

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	Jul 2021	Jul 2020	+ / -	YTD 2021	YTD 2020	+ / -
Listing Activity Charts Metrics						
New Listing Count	25	24	+4.2%	133	145	-8.3%
New Listing Volume	\$12,701,390	\$9,459,699	+34.3%	\$66,044,674	\$57,123,693	+15.6%
Active Listing Count	—	52	—	N/A	N/A	
Active Listing Volume	—	\$28,797,098	—	N/A	N/A	
Average Listing Price	—	\$553,790	—	\$687,621	\$545,739	+26%
Median Listing Price	—	\$414,900	—	\$445,191	\$407,618	+9.2%
Median Days in RPR	—	107.5	—	103.29	105.93	-2.5%
Months of Inventory	—	2.2	-100%	1.5	3.2	-52.5%
Absorption Rate	—	46.15%	—	64.89%	30.83%	+34.1%
Sales Activity Charts Metrics						
New Pending Sales Count	24	22	+9.1%	122	151	-19.2%
New Pending Sales Volume	\$11,241,884	\$10,534,270	+6.7%	\$58,039,793	\$57,202,813	+1.5%
Pending Sales Count	—	38	—	N/A	N/A	
Pending Sales Volume	—	\$16,415,548	—	N/A	N/A	
Closed Sales Count	18	26	-30.8%	97	122	-20.5%
Closed Sales Volume	\$10,325,900	\$10,112,453	+2.1%	\$43,177,841	\$43,882,374	-1.6%
Average Sales Price	\$573,661	\$388,941	+47.5%	\$445,132	\$359,692	+23.8%
Median Sales Price	\$390,500	\$375,450	+4%	\$391,029	\$339,333	+15.2%

New Listings

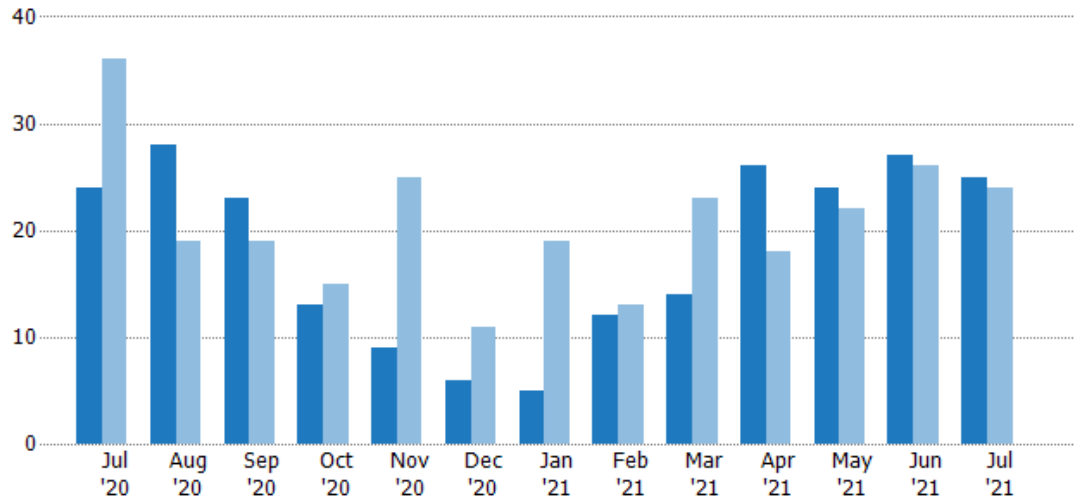
The number of new residential listings that were added each month.

Filters Used

ZIP: Colchester, VT 05439,
Colchester, VT 05446, Colchester,
VT 05449

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

Month/ Year	Count	% Chg.
Jul '21	25	4.2%
Jul '20	24	-33.3%
Jul '19	36	-36.1%



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

New Listing Volume

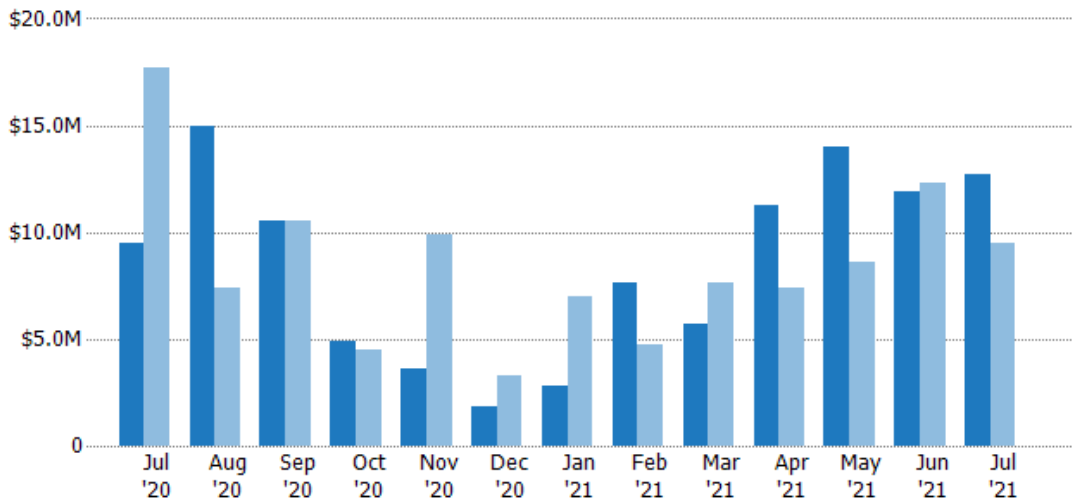
The sum of the listing price of residential listings that were added each month.

Filters Used

ZIP: Colchester, VT 05439,
Colchester, VT 05446, Colchester,
VT 05449

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

Month/ Year	Volume	% Chg.
Jul '21	\$12.7M	34.3%
Jul '20	\$9.46M	-46.7%
Jul '19	\$17.7M	-51.4%



Current Year	\$9.46M	\$15M	\$10.6M	\$4.89M	\$3.57M	\$1.85M	\$2.81M	\$7.62M	\$5.74M	\$11.3M	\$14M	\$11.9M	\$12.7M
Prior Year	\$17.7M	\$7.39M	\$10.5M	\$4.5M	\$9.93M	\$3.31M	\$6.96M	\$4.74M	\$7.6M	\$7.41M	\$8.62M	\$12.3M	\$9.46M
Percent Change from Prior Year	-47%	103%	1%	9%	-64%	-44%	-60%	61%	-25%	52%	63%	-4%	34%

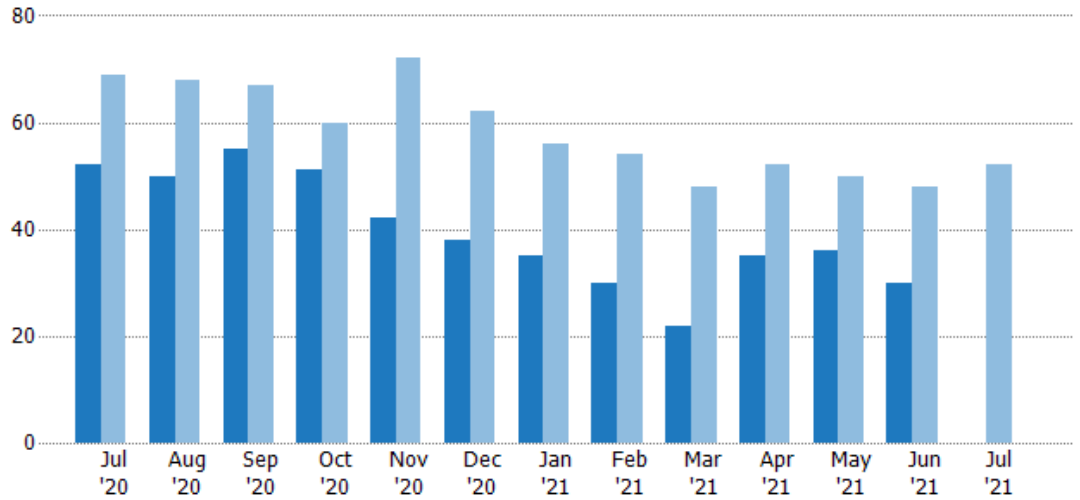
Active Listings

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



Current Year	52	50	55	51	42	38	35	30	22	35	36	30	-
Prior Year	69	68	67	60	72	62	56	54	48	52	50	48	52
Percent Change from Prior Year	-25%	-26%	-18%	-15%	-42%	-39%	-38%	-44%	-54%	-33%	-28%	-38%	-100%

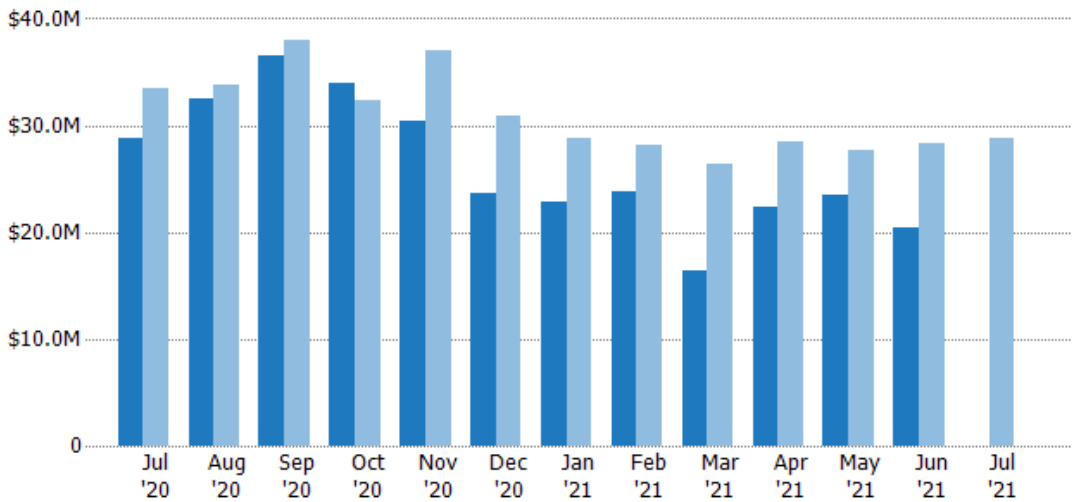
Active Listing Volume

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



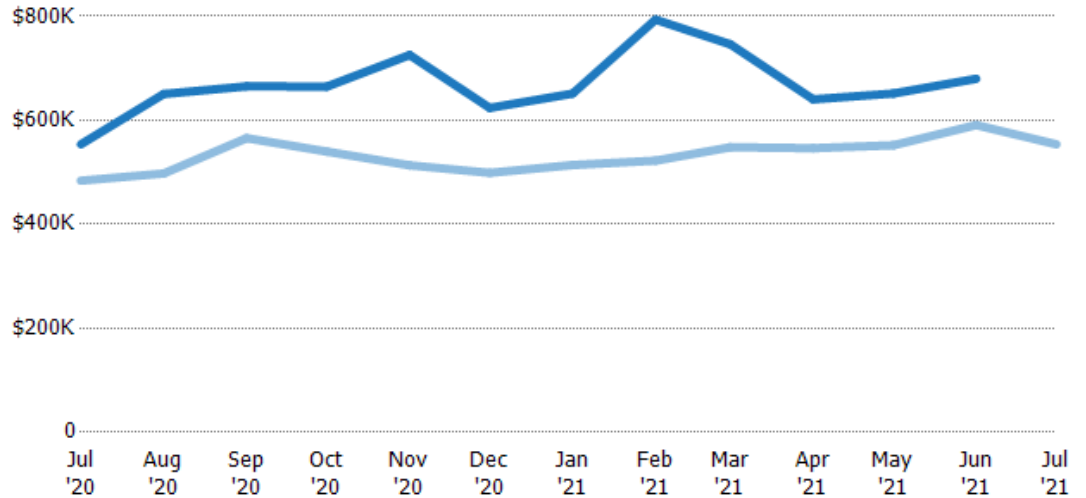
Current Year	\$28.8M	\$32.5M	\$36.6M	\$33.9M	\$30.5M	\$23.7M	\$22.8M	\$23.8M	\$16.4M	\$22.4M	\$23.5M	\$20.4M	-
Prior Year	\$33.4M	\$33.8M	\$37.9M	\$32.4M	\$37M	\$30.9M	\$28.8M	\$28.2M	\$26.3M	\$28.4M	\$27.6M	\$28.4M	\$28.8M
Percent Change from Prior Year	-14%	-4%	-3%	5%	-18%	-23%	-21%	-16%	-38%	-21%	-15%	-28%	-100%

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



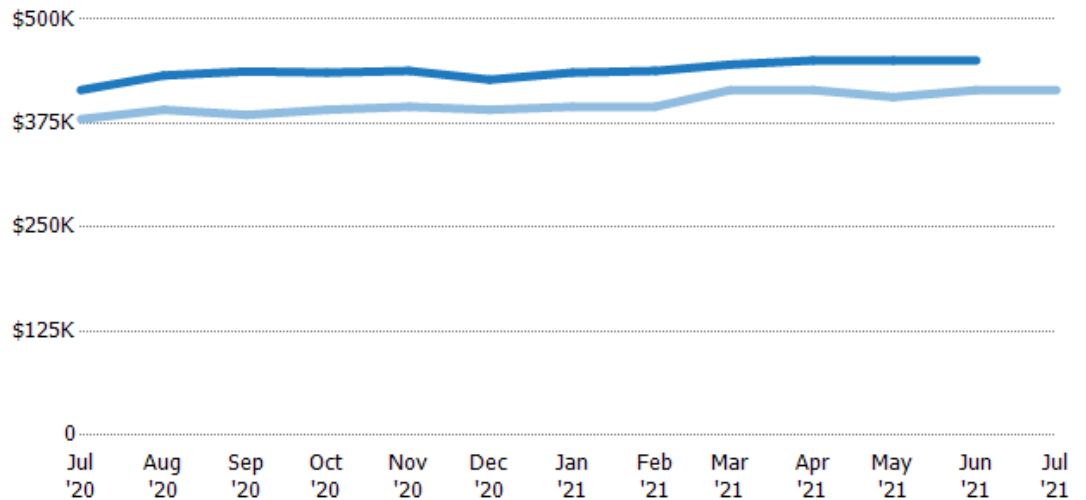
Current Year	\$554K	\$651K	\$665K	\$665K	\$726K	\$624K	\$651K	\$794K	\$746K	\$640K	\$651K	\$680K	-
Prior Year	\$484K	\$498K	\$566K	\$540K	\$513K	\$499K	\$514K	\$522K	\$548K	\$546K	\$552K	\$591K	\$554K
Percent Change from Prior Year	14%	31%	18%	23%	41%	25%	27%	52%	36%	17%	18%	15%	-100%

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



Current Year	\$415K	\$432K	\$437K	\$436K	\$438K	\$427K	\$436K	\$438K	\$445K	\$450K	\$450K	\$450K	-
Prior Year	\$380K	\$391K	\$385K	\$391K	\$395K	\$391K	\$395K	\$395K	\$415K	\$415K	\$406K	\$415K	\$415K
Percent Change from Prior Year	9%	11%	14%	11%	11%	9%	10%	11%	7%	9%	11%	9%	-100%

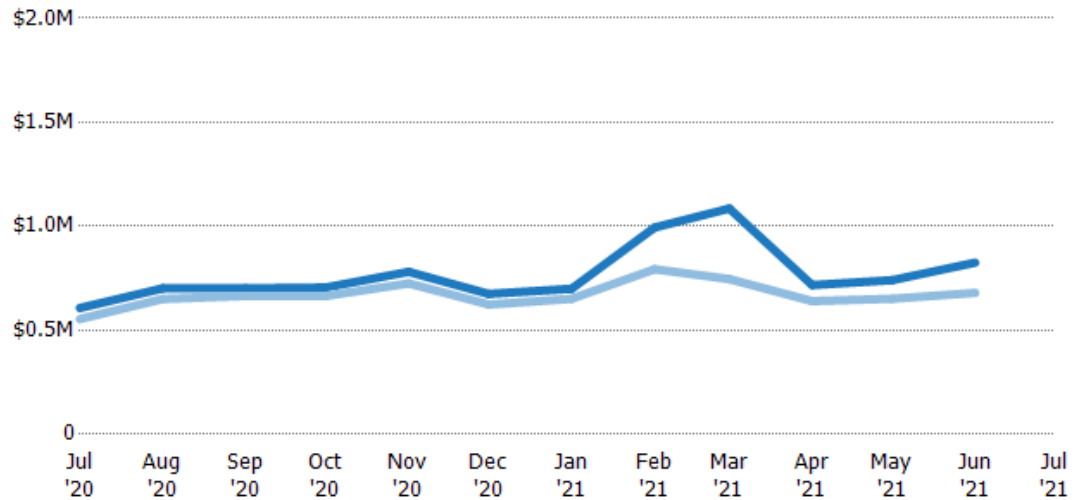
Average Listing Price vs Average Est Value

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



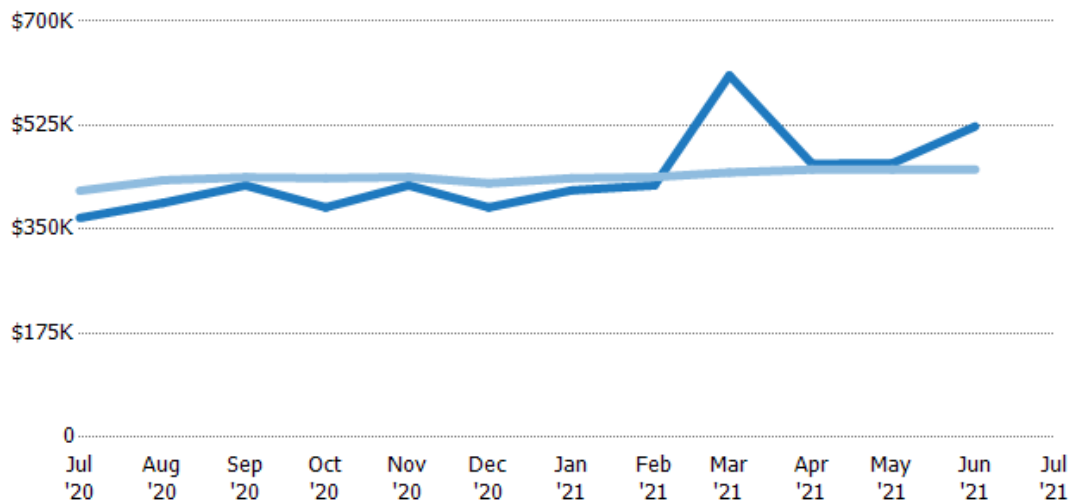
Median Listing Price vs Median Est Value

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



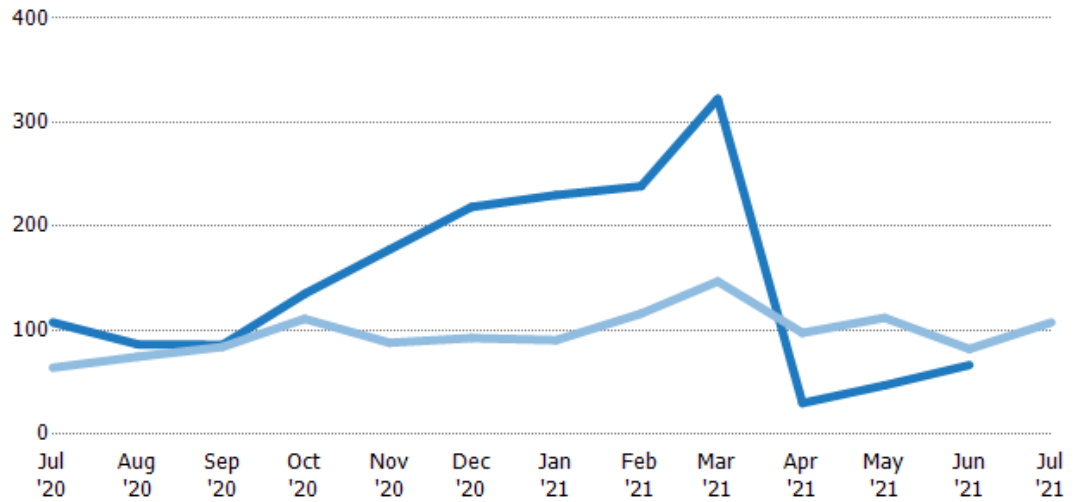
Median Days in RPR

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



Current Year	108	86.5	86	135	178	219	230	239	323	30	47	66.5	-
Prior Year	64	74.5	84	111	88	92.5	90.5	116	147	97.5	112	82	108
Percent Change from Prior Year	68%	16%	2%	22%	102%	136%	154%	106%	119%	-69%	-58%	-19%	-100%

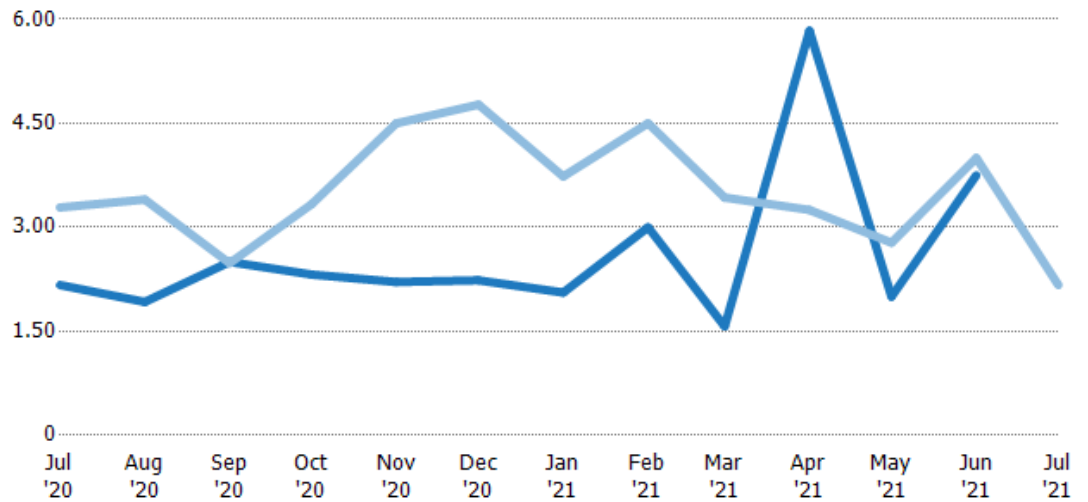
Months of Inventory

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



Current Year	2.17	1.92	2.5	2.32	2.21	2.24	2.06	3	1.57	5.83	2	3.75	-
Prior Year	3.29	3.4	2.48	3.33	4.5	4.77	3.73	4.5	3.43	3.25	2.78	4	2.17
Percent Change from Prior Year	-34%	-43%	1%	-30%	-51%	-53%	-45%	-33%	-54%	79%	-28%	-6%	-100%

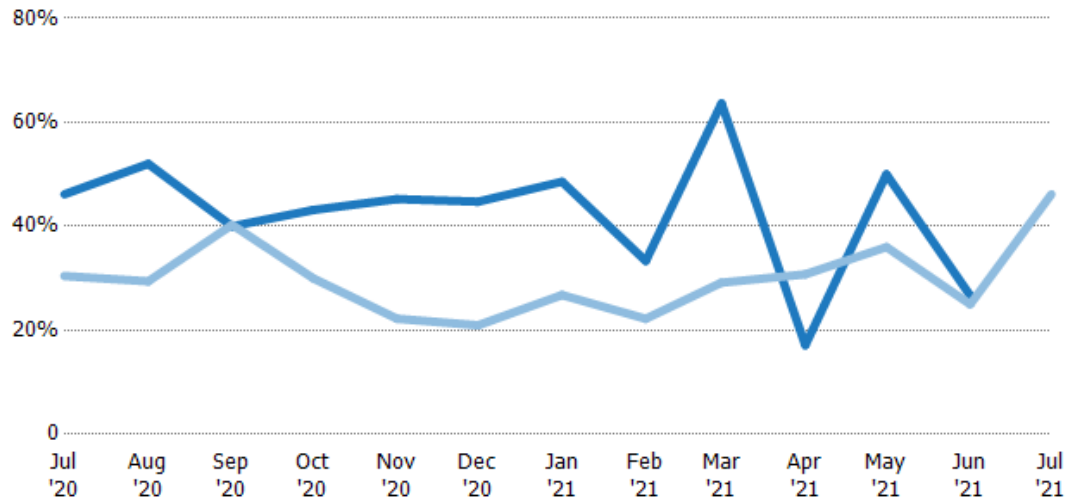
Absorption Rate

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



Current Year	46%	52%	40%	43%	45%	45%	49%	33%	64%	17%	50%	27%	-
Prior Year	30%	29%	40%	30%	22%	21%	27%	22%	29%	31%	36%	25%	46%
Change from Prior Year	-16%	-23%	0%	-13%	-23%	-24%	-22%	-11%	-34%	14%	-14%	-2%	46%

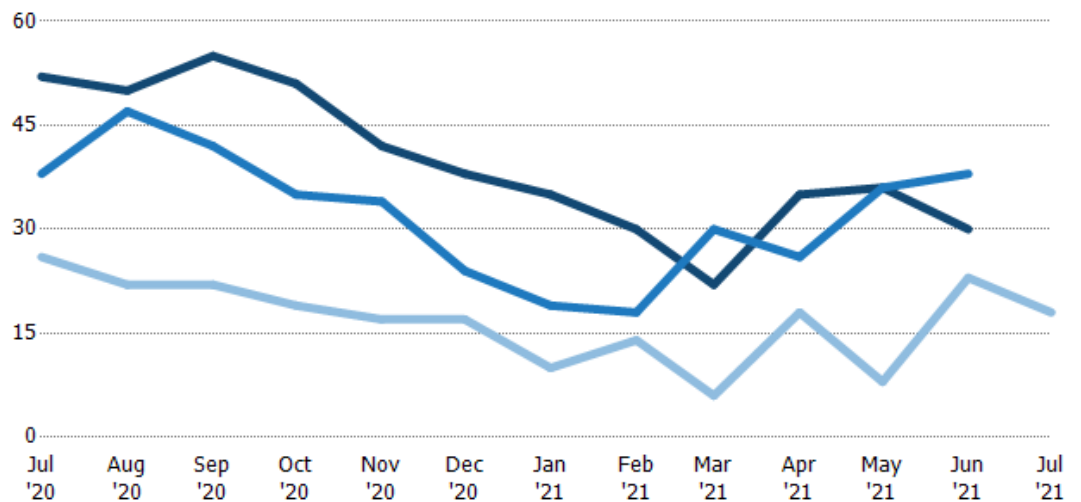
Active/Pending/Sold Units

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



Active	52	50	55	51	42	38	35	30	22	35	36	30	-
Pending	38	47	42	35	34	24	19	18	30	26	36	38	-
Sold	26	22	22	19	17	17	10	14	6	18	8	23	18

New Pending Sales

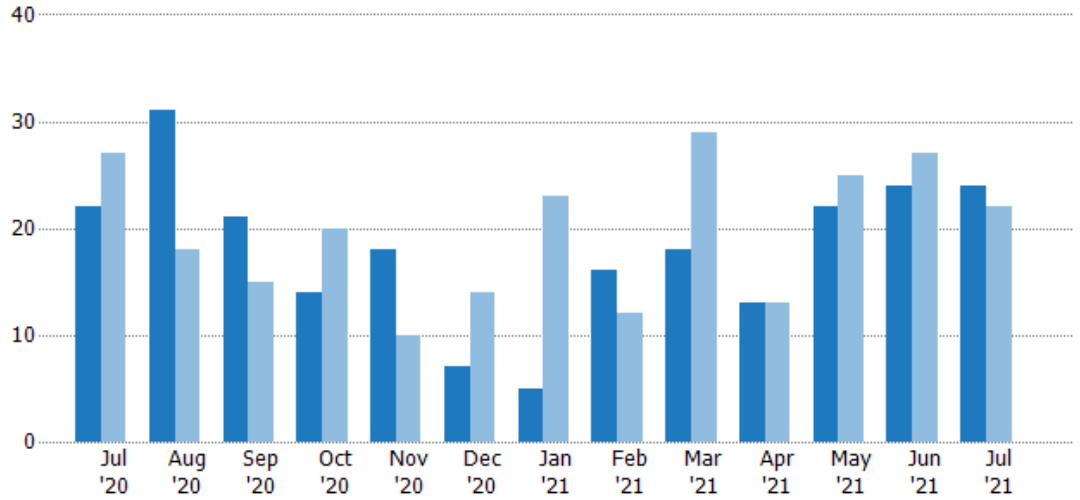
The number of residential properties with accepted offers that were added each month.

Filters Used

ZIP: Colchester, VT 05439,
Colchester, VT 05446, Colchester,
VT 05449

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

Month/ Year	Count	% Chg.
Jul '21	24	9.1%
Jul '20	22	-18.5%
Jul '19	27	-40.7%



Current Year	22	31	21	14	18	7	5	16	18	13	22	24	24
Prior Year	27	18	15	20	10	14	23	12	29	13	25	27	22
Percent Change from Prior Year	-19%	72%	40%	-30%	80%	-50%	-78%	33%	-38%	0%	-12%	-11%	9%

New Pending Sales Volume

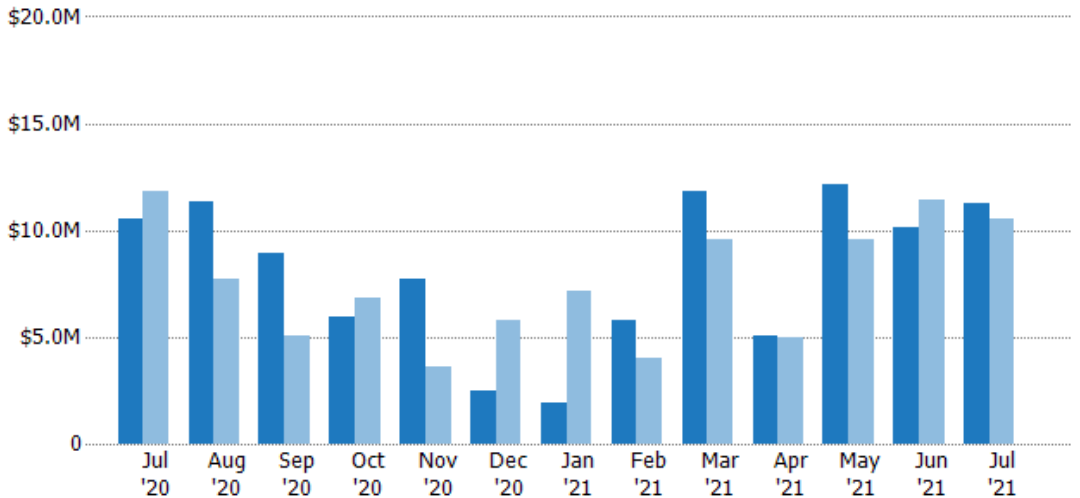
The sum of the sales price of residential properties with accepted offers that were added each month.

Filters Used

ZIP: Colchester, VT 05439,
Colchester, VT 05446, Colchester,
VT 05449

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

Month/ Year	Volume	% Chg.
Jul '21	\$11.2M	6.7%
Jul '20	\$10.5M	-10.8%
Jul '19	\$11.8M	-49.2%



Current Year	\$10.5M	\$11.3M	\$8.93M	\$5.98M	\$7.71M	\$2.48M	\$1.91M	\$5.77M	\$11.8M	\$5.03M	\$12.1M	\$10.1M	\$11.2M
Prior Year	\$11.8M	\$7.71M	\$5.04M	\$6.8M	\$3.65M	\$5.81M	\$7.13M	\$4.03M	\$9.6M	\$4.94M	\$9.57M	\$11.4M	\$10.5M
Percent Change from Prior Year	-11%	47%	77%	-12%	112%	-57%	-73%	43%	23%	2%	27%	-11%	7%

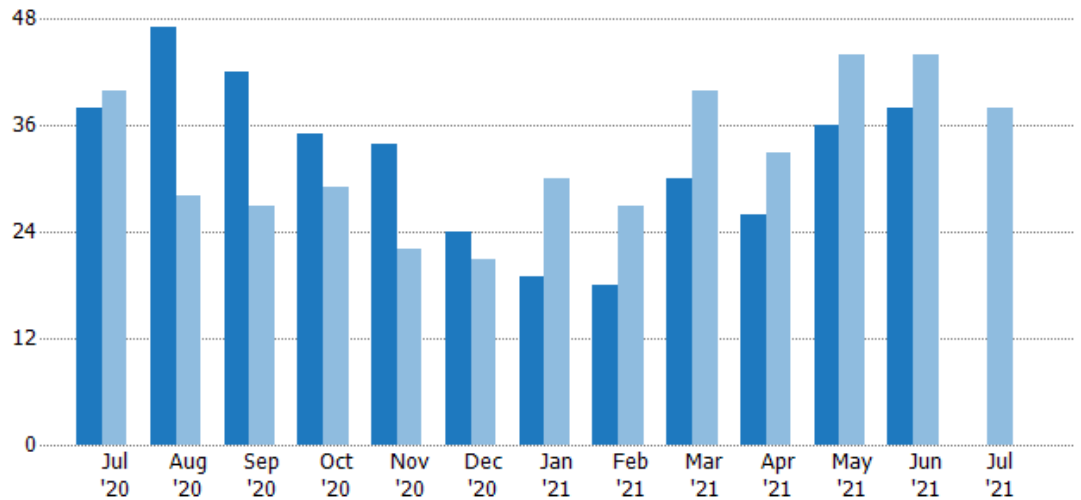
Pending Sales

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



Current Year	38	47	42	35	34	24	19	18	30	26	36	38	-
Prior Year	40	28	27	29	22	21	30	27	40	33	44	44	38
Percent Change from Prior Year	-5%	68%	56%	21%	55%	14%	-37%	-33%	-25%	-21%	-18%	-14%	-100%

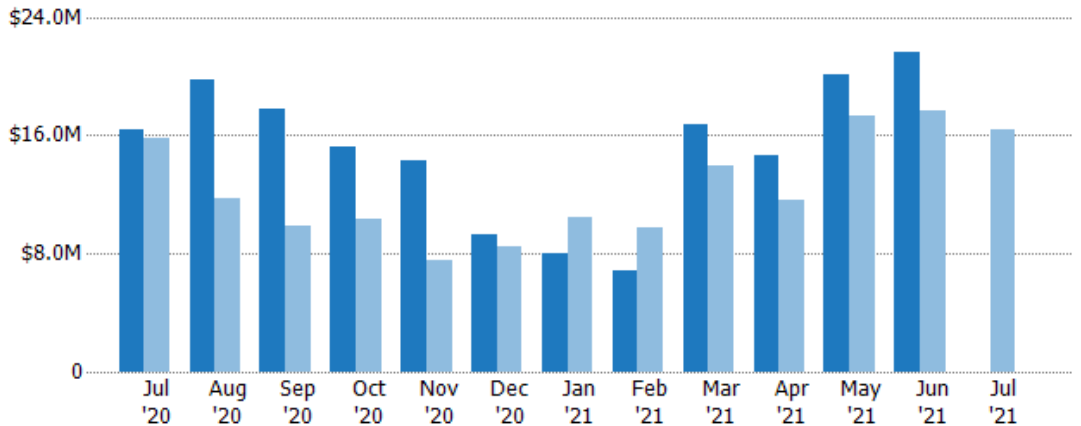
Pending Sales Volume

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



Current Year	\$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	\$15.8M	\$11.8M	\$9.88M	\$10.4M	\$7.56M	\$8.44M	\$10.4M	\$9.7M	\$14M	\$11.6M	\$17.3M	\$17.6M	\$16.4M
Percent Change from Prior Year	4%	68%	80%	46%	89%	10%	-24%	-29%	20%	26%	16%	23%	-100%

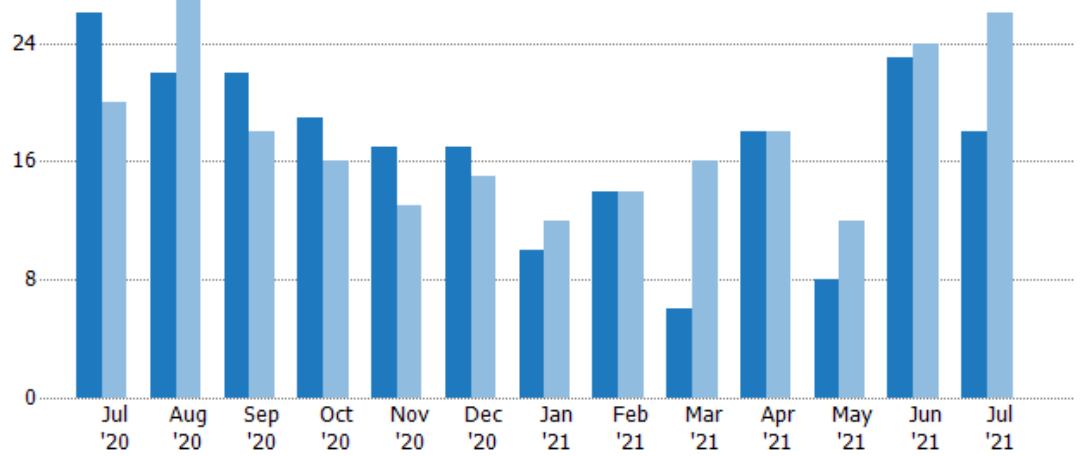
Closed Sales

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



Current Year	26	22	22	19	17	17	10	14	6	18	8	23	18
Prior Year	20	27	18	16	13	15	12	14	16	18	12	24	26
Percent Change from Prior Year	30%	-19%	22%	19%	31%	13%	-17%	0%	-63%	0%	-33%	-4%	-31%

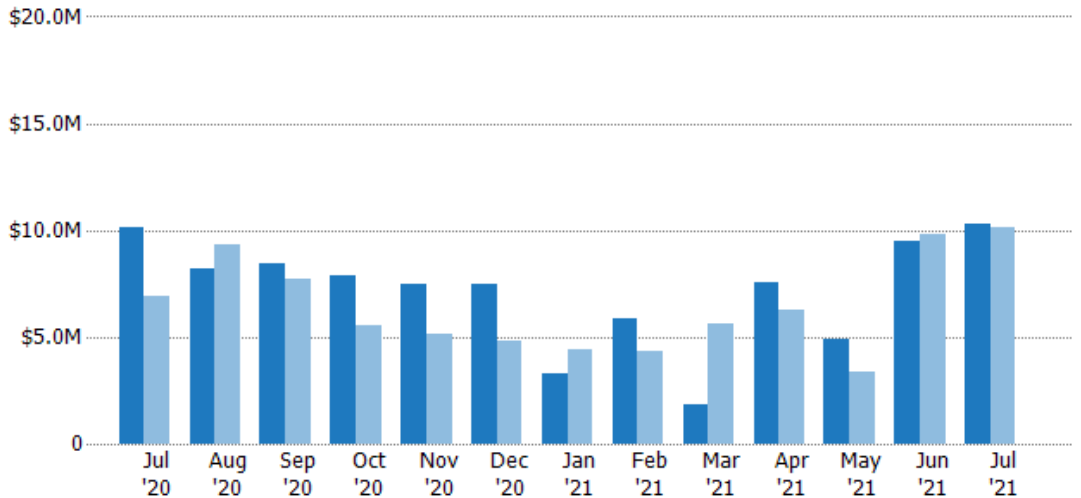
Closed Sales Volume

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



Current Year	\$10.1M	\$8.24M	\$8.43M	\$7.91M	\$7.45M	\$7.5M	\$3.3M	\$5.83M	\$1.83M	\$7.53M	\$4.87M	\$9.49M	\$10.3M
Prior Year	\$6.88M	\$9.37M	\$7.7M	\$5.55M	\$5.17M	\$4.85M	\$4.38M	\$4.32M	\$5.64M	\$6.27M	\$3.38M	\$9.79M	\$10.1M
Percent Change from Prior Year	47%	-12%	10%	43%	44%	55%	-25%	35%	-68%	20%	44%	-3%	2%

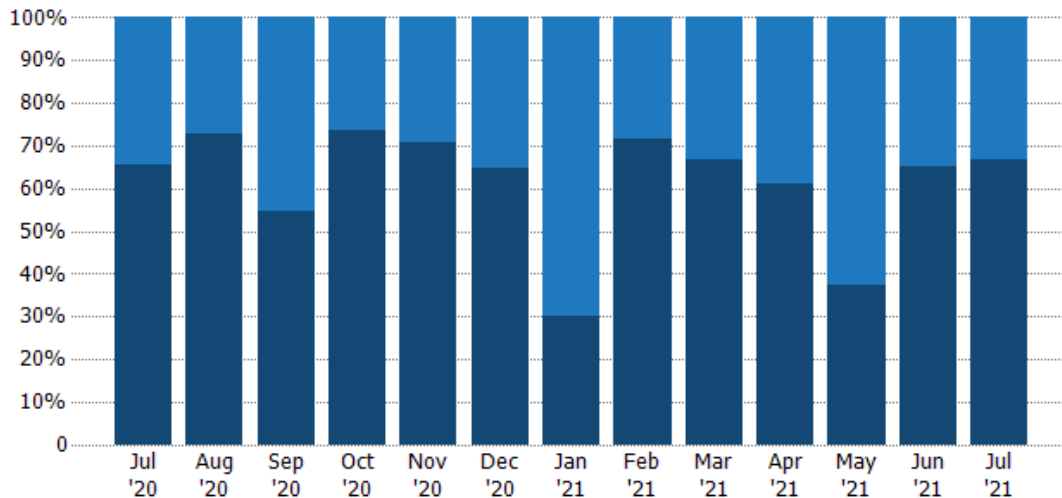
Closed Sales by Property Type

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



Condo/Townhouse	35%	27%	45%	26%	29%	35%	70%	29%	33%	39%	63%	35%	33%
Single Family Residence	65%	73%	55%	74%	71%	65%	30%	71%	67%	61%	38%	65%	67%

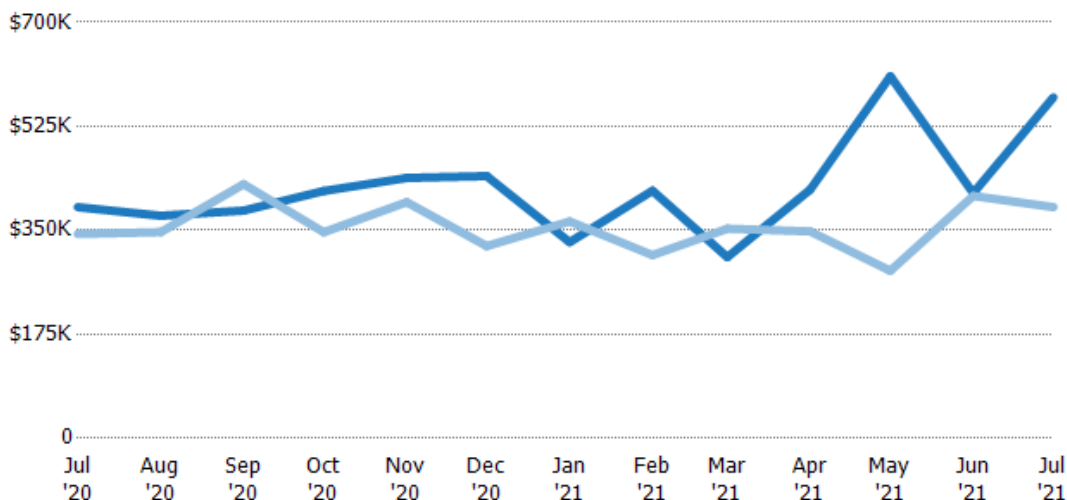
Average Sales Price

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



Current Year	\$389K	\$374K	\$383K	\$416K	\$438K	\$441K	\$330K	\$417K	\$305K	\$418K	\$609K	\$413K	\$574K
Prior Year	\$344K	\$347K	\$428K	\$347K	\$397K	\$323K	\$365K	\$308K	\$353K	\$348K	\$282K	\$408K	\$389K
Percent Change from Prior Year	13%	8%	-10%	20%	10%	36%	-10%	35%	-14%	20%	116%	1%	47%

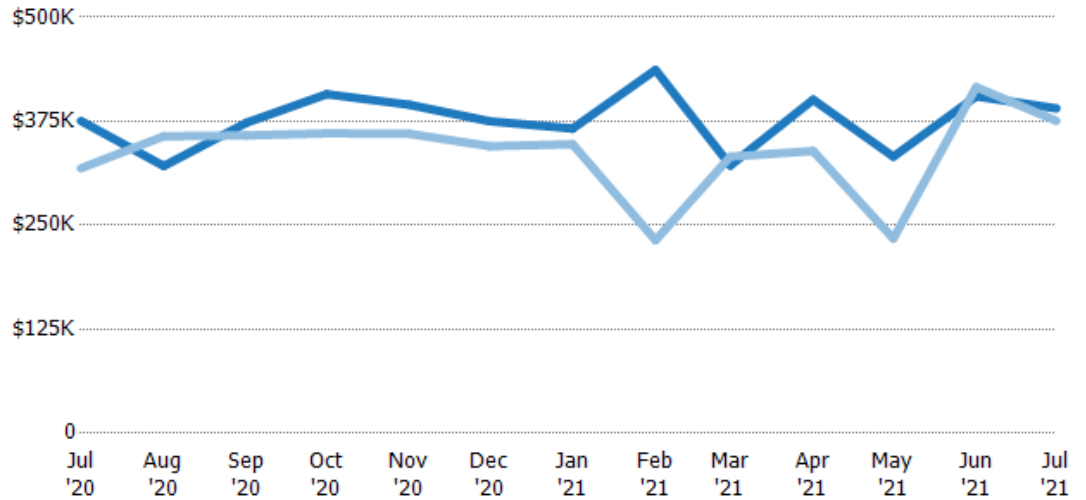
Median Sales Price

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.
Jul '21	\$391K	4%
Jul '20	\$375K	17.9%
Jul '19	\$319K	-15.1%



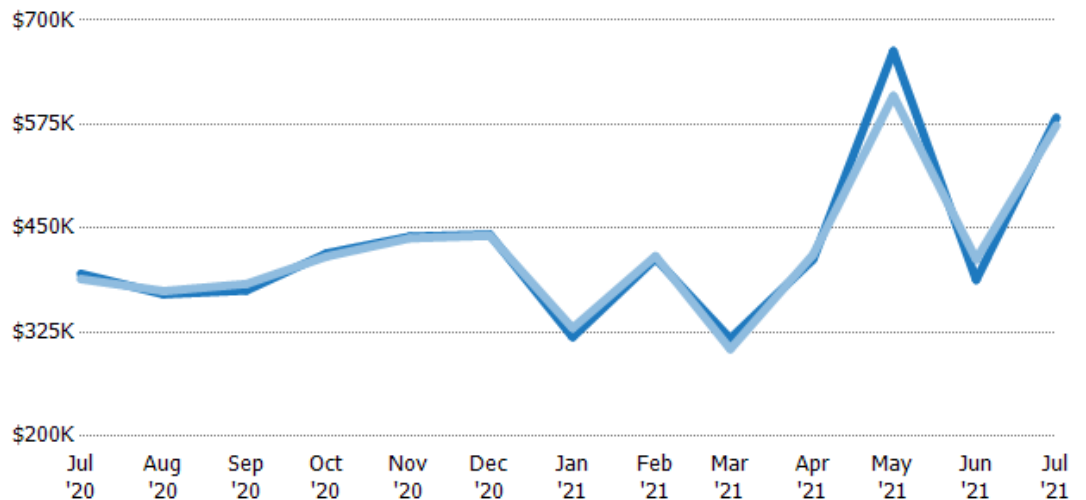
Current Year	\$375K	\$321K	\$373K	\$408K	\$395K	\$375K	\$366K	\$437K	\$322K	\$401K	\$333K	\$405K	\$391K
Prior Year	\$319K	\$357K	\$358K	\$360K	\$360K	\$345K	\$347K	\$232K	\$333K	\$339K	\$234K	\$416K	\$375K
Percent Change from Prior Year	18%	-10%	4%	13%	10%	9%	5%	88%	-3%	18%	42%	-3%	4%

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



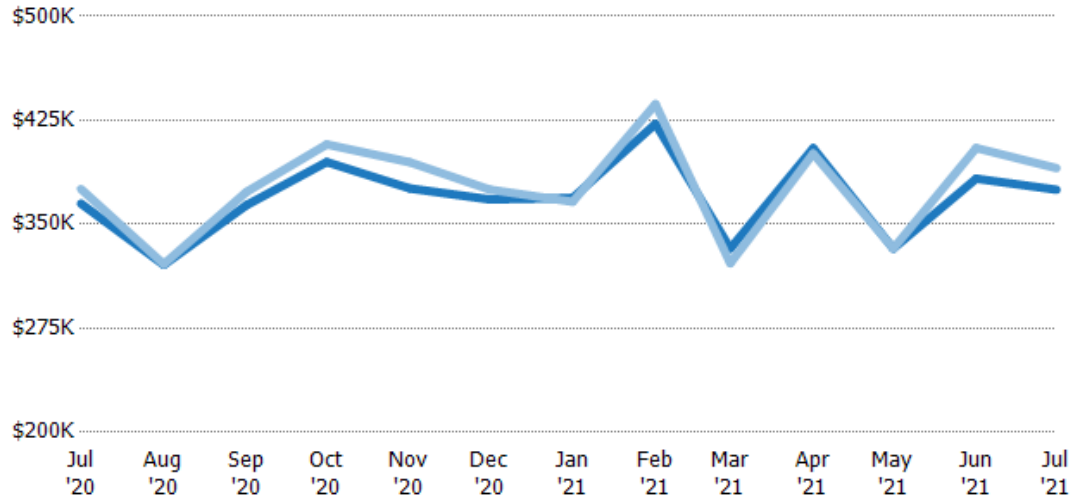
Avg List Price	\$395K	\$371K	\$375K	\$420K	\$440K	\$443K	\$319K	\$414K	\$317K	\$413K	\$663K	\$388K	\$583K
Avg Sales Price	\$389K	\$374K	\$383K	\$416K	\$438K	\$441K	\$330K	\$417K	\$305K	\$418K	\$609K	\$413K	\$574K
Avg Sales Price as a % of Avg List Price	98%	101%	102%	99%	100%	100%	103%	101%	96%	101%	92%	106%	98%

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

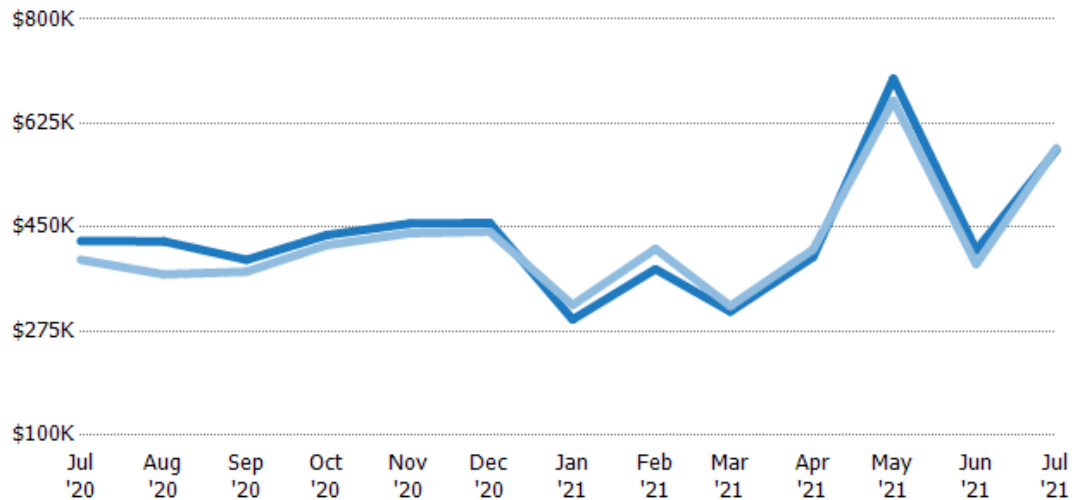


Average Sales Price vs Average Est Value

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



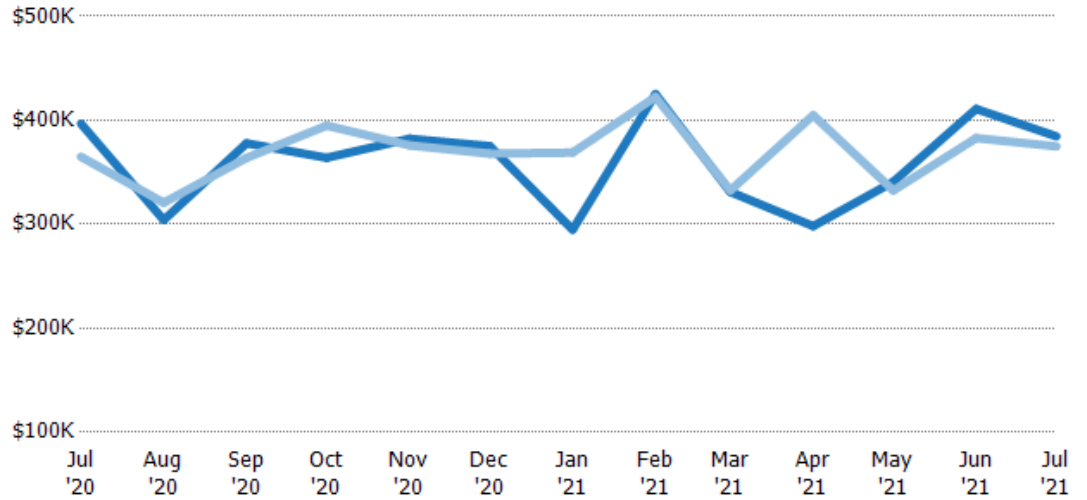
Median Sales Price vs Median Est Value

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



Median Est Value	\$397K	\$304K	\$378K	\$364K	\$382K	\$375K	\$295K	\$425K	\$331K	\$298K	\$341K	\$411K	\$385K
Median Sales Price	\$365K	\$321K	\$364K	\$395K	\$376K	\$368K	\$369K	\$422K	\$333K	\$405K	\$333K	\$383K	\$375K
Med Sales Price as a % of Med Est Value	92%	105%	96%	108%	98%	98%	125%	99%	100%	136%	98%	93%	97%