

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	42	45	-6.7%	883	952	-7.2%
New Listing Volume	\$14,642,000	\$12,158,350	+20.4%	\$297,757,089	\$278,215,738	+7%
Active Listing Count	106	285	-62.8%	N/A	N/A	
Active Listing Volume	\$48,529,600	\$101,559,499	-52.2%	N/A	N/A	
Average Listing Price	\$457,826	\$356,349	+28.5%	\$384,256	\$356,937	+7.7%
Median Listing Price	\$272,500	\$265,000	+2.8%	\$288,819	\$280,212	+3.1%
Median Days in RPR	112	154	-27.3%	98.32	130.31	-24.5%
Months of Inventory	1.8	4.6	-60.2%	2.9	10.2	-71.9%
Absorption Rate	54.72%	21.75%	+33%	34.91%	9.82%	+25.1%
Sales Activity Charts Metrics						
New Pending Sales Count	61	44	+38.6%	986	862	+14.4%
New Pending Sales Volume	\$20,975,100	\$12,027,500	+74.4%	\$320,103,340	\$234,624,034	+36.4%
Pending Sales Count	88	58	+51.7%	N/A	N/A	
Pending Sales Volume	\$29,730,190	\$15,134,800	+96.4%	N/A	N/A	
Closed Sales Count	39	37	+5.4%	818	711	+15%
Closed Sales Volume	\$10,212,300	\$9,639,250	+5.9%	\$251,033,849	\$190,385,316	+31.9%
Average Sales Price	\$261,854	\$260,520	+0.5%	\$306,887	\$267,771	+14.6%
Median Sales Price	\$225,000	\$190,000	+18.4%	\$257,998	\$221,204	+16.6%

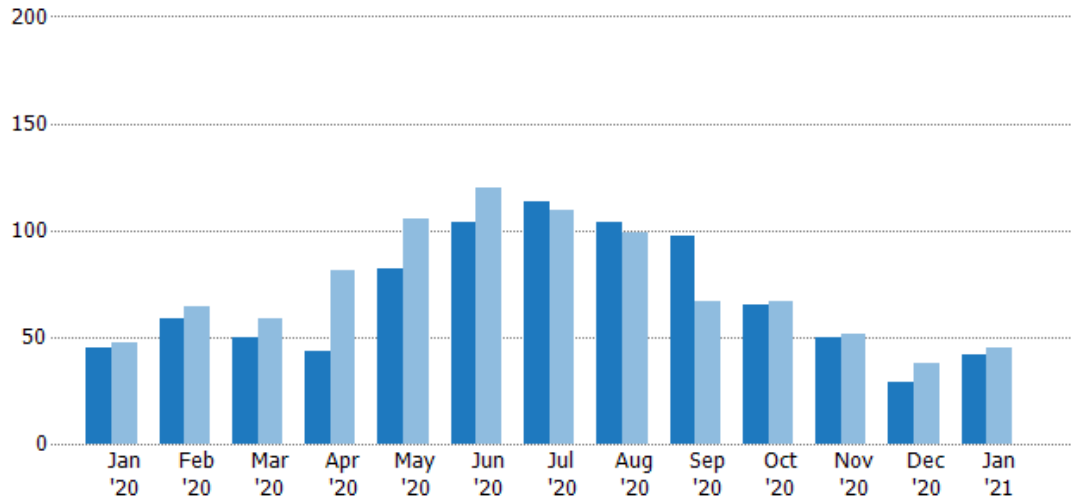
New Listings

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.
Jan '21	42	-6.7%
Jan '20	45	-4.3%
Jan '19	47	-27.7%



Current Year	45	59	50	43	82	104	113	104	97	65	50	29	42
Prior Year	47	64	59	81	105	120	109	99	67	67	51	38	45
Percent Change from Prior Year	-4%	-8%	-15%	-47%	-22%	-13%	4%	5%	45%	-3%	-2%	-24%	-7%

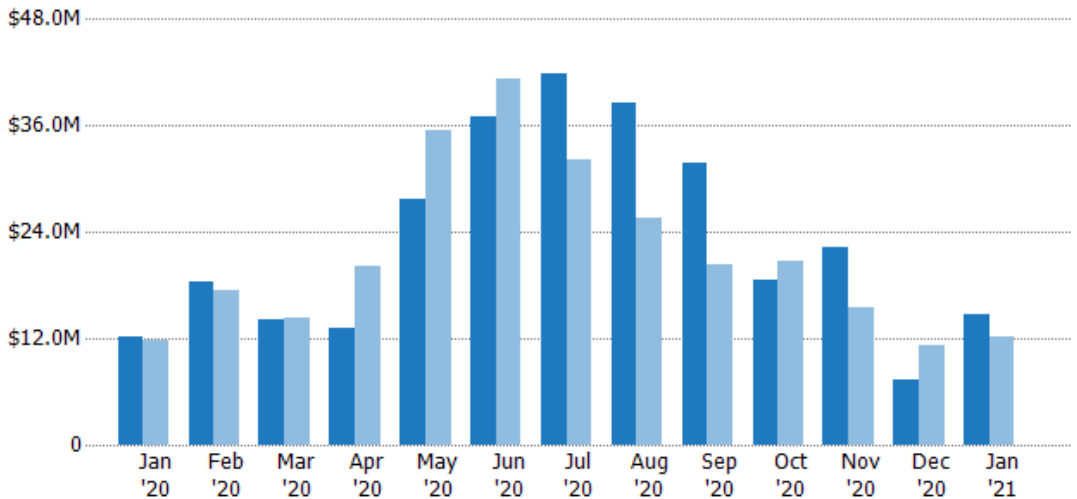
New Listing Volume

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.
Jan '21	\$14.6M	20.4%
Jan '20	\$12.2M	3%
Jan '19	\$11.8M	-39.5%



Current Year	\$12.2M	\$18.3M	\$14.1M	\$13.2M	\$27.7M	\$36.9M	\$41.8M	\$38.5M	\$31.9M	\$18.6M	\$22.3M	\$7.38M	\$14.6M
Prior Year	\$11.8M	\$17.4M	\$14.4M	\$20.1M	\$35.5M	\$41.3M	\$32.2M	\$25.6M	\$20.4M	\$20.8M	\$15.4M	\$11.2M	\$12.2M
Percent Change from Prior Year	3%	5%	-2%	-34%	-22%	-11%	30%	51%	56%	-10%	45%	-34%	20%

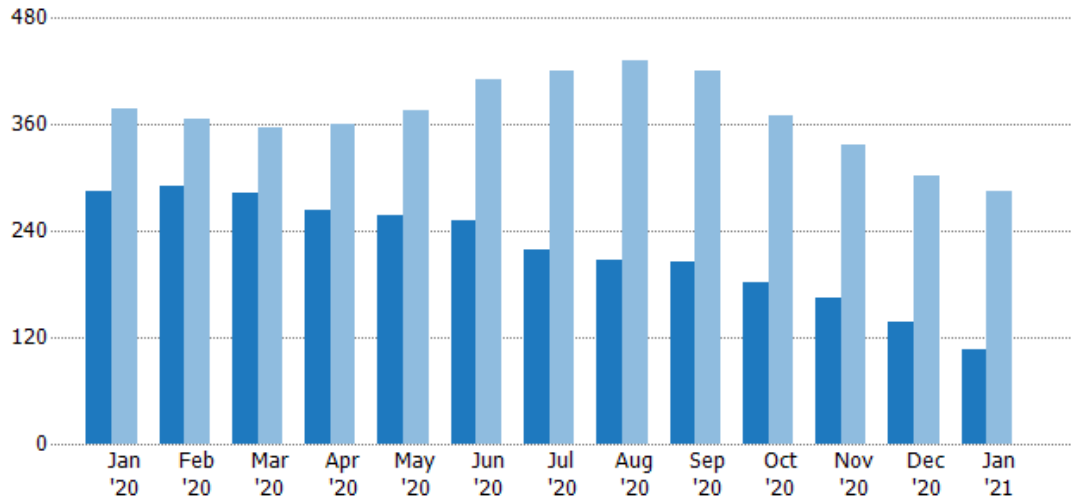
Active Listings

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.
Jan '21	106	-62.8%
Jan '20	285	-24.6%
Jan '19	378	-2.4%



Current Year	285	290	283	264	258	251	218	208	206	181	165	137	106
Prior Year	378	367	357	361	375	411	420	432	421	371	337	302	285
Percent Change from Prior Year	-25%	-21%	-21%	-27%	-31%	-39%	-48%	-52%	-51%	-51%	-51%	-55%	-63%

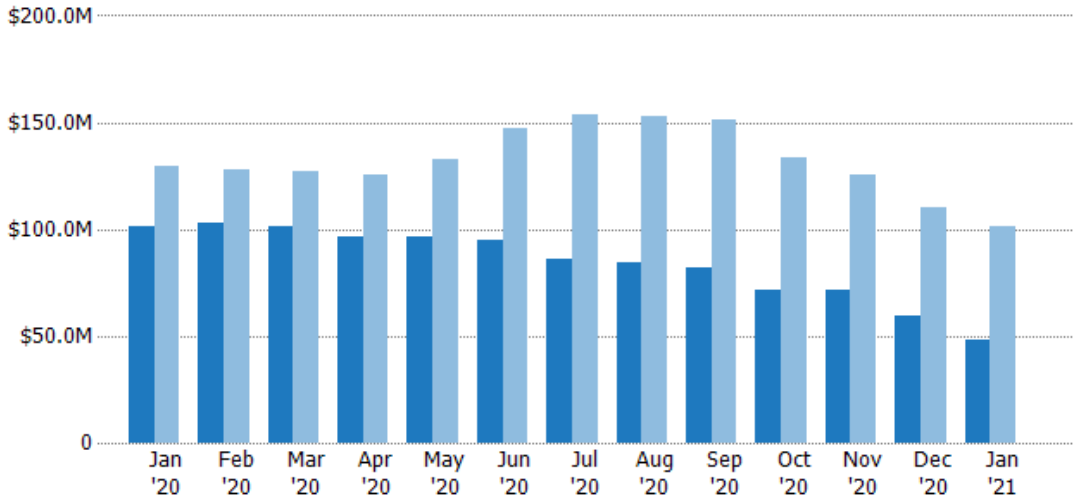
Active Listing Volume

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.
Jan '21	\$48.5M	-52.2%
Jan '20	\$102M	-21.4%
Jan '19	\$129M	0.2%



Current Year	\$102M	\$103M	\$101M	\$96.2M	\$96.1M	\$95.1M	\$86.2M	\$84.4M	\$81.7M	\$71.3M	\$71.5M	\$59.5M	\$48.5M
Prior Year	\$129M	\$128M	\$127M	\$126M	\$133M	\$147M	\$154M	\$153M	\$151M	\$134M	\$126M	\$110M	\$102M
Percent Change from Prior Year	-21%	-19%	-21%	-24%	-28%	-35%	-44%	-45%	-46%	-47%	-43%	-46%	-52%

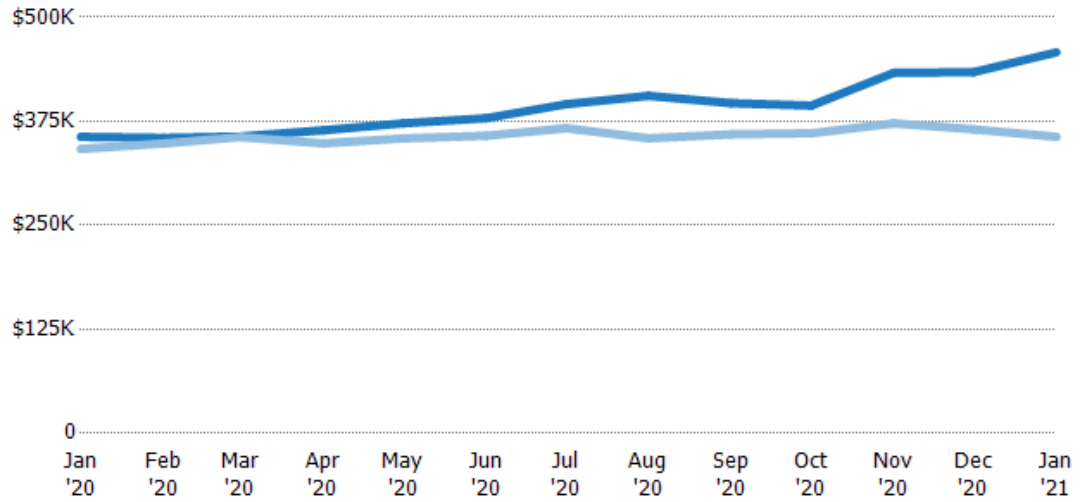
Average Listing Price

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.
Jan '21	\$458K	28.5%
Jan '20	\$356K	4.3%
Jan '19	\$342K	2.6%



Current Year	\$356K	\$355K	\$357K	\$364K	\$373K	\$379K	\$396K	\$406K	\$397K	\$394K	\$433K	\$434K	\$458K
Prior Year	\$342K	\$348K	\$356K	\$348K	\$354K	\$358K	\$367K	\$355K	\$359K	\$361K	\$373K	\$365K	\$356K
Percent Change from Prior Year	4%	2%	0%	5%	5%	6%	8%	14%	10%	9%	16%	19%	28%

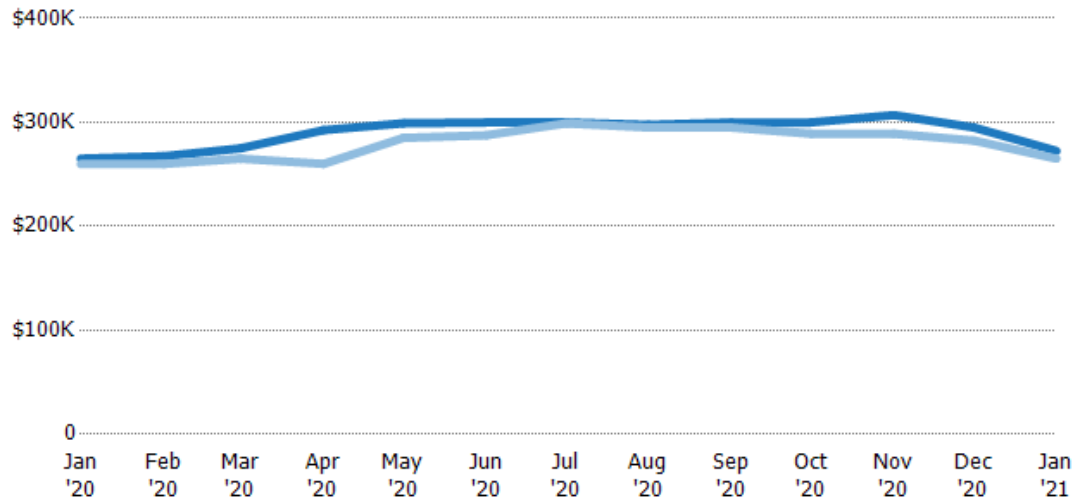
Median Listing Price

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.
Jan '21	\$273K	2.8%
Jan '20	\$265K	2%
Jan '19	\$260K	0%



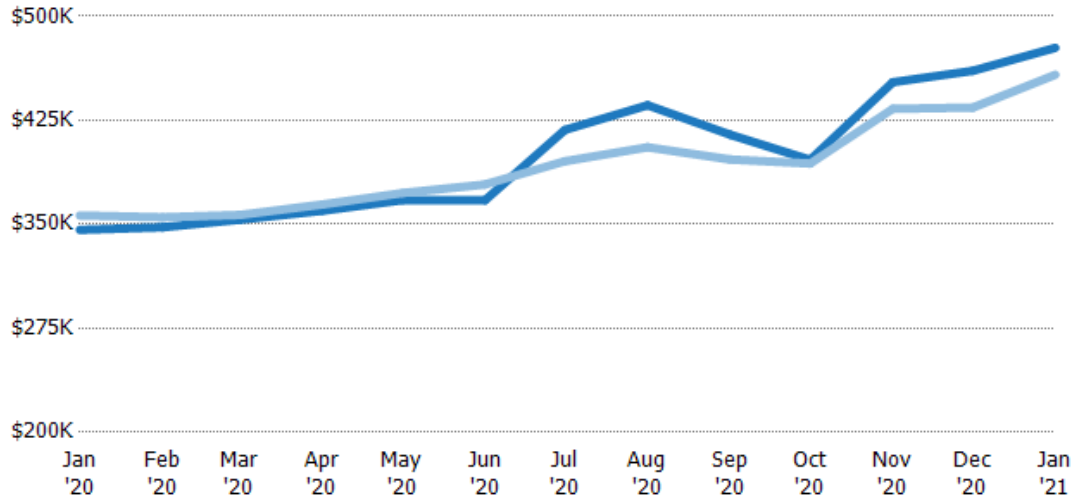
Current Year	\$265K	\$267K	\$275K	\$292K	\$299K	\$300K	\$300K	\$297K	\$300K	\$300K	\$307K	\$295K	\$273K
Prior Year	\$260K	\$260K	\$265K	\$260K	\$285K	\$288K	\$299K	\$295K	\$295K	\$289K	\$289K	\$282K	\$265K
Percent Change from Prior Year	2%	3%	4%	12%	5%	4%	0%	1%	2%	4%	6%	4%	3%

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



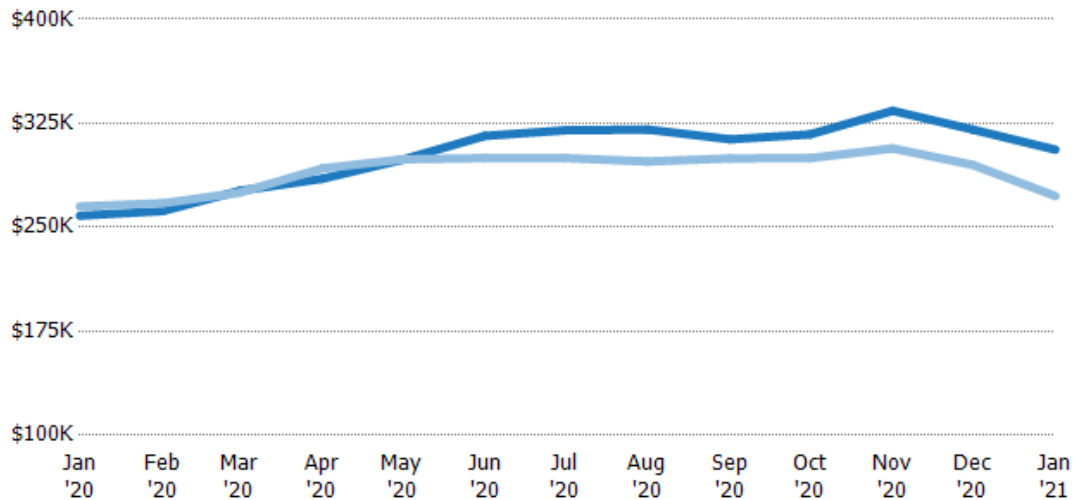
Avg Est Value	\$346K	\$348K	\$353K	\$360K	\$367K	\$367K	\$418K	\$436K	\$415K	\$396K	\$452K	\$461K	\$477K
Avg Listing Price	\$356K	\$355K	\$357K	\$364K	\$373K	\$379K	\$396K	\$406K	\$397K	\$394K	\$433K	\$434K	\$458K
Avg Listing Price as a % of Avg Est Value	103%	102%	101%	101%	101%	103%	95%	93%	96%	99%	96%	94%	96%

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



Median Est Value	\$258K	\$262K	\$276K	\$285K	\$299K	\$316K	\$320K	\$321K	\$313K	\$317K	\$334K	\$320K	\$306K
Median Listing Price	\$265K	\$267K	\$275K	\$292K	\$299K	\$300K	\$300K	\$297K	\$300K	\$300K	\$307K	\$295K	\$273K
Med Listing Price as a % of Med Est Value	103%	102%	100%	103%	100%	95%	94%	93%	96%	95%	92%	92%	89%

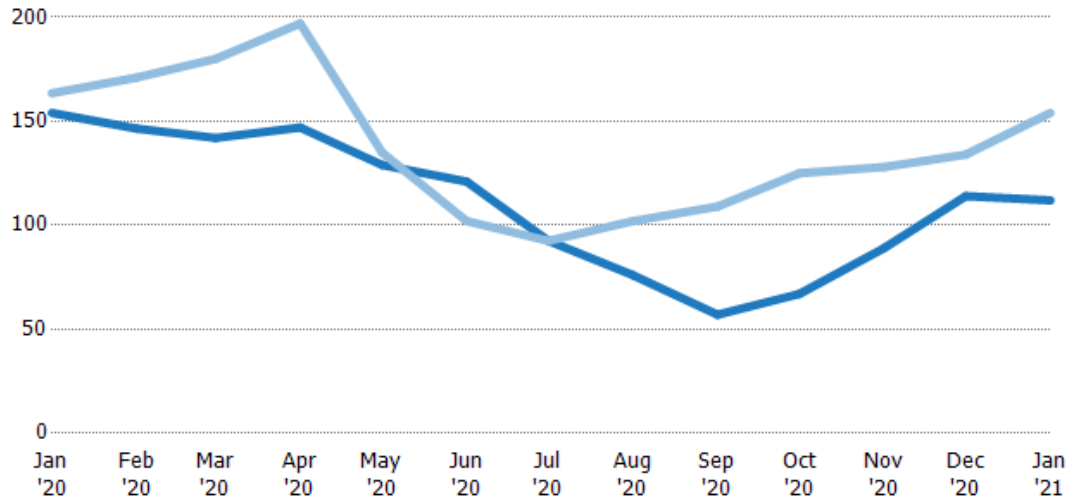
Median Days in RPR

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.
Jan '21	112	-27.3%
Jan '20	154	-5.8%
Jan '19	164	0.9%



Current Year	154	147	142	147	129	121	92.5	76	57	67	89	114	112
Prior Year	164	171	180	197	135	102	92.5	102	109	125	128	134	154
Percent Change from Prior Year	-6%	-14%	-21%	-25%	-4%	19%	0%	-25%	-48%	-46%	-30%	-15%	-27%

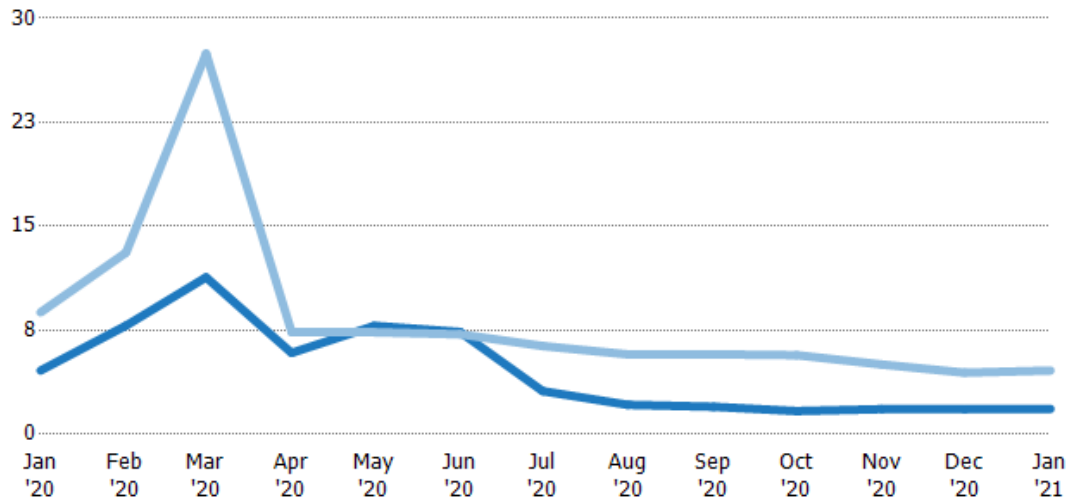
Months of Inventory

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.
Jan '21	1.83	-60.2%
Jan '20	4.6	-47.7%
Jan '19	8.79	-16%



Current Year	4.6	7.84	11.3	5.87	7.82	7.38	3.11	2.12	1.98	1.68	1.81	1.8	1.83
Prior Year	8.79	13.1	27.5	7.37	7.35	7.21	6.36	5.76	5.77	5.71	5.03	4.44	4.6
Percent Change from Prior Year	-48%	-40%	-59%	-20%	6%	2%	-51%	-63%	-66%	-71%	-64%	-59%	-60%

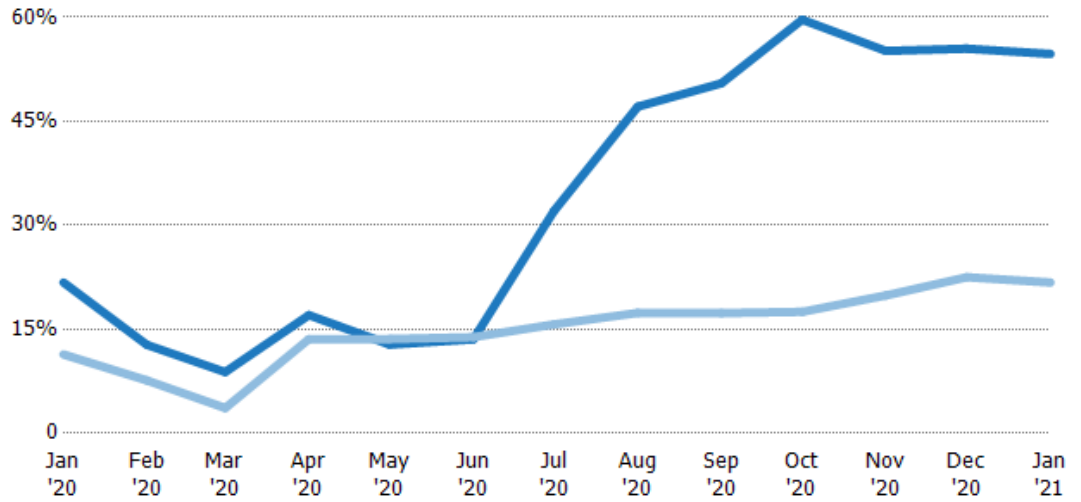
Absorption Rate

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.
Jan '21	55%	-33%
Jan '20	22%	-10.4%
Jan '19	11%	19.2%



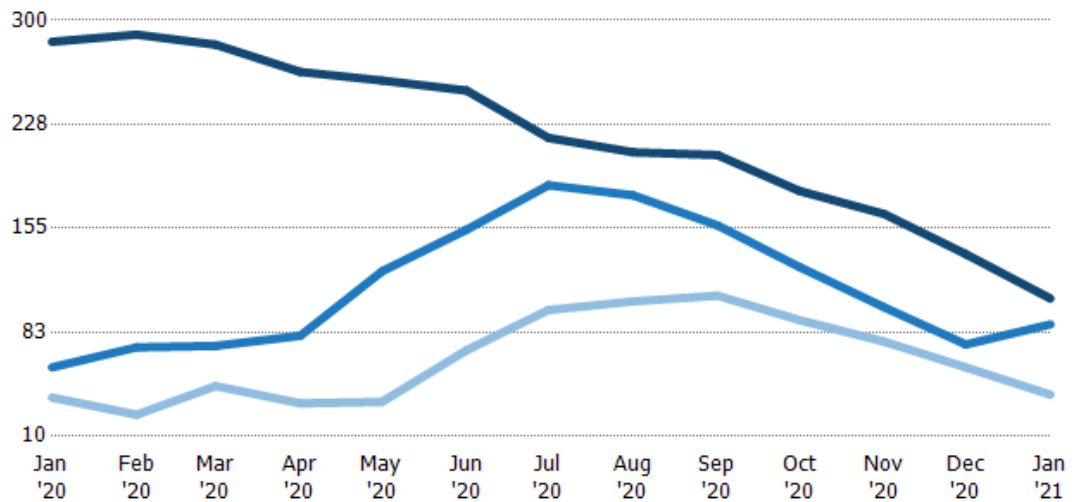
Current Year	22%	13%	9%	17%	13%	14%	32%	47%	50%	60%	55%	55%	55%
Prior Year	11%	8%	4%	14%	14%	14%	16%	17%	17%	18%	20%	23%	22%
Change from Prior Year	-10%	-5%	-5%	-3%	1%	0%	-16%	-30%	-33%	-42%	-35%	-33%	-33%

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



Active	285	290	283	264	258	251	218	208	206	181	165	137	106
Pending	58	72	73	80	125	154	185	178	157	128	100	74	88
Sold	37	25	45	33	34	70	98	104	108	91	76	58	39

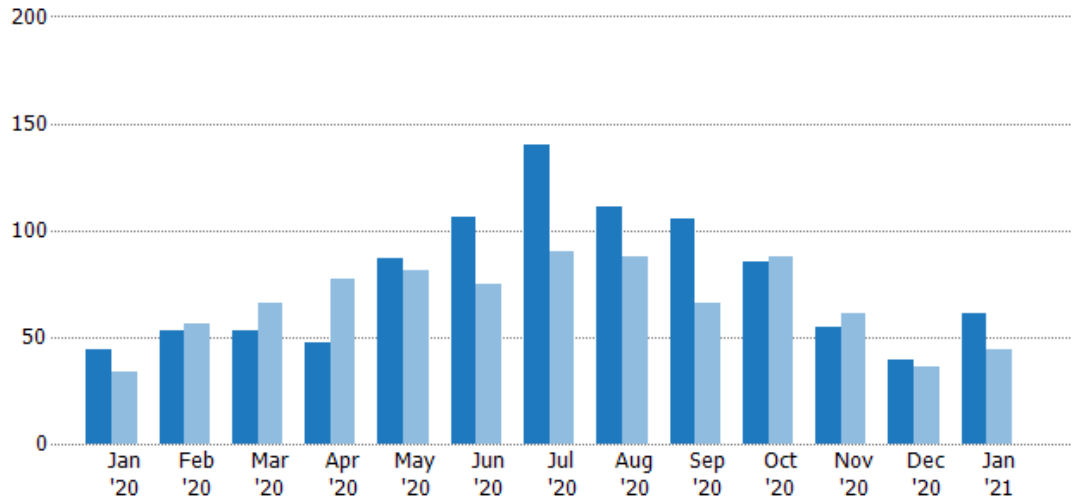
New Pending Sales

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.
Jan '21	61	38.6%
Jan '20	44	29.4%
Jan '19	34	-26.5%



Current Year	44	53	53	47	87	106	140	111	105	85	55	39	61
Prior Year	34	56	66	77	81	75	90	88	66	88	61	36	44
Percent Change from Prior Year	29%	-5%	-20%	-39%	7%	41%	56%	26%	59%	-3%	-10%	8%	39%

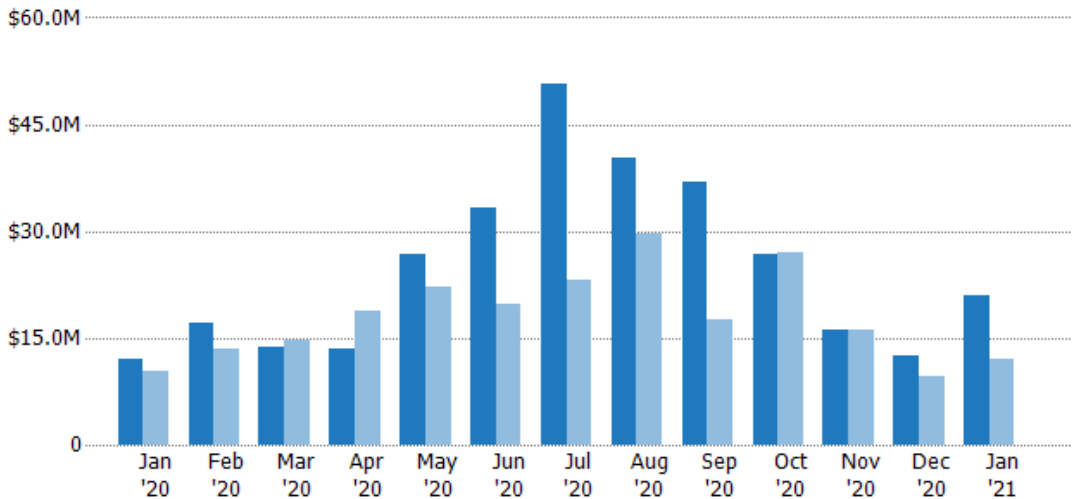
New Pending Sales Volume

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.
Jan '21	\$21M	74.4%
Jan '20	\$12M	17.5%
Jan '19	\$10.2M	-25.5%



Current Year	\$12M	\$17.1M	\$13.6M	\$13.4M	\$26.7M	\$33.3M	\$50.6M	\$40.4M	\$36.8M	\$26.7M	\$16.1M	\$12.4M	\$21M
Prior Year	\$10.2M	\$13.5M	\$14.8M	\$18.8M	\$22.1M	\$19.9M	\$23.3M	\$29.7M	\$17.6M	\$27M	\$16.2M	\$9.55M	\$12M
Percent Change from Prior Year	18%	26%	-8%	-29%	21%	68%	117%	36%	110%	-1%	-1%	30%	74%

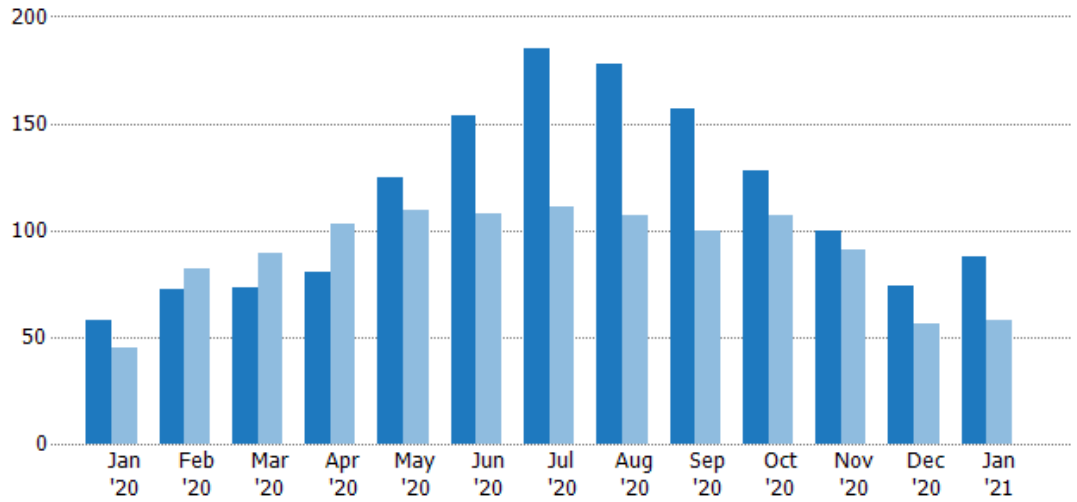
Pending Sales

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.
Jan '21	88	51.7%
Jan '20	58	28.9%
Jan '19	45	4.4%



Current Year	58	72	73	80	125	154	185	178	157	128	100	74	88
Prior Year	45	82	89	103	109	108	111	107	100	107	91	56	58
Percent Change from Prior Year	29%	-12%	-18%	-22%	15%	43%	67%	66%	57%	20%	10%	32%	52%

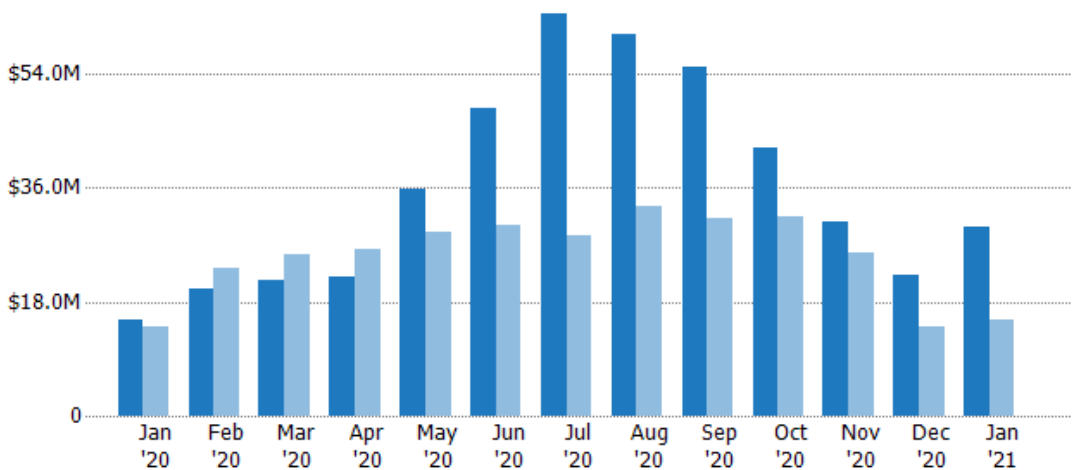
Pending Sales Volume

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.
Jan '21	\$29.7M	96.4%
Jan '20	\$15.1M	8.1%
Jan '19	\$14M	-4.6%



Current Year	\$15.1M	\$20.1M	\$21.3M	\$22M	\$35.8M	\$48.7M	\$63.6M	\$60.3M	\$55.2M	\$42.4M	\$30.6M	\$22.1M	\$29.7M
Prior Year	\$14M	\$23.2M	\$25.4M	\$26.3M	\$29.1M	\$30.2M	\$28.4M	\$33.2M	\$31.2M	\$31.5M	\$25.7M	\$14.2M	\$15.1M
Percent Change from Prior Year	8%	-13%	-16%	-16%	23%	61%	124%	82%	77%	35%	19%	56%	96%

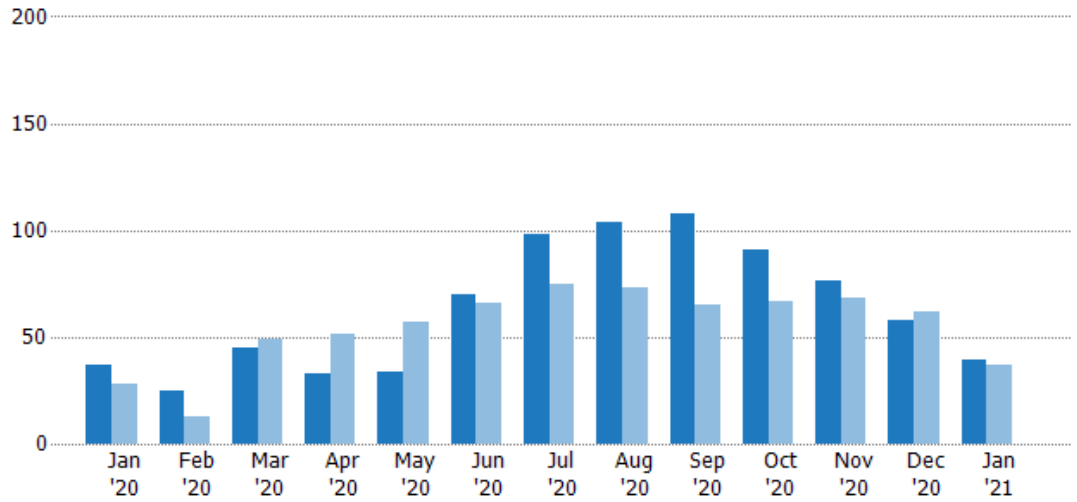
Closed Sales

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.
Jan '21	39	5.4%
Jan '20	37	32.1%
Jan '19	28	0%



Current Year	37	25	45	33	34	70	98	104	108	91	76	58	39
Prior Year	28	13	49	51	57	66	75	73	65	67	68	62	37
Percent Change from Prior Year	32%	92%	-8%	-35%	-40%	6%	31%	42%	66%	36%	12%	-6%	5%

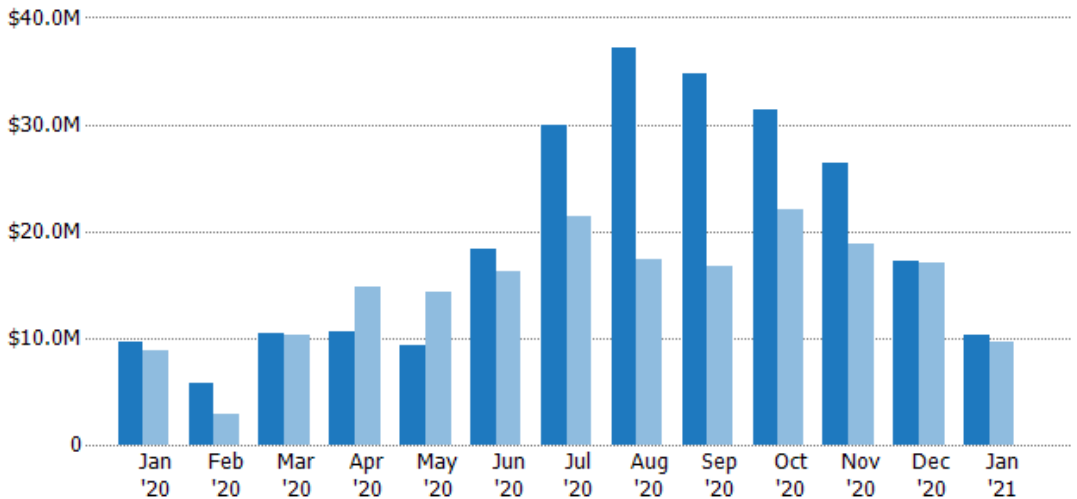
Closed Sales Volume

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.
Jan '21	\$10.2M	5.9%
Jan '20	\$9.64M	9.7%
Jan '19	\$8.79M	-20.6%



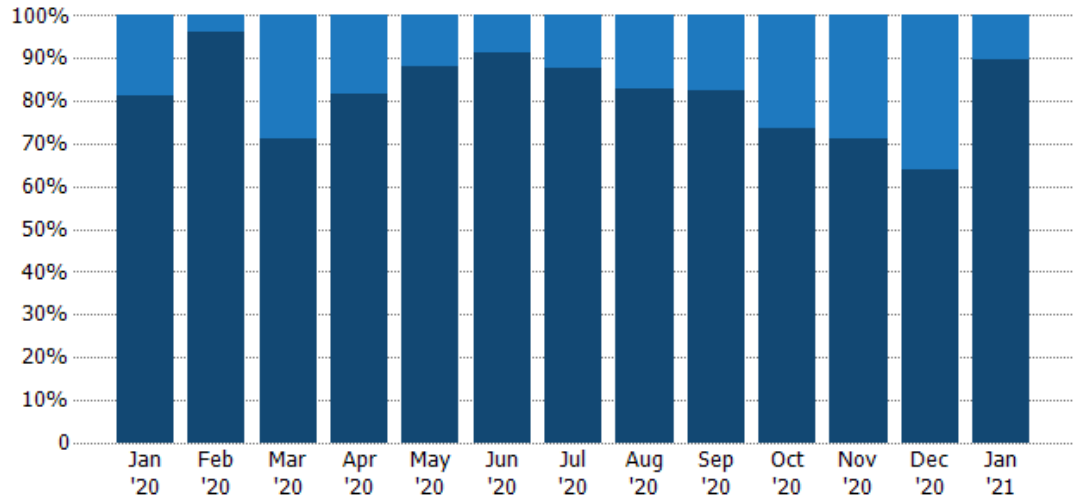
Current Year	\$9.64M	\$5.79M	\$10.5M	\$10.5M	\$9.28M	\$18.3M	\$29.8M	\$37.2M	\$34.7M	\$31.4M	\$26.4M	\$17.3M	\$10.2M
Prior Year	\$8.79M	\$2.94M	\$10.3M	\$14.9M	\$14.2M	\$16.2M	\$21.4M	\$17.4M	\$16.8M	\$22M	\$18.7M	\$17M	\$9.64M
Percent Change from Prior Year	10%	97%	1%	-29%	-35%	13%	40%	114%	107%	42%	41%	1%	6%

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



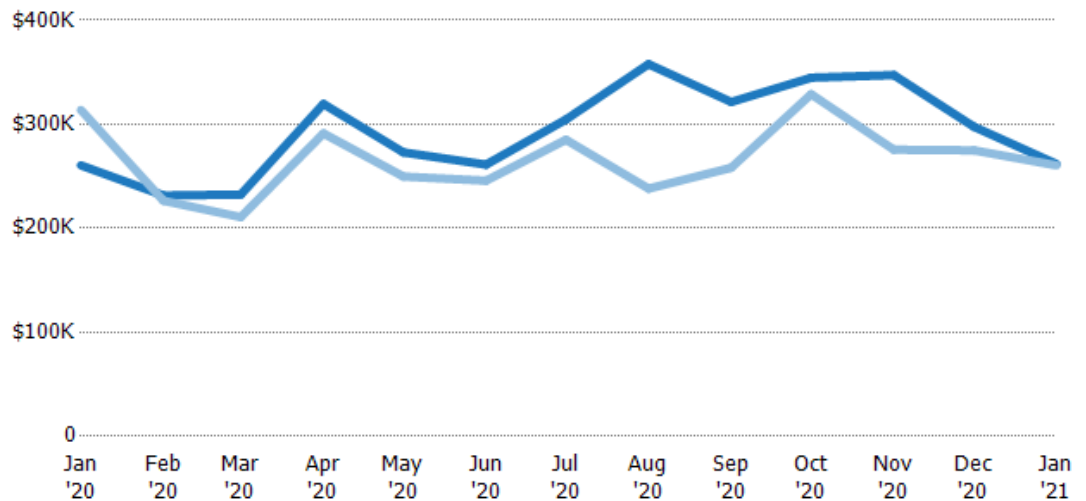
Condo/Townhouse	19%	4%	29%	18%	12%	9%	12%	17%	18%	26%	29%	36%	10%
Single Family Residence	81%	96%	71%	82%	88%	91%	88%	83%	82%	74%	71%	64%	90%

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	\$261K	\$232K	\$232K	\$320K	\$273K	\$261K	\$305K	\$358K	\$321K	\$345K	\$347K	\$298K	\$262K
Prior Year	\$314K	\$226K	\$211K	\$291K	\$250K	\$246K	\$285K	\$238K	\$258K	\$329K	\$276K	\$275K	\$261K
Percent Change from Prior Year	-17%	2%	10%	10%	9%	6%	7%	50%	25%	5%	26%	8%	1%

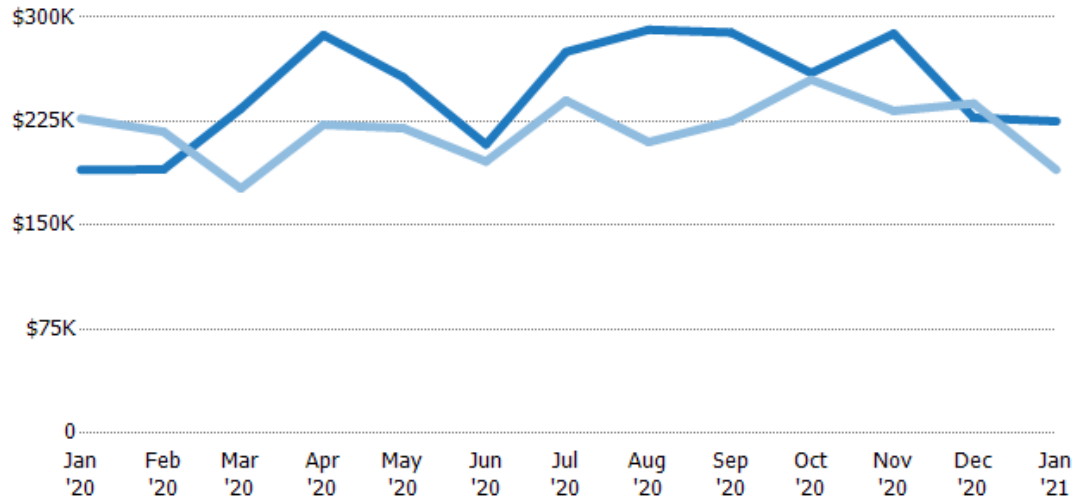
Median Sales Price

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.
Jan '21	\$225K	18.4%
Jan '20	\$190K	-16.3%
Jan '19	\$227K	1.4%



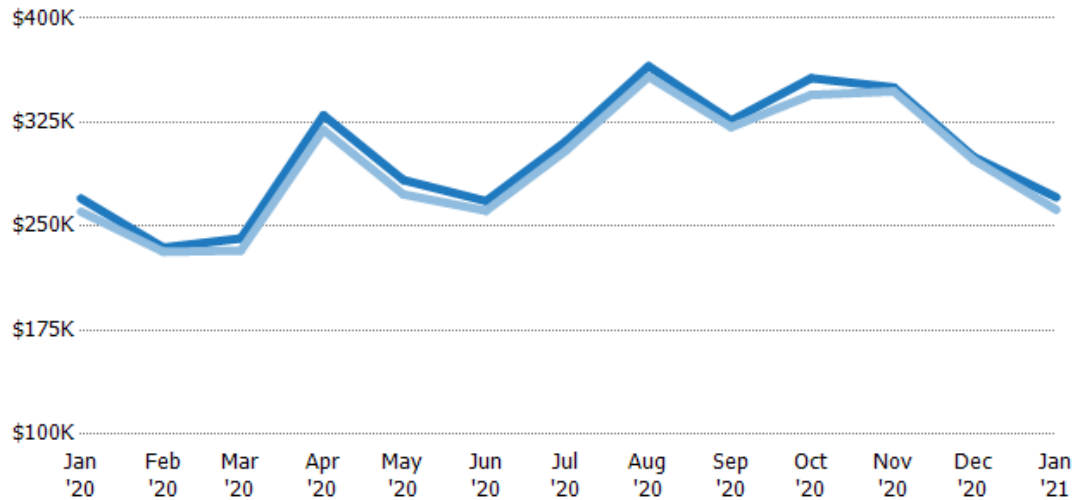
Current Year	\$190K	\$190K	\$234K	\$287K	\$257K	\$208K	\$275K	\$291K	\$289K	\$260K	\$288K	\$228K	\$225K
Prior Year	\$227K	\$218K	\$177K	\$223K	\$220K	\$196K	\$240K	\$210K	\$225K	\$255K	\$233K	\$238K	\$190K
Percent Change from Prior Year	-16%	-13%	33%	29%	17%	6%	15%	39%	28%	2%	24%	-4%	18%

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



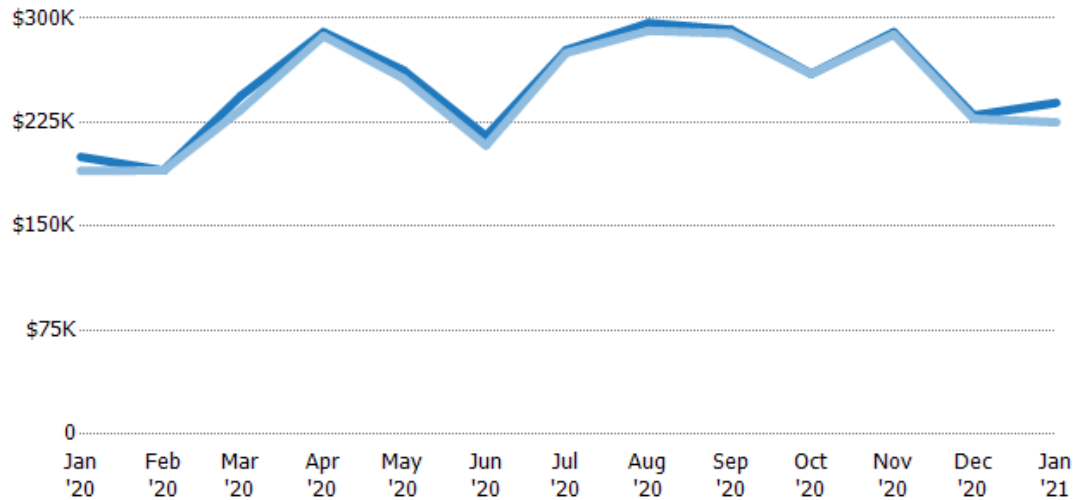
Avg List Price	\$270K	\$235K	\$241K	\$330K	\$283K	\$268K	\$311K	\$365K	\$326K	\$357K	\$350K	\$300K	\$271K
Avg Sales Price	\$261K	\$232K	\$232K	\$320K	\$273K	\$261K	\$305K	\$358K	\$321K	\$345K	\$347K	\$298K	\$262K
Avg Sales Price as a % of Avg List Price	96%	99%	96%	97%	96%	97%	98%	98%	99%	97%	99%	99%	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



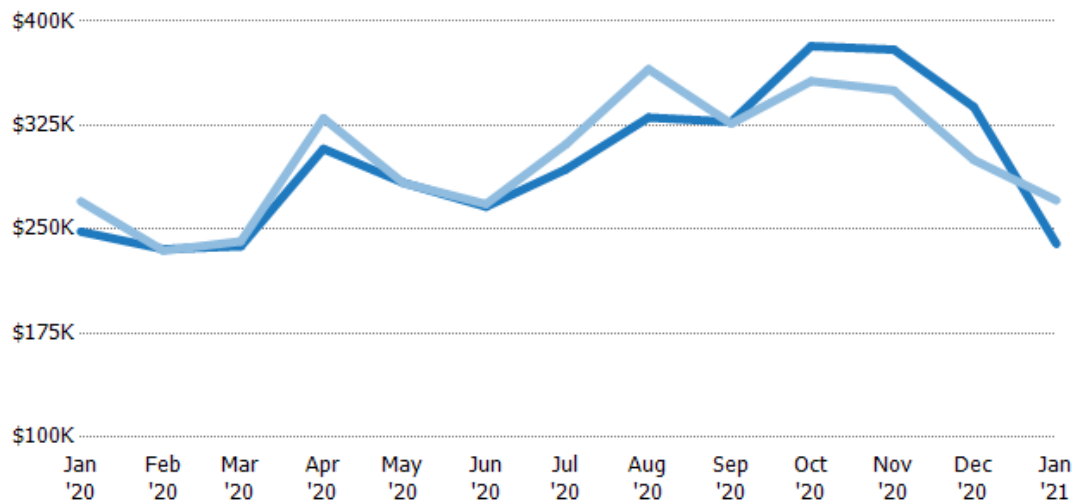
Median List Price	\$200K	\$190K	\$244K	\$290K	\$262K	\$215K	\$277K	\$297K	\$292K	\$260K	\$290K	\$230K	\$239K
Median Sales Price	\$190K	\$190K	\$234K	\$287K	\$257K	\$208K	\$275K	\$291K	\$289K	\$260K	\$288K	\$228K	\$225K
Med Sales Price as a % of Med List Price	95%	100%	96%	99%	98%	97%	99%	98%	99%	100%	99%	99%	94%

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



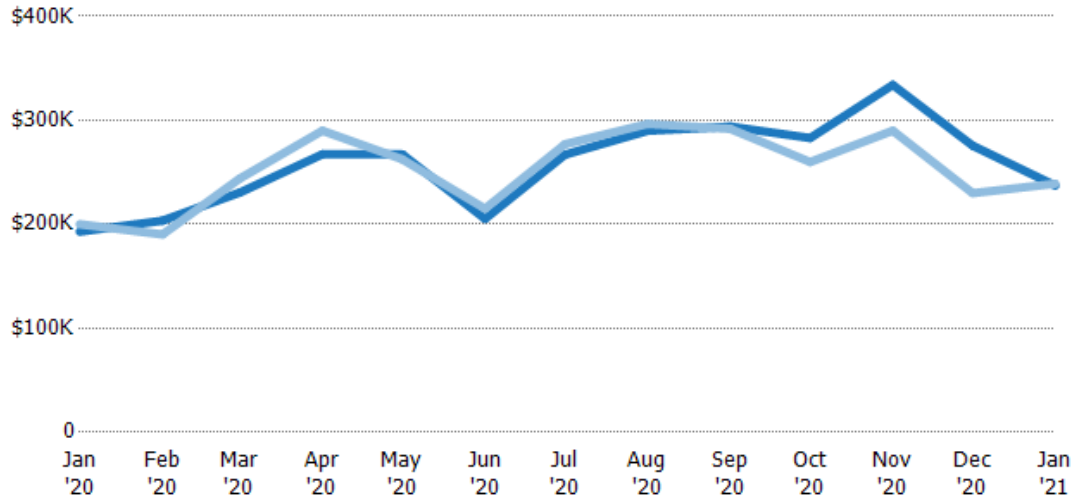
Avg Est Value	\$248K	\$236K	\$238K	\$308K	\$284K	\$266K	\$293K	\$331K	\$327K	\$382K	\$380K	\$338K	\$240K
Avg Sales Price	\$270K	\$235K	\$241K	\$330K	\$283K	\$268K	\$311K	\$365K	\$326K	\$357K	\$350K	\$300K	\$271K
Avg Sales Price as a % of Avg Est Value	109%	100%	101%	107%	100%	101%	106%	111%	100%	93%	92%	89%	113%

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



Median Est Value	\$193K	\$203K	\$231K	\$267K	\$267K	\$205K	\$267K	\$290K	\$294K	\$283K	\$334K	\$276K	\$237K
Median Sales Price	\$200K	\$190K	\$244K	\$290K	\$262K	\$215K	\$277K	\$297K	\$292K	\$260K	\$290K	\$230K	\$239K
Med Sales Price as a % of Med Est Value	104%	93%	106%	108%	98%	105%	104%	102%	99%	92%	87%	83%	101%