

## Summary of Key Listing and Sales Metrics

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

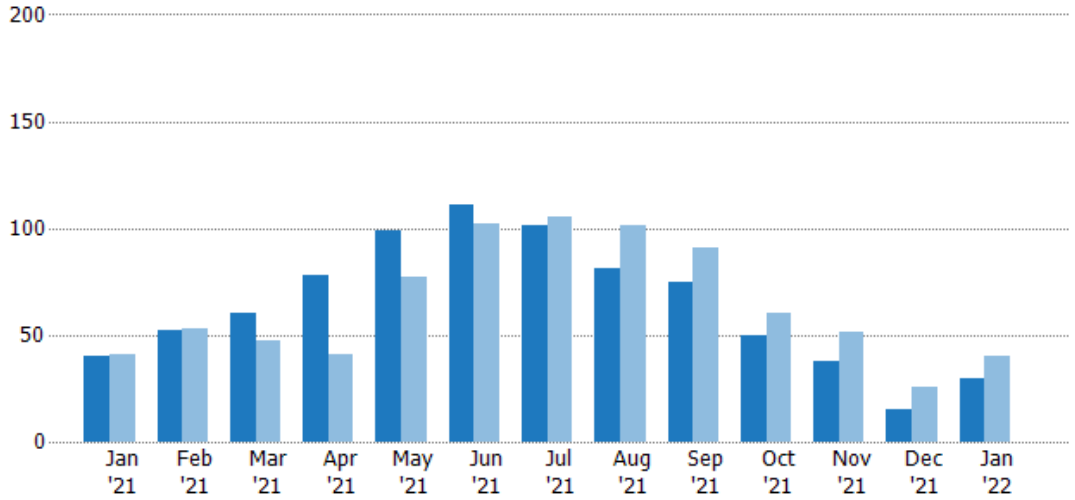
Key Metrics	Jan 2022	Jan 2021	+ / -	YTD 2022	YTD 2021	+ / -
<b>Listing Activity Charts Metrics</b>						
New Listing Count	30	40	-25%	830	835	-0.6%
New Listing Volume	\$8,454,800	\$14,358,100	-41.1%	\$298,017,815	\$283,901,014	+5%
Active Listing Count	47	136	-65.4%	N/A	N/A	
Active Listing Volume	\$18,644,600	\$58,524,875	-68.1%	N/A	N/A	
Average Listing Price	\$396,694	\$430,330	-7.8%	\$459,016	\$381,534	+20.3%
Median Listing Price	\$255,000	\$297,000	-14.1%	\$303,850	\$294,063	+3.3%
Median Days in RPR	137	133.5	+2.6%	85.72	98.58	-13%
Months of Inventory	0.9	2.5	-64.8%	1.4	3.7	-62.4%
Absorption Rate	114.89%	40.44%	+74.5%	72.34%	27.21%	+45.1%
<b>Sales Activity Charts Metrics</b>						
New Pending Sales Count	28	57	-50.9%	840	935	-10.2%
New Pending Sales Volume	\$8,255,400	\$19,156,200	-56.9%	\$290,598,390	\$306,178,990	-5.1%
Pending Sales Count	48	79	-39.2%	N/A	N/A	
Pending Sales Volume	\$14,115,100	\$26,324,490	-46.4%	N/A	N/A	
Closed Sales Count	42	34	+23.5%	801	779	+2.8%
Closed Sales Volume	\$14,388,495	\$8,189,800	+75.7%	\$280,361,560	\$241,861,999	+15.9%
Average Sales Price	\$342,583	\$240,876	+42.2%	\$350,014	\$310,478	+12.7%
Median Sales Price	\$282,500	\$220,000	+28.4%	\$286,770	\$262,380	+9.3%

## 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



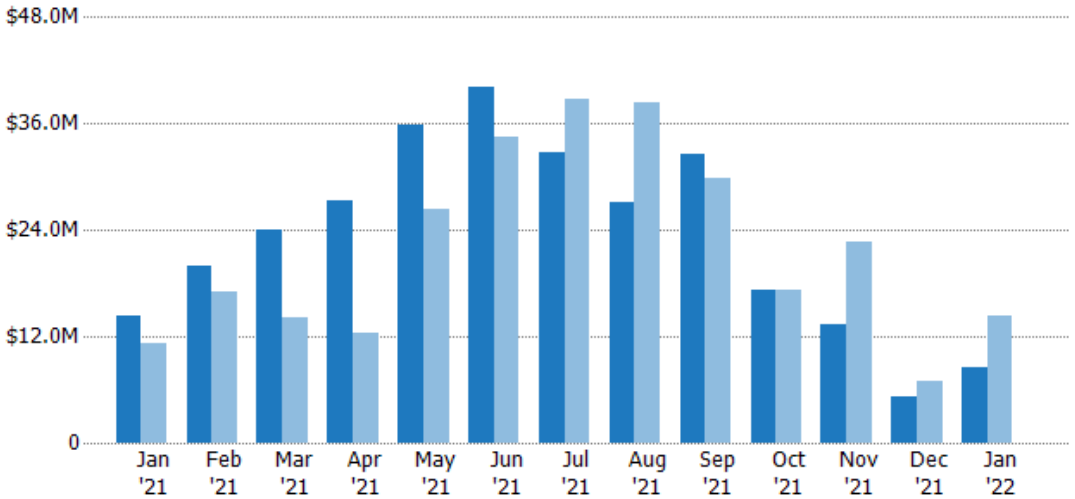
	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21	Jan '22
Current Year	40	52	60	78	99	111	101	81	75	50	38	15	30
Prior Year	41	53	47	41	77	102	105	101	91	60	51	26	40
Percent Change from Prior Year	-2%	-2%	28%	90%	29%	9%	-4%	-20%	-18%	-17%	-25%	-42%	-25%

## 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



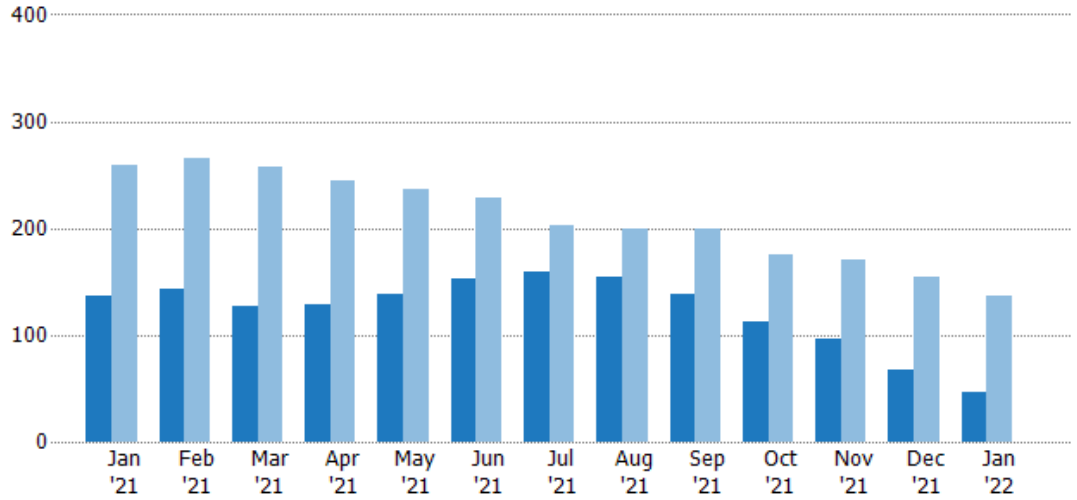
	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21	Jan '22
Current Year	\$14.4M	\$19.9M	\$24M	\$27.3M	\$35.9M	\$40.2M	\$32.7M	\$27M	\$32.5M	\$17.2M	\$13.3M	\$5.16M	\$8.45M
Prior Year	\$11.3M	\$17.1M	\$14.1M	\$12.5M	\$26.4M	\$34.4M	\$38.8M	\$38.4M	\$29.8M	\$17.3M	\$22.6M	\$6.98M	\$14.4M
Percent Change from Prior Year	27%	16%	71%	120%	36%	17%	-16%	-30%	9%	0%	-41%	-26%	-41%

## 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



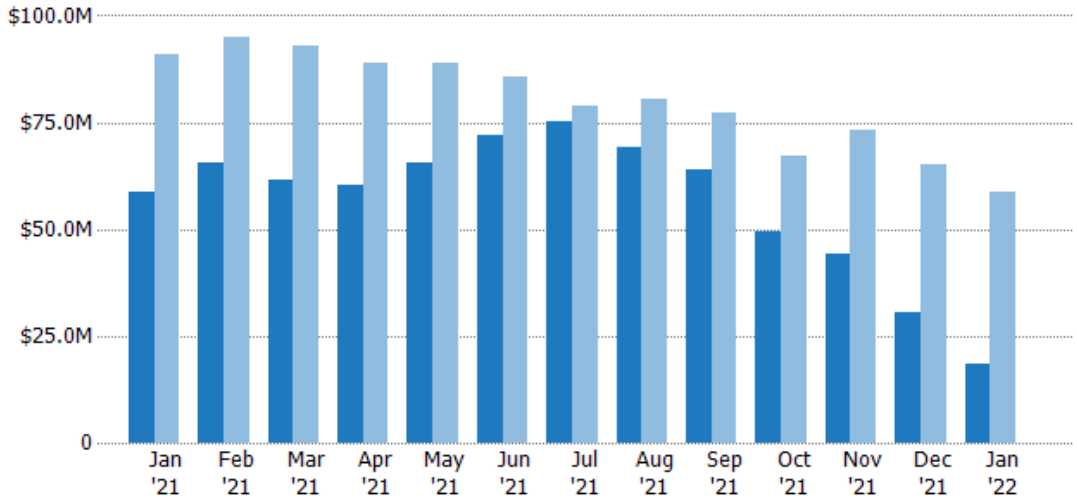
	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21	Jan '22
Current Year	136	143	127	128	139	152	159	155	139	112	97	67	47
Prior Year	259	266	258	245	237	229	203	200	199	176	171	154	136
Percent Change from Prior Year	-47%	-46%	-51%	-48%	-41%	-34%	-22%	-23%	-30%	-36%	-43%	-56%	-65%

## 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



	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21	Jan '22
Current Year	\$58.5M	\$65.6M	\$61.5M	\$60.3M	\$65.4M	\$72M	\$75.4M	\$69.3M	\$64M	\$49.6M	\$44.2M	\$30.4M	\$18.6M
Prior Year	\$91M	\$94.8M	\$93M	\$89M	\$88.9M	\$85.9M	\$79M	\$80.4M	\$77.1M	\$67M	\$73.2M	\$65M	\$58.5M
Percent Change from Prior Year	-36%	-31%	-34%	-32%	-26%	-16%	-5%	-14%	-17%	-26%	-40%	-53%	-68%

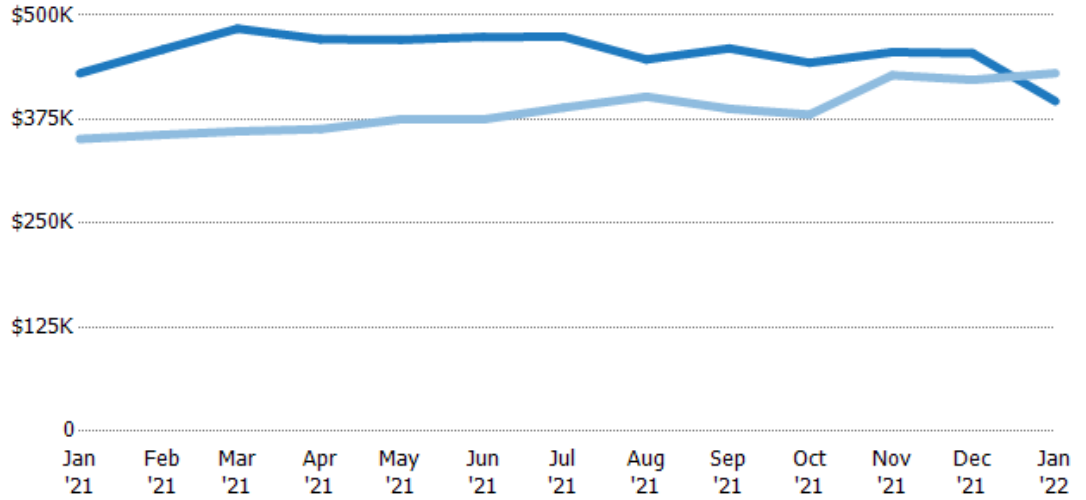
## Average Listing Price

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.
Jan '22	\$397K	-7.8%
Jan '21	\$430K	22.5%
Jan '20	\$351K	-9.6%



Current Year	\$430K	\$459K	\$484K	\$471K	\$470K	\$474K	\$474K	\$447K	\$460K	\$443K	\$456K	\$454K	\$397K
Prior Year	\$351K	\$356K	\$360K	\$363K	\$375K	\$375K	\$389K	\$402K	\$388K	\$381K	\$428K	\$422K	\$430K
Percent Change from Prior Year	23%	29%	34%	30%	25%	26%	22%	11%	19%	16%	6%	8%	-8%

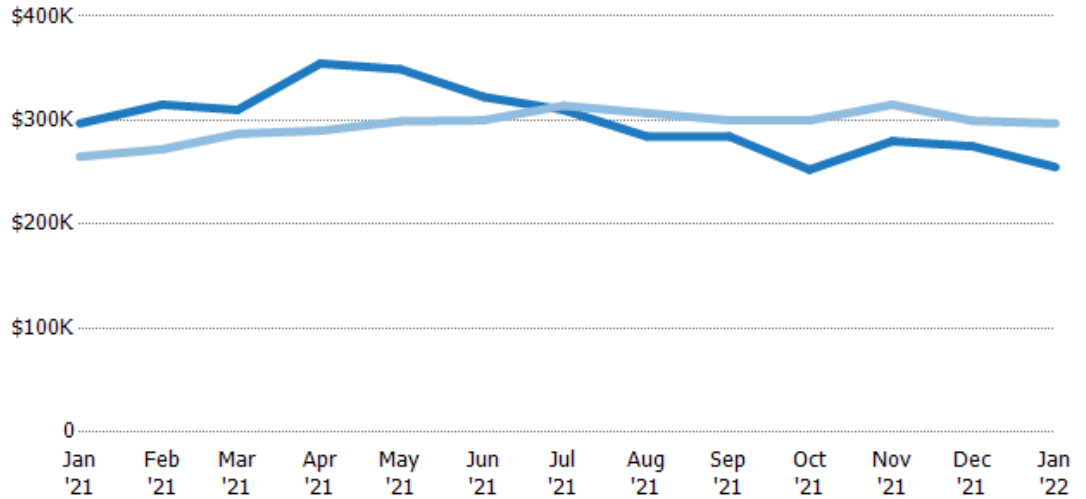
## Median Listing Price

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.
Jan '22	\$255K	-14.1%
Jan '21	\$297K	12.1%
Jan '20	\$265K	-5.7%



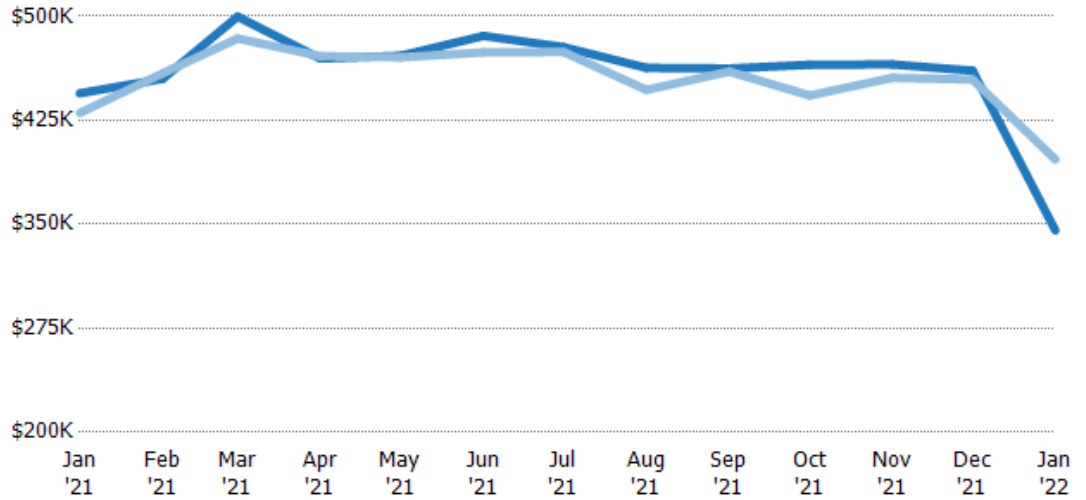
Current Year	\$297K	\$315K	\$310K	\$355K	\$349K	\$322K	\$310K	\$285K	\$285K	\$253K	\$280K	\$275K	\$255K
Prior Year	\$265K	\$272K	\$287K	\$290K	\$299K	\$300K	\$314K	\$307K	\$300K	\$300K	\$315K	\$300K	\$297K
Percent Change from Prior Year	12%	16%	8%	22%	17%	7%	-1%	-7%	-5%	-16%	-11%	-8%	-14%

## 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



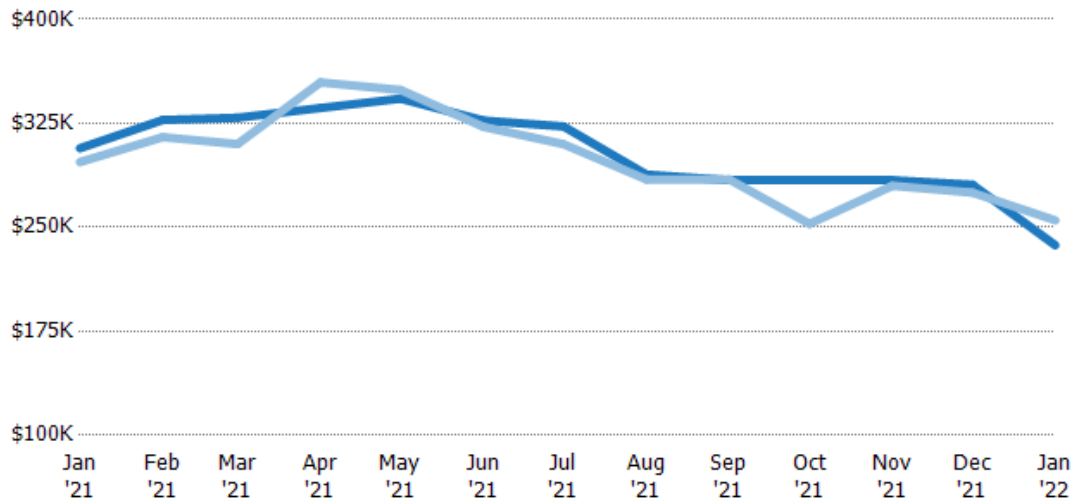
	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21	Jan '22
Avg Est Value	\$444K	\$455K	\$500K	\$470K	\$472K	\$486K	\$478K	\$463K	\$462K	\$465K	\$465K	\$461K	\$346K
Avg Listing Price	\$430K	\$459K	\$484K	\$471K	\$470K	\$474K	\$474K	\$447K	\$460K	\$443K	\$456K	\$454K	\$397K
Avg Listing Price as a % of Avg Est Value	97%	101%	97%	100%	100%	98%	99%	97%	100%	95%	98%	99%	115%

## 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



	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21	Jan '22
Median Est Value	\$307K	\$327K	\$329K	\$336K	\$343K	\$327K	\$323K	\$288K	\$284K	\$284K	\$284K	\$281K	\$237K
Median Listing Price	\$297K	\$315K	\$310K	\$355K	\$349K	\$322K	\$310K	\$285K	\$285K	\$253K	\$280K	\$275K	\$255K
Med Listing Price as a % of Med Est Value	97%	96%	94%	106%	102%	99%	96%	99%	100%	89%	99%	98%	108%

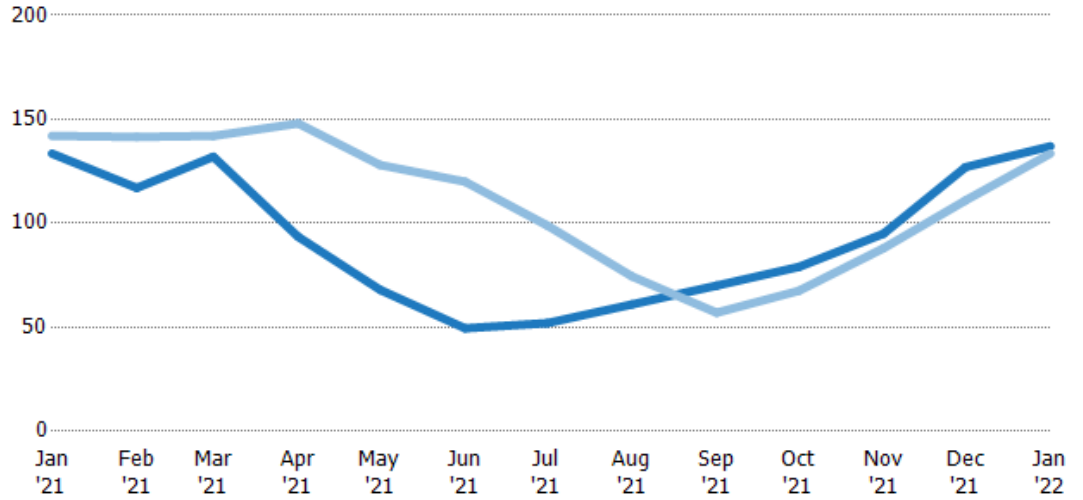
## Median Days in RPR

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.
Jan '22	137	2.6%
Jan '21	134	-6%
Jan '20	142	2.8%



Current Year	134	117	132	93.5	68	49.5	52	61	70	79	95	127	137
Prior Year	142	142	142	148	128	120	99	74.5	57	67.5	88	111	134
Percent Change from Prior Year	-6%	-17%	-7%	-37%	-47%	-59%	-47%	-18%	23%	17%	8%	14%	3%

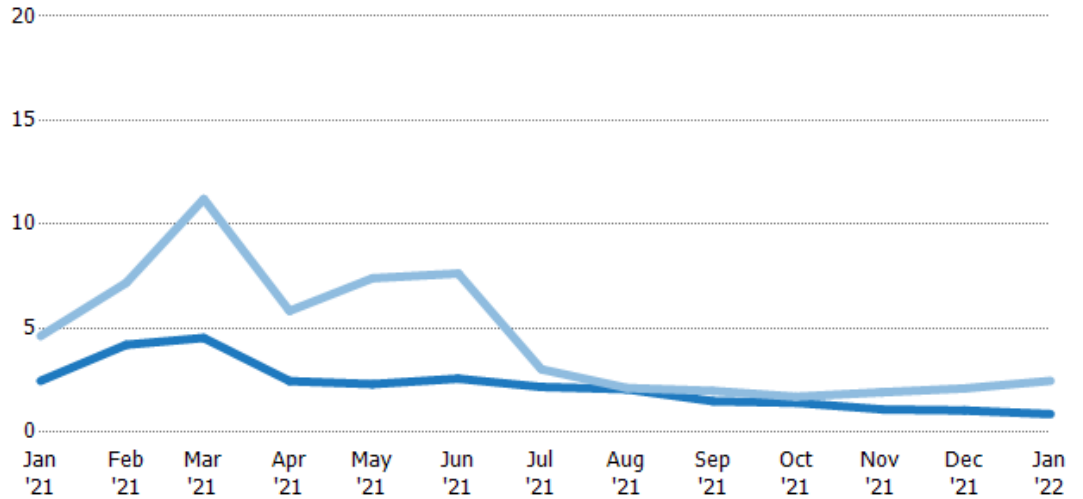
## Months of Inventory

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.
Jan '22	0	-64.8%
Jan '21	2.47	-46.5%
Jan '20	4.63	63.8%



Current Year	2.47	4.21	4.54	2.46	2.32	2.58	2.18	2.07	1.49	1.42	1.1	1.05	0
Prior Year	4.63	7.19	11.2	5.83	7.41	7.63	3.03	2.13	1.99	1.71	1.92	2.11	2.47
Percent Change from Prior Year	-47%	-41%	-60%	-58%	-69%	-66%	-28%	-3%	-25%	-17%	-43%	-50%	-65%

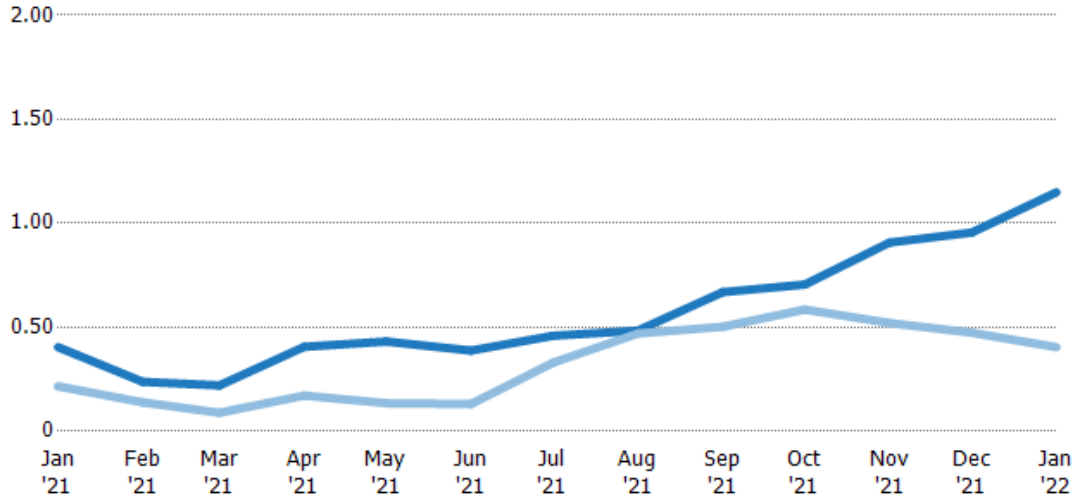
## Absorption Rate

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.
Jan '22	115%	-74.5%
Jan '21	40%	-18.8%
Jan '20	22%	-38.9%



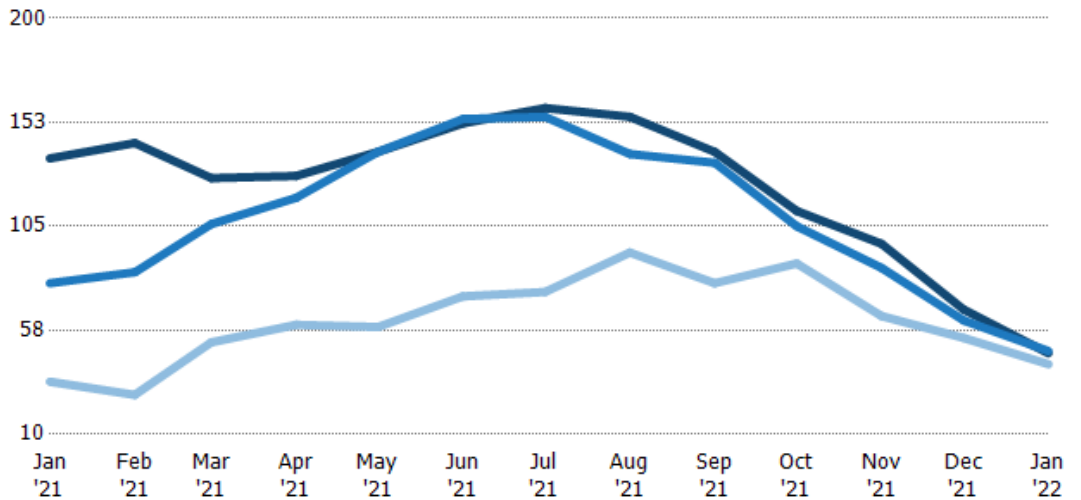
	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21	Jan '22
Current Year	40%	24%	22%	41%	43%	39%	46%	48%	67%	71%	91%	96%	115%
Prior Year	22%	14%	9%	17%	14%	13%	33%	47%	50%	59%	52%	47%	40%
Change from Prior Year	-19%	-10%	-13%	-23%	-30%	-26%	-13%	-1%	-17%	-12%	-39%	-48%	-74%

## 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



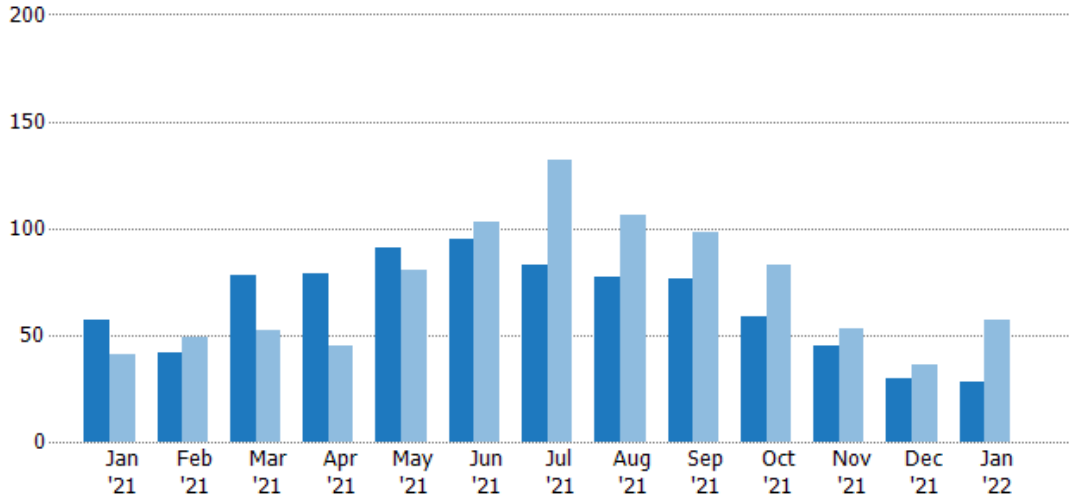
	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21	Jan '22
Active	136	143	127	128	139	152	159	155	139	112	97	67	47
Pending	79	84	106	118	139	154	155	138	134	105	86	62	48
Sold	34	28	52	60	59	73	75	93	79	88	64	54	42

## 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.
Jan '22	28	-50.9%
Jan '21	57	39%
Jan '20	41	-22%

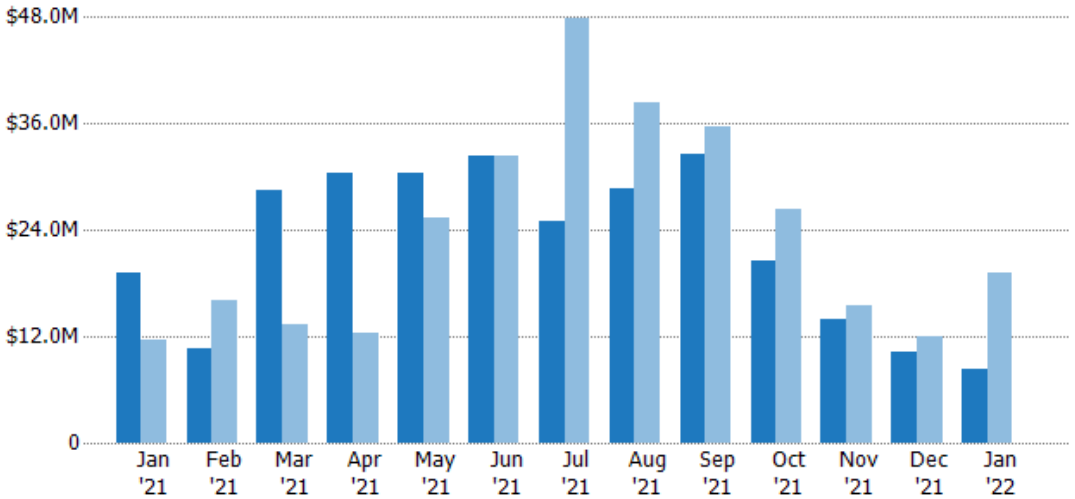
	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21	Jan '22
Current Year	57	42	78	79	91	95	83	77	76	59	45	30	28
Prior Year	41	49	52	45	80	103	132	106	98	83	53	36	57
Percent Change from Prior Year	39%	-14%	50%	76%	14%	-8%	-37%	-27%	-22%	-29%	-15%	-17%	-51%

## 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.
Jan '22	\$8.26M	-56.9%
Jan '21	\$19.2M	64.9%
Jan '20	\$11.6M	-16.1%

	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21	Jan '22
Current Year	\$19.2M	\$10.7M	\$28.5M	\$30.3M	\$30.4M	\$32.4M	\$25M	\$28.6M	\$32.5M	\$20.5M	\$13.9M	\$10.2M	\$8.26M
Prior Year	\$11.6M	\$16M	\$13.4M	\$12.5M	\$25.4M	\$32.4M	\$47.9M	\$38.3M	\$35.7M	\$26.4M	\$15.6M	\$11.9M	\$19.2M
Percent Change from Prior Year	65%	-33%	112%	143%	20%	0%	-48%	-25%	-9%	-22%	-11%	-14%	-57%



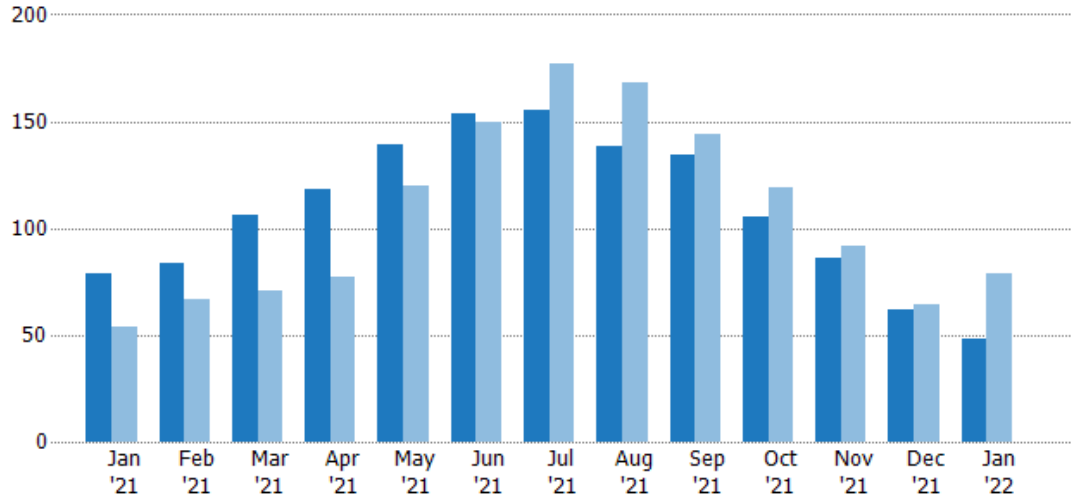
## Pending Sales

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.
Jan '22	48	-39.2%
Jan '21	79	46.3%
Jan '20	54	-25.9%



	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21	Jan '22
Current Year	79	84	106	118	139	154	155	138	134	105	86	62	48
Prior Year	54	67	71	77	120	150	177	168	144	119	92	64	79
Percent Change from Prior Year	46%	25%	49%	53%	16%	3%	-12%	-18%	-7%	-12%	-7%	-3%	-39%

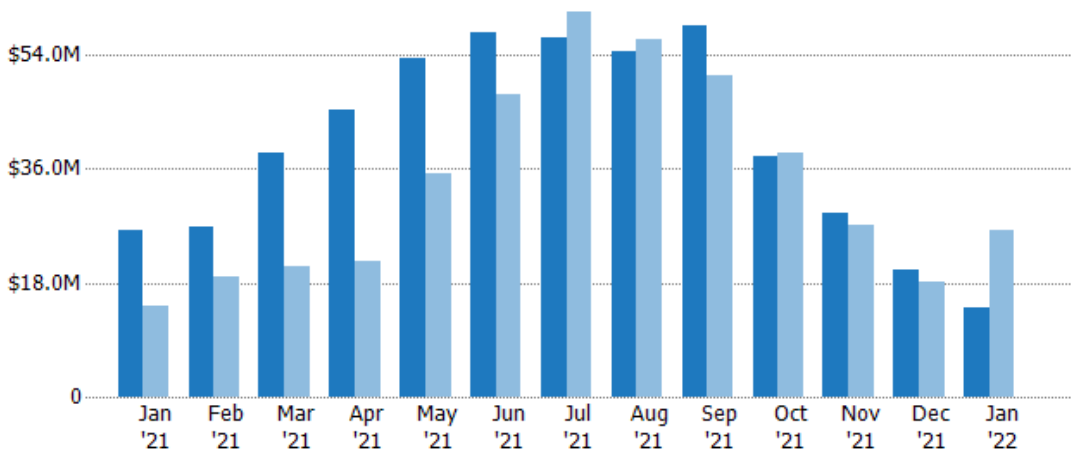
## Pending Sales Volume

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.
Jan '22	\$14.1M	-46.4%
Jan '21	\$26.3M	85.2%
Jan '20	\$14.2M	-21.1%



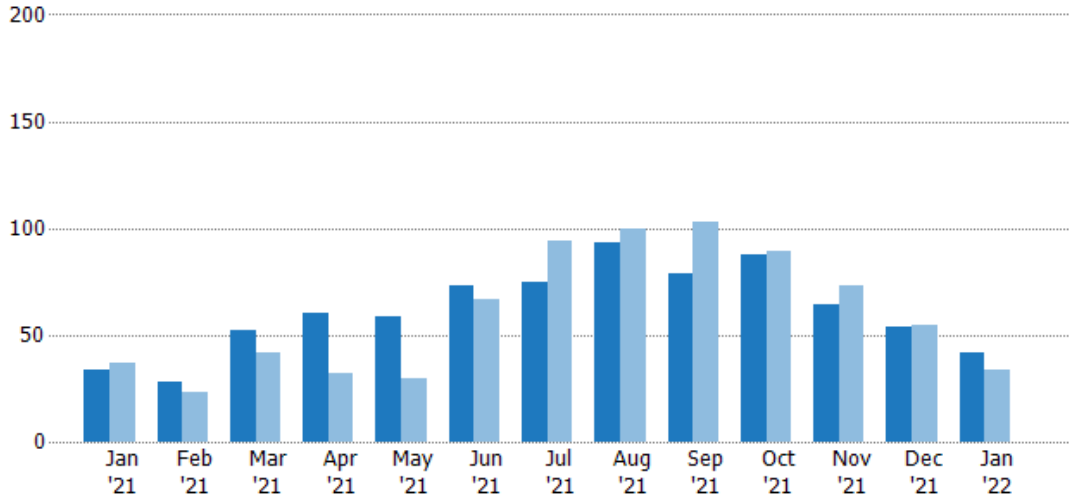
	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21	Jan '22
Current Year	\$26.3M	\$26.9M	\$38.6M	\$45.2M	\$53.4M	\$57.5M	\$56.7M	\$54.5M	\$58.7M	\$37.9M	\$29M	\$20.1M	\$14.1M
Prior Year	\$14.2M	\$18.9M	\$20.7M	\$21.4M	\$35.4M	\$47.8M	\$60.8M	\$56.4M	\$50.8M	\$38.6M	\$27.2M	\$18.2M	\$26.3M
Percent Change from Prior Year	85%	43%	87%	111%	51%	20%	-7%	-3%	15%	-2%	7%	11%	-46%

## 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



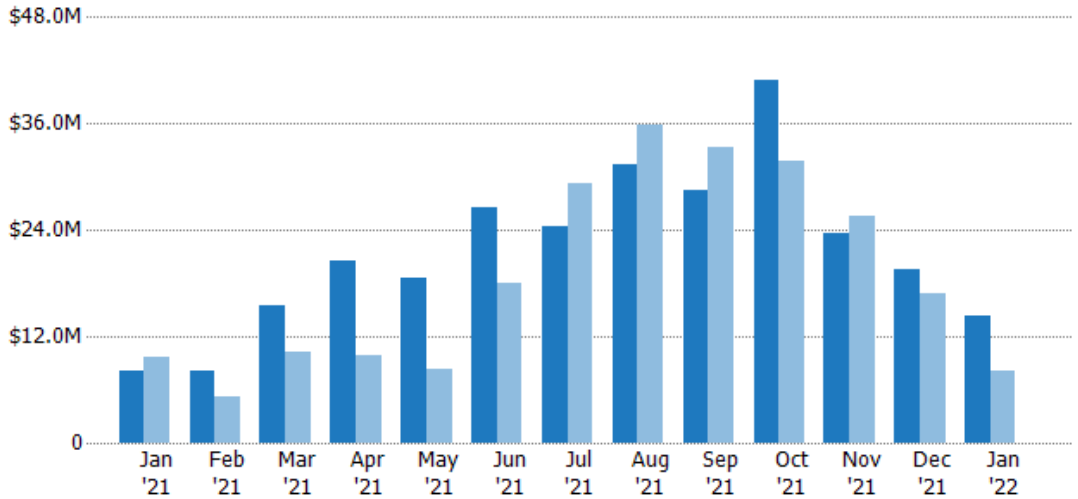
	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21	Jan '22
Current Year	34	28	52	60	59	73	75	93	79	88	64	54	42
Prior Year	37	23	42	32	30	67	94	100	103	89	73	55	34
Percent Change from Prior Year	-8%	22%	24%	88%	97%	9%	-20%	-7%	-23%	-1%	-12%	-2%	24%

## 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



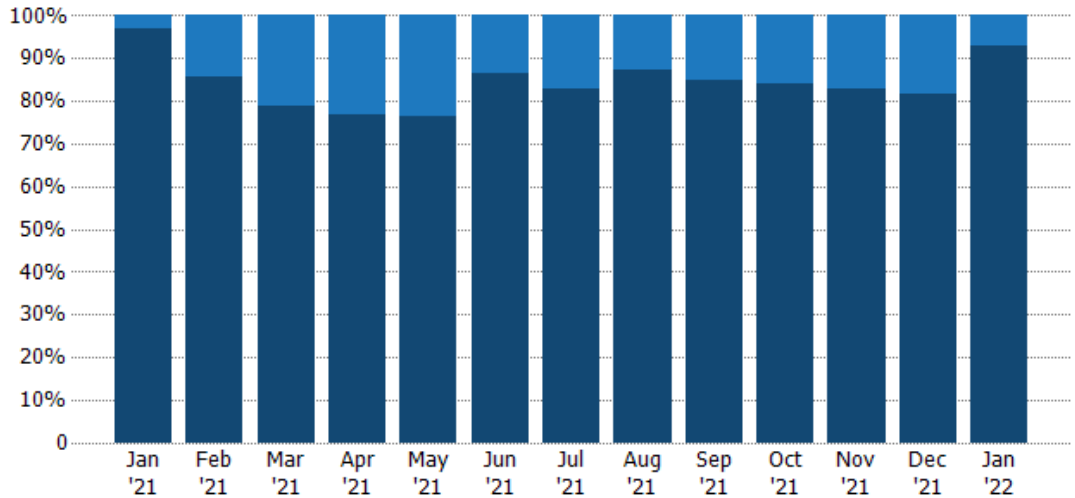
	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21	Jan '22
Current Year	\$8.19M	\$8.02M	\$15.4M	\$20.6M	\$18.6M	\$26.6M	\$24.4M	\$31.5M	\$28.5M	\$40.9M	\$23.7M	\$19.6M	\$14.4M
Prior Year	\$9.76M	\$5.2M	\$10.2M	\$9.83M	\$8.29M	\$17.9M	\$29.2M	\$35.9M	\$33.4M	\$31.7M	\$25.5M	\$16.8M	\$8.19M
Percent Change from Prior Year	-16%	54%	52%	110%	125%	48%	-16%	-12%	-15%	29%	-7%	16%	76%

## 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



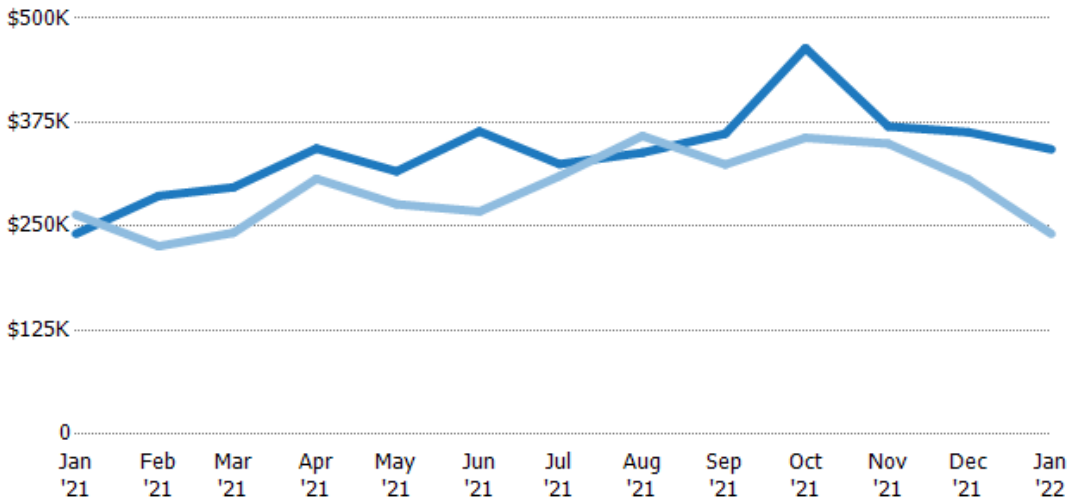
Property Type	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21	Jan '22
Condo/Townhouse	3%	14%	21%	23%	24%	14%	17%	13%	15%	16%	17%	19%	7%
Single Family Residence	97%	86%	79%	77%	76%	86%	83%	87%	85%	84%	83%	81%	93%

## 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.
Jan '22	\$343K	42.2%
Jan '21	\$241K	-8.7%
Jan '20	\$264K	20.1%

Property Type	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21	Jan '22
Current Year	\$241K	\$287K	\$297K	\$343K	\$316K	\$364K	\$325K	\$338K	\$361K	\$464K	\$370K	\$363K	\$343K
Prior Year	\$264K	\$226K	\$242K	\$307K	\$276K	\$268K	\$310K	\$359K	\$324K	\$356K	\$349K	\$306K	\$241K
Percent Change from Prior Year	-9%	27%	23%	12%	14%	36%	5%	-6%	11%	30%	6%	19%	42%

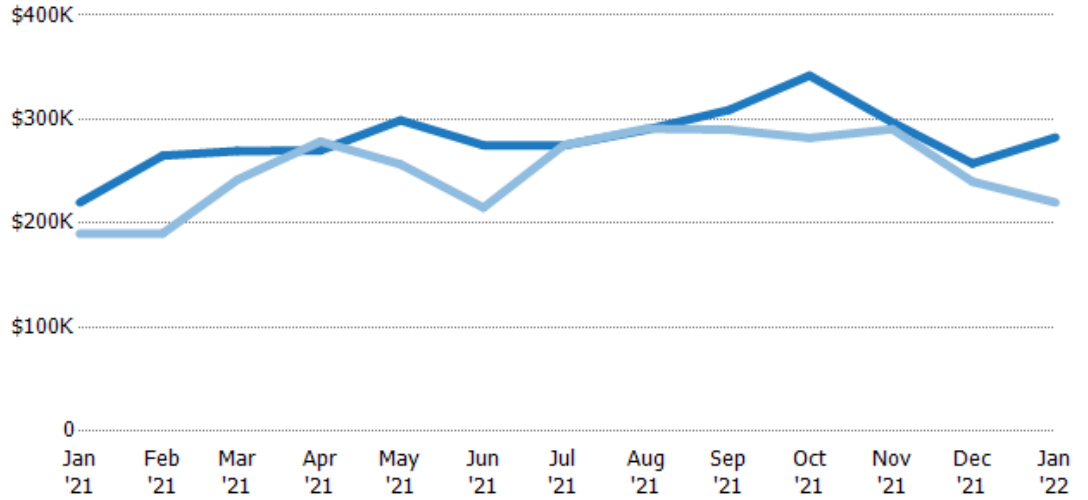
## Median Sales Price

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.
Jan '22	\$283K	28.4%
Jan '21	\$220K	15.8%
Jan '20	\$190K	19.5%



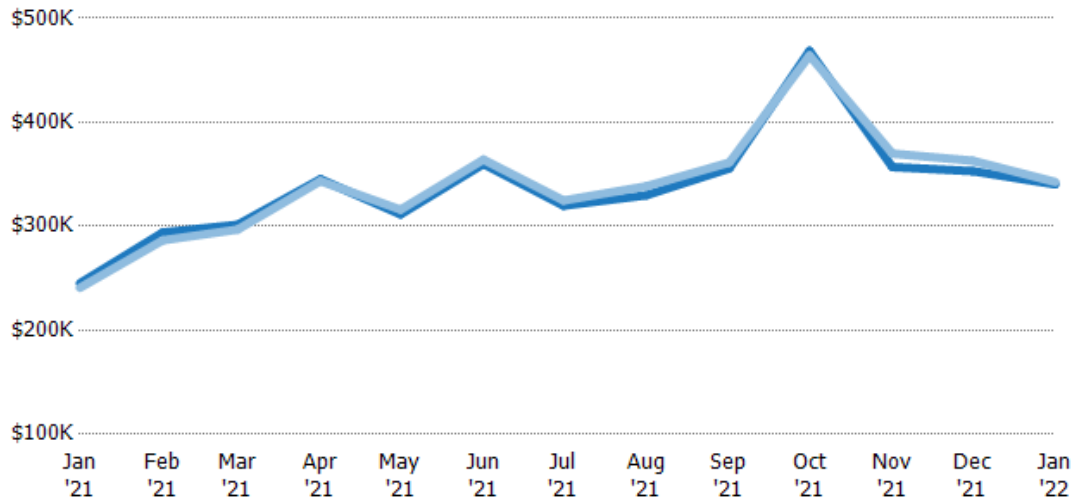
Current Year	\$220K	\$265K	\$270K	\$270K	\$299K	\$275K	\$275K	\$290K	\$309K	\$342K	\$297K	\$258K	\$283K
Prior Year	\$190K	\$190K	\$242K	\$279K	\$257K	\$215K	\$275K	\$291K	\$290K	\$282K	\$291K	\$240K	\$220K
Percent Change from Prior Year	16%	39%	11%	-3%	16%	28%	0%	0%	7%	21%	2%	7%	28%

## 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



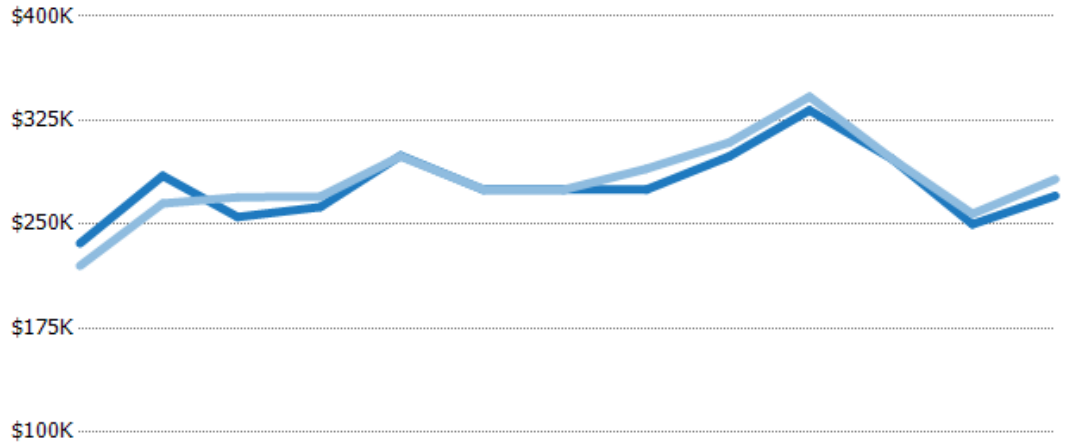
Avg List Price	\$245K	\$294K	\$301K	\$345K	\$311K	\$360K	\$320K	\$330K	\$356K	\$469K	\$357K	\$353K	\$340K
Avg Sales Price	\$241K	\$287K	\$297K	\$343K	\$316K	\$364K	\$325K	\$338K	\$361K	\$464K	\$370K	\$363K	\$343K
Avg Sales Price as a % of Avg List Price	98%	97%	98%	99%	101%	101%	102%	103%	102%	99%	104%	103%	101%

## 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



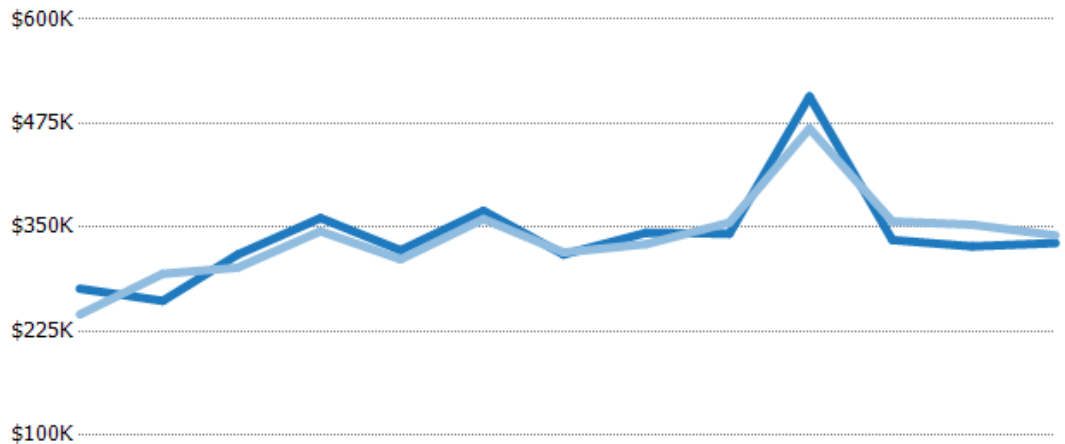
	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21	Jan '22
Median List Price	\$236K	\$285K	\$255K	\$262K	\$300K	\$275K	\$275K	\$275K	\$299K	\$332K	\$297K	\$250K	\$271K
Median Sales Price	\$220K	\$265K	\$270K	\$270K	\$299K	\$275K	\$275K	\$290K	\$309K	\$342K	\$297K	\$258K	\$283K
Med Sales Price as a % of Med List Price	93%	93%	106%	103%	100%	100%	100%	105%	103%	103%	100%	103%	104%

## 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



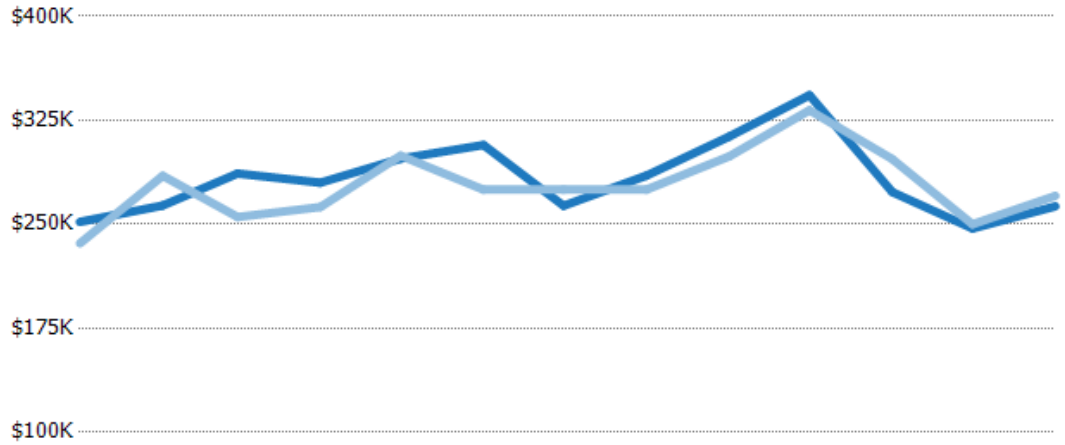
	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21	Jan '22
Avg Est Value	\$276K	\$262K	\$317K	\$361K	\$322K	\$370K	\$317K	\$343K	\$342K	\$507K	\$335K	\$327K	\$331K
Avg Sales Price	\$245K	\$294K	\$301K	\$345K	\$311K	\$360K	\$320K	\$330K	\$356K	\$469K	\$357K	\$353K	\$340K
Avg Sales Price as a % of Avg Est Value	89%	112%	95%	96%	97%	97%	101%	96%	104%	92%	107%	108%	103%

## 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



	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21	Jan '22
Median Est Value	\$252K	\$264K	\$287K	\$280K	\$297K	\$307K	\$263K	\$285K	\$313K	\$343K	\$273K	\$247K	\$263K
Median Sales Price	\$236K	\$285K	\$255K	\$262K	\$300K	\$275K	\$275K	\$275K	\$299K	\$332K	\$297K	\$250K	\$271K
Med Sales Price as a % of Med Est Value	94%	108%	89%	94%	101%	90%	104%	96%	95%	97%	109%	101%	103%