

## 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	Mar 2020	Mar 2019	+ / -	YTD 2020	YTD 2019	+ / -
<b>Listing Activity Charts Metrics</b>						
New Listing Count	29	66	-56.1%	153	182	-15.9%
New Listing Volume	\$11,519,100	\$21,856,900	-47.3%	\$54,791,095	\$59,349,000	-7.7%
Active Listing Count	369	573	-35.6%	N/A	N/A	
Active Listing Volume	\$174,518,886	\$234,066,398	-25.4%	N/A	N/A	
Average Listing Price	\$472,951	\$408,493	+15.8%	\$454,777	\$403,354	+12.7%
Median Listing Price	\$300,000	\$295,000	+1.7%	\$299,643	\$287,552	+4.2%
Median Days in RPR	196	200	-2%	191.58	192.11	-0.3%
Months of Inventory	8.8	15.1	-41.7%	10.6	13.1	-18.7%
Absorption Rate	11.38%	6.63%	+4.8%	9.4%	7.64%	+1.8%
<b>Sales Activity Charts Metrics</b>						
New Pending Sales Count	57	78	-26.9%	162	172	-5.8%
New Pending Sales Volume	\$18,409,500	\$20,053,856	-8.2%	\$45,760,298	\$43,997,454	+4%
Pending Sales Count	90	91	-1.1%	N/A	N/A	
Pending Sales Volume	\$28,841,300	\$24,987,455	+15.4%	N/A	N/A	
Closed Sales Count	36	41	-12.2%	124	119	+4.2%
Closed Sales Volume	\$7,172,650	\$9,457,775	-24.2%	\$28,585,001	\$27,907,350	+2.4%
Average Sales Price	\$199,240	\$230,677	-13.6%	\$230,524	\$234,516	-1.7%
Median Sales Price	\$182,750	\$225,000	-18.8%	\$207,013	\$205,882	+0.5%

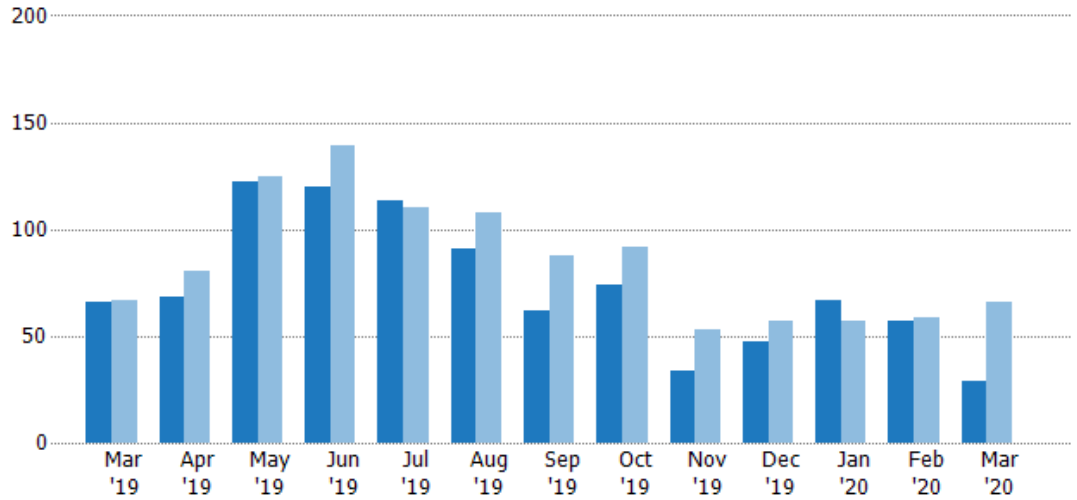
## New Listings

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 Residence

Month/ Year	Count	% Chg.
Mar '20	29	-56.1%
Mar '19	66	-1.5%
Mar '18	67	-4.5%



Current Year	66	68	122	120	113	91	62	74	34	47	67	57	29
Prior Year	67	80	125	139	110	108	88	92	53	57	57	59	66
Percent Change from Prior Year	-1%	-15%	-2%	-14%	3%	-16%	-30%	-20%	-36%	-18%	18%	-3%	-56%

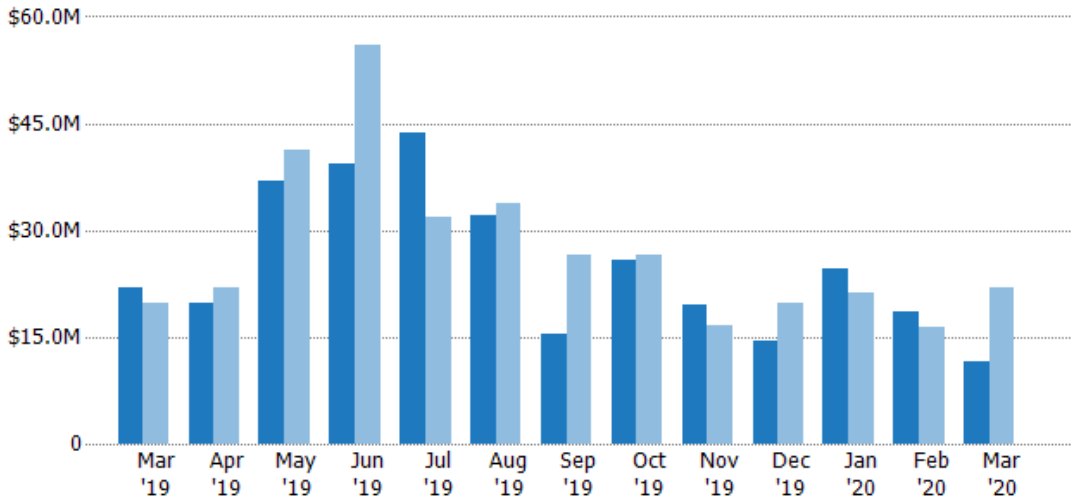
## New Listing Volume

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 Residence

Month/ Year	Volume	% Chg.
Mar '20	\$11.5M	-47.3%
Mar '19	\$21.9M	10.2%
Mar '18	\$19.8M	-6.9%



Current Year	\$21.9M	\$19.7M	\$37M	\$39.2M	\$43.6M	\$32M	\$15.5M	\$25.8M	\$19.4M	\$14.6M	\$24.7M	\$18.6M	\$11.5M
Prior Year	\$19.8M	\$21.9M	\$41.3M	\$56M	\$31.9M	\$33.8M	\$26.6M	\$26.5M	\$16.7M	\$19.7M	\$21.2M	\$16.3M	\$21.9M
Percent Change from Prior Year	10%	-10%	-10%	-30%	37%	-5%	-42%	-3%	16%	-26%	17%	14%	-47%

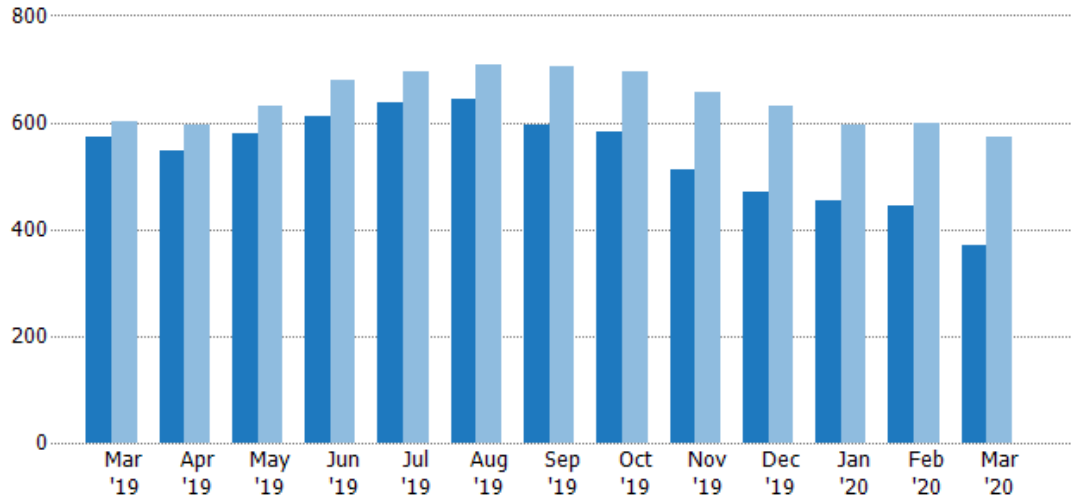
## Active Listings

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 Residence

Month/ Year	Count	% Chg.
Mar '20	369	-35.6%
Mar '19	573	-4.7%
Mar '18	601	-0.8%



Current Year	573	546	580	610	636	644	594	582	513	471	452	445	369
Prior Year	601	594	631	679	695	708	704	696	656	631	596	600	573
Percent Change from Prior Year	-5%	-8%	-8%	-10%	-8%	-9%	-16%	-16%	-22%	-25%	-24%	-26%	-36%

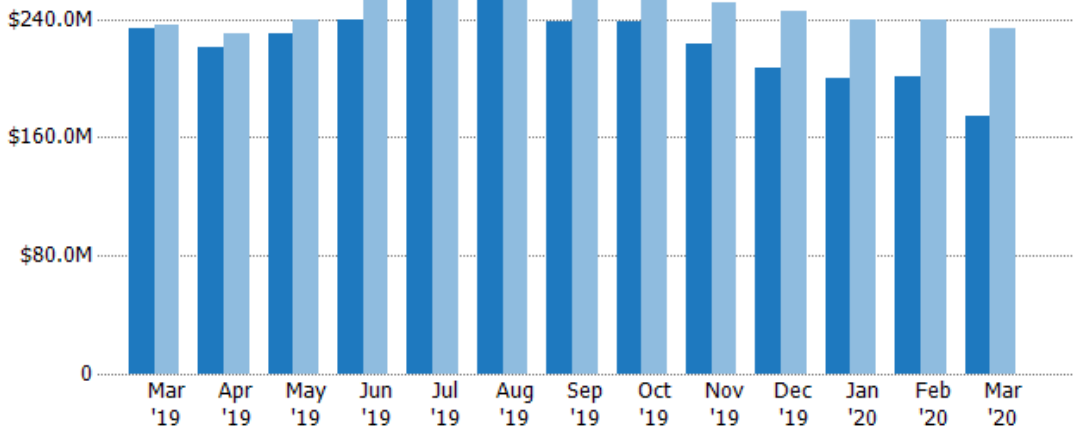
## Active Listing Volume

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 Residence

Month/ Year	Volume	% Chg.
Mar '20	\$175M	-25.4%
Mar '19	\$234M	-0.8%
Mar '18	\$236M	0.1%



Current Year	\$234M	\$221M	\$230M	\$239M	\$255M	\$257M	\$238M	\$239M	\$223M	\$207M	\$200M	\$201M	\$175M
Prior Year	\$236M	\$230M	\$239M	\$260M	\$262M	\$267M	\$263M	\$260M	\$251M	\$245M	\$240M	\$240M	\$234M
Percent Change from Prior Year	-1%	-4%	-4%	-8%	-3%	-4%	-9%	-8%	-11%	-16%	-16%	-16%	-25%

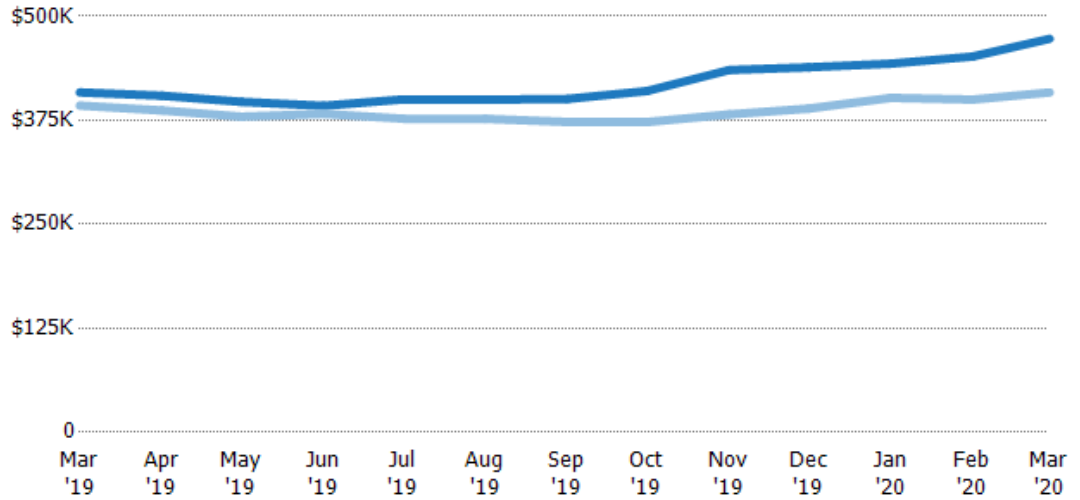
## Average Listing Price

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 Residence

Month/ Year	Price	% Chg.
Mar '20	\$473K	15.8%
Mar '19	\$408K	4%
Mar '18	\$393K	1%



Current Year	\$408K	\$405K	\$397K	\$392K	\$400K	\$400K	\$401K	\$410K	\$435K	\$439K	\$443K	\$452K	\$473K
Prior Year	\$393K	\$387K	\$379K	\$383K	\$377K	\$377K	\$373K	\$373K	\$382K	\$389K	\$402K	\$400K	\$408K
Percent Change from Prior Year	4%	5%	5%	3%	6%	6%	7%	10%	14%	13%	10%	13%	16%

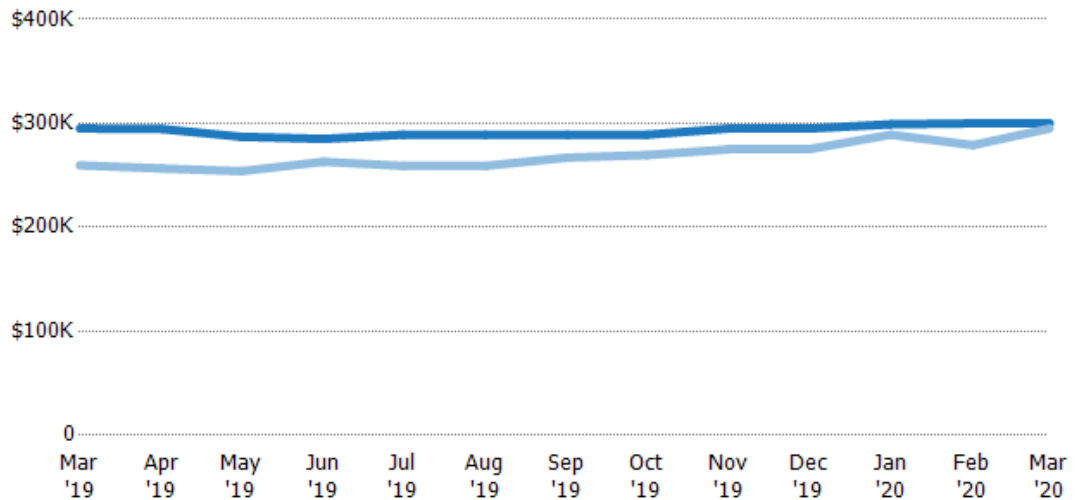
## Median Listing Price

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 Residence

Month/ Year	Price	% Chg.
Mar '20	\$300K	1.7%
Mar '19	\$295K	13.7%
Mar '18	\$260K	-3.7%



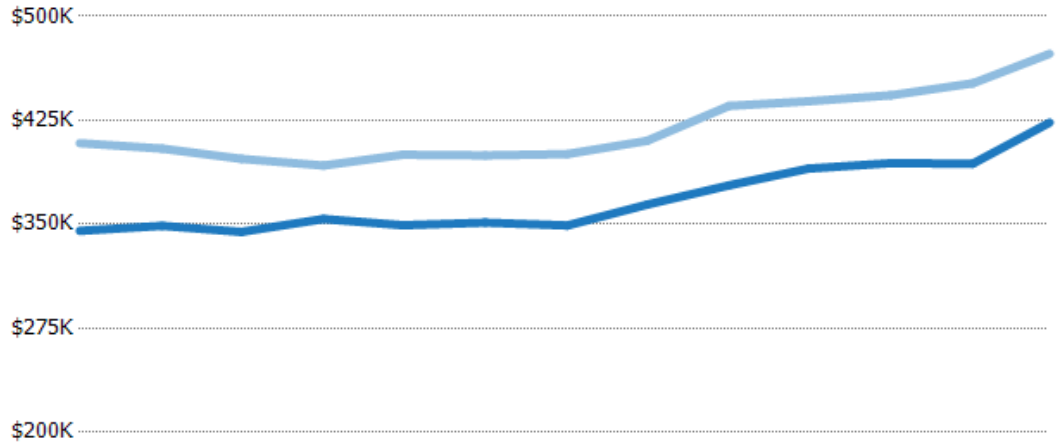
Current Year	\$295K	\$295K	\$287K	\$285K	\$289K	\$289K	\$289K	\$289K	\$295K	\$295K	\$299K	\$300K	\$300K
Prior Year	\$260K	\$257K	\$254K	\$263K	\$259K	\$259K	\$267K	\$269K	\$275K	\$275K	\$289K	\$279K	\$295K
Percent Change from Prior Year	14%	15%	13%	8%	12%	12%	8%	7%	7%	7%	3%	8%	2%

## 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 Residence



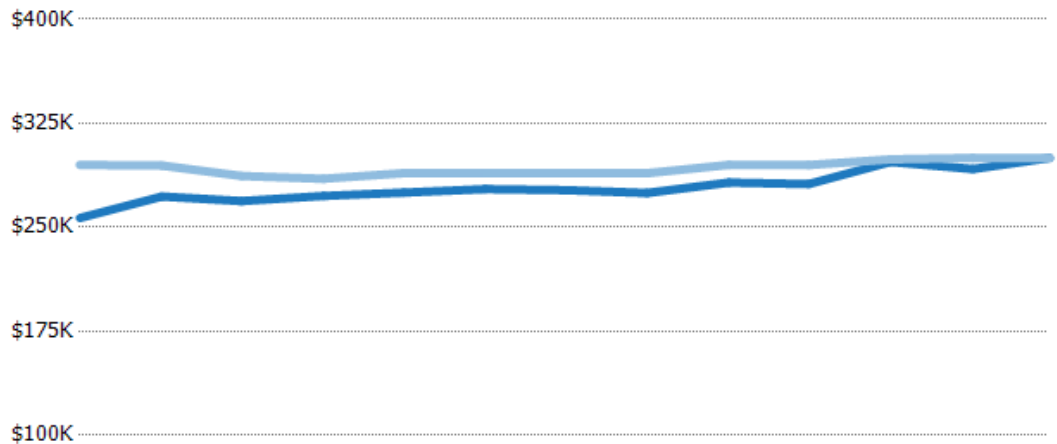
	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20
Avg Est Value	\$345K	\$349K	\$345K	\$354K	\$349K	\$351K	\$349K	\$364K	\$378K	\$390K	\$394K	\$394K	\$423K
Avg Listing Price	\$408K	\$405K	\$397K	\$392K	\$400K	\$400K	\$401K	\$410K	\$435K	\$439K	\$443K	\$452K	\$473K
Avg Listing Price as a % of Avg Est Value	118%	116%	115%	111%	115%	114%	115%	113%	115%	112%	112%	115%	112%

## 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 Residence



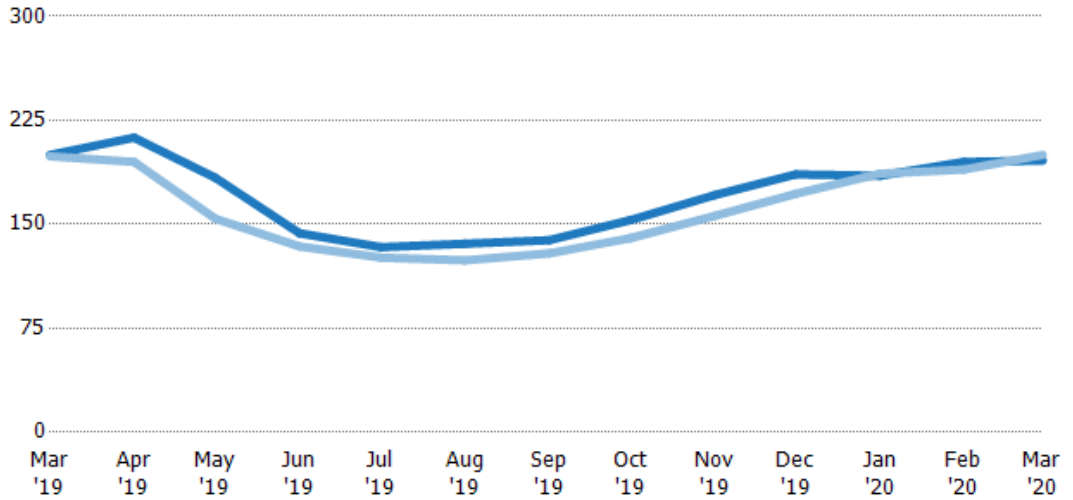
	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20
Median Est Value	\$257K	\$272K	\$269K	\$273K	\$275K	\$278K	\$277K	\$275K	\$282K	\$281K	\$297K	\$292K	\$300K
Median Listing Price	\$295K	\$295K	\$287K	\$285K	\$289K	\$289K	\$289K	\$289K	\$295K	\$295K	\$299K	\$300K	\$300K
Med Listing Price as a % of Med Est Value	115%	108%	107%	105%	105%	104%	104%	105%	105%	105%	101%	103%	100%

## 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 Residence



Month/Year	Days	% Chg.
Mar '20	196	-2%
Mar '19	200	0.5%
Mar '18	199	2%

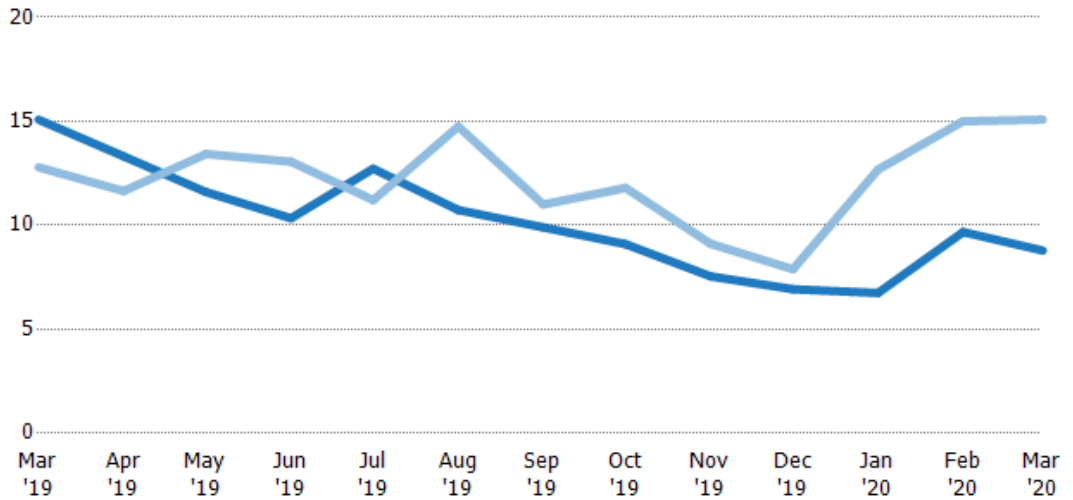
Current Year	200	213	184	144	134	136	139	153	171	186	185	195	196
Prior Year	199	195	154	134	126	124	129	140	156	172	187	190	200
Percent Change from Prior Year	1%	9%	19%	7%	6%	10%	7%	9%	10%	8%	-1%	3%	-2%

## 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 Residence



Month/Year	Months	% Chg.
Mar '20	8.79	-41.7%
Mar '19	15.1	17.9%
Mar '18	12.8	45.7%

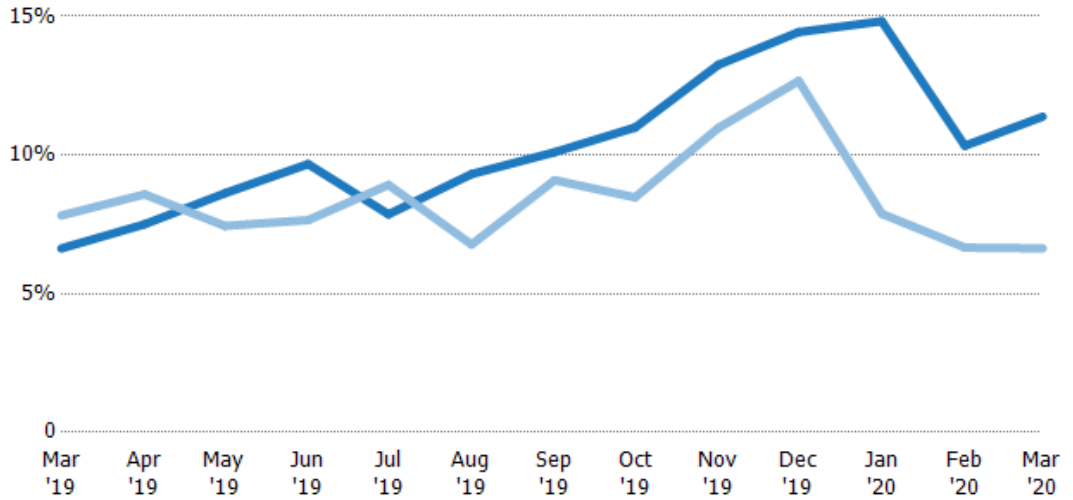
Current Year	15.1	13.3	11.6	10.3	12.7	10.7	9.9	9.09	7.54	6.93	6.75	9.67	8.79
Prior Year	12.8	11.6	13.4	13.1	11.2	14.8	11	11.8	9.11	7.89	12.7	15	15.1
Percent Change from Prior Year	18%	14%	-14%	-21%	13%	-27%	-10%	-23%	-17%	-12%	-47%	-36%	-42%

## Absorption Rate

The percentage of inventory sold per month.

### Filters Used

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



Month/Year	Rate	Chg.
Mar '20	11%	-4.8%
Mar '19	7%	1.2%
Mar '18	8%	-31.5%

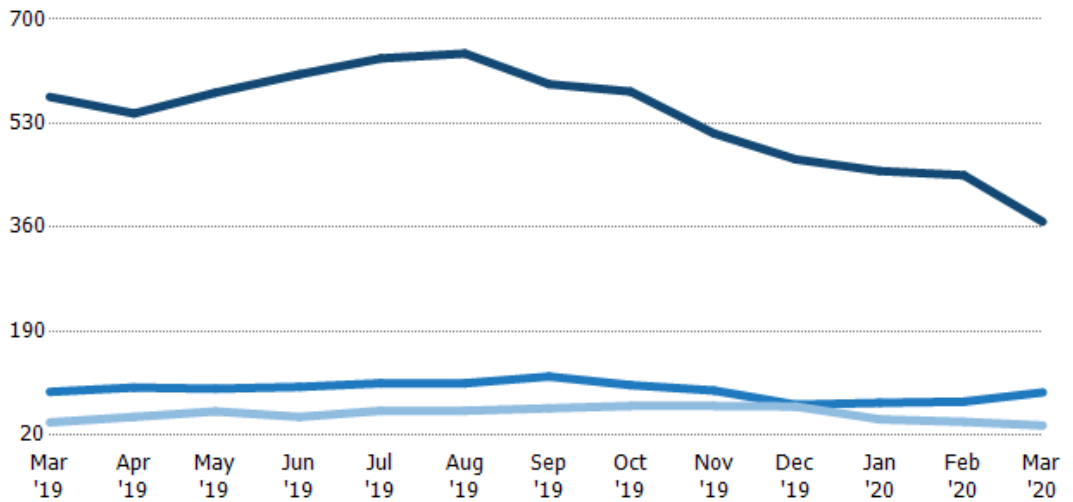
	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20
Current Year	7%	8%	9%	10%	8%	9%	10%	11%	13%	14%	15%	10%	11%
Prior Year	8%	9%	7%	8%	9%	7%	9%	8%	11%	13%	8%	7%	7%
Change from Prior Year	1%	1%	-1%	-2%	1%	-3%	-1%	-3%	-2%	-2%	-7%	-4%	-5%

## 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 Residence



	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20
Active	573	546	580	610	636	644	594	582	513	471	452	445	369
Pending	91	98	96	99	105	105	116	102	93	70	73	75	90
Sold	41	50	59	50	60	60	64	68	68	67	46	42	36

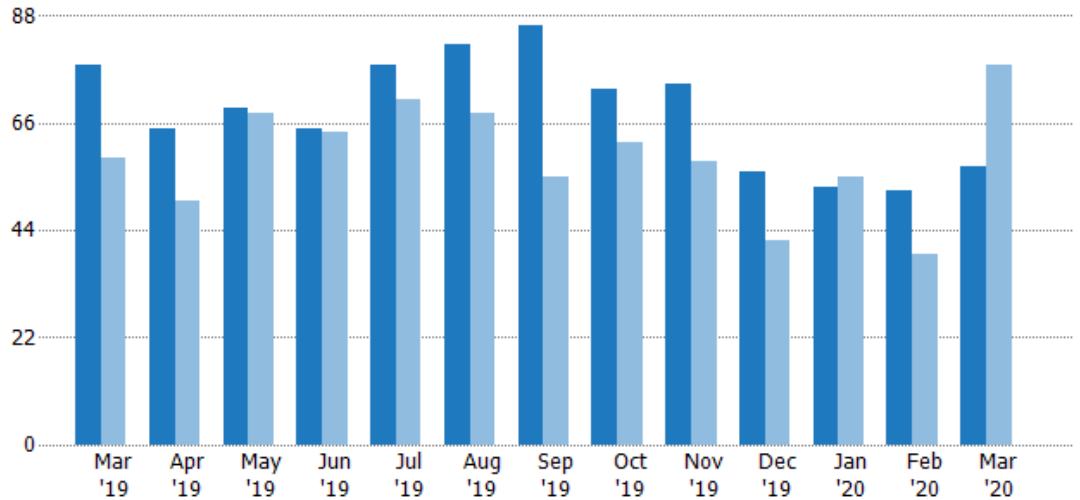
## New Pending Sales

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 Residence

Month/ Year	Count	% Chg.
Mar '20	57	-26.9%
Mar '19	78	32.2%
Mar '18	59	-16.9%



Current Year	78	65	69	65	78	82	86	73	74	56	53	52	57
Prior Year	59	50	68	64	71	68	55	62	58	42	55	39	78
Percent Change from Prior Year	32%	30%	1%	2%	10%	21%	56%	18%	28%	33%	-4%	33%	-27%

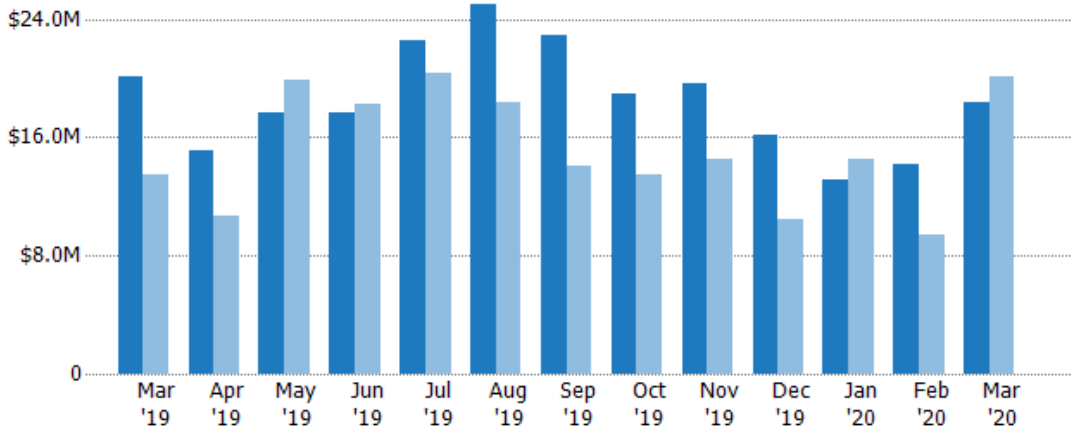
## New Pending Sales Volume

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 Residence

Month/ Year	Volume	% Chg.
Mar '20	\$18.4M	-8.2%
Mar '19	\$20.1M	48.9%
Mar '18	\$13.5M	-0.4%



Current Year	\$20.1M	\$15.2M	\$17.7M	\$17.6M	\$22.5M	\$25.1M	\$22.9M	\$19M	\$19.7M	\$16.2M	\$13.2M	\$14.2M	\$18.4M
Prior Year	\$13.5M	\$10.7M	\$19.8M	\$18.2M	\$20.4M	\$18.4M	\$14M	\$13.5M	\$14.5M	\$10.4M	\$14.5M	\$9.44M	\$20.1M
Percent Change from Prior Year	49%	42%	-11%	-3%	11%	36%	63%	41%	36%	55%	-9%	50%	-8%

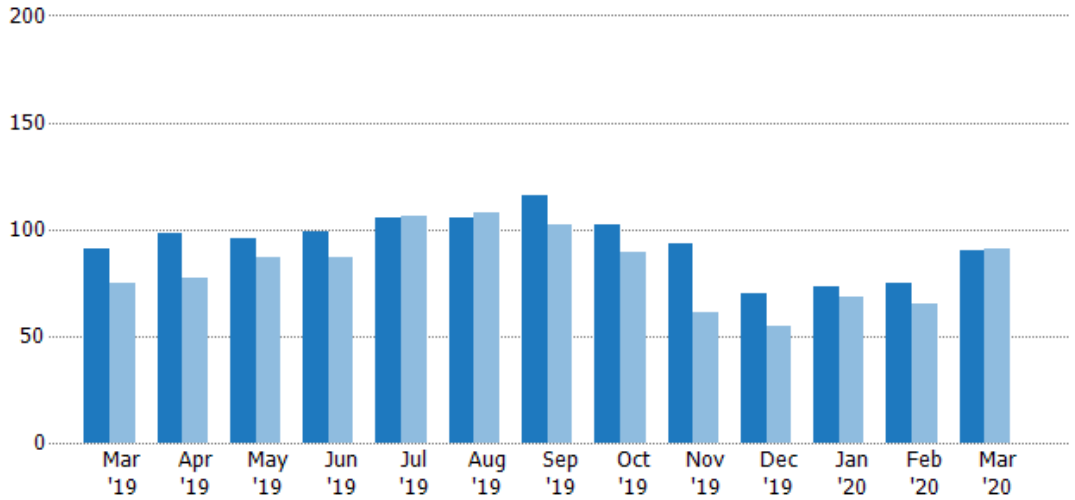


## Pending Sales

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 Residence



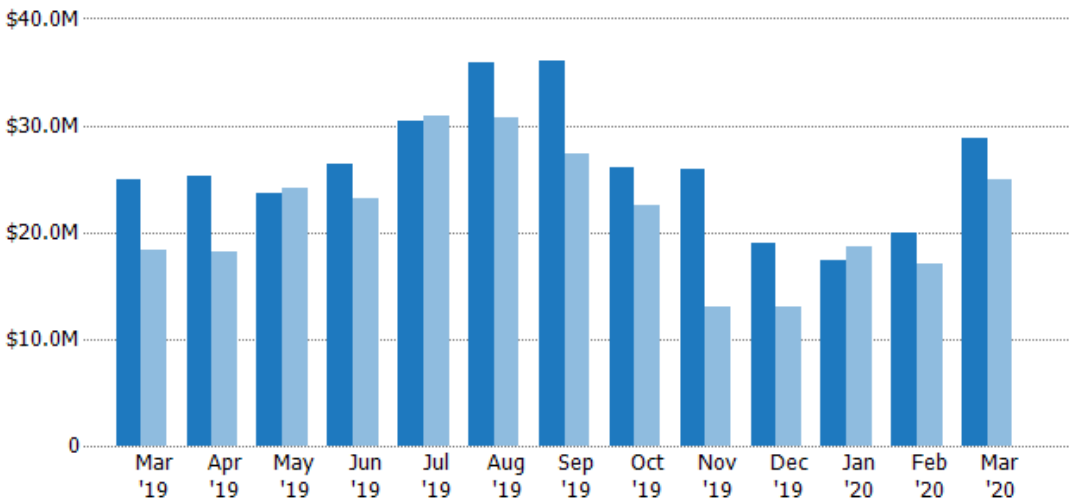
	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20
Current Year	91	98	96	99	105	105	116	102	93	70	73	75	90
Prior Year	75	77	87	87	106	108	102	89	61	55	68	65	91
Percent Change from Prior Year	21%	27%	10%	14%	-1%	-3%	14%	15%	52%	27%	7%	15%	-1%

## 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 Residence



	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20
Current Year	\$25M	\$25.2M	\$23.7M	\$26.3M	\$30.4M	\$35.9M	\$36M	\$26.1M	\$25.9M	\$18.9M	\$17.4M	\$20M	\$28.8M
Prior Year	\$18.4M	\$18.1M	\$24.2M	\$23.2M	\$30.9M	\$30.8M	\$27.3M	\$22.4M	\$13.1M	\$13.1M	\$18.7M	\$17.1M	\$25M
Percent Change from Prior Year	36%	39%	-2%	14%	-2%	16%	32%	16%	98%	45%	-7%	17%	15%

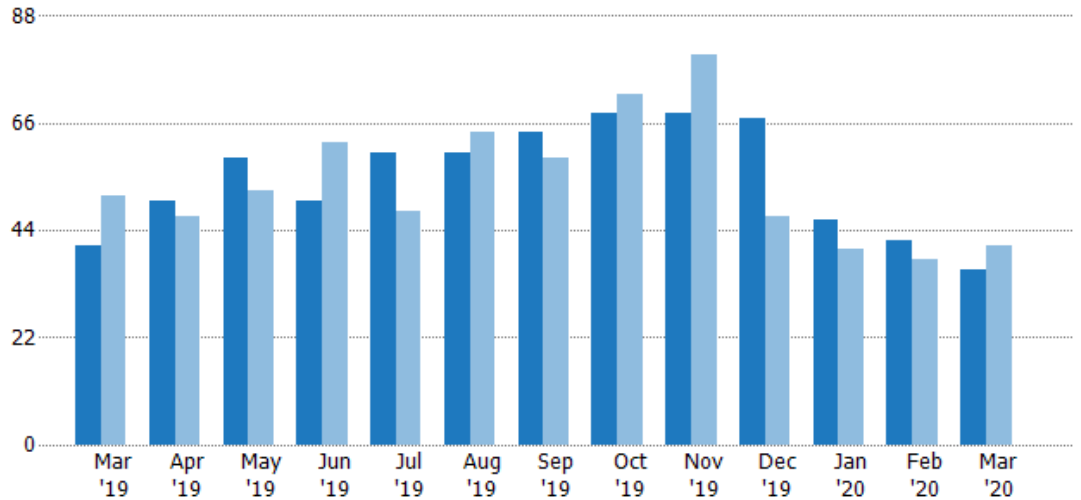
## Closed Sales

The total number of residential properties sold each month.

### Filters Used

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

Month/ Year	Count	% Chg.
Mar '20	36	-12.2%
Mar '19	41	-19.6%
Mar '18	51	-19.6%



	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20
Current Year	41	50	59	50	60	60	64	68	68	67	46	42	36
Prior Year	51	47	52	62	48	64	59	72	80	47	40	38	41
Percent Change from Prior Year	-20%	6%	13%	-19%	25%	-6%	8%	-6%	-15%	43%	15%	11%	-12%

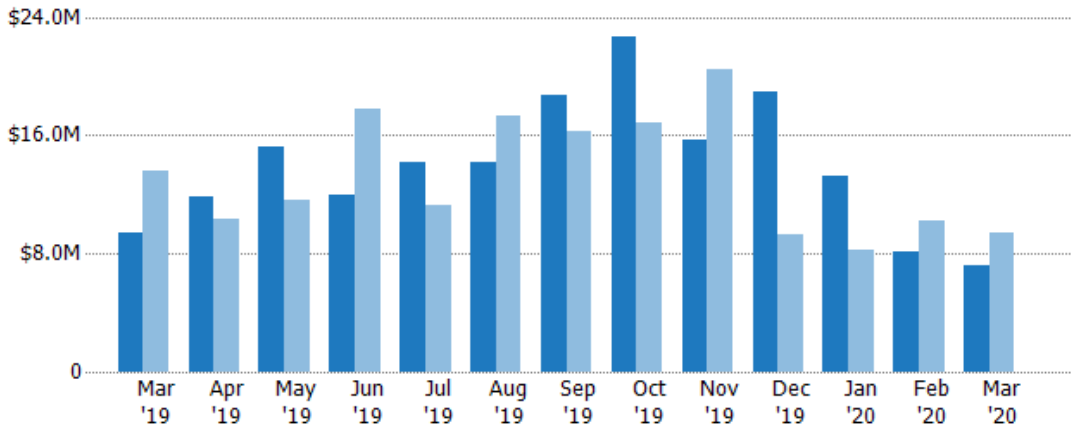
## Closed Sales Volume

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 Residence

Month/ Year	Volume	% Chg.
Mar '20	\$7.17M	-24.2%
Mar '19	\$9.46M	-30.7%
Mar '18	\$13.6M	-22%



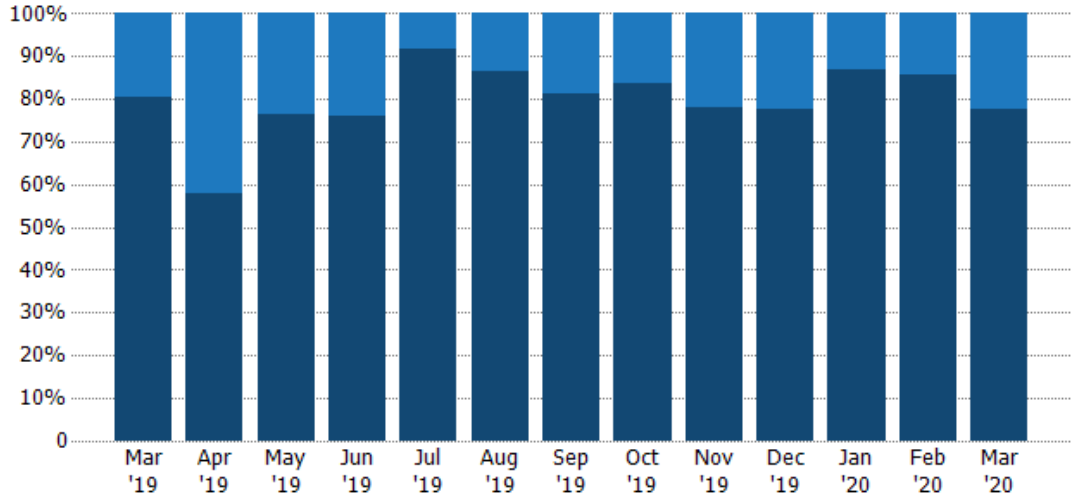
	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20
Current Year	\$9.46M	\$11.9M	\$15.2M	\$11.9M	\$14.2M	\$14.1M	\$18.7M	\$22.7M	\$15.7M	\$19M	\$13.3M	\$8.12M	\$7.17M
Prior Year	\$13.6M	\$10.3M	\$11.6M	\$17.8M	\$11.3M	\$17.3M	\$16.3M	\$16.8M	\$20.4M	\$9.26M	\$8.18M	\$10.3M	\$9.46M
Percent Change from Prior Year	-31%	15%	31%	-33%	26%	-18%	15%	35%	-23%	105%	62%	-21%	-24%

## 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 Residence



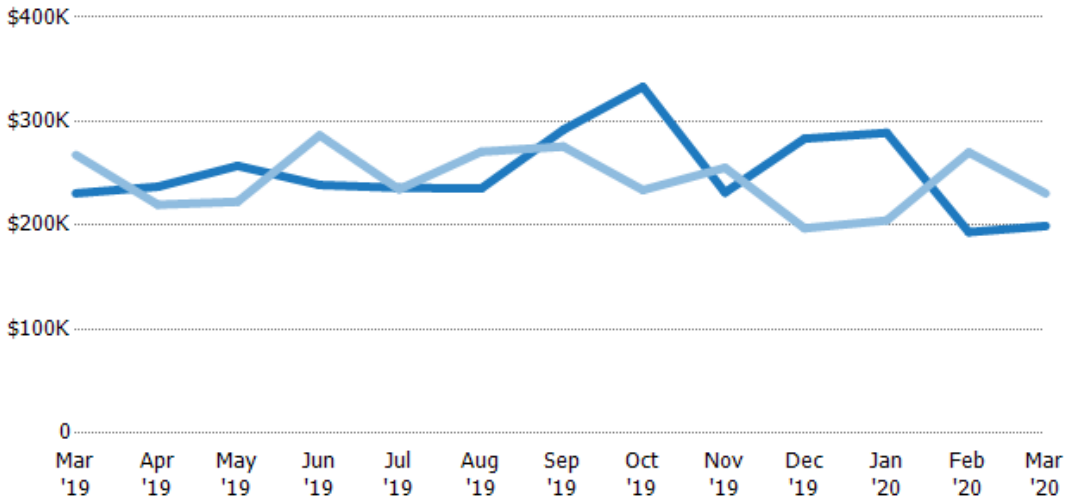
Condo/Townhouse	20%	42%	24%	24%	8%	13%	19%	16%	22%	22%	13%	14%	22%
Single Family Residence	80%	58%	76%	76%	92%	87%	81%	84%	78%	78%	87%	86%	78%

## 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 Residence



Current Year	\$231K	\$237K	\$257K	\$239K	\$236K	\$235K	\$292K	\$333K	\$231K	\$283K	\$289K	\$193K	\$199K
Prior Year	\$268K	\$220K	\$223K	\$287K	\$235K	\$271K	\$276K	\$234K	\$255K	\$197K	\$205K	\$270K	\$231K
Percent Change from Prior Year	-14%	8%	15%	-17%	1%	-13%	6%	42%	-9%	44%	41%	-28%	-14%

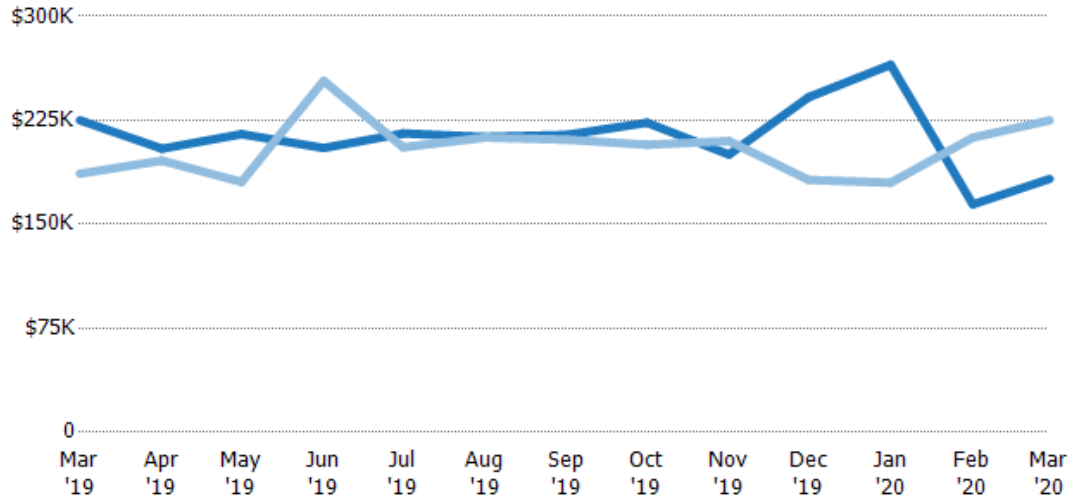
## Median Sales Price

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 Residence

Month/ Year	Price	% Chg.
Mar '20	\$183K	-18.8%
Mar '19	\$225K	20.6%
Mar '18	\$187K	2.9%



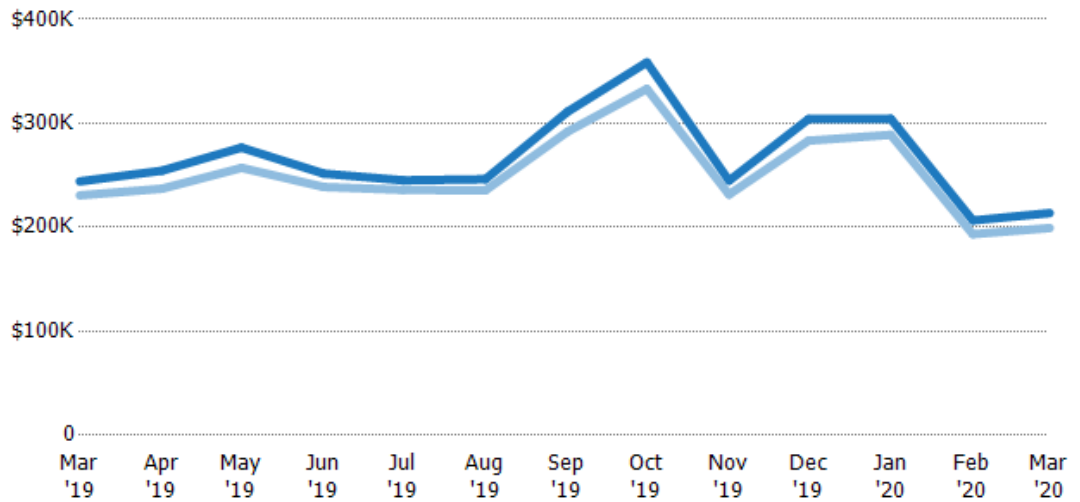
Current Year	\$225K	\$205K	\$215K	\$205K	\$216K	\$213K	\$215K	\$223K	\$200K	\$242K	\$265K	\$164K	\$183K
Prior Year	\$187K	\$196K	\$181K	\$254K	\$206K	\$213K	\$211K	\$207K	\$210K	\$182K	\$180K	\$213K	\$225K
Percent Change from Prior Year	21%	4%	19%	-19%	5%	0%	2%	8%	-5%	33%	47%	-23%	-19%

## 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 Residence



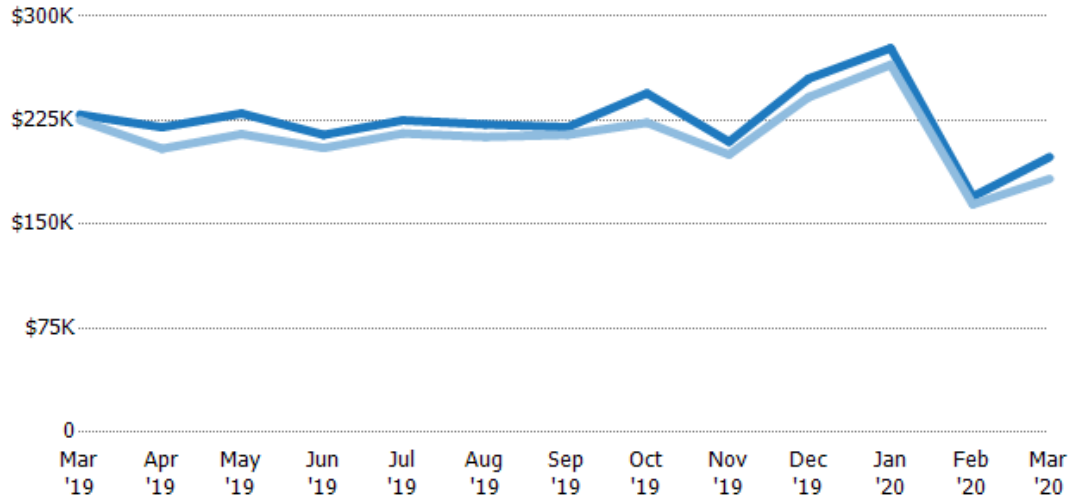
Avg List Price	\$244K	\$254K	\$277K	\$252K	\$245K	\$246K	\$311K	\$359K	\$245K	\$304K	\$304K	\$207K	\$214K
Avg Sales Price	\$231K	\$237K	\$257K	\$239K	\$236K	\$235K	\$292K	\$333K	\$231K	\$283K	\$289K	\$193K	\$199K
Avg Sales Price as a % of Avg List Price	94%	93%	93%	95%	96%	96%	94%	93%	95%	93%	95%	94%	93%

## 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 Residence



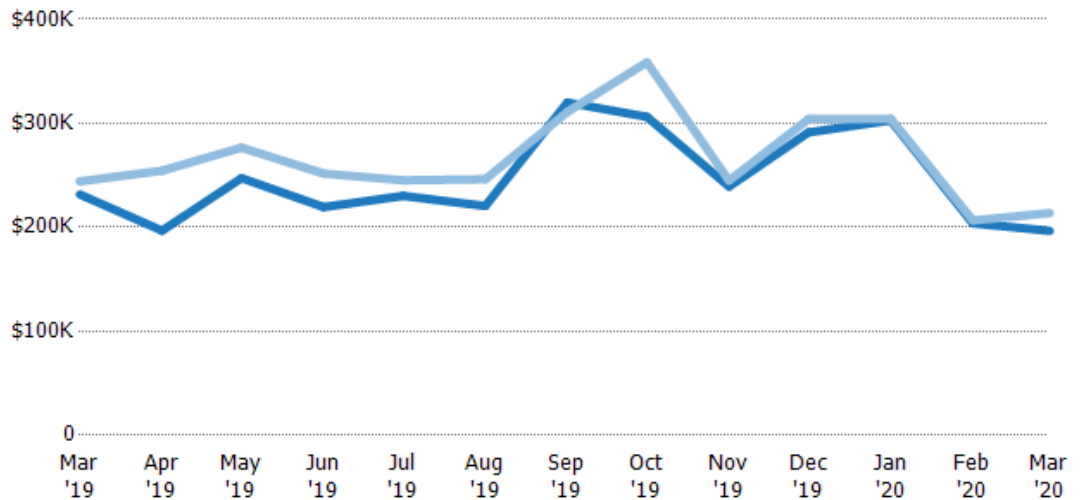
	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20
Median List Price	\$229K	\$220K	\$230K	\$215K	\$225K	\$222K	\$220K	\$244K	\$210K	\$255K	\$277K	\$170K	\$198K
Median Sales Price	\$225K	\$205K	\$215K	\$205K	\$216K	\$213K	\$215K	\$223K	\$200K	\$242K	\$265K	\$164K	\$183K
Med Sales Price as a % of Med List Price	98%	93%	94%	96%	96%	96%	98%	91%	96%	95%	96%	97%	92%

## 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 Residence



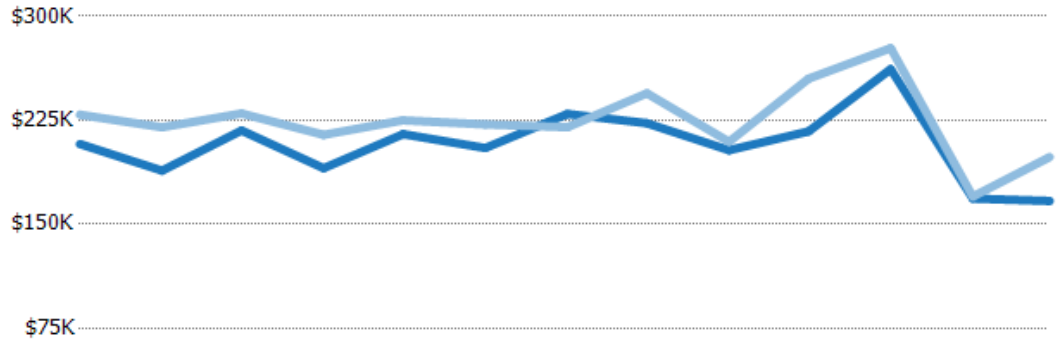
	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20
Avg Est Value	\$232K	\$197K	\$247K	\$219K	\$230K	\$220K	\$320K	\$306K	\$239K	\$291K	\$303K	\$204K	\$197K
Avg Sales Price	\$244K	\$254K	\$277K	\$252K	\$245K	\$246K	\$311K	\$359K	\$245K	\$304K	\$304K	\$207K	\$214K
Avg Sales Price as a % of Avg Est Value	105%	129%	112%	115%	107%	112%	97%	117%	102%	104%	101%	101%	109%

## 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 Residence



	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20
Median Est Value	\$208K	\$189K	\$218K	\$190K	\$215K	\$205K	\$230K	\$223K	\$203K	\$217K	\$262K	\$169K	\$167K
Median Sales Price	\$229K	\$220K	\$230K	\$215K	\$225K	\$222K	\$220K	\$244K	\$210K	\$255K	\$277K	\$170K	\$198K
Med Sales Price as a % of Med Est Value	110%	117%	106%	113%	105%	108%	96%	110%	103%	118%	106%	101%	119%