

## 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	96	29	+231%	239	153	+56.2%
New Listing Volume	\$38,109,295	\$11,569,600	+229.4%	\$102,672,344	\$53,525,095	+91.8%
Active Listing Count	168	454	-63%	N/A	N/A	
Active Listing Volume	\$101,686,249	\$207,473,686	-51%	N/A	N/A	
Average Listing Price	\$605,275	\$456,990	+32.4%	\$607,654	\$443,212	+37.1%
Median Listing Price	\$384,000	\$299,000	+28.4%	\$347,667	\$297,276	+17%
Median Days in RPR	87.5	214	-59.1%	110.34	202.34	-45.5%
Months of Inventory	2.9	10.8	-72.7%	4.7	12	-60.8%
Absorption Rate	33.93%	9.25%	+24.7%	21.26%	8.33%	+12.9%
<b>Sales Activity Charts Metrics</b>						
New Pending Sales Count	113	56	+101.8%	310	155	+100%
New Pending Sales Volume	\$49,320,595	\$16,914,500	+191.6%	\$121,905,393	\$42,073,298	+189.7%
Pending Sales Count	187	72	+159.7%	N/A	N/A	
Pending Sales Volume	\$84,267,922	\$20,242,500	+316.3%	N/A	N/A	
Closed Sales Count	84	37	+127%	206	125	+64.8%
Closed Sales Volume	\$29,436,100	\$7,412,650	+297.1%	\$63,451,677	\$28,806,001	+120.3%
Average Sales Price	\$350,430	\$200,342	+74.9%	\$308,018	\$230,448	+33.7%
Median Sales Price	\$263,500	\$183,500	+43.6%	\$257,883	\$207,041	+24.6%

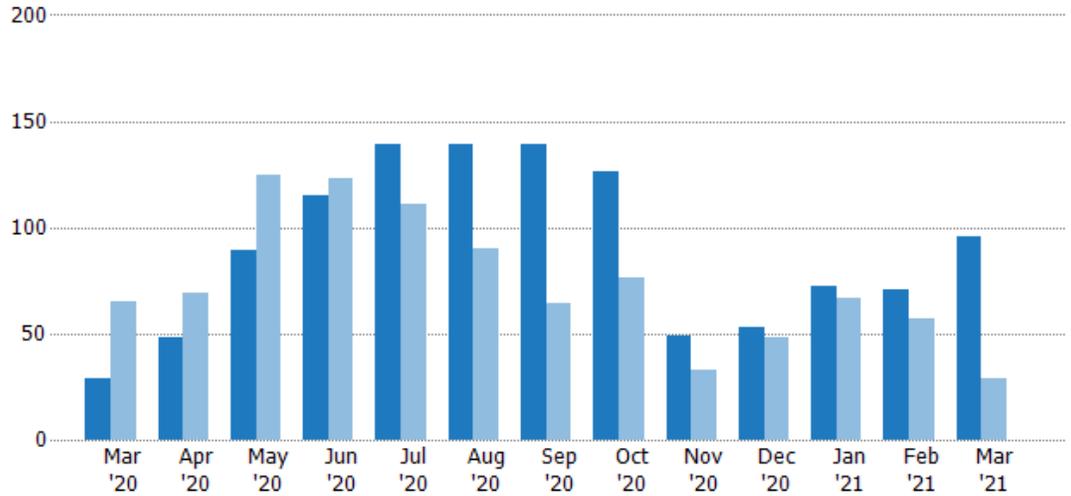
## New Listings

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

Month/Year	Count	% Chg.
Mar '21	96	231%
Mar '20	29	-55.4%
Mar '19	65	0%



Current Year	29	48	89	115	139	139	139	126	49	53	72	71	96
Prior Year	65	69	125	123	111	90	64	76	33	48	67	57	29
Percent Change from Prior Year	-55%	-30%	-29%	-7%	25%	54%	117%	66%	48%	10%	7%	25%	231%

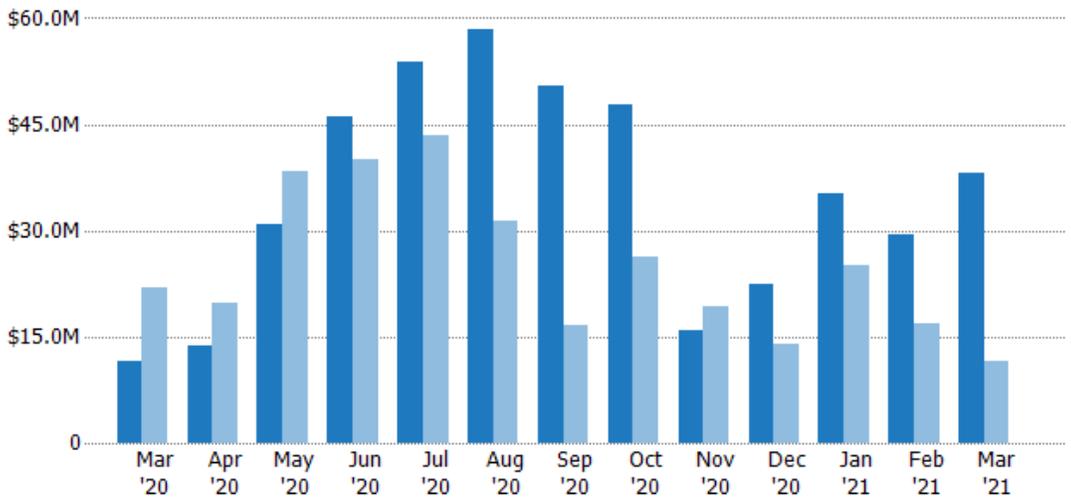
## New Listing Volume

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

Month/Year	Volume	% Chg.
Mar '21	\$38.1M	229.4%
Mar '20	\$11.6M	-47.1%
Mar '19	\$21.9M	-7.1%



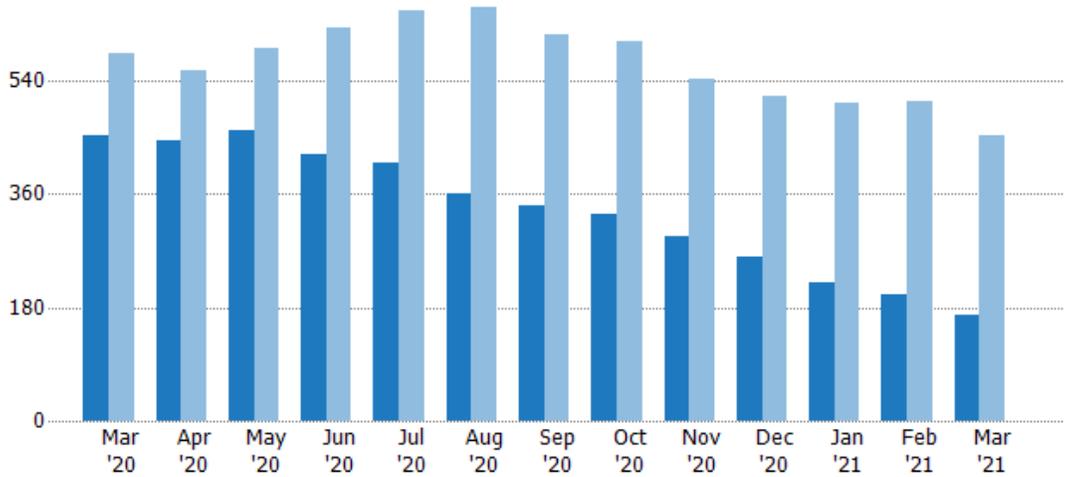
Current Year	\$11.6M	\$13.8M	\$31M	\$46.1M	\$53.8M	\$58.5M	\$50.5M	\$47.8M	\$15.8M	\$22.3M	\$35.1M	\$29.4M	\$38.1M
Prior Year	\$21.9M	\$19.7M	\$38.4M	\$40.2M	\$43.5M	\$31.4M	\$16.5M	\$26.3M	\$19.2M	\$13.9M	\$25.2M	\$16.8M	\$11.6M
Percent Change from Prior Year	-47%	-30%	-19%	15%	24%	86%	205%	82%	-17%	60%	40%	75%	229%

## 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



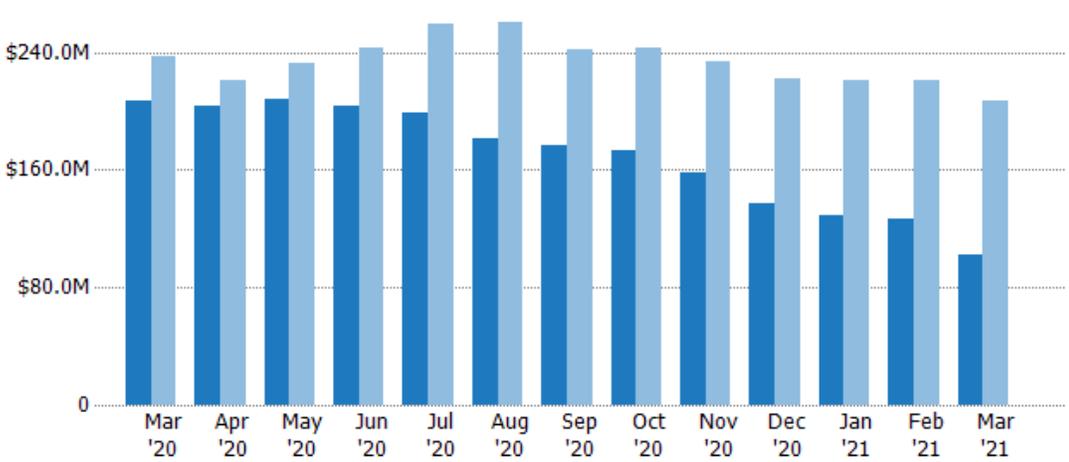
	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21
Current Year	454	446	462	424	410	361	341	327	294	259	219	201	168
Prior Year	584	555	591	625	652	657	612	603	543	515	504	507	454
Percent Change from Prior Year	-22%	-20%	-22%	-32%	-37%	-45%	-44%	-46%	-46%	-50%	-57%	-60%	-63%

## 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



	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	\$207M	\$204M	\$209M	\$203M	\$199M	\$181M	\$177M	\$174M	\$158M	\$137M	\$129M	\$126M	\$102M
Prior Year	\$238M	\$221M	\$232M	\$243M	\$259M	\$260M	\$241M	\$243M	\$234M	\$222M	\$221M	\$221M	\$207M
Percent Change from Prior Year	-13%	-8%	-10%	-16%	-23%	-30%	-27%	-28%	-32%	-38%	-41%	-43%	-51%

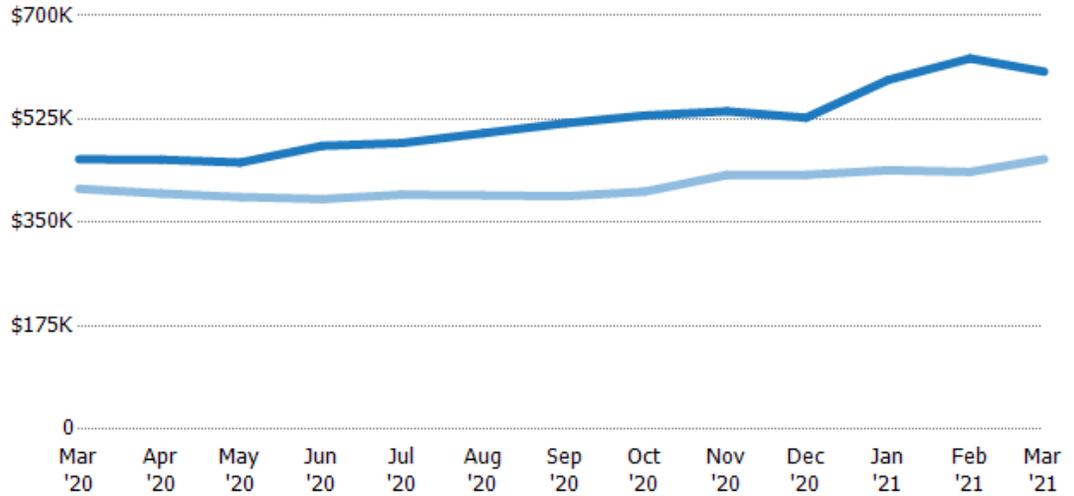
## Average Listing Price

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

Month/Year	Price	% Chg.
Mar '21	\$605K	32.4%
Mar '20	\$457K	12.3%
Mar '19	\$407K	-9.1%



Current Year	\$457K	\$456K	\$451K	\$480K	\$484K	\$501K	\$518K	\$531K	\$538K	\$527K	\$591K	\$628K	\$605K
Prior Year	\$407K	\$399K	\$393K	\$390K	\$397K	\$396K	\$395K	\$402K	\$430K	\$431K	\$439K	\$436K	\$457K
Percent Change from Prior Year	12%	14%	15%	23%	22%	27%	31%	32%	25%	22%	35%	44%	32%

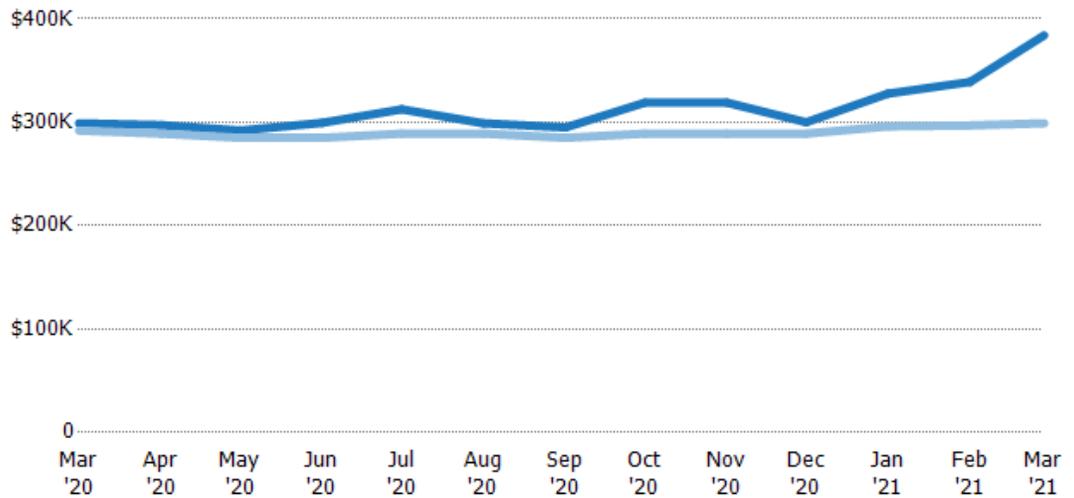
## Median Listing Price

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

Month/Year	Price	% Chg.
Mar '21	\$384K	28.4%
Mar '20	\$299K	2.4%
Mar '19	\$292K	-13.9%



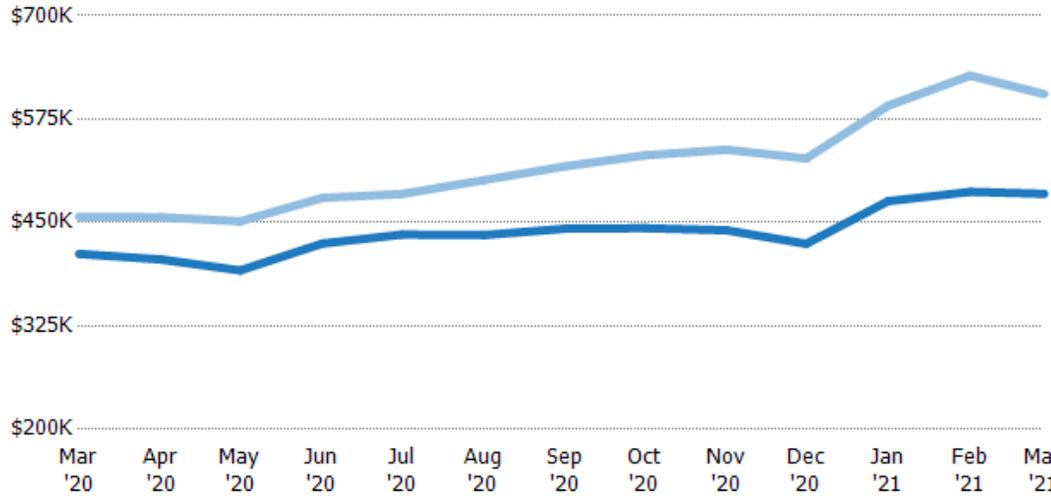
Current Year	\$299K	\$297K	\$292K	\$299K	\$313K	\$299K	\$295K	\$319K	\$319K	\$300K	\$328K	\$339K	\$384K
Prior Year	\$292K	\$289K	\$285K	\$285K	\$289K	\$289K	\$285K	\$289K	\$289K	\$289K	\$296K	\$297K	\$299K
Percent Change from Prior Year	2%	3%	2%	5%	8%	3%	4%	10%	10%	4%	11%	14%	28%

## 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: Windham County, Vermont  
 Property Type:  
 Condo/Townhouse/Apt., Single  
 Family



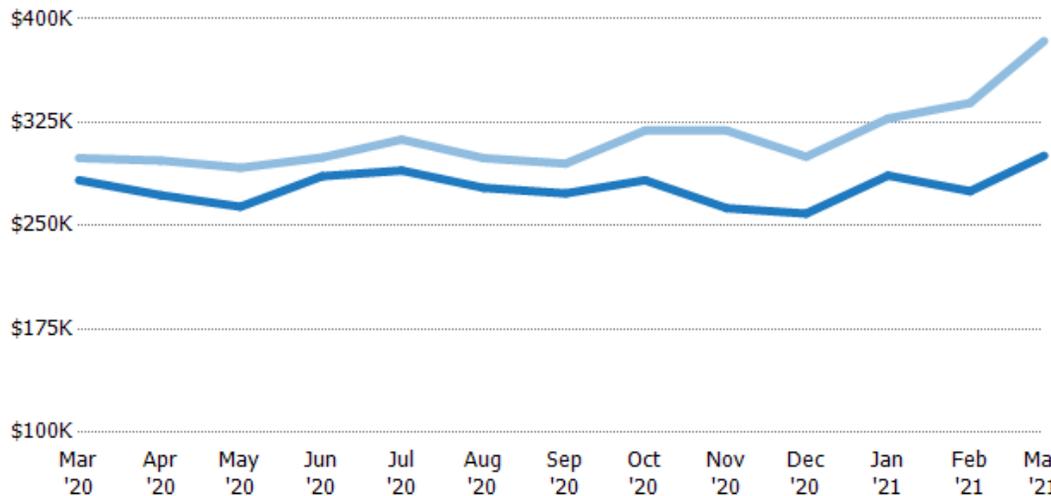
	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21
Avg Est Value	\$412K	\$405K	\$392K	\$425K	\$435K	\$435K	\$442K	\$443K	\$441K	\$424K	\$476K	\$487K	\$485K
Avg Listing Price	\$457K	\$456K	\$451K	\$480K	\$484K	\$501K	\$518K	\$531K	\$538K	\$527K	\$591K	\$628K	\$605K
Avg Listing Price as a % of Avg Est Value	111%	113%	115%	113%	111%	115%	117%	120%	122%	124%	124%	129%	125%

## 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



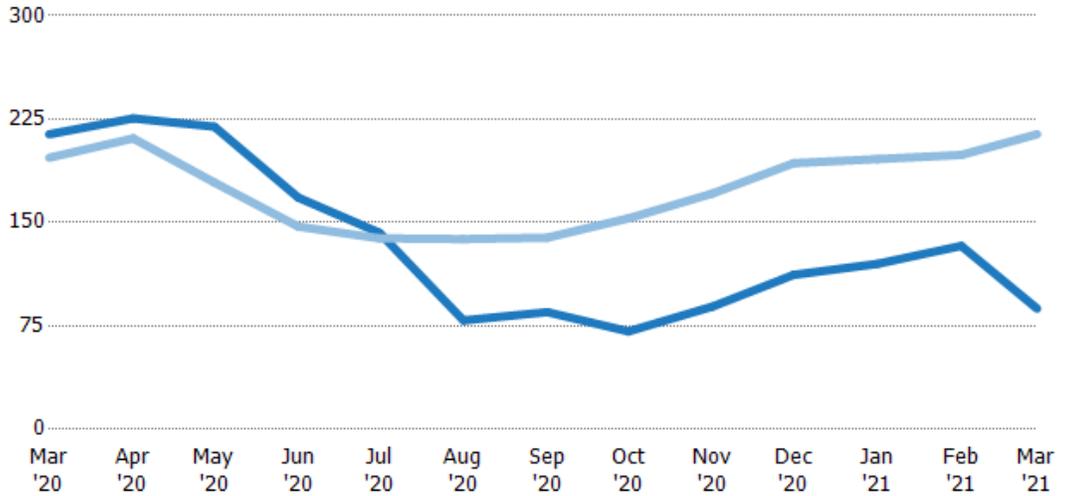
	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21
Median Est Value	\$283K	\$272K	\$264K	\$286K	\$290K	\$277K	\$273K	\$283K	\$263K	\$259K	\$286K	\$275K	\$301K
Median Listing Price	\$299K	\$297K	\$292K	\$299K	\$313K	\$299K	\$295K	\$319K	\$319K	\$300K	\$328K	\$339K	\$384K
Med Listing Price as a % of Med Est Value	106%	109%	111%	105%	108%	108%	108%	113%	121%	116%	114%	123%	128%

## 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



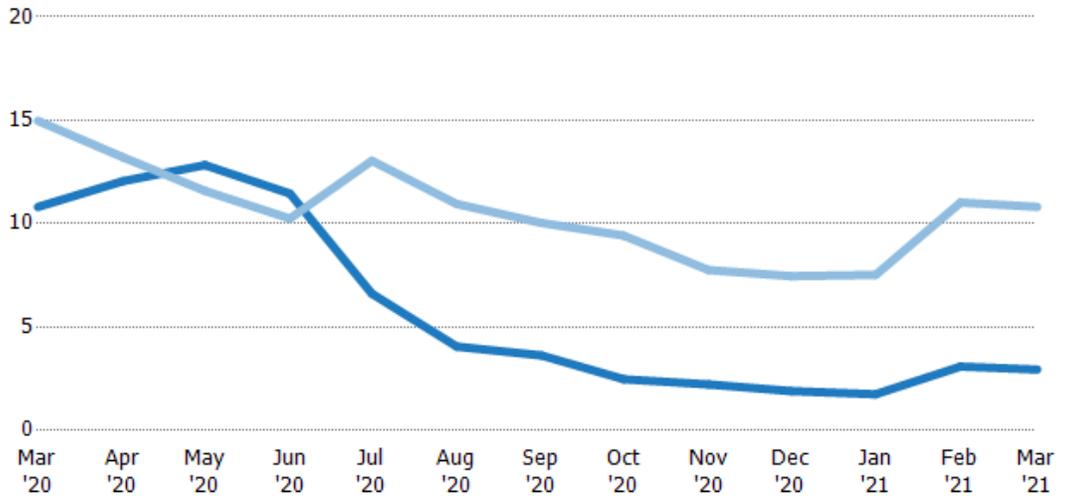
	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21
Current Year	214	226	220	168	143	79	85	71	89	112	120	133	87.5
Prior Year	197	211	179	147	139	138	139	153	171	193	196	199	214
Percent Change from Prior Year	9%	7%	23%	14%	3%	-43%	-39%	-54%	-48%	-42%	-39%	-33%	-59%

## Months of Inventory

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

### Filters Used

State: VT  
 County: Windham 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	10.8	12.1	12.8	11.5	6.61	4.06	3.63	2.48	2.23	1.9	1.75	3.09	2.95
Prior Year	15	13.2	11.6	10.2	13	11	10	9.42	7.76	7.46	7.52	11	10.8
Percent Change from Prior Year	-28%	-9%	11%	12%	-49%	-63%	-64%	-74%	-71%	-74%	-77%	-72%	-73%

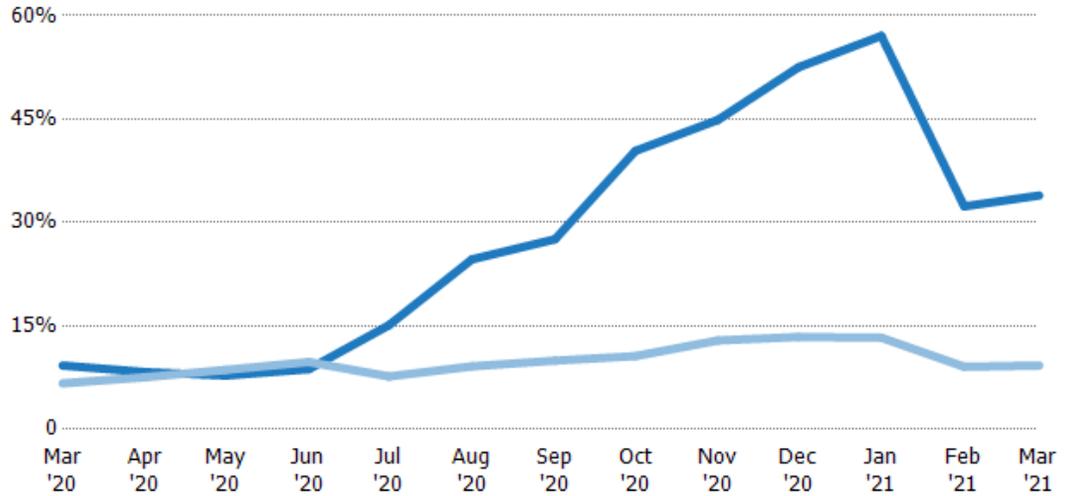
## Absorption Rate

The percentage of inventory sold per month.

### Filters Used

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

Month/Year	Rate	Chg.
Mar '21	34%	-24.7%
Mar '20	9%	-2.6%
Mar '19	7%	11.8%



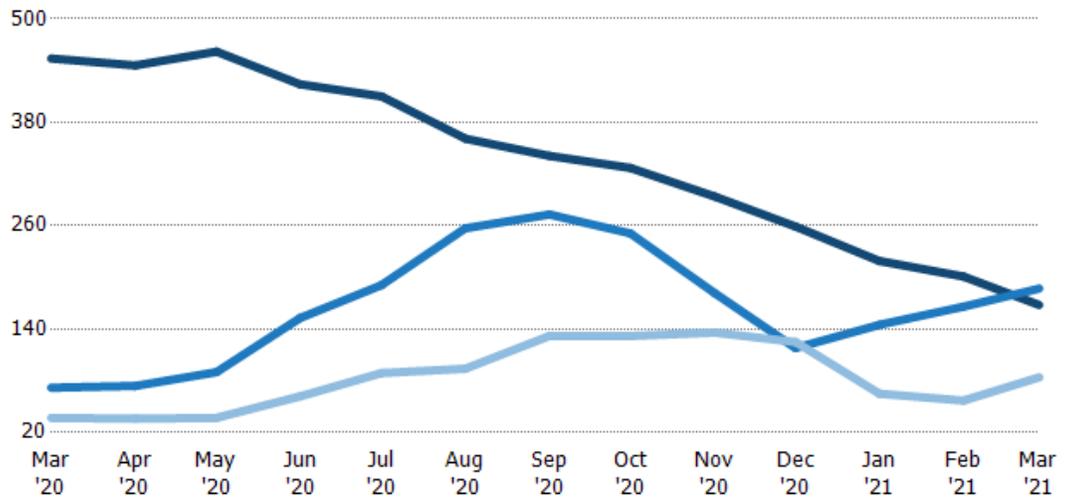
Current Year	9%	8%	8%	9%	15%	25%	28%	40%	45%	53%	57%	32%	34%
Prior Year	7%	8%	9%	10%	8%	9%	10%	11%	13%	13%	13%	9%	9%
Change from Prior Year	-3%	-1%	1%	1%	-7%	-16%	-18%	-30%	-32%	-39%	-44%	-23%	-25%

## Active/Pending/Sold Units

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

### Filters Used

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



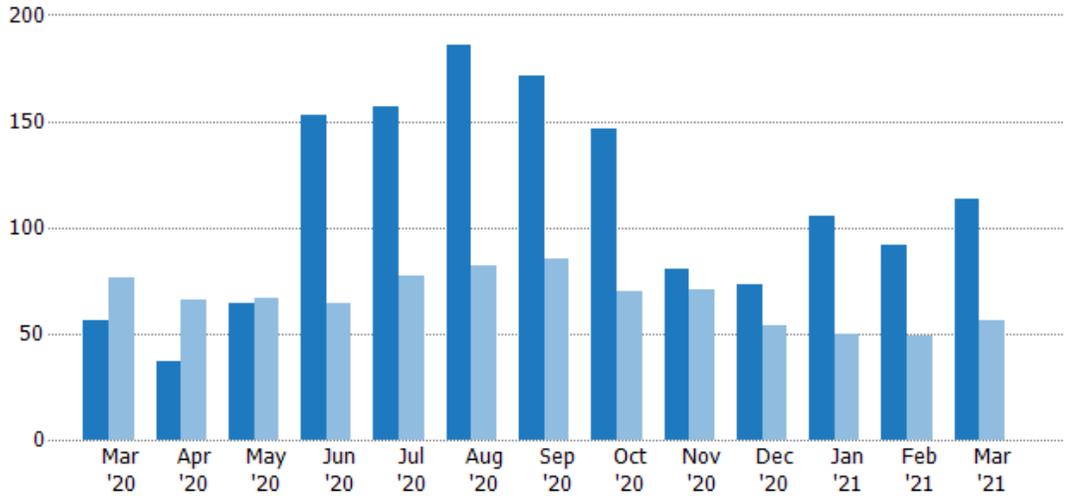
Active	454	446	462	424	410	361	341	327	294	259	219	201	168
Pending	72	74	90	153	191	257	273	251	182	118	145	166	187
Sold	37	36	37	62	89	94	132	132	136	125	65	57	84

## 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



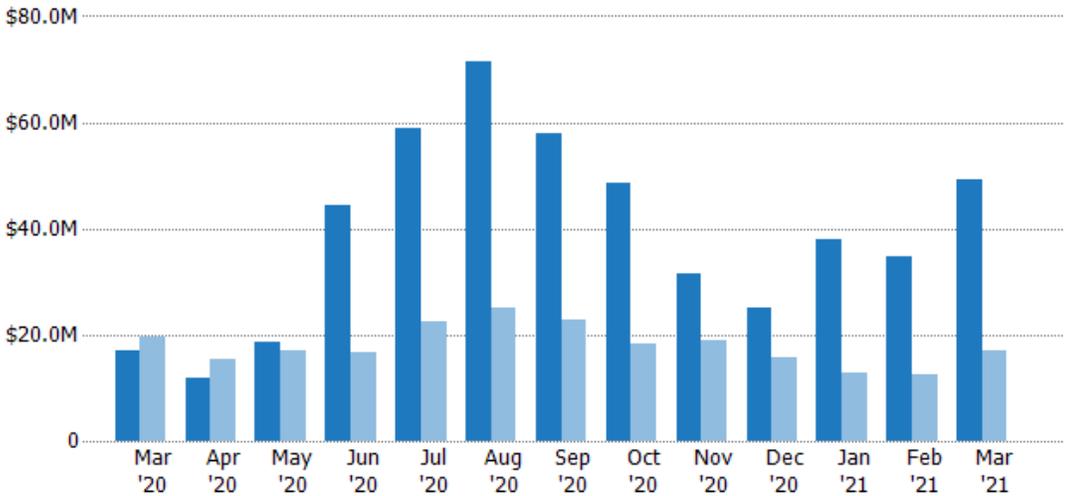
	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21
Current Year	56	37	64	153	157	186	171	146	80	73	105	92	113
Prior Year	76	66	67	64	77	82	85	70	71	54	50	49	56
Percent Change from Prior Year	-26%	-44%	-4%	139%	104%	127%	101%	109%	13%	35%	110%	88%	102%

## 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



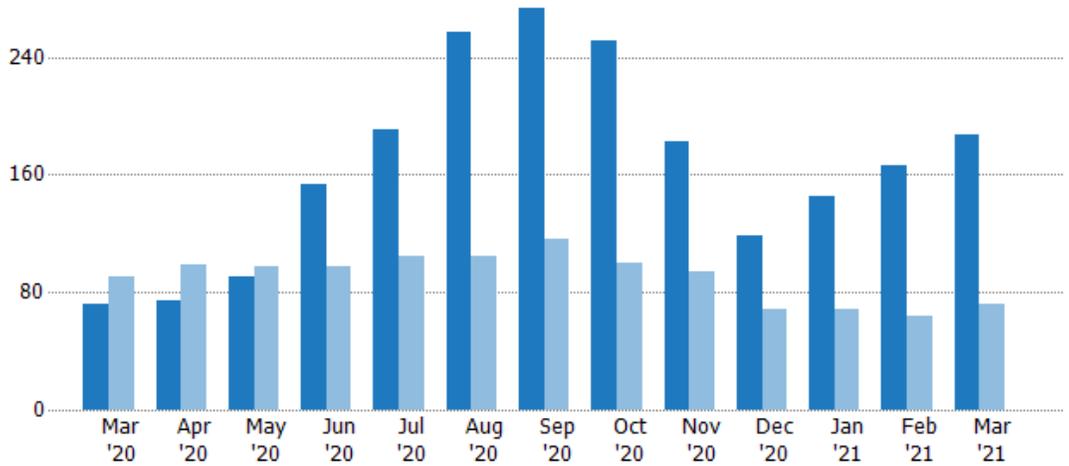
	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21
Current Year	\$16.9M	\$11.8M	\$18.5M	\$44.3M	\$58.9M	\$71.4M	\$58M	\$48.6M	\$31.6M	\$25.2M	\$37.9M	\$34.6M	\$49.3M
Prior Year	\$19.5M	\$15.5M	\$17.1M	\$16.6M	\$22.4M	\$25.1M	\$22.8M	\$18.4M	\$19M	\$15.7M	\$12.7M	\$12.4M	\$16.9M
Percent Change from Prior Year	-13%	-24%	8%	168%	163%	185%	154%	164%	67%	61%	198%	179%	192%

## 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



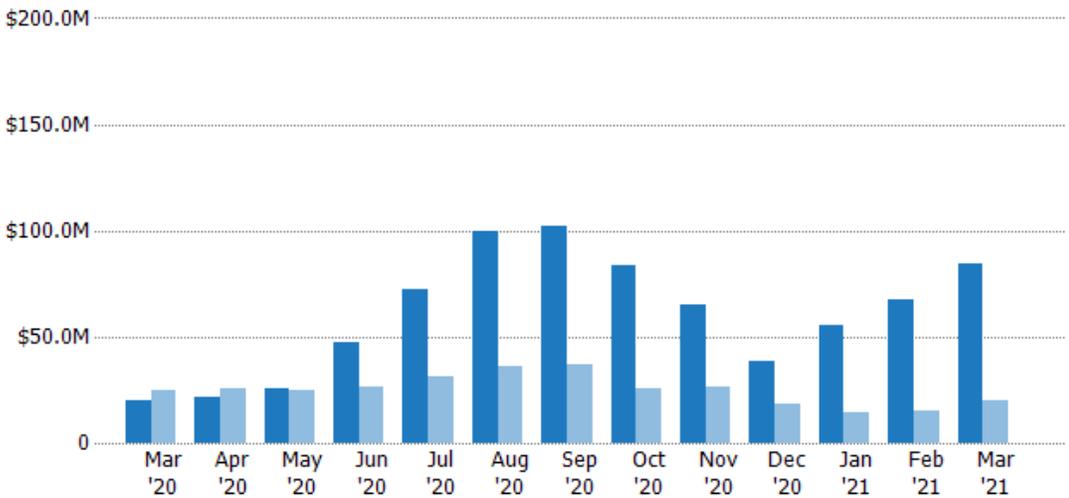
	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21
Current Year	72	74	90	153	191	257	273	251	182	118	145	166	187
Prior Year	91	99	98	98	105	105	116	100	94	69	69	64	72
Percent Change from Prior Year	-21%	-25%	-8%	56%	82%	145%	135%	151%	94%	71%	110%	159%	160%

## 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



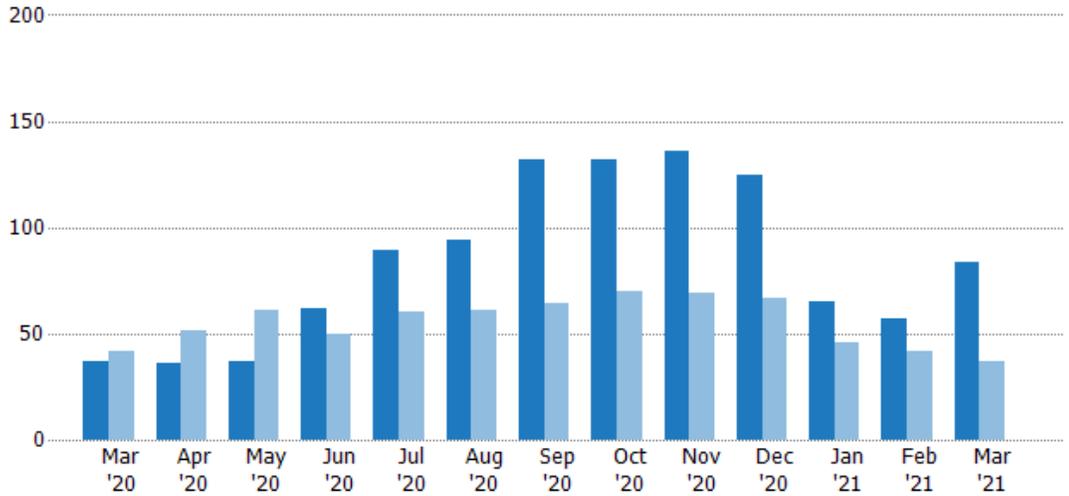
	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21
Current Year	\$20.2M	\$21.4M	\$25.3M	\$47M	\$72.7M	\$100M	\$102M	\$83.6M	\$64.7M	\$38.7M	\$55.2M	\$67.4M	\$84.3M
Prior Year	\$25M	\$26M	\$24.6M	\$26M	\$31M	\$35.9M	\$36.7M	\$26M	\$26.2M	\$18.5M	\$14.6M	\$15.5M	\$20.2M
Percent Change from Prior Year	-19%	-18%	3%	81%	135%	178%	179%	221%	147%	109%	277%	335%	316%

## 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



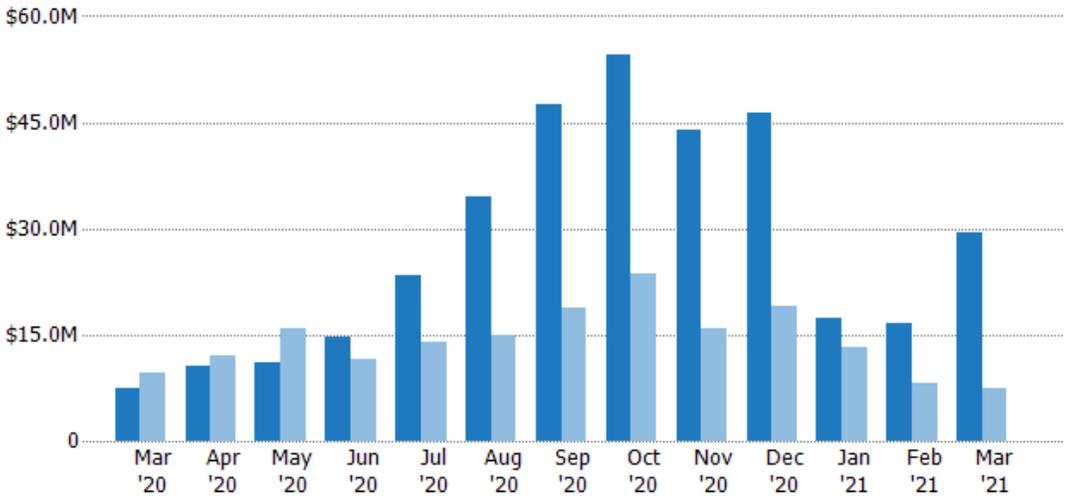
	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21
Current Year	37	36	37	62	89	94	132	132	136	125	65	57	84
Prior Year	42	51	61	50	60	61	64	70	69	67	46	42	37
Percent Change from Prior Year	-12%	-29%	-39%	24%	48%	54%	106%	89%	97%	87%	41%	36%	127%

## 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



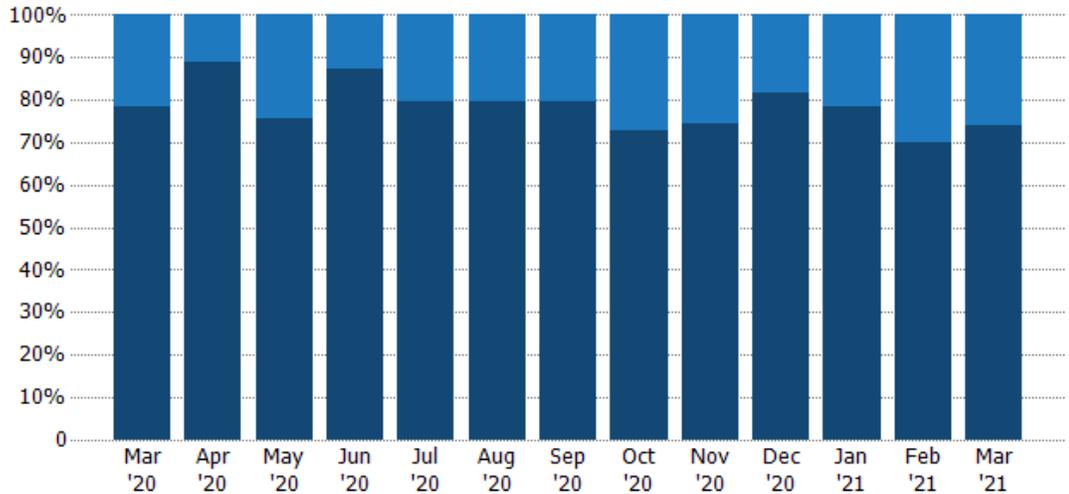
	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21
Current Year	\$7.41M	\$10.7M	\$11.2M	\$14.7M	\$23.3M	\$34.5M	\$47.5M	\$54.7M	\$44M	\$46.3M	\$17.4M	\$16.6M	\$29.4M
Prior Year	\$9.67M	\$12.2M	\$15.9M	\$11.6M	\$14.1M	\$14.9M	\$18.7M	\$23.6M	\$15.8M	\$19.1M	\$13.3M	\$8.12M	\$7.41M
Percent Change from Prior Year	-23%	-12%	-30%	27%	65%	131%	154%	132%	178%	142%	31%	105%	297%

## 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



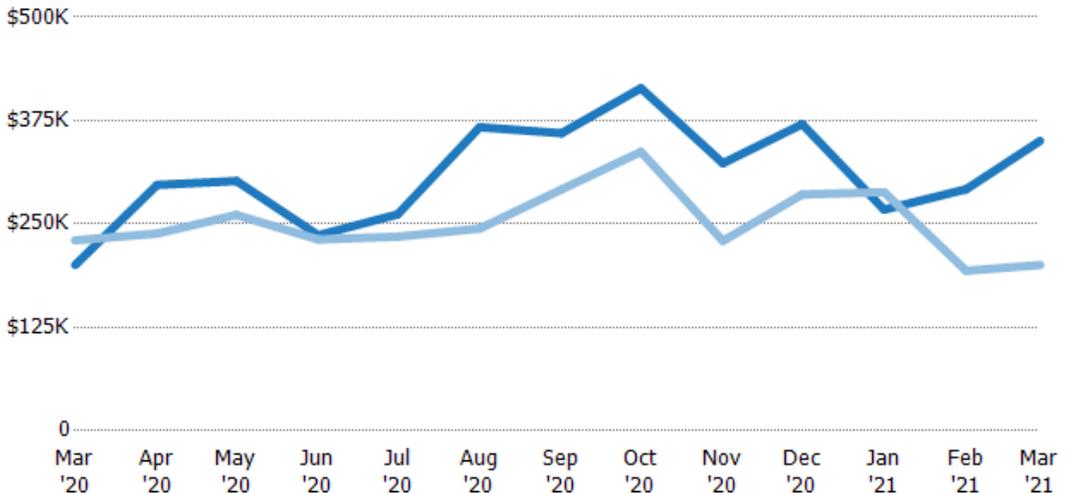
Condo/Townhouse	22%	11%	24%	13%	20%	20%	20%	27%	26%	18%	22%	30%	26%
Single Family Residence	78%	89%	76%	87%	80%	80%	80%	73%	74%	82%	78%	70%	74%

## 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



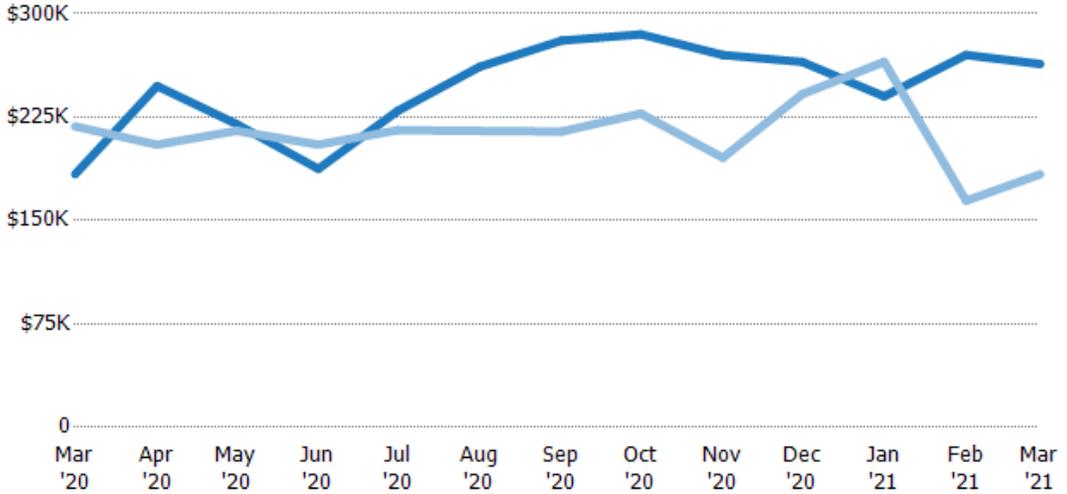
Current Year	\$200K	\$297K	\$302K	\$236K	\$262K	\$367K	\$360K	\$414K	\$323K	\$371K	\$267K	\$292K	\$350K
Prior Year	\$230K	\$238K	\$261K	\$231K	\$235K	\$244K	\$292K	\$337K	\$229K	\$286K	\$289K	\$193K	\$200K
Percent Change from Prior Year	-13%	25%	16%	2%	11%	50%	23%	23%	41%	30%	-7%	51%	75%

## 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



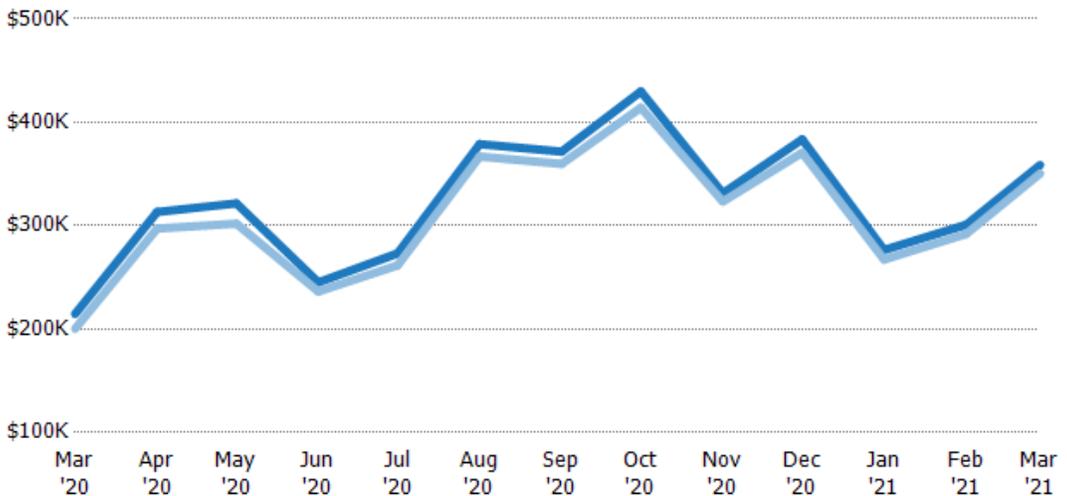
	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21
Current Year	\$184K	\$248K	\$220K	\$187K	\$230K	\$261K	\$281K	\$285K	\$270K	\$265K	\$240K	\$270K	\$264K
Prior Year	\$218K	\$205K	\$215K	\$205K	\$216K	\$215K	\$215K	\$228K	\$196K	\$242K	\$265K	\$164K	\$184K
Percent Change from Prior Year	-16%	21%	2%	-9%	6%	22%	31%	25%	38%	10%	-9%	64%	44%

## 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



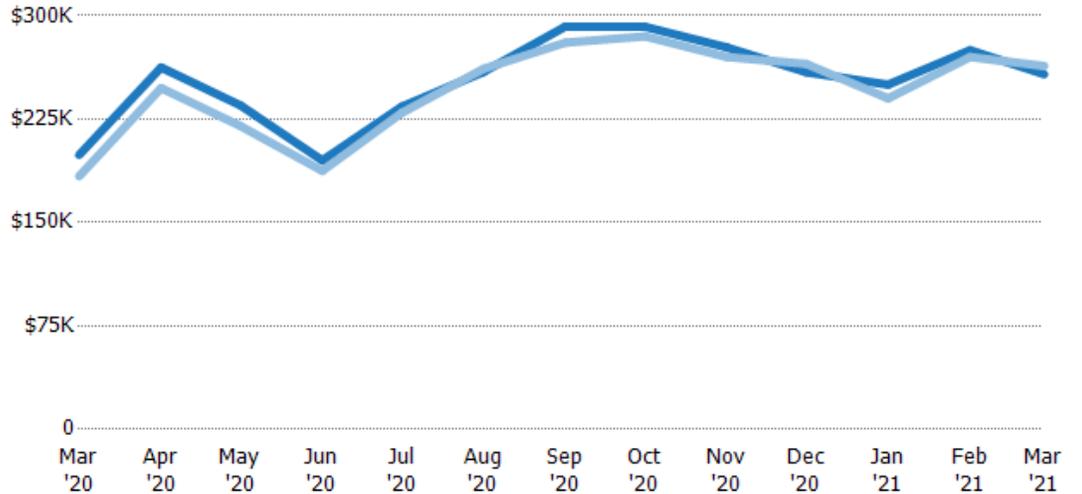
	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21
Avg List Price	\$215K	\$313K	\$322K	\$245K	\$273K	\$379K	\$372K	\$430K	\$331K	\$384K	\$277K	\$301K	\$359K
Avg Sales Price	\$200K	\$297K	\$302K	\$236K	\$262K	\$367K	\$360K	\$414K	\$323K	\$371K	\$267K	\$292K	\$350K
Avg Sales Price as a % of Avg List Price	93%	95%	94%	96%	96%	97%	97%	96%	98%	97%	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: Windham County, Vermont  
 Property Type:  
 Condo/Townhouse/Apt., Single Family



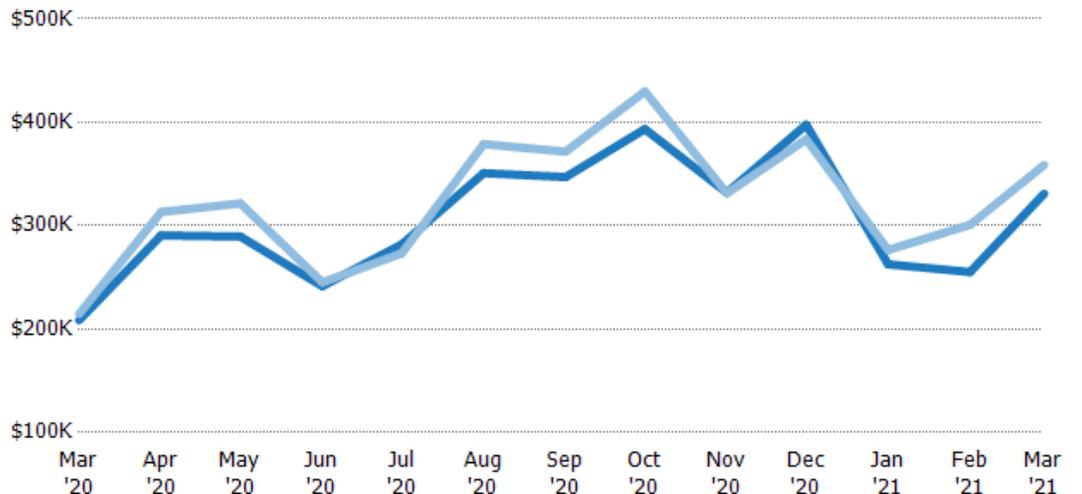
	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21
Median List Price	\$199K	\$262K	\$235K	\$195K	\$234K	\$259K	\$292K	\$292K	\$277K	\$259K	\$250K	\$275K	\$258K
Median Sales Price	\$184K	\$248K	\$220K	\$187K	\$230K	\$261K	\$281K	\$285K	\$270K	\$265K	\$240K	\$270K	\$264K
Med Sales Price as a % of Med List Price	92%	94%	94%	96%	98%	101%	96%	98%	97%	102%	96%	98%	102%

## 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



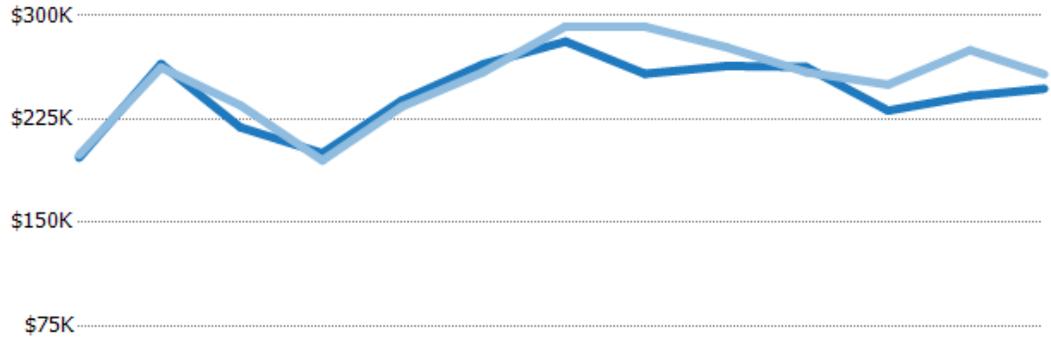
	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21
Avg Est Value	\$209K	\$291K	\$289K	\$242K	\$282K	\$351K	\$347K	\$393K	\$332K	\$398K	\$263K	\$255K	\$331K
Avg Sales Price	\$215K	\$313K	\$322K	\$245K	\$273K	\$379K	\$372K	\$430K	\$331K	\$384K	\$277K	\$301K	\$359K
Avg Sales Price as a % of Avg Est Value	103%	108%	111%	101%	97%	108%	107%	109%	100%	96%	105%	118%	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

State: VT  
 County: Windham 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	\$197K	\$265K	\$219K	\$200K	\$238K	\$265K	\$281K	\$258K	\$264K	\$263K	\$231K	\$242K	\$247K
Median Sales Price	\$199K	\$262K	\$235K	\$195K	\$234K	\$259K	\$292K	\$292K	\$277K	\$259K	\$250K	\$275K	\$258K
Med Sales Price as a % of Med Est Value	101%	99%	107%	97%	98%	98%	104%	113%	105%	99%	108%	114%	104%