

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	107	119	-10.1%	541	417	+29.7%
New Listing Volume	\$38,398,300	\$48,011,000	-20%	\$223,840,386	\$151,315,493	+47.9%
Active Listing Count	222	442	-49.8%	N/A	N/A	
Active Listing Volume	\$118,149,048	\$212,555,737	-44.4%	N/A	N/A	
Average Listing Price	\$532,203	\$480,895	+10.7%	\$567,094	\$450,111	+26%
Median Listing Price	\$305,000	\$299,000	+2%	\$318,634	\$296,904	+7.3%
Median Days in RPR	73.5	167	-56%	114.47	200.53	-42.9%
Months of Inventory	2.7	11.6	-76.7%	5.2	10.3	-49.4%
Absorption Rate	36.94%	8.6%	+28.3%	19.24%	9.74%	+9.5%
Sales Activity Charts Metrics						
New Pending Sales Count	90	151	-40.4%	588	408	+44.1%
New Pending Sales Volume	\$29,390,000	\$43,952,000	-33.1%	\$223,297,836	\$116,374,346	+91.9%
Pending Sales Count	175	157	+11.5%	N/A	N/A	
Pending Sales Volume	\$64,003,645	\$47,566,898	+34.6%	N/A	N/A	
Closed Sales Count	95	62	+53.2%	458	262	+74.8%
Closed Sales Volume	\$41,319,349	\$14,652,141	+182%	\$169,148,656	\$65,763,002	+157.2%
Average Sales Price	\$434,941	\$236,325	+84%	\$369,320	\$251,004	+47.1%
Median Sales Price	\$320,000	\$187,430	+70.7%	\$288,334	\$210,060	+37.3%

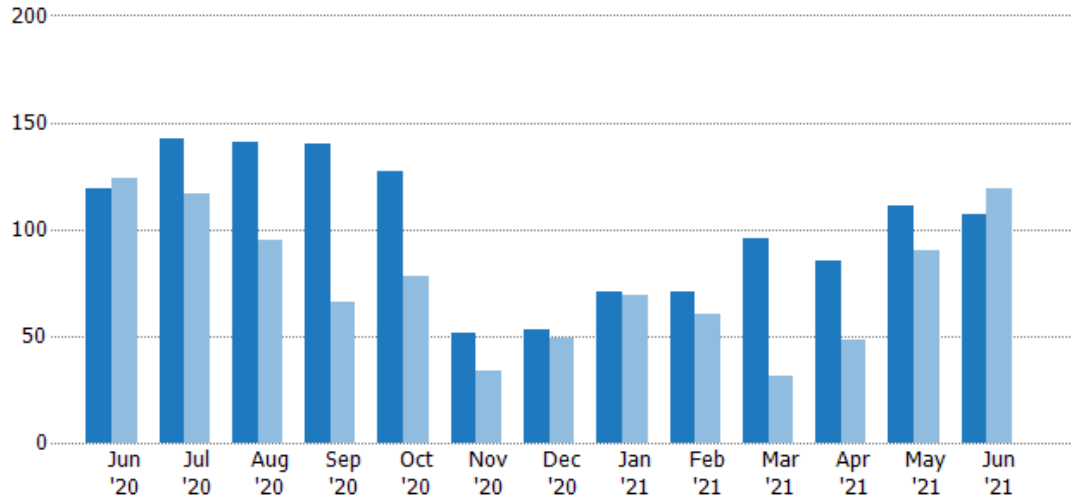
New Listings

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.
Jun '21	107	-10.1%
Jun '20	119	-4%
Jun '19	124	18.5%



Current Year	119	142	141	140	127	51	53	71	71	96	85	111	107
Prior Year	124	117	95	66	78	34	49	69	60	31	48	90	119
Percent Change from Prior Year	-4%	21%	48%	112%	63%	50%	8%	3%	18%	210%	77%	23%	-10%

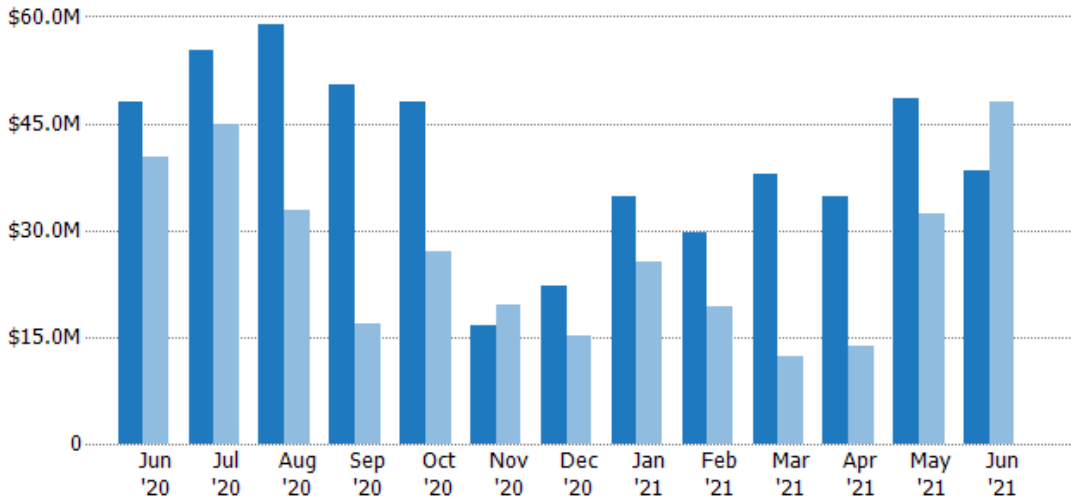
New Listing Volume

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.
Jun '21	\$38.4M	-20%
Jun '20	\$48M	19%
Jun '19	\$40.4M	47.8%



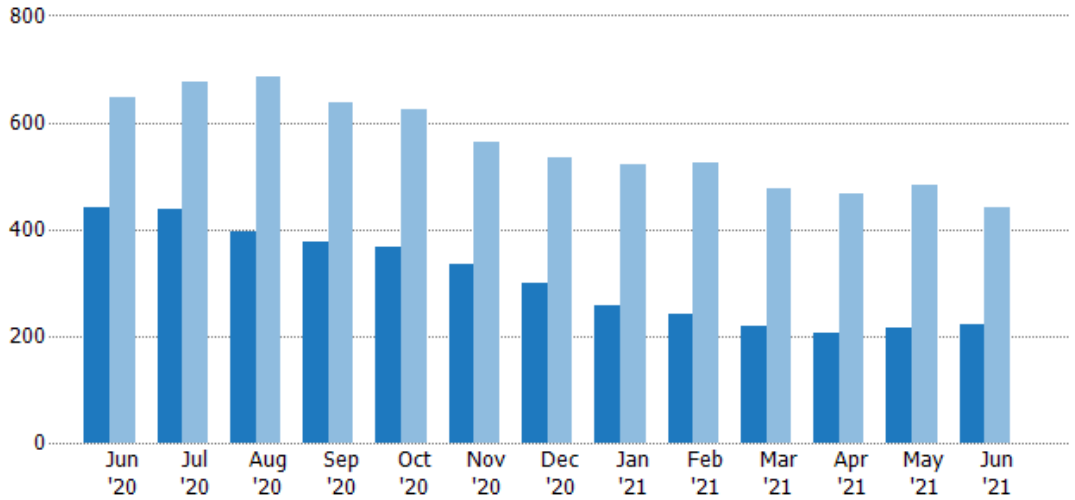
Current Year	\$48M	\$55.2M	\$58.9M	\$50.5M	\$47.9M	\$16.6M	\$22.2M	\$34.9M	\$29.6M	\$37.9M	\$34.7M	\$48.5M	\$38.4M
Prior Year	\$40.4M	\$44.8M	\$32.8M	\$16.8M	\$26.9M	\$19.5M	\$15.3M	\$25.5M	\$19.3M	\$12.3M	\$13.8M	\$32.4M	\$48M
Percent Change from Prior Year	19%	23%	80%	200%	78%	-15%	45%	37%	53%	208%	151%	49%	-20%

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



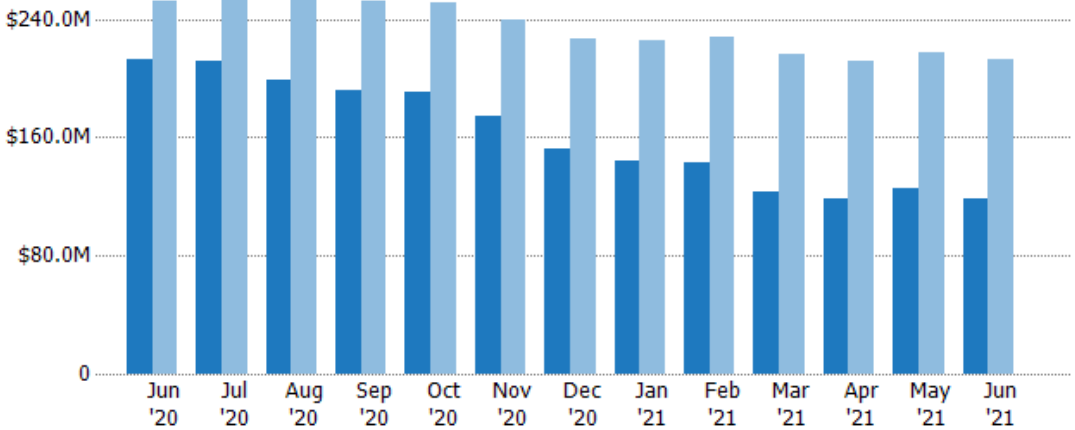
	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21
Current Year	442	436	397	375	366	333	299	258	241	218	207	216	222
Prior Year	646	677	684	638	625	562	533	521	526	477	467	482	442
Percent Change from Prior Year	-32%	-36%	-42%	-41%	-41%	-41%	-44%	-50%	-54%	-54%	-56%	-55%	-50%

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



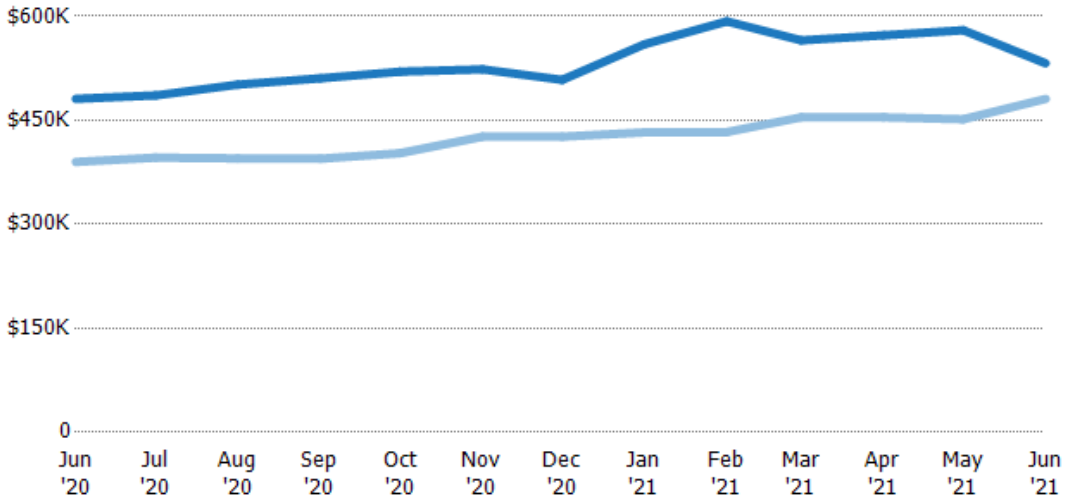
	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21
Current Year	\$213M	\$212M	\$199M	\$191M	\$190M	\$174M	\$152M	\$144M	\$143M	\$123M	\$119M	\$125M	\$118M
Prior Year	\$252M	\$268M	\$270M	\$252M	\$252M	\$240M	\$227M	\$225M	\$228M	\$217M	\$212M	\$218M	\$213M
Percent Change from Prior Year	-16%	-21%	-26%	-24%	-24%	-27%	-33%	-36%	-37%	-43%	-44%	-42%	-44%

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



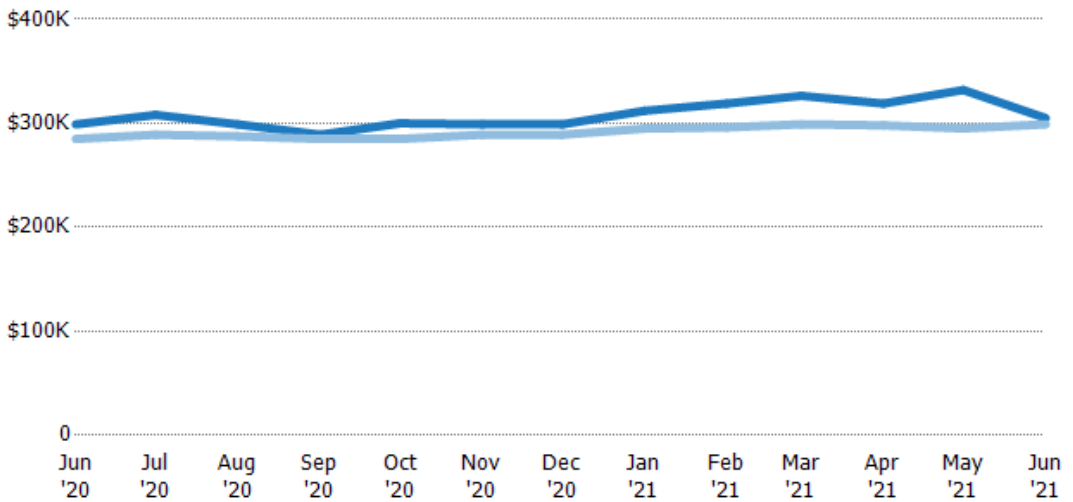
	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21
Current Year	\$481K	\$486K	\$502K	\$511K	\$520K	\$524K	\$508K	\$560K	\$593K	\$565K	\$573K	\$580K	\$532K
Prior Year	\$390K	\$396K	\$395K	\$395K	\$403K	\$426K	\$426K	\$433K	\$433K	\$454K	\$454K	\$451K	\$481K
Percent Change from Prior Year	23%	23%	27%	29%	29%	23%	19%	29%	37%	24%	26%	28%	11%

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



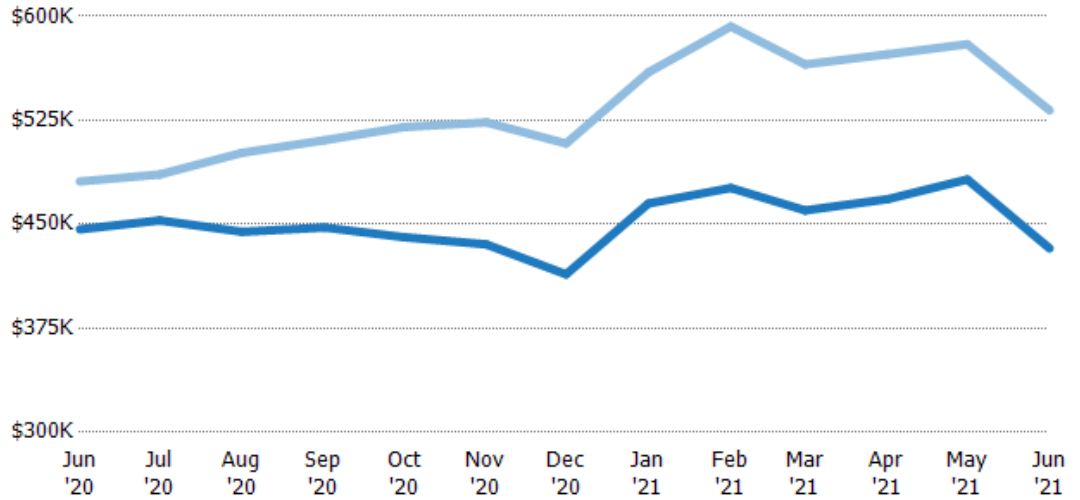
	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21
Current Year	\$299K	\$308K	\$299K	\$289K	\$300K	\$299K	\$299K	\$312K	\$319K	\$326K	\$319K	\$332K	\$305K
Prior Year	\$285K	\$289K	\$287K	\$285K	\$285K	\$289K	\$289K	\$295K	\$296K	\$299K	\$298K	\$295K	\$299K
Percent Change from Prior Year	5%	7%	4%	1%	5%	3%	3%	6%	8%	9%	7%	13%	2%

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



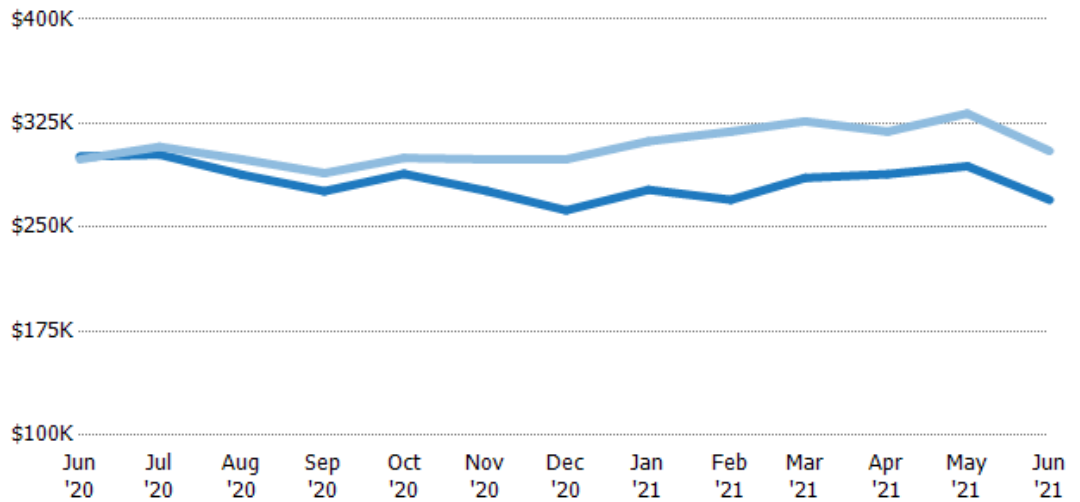
	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21
Avg Est Value	\$446K	\$453K	\$445K	\$448K	\$441K	\$435K	\$414K	\$465K	\$476K	\$460K	\$468K	\$482K	\$433K
Avg Listing Price	\$481K	\$486K	\$502K	\$511K	\$520K	\$524K	\$508K	\$560K	\$593K	\$565K	\$573K	\$580K	\$532K
Avg Listing Price as a % of Avg Est Value	108%	107%	113%	114%	118%	120%	123%	120%	124%	123%	122%	120%	123%

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



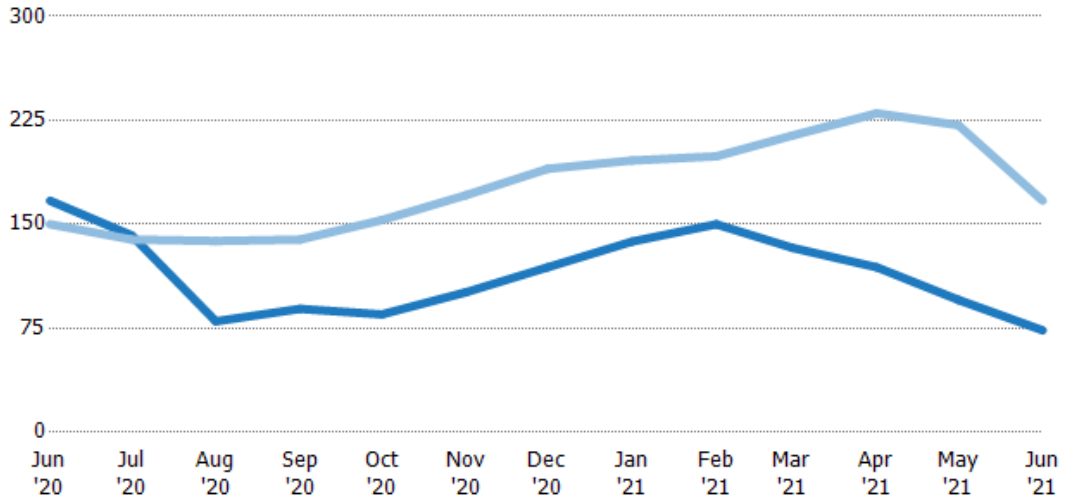
	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21
Median Est Value	\$301K	\$303K	\$288K	\$276K	\$289K	\$276K	\$262K	\$277K	\$270K	\$286K	\$288K	\$294K	\$270K
Median Listing Price	\$299K	\$308K	\$299K	\$289K	\$300K	\$299K	\$299K	\$312K	\$319K	\$326K	\$319K	\$332K	\$305K
Med Listing Price as a % of Med Est Value	99%	102%	104%	105%	104%	108%	114%	113%	118%	114%	111%	113%	113%

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



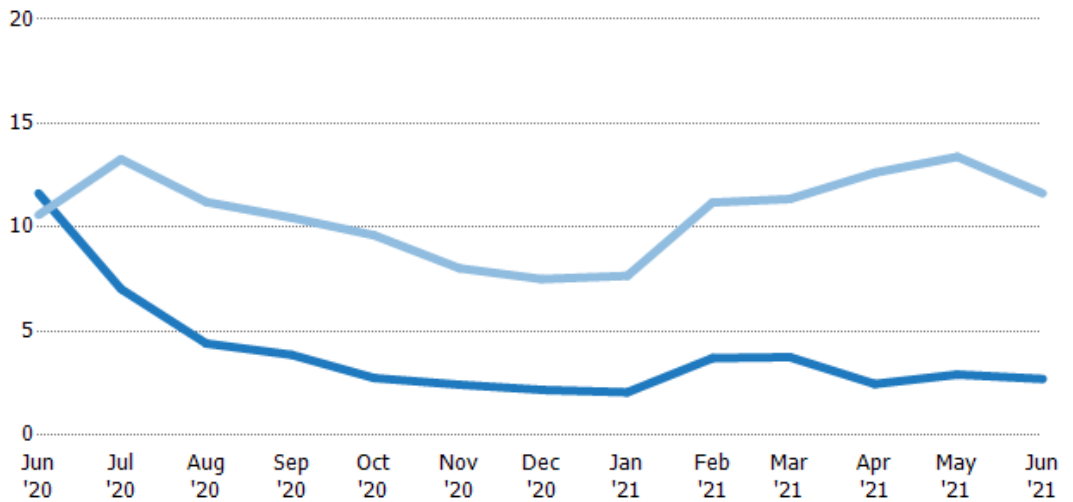
	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21
Current Year	167	142	80	89	85	101	119	138	150	133	119	95.5	73.5
Prior Year	150	139	138	139	153	171	190	196	199	214	230	222	167
Percent Change from Prior Year	11%	2%	-42%	-36%	-44%	-41%	-37%	-30%	-25%	-38%	-48%	-57%	-56%

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



	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	11.6	7.03	4.41	3.87	2.75	2.43	2.18	2.06	3.71	3.76	2.46	2.92	2.71
Prior Year	10.6	13.3	11.2	10.5	9.62	8.03	7.51	7.66	11.2	11.4	12.6	13.4	11.6
Percent Change from Prior Year	10%	-47%	-61%	-63%	-71%	-70%	-71%	-73%	-67%	-67%	-80%	-78%	-77%

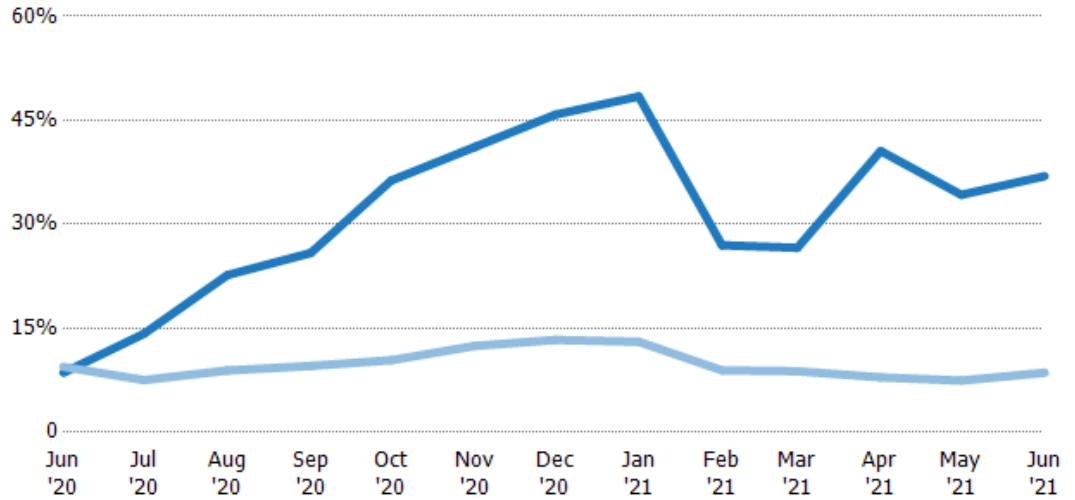
Absorption Rate

The percentage of inventory sold per month.

Filters Used

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

Month/Year	Rate	Chg.
Jun '21	37%	-28.3%
Jun '20	9%	0.8%
Jun '19	9%	-24.9%



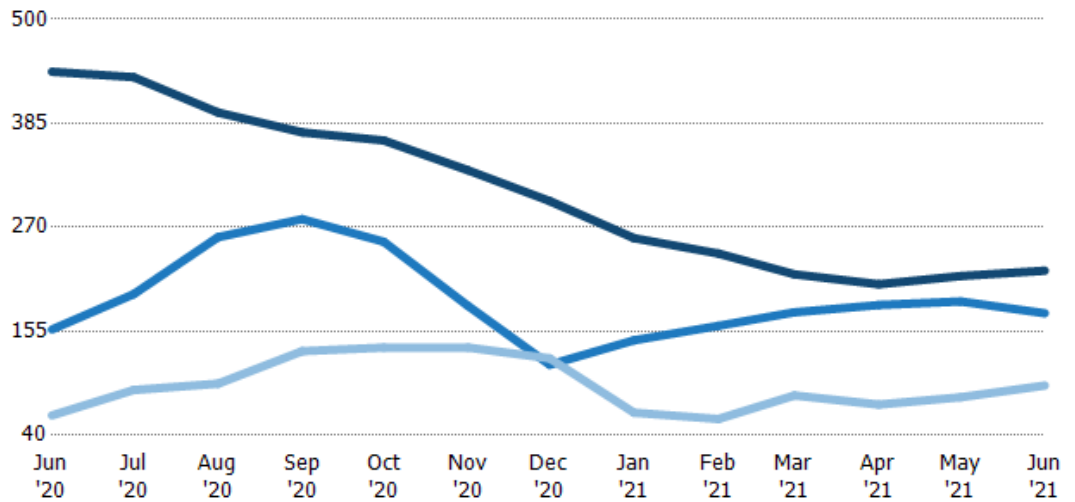
Current Year	9%	14%	23%	26%	36%	41%	46%	48%	27%	27%	41%	34%	37%
Prior Year	9%	8%	9%	10%	10%	12%	13%	13%	9%	9%	8%	7%	9%
Change from Prior Year	1%	-7%	-14%	-16%	-26%	-29%	-32%	-35%	-18%	-18%	-33%	-27%	-28%

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



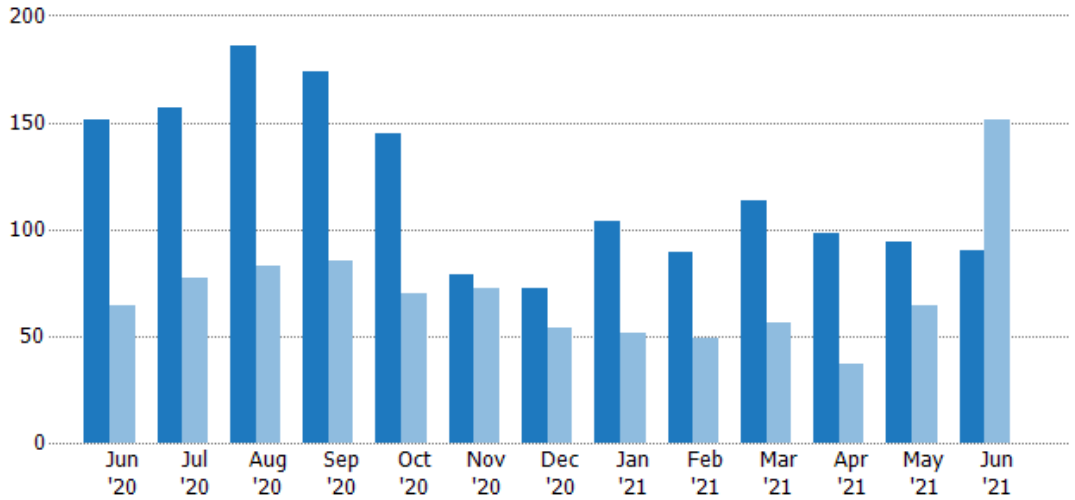
Active	442	436	397	375	366	333	299	258	241	218	207	216	222
Pending	157	196	259	279	254	183	118	145	161	176	184	188	175
Sold	62	90	97	133	137	137	125	65	58	84	74	82	95

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



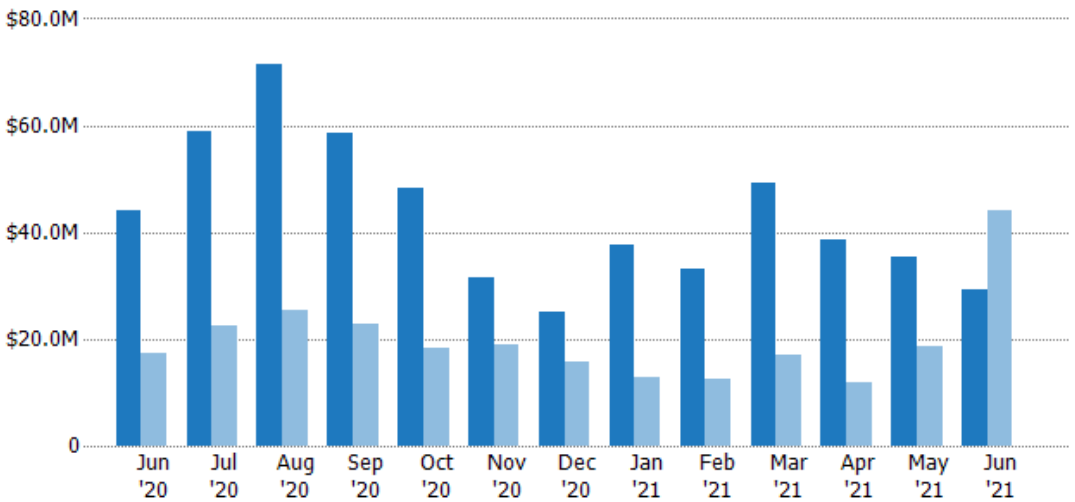
	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21
Current Year	151	157	186	174	145	79	72	104	89	113	98	94	90
Prior Year	64	77	83	85	70	72	54	51	49	56	37	64	151
Percent Change from Prior Year	136%	104%	124%	105%	107%	10%	33%	104%	82%	102%	165%	47%	-40%

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



	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	\$44M	\$59M	\$71.4M	\$58.4M	\$48.2M	\$31.4M	\$25M	\$37.6M	\$33M	\$49.3M	\$38.6M	\$35.4M	\$29.4M
Prior Year	\$17.3M	\$22.4M	\$25.4M	\$22.8M	\$18.4M	\$19M	\$15.7M	\$12.9M	\$12.4M	\$16.9M	\$11.8M	\$18.5M	\$44M
Percent Change from Prior Year	155%	164%	181%	156%	162%	65%	60%	192%	166%	192%	228%	92%	-33%

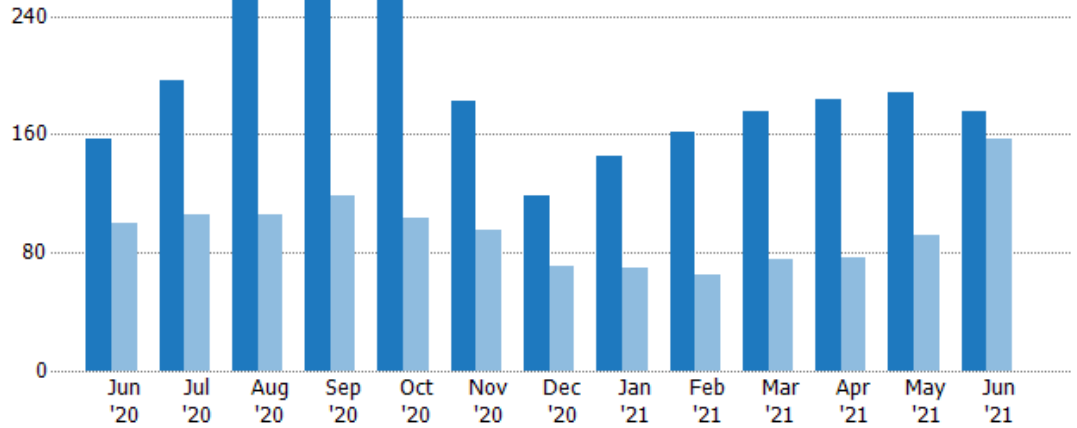
Pending Sales

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.
Jun '21	175	11.5%
Jun '20	157	57%
Jun '19	100	-18%



Current Year	157	196	259	279	254	183	118	145	161	176	184	188	175
Prior Year	100	106	106	118	103	95	71	70	65	75	77	92	157
Percent Change from Prior Year	57%	85%	144%	136%	147%	93%	66%	107%	148%	135%	139%	104%	11%

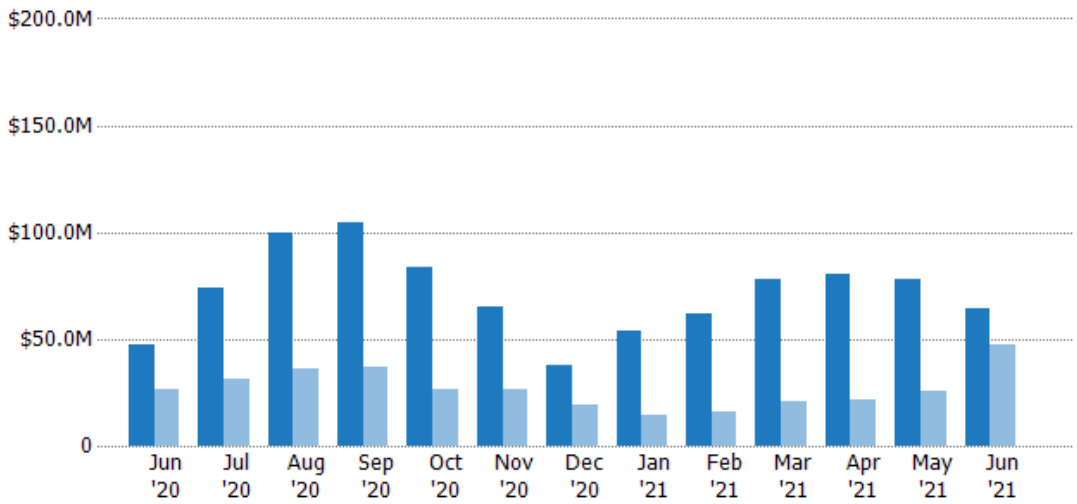
Pending Sales Volume

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.
Jun '21	\$64M	34.6%
Jun '20	\$47.6M	79.2%
Jun '19	\$26.5M	-17.3%



Current Year	\$47.6M	\$73.9M	\$99.3M	\$105M	\$84M	\$64.8M	\$37.7M	\$54.2M	\$62.2M	\$77.9M	\$80.6M	\$78.2M	\$64M
Prior Year	\$26.5M	\$31.2M	\$36.2M	\$37M	\$26.3M	\$26.2M	\$18.8M	\$14.7M	\$15.6M	\$20.8M	\$21.9M	\$25.6M	\$47.6M
Percent Change from Prior Year	79%	137%	174%	183%	219%	147%	100%	268%	299%	275%	268%	206%	35%

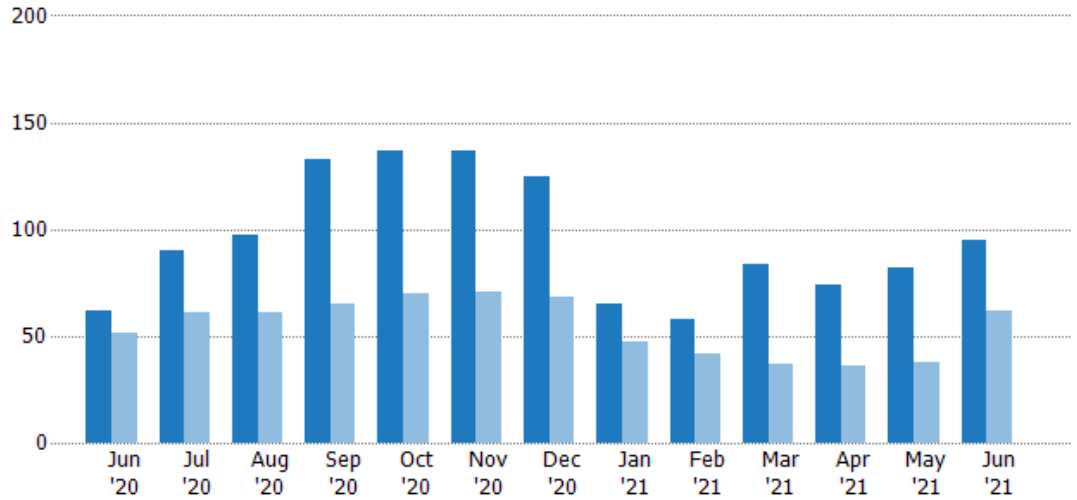
Closed Sales

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.
Jun '21	95	53.2%
Jun '20	62	21.6%
Jun '19	51	17.6%



Current Year	62	90	97	133	137	137	125	65	58	84	74	82	95
Prior Year	51	61	61	65	70	71	68	47	42	37	36	38	62
Percent Change from Prior Year	22%	48%	59%	105%	96%	93%	84%	38%	38%	127%	106%	116%	53%

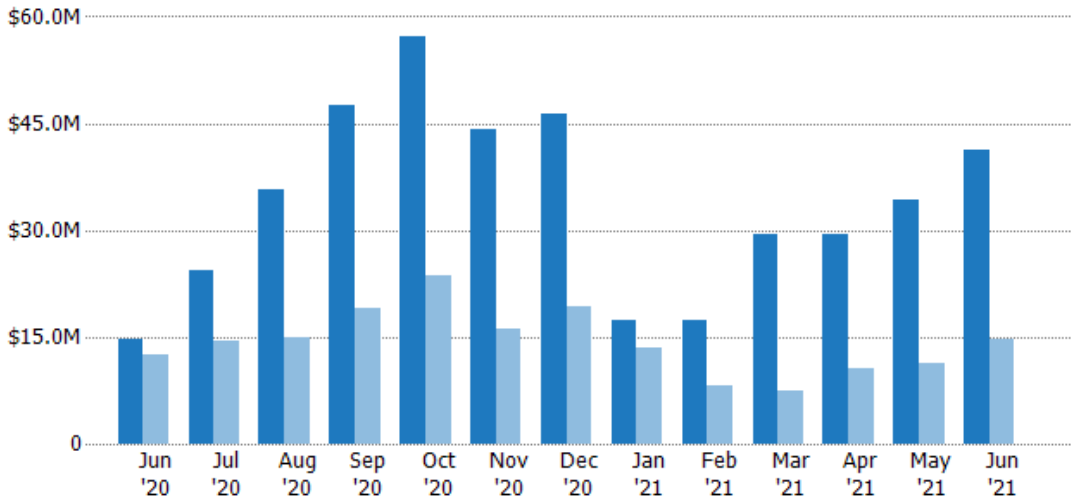
Closed Sales Volume

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.
Jun '21	\$41.3M	182%
Jun '20	\$14.7M	17%
Jun '19	\$12.5M	33%



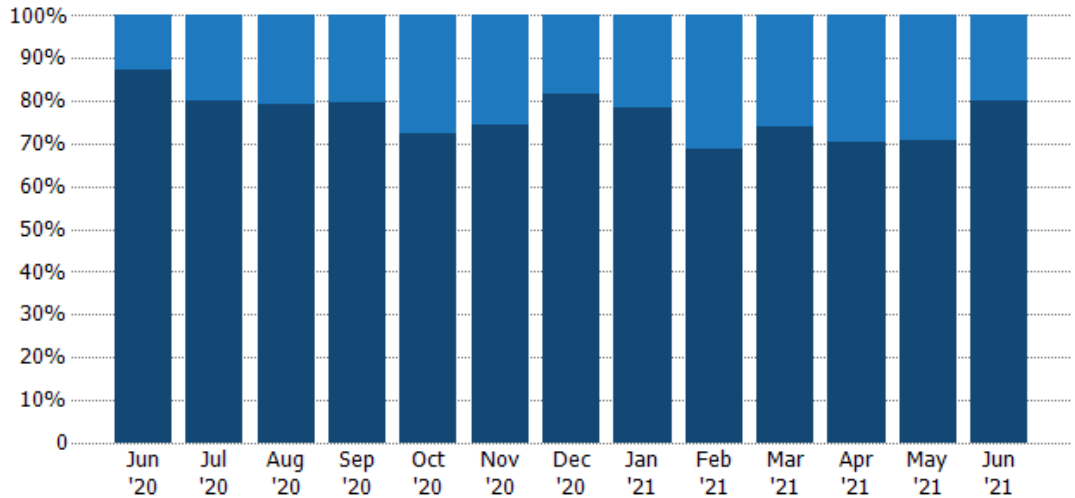
Current Year	\$14.7M	\$24.3M	\$35.8M	\$47.6M	\$57.2M	\$44.2M	\$46.3M	\$17.4M	\$17.3M	\$29.4M	\$29.4M	\$34.3M	\$41.3M
Prior Year	\$12.5M	\$14.4M	\$14.9M	\$19.1M	\$23.6M	\$16.1M	\$19.2M	\$13.5M	\$8.12M	\$7.41M	\$10.7M	\$11.4M	\$14.7M
Percent Change from Prior Year	17%	69%	140%	150%	142%	175%	142%	29%	113%	297%	174%	201%	182%

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	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	13%	20%	21%	20%	28%	26%	18%	22%	31%	26%	30%	29%	20%
Single Family Residence	87%	80%	79%	80%	72%	74%	82%	78%	69%	74%	70%	71%	80%

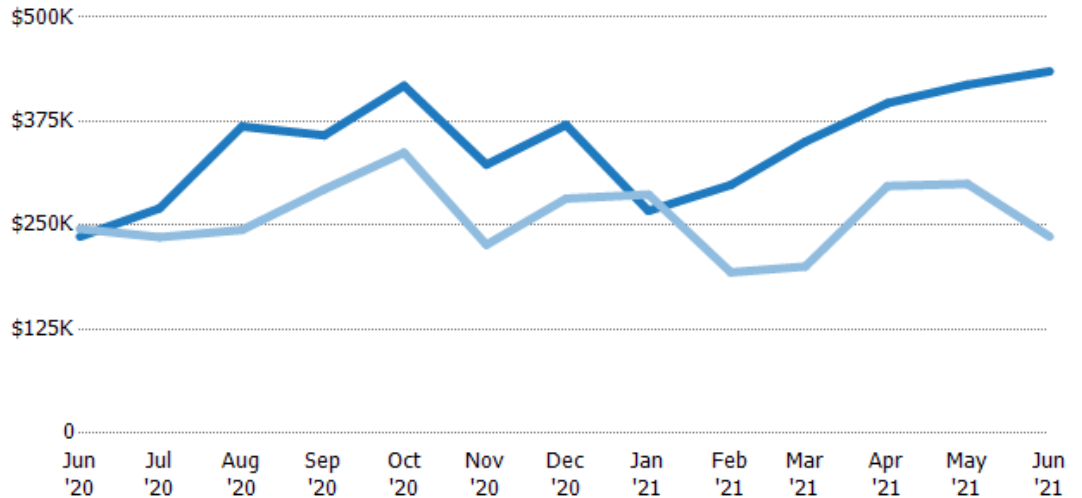
Average Sales Price

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.
Jun '21	\$435K	84%
Jun '20	\$236K	-3.8%
Jun '19	\$246K	13%



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	\$236K	\$270K	\$369K	\$358K	\$418K	\$323K	\$371K	\$267K	\$298K	\$350K	\$397K	\$419K	\$435K
Prior Year	\$246K	\$236K	\$244K	\$293K	\$337K	\$227K	\$282K	\$287K	\$193K	\$200K	\$297K	\$300K	\$236K
Percent Change from Prior Year	-4%	15%	51%	22%	24%	43%	31%	-7%	54%	75%	34%	40%	84%

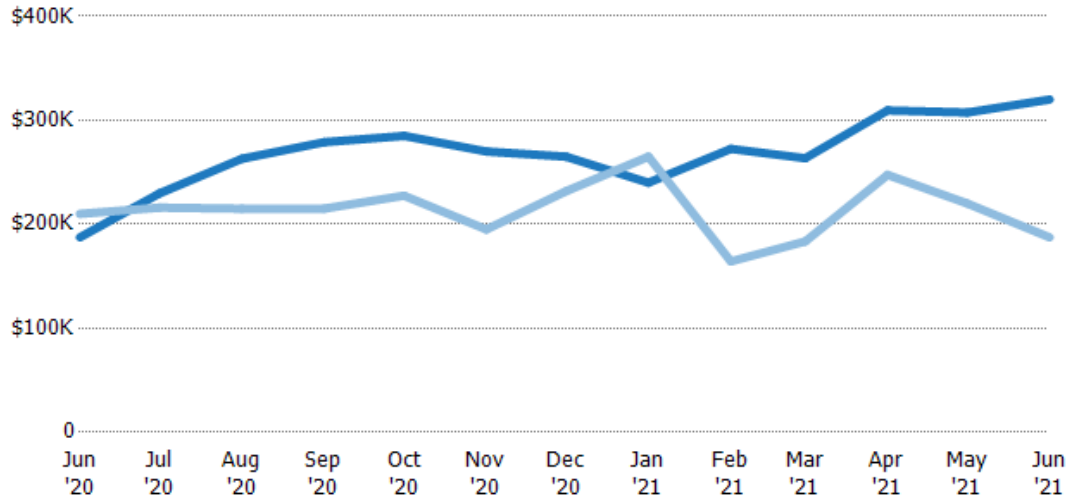
Median Sales Price

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.
Jun '21	\$320K	70.7%
Jun '20	\$187K	-10.7%
Jun '19	\$210K	20.7%



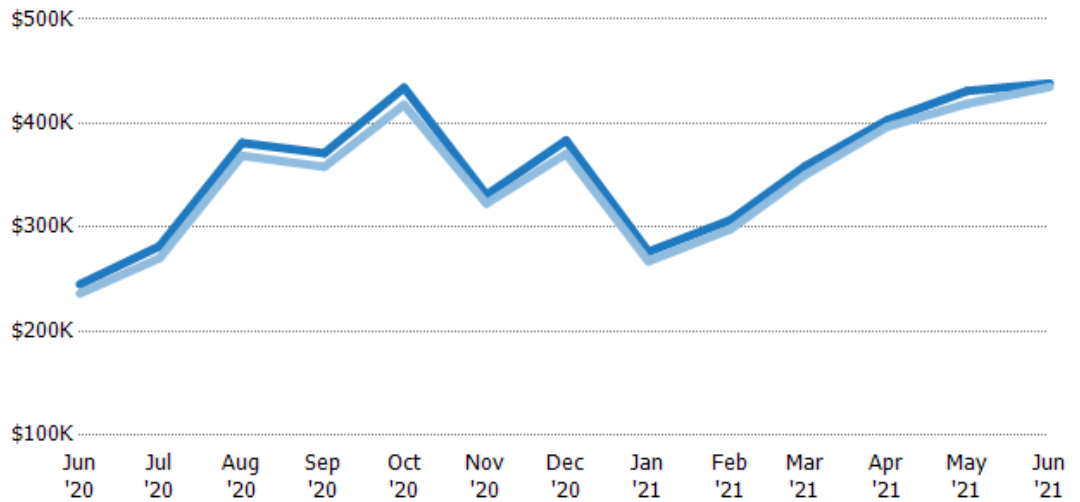
Current Year	\$187K	\$230K	\$263K	\$279K	\$285K	\$270K	\$265K	\$240K	\$273K	\$264K	\$310K	\$308K	\$320K
Prior Year	\$210K	\$216K	\$215K	\$215K	\$228K	\$195K	\$232K	\$265K	\$164K	\$184K	\$248K	\$220K	\$187K
Percent Change from Prior Year	-11%	6%	22%	30%	25%	38%	14%	-9%	66%	44%	25%	40%	71%

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



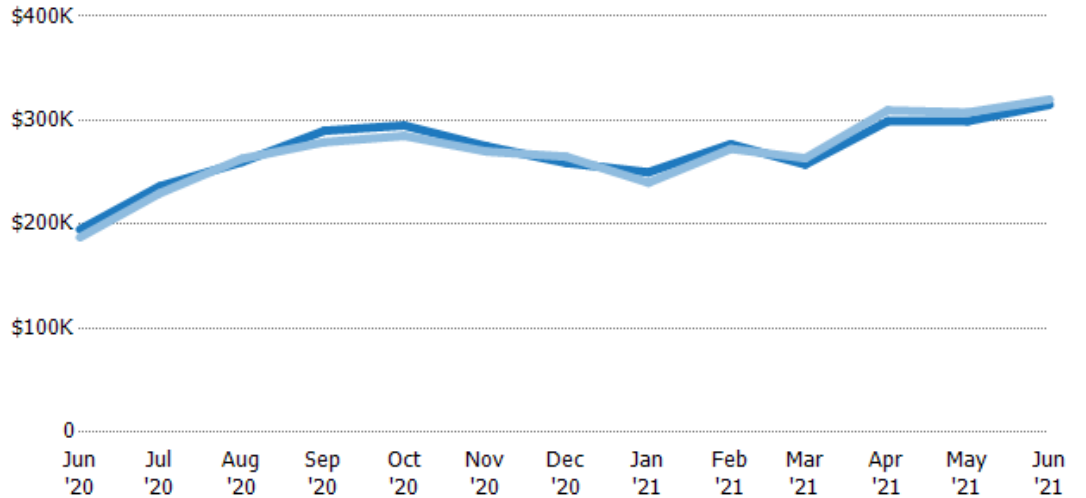
Avg List Price	\$245K	\$282K	\$381K	\$371K	\$434K	\$331K	\$384K	\$277K	\$307K	\$359K	\$403K	\$431K	\$438K
Avg Sales Price	\$236K	\$270K	\$369K	\$358K	\$418K	\$323K	\$371K	\$267K	\$298K	\$350K	\$397K	\$419K	\$435K
Avg Sales Price as a % of Avg List Price	96%	96%	97%	96%	96%	98%	97%	97%	97%	98%	98%	97%	99%

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

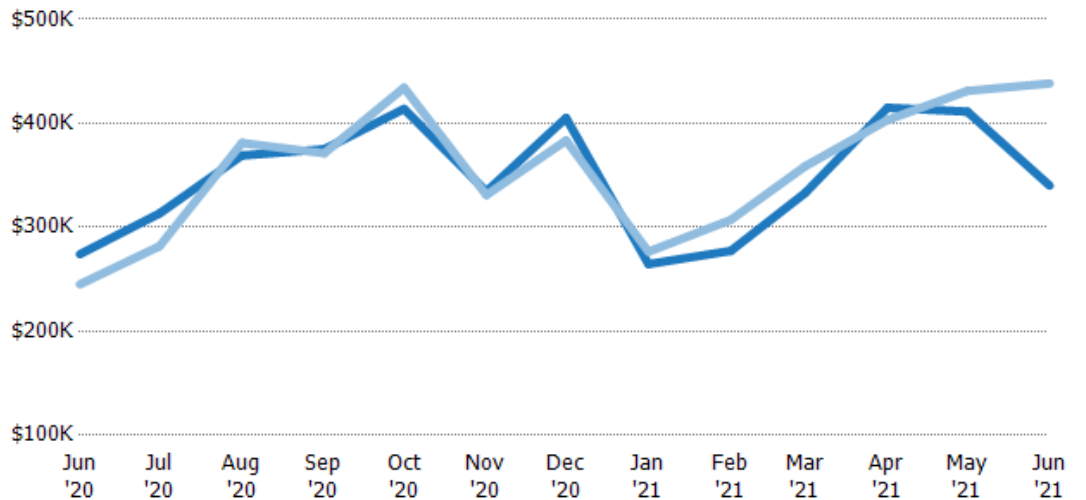


Average Sales Price vs Average Est Value

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



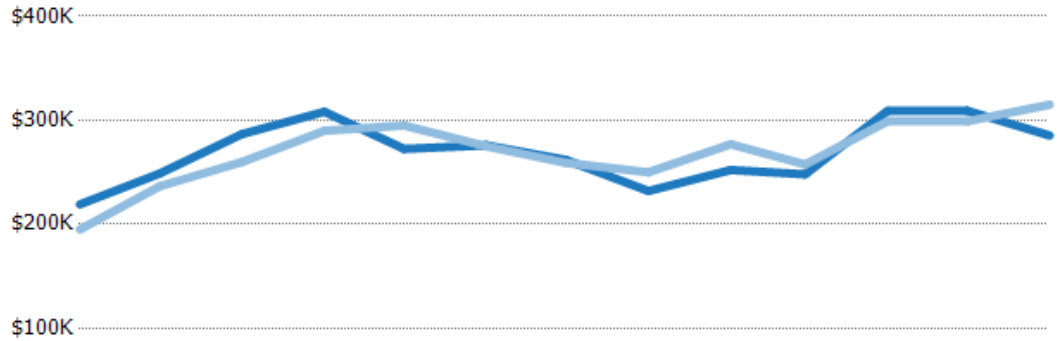
Month	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21
Avg Est Value	\$274K	\$313K	\$369K	\$375K	\$414K	\$334K	\$405K	\$265K	\$277K	\$333K	\$415K	\$411K	\$340K
Avg Sales Price	\$245K	\$282K	\$381K	\$371K	\$434K	\$331K	\$384K	\$277K	\$307K	\$359K	\$403K	\$431K	\$438K
Avg Sales Price as a % of Avg Est Value	89%	90%	103%	99%	105%	99%	95%	104%	111%	108%	97%	105%	129%

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



	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	\$219K	\$249K	\$287K	\$308K	\$273K	\$276K	\$262K	\$232K	\$252K	\$248K	\$309K	\$309K	\$285K
Median Sales Price	\$195K	\$237K	\$260K	\$290K	\$295K	\$275K	\$259K	\$250K	\$277K	\$258K	\$299K	\$299K	\$315K
Med Sales Price as a % of Med Est Value	89%	95%	91%	94%	108%	100%	99%	108%	110%	104%	97%	97%	110%