

## 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	Mar 2021	Mar 2020	+ / -	YTD 2021	YTD 2020	+ / -
<b>Listing Activity Charts Metrics</b>						
New Listing Count	14	23	-39.1%	30	54	-44.4%
New Listing Volume	\$5,796,200	\$7,599,990	-23.7%	\$15,758,600	\$18,877,594	-16.5%
Active Listing Count	16	46	-65.2%	N/A	N/A	
Active Listing Volume	\$11,862,714	\$25,885,582	-54.2%	N/A	N/A	
Average Listing Price	\$741,420	\$562,730	+31.8%	\$739,756	\$540,429	+36.9%
Median Listing Price	\$435,900	\$414,900	+5.1%	\$435,900	\$407,007	+7.1%
Median Days in RPR	356	147	+142.2%	294.45	119.23	+147%
Months of Inventory	1.2	3.5	-65.2%	1.6	4.6	-64.7%
Absorption Rate	81.25%	28.26%	+53%	61.54%	21.71%	+39.8%
<b>Sales Activity Charts Metrics</b>						
New Pending Sales Count	18	29	-37.9%	39	64	-39.1%
New Pending Sales Volume	\$11,820,200	\$9,602,660	+23.1%	\$19,497,495	\$20,761,260	-6.1%
Pending Sales Count	30	40	-25%	N/A	N/A	
Pending Sales Volume	\$16,788,800	\$13,983,858	+20.1%	N/A	N/A	
Closed Sales Count	6	15	-60%	29	40	-27.5%
Closed Sales Volume	\$1,828,781	\$5,217,700	-65%	\$10,650,430	\$13,557,545	-21.4%
Average Sales Price	\$304,797	\$347,847	-12.4%	\$367,256	\$338,939	+8.4%
Median Sales Price	\$321,891	\$330,000	-2.5%	\$389,426	\$302,410	+28.8%

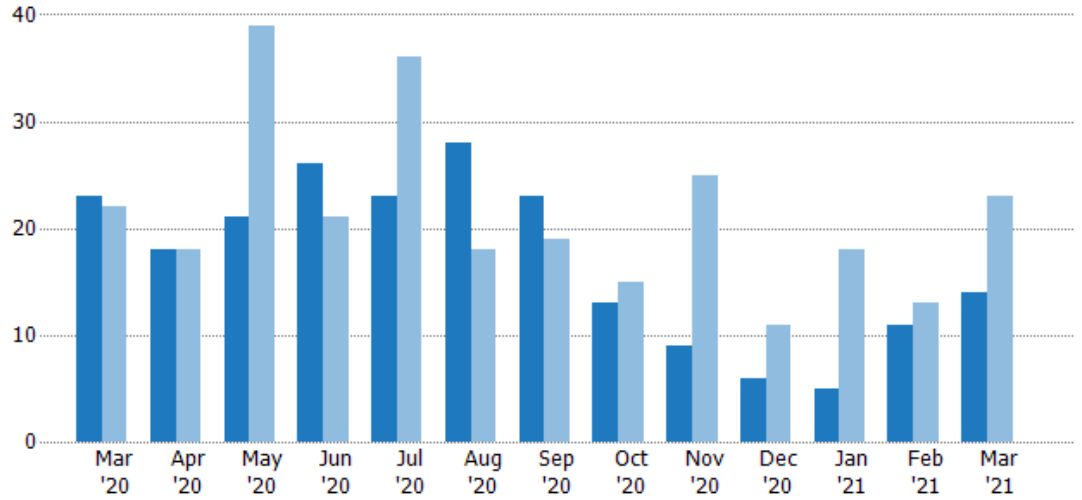
## New Listings

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



Month/Year	Count	% Chg.
Mar '21	14	-39.1%
Mar '20	23	4.5%
Mar '19	22	-27.3%

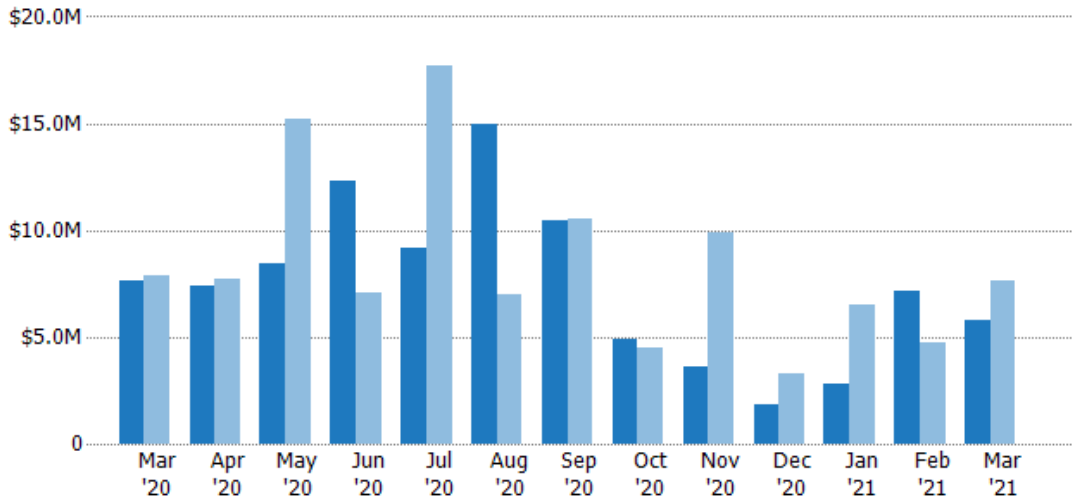
## New Listing Volume

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



Month/Year	Volume	% Chg.
Mar '21	\$5.8M	-23.7%
Mar '20	\$7.6M	-3.9%
Mar '19	\$7.91M	-18.6%

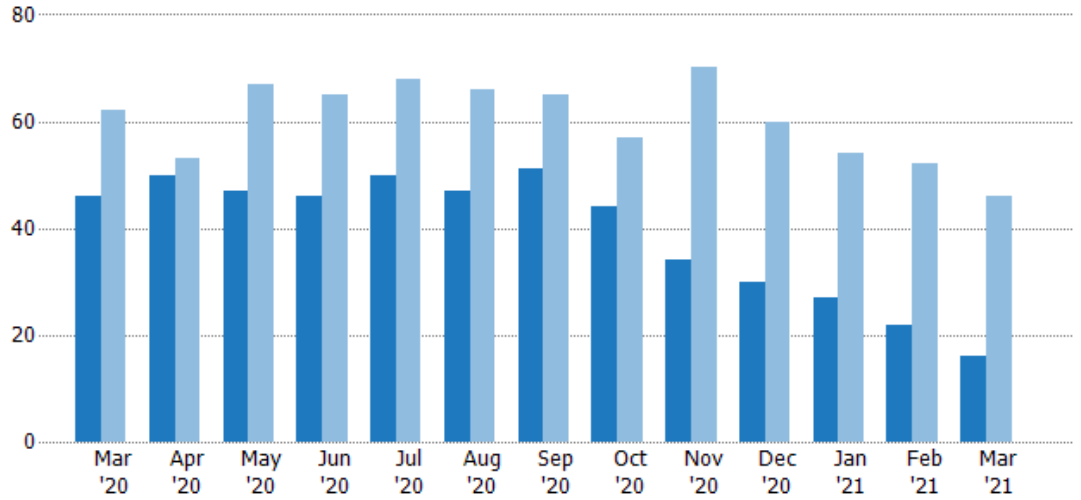
## Active Listings

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

Month/ Year	Count	% Chg.
Mar '21	16	-65.2%
Mar '20	46	-25.8%
Mar '19	62	-11.3%



Current Year	46	50	47	46	50	47	51	44	34	30	27	22	16
Prior Year	62	53	67	65	68	66	65	57	70	60	54	52	46
Percent Change from Prior Year	-26%	-6%	-30%	-29%	-26%	-29%	-22%	-23%	-51%	-50%	-50%	-58%	-65%

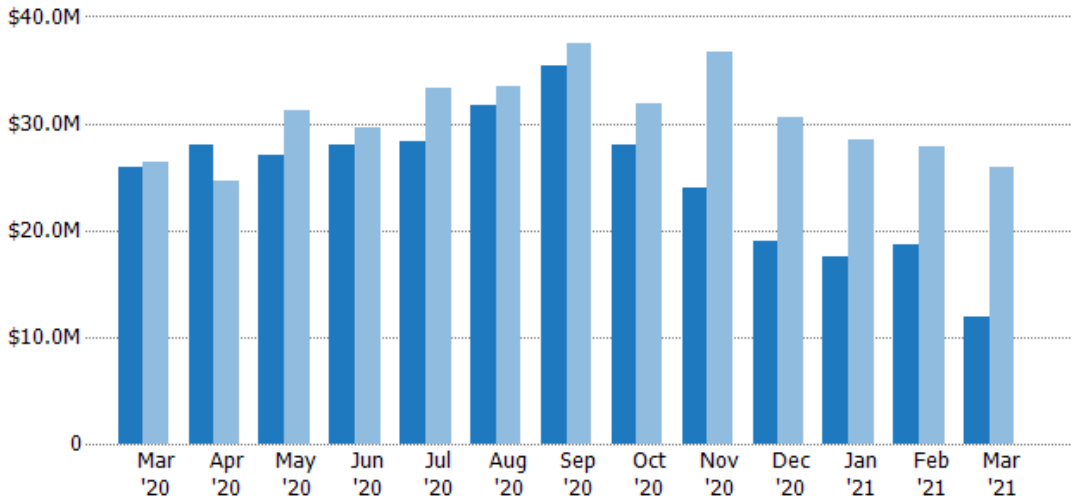
## Active Listing Volume

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

Month/ Year	Volume	% Chg.
Mar '21	\$11.9M	-54.2%
Mar '20	\$25.9M	-1.9%
Mar '19	\$26.4M	25%



Current Year	\$25.9M	\$28M	\$26.9M	\$28M	\$28.4M	\$31.6M	\$35.3M	\$28M	\$24M	\$19M	\$17.6M	\$18.6M	\$11.9M
Prior Year	\$26.4M	\$24.6M	\$31.2M	\$29.6M	\$33.3M	\$33.5M	\$37.5M	\$31.9M	\$36.7M	\$30.6M	\$28.4M	\$27.8M	\$25.9M
Percent Change from Prior Year	-2%	14%	-14%	-6%	-15%	-5%	-6%	-12%	-34%	-38%	-38%	-33%	-54%

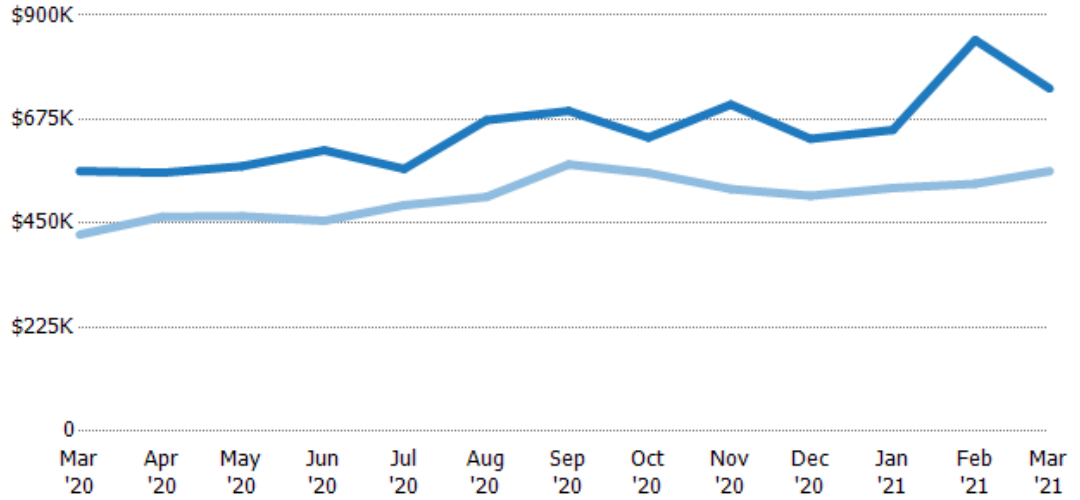
## Average Listing Price

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

Month/ Year	Price	% Chg.
Mar '21	\$741K	31.8%
Mar '20	\$563K	32.2%
Mar '19	\$426K	41%



Current Year	\$563K	\$559K	\$573K	\$608K	\$568K	\$673K	\$693K	\$635K	\$707K	\$633K	\$652K	\$846K	\$741K
Prior Year	\$426K	\$464K	\$465K	\$455K	\$489K	\$507K	\$577K	\$559K	\$524K	\$510K	\$526K	\$535K	\$563K
Percent Change from Prior Year	32%	21%	23%	34%	16%	33%	20%	14%	35%	24%	24%	58%	32%

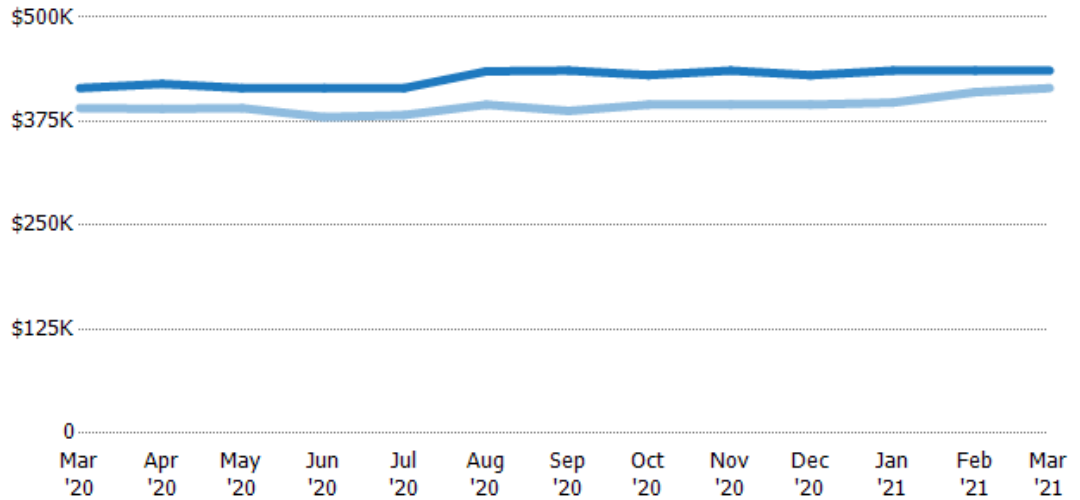
## Median Listing Price

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

Month/ Year	Price	% Chg.
Mar '21	\$436K	5.1%
Mar '20	\$415K	6.1%
Mar '19	\$391K	8.7%



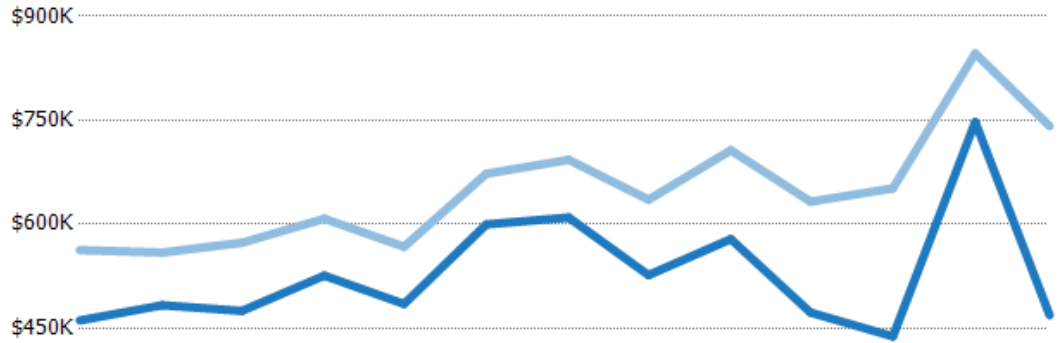
Current Year	\$415K	\$420K	\$415K	\$415K	\$415K	\$435K	\$436K	\$430K	\$436K	\$430K	\$436K	\$436K	\$436K
Prior Year	\$391K	\$390K	\$391K	\$380K	\$383K	\$395K	\$388K	\$395K	\$395K	\$395K	\$397K	\$410K	\$415K
Percent Change from Prior Year	6%	8%	6%	9%	8%	10%	12%	9%	10%	9%	10%	6%	5%

## 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



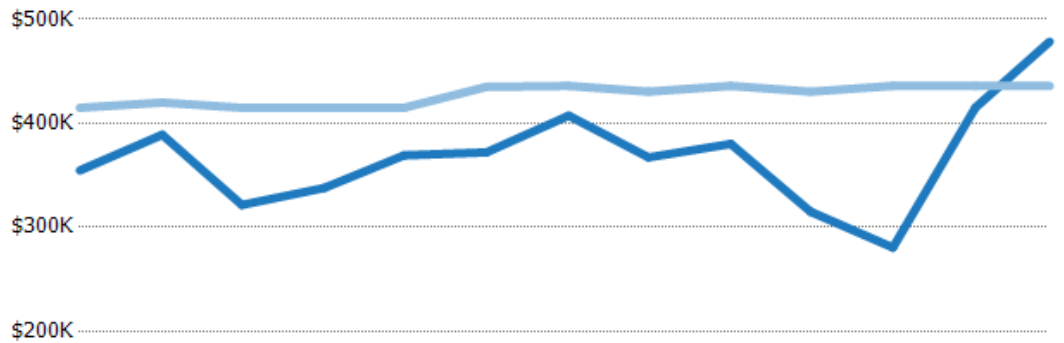
	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21
Avg Est Value	\$461K	\$483K	\$475K	\$526K	\$485K	\$600K	\$610K	\$527K	\$579K	\$473K	\$438K	\$748K	\$469K
Avg Listing Price	\$563K	\$559K	\$573K	\$608K	\$568K	\$673K	\$693K	\$635K	\$707K	\$633K	\$652K	\$846K	\$741K
Avg Listing Price as a % of Avg Est Value	122%	116%	121%	116%	117%	112%	114%	121%	122%	134%	149%	113%	158%

## 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



	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21
Median Est Value	\$355K	\$389K	\$322K	\$338K	\$369K	\$372K	\$407K	\$367K	\$380K	\$315K	\$281K	\$415K	\$479K
Median Listing Price	\$415K	\$420K	\$415K	\$415K	\$415K	\$435K	\$436K	\$430K	\$436K	\$430K	\$436K	\$436K	\$436K
Med Listing Price as a % of Med Est Value	117%	108%	129%	123%	112%	117%	107%	117%	115%	137%	155%	105%	91%

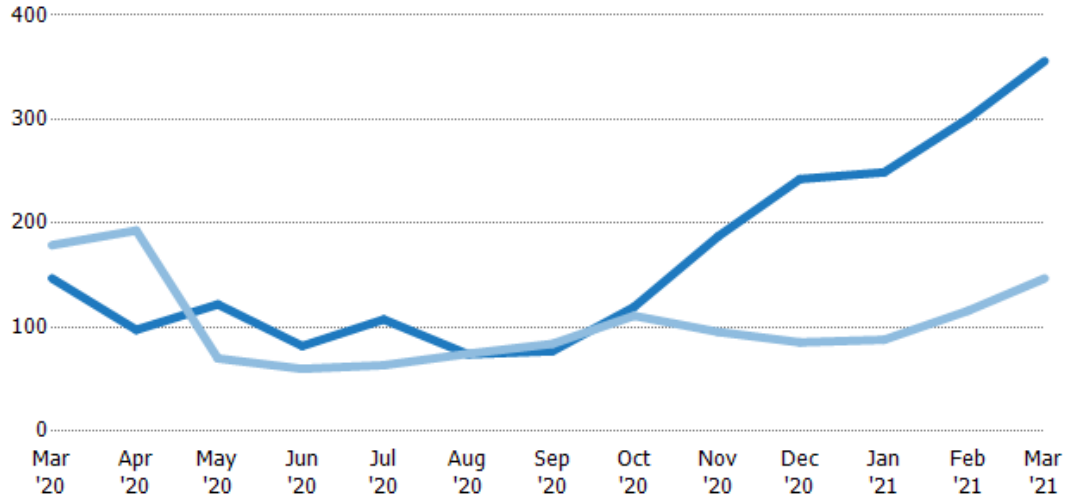
## Median Days in RPR

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

Month/ Year	Days	% Chg.
Mar '21	356	142.2%
Mar '20	147	-17.9%
Mar '19	179	-5.6%



Current Year	147	97.5	122	82	108	74	77	120	188	243	249	301	356
Prior Year	179	193	70	60	63.5	74.5	84	111	95.5	85.5	88	116	147
Percent Change from Prior Year	-18%	-49%	74%	37%	69%	-1%	-8%	8%	96%	184%	183%	159%	142%

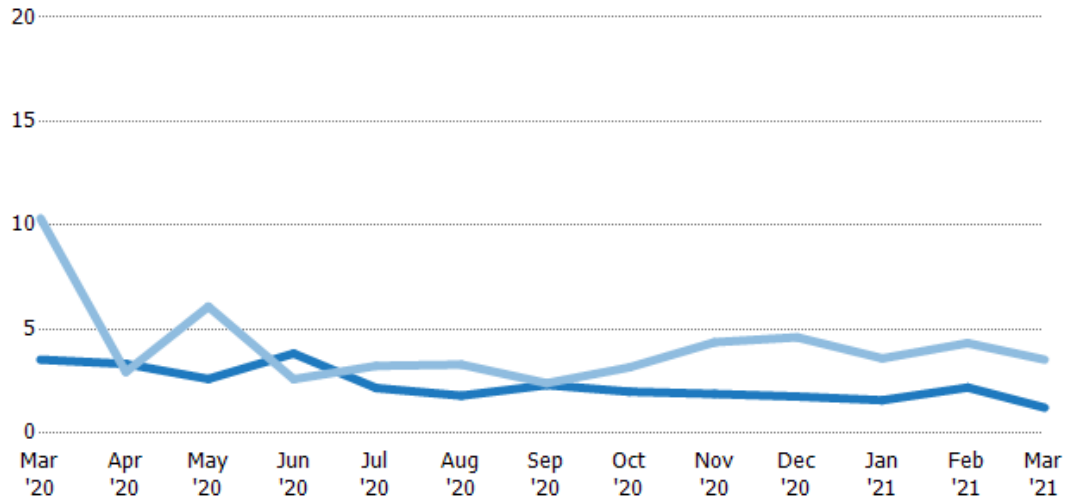
## Months of Inventory

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

Month/ Year	Months	% Chg.
Mar '21	1.23	-65.2%
Mar '20	3.54	-65.8%
Mar '19	10.3	33.1%



Current Year	3.54	3.33	2.61	3.83	2.17	1.81	2.32	2	1.89	1.76	1.59	2.2	1.23
Prior Year	10.3	2.94	6.09	2.6	3.24	3.3	2.41	3.17	4.38	4.62	3.6	4.33	3.54
Percent Change from Prior Year	-66%	13%	-57%	47%	-33%	-45%	-4%	-37%	-57%	-62%	-56%	-49%	-65%

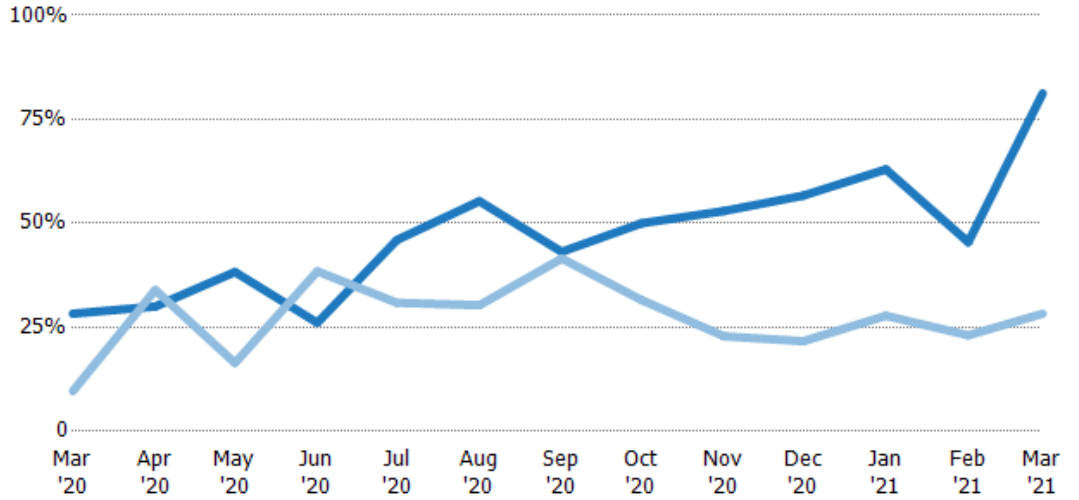
## Absorption Rate

The percentage of inventory sold per month.

### Filters Used

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

Month/ Year	Rate	Chg.
Mar '21	81%	-53%
Mar '20	28%	-18.6%
Mar '19	10%	-24.8%



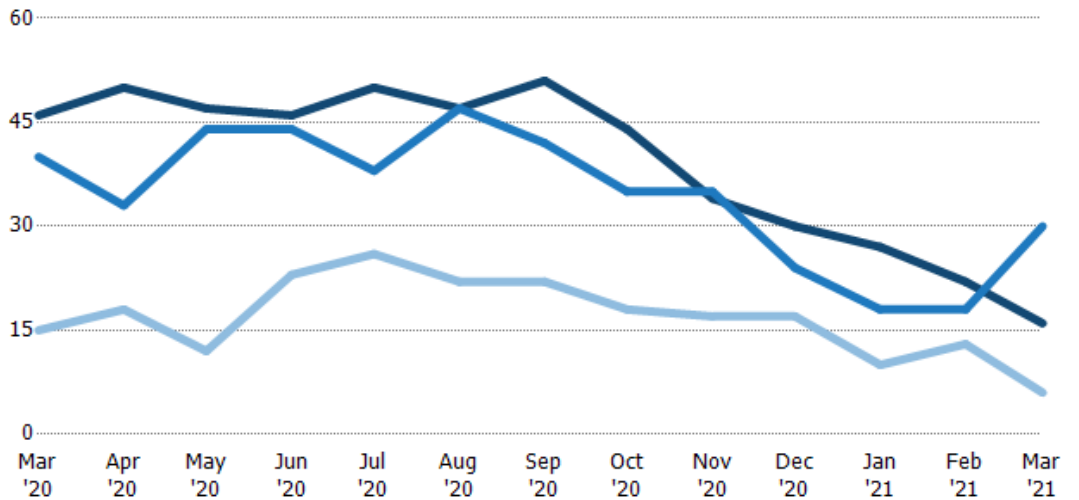
Current Year	28%	30%	38%	26%	46%	55%	43%	50%	53%	57%	63%	45%	81%
Prior Year	10%	34%	16%	38%	31%	30%	42%	32%	23%	22%	28%	23%	28%
Change from Prior Year	-19%	4%	-22%	12%	-15%	-25%	-2%	-18%	-30%	-35%	-35%	-22%	-53%

## 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



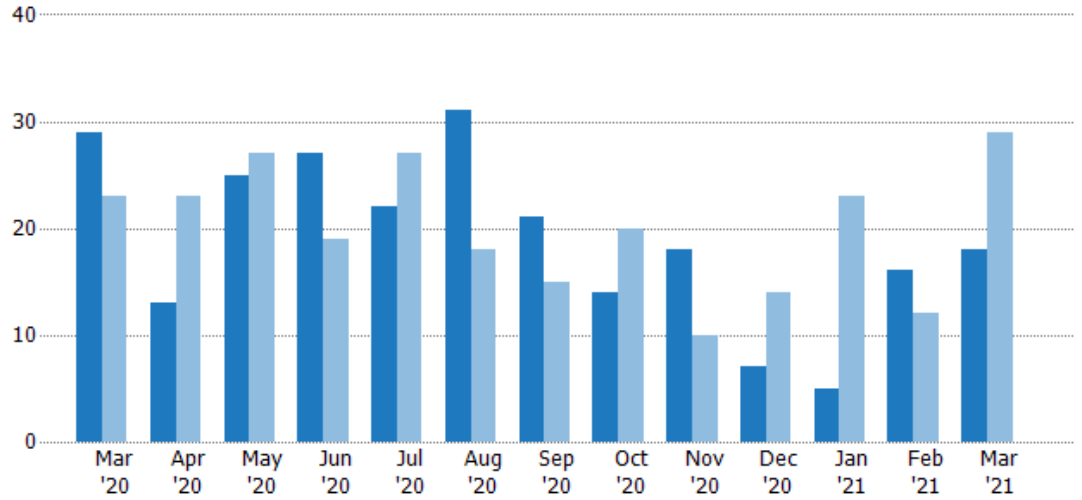
Active	46	50	47	46	50	47	51	44	34	30	27	22	16
Pending	40	33	44	44	38	47	42	35	35	24	18	18	30
Sold	15	18	12	23	26	22	22	18	17	17	10	13	6

## 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



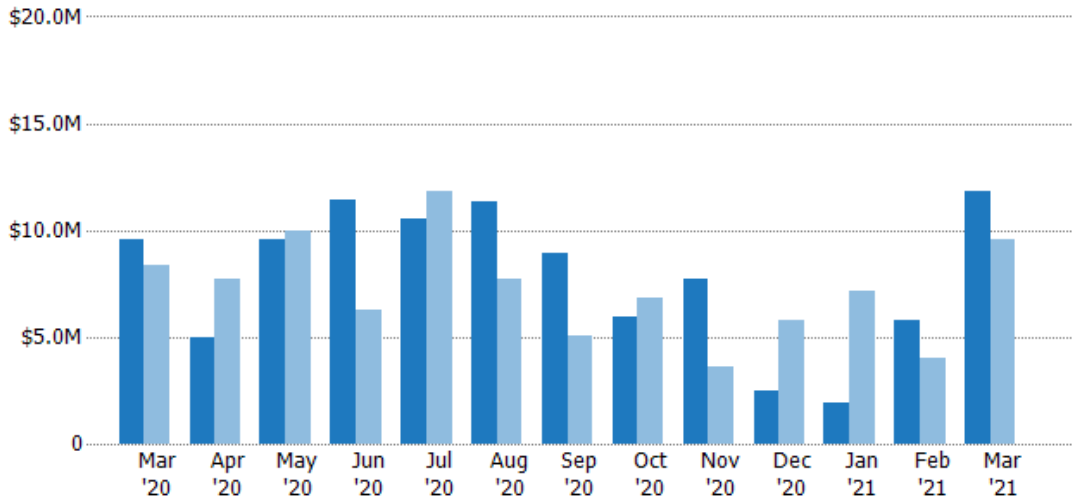
Month/Year	Count	% Chg.
Mar '21	18	-37.9%
Mar '20	29	26.1%
Mar '19	23	-21.7%

## 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



Month/Year	Volume	% Chg.
Mar '21	\$11.8M	23.1%
Mar '20	\$9.6M	14.4%
Mar '19	\$8.4M	-30.7%

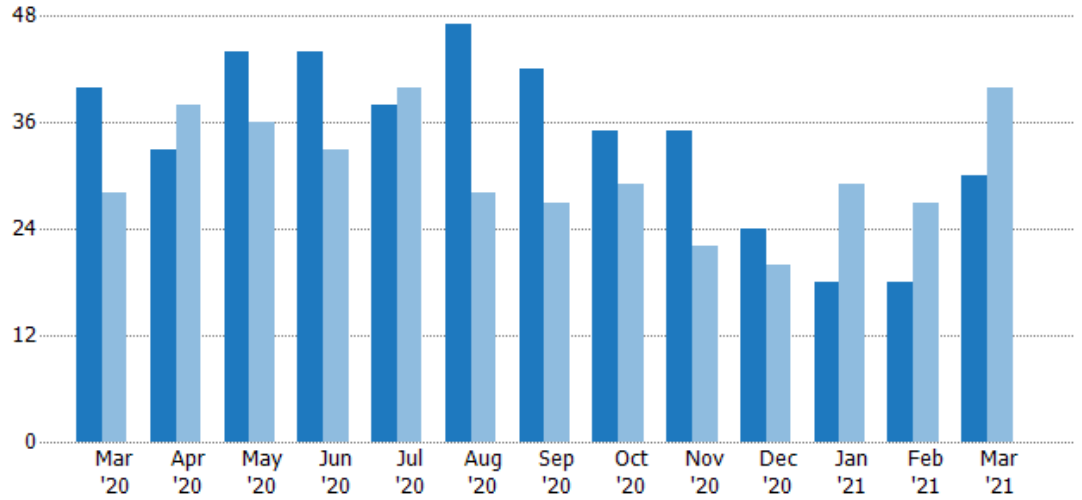


## Pending Sales

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



Month/Year	Count	% Chg.
Mar '21	30	-25%
Mar '20	40	42.9%
Mar '19	28	-25%

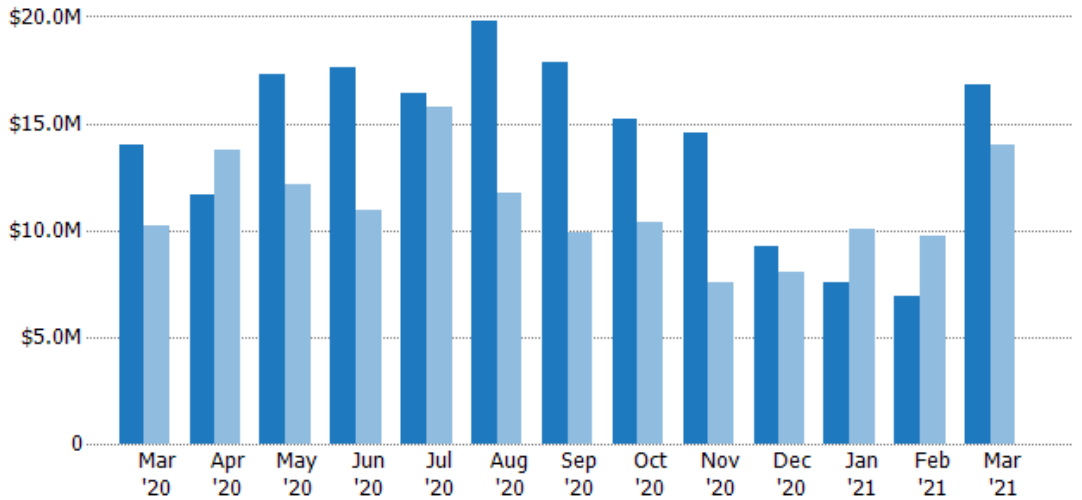
	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21
Current Year	40	33	44	44	38	47	42	35	35	24	18	18	30
Prior Year	28	38	36	33	40	28	27	29	22	20	29	27	40
Percent Change from Prior Year	43%	-13%	22%	33%	-5%	68%	56%	21%	59%	20%	-38%	-33%	-25%

## 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



Month/Year	Volume	% Chg.
Mar '21	\$16.8M	20.1%
Mar '20	\$14M	36.6%
Mar '19	\$10.2M	-34.8%

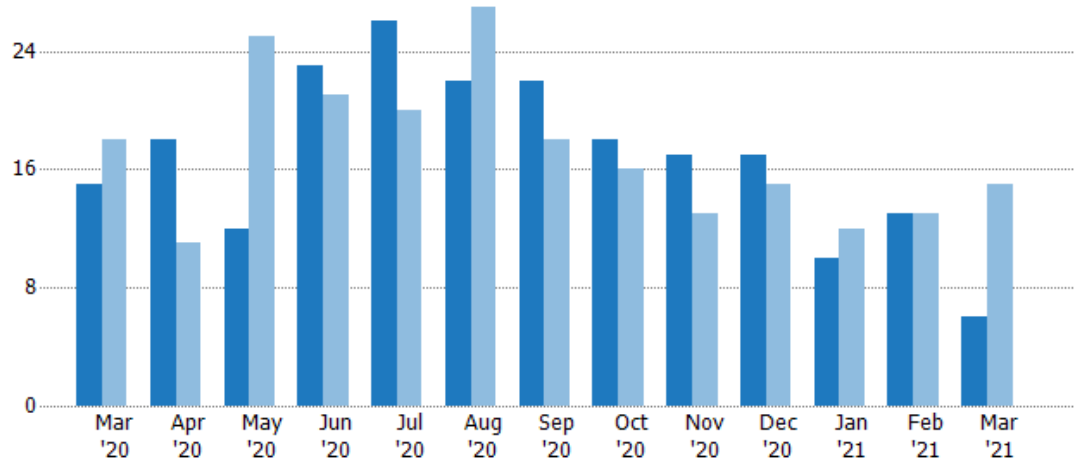
	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21
Current Year	\$14M	\$11.6M	\$17.3M	\$17.6M	\$16.4M	\$19.8M	\$17.8M	\$15.2M	\$14.5M	\$9.28M	\$7.57M	\$6.87M	\$16.8M
Prior Year	\$10.2M	\$13.8M	\$12.1M	\$11M	\$15.8M	\$11.8M	\$9.88M	\$10.4M	\$7.56M	\$8.07M	\$10.1M	\$9.7M	\$14M
Percent Change from Prior Year	37%	-16%	42%	61%	4%	68%	80%	47%	92%	15%	-25%	-29%	20%

## 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



Month/Year	Count	% Chg.
Mar '21	6	-60%
Mar '20	15	-16.7%
Mar '19	18	-27.8%

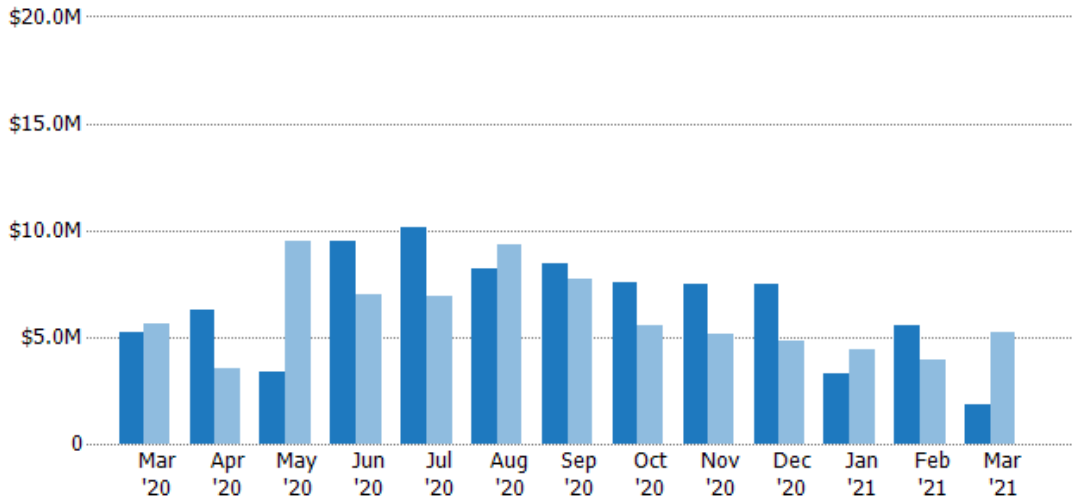
	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21
Current Year	15	18	12	23	26	22	22	18	17	17	10	13	6
Prior Year	18	11	25	21	20	27	18	16	13	15	12	13	15
Percent Change from Prior Year	-17%	64%	-52%	10%	30%	-19%	22%	13%	31%	13%	-17%	0%	-60%

## 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



Month/Year	Volume	% Chg.
Mar '21	\$1.83M	-65%
Mar '20	\$5.22M	-6.9%
Mar '19	\$5.61M	-18%

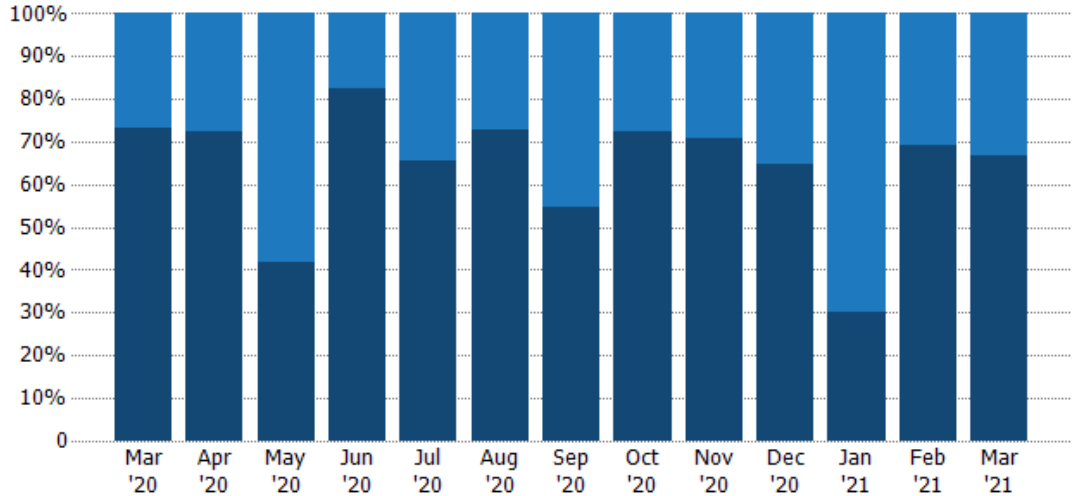
	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21
Current Year	\$5.22M	\$6.27M	\$3.38M	\$9.48M	\$10.1M	\$8.24M	\$8.43M	\$7.58M	\$7.45M	\$7.5M	\$3.3M	\$5.52M	\$1.83M
Prior Year	\$5.61M	\$3.55M	\$9.51M	\$7.01M	\$6.88M	\$9.37M	\$7.7M	\$5.55M	\$5.17M	\$4.85M	\$4.38M	\$3.96M	\$5.22M
Percent Change from Prior Year	-7%	76%	-64%	35%	47%	-12%	10%	37%	44%	55%	-25%	39%	-65%

## Closed Sales by Property Type

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

### Filters Used

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



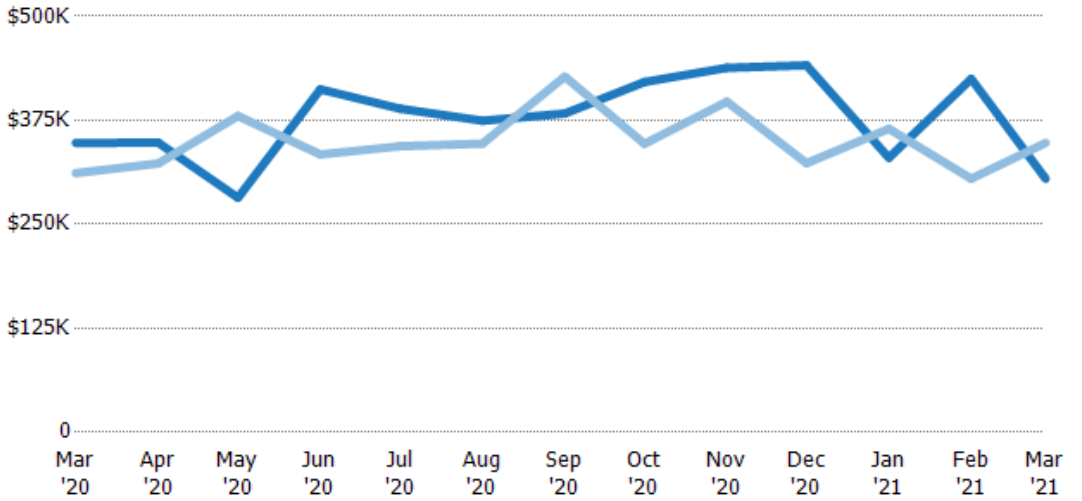
Condo/Townhouse	27%	28%	58%	17%	35%	27%	45%	28%	29%	35%	70%	31%	33%
Single Family Residence	73%	72%	42%	83%	65%	73%	55%	72%	71%	65%	30%	69%	67%

## 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



Current Year	\$348K	\$348K	\$282K	\$412K	\$389K	\$374K	\$383K	\$421K	\$438K	\$441K	\$330K	\$425K	\$305K
Prior Year	\$311K	\$323K	\$380K	\$334K	\$344K	\$347K	\$428K	\$347K	\$397K	\$323K	\$365K	\$305K	\$348K
Percent Change from Prior Year	12%	8%	-26%	23%	13%	8%	-10%	21%	10%	36%	-10%	39%	-12%

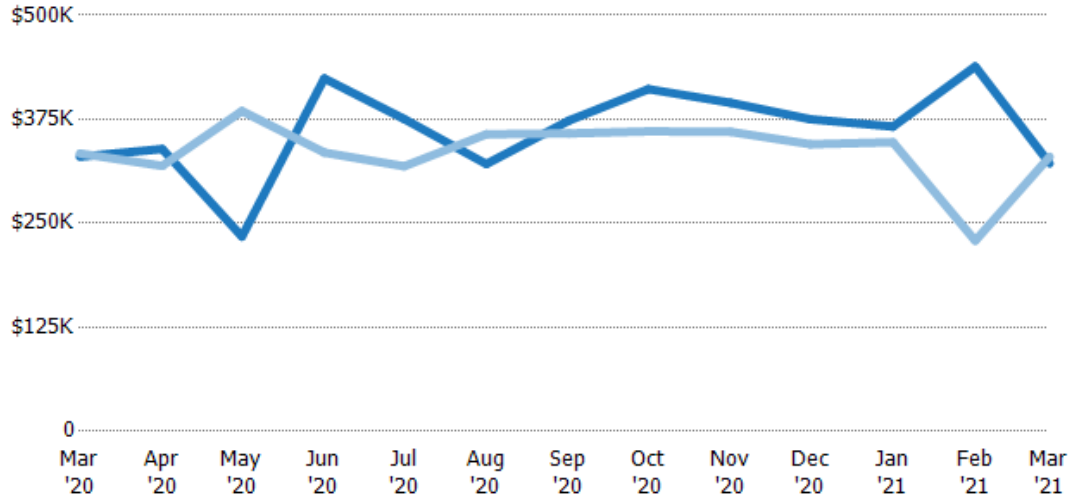
## Median Sales Price

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

Month/ Year	Price	% Chg.
Mar '21	\$322K	-2.5%
Mar '20	\$330K	-1.2%
Mar '19	\$334K	-12.6%



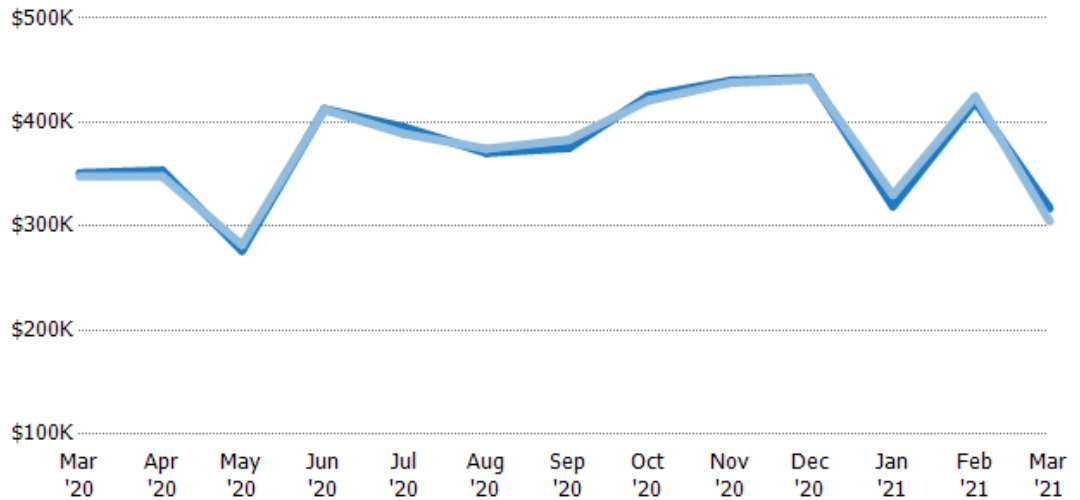
Current Year	\$330K	\$339K	\$234K	\$424K	\$375K	\$321K	\$373K	\$411K	\$395K	\$375K	\$366K	\$438K	\$322K
Prior Year	\$334K	\$319K	\$385K	\$335K	\$319K	\$357K	\$358K	\$360K	\$360K	\$345K	\$347K	\$229K	\$330K
Percent Change from Prior Year	-1%	6%	-39%	27%	18%	-10%	4%	14%	10%	9%	5%	91%	-2%

## 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



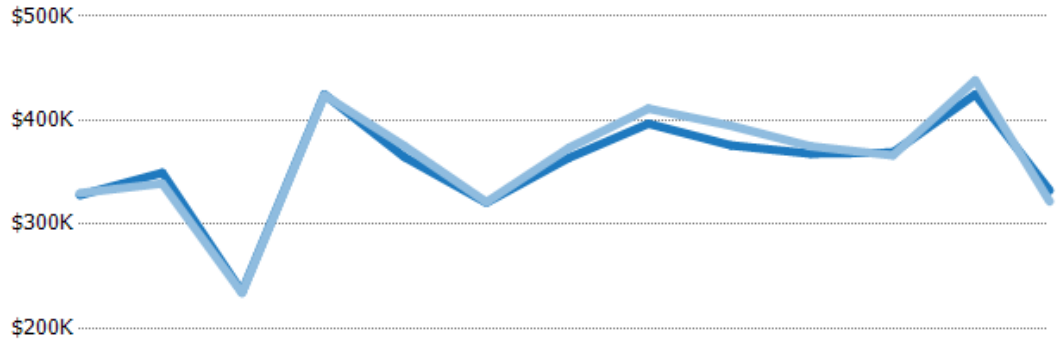
Avg List Price	\$351K	\$354K	\$277K	\$413K	\$395K	\$371K	\$375K	\$425K	\$440K	\$443K	\$319K	\$420K	\$317K
Avg Sales Price	\$348K	\$348K	\$282K	\$412K	\$389K	\$374K	\$383K	\$421K	\$438K	\$441K	\$330K	\$425K	\$305K
Avg Sales Price as a % of Avg List Price	99%	98%	102%	100%	98%	101%	102%	99%	100%	100%	103%	101%	96%

## 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



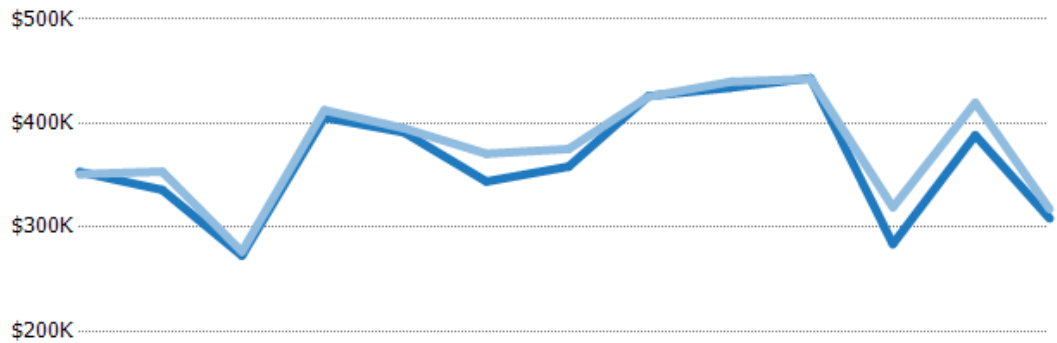
	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21
Median List Price	\$328K	\$349K	\$235K	\$425K	\$365K	\$321K	\$364K	\$397K	\$376K	\$368K	\$369K	\$425K	\$333K
Median Sales Price	\$330K	\$339K	\$234K	\$424K	\$375K	\$321K	\$373K	\$411K	\$395K	\$375K	\$366K	\$438K	\$322K
Med Sales Price as a % of Med List Price	101%	97%	100%	100%	103%	100%	103%	104%	105%	102%	99%	103%	97%

## 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



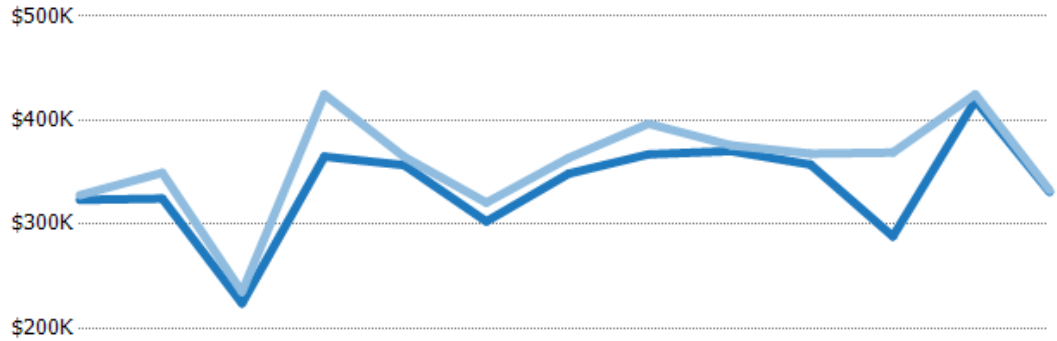
	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21
Avg Est Value	\$353K	\$336K	\$273K	\$406K	\$391K	\$344K	\$358K	\$426K	\$434K	\$443K	\$284K	\$388K	\$308K
Avg Sales Price	\$351K	\$354K	\$277K	\$413K	\$395K	\$371K	\$375K	\$425K	\$440K	\$443K	\$319K	\$420K	\$317K
Avg Sales Price as a % of Avg Est Value	99%	105%	101%	102%	101%	108%	105%	100%	101%	100%	112%	108%	103%

## 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



	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21
Median Est Value	\$323K	\$325K	\$224K	\$365K	\$357K	\$303K	\$349K	\$367K	\$370K	\$357K	\$288K	\$419K	\$331K
Median Sales Price	\$328K	\$349K	\$235K	\$425K	\$365K	\$321K	\$364K	\$397K	\$376K	\$368K	\$369K	\$425K	\$333K
Med Sales Price as a % of Med Est Value	101%	108%	105%	116%	102%	106%	104%	108%	101%	103%	128%	101%	100%