

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	Apr 2022	Apr 2021	+ / -	YTD 2022	YTD 2021	+ / -
Listing Activity Charts Metrics						
New Listing Count	56	79	-29.1%	174	231	-24.7%
New Listing Volume	\$23,120,200	\$27,615,600	-16.3%	\$67,496,999	\$85,737,500	-21.3%
Active Listing Count	115	126	-8.7%	N/A	N/A	
Active Listing Volume	\$52,970,900	\$58,413,176	-9.3%	N/A	N/A	
Average Listing Price	\$460,617	\$463,597	-0.6%	\$446,664	\$453,672	-1.5%
Median Listing Price	\$355,000	\$349,950	+1.4%	\$332,794	\$313,733	+6.1%
Median Days in RPR	31	92	-66.3%	76.75	114.72	-33.1%
Months of Inventory	2.6	2.4	+7.9%	1.6	3.9	-57.8%
Absorption Rate	38.26%	41.27%	-3%	60.84%	25.67%	+35.2%
Sales Activity Charts Metrics						
New Pending Sales Count	8	79	-89.9%	105	255	-58.8%
New Pending Sales Volume	\$1,912,000	\$30,327,900	-93.7%	\$34,497,499	\$88,226,700	-60.9%
Pending Sales Count	16	119	-86.6%	N/A	N/A	
Pending Sales Volume	\$6,127,900	\$45,535,100	-86.5%	N/A	N/A	
Closed Sales Count	37	60	-38.3%	151	174	-13.2%
Closed Sales Volume	\$14,027,950	\$20,609,474	-31.9%	\$49,488,635	\$52,256,474	-5.3%
Average Sales Price	\$379,134	\$343,491	+10.4%	\$327,739	\$300,325	+9.1%
Median Sales Price	\$360,000	\$270,000	+33.3%	\$281,113	\$259,276	+8.4%

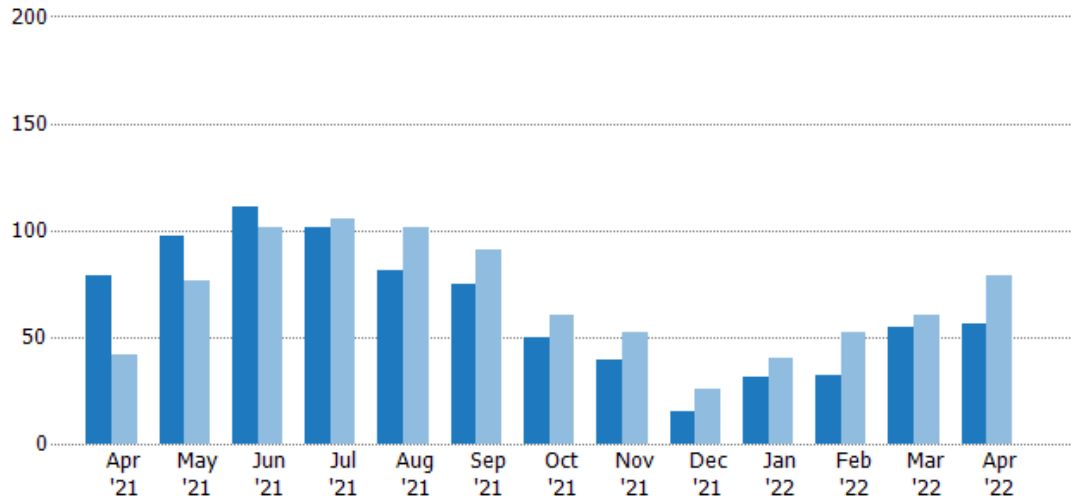
New Listings

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.
Apr '22	56	-29.1%
Apr '21	79	88.1%
Apr '20	42	85.7%



Current Year	79	97	111	101	81	75	50	39	15	31	32	55	56
Prior Year	42	76	101	105	101	91	60	52	26	40	52	60	79
Percent Change from Prior Year	88%	28%	10%	-4%	-20%	-18%	-17%	-25%	-42%	-23%	-38%	-8%	-29%

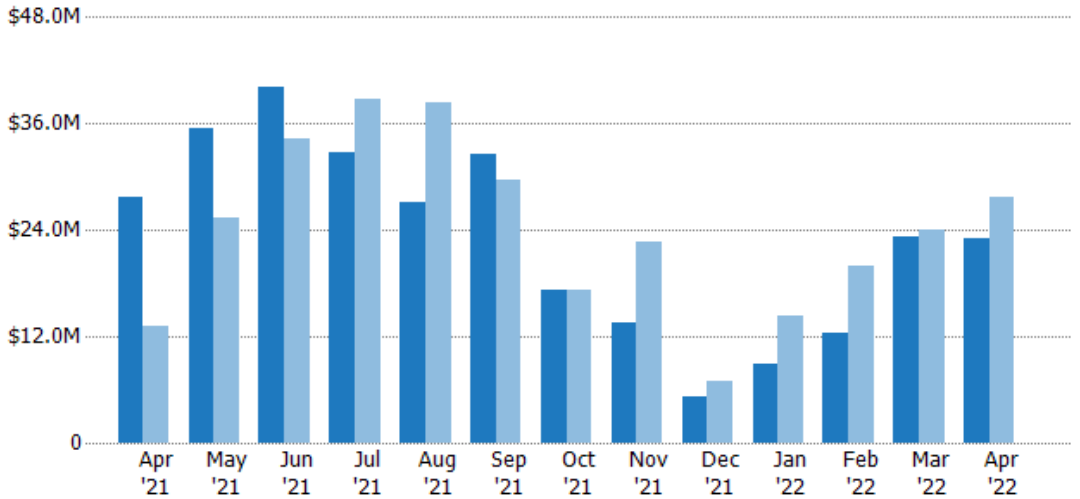
New Listing Volume

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.
Apr '22	\$23.1M	-16.3%
Apr '21	\$27.6M	109.6%
Apr '20	\$13.2M	45.5%



Current Year	\$27.6M	\$35.4M	\$40.2M	\$32.7M	\$27M	\$32.5M	\$17.2M	\$13.5M	\$5.16M	\$8.85M	\$12.4M	\$23.1M	\$23.1M
Prior Year	\$13.2M	\$25.4M	\$34.2M	\$38.8M	\$38.4M	\$29.5M	\$17.2M	\$22.7M	\$6.98M	\$14.3M	\$19.9M	\$24M	\$27.6M
Percent Change from Prior Year	110%	39%	17%	-16%	-30%	10%	0%	-41%	-26%	-38%	-38%	-4%	-16%

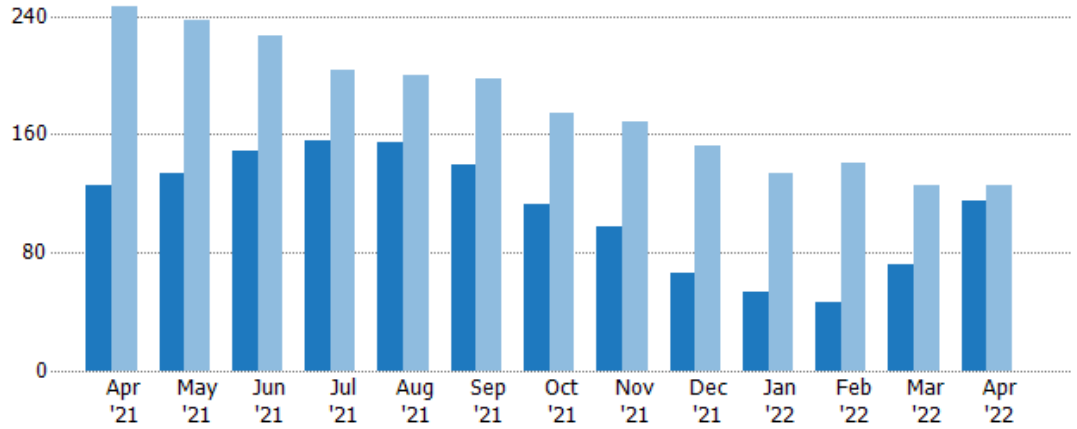
Active Listings

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.
Apr '22	115	-8.7%
Apr '21	126	-48.8%
Apr '20	246	14.2%



Current Year	126	134	149	156	154	139	113	97	66	53	46	72	115
Prior Year	246	237	227	204	200	198	174	169	152	134	141	125	126
Percent Change from Prior Year	-49%	-43%	-34%	-24%	-23%	-30%	-35%	-43%	-57%	-60%	-67%	-42%	-9%

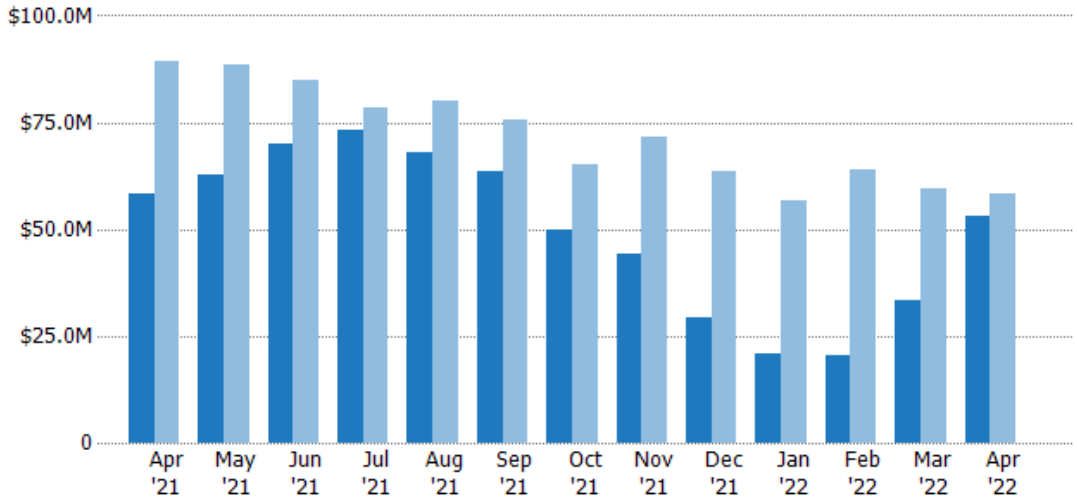
Active Listing Volume

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.
Apr '22	\$53M	-9.3%
Apr '21	\$58.4M	-34.7%
Apr '20	\$89.4M	4.4%



Current Year	\$58.4M	\$62.7M	\$70M	\$73.4M	\$67.9M	\$63.7M	\$49.7M	\$44M	\$29.4M	\$20.9M	\$20.3M	\$33.5M	\$53M
Prior Year	\$89.4M	\$88.4M	\$85M	\$78.5M	\$79.9M	\$75.6M	\$65.3M	\$71.5M	\$63.4M	\$56.7M	\$63.8M	\$59.7M	\$58.4M
Percent Change from Prior Year	-35%	-29%	-18%	-7%	-15%	-16%	-24%	-38%	-54%	-63%	-68%	-44%	-9%

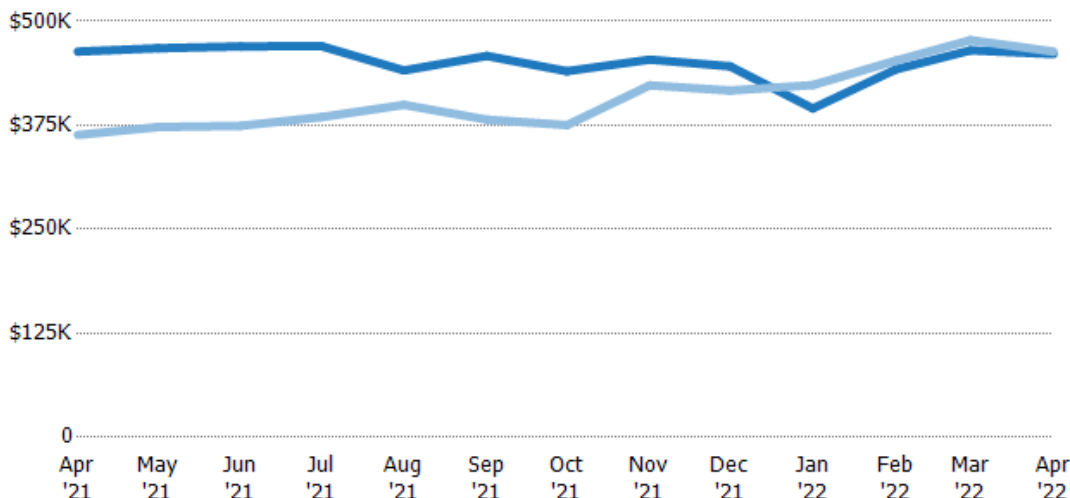
Average Listing Price

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.
Apr '22	\$461K	-0.6%
Apr '21	\$464K	27.6%
Apr '20	\$363K	-8.6%



Current Year	\$464K	\$468K	\$470K	\$470K	\$441K	\$458K	\$440K	\$454K	\$446K	\$395K	\$442K	\$465K	\$461K
Prior Year	\$363K	\$373K	\$374K	\$385K	\$400K	\$382K	\$375K	\$423K	\$417K	\$423K	\$453K	\$477K	\$464K
Percent Change from Prior Year	28%	25%	25%	22%	10%	20%	17%	7%	7%	-7%	-2%	-3%	-1%

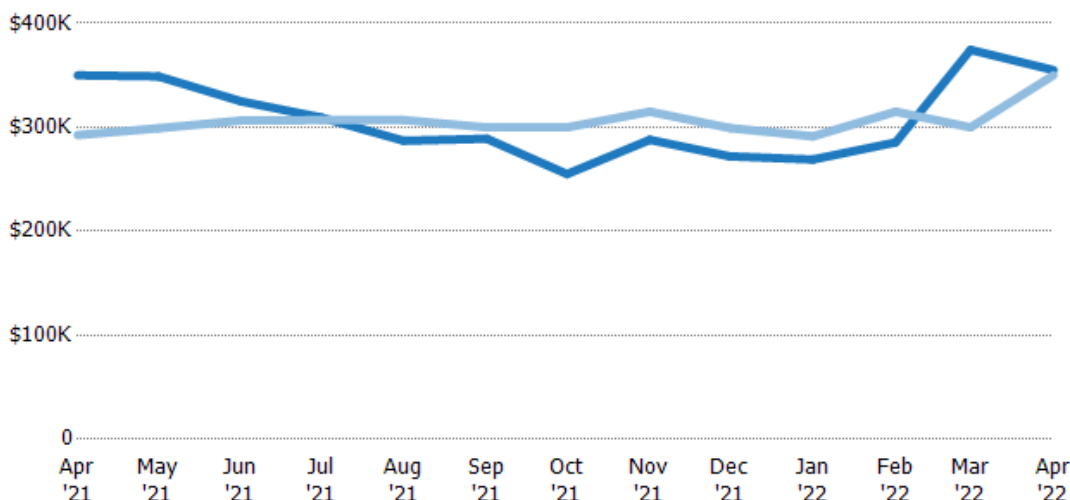
Median Listing Price

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.
Apr '22	\$355K	1.4%
Apr '21	\$350K	19.6%
Apr '20	\$293K	-16.2%



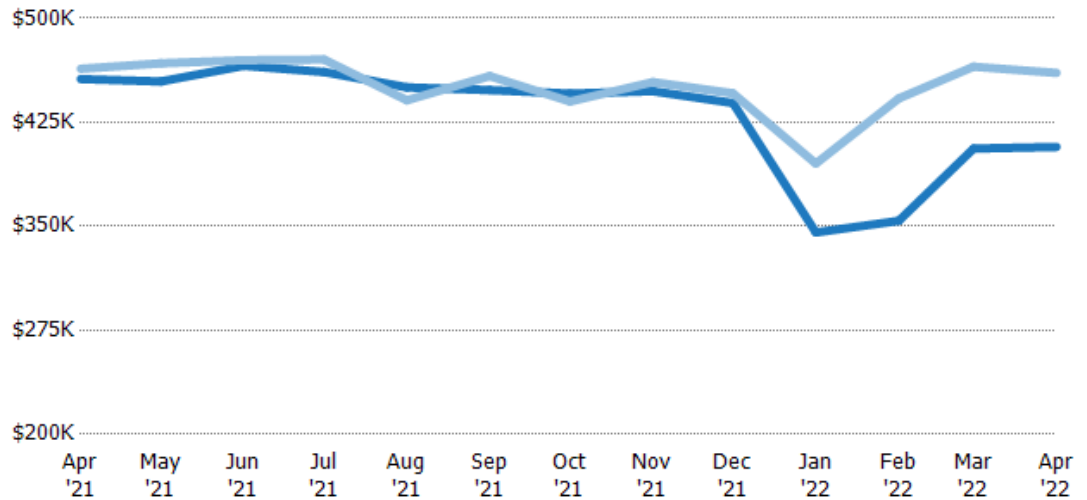
Current Year	\$350K	\$349K	\$325K	\$309K	\$287K	\$289K	\$255K	\$288K	\$272K	\$269K	\$286K	\$375K	\$355K
Prior Year	\$293K	\$299K	\$307K	\$307K	\$307K	\$300K	\$300K	\$315K	\$299K	\$291K	\$315K	\$300K	\$350K
Percent Change from Prior Year	20%	17%	6%	1%	-6%	-4%	-15%	-9%	-9%	-8%	-9%	25%	1%

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



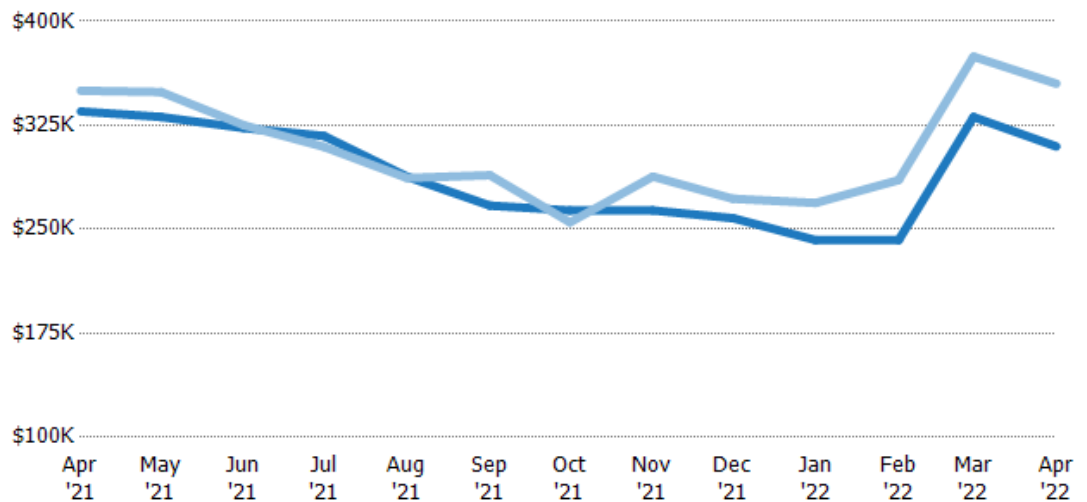
Avg Est Value	\$456K	\$454K	\$466K	\$461K	\$450K	\$448K	\$446K	\$447K	\$439K	\$346K	\$354K	\$406K	\$407K
Avg Listing Price	\$464K	\$468K	\$470K	\$470K	\$441K	\$458K	\$440K	\$454K	\$446K	\$395K	\$442K	\$465K	\$461K
Avg Listing Price as a % of Avg Est Value	102%	103%	101%	102%	98%	102%	99%	101%	102%	114%	125%	115%	113%

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



Median Est Value	\$335K	\$331K	\$323K	\$317K	\$288K	\$267K	\$264K	\$264K	\$258K	\$242K	\$242K	\$331K	\$310K
Median Listing Price	\$350K	\$349K	\$325K	\$309K	\$287K	\$289K	\$255K	\$288K	\$272K	\$269K	\$286K	\$375K	\$355K
Med Listing Price as a % of Med Est Value	104%	105%	101%	98%	100%	108%	97%	109%	105%	111%	118%	113%	115%

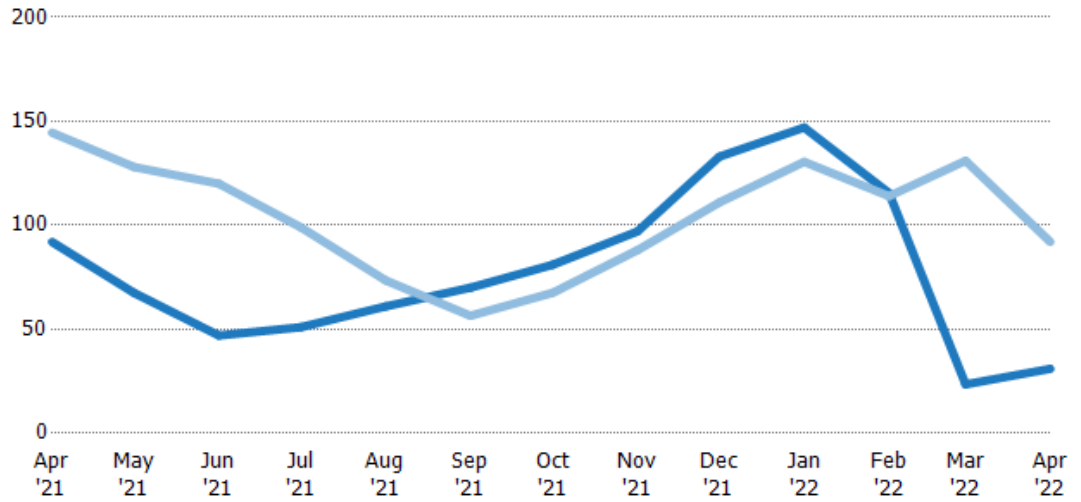
Median Days in RPR

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.
Apr '22	31	-66.3%
Apr '21	92	-36.3%
Apr '20	145	11.4%



Current Year	92	67.5	47	51	61	70	81	97	133	147	116	23.5	31
Prior Year	145	128	120	99	73.5	56.5	67.5	88	111	131	114	131	92
Percent Change from Prior Year	-36%	-47%	-61%	-48%	-17%	24%	20%	10%	20%	13%	1%	-82%	-66%

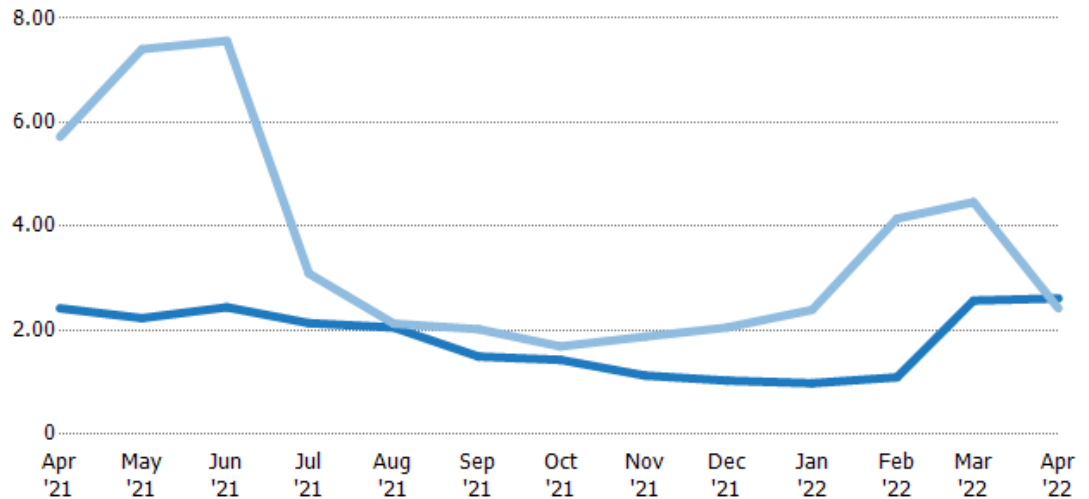
Months of Inventory

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.
Apr '22	2.61	7.9%
Apr '21	2.42	-57.6%
Apr '20	5.72	0.2%



Current Year	2.42	2.23	2.44	2.14	2.05	1.49	1.43	1.13	1.03	0	1.1	2.57	2.61
Prior Year	5.72	7.41	7.57	3.09	2.13	2.02	1.69	1.88	2.05	2.39	4.15	4.46	2.42
Percent Change from Prior Year	-58%	-70%	-68%	-31%	-3%	-26%	-15%	-40%	-50%	-59%	-74%	-42%	8%

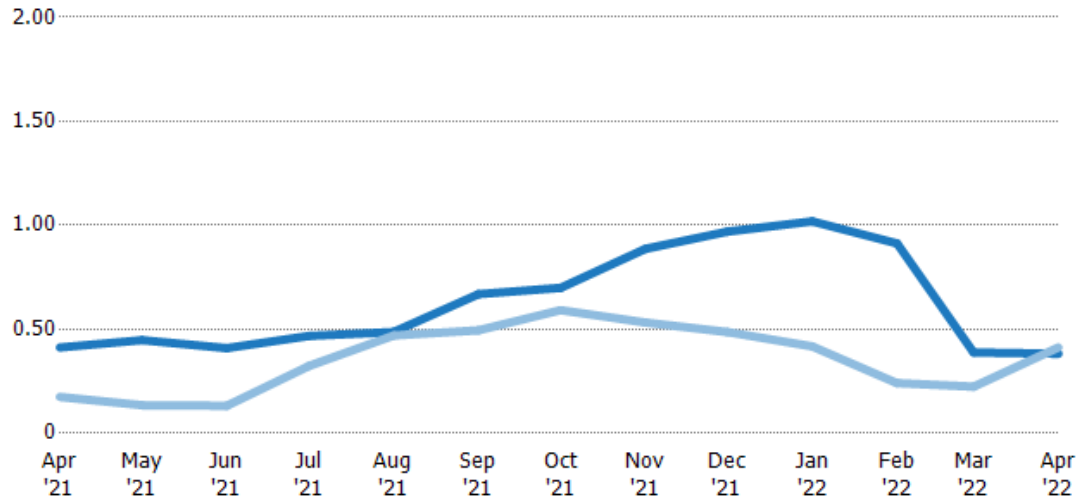
Absorption Rate

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.
Apr '22	38%	3%
Apr '21	41%	-23.8%
Apr '20	17%	-0.2%



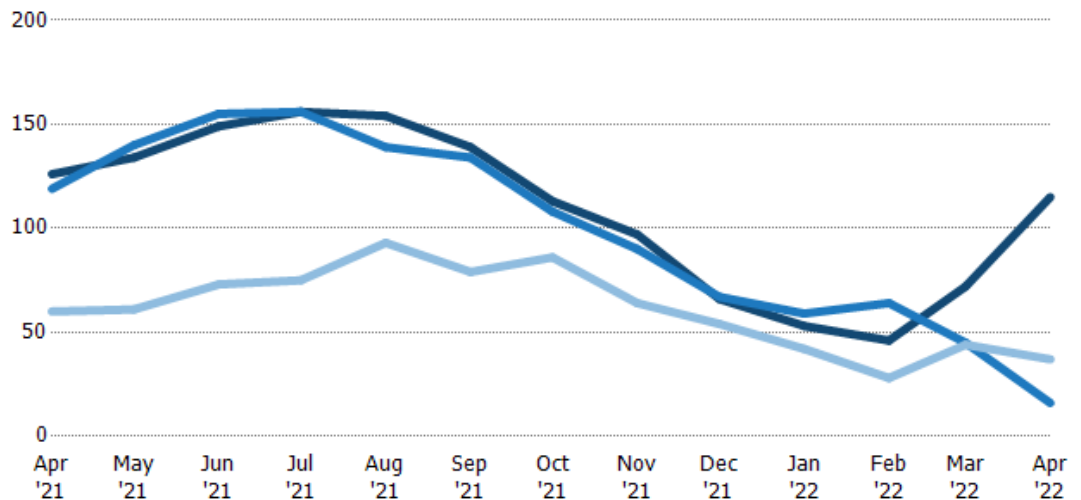
Current Year	41%	45%	41%	47%	49%	67%	70%	89%	97%	102%	91%	39%	38%
Prior Year	17%	14%	13%	32%	47%	49%	59%	53%	49%	42%	24%	22%	41%
Change from Prior Year	-24%	-31%	-28%	-14%	-2%	-17%	-11%	-35%	-48%	-60%	-67%	-16%	3%

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



Active	126	134	149	156	154	139	113	97	66	53	46	72	115
Pending	119	140	155	156	139	134	108	90	67	59	64	45	16
Sold	60	61	73	75	93	79	86	64	54	42	28	44	37

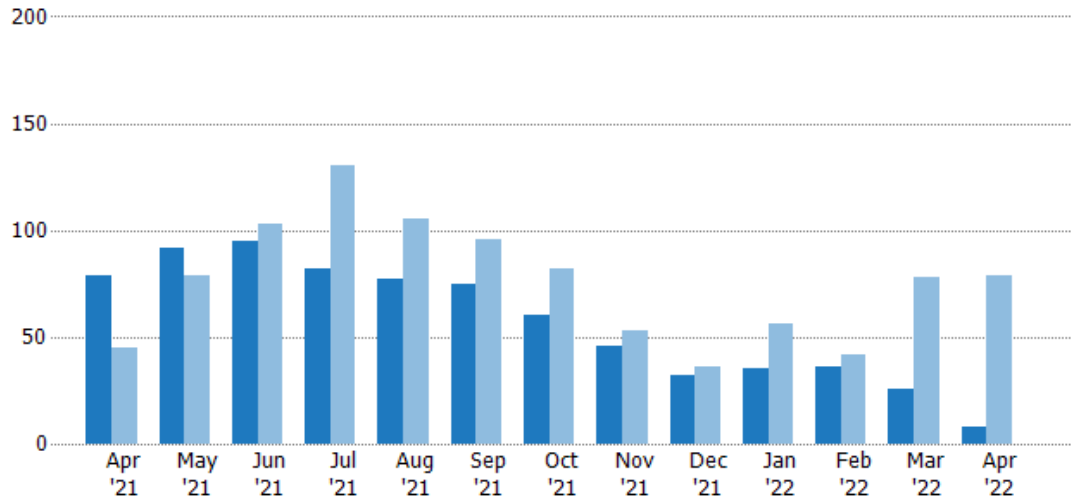
New Pending Sales

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.
Apr '22	8	-89.9%
Apr '21	79	75.6%
Apr '20	45	57.8%



Current Year	79	92	95	82	77	75	60	46	32	35	36	26	8
Prior Year	45	79	103	130	105	96	82	53	36	56	42	78	79
Percent Change from Prior Year	76%	16%	-8%	-37%	-27%	-22%	-27%	-13%	-11%	-38%	-14%	-67%	-90%

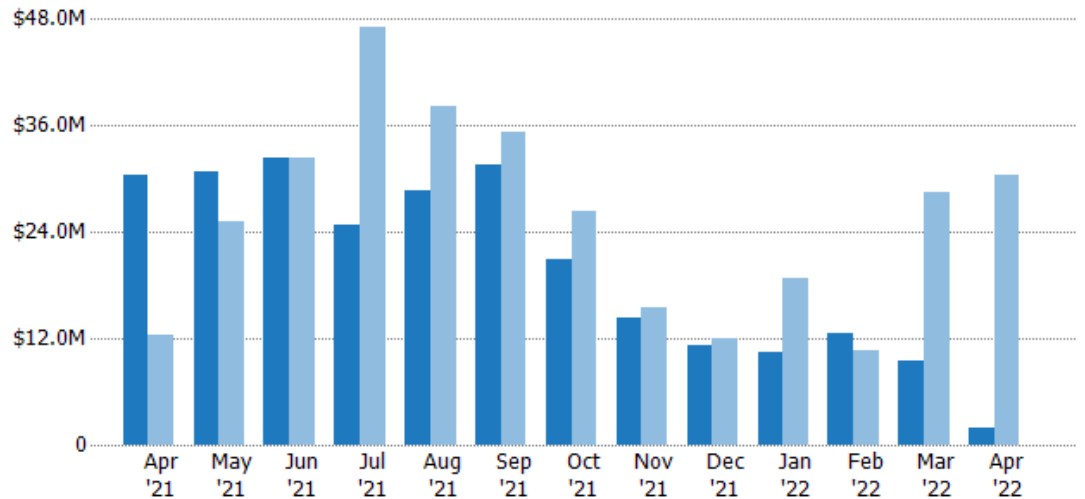
New Pending Sales Volume

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.
Apr '22	\$1.91M	-93.7%
Apr '21	\$30.3M	143.3%
Apr '20	\$12.5M	29.6%



Current Year	\$30.3M	\$30.7M	\$32.4M	\$24.7M	\$28.6M	\$31.7M	\$20.8M	\$14.2M	\$11.2M	\$10.5M	\$12.5M	\$9.56M	\$1.91M
Prior Year	\$12.5M	\$25.2M	\$32.4M	\$47.1M	\$38.2M	\$35.3M	\$26.3M	\$15.5M	\$11.9M	\$18.7M	\$10.7M	\$28.5M	\$30.3M
Percent Change from Prior Year	143%	22%	0%	-47%	-25%	-10%	-21%	-8%	-6%	-44%	17%	-66%	-94%

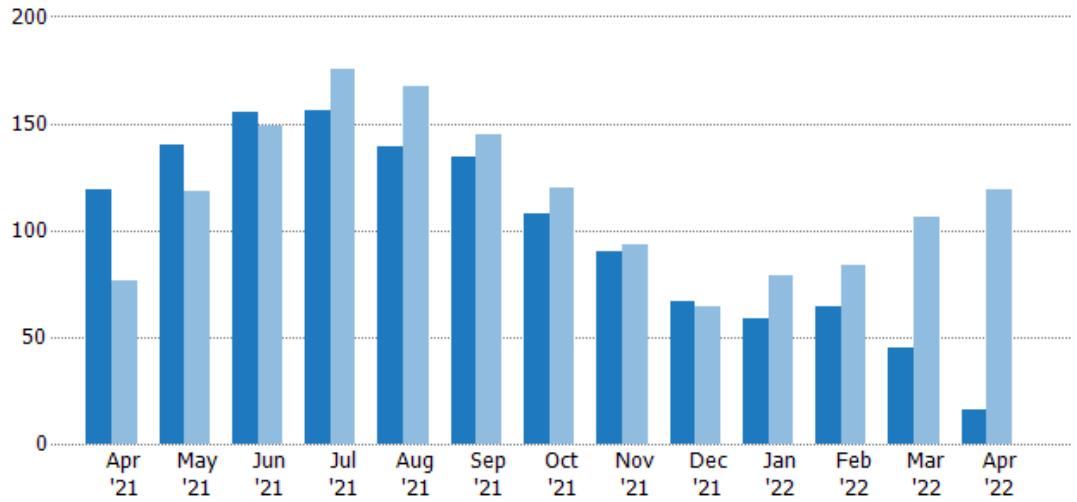
Pending Sales

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.
Apr '22	16	-86.6%
Apr '21	119	56.6%
Apr '20	76	23.7%



Current Year	119	140	155	156	139	134	108	90	67	59	64	45	16
Prior Year	76	118	149	175	167	145	120	93	64	79	84	106	119
Percent Change from Prior Year	57%	19%	4%	-11%	-17%	-8%	-10%	-3%	5%	-25%	-24%	-58%	-87%

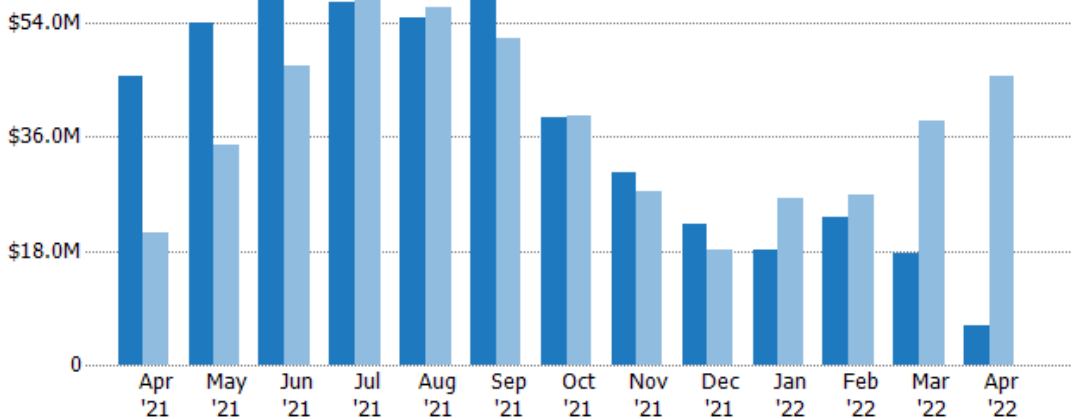
Pending Sales Volume

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.
Apr '22	\$6.13M	-86.5%
Apr '21	\$45.5M	117.6%
Apr '20	\$20.9M	5.3%



Current Year	\$45.5M	\$53.9M	\$57.9M	\$57.2M	\$54.9M	\$58.3M	\$39.1M	\$30.5M	\$22.3M	\$18.3M	\$23.3M	\$17.7M	\$6.13M
Prior Year	\$20.9M	\$34.7M	\$47.3M	\$60M	\$56.3M	\$51.6M	\$39.3M	\$27.4M	\$18.2M	\$26.3M	\$26.9M	\$38.6M	\$45.5M
Percent Change from Prior Year	118%	55%	22%	-5%	-2%	13%	-1%	11%	22%	-31%	-14%	-54%	-87%

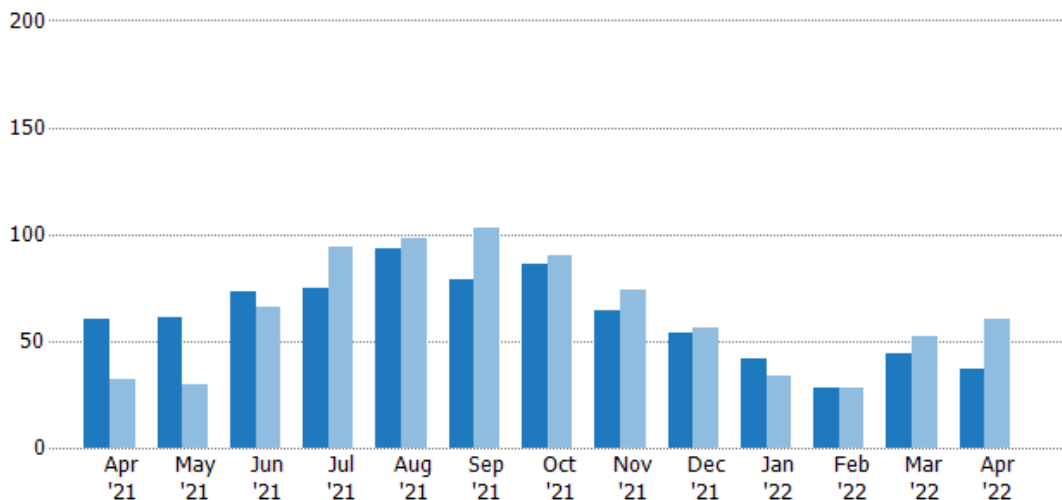
Closed Sales

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.
Apr '22	37	-38.3%
Apr '21	60	87.5%
Apr '20	32	43.8%



Current Year	60	61	73	75	93	79	86	64	54	42	28	44	37
Prior Year	32	30	66	94	98	103	90	74	56	34	28	52	60
Percent Change from Prior Year	88%	103%	11%	-20%	-5%	-23%	-4%	-14%	-4%	24%	0%	-15%	-38%

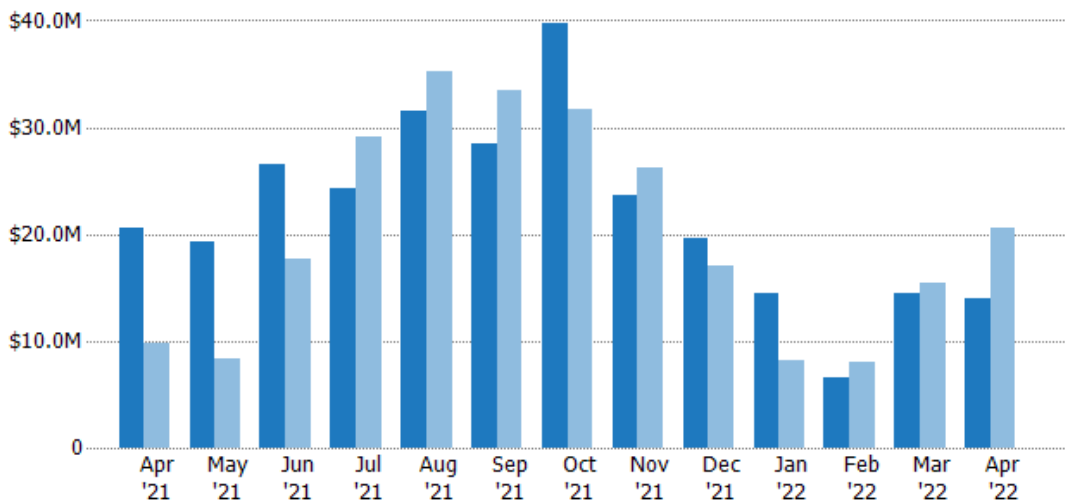
Closed Sales Volume

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.
Apr '22	\$14M	-31.9%
Apr '21	\$20.6M	109.8%
Apr '20	\$9.83M	28.9%



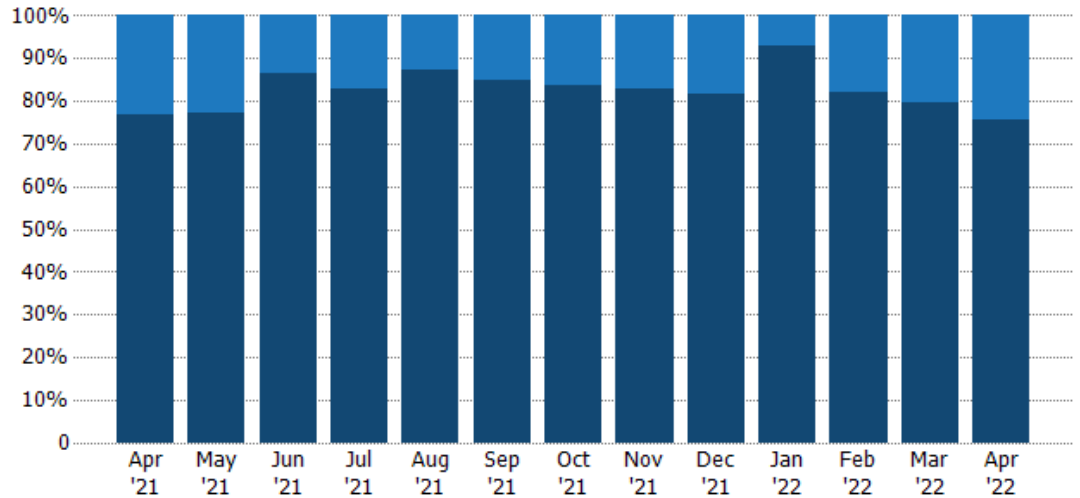
Current Year	\$20.6M	\$19.3M	\$26.6M	\$24.4M	\$31.5M	\$28.5M	\$39.7M	\$23.7M	\$19.6M	\$14.4M	\$6.62M	\$14.5M	\$14M
Prior Year	\$9.83M	\$8.29M	\$17.8M	\$29.2M	\$35.2M	\$33.4M	\$31.8M	\$26.2M	\$17M	\$8.19M	\$8.02M	\$15.4M	\$20.6M
Percent Change from Prior Year	110%	132%	50%	-16%	-11%	-15%	25%	-10%	15%	76%	-18%	-6%	-32%

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	23%	23%	14%	17%	13%	15%	16%	17%	19%	7%	18%	20%	24%
Single Family Residence	77%	77%	86%	83%	87%	85%	84%	83%	81%	93%	82%	80%	76%

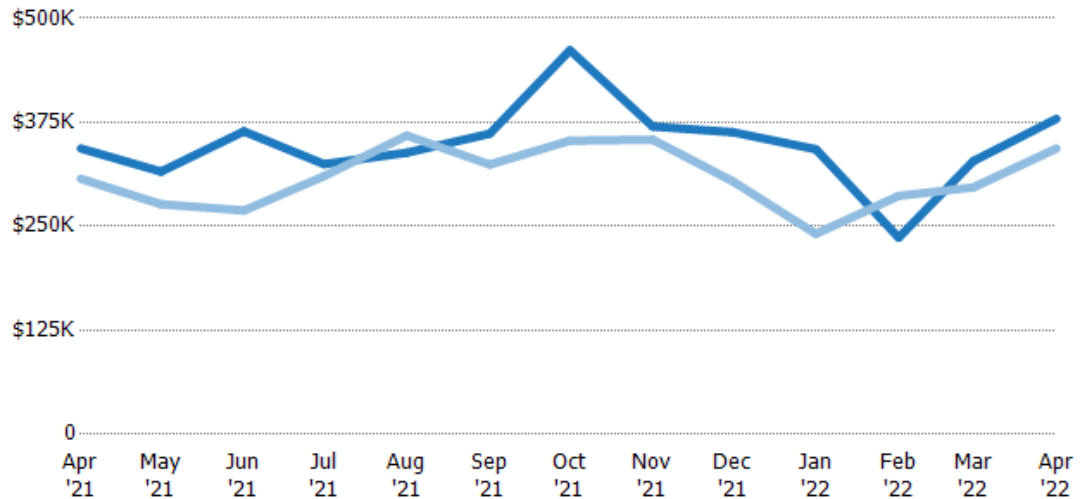
Average Sales Price

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.
Apr '22	\$379K	10.4%
Apr '21	\$343K	11.9%
Apr '20	\$307K	-10.3%



Current Year	\$343K	\$316K	\$364K	\$325K	\$338K	\$361K	\$462K	\$370K	\$363K	\$343K	\$236K	\$329K	\$379K
Prior Year	\$307K	\$276K	\$269K	\$310K	\$359K	\$324K	\$353K	\$354K	\$304K	\$241K	\$287K	\$297K	\$343K
Percent Change from Prior Year	12%	14%	35%	5%	-6%	11%	31%	4%	19%	42%	-18%	11%	10%

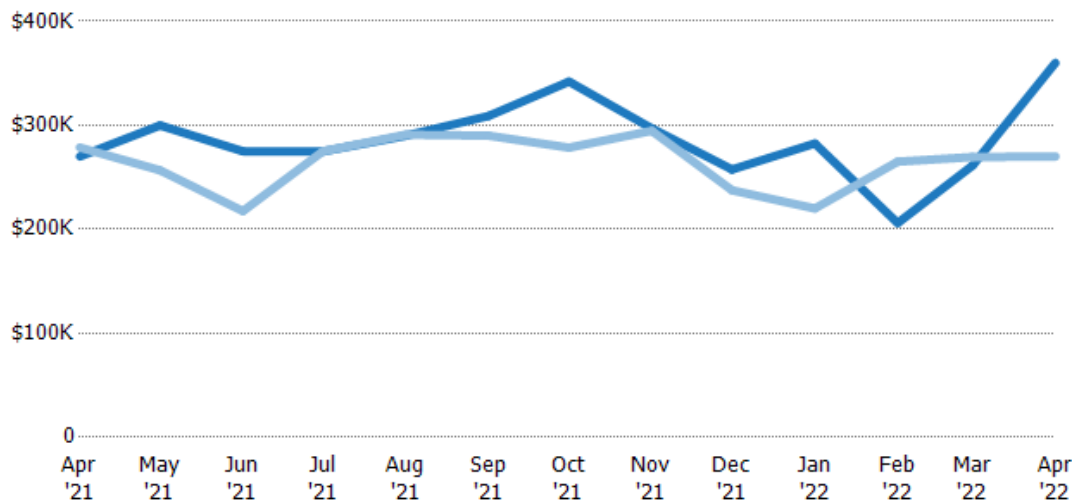
Median Sales Price

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.
Apr '22	\$360K	33.3%
Apr '21	\$270K	-3.1%
Apr '20	\$279K	-26.2%



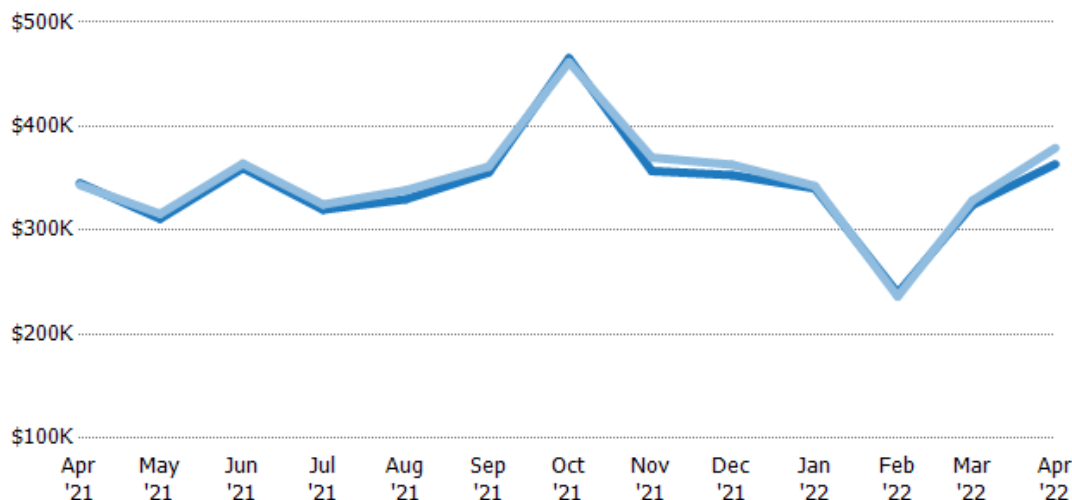
Current Year	\$270K	\$300K	\$275K	\$275K	\$290K	\$309K	\$342K	\$297K	\$258K	\$283K	\$206K	\$261K	\$360K
Prior Year	\$279K	\$257K	\$218K	\$275K	\$291K	\$290K	\$279K	\$295K	\$238K	\$220K	\$265K	\$270K	\$270K
Percent Change from Prior Year	-3%	17%	26%	0%	0%	7%	23%	1%	8%	28%	-22%	-3%	33%

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



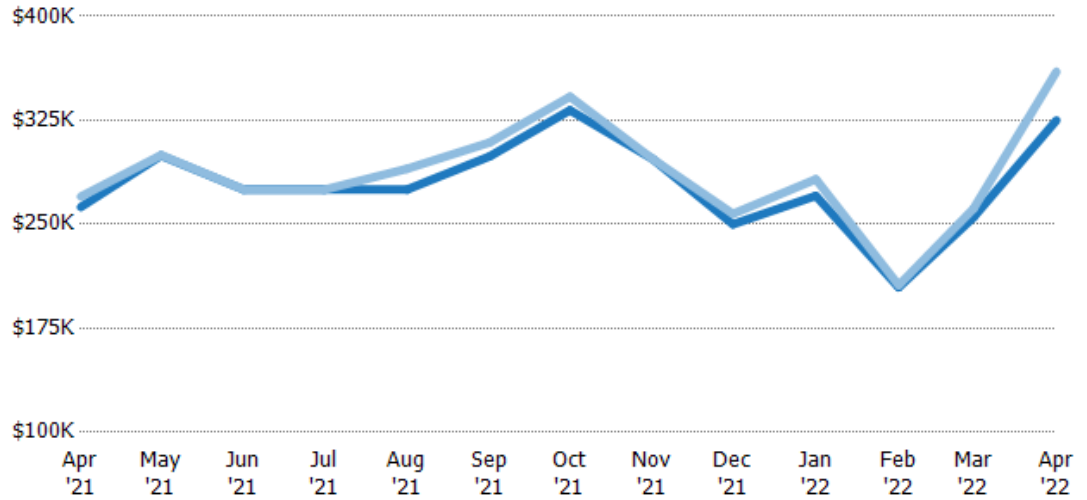
Avg List Price	\$345K	\$311K	\$360K	\$320K	\$330K	\$356K	\$465K	\$357K	\$353K	\$340K	\$239K	\$324K	\$364K
Avg Sales Price	\$343K	\$316K	\$364K	\$325K	\$338K	\$361K	\$462K	\$370K	\$363K	\$343K	\$236K	\$329K	\$379K
Avg Sales Price as a % of Avg List Price	99%	101%	101%	102%	103%	102%	99%	104%	103%	101%	99%	101%	104%

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



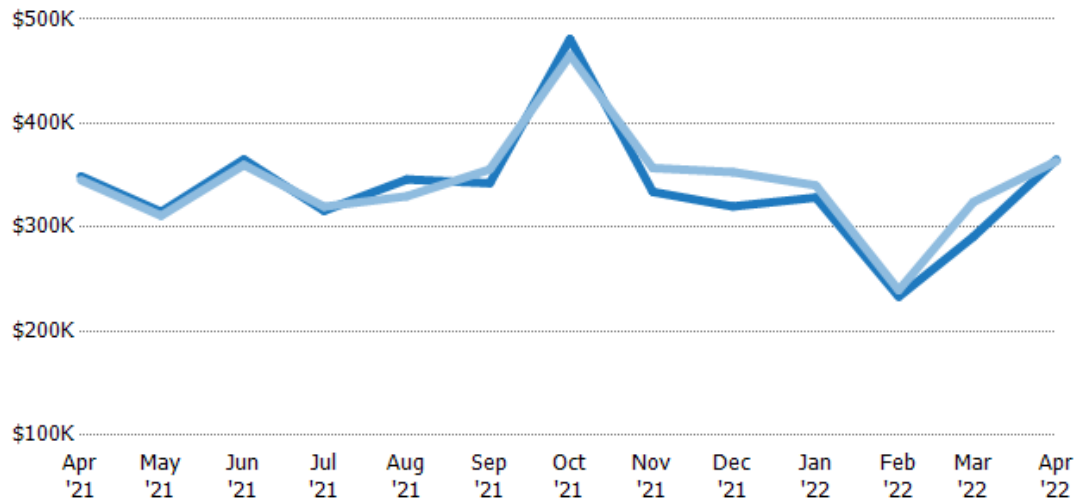
Median List Price	\$262K	\$300K	\$275K	\$275K	\$275K	\$299K	\$332K	\$297K	\$250K	\$271K	\$205K	\$255K	\$325K
Median Sales Price	\$270K	\$300K	\$275K	\$275K	\$290K	\$309K	\$342K	\$297K	\$258K	\$283K	\$206K	\$261K	\$360K
Med Sales Price as a % of Med List Price	103%	100%	100%	100%	105%	103%	103%	100%	103%	104%	101%	102%	111%

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



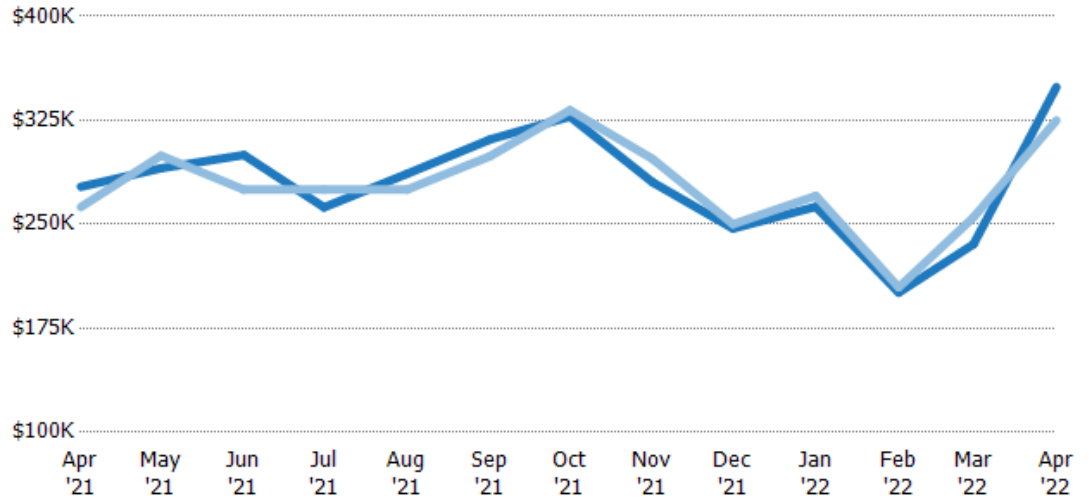
Avg Est Value	\$349K	\$315K	\$365K	\$316K	\$346K	\$342K	\$481K	\$334K	\$320K	\$329K	\$233K	\$291K	\$365K
Avg Sales Price	\$345K	\$311K	\$360K	\$320K	\$330K	\$356K	\$465K	\$357K	\$353K	\$340K	\$239K	\$324K	\$364K
Avg Sales Price as a % of Avg Est Value	99%	99%	99%	101%	95%	104%	97%	107%	110%	104%	103%	111%	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: Washington County, Vermont
Property Type: Condo/Townhouse/Apt., Single Family



Median Est Value	\$277K	\$290K	\$300K	\$262K	\$286K	\$311K	\$328K	\$280K	\$247K	\$263K	\$201K	\$236K	\$349K
Median Sales Price	\$262K	\$300K	\$275K	\$275K	\$275K	\$299K	\$332K	\$297K	\$250K	\$271K	\$205K	\$255K	\$325K
Med Sales Price as a % of Med Est Value	95%	103%	92%	105%	96%	96%	101%	106%	101%	103%	102%	108%	93%