

Summary of Key Listing and Sales Metrics

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

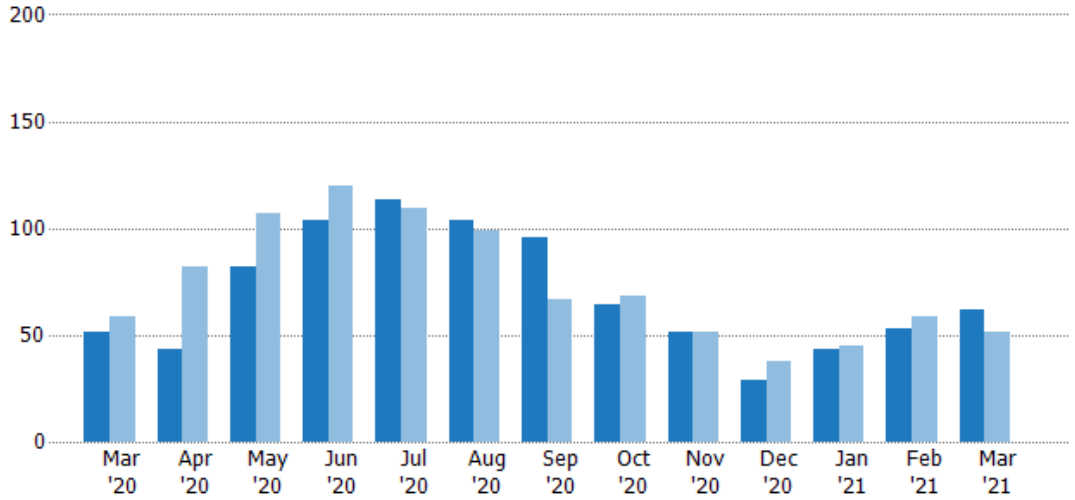
Key Metrics	Mar 2021	Mar 2020	+ / -	YTD 2021	YTD 2020	+ / -
Listing Activity Charts Metrics						
New Listing Count	62	51	+21.6%	158	155	+1.9%
New Listing Volume	\$24,507,000	\$14,753,300	+66.1%	\$60,169,400	\$45,204,750	+33.1%
Active Listing Count	91	292	-68.8%	N/A	N/A	
Active Listing Volume	\$47,319,700	\$104,323,044	-54.6%	N/A	N/A	
Average Listing Price	\$519,997	\$357,271	+45.5%	\$468,056	\$355,046	+31.8%
Median Listing Price	\$299,900	\$289,000	+3.8%	\$287,645	\$276,183	+4.2%
Median Days in RPR	63	143	-55.9%	87.43	147.28	-40.6%
Months of Inventory	3.3	11.7	-72.2%	3.1	9.6	-67.3%
Absorption Rate	30.77%	8.56%	+22.2%	32.04%	10.47%	+21.6%
Sales Activity Charts Metrics						
New Pending Sales Count	86	53	+62.3%	191	149	+28.2%
New Pending Sales Volume	\$29,914,100	\$13,619,300	+119.6%	\$64,157,200	\$42,595,700	+50.6%
Pending Sales Count	119	72	+65.3%	N/A	N/A	
Pending Sales Volume	\$44,143,000	\$20,882,000	+111.4%	N/A	N/A	
Closed Sales Count	56	45	+24.4%	123	107	+15%
Closed Sales Volume	\$15,898,650	\$10,460,400	+52%	\$34,936,450	\$25,888,406	+35%
Average Sales Price	\$283,904	\$232,453	+22.1%	\$284,036	\$241,948	+17.4%
Median Sales Price	\$251,500	\$234,000	+7.5%	\$246,171	\$208,551	+18%

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



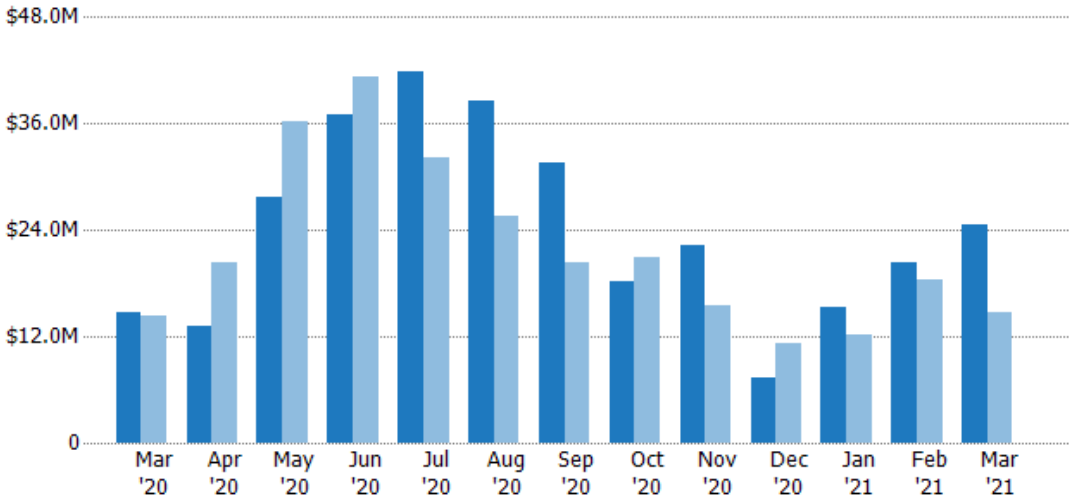
Month/Year	Count	% Chg.
Mar '21	62	21.6%
Mar '20	51	-13.6%
Mar '19	59	27.1%

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



Month/Year	Volume	% Chg.
Mar '21	\$24.5M	66.1%
Mar '20	\$14.8M	2.7%
Mar '19	\$14.4M	43.6%

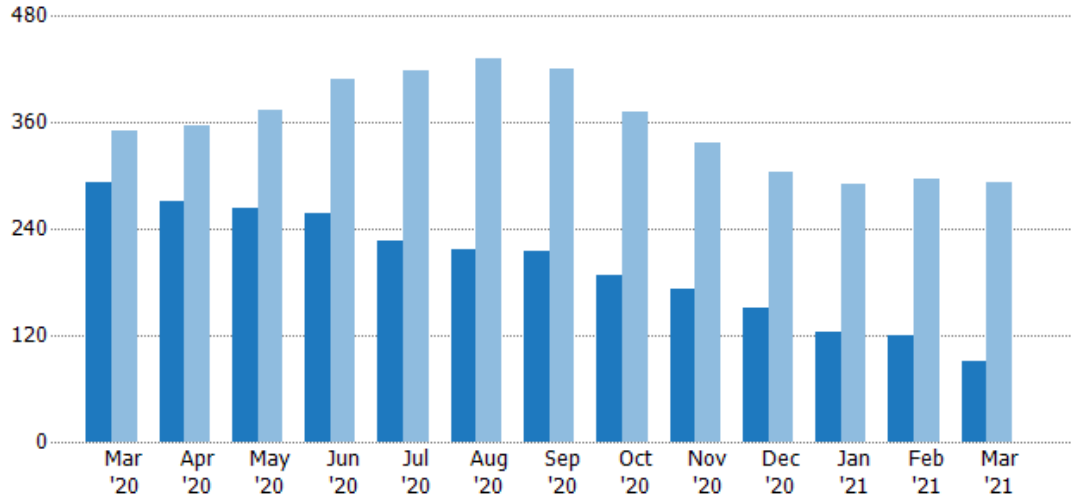
Active Listings

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

Month/Year	Count	% Chg.
Mar '21	91	-68.8%
Mar '20	292	-16.8%
Mar '19	351	7.1%



Current Year	292	272	263	257	227	216	215	187	173	150	123	120	91
Prior Year	351	356	373	409	418	432	420	372	338	304	290	297	292
Percent Change from Prior Year	-17%	-24%	-29%	-37%	-46%	-50%	-49%	-50%	-49%	-51%	-58%	-60%	-69%

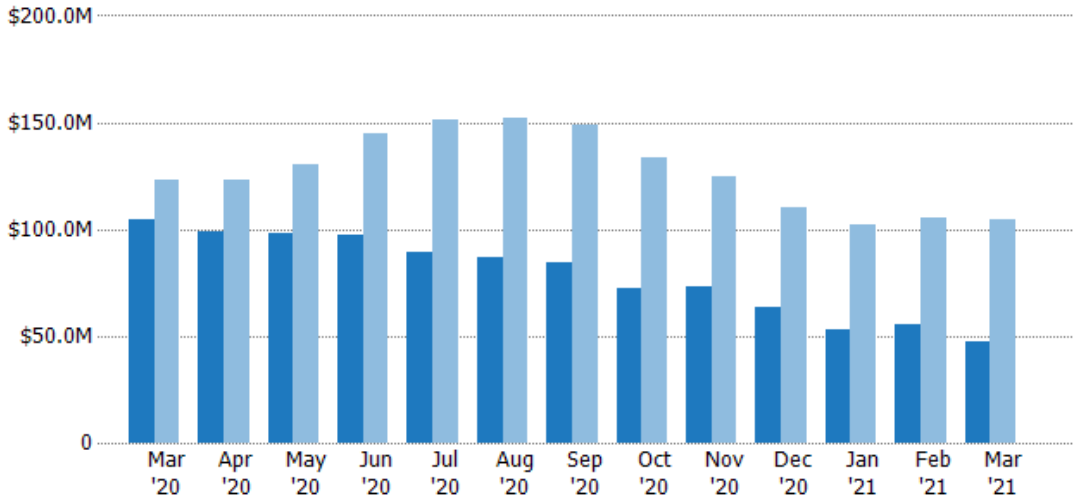
Active Listing Volume

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

Month/Year	Volume	% Chg.
Mar '21	\$47.3M	-54.6%
Mar '20	\$104M	-15.3%
Mar '19	\$123M	3.4%



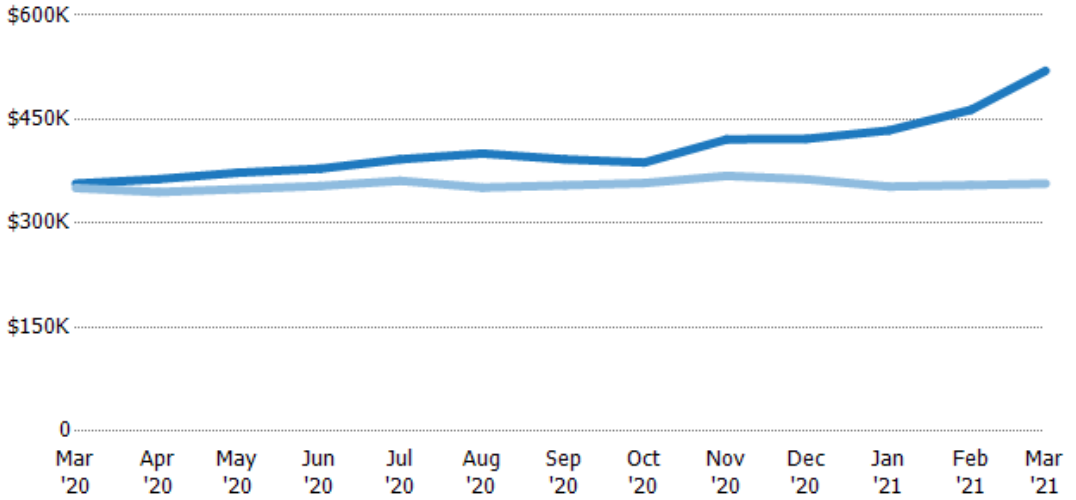
Current Year	\$104M	\$98.9M	\$98.1M	\$97.3M	\$89M	\$86.5M	\$84.3M	\$72.5M	\$72.8M	\$63.3M	\$53.4M	\$55.6M	\$47.3M
Prior Year	\$123M	\$123M	\$130M	\$145M	\$151M	\$152M	\$149M	\$133M	\$125M	\$111M	\$102M	\$105M	\$104M
Percent Change from Prior Year	-15%	-19%	-25%	-33%	-41%	-43%	-43%	-46%	-41%	-43%	-48%	-47%	-55%

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



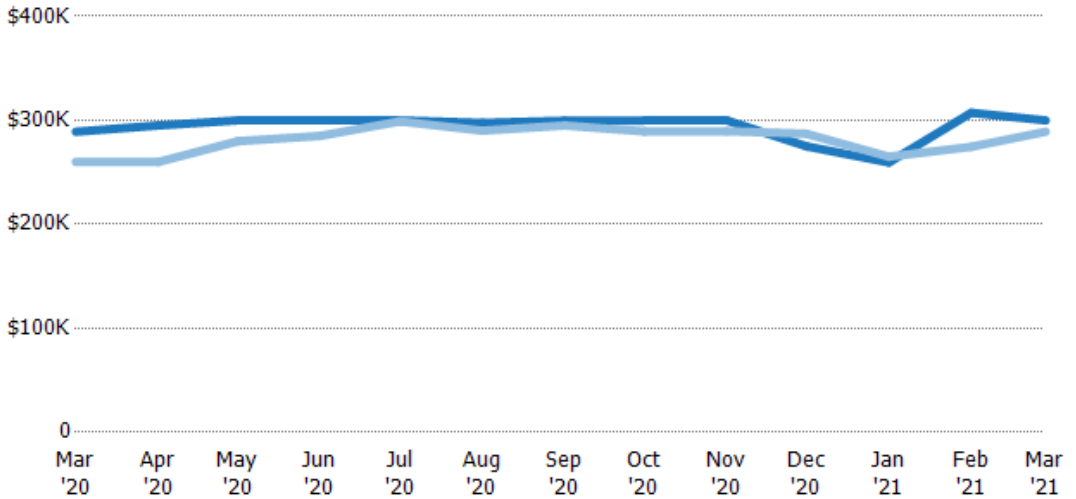
	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21
Current Year	\$357K	\$364K	\$373K	\$379K	\$392K	\$401K	\$392K	\$388K	\$421K	\$422K	\$434K	\$464K	\$520K
Prior Year	\$351K	\$345K	\$349K	\$354K	\$361K	\$351K	\$355K	\$358K	\$368K	\$363K	\$353K	\$355K	\$357K
Percent Change from Prior Year	2%	5%	7%	7%	9%	14%	11%	8%	14%	16%	23%	31%	46%

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



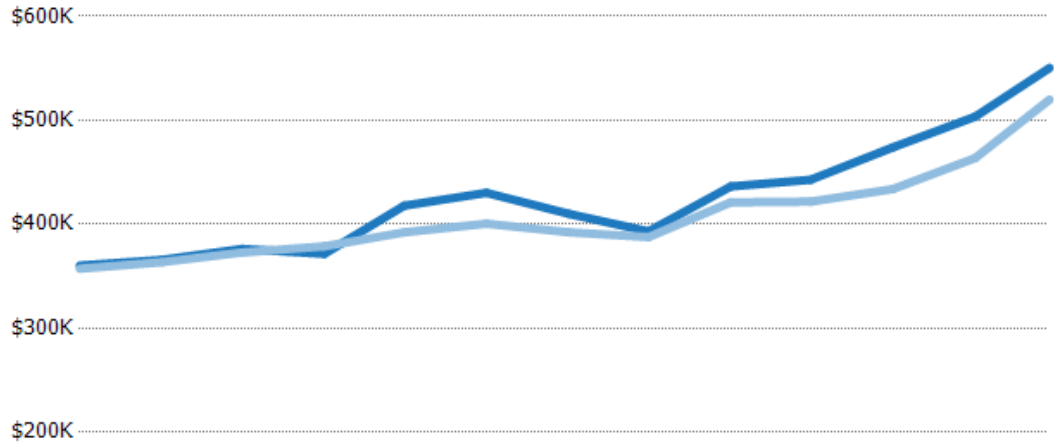
	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21
Current Year	\$289K	\$295K	\$300K	\$300K	\$300K	\$297K	\$300K	\$300K	\$300K	\$275K	\$260K	\$307K	\$300K
Prior Year	\$260K	\$260K	\$280K	\$285K	\$299K	\$290K	\$295K	\$289K	\$290K	\$287K	\$265K	\$275K	\$289K
Percent Change from Prior Year	11%	14%	7%	5%	0%	3%	2%	4%	4%	-4%	-2%	12%	4%

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



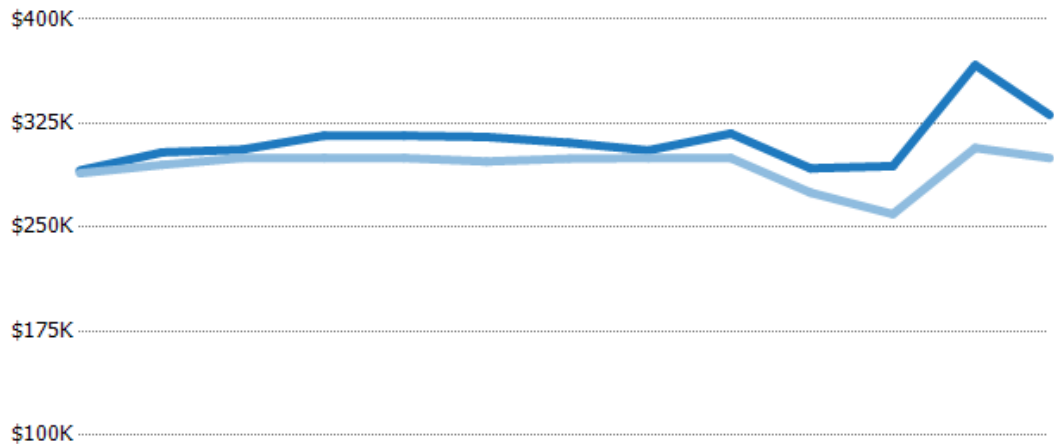
	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21
Avg Est Value	\$360K	\$366K	\$376K	\$372K	\$418K	\$430K	\$410K	\$393K	\$436K	\$443K	\$474K	\$503K	\$550K
Avg Listing Price	\$357K	\$364K	\$373K	\$379K	\$392K	\$401K	\$392K	\$388K	\$421K	\$422K	\$434K	\$464K	\$520K
Avg Listing Price as a % of Avg Est Value	99%	99%	99%	102%	94%	93%	96%	99%	96%	95%	92%	92%	94%

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



	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	\$291K	\$304K	\$306K	\$316K	\$316K	\$315K	\$311K	\$305K	\$318K	\$292K	\$294K	\$367K	\$331K
Median Listing Price	\$289K	\$295K	\$300K	\$300K	\$300K	\$297K	\$300K	\$300K	\$300K	\$275K	\$260K	\$307K	\$300K
Med Listing Price as a % of Med Est Value	99%	97%	98%	95%	95%	94%	96%	98%	94%	94%	88%	84%	91%

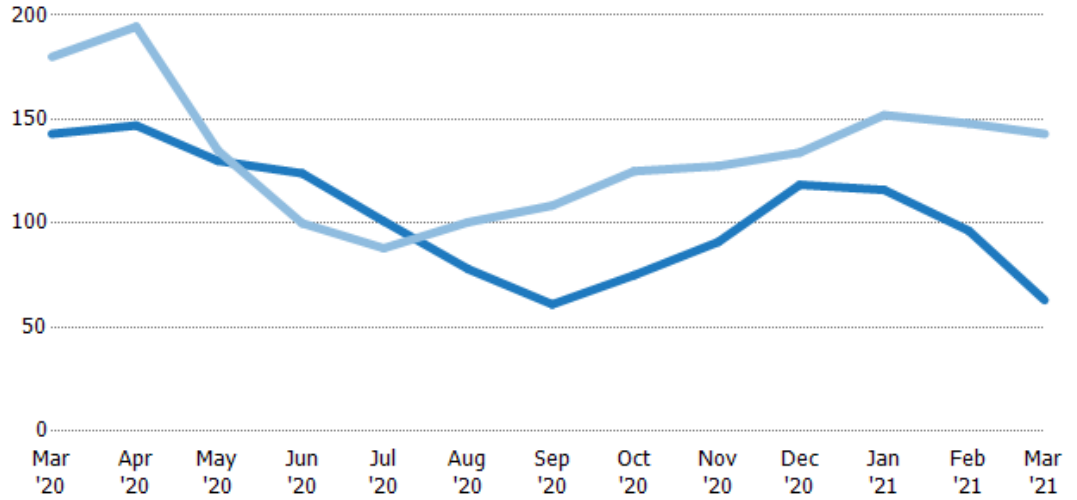
Median Days in RPR

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

State: VT
 County: Washington County, Vermont
 Property Type: Condo/Townhouse/Apt., Single Family

Month/Year	Days	% Chg.
Mar '21	63	-55.9%
Mar '20	143	-20.6%
Mar '19	180	-8.3%



	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	143	147	130	124	101	78	61	75	91	119	116	96.5	63
Prior Year	180	195	135	100	88	101	109	125	128	134	152	148	143
Percent Change from Prior Year	-21%	-24%	-4%	24%	15%	-22%	-44%	-40%	-29%	-12%	-24%	-35%	-56%

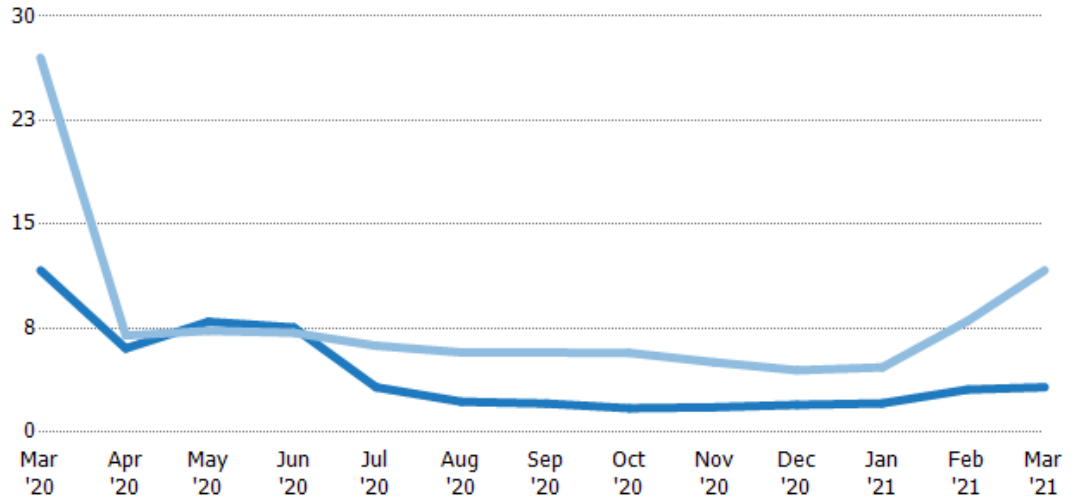
Months of Inventory

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

Month/Year	Months	% Chg.
Mar '21	3.25	-72.2%
Mar '20	11.7	-56.7%
Mar '19	27	-44.3%



	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	11.7	6.04	7.97	7.56	3.24	2.2	2.07	1.73	1.8	1.97	2.08	3.08	3.25
Prior Year	27	6.98	7.31	7.18	6.24	5.76	5.75	5.72	5.04	4.47	4.68	8.03	11.7
Percent Change from Prior Year	-57%	-13%	9%	5%	-48%	-62%	-64%	-70%	-64%	-56%	-55%	-62%	-72%

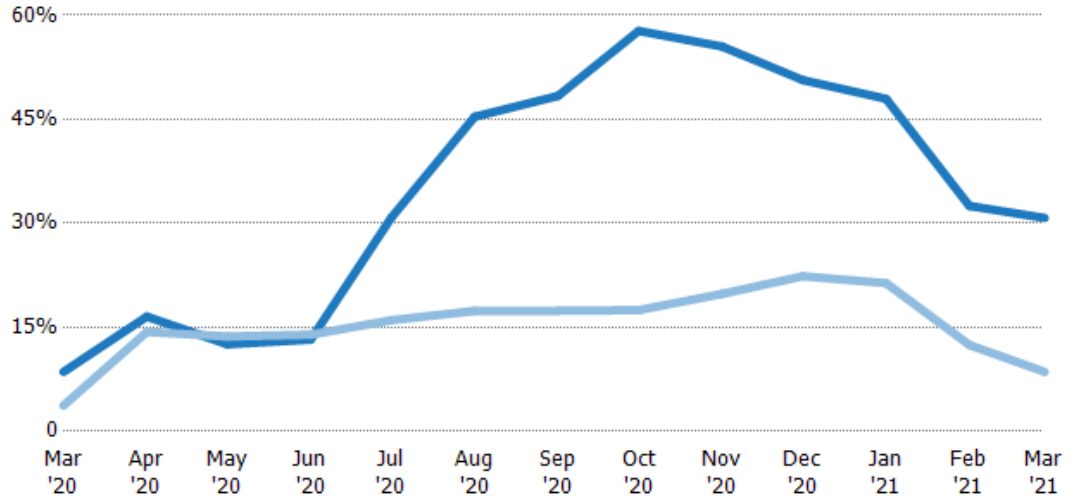
Absorption Rate

The percentage of inventory sold per month.

Filters Used

State: VT
 County: Washington County, Vermont
 Property Type: Condo/Townhouse/Apt., Single Family

Month/Year	Rate	Chg.
Mar '21	31%	-22.2%
Mar '20	9%	-4.9%
Mar '19	4%	79.5%



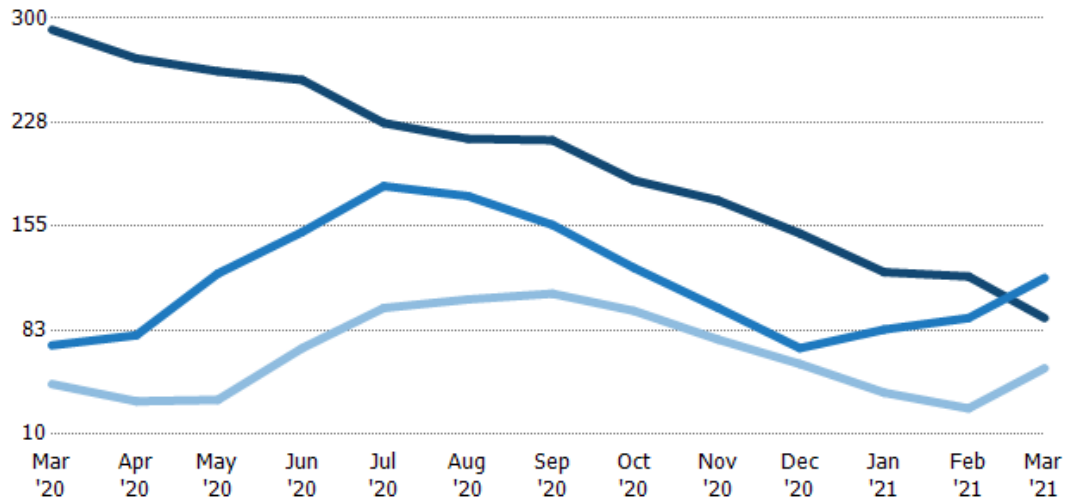
	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21
Current Year	9%	17%	13%	13%	31%	45%	48%	58%	55%	51%	48%	33%	31%
Prior Year	4%	14%	14%	14%	16%	17%	17%	17%	20%	22%	21%	12%	9%
Change from Prior Year	-5%	-2%	1%	1%	-15%	-28%	-31%	-40%	-36%	-28%	-27%	-20%	-22%

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



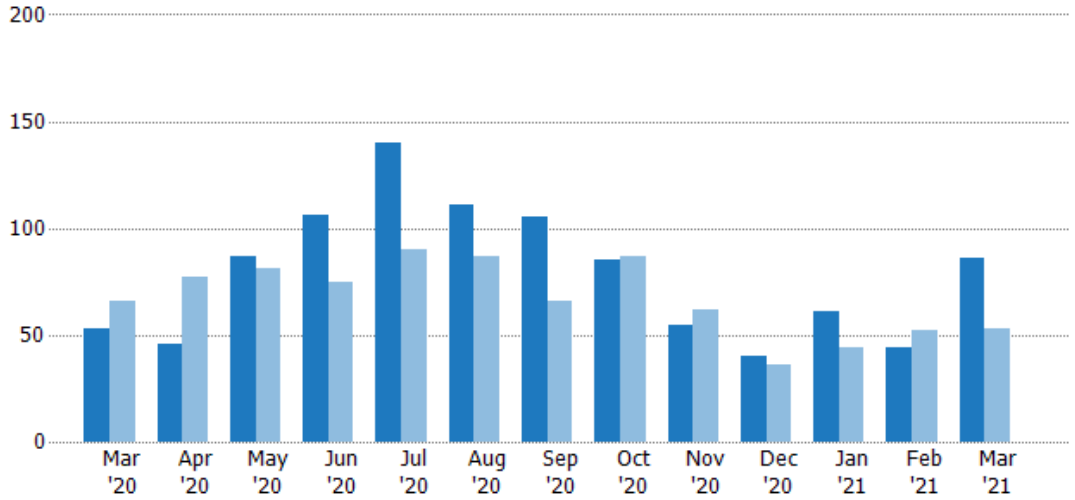
	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21
Active	292	272	263	257	227	216	215	187	173	150	123	120	91
Pending	72	79	122	151	183	176	156	126	98	70	83	91	119
Sold	45	33	34	70	98	104	108	96	76	59	39	28	56

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



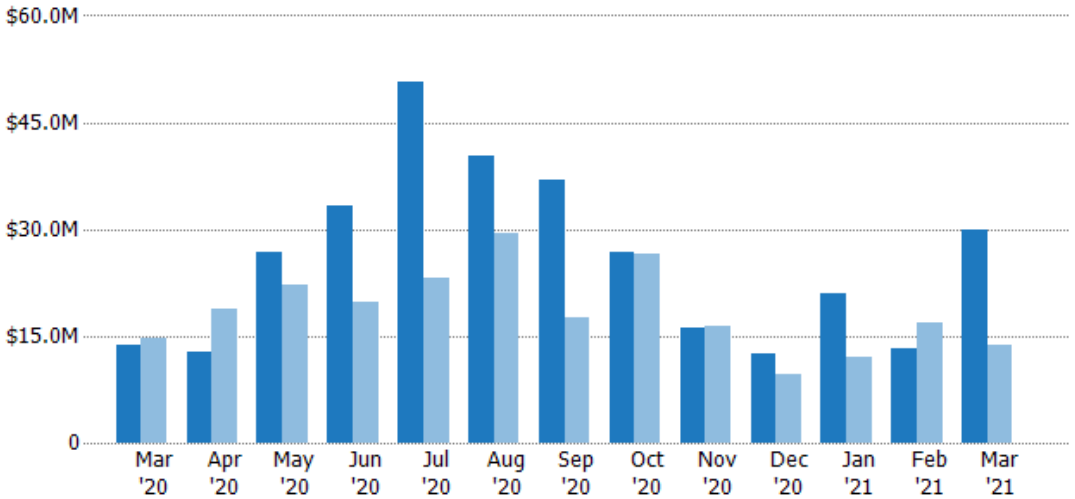
Month/Year	Count	% Chg.
Mar '21	86	62.3%
Mar '20	53	-19.7%
Mar '19	66	-36.4%

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



Month/Year	Volume	% Chg.
Mar '21	\$29.9M	119.6%
Mar '20	\$13.6M	-7.7%
Mar '19	\$14.8M	-32.4%

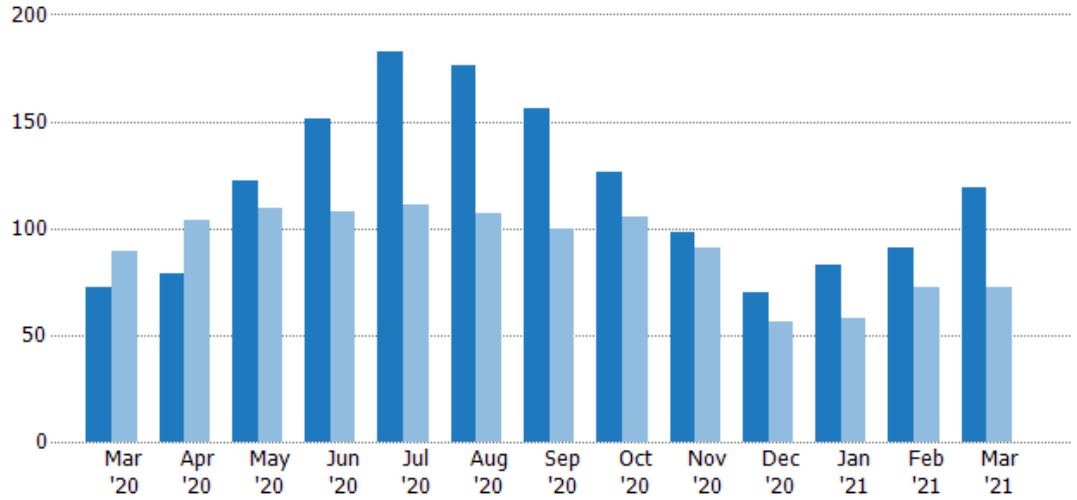
Pending Sales

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

Month/Year	Count	% Chg.
Mar '21	119	65.3%
Mar '20	72	-19.1%
Mar '19	89	-23.6%



Current Year	72	79	122	151	183	176	156	126	98	70	83	91	119
Prior Year	89	104	109	108	111	107	100	105	91	56	58	72	72
Percent Change from Prior Year	-19%	-24%	12%	40%	65%	64%	56%	20%	8%	25%	43%	26%	65%

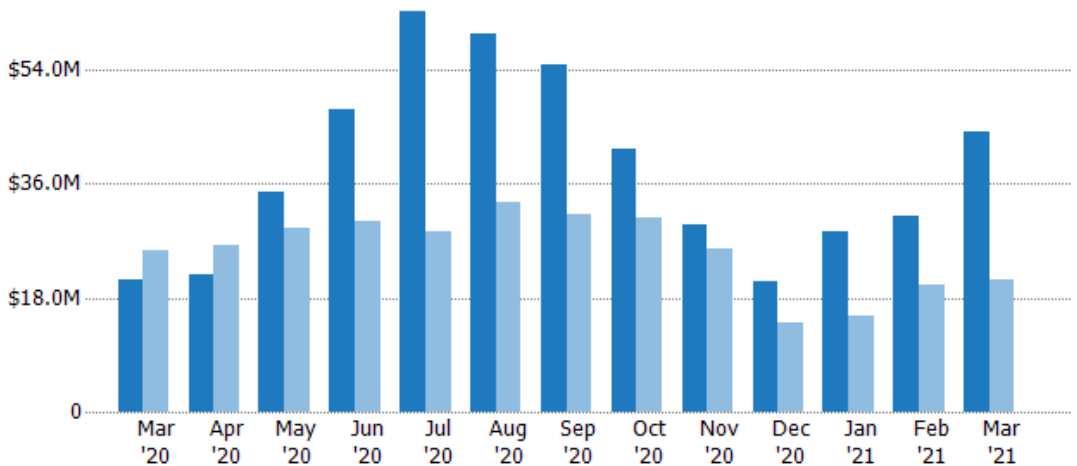
Pending Sales Volume

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

Month/Year	Volume	% Chg.
Mar '21	\$44.1M	111.4%
Mar '20	\$20.9M	-17.7%
Mar '19	\$25.4M	-31.4%



Current Year	\$20.9M	\$21.6M	\$34.7M	\$47.8M	\$63.3M	\$59.7M	\$54.7M	\$41.4M	\$29.6M	\$20.7M	\$28.4M	\$30.8M	\$44.1M
Prior Year	\$25.4M	\$26.4M	\$28.9M	\$30.2M	\$28.4M	\$33.2M	\$31.2M	\$30.8M	\$25.7M	\$14.2M	\$15.1M	\$20.1M	\$20.9M
Percent Change from Prior Year	-18%	-18%	20%	58%	123%	80%	75%	35%	15%	46%	88%	53%	111%

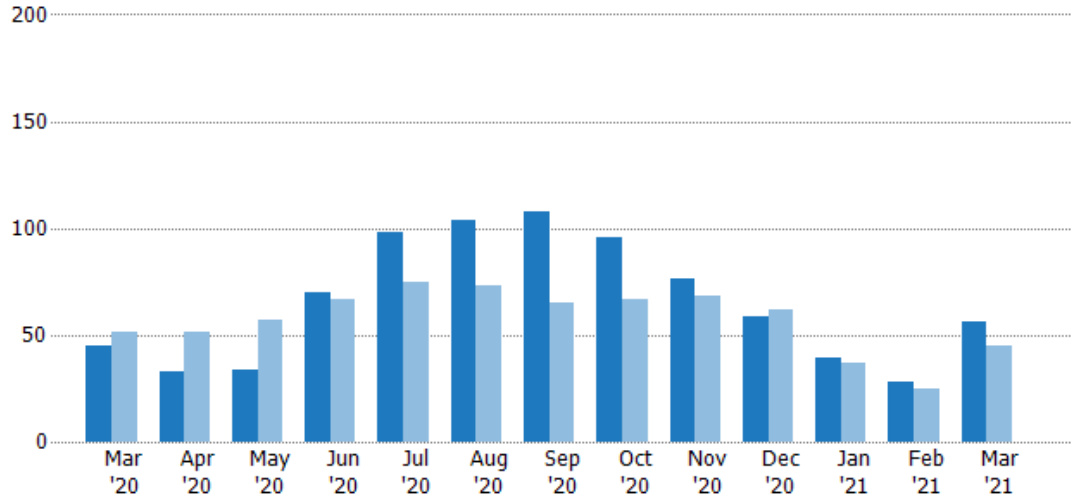
Closed Sales

The total number of residential properties sold each month.

Filters Used

State: VT
 County: Washington County, Vermont
 Property Type: Condo/Townhouse/Apt., Single Family

Month/Year	Count	% Chg.
Mar '21	56	24.4%
Mar '20	45	-11.8%
Mar '19	51	-33.3%



Current Year	45	33	34	70	98	104	108	96	76	59	39	28	56
Prior Year	51	51	57	67	75	73	65	67	68	62	37	25	45
Percent Change from Prior Year	-12%	-35%	-40%	4%	31%	42%	66%	43%	12%	-5%	5%	12%	24%

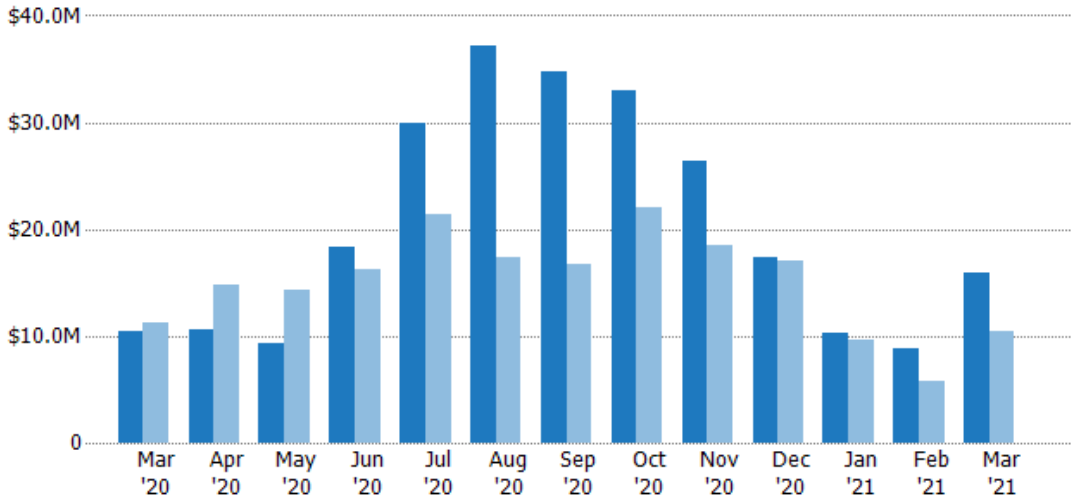
Closed Sales Volume

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

Month/Year	Volume	% Chg.
Mar '21	\$15.9M	52%
Mar '20	\$10.5M	-6.8%
Mar '19	\$11.2M	-17.7%



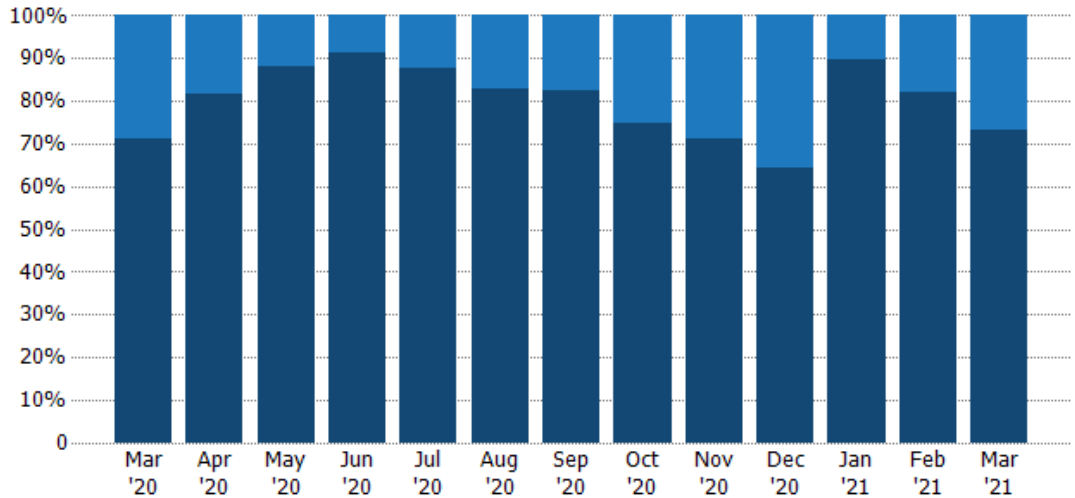
Current Year	\$10.5M	\$10.5M	\$9.28M	\$18.3M	\$29.8M	\$37.2M	\$34.7M	\$32.9M	\$26.4M	\$17.4M	\$10.2M	\$8.83M	\$15.9M
Prior Year	\$11.2M	\$14.9M	\$14.2M	\$16.3M	\$21.4M	\$17.4M	\$16.8M	\$22M	\$18.4M	\$17M	\$9.64M	\$5.79M	\$10.5M
Percent Change from Prior Year	-7%	-29%	-35%	12%	40%	114%	107%	49%	43%	2%	6%	52%	52%

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



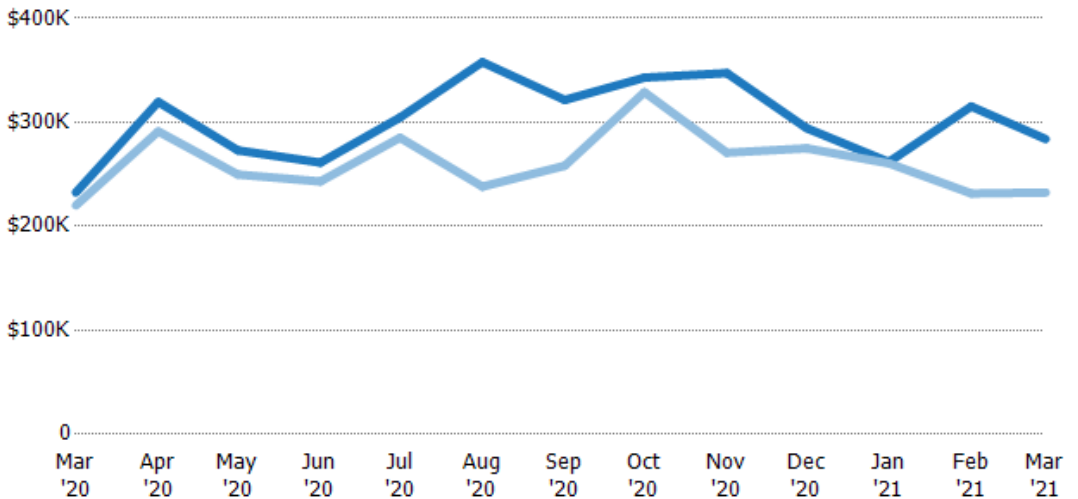
Condo/Townhouse	29%	18%	12%	9%	12%	17%	18%	25%	29%	36%	10%	18%	27%
Single Family Residence	71%	82%	88%	91%	88%	83%	82%	75%	71%	64%	90%	82%	73%

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



Current Year	\$232K	\$320K	\$273K	\$261K	\$305K	\$358K	\$321K	\$343K	\$347K	\$294K	\$262K	\$315K	\$284K
Prior Year	\$220K	\$291K	\$250K	\$243K	\$285K	\$238K	\$258K	\$329K	\$271K	\$275K	\$261K	\$232K	\$232K
Percent Change from Prior Year	6%	10%	9%	7%	7%	50%	25%	4%	28%	7%	1%	36%	22%

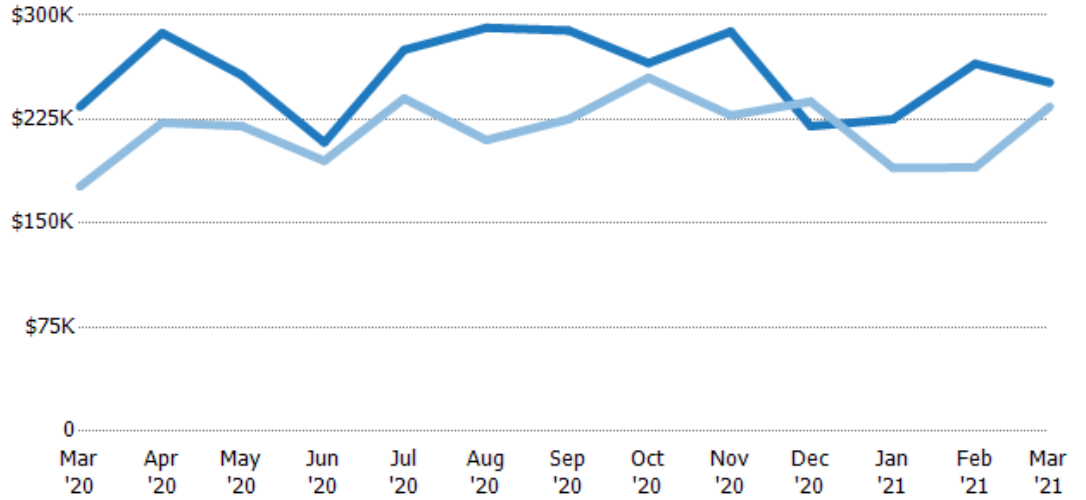
Median Sales Price

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

Month/Year	Price	% Chg.
Mar '21	\$252K	7.5%
Mar '20	\$234K	32.6%
Mar '19	\$177K	18.3%



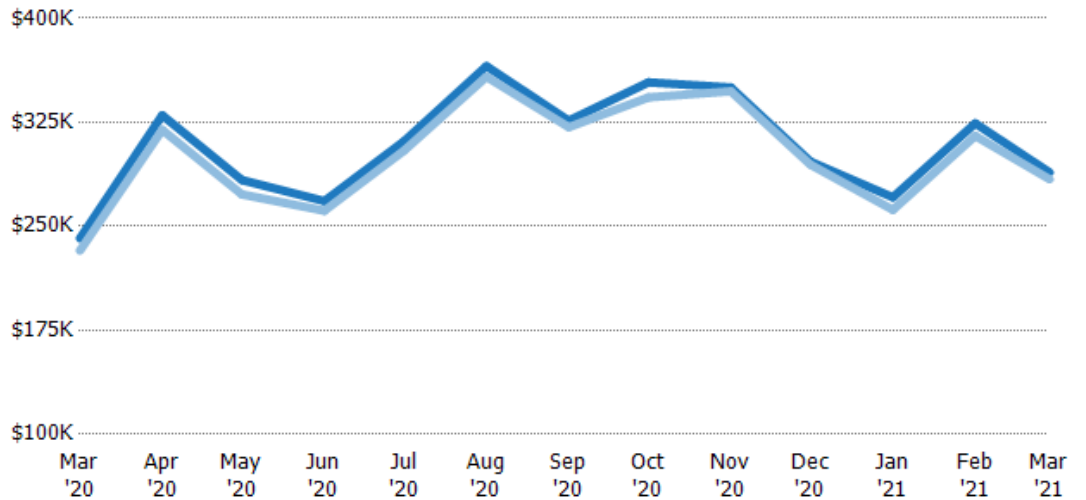
Current Year	\$234K	\$287K	\$257K	\$208K	\$275K	\$291K	\$289K	\$266K	\$288K	\$220K	\$225K	\$265K	\$252K
Prior Year	\$177K	\$223K	\$220K	\$195K	\$240K	\$210K	\$225K	\$255K	\$228K	\$238K	\$190K	\$190K	\$234K
Percent Change from Prior Year	33%	29%	17%	7%	15%	39%	28%	4%	27%	-7%	18%	39%	7%

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



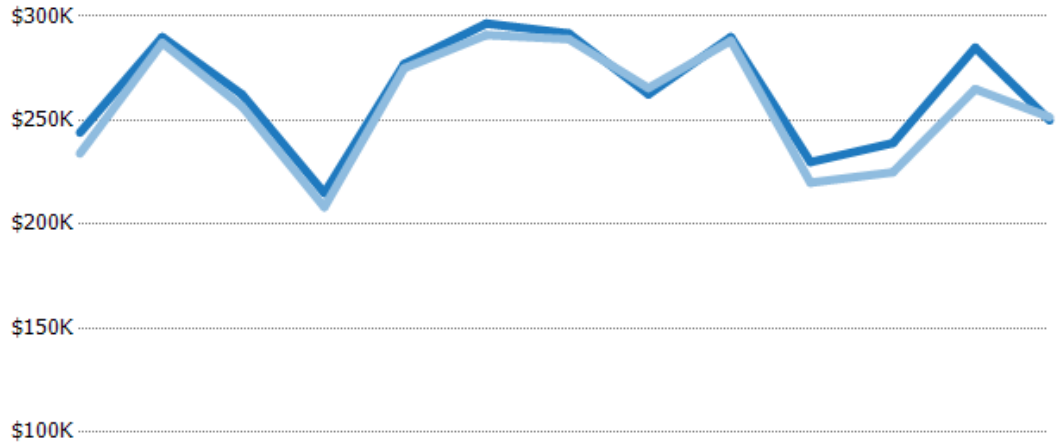
Avg List Price	\$241K	\$330K	\$283K	\$268K	\$311K	\$365K	\$326K	\$354K	\$350K	\$297K	\$271K	\$324K	\$289K
Avg Sales Price	\$232K	\$320K	\$273K	\$261K	\$305K	\$358K	\$321K	\$343K	\$347K	\$294K	\$262K	\$315K	\$284K
Avg Sales Price as a % of Avg List Price	96%	97%	96%	97%	98%	98%	99%	97%	99%	99%	97%	97%	98%

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



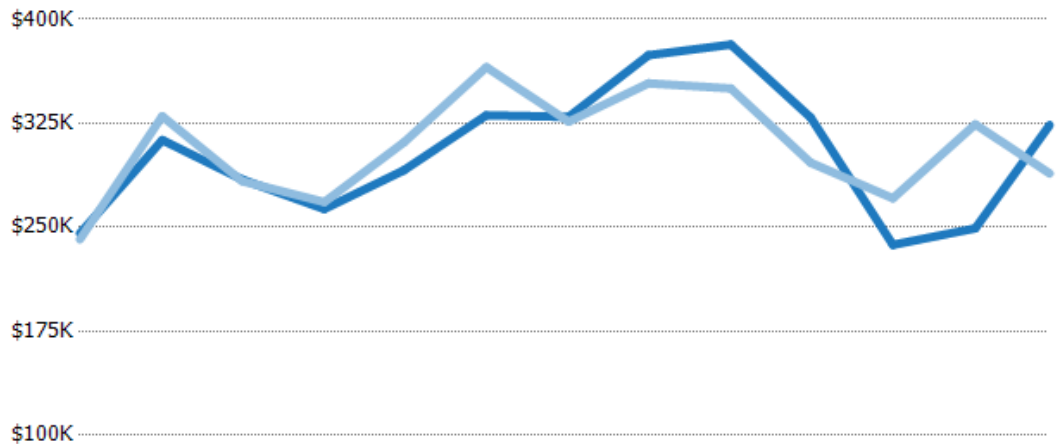
	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21
Median List Price	\$244K	\$290K	\$262K	\$215K	\$277K	\$297K	\$292K	\$262K	\$290K	\$230K	\$239K	\$285K	\$250K
Median Sales Price	\$234K	\$287K	\$257K	\$208K	\$275K	\$291K	\$289K	\$266K	\$288K	\$220K	\$225K	\$265K	\$252K
Med Sales Price as a % of Med List Price	96%	99%	98%	97%	99%	98%	99%	101%	99%	96%	94%	93%	101%

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



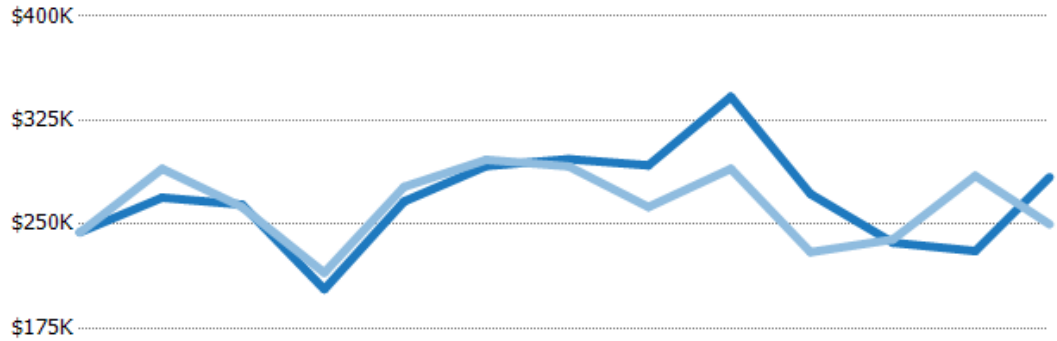
	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21
Avg Est Value	\$246K	\$313K	\$285K	\$263K	\$291K	\$331K	\$330K	\$374K	\$382K	\$329K	\$237K	\$249K	\$324K
Avg Sales Price	\$241K	\$330K	\$283K	\$268K	\$311K	\$365K	\$326K	\$354K	\$350K	\$297K	\$271K	\$324K	\$289K
Avg Sales Price as a % of Avg Est Value	98%	105%	100%	102%	107%	110%	99%	95%	92%	90%	114%	130%	89%

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



	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	\$244K	\$269K	\$264K	\$203K	\$266K	\$292K	\$297K	\$293K	\$342K	\$272K	\$237K	\$231K	\$284K
Median Sales Price	\$244K	\$290K	\$262K	\$215K	\$277K	\$297K	\$292K	\$262K	\$290K	\$230K	\$239K	\$285K	\$250K
Med Sales Price as a % of Med Est Value	100%	108%	99%	106%	104%	102%	98%	90%	85%	85%	101%	124%	88%