

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	39	53	-26.4%	804	813	-1.1%
New Listing Volume	\$13,597,900	\$22,753,600	-40.2%	\$289,134,014	\$274,444,064	+5.4%
Active Listing Count	178	190	-6.3%	N/A	N/A	
Active Listing Volume	\$69,159,948	\$79,002,065	-12.5%	N/A	N/A	
Average Listing Price	\$388,539	\$415,800	-6.6%	\$443,577	\$367,717	+20.6%
Median Listing Price	\$275,450	\$299,900	-8.2%	\$300,561	\$281,196	+6.9%
Median Days in RPR	69.5	91	-23.6%	73.68	99.65	-26.1%
Months of Inventory	2	1.9	+2%	2.2	4.7	-52.4%
Absorption Rate	50.56%	51.58%	-1%	44.67%	21.25%	+23.4%
Sales Activity Charts Metrics						
New Pending Sales Count	2	55	-96.4%	723	883	-18.1%
New Pending Sales Volume	\$510,000	\$16,090,350	-96.8%	\$254,231,041	\$285,567,750	-11%
Pending Sales Count	8	96	-91.7%	N/A	N/A	
Pending Sales Volume	\$5,307,900	\$29,185,650	-81.8%	N/A	N/A	
Closed Sales Count	64	75	-14.7%	726	725	+0.1%
Closed Sales Volume	\$23,671,299	\$26,097,068	-9.3%	\$253,269,843	\$224,092,885	+13%
Average Sales Price	\$369,864	\$347,961	+6.3%	\$348,857	\$309,094	+12.9%
Median Sales Price	\$297,000	\$286,000	+3.8%	\$284,187	\$261,897	+8.5%

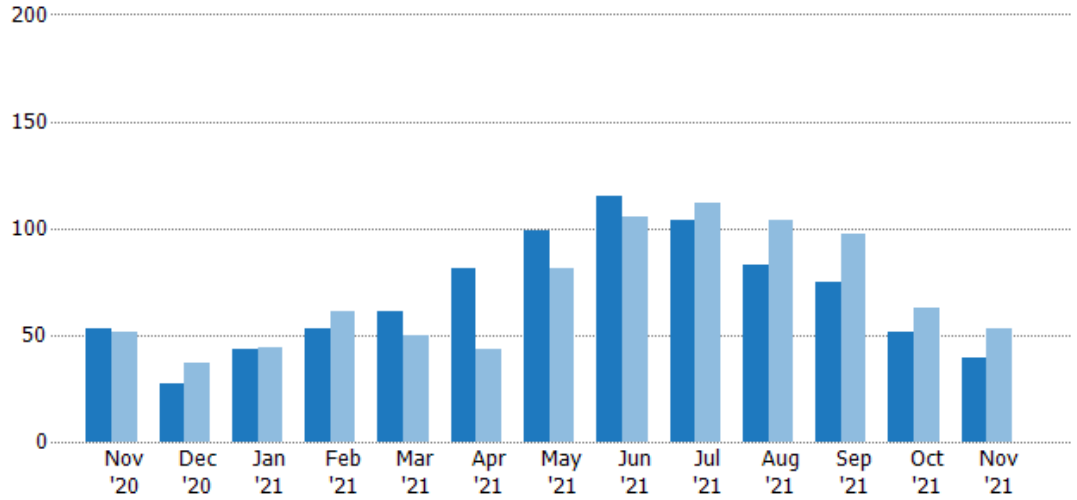
New Listings

The number of new residential listings that were added each month.

Filters Used

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

Month/Year	Count	% Chg.
Nov '21	39	-26.4%
Nov '20	53	3.9%
Nov '19	51	-31.4%



Current Year	53	27	43	53	61	81	99	115	104	83	75	51	39
Prior Year	51	37	44	61	50	43	81	105	112	104	97	63	53
Percent Change from Prior Year	4%	-27%	-2%	-13%	22%	88%	22%	10%	-7%	-20%	-23%	-19%	-26%

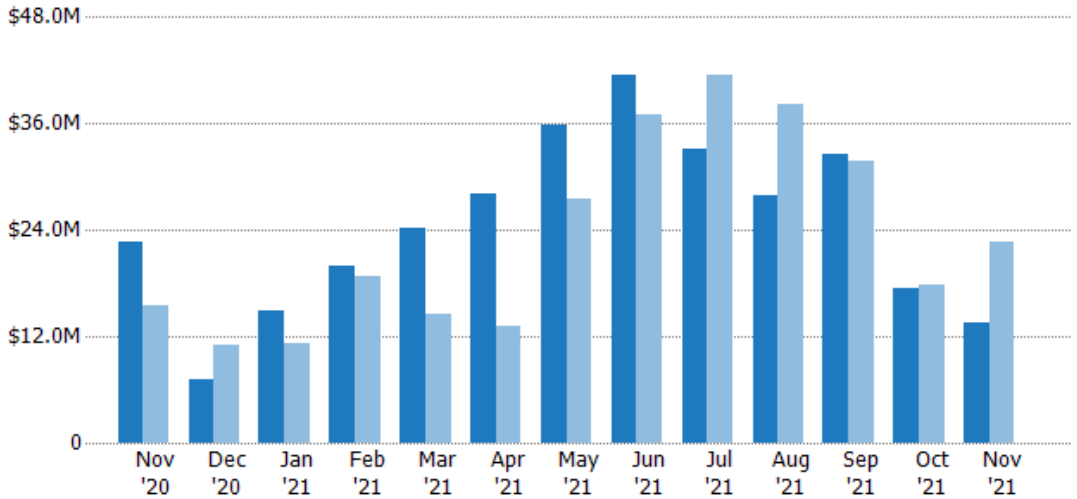
New Listing Volume

The sum of the listing price of residential listings that were added each month.

Filters Used

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

Month/Year	Volume	% Chg.
Nov '21	\$13.6M	-40.2%
Nov '20	\$22.8M	47.3%
Nov '19	\$15.4M	-39.2%



Current Year	\$22.8M	\$7.07M	\$15M	\$20M	\$24.2M	\$28.1M	\$35.9M	\$41.5M	\$33.1M	\$27.8M	\$32.6M	\$17.4M	\$13.6M
Prior Year	\$15.4M	\$11.1M	\$11.2M	\$18.8M	\$14.5M	\$13.2M	\$27.5M	\$37M	\$41.6M	\$38.3M	\$31.8M	\$17.9M	\$22.8M
Percent Change from Prior Year	47%	-36%	34%	6%	67%	113%	30%	12%	-20%	-27%	2%	-3%	-40%

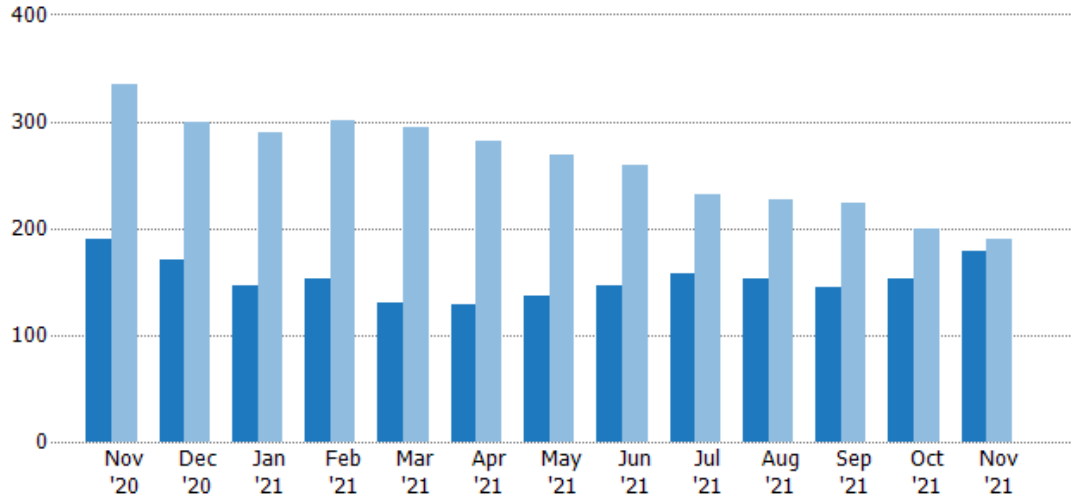
Active Listings

The number of active residential listings at the end of each month.

Filters Used

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

Month/Year	Count	% Chg.
Nov '21	178	-6.3%
Nov '20	190	-43.1%
Nov '19	334	9.9%



Current Year	190	170	147	152	130	128	136	146	157	152	145	152	178
Prior Year	334	299	289	301	295	281	268	259	232	226	223	199	190
Percent Change from Prior Year	-43%	-43%	-49%	-50%	-56%	-54%	-49%	-44%	-32%	-33%	-35%	-24%	-6%

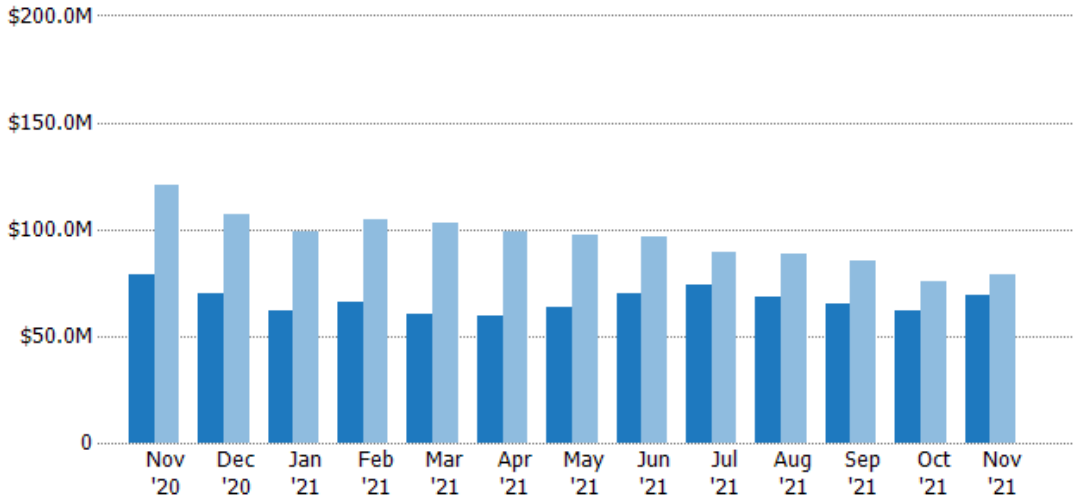
Active Listing Volume

The sum of the listing price of active residential listings at the end of each month.

Filters Used

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

Month/Year	Volume	% Chg.
Nov '21	\$69.2M	-12.5%
Nov '20	\$79M	-34.7%
Nov '19	\$121M	1%



Current Year	\$79M	\$70.2M	\$61.5M	\$66.1M	\$60.6M	\$59.3M	\$63.9M	\$69.7M	\$73.9M	\$68.3M	\$65.5M	\$61.9M	\$69.2M
Prior Year	\$121M	\$107M	\$99.1M	\$104M	\$103M	\$99M	\$97.6M	\$96.1M	\$89.2M	\$88.4M	\$85.3M	\$75.1M	\$79M
Percent Change from Prior Year	-35%	-35%	-38%	-37%	-41%	-40%	-35%	-27%	-17%	-23%	-23%	-18%	-12%

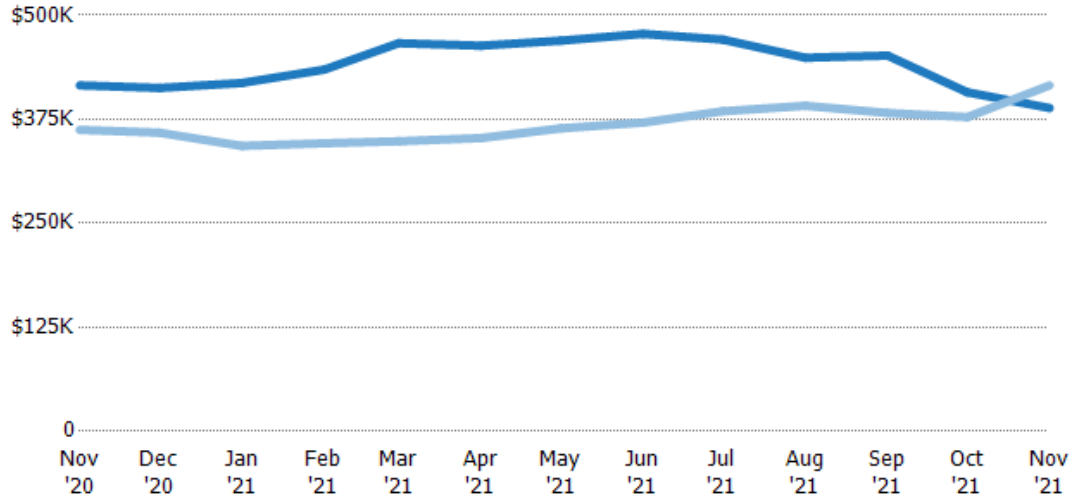
Average Listing Price

The average listing price of active residential listings at the end of each month.

Filters Used

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

Month/Year	Price	% Chg.
Nov '21	\$389K	-6.6%
Nov '20	\$416K	14.8%
Nov '19	\$362K	-8.1%



Current Year	\$416K	\$413K	\$419K	\$435K	\$466K	\$463K	\$470K	\$478K	\$471K	\$449K	\$452K	\$407K	\$389K
Prior Year	\$362K	\$359K	\$343K	\$346K	\$349K	\$352K	\$364K	\$371K	\$385K	\$391K	\$383K	\$378K	\$416K
Percent Change from Prior Year	15%	15%	22%	26%	34%	32%	29%	29%	22%	15%	18%	8%	-7%

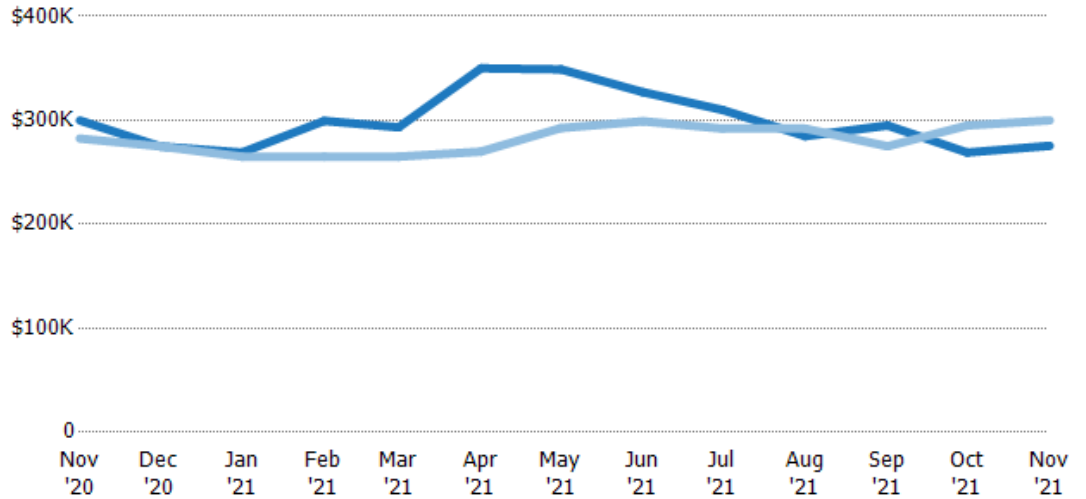
Median Listing Price

The median listing price of active residential listings at the end of each month.

Filters Used

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

Month/Year	Price	% Chg.
Nov '21	\$275K	-8.2%
Nov '20	\$300K	6.2%
Nov '19	\$282K	-9.7%



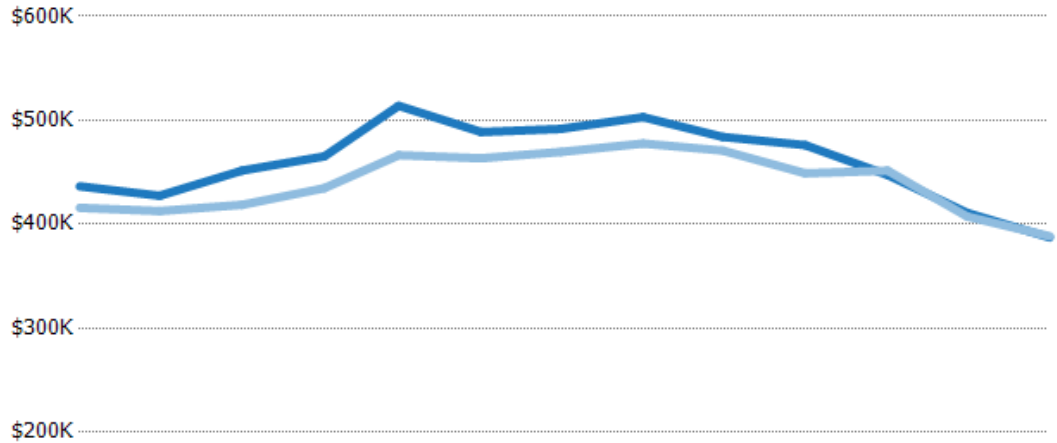
Current Year	\$300K	\$275K	\$269K	\$299K	\$293K	\$350K	\$349K	\$327K	\$310K	\$285K	\$295K	\$269K	\$275K
Prior Year	\$282K	\$275K	\$265K	\$265K	\$265K	\$270K	\$293K	\$299K	\$292K	\$292K	\$275K	\$295K	\$300K
Percent Change from Prior Year	6%	0%	2%	13%	11%	30%	19%	9%	6%	-2%	7%	-9%	-8%

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: Washington County, Vermont
 Property Type: Condo/Townhouse/Apt., Single Family



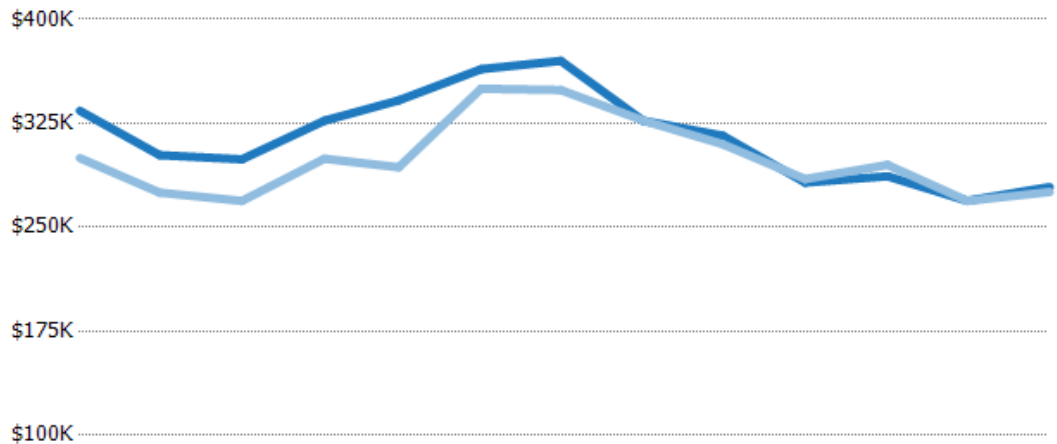
	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21
Avg Est Value	\$436K	\$427K	\$452K	\$465K	\$514K	\$489K	\$492K	\$503K	\$484K	\$476K	\$447K	\$411K	\$387K
Avg Listing Price	\$416K	\$413K	\$419K	\$435K	\$466K	\$463K	\$470K	\$478K	\$471K	\$449K	\$452K	\$407K	\$389K
Avg Listing Price as a % of Avg Est Value	95%	97%	93%	93%	91%	95%	95%	95%	97%	94%	101%	99%	100%

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: Washington 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	\$334K	\$302K	\$299K	\$327K	\$342K	\$364K	\$370K	\$327K	\$316K	\$282K	\$287K	\$269K	\$279K
Median Listing Price	\$300K	\$275K	\$269K	\$299K	\$293K	\$350K	\$349K	\$327K	\$310K	\$285K	\$295K	\$269K	\$275K
Med Listing Price as a % of Med Est Value	90%	91%	90%	92%	86%	96%	94%	100%	98%	101%	103%	100%	99%

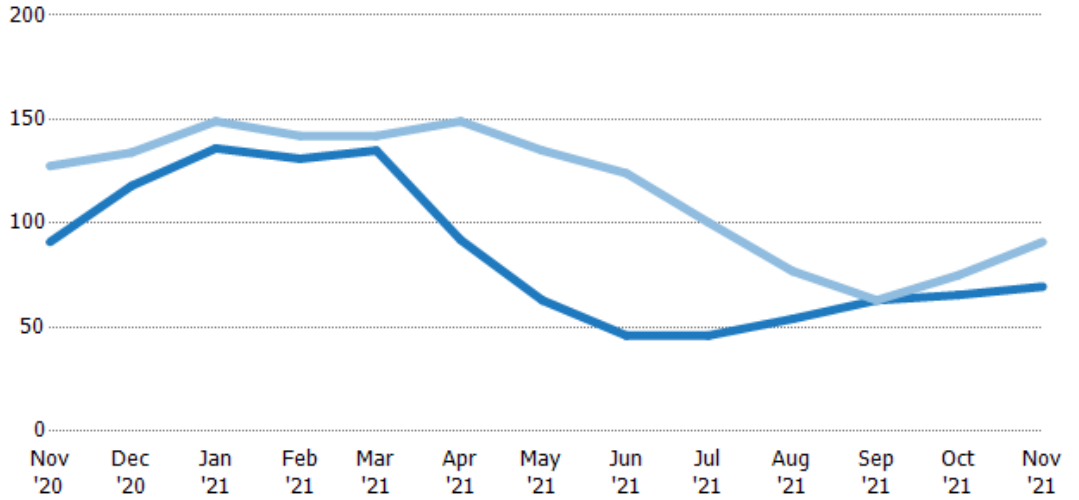
Median Days in RPR

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: Washington County, Vermont
 Property Type: Condo/Townhouse/Apt., Single Family

Month/Year	Days	% Chg.
Nov '21	69.5	-23.6%
Nov '20	91	-28.6%
Nov '19	128	-3.5%



Current Year	91	118	136	131	135	92	63	46	46	54	63	65.5	69.5
Prior Year	128	134	149	142	142	149	135	124	101	77	63	75	91
Percent Change from Prior Year	-29%	-12%	-9%	-8%	-5%	-38%	-53%	-63%	-54%	-30%	0%	-13%	-24%

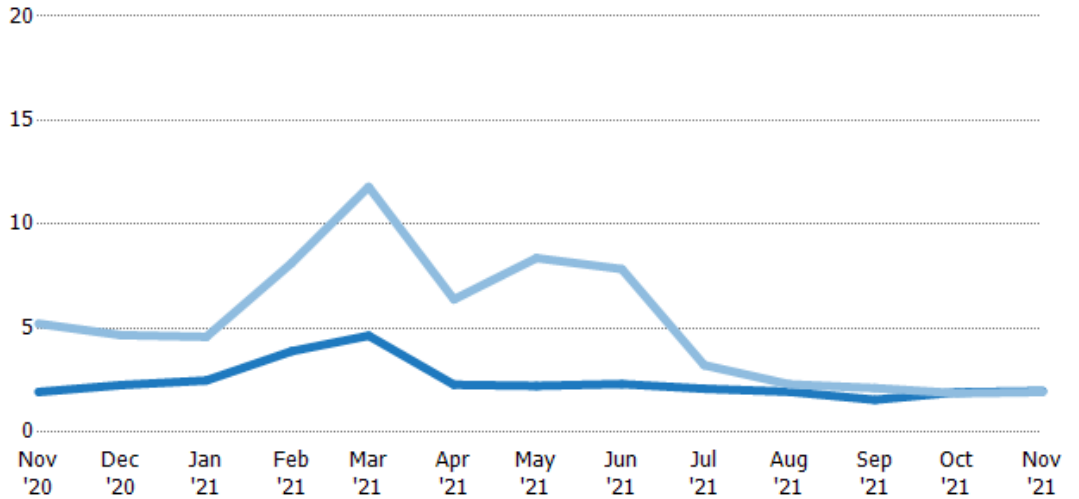
Months of Inventory

The number of months it would take to exhaust active listings at the current sales rate.

Filters Used

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

Month/Year	Months	% Chg.
Nov '21	1.98	2%
Nov '20	1.94	-62.9%
Nov '19	5.22	0.5%



Current Year	1.94	2.27	2.49	3.9	4.64	2.29	2.23	2.32	2.09	1.95	1.56	1.92	1.98
Prior Year	5.22	4.67	4.59	8.14	11.8	6.39	8.38	7.85	3.22	2.31	2.12	1.88	1.94
Percent Change from Prior Year	-63%	-51%	-46%	-52%	-61%	-64%	-73%	-70%	-35%	-15%	-27%	2%	2%

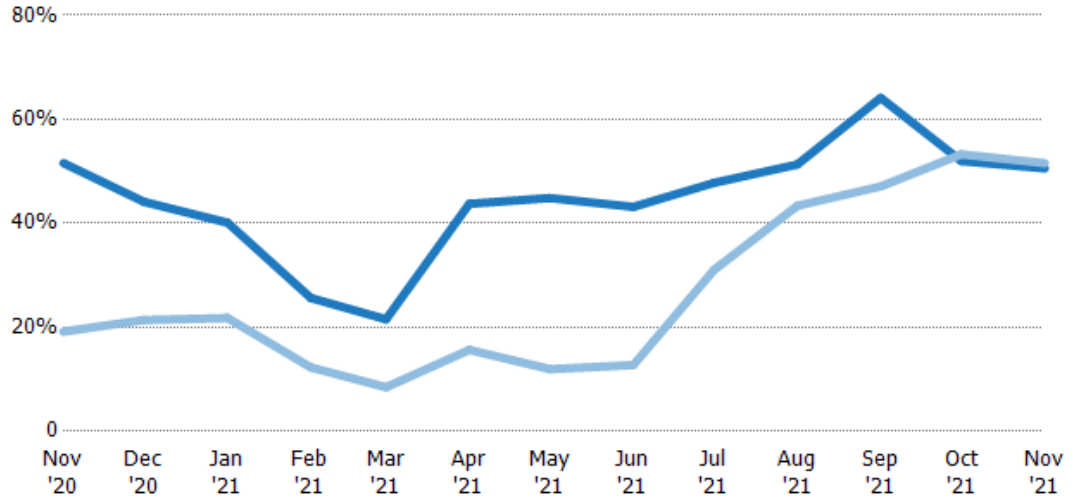
Absorption Rate

The percentage of inventory sold per month.

Filters Used

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

Month/Year	Rate	Chg.
Nov '21	51%	1%
Nov '20	52%	-32.4%
Nov '19	19%	-0.5%



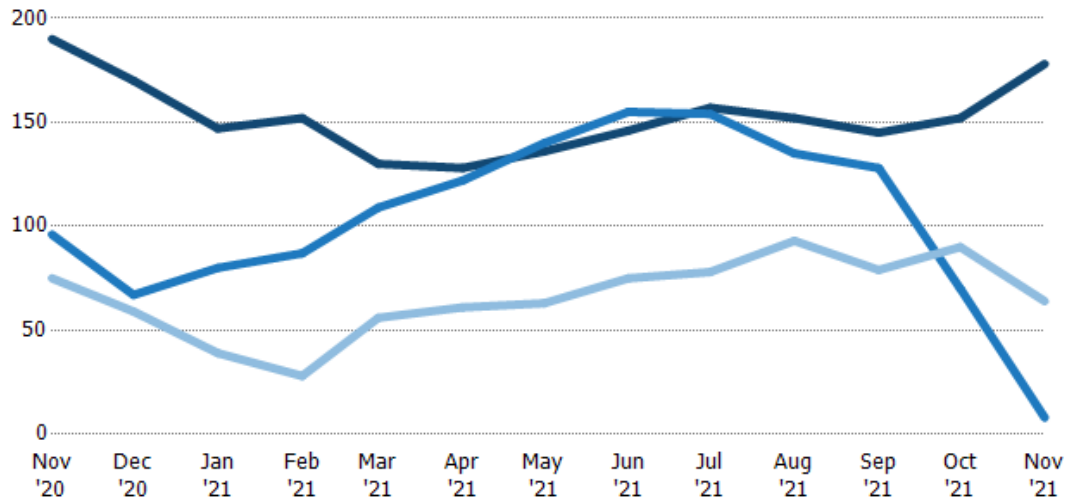
	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21
Current Year	52%	44%	40%	26%	22%	44%	45%	43%	48%	51%	64%	52%	51%
Prior Year	19%	21%	22%	12%	8%	16%	12%	13%	31%	43%	47%	53%	52%
Change from Prior Year	-32%	-23%	-18%	-13%	-13%	-28%	-33%	-30%	-17%	-8%	-17%	1%	1%

Active/Pending/Sold Units

The number of residential properties that were Active, Pending and Sold each month.

Filters Used

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



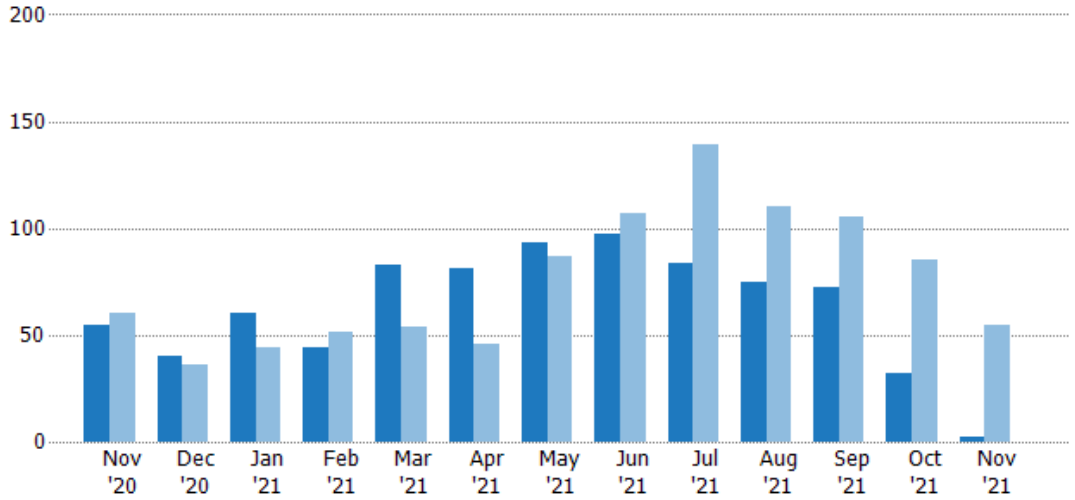
	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21
Active	190	170	147	152	130	128	136	146	157	152	145	152	178
Pending	96	67	80	87	109	122	140	155	154	135	128	70	8
Sold	75	59	39	28	56	61	63	75	78	93	79	90	64

New Pending Sales

The number of residential properties with accepted offers that were added each month.

Filters Used

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



Month/Year	Count	% Chg.
Nov '21	2	-96.4%
Nov '20	55	-8.3%
Nov '19	60	-48.3%

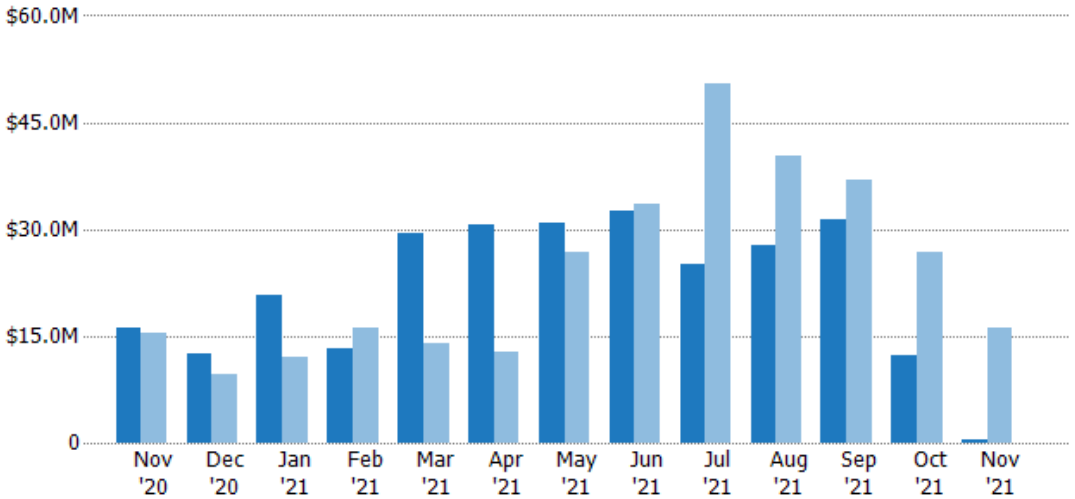
Current Year	55	40	60	44	83	81	93	97	84	75	72	32	2
Prior Year	60	36	44	51	54	46	87	107	139	110	105	85	55
Percent Change from Prior Year	-8%	11%	36%	-14%	54%	76%	7%	-9%	-40%	-32%	-31%	-62%	-96%

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: Washington County, Vermont
 Property Type: Condo/Townhouse/Apt., Single Family



Month/Year	Volume	% Chg.
Nov '21	\$510K	-96.8%
Nov '20	\$16.1M	5%
Nov '19	\$15.3M	-48.9%

Current Year	\$16.1M	\$12.5M	\$20.7M	\$13.3M	\$29.3M	\$30.5M	\$30.8M	\$32.6M	\$25.2M	\$27.8M	\$31.3M	\$12.2M	\$510K
Prior Year	\$15.3M	\$9.55M	\$12M	\$16.2M	\$14M	\$12.9M	\$26.7M	\$33.4M	\$50.5M	\$40.3M	\$36.8M	\$26.7M	\$16.1M
Percent Change from Prior Year	5%	31%	72%	-18%	110%	137%	15%	-2%	-50%	-31%	-15%	-55%	-97%

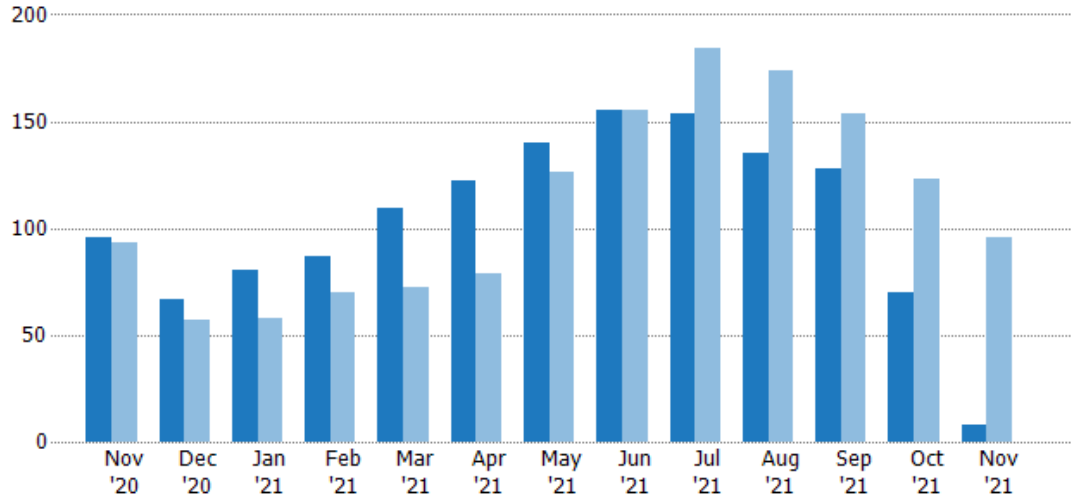
Pending Sales

The number of residential properties with accepted offers that were available at the end each month.

Filters Used

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

Month/Year	Count	% Chg.
Nov '21	8	-91.7%
Nov '20	96	3.2%
Nov '19	93	-39.8%



Current Year	96	67	80	87	109	122	140	155	154	135	128	70	8
Prior Year	93	57	58	70	72	79	126	155	184	174	154	123	96
Percent Change from Prior Year	3%	18%	38%	24%	51%	54%	11%	0%	-16%	-22%	-17%	-43%	-92%

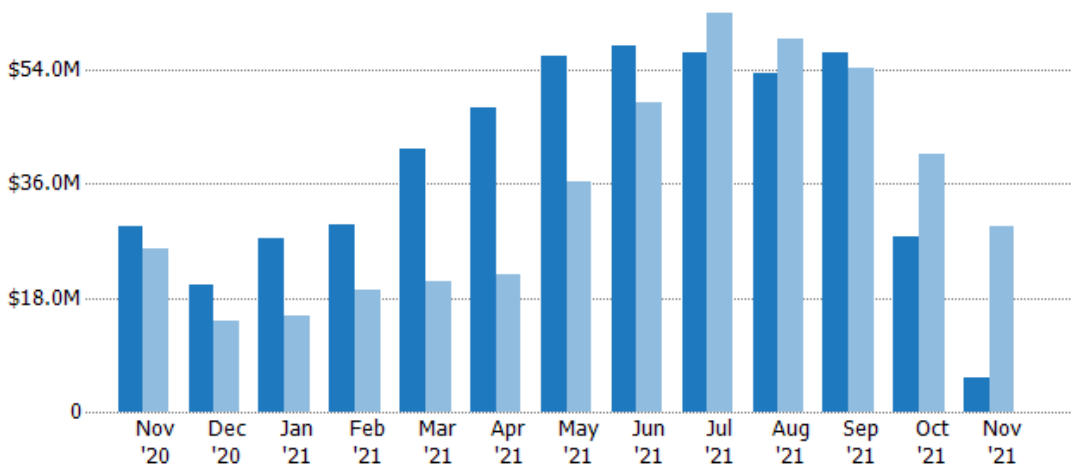
Pending Sales Volume

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: Washington County, Vermont
 Property Type: Condo/Townhouse/Apt., Single Family

Month/Year	Volume	% Chg.
Nov '21	\$5.31M	-81.8%
Nov '20	\$29.2M	13%
Nov '19	\$25.8M	-47.1%



Current Year	\$29.2M	\$20.1M	\$27.5M	\$29.7M	\$41.4M	\$48.1M	\$56.1M	\$57.7M	\$56.6M	\$53.5M	\$56.7M	\$27.6M	\$5.31M
Prior Year	\$25.8M	\$14.2M	\$15.1M	\$19.2M	\$20.7M	\$21.8M	\$36.3M	\$48.9M	\$63M	\$58.8M	\$54.2M	\$40.7M	\$29.2M
Percent Change from Prior Year	13%	41%	81%	54%	101%	121%	54%	18%	-10%	-9%	5%	-32%	-82%

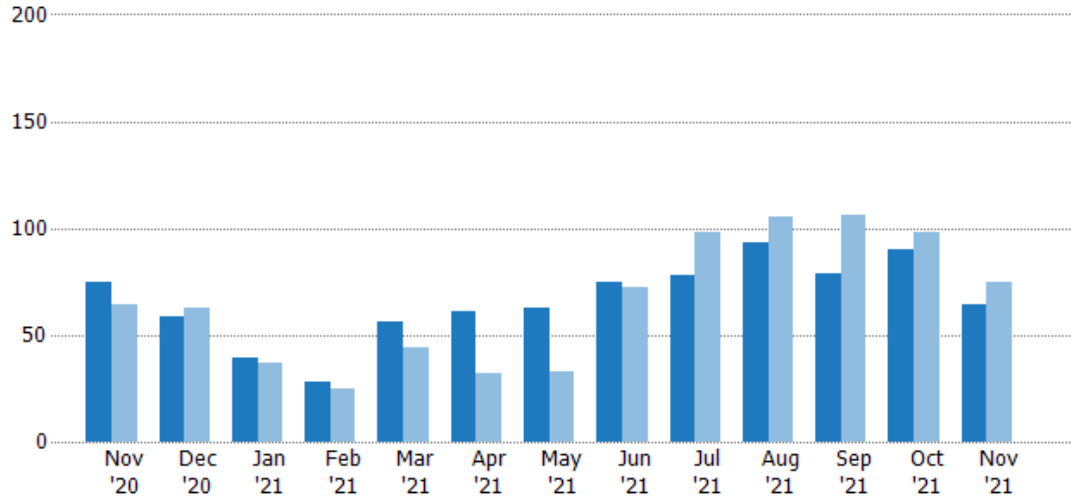
Closed Sales

The total number of residential properties sold each month.

Filters Used

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

Month/Year	Count	% Chg.
Nov '21	64	-14.7%
Nov '20	75	17.2%
Nov '19	64	-7.8%



Current Year	75	59	39	28	56	61	63	75	78	93	79	90	64
Prior Year	64	63	37	25	44	32	33	72	98	105	106	98	75
Percent Change from Prior Year	17%	-6%	5%	12%	27%	91%	91%	4%	-20%	-11%	-25%	-8%	-15%

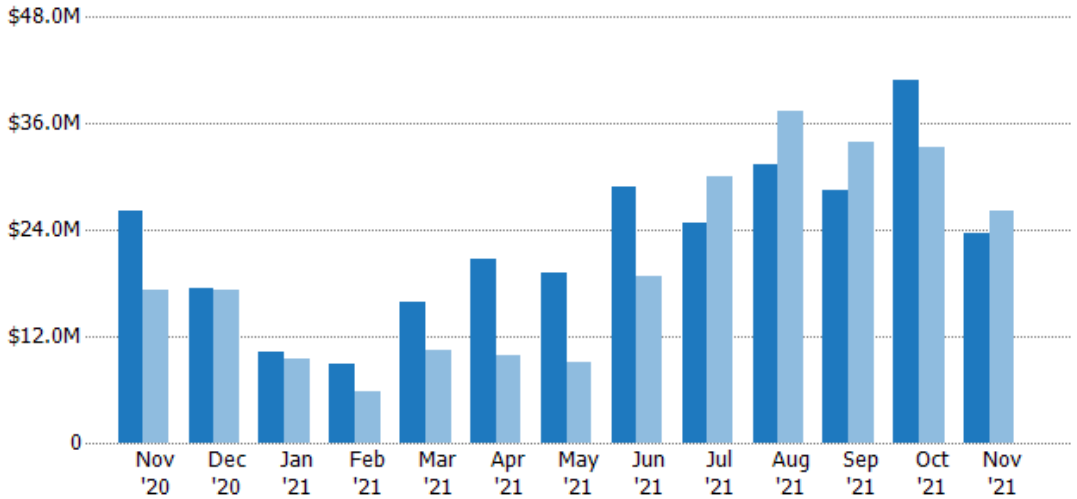
Closed Sales Volume

The sum of the sales price of residential properties sold each month.

Filters Used

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

Month/Year	Volume	% Chg.
Nov '21	\$23.7M	-9.3%
Nov '20	\$26.1M	51.2%
Nov '19	\$17.3M	-14.6%



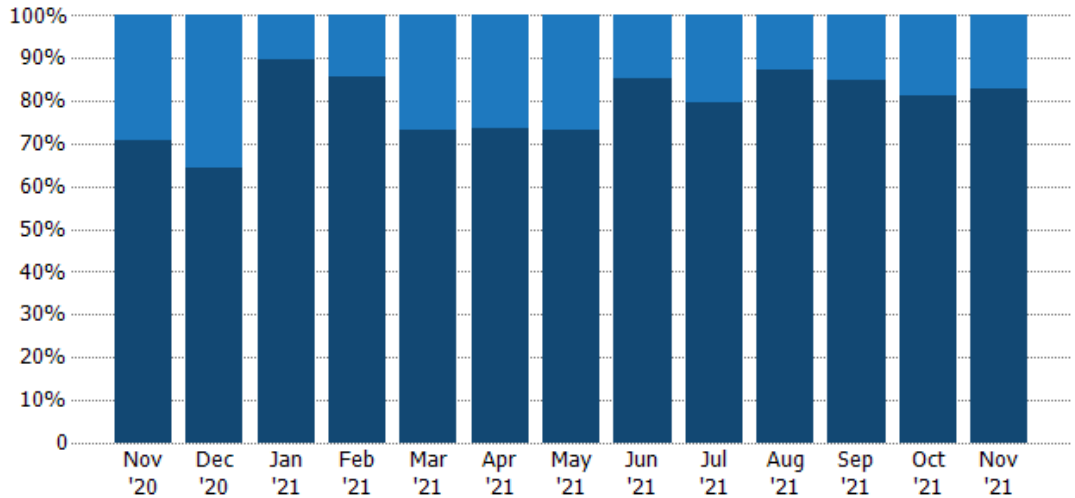
Current Year	\$26.1M	\$17.4M	\$10.2M	\$8.96M	\$15.9M	\$20.8M	\$19.3M	\$28.8M	\$24.8M	\$31.5M	\$28.5M	\$40.9M	\$23.7M
Prior Year	\$17.3M	\$17.1M	\$9.55M	\$5.79M	\$10.3M	\$9.83M	\$9.02M	\$18.7M	\$30M	\$37.5M	\$33.9M	\$33.4M	\$26.1M
Percent Change from Prior Year	51%	1%	7%	55%	54%	112%	113%	54%	-17%	-16%	-16%	22%	-9%

Closed Sales by Property Type

The percentage of residential properties sold each month by property type.

Filters Used

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



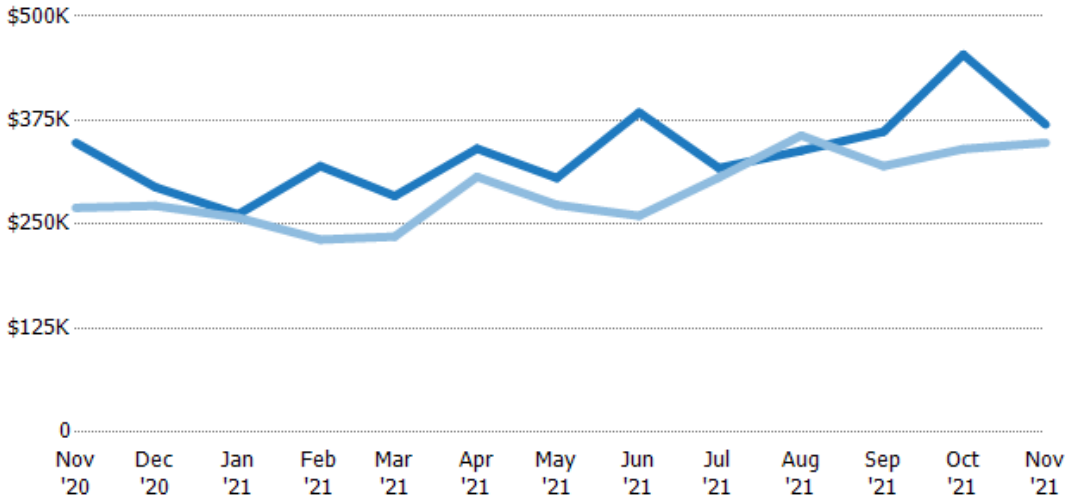
Condo/Townhouse	29%	36%	10%	14%	27%	26%	27%	15%	21%	13%	15%	19%	17%
Single Family Residence	71%	64%	90%	86%	73%	74%	73%	85%	79%	87%	85%	81%	83%

Average Sales Price

The average sales price of the residential properties sold each month.

Filters Used

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



Current Year	\$348K	\$294K	\$262K	\$320K	\$284K	\$341K	\$306K	\$384K	\$318K	\$338K	\$361K	\$454K	\$370K
Prior Year	\$270K	\$272K	\$258K	\$232K	\$235K	\$307K	\$273K	\$260K	\$306K	\$357K	\$320K	\$340K	\$348K
Percent Change from Prior Year	29%	8%	1%	38%	21%	11%	12%	48%	4%	-5%	13%	33%	6%

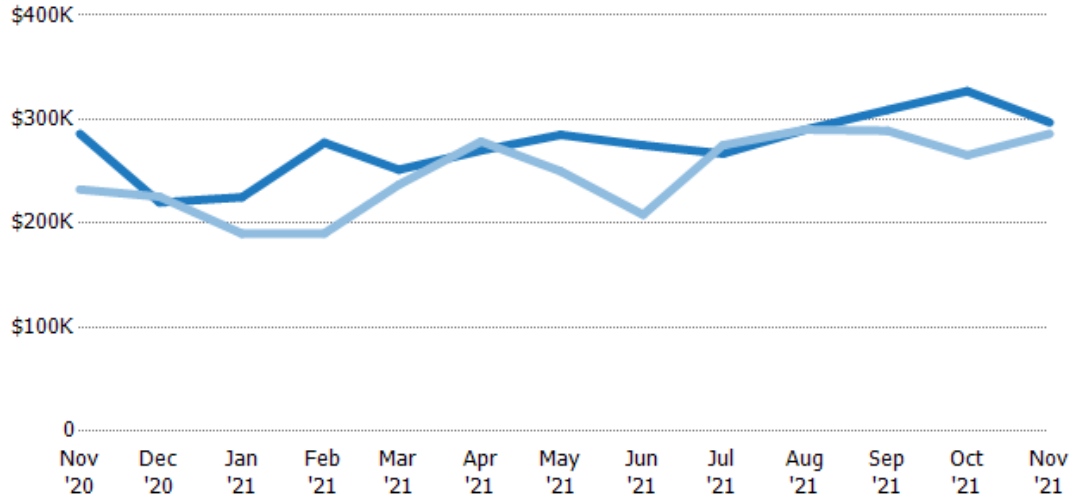
Median Sales Price

The median sales price of the residential properties sold each month.

Filters Used

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

Month/Year	Price	% Chg.
Nov '21	\$297K	3.8%
Nov '20	\$286K	23%
Nov '19	\$233K	-10.8%



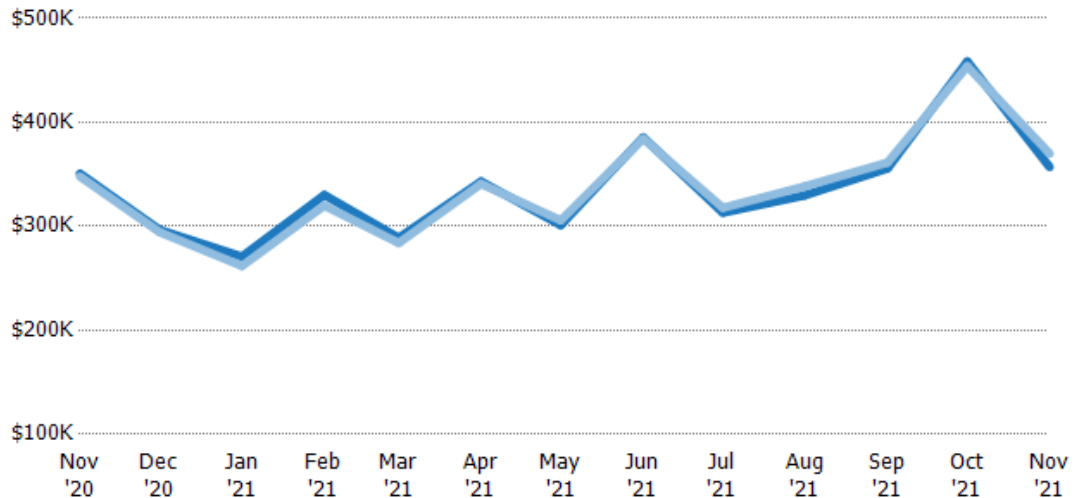
Current Year	\$286K	\$220K	\$225K	\$278K	\$252K	\$270K	\$285K	\$275K	\$267K	\$290K	\$309K	\$327K	\$297K
Prior Year	\$233K	\$226K	\$190K	\$190K	\$237K	\$279K	\$250K	\$208K	\$275K	\$290K	\$289K	\$266K	\$286K
Percent Change from Prior Year	23%	-2%	18%	46%	6%	-3%	14%	32%	-3%	0%	7%	23%	4%

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: Washington County, Vermont
 Property Type: Condo/Townhouse/Apt., Single Family



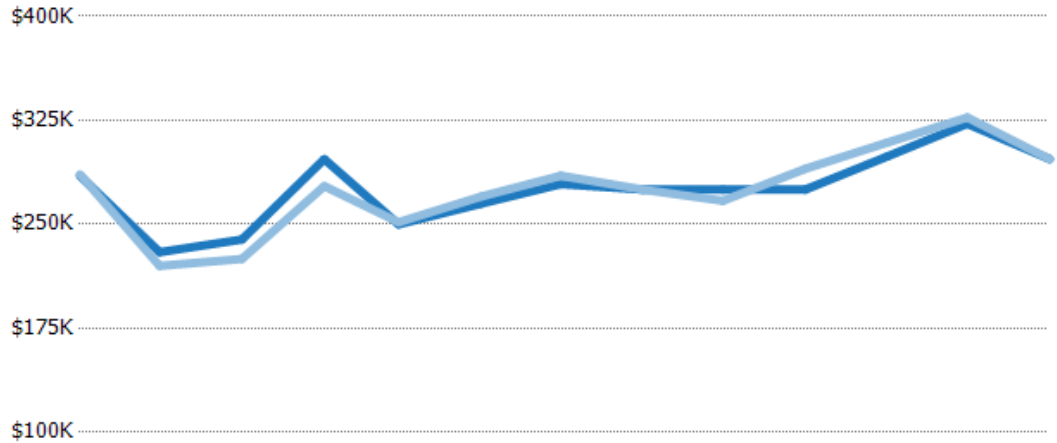
Avg List Price	\$351K	\$297K	\$271K	\$330K	\$289K	\$343K	\$301K	\$386K	\$313K	\$330K	\$356K	\$459K	\$357K
Avg Sales Price	\$348K	\$294K	\$262K	\$320K	\$284K	\$341K	\$306K	\$384K	\$318K	\$338K	\$361K	\$454K	\$370K
Avg Sales Price as a % of Avg List Price	99%	99%	97%	97%	98%	99%	102%	100%	101%	103%	102%	99%	104%

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: Washington County,
 Vermont
 Property Type:
 Condo/Townhouse/Apt., Single
 Family



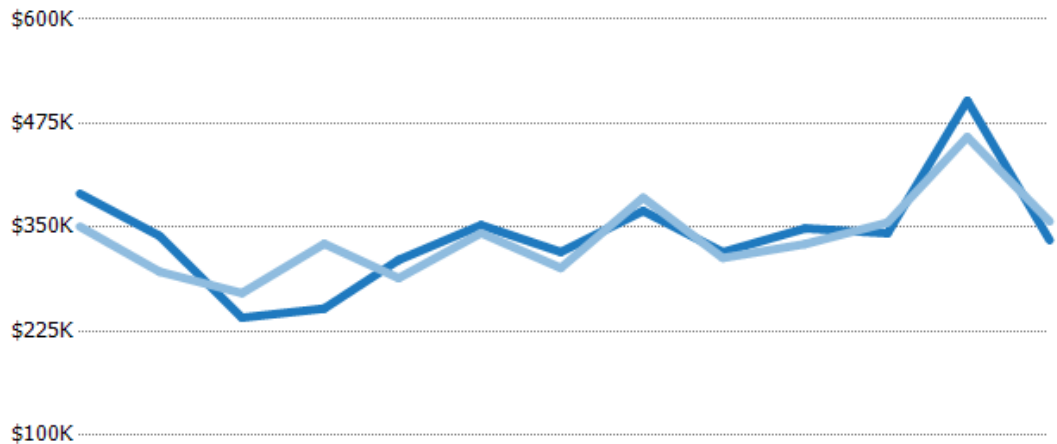
	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21
Median List Price	\$285K	\$230K	\$239K	\$297K	\$250K	\$265K	\$279K	\$275K	\$275K	\$275K	\$299K	\$323K	\$297K
Median Sales Price	\$286K	\$220K	\$225K	\$278K	\$252K	\$270K	\$285K	\$275K	\$267K	\$290K	\$309K	\$327K	\$297K
Med Sales Price as a % of Med List Price	100%	96%	94%	93%	101%	102%	102%	100%	97%	105%	103%	101%	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: Washington County,
 Vermont
 Property Type:
 Condo/Townhouse/Apt., Single
 Family



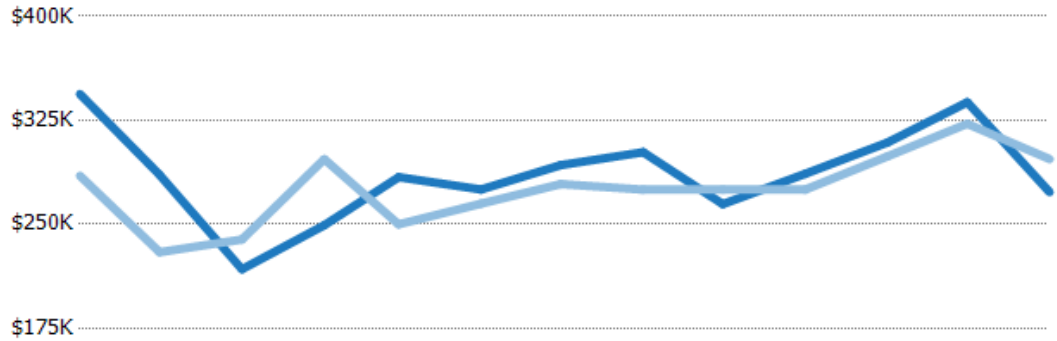
	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21
Avg Est Value	\$390K	\$340K	\$241K	\$252K	\$311K	\$353K	\$320K	\$370K	\$320K	\$349K	\$343K	\$502K	\$334K
Avg Sales Price	\$351K	\$297K	\$271K	\$330K	\$289K	\$343K	\$301K	\$386K	\$313K	\$330K	\$356K	\$459K	\$357K
Avg Sales Price as a % of Avg Est Value	90%	87%	112%	131%	93%	97%	94%	104%	98%	95%	104%	91%	107%

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: Washington 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	\$344K	\$286K	\$218K	\$249K	\$284K	\$275K	\$293K	\$302K	\$265K	\$286K	\$309K	\$338K	\$273K
Median Sales Price	\$285K	\$230K	\$239K	\$297K	\$250K	\$265K	\$279K	\$275K	\$275K	\$275K	\$299K	\$323K	\$297K
Med Sales Price as a % of Med Est Value	83%	80%	110%	119%	88%	96%	95%	91%	104%	96%	97%	95%	109%