

## 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	May 2021	May 2020	+ / -	YTD 2021	YTD 2020	+ / -
<b>Listing Activity Charts Metrics</b>						
New Listing Count	25	22	+13.6%	82	94	-12.8%
New Listing Volume	\$16,143,500	\$8,615,890	+87.4%	\$43,694,185	\$34,907,174	+25.2%
Active Listing Count	24	50	-52%	N/A	N/A	
Active Listing Volume	\$18,376,475	\$27,597,569	-33.4%	N/A	N/A	
Average Listing Price	\$765,686	\$551,951	+38.7%	\$701,800	\$540,249	+29.9%
Median Listing Price	\$447,995	\$406,450	+10.2%	\$442,890	\$404,933	+9.4%
Median Days in RPR	42	112	-62.5%	165.66	112.45	+47.3%
Months of Inventory	1.4	2.8	-49.2%	1.9	3.7	-48.2%
Absorption Rate	70.83%	36%	+34.8%	52.21%	27.06%	+25.1%
<b>Sales Activity Charts Metrics</b>						
New Pending Sales Count	22	25	-12%	74	101	-26.7%
New Pending Sales Volume	\$12,127,000	\$9,568,955	+26.7%	\$36,655,009	\$34,839,043	+5.2%
Pending Sales Count	8	43	-81.4%	N/A	N/A	
Pending Sales Volume	\$3,644,800	\$16,844,727	-78.4%	N/A	N/A	
Closed Sales Count	8	12	-33.3%	55	71	-22.5%
Closed Sales Volume	\$4,873,111	\$3,382,240	+44.1%	\$23,245,045	\$23,558,578	-1.3%
Average Sales Price	\$609,139	\$281,853	+116.1%	\$422,637	\$331,811	+27.4%
Median Sales Price	\$332,500	\$234,000	+42.1%	\$388,578	\$299,745	+29.6%

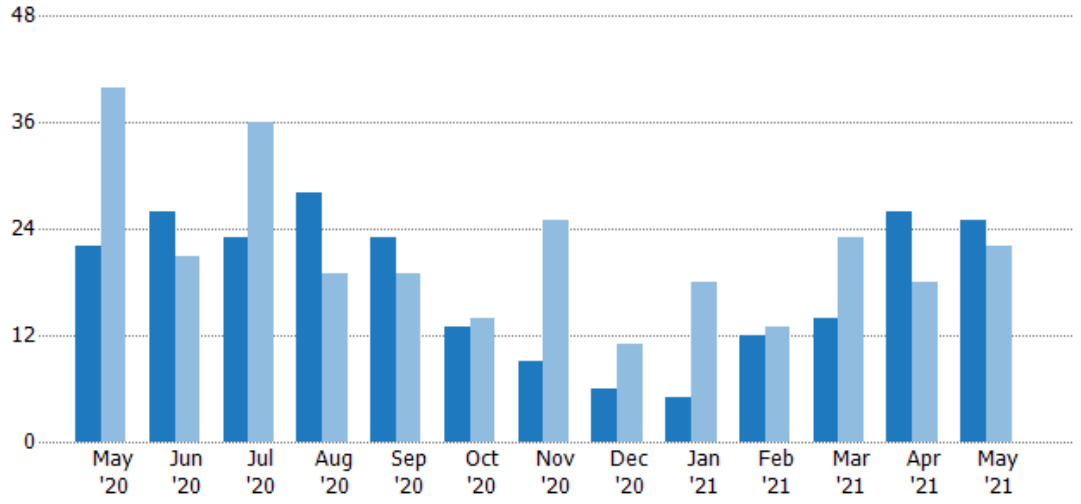
## New Listings

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.
May '21	25	13.6%
May '20	22	-45%
May '19	40	-40%



Current Year	22	26	23	28	23	13	9	6	5	12	14	26	25
Prior Year	40	21	36	19	19	14	25	11	18	13	23	18	22
Percent Change from Prior Year	-45%	24%	-36%	47%	21%	-7%	-64%	-45%	-72%	-8%	-39%	44%	14%

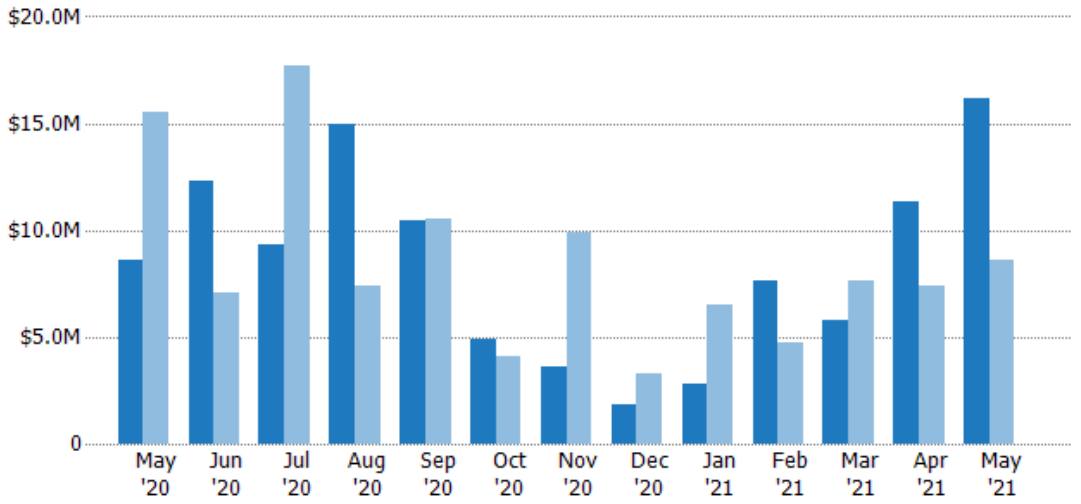
## New Listing Volume

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.
May '21	\$16.1M	87.4%
May '20	\$8.62M	-44.6%
May '19	\$15.6M	-55.2%



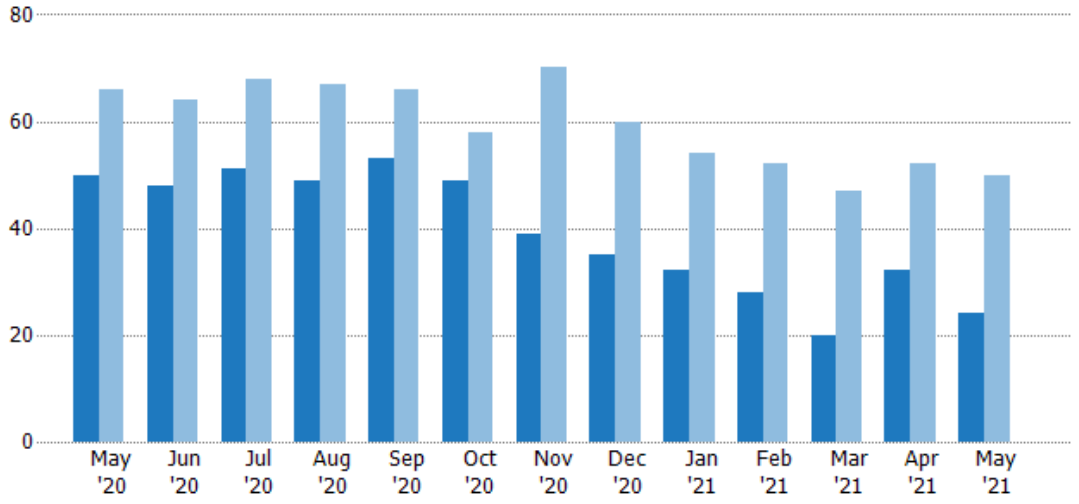
Current Year	\$8.62M	\$12.3M	\$9.33M	\$15M	\$10.4M	\$4.89M	\$3.57M	\$1.85M	\$2.81M	\$7.64M	\$5.77M	\$11.3M	\$16.1M
Prior Year	\$15.6M	\$7.1M	\$17.7M	\$7.39M	\$10.5M	\$4.07M	\$9.93M	\$3.31M	\$6.54M	\$4.74M	\$7.6M	\$7.41M	\$8.62M
Percent Change from Prior Year	-45%	74%	-47%	103%	-1%	20%	-64%	-44%	-57%	61%	-24%	53%	87%

## 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



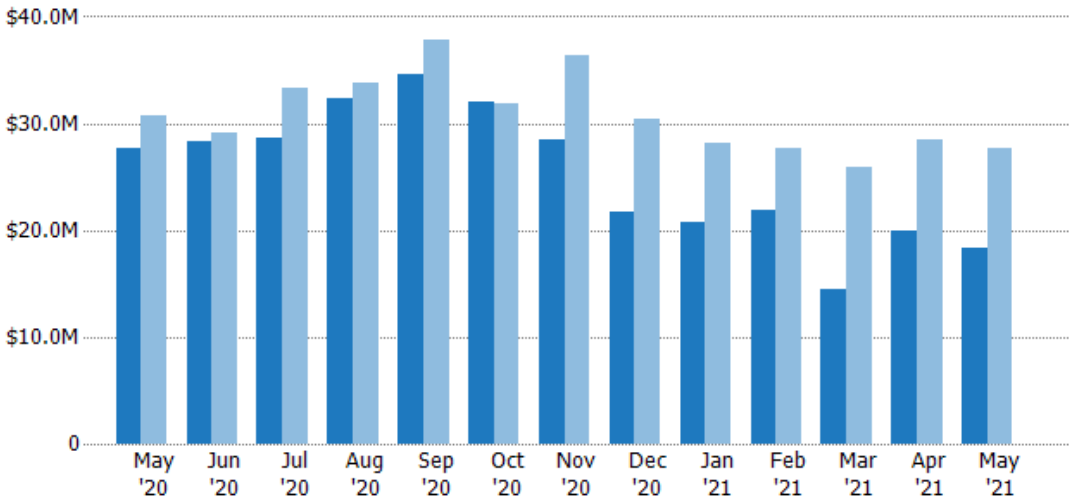
Month/Year	Count	% Chg.
May '21	24	-52%
May '20	50	-24.2%
May '19	66	-15.2%

## 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.
May '21	\$18.4M	-33.4%
May '20	\$27.6M	-10.2%
May '19	\$30.7M	-1.9%

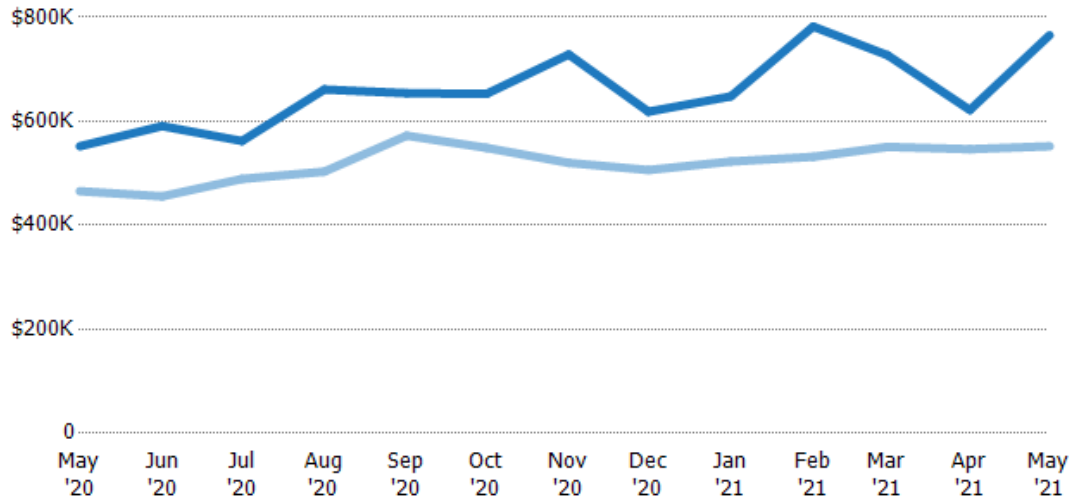
## Average Listing Price

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.
May '21	\$766K	38.7%
May '20	\$552K	18.6%
May '19	\$466K	15.6%



Current Year	\$552K	\$591K	\$562K	\$661K	\$654K	\$653K	\$728K	\$618K	\$648K	\$782K	\$727K	\$622K	\$766K
Prior Year	\$466K	\$456K	\$489K	\$503K	\$572K	\$549K	\$520K	\$506K	\$523K	\$532K	\$551K	\$546K	\$552K
Percent Change from Prior Year	19%	30%	15%	31%	14%	19%	40%	22%	24%	47%	32%	14%	39%

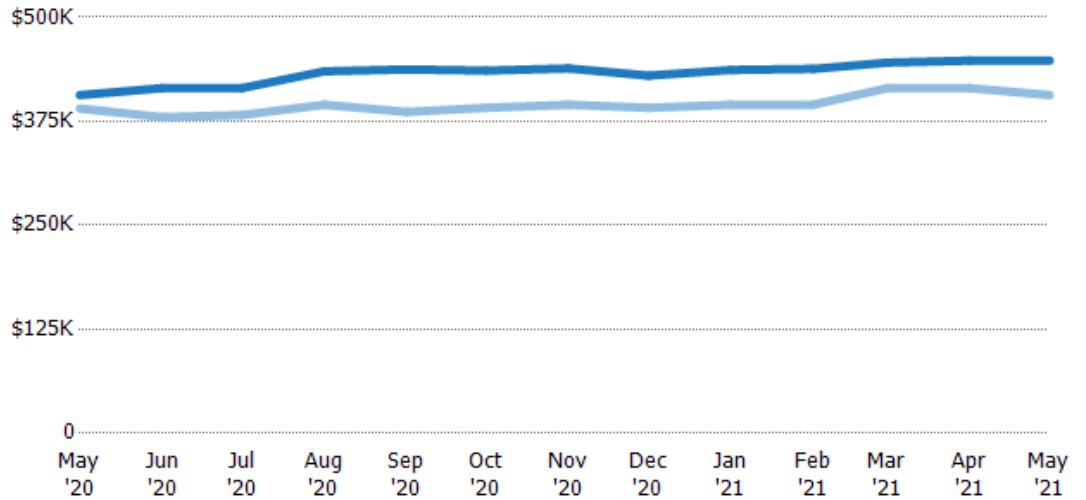
## Median Listing Price

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.
May '21	\$448K	10.2%
May '20	\$406K	4.1%
May '19	\$390K	0%



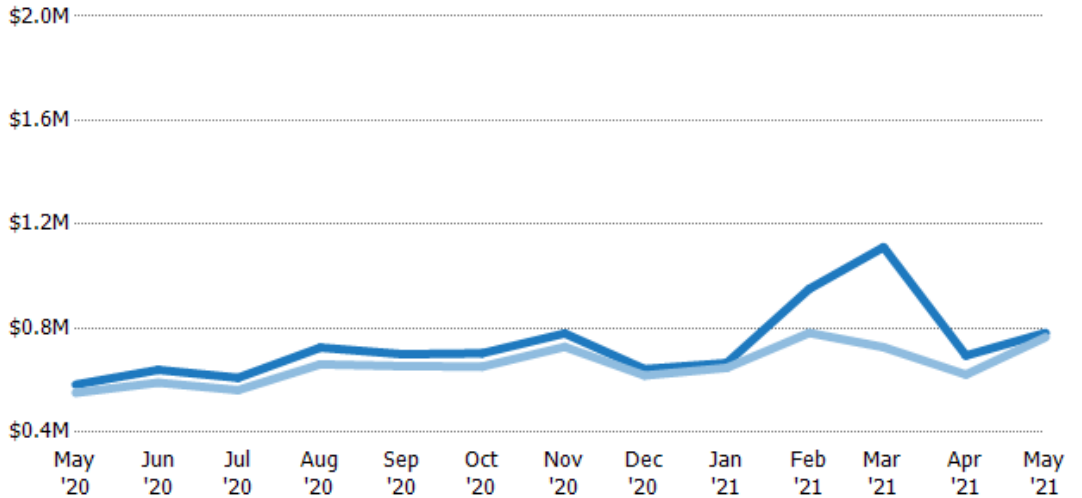
Current Year	\$406K	\$415K	\$415K	\$435K	\$437K	\$436K	\$439K	\$430K	\$437K	\$438K	\$445K	\$448K	\$448K
Prior Year	\$390K	\$380K	\$383K	\$395K	\$386K	\$391K	\$395K	\$391K	\$395K	\$395K	\$415K	\$415K	\$406K
Percent Change from Prior Year	4%	9%	8%	10%	13%	11%	11%	10%	11%	11%	7%	8%	10%

## 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



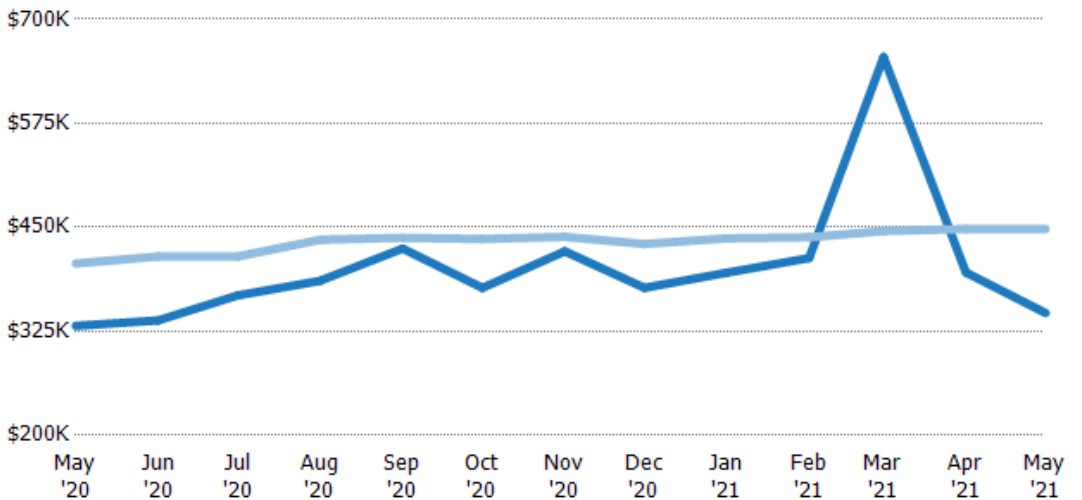
	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21
Avg Est Value	\$583K	\$640K	\$609K	\$726K	\$700K	\$704K	\$780K	\$643K	\$666K	\$951K	\$1.11M	\$695K	\$782K
Avg Listing Price	\$552K	\$591K	\$562K	\$661K	\$654K	\$653K	\$728K	\$618K	\$648K	\$782K	\$727K	\$622K	\$766K
Avg Listing Price as a % of Avg Est Value	95%	92%	92%	91%	93%	93%	93%	96%	97%	82%	65%	89%	98%

## 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



	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21
Median Est Value	\$332K	\$338K	\$368K	\$386K	\$424K	\$377K	\$421K	\$377K	\$395K	\$413K	\$655K	\$396K	\$347K
Median Listing Price	\$406K	\$415K	\$415K	\$435K	\$437K	\$436K	\$439K	\$430K	\$437K	\$438K	\$445K	\$448K	\$448K
Med Listing Price as a % of Med Est Value	123%	123%	113%	113%	103%	116%	104%	114%	110%	106%	68%	113%	129%

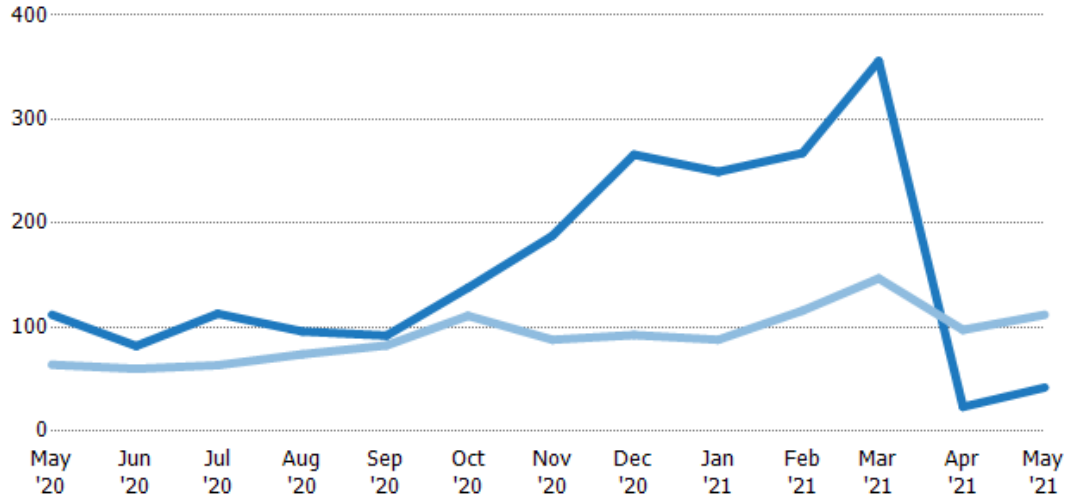
## Median Days in RPR

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.
May '21	42	-62.5%
May '20	112	75%
May '19	64	-11.7%



Current Year	112	82	113	96	92	138	188	266	250	268	356	23.5	42
Prior Year	64	60	63.5	74	82.5	111	88	92.5	88	116	147	97.5	112
Percent Change from Prior Year	75%	37%	78%	30%	12%	24%	114%	188%	184%	131%	142%	-76%	-63%

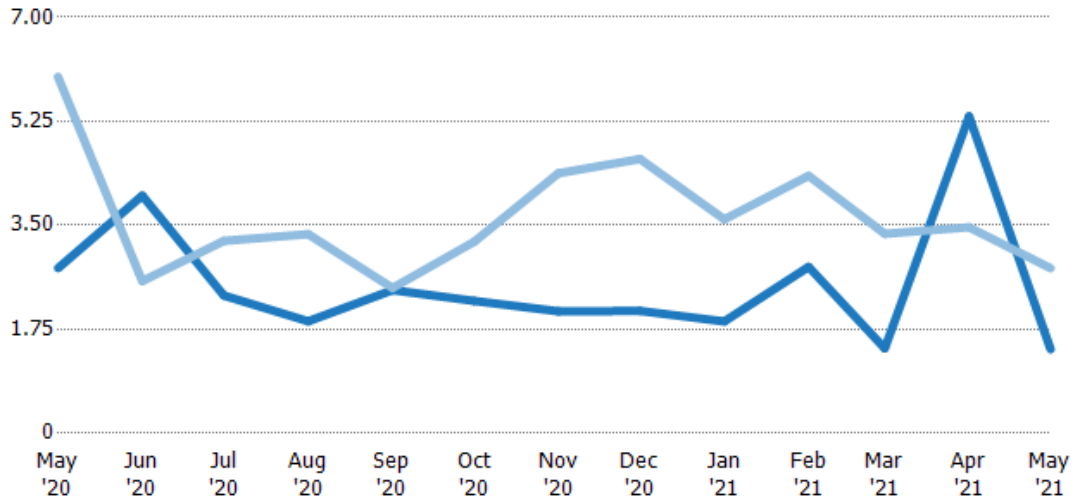
## Months of Inventory

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.
May '21	1.41	-49.2%
May '20	2.78	-53.7%
May '19	6	-15.2%



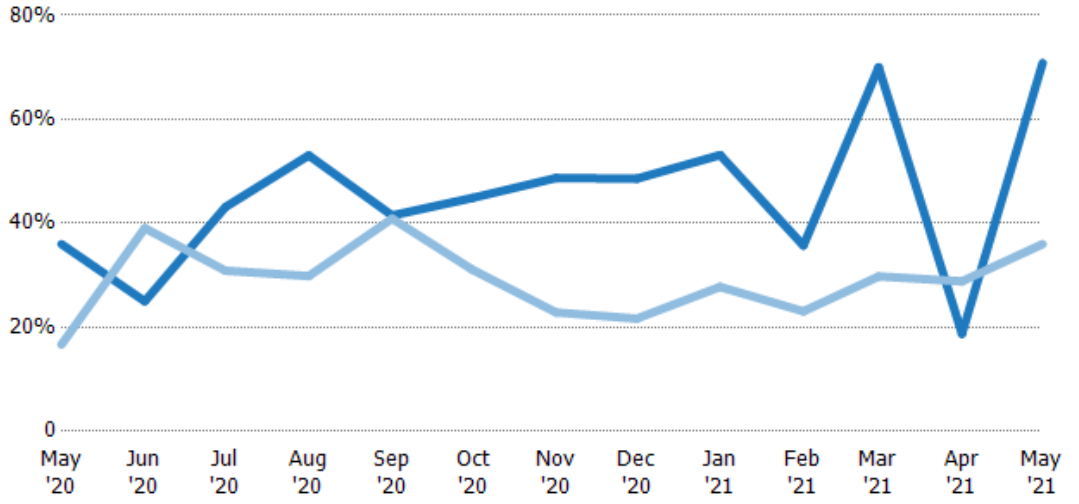
Current Year	2.78	4	2.32	1.88	2.41	2.23	2.05	2.06	1.88	2.8	1.43	5.33	1.41
Prior Year	6	2.56	3.24	3.35	2.44	3.22	4.38	4.62	3.6	4.33	3.36	3.47	2.78
Percent Change from Prior Year	-54%	56%	-28%	-44%	-1%	-31%	-53%	-55%	-48%	-35%	-57%	54%	-49%

## Absorption Rate

The percentage of inventory sold per month.

### Filters Used

ZIP: Colchester, VT 05439,  
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VT 05449  
Property Type:  
Condo/Townhouse/Apt., Single  
Family



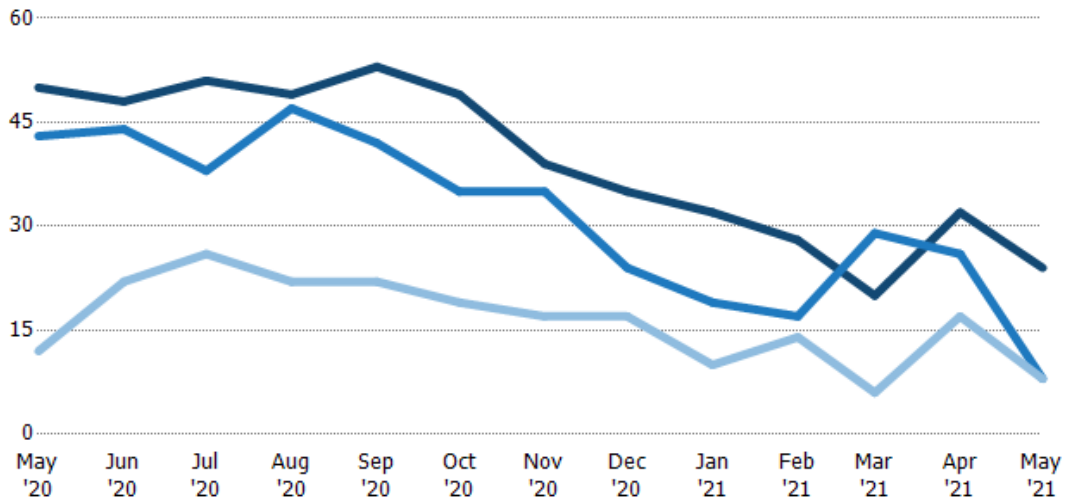
	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21
Current Year	36%	25%	43%	53%	42%	45%	49%	49%	53%	36%	70%	19%	71%
Prior Year	17%	39%	31%	30%	41%	31%	23%	22%	28%	23%	30%	29%	36%
Change from Prior Year	-19%	14%	-12%	-23%	-1%	-14%	-26%	-27%	-25%	-13%	-40%	10%	-35%

## 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



	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21
Active	50	48	51	49	53	49	39	35	32	28	20	32	24
Pending	43	44	38	47	42	35	35	24	19	17	29	26	8
Sold	12	22	26	22	22	19	17	17	10	14	6	17	8

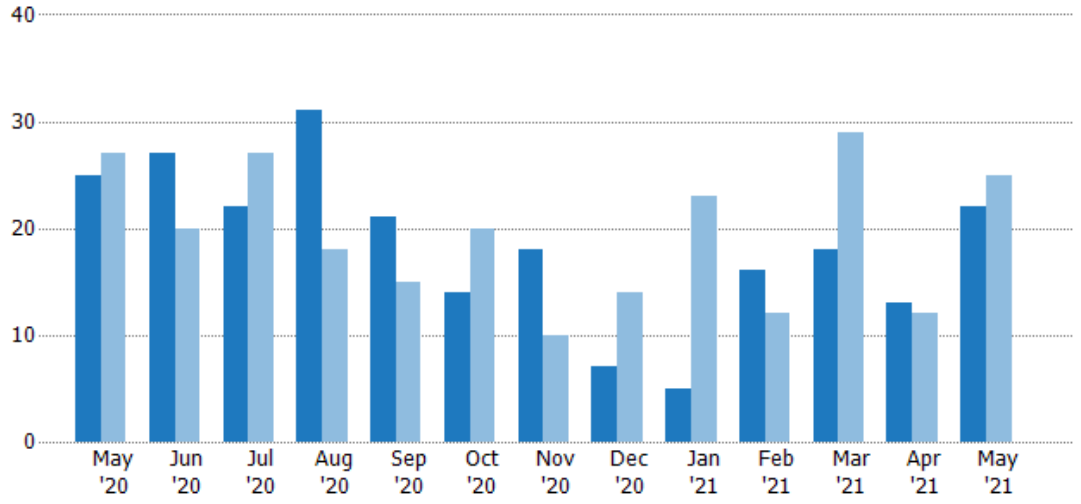
## New Pending Sales

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.
May '21	22	-12%
May '20	25	-7.4%
May '19	27	-25.9%



Current Year	25	27	22	31	21	14	18	7	5	16	18	13	22
Prior Year	27	20	27	18	15	20	10	14	23	12	29	12	25
Percent Change from Prior Year	-7%	35%	-19%	72%	40%	-30%	80%	-50%	-78%	33%	-38%	8%	-12%

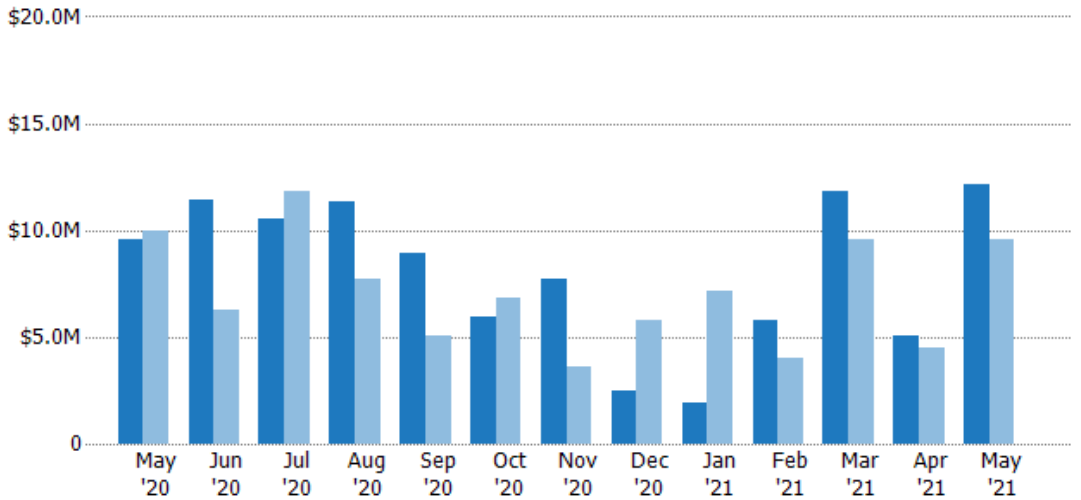
## New Pending Sales Volume

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.
May '21	\$12.1M	26.7%
May '20	\$9.57M	-4.2%
May '19	\$9.99M	-41.4%



Current Year	\$9.57M	\$11.4M	\$10.5M	\$11.3M	\$8.93M	\$5.98M	\$7.71M	\$2.48M	\$1.91M	\$5.77M	\$11.8M	\$5.03M	\$12.1M
Prior Year	\$9.99M	\$6.28M	\$11.8M	\$7.71M	\$5.04M	\$6.8M	\$3.65M	\$5.81M	\$7.13M	\$4.03M	\$9.6M	\$4.51M	\$9.57M
Percent Change from Prior Year	-4%	82%	-11%	47%	77%	-12%	112%	-57%	-73%	43%	23%	12%	27%



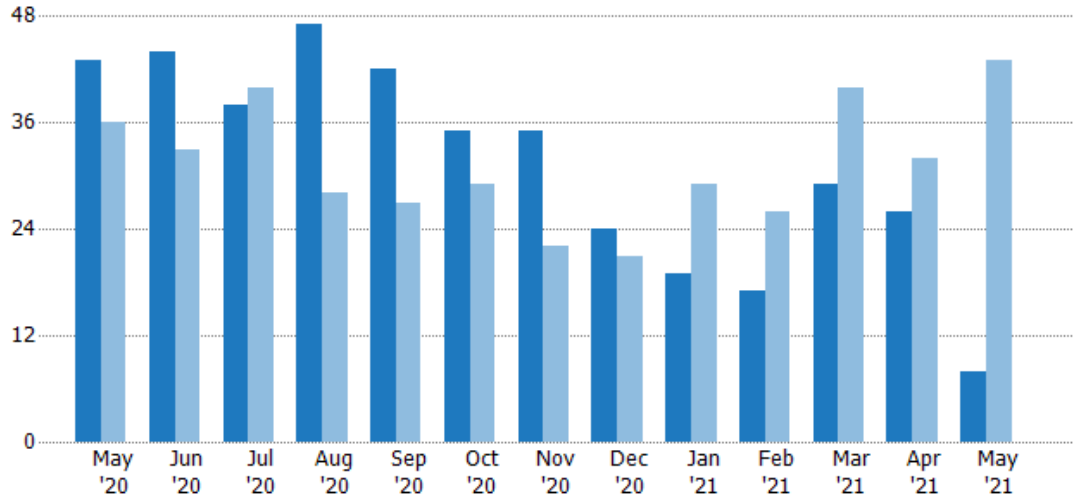
## Pending Sales

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.
May '21	8	-81.4%
May '20	43	19.4%
May '19	36	-22.2%



	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21
Current Year	43	44	38	47	42	35	35	24	19	17	29	26	8
Prior Year	36	33	40	28	27	29	22	21	29	26	40	32	43
Percent Change from Prior Year	19%	33%	-5%	68%	56%	21%	59%	14%	-34%	-35%	-28%	-19%	-81%

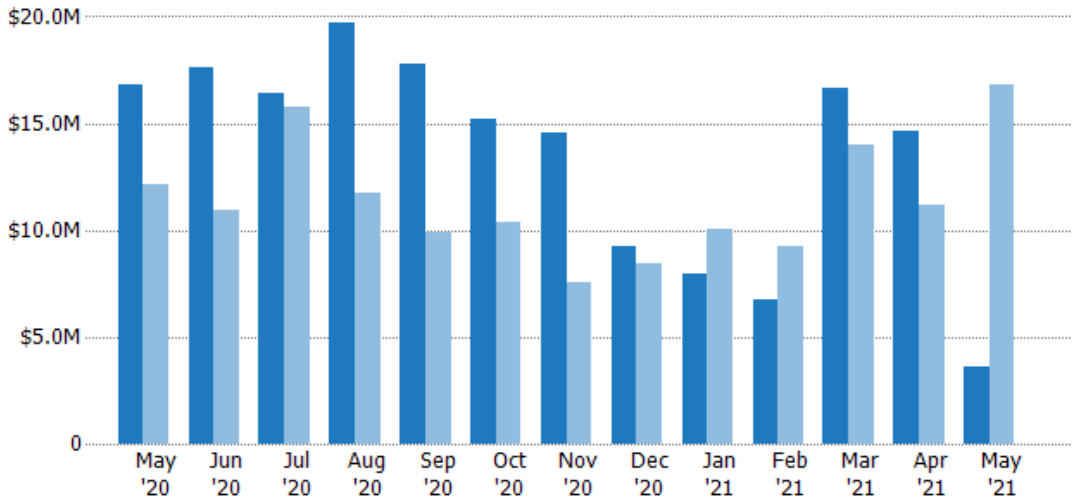
## Pending Sales Volume

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.
May '21	\$3.64M	-78.4%
May '20	\$16.8M	38.7%
May '19	\$12.1M	-26.6%



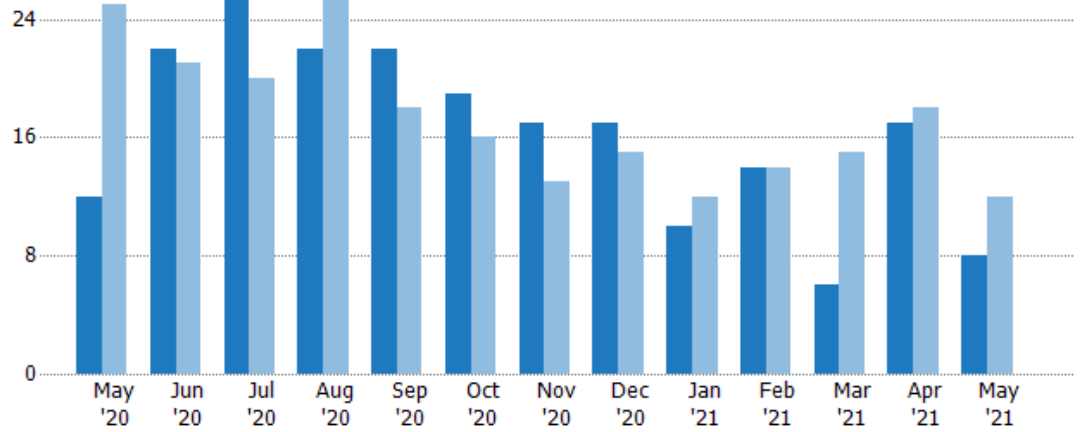
	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21
Current Year	\$16.8M	\$17.6M	\$16.4M	\$19.7M	\$17.8M	\$15.2M	\$14.5M	\$9.25M	\$7.97M	\$6.72M	\$16.6M	\$14.6M	\$3.64M
Prior Year	\$12.1M	\$11M	\$15.8M	\$11.8M	\$9.88M	\$10.4M	\$7.56M	\$8.44M	\$10M	\$9.28M	\$14M	\$11.2M	\$16.8M
Percent Change from Prior Year	39%	61%	4%	68%	80%	46%	92%	10%	-20%	-28%	19%	31%	-78%

## 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.
May '21	8	-33.3%
May '20	12	-52%
May '19	25	-48%

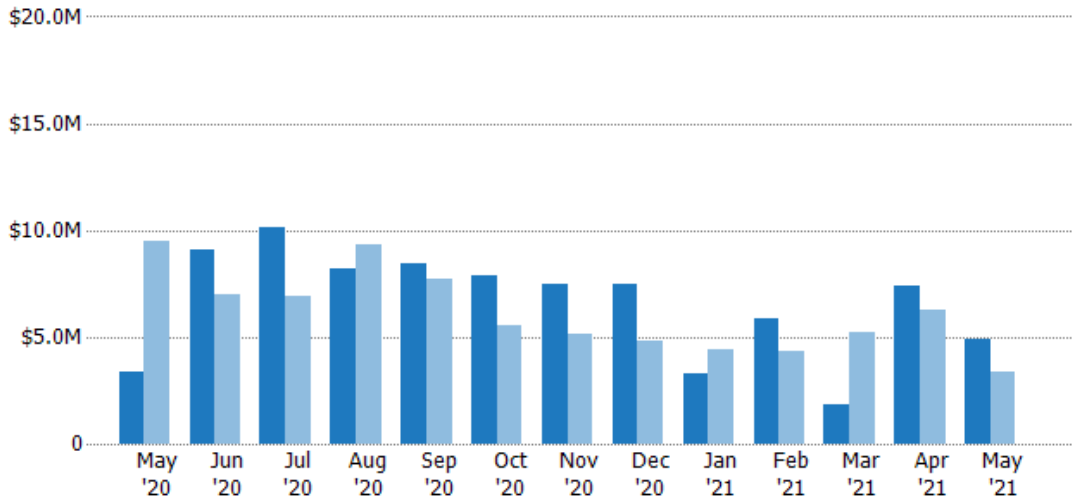
	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21
Current Year	12	22	26	22	22	19	17	17	10	14	6	17	8
Prior Year	25	21	20	27	18	16	13	15	12	14	15	18	12
Percent Change from Prior Year	-52%	5%	30%	-19%	22%	19%	31%	13%	-17%	0%	-60%	-6%	-33%

## 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.
May '21	\$4.87M	44.1%
May '20	\$3.38M	-64.4%
May '19	\$9.51M	-60.3%

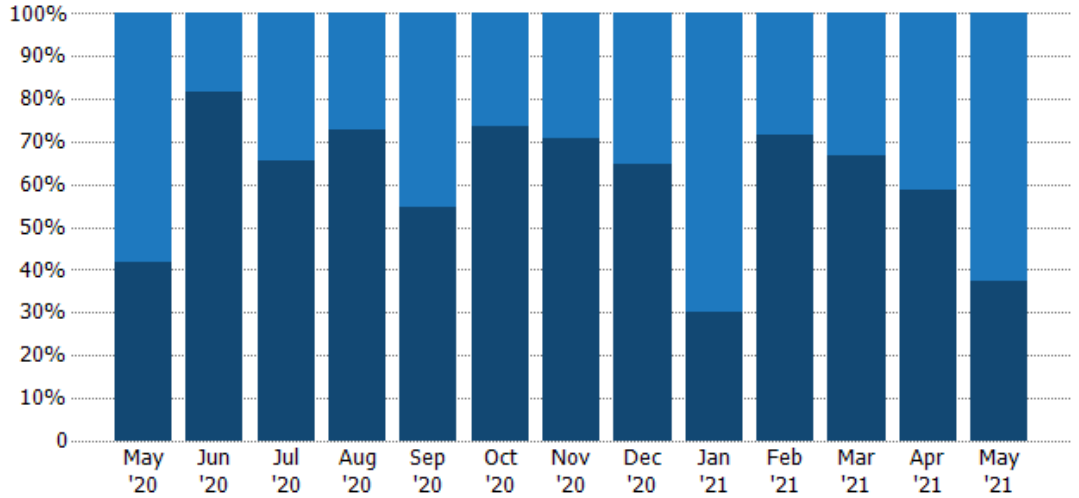
	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21
Current Year	\$3.38M	\$9.05M	\$10.1M	\$8.24M	\$8.43M	\$7.91M	\$7.45M	\$7.5M	\$3.3M	\$5.83M	\$1.83M	\$7.41M	\$4.87M
Prior Year	\$9.51M	\$7.01M	\$6.88M	\$9.37M	\$7.7M	\$5.55M	\$5.17M	\$4.85M	\$4.38M	\$4.32M	\$5.22M	\$6.27M	\$3.38M
Percent Change from Prior Year	-64%	29%	47%	-12%	10%	43%	44%	55%	-25%	35%	-65%	18%	44%

## 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



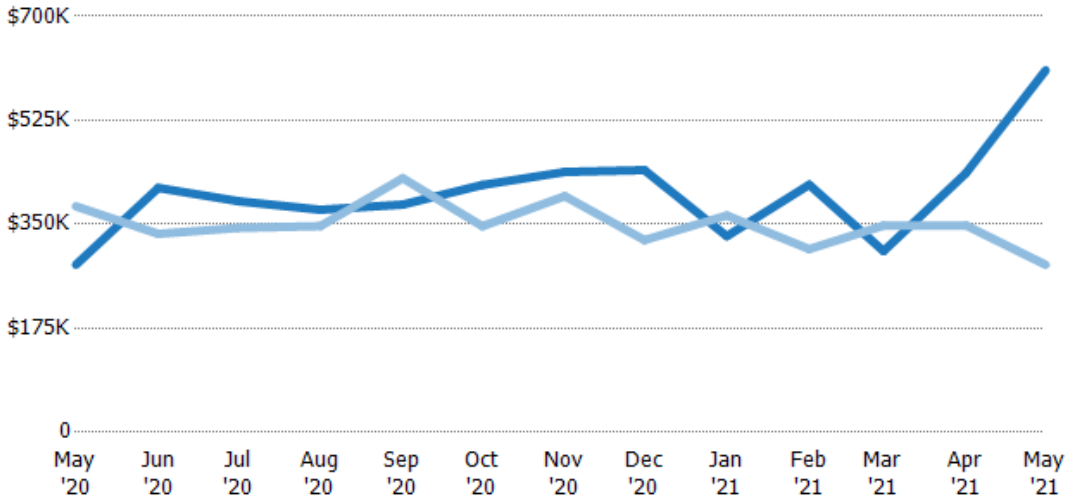
Property Type	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21
Condo/Townhouse	58%	18%	35%	27%	45%	26%	29%	35%	70%	29%	33%	41%	63%
Single Family Residence	42%	82%	65%	73%	55%	74%	71%	65%	30%	71%	67%	59%	38%

## 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



Month/Year	Price	% Chg.
May '21	\$609K	116.1%
May '20	\$282K	-25.9%
May '19	\$380K	-23.7%

Property Type	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21
Current Year	\$282K	\$411K	\$389K	\$374K	\$383K	\$416K	\$438K	\$441K	\$330K	\$417K	\$305K	\$436K	\$609K
Prior Year	\$380K	\$334K	\$344K	\$347K	\$428K	\$347K	\$397K	\$323K	\$365K	\$308K	\$348K	\$348K	\$282K
Percent Change from Prior Year	-26%	23%	13%	8%	-10%	20%	10%	36%	-10%	35%	-12%	25%	116%

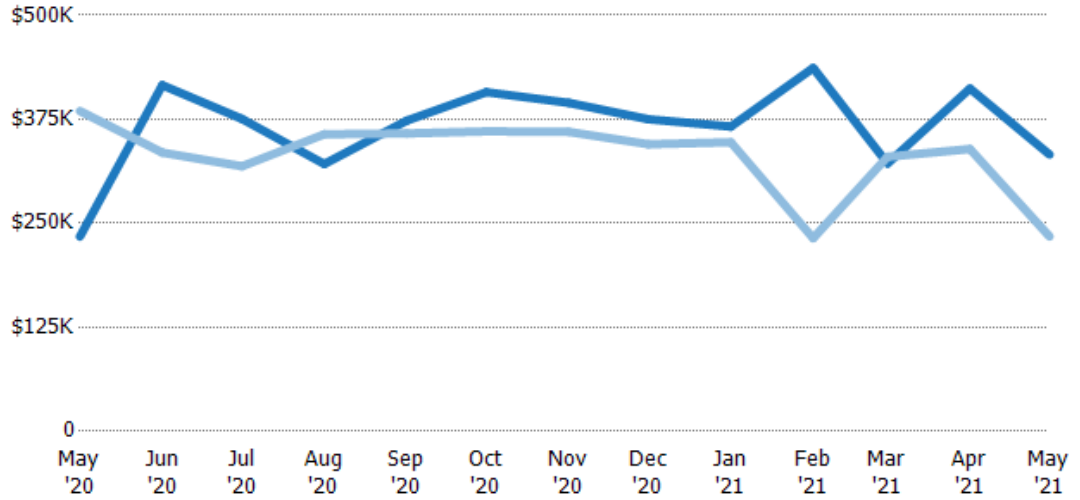
## Median Sales Price

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.
May '21	\$333K	42.1%
May '20	\$234K	-39.2%
May '19	\$385K	-22.5%



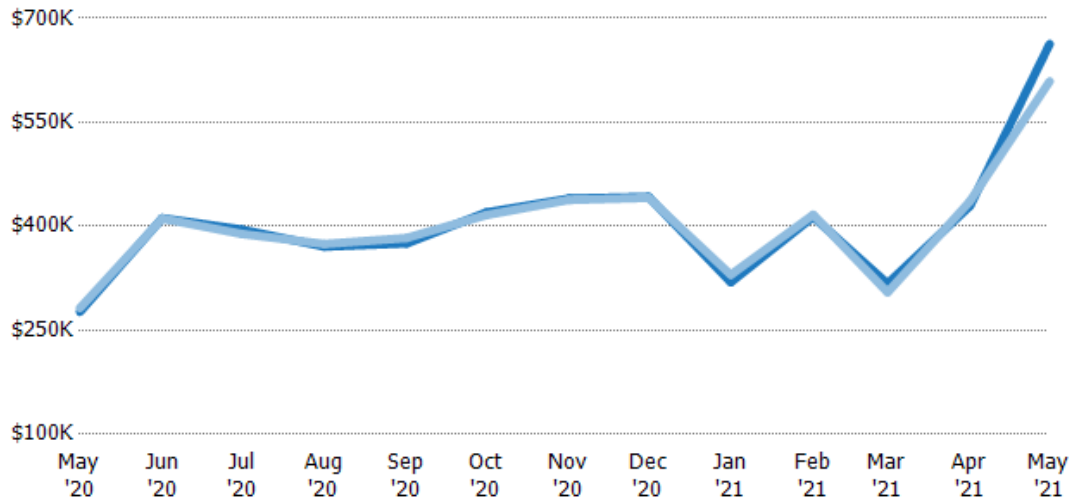
Current Year	\$234K	\$416K	\$375K	\$321K	\$373K	\$408K	\$395K	\$375K	\$366K	\$437K	\$322K	\$412K	\$333K
Prior Year	\$385K	\$335K	\$319K	\$357K	\$358K	\$360K	\$360K	\$345K	\$347K	\$232K	\$330K	\$339K	\$234K
Percent Change from Prior Year	-39%	24%	18%	-10%	4%	13%	10%	9%	5%	88%	-2%	21%	42%

## 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



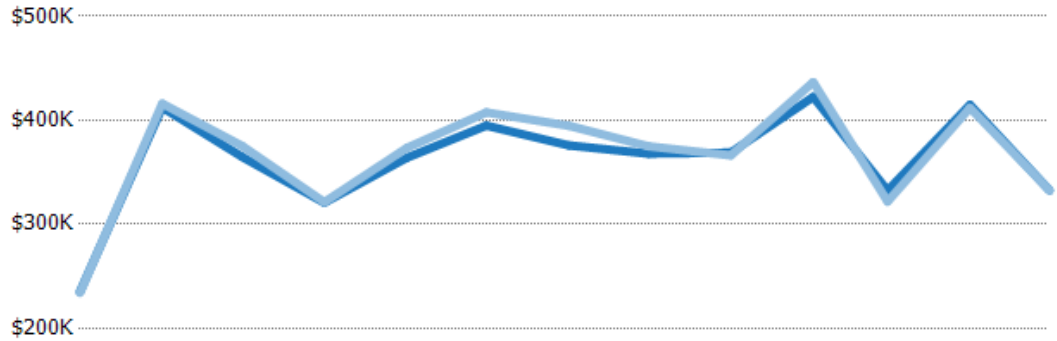
Avg List Price	\$277K	\$412K	\$395K	\$371K	\$375K	\$420K	\$440K	\$443K	\$319K	\$414K	\$317K	\$429K	\$663K
Avg Sales Price	\$282K	\$411K	\$389K	\$374K	\$383K	\$416K	\$438K	\$441K	\$330K	\$417K	\$305K	\$436K	\$609K
Avg Sales Price as a % of Avg List Price	102%	100%	98%	101%	102%	99%	100%	100%	103%	101%	96%	102%	92%

## 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



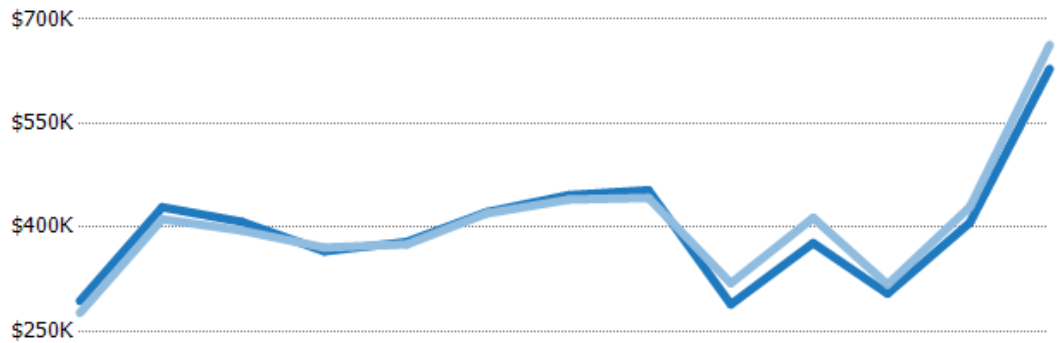
	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21
Median List Price	\$235K	\$412K	\$365K	\$321K	\$364K	\$395K	\$376K	\$368K	\$369K	\$422K	\$333K	\$415K	\$333K
Median Sales Price	\$234K	\$416K	\$375K	\$321K	\$373K	\$408K	\$395K	\$375K	\$366K	\$437K	\$322K	\$412K	\$333K
Med Sales Price as a % of Med List Price	100%	101%	103%	100%	103%	103%	105%	102%	99%	103%	97%	99%	100%

## 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



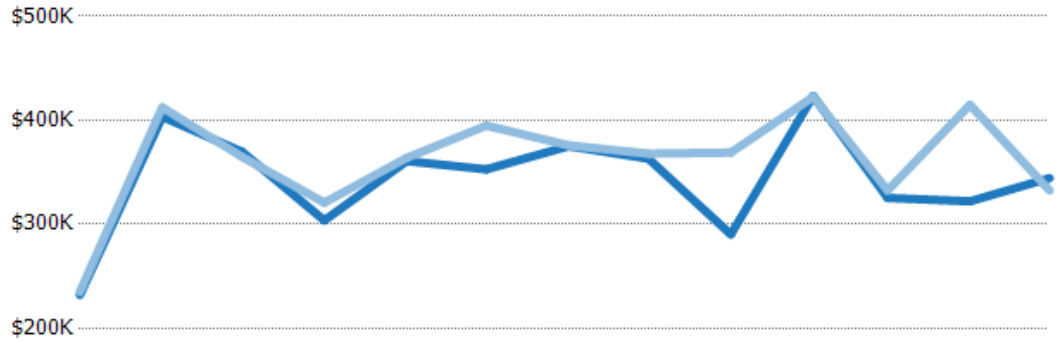
	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21
Avg Est Value	\$294K	\$429K	\$408K	\$365K	\$379K	\$422K	\$446K	\$453K	\$289K	\$377K	\$304K	\$407K	\$629K
Avg Sales Price	\$277K	\$412K	\$395K	\$371K	\$375K	\$420K	\$440K	\$443K	\$319K	\$414K	\$317K	\$429K	\$663K
Avg Sales Price as a % of Avg Est Value	94%	96%	97%	101%	99%	100%	99%	98%	111%	110%	104%	106%	105%

## 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



\$100K

	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21
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Median Est Value	\$232K	\$403K	\$370K	\$304K	\$361K	\$353K	\$375K	\$363K	\$290K	\$423K	\$325K	\$322K	\$344K
Median Sales Price	\$235K	\$412K	\$365K	\$321K	\$364K	\$395K	\$376K	\$368K	\$369K	\$422K	\$333K	\$415K	\$333K
Med Sales Price as a % of Med Est Value	101%	102%	99%	106%	101%	112%	100%	101%	127%	100%	102%	129%	97%