

## 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	Jun 2021	Jun 2020	+ / -	YTD 2021	YTD 2020	+ / -
<b>Listing Activity Charts Metrics</b>						
New Listing Count	27	26	+3.8%	108	121	-10.7%
New Listing Volume	\$11,881,399	\$12,332,320	-3.7%	\$53,343,284	\$47,663,994	+11.9%
Active Listing Count	30	48	-37.5%	N/A	N/A	
Active Listing Volume	\$20,393,974	\$28,356,669	-28.1%	N/A	N/A	
Average Listing Price	\$679,799	\$590,764	+15.1%	\$687,621	\$544,380	+26.3%
Median Listing Price	\$450,495	\$414,900	+8.6%	\$445,191	\$406,389	+9.5%
Median Days in RPR	66.5	82	-18.9%	126.83	105.51	+20.2%
Months of Inventory	3.8	4	-6.3%	2	3.4	-42.1%
Absorption Rate	26.67%	25%	+1.7%	51.06%	29.55%	+21.5%
<b>Sales Activity Charts Metrics</b>						
New Pending Sales Count	24	27	-11.1%	98	129	-24%
New Pending Sales Volume	\$10,142,900	\$11,399,220	-11%	\$46,797,909	\$46,668,543	+0.3%
Pending Sales Count	38	44	-13.6%	N/A	N/A	
Pending Sales Volume	\$21,659,800	\$17,615,758	+23%	N/A	N/A	
Closed Sales Count	23	24	-4.2%	79	96	-17.7%
Closed Sales Volume	\$9,488,896	\$9,786,343	-3%	\$32,851,941	\$33,769,921	-2.7%
Average Sales Price	\$412,561	\$407,764	+1.2%	\$415,847	\$351,770	+18.2%
Median Sales Price	\$405,000	\$416,044	-2.7%	\$391,149	\$329,552	+18.7%

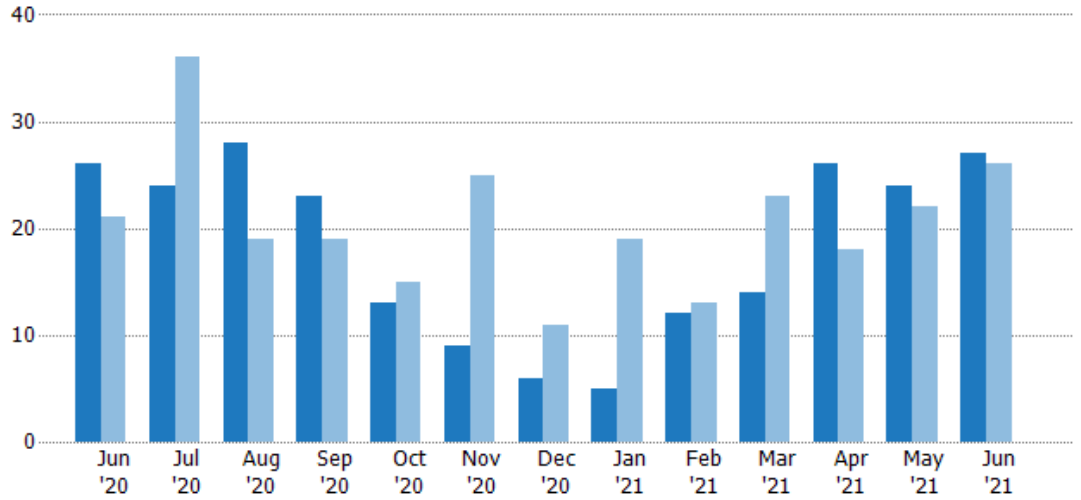
## New Listings

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.
Jun '21	27	3.8%
Jun '20	26	23.8%
Jun '19	21	28.6%



Current Year	26	24	28	23	13	9	6	5	12	14	26	24	27
Prior Year	21	36	19	19	15	25	11	19	13	23	18	22	26
Percent Change from Prior Year	24%	-33%	47%	21%	-13%	-64%	-45%	-74%	-8%	-39%	44%	9%	4%

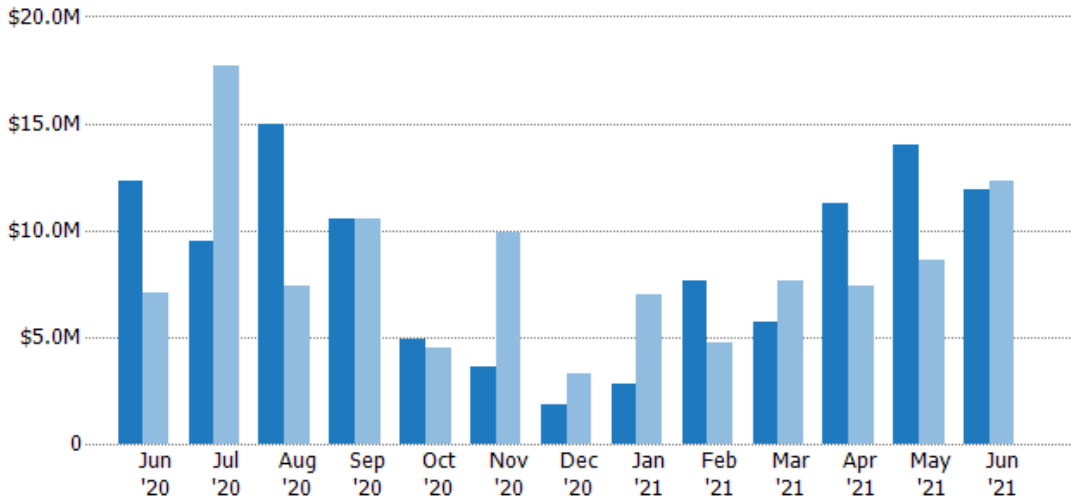
## New Listing Volume

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.
Jun '21	\$11.9M	-3.7%
Jun '20	\$12.3M	73.8%
Jun '19	\$7.1M	47.5%



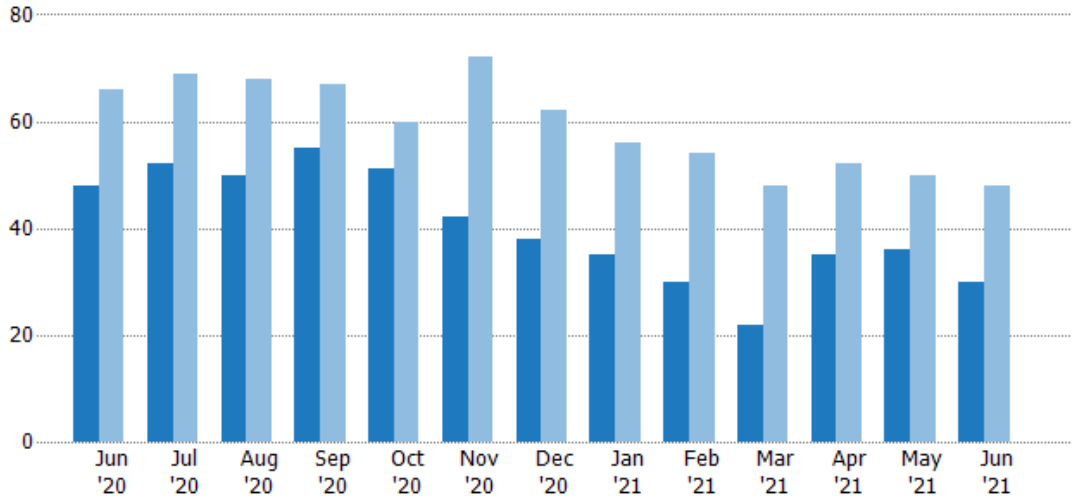
Current Year	\$12.3M	\$9.46M	\$15M	\$10.6M	\$4.89M	\$3.57M	\$1.85M	\$2.81M	\$7.62M	\$5.74M	\$11.3M	\$14M	\$11.9M
Prior Year	\$7.1M	\$17.7M	\$7.39M	\$10.5M	\$4.5M	\$9.93M	\$3.31M	\$6.96M	\$4.74M	\$7.6M	\$7.41M	\$8.62M	\$12.3M
Percent Change from Prior Year	74%	-47%	103%	1%	9%	-64%	-44%	-60%	61%	-25%	52%	63%	-4%

## 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.
Jun '21	30	-37.5%
Jun '20	48	-27.3%
Jun '19	66	-1.5%

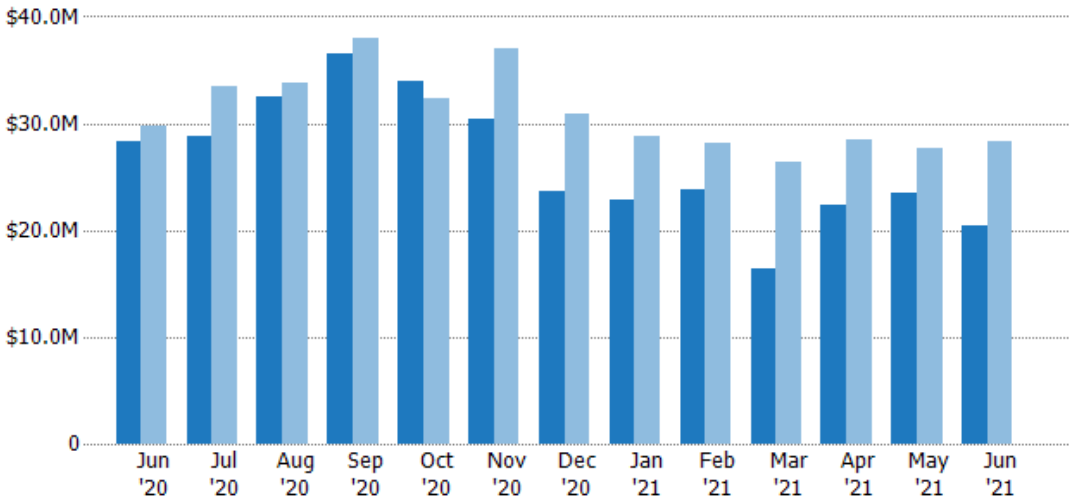
	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21
Current Year	48	52	50	55	51	42	38	35	30	22	35	36	30
Prior Year	66	69	68	67	60	72	62	56	54	48	52	50	48
Percent Change from Prior Year	-27%	-25%	-26%	-18%	-15%	-42%	-39%	-38%	-44%	-54%	-33%	-28%	-38%

## 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.
Jun '21	\$20.4M	-28.1%
Jun '20	\$28.4M	-4.6%
Jun '19	\$29.7M	20.1%

	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21
Current Year	\$28.4M	\$28.8M	\$32.5M	\$36.6M	\$33.9M	\$30.5M	\$23.7M	\$22.8M	\$23.8M	\$16.4M	\$22.4M	\$23.5M	\$20.4M
Prior Year	\$29.7M	\$33.4M	\$33.8M	\$37.9M	\$32.4M	\$37M	\$30.9M	\$28.8M	\$28.2M	\$26.3M	\$28.4M	\$27.6M	\$28.4M
Percent Change from Prior Year	-5%	-14%	-4%	-3%	5%	-18%	-23%	-21%	-16%	-38%	-21%	-15%	-28%

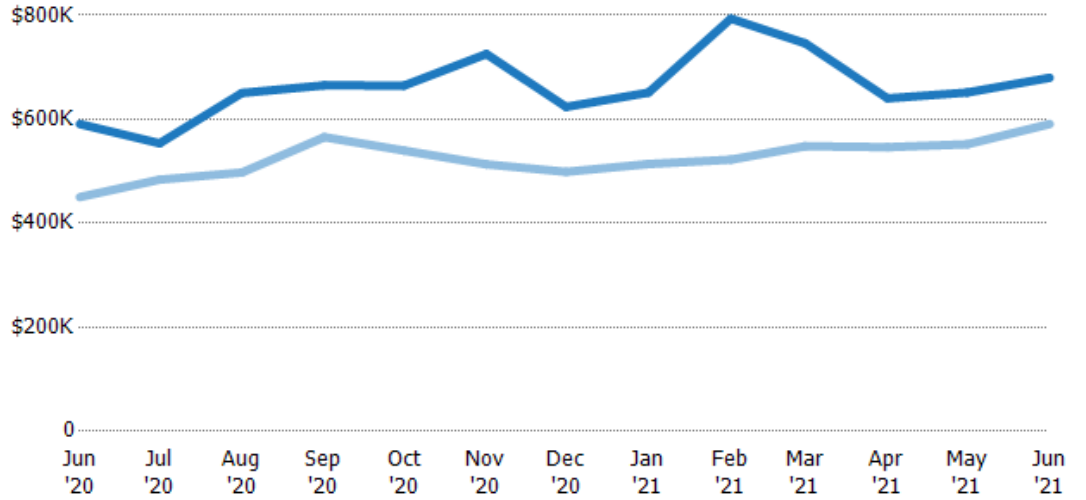
## Average Listing Price

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.
Jun '21	\$680K	15.1%
Jun '20	\$591K	31.2%
Jun '19	\$450K	22%



Current Year	\$591K	\$554K	\$651K	\$665K	\$665K	\$726K	\$624K	\$651K	\$794K	\$746K	\$640K	\$651K	\$680K
Prior Year	\$450K	\$484K	\$498K	\$566K	\$540K	\$513K	\$499K	\$514K	\$522K	\$548K	\$546K	\$552K	\$591K
Percent Change from Prior Year	31%	14%	31%	18%	23%	41%	25%	27%	52%	36%	17%	18%	15%

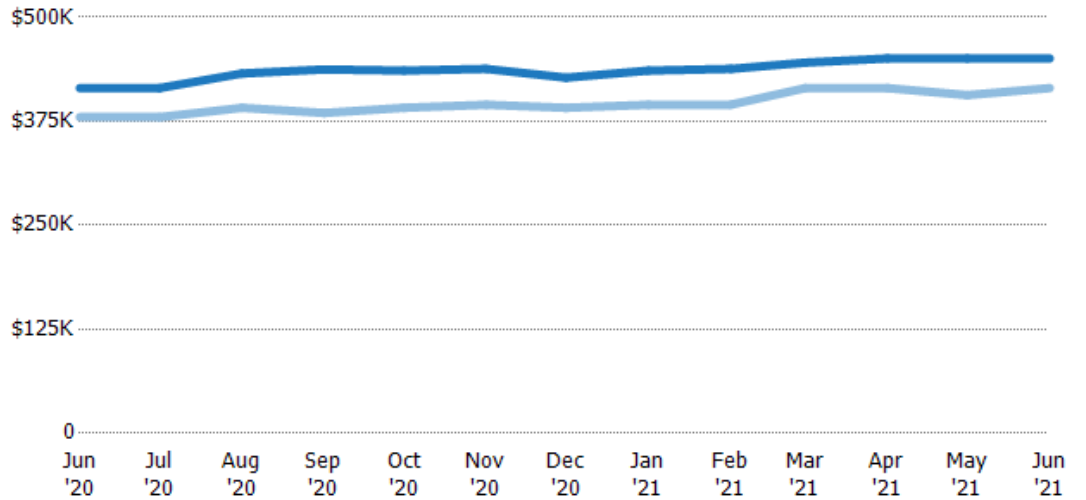
## Median Listing Price

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.
Jun '21	\$450K	8.6%
Jun '20	\$415K	9.2%
Jun '19	\$380K	7.9%



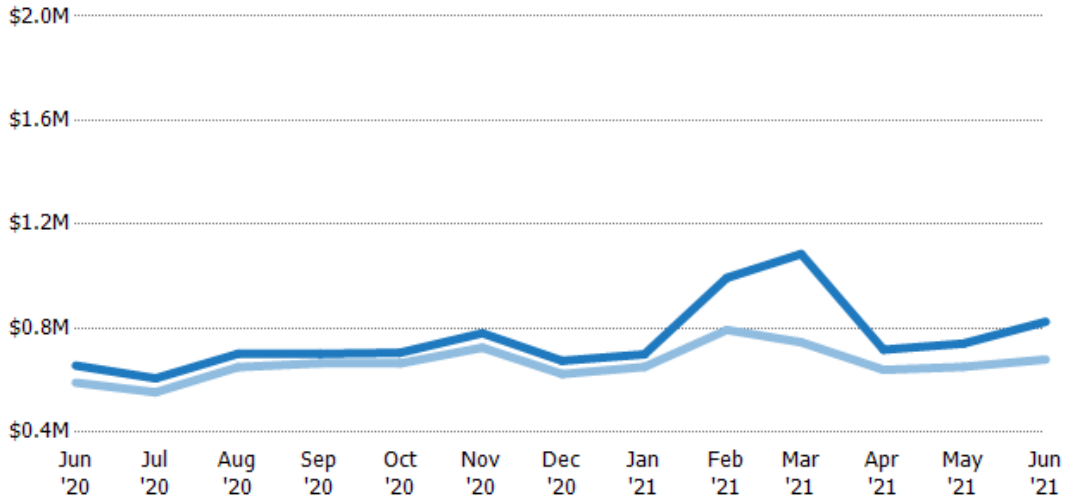
Current Year	\$415K	\$415K	\$432K	\$437K	\$436K	\$438K	\$427K	\$436K	\$438K	\$445K	\$450K	\$450K	\$450K
Prior Year	\$380K	\$380K	\$391K	\$385K	\$391K	\$395K	\$391K	\$395K	\$395K	\$415K	\$415K	\$406K	\$415K
Percent Change from Prior Year	9%	9%	11%	14%	11%	11%	9%	10%	11%	7%	9%	11%	9%

## 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



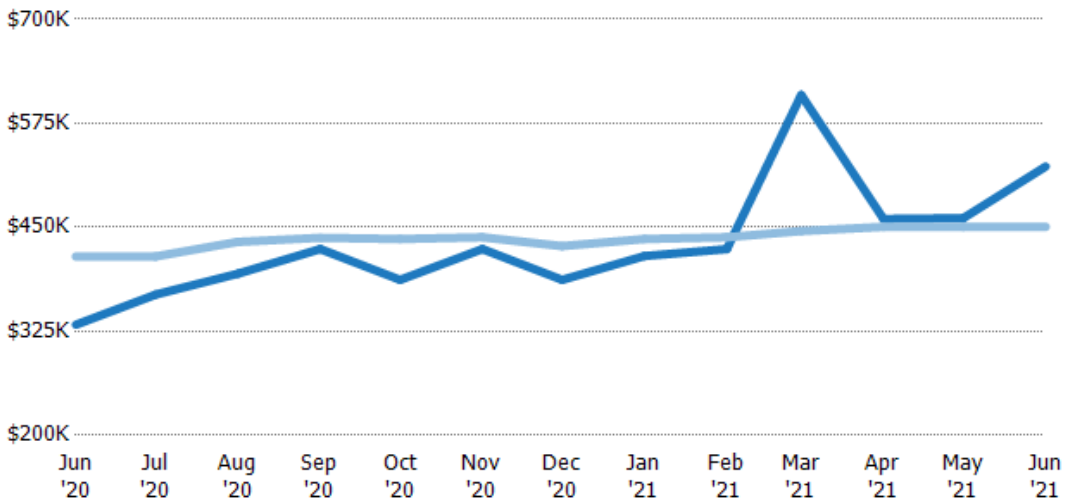
Avg Est Value	\$657K	\$607K	\$702K	\$702K	\$706K	\$781K	\$675K	\$700K	\$994K	\$1.09M	\$717K	\$741K	\$825K
Avg Listing Price	\$591K	\$554K	\$651K	\$665K	\$665K	\$726K	\$624K	\$651K	\$794K	\$746K	\$640K	\$651K	\$680K
Avg Listing Price as a % of Avg Est Value	90%	91%	93%	95%	94%	93%	92%	93%	80%	69%	89%	88%	82%

## 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



Median Est Value	\$333K	\$369K	\$394K	\$424K	\$387K	\$424K	\$387K	\$415K	\$424K	\$609K	\$460K	\$461K	\$523K
Median Listing Price	\$415K	\$415K	\$432K	\$437K	\$436K	\$438K	\$427K	\$436K	\$438K	\$445K	\$450K	\$450K	\$450K
Med Listing Price as a % of Med Est Value	125%	112%	110%	103%	113%	103%	111%	105%	103%	73%	98%	98%	86%

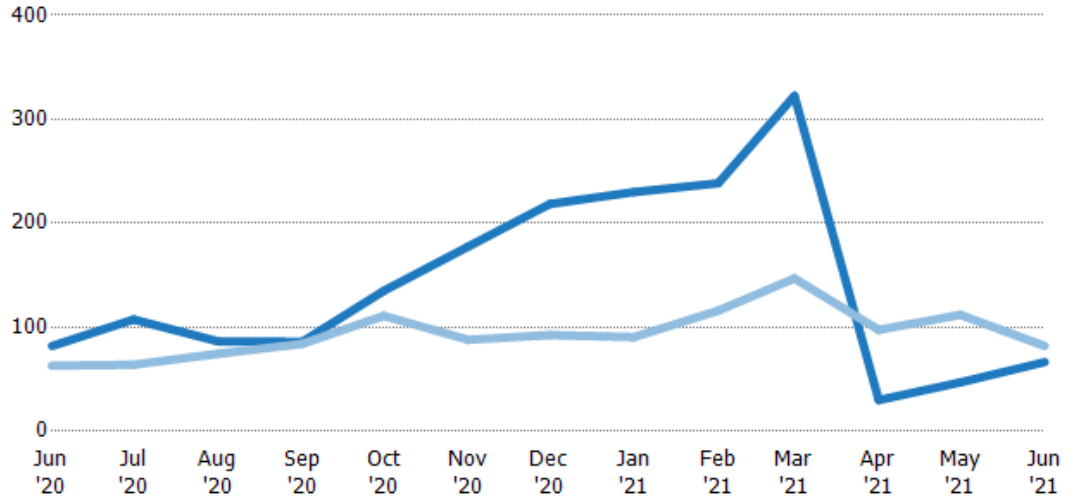
## Median Days in RPR

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.
Jun '21	66.5	-18.9%
Jun '20	82	30.2%
Jun '19	63	7.9%



Current Year	82	108	86.5	86	135	178	219	230	239	323	30	47	66.5
Prior Year	63	64	74.5	84	111	88	92.5	90.5	116	147	97.5	112	82
Percent Change from Prior Year	30%	68%	16%	2%	22%	102%	136%	154%	106%	119%	-69%	-58%	-19%

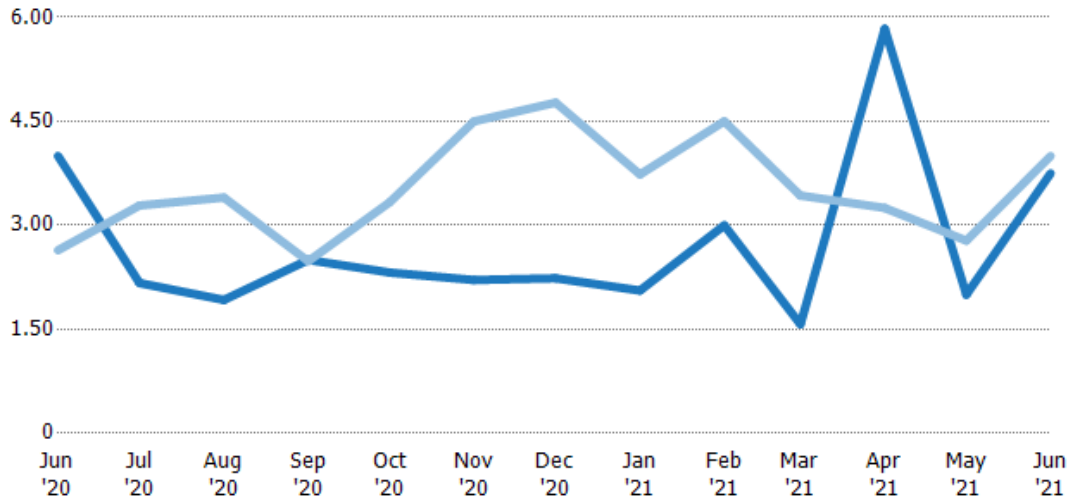
## Months of Inventory

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.
Jun '21	3.75	-6.3%
Jun '20	4	51.5%
Jun '19	2.64	89.4%



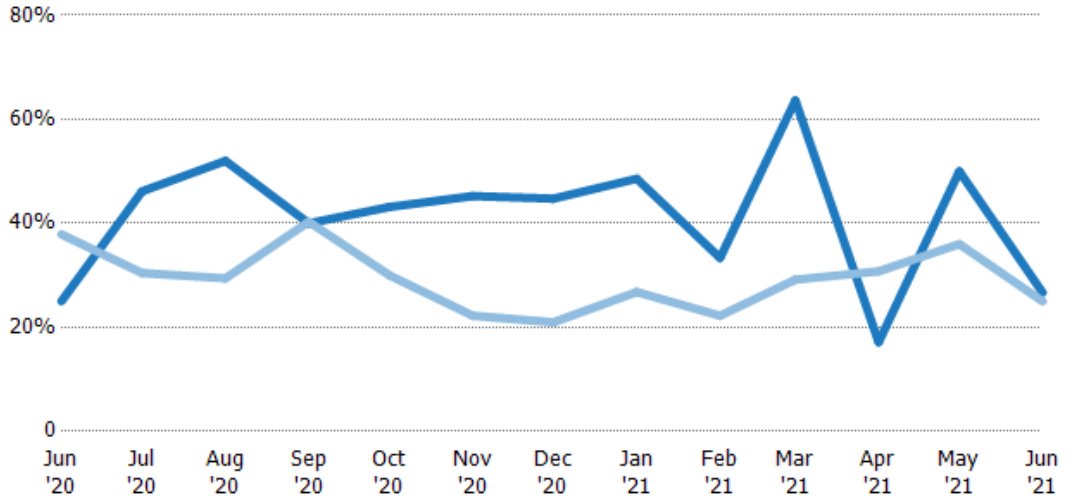
Current Year	4	2.17	1.92	2.5	2.32	2.21	2.24	2.06	3	1.57	5.83	2	3.75
Prior Year	2.64	3.29	3.4	2.48	3.33	4.5	4.77	3.73	4.5	3.43	3.25	2.78	4
Percent Change from Prior Year	52%	-34%	-43%	1%	-30%	-51%	-53%	-45%	-33%	-54%	79%	-28%	-6%

## 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.
Jun '21	27%	-1.7%
Jun '20	25%	12.9%
Jun '19	38%	-47.2%

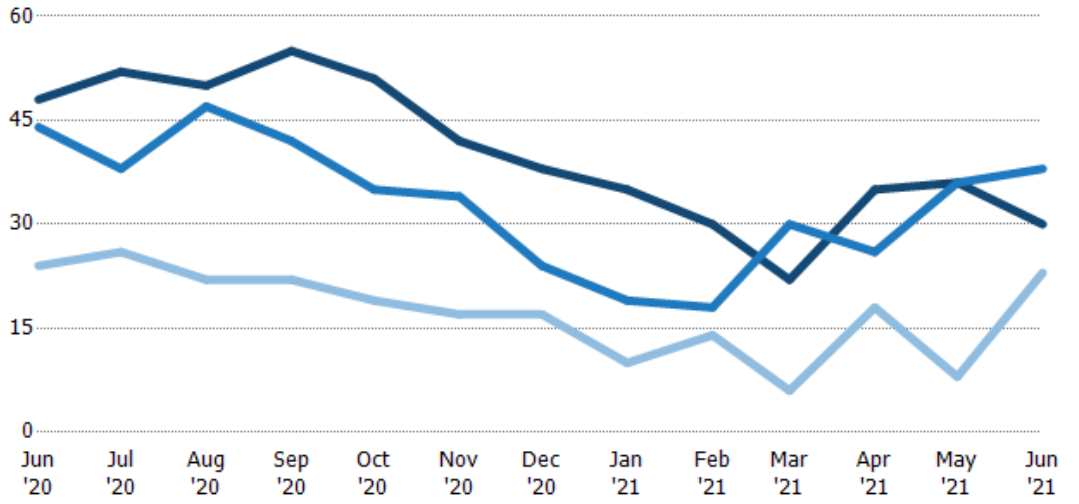
	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21
Current Year	25%	46%	52%	40%	43%	45%	45%	49%	33%	64%	17%	50%	27%
Prior Year	38%	30%	29%	40%	30%	22%	21%	27%	22%	29%	31%	36%	25%
Change from Prior Year	13%	-16%	-23%	0%	-13%	-23%	-24%	-22%	-11%	-34%	14%	-14%	-2%

## 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



	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21
Active	48	52	50	55	51	42	38	35	30	22	35	36	30
Pending	44	38	47	42	35	34	24	19	18	30	26	36	38
Sold	24	26	22	22	19	17	17	10	14	6	18	8	23

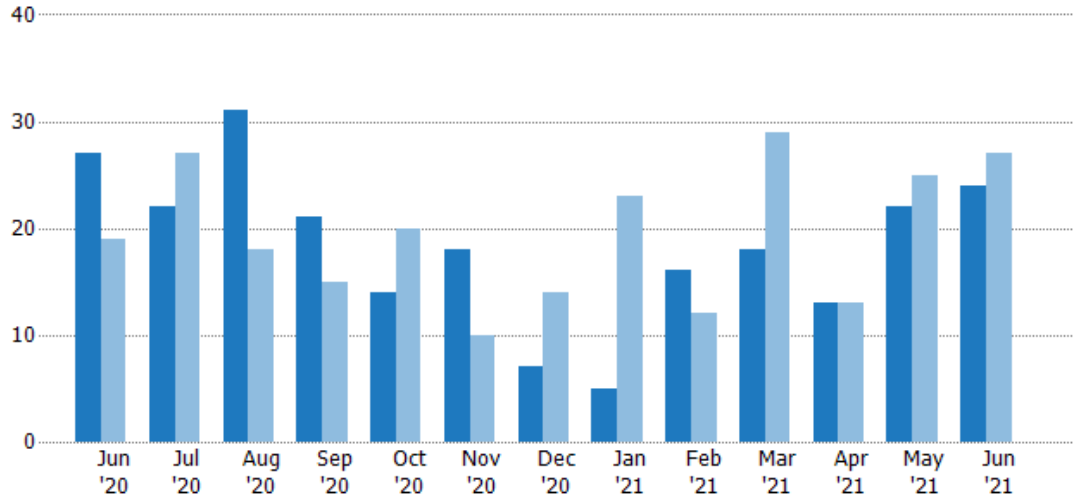
## New Pending Sales

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.
Jun '21	24	-11.1%
Jun '20	27	42.1%
Jun '19	19	0%



Current Year	27	22	31	21	14	18	7	5	16	18	13	22	24
Prior Year	19	27	18	15	20	10	14	23	12	29	13	25	27
Percent Change from Prior Year	42%	-19%	72%	40%	-30%	80%	-50%	-78%	33%	-38%	0%	-12%	-11%

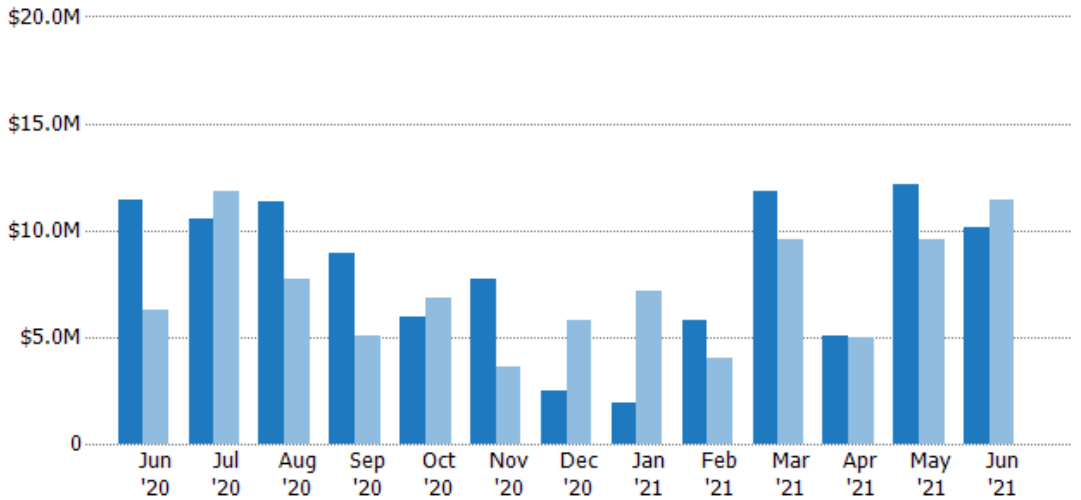
## New Pending Sales Volume

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.
Jun '21	\$10.1M	-11%
Jun '20	\$11.4M	82.8%
Jun '19	\$6.24M	-18.2%



Current Year	\$11.4M	\$10.5M	\$11.3M	\$8.93M	\$5.98M	\$7.71M	\$2.48M	\$1.91M	\$5.77M	\$11.8M	\$5.03M	\$12.1M	\$10.1M
Prior Year	\$6.24M	\$11.8M	\$7.71M	\$5.04M	\$6.8M	\$3.65M	\$5.81M	\$7.13M	\$4.03M	\$9.6M	\$4.94M	\$9.57M	\$11.4M
Percent Change from Prior Year	83%	-11%	47%	77%	-12%	112%	-57%	-73%	43%	23%	2%	27%	-11%



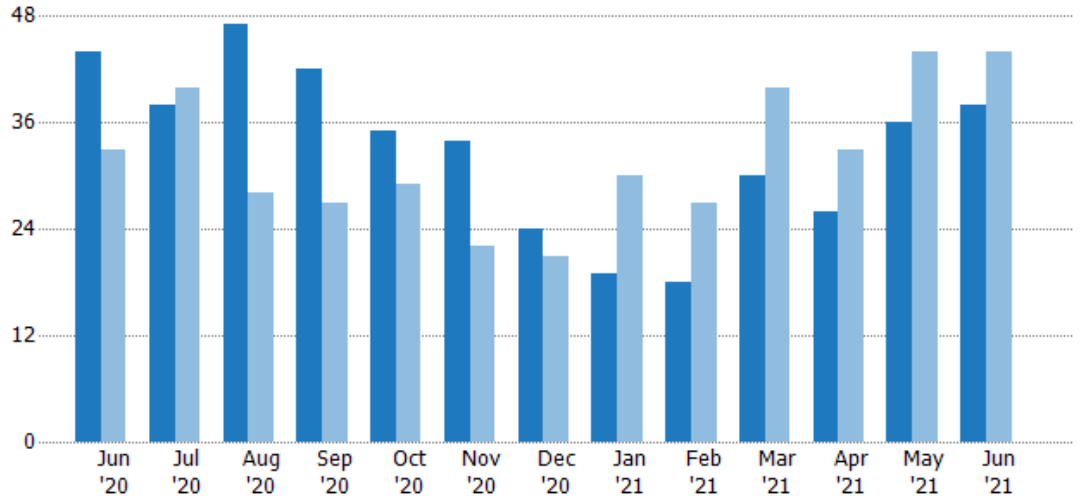
## Pending Sales

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.
Jun '21	38	-13.6%
Jun '20	44	33.3%
Jun '19	33	-9.1%



Current Year	44	38	47	42	35	34	24	19	18	30	26	36	38
Prior Year	33	40	28	27	29	22	21	30	27	40	33	44	44
Percent Change from Prior Year	33%	-5%	68%	56%	21%	55%	14%	-37%	-33%	-25%	-21%	-18%	-14%

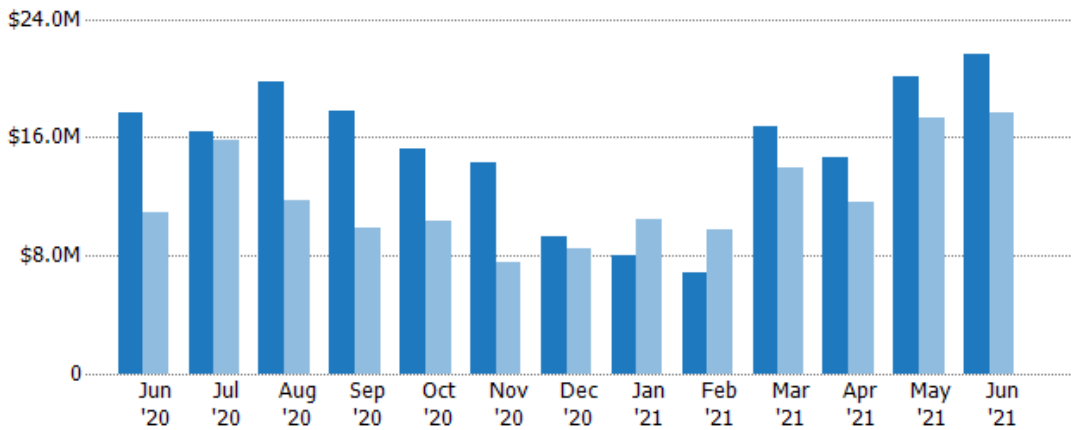
## Pending Sales Volume

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.
Jun '21	\$21.7M	23%
Jun '20	\$17.6M	60.8%
Jun '19	\$11M	-24.3%



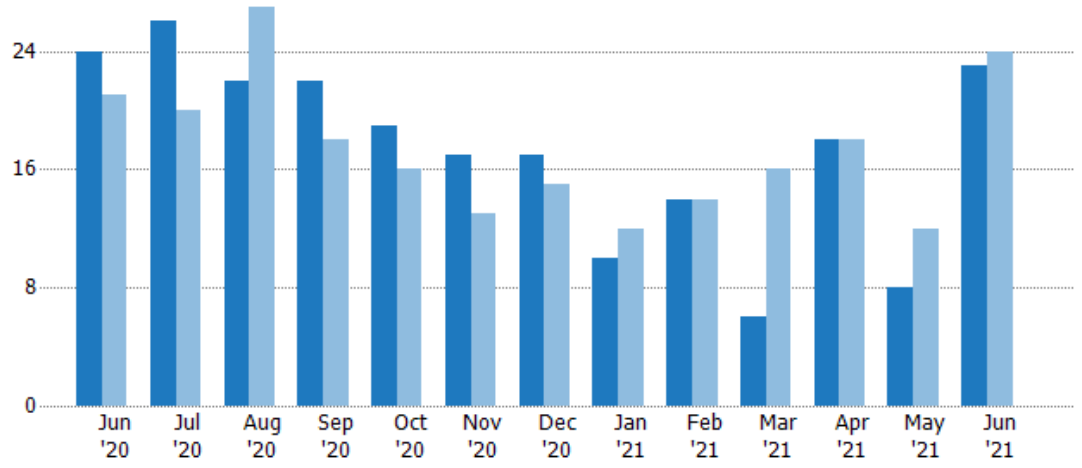
Current Year	\$17.6M	\$16.4M	\$19.7M	\$17.8M	\$15.2M	\$14.3M	\$9.25M	\$7.97M	\$6.85M	\$16.8M	\$14.6M	\$20.1M	\$21.7M
Prior Year	\$11M	\$15.8M	\$11.8M	\$9.88M	\$10.4M	\$7.56M	\$8.44M	\$10.4M	\$9.7M	\$14M	\$11.6M	\$17.3M	\$17.6M
Percent Change from Prior Year	61%	4%	68%	80%	46%	89%	10%	-24%	-29%	20%	26%	16%	23%

## 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



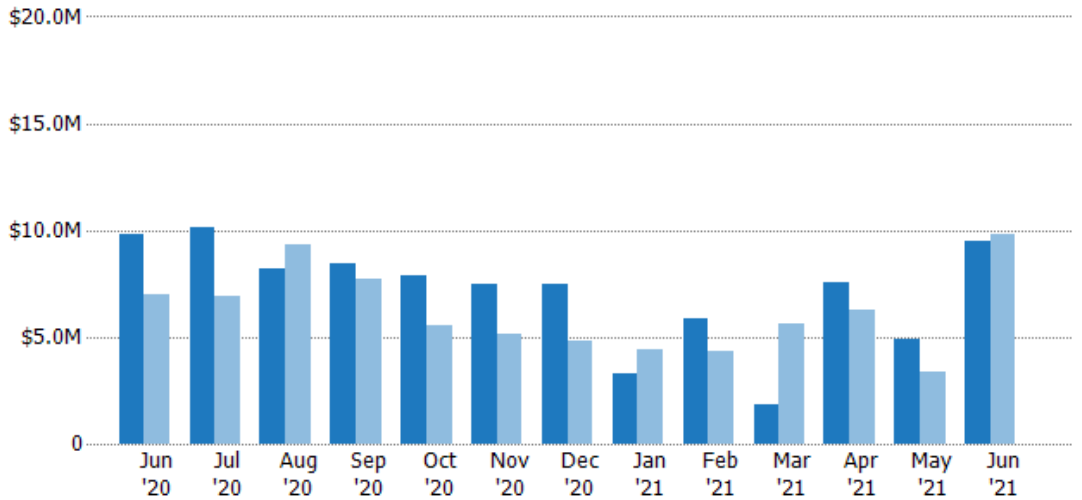
Month/Year	Count	% Chg.
Jun '21	23	-4.2%
Jun '20	24	14.3%
Jun '19	21	-23.8%

## 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



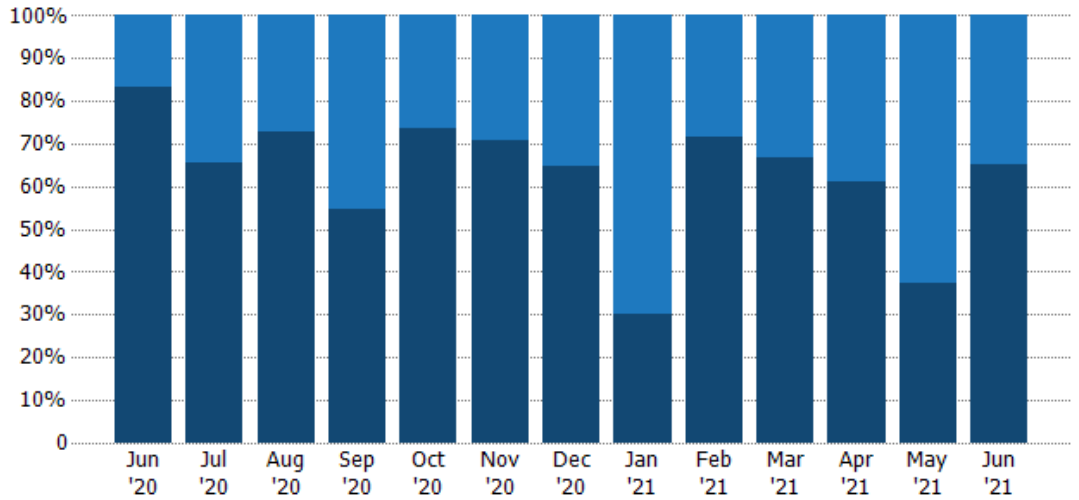
Month/Year	Volume	% Chg.
Jun '21	\$9.49M	-3%
Jun '20	\$9.79M	39.6%
Jun '19	\$7.01M	-20.7%

## 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



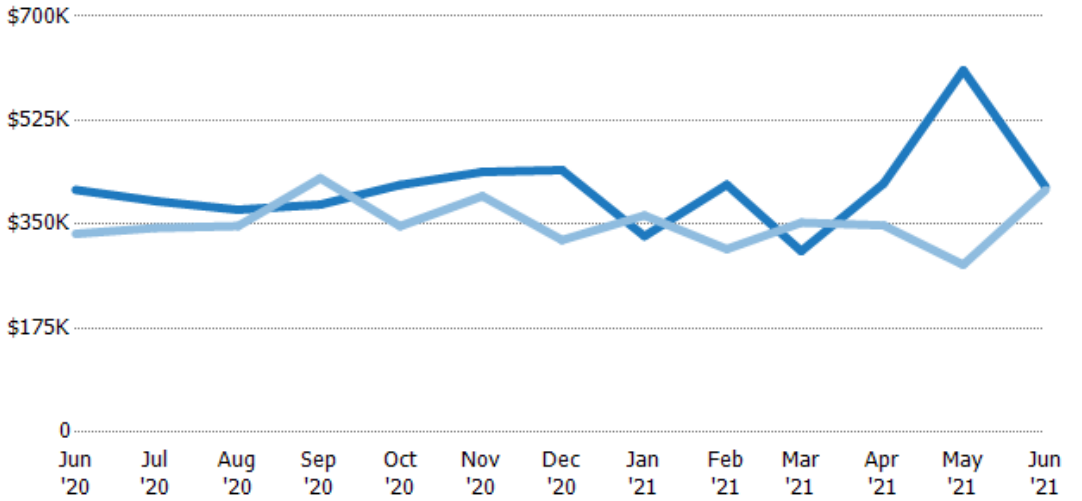
Property Type	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21
Condo/Townhouse	17%	35%	27%	45%	26%	29%	35%	70%	29%	33%	39%	63%	35%
Single Family Residence	83%	65%	73%	55%	74%	71%	65%	30%	71%	67%	61%	38%	65%

## 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



Month/Year	Price	% Chg.
Jun '21	\$413K	1.2%
Jun '20	\$408K	22.1%
Jun '19	\$334K	4.1%

Property Type	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21
Current Year	\$408K	\$389K	\$374K	\$383K	\$416K	\$438K	\$441K	\$330K	\$417K	\$305K	\$418K	\$609K	\$413K
Prior Year	\$334K	\$344K	\$347K	\$428K	\$347K	\$397K	\$323K	\$365K	\$308K	\$353K	\$348K	\$282K	\$408K
Percent Change from Prior Year	22%	13%	8%	-10%	20%	10%	36%	-10%	35%	-14%	20%	116%	1%

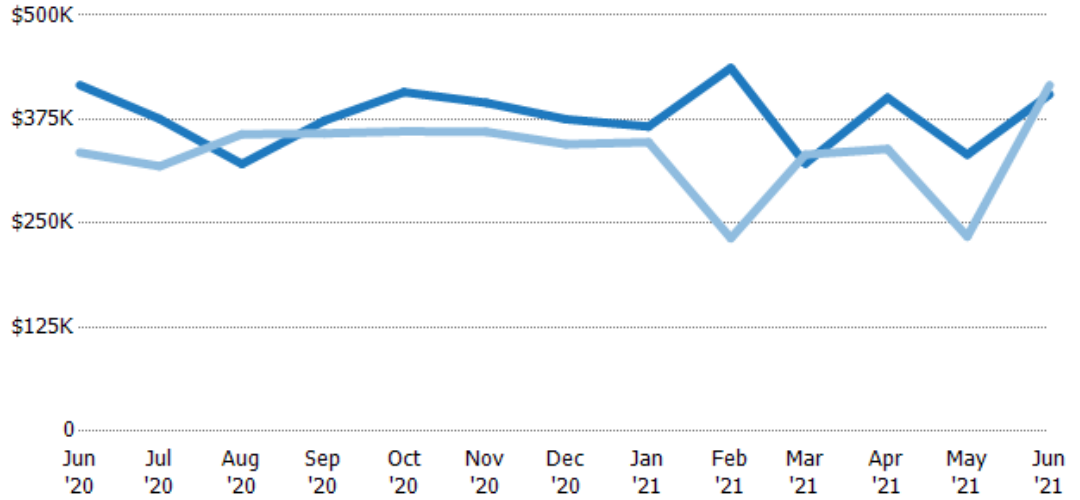
## Median Sales Price

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.
Jun '21	\$405K	-2.7%
Jun '20	\$416K	24.2%
Jun '19	\$335K	-10.6%



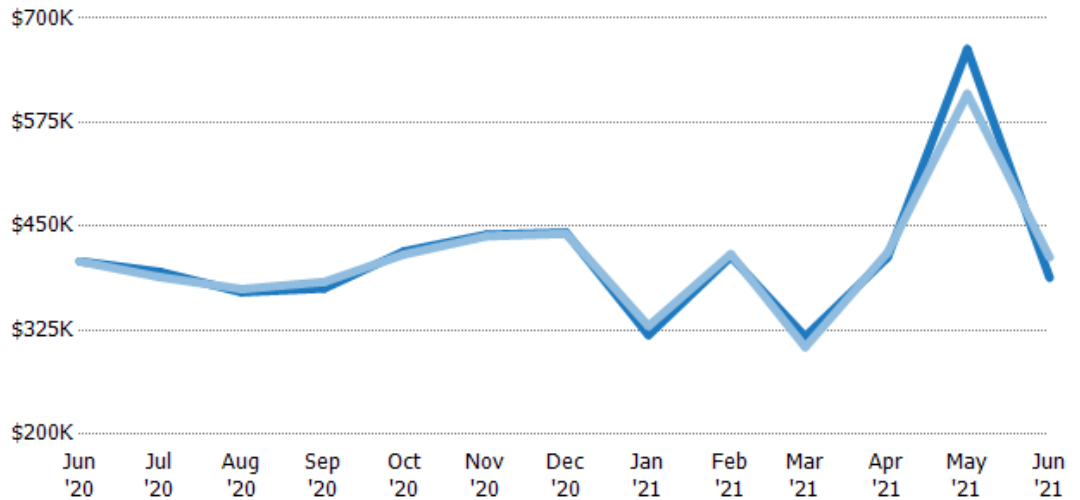
Current Year	\$416K	\$375K	\$321K	\$373K	\$408K	\$395K	\$375K	\$366K	\$437K	\$322K	\$401K	\$333K	\$405K
Prior Year	\$335K	\$319K	\$357K	\$358K	\$360K	\$360K	\$345K	\$347K	\$232K	\$333K	\$339K	\$234K	\$416K
Percent Change from Prior Year	24%	18%	-10%	4%	13%	10%	9%	5%	88%	-3%	18%	42%	-3%

## 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



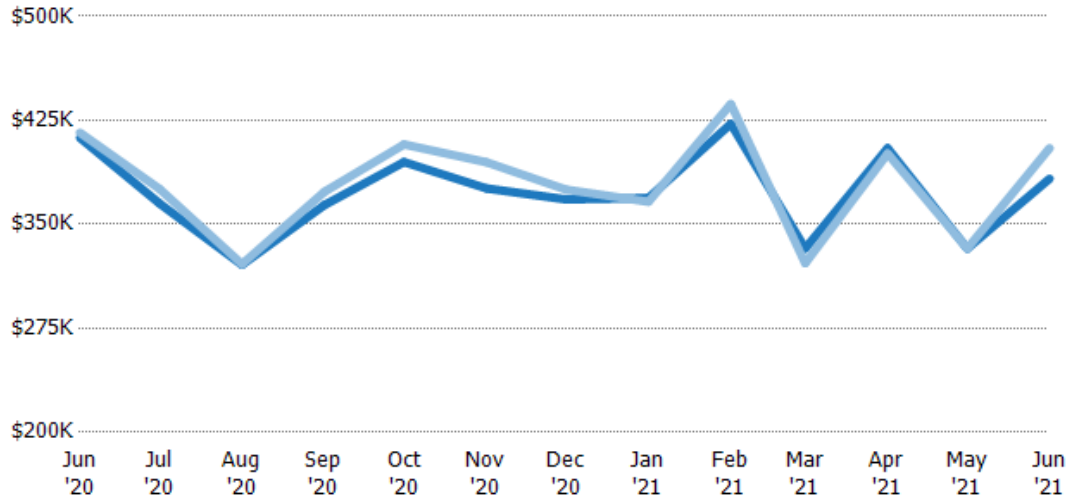
Avg List Price	\$408K	\$395K	\$371K	\$375K	\$420K	\$440K	\$443K	\$319K	\$414K	\$317K	\$413K	\$663K	\$388K
Avg Sales Price	\$408K	\$389K	\$374K	\$383K	\$416K	\$438K	\$441K	\$330K	\$417K	\$305K	\$418K	\$609K	\$413K
Avg Sales Price as a % of Avg List Price	100%	98%	101%	102%	99%	100%	100%	103%	101%	96%	101%	92%	106%

## 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

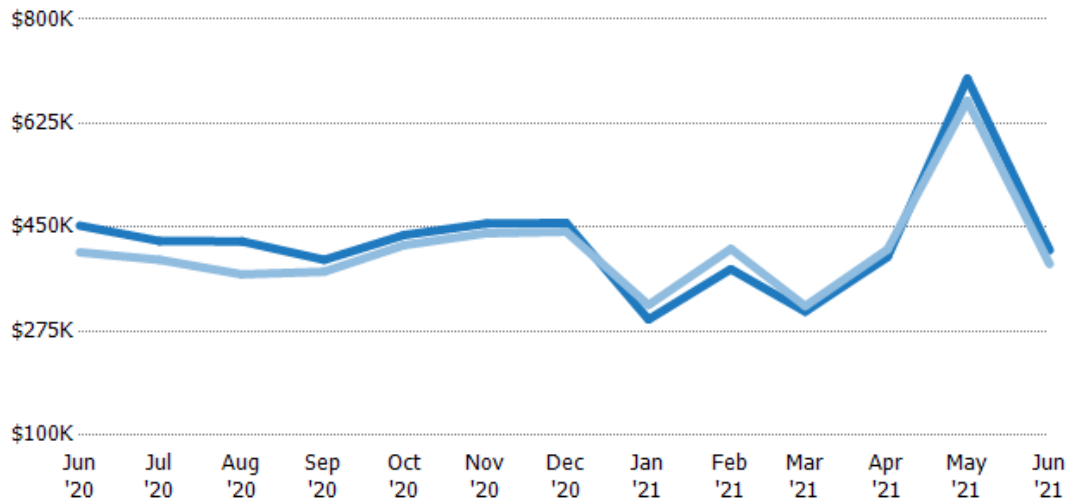


## Average Sales Price vs Average Est Value

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

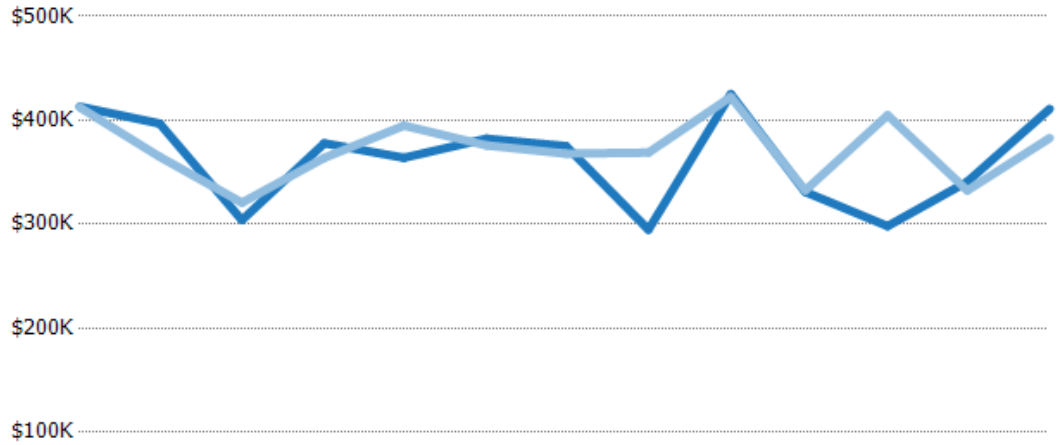


## Median Sales Price vs Median Est Value

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



	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21
Median Est Value	\$413K	\$397K	\$304K	\$378K	\$364K	\$382K	\$375K	\$295K	\$425K	\$331K	\$298K	\$341K	\$411K
Median Sales Price	\$412K	\$365K	\$321K	\$364K	\$395K	\$376K	\$368K	\$369K	\$422K	\$333K	\$405K	\$333K	\$383K
Med Sales Price as a % of Med Est Value	100%	92%	105%	96%	108%	98%	98%	125%	99%	100%	136%	98%	93%