

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	69	127	-45.7%	927	936	-1%
New Listing Volume	\$29,546,900	\$48,043,598	-38.5%	\$393,219,139	\$347,927,712	+13%
Active Listing Count	263	362	-27.3%	N/A	N/A	
Active Listing Volume	\$150,299,398	\$187,653,526	-19.9%	N/A	N/A	
Average Listing Price	\$571,481	\$518,380	+10.2%	\$570,495	\$466,643	+22.3%
Median Listing Price	\$359,000	\$299,450	+19.9%	\$332,202	\$292,864	+13.4%
Median Days in RPR	67	78.5	-14.6%	97.95	133.5	-26.6%
Months of Inventory	3.4	2.8	+20.2%	3.5	8.5	-58.9%
Absorption Rate	29.66%	35.64%	-6%	28.5%	11.71%	+16.8%
Sales Activity Charts Metrics						
New Pending Sales Count	31	145	-78.6%	926	1,066	-13.1%
New Pending Sales Volume	\$11,219,800	\$48,245,997	-76.7%	\$346,115,440	\$350,958,680	-1.4%
Pending Sales Count	96	245	-60.8%	N/A	N/A	
Pending Sales Volume	\$36,152,377	\$80,450,791	-55.1%	N/A	N/A	
Closed Sales Count	105	130	-19.2%	810	694	+16.7%
Closed Sales Volume	\$39,340,860	\$52,783,815	-25.5%	\$296,371,126	\$218,794,656	+35.5%
Average Sales Price	\$374,675	\$406,029	-7.7%	\$365,890	\$315,266	+16.1%
Median Sales Price	\$280,000	\$285,000	-1.8%	\$287,286	\$246,358	+16.6%

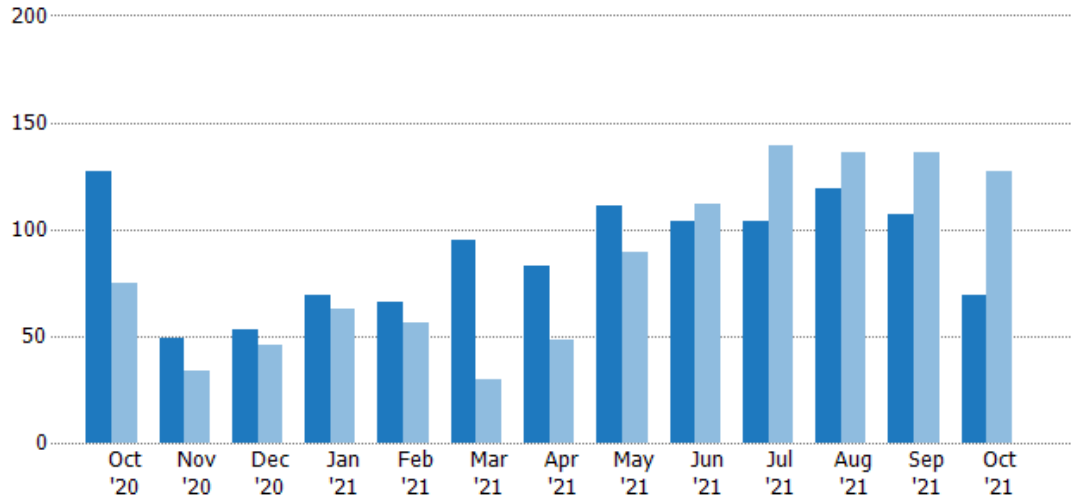
New Listings

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.
Oct '21	69	-45.7%
Oct '20	127	69.3%
Oct '19	75	21.3%



Current Year	127	49	53	69	66	95	83	111	104	104	119	107	69
Prior Year	75	34	46	63	56	30	48	89	112	139	136	136	127
Percent Change from Prior Year	69%	44%	15%	10%	18%	217%	73%	25%	-7%	-25%	-13%	-21%	-46%

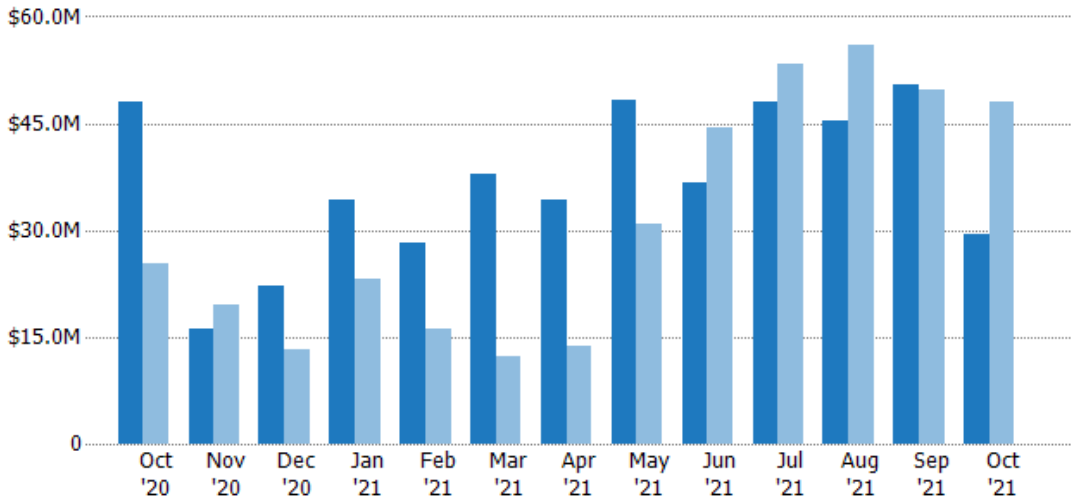
New Listing Volume

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.
Oct '21	\$29.5M	-38.5%
Oct '20	\$48M	88.9%
Oct '19	\$25.4M	6.7%



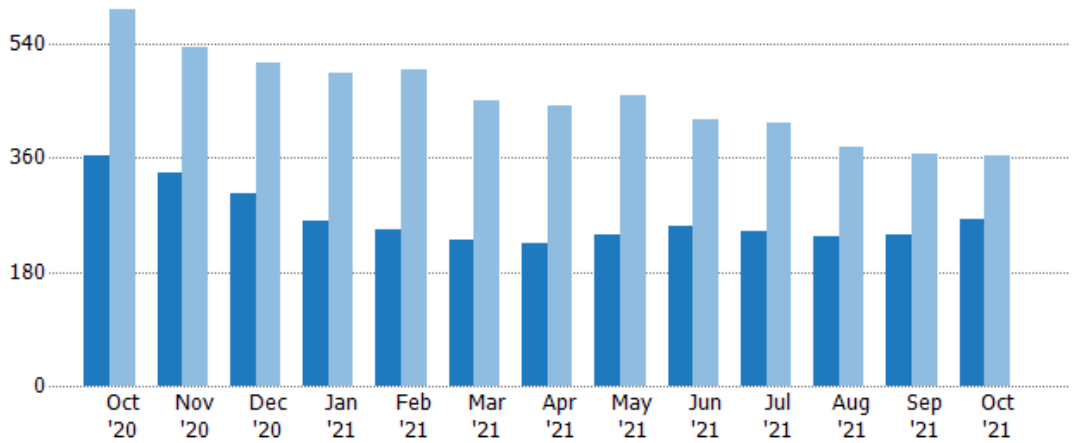
Current Year	\$48M	\$16M	\$22.2M	\$34.4M	\$28.3M	\$37.9M	\$34.2M	\$48.2M	\$36.6M	\$48.1M	\$45.4M	\$50.5M	\$29.5M
Prior Year	\$25.4M	\$19.5M	\$13.3M	\$23.1M	\$16.2M	\$12.3M	\$13.8M	\$30.9M	\$44.3M	\$53.4M	\$56.1M	\$49.8M	\$48M
Percent Change from Prior Year	89%	-18%	67%	49%	75%	208%	147%	56%	-17%	-10%	-19%	1%	-38%

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



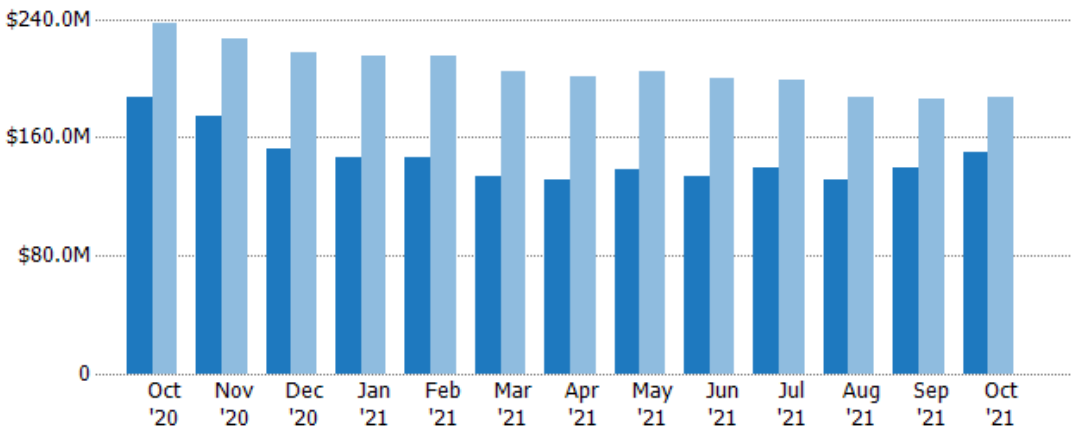
Month/Year	Current Year	Prior Year	Percent Change from Prior Year
Oct '21	362	594	-39%
Nov '21	336	534	-37%
Dec '21	304	510	-40%
Jan '21	261	495	-47%
Feb '21	246	498	-51%
Mar '21	230	451	-49%
Apr '21	226	443	-49%
May '21	238	459	-48%
Jun '21	253	421	-40%
Jul '21	244	415	-41%
Aug '21	236	378	-38%
Sep '21	238	365	-35%
Oct '21	263	362	-27%

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



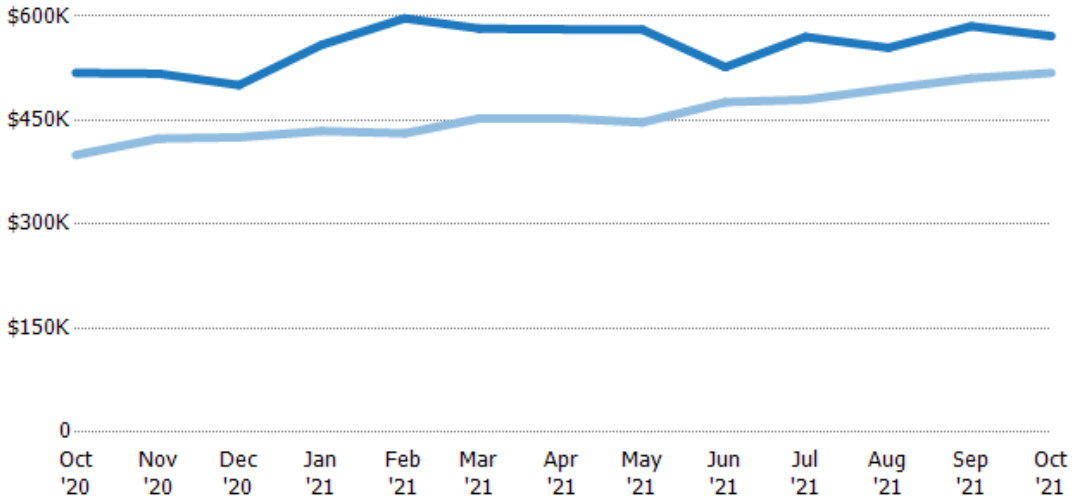
Month/Year	Current Year	Prior Year	Percent Change from Prior Year
Oct '21	\$150M	\$238M	-21%
Nov '21	\$174M	\$226M	-23%
Dec '21	\$152M	\$217M	-30%
Jan '21	\$146M	\$215M	-32%
Feb '21	\$147M	\$215M	-32%
Mar '21	\$134M	\$204M	-34%
Apr '21	\$131M	\$201M	-35%
May '21	\$138M	\$205M	-33%
Jun '21	\$133M	\$200M	-34%
Jul '21	\$139M	\$199M	-30%
Aug '21	\$131M	\$187M	-30%
Sep '21	\$139M	\$186M	-25%
Oct '21	\$150M	\$188M	-20%

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



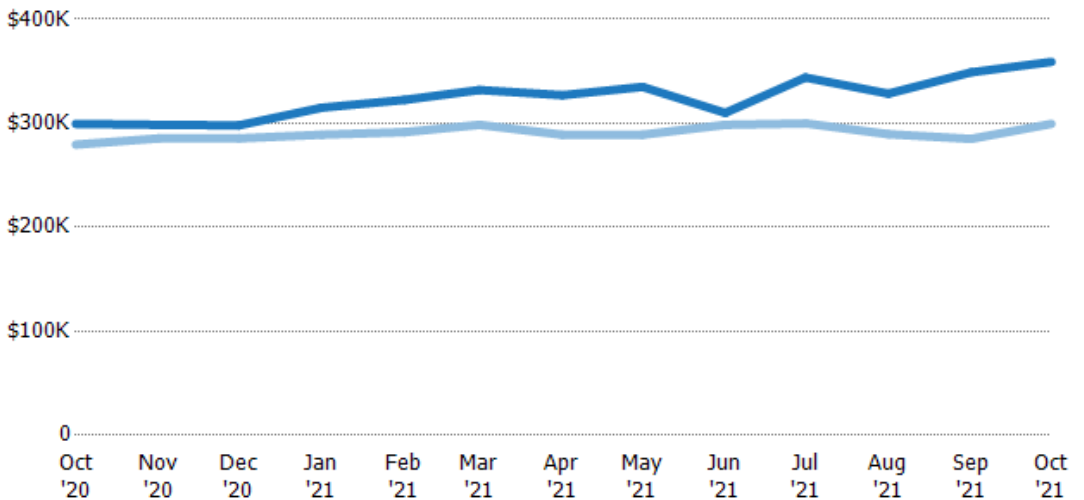
	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21
Current Year	\$518K	\$517K	\$501K	\$559K	\$597K	\$582K	\$581K	\$581K	\$527K	\$570K	\$555K	\$586K	\$571K
Prior Year	\$400K	\$424K	\$425K	\$434K	\$431K	\$453K	\$453K	\$447K	\$476K	\$480K	\$496K	\$511K	\$518K
Percent Change from Prior Year	30%	22%	18%	29%	38%	29%	28%	30%	11%	19%	12%	15%	10%

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



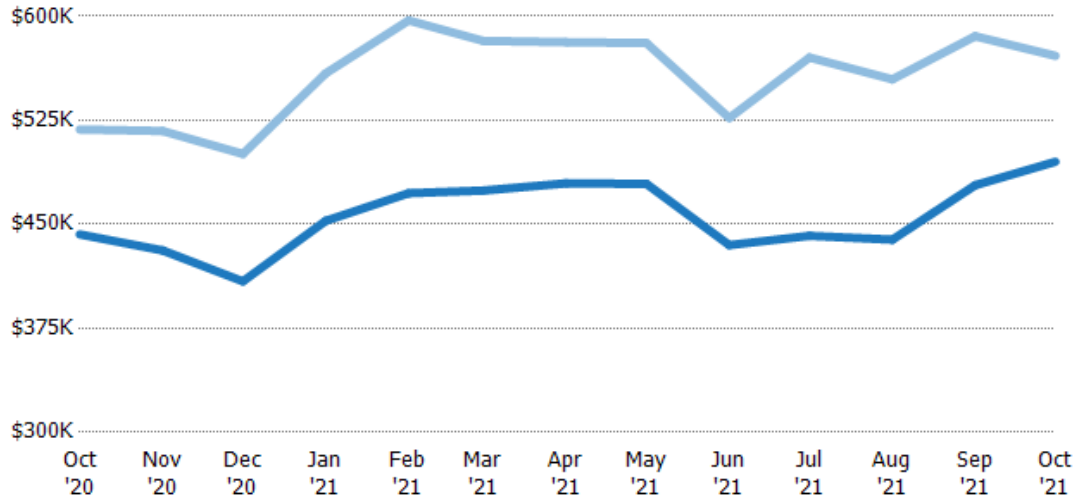
	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21
Current Year	\$299K	\$299K	\$298K	\$315K	\$323K	\$332K	\$327K	\$335K	\$310K	\$344K	\$329K	\$349K	\$359K
Prior Year	\$279K	\$285K	\$285K	\$289K	\$292K	\$299K	\$289K	\$289K	\$299K	\$300K	\$290K	\$285K	\$299K
Percent Change from Prior Year	7%	5%	4%	9%	11%	11%	13%	16%	4%	15%	13%	22%	20%

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

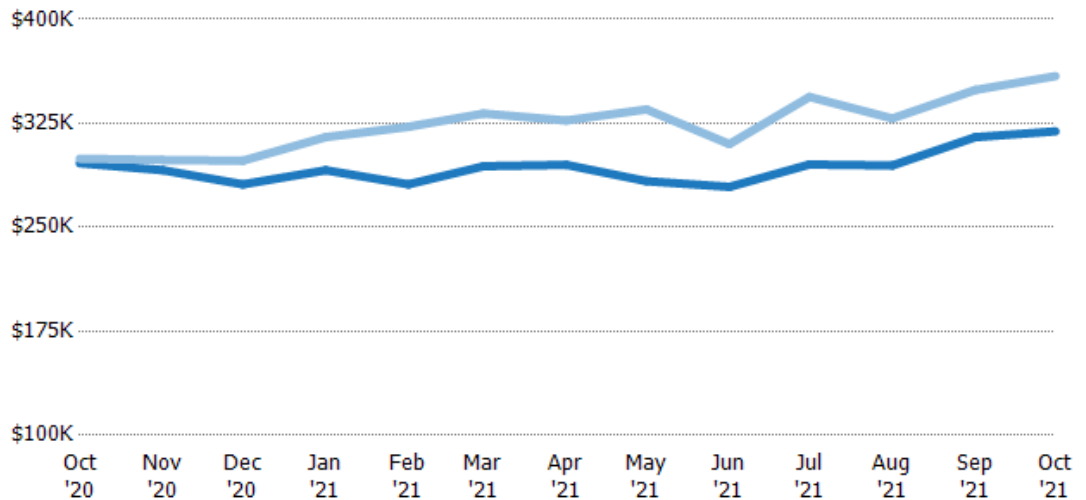


Median Listing Price vs Median Est Value

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



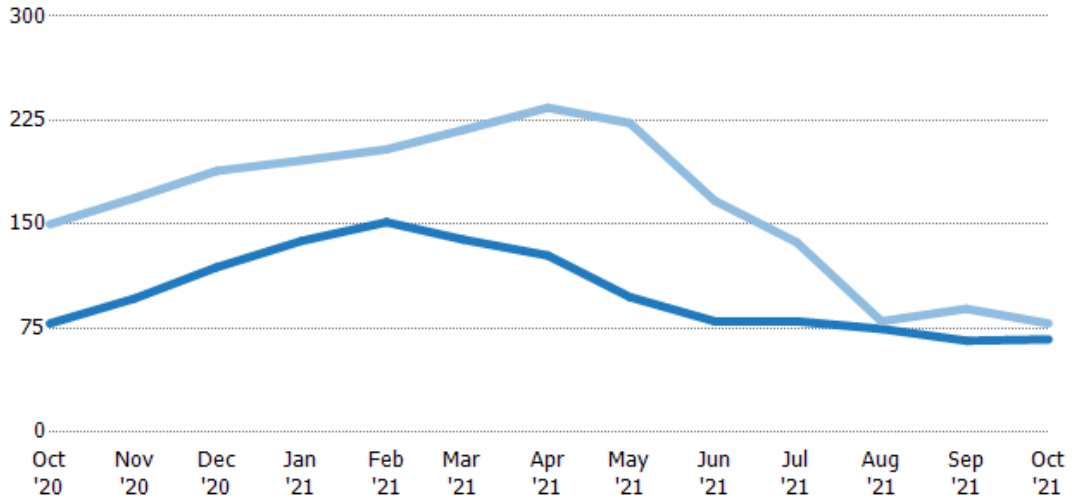
Median Days in RPR

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

Month/Year	Days	% Chg.
Oct '21	67	-14.6%
Oct '20	78.5	-47.7%
Oct '19	150	-15.3%



Current Year	78.5	96.5	119	138	152	139	128	97.5	80	80	74.5	66	67
Prior Year	150	169	189	196	204	218	234	223	167	137	80	89	78.5
Percent Change from Prior Year	-48%	-43%	-37%	-30%	-26%	-36%	-46%	-56%	-52%	-42%	-7%	-26%	-15%

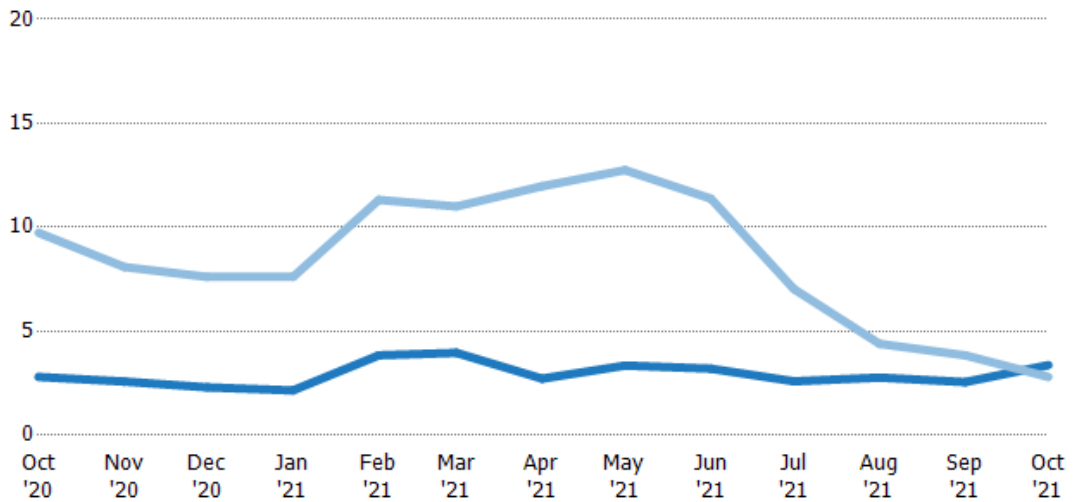
Months of Inventory

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

Month/Year	Months	% Chg.
Oct '21	3.37	20.2%
Oct '20	2.81	-71.2%
Oct '19	9.74	30.9%



Current Year	2.81	2.58	2.3	2.16	3.84	3.97	2.72	3.35	3.2	2.6	2.78	2.56	3.37
Prior Year	9.74	8.09	7.61	7.62	11.3	11	12	12.8	11.4	7.03	4.4	3.84	2.81
Percent Change from Prior Year	-71%	-68%	-70%	-72%	-66%	-64%	-77%	-74%	-72%	-63%	-37%	-33%	20%

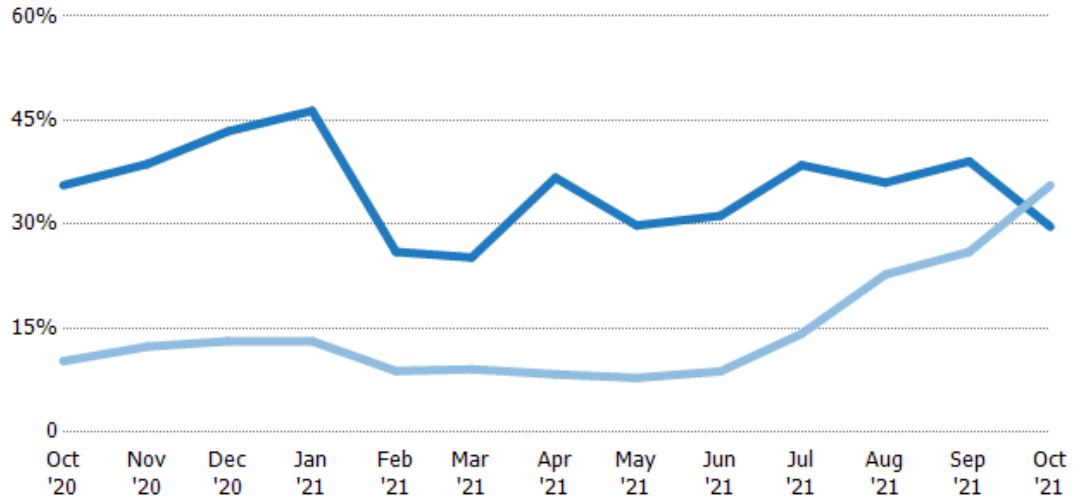
Absorption Rate

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.
Oct '21	30%	6%
Oct '20	36%	-25.4%
Oct '19	10%	-23.6%



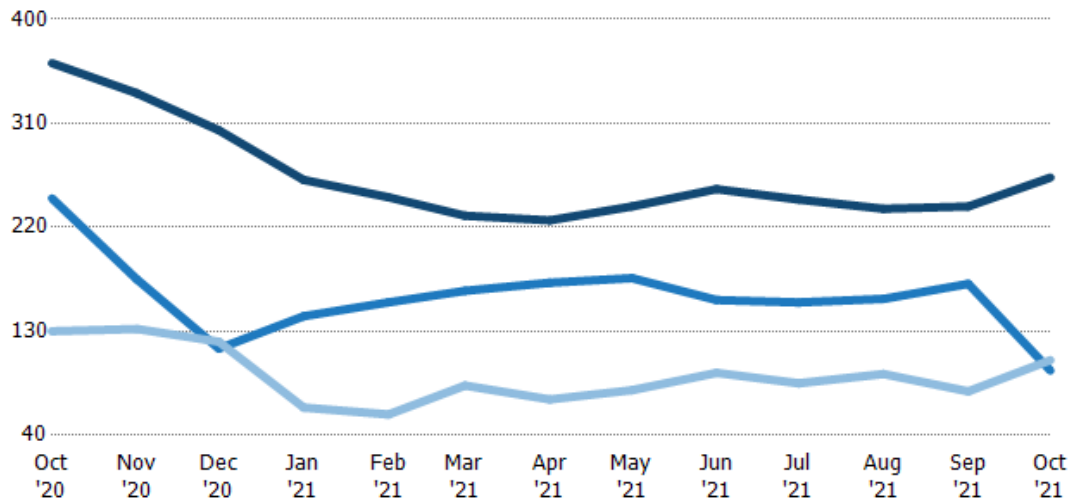
Current Year	36%	39%	43%	46%	26%	25%	37%	30%	31%	39%	36%	39%	30%
Prior Year	10%	12%	13%	13%	9%	9%	8%	8%	9%	14%	23%	26%	36%
Change from Prior Year	-25%	-26%	-30%	-33%	-17%	-16%	-28%	-22%	-22%	-24%	-13%	-13%	6%

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	362	336	304	261	246	230	226	238	253	244	236	238	263
Pending	245	175	115	143	155	165	172	176	157	155	158	171	96
Sold	130	132	121	64	58	83	71	79	94	85	93	78	105

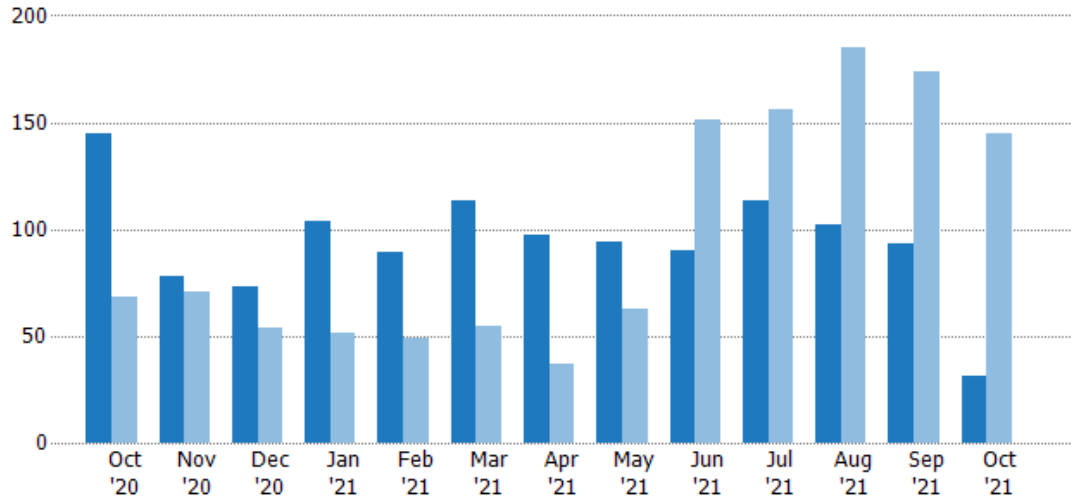
New Pending Sales

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

Month/Year	Count	% Chg.
Oct '21	31	-78.6%
Oct '20	145	113.2%
Oct '19	68	-16.2%



Current Year	145	78	73	104	89	113	97	94	90	113	102	93	31
Prior Year	68	71	54	51	49	55	37	63	151	156	185	174	145
Percent Change from Prior Year	113%	10%	35%	104%	82%	105%	162%	49%	-40%	-28%	-45%	-47%	-79%

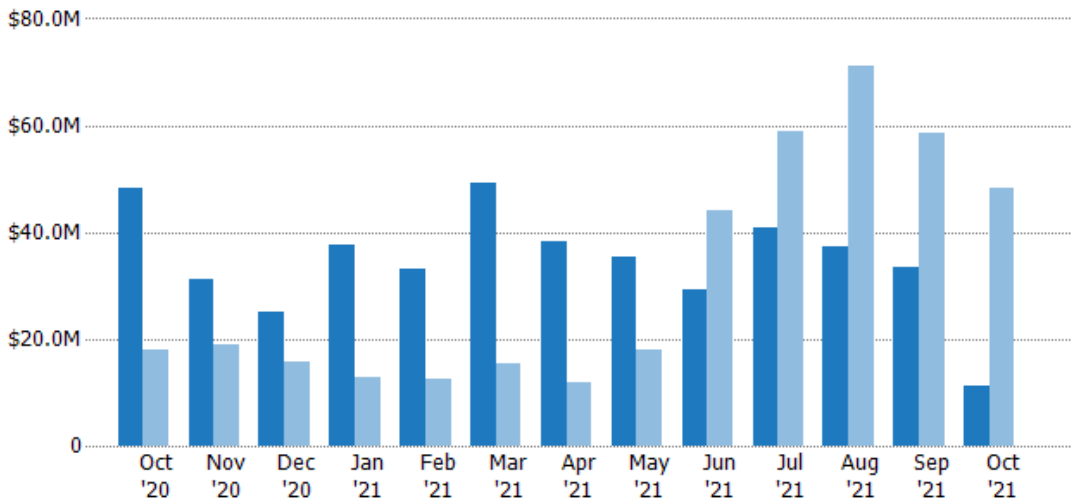
New Pending Sales Volume

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

Month/Year	Volume	% Chg.
Oct '21	\$11.2M	-76.7%
Oct '20	\$48.2M	170%
Oct '19	\$17.9M	-26.1%



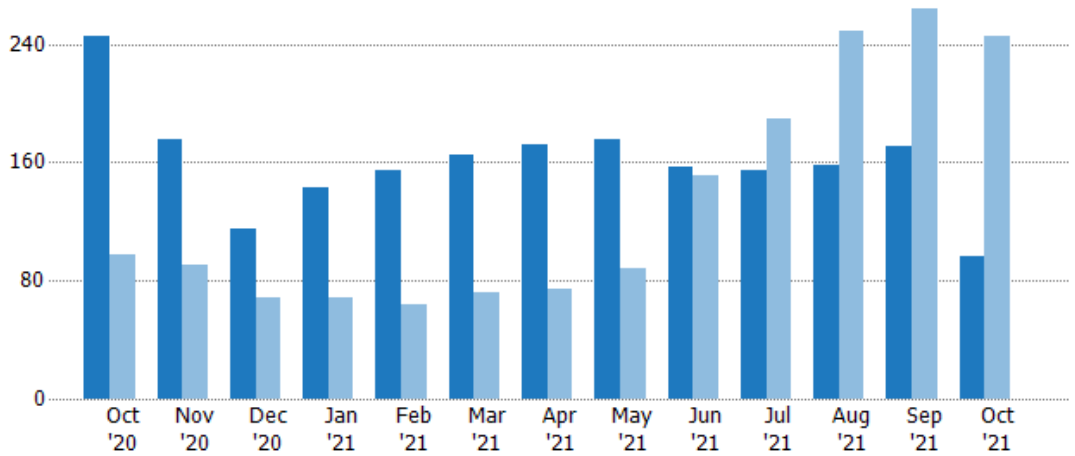
Current Year	\$48.2M	\$31M	\$25.2M	\$37.6M	\$33M	\$49.3M	\$38.4M	\$35.4M	\$29.4M	\$40.9M	\$37.5M	\$33.5M	\$11.2M
Prior Year	\$17.9M	\$19M	\$15.7M	\$12.9M	\$12.4M	\$15.3M	\$11.8M	\$18M	\$44M	\$58.8M	\$71.3M	\$58.4M	\$48.2M
Percent Change from Prior Year	170%	64%	61%	192%	166%	223%	226%	97%	-33%	-30%	-47%	-43%	-77%

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



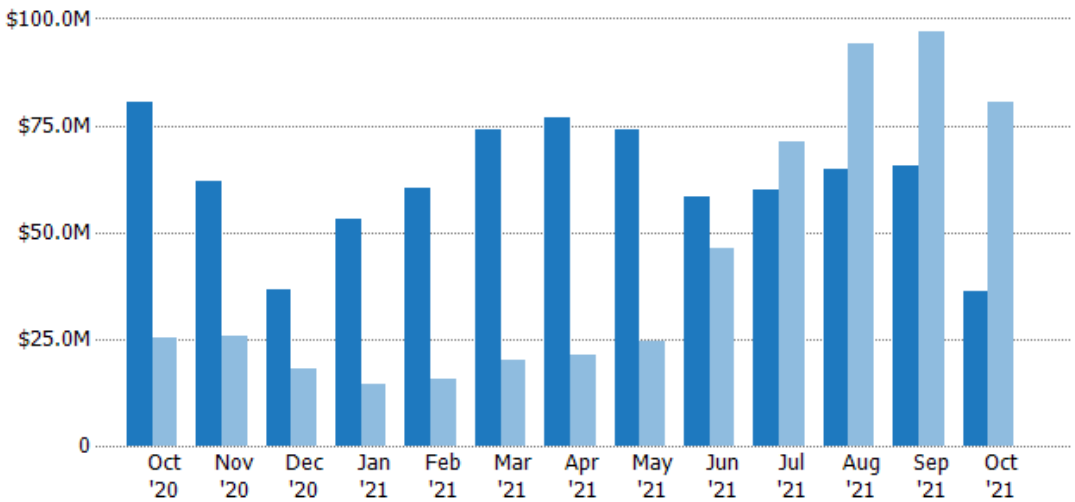
	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21
Current Year	245	175	115	143	155	165	172	176	157	155	158	171	96
Prior Year	97	91	68	69	64	72	74	88	151	190	249	264	245
Percent Change from Prior Year	153%	92%	69%	107%	142%	129%	132%	100%	4%	-18%	-37%	-35%	-61%

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



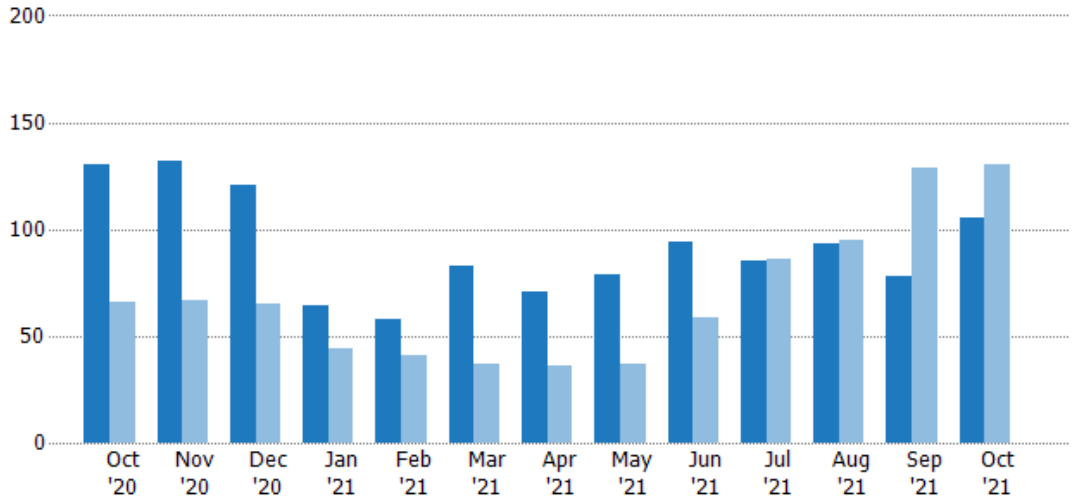
	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21
Current Year	\$80.5M	\$62M	\$36.5M	\$53.2M	\$60.4M	\$73.9M	\$76.7M	\$73.9M	\$58.3M	\$59.7M	\$64.8M	\$65.5M	\$36.2M
Prior Year	\$25.4M	\$25.6M	\$18.2M	\$14.6M	\$15.5M	\$20.1M	\$21.3M	\$24.6M	\$46.1M	\$71M	\$93.9M	\$96.9M	\$80.5M
Percent Change from Prior Year	217%	142%	101%	264%	290%	267%	260%	201%	27%	-16%	-31%	-32%	-55%

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



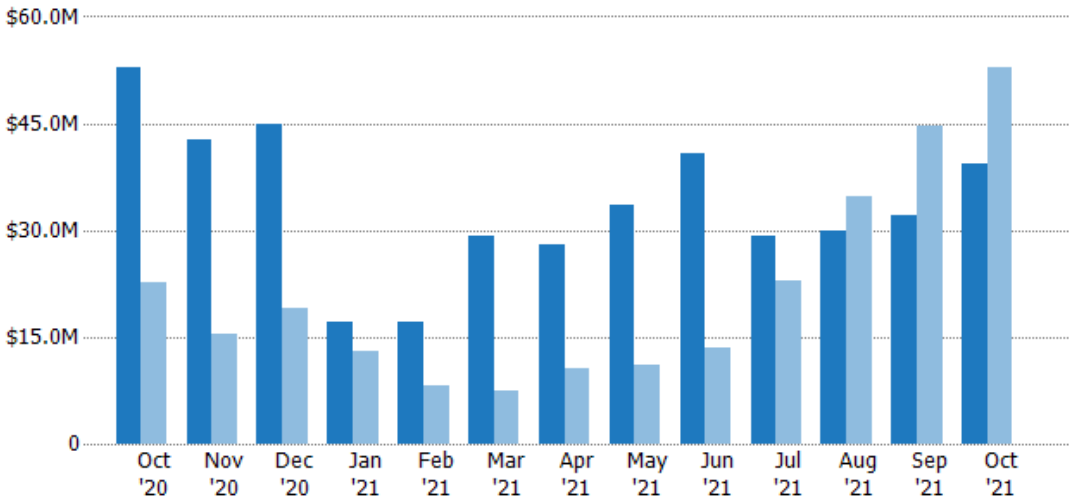
	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21
Current Year	130	132	121	64	58	83	71	79	94	85	93	78	105
Prior Year	66	67	65	44	41	37	36	37	59	86	95	129	130
Percent Change from Prior Year	97%	97%	86%	45%	41%	124%	97%	114%	59%	-1%	-2%	-40%	-19%

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



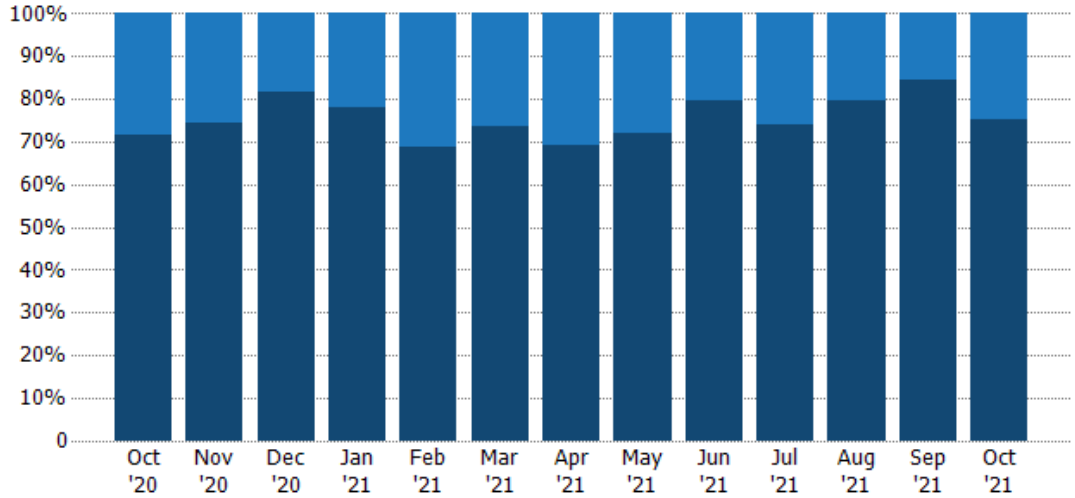
	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21
Current Year	\$52.8M	\$42.6M	\$44.9M	\$17.2M	\$17.1M	\$29.2M	\$28M	\$33.6M	\$40.7M	\$29.1M	\$30M	\$32.1M	\$39.3M
Prior Year	\$22.7M	\$15.4M	\$19M	\$12.9M	\$8.11M	\$7.41M	\$10.7M	\$11.2M	\$13.4M	\$22.9M	\$34.7M	\$44.7M	\$52.8M
Percent Change from Prior Year	132%	176%	136%	33%	111%	293%	162%	201%	204%	27%	-14%	-28%	-25%

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



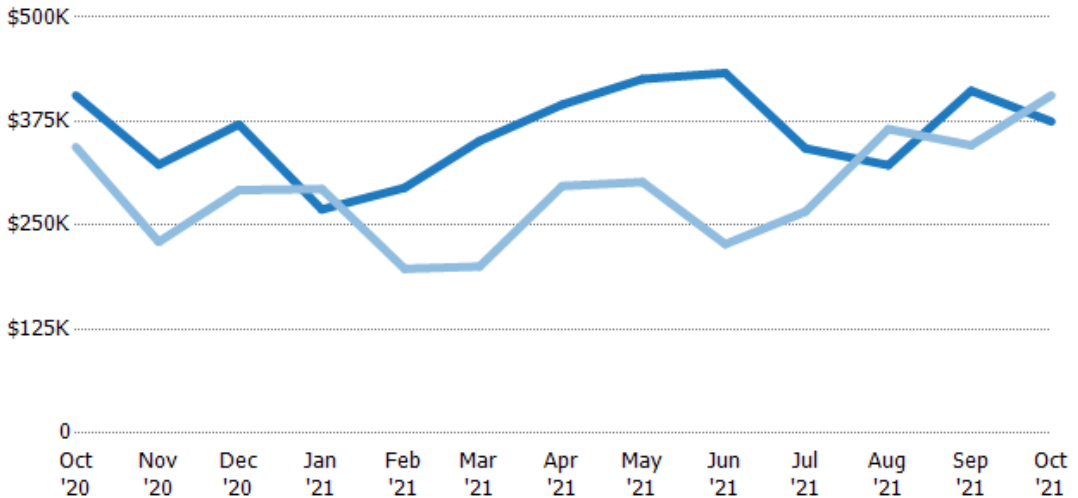
Condo/Townhouse	28%	26%	18%	22%	31%	27%	31%	28%	20%	26%	20%	15%	25%
Single Family Residence	72%	74%	82%	78%	69%	73%	69%	72%	80%	74%	80%	85%	75%

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	\$406K	\$323K	\$371K	\$269K	\$295K	\$351K	\$395K	\$426K	\$433K	\$342K	\$322K	\$412K	\$375K
Prior Year	\$344K	\$230K	\$292K	\$294K	\$198K	\$200K	\$297K	\$302K	\$227K	\$266K	\$366K	\$346K	\$406K
Percent Change from Prior Year	18%	40%	27%	-8%	49%	75%	33%	41%	91%	28%	-12%	19%	-8%

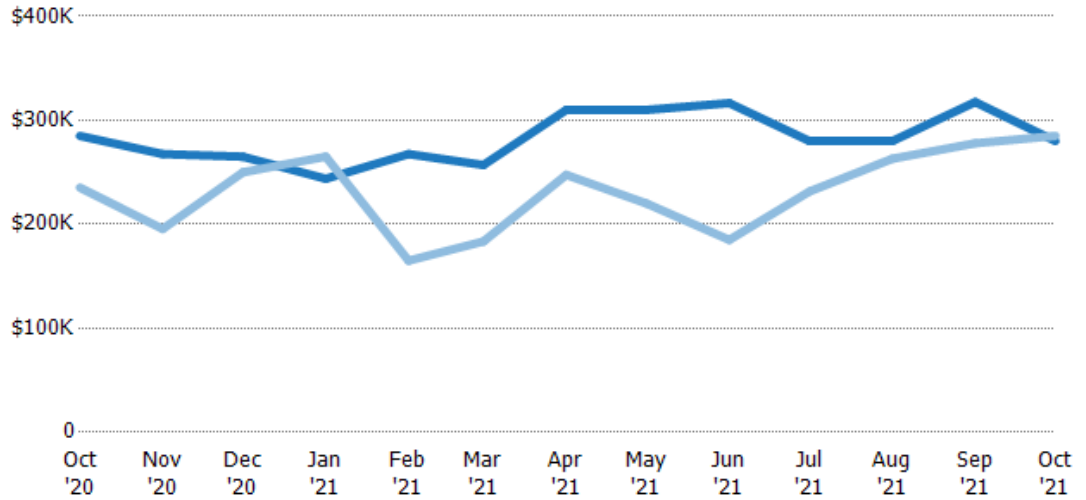
Median Sales Price

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.
Oct '21	\$280K	-1.8%
Oct '20	\$285K	21.1%
Oct '19	\$235K	-8.6%



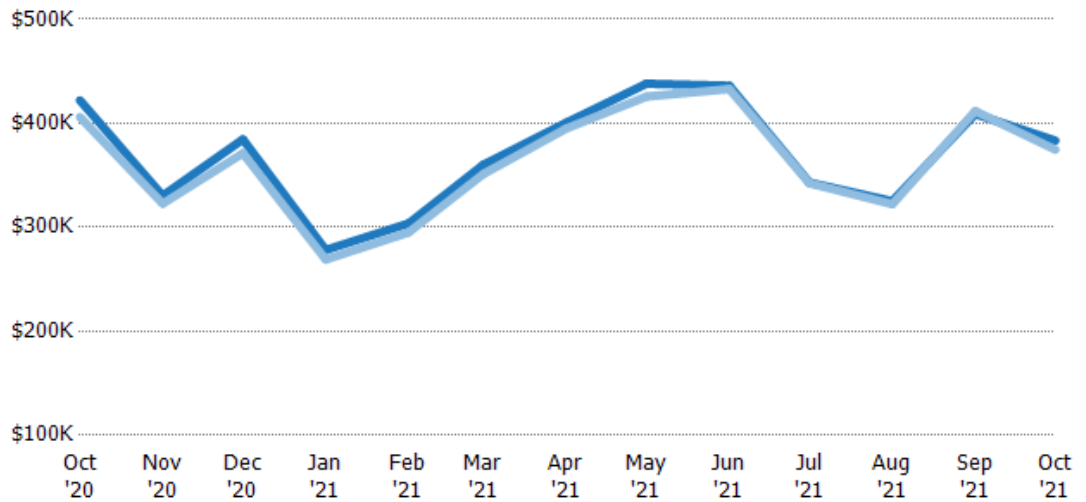
Current Year	\$285K	\$268K	\$265K	\$244K	\$268K	\$257K	\$310K	\$310K	\$317K	\$280K	\$280K	\$318K	\$280K
Prior Year	\$235K	\$196K	\$250K	\$265K	\$165K	\$184K	\$248K	\$220K	\$185K	\$232K	\$263K	\$278K	\$285K
Percent Change from Prior Year	21%	37%	6%	-8%	62%	40%	25%	41%	71%	21%	6%	14%	-2%

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



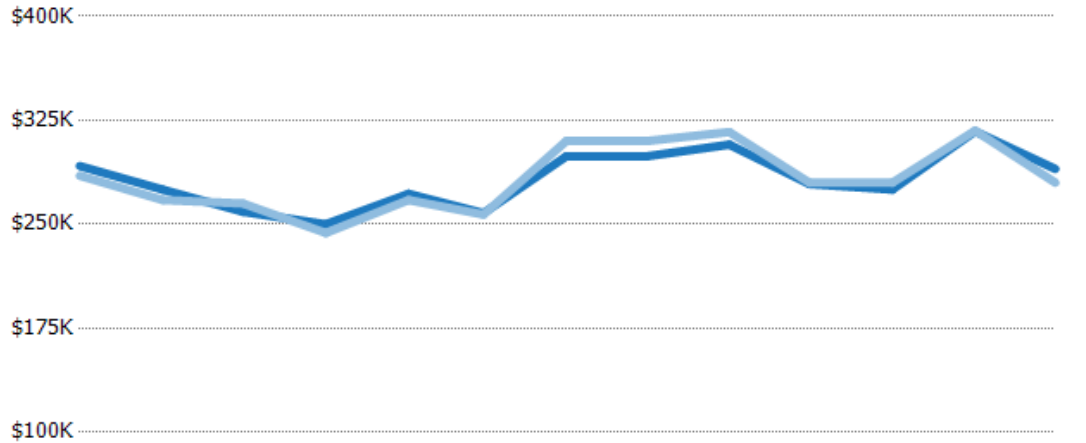
Avg List Price	\$422K	\$330K	\$385K	\$278K	\$304K	\$360K	\$401K	\$438K	\$436K	\$343K	\$325K	\$409K	\$383K
Avg Sales Price	\$406K	\$323K	\$371K	\$269K	\$295K	\$351K	\$395K	\$426K	\$433K	\$342K	\$322K	\$412K	\$375K
Avg Sales Price as a % of Avg List Price	96%	98%	97%	97%	97%	98%	99%	97%	99%	100%	99%	101%	98%

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



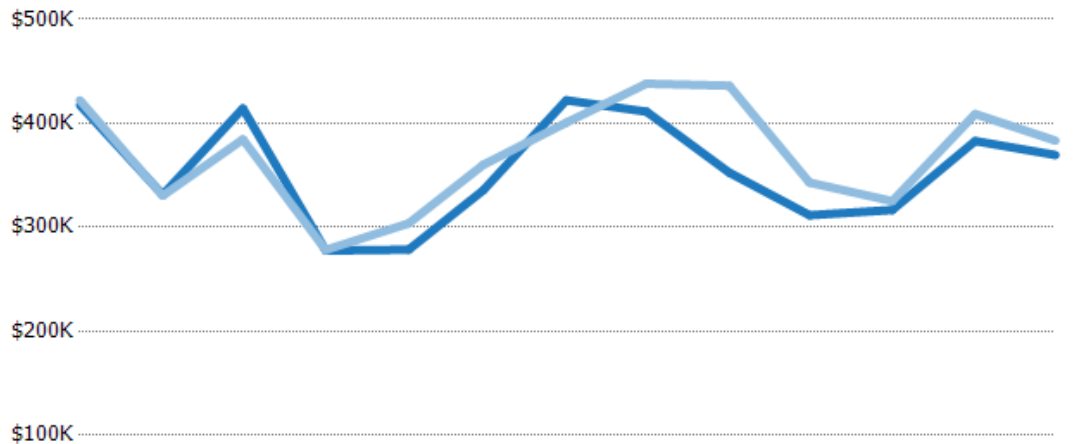
	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21
Median List Price	\$292K	\$275K	\$259K	\$250K	\$272K	\$258K	\$299K	\$299K	\$307K	\$279K	\$275K	\$317K	\$290K
Median Sales Price	\$285K	\$268K	\$265K	\$244K	\$268K	\$257K	\$310K	\$310K	\$317K	\$280K	\$280K	\$318K	\$280K
Med Sales Price as a % of Med List Price	98%	97%	102%	98%	98%	100%	104%	104%	103%	100%	102%	100%	97%

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



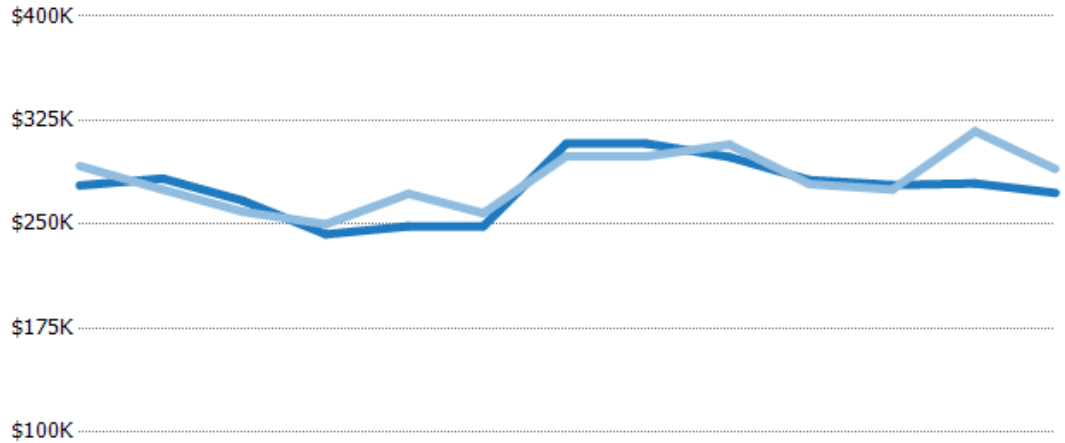
	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21
Avg Est Value	\$417K	\$331K	\$414K	\$278K	\$278K	\$336K	\$422K	\$411K	\$353K	\$312K	\$317K	\$383K	\$370K
Avg Sales Price	\$422K	\$330K	\$385K	\$278K	\$304K	\$360K	\$401K	\$438K	\$436K	\$343K	\$325K	\$409K	\$383K
Avg Sales Price as a % of Avg Est Value	101%	100%	93%	100%	109%	107%	95%	107%	124%	110%	103%	107%	104%

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



	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	\$278K	\$283K	\$267K	\$243K	\$249K	\$249K	\$308K	\$308K	\$299K	\$282K	\$278K	\$279K	\$273K
Median Sales Price	\$292K	\$275K	\$259K	\$250K	\$272K	\$258K	\$299K	\$299K	\$307K	\$279K	\$275K	\$317K	\$290K
Med Sales Price as a % of Med Est Value	105%	97%	97%	103%	109%	104%	97%	97%	103%	99%	99%	113%	106%