

Summary of Key Listing and Sales Metrics

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

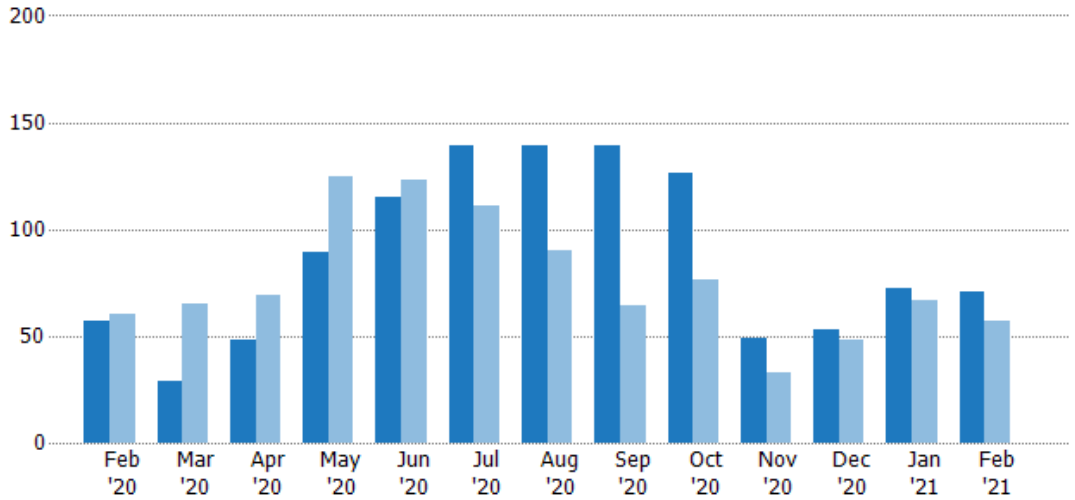
Key Metrics	Feb 2021	Feb 2020	+ / -	YTD 2021	YTD 2020	+ / -
Listing Activity Charts Metrics						
New Listing Count	71	57	+24.6%	143	124	+15.3%
New Listing Volume	\$29,428,250	\$16,773,300	+75.4%	\$64,563,049	\$41,955,495	+53.9%
Active Listing Count	201	507	-60.4%	N/A	N/A	
Active Listing Volume	\$126,135,348	\$220,827,086	-42.9%	N/A	N/A	
Average Listing Price	\$627,539	\$435,556	+44.1%	\$608,606	\$437,025	+39.3%
Median Listing Price	\$339,000	\$297,000	+14.1%	\$333,134	\$296,501	+12.4%
Median Days in RPR	133	199	-33.2%	126.07	197.43	-36.1%
Months of Inventory	3.1	11	-71.9%	4.8	12.6	-62.2%
Absorption Rate	32.34%	9.07%	+23.3%	20.95%	7.91%	+13%
Sales Activity Charts Metrics						
New Pending Sales Count	92	49	+87.8%	197	99	+99%
New Pending Sales Volume	\$34,642,498	\$12,421,099	+178.9%	\$72,584,798	\$25,158,798	+188.5%
Pending Sales Count	166	64	+159.4%	N/A	N/A	
Pending Sales Volume	\$67,360,726	\$15,496,199	+334.7%	N/A	N/A	
Closed Sales Count	57	42	+35.7%	122	88	+38.6%
Closed Sales Volume	\$16,641,587	\$8,121,701	+104.9%	\$34,015,577	\$21,393,351	+59%
Average Sales Price	\$291,958	\$193,374	+51%	\$278,816	\$243,106	+14.7%
Median Sales Price	\$270,000	\$164,300	+64.3%	\$254,016	\$216,939	+17.1%

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



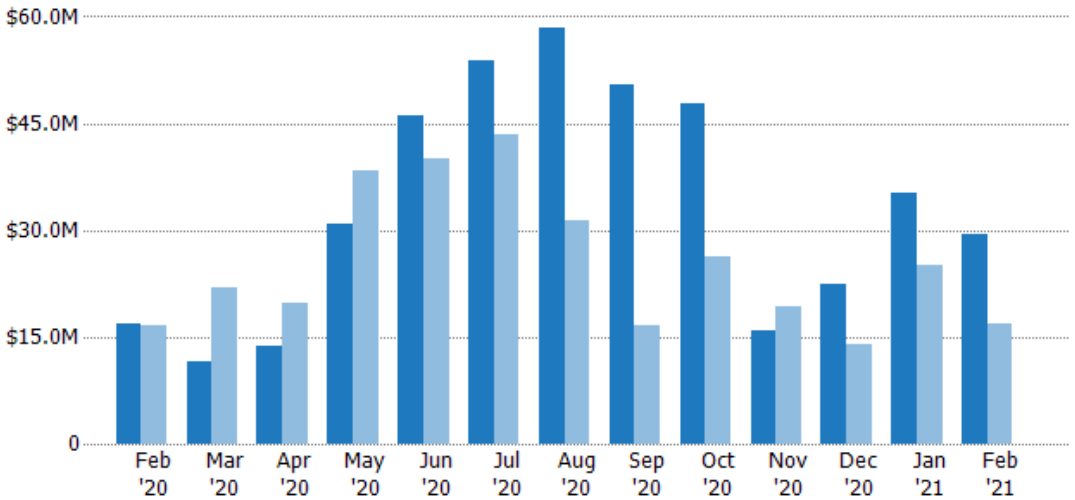
	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21
Current Year	57	29	48	89	115	139	139	139	126	49	53	72	71
Prior Year	60	65	69	125	123	111	90	64	76	33	48	67	57
Percent Change from Prior Year	-5%	-55%	-30%	-29%	-7%	25%	54%	117%	66%	48%	10%	7%	25%

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



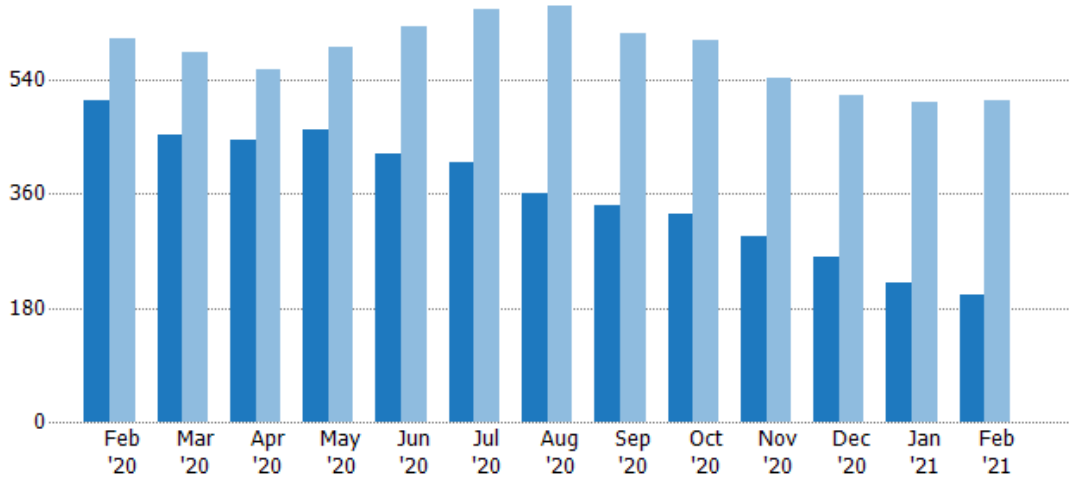
	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21
Current Year	\$16.8M	\$11.6M	\$13.8M	\$31M	\$46.1M	\$53.8M	\$58.5M	\$50.5M	\$47.8M	\$15.8M	\$22.3M	\$35.1M	\$29.4M
Prior Year	\$16.6M	\$21.9M	\$19.7M	\$38.4M	\$40.2M	\$43.5M	\$31.4M	\$16.5M	\$26.3M	\$19.2M	\$13.9M	\$25.2M	\$16.8M
Percent Change from Prior Year	1%	-47%	-30%	-19%	15%	24%	86%	205%	82%	-17%	60%	40%	75%

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



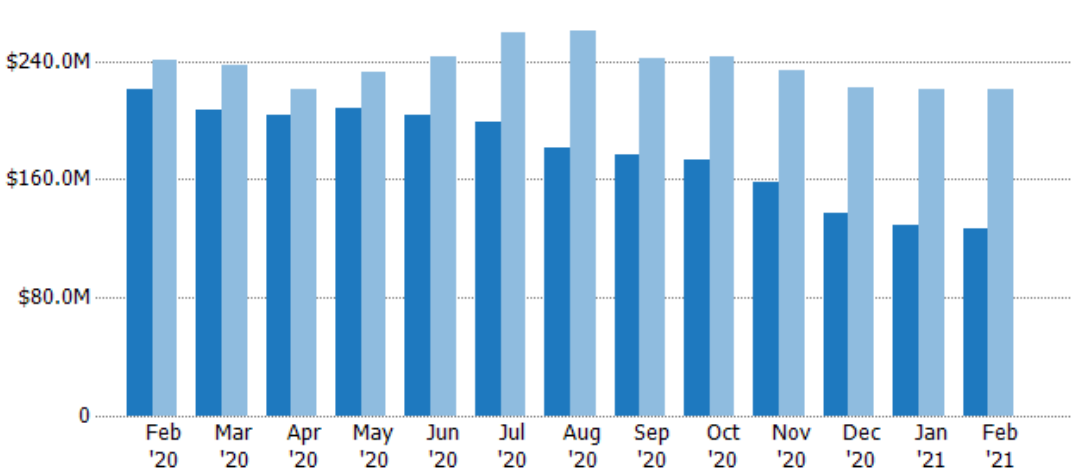
	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21
Current Year	507	454	446	462	424	410	361	341	327	294	259	219	201
Prior Year	606	584	555	591	625	652	657	612	603	543	515	504	507
Percent Change from Prior Year	-16%	-22%	-20%	-22%	-32%	-37%	-45%	-44%	-46%	-46%	-50%	-57%	-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: Windham 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
Current Year	\$221M	\$207M	\$204M	\$209M	\$203M	\$199M	\$181M	\$177M	\$174M	\$158M	\$137M	\$129M	\$126M
Prior Year	\$241M	\$238M	\$221M	\$232M	\$243M	\$259M	\$260M	\$241M	\$243M	\$234M	\$222M	\$221M	\$221M
Percent Change from Prior Year	-8%	-13%	-8%	-10%	-16%	-23%	-30%	-27%	-28%	-32%	-38%	-41%	-43%

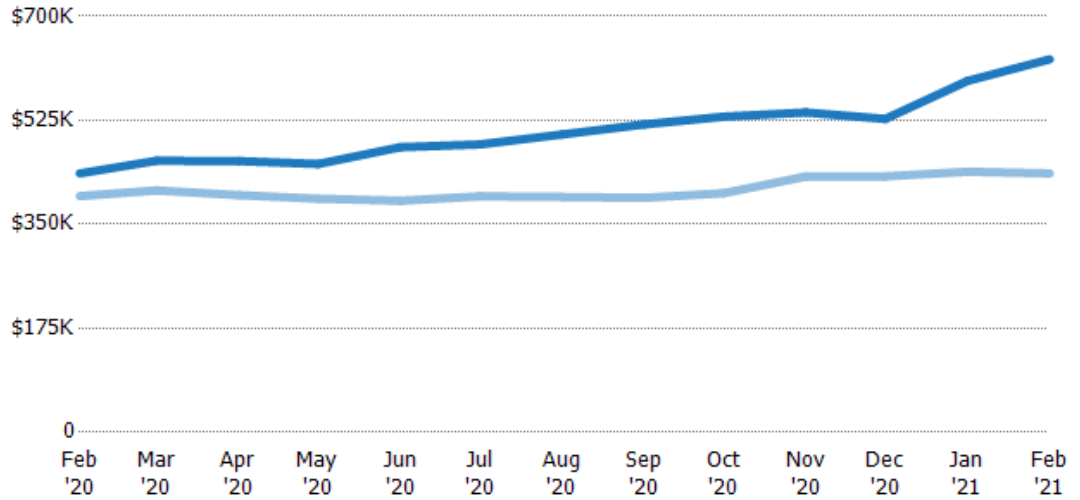
Average Listing Price

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.
Feb '21	\$628K	44.1%
Feb '20	\$436K	9.6%
Feb '19	\$397K	-8.3%



Current Year	\$436K	\$457K	\$456K	\$451K	\$480K	\$484K	\$501K	\$518K	\$531K	\$538K	\$527K	\$591K	\$628K
Prior Year	\$397K	\$407K	\$399K	\$393K	\$390K	\$397K	\$396K	\$395K	\$402K	\$430K	\$431K	\$439K	\$436K
Percent Change from Prior Year	10%	12%	14%	15%	23%	22%	27%	31%	32%	25%	22%	35%	44%

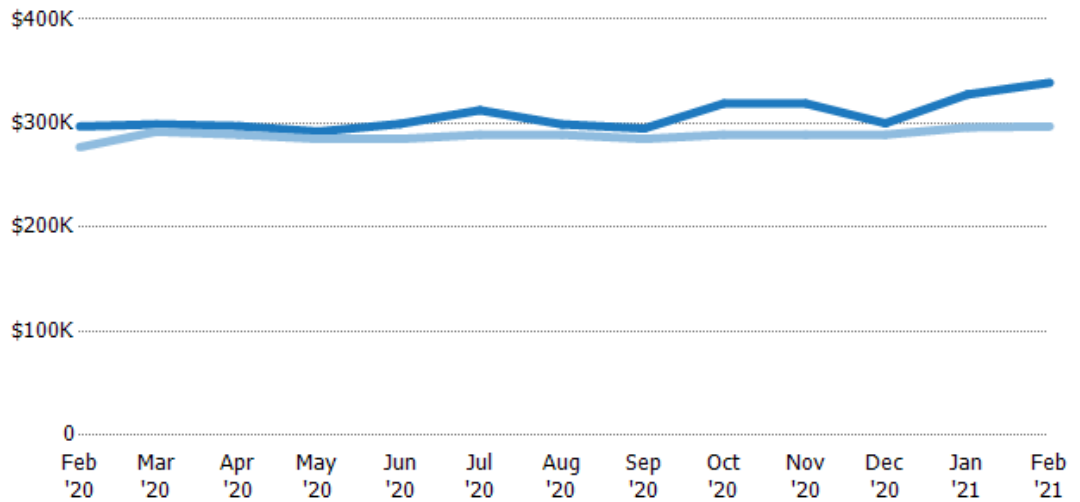
Median Listing Price

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.
Feb '21	\$339K	14.1%
Feb '20	\$297K	7.2%
Feb '19	\$277K	-10%



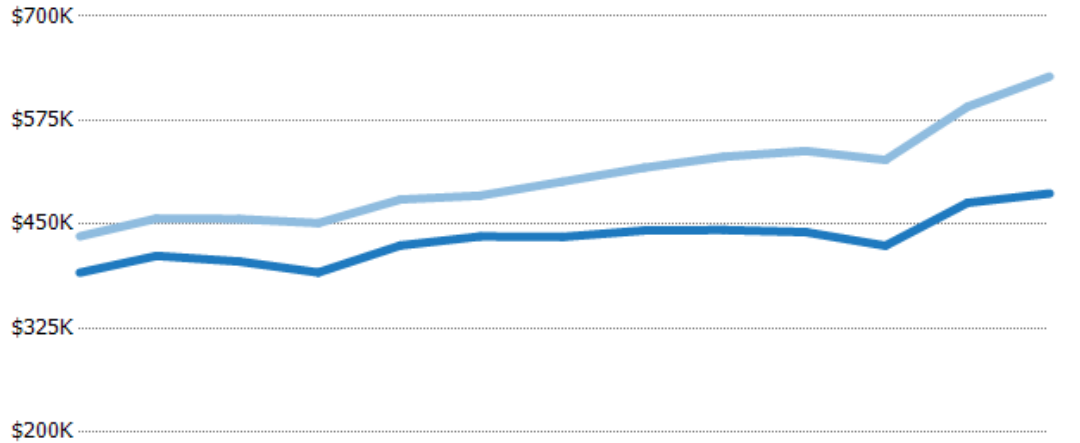
Current Year	\$297K	\$299K	\$297K	\$292K	\$299K	\$313K	\$299K	\$295K	\$319K	\$319K	\$300K	\$328K	\$339K
Prior Year	\$277K	\$292K	\$289K	\$285K	\$285K	\$289K	\$289K	\$285K	\$289K	\$289K	\$289K	\$296K	\$297K
Percent Change from Prior Year	7%	2%	3%	2%	5%	8%	3%	4%	10%	10%	4%	11%	14%

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



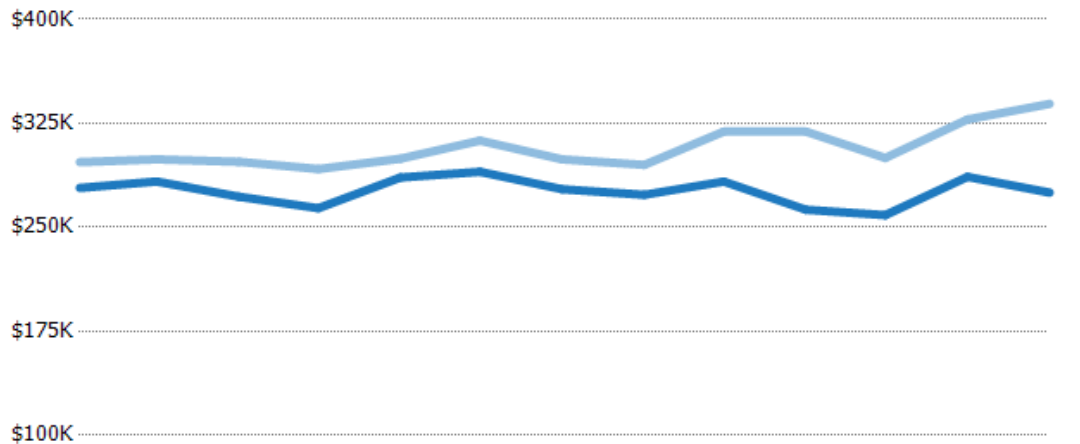
	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21
Avg Est Value	\$392K	\$412K	\$405K	\$392K	\$425K	\$435K	\$435K	\$442K	\$443K	\$441K	\$424K	\$476K	\$487K
Avg Listing Price	\$436K	\$457K	\$456K	\$451K	\$480K	\$484K	\$501K	\$518K	\$531K	\$538K	\$527K	\$591K	\$628K
Avg Listing Price as a % of Avg Est Value	111%	111%	113%	115%	113%	111%	115%	117%	120%	122%	124%	124%	129%

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



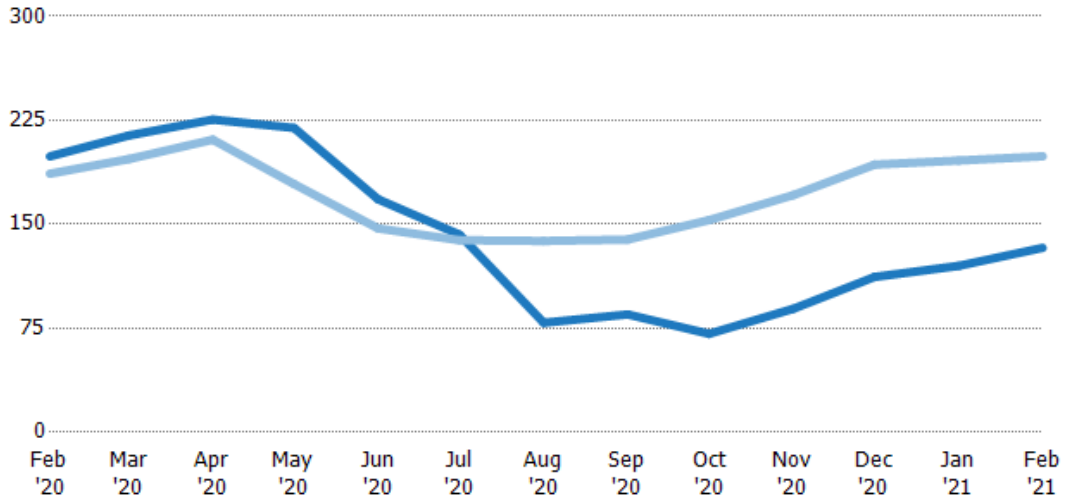
	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21
Median Est Value	\$278K	\$283K	\$272K	\$264K	\$286K	\$290K	\$277K	\$273K	\$283K	\$263K	\$259K	\$286K	\$275K
Median Listing Price	\$297K	\$299K	\$297K	\$292K	\$299K	\$313K	\$299K	\$295K	\$319K	\$319K	\$300K	\$328K	\$339K
Med Listing Price as a % of Med Est Value	107%	106%	109%	111%	105%	108%	108%	108%	113%	121%	116%	114%	123%

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



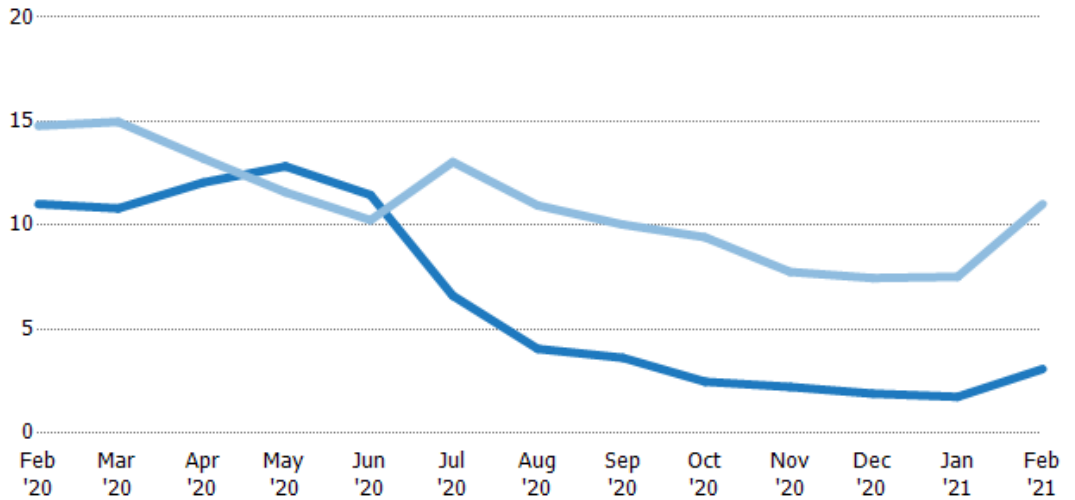
	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21
Current Year	199	214	226	220	168	143	79	85	71	89	112	120	133
Prior Year	187	197	211	179	147	139	138	139	153	171	193	196	199
Percent Change from Prior Year	7%	9%	7%	23%	14%	3%	-43%	-39%	-54%	-48%	-42%	-39%	-33%

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



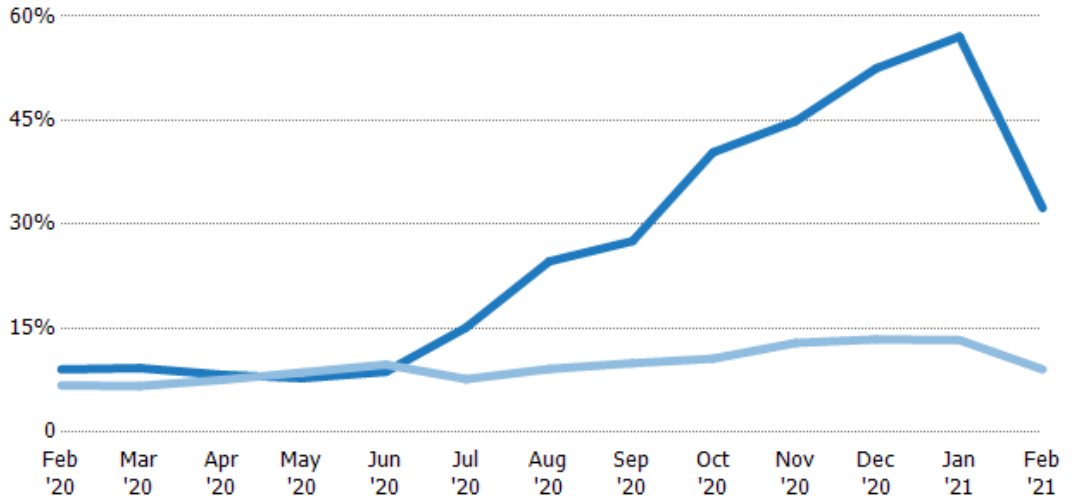
	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21
Current Year	11	10.8	12.1	12.8	11.5	6.61	4.06	3.63	2.48	2.23	1.9	1.75	3.09
Prior Year	14.8	15	13.2	11.6	10.2	13	11	10	9.42	7.76	7.46	7.52	11
Percent Change from Prior Year	-25%	-28%	-9%	11%	12%	-49%	-63%	-64%	-74%	-71%	-74%	-77%	-72%

Absorption Rate

The percentage of inventory sold per month.

Filters Used

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



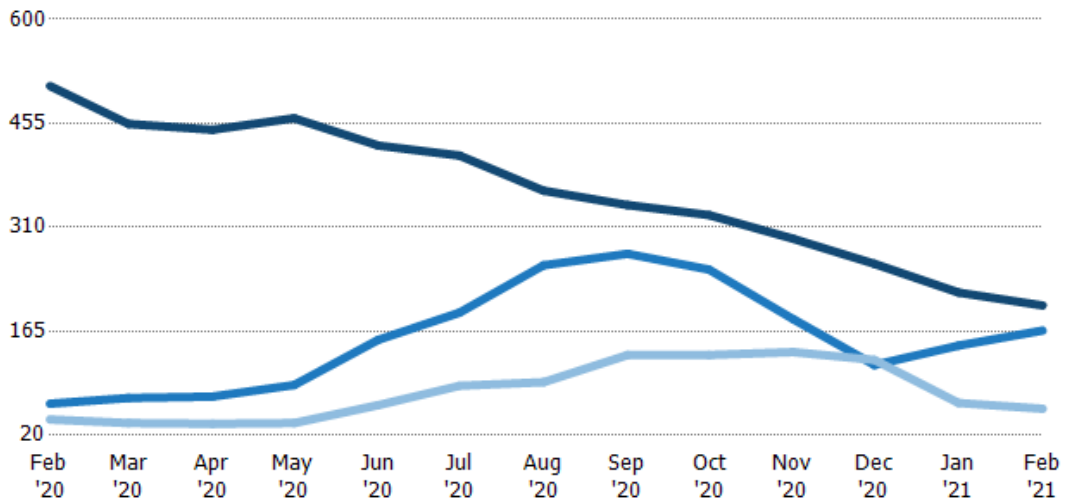
	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21
Current Year	9%	9%	8%	8%	9%	15%	25%	28%	40%	45%	53%	57%	32%
Prior Year	7%	7%	8%	9%	10%	8%	9%	10%	11%	13%	13%	13%	9%
Change from Prior Year	-2%	-3%	-1%	1%	1%	-7%	-16%	-18%	-30%	-32%	-39%	-44%	-23%

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



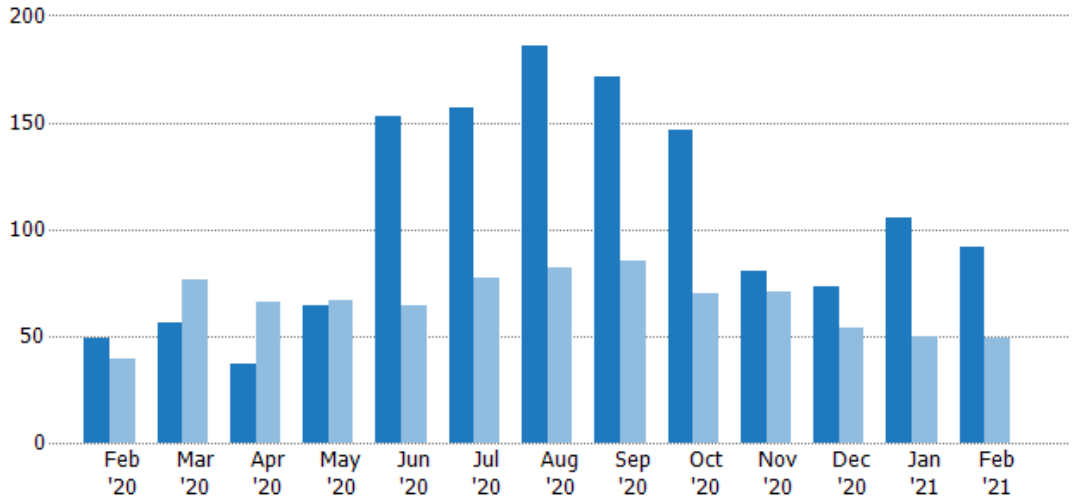
	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21
Active	507	454	446	462	424	410	361	341	327	294	259	219	201
Pending	64	72	74	90	153	191	257	273	251	182	118	145	166
Sold	42	37	36	37	62	89	94	132	132	136	125	65	57

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



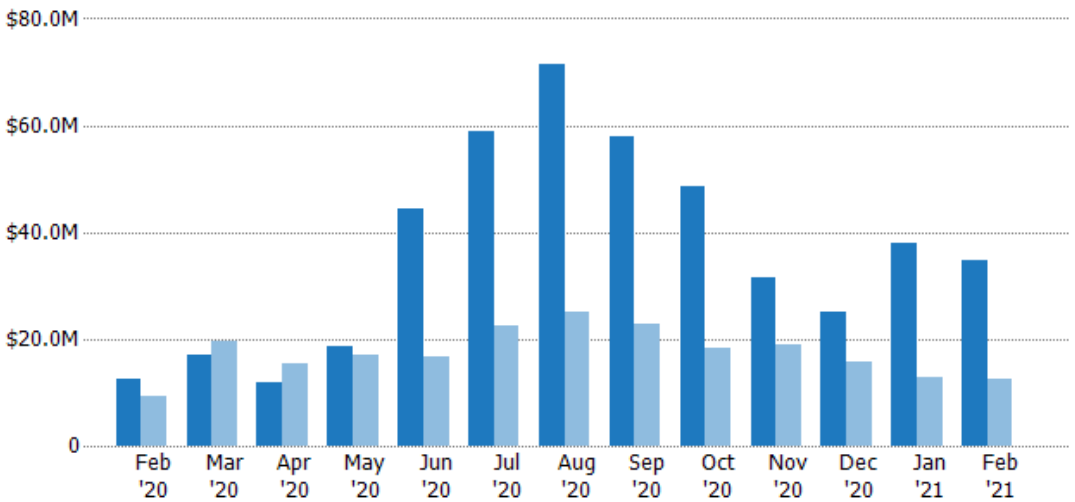
	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21
Current Year	49	56	37	64	153	157	186	171	146	80	73	105	92
Prior Year	39	76	66	67	64	77	82	85	70	71	54	50	49
Percent Change from Prior Year	26%	-26%	-44%	-4%	139%	104%	127%	101%	109%	13%	35%	110%	88%

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



	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	\$12.4M	\$16.9M	\$11.8M	\$18.5M	\$44.3M	\$58.9M	\$71.4M	\$58M	\$48.6M	\$31.6M	\$25.2M	\$37.9M	\$34.6M
Prior Year	\$9.44M	\$19.5M	\$15.5M	\$17.1M	\$16.6M	\$22.4M	\$25.1M	\$22.8M	\$18.4M	\$19M	\$15.7M	\$12.7M	\$12.4M
Percent Change from Prior Year	32%	-13%	-24%	8%	168%	163%	185%	154%	164%	67%	61%	198%	179%

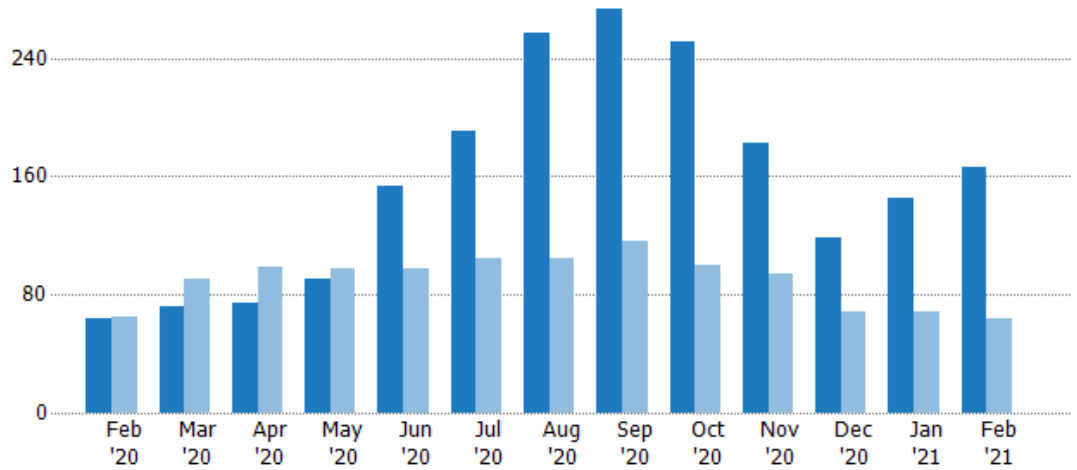
Pending Sales

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

Month/Year	Count	% Chg.
Feb '21	166	159.4%
Feb '20	64	-1.5%
Feb '19	65	1.5%



	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	64	72	74	90	153	191	257	273	251	182	118	145	166
Prior Year	65	91	99	98	98	105	105	116	100	94	69	69	64
Percent Change from Prior Year	-2%	-21%	-25%	-8%	56%	82%	145%	135%	151%	94%	71%	110%	159%

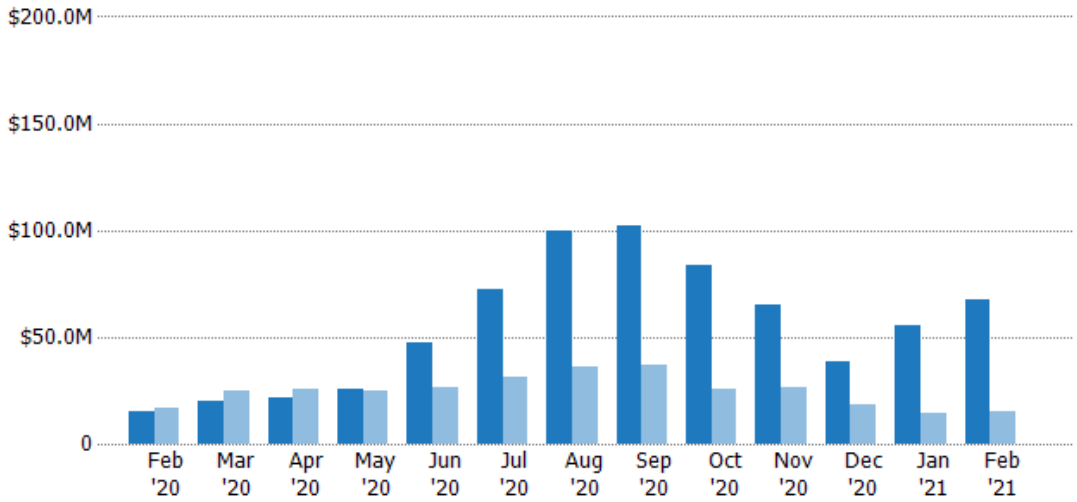
Pending Sales Volume

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

Month/Year	Volume	% Chg.
Feb '21	\$67.4M	334.7%
Feb '20	\$15.5M	-9.1%
Feb '19	\$17.1M	6.1%



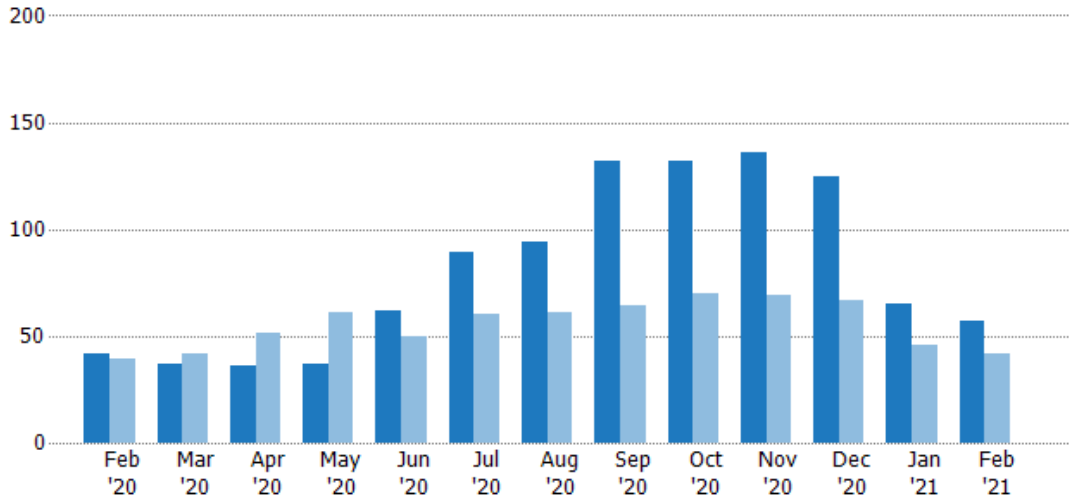
	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21
Current Year	\$15.5M	\$20.2M	\$21.4M	\$25.3M	\$47M	\$72.7M	\$100M	\$102M	\$83.6M	\$64.7M	\$38.7M	\$55.2M	\$67.4M
Prior Year	\$17.1M	\$25M	\$26M	\$24.6M	\$26M	\$31M	\$35.9M	\$36.7M	\$26M	\$26.2M	\$18.5M	\$14.6M	\$15.5M
Percent Change from Prior Year	-9%	-19%	-18%	3%	81%	135%	178%	179%	221%	147%	109%	277%	335%

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



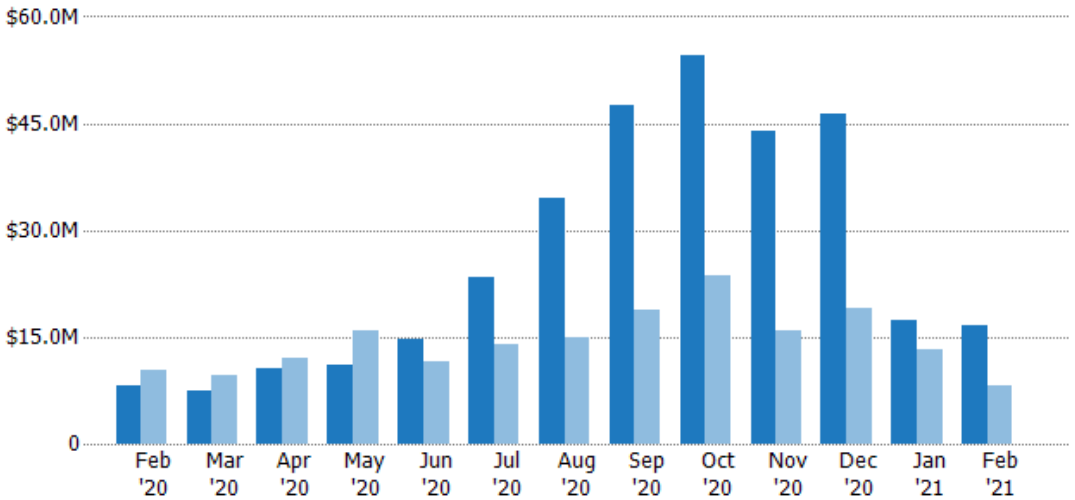
	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21
Current Year	42	37	36	37	62	89	94	132	132	136	125	65	57
Prior Year	39	42	51	61	50	60	61	64	70	69	67	46	42
Percent Change from Prior Year	8%	-12%	-29%	-39%	24%	48%	54%	106%	89%	97%	87%	41%	36%

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



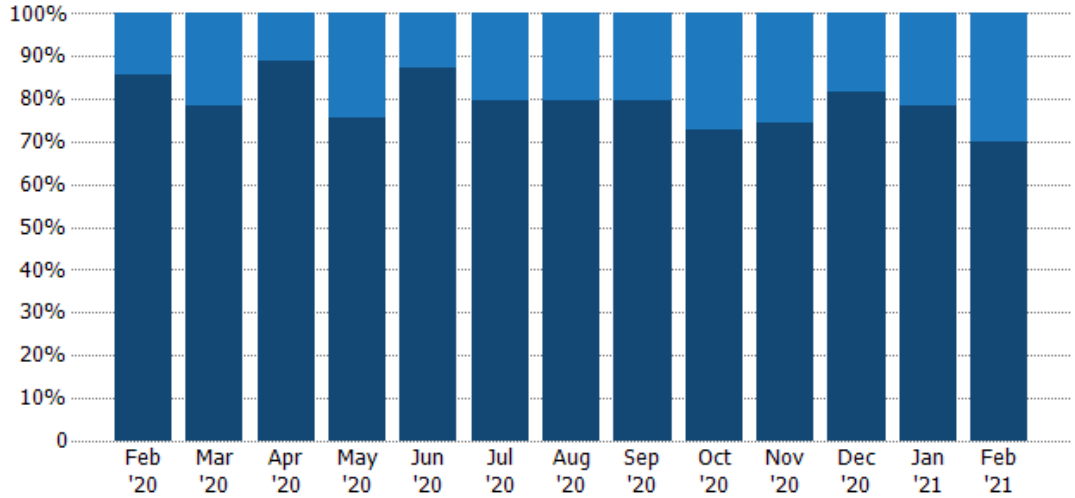
	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21
Current Year	\$8.12M	\$7.41M	\$10.7M	\$11.2M	\$14.7M	\$23.3M	\$34.5M	\$47.5M	\$54.7M	\$44M	\$46.3M	\$17.4M	\$16.6M
Prior Year	\$10.3M	\$9.67M	\$12.2M	\$15.9M	\$11.6M	\$14.1M	\$14.9M	\$18.7M	\$23.6M	\$15.8M	\$19.1M	\$13.3M	\$8.12M
Percent Change from Prior Year	-21%	-23%	-12%	-30%	27%	65%	131%	154%	132%	178%	142%	31%	105%

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



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	14%	22%	11%	24%	13%	20%	20%	20%	27%	26%	18%	22%	30%
Single Family Residence	86%	78%	89%	76%	87%	80%	80%	80%	73%	74%	82%	78%	70%

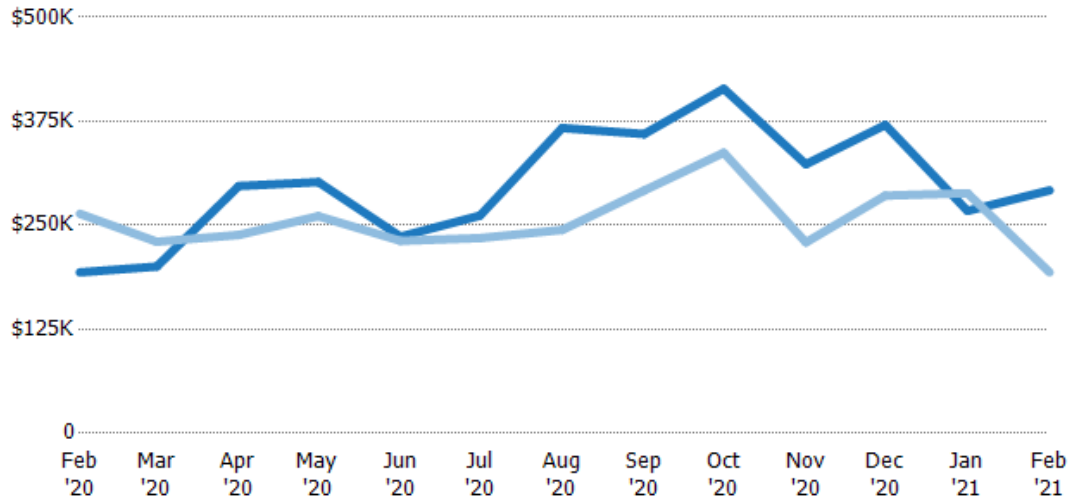
Average Sales Price

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

Month/Year	Price	% Chg.
Feb '21	\$292K	51%
Feb '20	\$193K	-26.7%
Feb '19	\$264K	6.3%



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	\$193K	\$200K	\$297K	\$302K	\$236K	\$262K	\$367K	\$360K	\$414K	\$323K	\$371K	\$267K	\$292K
Prior Year	\$264K	\$230K	\$238K	\$261K	\$231K	\$235K	\$244K	\$292K	\$337K	\$229K	\$286K	\$289K	\$193K
Percent Change from Prior Year	-27%	-13%	25%	16%	2%	11%	50%	23%	23%	41%	30%	-7%	51%

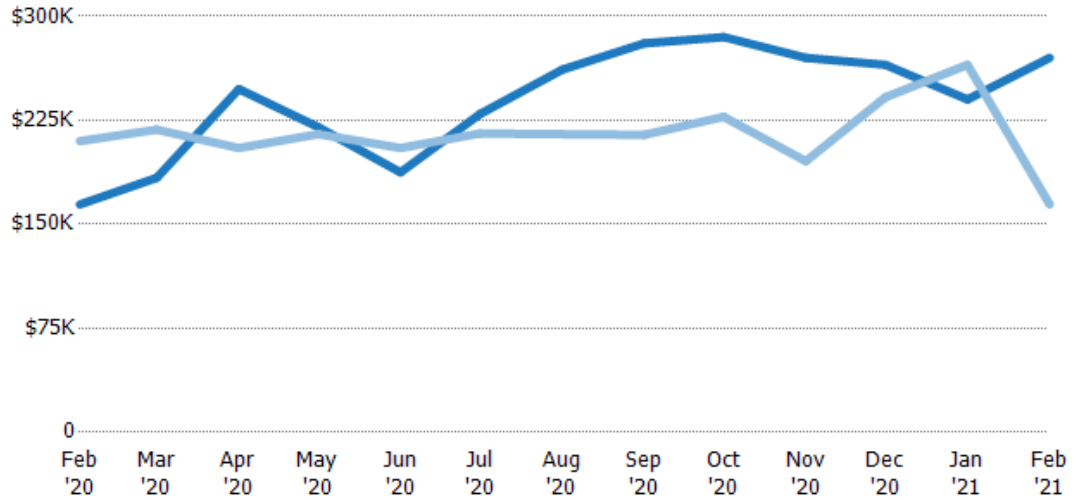
Median Sales Price

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

Month/Year	Price	% Chg.
Feb '21	\$270K	64.3%
Feb '20	\$164K	-21.8%
Feb '19	\$210K	4.8%



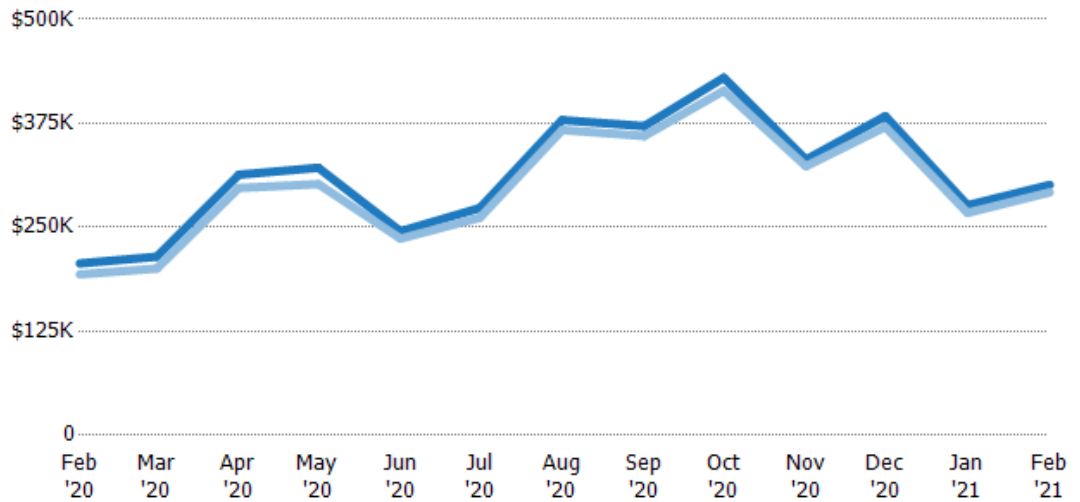
Current Year	\$164K	\$184K	\$248K	\$220K	\$187K	\$230K	\$261K	\$281K	\$285K	\$270K	\$265K	\$240K	\$270K
Prior Year	\$210K	\$218K	\$205K	\$215K	\$205K	\$216K	\$215K	\$215K	\$228K	\$196K	\$242K	\$265K	\$164K
Percent Change from Prior Year	-22%	-16%	21%	2%	-9%	6%	22%	31%	25%	38%	10%	-9%	64%

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



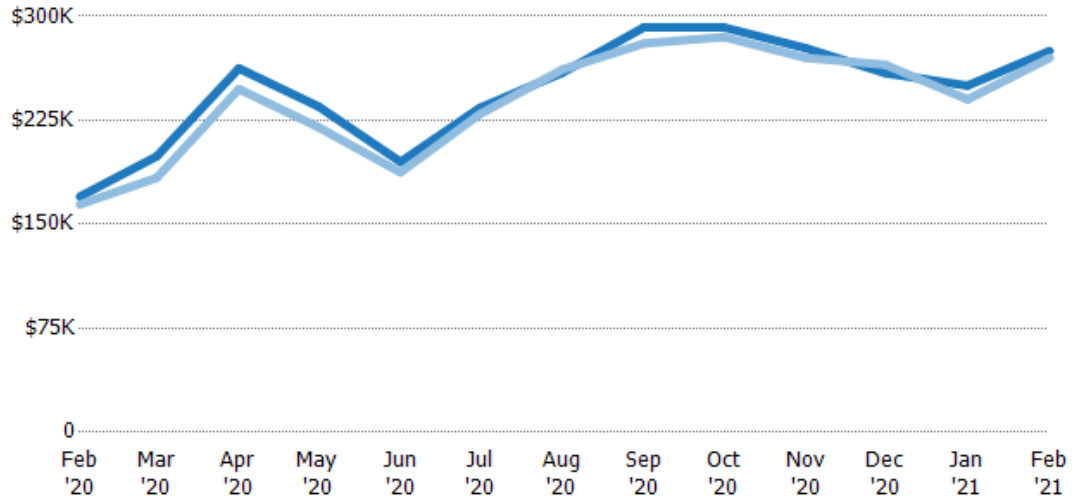
Avg List Price	\$207K	\$215K	\$313K	\$322K	\$245K	\$273K	\$379K	\$372K	\$430K	\$331K	\$384K	\$277K	\$301K
Avg Sales Price	\$193K	\$200K	\$297K	\$302K	\$236K	\$262K	\$367K	\$360K	\$414K	\$323K	\$371K	\$267K	\$292K
Avg Sales Price as a % of Avg List Price	94%	93%	95%	94%	96%	96%	97%	97%	96%	98%	97%	97%	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: Windham County, Vermont
 Property Type:
 Condo/Townhouse/Apt., Single
 Family



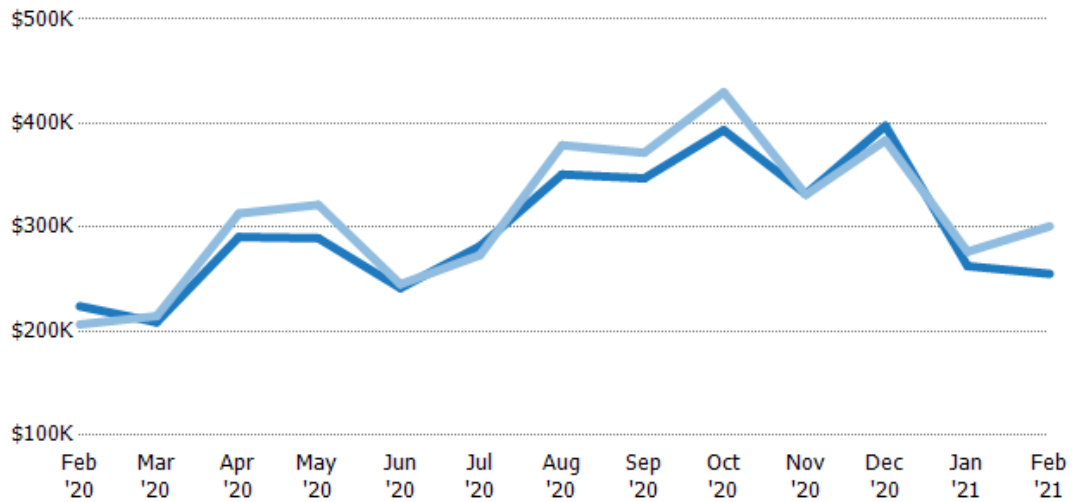
	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21
Median List Price	\$170K	\$199K	\$262K	\$235K	\$195K	\$234K	\$259K	\$292K	\$292K	\$277K	\$259K	\$250K	\$275K
Median Sales Price	\$164K	\$184K	\$248K	\$220K	\$187K	\$230K	\$261K	\$281K	\$285K	\$270K	\$265K	\$240K	\$270K
Med Sales Price as a % of Med List Price	97%	92%	94%	94%	96%	98%	101%	96%	98%	97%	102%	96%	98%

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



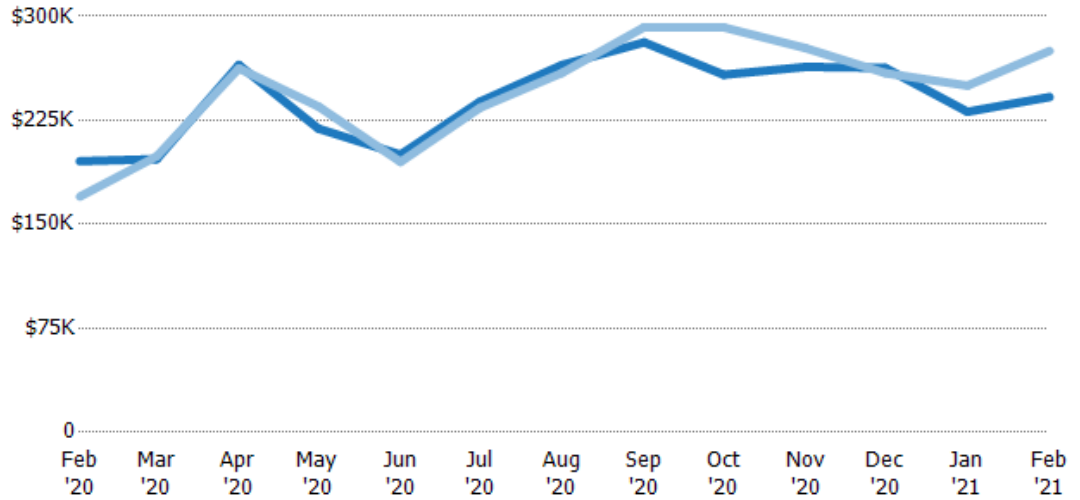
	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21
Avg Est Value	\$224K	\$209K	\$291K	\$289K	\$242K	\$282K	\$351K	\$347K	\$393K	\$332K	\$398K	\$263K	\$255K
Avg Sales Price	\$207K	\$215K	\$313K	\$322K	\$245K	\$273K	\$379K	\$372K	\$430K	\$331K	\$384K	\$277K	\$301K
Avg Sales Price as a % of Avg Est Value	92%	103%	108%	111%	101%	97%	108%	107%	109%	100%	96%	105%	118%

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



	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	\$196K	\$197K	\$265K	\$219K	\$200K	\$238K	\$265K	\$281K	\$258K	\$264K	\$263K	\$231K	\$242K
Median Sales Price	\$170K	\$199K	\$262K	\$235K	\$195K	\$234K	\$259K	\$292K	\$292K	\$277K	\$259K	\$250K	\$275K
Med Sales Price as a % of Med Est Value	87%	101%	99%	107%	97%	98%	98%	104%	113%	105%	99%	108%	114%