

Summary of Key Listing and Sales Metrics

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

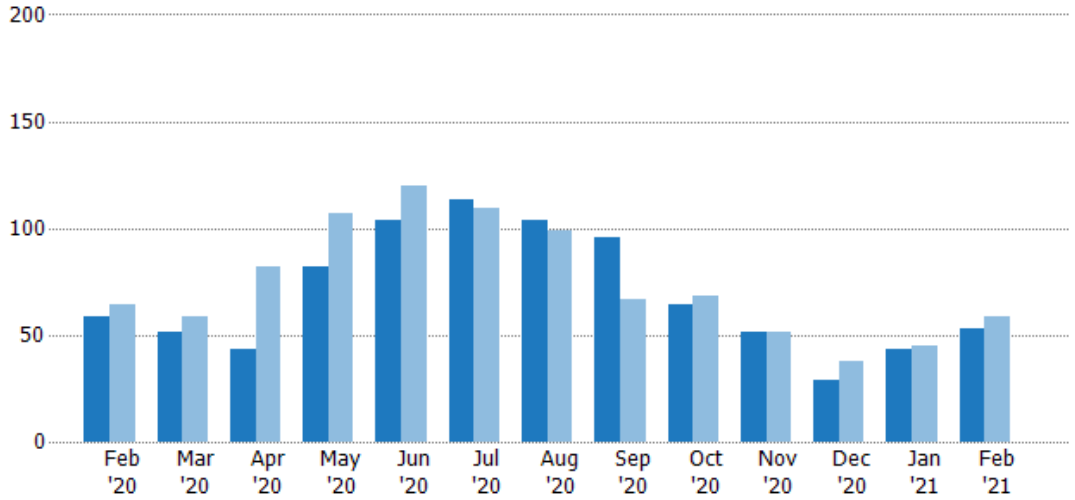
Key Metrics	Feb 2021	Feb 2020	+ / -	YTD 2021	YTD 2020	+ / -
Listing Activity Charts Metrics						
New Listing Count	53	59	-10.2%	96	104	-7.7%
New Listing Volume	\$20,280,400	\$18,299,100	+10.8%	\$35,662,400	\$30,451,450	+17.1%
Active Listing Count	120	297	-59.6%	N/A	N/A	
Active Listing Volume	\$55,646,700	\$105,430,344	-47.2%	N/A	N/A	
Average Listing Price	\$463,723	\$354,984	+30.6%	\$448,605	\$353,939	+26.7%
Median Listing Price	\$307,200	\$274,500	+11.9%	\$283,056	\$269,807	+4.9%
Median Days in RPR	96.5	148	-34.8%	107.85	150.39	-28.3%
Months of Inventory	3.1	8	-61.7%	3.9	14.3	-72.6%
Absorption Rate	32.5%	12.46%	+20%	25.51%	6.98%	+18.5%
Sales Activity Charts Metrics						
New Pending Sales Count	44	52	-15.4%	105	96	+9.4%
New Pending Sales Volume	\$13,302,900	\$16,948,900	-21.5%	\$34,243,100	\$28,976,400	+18.2%
Pending Sales Count	91	72	+26.4%	N/A	N/A	
Pending Sales Volume	\$30,837,700	\$20,092,700	+53.5%	N/A	N/A	
Closed Sales Count	28	25	+12%	67	62	+8.1%
Closed Sales Volume	\$8,825,500	\$5,788,756	+52.5%	\$19,037,800	\$15,428,006	+23.4%
Average Sales Price	\$315,196	\$231,550	+36.1%	\$284,146	\$248,839	+14.2%
Median Sales Price	\$265,000	\$190,200	+39.3%	\$241,716	\$190,081	+27.2%

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.
Feb '21	53	-10.2%
Feb '20	59	-7.8%
Feb '19	64	-18.8%

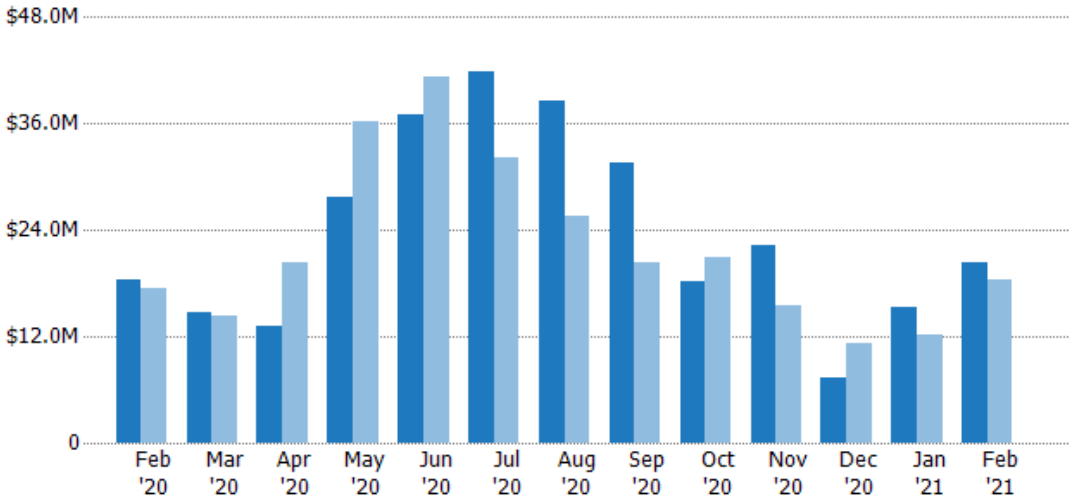
	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21
Current Year	59	51	43	82	104	113	104	96	64	51	29	43	53
Prior Year	64	59	82	107	120	109	99	67	68	51	38	45	59
Percent Change from Prior Year	-8%	-14%	-48%	-23%	-13%	4%	5%	43%	-6%	0%	-24%	-4%	-10%

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.
Feb '21	\$20.3M	10.8%
Feb '20	\$18.3M	5.4%
Feb '19	\$17.4M	-32.1%

	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	\$18.3M	\$14.8M	\$13.2M	\$27.7M	\$36.9M	\$41.8M	\$38.5M	\$31.5M	\$18.2M	\$22.3M	\$7.37M	\$15.4M	\$20.3M
Prior Year	\$17.4M	\$14.4M	\$20.3M	\$36.3M	\$41.3M	\$32.2M	\$25.6M	\$20.4M	\$20.9M	\$15.4M	\$11.2M	\$12.2M	\$18.3M
Percent Change from Prior Year	5%	3%	-35%	-24%	-11%	30%	51%	55%	-12%	45%	-34%	27%	11%

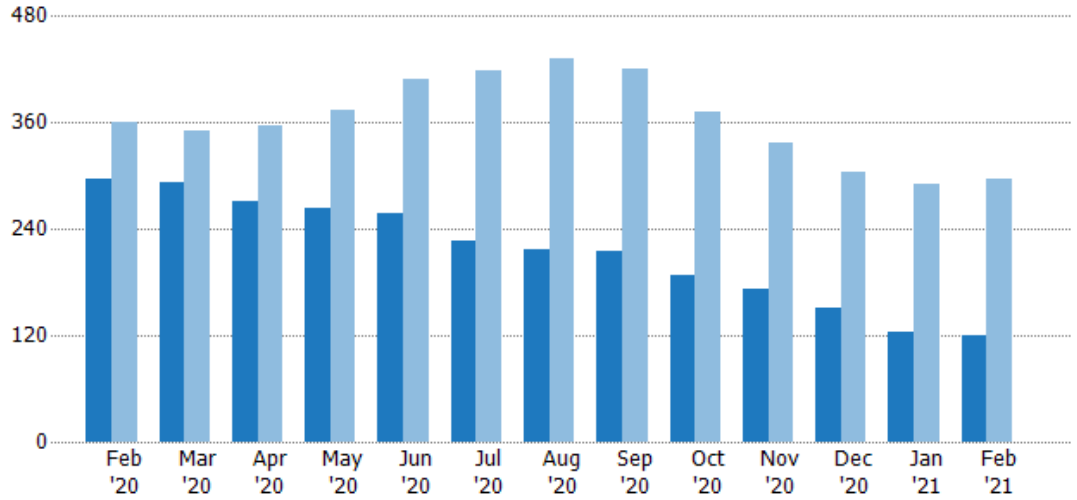
Active Listings

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.
Feb '21	120	-59.6%
Feb '20	297	-17.7%
Feb '19	361	-1.4%



Current Year	297	292	272	263	257	227	216	215	187	173	150	123	120
Prior Year	361	351	356	373	409	418	432	420	372	338	304	290	297
Percent Change from Prior Year	-18%	-17%	-24%	-29%	-37%	-46%	-50%	-49%	-50%	-49%	-51%	-58%	-60%

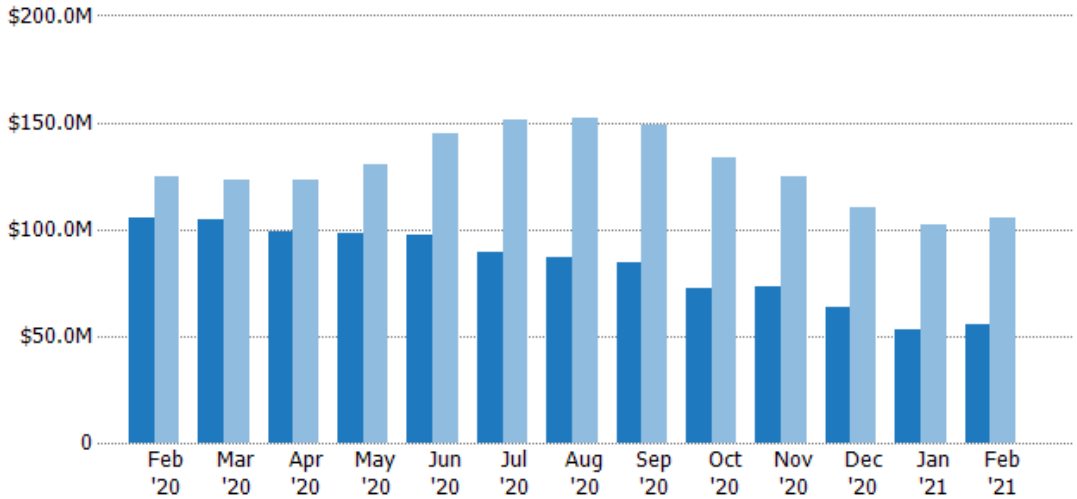
Active Listing Volume

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.
Feb '21	\$55.6M	-47.2%
Feb '20	\$105M	-15.6%
Feb '19	\$125M	-3.5%



Current Year	\$105M	\$104M	\$98.9M	\$98.1M	\$97.3M	\$89M	\$86.5M	\$84.3M	\$72.5M	\$72.8M	\$63.3M	\$53.4M	\$55.6M
Prior Year	\$125M	\$123M	\$123M	\$130M	\$145M	\$151M	\$152M	\$149M	\$133M	\$125M	\$111M	\$102M	\$105M
Percent Change from Prior Year	-16%	-15%	-19%	-25%	-33%	-41%	-43%	-43%	-46%	-41%	-43%	-48%	-47%

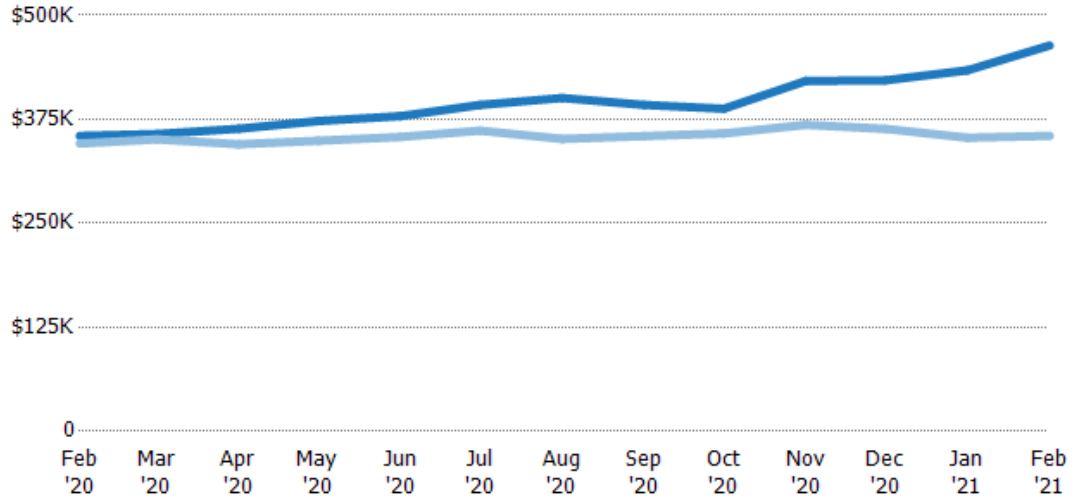
Average Listing Price

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

Month/ Year	Price	% Chg.
Feb '21	\$464K	30.6%
Feb '20	\$355K	2.6%
Feb '19	\$346K	-2.1%



Current Year	\$355K	\$357K	\$364K	\$373K	\$379K	\$392K	\$401K	\$392K	\$388K	\$421K	\$422K	\$434K	\$464K
Prior Year	\$346K	\$351K	\$345K	\$349K	\$354K	\$361K	\$351K	\$355K	\$358K	\$368K	\$363K	\$353K	\$355K
Percent Change from Prior Year	3%	2%	5%	7%	7%	9%	14%	11%	8%	14%	16%	23%	31%

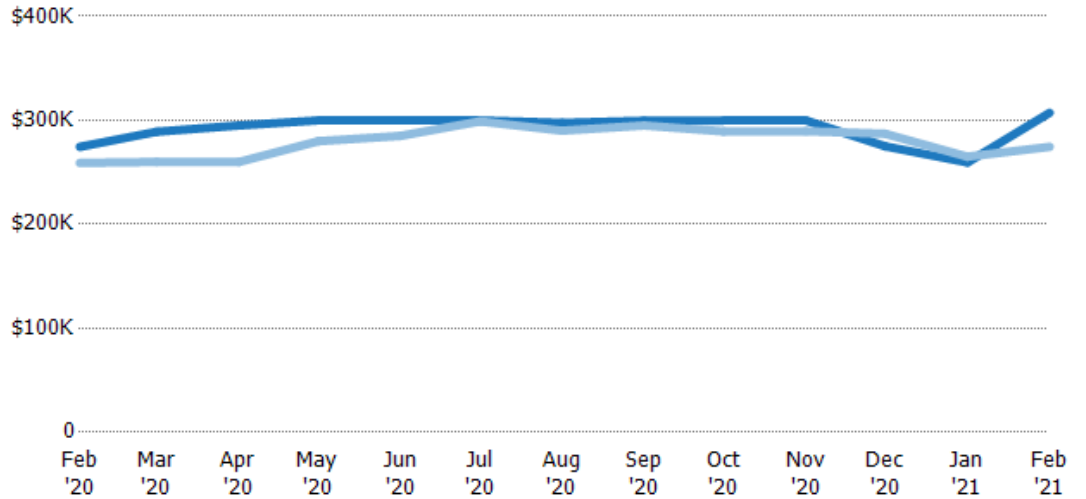
Median Listing Price

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

Month/ Year	Price	% Chg.
Feb '21	\$307K	11.9%
Feb '20	\$275K	6%
Feb '19	\$259K	-3.5%



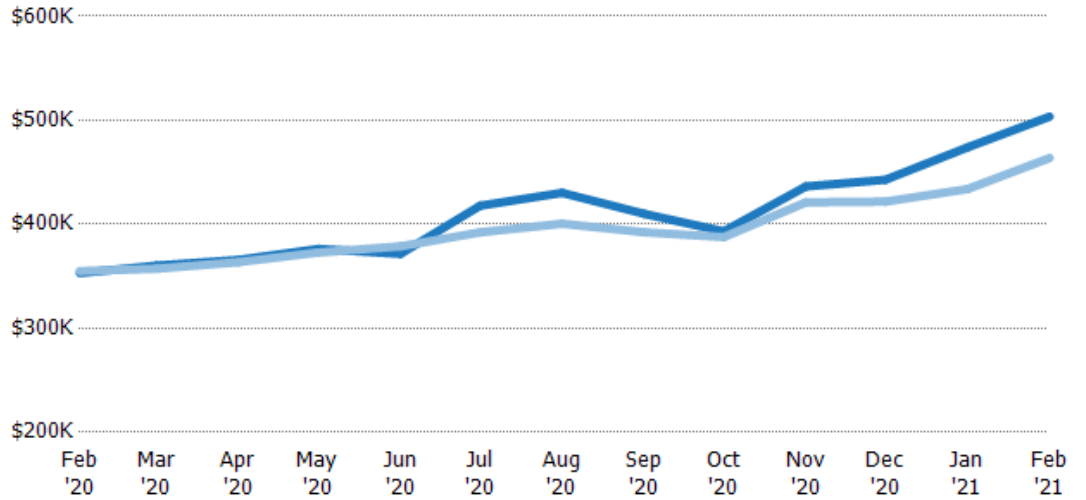
Current Year	\$275K	\$289K	\$295K	\$300K	\$300K	\$300K	\$297K	\$300K	\$300K	\$300K	\$275K	\$260K	\$307K
Prior Year	\$259K	\$260K	\$260K	\$280K	\$285K	\$299K	\$290K	\$295K	\$289K	\$290K	\$287K	\$265K	\$275K
Percent Change from Prior Year	6%	11%	14%	7%	5%	0%	3%	2%	4%	4%	-4%	-2%	12%

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



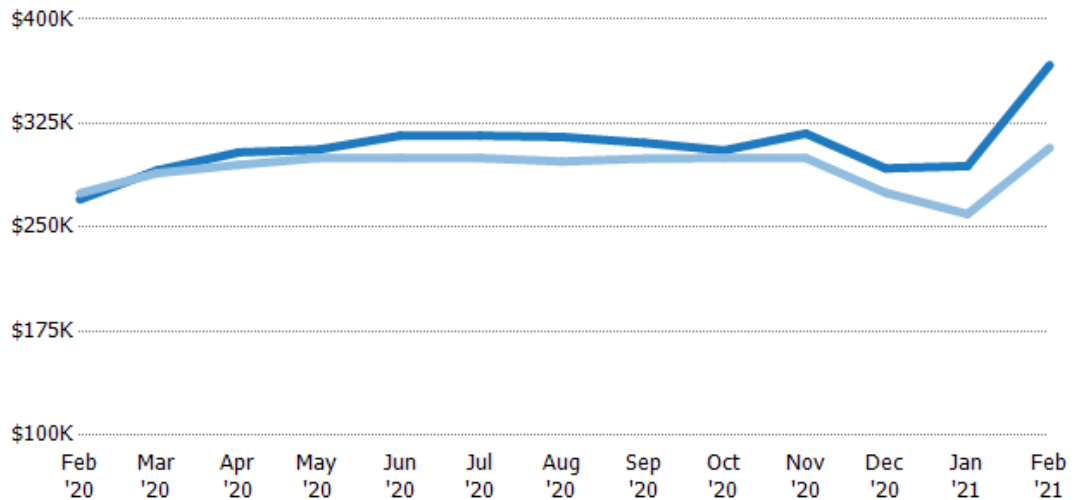
Avg Est Value	\$353K	\$360K	\$366K	\$376K	\$372K	\$418K	\$430K	\$410K	\$393K	\$436K	\$443K	\$474K	\$503K
Avg Listing Price	\$355K	\$357K	\$364K	\$373K	\$379K	\$392K	\$401K	\$392K	\$388K	\$421K	\$422K	\$434K	\$464K
Avg Listing Price as a % of Avg Est Value	101%	99%	99%	99%	102%	94%	93%	96%	99%	96%	95%	92%	92%

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



Median Est Value	\$270K	\$291K	\$304K	\$306K	\$316K	\$316K	\$315K	\$311K	\$305K	\$318K	\$292K	\$294K	\$367K
Median Listing Price	\$275K	\$289K	\$295K	\$300K	\$300K	\$300K	\$297K	\$300K	\$300K	\$300K	\$275K	\$260K	\$307K
Med Listing Price as a % of Med Est Value	102%	99%	97%	98%	95%	95%	94%	96%	98%	94%	94%	88%	84%

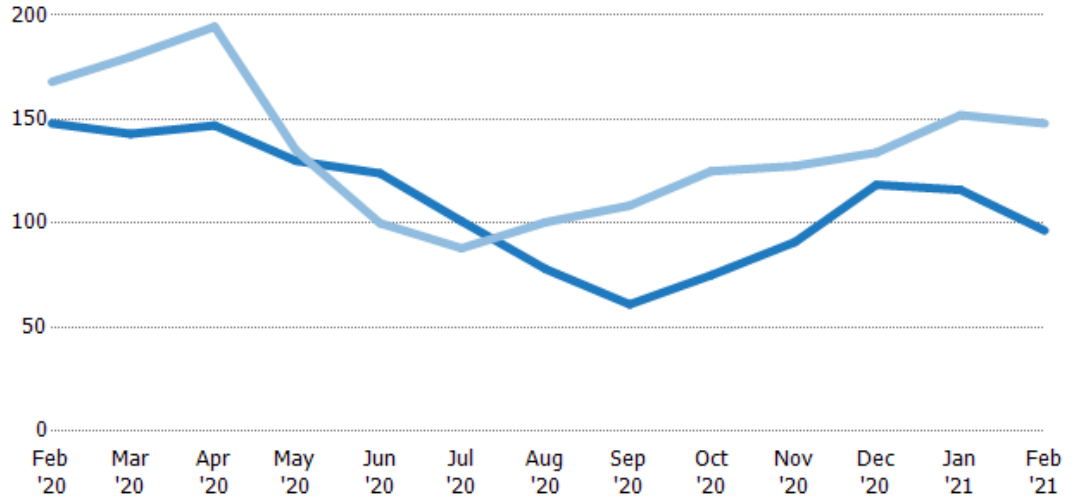
Median Days in RPR

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.
Feb '21	96.5	-34.8%
Feb '20	148	-11.9%
Feb '19	168	2.7%



	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	148	143	147	130	124	101	78	61	75	91	119	116	96.5
Prior Year	168	180	195	135	100	88	101	109	125	128	134	152	148
Percent Change from Prior Year	-12%	-21%	-24%	-4%	24%	15%	-22%	-44%	-40%	-29%	-12%	-24%	-35%

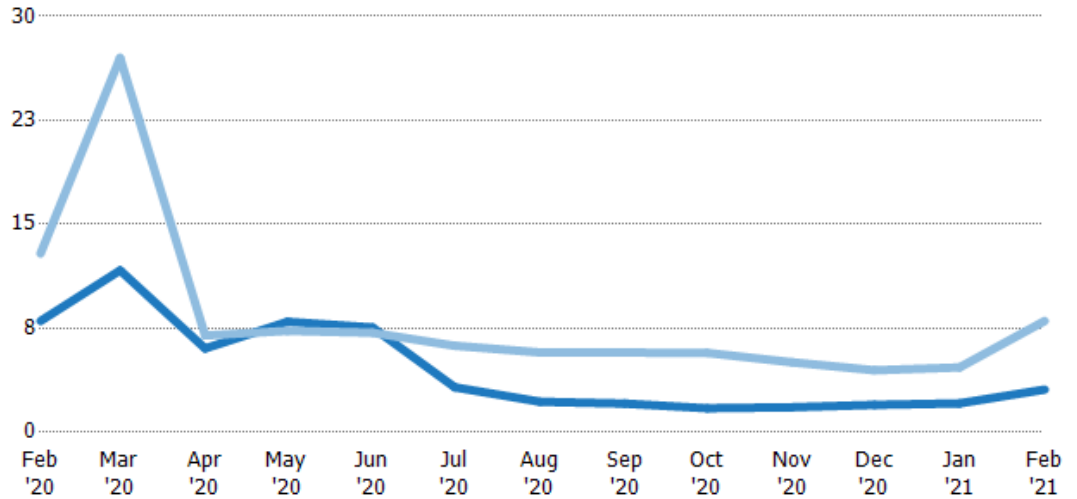
Months of Inventory

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.
Feb '21	3.08	-61.7%
Feb '20	8.03	-37.7%
Feb '19	12.9	2.3%



	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	8.03	11.7	6.04	7.97	7.56	3.24	2.2	2.07	1.73	1.8	1.97	2.08	3.08
Prior Year	12.9	27	6.98	7.31	7.18	6.24	5.76	5.75	5.72	5.04	4.47	4.68	8.03
Percent Change from Prior Year	-38%	-57%	-13%	9%	5%	-48%	-62%	-64%	-70%	-64%	-56%	-55%	-62%

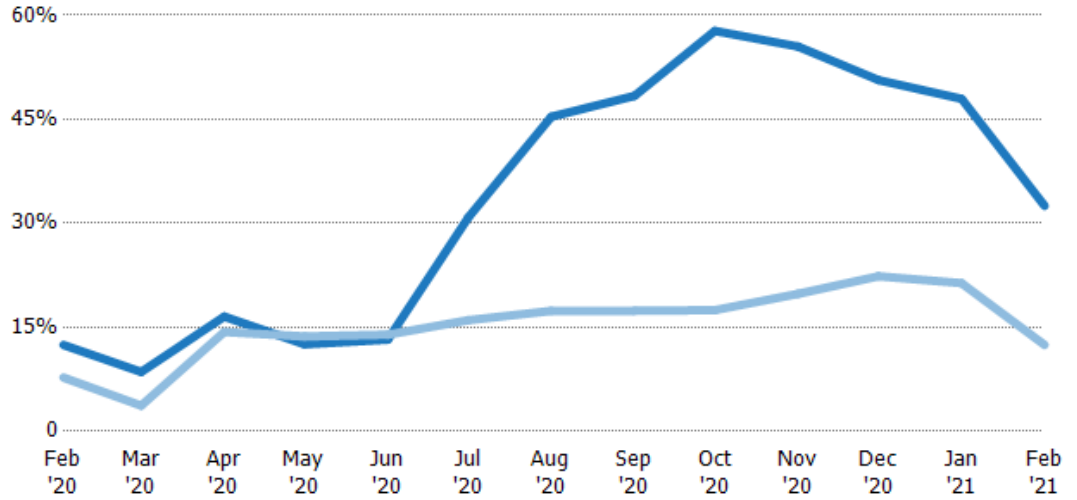
Absorption Rate

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.
Feb '21	33%	-20.1%
Feb '20	12%	-4.7%
Feb '19	8%	-2.2%



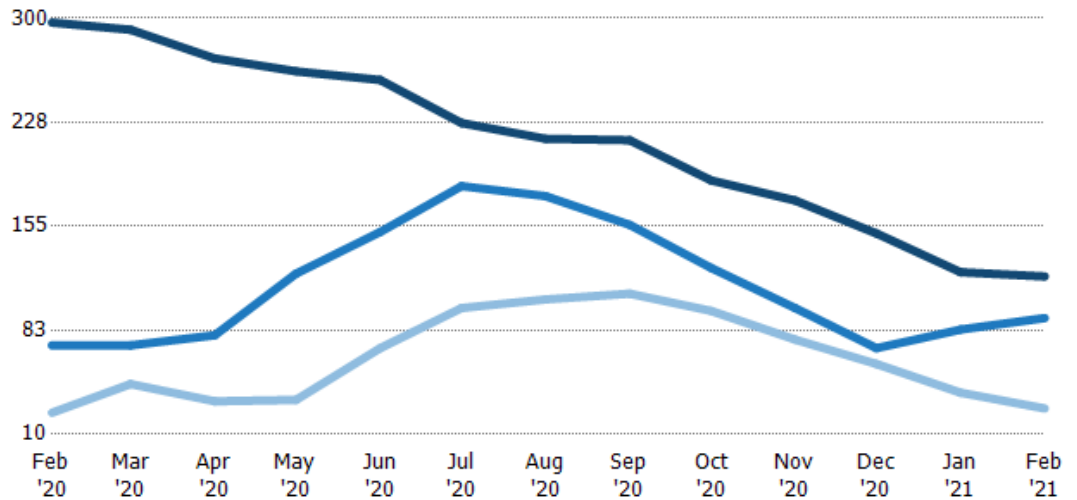
	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21
Current Year	12%	9%	17%	13%	13%	31%	45%	48%	58%	55%	51%	48%	33%
Prior Year	8%	4%	14%	14%	14%	16%	17%	17%	17%	20%	22%	21%	12%
Change from Prior Year	-5%	-5%	-2%	1%	1%	-15%	-28%	-31%	-40%	-36%	-28%	-27%	-20%

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



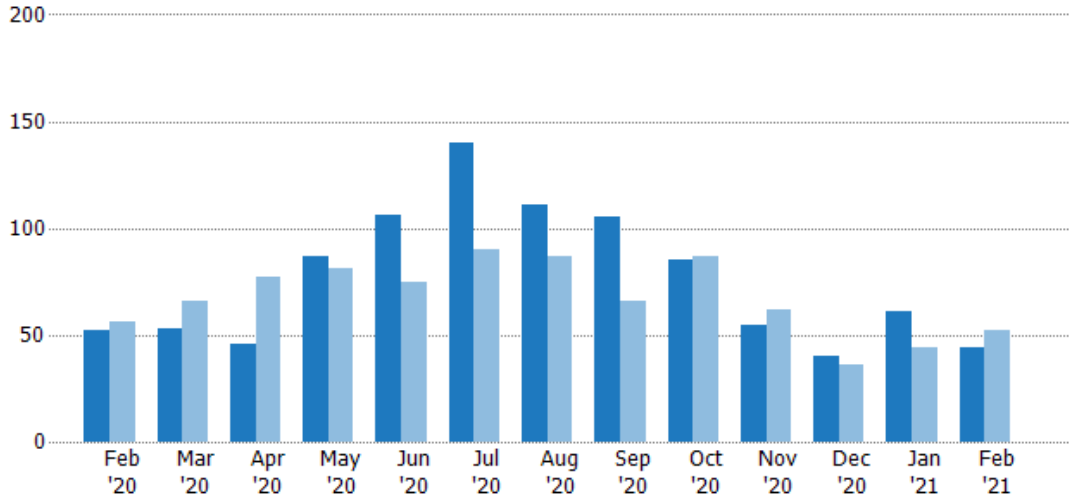
	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21
Active	297	292	272	263	257	227	216	215	187	173	150	123	120
Pending	72	72	79	122	151	183	176	156	126	98	70	83	91
Sold	25	45	33	34	70	98	104	108	96	76	59	39	28

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.
Feb '21	44	-15.4%
Feb '20	52	-7.1%
Feb '19	56	-32.1%

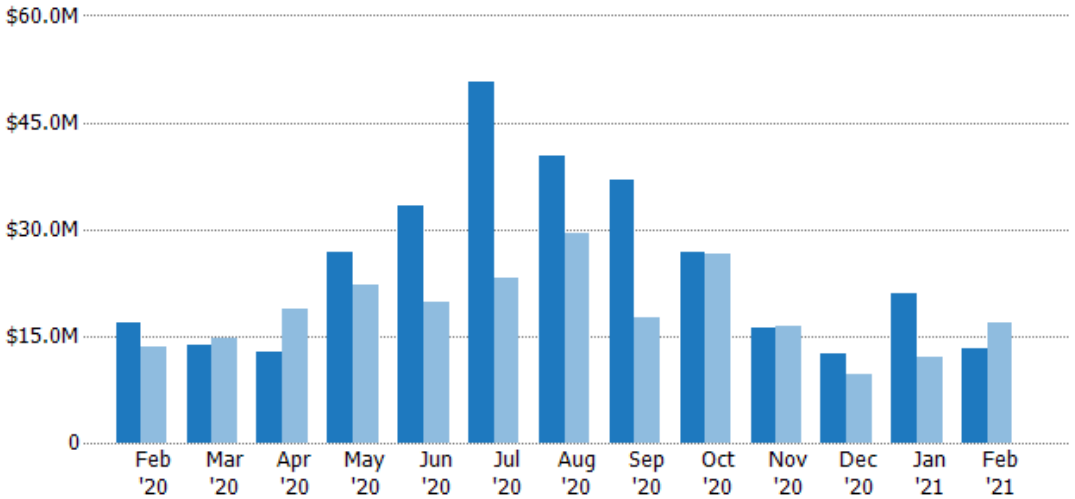
	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21
Current Year	52	53	46	87	106	140	111	105	85	55	40	61	44
Prior Year	56	66	77	81	75	90	87	66	87	62	36	44	52
Percent Change from Prior Year	-7%	-20%	-40%	7%	41%	56%	28%	59%	-2%	-11%	11%	39%	-15%

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.
Feb '21	\$13.3M	-21.5%
Feb '20	\$16.9M	25.5%
Feb '19	\$13.5M	-33.6%

	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	\$16.9M	\$13.6M	\$12.9M	\$26.7M	\$33.3M	\$50.6M	\$40.4M	\$36.8M	\$26.7M	\$16.1M	\$12.5M	\$20.9M	\$13.3M
Prior Year	\$13.5M	\$14.8M	\$18.8M	\$22.1M	\$19.9M	\$23.3M	\$29.3M	\$17.6M	\$26.6M	\$16.3M	\$9.55M	\$12M	\$16.9M
Percent Change from Prior Year	25%	-8%	-32%	21%	68%	117%	38%	110%	1%	-1%	31%	74%	-22%

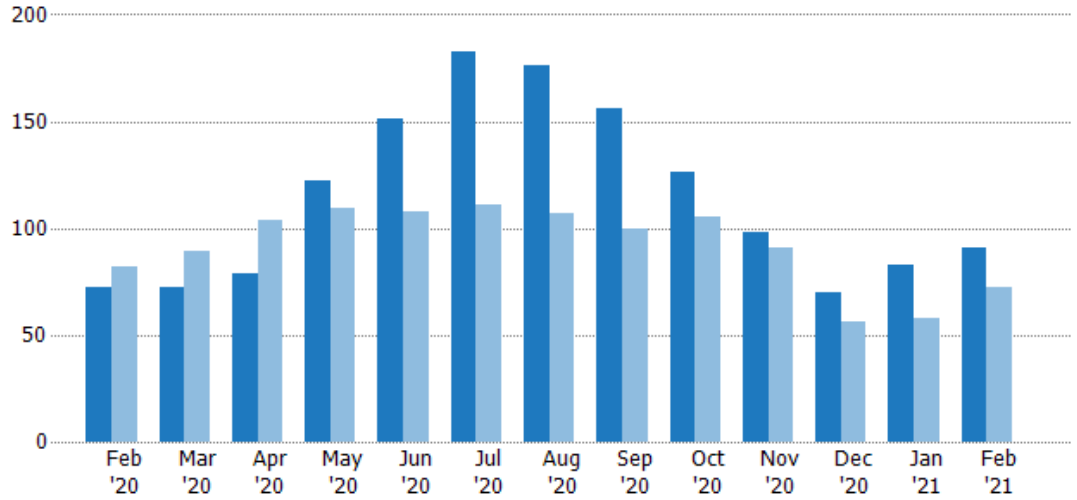
Pending Sales

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.
Feb '21	91	26.4%
Feb '20	72	-12.2%
Feb '19	82	-25.6%



Current Year	72	72	79	122	151	183	176	156	126	98	70	83	91
Prior Year	82	89	104	109	108	111	107	100	105	91	56	58	72
Percent Change from Prior Year	-12%	-19%	-24%	12%	40%	65%	64%	56%	20%	8%	25%	43%	26%

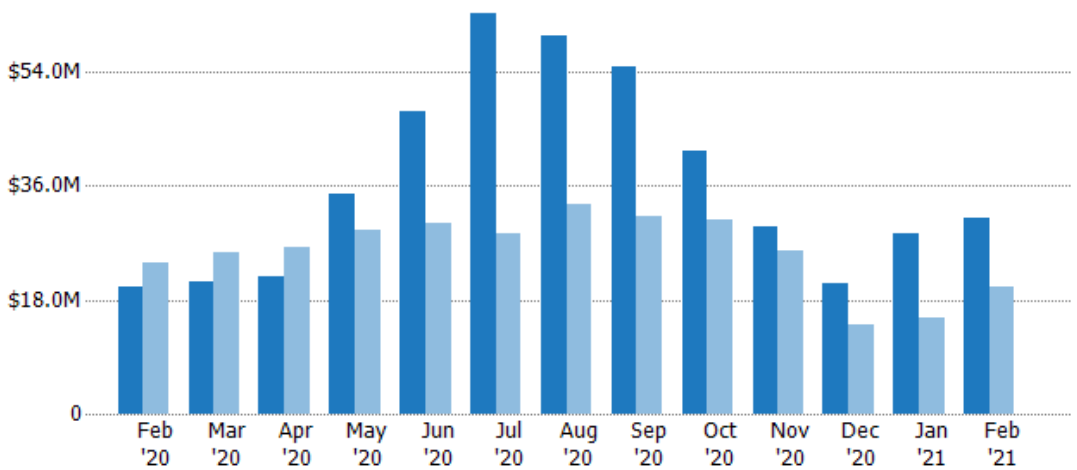
Pending Sales Volume

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.
Feb '21	\$30.8M	53.5%
Feb '20	\$20.1M	-15.9%
Feb '19	\$23.9M	-26.8%



Current Year	\$20.1M	\$20.9M	\$21.6M	\$34.7M	\$47.8M	\$63.3M	\$59.7M	\$54.7M	\$41.4M	\$29.6M	\$20.7M	\$28.4M	\$30.8M
Prior Year	\$23.9M	\$25.4M	\$26.4M	\$28.9M	\$30.2M	\$28.4M	\$33.2M	\$31.2M	\$30.8M	\$25.7M	\$14.2M	\$15.1M	\$20.1M
Percent Change from Prior Year	-16%	-18%	-18%	20%	58%	123%	80%	75%	35%	15%	46%	88%	53%

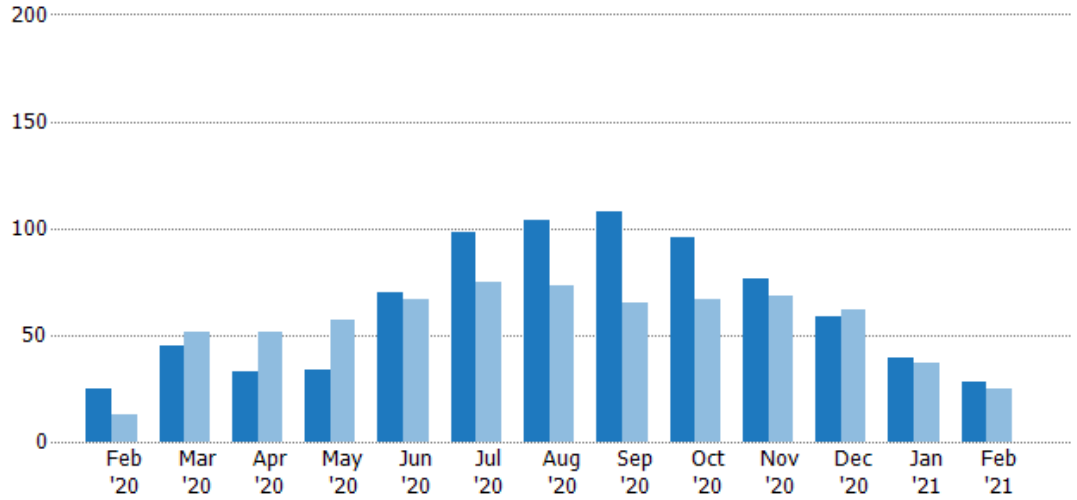
Closed Sales

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.
Feb '21	28	12%
Feb '20	25	92.3%
Feb '19	13	92.3%



Current Year	25	45	33	34	70	98	104	108	96	76	59	39	28
Prior Year	13	51	51	57	67	75	73	65	67	68	62	37	25
Percent Change from Prior Year	92%	-12%	-35%	-40%	4%	31%	42%	66%	43%	12%	-5%	5%	12%

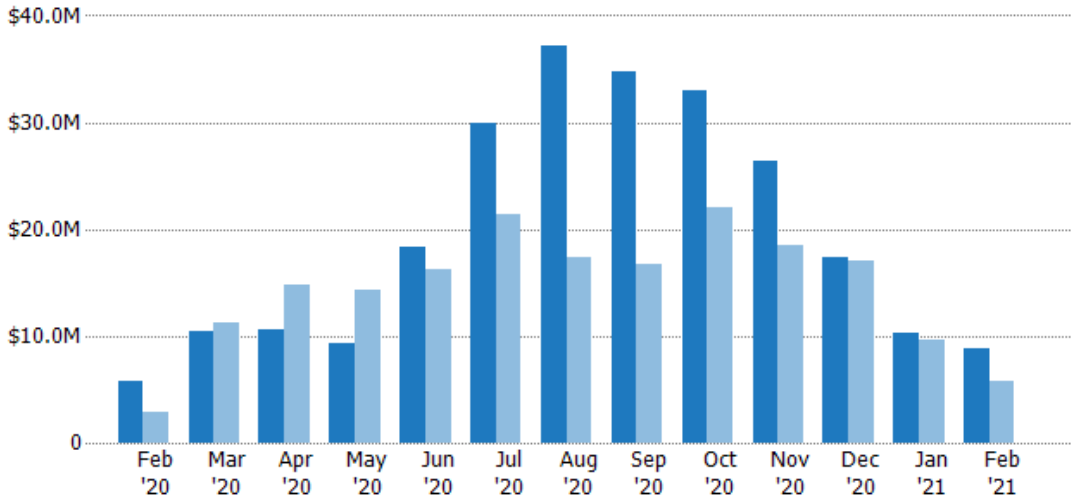
Closed Sales Volume

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.
Feb '21	\$8.83M	52.5%
Feb '20	\$5.79M	96.6%
Feb '19	\$2.94M	59.4%



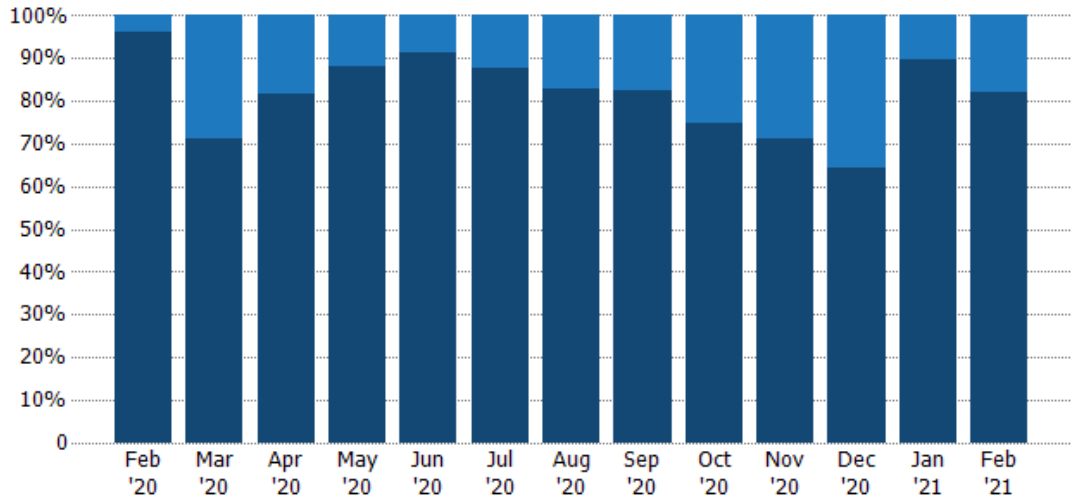
Current Year	\$5.79M	\$10.5M	\$10.5M	\$9.28M	\$18.3M	\$29.8M	\$37.2M	\$34.7M	\$32.9M	\$26.4M	\$17.4M	\$10.2M	\$8.83M
Prior Year	\$2.94M	\$11.2M	\$14.9M	\$14.2M	\$16.3M	\$21.4M	\$17.4M	\$16.8M	\$22M	\$18.4M	\$17M	\$9.64M	\$5.79M
Percent Change from Prior Year	97%	-7%	-29%	-35%	12%	40%	114%	107%	49%	43%	2%	6%	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



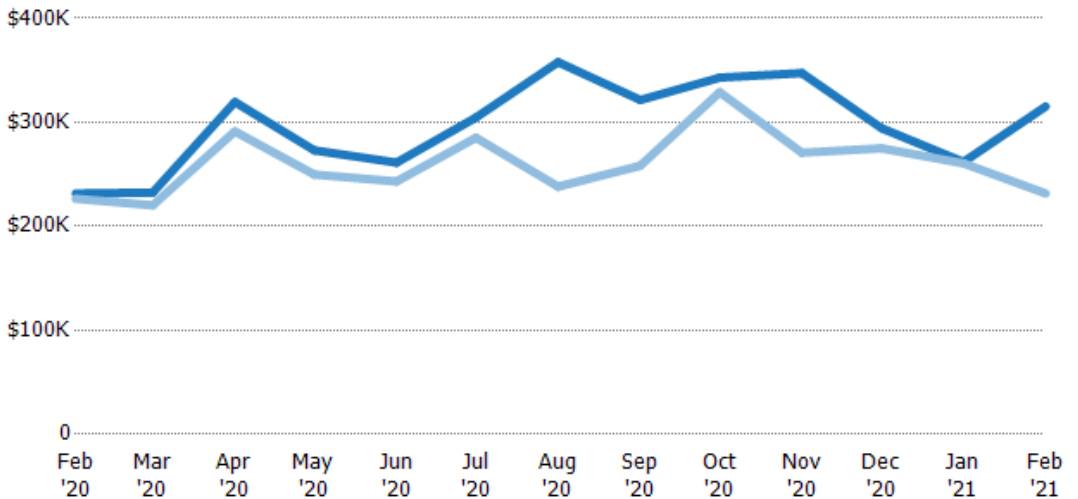
Condo/Townhouse	4%	29%	18%	12%	9%	12%	17%	18%	25%	29%	36%	10%	18%
Single Family Residence	96%	71%	82%	88%	91%	88%	83%	82%	75%	71%	64%	90%	82%

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	\$232K	\$320K	\$273K	\$261K	\$305K	\$358K	\$321K	\$343K	\$347K	\$294K	\$262K	\$315K
Prior Year	\$226K	\$220K	\$291K	\$250K	\$243K	\$285K	\$238K	\$258K	\$329K	\$271K	\$275K	\$261K	\$232K
Percent Change from Prior Year	2%	6%	10%	9%	7%	7%	50%	25%	4%	28%	7%	1%	36%

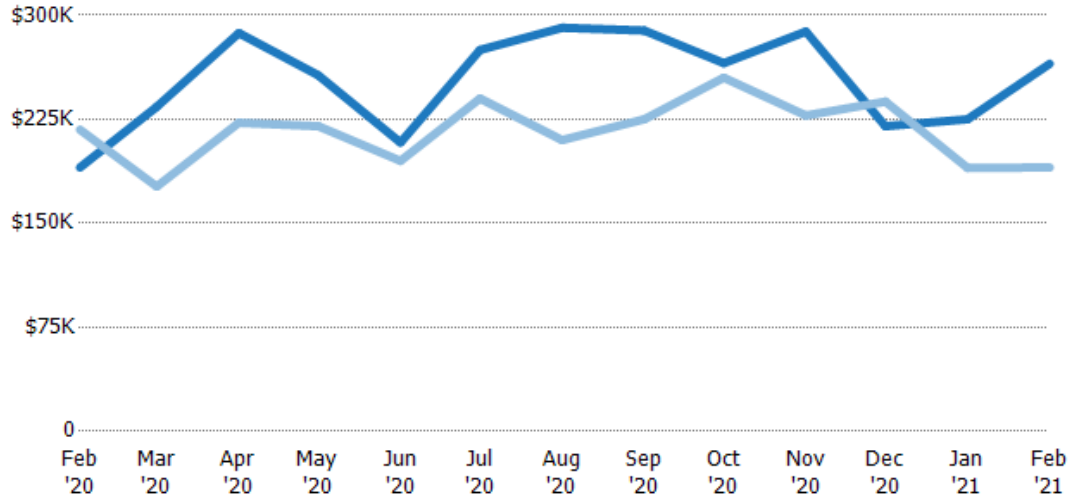
Median Sales Price

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.
Feb '21	\$265K	39.3%
Feb '20	\$190K	-12.6%
Feb '19	\$218K	-17.2%



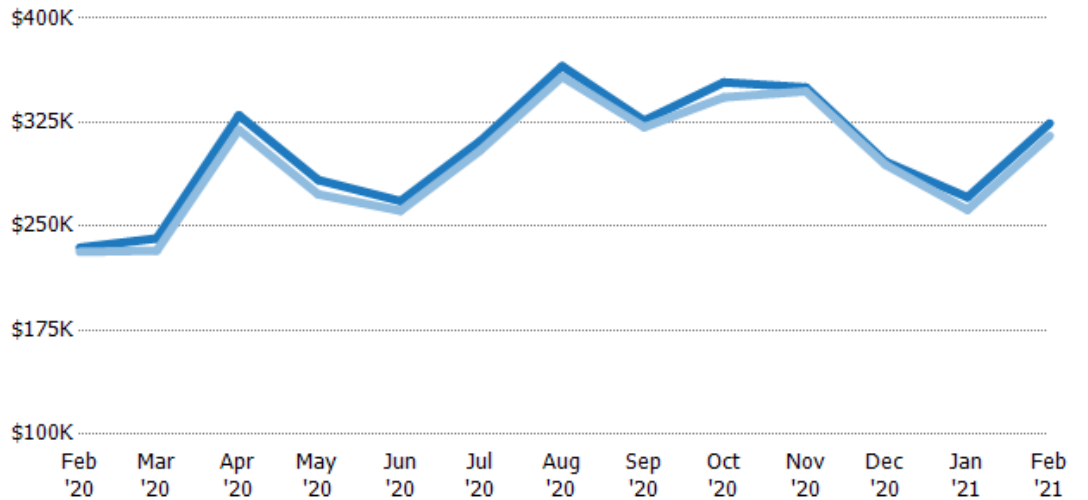
Current Year	\$190K	\$234K	\$287K	\$257K	\$208K	\$275K	\$291K	\$289K	\$266K	\$288K	\$220K	\$225K	\$265K
Prior Year	\$218K	\$177K	\$223K	\$220K	\$195K	\$240K	\$210K	\$225K	\$255K	\$228K	\$238K	\$190K	\$190K
Percent Change from Prior Year	-13%	33%	29%	17%	7%	15%	39%	28%	4%	27%	-7%	18%	39%

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



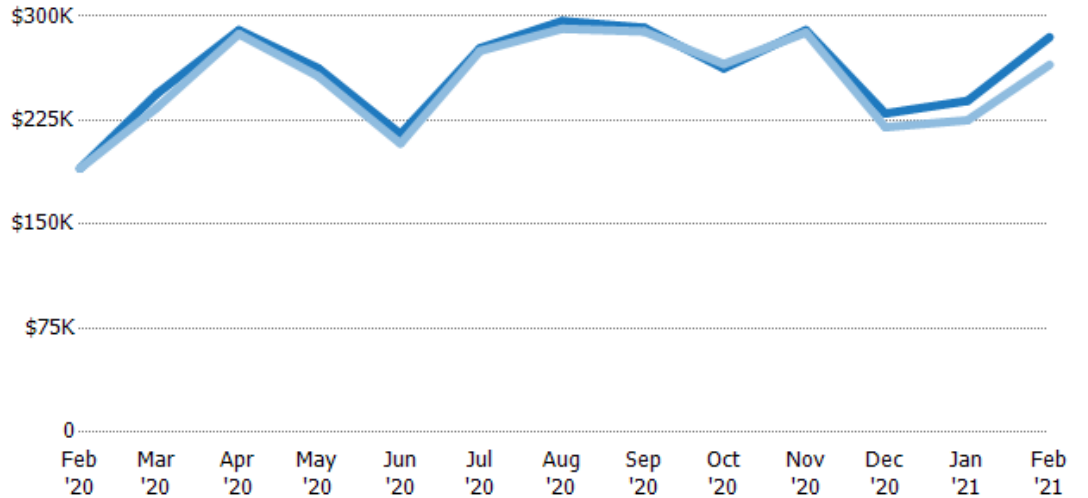
Avg List Price	\$235K	\$241K	\$330K	\$283K	\$268K	\$311K	\$365K	\$326K	\$354K	\$350K	\$297K	\$271K	\$324K
Avg Sales Price	\$232K	\$232K	\$320K	\$273K	\$261K	\$305K	\$358K	\$321K	\$343K	\$347K	\$294K	\$262K	\$315K
Avg Sales Price as a % of Avg List Price	99%	96%	97%	96%	97%	98%	98%	99%	97%	99%	99%	97%	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: Washington County, Vermont
 Property Type: Condo/Townhouse/Apt., Single Family

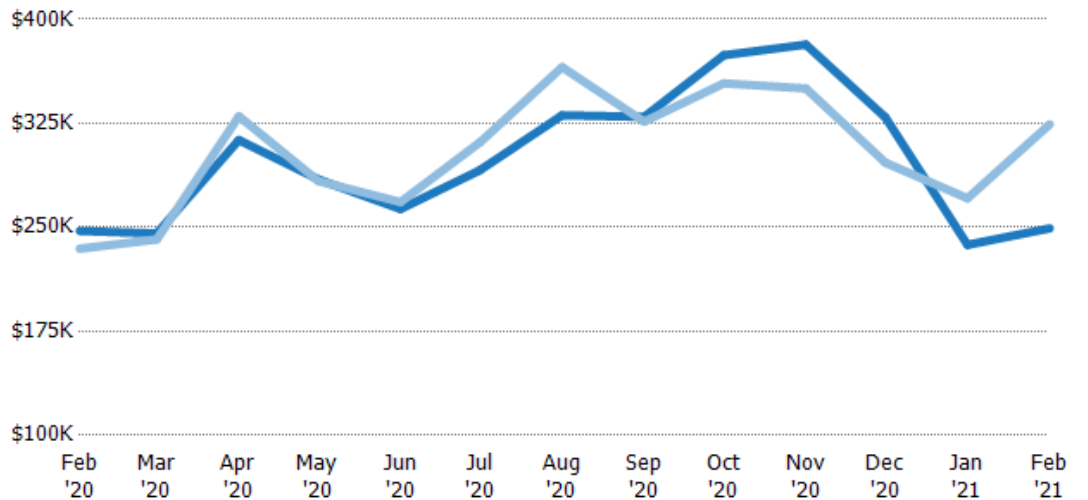


Average Sales Price vs Average Est Value

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

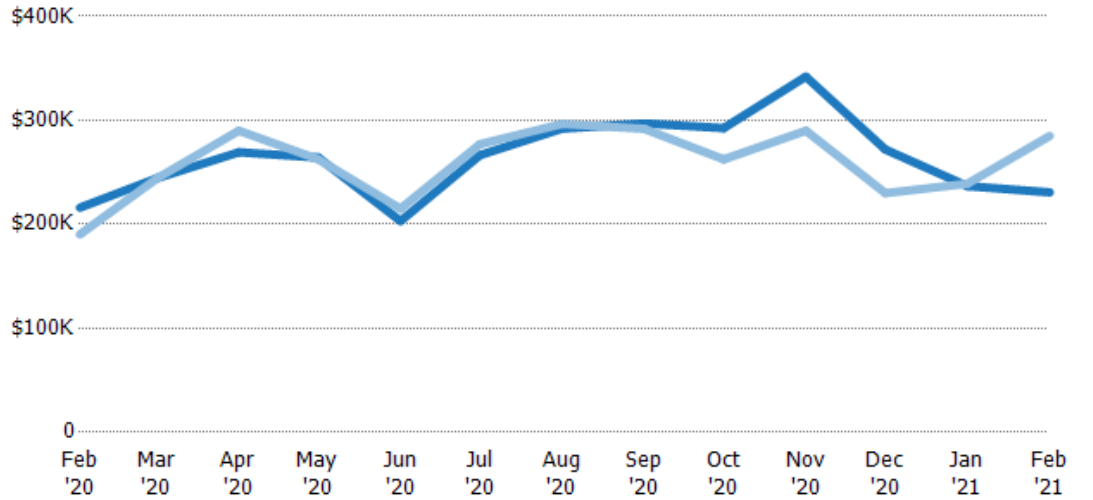


Median Sales Price vs Median Est Value

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



	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	\$216K	\$244K	\$269K	\$264K	\$203K	\$266K	\$292K	\$297K	\$293K	\$342K	\$272K	\$237K	\$231K
Median Sales Price	\$190K	\$244K	\$290K	\$262K	\$215K	\$277K	\$297K	\$292K	\$262K	\$290K	\$230K	\$239K	\$285K
Med Sales Price as a % of Med Est Value	88%	100%	108%	99%	106%	104%	102%	98%	90%	85%	85%	101%	124%