

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	87	141	-38.3%	627	558	+12.4%
New Listing Volume	\$37,915,377	\$54,615,599	-30.6%	\$261,516,763	\$205,931,092	+27%
Active Listing Count	6	433	-98.6%	N/A	N/A	
Active Listing Volume	\$3,907,900	\$210,295,137	-98.1%	N/A	N/A	
Average Listing Price	\$651,317	\$485,670	+34.1%	\$568,055	\$454,871	+24.9%
Median Listing Price	\$222,000	\$307,000	-27.7%	\$319,329	\$296,141	+7.8%
Median Days in RPR	347.5	141	+146.5%	142.48	183.59	-22.4%
Months of Inventory	0.1	7	-99.1%	3.9	9.8	-60.4%
Absorption Rate	1,583.33%	14.32%	+1,569%	25.79%	10.2%	+15.6%
Sales Activity Charts Metrics						
New Pending Sales Count	89	155	-42.6%	675	563	+19.9%
New Pending Sales Volume	\$32,313,160	\$58,414,699	-44.7%	\$254,822,996	\$174,789,045	+45.8%
Pending Sales Count	—	193	—	N/A	N/A	
Pending Sales Volume	—	\$73,226,400	—	N/A	N/A	
Closed Sales Count	62	90	-31.1%	519	352	+47.4%
Closed Sales Volume	\$21,103,049	\$24,333,774	-13.3%	\$189,711,705	\$90,096,776	+110.6%
Average Sales Price	\$340,372	\$270,375	+25.9%	\$365,533	\$255,957	+42.8%
Median Sales Price	\$287,500	\$229,750	+25.1%	\$288,123	\$215,094	+34%

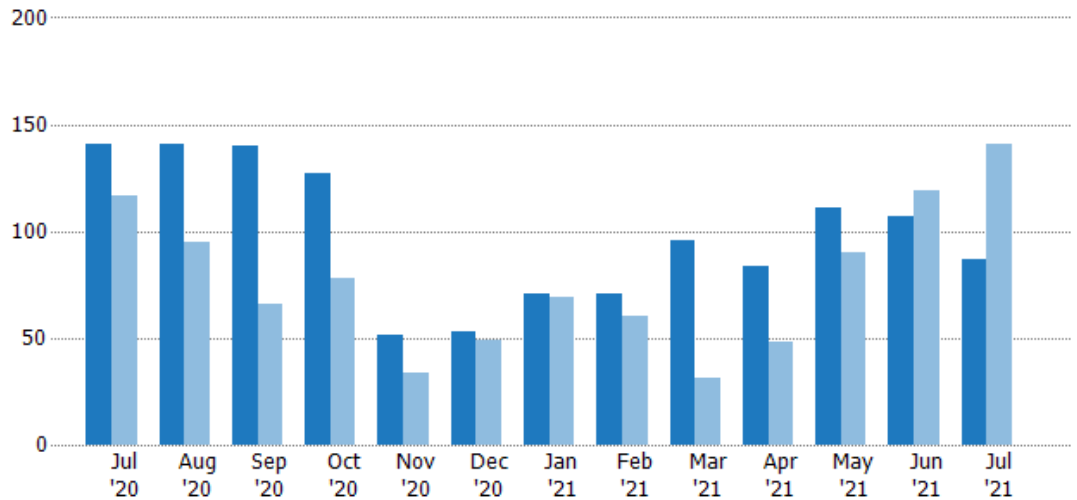
New Listings

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.
Jul '21	87	-38.3%
Jul '20	141	20.5%
Jul '19	117	-2.6%



Current Year	141	141	140	127	51	53	71	71	96	84	111	107	87
Prior Year	117	95	66	78	34	49	69	60	31	48	90	119	141
Percent Change from Prior Year	21%	48%	112%	63%	50%	8%	3%	18%	210%	75%	23%	-10%	-38%

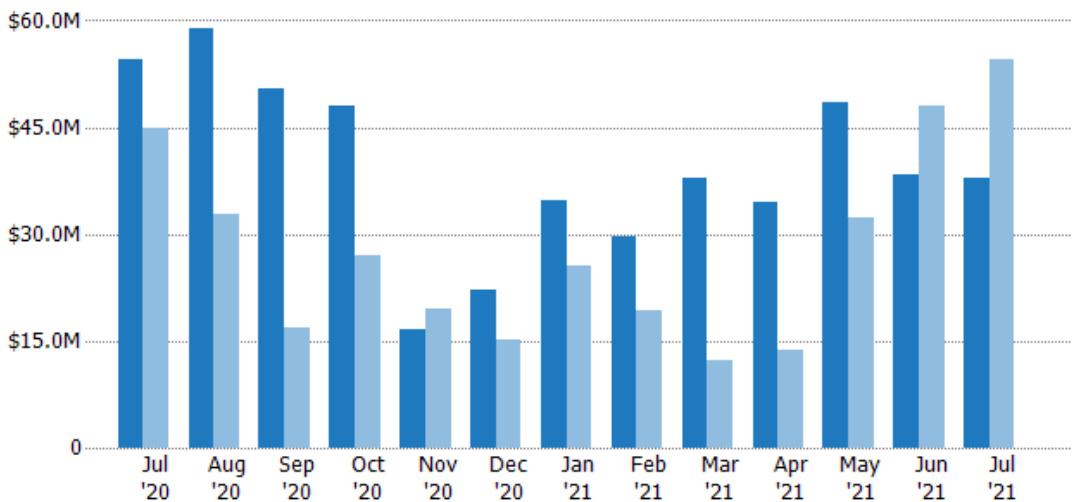
New Listing Volume

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.
Jul '21	\$37.9M	-30.6%
Jul '20	\$54.6M	21.8%
Jul '19	\$44.8M	-25%



Current Year	\$54.6M	\$58.9M	\$50.5M	\$47.9M	\$16.6M	\$22.2M	\$34.9M	\$29.6M	\$37.9M	\$34.4M	\$48.5M	\$38.4M	\$37.9M
Prior Year	\$44.8M	\$32.8M	\$16.8M	\$26.9M	\$19.5M	\$15.3M	\$25.5M	\$19.3M	\$12.3M	\$13.8M	\$32.4M	\$48M	\$54.6M
Percent Change from Prior Year	22%	80%	200%	78%	-15%	45%	37%	53%	208%	149%	49%	-20%	-31%

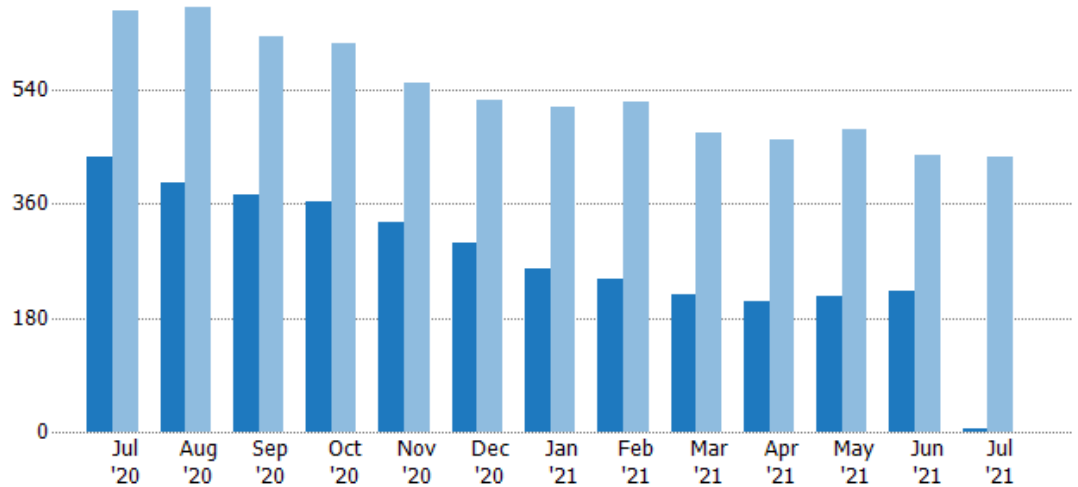
Active Listings

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

Month/ Year	Count	% Chg.
Jul '21	6	-98.6%
Jul '20	433	-34.8%
Jul '19	664	-1.7%



Current Year	433	394	373	364	331	297	257	240	218	207	215	222	6
Prior Year	664	671	625	613	552	524	514	520	471	461	477	438	433
Percent Change from Prior Year	-35%	-41%	-40%	-41%	-40%	-43%	-50%	-54%	-54%	-55%	-55%	-49%	-99%

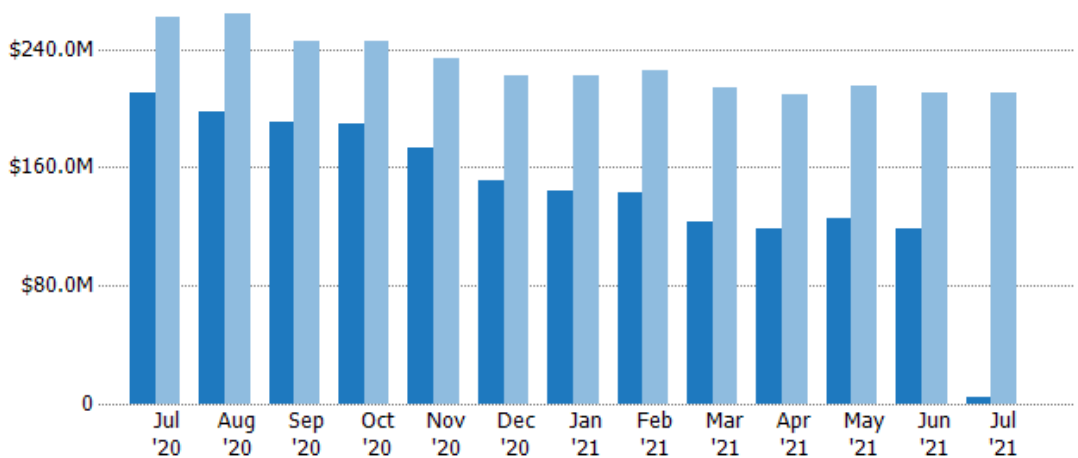
Active Listing Volume

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

Month/ Year	Volume	% Chg.
Jul '21	\$3.91M	-98.1%
Jul '20	\$210M	-19.7%
Jul '19	\$262M	-5.4%



Current Year	\$210M	\$198M	\$191M	\$190M	\$173M	\$151M	\$144M	\$143M	\$123M	\$119M	\$125M	\$118M	\$3.91M
Prior Year	\$262M	\$264M	\$245M	\$246M	\$234M	\$222M	\$222M	\$225M	\$214M	\$210M	\$216M	\$211M	\$210M
Percent Change from Prior Year	-20%	-25%	-22%	-23%	-26%	-32%	-35%	-37%	-42%	-43%	-42%	-44%	-98%

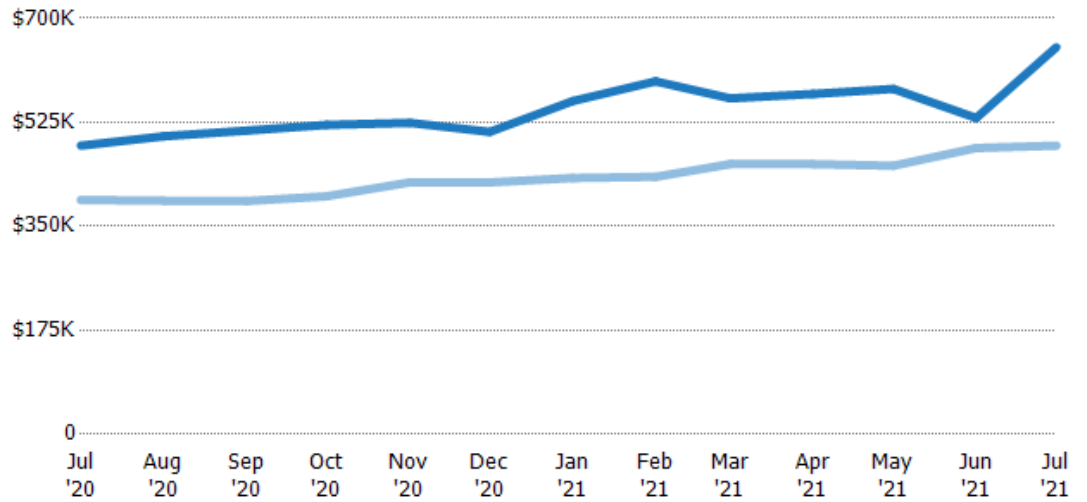
Average Listing Price

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

Month/ Year	Price	% Chg.
Jul '21	\$651K	34.1%
Jul '20	\$486K	23.2%
Jul '19	\$394K	-3.8%



Current Year	\$486K	\$501K	\$511K	\$521K	\$524K	\$509K	\$561K	\$594K	\$565K	\$573K	\$581K	\$532K	\$651K
Prior Year	\$394K	\$393K	\$392K	\$401K	\$424K	\$424K	\$431K	\$433K	\$455K	\$455K	\$452K	\$482K	\$486K
Percent Change from Prior Year	23%	28%	30%	30%	24%	20%	30%	37%	24%	26%	29%	10%	34%

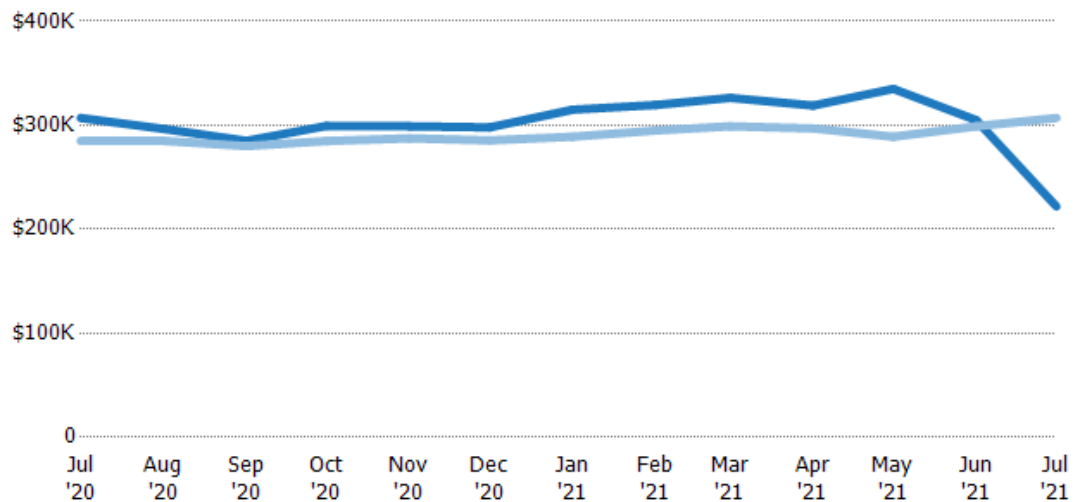
Median Listing Price

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

Month/ Year	Price	% Chg.
Jul '21	\$222K	-27.7%
Jul '20	\$307K	7.7%
Jul '19	\$285K	-8.8%



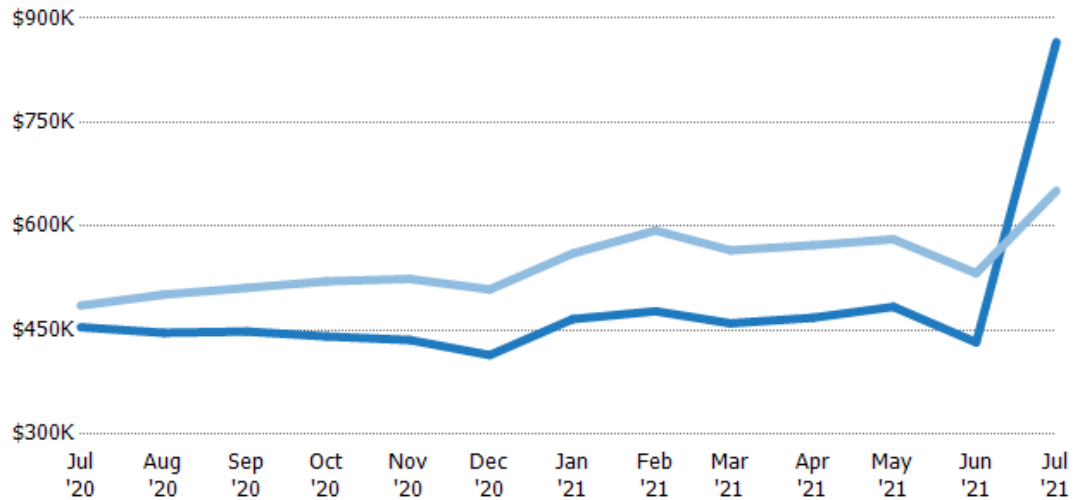
Current Year	\$307K	\$297K	\$285K	\$299K	\$299K	\$298K	\$315K	\$320K	\$326K	\$319K	\$335K	\$305K	\$222K
Prior Year	\$285K	\$285K	\$280K	\$285K	\$287K	\$285K	\$289K	\$295K	\$299K	\$297K	\$289K	\$299K	\$307K
Percent Change from Prior Year	8%	4%	2%	5%	4%	4%	9%	8%	9%	7%	16%	2%	-28%

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

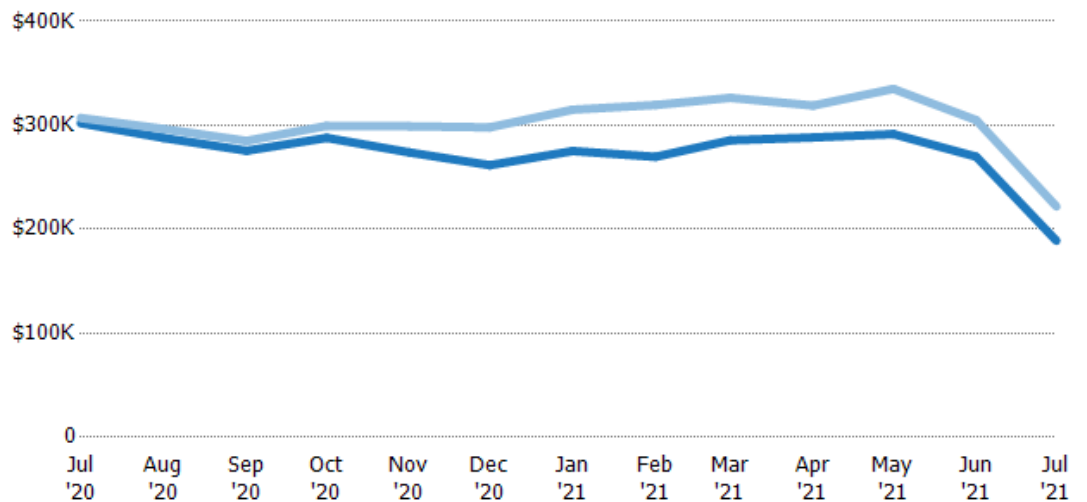


Median Listing Price vs Median Est Value

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



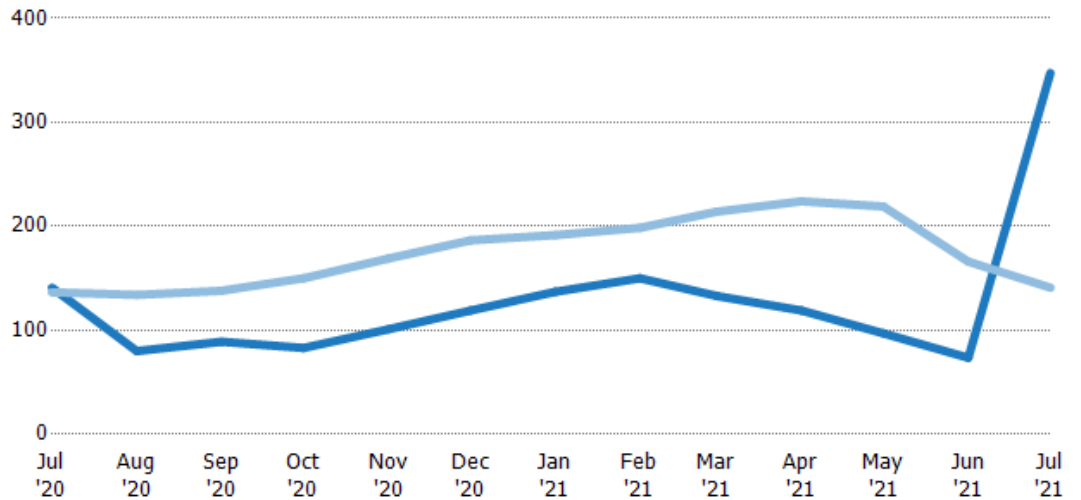
Median Days in RPR

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

Month/Year	Days	% Chg.
Jul '21	348	146.5%
Jul '20	141	3.3%
Jul '19	137	-27.5%



Current Year	141	80	89	83	101	119	137	150	133	119	97	73.5	348
Prior Year	137	134	138	150	169	187	192	199	214	224	219	166	141
Percent Change from Prior Year	3%	-40%	-36%	-45%	-40%	-36%	-28%	-24%	-38%	-47%	-56%	-56%	146%

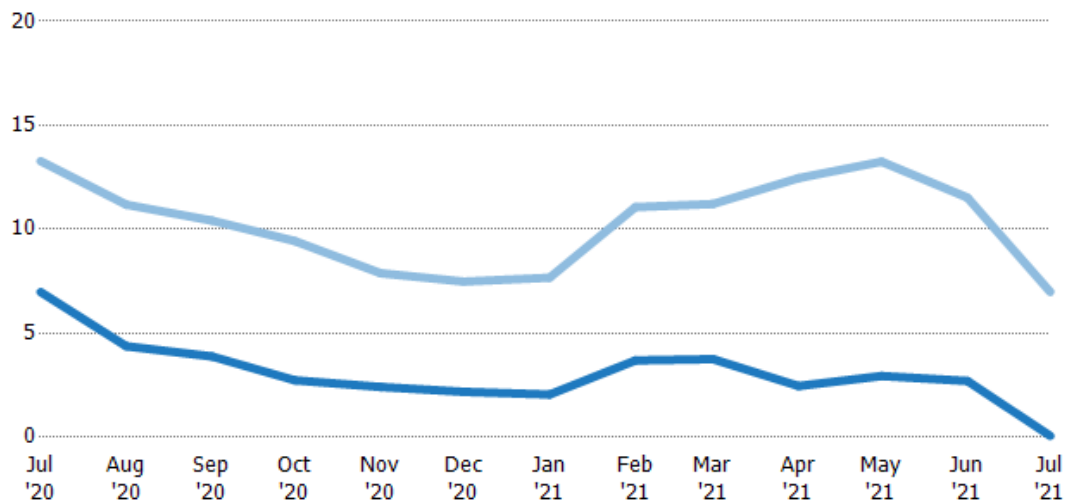
Months of Inventory

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

Month/Year	Months	% Chg.
Jul '21	0	-99.1%
Jul '20	6.98	-47.4%
Jul '19	13.3	-8.9%



Current Year	6.98	4.38	3.89	2.74	2.42	2.18	2.06	3.69	3.76	2.46	2.95	2.71	0
Prior Year	13.3	11.2	10.4	9.43	7.89	7.49	7.67	11.1	11.2	12.5	13.3	11.5	6.98
Percent Change from Prior Year	-47%	-61%	-63%	-71%	-69%	-71%	-73%	-67%	-66%	-80%	-78%	-77%	-99%

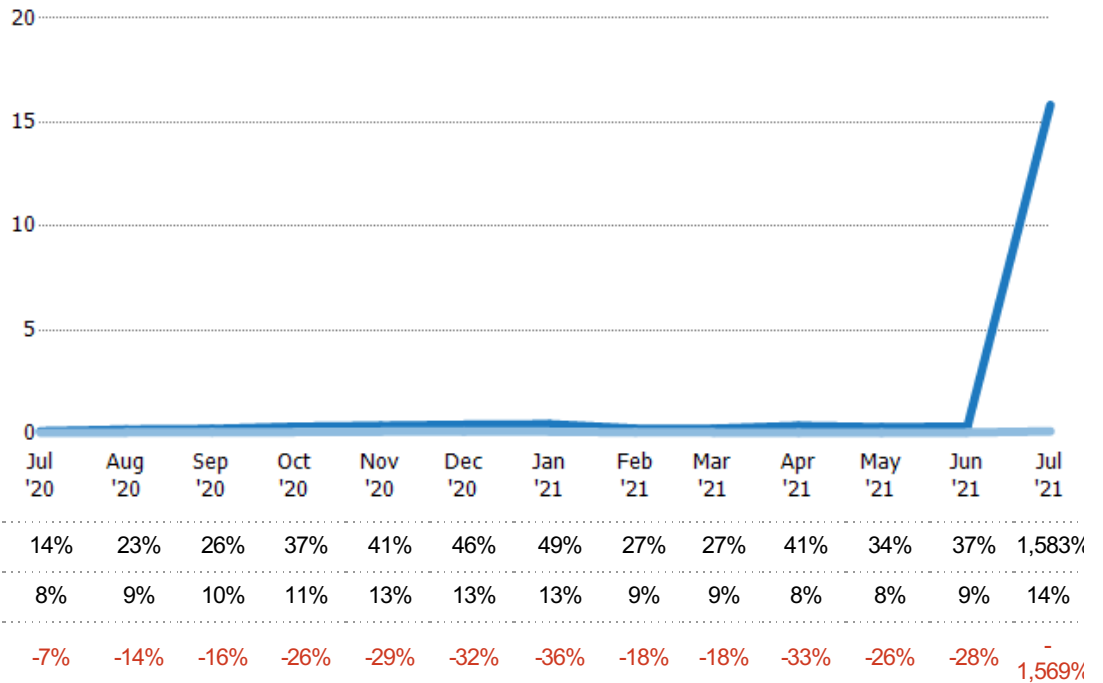
Absorption Rate

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.
Jul '21	1,583%	-1,569%
Jul '20	14%	-6.8%
Jul '19	8%	9.7%

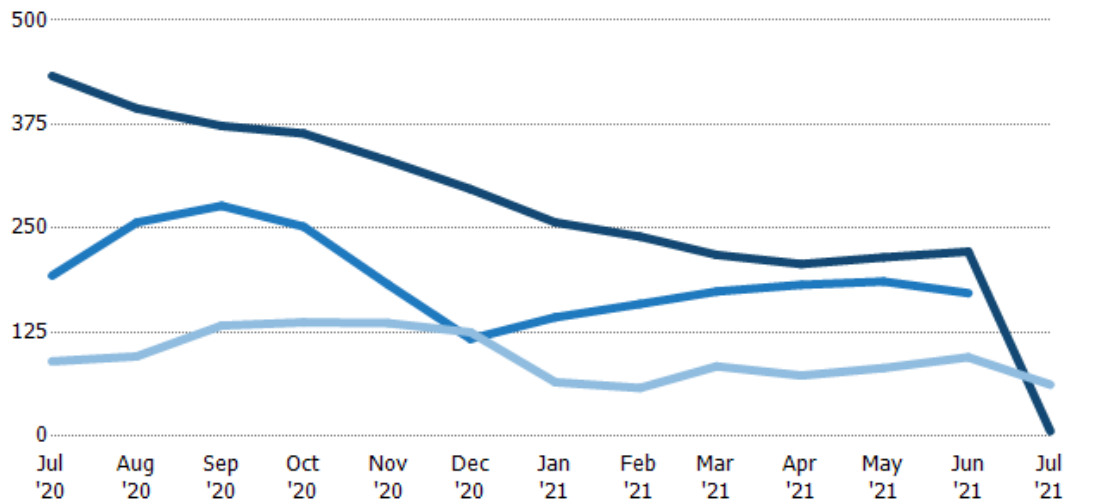


Active/Pending/Sold Units

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	433	394	373	364	331	297	257	240	218	207	215	222	6
Pending	193	257	277	252	182	117	143	159	174	182	186	172	-
Sold	90	96	133	137	136	125	65	58	84	73	82	95	62

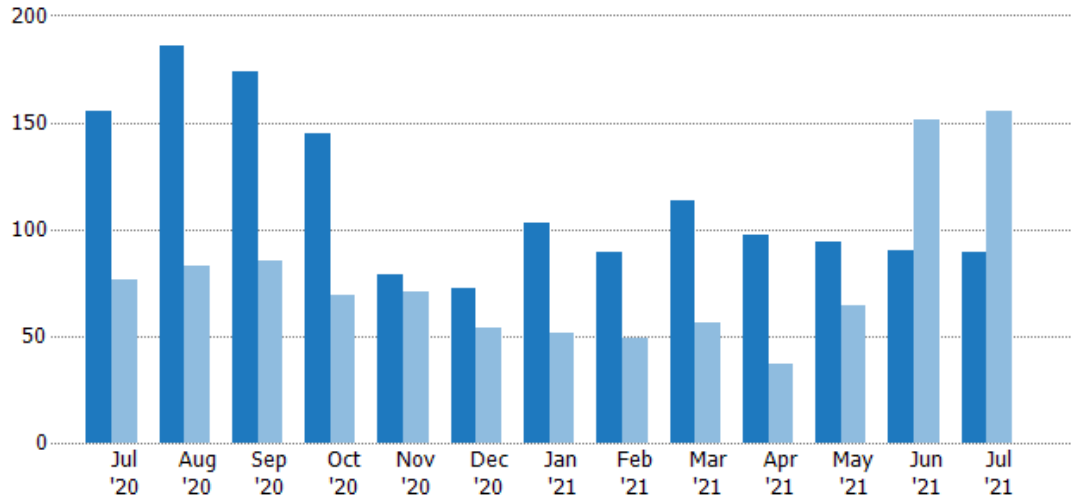
New Pending Sales

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

Month/ Year	Count	% Chg.
Jul '21	89	-42.6%
Jul '20	155	103.9%
Jul '19	76	-7.9%



Current Year	155	186	174	145	79	72	103	89	113	97	94	90	89
Prior Year	76	83	85	69	71	54	51	49	56	37	64	151	155
Percent Change from Prior Year	104%	124%	105%	110%	11%	33%	102%	82%	102%	162%	47%	-40%	-43%

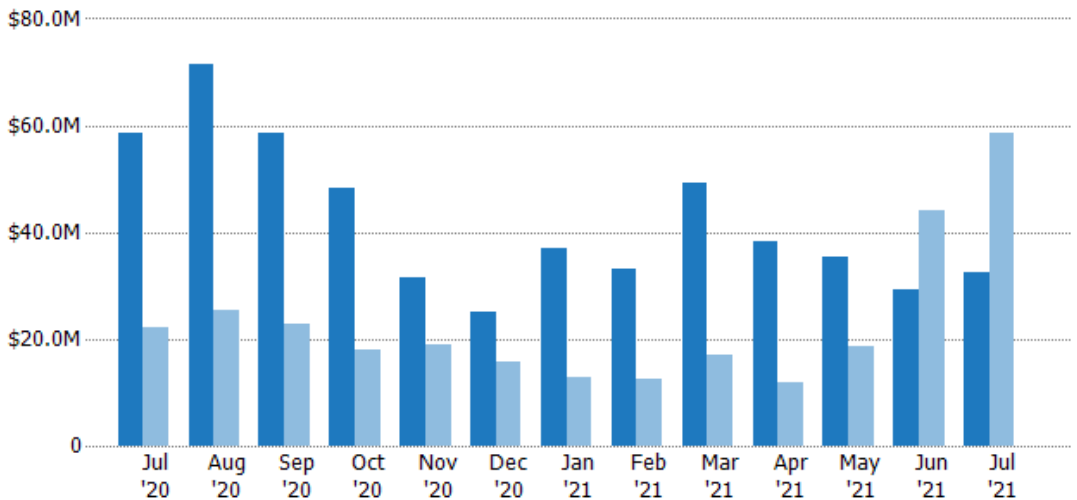
New Pending Sales Volume

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

Month/ Year	Volume	% Chg.
Jul '21	\$32.3M	-44.7%
Jul '20	\$58.4M	165.4%
Jul '19	\$22M	-11.5%



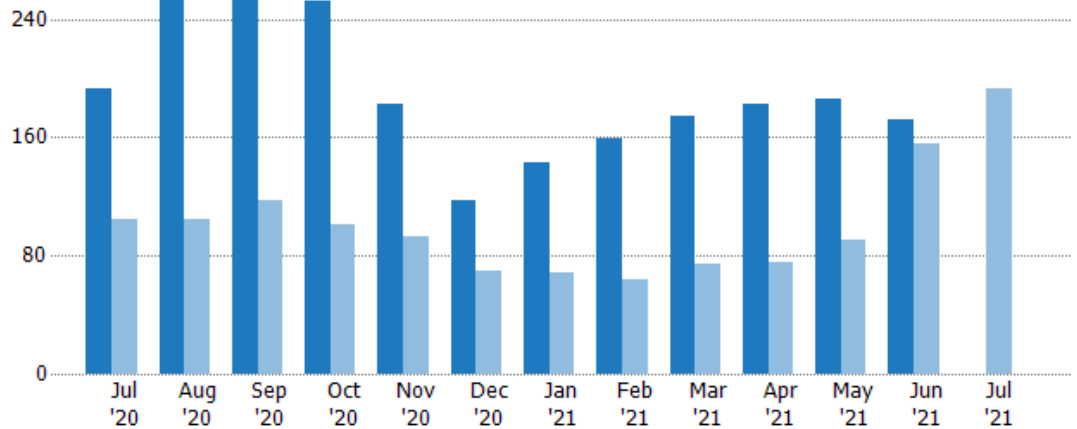
Current Year	\$58.4M	\$71.4M	\$58.4M	\$48.2M	\$31.4M	\$25M	\$37M	\$33M	\$49.3M	\$38.4M	\$35.4M	\$29.4M	\$32.3M
Prior Year	\$22M	\$25.4M	\$22.8M	\$18M	\$19M	\$15.7M	\$12.9M	\$12.4M	\$16.9M	\$11.8M	\$18.5M	\$44M	\$58.4M
Percent Change from Prior Year	165%	181%	156%	168%	65%	60%	188%	166%	192%	226%	92%	-33%	-45%

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



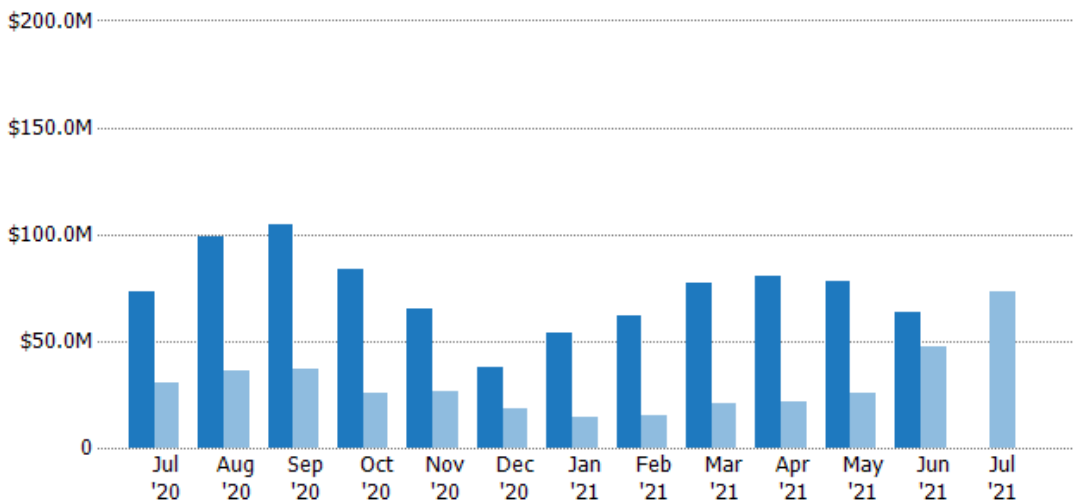
Current Year	193	257	277	252	182	117	143	159	174	182	186	172	-
Prior Year	104	105	117	101	93	70	69	64	74	76	91	156	193
Percent Change from Prior Year	86%	145%	137%	150%	96%	67%	107%	148%	135%	139%	104%	10%	-100%

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



Current Year	\$73.2M	\$99M	\$104M	\$83.7M	\$64.7M	\$37.6M	\$53.6M	\$61.6M	\$77.2M	\$80.2M	\$77.7M	\$63.3M	-
Prior Year	\$30.8M	\$36.1M	\$36.9M	\$25.8M	\$26.1M	\$18.7M	\$14.6M	\$15.5M	\$20.7M	\$21.8M	\$25.5M	\$47.5M	\$73.2M
Percent Change from Prior Year	138%	174%	183%	224%	148%	101%	266%	297%	273%	267%	205%	33%	-100%

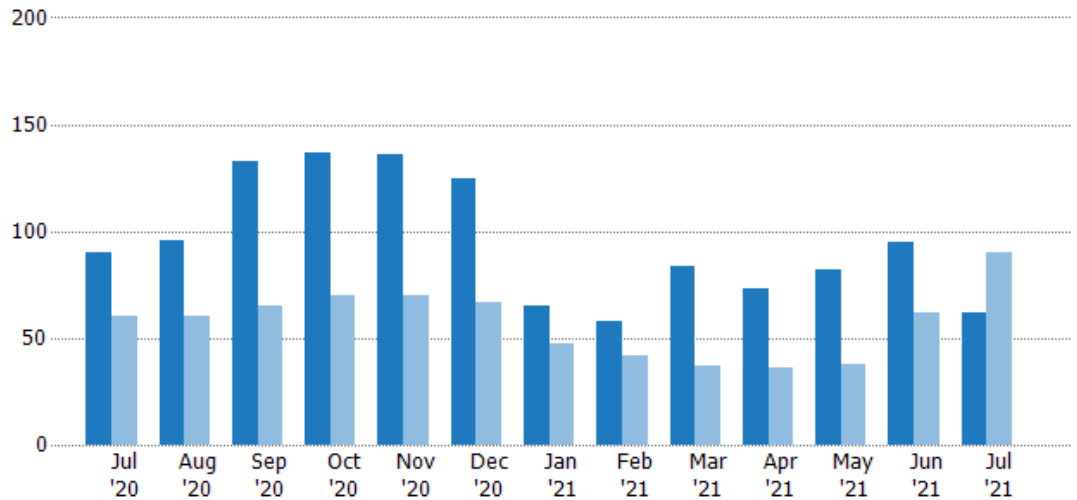
Closed Sales

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.
Jul '21	62	-31.1%
Jul '20	90	50%
Jul '19	60	-26.7%



Current Year	90	96	133	137	136	125	65	58	84	73	82	95	62
Prior Year	60	60	65	70	70	67	47	42	37	36	38	62	90
Percent Change from Prior Year	50%	60%	105%	96%	94%	87%	38%	38%	127%	103%	116%	53%	-31%

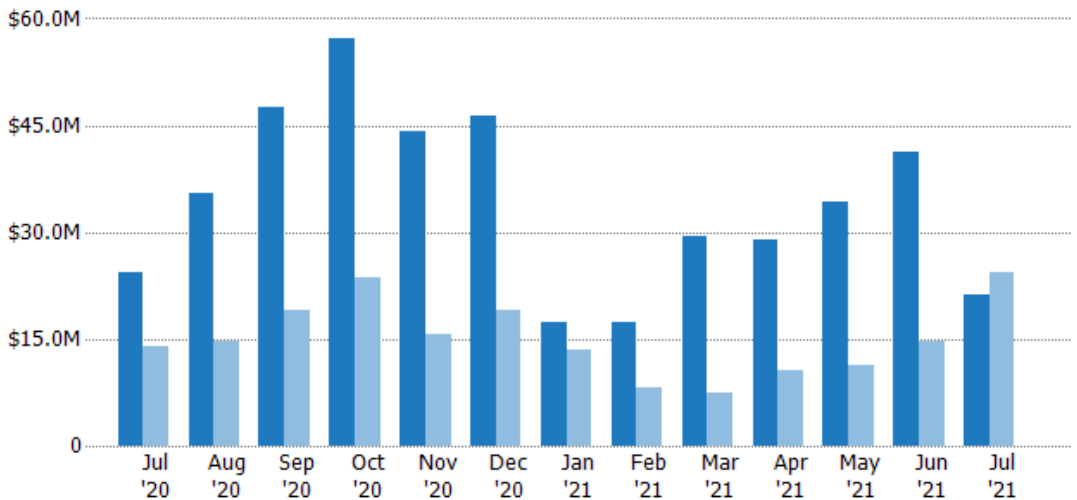
Closed Sales Volume

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.
Jul '21	\$21.1M	-13.3%
Jul '20	\$24.3M	73.3%
Jul '19	\$14M	-26.5%



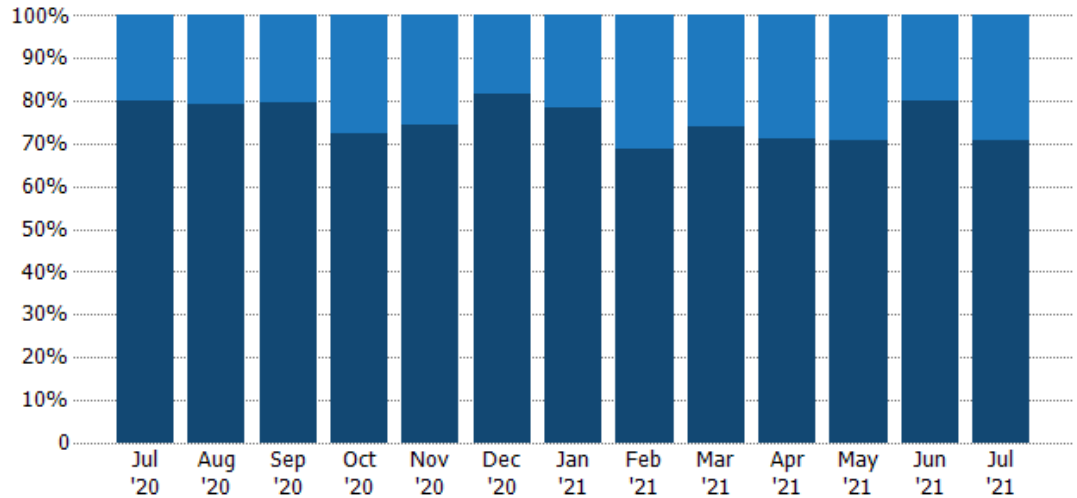
Current Year	\$24.3M	\$35.4M	\$47.6M	\$57.2M	\$44.1M	\$46.3M	\$17.4M	\$17.3M	\$29.4M	\$28.8M	\$34.3M	\$41.3M	\$21.1M
Prior Year	\$14M	\$14.7M	\$19.1M	\$23.6M	\$15.7M	\$19.1M	\$13.5M	\$8.12M	\$7.41M	\$10.7M	\$11.4M	\$14.7M	\$24.3M
Percent Change from Prior Year	73%	142%	150%	142%	181%	142%	29%	113%	297%	169%	201%	182%	-13%

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



Condo/Townhouse	20%	21%	20%	28%	26%	18%	22%	31%	26%	29%	29%	20%	29%
Single Family Residence	80%	79%	80%	72%	74%	82%	78%	69%	74%	71%	71%	80%	71%

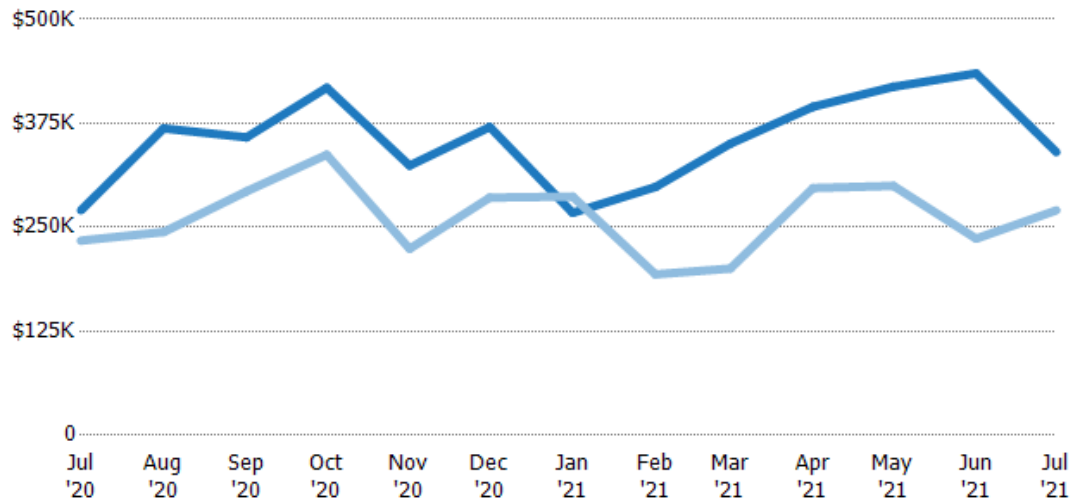
Average Sales Price

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.
Jul '21	\$340K	25.9%
Jul '20	\$270K	15.6%
Jul '19	\$234K	0.2%



Current Year	\$270K	\$369K	\$358K	\$418K	\$324K	\$371K	\$267K	\$298K	\$350K	\$395K	\$419K	\$435K	\$340K
Prior Year	\$234K	\$244K	\$293K	\$337K	\$224K	\$286K	\$287K	\$193K	\$200K	\$297K	\$300K	\$236K	\$270K
Percent Change from Prior Year	16%	51%	22%	24%	45%	30%	-7%	54%	75%	33%	40%	84%	26%

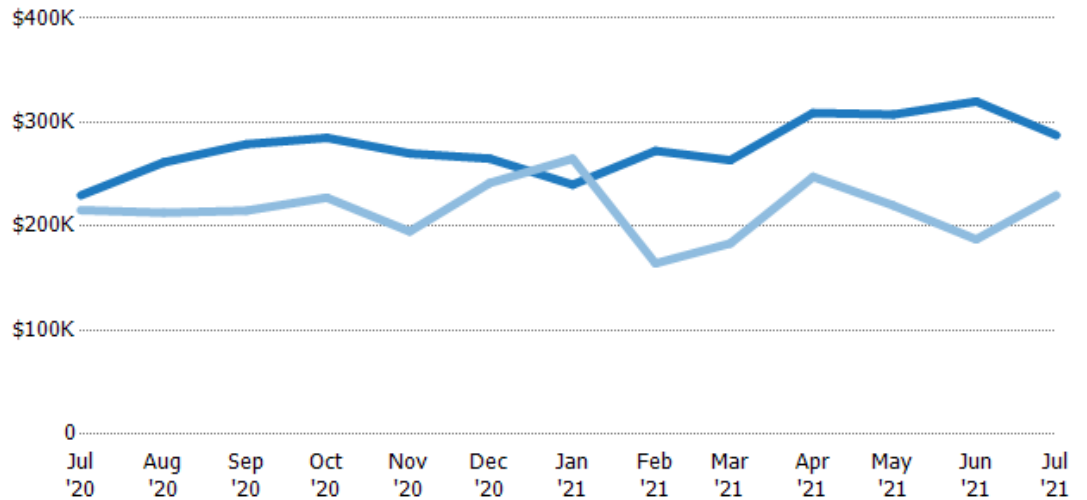
Median Sales Price

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.
Jul '21	\$288K	25.1%
Jul '20	\$230K	6.6%
Jul '19	\$216K	-3.5%



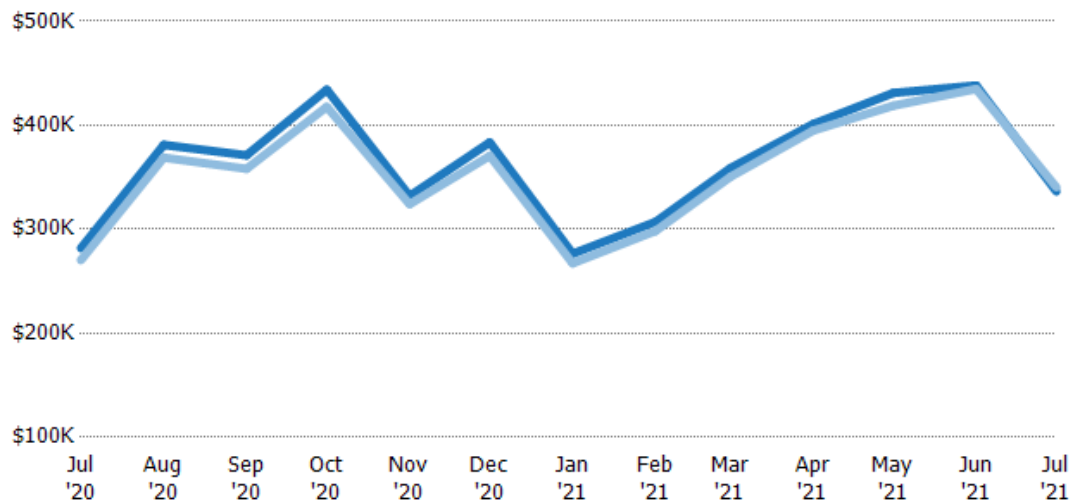
Current Year	\$230K	\$261K	\$279K	\$285K	\$270K	\$265K	\$240K	\$273K	\$264K	\$309K	\$308K	\$320K	\$288K
Prior Year	\$216K	\$213K	\$215K	\$228K	\$195K	\$242K	\$265K	\$164K	\$184K	\$248K	\$220K	\$187K	\$230K
Percent Change from Prior Year	7%	23%	30%	25%	38%	10%	-9%	66%	44%	25%	40%	71%	25%

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



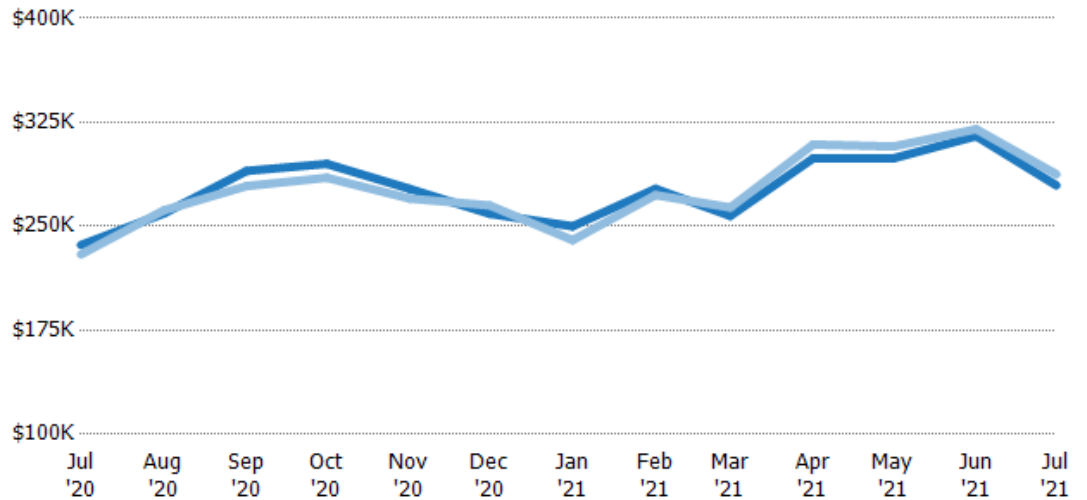
Avg List Price	\$282K	\$381K	\$371K	\$434K	\$332K	\$384K	\$277K	\$307K	\$359K	\$401K	\$431K	\$438K	\$336K
Avg Sales Price	\$270K	\$369K	\$358K	\$418K	\$324K	\$371K	\$267K	\$298K	\$350K	\$395K	\$419K	\$435K	\$340K
Avg Sales Price as a % of Avg List Price	96%	97%	96%	96%	98%	97%	97%	97%	98%	98%	97%	99%	101%

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

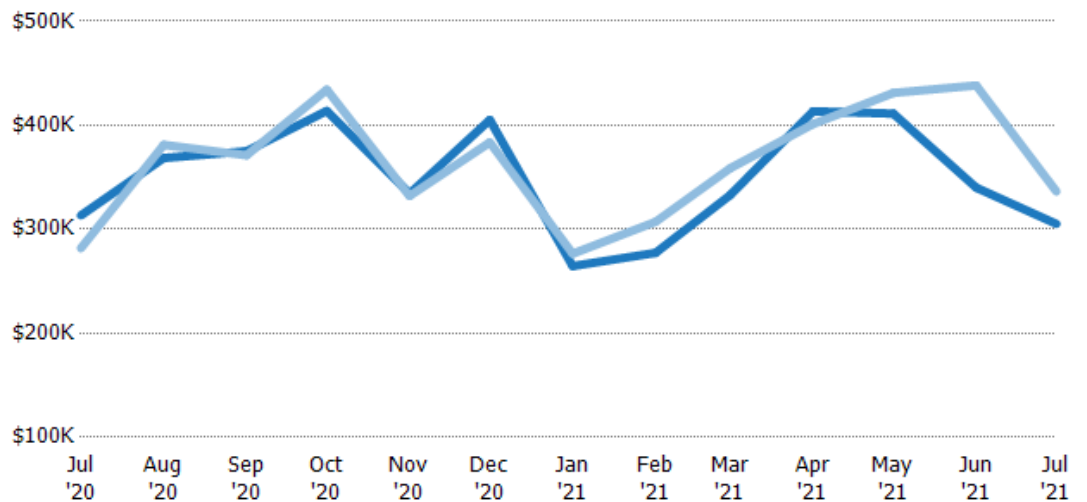


Average Sales Price vs Average Est Value

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

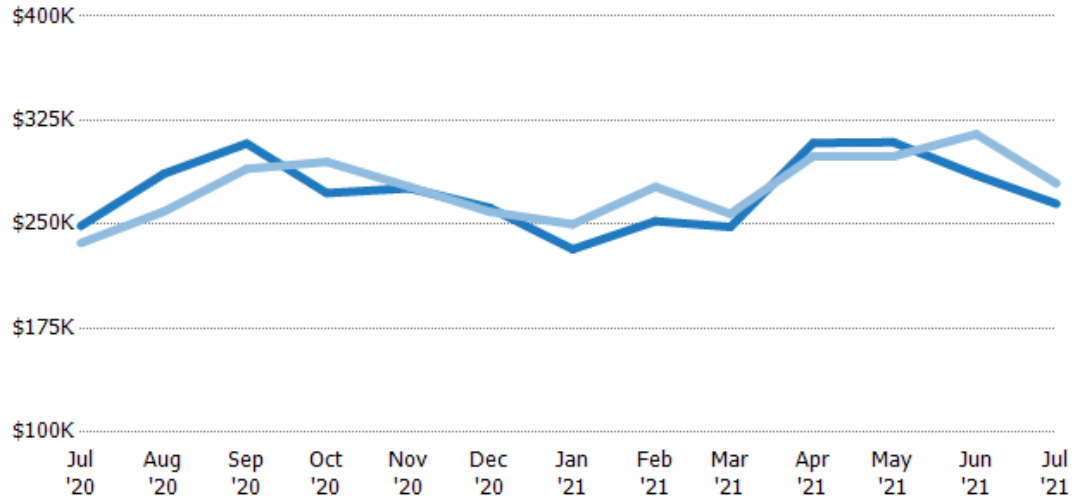


Median Sales Price vs Median Est Value

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



Median Est Value	\$249K	\$286K	\$308K	\$273K	\$276K	\$262K	\$232K	\$252K	\$248K	\$309K	\$309K	\$285K	\$265K
Median Sales Price	\$237K	\$259K	\$290K	\$295K	\$277K	\$259K	\$250K	\$277K	\$258K	\$299K	\$299K	\$315K	\$280K
Med Sales Price as a % of Med Est Value	95%	91%	94%	108%	100%	99%	108%	110%	104%	97%	97%	110%	106%