

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	+ / -
Listing Activity Charts Metrics						
New Listing Count	63	67	-6%	1,085	1,080	+0.5%
New Listing Volume	\$38,073,299	\$33,029,799	+15.3%	\$475,345,542	\$412,830,010	+15.1%
Active Listing Count	122	254	-52%	N/A	N/A	
Active Listing Volume	\$83,937,898	\$143,039,096	-41.3%	N/A	N/A	
Average Listing Price	\$688,016	\$563,146	+22.2%	\$590,235	\$485,788	+21.5%
Median Listing Price	\$397,000	\$324,500	+22.3%	\$352,040	\$297,545	+18.3%
Median Days in RPR	83.5	135	-38.1%	101.71	124.93	-18.6%
Months of Inventory	1.4	2.1	-32.4%	2	5.5	-64.4%
Absorption Rate	70.49%	47.64%	+22.9%	50.82%	18.11%	+32.7%
Sales Activity Charts Metrics						
New Pending Sales Count	34	100	-66%	1,141	1,299	-12.2%
New Pending Sales Volume	\$18,735,300	\$35,304,300	-46.9%	\$447,797,344	\$438,704,607	+2.1%
Pending Sales Count	76	137	-44.5%	N/A	N/A	
Pending Sales Volume	\$37,961,200	\$50,103,628	-24.2%	N/A	N/A	
Closed Sales Count	68	62	+9.7%	1,045	1,004	+4.1%
Closed Sales Volume	\$27,923,250	\$16,309,990	+71.2%	\$394,511,031	\$323,407,874	+22%
Average Sales Price	\$410,636	\$263,064	+56.1%	\$377,523	\$322,119	+17.2%
Median Sales Price	\$301,750	\$240,000	+25.7%	\$295,416	\$252,525	+17%

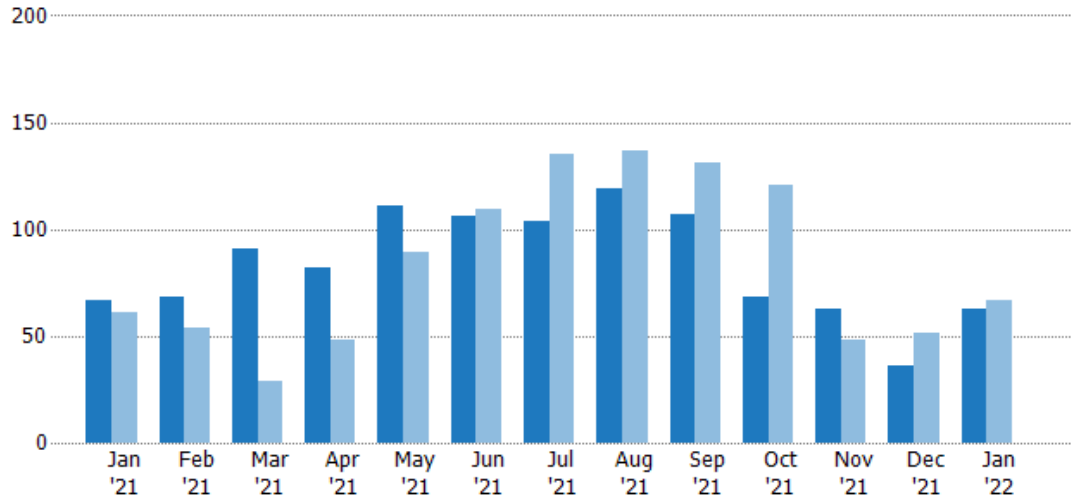
New Listings

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.
Jan '22	63	-6%
Jan '21	67	9.8%
Jan '20	61	-3.3%



Current Year	67	68	91	82	111	106	104	119	107	68	63	36	63
Prior Year	61	54	29	48	89	109	135	137	131	121	48	51	67
Percent Change from Prior Year	10%	26%	214%	71%	25%	-3%	-23%	-13%	-18%	-44%	31%	-29%	-6%

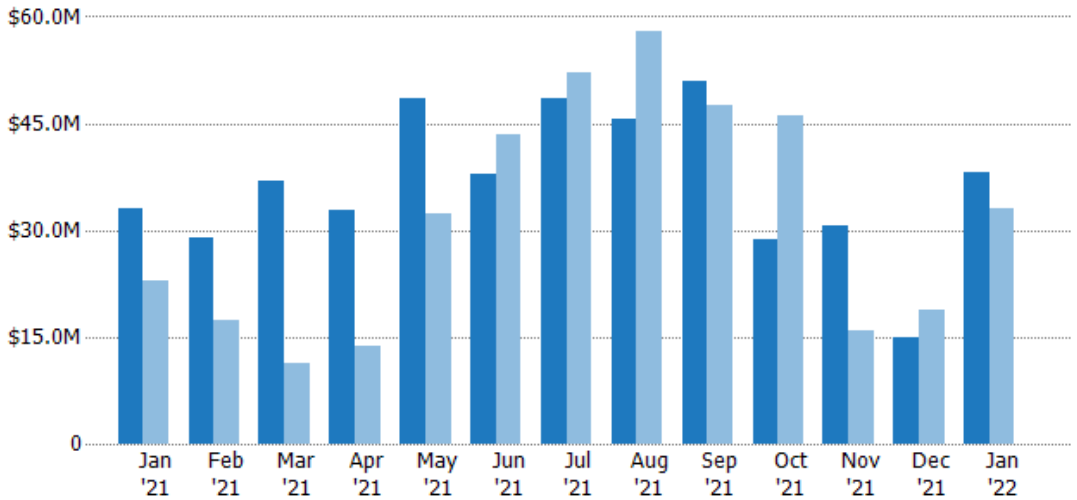
New Listing Volume

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.
Jan '22	\$38.1M	15.3%
Jan '21	\$33M	43.8%
Jan '20	\$23M	-3.5%



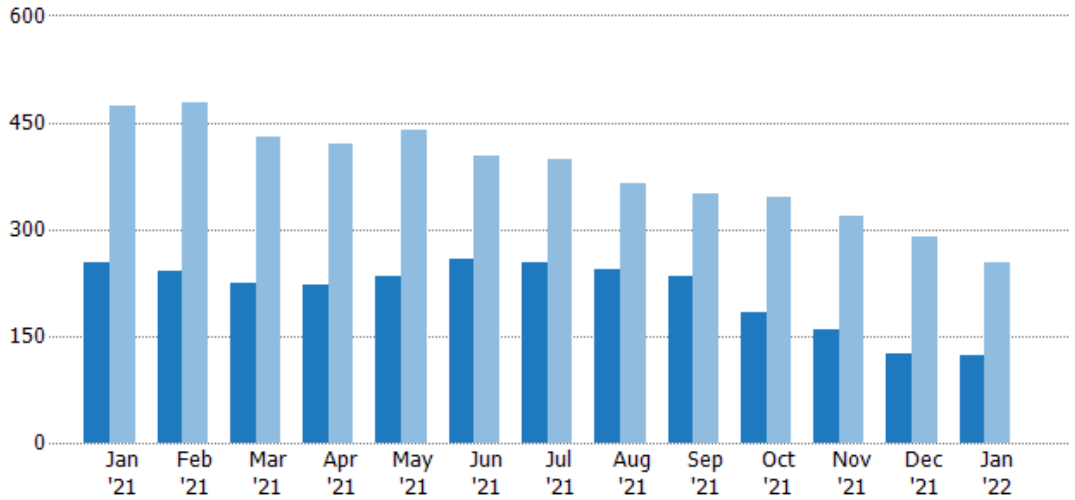
Current Year	\$33M	\$28.9M	\$36.9M	\$32.9M	\$48.5M	\$37.8M	\$48.6M	\$45.7M	\$50.8M	\$28.8M	\$30.5M	\$14.9M	\$38.1M
Prior Year	\$23M	\$17.4M	\$11.3M	\$13.8M	\$32.2M	\$43.5M	\$52.2M	\$57.9M	\$47.6M	\$46.1M	\$16M	\$18.8M	\$33M
Percent Change from Prior Year	44%	66%	226%	138%	50%	-13%	-7%	-21%	7%	-37%	91%	-21%	15%

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



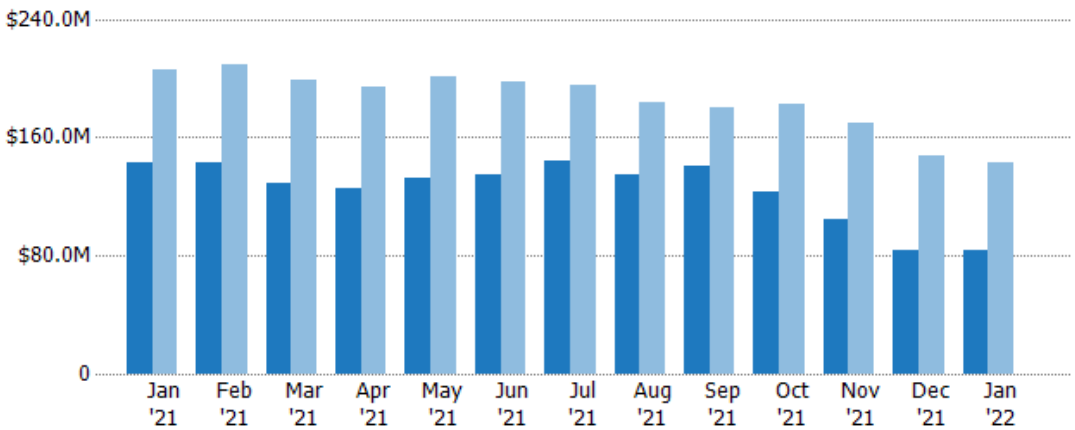
	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21	Jan '22
Current Year	254	242	224	222	234	257	253	244	233	184	158	124	122
Prior Year	472	477	429	420	438	402	397	365	349	344	319	290	254
Percent Change from Prior Year	-46%	-49%	-48%	-47%	-47%	-36%	-36%	-33%	-33%	-47%	-50%	-57%	-52%

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



	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	\$143M	\$143M	\$129M	\$126M	\$133M	\$135M	\$144M	\$135M	\$140M	\$124M	\$104M	\$84.1M	\$83.9M
Prior Year	\$206M	\$209M	\$199M	\$195M	\$201M	\$198M	\$195M	\$183M	\$180M	\$182M	\$170M	\$147M	\$143M
Percent Change from Prior Year	-31%	-31%	-35%	-35%	-34%	-32%	-26%	-26%	-22%	-32%	-38%	-43%	-41%

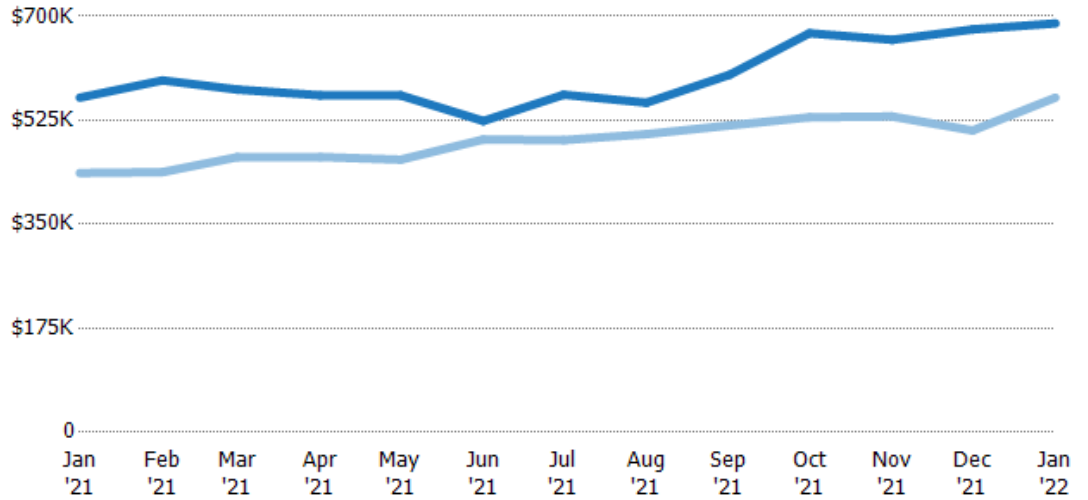
Average Listing Price

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.
Jan '22	\$688K	22.2%
Jan '21	\$563K	29.1%
Jan '20	\$436K	-10.6%



Current Year	\$563K	\$592K	\$577K	\$567K	\$567K	\$524K	\$568K	\$555K	\$601K	\$671K	\$660K	\$678K	\$688K
Prior Year	\$436K	\$438K	\$463K	\$463K	\$459K	\$493K	\$492K	\$502K	\$516K	\$530K	\$531K	\$508K	\$563K
Percent Change from Prior Year	29%	35%	25%	22%	24%	6%	16%	11%	16%	27%	24%	34%	22%

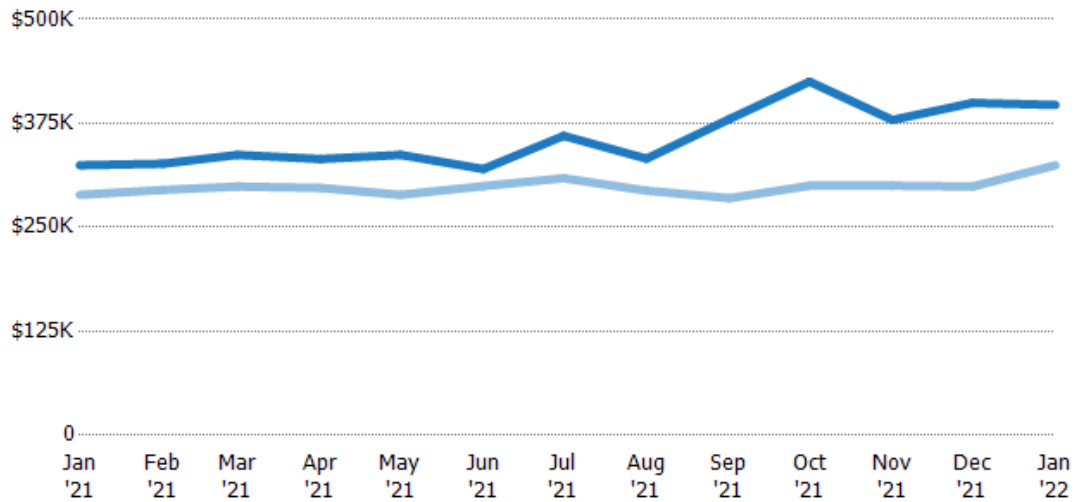
Median Listing Price

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.
Jan '22	\$397K	22.3%
Jan '21	\$325K	12.3%
Jan '20	\$289K	-4.8%



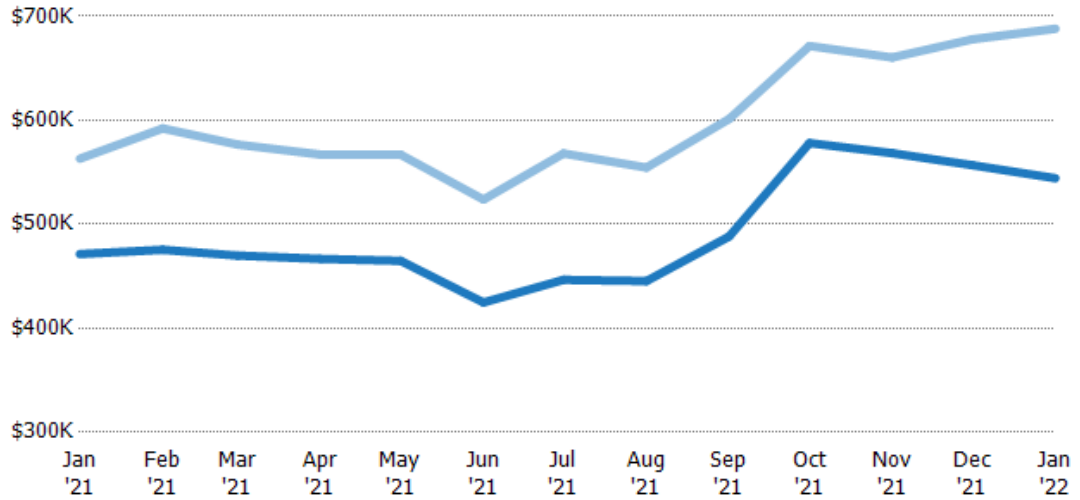
Current Year	\$325K	\$326K	\$337K	\$332K	\$337K	\$320K	\$360K	\$332K	\$380K	\$425K	\$379K	\$400K	\$397K
Prior Year	\$289K	\$295K	\$299K	\$297K	\$289K	\$299K	\$309K	\$294K	\$285K	\$300K	\$300K	\$299K	\$325K
Percent Change from Prior Year	12%	11%	13%	12%	17%	7%	16%	13%	33%	42%	26%	34%	22%

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

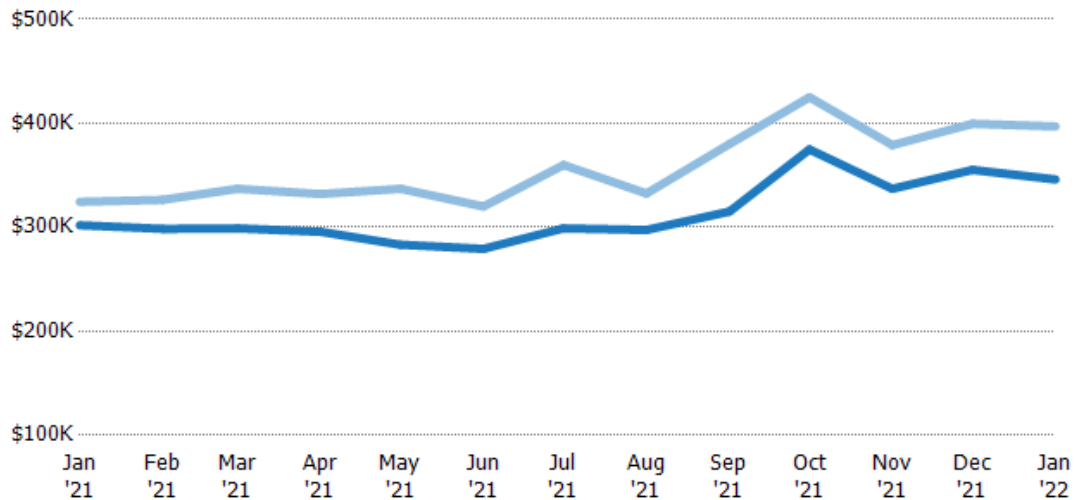


Median Listing Price vs Median Est Value

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

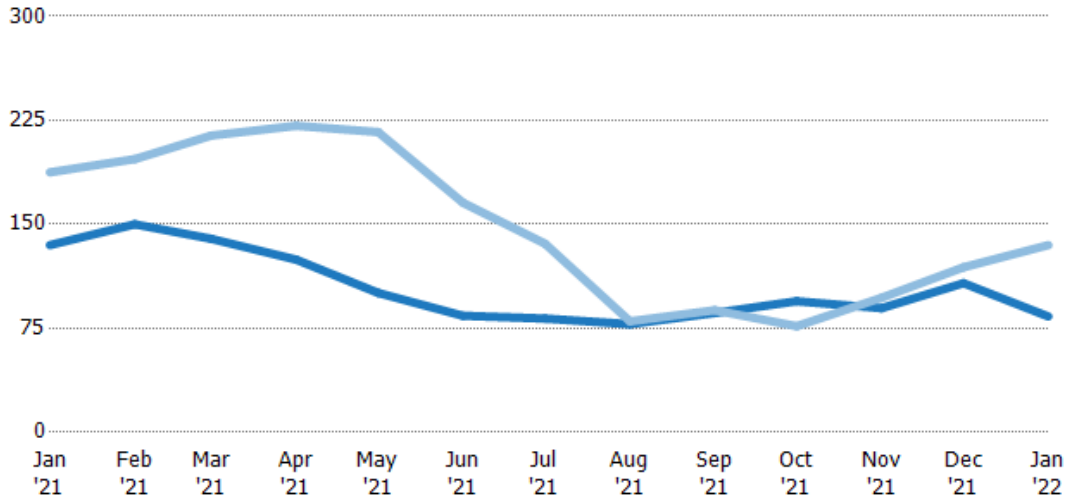


Median Days in RPR

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.
Jan '22	83.5	-38.1%
Jan '21	135	-28%
Jan '20	188	-16.8%

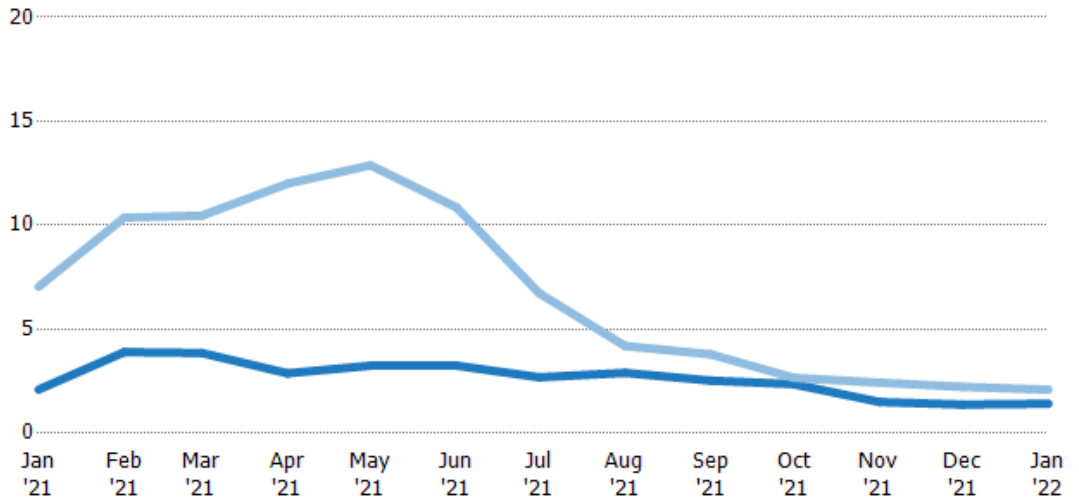
Current Year	135	150	140	125	101	84	82	78	86	94.5	89.5	108	83.5
Prior Year	188	197	214	221	217	166	136	80	88	76.5	97	119	135
Percent Change from Prior Year	-28%	-24%	-35%	-44%	-54%	-49%	-40%	-3%	-2%	24%	-8%	-10%	-38%

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.
Jan '22	1.42	-32.4%
Jan '21	2.1	-70.2%
Jan '20	7.04	66.4%

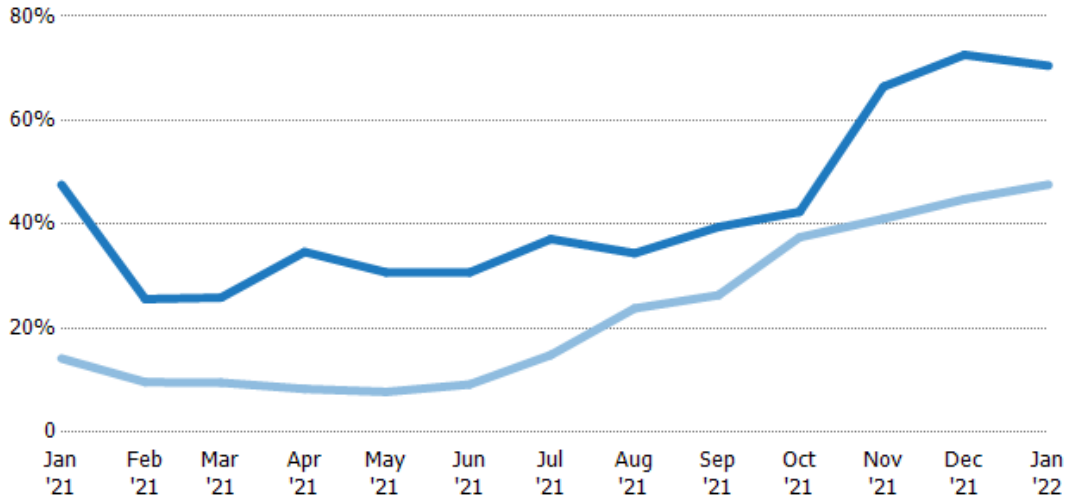
Current Year	2.1	3.9	3.86	2.88	3.25	3.25	2.69	2.9	2.53	2.36	1.5	1.38	1.42
Prior Year	7.04	10.4	10.5	12	12.9	10.9	6.73	4.2	3.79	2.67	2.44	2.23	2.1
Percent Change from Prior Year	-70%	-62%	-63%	-76%	-75%	-70%	-60%	-31%	-33%	-12%	-38%	-38%	-32%

Absorption Rate

The percentage of inventory sold per month.

Filters Used

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



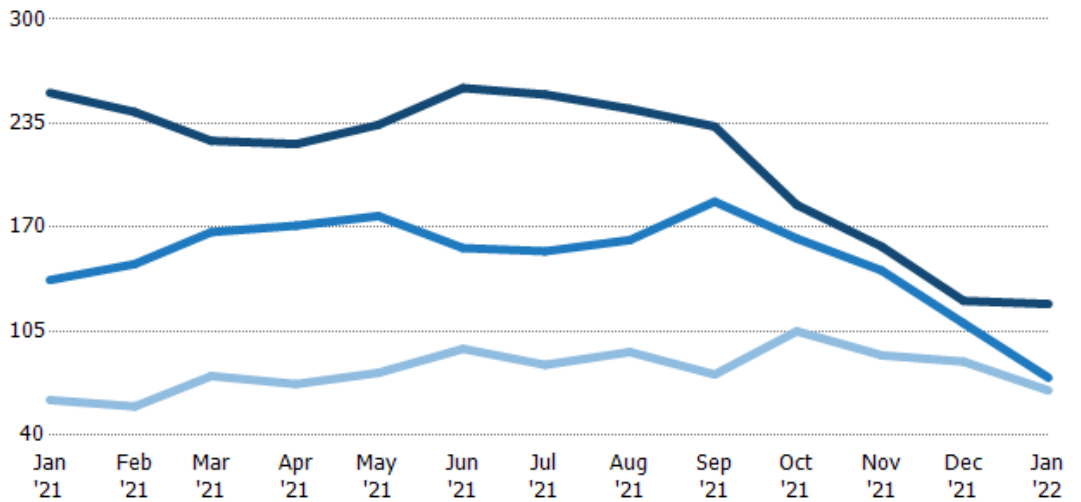
	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21	Jan '22
Current Year	48%	26%	26%	35%	31%	31%	37%	34%	39%	42%	66%	73%	70%
Prior Year	14%	10%	10%	8%	8%	9%	15%	24%	26%	38%	41%	45%	48%
Change from Prior Year	-33%	-16%	-16%	-26%	-23%	-22%	-22%	-11%	-13%	-5%	-25%	-28%	-23%

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



	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	254	242	224	222	234	257	253	244	233	184	158	124	122
Pending	137	147	167	171	177	157	155	162	186	163	143	110	76
Sold	62	58	77	72	79	94	84	92	78	105	90	86	68

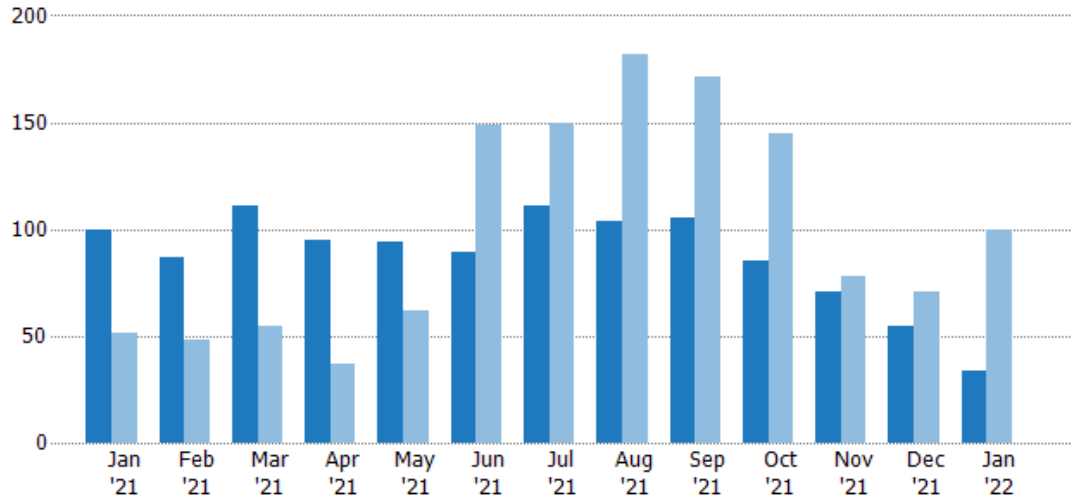
New Pending Sales

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

Month/Year	Count	% Chg.
Jan '22	34	-66%
Jan '21	100	96.1%
Jan '20	51	3.9%



Current Year	100	87	111	95	94	89	111	104	105	85	71	55	34
Prior Year	51	48	55	37	62	149	150	182	171	145	78	71	100
Percent Change from Prior Year	96%	81%	102%	157%	52%	-40%	-26%	-43%	-39%	-41%	-9%	-23%	-66%

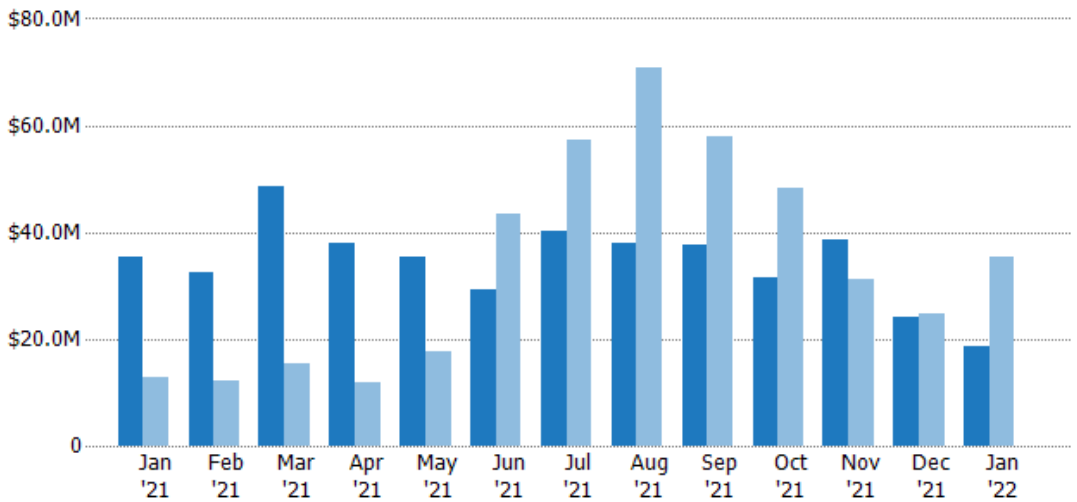
New Pending Sales Volume

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

Month/Year	Volume	% Chg.
Jan '22	\$18.7M	-46.9%
Jan '21	\$35.3M	174.7%
Jan '20	\$12.9M	10.7%



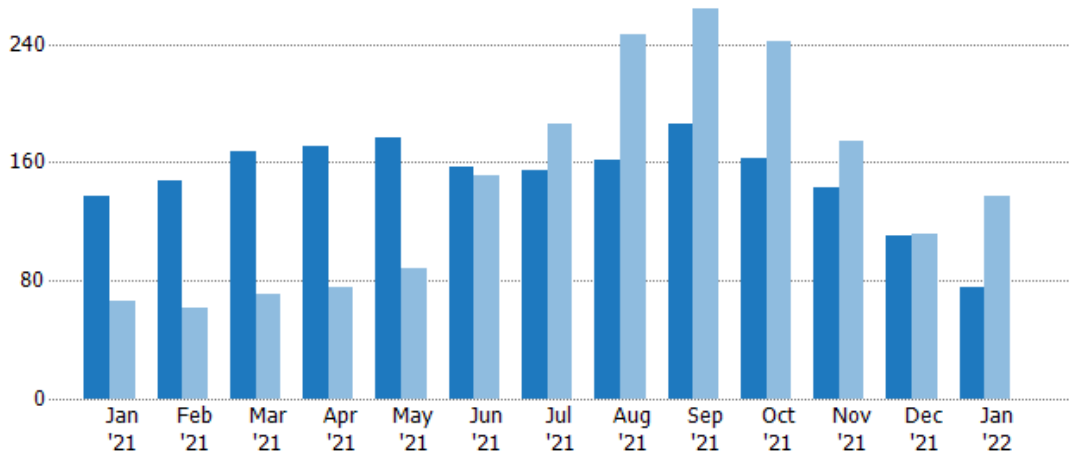
Current Year	\$35.3M	\$32.6M	\$48.6M	\$37.8M	\$35.4M	\$29.4M	\$40.4M	\$37.9M	\$37.8M	\$31.4M	\$38.5M	\$24.2M	\$18.7M
Prior Year	\$12.9M	\$12.2M	\$15.3M	\$11.8M	\$17.8M	\$43.5M	\$57.4M	\$70.8M	\$57.8M	\$48.2M	\$31M	\$24.8M	\$35.3M
Percent Change from Prior Year	175%	166%	218%	222%	99%	-32%	-30%	-47%	-35%	-35%	24%	-2%	-47%

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



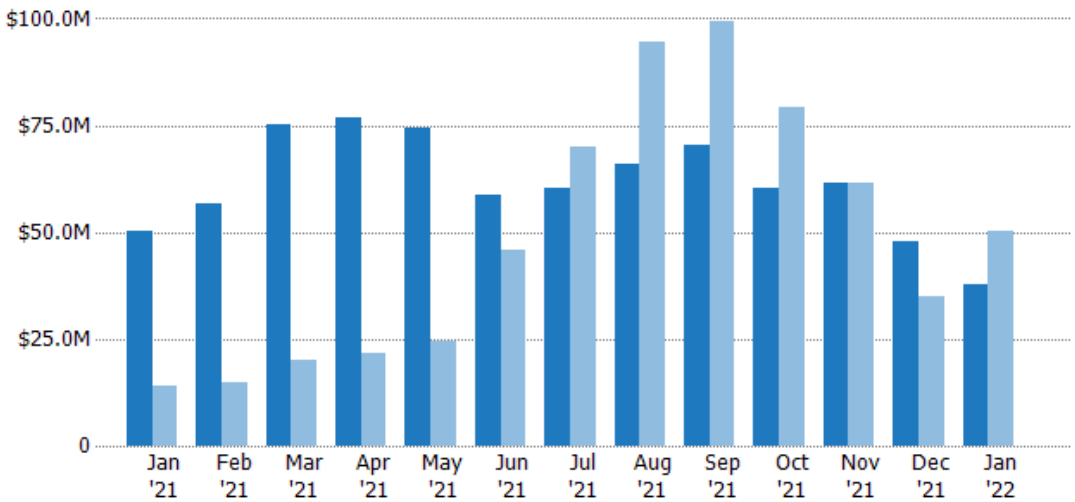
	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21	Jan '22
Current Year	137	147	167	171	177	157	155	162	186	163	143	110	76
Prior Year	66	61	71	75	88	151	186	246	264	242	174	111	137
Percent Change from Prior Year	108%	141%	135%	128%	101%	4%	-17%	-34%	-30%	-33%	-18%	-1%	-45%

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



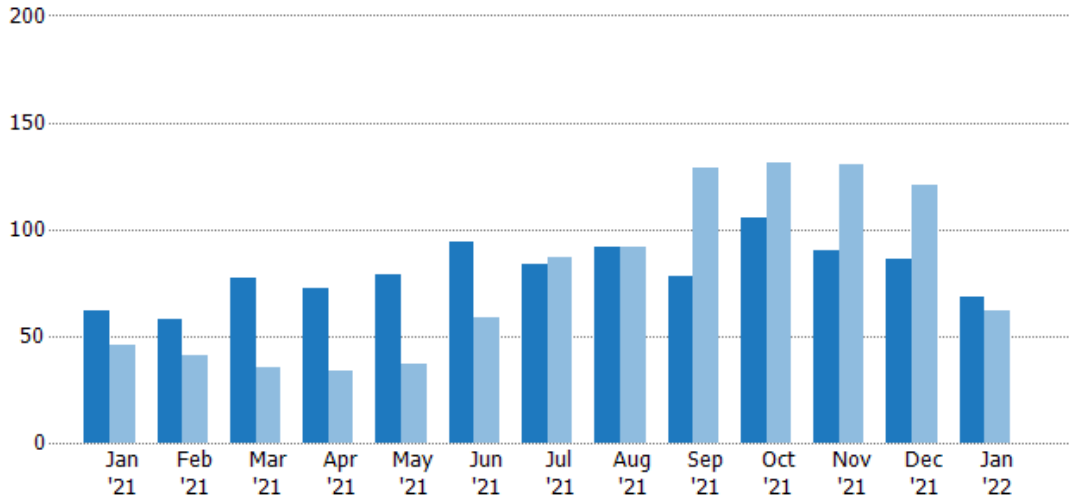
	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21	Jan '22
Current Year	\$50.1M	\$56.8M	\$75.1M	\$76.8M	\$74.2M	\$58.6M	\$60.4M	\$65.8M	\$70.6M	\$60.4M	\$61.5M	\$47.7M	\$38M
Prior Year	\$13.9M	\$14.9M	\$20M	\$21.6M	\$24.6M	\$45.9M	\$69.8M	\$94.6M	\$99.4M	\$79.3M	\$61.7M	\$34.8M	\$50.1M
Percent Change from Prior Year	261%	281%	275%	256%	201%	28%	-14%	-30%	-29%	-24%	0%	37%	-24%

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



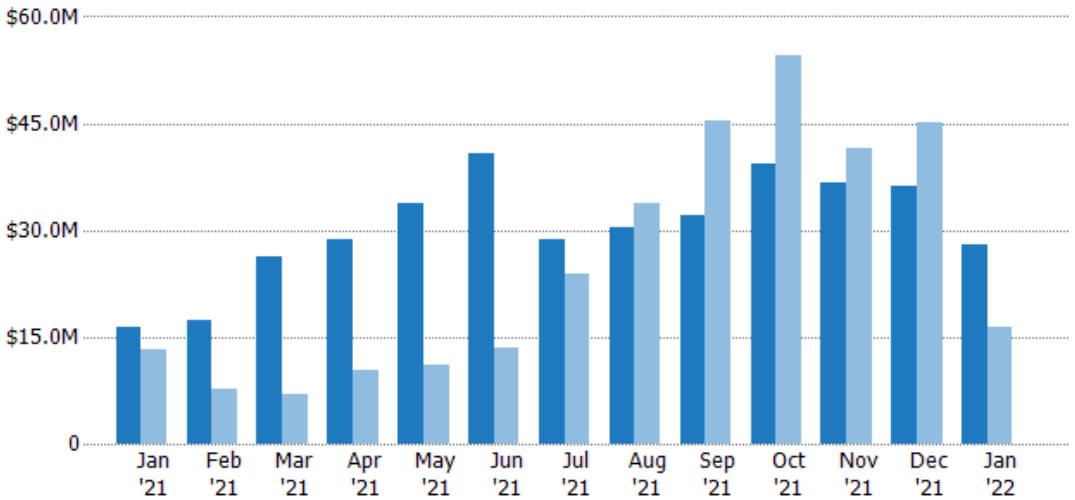
	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21	Jan '22
Current Year	62	58	77	72	79	94	84	92	78	105	90	86	68
Prior Year	46	41	35	34	37	59	87	92	129	131	130	121	62
Percent Change from Prior Year	35%	41%	120%	112%	114%	59%	-3%	0%	-40%	-20%	-31%	-29%	10%

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



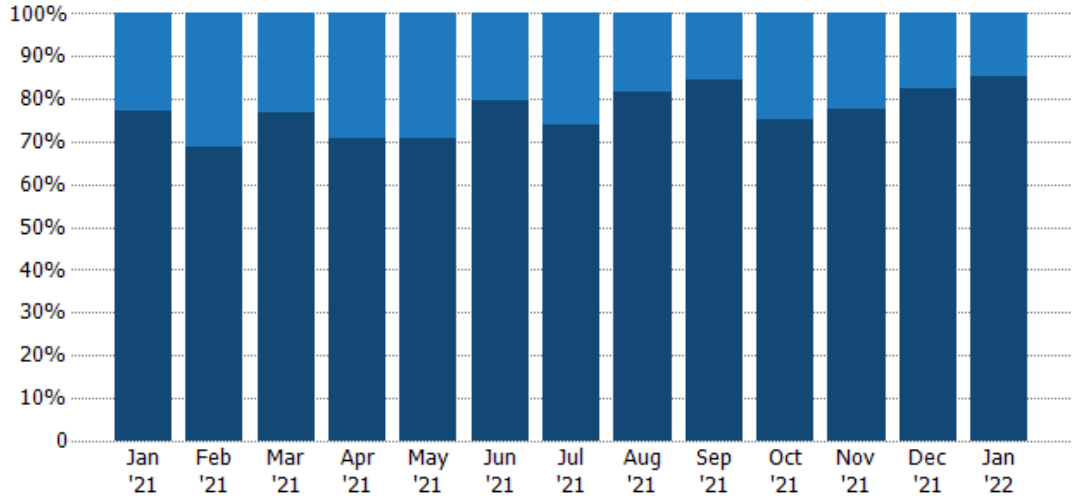
	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21	Jan '22
Current Year	\$16.3M	\$17.3M	\$26.2M	\$28.8M	\$33.9M	\$40.7M	\$28.7M	\$30.3M	\$32.1M	\$39.4M	\$36.6M	\$36.3M	\$27.9M
Prior Year	\$13.3M	\$7.77M	\$7.01M	\$10.3M	\$11.2M	\$13.5M	\$23.8M	\$33.8M	\$45.3M	\$54.6M	\$41.4M	\$45.2M	\$16.3M
Percent Change from Prior Year	23%	123%	274%	179%	203%	203%	21%	-10%	-29%	-28%	-12%	-20%	71%

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



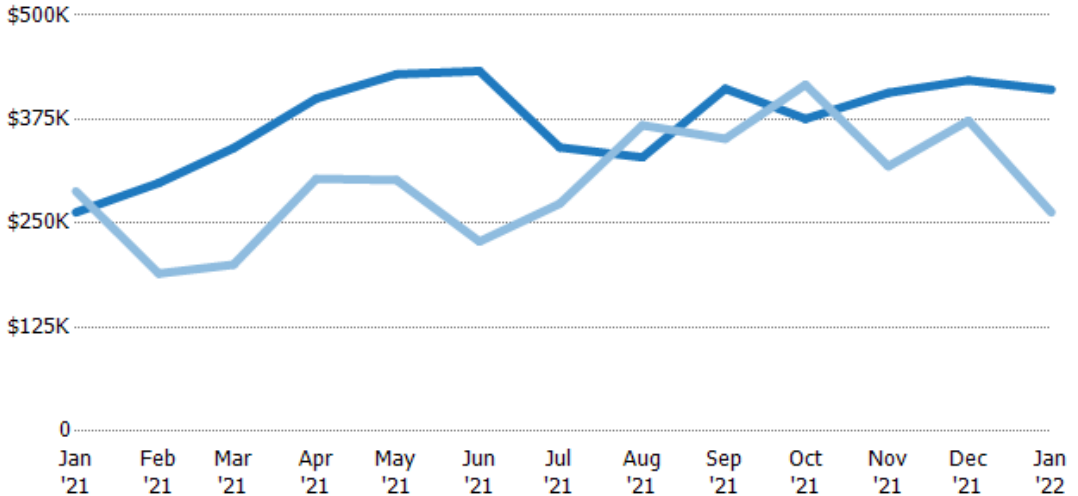
Condo/Townhouse	23%	31%	23%	29%	29%	20%	26%	18%	15%	25%	22%	17%	15%
Single Family Residence	77%	69%	77%	71%	71%	80%	74%	82%	85%	75%	78%	83%	85%

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



Month/Year	Price	% Chg.
Jan '22	\$411K	56.1%
Jan '21	\$263K	-8.8%
Jan '20	\$289K	-26%

Current Year	\$263K	\$298K	\$340K	\$400K	\$429K	\$433K	\$341K	\$329K	\$412K	\$375K	\$407K	\$422K	\$411K
Prior Year	\$289K	\$190K	\$200K	\$304K	\$302K	\$228K	\$273K	\$368K	\$352K	\$417K	\$318K	\$373K	\$263K
Percent Change from Prior Year	-9%	57%	70%	32%	42%	90%	25%	-10%	17%	-10%	28%	13%	56%

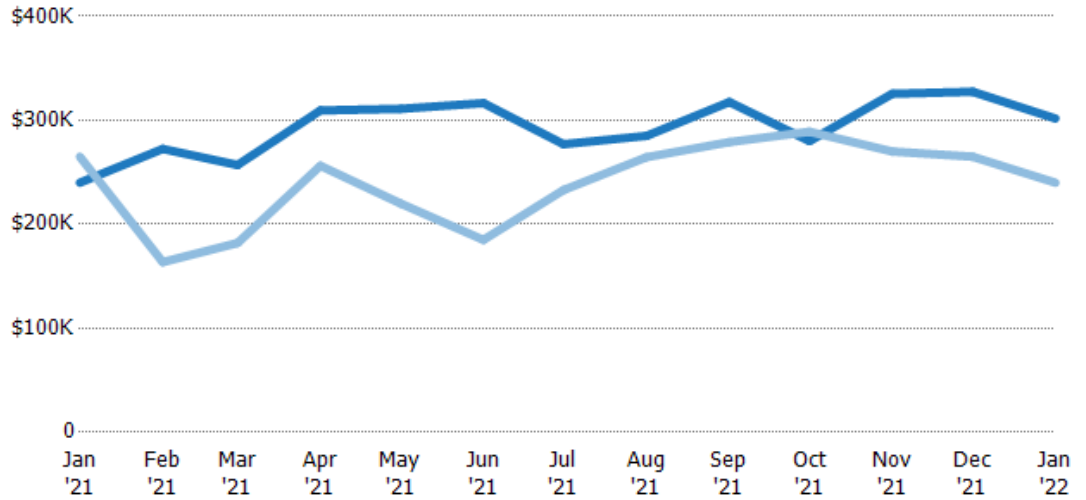
Median Sales Price

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.
Jan '22	\$302K	25.7%
Jan '21	\$240K	-9.4%
Jan '20	\$265K	-26.1%



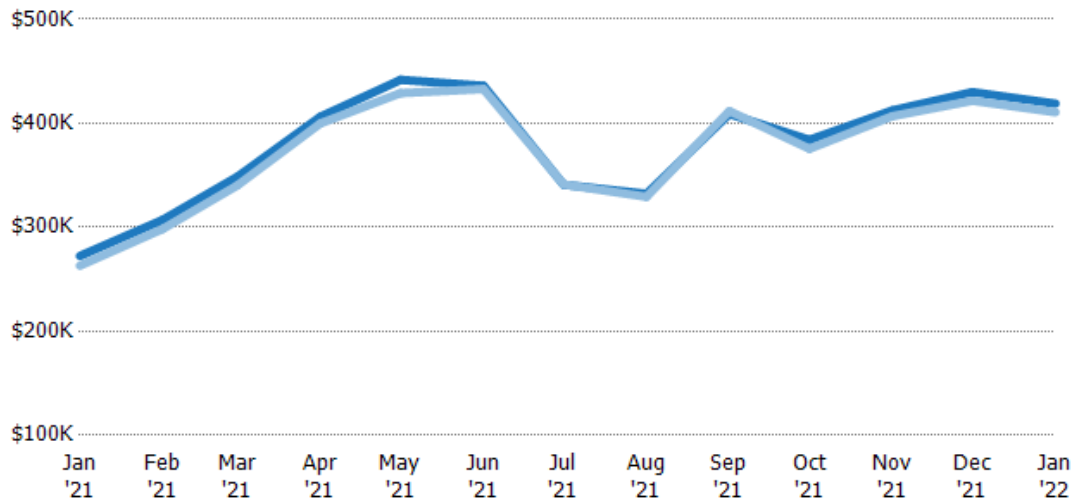
Current Year	\$240K	\$273K	\$257K	\$310K	\$311K	\$317K	\$277K	\$285K	\$318K	\$280K	\$326K	\$328K	\$302K
Prior Year	\$265K	\$164K	\$182K	\$256K	\$220K	\$185K	\$233K	\$265K	\$279K	\$289K	\$270K	\$265K	\$240K
Percent Change from Prior Year	-9%	67%	41%	21%	41%	71%	19%	8%	14%	-3%	21%	24%	26%

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



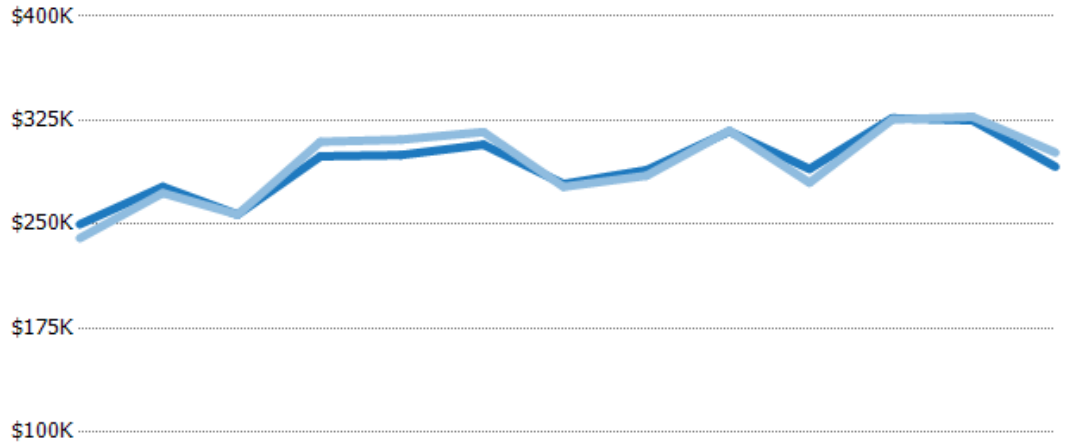
Avg List Price	\$272K	\$307K	\$349K	\$406K	\$442K	\$436K	\$341K	\$332K	\$409K	\$384K	\$412K	\$430K	\$419K
Avg Sales Price	\$263K	\$298K	\$340K	\$400K	\$429K	\$433K	\$341K	\$329K	\$412K	\$375K	\$407K	\$422K	\$411K
Avg Sales Price as a % of Avg List Price	97%	97%	98%	98%	97%	99%	100%	99%	101%	98%	99%	98%	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



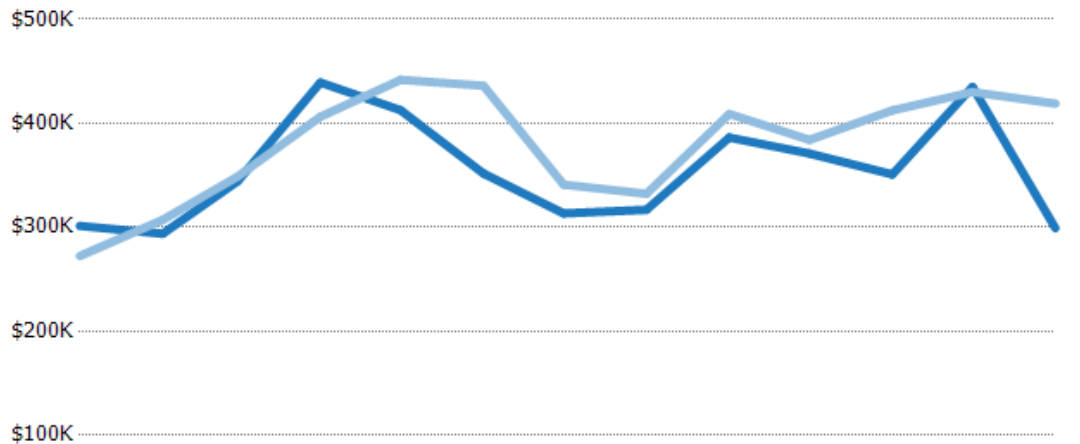
	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21	Jan '22
Median List Price	\$250K	\$277K	\$257K	\$299K	\$300K	\$307K	\$279K	\$289K	\$317K	\$290K	\$327K	\$325K	\$292K
Median Sales Price	\$240K	\$273K	\$257K	\$310K	\$311K	\$317K	\$277K	\$285K	\$318K	\$280K	\$326K	\$328K	\$302K
Med Sales Price as a % of Med List Price	96%	98%	100%	104%	104%	103%	99%	99%	100%	97%	100%	101%	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: Windham County, Vermont
 Property Type:
 Condo/Townhouse/Apt., Single
 Family



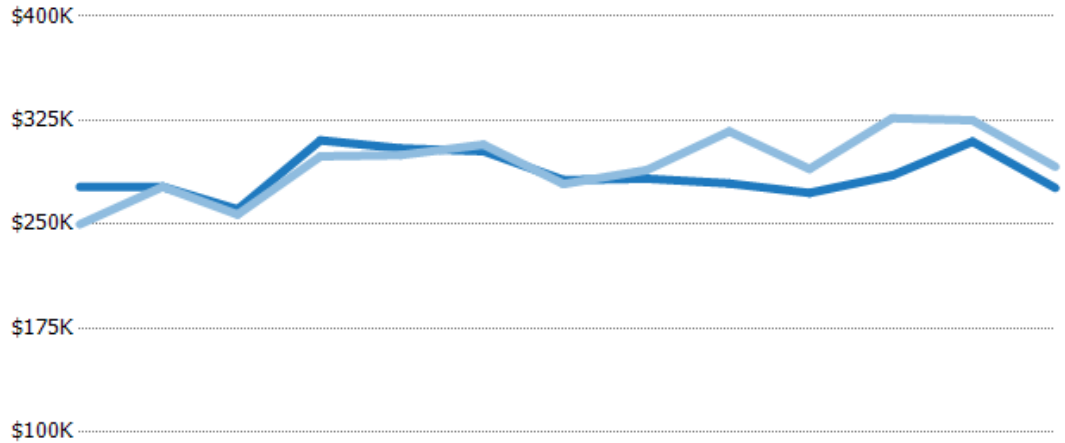
	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21	Jan '22
Avg Est Value	\$301K	\$294K	\$344K	\$439K	\$413K	\$352K	\$313K	\$317K	\$386K	\$371K	\$351K	\$435K	\$299K
Avg Sales Price	\$272K	\$307K	\$349K	\$406K	\$442K	\$436K	\$341K	\$332K	\$409K	\$384K	\$412K	\$430K	\$419K
Avg Sales Price as a % of Avg Est Value	90%	105%	101%	93%	107%	124%	109%	105%	106%	104%	118%	99%	140%

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



	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	\$277K	\$277K	\$261K	\$311K	\$305K	\$303K	\$282K	\$283K	\$279K	\$273K	\$285K	\$310K	\$276K
Median Sales Price	\$250K	\$277K	\$257K	\$299K	\$300K	\$307K	\$279K	\$289K	\$317K	\$290K	\$327K	\$325K	\$292K
Med Sales Price as a % of Med Est Value	90%	100%	99%	96%	98%	102%	99%	102%	113%	106%	114%	105%	106%