

Summary of Key Listing and Sales Metrics

A summary of the key metrics selected to be included in the report. MLS sources where licensed.

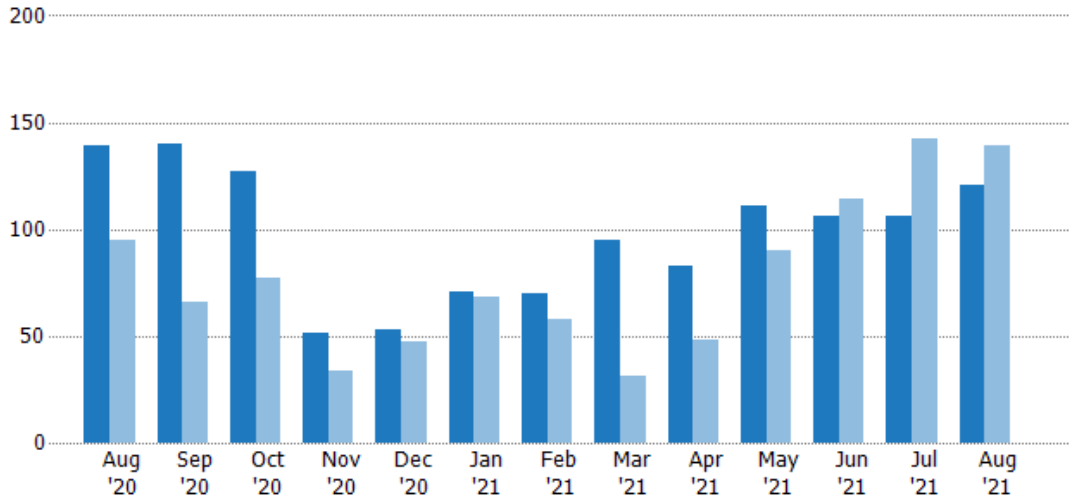
Key Metrics	Aug 2021	Aug 2020	+ / -	YTD 2021	YTD 2020	+ / -
Listing Activity Charts Metrics						
New Listing Count	121	139	-12.9%	763	690	+10.6%
New Listing Volume	\$45,772,300	\$57,180,694	-20%	\$316,244,963	\$260,645,786	+21.3%
Active Listing Count	265	387	-31.5%	N/A	N/A	
Active Listing Volume	\$144,366,149	\$196,031,291	-26.4%	N/A	N/A	
Average Listing Price	\$544,778	\$506,541	+7.5%	\$561,539	\$463,286	+21.2%
Median Listing Price	\$329,000	\$299,000	+10%	\$321,186	\$297,980	+7.8%
Median Days in RPR	67	80	-16.3%	106.25	161.97	-34.4%
Months of Inventory	3.1	4.3	-28.3%	4.5	9.4	-52.2%
Absorption Rate	32.08%	23%	+9.1%	22.37%	10.69%	+11.7%
Sales Activity Charts Metrics						
New Pending Sales Count	82	185	-55.7%	782	748	+4.5%
New Pending Sales Volume	\$28,185,200	\$71,254,045	-60.4%	\$292,116,613	\$244,769,090	+19.3%
Pending Sales Count	133	252	-47.2%	N/A	N/A	
Pending Sales Volume	\$52,824,017	\$95,131,145	-44.5%	N/A	N/A	
Closed Sales Count	94	96	-2.1%	634	444	+42.8%
Closed Sales Volume	\$30,317,261	\$35,523,250	-14.7%	\$227,552,566	\$124,588,026	+82.6%
Average Sales Price	\$322,524	\$370,034	-12.8%	\$358,916	\$280,604	+27.9%
Median Sales Price	\$282,500	\$264,500	+6.8%	\$286,527	\$225,674	+27%

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



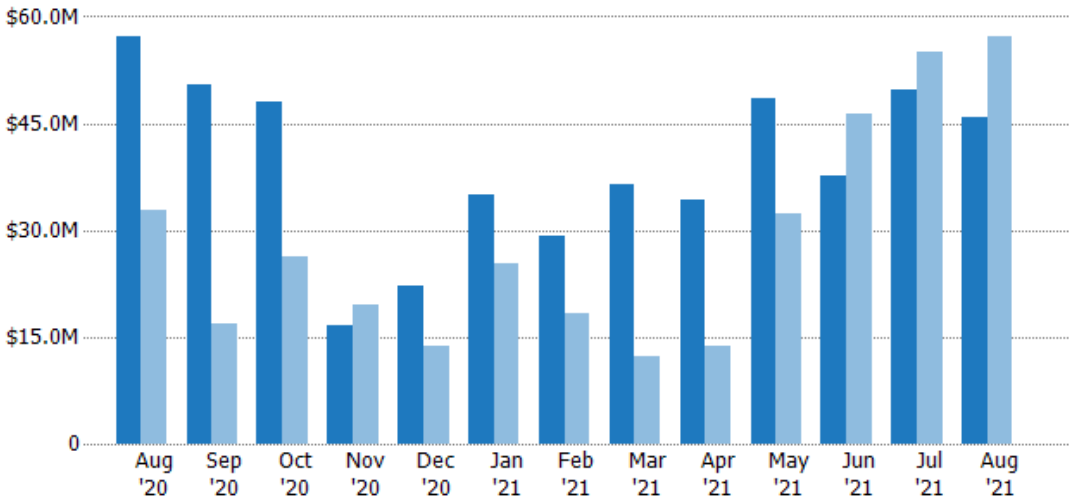
	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21
Current Year	139	140	127	51	53	71	70	95	83	111	106	106	121
Prior Year	95	66	77	34	47	68	58	31	48	90	114	142	139
Percent Change from Prior Year	46%	112%	65%	50%	13%	4%	21%	206%	73%	23%	-7%	-25%	-13%

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



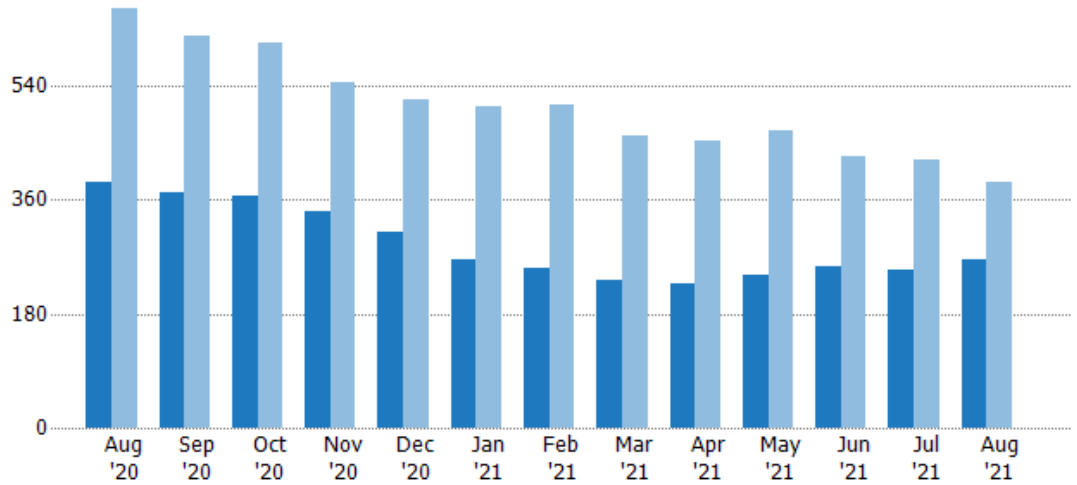
	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21
Current Year	\$57.2M	\$50.4M	\$48M	\$16.6M	\$22.2M	\$34.9M	\$29.1M	\$36.3M	\$34.2M	\$48.5M	\$37.7M	\$49.7M	\$45.8M
Prior Year	\$32.8M	\$16.8M	\$26.3M	\$19.5M	\$13.8M	\$25.2M	\$18.2M	\$12.3M	\$13.8M	\$32.4M	\$46.4M	\$55.1M	\$57.2M
Percent Change from Prior Year	75%	200%	82%	-15%	61%	38%	60%	195%	148%	49%	-19%	-10%	-20%

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



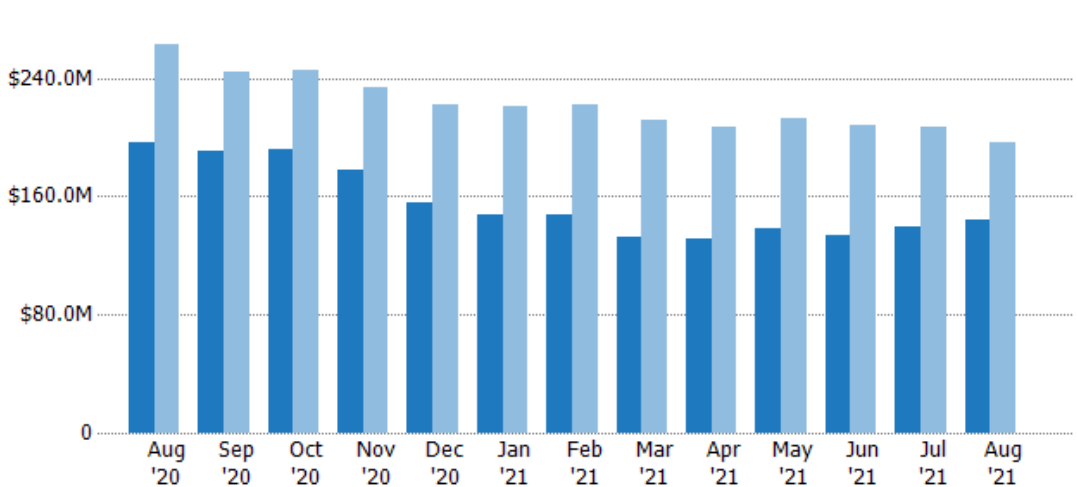
	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21
Current Year	387	371	367	341	308	266	251	232	228	240	255	248	265
Prior Year	663	618	607	546	519	508	511	462	452	468	428	423	387
Percent Change from Prior Year	-42%	-40%	-40%	-38%	-41%	-48%	-51%	-50%	-50%	-49%	-40%	-41%	-32%

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



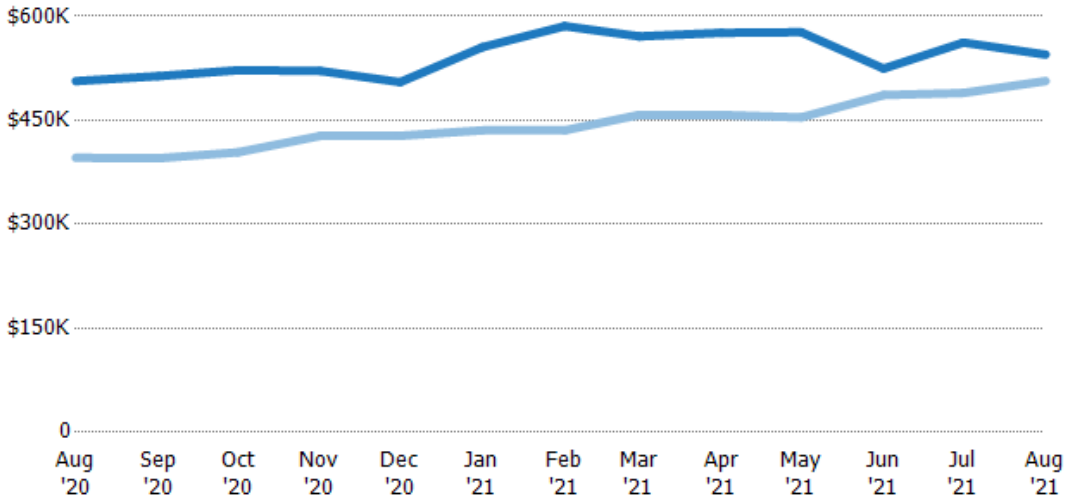
	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21
Current Year	\$196M	\$191M	\$192M	\$178M	\$156M	\$148M	\$147M	\$132M	\$131M	\$138M	\$134M	\$139M	\$144M
Prior Year	\$262M	\$244M	\$245M	\$233M	\$222M	\$221M	\$223M	\$211M	\$207M	\$213M	\$208M	\$207M	\$196M
Percent Change from Prior Year	-25%	-22%	-22%	-24%	-30%	-33%	-34%	-37%	-37%	-35%	-36%	-33%	-26%

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



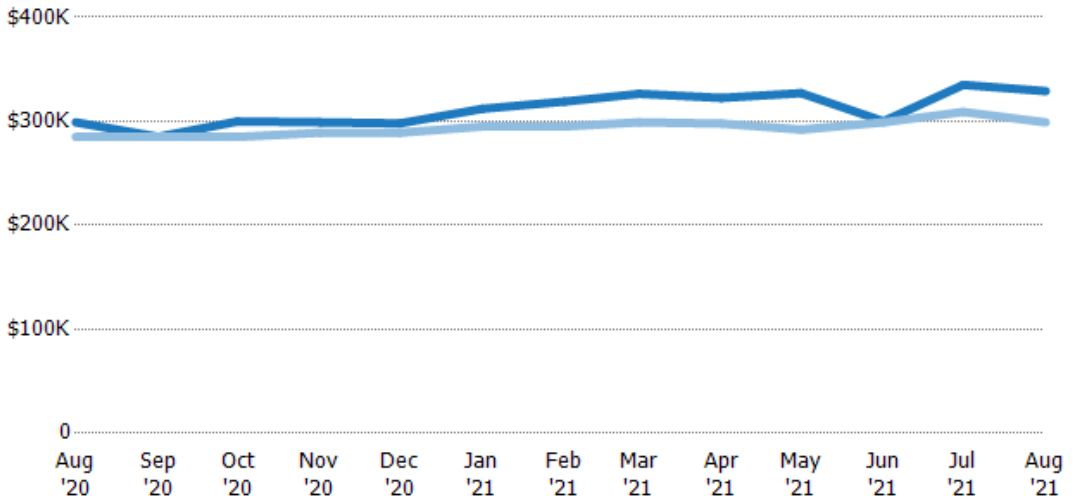
	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21
Current Year	\$507K	\$514K	\$522K	\$521K	\$505K	\$555K	\$586K	\$571K	\$576K	\$577K	\$525K	\$562K	\$545K
Prior Year	\$396K	\$395K	\$404K	\$427K	\$428K	\$435K	\$436K	\$458K	\$458K	\$454K	\$486K	\$489K	\$507K
Percent Change from Prior Year	28%	30%	29%	22%	18%	28%	34%	25%	26%	27%	8%	15%	8%

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



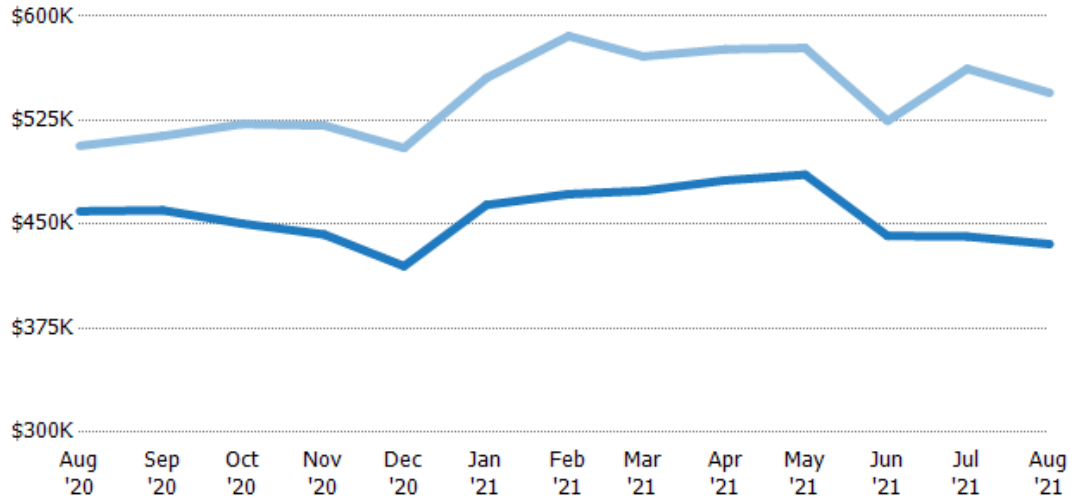
	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21
Current Year	\$299K	\$285K	\$300K	\$299K	\$298K	\$312K	\$319K	\$326K	\$323K	\$327K	\$300K	\$335K	\$329K
Prior Year	\$285K	\$285K	\$285K	\$289K	\$289K	\$295K	\$295K	\$299K	\$298K	\$292K	\$299K	\$309K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

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



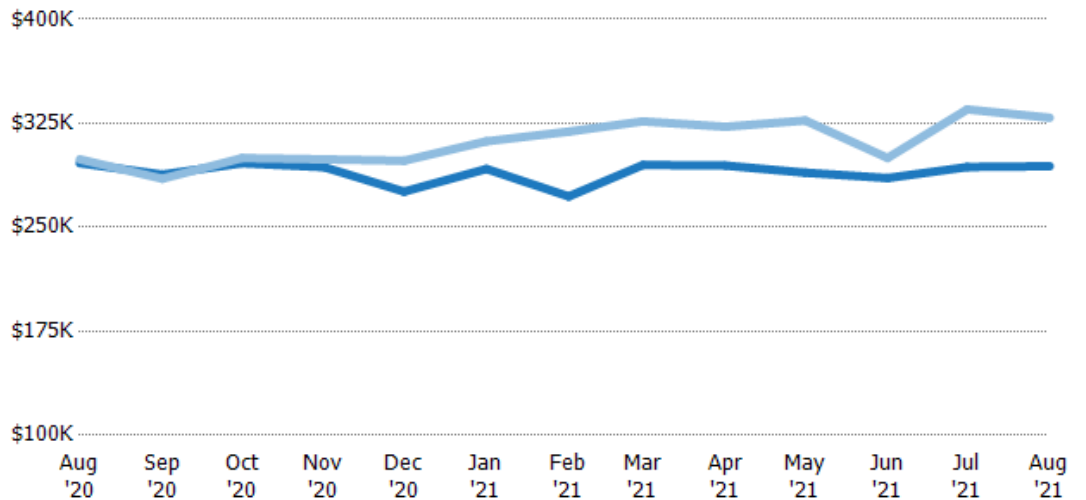
	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21
Avg Est Value	\$459K	\$460K	\$451K	\$443K	\$420K	\$464K	\$472K	\$474K	\$482K	\$486K	\$442K	\$441K	\$436K
Avg Listing Price	\$507K	\$514K	\$522K	\$521K	\$505K	\$555K	\$586K	\$571K	\$576K	\$577K	\$525K	\$562K	\$545K
Avg Listing Price as a % of Avg Est Value	110%	112%	116%	118%	120%	120%	124%	120%	120%	119%	119%	127%	125%

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



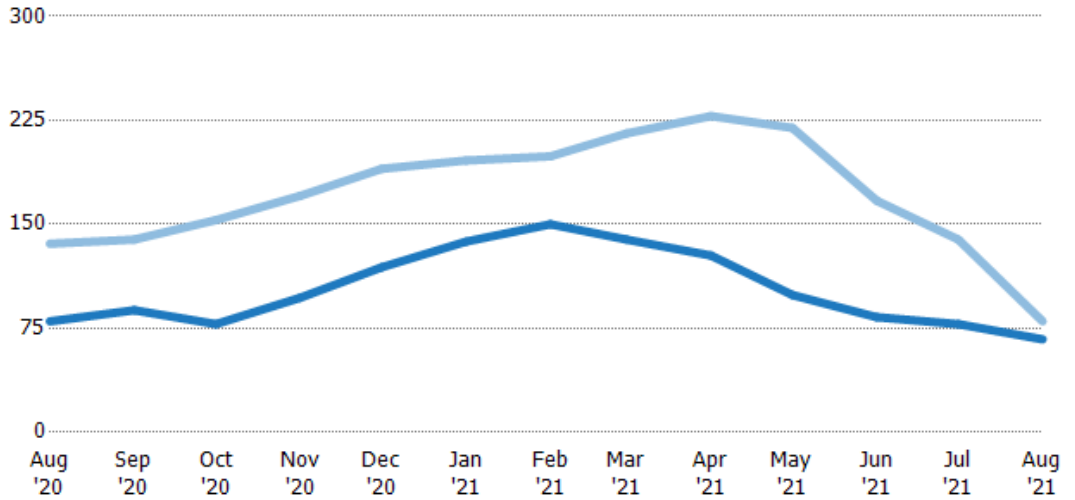
	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21
Median Est Value	\$296K	\$288K	\$296K	\$293K	\$276K	\$292K	\$272K	\$295K	\$294K	\$289K	\$286K	\$293K	\$294K
Median Listing Price	\$299K	\$285K	\$300K	\$299K	\$298K	\$312K	\$319K	\$326K	\$323K	\$327K	\$300K	\$335K	\$329K
Med Listing Price as a % of Med Est Value	101%	99%	101%	102%	108%	107%	117%	111%	110%	113%	105%	114%	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



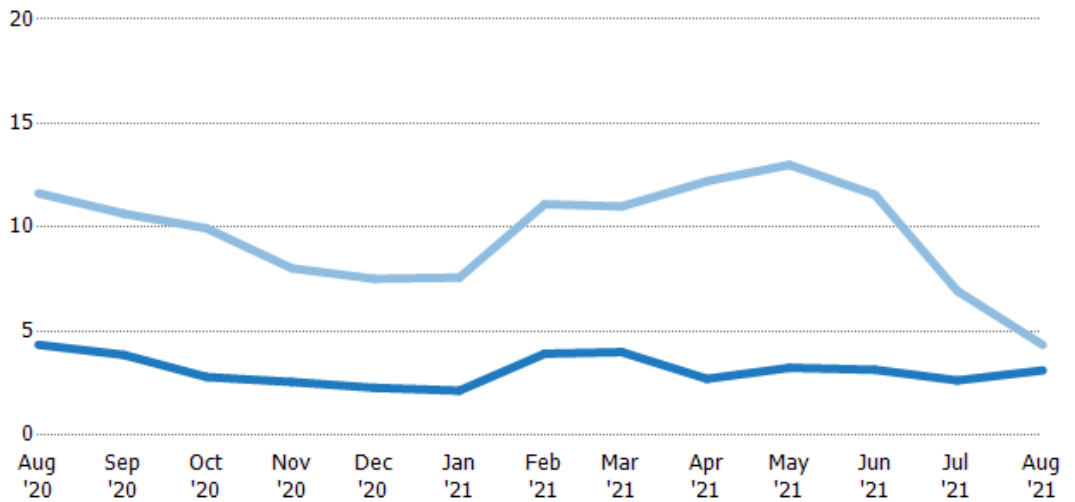
	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21
Current Year	80	88	78	97	119	138	150	139	128	99	83	78	67
Prior Year	136	139	153	171	190	196	199	216	228	220	167	139	80
Percent Change from Prior Year	-41%	-37%	-49%	-43%	-37%	-30%	-25%	-35%	-44%	-55%	-50%	-44%	-16%

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



	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	4.35	3.86	2.8	2.56	2.28	2.15	3.92	4	2.71	3.24	3.15	2.64	3.12
Prior Year	11.6	10.7	9.95	8.03	7.52	7.58	11.1	11	12.2	13	11.6	6.93	4.35
Percent Change from Prior Year	-63%	-64%	-72%	-68%	-70%	-72%	-65%	-64%	-78%	-75%	-73%	-62%	-28%

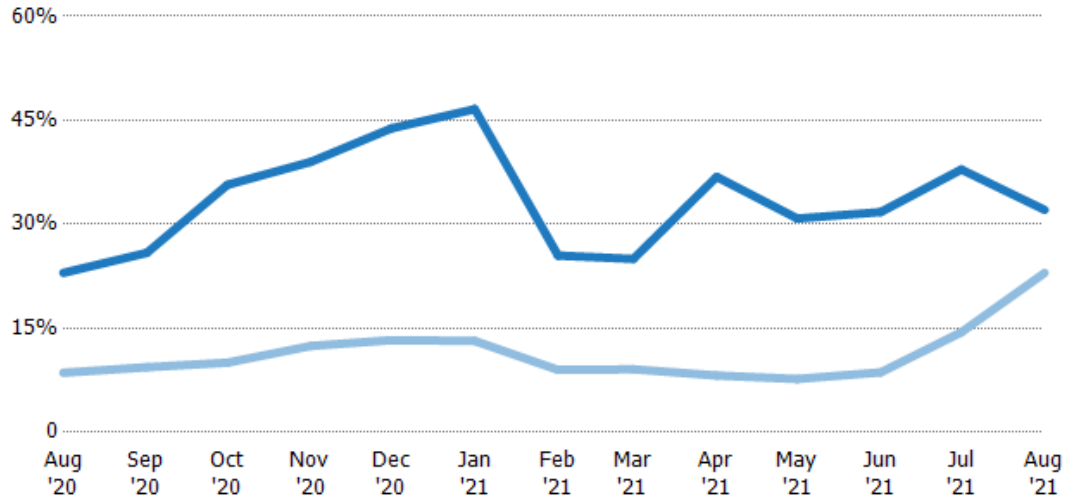
Absorption Rate

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.
Aug '21	32%	-9.1%
Aug '20	23%	-14.4%
Aug '19	9%	-18.7%



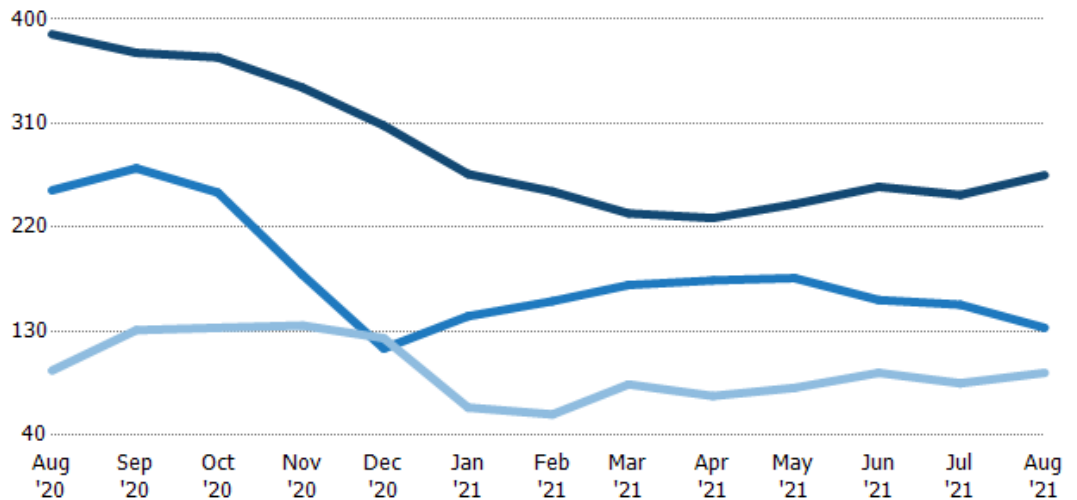
Current Year	23%	26%	36%	39%	44%	47%	25%	25%	37%	31%	32%	38%	32%
Prior Year	9%	9%	10%	12%	13%	13%	9%	9%	8%	8%	9%	14%	23%
Change from Prior Year	-14%	-16%	-26%	-27%	-31%	-33%	-16%	-16%	-29%	-23%	-23%	-23%	-9%

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	387	371	367	341	308	266	251	232	228	240	255	248	265
Pending	252	271	250	179	115	143	156	170	174	176	157	153	133
Sold	96	131	133	135	124	64	58	84	74	81	94	85	94

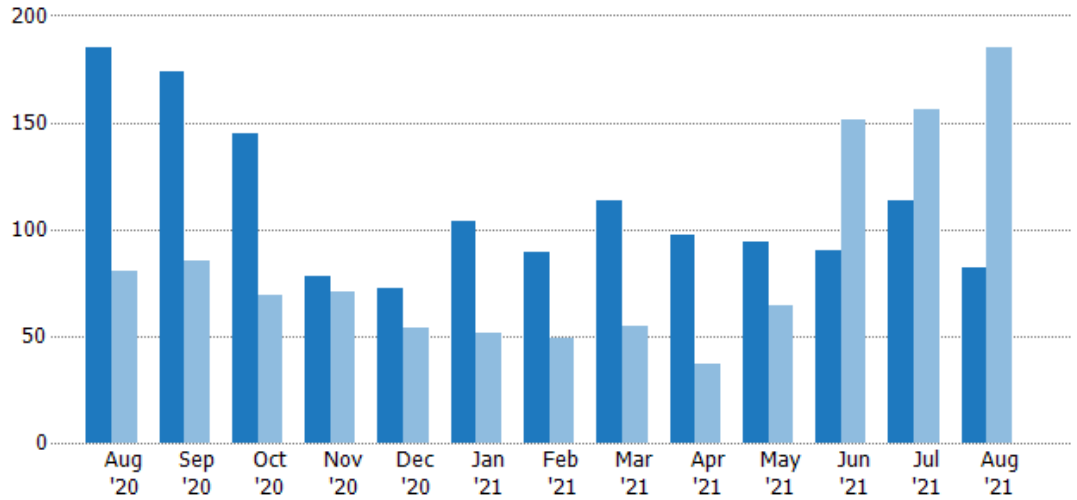
New Pending Sales

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.
Aug '21	82	-55.7%
Aug '20	185	131.3%
Aug '19	80	-23.8%



Current Year	185	174	145	78	72	104	89	113	97	94	90	113	82
Prior Year	80	85	69	71	54	51	49	55	37	64	151	156	185
Percent Change from Prior Year	131%	105%	110%	10%	33%	104%	82%	105%	162%	47%	-40%	-28%	-56%

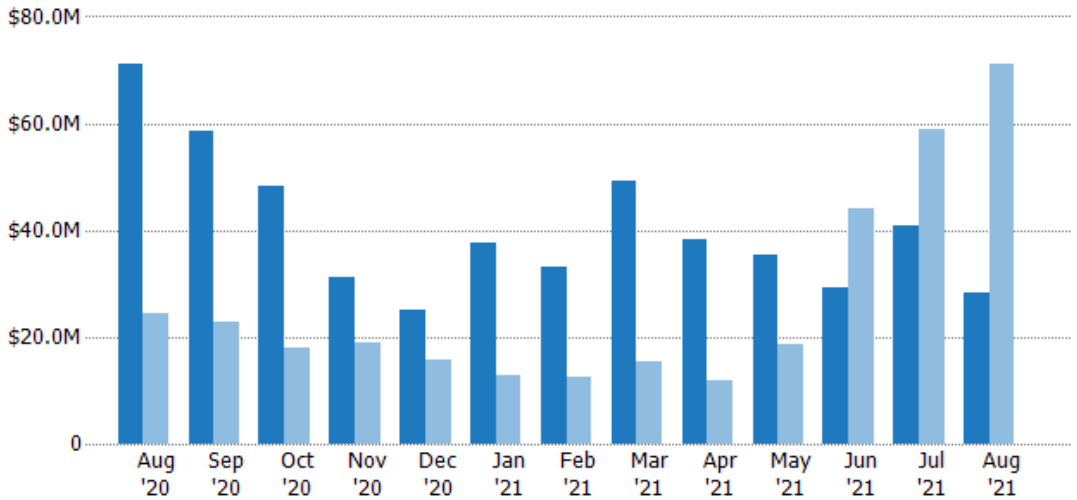
New Pending Sales Volume

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.
Aug '21	\$28.2M	-60.4%
Aug '20	\$71.3M	191.8%
Aug '19	\$24.4M	-35%



Current Year	\$71.3M	\$58.4M	\$48.2M	\$31M	\$25M	\$37.6M	\$33M	\$49.3M	\$38.4M	\$35.4M	\$29.4M	\$40.9M	\$28.2M
Prior Year	\$24.4M	\$22.8M	\$18M	\$19M	\$15.7M	\$12.9M	\$12.4M	\$15.3M	\$11.8M	\$18.5M	\$44M	\$58.8M	\$71.3M
Percent Change from Prior Year	192%	156%	168%	64%	60%	192%	166%	223%	226%	92%	-33%	-30%	-60%

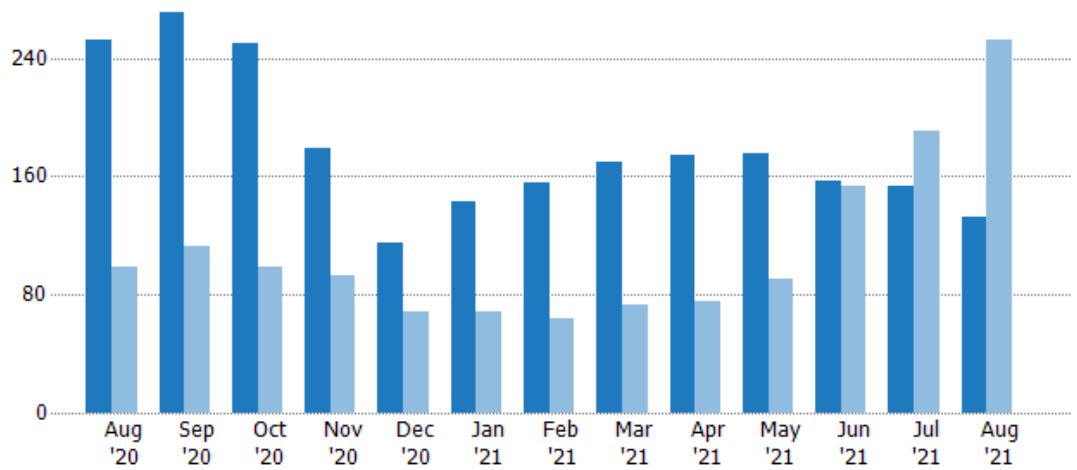
Pending Sales

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.
Aug '21	133	-47.2%
Aug '20	252	154.5%
Aug '19	99	0%



	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	252	271	250	179	115	143	156	170	174	176	157	153	133
Prior Year	99	113	99	93	69	69	64	73	75	90	153	191	252
Percent Change from Prior Year	155%	140%	153%	92%	67%	107%	144%	133%	132%	96%	3%	-20%	-47%

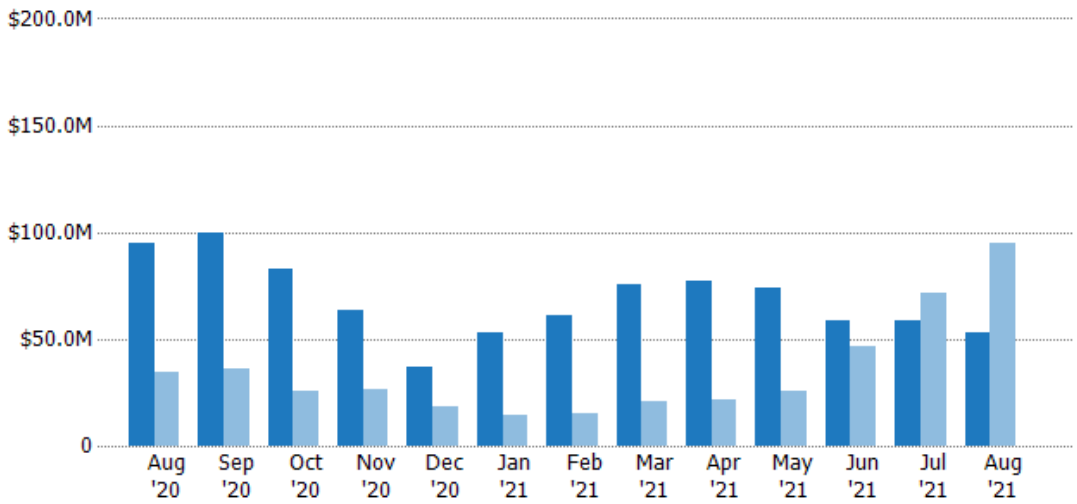
Pending Sales Volume

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.
Aug '21	\$52.8M	-44.5%
Aug '20	\$95.1M	175.7%
Aug '19	\$34.5M	-19.2%



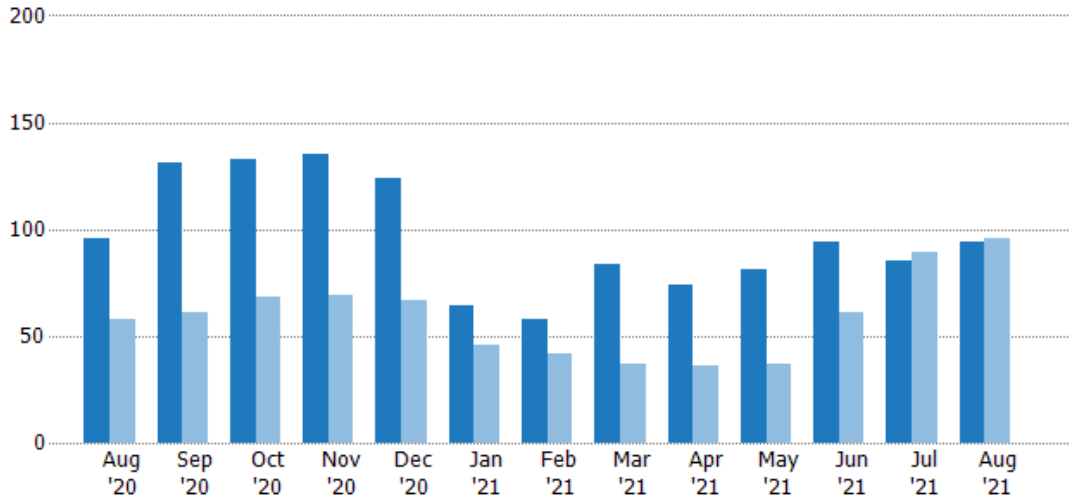
	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21
Current Year	\$95.1M	\$100M	\$82.5M	\$63.4M	\$36.7M	\$53.4M	\$60.7M	\$75.8M	\$77.2M	\$73.9M	\$58.3M	\$58.5M	\$52.8M
Prior Year	\$34.5M	\$36.2M	\$25.5M	\$26.1M	\$18.5M	\$14.6M	\$15.5M	\$20.4M	\$21.6M	\$25.3M	\$46.9M	\$71.8M	\$95.1M
Percent Change from Prior Year	176%	176%	223%	143%	98%	265%	291%	271%	258%	192%	24%	-19%	-44%

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



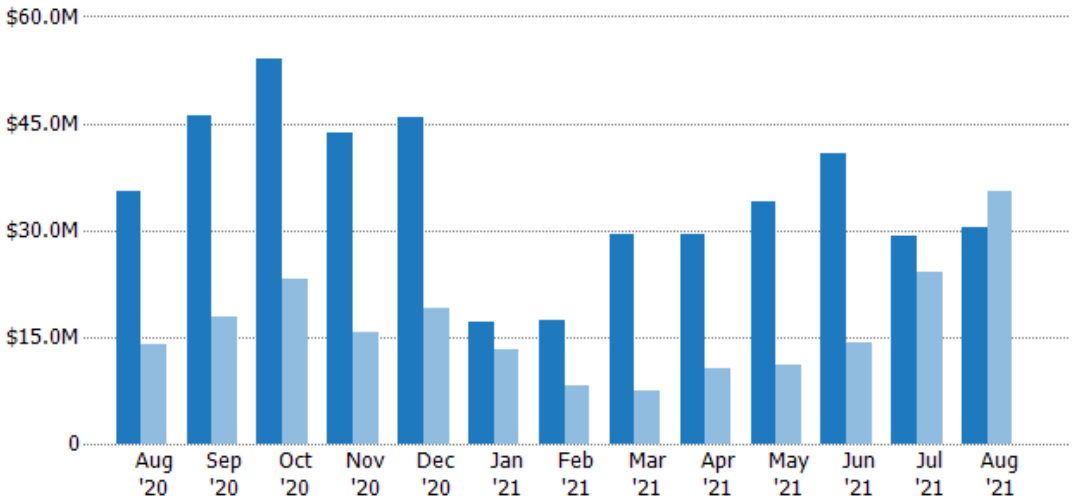
	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21
Current Year	96	131	133	135	124	64	58	84	74	81	94	85	94
Prior Year	58	61	68	69	67	46	42	37	36	37	61	89	96
Percent Change from Prior Year	66%	115%	96%	96%	85%	39%	38%	127%	106%	119%	54%	-4%	-2%

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



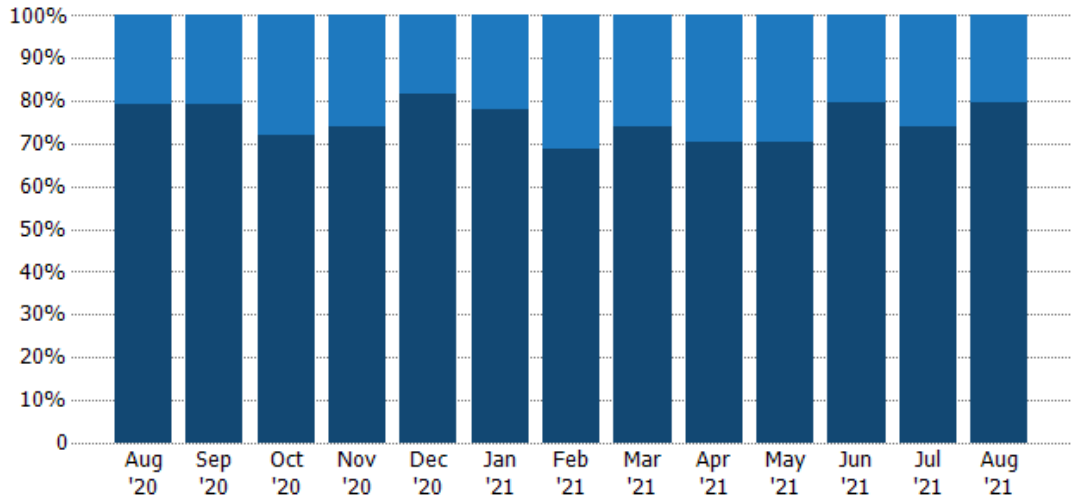
	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21
Current Year	\$35.5M	\$46.2M	\$54.1M	\$43.7M	\$46M	\$17.2M	\$17.3M	\$29.4M	\$29.4M	\$34.1M	\$40.7M	\$29.1M	\$30.3M
Prior Year	\$13.9M	\$17.9M	\$23.2M	\$15.6M	\$19.2M	\$13.3M	\$8.12M	\$7.41M	\$10.7M	\$11.2M	\$14.2M	\$24.2M	\$35.5M
Percent Change from Prior Year	155%	158%	133%	180%	140%	30%	113%	297%	174%	205%	187%	20%	-15%

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



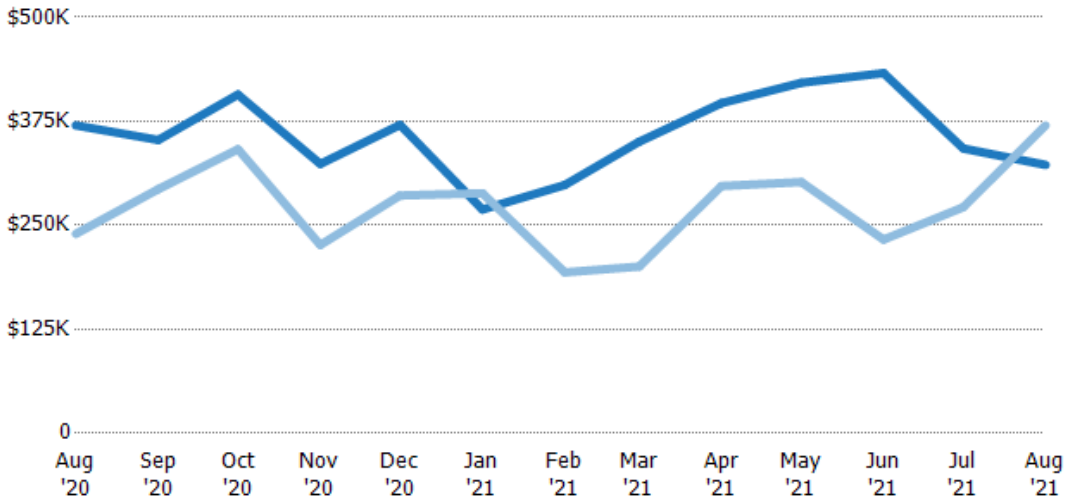
Condo/Townhouse	21%	21%	28%	26%	19%	22%	31%	26%	30%	30%	20%	26%	20%
Single Family Residence	79%	79%	72%	74%	81%	78%	69%	74%	70%	70%	80%	74%	80%

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



Current Year	\$370K	\$353K	\$407K	\$324K	\$371K	\$269K	\$298K	\$350K	\$397K	\$421K	\$433K	\$342K	\$323K
Prior Year	\$240K	\$293K	\$341K	\$226K	\$286K	\$289K	\$193K	\$200K	\$297K	\$302K	\$233K	\$272K	\$370K
Percent Change from Prior Year	54%	20%	19%	43%	30%	-7%	54%	75%	34%	39%	86%	26%	-13%

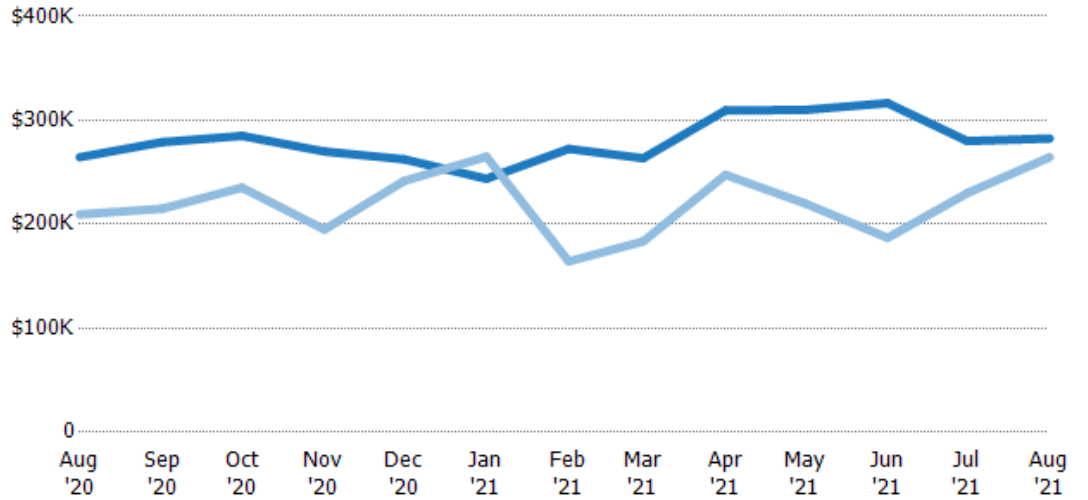
Median Sales Price

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.
Aug '21	\$283K	6.8%
Aug '20	\$265K	26.3%
Aug '19	\$210K	5%



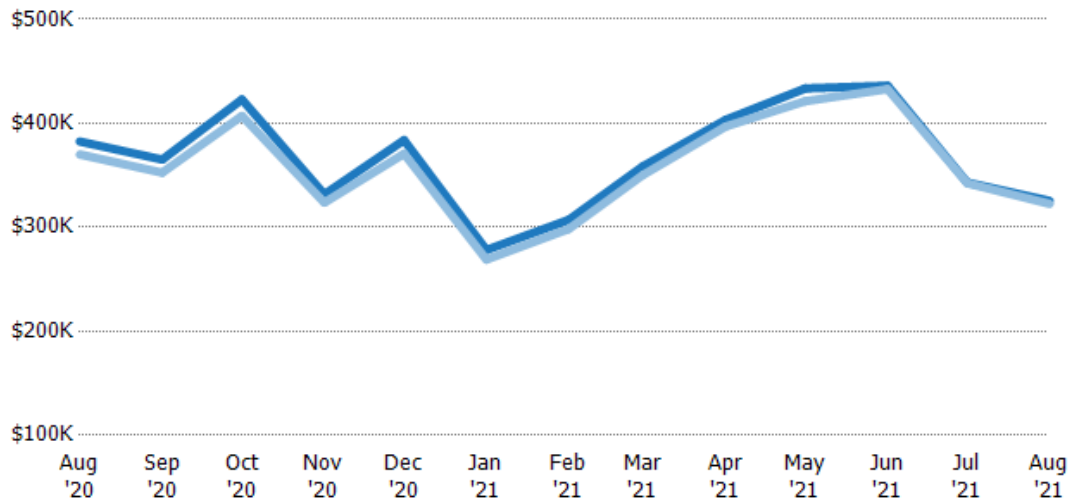
Current Year	\$265K	\$279K	\$285K	\$270K	\$263K	\$244K	\$273K	\$264K	\$310K	\$310K	\$317K	\$280K	\$283K
Prior Year	\$210K	\$215K	\$235K	\$195K	\$242K	\$265K	\$164K	\$184K	\$248K	\$220K	\$187K	\$230K	\$265K
Percent Change from Prior Year	26%	30%	21%	38%	9%	-8%	66%	44%	25%	41%	69%	22%	7%

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



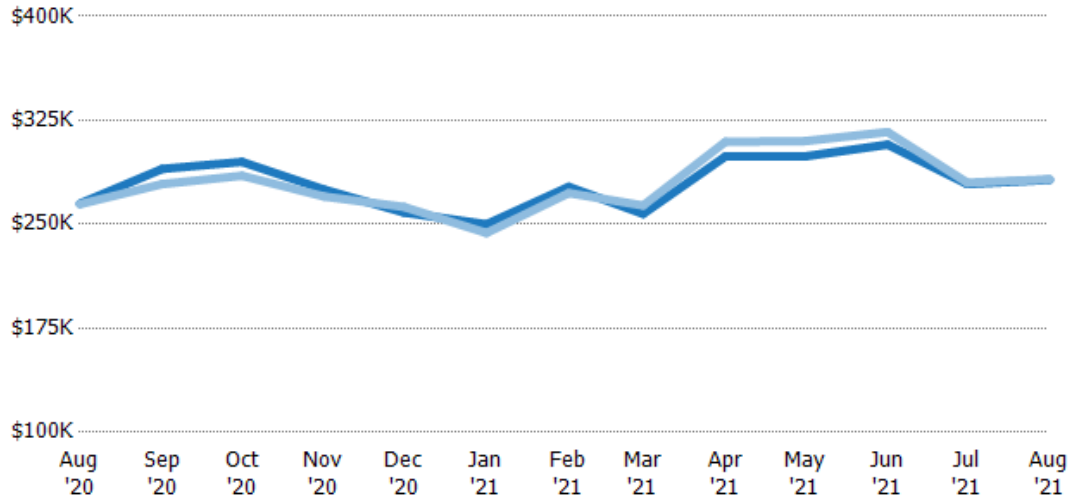
Avg List Price	\$382K	\$365K	\$423K	\$332K	\$384K	\$278K	\$307K	\$359K	\$403K	\$434K	\$436K	\$343K	\$325K
Avg Sales Price	\$370K	\$353K	\$407K	\$324K	\$371K	\$269K	\$298K	\$350K	\$397K	\$421K	\$433K	\$342K	\$323K
Avg Sales Price as a % of Avg List Price	97%	97%	96%	98%	97%	97%	97%	98%	98%	97%	99%	100%	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

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



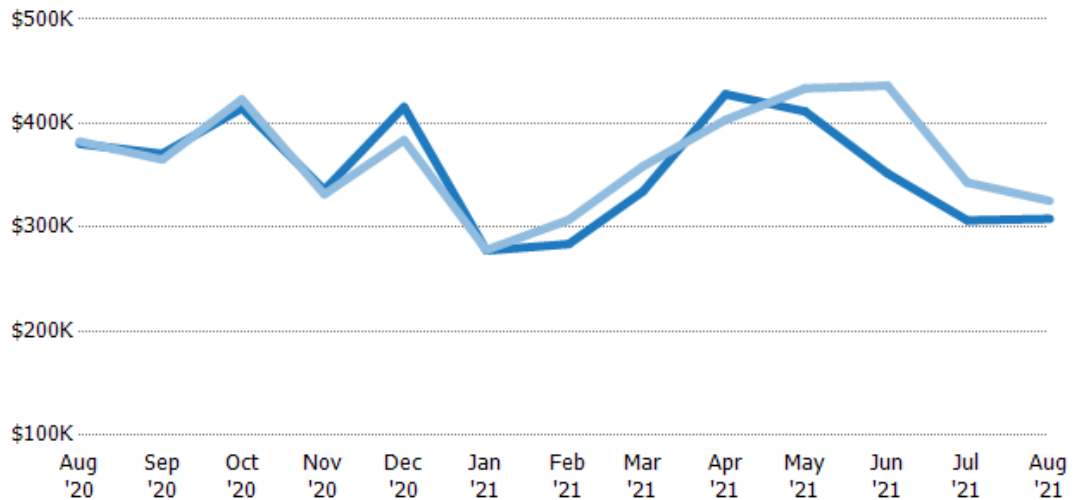
	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21
Median List Price	\$265K	\$290K	\$295K	\$275K	\$259K	\$250K	\$277K	\$258K	\$299K	\$299K	\$307K	\$279K	\$282K
Median Sales Price	\$265K	\$279K	\$285K	\$270K	\$263K	\$244K	\$273K	\$264K	\$310K	\$310K	\$317K	\$280K	\$283K
Med Sales Price as a % of Med List Price	100%	96%	97%	98%	102%	98%	98%	102%	104%	104%	103%	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



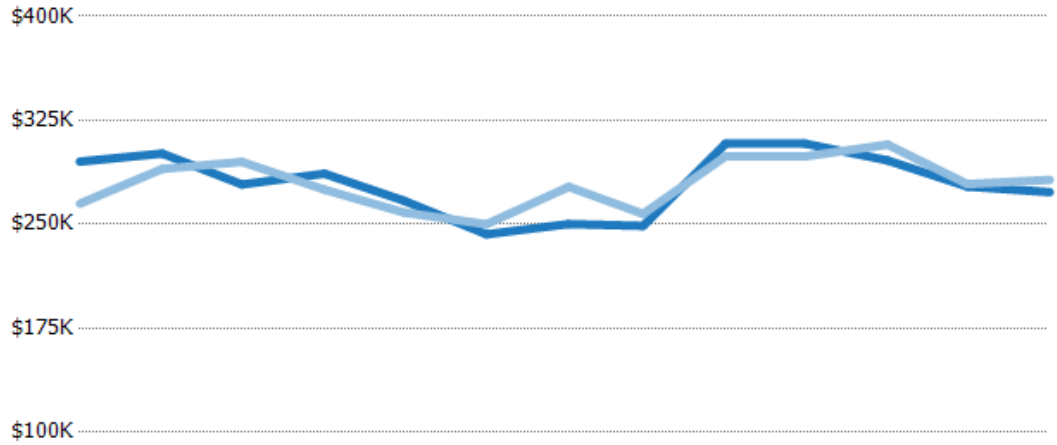
	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21
Avg Est Value	\$380K	\$371K	\$414K	\$336K	\$416K	\$278K	\$284K	\$335K	\$428K	\$411K	\$352K	\$307K	\$308K
Avg Sales Price	\$382K	\$365K	\$423K	\$332K	\$384K	\$278K	\$307K	\$359K	\$403K	\$434K	\$436K	\$343K	\$325K
Avg Sales Price as a % of Avg Est Value	101%	99%	102%	99%	92%	100%	108%	107%	94%	105%	124%	112%	106%

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



	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	\$295K	\$301K	\$279K	\$287K	\$267K	\$243K	\$250K	\$249K	\$308K	\$308K	\$296K	\$277K	\$273K
Median Sales Price	\$265K	\$290K	\$295K	\$275K	\$259K	\$250K	\$277K	\$258K	\$299K	\$299K	\$307K	\$279K	\$282K
Med Sales Price as a % of Med Est Value	90%	96%	106%	96%	97%	103%	111%	103%	97%	97%	104%	101%	103%