

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	Oct 2021	Oct 2020	+ / -	YTD 2021	YTD 2020	+ / -
Listing Activity Charts Metrics						
New Listing Count	16	13	+23.1%	196	204	-3.9%
New Listing Volume	\$6,494,000	\$4,887,845	+32.9%	\$88,966,174	\$83,003,185	+7.2%
Active Listing Count	35	50	-30%	N/A	N/A	
Active Listing Volume	\$18,601,165	\$30,957,198	-39.9%	N/A	N/A	
Average Listing Price	\$531,462	\$619,144	-14.2%	\$618,191	\$569,782	+8.5%
Median Listing Price	\$445,495	\$436,650	+2%	\$445,658	\$415,970	+7.1%
Median Days in RPR	80	136.5	-41.4%	103.44	106.66	-3%
Months of Inventory	1.5	2.3	-33%	1.9	3	-35.1%
Absorption Rate	65.71%	44%	+21.7%	52.15%	33.86%	+18.3%
Sales Activity Charts Metrics						
New Pending Sales Count	11	14	-21.4%	186	217	-14.3%
New Pending Sales Volume	\$5,247,400	\$5,982,150	-12.3%	\$91,318,693	\$83,447,310	+9.4%
Pending Sales Count	18	35	-48.6%	N/A	N/A	
Pending Sales Volume	\$8,629,200	\$15,184,838	-43.2%	N/A	N/A	
Closed Sales Count	23	18	+27.8%	174	182	-4.4%
Closed Sales Volume	\$8,246,428	\$7,571,903	+8.9%	\$81,826,719	\$67,390,818	+21.4%
Average Sales Price	\$358,540	\$420,661	-14.8%	\$470,268	\$370,279	+27%
Median Sales Price	\$305,000	\$411,250	-25.8%	\$386,995	\$348,801	+10.9%

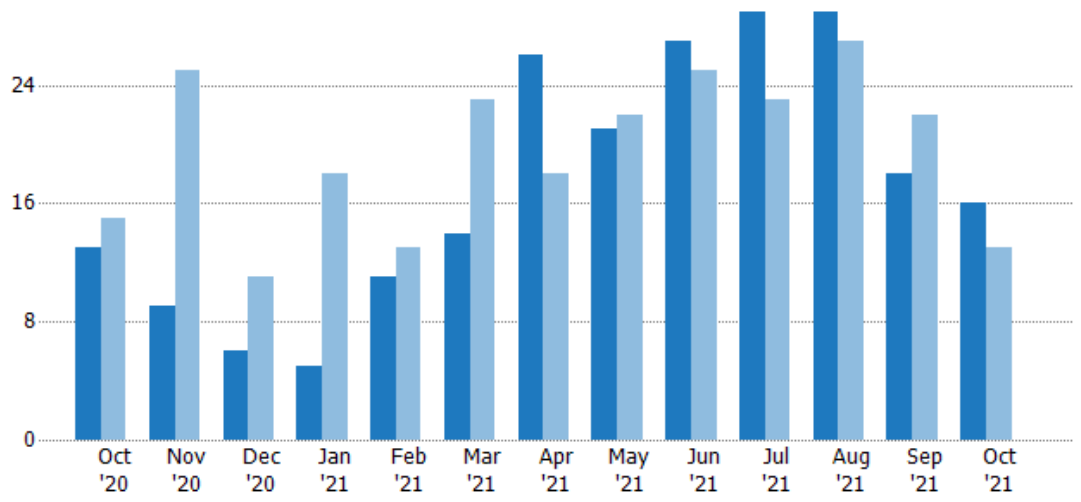
New Listings

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.
Oct '21	16	23.1%
Oct '20	13	-13.3%
Oct '19	15	13.3%



Current Year	13	9	6	5	11	14	26	21	27	29	29	18	16
Prior Year	15	25	11	18	13	23	18	22	25	23	27	22	13
Percent Change from Prior Year	-13%	-64%	-45%	-72%	-15%	-39%	44%	-5%	8%	26%	7%	-18%	23%

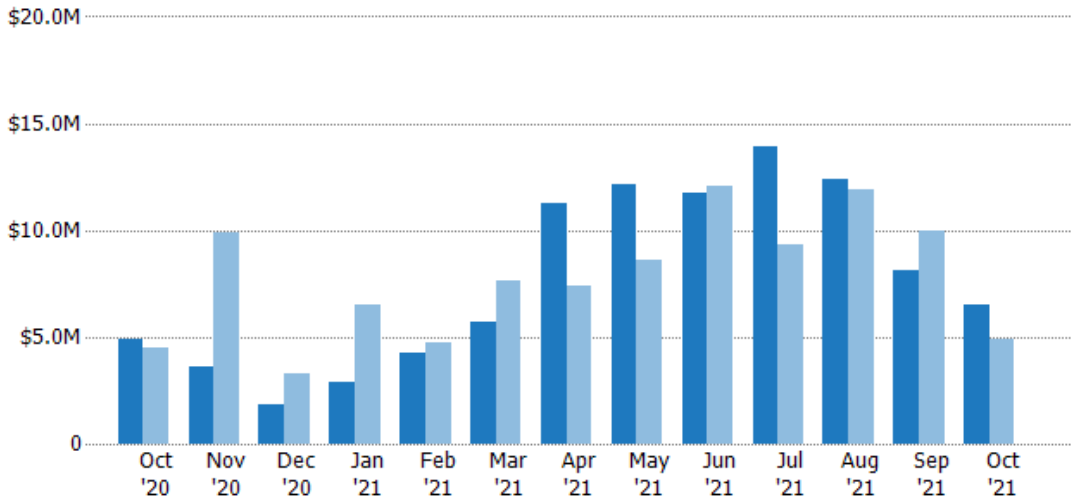
New Listing Volume

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.
Oct '21	\$6.49M	32.9%
Oct '20	\$4.89M	8.7%
Oct '19	\$4.5M	30.8%



Current Year	\$4.89M	\$3.57M	\$1.85M	\$2.89M	\$4.23M	\$5.74M	\$11.3M	\$12.1M	\$11.8M	\$13.9M	\$12.4M	\$8.16M	\$6.49M
Prior Year	\$4.5M	\$9.93M	\$3.31M	\$6.54M	\$4.74M	\$7.6M	\$7.41M	\$8.62M	\$12M	\$9.33M	\$11.9M	\$9.98M	\$4.89M
Percent Change from Prior Year	9%	-64%	-44%	-56%	-11%	-25%	52%	41%	-2%	49%	5%	-18%	33%

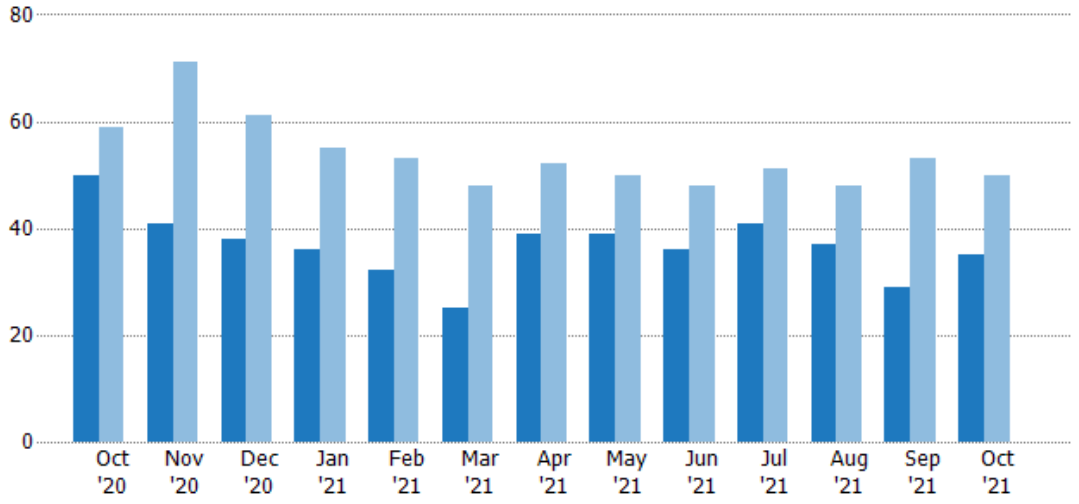
Active Listings

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.
Oct '21	35	-30%
Oct '20	50	-15.3%
Oct '19	59	11.9%



Current Year	50	41	38	36	32	25	39	39	36	41	37	29	35
Prior Year	59	71	61	55	53	48	52	50	48	51	48	53	50
Percent Change from Prior Year	-15%	-42%	-38%	-35%	-40%	-48%	-25%	-22%	-25%	-20%	-23%	-45%	-30%

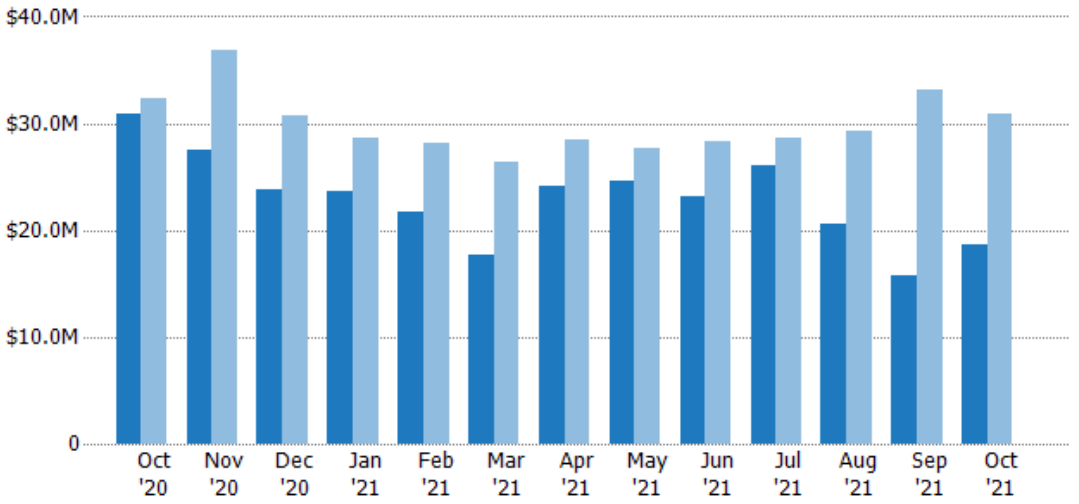
Active Listing Volume

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.
Oct '21	\$18.6M	-39.9%
Oct '20	\$31M	-4.1%
Oct '19	\$32.3M	-9.8%



Current Year	\$31M	\$27.5M	\$23.9M	\$23.7M	\$21.7M	\$17.7M	\$24.1M	\$24.5M	\$23.1M	\$26M	\$20.6M	\$15.7M	\$18.6M
Prior Year	\$32.3M	\$36.8M	\$30.8M	\$28.7M	\$28.1M	\$26.3M	\$28.4M	\$27.6M	\$28.4M	\$28.7M	\$29.3M	\$33.1M	\$31M
Percent Change from Prior Year	-4%	-25%	-23%	-17%	-23%	-33%	-15%	-11%	-18%	-9%	-30%	-53%	-40%

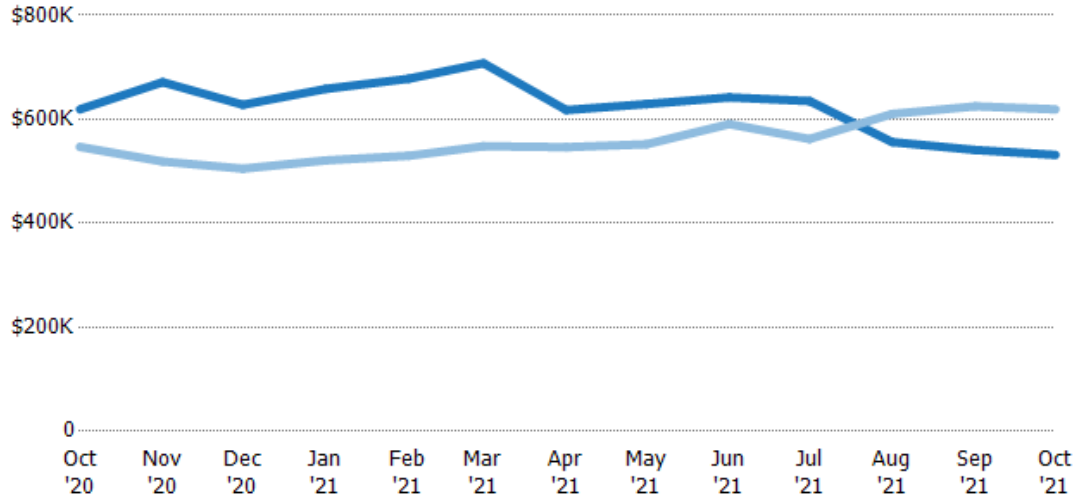
Average Listing Price

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.
Oct '21	\$531K	-14.2%
Oct '20	\$619K	13.2%
Oct '19	\$547K	-19.4%



Current Year	\$619K	\$671K	\$628K	\$658K	\$678K	\$708K	\$618K	\$629K	\$642K	\$635K	\$556K	\$541K	\$531K
Prior Year	\$547K	\$519K	\$505K	\$521K	\$530K	\$548K	\$546K	\$552K	\$591K	\$562K	\$610K	\$625K	\$619K
Percent Change from Prior Year	13%	29%	24%	26%	28%	29%	13%	14%	9%	13%	-9%	-13%	-14%

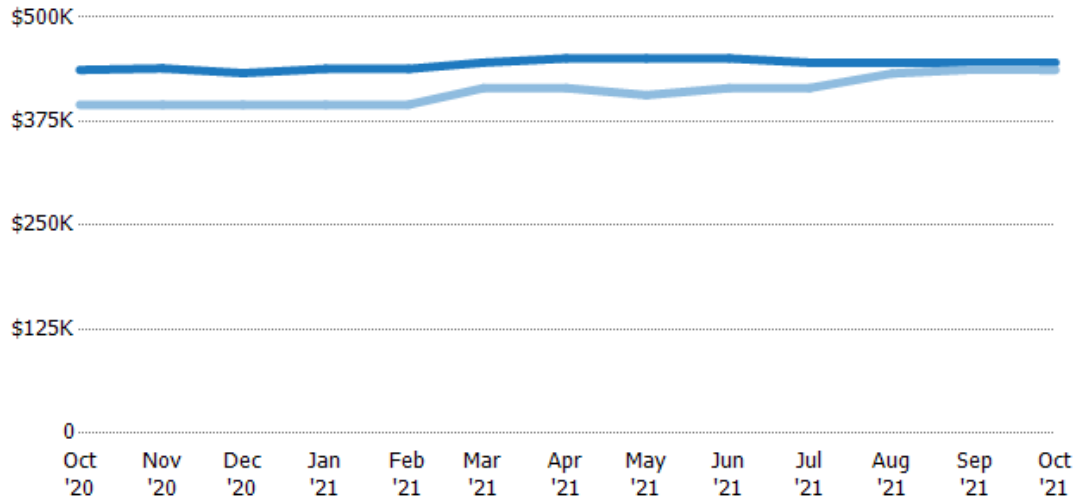
Median Listing Price

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.
Oct '21	\$445K	2%
Oct '20	\$437K	10.6%
Oct '19	\$395K	-0.5%



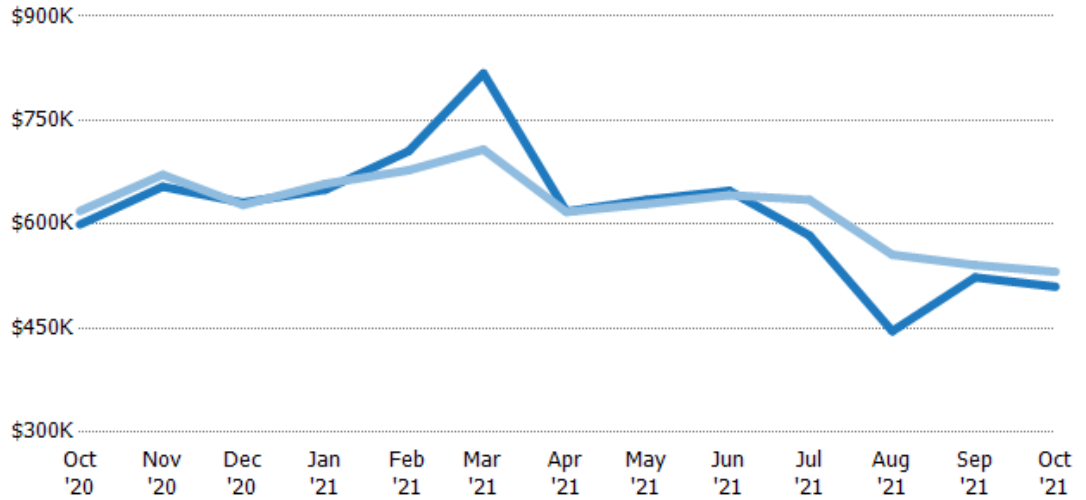
Current Year	\$437K	\$439K	\$433K	\$438K	\$438K	\$445K	\$450K	\$450K	\$450K	\$445K	\$445K	\$445K	\$445K
Prior Year	\$395K	\$395K	\$395K	\$395K	\$395K	\$415K	\$415K	\$406K	\$415K	\$415K	\$432K	\$437K	\$437K
Percent Change from Prior Year	11%	11%	10%	11%	11%	7%	9%	11%	9%	7%	3%	2%	2%

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

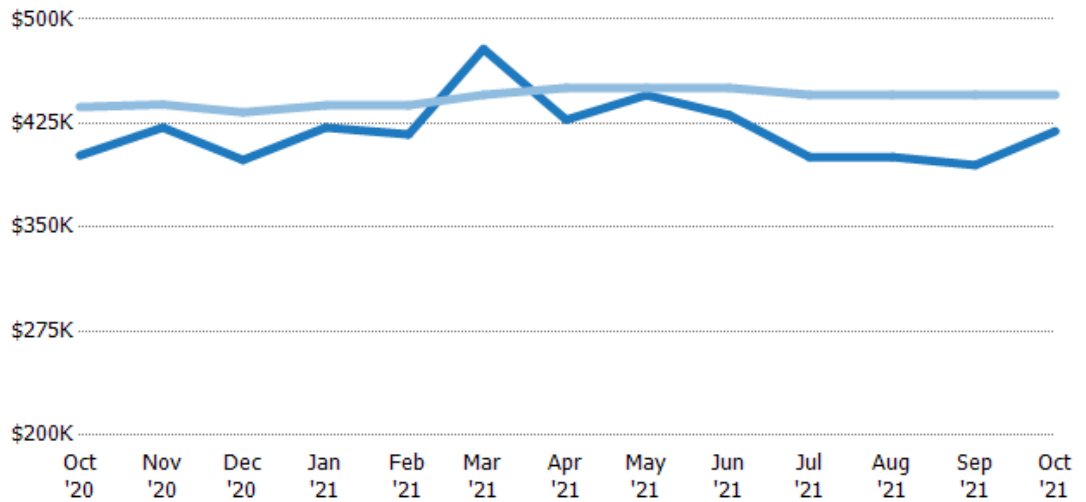


Median Listing Price vs Median Est Value

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



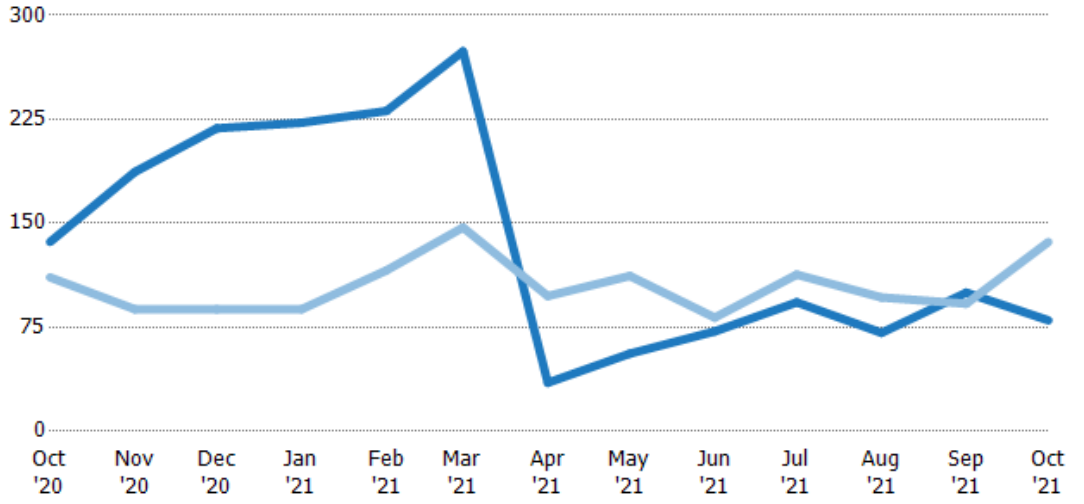
Median Days in RPR

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.
Oct '21	80	-41.4%
Oct '20	137	23%
Oct '19	111	-7.2%



Current Year	137	187	219	223	231	274	35	56	72	93	71	100	80
Prior Year	111	88	88	88	116	147	97.5	112	82	113	96.5	92	137
Percent Change from Prior Year	23%	113%	148%	153%	99%	86%	-64%	-50%	-12%	-18%	-26%	9%	-41%

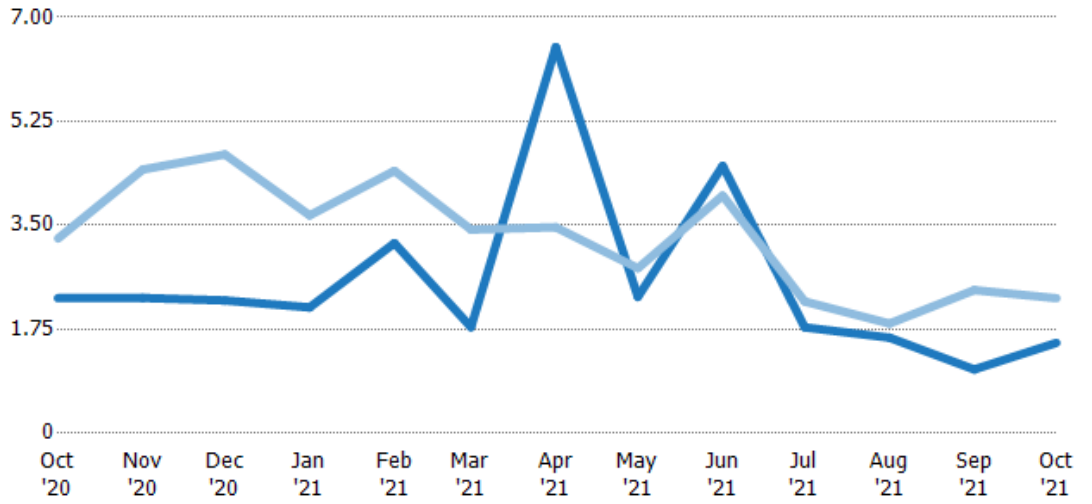
Months of Inventory

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.
Oct '21	1.52	-33%
Oct '20	2.27	-30.7%
Oct '19	3.28	6%



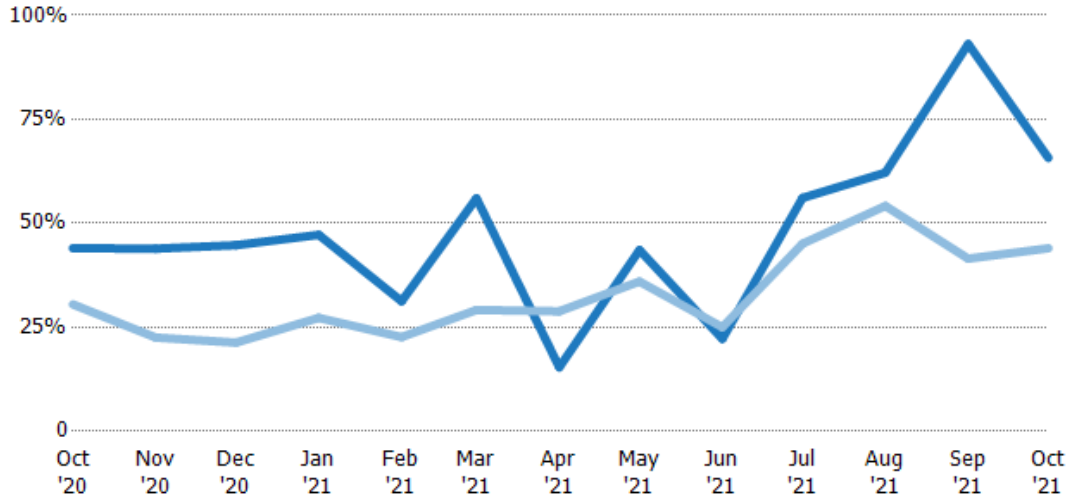
Current Year	2.27	2.28	2.24	2.12	3.2	1.79	6.5	2.29	4.5	1.78	1.61	1.07	1.52
Prior Year	3.28	4.44	4.69	3.67	4.42	3.43	3.47	2.78	4	2.22	1.85	2.41	2.27
Percent Change from Prior Year	-31%	-49%	-52%	-42%	-28%	-48%	88%	-17%	13%	-20%	-13%	-55%	-33%

Absorption Rate

The percentage of inventory sold per month.

Filters Used

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



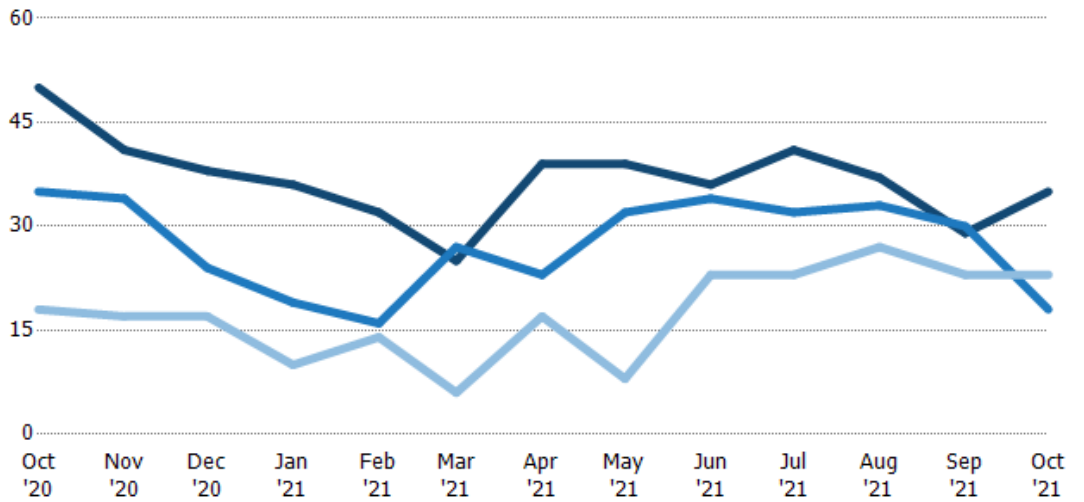
	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21
Current Year	44%	44%	45%	47%	31%	56%	15%	44%	22%	56%	62%	93%	66%
Prior Year	31%	23%	21%	27%	23%	29%	29%	36%	25%	45%	54%	42%	44%
Change from Prior Year	-14%	-21%	-23%	-20%	-9%	-27%	13%	-8%	3%	-11%	-8%	-52%	-22%

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



	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21
Active	50	41	38	36	32	25	39	39	36	41	37	29	35
Pending	35	34	24	19	16	27	23	32	34	32	33	30	18
Sold	18	17	17	10	14	6	17	8	23	23	27	23	23

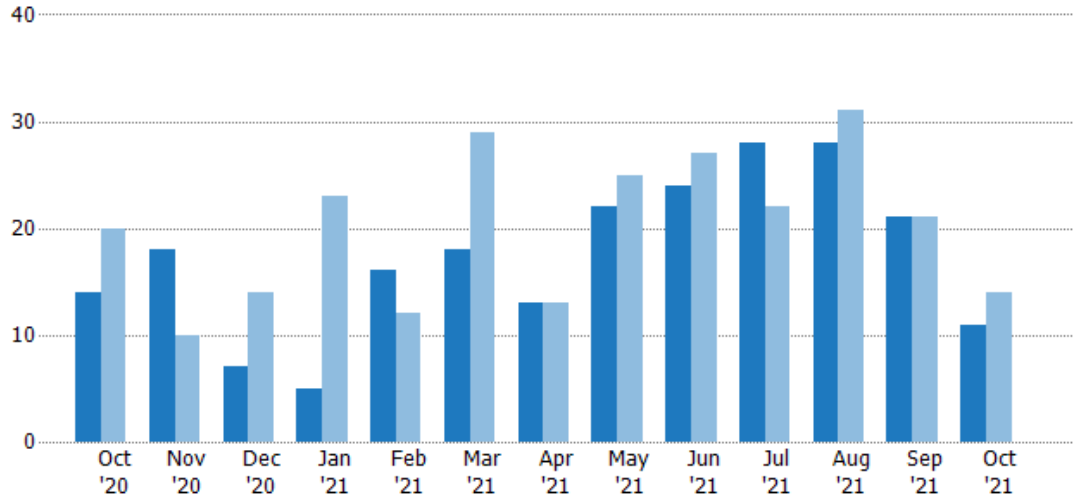
New Pending Sales

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.
Oct '21	11	-21.4%
Oct '20	14	-30%
Oct '19	20	-20%



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

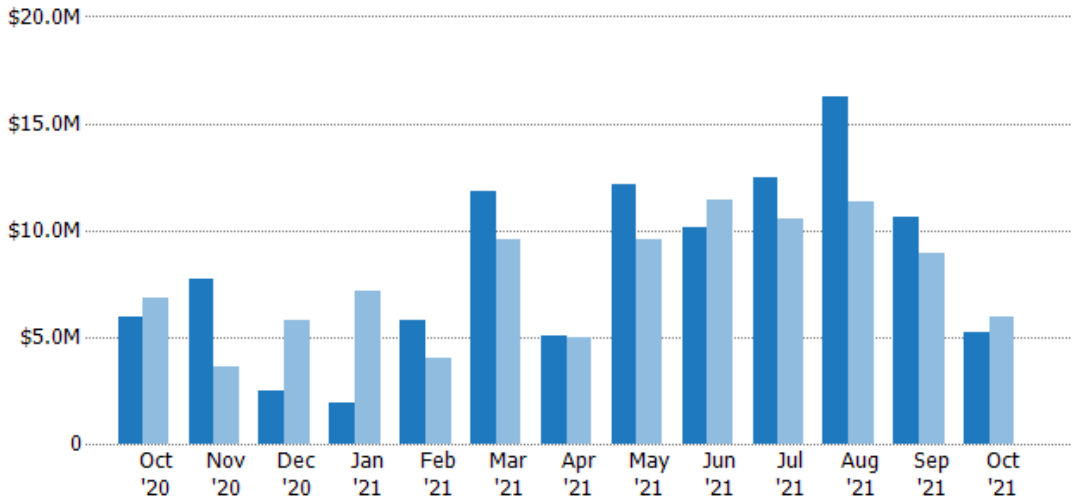
New Pending Sales Volume

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.
Oct '21	\$5.25M	-12.3%
Oct '20	\$5.98M	-12%
Oct '19	\$6.8M	-13.5%



Current Year	\$5.98M	\$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	\$6.8M	\$3.65M	\$5.81M	\$7.13M	\$4.03M	\$9.6M	\$4.94M	\$9.57M	\$11.4M	\$10.5M	\$11.3M	\$8.93M	\$5.98M
Percent Change from Prior Year	-12%	112%	-57%	-73%	43%	23%	2%	27%	-11%	18%	43%	19%	-12%

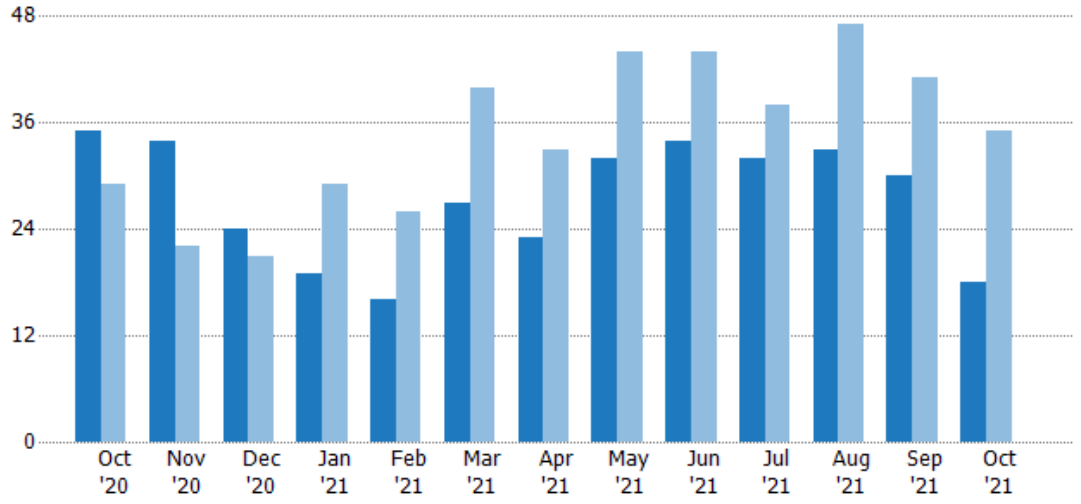
Pending Sales

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.
Oct '21	18	-48.6%
Oct '20	35	20.7%
Oct '19	29	-20.7%



Current Year	35	34	24	19	16	27	23	32	34	32	33	30	18
Prior Year	29	22	21	29	26	40	33	44	44	38	47	41	35
Percent Change from Prior Year	21%	55%	14%	-34%	-38%	-33%	-30%	-27%	-23%	-16%	-30%	-27%	-49%

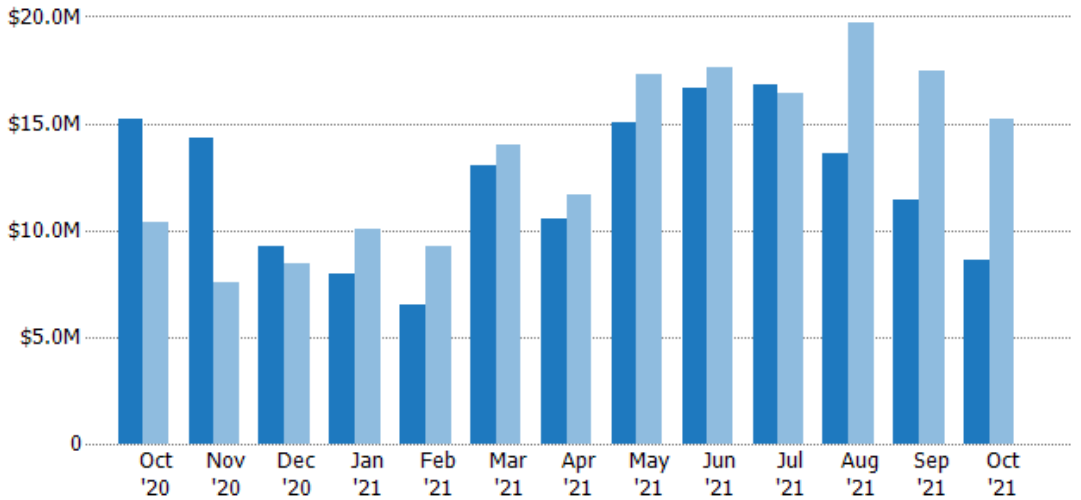
Pending Sales Volume

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.
Oct '21	\$8.63M	-43.2%
Oct '20	\$15.2M	46.3%
Oct '19	\$10.4M	-17.3%



Current Year	\$15.2M	\$14.3M	\$9.25M	\$7.97M	\$6.48M	\$13M	\$10.6M	\$15M	\$16.6M	\$16.8M	\$13.6M	\$11.4M	\$8.63M
Prior Year	\$10.4M	\$7.56M	\$8.44M	\$10M	\$9.28M	\$14M	\$11.6M	\$17.3M	\$17.6M	\$16.4M	\$19.7M	\$17.5M	\$15.2M
Percent Change from Prior Year	46%	89%	10%	-20%	-30%	-7%	-9%	-13%	-6%	2%	-31%	-35%	-43%

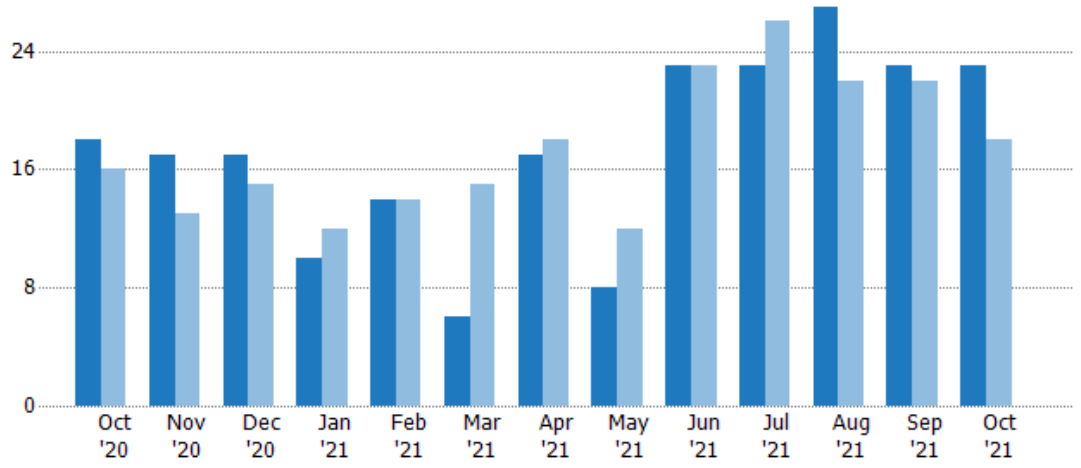
Closed Sales

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.
Oct '21	23	27.8%
Oct '20	18	12.5%
Oct '19	16	-43.8%



	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21
Current Year	18	17	17	10	14	6	17	8	23	23	27	23	23
Prior Year	16	13	15	12	14	15	18	12	23	26	22	22	18
Percent Change from Prior Year	13%	31%	13%	-17%	0%	-60%	-6%	-33%	0%	-12%	23%	5%	28%

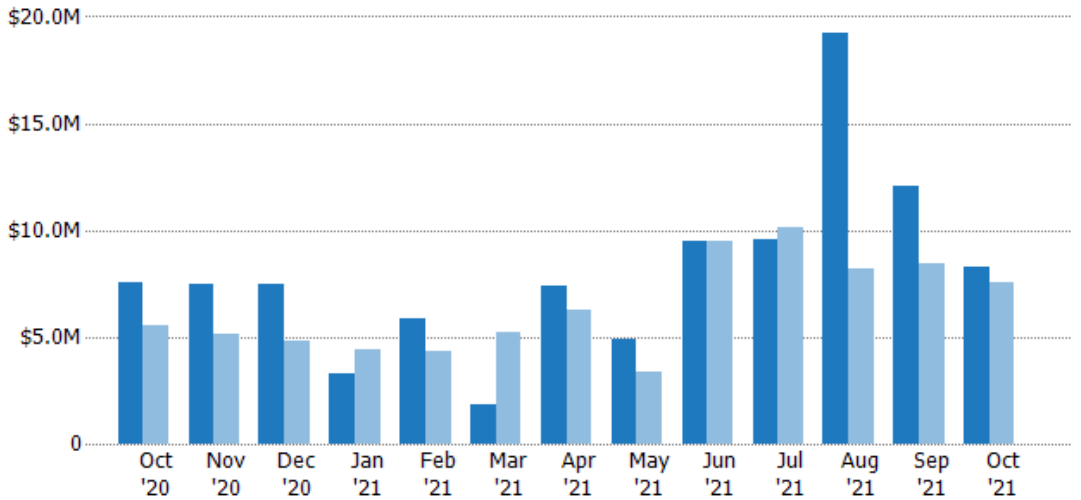
Closed Sales Volume

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.
Oct '21	\$8.25M	8.9%
Oct '20	\$7.57M	36.5%
Oct '19	\$5.55M	-21.7%



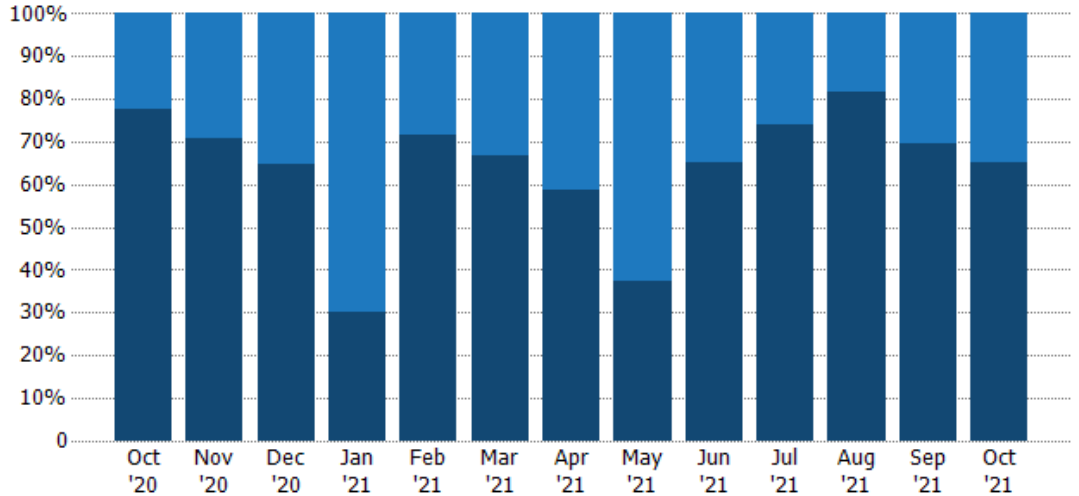
	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21
Current Year	\$7.57M	\$7.45M	\$7.5M	\$3.3M	\$5.83M	\$1.83M	\$7.41M	\$4.87M	\$9.49M	\$9.57M	\$19.2M	\$12M	\$8.25M
Prior Year	\$5.55M	\$5.17M	\$4.85M	\$4.38M	\$4.32M	\$5.22M	\$6.27M	\$3.38M	\$9.48M	\$10.1M	\$8.24M	\$8.43M	\$7.57M
Percent Change from Prior Year	36%	44%	55%	-25%	35%	-65%	18%	44%	0%	-5%	133%	43%	9%

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



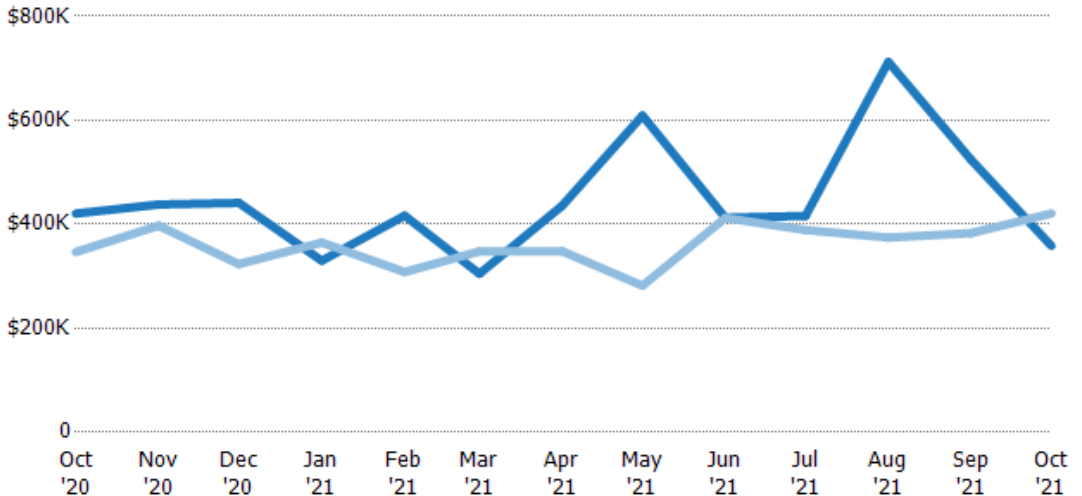
Condo/Townhouse	22%	29%	35%	70%	29%	33%	41%	63%	35%	26%	19%	30%	35%
Single Family Residence	78%	71%	65%	30%	71%	67%	59%	38%	65%	74%	81%	70%	65%

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	\$421K	\$438K	\$441K	\$330K	\$417K	\$305K	\$436K	\$609K	\$413K	\$416K	\$712K	\$524K	\$359K
Prior Year	\$347K	\$397K	\$323K	\$365K	\$308K	\$348K	\$348K	\$282K	\$412K	\$389K	\$374K	\$383K	\$421K
Percent Change from Prior Year	21%	10%	36%	-10%	35%	-12%	25%	116%	0%	7%	90%	37%	-15%

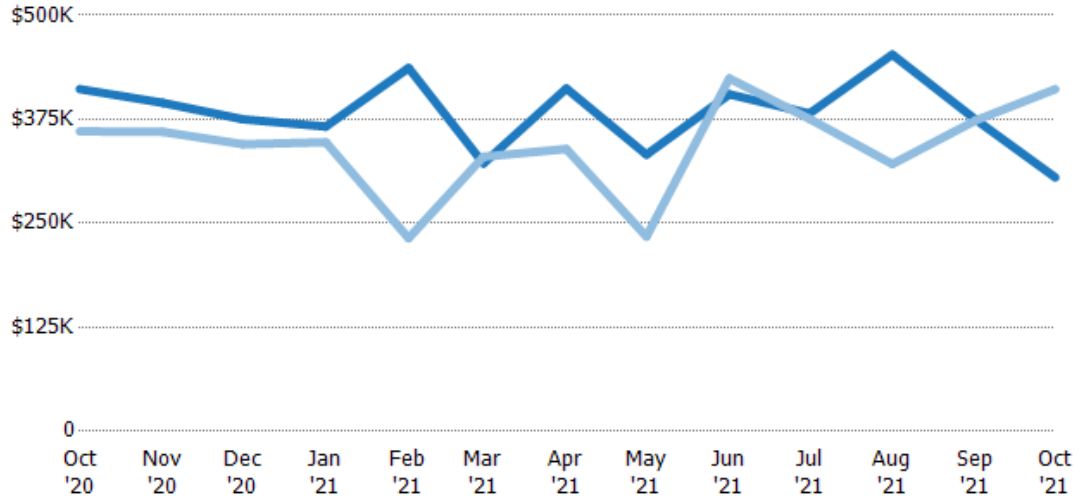
Median Sales Price

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.
Oct '21	\$305K	-25.8%
Oct '20	\$411K	14.1%
Oct '19	\$360K	8.9%



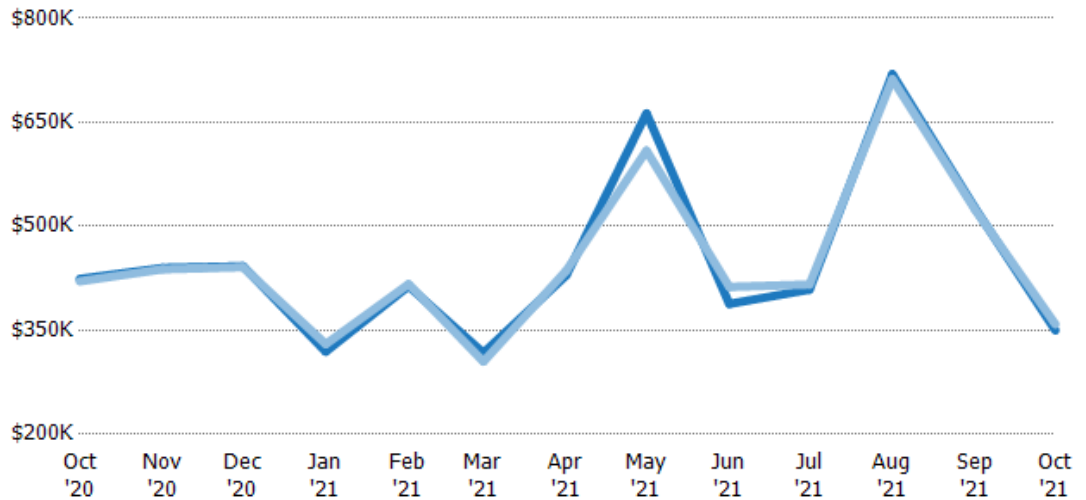
	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21
Current Year	\$411K	\$395K	\$375K	\$366K	\$437K	\$322K	\$412K	\$333K	\$405K	\$382K	\$453K	\$375K	\$305K
Prior Year	\$360K	\$360K	\$345K	\$347K	\$232K	\$330K	\$339K	\$234K	\$424K	\$375K	\$321K	\$373K	\$411K
Percent Change from Prior Year	14%	10%	9%	5%	88%	-2%	21%	42%	-5%	2%	41%	0%	-26%

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



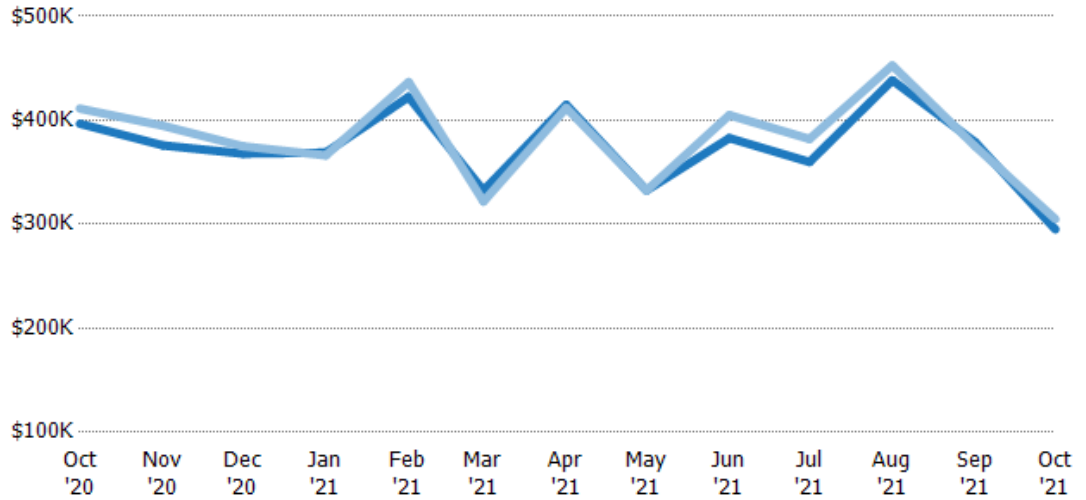
	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21
Avg List Price	\$424K	\$440K	\$443K	\$319K	\$414K	\$317K	\$429K	\$663K	\$388K	\$409K	\$720K	\$526K	\$350K
Avg Sales Price	\$421K	\$438K	\$441K	\$330K	\$417K	\$305K	\$436K	\$609K	\$413K	\$416K	\$712K	\$524K	\$359K
Avg Sales Price as a % of Avg List Price	99%	100%	100%	103%	101%	96%	102%	92%	106%	102%	99%	100%	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

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

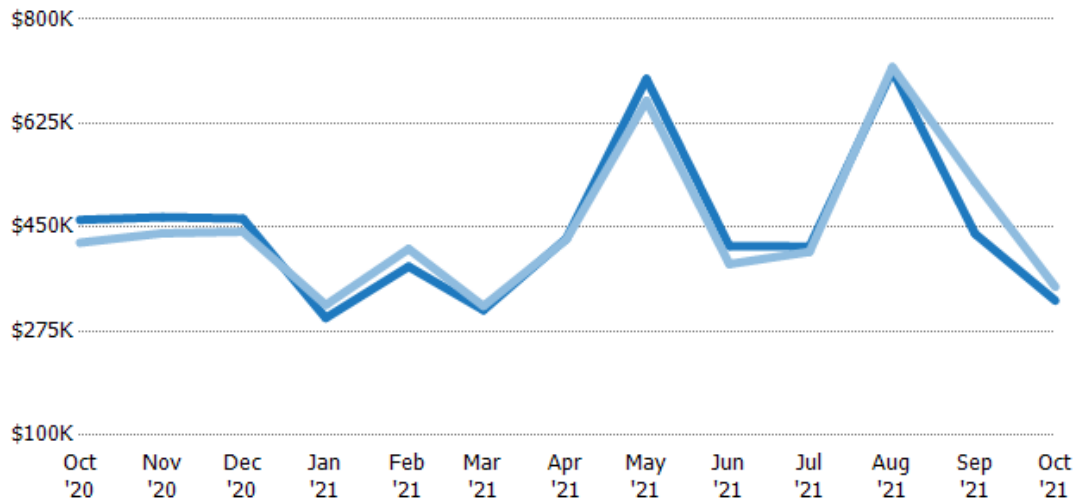


Average Sales Price vs Average Est Value

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

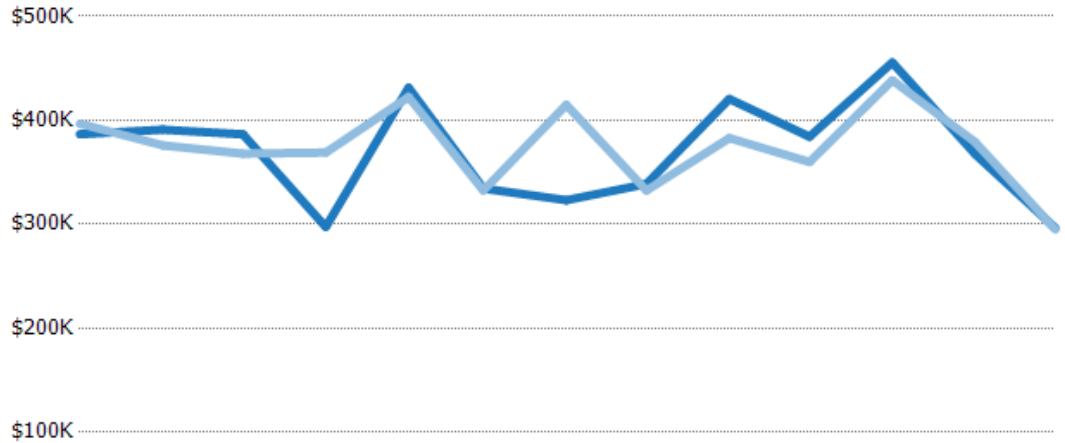


Median Sales Price vs Median Est Value

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



	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21
Median Est Value	\$387K	\$391K	\$387K	\$297K	\$431K	\$334K	\$323K	\$339K	\$420K	\$384K	\$456K	\$367K	\$296K
Median Sales Price	\$397K	\$376K	\$368K	\$369K	\$422K	\$333K	\$415K	\$333K	\$383K	\$360K	\$439K	\$379K	\$295K
Med Sales Price as a % of Med Est Value	103%	96%	95%	124%	98%	99%	128%	98%	91%	94%	96%	103%	100%