

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	Jan 2021	Jan 2020	+ / -	YTD 2021	YTD 2020	+ / -
Listing Activity Charts Metrics						
New Listing Count	5	18	-72.2%	225	267	-15.7%
New Listing Volume	\$2,832,900	\$6,508,470	-56.5%	\$94,281,851	\$106,394,566	-11.4%
Active Listing Count	26	52	-50%	N/A	N/A	
Active Listing Volume	\$17,088,670	\$27,902,318	-38.8%	N/A	N/A	
Average Listing Price	\$657,257	\$536,583	+22.5%	\$610,595	\$493,716	+23.7%
Median Listing Price	\$409,500	\$397,450	+3%	\$408,958	\$392,133	+4.3%
Median Days in RPR	232.5	87.5	+165.7%	114.31	100.23	+14%
Months of Inventory	1.5	3.5	-55.9%	2.2	5.8	-62.5%
Absorption Rate	65.38%	28.85%	+36.5%	46.15%	17.31%	+28.8%
Sales Activity Charts Metrics						
New Pending Sales Count	5	23	-78.3%	247	243	+1.6%
New Pending Sales Volume	\$1,909,695	\$7,126,600	-73.2%	\$95,573,634	\$87,617,648	+9.1%
Pending Sales Count	20	29	-31%	N/A	N/A	
Pending Sales Volume	\$8,364,090	\$10,071,698	-17%	N/A	N/A	
Closed Sales Count	10	12	-16.7%	223	211	+5.7%
Closed Sales Volume	\$3,299,615	\$4,377,812	-24.6%	\$84,454,194	\$74,348,261	+13.6%
Average Sales Price	\$329,962	\$364,818	-9.6%	\$378,718	\$352,361	+7.5%
Median Sales Price	\$366,250	\$347,450	+5.4%	\$354,354	\$343,461	+3.2%

New Listings

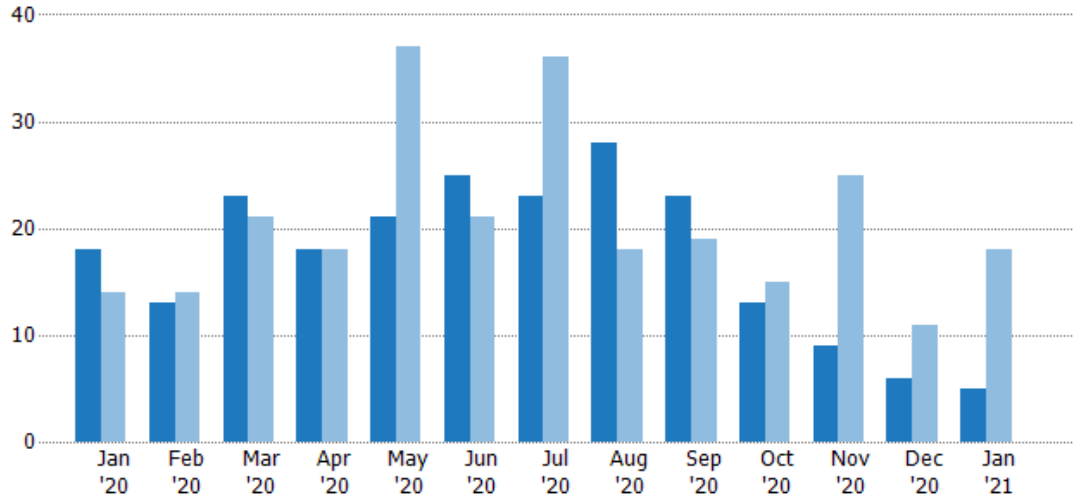
The number of new residential listings that were added each month.

Filters Used

ZIP: Colchester, VT 05439,
Colchester, VT 05446, Colchester,
VT 05449

Property Type:
Condo/Townhouse/Apt, Single
Family Residence

Month/ Year	Count	% Chg.
Jan '21	5	-72.2%
Jan '20	18	28.6%
Jan '19	14	-35.7%



Current Year	18	13	23	18	21	25	23	28	23	13	9	6	5
Prior Year	14	14	21	18	37	21	36	18	19	15	25	11	18
Percent Change from Prior Year	29%	-7%	10%	0%	-43%	19%	-36%	56%	21%	-13%	-64%	-45%	-72%

New Listing Volume

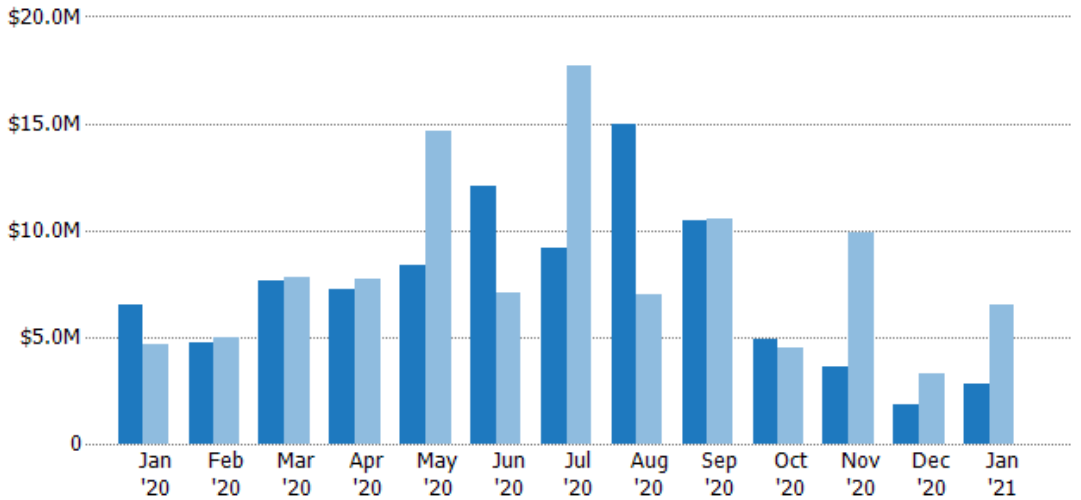
The sum of the listing price of residential listings that were added each month.

Filters Used

ZIP: Colchester, VT 05439,
Colchester, VT 05446, Colchester,
VT 05449

Property Type:
Condo/Townhouse/Apt, Single
Family Residence

Month/ Year	Volume	% Chg.
Jan '21	\$2.83M	-56.5%
Jan '20	\$6.51M	40.1%
Jan '19	\$4.65M	53.4%



Current Year	\$6.51M	\$4.74M	\$7.6M	\$7.24M	\$8.34M	\$12.1M	\$9.2M	\$15M	\$10.4M	\$4.89M	\$3.57M	\$1.86M	\$2.83M
Prior Year	\$4.65M	\$5M	\$7.78M	\$7.72M	\$14.6M	\$7.1M	\$17.7M	\$7.02M	\$10.5M	\$4.52M	\$9.91M	\$3.31M	\$6.51M
Percent Change from Prior Year	40%	-5%	-2%	-6%	-43%	71%	-48%	113%	-1%	8%	-64%	-44%	-56%

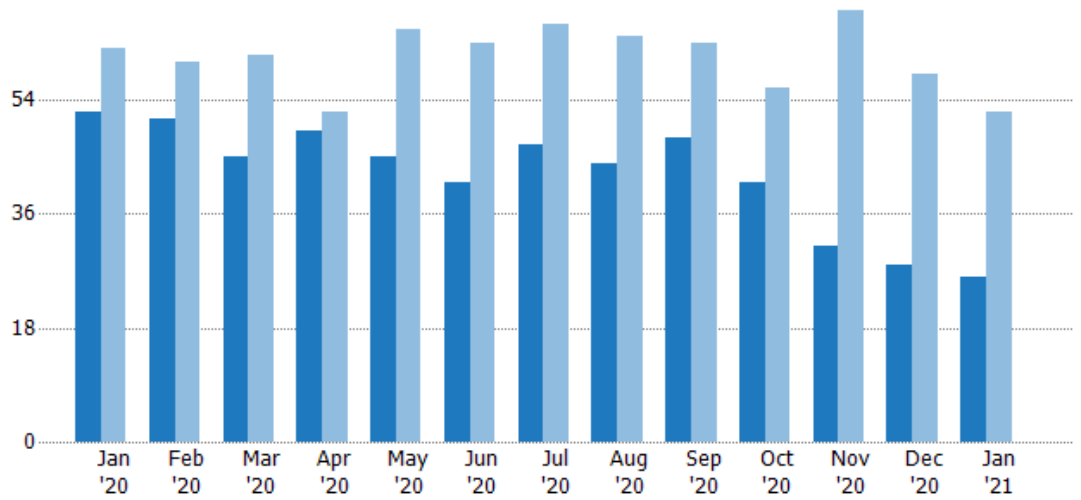
Active Listings

The number of active residential listings at the end of each month.

Filters Used

ZIP: Colchester, VT 05439,
Colchester, VT 05446, Colchester,
VT 05449
Property Type:
Condo/Townhouse/Apt, Single
Family Residence

Month/ Year	Count	% Chg.
Jan '21	26	-50%
Jan '20	52	-16.1%
Jan '19	62	1.6%



Current Year	52	51	45	49	45	41	47	44	48	41	31	28	26
Prior Year	62	60	61	52	65	63	66	64	63	56	68	58	52
Percent Change from Prior Year	-16%	-15%	-26%	-6%	-31%	-35%	-29%	-31%	-24%	-27%	-54%	-52%	-50%

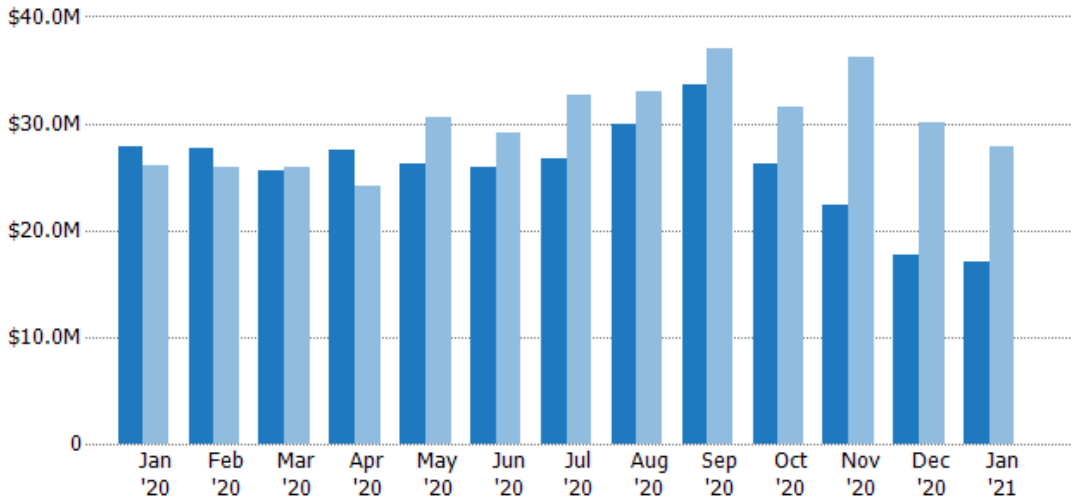
Active Listing Volume

The sum of the listing price of active residential listings at the end of each month.

Filters Used

ZIP: Colchester, VT 05439,
Colchester, VT 05446, Colchester,
VT 05449
Property Type:
Condo/Townhouse/Apt, Single
Family Residence

Month/ Year	Volume	% Chg.
Jan '21	\$17.1M	-38.8%
Jan '20	\$27.9M	7.2%
Jan '19	\$26M	37%



Current Year	\$27.9M	\$27.6M	\$25.7M	\$27.6M	\$26.2M	\$25.9M	\$26.7M	\$30M	\$33.7M	\$26.3M	\$22.3M	\$17.7M	\$17.1M
Prior Year	\$26M	\$25.9M	\$25.8M	\$24.1M	\$30.6M	\$29M	\$32.7M	\$33M	\$37.1M	\$31.6M	\$36.2M	\$30.1M	\$27.9M
Percent Change from Prior Year	7%	7%	-1%	15%	-14%	-11%	-18%	-9%	-9%	-17%	-38%	-41%	-39%

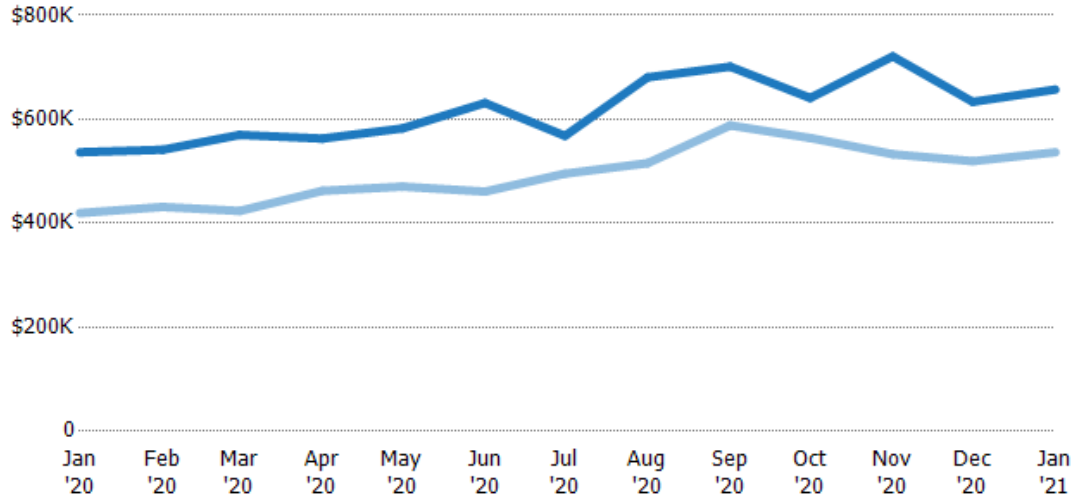
Average Listing Price

The average listing price of active residential listings at the end of each month.

Filters Used

ZIP: Colchester, VT 05439,
Colchester, VT 05446, Colchester,
VT 05449
Property Type:
Condo/Townhouse/Apt, Single
Family Residence

Month/ Year	Price	% Chg.
Jan '21	\$657K	22.5%
Jan '20	\$537K	27.9%
Jan '19	\$420K	34.9%



Current Year	\$537K	\$541K	\$570K	\$563K	\$582K	\$631K	\$568K	\$681K	\$701K	\$641K	\$721K	\$634K	\$657K
Prior Year	\$420K	\$431K	\$424K	\$463K	\$471K	\$461K	\$495K	\$516K	\$588K	\$564K	\$533K	\$519K	\$537K
Percent Change from Prior Year	28%	25%	35%	22%	24%	37%	15%	32%	19%	14%	35%	22%	22%

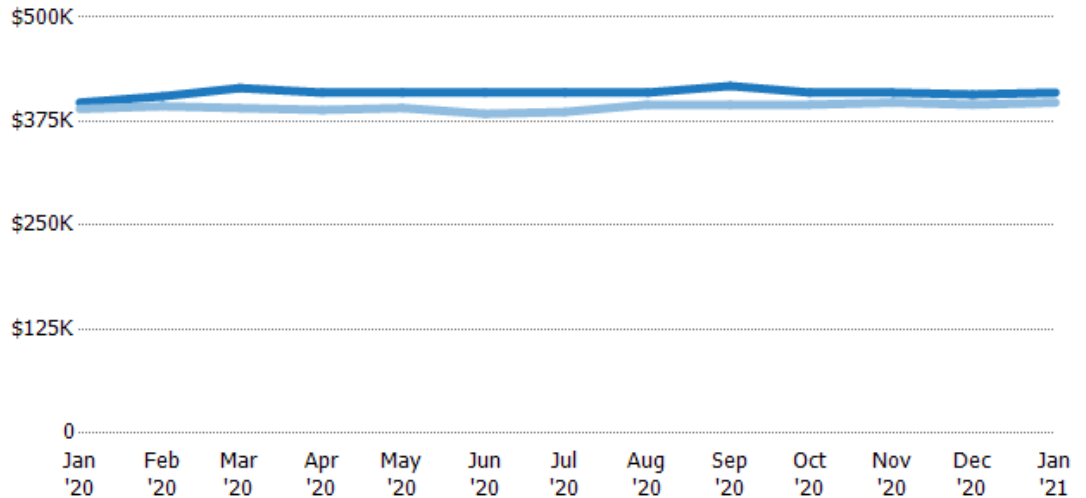
Median Listing Price

The median listing price of active residential listings at the end of each month.

Filters Used

ZIP: Colchester, VT 05439,
Colchester, VT 05446, Colchester,
VT 05449
Property Type:
Condo/Townhouse/Apt, Single
Family Residence

Month/ Year	Price	% Chg.
Jan '21	\$410K	3%
Jan '20	\$397K	1.9%
Jan '19	\$390K	5.2%



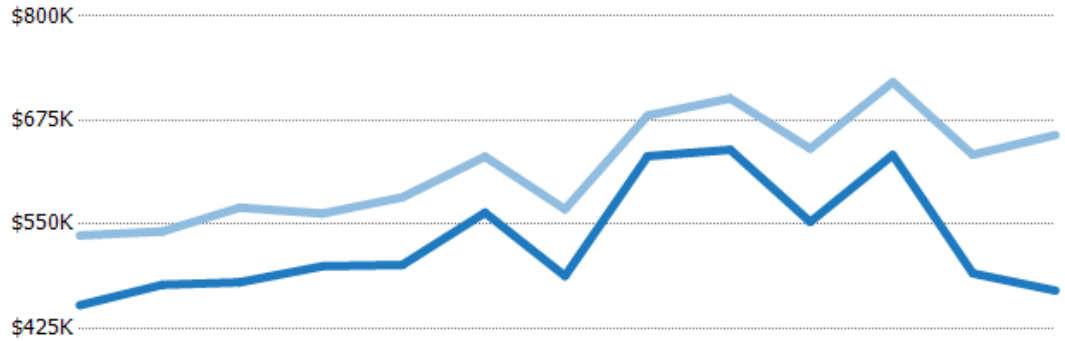
Current Year	\$397K	\$405K	\$415K	\$410K	\$410K	\$410K	\$410K	\$410K	\$417K	\$410K	\$410K	\$407K	\$410K
Prior Year	\$390K	\$393K	\$391K	\$389K	\$391K	\$384K	\$386K	\$395K	\$395K	\$395K	\$397K	\$395K	\$397K
Percent Change from Prior Year	2%	3%	6%	5%	5%	7%	6%	4%	6%	4%	3%	3%	3%

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

ZIP: Colchester, VT 05439,
Colchester, VT 05446, Colchester,
VT 05449
Property Type:
Condo/Townhouse/Apt, Single
Family Residence



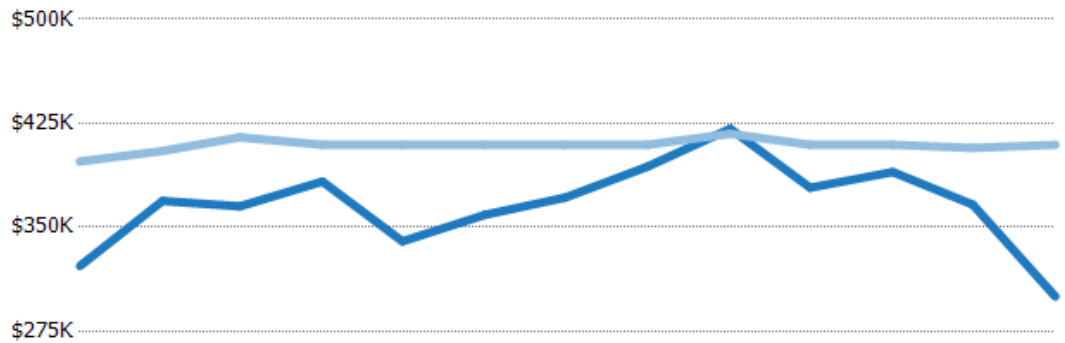
	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21
Avg Est Value	\$453K	\$477K	\$480K	\$500K	\$501K	\$564K	\$488K	\$632K	\$640K	\$553K	\$633K	\$491K	\$470K
Avg Listing Price	\$537K	\$541K	\$570K	\$563K	\$582K	\$631K	\$568K	\$681K	\$701K	\$641K	\$721K	\$634K	\$657K
Avg Listing Price as a % of Avg Est Value	119%	113%	119%	113%	116%	112%	116%	108%	110%	116%	114%	129%	140%

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

ZIP: Colchester, VT 05439,
Colchester, VT 05446, Colchester,
VT 05449
Property Type:
Condo/Townhouse/Apt, Single
Family Residence



	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21
Median Est Value	\$322K	\$369K	\$365K	\$383K	\$340K	\$359K	\$371K	\$394K	\$421K	\$379K	\$390K	\$366K	\$300K
Median Listing Price	\$397K	\$405K	\$415K	\$410K	\$410K	\$410K	\$410K	\$410K	\$417K	\$410K	\$410K	\$407K	\$410K
Med Listing Price as a % of Med Est Value	123%	110%	114%	107%	121%	114%	110%	104%	99%	108%	105%	111%	137%

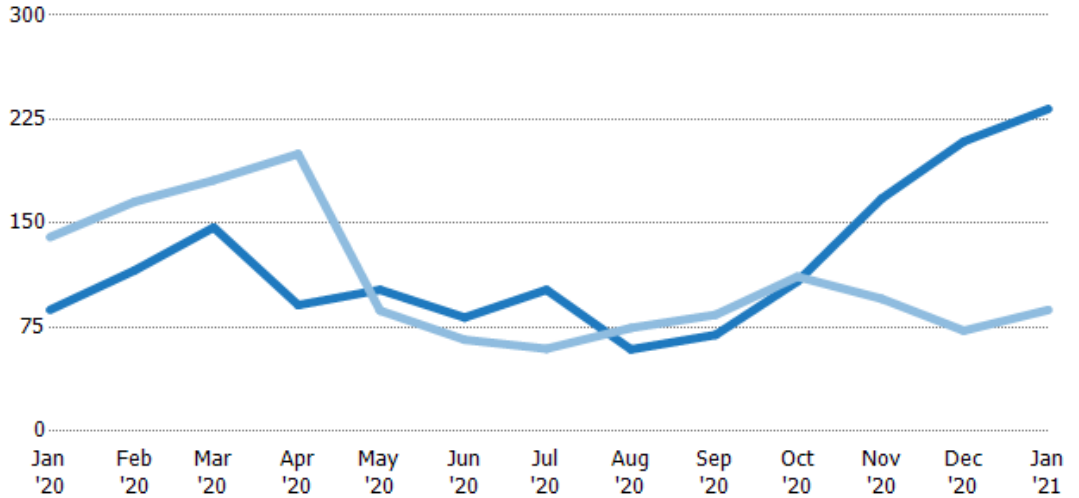
Median Days in RPR

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

ZIP: Colchester, VT 05439,
Colchester, VT 05446, Colchester,
VT 05449
Property Type:
Condo/Townhouse/Apt, Single
Family Residence

Month/ Year	Days	% Chg.
Jan '21	233	165.7%
Jan '20	87.5	-37.5%
Jan '19	140	-8.6%



Current Year	87.5	116	147	91	102	82	102	59	69.5	108	168	209	233
Prior Year	140	166	181	200	87	66	59.5	74.5	84	112	95.5	72.5	87.5
Percent Change from Prior Year	-38%	-30%	-19%	-55%	17%	24%	71%	-21%	-17%	-3%	76%	188%	166%

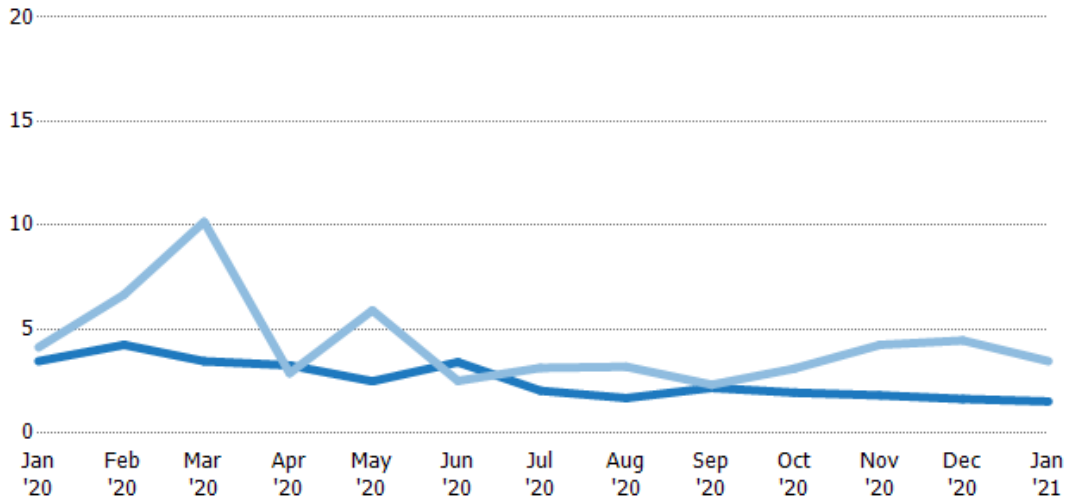
Months of Inventory

The number of months it would take to exhaust active listings at the current sales rate.

Filters Used

ZIP: Colchester, VT 05439,
Colchester, VT 05446, Colchester,
VT 05449
Property Type:
Condo/Townhouse/Apt, Single
Family Residence

Month/ Year	Months	% Chg.
Jan '21	1.53	-55.9%
Jan '20	3.47	-16.1%
Jan '19	4.13	-10.3%



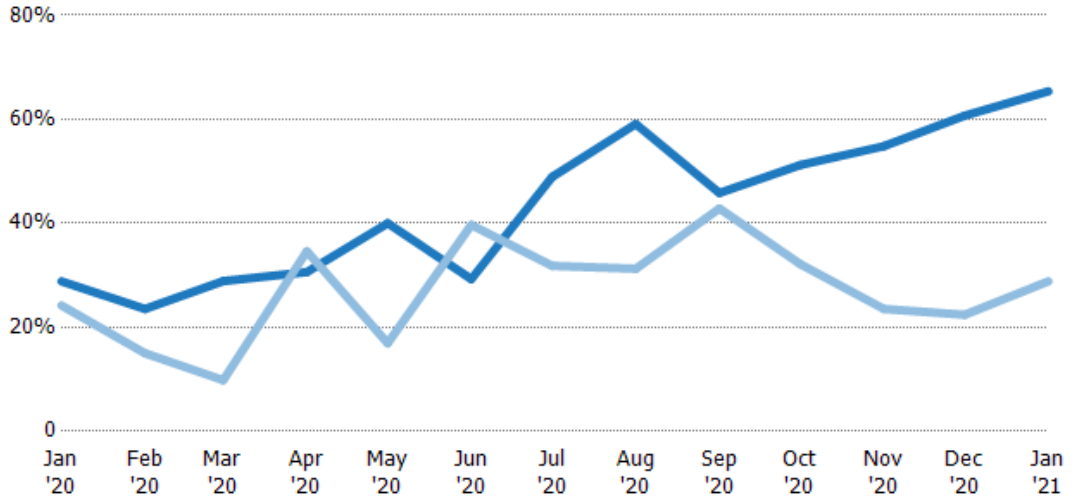
Current Year	3.47	4.25	3.46	3.27	2.5	3.42	2.04	1.69	2.18	1.95	1.82	1.65	1.53
Prior Year	4.13	6.67	10.2	2.89	5.91	2.52	3.14	3.2	2.33	3.11	4.25	4.46	3.47
Percent Change from Prior Year	-16%	-36%	-66%	13%	-58%	36%	-35%	-47%	-6%	-37%	-57%	-63%	-56%

Absorption Rate

The percentage of inventory sold per month.

Filters Used

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Family Residence



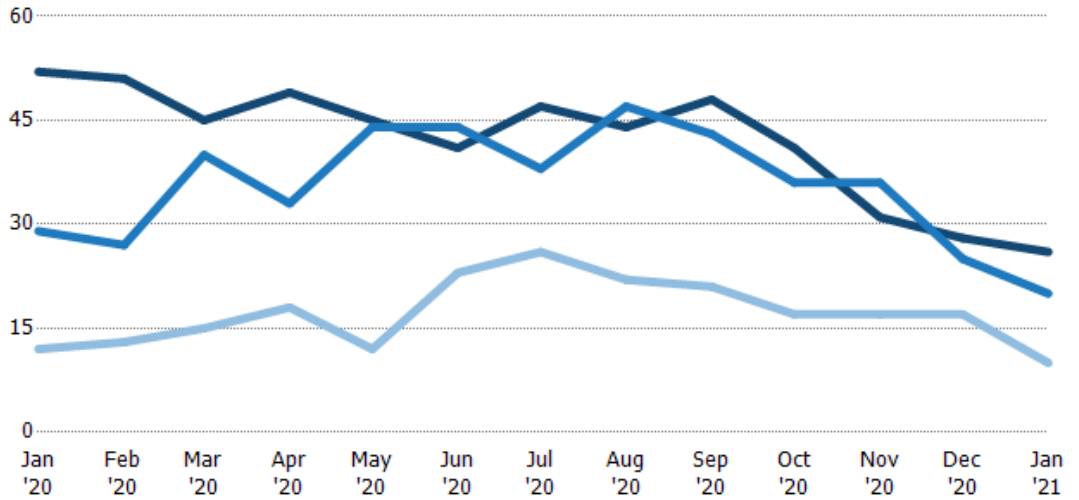
	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21
Current Year	29%	24%	29%	31%	40%	29%	49%	59%	46%	51%	55%	61%	65%
Prior Year	24%	15%	10%	35%	17%	40%	32%	31%	43%	32%	24%	22%	29%
Change from Prior Year	-5%	-9%	-19%	4%	-23%	10%	-17%	-28%	-3%	-19%	-31%	-38%	-37%

Active/Pending/Sold Units

The number of residential properties that were Active, Pending and Sold each month.

Filters Used

ZIP: Colchester, VT 05439,
Colchester, VT 05446, Colchester,
VT 05449
Property Type:
Condo/Townhouse/Apt, Single
Family Residence



	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21
Active	52	51	45	49	45	41	47	44	48	41	31	28	26
Pending	29	27	40	33	44	44	38	47	43	36	36	25	20
Sold	12	13	15	18	12	23	26	22	21	17	17	17	10

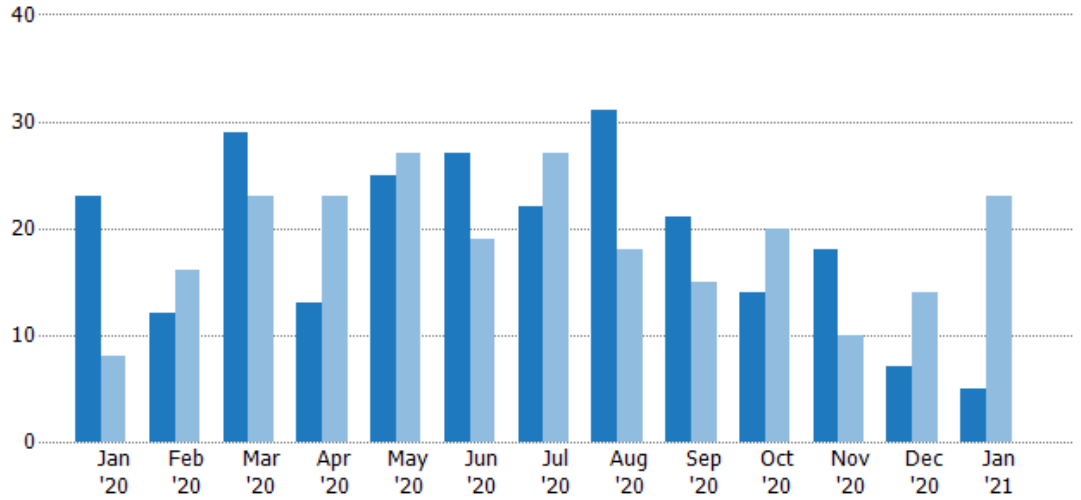
New Pending Sales

The number of residential properties with accepted offers that were added each month.

Filters Used

ZIP: Colchester, VT 05439,
Colchester, VT 05446, Colchester,
VT 05449
Property Type:
Condo/Townhouse/Apt, Single
Family Residence

Month/ Year	Count	% Chg.
Jan '21	5	-78.3%
Jan '20	23	187.5%
Jan '19	8	-12.5%



Current Year	23	12	29	13	25	27	22	31	21	14	18	7	5
Prior Year	8	16	23	23	27	19	27	18	15	20	10	14	23
Percent Change from Prior Year	188%	-25%	26%	-43%	-7%	42%	-19%	72%	40%	-30%	80%	-50%	-78%

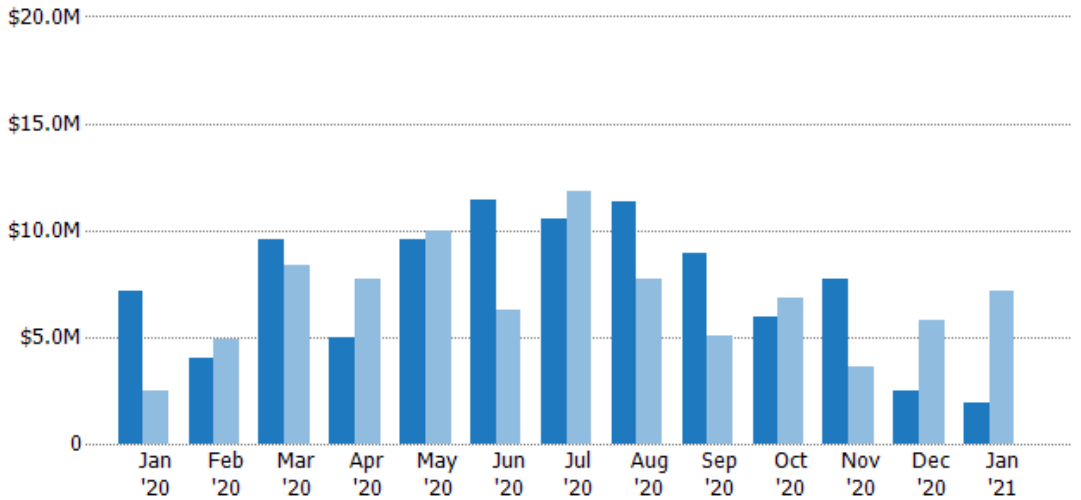
New Pending Sales Volume

The sum of the sales price of residential properties with accepted offers that were added each month.

Filters Used

ZIP: Colchester, VT 05439,
Colchester, VT 05446, Colchester,
VT 05449
Property Type:
Condo/Townhouse/Apt, Single
Family Residence

Month/ Year	Volume	% Chg.
Jan '21	\$1.91M	-73.2%
Jan '20	\$7.13M	184%
Jan '19	\$2.51M	5.2%



Current Year	\$7.13M	\$4.03M	\$9.6M	\$4.94M	\$9.57M	\$11.4M	\$10.6M	\$11.3M	\$8.93M	\$5.98M	\$7.71M	\$2.48M	\$1.91M
Prior Year	\$2.51M	\$4.86M	\$8.4M	\$7.68M	\$9.99M	\$6.24M	\$11.8M	\$7.71M	\$5.04M	\$6.8M	\$3.65M	\$5.81M	\$7.13M
Percent Change from Prior Year	184%	-17%	14%	-36%	-4%	83%	-11%	47%	77%	-12%	112%	-57%	-73%

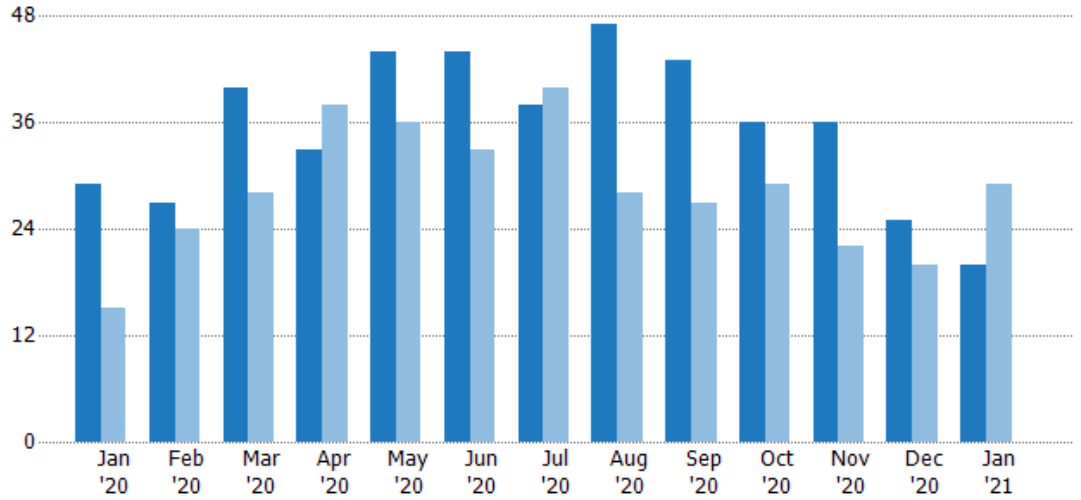
Pending Sales

The number of residential properties with accepted offers that were available at the end each month.

Filters Used

ZIP: Colchester, VT 05439,
Colchester, VT 05446, Colchester,
VT 05449
Property Type:
Condo/Townhouse/Apt, Single
Family Residence

Month/ Year	Count	% Chg.
Jan '21	20	-31%
Jan '20	29	93.3%
Jan '19	15	-26.7%



Current Year	29	27	40	33	44	44	38	47	43	36	36	25	20
Prior Year	15	24	28	38	36	33	40	28	27	29	22	20	29
Percent Change from Prior Year	93%	13%	43%	-13%	22%	33%	-5%	68%	59%	24%	64%	25%	-31%

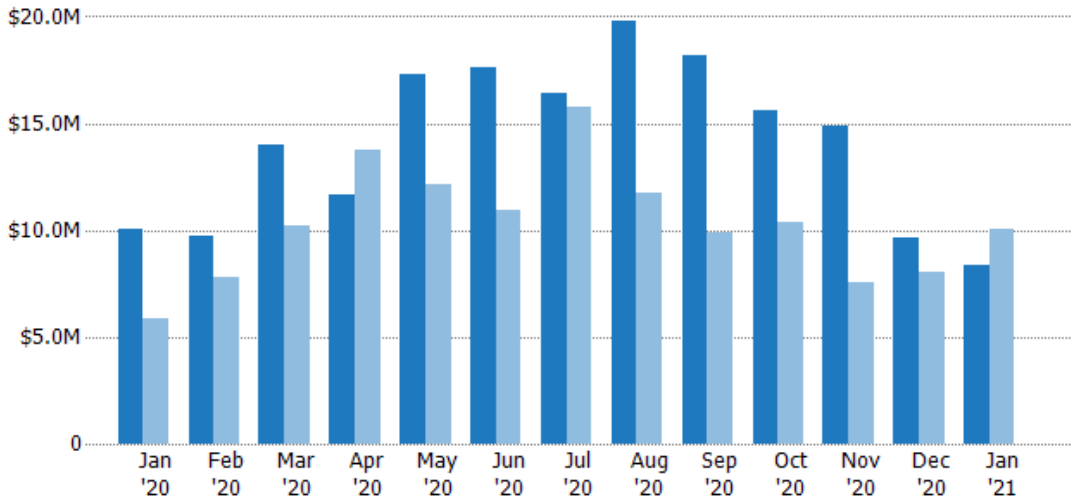
Pending Sales Volume

The sum of the sales price of residential properties with accepted offers that were available at the end of each month.

Filters Used

ZIP: Colchester, VT 05439,
Colchester, VT 05446, Colchester,
VT 05449
Property Type:
Condo/Townhouse/Apt, Single
Family Residence

Month/ Year	Volume	% Chg.
Jan '21	\$8.36M	-17%
Jan '20	\$10.1M	72.6%
Jan '19	\$5.84M	-40.4%



Current Year	\$10.1M	\$9.7M	\$14M	\$11.6M	\$17.3M	\$17.6M	\$16.4M	\$19.8M	\$18.2M	\$15.6M	\$14.9M	\$9.65M	\$8.36M
Prior Year	\$5.84M	\$7.8M	\$10.2M	\$13.8M	\$12.1M	\$11M	\$15.8M	\$11.8M	\$9.88M	\$10.4M	\$7.56M	\$8.07M	\$10.1M
Percent Change from Prior Year	73%	24%	37%	-16%	42%	61%	4%	68%	84%	50%	97%	20%	-17%

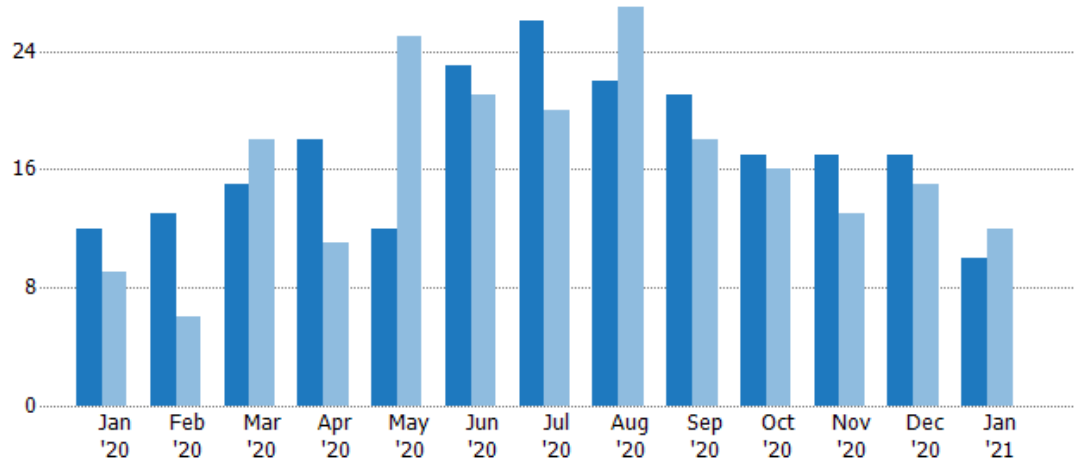
Closed Sales

The total number of residential properties sold each month.

Filters Used

ZIP: Colchester, VT 05439,
Colchester, VT 05446, Colchester,
VT 05449

Property Type:
Condo/Townhouse/Apt, Single
Family Residence



Month/Year	Count	% Chg.
Jan '21	10	-16.7%
Jan '20	12	33.3%
Jan '19	9	11.1%

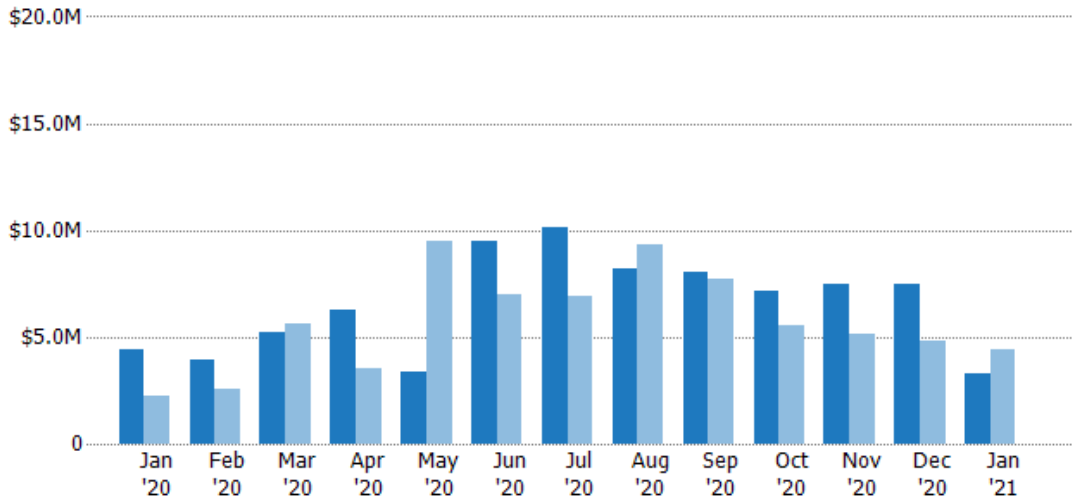
Closed Sales Volume

The sum of the sales price of residential properties sold each month.

Filters Used

ZIP: Colchester, VT 05439,
Colchester, VT 05446, Colchester,
VT 05449

Property Type:
Condo/Townhouse/Apt, Single
Family Residence



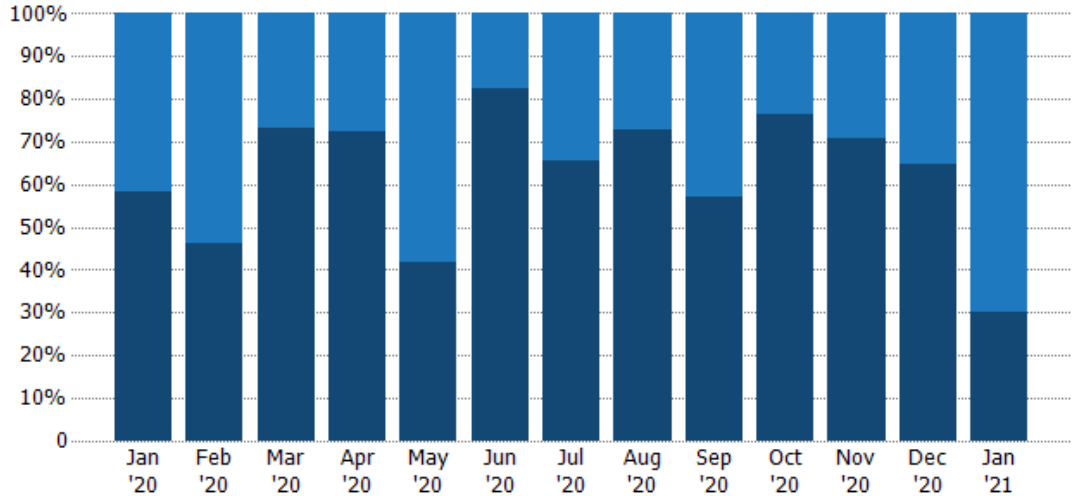
Month/Year	Volume	% Chg.
Jan '21	\$3.3M	-24.6%
Jan '20	\$4.38M	94.8%
Jan '19	\$2.25M	25.5%

Closed Sales by Property Type

The percentage of residential properties sold each month by property type.

Filters Used

ZIP: Colchester, VT 05439,
Colchester, VT 05446, Colchester,
VT 05449
Property Type:
Condo/Townhouse/Apt, Single
Family Residence



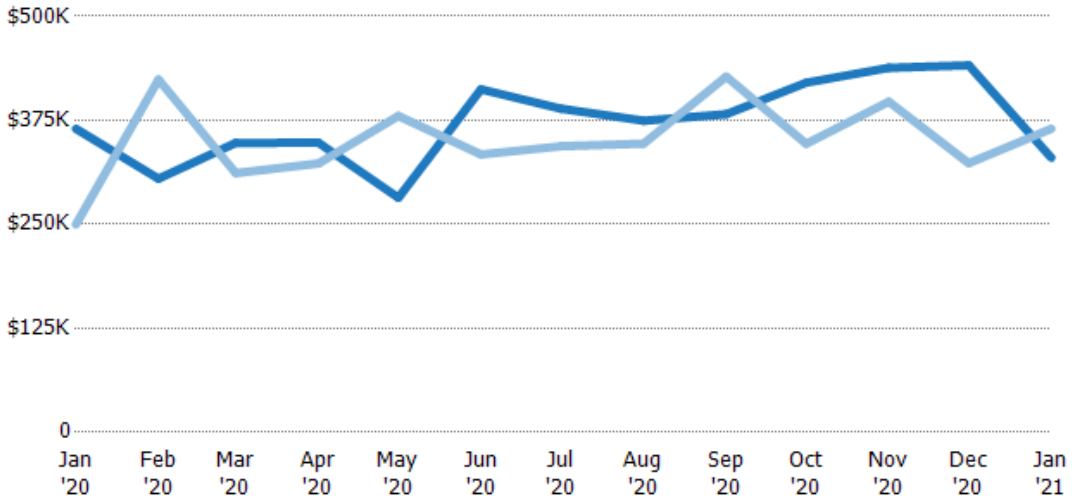
Property Type	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21
Condo/Townhouse	42%	54%	27%	28%	58%	17%	35%	27%	43%	24%	29%	35%	70%
Single Family Residence	58%	46%	73%	72%	42%	83%	65%	73%	57%	76%	71%	65%	30%

Average Sales Price

The average sales price of the residential properties sold each month.

Filters Used

ZIP: Colchester, VT 05439,
Colchester, VT 05446, Colchester,
VT 05449
Property Type:
Condo/Townhouse/Apt, Single
Family Residence



Month/Year	Price	% Chg.
Jan '21	\$330K	-9.6%
Jan '20	\$365K	46.1%
Jan '19	\$250K	13%

Property Type	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21
Current Year	\$365K	\$305K	\$348K	\$348K	\$282K	\$412K	\$389K	\$374K	\$382K	\$420K	\$438K	\$441K	\$330K
Prior Year	\$250K	\$424K	\$311K	\$323K	\$380K	\$334K	\$344K	\$347K	\$428K	\$347K	\$397K	\$323K	\$365K
Percent Change from Prior Year	46%	-28%	12%	8%	-26%	23%	13%	8%	-11%	21%	10%	36%	-10%

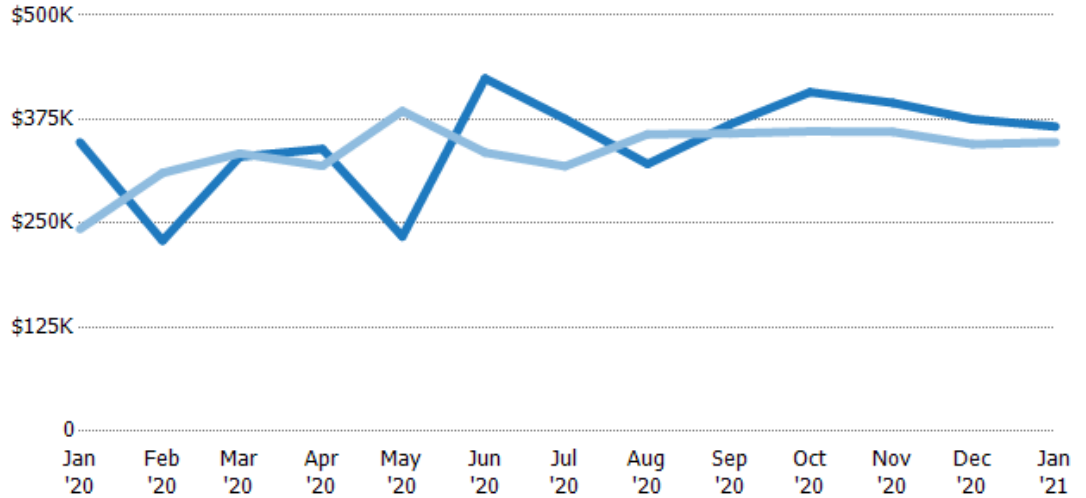
Median Sales Price

The median sales price of the residential properties sold each month.

Filters Used

ZIP: Colchester, VT 05439,
Colchester, VT 05446, Colchester,
VT 05449
Property Type:
Condo/Townhouse/Apt, Single
Family Residence

Month/ Year	Price	% Chg.
Jan '21	\$366K	5.4%
Jan '20	\$347K	43%
Jan '19	\$243K	21%



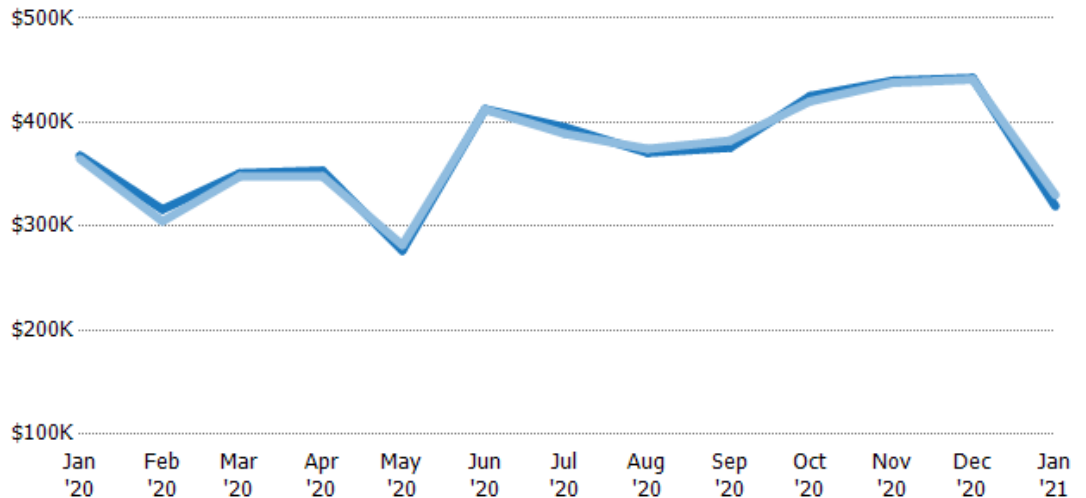
Current Year	\$347K	\$229K	\$330K	\$339K	\$234K	\$424K	\$375K	\$321K	\$369K	\$408K	\$395K	\$375K	\$366K
Prior Year	\$243K	\$311K	\$334K	\$319K	\$385K	\$335K	\$319K	\$357K	\$358K	\$360K	\$360K	\$345K	\$347K
Percent Change from Prior Year	43%	-26%	-1%	6%	-39%	27%	18%	-10%	3%	13%	10%	9%	5%

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

ZIP: Colchester, VT 05439,
Colchester, VT 05446, Colchester,
VT 05449
Property Type:
Condo/Townhouse/Apt, Single
Family Residence



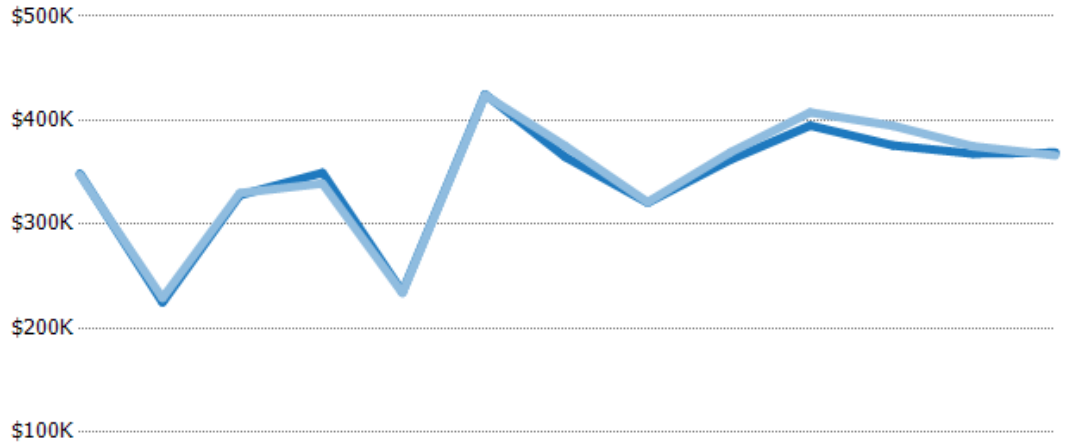
Avg List Price	\$368K	\$316K	\$351K	\$354K	\$277K	\$413K	\$395K	\$371K	\$376K	\$425K	\$440K	\$443K	\$319K
Avg Sales Price	\$365K	\$305K	\$348K	\$348K	\$282K	\$412K	\$389K	\$374K	\$382K	\$420K	\$438K	\$441K	\$330K
Avg Sales Price as a % of Avg List Price	99%	96%	99%	98%	102%	100%	98%	101%	102%	99%	100%	100%	103%

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

ZIP: Colchester, VT 05439,
Colchester, VT 05446, Colchester,
VT 05449
Property Type:
Condo/Townhouse/Apt, Single
Family Residence



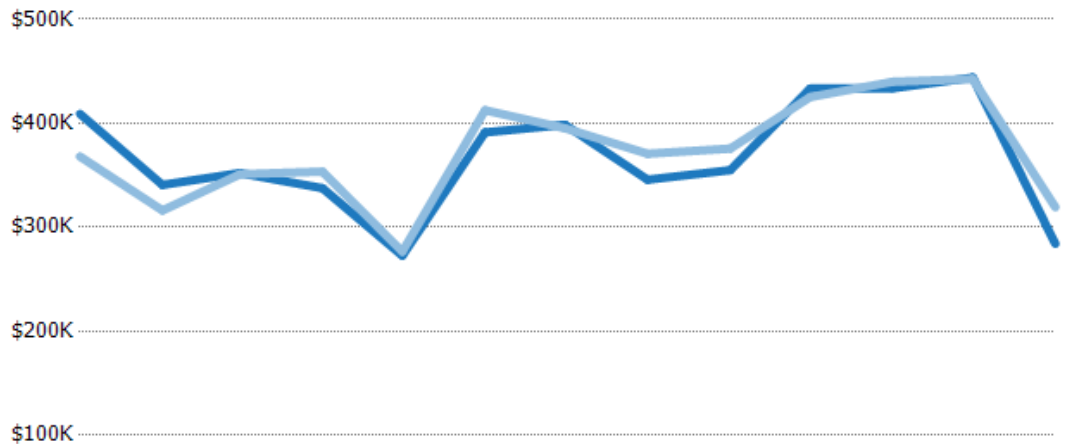
	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21
Median List Price	\$349K	\$225K	\$328K	\$349K	\$235K	\$425K	\$365K	\$321K	\$362K	\$395K	\$376K	\$368K	\$369K
Median Sales Price	\$347K	\$229K	\$330K	\$339K	\$234K	\$424K	\$375K	\$321K	\$369K	\$408K	\$395K	\$375K	\$366K
Med Sales Price as a % of Med List Price	100%	102%	101%	97%	100%	100%	103%	100%	102%	103%	105%	102%	99%

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

ZIP: Colchester, VT 05439,
Colchester, VT 05446, Colchester,
VT 05449
Property Type:
Condo/Townhouse/Apt, Single
Family Residence



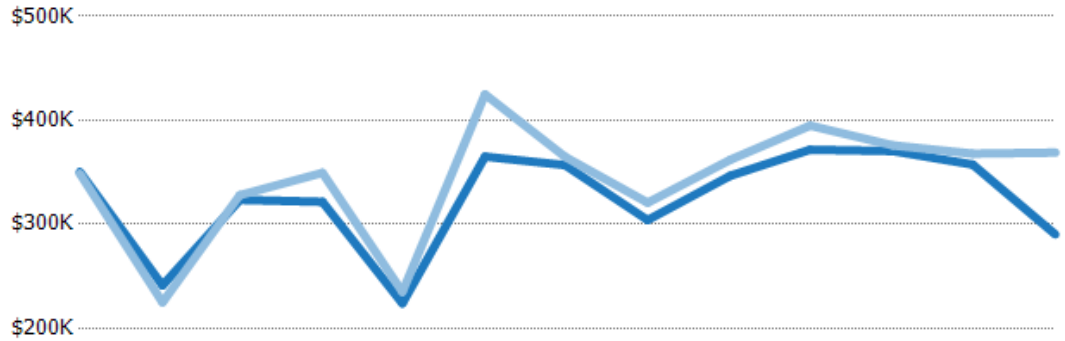
	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21
Avg Est Value	\$409K	\$341K	\$352K	\$338K	\$273K	\$391K	\$399K	\$346K	\$355K	\$433K	\$434K	\$444K	\$284K
Avg Sales Price	\$368K	\$316K	\$351K	\$354K	\$277K	\$413K	\$395K	\$371K	\$376K	\$425K	\$440K	\$443K	\$319K
Avg Sales Price as a % of Avg Est Value	90%	93%	100%	105%	101%	105%	99%	107%	106%	98%	101%	100%	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

ZIP: Colchester, VT 05439,
Colchester, VT 05446, Colchester,
VT 05449
Property Type:
Condo/Townhouse/Apt, Single
Family Residence



	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21
Median Est Value	\$350K	\$241K	\$323K	\$322K	\$224K	\$365K	\$357K	\$304K	\$347K	\$372K	\$370K	\$357K	\$290K
Median Sales Price	\$349K	\$225K	\$328K	\$349K	\$235K	\$425K	\$365K	\$321K	\$362K	\$395K	\$376K	\$368K	\$369K
Med Sales Price as a % of Med Est Value	100%	93%	101%	109%	105%	116%	102%	105%	104%	106%	101%	103%	127%