

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	Aug 2021	Aug 2020	+ / -	YTD 2021	YTD 2020	+ / -
Listing Activity Charts Metrics						
New Listing Count	29	27	+7.4%	163	170	-4.1%
New Listing Volume	\$12,403,000	\$11,866,047	+4.5%	\$75,284,474	\$68,435,740	+10%
Active Listing Count	40	48	-16.7%	N/A	N/A	
Active Listing Volume	\$22,313,765	\$29,296,800	-23.8%	N/A	N/A	
Average Listing Price	\$557,844	\$610,350	-8.6%	\$634,917	\$556,483	+14.1%
Median Listing Price	\$445,495	\$432,450	+3%	\$445,692	\$410,612	+8.5%
Median Days in RPR	52	96.5	-46.1%	101.66	105.15	-3.3%
Months of Inventory	1.7	1.8	-9.7%	2	3	-31.2%
Absorption Rate	60%	54.17%	+5.8%	49.13%	33.83%	+15.3%
Sales Activity Charts Metrics						
New Pending Sales Count	25	31	-19.4%	151	182	-17%
New Pending Sales Volume	\$14,508,400	\$11,331,650	+28%	\$73,752,093	\$68,534,463	+7.6%
Pending Sales Count	29	47	-38.3%	N/A	N/A	
Pending Sales Volume	\$11,582,100	\$19,741,698	-41.3%	N/A	N/A	
Closed Sales Count	27	22	+22.7%	129	142	-9.2%
Closed Sales Volume	\$19,228,750	\$8,237,993	+133.4%	\$64,671,591	\$51,390,367	+25.8%
Average Sales Price	\$712,176	\$374,454	+90.2%	\$501,330	\$361,904	+38.5%
Median Sales Price	\$452,751	\$321,250	+40.9%	\$405,295	\$337,078	+20.2%

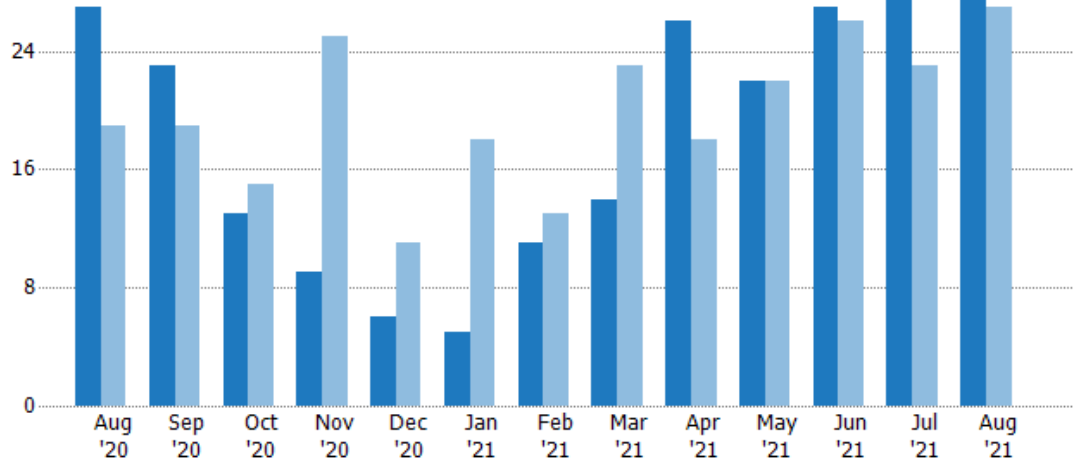
New Listings

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.
Aug '21	29	7.4%
Aug '20	27	42.1%
Aug '19	19	-36.8%



Current Year	27	23	13	9	6	5	11	14	26	22	27	29	29
Prior Year	19	19	15	25	11	18	13	23	18	22	26	23	27
Percent Change from Prior Year	42%	21%	-13%	-64%	-45%	-72%	-15%	-39%	44%	0%	4%	26%	7%

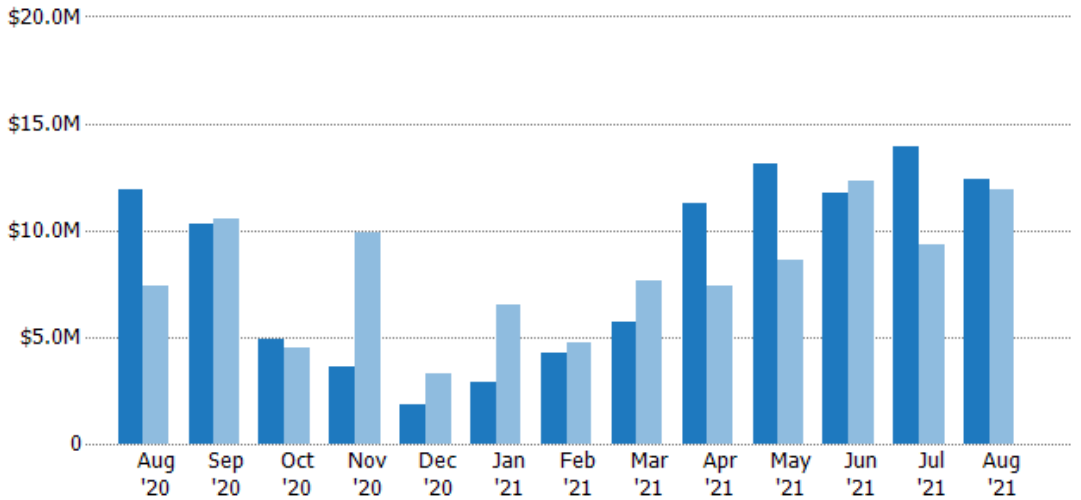
New Listing Volume

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.
Aug '21	\$12.4M	4.5%
Aug '20	\$11.9M	60.7%
Aug '19	\$7.39M	-44.6%



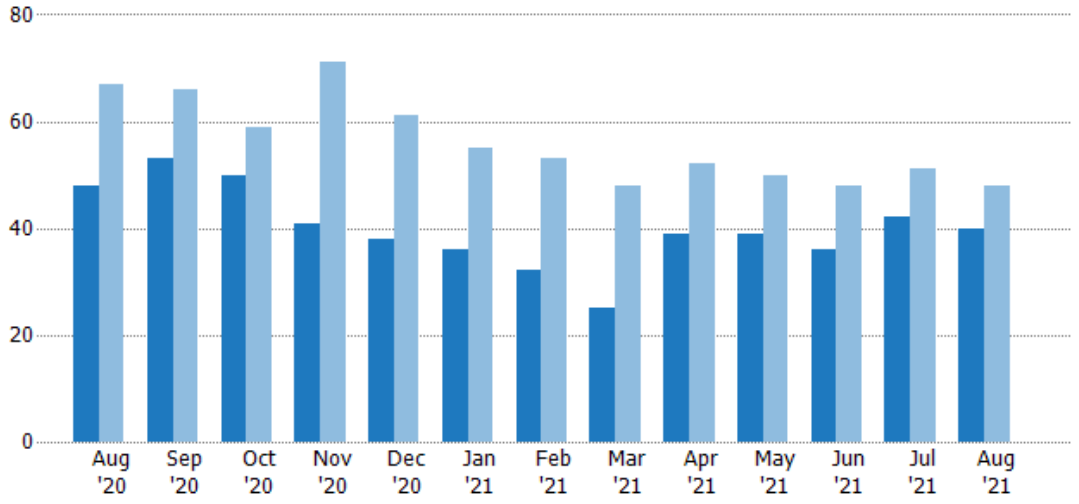
Current Year	\$11.9M	\$10.3M	\$4.89M	\$3.57M	\$1.85M	\$2.89M	\$4.23M	\$5.74M	\$11.3M	\$13.1M	\$11.8M	\$13.9M	\$12.4M
Prior Year	\$7.39M	\$10.5M	\$4.5M	\$9.93M	\$3.31M	\$6.54M	\$4.74M	\$7.6M	\$7.41M	\$8.62M	\$12.3M	\$9.33M	\$11.9M
Percent Change from Prior Year	61%	-2%	9%	-64%	-44%	-56%	-11%	-25%	52%	52%	-5%	49%	5%

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



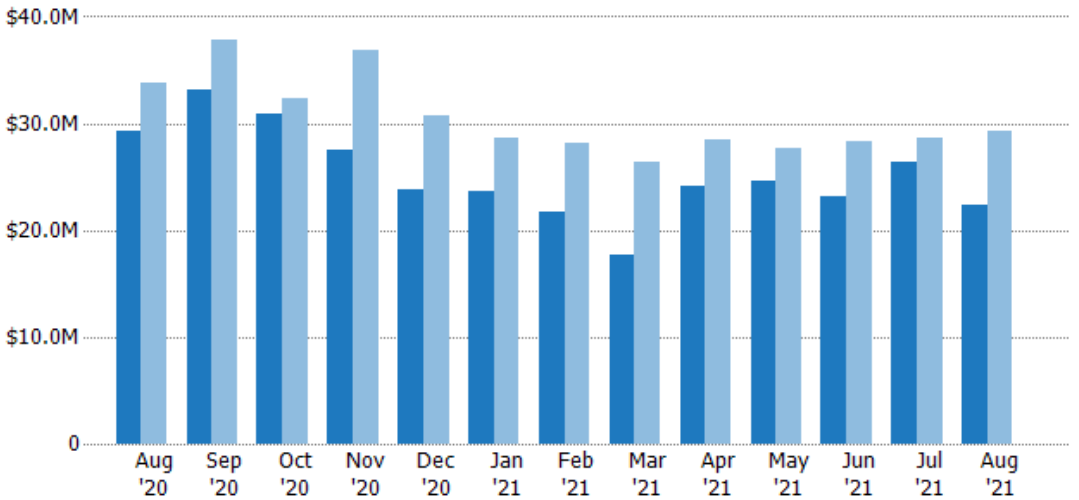
Month/Year	Count	% Chg.
Aug '21	40	-16.7%
Aug '20	48	-28.4%
Aug '19	67	-4.5%

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.
Aug '21	\$22.3M	-23.8%
Aug '20	\$29.3M	-13.1%
Aug '19	\$33.7M	4.3%

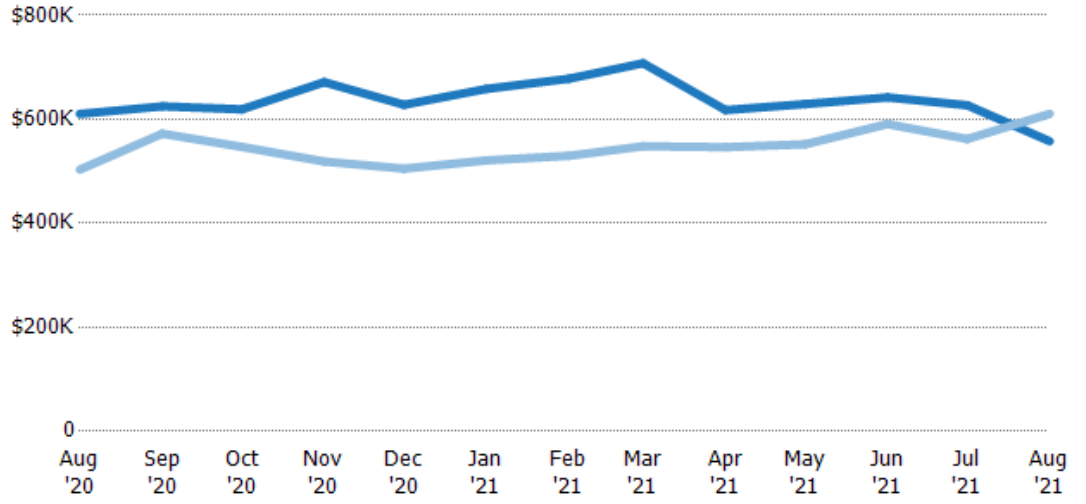
Average Listing Price

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.
Aug '21	\$558K	-8.6%
Aug '20	\$610K	21.3%
Aug '19	\$503K	9.2%



Current Year	\$610K	\$625K	\$619K	\$671K	\$628K	\$658K	\$678K	\$708K	\$618K	\$629K	\$642K	\$627K	\$558K
Prior Year	\$503K	\$572K	\$547K	\$519K	\$505K	\$521K	\$530K	\$548K	\$546K	\$552K	\$591K	\$562K	\$610K
Percent Change from Prior Year	21%	9%	13%	29%	24%	26%	28%	29%	13%	14%	9%	12%	-9%

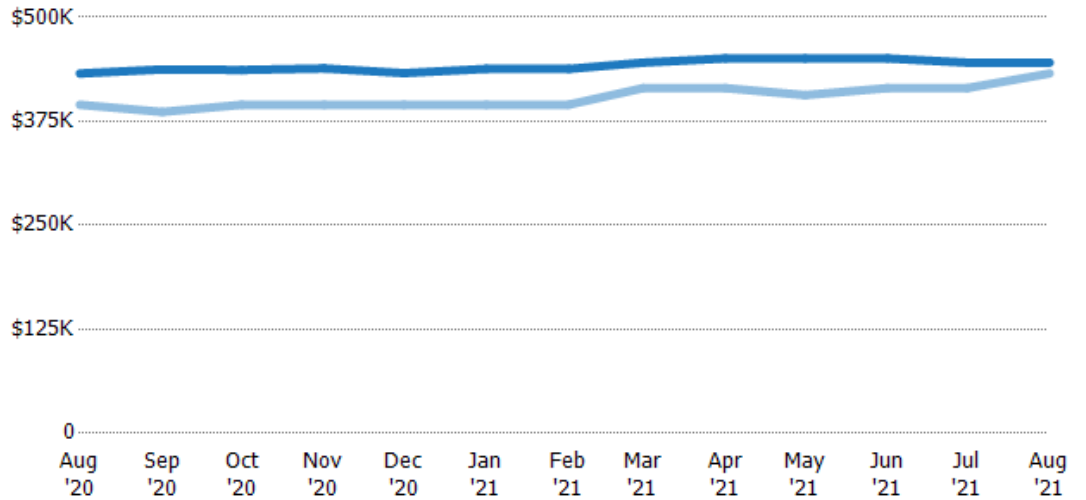
Median Listing Price

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.
Aug '21	\$445K	3%
Aug '20	\$432K	9.5%
Aug '19	\$395K	3.2%



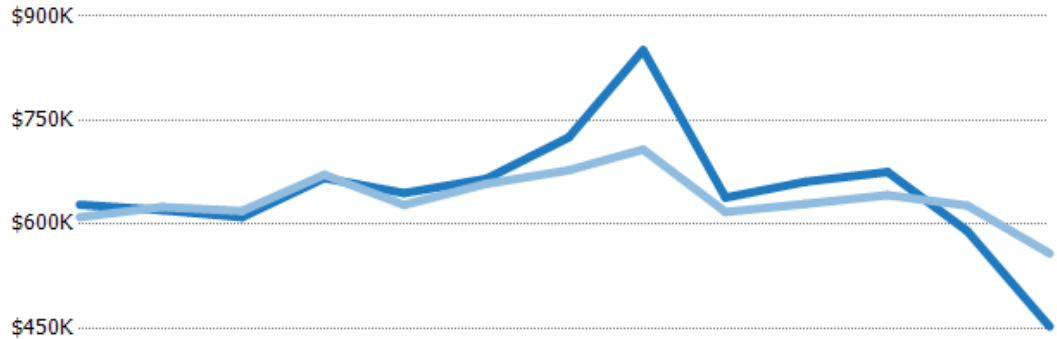
Current Year	\$432K	\$437K	\$437K	\$439K	\$433K	\$438K	\$438K	\$445K	\$450K	\$450K	\$450K	\$445K	\$445K
Prior Year	\$395K	\$386K	\$395K	\$395K	\$395K	\$395K	\$395K	\$415K	\$415K	\$406K	\$415K	\$415K	\$432K
Percent Change from Prior Year	10%	13%	11%	11%	10%	11%	11%	7%	9%	11%	9%	7%	3%

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



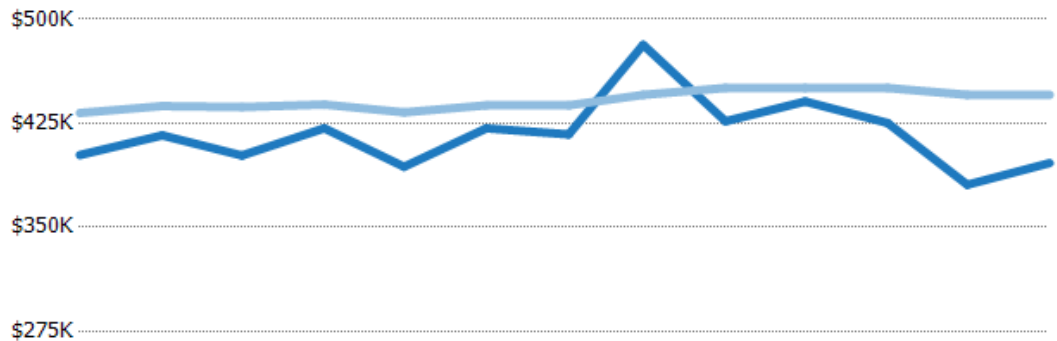
	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21
Avg Est Value	\$628K	\$620K	\$610K	\$667K	\$645K	\$666K	\$725K	\$851K	\$638K	\$661K	\$675K	\$590K	\$452K
Avg Listing Price	\$610K	\$625K	\$619K	\$671K	\$628K	\$658K	\$678K	\$708K	\$618K	\$629K	\$642K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

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



	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21
Median Est Value	\$402K	\$416K	\$402K	\$421K	\$394K	\$421K	\$417K	\$482K	\$426K	\$441K	\$425K	\$381K	\$396K
Median Listing Price	\$432K	\$437K	\$437K	\$439K	\$433K	\$438K	\$438K	\$445K	\$450K	\$450K	\$450K	\$445K	\$445K
Med Listing Price as a % of Med Est Value	108%	105%	109%	104%	110%	104%	105%	93%	106%	102%	106%	117%	112%

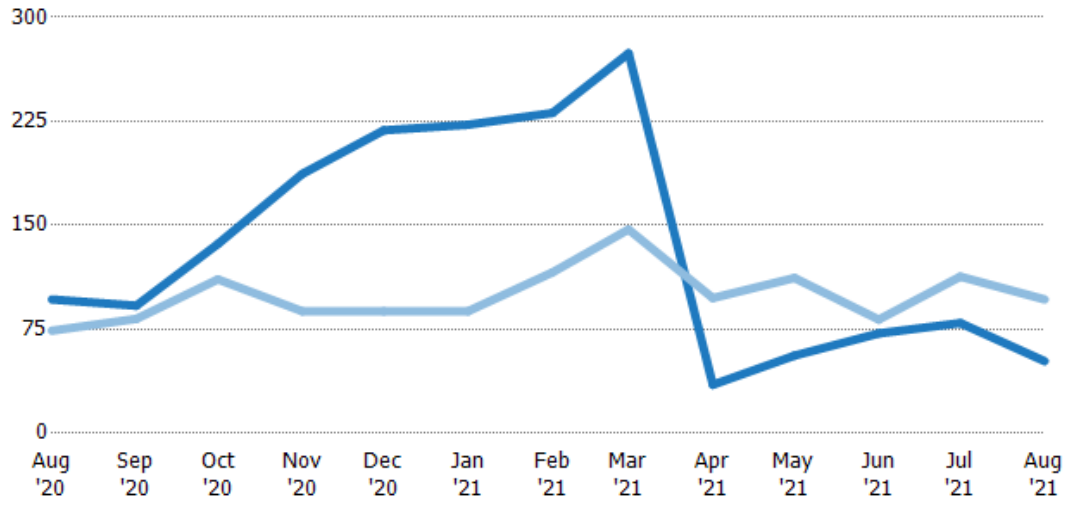
Median Days in RPR

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.
Aug '21	52	-46.1%
Aug '20	96.5	30.4%
Aug '19	74	28.4%



Current Year	96.5	92	137	187	219	223	231	274	35	56	72	79.5	52
Prior Year	74	82.5	111	88	88	88	116	147	97.5	112	82	113	96.5
Percent Change from Prior Year	30%	12%	23%	113%	148%	153%	99%	86%	-64%	-50%	-12%	-30%	-46%

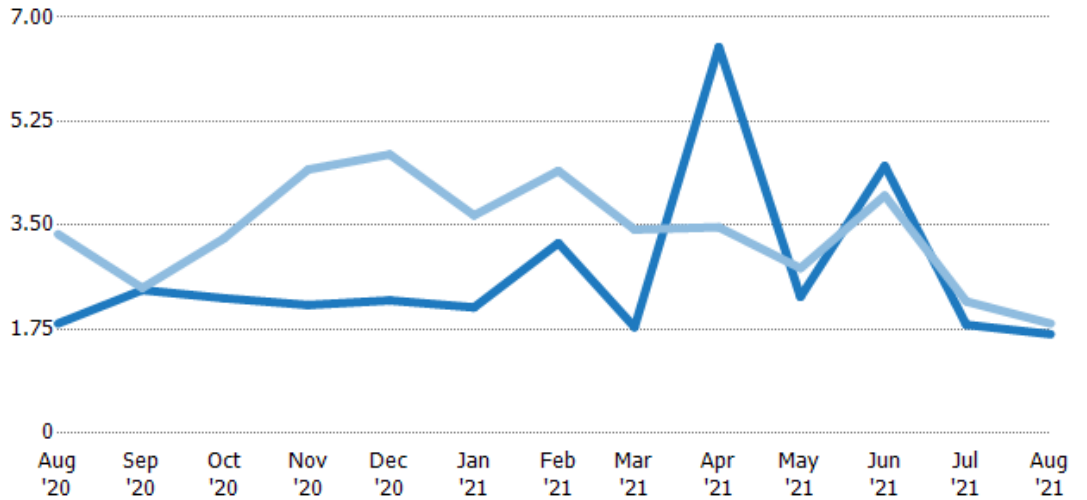
Months of Inventory

The number of months it would take to exhaust active listings at the current sales rate.

Filters Used

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

Month/ Year	Months	% Chg.
Aug '21	1.67	-9.7%
Aug '20	1.85	-44.9%
Aug '19	3.35	73.7%



Current Year	1.85	2.41	2.27	2.16	2.24	2.12	3.2	1.79	6.5	2.29	4.5	1.83	1.67
Prior Year	3.35	2.44	3.28	4.44	4.69	3.67	4.42	3.43	3.47	2.78	4	2.22	1.85
Percent Change from Prior Year	-45%	-1%	-31%	-51%	-52%	-42%	-28%	-48%	88%	-17%	13%	-18%	-10%

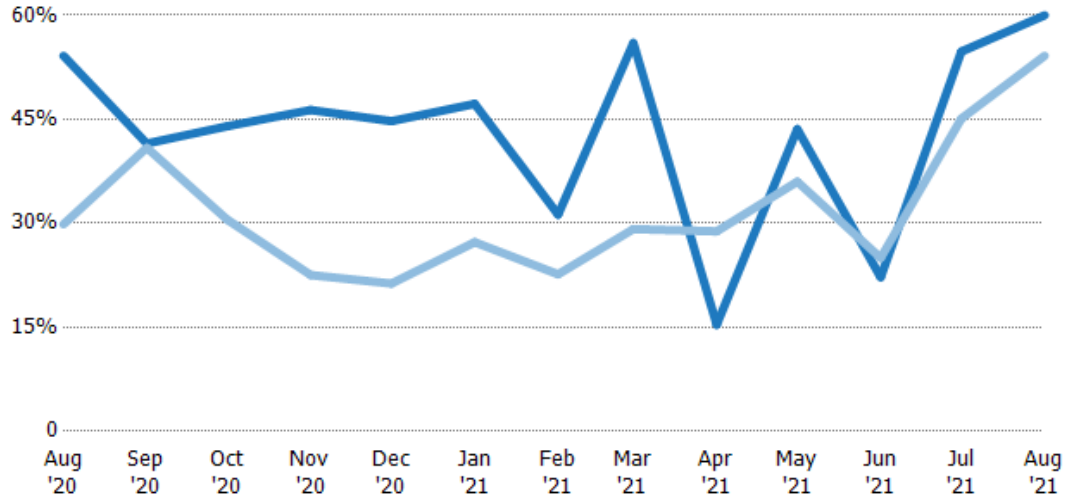
Absorption Rate

The percentage of inventory sold per month.

Filters Used

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

Month/ Year	Rate	Chg.
Aug '21	60%	-5.8%
Aug '20	54%	-24.3%
Aug '19	30%	-42.4%



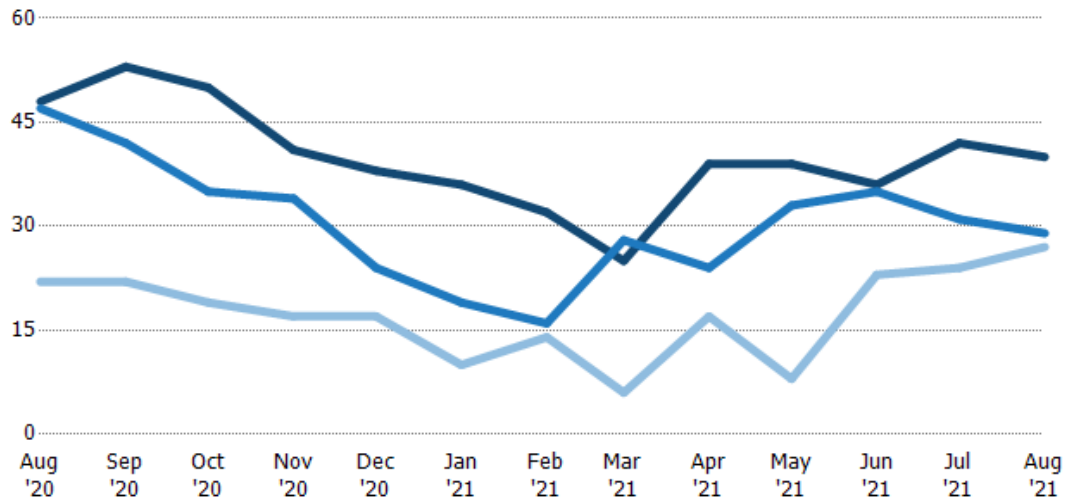
Current Year	54%	42%	44%	46%	45%	47%	31%	56%	15%	44%	22%	55%	60%
Prior Year	30%	41%	31%	23%	21%	27%	23%	29%	29%	36%	25%	45%	54%
Change from Prior Year	-24%	-1%	-14%	-24%	-23%	-20%	-9%	-27%	13%	-8%	3%	-10%	-6%

Active/Pending/Sold Units

The number of residential properties that were Active, Pending and Sold each month.

Filters Used

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



Active	48	53	50	41	38	36	32	25	39	39	36	42	40
Pending	47	42	35	34	24	19	16	28	24	33	35	31	29
Sold	22	22	19	17	17	10	14	6	17	8	23	24	27

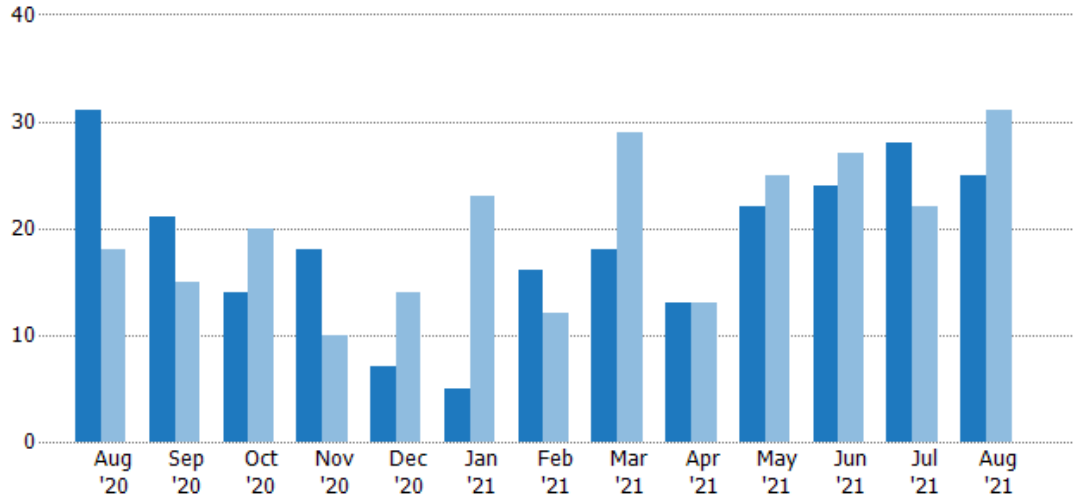
New Pending Sales

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.
Aug '21	25	-19.4%
Aug '20	31	72.2%
Aug '19	18	-16.7%



Current Year	31	21	14	18	7	5	16	18	13	22	24	28	25
Prior Year	18	15	20	10	14	23	12	29	13	25	27	22	31
Percent Change from Prior Year	72%	40%	-30%	80%	-50%	-78%	33%	-38%	0%	-12%	-11%	27%	-19%

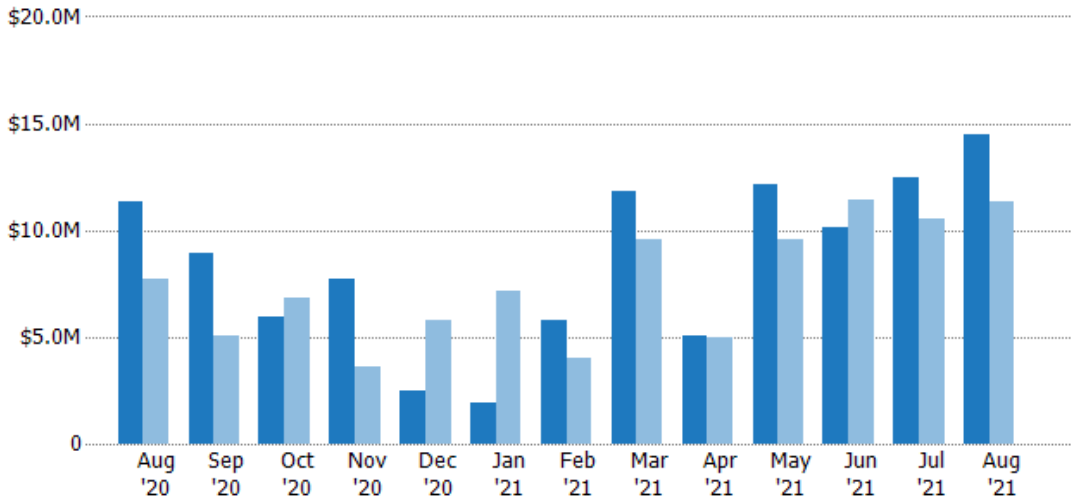
New Pending Sales Volume

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.
Aug '21	\$14.5M	28%
Aug '20	\$11.3M	47%
Aug '19	\$7.71M	-35.1%



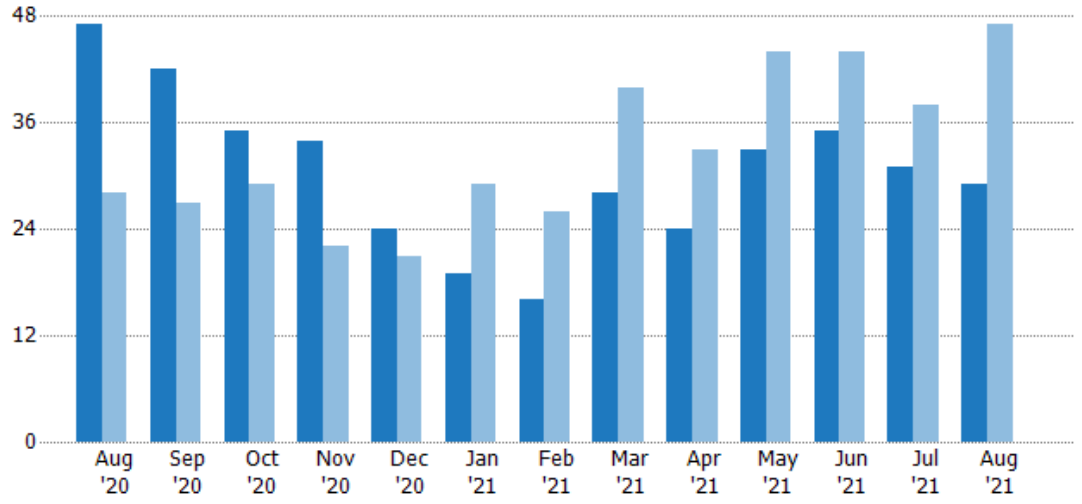
Current Year	\$11.3M	\$8.93M	\$5.98M	\$7.71M	\$2.48M	\$1.91M	\$5.77M	\$11.8M	\$5.03M	\$12.1M	\$10.1M	\$12.4M	\$14.5M
Prior Year	\$7.71M	\$5.04M	\$6.8M	\$3.65M	\$5.81M	\$7.13M	\$4.03M	\$9.6M	\$4.94M	\$9.57M	\$11.4M	\$10.5M	\$11.3M
Percent Change from Prior Year	47%	77%	-12%	112%	-57%	-73%	43%	23%	2%	27%	-11%	18%	28%

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.
Aug '21	29	-38.3%
Aug '20	47	67.9%
Aug '19	28	-14.3%

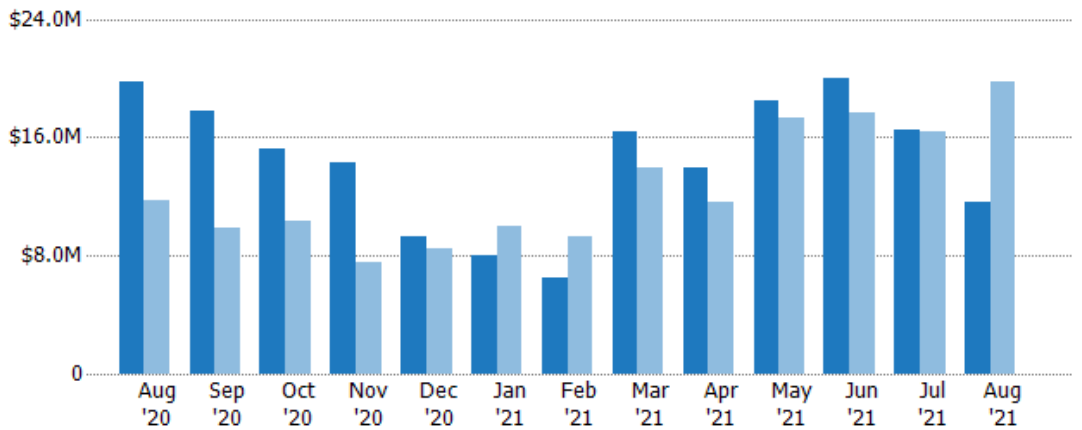
	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21
Current Year	47	42	35	34	24	19	16	28	24	33	35	31	29
Prior Year	28	27	29	22	21	29	26	40	33	44	44	38	47
Percent Change from Prior Year	68%	56%	21%	55%	14%	-34%	-38%	-30%	-27%	-25%	-20%	-18%	-38%

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.
Aug '21	\$11.6M	-41.3%
Aug '20	\$19.7M	67.6%
Aug '19	\$11.8M	-25.8%

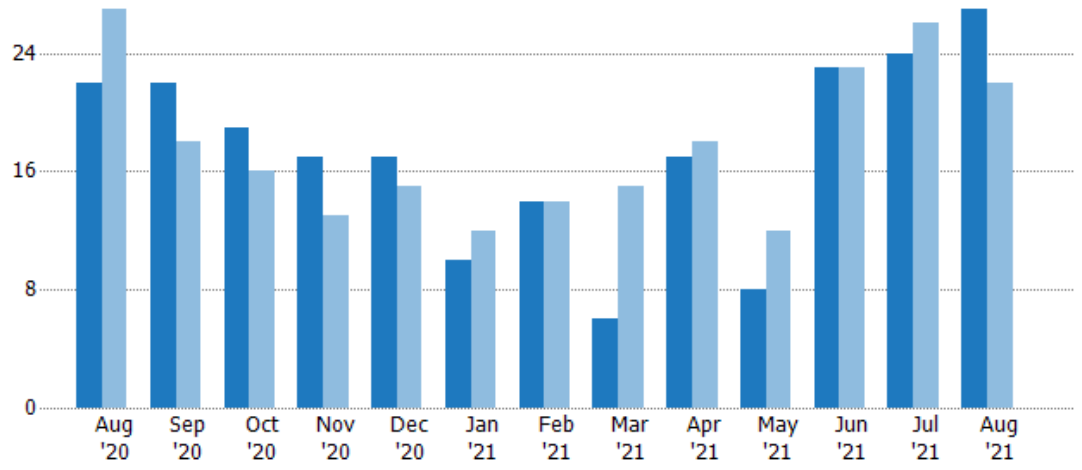
	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21
Current Year	\$19.7M	\$17.8M	\$15.2M	\$14.3M	\$9.25M	\$7.97M	\$6.48M	\$16.4M	\$14M	\$18.4M	\$20M	\$16.5M	\$11.6M
Prior Year	\$11.8M	\$9.88M	\$10.4M	\$7.56M	\$8.44M	\$10M	\$9.28M	\$14M	\$11.6M	\$17.3M	\$17.6M	\$16.4M	\$19.7M
Percent Change from Prior Year	68%	80%	46%	89%	10%	-20%	-30%	17%	20%	7%	14%	1%	-41%

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	Count	% Chg.
Aug '21	27	22.7%
Aug '20	22	-18.5%
Aug '19	27	-11.1%

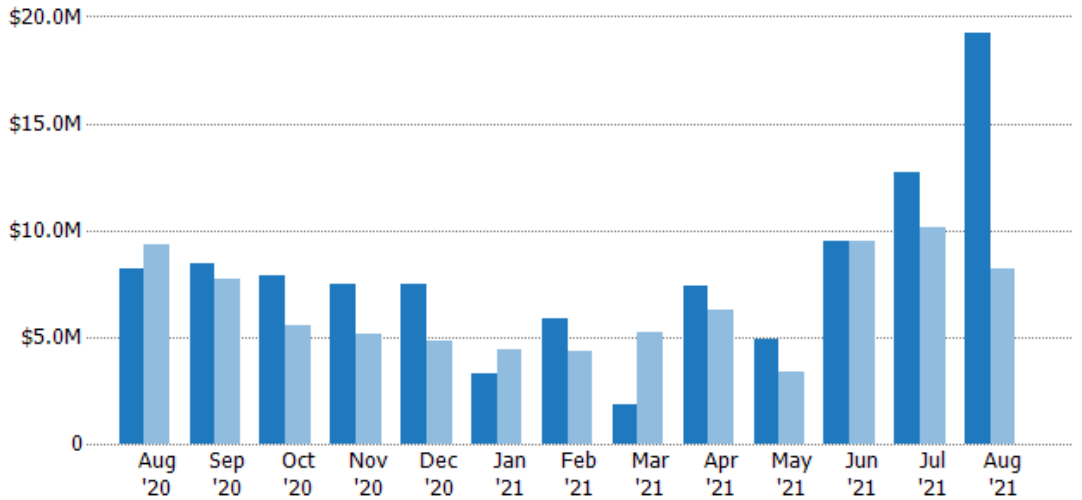
	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21
Current Year	22	22	19	17	17	10	14	6	17	8	23	24	27
Prior Year	27	18	16	13	15	12	14	15	18	12	23	26	22
Percent Change from Prior Year	-19%	22%	19%	31%	13%	-17%	0%	-60%	-6%	-33%	0%	-8%	23%

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	Volume	% Chg.
Aug '21	\$19.2M	133.4%
Aug '20	\$8.24M	-12%
Aug '19	\$9.37M	-31.8%

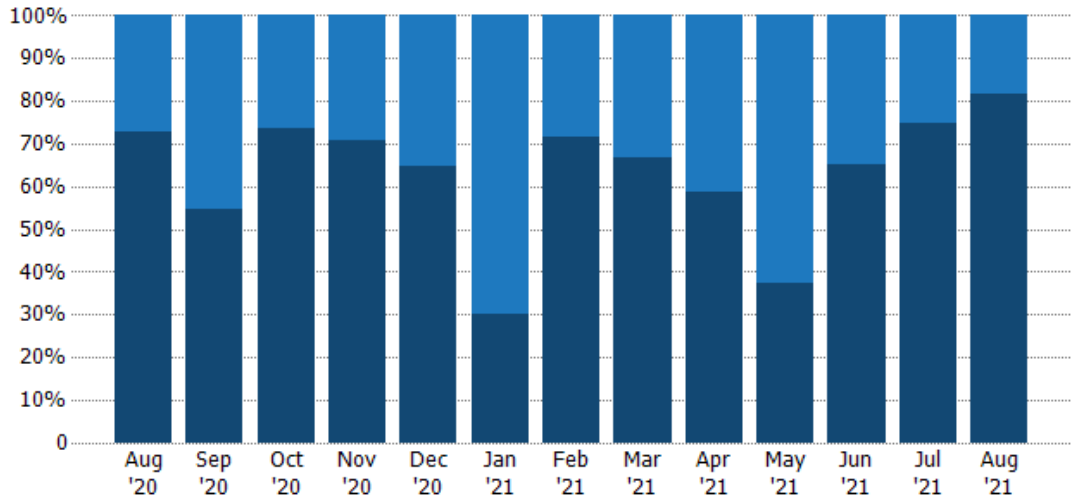
	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21
Current Year	\$8.24M	\$8.43M	\$7.91M	\$7.45M	\$7.5M	\$3.3M	\$5.83M	\$1.83M	\$7.41M	\$4.87M	\$9.49M	\$12.7M	\$19.2M
Prior Year	\$9.37M	\$7.7M	\$5.55M	\$5.17M	\$4.85M	\$4.38M	\$4.32M	\$5.22M	\$6.27M	\$3.38M	\$9.48M	\$10.1M	\$8.24M
Percent Change from Prior Year	-12%	10%	43%	44%	55%	-25%	35%	-65%	18%	44%	0%	26%	133%

Closed Sales by Property Type

The percentage of residential properties sold each month by property type.

Filters Used

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



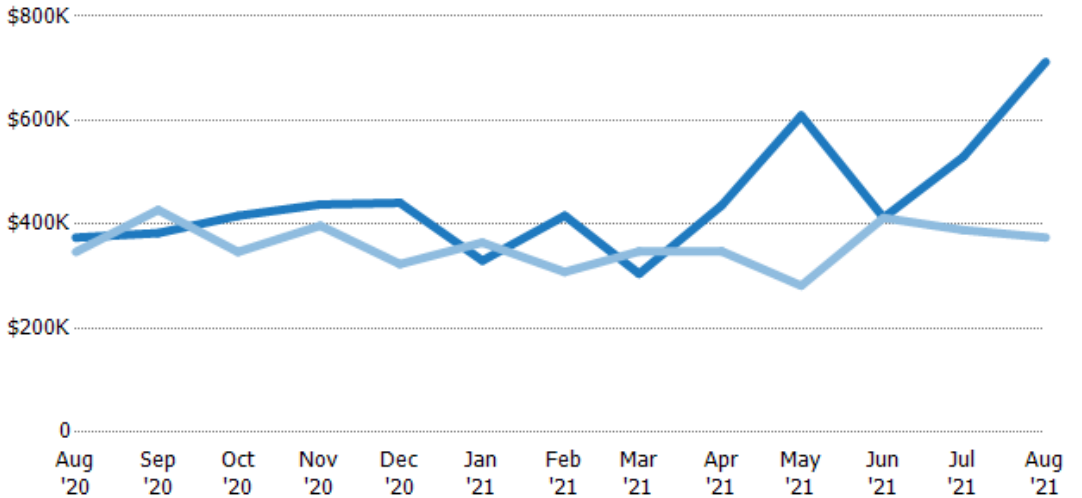
Condo/Townhouse	27%	45%	26%	29%	35%	70%	29%	33%	41%	63%	35%	25%	19%
Single Family Residence	73%	55%	74%	71%	65%	30%	71%	67%	59%	38%	65%	75%	81%

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



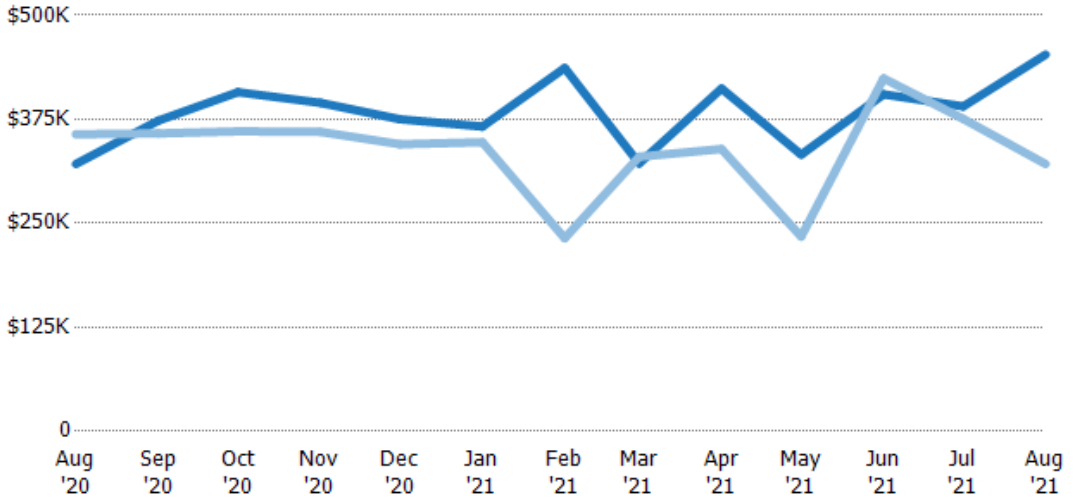
Current Year	\$374K	\$383K	\$416K	\$438K	\$441K	\$330K	\$417K	\$305K	\$436K	\$609K	\$413K	\$530K	\$712K
Prior Year	\$347K	\$428K	\$347K	\$397K	\$323K	\$365K	\$308K	\$348K	\$348K	\$282K	\$412K	\$389K	\$374K
Percent Change from Prior Year	8%	-10%	20%	10%	36%	-10%	35%	-12%	25%	116%	0%	36%	90%

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



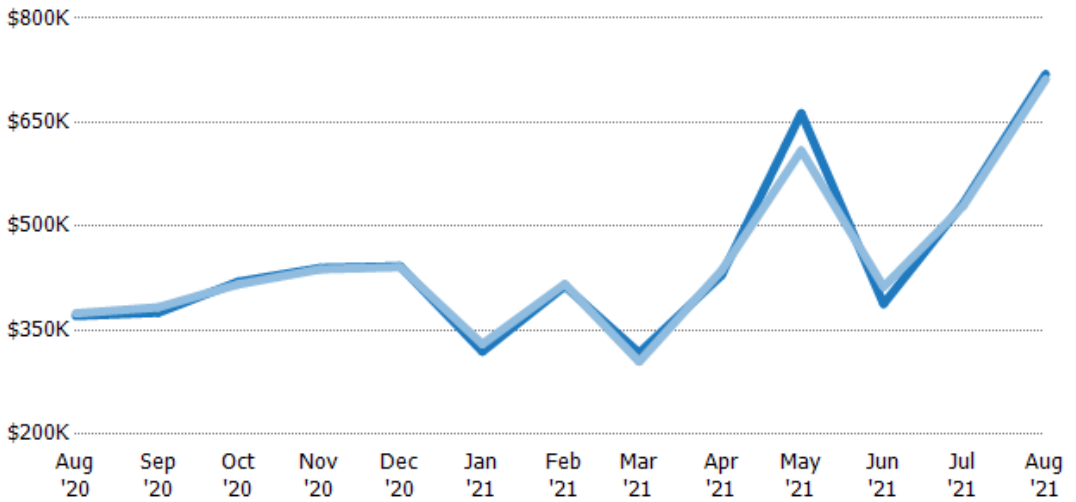
Month/Year	Current Year	Prior Year	Percent Change from Prior Year
Aug '20	\$321K	\$357K	-10%
Sep '20	\$373K	\$358K	4%
Oct '20	\$408K	\$360K	13%
Nov '20	\$395K	\$360K	10%
Dec '20	\$375K	\$345K	9%
Jan '21	\$366K	\$347K	5%
Feb '21	\$437K	\$232K	88%
Mar '21	\$322K	\$330K	-2%
Apr '21	\$412K	\$339K	21%
May '21	\$333K	\$234K	42%
Jun '21	\$405K	\$424K	-5%
Jul '21	\$391K	\$375K	4%
Aug '21	\$453K	\$321K	41%

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



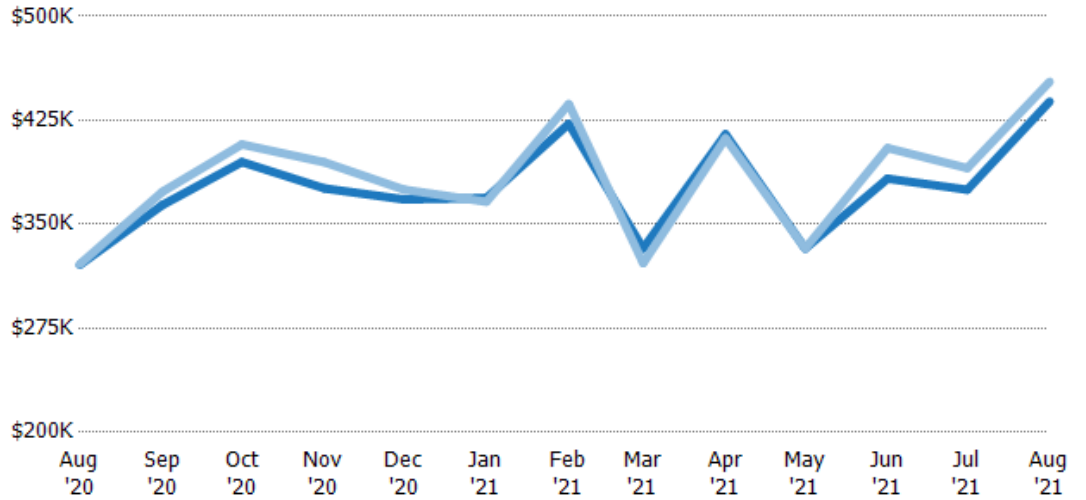
Month/Year	Avg List Price	Avg Sales Price	Avg Sales Price as a % of Avg List Price
Aug '20	\$371K	\$374K	101%
Sep '20	\$375K	\$383K	102%
Oct '20	\$420K	\$416K	99%
Nov '20	\$440K	\$438K	100%
Dec '20	\$443K	\$441K	100%
Jan '21	\$319K	\$330K	103%
Feb '21	\$414K	\$417K	101%
Mar '21	\$317K	\$305K	96%
Apr '21	\$429K	\$436K	102%
May '21	\$663K	\$609K	92%
Jun '21	\$388K	\$413K	106%
Jul '21	\$533K	\$530K	99%
Aug '21	\$720K	\$712K	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

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

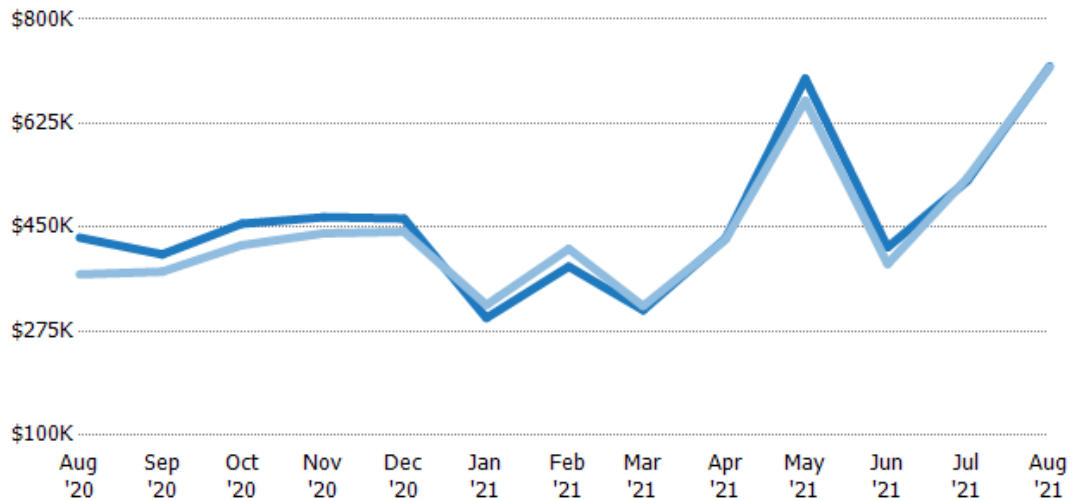


Average Sales Price vs Average Est Value

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

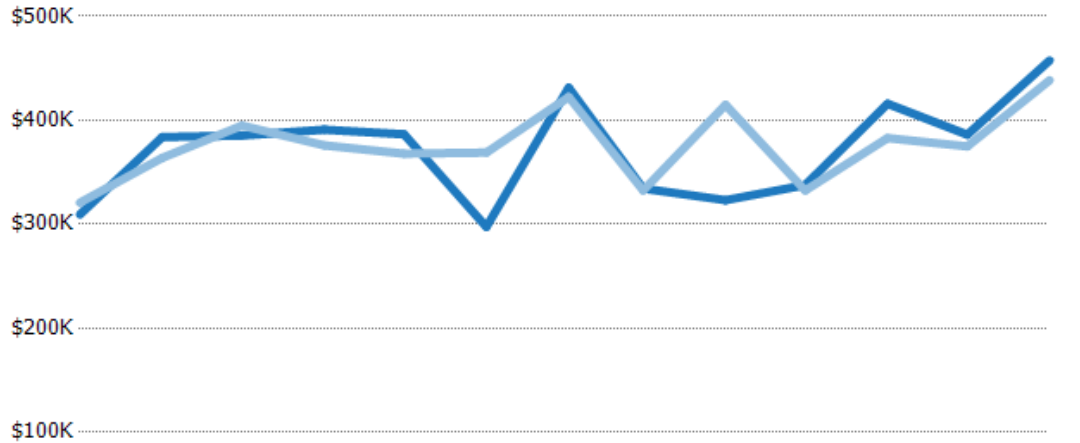


Median Sales Price vs Median Est Value

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



	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21
Median Est Value	\$309K	\$384K	\$385K	\$391K	\$387K	\$297K	\$431K	\$334K	\$323K	\$338K	\$416K	\$386K	\$458K
Median Sales Price	\$321K	\$364K	\$395K	\$376K	\$368K	\$369K	\$422K	\$333K	\$415K	\$333K	\$383K	\$375K	\$439K
Med Sales Price as a % of Med Est Value	104%	95%	102%	96%	95%	124%	98%	99%	128%	98%	92%	97%	96%