

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	84	112	-25%	539	500	+7.8%
New Listing Volume	\$27,651,299	\$41,562,000	-33.5%	\$193,909,198	\$165,288,538	+17.3%
Active Listing Count	4	235	-98.3%	N/A	N/A	
Active Listing Volume	\$2,864,900	\$90,682,437	-96.8%	N/A	N/A	
Average Listing Price	\$716,225	\$385,883	+85.6%	\$461,188	\$359,502	+28.3%
Median Listing Price	\$739,950	\$295,000	+150.8%	\$308,578	\$279,871	+10.3%
Median Days in RPR	163.5	100	+63.5%	94.93	127.01	-25.3%
Months of Inventory	0.1	3.3	-98.4%	2.2	5.8	-62%
Absorption Rate	1,875%	30.21%	+1,844.8%	45.55%	17.33%	+28.2%
Sales Activity Charts Metrics						
New Pending Sales Count	69	140	-50.7%	530	530	+—
New Pending Sales Volume	\$21,651,800	\$50,570,650	-57.2%	\$180,205,976	\$166,488,750	+8.2%
Pending Sales Count	—	186	—	N/A	N/A	
Pending Sales Volume	—	\$63,762,450	—	N/A	N/A	
Closed Sales Count	55	99	-44.4%	379	348	+8.9%
Closed Sales Volume	\$17,467,000	\$30,093,811	-42%	\$121,834,641	\$95,365,712	+27.8%
Average Sales Price	\$317,582	\$303,978	+4.5%	\$321,463	\$274,039	+17.3%
Median Sales Price	\$259,000	\$275,000	-5.8%	\$264,905	\$239,229	+10.7%

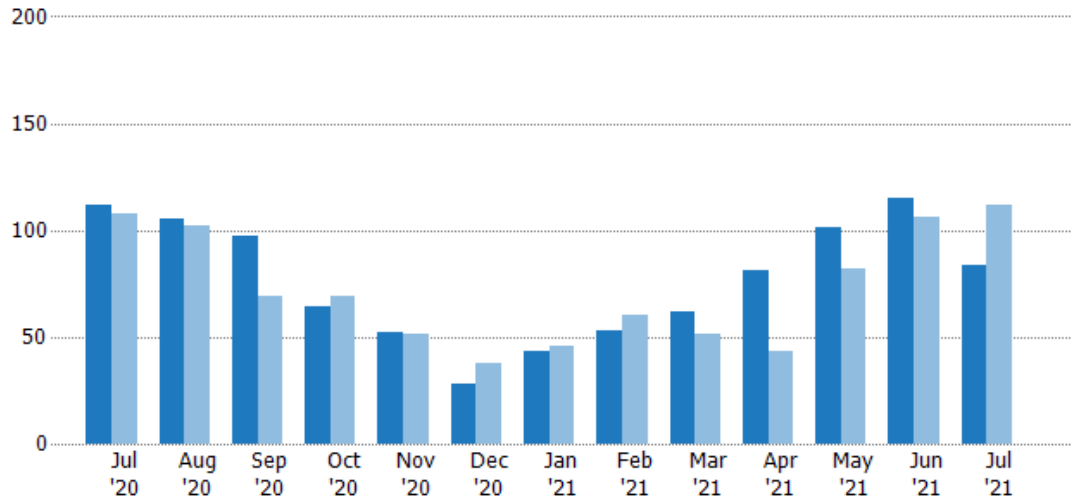
New Listings

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.
Jul '21	84	-25%
Jul '20	112	3.7%
Jul '19	108	-5.6%



Current Year	112	105	97	64	52	28	43	53	62	81	101	115	84
Prior Year	108	102	69	69	51	38	46	60	51	43	82	106	112
Percent Change from Prior Year	4%	3%	41%	-7%	2%	-26%	-7%	-12%	22%	88%	23%	8%	-25%

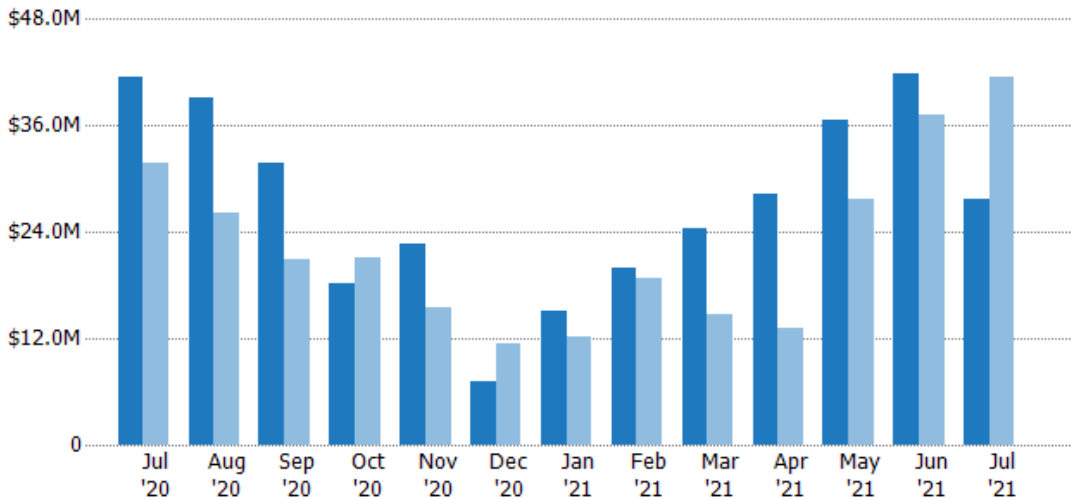
New Listing Volume

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.
Jul '21	\$27.7M	-33.5%
Jul '20	\$41.6M	31%
Jul '19	\$31.7M	-11%



Current Year	\$41.6M	\$39.1M	\$31.8M	\$18.2M	\$22.7M	\$7.16M	\$15.1M	\$20M	\$24.4M	\$28.2M	\$36.7M	\$41.8M	\$27.7M
Prior Year	\$31.7M	\$26.2M	\$21M	\$21.2M	\$15.4M	\$11.3M	\$12.2M	\$18.7M	\$14.8M	\$13.2M	\$27.6M	\$37.3M	\$41.6M
Percent Change from Prior Year	31%	49%	52%	-14%	47%	-37%	24%	7%	66%	113%	33%	12%	-33%

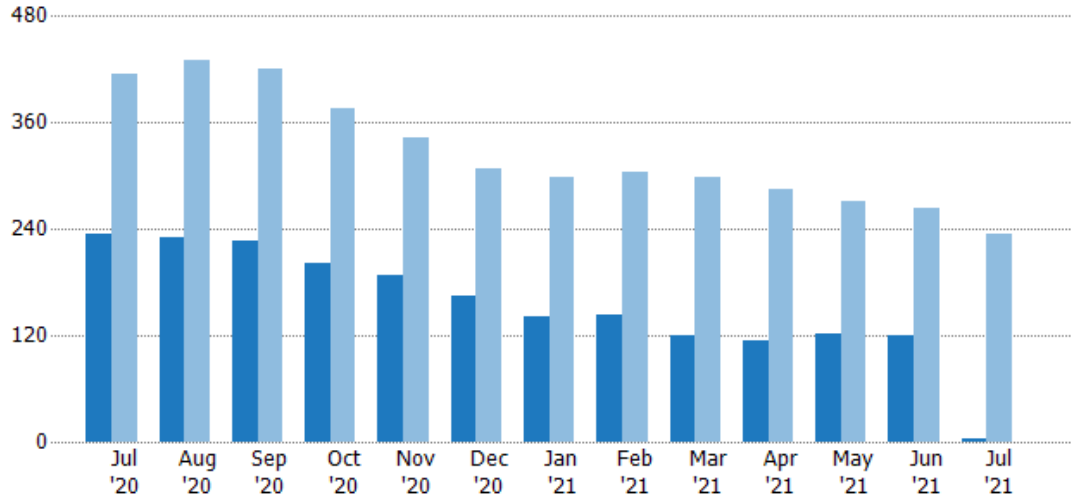
Active Listings

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.
Jul '21	4	-98.3%
Jul '20	235	-43.2%
Jul '19	414	-0.5%



Current Year	235	230	226	202	187	165	142	143	120	114	122	119	4
Prior Year	414	430	420	376	342	308	298	305	299	284	271	264	235
Percent Change from Prior Year	-43%	-47%	-46%	-46%	-45%	-46%	-52%	-53%	-60%	-60%	-55%	-55%	-98%

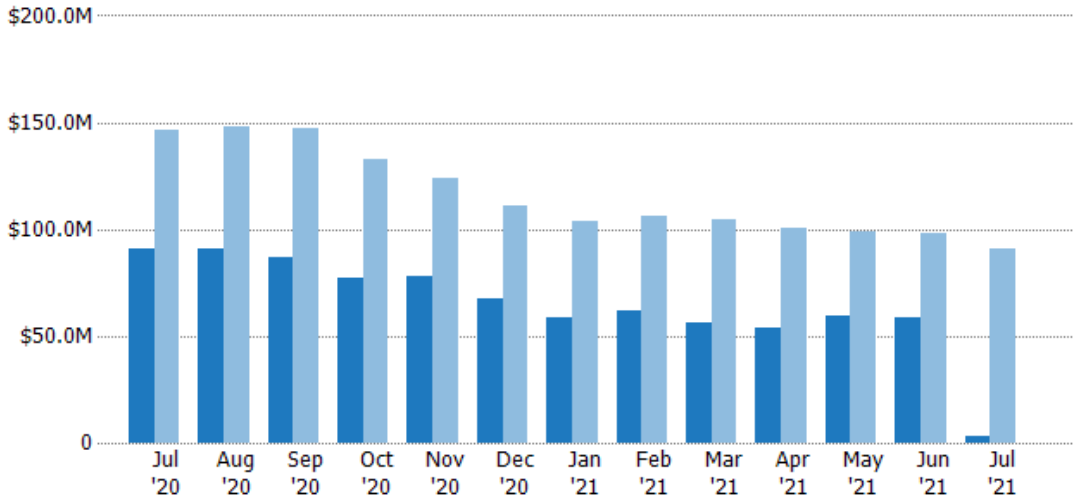
Active Listing Volume

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.
Jul '21	\$2.86M	-96.8%
Jul '20	\$90.7M	-38.2%
Jul '19	\$147M	-6.8%



Current Year	\$90.7M	\$90.6M	\$87.2M	\$76.9M	\$78M	\$67.8M	\$59M	\$62.2M	\$56.4M	\$54.1M	\$59.1M	\$58.6M	\$2.86M
Prior Year	\$147M	\$148M	\$147M	\$133M	\$124M	\$111M	\$103M	\$106M	\$105M	\$101M	\$99.2M	\$98.2M	\$90.7M
Percent Change from Prior Year	-38%	-39%	-41%	-42%	-37%	-39%	-43%	-41%	-46%	-46%	-40%	-40%	-97%

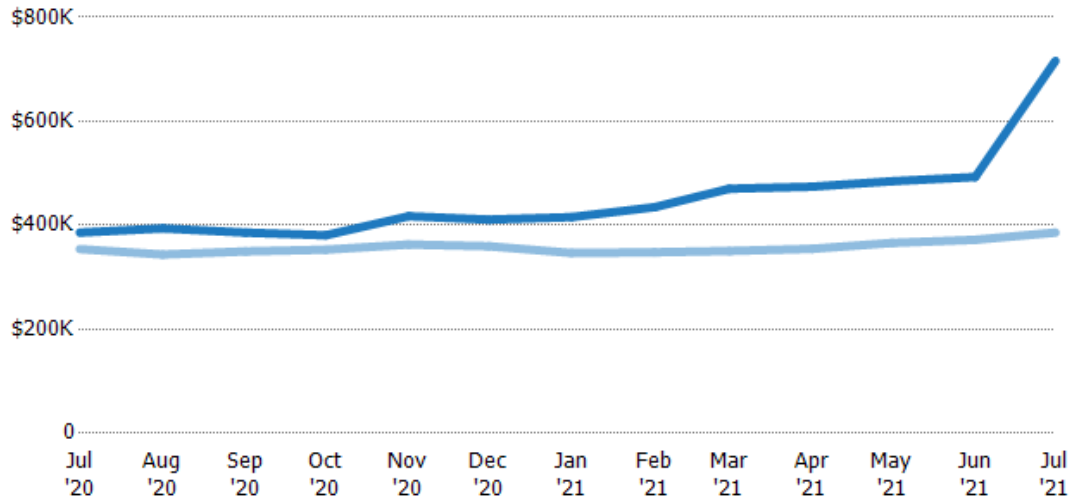
Average Listing Price

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.
Jul '21	\$716K	85.6%
Jul '20	\$386K	8.9%
Jul '19	\$354K	-6.3%



Current Year	\$386K	\$394K	\$386K	\$381K	\$417K	\$411K	\$416K	\$435K	\$470K	\$474K	\$485K	\$493K	\$716K
Prior Year	\$354K	\$344K	\$350K	\$353K	\$363K	\$360K	\$347K	\$348K	\$351K	\$355K	\$366K	\$372K	\$386K
Percent Change from Prior Year	9%	15%	10%	8%	15%	14%	20%	25%	34%	34%	32%	32%	86%

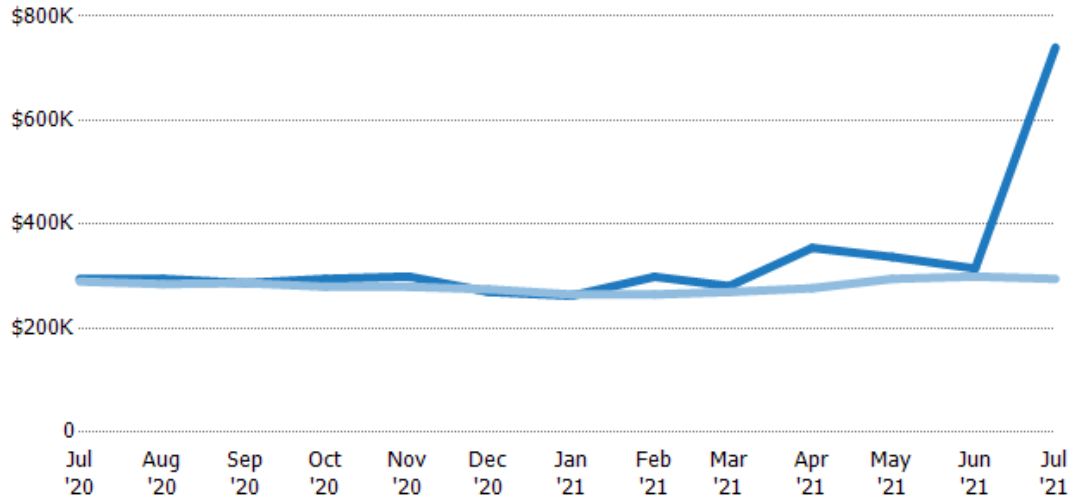
Median Listing Price

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.
Jul '21	\$740K	150.8%
Jul '20	\$295K	1.7%
Jul '19	\$290K	-10.9%



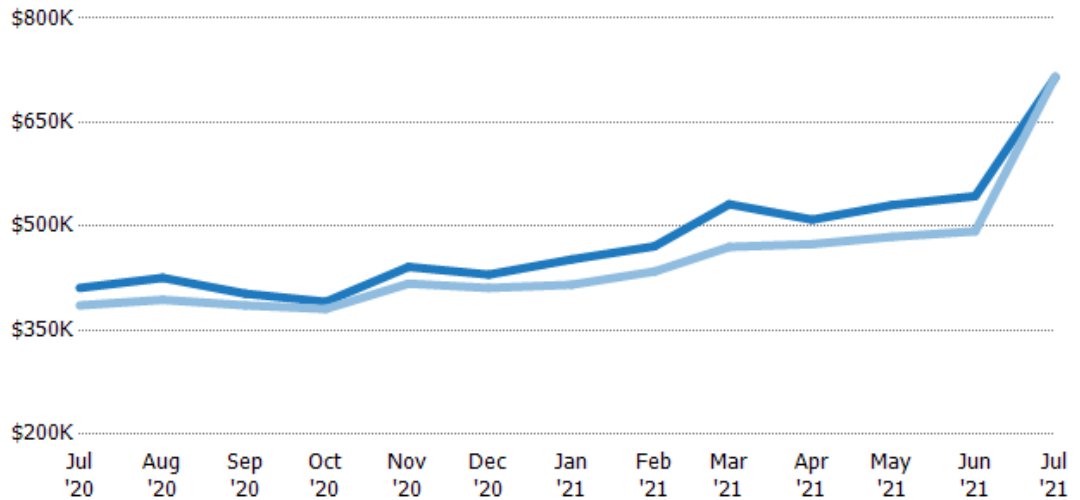
Current Year	\$295K	\$295K	\$287K	\$295K	\$300K	\$270K	\$263K	\$299K	\$281K	\$355K	\$337K	\$315K	\$740K
Prior Year	\$290K	\$285K	\$287K	\$280K	\$280K	\$275K	\$265K	\$265K	\$270K	\$277K	\$295K	\$299K	\$295K
Percent Change from Prior Year	2%	4%	0%	5%	7%	-2%	-1%	13%	4%	28%	14%	5%	151%

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

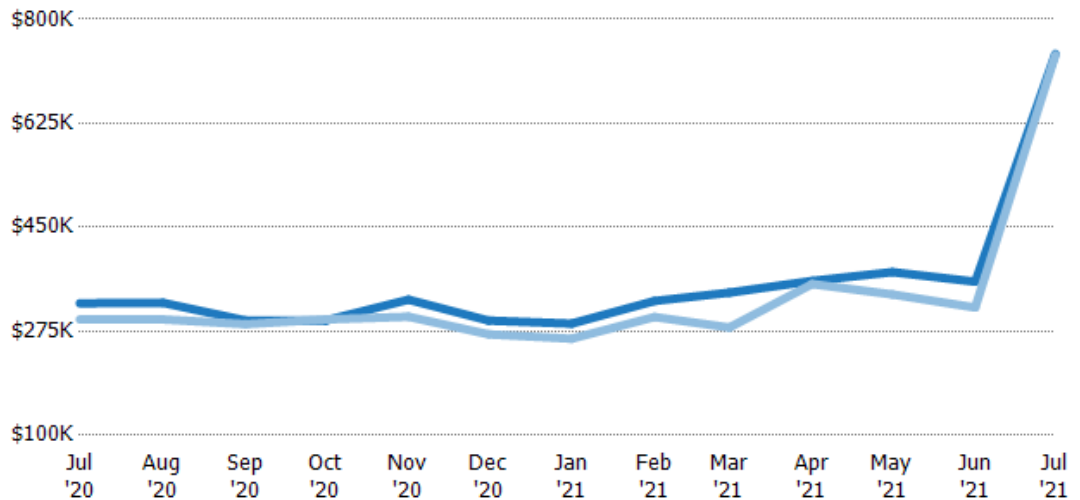


Median Listing Price vs Median Est Value

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



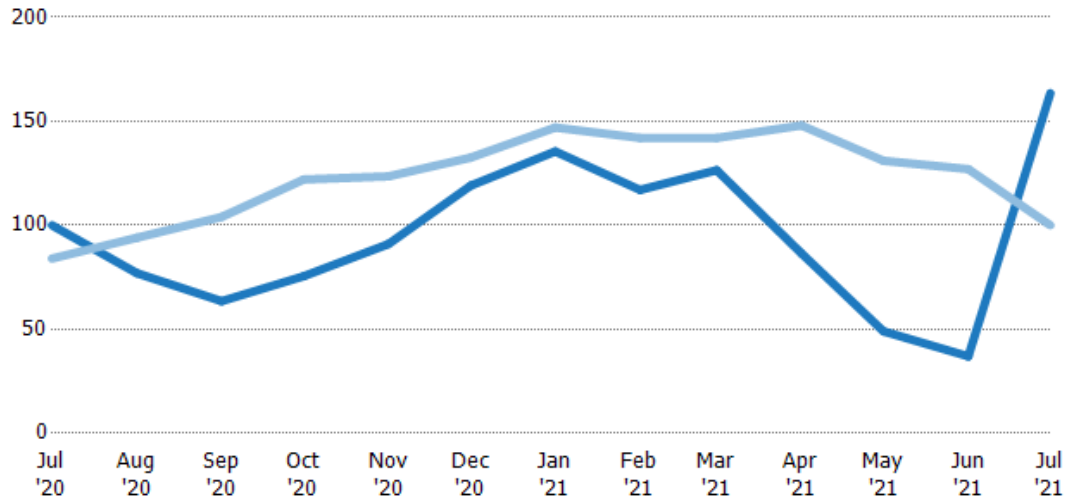
Median Days in RPR

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.
Jul '21	164	63.5%
Jul '20	100	19%
Jul '19	84	7.1%



Current Year	100	77	63.5	75.5	91	119	136	117	127	86.5	49	37	164
Prior Year	84	94	104	122	124	133	147	142	142	148	131	127	100
Percent Change from Prior Year	19%	-18%	-39%	-38%	-26%	-10%	-8%	-18%	-11%	-42%	-63%	-71%	64%

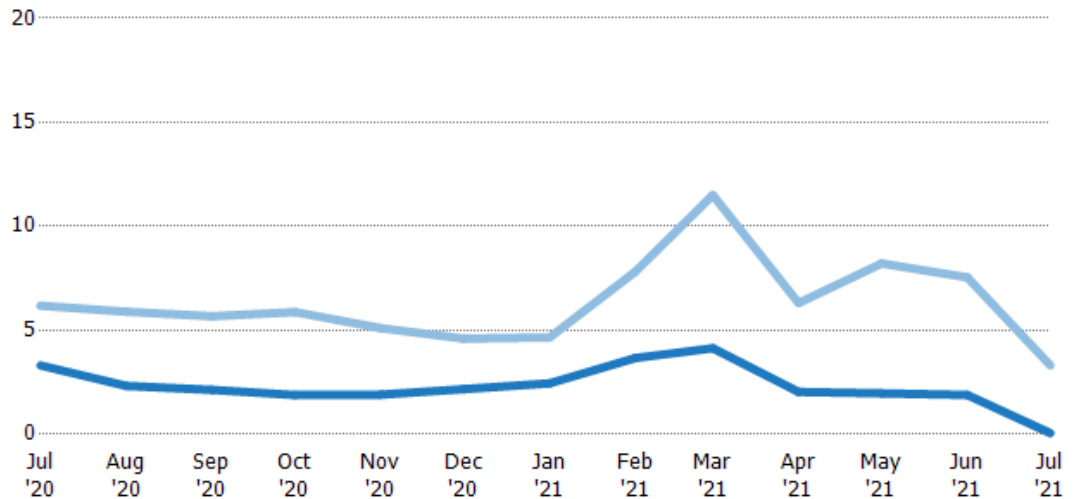
Months of Inventory

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.
Jul '21	0	-98.4%
Jul '20	3.31	-46.4%
Jul '19	6.18	19.1%



Current Year	3.31	2.32	2.13	1.89	1.91	2.17	2.45	3.67	4.14	2.04	1.97	1.89	0
Prior Year	6.18	5.89	5.68	5.88	5.1	4.6	4.66	7.82	11.5	6.31	8.21	7.54	3.31
Percent Change from Prior Year	-46%	-61%	-62%	-68%	-63%	-53%	-47%	-53%	-64%	-68%	-76%	-75%	-98%

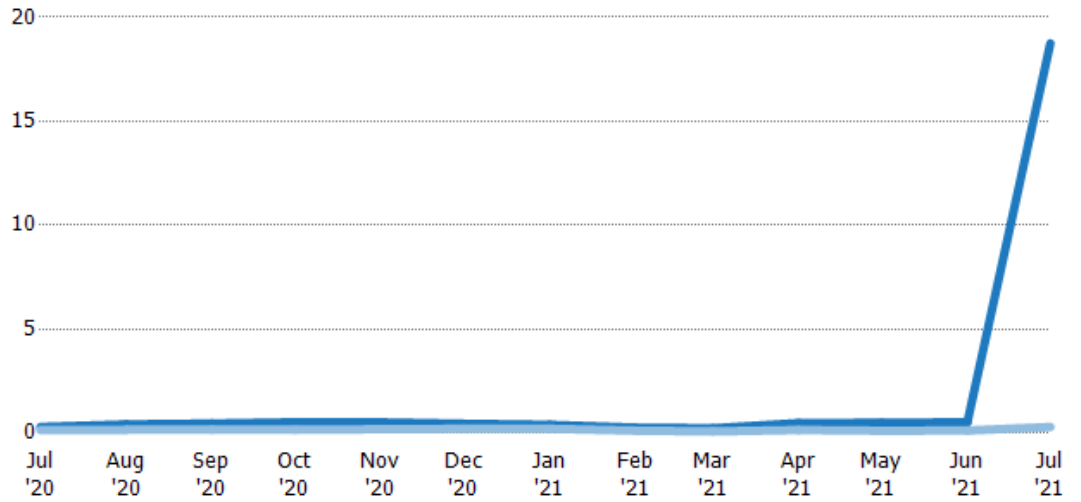
Absorption Rate

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.
Jul '21	1,875%	-1,844.8%
Jul '20	30%	-14%
Jul '19	16%	-16%



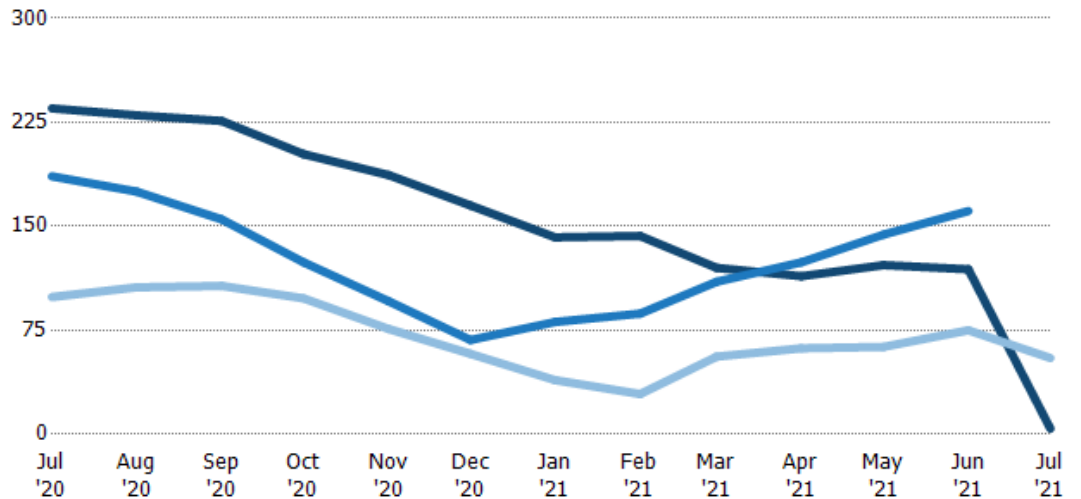
Current Year	30%	43%	47%	53%	52%	46%	41%	27%	24%	49%	51%	53%	1,875%
Prior Year	16%	17%	18%	17%	20%	22%	21%	13%	9%	16%	12%	13%	30%
Change from Prior Year	-14%	-26%	-29%	-36%	-33%	-24%	-19%	-14%	-15%	-33%	-39%	-40%	-1,845%

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



Active	235	230	226	202	187	165	142	143	120	114	122	119	4
Pending	186	175	155	124	96	68	81	87	110	124	144	161	-
Sold	99	106	107	98	76	58	39	29	56	62	63	75	55

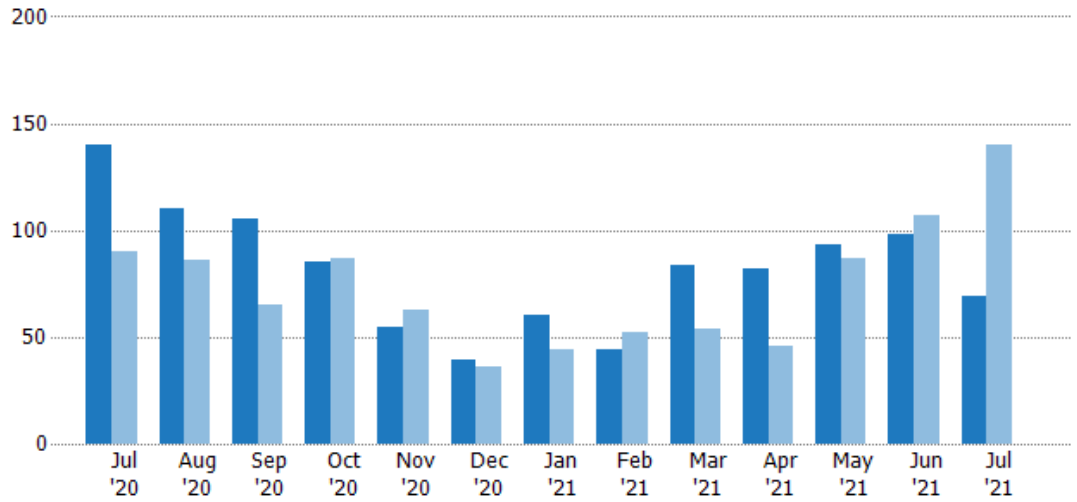
New Pending Sales

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.
Jul '21	69	-50.7%
Jul '20	140	55.6%
Jul '19	90	-38.9%



Current Year	140	110	105	85	55	39	60	44	84	82	93	98	69
Prior Year	90	86	65	87	63	36	44	52	54	46	87	107	140
Percent Change from Prior Year	56%	28%	62%	-2%	-13%	8%	36%	-15%	56%	78%	7%	-8%	-51%

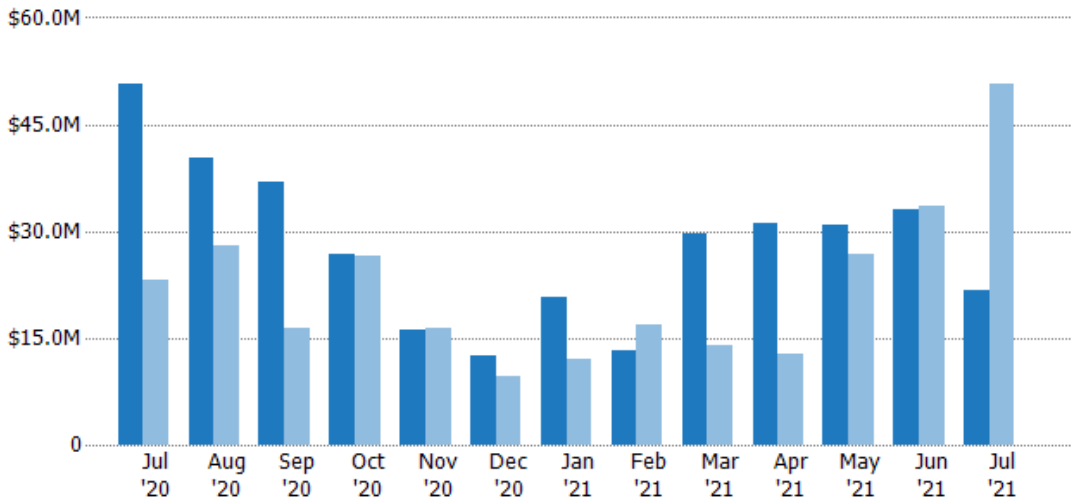
New Pending Sales Volume

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.
Jul '21	\$21.7M	-57.2%
Jul '20	\$50.6M	117.4%
Jul '19	\$23.3M	-39.7%



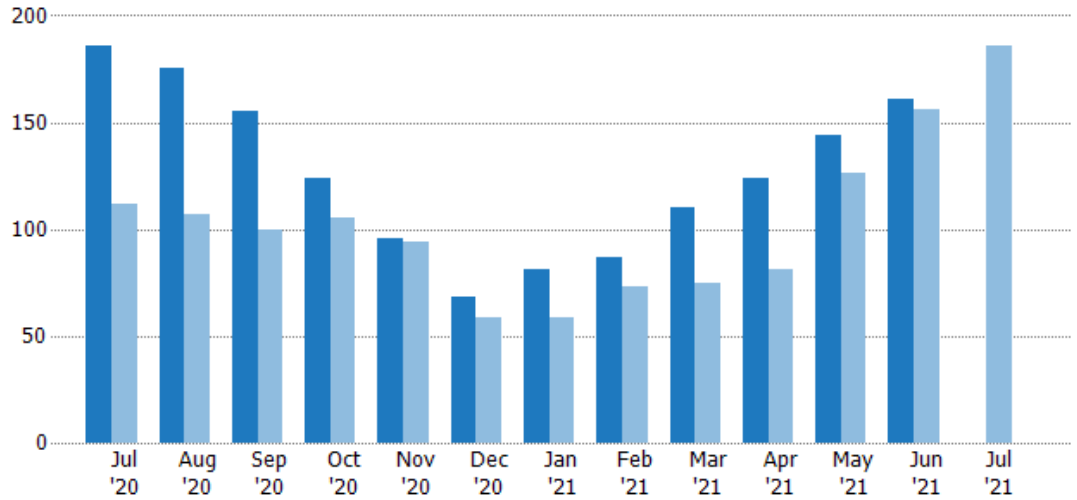
Current Year	\$50.6M	\$40.3M	\$36.8M	\$26.7M	\$16.1M	\$12.4M	\$20.7M	\$13.3M	\$29.6M	\$31.2M	\$30.8M	\$32.9M	\$21.7M
Prior Year	\$23.3M	\$28.1M	\$16.3M	\$26.6M	\$16.4M	\$9.55M	\$12M	\$16.9M	\$14M	\$12.9M	\$26.7M	\$33.4M	\$50.6M
Percent Change from Prior Year	117%	43%	126%	1%	-2%	30%	72%	-22%	112%	143%	16%	-1%	-57%

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



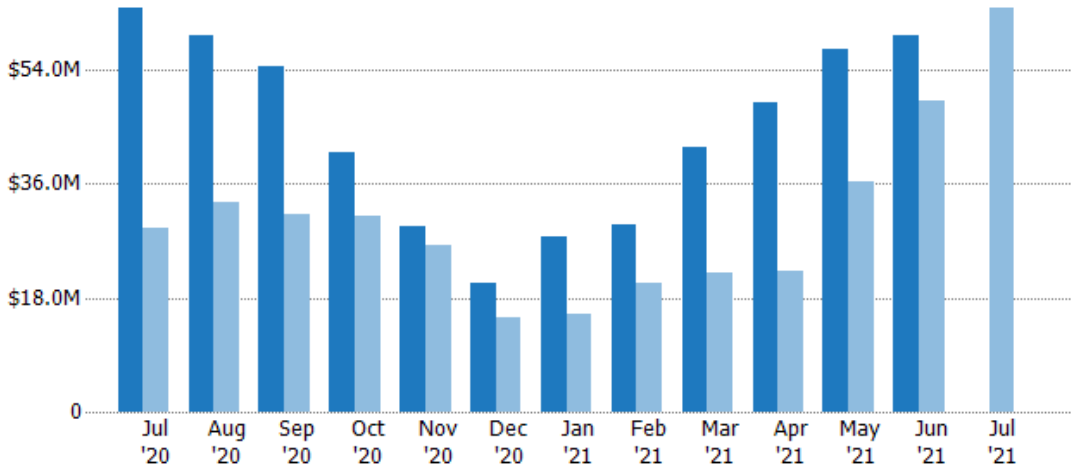
Current Year	186	175	155	124	96	68	81	87	110	124	144	161	-
Prior Year	112	107	100	105	94	59	59	73	75	81	126	156	186
Percent Change from Prior Year	66%	64%	55%	18%	2%	15%	37%	19%	47%	53%	14%	3%	-100%

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

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



Current Year	\$63.8M	\$59.5M	\$54.5M	\$41M	\$29.2M	\$20.3M	\$27.7M	\$29.7M	\$41.7M	\$48.7M	\$57.1M	\$59.4M	-
Prior Year	\$28.9M	\$33.2M	\$31.2M	\$31M	\$26.2M	\$14.9M	\$15.4M	\$20.3M	\$21.9M	\$22.3M	\$36.3M	\$49M	\$63.8M
Percent Change from Prior Year	121%	79%	75%	32%	11%	36%	80%	46%	90%	118%	57%	21%	-100%

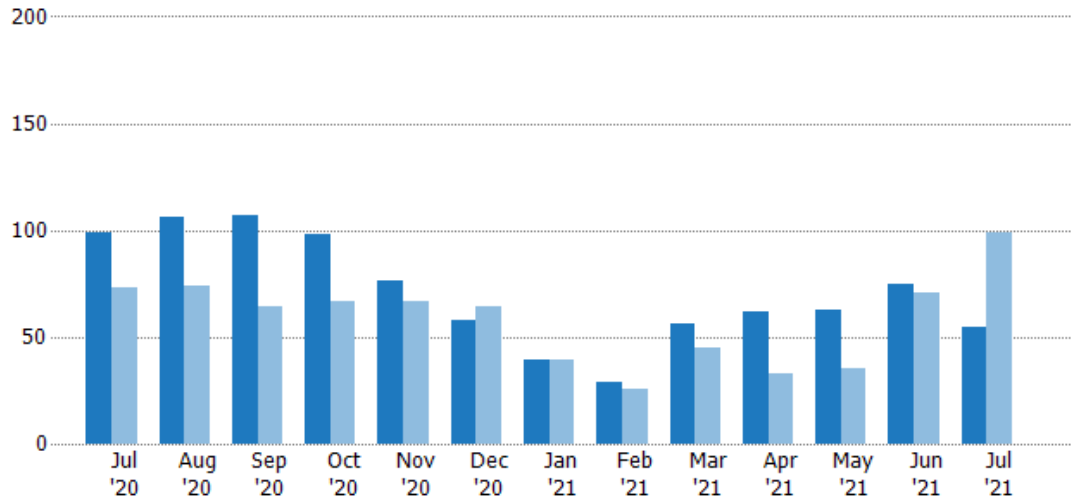
Closed Sales

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.
Jul '21	55	-44.4%
Jul '20	99	35.6%
Jul '19	73	-21.9%



Current Year	99	106	107	98	76	58	39	29	56	62	63	75	55
Prior Year	73	74	64	67	67	64	39	26	45	33	35	71	99
Percent Change from Prior Year	36%	43%	67%	46%	13%	-9%	0%	12%	24%	88%	80%	6%	-44%

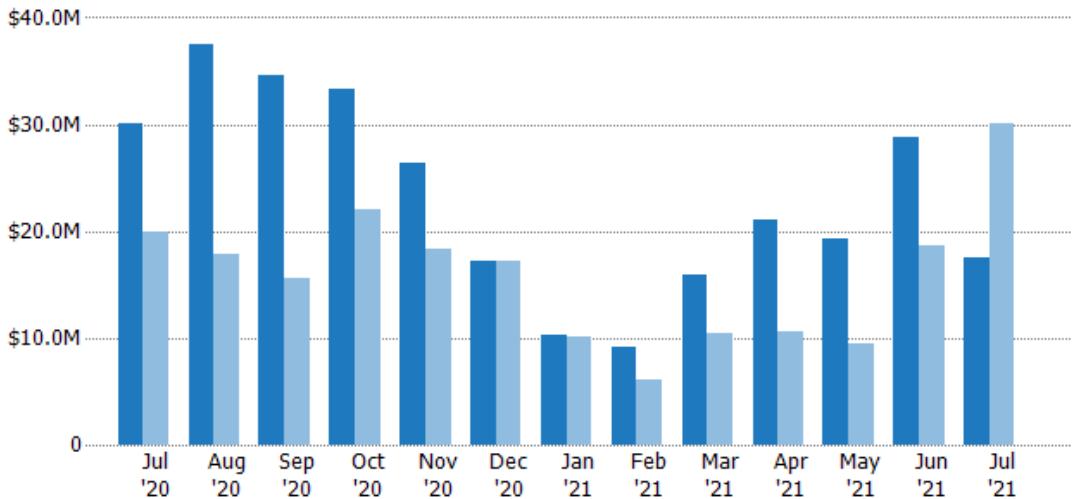
Closed Sales Volume

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.
Jul '21	\$17.5M	-42%
Jul '20	\$30.1M	50.4%
Jul '19	\$20M	-30.6%



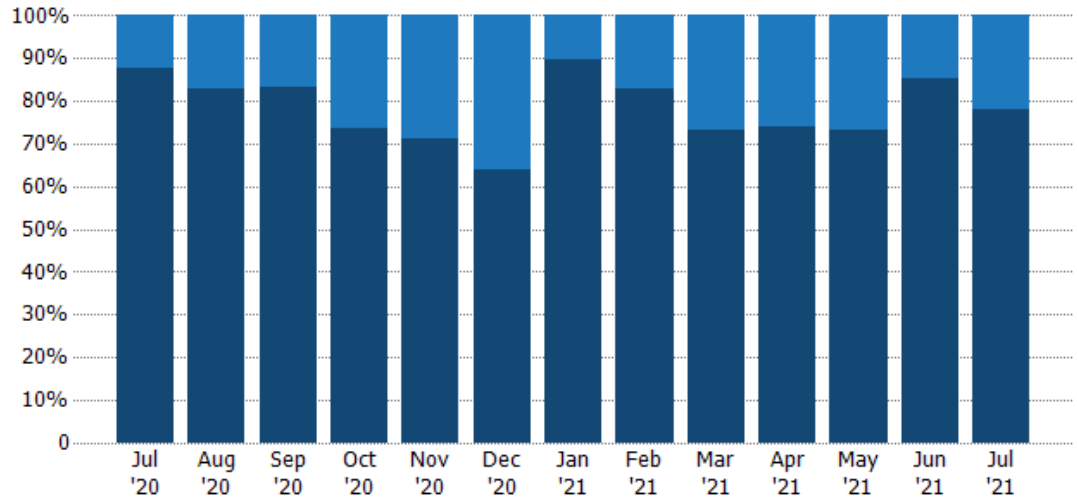
Current Year	\$30.1M	\$37.5M	\$34.6M	\$33.4M	\$26.4M	\$17.3M	\$10.2M	\$9.15M	\$15.9M	\$21M	\$19.3M	\$28.8M	\$17.5M
Prior Year	\$20M	\$17.9M	\$15.6M	\$22M	\$18.3M	\$17.2M	\$10.1M	\$6.05M	\$10.5M	\$10.5M	\$9.49M	\$18.6M	\$30.1M
Percent Change from Prior Year	50%	110%	122%	51%	44%	0%	1%	51%	52%	99%	103%	55%	-42%

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	12%	17%	17%	27%	29%	36%	10%	17%	27%	26%	27%	15%	22%
Single Family Residence	88%	83%	83%	73%	71%	64%	90%	83%	73%	74%	73%	85%	78%

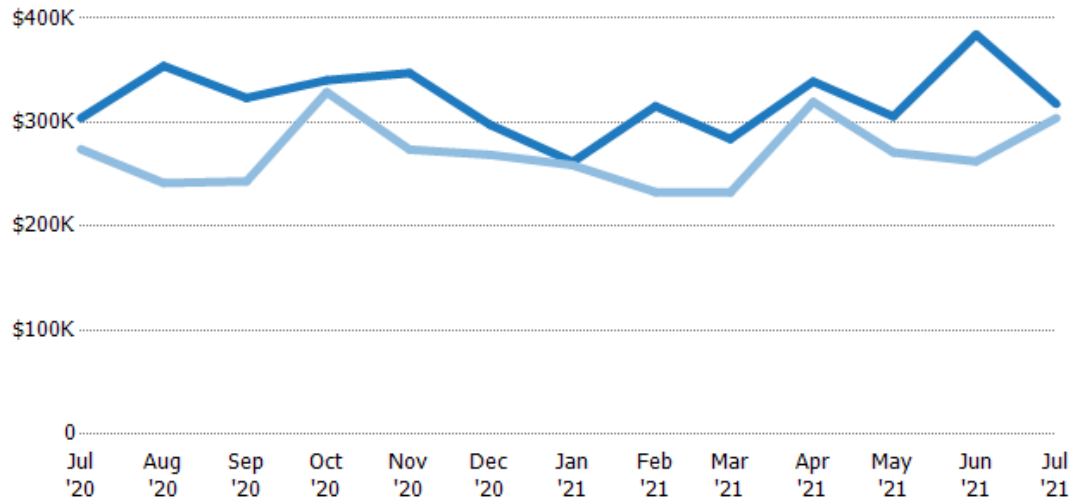
Average Sales Price

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

Month/Year	Price	% Chg.
Jul '21	\$318K	4.5%
Jul '20	\$304K	10.9%
Jul '19	\$274K	-11.1%



Current Year	\$304K	\$354K	\$323K	\$340K	\$347K	\$298K	\$262K	\$315K	\$284K	\$339K	\$306K	\$384K	\$318K
Prior Year	\$274K	\$242K	\$243K	\$329K	\$274K	\$269K	\$259K	\$233K	\$232K	\$320K	\$271K	\$262K	\$304K
Percent Change from Prior Year	11%	47%	33%	3%	27%	11%	1%	35%	22%	6%	13%	46%	4%

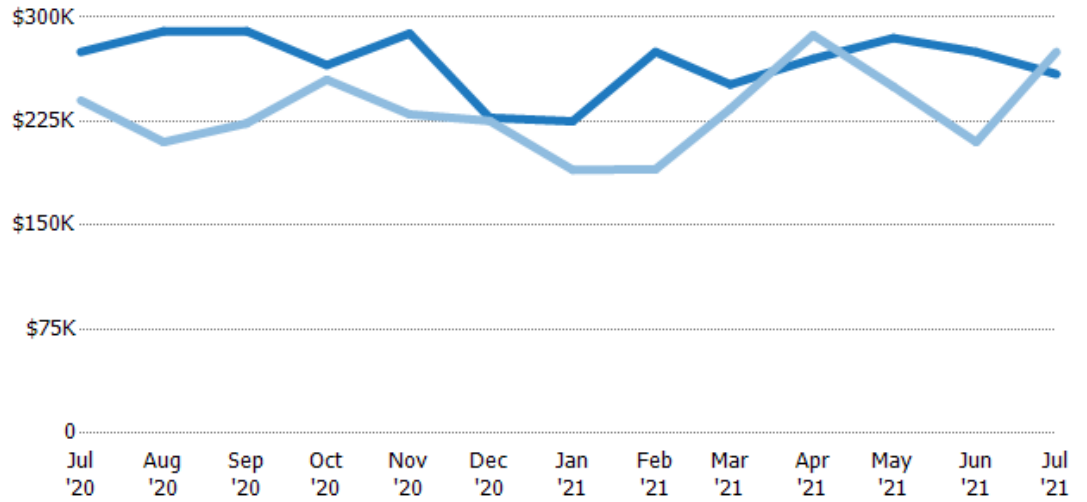
Median Sales Price

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.
Jul '21	\$259K	-5.8%
Jul '20	\$275K	14.6%
Jul '19	\$240K	-6.3%



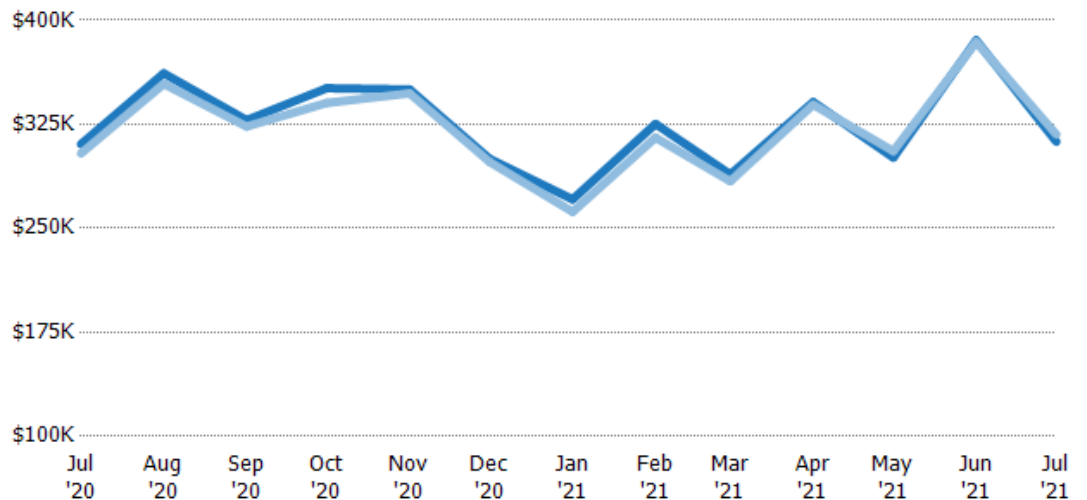
Current Year	\$275K	\$290K	\$290K	\$266K	\$288K	\$228K	\$225K	\$275K	\$252K	\$270K	\$285K	\$275K	\$259K
Prior Year	\$240K	\$210K	\$224K	\$255K	\$230K	\$225K	\$190K	\$190K	\$234K	\$287K	\$250K	\$210K	\$275K
Percent Change from Prior Year	15%	38%	30%	4%	25%	1%	18%	44%	7%	-6%	14%	31%	-6%

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



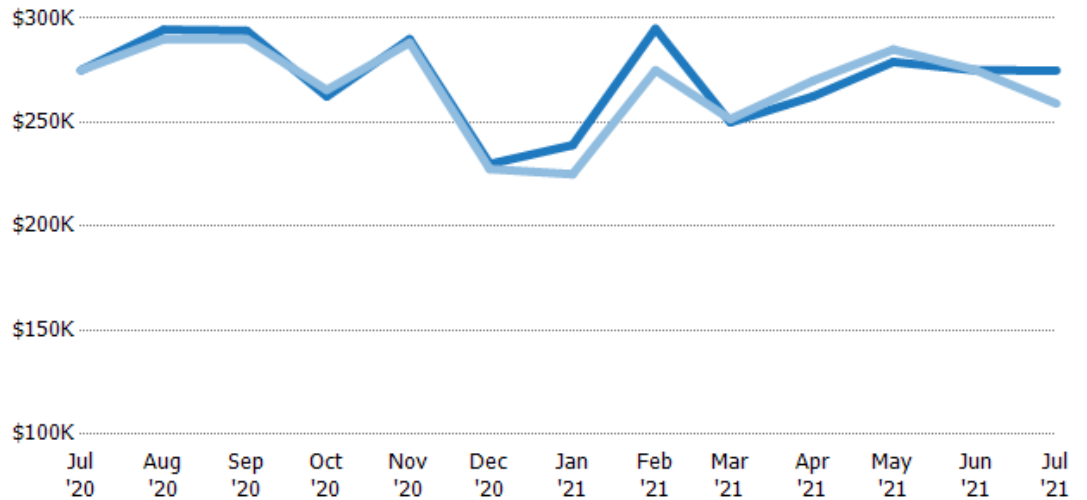
Avg List Price	\$311K	\$362K	\$328K	\$351K	\$350K	\$300K	\$271K	\$325K	\$289K	\$341K	\$301K	\$386K	\$312K
Avg Sales Price	\$304K	\$354K	\$323K	\$340K	\$347K	\$298K	\$262K	\$315K	\$284K	\$339K	\$306K	\$384K	\$318K
Avg Sales Price as a % of Avg List Price	98%	98%	99%	97%	99%	99%	97%	97%	98%	99%	102%	100%	102%

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

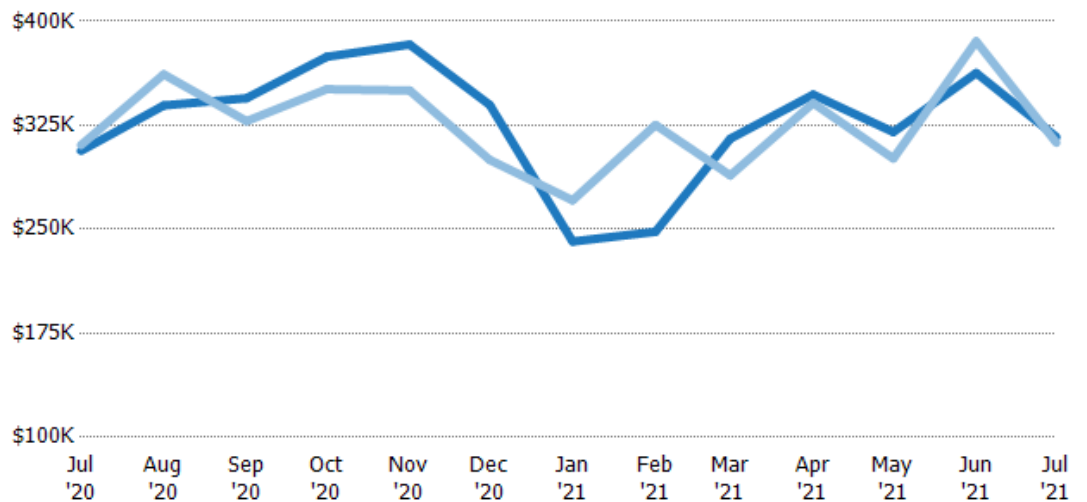


Average Sales Price vs Average Est Value

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

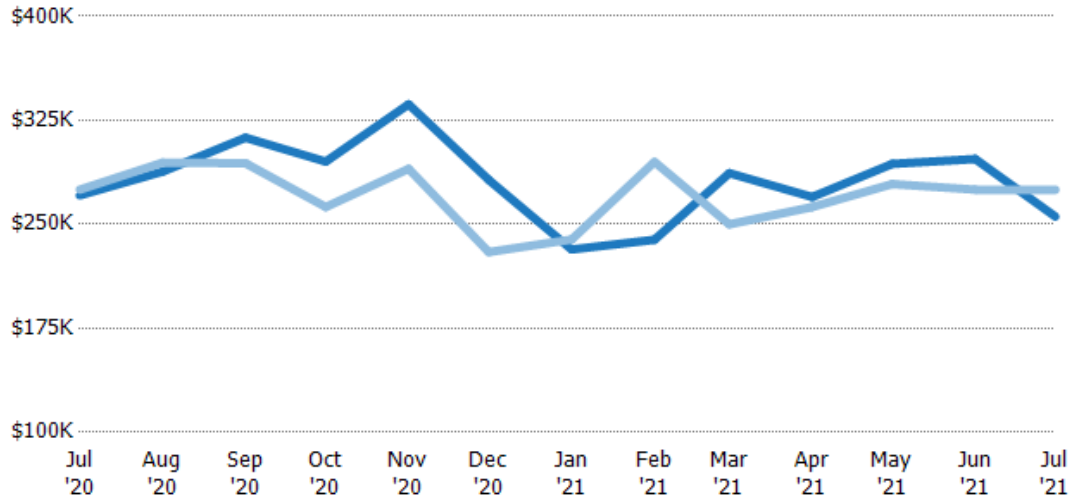


Median Sales Price vs Median Est Value

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



Median Est Value	\$271K	\$288K	\$312K	\$295K	\$337K	\$282K	\$232K	\$239K	\$287K	\$270K	\$294K	\$297K	\$256K
Median Sales Price	\$275K	\$295K	\$294K	\$262K	\$290K	\$230K	\$239K	\$295K	\$250K	\$262K	\$279K	\$275K	\$275K
Med Sales Price as a % of Med Est Value	102%	102%	94%	89%	86%	82%	103%	124%	87%	97%	95%	93%	108%