

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	63	49	+28.6%	990	984	+0.6%
New Listing Volume	\$30,556,300	\$16,046,250	+90.4%	\$423,775,439	\$363,948,462	+16.4%
Active Listing Count	298	335	-11%	N/A	N/A	
Active Listing Volume	\$160,263,799	\$173,778,276	-7.8%	N/A	N/A	
Average Listing Price	\$537,798	\$518,741	+3.7%	\$568,918	\$470,611	+20.9%
Median Listing Price	\$337,000	\$299,000	+12.7%	\$334,515	\$293,502	+14%
Median Days in RPR	70.5	97	-27.3%	94.86	127.75	-25.7%
Months of Inventory	2.8	2.6	+10.1%	3.3	8.1	-59.5%
Absorption Rate	35.23%	38.81%	-3.6%	30.33%	12.29%	+18%
Sales Activity Charts Metrics						
New Pending Sales Count	8	78	-89.7%	934	1,144	-18.4%
New Pending Sales Volume	\$6,019,400	\$31,040,400	-80.6%	\$352,134,840	\$381,999,080	-7.8%
Pending Sales Count	16	175	-90.9%	N/A	N/A	
Pending Sales Volume	\$5,874,700	\$62,017,297	-90.5%	N/A	N/A	
Closed Sales Count	88	132	-33.3%	898	826	+8.7%
Closed Sales Volume	\$35,763,137	\$42,607,049	-16.1%	\$332,134,263	\$261,401,705	+27.1%
Average Sales Price	\$406,399	\$322,781	+25.9%	\$369,860	\$316,467	+16.9%
Median Sales Price	\$325,500	\$267,500	+21.7%	\$291,031	\$249,737	+16.5%

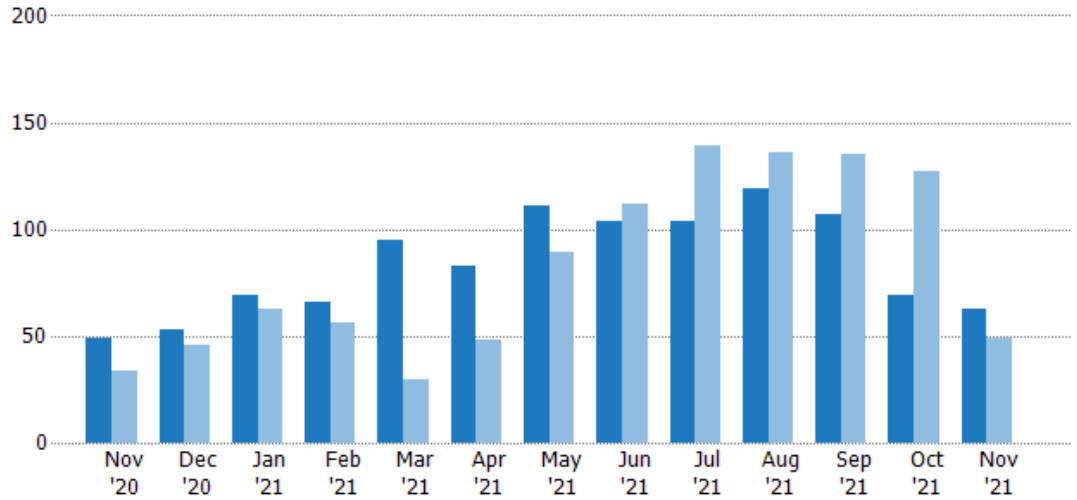
New Listings

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.
Nov '21	63	28.6%
Nov '20	49	44.1%
Nov '19	34	58.8%



Current Year	49	53	69	66	95	83	111	104	104	119	107	69	63
Prior Year	34	46	63	56	30	48	89	112	139	136	135	127	49
Percent Change from Prior Year	44%	15%	10%	18%	217%	73%	25%	-7%	-25%	-13%	-21%	-46%	29%

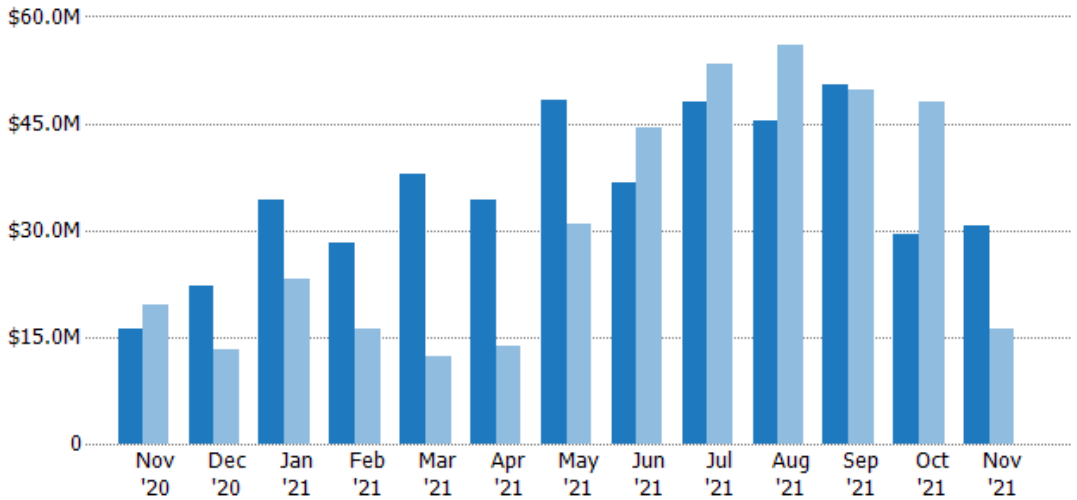
New Listing Volume

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.
Nov '21	\$30.6M	90.4%
Nov '20	\$16M	-17.9%
Nov '19	\$19.5M	-14%



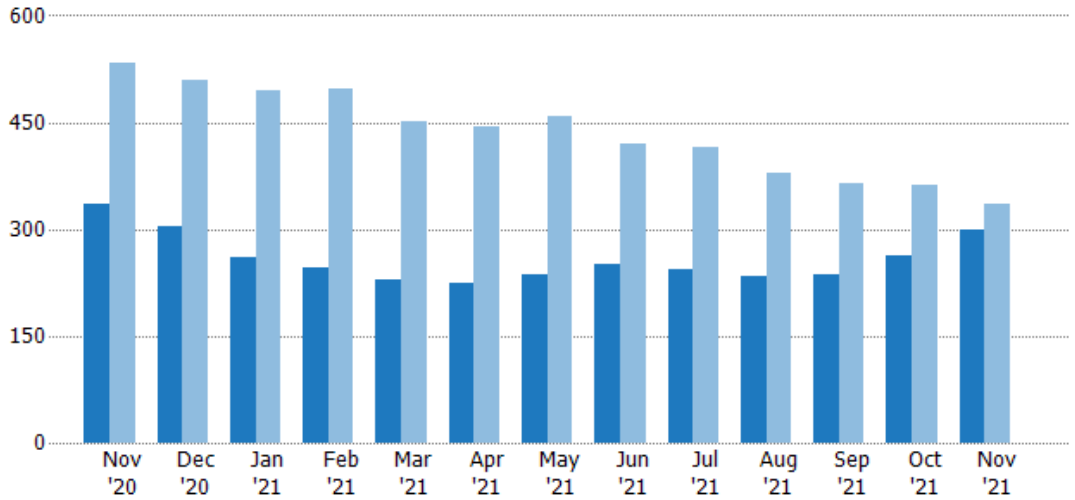
Current Year	\$16M	\$22.2M	\$34.4M	\$28.3M	\$37.9M	\$34.2M	\$48.2M	\$36.6M	\$48.1M	\$45.4M	\$50.5M	\$29.5M	\$30.6M
Prior Year	\$19.5M	\$13.3M	\$23.1M	\$16.2M	\$12.3M	\$13.8M	\$30.9M	\$44.3M	\$53.4M	\$56.1M	\$49.8M	\$48M	\$16M
Percent Change from Prior Year	-18%	67%	49%	75%	208%	147%	56%	-17%	-10%	-19%	1%	-38%	90%

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



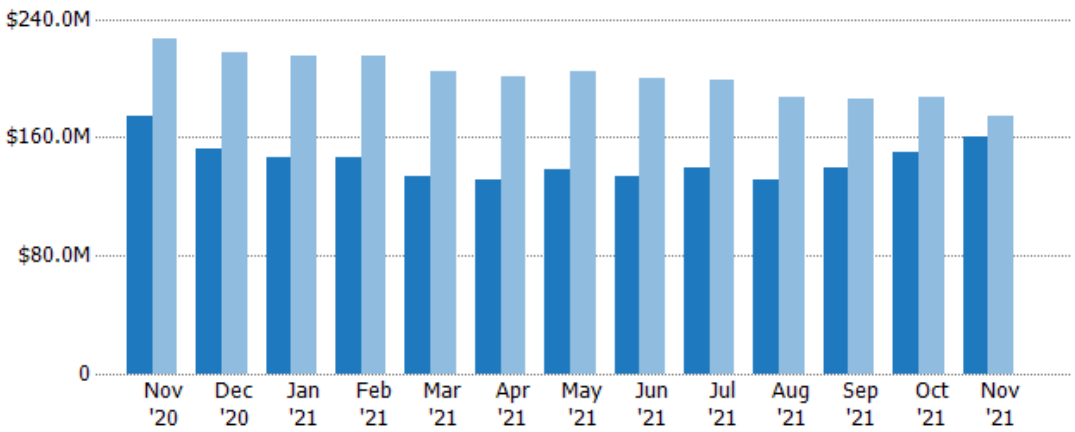
	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21
Current Year	335	303	260	245	229	225	237	252	243	235	237	262	298
Prior Year	534	510	495	498	451	443	459	421	415	378	364	361	335
Percent Change from Prior Year	-37%	-41%	-47%	-51%	-49%	-49%	-48%	-40%	-41%	-38%	-35%	-27%	-11%

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



	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	\$174M	\$152M	\$146M	\$147M	\$134M	\$131M	\$138M	\$133M	\$139M	\$131M	\$139M	\$150M	\$160M
Prior Year	\$226M	\$217M	\$215M	\$215M	\$204M	\$201M	\$205M	\$200M	\$199M	\$187M	\$186M	\$188M	\$174M
Percent Change from Prior Year	-23%	-30%	-32%	-32%	-34%	-35%	-33%	-34%	-30%	-30%	-25%	-20%	-8%

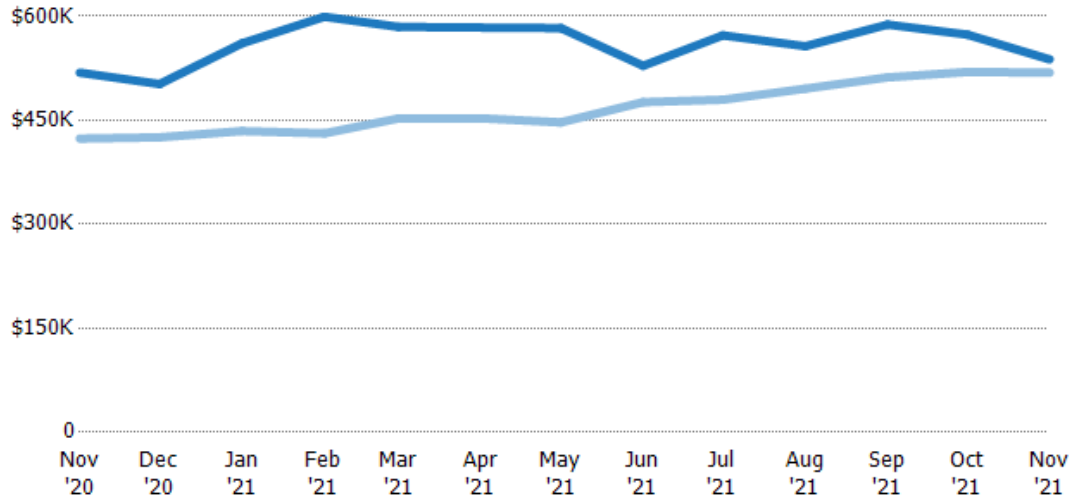
Average Listing Price

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

Month/Year	Price	% Chg.
Nov '21	\$538K	3.7%
Nov '20	\$519K	22.5%
Nov '19	\$424K	-11.8%



Current Year	\$519K	\$502K	\$561K	\$599K	\$585K	\$584K	\$583K	\$529K	\$573K	\$557K	\$588K	\$574K	\$538K
Prior Year	\$424K	\$425K	\$434K	\$431K	\$453K	\$453K	\$447K	\$476K	\$480K	\$496K	\$512K	\$520K	\$519K
Percent Change from Prior Year	22%	18%	29%	39%	29%	29%	30%	11%	19%	12%	15%	10%	4%

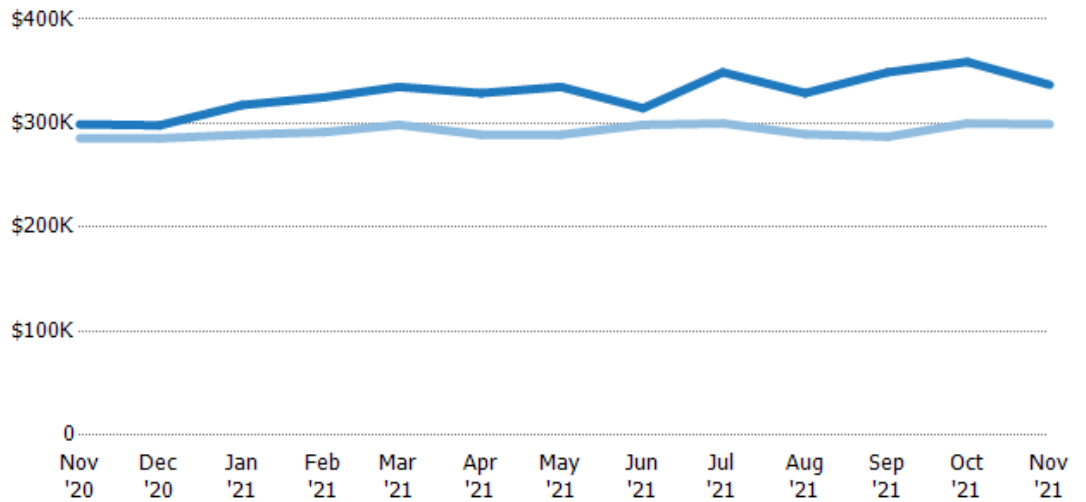
Median Listing Price

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

Month/Year	Price	% Chg.
Nov '21	\$337K	12.7%
Nov '20	\$299K	4.7%
Nov '19	\$285K	-7.2%



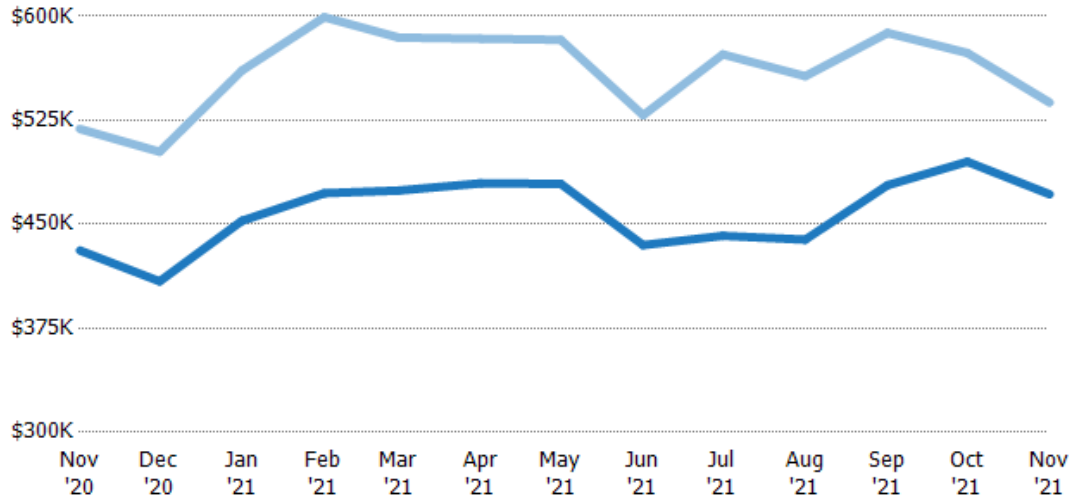
Current Year	\$299K	\$298K	\$318K	\$325K	\$335K	\$329K	\$335K	\$315K	\$349K	\$329K	\$349K	\$359K	\$337K
Prior Year	\$285K	\$285K	\$289K	\$292K	\$299K	\$289K	\$289K	\$299K	\$300K	\$290K	\$287K	\$300K	\$299K
Percent Change from Prior Year	5%	4%	10%	11%	12%	14%	16%	5%	16%	14%	22%	20%	13%

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



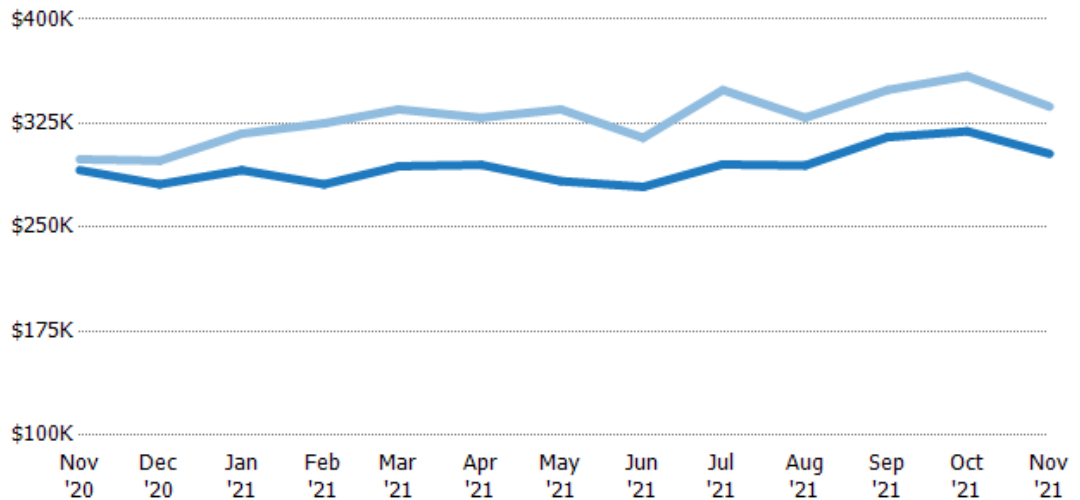
	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21
Avg Est Value	\$431K	\$409K	\$453K	\$472K	\$474K	\$480K	\$479K	\$435K	\$442K	\$439K	\$478K	\$495K	\$472K
Avg Listing Price	\$519K	\$502K	\$561K	\$599K	\$585K	\$584K	\$583K	\$529K	\$573K	\$557K	\$588K	\$574K	\$538K
Avg Listing Price as a % of Avg Est Value	120%	123%	124%	127%	123%	122%	122%	122%	130%	127%	123%	116%	114%

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



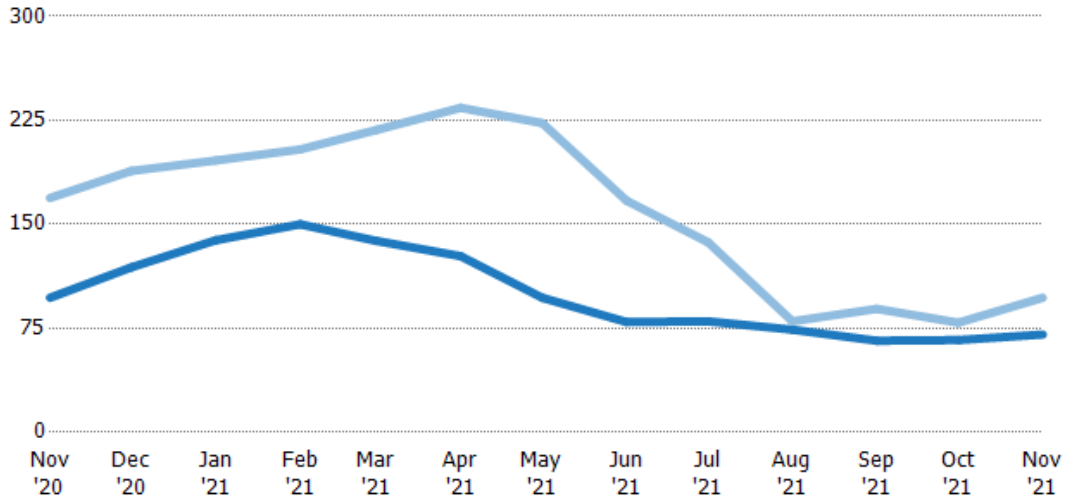
	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21
Median Est Value	\$291K	\$281K	\$291K	\$281K	\$294K	\$295K	\$283K	\$279K	\$295K	\$295K	\$315K	\$319K	\$303K
Median Listing Price	\$299K	\$298K	\$318K	\$325K	\$335K	\$329K	\$335K	\$315K	\$349K	\$329K	\$349K	\$359K	\$337K
Med Listing Price as a % of Med Est Value	103%	106%	109%	116%	114%	112%	118%	113%	118%	112%	111%	112%	111%

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



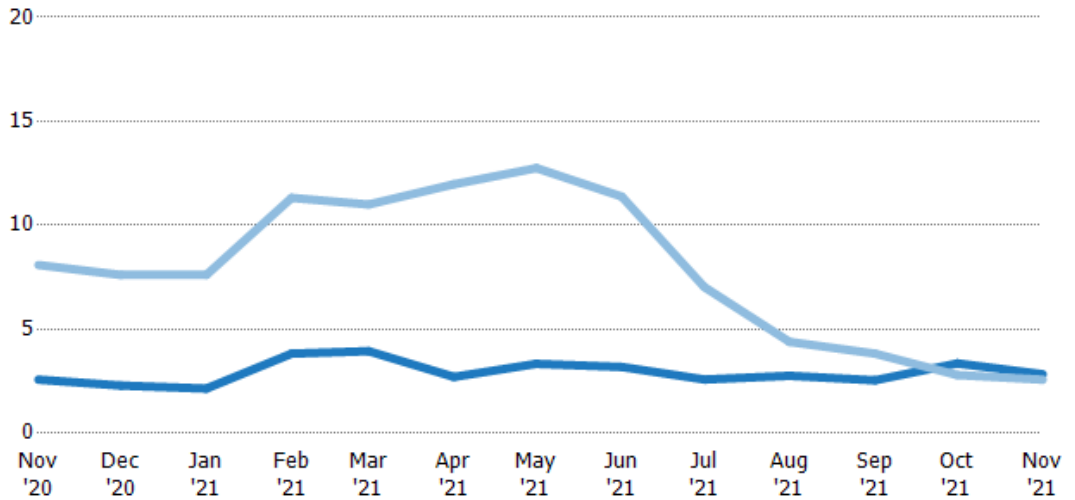
	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21
Current Year	97	119	139	150	138	127	97	79.5	80	74	66	66.5	70.5
Prior Year	169	189	196	204	218	234	223	167	137	80	89	79	97
Percent Change from Prior Year	-43%	-37%	-29%	-26%	-37%	-46%	-57%	-52%	-42%	-8%	-26%	-16%	-27%

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



	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	2.58	2.3	2.15	3.83	3.95	2.71	3.34	3.19	2.59	2.76	2.55	3.36	2.84
Prior Year	8.09	7.61	7.62	11.3	11	12	12.8	11.4	7.03	4.4	3.83	2.8	2.58
Percent Change from Prior Year	-68%	-70%	-72%	-66%	-64%	-77%	-74%	-72%	-63%	-37%	-33%	20%	10%

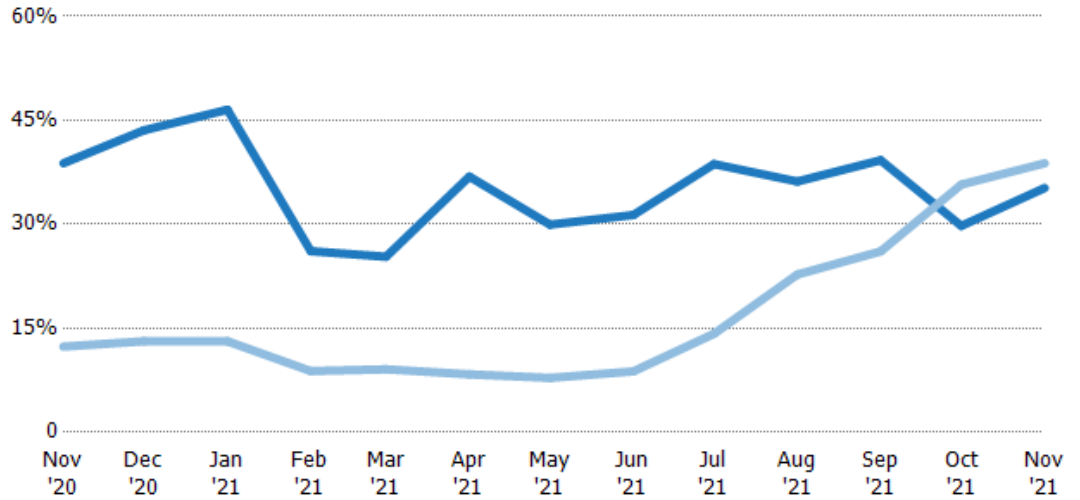
Absorption Rate

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.
Nov '21	35%	3.6%
Nov '20	39%	-26.5%
Nov '19	12%	-11.3%



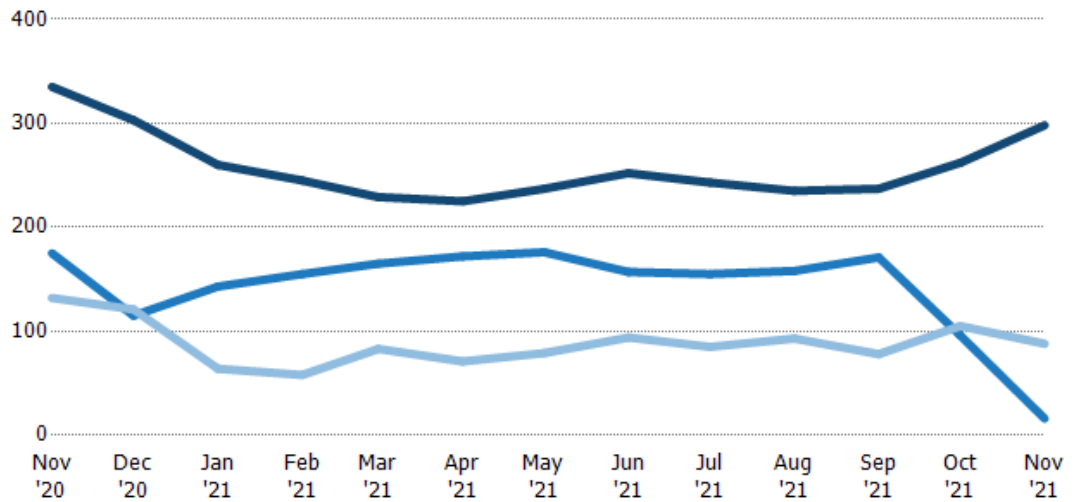
Current Year	39%	44%	47%	26%	25%	37%	30%	31%	39%	36%	39%	30%	35%
Prior Year	12%	13%	13%	9%	9%	8%	8%	9%	14%	23%	26%	36%	39%
Change from Prior Year	-26%	-30%	-33%	-17%	-16%	-29%	-22%	-23%	-24%	-13%	-13%	6%	4%

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



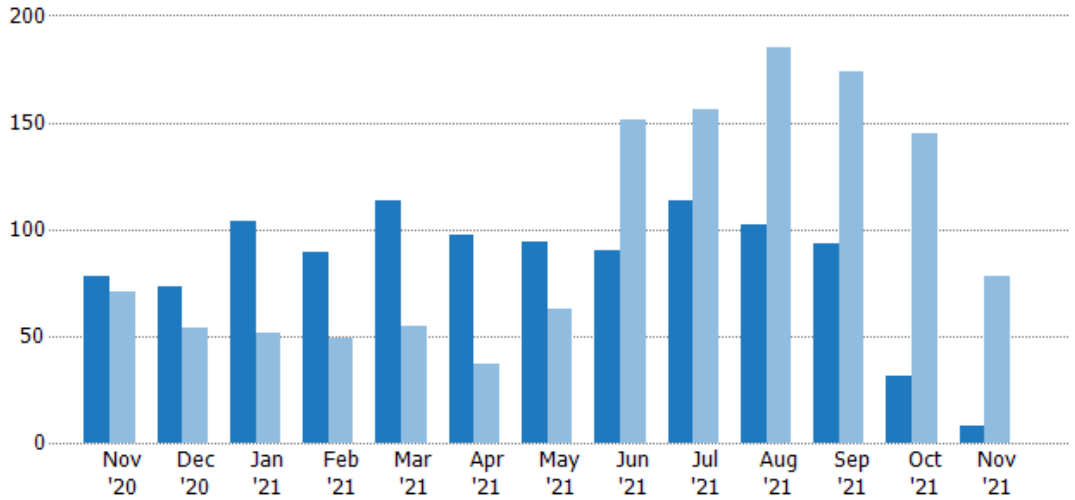
Active	335	303	260	245	229	225	237	252	243	235	237	262	298
Pending	175	115	143	155	165	172	176	157	155	158	171	96	16
Sold	132	121	64	58	83	71	79	94	85	93	78	105	88

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



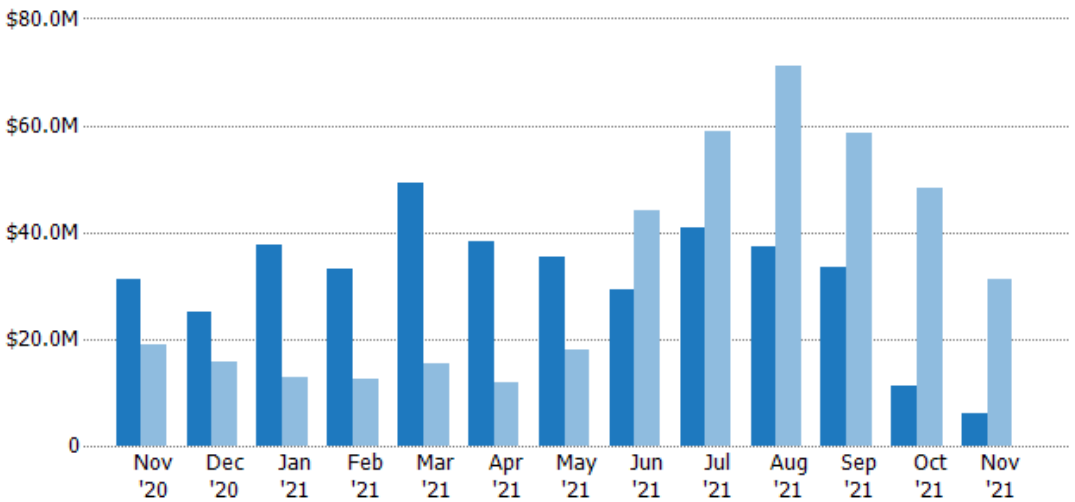
	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21
Current Year	78	73	104	89	113	97	94	90	113	102	93	31	8
Prior Year	71	54	51	49	55	37	63	151	156	185	174	145	78
Percent Change from Prior Year	10%	35%	104%	82%	105%	162%	49%	-40%	-28%	-45%	-47%	-79%	-90%

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



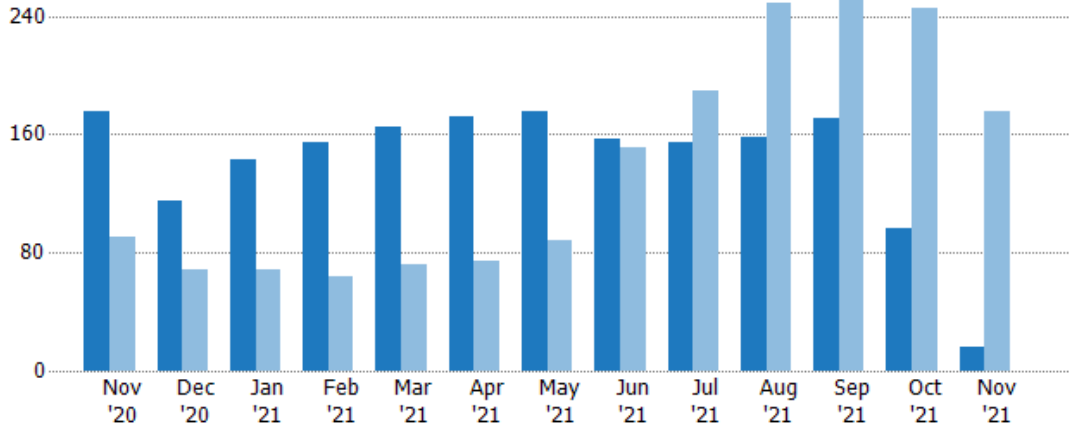
	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21
Current Year	\$31M	\$25.2M	\$37.6M	\$33M	\$49.3M	\$38.4M	\$35.4M	\$29.4M	\$40.9M	\$37.5M	\$33.5M	\$11.2M	\$6.02M
Prior Year	\$19M	\$15.7M	\$12.9M	\$12.4M	\$15.3M	\$11.8M	\$18M	\$44M	\$58.8M	\$71.3M	\$58.4M	\$48.2M	\$31M
Percent Change from Prior Year	64%	61%	192%	166%	223%	226%	97%	-33%	-30%	-47%	-43%	-77%	-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



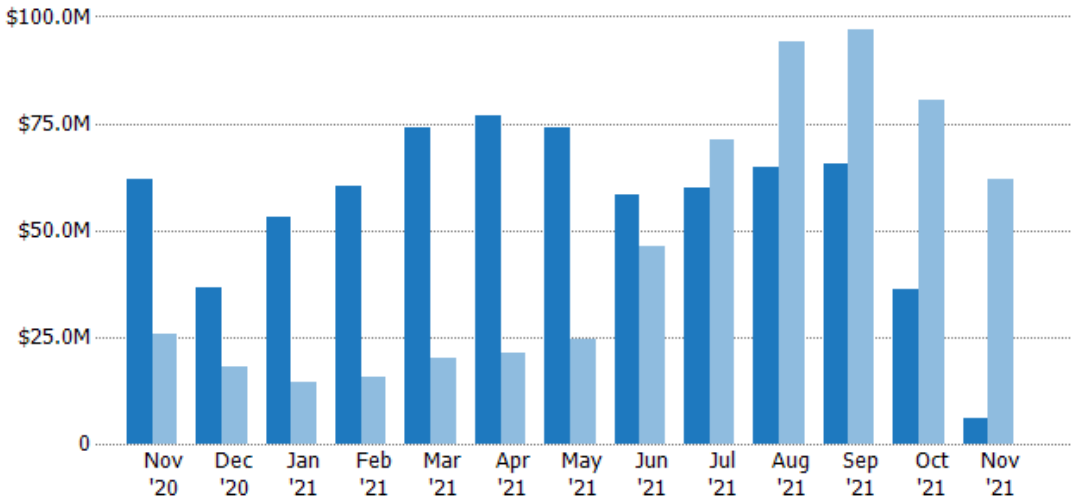
	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21
Current Year	175	115	143	155	165	172	176	157	155	158	171	96	16
Prior Year	91	68	69	64	72	74	88	151	190	249	264	245	175
Percent Change from Prior Year	92%	69%	107%	142%	129%	132%	100%	4%	-18%	-37%	-35%	-61%	-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

State: VT
 County: Windham County, Vermont
 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
Current Year	\$62M	\$36.5M	\$53.2M	\$60.4M	\$73.9M	\$76.7M	\$73.9M	\$58.3M	\$59.7M	\$64.8M	\$65.5M	\$36.2M	\$5.87M
Prior Year	\$25.6M	\$18.2M	\$14.6M	\$15.5M	\$20.1M	\$21.3M	\$24.6M	\$46.1M	\$71M	\$93.9M	\$96.9M	\$80.5M	\$62M
Percent Change from Prior Year	142%	101%	264%	290%	267%	260%	201%	27%	-16%	-31%	-32%	-55%	-91%

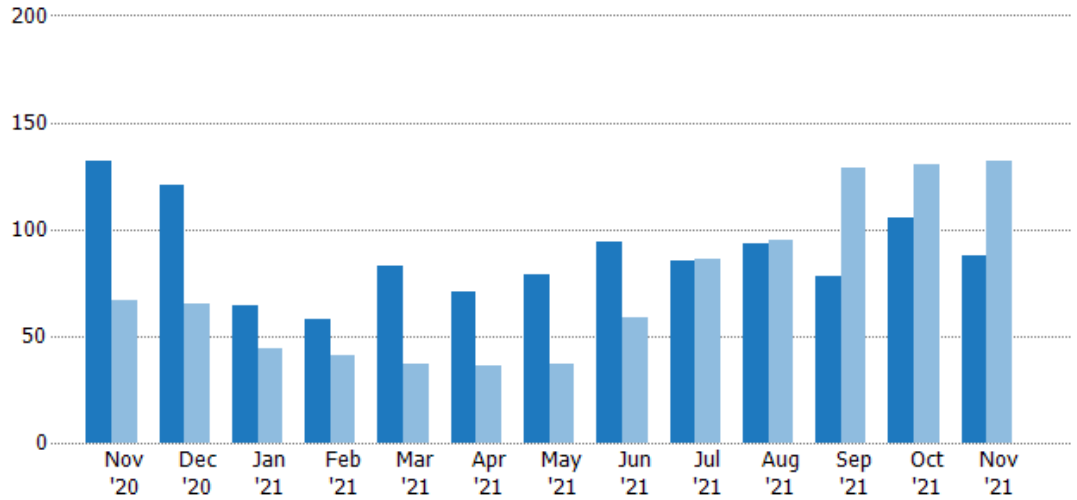
Closed Sales

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.
Nov '21	88	-33.3%
Nov '20	132	97%
Nov '19	67	0%



Current Year	132	121	64	58	83	71	79	94	85	93	78	105	88
Prior Year	67	65	44	41	37	36	37	59	86	95	129	130	132
Percent Change from Prior Year	97%	86%	45%	41%	124%	97%	114%	59%	-1%	-2%	-40%	-19%	-33%

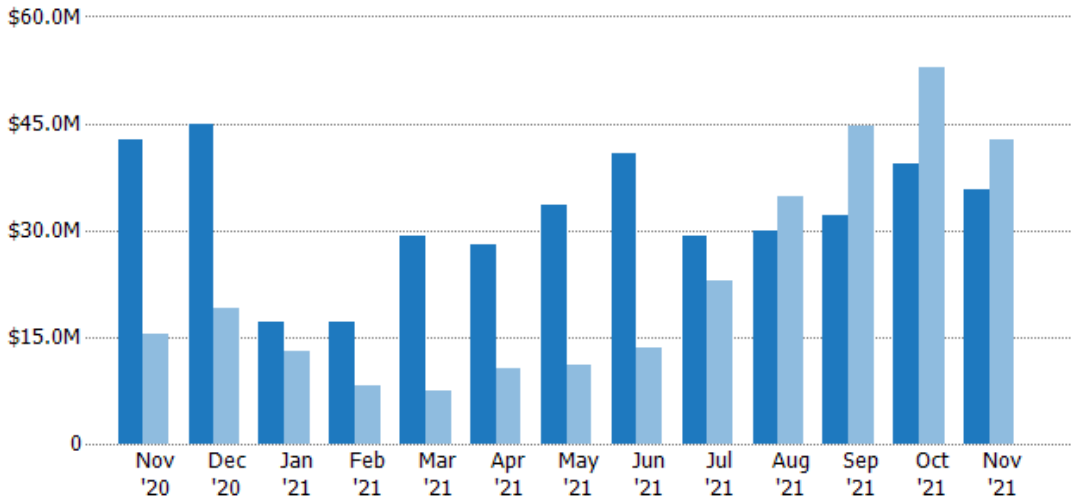
Closed Sales Volume

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.
Nov '21	\$35.8M	-16.1%
Nov '20	\$42.6M	176.4%
Nov '19	\$15.4M	0.7%



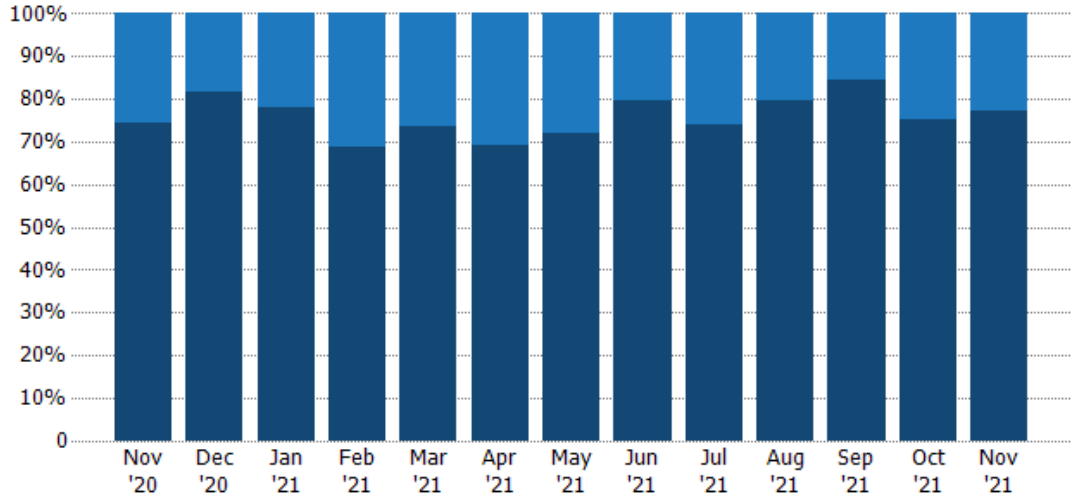
Current Year	\$42.6M	\$44.9M	\$17.2M	\$17.1M	\$29.2M	\$28M	\$33.6M	\$40.7M	\$29.1M	\$30M	\$32.1M	\$39.3M	\$35.8M
Prior Year	\$15.4M	\$19M	\$12.9M	\$8.11M	\$7.41M	\$10.7M	\$11.2M	\$13.4M	\$22.9M	\$34.7M	\$44.7M	\$52.8M	\$42.6M
Percent Change from Prior Year	176%	136%	33%	111%	293%	162%	201%	204%	27%	-14%	-28%	-25%	-16%

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



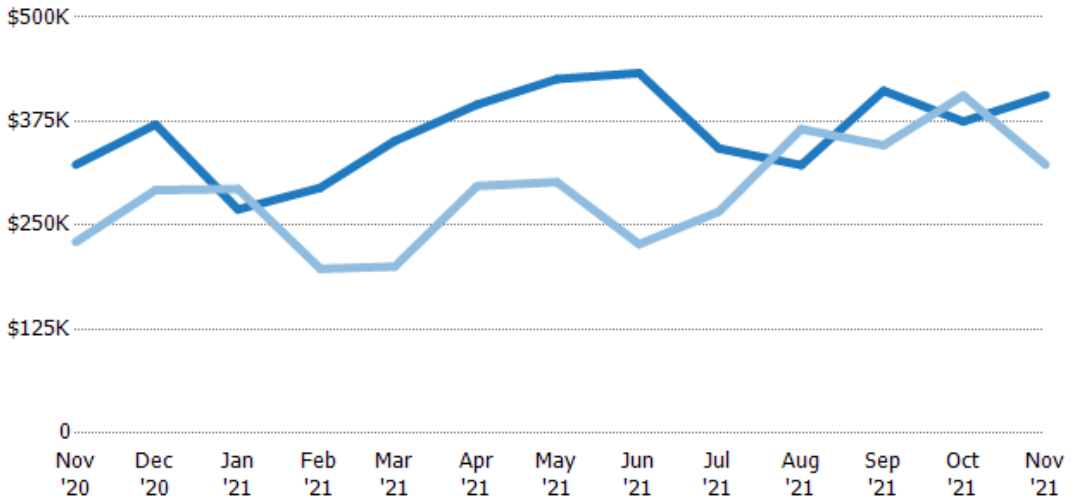
Condo/Townhouse	26%	18%	22%	31%	27%	31%	28%	20%	26%	20%	15%	25%	23%
Single Family Residence	74%	82%	78%	69%	73%	69%	72%	80%	74%	80%	85%	75%	77%

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	\$323K	\$371K	\$269K	\$295K	\$351K	\$395K	\$426K	\$433K	\$342K	\$322K	\$412K	\$375K	\$406K
Prior Year	\$230K	\$292K	\$294K	\$198K	\$200K	\$297K	\$302K	\$227K	\$266K	\$366K	\$346K	\$406K	\$323K
Percent Change from Prior Year	40%	27%	-8%	49%	75%	33%	41%	91%	28%	-12%	19%	-8%	26%

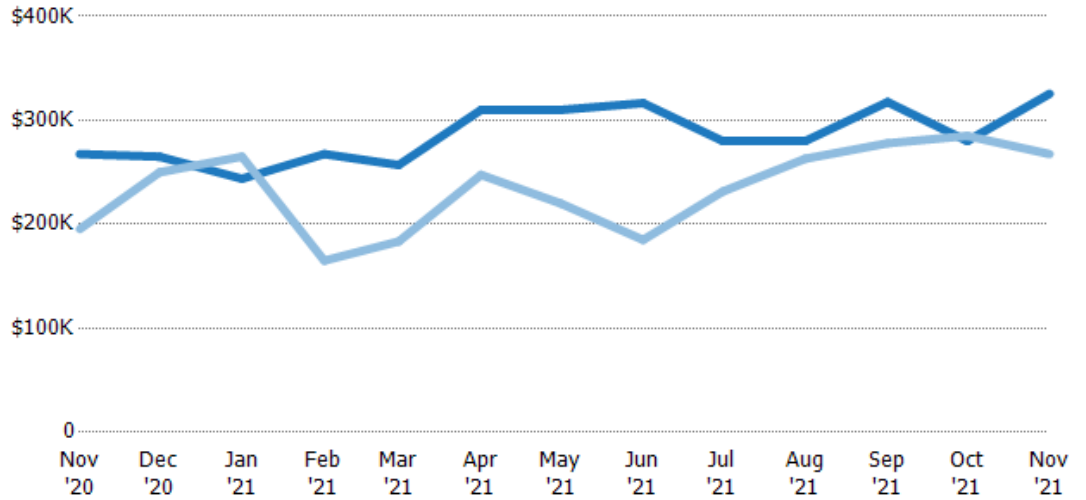
Median Sales Price

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.
Nov '21	\$326K	21.7%
Nov '20	\$268K	36.8%
Nov '19	\$196K	-0.3%



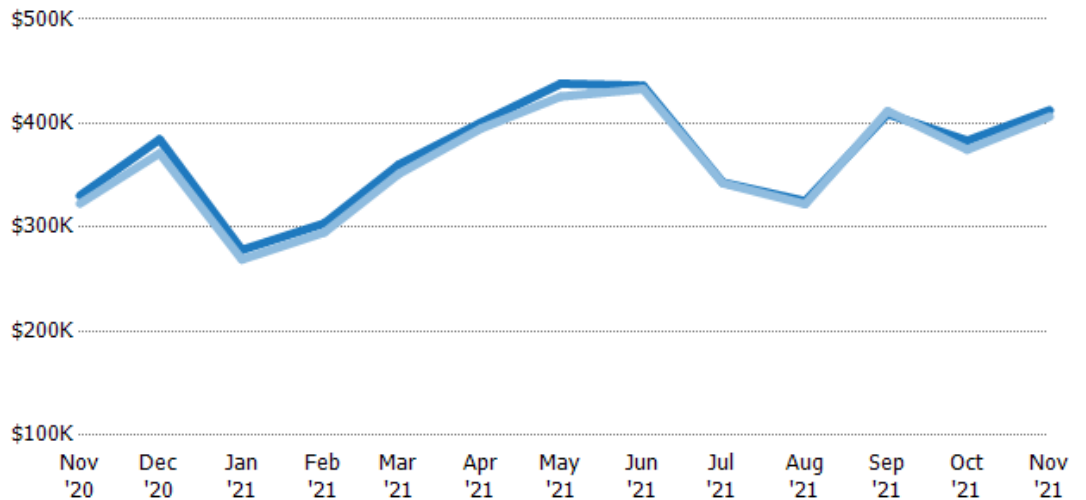
Current Year	\$268K	\$265K	\$244K	\$268K	\$257K	\$310K	\$310K	\$317K	\$280K	\$280K	\$318K	\$280K	\$326K
Prior Year	\$196K	\$250K	\$265K	\$165K	\$184K	\$248K	\$220K	\$185K	\$232K	\$263K	\$278K	\$285K	\$268K
Percent Change from Prior Year	37%	6%	-8%	62%	40%	25%	41%	71%	21%	6%	14%	-2%	22%

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



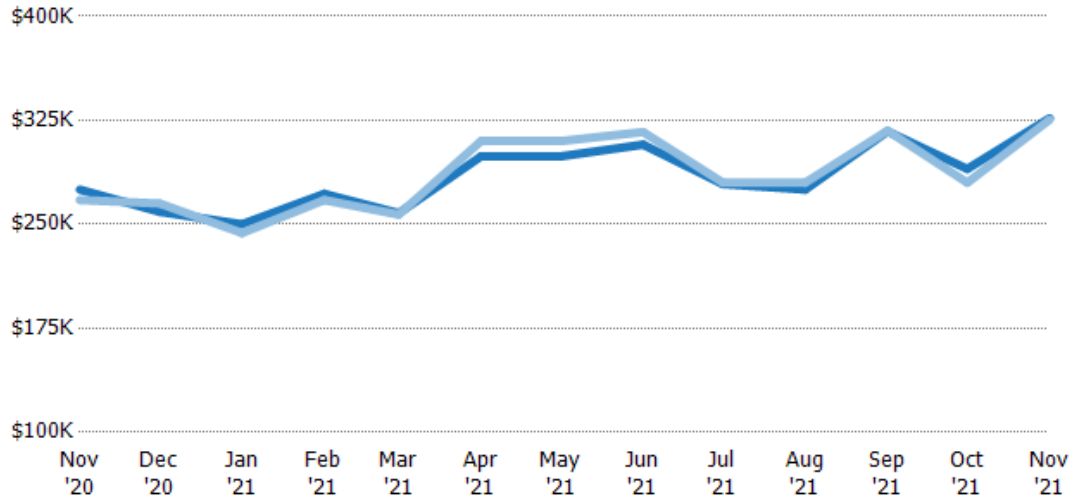
Avg List Price	\$330K	\$385K	\$278K	\$304K	\$360K	\$401K	\$438K	\$436K	\$343K	\$325K	\$409K	\$383K	\$412K
Avg Sales Price	\$323K	\$371K	\$269K	\$295K	\$351K	\$395K	\$426K	\$433K	\$342K	\$322K	\$412K	\$375K	\$406K
Avg Sales Price as a % of Avg List Price	98%	97%	97%	97%	98%	99%	97%	99%	100%	99%	101%	98%	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

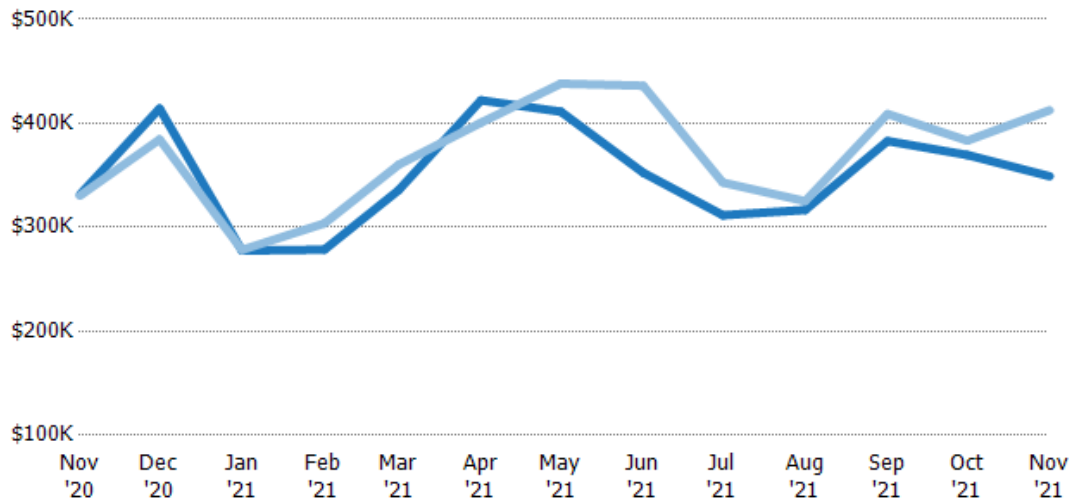


Average Sales Price vs Average Est Value

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

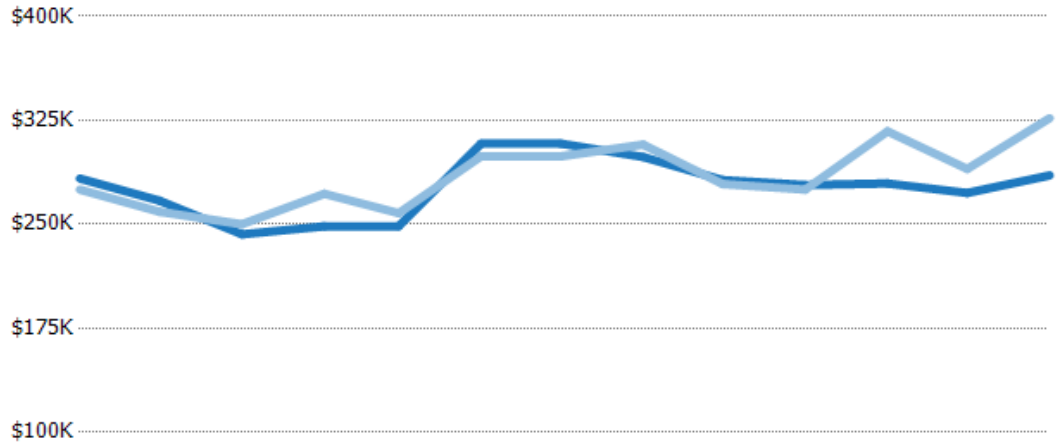


Median Sales Price vs Median Est Value

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



	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	\$283K	\$267K	\$243K	\$249K	\$249K	\$308K	\$308K	\$299K	\$282K	\$278K	\$279K	\$273K	\$285K
Median Sales Price	\$275K	\$259K	\$250K	\$272K	\$258K	\$299K	\$299K	\$307K	\$279K	\$275K	\$317K	\$290K	\$327K
Med Sales Price as a % of Med Est Value	97%	97%	103%	109%	104%	97%	97%	103%	99%	99%	113%	106%	114%