

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	84	48	+75%	323	201	+60.7%
New Listing Volume	\$34,969,193	\$13,812,050	+153.2%	\$137,531,187	\$67,337,145	+104.2%
Active Listing Count	166	445	-62.7%	N/A	N/A	
Active Listing Volume	\$100,892,594	\$202,958,986	-50.3%	N/A	N/A	
Average Listing Price	\$607,787	\$456,088	+33.3%	\$608,200	\$445,562	+36.5%
Median Listing Price	\$337,000	\$297,000	+13.5%	\$346,723	\$296,415	+17%
Median Days in RPR	82.5	226	-63.5%	108.91	207.63	-47.5%
Months of Inventory	2	12	-83.6%	4.9	11.1	-56%
Absorption Rate	50.6%	8.31%	+42.3%	20.48%	9.01%	+11.5%
Sales Activity Charts Metrics						
New Pending Sales Count	98	37	+164.9%	406	193	+110.4%
New Pending Sales Volume	\$38,607,098	\$11,764,450	+228.2%	\$159,178,491	\$53,979,748	+194.9%
Pending Sales Count	191	75	+154.7%	N/A	N/A	
Pending Sales Volume	\$83,243,692	\$21,639,550	+284.7%	N/A	N/A	
Closed Sales Count	73	36	+102.8%	279	161	+73.3%
Closed Sales Volume	\$29,068,250	\$10,699,260	+171.7%	\$92,519,927	\$39,526,761	+134.1%
Average Sales Price	\$398,195	\$297,202	+34%	\$331,613	\$245,508	+35.1%
Median Sales Price	\$310,000	\$247,500	+25.3%	\$271,520	\$216,088	+25.7%

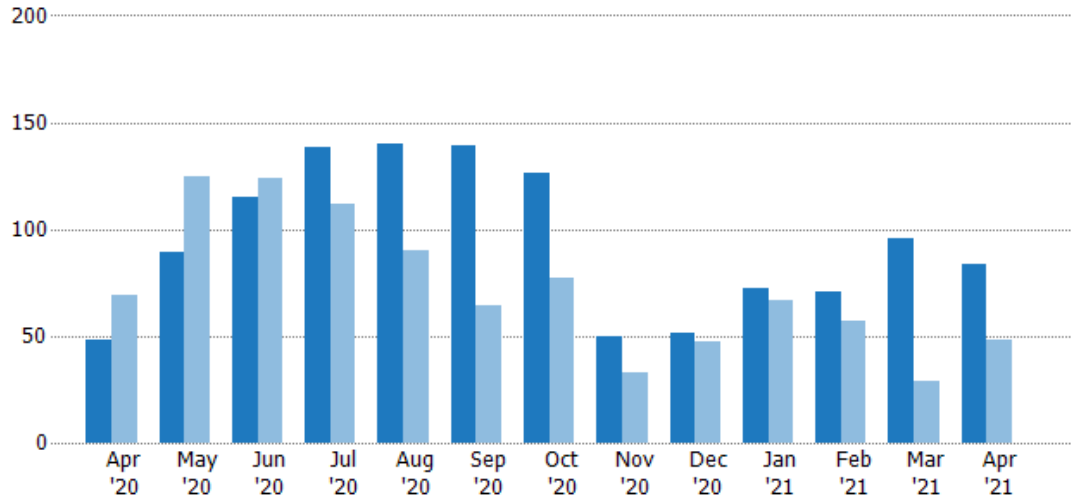
New Listings

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.
Apr '21	84	75%
Apr '20	48	-30.4%
Apr '19	69	14.5%



Current Year	48	89	115	138	140	139	126	50	51	72	71	96	84
Prior Year	69	125	124	112	90	64	77	33	47	67	57	29	48
Percent Change from Prior Year	-30%	-29%	-7%	23%	56%	117%	64%	52%	9%	7%	25%	231%	75%

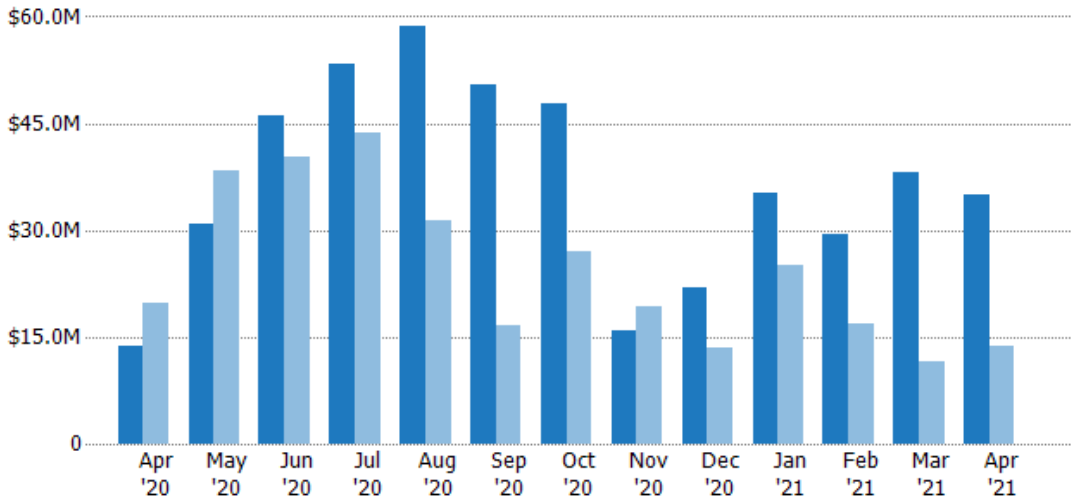
New Listing Volume

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.
Apr '21	\$35M	153.2%
Apr '20	\$13.8M	-29.8%
Apr '19	\$19.7M	2%



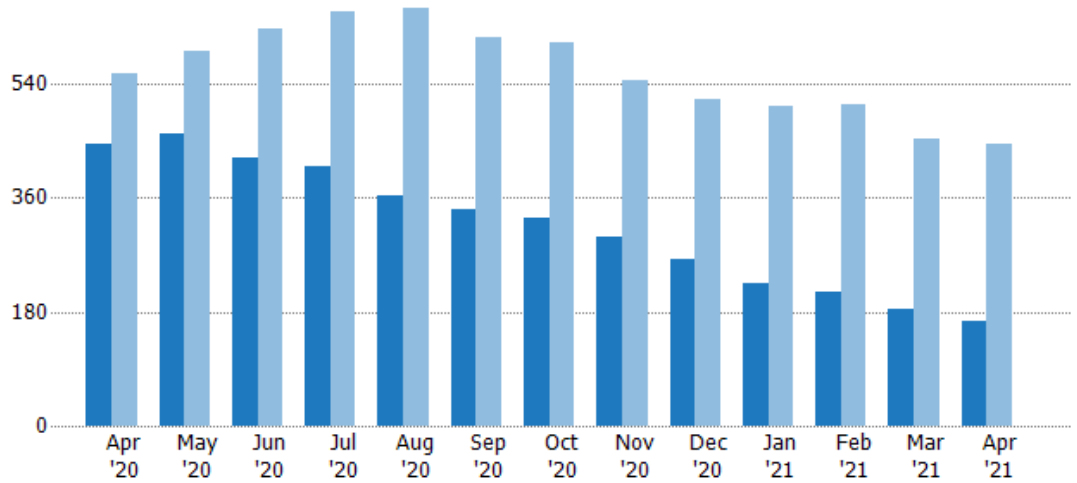
Current Year	\$13.8M	\$31M	\$46.1M	\$53.3M	\$58.7M	\$50.5M	\$47.8M	\$15.8M	\$22M	\$35.1M	\$29.4M	\$38M	\$35M
Prior Year	\$19.7M	\$38.4M	\$40.4M	\$43.6M	\$31.4M	\$16.5M	\$26.9M	\$19.2M	\$13.5M	\$25.2M	\$16.8M	\$11.6M	\$13.8M
Percent Change from Prior Year	-30%	-19%	14%	22%	87%	205%	78%	-17%	64%	39%	75%	229%	153%

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



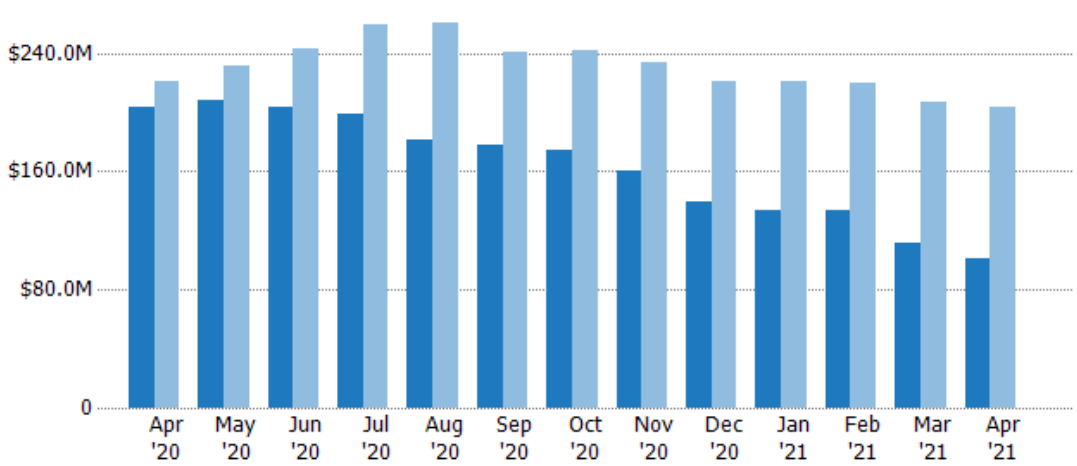
	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21
Current Year	445	461	423	410	363	342	329	298	263	225	210	185	166
Prior Year	555	591	626	654	659	613	604	544	515	504	507	453	445
Percent Change from Prior Year	-20%	-22%	-32%	-37%	-45%	-44%	-46%	-45%	-49%	-55%	-59%	-59%	-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



	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	\$203M	\$208M	\$203M	\$199M	\$182M	\$178M	\$175M	\$160M	\$140M	\$133M	\$133M	\$111M	\$101M
Prior Year	\$221M	\$232M	\$243M	\$259M	\$260M	\$241M	\$242M	\$233M	\$221M	\$220M	\$220M	\$207M	\$203M
Percent Change from Prior Year	-8%	-10%	-16%	-23%	-30%	-26%	-28%	-31%	-37%	-40%	-40%	-46%	-50%

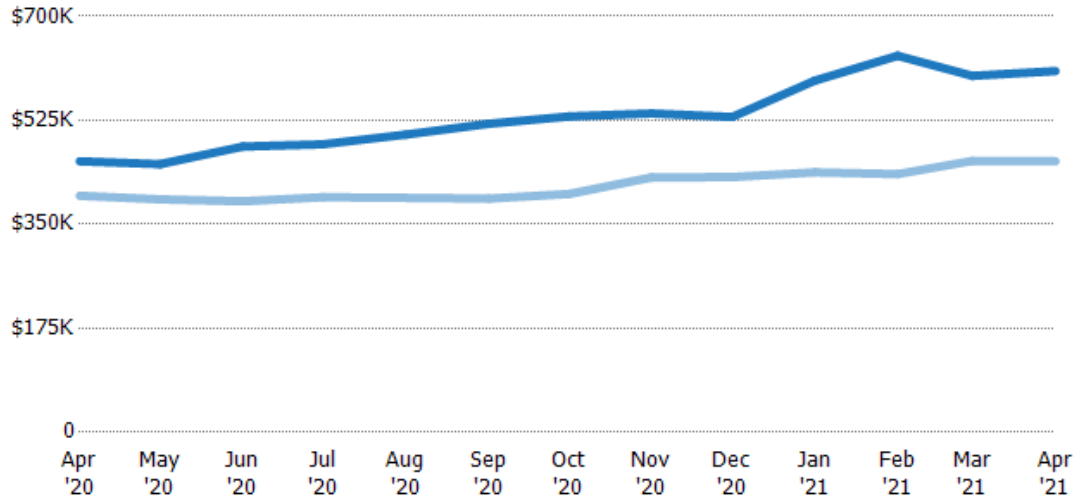
Average Listing Price

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.
Apr '21	\$608K	33.3%
Apr '20	\$456K	14.6%
Apr '19	\$398K	-8.9%



Current Year	\$456K	\$451K	\$481K	\$485K	\$501K	\$519K	\$531K	\$536K	\$530K	\$592K	\$634K	\$600K	\$608K
Prior Year	\$398K	\$392K	\$389K	\$396K	\$394K	\$393K	\$401K	\$429K	\$429K	\$437K	\$434K	\$457K	\$456K
Percent Change from Prior Year	15%	15%	24%	23%	27%	32%	33%	25%	24%	35%	46%	31%	33%

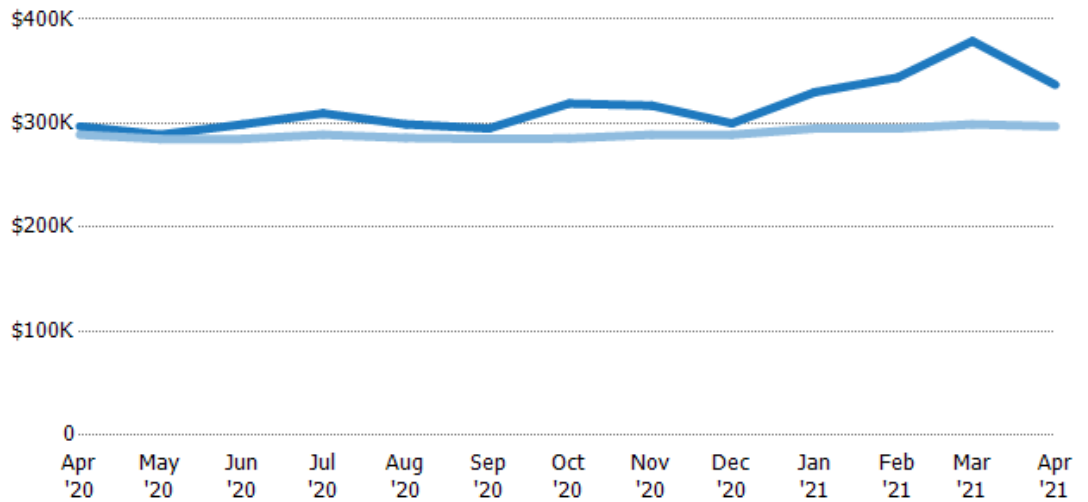
Median Listing Price

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.
Apr '21	\$337K	13.5%
Apr '20	\$297K	2.8%
Apr '19	\$289K	-13.9%



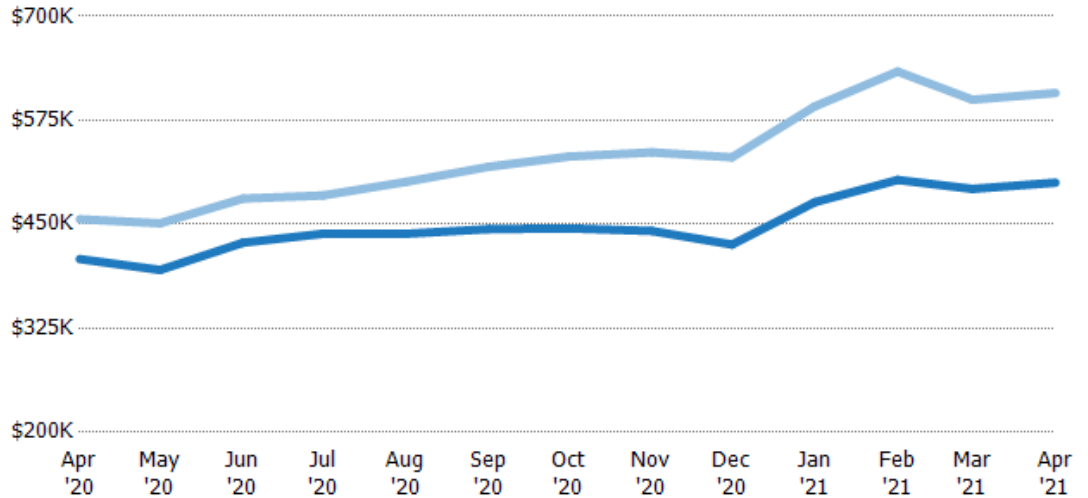
Current Year	\$297K	\$289K	\$299K	\$310K	\$299K	\$295K	\$319K	\$317K	\$300K	\$330K	\$344K	\$379K	\$337K
Prior Year	\$289K	\$285K	\$285K	\$289K	\$286K	\$285K	\$285K	\$289K	\$289K	\$295K	\$295K	\$299K	\$297K
Percent Change from Prior Year	3%	1%	5%	7%	5%	4%	12%	10%	4%	12%	17%	27%	13%

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



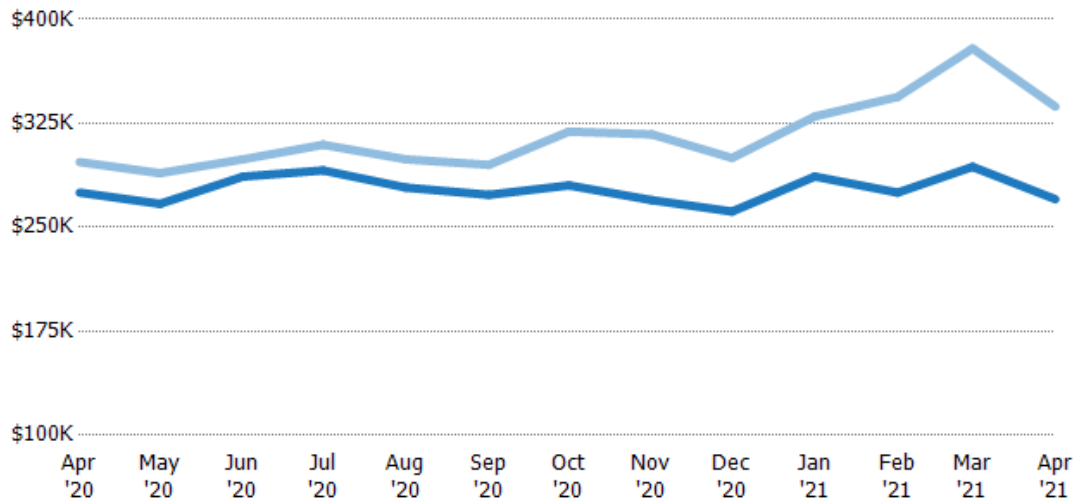
	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21
Avg Est Value	\$408K	\$395K	\$428K	\$439K	\$439K	\$444K	\$445K	\$442K	\$426K	\$477K	\$503K	\$493K	\$500K
Avg Listing Price	\$456K	\$451K	\$481K	\$485K	\$501K	\$519K	\$531K	\$536K	\$530K	\$592K	\$634K	\$600K	\$608K
Avg Listing Price as a % of Avg Est Value	112%	114%	112%	110%	114%	117%	119%	121%	125%	124%	126%	122%	122%

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



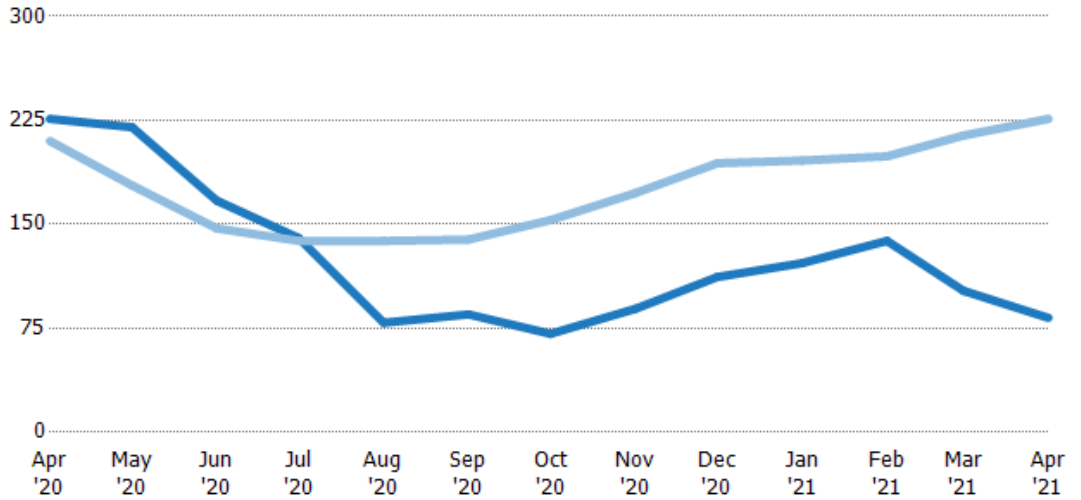
	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21
Median Est Value	\$275K	\$267K	\$287K	\$291K	\$279K	\$273K	\$280K	\$270K	\$261K	\$287K	\$275K	\$294K	\$270K
Median Listing Price	\$297K	\$289K	\$299K	\$310K	\$299K	\$295K	\$319K	\$317K	\$300K	\$330K	\$344K	\$379K	\$337K
Med Listing Price as a % of Med Est Value	108%	108%	104%	106%	107%	108%	114%	118%	115%	115%	125%	129%	125%

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



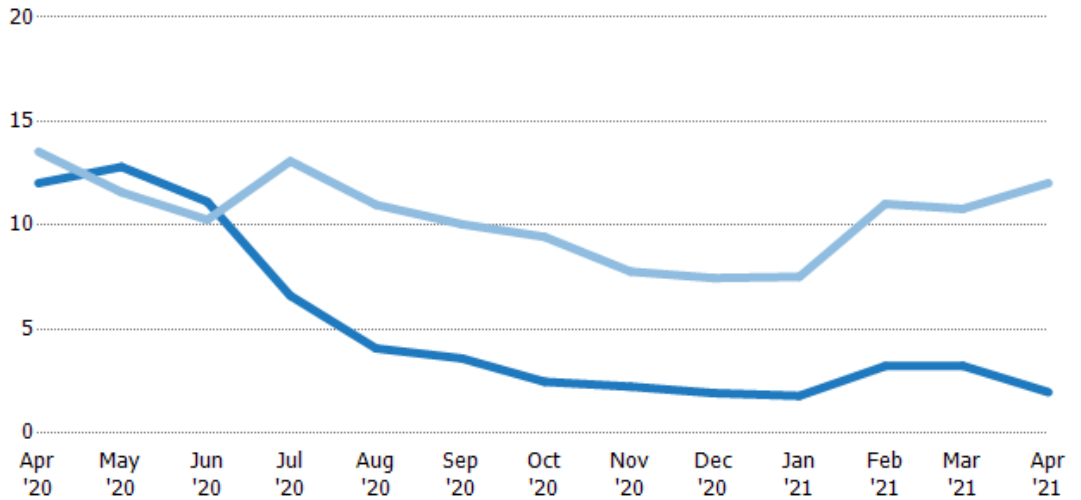
	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21
Current Year	226	220	167	140	79	85	71	89	112	122	138	102	82.5
Prior Year	210	178	147	138	138	139	153	173	194	196	199	214	226
Percent Change from Prior Year	8%	24%	14%	1%	-43%	-39%	-54%	-48%	-42%	-38%	-31%	-52%	-63%

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



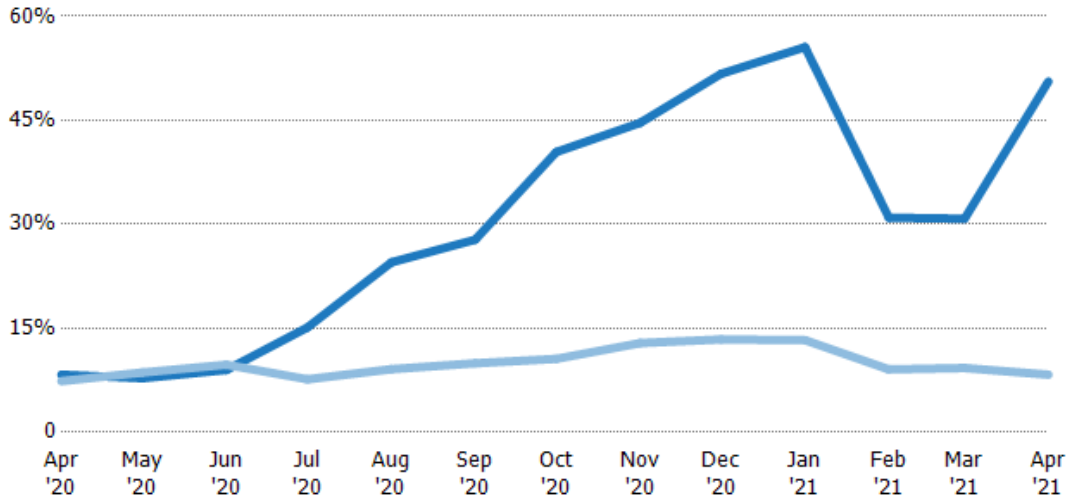
	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21
Current Year	12	12.8	11.1	6.61	4.08	3.6	2.47	2.24	1.93	1.8	3.23	3.25	1.98
Prior Year	13.5	11.6	10.3	13.1	11	10	9.44	7.77	7.46	7.52	11	10.8	12
Percent Change from Prior Year	-11%	11%	8%	-49%	-63%	-64%	-74%	-71%	-74%	-76%	-71%	-70%	-84%

Absorption Rate

The percentage of inventory sold per month.

Filters Used

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



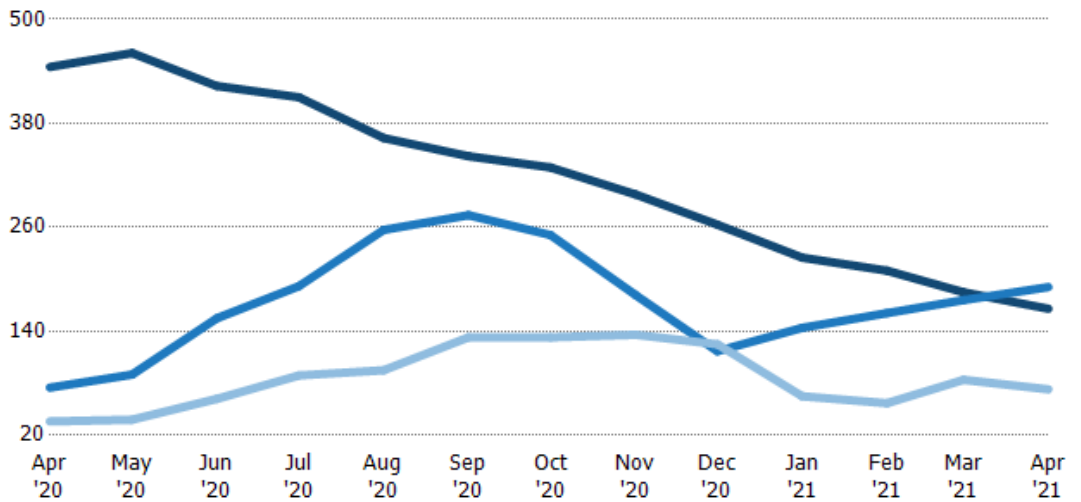
	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21
Current Year	8%	8%	9%	15%	25%	28%	40%	45%	52%	56%	31%	31%	51%
Prior Year	7%	9%	10%	8%	9%	10%	11%	13%	13%	13%	9%	9%	8%
Change from Prior Year	-1%	1%	1%	-7%	-15%	-18%	-30%	-32%	-38%	-42%	-22%	-22%	-42%

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



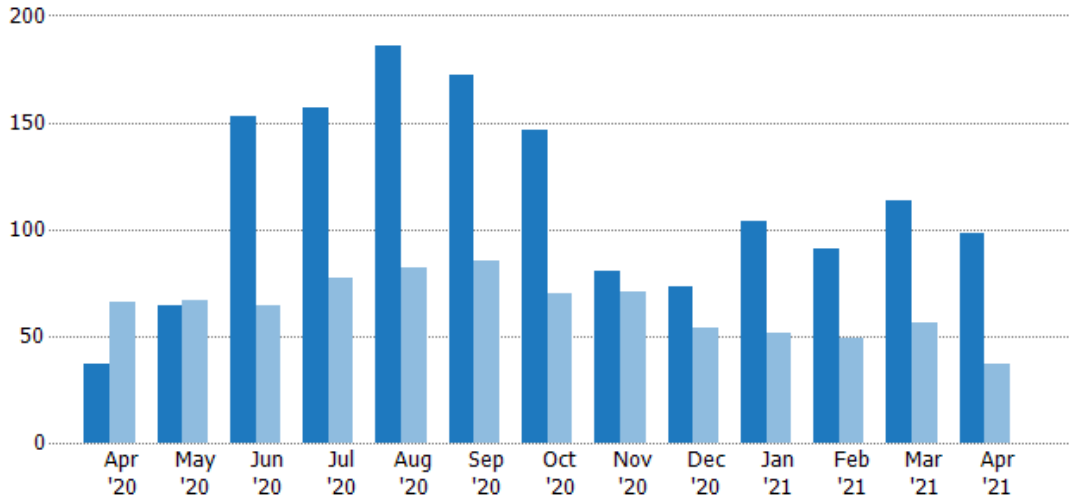
	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21
Active	445	461	423	410	363	342	329	298	263	225	210	185	166
Pending	75	90	155	192	257	274	251	182	117	144	161	176	191
Sold	36	38	62	89	95	133	133	136	125	65	57	84	73

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



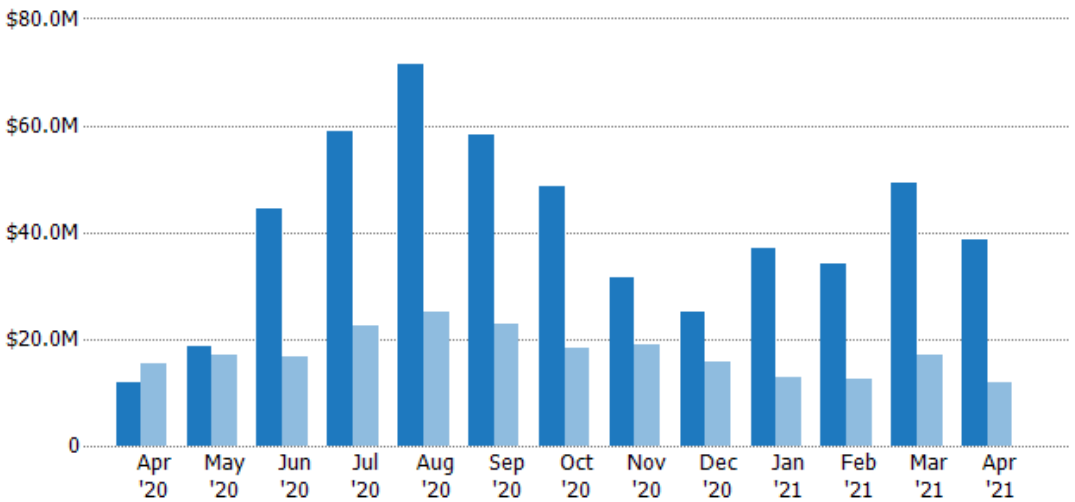
Month/Year	Current Year	Prior Year	Percent Change from Prior Year
Apr '21	98	37	164.9%
Apr '20	37	66	-43.9%
Apr '19	66	66	-27.3%

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



Month/Year	Current Year	Prior Year	Percent Change from Prior Year
Apr '21	\$38.6M	\$11.8M	228.2%
Apr '20	\$11.8M	\$15.5M	-24%
Apr '19	\$15.5M	\$15.5M	-34.1%

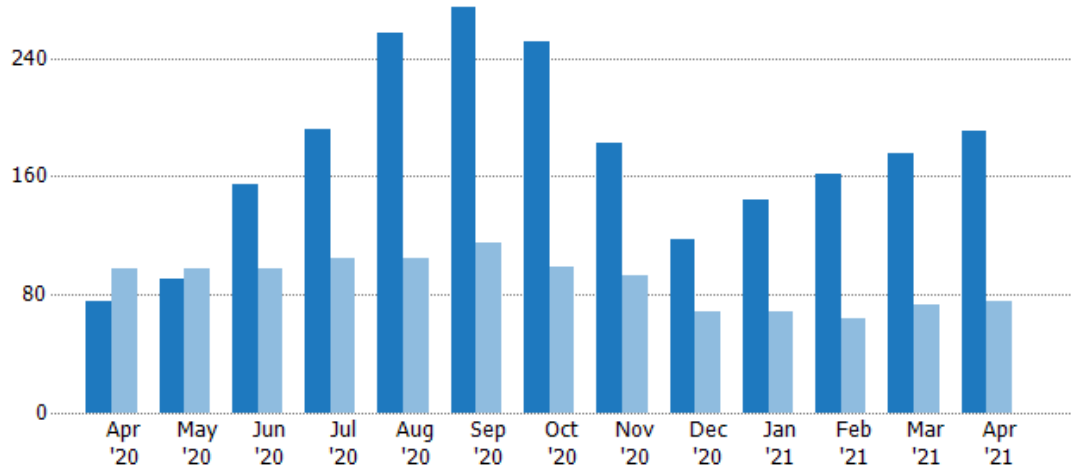
Pending Sales

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.
Apr '21	191	154.7%
Apr '20	75	-23.5%
Apr '19	98	-23.5%



	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	75	90	155	192	257	274	251	182	117	144	161	176	191
Prior Year	98	97	97	104	104	115	99	93	69	69	64	73	75
Percent Change from Prior Year	-23%	-7%	60%	85%	147%	138%	154%	96%	70%	109%	152%	141%	155%

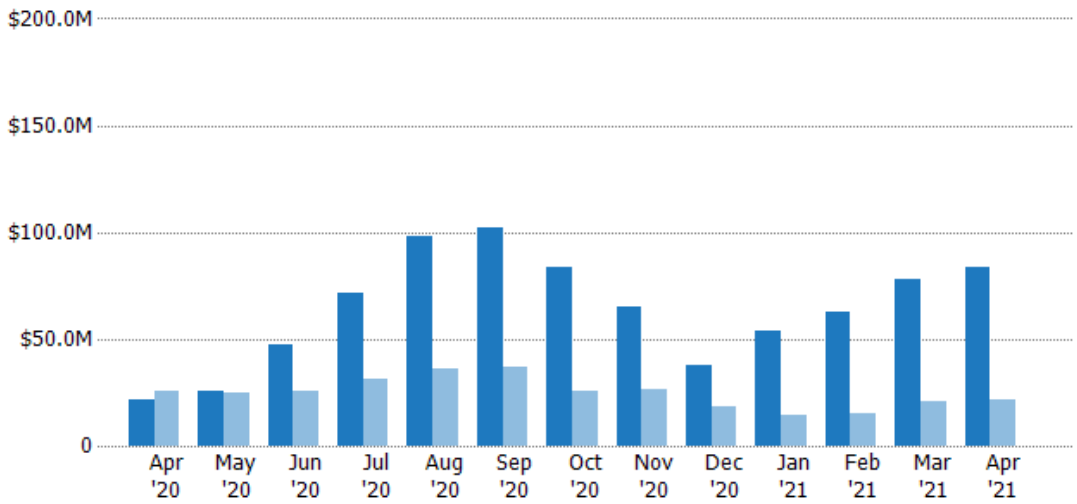
Pending Sales Volume

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.
Apr '21	\$83.2M	284.7%
Apr '20	\$21.6M	-16.4%
Apr '19	\$25.9M	-31.5%



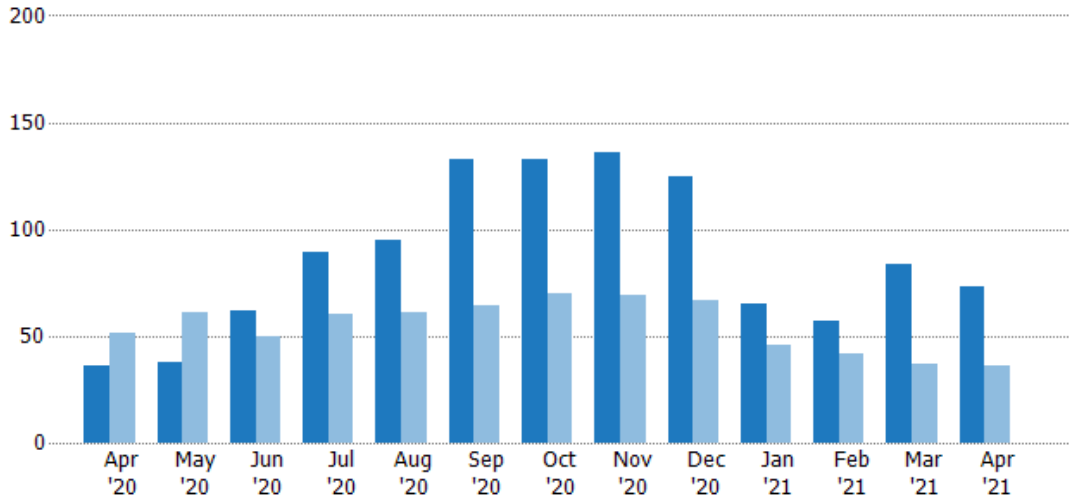
	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21
Current Year	\$21.6M	\$25.3M	\$47.4M	\$71.8M	\$98.3M	\$102M	\$83.6M	\$64.7M	\$37.4M	\$53.9M	\$62.4M	\$78.1M	\$83.2M
Prior Year	\$25.9M	\$24.5M	\$25.9M	\$30.9M	\$35.8M	\$36.6M	\$25.9M	\$26.1M	\$18.5M	\$14.6M	\$15.5M	\$20.5M	\$21.6M
Percent Change from Prior Year	-16%	3%	83%	132%	175%	180%	223%	148%	102%	268%	303%	281%	285%

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



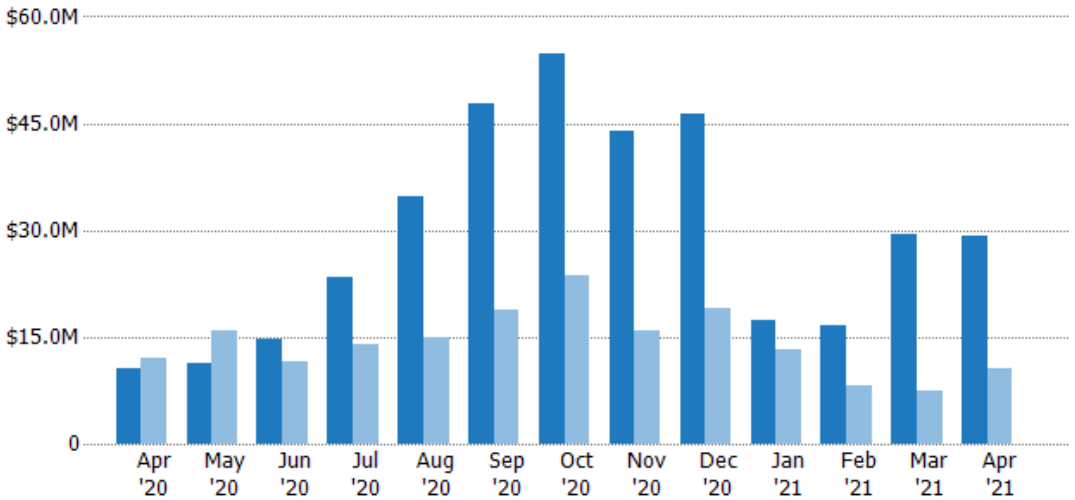
	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21
Current Year	36	38	62	89	95	133	133	136	125	65	57	84	73
Prior Year	51	61	50	60	61	64	70	69	67	46	42	37	36
Percent Change from Prior Year	-29%	-38%	24%	48%	56%	108%	90%	97%	87%	41%	36%	127%	103%

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



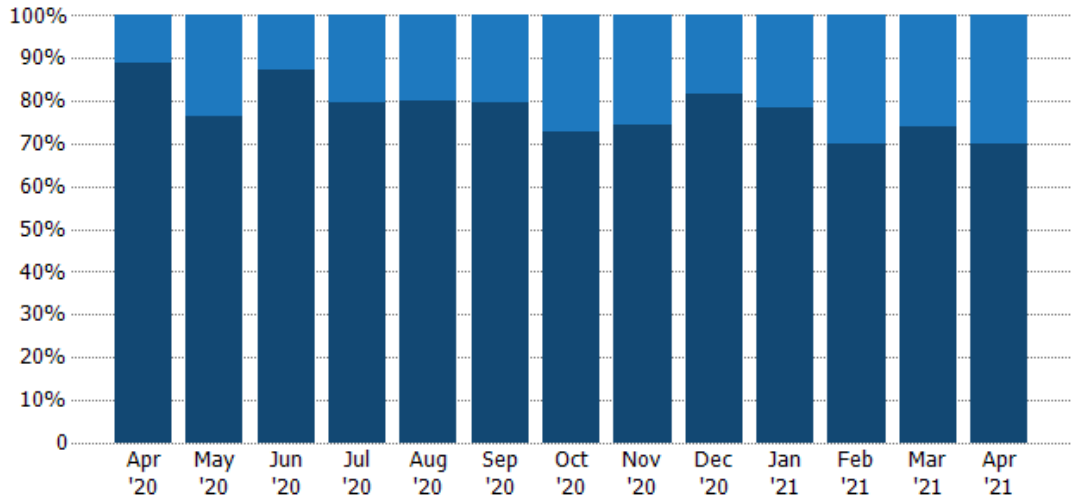
	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21
Current Year	\$10.7M	\$11.4M	\$14.7M	\$23.3M	\$34.7M	\$47.7M	\$54.8M	\$44M	\$46.3M	\$17.4M	\$16.6M	\$29.4M	\$29.1M
Prior Year	\$12.2M	\$15.9M	\$11.6M	\$14.1M	\$14.9M	\$18.7M	\$23.6M	\$15.8M	\$19.1M	\$13.3M	\$8.12M	\$7.41M	\$10.7M
Percent Change from Prior Year	-12%	-28%	27%	65%	133%	155%	132%	178%	142%	31%	105%	297%	172%

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



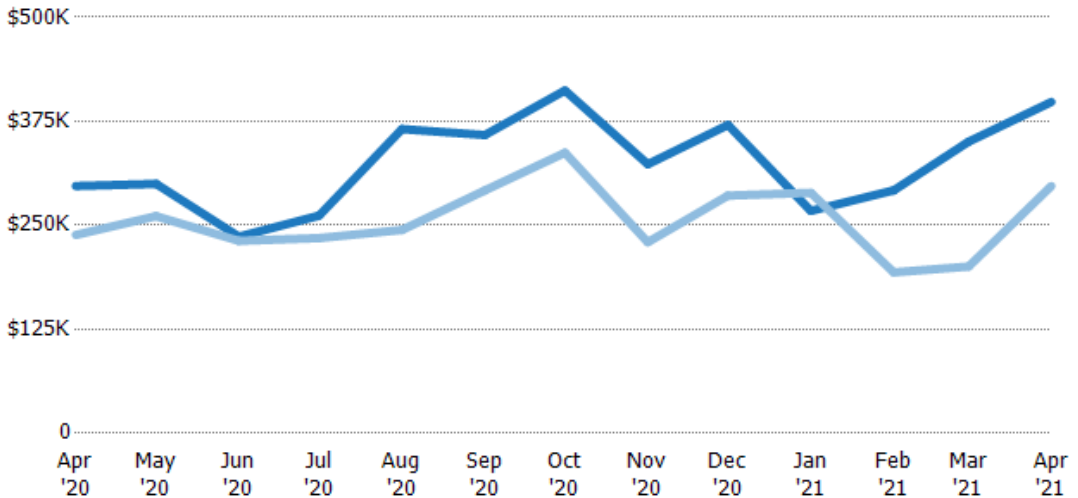
Property Type	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21
Condo/Townhouse	11%	24%	13%	20%	20%	20%	27%	26%	18%	22%	30%	26%	30%
Single Family Residence	89%	76%	87%	80%	80%	80%	73%	74%	82%	78%	70%	74%	70%

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.
Apr '21	\$398K	34%
Apr '20	\$297K	24.7%
Apr '19	\$238K	-12.3%

Property Type	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	\$297K	\$300K	\$236K	\$262K	\$366K	\$358K	\$412K	\$323K	\$371K	\$267K	\$292K	\$350K	\$398K
Prior Year	\$238K	\$261K	\$231K	\$235K	\$244K	\$292K	\$337K	\$230K	\$286K	\$289K	\$193K	\$200K	\$297K
Percent Change from Prior Year	25%	15%	2%	11%	50%	23%	22%	41%	30%	-8%	51%	75%	34%

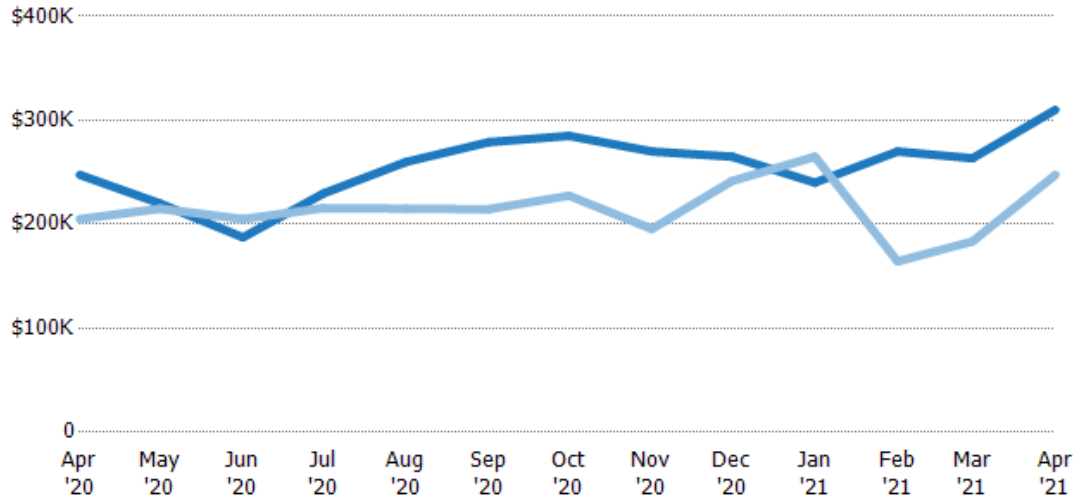
Median Sales Price

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.
Apr '21	\$310K	25.3%
Apr '20	\$248K	20.7%
Apr '19	\$205K	-8.8%



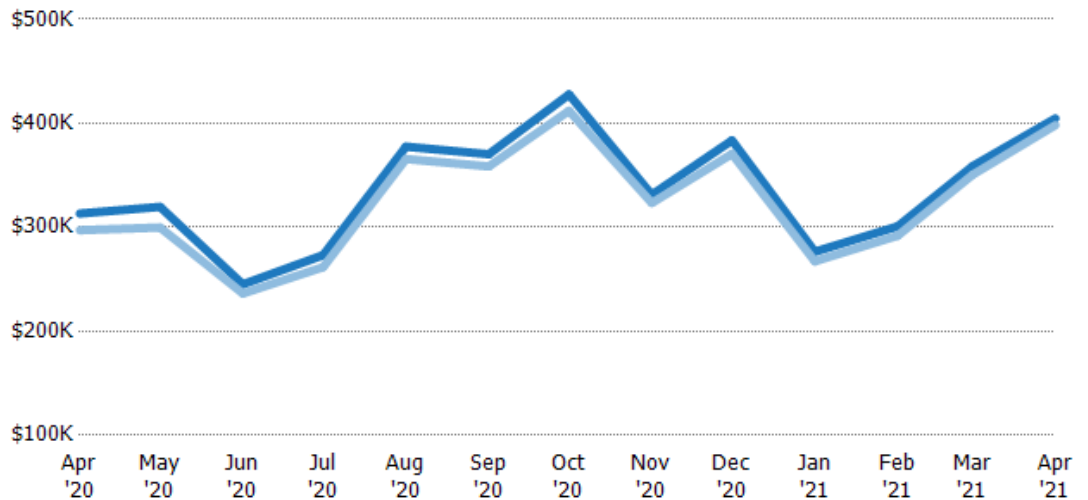
Current Year	\$248K	\$220K	\$187K	\$230K	\$260K	\$279K	\$285K	\$270K	\$265K	\$240K	\$270K	\$264K	\$310K
Prior Year	\$205K	\$215K	\$205K	\$216K	\$215K	\$215K	\$228K	\$196K	\$242K	\$265K	\$164K	\$184K	\$248K
Percent Change from Prior Year	21%	2%	-9%	6%	21%	30%	25%	38%	10%	-9%	64%	44%	25%

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



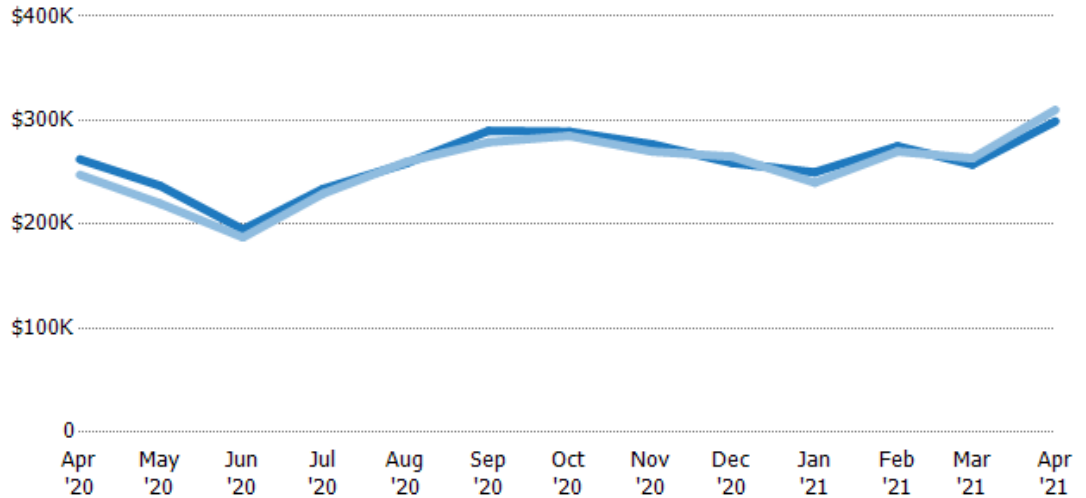
Avg List Price	\$313K	\$320K	\$245K	\$273K	\$378K	\$370K	\$428K	\$331K	\$384K	\$277K	\$301K	\$359K	\$405K
Avg Sales Price	\$297K	\$300K	\$236K	\$262K	\$366K	\$358K	\$412K	\$323K	\$371K	\$267K	\$292K	\$350K	\$398K
Avg Sales Price as a % of Avg List Price	95%	94%	96%	96%	97%	97%	96%	98%	97%	97%	97%	98%	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



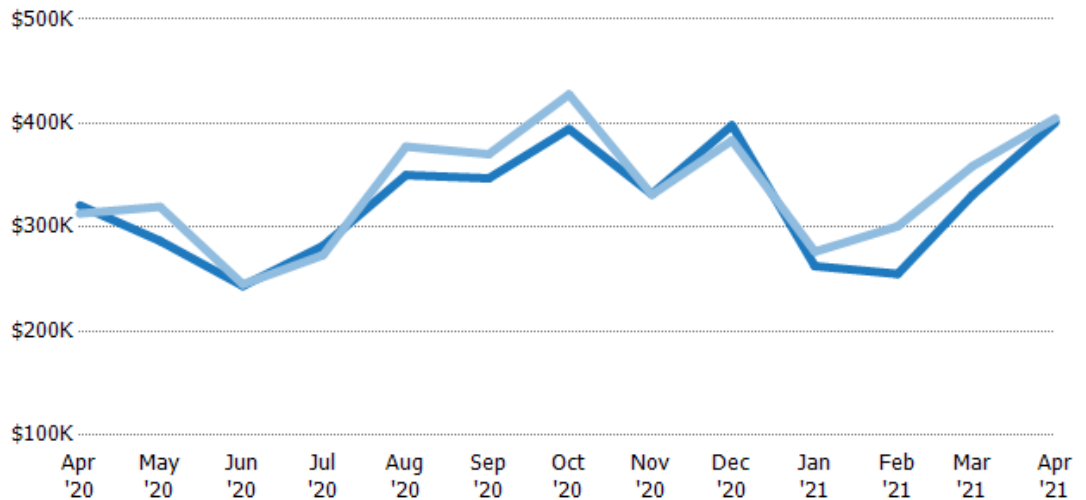
	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21
Median List Price	\$262K	\$237K	\$195K	\$234K	\$259K	\$290K	\$289K	\$277K	\$259K	\$250K	\$275K	\$258K	\$299K
Median Sales Price	\$248K	\$220K	\$187K	\$230K	\$260K	\$279K	\$285K	\$270K	\$265K	\$240K	\$270K	\$264K	\$310K
Med Sales Price as a % of Med List Price	94%	93%	96%	98%	101%	96%	99%	97%	102%	96%	98%	102%	104%

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



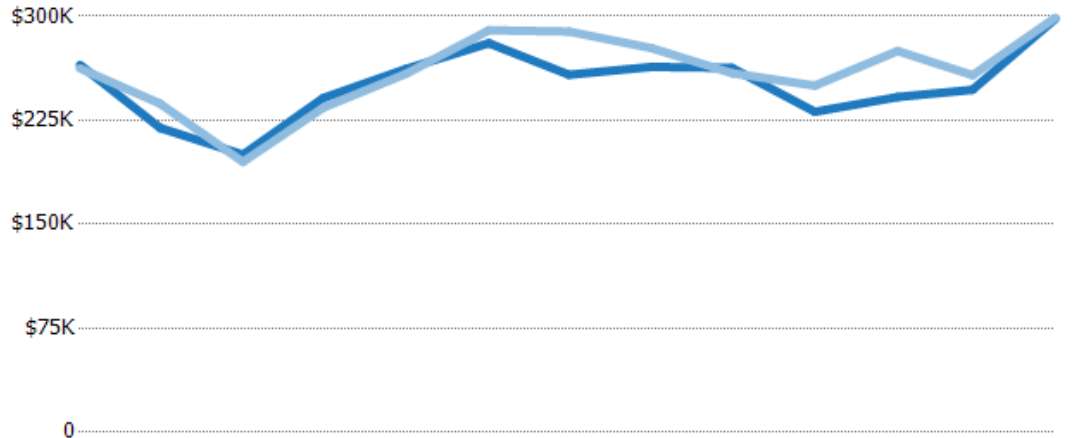
	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21
Avg Est Value	\$321K	\$287K	\$244K	\$282K	\$350K	\$347K	\$394K	\$332K	\$398K	\$263K	\$255K	\$331K	\$401K
Avg Sales Price	\$313K	\$320K	\$245K	\$273K	\$378K	\$370K	\$428K	\$331K	\$384K	\$277K	\$301K	\$359K	\$405K
Avg Sales Price as a % of Avg Est Value	98%	111%	101%	97%	108%	107%	108%	100%	96%	105%	118%	108%	101%

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



	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	\$265K	\$220K	\$200K	\$241K	\$262K	\$281K	\$258K	\$264K	\$263K	\$231K	\$242K	\$247K	\$298K
Median Sales Price	\$262K	\$237K	\$195K	\$234K	\$259K	\$290K	\$289K	\$277K	\$259K	\$250K	\$275K	\$258K	\$299K
Med Sales Price as a % of Med Est Value	99%	108%	97%	97%	99%	103%	112%	105%	99%	108%	114%	104%	100%