

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	+ / -
Listing Activity Charts Metrics						
New Listing Count	112	89	+25.8%	433	290	+49.3%
New Listing Volume	\$49,431,749	\$30,957,848	+59.7%	\$186,415,836	\$98,634,993	+89%
Active Listing Count	81	470	-82.8%	N/A	N/A	
Active Listing Volume	\$43,591,100	\$211,014,437	-79.3%	N/A	N/A	
Average Listing Price	\$538,162	\$448,967	+19.9%	\$595,252	\$444,547	+33.9%
Median Listing Price	\$339,000	\$295,000	+14.9%	\$341,063	\$296,727	+14.9%
Median Days in RPR	19	224	-91.5%	96.83	212.13	-54.4%
Months of Inventory	1.1	13.1	-91.5%	4.7	10.5	-55.5%
Absorption Rate	90.12%	7.66%	+82.5%	21.39%	9.52%	+11.9%
Sales Activity Charts Metrics						
New Pending Sales Count	94	64	+46.9%	500	256	+95.3%
New Pending Sales Volume	\$35,370,345	\$18,468,598	+91.5%	\$195,068,836	\$72,333,346	+169.7%
Pending Sales Count	48	91	-47.3%	N/A	N/A	
Pending Sales Volume	\$18,492,550	\$25,498,148	-27.5%	N/A	N/A	
Closed Sales Count	79	37	+113.5%	359	197	+82.2%
Closed Sales Volume	\$33,964,881	\$11,173,600	+204%	\$127,116,308	\$50,608,861	+151.2%
Average Sales Price	\$429,935	\$301,989	+42.4%	\$354,084	\$256,898	+37.8%
Median Sales Price	\$311,000	\$220,000	+41.4%	\$280,955	\$217,231	+29.3%

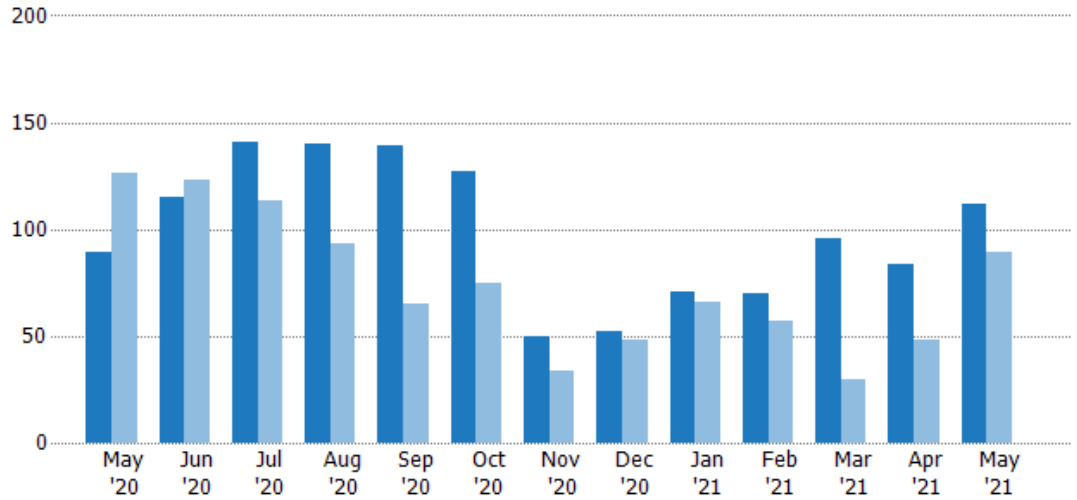
New Listings

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.
May '21	112	25.8%
May '20	89	-29.4%
May '19	126	4%



	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	89	115	141	140	139	127	50	52	71	70	96	84	112
Prior Year	126	123	113	93	65	75	34	48	66	57	30	48	89
Percent Change from Prior Year	-29%	-7%	25%	51%	114%	69%	47%	8%	8%	23%	220%	75%	26%

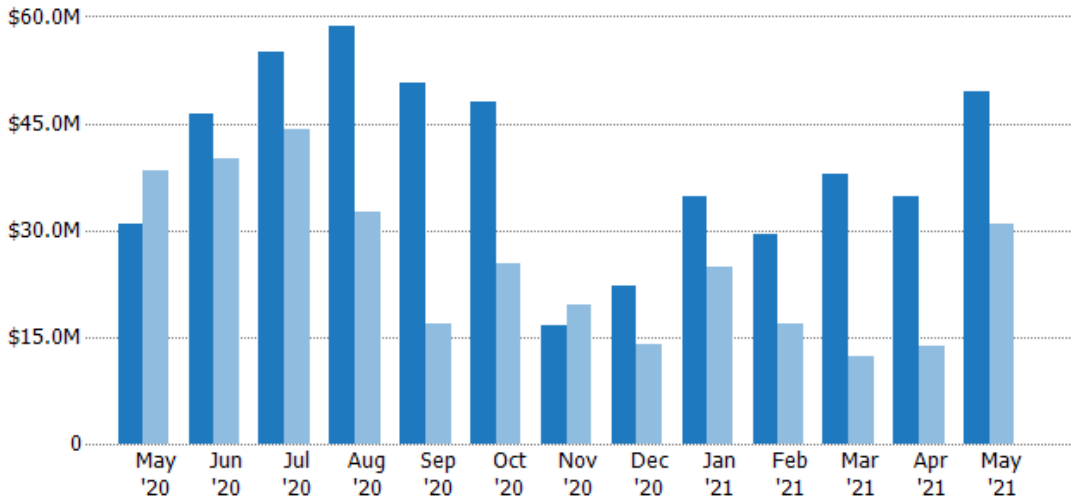
New Listing Volume

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.
May '21	\$49.4M	59.7%
May '20	\$31M	-19.5%
May '19	\$38.5M	15.8%



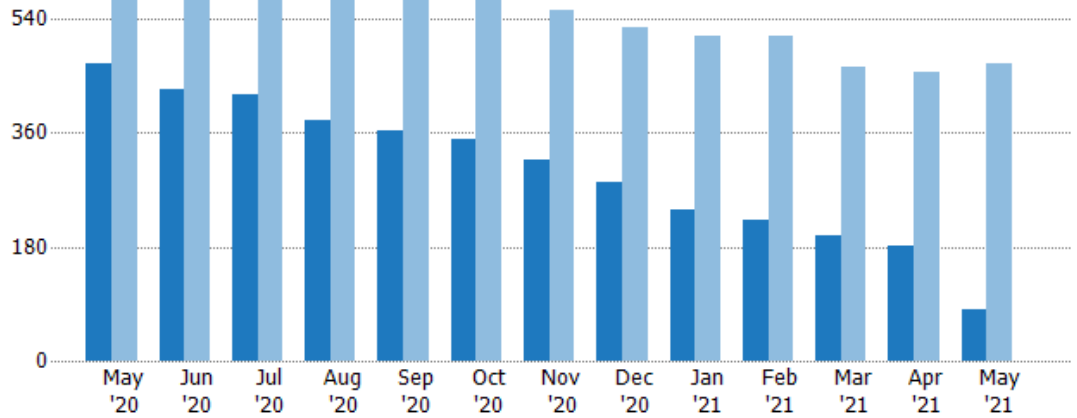
	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21
Current Year	\$31M	\$46.3M	\$55.1M	\$58.7M	\$50.6M	\$47.9M	\$16.7M	\$22.1M	\$34.8M	\$29.4M	\$38M	\$34.9M	\$49.4M
Prior Year	\$38.5M	\$40.2M	\$44M	\$32.5M	\$16.8M	\$25.4M	\$19.5M	\$13.9M	\$24.8M	\$16.8M	\$12.3M	\$13.8M	\$31M
Percent Change from Prior Year	-20%	15%	25%	81%	201%	89%	-15%	59%	40%	75%	209%	152%	60%

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



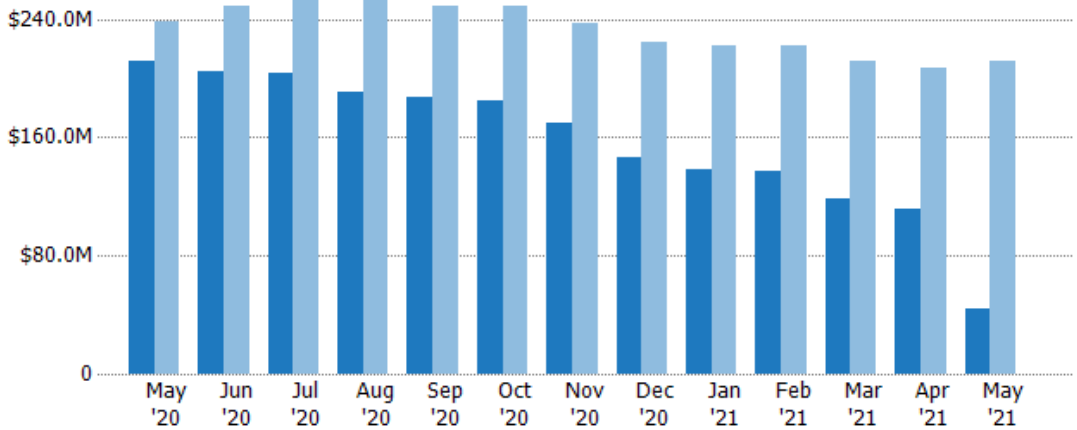
	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21
Current Year	470	429	421	380	362	351	318	282	239	221	199	181	81
Prior Year	600	634	663	670	625	614	553	525	512	514	465	455	470
Percent Change from Prior Year	-22%	-32%	-37%	-43%	-42%	-43%	-42%	-46%	-53%	-57%	-57%	-60%	-83%

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



	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	\$211M	\$205M	\$204M	\$190M	\$187M	\$185M	\$169M	\$146M	\$138M	\$137M	\$118M	\$111M	\$43.6M
Prior Year	\$238M	\$249M	\$265M	\$267M	\$249M	\$249M	\$237M	\$225M	\$222M	\$222M	\$211M	\$207M	\$211M
Percent Change from Prior Year	-11%	-18%	-23%	-29%	-25%	-26%	-29%	-35%	-38%	-38%	-44%	-46%	-79%

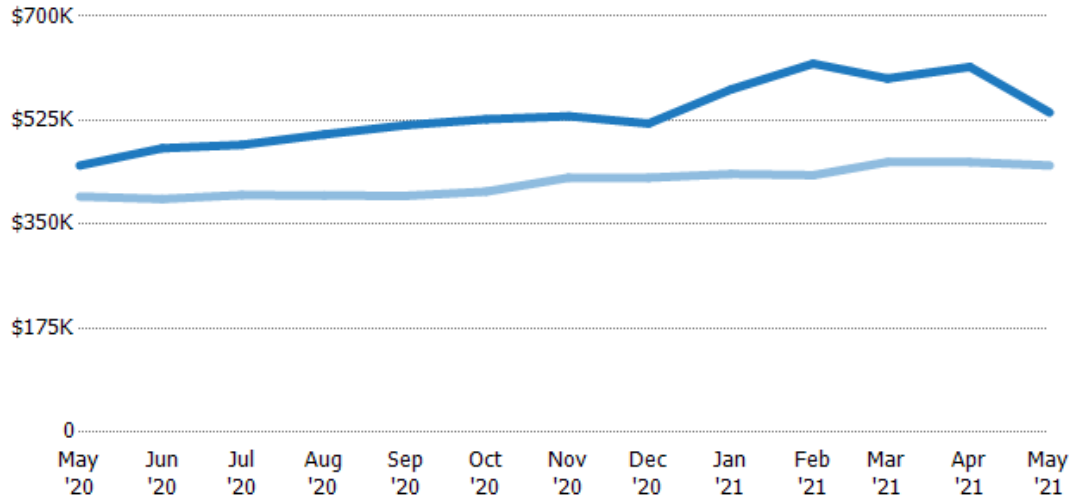
Average Listing Price

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.
May '21	\$538K	19.9%
May '20	\$449K	13.2%
May '19	\$397K	-7.4%



Current Year	\$449K	\$478K	\$484K	\$501K	\$517K	\$527K	\$532K	\$519K	\$577K	\$620K	\$595K	\$615K	\$538K
Prior Year	\$397K	\$393K	\$399K	\$398K	\$398K	\$405K	\$428K	\$428K	\$434K	\$433K	\$455K	\$455K	\$449K
Percent Change from Prior Year	13%	22%	21%	26%	30%	30%	24%	21%	33%	43%	31%	35%	20%

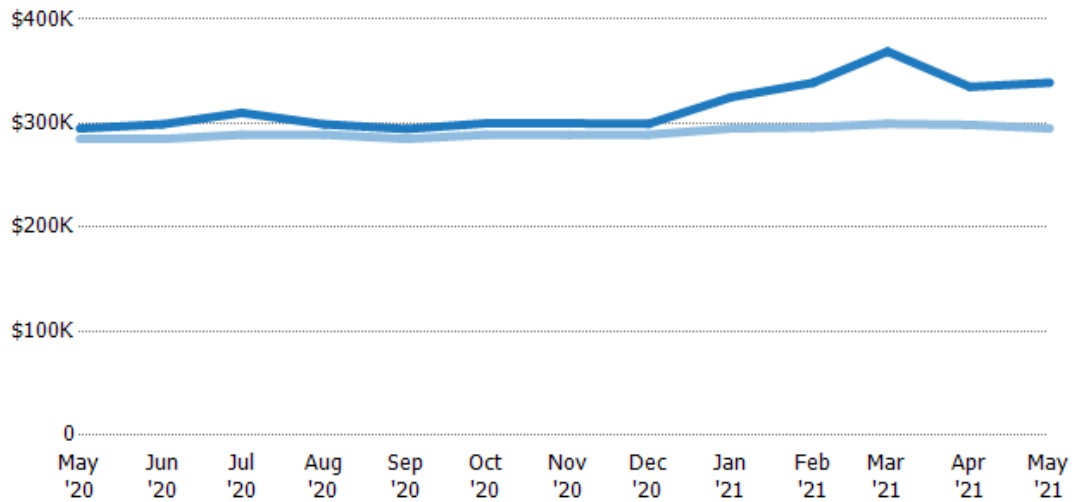
Median Listing Price

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.
May '21	\$339K	14.9%
May '20	\$295K	3.5%
May '19	\$285K	-12.3%



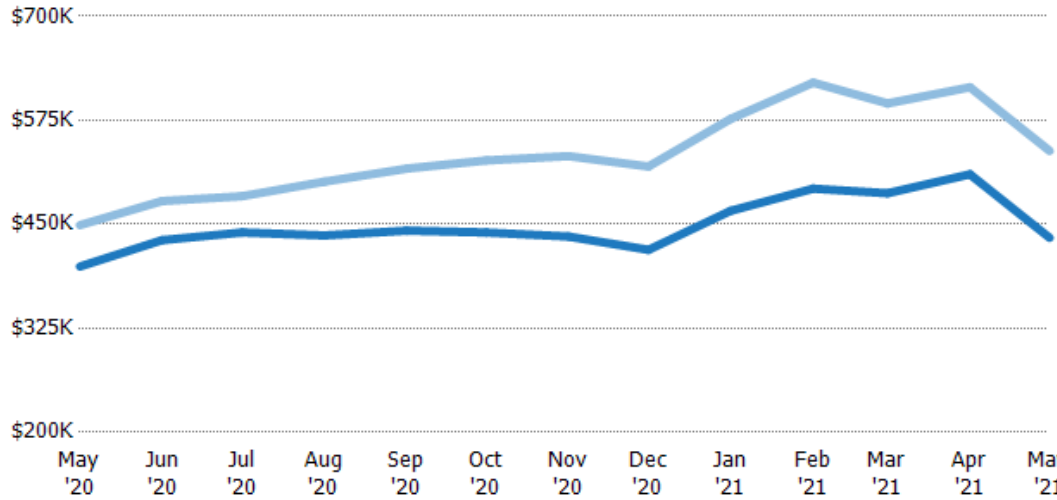
Current Year	\$295K	\$299K	\$310K	\$299K	\$295K	\$300K	\$300K	\$299K	\$325K	\$339K	\$369K	\$335K	\$339K
Prior Year	\$285K	\$285K	\$289K	\$289K	\$285K	\$289K	\$289K	\$289K	\$295K	\$296K	\$300K	\$299K	\$295K
Percent Change from Prior Year	4%	5%	7%	3%	3%	4%	4%	4%	10%	15%	23%	12%	15%

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



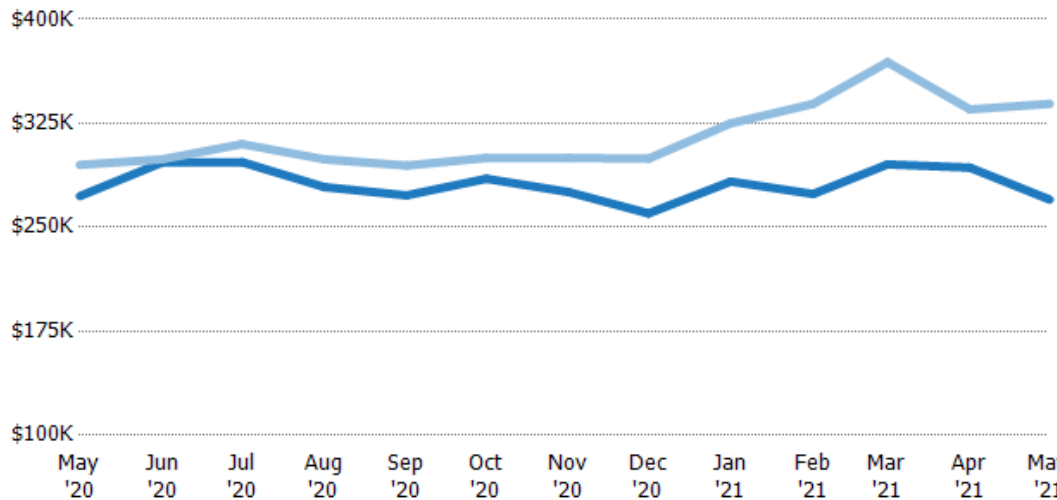
	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21
Avg Est Value	\$399K	\$431K	\$440K	\$437K	\$442K	\$440K	\$435K	\$419K	\$466K	\$493K	\$487K	\$510K	\$434K
Avg Listing Price	\$449K	\$478K	\$484K	\$501K	\$517K	\$527K	\$532K	\$519K	\$577K	\$620K	\$595K	\$615K	\$538K
Avg Listing Price as a % of Avg Est Value	112%	111%	110%	115%	117%	120%	122%	124%	124%	126%	122%	121%	124%

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



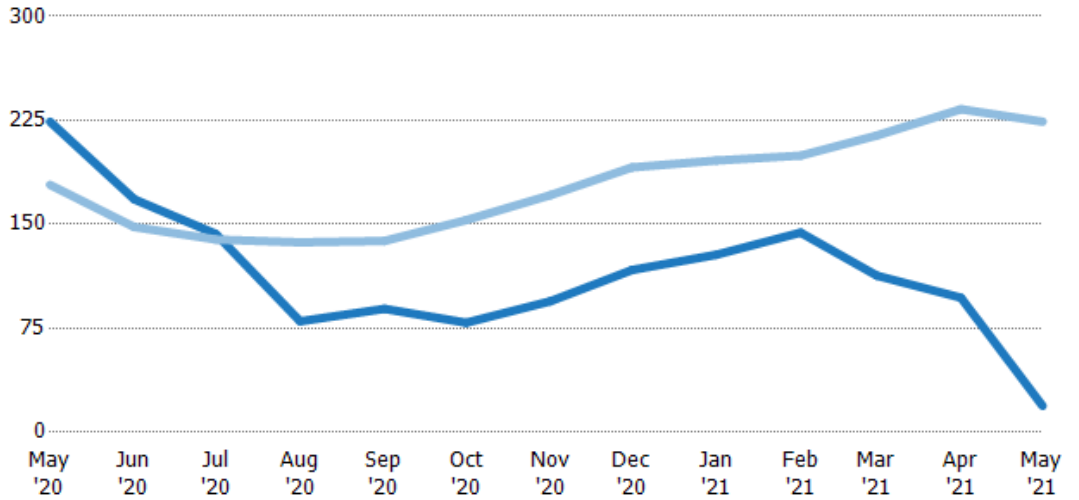
	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21
Median Est Value	\$272K	\$297K	\$297K	\$279K	\$273K	\$285K	\$275K	\$260K	\$283K	\$274K	\$295K	\$293K	\$270K
Median Listing Price	\$295K	\$299K	\$310K	\$299K	\$295K	\$300K	\$300K	\$299K	\$325K	\$339K	\$369K	\$335K	\$339K
Med Listing Price as a % of Med Est Value	108%	101%	104%	107%	108%	105%	109%	115%	115%	124%	125%	114%	126%

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



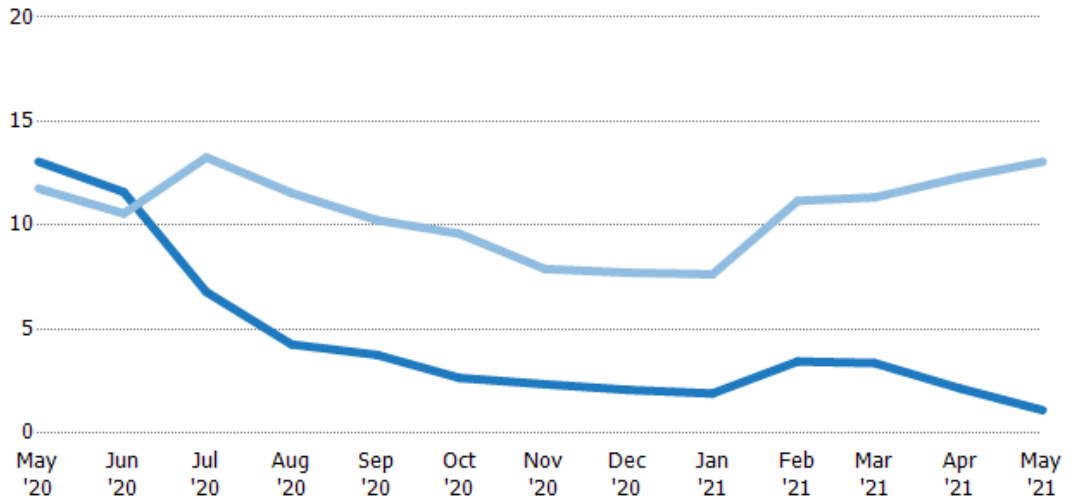
	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21
Current Year	224	168	143	80	89	79	94.5	117	128	144	113	97	19
Prior Year	179	148	139	137	138	153	171	191	196	200	214	233	224
Percent Change from Prior Year	25%	14%	3%	-42%	-36%	-48%	-45%	-39%	-35%	-28%	-47%	-58%	-92%

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



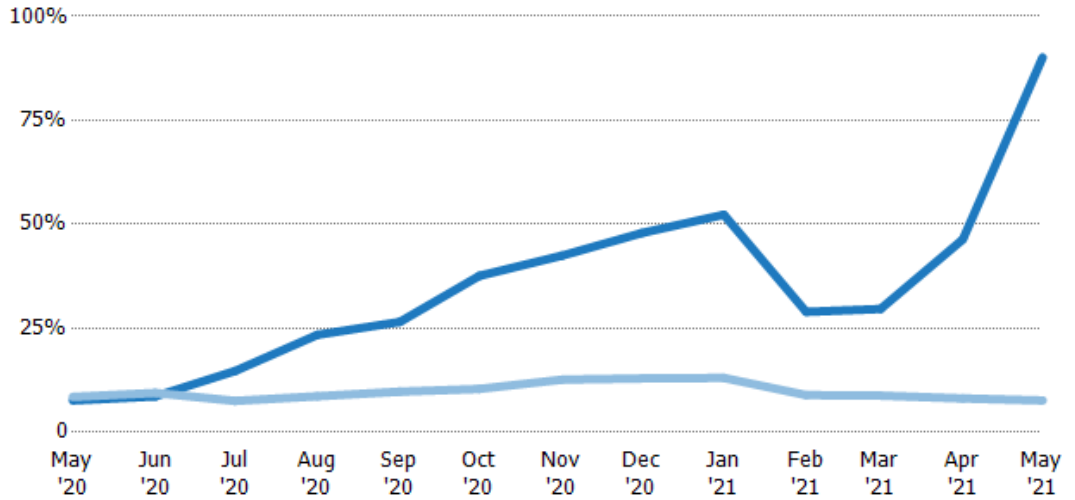
	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21
Current Year	13.1	11.6	6.79	4.27	3.77	2.66	2.36	2.09	1.91	3.45	3.37	2.15	1.11
Prior Year	11.8	10.6	13.3	11.6	10.2	9.59	7.9	7.72	7.64	11.2	11.3	12.3	13.1
Percent Change from Prior Year	11%	10%	-49%	-63%	-63%	-72%	-70%	-73%	-75%	-69%	-70%	-82%	-92%

Absorption Rate

The percentage of inventory sold per month.

Filters Used

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



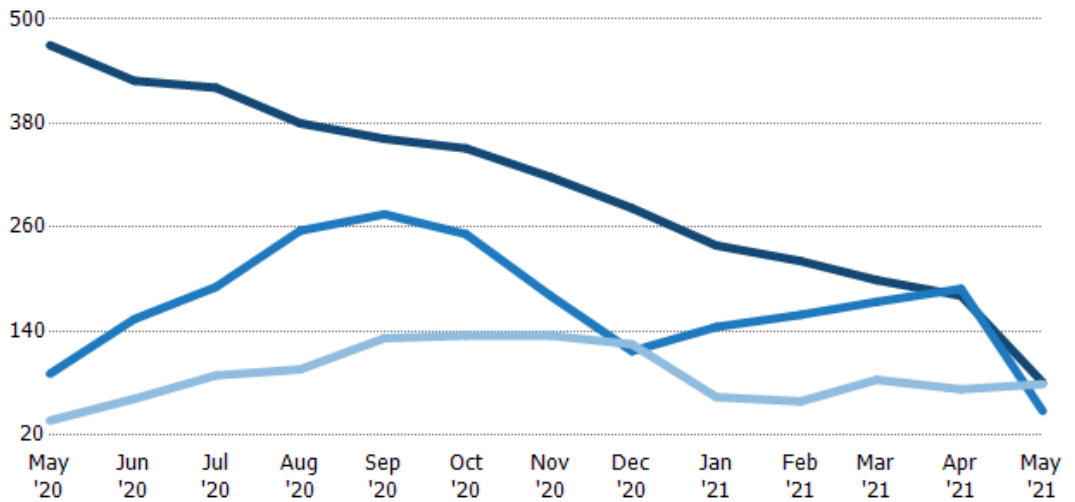
	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21
Current Year	8%	9%	15%	23%	27%	38%	42%	48%	52%	29%	30%	46%	90%
Prior Year	9%	9%	8%	9%	10%	10%	13%	13%	13%	9%	9%	8%	8%
Change from Prior Year	1%	1%	-7%	-15%	-17%	-27%	-30%	-35%	-39%	-20%	-21%	-38%	-82%

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



	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	470	429	421	380	362	351	318	282	239	221	199	181	81
Pending	91	154	191	256	275	252	181	117	145	159	174	189	48
Sold	37	62	89	96	132	135	135	125	64	59	84	73	79

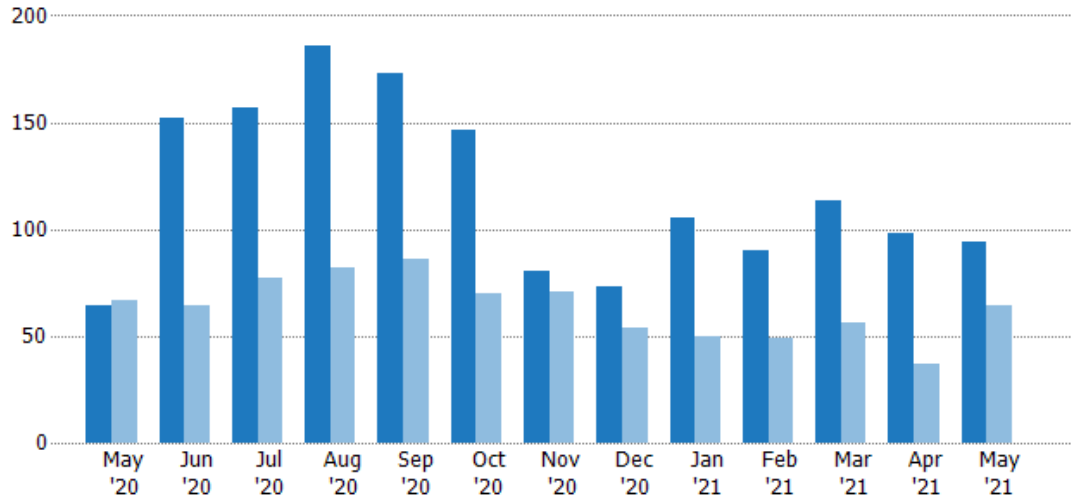
New Pending Sales

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	Count	% Chg.
May '21	94	46.9%
May '20	64	-4.5%
May '19	67	-1.5%



	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	64	152	157	186	173	146	80	73	105	90	113	98	94
Prior Year	67	64	77	82	86	70	71	54	50	49	56	37	64
Percent Change from Prior Year	-4%	138%	104%	127%	101%	109%	13%	35%	110%	84%	102%	165%	47%

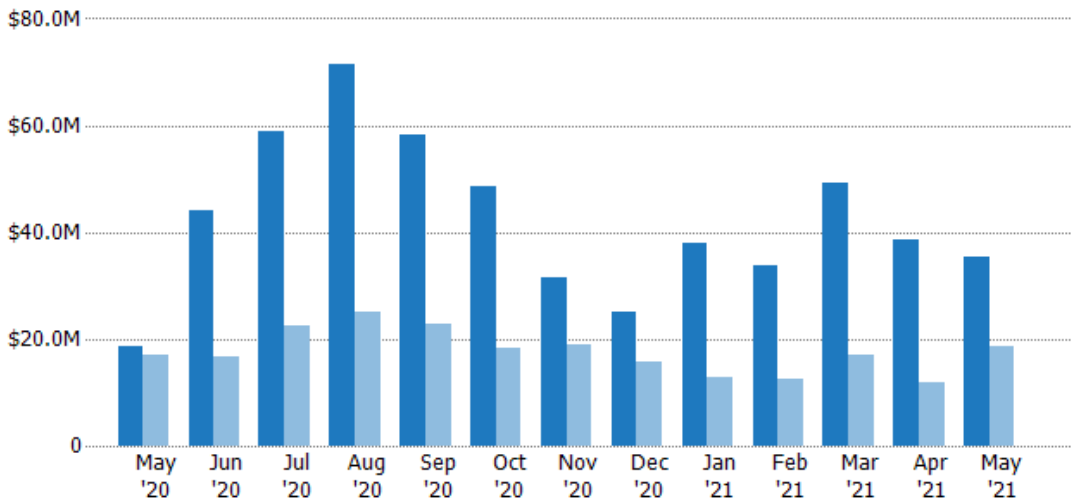
New Pending Sales Volume

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	Volume	% Chg.
May '21	\$35.4M	91.5%
May '20	\$18.5M	7.9%
May '19	\$17.1M	11.6%



	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	\$18.5M	\$44.2M	\$59M	\$71.4M	\$58.2M	\$48.6M	\$31.6M	\$25.2M	\$37.9M	\$33.8M	\$49.3M	\$38.6M	\$35.4M
Prior Year	\$17.1M	\$16.6M	\$22.4M	\$25.1M	\$22.9M	\$18.4M	\$19M	\$15.7M	\$12.8M	\$12.4M	\$16.9M	\$11.8M	\$18.5M
Percent Change from Prior Year	8%	167%	164%	185%	155%	164%	67%	61%	197%	172%	192%	228%	92%

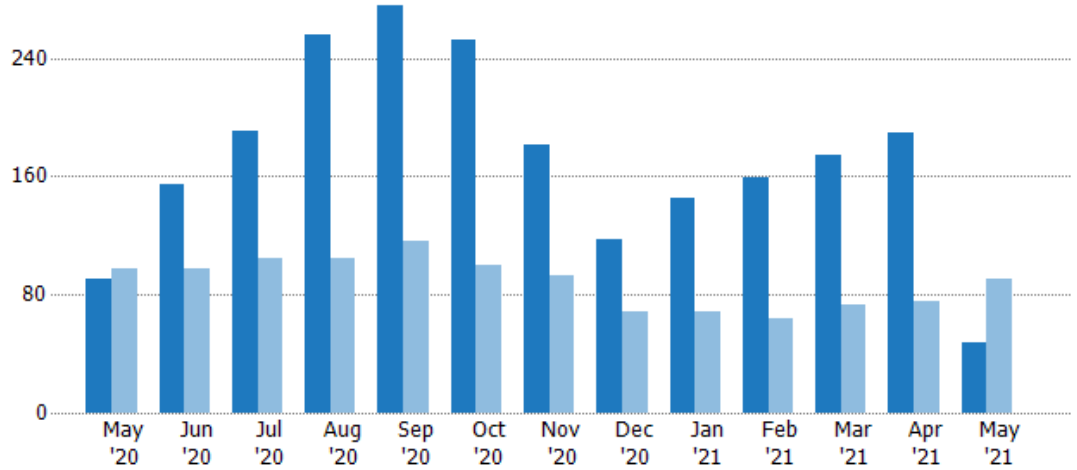
Pending Sales

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.
May '21	48	-47.3%
May '20	91	-6.2%
May '19	97	-11.3%



	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	91	154	191	256	275	252	181	117	145	159	174	189	48
Prior Year	97	97	105	104	116	100	93	69	68	64	73	75	91
Percent Change from Prior Year	-6%	59%	82%	146%	137%	152%	95%	70%	113%	148%	138%	152%	-47%

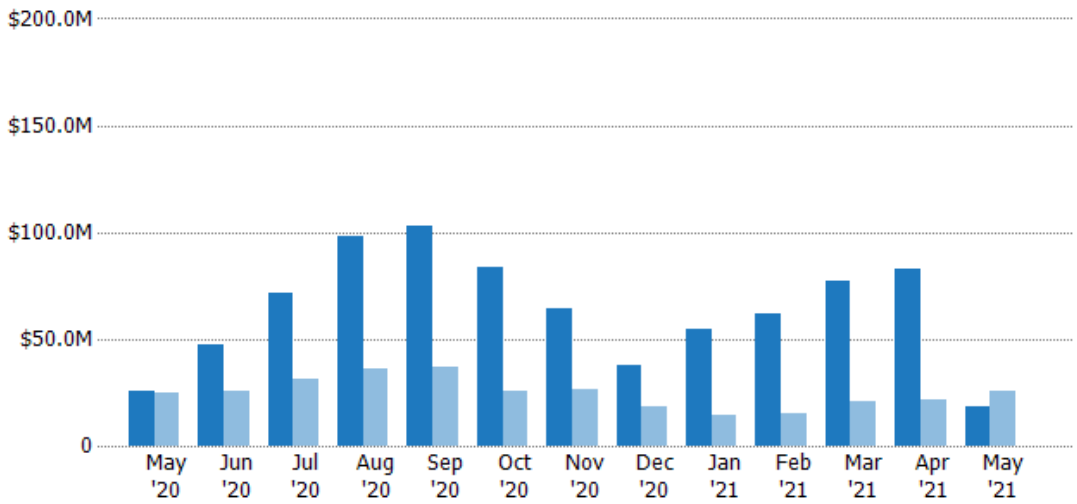
Pending Sales Volume

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.
May '21	\$18.5M	-27.5%
May '20	\$25.5M	4%
May '19	\$24.5M	-3.7%



	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	\$25.5M	\$47M	\$71.8M	\$98.3M	\$103M	\$83.7M	\$64.5M	\$37.6M	\$54.2M	\$61.9M	\$77.5M	\$82.7M	\$18.5M
Prior Year	\$24.5M	\$25.9M	\$31.1M	\$35.8M	\$36.7M	\$25.9M	\$26.1M	\$18.5M	\$14.5M	\$15.5M	\$20.4M	\$21.6M	\$25.5M
Percent Change from Prior Year	4%	82%	131%	175%	180%	223%	147%	103%	273%	299%	279%	283%	-27%

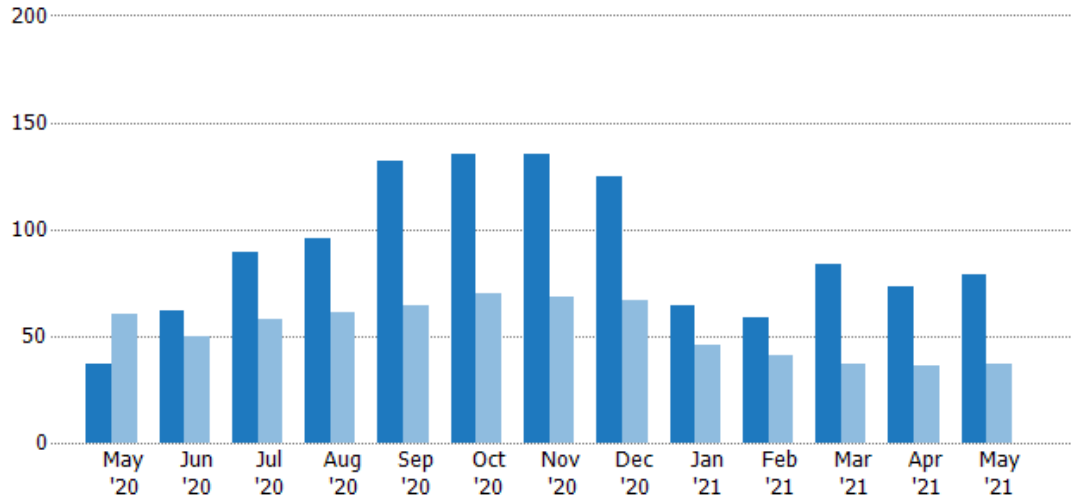
Closed Sales

The total number of residential properties sold each month.

Filters Used

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

Month/Year	Count	% Chg.
May '21	79	113.5%
May '20	37	-38.3%
May '19	60	-15%



Current Year	37	62	89	96	132	135	135	125	64	59	84	73	79
Prior Year	60	50	58	61	64	70	68	67	46	41	37	36	37
Percent Change from Prior Year	-38%	24%	53%	57%	106%	93%	99%	87%	39%	44%	127%	103%	114%

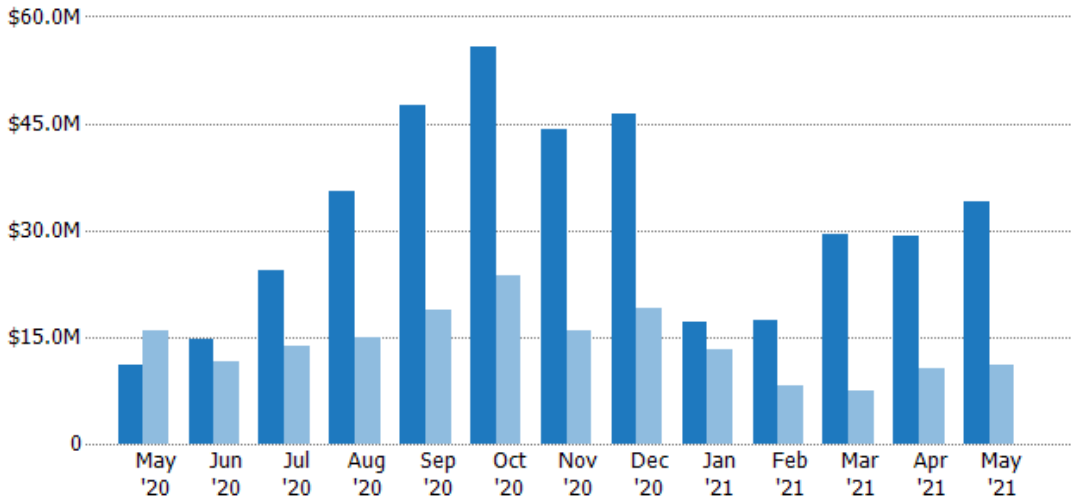
Closed Sales Volume

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

Month/Year	Volume	% Chg.
May '21	\$34M	204%
May '20	\$11.2M	-29.7%
May '19	\$15.9M	-28.5%



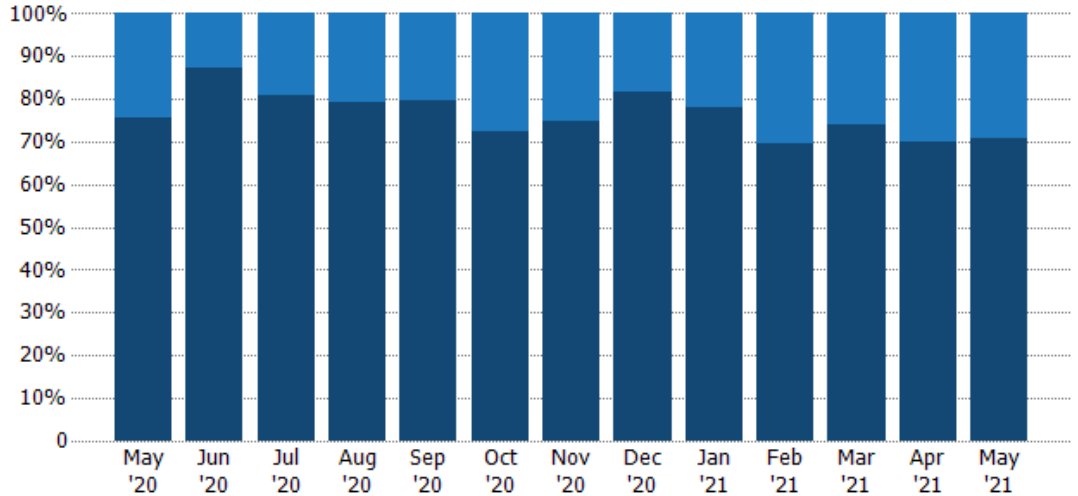
Current Year	\$11.2M	\$14.7M	\$24.3M	\$35.5M	\$47.4M	\$55.7M	\$44.1M	\$46.3M	\$17.2M	\$17.4M	\$29.4M	\$29.1M	\$34M
Prior Year	\$15.9M	\$11.6M	\$13.7M	\$14.9M	\$18.7M	\$23.6M	\$15.8M	\$19.1M	\$13.3M	\$8.05M	\$7.41M	\$10.7M	\$11.2M
Percent Change from Prior Year	-30%	27%	78%	138%	154%	136%	179%	142%	30%	117%	297%	172%	204%

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



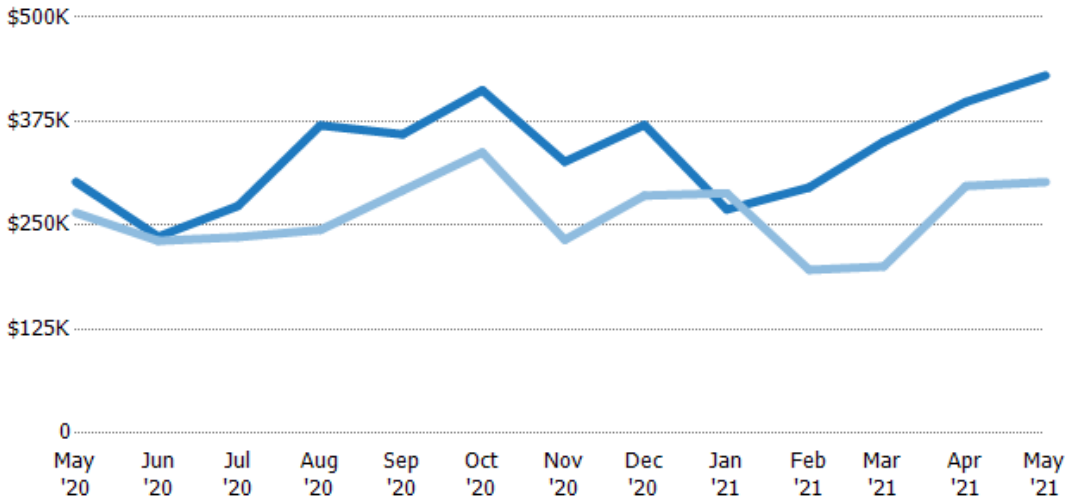
Property Type	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21
Condo/Townhouse	24%	13%	19%	21%	20%	27%	25%	18%	22%	31%	26%	30%	29%
Single Family Residence	76%	87%	81%	79%	80%	73%	75%	82%	78%	69%	74%	70%	71%

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.
May '21	\$430K	42.4%
May '20	\$302K	14%
May '19	\$265K	-15.9%

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	\$302K	\$236K	\$273K	\$370K	\$359K	\$412K	\$326K	\$371K	\$269K	\$295K	\$350K	\$398K	\$430K
Prior Year	\$265K	\$231K	\$236K	\$244K	\$292K	\$338K	\$232K	\$286K	\$289K	\$196K	\$200K	\$297K	\$302K
Percent Change from Prior Year	14%	2%	16%	51%	23%	22%	40%	30%	-7%	50%	75%	34%	42%

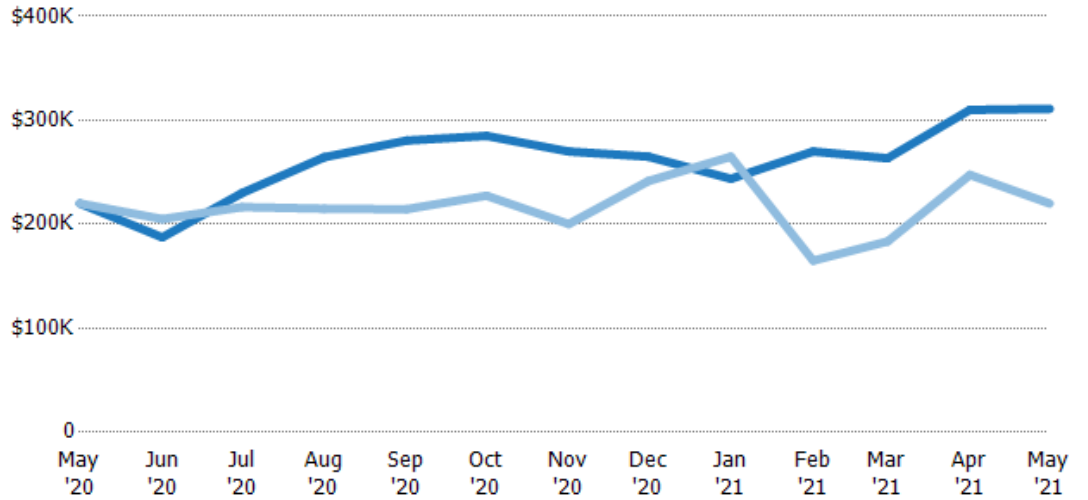
Median Sales Price

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.
May '21	\$311K	41.4%
May '20	\$220K	0%
May '19	\$220K	-20.9%



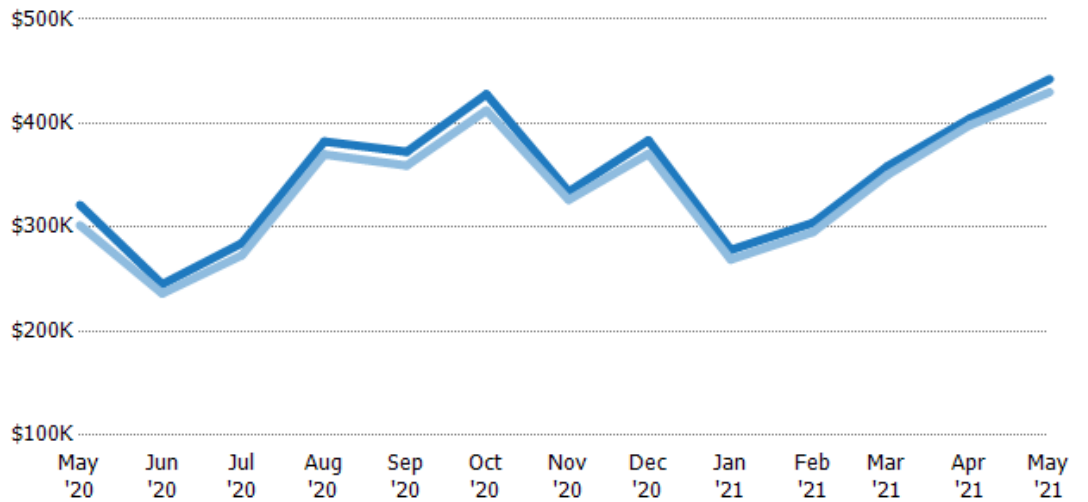
Current Year	\$220K	\$187K	\$230K	\$265K	\$281K	\$285K	\$270K	\$265K	\$244K	\$270K	\$264K	\$310K	\$311K
Prior Year	\$220K	\$205K	\$217K	\$215K	\$215K	\$228K	\$200K	\$242K	\$265K	\$165K	\$184K	\$248K	\$220K
Percent Change from Prior Year	0%	-9%	6%	23%	31%	25%	35%	10%	-8%	64%	44%	25%	41%

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



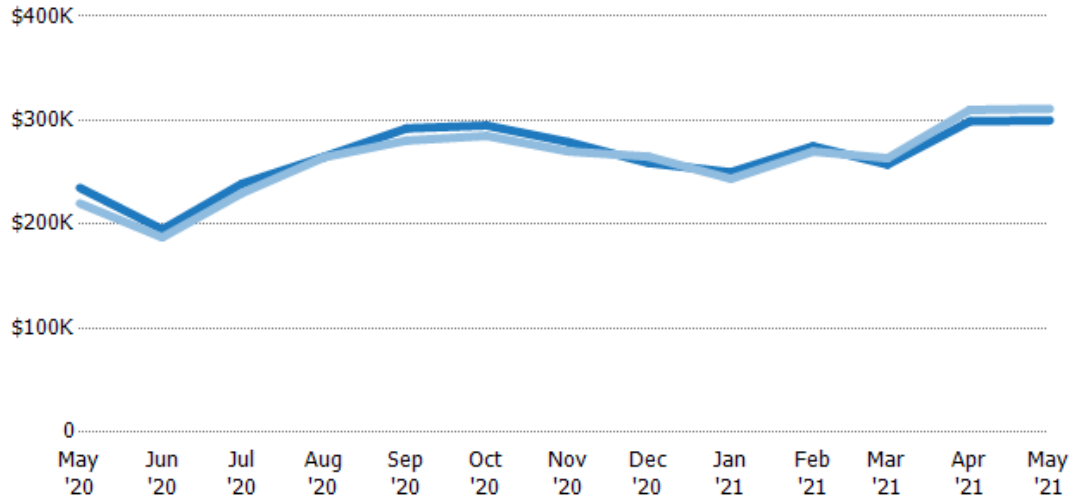
Avg List Price	\$322K	\$245K	\$285K	\$382K	\$373K	\$428K	\$334K	\$384K	\$278K	\$304K	\$359K	\$405K	\$442K
Avg Sales Price	\$302K	\$236K	\$273K	\$370K	\$359K	\$412K	\$326K	\$371K	\$269K	\$295K	\$350K	\$398K	\$430K
Avg Sales Price as a % of Avg List Price	94%	96%	96%	97%	96%	96%	98%	97%	97%	97%	98%	98%	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



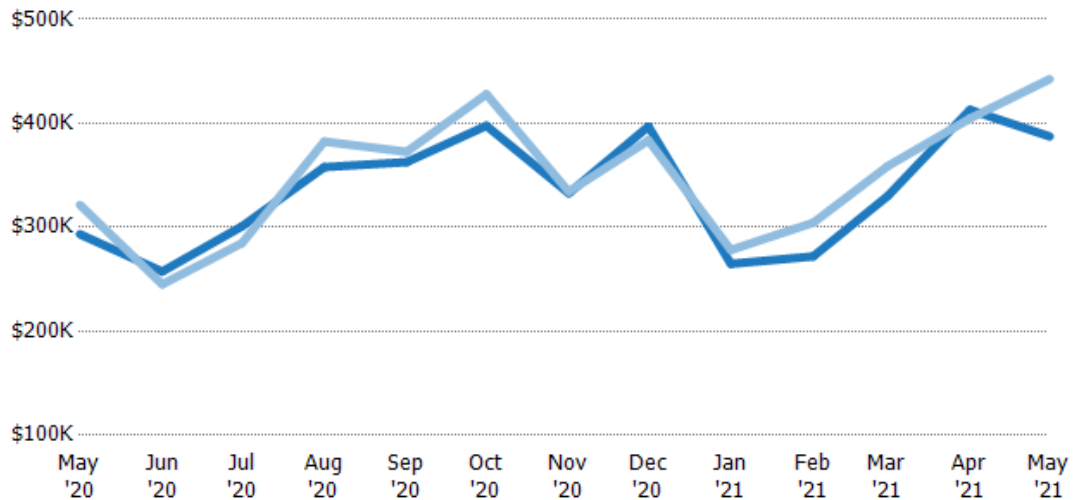
	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21
Median List Price	\$235K	\$195K	\$239K	\$265K	\$292K	\$295K	\$279K	\$259K	\$250K	\$275K	\$258K	\$299K	\$300K
Median Sales Price	\$220K	\$187K	\$230K	\$265K	\$281K	\$285K	\$270K	\$265K	\$244K	\$270K	\$264K	\$310K	\$311K
Med Sales Price as a % of Med List Price	94%	96%	96%	100%	96%	97%	97%	102%	98%	98%	102%	104%	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



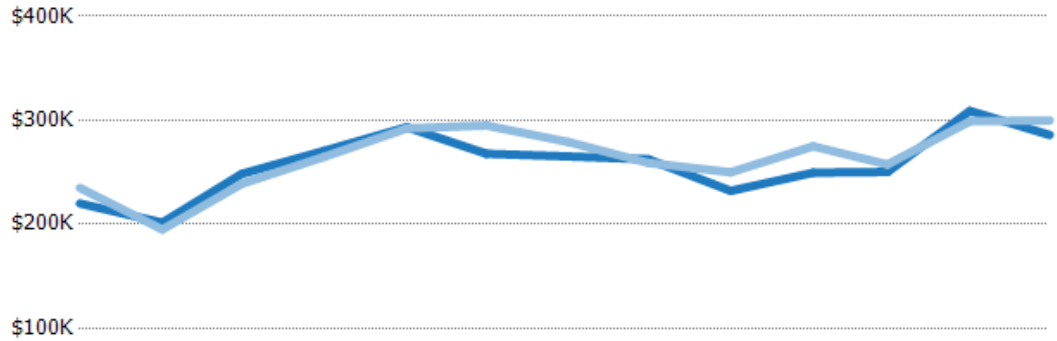
	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21
Avg Est Value	\$293K	\$257K	\$301K	\$358K	\$363K	\$398K	\$333K	\$397K	\$265K	\$272K	\$330K	\$413K	\$387K
Avg Sales Price	\$322K	\$245K	\$285K	\$382K	\$373K	\$428K	\$334K	\$384K	\$278K	\$304K	\$359K	\$405K	\$442K
Avg Sales Price as a % of Avg Est Value	110%	95%	95%	107%	103%	108%	100%	97%	105%	112%	109%	98%	114%

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



	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	\$220K	\$202K	\$249K	\$271K	\$293K	\$268K	\$265K	\$263K	\$232K	\$250K	\$250K	\$309K	\$286K
Median Sales Price	\$235K	\$195K	\$239K	\$265K	\$292K	\$295K	\$279K	\$259K	\$250K	\$275K	\$258K	\$299K	\$300K
Med Sales Price as a % of Med Est Value	107%	97%	96%	98%	100%	110%	105%	99%	108%	110%	103%	97%	105%