

## 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	+ / -
<b>Listing Activity Charts Metrics</b>						
New Listing Count	83	104	-20.2%	641	603	+6.3%
New Listing Volume	\$27,827,234	\$38,254,100	-27.3%	\$226,041,032	\$203,236,738	+11.2%
Active Listing Count	172	228	-24.6%	N/A	N/A	
Active Listing Volume	\$75,651,531	\$89,462,937	-15.4%	N/A	N/A	
Average Listing Price	\$439,834	\$392,381	+12.1%	\$458,261	\$364,121	+25.9%
Median Listing Price	\$279,700	\$295,000	-5.2%	\$309,435	\$281,733	+9.8%
Median Days in RPR	53.5	77	-30.5%	77.51	115.72	-33%
Months of Inventory	2.2	2.3	-5.5%	2.6	5.3	-50.4%
Absorption Rate	45.93%	43.42%	+2.5%	37.9%	18.78%	+19.1%
<b>Sales Activity Charts Metrics</b>						
New Pending Sales Count	63	110	-42.7%	606	638	-5%
New Pending Sales Volume	\$24,535,434	\$40,252,800	-39%	\$207,658,809	\$205,901,650	+0.9%
Pending Sales Count	116	175	-33.7%	N/A	N/A	
Pending Sales Volume	\$45,861,810	\$59,529,050	-23%	N/A	N/A	
Closed Sales Count	92	105	-12.4%	495	451	+9.8%
Closed Sales Volume	\$31,414,425	\$37,454,411	-16.1%	\$160,722,841	\$131,834,123	+21.9%
Average Sales Price	\$341,461	\$356,709	-4.3%	\$324,693	\$292,315	+11.1%
Median Sales Price	\$290,000	\$290,000	±	\$269,283	\$250,433	+7.5%

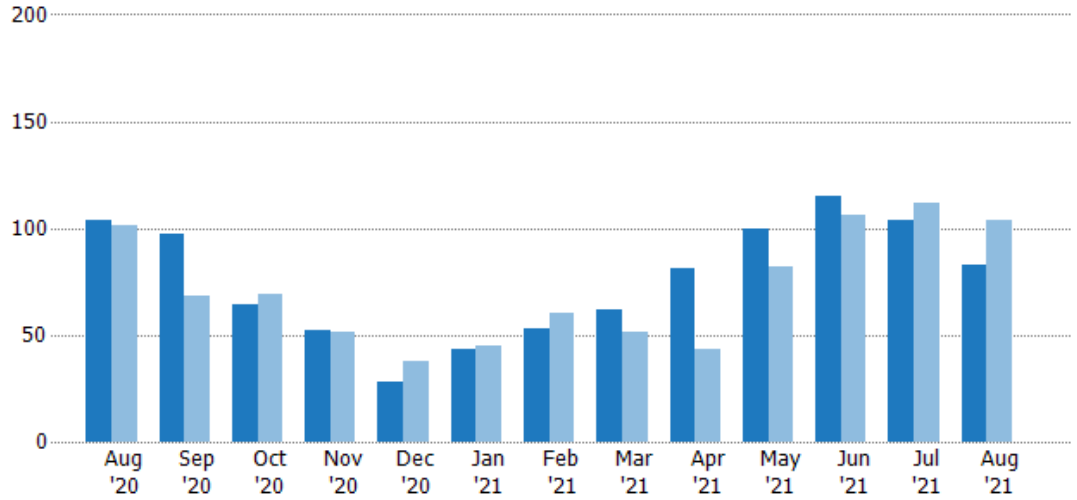
## New Listings

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.
Aug '21	83	-20.2%
Aug '20	104	3%
Aug '19	101	-4%



Current Year	104	97	64	52	28	43	53	62	81	100	115	104	83
Prior Year	101	68	69	51	38	45	60	51	43	82	106	112	104
Percent Change from Prior Year	3%	43%	-7%	2%	-26%	-4%	-12%	22%	88%	22%	8%	-7%	-20%

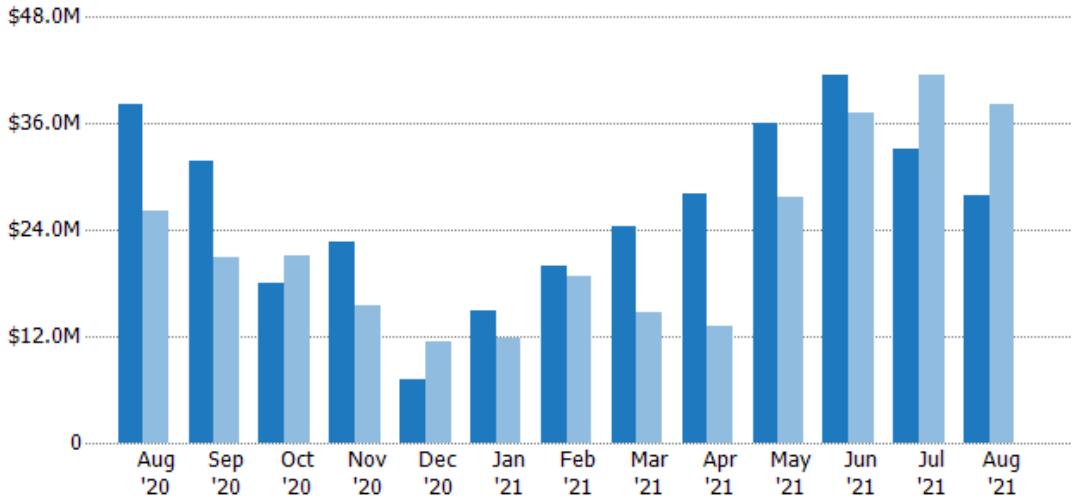
## New Listing Volume

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.
Aug '21	\$27.8M	-27.3%
Aug '20	\$38.3M	46.7%
Aug '19	\$26.1M	14.1%



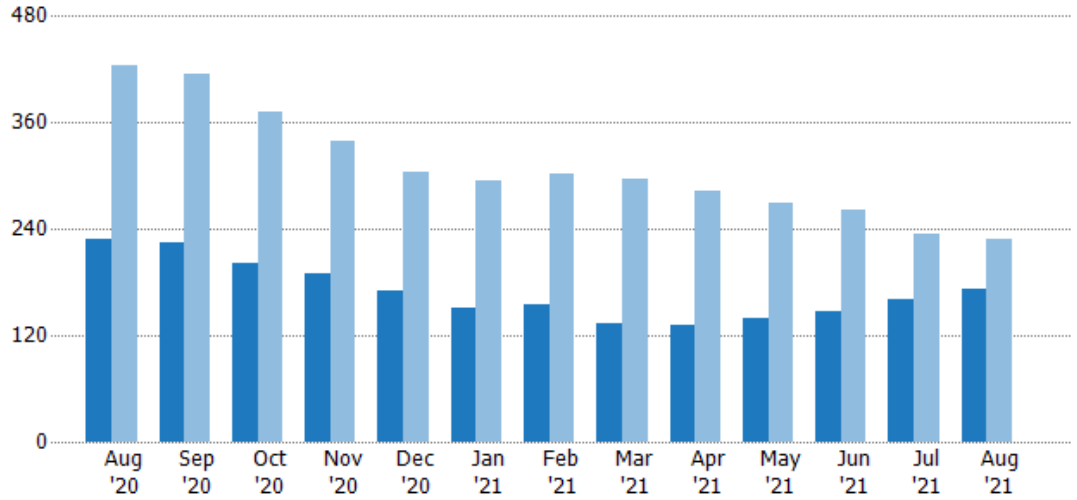
Current Year	\$38.3M	\$31.8M	\$18.1M	\$22.7M	\$7.16M	\$15M	\$20M	\$24.4M	\$28.1M	\$36M	\$41.5M	\$33.2M	\$27.8M
Prior Year	\$26.1M	\$20.9M	\$21.2M	\$15.4M	\$11.3M	\$11.9M	\$18.7M	\$14.8M	\$13.2M	\$27.6M	\$37.3M	\$41.6M	\$38.3M
Percent Change from Prior Year	47%	52%	-15%	47%	-37%	26%	7%	65%	113%	31%	11%	-20%	-27%

## 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



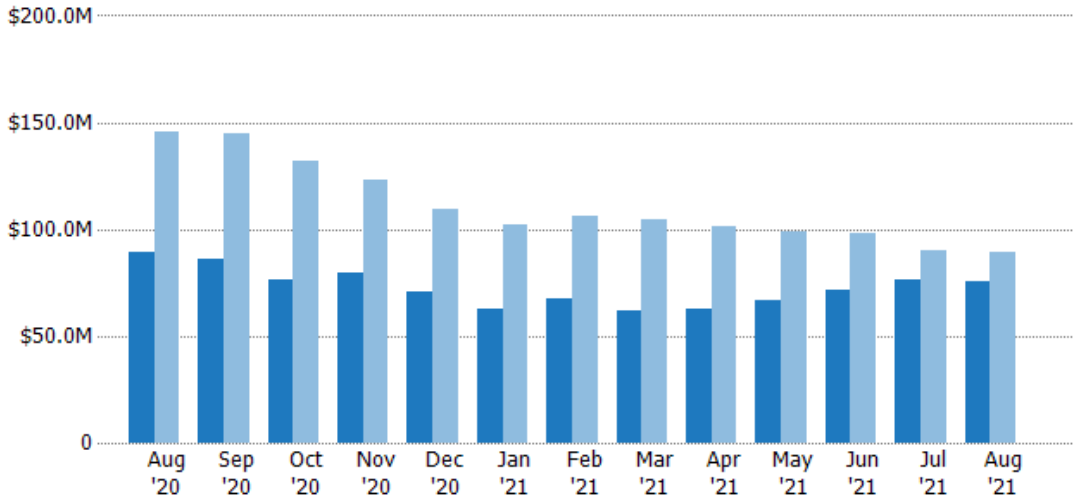
	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21
Current Year	228	224	201	190	171	150	155	133	132	139	148	161	172
Prior Year	425	414	372	339	304	295	303	297	283	270	262	234	228
Percent Change from Prior Year	-46%	-46%	-46%	-44%	-44%	-49%	-49%	-55%	-53%	-49%	-44%	-31%	-25%

## 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



	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	\$89.5M	\$86.1M	\$76.1M	\$79.5M	\$70.6M	\$62.7M	\$67.3M	\$61.8M	\$62.8M	\$66.9M	\$71.7M	\$76.3M	\$75.7M
Prior Year	\$146M	\$145M	\$132M	\$123M	\$110M	\$102M	\$106M	\$105M	\$101M	\$99M	\$97.8M	\$90.3M	\$89.5M
Percent Change from Prior Year	-39%	-41%	-42%	-36%	-36%	-39%	-37%	-41%	-38%	-32%	-27%	-16%	-15%

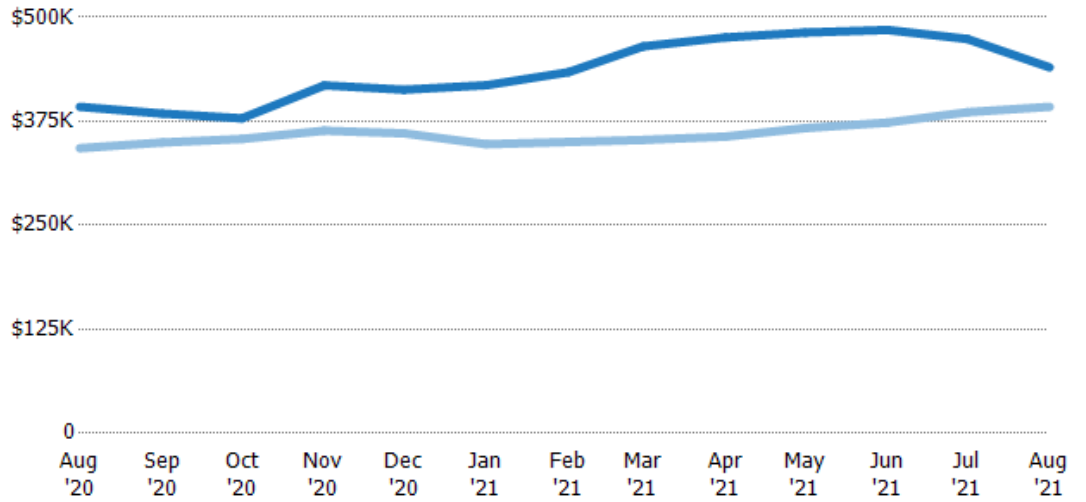
## Average Listing Price

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.
Aug '21	\$440K	12.1%
Aug '20	\$392K	14.5%
Aug '19	\$343K	-2.2%



Current Year	\$392K	\$384K	\$379K	\$418K	\$413K	\$418K	\$434K	\$465K	\$476K	\$482K	\$485K	\$474K	\$440K
Prior Year	\$343K	\$350K	\$354K	\$364K	\$361K	\$347K	\$350K	\$353K	\$357K	\$367K	\$373K	\$386K	\$392K
Percent Change from Prior Year	15%	10%	7%	15%	15%	20%	24%	32%	33%	31%	30%	23%	12%

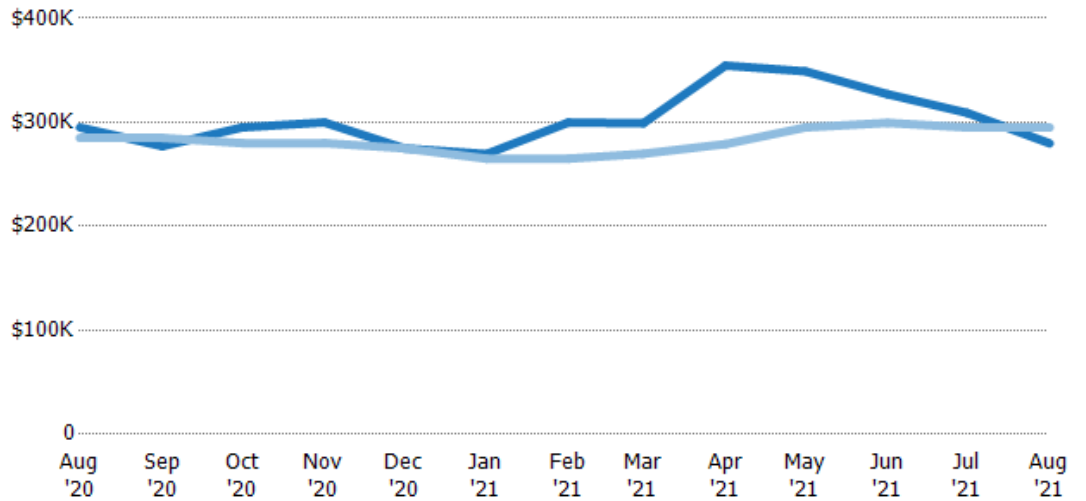
## Median Listing Price

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.
Aug '21	\$280K	-5.2%
Aug '20	\$295K	3.5%
Aug '19	\$285K	-9.8%



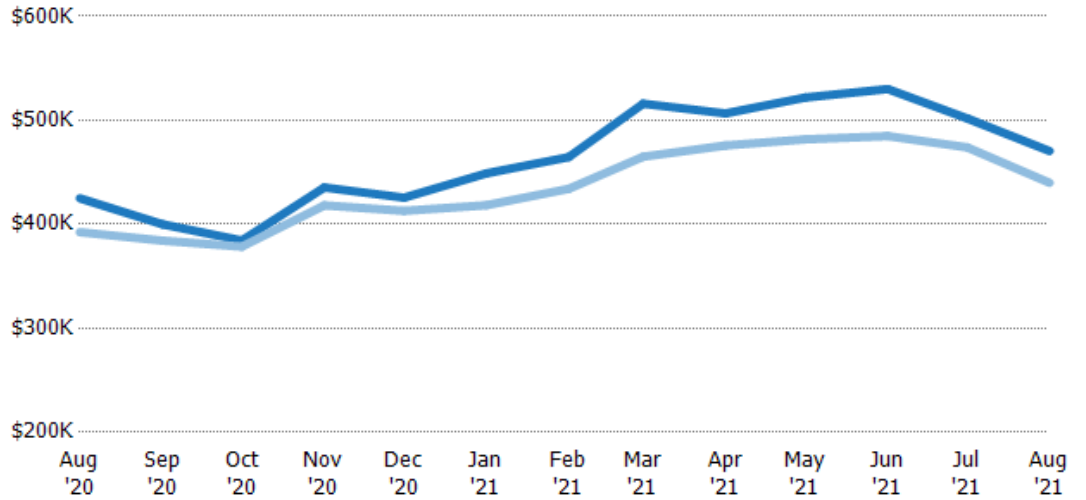
Current Year	\$295K	\$277K	\$295K	\$300K	\$275K	\$269K	\$300K	\$299K	\$355K	\$349K	\$327K	\$309K	\$280K
Prior Year	\$285K	\$285K	\$280K	\$280K	\$275K	\$265K	\$265K	\$270K	\$279K	\$295K	\$299K	\$295K	\$295K
Percent Change from Prior Year	4%	-3%	5%	7%	0%	2%	13%	11%	27%	18%	9%	5%	-5%

## 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

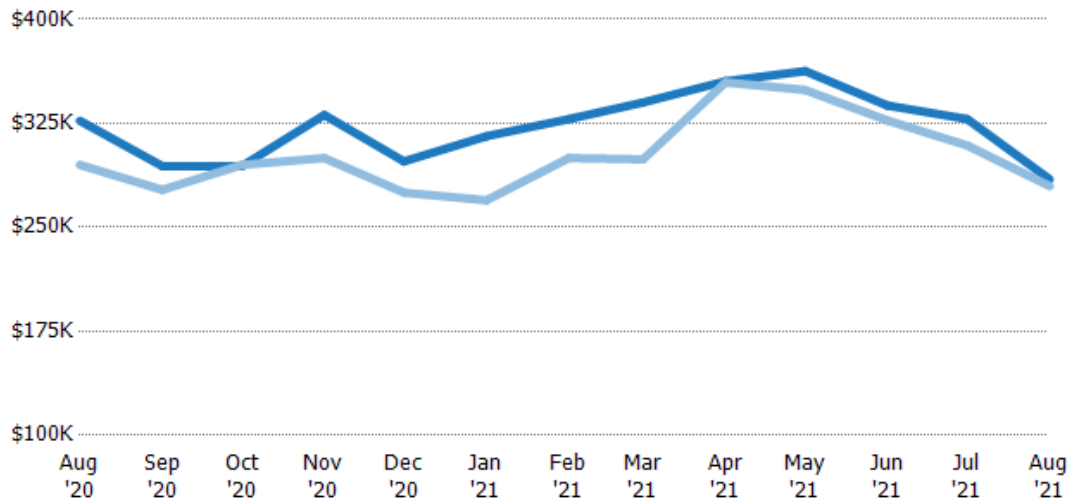


## Median Listing Price vs Median Est Value

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



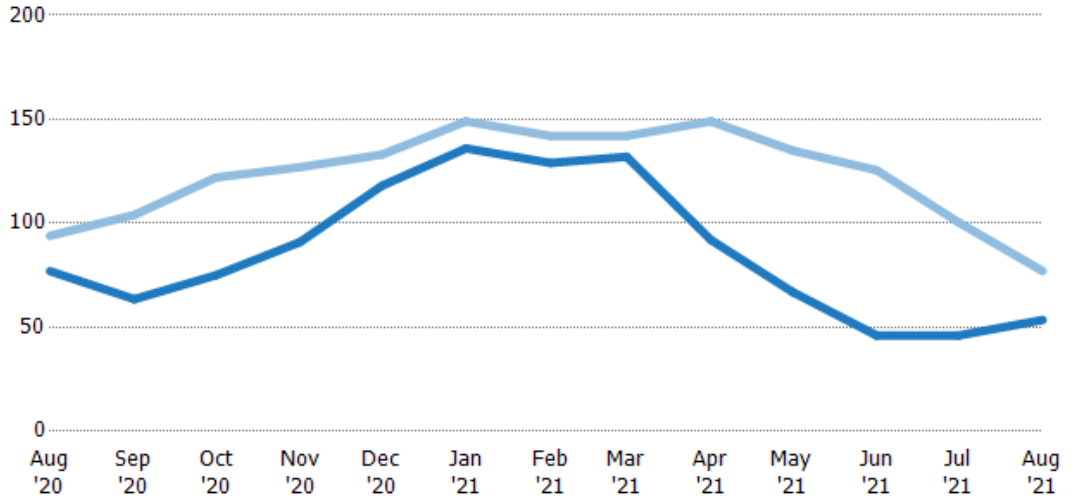
## Median Days in RPR

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.
Aug '21	53.5	-30.5%
Aug '20	77	-18.1%
Aug '19	94	-0.5%



	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	77	63.5	75	91	118	136	129	132	92	67	46	46	53.5
Prior Year	94	104	122	127	133	149	142	142	149	135	126	101	77
Percent Change from Prior Year	-18%	-39%	-39%	-28%	-11%	-9%	-9%	-7%	-38%	-50%	-63%	-54%	-31%

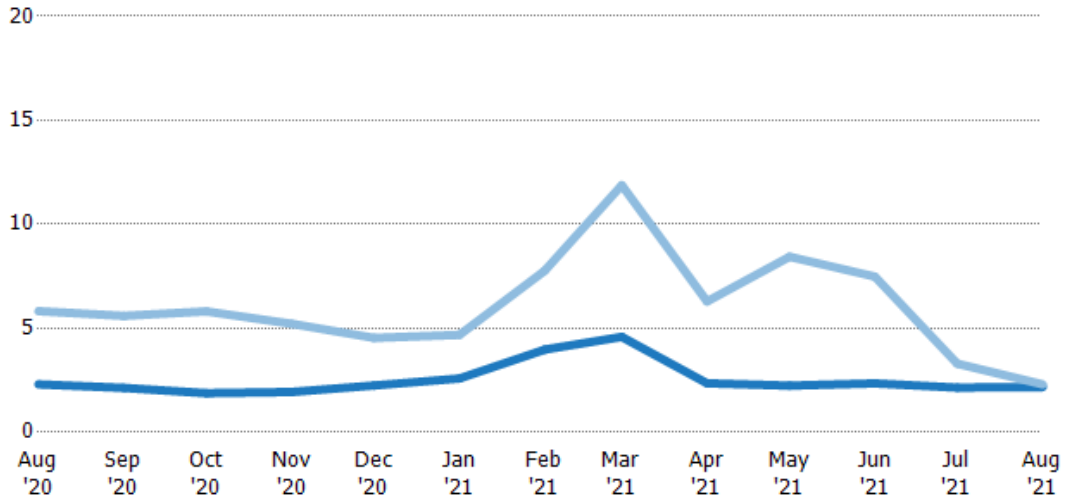
## Months of Inventory

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.
Aug '21	2.18	-5.5%
Aug '20	2.3	-60.4%
Aug '19	5.82	22.3%



	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	2.3	2.13	1.88	1.94	2.25	2.59	3.97	4.59	2.36	2.24	2.35	2.15	2.18
Prior Year	5.82	5.59	5.81	5.22	4.54	4.68	7.77	11.9	6.29	8.44	7.49	3.3	2.3
Percent Change from Prior Year	-60%	-62%	-68%	-63%	-50%	-45%	-49%	-61%	-63%	-73%	-69%	-35%	-5%

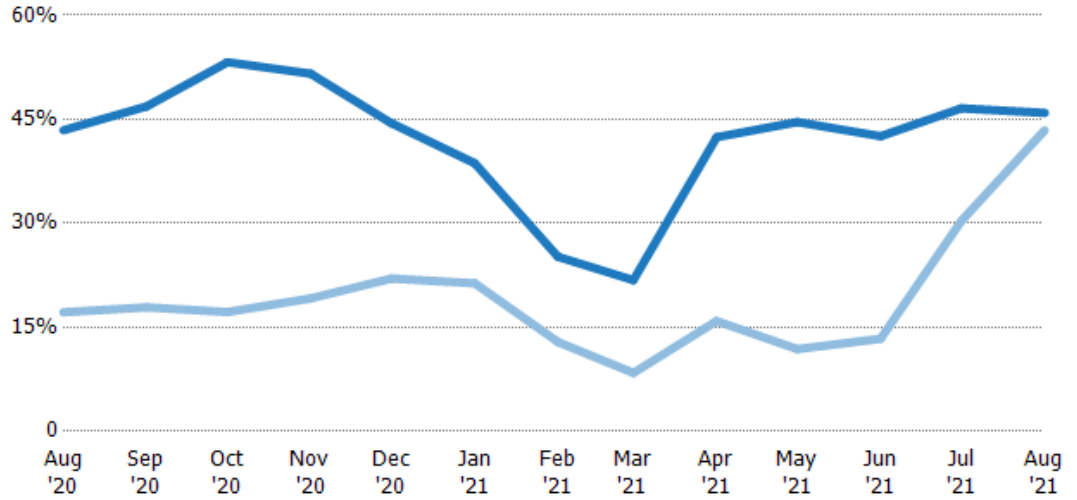
## Absorption Rate

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.
Aug '21	46%	-2.5%
Aug '20	43%	-26.3%
Aug '19	17%	-18.3%



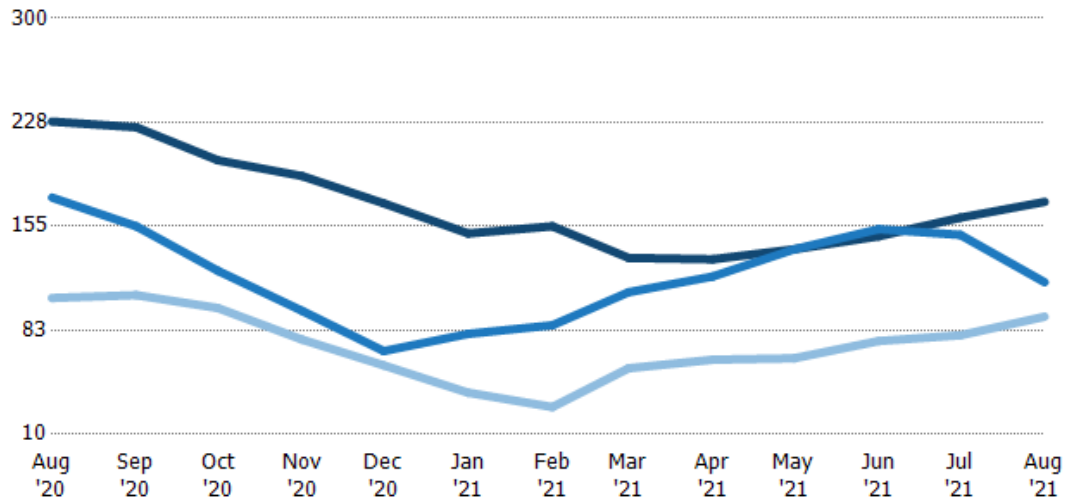
	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21
Current Year	43%	47%	53%	52%	44%	39%	25%	22%	42%	45%	43%	47%	46%
Prior Year	17%	18%	17%	19%	22%	21%	13%	8%	16%	12%	13%	30%	43%
Change from Prior Year	-26%	-29%	-36%	-32%	-22%	-17%	-12%	-13%	-27%	-33%	-29%	-16%	-3%

## 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



	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
Active	228	224	201	190	171	150	155	133	132	139	148	161	172
Pending	175	155	124	96	68	80	86	109	120	139	153	149	116
Sold	105	107	98	76	58	39	29	56	62	63	75	79	92

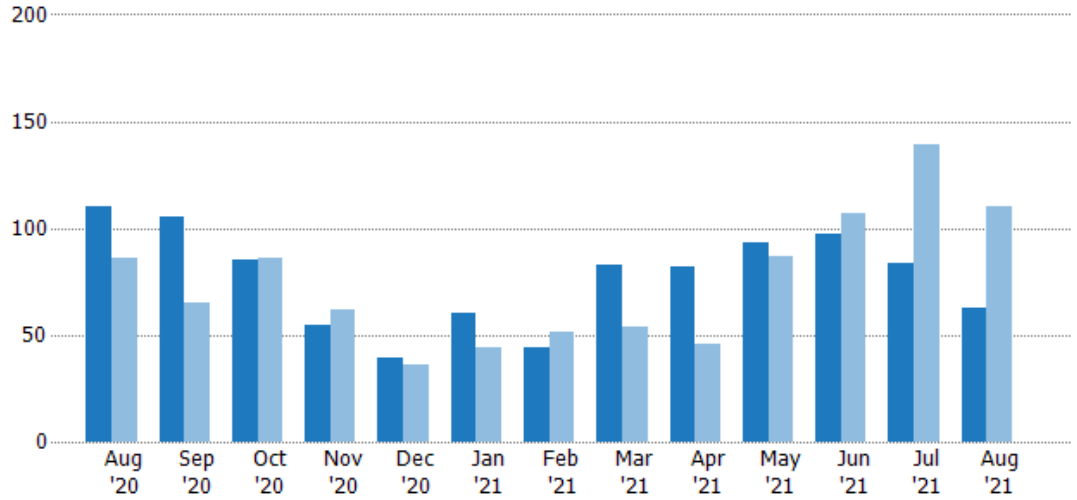
## New Pending Sales

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.
Aug '21	63	-42.7%
Aug '20	110	27.9%
Aug '19	86	-25.6%



Current Year	110	105	85	55	39	60	44	83	82	93	97	84	63
Prior Year	86	65	86	62	36	44	51	54	46	87	107	139	110
Percent Change from Prior Year	28%	62%	-1%	-11%	8%	36%	-14%	54%	78%	7%	-9%	-40%	-43%

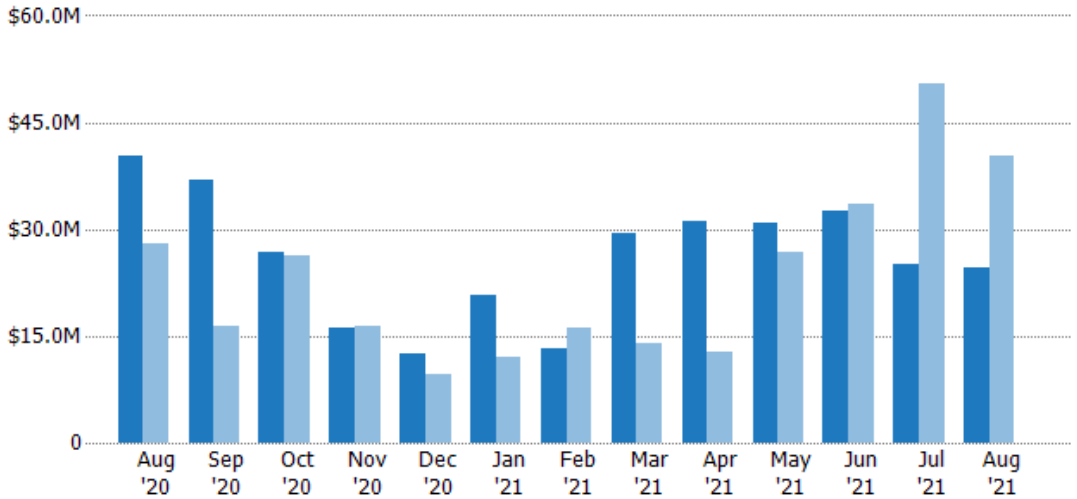
## New Pending Sales Volume

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

### Filters Used

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

Month/Year	Volume	% Chg.
Aug '21	\$24.5M	-39%
Aug '20	\$40.3M	43.4%
Aug '19	\$28.1M	-48.2%



Current Year	\$40.3M	\$36.8M	\$26.7M	\$16.1M	\$12.4M	\$20.7M	\$13.3M	\$29.3M	\$31.2M	\$30.8M	\$32.6M	\$25.2M	\$24.5M
Prior Year	\$28.1M	\$16.3M	\$26.3M	\$16.3M	\$9.55M	\$12M	\$16.2M	\$14M	\$12.9M	\$26.7M	\$33.4M	\$50.5M	\$40.3M
Percent Change from Prior Year	43%	126%	2%	-1%	30%	72%	-18%	110%	143%	16%	-2%	-50%	-39%



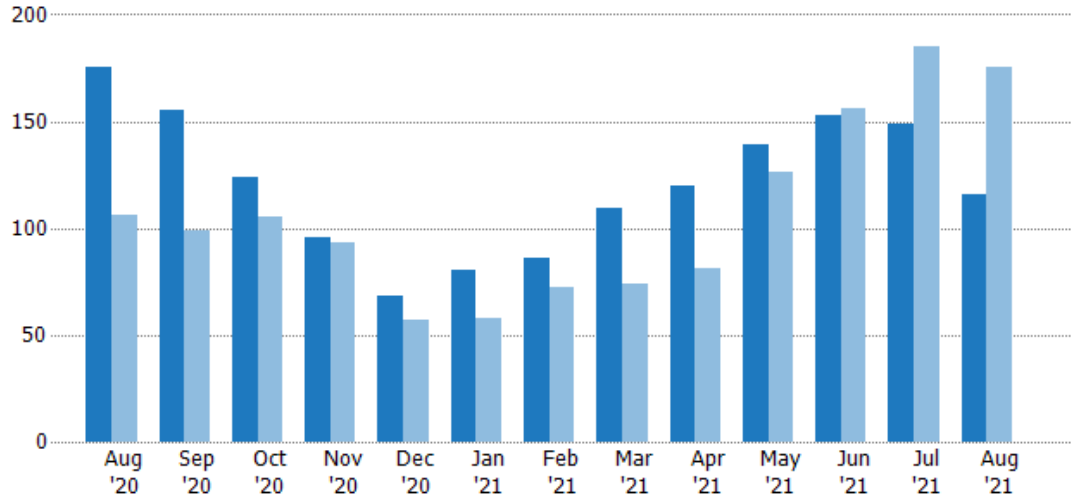
## Pending Sales

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

Month/Year	Count	% Chg.
Aug '21	116	-33.7%
Aug '20	175	65.1%
Aug '19	106	-14.2%



	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	175	155	124	96	68	80	86	109	120	139	153	149	116
Prior Year	106	99	105	93	57	58	72	74	81	126	156	185	175
Percent Change from Prior Year	65%	57%	18%	3%	19%	38%	19%	47%	48%	10%	-2%	-19%	-34%

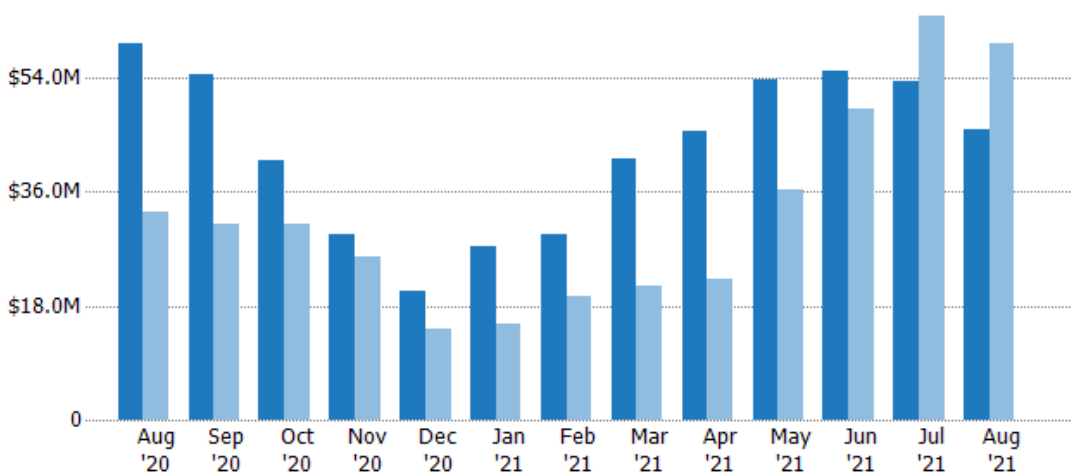
## Pending Sales Volume

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

Month/Year	Volume	% Chg.
Aug '21	\$45.9M	-23%
Aug '20	\$59.5M	81.4%
Aug '19	\$32.8M	-36%



	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	\$59.5M	\$54.5M	\$41M	\$29.2M	\$20.3M	\$27.3M	\$29.3M	\$41.3M	\$45.5M	\$53.6M	\$55M	\$53.5M	\$45.9M
Prior Year	\$32.8M	\$30.8M	\$31M	\$25.8M	\$14.2M	\$15.1M	\$19.6M	\$21.2M	\$22.3M	\$36.3M	\$49M	\$63.7M	\$59.5M
Percent Change from Prior Year	81%	77%	32%	13%	42%	80%	50%	95%	104%	48%	12%	-16%	-23%

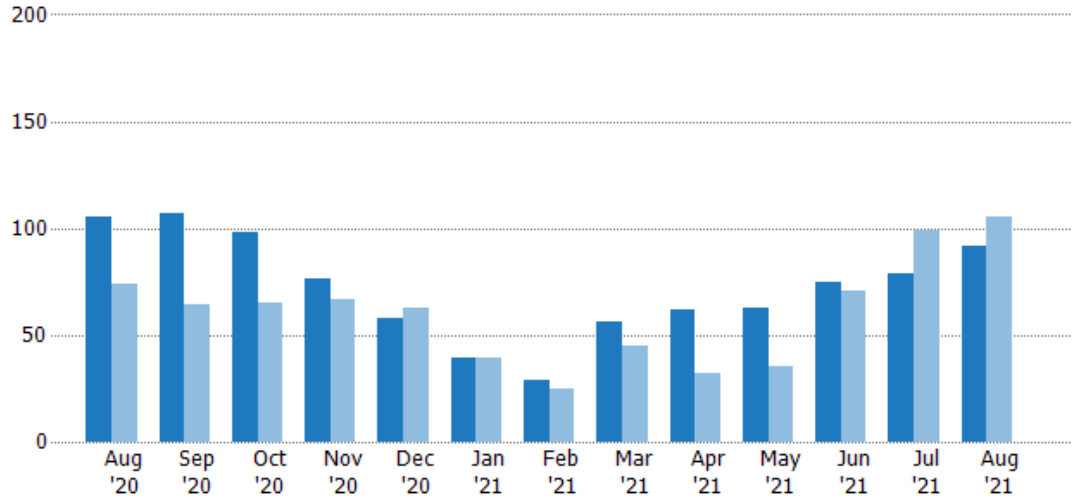
## Closed Sales

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.
Aug '21	92	-12.4%
Aug '20	105	41.9%
Aug '19	74	-5.4%



	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	105	107	98	76	58	39	29	56	62	63	75	79	92
Prior Year	74	64	65	67	63	39	25	45	32	35	71	99	105
Percent Change from Prior Year	42%	67%	51%	13%	-8%	0%	16%	24%	94%	80%	6%	-20%	-12%

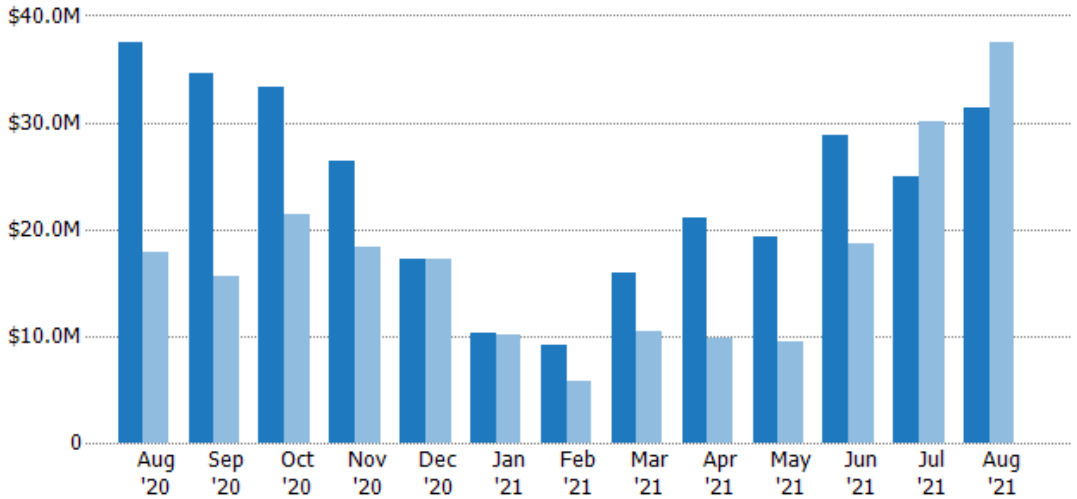
## Closed Sales Volume

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.
Aug '21	\$31.4M	-16.1%
Aug '20	\$37.5M	109.5%
Aug '19	\$17.9M	2.5%



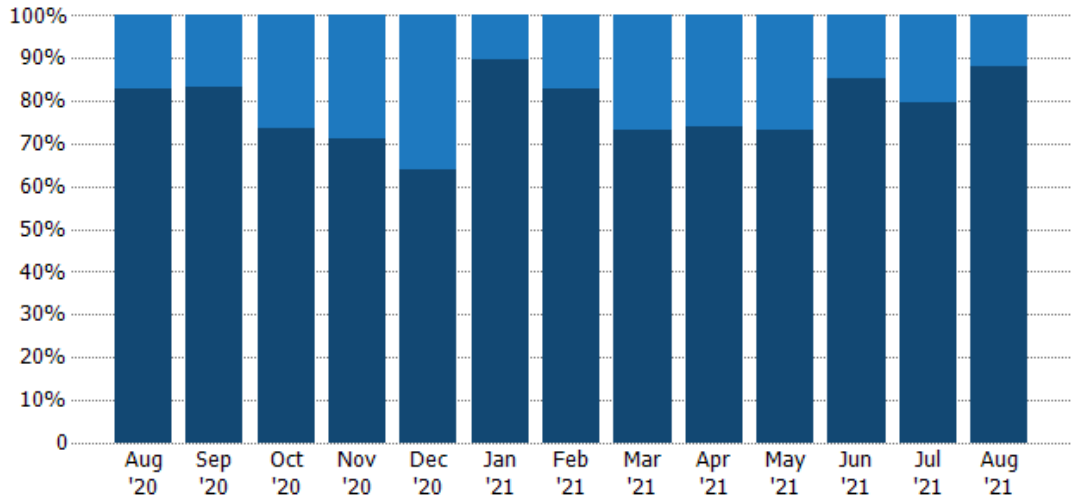
	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21
Current Year	\$37.5M	\$34.6M	\$33.4M	\$26.4M	\$17.3M	\$10.2M	\$9.15M	\$15.9M	\$21M	\$19.3M	\$28.8M	\$24.9M	\$31.4M
Prior Year	\$17.9M	\$15.6M	\$21.5M	\$18.3M	\$17.1M	\$10.1M	\$5.79M	\$10.5M	\$9.83M	\$9.49M	\$18.6M	\$30.1M	\$37.5M
Percent Change from Prior Year	110%	122%	56%	44%	1%	1%	58%	52%	114%	103%	55%	-17%	-16%

## 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



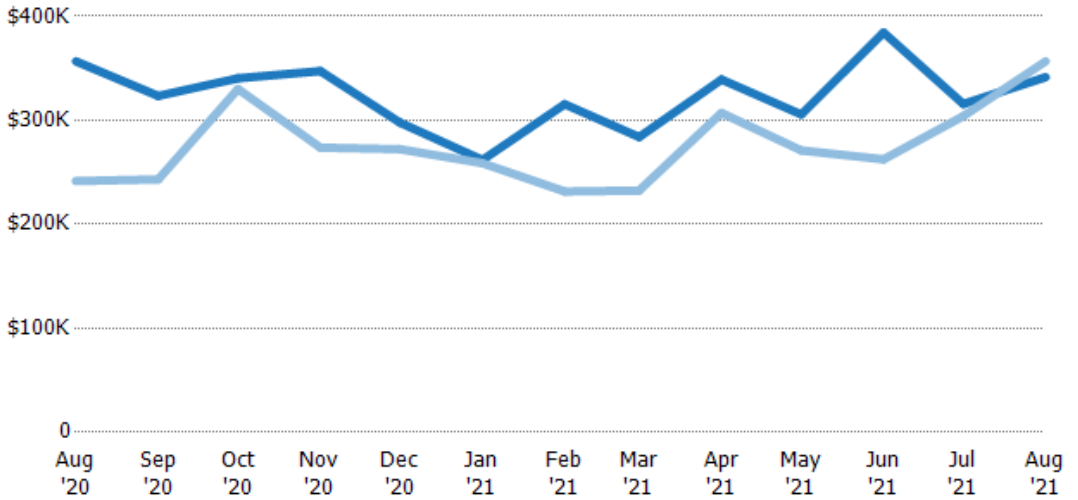
Condo/Townhouse	17%	17%	27%	29%	36%	10%	17%	27%	26%	27%	15%	20%	12%
Single Family Residence	83%	83%	73%	71%	64%	90%	83%	73%	74%	73%	85%	80%	88%

## 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



Current Year	\$357K	\$323K	\$340K	\$347K	\$298K	\$262K	\$315K	\$284K	\$339K	\$306K	\$384K	\$316K	\$341K
Prior Year	\$242K	\$243K	\$330K	\$274K	\$272K	\$259K	\$232K	\$232K	\$307K	\$271K	\$262K	\$304K	\$357K
Percent Change from Prior Year	48%	33%	3%	27%	9%	1%	36%	22%	10%	13%	46%	4%	-4%

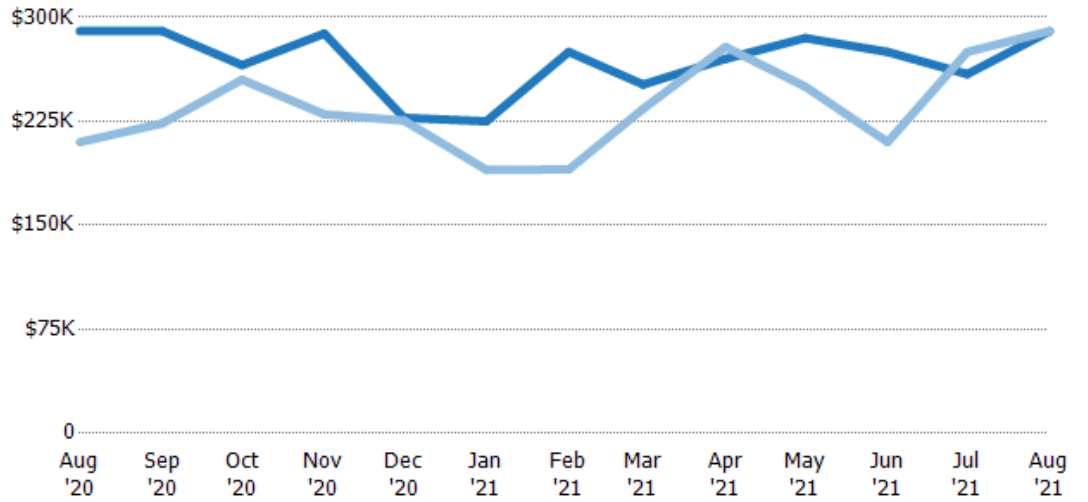
## Median Sales Price

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.
Aug '21	\$290K	0%
Aug '20	\$290K	38.1%
Aug '19	\$210K	13.6%



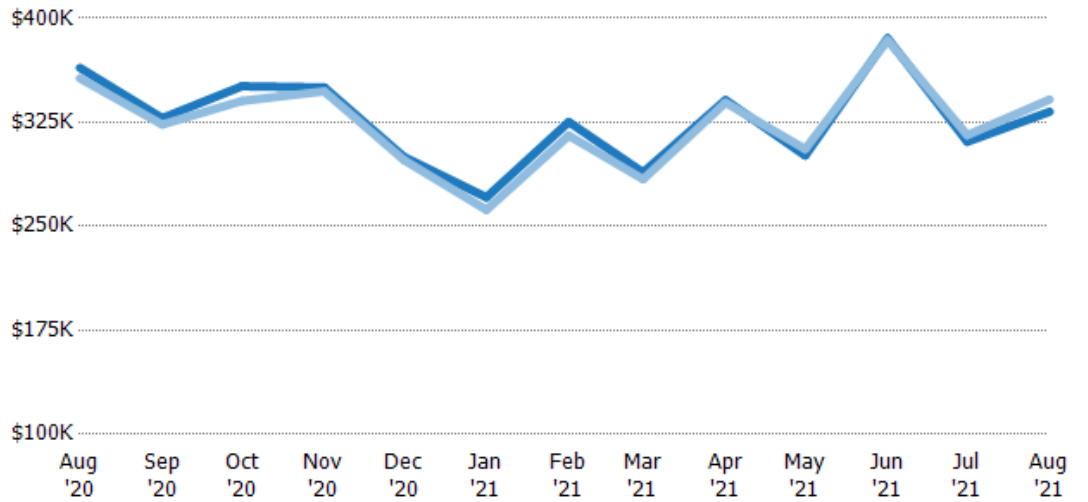
Current Year	\$290K	\$290K	\$266K	\$288K	\$228K	\$225K	\$275K	\$252K	\$270K	\$285K	\$275K	\$259K	\$290K
Prior Year	\$210K	\$224K	\$255K	\$230K	\$226K	\$190K	\$190K	\$234K	\$279K	\$250K	\$210K	\$275K	\$290K
Percent Change from Prior Year	38%	30%	4%	25%	1%	18%	45%	7%	-3%	14%	31%	-6%	0%

## 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

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



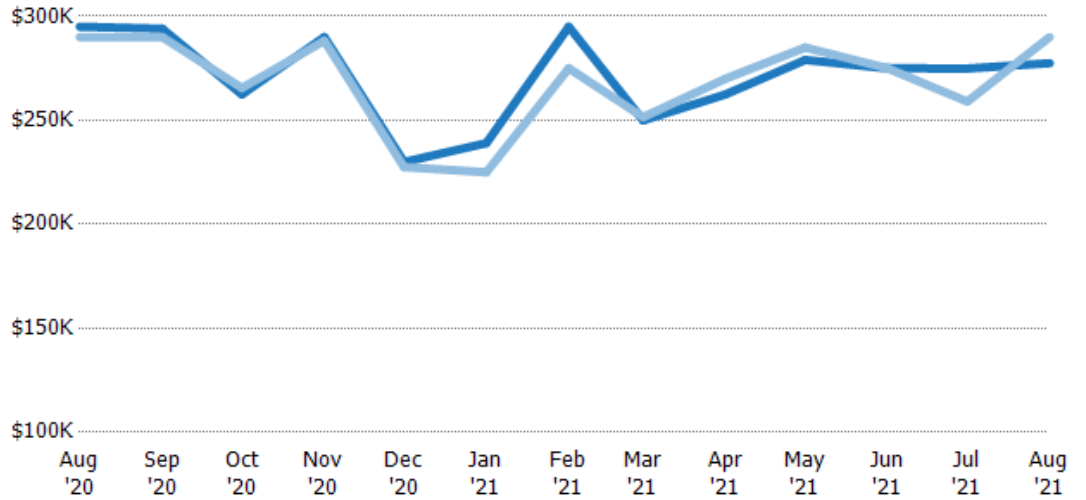
Avg List Price	\$364K	\$328K	\$351K	\$350K	\$300K	\$271K	\$325K	\$289K	\$341K	\$301K	\$386K	\$311K	\$333K
Avg Sales Price	\$357K	\$323K	\$340K	\$347K	\$298K	\$262K	\$315K	\$284K	\$339K	\$306K	\$384K	\$316K	\$341K
Avg Sales Price as a % of Avg List Price	98%	99%	97%	99%	99%	97%	97%	98%	99%	102%	100%	102%	103%

## 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



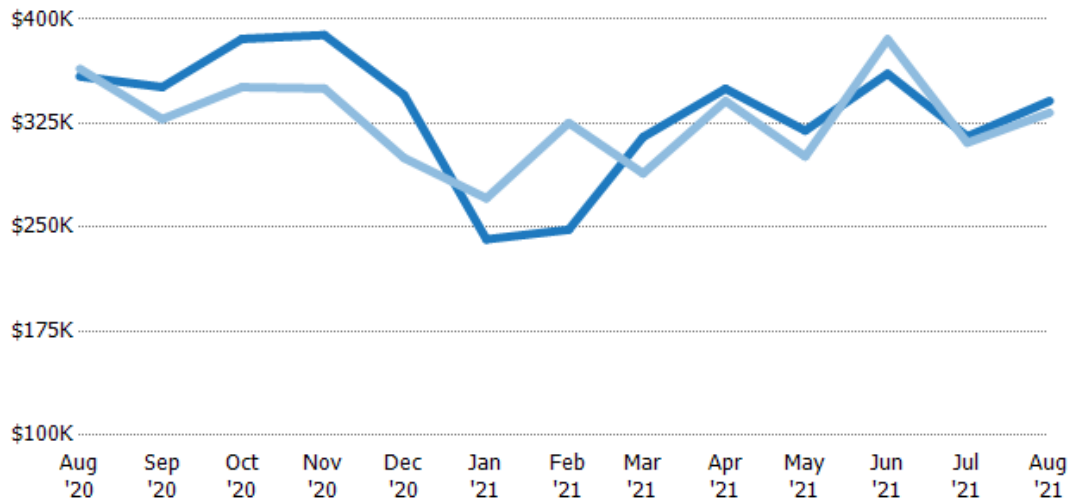
	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21
Median List Price	\$295K	\$294K	\$262K	\$290K	\$230K	\$239K	\$295K	\$250K	\$262K	\$279K	\$275K	\$275K	\$277K
Median Sales Price	\$290K	\$290K	\$266K	\$288K	\$228K	\$225K	\$275K	\$252K	\$270K	\$285K	\$275K	\$259K	\$290K
Med Sales Price as a % of Med List Price	98%	99%	101%	99%	99%	94%	93%	101%	103%	102%	100%	94%	105%

## 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



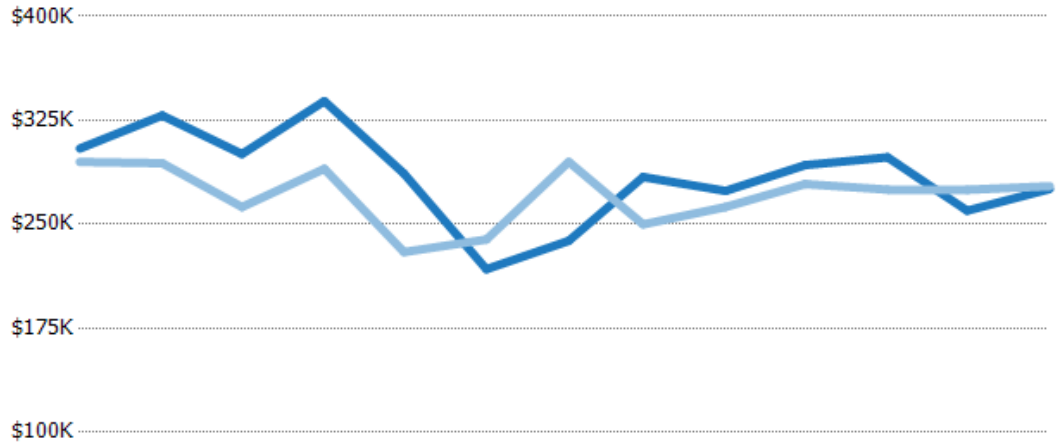
	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21
Avg Est Value	\$359K	\$351K	\$386K	\$389K	\$345K	\$241K	\$248K	\$315K	\$350K	\$320K	\$361K	\$315K	\$341K
Avg Sales Price	\$364K	\$328K	\$351K	\$350K	\$300K	\$271K	\$325K	\$289K	\$341K	\$301K	\$386K	\$311K	\$333K
Avg Sales Price as a % of Avg Est Value	102%	93%	91%	90%	87%	112%	131%	92%	97%	94%	107%	99%	98%

## 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



	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	\$305K	\$328K	\$301K	\$339K	\$287K	\$218K	\$238K	\$284K	\$274K	\$293K	\$298K	\$260K	\$275K
Median Sales Price	\$295K	\$294K	\$262K	\$290K	\$230K	\$239K	\$295K	\$250K	\$262K	\$279K	\$275K	\$275K	\$277K
Med Sales Price as a % of Med Est Value	97%	90%	87%	86%	80%	110%	124%	88%	96%	95%	92%	106%	101%