%

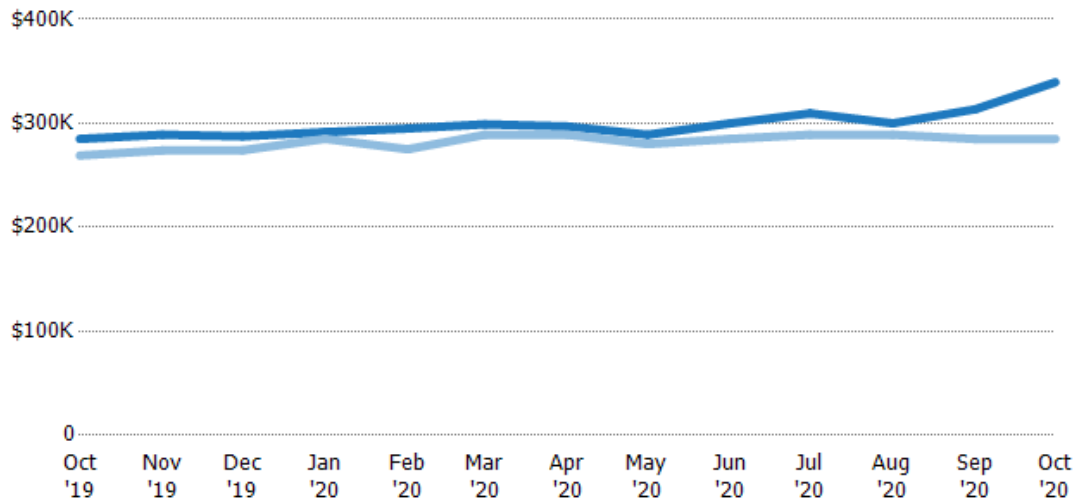
Median Listing Price

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.
Oct '20	\$339K	19.1%
Oct '19	\$285K	5.9%
Oct '18	\$269K	-9.3%



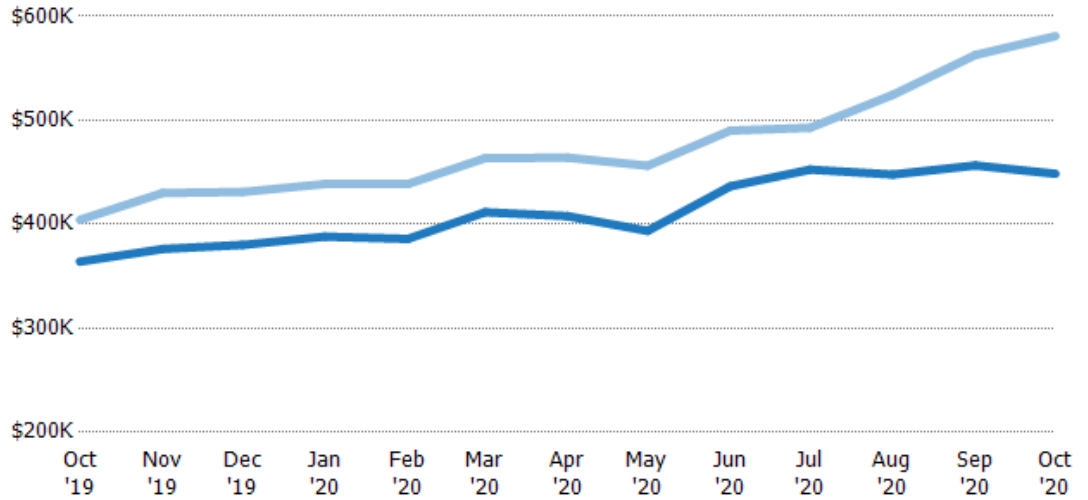
Current Year	\$285K	\$289K	\$287K	\$292K	\$295K	\$299K	\$297K	\$289K	\$300K	\$310K	\$300K	\$314K	\$339K
Prior Year	\$269K	\$274K	\$274K	\$285K	\$275K	\$289K	\$289K	\$280K	\$285K	\$289K	\$289K	\$285K	\$285K
Percent Change from Prior Year	6%	5%	5%	2%	7%	3%	3%	3%	5%	7%	4%	10%	19%

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

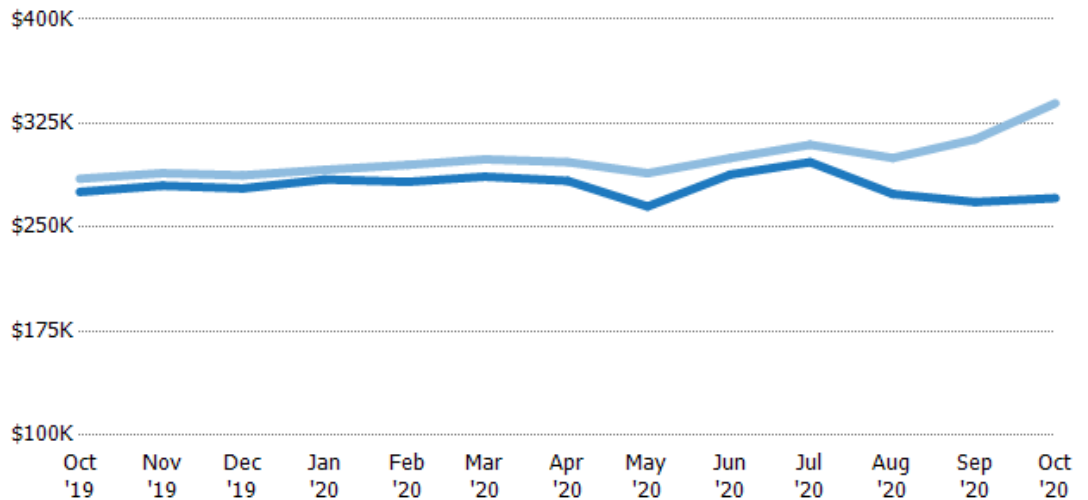


Median Listing Price vs Median Est Value

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

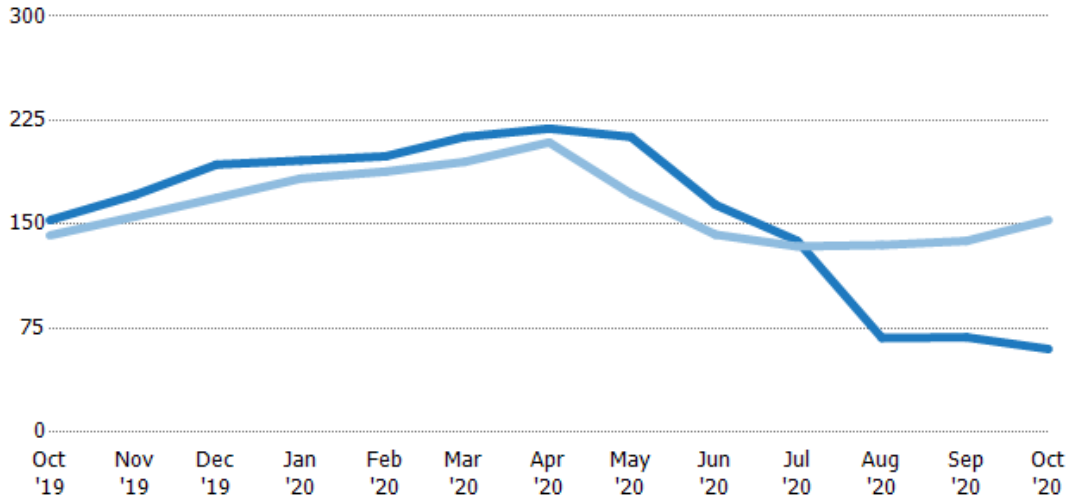


Median Days in RPR

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.
Oct '20	60	-60.8%
Oct '19	153	7.7%
Oct '18	142	-5.6%

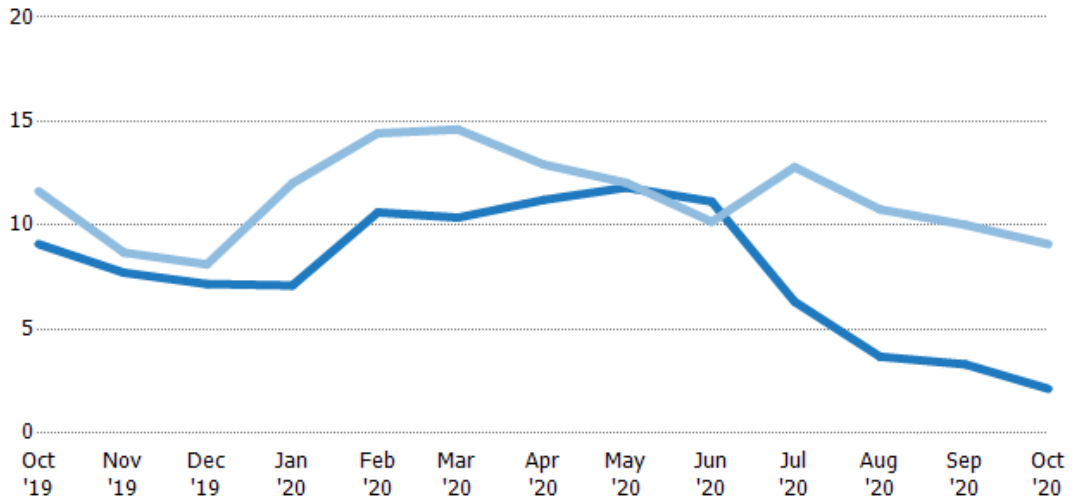
Current Year	153	171	193	196	199	213	219	213	164	138	68	68.5	60
Prior Year	142	156	169	183	188	195	209	172	143	134	135	138	153
Percent Change from Prior Year	8%	10%	14%	7%	6%	9%	5%	24%	15%	3%	-50%	-50%	-61%

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.
Oct '20	2.14	-76.5%
Oct '19	9.09	-21.9%
Oct '18	11.6	3.1%

Current Year	9.09	7.72	7.18	7.1	10.6	10.4	11.2	11.8	11.1	6.33	3.68	3.31	2.14
Prior Year	11.6	8.68	8.12	12	14.4	14.6	12.9	12	10.2	12.8	10.8	10	9.09
Percent Change from Prior Year	-22%	-11%	-12%	-41%	-26%	-29%	-13%	-2%	10%	-51%	-66%	-67%	-76%

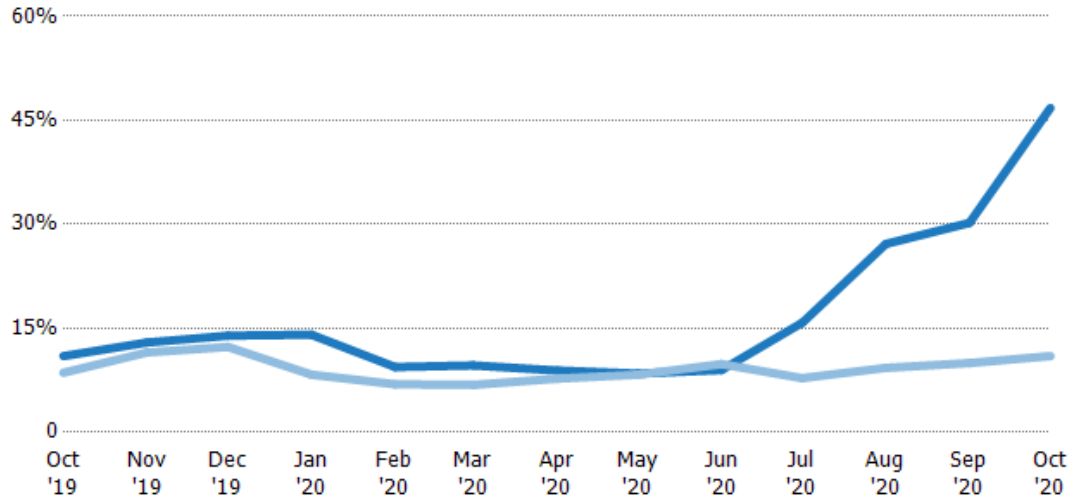
Absorption Rate

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.
Oct '20	47%	-35.8%
Oct '19	11%	-2.4%
Oct '18	9%	-3%



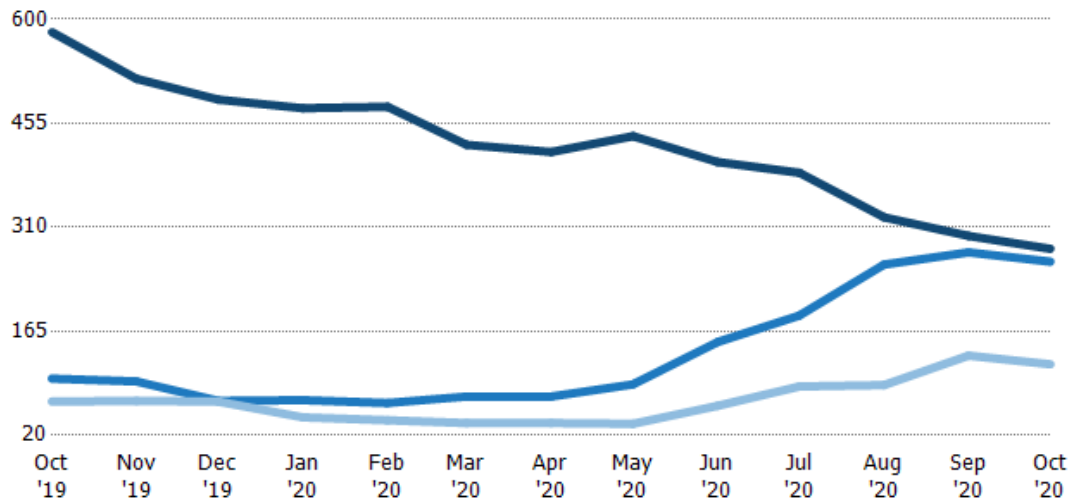
Current Year	11%	13%	14%	14%	9%	10%	9%	8%	9%	16%	27%	30%	47%
Prior Year	9%	12%	12%	8%	7%	7%	8%	8%	10%	8%	9%	10%	11%
Change from Prior Year	-2%	-1%	-2%	-6%	-2%	-3%	-1%	0%	1%	-8%	-18%	-20%	-36%

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	582	517	488	476	478	425	415	437	401	386	324	298	280
Pending	99	95	68	69	65	74	74	91	150	187	258	275	262
Sold	67	68	67	45	41	37	37	36	61	88	90	131	119

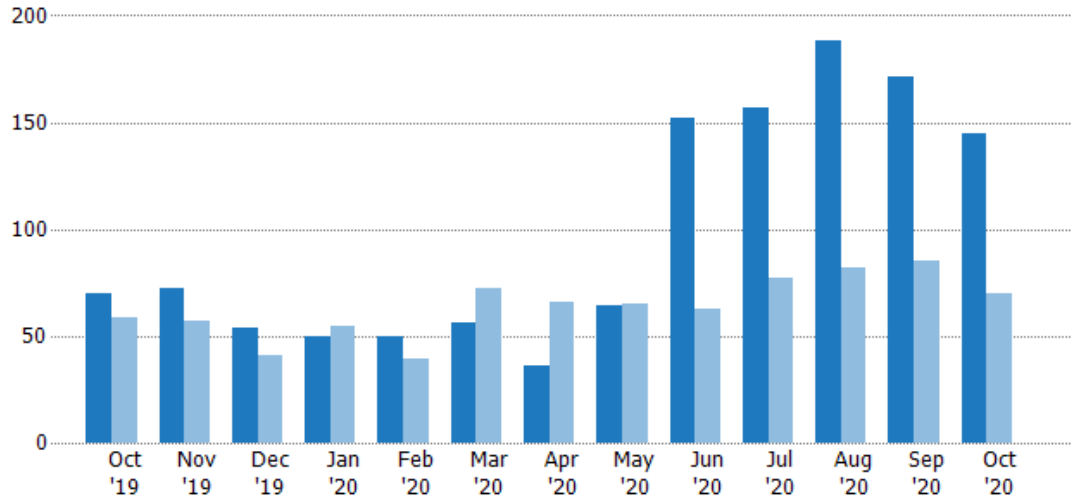
New Pending Sales

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.
Oct '20	145	107.1%
Oct '19	70	18.6%
Oct '18	59	-1.7%



Current Year	70	72	54	50	50	56	36	64	152	157	188	171	145
Prior Year	59	57	41	55	39	72	66	65	63	77	82	85	70
Percent Change from Prior Year	19%	26%	32%	-9%	28%	-22%	-45%	-2%	141%	104%	129%	101%	107%

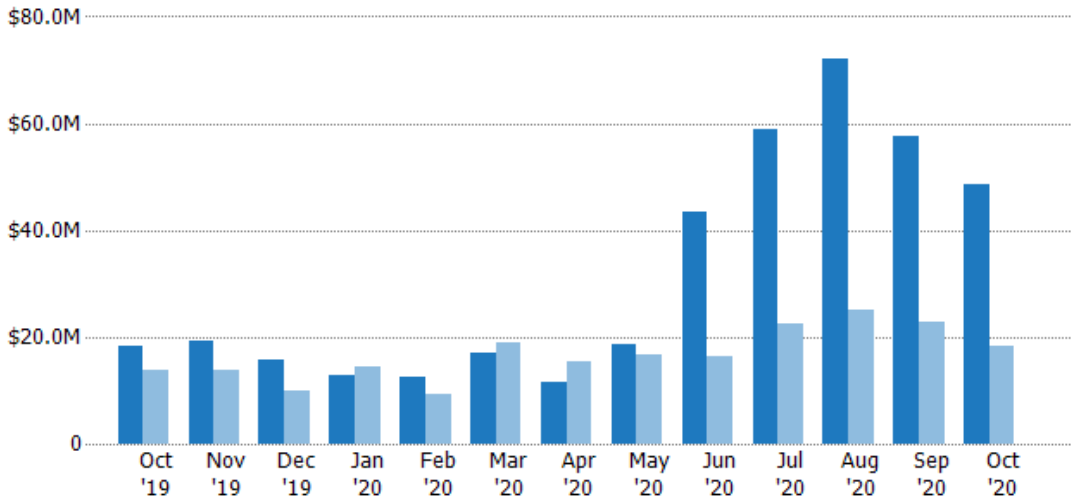
New Pending Sales Volume

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.
Oct '20	\$48.7M	164.8%
Oct '19	\$18.4M	34.7%
Oct '18	\$13.7M	22.1%



Current Year	\$18.4M	\$19.2M	\$15.7M	\$12.7M	\$12.5M	\$16.9M	\$11.6M	\$18.5M	\$43.5M	\$59M	\$72.2M	\$57.7M	\$48.7M
Prior Year	\$13.7M	\$13.8M	\$9.96M	\$14.5M	\$9.44M	\$18.9M	\$15.5M	\$16.9M	\$16.4M	\$22.4M	\$25.1M	\$22.8M	\$18.4M
Percent Change from Prior Year	35%	39%	57%	-12%	32%	-11%	-25%	10%	165%	164%	188%	153%	165%

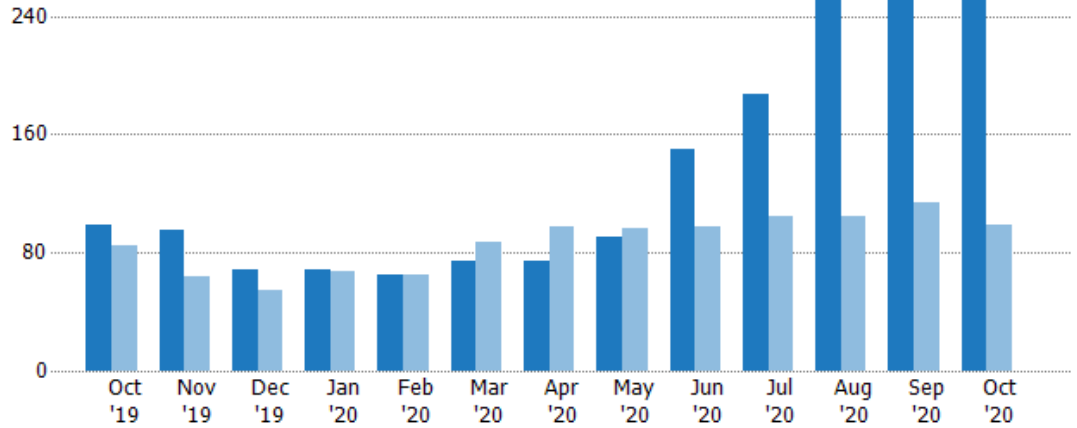
Pending Sales

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.
Oct '20	262	164.6%
Oct '19	99	16.5%
Oct '18	85	-2.4%



Current Year	99	95	68	69	65	74	74	91	150	187	258	275	262
Prior Year	85	64	54	67	65	87	98	96	98	104	105	114	99
Percent Change from Prior Year	16%	48%	26%	3%	0%	-15%	-24%	-5%	53%	80%	146%	141%	165%

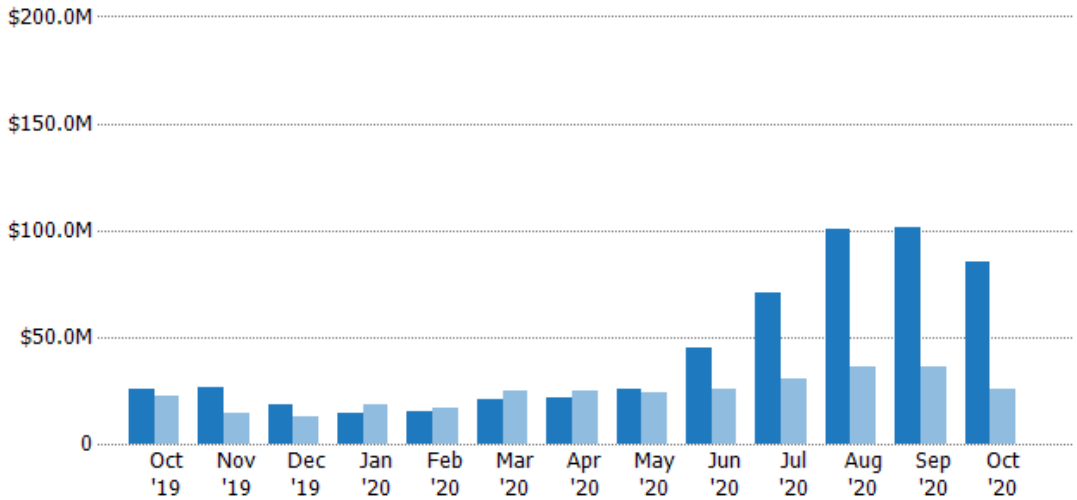
Pending Sales Volume

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.
Oct '20	\$85.5M	231.1%
Oct '19	\$25.8M	17%
Oct '18	\$22.1M	9%



Current Year	\$25.8M	\$26.2M	\$18.3M	\$14.6M	\$15.6M	\$20.5M	\$21.4M	\$25.5M	\$45.2M	\$70.8M	\$100M	\$102M	\$85.5M
Prior Year	\$22.1M	\$14.2M	\$13M	\$18.7M	\$17.1M	\$24.4M	\$25.2M	\$24.3M	\$26M	\$30.1M	\$35.9M	\$35.7M	\$25.8M
Percent Change from Prior Year	17%	84%	41%	-22%	-9%	-16%	-15%	5%	74%	135%	180%	184%	231%

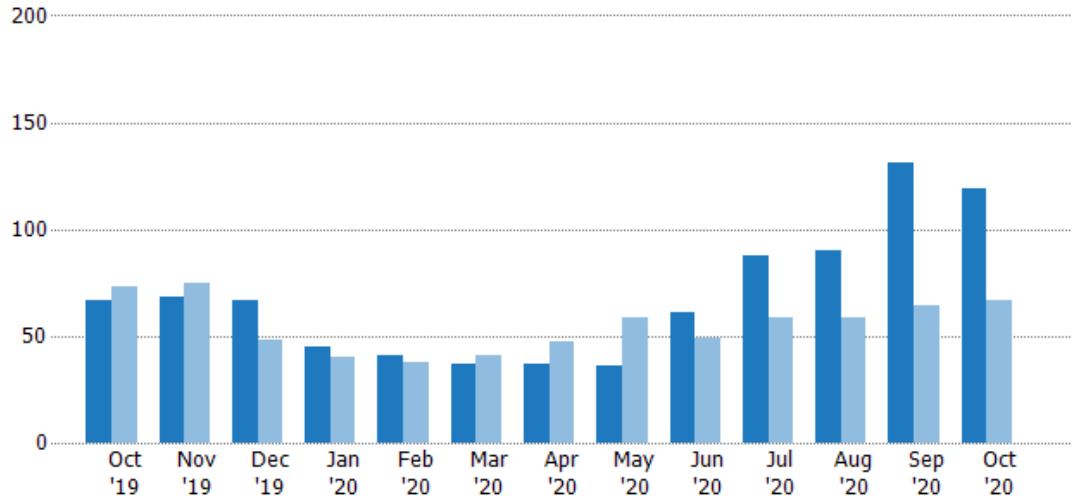
Closed Sales

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.
Oct '20	119	77.6%
Oct '19	67	-8.2%
Oct '18	73	-20.5%



Current Year	67	68	67	45	41	37	37	36	61	88	90	131	119
Prior Year	73	75	48	40	38	41	47	59	49	59	59	64	67
Percent Change from Prior Year	-8%	-9%	40%	13%	8%	-10%	-21%	-39%	24%	49%	53%	105%	78%

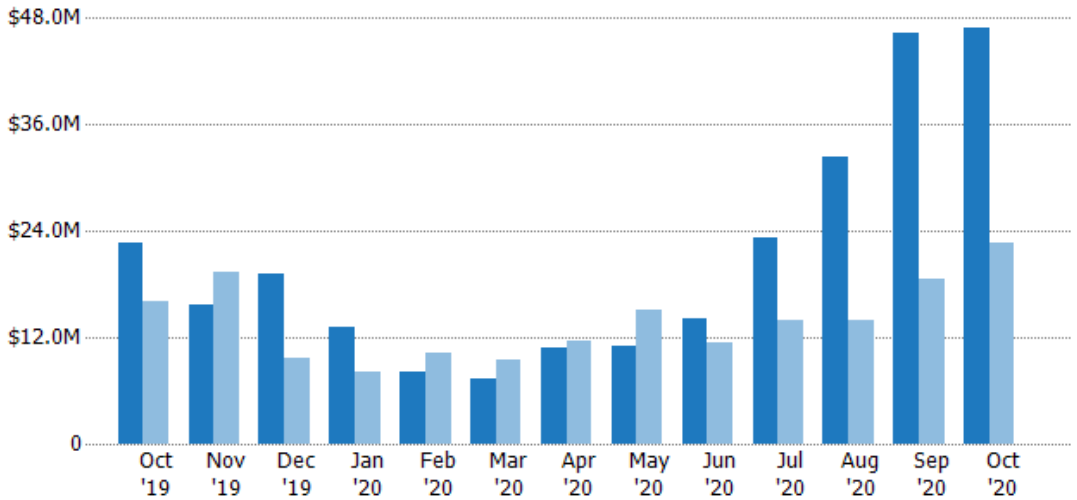
Closed Sales Volume

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.
Oct '20	\$46.8M	107.1%
Oct '19	\$22.6M	41%
Oct '18	\$16M	-19.4%



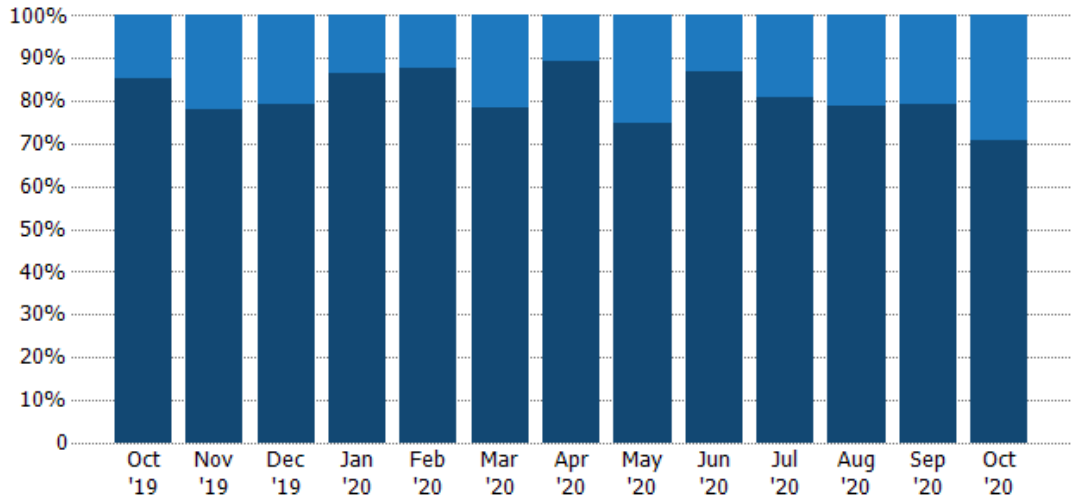
Current Year	\$22.6M	\$15.7M	\$19.2M	\$13.1M	\$8.11M	\$7.41M	\$10.8M	\$11.1M	\$14.2M	\$23.3M	\$32.4M	\$46.3M	\$46.8M
Prior Year	\$16M	\$19.4M	\$9.58M	\$8.15M	\$10.3M	\$9.46M	\$11.6M	\$15.2M	\$11.5M	\$13.9M	\$13.9M	\$18.7M	\$22.6M
Percent Change from Prior Year	41%	-19%	100%	60%	-21%	-22%	-8%	-27%	24%	68%	134%	148%	107%

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



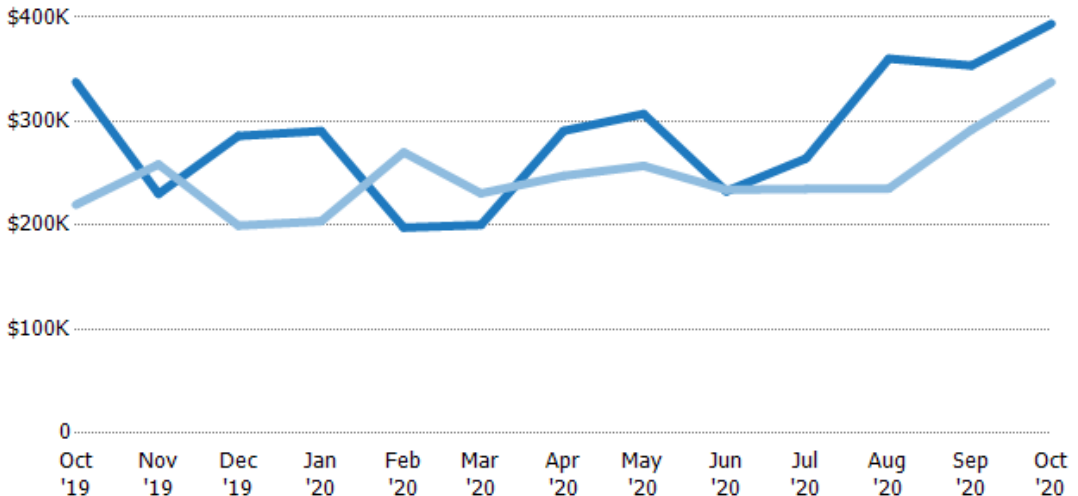
Property Type	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20
Condo/Townhouse	15%	22%	21%	13%	12%	22%	11%	25%	13%	19%	21%	21%	29%
Single Family Residence	85%	78%	79%	87%	88%	78%	89%	75%	87%	81%	79%	79%	71%

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.
Oct '20	\$394K	16.6%
Oct '19	\$338K	53.7%
Oct '18	\$220K	1.5%

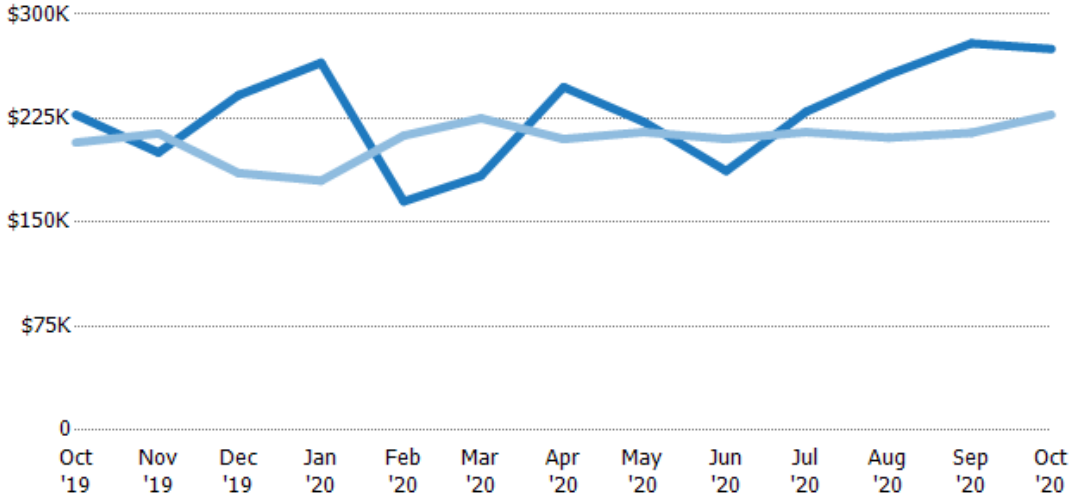
Property Type	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20
Current Year	\$338K	\$230K	\$286K	\$291K	\$198K	\$200K	\$291K	\$307K	\$233K	\$264K	\$360K	\$354K	\$394K
Prior Year	\$220K	\$259K	\$200K	\$204K	\$270K	\$231K	\$248K	\$257K	\$234K	\$235K	\$235K	\$292K	\$338K
Percent Change from Prior Year	54%	-11%	43%	43%	-27%	-13%	17%	19%	-1%	13%	53%	21%	17%

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



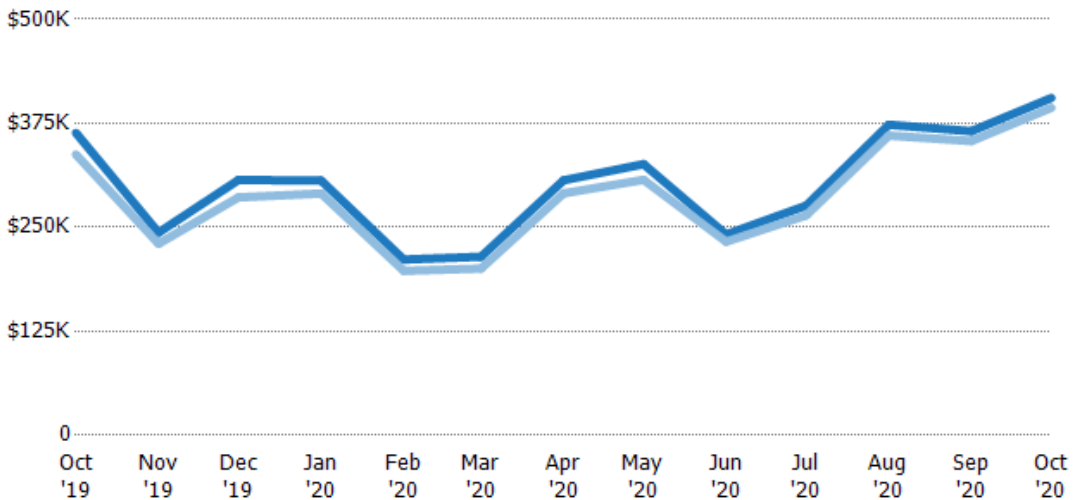
	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20
Current Year	\$228K	\$200K	\$242K	\$265K	\$165K	\$184K	\$248K	\$223K	\$187K	\$230K	\$257K	\$279K	\$275K
Prior Year	\$208K	\$214K	\$186K	\$180K	\$213K	\$225K	\$210K	\$215K	\$210K	\$215K	\$211K	\$215K	\$228K
Percent Change from Prior Year	10%	-6%	30%	47%	-22%	-18%	18%	3%	-11%	7%	22%	30%	21%

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



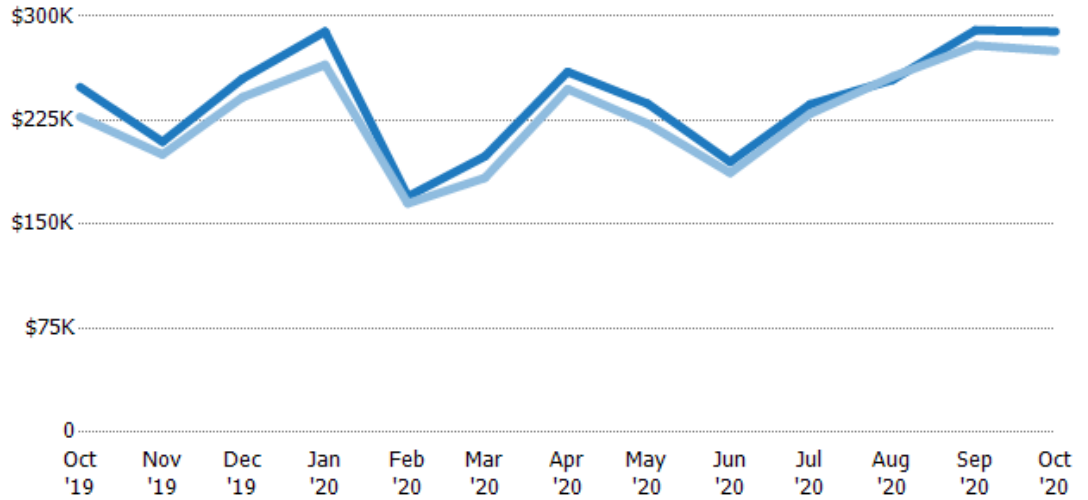
	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20
Avg List Price	\$363K	\$244K	\$307K	\$306K	\$211K	\$215K	\$307K	\$326K	\$241K	\$276K	\$373K	\$365K	\$405K
Avg Sales Price	\$338K	\$230K	\$286K	\$291K	\$198K	\$200K	\$291K	\$307K	\$233K	\$264K	\$360K	\$354K	\$394K
Avg Sales Price as a % of Avg List Price	93%	95%	93%	95%	94%	93%	95%	94%	96%	96%	97%	97%	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



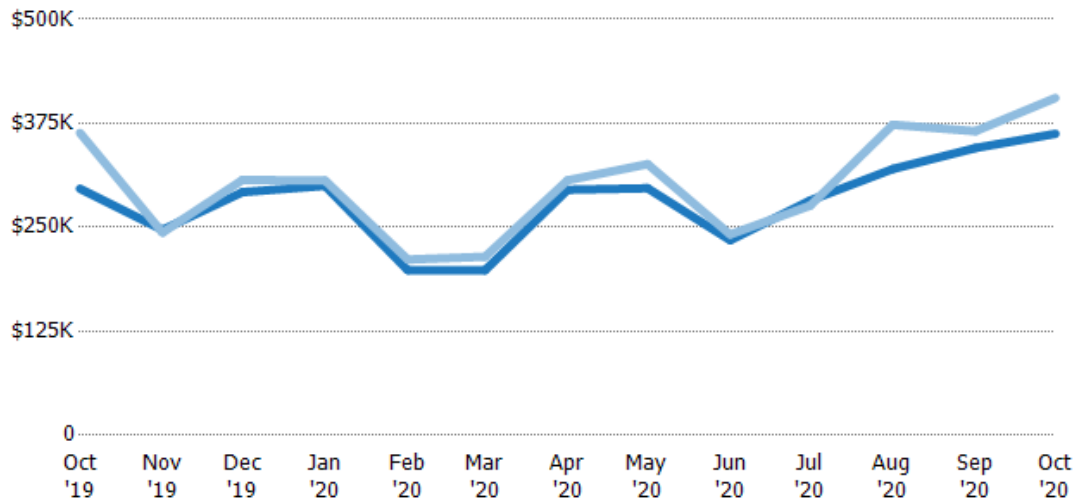
	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20
Median List Price	\$249K	\$210K	\$255K	\$289K	\$170K	\$199K	\$260K	\$237K	\$195K	\$237K	\$254K	\$290K	\$289K
Median Sales Price	\$228K	\$200K	\$242K	\$265K	\$165K	\$184K	\$248K	\$223K	\$187K	\$230K	\$257K	\$279K	\$275K
Med Sales Price as a % of Med List Price	91%	96%	95%	92%	97%	92%	95%	94%	96%	97%	101%	96%	95%

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



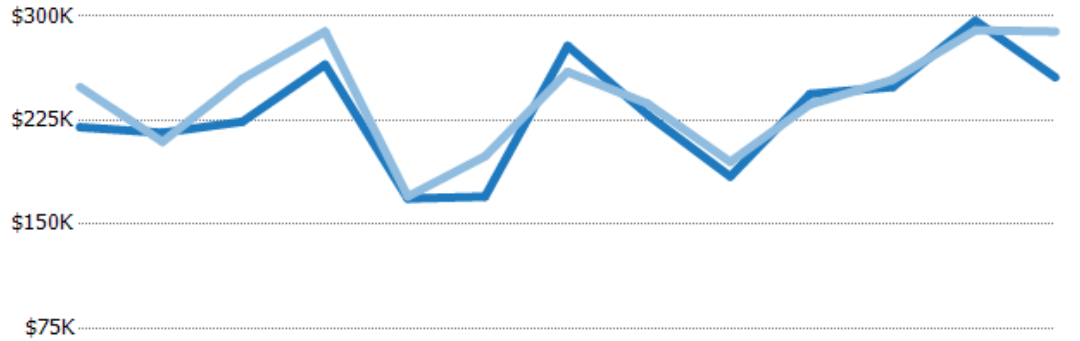
	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20
Avg Est Value	\$296K	\$247K	\$292K	\$300K	\$199K	\$198K	\$295K	\$297K	\$234K	\$282K	\$320K	\$345K	\$362K
Avg Sales Price	\$363K	\$244K	\$307K	\$306K	\$211K	\$215K	\$307K	\$326K	\$241K	\$276K	\$373K	\$365K	\$405K
Avg Sales Price as a % of Avg Est Value	123%	99%	105%	102%	106%	108%	104%	110%	103%	98%	117%	106%	112%

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



	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	\$220K	\$216K	\$224K	\$265K	\$169K	\$170K	\$279K	\$229K	\$184K	\$244K	\$249K	\$297K	\$256K
Median Sales Price	\$249K	\$210K	\$255K	\$289K	\$170K	\$199K	\$260K	\$237K	\$195K	\$237K	\$254K	\$290K	\$289K
Med Sales Price as a % of Med Est Value	113%	97%	114%	109%	101%	117%	93%	103%	106%	97%	102%	98%	113%