

# 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	+/-	Oct 2017	Oct 2018	Key Metrics
						Listing Activity Charts Metrics
+43.5%	62	89	+43.5%	62	89	New Listing Count
+4.8%	\$26,938,913	\$28,221,297	+4.8%	\$26,938,913	\$28,221,297	New Listing Volume
	NA	N⁄A	-4.8%	644	613	Active Listing Count
	NA	N⁄A	+6.6%	\$308,775,695	\$329,278,564	Active Listing Volume
+12%	\$479,465	\$537,159	+12%	\$479,465	\$537,159	Average Listing Price
+13.8%	\$290,000	\$330,000	+13.8%	\$290,000	\$330,000	Median Listing Price
-13.3%	158	137	-13.3%	158	137	Median Daysin RPR
+3.7%	10.6	10.9	-	-	_	Months of Inventory
-0.3%	9.47%	9.14%	+	-	_	Absorption Rate
						Sales Activity Charts Metrics
+4.6%	65	68	+4.6%	65	68	New Pending Sales Count
+40.5%	\$20,469,600	\$28,765,400	+40.5%	\$20,469,600	\$28,765,400	New Pending Sales Volume
	N/A	N⁄A	+46.2%	93	136	Pending Sales Count
	N/A	N⁄A	+53%	\$31,623,700	\$48,378,700	Pending Sales Volume
-16.1%	56	47	-16.1%	56	47	Closed Sales Count
-18%	\$20,119,797	\$16,492,300	-18%	\$20,119,797	\$16,492,300	Closed Sales Volume
-2.3%	\$359,282	\$350,900	-2.3%	\$359,282	\$350,900	Average Sales Price
+15.6%	\$218,949	\$253,000	+15.6%	\$218,949	\$253,000	Median Sales Price





# New Listings

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

	88													
Filters Used State: VT County: Windsor County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	66													
	44													
	22······					<b>-</b>								
		Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct
		'17	'17	'17	'18	'18	'18	'18	'18	'18	'18	'18	'18	'18
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	89
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	62
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	44%

# 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	\$24.0M \$16.0M													
	\$8.0M													
	0	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	\$28.2M
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	\$26.9M
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	5%





# Active Listings

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

Filters Used	800														
State: VT County: Windsor County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	600														
	400														
	200														
	0	0ct	Nov	Dec	lan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	0ct	
		'17	'17	'17	'18	'18	'18	'18	'18	'18	'18	'18	'18	'18	
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	613	
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	644	
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	-5%	

#### Active Listing Volume

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

Filters Used	\$400.0M ······													
State: VT County: Windsor County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	\$300.0M													
	\$200.0M													
	\$100.0M													
	_	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18
										10				10
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	\$329M
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	\$309M
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	7%





#### Average Listing Price

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

	\$600K ······												
Filters Used State: VT County: Windsor County, Vermont Property Type: Condo Townhou (Ant Single	\$450K												
Condo/Townhouse/Apt, Single Family Residence	\$300K												
	\$150K												
	0		_		- 1		•		•			_	~ .
	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	0ct '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$537k
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$479k
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	12%
													1270

# Median Listing Price

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

	\$400K ······												
Filters Used													
State: VT County: Windsor County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	\$300K												
ranny Nesdence	\$200K												
	\$100K												
	0												
	Oct	Nov	Dec	Jan	Feb	Mar	Apr		Jun	Jul	Aug	Sep	0ct
	'17	'17	'17	'18	'18	'18	'18	'18	'18	'18	'18	'18	'18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$330K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$290K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	14%





# 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 Family Residence	\$450K												
	\$300K												
	\$150K												
	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	0ct
	'17	'17	'17	'18	'18	'18	'18	'18	'18	'18	'18	'18	'18
Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$418K
Avg Listing Price	-	-	-	-	-	-	-	-	-	-	-	-	\$537K
Avg Listing Price as a % of Avg Est Value	-	_	-	-	-	-	-	-	-	-	_	-	128%

## 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 Property Type: Condo/Townhouse/Apt, Single Family Residence	\$300K												
Family Residence	\$200K												
	\$100K												
	<b>Q100</b>												
	0 Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	0ct
	'17	'17	'17	'18	'18	'18	'18	'18	'18	'18	'18	'18	'18
Median Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$306K
Median Listing Price	-	-	-	-	-	-	-	-	-	-	-	-	\$330K
Med Listing Price as a % of Med Est Value		-	-	-	-	-	-	-	-	-	-	-	108%





# 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.

	200												
Filters Used State: VT County: Windsor County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	150												
	100												
	50												
	0												
	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct
	'17	'17	'17	'18	'18	'18	'18	'18	'18	'18	'18	'18	'18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	137
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	158
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-13%

## Months of Inventory

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

FiltersUsed	20												
State: VT County: Windsor County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	15												
	10												
	5												
	0 Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct
	'17	'17	'17	'18	'18	'18	'18	'18	'18	'18	'18	'18	'18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	10.9
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	10.9
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	0%





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

# Active/Pending/Sold Units

The number of residential properties that were Active, Pending and Sold each month.

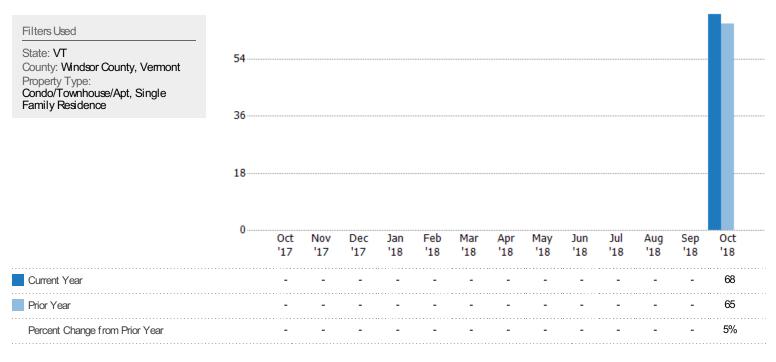
	700												
Filters Used State: VT County: Windsor County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	525												
Family Residence													
	175												
	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct
	'17	'17	'17	'18	'18	'18	'18	'18	'18	'18	'18	'18	'18
Active	-	-	-	-	-	-	-	-	-	-	-	-	613
Pending	-	-	-	-	-	-	-	-	-	-	-	-	136
Sold	-	-	-	-	-	-	-	-	-	-	-	-	47





# New Pending Sales

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



# 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	\$24.0M													
	\$8.0M													
	0	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18
			17		10	10	10	10	10	10	10	10		
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	\$28.8M
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	\$20.5M
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	41%





# Pending Sales

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

	200													
Filters Used State: VT County: Windsor County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	150													
	100													
	50													
	0	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	0ct
		'17	'17	'17	'18	'18	'18	'18	'18	'18	'18	'18	'18	'18
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	136
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	93
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	46%
		- -	- -	-	- -	-	-	-	-	-	- -	-	-	

# Pending Sales Volume

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

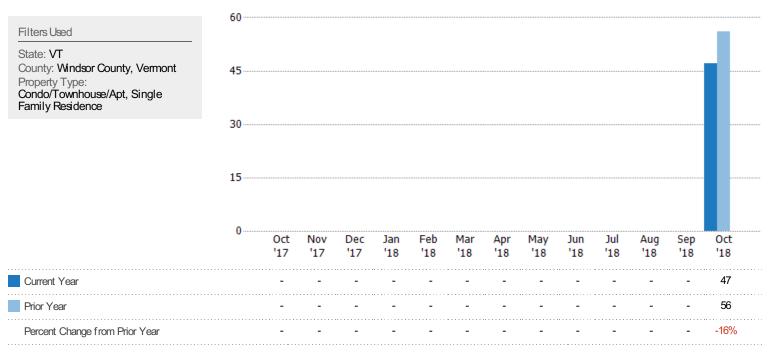
Filters Used	\$48.0M													
State: VT County: Windsor County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	\$36.0M													
	\$24.0M													
	\$12.0M													
	0	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	\$48.4M
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	\$31.6M
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	53%





# Closed Sales

The total number of residential properties sold each month.



# **Closed Sales Volume**

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

State: VT \$24.0M	
County: Windsor County, Vermont Property Type: Condo/Townhouse/Apt, Single	
Family Residence \$16.0M	
0 Oct Nov Dec Jan Feb Mar Apr May Jun Jul Aug Sep Oct	
'17 '17 '17 '18 '18 '18 '18 '18 '18 '18 '18 '18 '18	
Current Year \$16.5N	Л
Prior Year \$20.1N	Л
Percent Change from Prior Year	





# Closed Sales by Property Type

The percentage of residential 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%														
Condo/Townhouse/Apt, Single Family Residence	60%														
	50%														
	40%														
	30%														
	20%														
	10%														
	0	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	
		'17	'17	'17	'18	'18	'18	'18	'18	'18	'18	'18	'18	'18	
Condo/Townhouse		-	-	-	-	-	-	-	-	-	-	-	-	11%	
Single Family Residence		-	-	-	-	-	-	-	-	-	-	-	-	89%	

# **Average Sales Price**

The average sales price of the residential 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

	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$351K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$359K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-2%





# Median Sales Price

The median sales price of the residential 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												
	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct
	'17	'17	'17	'18	'18	'18	'18	'18	'18	'18	'18	'18	'18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$253K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$219K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	16%

#### Average Sales Price vs Average Listing Price

The average sales price as a percentage of the average listing price for 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												
	Oct	Nov '17	Dec	Jan		Mar	Apr	May	Jun	Jul	Aug '18	Sep '18	Oct
	'17	17	'17	'18	'18	'18	'18	'18	'18	'18	18	18	'18
Avg List Price	-	-	-	-	-	-	-	-	-	-	-	-	\$378K
Avg Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$351K
Avg Sales Price as a % of Avg List Price	-	-	-	-	-	-	-	-	-	-	-	-	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.

	\$300K ······												
Filters Used State: VT County: Windsor County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	\$225K												
	\$150K												
	\$75K 0 Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	0ct
	'17	'17	'17	'18	'18	'18	'18	'18	'18	'18	'18	'18	'18
Median List Price	-	-	-	-	-	-	-	-	-	-	-	-	\$265K
Median Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$253K
Med Sales Price as a % of Med List Price	-	-	-	-	-	-	-	-	-	-	-	-	95%

#### 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.

Filtern Lload	\$400K ······												
Filters Used State: VT County: Windsor County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	\$300K												
	\$200K ······												
	\$100K												
	0 Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	0ct '18
Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$357K
Avg Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$378K
Avg Sales Price as a % of Avg Est Value		-		-	-	-	-	-	-	-	-	-	106%





# 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 Property Type:	\$225K												
Condo/Townhouse/Apt, Single Family Residence	\$150K												
	\$75K												
	0												
	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18
Median Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$240K
Median Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$265K
Med Sales Price as a % of Med Est Value	-	-	-	-	-	-	-	-	-	-	-	-	110%

