

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	Nov 2021	Nov 2020	+ / -	YTD 2021	YTD 2020	+ / -
Listing Activity Charts Metrics						
New Listing Count	15	9	+66.7%	211	213	-0.9%
New Listing Volume	\$7,522,800	\$3,571,700	+110.6%	\$96,488,974	\$86,574,885	+11.5%
Active Listing Count	46	41	+12.2%	N/A	N/A	
Active Listing Volume	\$24,529,165	\$27,525,799	-10.9%	N/A	N/A	
Average Listing Price	\$533,243	\$671,361	-20.6%	\$608,298	\$577,368	+5.4%
Median Listing Price	\$447,698	\$438,500	+2.1%	\$445,896	\$417,653	+6.8%
Median Days in RPR	50	187	-73.3%	99.2	113.52	-12.6%
Months of Inventory	2	2.3	-12.2%	2	3	-33.1%
Absorption Rate	50%	43.9%	+6.1%	50.38%	33.7%	+16.7%
Sales Activity Charts Metrics						
New Pending Sales Count	–	18	–	186	235	-20.9%
New Pending Sales Volume	–	\$7,714,099	–	\$91,318,693	\$91,161,409	+0.2%
Pending Sales Count	3	34	-91.2%	N/A	N/A	
Pending Sales Volume	\$2,248,000	\$14,299,723	-84.3%	N/A	N/A	
Closed Sales Count	15	17	-11.8%	189	199	-5%
Closed Sales Volume	\$6,676,500	\$7,446,613	-10.3%	\$88,503,219	\$74,837,431	+18.3%
Average Sales Price	\$445,100	\$438,036	+1.6%	\$468,271	\$376,067	+24.5%
Median Sales Price	\$413,000	\$394,769	+4.6%	\$389,059	\$352,728	+10.3%

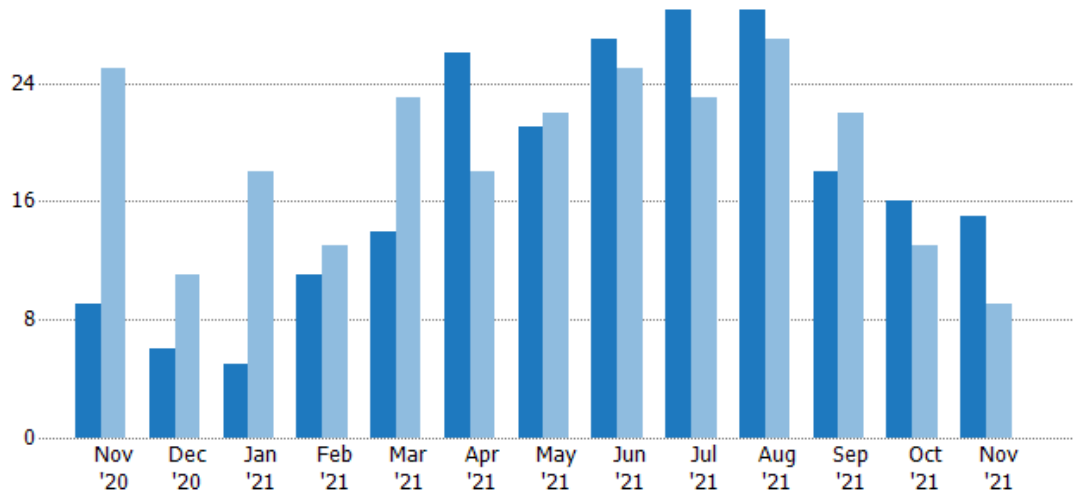
New Listings

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.
Nov '21	15	66.7%
Nov '20	9	-64%
Nov '19	25	-56%



	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21
Current Year	9	6	5	11	14	26	21	27	29	29	18	16	15
Prior Year	25	11	18	13	23	18	22	25	23	27	22	13	9
Percent Change from Prior Year	-64%	-45%	-72%	-15%	-39%	44%	-5%	8%	26%	7%	-18%	23%	67%

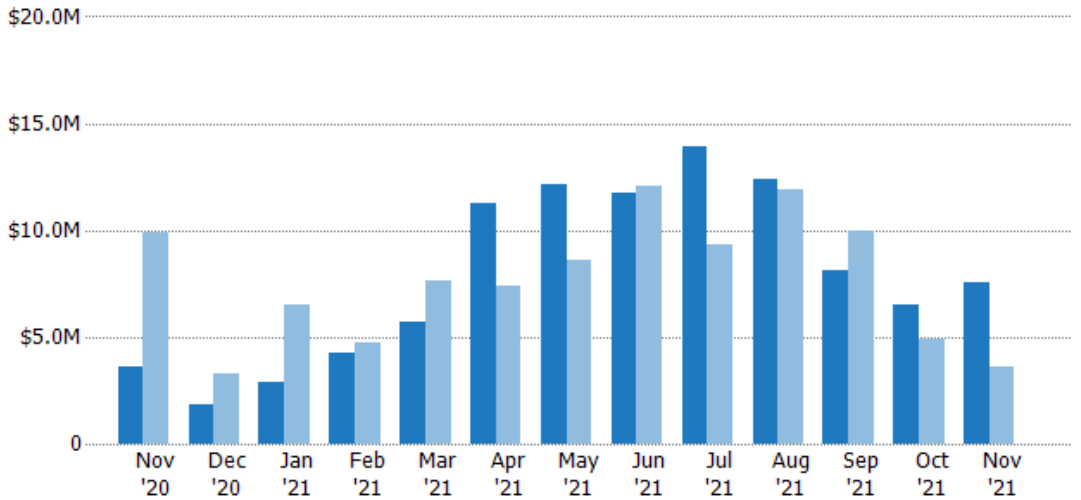
New Listing Volume

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.
Nov '21	\$7.52M	110.6%
Nov '20	\$3.57M	-64%
Nov '19	\$9.93M	-61.8%



	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21
Current Year	\$3.57M	\$1.85M	\$2.89M	\$4.23M	\$5.74M	\$11.3M	\$12.1M	\$11.8M	\$13.9M	\$12.4M	\$8.16M	\$6.49M	\$7.52M
Prior Year	\$9.93M	\$3.31M	\$6.54M	\$4.74M	\$7.6M	\$7.41M	\$8.62M	\$12M	\$9.33M	\$11.9M	\$9.98M	\$4.89M	\$3.57M
Percent Change from Prior Year	-64%	-44%	-56%	-11%	-25%	52%	41%	-2%	49%	5%	-18%	33%	111%

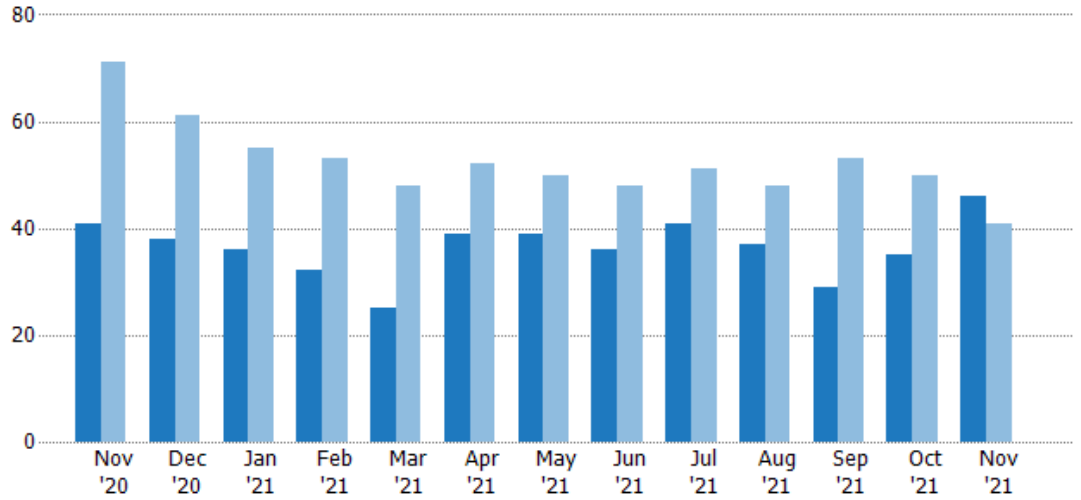
Active Listings

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.
Nov '21	46	12.2%
Nov '20	41	-42.3%
Nov '19	71	-4.2%



Current Year	41	38	36	32	25	39	39	36	41	37	29	35	46
Prior Year	71	61	55	53	48	52	50	48	51	48	53	50	41
Percent Change from Prior Year	-42%	-38%	-35%	-40%	-48%	-25%	-22%	-25%	-20%	-23%	-45%	-30%	12%

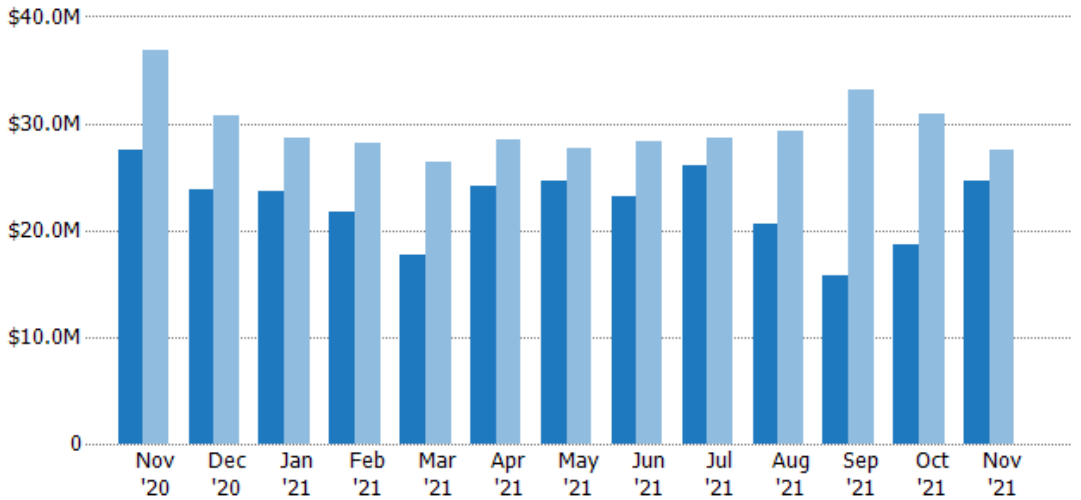
Active Listing Volume

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.
Nov '21	\$24.5M	-10.9%
Nov '20	\$27.5M	-25.3%
Nov '19	\$36.8M	-18.1%



Current Year	\$27.5M	\$23.9M	\$23.7M	\$21.7M	\$17.7M	\$24.1M	\$24.5M	\$23.1M	\$26M	\$20.6M	\$15.7M	\$18.6M	\$24.5M
Prior Year	\$36.8M	\$30.8M	\$28.7M	\$28.1M	\$26.3M	\$28.4M	\$27.6M	\$28.4M	\$28.7M	\$29.3M	\$33.1M	\$31M	\$27.5M
Percent Change from Prior Year	-25%	-23%	-17%	-23%	-33%	-15%	-11%	-18%	-9%	-30%	-53%	-40%	-11%

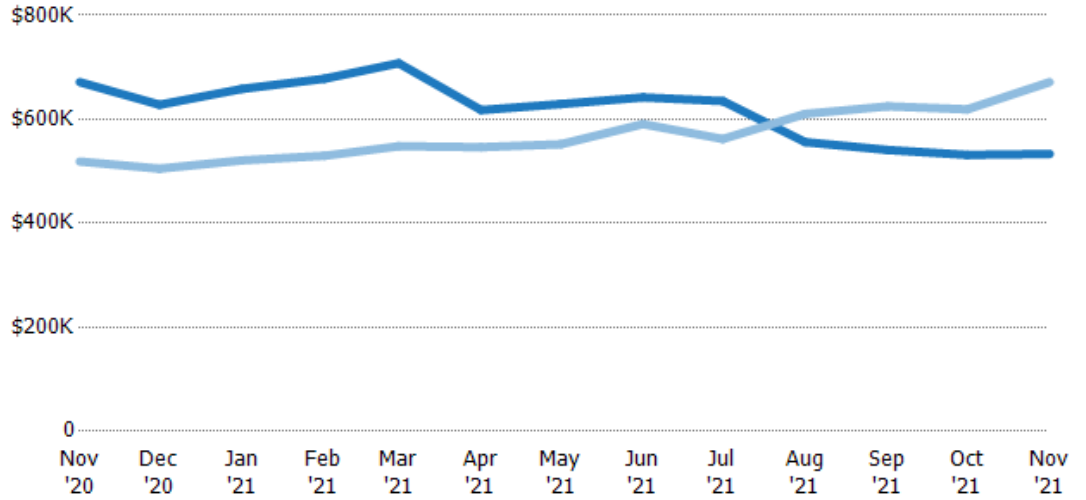
Average Listing Price

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.
Nov '21	\$533K	-20.6%
Nov '20	\$671K	29.4%
Nov '19	\$519K	-14.5%



Current Year	\$671K	\$628K	\$658K	\$678K	\$708K	\$618K	\$629K	\$642K	\$635K	\$556K	\$541K	\$531K	\$533K
Prior Year	\$519K	\$505K	\$521K	\$530K	\$548K	\$546K	\$552K	\$591K	\$562K	\$610K	\$625K	\$619K	\$671K
Percent Change from Prior Year	29%	24%	26%	28%	29%	13%	14%	9%	13%	-9%	-13%	-14%	-21%

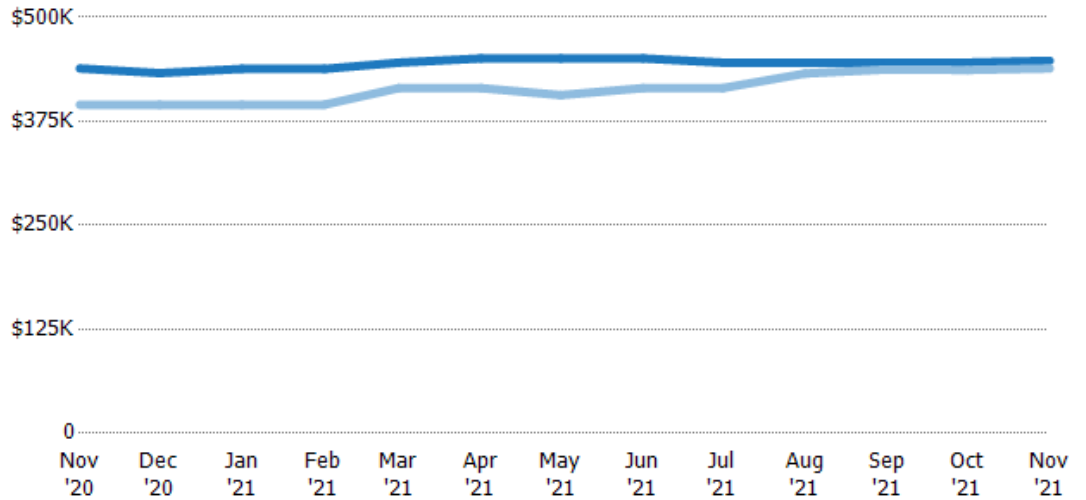
Median Listing Price

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.
Nov '21	\$448K	2.1%
Nov '20	\$439K	11%
Nov '19	\$395K	-0.5%



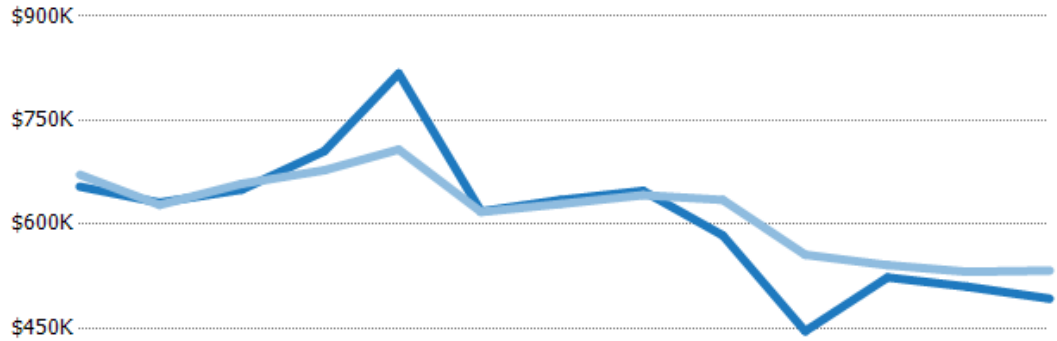
Current Year	\$439K	\$433K	\$438K	\$438K	\$445K	\$450K	\$450K	\$450K	\$445K	\$445K	\$445K	\$445K	\$448K
Prior Year	\$395K	\$395K	\$395K	\$395K	\$415K	\$415K	\$406K	\$415K	\$415K	\$432K	\$437K	\$437K	\$439K
Percent Change from Prior Year	11%	10%	11%	11%	7%	9%	11%	9%	7%	3%	2%	2%	2%

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



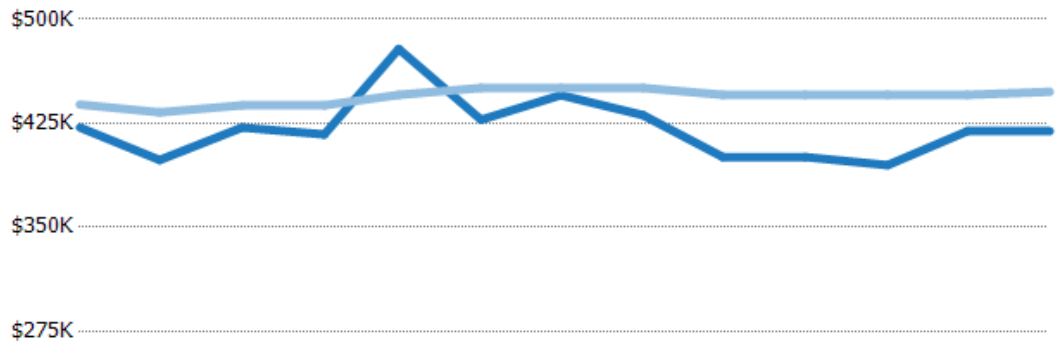
	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21
Avg Est Value	\$654K	\$631K	\$650K	\$705K	\$818K	\$619K	\$635K	\$648K	\$584K	\$446K	\$523K	\$510K	\$493K
Avg Listing Price	\$671K	\$628K	\$658K	\$678K	\$708K	\$618K	\$629K	\$642K	\$635K	\$556K	\$541K	\$531K	\$533K
Avg Listing Price as a % of Avg Est Value	103%	99%	101%	96%	87%	100%	99%	99%	109%	125%	103%	104%	108%

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



	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21
Median Est Value	\$422K	\$399K	\$422K	\$417K	\$479K	\$428K	\$445K	\$431K	\$401K	\$401K	\$395K	\$419K	\$419K
Median Listing Price	\$439K	\$433K	\$438K	\$438K	\$445K	\$450K	\$450K	\$450K	\$445K	\$445K	\$445K	\$445K	\$448K
Med Listing Price as a % of Med Est Value	104%	109%	104%	105%	93%	105%	101%	105%	111%	111%	113%	106%	107%

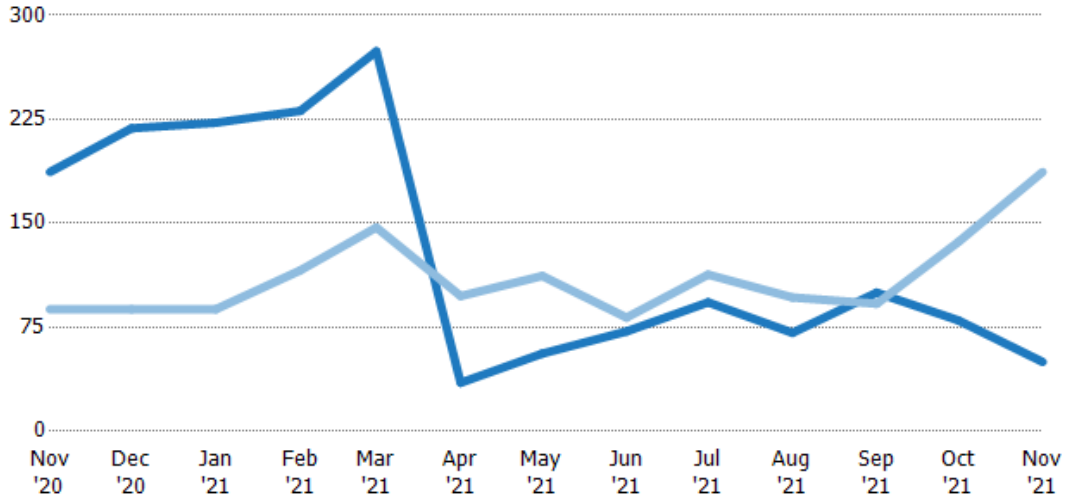
Median Days in RPR

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.
Nov '21	50	-73.3%
Nov '20	187	112.5%
Nov '19	88	23.3%



	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21
Current Year	187	219	223	231	274	35	56	72	93	71	100	80	50
Prior Year	88	88	88	116	147	97.5	112	82	113	96.5	92	137	187
Percent Change from Prior Year	113%	148%	153%	99%	86%	-64%	-50%	-12%	-18%	-26%	9%	-41%	-73%

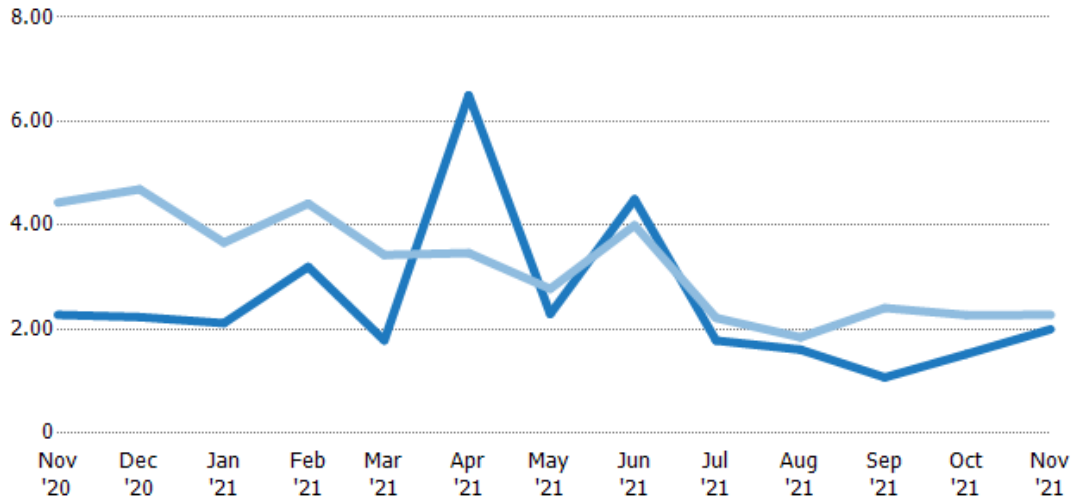
Months of Inventory

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.
Nov '21	2	-12.2%
Nov '20	2.28	-48.7%
Nov '19	4.44	70.3%



	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21
Current Year	2.28	2.24	2.12	3.2	1.79	6.5	2.29	4.5	1.78	1.61	1.07	1.52	2
Prior Year	4.44	4.69	3.67	4.42	3.43	3.47	2.78	4	2.22	1.85	2.41	2.27	2.28
Percent Change from Prior Year	-49%	-52%	-42%	-28%	-48%	88%	-17%	13%	-20%	-13%	-55%	-33%	-12%

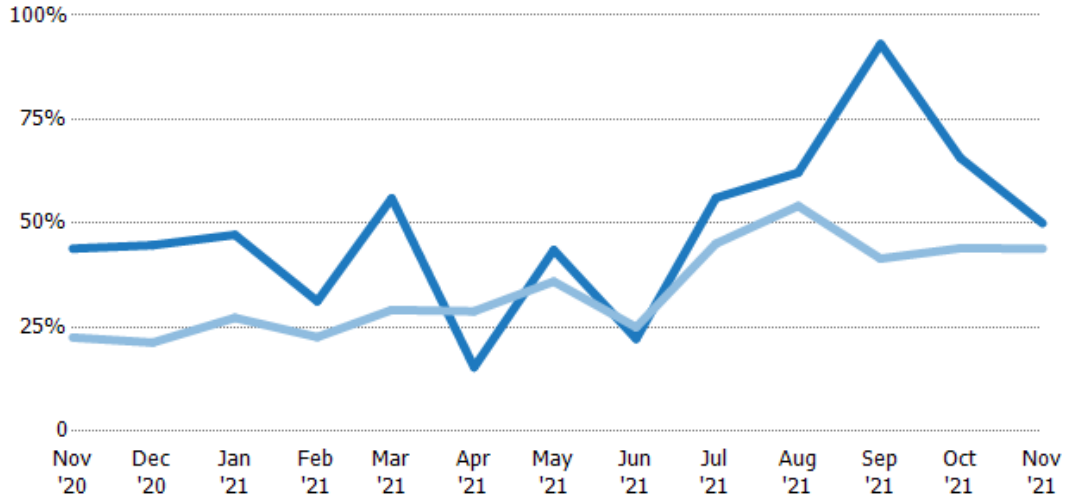
Absorption Rate

The percentage of inventory sold per month.

Filters Used

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

Month/ Year	Rate	Chg.
Nov '21	50%	-6.1%
Nov '20	44%	-21.4%
Nov '19	23%	-41.3%



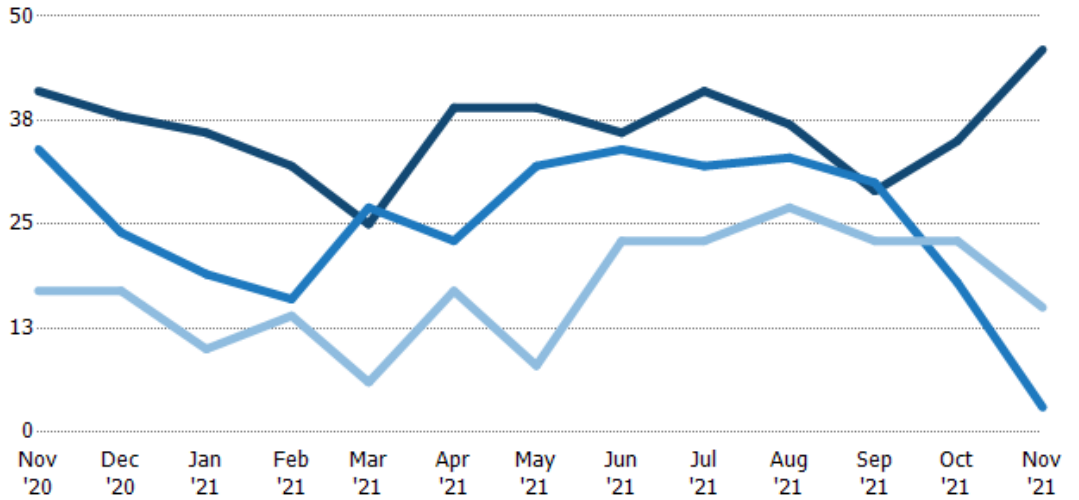
	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21
Current Year	44%	45%	47%	31%	56%	15%	44%	22%	56%	62%	93%	66%	50%
Prior Year	23%	21%	27%	23%	29%	29%	36%	25%	45%	54%	42%	44%	44%
Change from Prior Year	-21%	-23%	-20%	-9%	-27%	13%	-8%	3%	-11%	-8%	-52%	-22%	-6%

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



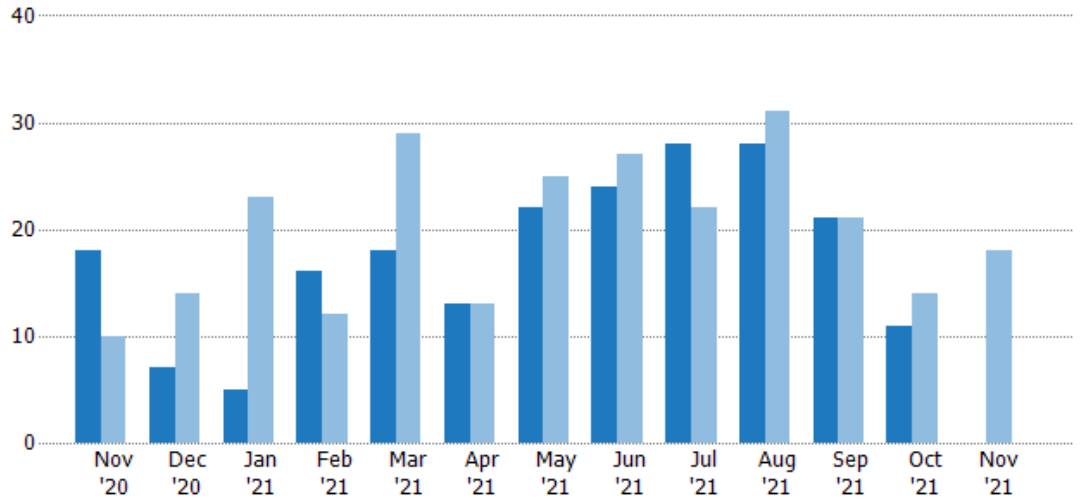
	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21
Active	41	38	36	32	25	39	39	36	41	37	29	35	46
Pending	34	24	19	16	27	23	32	34	32	33	30	18	3
Sold	17	17	10	14	6	17	8	23	23	27	23	23	15

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



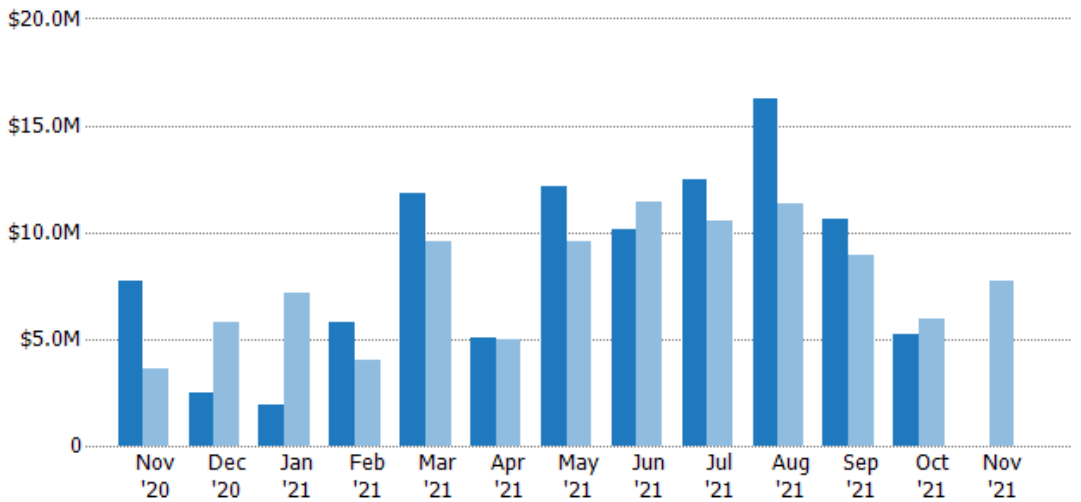
Current Year	18	7	5	16	18	13	22	24	28	28	21	11	-
Prior Year	10	14	23	12	29	13	25	27	22	31	21	14	18
Percent Change from Prior Year	80%	-50%	-78%	33%	-38%	0%	-12%	-11%	27%	-10%	0%	-21%	-100%

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



Current Year	\$7.71M	\$2.48M	\$1.91M	\$5.77M	\$11.8M	\$5.03M	\$12.1M	\$10.1M	\$12.4M	\$16.2M	\$10.6M	\$5.25M	-
Prior Year	\$3.65M	\$5.81M	\$7.13M	\$4.03M	\$9.6M	\$4.94M	\$9.57M	\$11.4M	\$10.5M	\$11.3M	\$8.93M	\$5.98M	\$7.71M
Percent Change from Prior Year	112%	-57%	-73%	43%	23%	2%	27%	-11%	18%	43%	19%	-12%	-100%

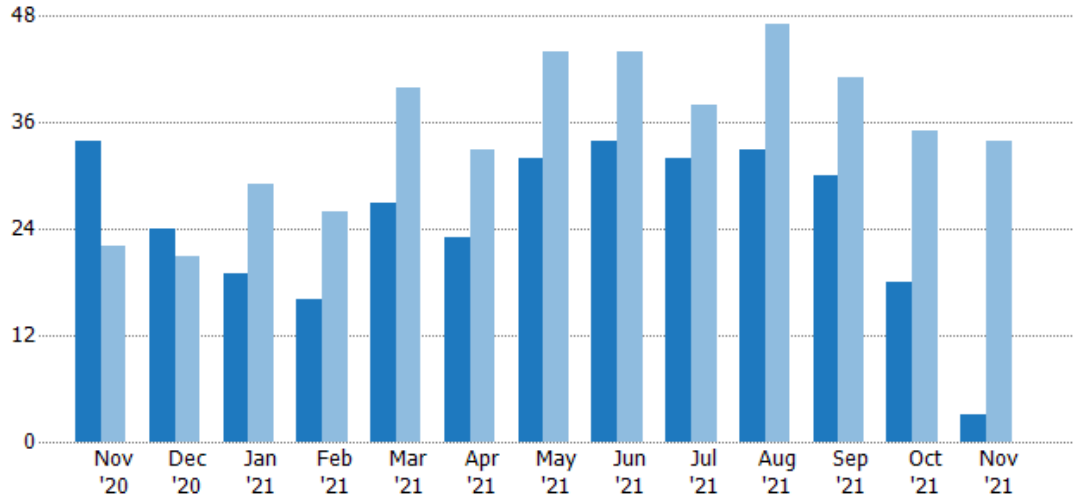
Pending Sales

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.
Nov '21	3	-91.2%
Nov '20	34	54.5%
Nov '19	22	4.5%



	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21
Current Year	34	24	19	16	27	23	32	34	32	33	30	18	3
Prior Year	22	21	29	26	40	33	44	44	38	47	41	35	34
Percent Change from Prior Year	55%	14%	-34%	-38%	-33%	-30%	-27%	-23%	-16%	-30%	-27%	-49%	-91%

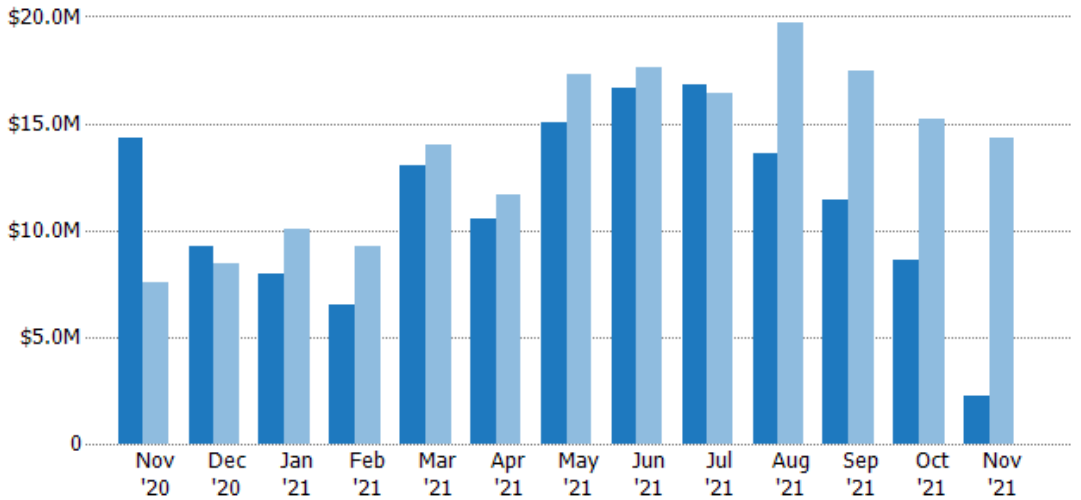
Pending Sales Volume

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.
Nov '21	\$2.25M	-84.3%
Nov '20	\$14.3M	89.1%
Nov '19	\$7.56M	8.8%



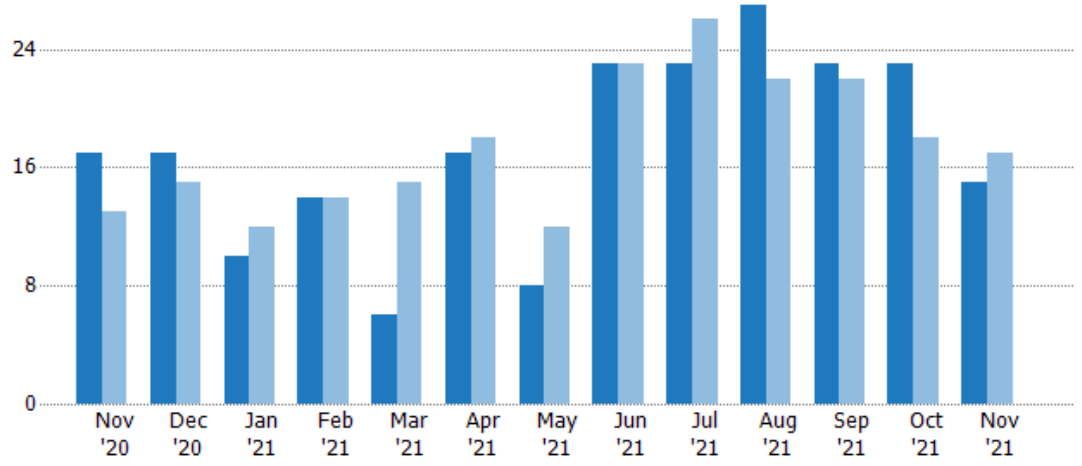
	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21
Current Year	\$14.3M	\$9.25M	\$7.97M	\$6.48M	\$13M	\$10.6M	\$15M	\$16.6M	\$16.8M	\$13.6M	\$11.4M	\$8.63M	\$2.25M
Prior Year	\$7.56M	\$8.44M	\$10M	\$9.28M	\$14M	\$11.6M	\$17.3M	\$17.6M	\$16.4M	\$19.7M	\$17.5M	\$15.2M	\$14.3M
Percent Change from Prior Year	89%	10%	-20%	-30%	-7%	-9%	-13%	-6%	2%	-31%	-35%	-43%	-84%

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.
Nov '21	15	-11.8%
Nov '20	17	30.8%
Nov '19	13	-38.5%

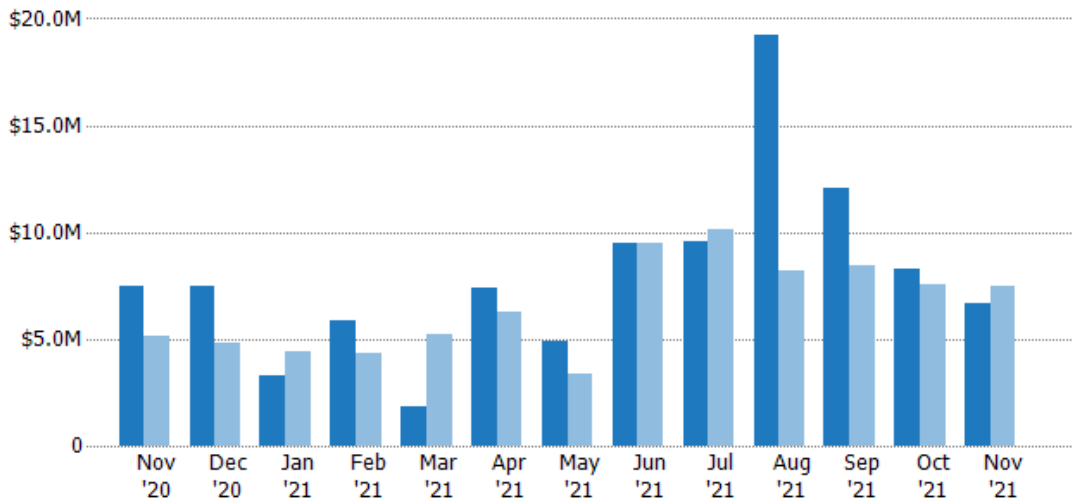
Current Year	17	17	10	14	6	17	8	23	23	27	23	23	15
Prior Year	13	15	12	14	15	18	12	23	26	22	22	18	17
Percent Change from Prior Year	31%	13%	-17%	0%	-60%	-6%	-33%	0%	-12%	23%	5%	28%	-12%

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.
Nov '21	\$6.68M	-10.3%
Nov '20	\$7.45M	44.2%
Nov '19	\$5.17M	-47.9%

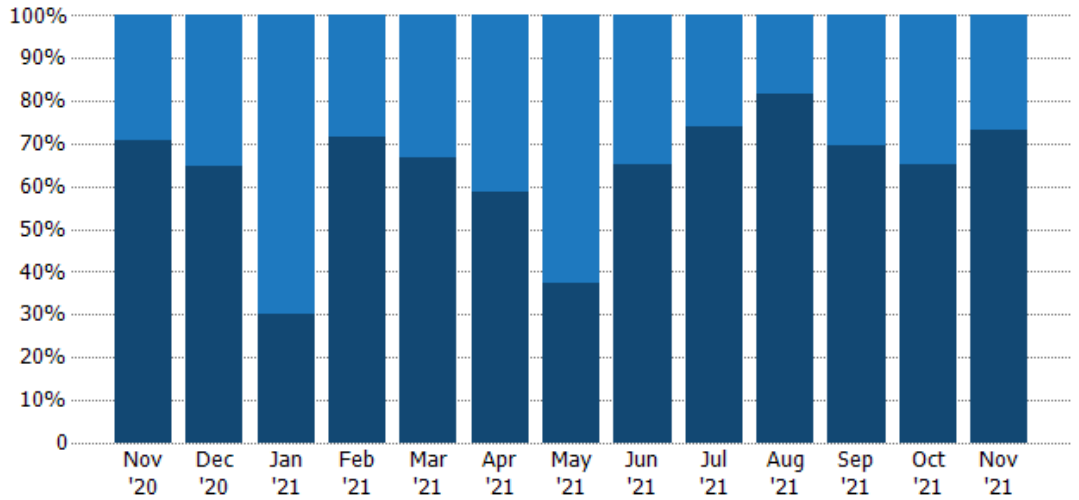
Current Year	\$7.45M	\$7.5M	\$3.3M	\$5.83M	\$1.83M	\$7.41M	\$4.87M	\$9.49M	\$9.57M	\$19.2M	\$12M	\$8.25M	\$6.68M
Prior Year	\$5.17M	\$4.85M	\$4.38M	\$4.32M	\$5.22M	\$6.27M	\$3.38M	\$9.48M	\$10.1M	\$8.24M	\$8.43M	\$7.57M	\$7.45M
Percent Change from Prior Year	44%	55%	-25%	35%	-65%	18%	44%	0%	-5%	133%	43%	9%	-10%

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



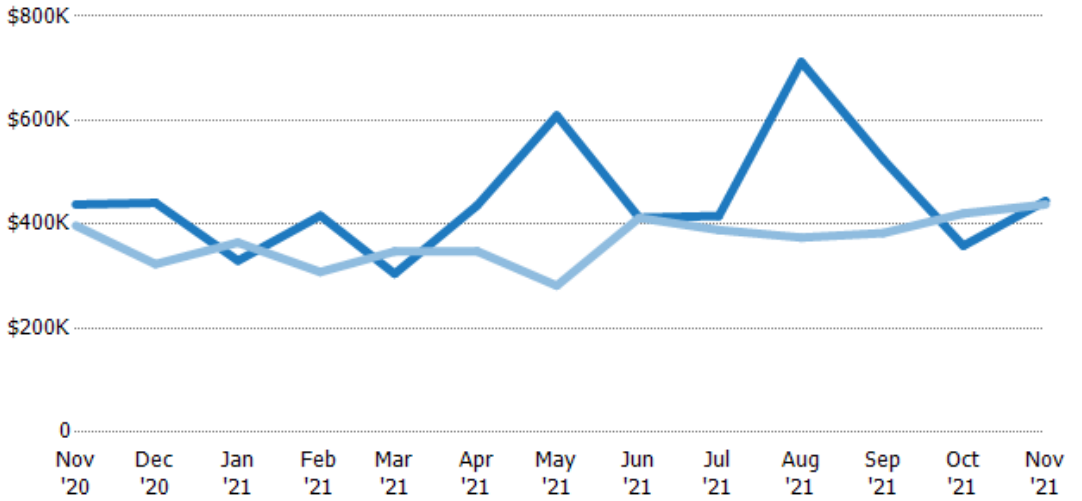
Condo/Townhouse	29%	35%	70%	29%	33%	41%	63%	35%	26%	19%	30%	35%	27%
Single Family Residence	71%	65%	30%	71%	67%	59%	38%	65%	74%	81%	70%	65%	73%

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	\$438K	\$441K	\$330K	\$417K	\$305K	\$436K	\$609K	\$413K	\$416K	\$712K	\$524K	\$359K	\$445K
Prior Year	\$397K	\$323K	\$365K	\$308K	\$348K	\$348K	\$282K	\$412K	\$389K	\$374K	\$383K	\$421K	\$438K
Percent Change from Prior Year	10%	36%	-10%	35%	-12%	25%	116%	0%	7%	90%	37%	-15%	2%

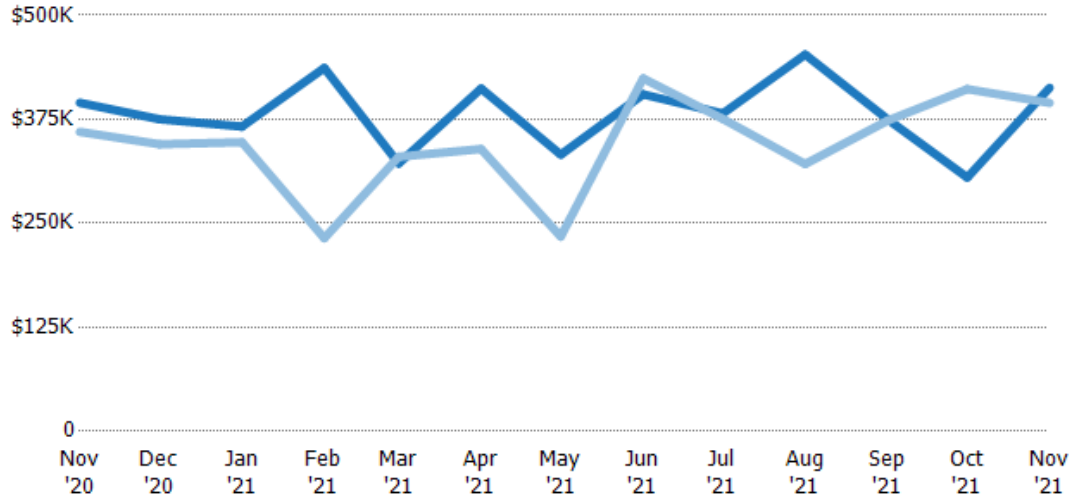
Median Sales Price

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.
Nov '21	\$413K	4.6%
Nov '20	\$395K	9.7%
Nov '19	\$360K	-21.9%



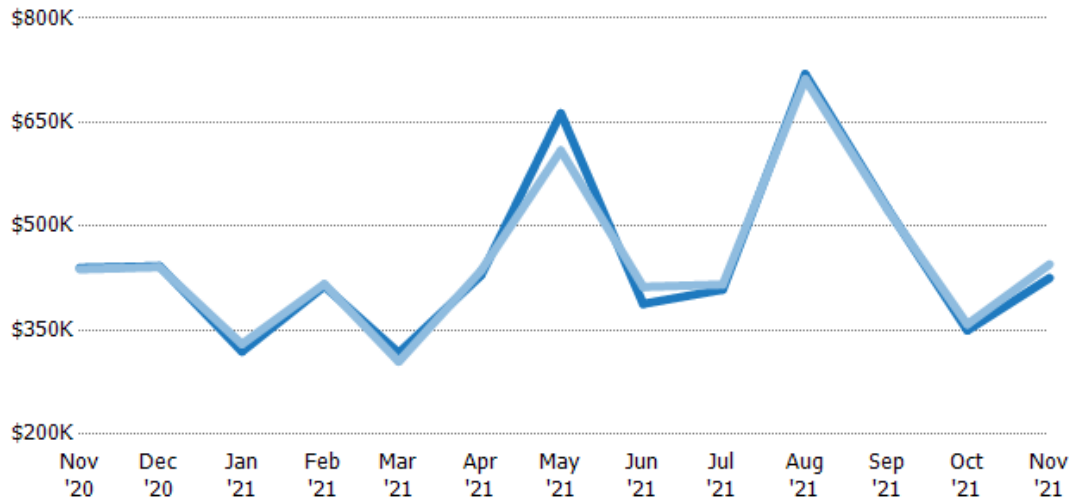
Current Year	\$395K	\$375K	\$366K	\$437K	\$322K	\$412K	\$333K	\$405K	\$382K	\$453K	\$375K	\$305K	\$413K
Prior Year	\$360K	\$345K	\$347K	\$232K	\$330K	\$339K	\$234K	\$424K	\$375K	\$321K	\$373K	\$411K	\$395K
Percent Change from Prior Year	10%	9%	5%	88%	-2%	21%	42%	-5%	2%	41%	0%	-26%	5%

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



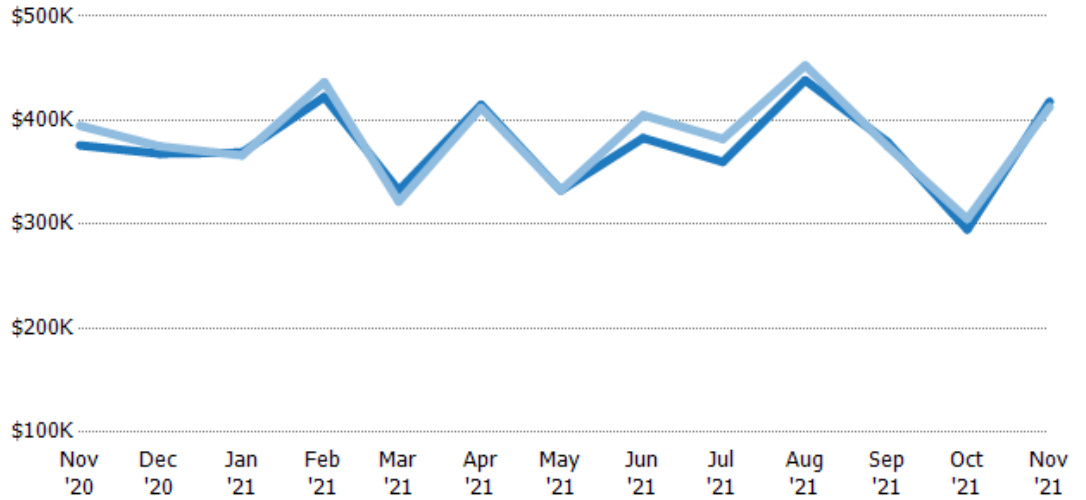
Avg List Price	\$440K	\$443K	\$319K	\$414K	\$317K	\$429K	\$663K	\$388K	\$409K	\$720K	\$526K	\$350K	\$425K
Avg Sales Price	\$438K	\$441K	\$330K	\$417K	\$305K	\$436K	\$609K	\$413K	\$416K	\$712K	\$524K	\$359K	\$445K
Avg Sales Price as a % of Avg List Price	100%	100%	103%	101%	96%	102%	92%	106%	102%	99%	100%	103%	105%

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



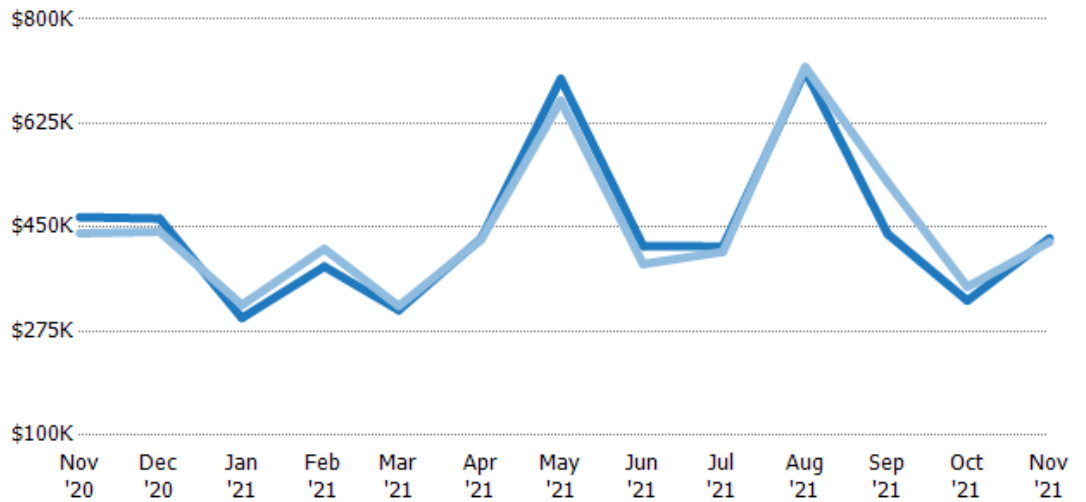
	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21
Median List Price	\$376K	\$368K	\$369K	\$422K	\$333K	\$415K	\$333K	\$383K	\$360K	\$439K	\$379K	\$295K	\$418K
Median Sales Price	\$395K	\$375K	\$366K	\$437K	\$322K	\$412K	\$333K	\$405K	\$382K	\$453K	\$375K	\$305K	\$413K
Med Sales Price as a % of Med List Price	105%	102%	99%	103%	97%	99%	100%	106%	106%	103%	99%	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



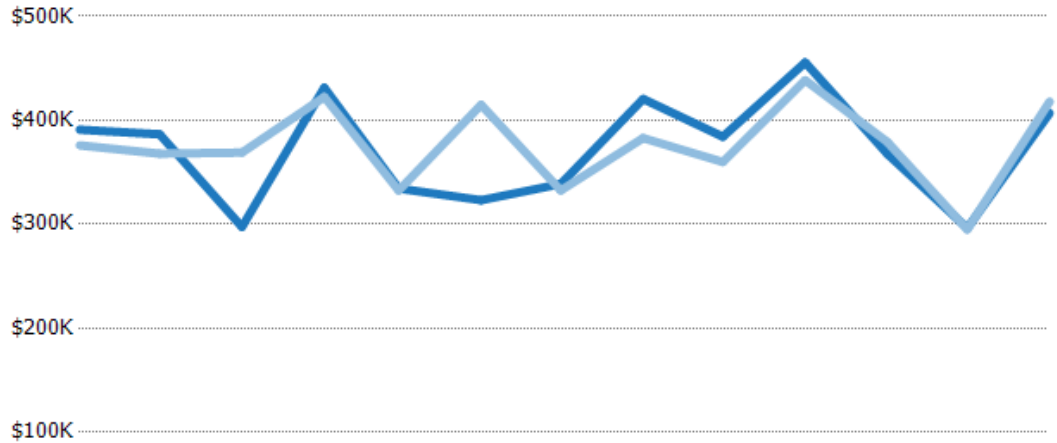
	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21
Avg Est Value	\$467K	\$465K	\$297K	\$384K	\$311K	\$431K	\$700K	\$418K	\$418K	\$713K	\$439K	\$326K	\$432K
Avg Sales Price	\$440K	\$443K	\$319K	\$414K	\$317K	\$429K	\$663K	\$388K	\$409K	\$720K	\$526K	\$350K	\$425K
Avg Sales Price as a % of Avg Est Value	94%	95%	107%	108%	102%	100%	95%	93%	98%	101%	120%	107%	99%

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



	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21
Median Est Value	\$391K	\$387K	\$297K	\$431K	\$334K	\$323K	\$339K	\$420K	\$384K	\$456K	\$367K	\$296K	\$407K
Median Sales Price	\$376K	\$368K	\$369K	\$422K	\$333K	\$415K	\$333K	\$383K	\$360K	\$439K	\$379K	\$295K	\$418K
Med Sales Price as a % of Med Est Value	96%	95%	124%	98%	99%	128%	98%	91%	94%	96%	103%	100%	103%