

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	Feb 2021	Feb 2020	+ / -	YTD 2021	YTD 2020	+ / -
Listing Activity Charts Metrics						
New Listing Count	11	13	-15.4%	16	31	-48.4%
New Listing Volume	\$7,149,500	\$4,739,090	+50.9%	\$9,962,400	\$11,277,604	-11.7%
Active Listing Count	22	52	-57.7%	N/A	N/A	
Active Listing Volume	\$18,621,614	\$27,843,252	-33.1%	N/A	N/A	
Average Listing Price	\$846,437	\$535,447	+58.1%	\$739,213	\$530,751	+39.3%
Median Listing Price	\$435,900	\$409,950	+6.3%	\$435,900	\$403,582	+8%
Median Days in RPR	301	116	+159.5%	278.39	102.56	+171.4%
Months of Inventory	2.2	4.3	-49.2%	2	7.1	-72.3%
Absorption Rate	45.45%	23.08%	+22.4%	51.02%	14.15%	+36.9%
Sales Activity Charts Metrics						
New Pending Sales Count	16	12	+33.3%	21	35	-40%
New Pending Sales Volume	\$5,767,600	\$4,032,000	+43%	\$7,677,295	\$11,158,600	-31.2%
Pending Sales Count	18	27	-33.3%	N/A	N/A	
Pending Sales Volume	\$6,872,500	\$9,704,398	-29.2%	N/A	N/A	
Closed Sales Count	13	13	+/-	23	25	-8%
Closed Sales Volume	\$5,522,034	\$3,962,033	+39.4%	\$8,821,649	\$8,339,845	+5.8%
Average Sales Price	\$424,772	\$304,772	+39.4%	\$383,550	\$333,594	+15%
Median Sales Price	\$438,423	\$229,000	+91.5%	\$407,043	\$285,856	+42.4%

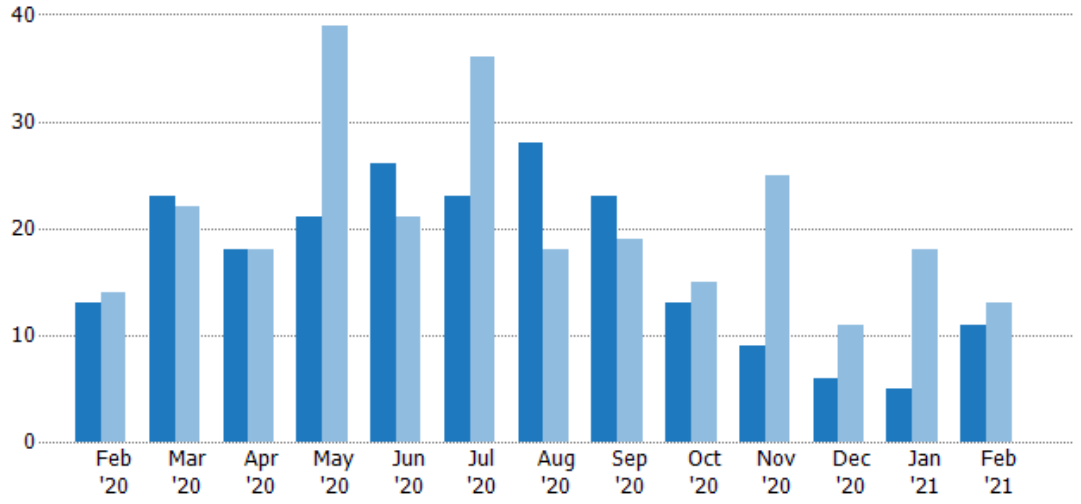
New Listings

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.
Feb '21	11	-15.4%
Feb '20	13	-7.1%
Feb '19	14	-28.6%



Current Year	13	23	18	21	26	23	28	23	13	9	6	5	11
Prior Year	14	22	18	39	21	36	18	19	15	25	11	18	13
Percent Change from Prior Year	-7%	5%	0%	-46%	24%	-36%	56%	21%	-13%	-64%	-45%	-72%	-15%

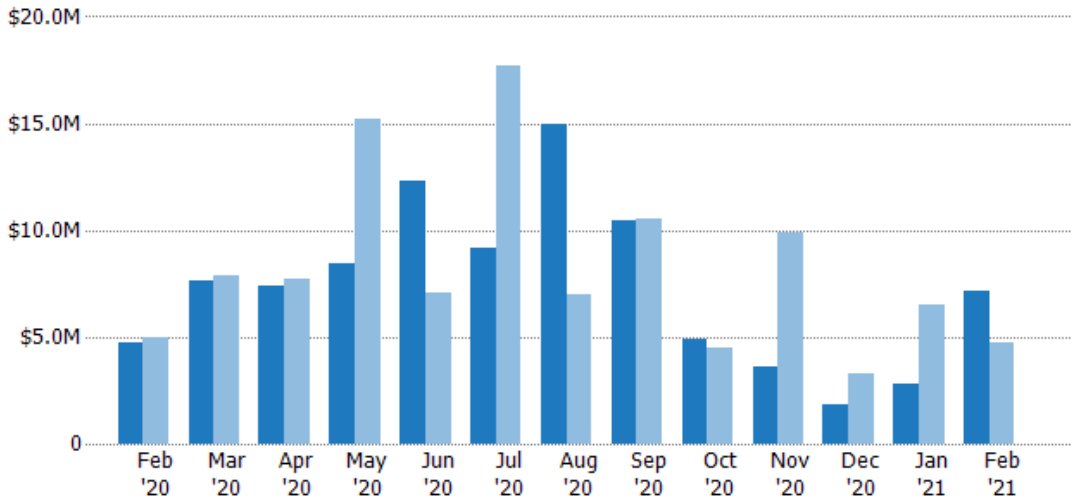
New Listing Volume

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.
Feb '21	\$7.15M	50.9%
Feb '20	\$4.74M	-4.5%
Feb '19	\$4.96M	-35.6%



Current Year	\$4.74M	\$7.6M	\$7.39M	\$8.43M	\$12.3M	\$9.2M	\$15M	\$10.4M	\$4.89M	\$3.57M	\$1.85M	\$2.81M	\$7.15M
Prior Year	\$4.96M	\$7.91M	\$7.72M	\$15.2M	\$7.1M	\$17.7M	\$7.02M	\$10.5M	\$4.52M	\$9.93M	\$3.31M	\$6.54M	\$4.74M
Percent Change from Prior Year	-4%	-4%	-4%	-45%	74%	-48%	113%	-1%	8%	-64%	-44%	-57%	51%

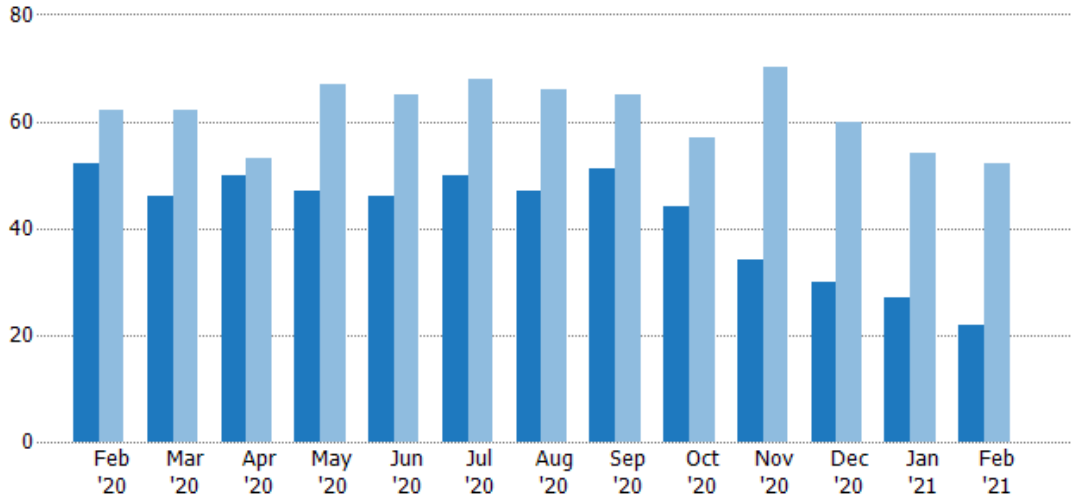
Active Listings

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.
Feb '21	22	-57.7%
Feb '20	52	-16.1%
Feb '19	62	-9.7%



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

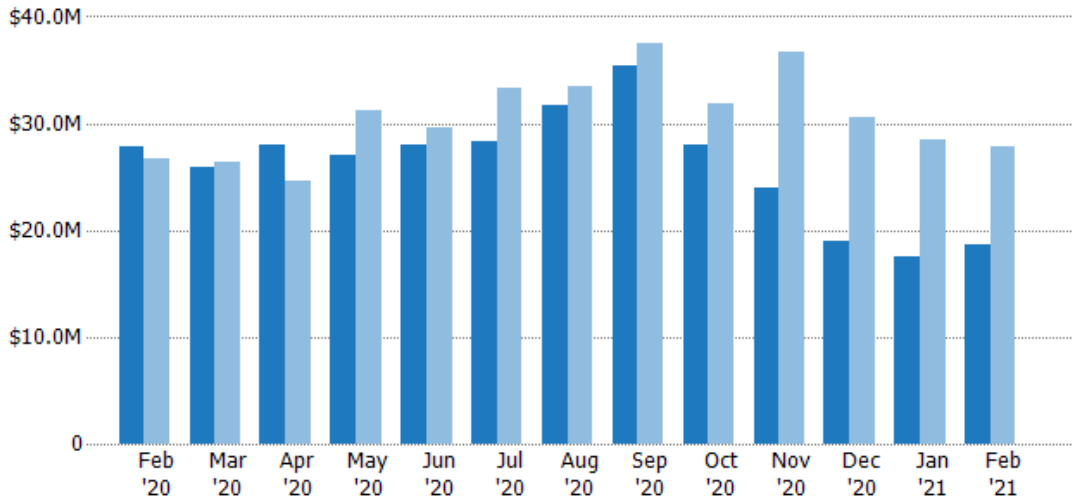
Active Listing Volume

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.
Feb '21	\$18.6M	-33.1%
Feb '20	\$27.8M	4.3%
Feb '19	\$26.7M	19.4%



Current Year	\$27.8M	\$25.9M	\$28M	\$26.9M	\$28M	\$28.4M	\$31.6M	\$35.3M	\$28M	\$24M	\$19M	\$17.6M	\$18.6M
Prior Year	\$26.7M	\$26.4M	\$24.6M	\$31.2M	\$29.6M	\$33.3M	\$33.5M	\$37.5M	\$31.9M	\$36.7M	\$30.6M	\$28.4M	\$27.8M
Percent Change from Prior Year	4%	-2%	14%	-14%	-6%	-15%	-5%	-6%	-12%	-34%	-38%	-38%	-33%

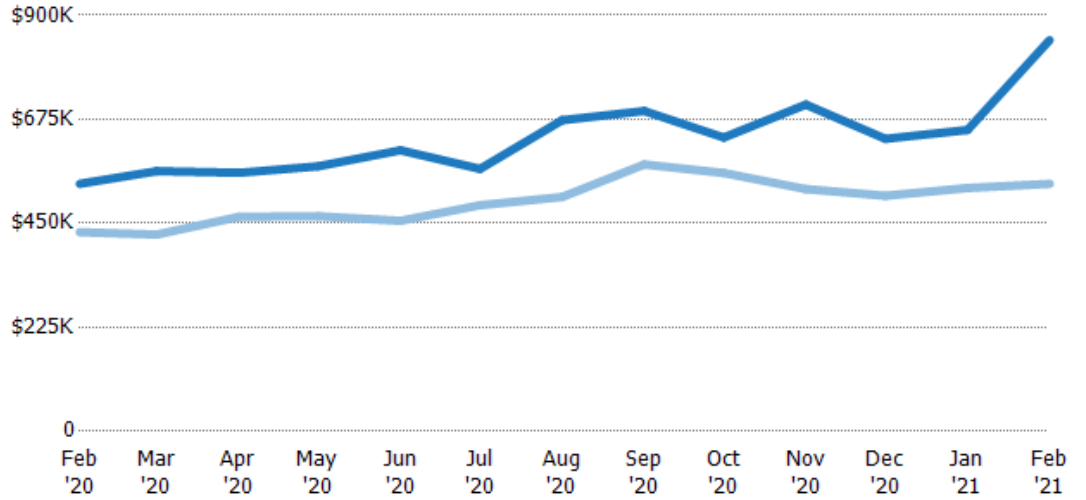
Average Listing Price

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.
Feb '21	\$846K	58.1%
Feb '20	\$535K	24.3%
Feb '19	\$431K	32.2%



Current Year	\$535K	\$563K	\$559K	\$573K	\$608K	\$568K	\$673K	\$693K	\$635K	\$707K	\$633K	\$652K	\$846K
Prior Year	\$431K	\$426K	\$464K	\$465K	\$455K	\$489K	\$507K	\$577K	\$559K	\$524K	\$510K	\$526K	\$535K
Percent Change from Prior Year	24%	32%	21%	23%	34%	16%	33%	20%	14%	35%	24%	24%	58%

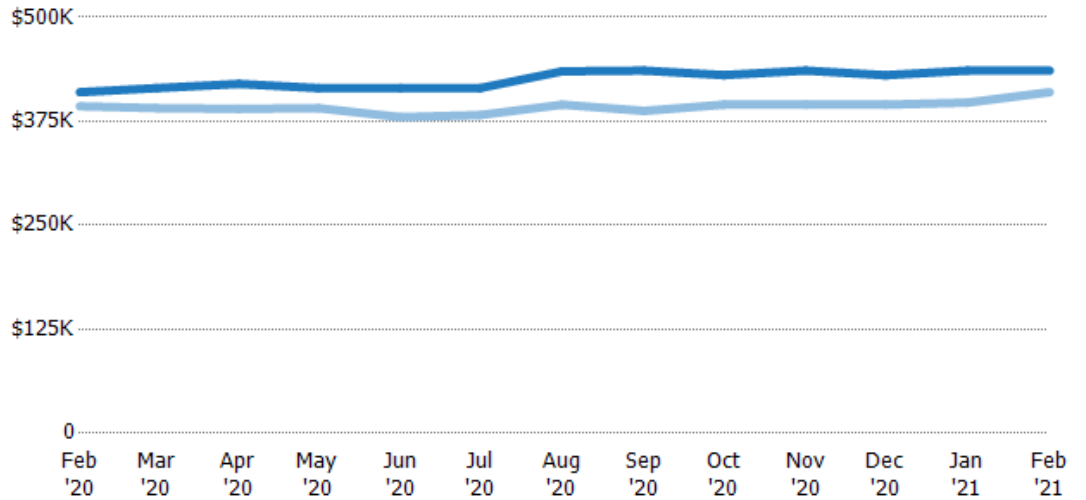
Median Listing Price

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.
Feb '21	\$436K	6.3%
Feb '20	\$410K	4.3%
Feb '19	\$393K	4.1%



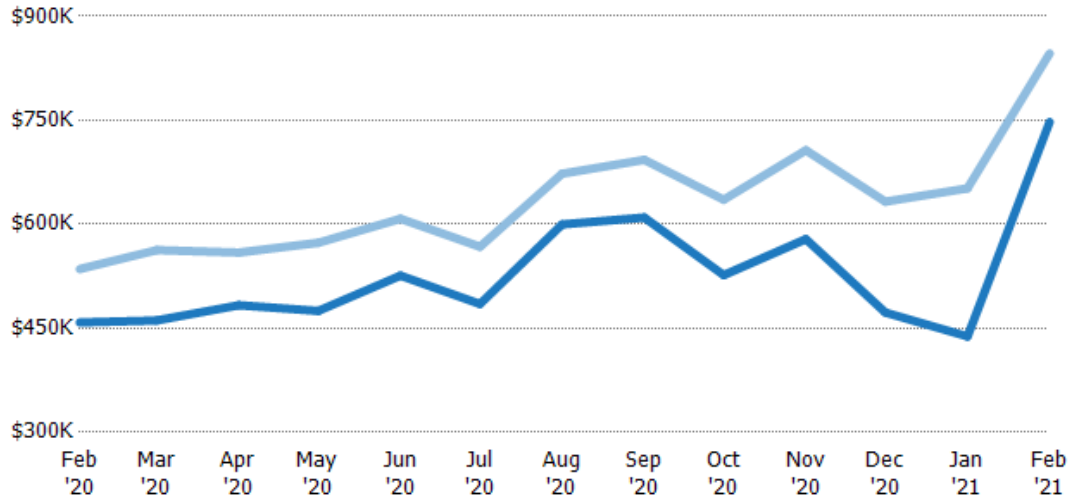
Current Year	\$410K	\$415K	\$420K	\$415K	\$415K	\$415K	\$435K	\$436K	\$430K	\$436K	\$430K	\$436K	\$436K
Prior Year	\$393K	\$391K	\$390K	\$391K	\$380K	\$383K	\$395K	\$388K	\$395K	\$395K	\$395K	\$397K	\$410K
Percent Change from Prior Year	4%	6%	8%	6%	9%	8%	10%	12%	9%	10%	9%	10%	6%

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



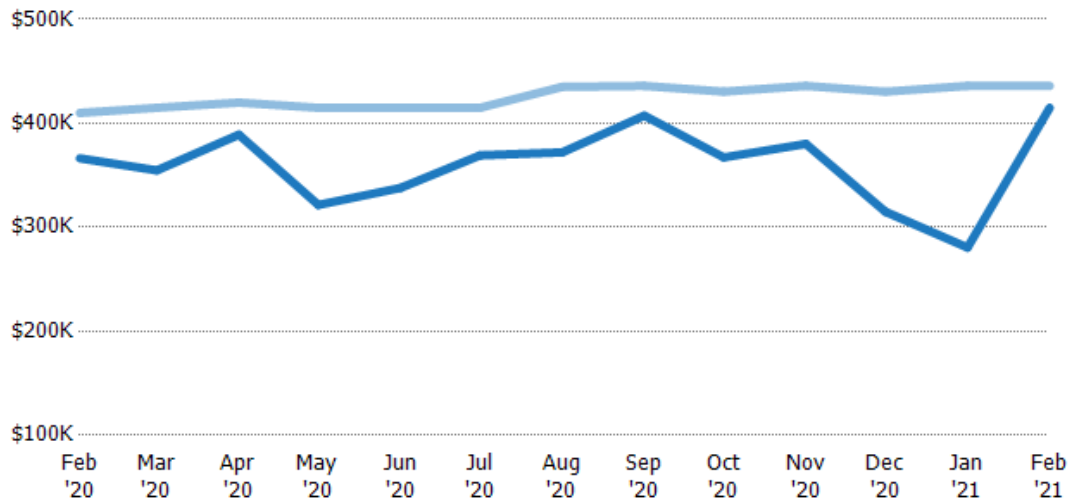
Avg Est Value	\$458K	\$461K	\$483K	\$475K	\$526K	\$485K	\$600K	\$610K	\$527K	\$579K	\$473K	\$438K	\$748K
Avg Listing Price	\$535K	\$563K	\$559K	\$573K	\$608K	\$568K	\$673K	\$693K	\$635K	\$707K	\$633K	\$652K	\$846K
Avg Listing Price as a % of Avg Est Value	117%	122%	116%	121%	116%	117%	112%	114%	121%	122%	134%	149%	113%

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



Median Est Value	\$366K	\$355K	\$389K	\$322K	\$338K	\$369K	\$372K	\$407K	\$367K	\$380K	\$315K	\$281K	\$415K
Median Listing Price	\$410K	\$415K	\$420K	\$415K	\$415K	\$415K	\$435K	\$436K	\$430K	\$436K	\$430K	\$436K	\$436K
Med Listing Price as a % of Med Est Value	112%	117%	108%	129%	123%	112%	117%	107%	117%	115%	137%	155%	105%

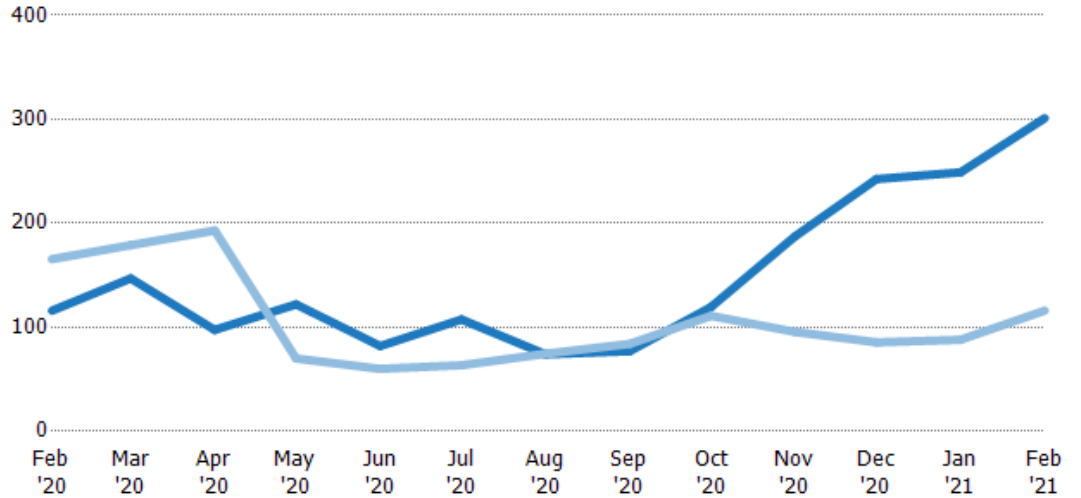
Median Days in RPR

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.
Feb '21	301	159.5%
Feb '20	116	-29.9%
Feb '19	166	-11.8%



Current Year	116	147	97.5	122	82	108	74	77	120	188	243	249	301
Prior Year	166	179	193	70	60	63.5	74.5	84	111	95.5	85.5	88	116
Percent Change from Prior Year	-30%	-18%	-49%	74%	37%	69%	-1%	-8%	8%	96%	184%	183%	159%

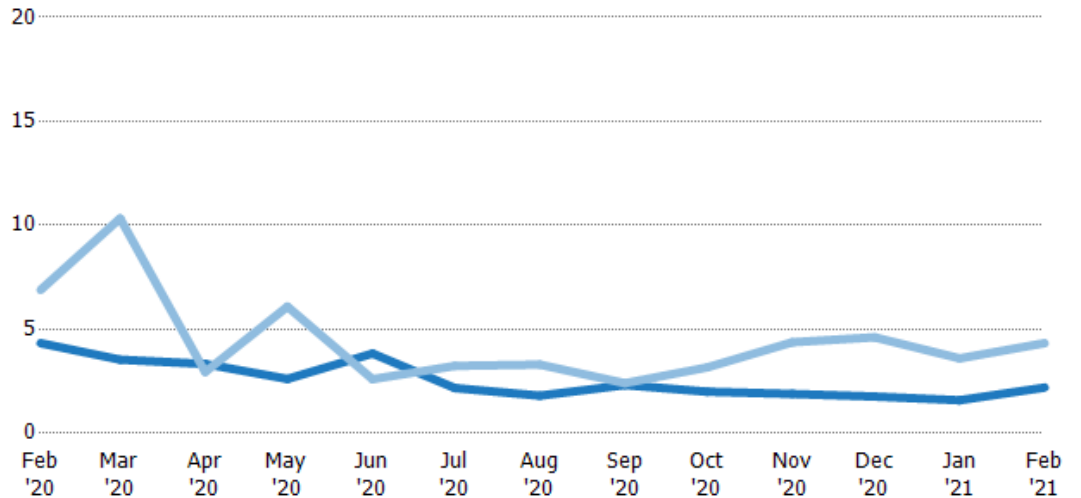
Months of Inventory

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.
Feb '21	2.2	-49.2%
Feb '20	4.33	-37.1%
Feb '19	6.89	-18.7%



Current Year	4.33	3.54	3.33	2.61	3.83	2.17	1.81	2.32	2	1.89	1.76	1.59	2.2
Prior Year	6.89	10.3	2.94	6.09	2.6	3.24	3.3	2.41	3.17	4.38	4.62	3.6	4.33
Percent Change from Prior Year	-37%	-66%	13%	-57%	47%	-33%	-45%	-4%	-37%	-57%	-62%	-56%	-49%

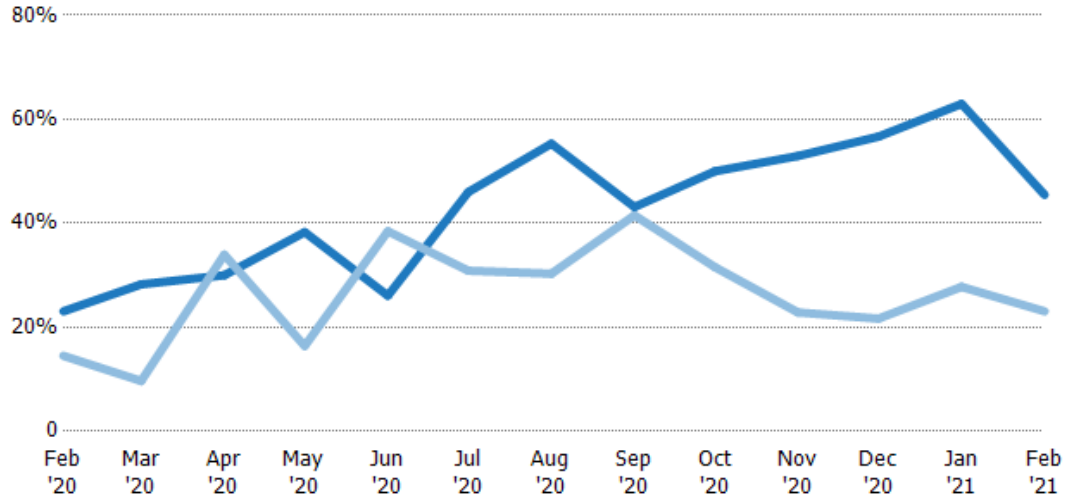
Absorption Rate

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.
Feb '21	45%	-22.4%
Feb '20	23%	-8.6%
Feb '19	15%	23%



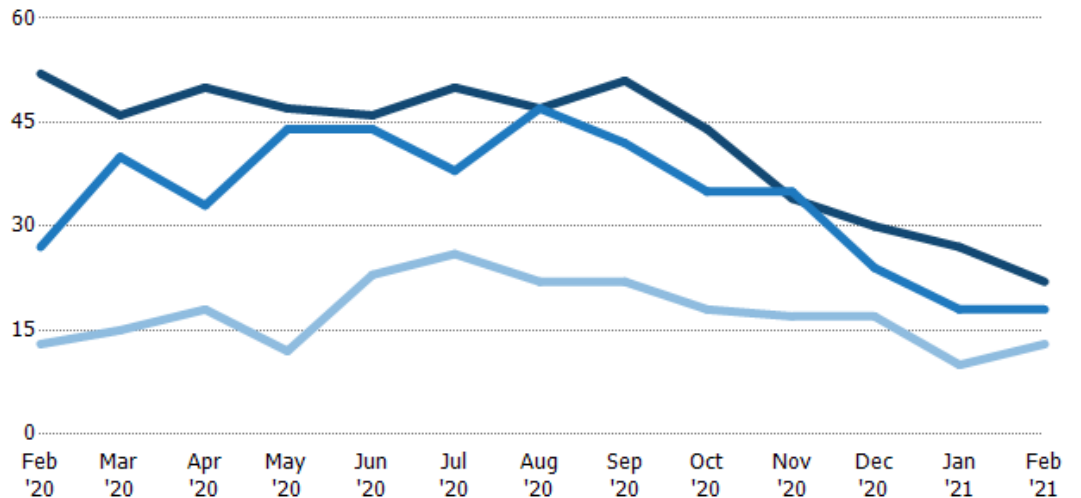
Current Year	23%	28%	30%	38%	26%	46%	55%	43%	50%	53%	57%	63%	45%
Prior Year	15%	10%	34%	16%	38%	31%	30%	42%	32%	23%	22%	28%	23%
Change from Prior Year	-9%	-19%	4%	-22%	12%	-15%	-25%	-2%	-18%	-30%	-35%	-35%	-22%

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	52	46	50	47	46	50	47	51	44	34	30	27	22
Pending	27	40	33	44	44	38	47	42	35	35	24	18	18
Sold	13	15	18	12	23	26	22	22	18	17	17	10	13

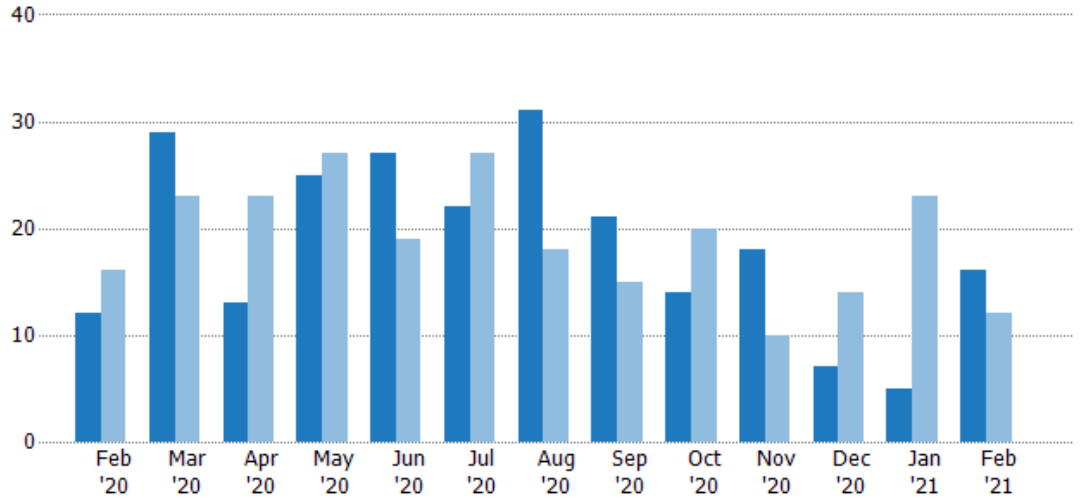
New Pending Sales

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.
Feb '21	16	33.3%
Feb '20	12	-25%
Feb '19	16	-37.5%



Current Year	12	29	13	25	27	22	31	21	14	18	7	5	16
Prior Year	16	23	23	27	19	27	18	15	20	10	14	23	12
Percent Change from Prior Year	-25%	26%	-43%	-7%	42%	-19%	72%	40%	-30%	80%	-50%	-78%	33%

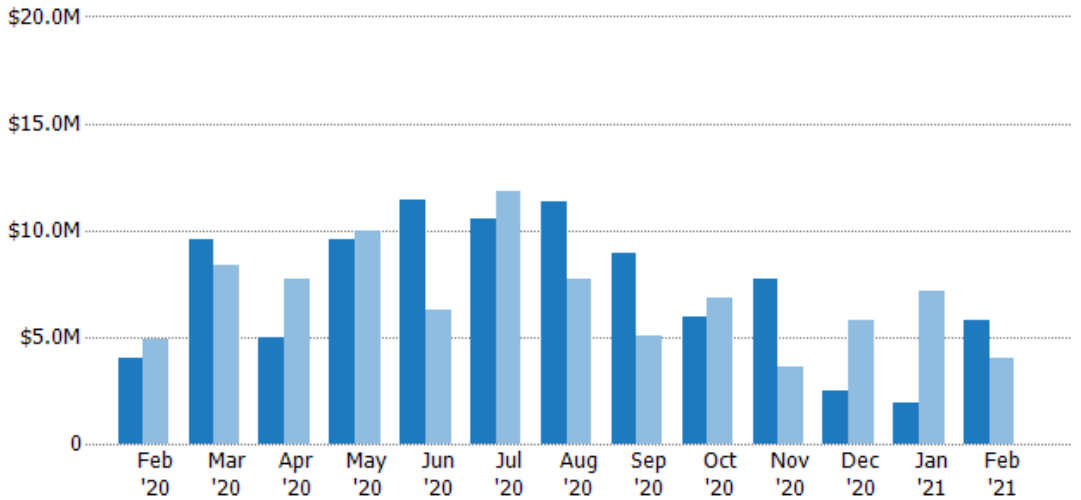
New Pending Sales Volume

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.
Feb '21	\$5.77M	43%
Feb '20	\$4.03M	-17.1%
Feb '19	\$4.86M	-23.6%



Current Year	\$4.03M	\$9.6M	\$4.94M	\$9.57M	\$11.4M	\$10.6M	\$11.3M	\$8.93M	\$5.98M	\$7.71M	\$2.48M	\$1.91M	\$5.77M
Prior Year	\$4.86M	\$8.4M	\$7.68M	\$9.99M	\$6.24M	\$11.8M	\$7.71M	\$5.04M	\$6.8M	\$3.65M	\$5.81M	\$7.13M	\$4.03M
Percent Change from Prior Year	-17%	14%	-36%	-4%	83%	-11%	47%	77%	-12%	112%	-57%	-73%	43%

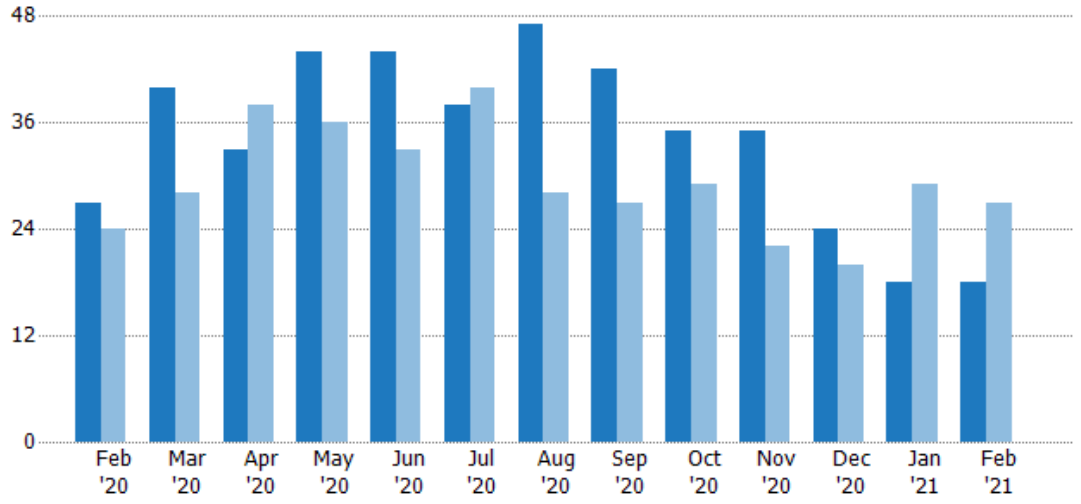
Pending Sales

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.
Feb '21	18	-33.3%
Feb '20	27	12.5%
Feb '19	24	-33.3%



Current Year	27	40	33	44	44	38	47	42	35	35	24	18	18
Prior Year	24	28	38	36	33	40	28	27	29	22	20	29	27
Percent Change from Prior Year	13%	43%	-13%	22%	33%	-5%	68%	56%	21%	59%	20%	-38%	-33%

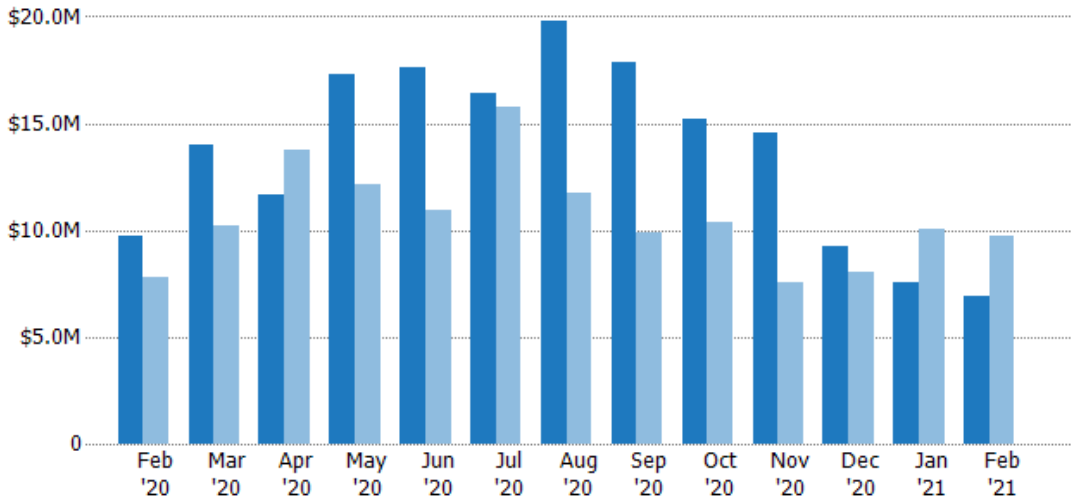
Pending Sales Volume

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.
Feb '21	\$6.87M	-29.2%
Feb '20	\$9.7M	24.4%
Feb '19	\$7.8M	-30.4%



Current Year	\$9.7M	\$14M	\$11.6M	\$17.3M	\$17.6M	\$16.4M	\$19.8M	\$17.8M	\$15.2M	\$14.5M	\$9.28M	\$7.57M	\$6.87M
Prior Year	\$7.8M	\$10.2M	\$13.8M	\$12.1M	\$11M	\$15.8M	\$11.8M	\$9.88M	\$10.4M	\$7.56M	\$8.07M	\$10.1M	\$9.7M
Percent Change from Prior Year	24%	37%	-16%	42%	61%	4%	68%	80%	47%	92%	15%	-25%	-29%

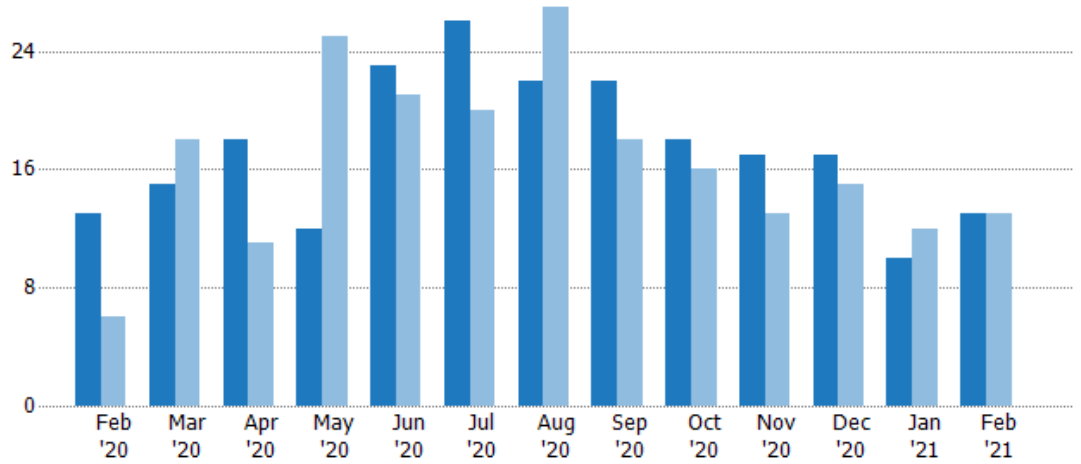
Closed Sales

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.
Feb '21	13	0%
Feb '20	13	116.7%
Feb '19	6	-33.3%



Current Year	13	15	18	12	23	26	22	22	18	17	17	10	13
Prior Year	6	18	11	25	21	20	27	18	16	13	15	12	13
Percent Change from Prior Year	117%	-17%	64%	-52%	10%	30%	-19%	22%	13%	31%	13%	-17%	0%

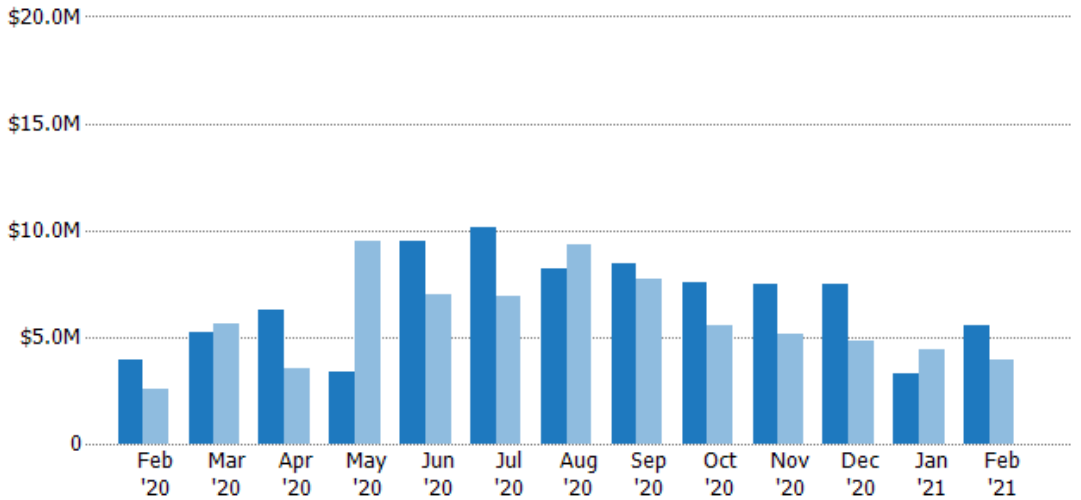
Closed Sales Volume

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.
Feb '21	\$5.52M	39.4%
Feb '20	\$3.96M	55.8%
Feb '19	\$2.54M	-64.3%



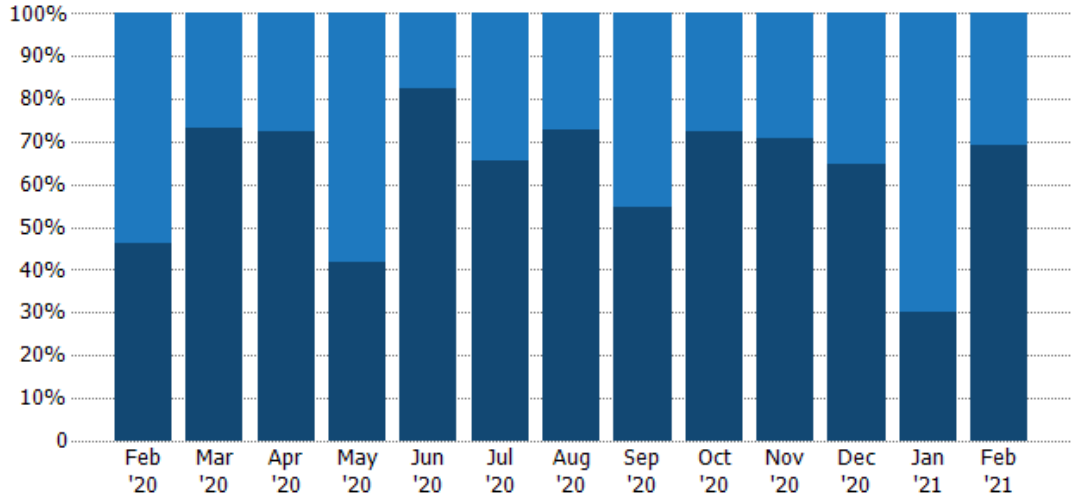
Current Year	\$3.96M	\$5.22M	\$6.27M	\$3.38M	\$9.48M	\$10.1M	\$8.24M	\$8.43M	\$7.58M	\$7.45M	\$7.5M	\$3.3M	\$5.52M
Prior Year	\$2.54M	\$5.61M	\$3.55M	\$9.51M	\$7.01M	\$6.88M	\$9.37M	\$7.7M	\$5.55M	\$5.17M	\$4.85M	\$4.38M	\$3.96M
Percent Change from Prior Year	56%	-7%	76%	-64%	35%	47%	-12%	10%	37%	44%	55%	-25%	39%

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



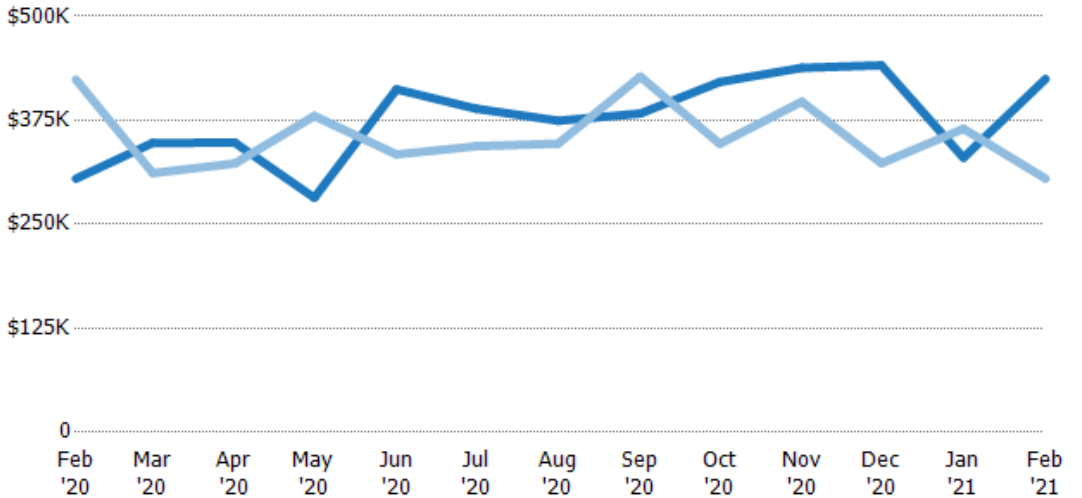
Property Type	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21
Condo/Townhouse	54%	27%	28%	58%	17%	35%	27%	45%	28%	29%	35%	70%	31%
Single Family Residence	46%	73%	72%	42%	83%	65%	73%	55%	72%	71%	65%	30%	69%

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



Month/Year	Price	% Chg.
Feb '21	\$425K	39.4%
Feb '20	\$305K	-28.1%
Feb '19	\$424K	-46.5%

Property Type	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21
Current Year	\$305K	\$348K	\$348K	\$282K	\$412K	\$389K	\$374K	\$383K	\$421K	\$438K	\$441K	\$330K	\$425K
Prior Year	\$424K	\$311K	\$323K	\$380K	\$334K	\$344K	\$347K	\$428K	\$347K	\$397K	\$323K	\$365K	\$305K
Percent Change from Prior Year	-28%	12%	8%	-26%	23%	13%	8%	-10%	21%	10%	36%	-10%	39%

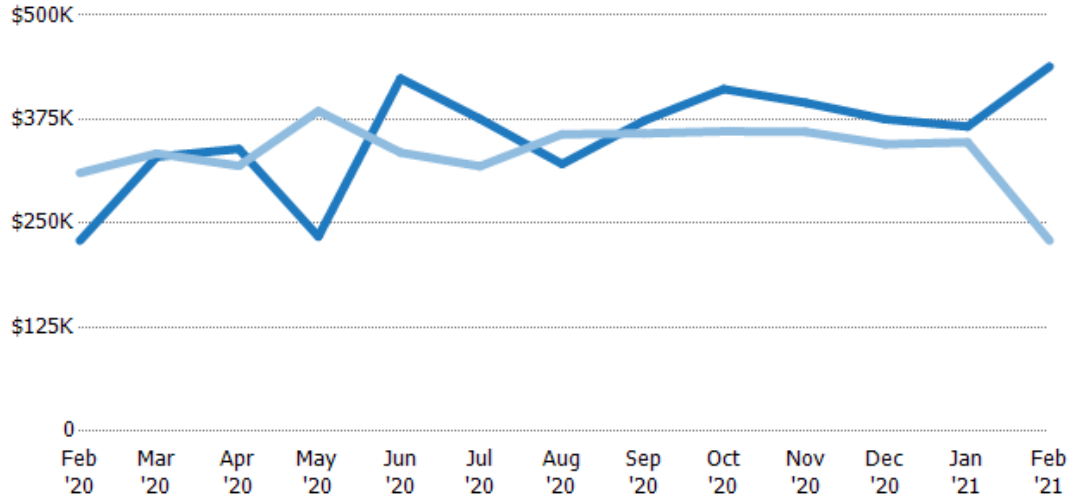
Median Sales Price

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.
Feb '21	\$438K	91.5%
Feb '20	\$229K	-26.2%
Feb '19	\$311K	-32.7%



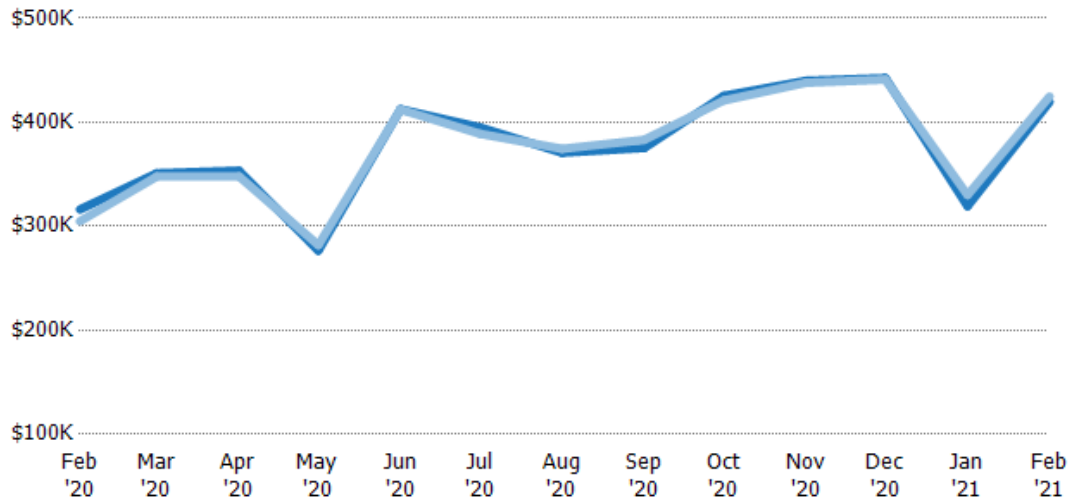
	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21
Current Year	\$229K	\$330K	\$339K	\$234K	\$424K	\$375K	\$321K	\$373K	\$411K	\$395K	\$375K	\$366K	\$438K
Prior Year	\$311K	\$334K	\$319K	\$385K	\$335K	\$319K	\$357K	\$358K	\$360K	\$360K	\$345K	\$347K	\$229K
Percent Change from Prior Year	-26%	-1%	6%	-39%	27%	18%	-10%	4%	14%	10%	9%	5%	91%

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



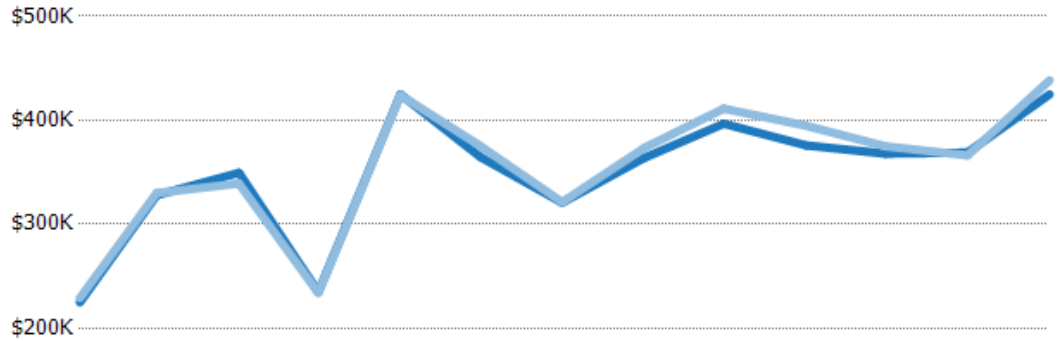
	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21
Avg List Price	\$316K	\$351K	\$354K	\$277K	\$413K	\$395K	\$371K	\$375K	\$425K	\$440K	\$443K	\$319K	\$420K
Avg Sales Price	\$305K	\$348K	\$348K	\$282K	\$412K	\$389K	\$374K	\$383K	\$421K	\$438K	\$441K	\$330K	\$425K
Avg Sales Price as a % of Avg List Price	96%	99%	98%	102%	100%	98%	101%	102%	99%	100%	100%	103%	101%

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



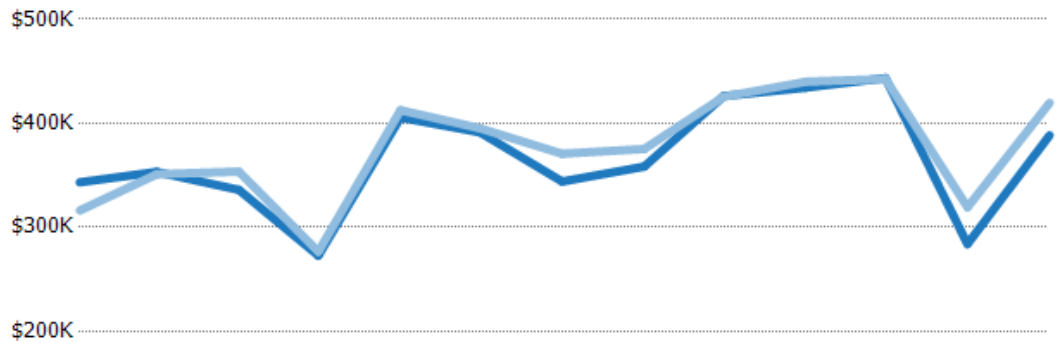
	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21
Median List Price	\$225K	\$328K	\$349K	\$235K	\$425K	\$365K	\$321K	\$364K	\$397K	\$376K	\$368K	\$369K	\$425K
Median Sales Price	\$229K	\$330K	\$339K	\$234K	\$424K	\$375K	\$321K	\$373K	\$411K	\$395K	\$375K	\$366K	\$438K
Med Sales Price as a % of Med List Price	102%	101%	97%	100%	100%	103%	100%	103%	104%	105%	102%	99%	103%

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



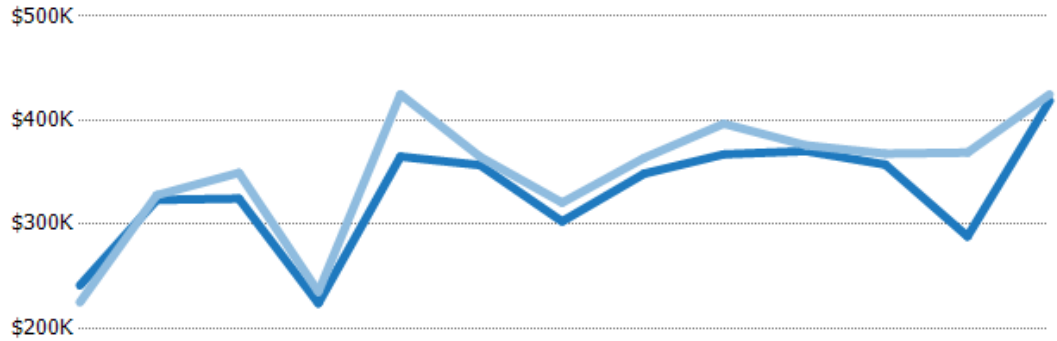
	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21
Avg Est Value	\$343K	\$353K	\$336K	\$273K	\$406K	\$391K	\$344K	\$358K	\$426K	\$434K	\$443K	\$284K	\$388K
Avg Sales Price	\$316K	\$351K	\$354K	\$277K	\$413K	\$395K	\$371K	\$375K	\$425K	\$440K	\$443K	\$319K	\$420K
Avg Sales Price as a % of Avg Est Value	92%	99%	105%	101%	102%	101%	108%	105%	100%	101%	100%	112%	108%

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



	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21
Median Est Value	\$241K	\$323K	\$325K	\$224K	\$365K	\$357K	\$303K	\$349K	\$367K	\$370K	\$357K	\$288K	\$419K
Median Sales Price	\$225K	\$328K	\$349K	\$235K	\$425K	\$365K	\$321K	\$364K	\$397K	\$376K	\$368K	\$369K	\$425K
Med Sales Price as a % of Med Est Value	93%	101%	108%	105%	116%	102%	106%	104%	108%	101%	103%	128%	101%