

Summary of Key Listing and Sales Metrics

A summary of the key metrics selected to be included in the report. MLS sources where licensed.

+/-	YTD 2017	YTD 2018	+/-	Feb 2017	Feb 2018	Key Metrics
						Listing Activity Charts Metrics
-7.2%	83	77	-7.2%	83	77	New Listing Count
-26.9%	\$36,370,000	\$26,569,099	-26.9%	\$36,370,000	\$26,569,099	New Listing Volume
-33.4%	814	542	-33.4%	814	542	Active Listing Count
-30.6%	\$412,286,515	\$286,188,428	-30.6%	\$412,286,515	\$286,188,428	Active Listing Volume
+4.3%	\$506,494	\$528,023	+4.3%	\$506,494	\$528,023	Average Listing Price
+17.7%	\$279,900	\$329,500	+17.7%	\$279,900	\$329,500	Median Listing Price
-14.3%	228	195.5	-14.3%	228	195.5	Median Daysin RPR
-29.8%	20.9	14.6	-	-	_	Months of Inventory
+2%	4.79%	6.83%	+	-	_	Absorption Rate
						Sales Activity Charts Metrics
-18.6%	70	57	-18.6%	70	57	New Pending Sales Count
-0.1%	\$20,099,300	\$20,073,000	-0.1%	\$20,099,300	\$20,073,000	New Pending Sales Volume
-16.7%	126	105	-16.7%	126	105	Pending Sales Count
-3.3%	\$32,736,230	\$31,672,100	-3.3%	\$32,736,230	\$31,672,100	Pending Sales Volume
-16.2%	37	31	-16.2%	37	31	Closed Sales Count
+20%	\$8,201,050	\$9,842,436	+20%	\$8,201,050	\$9,842,436	Cloæd Sales Volume
+43.2%	\$221,650	\$317,498	+43.2%	\$221,650	\$317,498	Average Sales Price
+77.8%	\$146,250	\$260,000	+77.8%	\$146,250	\$260,000	Median Sales Price





New Listings

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

Filters Used	200													
State: VT County: Windsor County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	150													
	100													
	50													
	0	Feb	Mar	Apr '17	May	Jun	Jul	Aug '17	Sep '17	Oct	Nov	Dec	Jan	Feb
		'17	'17	.17	'17	'17	'17	.17	.17	'17	'17	'17	'18	'18
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	77
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	83
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	-7%

New Listing Volume

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

Elfere Line d	\$40.0M ······													
Filters Used State: VT County: Windsor County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	\$30.0M													
	\$20.0M ······													
	\$10.0M													
	0	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb
		'17	'17	'17	'17	'17	'17	'17	'17	'17	'17	'17	'18	'18
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	\$26.6M
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	\$36.4M
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	-27%



Active Listings

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

1,000														
750														
500														
500														
250														
0														
0	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	
	-	-	-	-	-	-	-	-	-	-	-	-	542	
	-	-	-	-	-	-	-	-	-	-	-	-	814	
	-	-	-	-	-	-	-	-	-	-	-	-	-33%	6
	750 500	750 500 250 0 Feb	750 500 250 0 Feb Mar	750	750	750 500 250 0 Feb Mar Apr May Jun	750	750	750	750 500 250 0. Feb Mar Apr May Jun Jul Aug Sep Oct	750	750 500 250 0. Feb Mar Apr May Jun Jul Aug Sep Oct Nov Dec	750 500 250 0 Feb Mar Apr May Jun Jul Aug Sep Oct Nov Dec Jan	750 500 250 0 Feb Mar Apr May Jun Jul Aug Sep Oct Nov Dec Jan Feb '17 '17 '17 '17 '17 '17 '17 '17 '17 '18 '18 542

Active Listing Volume

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

Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	-31%
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	\$412M
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	\$286M
	0	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18
	\$120.0M													
Family Residence	\$240.0M													
State: VT County: Windsor County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	\$360.0M													
Filters Used	\$480.0M ·····													





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	\$450K												
Family Residence	\$300K ······												
	\$5001												
	\$150K												
	<i>q</i> 20000												
	0												
	Feb	Mar	Apr		Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb
	'17	'17	'17	'17	'17	'17	'17	'17	'17	'17	'17	'18	'18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$528K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$506K
Percent Change from Prior Veer													
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	4%

Median Listing Price

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

Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	18%
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$280K
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$330K
	0 Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18
	\$100K												
Condo/Townhouse/Apt, Single Family Residence	\$200K												
State: VT County: Windsor County, Vermont Property Type:	\$300K ······												
Filters Used	\$400K ······												





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.

	\$600K ······												
Filters Used State: VT													
County: Windsor County, Vermont Property Type: Condo/Townhouse/Apt, Single	\$450K												
Family Residence	\$300K												
	\$150K												
	0												
	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18
Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$415K
Avg Listing Price	-	-	-	-	-	-	-	-	-	-	-	-	\$528K
Avg Listing Price as a % of Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	127%

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.

	\$400K ······												
Filters Used													
State: VT County: Windsor County, Vermont	\$300K												
Property Type: Condo/Townhouse/Apt, Single Family Residence	çoon												
	\$200K												
	\$100K												
	+												
	0												
	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb
	'17	'17	'17	'17	'17	'17	'17	'17	'17	'17	'17	'18	'18
Median Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$289K
Median Listing Price	-	-	-	-	-	-	-	-	-	-	-	-	\$330K
Med Listing Price as a % of Med Est Value	-	-	-	-	-	-	-	-	-	-	-	-	114%





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.

	300												
Filters Used State: VT County: Windsor County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	225												
	150												
	75												
	0												
	Feb	Mar	Apr	May		Jul		Sep	Oct	Nov	Dec	Jan	Feb
	'17	'17	'17	'17	'17	'17	'17	'17	'17	'17	'17	'18	'18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	196
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	228
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-14%

Months of Inventory

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

FiltersUsed	30												
State: VT County: Windsor County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	23												
	15												
	8												
	0 Feb '17	Mar '17	Apr '17	May '17	Jun	Jul '17	Aug '17	Sep	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	11.8
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	17.3
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-32%





Absorption Rate

The percentage of inventory sold per month.

Filters Used	10%
State: VT County: Windsor County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	
	5%

	0												
	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	8%
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	6%
Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-3%

Active/Pending/Sold Units

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

	600												
Filters Used State: VT County: Windsor County, Vermont	450												
Property Type: Condo/Townhouse/Apt, Single Family Residence													
	300												
	150												
	0												
	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18
Active	-	-	-	-	-	-	-	-	-	-	-	-	542
Pending	-	-	-	-	-	-	-	-	-	-	-	-	105
Sold	-	-	-	-	-	-	-	-	-	-	-	-	31







New Pending Sales

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

	80													
Filters Used State: VT County: Windsor County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	60													
	40													
	20									0.4	Nev			
		Feb '17	Mar '17	Apr 17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18
		17	17	17	17	17	17	17	17	17	17	17	10	10
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	57
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	70
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	-19%

New Pending Sales Volume

The sum of the sales price of single-family, condominium and townhome 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	\$24.0M													
Family Residence	\$16.0M ······													
	\$8.0M													
	, i i i i i i i i i i i i i i i i i i i	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb
		'17	'17	'17	'17	'17	'17	'17	'17	'17	'17	'17	'18	'18
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	\$20.1M
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	\$20.1M
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	0%



Pending Sales

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

Filters Used	200													
State: VT County: Windsor County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	150													
	100													
	50													
	0	Feb	Mar	Apr	May '17	Jun	Jul	Aug	Sep '17	0ct	Nov	Dec	Jan	Feb
		'17	'17	'17	'17	'17	'17	'17	'17	'17	'17	'17	'18	'18
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	105
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	126
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	-17%

Pending Sales Volume

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.

Filters Used	\$40.0M ······													
State: VT County: Windsor County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	\$30.0M													
	\$20.0M ······													
	\$10.0M													
	0	Feb		Apr		Jun		Aug	Sep	0ct	Nov	Dec	Jan	Feb
		'17	'17	'17	'17	'17	'17	'17	'17	'17	'17	'17	'18	'18
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	\$31.7M
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	\$32.7M
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	-3%



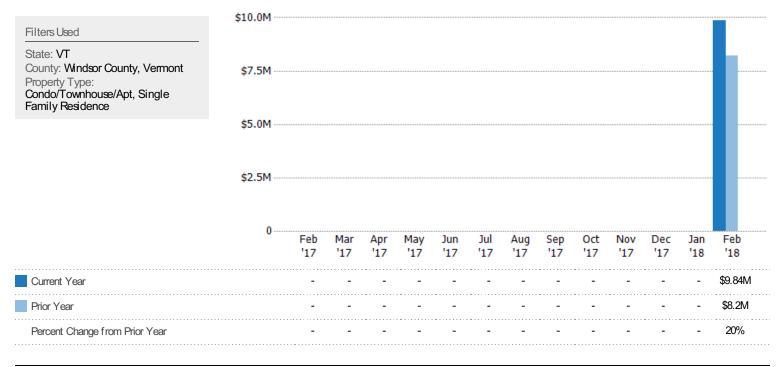
Closed Sales

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

	40													
Filters Used State: VT County: Windsor County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	30													
	20													
	0													
	Ŭ	Feb	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan	Feb
		'17	17	17	17	17	17	17	17	17	17	17	'18	'18
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	31
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	37
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	-16%

Closed Sales Volume

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





Closed Sales by Property Type

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

	100%														
Filters Used	90%														
State: VT County: Windsor County, Vermont	80%														
Property Type: Condo/Townhouse/Apt, Single	70%														
Family Residence	60%														
	50%														
	40%														
	30%														
	20%														
	10%														
	0	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	
		'17	'17	'17	'17	'17	'17	'17	'17	'17	'17	'17	'18	'18	
Condo/Townhouse		-	-	-	-	-	-	-	-	-	-	-	-	16%	
Single Family Residence		-	-	-	-	-	-	-	-	-	-	-	-	84%	

Average Sales Price

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

	\$400K												
Filters Used State: VT													
County: Windsor County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	\$300K												
Family Residence	\$200K												
	\$100K												
	0 Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$317K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$222K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	43%





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	\$225K												
Property Type: Condo/Townhouse/Apt, Single Family Residence	\$150K												
	\$75K												
	φ/ Sic												
	0 Feb '17	Mar '17	Apr '17	May '17	Jun '17		Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$260K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$146K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	78%

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												
	\$200K												
	\$100K												
	0 Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18
Avg List Price	-	-	-	-	-	-	-	-	-	-	-	-	\$337K
Avg Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$317K
Avg Sales Price as a % of Avg List Price	-	-	-	-	-	-	-	-	-	-	-	-	94%



Median Sales Price vs Median Listing Price

The median sales price as a percentage of the median listing price for properties sold each month.

	\$300K ······												
Filters Used State: VT County: Windsor County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence													
	\$150K												
	\$75K												
	4												
	0												
	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	0ct	Nov	Dec	Jan	Feb
	'17	'17	'17	'17	'17	'17	'17	'17	'17	'17	'17	'18	'18
Median List Price	-	-	-	-	-	-	-	-	-	-	-	-	\$270K
Median Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$260K
Med Sales Price as a % of Med List Price	-	-	-	-	-	-	-	-	-	-	-	-	96%

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	\$400K ······												
State: VT County: Windsor County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	\$300K												
,	\$200K												
	\$100K												
	0		-		_		_				_		
	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18
Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$146K
Avg Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$337K
Avg Sales Price as a % of Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	231%

습



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.

	\$300K ······												
Filters Used													
State: VT County: Windsor County, Vermont	\$225K												
Property Type: Condo/Townhouse/Apt, Single Family Residence													
	\$150K												
	\$75K												
	0												
	Feb	Mar	Apr		Jun		Aug	Sep	Oct	Nov	Dec	Jan	Feb
	'17	'17	'17	'17	'17	'17	'17	'17	'17	'17	'17	'18	'18
Median Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$84.1K
Median Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$270K
Med Sales Price as a % of Med Est Value	-	-	-	-	-	-	-	-	-	-	-	-	321%

