

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	May 2019	May 2018	+ / -	YTD 2019	YTD 2018	+ / -
Listing Activity Charts Metrics						
New Listing Count	160	158	+1.3%	473	477	-0.8%
New Listing Volume	\$65,011,099	\$61,568,810	+5.6%	\$186,293,217	\$178,694,850	+4.3%
Active Listing Count	505	623	-18.9%	N/A	N/A	
Active Listing Volume	\$272,050,682	\$319,428,103	-14.8%	N/A	N/A	
Average Listing Price	\$538,714	\$512,726	+5.1%	\$542,718	\$513,657	+5.7%
Median Listing Price	\$350,000	\$299,900	+16.7%	\$321,053	\$299,321	+7.3%
Median Days in RPR	122	123	-0.8%	179.27	180.74	-0.8%
Months of Inventory	7	9.3	-24.6%	10.5	10.3	+2.1%
Absorption Rate	14.26%	10.75%	+3.5%	9.55%	9.75%	-0.2%
Sales Activity Charts Metrics						
New Pending Sales Count	101	70	+44.3%	397	318	+24.8%
New Pending Sales Volume	\$33,403,298	\$19,091,700	+75%	\$122,386,464	\$94,977,550	+28.9%
Pending Sales Count	164	119	+37.8%	N/A	N/A	
Pending Sales Volume	\$52,362,397	\$35,414,100	+47.9%	N/A	N/A	
Closed Sales Count	77	57	+35.1%	260	240	+8.3%
Closed Sales Volume	\$21,285,392	\$15,026,185	+41.7%	\$76,693,982	\$67,698,719	+13.3%
Average Sales Price	\$276,434	\$263,617	+4.9%	\$294,977	\$282,078	+4.6%
Median Sales Price	\$230,000	\$212,000	+8.5%	\$230,588	\$199,846	+15.4%

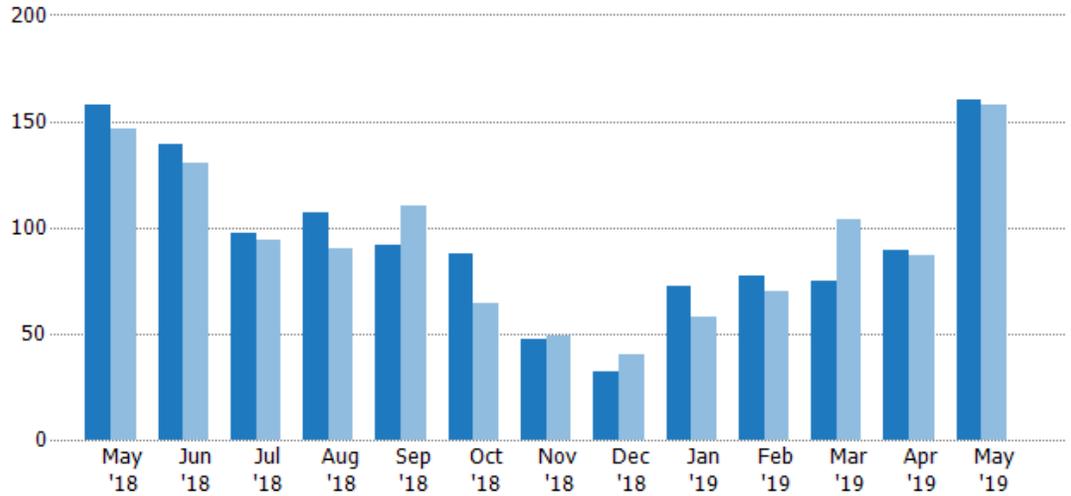
New Listings

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.
May '19	160	1.3%
May '18	158	8.2%
May '17	146	0%



Current Year	158	139	97	107	92	88	47	32	72	77	75	89	160
Prior Year	146	130	94	90	110	64	49	40	58	70	104	87	158
Percent Change from Prior Year	8%	7%	3%	19%	-16%	38%	-4%	-20%	24%	10%	-28%	2%	1%

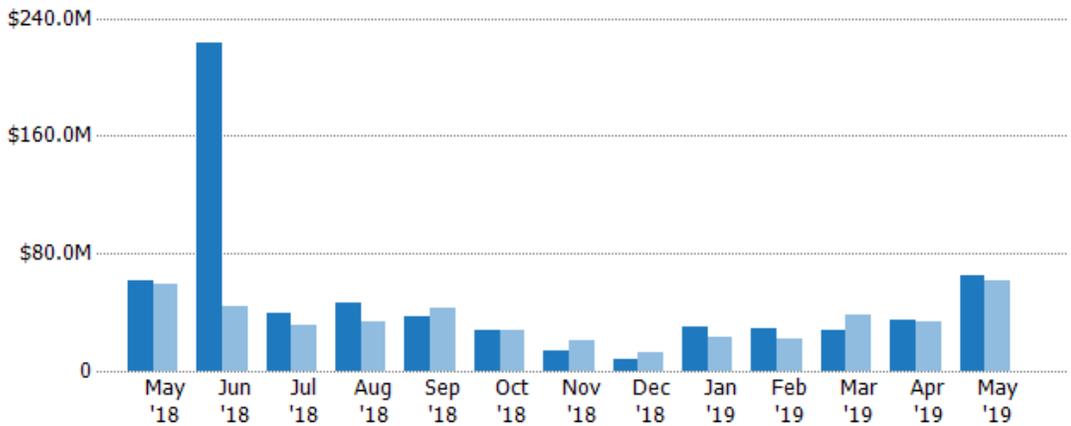
New Listing Volume

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.
May '19	\$65M	5.6%
May '18	\$61.6M	3.4%
May '17	\$59.5M	-25.3%



Current Year	\$61.6M	\$224M	\$39.3M	\$46.8M	\$37M	\$27.3M	\$13.6M	\$7.92M	\$29.9M	\$29.5M	\$27.4M	\$34.5M	\$65M
Prior Year	\$59.5M	\$43.8M	\$31.5M	\$33.3M	\$42.3M	\$27.5M	\$20.7M	\$13.1M	\$23.1M	\$22.3M	\$38M	\$33.8M	\$61.6M
Percent Change from Prior Year	3%	410%	25%	41%	-13%	-1%	-34%	-40%	30%	32%	-28%	2%	6%

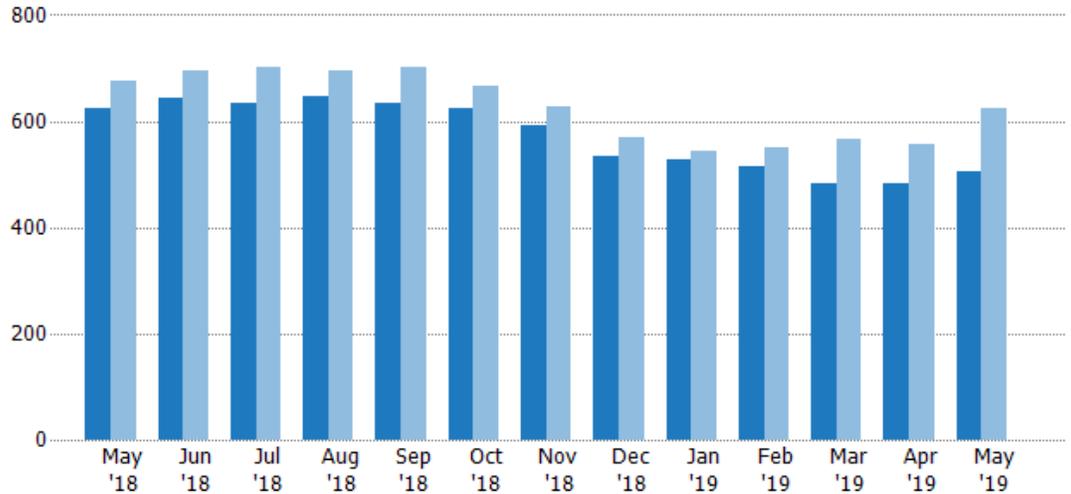
Active Listings

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.
May '19	505	-18.9%
May '18	623	-7.7%
May '17	675	12%



Current Year	623	644	635	647	635	624	591	534	529	515	481	484	505
Prior Year	675	696	701	694	702	667	626	568	545	549	566	558	623
Percent Change from Prior Year	-8%	-7%	-9%	-7%	-10%	-6%	-6%	-6%	-3%	-6%	-15%	-13%	-19%

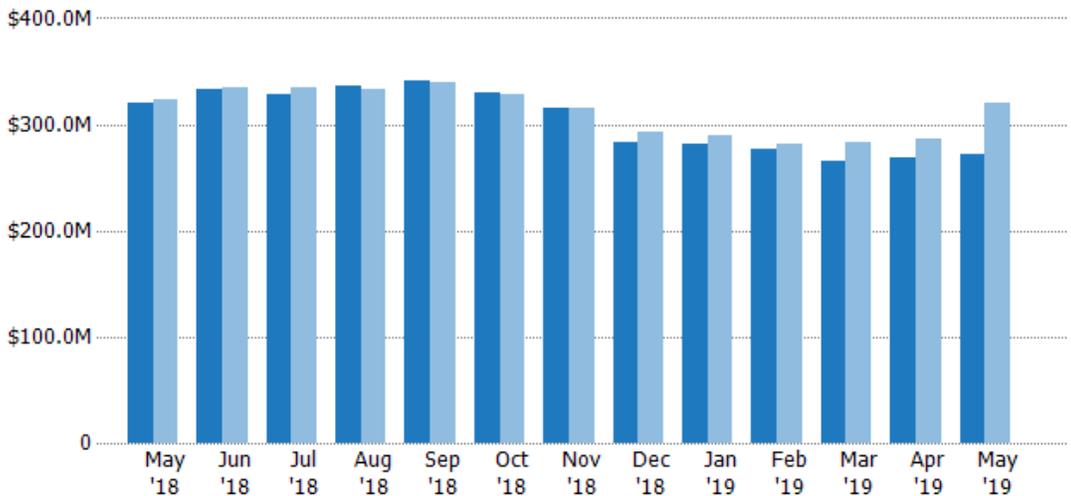
Active Listing Volume

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.
May '19	\$272M	-14.8%
May '18	\$319M	-1.3%
May '17	\$324M	-12.6%



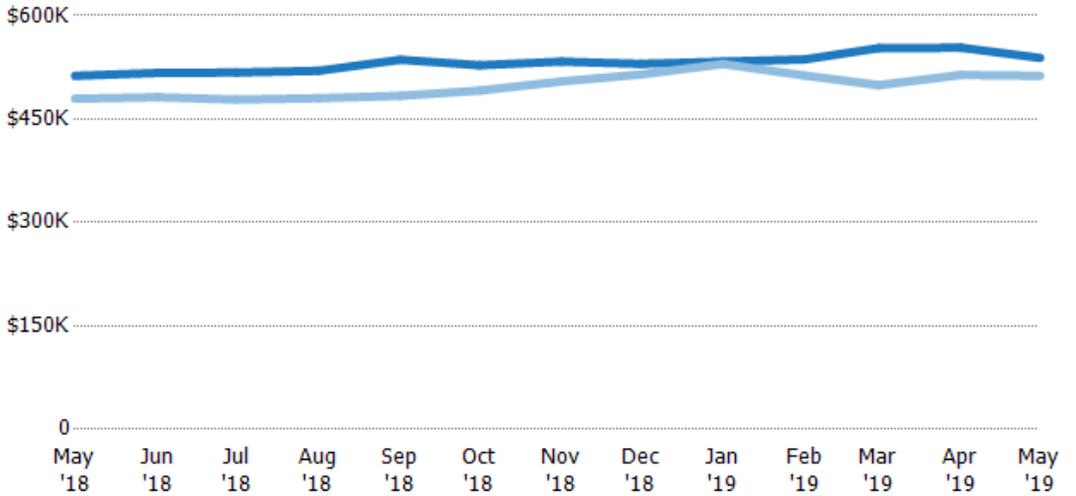
Current Year	\$319M	\$333M	\$329M	\$336M	\$340M	\$330M	\$315M	\$283M	\$282M	\$276M	\$266M	\$268M	\$272M
Prior Year	\$324M	\$335M	\$335M	\$333M	\$340M	\$328M	\$316M	\$292M	\$289M	\$282M	\$283M	\$287M	\$319M
Percent Change from Prior Year	-1%	-1%	-2%	1%	0%	1%	0%	-3%	-2%	-2%	-6%	-7%	-15%

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



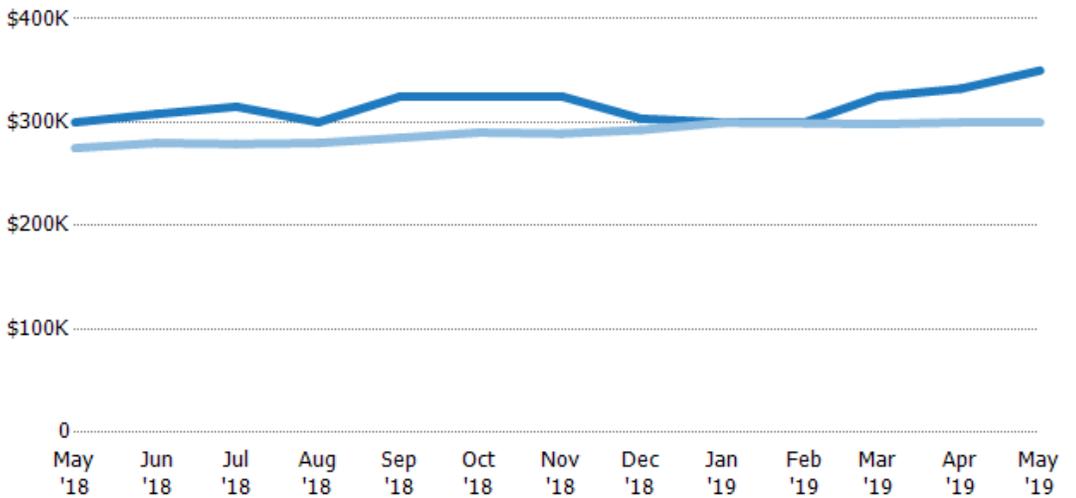
	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19
Current Year	\$513K	\$517K	\$518K	\$520K	\$536K	\$528K	\$533K	\$530K	\$533K	\$537K	\$553K	\$554K	\$539K
Prior Year	\$480K	\$482K	\$478K	\$480K	\$484K	\$491K	\$505K	\$515K	\$530K	\$513K	\$499K	\$514K	\$513K
Percent Change from Prior Year	7%	7%	8%	8%	11%	7%	6%	3%	1%	5%	11%	8%	5%

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



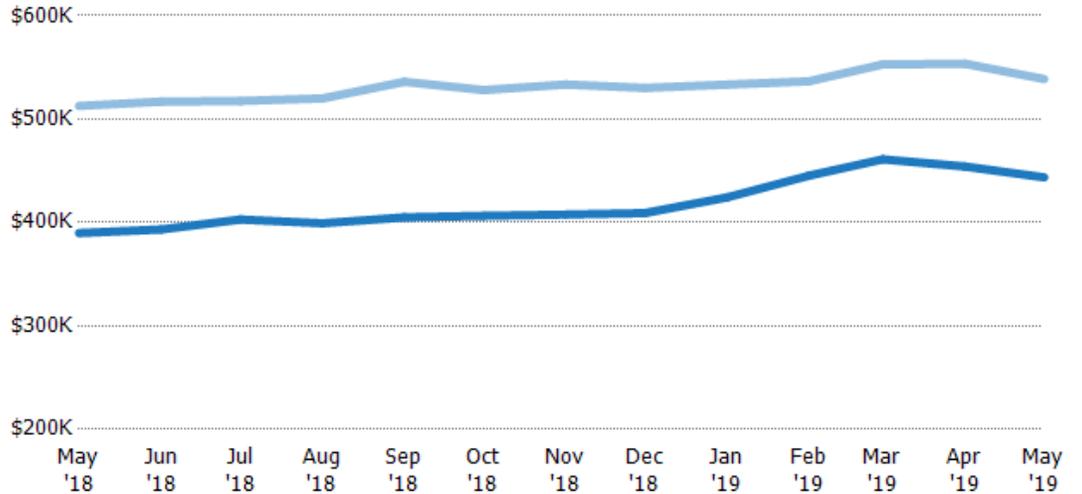
	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19
Current Year	\$300K	\$308K	\$315K	\$300K	\$325K	\$325K	\$325K	\$304K	\$300K	\$300K	\$325K	\$332K	\$350K
Prior Year	\$275K	\$280K	\$279K	\$280K	\$285K	\$290K	\$289K	\$293K	\$300K	\$299K	\$298K	\$300K	\$300K
Percent Change from Prior Year	9%	10%	13%	7%	14%	12%	12%	4%	0%	0%	9%	11%	17%

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



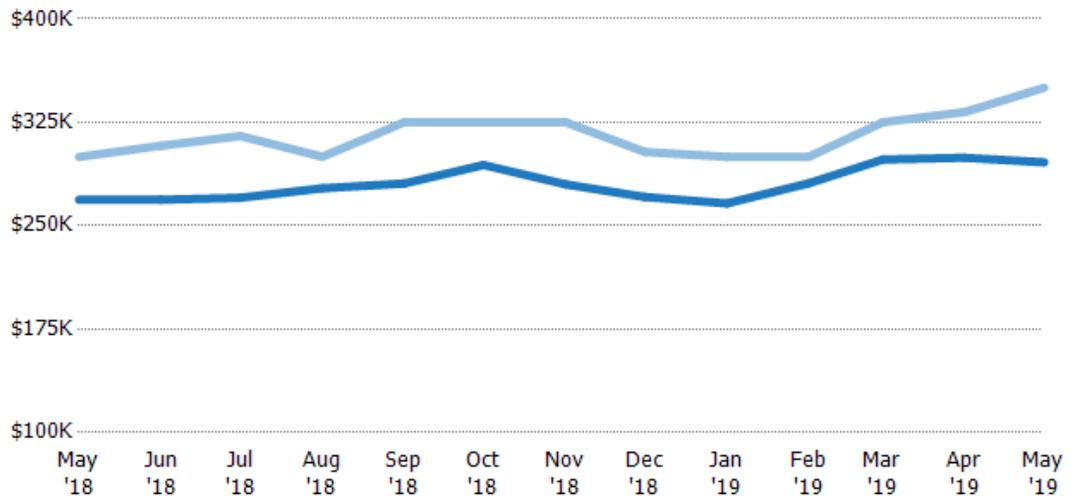
	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19
Avg Est Value	\$390K	\$393K	\$403K	\$399K	\$405K	\$406K	\$408K	\$409K	\$424K	\$445K	\$461K	\$454K	\$444K
Avg Listing Price	\$513K	\$517K	\$518K	\$520K	\$536K	\$528K	\$533K	\$530K	\$533K	\$537K	\$553K	\$554K	\$539K
Avg Listing Price as a % of Avg Est Value	132%	131%	128%	130%	132%	130%	131%	130%	126%	121%	120%	122%	121%

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



	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19
Median Est Value	\$269K	\$269K	\$270K	\$277K	\$281K	\$294K	\$280K	\$271K	\$266K	\$281K	\$298K	\$299K	\$296K
Median Listing Price	\$300K	\$308K	\$315K	\$300K	\$325K	\$325K	\$325K	\$304K	\$300K	\$300K	\$325K	\$332K	\$350K
Med Listing Price as a % of Med Est Value	112%	115%	117%	108%	116%	111%	116%	112%	113%	107%	109%	111%	118%

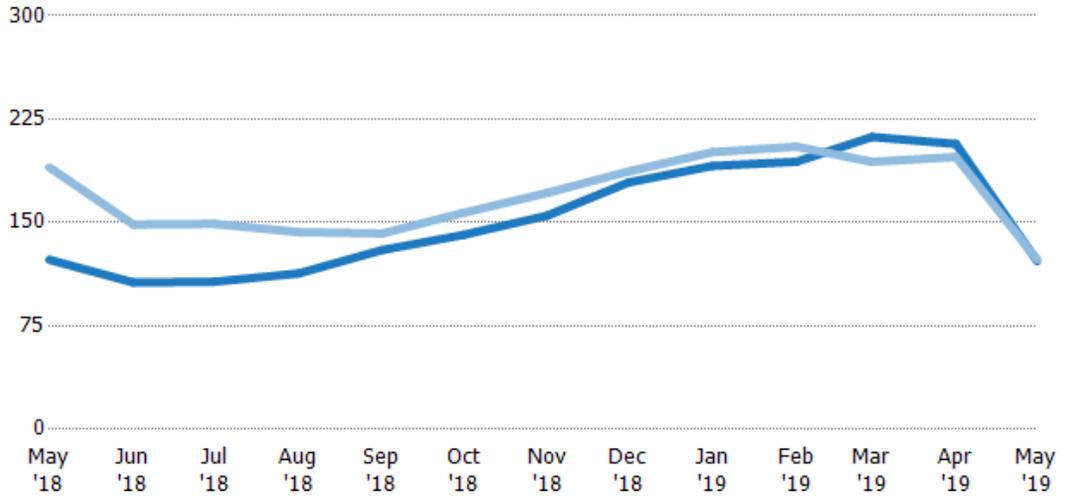
Median Days in RPR

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

Month/ Year	Days	% Chg.
May '19	122	-0.8%
May '18	123	-35.3%
May '17	190	-27.4%



Current Year	123	107	107	113	130	141	155	179	191	194	212	207	122
Prior Year	190	149	149	143	142	157	172	187	201	205	194	198	123
Percent Change from Prior Year	-35%	-28%	-28%	-21%	-8%	-10%	-10%	-4%	-5%	-5%	9%	5%	-1%

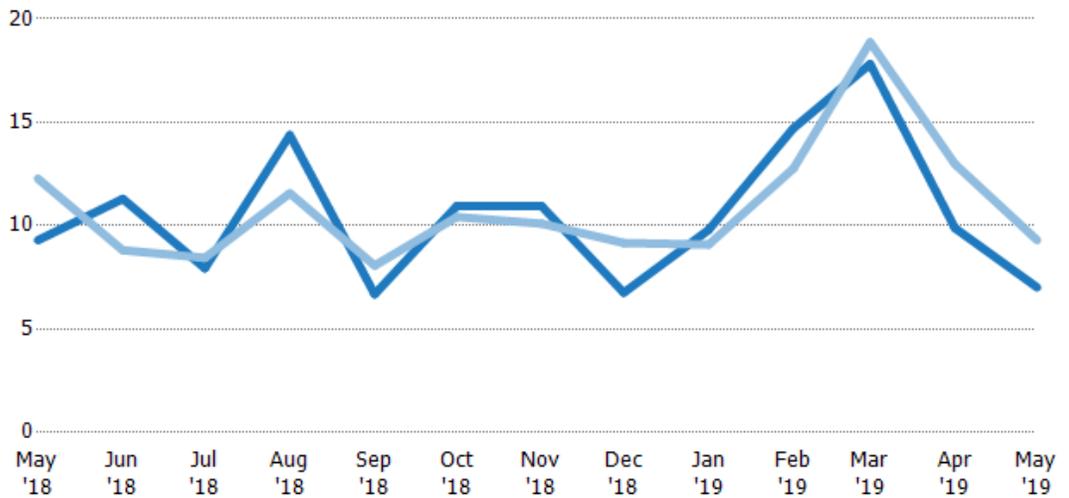
Months of Inventory

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

Month/ Year	Months	% Chg.
May '19	7.01	-24.6%
May '18	9.3	-24.2%
May '17	12.3	62.1%



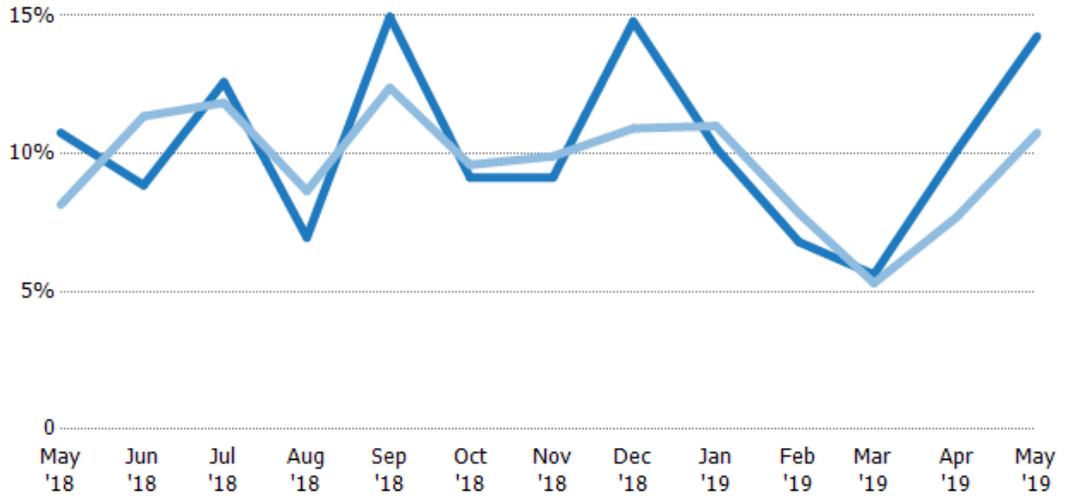
Current Year	9.3	11.3	7.94	14.4	6.68	10.9	10.9	6.76	9.8	14.7	17.8	9.88	7.01
Prior Year	12.3	8.81	8.45	11.6	8.07	10.4	10.1	9.16	9.08	12.8	18.9	13	9.3
Percent Change from Prior Year	-24%	28%	-6%	24%	-17%	5%	8%	-26%	8%	15%	-6%	-24%	-25%

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.
May '19	14%	-3.5%
May '18	11%	-2.6%
May '17	8%	-38.3%

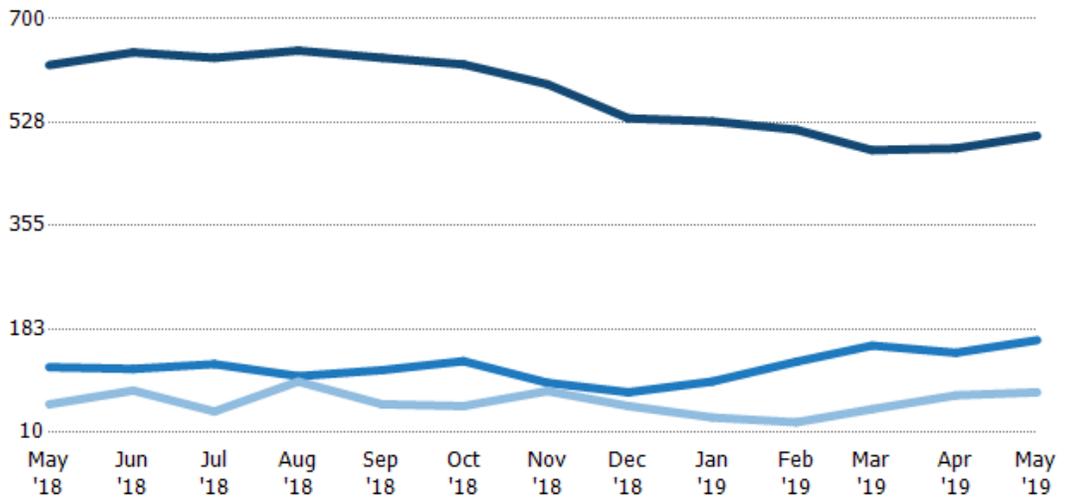
	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19
Current Year	11%	9%	13%	7%	15%	9%	9%	15%	10%	7%	6%	10%	14%
Prior Year	8%	11%	12%	9%	12%	10%	10%	11%	11%	8%	5%	8%	11%
Change from Prior Year	-3%	3%	-1%	2%	-3%	0%	1%	-4%	1%	1%	0%	-2%	-4%

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



	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19
Active	623	644	635	647	635	624	591	534	529	515	481	484	505
Pending	119	116	124	104	114	129	93	77	95	128	155	143	164
Sold	57	80	45	95	57	54	79	54	35	27	49	72	77

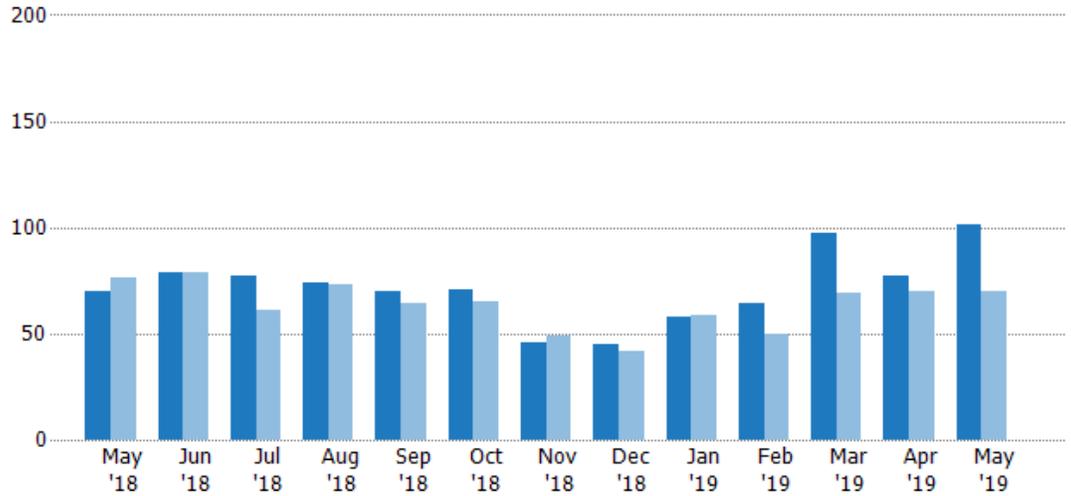
New Pending Sales

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.
May '19	101	44.3%
May '18	70	-7.9%
May '17	76	-7.9%



Current Year	70	79	77	74	70	71	46	45	58	64	97	77	101
Prior Year	76	79	61	73	64	65	49	42	59	50	69	70	70
Percent Change from Prior Year	-8%	0%	26%	1%	9%	9%	-6%	7%	-2%	28%	41%	10%	44%

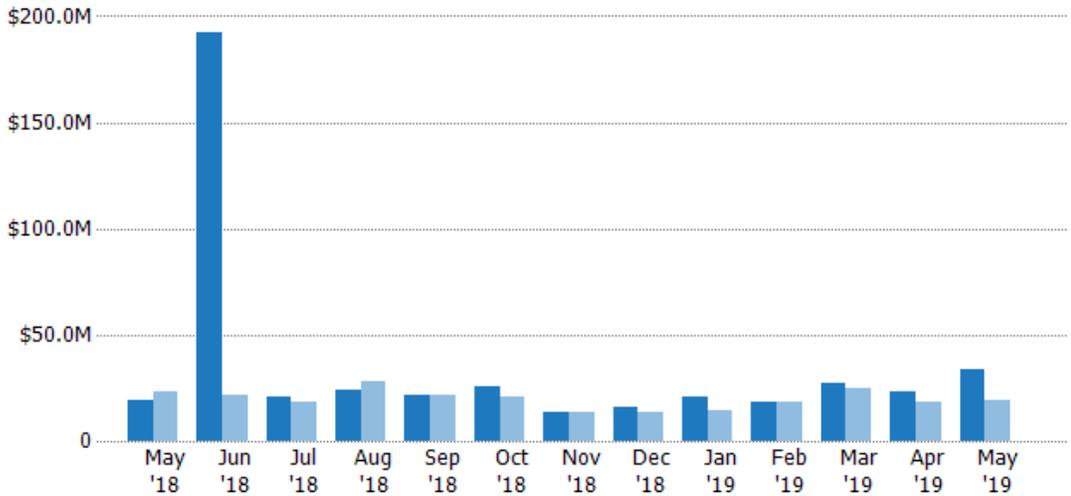
New Pending Sales Volume

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.
May '19	\$33.4M	75%
May '18	\$19.1M	-19.1%
May '17	\$23.6M	-26.6%



Current Year	\$19.1M	\$192M	\$20.7M	\$23.9M	\$21.6M	\$25.3M	\$13.6M	\$15.8M	\$20.8M	\$18.2M	\$27.2M	\$22.8M	\$33.4M
Prior Year	\$23.6M	\$21.6M	\$18.2M	\$28.3M	\$21.3M	\$20.5M	\$13.4M	\$13.5M	\$14.5M	\$18.2M	\$24.9M	\$18.4M	\$19.1M
Percent Change from Prior Year	-19%	787%	14%	-16%	1%	24%	2%	17%	44%	0%	9%	24%	75%

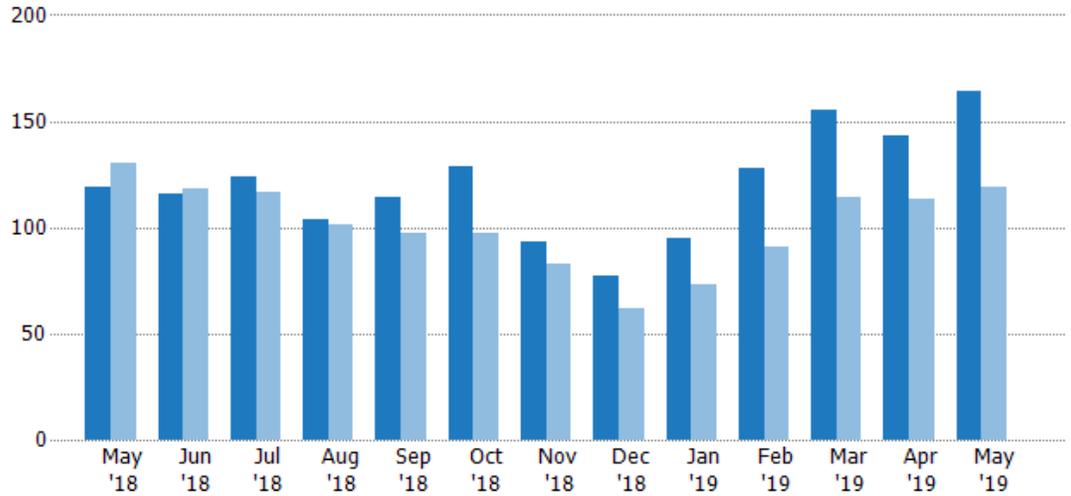
Pending Sales

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.
May '19	164	37.8%
May '18	119	-8.5%
May '17	130	-3.8%



	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19
Current Year	119	116	124	104	114	129	93	77	95	128	155	143	164
Prior Year	130	118	117	101	97	97	83	62	73	91	114	113	119
Percent Change from Prior Year	-8%	-2%	6%	3%	18%	33%	12%	24%	30%	41%	36%	27%	38%

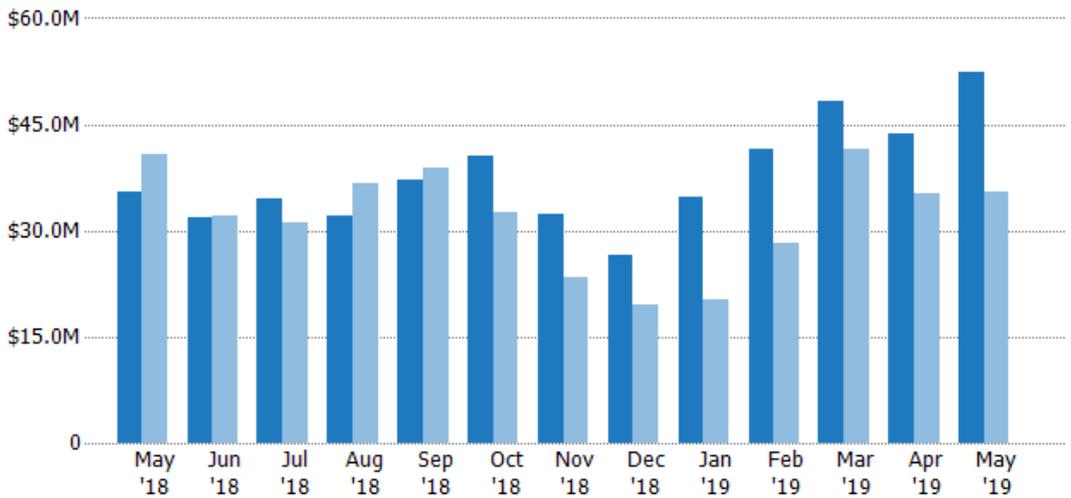
Pending Sales Volume

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.
May '19	\$52.4M	47.9%
May '18	\$35.4M	-13.1%
May '17	\$40.7M	-27.3%



	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19
Current Year	\$35.4M	\$31.9M	\$34.6M	\$32M	\$37.2M	\$40.5M	\$32.4M	\$26.4M	\$34.7M	\$41.5M	\$48.3M	\$43.7M	\$52.4M
Prior Year	\$40.7M	\$32M	\$31.1M	\$36.7M	\$38.8M	\$32.5M	\$23.3M	\$19.4M	\$20.2M	\$28.1M	\$41.6M	\$35.1M	\$35.4M
Percent Change from Prior Year	-13%	0%	11%	-13%	-4%	24%	39%	36%	72%	48%	16%	24%	48%

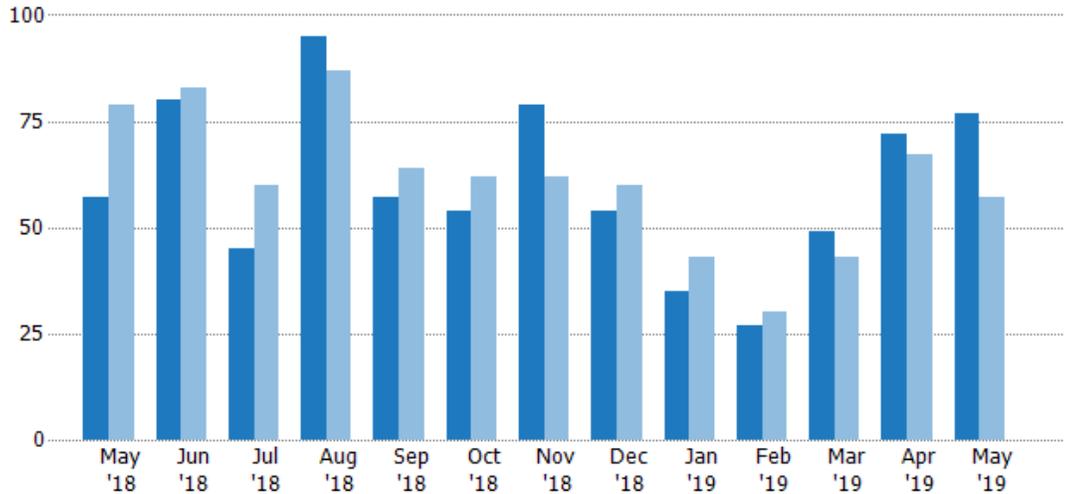
Closed Sales

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.
May '19	77	35.1%
May '18	57	-27.8%
May '17	79	-24.1%



	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19
Current Year	57	80	45	95	57	54	79	54	35	27	49	72	77
Prior Year	79	83	60	87	64	62	62	60	43	30	43	67	57
Percent Change from Prior Year	-28%	-4%	-25%	9%	-11%	-13%	27%	-10%	-19%	-10%	14%	7%	35%

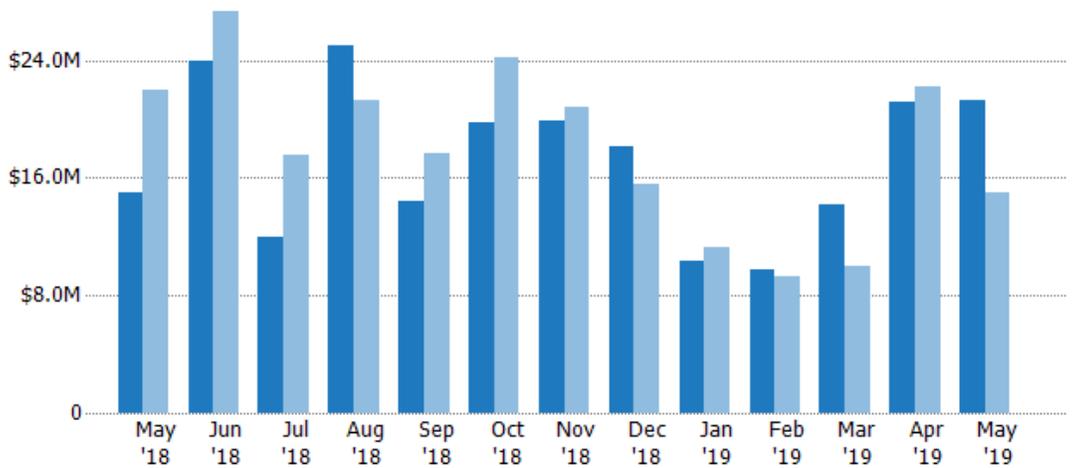
Closed Sales Volume

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.
May '19	\$21.3M	41.7%
May '18	\$15M	-31.7%
May '17	\$22M	-42.7%



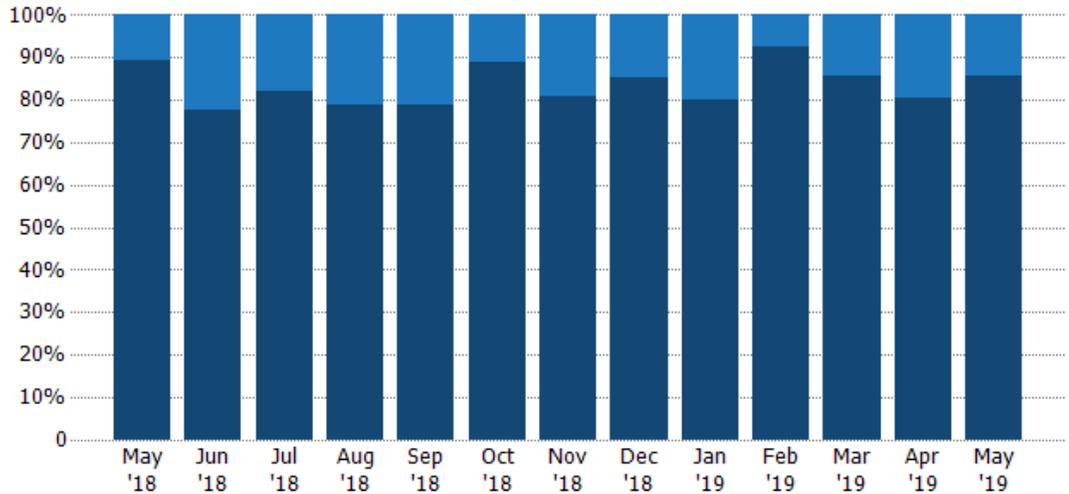
	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19
Current Year	\$15M	\$24M	\$12M	\$25M	\$14.4M	\$19.7M	\$19.9M	\$18.2M	\$10.3M	\$9.74M	\$14.2M	\$21.2M	\$21.3M
Prior Year	\$22M	\$27.3M	\$17.6M	\$21.3M	\$17.6M	\$24.1M	\$20.8M	\$15.6M	\$11.2M	\$9.29M	\$9.99M	\$22.2M	\$15M
Percent Change from Prior Year	-32%	-12%	-32%	18%	-19%	-18%	-4%	17%	-8%	5%	42%	-4%	42%

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



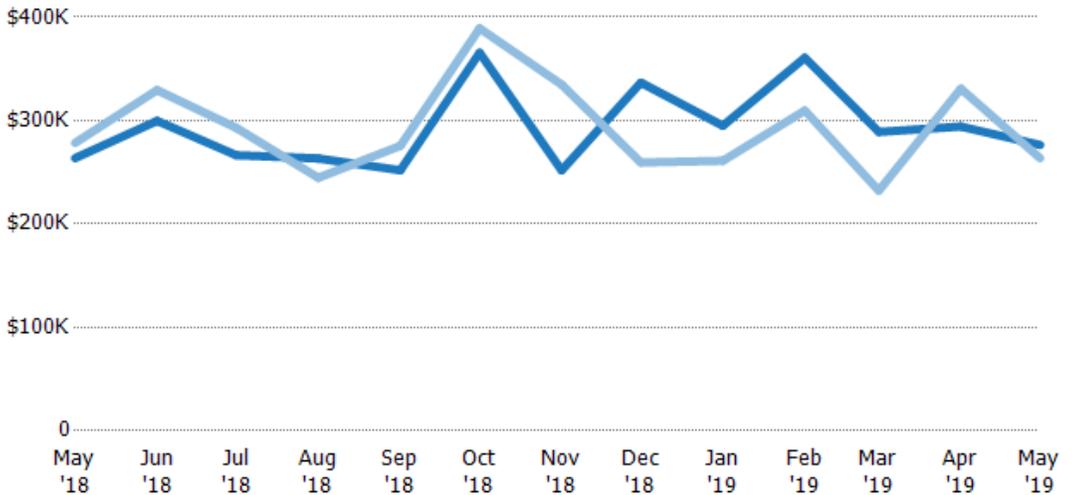
Property Type	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19
Condo/Townhouse	11%	23%	18%	21%	21%	11%	19%	15%	20%	7%	14%	19%	14%
Single Family Residence	89%	78%	82%	79%	79%	89%	81%	85%	80%	93%	86%	81%	86%

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



Month/Year	Price	% Chg.
May '19	\$276K	4.9%
May '18	\$264K	-5.3%
May '17	\$278K	-24.5%

Property Type	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19
Current Year	\$264K	\$300K	\$266K	\$263K	\$252K	\$366K	\$252K	\$337K	\$295K	\$361K	\$289K	\$294K	\$276K
Prior Year	\$278K	\$329K	\$293K	\$245K	\$276K	\$389K	\$335K	\$259K	\$261K	\$310K	\$232K	\$331K	\$264K
Percent Change from Prior Year	-5%	-9%	-9%	8%	-9%	-6%	-25%	30%	13%	17%	24%	-11%	5%

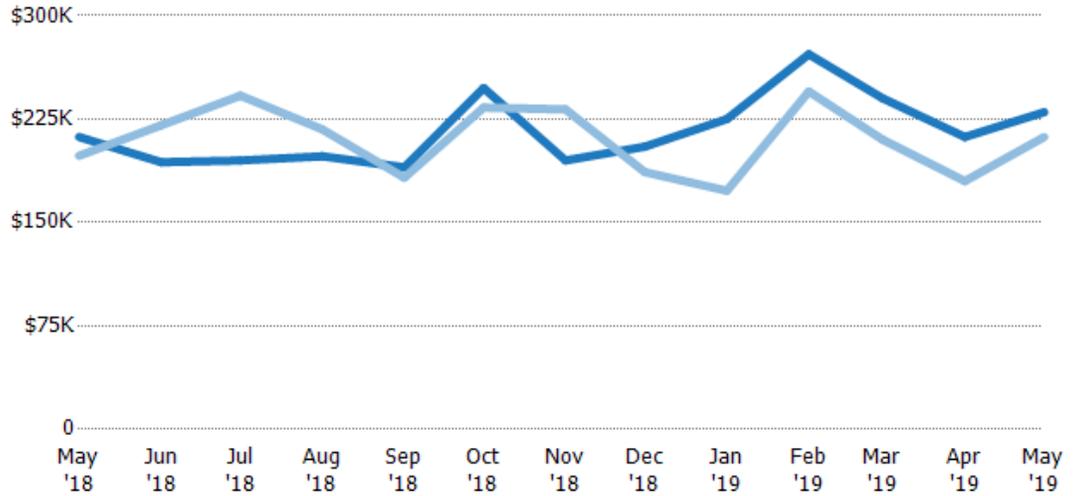
Median Sales Price

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.
May '19	\$230K	8.5%
May '18	\$212K	6.8%
May '17	\$198K	0.8%



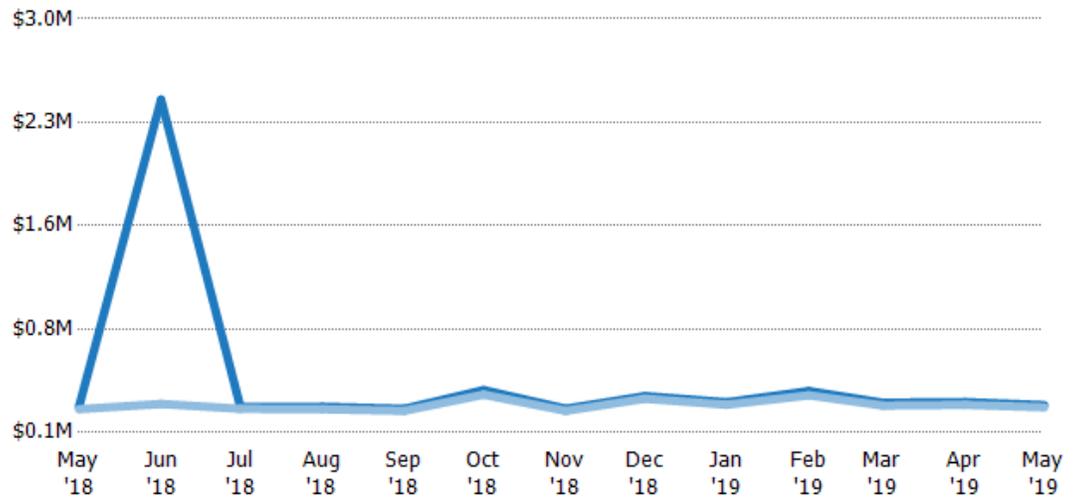
Current Year	\$212K	\$194K	\$195K	\$198K	\$190K	\$248K	\$195K	\$205K	\$225K	\$272K	\$240K	\$212K	\$230K
Prior Year	\$198K	\$221K	\$242K	\$218K	\$183K	\$233K	\$232K	\$187K	\$173K	\$245K	\$210K	\$180K	\$212K
Percent Change from Prior Year	7%	-12%	-19%	-9%	4%	6%	-16%	10%	30%	11%	14%	18%	8%

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



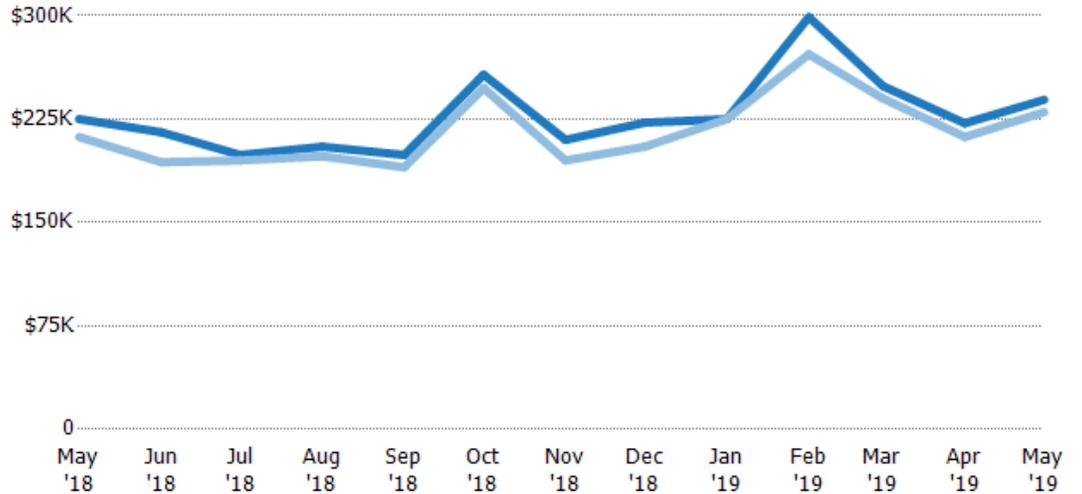
Avg List Price	\$283K	\$2.43M	\$278K	\$281K	\$266K	\$398K	\$267K	\$355K	\$312K	\$391K	\$309K	\$313K	\$291K
Avg Sales Price	\$264K	\$300K	\$266K	\$263K	\$252K	\$366K	\$252K	\$337K	\$295K	\$361K	\$289K	\$294K	\$276K
Avg Sales Price as a % of Avg List Price	93%	12%	96%	94%	95%	92%	94%	95%	94%	92%	94%	94%	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



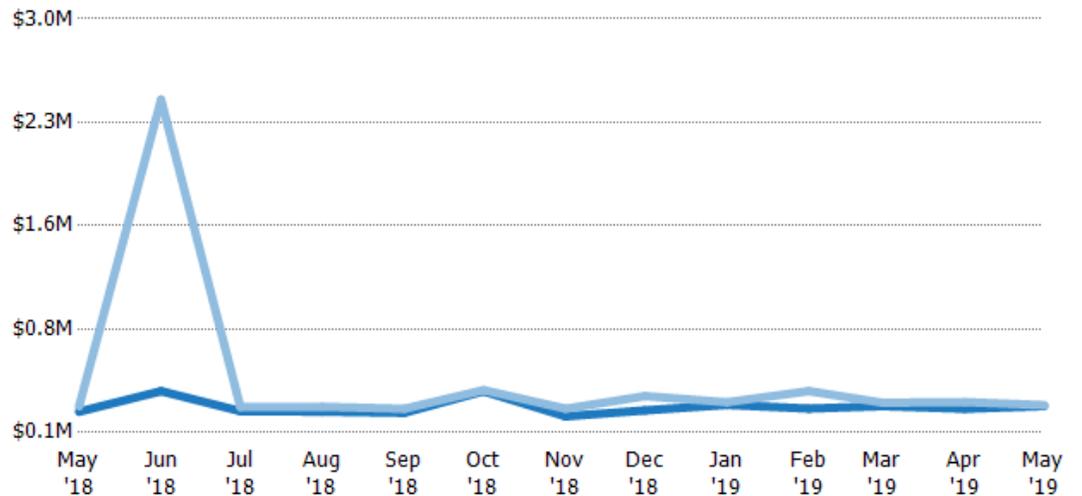
	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19
Median List Price	\$225K	\$216K	\$199K	\$205K	\$199K	\$257K	\$210K	\$222K	\$225K	\$299K	\$249K	\$222K	\$239K
Median Sales Price	\$212K	\$194K	\$195K	\$198K	\$190K	\$248K	\$195K	\$205K	\$225K	\$272K	\$240K	\$212K	\$230K
Med Sales Price as a % of Med List Price	94%	90%	98%	97%	95%	96%	93%	92%	100%	91%	96%	95%	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

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



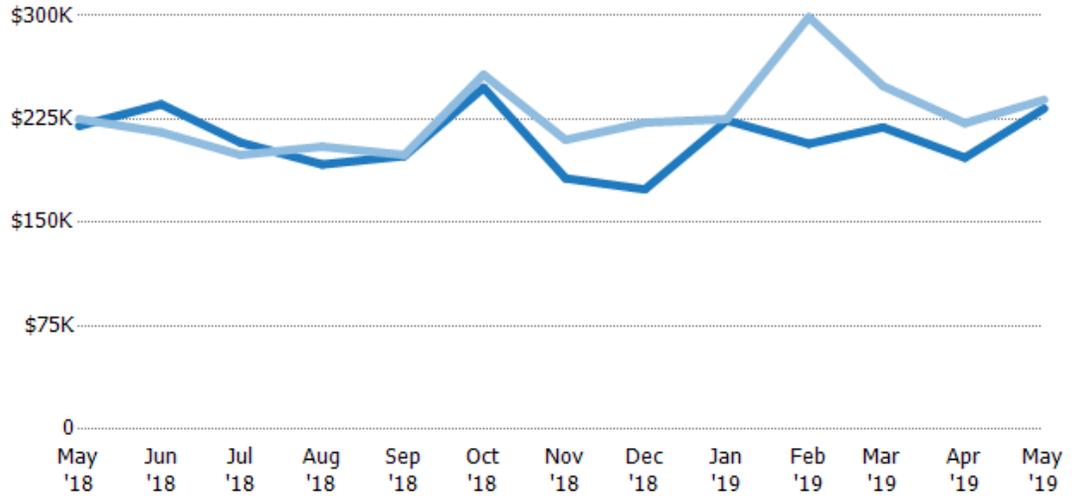
	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19
Avg Est Value	\$246K	\$390K	\$250K	\$247K	\$238K	\$389K	\$213K	\$255K	\$294K	\$268K	\$285K	\$266K	\$285K
Avg Sales Price	\$283K	\$2.43M	\$278K	\$281K	\$266K	\$398K	\$267K	\$355K	\$312K	\$391K	\$309K	\$313K	\$291K
Avg Sales Price as a % of Avg Est Value	115%	624%	111%	114%	112%	102%	125%	139%	106%	146%	108%	118%	102%

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



	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19
Median Est Value	\$220K	\$236K	\$208K	\$192K	\$198K	\$248K	\$182K	\$174K	\$224K	\$207K	\$219K	\$197K	\$233K
Median Sales Price	\$225K	\$216K	\$199K	\$205K	\$199K	\$257K	\$210K	\$222K	\$225K	\$299K	\$249K	\$222K	\$239K
Med Sales Price as a % of Med Est Value	102%	91%	96%	107%	100%	104%	115%	128%	100%	144%	114%	113%	103%