

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	Feb 2022	Feb 2021	+ / -	YTD 2022	YTD 2021	+ / -
Listing Activity Charts Metrics						
New Listing Count	33	52	-36.5%	63	92	-31.5%
New Listing Volume	\$12,652,899	\$19,875,800	-36.3%	\$21,107,699	\$34,233,900	-38.3%
Active Listing Count	43	143	-69.9%	N/A	N/A	
Active Listing Volume	\$17,056,399	\$65,623,075	-74%	N/A	N/A	
Average Listing Price	\$396,660	\$458,903	-13.6%	\$390,720	\$444,975	-12.2%
Median Listing Price	\$275,000	\$315,000	-12.7%	\$262,876	\$306,226	-14.2%
Median Days in RPR	18	117	-84.6%	82.22	126.05	-34.8%
Months of Inventory	1	4.2	-75.7%	1.5	4.7	-67.7%
Absorption Rate	97.67%	23.78%	+73.9%	66.67%	21.51%	+45.2%
Sales Activity Charts Metrics						
New Pending Sales Count	12	42	-71.4%	36	99	-63.6%
New Pending Sales Volume	\$4,057,500	\$10,699,400	-62.1%	\$10,082,900	\$29,855,600	-66.2%
Pending Sales Count	27	84	-67.9%	N/A	N/A	
Pending Sales Volume	\$8,638,400	\$26,935,300	-67.9%	N/A	N/A	
Closed Sales Count	27	28	-3.6%	69	62	+11.3%
Closed Sales Volume	\$6,545,040	\$8,022,300	-18.4%	\$20,933,535	\$16,212,100	+29.1%
Average Sales Price	\$242,409	\$286,511	-15.4%	\$303,385	\$261,485	+16%
Median Sales Price	\$210,000	\$265,000	-20.8%	\$254,130	\$240,323	+5.7%

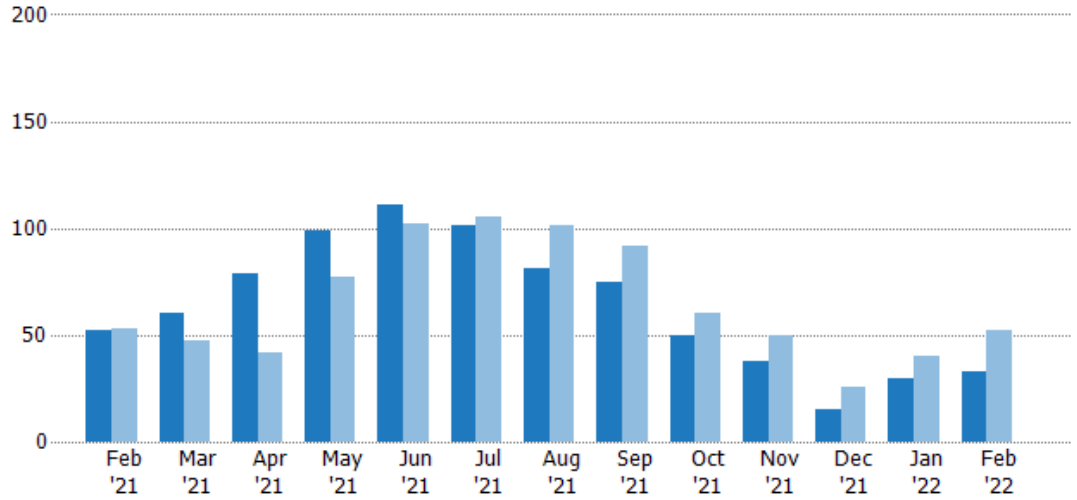
New Listings

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

Month/Year	Count	% Chg.
Feb '22	33	-36.5%
Feb '21	52	-1.9%
Feb '20	53	11.3%



Current Year	52	60	79	99	111	101	81	75	50	38	15	30	33
Prior Year	53	47	42	77	102	105	101	92	60	50	26	40	52
Percent Change from Prior Year	-2%	28%	88%	29%	9%	-4%	-20%	-18%	-17%	-24%	-42%	-25%	-37%

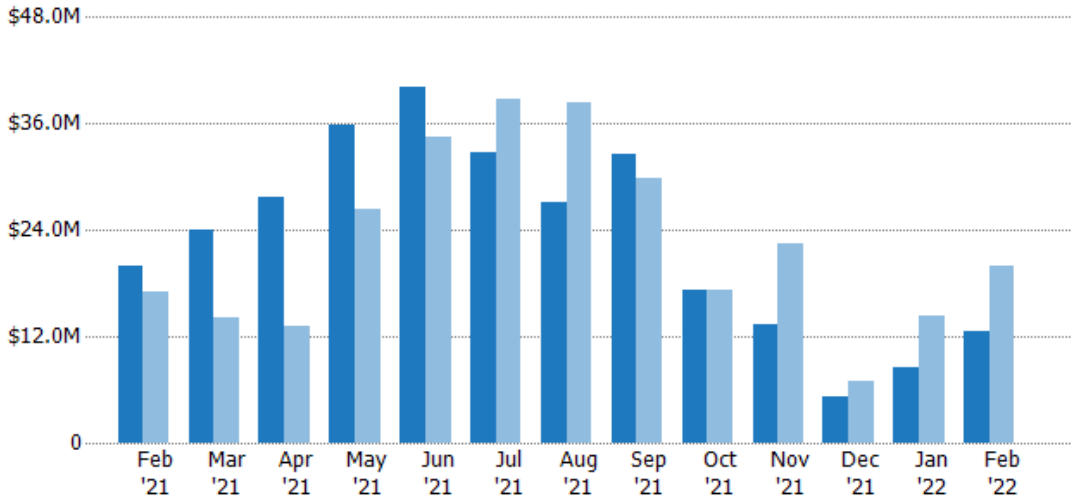
New Listing Volume

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

Month/Year	Volume	% Chg.
Feb '22	\$12.7M	-36.3%
Feb '21	\$19.9M	16.3%
Feb '20	\$17.1M	-11.2%



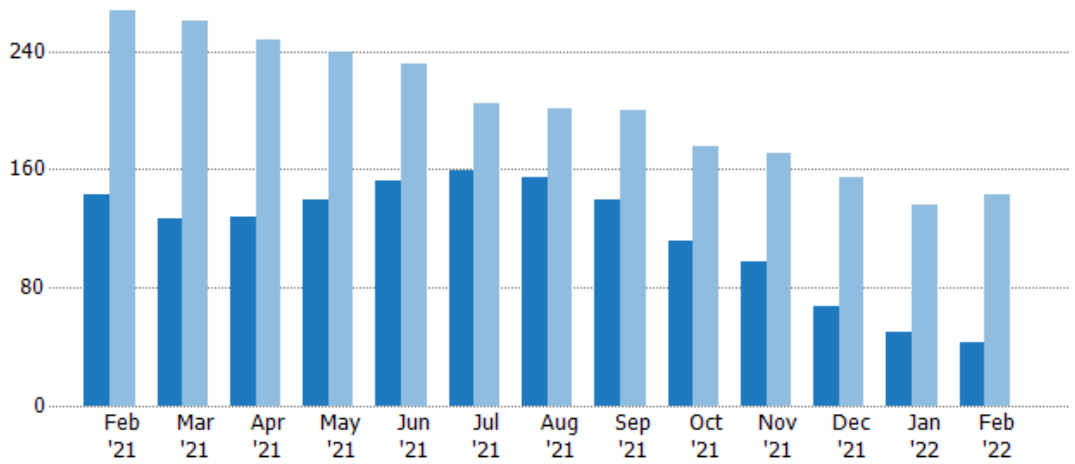
Current Year	\$19.9M	\$24M	\$27.6M	\$35.9M	\$40.2M	\$32.7M	\$27M	\$32.5M	\$17.2M	\$13.3M	\$5.16M	\$8.45M	\$12.7M
Prior Year	\$17.1M	\$14.1M	\$13.2M	\$26.4M	\$34.4M	\$38.8M	\$38.4M	\$29.9M	\$17.3M	\$22.5M	\$6.98M	\$14.4M	\$19.9M
Percent Change from Prior Year	16%	71%	110%	36%	17%	-16%	-30%	9%	0%	-41%	-26%	-41%	-36%

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



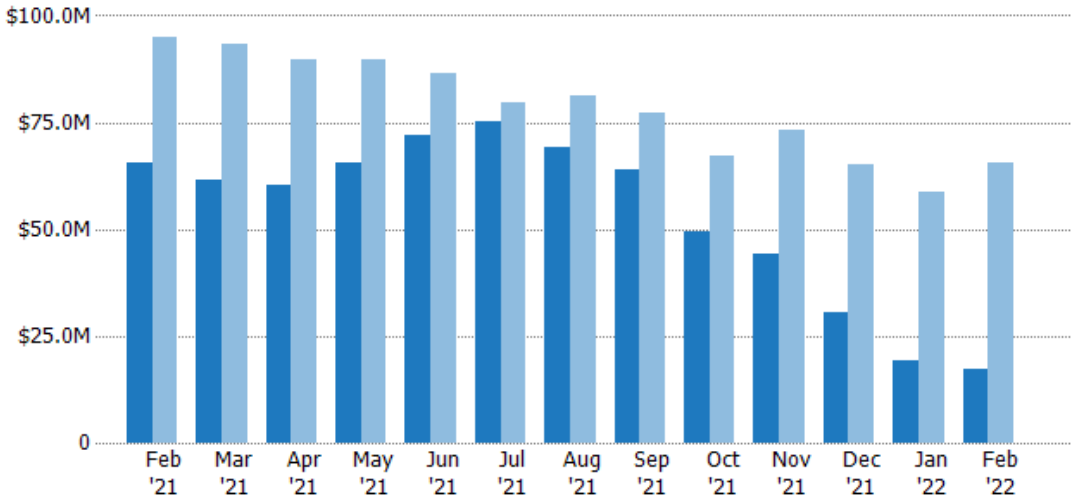
Month/Year	Count	% Chg.
Feb '22	43	-69.9%
Feb '21	143	-46.6%
Feb '20	268	10.1%

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.
Feb '22	\$17.1M	-74%
Feb '21	\$65.6M	-30.9%
Feb '20	\$95M	-0.2%

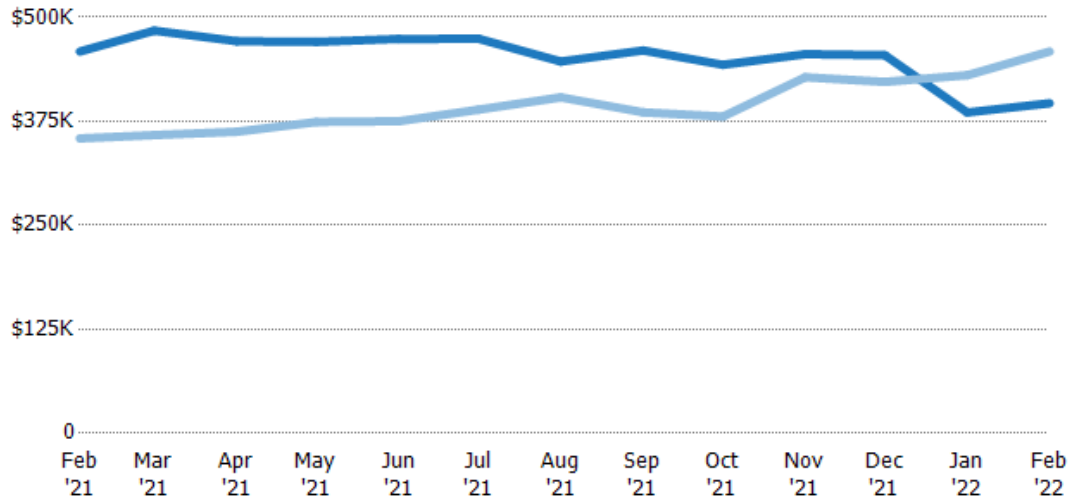
Average Listing Price

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.
Feb '22	\$397K	-13.6%
Feb '21	\$459K	29.5%
Feb '20	\$354K	-9.3%



Current Year	\$459K	\$484K	\$471K	\$470K	\$474K	\$474K	\$447K	\$460K	\$443K	\$456K	\$454K	\$386K	\$397K
Prior Year	\$354K	\$358K	\$362K	\$374K	\$375K	\$389K	\$404K	\$386K	\$381K	\$428K	\$422K	\$430K	\$459K
Percent Change from Prior Year	30%	35%	30%	26%	26%	22%	11%	19%	16%	6%	8%	-10%	-14%

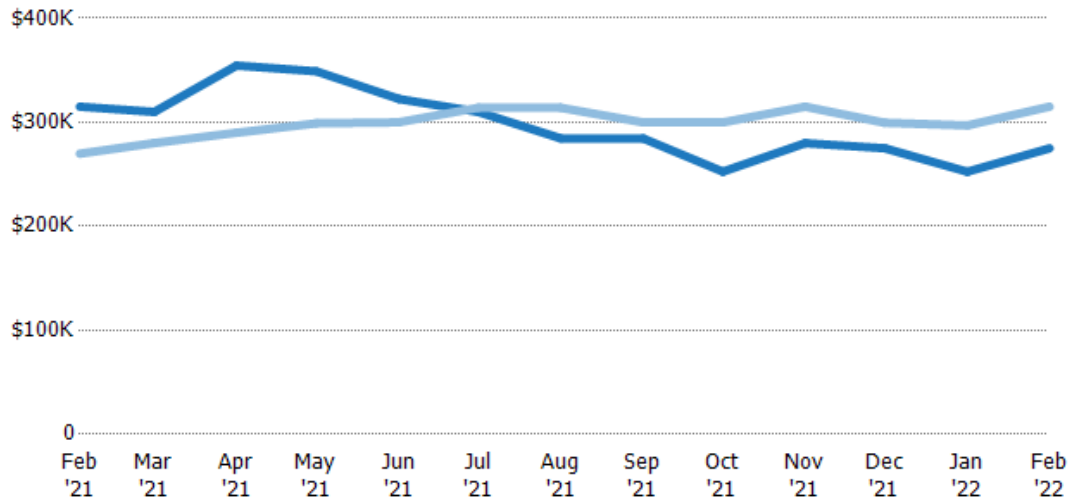
Median Listing Price

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.
Feb '22	\$275K	-12.7%
Feb '21	\$315K	16.8%
Feb '20	\$270K	-12.9%



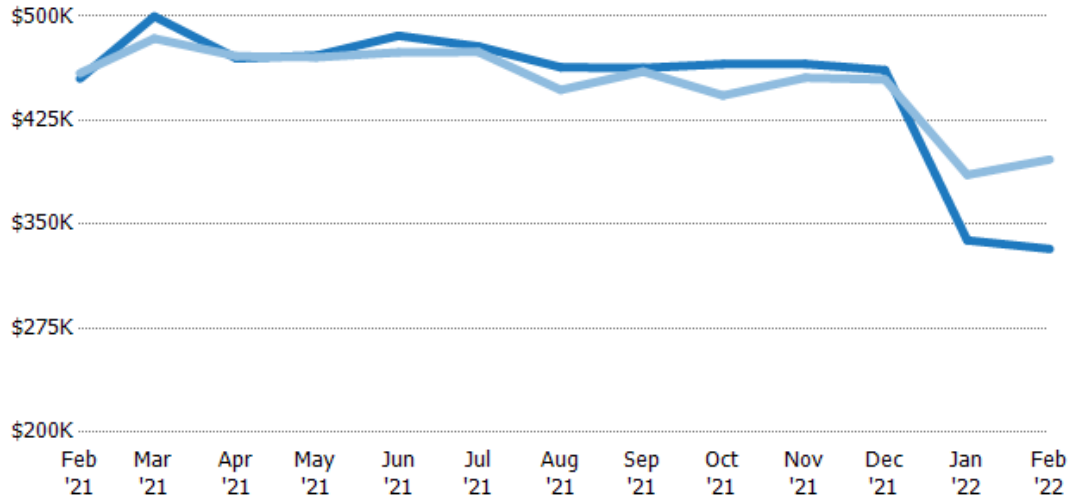
Current Year	\$315K	\$310K	\$355K	\$349K	\$322K	\$310K	\$285K	\$285K	\$253K	\$280K	\$275K	\$252K	\$275K
Prior Year	\$270K	\$280K	\$290K	\$299K	\$300K	\$314K	\$314K	\$300K	\$300K	\$315K	\$300K	\$297K	\$315K
Percent Change from Prior Year	17%	11%	22%	17%	7%	-1%	-9%	-5%	-16%	-11%	-8%	-15%	-13%

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



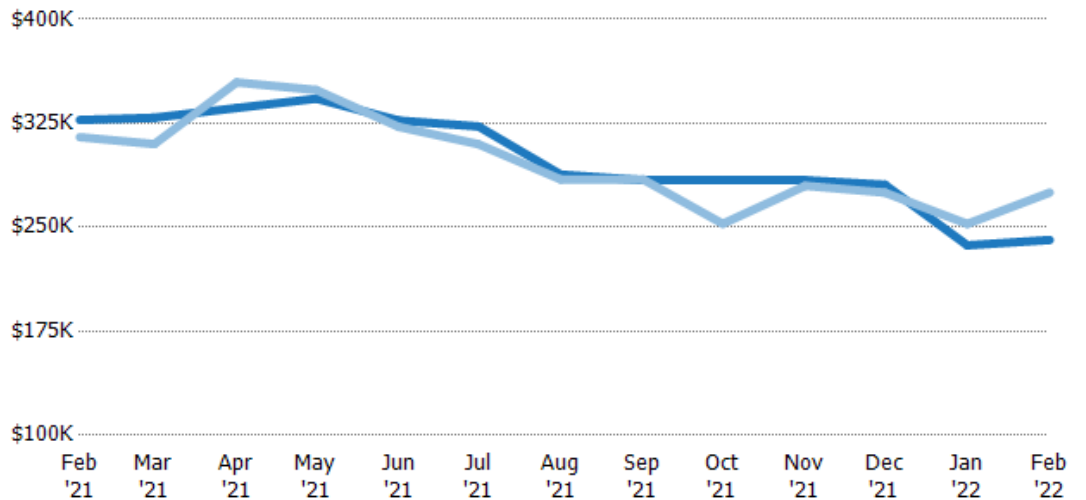
	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21	Jan '22	Feb '22
Avg Est Value	\$455K	\$500K	\$470K	\$472K	\$486K	\$478K	\$463K	\$463K	\$466K	\$466K	\$461K	\$338K	\$332K
Avg Listing Price	\$459K	\$484K	\$471K	\$470K	\$474K	\$474K	\$447K	\$460K	\$443K	\$456K	\$454K	\$386K	\$397K
Avg Listing Price as a % of Avg Est Value	101%	97%	100%	100%	98%	99%	96%	99%	95%	98%	99%	114%	119%

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



	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21	Jan '22	Feb '22
Median Est Value	\$327K	\$329K	\$336K	\$343K	\$327K	\$323K	\$288K	\$284K	\$284K	\$284K	\$281K	\$237K	\$241K
Median Listing Price	\$315K	\$310K	\$355K	\$349K	\$322K	\$310K	\$285K	\$285K	\$253K	\$280K	\$275K	\$252K	\$275K
Med Listing Price as a % of Med Est Value	96%	94%	106%	102%	99%	96%	99%	100%	89%	99%	98%	107%	114%

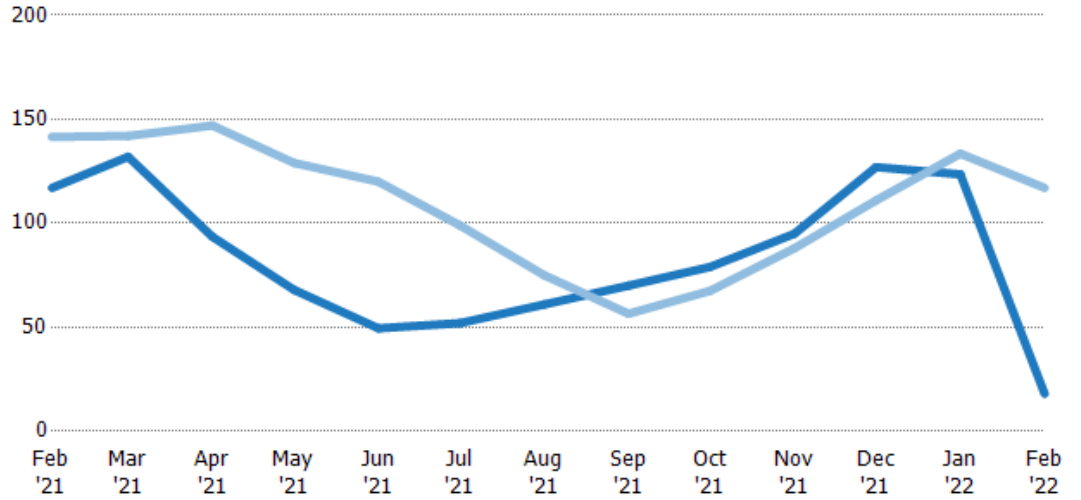
Median Days in RPR

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.
Feb '22	18	-84.6%
Feb '21	117	-17.3%
Feb '20	142	8.1%



	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21	Jan '22	Feb '22
Current Year	117	132	93.5	68	49.5	52	61	70	79	95	127	124	18
Prior Year	142	142	147	129	120	99	75	56.5	67.5	88	111	134	117
Percent Change from Prior Year	-17%	-7%	-36%	-47%	-59%	-47%	-19%	24%	17%	8%	14%	-7%	-85%

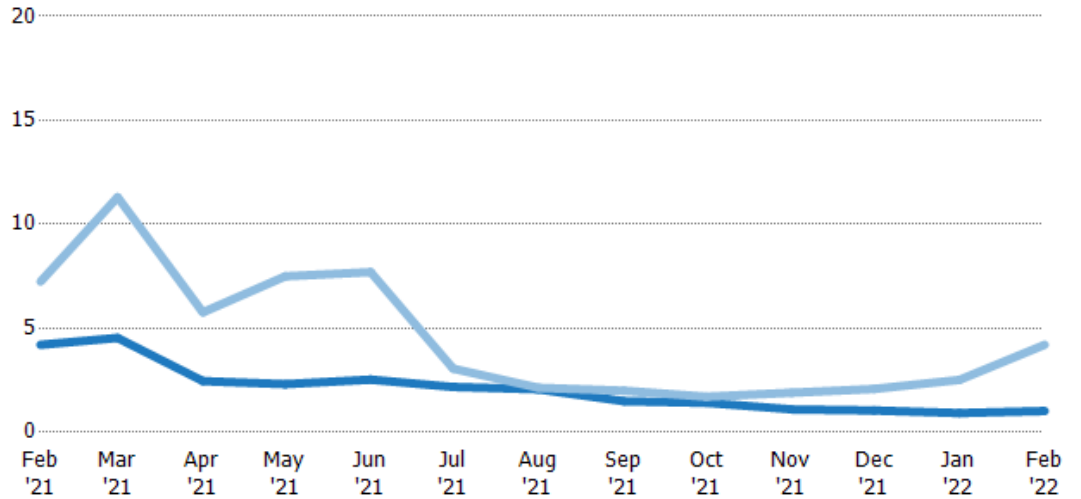
Months of Inventory

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.
Feb '22	1.02	-75.7%
Feb '21	4.21	-41.9%
Feb '20	7.24	50.8%



	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21	Jan '22	Feb '22
Current Year	4.21	4.54	2.46	2.32	2.53	2.18	2.07	1.49	1.42	1.1	1.05	0	1.02
Prior Year	7.24	11.3	5.77	7.5	7.7	3.06	2.14	2	1.71	1.9	2.08	2.52	4.21
Percent Change from Prior Year	-42%	-60%	-57%	-69%	-67%	-29%	-3%	-25%	-17%	-42%	-50%	-63%	-76%

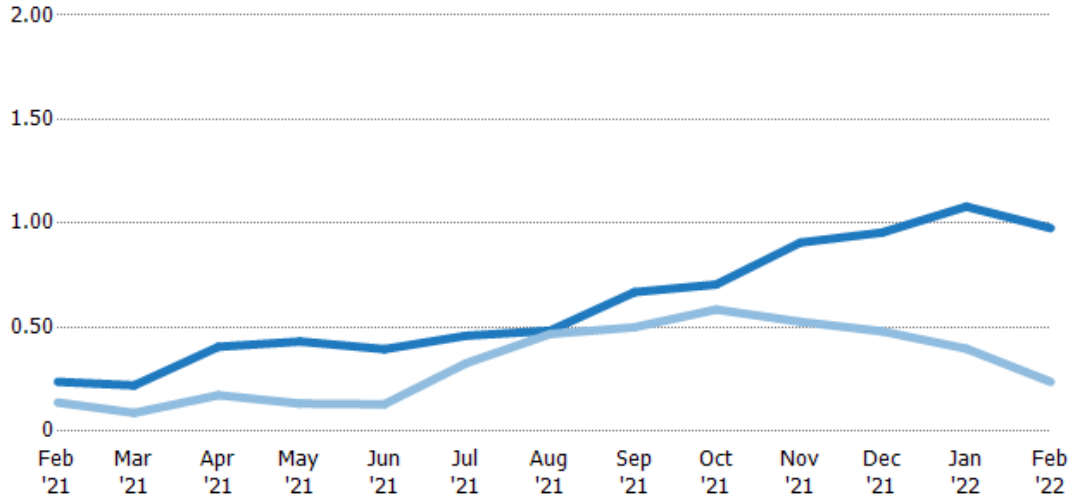
Absorption Rate

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.
Feb '22	98%	-73.9%
Feb '21	24%	-10%
Feb '20	14%	-33.7%



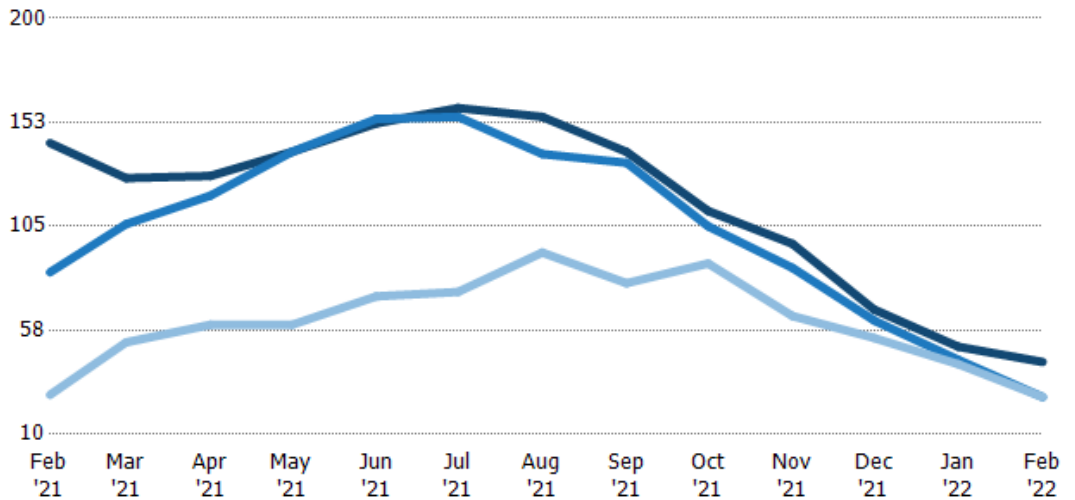
	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21	Jan '22	Feb '22
Current Year	24%	22%	41%	43%	39%	46%	48%	67%	71%	91%	96%	108%	98%
Prior Year	14%	9%	17%	13%	13%	33%	47%	50%	59%	53%	48%	40%	24%
Change from Prior Year	-10%	-13%	-23%	-30%	-26%	-13%	-2%	-17%	-12%	-38%	-47%	-68%	-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



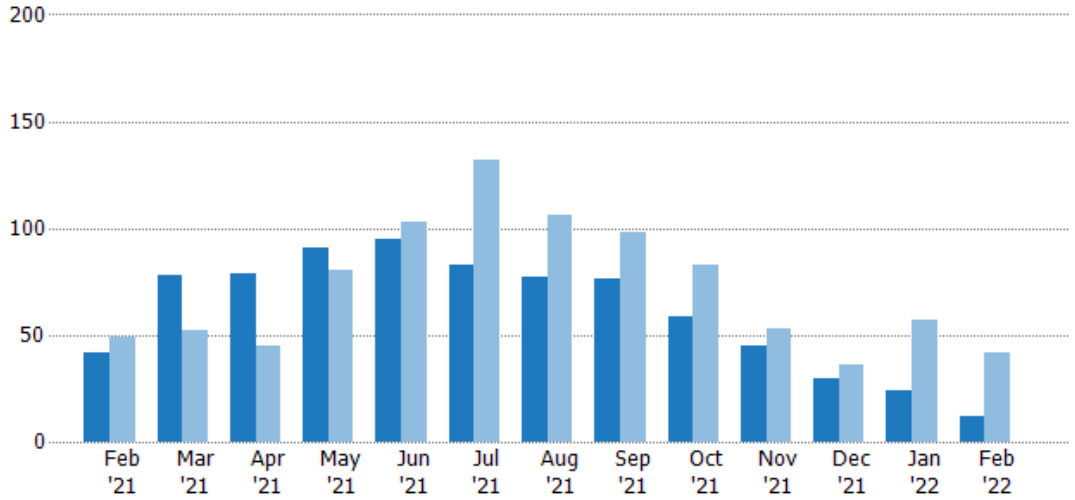
	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21	Jan '22	Feb '22
Active	143	127	128	139	152	159	155	139	112	97	67	50	43
Pending	84	106	119	139	154	155	138	134	105	86	62	44	27
Sold	28	52	60	60	73	75	93	79	88	64	54	42	27

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.
Feb '22	12	-71.4%
Feb '21	42	-14.3%
Feb '20	49	10.2%

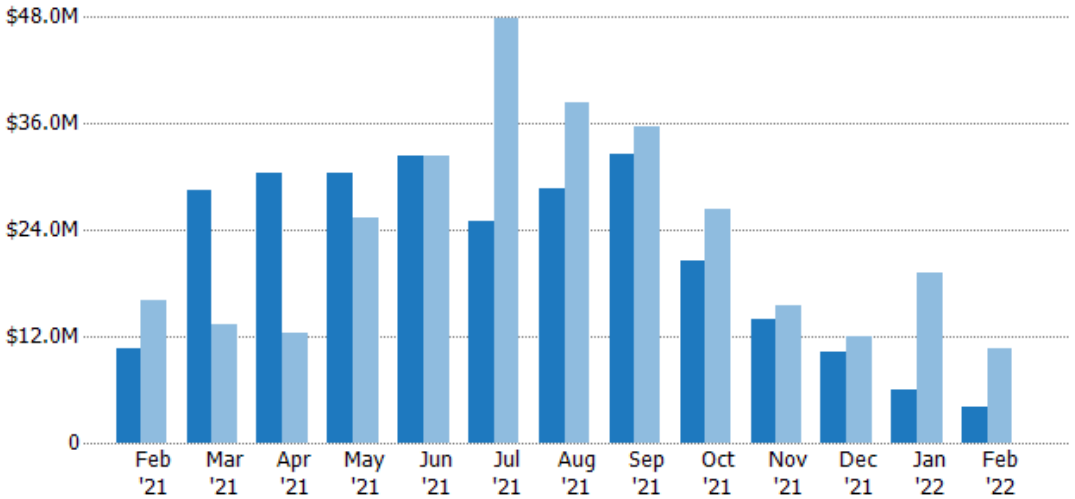
Current Year	42	78	79	91	95	83	77	76	59	45	30	24	12
Prior Year	49	52	45	80	103	132	106	98	83	53	36	57	42
Percent Change from Prior Year	-14%	50%	76%	14%	-8%	-37%	-27%	-22%	-29%	-15%	-17%	-58%	-71%

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.
Feb '22	\$4.06M	-62.1%
Feb '21	\$10.7M	-33.2%
Feb '20	\$16M	-17.9%

Current Year	\$10.7M	\$28.5M	\$30.3M	\$30.4M	\$32.4M	\$25M	\$28.6M	\$32.5M	\$20.5M	\$13.9M	\$10.2M	\$6.03M	\$4.06M
Prior Year	\$16M	\$13.4M	\$12.5M	\$25.4M	\$32.4M	\$47.9M	\$38.3M	\$35.7M	\$26.4M	\$15.6M	\$11.9M	\$19.2M	\$10.7M
Percent Change from Prior Year	-33%	112%	143%	20%	0%	-48%	-25%	-9%	-22%	-11%	-14%	-69%	-62%

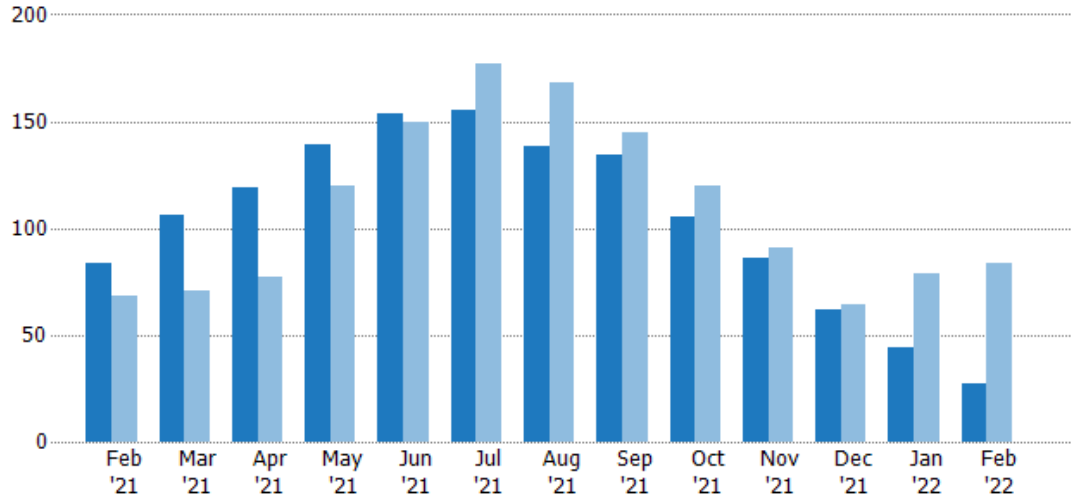
Pending Sales

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.
Feb '22	27	-67.9%
Feb '21	84	23.5%
Feb '20	68	13.2%



Current Year	84	106	119	139	154	155	138	134	105	86	62	44	27
Prior Year	68	71	77	120	150	177	168	145	120	91	64	79	84
Percent Change from Prior Year	24%	49%	55%	16%	3%	-12%	-18%	-8%	-13%	-5%	-3%	-44%	-68%

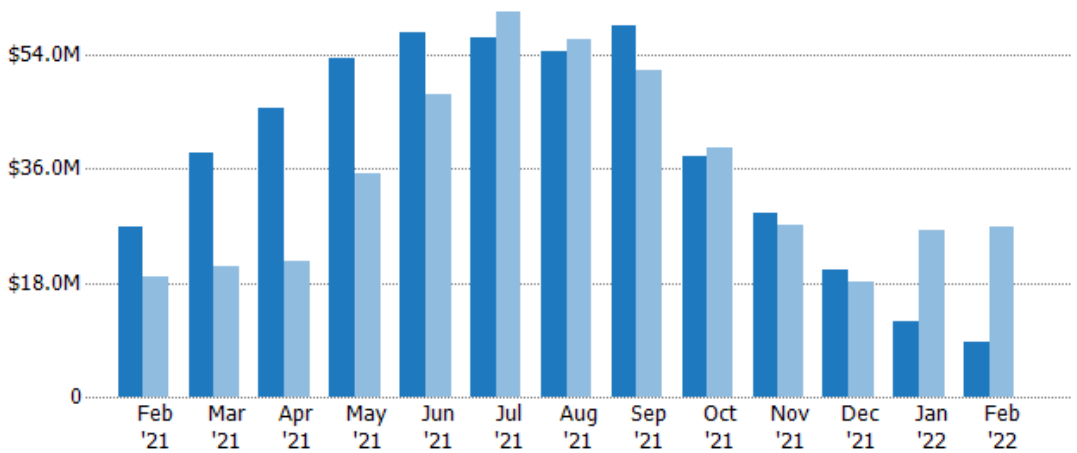
Pending Sales Volume

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.
Feb '22	\$8.64M	-67.9%
Feb '21	\$26.9M	41.5%
Feb '20	\$19M	13.3%



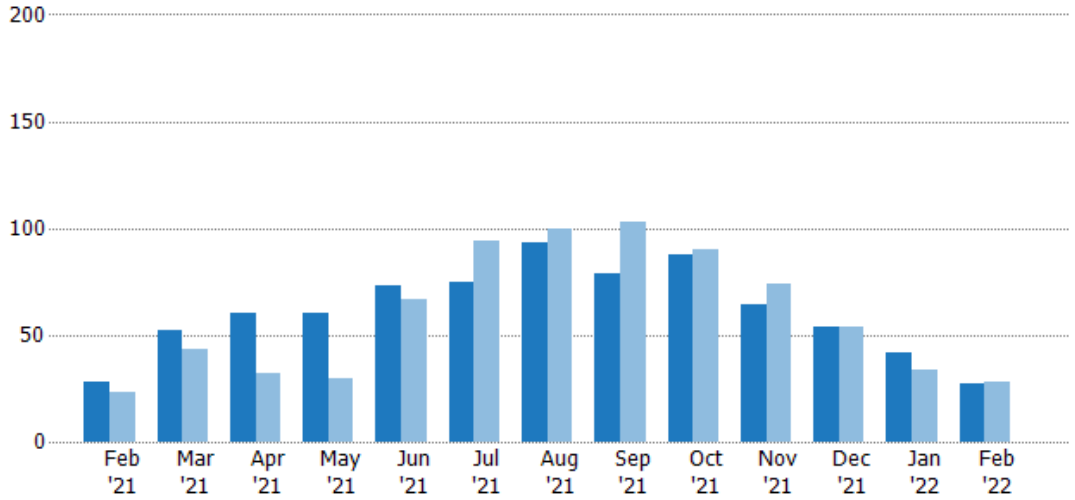
Current Year	\$26.9M	\$38.6M	\$45.5M	\$53.4M	\$57.5M	\$56.7M	\$54.5M	\$58.7M	\$37.9M	\$29M	\$20.1M	\$11.9M	\$8.64M
Prior Year	\$19M	\$20.7M	\$21.4M	\$35.4M	\$47.8M	\$60.8M	\$56.4M	\$51.6M	\$39.3M	\$27.1M	\$18.2M	\$26.3M	\$26.9M
Percent Change from Prior Year	42%	87%	112%	51%	20%	-7%	-3%	14%	-4%	7%	11%	-55%	-68%

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



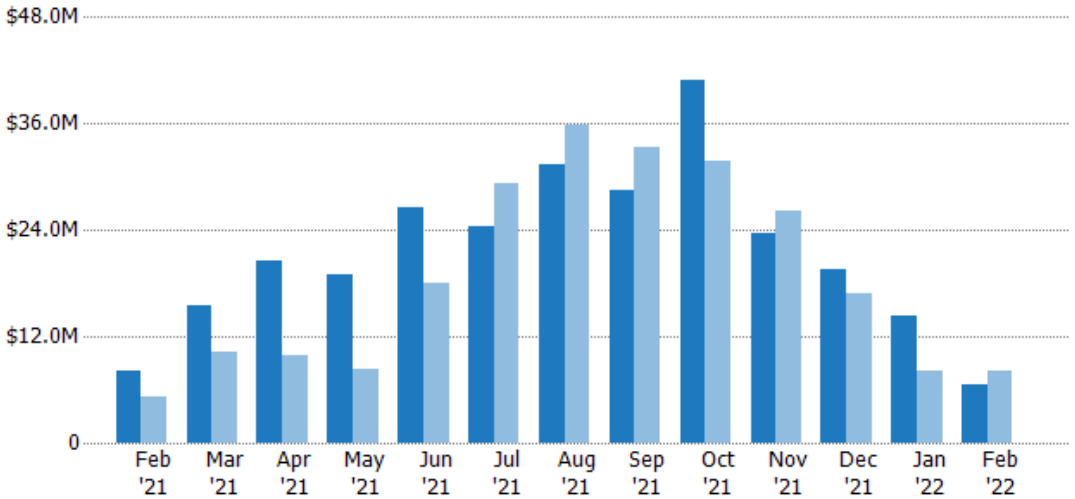
	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21	Jan '22	Feb '22
Current Year	28	52	60	60	73	75	93	79	88	64	54	42	27
Prior Year	23	43	32	30	67	94	100	103	90	74	54	34	28
Percent Change from Prior Year	22%	21%	88%	100%	9%	-20%	-7%	-23%	-2%	-14%	0%	24%	-4%

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



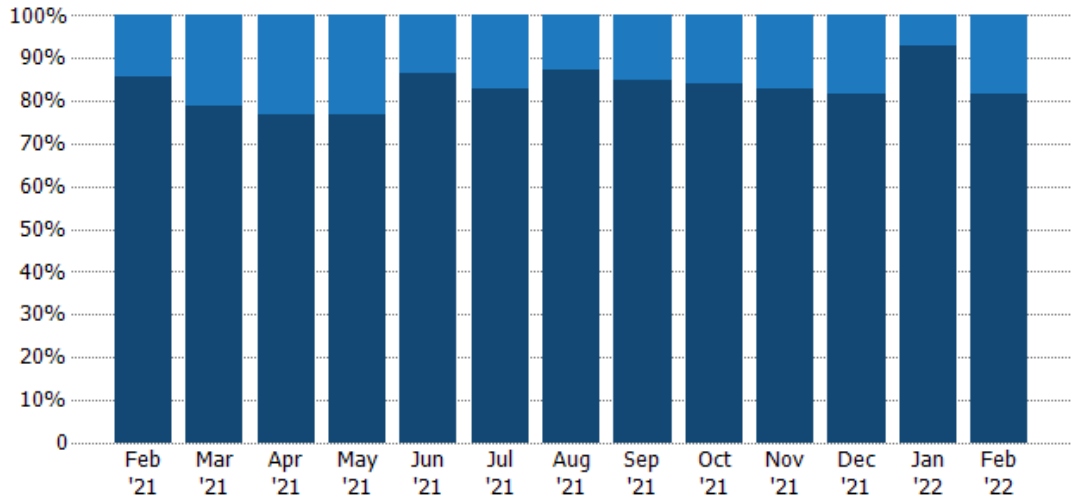
	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21	Jan '22	Feb '22
Current Year	\$8.02M	\$15.4M	\$20.6M	\$19M	\$26.6M	\$24.4M	\$31.5M	\$28.5M	\$40.9M	\$23.7M	\$19.6M	\$14.4M	\$6.55M
Prior Year	\$5.2M	\$10.3M	\$9.83M	\$8.29M	\$17.9M	\$29.2M	\$35.9M	\$33.4M	\$31.8M	\$26.2M	\$16.8M	\$8.19M	\$8.02M
Percent Change from Prior Year	54%	50%	110%	129%	48%	-16%	-12%	-15%	29%	-10%	17%	76%	-18%

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



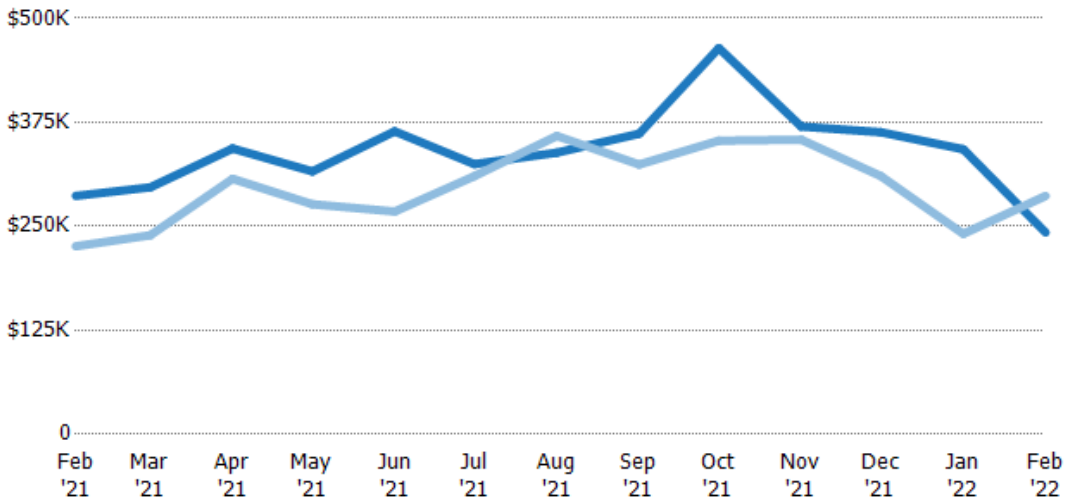
Condo/Townhouse	14%	21%	23%	23%	14%	17%	13%	15%	16%	17%	19%	7%	19%
Single Family Residence	86%	79%	77%	77%	86%	83%	87%	85%	84%	83%	81%	93%	81%

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.
Feb '22	\$242K	-15.4%
Feb '21	\$287K	26.8%
Feb '20	\$226K	0.2%

Current Year	\$287K	\$297K	\$343K	\$316K	\$364K	\$325K	\$338K	\$361K	\$464K	\$370K	\$363K	\$343K	\$242K
Prior Year	\$226K	\$239K	\$307K	\$276K	\$268K	\$310K	\$359K	\$324K	\$353K	\$354K	\$310K	\$241K	\$287K
Percent Change from Prior Year	27%	24%	12%	14%	36%	5%	-6%	11%	32%	4%	17%	42%	-15%

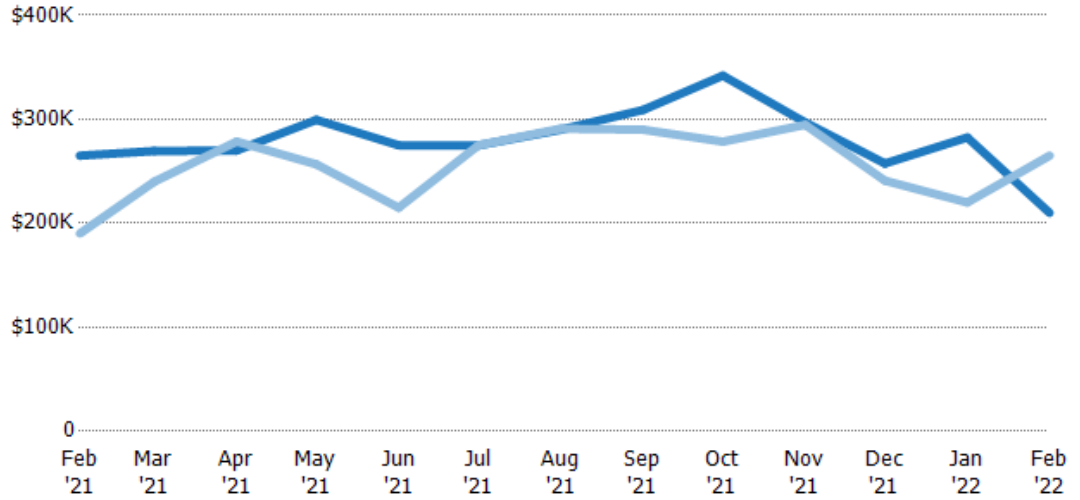
Median Sales Price

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.
Feb '22	\$210K	-20.8%
Feb '21	\$265K	39.3%
Feb '20	\$190K	14.4%



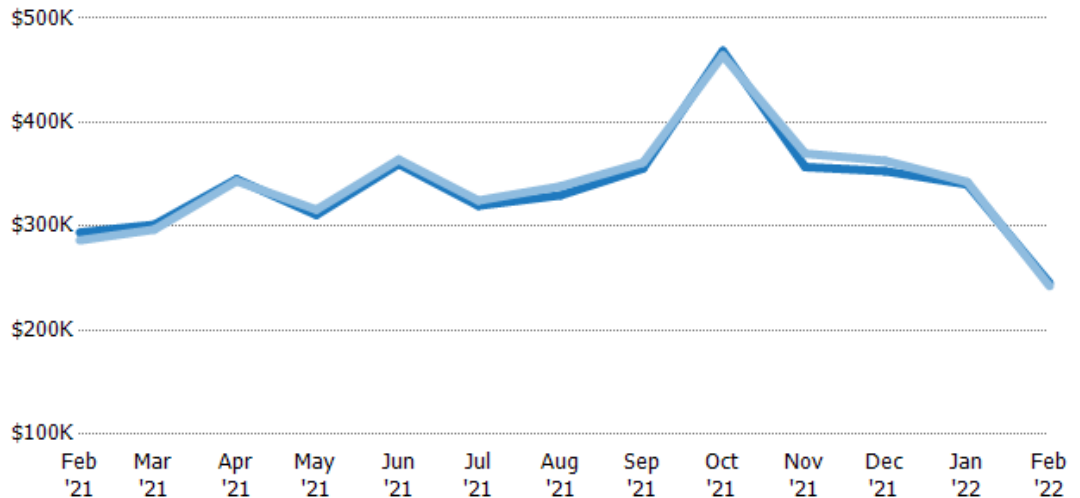
	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21	Jan '22	Feb '22
Current Year	\$265K	\$270K	\$270K	\$299K	\$275K	\$275K	\$290K	\$309K	\$342K	\$297K	\$258K	\$283K	\$210K
Prior Year	\$190K	\$240K	\$279K	\$257K	\$215K	\$275K	\$291K	\$290K	\$279K	\$295K	\$241K	\$220K	\$265K
Percent Change from Prior Year	39%	12%	-3%	17%	28%	0%	0%	7%	23%	1%	7%	28%	-21%

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



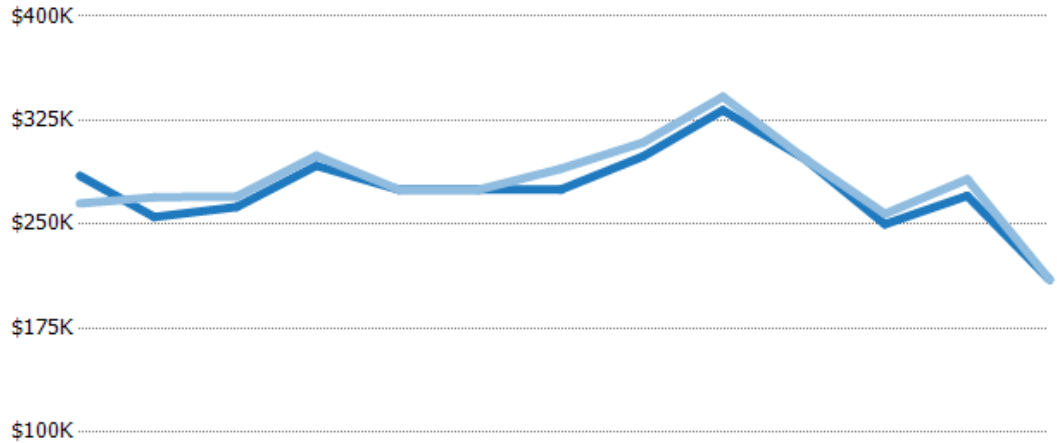
	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21	Jan '22	Feb '22
Avg List Price	\$294K	\$301K	\$345K	\$311K	\$360K	\$320K	\$330K	\$356K	\$469K	\$357K	\$353K	\$340K	\$245K
Avg Sales Price	\$287K	\$297K	\$343K	\$316K	\$364K	\$325K	\$338K	\$361K	\$464K	\$370K	\$363K	\$343K	\$242K
Avg Sales Price as a % of Avg List Price	97%	98%	99%	102%	101%	102%	103%	102%	99%	104%	103%	101%	99%

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



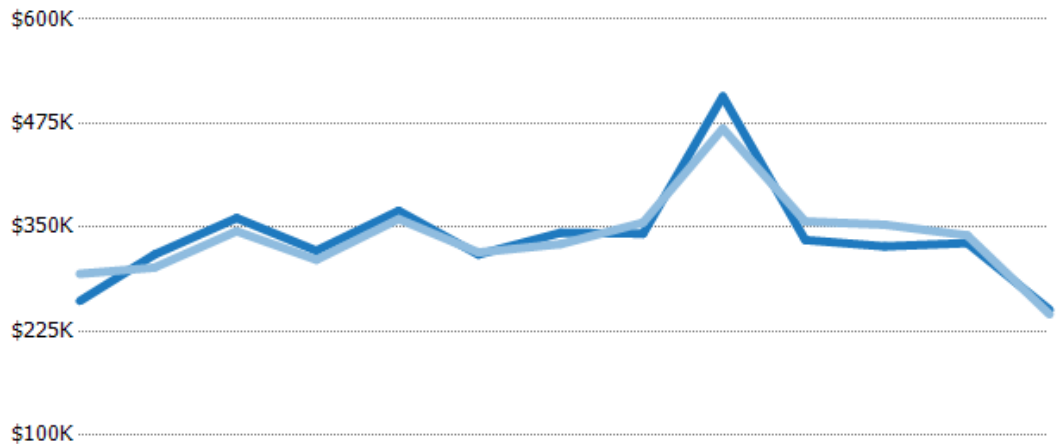
	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21	Jan '22	Feb '22
Median List Price	\$285K	\$255K	\$262K	\$292K	\$275K	\$275K	\$275K	\$299K	\$332K	\$297K	\$250K	\$271K	\$210K
Median Sales Price	\$265K	\$270K	\$270K	\$299K	\$275K	\$275K	\$290K	\$309K	\$342K	\$297K	\$258K	\$283K	\$210K
Med Sales Price as a % of Med List Price	93%	106%	103%	102%	100%	100%	105%	103%	103%	100%	103%	104%	100%

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



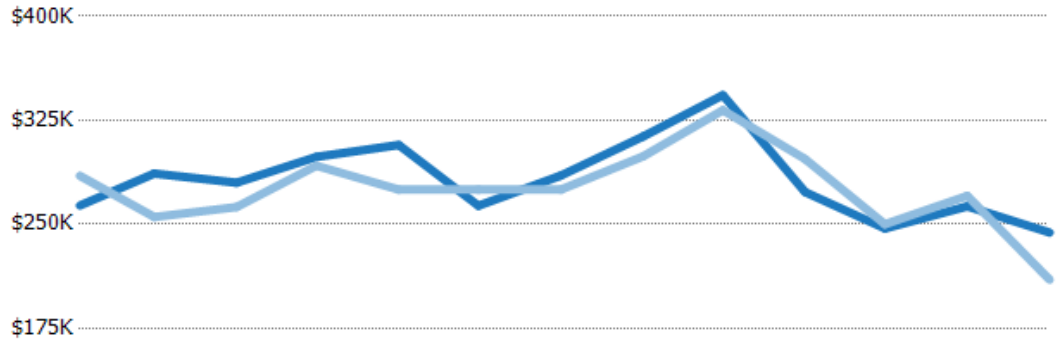
	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21	Jan '22	Feb '22
Avg Est Value	\$262K	\$317K	\$361K	\$322K	\$370K	\$317K	\$343K	\$342K	\$507K	\$335K	\$327K	\$331K	\$251K
Avg Sales Price	\$294K	\$301K	\$345K	\$311K	\$360K	\$320K	\$330K	\$356K	\$469K	\$357K	\$353K	\$340K	\$245K
Avg Sales Price as a % of Avg Est Value	112%	95%	96%	97%	97%	101%	96%	104%	92%	107%	108%	103%	98%

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



	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21	Jan '22	Feb '22
Median Est Value	\$264K	\$287K	\$280K	\$299K	\$307K	\$263K	\$285K	\$313K	\$343K	\$273K	\$247K	\$263K	\$244K
Median Sales Price	\$285K	\$255K	\$262K	\$292K	\$275K	\$275K	\$275K	\$299K	\$332K	\$297K	\$250K	\$271K	\$210K
Med Sales Price as a % of Med Est Value	108%	89%	94%	98%	90%	104%	96%	95%	97%	109%	101%	103%	86%