

Summary of Key Listing and Sales Metrics

A summary of the key metrics selected to be included in the report. MLS sources where licensed.

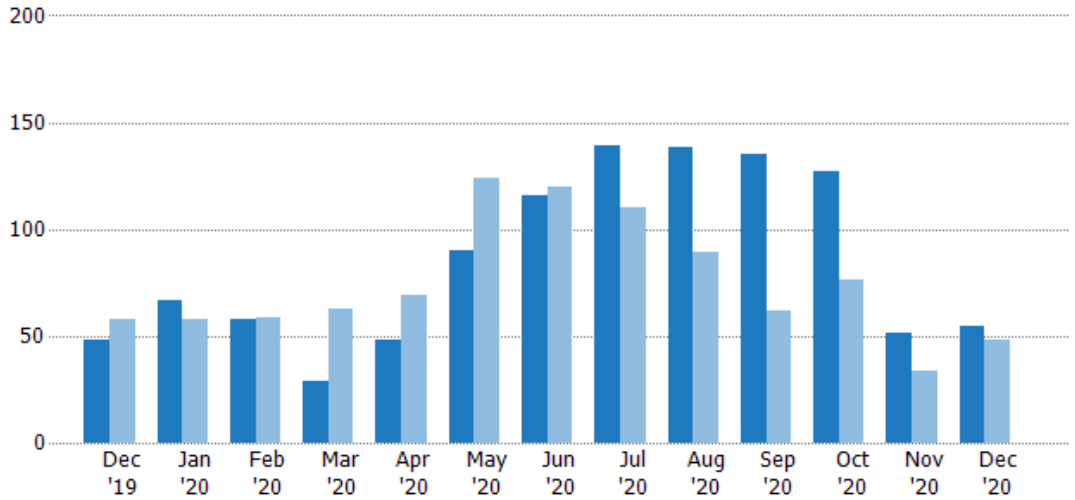
Key Metrics	Dec 2020	Dec 2019	+ / -	YTD 2020	YTD 2019	+ / -
Listing Activity Charts Metrics						
New Listing Count	55	48	+14.6%	1,053	912	+15.5%
New Listing Volume	\$22,641,949	\$14,810,100	+52.9%	\$397,046,861	\$307,651,939	+29.1%
Active Listing Count	223	495	-54.9%	N/A	N/A	
Active Listing Volume	\$129,392,447	\$214,187,940	-39.6%	N/A	N/A	
Average Listing Price	\$580,235	\$432,703	+34.1%	\$493,588	\$405,012	+21.9%
Median Listing Price	\$329,900	\$289,000	+14.2%	\$306,236	\$285,530	+7.3%
Median Days in RPR	95	195	-51.3%	114.43	168.15	-31.9%
Months of Inventory	1.6	7.3	-77.5%	6.7	10.6	-36.8%
Absorption Rate	60.99%	13.74%	+47.2%	14.96%	9.46%	+5.5%
Sales Activity Charts Metrics						
New Pending Sales Count	73	54	+35.2%	1,228	808	+52%
New Pending Sales Volume	\$25,176,427	\$15,677,050	+60.6%	\$411,928,307	\$216,189,900	+90.5%
Pending Sales Count	128	68	+88.2%	N/A	N/A	
Pending Sales Volume	\$40,610,526	\$18,286,950	+122.1%	N/A	N/A	
Closed Sales Count	123	67	+83.6%	953	668	+42.7%
Closed Sales Volume	\$45,180,680	\$19,157,542	+135.8%	\$308,414,884	\$172,997,105	+78.3%
Average Sales Price	\$367,323	\$285,933	+28.5%	\$323,625	\$258,978	+25%
Median Sales Price	\$260,000	\$241,600	+7.6%	\$251,210	\$214,160	+17.3%

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



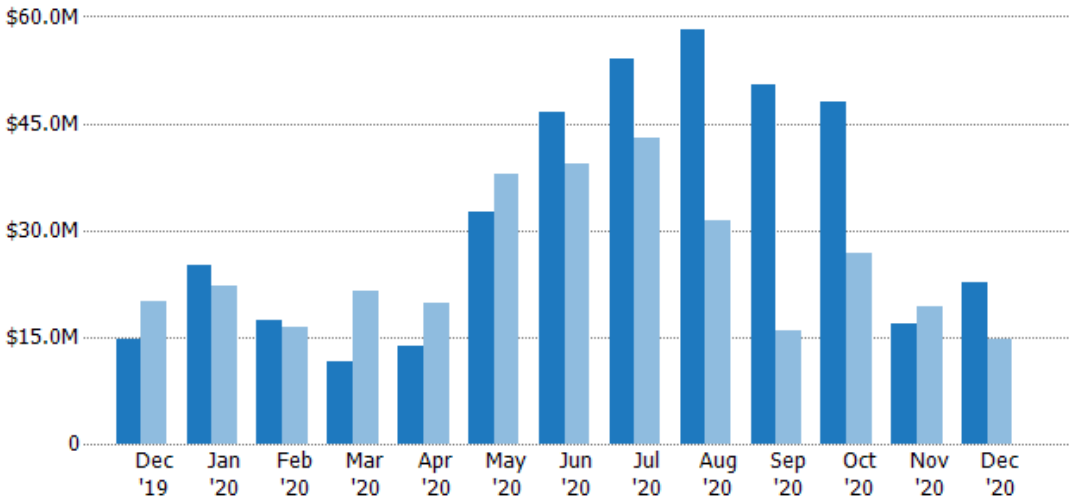
	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20
Current Year	48	67	58	29	48	90	116	139	138	135	127	51	55
Prior Year	58	58	59	63	69	124	120	110	89	62	76	34	48
Percent Change from Prior Year	-17%	16%	-2%	-54%	-30%	-27%	-3%	26%	55%	118%	67%	50%	15%

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



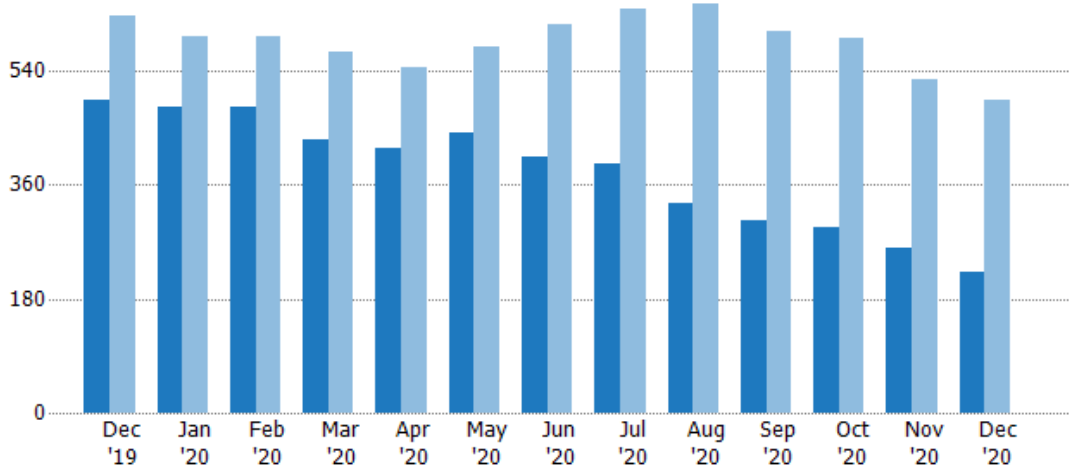
	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20
Current Year	\$14.8M	\$25.2M	\$17.3M	\$11.6M	\$13.7M	\$32.7M	\$46.5M	\$54M	\$58.2M	\$50.4M	\$48.1M	\$16.8M	\$22.6M
Prior Year	\$20M	\$22.1M	\$16.4M	\$21.6M	\$19.7M	\$37.8M	\$39.2M	\$43.1M	\$31.2M	\$15.9M	\$26.7M	\$19.2M	\$14.8M
Percent Change from Prior Year	-26%	14%	6%	-46%	-30%	-14%	19%	25%	86%	217%	80%	-13%	53%

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



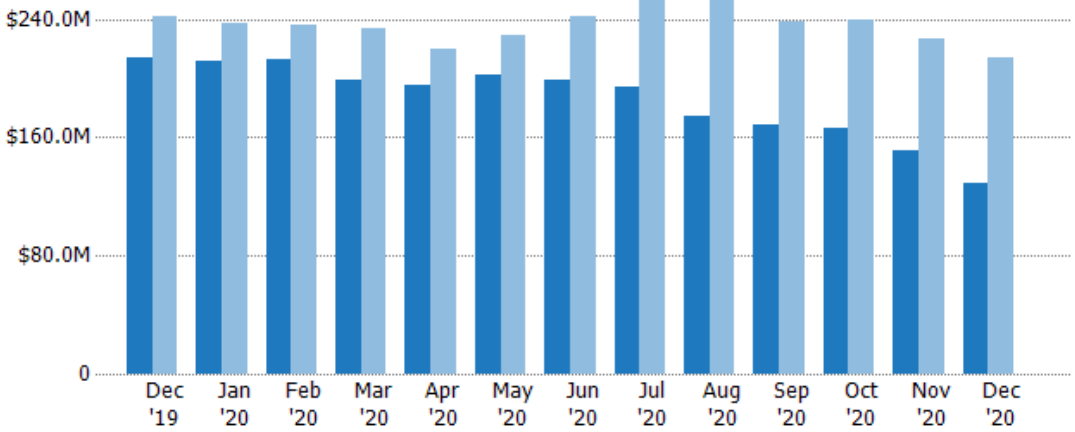
	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20
Current Year	495	482	484	430	419	441	405	392	332	304	293	260	223
Prior Year	626	594	593	570	545	579	614	638	645	601	591	525	495
Percent Change from Prior Year	-21%	-19%	-18%	-25%	-23%	-24%	-34%	-39%	-49%	-49%	-50%	-50%	-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: Windham County, Vermont
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence



	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20
Current Year	\$214M	\$212M	\$212M	\$199M	\$195M	\$203M	\$199M	\$194M	\$174M	\$169M	\$166M	\$152M	\$129M
Prior Year	\$241M	\$237M	\$236M	\$234M	\$220M	\$230M	\$242M	\$255M	\$258M	\$239M	\$240M	\$227M	\$214M
Percent Change from Prior Year	-11%	-11%	-10%	-15%	-11%	-12%	-17%	-24%	-32%	-29%	-31%	-33%	-40%

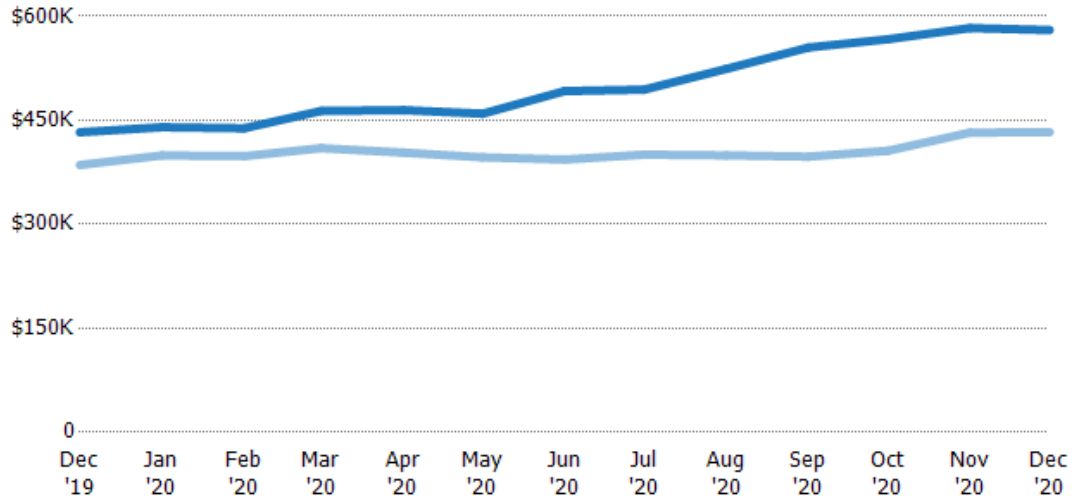
Average Listing Price

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.
Dec '20	\$580K	34.1%
Dec '19	\$433K	12.2%
Dec '18	\$386K	-3.1%



Current Year	\$433K	\$440K	\$438K	\$463K	\$465K	\$460K	\$492K	\$494K	\$524K	\$555K	\$567K	\$583K	\$580K
Prior Year	\$386K	\$399K	\$398K	\$410K	\$403K	\$397K	\$393K	\$400K	\$399K	\$398K	\$406K	\$432K	\$433K
Percent Change from Prior Year	12%	10%	10%	13%	15%	16%	25%	23%	31%	40%	40%	35%	34%

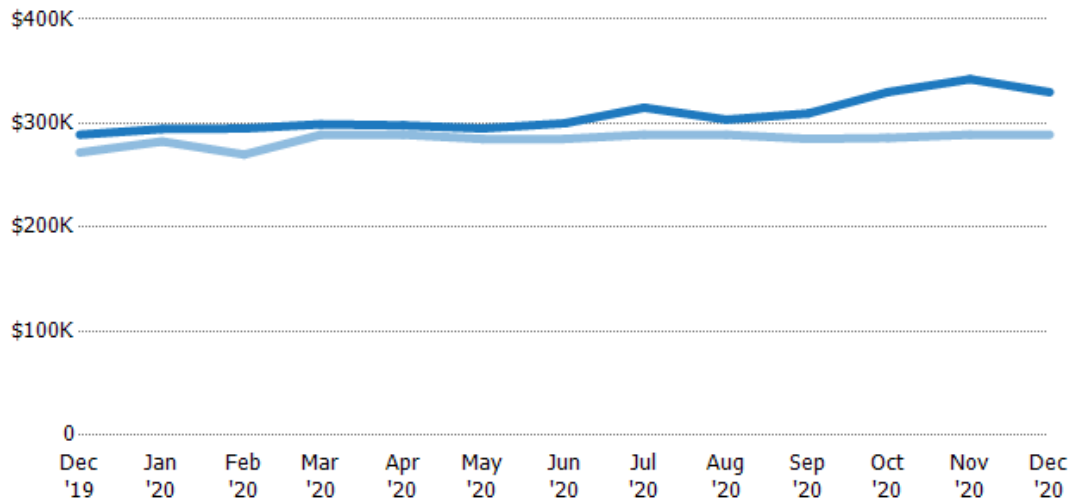
Median Listing Price

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.
Dec '20	\$330K	14.2%
Dec '19	\$289K	6.3%
Dec '18	\$272K	-10.6%



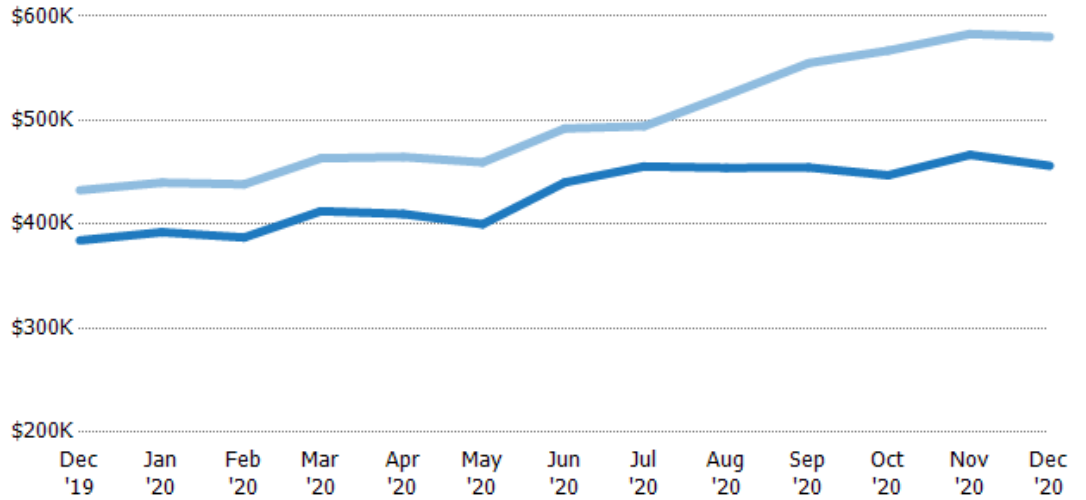
Current Year	\$289K	\$294K	\$295K	\$299K	\$298K	\$295K	\$300K	\$315K	\$304K	\$310K	\$330K	\$342K	\$330K
Prior Year	\$272K	\$282K	\$270K	\$289K	\$289K	\$285K	\$285K	\$289K	\$289K	\$285K	\$286K	\$289K	\$289K
Percent Change from Prior Year	6%	4%	9%	3%	3%	4%	5%	9%	5%	9%	15%	18%	14%

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



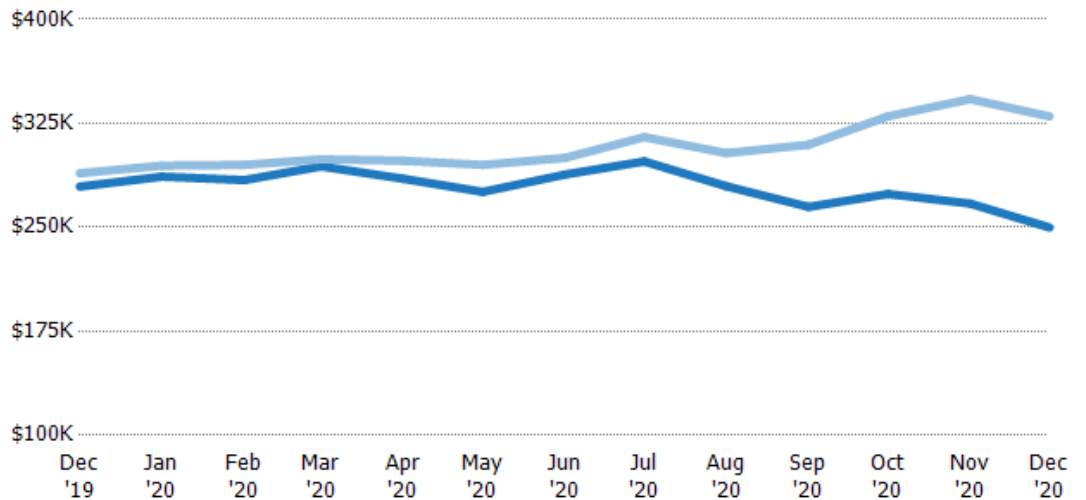
	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20
Avg Est Value	\$385K	\$392K	\$387K	\$413K	\$410K	\$400K	\$440K	\$456K	\$454K	\$455K	\$447K	\$467K	\$456K
Avg Listing Price	\$433K	\$440K	\$438K	\$463K	\$465K	\$460K	\$492K	\$494K	\$524K	\$555K	\$567K	\$583K	\$580K
Avg Listing Price as a % of Avg Est Value	113%	112%	113%	112%	113%	115%	112%	108%	115%	122%	127%	125%	127%

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



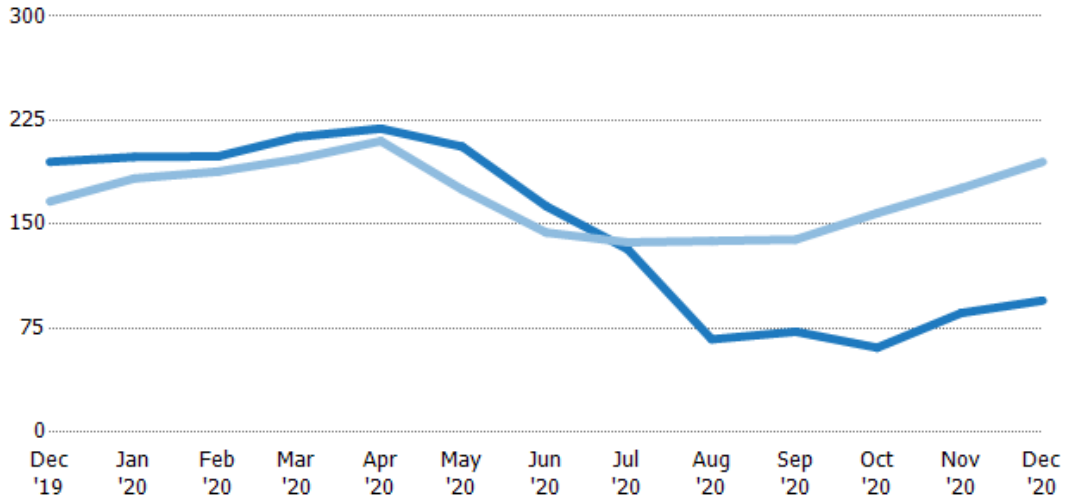
	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20
Median Est Value	\$279K	\$287K	\$284K	\$294K	\$285K	\$276K	\$288K	\$298K	\$280K	\$265K	\$274K	\$267K	\$250K
Median Listing Price	\$289K	\$294K	\$295K	\$299K	\$298K	\$295K	\$300K	\$315K	\$304K	\$310K	\$330K	\$342K	\$330K
Med Listing Price as a % of Med Est Value	103%	103%	104%	102%	105%	107%	104%	106%	109%	117%	120%	128%	132%

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



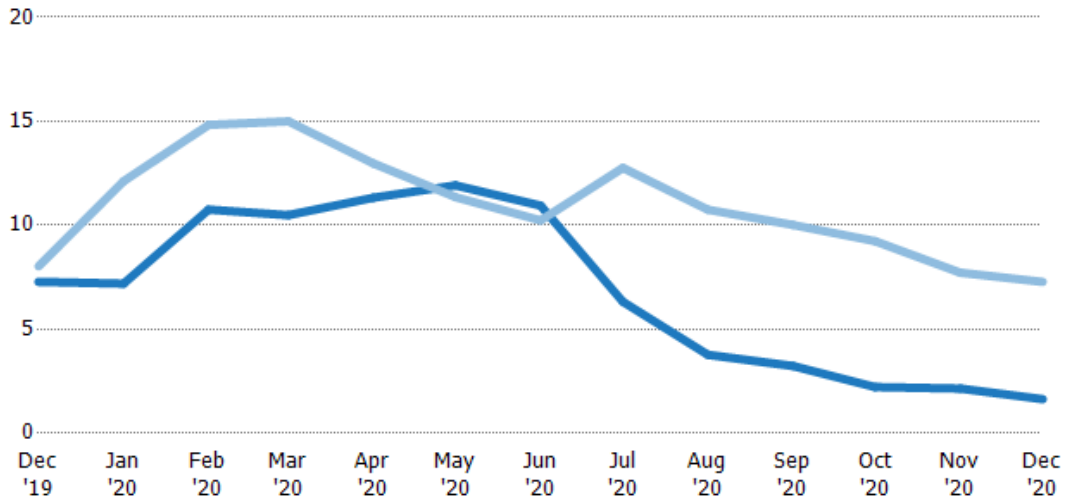
	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20
Current Year	195	199	199	213	219	206	163	132	67	72.5	61	86	95
Prior Year	167	183	188	197	210	175	144	137	138	139	158	176	195
Percent Change from Prior Year	17%	8%	6%	8%	4%	18%	13%	-4%	-51%	-48%	-61%	-51%	-51%

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



	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20
Current Year	7.28	7.19	10.8	10.5	11.3	11.9	10.9	6.32	3.77	3.23	2.22	2.15	1.64
Prior Year	8.03	12.1	14.8	15	13	11.4	10.2	12.8	10.8	10	9.23	7.72	7.28
Percent Change from Prior Year	-9%	-41%	-27%	-30%	-13%	5%	7%	-50%	-65%	-68%	-76%	-72%	-77%

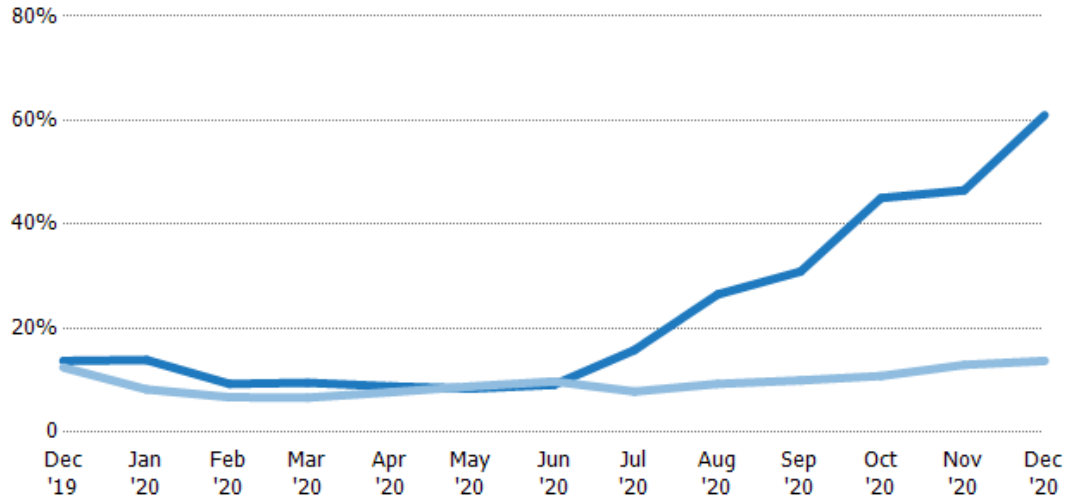
Absorption Rate

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.
Dec '20	61%	-47.3%
Dec '19	14%	-1.3%
Dec '18	12%	-23.7%



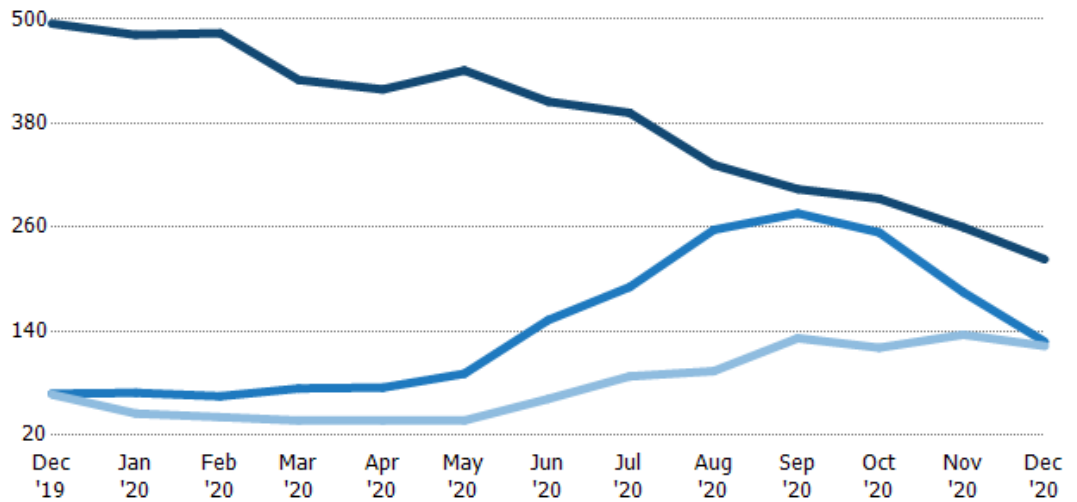
Current Year	14%	14%	9%	10%	9%	8%	9%	16%	27%	31%	45%	47%	61%
Prior Year	12%	8%	7%	7%	8%	9%	10%	8%	9%	10%	11%	13%	14%
Change from Prior Year	-1%	-6%	-3%	-3%	-1%	0%	1%	-8%	-17%	-21%	-34%	-34%	-47%

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	495	482	484	430	419	441	405	392	332	304	293	260	223
Pending	68	69	65	74	75	91	153	191	257	276	254	185	128
Sold	67	45	41	37	37	37	62	88	94	132	121	136	123

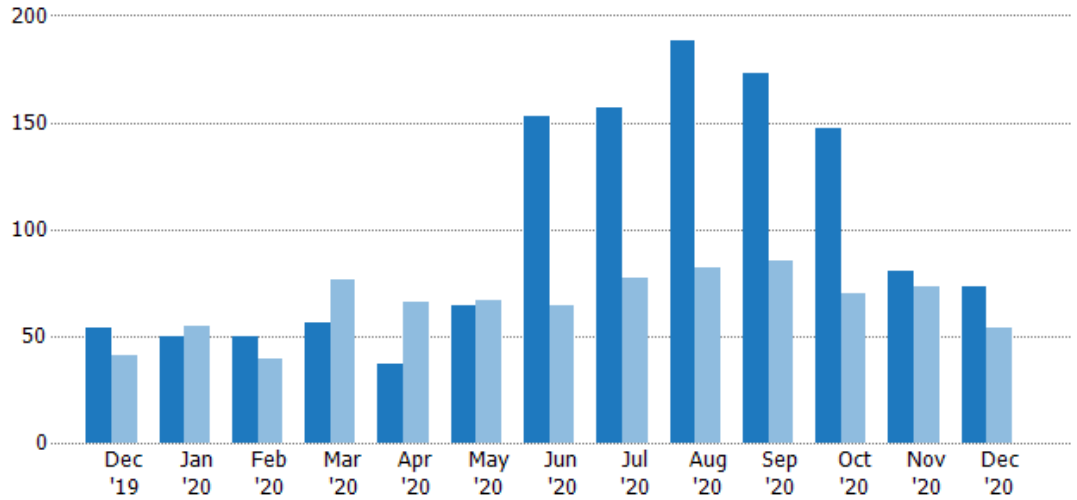
New Pending Sales

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.
Dec '20	73	35.2%
Dec '19	54	31.7%
Dec '18	41	14.6%



Current Year	54	50	50	56	37	64	153	157	188	173	147	80	73
Prior Year	41	55	39	76	66	67	64	77	82	85	70	73	54
Percent Change from Prior Year	32%	-9%	28%	-26%	-44%	-4%	139%	104%	129%	104%	110%	10%	35%

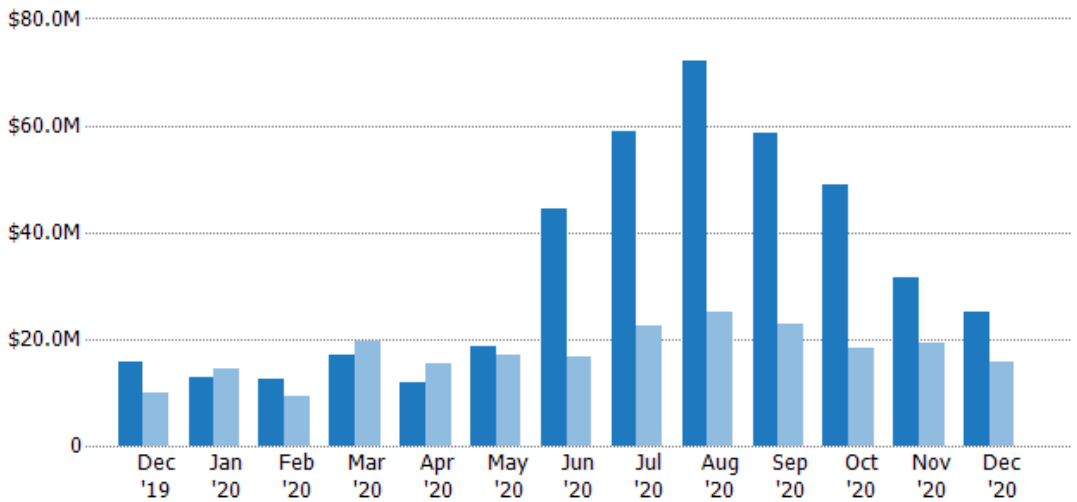
New Pending Sales Volume

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.
Dec '20	\$25.2M	60.6%
Dec '19	\$15.7M	57.5%
Dec '18	\$9.96M	27.4%



Current Year	\$15.7M	\$12.7M	\$12.5M	\$16.9M	\$11.8M	\$18.5M	\$44.3M	\$59M	\$72.2M	\$58.4M	\$49M	\$31.4M	\$25.2M
Prior Year	\$9.96M	\$14.5M	\$9.44M	\$19.5M	\$15.5M	\$17.1M	\$16.6M	\$22.4M	\$25.1M	\$22.8M	\$18.4M	\$19.3M	\$15.7M
Percent Change from Prior Year	57%	-12%	32%	-13%	-24%	8%	168%	164%	188%	156%	166%	62%	61%

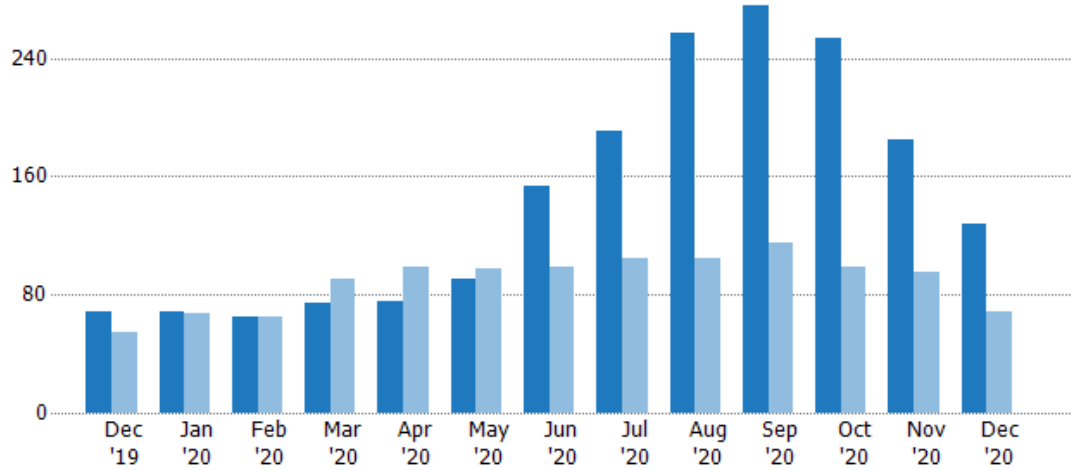
Pending Sales

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.
Dec '20	128	88.2%
Dec '19	68	25.9%
Dec '18	54	11.1%



Current Year	68	69	65	74	75	91	153	191	257	276	254	185	128
Prior Year	54	67	65	91	99	98	99	105	105	115	99	95	68
Percent Change from Prior Year	26%	3%	0%	-19%	-24%	-7%	55%	82%	145%	140%	157%	95%	88%

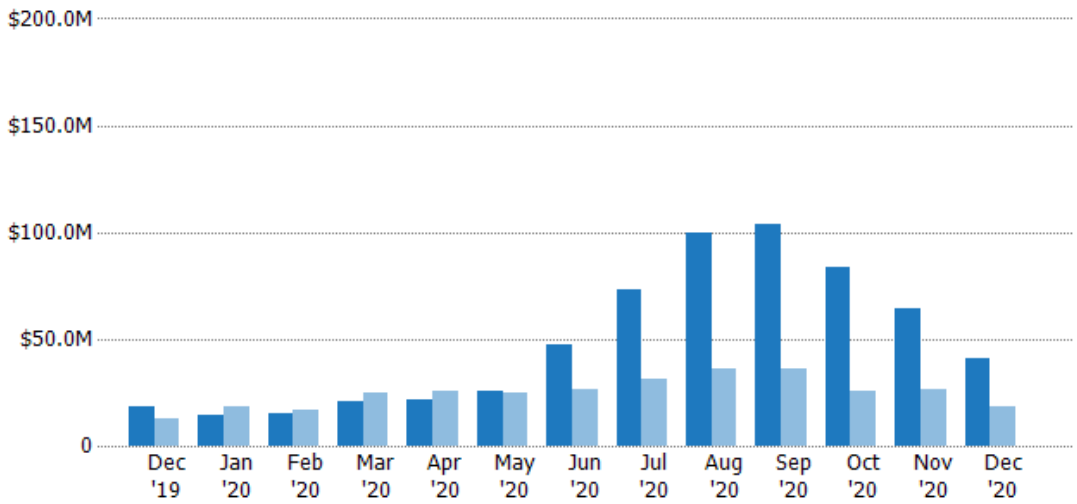
Pending Sales Volume

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.
Dec '20	\$40.6M	122.1%
Dec '19	\$18.3M	40.5%
Dec '18	\$13M	22.8%



Current Year	\$18.3M	\$14.6M	\$15.6M	\$20.5M	\$21.6M	\$25.5M	\$47M	\$72.8M	\$100M	\$104M	\$83.6M	\$64.6M	\$40.6M
Prior Year	\$13M	\$18.7M	\$17.1M	\$25M	\$26M	\$24.6M	\$26.2M	\$30.9M	\$35.9M	\$36.2M	\$25.8M	\$26.2M	\$18.3M
Percent Change from Prior Year	41%	-22%	-9%	-18%	-17%	4%	79%	135%	178%	187%	224%	146%	122%

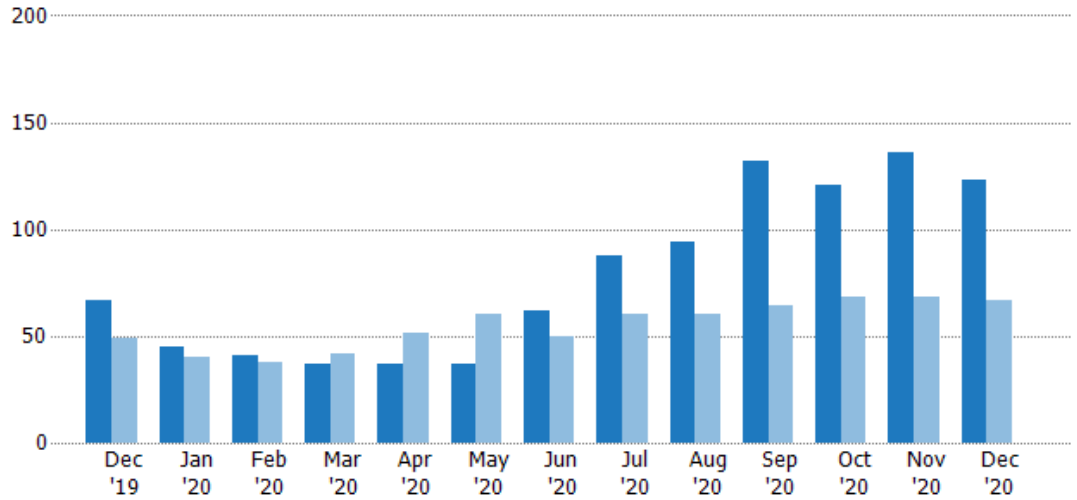
Closed Sales

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.
Dec '20	123	83.6%
Dec '19	67	36.7%
Dec '18	49	42.9%



Current Year	67	45	41	37	37	37	62	88	94	132	121	136	123
Prior Year	49	40	38	42	51	60	50	60	60	64	68	68	67
Percent Change from Prior Year	37%	13%	8%	-12%	-27%	-38%	24%	47%	57%	106%	78%	100%	84%

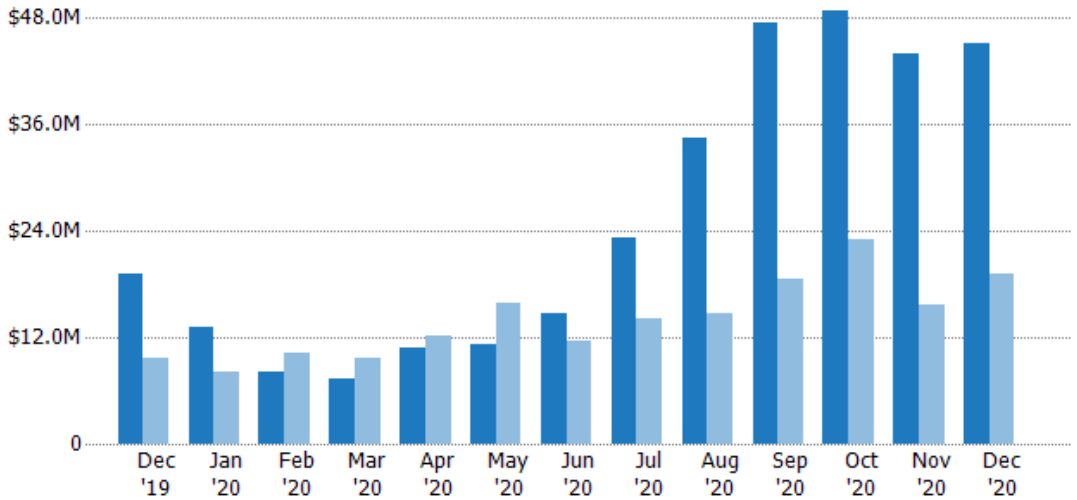
Closed Sales Volume

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.
Dec '20	\$45.2M	135.8%
Dec '19	\$19.2M	96.7%
Dec '18	\$9.74M	88.6%



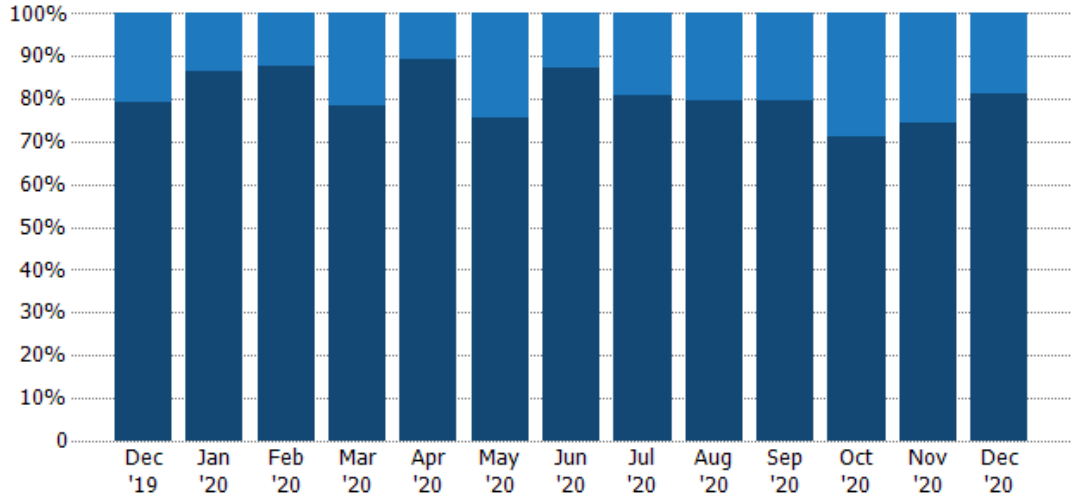
Current Year	\$19.2M	\$13.1M	\$8.11M	\$7.41M	\$10.8M	\$11.2M	\$14.7M	\$23.3M	\$34.5M	\$47.5M	\$48.7M	\$44.1M	\$45.2M
Prior Year	\$9.74M	\$8.15M	\$10.3M	\$9.67M	\$12.2M	\$15.9M	\$11.6M	\$14.1M	\$14.7M	\$18.7M	\$23.1M	\$15.7M	\$19.2M
Percent Change from Prior Year	97%	60%	-21%	-23%	-11%	-30%	27%	65%	135%	154%	111%	182%	136%

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



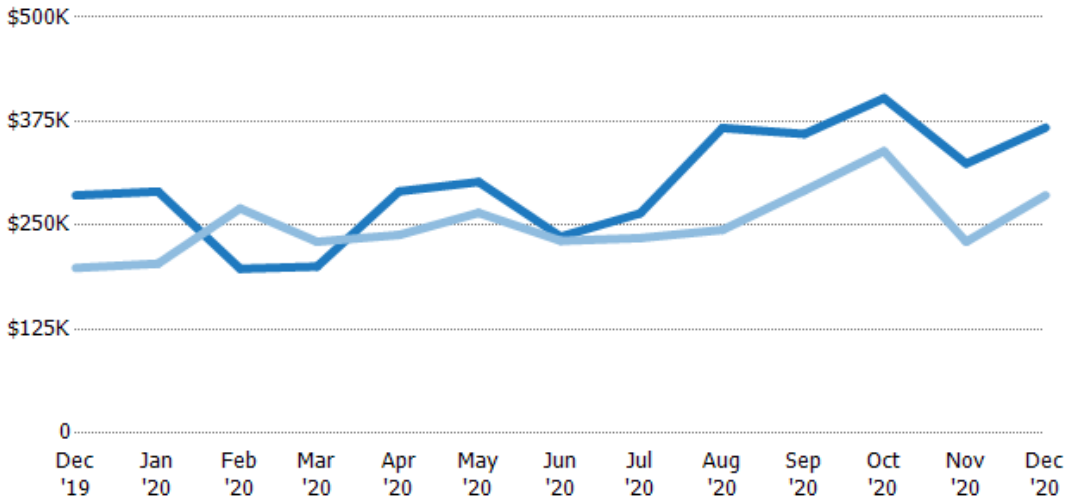
Condo/Townhouse	21%	13%	12%	22%	11%	24%	13%	19%	20%	20%	29%	26%	19%
Single Family Residence	79%	87%	88%	78%	89%	76%	87%	81%	80%	80%	71%	74%	81%

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	\$286K	\$291K	\$198K	\$200K	\$291K	\$302K	\$236K	\$264K	\$367K	\$360K	\$403K	\$324K	\$367K
Prior Year	\$199K	\$204K	\$270K	\$230K	\$238K	\$265K	\$231K	\$235K	\$244K	\$292K	\$339K	\$230K	\$286K
Percent Change from Prior Year	44%	43%	-27%	-13%	22%	14%	2%	13%	50%	23%	19%	41%	28%

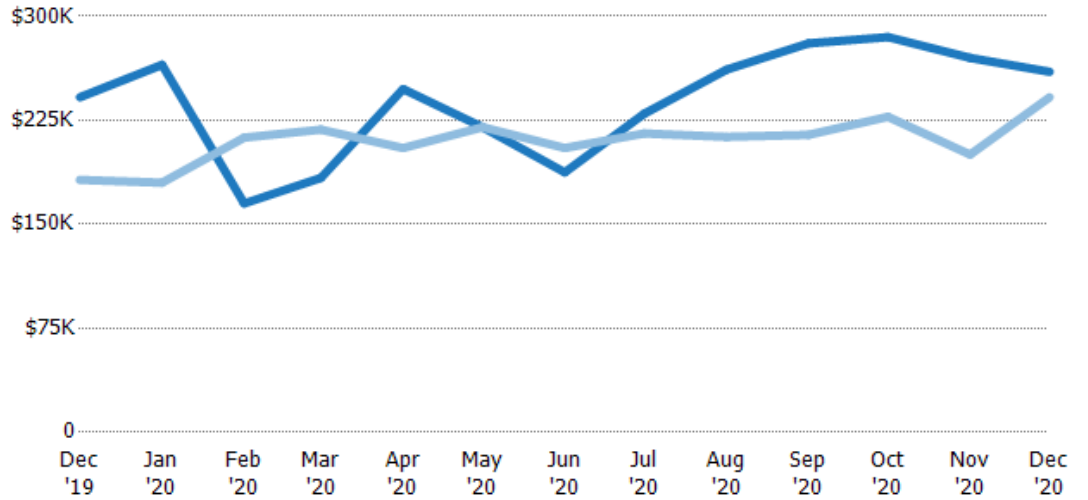
Median Sales Price

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.
Dec '20	\$260K	7.6%
Dec '19	\$242K	32.7%
Dec '18	\$182K	10.6%



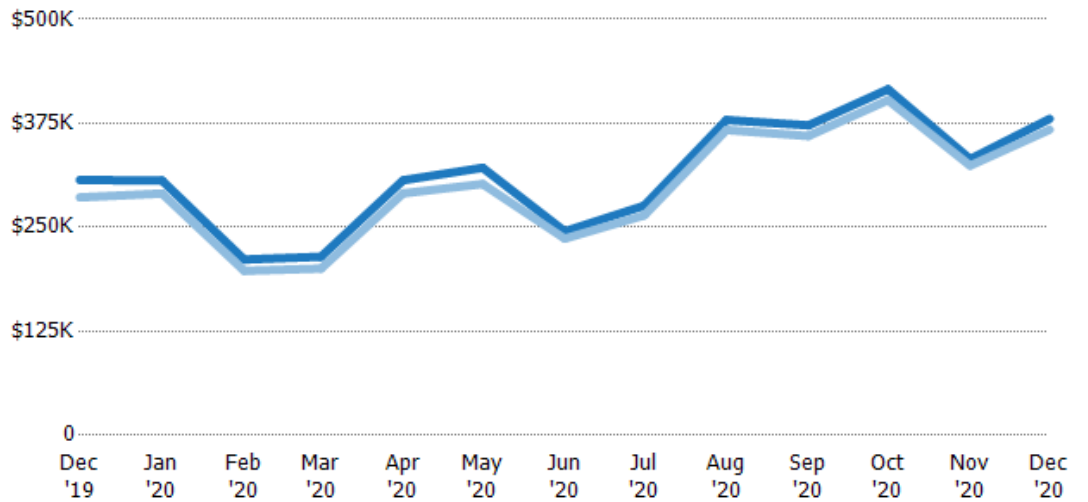
Current Year	\$242K	\$265K	\$165K	\$184K	\$248K	\$220K	\$187K	\$230K	\$261K	\$281K	\$285K	\$270K	\$260K
Prior Year	\$182K	\$180K	\$213K	\$218K	\$205K	\$220K	\$205K	\$216K	\$213K	\$215K	\$228K	\$200K	\$242K
Percent Change from Prior Year	33%	47%	-22%	-16%	21%	0%	-9%	7%	23%	31%	25%	35%	8%

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



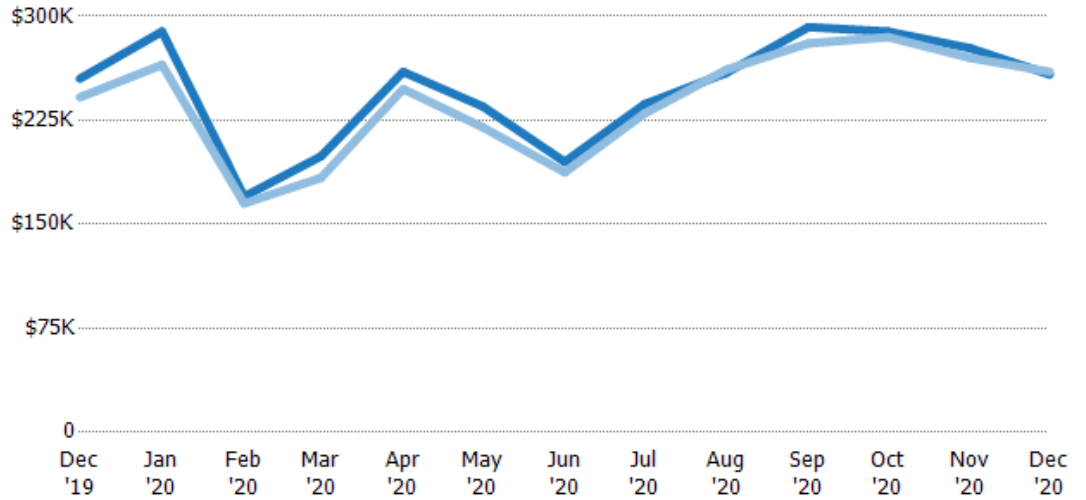
Avg List Price	\$307K	\$306K	\$211K	\$215K	\$307K	\$322K	\$245K	\$276K	\$379K	\$373K	\$416K	\$332K	\$380K
Avg Sales Price	\$286K	\$291K	\$198K	\$200K	\$291K	\$302K	\$236K	\$264K	\$367K	\$360K	\$403K	\$324K	\$367K
Avg Sales Price as a % of Avg List Price	93%	95%	94%	93%	95%	94%	96%	96%	97%	97%	97%	98%	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

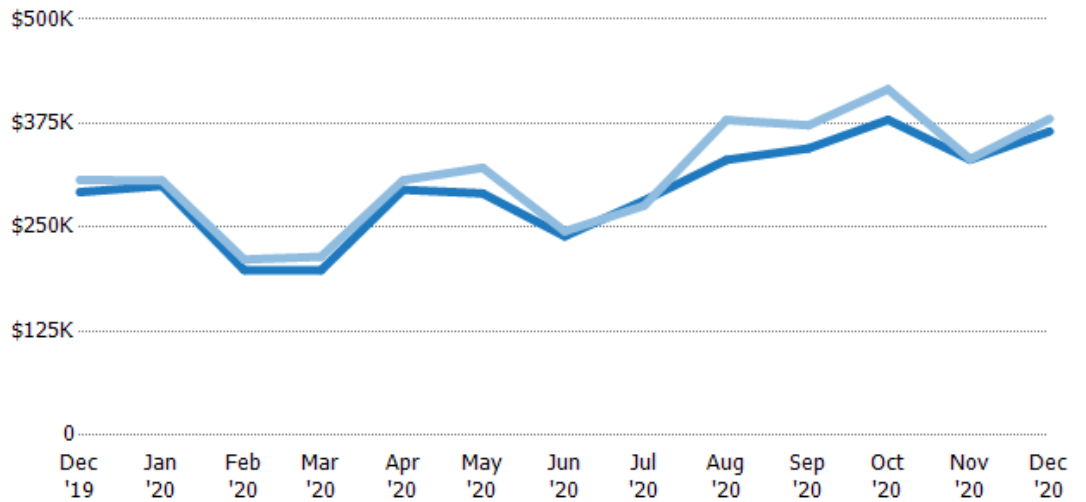


Average Sales Price vs Average Est Value

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

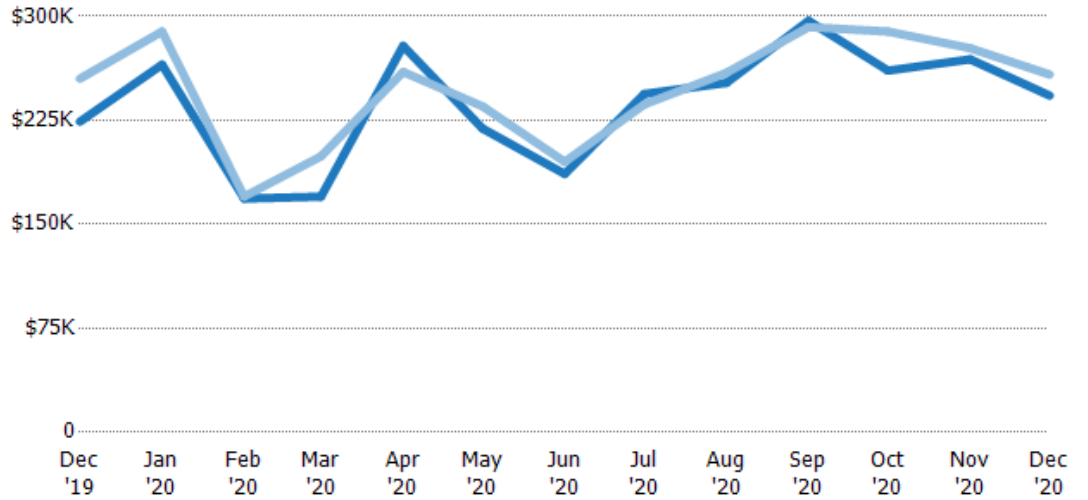


Median Sales Price vs Median Est Value

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



	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20
Median Est Value	\$224K	\$265K	\$169K	\$170K	\$279K	\$219K	\$186K	\$244K	\$252K	\$297K	\$261K	\$269K	\$243K
Median Sales Price	\$255K	\$289K	\$170K	\$199K	\$260K	\$235K	\$195K	\$237K	\$259K	\$292K	\$289K	\$277K	\$258K
Med Sales Price as a % of Med Est Value	114%	109%	101%	117%	93%	107%	105%	97%	103%	98%	111%	103%	106%