

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	81	43	+88.4%	239	198	+20.7%
New Listing Volume	\$28,328,700	\$13,220,299	+114.3%	\$88,385,200	\$58,425,049	+51.3%
Active Listing Count	94	265	-64.5%	N/A	N/A	
Active Listing Volume	\$46,382,376	\$95,891,493	-51.6%	N/A	N/A	
Average Listing Price	\$493,430	\$361,855	+36.4%	\$468,314	\$355,100	+31.9%
Median Listing Price	\$375,000	\$289,900	+29.4%	\$301,997	\$273,406	+10.5%
Median Days in RPR	64	142	-54.9%	82.13	143.11	-42.6%
Months of Inventory	1.7	5.9	-71.5%	3.1	7.8	-60.1%
Absorption Rate	59.57%	16.98%	+42.6%	32.35%	12.9%	+19.4%
Sales Activity Charts Metrics						
New Pending Sales Count	83	46	+80.4%	273	195	+40%
New Pending Sales Volume	\$31,514,900	\$12,854,450	+145.2%	\$95,503,100	\$55,450,150	+72.2%
Pending Sales Count	129	79	+63.3%	N/A	N/A	
Pending Sales Volume	\$50,881,900	\$21,595,250	+135.6%	N/A	N/A	
Closed Sales Count	62	33	+87.9%	184	142	+29.6%
Closed Sales Volume	\$21,029,474	\$10,545,362	+99.4%	\$55,800,924	\$37,094,768	+50.4%
Average Sales Price	\$339,185	\$319,556	+6.1%	\$303,266	\$261,231	+16.1%
Median Sales Price	\$270,000	\$287,200	-6%	\$255,348	\$232,183	+10%

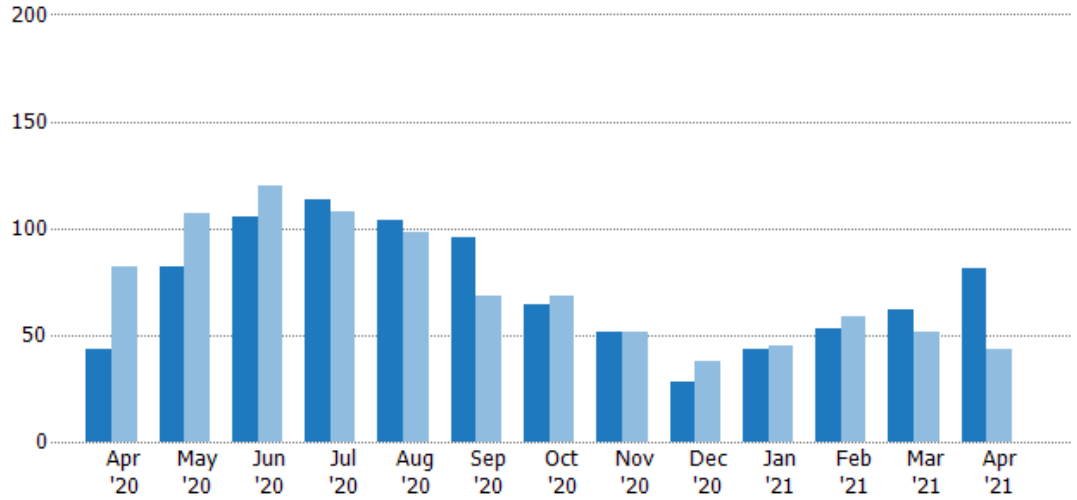
New Listings

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.
Apr '21	81	88.4%
Apr '20	43	-47.6%
Apr '19	82	-13.4%



Current Year	43	82	105	113	104	96	64	51	28	43	53	62	81
Prior Year	82	107	120	108	98	68	68	51	38	45	59	51	43
Percent Change from Prior Year	-48%	-23%	-13%	5%	6%	41%	-6%	0%	-26%	-4%	-10%	22%	88%

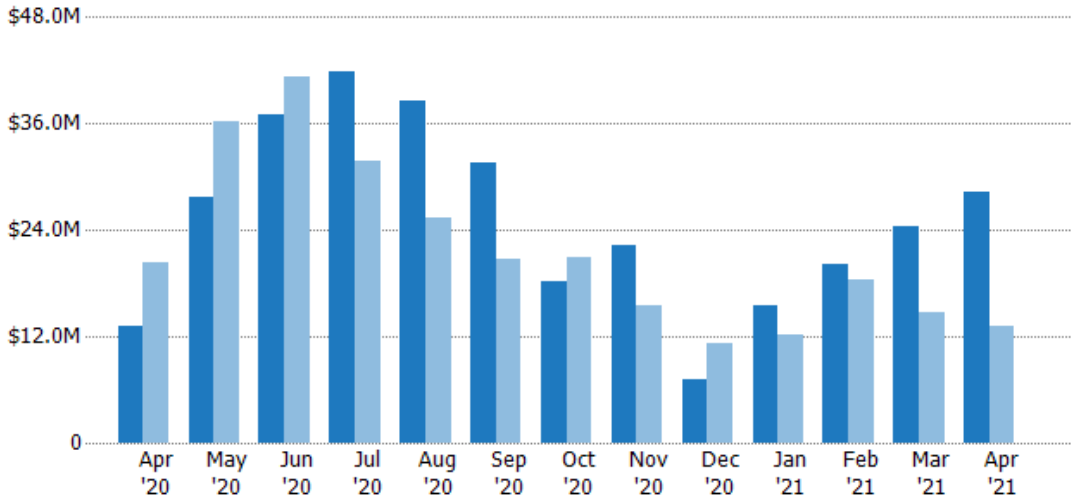
New Listing Volume

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.
Apr '21	\$28.3M	114.3%
Apr '20	\$13.2M	-34.9%
Apr '19	\$20.3M	-6.9%



Current Year	\$13.2M	\$27.7M	\$37M	\$41.9M	\$38.5M	\$31.5M	\$18.2M	\$22.3M	\$7.18M	\$15.4M	\$20.2M	\$24.4M	\$28.3M
Prior Year	\$20.3M	\$36.3M	\$41.3M	\$31.7M	\$25.4M	\$20.8M	\$20.9M	\$15.4M	\$11.2M	\$12.2M	\$18.3M	\$14.8M	\$13.2M
Percent Change from Prior Year	-35%	-24%	-10%	32%	52%	52%	-12%	45%	-36%	27%	10%	66%	114%

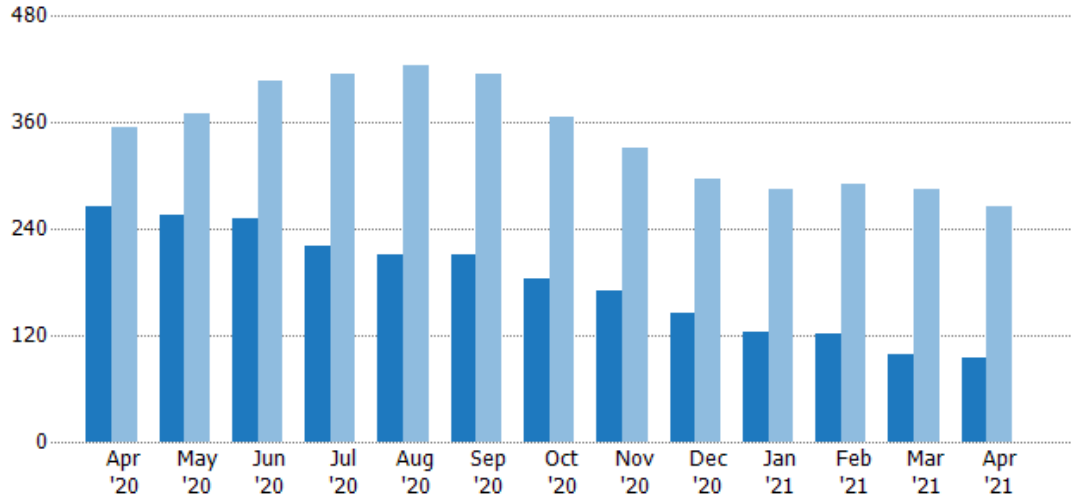
Active Listings

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.
Apr '21	94	-64.5%
Apr '20	265	-25.1%
Apr '19	354	1.7%



Current Year	265	256	251	221	211	211	183	170	146	124	122	99	94
Prior Year	354	370	406	414	425	414	366	331	297	284	290	285	265
Percent Change from Prior Year	-25%	-31%	-38%	-47%	-50%	-49%	-50%	-49%	-51%	-56%	-58%	-65%	-65%

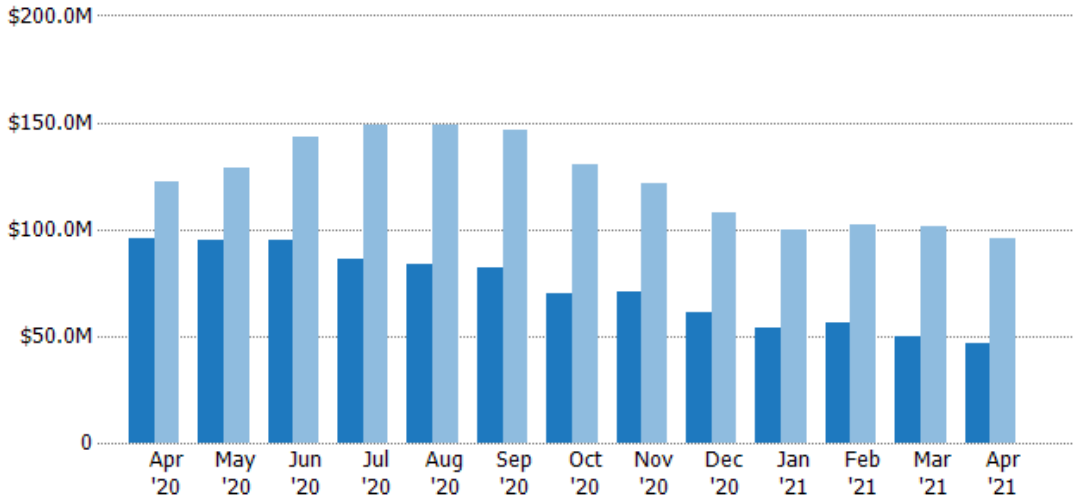
Active Listing Volume

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.
Apr '21	\$46.4M	-51.6%
Apr '20	\$95.9M	-21.4%
Apr '19	\$122M	-2.6%



Current Year	\$95.9M	\$94.9M	\$94.9M	\$86.3M	\$83.9M	\$81.9M	\$70.1M	\$71.1M	\$61.3M	\$53.6M	\$56.1M	\$49.5M	\$46.4M
Prior Year	\$122M	\$128M	\$143M	\$149M	\$149M	\$146M	\$131M	\$122M	\$107M	\$100M	\$102M	\$101M	\$95.9M
Percent Change from Prior Year	-21%	-26%	-34%	-42%	-44%	-44%	-46%	-41%	-43%	-46%	-45%	-51%	-52%

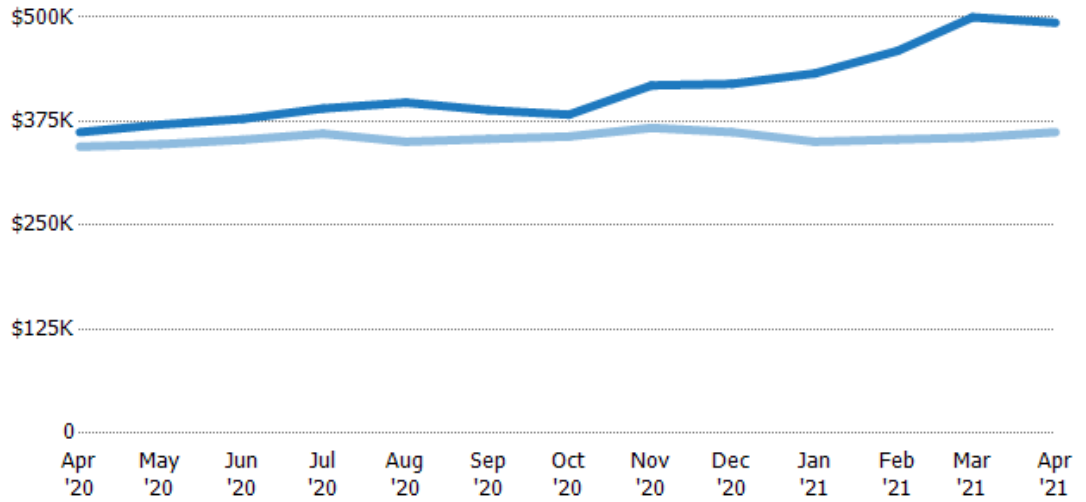
Average Listing Price

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.
Apr '21	\$493K	36.4%
Apr '20	\$362K	5.1%
Apr '19	\$344K	-4.2%



Current Year	\$362K	\$371K	\$378K	\$390K	\$397K	\$388K	\$383K	\$418K	\$420K	\$433K	\$460K	\$500K	\$493K
Prior Year	\$344K	\$347K	\$353K	\$360K	\$350K	\$354K	\$357K	\$367K	\$362K	\$350K	\$353K	\$355K	\$362K
Percent Change from Prior Year	5%	7%	7%	8%	13%	10%	7%	14%	16%	23%	30%	41%	36%

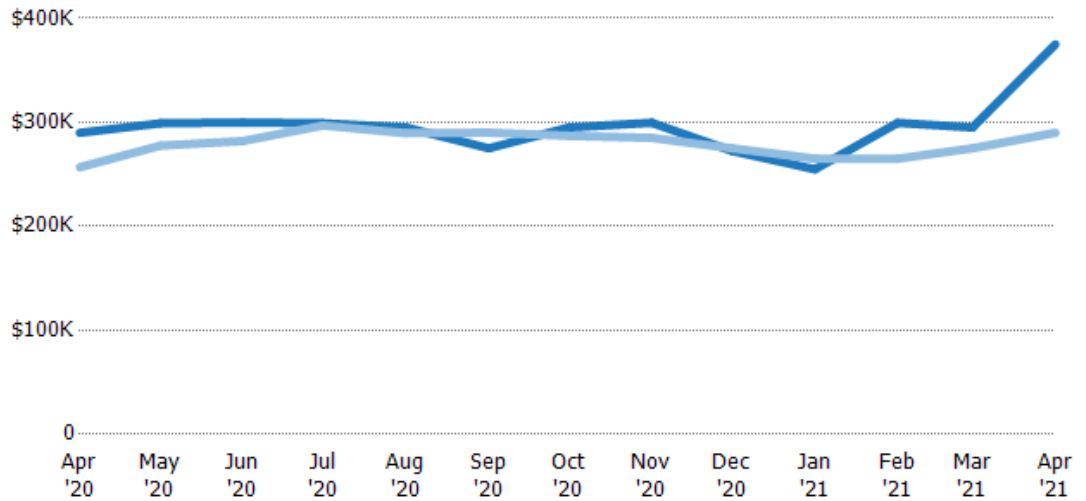
Median Listing Price

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.
Apr '21	\$375K	29.4%
Apr '20	\$290K	12.9%
Apr '19	\$257K	-1.1%



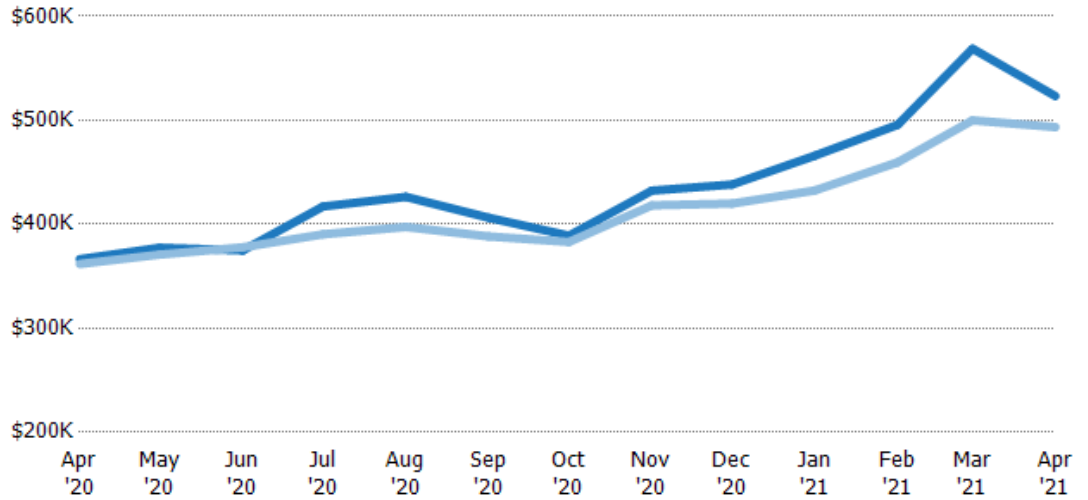
Current Year	\$290K	\$299K	\$300K	\$299K	\$295K	\$275K	\$295K	\$300K	\$272K	\$255K	\$299K	\$295K	\$375K
Prior Year	\$257K	\$278K	\$282K	\$297K	\$290K	\$290K	\$287K	\$285K	\$275K	\$265K	\$265K	\$275K	\$290K
Percent Change from Prior Year	13%	8%	6%	1%	2%	-5%	3%	5%	-1%	-4%	13%	7%	29%

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

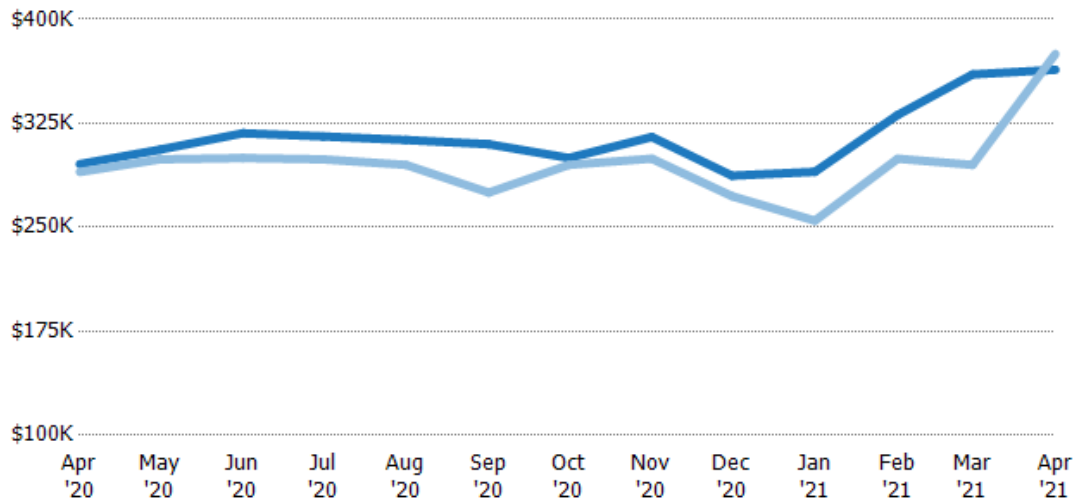


Median Listing Price vs Median Est Value

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



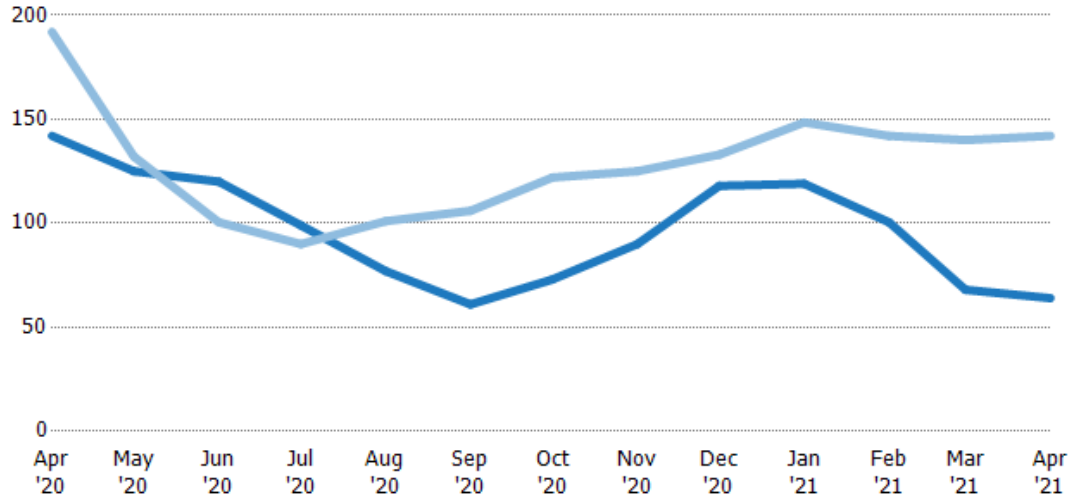
Median Days in RPR

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.
Apr '21	64	-54.9%
Apr '20	142	-26%
Apr '19	192	-18.2%



	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	142	125	120	99	77	61	73	90	118	119	101	68	64
Prior Year	192	132	101	90	101	106	122	125	133	149	142	140	142
Percent Change from Prior Year	-26%	-5%	19%	10%	-24%	-42%	-40%	-28%	-11%	-20%	-29%	-51%	-55%

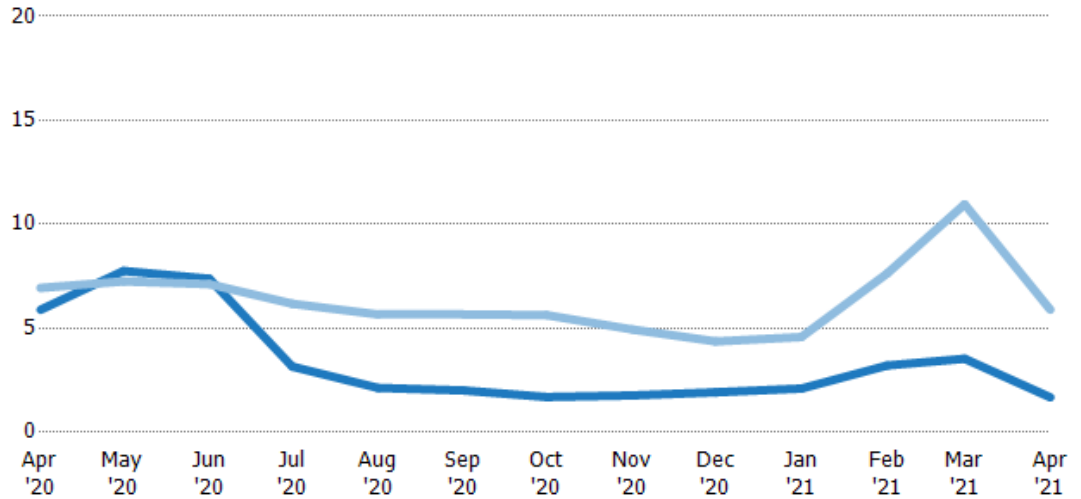
Months of Inventory

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.
Apr '21	1.68	-71.5%
Apr '20	5.89	-15.2%
Apr '19	6.94	52.5%



	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	5.89	7.76	7.38	3.16	2.13	2.01	1.69	1.77	1.92	2.1	3.21	3.54	1.68
Prior Year	6.94	7.25	7.12	6.18	5.67	5.67	5.63	4.94	4.37	4.58	7.63	11	5.89
Percent Change from Prior Year	-15%	7%	4%	-49%	-62%	-65%	-70%	-64%	-56%	-54%	-58%	-68%	-71%

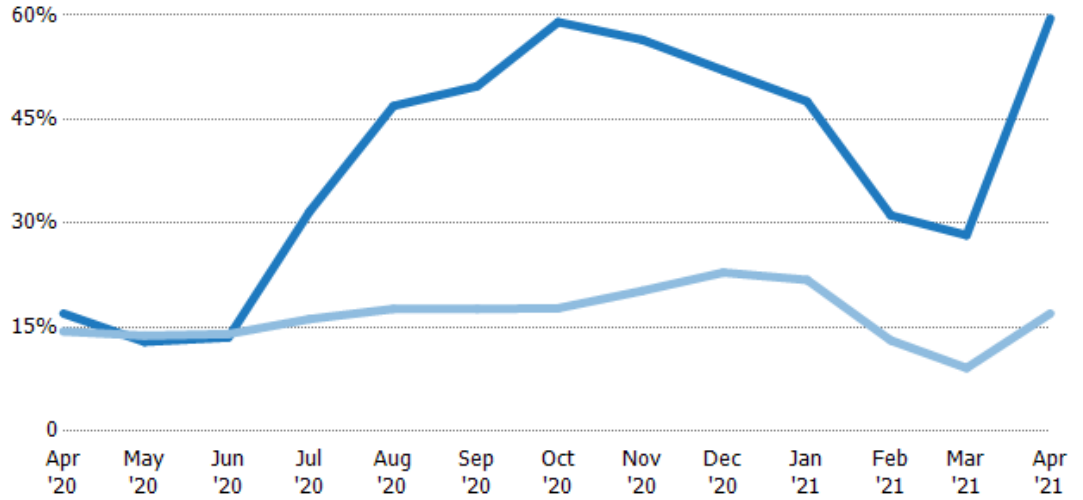
Absorption Rate

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.
Apr '21	60%	-42.6%
Apr '20	17%	-2.6%
Apr '19	14%	-34.4%



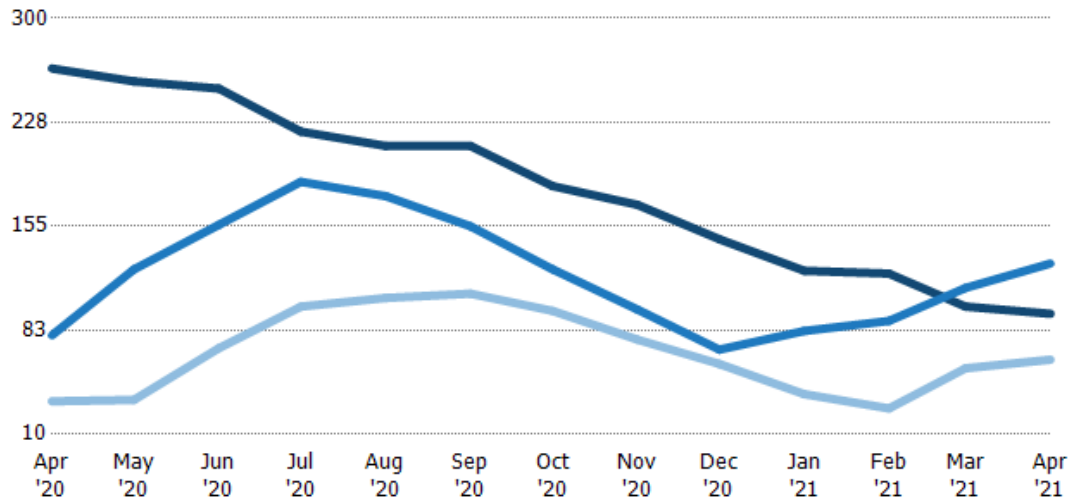
	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21
Current Year	17%	13%	14%	32%	47%	50%	59%	56%	52%	48%	31%	28%	60%
Prior Year	14%	14%	14%	16%	18%	18%	18%	20%	23%	22%	13%	9%	17%
Change from Prior Year	-3%	1%	0%	-15%	-29%	-32%	-41%	-36%	-29%	-26%	-18%	-19%	-43%

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



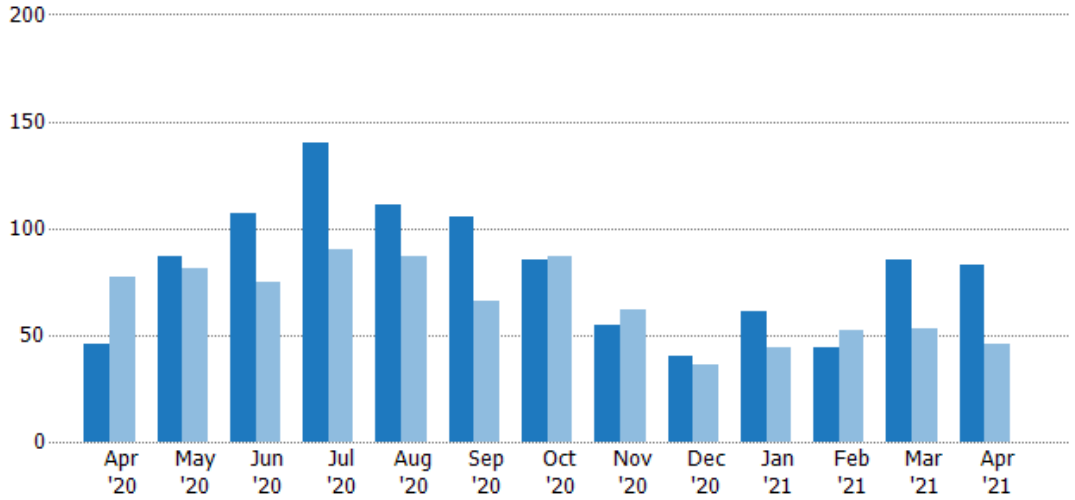
	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21
Active	265	256	251	221	211	211	183	170	146	124	122	99	94
Pending	79	125	156	186	176	155	125	97	69	82	89	112	129
Sold	33	34	70	99	105	108	96	76	59	38	28	56	62

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



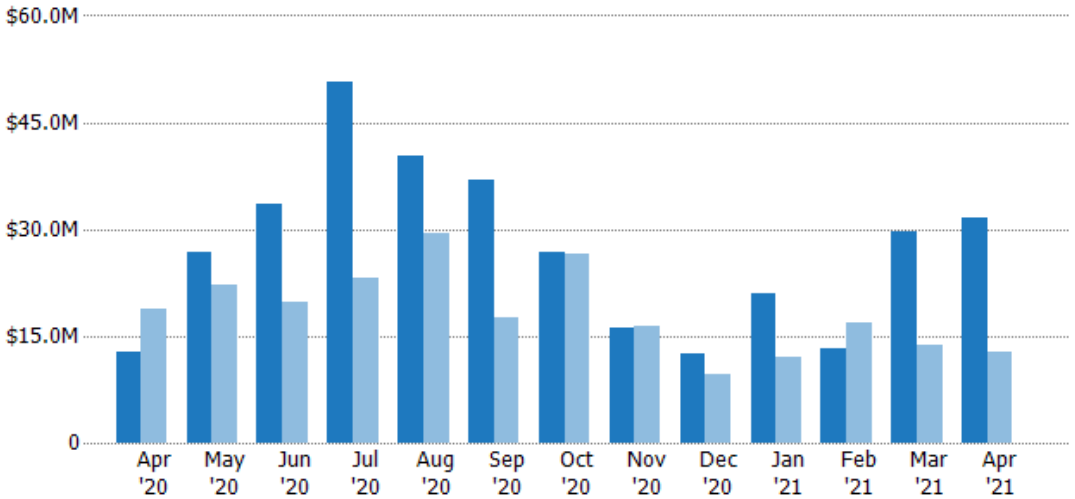
	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21
Current Year	46	87	107	140	111	105	85	55	40	61	44	85	83
Prior Year	77	81	75	90	87	66	87	62	36	44	52	53	46
Percent Change from Prior Year	-40%	7%	43%	56%	28%	59%	-2%	-11%	11%	39%	-15%	60%	80%

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



	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	\$12.9M	\$26.7M	\$33.4M	\$50.6M	\$40.4M	\$36.8M	\$26.7M	\$16.1M	\$12.5M	\$20.9M	\$13.3M	\$29.7M	\$31.5M
Prior Year	\$18.8M	\$22.1M	\$19.9M	\$23.3M	\$29.3M	\$17.6M	\$26.6M	\$16.3M	\$9.55M	\$12M	\$16.9M	\$13.6M	\$12.9M
Percent Change from Prior Year	-32%	21%	68%	117%	38%	110%	1%	-1%	31%	74%	-22%	118%	145%

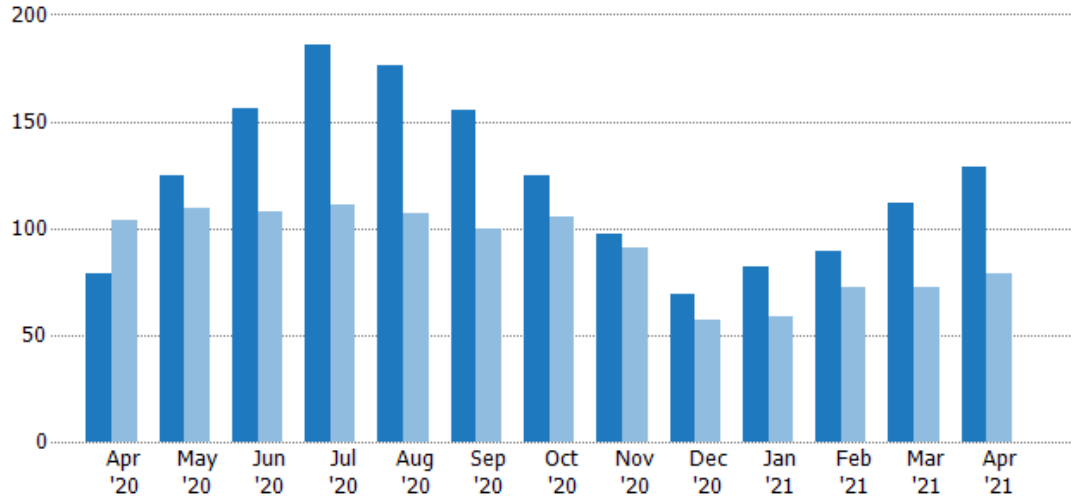
Pending Sales

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.
Apr '21	129	63.3%
Apr '20	79	-24%
Apr '19	104	-20.2%



Current Year	79	125	156	186	176	155	125	97	69	82	89	112	129
Prior Year	104	109	108	111	107	100	105	91	57	59	72	72	79
Percent Change from Prior Year	-24%	15%	44%	68%	64%	55%	19%	7%	21%	39%	24%	56%	63%

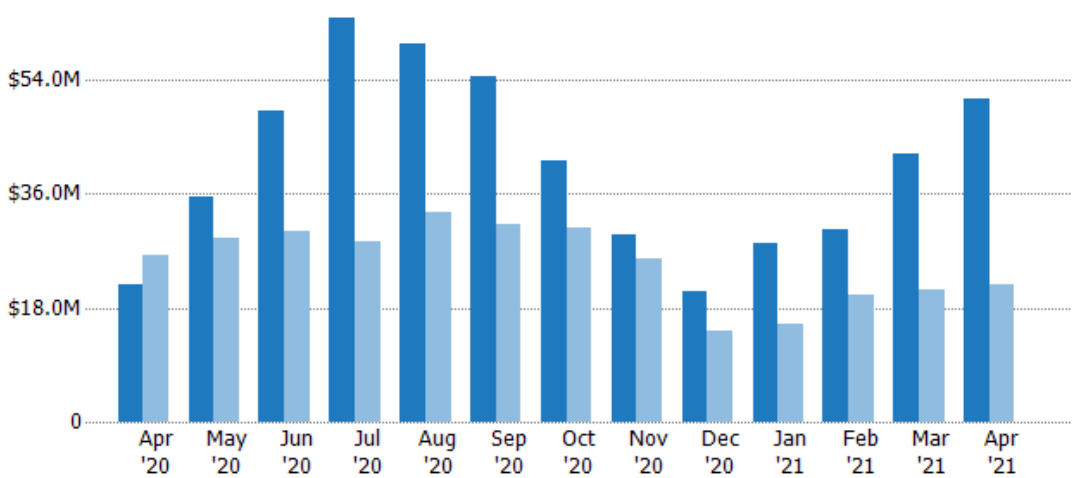
Pending Sales Volume

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.
Apr '21	\$50.9M	135.6%
Apr '20	\$21.6M	-18.1%
Apr '19	\$26.4M	-24.9%



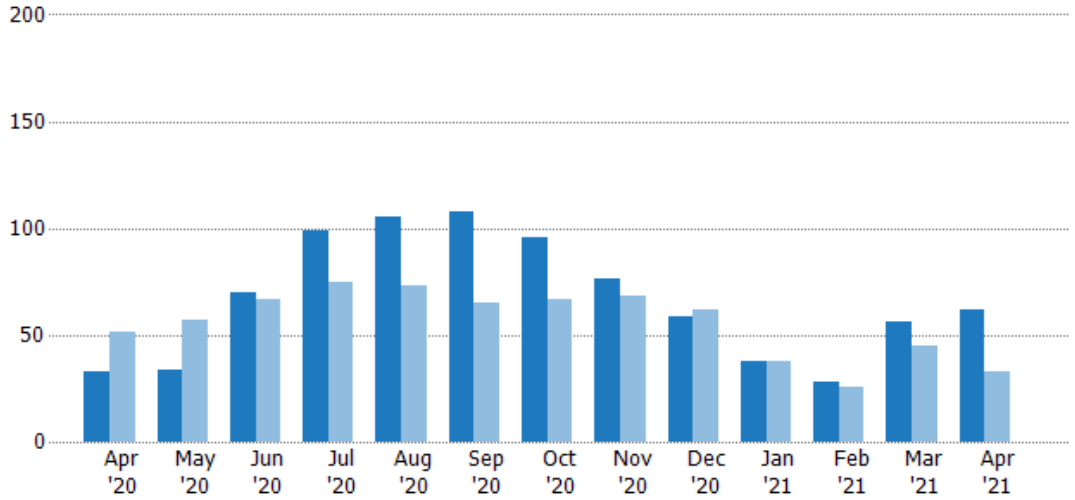
Current Year	\$21.6M	\$35.6M	\$49M	\$63.7M	\$59.7M	\$54.5M	\$41.3M	\$29.5M	\$20.6M	\$28.3M	\$30.4M	\$42.4M	\$50.9M
Prior Year	\$26.4M	\$28.9M	\$30.2M	\$28.4M	\$33.2M	\$31.2M	\$30.8M	\$25.7M	\$14.5M	\$15.4M	\$20.1M	\$20.9M	\$21.6M
Percent Change from Prior Year	-18%	23%	63%	125%	80%	75%	34%	15%	42%	84%	52%	103%	136%

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



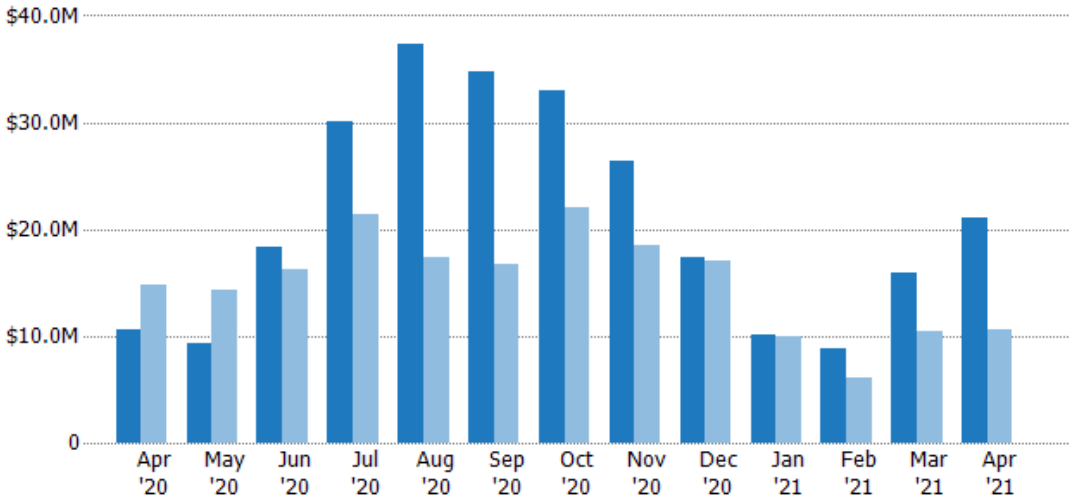
Month/Year	Current Year	Prior Year	Percent Change from Prior Year
Apr '21	62	33	87.9%
Apr '20	33	51	-35.3%
Apr '19	51	51	-21.6%

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



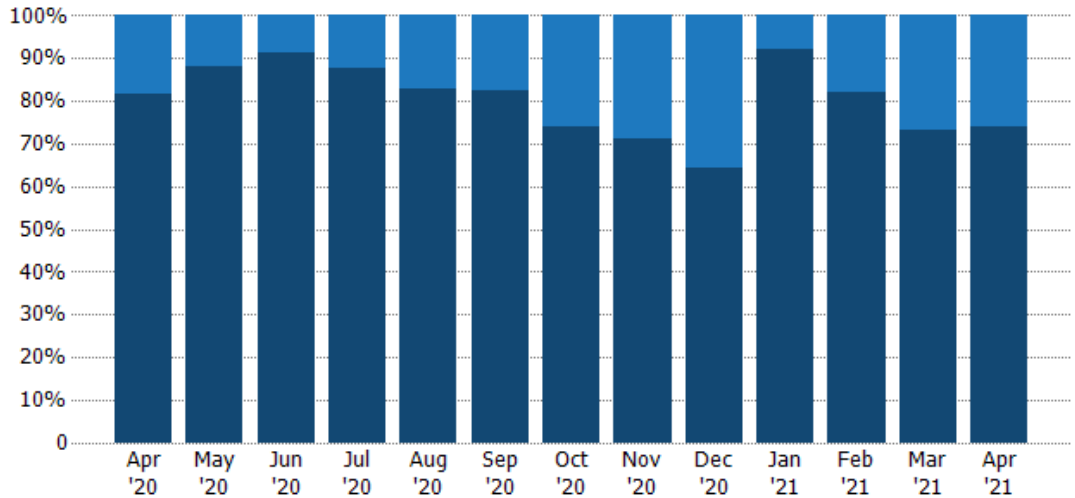
Month/Year	Current Year	Prior Year	Percent Change from Prior Year
Apr '21	\$21M	\$10.5M	99.4%
Apr '20	\$10.5M	\$14.9M	-29%
Apr '19	\$14.9M	\$14.9M	-27.3%

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



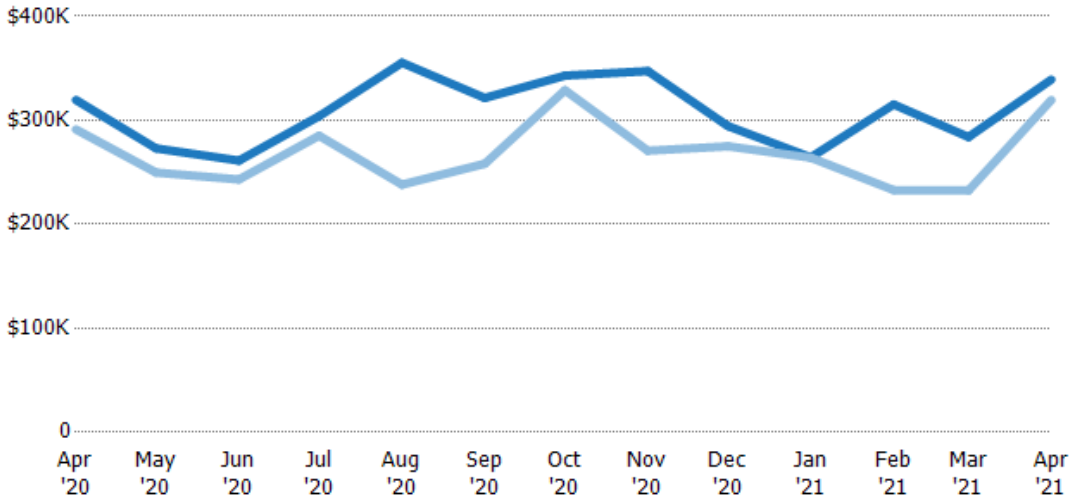
Condo/Townhouse	18%	12%	9%	12%	17%	18%	26%	29%	36%	8%	18%	27%	26%
Single Family Residence	82%	88%	91%	88%	83%	82%	74%	71%	64%	92%	82%	73%	74%

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	\$320K	\$273K	\$261K	\$304K	\$355K	\$321K	\$343K	\$347K	\$294K	\$264K	\$315K	\$284K	\$339K
Prior Year	\$291K	\$250K	\$243K	\$285K	\$238K	\$258K	\$329K	\$271K	\$275K	\$264K	\$233K	\$232K	\$320K
Percent Change from Prior Year	10%	9%	7%	7%	49%	25%	4%	28%	7%	0%	35%	22%	6%

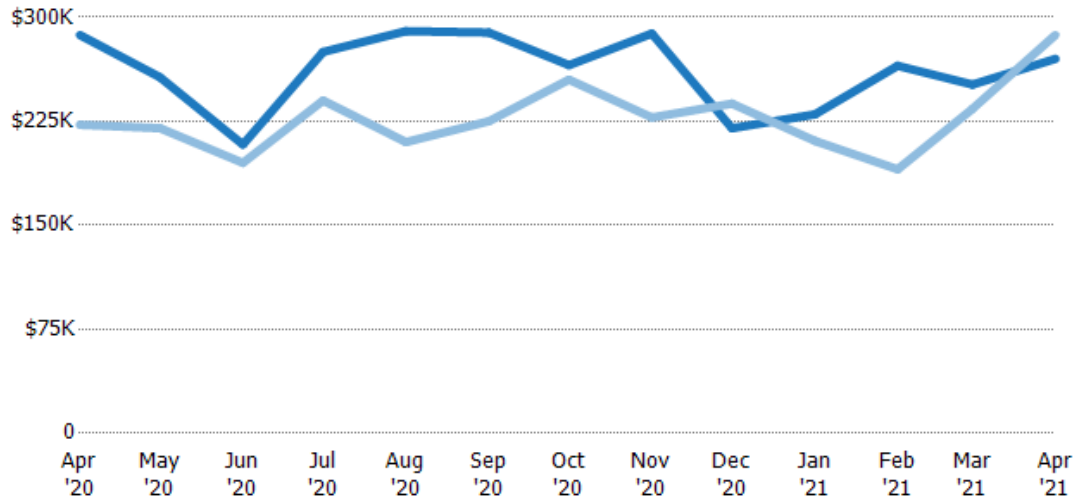
Median Sales Price

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.
Apr '21	\$270K	-6%
Apr '20	\$287K	29.1%
Apr '19	\$223K	0.9%



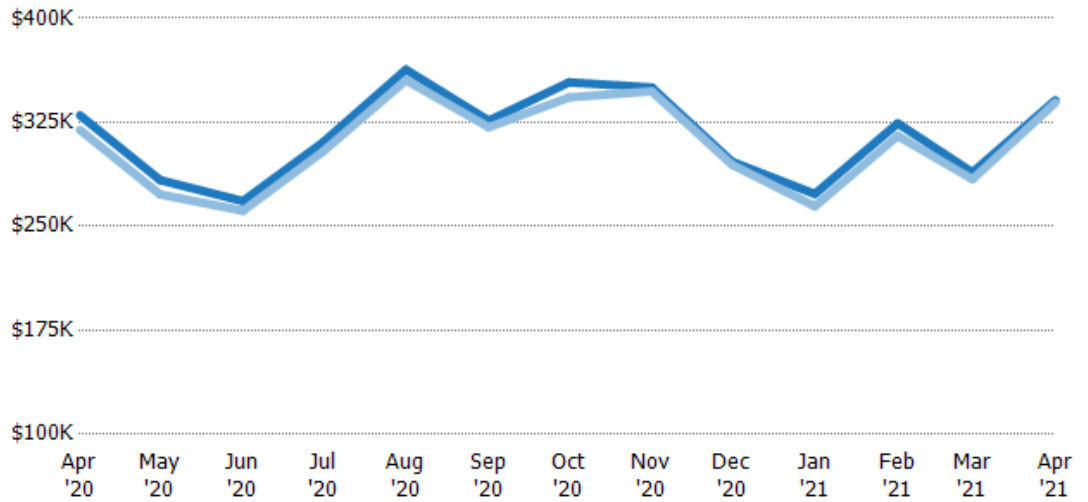
	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21
Current Year	\$287K	\$257K	\$208K	\$275K	\$290K	\$289K	\$266K	\$288K	\$220K	\$230K	\$265K	\$252K	\$270K
Prior Year	\$223K	\$220K	\$195K	\$240K	\$210K	\$225K	\$255K	\$228K	\$238K	\$211K	\$190K	\$234K	\$287K
Percent Change from Prior Year	29%	17%	7%	15%	38%	28%	4%	27%	-7%	9%	39%	7%	-6%

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



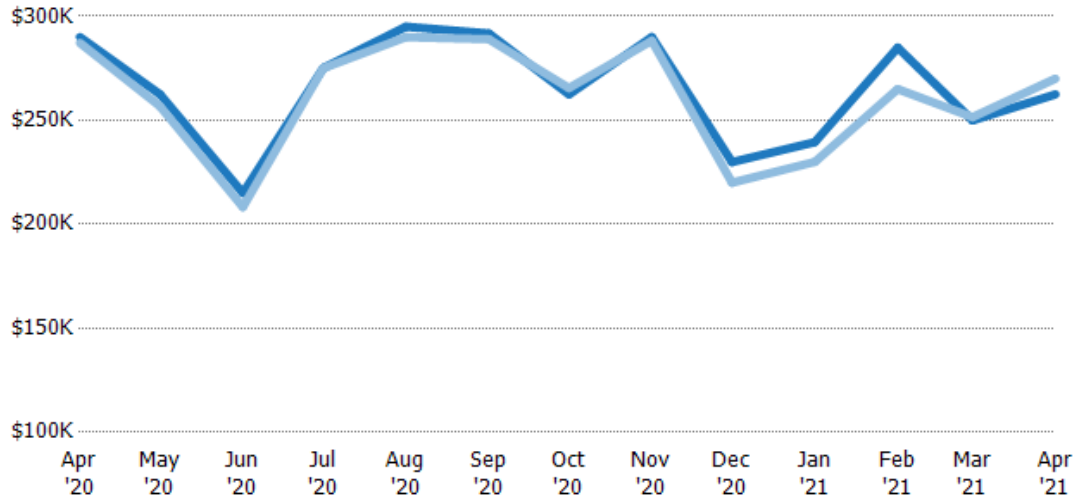
	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21
Avg List Price	\$330K	\$283K	\$268K	\$311K	\$363K	\$326K	\$354K	\$350K	\$297K	\$273K	\$324K	\$289K	\$341K
Avg Sales Price	\$320K	\$273K	\$261K	\$304K	\$355K	\$321K	\$343K	\$347K	\$294K	\$264K	\$315K	\$284K	\$339K
Avg Sales Price as a % of Avg List Price	97%	96%	97%	98%	98%	99%	97%	99%	99%	97%	97%	98%	99%

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

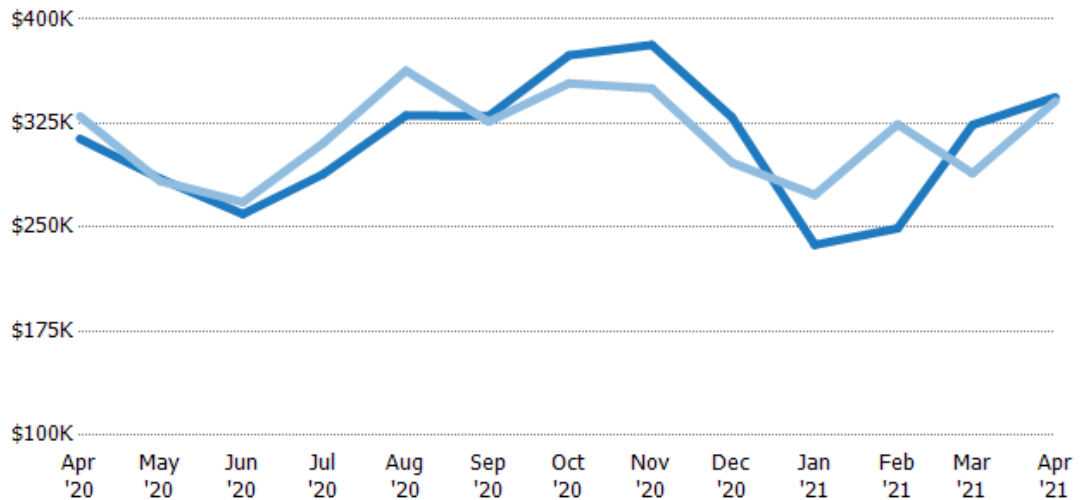


Average Sales Price vs Average Est Value

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

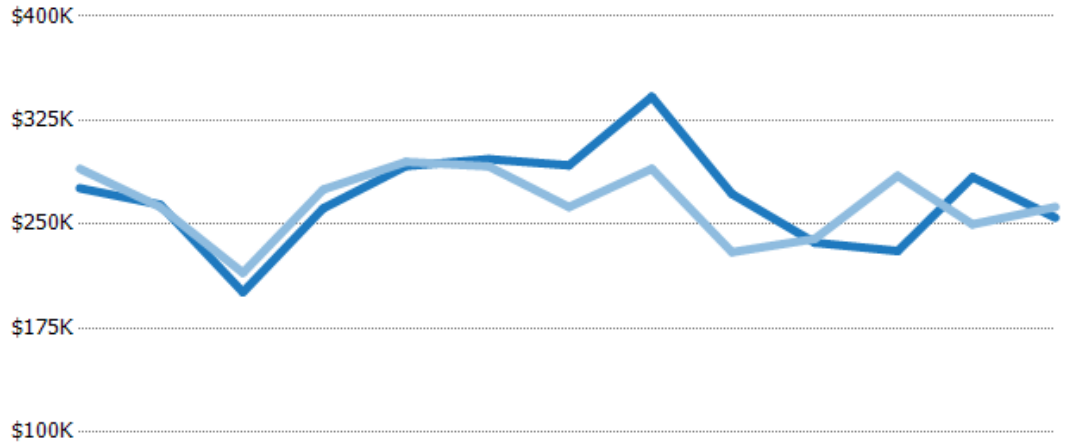


Median Sales Price vs Median Est Value

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



	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	\$276K	\$264K	\$201K	\$261K	\$292K	\$297K	\$293K	\$342K	\$272K	\$237K	\$231K	\$284K	\$255K
Median Sales Price	\$290K	\$262K	\$215K	\$275K	\$295K	\$292K	\$262K	\$290K	\$230K	\$240K	\$285K	\$250K	\$262K
Med Sales Price as a % of Med Est Value	105%	99%	107%	105%	101%	98%	90%	85%	85%	101%	124%	88%	103%