

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	Feb 2019	Feb 2018	+ / -	YTD 2019	YTD 2018	+ / -
Listing Activity Charts Metrics						
New Listing Count	76	70	+8.6%	144	131	+9.9%
New Listing Volume	\$29,531,799	\$23,100,700	+27.8%	\$59,173,628	\$47,158,900	+25.5%
Active Listing Count	501	557	-10.1%	N/A	N/A	
Active Listing Volume	\$268,342,520	\$287,265,827	-6.6%	N/A	N/A	
Average Listing Price	\$535,614	\$515,738	+3.9%	\$533,854	\$522,327	+2.2%
Median Listing Price	\$319,900	\$299,000	+7%	\$318,434	\$299,449	+6.3%
Median Days in RPR	193	205	-5.9%	191.59	203.22	-5.7%
Months of Inventory	14.3	12.7	+13.1%	13.7	14.3	-4%
Absorption Rate	6.99%	7.9%	-0.9%	7.31%	7.01%	+0.3%
Sales Activity Charts Metrics						
New Pending Sales Count	63	50	+26%	124	109	+13.8%
New Pending Sales Volume	\$18,017,129	\$18,161,400	-0.8%	\$40,259,308	\$32,615,700	+23.4%
Pending Sales Count	131	94	+39.4%	N/A	N/A	
Pending Sales Volume	\$46,588,128	\$29,116,200	+60%	N/A	N/A	
Closed Sales Count	27	30	-10%	62	74	-16.2%
Closed Sales Volume	\$9,741,770	\$9,289,936	+4.9%	\$20,065,420	\$20,844,936	-3.7%
Average Sales Price	\$360,806	\$309,665	+16.5%	\$323,636	\$281,688	+14.9%
Median Sales Price	\$272,000	\$245,000	+11%	\$245,468	\$205,459	+19.5%

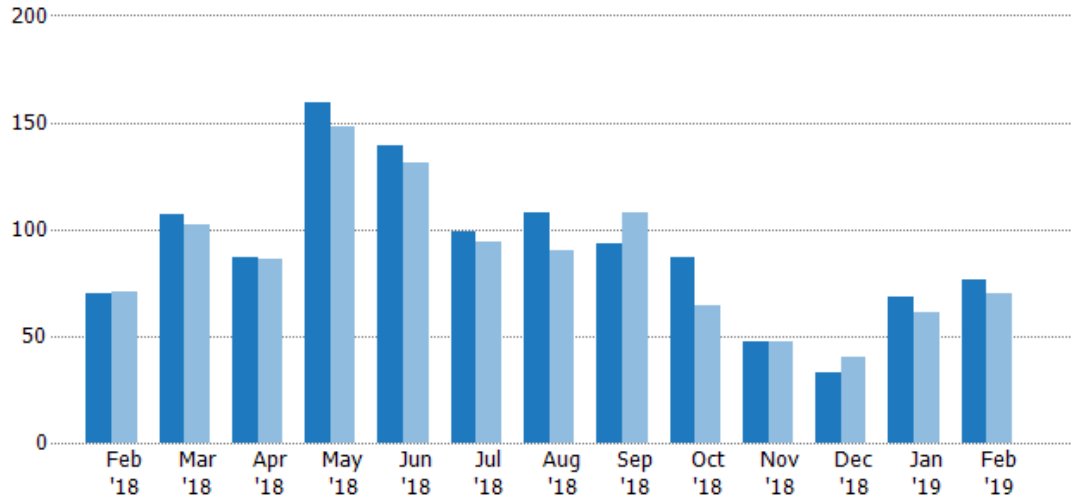
New Listings

The number of new residential listings that were added each month.

Filters Used

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

Month/ Year	Count	% Chg.
Feb '19	76	8.6%
Feb '18	70	-1.4%
Feb '17	71	36.6%



Current Year	70	107	87	159	139	99	108	93	87	47	33	68	76
Prior Year	71	102	86	148	131	94	90	108	64	47	40	61	70
Percent Change from Prior Year	-1%	5%	1%	7%	6%	5%	20%	-14%	36%	0%	-18%	11%	9%

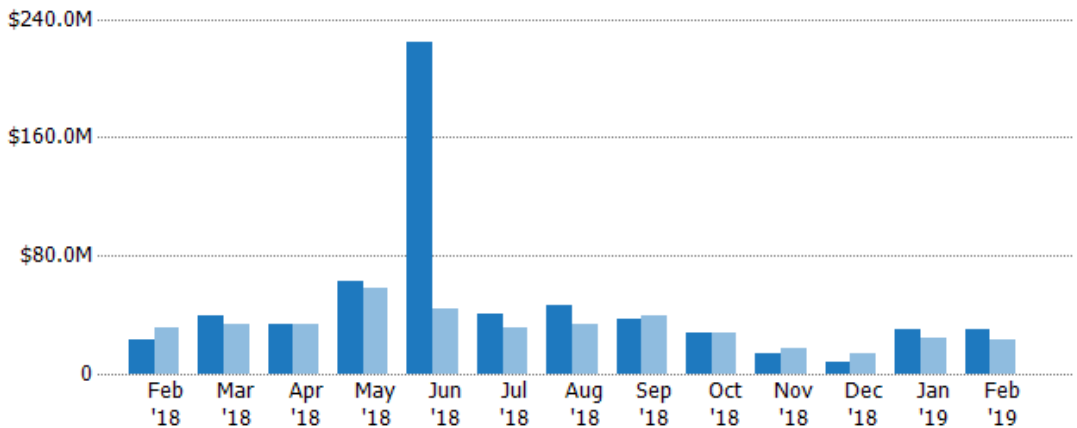
New Listing Volume

The sum of the listing price of residential listings that were added each month.

Filters Used

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

Month/ Year	Volume	% Chg.
Feb '19	\$29.5M	27.8%
Feb '18	\$23.1M	-25.3%
Feb '17	\$30.9M	4.7%



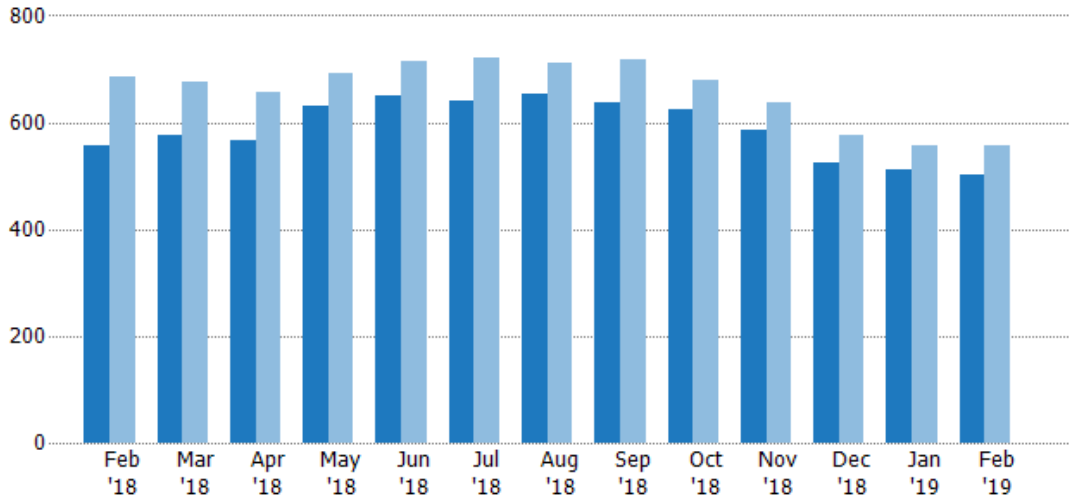
Current Year	\$23.1M	\$39M	\$33.6M	\$62.6M	\$224M	\$41.1M	\$46.8M	\$37.4M	\$27.6M	\$13.7M	\$8.33M	\$29.6M	\$29.5M
Prior Year	\$30.9M	\$33.4M	\$34.1M	\$58.4M	\$44.4M	\$31.4M	\$33.3M	\$38.9M	\$27.4M	\$17.3M	\$13.4M	\$24.1M	\$23.1M
Percent Change from Prior Year	-25%	17%	-1%	7%	404%	31%	41%	-4%	1%	-21%	-38%	23%	28%

Active Listings

The number of active residential listings at the end of each month.

Filters Used

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



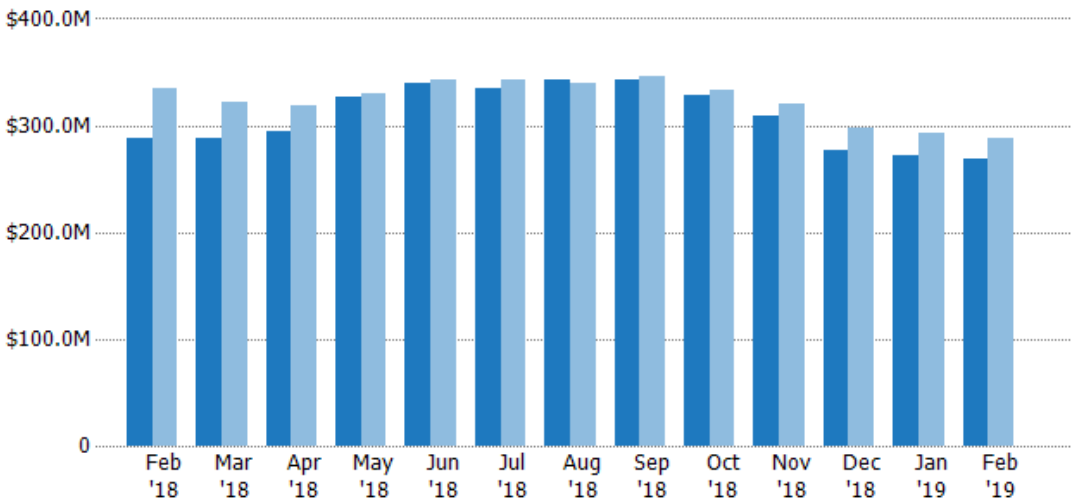
	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19
Current Year	557	577	567	632	651	640	654	638	625	586	526	512	501
Prior Year	687	677	657	693	715	720	711	719	680	636	577	555	557
Percent Change from Prior Year	-19%	-15%	-14%	-9%	-9%	-11%	-8%	-11%	-8%	-8%	-9%	-8%	-10%

Active Listing Volume

The sum of the listing price of active residential listings at the end of each month.

Filters Used

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



	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19
Current Year	\$287M	\$289M	\$294M	\$326M	\$340M	\$334M	\$342M	\$343M	\$328M	\$308M	\$276M	\$272M	\$268M
Prior Year	\$335M	\$322M	\$318M	\$330M	\$343M	\$343M	\$340M	\$347M	\$333M	\$321M	\$297M	\$294M	\$287M
Percent Change from Prior Year	-14%	-10%	-8%	-1%	-1%	-2%	1%	-1%	-2%	-4%	-7%	-7%	-7%

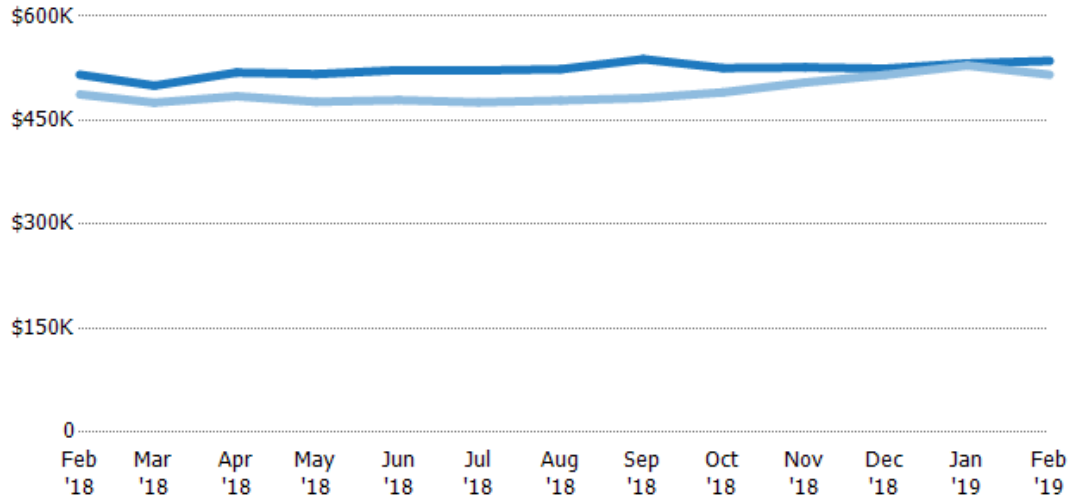
Average Listing Price

The average listing price of active residential listings at the end of each month.

Filters Used

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

Month/ Year	Price	% Chg.
Feb '19	\$536K	3.9%
Feb '18	\$516K	5.8%
Feb '17	\$487K	-22.8%



Current Year	\$516K	\$500K	\$519K	\$517K	\$522K	\$522K	\$524K	\$538K	\$525K	\$526K	\$525K	\$532K	\$536K
Prior Year	\$487K	\$475K	\$485K	\$477K	\$479K	\$476K	\$479K	\$482K	\$490K	\$505K	\$515K	\$529K	\$516K
Percent Change from Prior Year	6%	5%	7%	8%	9%	10%	9%	12%	7%	4%	2%	1%	4%

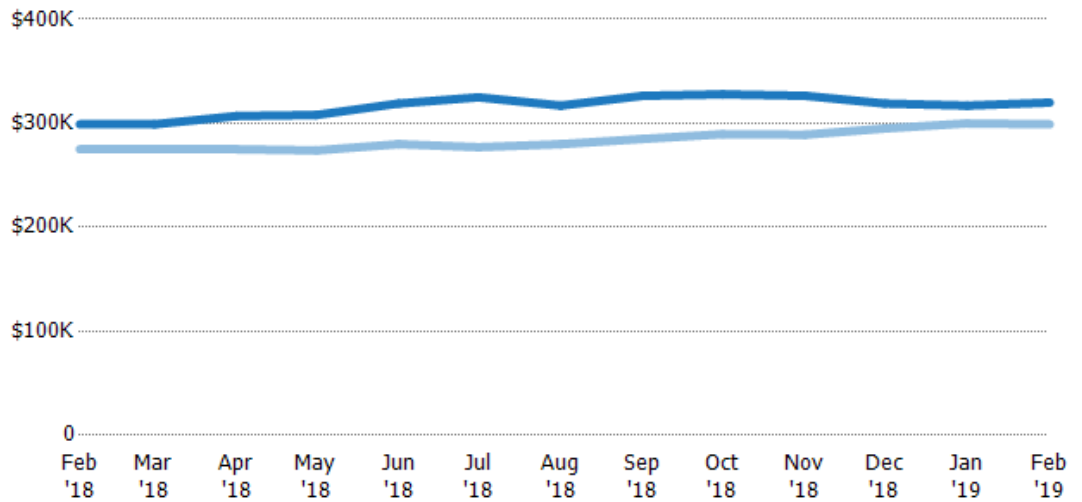
Median Listing Price

The median listing price of active residential listings at the end of each month.

Filters Used

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

Month/ Year	Price	% Chg.
Feb '19	\$320K	7%
Feb '18	\$299K	8.7%
Feb '17	\$275K	-9.8%



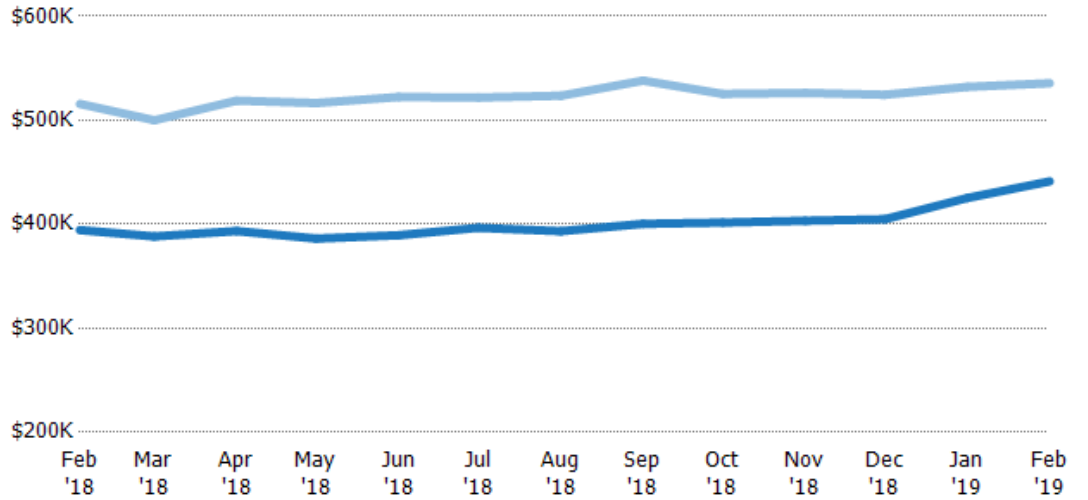
Current Year	\$299K	\$299K	\$307K	\$308K	\$319K	\$325K	\$317K	\$326K	\$328K	\$326K	\$319K	\$317K	\$320K
Prior Year	\$275K	\$275K	\$275K	\$274K	\$280K	\$277K	\$280K	\$285K	\$290K	\$289K	\$295K	\$300K	\$299K
Percent Change from Prior Year	9%	9%	12%	12%	14%	17%	13%	15%	13%	13%	8%	6%	7%

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



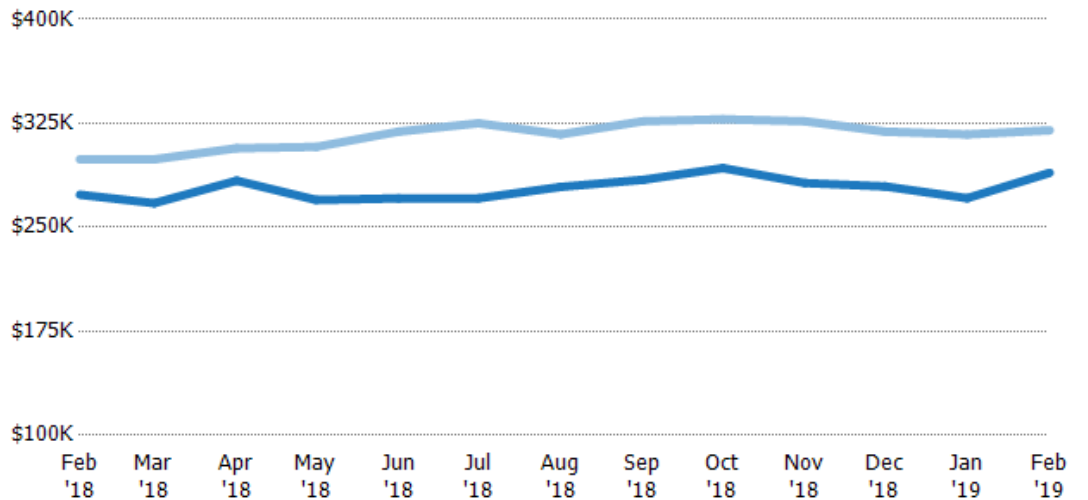
	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19
Avg Est Value	\$394K	\$388K	\$393K	\$386K	\$389K	\$397K	\$393K	\$400K	\$402K	\$403K	\$405K	\$425K	\$441K
Avg Listing Price	\$516K	\$500K	\$519K	\$517K	\$522K	\$522K	\$524K	\$538K	\$525K	\$526K	\$525K	\$532K	\$536K
Avg Listing Price as a % of Avg Est Value	131%	129%	132%	134%	134%	132%	133%	134%	131%	130%	130%	125%	121%

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



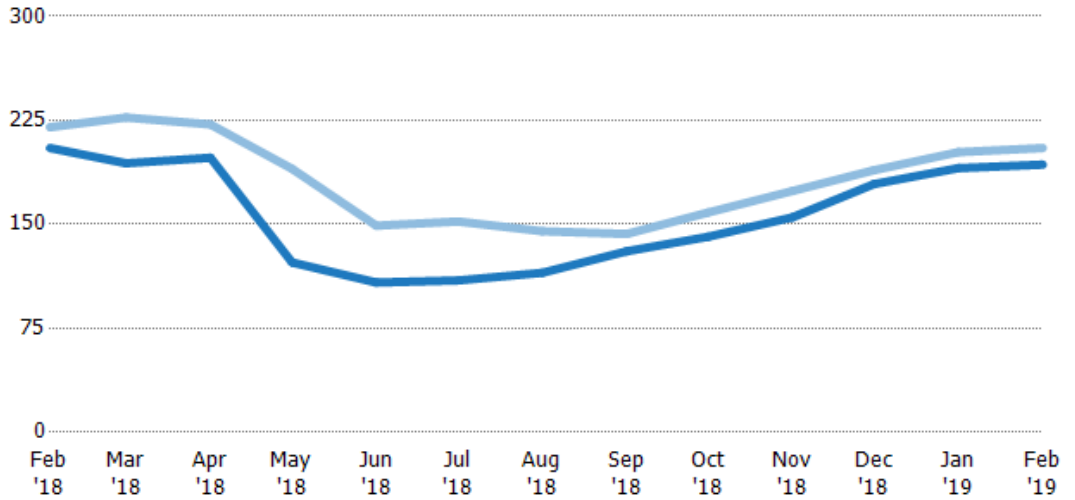
	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19
Median Est Value	\$273K	\$267K	\$284K	\$270K	\$271K	\$271K	\$279K	\$284K	\$293K	\$282K	\$279K	\$271K	\$289K
Median Listing Price	\$299K	\$299K	\$307K	\$308K	\$319K	\$325K	\$317K	\$326K	\$328K	\$326K	\$319K	\$317K	\$320K
Med Listing Price as a % of Med Est Value	109%	112%	108%	114%	118%	120%	114%	115%	112%	116%	114%	117%	111%

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



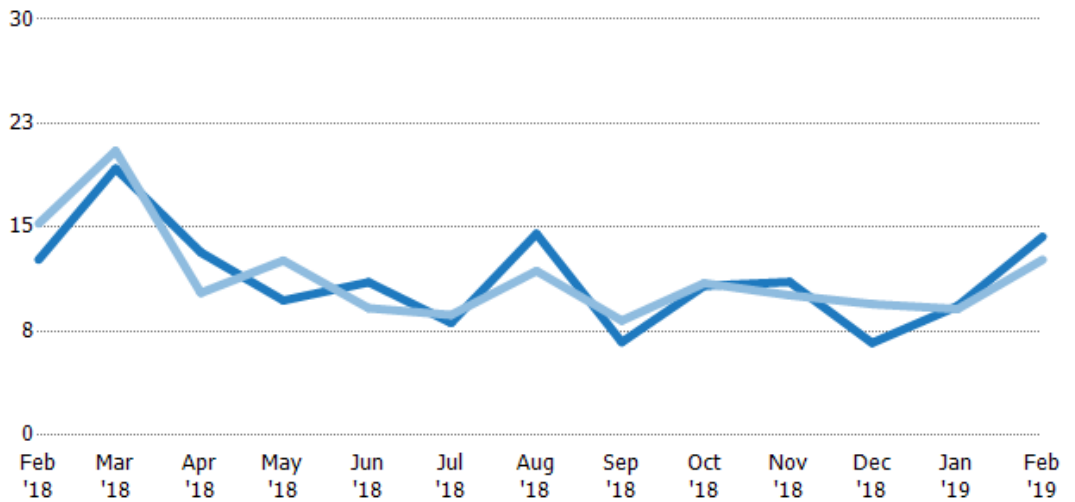
	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19
Current Year	205	194	198	123	108	110	115	131	141	155	179	191	193
Prior Year	220	227	222	190	149	152	145	143	159	174	189	202	205
Percent Change from Prior Year	-7%	-15%	-11%	-36%	-28%	-28%	-21%	-9%	-11%	-11%	-5%	-6%	-6%

Months of Inventory

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

Filters Used

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



	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19
Current Year	12.7	19.2	13.2	9.72	11	8.1	14.5	6.72	10.8	11.1	6.66	9.31	14.3
Prior Year	15.3	20.5	10.3	12.6	9.17	8.67	11.9	8.26	11	10.1	9.46	9.1	12.7
Percent Change from Prior Year	-17%	-6%	28%	-23%	20%	-7%	23%	-19%	-2%	10%	-30%	2%	13%

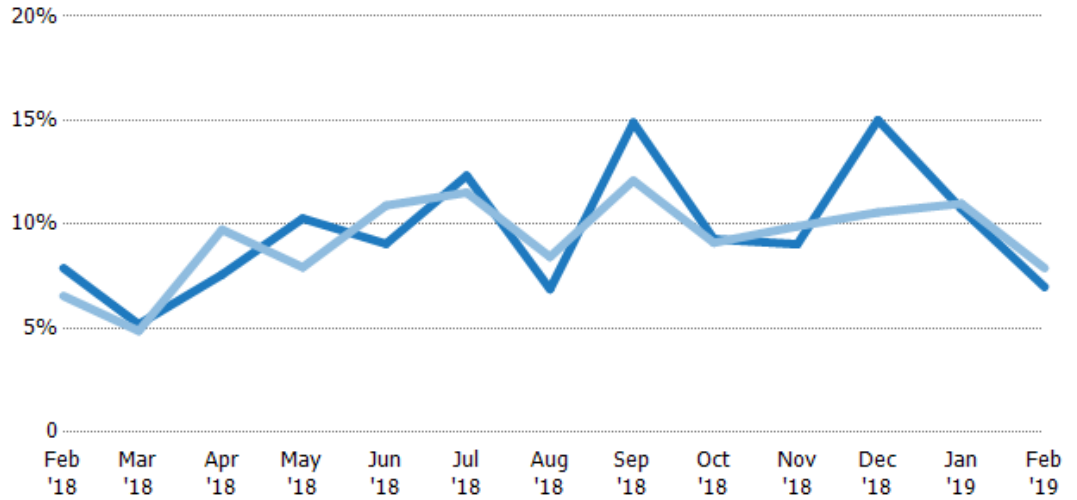
Absorption Rate

The percentage of inventory sold per month.

Filters Used

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

Month/ Year	Rate	Chg.
Feb '19	7%	0.9%
Feb '18	8%	-1.3%
Feb '17	7%	-12.7%



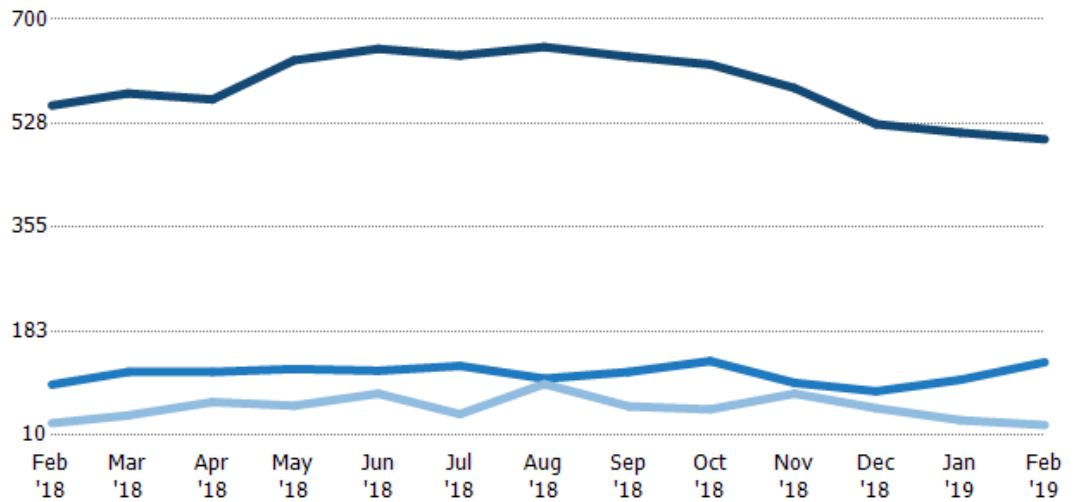
Current Year	8%	5%	8%	10%	9%	12%	7%	15%	9%	9%	15%	11%	7%
Prior Year	7%	5%	10%	8%	11%	12%	8%	12%	9%	10%	11%	11%	8%
Change from Prior Year	-1%	0%	2%	-2%	2%	-1%	2%	-3%	0%	1%	-4%	0%	1%

Active/Pending/Sold Units

The number of residential 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



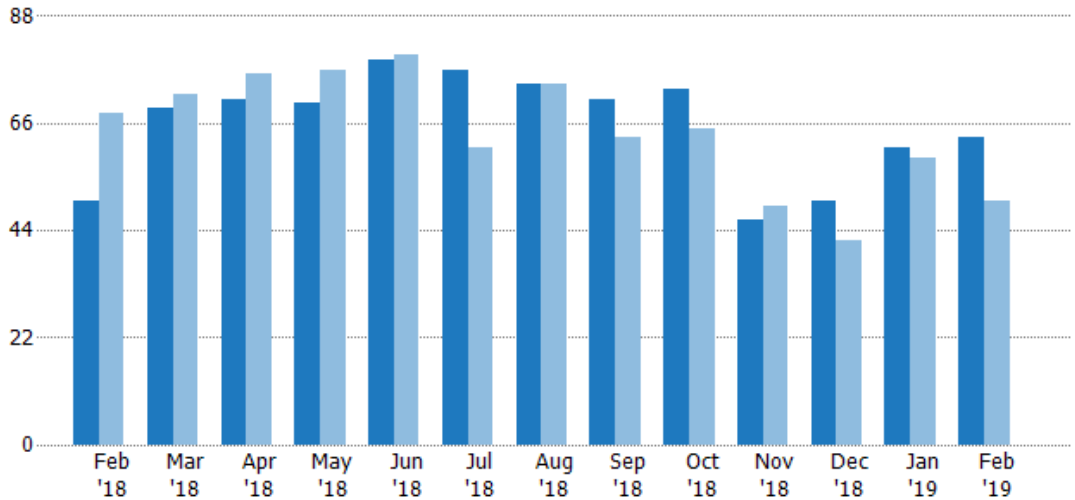
Active	557	577	567	632	651	640	654	638	625	586	526	512	501
Pending	94	115	115	120	117	125	104	115	133	97	83	102	131
Sold	30	43	65	59	79	45	95	58	53	79	55	35	27

New Pending Sales

The number of residential properties with accepted offers that were added each month.

Filters Used

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



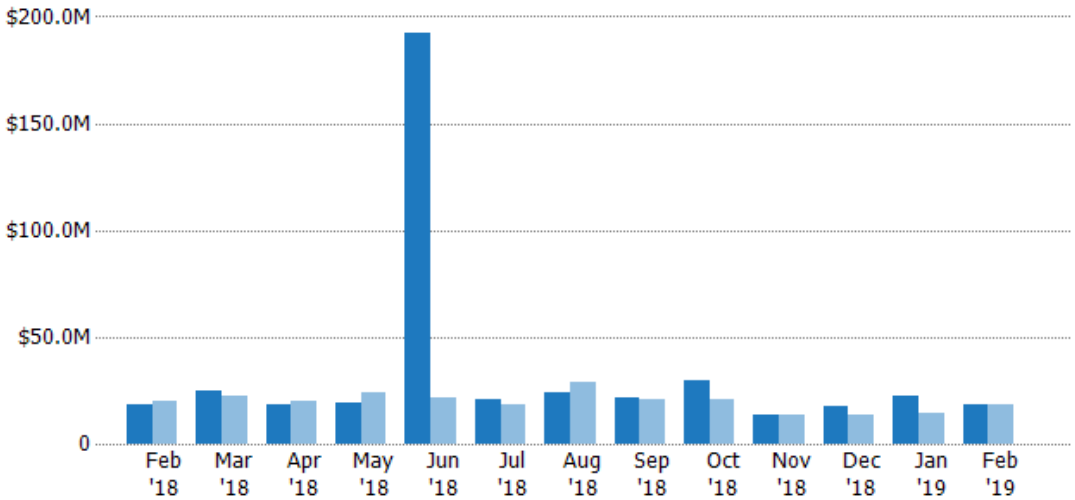
	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19
Current Year	50	69	71	70	79	77	74	71	73	46	50	61	63
Prior Year	68	72	76	77	80	61	74	63	65	49	42	59	50
Percent Change from Prior Year	-26%	-4%	-7%	-9%	-1%	26%	0%	13%	12%	-6%	19%	3%	26%

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



	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19
Current Year	\$18.2M	\$24.9M	\$18.6M	\$19.1M	\$192M	\$20.7M	\$23.9M	\$21.8M	\$29.5M	\$13.6M	\$17.7M	\$22.2M	\$18M
Prior Year	\$19.9M	\$22.7M	\$20.2M	\$23.8M	\$21.9M	\$18.2M	\$28.5M	\$21M	\$20.5M	\$13.4M	\$13.5M	\$14.5M	\$18.2M
Percent Change from Prior Year	-9%	10%	-8%	-20%	778%	14%	-16%	4%	44%	2%	31%	54%	-1%

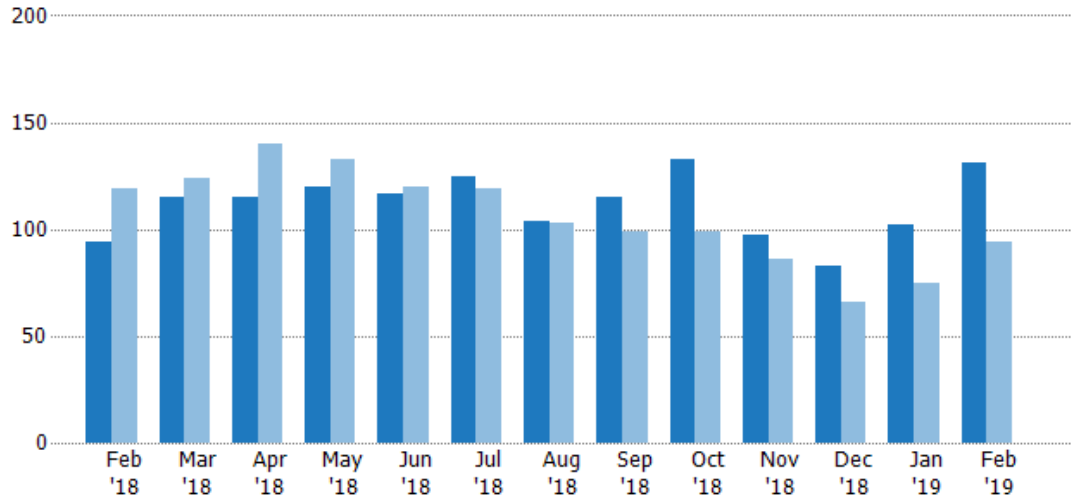
Pending Sales

The number of residential properties with accepted offers that were available at the end each month.

Filters Used

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

Month/ Year	Count	% Chg.
Feb '19	131	39.4%
Feb '18	94	-21%
Feb '17	119	-17.6%



	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19
Current Year	94	115	115	120	117	125	104	115	133	97	83	102	131
Prior Year	119	124	140	133	120	119	103	99	99	86	66	75	94
Percent Change from Prior Year	-21%	-7%	-18%	-10%	-3%	5%	1%	16%	34%	13%	26%	36%	39%

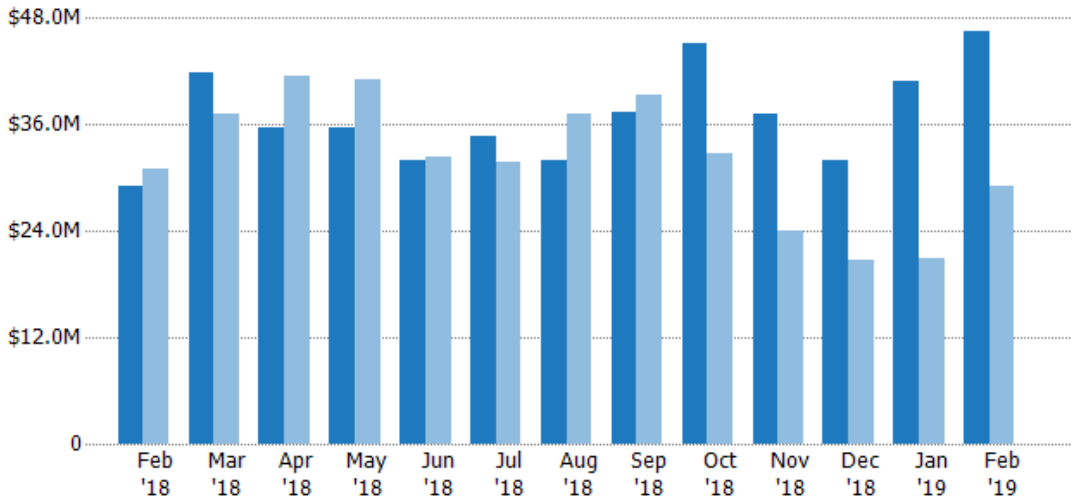
Pending Sales Volume

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

Month/ Year	Volume	% Chg.
Feb '19	\$46.6M	60%
Feb '18	\$29.1M	-6%
Feb '17	\$31M	-18.9%



	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19
Current Year	\$29.1M	\$41.8M	\$35.7M	\$35.6M	\$32M	\$34.7M	\$32M	\$37.4M	\$45.2M	\$37.1M	\$31.9M	\$40.8M	\$46.6M
Prior Year	\$31M	\$37.2M	\$41.4M	\$41M	\$32.4M	\$31.8M	\$37.1M	\$39.3M	\$32.8M	\$24M	\$20.6M	\$20.9M	\$29.1M
Percent Change from Prior Year	-6%	12%	-14%	-13%	-1%	9%	-14%	-5%	38%	55%	55%	95%	60%

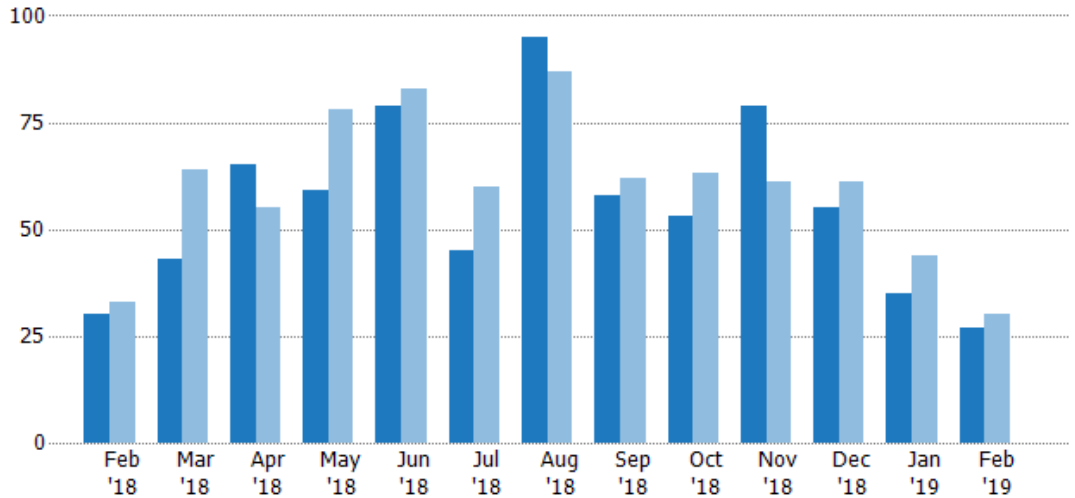
Closed Sales

The total number of residential properties sold each month.

Filters Used

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

Month/ Year	Count	% Chg.
Feb '19	27	-10%
Feb '18	30	-9.1%
Feb '17	33	0%



	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19
Current Year	30	43	65	59	79	45	95	58	53	79	55	35	27
Prior Year	33	64	55	78	83	60	87	62	63	61	61	44	30
Percent Change from Prior Year	-9%	-33%	18%	-24%	-5%	-25%	9%	-6%	-16%	30%	-10%	-20%	-10%

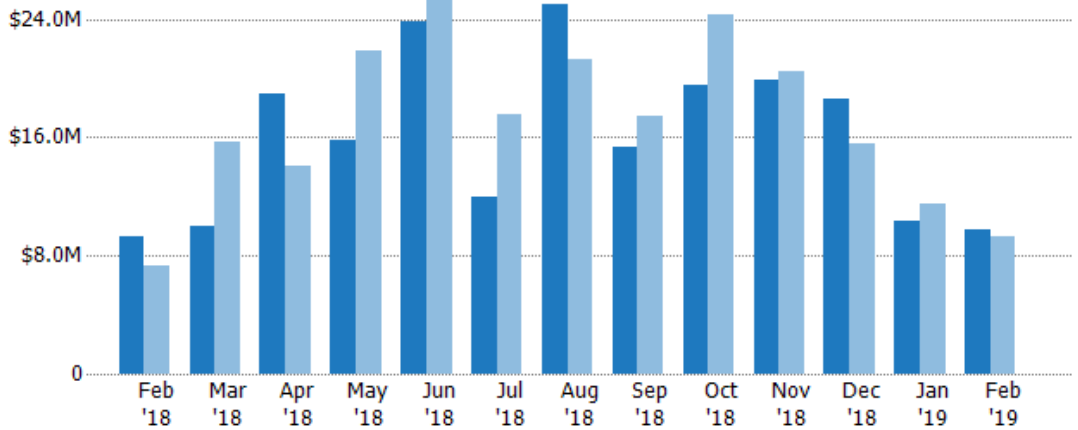
Closed Sales Volume

The sum of the sales price of residential properties sold each month.

Filters Used

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

Month/ Year	Volume	% Chg.
Feb '19	\$9.74M	4.9%
Feb '18	\$9.29M	27.4%
Feb '17	\$7.29M	19.6%



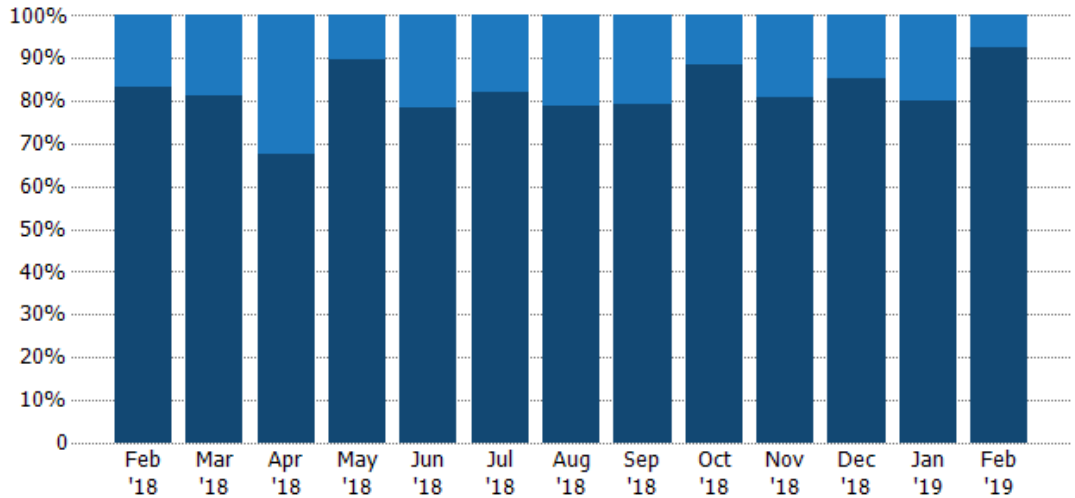
	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19
Current Year	\$9.29M	\$9.99M	\$18.9M	\$15.8M	\$23.9M	\$12M	\$25M	\$15.3M	\$19.6M	\$19.9M	\$18.6M	\$10.3M	\$9.74M
Prior Year	\$7.29M	\$15.7M	\$14M	\$21.8M	\$27M	\$17.6M	\$21.3M	\$17.4M	\$24.3M	\$20.5M	\$15.6M	\$11.6M	\$9.29M
Percent Change from Prior Year	27%	-36%	35%	-28%	-12%	-32%	18%	-12%	-19%	-3%	19%	-11%	5%

Closed Sales by Property Type

The percentage of residential properties sold each month by property type.

Filters Used

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



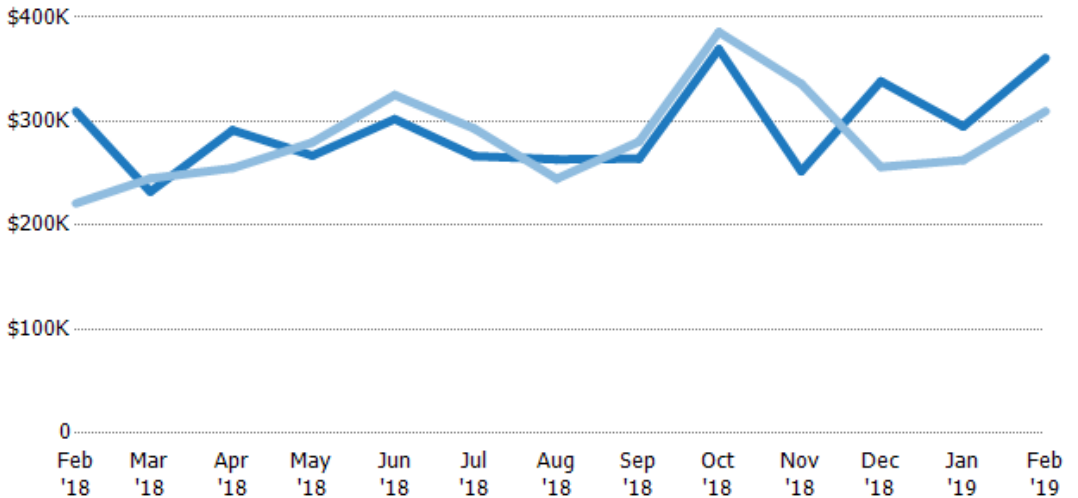
Condo/Townhouse	17%	19%	32%	10%	22%	18%	21%	21%	11%	19%	15%	20%	7%
Single Family Residence	83%	81%	68%	90%	78%	82%	79%	79%	89%	81%	85%	80%	93%

Average Sales Price

The average sales price of the residential properties sold each month.

Filters Used

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



Current Year	\$310K	\$232K	\$291K	\$267K	\$302K	\$266K	\$263K	\$264K	\$369K	\$252K	\$338K	\$295K	\$361K
Prior Year	\$221K	\$245K	\$255K	\$280K	\$325K	\$293K	\$245K	\$280K	\$386K	\$336K	\$256K	\$263K	\$310K
Percent Change from Prior Year	40%	-5%	14%	-5%	-7%	-9%	8%	-6%	-4%	-25%	32%	12%	17%

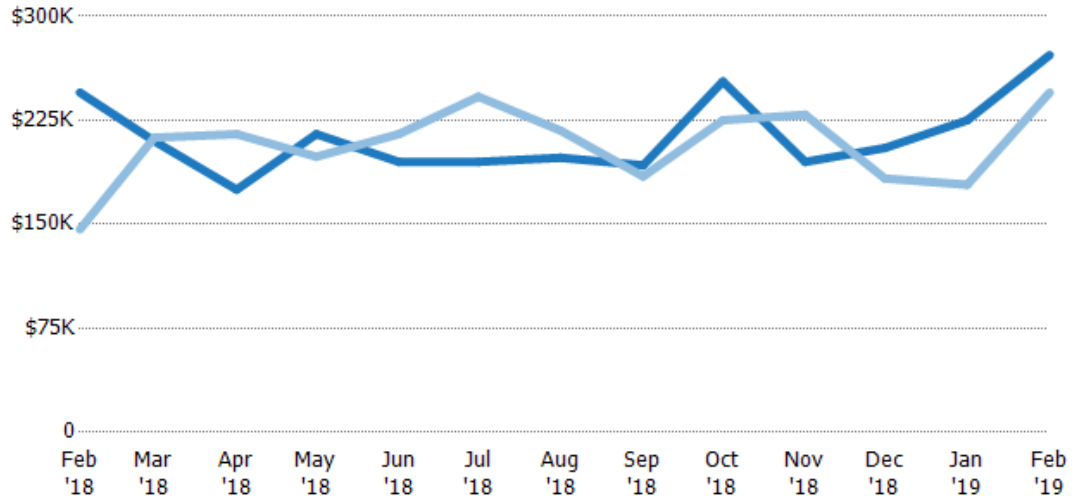
Median Sales Price

The median sales price of the residential properties sold each month.

Filters Used

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

Month/ Year	Price	% Chg.
Feb '19	\$272K	11%
Feb '18	\$245K	67.5%
Feb '17	\$146K	55.2%



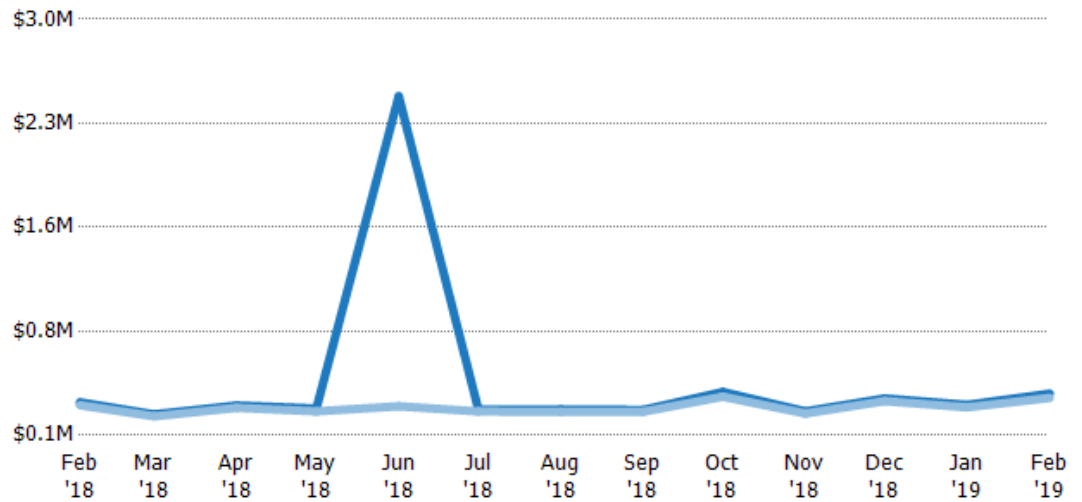
Current Year	\$245K	\$210K	\$175K	\$215K	\$195K	\$195K	\$198K	\$193K	\$253K	\$195K	\$205K	\$225K	\$272K
Prior Year	\$146K	\$213K	\$215K	\$199K	\$215K	\$242K	\$218K	\$185K	\$225K	\$229K	\$183K	\$179K	\$245K
Percent Change from Prior Year	68%	-1%	-19%	8%	-9%	-19%	-9%	4%	12%	-15%	12%	26%	11%

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



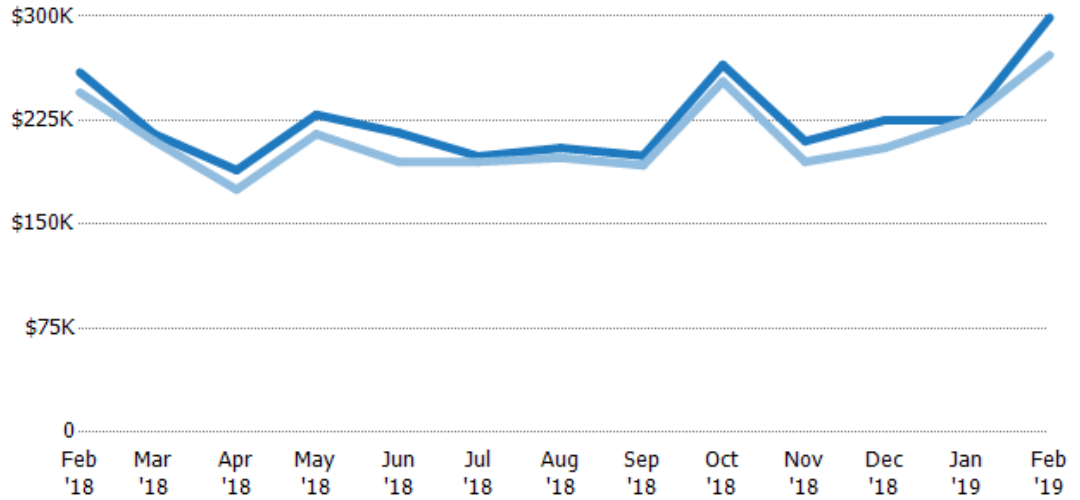
Avg List Price	\$330K	\$246K	\$308K	\$287K	\$2.46M	\$278K	\$281K	\$277K	\$402K	\$267K	\$357K	\$312K	\$391K
Avg Sales Price	\$310K	\$232K	\$291K	\$267K	\$302K	\$266K	\$263K	\$264K	\$369K	\$252K	\$338K	\$295K	\$361K
Avg Sales Price as a % of Avg List Price	94%	94%	95%	93%	12%	96%	94%	95%	92%	94%	95%	94%	92%

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



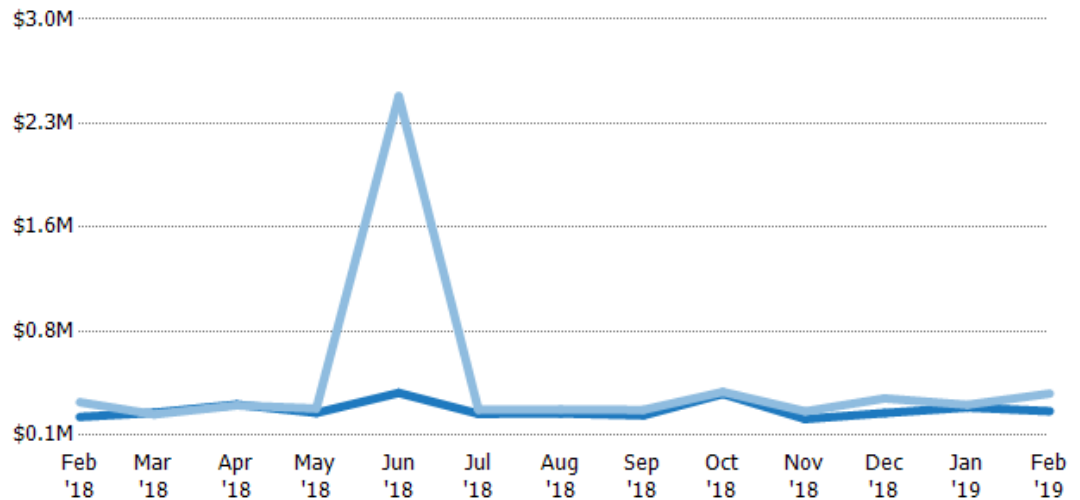
	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19
Median List Price	\$260K	\$215K	\$189K	\$229K	\$216K	\$199K	\$205K	\$199K	\$265K	\$210K	\$225K	\$225K	\$299K
Median Sales Price	\$245K	\$210K	\$175K	\$215K	\$195K	\$195K	\$198K	\$193K	\$253K	\$195K	\$205K	\$225K	\$272K
Med Sales Price as a % of Med List Price	94%	98%	93%	94%	90%	98%	97%	97%	95%	93%	91%	100%	91%

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



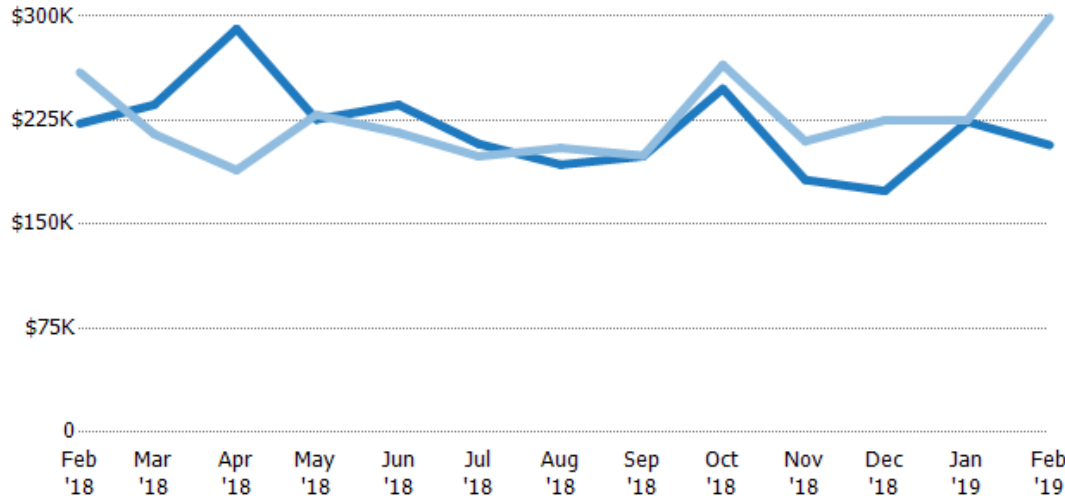
	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19
Avg Est Value	\$228K	\$258K	\$314K	\$256K	\$395K	\$250K	\$253K	\$238K	\$388K	\$213K	\$255K	\$294K	\$268K
Avg Sales Price	\$330K	\$246K	\$308K	\$287K	\$2.46M	\$278K	\$281K	\$277K	\$402K	\$267K	\$357K	\$312K	\$391K
Avg Sales Price as a % of Avg Est Value	145%	96%	98%	112%	623%	111%	111%	116%	103%	125%	140%	106%	146%

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



	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19
Median Est Value	\$223K	\$236K	\$291K	\$226K	\$236K	\$208K	\$193K	\$199K	\$248K	\$182K	\$174K	\$224K	\$207K
Median Sales Price	\$260K	\$215K	\$189K	\$229K	\$216K	\$199K	\$205K	\$199K	\$265K	\$210K	\$225K	\$225K	\$299K
Med Sales Price as a % of Med Est Value	117%	91%	65%	101%	91%	96%	106%	100%	107%	115%	129%	100%	144%