

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 2019	Apr 2018	+ / -	YTD 2019	YTD 2018	+ / -
Listing Activity Charts Metrics						
New Listing Count	46	87	-47.1%	265	325	-18.5%
New Listing Volume	\$17,859,100	\$33,634,495	-46.9%	\$106,043,518	\$119,788,440	-11.5%
Active Listing Count	–	567	–	N/A	N/A	
Active Listing Volume	–	\$294,184,372	–	N/A	N/A	
Average Listing Price	–	\$518,844	–	\$542,441	\$515,745	+5.2%
Median Listing Price	–	\$307,000	–	\$324,727	\$301,232	+7.8%
Median Days in RPR	–	198	–	159.27	199.18	-20%
Months of Inventory	–	13.2	-100%	8.1	11.5	-29.4%
Absorption Rate	–	7.58%	–	12.37%	8.73%	+3.6%
Sales Activity Charts Metrics						
New Pending Sales Count	45	71	-36.6%	263	249	+5.6%
New Pending Sales Volume	\$13,455,898	\$18,618,650	-27.7%	\$80,074,646	\$76,124,850	+5.2%
Pending Sales Count	–	115	–	N/A	N/A	
Pending Sales Volume	–	\$35,673,200	–	N/A	N/A	
Closed Sales Count	29	65	-55.4%	140	182	-23.1%
Closed Sales Volume	\$9,192,270	\$18,937,435	-51.5%	\$43,973,290	\$49,770,034	-11.6%
Average Sales Price	\$316,975	\$291,345	+8.8%	\$314,095	\$273,462	+14.9%
Median Sales Price	\$250,000	\$175,000	+42.9%	\$244,493	\$195,654	+25%

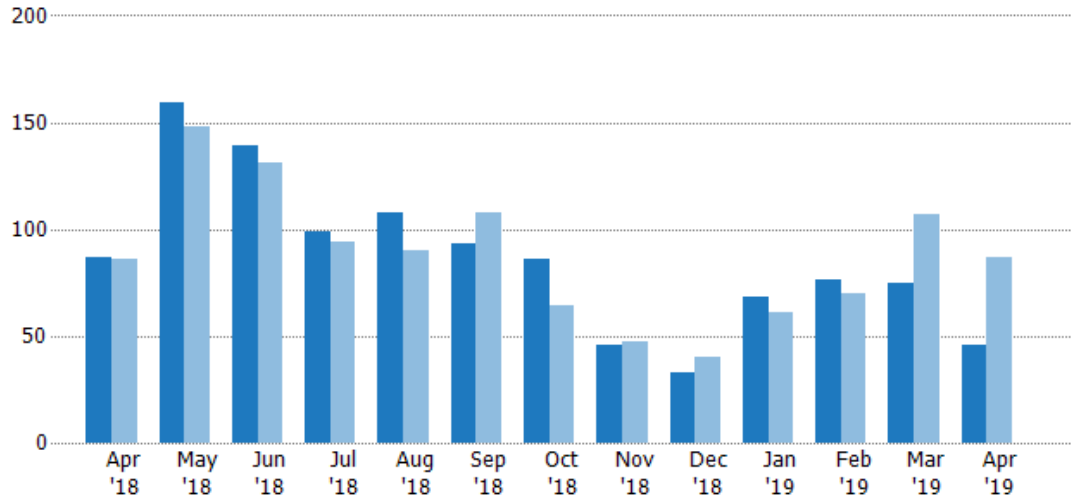
New Listings

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.
Apr '19	46	-47.1%
Apr '18	87	1.2%
Apr '17	86	34.9%



Current Year	87	159	139	99	108	93	86	46	33	68	76	75	46
Prior Year	86	148	131	94	90	108	64	47	40	61	70	107	87
Percent Change from Prior Year	1%	7%	6%	5%	20%	-14%	34%	-2%	-18%	11%	9%	-30%	-47%

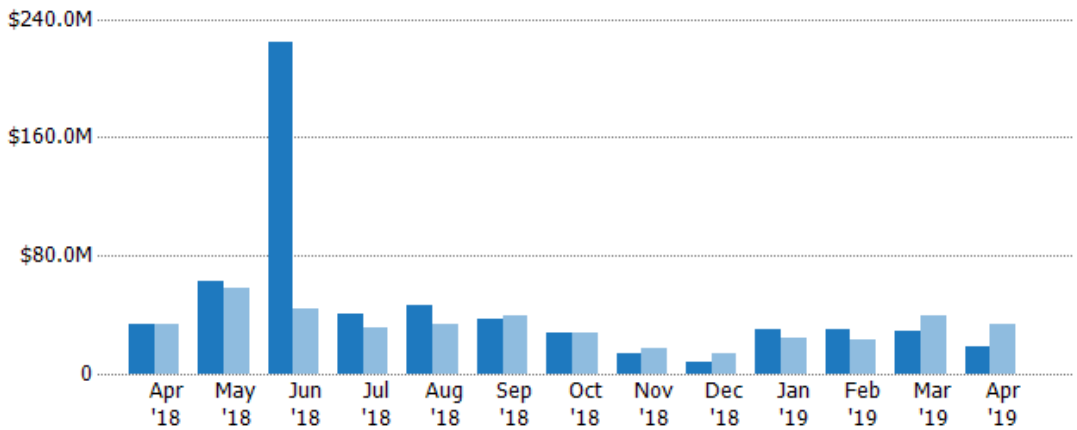
New Listing Volume

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.
Apr '19	\$17.9M	-46.9%
Apr '18	\$33.6M	-1.3%
Apr '17	\$34.1M	13%



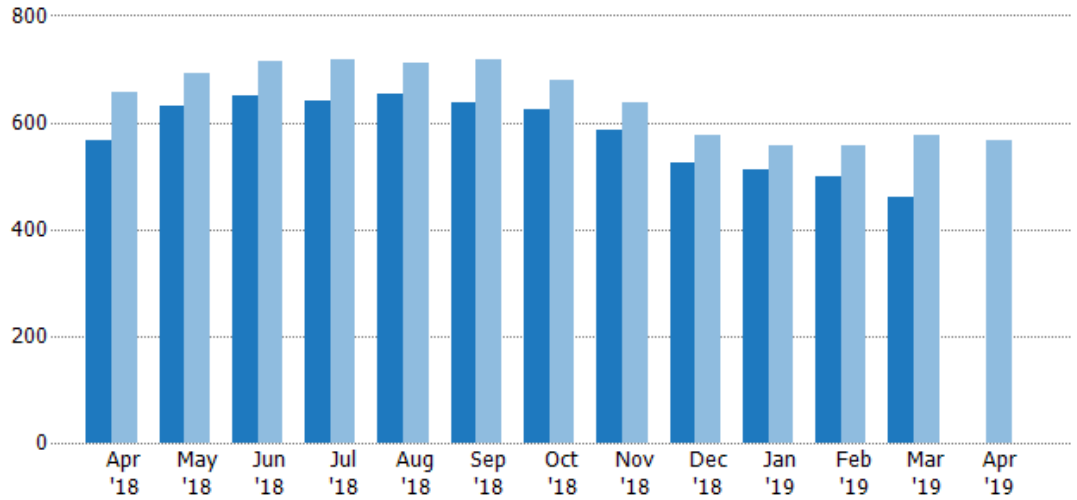
Current Year	\$33.6M	\$62.6M	\$224M	\$41.1M	\$46.8M	\$37.4M	\$27.3M	\$13.5M	\$8.33M	\$29.6M	\$29.5M	\$29M	\$17.9M
Prior Year	\$34.1M	\$58.4M	\$44.4M	\$31.4M	\$33.3M	\$38.9M	\$27.4M	\$17.3M	\$13.4M	\$24.1M	\$23.1M	\$39M	\$33.6M
Percent Change from Prior Year	-1%	7%	404%	31%	41%	-4%	0%	-22%	-38%	23%	28%	-26%	-47%

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



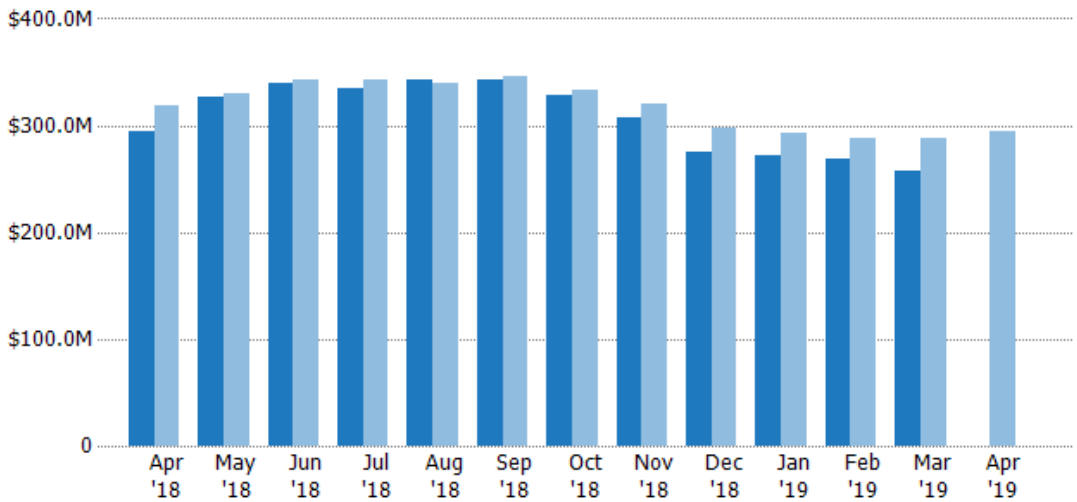
	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19
Current Year	567	632	651	640	654	638	624	584	524	510	500	461	-
Prior Year	656	692	714	719	711	719	680	636	577	555	557	577	567
Percent Change from Prior Year	-14%	-9%	-9%	-11%	-8%	-11%	-8%	-8%	-9%	-8%	-10%	-20%	-100%

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



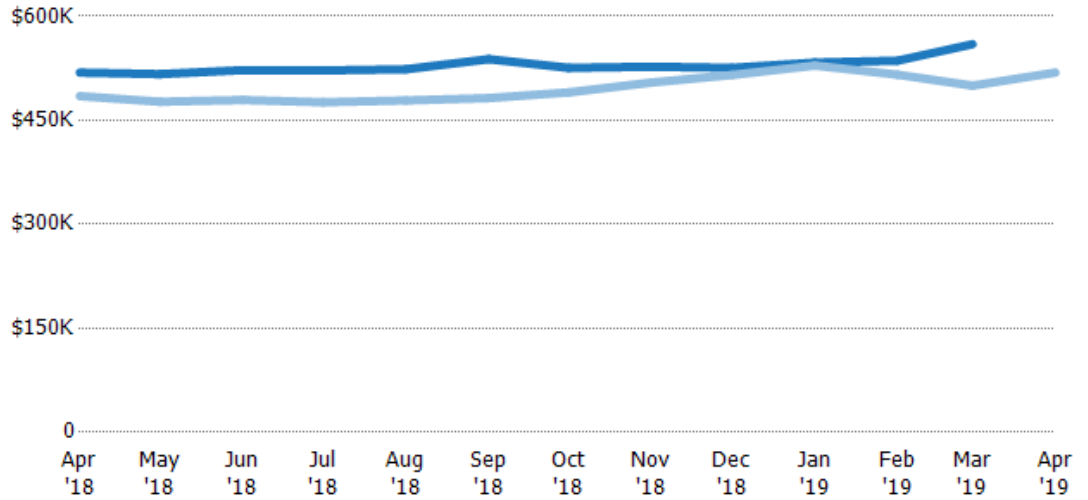
	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19
Current Year	\$294M	\$326M	\$340M	\$334M	\$342M	\$343M	\$328M	\$308M	\$275M	\$272M	\$268M	\$258M	-
Prior Year	\$318M	\$330M	\$342M	\$342M	\$340M	\$347M	\$333M	\$321M	\$297M	\$294M	\$287M	\$289M	\$294M
Percent Change from Prior Year	-7%	-1%	-1%	-2%	1%	-1%	-2%	-4%	-7%	-7%	-7%	-11%	-100%

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



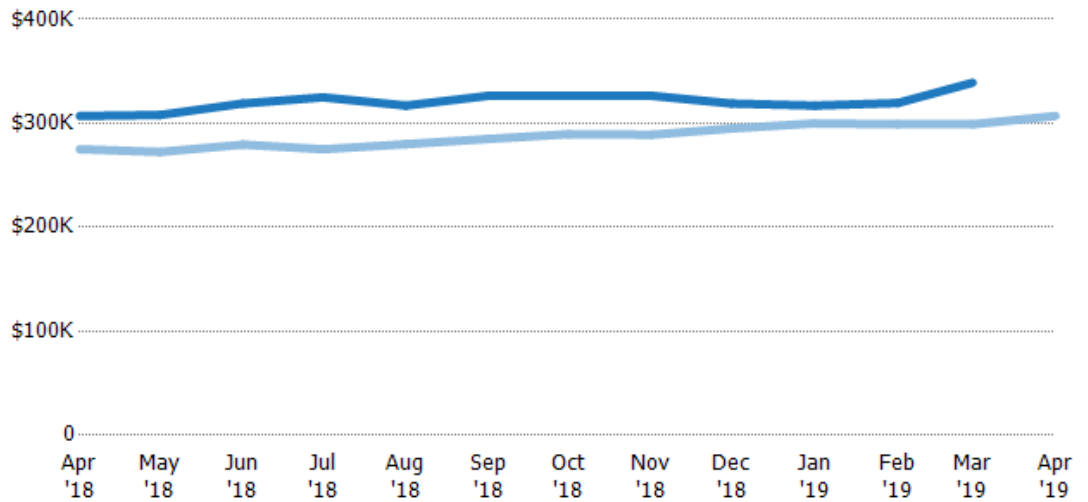
	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19
Current Year	\$519K	\$517K	\$522K	\$522K	\$524K	\$538K	\$526K	\$527K	\$526K	\$533K	\$536K	\$560K	-
Prior Year	\$485K	\$477K	\$479K	\$476K	\$479K	\$482K	\$490K	\$505K	\$515K	\$529K	\$516K	\$500K	\$519K
Percent Change from Prior Year	7%	8%	9%	10%	9%	12%	7%	4%	2%	1%	4%	12%	-100%

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



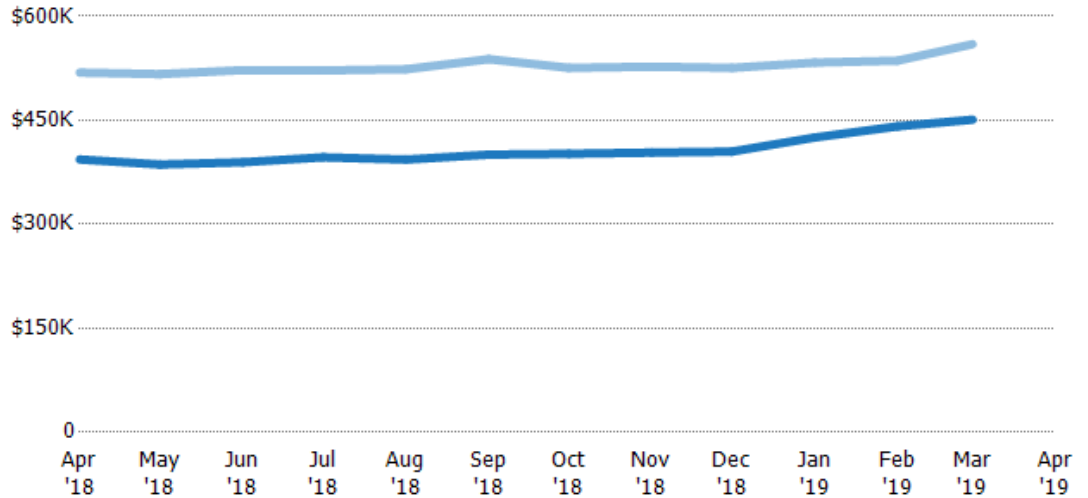
	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19
Current Year	\$307K	\$308K	\$319K	\$325K	\$317K	\$326K	\$326K	\$326K	\$319K	\$317K	\$319K	\$339K	-
Prior Year	\$275K	\$272K	\$279K	\$275K	\$280K	\$285K	\$290K	\$289K	\$295K	\$300K	\$299K	\$299K	\$307K
Percent Change from Prior Year	12%	13%	14%	18%	13%	15%	13%	13%	8%	6%	7%	13%	-100%

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



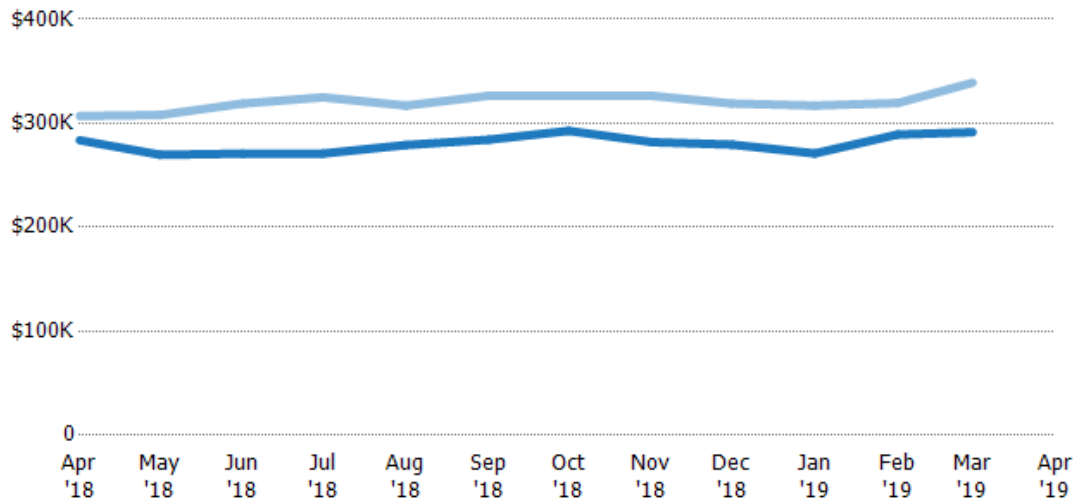
	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19
Avg Est Value	\$393K	\$386K	\$389K	\$397K	\$393K	\$400K	\$402K	\$403K	\$405K	\$425K	\$441K	\$451K	-
Avg Listing Price	\$519K	\$517K	\$522K	\$522K	\$524K	\$538K	\$526K	\$527K	\$526K	\$533K	\$536K	\$560K	-
Avg Listing Price as a % of Avg Est Value	132%	134%	134%	132%	133%	134%	131%	131%	130%	125%	121%	124%	-

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



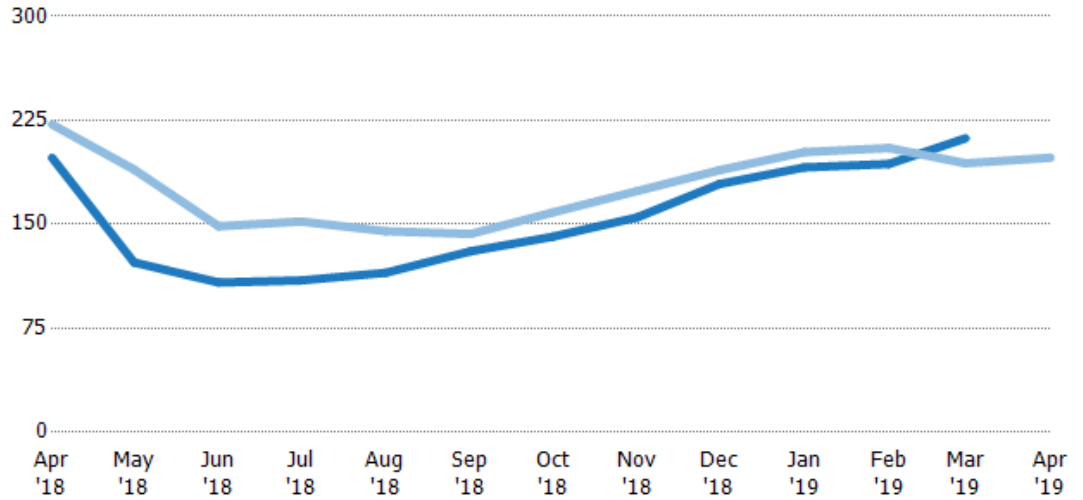
	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19
Median Est Value	\$284K	\$270K	\$271K	\$271K	\$279K	\$284K	\$293K	\$282K	\$279K	\$271K	\$289K	\$291K	-
Median Listing Price	\$307K	\$308K	\$319K	\$325K	\$317K	\$326K	\$326K	\$326K	\$319K	\$317K	\$319K	\$339K	-
Med Listing Price as a % of Med Est Value	108%	114%	118%	120%	114%	115%	112%	116%	114%	117%	110%	116%	-

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



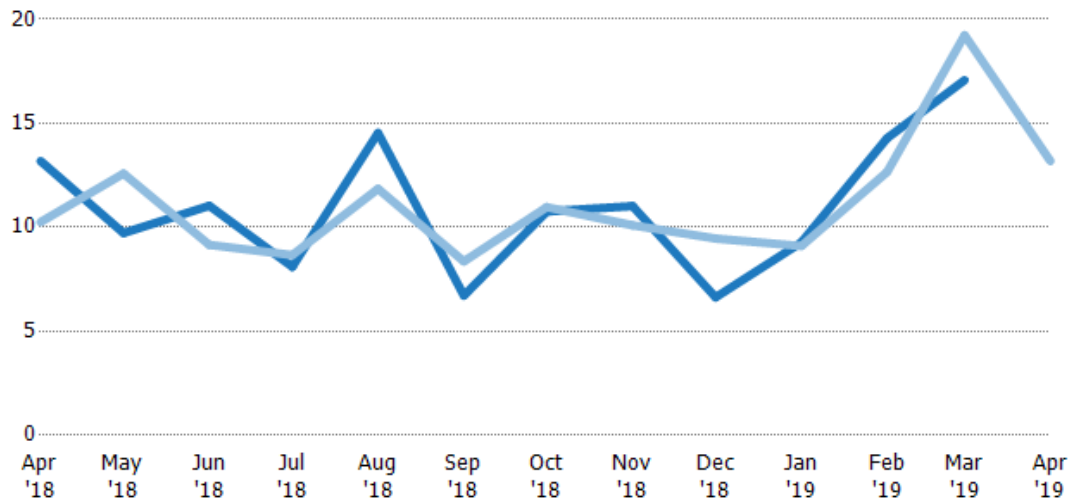
	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19
Current Year	198	123	108	110	115	131	141	155	179	191	194	212	-
Prior Year	222	190	149	152	145	143	159	174	189	202	205	194	198
Percent Change from Prior Year	-11%	-35%	-27%	-28%	-21%	-9%	-11%	-11%	-5%	-5%	-6%	9%	-100%

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



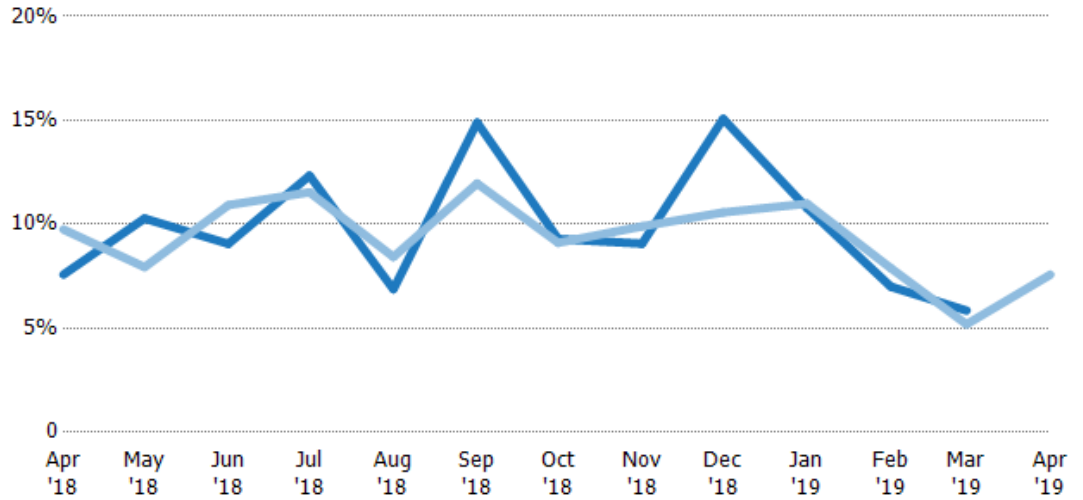
	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19
Current Year	13.2	9.72	11	8.1	14.5	6.72	10.8	11	6.63	9.27	14.3	17.1	-
Prior Year	10.3	12.6	9.15	8.66	11.9	8.36	11	10.1	9.46	9.1	12.7	19.2	13.2
Percent Change from Prior Year	29%	-23%	21%	-6%	23%	-20%	-2%	9%	-30%	2%	13%	-11%	-100%

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



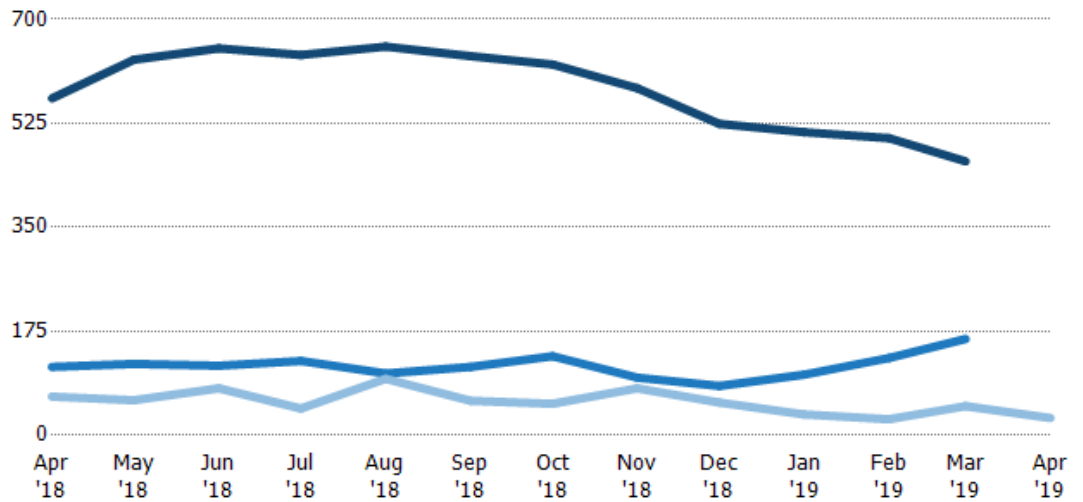
	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19
Current Year	8%	10%	9%	12%	7%	15%	9%	9%	15%	11%	7%	6%	-
Prior Year	10%	8%	11%	12%	8%	12%	9%	10%	11%	11%	8%	5%	8%
Change from Prior Year	2%	-2%	2%	-1%	2%	-3%	0%	1%	-5%	0%	1%	-1%	8%

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



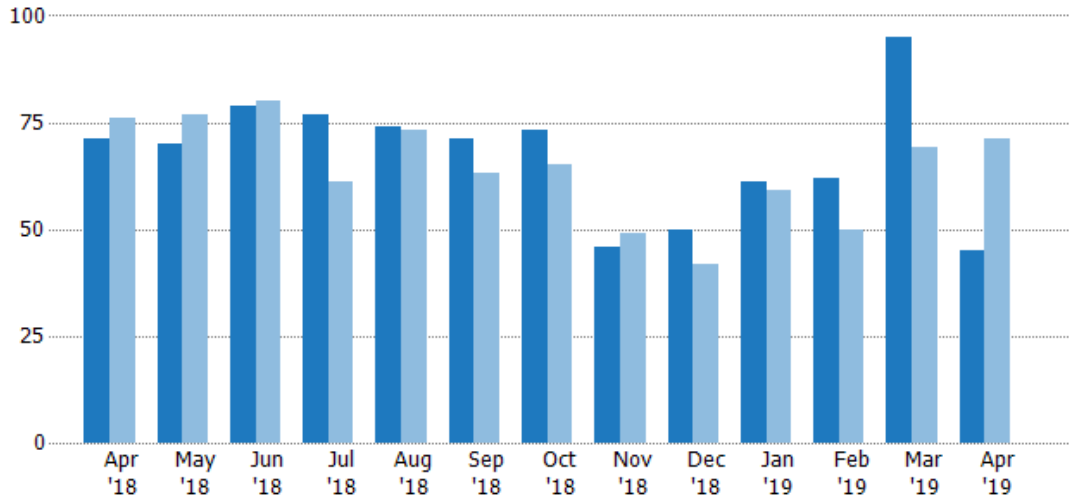
	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19
Active	567	632	651	640	654	638	624	584	524	510	500	461	-
Pending	115	120	117	125	104	115	133	97	83	102	130	162	-
Sold	65	59	79	45	95	58	53	79	55	35	27	49	29

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



Month/Year	Count	% Chg.
Apr '19	45	-36.6%
Apr '18	71	-6.6%
Apr '17	76	-27.6%

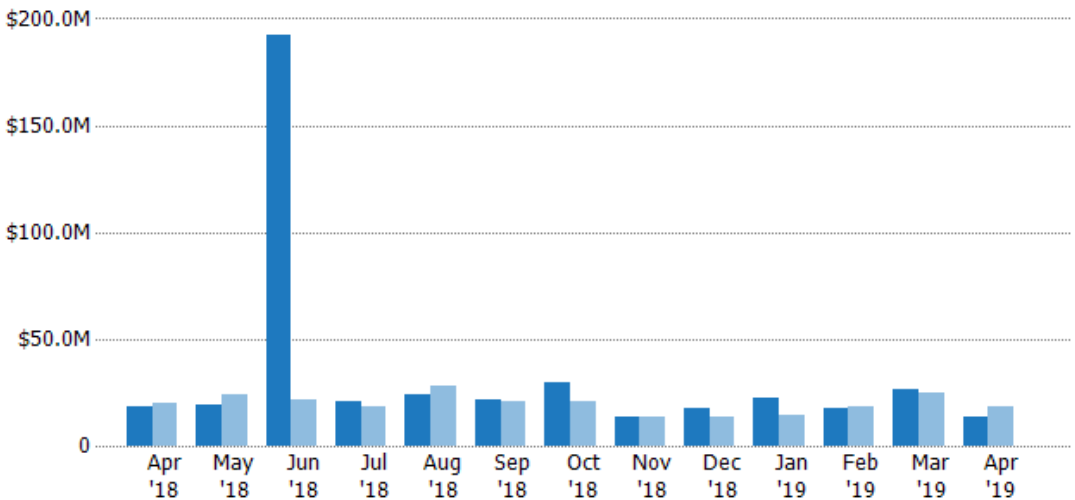
	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19
Current Year	71	70	79	77	74	71	73	46	50	61	62	95	45
Prior Year	76	77	80	61	73	63	65	49	42	59	50	69	71
Percent Change from Prior Year	-7%	-9%	-1%	26%	1%	13%	12%	-6%	19%	3%	24%	38%	-37%

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



Month/Year	Volume	% Chg.
Apr '19	\$13.5M	-27.7%
Apr '18	\$18.6M	-7.6%
Apr '17	\$20.2M	-42.6%

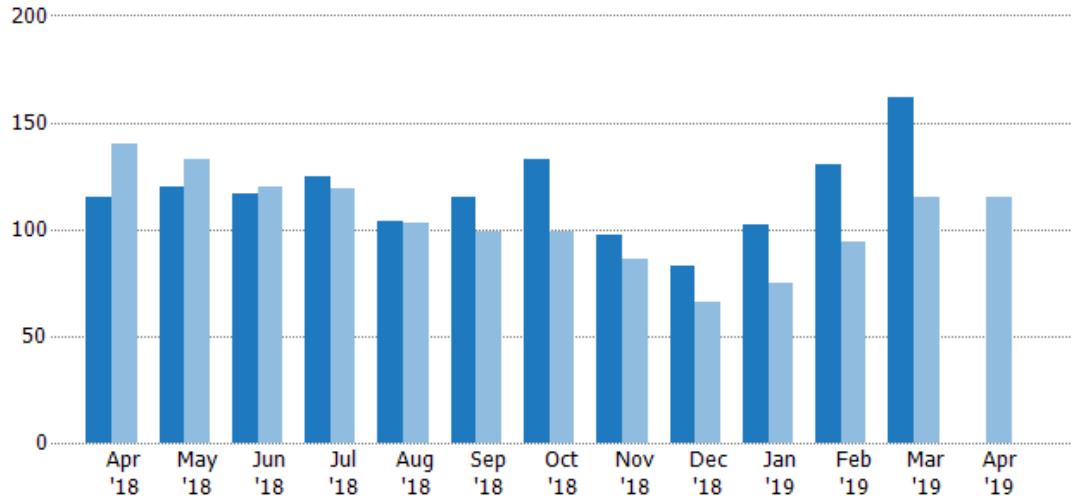
	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19
Current Year	\$18.6M	\$19.1M	\$192M	\$20.7M	\$23.9M	\$21.8M	\$29.5M	\$13.6M	\$17.7M	\$22.2M	\$17.8M	\$26.5M	\$13.5M
Prior Year	\$20.2M	\$23.8M	\$21.9M	\$18.2M	\$28.1M	\$21M	\$20.5M	\$13.4M	\$13.5M	\$14.5M	\$18.2M	\$24.9M	\$18.6M
Percent Change from Prior Year	-8%	-20%	778%	14%	-15%	4%	44%	2%	31%	54%	-2%	7%	-28%

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



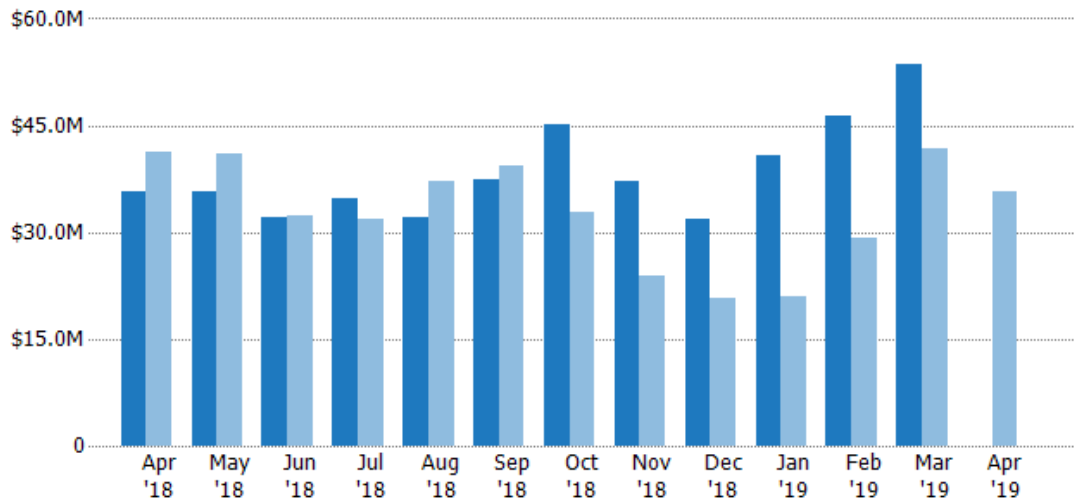
Current Year	115	120	117	125	104	115	133	97	83	102	130	162	-
Prior Year	140	133	120	119	103	99	99	86	66	75	94	115	115
Percent Change from Prior Year	-18%	-10%	-3%	5%	1%	16%	34%	13%	26%	36%	38%	41%	-100%

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



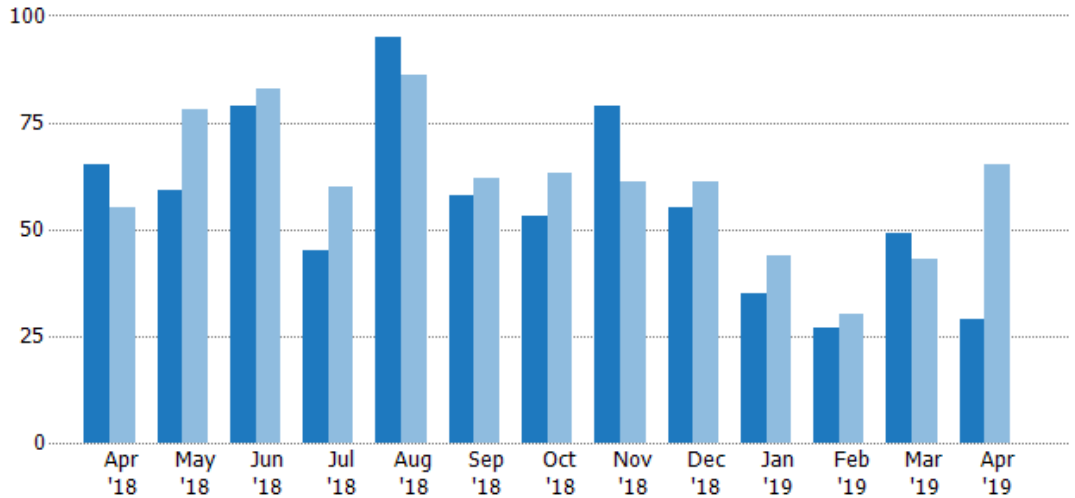
Current Year	\$35.7M	\$35.6M	\$32M	\$34.7M	\$32M	\$37.4M	\$45.2M	\$37.1M	\$31.9M	\$40.8M	\$46.4M	\$53.6M	-
Prior Year	\$41.4M	\$41M	\$32.4M	\$31.8M	\$37.1M	\$39.3M	\$32.8M	\$24M	\$20.6M	\$20.9M	\$29.1M	\$41.8M	\$35.7M
Percent Change from Prior Year	-14%	-13%	-1%	9%	-14%	-5%	38%	55%	55%	95%	59%	28%	-100%

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.
Apr '19	29	-55.4%
Apr '18	65	18.2%
Apr '17	55	-27.3%

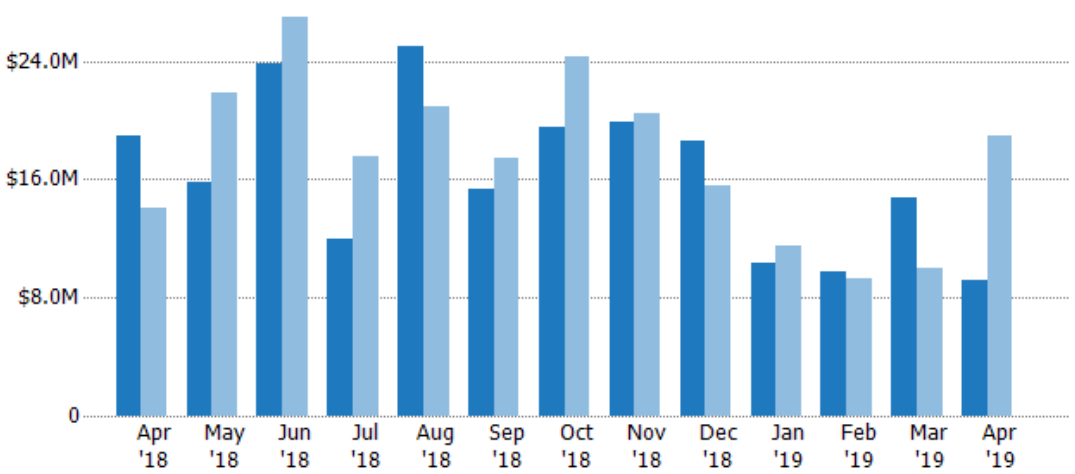
Current Year	65	59	79	45	95	58	53	79	55	35	27	49	29
Prior Year	55	78	83	60	86	62	63	61	61	44	30	43	65
Percent Change from Prior Year	18%	-24%	-5%	-25%	10%	-6%	-16%	30%	-10%	-20%	-10%	14%	-55%

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.
Apr '19	\$9.19M	-51.5%
Apr '18	\$18.9M	35.1%
Apr '17	\$14M	-30.9%

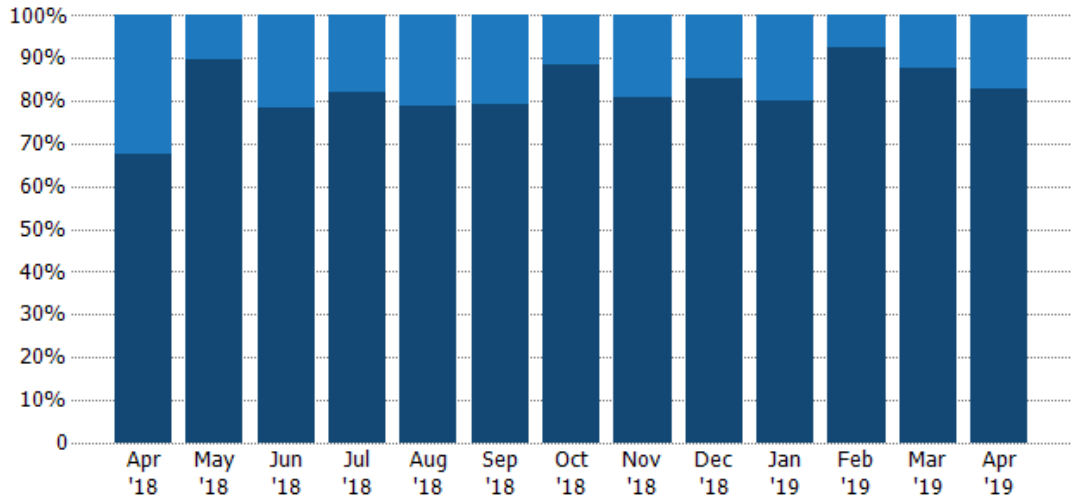
Current Year	\$18.9M	\$15.8M	\$23.9M	\$12M	\$25M	\$15.3M	\$19.6M	\$19.9M	\$18.6M	\$10.3M	\$9.74M	\$14.7M	\$9.19M
Prior Year	\$14M	\$21.8M	\$27M	\$17.6M	\$20.9M	\$17.4M	\$24.3M	\$20.5M	\$15.6M	\$11.6M	\$9.29M	\$9.99M	\$18.9M
Percent Change from Prior Year	35%	-28%	-12%	-32%	19%	-12%	-19%	-3%	19%	-11%	5%	47%	-51%

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



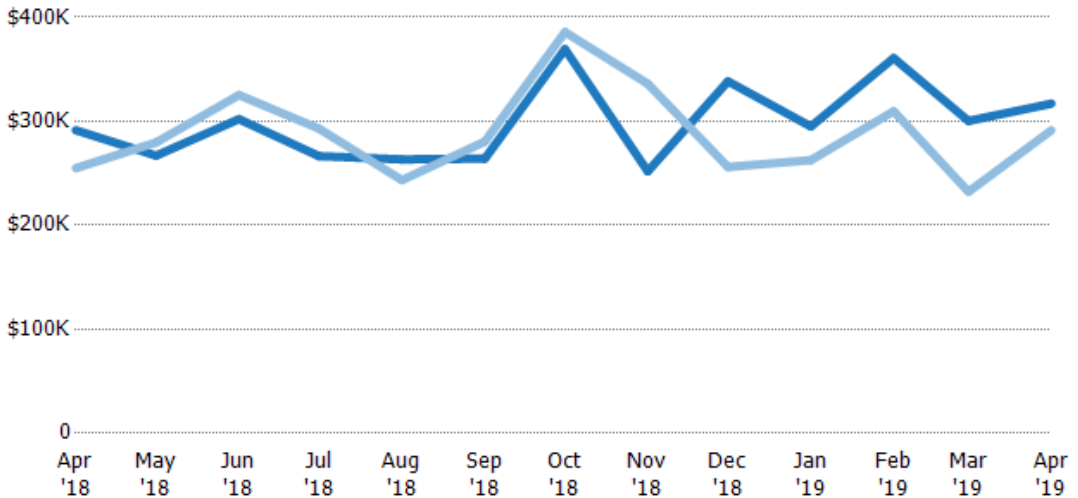
Condo/Townhouse	32%	10%	22%	18%	21%	21%	11%	19%	15%	20%	7%	12%	17%
Single Family Residence	68%	90%	78%	82%	79%	79%	89%	81%	85%	80%	93%	88%	83%

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	\$291K	\$267K	\$302K	\$266K	\$263K	\$264K	\$369K	\$252K	\$338K	\$295K	\$361K	\$300K	\$317K
Prior Year	\$255K	\$280K	\$325K	\$293K	\$243K	\$280K	\$386K	\$336K	\$256K	\$263K	\$310K	\$232K	\$291K
Percent Change from Prior Year	14%	-5%	-7%	-9%	8%	-6%	-4%	-25%	32%	12%	17%	29%	9%

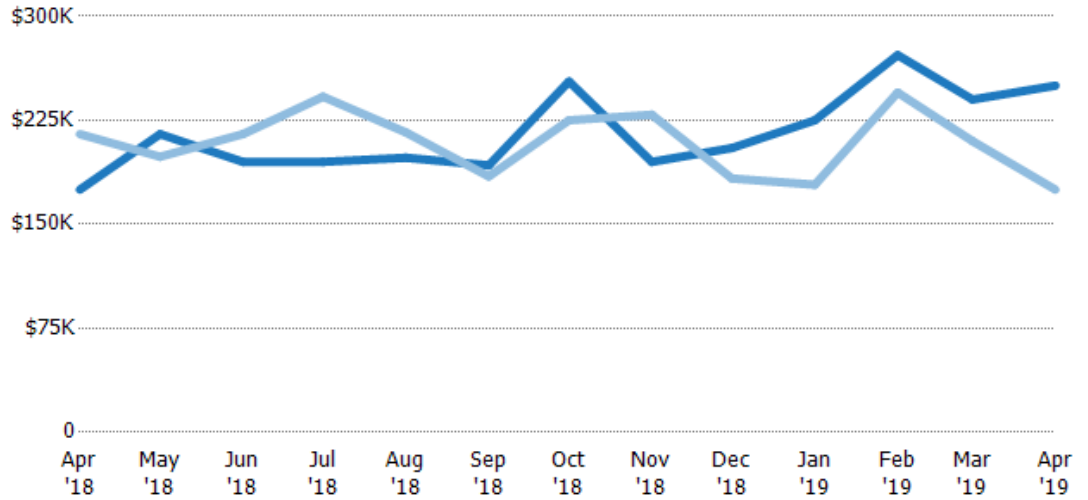
Median Sales Price

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.
Apr '19	\$250K	42.9%
Apr '18	\$175K	-18.6%
Apr '17	\$215K	-5.2%



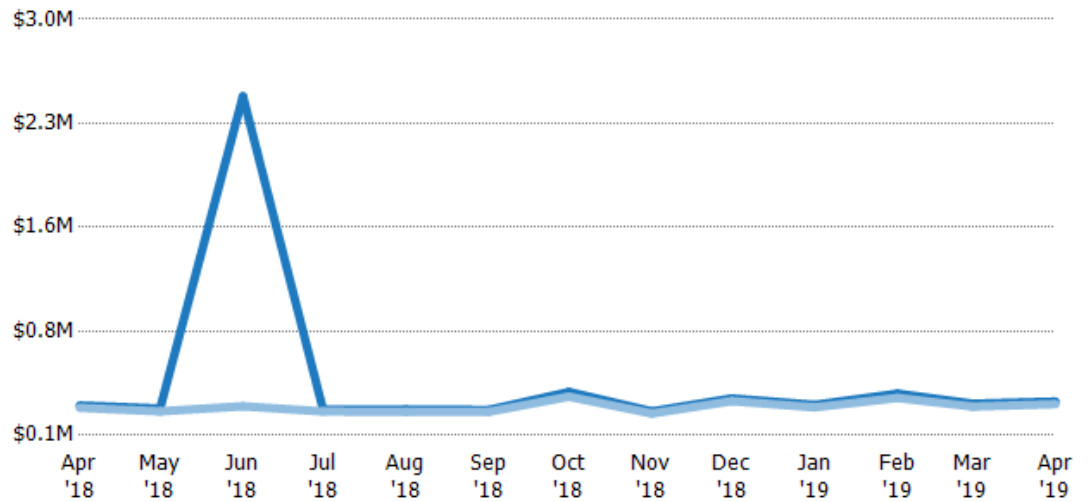
Current Year	\$175K	\$215K	\$195K	\$195K	\$198K	\$193K	\$253K	\$195K	\$205K	\$225K	\$272K	\$240K	\$250K
Prior Year	\$215K	\$199K	\$215K	\$242K	\$216K	\$185K	\$225K	\$229K	\$183K	\$179K	\$245K	\$210K	\$175K
Percent Change from Prior Year	-19%	8%	-9%	-19%	-8%	4%	12%	-15%	12%	26%	11%	14%	43%

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



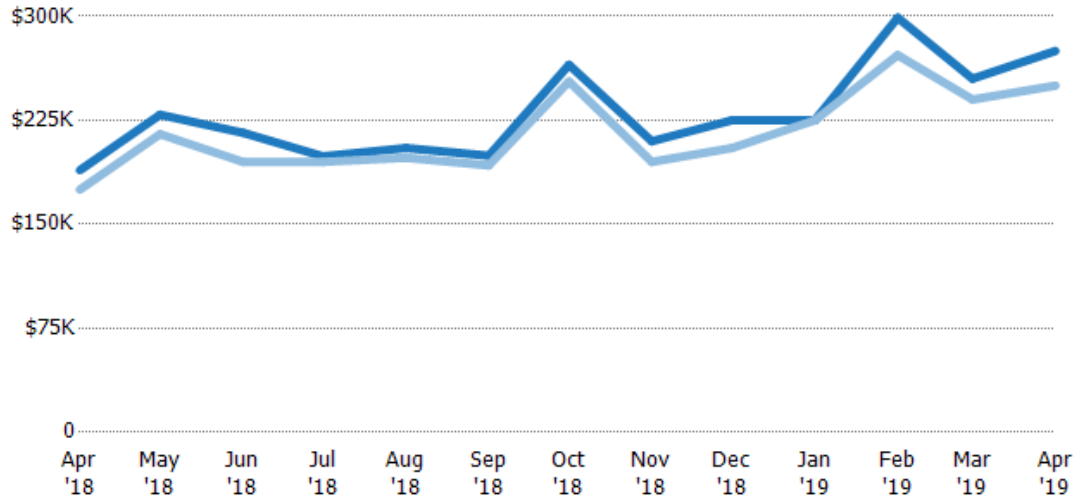
Avg List Price	\$308K	\$287K	\$2.46M	\$278K	\$281K	\$277K	\$402K	\$267K	\$357K	\$312K	\$391K	\$320K	\$335K
Avg Sales Price	\$291K	\$267K	\$302K	\$266K	\$263K	\$264K	\$369K	\$252K	\$338K	\$295K	\$361K	\$300K	\$317K
Avg Sales Price as a % of Avg List Price	95%	93%	12%	96%	94%	95%	92%	94%	95%	94%	92%	94%	95%

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



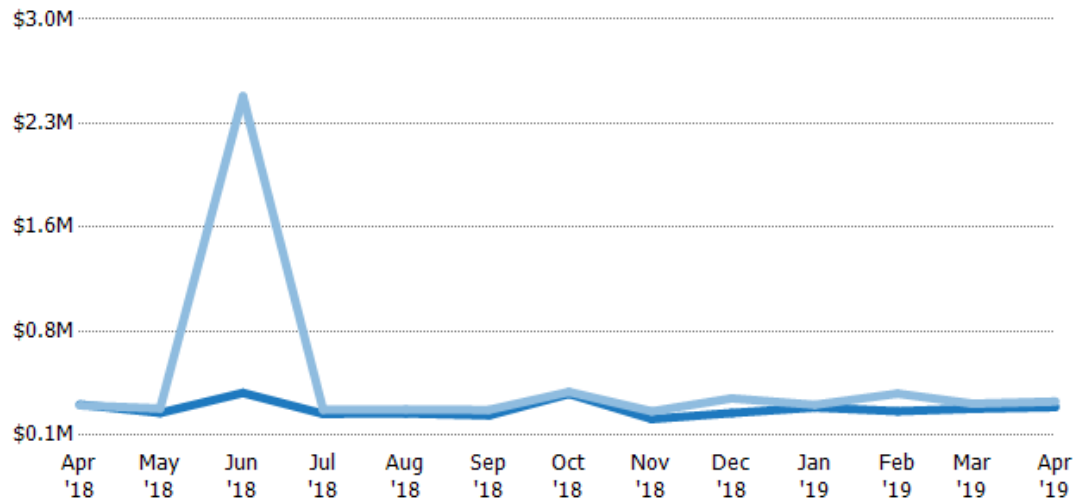
	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19
Median List Price	\$189K	\$229K	\$216K	\$199K	\$205K	\$199K	\$265K	\$210K	\$225K	\$225K	\$299K	\$255K	\$275K
Median Sales Price	\$175K	\$215K	\$195K	\$195K	\$198K	\$193K	\$253K	\$195K	\$205K	\$225K	\$272K	\$240K	\$250K
Med Sales Price as a % of Med List Price	93%	94%	90%	98%	97%	97%	95%	93%	91%	100%	91%	94%	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



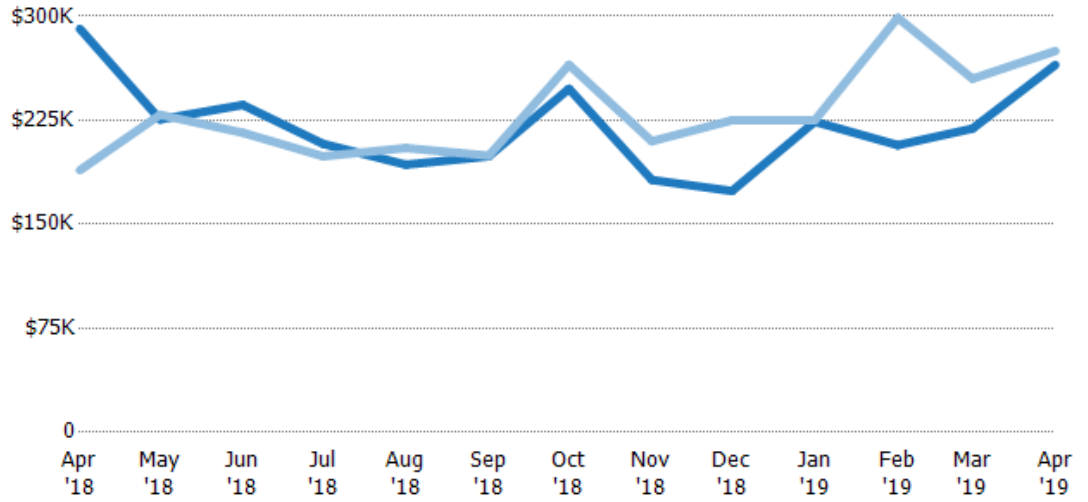
	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19
Avg Est Value	\$314K	\$256K	\$395K	\$250K	\$253K	\$238K	\$388K	\$213K	\$255K	\$294K	\$268K	\$285K	\$296K
Avg Sales Price	\$308K	\$287K	\$2.46M	\$278K	\$281K	\$277K	\$402K	\$267K	\$357K	\$312K	\$391K	\$320K	\$335K
Avg Sales Price as a % of Avg Est Value	98%	112%	623%	111%	111%	116%	103%	125%	140%	106%	146%	112%	113%

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



	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19
Median Est Value	\$291K	\$226K	\$236K	\$208K	\$193K	\$199K	\$248K	\$182K	\$174K	\$224K	\$207K	\$219K	\$265K
Median Sales Price	\$189K	\$229K	\$216K	\$199K	\$205K	\$199K	\$265K	\$210K	\$225K	\$225K	\$299K	\$255K	\$275K
Med Sales Price as a % of Med Est Value	65%	101%	91%	96%	106%	100%	107%	115%	129%	100%	144%	116%	104%