

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	Sep 2021	Sep 2020	+ / -	YTD 2021	YTD 2020	+ / -
Listing Activity Charts Metrics						
New Listing Count	18	23	-21.7%	181	193	-6.2%
New Listing Volume	\$8,156,700	\$10,324,600	-21%	\$83,441,174	\$78,760,340	+5.9%
Active Listing Count	41	53	-22.6%	N/A	N/A	
Active Listing Volume	\$21,100,065	\$33,116,403	-36.3%	N/A	N/A	
Average Listing Price	\$514,636	\$624,838	-17.6%	\$619,973	\$564,393	+9.8%
Median Listing Price	\$442,500	\$437,400	+1.2%	\$445,295	\$413,712	+7.6%
Median Days in RPR	50	92	-45.7%	93.84	103.38	-9.2%
Months of Inventory	1.5	2.4	-37%	2	3	-31.9%
Absorption Rate	65.85%	41.51%	+24.3%	49.7%	33.84%	+15.9%
Sales Activity Charts Metrics						
New Pending Sales Count	12	21	-42.9%	163	203	-19.7%
New Pending Sales Volume	\$6,485,500	\$8,930,697	-27.4%	\$80,237,593	\$77,465,160	+3.6%
Pending Sales Count	18	42	-57.1%	N/A	N/A	
Pending Sales Volume	\$5,975,000	\$17,809,395	-66.5%	N/A	N/A	
Closed Sales Count	23	22	+4.5%	152	164	-7.3%
Closed Sales Volume	\$12,048,700	\$8,428,548	+43%	\$76,720,291	\$59,818,915	+28.3%
Average Sales Price	\$523,857	\$383,116	+36.7%	\$504,739	\$364,749	+38.4%
Median Sales Price	\$375,000	\$373,372	+0.4%	\$400,711	\$341,947	+17.2%

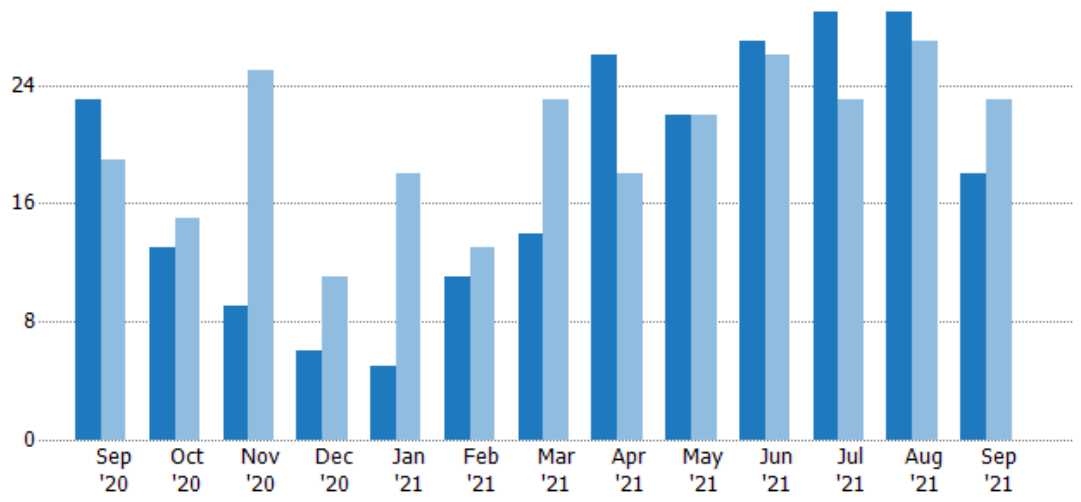
New Listings

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.
Sep '21	18	-21.7%
Sep '20	23	21.1%
Sep '19	19	15.8%



Current Year	23	13	9	6	5	11	14	26	22	27	29	29	18
Prior Year	19	15	25	11	18	13	23	18	22	26	23	27	23
Percent Change from Prior Year	21%	-13%	-64%	-45%	-72%	-15%	-39%	44%	0%	4%	26%	7%	-22%

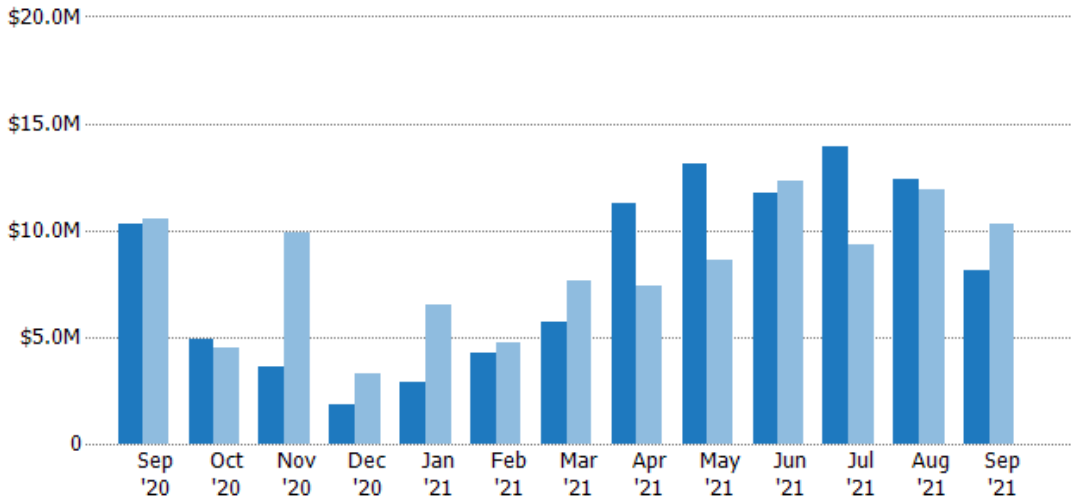
New Listing Volume

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.
Sep '21	\$8.16M	-21%
Sep '20	\$10.3M	-1.7%
Sep '19	\$10.5M	-24%



Current Year	\$10.3M	\$4.89M	\$3.57M	\$1.85M	\$2.89M	\$4.23M	\$5.74M	\$11.3M	\$13.1M	\$11.8M	\$13.9M	\$12.4M	\$8.16M
Prior Year	\$10.5M	\$4.5M	\$9.93M	\$3.31M	\$6.54M	\$4.74M	\$7.6M	\$7.41M	\$8.62M	\$12.3M	\$9.33M	\$11.9M	\$10.3M
Percent Change from Prior Year	-2%	9%	-64%	-44%	-56%	-11%	-25%	52%	52%	-5%	49%	5%	-21%

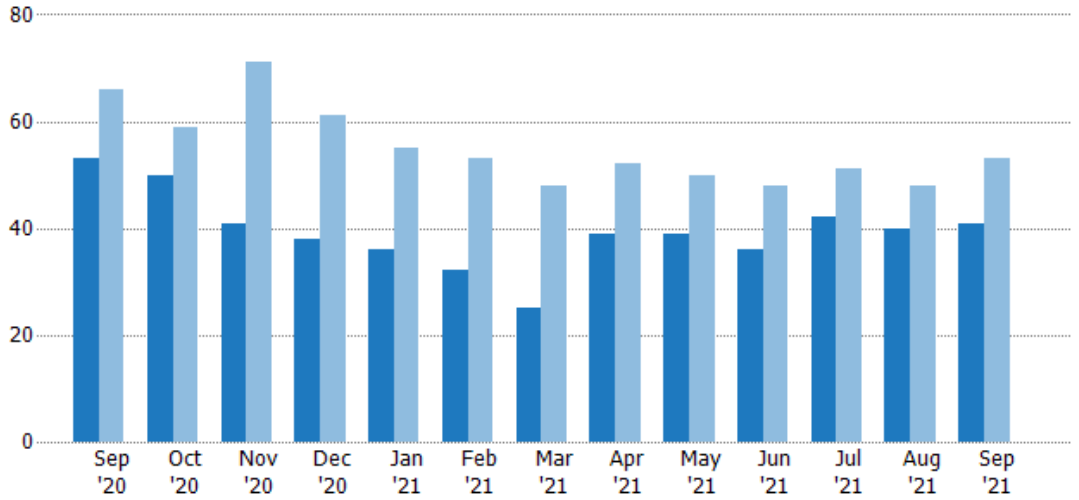
Active Listings

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

Month/ Year	Count	% Chg.
Sep '21	41	-22.6%
Sep '20	53	-19.7%
Sep '19	66	3%



Current Year	53	50	41	38	36	32	25	39	39	36	42	40	41
Prior Year	66	59	71	61	55	53	48	52	50	48	51	48	53
Percent Change from Prior Year	-20%	-15%	-42%	-38%	-35%	-40%	-48%	-25%	-22%	-25%	-18%	-17%	-23%

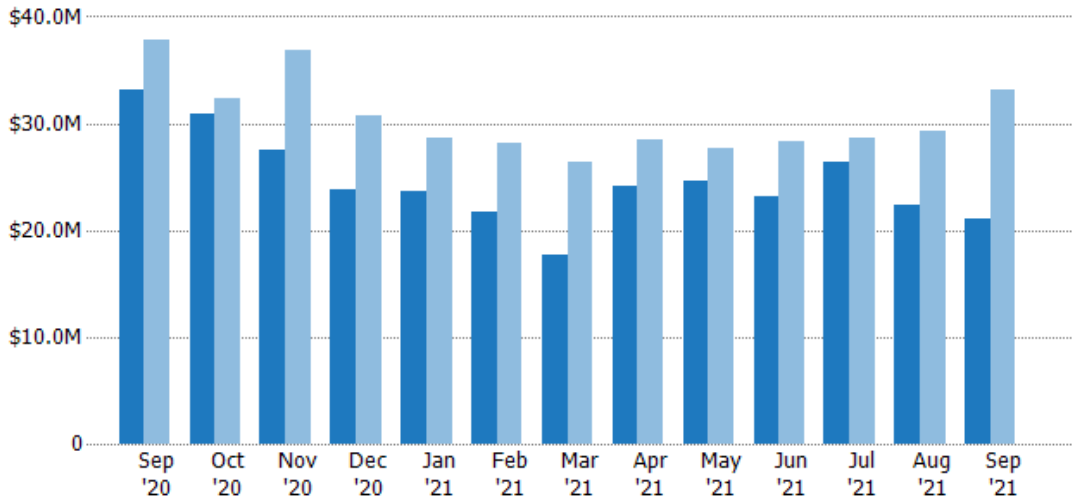
Active Listing Volume

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

Month/ Year	Volume	% Chg.
Sep '21	\$21.1M	-36.3%
Sep '20	\$33.1M	-12.3%
Sep '19	\$37.8M	-14%



Current Year	\$33.1M	\$31M	\$27.5M	\$23.9M	\$23.7M	\$21.7M	\$17.7M	\$24.1M	\$24.5M	\$23.1M	\$26.3M	\$22.3M	\$21.1M
Prior Year	\$37.8M	\$32.3M	\$36.8M	\$30.8M	\$28.7M	\$28.1M	\$26.3M	\$28.4M	\$27.6M	\$28.4M	\$28.7M	\$29.3M	\$33.1M
Percent Change from Prior Year	-12%	-4%	-25%	-23%	-17%	-23%	-33%	-15%	-11%	-18%	-8%	-24%	-36%

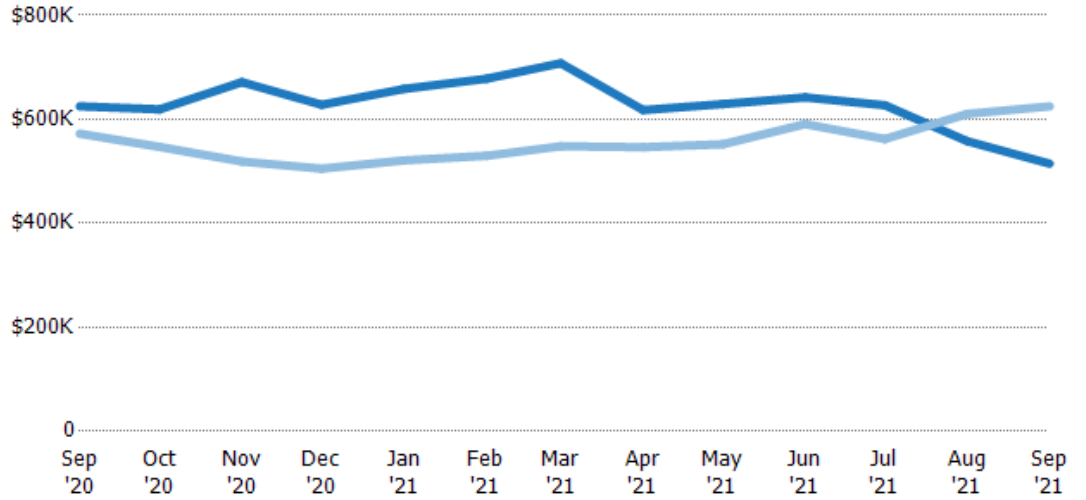
Average Listing Price

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

Month/ Year	Price	% Chg.
Sep '21	\$515K	-17.6%
Sep '20	\$625K	9.2%
Sep '19	\$572K	-16.5%



Current Year	\$625K	\$619K	\$671K	\$628K	\$658K	\$678K	\$708K	\$618K	\$629K	\$642K	\$627K	\$558K	\$515K
Prior Year	\$572K	\$547K	\$519K	\$505K	\$521K	\$530K	\$548K	\$546K	\$552K	\$591K	\$562K	\$610K	\$625K
Percent Change from Prior Year	9%	13%	29%	24%	26%	28%	29%	13%	14%	9%	12%	-9%	-18%

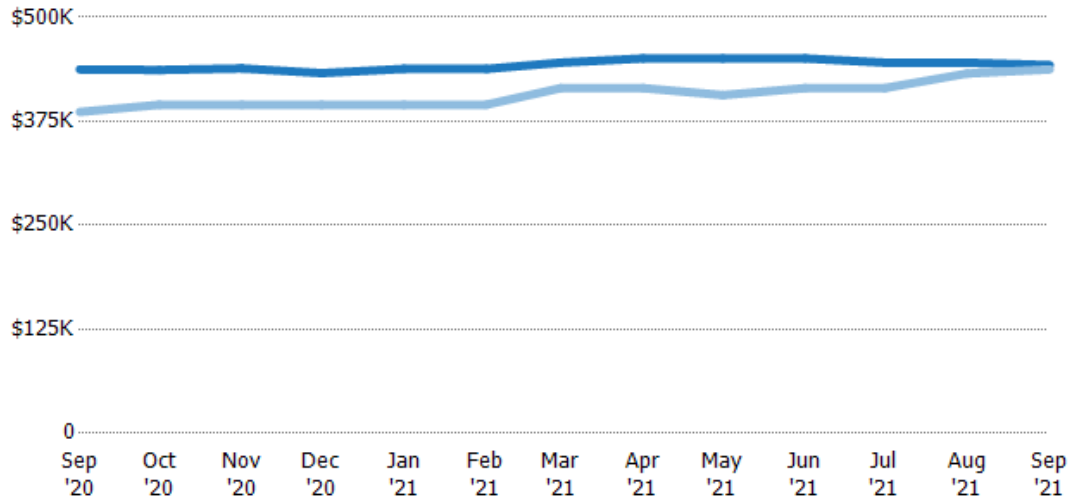
Median Listing Price

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

Month/ Year	Price	% Chg.
Sep '21	\$443K	1.2%
Sep '20	\$437K	13.2%
Sep '19	\$386K	0.9%



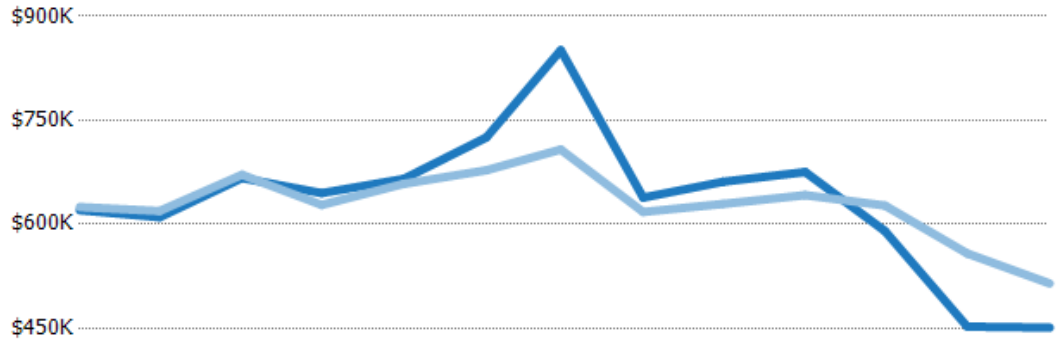
Current Year	\$437K	\$437K	\$439K	\$433K	\$438K	\$438K	\$445K	\$450K	\$450K	\$450K	\$445K	\$445K	\$443K
Prior Year	\$386K	\$395K	\$395K	\$395K	\$395K	\$395K	\$415K	\$415K	\$406K	\$415K	\$415K	\$432K	\$437K
Percent Change from Prior Year	13%	11%	11%	10%	11%	11%	7%	9%	11%	9%	7%	3%	1%

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



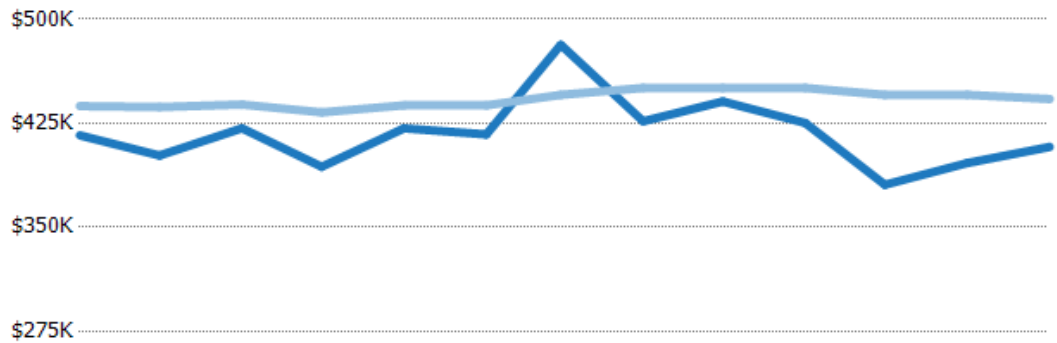
	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21
Avg Est Value	\$620K	\$610K	\$667K	\$645K	\$666K	\$725K	\$851K	\$638K	\$661K	\$675K	\$590K	\$452K	\$451K
Avg Listing Price	\$625K	\$619K	\$671K	\$628K	\$658K	\$678K	\$708K	\$618K	\$629K	\$642K	\$627K	\$558K	\$515K
Avg Listing Price as a % of Avg Est Value	101%	101%	101%	97%	99%	93%	83%	97%	95%	95%	106%	123%	114%

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



	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21
Median Est Value	\$416K	\$402K	\$421K	\$394K	\$421K	\$417K	\$482K	\$426K	\$441K	\$425K	\$381K	\$396K	\$408K
Median Listing Price	\$437K	\$437K	\$439K	\$433K	\$438K	\$438K	\$445K	\$450K	\$450K	\$450K	\$445K	\$445K	\$443K
Med Listing Price as a % of Med Est Value	105%	109%	104%	110%	104%	105%	93%	106%	102%	106%	117%	112%	108%

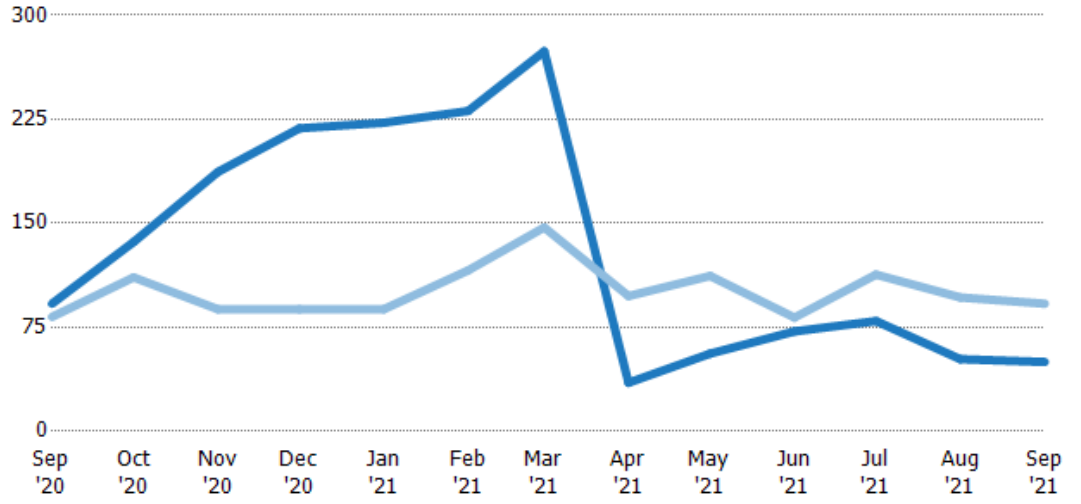
Median Days in RPR

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

Month/ Year	Days	% Chg.
Sep '21	50	-45.7%
Sep '20	92	11.5%
Sep '19	82.5	6.7%



Current Year	92	137	187	219	223	231	274	35	56	72	79.5	52	50
Prior Year	82.5	111	88	88	88	116	147	97.5	112	82	113	96.5	92
Percent Change from Prior Year	12%	23%	113%	148%	153%	99%	86%	-64%	-50%	-12%	-30%	-46%	-46%

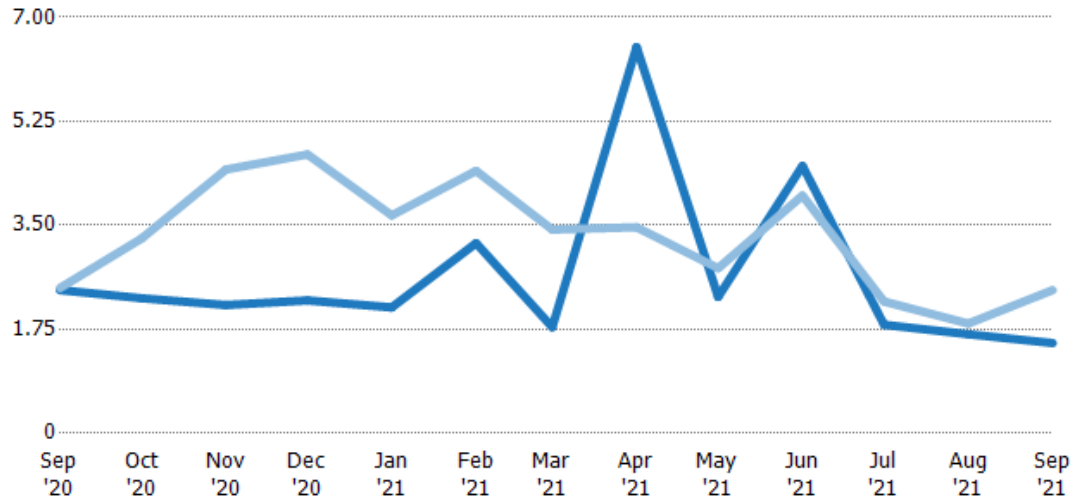
Months of Inventory

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

Month/ Year	Months	% Chg.
Sep '21	1.52	-37%
Sep '20	2.41	-1.4%
Sep '19	2.44	15.9%



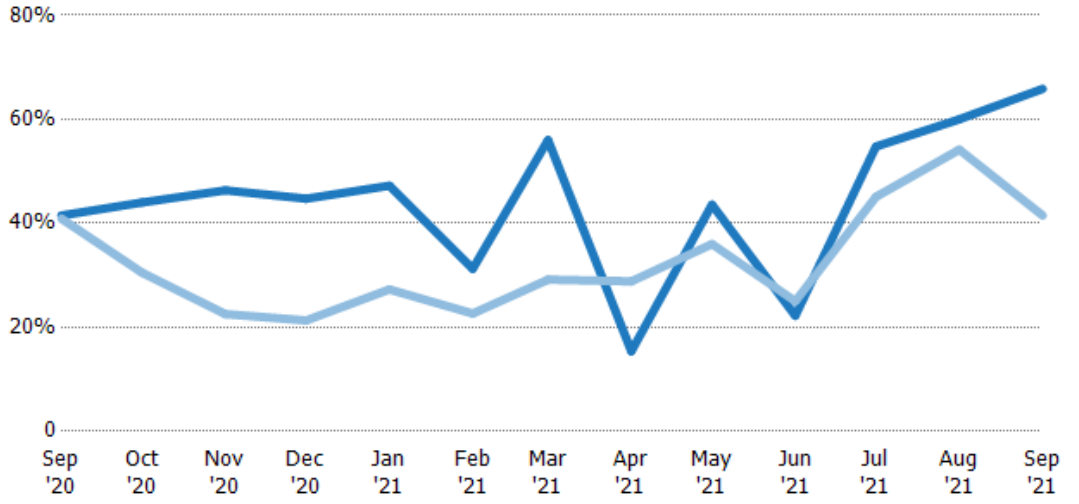
Current Year	2.41	2.27	2.16	2.24	2.12	3.2	1.79	6.5	2.29	4.5	1.83	1.67	1.52
Prior Year	2.44	3.28	4.44	4.69	3.67	4.42	3.43	3.47	2.78	4	2.22	1.85	2.41
Percent Change from Prior Year	-1%	-31%	-51%	-52%	-42%	-28%	-48%	88%	-17%	13%	-18%	-10%	-37%

Absorption Rate

The percentage of inventory sold per month.

Filters Used

ZIP: Colchester, VT 05439,
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Property Type:
Condo/Townhouse/Apt., Single
Family



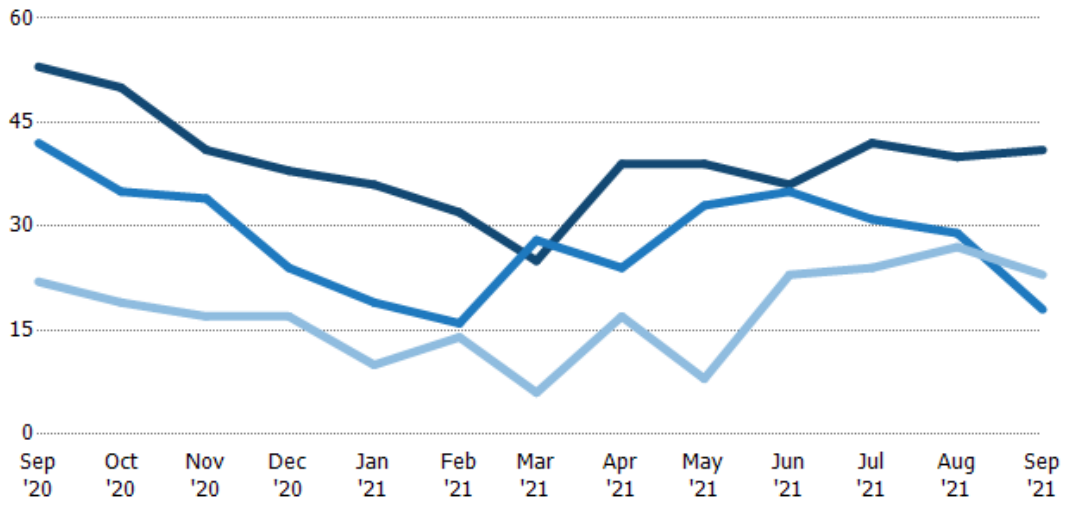
	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21
Current Year	42%	44%	46%	45%	47%	31%	56%	15%	44%	22%	55%	60%	66%
Prior Year	41%	31%	23%	21%	27%	23%	29%	29%	36%	25%	45%	54%	42%
Change from Prior Year	-1%	-14%	-24%	-23%	-20%	-9%	-27%	13%	-8%	3%	-10%	-6%	-24%

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



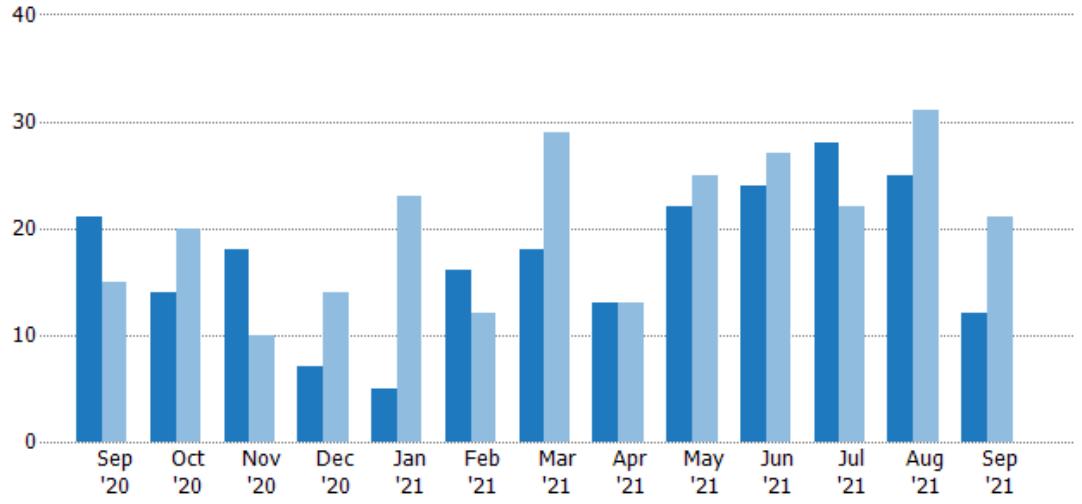
	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21
Active	53	50	41	38	36	32	25	39	39	36	42	40	41
Pending	42	35	34	24	19	16	28	24	33	35	31	29	18
Sold	22	19	17	17	10	14	6	17	8	23	24	27	23

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



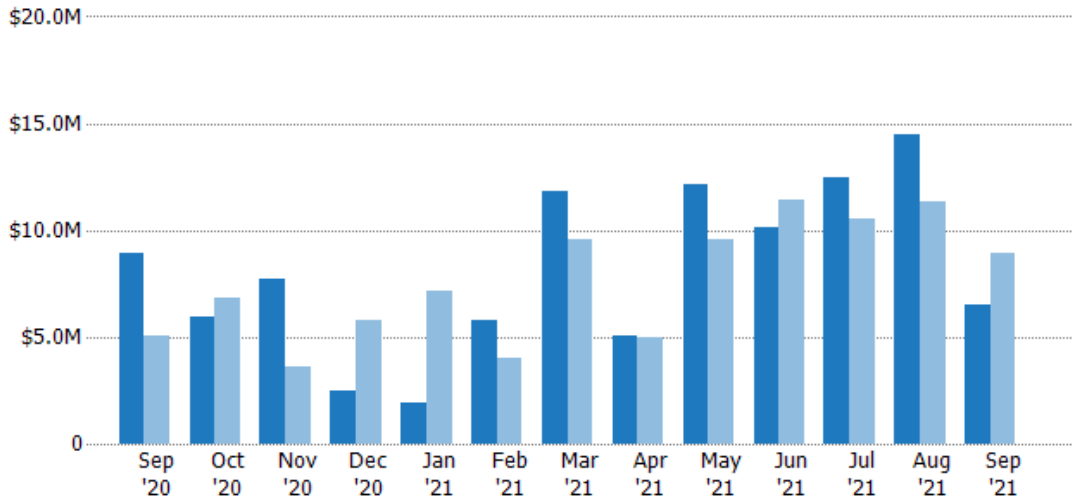
Month/Year	Count	% Chg.
Sep '21	12	-42.9%
Sep '20	21	40%
Sep '19	15	-6.7%

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.
Sep '21	\$6.49M	-27.4%
Sep '20	\$8.93M	77.3%
Sep '19	\$5.04M	30.9%

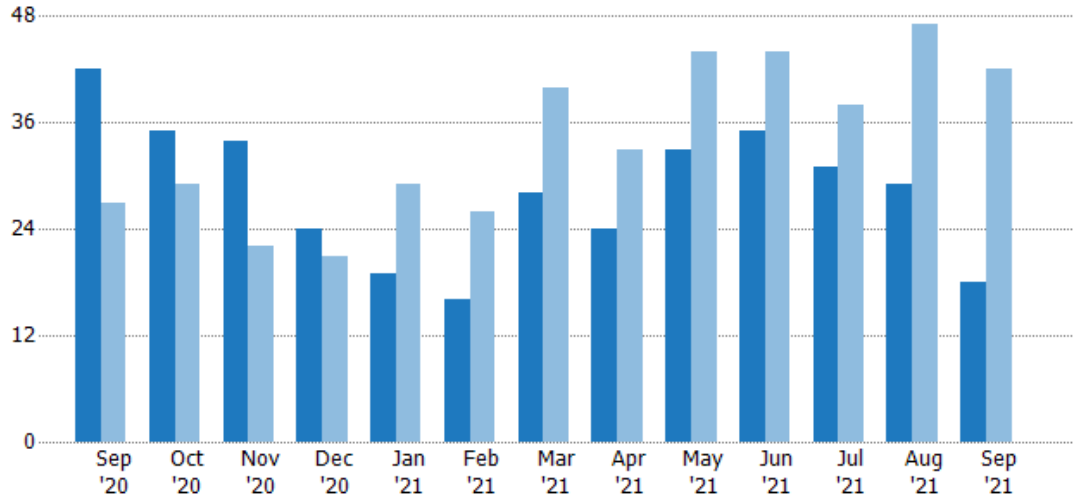
Pending Sales

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

Month/ Year	Count	% Chg.
Sep '21	18	-57.1%
Sep '20	42	55.6%
Sep '19	27	-33.3%



Current Year	42	35	34	24	19	16	28	24	33	35	31	29	18
Prior Year	27	29	22	21	29	26	40	33	44	44	38	47	42
Percent Change from Prior Year	56%	21%	55%	14%	-34%	-38%	-30%	-27%	-25%	-20%	-18%	-38%	-57%

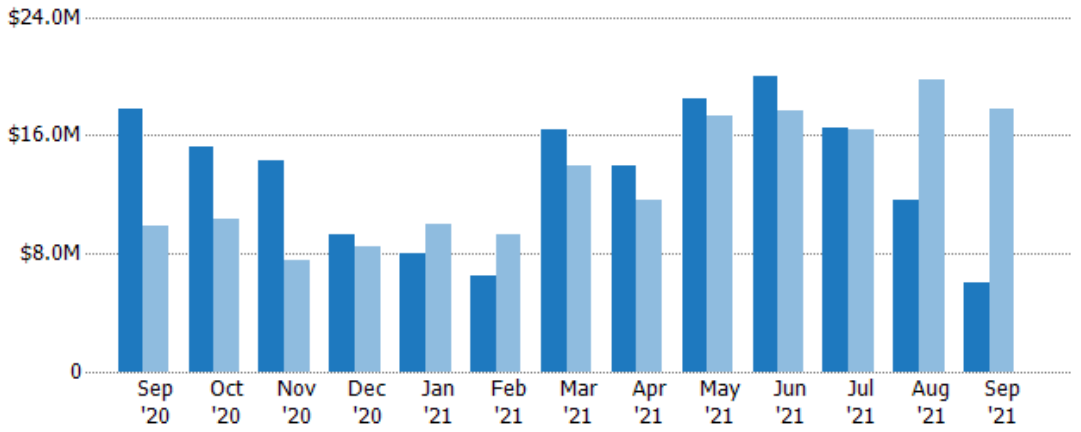
Pending Sales Volume

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

Month/ Year	Volume	% Chg.
Sep '21	\$5.98M	-66.5%
Sep '20	\$17.8M	80.2%
Sep '19	\$9.88M	-16.9%



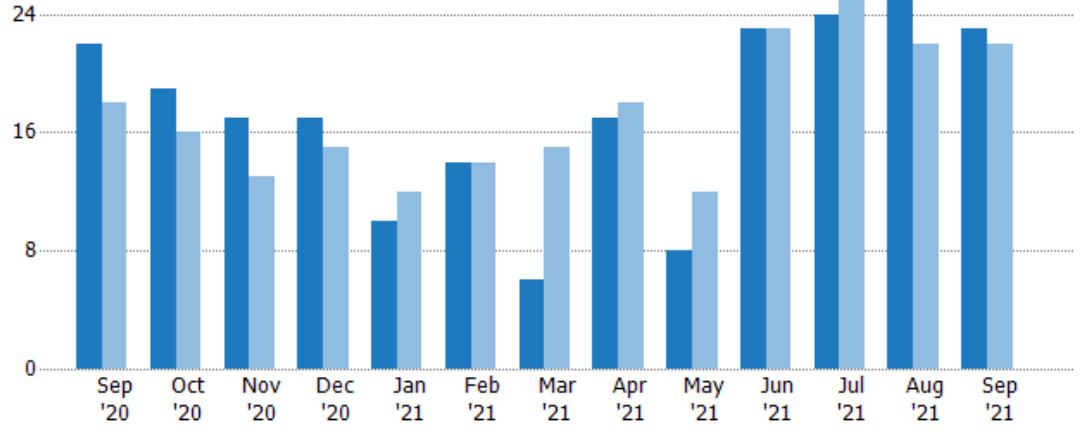
Current Year	\$17.8M	\$15.2M	\$14.3M	\$9.25M	\$7.97M	\$6.48M	\$16.4M	\$14M	\$18.4M	\$20M	\$16.5M	\$11.6M	\$5.98M
Prior Year	\$9.88M	\$10.4M	\$7.56M	\$8.44M	\$10M	\$9.28M	\$14M	\$11.6M	\$17.3M	\$17.6M	\$16.4M	\$19.7M	\$17.8M
Percent Change from Prior Year	80%	46%	89%	10%	-20%	-30%	17%	20%	7%	14%	1%	-41%	-66%

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



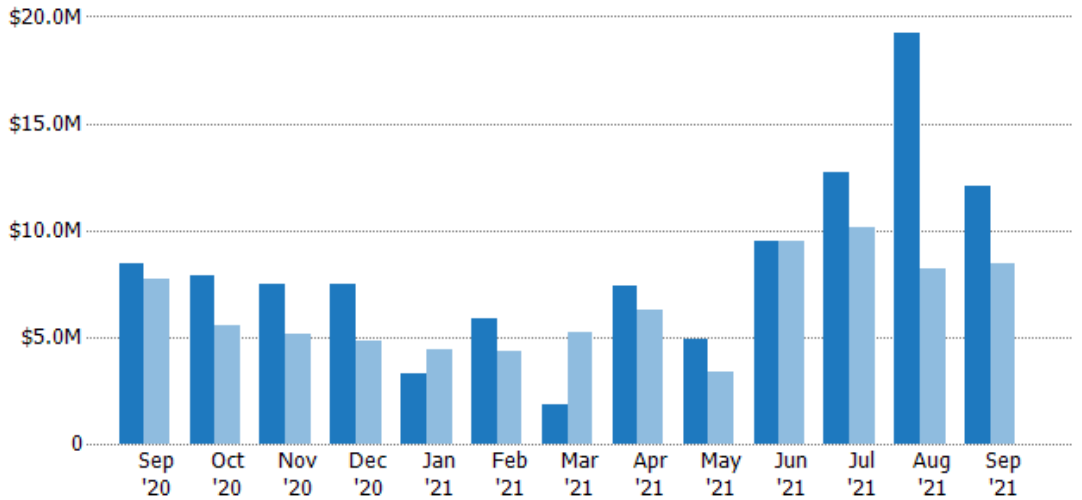
Month/Year	Current Year	Prior Year	Percent Change from Prior Year
Sep '21	23	22	4.5%
Sep '20	22	22	22.2%
Sep '19	18	18	11.1%

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



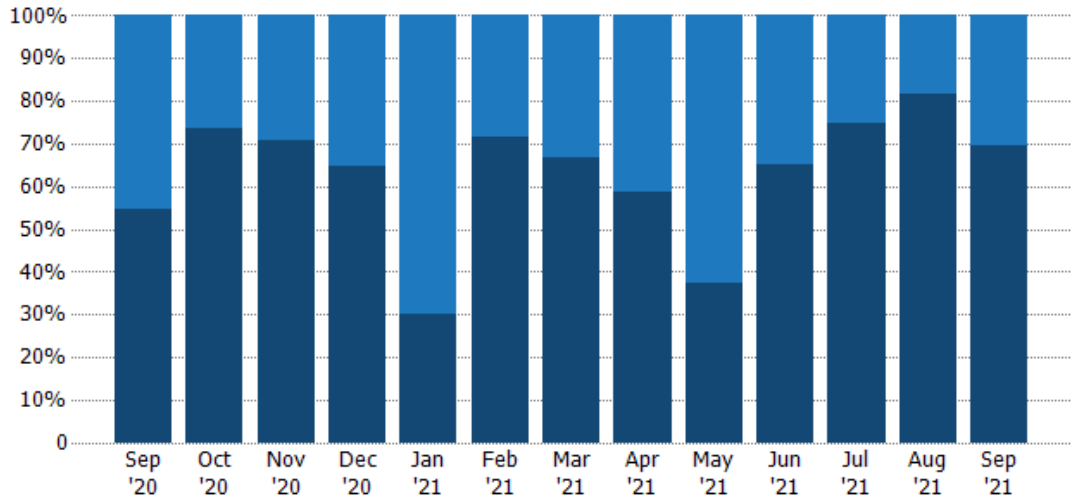
Month/Year	Current Year	Prior Year	Percent Change from Prior Year
Sep '21	\$12M	\$8.43M	43%
Sep '20	\$8.43M	\$8.43M	9.5%
Sep '19	\$7.7M	\$7.7M	-8.3%

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



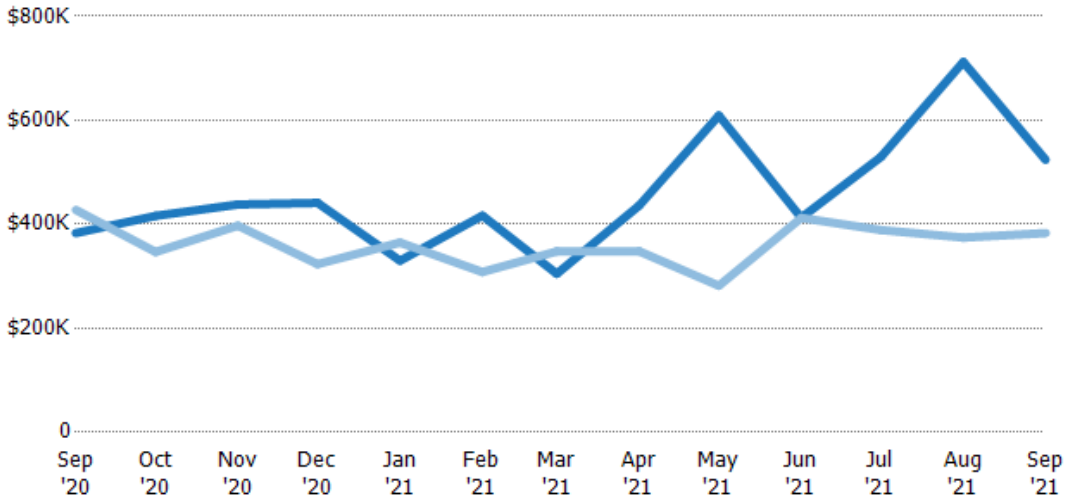
Condo/Townhouse	45%	26%	29%	35%	70%	29%	33%	41%	63%	35%	25%	19%	30%
Single Family Residence	55%	74%	71%	65%	30%	71%	67%	59%	38%	65%	75%	81%	70%

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	\$383K	\$416K	\$438K	\$441K	\$330K	\$417K	\$305K	\$436K	\$609K	\$413K	\$530K	\$712K	\$524K
Prior Year	\$428K	\$347K	\$397K	\$323K	\$365K	\$308K	\$348K	\$348K	\$282K	\$412K	\$389K	\$374K	\$383K
Percent Change from Prior Year	-10%	20%	10%	36%	-10%	35%	-12%	25%	116%	0%	36%	90%	37%

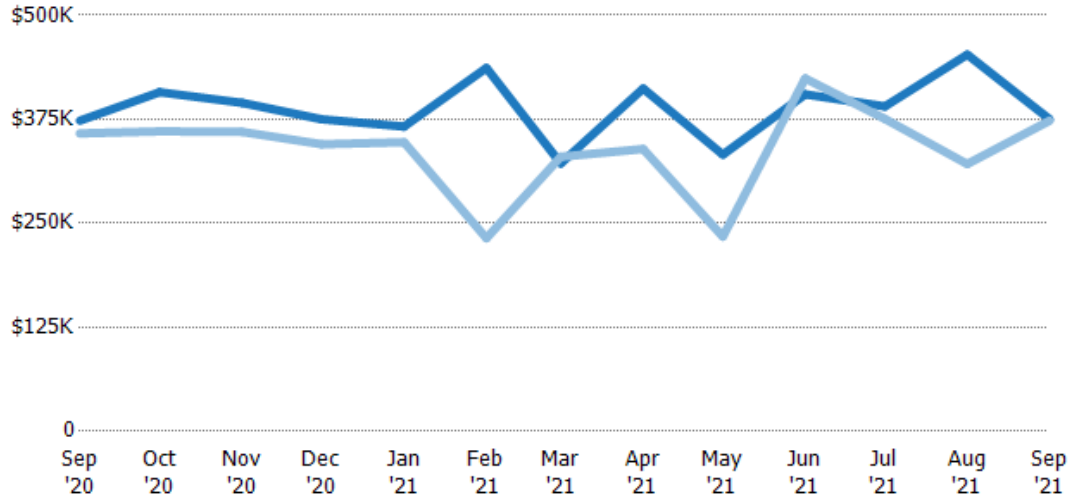
Median Sales Price

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.
Sep '21	\$375K	0.4%
Sep '20	\$373K	4.3%
Sep '19	\$358K	0.8%



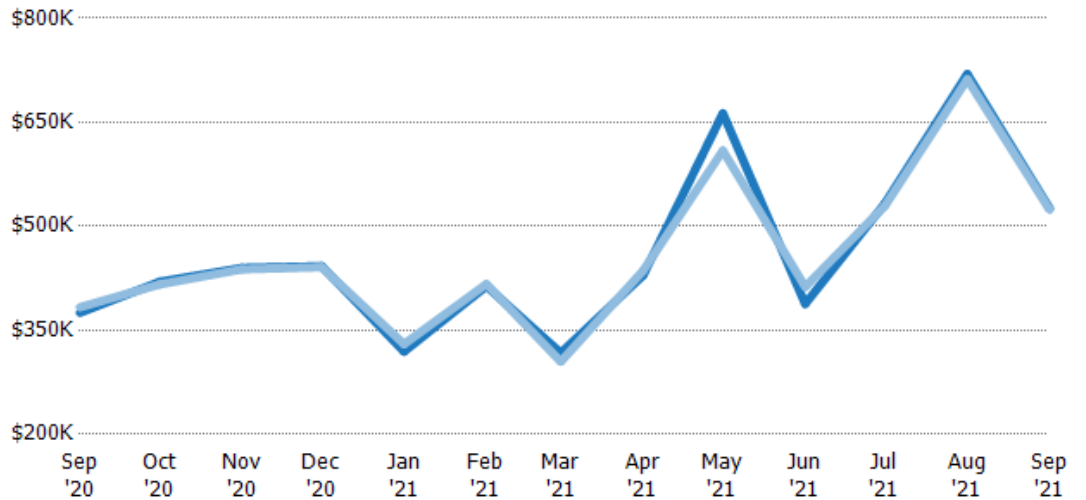
Current Year	\$373K	\$408K	\$395K	\$375K	\$366K	\$437K	\$322K	\$412K	\$333K	\$405K	\$391K	\$453K	\$375K
Prior Year	\$358K	\$360K	\$360K	\$345K	\$347K	\$232K	\$330K	\$339K	\$234K	\$424K	\$375K	\$321K	\$373K
Percent Change from Prior Year	4%	13%	10%	9%	5%	88%	-2%	21%	42%	-5%	4%	41%	0%

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



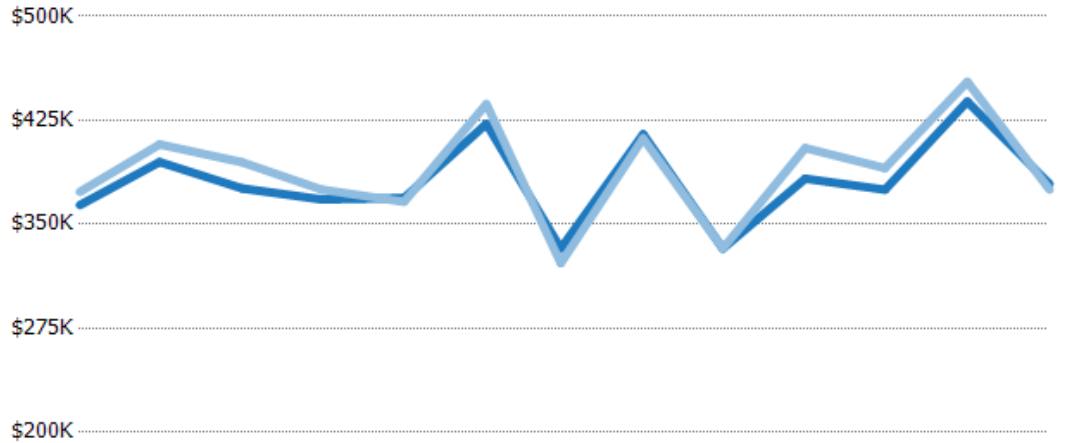
Avg List Price	\$375K	\$420K	\$440K	\$443K	\$319K	\$414K	\$317K	\$429K	\$663K	\$388K	\$533K	\$720K	\$526K
Avg Sales Price	\$383K	\$416K	\$438K	\$441K	\$330K	\$417K	\$305K	\$436K	\$609K	\$413K	\$530K	\$712K	\$524K
Avg Sales Price as a % of Avg List Price	102%	99%	100%	100%	103%	101%	96%	102%	92%	106%	99%	99%	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

ZIP: Colchester, VT 05439,
Colchester, VT 05446, Colchester,
VT 05449
Property Type:
Condo/Townhouse/Apt., Single
Family



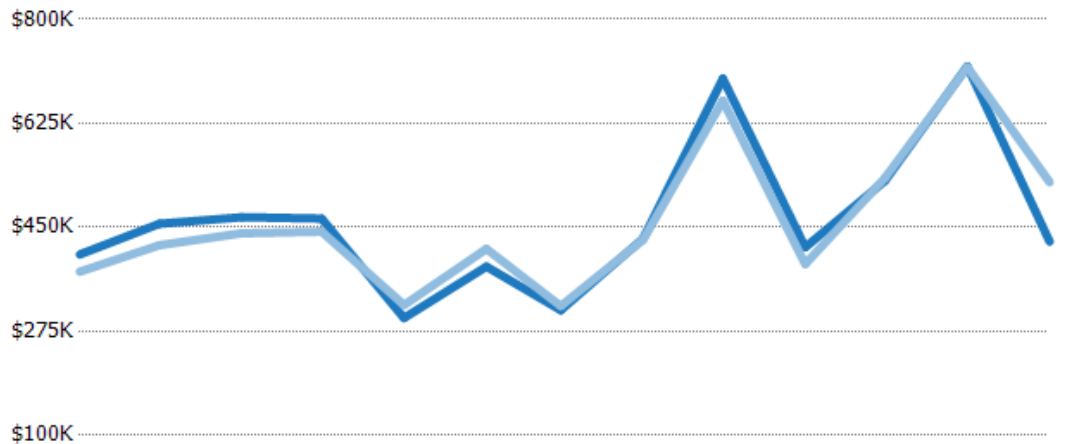
	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21
Median List Price	\$364K	\$395K	\$376K	\$368K	\$369K	\$422K	\$333K	\$415K	\$333K	\$383K	\$375K	\$439K	\$379K
Median Sales Price	\$373K	\$408K	\$395K	\$375K	\$366K	\$437K	\$322K	\$412K	\$333K	\$405K	\$391K	\$453K	\$375K
Med Sales Price as a % of Med List Price	103%	103%	105%	102%	99%	103%	97%	99%	100%	106%	104%	103%	99%

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



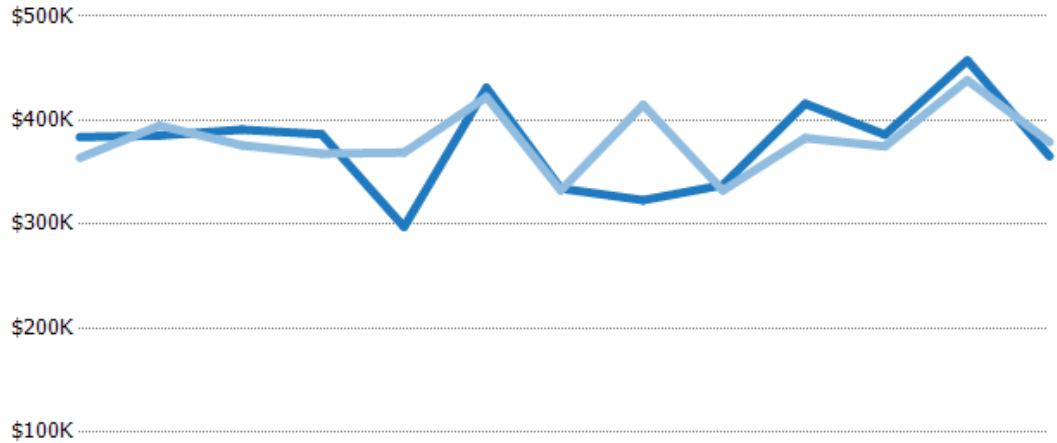
	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21
Avg Est Value	\$404K	\$456K	\$467K	\$465K	\$297K	\$384K	\$311K	\$431K	\$700K	\$416K	\$528K	\$721K	\$426K
Avg Sales Price	\$375K	\$420K	\$440K	\$443K	\$319K	\$414K	\$317K	\$429K	\$663K	\$388K	\$533K	\$720K	\$526K
Avg Sales Price as a % of Avg Est Value	93%	92%	94%	95%	107%	108%	102%	100%	95%	93%	101%	100%	123%

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



	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21
Median Est Value	\$384K	\$385K	\$391K	\$387K	\$297K	\$431K	\$334K	\$323K	\$338K	\$416K	\$386K	\$458K	\$365K
Median Sales Price	\$364K	\$395K	\$376K	\$368K	\$369K	\$422K	\$333K	\$415K	\$333K	\$383K	\$375K	\$439K	\$379K
Med Sales Price as a % of Med Est Value	95%	102%	96%	95%	124%	98%	99%	128%	98%	92%	97%	96%	104%