

Summary of Key Listing and Sales Metrics

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

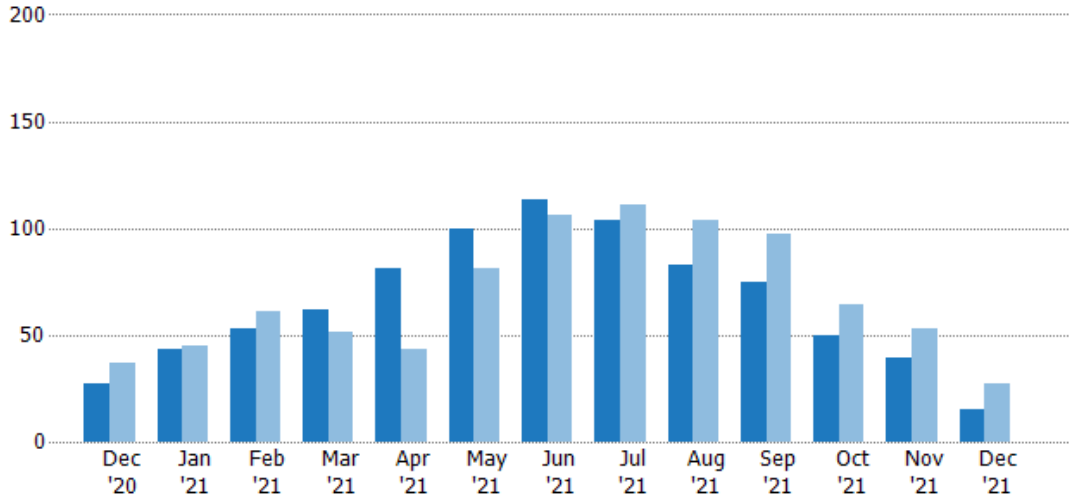
Key Metrics	Dec 2021	Dec 2020	+ / -	YTD 2021	YTD 2020	+ / -
Listing Activity Charts Metrics						
New Listing Count	15	27	-44.4%	818	843	-3%
New Listing Volume	\$5,172,400	\$7,070,700	-26.8%	\$293,305,515	\$282,719,664	+3.7%
Active Listing Count	84	169	-50.3%	N/A	N/A	
Active Listing Volume	\$35,680,800	\$69,919,275	-49%	N/A	N/A	
Average Listing Price	\$424,771	\$413,724	+2.7%	\$451,658	\$371,364	+21.6%
Median Listing Price	\$286,450	\$275,000	+4.2%	\$302,049	\$280,296	+7.8%
Median Days in RPR	121	118	+2.5%	80.47	100.44	-19.9%
Months of Inventory	1.3	2.2	-41%	2	4.4	-54.6%
Absorption Rate	76.19%	44.97%	+31.2%	49.53%	22.5%	+27%
Sales Activity Charts Metrics						
New Pending Sales Count	21	40	-47.5%	815	919	-11.3%
New Pending Sales Volume	\$7,665,800	\$12,508,990	-38.7%	\$283,105,390	\$297,257,740	-4.8%
Pending Sales Count	46	68	-32.4%	N/A	N/A	
Pending Sales Volume	\$15,116,600	\$20,254,590	-25.4%	N/A	N/A	
Closed Sales Count	54	59	-8.5%	783	786	-0.4%
Closed Sales Volume	\$19,604,878	\$17,370,364	+12.9%	\$273,457,221	\$242,643,549	+12.7%
Average Sales Price	\$363,053	\$294,413	+23.3%	\$349,243	\$308,707	+13.1%
Median Sales Price	\$257,500	\$220,000	+17%	\$281,404	\$260,222	+8.1%

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



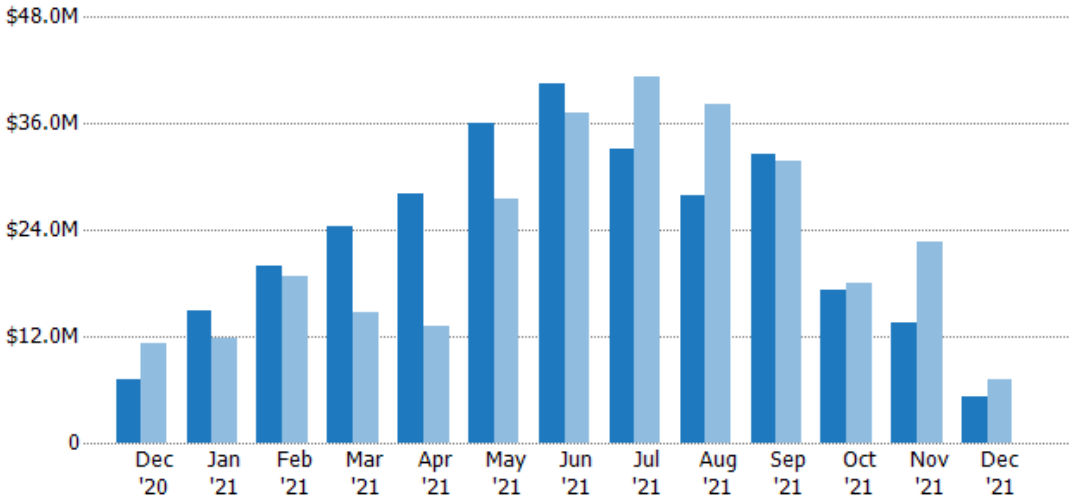
	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21
Current Year	27	43	53	62	81	100	113	104	83	75	50	39	15
Prior Year	37	45	61	51	43	81	106	111	104	97	64	53	27
Percent Change from Prior Year	-27%	-4%	-13%	22%	88%	23%	7%	-6%	-20%	-23%	-22%	-26%	-44%

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



	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	\$7.07M	\$14.8M	\$20M	\$24.4M	\$28.1M	\$36M	\$40.4M	\$33.2M	\$27.8M	\$32.5M	\$17.2M	\$13.6M	\$5.17M
Prior Year	\$11.2M	\$11.9M	\$18.8M	\$14.8M	\$13.2M	\$27.5M	\$37.3M	\$41.3M	\$38.3M	\$31.9M	\$18.1M	\$22.8M	\$7.07M
Percent Change from Prior Year	-37%	25%	6%	65%	113%	31%	8%	-20%	-27%	2%	-5%	-40%	-27%

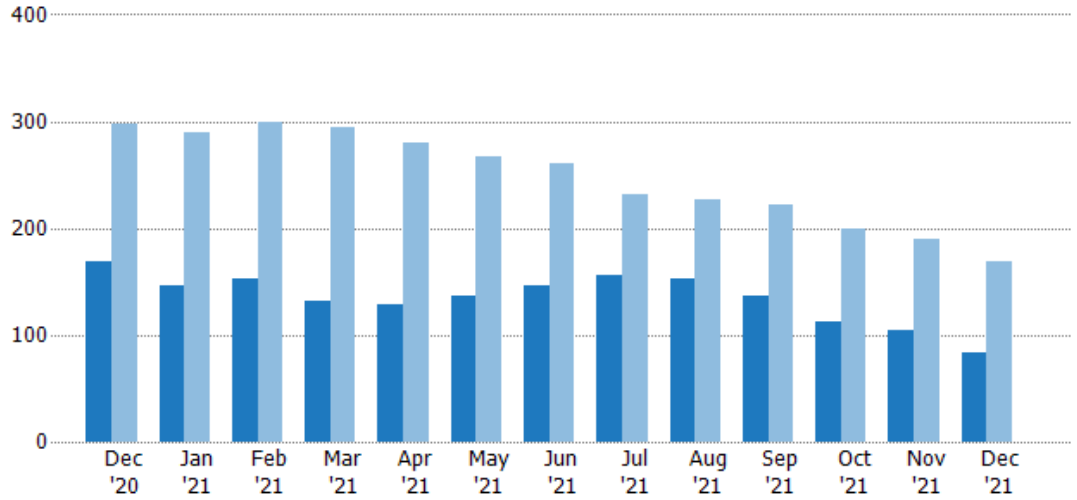
Active Listings

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.
Dec '21	84	-50.3%
Dec '20	169	-43.1%
Dec '19	297	12.5%



Current Year	169	147	153	131	129	137	146	156	152	136	112	104	84
Prior Year	297	290	300	294	280	267	260	232	226	222	199	190	169
Percent Change from Prior Year	-43%	-49%	-49%	-55%	-54%	-49%	-44%	-33%	-33%	-39%	-44%	-45%	-50%

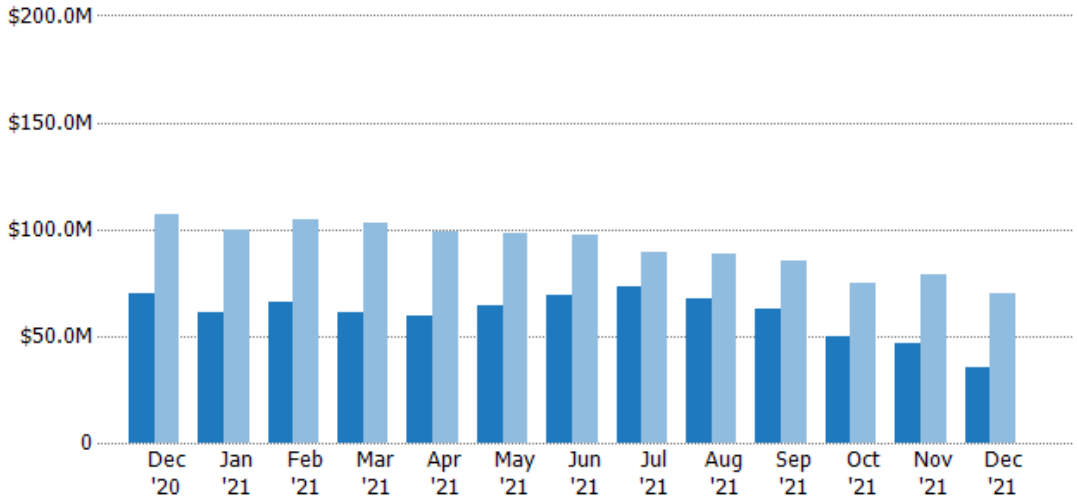
Active Listing Volume

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.
Dec '21	\$35.7M	-49%
Dec '20	\$69.9M	-34.6%
Dec '19	\$107M	1.5%



Current Year	\$69.9M	\$61.4M	\$66.3M	\$60.8M	\$59.5M	\$64M	\$69.2M	\$73.3M	\$67.5M	\$62.6M	\$50.1M	\$46.5M	\$35.7M
Prior Year	\$107M	\$100M	\$104M	\$103M	\$99.2M	\$97.8M	\$97M	\$89.3M	\$88.4M	\$85.1M	\$75.1M	\$78.9M	\$69.9M
Percent Change from Prior Year	-35%	-38%	-37%	-41%	-40%	-34%	-29%	-18%	-24%	-26%	-33%	-41%	-49%

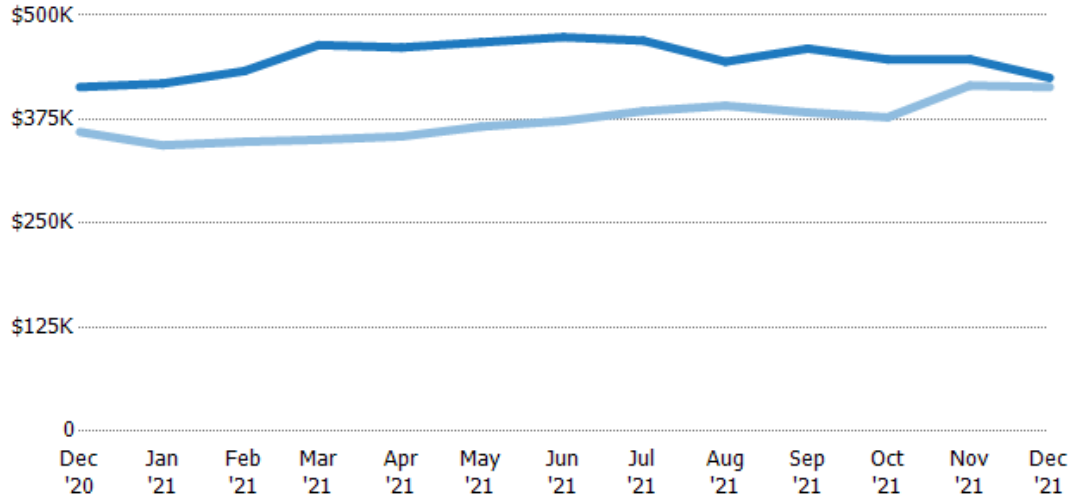
Average Listing Price

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.
Dec '21	\$425K	2.7%
Dec '20	\$414K	15%
Dec '19	\$360K	-9.8%



Current Year	\$414K	\$418K	\$433K	\$464K	\$461K	\$467K	\$474K	\$470K	\$444K	\$460K	\$447K	\$447K	\$425K
Prior Year	\$360K	\$344K	\$348K	\$350K	\$354K	\$366K	\$373K	\$385K	\$391K	\$383K	\$377K	\$416K	\$414K
Percent Change from Prior Year	15%	22%	24%	33%	30%	28%	27%	22%	14%	20%	18%	8%	3%

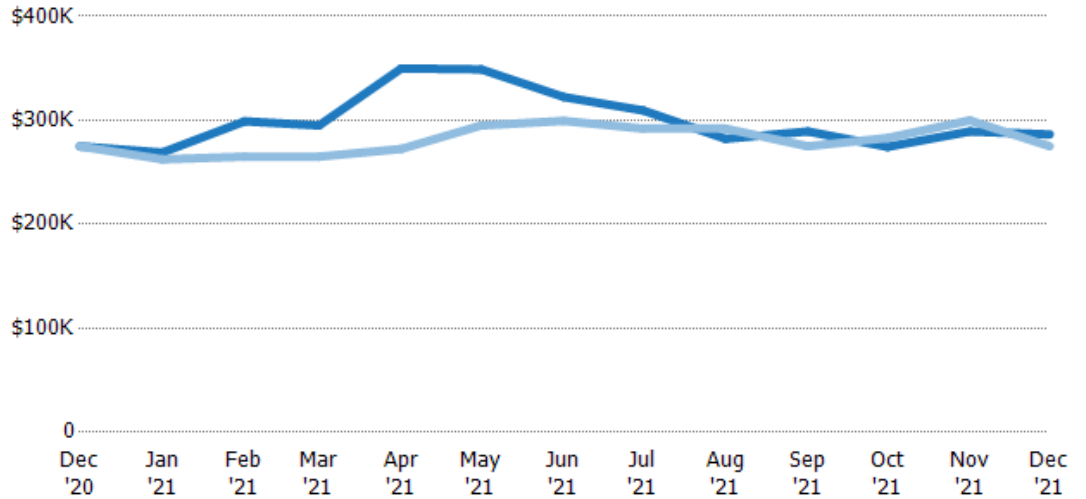
Median Listing Price

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.
Dec '21	\$286K	4.2%
Dec '20	\$275K	0%
Dec '19	\$275K	-7.7%



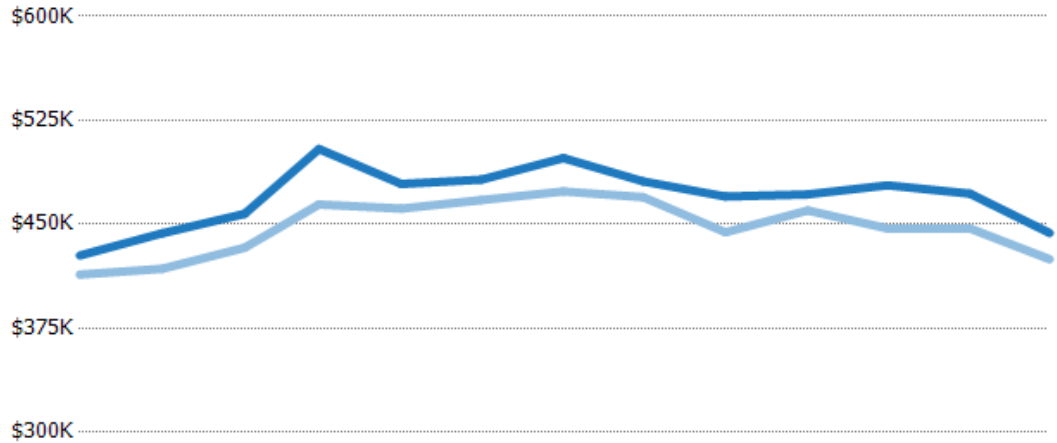
Current Year	\$275K	\$269K	\$299K	\$295K	\$350K	\$349K	\$322K	\$309K	\$282K	\$289K	\$274K	\$289K	\$286K
Prior Year	\$275K	\$262K	\$265K	\$265K	\$272K	\$295K	\$299K	\$292K	\$292K	\$275K	\$283K	\$300K	\$275K
Percent Change from Prior Year	0%	2%	13%	11%	28%	18%	8%	6%	-3%	5%	-3%	-4%	4%

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

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



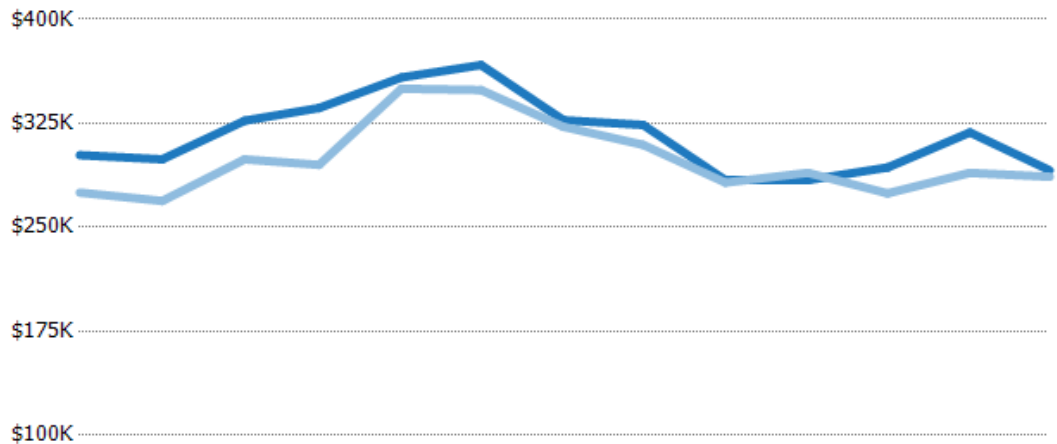
	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21
Avg Est Value	\$427K	\$444K	\$458K	\$504K	\$479K	\$482K	\$498K	\$481K	\$470K	\$472K	\$478K	\$472K	\$444K
Avg Listing Price	\$414K	\$418K	\$433K	\$464K	\$461K	\$467K	\$474K	\$470K	\$444K	\$460K	\$447K	\$447K	\$425K
Avg Listing Price as a % of Avg Est Value	97%	94%	95%	92%	96%	97%	95%	98%	95%	98%	93%	95%	96%

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



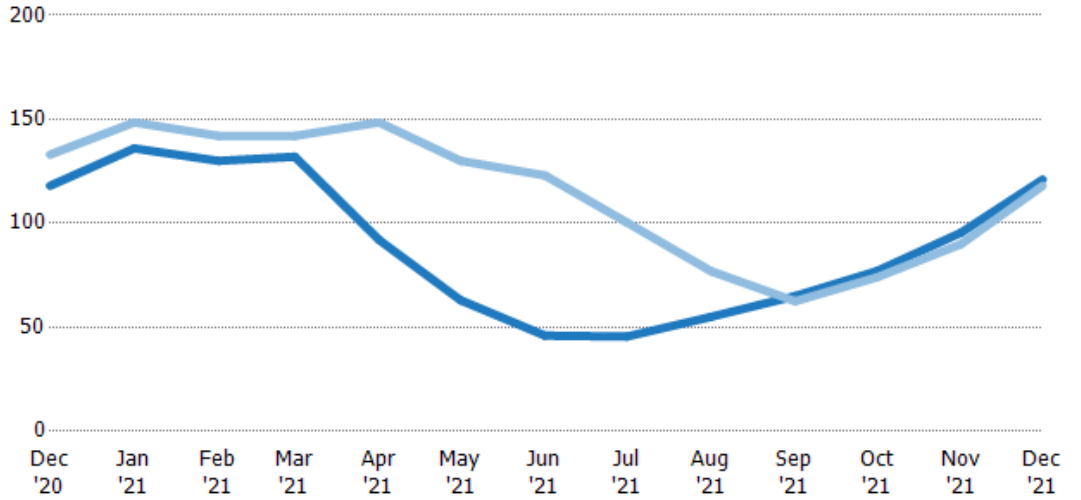
	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21
Median Est Value	\$302K	\$299K	\$327K	\$336K	\$358K	\$367K	\$327K	\$324K	\$284K	\$284K	\$293K	\$318K	\$291K
Median Listing Price	\$275K	\$269K	\$299K	\$295K	\$350K	\$349K	\$322K	\$309K	\$282K	\$289K	\$274K	\$289K	\$286K
Med Listing Price as a % of Med Est Value	91%	90%	91%	88%	98%	95%	99%	96%	99%	102%	94%	91%	98%

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.
Dec '21	121	2.5%
Dec '20	118	-11.3%
Dec '19	133	1.5%

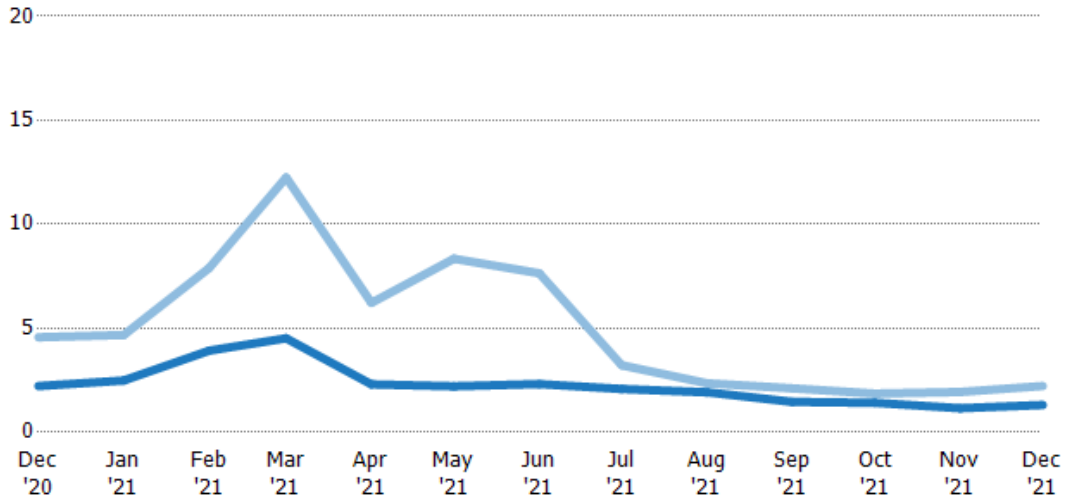
	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21
Current Year	118	136	130	132	92	63	46	45.5	55	65	77	95.5	121
Prior Year	133	149	142	142	149	130	123	101	77	62.5	74	90	118
Percent Change from Prior Year	-11%	-8%	-8%	-7%	-38%	-52%	-63%	-55%	-29%	4%	4%	6%	3%

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.
Dec '21	1.31	-41%
Dec '20	2.22	-51.3%
Dec '19	4.57	26%

	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	2.22	2.49	3.92	4.52	2.3	2.21	2.32	2.08	1.92	1.46	1.42	1.16	1.31
Prior Year	4.57	4.68	7.89	12.3	6.22	8.34	7.65	3.22	2.35	2.11	1.86	1.94	2.22
Percent Change from Prior Year	-51%	-47%	-50%	-63%	-63%	-74%	-70%	-35%	-18%	-31%	-24%	-40%	-41%

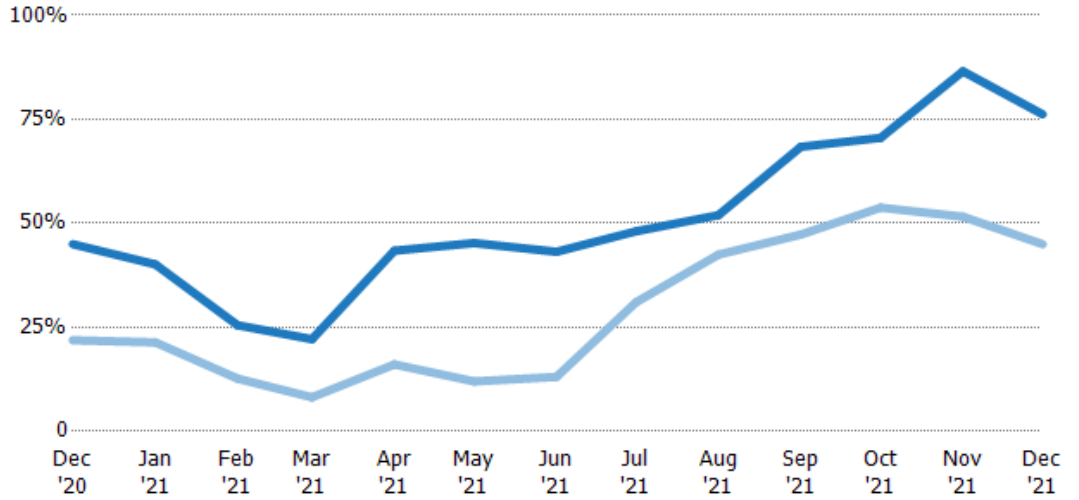
Absorption Rate

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.
Dec '21	76%	-31.2%
Dec '20	45%	-23.1%
Dec '19	22%	-20.7%



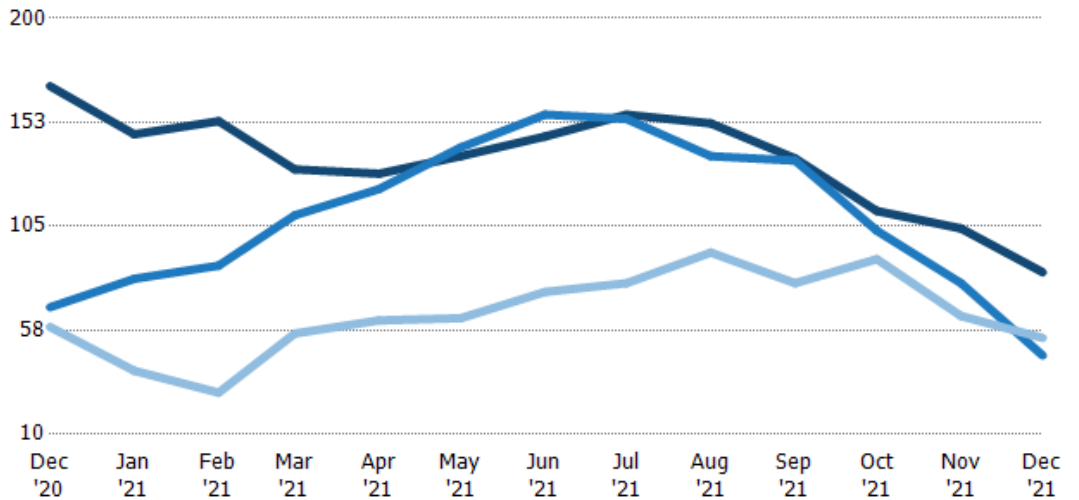
	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21
Current Year	45%	40%	25%	22%	43%	45%	43%	48%	52%	68%	71%	87%	76%
Prior Year	22%	21%	13%	8%	16%	12%	13%	31%	42%	47%	54%	52%	45%
Change from Prior Year	-23%	-19%	-13%	-14%	-27%	-33%	-30%	-17%	-10%	-21%	-17%	-35%	-31%

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



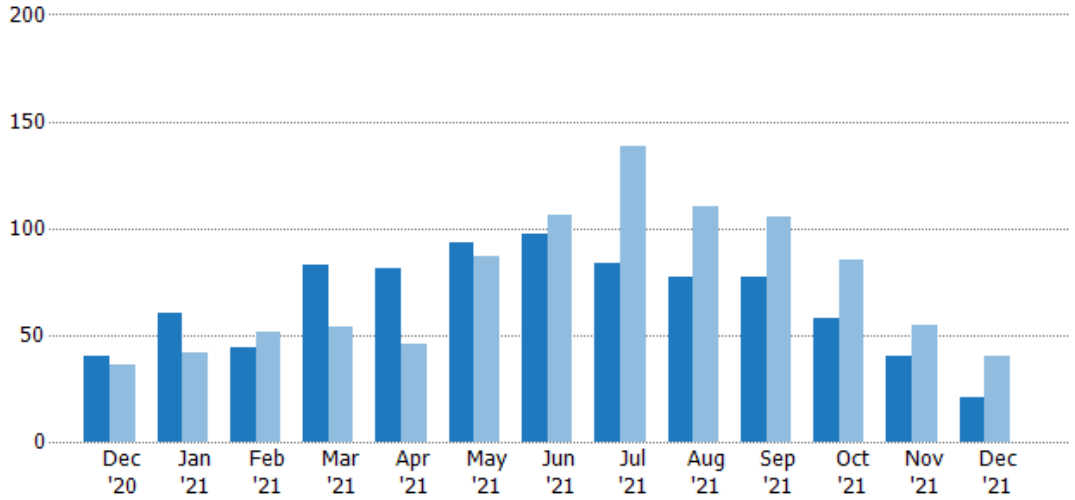
	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21
Active	169	147	153	131	129	137	146	156	152	136	112	104	84
Pending	68	81	87	110	122	141	156	154	137	135	103	79	46
Sold	59	39	29	56	62	63	75	79	93	79	90	64	54

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



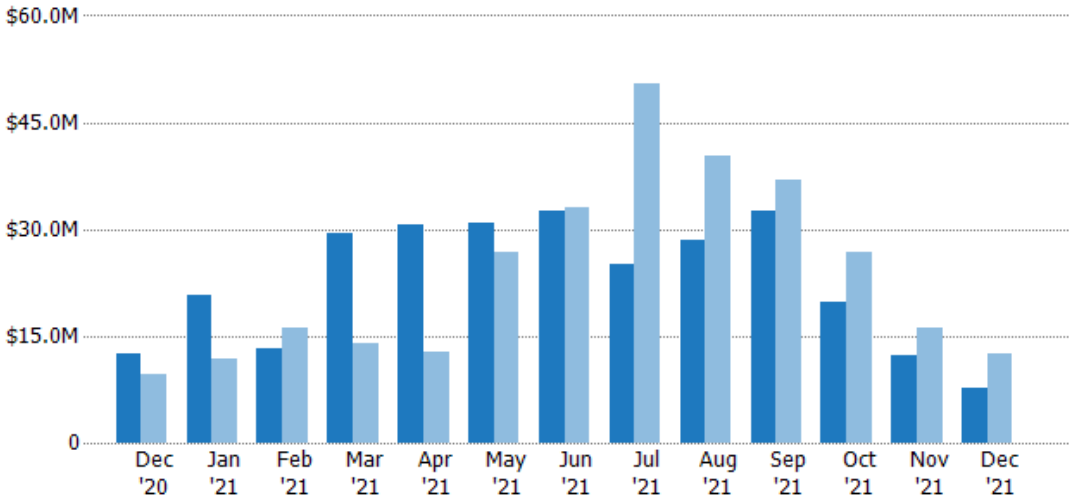
	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21
Current Year	40	60	44	83	81	93	97	84	77	77	58	40	21
Prior Year	36	42	51	54	46	87	106	138	110	105	85	55	40
Percent Change from Prior Year	11%	43%	-14%	54%	76%	7%	-8%	-39%	-30%	-27%	-32%	-27%	-48%

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



	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	\$12.5M	\$20.7M	\$13.3M	\$29.3M	\$30.5M	\$30.8M	\$32.6M	\$25.2M	\$28.4M	\$32.6M	\$19.8M	\$12.3M	\$7.67M
Prior Year	\$9.55M	\$11.7M	\$16.2M	\$14M	\$12.9M	\$26.7M	\$33M	\$50.4M	\$40.3M	\$36.8M	\$26.7M	\$16.1M	\$12.5M
Percent Change from Prior Year	31%	76%	-18%	110%	137%	15%	-1%	-50%	-30%	-11%	-26%	-24%	-39%

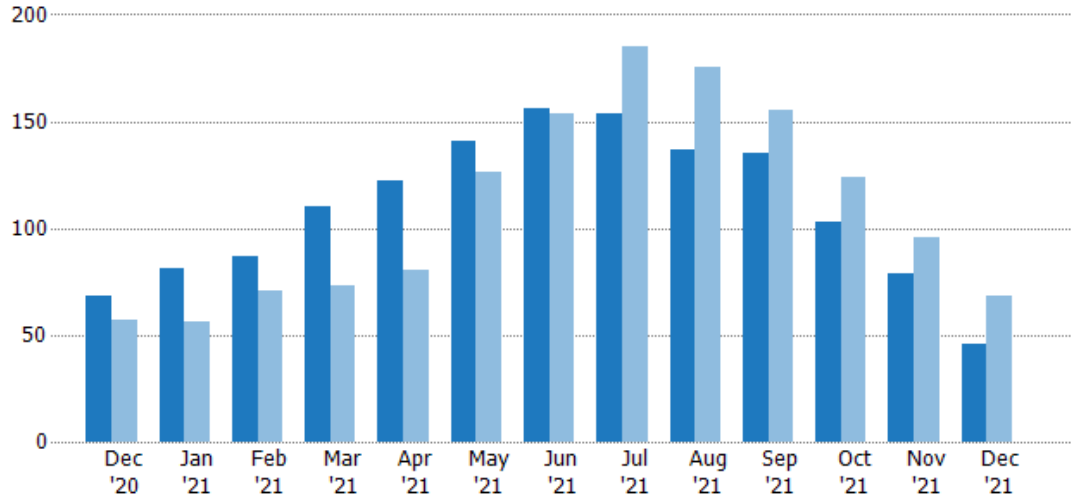
Pending Sales

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.
Dec '21	46	-32.4%
Dec '20	68	19.3%
Dec '19	57	-33.3%



Current Year	68	81	87	110	122	141	156	154	137	135	103	79	46
Prior Year	57	56	71	73	80	126	154	185	175	155	124	96	68
Percent Change from Prior Year	19%	45%	23%	51%	53%	12%	1%	-17%	-22%	-13%	-17%	-18%	-32%

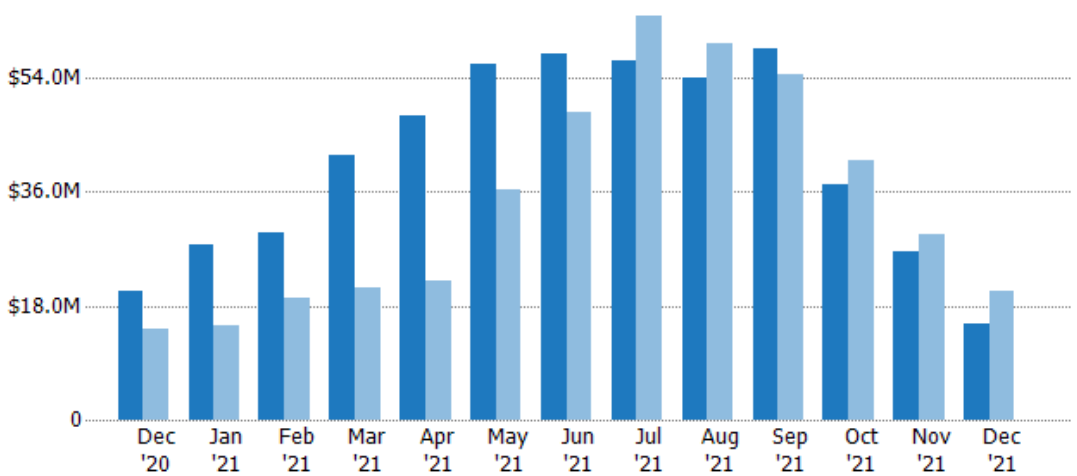
Pending Sales Volume

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.
Dec '21	\$15.1M	-25.4%
Dec '20	\$20.3M	42.1%
Dec '19	\$14.2M	-13%



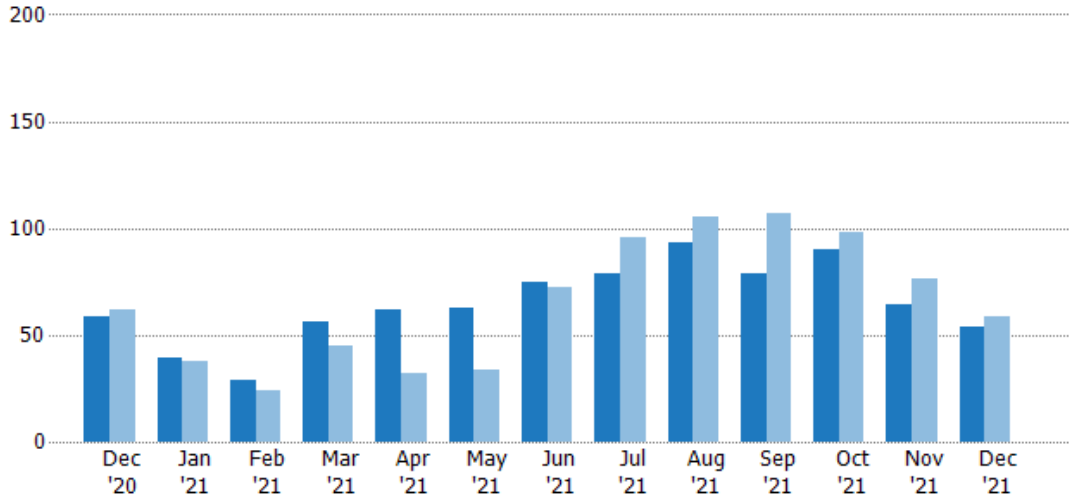
Current Year	\$20.3M	\$27.7M	\$29.7M	\$41.7M	\$48.1M	\$56.2M	\$57.8M	\$56.6M	\$54.1M	\$58.6M	\$37.1M	\$26.5M	\$15.1M
Prior Year	\$14.2M	\$14.8M	\$19.3M	\$20.9M	\$22.1M	\$36.3M	\$48.5M	\$63.7M	\$59.5M	\$54.5M	\$41M	\$29.2M	\$20.3M
Percent Change from Prior Year	42%	86%	53%	99%	118%	55%	19%	-11%	-9%	7%	-10%	-9%	-25%

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



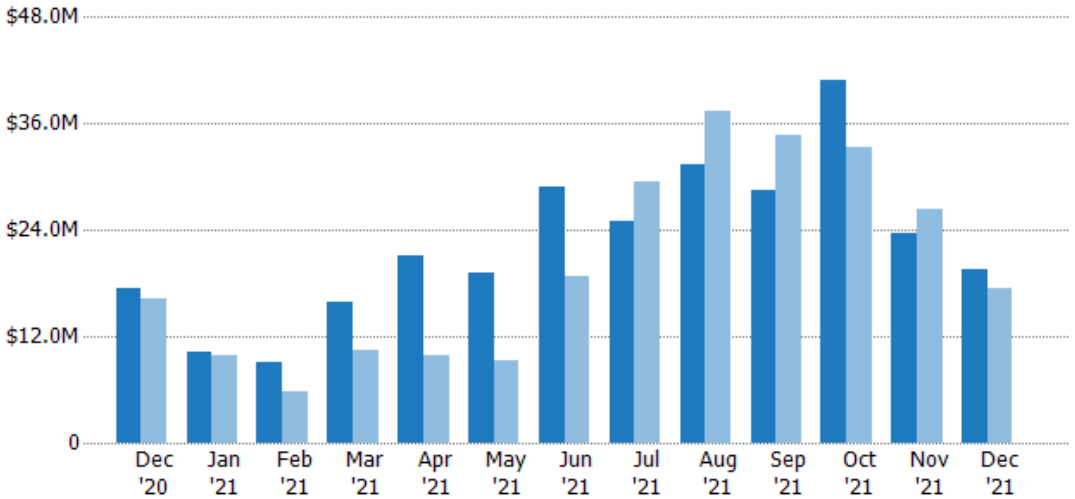
Month/Year	Count	% Chg.
Dec '21	54	-8.5%
Dec '20	59	-4.8%
Dec '19	62	-32.3%

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



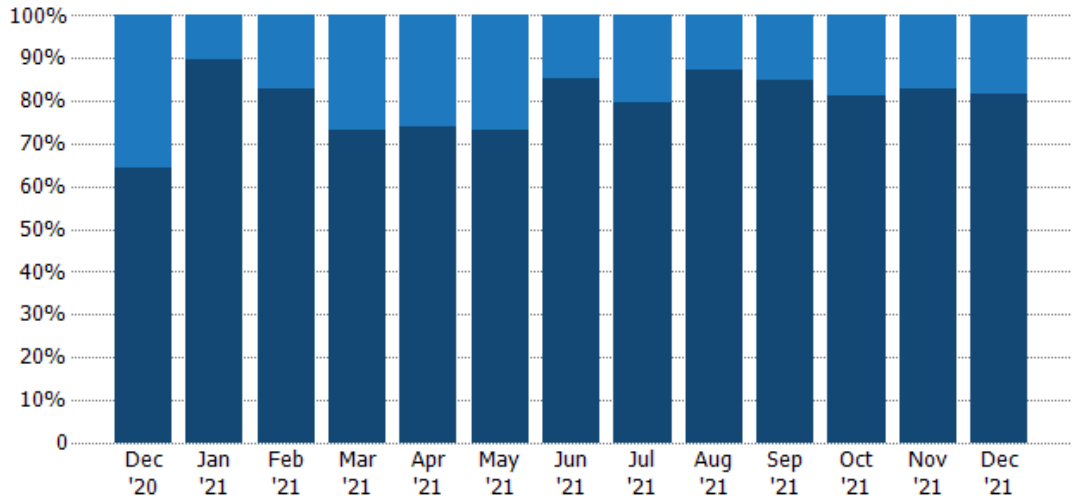
Month/Year	Volume	% Chg.
Dec '21	\$19.6M	12.9%
Dec '20	\$17.4M	6.6%
Dec '19	\$16.3M	-48%

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



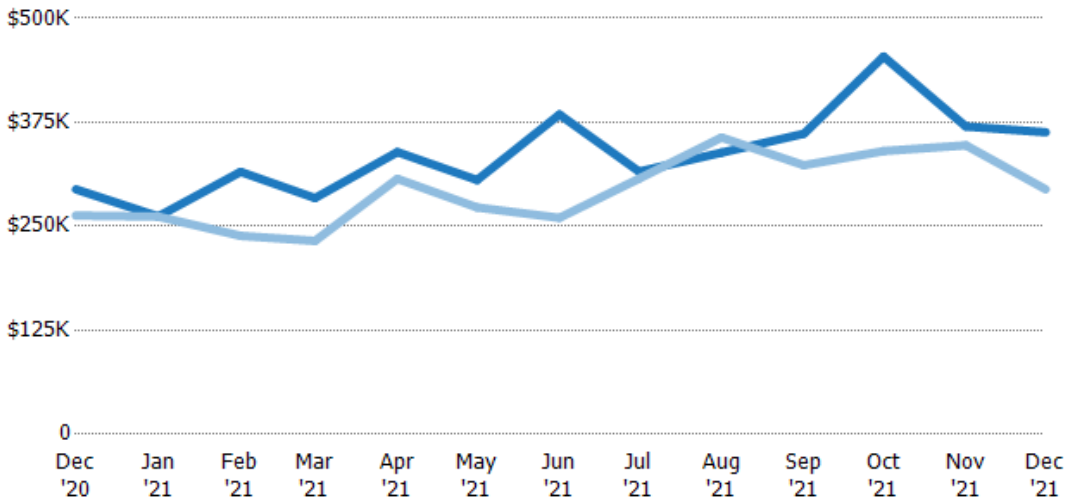
Condo/Townhouse	36%	10%	17%	27%	26%	27%	15%	20%	13%	15%	19%	17%	19%
Single Family Residence	64%	90%	83%	73%	74%	73%	85%	80%	87%	85%	81%	83%	81%

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



Month/Year	Price	% Chg.
Dec '21	\$363K	23.3%
Dec '20	\$294K	12%
Dec '19	\$263K	-23.3%

Current Year	\$294K	\$262K	\$315K	\$284K	\$339K	\$306K	\$384K	\$316K	\$338K	\$361K	\$454K	\$370K	\$363K
Prior Year	\$263K	\$262K	\$238K	\$232K	\$307K	\$273K	\$260K	\$307K	\$357K	\$323K	\$340K	\$347K	\$294K
Percent Change from Prior Year	12%	0%	32%	22%	10%	12%	48%	3%	-5%	12%	33%	6%	23%

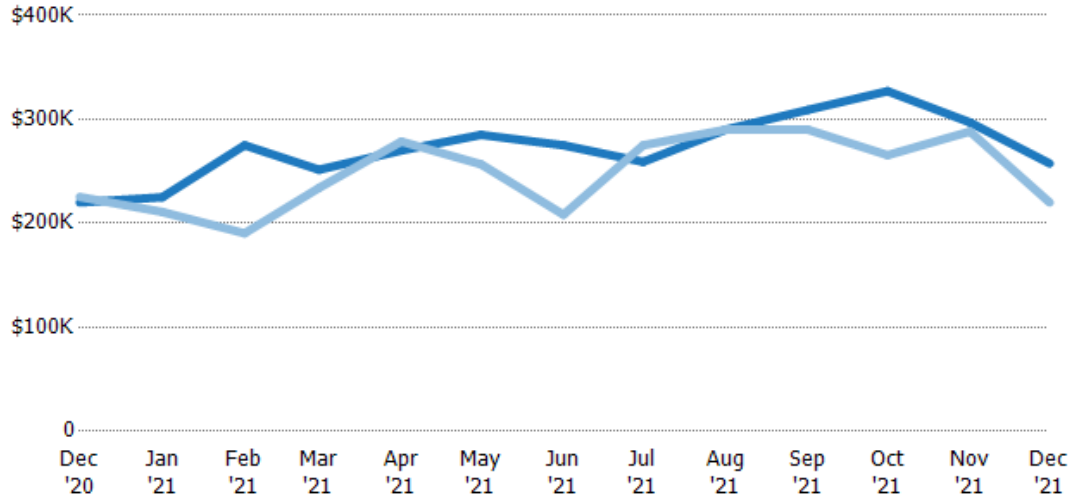
Median Sales Price

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.
Dec '21	\$258K	17%
Dec '20	\$220K	-2.3%
Dec '19	\$225K	-14%



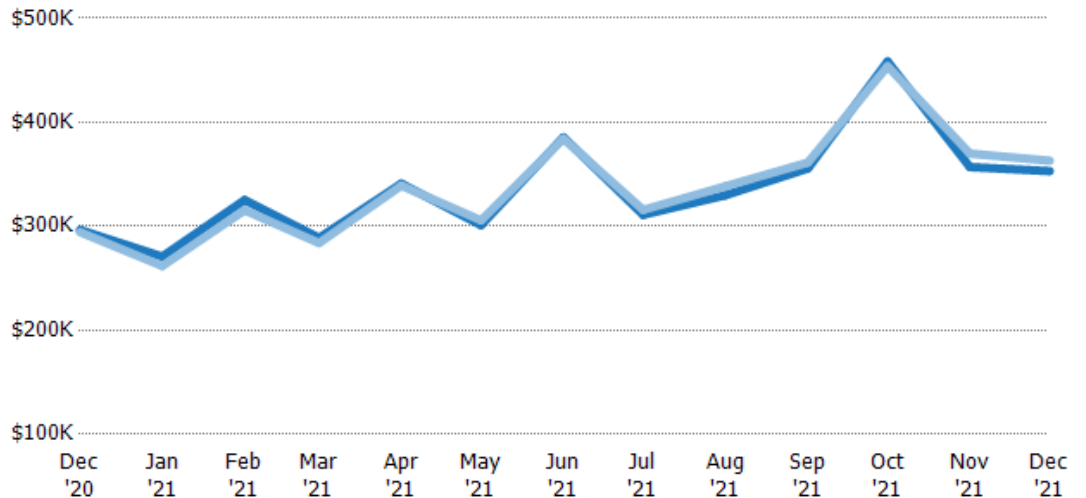
	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21
Current Year	\$220K	\$225K	\$275K	\$252K	\$270K	\$285K	\$275K	\$259K	\$290K	\$309K	\$327K	\$297K	\$258K
Prior Year	\$225K	\$211K	\$190K	\$234K	\$279K	\$257K	\$208K	\$275K	\$290K	\$290K	\$266K	\$288K	\$220K
Percent Change from Prior Year	-2%	7%	44%	7%	-3%	11%	32%	-6%	0%	7%	23%	3%	17%

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



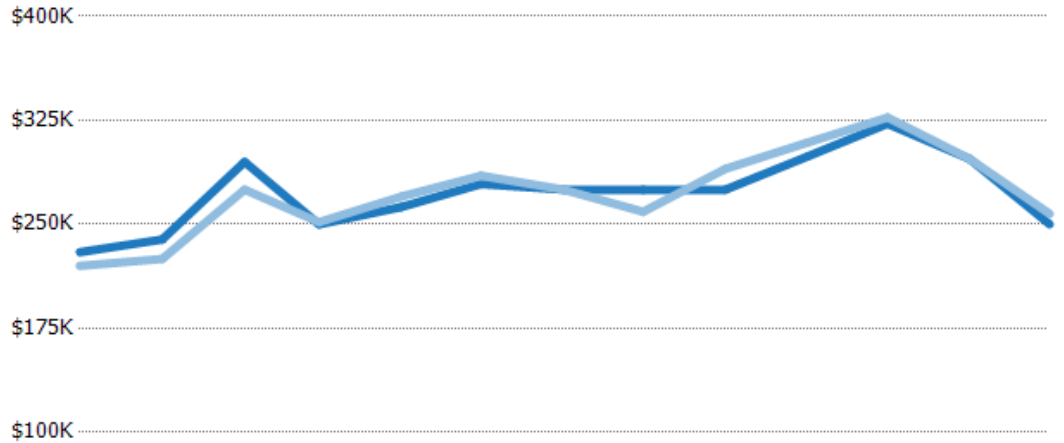
	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21
Avg List Price	\$297K	\$271K	\$325K	\$289K	\$341K	\$301K	\$386K	\$311K	\$330K	\$356K	\$459K	\$357K	\$353K
Avg Sales Price	\$294K	\$262K	\$315K	\$284K	\$339K	\$306K	\$384K	\$316K	\$338K	\$361K	\$454K	\$370K	\$363K
Avg Sales Price as a % of Avg List Price	99%	97%	97%	98%	99%	102%	100%	102%	103%	102%	99%	104%	103%

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



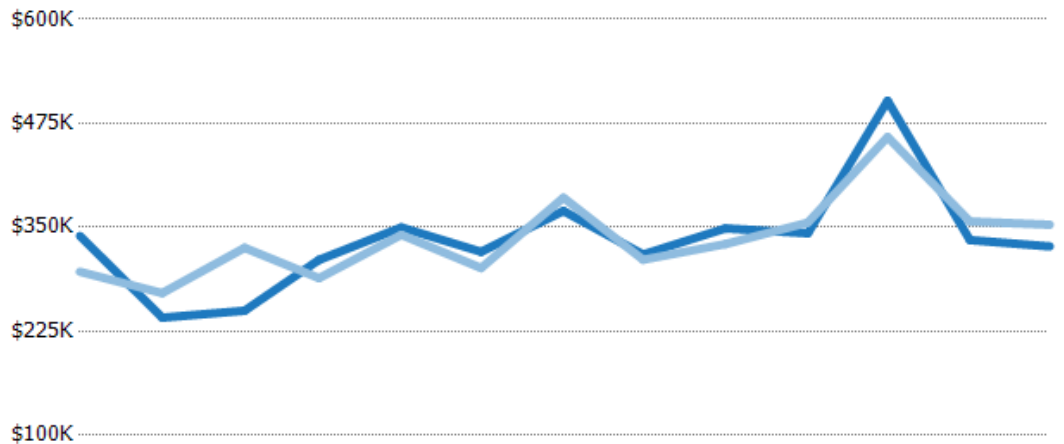
	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21
Median List Price	\$230K	\$239K	\$295K	\$250K	\$262K	\$279K	\$275K	\$275K	\$275K	\$299K	\$323K	\$297K	\$250K
Median Sales Price	\$220K	\$225K	\$275K	\$252K	\$270K	\$285K	\$275K	\$259K	\$290K	\$309K	\$327K	\$297K	\$258K
Med Sales Price as a % of Med List Price	96%	94%	93%	101%	103%	102%	100%	94%	105%	103%	101%	100%	103%

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



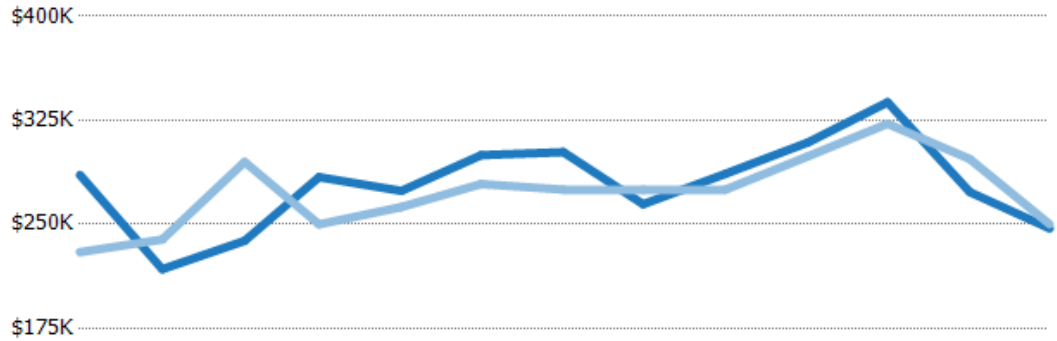
	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21
Avg Est Value	\$340K	\$241K	\$250K	\$311K	\$350K	\$321K	\$370K	\$317K	\$349K	\$343K	\$502K	\$335K	\$327K
Avg Sales Price	\$297K	\$271K	\$325K	\$289K	\$341K	\$301K	\$386K	\$311K	\$330K	\$356K	\$459K	\$357K	\$353K
Avg Sales Price as a % of Avg Est Value	87%	112%	130%	93%	97%	94%	104%	98%	95%	104%	91%	107%	108%

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



	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	\$286K	\$218K	\$238K	\$284K	\$274K	\$300K	\$302K	\$264K	\$286K	\$309K	\$338K	\$273K	\$247K
Median Sales Price	\$230K	\$239K	\$295K	\$250K	\$262K	\$279K	\$275K	\$275K	\$275K	\$299K	\$323K	\$297K	\$250K
Med Sales Price as a % of Med Est Value	80%	110%	124%	88%	96%	93%	91%	104%	96%	97%	95%	109%	101%