

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 2018	Apr 2017	+ / -	YTD 2018	YTD 2017	+ / -
Listing Activity Charts Metrics						
New Listing Count	91	93	-2.2%	91	93	-2.2%
New Listing Volume	\$39,116,599	\$38,359,600	+2%	\$39,116,599	\$38,359,600	+2%
Active Listing Count	526	761	-30.9%	526	761	-30.9%
Active Listing Volume	\$282,002,588	\$373,917,165	-24.6%	\$282,002,588	\$373,917,165	-24.6%
Average Listing Price	\$536,127	\$491,350	+9.1%	\$536,127	\$491,350	+9.1%
Median Listing Price	\$339,000	\$280,000	+21.1%	\$339,000	\$280,000	+21.1%
Median Daysin RPR	182.5	240	-24%	182.5	240	-24%
Months of Inventory	_	_	-	8.9	15.9	-43.8%
Absorption Rate	_	_	+-	11.22%	6.31%	+4.9%
Sales Activity Charts Metrics			1			
New Pending Sales Count	91	78	+16.7%	91	78	+16.7%
New Pending Sales Volume	\$23,770,149	\$20,456,800	+16.2%	\$23,770,149	\$20,456,800	+16.2%
Pending Sales Count	142	144	-1.4%	142	144	-1.4%
Pending Sales Volume	\$41,539,798	\$41,887,125	-0.8%	\$41,539,798	\$41,887,125	-0.8%
Closed Sales Count	67	59	+13.6%	67	59	+13.6%
Closed Sales Volume	\$22,166,935	\$14,665,750	+51.1%	\$22,166,935	\$14,665,750	+51.1%
Average Sales Price	\$330,850	\$248,572	+33.1%	\$330,850	\$248,572	+33.1%
Median Sales Price	\$180,000	\$212,000	-15.1%	\$180,000	\$212,000	-15.1%

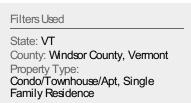


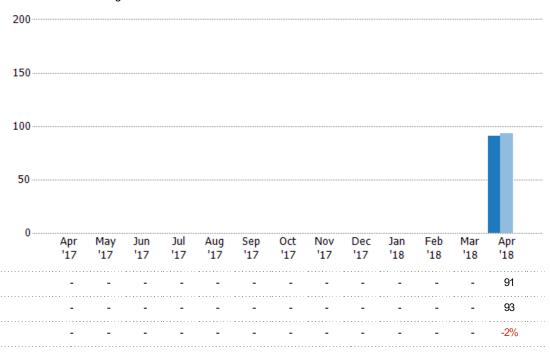




New Listings

The number of new single-family, condominium and townhome listings that were added each month.





New Listing Volume

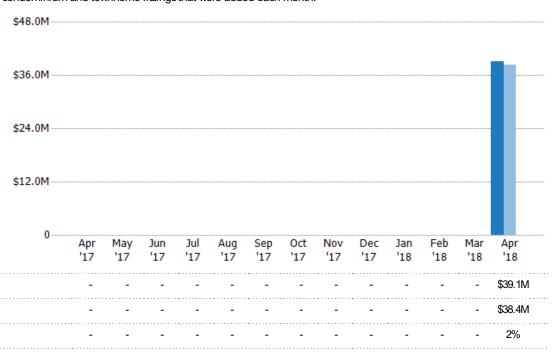
Percent Change from Prior Year

Current Year

Prior Year

The sum of the listing price of single-family, condominium and townhome listings that were added each month.

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



Current Year

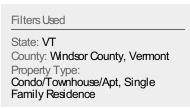
Percent Change from Prior Year

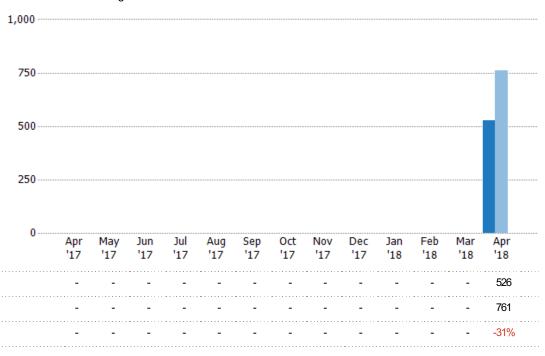




Active Listings

The number of active single-family, condominium and townhome listings at the end of each month.





Active Listing Volume

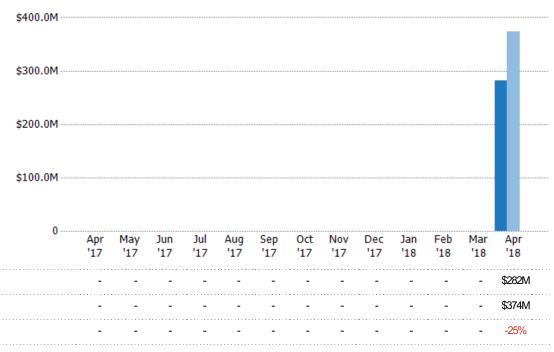
Percent Change from Prior Year

Current Year

Prior Year

The sum of the listing price of active single-family, condominium and townhome listings at the end of each month.

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





Current Year

Percent Change from Prior Year





Average Listing Price

The average listing price of active single-family, condominium and townhome listings at the end of each month.

	\$600K												
Filters Used													
State: VT County: Windsor County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	\$450K												
,	\$300K												
	\$150K												
	0												
	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$536K
Prior Year	-	-	-	-	-	-	-	-	-	=	-	-	\$491K
Percent Change from Prior Year	-	-	=	-	-	-	-	-	-	-	-	-	9%

Median Listing Price

The median listing price of active single-family, condominium and townhome listings at the end of each month.

Filters Used	\$400K												
State: VT County: Windsor County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	\$300K												
ranny Residence	\$200K												
	\$100K												
	0												
	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$339k
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$280
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	21%





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: Windsor County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	\$450K												
	\$300K												
	\$150K												
	\$150K												
	\$150K 0 Apr '17	May '17			Aug '17		0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18
Avg Est Value	0 Apr	May	Jun	Jul	Aug	Sep	0ct	Nov	Dec				
Avg Est Value Avg Listing Price	0 Apr	May	Jun '17	Jul	Aug	Sep	0ct	Nov	Dec	'18 -		'18 -	'18

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.

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

Med Listing Price as a $\%\,\mathrm{of}\,$ Med Est Value

20016							
NAME							
200K		 	 	 	 	 	
100K		 	 	 	 	 	•••••
•	Mav						
•	May '17						
•							
•							Apr '18



Median Est Value

Median Listing Price





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: Windsor County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	225												
	150												
	75												
	75												
	0												
	75 0 Apr '17												Α.
Current Year	0	May	Jun	 Jul	Aug	Sep	0ct	Nov	Dec	Jan	Feb	Mar	
Current Year Prior Year	0 Apr '17	May '17 -	Jun '17 -	Jul '17 -	Aug	Sep '17	0ct '17 -	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	

Months of Inventory

Percent Change from Prior Year

	20												
Filters Used													
State: VT County: Windsor County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	15												
	10												
	5												
	-												
	0												
	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Ар '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	11.







5%

Absorption Rate

The percentage of inventory sold per month.

Filters Used

State: VT

County: Windsor County, Vermont

Property Type: Condo/Townhouse/Apt, Single

Family Residence

10%	

	0												
	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	9%
Prior Year	=	-	-	-	-	-	-	-	-	-	-	-	9%
Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	0%

Active/Pending/Sold Units

The number of single-family, condominium and townhome properties that were Active, Pending and Sold each month.

Filters Used State: VT County: Windsor County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence

450 300 150

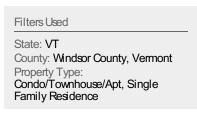
	0 Apr '17	May '17	Jun '17	Jul '17	Aug	Sep '17	Oct	Nov	Dec	Jan '18	Feb '18	Mar '18	Apr '18
Active	-	-	-	-	-	-	-	-	-	-	-		526
Pending	-	-	-	-	-	-	-	-	-	-	-	-	142
Sold	-	-	-	-	-	-	-	-	-	-	-	-	67

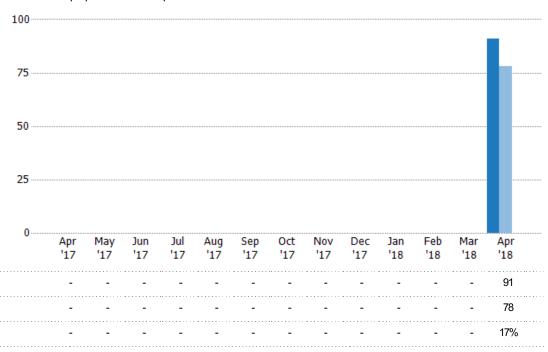




New Pending Sales

The number of single-family, condominium and townhome properties with accepted offers that were added each month.





New Pending Sales Volume

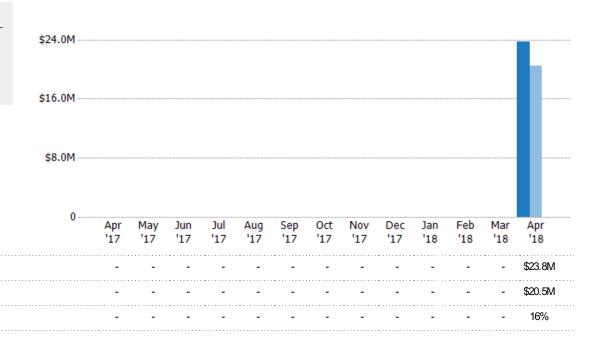
Percent Change from Prior Year

Current Year

Prior Year

The sum of the sales price of single-family, condominium and townhome properties with accepted offers that were added each month.

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





Current Year

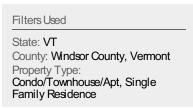
Percent Change from Prior Year

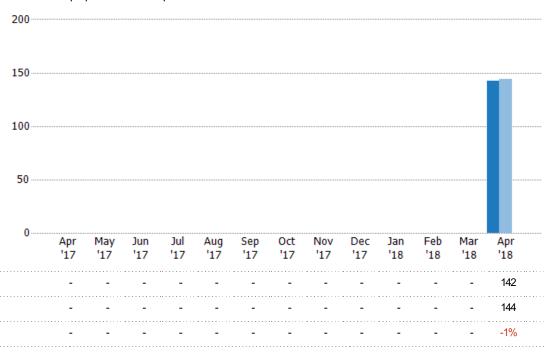




Pending Sales

The number of single-family, condominium and townhome properties with accepted offers that were available at the end each month.





Pending Sales Volume

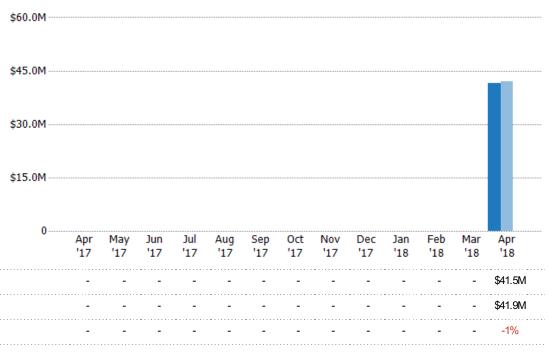
Percent Change from Prior Year

Current Year

Prior Year

The sum of the sales price of single-family, condominium and townhome properties with accepted offers that were available at the end of each month.





Current Year

Percent Change from Prior Year

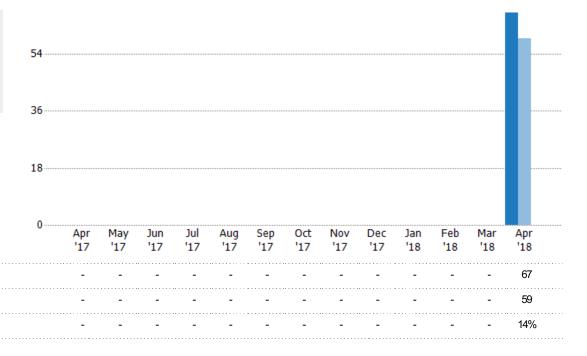




Closed Sales

The total number of single-family, condominium and townhome properties sold each month.





Closed Sales Volume

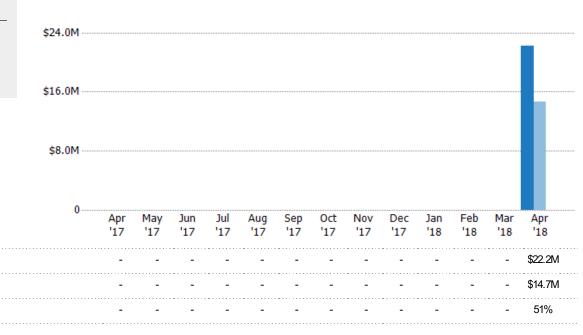
Percent Change from Prior Year

Current Year

Prior Year

The sum of the sales price of single-family, condominium and townhome properties sold each month.

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



Current Year

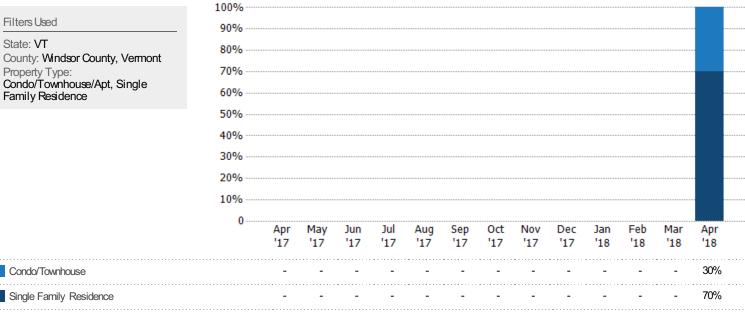
Percent Change from Prior Year





Closed Sales by Property Type

The percentage of single-family, condominium and townhome properties sold each month by property type.



Average Sales Price

The average sales price of the single-family, condominium and townhome properties sold each month.

Filters Used
State: VT County: Windsor County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence

\$400K \$300K \$200K \$100K Apr May Jun Jul Aug Sep 0ct Nov Dec Jan Feb Mar Apr '17 '17 '17 '17 '17 '17 '17 '17 '17 '18 '18 '18 '18 \$331K







Median Sales Price

The median sales price of the single-family, condominium and townhome properties sold each month.

	\$300K												
Filters Used													
State: VT County: Windsor County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	\$225K												
•	\$150K												
	\$75K												
	0												
	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr
	'17	'17	'17	'17	'17	'17	'17	'17	'17	'18	'18	'18	'18
The second secon												_	A 4 0 0 1 4
Current Year	-	-	-	-	-	-	-	-	-	-	-		\$180K
Current Year Prior Year	- -		\$180K \$212K										

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	\$400K
State: VT County: Windsor County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	\$300K
Family Residence	\$200K
	\$100K
	0

	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	
Avg List Price	-	-	-	-	-	-	-	-	-	-	-	-	\$358K	
Avg Sales Price	_	-	-	-	-	-	-	-	-	-	-	-	\$331K	
Ava Salos Prico as a % of Ava List Prico													02%	







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: Windsor County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence

JUK	 	 		 			
0016							
00K	 	 		 	 	 	
EOV							
30K		 		 	 	 	
30K				 			
0 Apr	 					Mar	Д
0							<i>L</i>
0 Apr	 					Mar	Δ
0 Apr	 		Sep '17			Mar	

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: Windsor County, Vermont
Property Type:
Condo/Townhouse/Apt, Single
Family Residence

Avg Sales Price as a % of Avg Est Value

Med Sales Price as a % of Med List Price

Median List Price

Median Sales Price

00K							
00K							
00K							
0010							
_	May						
_	May '17					Mar '18	Apr '18
_						Mar	Apr



Avg Est Value

Avg Sales Price





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: Windsor County, Vermont
Property Type: Condo/Townhouse/Apt, Single Family Residence

Median Est Value

Median Sales Price

Med Sales Price as a % of Med Est Value

\$40	0K												
\$30	0K												
\$20	0K												
\$10	0K												
	0 Apr '17	May '17			Aug '17								Apr '18
	- · · · · · · · · · · · · · · · · · · ·	- -	- -	- -	-	- -	- -	-	-	-	-	-	\$380K
	-	-	-	-	-	-	-	-	-	-	-	-	\$190K



