

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	109	140	-22.1%	872	830	+5.1%
New Listing Volume	\$51,276,977	\$50,428,428	+1.7%	\$367,521,940	\$311,074,214	+18.1%
Active Listing Count	325	371	-12.4%	N/A	N/A	
Active Listing Volume	\$172,368,376	\$190,546,525	-9.5%	N/A	N/A	
Average Listing Price	\$530,364	\$513,602	+3.3%	\$557,153	\$467,941	+19.1%
Median Listing Price	\$330,000	\$285,000	+15.8%	\$322,426	\$296,779	+8.6%
Median Days in RPR	57	88	-35.2%	100.85	145.12	-30.5%
Months of Inventory	3.5	3.9	-10.5%	4	8.9	-54.9%
Absorption Rate	28.92%	25.88%	+3%	24.89%	11.22%	+13.7%
Sales Activity Charts Metrics						
New Pending Sales Count	27	174	-84.5%	809	922	-12.3%
New Pending Sales Volume	\$11,295,550	\$58,442,593	-80.7%	\$303,412,163	\$303,211,683	+0.1%
Pending Sales Count	81	271	-70.1%	N/A	N/A	
Pending Sales Volume	\$31,924,850	\$100,071,189	-68.1%	N/A	N/A	
Closed Sales Count	78	131	-40.5%	712	575	+23.8%
Closed Sales Volume	\$32,113,200	\$46,183,315	-30.5%	\$259,665,766	\$170,771,341	+52.1%
Average Sales Price	\$411,708	\$352,544	+16.8%	\$364,699	\$296,994	+22.8%
Median Sales Price	\$317,500	\$279,000	+13.8%	\$289,920	\$237,823	+21.9%

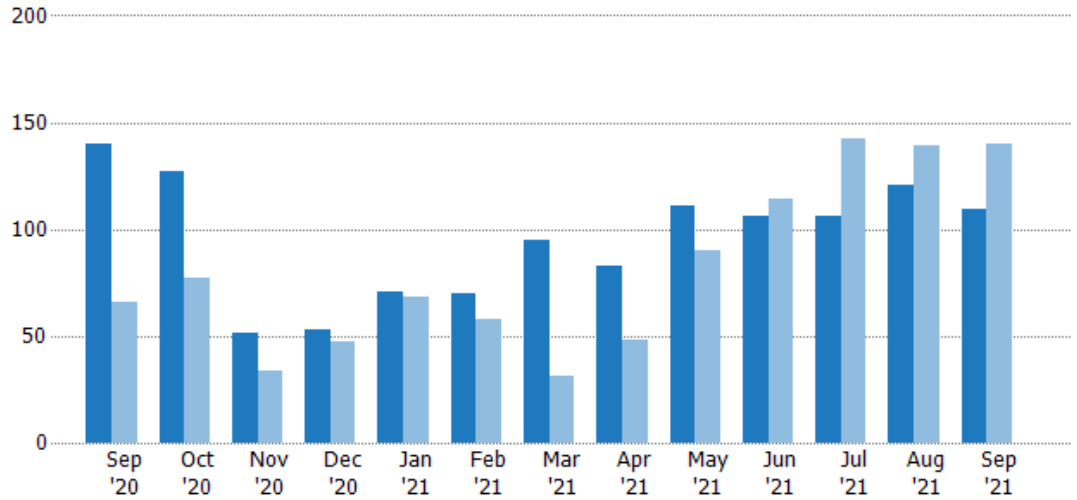
New Listings

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.
Sep '21	109	-22.1%
Sep '20	140	112.1%
Sep '19	66	39.4%



	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	140	127	51	53	71	70	95	83	111	106	106	121	109
Prior Year	66	77	34	47	68	58	31	48	90	114	142	139	140
Percent Change from Prior Year	112%	65%	50%	13%	4%	21%	206%	73%	23%	-7%	-25%	-13%	-22%

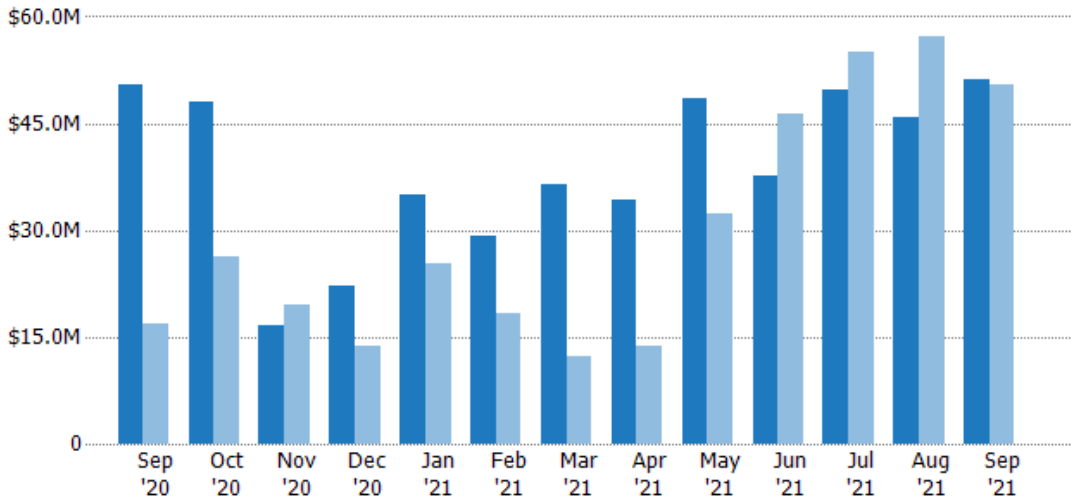
New Listing Volume

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.
Sep '21	\$51.3M	1.7%
Sep '20	\$50.4M	200%
Sep '19	\$16.8M	61.6%



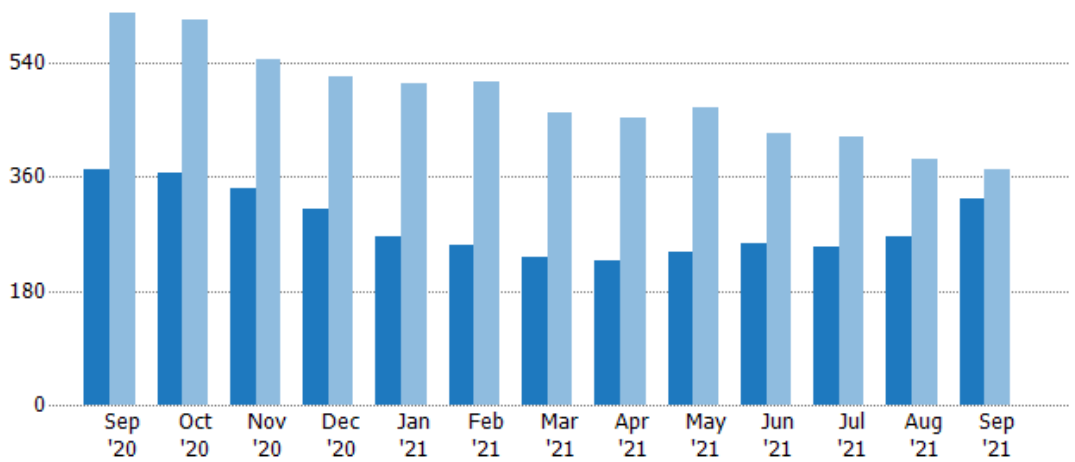
	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21
Current Year	\$50.4M	\$48M	\$16.6M	\$22.2M	\$34.9M	\$29.1M	\$36.3M	\$34.2M	\$48.5M	\$37.7M	\$49.7M	\$45.8M	\$51.3M
Prior Year	\$16.8M	\$26.3M	\$19.5M	\$13.8M	\$25.2M	\$18.2M	\$12.3M	\$13.8M	\$32.4M	\$46.4M	\$55.1M	\$57.2M	\$50.4M
Percent Change from Prior Year	200%	82%	-15%	61%	38%	60%	195%	148%	49%	-19%	-10%	-20%	2%

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



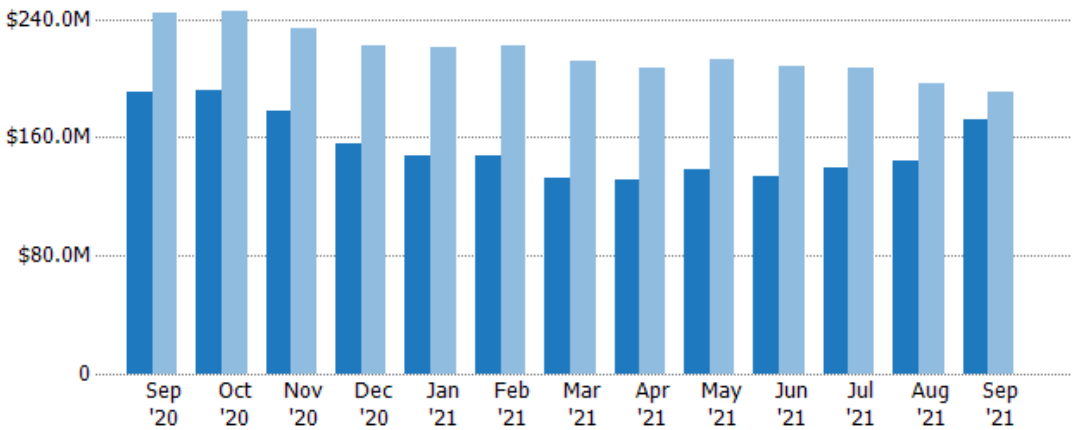
	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21
Current Year	371	367	341	308	266	251	232	228	240	255	248	265	325
Prior Year	618	607	546	519	508	511	462	452	468	428	423	387	371
Percent Change from Prior Year	-40%	-40%	-38%	-41%	-48%	-51%	-50%	-50%	-49%	-40%	-41%	-32%	-12%

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



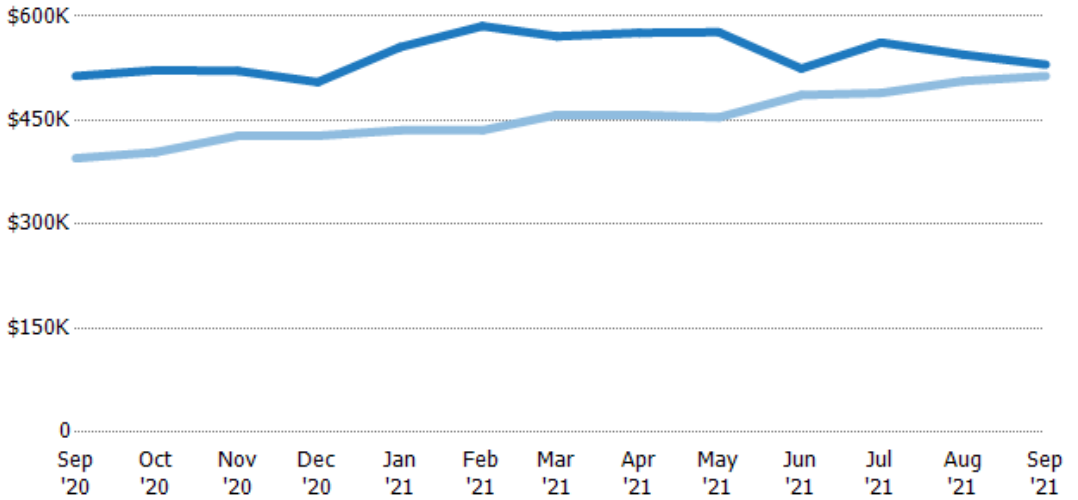
	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21
Current Year	\$191M	\$192M	\$178M	\$156M	\$148M	\$147M	\$132M	\$131M	\$138M	\$134M	\$139M	\$144M	\$172M
Prior Year	\$244M	\$245M	\$233M	\$222M	\$221M	\$223M	\$211M	\$207M	\$213M	\$208M	\$207M	\$196M	\$191M
Percent Change from Prior Year	-22%	-22%	-24%	-30%	-33%	-34%	-37%	-37%	-35%	-36%	-33%	-26%	-10%

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



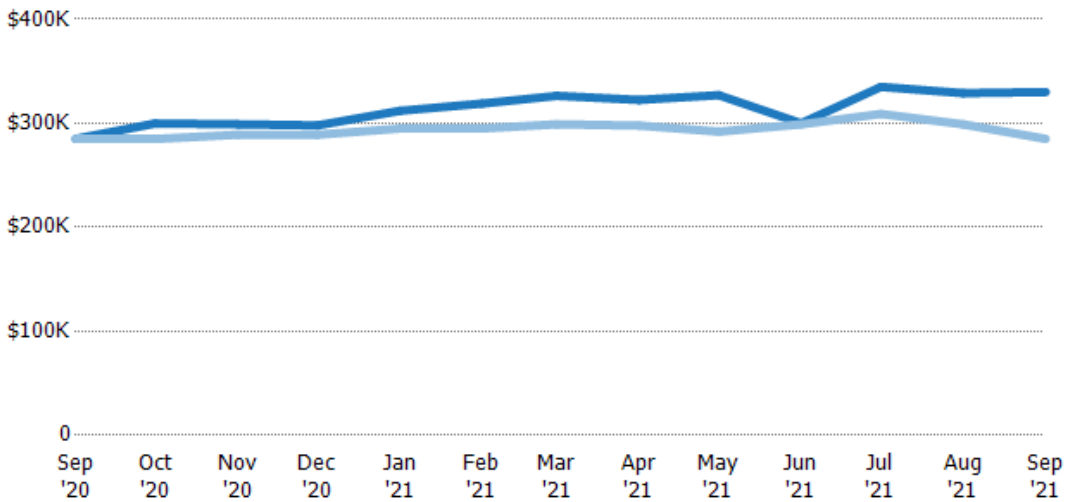
	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21
Current Year	\$514K	\$522K	\$521K	\$505K	\$555K	\$586K	\$571K	\$576K	\$577K	\$525K	\$562K	\$545K	\$530K
Prior Year	\$395K	\$404K	\$427K	\$428K	\$435K	\$436K	\$458K	\$458K	\$454K	\$486K	\$489K	\$507K	\$514K
Percent Change from Prior Year	30%	29%	22%	18%	28%	34%	25%	26%	27%	8%	15%	8%	3%

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



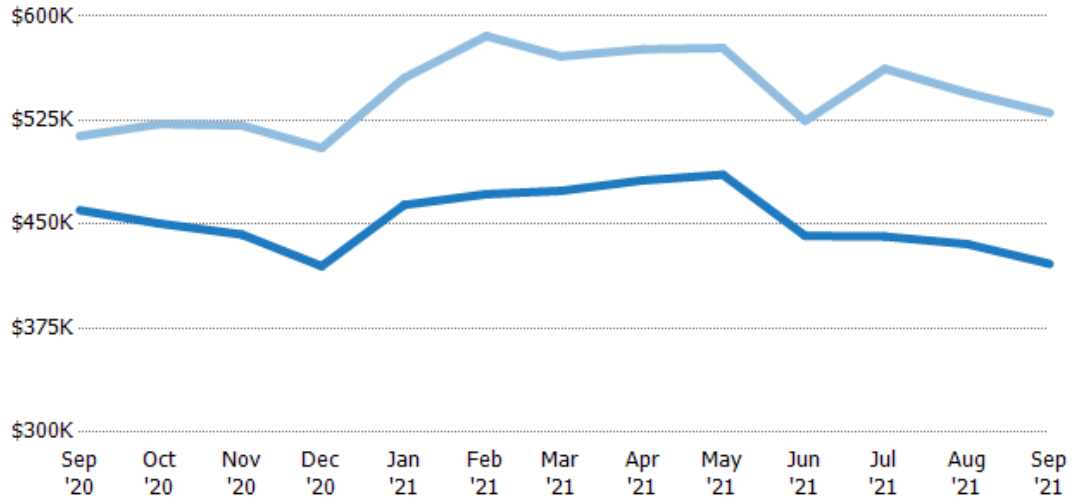
	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21
Current Year	\$285K	\$300K	\$299K	\$298K	\$312K	\$319K	\$326K	\$323K	\$327K	\$300K	\$335K	\$329K	\$330K
Prior Year	\$285K	\$285K	\$289K	\$289K	\$295K	\$295K	\$299K	\$298K	\$292K	\$299K	\$309K	\$299K	\$285K
Percent Change from Prior Year	0%	5%	3%	3%	6%	8%	9%	8%	12%	0%	8%	10%	16%

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



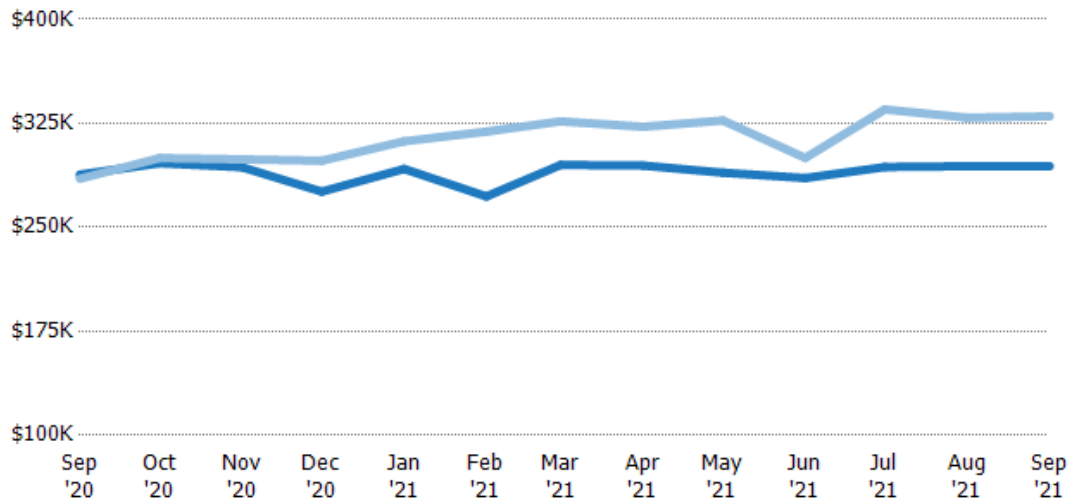
	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21
Avg Est Value	\$460K	\$451K	\$443K	\$420K	\$464K	\$472K	\$474K	\$482K	\$486K	\$442K	\$441K	\$436K	\$421K
Avg Listing Price	\$514K	\$522K	\$521K	\$505K	\$555K	\$586K	\$571K	\$576K	\$577K	\$525K	\$562K	\$545K	\$530K
Avg Listing Price as a % of Avg Est Value	112%	116%	118%	120%	120%	124%	120%	120%	119%	119%	127%	125%	126%

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



	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	\$288K	\$296K	\$293K	\$276K	\$292K	\$272K	\$295K	\$294K	\$289K	\$286K	\$293K	\$294K	\$294K
Median Listing Price	\$285K	\$300K	\$299K	\$298K	\$312K	\$319K	\$326K	\$323K	\$327K	\$300K	\$335K	\$329K	\$330K
Med Listing Price as a % of Med Est Value	99%	101%	102%	108%	107%	117%	111%	110%	113%	105%	114%	112%	112%

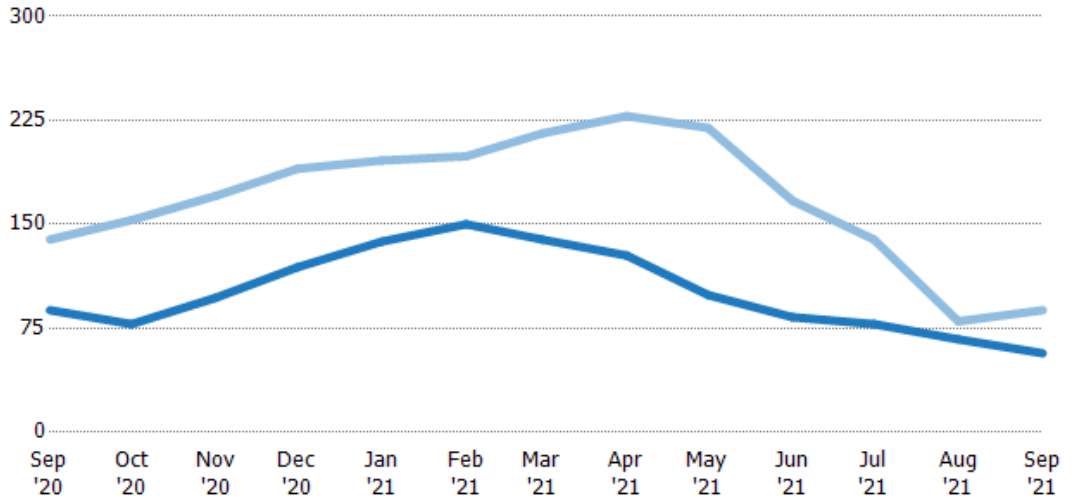
Median Days in RPR

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

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

Month/Year	Days	% Chg.
Sep '21	57	-35.2%
Sep '20	88	-36.7%
Sep '19	139	-15.5%



Current Year	88	78	97	119	138	150	139	128	99	83	78	67	57
Prior Year	139	153	171	190	196	199	216	228	220	167	139	80	88
Percent Change from Prior Year	-37%	-49%	-43%	-37%	-30%	-25%	-35%	-44%	-55%	-50%	-44%	-16%	-35%

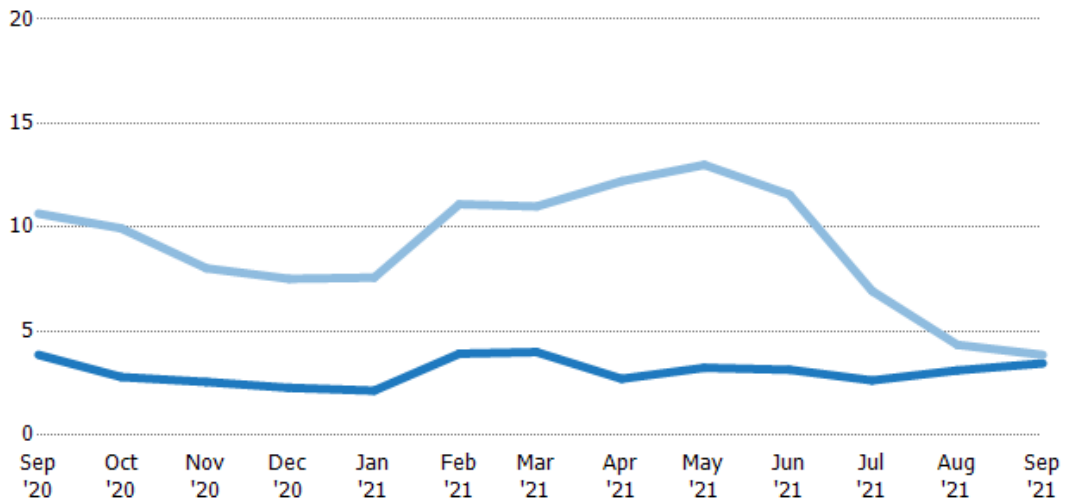
Months of Inventory

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.
Sep '21	3.46	-10.5%
Sep '20	3.86	-63.7%
Sep '19	10.7	11.3%



Current Year	3.86	2.8	2.56	2.28	2.15	3.92	4	2.71	3.24	3.15	2.64	3.12	3.46
Prior Year	10.7	9.95	8.03	7.52	7.58	11.1	11	12.2	13	11.6	6.93	4.35	3.86
Percent Change from Prior Year	-64%	-72%	-68%	-70%	-72%	-65%	-64%	-78%	-75%	-73%	-62%	-28%	-11%

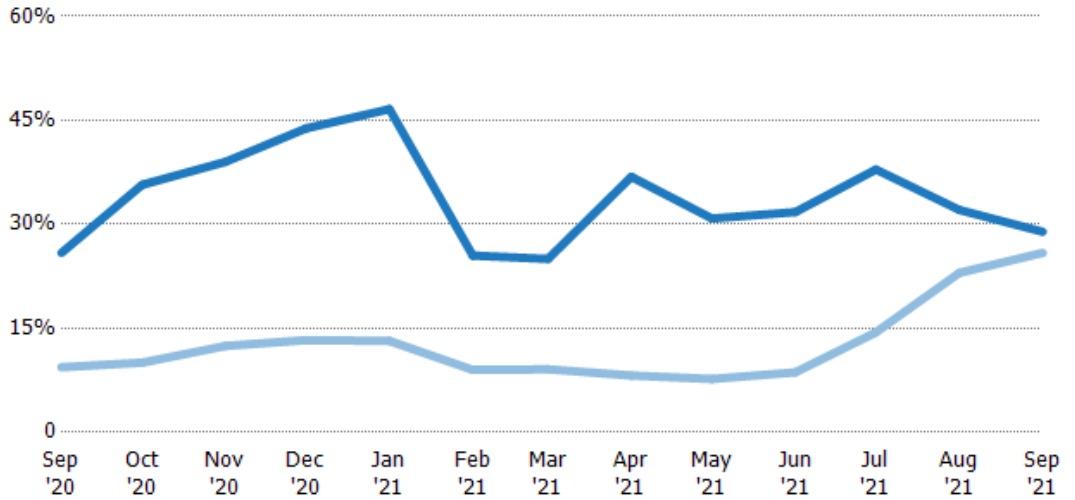
Absorption Rate

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.
Sep '21	29%	-3.1%
Sep '20	26%	-16.5%
Sep '19	9%	-10.1%



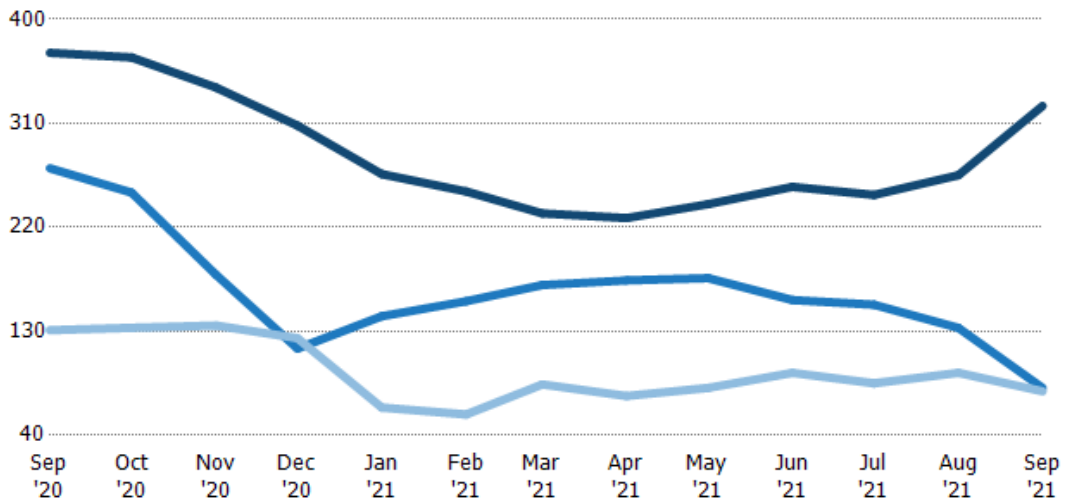
Current Year	26%	36%	39%	44%	47%	25%	25%	37%	31%	32%	38%	32%	29%
Prior Year	9%	10%	12%	13%	13%	9%	9%	8%	8%	9%	14%	23%	26%
Change from Prior Year	-16%	-26%	-27%	-31%	-33%	-16%	-16%	-29%	-23%	-23%	-23%	-9%	-3%

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	371	367	341	308	266	251	232	228	240	255	248	265	325
Pending	271	250	179	115	143	156	170	174	176	157	153	133	81
Sold	131	133	135	124	64	58	84	74	81	94	85	94	78

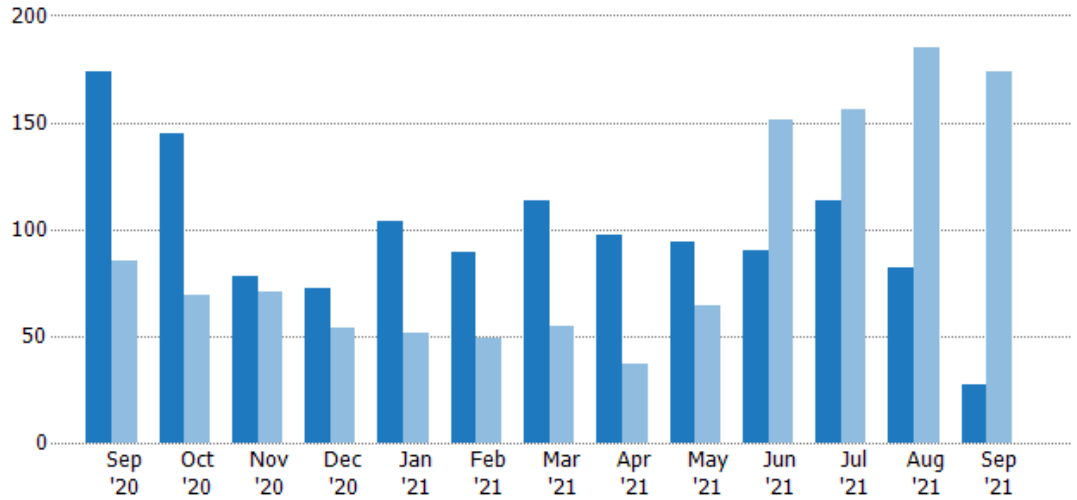
New Pending Sales

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.
Sep '21	27	-84.5%
Sep '20	174	104.7%
Sep '19	85	-41.2%



Current Year	174	145	78	72	104	89	113	97	94	90	113	82	27
Prior Year	85	69	71	54	51	49	55	37	64	151	156	185	174
Percent Change from Prior Year	105%	110%	10%	33%	104%	82%	105%	162%	47%	-40%	-28%	-56%	-84%

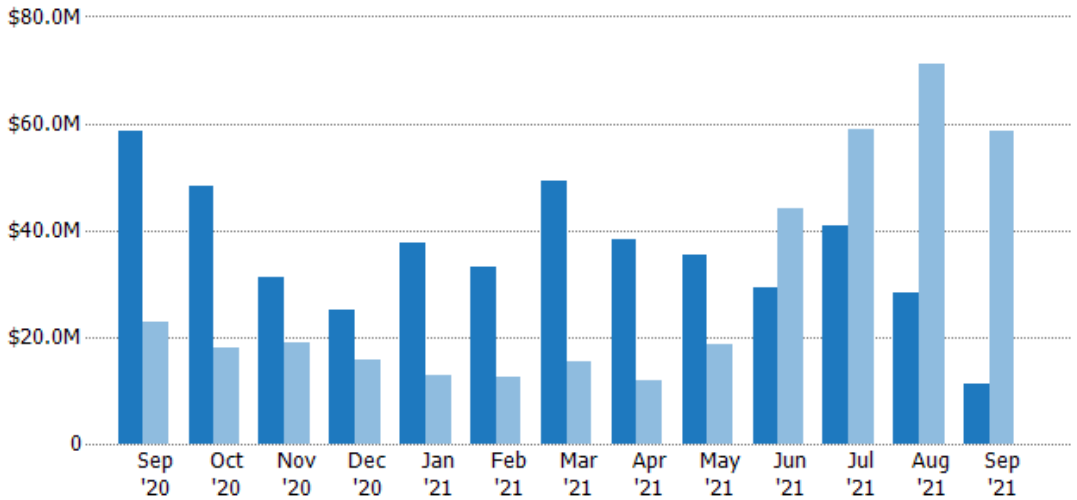
New Pending Sales Volume

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.
Sep '21	\$11.3M	-80.7%
Sep '20	\$58.4M	156.2%
Sep '19	\$22.8M	-44.5%



Current Year	\$58.4M	\$48.2M	\$31M	\$25M	\$37.6M	\$33M	\$49.3M	\$38.4M	\$35.4M	\$29.4M	\$40.9M	\$28.2M	\$11.3M
Prior Year	\$22.8M	\$18M	\$19M	\$15.7M	\$12.9M	\$12.4M	\$15.3M	\$11.8M	\$18.5M	\$44M	\$58.8M	\$71.3M	\$58.4M
Percent Change from Prior Year	156%	168%	64%	60%	192%	166%	223%	226%	92%	-33%	-30%	-60%	-81%

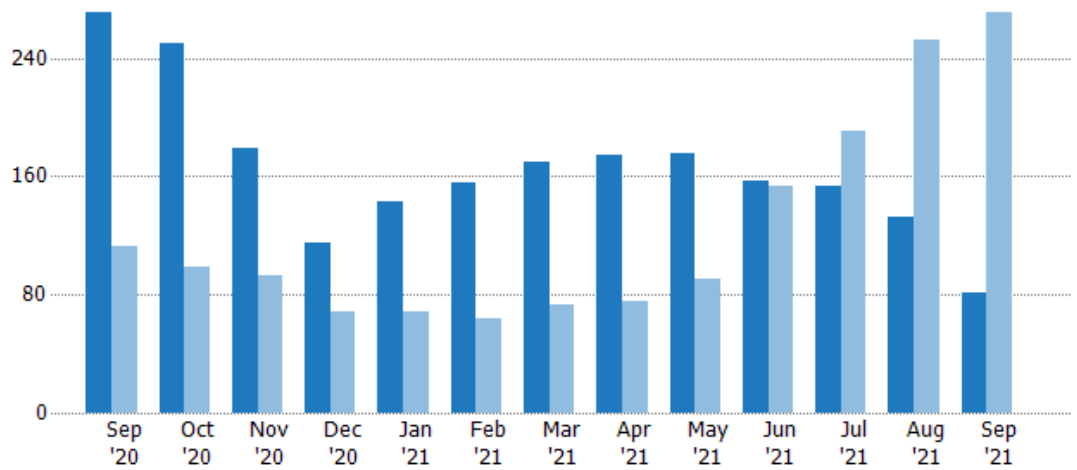
Pending Sales

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

Month/Year	Count	% Chg.
Sep '21	81	-70.1%
Sep '20	271	139.8%
Sep '19	113	-17.7%



Current Year	271	250	179	115	143	156	170	174	176	157	153	133	81
Prior Year	113	99	93	69	69	64	73	75	90	153	191	252	271
Percent Change from Prior Year	140%	153%	92%	67%	107%	144%	133%	132%	96%	3%	-20%	-47%	-70%

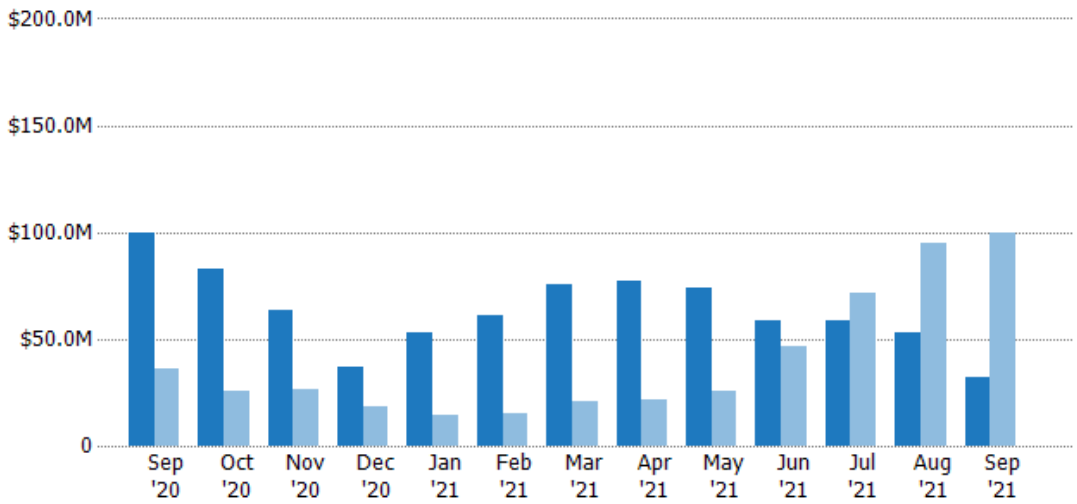
Pending Sales Volume

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

Month/Year	Volume	% Chg.
Sep '21	\$31.9M	-68.1%
Sep '20	\$100M	176.5%
Sep '19	\$36.2M	-33.1%



Current Year	\$100M	\$82.5M	\$63.4M	\$36.7M	\$53.4M	\$60.7M	\$75.8M	\$77.2M	\$73.9M	\$58.3M	\$58.5M	\$52.8M	\$31.9M
Prior Year	\$36.2M	\$25.5M	\$26.1M	\$18.5M	\$14.6M	\$15.5M	\$20.4M	\$21.6M	\$25.3M	\$46.9M	\$71.8M	\$95.1M	\$100M
Percent Change from Prior Year	176%	223%	143%	98%	265%	291%	271%	258%	192%	24%	-19%	-44%	-68%

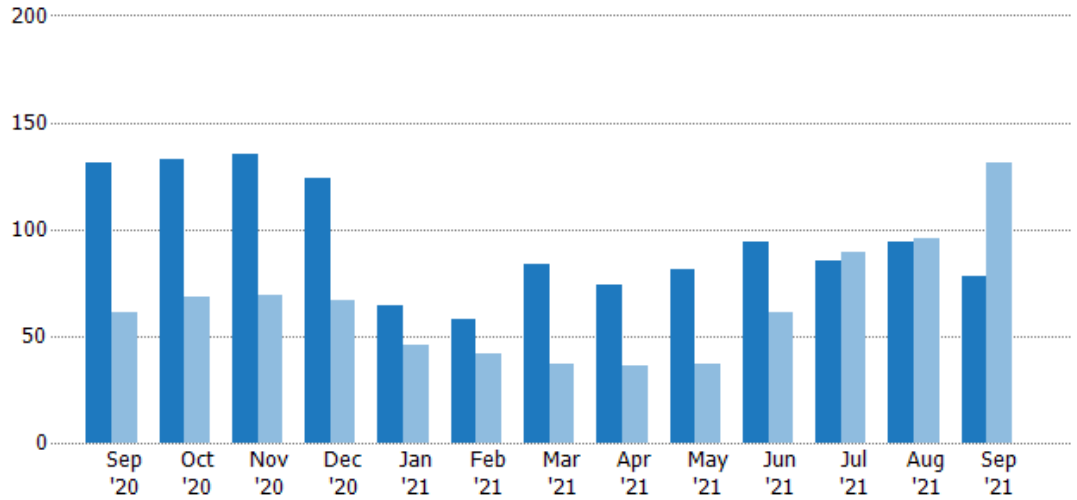
Closed Sales

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.
Sep '21	78	-40.5%
Sep '20	131	114.8%
Sep '19	61	-13.1%



Current Year	131	133	135	124	64	58	84	74	81	94	85	94	78
Prior Year	61	68	69	67	46	42	37	36	37	61	89	96	131
Percent Change from Prior Year	115%	96%	96%	85%	39%	38%	127%	106%	119%	54%	-4%	-2%	-40%

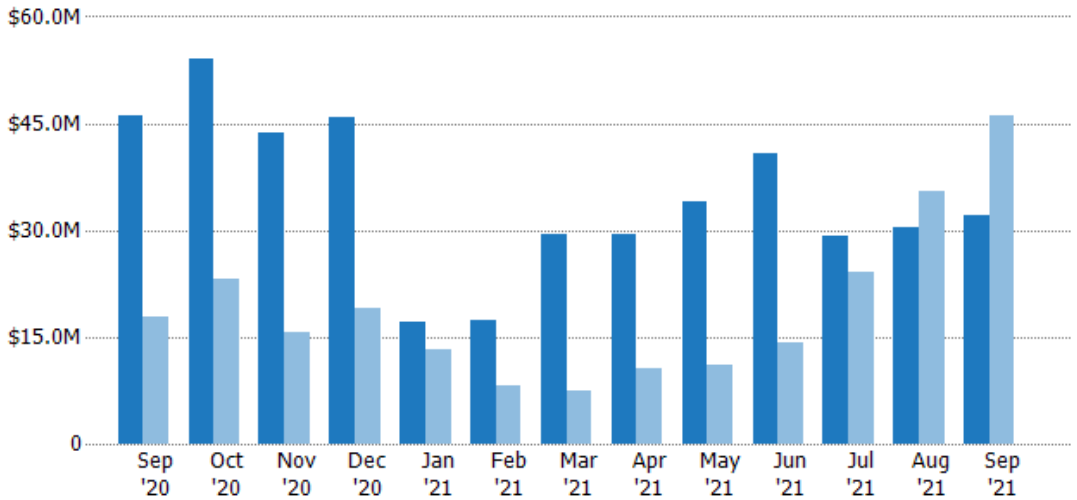
Closed Sales Volume

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.
Sep '21	\$32.1M	-30.5%
Sep '20	\$46.2M	158%
Sep '19	\$17.9M	-16.6%



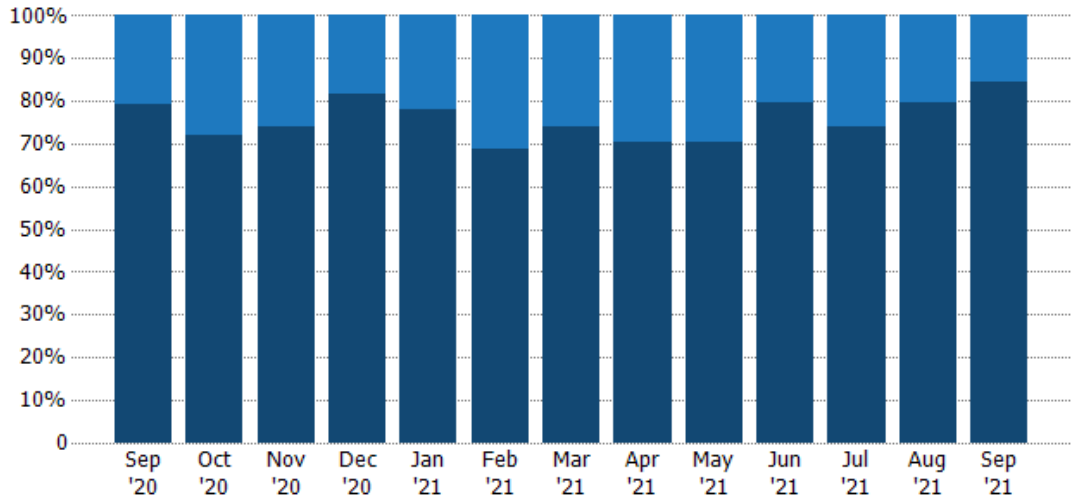
Current Year	\$46.2M	\$54.1M	\$43.7M	\$46M	\$17.2M	\$17.3M	\$29.4M	\$29.4M	\$34.1M	\$40.7M	\$29.1M	\$30.3M	\$32.1M
Prior Year	\$17.9M	\$23.2M	\$15.6M	\$19.2M	\$13.3M	\$8.12M	\$7.41M	\$10.7M	\$11.2M	\$14.2M	\$24.2M	\$35.5M	\$46.2M
Percent Change from Prior Year	158%	133%	180%	140%	30%	113%	297%	174%	205%	187%	20%	-15%	-30%

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



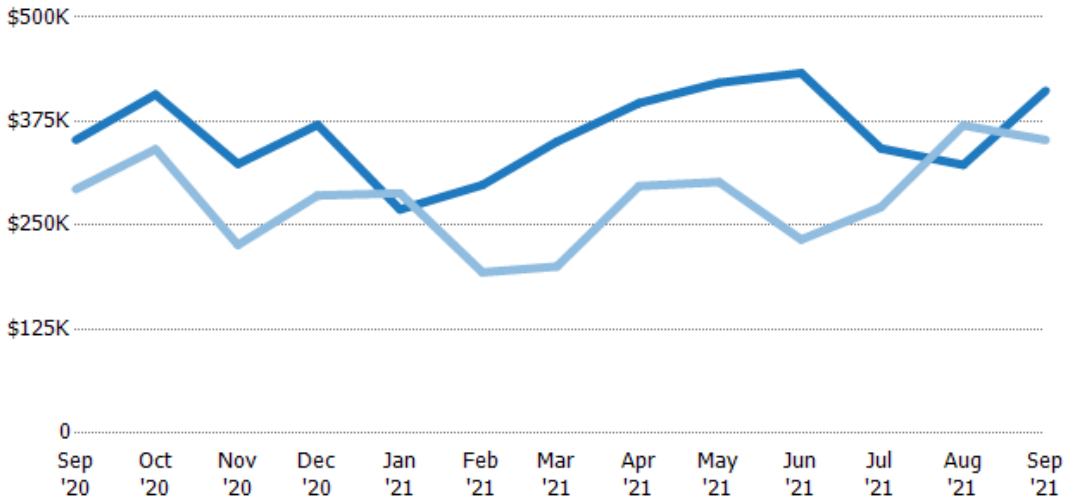
Property Type	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21
Condo/Townhouse	21%	28%	26%	19%	22%	31%	26%	30%	30%	20%	26%	20%	15%
Single Family Residence	79%	72%	74%	81%	78%	69%	74%	70%	70%	80%	74%	80%	85%

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.
Sep '21	\$412K	16.8%
Sep '20	\$353K	20.2%
Sep '19	\$293K	-4.1%

Property Type	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	\$353K	\$407K	\$324K	\$371K	\$269K	\$298K	\$350K	\$397K	\$421K	\$433K	\$342K	\$323K	\$412K
Prior Year	\$293K	\$341K	\$226K	\$286K	\$289K	\$193K	\$200K	\$297K	\$302K	\$233K	\$272K	\$370K	\$353K
Percent Change from Prior Year	20%	19%	43%	30%	-7%	54%	75%	34%	39%	86%	26%	-13%	17%

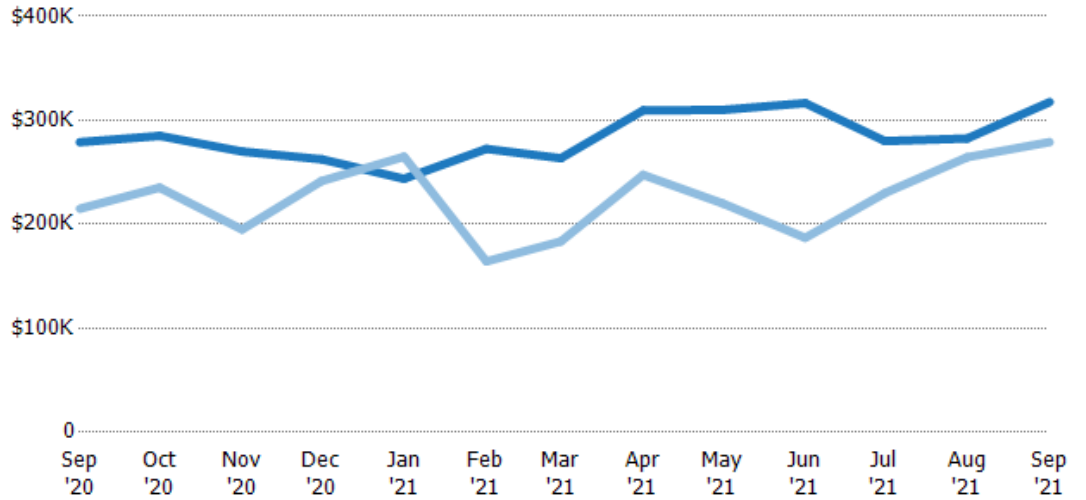
Median Sales Price

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.
Sep '21	\$318K	13.8%
Sep '20	\$279K	29.8%
Sep '19	\$215K	0%



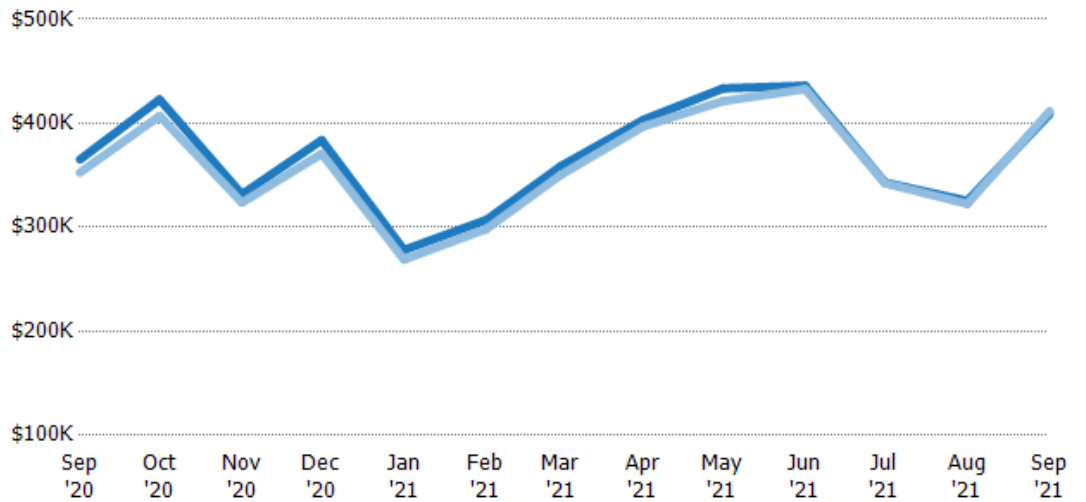
Current Year	\$279K	\$285K	\$270K	\$263K	\$244K	\$273K	\$264K	\$310K	\$310K	\$317K	\$280K	\$283K	\$318K
Prior Year	\$215K	\$235K	\$195K	\$242K	\$265K	\$164K	\$184K	\$248K	\$220K	\$187K	\$230K	\$265K	\$279K
Percent Change from Prior Year	30%	21%	38%	9%	-8%	66%	44%	25%	41%	69%	22%	7%	14%

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



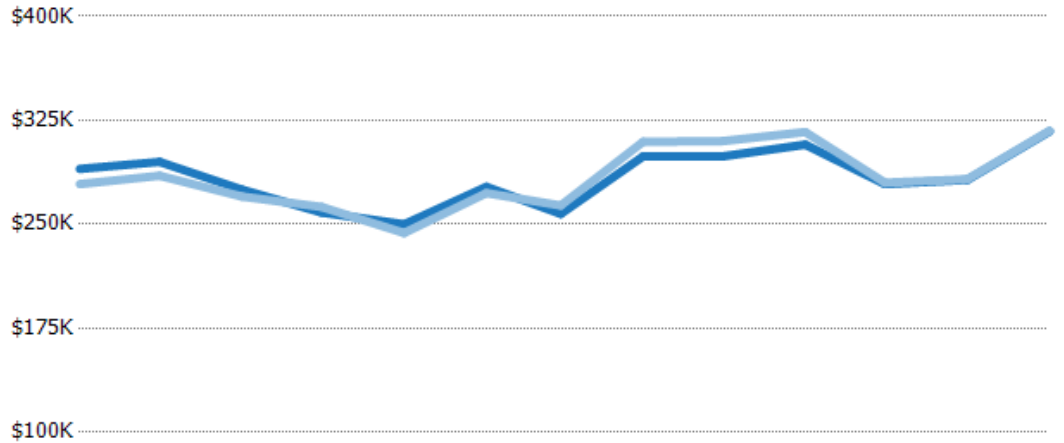
Avg List Price	\$365K	\$423K	\$332K	\$384K	\$278K	\$307K	\$359K	\$403K	\$434K	\$436K	\$343K	\$325K	\$409K
Avg Sales Price	\$353K	\$407K	\$324K	\$371K	\$269K	\$298K	\$350K	\$397K	\$421K	\$433K	\$342K	\$323K	\$412K
Avg Sales Price as a % of Avg List Price	97%	96%	98%	97%	97%	97%	98%	98%	97%	99%	100%	99%	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



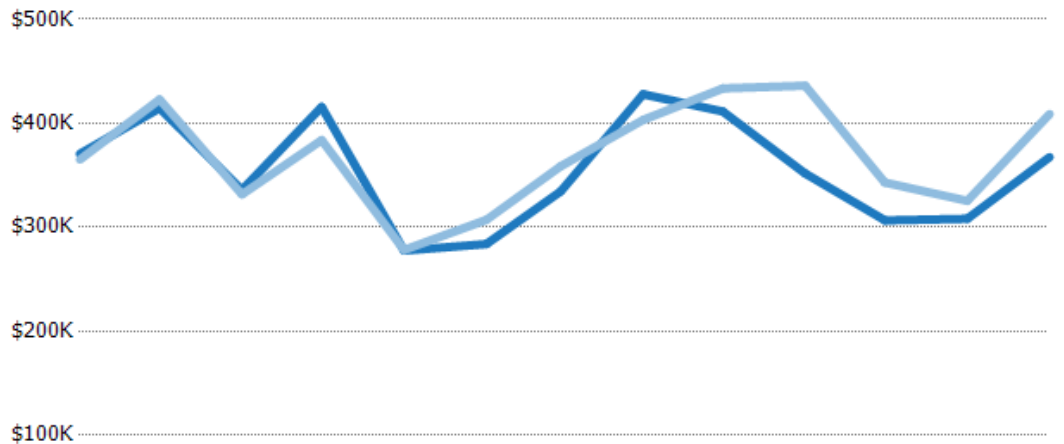
	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21
Median List Price	\$290K	\$295K	\$275K	\$259K	\$250K	\$277K	\$258K	\$299K	\$299K	\$307K	\$279K	\$282K	\$317K
Median Sales Price	\$279K	\$285K	\$270K	\$263K	\$244K	\$273K	\$264K	\$310K	\$310K	\$317K	\$280K	\$283K	\$318K
Med Sales Price as a % of Med List Price	96%	97%	98%	102%	98%	98%	102%	104%	104%	103%	100%	100%	100%

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



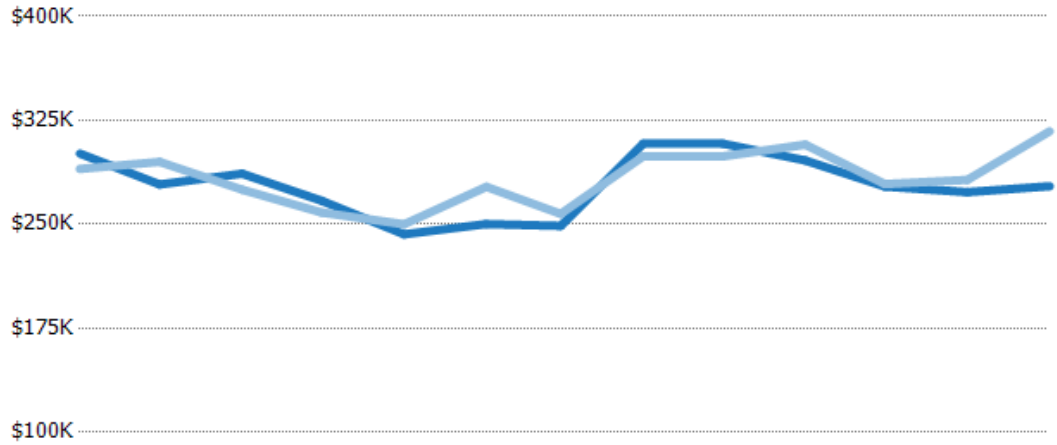
	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21
Avg Est Value	\$371K	\$414K	\$336K	\$416K	\$278K	\$284K	\$335K	\$428K	\$411K	\$352K	\$307K	\$308K	\$367K
Avg Sales Price	\$365K	\$423K	\$332K	\$384K	\$278K	\$307K	\$359K	\$403K	\$434K	\$436K	\$343K	\$325K	\$409K
Avg Sales Price as a % of Avg Est Value	99%	102%	99%	92%	100%	108%	107%	94%	105%	124%	112%	106%	111%

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



	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	\$301K	\$279K	\$287K	\$267K	\$243K	\$250K	\$249K	\$308K	\$308K	\$296K	\$277K	\$273K	\$277K
Median Sales Price	\$290K	\$295K	\$275K	\$259K	\$250K	\$277K	\$258K	\$299K	\$299K	\$307K	\$279K	\$282K	\$317K
Med Sales Price as a % of Med Est Value	96%	106%	96%	97%	103%	111%	103%	97%	97%	104%	101%	103%	114%