

Summary of Key Listing and Sales Metrics

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

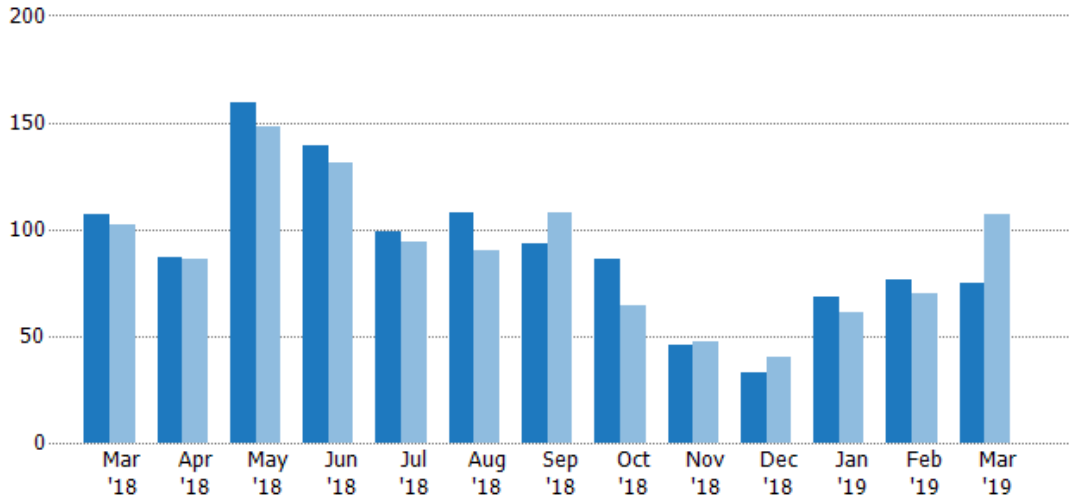
Key Metrics	Mar 2019	Mar 2018	+ / -	YTD 2019	YTD 2018	+ / -
Listing Activity Charts Metrics						
New Listing Count	75	107	-29.9%	219	238	-8%
New Listing Volume	\$29,010,790	\$38,995,045	-25.6%	\$88,184,418	\$86,153,945	+2.4%
Active Listing Count	461	577	-20.1%	N/A	N/A	
Active Listing Volume	\$258,025,370	\$288,508,472	-10.6%	N/A	N/A	
Average Listing Price	\$559,708	\$500,015	+11.9%	\$542,441	\$514,705	+5.4%
Median Listing Price	\$339,000	\$299,000	+13.4%	\$324,727	\$299,296	+8.5%
Median Days in RPR	212	194	+9.3%	200.88	199.83	+0.5%
Months of Inventory	17.1	19.2	-11.2%	12.6	11.9	+5.7%
Absorption Rate	5.86%	5.2%	+0.7%	7.95%	8.41%	-0.5%
Sales Activity Charts Metrics						
New Pending Sales Count	95	69	+37.7%	218	178	+22.5%
New Pending Sales Volume	\$26,548,440	\$24,890,500	+6.7%	\$66,618,748	\$57,506,200	+15.8%
Pending Sales Count	162	115	+40.9%	N/A	N/A	
Pending Sales Volume	\$53,641,968	\$41,837,800	+28.2%	N/A	N/A	
Closed Sales Count	49	43	+14%	111	117	-5.1%
Closed Sales Volume	\$14,715,600	\$9,987,663	+47.3%	\$34,781,020	\$30,832,599	+12.8%
Average Sales Price	\$300,318	\$232,271	+29.3%	\$313,343	\$263,526	+18.9%
Median Sales Price	\$240,000	\$210,000	+14.3%	\$243,054	\$207,128	+17.3%

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



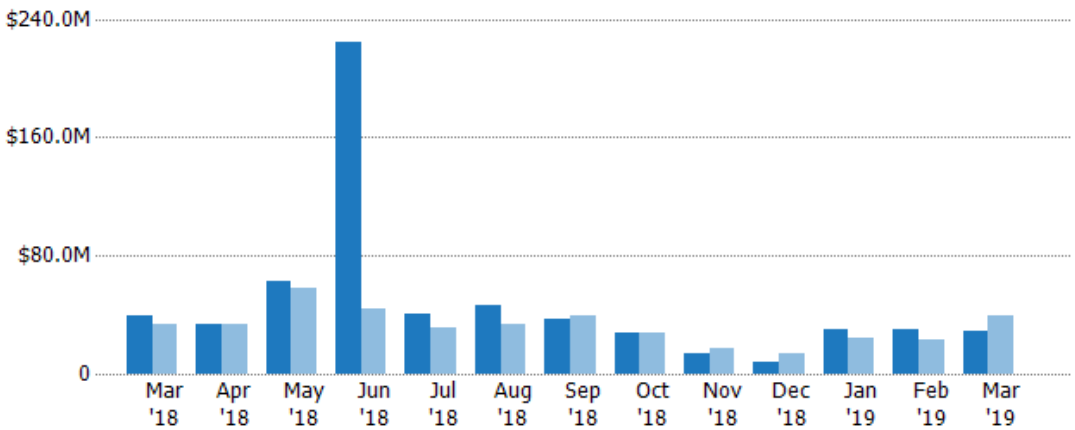
	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19
Current Year	107	87	159	139	99	108	93	86	46	33	68	76	75
Prior Year	102	86	148	131	94	90	108	64	47	40	61	70	107
Percent Change from Prior Year	5%	1%	7%	6%	5%	20%	-14%	34%	-2%	-18%	11%	9%	-30%

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



	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19
Current Year	\$39M	\$33.6M	\$62.6M	\$224M	\$41.1M	\$46.8M	\$37.4M	\$27.3M	\$13.5M	\$8.33M	\$29.6M	\$29.5M	\$29M
Prior Year	\$33.4M	\$34.1M	\$58.4M	\$44.4M	\$31.4M	\$33.3M	\$38.9M	\$27.4M	\$17.3M	\$13.4M	\$24.1M	\$23.1M	\$39M
Percent Change from Prior Year	17%	-1%	7%	404%	31%	41%	-4%	0%	-22%	-38%	23%	28%	-26%

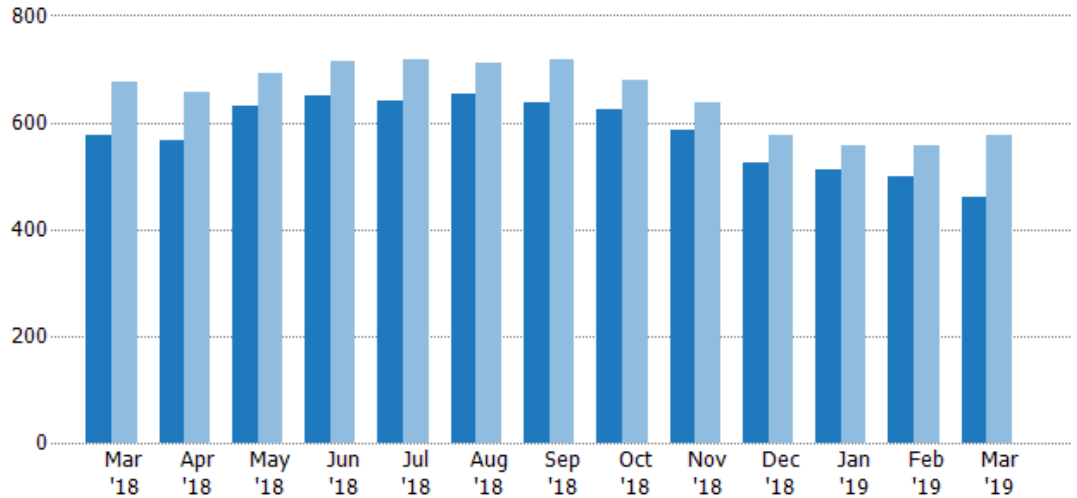
Active Listings

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

Month/ Year	Count	% Chg.
Mar '19	461	-20.1%
Mar '18	577	-14.6%
Mar '17	676	6.4%



Current Year	577	567	632	651	640	654	638	624	584	524	510	500	461
Prior Year	676	656	692	714	719	711	719	680	636	577	555	557	577
Percent Change from Prior Year	-15%	-14%	-9%	-9%	-11%	-8%	-11%	-8%	-8%	-9%	-8%	-10%	-20%

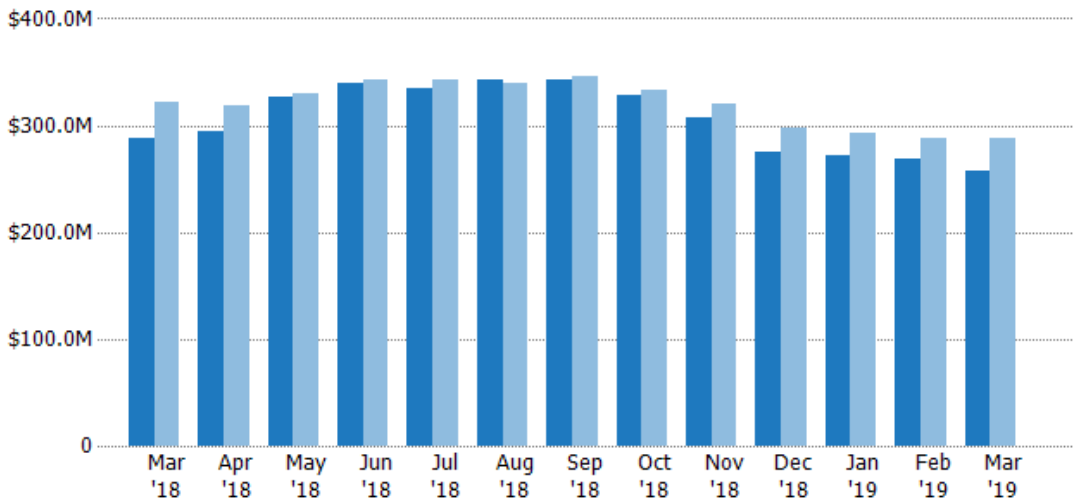
Active Listing Volume

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

Month/ Year	Volume	% Chg.
Mar '19	\$258M	-10.6%
Mar '18	\$289M	-10.3%
Mar '17	\$321M	-12.9%



Current Year	\$289M	\$294M	\$326M	\$340M	\$334M	\$342M	\$343M	\$328M	\$308M	\$275M	\$272M	\$268M	\$258M
Prior Year	\$321M	\$318M	\$330M	\$342M	\$342M	\$340M	\$347M	\$333M	\$321M	\$297M	\$294M	\$287M	\$289M
Percent Change from Prior Year	-10%	-7%	-1%	-1%	-2%	1%	-1%	-2%	-4%	-7%	-7%	-7%	-11%

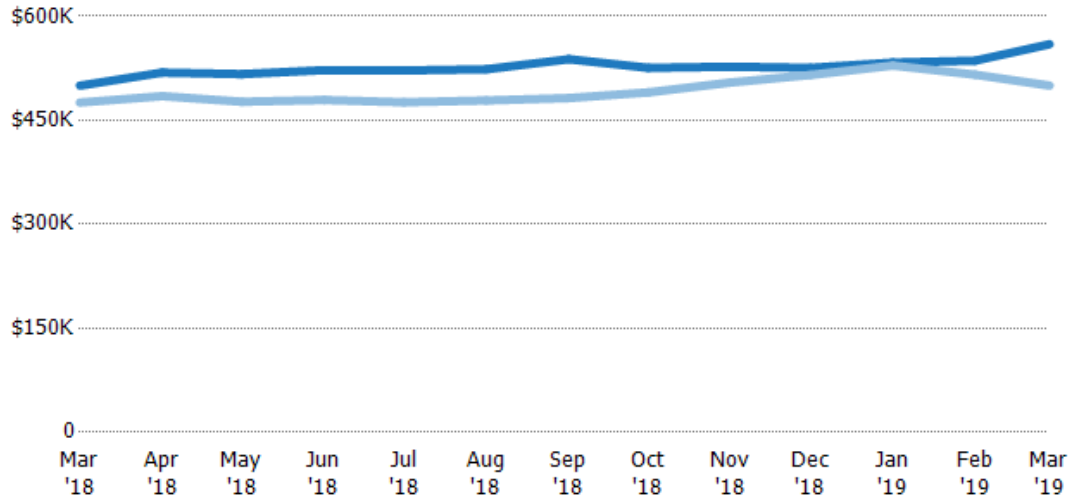
Average Listing Price

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.
Mar '19	\$560K	11.9%
Mar '18	\$500K	5.1%
Mar '17	\$476K	-18.1%



Current Year	\$500K	\$519K	\$517K	\$522K	\$522K	\$524K	\$538K	\$526K	\$527K	\$526K	\$533K	\$536K	\$560K
Prior Year	\$476K	\$485K	\$477K	\$479K	\$476K	\$479K	\$482K	\$490K	\$505K	\$515K	\$529K	\$516K	\$500K
Percent Change from Prior Year	5%	7%	8%	9%	10%	9%	12%	7%	4%	2%	1%	4%	12%

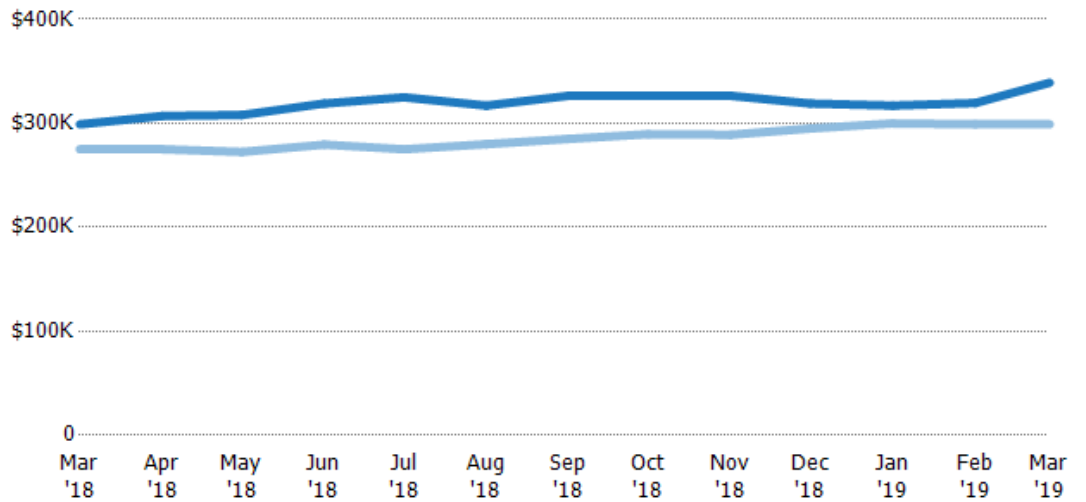
Median Listing Price

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.
Mar '19	\$339K	13.4%
Mar '18	\$299K	8.7%
Mar '17	\$275K	-9.5%



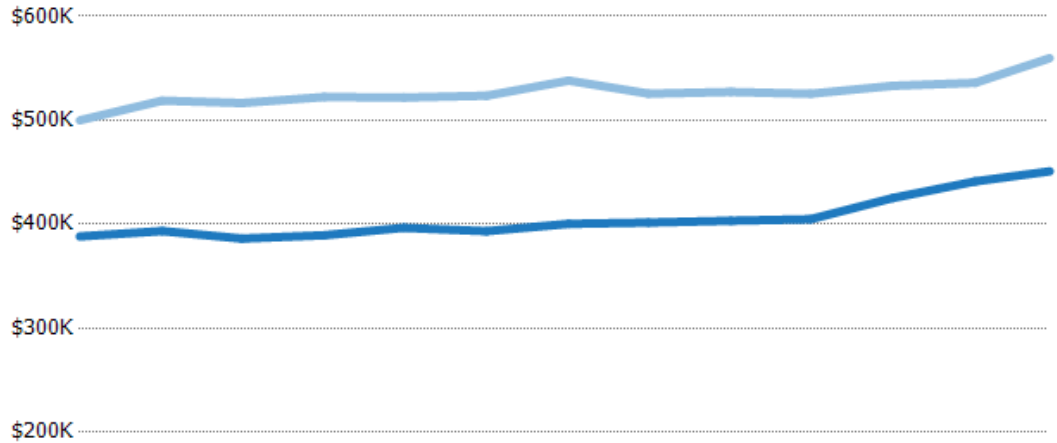
Current Year	\$299K	\$307K	\$308K	\$319K	\$325K	\$317K	\$326K	\$326K	\$326K	\$319K	\$317K	\$319K	\$339K
Prior Year	\$275K	\$275K	\$272K	\$279K	\$275K	\$280K	\$285K	\$290K	\$289K	\$295K	\$300K	\$299K	\$299K
Percent Change from Prior Year	9%	12%	13%	14%	18%	13%	15%	13%	13%	8%	6%	7%	13%

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



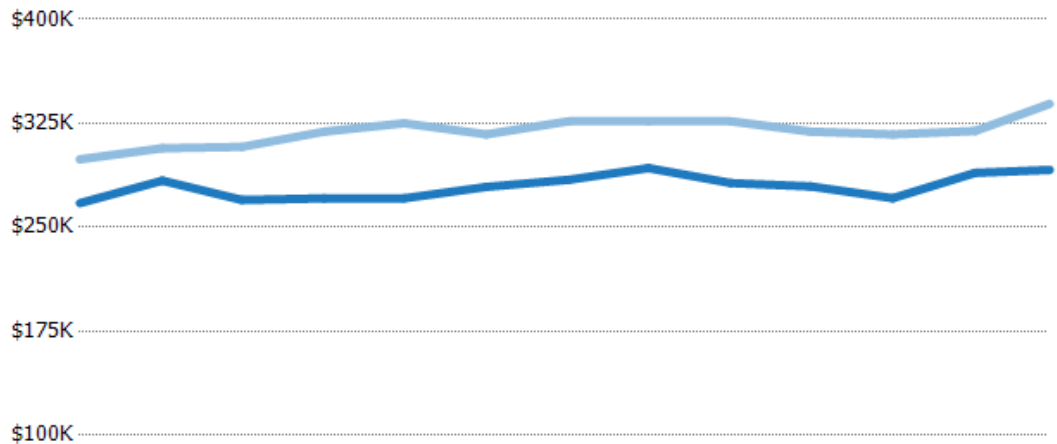
	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19
Avg Est Value	\$388K	\$393K	\$386K	\$389K	\$397K	\$393K	\$400K	\$402K	\$403K	\$405K	\$425K	\$441K	\$451K
Avg Listing Price	\$500K	\$519K	\$517K	\$522K	\$522K	\$524K	\$538K	\$526K	\$527K	\$526K	\$533K	\$536K	\$560K
Avg Listing Price as a % of Avg Est Value	129%	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



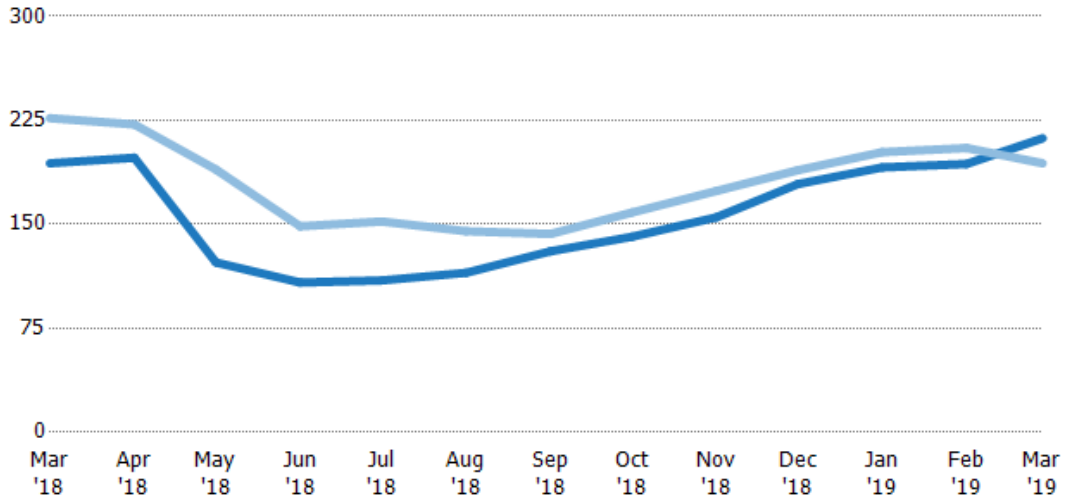
	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19
Median Est Value	\$267K	\$284K	\$270K	\$271K	\$271K	\$279K	\$284K	\$293K	\$282K	\$279K	\$271K	\$289K	\$291K
Median Listing Price	\$299K	\$307K	\$308K	\$319K	\$325K	\$317K	\$326K	\$326K	\$326K	\$319K	\$317K	\$319K	\$339K
Med Listing Price as a % of Med Est Value	112%	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



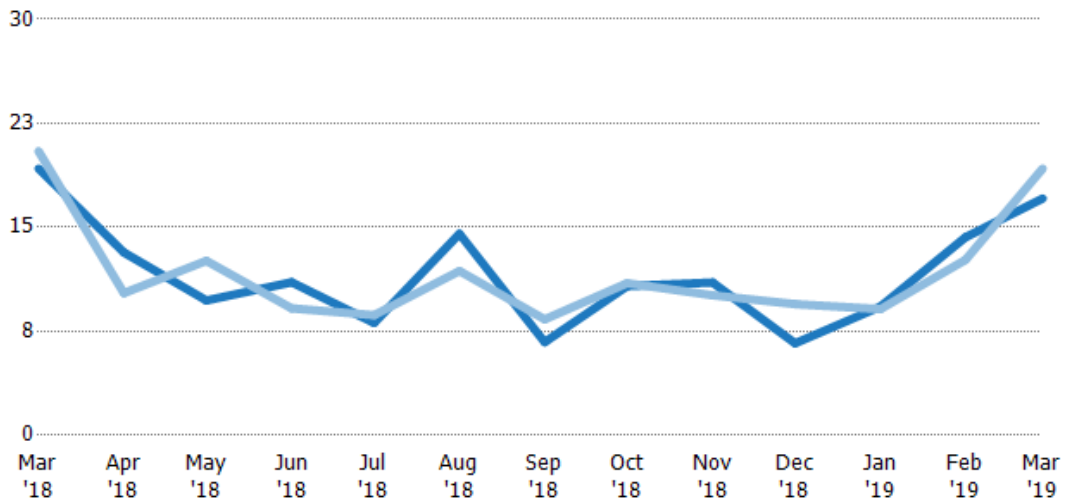
	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19
Current Year	194	198	123	108	110	115	131	141	155	179	191	194	212
Prior Year	227	222	190	149	152	145	143	159	174	189	202	205	194
Percent Change from Prior Year	-14%	-11%	-35%	-27%	-28%	-21%	-9%	-11%	-11%	-5%	-5%	-6%	9%

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



	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19
Current Year	19.2	13.2	9.72	11	8.1	14.5	6.72	10.8	11	6.63	9.27	14.3	17.1
Prior Year	20.5	10.3	12.6	9.15	8.66	11.9	8.36	11	10.1	9.46	9.1	12.7	19.2
Percent Change from Prior Year	-6%	29%	-23%	21%	-6%	23%	-20%	-2%	9%	-30%	2%	13%	-11%

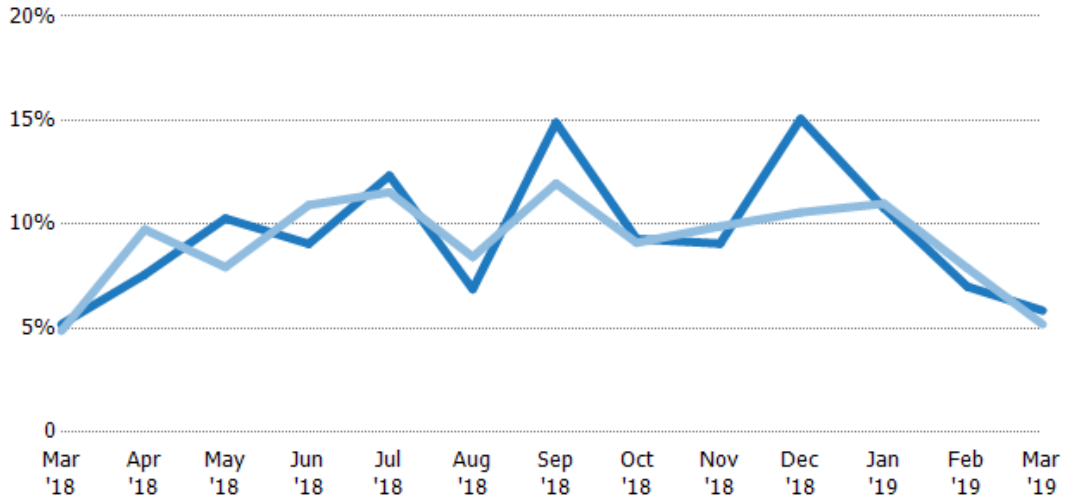
Absorption Rate

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.
Mar '19	6%	-0.7%
Mar '18	5%	-0.3%
Mar '17	5%	-6.1%



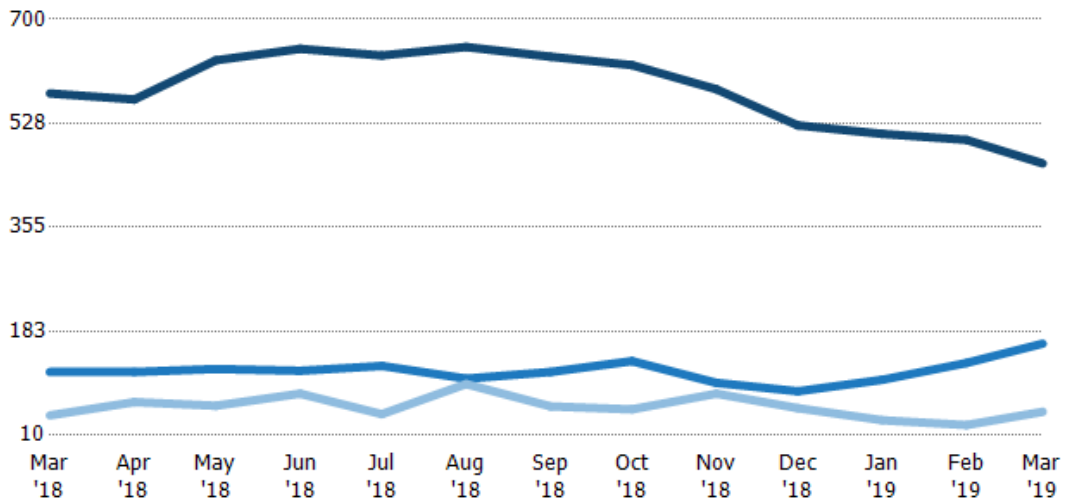
Current Year	5%	8%	10%	9%	12%	7%	15%	9%	9%	15%	11%	7%	6%
Prior Year	5%	10%	8%	11%	12%	8%	12%	9%	10%	11%	11%	8%	5%
Change from Prior Year	0%	2%	-2%	2%	-1%	2%	-3%	0%	1%	-5%	0%	1%	-1%

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	577	567	632	651	640	654	638	624	584	524	510	500	461
Pending	115	115	120	117	125	104	115	133	97	83	102	130	162
Sold	43	65	59	79	45	95	58	53	79	55	35	27	49

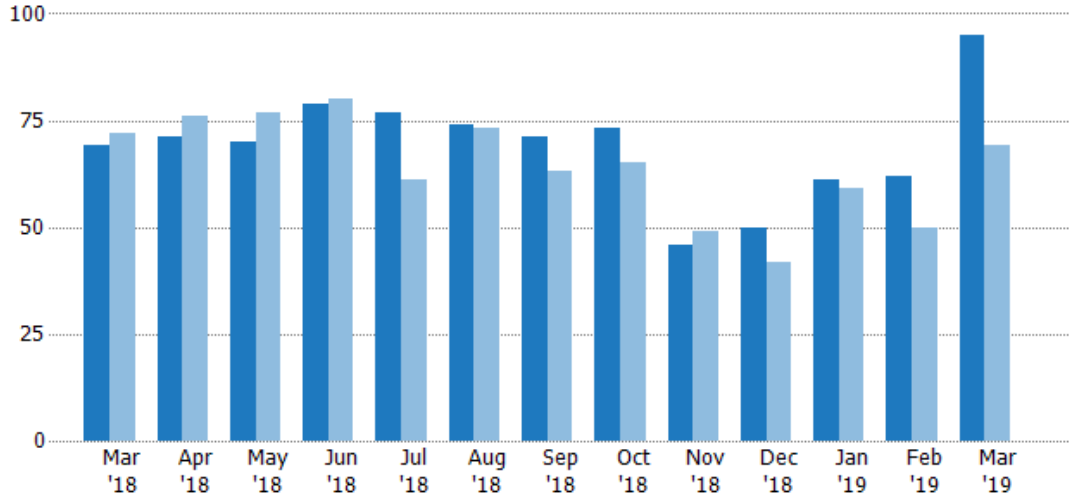
New Pending Sales

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.
Mar '19	95	37.7%
Mar '18	69	-4.2%
Mar '17	72	-9.7%



	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19
Current Year	69	71	70	79	77	74	71	73	46	50	61	62	95
Prior Year	72	76	77	80	61	73	63	65	49	42	59	50	69
Percent Change from Prior Year	-4%	-7%	-9%	-1%	26%	1%	13%	12%	-6%	19%	3%	24%	38%

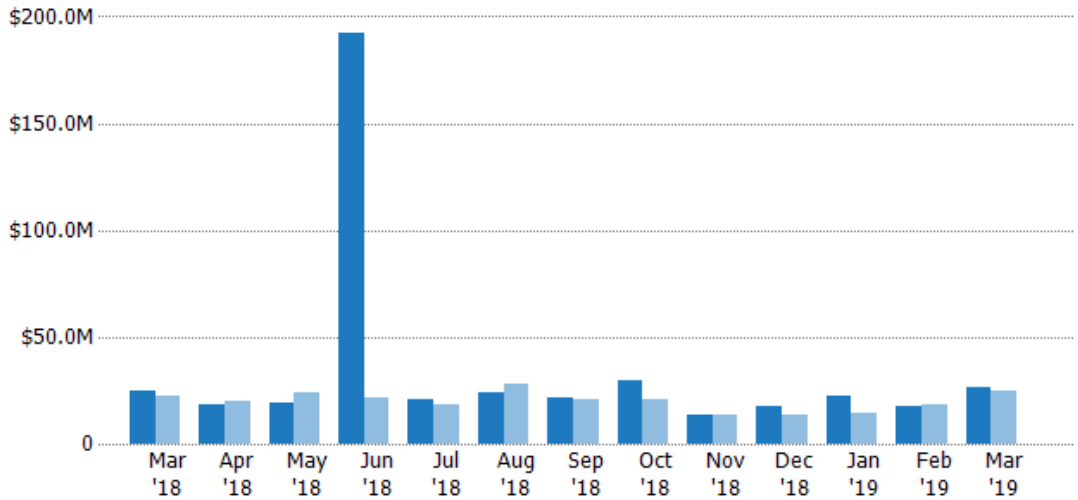
New Pending Sales Volume

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.
Mar '19	\$26.5M	6.7%
Mar '18	\$24.9M	9.7%
Mar '17	\$22.7M	-39.9%



	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19
Current Year	\$24.9M	\$18.6M	\$19.1M	\$192M	\$20.7M	\$23.9M	\$21.8M	\$29.5M	\$13.6M	\$17.7M	\$22.2M	\$17.8M	\$26.5M
Prior Year	\$22.7M	\$20.2M	\$23.8M	\$21.9M	\$18.2M	\$28.1M	\$21M	\$20.5M	\$13.4M	\$13.5M	\$14.5M	\$18.2M	\$24.9M
Percent Change from Prior Year	10%	-8%	-20%	778%	14%	-15%	4%	44%	2%	31%	54%	-2%	7%

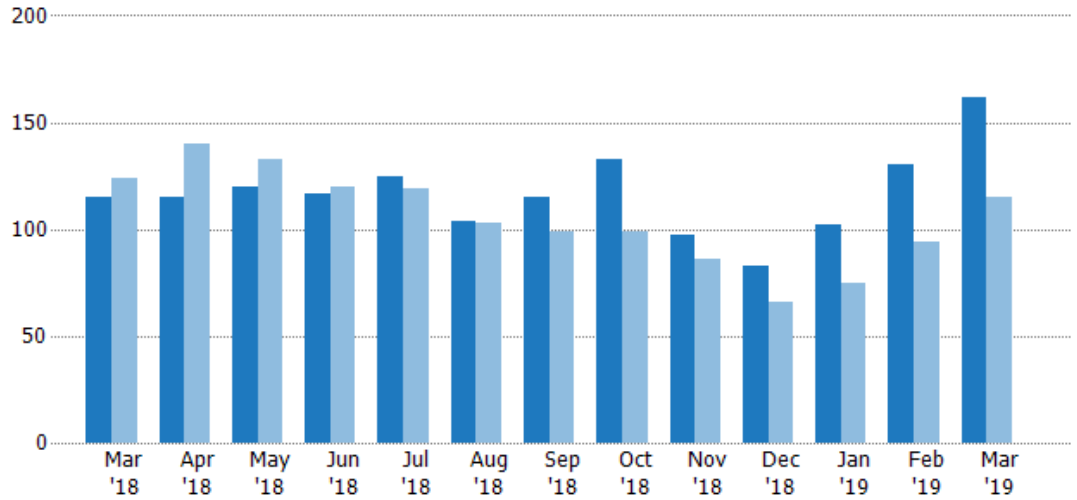
Pending Sales

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.
Mar '19	162	40.9%
Mar '18	115	-7.3%
Mar '17	124	-5.6%



Current Year	115	115	120	117	125	104	115	133	97	83	102	130	162
Prior Year	124	140	133	120	119	103	99	99	86	66	75	94	115
Percent Change from Prior Year	-7%	-18%	-10%	-3%	5%	1%	16%	34%	13%	26%	36%	38%	41%

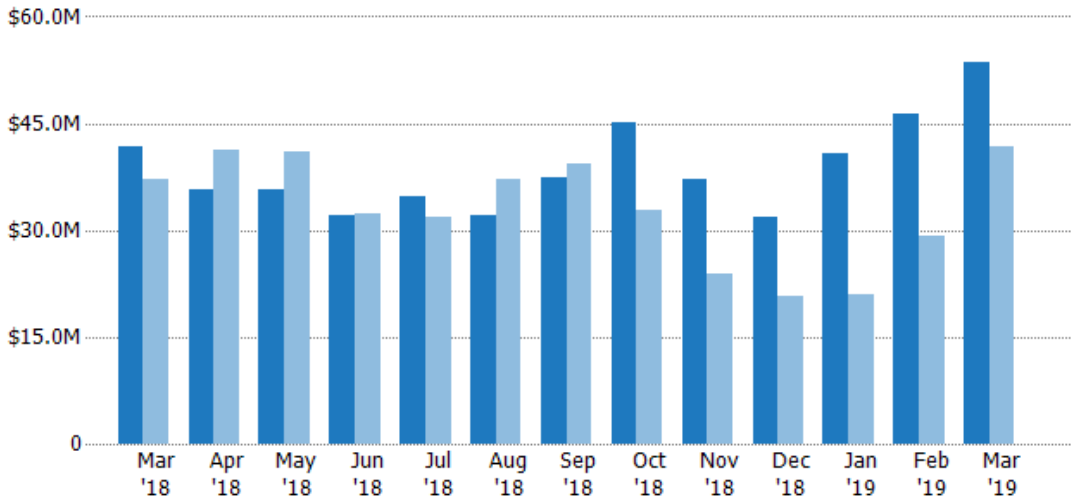
Pending Sales Volume

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.
Mar '19	\$53.6M	28.2%
Mar '18	\$41.8M	12.5%
Mar '17	\$37.2M	-22.7%



Current Year	\$41.8M	\$35.7M	\$35.6M	\$32M	\$34.7M	\$32M	\$37.4M	\$45.2M	\$37.1M	\$31.9M	\$40.8M	\$46.4M	\$53.6M
Prior Year	\$37.2M	\$41.4M	\$41M	\$32.4M	\$31.8M	\$37.1M	\$39.3M	\$32.8M	\$24M	\$20.6M	\$20.9M	\$29.1M	\$41.8M
Percent Change from Prior Year	12%	-14%	-13%	-1%	9%	-14%	-5%	38%	55%	55%	95%	59%	28%

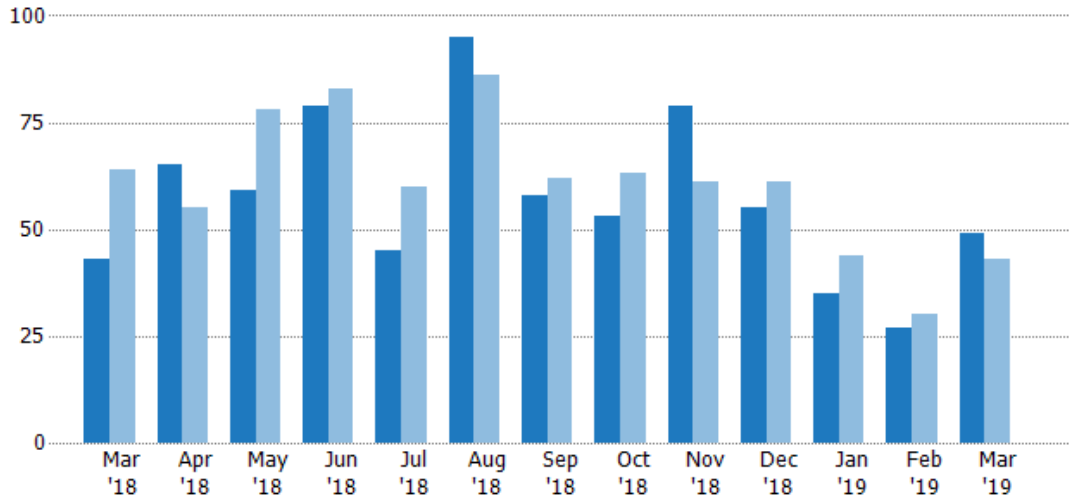
Closed Sales

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.
Mar '19	49	14%
Mar '18	43	-32.8%
Mar '17	64	-37.5%



	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19
Current Year	43	65	59	79	45	95	58	53	79	55	35	27	49
Prior Year	64	55	78	83	60	86	62	63	61	61	44	30	43
Percent Change from Prior Year	-33%	18%	-24%	-5%	-25%	10%	-6%	-16%	30%	-10%	-20%	-10%	14%

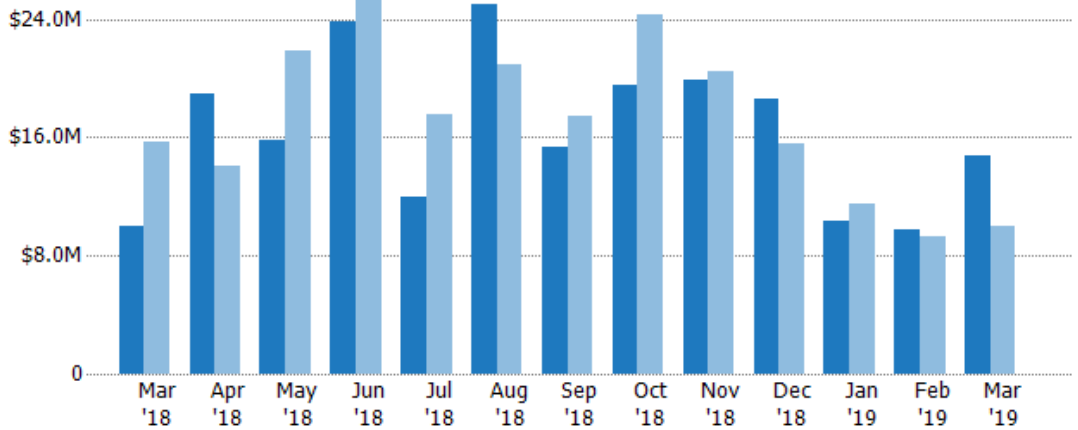
Closed Sales Volume

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.
Mar '19	\$14.7M	47.3%
Mar '18	\$9.99M	-36.3%
Mar '17	\$15.7M	-49.9%



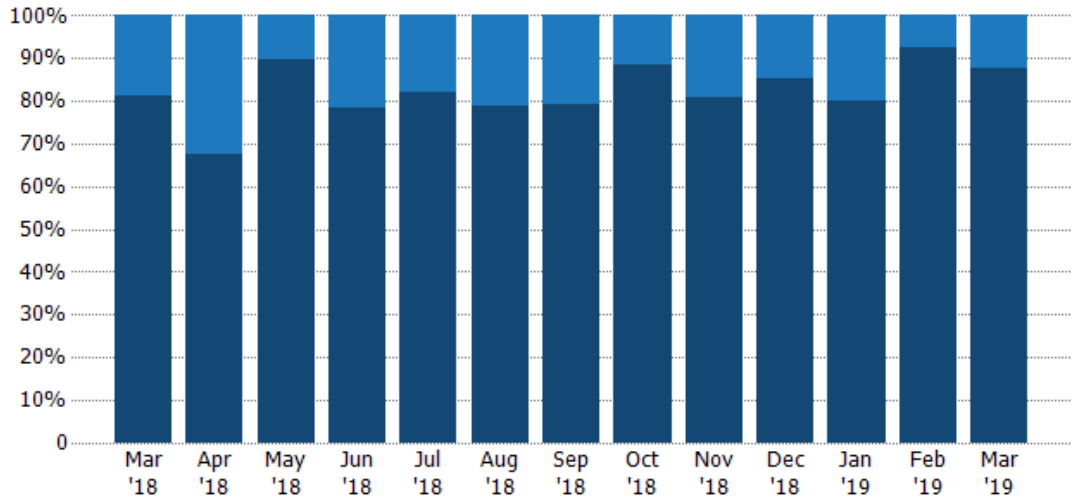
	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19
Current Year	\$9.99M	\$18.9M	\$15.8M	\$23.9M	\$12M	\$25M	\$15.3M	\$19.6M	\$19.9M	\$18.6M	\$10.3M	\$9.74M	\$14.7M
Prior Year	\$15.7M	\$14M	\$21.8M	\$27M	\$17.6M	\$20.9M	\$17.4M	\$24.3M	\$20.5M	\$15.6M	\$11.6M	\$9.29M	\$9.99M
Percent Change from Prior Year	-36%	35%	-28%	-12%	-32%	19%	-12%	-19%	-3%	19%	-11%	5%	47%

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



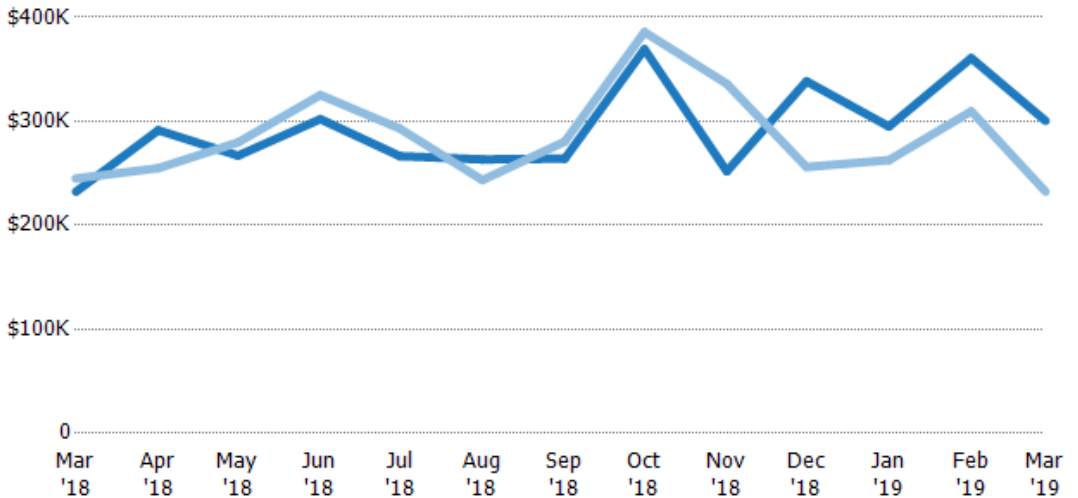
Condo/Townhouse	19%	32%	10%	22%	18%	21%	21%	11%	19%	15%	20%	7%	12%
Single Family Residence	81%	68%	90%	78%	82%	79%	79%	89%	81%	85%	80%	93%	88%

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	\$232K	\$291K	\$267K	\$302K	\$266K	\$263K	\$264K	\$369K	\$252K	\$338K	\$295K	\$361K	\$300K
Prior Year	\$245K	\$255K	\$280K	\$325K	\$293K	\$243K	\$280K	\$386K	\$336K	\$256K	\$263K	\$310K	\$232K
Percent Change from Prior Year	-5%	14%	-5%	-7%	-9%	8%	-6%	-4%	-25%	32%	12%	17%	29%

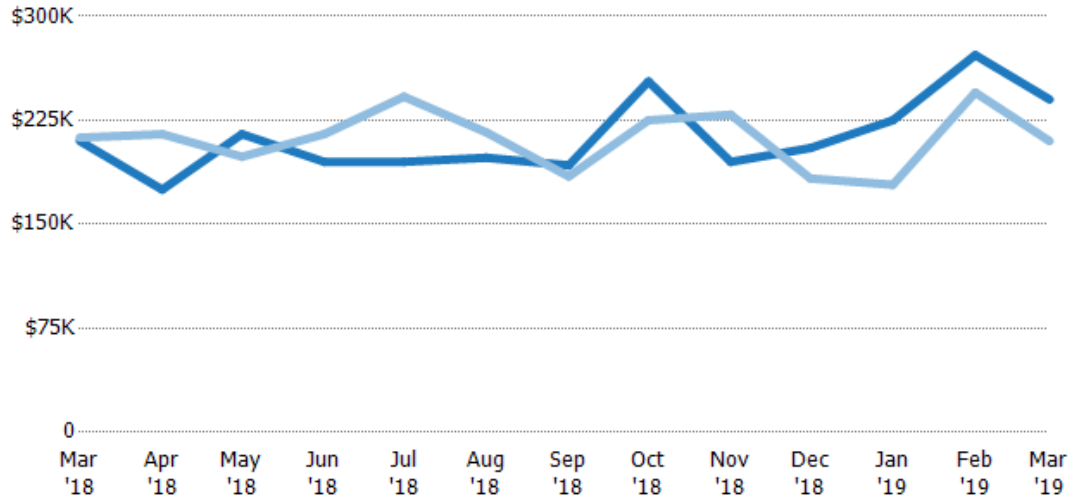
Median Sales Price

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.
Mar '19	\$240K	14.3%
Mar '18	\$210K	-1.2%
Mar '17	\$213K	-27.1%



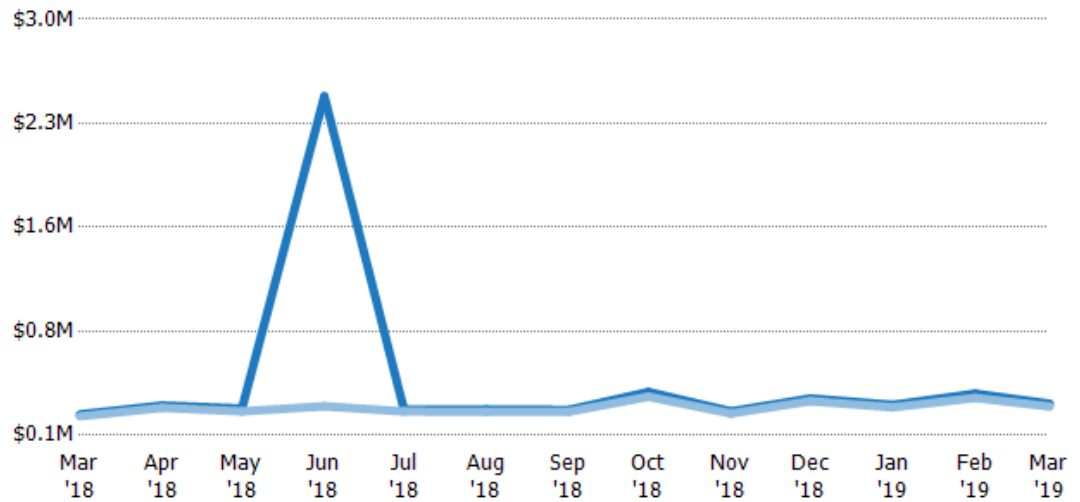
Current Year	\$210K	\$175K	\$215K	\$195K	\$195K	\$198K	\$193K	\$253K	\$195K	\$205K	\$225K	\$272K	\$240K
Prior Year	\$213K	\$215K	\$199K	\$215K	\$242K	\$216K	\$185K	\$225K	\$229K	\$183K	\$179K	\$245K	\$210K
Percent Change from Prior Year	-1%	-19%	8%	-9%	-19%	-8%	4%	12%	-15%	12%	26%	11%	14%

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



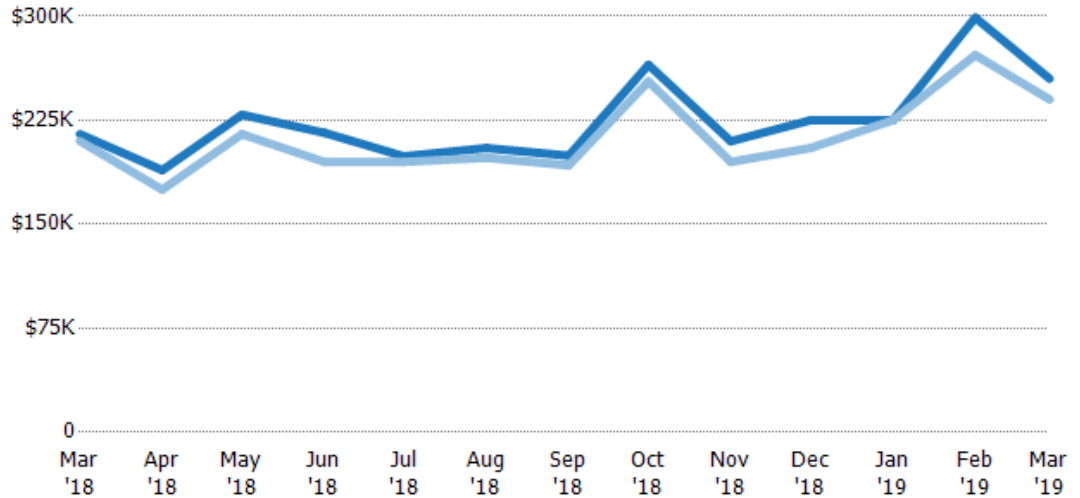
Avg List Price	\$246K	\$308K	\$287K	\$2.46M	\$278K	\$281K	\$277K	\$402K	\$267K	\$357K	\$312K	\$391K	\$320K
Avg Sales Price	\$232K	\$291K	\$267K	\$302K	\$266K	\$263K	\$264K	\$369K	\$252K	\$338K	\$295K	\$361K	\$300K
Avg Sales Price as a % of Avg List Price	94%	95%	93%	12%	96%	94%	95%	92%	94%	95%	94%	92%	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.

Filters Used

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



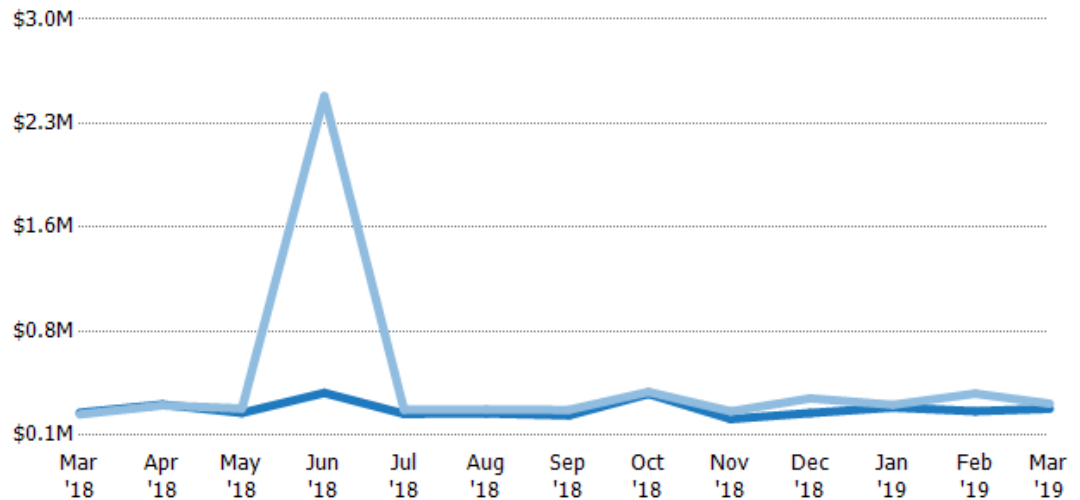
	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19
Median List Price	\$215K	\$189K	\$229K	\$216K	\$199K	\$205K	\$199K	\$265K	\$210K	\$225K	\$225K	\$299K	\$255K
Median Sales Price	\$210K	\$175K	\$215K	\$195K	\$195K	\$198K	\$193K	\$253K	\$195K	\$205K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

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



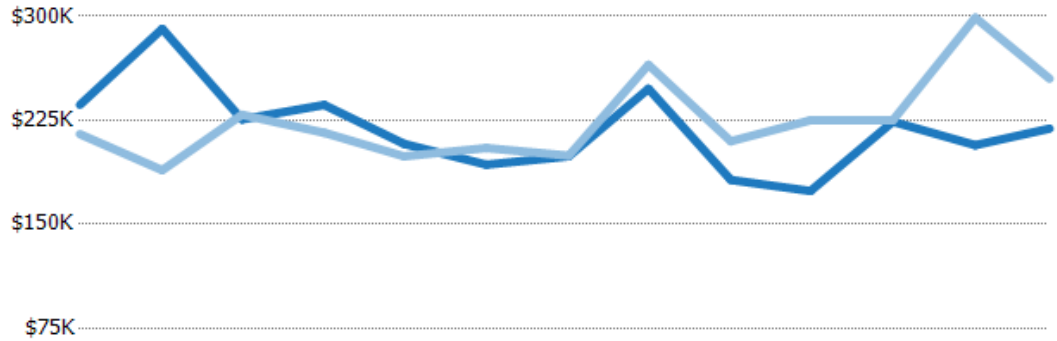
	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19
Avg Est Value	\$258K	\$314K	\$256K	\$395K	\$250K	\$253K	\$238K	\$388K	\$213K	\$255K	\$294K	\$268K	\$285K
Avg Sales Price	\$246K	\$308K	\$287K	\$2.46M	\$278K	\$281K	\$277K	\$402K	\$267K	\$357K	\$312K	\$391K	\$320K
Avg Sales Price as a % of Avg Est Value	96%	98%	112%	623%	111%	111%	116%	103%	125%	140%	106%	146%	112%

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



	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19
Median Est Value	\$236K	\$291K	\$226K	\$236K	\$208K	\$193K	\$199K	\$248K	\$182K	\$174K	\$224K	\$207K	\$219K
Median Sales Price	\$215K	\$189K	\$229K	\$216K	\$199K	\$205K	\$199K	\$265K	\$210K	\$225K	\$225K	\$299K	\$255K
Med Sales Price as a % of Med Est Value	91%	65%	101%	91%	96%	106%	100%	107%	115%	129%	100%	144%	116%