

Summary of Key Listing and Sales Metrics

A summary of the key metrics selected to be included in the report. MLS sources where licensed.

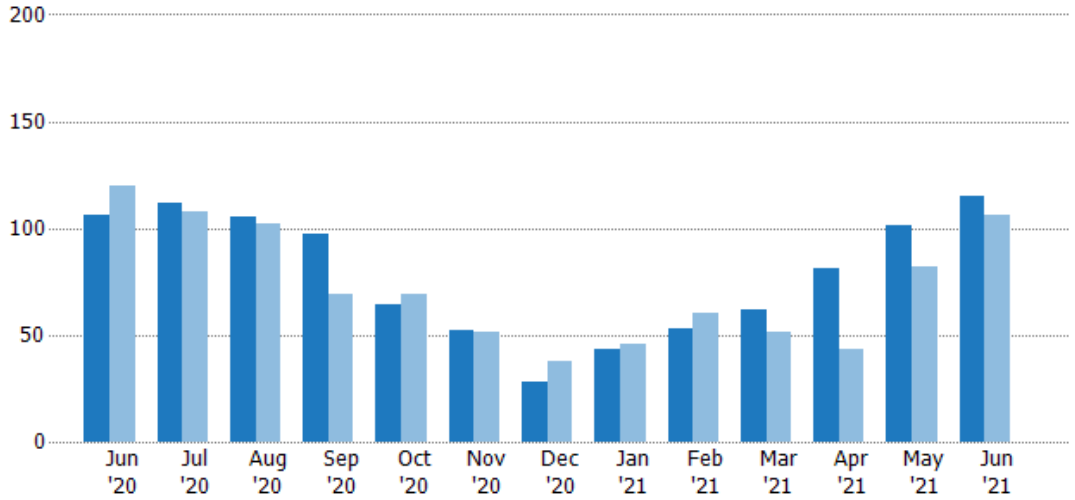
Key Metrics	Jun 2021	Jun 2020	+ / -	YTD 2021	YTD 2020	+ / -
Listing Activity Charts Metrics						
New Listing Count	115	106	+8.5%	455	388	+17.3%
New Listing Volume	\$41,774,299	\$37,272,600	+12.1%	\$166,257,899	\$123,726,538	+34.4%
Active Listing Count	119	265	-55.1%	N/A	N/A	
Active Listing Volume	\$58,636,598	\$98,362,237	-40.4%	N/A	N/A	
Average Listing Price	\$492,745	\$371,178	+32.8%	\$459,846	\$355,027	+29.5%
Median Listing Price	\$315,000	\$299,000	+5.4%	\$306,308	\$276,534	+10.8%
Median Days in RPR	37	127	-70.9%	83.29	139.69	-40.4%
Months of Inventory	1.9	7.6	-75.1%	3.1	6.4	-52.5%
Absorption Rate	52.94%	13.21%	+39.7%	32.76%	15.57%	+17.2%
Sales Activity Charts Metrics						
New Pending Sales Count	98	107	-8.4%	461	390	+18.2%
New Pending Sales Volume	\$32,945,900	\$33,419,300	-1.4%	\$158,554,176	\$115,918,100	+36.8%
Pending Sales Count	162	156	+3.8%	N/A	N/A	
Pending Sales Volume	\$59,819,176	\$49,019,950	+22%	N/A	N/A	
Closed Sales Count	75	71	+5.6%	324	249	+30.1%
Closed Sales Volume	\$28,826,917	\$18,633,833	+54.7%	\$104,367,641	\$65,271,901	+59.9%
Average Sales Price	\$384,359	\$262,448	+46.5%	\$322,122	\$262,136	+22.9%
Median Sales Price	\$275,000	\$210,000	+31%	\$265,907	\$225,007	+18.2%

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.
Jun '21	115	8.5%
Jun '20	106	-11.7%
Jun '19	120	-21.7%

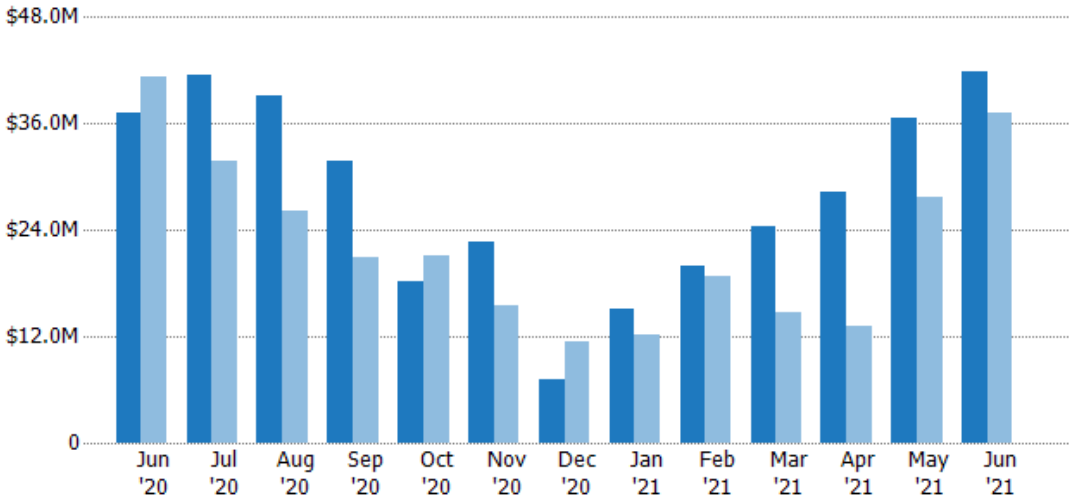
Current Year	106	112	105	97	64	52	28	43	53	62	81	101	115
Prior Year	120	108	102	69	69	51	38	46	60	51	43	82	106
Percent Change from Prior Year	-12%	4%	3%	41%	-7%	2%	-26%	-7%	-12%	22%	88%	23%	8%

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.
Jun '21	\$41.8M	12.1%
Jun '20	\$37.3M	-9.7%
Jun '19	\$41.3M	-27.8%

Current Year	\$37.3M	\$41.6M	\$39.1M	\$31.8M	\$18.2M	\$22.7M	\$7.16M	\$15.1M	\$20M	\$24.4M	\$28.2M	\$36.7M	\$41.8M
Prior Year	\$41.3M	\$31.7M	\$26.2M	\$21M	\$21.2M	\$15.4M	\$11.3M	\$12.2M	\$18.7M	\$14.8M	\$13.2M	\$27.6M	\$37.3M
Percent Change from Prior Year	-10%	31%	49%	52%	-14%	47%	-37%	24%	7%	66%	113%	33%	12%

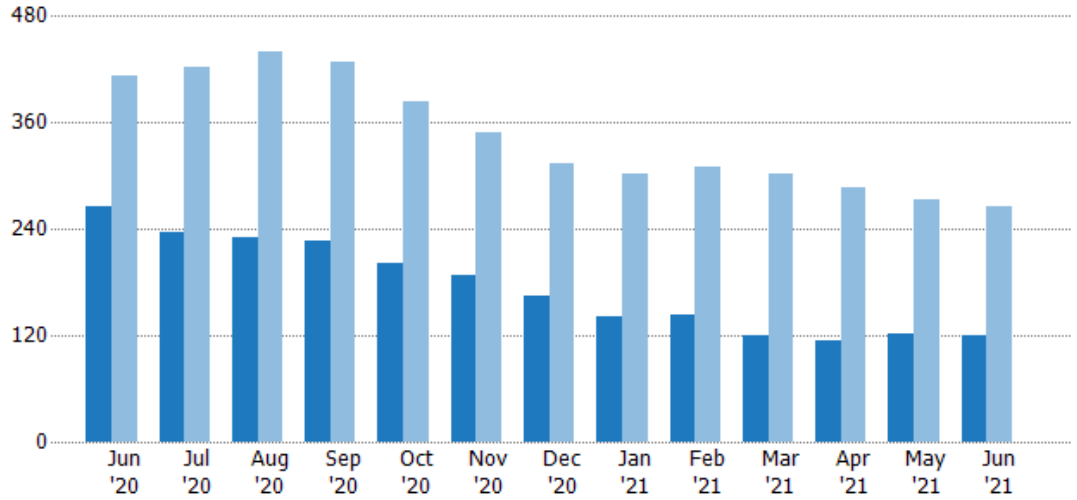
Active Listings

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.
Jun '21	119	-55.1%
Jun '20	265	-35.8%
Jun '19	413	1.5%



Current Year	265	236	230	226	202	187	165	142	143	120	114	122	119
Prior Year	413	423	439	428	384	349	313	303	309	303	287	273	265
Percent Change from Prior Year	-36%	-44%	-48%	-47%	-47%	-46%	-47%	-53%	-54%	-60%	-60%	-55%	-55%

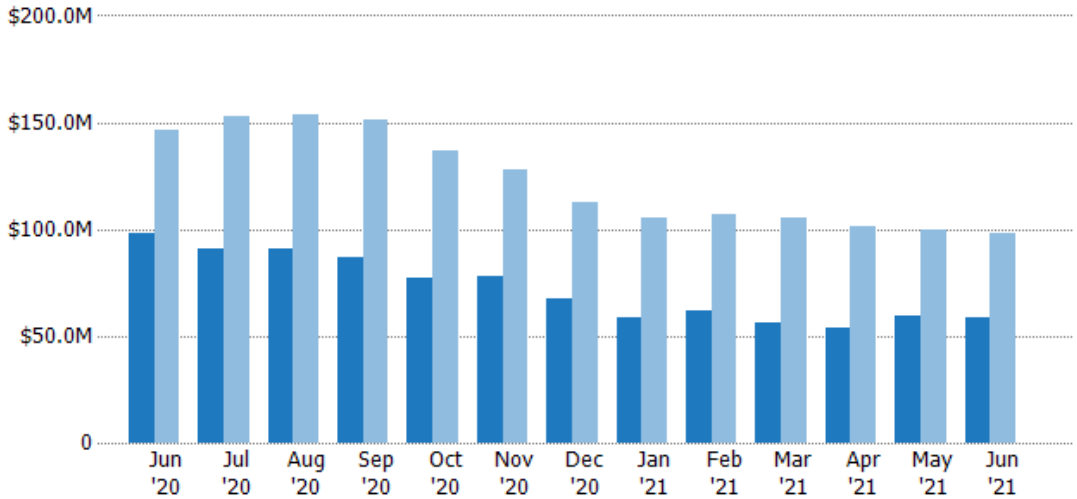
Active Listing Volume

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.
Jun '21	\$58.6M	-40.4%
Jun '20	\$98.4M	-32.7%
Jun '19	\$146M	1.3%



Current Year	\$98.4M	\$90.8M	\$90.6M	\$87.2M	\$76.9M	\$78M	\$67.8M	\$59M	\$62.2M	\$56.4M	\$54.1M	\$59.1M	\$58.6M
Prior Year	\$146M	\$152M	\$154M	\$151M	\$137M	\$128M	\$113M	\$106M	\$107M	\$106M	\$102M	\$99.5M	\$98.4M
Percent Change from Prior Year	-33%	-40%	-41%	-42%	-44%	-39%	-40%	-44%	-42%	-47%	-47%	-41%	-40%

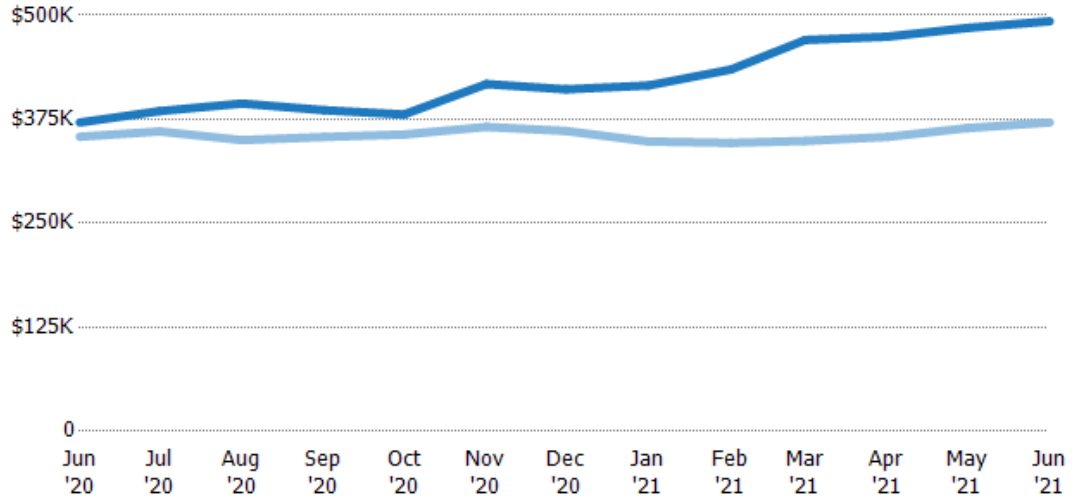
Average Listing Price

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.
Jun '21	\$493K	32.8%
Jun '20	\$371K	4.8%
Jun '19	\$354K	-0.1%



Current Year	\$371K	\$385K	\$394K	\$386K	\$381K	\$417K	\$411K	\$416K	\$435K	\$470K	\$474K	\$485K	\$493K
Prior Year	\$354K	\$360K	\$350K	\$354K	\$357K	\$366K	\$361K	\$348K	\$347K	\$349K	\$354K	\$364K	\$371K
Percent Change from Prior Year	5%	7%	13%	9%	7%	14%	14%	19%	25%	35%	34%	33%	33%

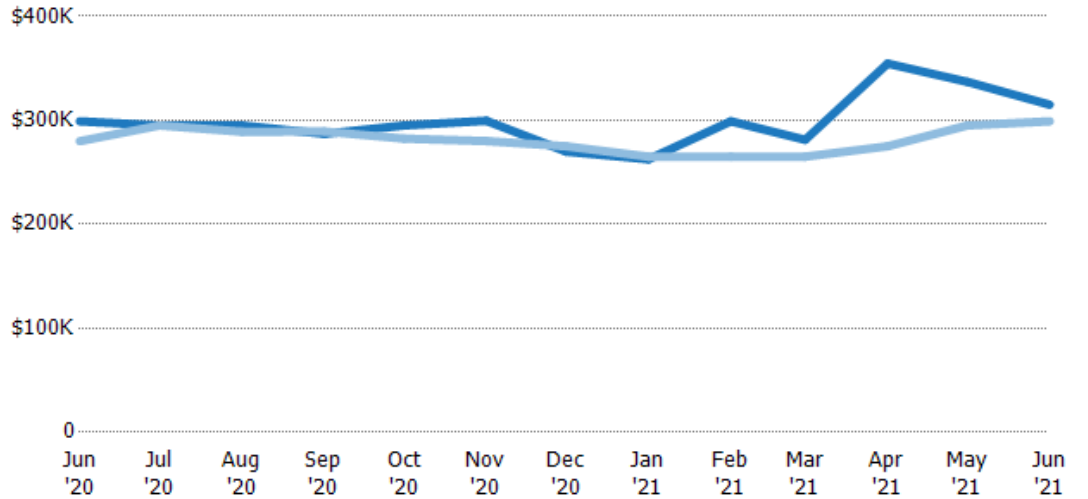
Median Listing Price

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.
Jun '21	\$315K	5.4%
Jun '20	\$299K	6.8%
Jun '19	\$280K	-5.3%



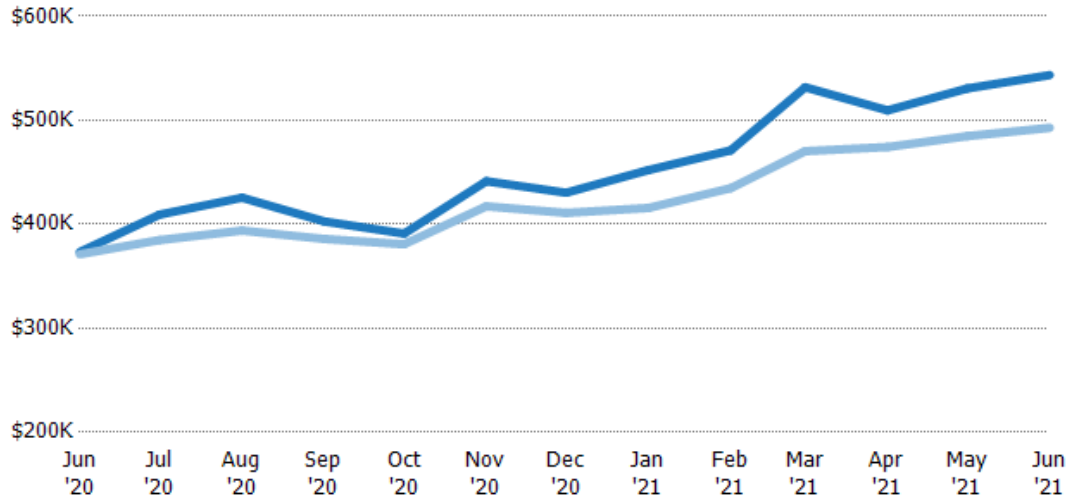
Current Year	\$299K	\$295K	\$295K	\$287K	\$295K	\$300K	\$270K	\$263K	\$299K	\$281K	\$355K	\$337K	\$315K
Prior Year	\$280K	\$295K	\$289K	\$289K	\$282K	\$280K	\$275K	\$265K	\$265K	\$265K	\$275K	\$295K	\$299K
Percent Change from Prior Year	7%	0%	2%	-1%	4%	7%	-2%	-1%	13%	6%	29%	14%	5%

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

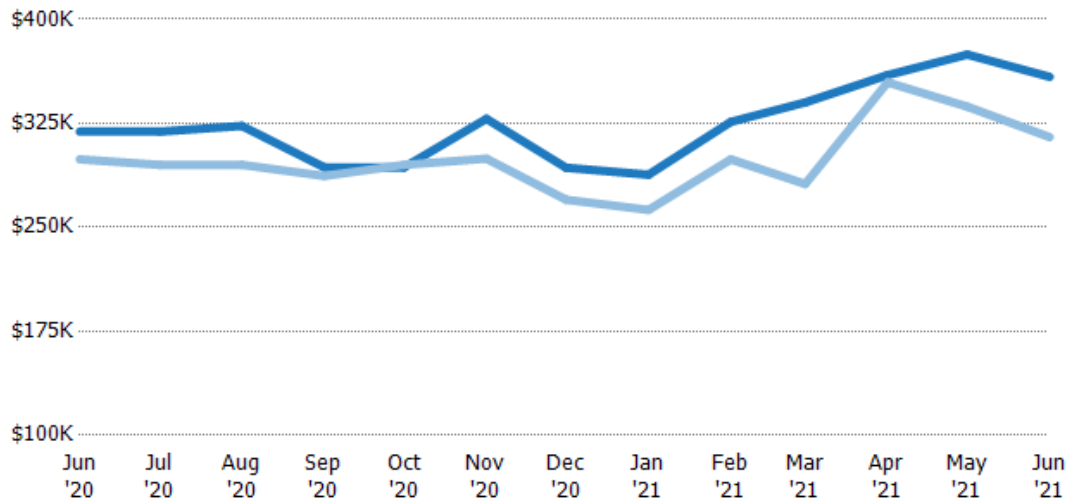


Median Listing Price vs Median Est Value

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,
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 Property Type:
 Condo/Townhouse/Apt., Single
 Family



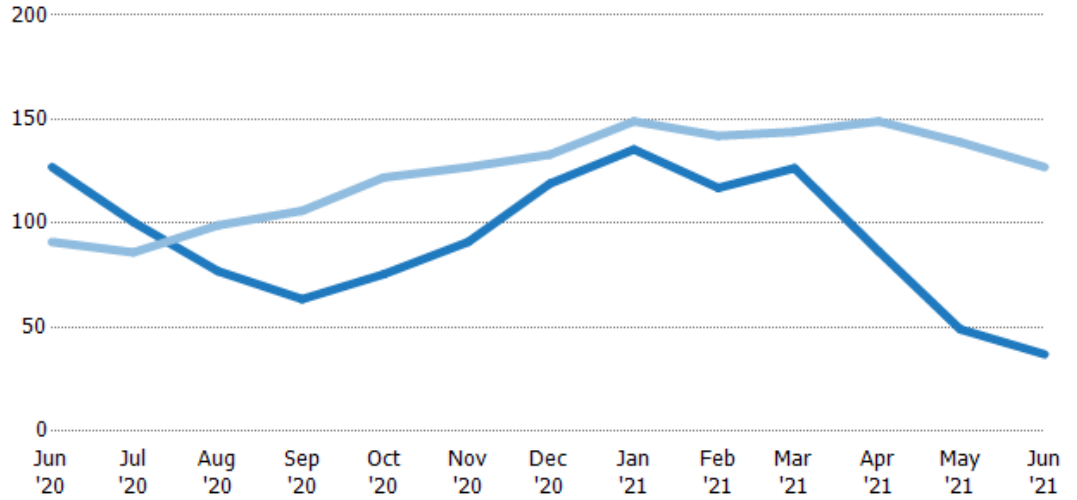
Median Days in RPR

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.
Jun '21	37	-70.9%
Jun '20	127	39.6%
Jun '19	91	19.8%



Current Year	127	101	77	63.5	75.5	91	119	136	117	127	86.5	49	37
Prior Year	91	86	99	106	122	127	133	149	142	144	149	139	127
Percent Change from Prior Year	40%	17%	-22%	-40%	-38%	-28%	-11%	-9%	-18%	-12%	-42%	-65%	-71%

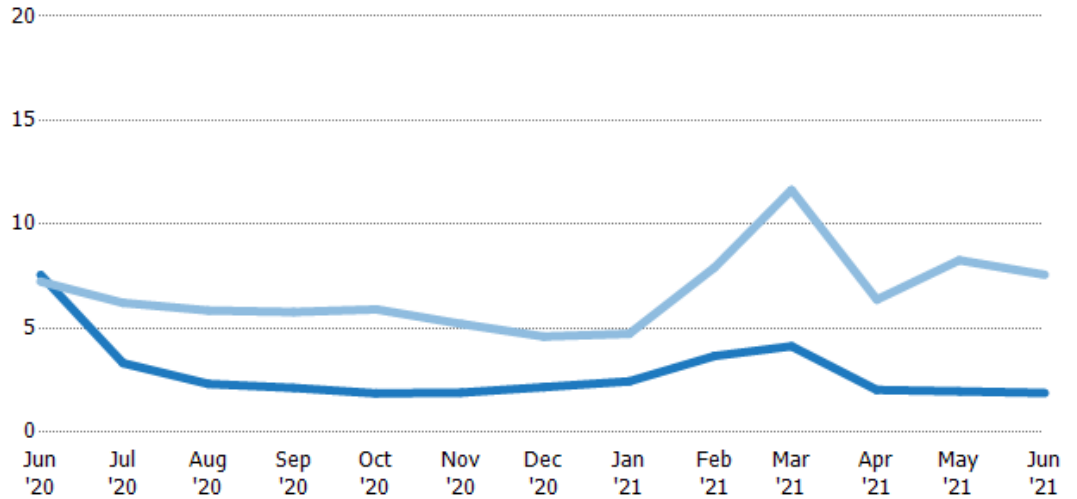
Months of Inventory

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.
Jun '21	1.89	-75.1%
Jun '20	7.57	4.5%
Jun '19	7.25	28.5%



Current Year	7.57	3.32	2.32	2.13	1.87	1.91	2.17	2.45	3.67	4.14	2.04	1.97	1.89
Prior Year	7.25	6.22	5.85	5.78	5.91	5.21	4.6	4.73	7.92	11.7	6.38	8.27	7.57
Percent Change from Prior Year	4%	-47%	-60%	-63%	-68%	-63%	-53%	-48%	-54%	-64%	-68%	-76%	-75%

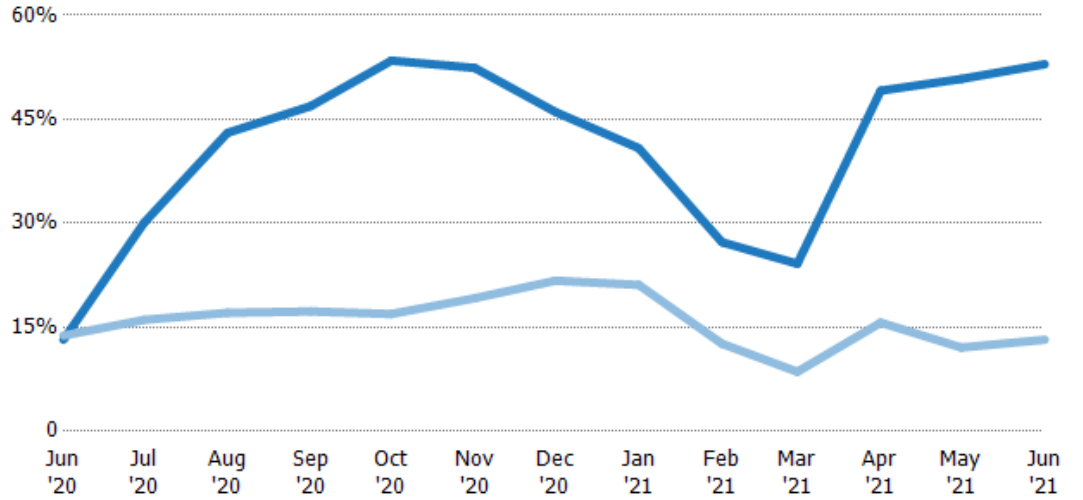
Absorption Rate

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.
Jun '21	53%	-39.7%
Jun '20	13%	0.6%
Jun '19	14%	-22.2%



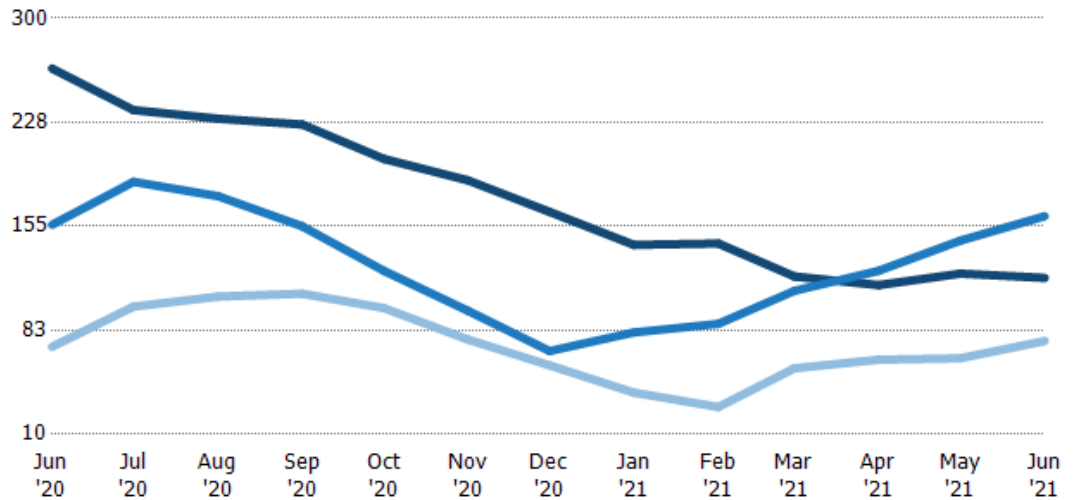
	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21
Current Year	13%	30%	43%	47%	53%	52%	46%	41%	27%	24%	49%	51%	53%
Prior Year	14%	16%	17%	17%	17%	19%	22%	21%	13%	9%	16%	12%	13%
Change from Prior Year	1%	-14%	-26%	-30%	-37%	-33%	-24%	-20%	-15%	-16%	-33%	-39%	-40%

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



	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	265	236	230	226	202	187	165	142	143	120	114	122	119
Pending	156	186	176	155	124	96	68	81	87	110	124	145	162
Sold	71	99	106	108	98	76	58	39	29	56	62	63	75

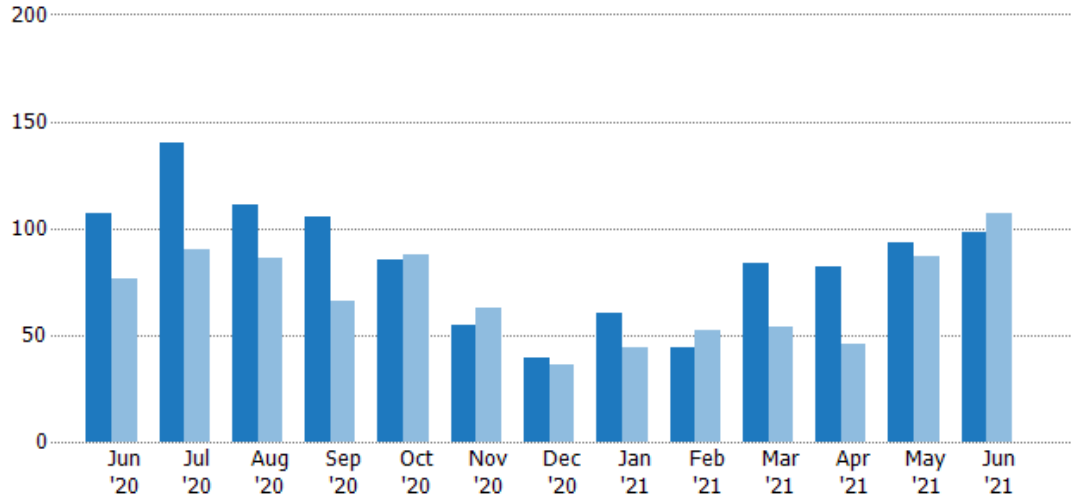
New Pending Sales

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

Month/Year	Count	% Chg.
Jun '21	98	-8.4%
Jun '20	107	40.8%
Jun '19	76	-7.9%



Current Year	107	140	111	105	85	55	39	60	44	84	82	93	98
Prior Year	76	90	86	66	88	63	36	44	52	54	46	87	107
Percent Change from Prior Year	41%	56%	29%	59%	-3%	-13%	8%	36%	-15%	56%	78%	7%	-8%

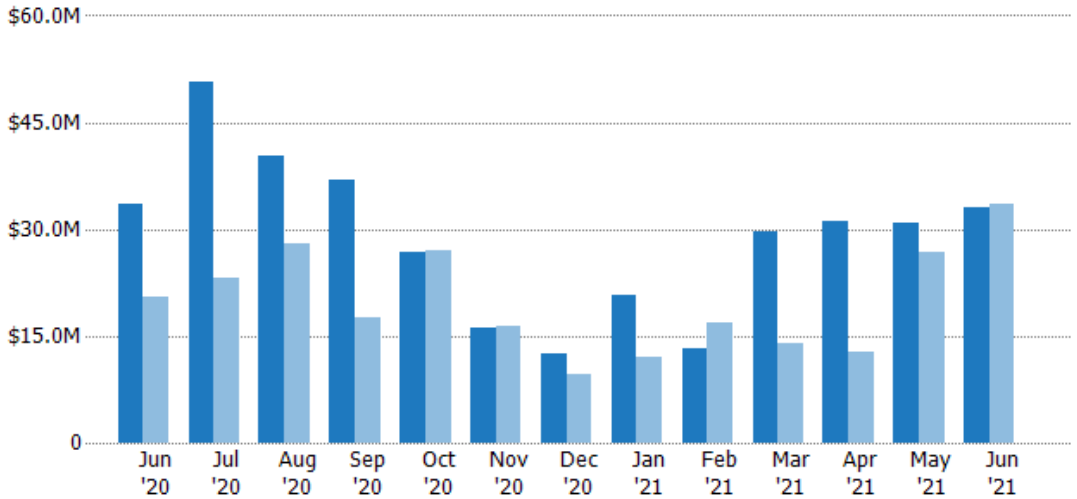
New Pending Sales Volume

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

Month/Year	Volume	% Chg.
Jun '21	\$32.9M	-1.4%
Jun '20	\$33.4M	63.9%
Jun '19	\$20.4M	-14.6%



Current Year	\$33.4M	\$50.6M	\$40.4M	\$36.8M	\$26.7M	\$16.1M	\$12.4M	\$20.7M	\$13.3M	\$29.6M	\$31.2M	\$30.8M	\$32.9M
Prior Year	\$20.4M	\$23.3M	\$28.1M	\$17.6M	\$27M	\$16.4M	\$9.55M	\$12M	\$16.9M	\$14M	\$12.9M	\$26.7M	\$33.4M
Percent Change from Prior Year	64%	117%	44%	110%	-1%	-2%	30%	72%	-22%	112%	143%	16%	-1%

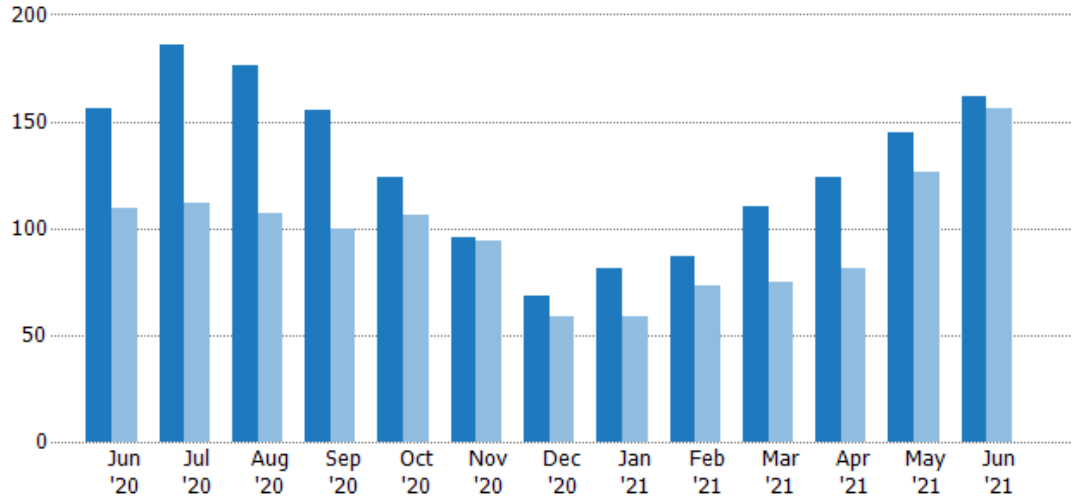
Pending Sales

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.
Jun '21	162	3.8%
Jun '20	156	43.1%
Jun '19	109	-2.8%



Current Year	156	186	176	155	124	96	68	81	87	110	124	145	162
Prior Year	109	112	107	100	106	94	59	59	73	75	81	126	156
Percent Change from Prior Year	43%	66%	64%	55%	17%	2%	15%	37%	19%	47%	53%	15%	4%

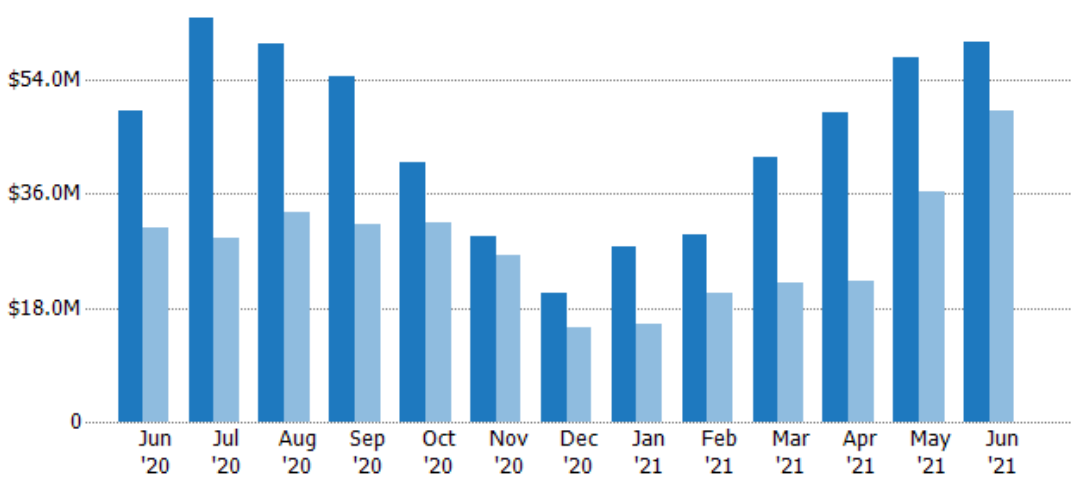
Pending Sales Volume

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.
Jun '21	\$59.8M	22%
Jun '20	\$49M	59.9%
Jun '19	\$30.7M	-7.2%



Current Year	\$49M	\$63.8M	\$59.7M	\$54.5M	\$41M	\$29.2M	\$20.3M	\$27.7M	\$29.7M	\$41.7M	\$48.7M	\$57.6M	\$59.8M
Prior Year	\$30.7M	\$28.9M	\$33.2M	\$31.2M	\$31.4M	\$26.2M	\$14.9M	\$15.4M	\$20.3M	\$21.9M	\$22.3M	\$36.3M	\$49M
Percent Change from Prior Year	60%	121%	80%	75%	31%	11%	36%	80%	46%	90%	118%	59%	22%

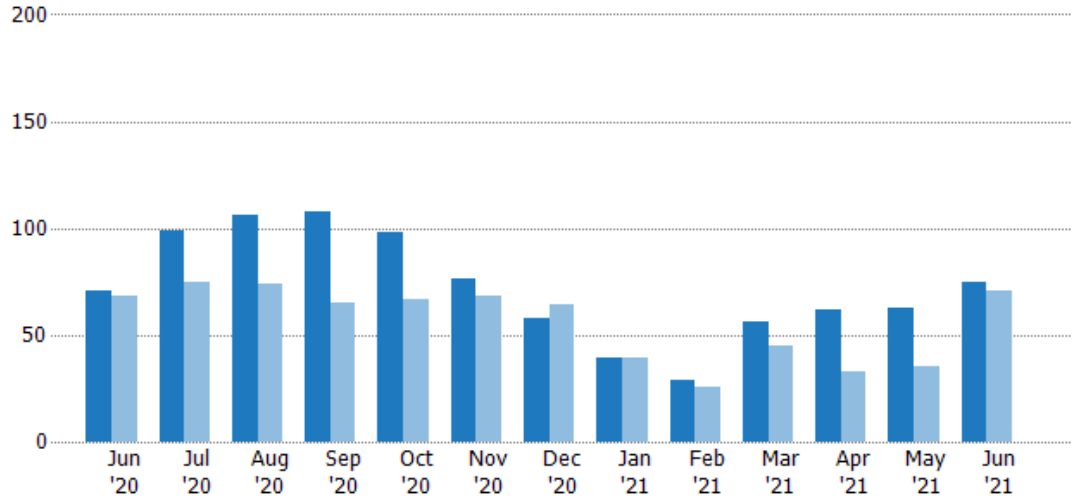
Closed Sales

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	Count	% Chg.
Jun '21	75	5.6%
Jun '20	71	4.4%
Jun '19	68	-13.2%



Current Year	71	99	106	108	98	76	58	39	29	56	62	63	75
Prior Year	68	75	74	65	67	68	64	39	26	45	33	35	71
Percent Change from Prior Year	4%	32%	43%	66%	46%	12%	-9%	0%	12%	24%	88%	80%	6%

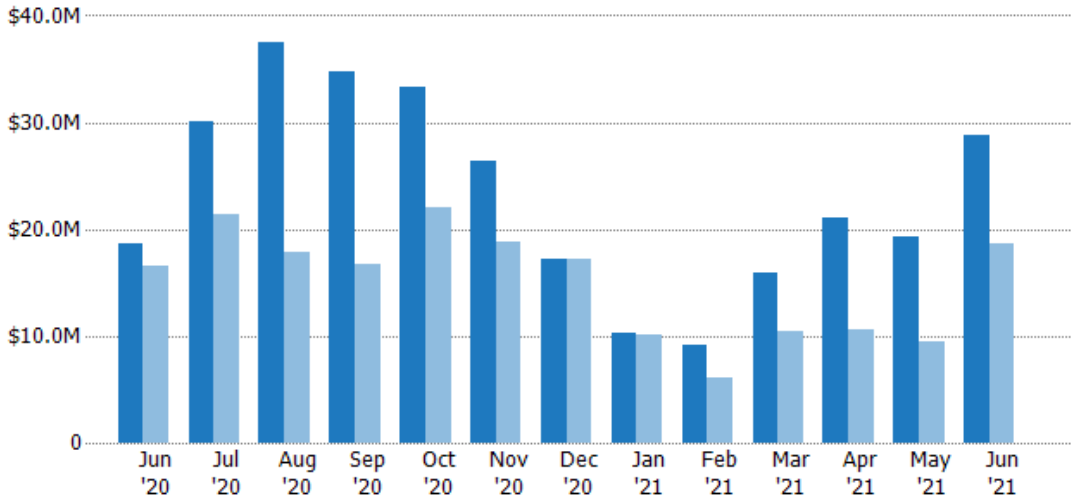
Closed Sales Volume

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	Volume	% Chg.
Jun '21	\$28.8M	54.7%
Jun '20	\$18.6M	13%
Jun '19	\$16.5M	-23%



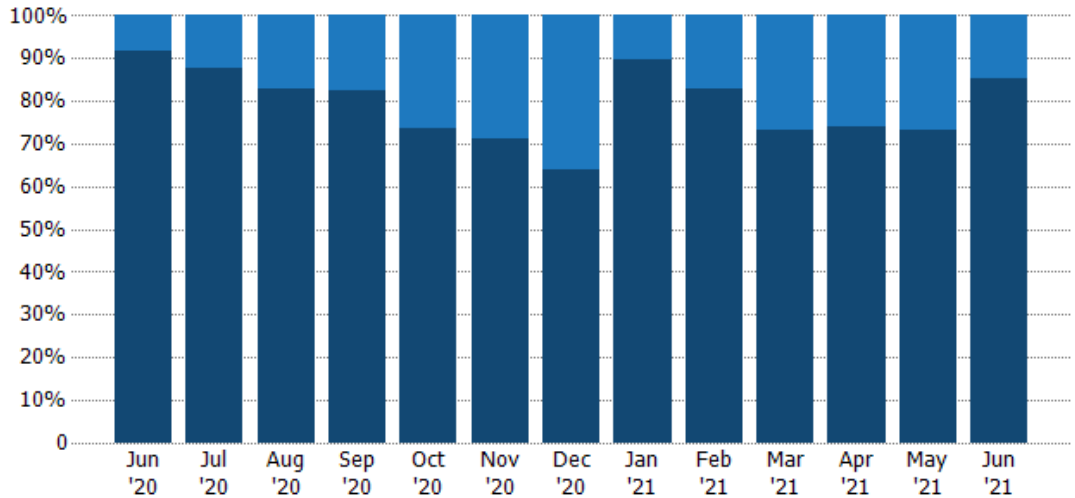
Current Year	\$18.6M	\$30.1M	\$37.5M	\$34.7M	\$33.4M	\$26.4M	\$17.3M	\$10.2M	\$9.15M	\$15.9M	\$21M	\$19.3M	\$28.8M
Prior Year	\$16.5M	\$21.4M	\$17.9M	\$16.8M	\$22M	\$18.7M	\$17.2M	\$10.1M	\$6.05M	\$10.5M	\$10.5M	\$9.49M	\$18.6M
Percent Change from Prior Year	13%	41%	110%	107%	51%	41%	0%	1%	51%	52%	99%	103%	55%

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



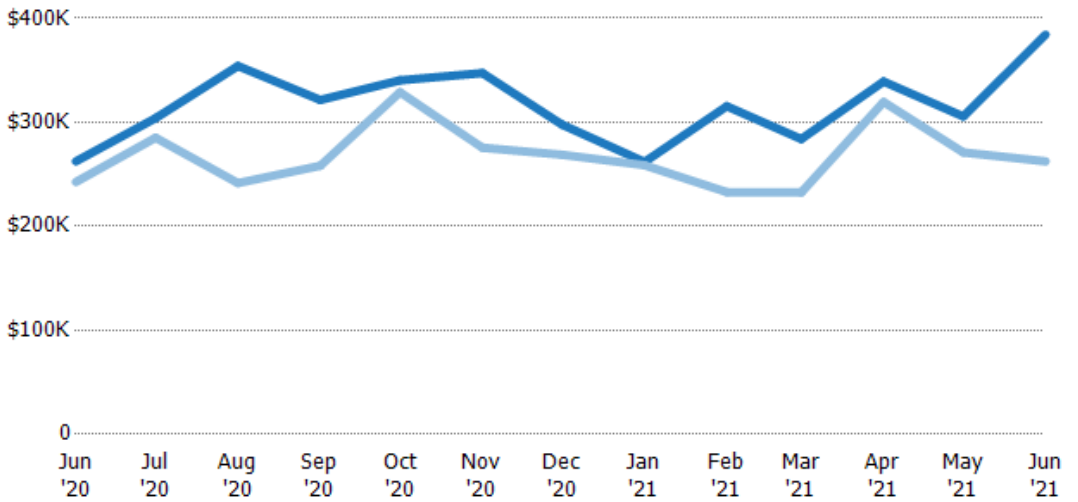
Condo/Townhouse	8%	12%	17%	18%	27%	29%	36%	10%	17%	27%	26%	27%	15%
Single Family Residence	92%	88%	83%	82%	73%	71%	64%	90%	83%	73%	74%	73%	85%

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	\$262K	\$304K	\$354K	\$321K	\$340K	\$347K	\$298K	\$262K	\$315K	\$284K	\$339K	\$306K	\$384K
Prior Year	\$243K	\$285K	\$242K	\$258K	\$329K	\$276K	\$269K	\$259K	\$233K	\$232K	\$320K	\$271K	\$262K
Percent Change from Prior Year	8%	7%	47%	25%	3%	26%	11%	1%	35%	22%	6%	13%	46%

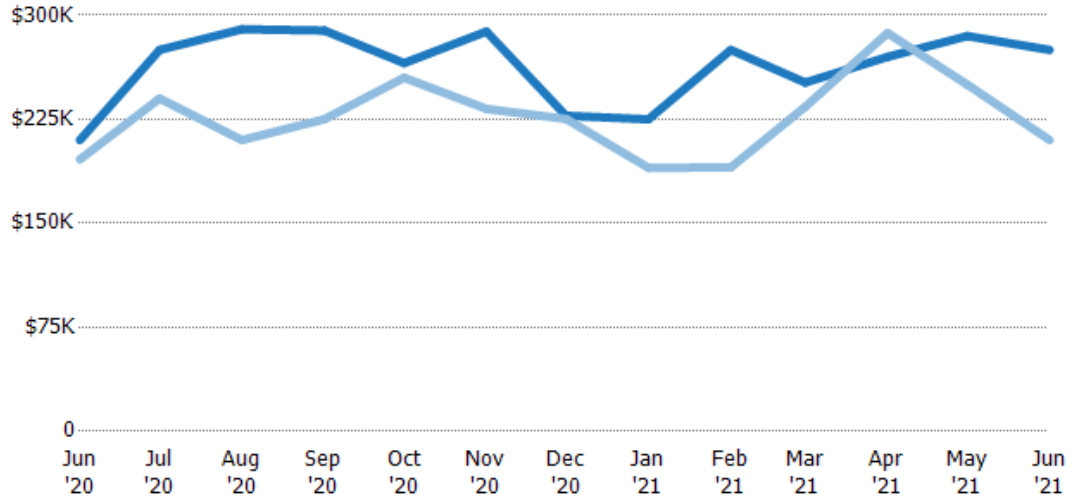
Median Sales Price

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.
Jun '21	\$275K	31%
Jun '20	\$210K	7.1%
Jun '19	\$196K	12.2%



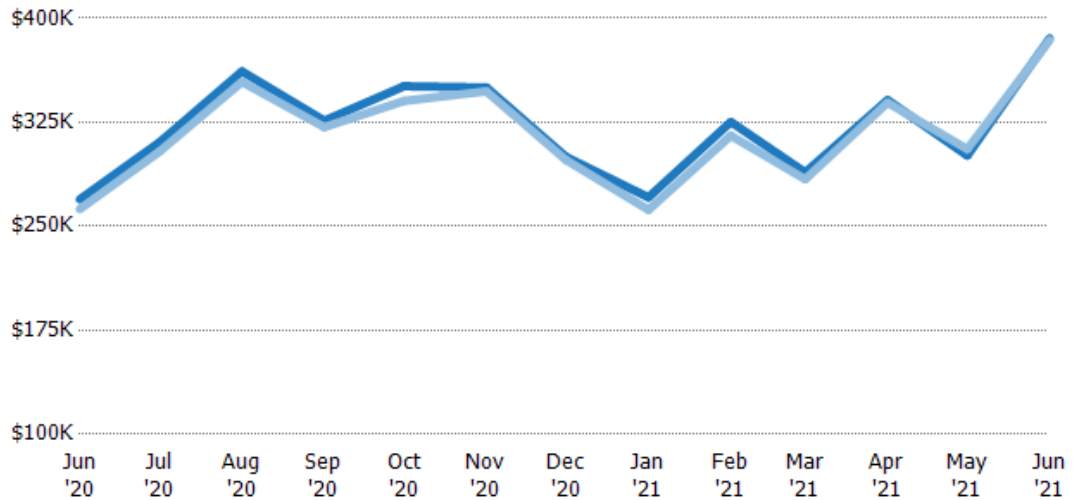
Current Year	\$210K	\$275K	\$290K	\$289K	\$266K	\$288K	\$228K	\$225K	\$275K	\$252K	\$270K	\$285K	\$275K
Prior Year	\$196K	\$240K	\$210K	\$225K	\$255K	\$233K	\$225K	\$190K	\$190K	\$234K	\$287K	\$250K	\$210K
Percent Change from Prior Year	7%	15%	38%	28%	4%	24%	1%	18%	44%	7%	-6%	14%	31%

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



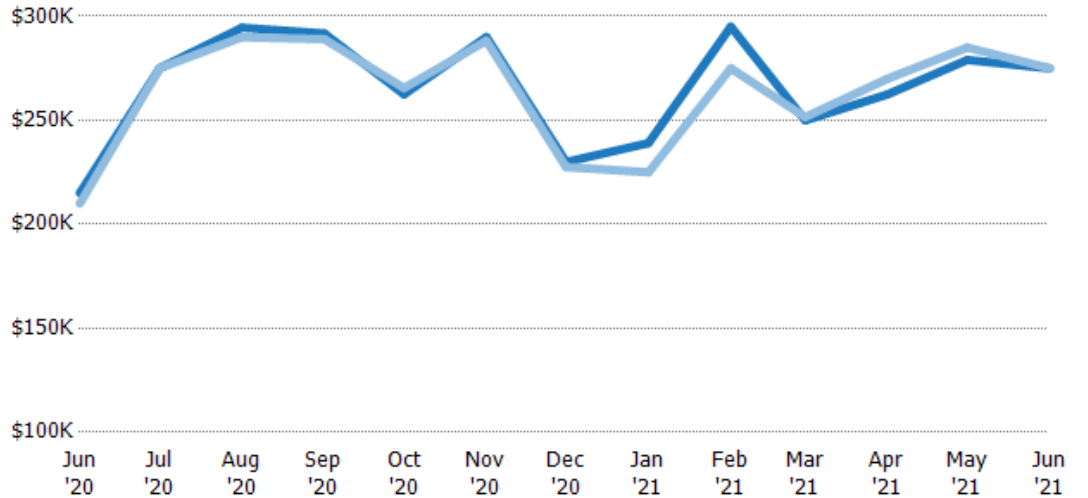
Avg List Price	\$269K	\$311K	\$362K	\$326K	\$351K	\$350K	\$300K	\$271K	\$325K	\$289K	\$341K	\$301K	\$386K
Avg Sales Price	\$262K	\$304K	\$354K	\$321K	\$340K	\$347K	\$298K	\$262K	\$315K	\$284K	\$339K	\$306K	\$384K
Avg Sales Price as a % of Avg List Price	97%	98%	98%	99%	97%	99%	99%	97%	97%	98%	99%	102%	100%

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



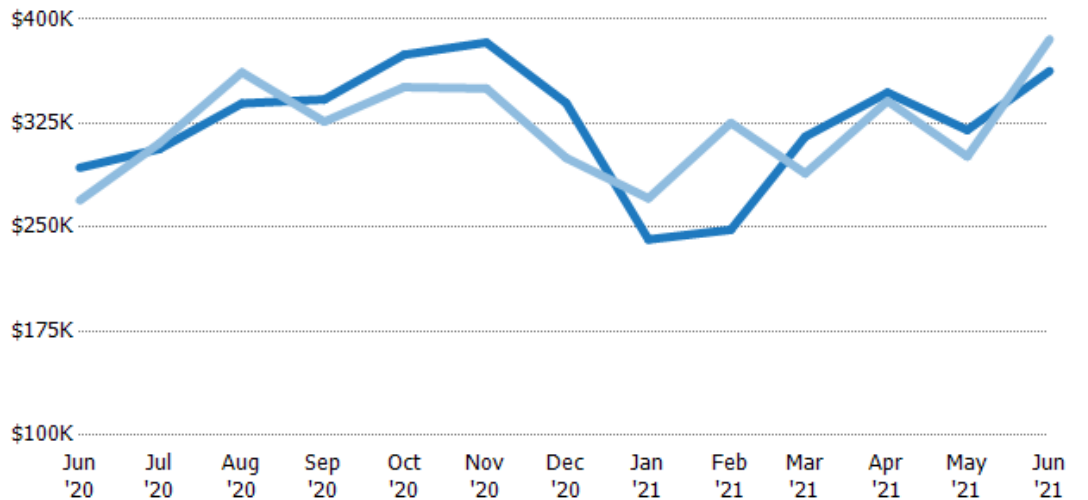
	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21
Median List Price	\$215K	\$275K	\$295K	\$292K	\$262K	\$290K	\$230K	\$239K	\$295K	\$250K	\$262K	\$279K	\$275K
Median Sales Price	\$210K	\$275K	\$290K	\$289K	\$266K	\$288K	\$228K	\$225K	\$275K	\$252K	\$270K	\$285K	\$275K
Med Sales Price as a % of Med List Price	98%	100%	98%	99%	101%	99%	99%	94%	93%	101%	103%	102%	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

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



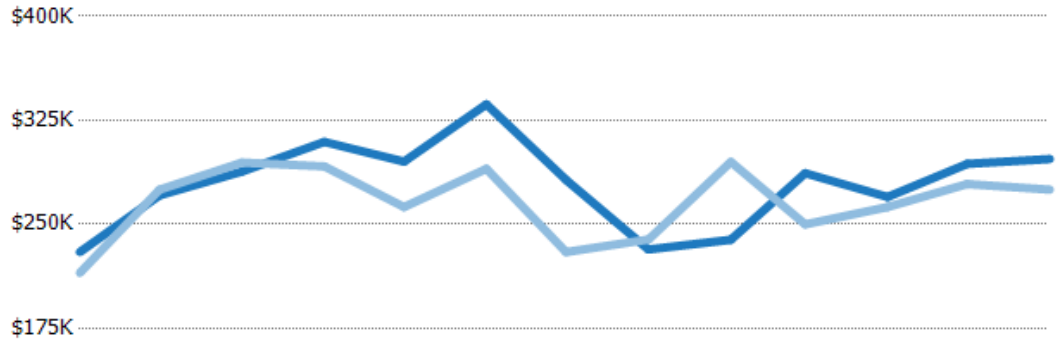
	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21
Avg Est Value	\$293K	\$307K	\$339K	\$342K	\$374K	\$383K	\$340K	\$241K	\$248K	\$315K	\$347K	\$320K	\$363K
Avg Sales Price	\$269K	\$311K	\$362K	\$326K	\$351K	\$350K	\$300K	\$271K	\$325K	\$289K	\$341K	\$301K	\$386K
Avg Sales Price as a % of Avg Est Value	92%	101%	107%	95%	94%	91%	88%	112%	131%	92%	98%	94%	106%

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



	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	\$230K	\$271K	\$288K	\$309K	\$295K	\$337K	\$282K	\$232K	\$239K	\$287K	\$270K	\$294K	\$297K
Median Sales Price	\$215K	\$275K	\$295K	\$292K	\$262K	\$290K	\$230K	\$239K	\$295K	\$250K	\$262K	\$279K	\$275K
Med Sales Price as a % of Med Est Value	93%	102%	102%	94%	89%	86%	82%	103%	124%	87%	97%	95%	93%