

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	37	52	-28.8%	1,032	1,044	-1.1%
New Listing Volume	\$15,714,400	\$22,173,749	-29.1%	\$442,481,139	\$394,046,811	+12.3%
Active Listing Count	155	303	-48.8%	N/A	N/A	
Active Listing Volume	\$100,012,099	\$154,191,597	-35.1%	N/A	N/A	
Average Listing Price	\$645,239	\$508,883	+26.8%	\$596,514	\$479,199	+24.5%
Median Listing Price	\$400,000	\$299,000	+33.8%	\$350,201	\$296,089	+18.3%
Median Days in RPR	94	119	-21%	97.37	125.92	-22.7%
Months of Inventory	1.7	2.3	-23.8%	2.7	7.6	-64.2%
Absorption Rate	58.06%	44.22%	+13.8%	36.54%	13.09%	+23.4%
Sales Activity Charts Metrics						
New Pending Sales Count	35	73	-52.1%	1,084	1,216	-10.9%
New Pending Sales Volume	\$16,848,799	\$25,176,427	-33.1%	\$417,136,639	\$406,863,507	+2.5%
Pending Sales Count	75	116	-35.3%	N/A	N/A	
Pending Sales Volume	\$31,489,799	\$36,841,826	-14.5%	N/A	N/A	
Closed Sales Count	88	124	-29%	997	965	+3.3%
Closed Sales Volume	\$37,289,768	\$45,970,680	-18.9%	\$373,302,031	\$313,962,884	+18.9%
Average Sales Price	\$423,747	\$370,731	+14.3%	\$374,425	\$325,350	+15.1%
Median Sales Price	\$327,500	\$262,500	+24.8%	\$295,229	\$251,955	+17.2%

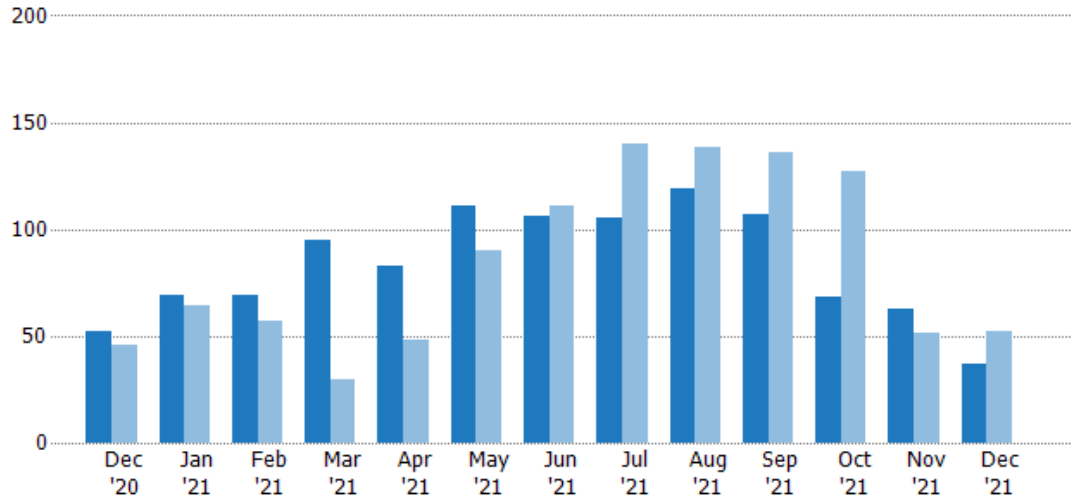
New Listings

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.
Dec '21	37	-28.8%
Dec '20	52	13%
Dec '19	46	26.1%



Current Year	52	69	69	95	83	111	106	105	119	107	68	63	37
Prior Year	46	64	57	30	48	90	111	140	138	136	127	51	52
Percent Change from Prior Year	13%	8%	21%	217%	73%	23%	-5%	-25%	-14%	-21%	-46%	24%	-29%

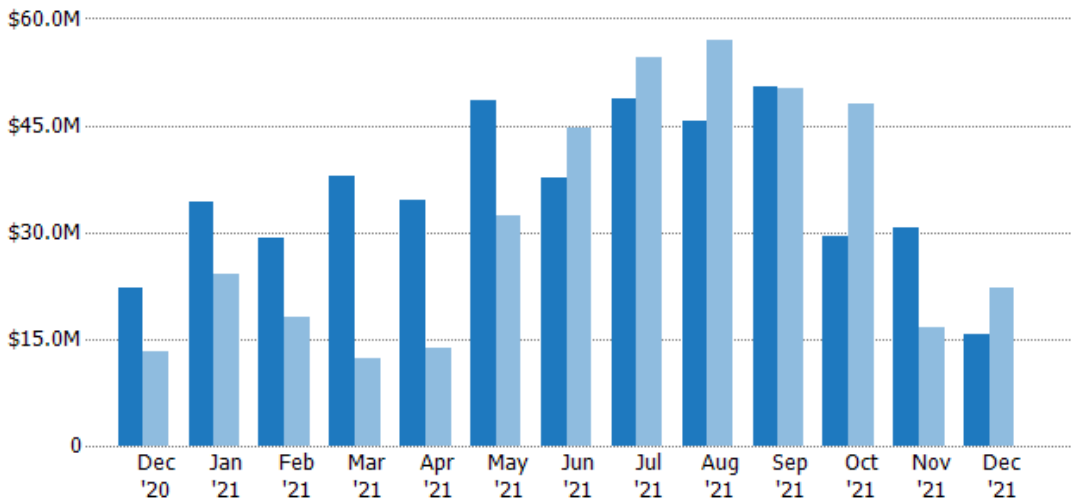
New Listing Volume

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.
Dec '21	\$15.7M	-29.1%
Dec '20	\$22.2M	66.7%
Dec '19	\$13.3M	49.7%



Current Year	\$22.2M	\$34.4M	\$29.1M	\$37.9M	\$34.4M	\$48.5M	\$37.7M	\$48.8M	\$45.7M	\$50.3M	\$29.5M	\$30.5M	\$15.7M
Prior Year	\$13.3M	\$24.1M	\$18.2M	\$12.3M	\$13.8M	\$32.4M	\$44.7M	\$54.6M	\$57M	\$50.1M	\$48M	\$16.6M	\$22.2M
Percent Change from Prior Year	67%	43%	60%	208%	148%	49%	-16%	-11%	-20%	0%	-39%	84%	-29%

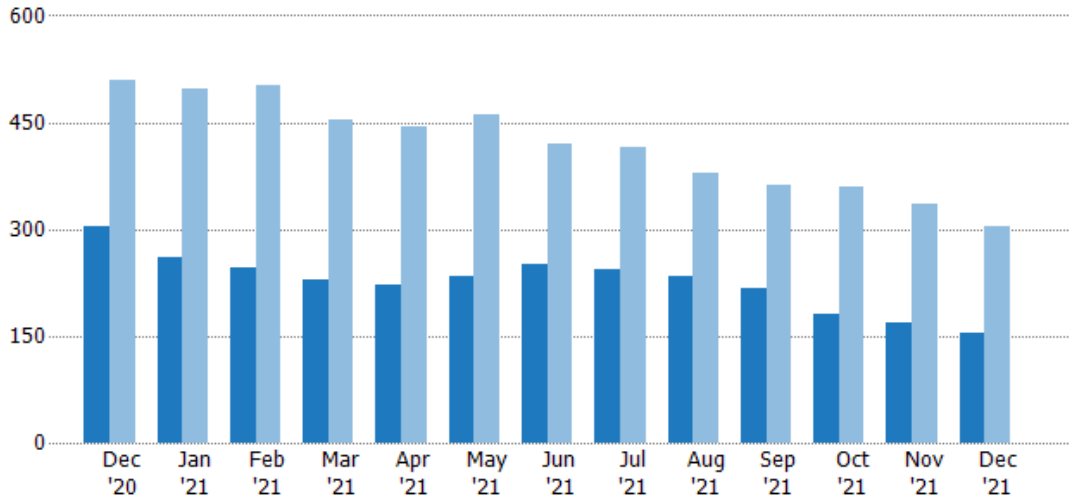
Active Listings

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	Count	% Chg.
Dec '21	155	-48.8%
Dec '20	303	-40.6%
Dec '19	510	9.4%



Current Year	303	261	246	228	223	234	252	244	233	217	180	168	155
Prior Year	510	497	502	454	445	461	421	415	379	363	359	335	303
Percent Change from Prior Year	-41%	-47%	-51%	-50%	-50%	-49%	-40%	-41%	-39%	-40%	-50%	-50%	-49%

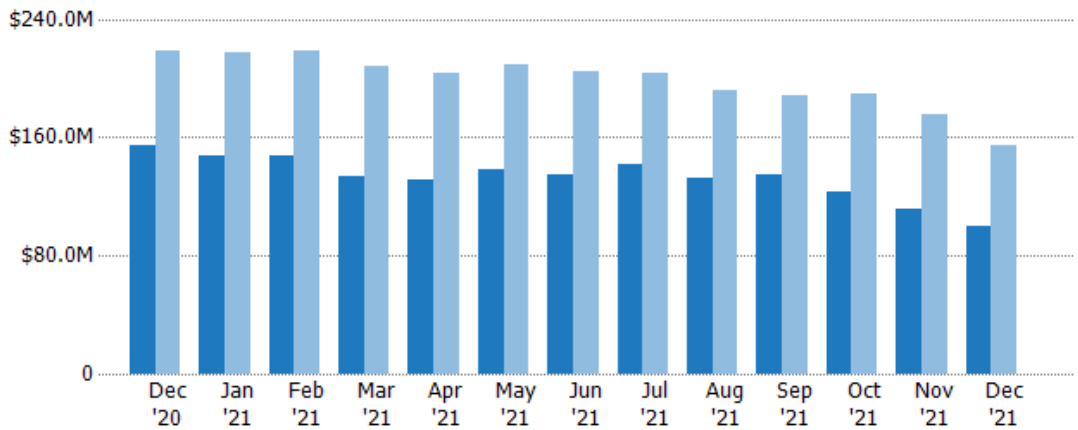
Active Listing Volume

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	Volume	% Chg.
Dec '21	\$100M	-35.1%
Dec '20	\$154M	-29.4%
Dec '19	\$218M	-2.4%



Current Year	\$154M	\$148M	\$147M	\$134M	\$131M	\$138M	\$134M	\$141M	\$132M	\$135M	\$123M	\$111M	\$100M
Prior Year	\$218M	\$217M	\$219M	\$208M	\$204M	\$210M	\$204M	\$203M	\$192M	\$188M	\$189M	\$176M	\$154M
Percent Change from Prior Year	-29%	-32%	-33%	-36%	-36%	-34%	-34%	-30%	-31%	-28%	-35%	-37%	-35%

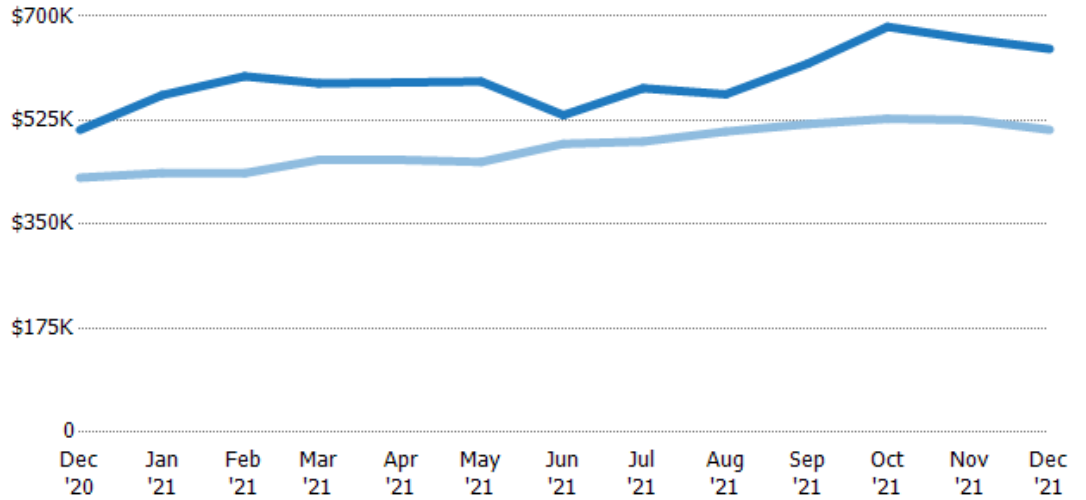
Average Listing Price

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

Month/Year	Price	% Chg.
Dec '21	\$645K	26.8%
Dec '20	\$509K	18.8%
Dec '19	\$428K	-10.8%



Current Year	\$509K	\$567K	\$599K	\$587K	\$589K	\$590K	\$534K	\$579K	\$569K	\$620K	\$682K	\$662K	\$645K
Prior Year	\$428K	\$436K	\$436K	\$458K	\$458K	\$455K	\$485K	\$489K	\$506K	\$519K	\$527K	\$525K	\$509K
Percent Change from Prior Year	19%	30%	37%	28%	28%	30%	10%	18%	12%	20%	29%	26%	27%

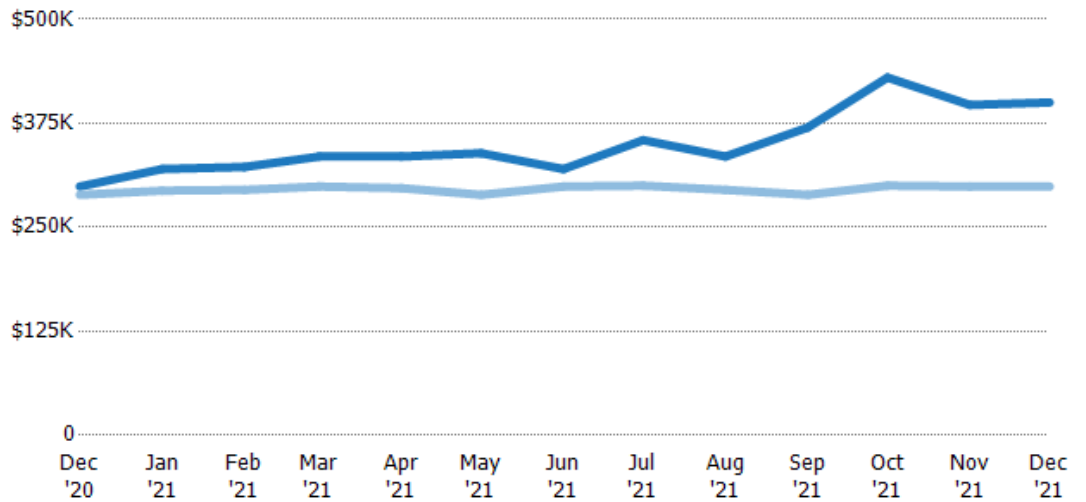
Median Listing Price

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

Month/Year	Price	% Chg.
Dec '21	\$400K	33.8%
Dec '20	\$299K	3.5%
Dec '19	\$289K	-6.8%



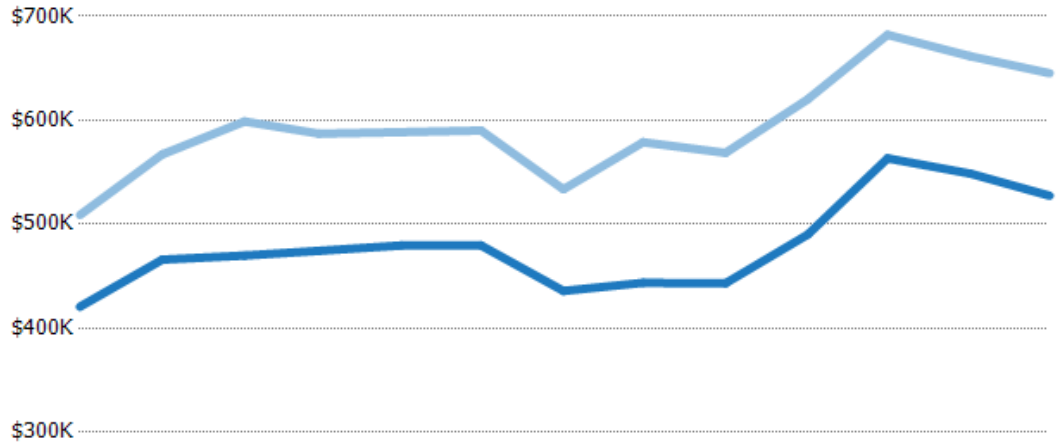
Current Year	\$299K	\$320K	\$323K	\$335K	\$335K	\$339K	\$320K	\$355K	\$335K	\$370K	\$430K	\$397K	\$400K
Prior Year	\$289K	\$294K	\$295K	\$299K	\$297K	\$289K	\$299K	\$300K	\$295K	\$289K	\$300K	\$299K	\$299K
Percent Change from Prior Year	3%	9%	9%	12%	13%	17%	7%	18%	14%	28%	43%	33%	34%

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



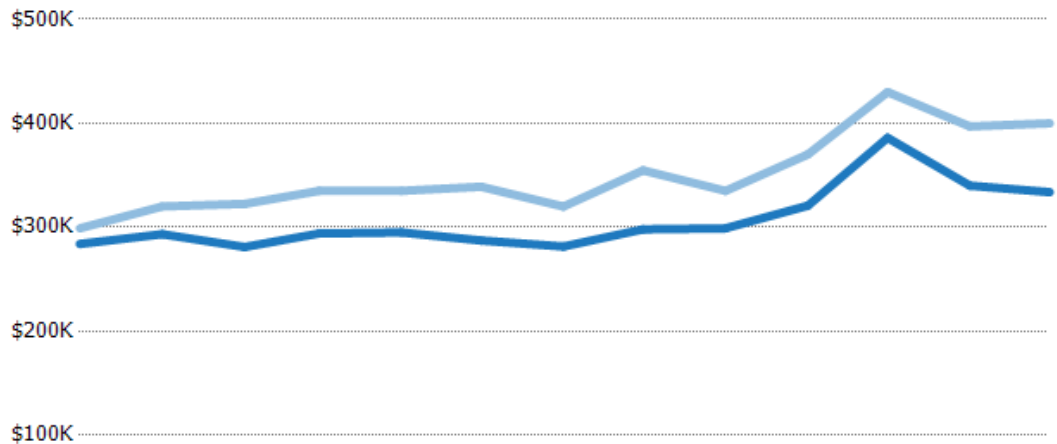
	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21
Avg Est Value	\$421K	\$466K	\$470K	\$474K	\$480K	\$480K	\$436K	\$444K	\$443K	\$490K	\$563K	\$549K	\$527K
Avg Listing Price	\$509K	\$567K	\$599K	\$587K	\$589K	\$590K	\$534K	\$579K	\$569K	\$620K	\$682K	\$662K	\$645K
Avg Listing Price as a % of Avg Est Value	121%	122%	127%	124%	123%	123%	122%	130%	128%	127%	121%	121%	122%

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



	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	\$284K	\$293K	\$281K	\$294K	\$295K	\$287K	\$282K	\$298K	\$299K	\$321K	\$386K	\$340K	\$334K
Median Listing Price	\$299K	\$320K	\$323K	\$335K	\$335K	\$339K	\$320K	\$355K	\$335K	\$370K	\$430K	\$397K	\$400K
Med Listing Price as a % of Med Est Value	105%	109%	115%	114%	114%	118%	114%	119%	112%	115%	111%	117%	120%

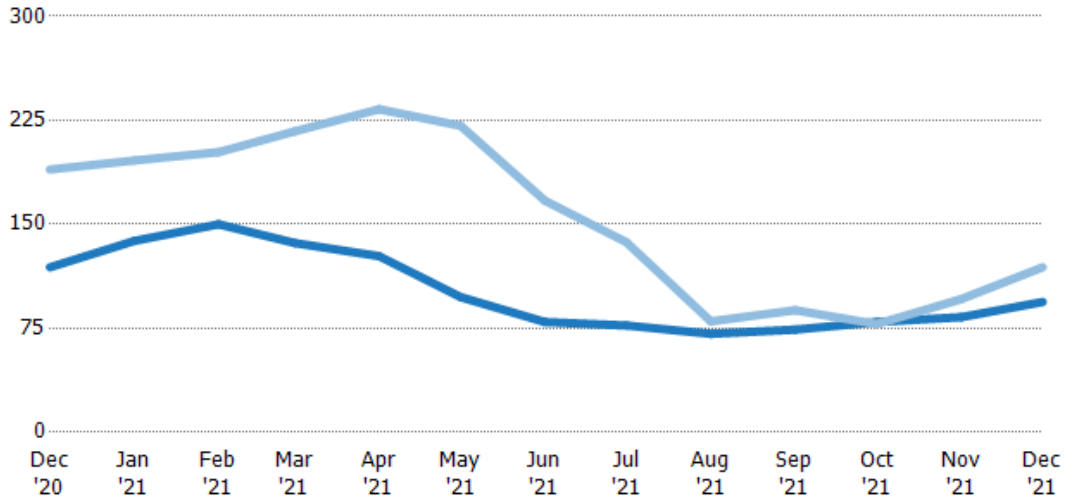
Median Days in RPR

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.
Dec '21	94	-21%
Dec '20	119	-37.2%
Dec '19	190	-17.9%



	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	119	138	150	137	127	97.5	79.5	77	71	74	79.5	83	94
Prior Year	190	196	202	217	233	221	167	137	80	88	78	96	119
Percent Change from Prior Year	-37%	-30%	-26%	-37%	-45%	-56%	-52%	-44%	-11%	-16%	2%	-14%	-21%

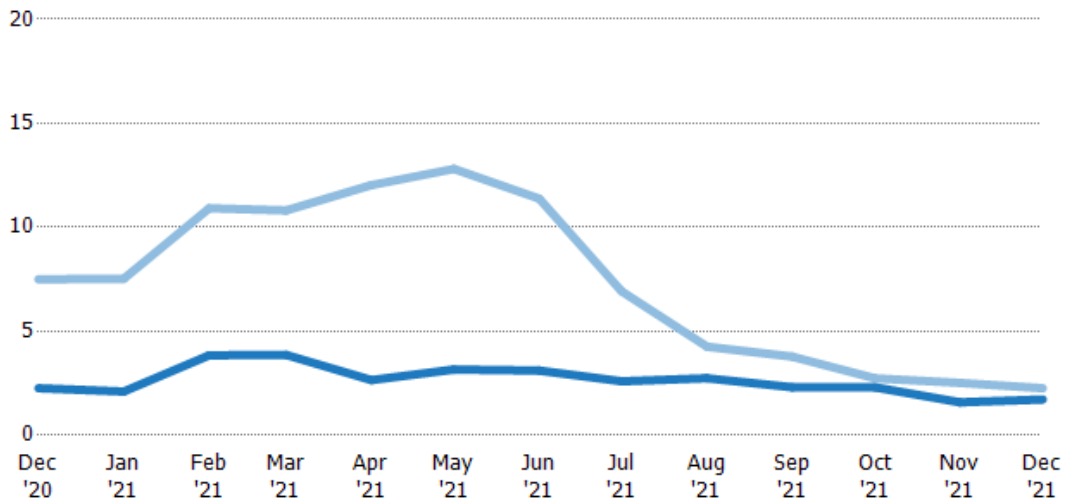
Months of Inventory

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.
Dec '21	1.72	-23.8%
Dec '20	2.26	-69.9%
Dec '19	7.5	9.4%



	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	2.26	2.1	3.84	3.86	2.65	3.16	3.11	2.6	2.74	2.31	2.31	1.58	1.72
Prior Year	7.5	7.53	10.9	10.8	12	12.8	11.4	6.92	4.26	3.78	2.74	2.52	2.26
Percent Change from Prior Year	-70%	-72%	-65%	-64%	-78%	-75%	-73%	-62%	-36%	-39%	-16%	-37%	-24%

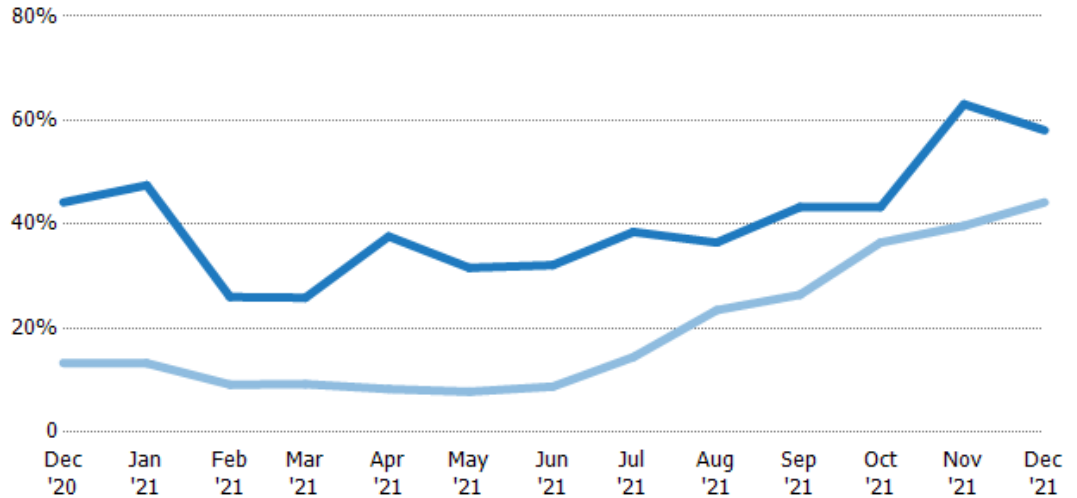
Absorption Rate

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.
Dec '21	58%	-13.8%
Dec '20	44%	-30.9%
Dec '19	13%	-8.6%



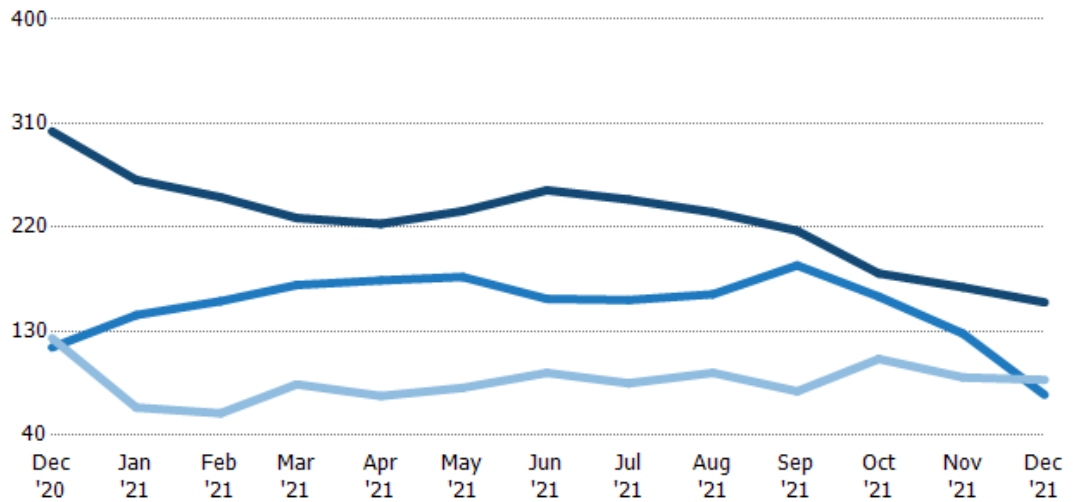
Current Year	44%	48%	26%	26%	38%	32%	32%	39%	36%	43%	43%	63%	58%
Prior Year	13%	13%	9%	9%	8%	8%	9%	14%	23%	26%	36%	40%	44%
Change from Prior Year	-31%	-34%	-17%	-17%	-29%	-24%	-23%	-24%	-13%	-17%	-7%	-23%	-14%

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



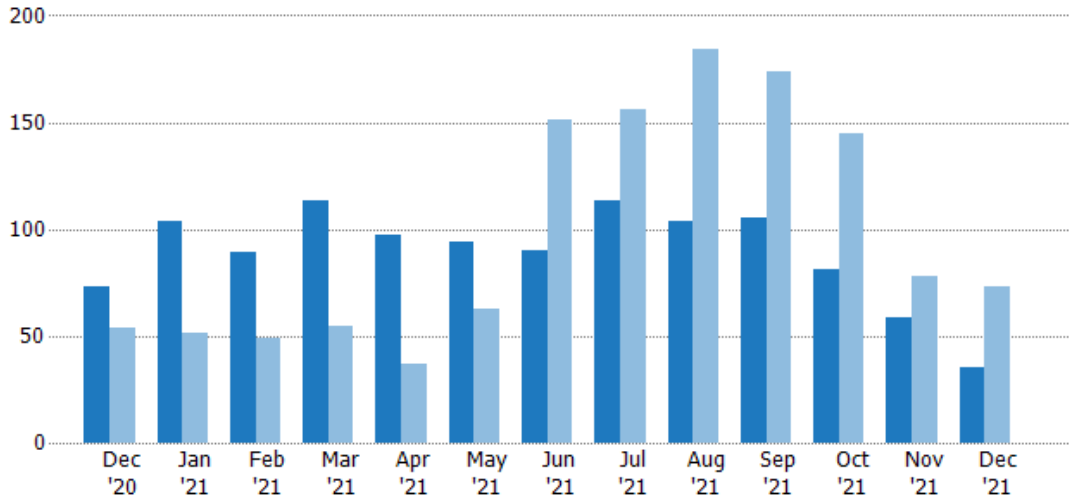
Active	303	261	246	228	223	234	252	244	233	217	180	168	155
Pending	116	144	156	170	174	177	158	157	162	187	160	128	75
Sold	124	64	59	84	74	81	94	85	94	78	106	90	88

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



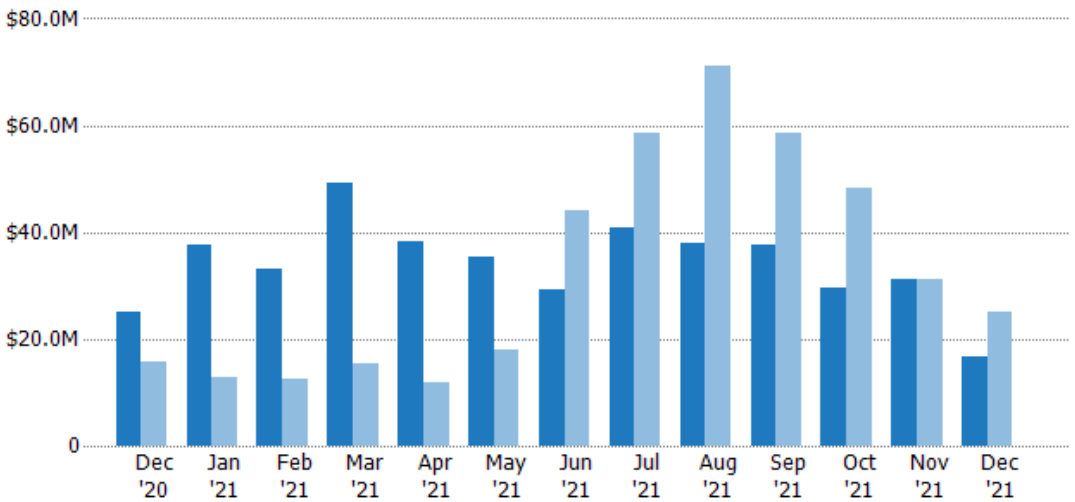
	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21
Current Year	73	104	89	113	97	94	90	113	104	105	81	59	35
Prior Year	54	51	49	55	37	63	151	156	184	174	145	78	73
Percent Change from Prior Year	35%	104%	82%	105%	162%	49%	-40%	-28%	-43%	-40%	-44%	-24%	-52%

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



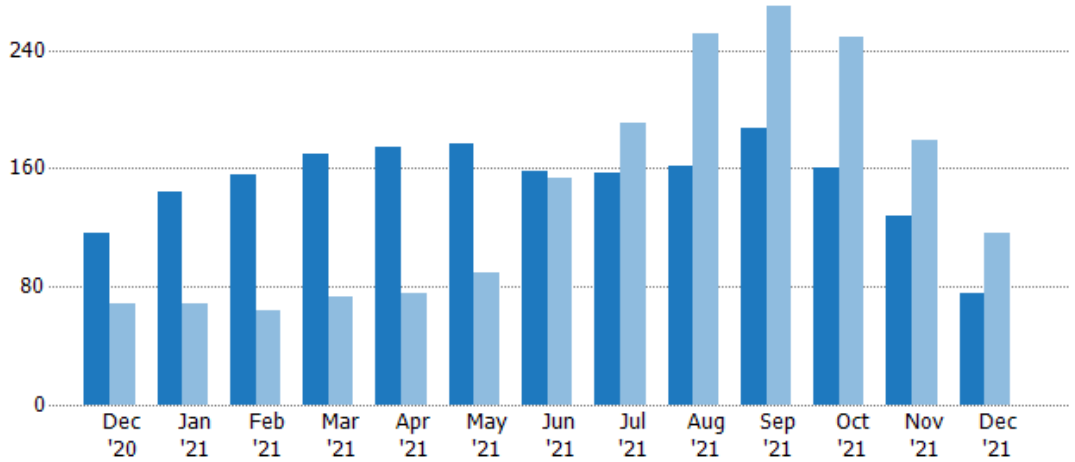
	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21
Current Year	\$25.2M	\$37.6M	\$33M	\$49.3M	\$38.4M	\$35.4M	\$29.4M	\$40.9M	\$37.9M	\$37.8M	\$29.5M	\$31.3M	\$16.8M
Prior Year	\$15.7M	\$12.9M	\$12.4M	\$15.3M	\$11.8M	\$18M	\$44M	\$58.7M	\$71.1M	\$58.4M	\$48.2M	\$31M	\$25.2M
Percent Change from Prior Year	61%	192%	166%	223%	226%	97%	-33%	-30%	-47%	-35%	-39%	1%	-33%

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



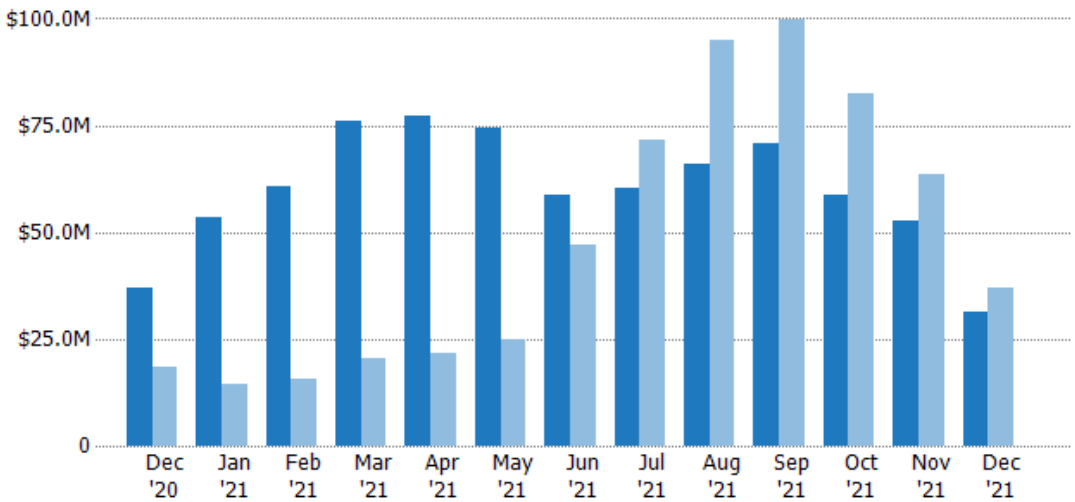
	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21
Current Year	116	144	156	170	174	177	158	157	162	187	160	128	75
Prior Year	69	69	64	73	75	89	153	191	251	270	249	179	116
Percent Change from Prior Year	68%	109%	144%	133%	132%	99%	3%	-18%	-35%	-31%	-36%	-28%	-35%

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



	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	\$36.8M	\$53.5M	\$60.7M	\$75.8M	\$77.2M	\$74.2M	\$58.6M	\$60.4M	\$65.8M	\$70.8M	\$58.8M	\$52.6M	\$31.5M
Prior Year	\$18.5M	\$14.6M	\$15.5M	\$20.4M	\$21.6M	\$24.8M	\$46.9M	\$71.7M	\$94.8M	\$100M	\$82.3M	\$63.4M	\$36.8M
Percent Change from Prior Year	99%	266%	291%	271%	258%	199%	25%	-16%	-31%	-29%	-29%	-17%	-15%

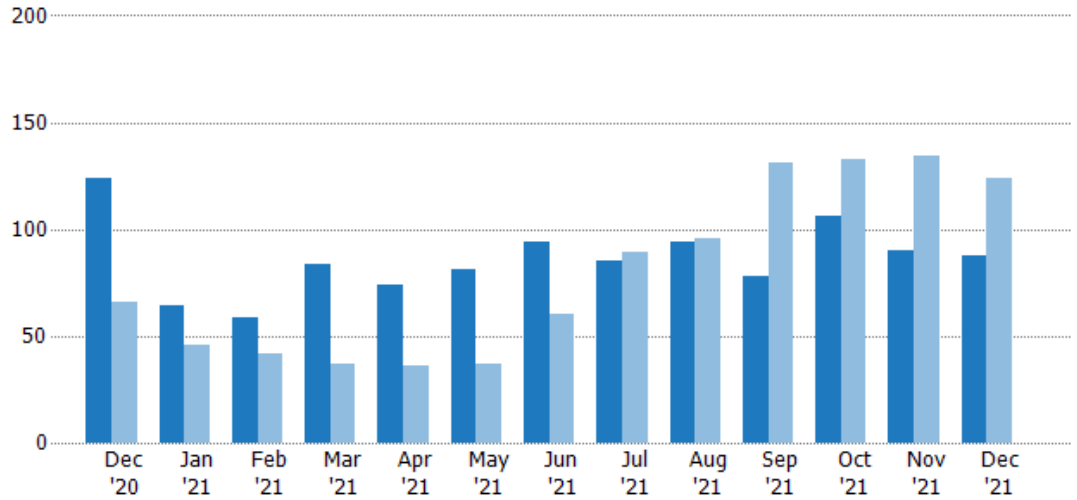
Closed Sales

The total number of residential properties sold each month.

Filters Used

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

Month/Year	Count	% Chg.
Dec '21	88	-29%
Dec '20	124	87.9%
Dec '19	66	-31.8%



Current Year	124	64	59	84	74	81	94	85	94	78	106	90	88
Prior Year	66	46	42	37	36	37	60	89	96	131	133	134	124
Percent Change from Prior Year	88%	39%	40%	127%	106%	119%	57%	-4%	-2%	-40%	-20%	-33%	-29%

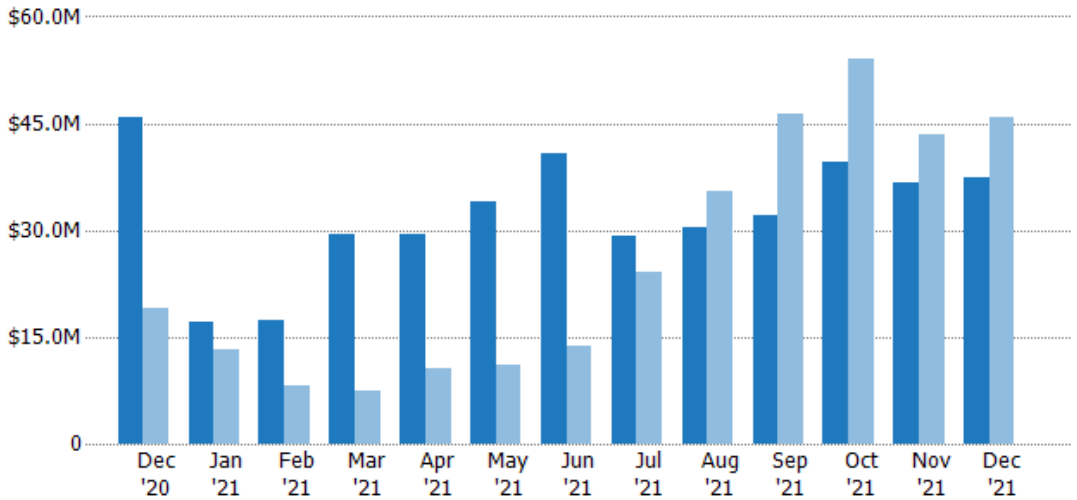
Closed Sales Volume

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

Month/Year	Volume	% Chg.
Dec '21	\$37.3M	-18.9%
Dec '20	\$46M	141.7%
Dec '19	\$19M	-51%



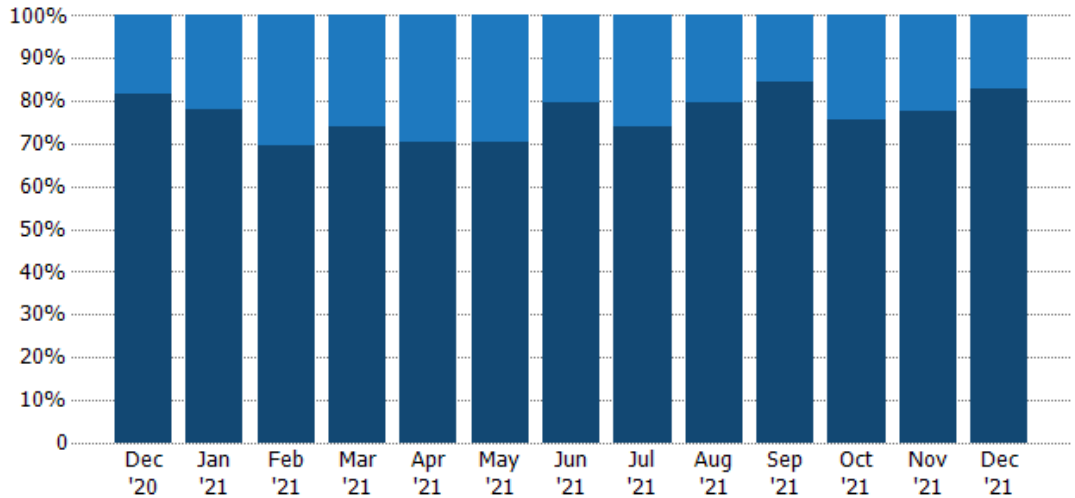
Current Year	\$46M	\$17.2M	\$17.4M	\$29.4M	\$29.4M	\$34.1M	\$40.7M	\$29.1M	\$30.3M	\$32.1M	\$39.6M	\$36.6M	\$37.3M
Prior Year	\$19M	\$13.3M	\$8.12M	\$7.41M	\$10.7M	\$11.2M	\$13.7M	\$24.2M	\$35.5M	\$46.2M	\$54.1M	\$43.5M	\$46M
Percent Change from Prior Year	142%	30%	115%	297%	174%	205%	197%	20%	-15%	-31%	-27%	-16%	-19%

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



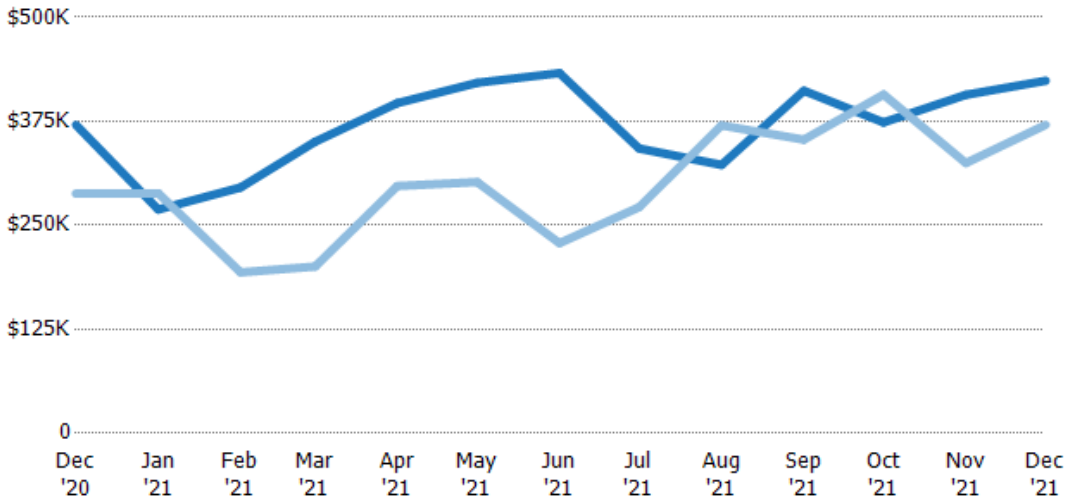
Condo/Townhouse	19%	22%	31%	26%	30%	30%	20%	26%	20%	15%	25%	22%	17%
Single Family Residence	81%	78%	69%	74%	70%	70%	80%	74%	80%	85%	75%	78%	83%

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	\$371K	\$269K	\$295K	\$350K	\$397K	\$421K	\$433K	\$342K	\$323K	\$412K	\$374K	\$407K	\$424K
Prior Year	\$288K	\$289K	\$193K	\$200K	\$297K	\$302K	\$229K	\$272K	\$370K	\$353K	\$407K	\$325K	\$371K
Percent Change from Prior Year	29%	-7%	53%	75%	34%	39%	89%	26%	-13%	17%	-8%	25%	14%

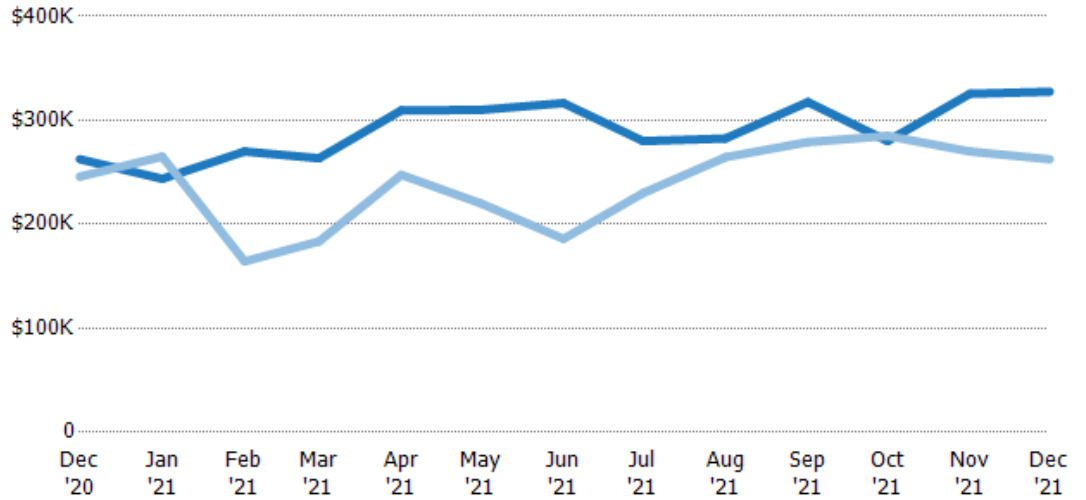
Median Sales Price

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.
Dec '21	\$328K	24.8%
Dec '20	\$263K	6.8%
Dec '19	\$246K	-23.1%



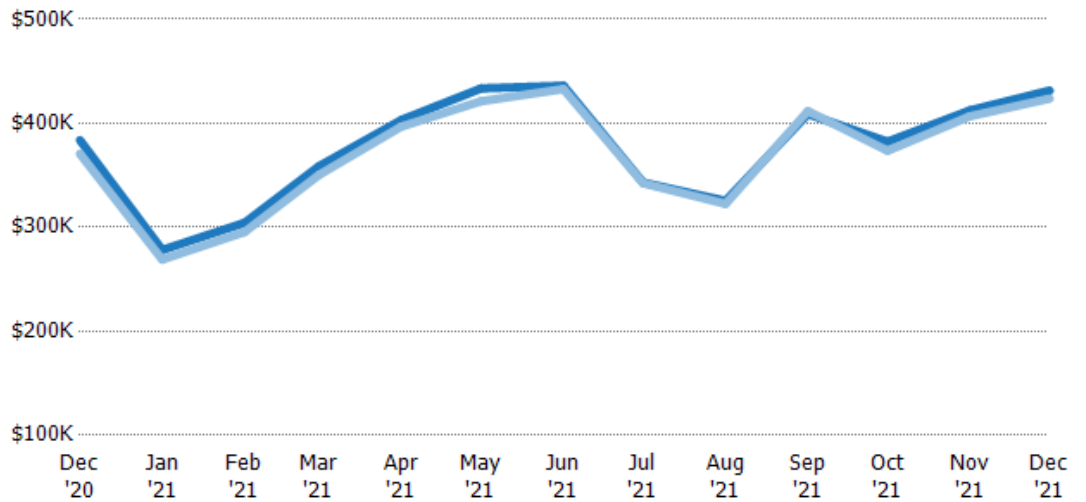
Current Year	\$263K	\$244K	\$270K	\$264K	\$310K	\$310K	\$317K	\$280K	\$283K	\$318K	\$280K	\$326K	\$328K
Prior Year	\$246K	\$265K	\$164K	\$184K	\$248K	\$220K	\$186K	\$230K	\$265K	\$279K	\$285K	\$270K	\$263K
Percent Change from Prior Year	7%	-8%	64%	44%	25%	41%	70%	22%	7%	14%	-2%	21%	25%

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



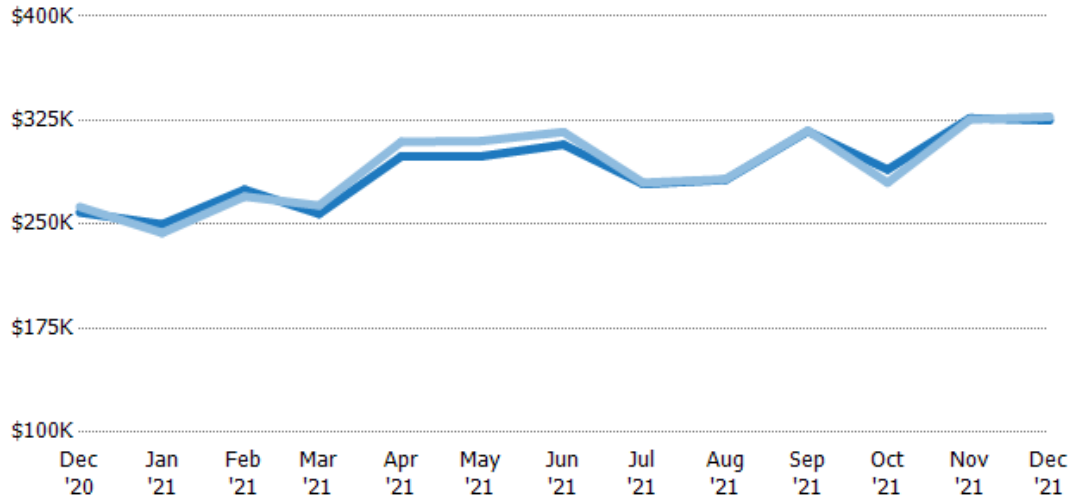
Avg List Price	\$384K	\$278K	\$304K	\$359K	\$403K	\$434K	\$436K	\$343K	\$325K	\$409K	\$382K	\$412K	\$431K
Avg Sales Price	\$371K	\$269K	\$295K	\$350K	\$397K	\$421K	\$433K	\$342K	\$323K	\$412K	\$374K	\$407K	\$424K
Avg Sales Price as a % of Avg List Price	97%	97%	97%	98%	98%	97%	99%	100%	99%	101%	98%	99%	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



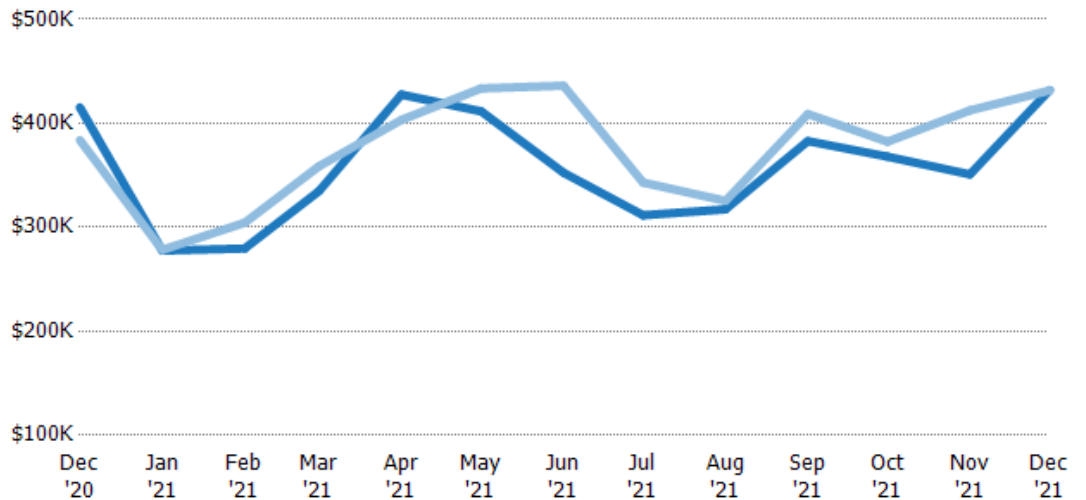
	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21
Median List Price	\$259K	\$250K	\$275K	\$258K	\$299K	\$299K	\$307K	\$279K	\$282K	\$317K	\$289K	\$327K	\$325K
Median Sales Price	\$263K	\$244K	\$270K	\$264K	\$310K	\$310K	\$317K	\$280K	\$283K	\$318K	\$280K	\$326K	\$328K
Med Sales Price as a % of Med List Price	102%	98%	98%	102%	104%	104%	103%	100%	100%	100%	97%	100%	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: Windham County, Vermont
 Property Type:
 Condo/Townhouse/Apt., Single
 Family



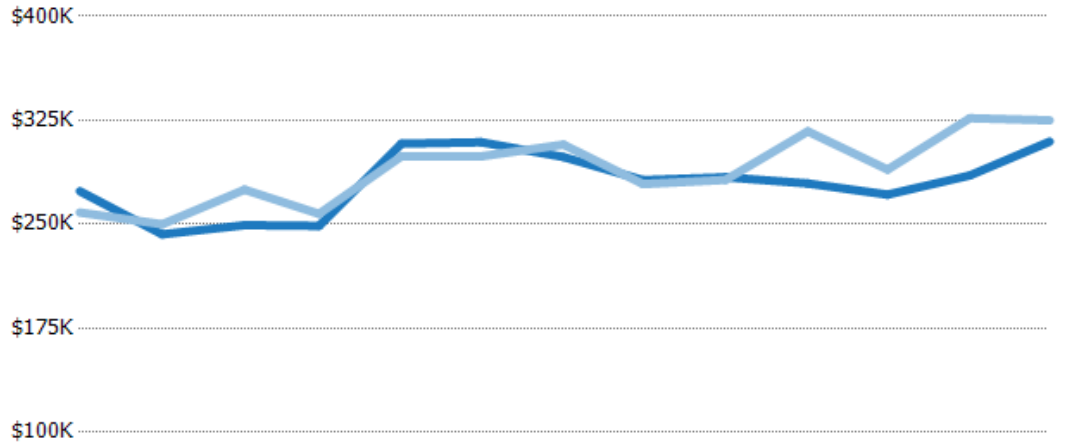
	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21
Avg Est Value	\$415K	\$278K	\$280K	\$335K	\$428K	\$411K	\$353K	\$312K	\$317K	\$383K	\$368K	\$351K	\$432K
Avg Sales Price	\$384K	\$278K	\$304K	\$359K	\$403K	\$434K	\$436K	\$343K	\$325K	\$409K	\$382K	\$412K	\$431K
Avg Sales Price as a % of Avg Est Value	92%	100%	109%	107%	94%	105%	124%	110%	103%	107%	104%	118%	100%

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



	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	\$274K	\$243K	\$249K	\$249K	\$308K	\$309K	\$299K	\$282K	\$284K	\$279K	\$271K	\$285K	\$310K
Median Sales Price	\$259K	\$250K	\$275K	\$258K	\$299K	\$299K	\$307K	\$279K	\$282K	\$317K	\$289K	\$327K	\$325K
Med Sales Price as a % of Med Est Value	94%	103%	110%	103%	97%	97%	103%	99%	99%	113%	107%	114%	105%