

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	Apr 2021	Apr 2020	+ / -	YTD 2021	YTD 2020	+ / -
Listing Activity Charts Metrics						
New Listing Count	26	18	+44.4%	57	72	-20.8%
New Listing Volume	\$11,502,100	\$7,392,400	+55.6%	\$27,745,700	\$26,269,994	+5.6%
Active Listing Count	30	50	-40%	N/A	N/A	
Active Listing Volume	\$18,276,200	\$27,942,044	-34.6%	N/A	N/A	
Average Listing Price	\$609,207	\$558,841	+9%	\$685,280	\$540,540	+26.8%
Median Listing Price	\$438,450	\$417,445	+5%	\$435,769	\$404,953	+7.6%
Median Days in RPR	21.5	97.5	-77.9%	168.4	112.48	+49.7%
Months of Inventory	5	3.3	+50%	1.7	4.6	-62.8%
Absorption Rate	20%	30%	-10%	58%	21.57%	+36.4%
Sales Activity Charts Metrics						
New Pending Sales Count	13	13	+/-	52	77	-32.5%
New Pending Sales Volume	\$5,030,514	\$4,939,108	+1.9%	\$24,528,009	\$25,700,368	-4.6%
Pending Sales Count	26	33	-21.2%	N/A	N/A	
Pending Sales Volume	\$14,640,700	\$11,641,966	+25.8%	N/A	N/A	
Closed Sales Count	17	18	-5.6%	46	58	-20.7%
Closed Sales Volume	\$7,286,004	\$6,265,793	+16.3%	\$17,936,434	\$19,823,338	-9.5%
Average Sales Price	\$428,588	\$348,100	+23.1%	\$389,922	\$341,782	+14.1%
Median Sales Price	\$412,000	\$339,250	+21.4%	\$397,768	\$313,843	+26.7%

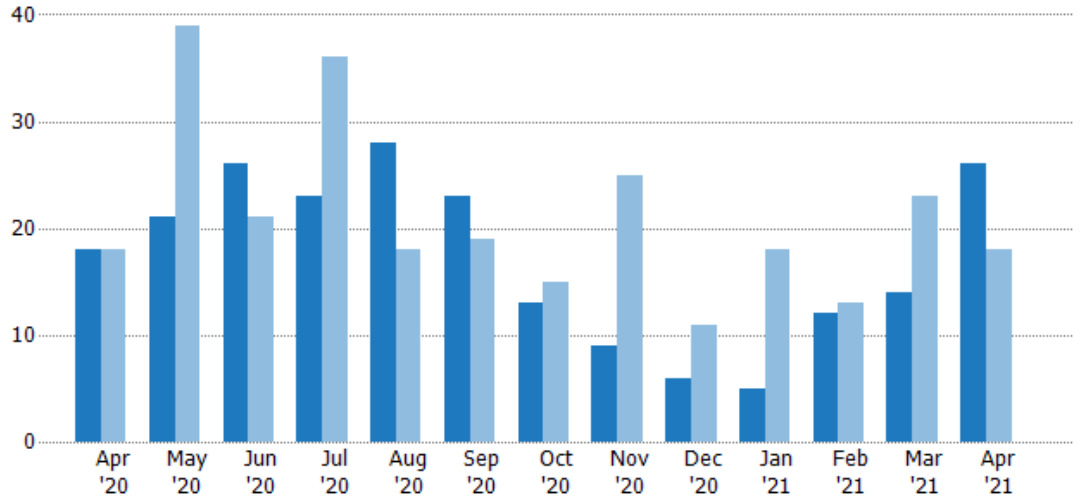
New Listings

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.
Apr '21	26	44.4%
Apr '20	18	0%
Apr '19	18	16.7%



Current Year	18	21	26	23	28	23	13	9	6	5	12	14	26
Prior Year	18	39	21	36	18	19	15	25	11	18	13	23	18
Percent Change from Prior Year	0%	-46%	24%	-36%	56%	21%	-13%	-64%	-45%	-72%	-8%	-39%	44%

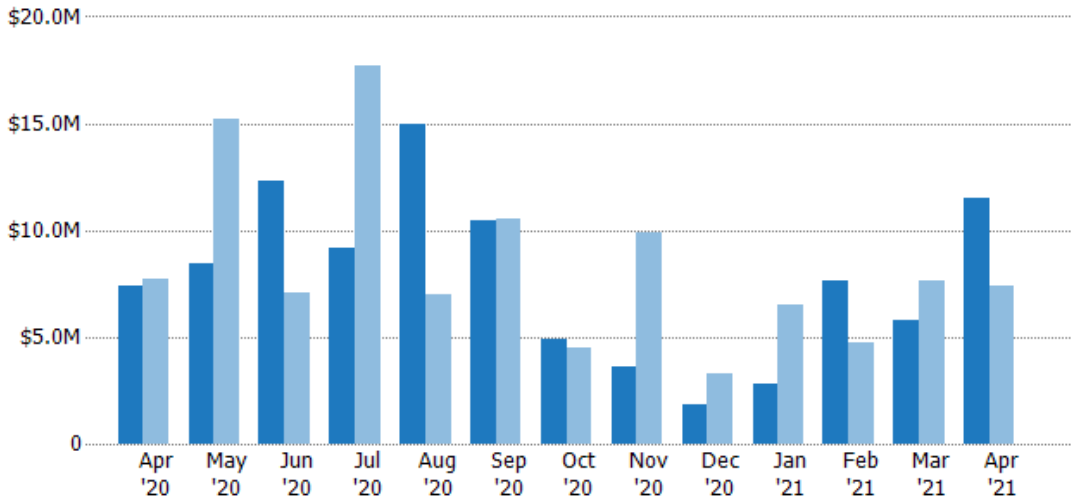
New Listing Volume

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.
Apr '21	\$11.5M	55.6%
Apr '20	\$7.39M	-4.2%
Apr '19	\$7.72M	-17.2%



Current Year	\$7.39M	\$8.43M	\$12.3M	\$9.2M	\$15M	\$10.4M	\$4.89M	\$3.57M	\$1.85M	\$2.81M	\$7.64M	\$5.79M	\$11.5M
Prior Year	\$7.72M	\$15.2M	\$7.1M	\$17.7M	\$7.02M	\$10.5M	\$4.5M	\$9.93M	\$3.31M	\$6.54M	\$4.74M	\$7.6M	\$7.39M
Percent Change from Prior Year	-4%	-45%	74%	-48%	113%	-1%	9%	-64%	-44%	-57%	61%	-24%	56%

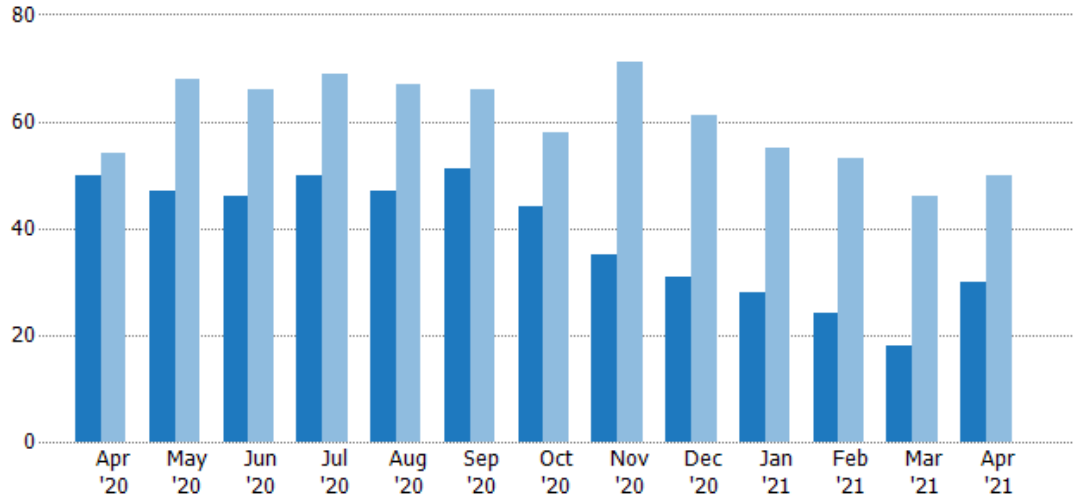
Active Listings

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.
Apr '21	30	-40%
Apr '20	50	-7.4%
Apr '19	54	9.3%



Current Year	50	47	46	50	47	51	44	35	31	28	24	18	30
Prior Year	54	68	66	69	67	66	58	71	61	55	53	46	50
Percent Change from Prior Year	-7%	-31%	-30%	-28%	-30%	-23%	-24%	-51%	-49%	-49%	-55%	-61%	-40%

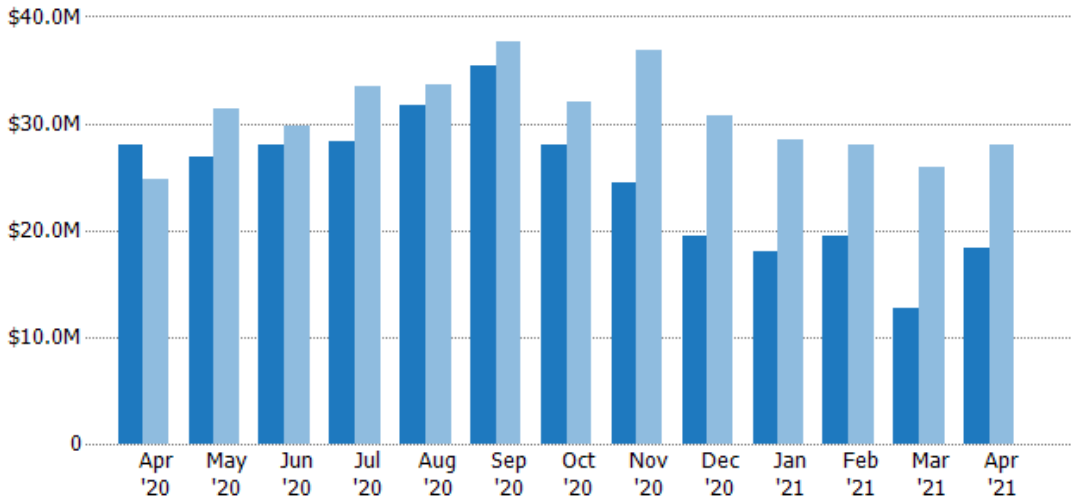
Active Listing Volume

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.
Apr '21	\$18.3M	-34.6%
Apr '20	\$27.9M	13.1%
Apr '19	\$24.7M	32.2%



Current Year	\$27.9M	\$26.9M	\$27.9M	\$28.4M	\$31.6M	\$35.3M	\$28M	\$24.4M	\$19.4M	\$18M	\$19.5M	\$12.7M	\$18.3M
Prior Year	\$24.7M	\$31.3M	\$29.7M	\$33.4M	\$33.6M	\$37.6M	\$32M	\$36.8M	\$30.7M	\$28.5M	\$27.9M	\$25.9M	\$27.9M
Percent Change from Prior Year	13%	-14%	-6%	-15%	-6%	-6%	-12%	-34%	-37%	-37%	-30%	-51%	-35%

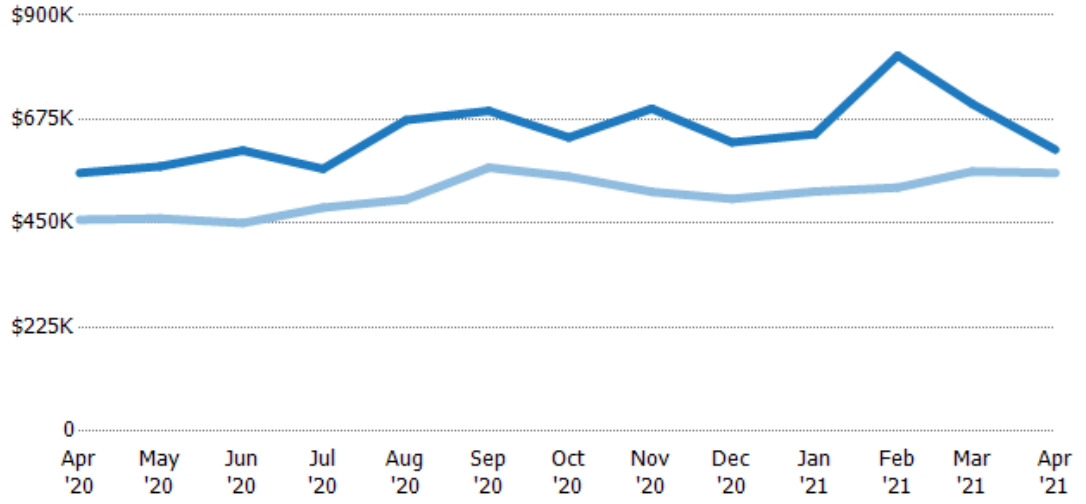
Average Listing Price

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.
Apr '21	\$609K	9%
Apr '20	\$559K	22.1%
Apr '19	\$458K	21%



Current Year	\$559K	\$573K	\$608K	\$568K	\$673K	\$693K	\$636K	\$698K	\$625K	\$643K	\$813K	\$708K	\$609K
Prior Year	\$458K	\$460K	\$450K	\$484K	\$501K	\$570K	\$551K	\$518K	\$503K	\$519K	\$527K	\$562K	\$559K
Percent Change from Prior Year	22%	24%	35%	17%	34%	21%	15%	35%	24%	24%	54%	26%	9%

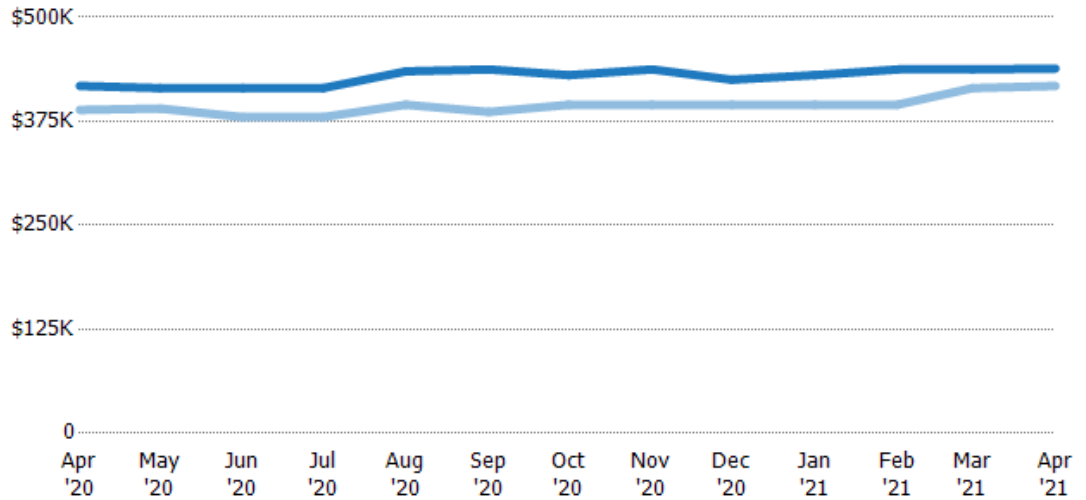
Median Listing Price

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.
Apr '21	\$438K	5%
Apr '20	\$417K	7.4%
Apr '19	\$389K	5.5%



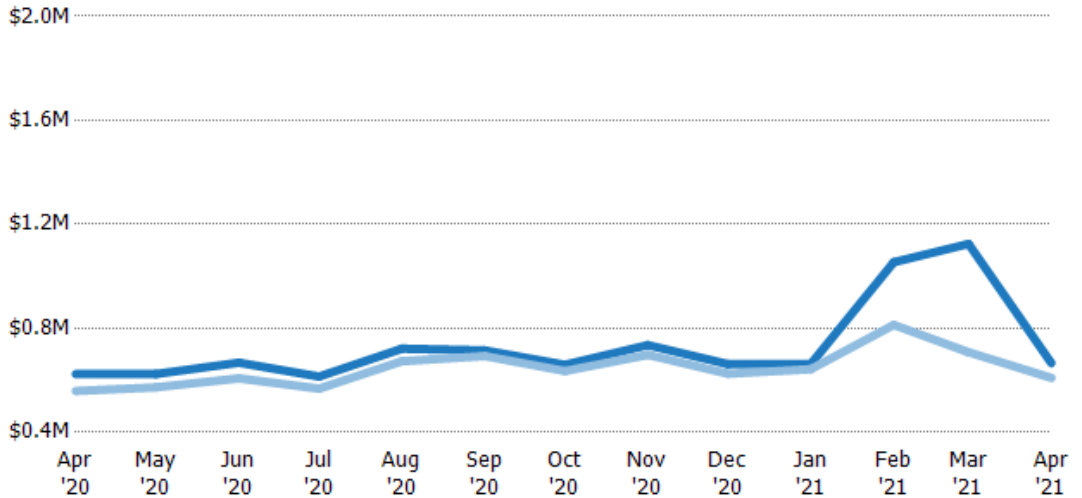
Current Year	\$417K	\$415K	\$415K	\$415K	\$435K	\$437K	\$430K	\$437K	\$425K	\$430K	\$437K	\$437K	\$438K
Prior Year	\$389K	\$390K	\$380K	\$380K	\$395K	\$386K	\$395K	\$395K	\$395K	\$395K	\$395K	\$415K	\$417K
Percent Change from Prior Year	7%	6%	9%	9%	10%	13%	9%	11%	8%	9%	11%	5%	5%

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



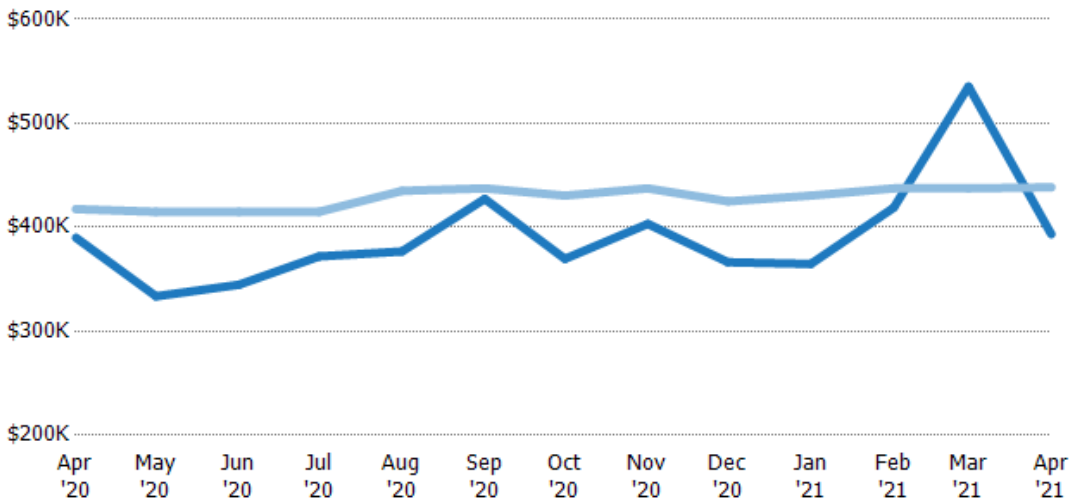
	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21
Avg Est Value	\$624K	\$624K	\$668K	\$614K	\$722K	\$715K	\$660K	\$735K	\$662K	\$663K	\$1.05M	\$1.12M	\$666K
Avg Listing Price	\$559K	\$573K	\$608K	\$568K	\$673K	\$693K	\$636K	\$698K	\$625K	\$643K	\$813K	\$708K	\$609K
Avg Listing Price as a % of Avg Est Value	90%	92%	91%	92%	93%	97%	96%	95%	94%	97%	77%	63%	91%

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



	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21
Median Est Value	\$390K	\$334K	\$345K	\$372K	\$377K	\$427K	\$370K	\$403K	\$366K	\$365K	\$419K	\$535K	\$393K
Median Listing Price	\$417K	\$415K	\$415K	\$415K	\$435K	\$437K	\$430K	\$437K	\$425K	\$430K	\$437K	\$437K	\$438K
Med Listing Price as a % of Med Est Value	107%	124%	120%	112%	115%	102%	116%	108%	116%	118%	104%	82%	111%

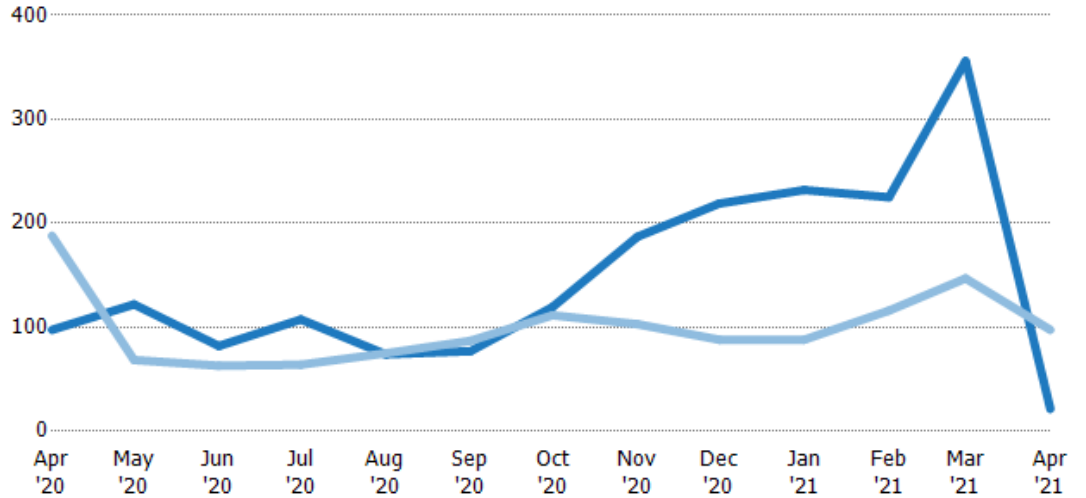
Median Days in RPR

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.
Apr '21	21.5	-77.9%
Apr '20	97.5	-48.1%
Apr '19	188	-41.5%



Current Year	97.5	122	82	108	74	77	120	187	219	232	225	356	21.5
Prior Year	188	68.5	63	64	75	87	112	103	88	88	116	147	97.5
Percent Change from Prior Year	-48%	78%	30%	68%	-1%	-11%	7%	82%	149%	164%	94%	142%	-78%

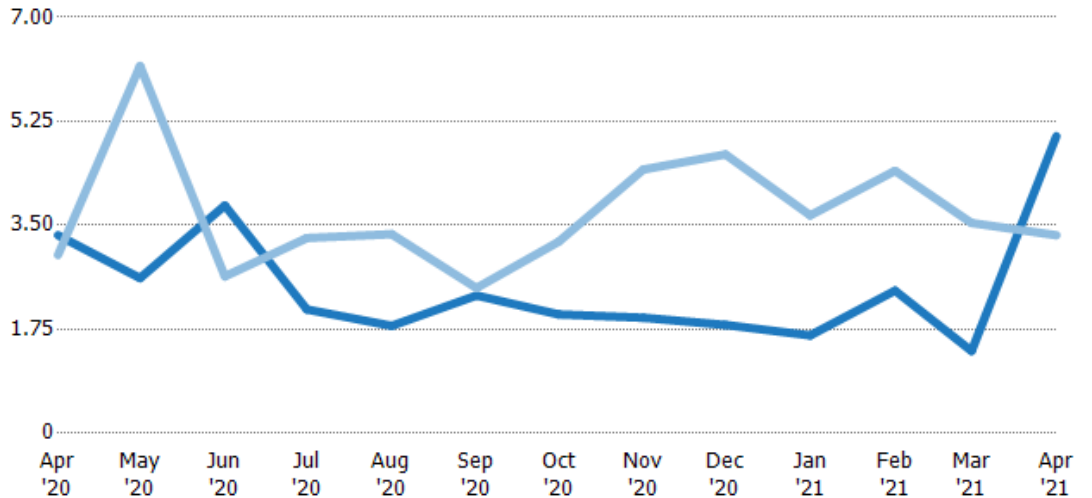
Months of Inventory

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.
Apr '21	5	50%
Apr '20	3.33	11.1%
Apr '19	3	51.3%



Current Year	3.33	2.61	3.83	2.08	1.81	2.32	2	1.94	1.82	1.65	2.4	1.38	5
Prior Year	3	6.18	2.64	3.29	3.35	2.44	3.22	4.44	4.69	3.67	4.42	3.54	3.33
Percent Change from Prior Year	11%	-58%	45%	-37%	-46%	-5%	-38%	-56%	-61%	-55%	-46%	-61%	50%

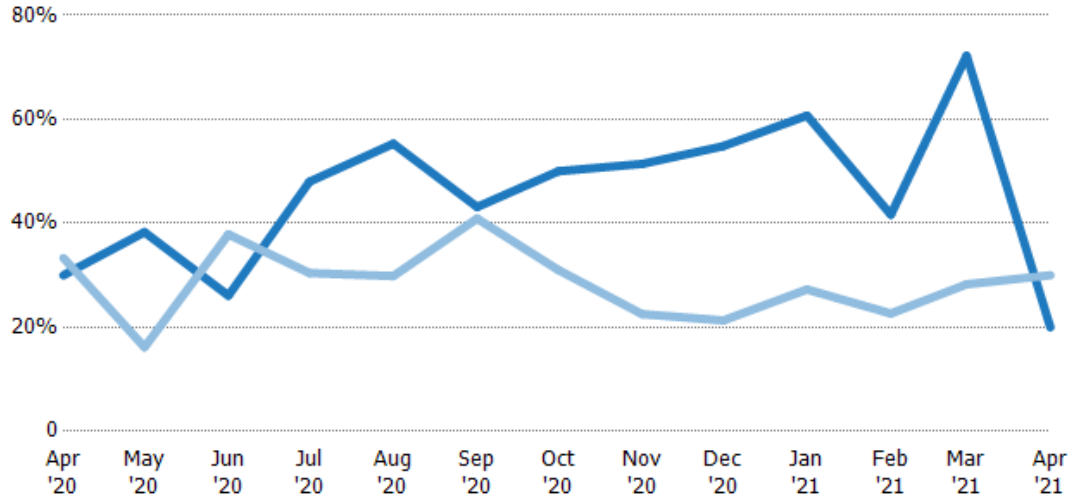
Absorption Rate

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.
Apr '21	20%	10%
Apr '20	30%	3.3%
Apr '19	33%	-33.9%



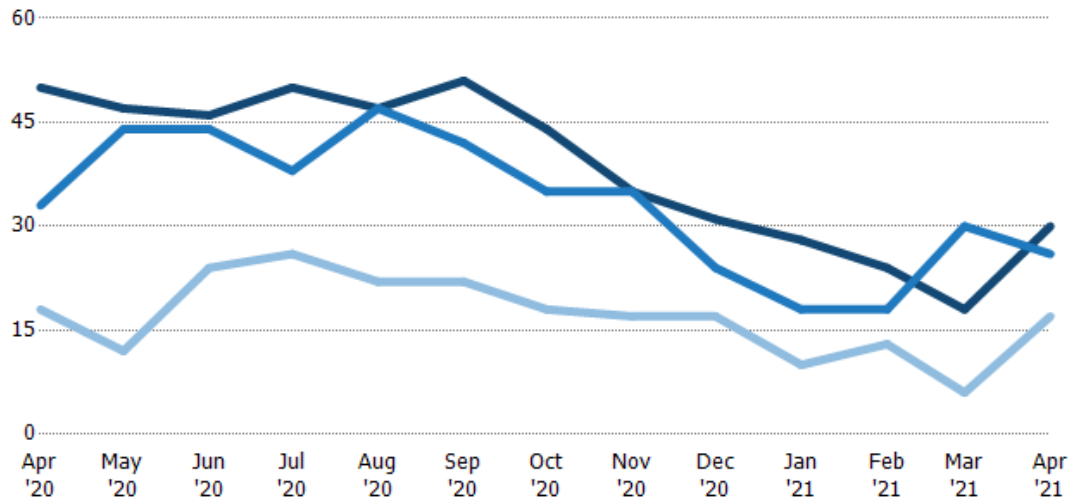
	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21
Current Year	30%	38%	26%	48%	55%	43%	50%	51%	55%	61%	42%	72%	20%
Prior Year	33%	16%	38%	30%	30%	41%	31%	23%	21%	27%	23%	28%	30%
Change from Prior Year	3%	-22%	12%	-18%	-25%	-2%	-19%	-29%	-34%	-33%	-19%	-44%	10%

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



	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21
Active	50	47	46	50	47	51	44	35	31	28	24	18	30
Pending	33	44	44	38	47	42	35	35	24	18	18	30	26
Sold	18	12	24	26	22	22	18	17	17	10	13	6	17

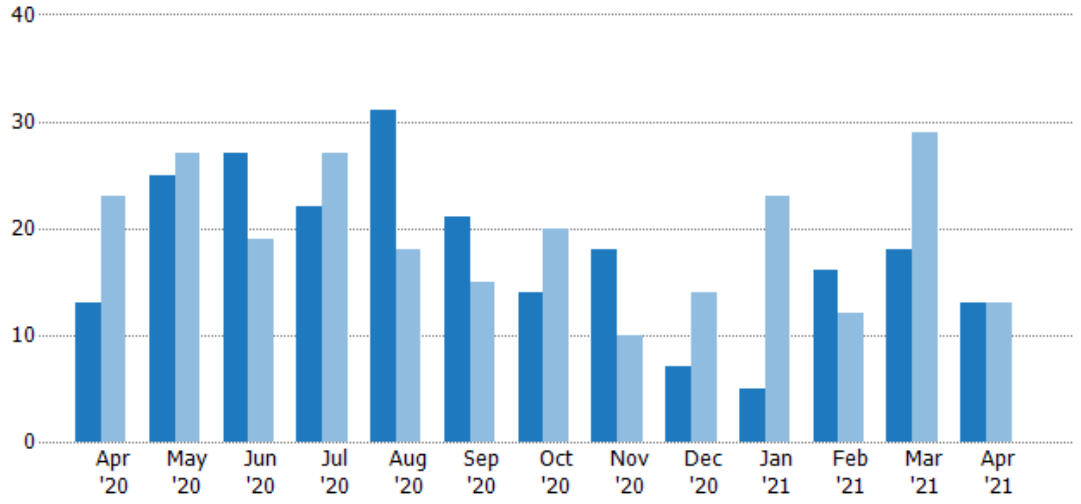
New Pending Sales

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.
Apr '21	13	0%
Apr '20	13	-43.5%
Apr '19	23	-52.2%



Current Year	13	25	27	22	31	21	14	18	7	5	16	18	13
Prior Year	23	27	19	27	18	15	20	10	14	23	12	29	13
Percent Change from Prior Year	-43%	-7%	42%	-19%	72%	40%	-30%	80%	-50%	-78%	33%	-38%	0%

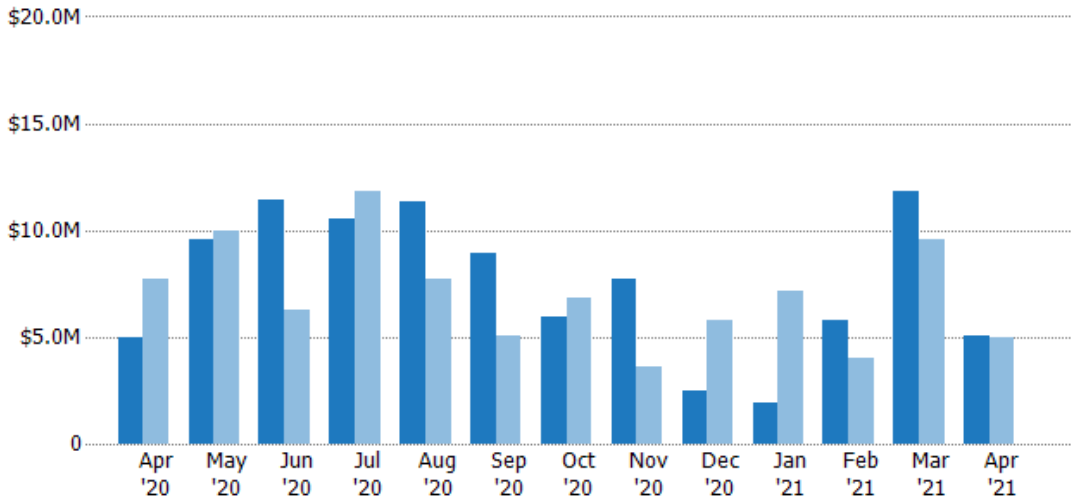
New Pending Sales Volume

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.
Apr '21	\$5.03M	1.9%
Apr '20	\$4.94M	-35.7%
Apr '19	\$7.68M	-54.5%



Current Year	\$4.94M	\$9.57M	\$11.4M	\$10.5M	\$11.3M	\$8.93M	\$5.98M	\$7.71M	\$2.48M	\$1.91M	\$5.77M	\$11.8M	\$5.03M
Prior Year	\$7.68M	\$9.99M	\$6.24M	\$11.8M	\$7.71M	\$5.04M	\$6.8M	\$3.65M	\$5.81M	\$7.13M	\$4.03M	\$9.6M	\$4.94M
Percent Change from Prior Year	-36%	-4%	83%	-11%	47%	77%	-12%	112%	-57%	-73%	43%	23%	2%

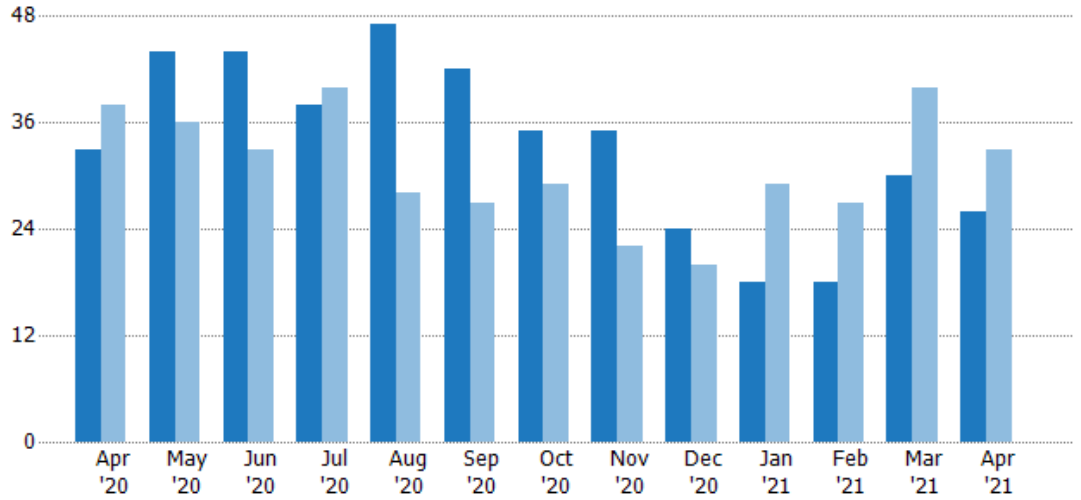
Pending Sales

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.
Apr '21	26	-21.2%
Apr '20	33	-13.2%
Apr '19	38	-44.7%



	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21
Current Year	33	44	44	38	47	42	35	35	24	18	18	30	26
Prior Year	38	36	33	40	28	27	29	22	20	29	27	40	33
Percent Change from Prior Year	-13%	22%	33%	-5%	68%	56%	21%	59%	20%	-38%	-33%	-25%	-21%

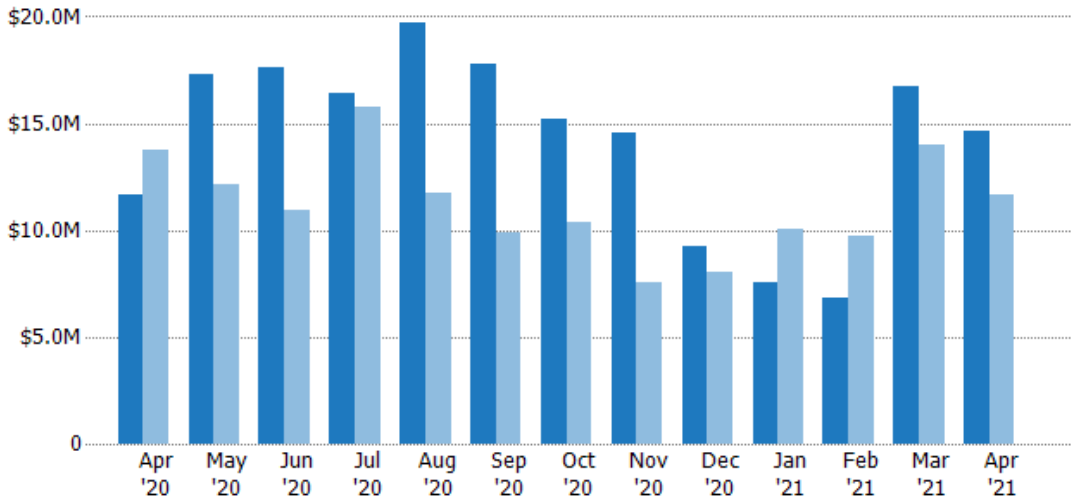
Pending Sales Volume

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.
Apr '21	\$14.6M	25.8%
Apr '20	\$11.6M	-15.6%
Apr '19	\$13.8M	-49.9%



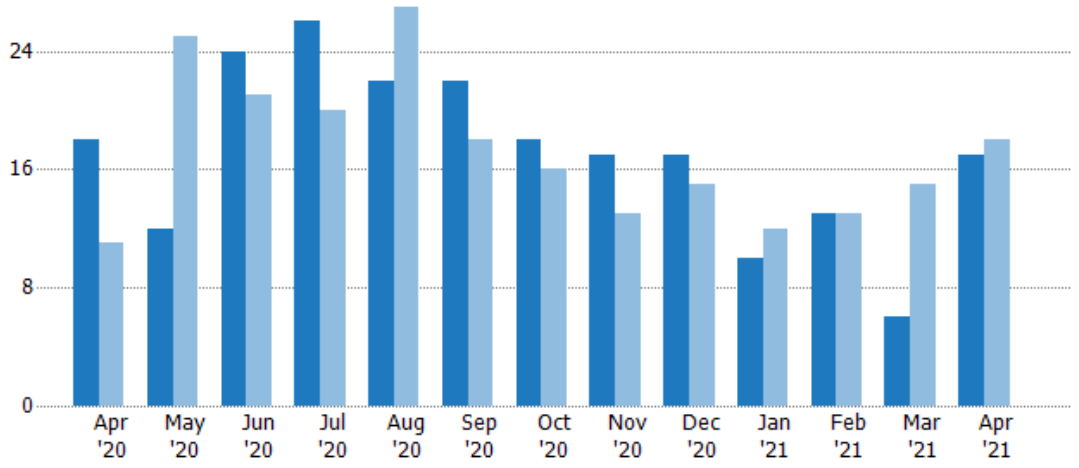
	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21
Current Year	\$11.6M	\$17.3M	\$17.6M	\$16.4M	\$19.7M	\$17.8M	\$15.2M	\$14.5M	\$9.25M	\$7.54M	\$6.85M	\$16.8M	\$14.6M
Prior Year	\$13.8M	\$12.1M	\$11M	\$15.8M	\$11.8M	\$9.88M	\$10.4M	\$7.56M	\$8.07M	\$10.1M	\$9.7M	\$14M	\$11.6M
Percent Change from Prior Year	-16%	42%	61%	4%	68%	80%	46%	92%	15%	-25%	-29%	20%	26%

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.
Apr '21	17	-5.6%
Apr '20	18	63.6%
Apr '19	11	0%

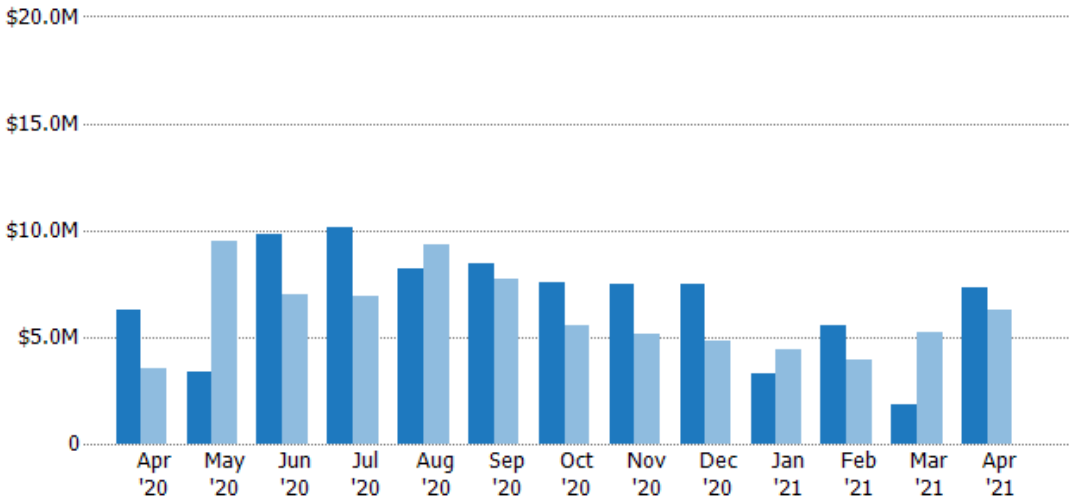
Current Year	18	12	24	26	22	22	18	17	17	10	13	6	17
Prior Year	11	25	21	20	27	18	16	13	15	12	13	15	18
Percent Change from Prior Year	64%	-52%	14%	30%	-19%	22%	13%	31%	13%	-17%	0%	-60%	-6%

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.
Apr '21	\$7.29M	16.3%
Apr '20	\$6.27M	76.3%
Apr '19	\$3.55M	-9.3%

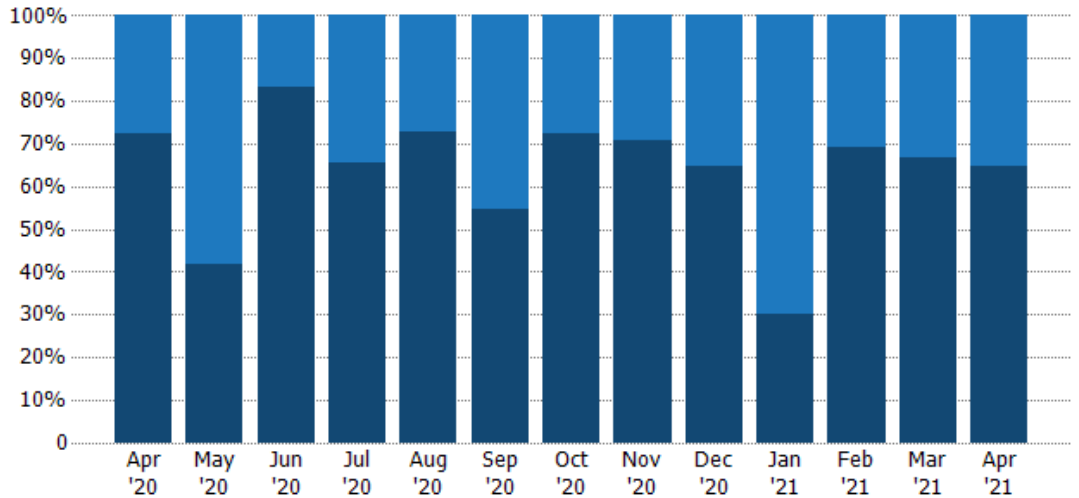
Current Year	\$6.27M	\$3.38M	\$9.79M	\$10.1M	\$8.24M	\$8.43M	\$7.58M	\$7.45M	\$7.5M	\$3.3M	\$5.52M	\$1.83M	\$7.29M
Prior Year	\$3.55M	\$9.51M	\$7.01M	\$6.88M	\$9.37M	\$7.7M	\$5.55M	\$5.17M	\$4.85M	\$4.38M	\$3.96M	\$5.22M	\$6.27M
Percent Change from Prior Year	76%	-64%	40%	47%	-12%	10%	37%	44%	55%	-25%	39%	-65%	16%

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



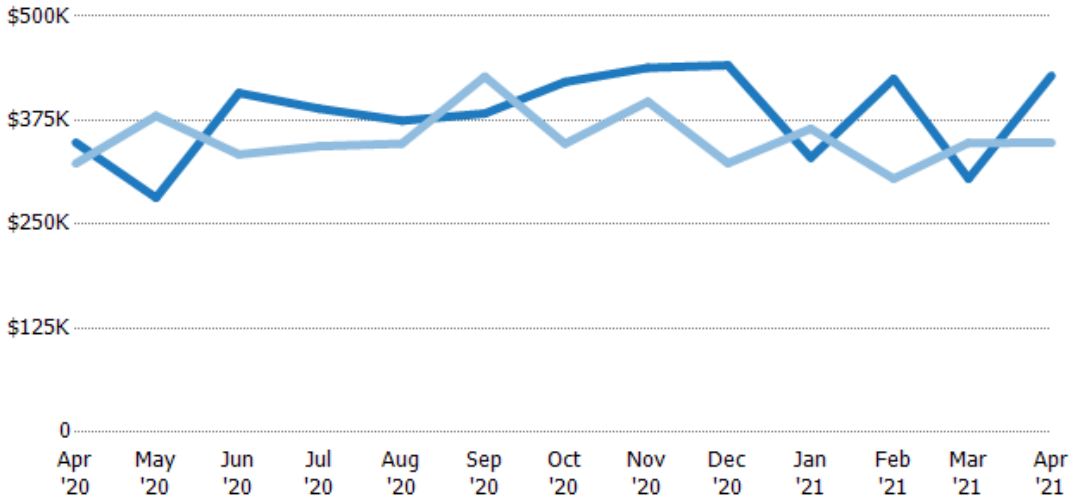
Condo/Townhouse	28%	58%	17%	35%	27%	45%	28%	29%	35%	70%	31%	33%	35%
Single Family Residence	72%	42%	83%	65%	73%	55%	72%	71%	65%	30%	69%	67%	65%

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



Current Year	\$348K	\$282K	\$408K	\$389K	\$374K	\$383K	\$421K	\$438K	\$441K	\$330K	\$425K	\$305K	\$429K
Prior Year	\$323K	\$380K	\$334K	\$344K	\$347K	\$428K	\$347K	\$397K	\$323K	\$365K	\$305K	\$348K	\$348K
Percent Change from Prior Year	8%	-26%	22%	13%	8%	-10%	21%	10%	36%	-10%	39%	-12%	23%

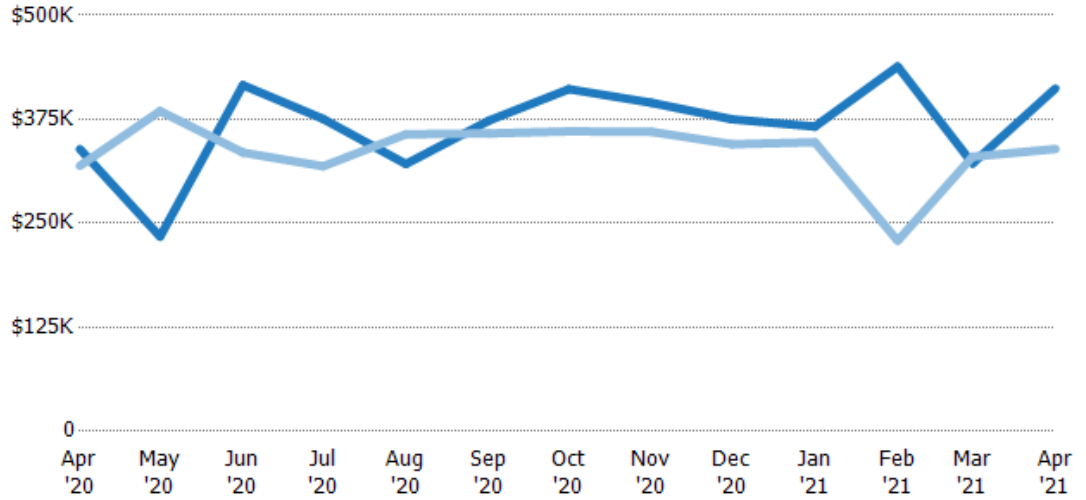
Median Sales Price

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.
Apr '21	\$412K	21.4%
Apr '20	\$339K	6.3%
Apr '19	\$319K	-9.1%



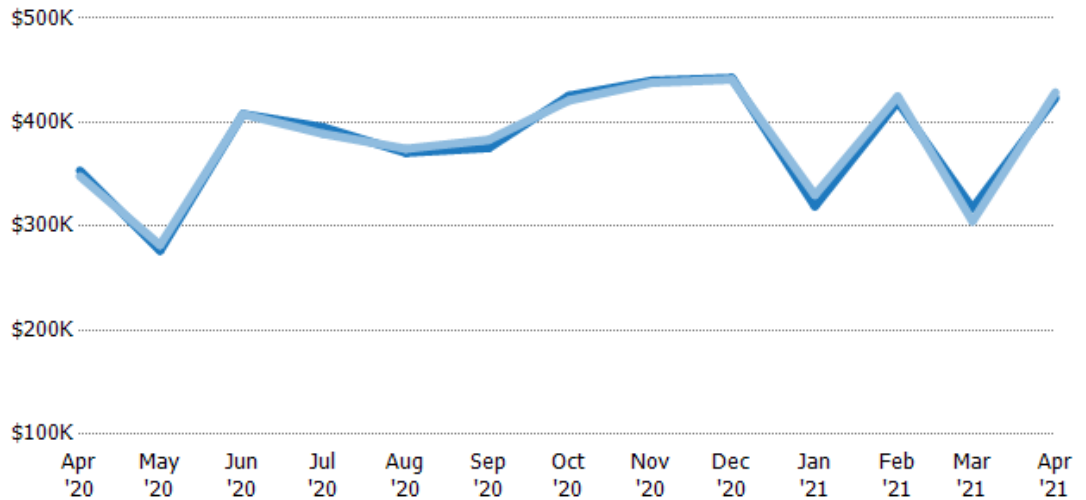
Current Year	\$339K	\$234K	\$416K	\$375K	\$321K	\$373K	\$411K	\$395K	\$375K	\$366K	\$438K	\$322K	\$412K
Prior Year	\$319K	\$385K	\$335K	\$319K	\$357K	\$358K	\$360K	\$360K	\$345K	\$347K	\$229K	\$330K	\$339K
Percent Change from Prior Year	6%	-39%	24%	18%	-10%	4%	14%	10%	9%	5%	91%	-2%	21%

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



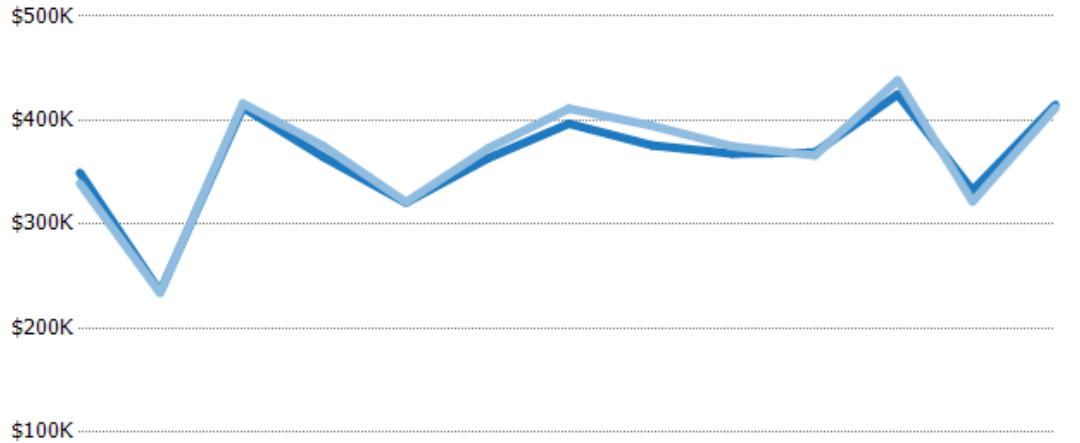
Avg List Price	\$354K	\$277K	\$408K	\$395K	\$371K	\$375K	\$425K	\$440K	\$443K	\$319K	\$420K	\$317K	\$423K
Avg Sales Price	\$348K	\$282K	\$408K	\$389K	\$374K	\$383K	\$421K	\$438K	\$441K	\$330K	\$425K	\$305K	\$429K
Avg Sales Price as a % of Avg List Price	98%	102%	100%	98%	101%	102%	99%	100%	100%	103%	101%	96%	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



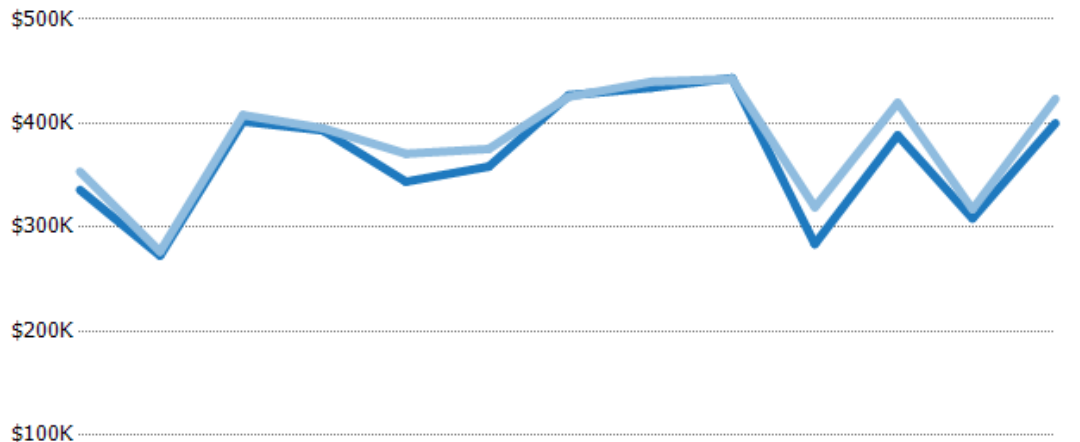
	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21
Median List Price	\$349K	\$235K	\$412K	\$365K	\$321K	\$364K	\$397K	\$376K	\$368K	\$369K	\$425K	\$333K	\$415K
Median Sales Price	\$339K	\$234K	\$416K	\$375K	\$321K	\$373K	\$411K	\$395K	\$375K	\$366K	\$438K	\$322K	\$412K
Med Sales Price as a % of Med List Price	97%	100%	101%	103%	100%	103%	104%	105%	102%	99%	103%	97%	99%

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



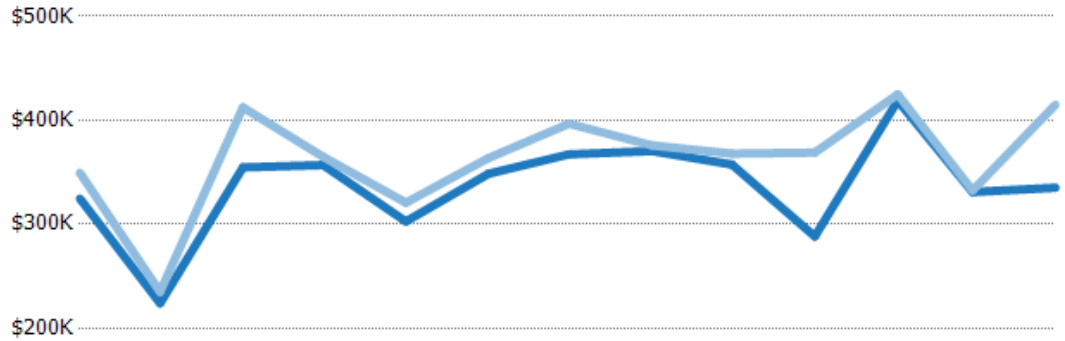
	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21
Avg Est Value	\$336K	\$273K	\$402K	\$393K	\$344K	\$358K	\$427K	\$434K	\$443K	\$284K	\$388K	\$308K	\$400K
Avg Sales Price	\$354K	\$277K	\$408K	\$395K	\$371K	\$375K	\$425K	\$440K	\$443K	\$319K	\$420K	\$317K	\$423K
Avg Sales Price as a % of Avg Est Value	105%	101%	102%	101%	108%	105%	100%	101%	100%	112%	108%	103%	106%

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



	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21
Median Est Value	\$325K	\$224K	\$355K	\$357K	\$303K	\$349K	\$367K	\$370K	\$357K	\$288K	\$419K	\$331K	\$335K
Median Sales Price	\$349K	\$235K	\$412K	\$365K	\$321K	\$364K	\$397K	\$376K	\$368K	\$369K	\$425K	\$333K	\$415K
Med Sales Price as a % of Med Est Value	108%	105%	116%	102%	106%	104%	108%	101%	103%	128%	101%	100%	124%