

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	64	81	-21%	277	305	-9.2%
New Listing Volume	\$36,051,300	\$32,720,893	+10.2%	\$150,249,690	\$131,842,992	+14%
Active Listing Count	166	221	-24.9%	N/A	N/A	
Active Listing Volume	\$109,708,398	\$128,177,593	-14.4%	N/A	N/A	
Average Listing Price	\$660,894	\$579,989	+13.9%	\$705,966	\$579,703	+21.8%
Median Listing Price	\$375,000	\$329,000	+14%	\$379,355	\$329,370	+15.2%
Median Days in RPR	45.5	132	-65.5%	69.69	139.23	-49.9%
Months of Inventory	2.5	2.8	-12.6%	1.9	5.9	-67.2%
Absorption Rate	40.36%	35.29%	+5.1%	51.42%	16.88%	+34.5%
Sales Activity Charts Metrics						
New Pending Sales Count	13	90	-85.6%	183	384	-52.3%
New Pending Sales Volume	\$8,263,700	\$36,452,598	-77.3%	\$92,292,199	\$151,584,496	-39.1%
Pending Sales Count	36	171	-78.9%	N/A	N/A	
Pending Sales Volume	\$16,447,800	\$76,684,298	-78.6%	N/A	N/A	
Closed Sales Count	73	72	+1.4%	258	271	-4.8%
Closed Sales Volume	\$36,618,777	\$28,793,749	+27.2%	\$121,481,755	\$90,121,426	+34.8%
Average Sales Price	\$501,627	\$399,913	+25.4%	\$470,860	\$332,551	+41.6%
Median Sales Price	\$385,000	\$309,500	+24.4%	\$345,258	\$273,476	+26.2%

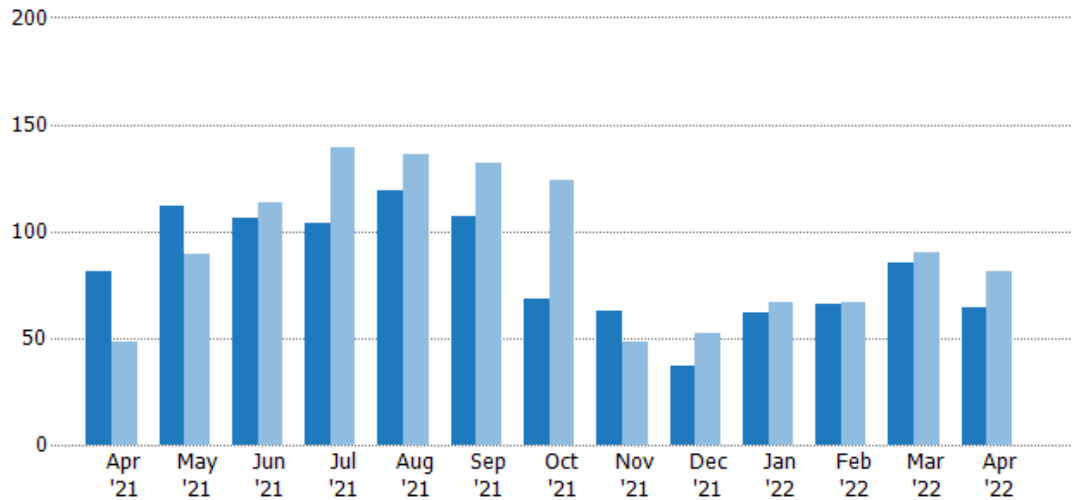
New Listings

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.
Apr '22	64	-21%
Apr '21	81	68.8%
Apr '20	48	39.6%



Current Year	81	112	106	104	119	107	68	63	37	62	66	85	64
Prior Year	48	89	113	139	136	132	124	48	52	67	67	90	81
Percent Change from Prior Year	69%	26%	-6%	-25%	-13%	-19%	-45%	31%	-29%	-7%	-1%	-6%	-21%

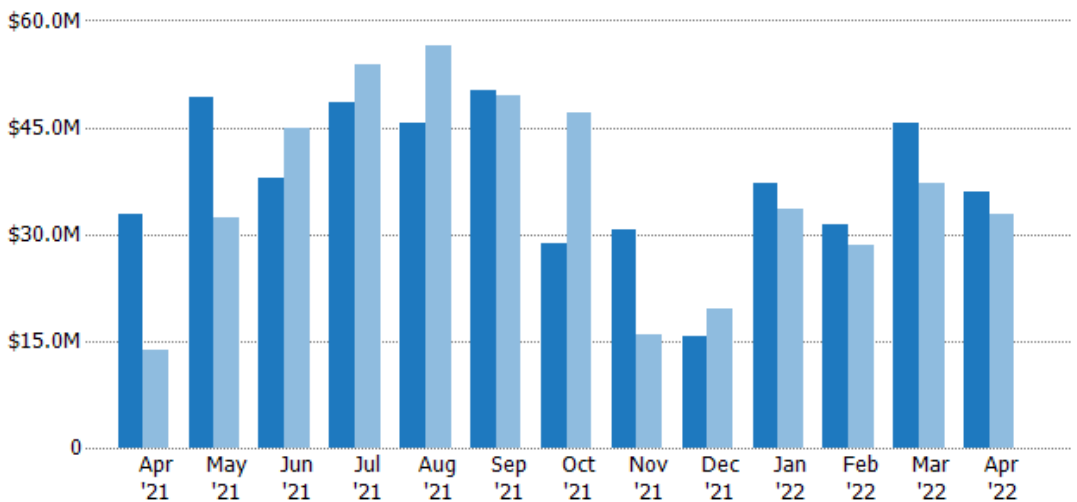
New Listing Volume

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.
Apr '22	\$36.1M	10.2%
Apr '21	\$32.7M	136.4%
Apr '20	\$13.8M	40.2%



Current Year	\$32.7M	\$49.1M	\$37.9M	\$48.5M	\$45.7M	\$50.2M	\$28.8M	\$30.5M	\$15.6M	\$37.2M	\$31.3M	\$45.7M	\$36.1M
Prior Year	\$13.8M	\$32.2M	\$44.9M	\$53.8M	\$56.6M	\$49.6M	\$47.2M	\$16M	\$19.5M	\$33.5M	\$28.6M	\$37.1M	\$32.7M
Percent Change from Prior Year	136%	52%	-16%	-10%	-19%	1%	-39%	91%	-20%	11%	10%	23%	10%

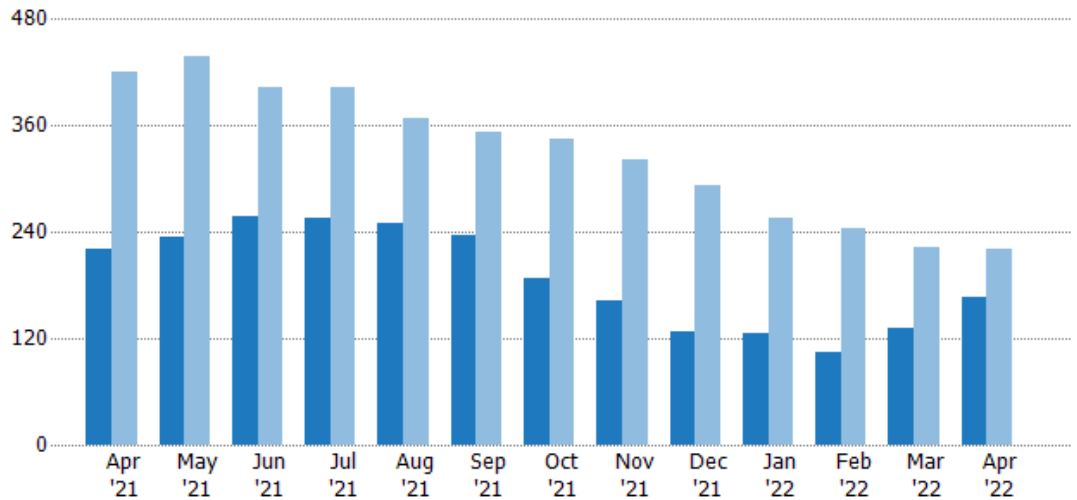
Active Listings

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.
Apr '22	166	-24.9%
Apr '21	221	-47.5%
Apr '20	421	15.7%



Current Year	221	235	257	255	249	237	187	163	127	125	105	131	166
Prior Year	421	437	403	403	368	352	344	321	292	255	244	222	221
Percent Change from Prior Year	-48%	-46%	-36%	-37%	-32%	-33%	-46%	-49%	-57%	-51%	-57%	-41%	-25%

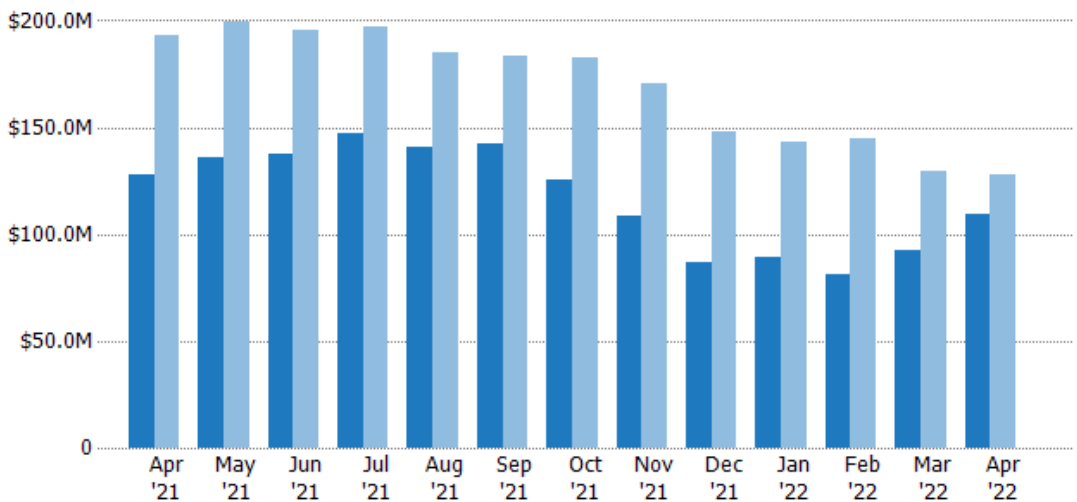
Active Listing Volume

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.
Apr '22	\$110M	-14.4%
Apr '21	\$128M	-33.6%
Apr '20	\$193M	-2.9%



Current Year	\$128M	\$136M	\$138M	\$147M	\$140M	\$143M	\$125M	\$109M	\$87.2M	\$89.2M	\$81M	\$92.1M	\$110M
Prior Year	\$193M	\$199M	\$196M	\$198M	\$185M	\$183M	\$183M	\$170M	\$148M	\$144M	\$145M	\$130M	\$128M
Percent Change from Prior Year	-34%	-32%	-30%	-26%	-24%	-22%	-32%	-36%	-41%	-38%	-44%	-29%	-14%

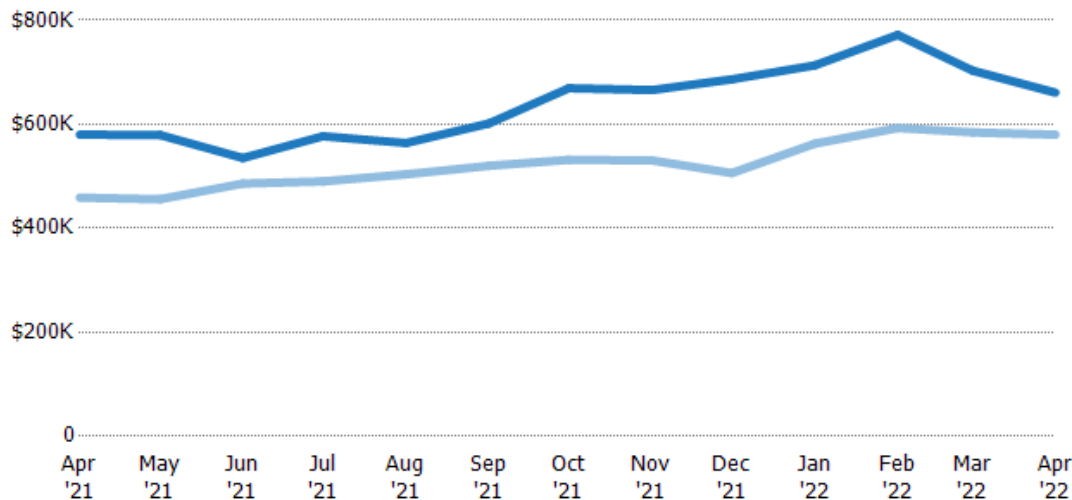
Average Listing Price

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.
Apr '22	\$661K	13.9%
Apr '21	\$580K	26.4%
Apr '20	\$459K	-16.1%



Current Year	\$580K	\$579K	\$535K	\$577K	\$564K	\$602K	\$669K	\$666K	\$687K	\$713K	\$772K	\$703K	\$661K
Prior Year	\$459K	\$456K	\$486K	\$490K	\$504K	\$520K	\$532K	\$530K	\$506K	\$563K	\$593K	\$585K	\$580K
Percent Change from Prior Year	26%	27%	10%	18%	12%	16%	26%	26%	36%	27%	30%	20%	14%

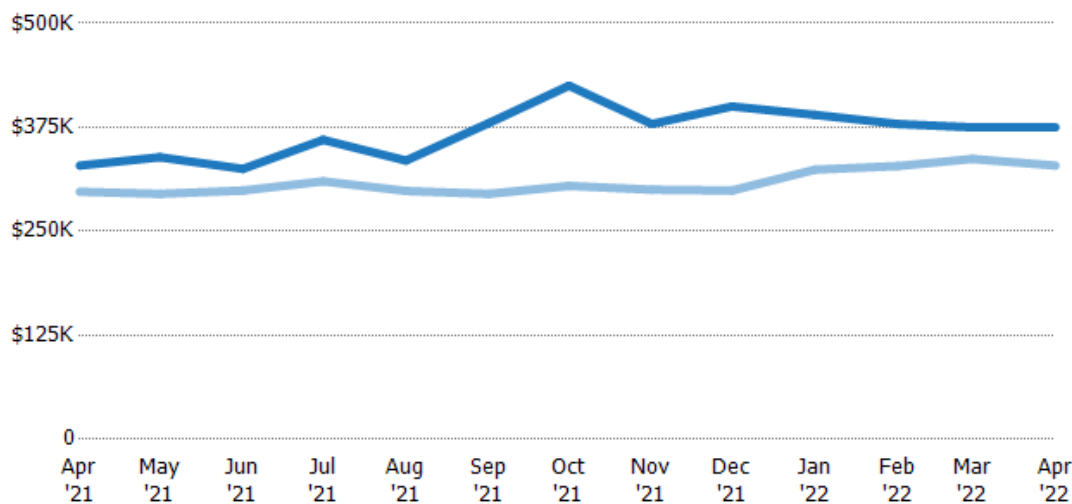
Median Listing Price

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.
Apr '22	\$375K	14%
Apr '21	\$329K	10.6%
Apr '20	\$298K	-5.9%



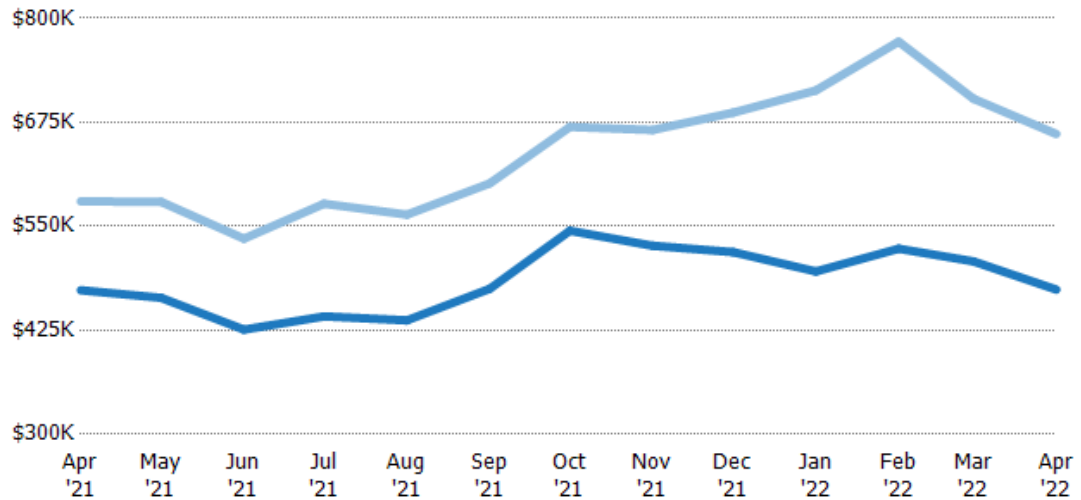
Current Year	\$329K	\$339K	\$325K	\$360K	\$335K	\$380K	\$425K	\$379K	\$400K	\$390K	\$379K	\$375K	\$375K
Prior Year	\$298K	\$295K	\$299K	\$310K	\$299K	\$295K	\$305K	\$300K	\$299K	\$324K	\$328K	\$337K	\$329K
Percent Change from Prior Year	11%	15%	9%	16%	12%	29%	40%	26%	34%	20%	15%	11%	14%

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

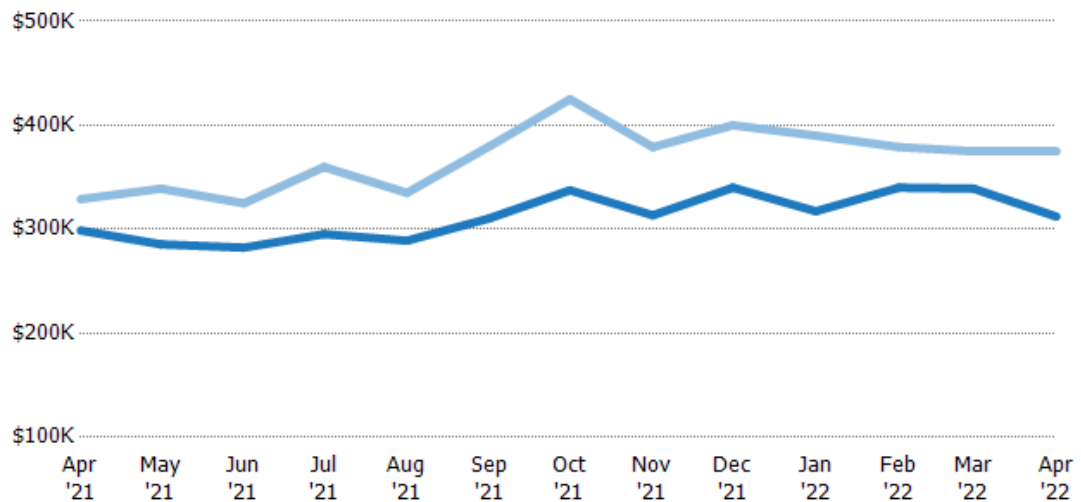


Median Listing Price vs Median Est Value

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



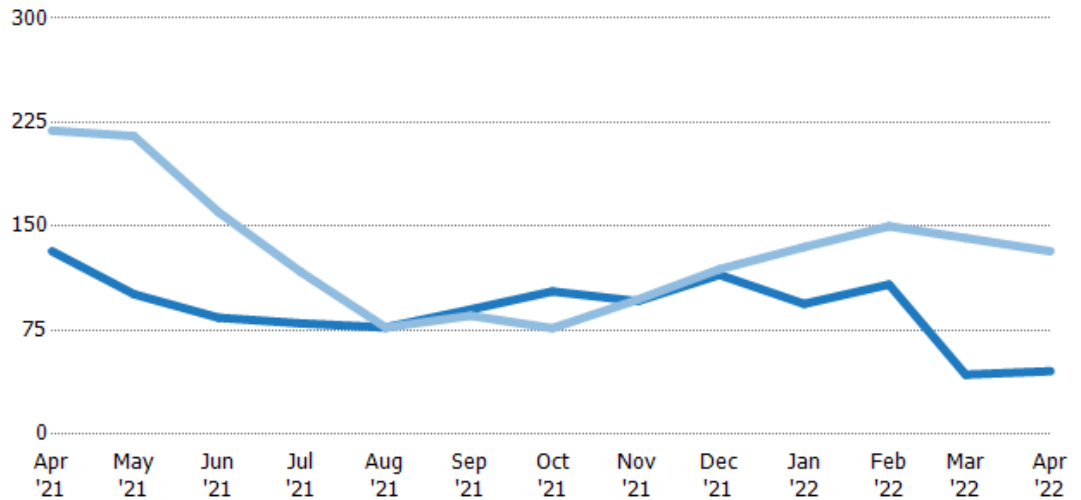
Median Days in RPR

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.
Apr '22	45.5	-65.5%
Apr '21	132	-39.7%
Apr '20	219	-15.1%



Current Year	132	101	84	80	77	90	103	96	115	94	108	43	45.5
Prior Year	219	215	160	117	77	85.5	76.5	97	119	135	150	142	132
Percent Change from Prior Year	-40%	-53%	-48%	-32%	0%	5%	35%	-1%	-3%	-30%	-28%	-70%	-66%

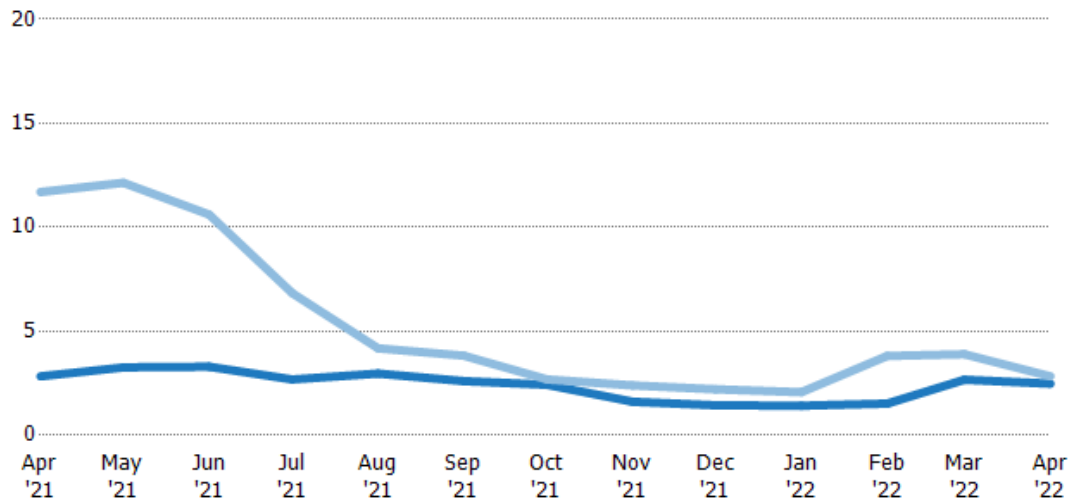
Months of Inventory

The number of months it would take to exhaust active listings at the current sales rate.

Filters Used

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

Month/ Year	Months	% Chg.
Apr '22	2.48	-12.6%
Apr '21	2.83	-75.8%
Apr '20	11.7	12.6%



Current Year	2.83	3.26	3.29	2.68	2.96	2.6	2.43	1.61	1.44	1.42	1.52	2.67	2.48
Prior Year	11.7	12.1	10.6	6.83	4.18	3.83	2.69	2.4	2.21	2.07	3.81	3.89	2.83
Percent Change from Prior Year	-76%	-73%	-69%	-61%	-29%	-32%	-10%	-33%	-35%	-31%	-60%	-31%	-13%

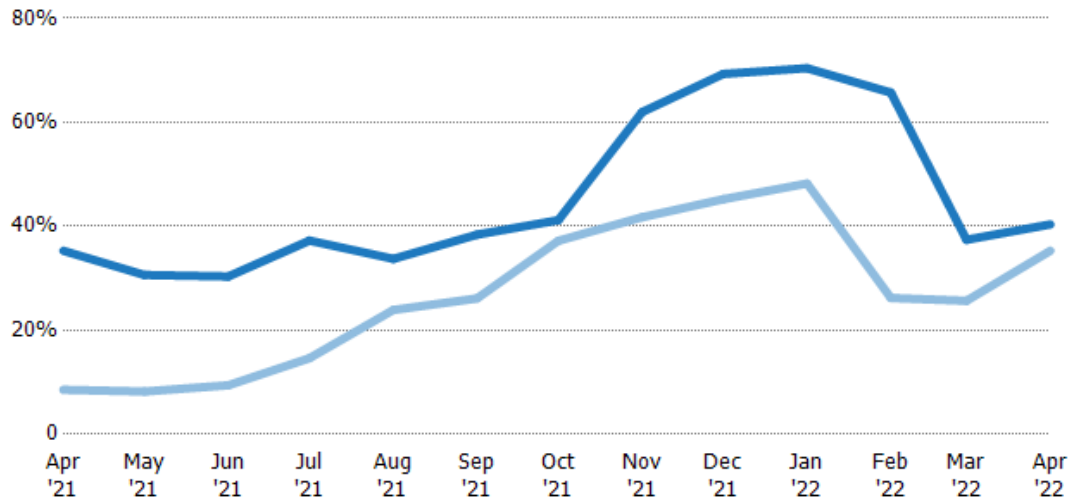
Absorption Rate

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.
Apr '22	40%	-5.1%
Apr '21	35%	-26.7%
Apr '20	9%	-11.2%



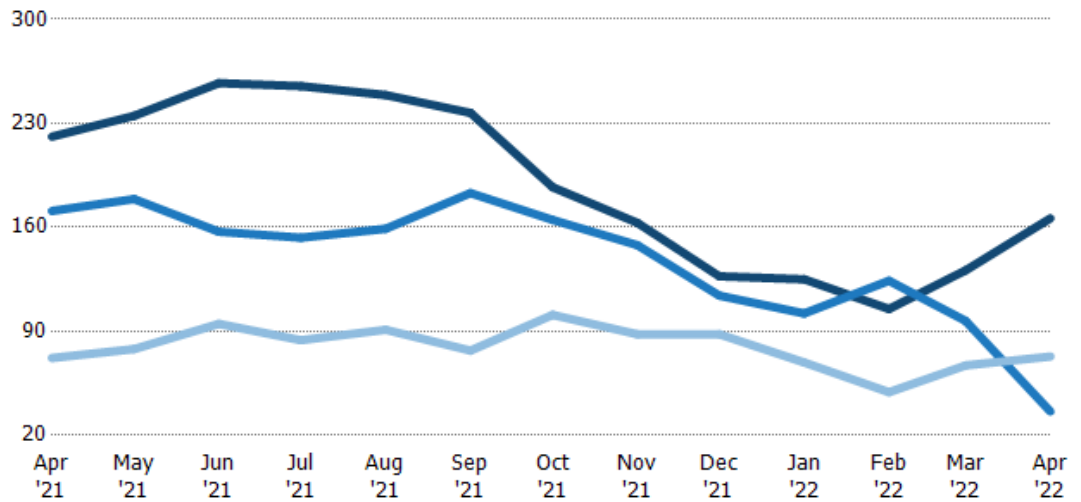
Current Year	35%	31%	30%	37%	34%	38%	41%	62%	69%	70%	66%	37%	40%
Prior Year	9%	8%	9%	15%	24%	26%	37%	42%	45%	48%	26%	26%	35%
Change from Prior Year	-27%	-22%	-21%	-23%	-10%	-12%	-4%	-20%	-24%	-22%	-39%	-12%	-5%

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	221	235	257	255	249	237	187	163	127	125	105	131	166
Pending	171	179	157	153	159	183	165	148	114	102	124	97	36
Sold	72	78	95	84	91	77	101	88	88	69	49	67	73

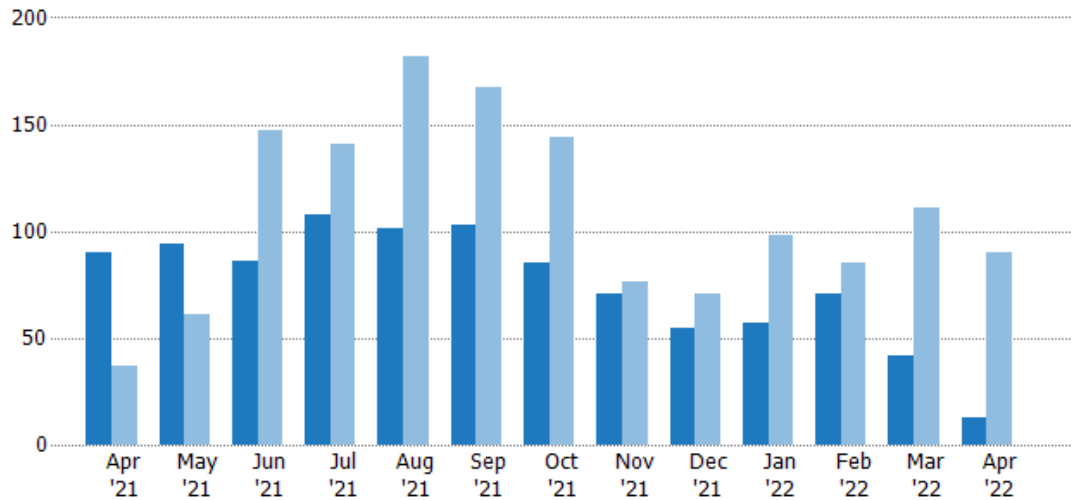
New Pending Sales

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.
Apr '22	13	-85.6%
Apr '21	90	143.2%
Apr '20	37	73%



Current Year	90	94	86	108	101	103	85	71	55	57	71	42	13
Prior Year	37	61	147	141	182	167	144	76	71	98	85	111	90
Percent Change from Prior Year	143%	54%	-41%	-23%	-45%	-38%	-41%	-7%	-23%	-42%	-16%	-62%	-86%

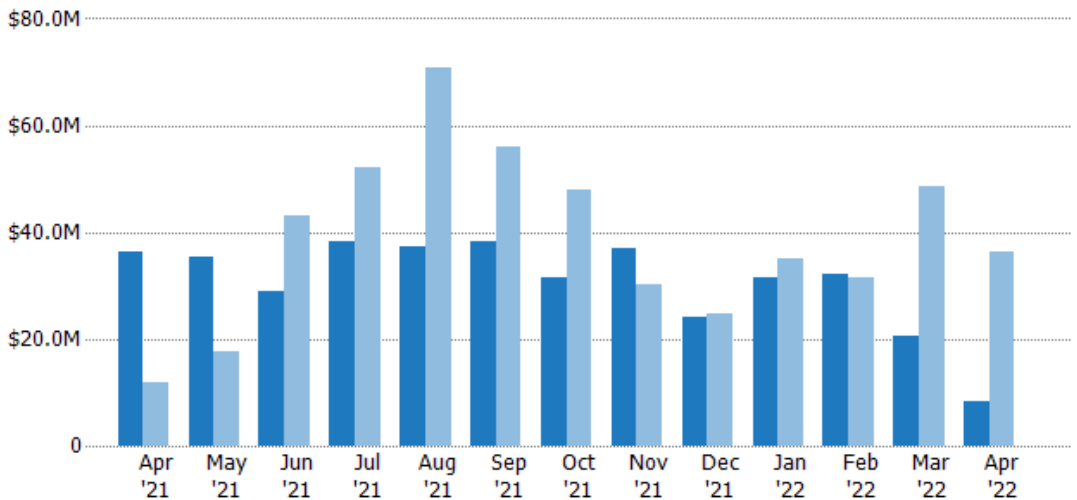
New Pending Sales Volume

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.
Apr '22	\$8.26M	-77.3%
Apr '21	\$36.5M	209.9%
Apr '20	\$11.8M	26.6%



Current Year	\$36.5M	\$35.4M	\$28.9M	\$38.4M	\$37.2M	\$38.2M	\$31.4M	\$37M	\$24.2M	\$31.4M	\$32.2M	\$20.4M	\$8.26M
Prior Year	\$11.8M	\$17.7M	\$43.1M	\$52.2M	\$70.8M	\$56M	\$47.9M	\$30.3M	\$24.8M	\$34.9M	\$31.7M	\$48.6M	\$36.5M
Percent Change from Prior Year	210%	100%	-33%	-27%	-48%	-32%	-35%	22%	-2%	-10%	2%	-58%	-77%

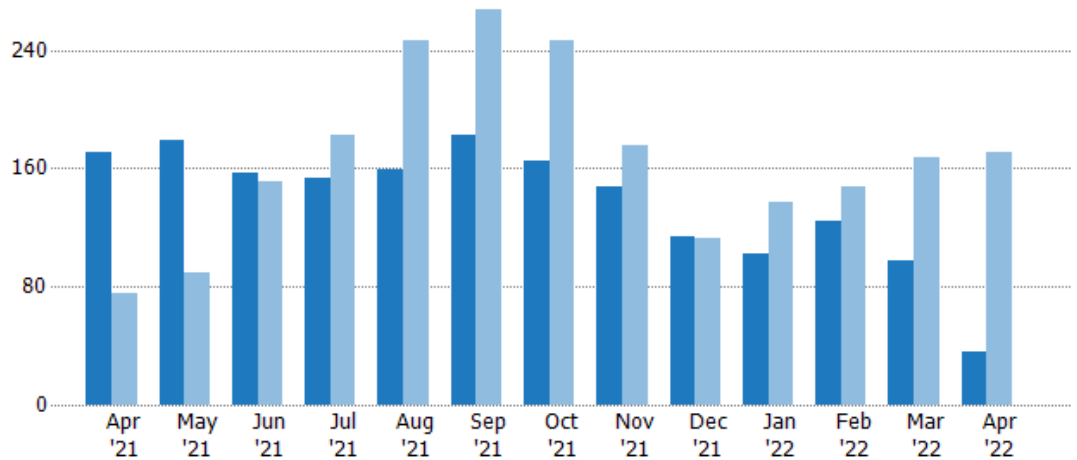
Pending Sales

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

Month/ Year	Count	% Chg.
Apr '22	36	-78.9%
Apr '21	171	125%
Apr '20	76	19.7%



Current Year	171	179	157	153	159	183	165	148	114	102	124	97	36
Prior Year	76	89	151	183	247	267	246	176	113	137	148	167	171
Percent Change from Prior Year	125%	101%	4%	-16%	-36%	-31%	-33%	-16%	1%	-26%	-16%	-42%	-79%

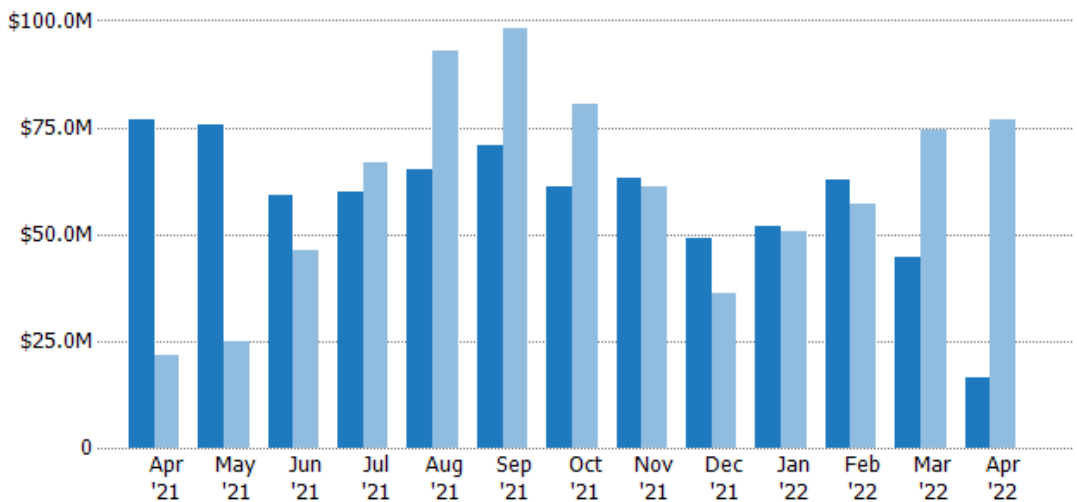
Pending Sales Volume

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

Month/ Year	Volume	% Chg.
Apr '22	\$16.4M	-78.6%
Apr '21	\$76.7M	251.3%
Apr '20	\$21.8M	8.3%



Current Year	\$76.7M	\$75.6M	\$59.2M	\$59.9M	\$65M	\$70.7M	\$61.2M	\$63.1M	\$49.1M	\$51.7M	\$62.9M	\$44.8M	\$16.4M
Prior Year	\$21.8M	\$24.8M	\$46.3M	\$66.8M	\$93.1M	\$98.2M	\$80.4M	\$61.3M	\$36.3M	\$50.7M	\$57M	\$74.5M	\$76.7M
Percent Change from Prior Year	251%	205%	28%	-10%	-30%	-28%	-24%	3%	35%	2%	10%	-40%	-79%

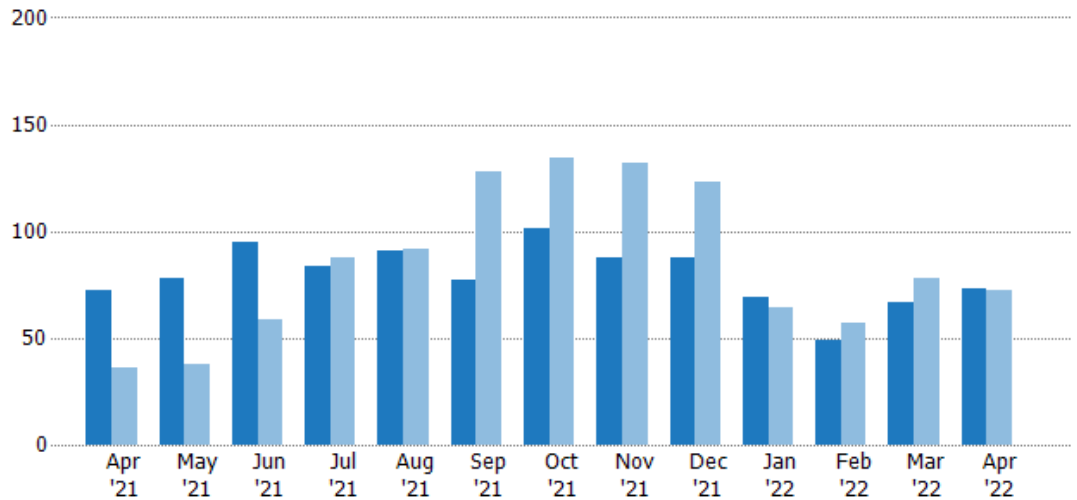
Closed Sales

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.
Apr '22	73	1.4%
Apr '21	72	100%
Apr '20	36	33.3%



Current Year	72	78	95	84	91	77	101	88	88	69	49	67	73
Prior Year	36	38	59	88	92	128	134	132	123	64	57	78	72
Percent Change from Prior Year	100%	105%	61%	-5%	-1%	-40%	-25%	-33%	-28%	8%	-14%	-14%	1%

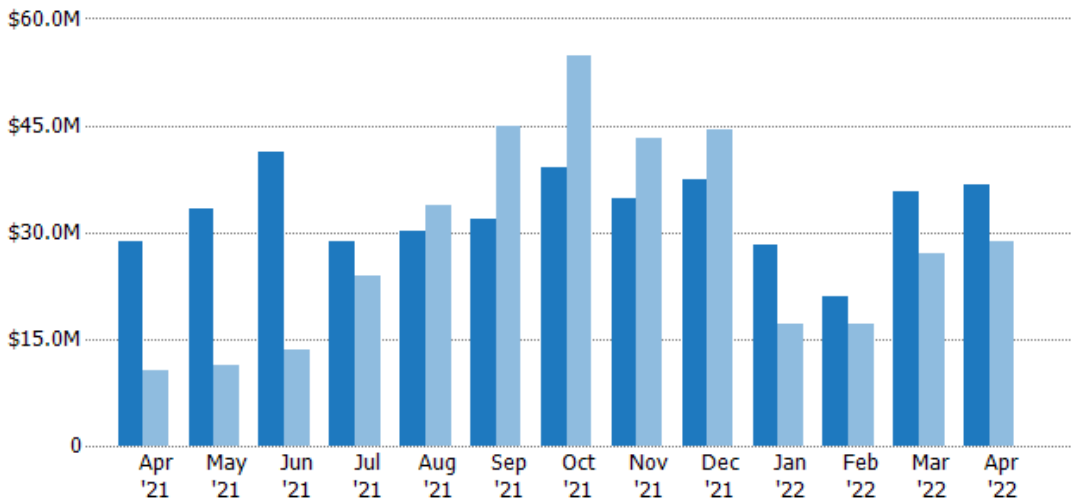
Closed Sales Volume

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.
Apr '22	\$36.6M	27.2%
Apr '21	\$28.8M	169.1%
Apr '20	\$10.7M	7.1%



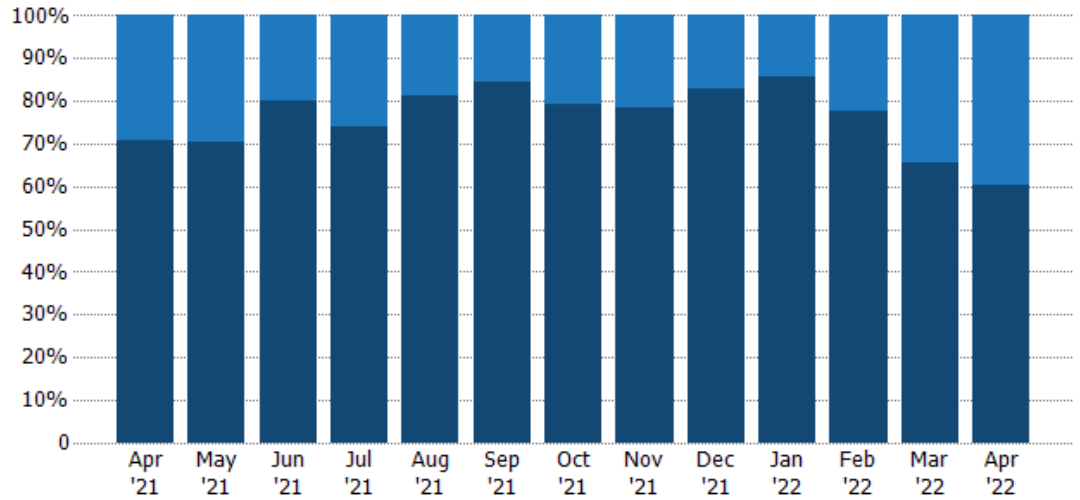
Current Year	\$28.8M	\$33.2M	\$41.3M	\$28.7M	\$30.2M	\$31.8M	\$39M	\$34.7M	\$37.3M	\$28.2M	\$21M	\$35.6M	\$36.6M
Prior Year	\$10.7M	\$11.4M	\$13.5M	\$23.9M	\$33.7M	\$45M	\$54.7M	\$43.3M	\$44.3M	\$17.2M	\$17.2M	\$26.9M	\$28.8M
Percent Change from Prior Year	169%	191%	207%	20%	-10%	-29%	-29%	-20%	-16%	64%	22%	32%	27%

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	29%	29%	20%	26%	19%	16%	21%	22%	17%	14%	22%	34%	40%
Single Family Residence	71%	71%	80%	74%	81%	84%	79%	78%	83%	86%	78%	66%	60%

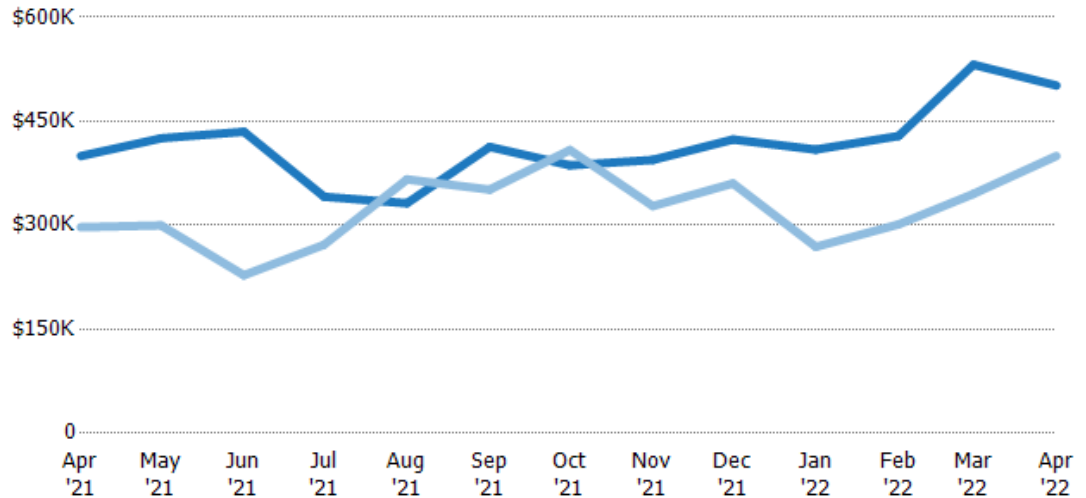
Average Sales Price

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.
Apr '22	\$502K	25.4%
Apr '21	\$400K	34.6%
Apr '20	\$297K	-19.7%



Current Year	\$400K	\$425K	\$435K	\$341K	\$332K	\$413K	\$386K	\$394K	\$424K	\$409K	\$429K	\$532K	\$502K
Prior Year	\$297K	\$300K	\$228K	\$272K	\$366K	\$351K	\$409K	\$328K	\$360K	\$269K	\$301K	\$345K	\$400K
Percent Change from Prior Year	35%	42%	91%	25%	-9%	18%	-5%	20%	18%	52%	42%	54%	25%

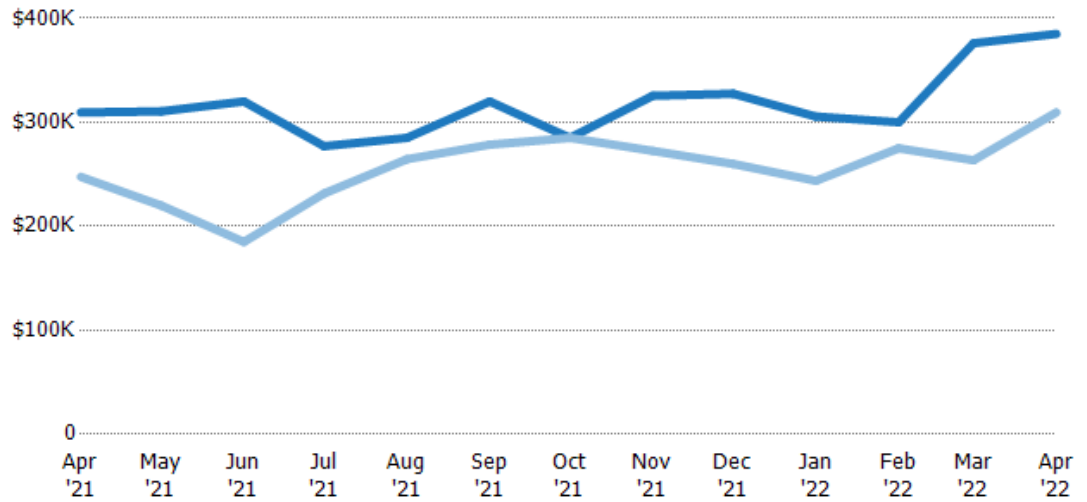
Median Sales Price

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.
Apr '22	\$385K	24.4%
Apr '21	\$310K	25.1%
Apr '20	\$248K	-16.2%



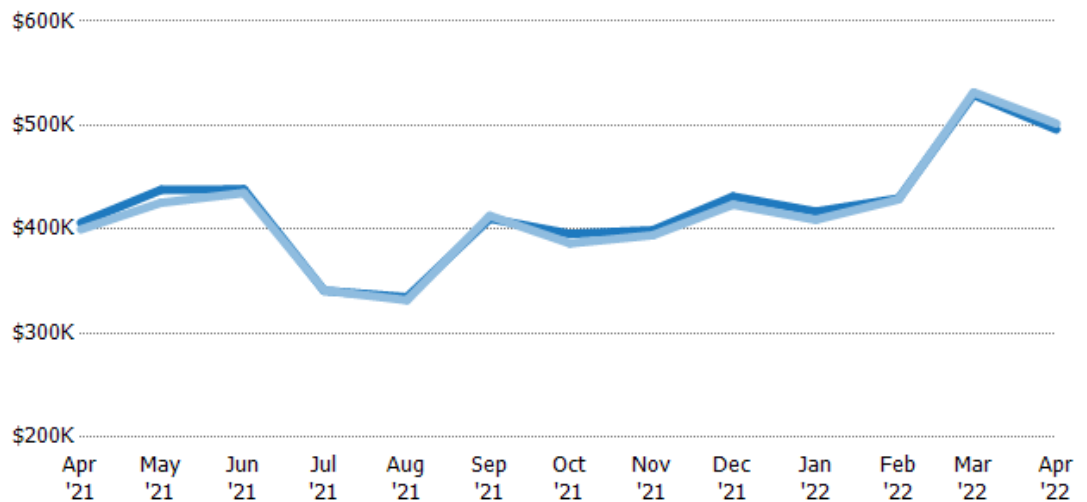
Current Year	\$310K	\$311K	\$320K	\$277K	\$285K	\$320K	\$285K	\$326K	\$328K	\$306K	\$300K	\$376K	\$385K
Prior Year	\$248K	\$220K	\$185K	\$232K	\$265K	\$278K	\$285K	\$272K	\$260K	\$244K	\$275K	\$264K	\$310K
Percent Change from Prior Year	25%	41%	73%	20%	8%	15%	0%	19%	26%	25%	9%	43%	24%

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



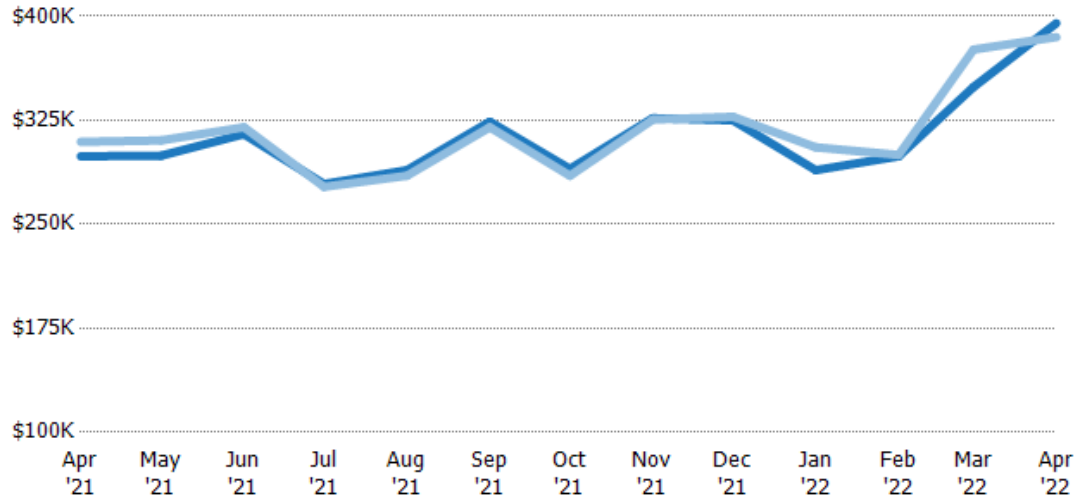
Avg List Price	\$406K	\$438K	\$438K	\$341K	\$335K	\$410K	\$396K	\$399K	\$431K	\$417K	\$430K	\$529K	\$496K
Avg Sales Price	\$400K	\$425K	\$435K	\$341K	\$332K	\$413K	\$386K	\$394K	\$424K	\$409K	\$429K	\$532K	\$502K
Avg Sales Price as a % of Avg List Price	98%	97%	99%	100%	99%	101%	98%	99%	98%	98%	100%	100%	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: Windham County, Vermont
Property Type:
Condo/Townhouse/Apt., Single
Family

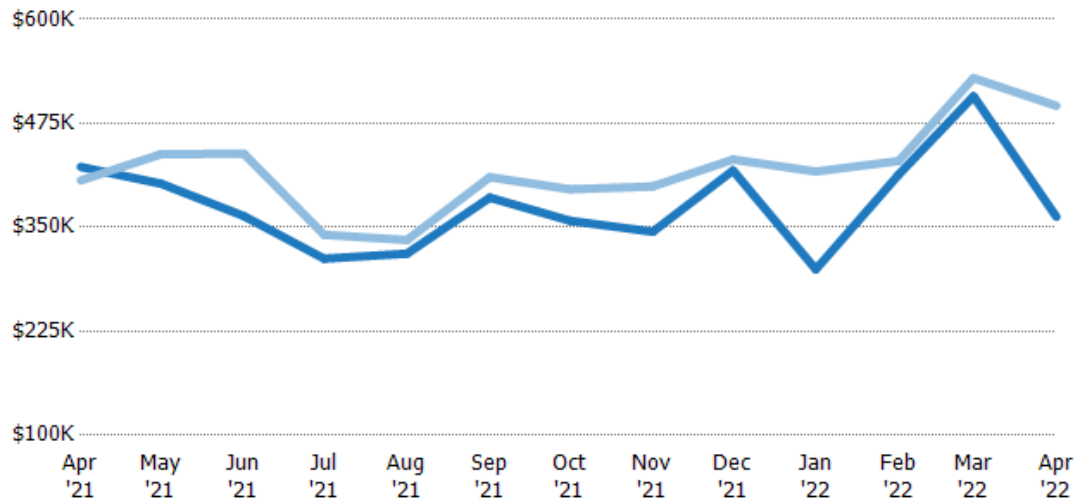


Average Sales Price vs Average Est Value

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

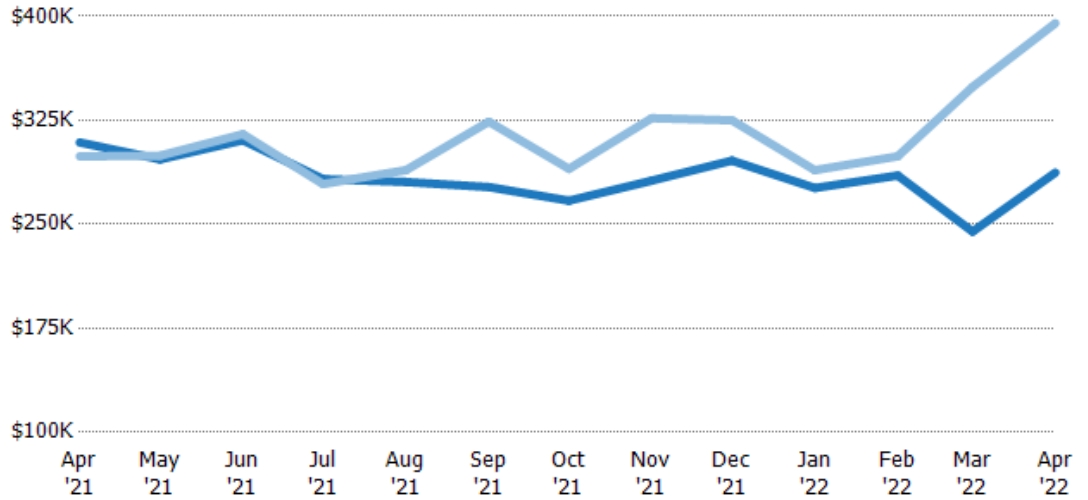


Median Sales Price vs Median Est Value

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



Median Est Value	\$309K	\$297K	\$311K	\$283K	\$281K	\$277K	\$267K	\$282K	\$296K	\$276K	\$285K	\$245K	\$287K
Median Sales Price	\$299K	\$299K	\$315K	\$279K	\$289K	\$324K	\$290K	\$327K	\$325K	\$289K	\$299K	\$349K	\$395K
Med Sales Price as a % of Med Est Value	97%	101%	101%	99%	103%	117%	109%	116%	110%	105%	105%	143%	138%