

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	Dec 2021	Dec 2020	+ / -	YTD 2021	YTD 2020	+ / -
Listing Activity Charts Metrics						
New Listing Count	6	6	+/-	216	220	-1.8%
New Listing Volume	\$4,102,400	\$1,852,300	+121.5%	\$100,545,474	\$88,727,185	+13.3%
Active Listing Count	25	38	-34.2%	N/A	N/A	
Active Listing Volume	\$14,845,365	\$23,860,599	-37.8%	N/A	N/A	
Average Listing Price	\$593,815	\$627,911	-5.4%	\$613,208	\$580,640	+5.6%
Median Listing Price	\$450,495	\$432,900	+4.1%	\$446,832	\$418,640	+6.7%
Median Days in RPR	156	218.5	-28.6%	109.53	121.48	-9.8%
Months of Inventory	1.7	2.4	-29.8%	1.8	2.9	-39.3%
Absorption Rate	60%	42.11%	+17.9%	56.14%	34.07%	+22.1%
Sales Activity Charts Metrics						
New Pending Sales Count	5	7	-28.6%	209	242	-13.6%
New Pending Sales Volume	\$2,350,400	\$2,477,500	-5.1%	\$102,127,393	\$93,638,909	+9.1%
Pending Sales Count	11	24	-54.2%	N/A	N/A	
Pending Sales Volume	\$4,554,700	\$9,253,974	-50.8%	N/A	N/A	
Closed Sales Count	16	17	-5.9%	205	215	-4.7%
Closed Sales Volume	\$8,797,100	\$7,498,488	+17.3%	\$100,188,319	\$82,153,919	+22%
Average Sales Price	\$549,819	\$441,088	+24.7%	\$488,724	\$382,111	+27.9%
Median Sales Price	\$457,500	\$375,000	+22%	\$397,917	\$354,414	+12.3%

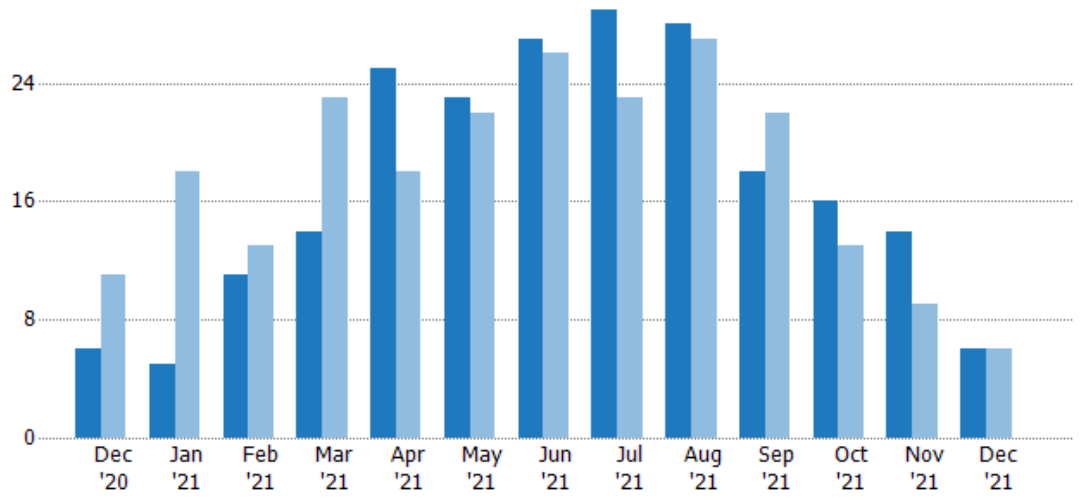
New Listings

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.
Dec '21	6	0%
Dec '20	6	-45.5%
Dec '19	11	-27.3%



Current Year	6	5	11	14	25	23	27	29	28	18	16	14	6
Prior Year	11	18	13	23	18	22	26	23	27	22	13	9	6
Percent Change from Prior Year	-45%	-72%	-15%	-39%	39%	5%	4%	26%	4%	-18%	23%	56%	0%

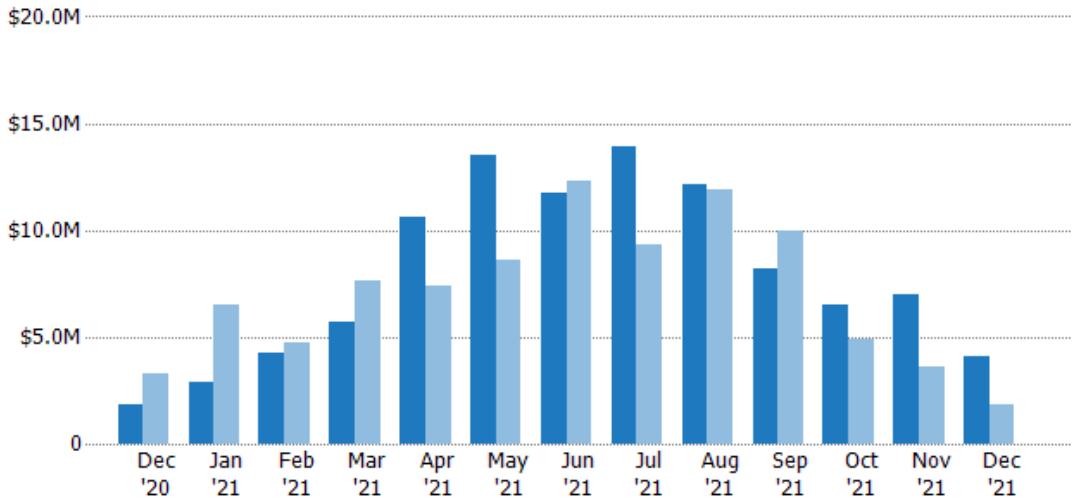
New Listing Volume

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.
Dec '21	\$4.1M	121.5%
Dec '20	\$1.85M	-44%
Dec '19	\$3.31M	-28.8%



Current Year	\$1.85M	\$2.89M	\$4.23M	\$5.74M	\$10.6M	\$13.5M	\$11.8M	\$13.9M	\$12.2M	\$8.17M	\$6.49M	\$6.97M	\$4.1M
Prior Year	\$3.31M	\$6.54M	\$4.74M	\$7.6M	\$7.41M	\$8.62M	\$12.3M	\$9.33M	\$11.9M	\$9.98M	\$4.89M	\$3.57M	\$1.85M
Percent Change from Prior Year	-44%	-56%	-11%	-25%	43%	57%	-5%	49%	2%	-18%	33%	95%	121%

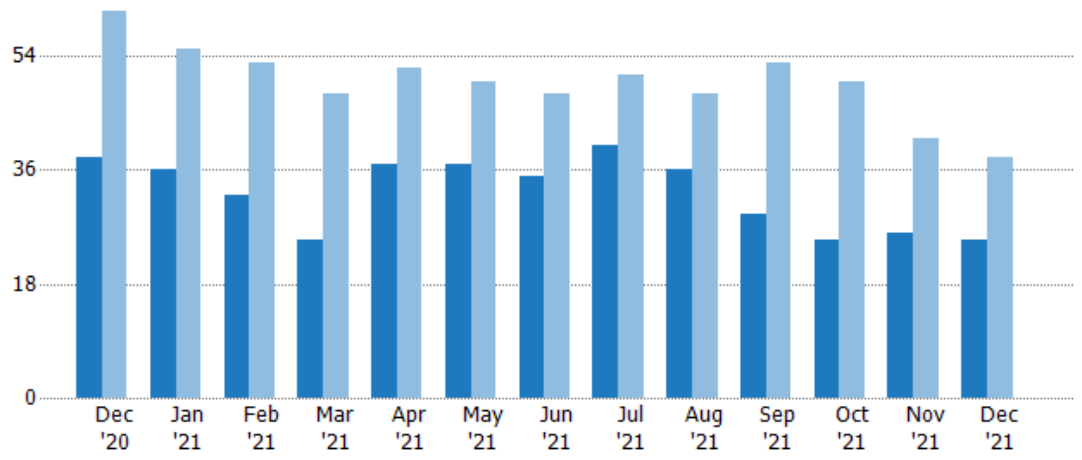
Active Listings

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.
Dec '21	25	-34.2%
Dec '20	38	-37.7%
Dec '19	61	1.6%



Current Year	38	36	32	25	37	37	35	40	36	29	25	26	25
Prior Year	61	55	53	48	52	50	48	51	48	53	50	41	38
Percent Change from Prior Year	-38%	-35%	-40%	-48%	-29%	-26%	-27%	-22%	-25%	-45%	-50%	-37%	-34%

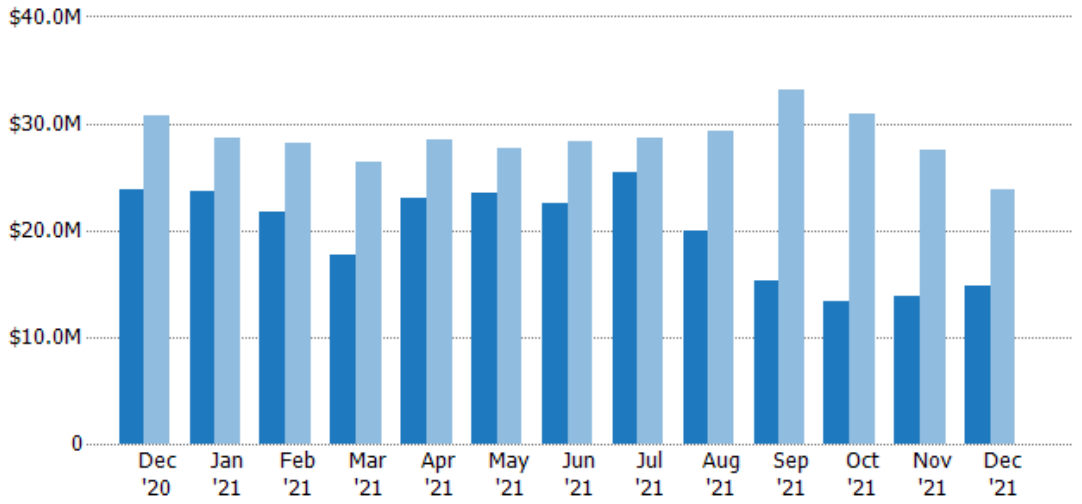
Active Listing Volume

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.
Dec '21	\$14.8M	-37.8%
Dec '20	\$23.9M	-22.5%
Dec '19	\$30.8M	-14.7%



Current Year	\$23.9M	\$23.7M	\$21.7M	\$17.7M	\$23M	\$23.5M	\$22.5M	\$25.5M	\$20M	\$15.3M	\$13.3M	\$13.8M	\$14.8M
Prior Year	\$30.8M	\$28.7M	\$28.1M	\$26.3M	\$28.4M	\$27.6M	\$28.4M	\$28.7M	\$29.3M	\$33.1M	\$31M	\$27.5M	\$23.9M
Percent Change from Prior Year	-23%	-17%	-23%	-33%	-19%	-15%	-21%	-11%	-32%	-54%	-57%	-50%	-38%

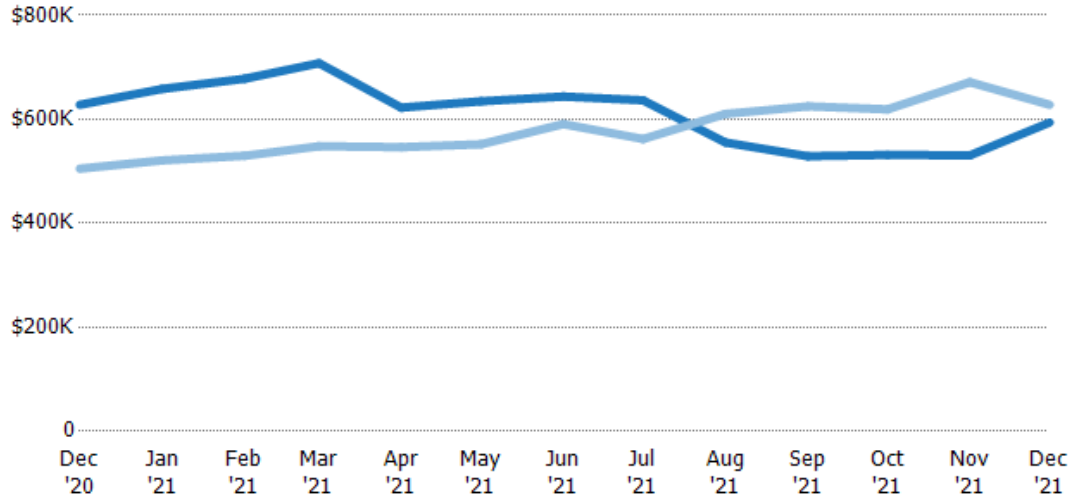
Average Listing Price

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.
Dec '21	\$594K	-5.4%
Dec '20	\$628K	24.3%
Dec '19	\$505K	-16.1%



Current Year	\$628K	\$658K	\$678K	\$708K	\$622K	\$635K	\$644K	\$636K	\$555K	\$529K	\$532K	\$531K	\$594K
Prior Year	\$505K	\$521K	\$530K	\$548K	\$546K	\$552K	\$591K	\$562K	\$610K	\$625K	\$619K	\$671K	\$628K
Percent Change from Prior Year	24%	26%	28%	29%	14%	15%	9%	13%	-9%	-15%	-14%	-21%	-5%

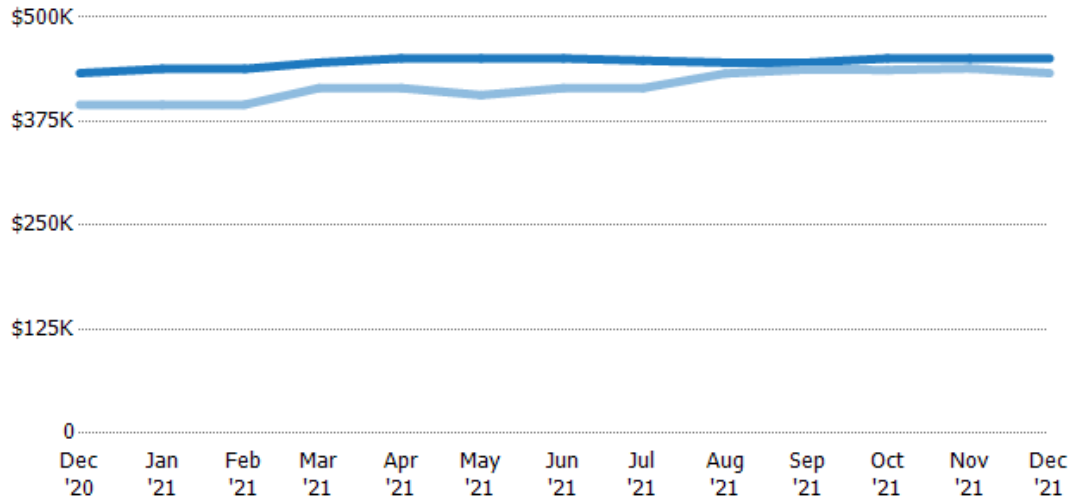
Median Listing Price

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.
Dec '21	\$450K	4.1%
Dec '20	\$433K	9.6%
Dec '19	\$395K	-1.1%



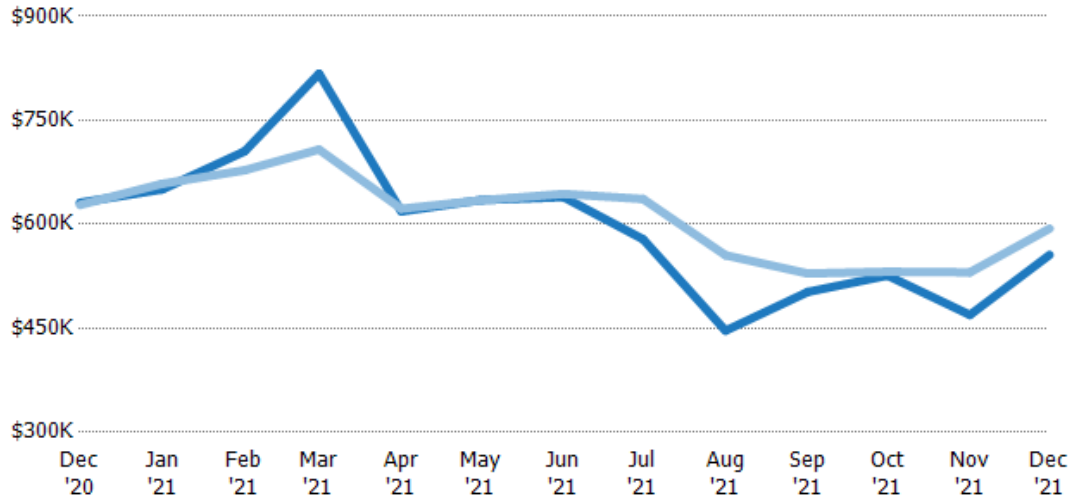
Current Year	\$433K	\$438K	\$438K	\$445K	\$450K	\$450K	\$450K	\$448K	\$445K	\$445K	\$450K	\$450K	\$450K
Prior Year	\$395K	\$395K	\$395K	\$415K	\$415K	\$406K	\$415K	\$415K	\$432K	\$437K	\$437K	\$439K	\$433K
Percent Change from Prior Year	10%	11%	11%	7%	9%	11%	9%	8%	3%	2%	3%	3%	4%

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



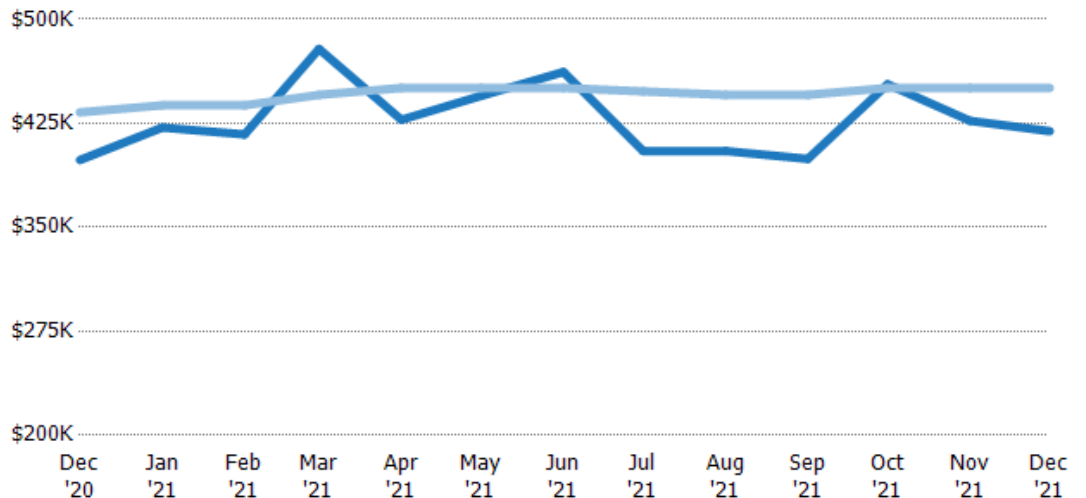
	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21
Avg Est Value	\$631K	\$650K	\$705K	\$817K	\$619K	\$635K	\$639K	\$578K	\$446K	\$503K	\$526K	\$469K	\$556K
Avg Listing Price	\$628K	\$658K	\$678K	\$708K	\$622K	\$635K	\$644K	\$636K	\$555K	\$529K	\$532K	\$531K	\$594K
Avg Listing Price as a % of Avg Est Value	100%	101%	96%	87%	101%	100%	101%	110%	124%	105%	101%	113%	107%

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



	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21
Median Est Value	\$399K	\$422K	\$417K	\$479K	\$428K	\$445K	\$462K	\$405K	\$405K	\$399K	\$453K	\$427K	\$419K
Median Listing Price	\$433K	\$438K	\$438K	\$445K	\$450K	\$450K	\$450K	\$448K	\$445K	\$445K	\$450K	\$450K	\$450K
Med Listing Price as a % of Med Est Value	109%	104%	105%	93%	105%	101%	98%	111%	110%	112%	99%	106%	107%

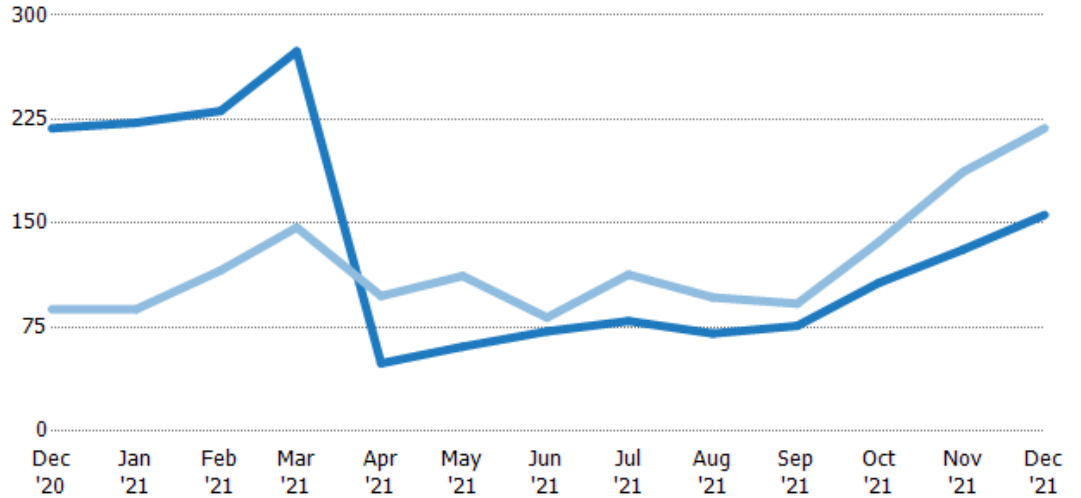
Median Days in RPR

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.
Dec '21	156	-28.6%
Dec '20	219	148.3%
Dec '19	88	34.1%



Current Year	219	223	231	274	49	61	72	79.5	70.5	76	107	131	156
Prior Year	88	88	116	147	97.5	112	82	113	96.5	92	137	187	219
Percent Change from Prior Year	148%	153%	99%	86%	-50%	-46%	-12%	-30%	-27%	-17%	-22%	-30%	-29%

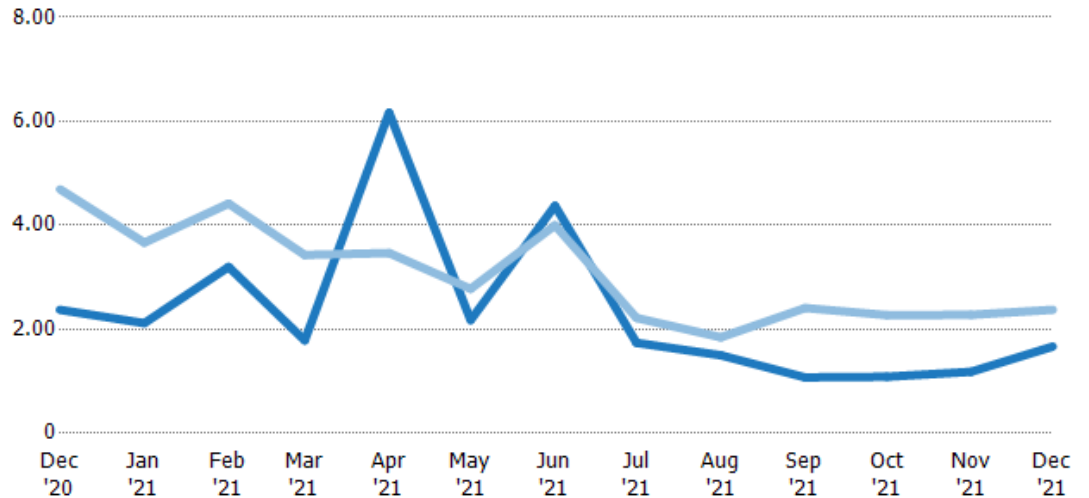
Months of Inventory

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

Filters Used

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

Month/ Year	Months	% Chg.
Dec '21	1.67	-29.8%
Dec '20	2.38	-49.4%
Dec '19	4.69	65.2%



Current Year	2.38	2.12	3.2	1.79	6.17	2.18	4.38	1.74	1.5	1.07	1.09	1.18	1.67
Prior Year	4.69	3.67	4.42	3.43	3.47	2.78	4	2.22	1.85	2.41	2.27	2.28	2.38
Percent Change from Prior Year	-49%	-42%	-28%	-48%	78%	-22%	9%	-22%	-19%	-55%	-52%	-48%	-30%

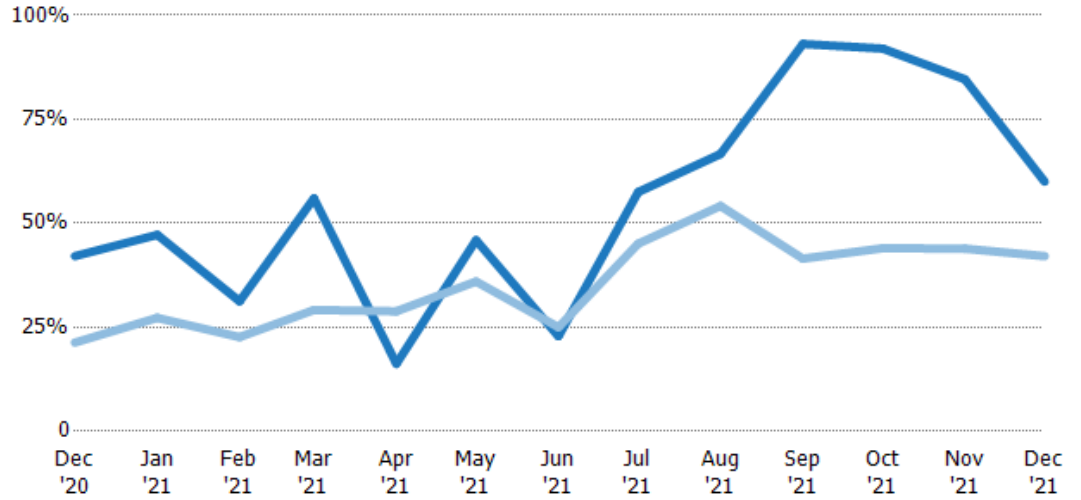
Absorption Rate

The percentage of inventory sold per month.

Filters Used

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

Month/ Year	Rate	Chg.
Dec '21	60%	-17.9%
Dec '20	42%	-20.8%
Dec '19	21%	-39.5%



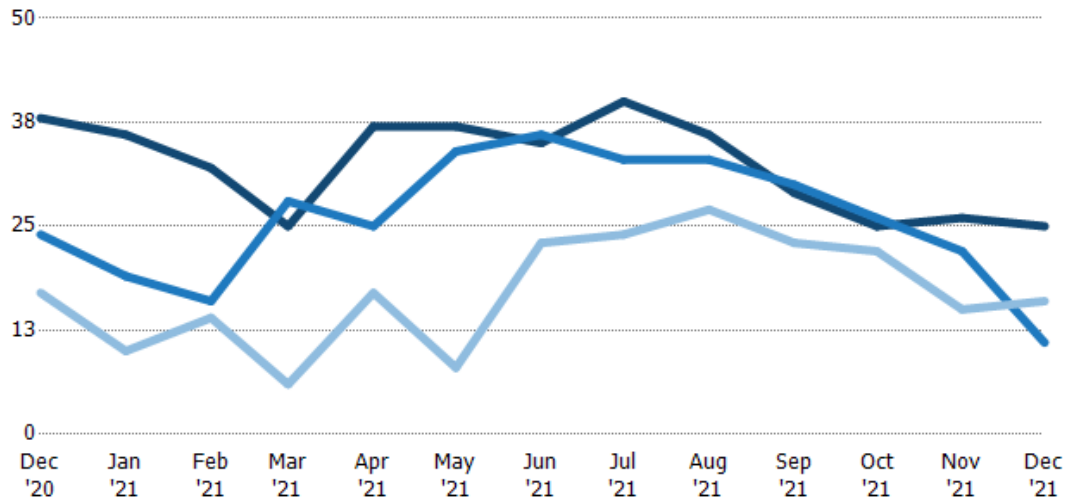
Current Year	42%	47%	31%	56%	16%	46%	23%	58%	67%	93%	92%	85%	60%
Prior Year	21%	27%	23%	29%	29%	36%	25%	45%	54%	42%	44%	44%	42%
Change from Prior Year	-21%	-20%	-9%	-27%	13%	-10%	2%	-12%	-13%	-52%	-48%	-41%	-18%

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



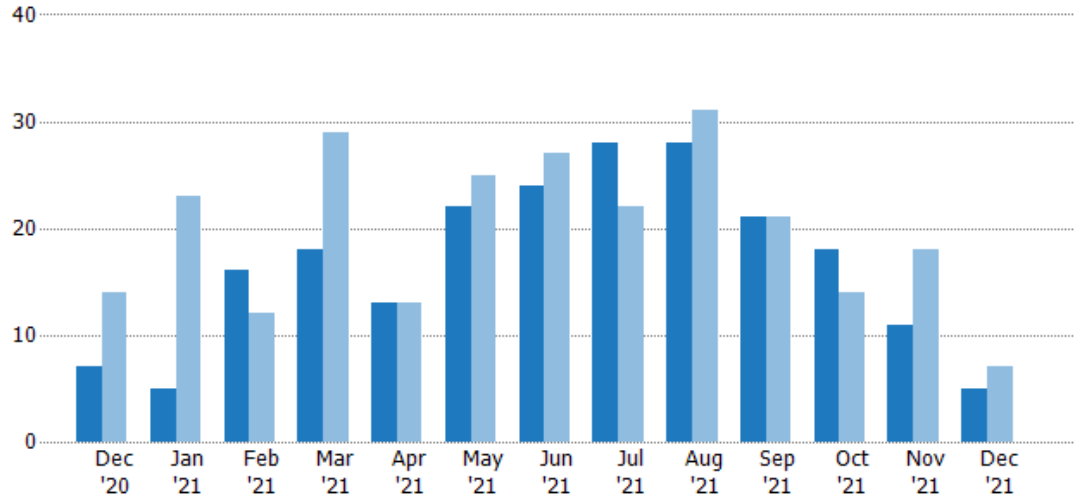
Active	38	36	32	25	37	37	35	40	36	29	25	26	25
Pending	24	19	16	28	25	34	36	33	33	30	26	22	11
Sold	17	10	14	6	17	8	23	24	27	23	22	15	16

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



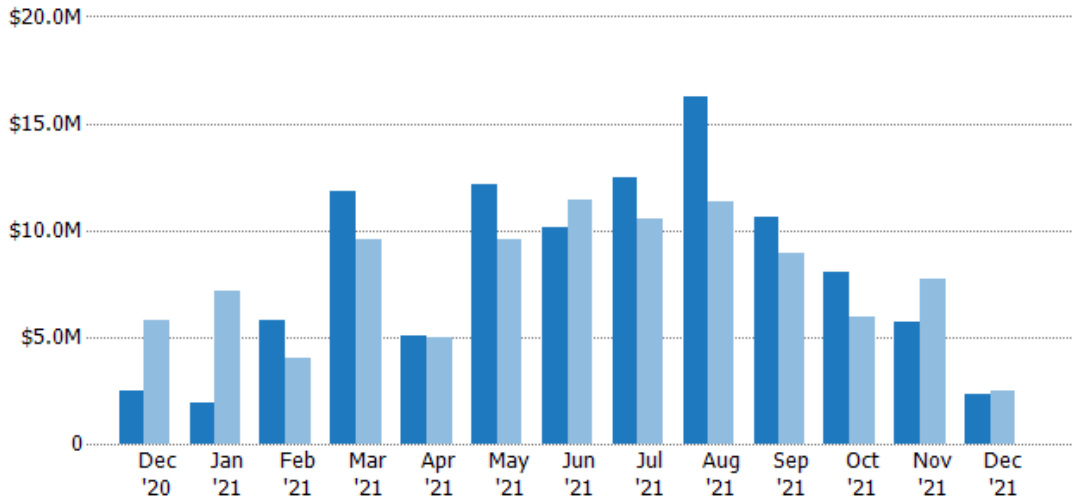
Month/Year	Count	% Chg.
Dec '21	5	-28.6%
Dec '20	7	-50%
Dec '19	14	-42.9%

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.
Dec '21	\$2.35M	-5.1%
Dec '20	\$2.48M	-57.4%
Dec '19	\$5.81M	-58.5%

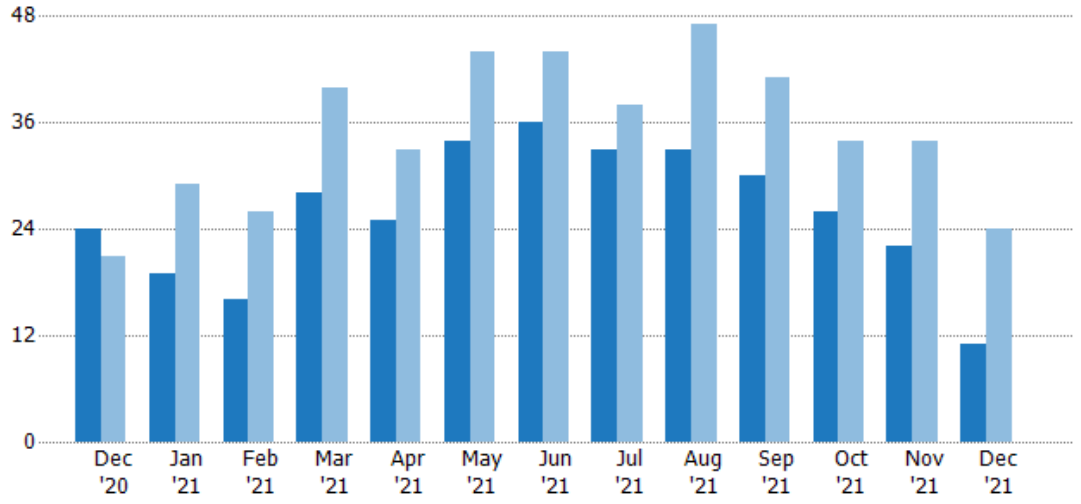
Pending Sales

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.
Dec '21	11	-54.2%
Dec '20	24	14.3%
Dec '19	21	-23.8%



Current Year	24	19	16	28	25	34	36	33	33	30	26	22	11
Prior Year	21	29	26	40	33	44	44	38	47	41	34	34	24
Percent Change from Prior Year	14%	-34%	-38%	-30%	-24%	-23%	-18%	-13%	-30%	-27%	-24%	-35%	-54%

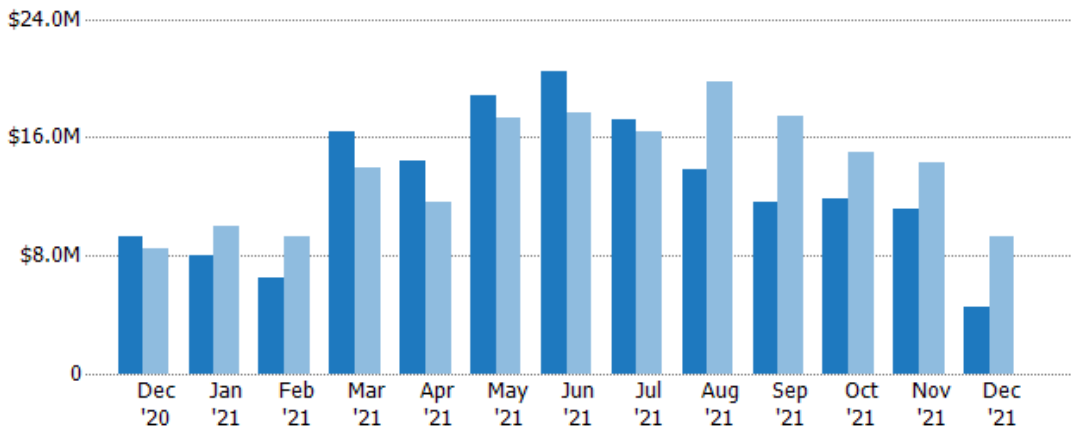
Pending Sales Volume

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.
Dec '21	\$4.55M	-50.8%
Dec '20	\$9.25M	9.7%
Dec '19	\$8.44M	-33.2%



Current Year	\$9.25M	\$7.97M	\$6.48M	\$16.4M	\$14.4M	\$18.9M	\$20.5M	\$17.2M	\$13.8M	\$11.6M	\$11.8M	\$11.1M	\$4.55M
Prior Year	\$8.44M	\$10M	\$9.28M	\$14M	\$11.6M	\$17.3M	\$17.6M	\$16.4M	\$19.7M	\$17.5M	\$15M	\$14.3M	\$9.25M
Percent Change from Prior Year	10%	-20%	-30%	17%	24%	9%	16%	5%	-30%	-33%	-21%	-22%	-51%

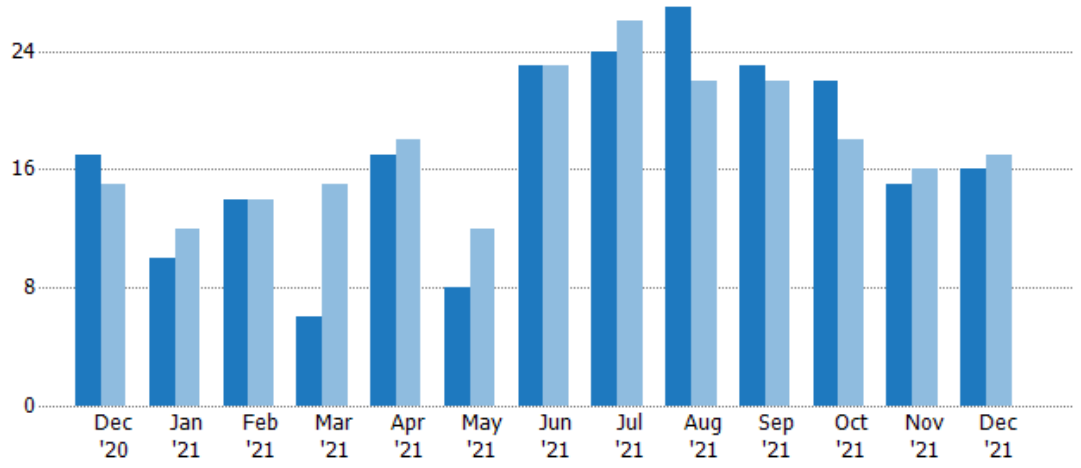
Closed Sales

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.
Dec '21	16	-5.9%
Dec '20	17	13.3%
Dec '19	15	0%



Current Year	17	10	14	6	17	8	23	24	27	23	22	15	16
Prior Year	15	12	14	15	18	12	23	26	22	22	18	16	17
Percent Change from Prior Year	13%	-17%	0%	-60%	-6%	-33%	0%	-8%	23%	5%	22%	-6%	-6%

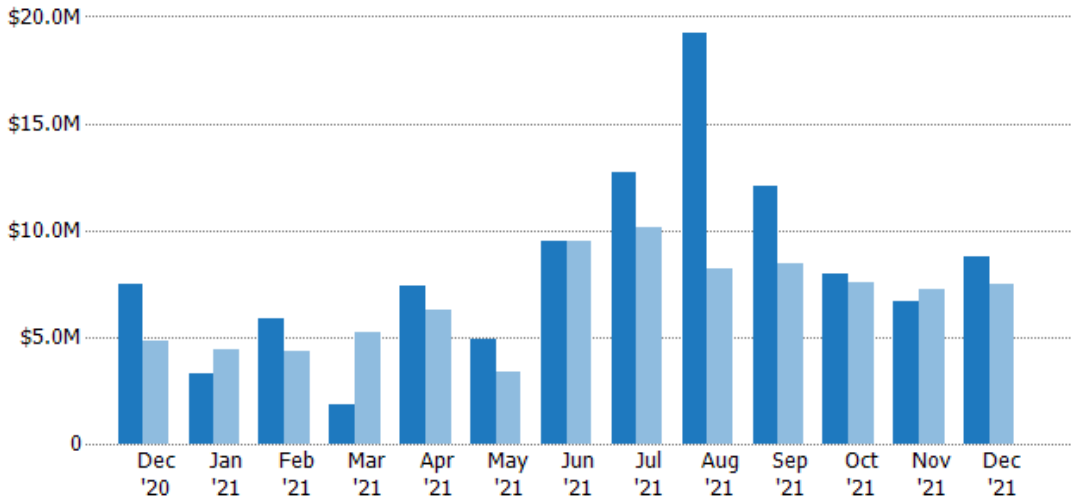
Closed Sales Volume

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.
Dec '21	\$8.8M	17.3%
Dec '20	\$7.5M	54.6%
Dec '19	\$4.85M	0.9%



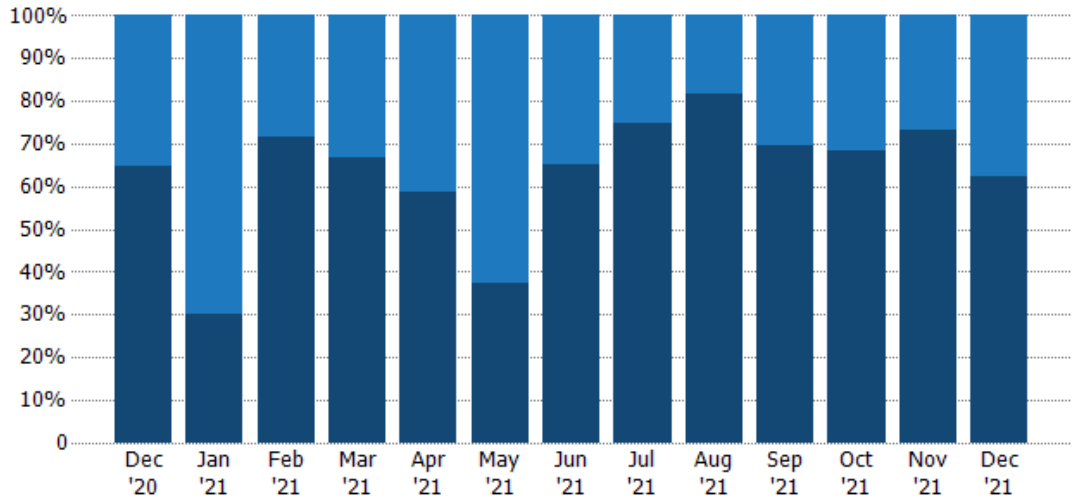
Current Year	\$7.5M	\$3.3M	\$5.83M	\$1.83M	\$7.41M	\$4.87M	\$9.49M	\$12.7M	\$19.2M	\$12M	\$7.99M	\$6.68M	\$8.8M
Prior Year	\$4.85M	\$4.38M	\$4.32M	\$5.22M	\$6.27M	\$3.38M	\$9.48M	\$10.1M	\$8.24M	\$8.43M	\$7.57M	\$7.26M	\$7.5M
Percent Change from Prior Year	55%	-25%	35%	-65%	18%	44%	0%	26%	133%	43%	6%	-8%	17%

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



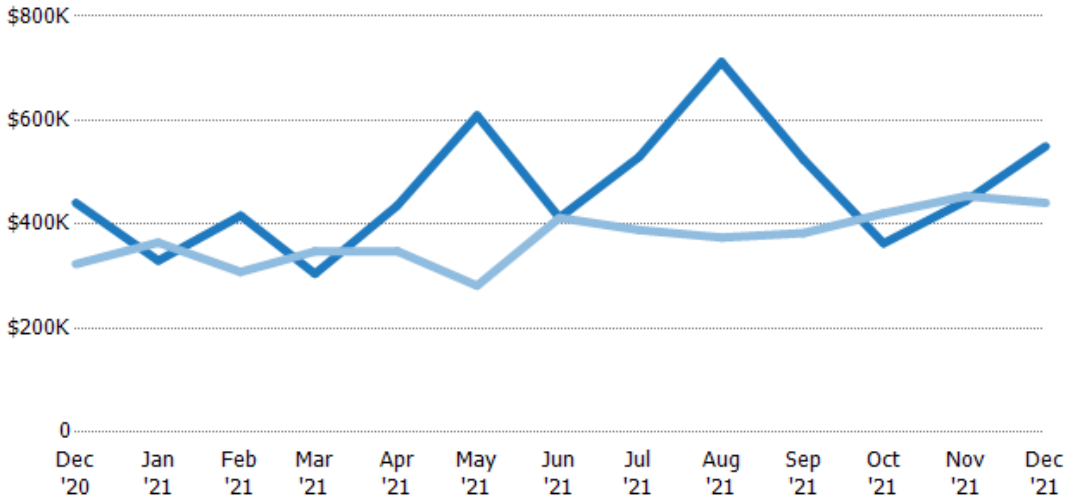
Property Type	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21
Condo/Townhouse	35%	70%	29%	33%	41%	63%	35%	25%	19%	30%	32%	27%	38%
Single Family Residence	65%	30%	71%	67%	59%	38%	65%	75%	81%	70%	68%	73%	63%

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



Month/Year	Price	% Chg.
Dec '21	\$550K	24.7%
Dec '20	\$441K	36.4%
Dec '19	\$323K	0.9%

Property Type	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21
Current Year	\$441K	\$330K	\$417K	\$305K	\$436K	\$609K	\$413K	\$530K	\$712K	\$524K	\$363K	\$445K	\$550K
Prior Year	\$323K	\$365K	\$308K	\$348K	\$348K	\$282K	\$412K	\$389K	\$374K	\$383K	\$421K	\$454K	\$441K
Percent Change from Prior Year	36%	-10%	35%	-12%	25%	116%	0%	36%	90%	37%	-14%	-2%	25%

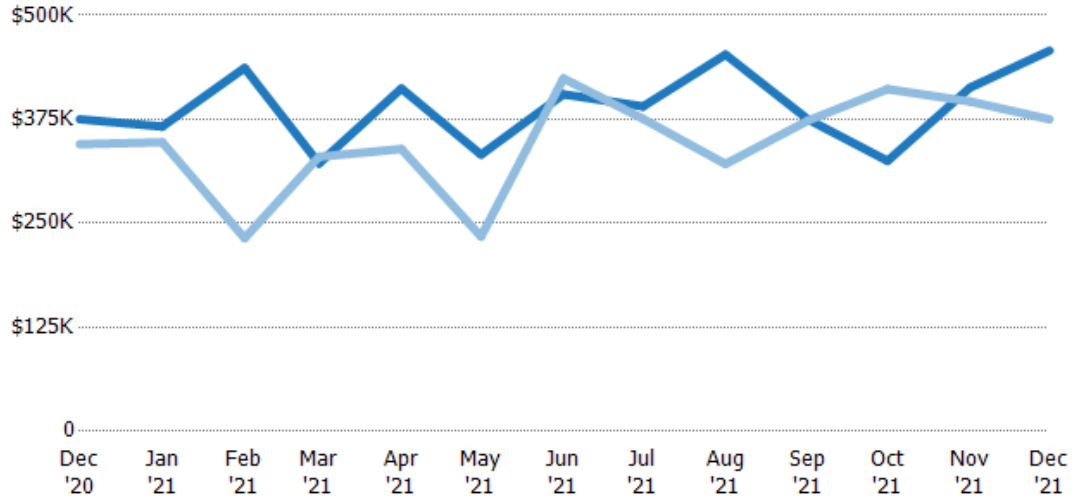
Median Sales Price

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.
Dec '21	\$458K	22%
Dec '20	\$375K	8.7%
Dec '19	\$345K	-6.4%



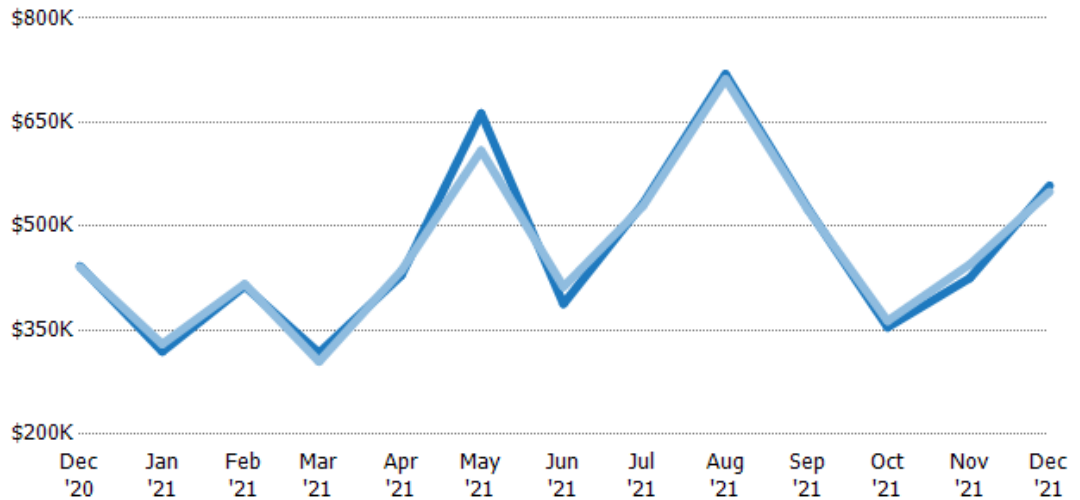
Current Year	\$375K	\$366K	\$437K	\$322K	\$412K	\$333K	\$405K	\$391K	\$453K	\$375K	\$325K	\$413K	\$458K
Prior Year	\$345K	\$347K	\$232K	\$330K	\$339K	\$234K	\$424K	\$375K	\$321K	\$373K	\$411K	\$396K	\$375K
Percent Change from Prior Year	9%	5%	88%	-2%	21%	42%	-5%	4%	41%	0%	-21%	4%	22%

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

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



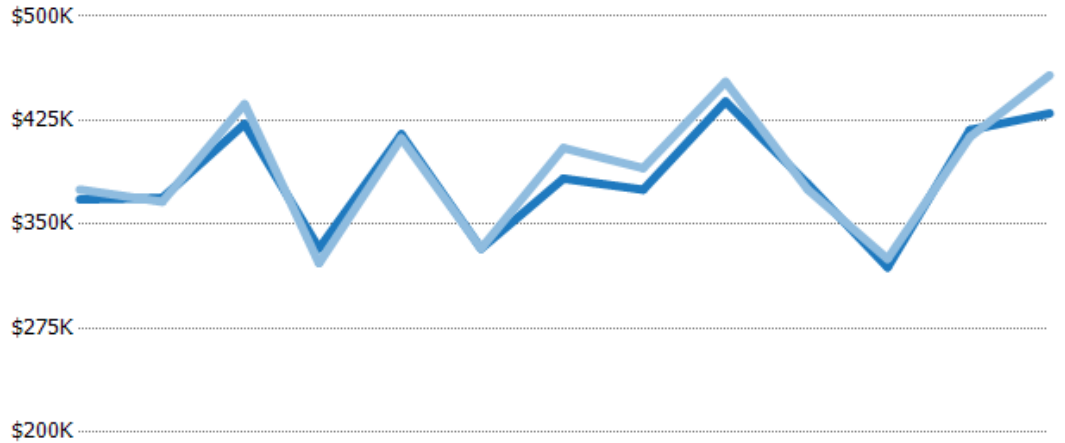
Avg List Price	\$443K	\$319K	\$414K	\$317K	\$429K	\$663K	\$388K	\$533K	\$720K	\$526K	\$354K	\$425K	\$559K
Avg Sales Price	\$441K	\$330K	\$417K	\$305K	\$436K	\$609K	\$413K	\$530K	\$712K	\$524K	\$363K	\$445K	\$550K
Avg Sales Price as a % of Avg List Price	100%	103%	101%	96%	102%	92%	106%	99%	99%	100%	103%	105%	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

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



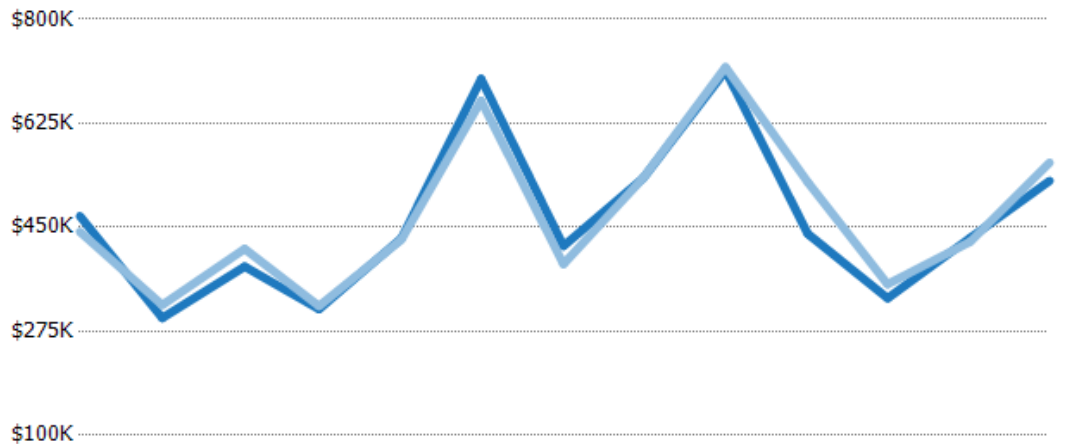
	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21
Median List Price	\$368K	\$369K	\$422K	\$333K	\$415K	\$333K	\$383K	\$375K	\$439K	\$379K	\$319K	\$418K	\$430K
Median Sales Price	\$375K	\$366K	\$437K	\$322K	\$412K	\$333K	\$405K	\$391K	\$453K	\$375K	\$325K	\$413K	\$458K
Med Sales Price as a % of Med List Price	102%	99%	103%	97%	99%	100%	106%	104%	103%	99%	102%	99%	106%

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



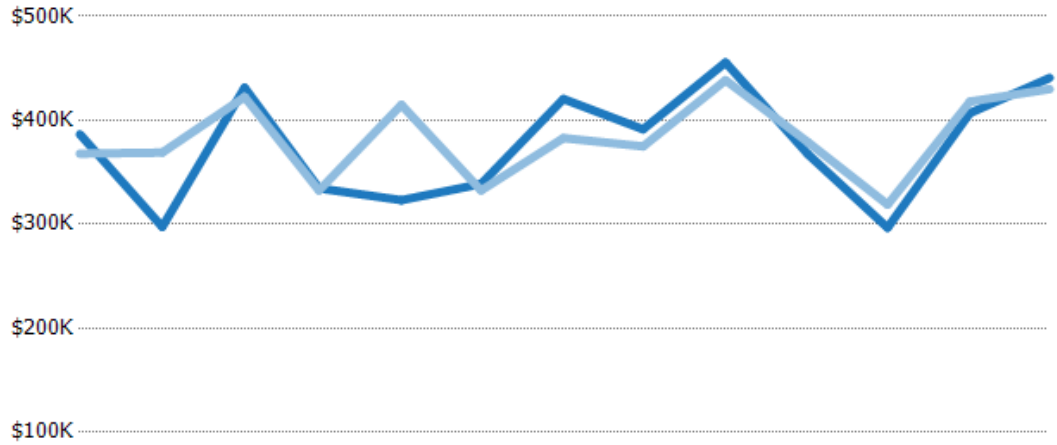
	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21
Avg Est Value	\$469K	\$297K	\$384K	\$312K	\$431K	\$700K	\$418K	\$533K	\$713K	\$439K	\$331K	\$432K	\$528K
Avg Sales Price	\$443K	\$319K	\$414K	\$317K	\$429K	\$663K	\$388K	\$533K	\$720K	\$526K	\$354K	\$425K	\$559K
Avg Sales Price as a % of Avg Est Value	94%	107%	108%	102%	100%	95%	93%	100%	101%	120%	107%	99%	106%

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



	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21
Median Est Value	\$387K	\$297K	\$431K	\$335K	\$323K	\$339K	\$420K	\$391K	\$456K	\$367K	\$297K	\$407K	\$441K
Median Sales Price	\$368K	\$369K	\$422K	\$333K	\$415K	\$333K	\$383K	\$375K	\$439K	\$379K	\$319K	\$418K	\$430K
Med Sales Price as a % of Med Est Value	95%	124%	98%	99%	128%	98%	91%	96%	96%	103%	108%	103%	98%