

## Summary of Key Listing and Sales Metrics

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

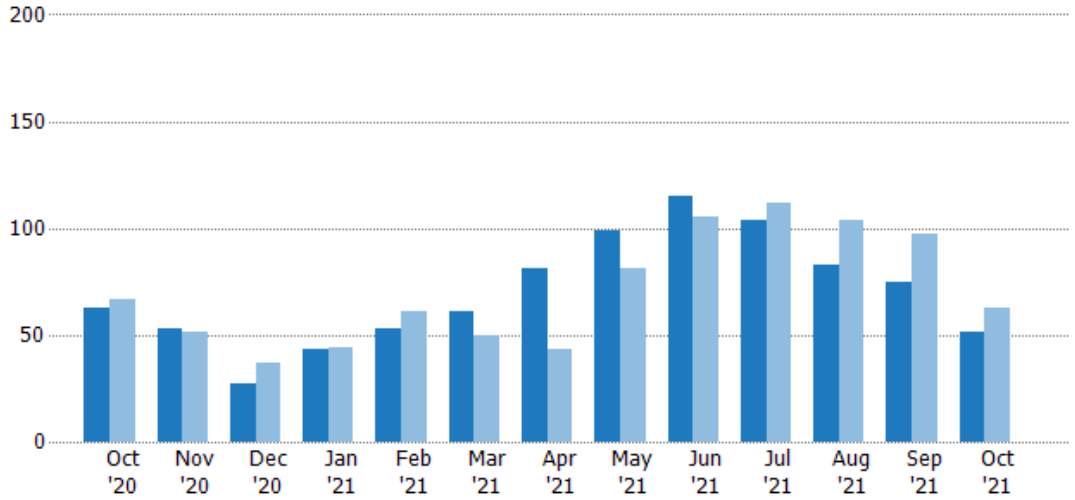
Key Metrics	Oct 2021	Oct 2020	+ / -	YTD 2021	YTD 2020	+ / -
<b>Listing Activity Charts Metrics</b>						
New Listing Count	51	63	-19%	765	760	+0.7%
New Listing Volume	\$17,370,900	\$17,879,350	-2.8%	\$275,536,114	\$251,690,464	+9.5%
Active Listing Count	152	199	-23.6%	N/A	N/A	
Active Listing Volume	\$61,929,048	\$75,146,215	-17.6%	N/A	N/A	
Average Listing Price	\$407,428	\$377,619	+7.9%	\$450,357	\$364,167	+23.7%
Median Listing Price	\$269,000	\$295,000	-8.8%	\$303,655	\$279,815	+8.5%
Median Days in RPR	65.5	75	-12.7%	74.09	100.65	-26.4%
Months of Inventory	1.9	1.9	+2.5%	2.2	4.9	-54.8%
Absorption Rate	51.97%	53.27%	-1.3%	44.98%	20.33%	+24.7%
<b>Sales Activity Charts Metrics</b>						
New Pending Sales Count	32	85	-62.4%	721	828	-12.9%
New Pending Sales Volume	\$12,159,600	\$26,729,300	-54.5%	\$253,721,041	\$269,477,400	-5.8%
Pending Sales Count	70	123	-43.1%	N/A	N/A	
Pending Sales Volume	\$27,642,132	\$40,692,350	-32.1%	N/A	N/A	
Closed Sales Count	90	98	-8.2%	662	650	+1.8%
Closed Sales Volume	\$40,860,212	\$33,359,779	+22.5%	\$229,598,544	\$197,995,817	+16%
Average Sales Price	\$454,002	\$340,406	+33.4%	\$346,826	\$304,609	+13.9%
Median Sales Price	\$327,000	\$265,500	+23.2%	\$282,949	\$259,116	+9.2%

## 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.
Oct '21	51	-19%
Oct '20	63	-6%
Oct '19	67	14.9%

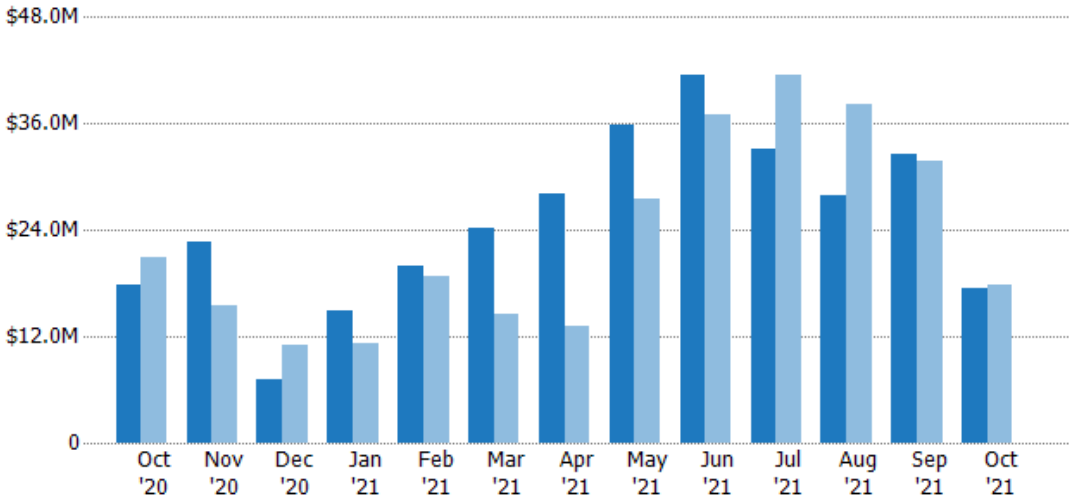
Current Year	63	53	27	43	53	61	81	99	115	104	83	75	51
Prior Year	67	51	37	44	61	50	43	81	105	112	104	97	63
Percent Change from Prior Year	-6%	4%	-27%	-2%	-13%	22%	88%	22%	10%	-7%	-20%	-23%	-19%

## 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.
Oct '21	\$17.4M	-2.8%
Oct '20	\$17.9M	-14.3%
Oct '19	\$20.9M	5.8%

Current Year	\$17.9M	\$22.8M	\$7.07M	\$15M	\$20M	\$24.2M	\$28.1M	\$35.9M	\$41.5M	\$33.1M	\$27.8M	\$32.6M	\$17.4M
Prior Year	\$20.9M	\$15.4M	\$11.1M	\$11.2M	\$18.8M	\$14.5M	\$13.2M	\$27.5M	\$37M	\$41.6M	\$38.3M	\$31.8M	\$17.9M
Percent Change from Prior Year	-14%	47%	-36%	34%	6%	67%	113%	30%	12%	-20%	-27%	2%	-3%

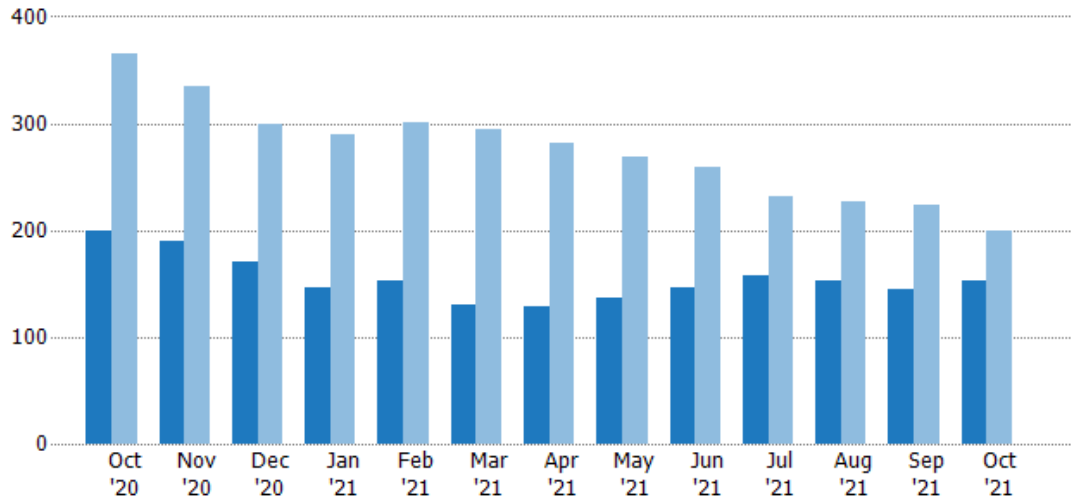
## Active Listings

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.
Oct '21	152	-23.6%
Oct '20	199	-45.5%
Oct '19	365	4.9%



Current Year	199	190	170	147	152	130	128	136	146	157	152	145	152
Prior Year	365	334	299	289	301	295	281	268	259	232	226	223	199
Percent Change from Prior Year	-45%	-43%	-43%	-49%	-50%	-56%	-54%	-49%	-44%	-32%	-33%	-35%	-24%

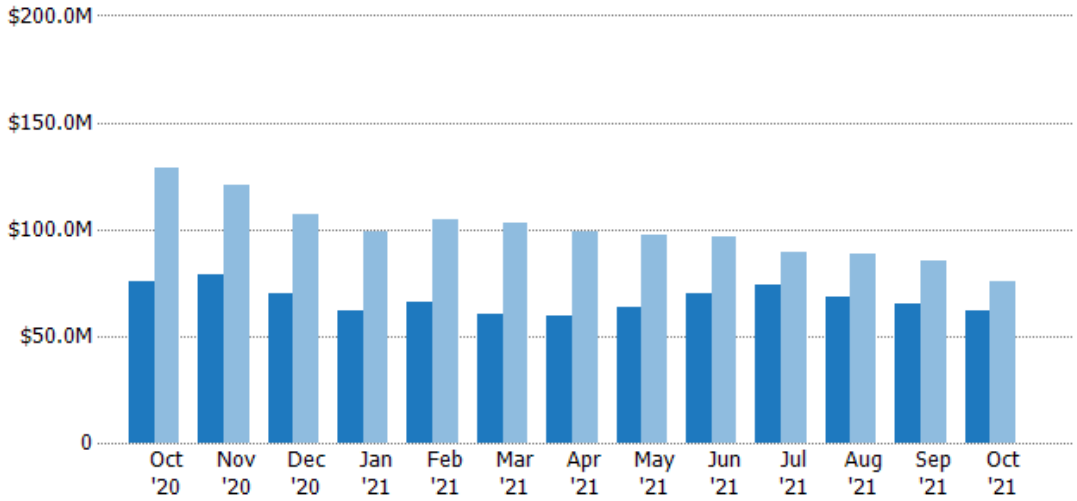
## Active Listing Volume

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.
Oct '21	\$61.9M	-17.6%
Oct '20	\$75.1M	-41.5%
Oct '19	\$128M	0.1%



Current Year	\$75.1M	\$79M	\$70.2M	\$61.5M	\$66.1M	\$60.6M	\$59.3M	\$63.9M	\$69.7M	\$73.9M	\$68.3M	\$65.5M	\$61.9M
Prior Year	\$128M	\$121M	\$107M	\$99.1M	\$104M	\$103M	\$99M	\$97.6M	\$96.1M	\$89.2M	\$88.4M	\$85.3M	\$75.1M
Percent Change from Prior Year	-41%	-35%	-35%	-38%	-37%	-41%	-40%	-35%	-27%	-17%	-23%	-23%	-18%

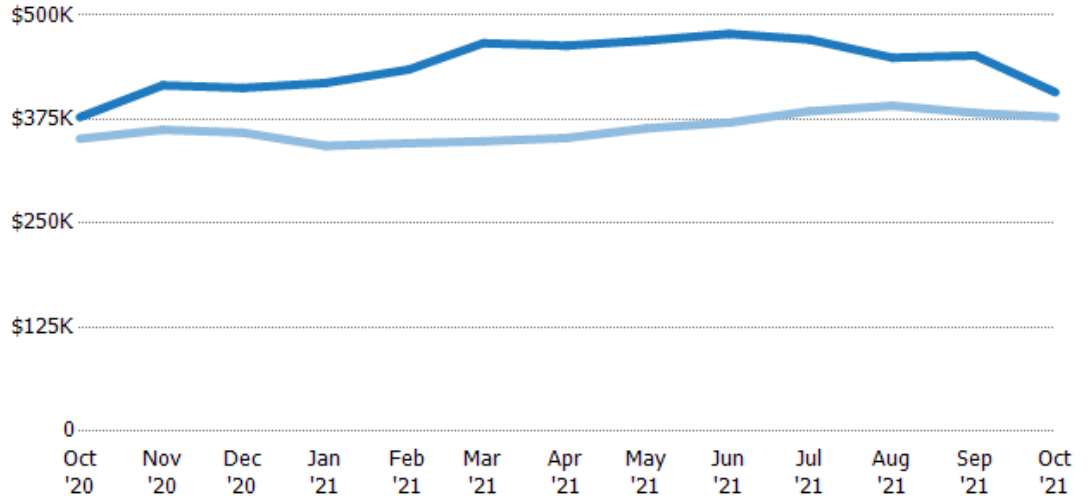
## Average Listing Price

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.
Oct '21	\$407K	7.9%
Oct '20	\$378K	7.4%
Oct '19	\$352K	-4.6%



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

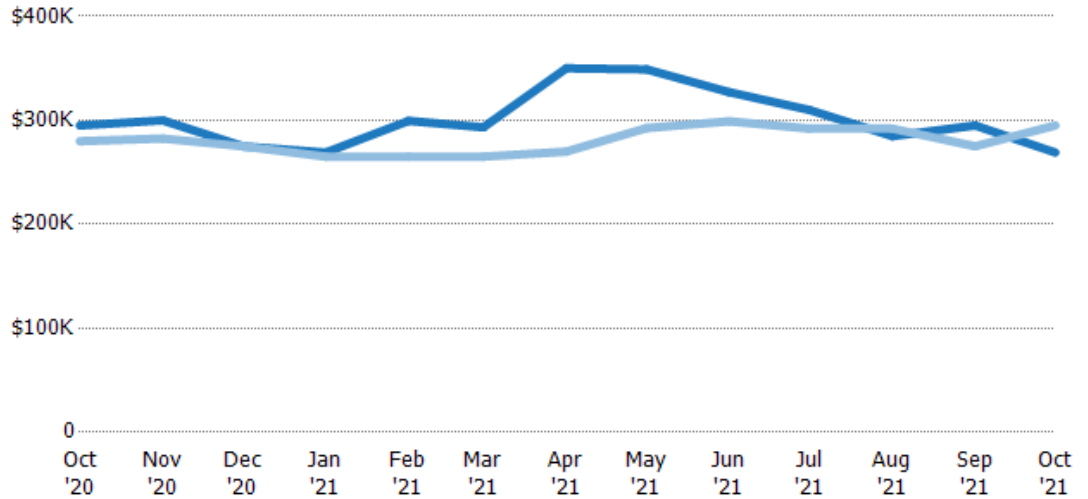
## Median Listing Price

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.
Oct '21	\$269K	-8.8%
Oct '20	\$295K	5.4%
Oct '19	\$280K	-7.1%



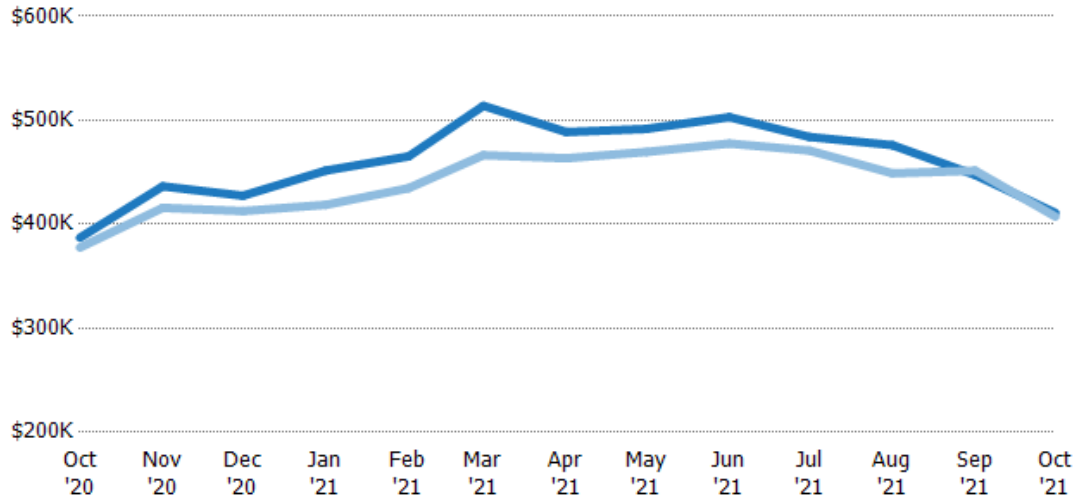
Current Year	\$295K	\$300K	\$275K	\$269K	\$299K	\$293K	\$350K	\$349K	\$327K	\$310K	\$285K	\$295K	\$269K
Prior Year	\$280K	\$282K	\$275K	\$265K	\$265K	\$270K	\$293K	\$299K	\$292K	\$292K	\$275K	\$295K	\$295K
Percent Change from Prior Year	5%	6%	0%	2%	13%	11%	30%	19%	9%	6%	-2%	7%	-9%

## 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

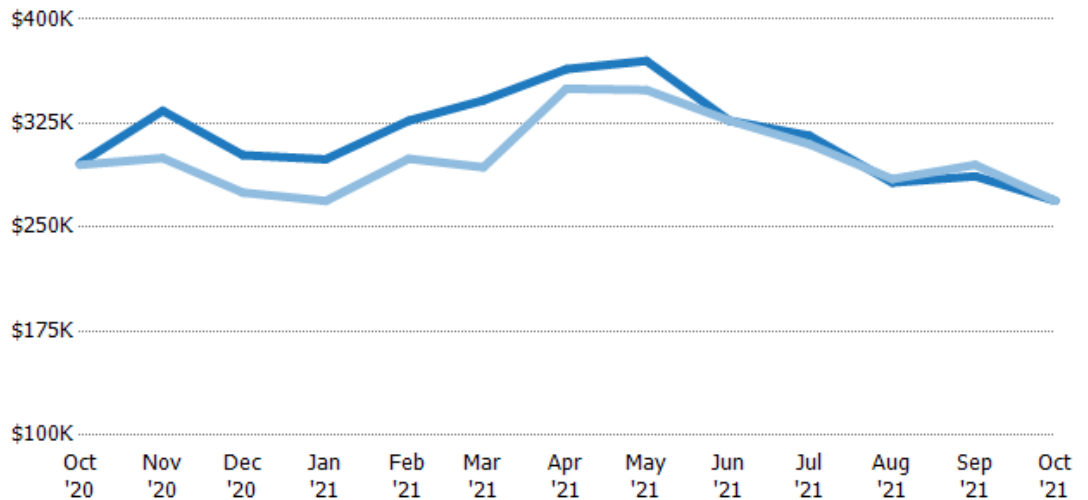


## Median Listing Price vs Median Est Value

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

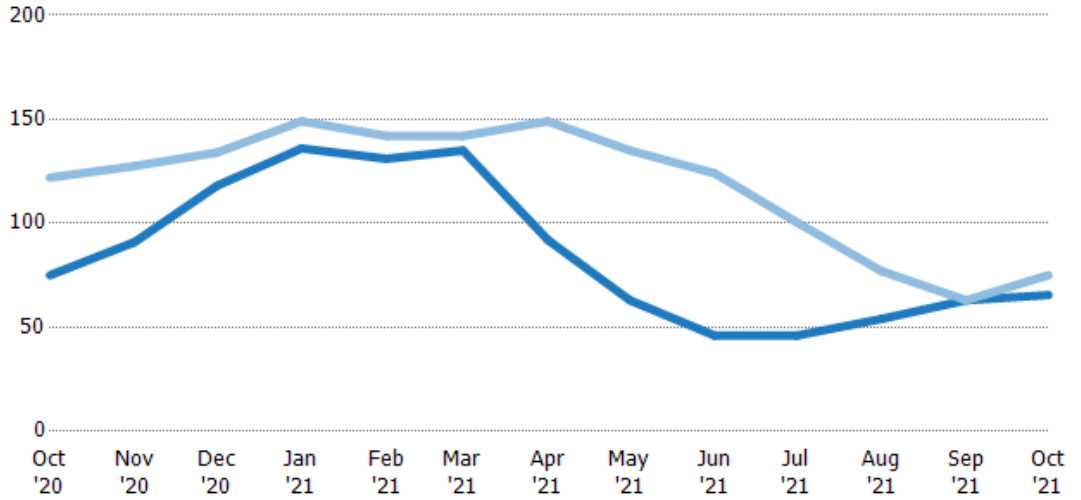


## Median Days in RPR

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



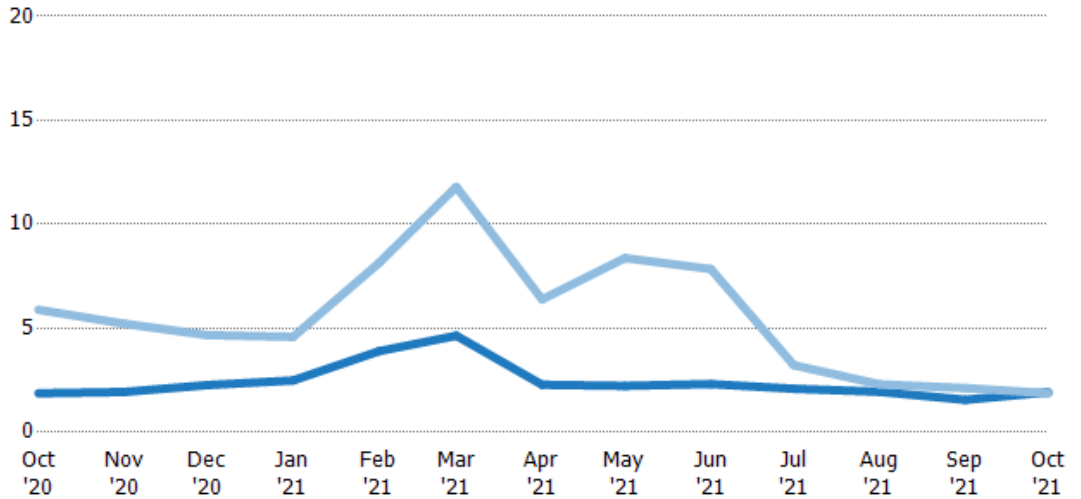
	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21
Current Year	75	91	118	136	131	135	92	63	46	46	54	63	65.5
Prior Year	122	128	134	149	142	142	149	135	124	101	77	63	75
Percent Change from Prior Year	-39%	-29%	-12%	-9%	-8%	-5%	-38%	-53%	-63%	-54%	-30%	0%	-13%

## 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



	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	1.88	1.94	2.27	2.49	3.9	4.64	2.29	2.23	2.32	2.09	1.95	1.56	1.92
Prior Year	5.89	5.22	4.67	4.59	8.14	11.8	6.39	8.38	7.85	3.22	2.31	2.12	1.88
Percent Change from Prior Year	-68%	-63%	-51%	-46%	-52%	-61%	-64%	-73%	-70%	-35%	-15%	-27%	2%

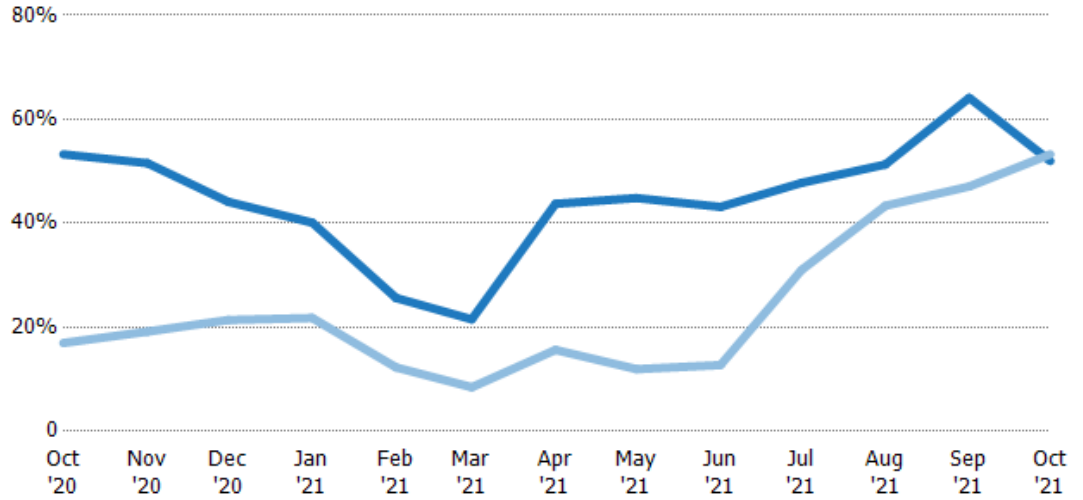
## Absorption Rate

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.
Oct '21	52%	1.3%
Oct '20	53%	-36.3%
Oct '19	17%	-18.6%



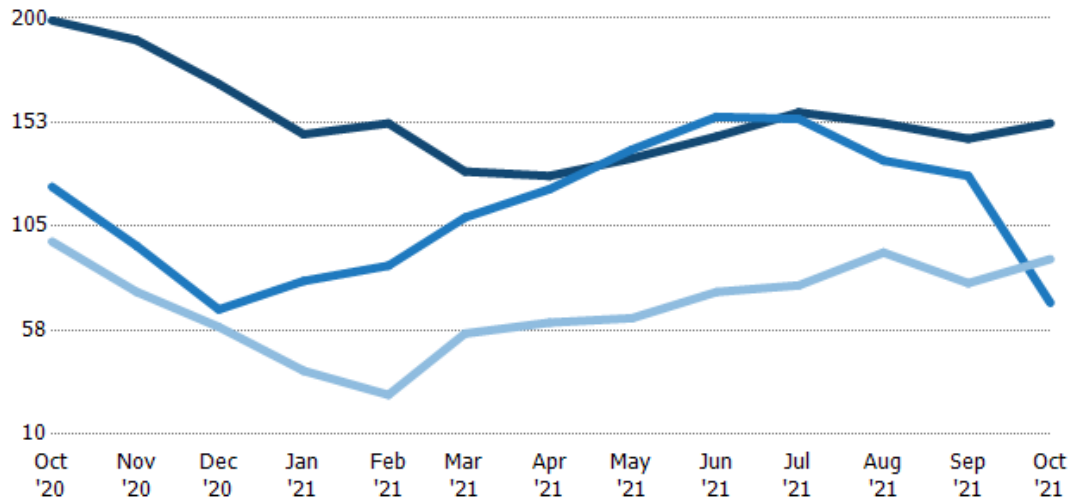
	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21
Current Year	53%	52%	44%	40%	26%	22%	44%	45%	43%	48%	51%	64%	52%
Prior Year	17%	19%	21%	22%	12%	8%	16%	12%	13%	31%	43%	47%	53%
Change from Prior Year	-36%	-32%	-23%	-18%	-13%	-13%	-28%	-33%	-30%	-17%	-8%	-17%	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



	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	199	190	170	147	152	130	128	136	146	157	152	145	152
Pending	123	96	67	80	87	109	122	140	155	154	135	128	70
Sold	98	75	59	39	28	56	61	63	75	78	93	79	90

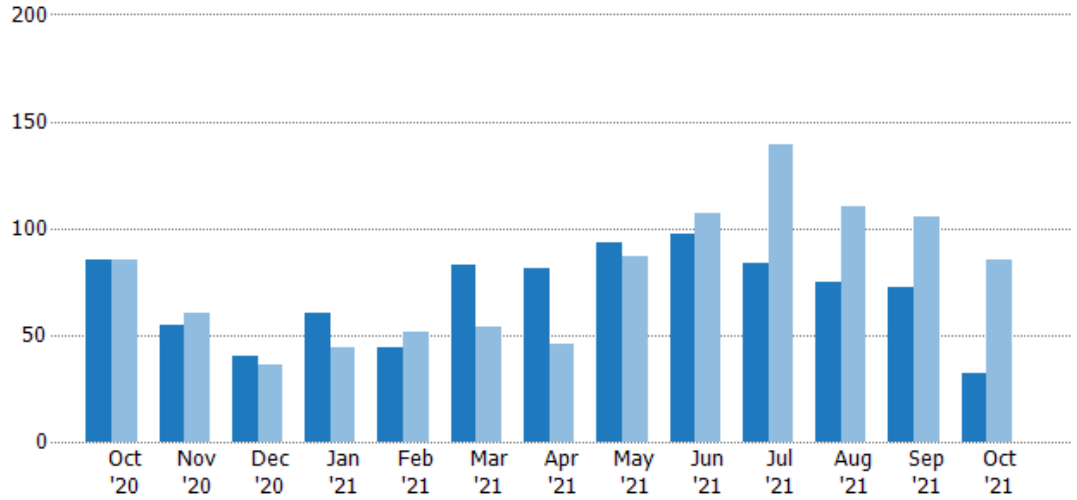
## New Pending Sales

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.
Oct '21	32	-62.4%
Oct '20	85	0%
Oct '19	85	-34.1%



Current Year	85	55	40	60	44	83	81	93	97	84	75	72	32
Prior Year	85	60	36	44	51	54	46	87	107	139	110	105	85
Percent Change from Prior Year	0%	-8%	11%	36%	-14%	54%	76%	7%	-9%	-40%	-32%	-31%	-62%

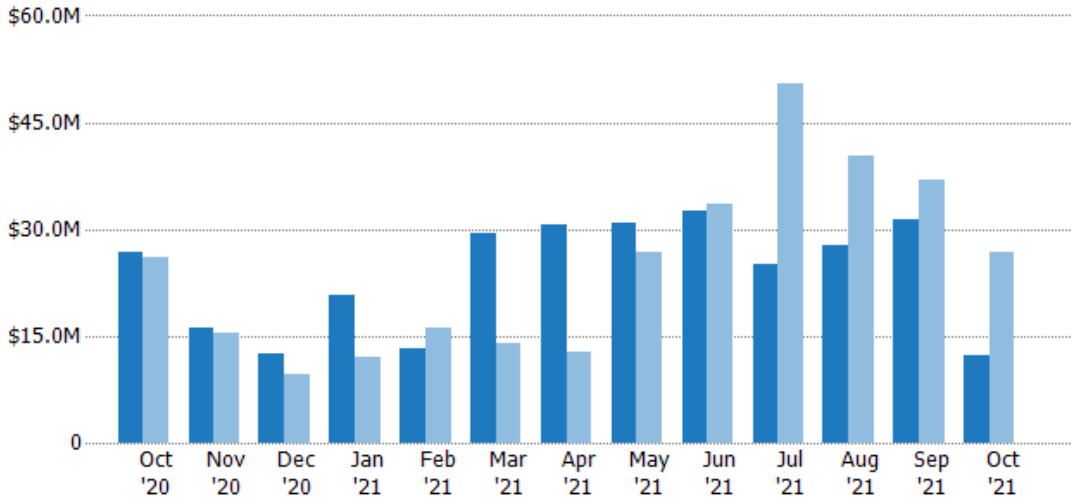
## New Pending Sales Volume

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.
Oct '21	\$12.2M	-54.5%
Oct '20	\$26.7M	2.4%
Oct '19	\$26.1M	-45.4%



Current Year	\$26.7M	\$16.1M	\$12.5M	\$20.7M	\$13.3M	\$29.3M	\$30.5M	\$30.8M	\$32.6M	\$25.2M	\$27.8M	\$31.3M	\$12.2M
Prior Year	\$26.1M	\$15.3M	\$9.55M	\$12M	\$16.2M	\$14M	\$12.9M	\$26.7M	\$33.4M	\$50.5M	\$40.3M	\$36.8M	\$26.7M
Percent Change from Prior Year	2%	5%	31%	72%	-18%	110%	137%	15%	-2%	-50%	-31%	-15%	-55%



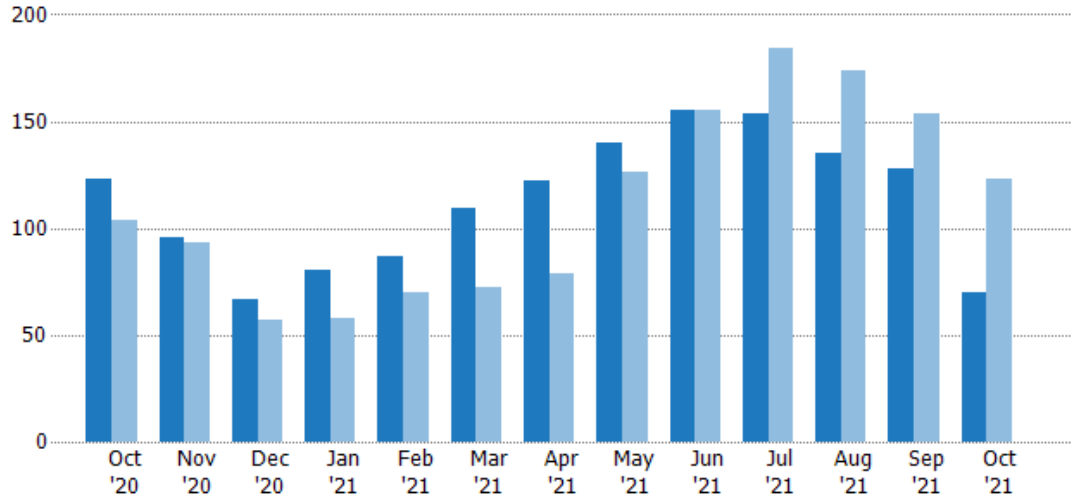
## Pending Sales

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.
Oct '21	70	-43.1%
Oct '20	123	18.3%
Oct '19	104	-17.3%



Current Year	123	96	67	80	87	109	122	140	155	154	135	128	70
Prior Year	104	93	57	58	70	72	79	126	155	184	174	154	123
Percent Change from Prior Year	18%	3%	18%	38%	24%	51%	54%	11%	0%	-16%	-22%	-17%	-43%

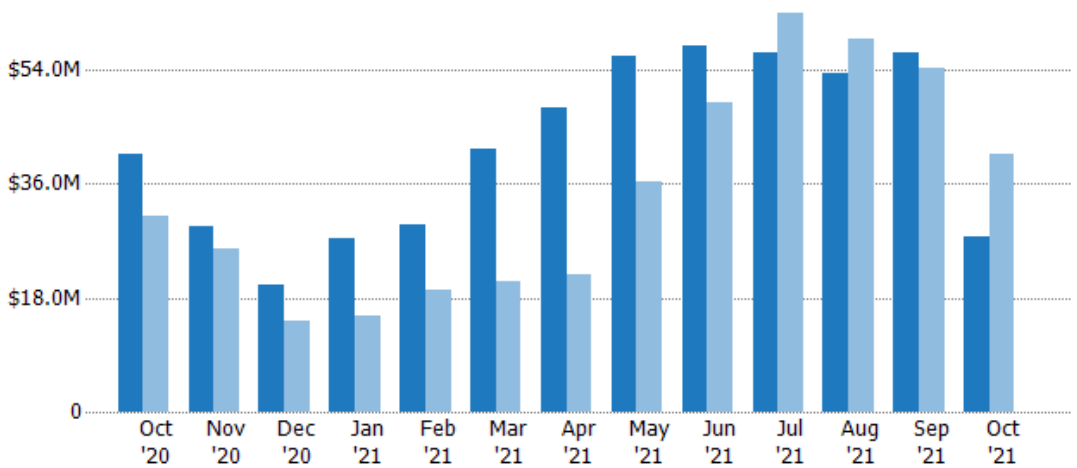
## Pending Sales Volume

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.
Oct '21	\$27.6M	-32.1%
Oct '20	\$40.7M	32.2%
Oct '19	\$30.8M	-29.8%



Current Year	\$40.7M	\$29.2M	\$20.1M	\$27.5M	\$29.7M	\$41.4M	\$48.1M	\$56.1M	\$57.7M	\$56.6M	\$53.5M	\$56.7M	\$27.6M
Prior Year	\$30.8M	\$25.8M	\$14.2M	\$15.1M	\$19.2M	\$20.7M	\$21.8M	\$36.3M	\$48.9M	\$63M	\$58.8M	\$54.2M	\$40.7M
Percent Change from Prior Year	32%	13%	41%	81%	54%	101%	121%	54%	18%	-10%	-9%	5%	-32%

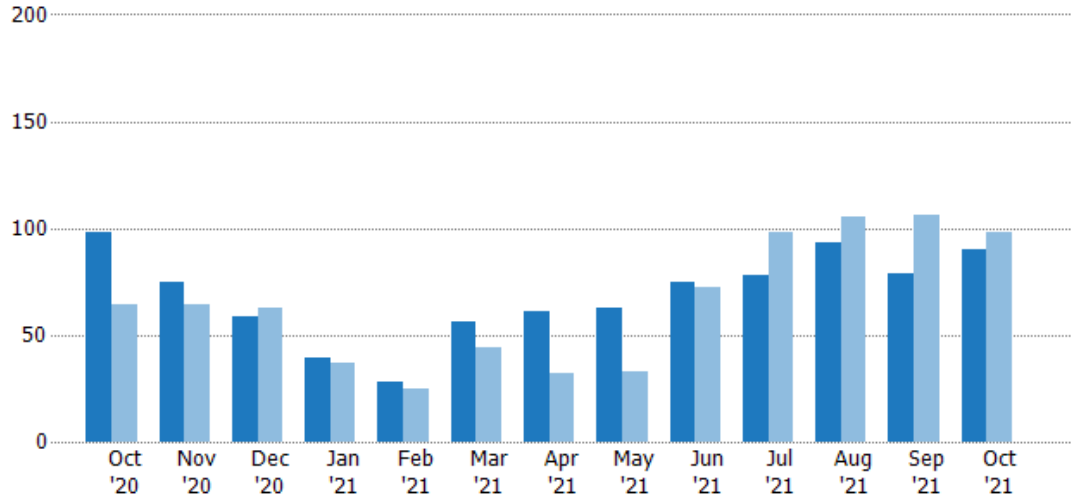
## Closed Sales

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.
Oct '21	90	-8.2%
Oct '20	98	53.1%
Oct '19	64	9.4%



Current Year	98	75	59	39	28	56	61	63	75	78	93	79	90
Prior Year	64	64	63	37	25	44	32	33	72	98	105	106	98
Percent Change from Prior Year	53%	17%	-6%	5%	12%	27%	91%	91%	4%	-20%	-11%	-25%	-8%

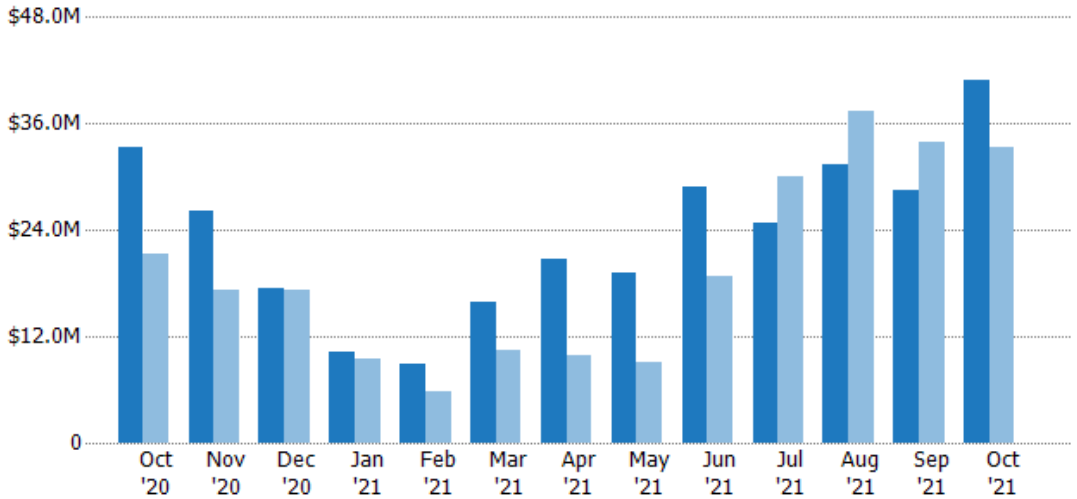
## Closed Sales Volume

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.
Oct '21	\$40.9M	22.5%
Oct '20	\$33.4M	56.2%
Oct '19	\$21.4M	-22.7%



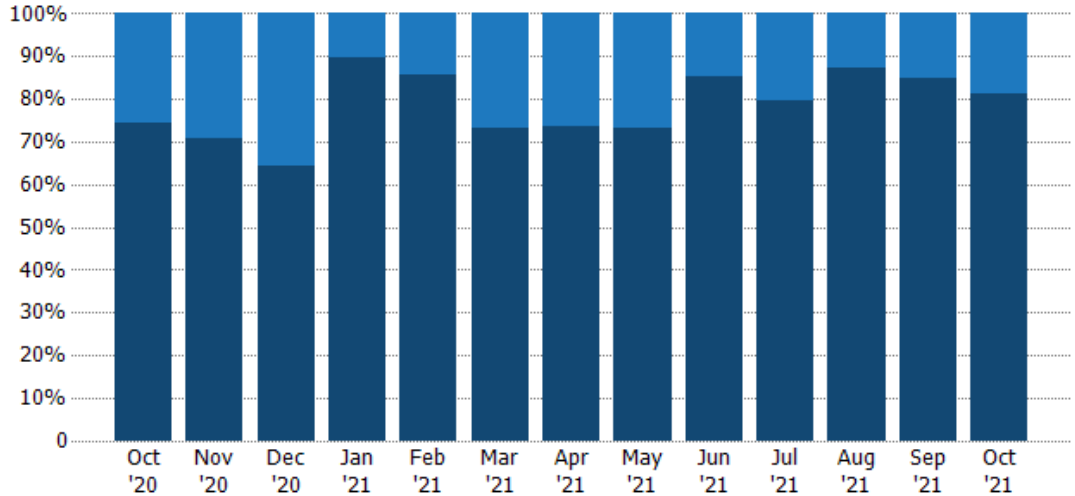
Current Year	\$33.4M	\$26.1M	\$17.4M	\$10.2M	\$8.96M	\$15.9M	\$20.8M	\$19.3M	\$28.8M	\$24.8M	\$31.5M	\$28.5M	\$40.9M
Prior Year	\$21.4M	\$17.3M	\$17.1M	\$9.55M	\$5.79M	\$10.3M	\$9.83M	\$9.02M	\$18.7M	\$30M	\$37.5M	\$33.9M	\$33.4M
Percent Change from Prior Year	56%	51%	1%	7%	55%	54%	112%	113%	54%	-17%	-16%	-16%	22%

## 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



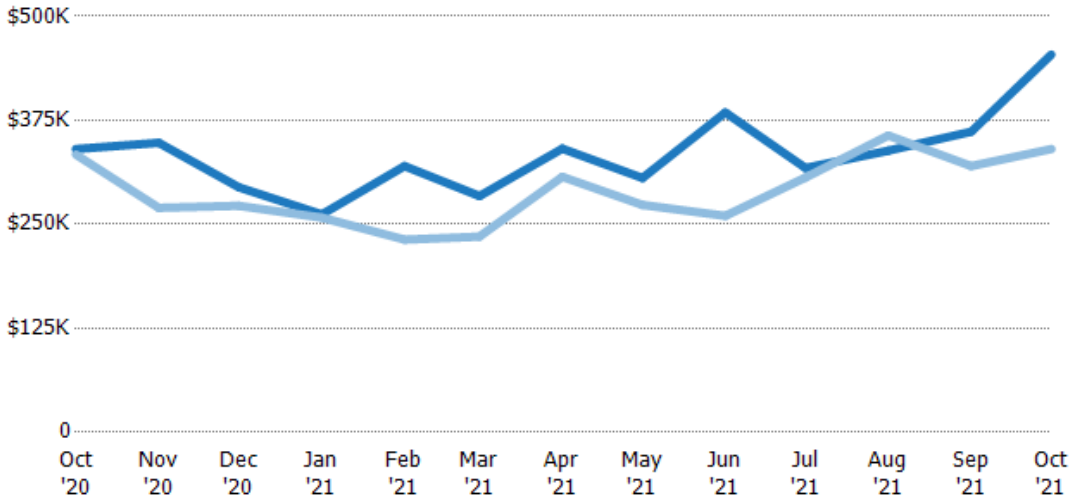
Condo/Townhouse	26%	29%	36%	10%	14%	27%	26%	27%	15%	21%	13%	15%	19%
Single Family Residence	74%	71%	64%	90%	86%	73%	74%	73%	85%	79%	87%	85%	81%

## 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	\$340K	\$348K	\$294K	\$262K	\$320K	\$284K	\$341K	\$306K	\$384K	\$318K	\$338K	\$361K	\$454K
Prior Year	\$334K	\$270K	\$272K	\$258K	\$232K	\$235K	\$307K	\$273K	\$260K	\$306K	\$357K	\$320K	\$340K
Percent Change from Prior Year	2%	29%	8%	1%	38%	21%	11%	12%	48%	4%	-5%	13%	33%

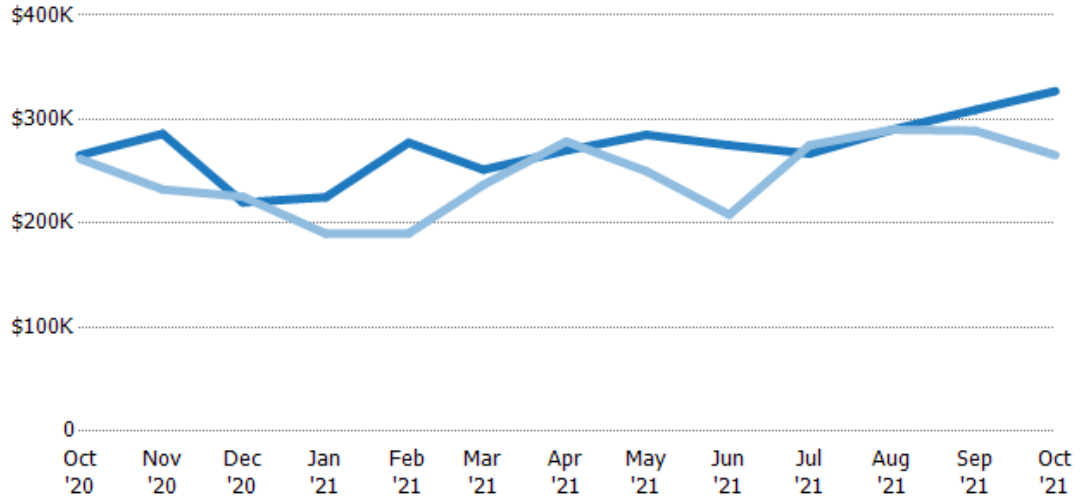
## Median Sales Price

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.
Oct '21	\$327K	23.2%
Oct '20	\$266K	1.3%
Oct '19	\$262K	-16.7%



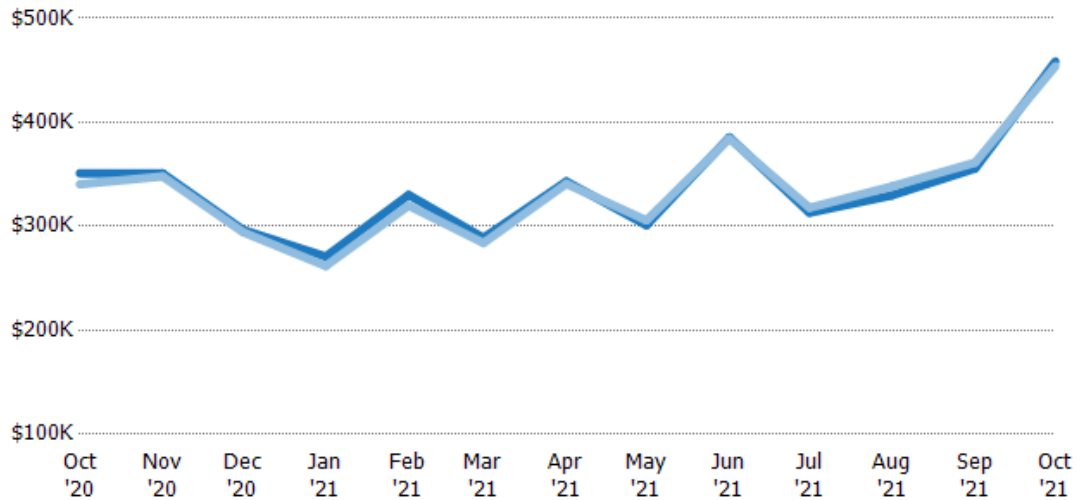
	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21
Current Year	\$266K	\$286K	\$220K	\$225K	\$278K	\$252K	\$270K	\$285K	\$275K	\$267K	\$290K	\$309K	\$327K
Prior Year	\$262K	\$233K	\$226K	\$190K	\$190K	\$237K	\$279K	\$250K	\$208K	\$275K	\$290K	\$289K	\$266K
Percent Change from Prior Year	1%	23%	-2%	18%	46%	6%	-3%	14%	32%	-3%	0%	7%	23%

## 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



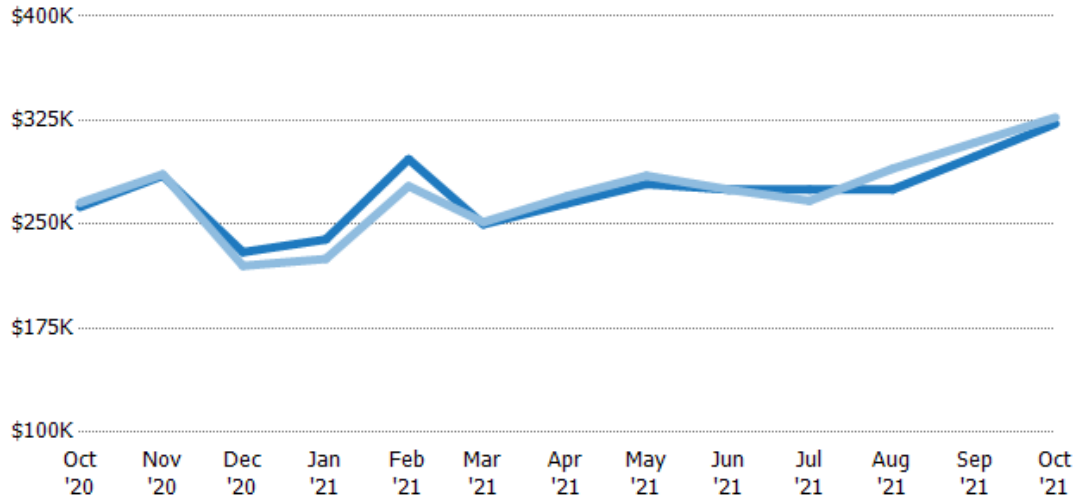
	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21
Avg List Price	\$351K	\$351K	\$297K	\$271K	\$330K	\$289K	\$343K	\$301K	\$386K	\$313K	\$330K	\$356K	\$459K
Avg Sales Price	\$340K	\$348K	\$294K	\$262K	\$320K	\$284K	\$341K	\$306K	\$384K	\$318K	\$338K	\$361K	\$454K
Avg Sales Price as a % of Avg List Price	97%	99%	99%	97%	97%	98%	99%	102%	100%	101%	103%	102%	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: Washington County,  
 Vermont  
 Property Type:  
 Condo/Townhouse/Apt., Single  
 Family



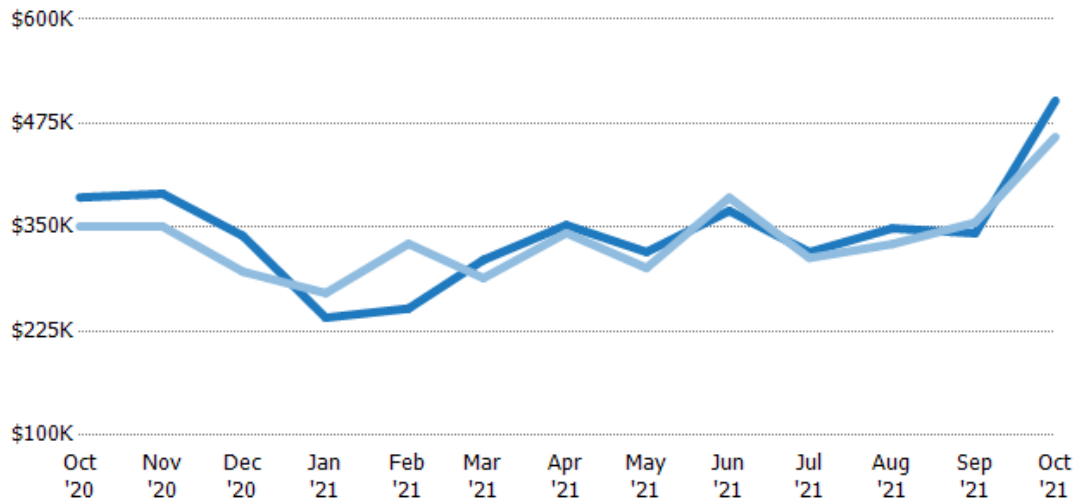
	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21
Median List Price	\$262K	\$285K	\$230K	\$239K	\$297K	\$250K	\$265K	\$279K	\$275K	\$275K	\$275K	\$299K	\$323K
Median Sales Price	\$266K	\$286K	\$220K	\$225K	\$278K	\$252K	\$270K	\$285K	\$275K	\$267K	\$290K	\$309K	\$327K
Med Sales Price as a % of Med List Price	101%	100%	96%	94%	93%	101%	102%	102%	100%	97%	105%	103%	101%

## 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



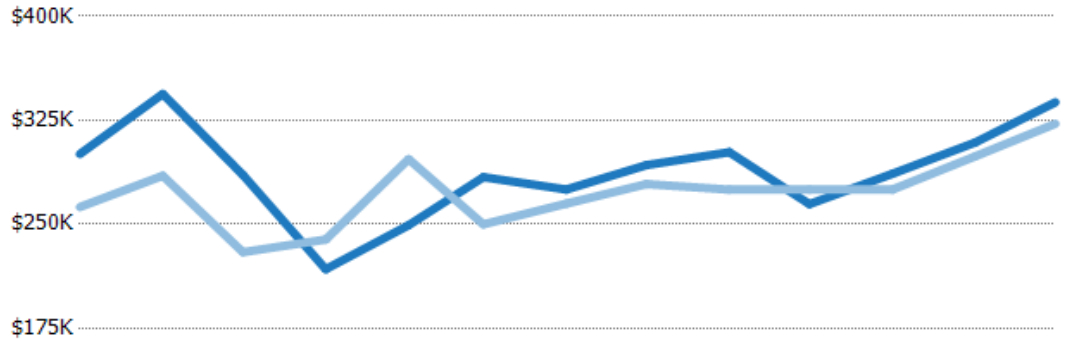
	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21
Avg Est Value	\$386K	\$390K	\$340K	\$241K	\$252K	\$311K	\$353K	\$320K	\$370K	\$320K	\$349K	\$343K	\$502K
Avg Sales Price	\$351K	\$351K	\$297K	\$271K	\$330K	\$289K	\$343K	\$301K	\$386K	\$313K	\$330K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

## 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



	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	\$301K	\$344K	\$286K	\$218K	\$249K	\$284K	\$275K	\$293K	\$302K	\$265K	\$286K	\$309K	\$338K
Median Sales Price	\$262K	\$285K	\$230K	\$239K	\$297K	\$250K	\$265K	\$279K	\$275K	\$275K	\$275K	\$299K	\$323K
Med Sales Price as a % of Med Est Value	87%	83%	80%	110%	119%	88%	96%	95%	91%	104%	96%	97%	95%