

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	+/-	Sep 2017	Sep 2018	Key Metrics
						Listing Activity Charts Metrics
-9%	100	91	-9%	100	91	New Listing Count
+16.2%	\$31,837,899	\$37,010,494	+16.2%	\$31,837,899	\$37,010,494	New Listing Volume
	N⁄A	N⁄A	-9.8%	683	616	Active Listing Count
	N⁄A	N⁄A	+6.2%	\$321,666,381	\$341,589,064	Active Listing Volume
+17.7%	\$470,961	\$554,528	+17.7%	\$470,961	\$554,528	Average Listing Price
+20%	\$285,000	\$342,000	+20%	\$285,000	\$342,000	Median Listing Price
-10.1%	144	129.5	-10.1%	144	129.5	Median Daysin RPR
-23.6%	13.7	10.4	-	-	_	Months of Inventory
+2.3%	7.32%	9.58%	+	-	_	Absorption Rate
						Sales Activity Charts Metrics
+28.6%	63	81	+28.6%	63	81	New Pending Sales Count
+21%	\$21,033,100	\$25,457,800	+21%	\$21,033,100	\$25,457,800	New Pending Sales Volume
	N⁄A	N⁄A	+34.8%	89	120	Pending Sales Count
	N⁄A	N⁄A	+12.3%	\$33,867,700	\$38,043,794	Pending Sales Volume
-3.4%	59	57	-3.4%	59	57	Closed Sales Count
-15.3%	\$16,807,887	\$14,243,000	-15.3%	\$16,807,887	\$14,243,000	Closed Sales Volume
-12.3%	\$284,879	\$249,877	-12.3%	\$284,879	\$249,877	Average Sales Price
+0.5%	\$189,000	\$190,000	+0.5%	\$189,000	\$190,000	Median Sales Price





New Listings

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

	200													
Filters Used State: VT County: Windsor County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	150													
	100													
	50													
	0	Sep	0ct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep
		'17	'17	'17	'17	'18	'18	'18	'18	'18	'18	'18	'18	'18
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	91
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	100
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	-9%

New Listing Volume

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

FiltersUsed	\$40.0M ······													
State: VT County: Windsor County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	\$30.0M													
	\$20.0M ······													
	\$10.0M													
	0	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18
						10	10	10	10	10	10	10	10	10
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	\$37M
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	\$31.8M
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	16%





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	Sep	0ct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	
		'17	'17	'17	'17	'18	'18	'18	'18	'18	'18	'18	'18	'18	
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	616	
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	683	
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	-10%	

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													
	0	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18
				17			10	10	10		10	10	10	10
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	\$342M
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	\$322M
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	6%





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/Townhouse/Apt, Single Family Residence	\$450K												
Family Residence	\$300K ······												
	\$500K												
	\$150K												
	+												
	0												
	Sep	Oct	Nov	Dec		Feb		Apr	May	Jun	Jul	Aug	Sep
	'17	'17	'17	'17	'18	'18	'18	'18	'18	'18	'18	'18	'18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$555K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$471K
Percent Change from Prior Year													
	-		-	-	-	-	-	-	-	-	-	-	18%

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	\$300K												
Family Residence	\$200K												
	\$100K												
	0												
	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18
	17	17	17		10	10	10	10	10	10	10	10	10
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$342K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$285K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	20%



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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	\$600K												
State: VT County: Windsor County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	\$450K												
·	\$300K												
	\$150K												
	0 Sep	0ct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep
	'17	'17	'17	'17	'18	'18	'18	'18	'18	'18	'18	'18	'18
Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$424K
Avg Listing Price	-	-	-	-	-	-	-	-	-	-	-	-	\$555K
Avg Listing Price as a % of Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	131%

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	\$300K												
Family Residence	\$200K												
	\$100K												
	0												
	Sep	Oct	Nov	Dec		Feb		Apr	May	Jun	Jul	Aug	Sep
	'17	'17	'17	'17	'18	'18	'18	'18	'18	'18	'18	'18	'18
Median Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$302K
Median Listing Price	-	-	-	-	-	-	-	-	-	-	-	-	\$342K
Med Listing Price as a % of Med Est Value	-	-	-	-	-	-	-	-	-	-	-	-	113%





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												
	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	130
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	144
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-10%

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												
	2												
	0												
	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	6.77
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	8.33
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-19%





Absorption Rate

The percentage of inventory sold per month.

Filters Used	15%												
State: VT County: Windsor County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	10%												
	5%												
	0												
	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	15%
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	12%
Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-3%

Active/Pending/Sold Units

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

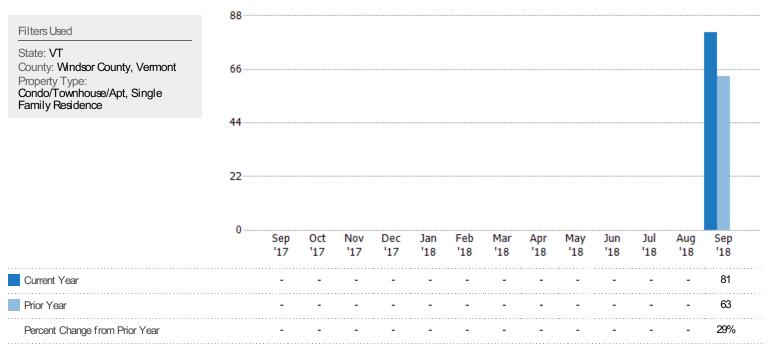
Filters Used	700												
State: VT County: Windsor County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	525												
	350												
	175												
	0												
	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18
Active	-	-	-	-	-	-	-	-	-	-	-	-	616
Pending	-	-	-	-	-	-	-	-	-	-	-	-	120
Sold	-	-	-	-	-	-	-	-	-	-	-	-	57





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													
Family Residence	\$16.0M													
	\$8.0M													
	0	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18
		17	17	17	17	18	18	18	18	18	18	18	18	18
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	\$25.5M
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	\$21M
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	21%





Pending Sales

The number of residential 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	Con			Dec			Mar				Jul	Aug	Sep
		Sep '17	0ct '17	'17	'17	'18	'18	'18	Apr '18	Мау '18	'18	18	'18	'18
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	120
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	89
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	35%

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	\$40.0M													
State: VT County: Windsor County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	\$30.0M													
	\$20.0M													
	\$10.0M													
	0	Sep	0ct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep
		'17	'17	'17	'17	'18	'18	'18	18	'18	'18	'18	'18	'18
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	\$38M
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	\$33.9M
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	12%

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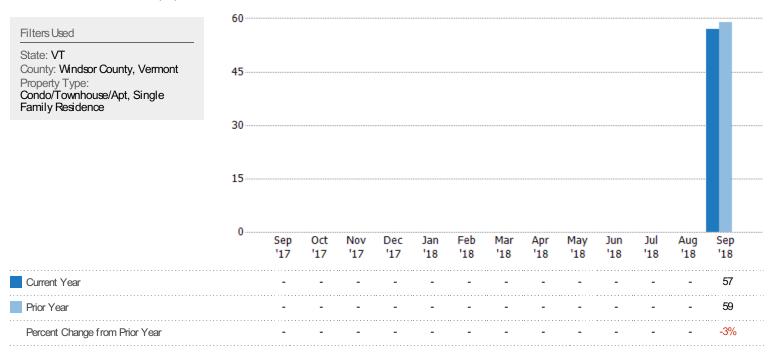


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Closed Sales

The total number of residential properties sold each month.



Closed Sales Volume

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

Filters Used	\$20.0M													
County: Windsor County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	\$15.0M													
	\$10.0M													
	\$5.0M													
	0	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	\$14.2M
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	\$16.8M
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	-15%

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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	Sep	0ct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	
		'17	'17	'17	'17	'18	'18	'18	'18	'18	'18	'18	'18	'18	
Condo/Townhouse		-	-	-	-	-	-	-	-	-	-	-	-	21%	
Single Family Residence		-	-	-	-	-	-	-	-	-	-	-	-	79%	

Average Sales Price

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

Filters Used	\$300K
State: VT County: Windsor County, Vermont	\$225K
Property Type: Condo/Townhouse/Apt, Single Family Residence	\$150K
	+

\$75K-----

	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$250K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$285K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-12%





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												
Fairing residence	\$150K												
	+75V												
	\$75K												
	0	0ct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Con
	Sep '17	'17	'17	'17	'18	'18	'18	Apr '18	'18	'18	'18	'18	Sep '18
Current Year		-	-	-	-	-	-	-	-	-	-	-	\$190K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$189K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	1%

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	\$300K												
State: VT County: Windsor County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	\$225K												
	\$150K												
	\$75K												
	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18
Avg List Price	-	-	-	-	-	-	-	-	-	-	-	-	\$264K
Avg Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$250K
Avg Sales Price as a % of Avg List Price	-	-	-	-	-	-	-	-	-	-	-	-	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.

	\$200K ······												
Filters Used State: VT County: Windsor County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	\$150K												
	\$100K												
	\$50K												
	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18
Median List Price	-	-	-	-	-	-	-	-	-	-	-	-	\$199K
Median Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$190K
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.

Filters Used	\$300K ······												
State: VT County: Windsor County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	\$225K												
·	\$150K												
	\$75K												
	0 Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18
Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$230K
Avg Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$264K
Avg Sales Price as a % of Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	115%





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.

	\$200K ······												
Filters Used State: VT													
County: Windsor County, Vermont Property Type: Condo/Townhouse/Apt, Single	\$150K												
Family Residence	\$100K												
	\$50K												
	0	o.+	Nerr	D	1	F- L	Nd	A		1	اب. ا	A	
	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	Мау '18	Jun '18	Jul '18	Aug '18	Sep '18
Median Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$198K
Median Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$199K
Med Sales Price as a % of Med Est Value	-	-	-	-	-	-	-	-	-	-	-	-	100%

