

Summary of Key Listing and Sales Metrics

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

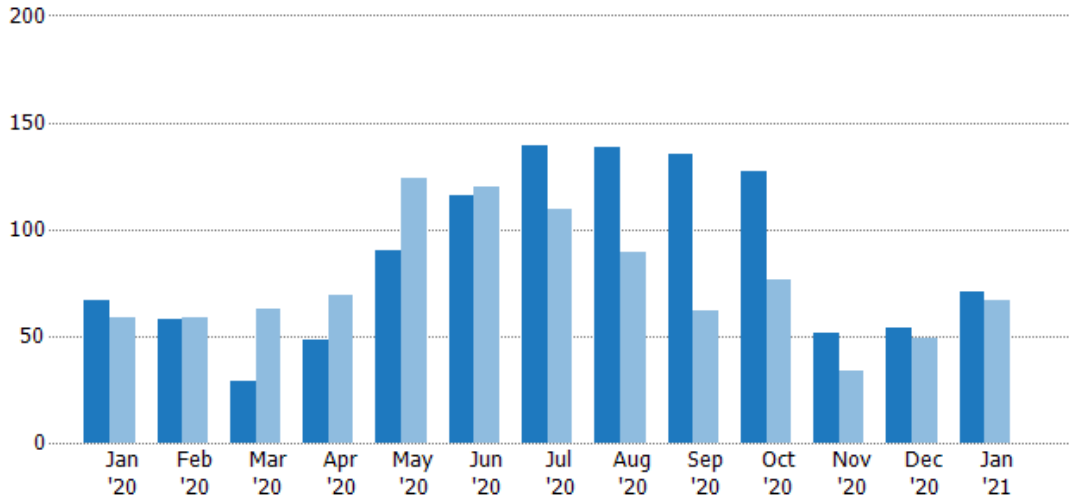
Key Metrics	Jan 2021	Jan 2020	+ / -	YTD 2021	YTD 2020	+ / -
Listing Activity Charts Metrics						
New Listing Count	71	67	+6%	1,123	980	+14.6%
New Listing Volume	\$36,029,799	\$25,182,195	+43.1%	\$432,726,960	\$333,585,134	+29.7%
Active Listing Count	189	482	-60.8%	N/A	N/A	
Active Listing Volume	\$126,990,246	\$213,081,286	-40.4%	N/A	N/A	
Average Listing Price	\$671,906	\$442,077	+52%	\$502,710	\$409,283	+22.8%
Median Listing Price	\$359,000	\$294,950	+21.7%	\$308,613	\$286,390	+7.8%
Median Days in RPR	114	197	-42.1%	114.13	169.86	-32.8%
Months of Inventory	1.5	7.2	-78.8%	4.2	12.1	-65.1%
Absorption Rate	65.61%	13.9%	+51.7%	23.81%	8.3%	+15.5%
Sales Activity Charts Metrics						
New Pending Sales Count	100	50	+100%	1,327	857	+54.8%
New Pending Sales Volume	\$34,817,300	\$12,737,699	+173.3%	\$446,469,707	\$228,497,600	+95.4%
Pending Sales Count	151	69	+118.8%	N/A	N/A	
Pending Sales Volume	\$54,018,328	\$14,624,299	+269.4%	N/A	N/A	
Closed Sales Count	64	45	+42.2%	1,018	712	+43%
Closed Sales Volume	\$17,258,990	\$13,077,650	+32%	\$326,124,874	\$185,667,755	+75.6%
Average Sales Price	\$269,672	\$290,614	-7.2%	\$320,358	\$260,769	+22.9%
Median Sales Price	\$243,750	\$265,000	-8%	\$251,054	\$216,950	+15.7%

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



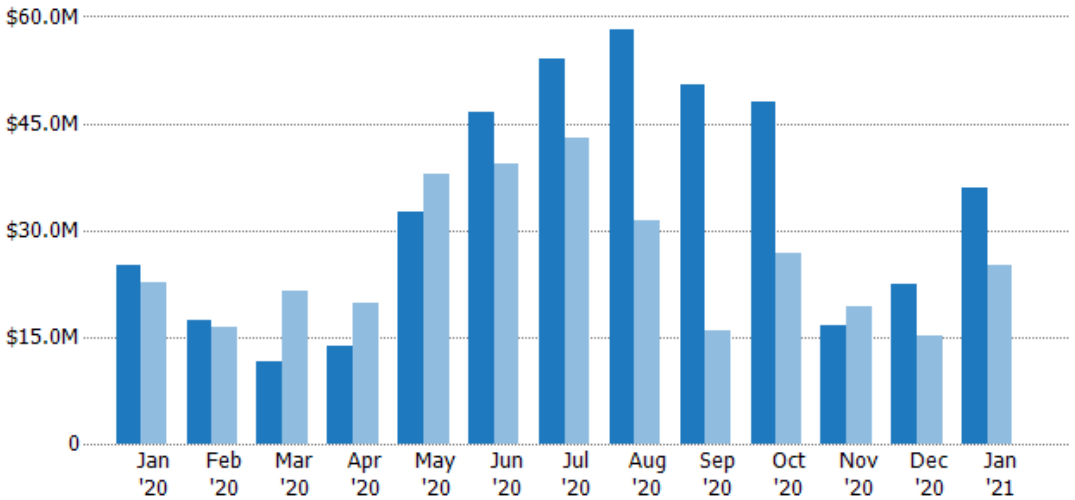
	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21
Current Year	67	58	29	48	90	116	139	138	135	127	51	54	71
Prior Year	59	59	63	69	124	120	109	89	62	76	34	49	67
Percent Change from Prior Year	14%	-2%	-54%	-30%	-27%	-3%	28%	55%	118%	67%	50%	10%	6%

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



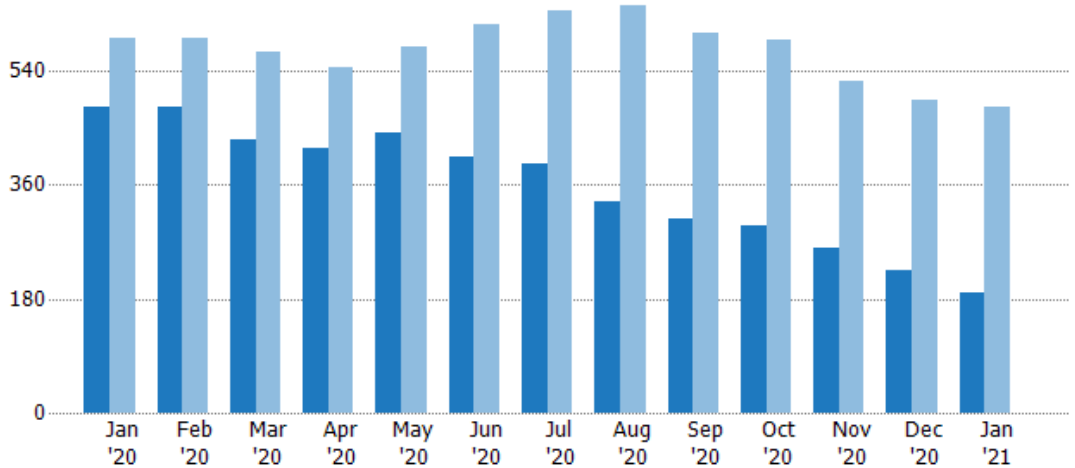
	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21
Current Year	\$25.2M	\$17.3M	\$11.6M	\$13.7M	\$32.7M	\$46.5M	\$54M	\$58.2M	\$50.3M	\$48.1M	\$16.7M	\$22.4M	\$36M
Prior Year	\$22.6M	\$16.4M	\$21.6M	\$19.7M	\$37.8M	\$39.2M	\$42.9M	\$31.2M	\$15.9M	\$26.7M	\$19.2M	\$15.3M	\$25.2M
Percent Change from Prior Year	12%	6%	-46%	-30%	-14%	19%	26%	86%	217%	80%	-13%	47%	43%

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



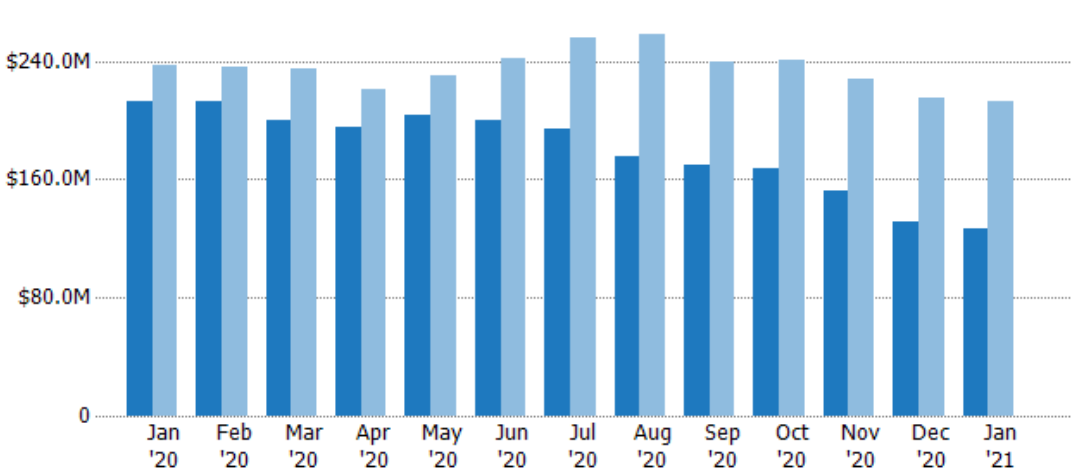
	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21
Current Year	482	484	430	419	441	404	392	333	305	295	261	226	189
Prior Year	592	591	569	544	578	613	636	643	599	589	524	495	482
Percent Change from Prior Year	-19%	-18%	-24%	-23%	-24%	-34%	-38%	-48%	-49%	-50%	-50%	-54%	-61%

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



	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	\$213M	\$213M	\$200M	\$196M	\$204M	\$200M	\$194M	\$175M	\$170M	\$168M	\$152M	\$131M	\$127M
Prior Year	\$237M	\$236M	\$234M	\$221M	\$230M	\$242M	\$256M	\$258M	\$239M	\$241M	\$227M	\$215M	\$213M
Percent Change from Prior Year	-10%	-10%	-15%	-11%	-12%	-18%	-24%	-32%	-29%	-30%	-33%	-39%	-40%

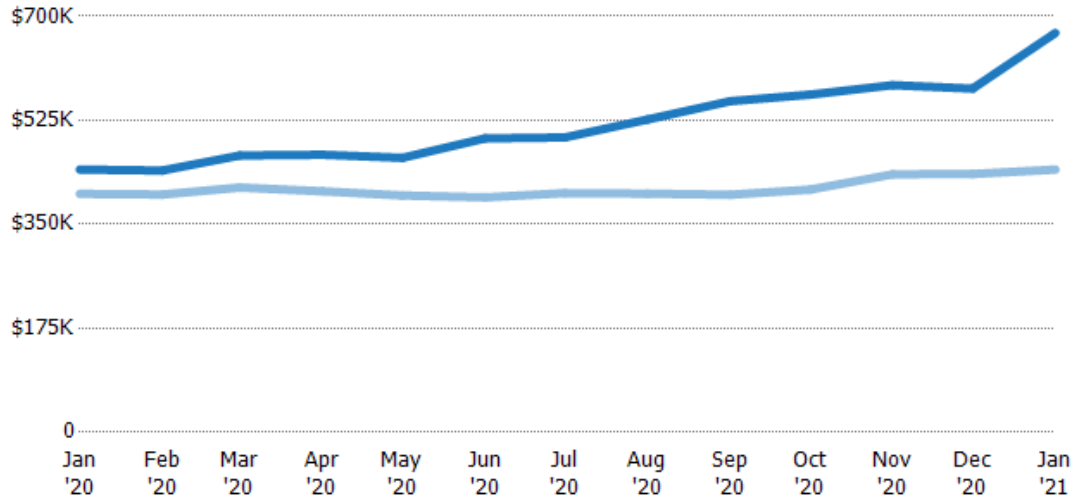
Average Listing Price

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.
Jan '21	\$672K	52%
Jan '20	\$442K	10.2%
Jan '19	\$401K	-6.4%



Current Year	\$442K	\$440K	\$466K	\$467K	\$462K	\$495K	\$496K	\$526K	\$557K	\$568K	\$584K	\$578K	\$672K
Prior Year	\$401K	\$400K	\$412K	\$405K	\$398K	\$395K	\$403K	\$401K	\$400K	\$408K	\$434K	\$435K	\$442K
Percent Change from Prior Year	10%	10%	13%	15%	16%	25%	23%	31%	39%	39%	35%	33%	52%

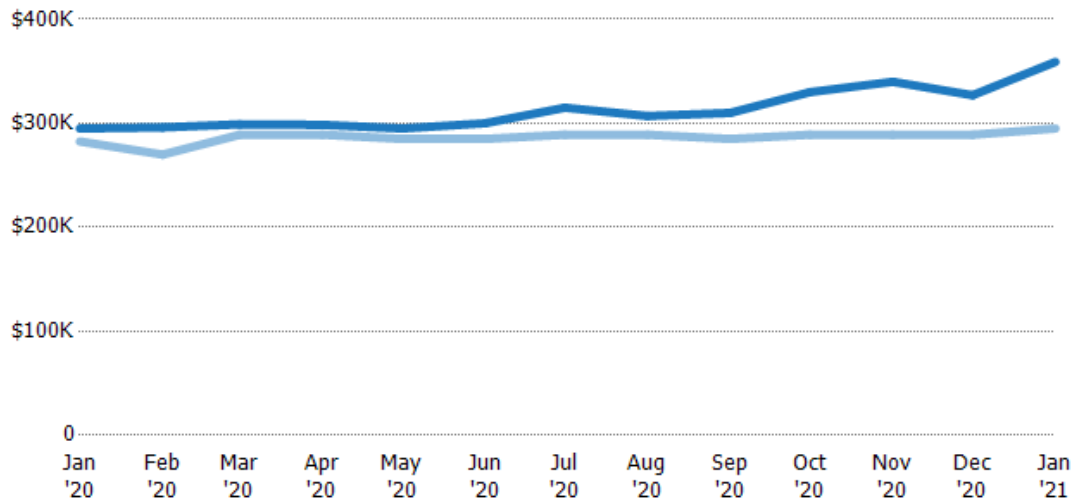
Median Listing Price

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.
Jan '21	\$359K	21.7%
Jan '20	\$295K	4.4%
Jan '19	\$282K	-12.6%



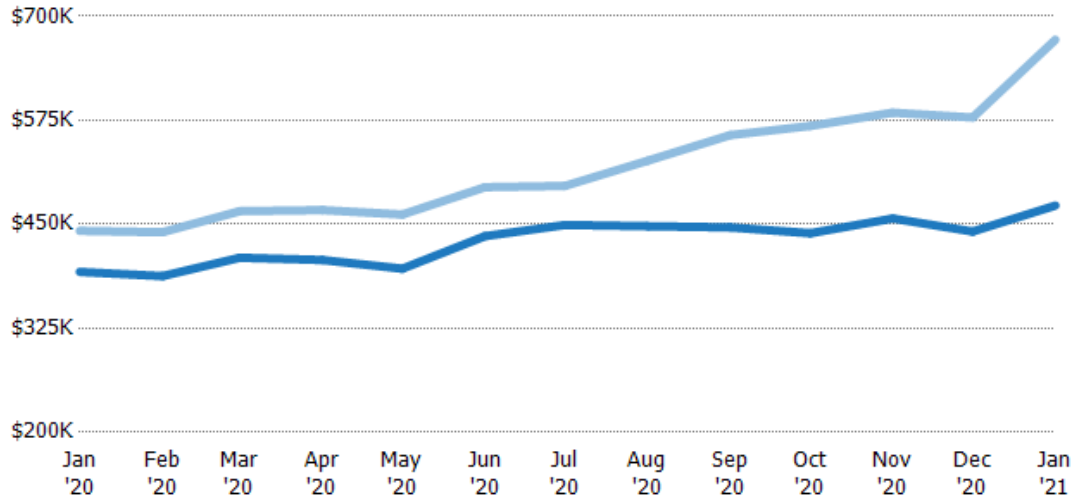
Current Year	\$295K	\$296K	\$299K	\$299K	\$295K	\$300K	\$315K	\$307K	\$310K	\$330K	\$340K	\$327K	\$359K
Prior Year	\$282K	\$270K	\$289K	\$289K	\$285K	\$285K	\$289K	\$289K	\$285K	\$289K	\$289K	\$289K	\$295K
Percent Change from Prior Year	4%	10%	3%	3%	4%	5%	9%	6%	9%	14%	18%	13%	22%

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

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 Family Residence

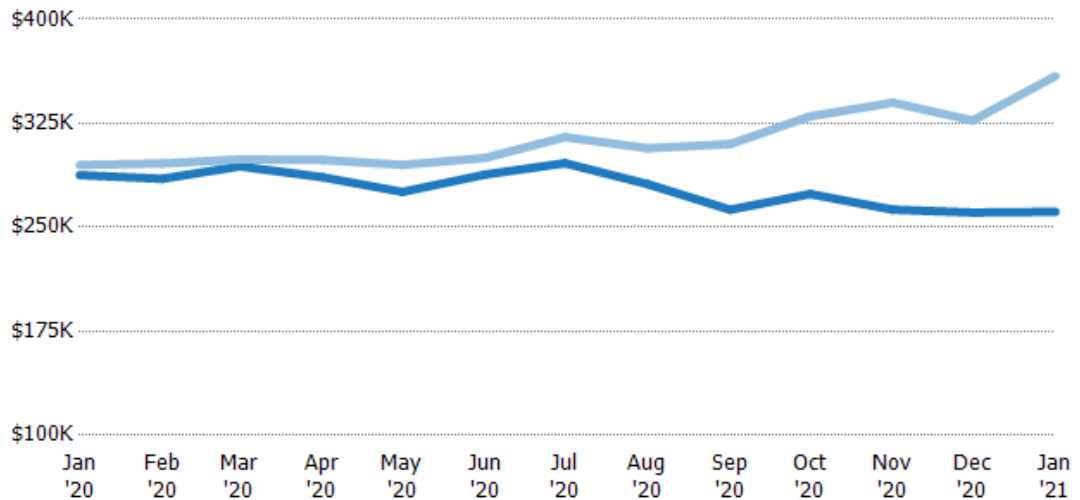


Median Listing Price vs Median Est Value

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

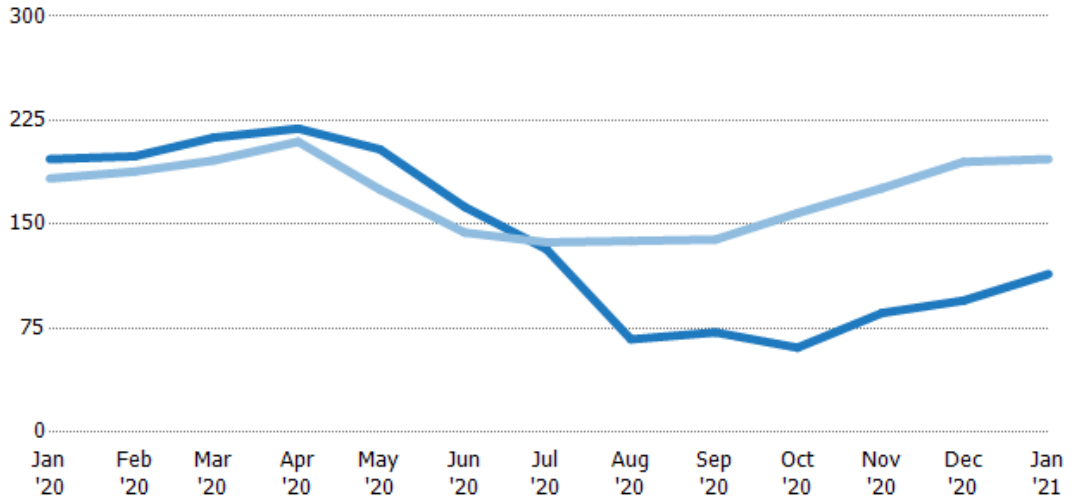


Median Days in RPR

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



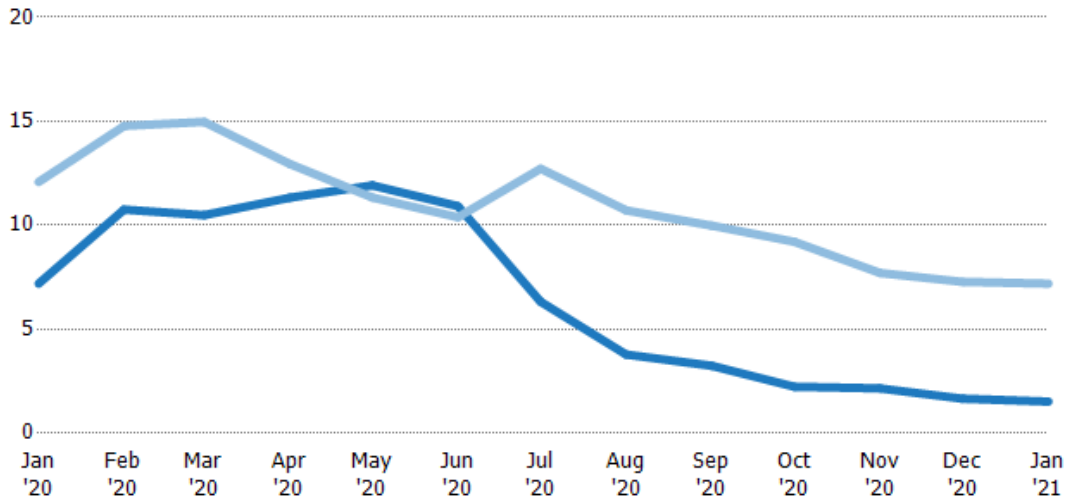
	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21
Current Year	197	199	213	219	204	163	132	67	72	61	86	95	114
Prior Year	183	188	196	210	175	144	137	138	139	158	176	195	197
Percent Change from Prior Year	8%	6%	8%	5%	17%	13%	-4%	-51%	-48%	-61%	-51%	-51%	-42%

Months of Inventory

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

Filters Used

State: VT
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 Family Residence



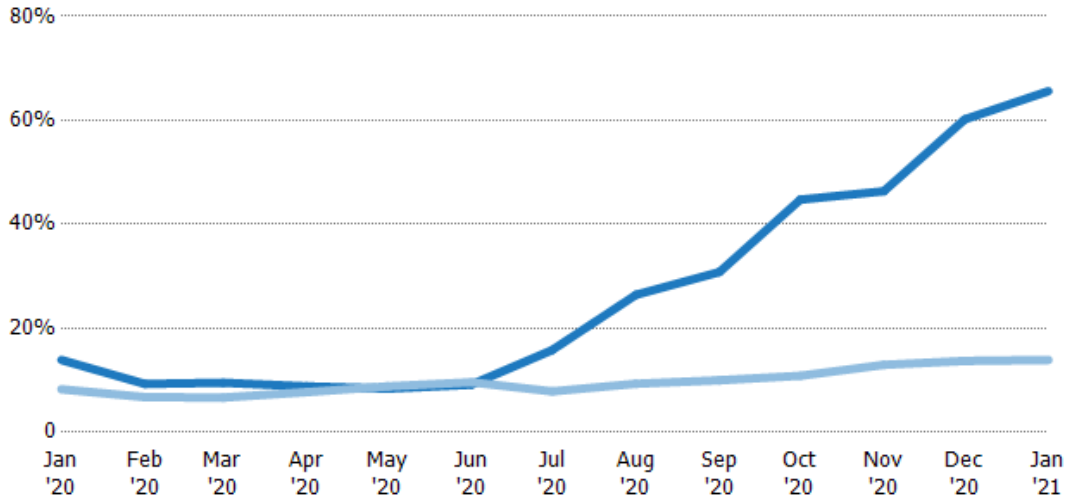
	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21
Current Year	7.19	10.8	10.5	11.3	11.9	10.9	6.32	3.78	3.24	2.23	2.16	1.66	1.52
Prior Year	12.1	14.8	15	13	11.3	10.4	12.7	10.7	9.98	9.2	7.71	7.28	7.19
Percent Change from Prior Year	-40%	-27%	-30%	-13%	5%	5%	-50%	-65%	-67%	-76%	-72%	-77%	-79%

Absorption Rate

The percentage of inventory sold per month.

Filters Used

State: VT
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 Condo/Townhouse/Apt, Single
 Family Residence



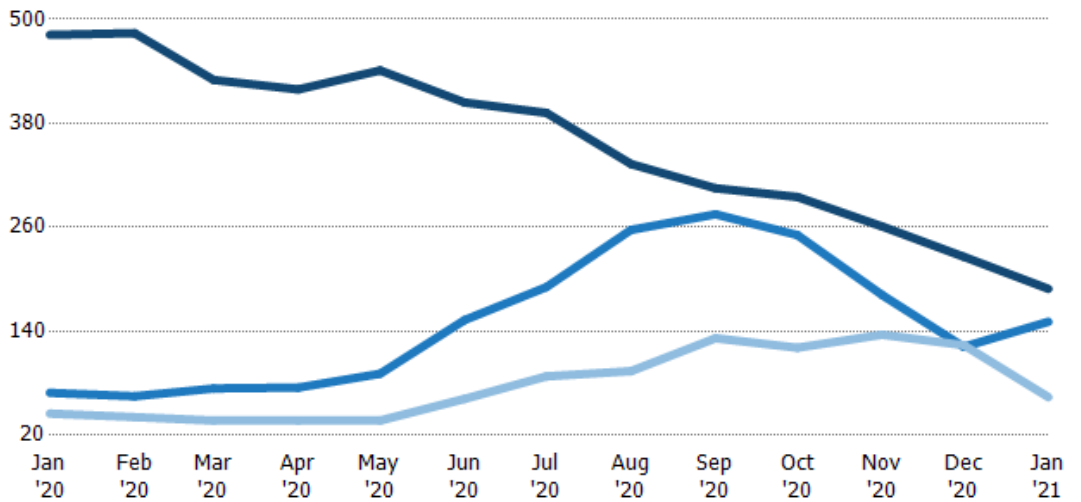
	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21
Current Year	14%	9%	10%	9%	8%	9%	16%	26%	31%	45%	46%	60%	66%
Prior Year	8%	7%	7%	8%	9%	10%	8%	9%	10%	11%	13%	14%	14%
Change from Prior Year	-6%	-3%	-3%	-1%	0%	0%	-8%	-17%	-21%	-34%	-33%	-46%	-52%

Active/Pending/Sold Units

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

Filters Used

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



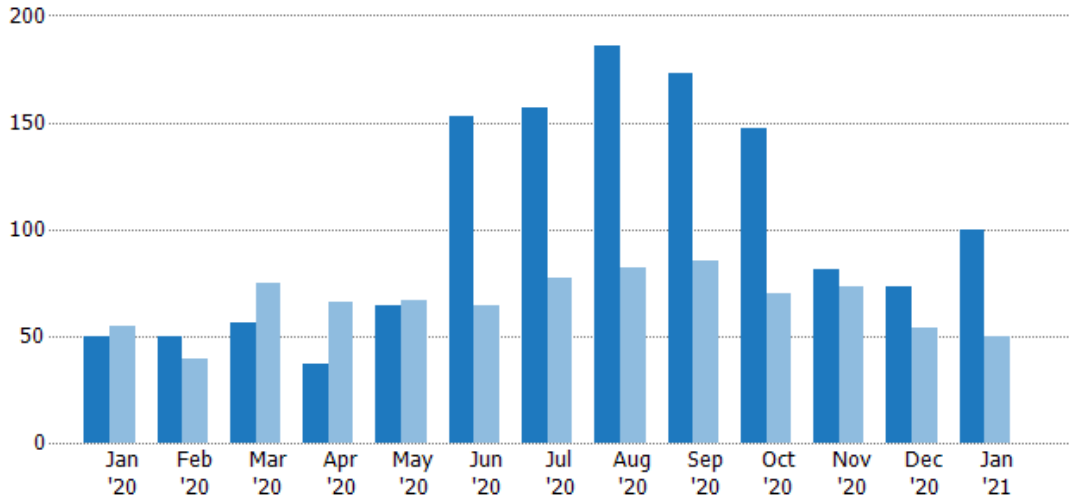
	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21
Active	482	484	430	419	441	404	392	333	305	295	261	226	189
Pending	69	65	74	75	91	153	191	257	275	251	182	122	151
Sold	45	41	37	37	37	62	88	94	132	121	136	124	64

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.
Jan '21	100	100%
Jan '20	50	-9.1%
Jan '19	55	-10.9%

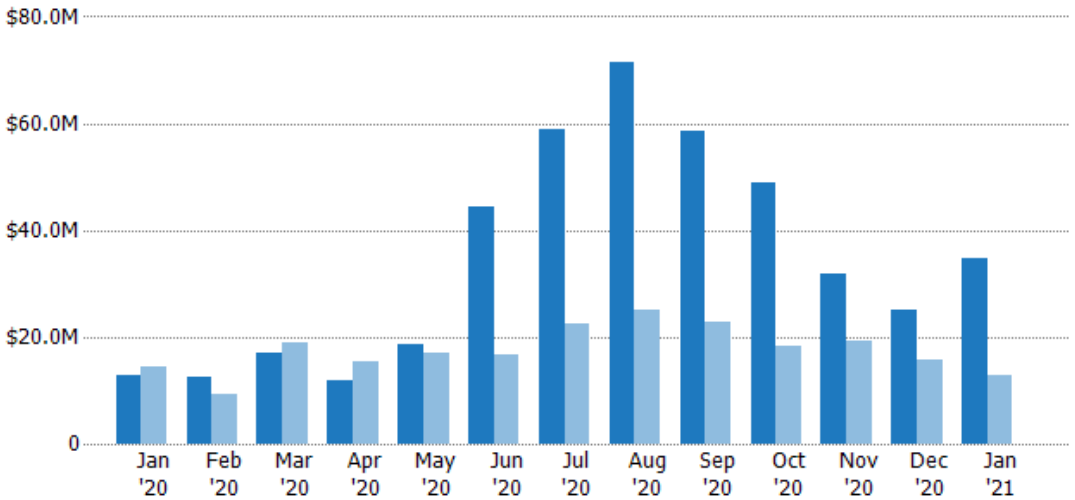
	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21
Current Year	50	50	56	37	64	153	157	186	173	147	81	73	100
Prior Year	55	39	75	66	67	64	77	82	85	70	73	54	50
Percent Change from Prior Year	-9%	28%	-25%	-44%	-4%	139%	104%	127%	104%	110%	11%	35%	100%

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.
Jan '21	\$34.8M	173.3%
Jan '20	\$12.7M	-12.2%
Jan '19	\$14.5M	-16.9%

	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	\$12.7M	\$12.5M	\$16.9M	\$11.8M	\$18.5M	\$44.3M	\$59M	\$71.4M	\$58.4M	\$49M	\$31.9M	\$25.2M	\$34.8M
Prior Year	\$14.5M	\$9.44M	\$19M	\$15.5M	\$17.1M	\$16.6M	\$22.4M	\$25.1M	\$22.8M	\$18.4M	\$19.3M	\$15.7M	\$12.7M
Percent Change from Prior Year	-12%	32%	-11%	-24%	8%	168%	164%	185%	156%	166%	65%	61%	173%

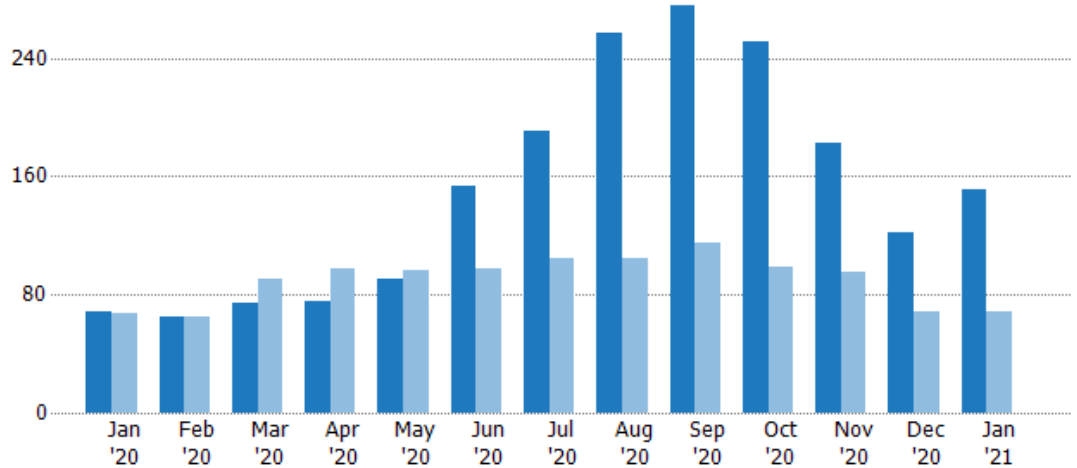
Pending Sales

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.
Jan '21	151	118.8%
Jan '20	69	3%
Jan '19	67	3%



Current Year	69	65	74	75	91	153	191	257	275	251	182	122	151
Prior Year	67	65	90	97	96	98	105	105	115	99	95	68	69
Percent Change from Prior Year	3%	0%	-18%	-23%	-5%	56%	82%	145%	139%	154%	92%	79%	119%

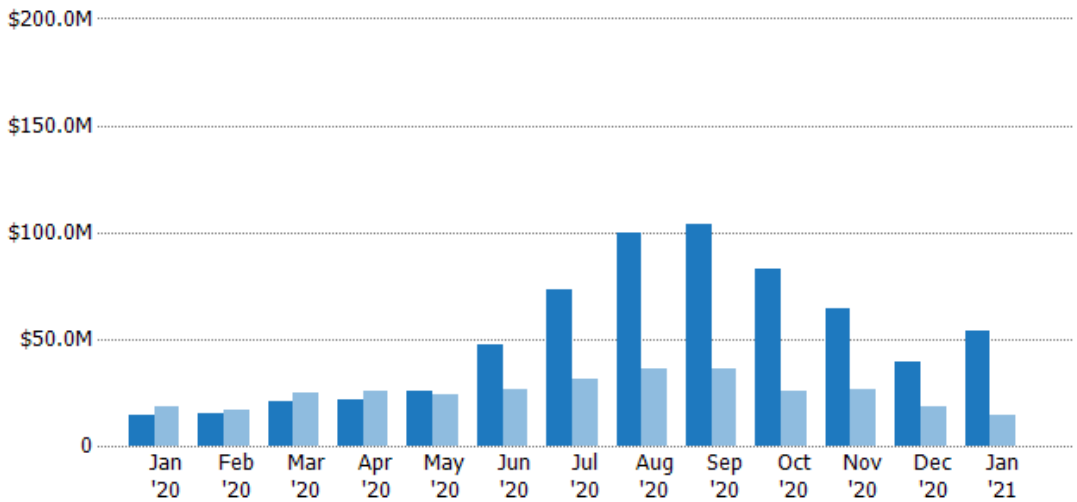
Pending Sales Volume

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.
Jan '21	\$54M	269.4%
Jan '20	\$14.6M	-21.6%
Jan '19	\$18.7M	-1.2%



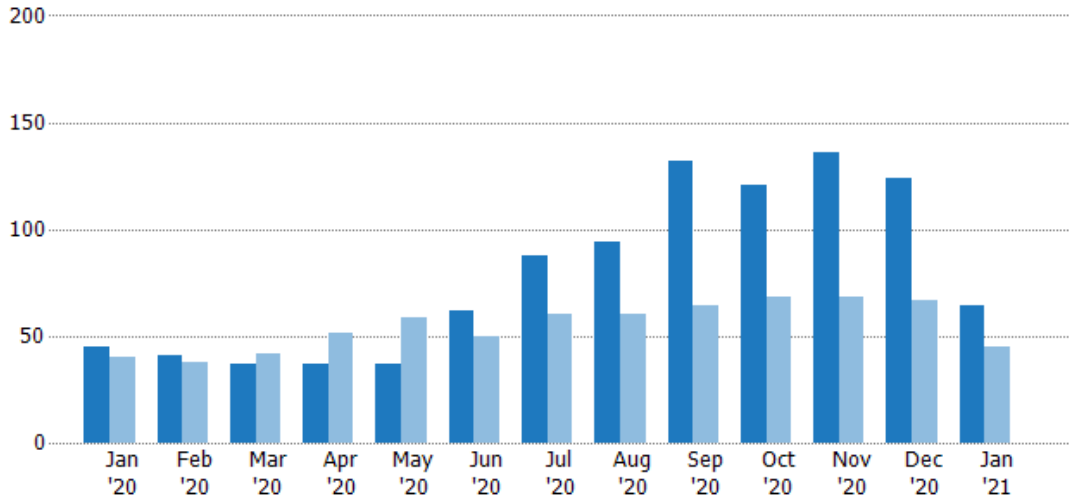
Current Year	\$14.6M	\$15.6M	\$20.5M	\$21.6M	\$25.5M	\$47M	\$72.8M	\$100M	\$104M	\$82.9M	\$64.1M	\$39.4M	\$54M
Prior Year	\$18.7M	\$17.1M	\$24.6M	\$25.4M	\$23.8M	\$26.1M	\$30.9M	\$35.9M	\$36.2M	\$25.8M	\$26.2M	\$18.3M	\$14.6M
Percent Change from Prior Year	-22%	-9%	-17%	-15%	7%	80%	135%	178%	186%	221%	144%	116%	269%

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



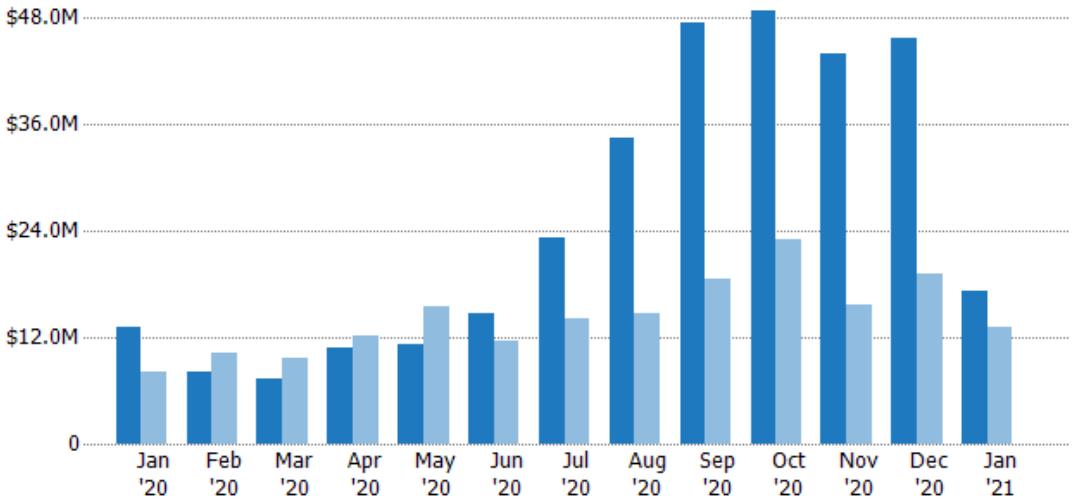
	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21
Current Year	45	41	37	37	37	62	88	94	132	121	136	124	64
Prior Year	40	38	42	51	59	50	60	60	64	68	68	67	45
Percent Change from Prior Year	13%	8%	-12%	-27%	-37%	24%	47%	57%	106%	78%	100%	85%	42%

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



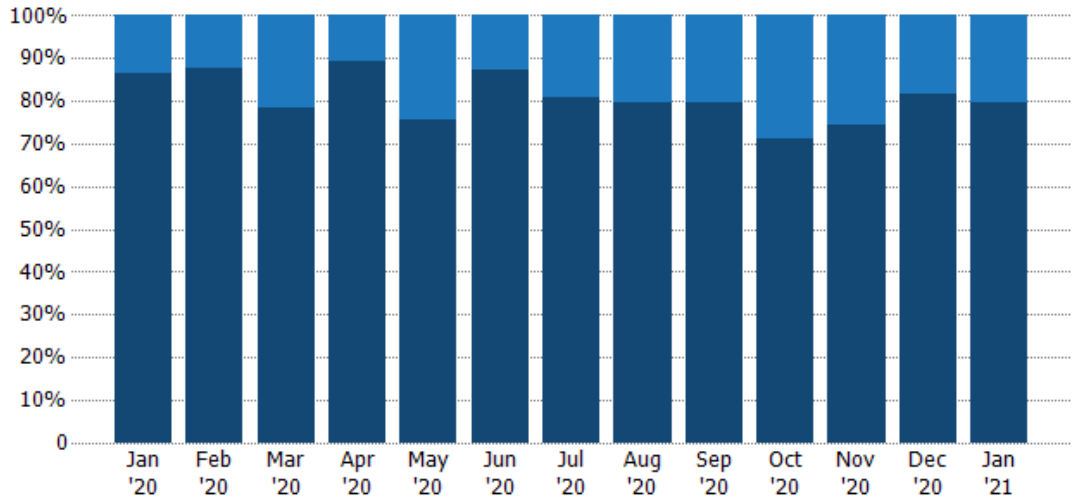
	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21
Current Year	\$13.1M	\$8.11M	\$7.41M	\$10.8M	\$11.2M	\$14.7M	\$23.3M	\$34.5M	\$47.4M	\$48.7M	\$44.1M	\$45.7M	\$17.3M
Prior Year	\$8.15M	\$10.3M	\$9.67M	\$12.2M	\$15.5M	\$11.6M	\$14.1M	\$14.7M	\$18.7M	\$23.1M	\$15.7M	\$19.2M	\$13.1M
Percent Change from Prior Year	60%	-21%	-23%	-11%	-28%	27%	65%	135%	154%	111%	182%	138%	32%

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



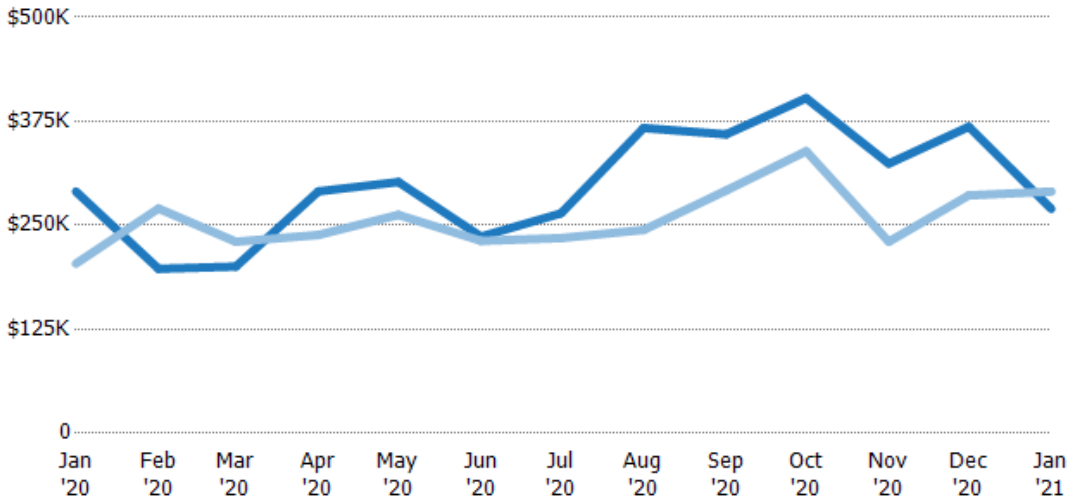
Condo/Townhouse	13%	12%	22%	11%	24%	13%	19%	20%	20%	29%	26%	19%	20%
Single Family Residence	87%	88%	78%	89%	76%	87%	81%	80%	80%	71%	74%	81%	80%

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	\$291K	\$198K	\$200K	\$291K	\$302K	\$236K	\$264K	\$367K	\$359K	\$403K	\$324K	\$368K	\$270K
Prior Year	\$204K	\$270K	\$230K	\$238K	\$263K	\$231K	\$235K	\$244K	\$292K	\$339K	\$230K	\$286K	\$291K
Percent Change from Prior Year	43%	-27%	-13%	22%	15%	2%	13%	50%	23%	19%	41%	29%	-7%

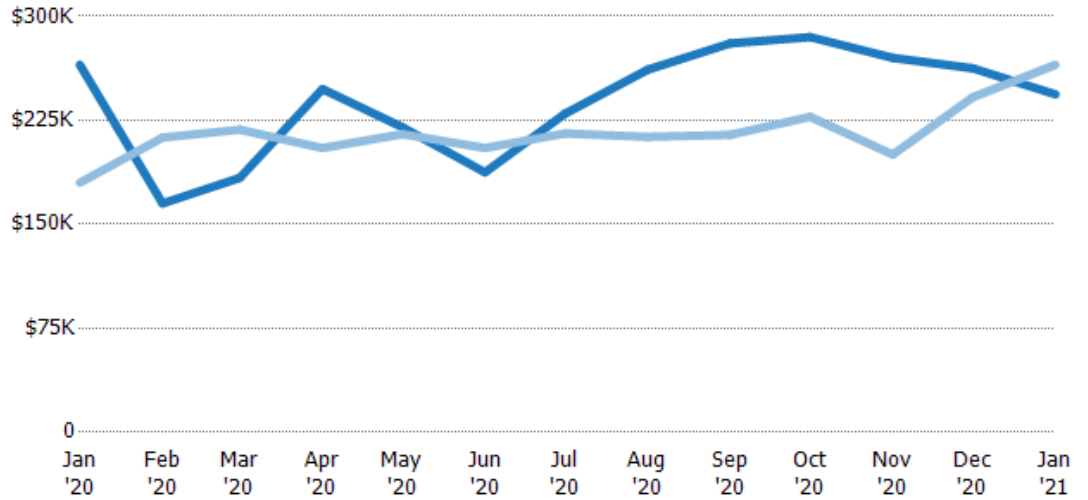
Median Sales Price

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.
Jan '21	\$244K	-8%
Jan '20	\$265K	47.2%
Jan '19	\$180K	-2.8%



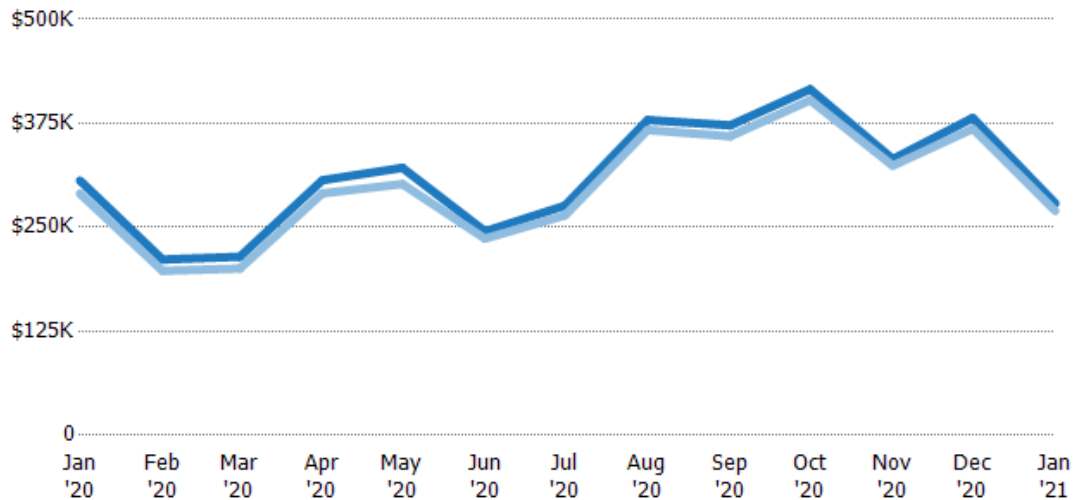
Current Year	\$265K	\$165K	\$184K	\$248K	\$220K	\$187K	\$230K	\$261K	\$281K	\$285K	\$270K	\$263K	\$244K
Prior Year	\$180K	\$213K	\$218K	\$205K	\$215K	\$205K	\$216K	\$213K	\$215K	\$228K	\$200K	\$242K	\$265K
Percent Change from Prior Year	47%	-22%	-16%	21%	2%	-9%	7%	23%	31%	25%	35%	9%	-8%

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



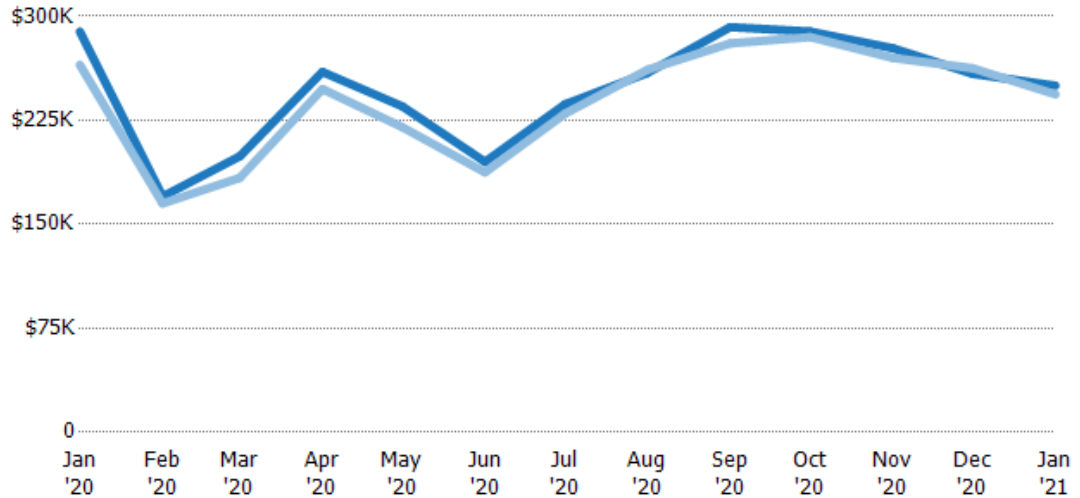
Avg List Price	\$306K	\$211K	\$215K	\$307K	\$322K	\$245K	\$276K	\$379K	\$373K	\$416K	\$332K	\$381K	\$279K
Avg Sales Price	\$291K	\$198K	\$200K	\$291K	\$302K	\$236K	\$264K	\$367K	\$359K	\$403K	\$324K	\$368K	\$270K
Avg Sales Price as a % of Avg List Price	95%	94%	93%	95%	94%	96%	96%	97%	96%	97%	98%	97%	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



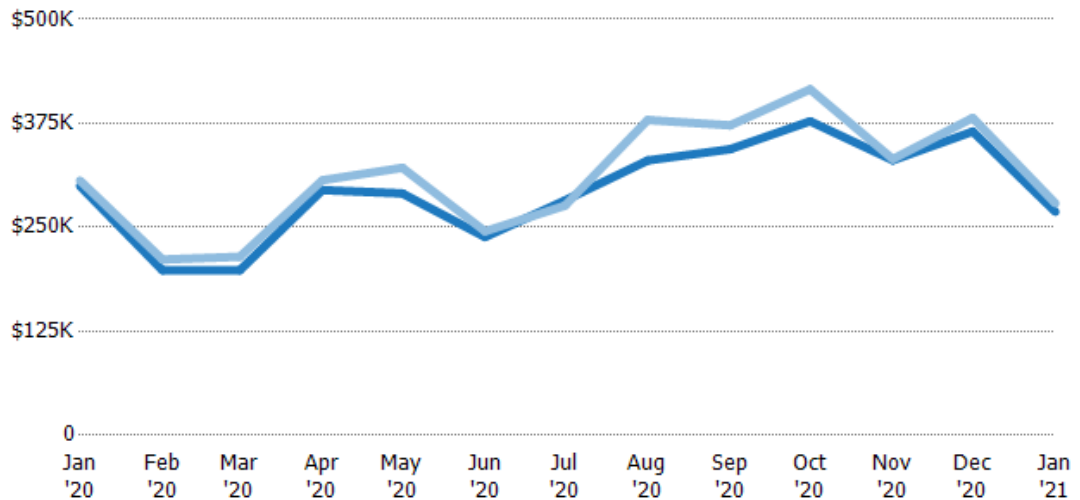
	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21
Median List Price	\$289K	\$170K	\$199K	\$260K	\$235K	\$195K	\$237K	\$259K	\$292K	\$289K	\$277K	\$259K	\$250K
Median Sales Price	\$265K	\$165K	\$184K	\$248K	\$220K	\$187K	\$230K	\$261K	\$281K	\$285K	\$270K	\$263K	\$244K
Med Sales Price as a % of Med List Price	92%	97%	92%	95%	94%	96%	97%	101%	96%	99%	97%	102%	98%

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



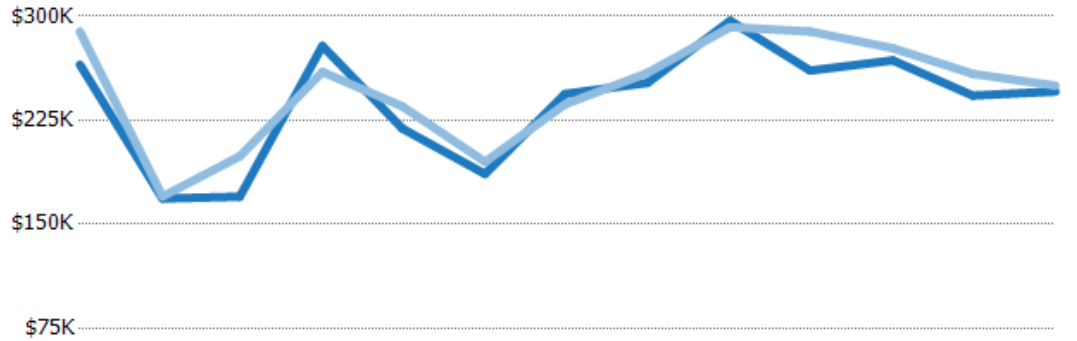
	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21
Avg Est Value	\$300K	\$198K	\$198K	\$295K	\$291K	\$238K	\$282K	\$330K	\$344K	\$377K	\$331K	\$365K	\$269K
Avg Sales Price	\$306K	\$211K	\$215K	\$307K	\$322K	\$245K	\$276K	\$379K	\$373K	\$416K	\$332K	\$381K	\$279K
Avg Sales Price as a % of Avg Est Value	102%	107%	108%	104%	111%	103%	98%	115%	108%	110%	100%	104%	104%

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



	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	\$265K	\$169K	\$170K	\$279K	\$219K	\$186K	\$244K	\$252K	\$297K	\$261K	\$268K	\$243K	\$246K
Median Sales Price	\$289K	\$170K	\$199K	\$260K	\$235K	\$195K	\$237K	\$259K	\$292K	\$289K	\$277K	\$259K	\$250K
Med Sales Price as a % of Med Est Value	109%	101%	117%	93%	107%	105%	97%	103%	98%	111%	103%	106%	102%