

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	Jun 2019	Jun 2018	+ / -	YTD 2019	YTD 2018	+ / -
Listing Activity Charts Metrics						
New Listing Count	153	137	+11.7%	618	601	+2.8%
New Listing Volume	\$64,829,760	\$221,704,094	-70.8%	\$245,004,636	\$394,344,244	-37.9%
Active Listing Count	581	639	-9.1%	N/A	N/A	
Active Listing Volume	\$304,131,096	\$327,486,999	-7.1%	N/A	N/A	
Average Listing Price	\$523,461	\$512,499	+2.1%	\$531,517	\$510,332	+4.2%
Median Listing Price	\$349,000	\$309,000	+12.9%	\$323,149	\$301,266	+7.3%
Median Days in RPR	101	107	-5.6%	166.97	166.21	+0.5%
Months of Inventory	8.2	11.2	-27%	10.2	10	+1.8%
Absorption Rate	12.22%	8.92%	+3.3%	9.79%	9.97%	-0.2%
Sales Activity Charts Metrics						
New Pending Sales Count	89	80	+11.3%	471	398	+18.3%
New Pending Sales Volume	\$22,820,100	\$192,250,098	-88.1%	\$141,441,464	\$287,227,648	-50.8%
Pending Sales Count	154	113	+36.3%	N/A	N/A	
Pending Sales Volume	\$41,554,299	\$29,774,698	+39.6%	N/A	N/A	
Closed Sales Count	63	79	-20.3%	313	312	+0.3%
Closed Sales Volume	\$21,390,871	\$23,882,950	-10.4%	\$94,378,353	\$85,316,769	+10.6%
Average Sales Price	\$339,538	\$302,316	+12.3%	\$301,528	\$273,451	+10.3%
Median Sales Price	\$230,000	\$195,000	+17.9%	\$230,318	\$197,861	+16.4%

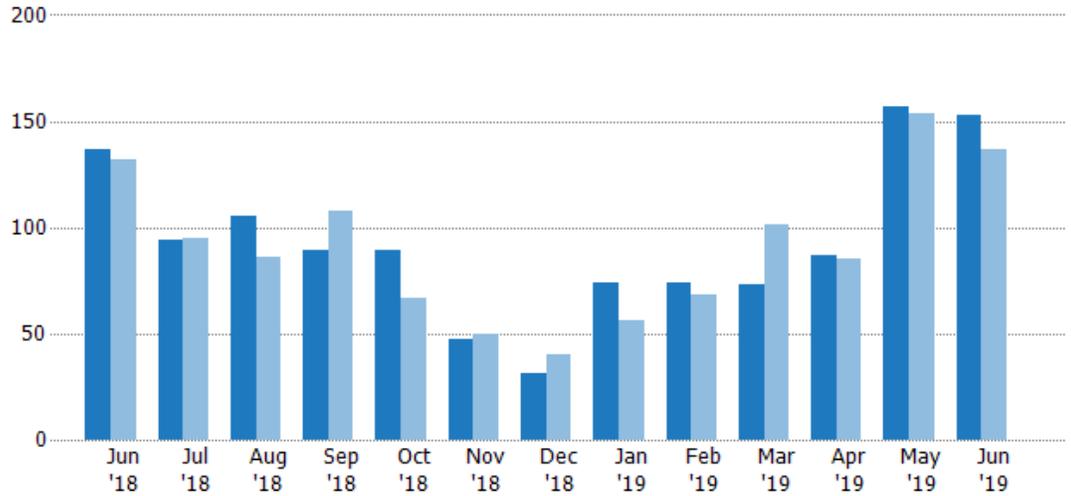
New Listings

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.
Jun '19	153	11.7%
Jun '18	137	3.8%
Jun '17	132	3.8%



Current Year	137	94	105	89	89	47	31	74	74	73	87	157	153
Prior Year	132	95	86	108	67	50	40	56	68	101	85	154	137
Percent Change from Prior Year	4%	-1%	22%	-18%	33%	-6%	-23%	32%	9%	-28%	2%	2%	12%

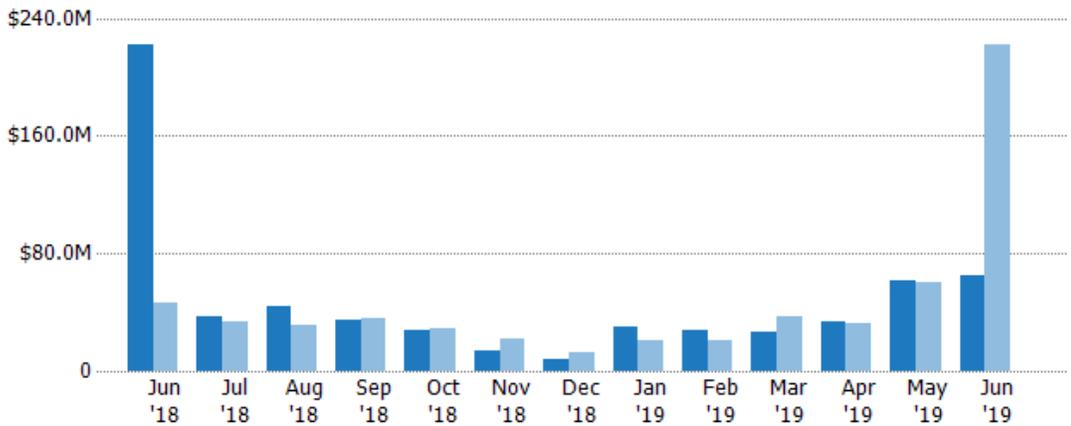
New Listing Volume

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.
Jun '19	\$64.8M	-70.8%
Jun '18	\$222M	374.5%
Jun '17	\$46.7M	23.7%



Current Year	\$222M	\$37.3M	\$44.6M	\$35.2M	\$28.1M	\$13.5M	\$7.73M	\$30.2M	\$28.2M	\$26.7M	\$33.4M	\$61.8M	\$64.8M
Prior Year	\$46.7M	\$33.8M	\$31.3M	\$35.9M	\$28.8M	\$22.4M	\$13.1M	\$21.3M	\$21M	\$37M	\$32.8M	\$60.5M	\$222M
Percent Change from Prior Year	375%	10%	42%	-2%	-2%	-40%	-41%	42%	34%	-28%	2%	2%	-71%

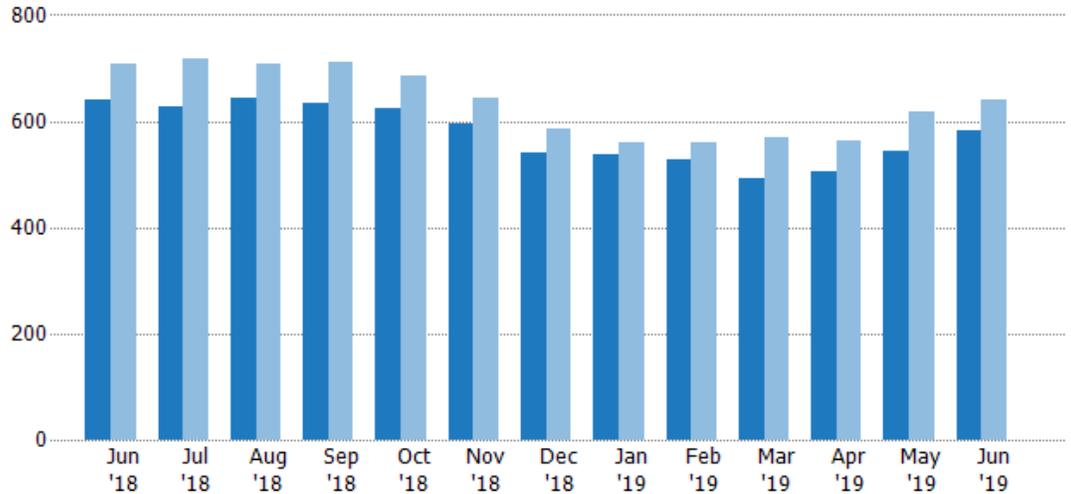
Active Listings

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.
Jun '19	581	-9.1%
Jun '18	639	-9.7%
Jun '17	708	10.5%



	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19
Current Year	639	629	644	633	624	594	542	538	527	492	505	543	581
Prior Year	708	717	708	711	684	644	587	561	561	571	562	618	639
Percent Change from Prior Year	-10%	-12%	-9%	-11%	-9%	-8%	-8%	-4%	-6%	-14%	-10%	-12%	-9%

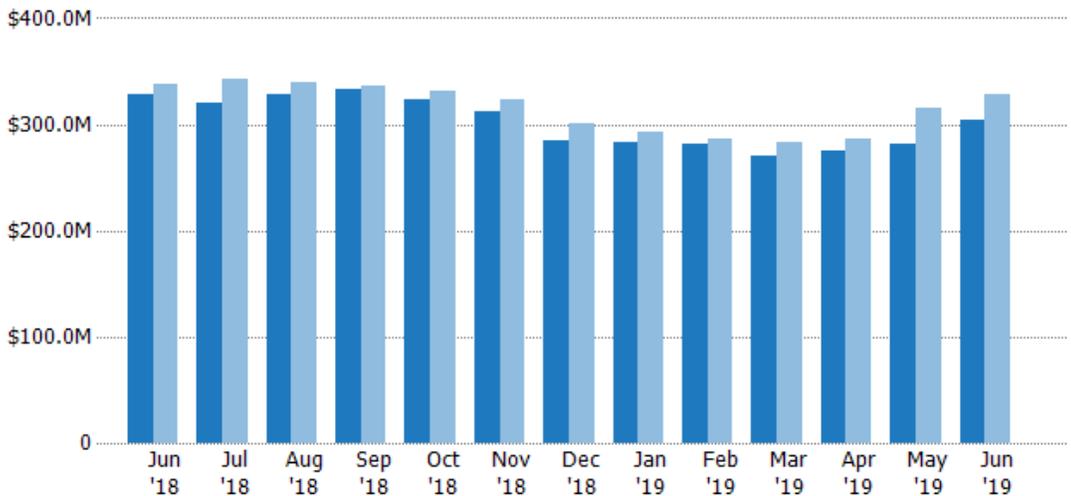
Active Listing Volume

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.
Jun '19	\$304M	-7.1%
Jun '18	\$327M	-3.2%
Jun '17	\$338M	-9.1%



	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19
Current Year	\$327M	\$320M	\$329M	\$332M	\$324M	\$311M	\$285M	\$282M	\$281M	\$270M	\$275M	\$281M	\$304M
Prior Year	\$338M	\$342M	\$339M	\$336M	\$331M	\$324M	\$301M	\$293M	\$287M	\$284M	\$286M	\$315M	\$327M
Percent Change from Prior Year	-3%	-6%	-3%	-1%	-2%	-4%	-5%	-4%	-2%	-5%	-4%	-11%	-7%

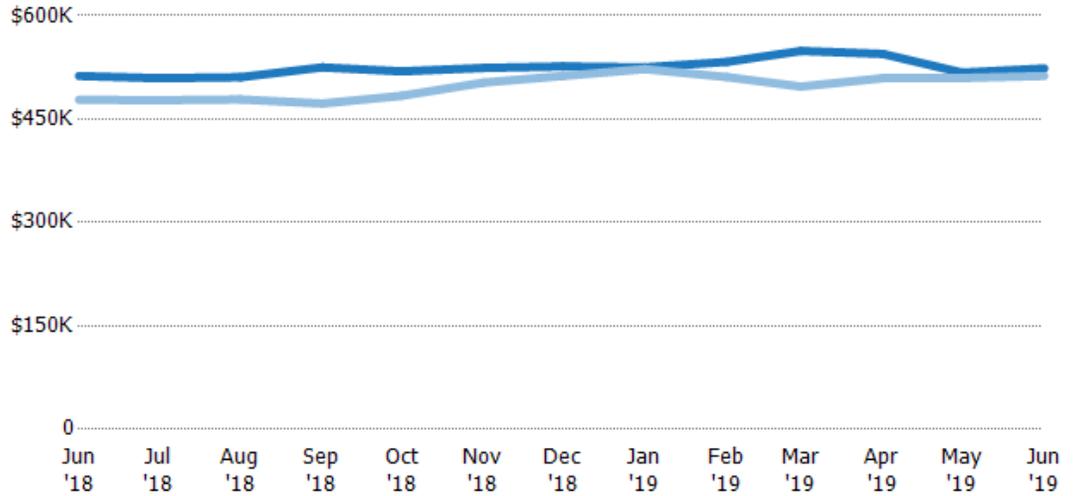
Average Listing Price

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.
Jun '19	\$523K	2.1%
Jun '18	\$512K	7.2%
Jun '17	\$478K	-17.7%



Current Year	\$512K	\$509K	\$511K	\$525K	\$519K	\$524K	\$526K	\$525K	\$533K	\$549K	\$544K	\$517K	\$523K
Prior Year	\$478K	\$477K	\$478K	\$473K	\$484K	\$503K	\$512K	\$522K	\$511K	\$497K	\$509K	\$510K	\$512K
Percent Change from Prior Year	7%	7%	7%	11%	7%	4%	3%	0%	4%	10%	7%	2%	2%

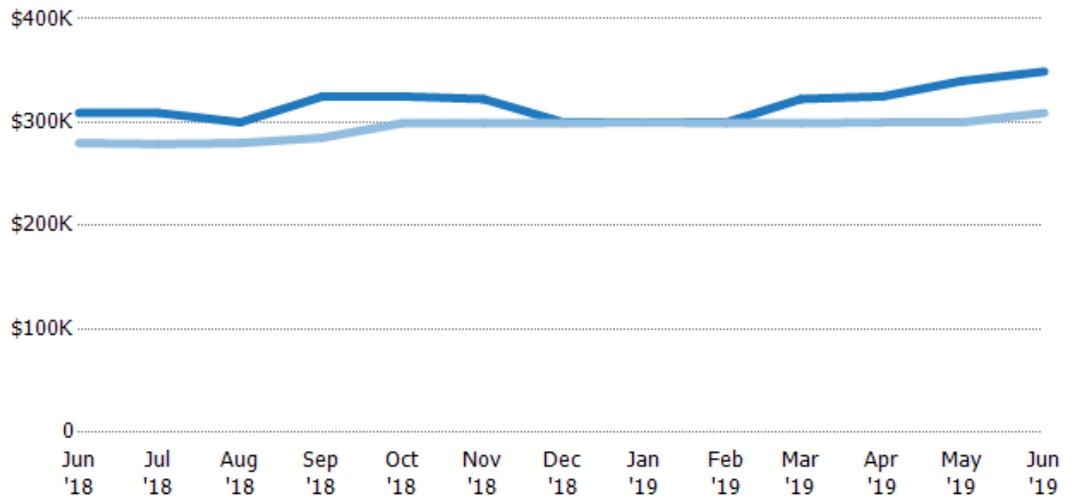
Median Listing Price

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.
Jun '19	\$349K	12.9%
Jun '18	\$309K	10.4%
Jun '17	\$280K	-10.7%



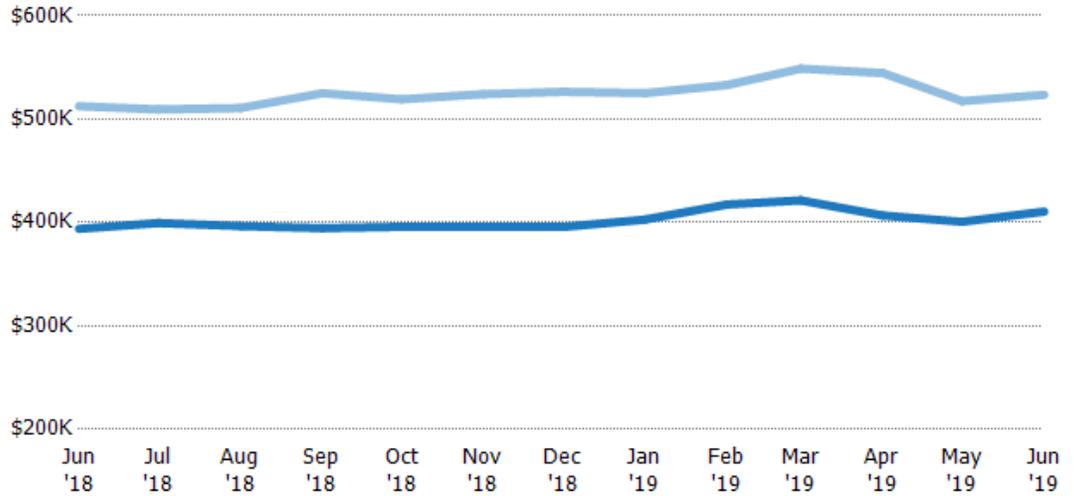
Current Year	\$309K	\$309K	\$300K	\$325K	\$325K	\$322K	\$300K	\$300K	\$300K	\$322K	\$325K	\$340K	\$349K
Prior Year	\$280K	\$279K	\$280K	\$285K	\$299K	\$299K	\$299K	\$300K	\$299K	\$299K	\$300K	\$300K	\$309K
Percent Change from Prior Year	10%	11%	7%	14%	9%	8%	0%	0%	0%	8%	8%	13%	13%

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



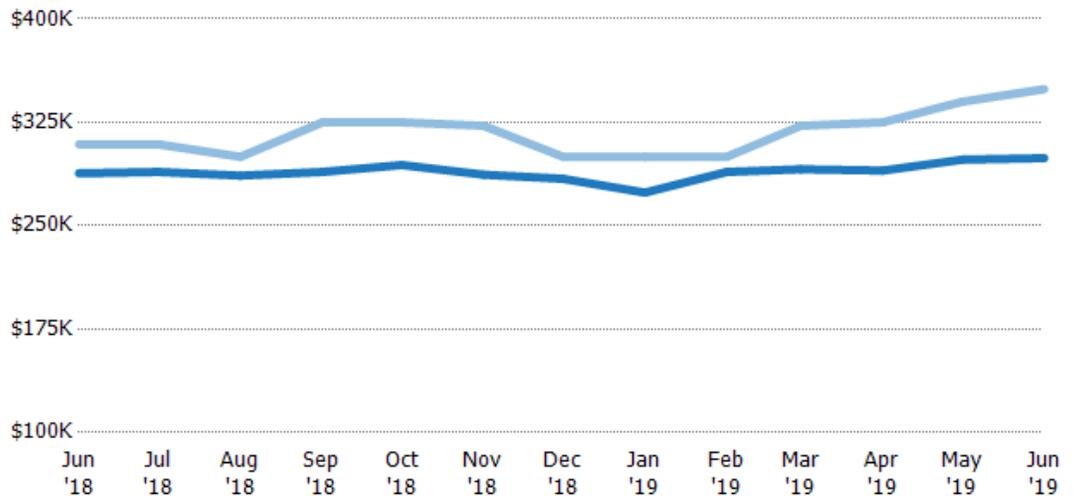
	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19
Avg Est Value	\$394K	\$400K	\$397K	\$395K	\$396K	\$396K	\$396K	\$403K	\$417K	\$421K	\$407K	\$401K	\$411K
Avg Listing Price	\$512K	\$509K	\$511K	\$525K	\$519K	\$524K	\$526K	\$525K	\$533K	\$549K	\$544K	\$517K	\$523K
Avg Listing Price as a % of Avg Est Value	130%	127%	129%	133%	131%	132%	133%	130%	128%	130%	134%	129%	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.

Filters Used

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



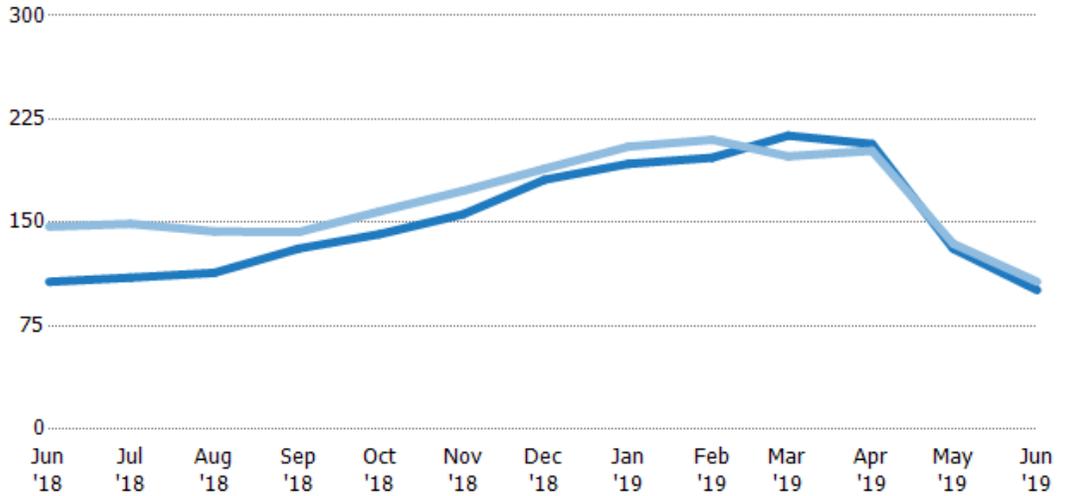
	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19
Median Est Value	\$288K	\$289K	\$286K	\$289K	\$294K	\$287K	\$284K	\$274K	\$289K	\$291K	\$290K	\$298K	\$299K
Median Listing Price	\$309K	\$309K	\$300K	\$325K	\$325K	\$322K	\$300K	\$300K	\$300K	\$322K	\$325K	\$340K	\$349K
Med Listing Price as a % of Med Est Value	107%	107%	105%	112%	111%	112%	106%	109%	104%	111%	112%	114%	117%

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.
Jun '19	101	-5.6%
Jun '18	107	-27.2%
Jun '17	147	-12.9%

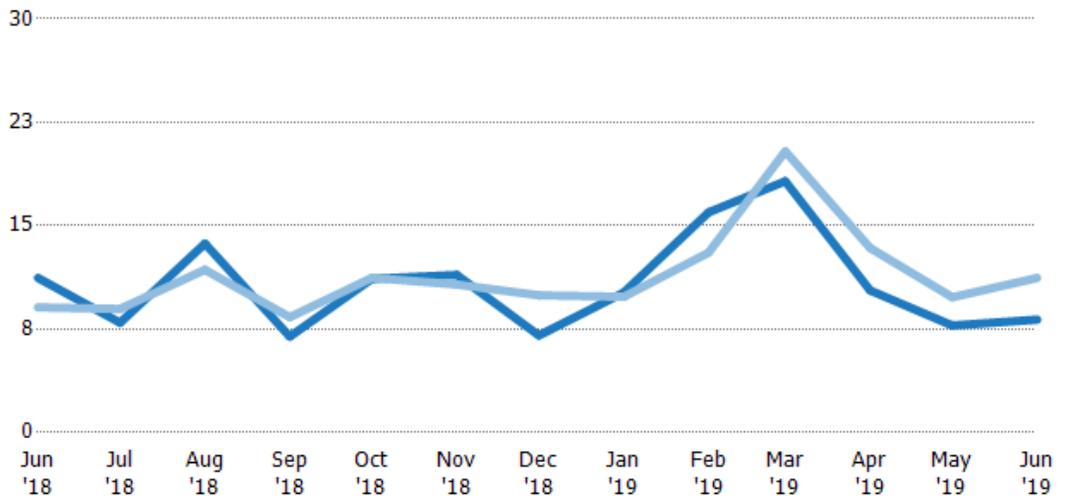
	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19
Current Year	107	110	114	131	142	156	181	193	197	213	207	131	101
Prior Year	147	149	144	143	158	173	189	205	210	198	202	135	107
Percent Change from Prior Year	-27%	-26%	-21%	-8%	-10%	-10%	-4%	-6%	-6%	8%	2%	-3%	-6%

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.
Jun '19	8.18	-27%
Jun '18	11.2	23.5%
Jun '17	9.08	51.1%

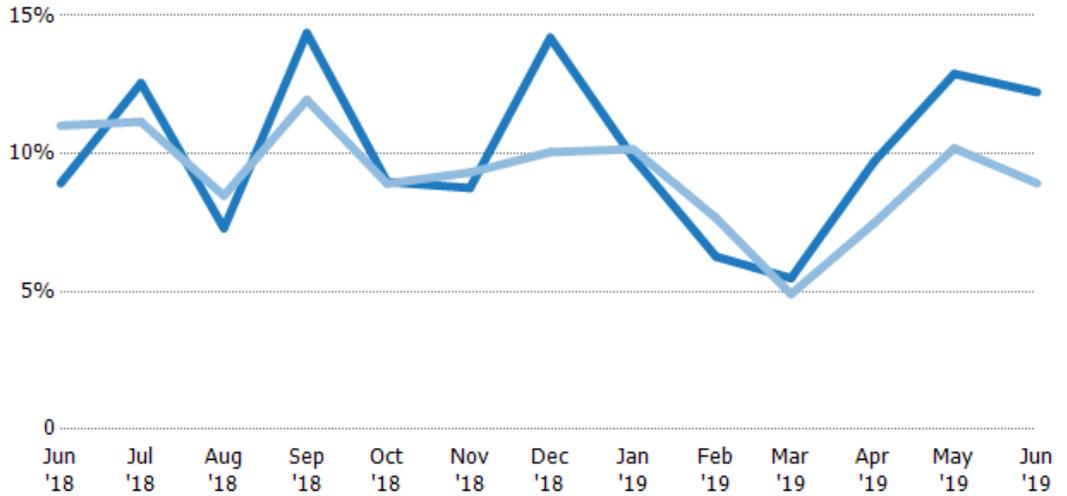
	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19
Current Year	11.2	7.96	13.7	6.96	11.1	11.4	7.04	10.2	16	18.2	10.3	7.76	8.18
Prior Year	9.08	8.96	11.8	8.36	11.2	10.7	9.95	9.84	13	20.4	13.4	9.81	11.2
Percent Change from Prior Year	24%	-11%	16%	-17%	-1%	6%	-29%	3%	22%	-11%	-23%	-21%	-27%

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.
Jun '19	12%	-3.3%
Jun '18	9%	2.1%
Jun '17	11%	-33.9%

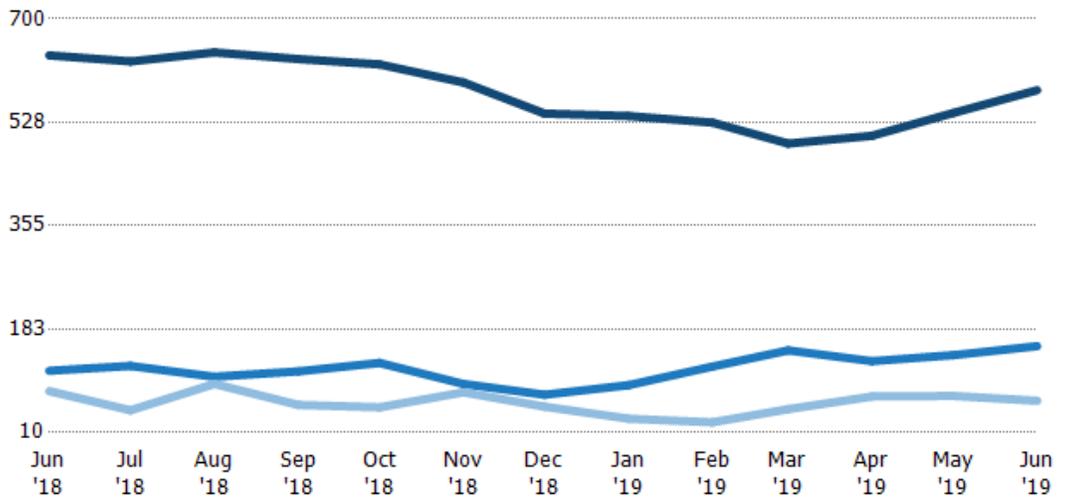
	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19
Current Year	9%	13%	7%	14%	9%	9%	14%	10%	6%	5%	10%	13%	12%
Prior Year	11%	11%	8%	12%	9%	9%	10%	10%	8%	5%	7%	10%	9%
Change from Prior Year	2%	-1%	1%	-2%	0%	1%	-4%	0%	1%	-1%	-2%	-3%	-3%

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



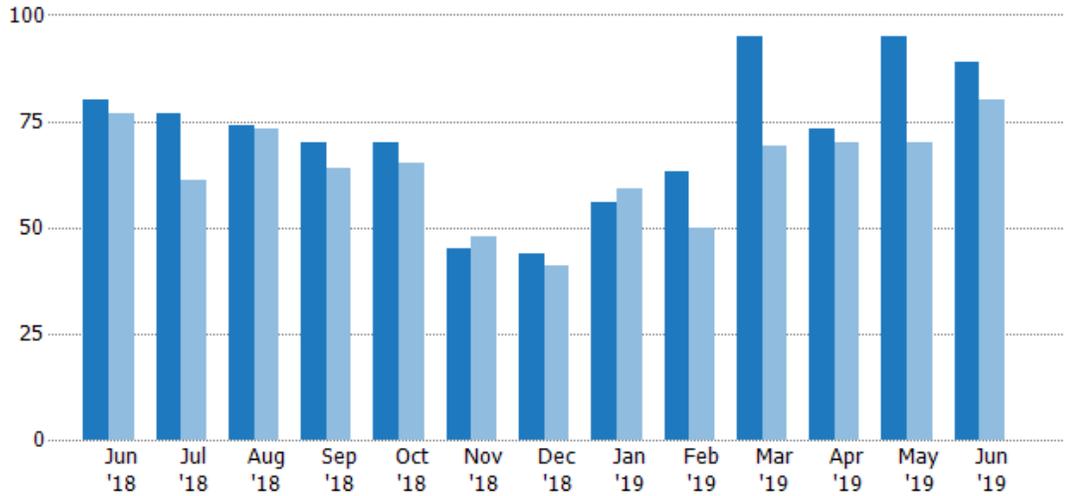
	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19
Active	639	629	644	633	624	594	542	538	527	492	505	543	581
Pending	113	121	103	112	126	91	73	89	120	147	129	139	154
Sold	79	47	91	56	52	77	53	33	27	49	70	71	63

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.
Jun '19	89	11.3%
Jun '18	80	3.9%
Jun '17	77	-20.8%

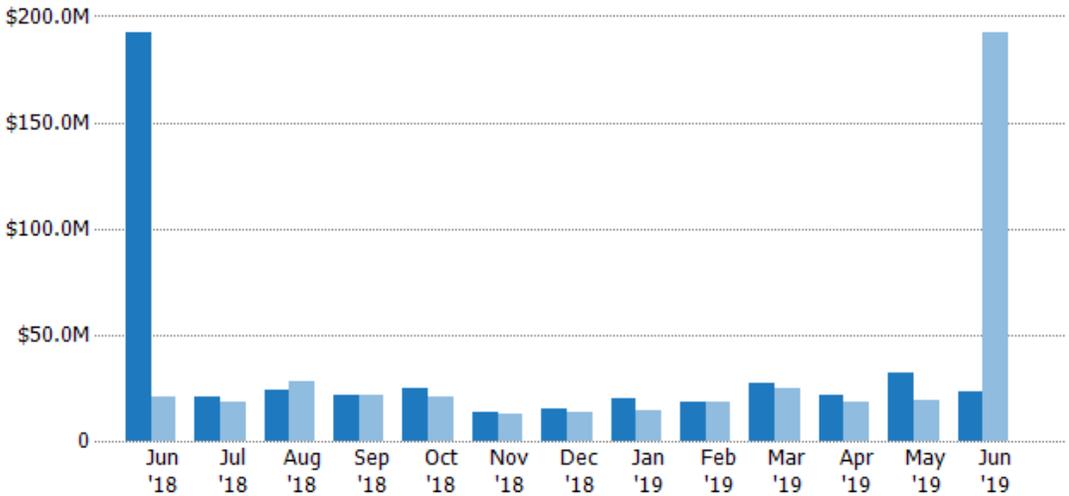
	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19
Current Year	80	77	74	70	70	45	44	56	63	95	73	95	89
Prior Year	77	61	73	64	65	48	41	59	50	69	70	70	80
Percent Change from Prior Year	4%	26%	1%	9%	8%	-6%	7%	-5%	26%	38%	4%	36%	11%

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.
Jun '19	\$22.8M	-88.1%
Jun '18	\$192M	809.8%
Jun '17	\$21.1M	-30.1%

	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19
Current Year	\$192M	\$20.7M	\$23.9M	\$21.6M	\$25M	\$13.3M	\$14.9M	\$20.1M	\$18.1M	\$26.9M	\$21.5M	\$32M	\$22.8M
Prior Year	\$21.1M	\$18.2M	\$28.3M	\$21.3M	\$20.5M	\$13M	\$13.2M	\$14.5M	\$18.2M	\$24.9M	\$18.4M	\$19.1M	\$192M
Percent Change from Prior Year	810%	14%	-16%	1%	22%	3%	13%	39%	-1%	8%	17%	67%	-88%

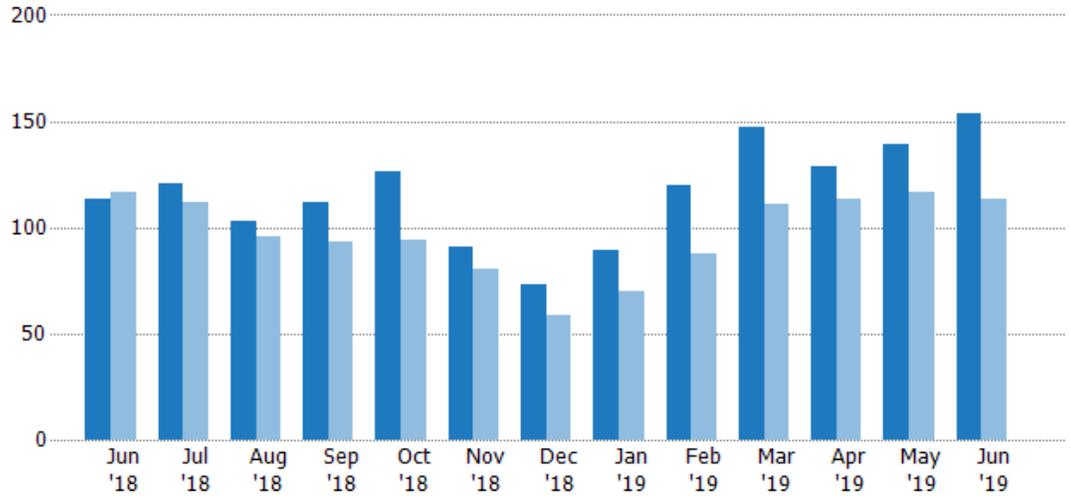
Pending Sales

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.
Jun '19	154	36.3%
Jun '18	113	-3.4%
Jun '17	117	-2.6%



Current Year	113	121	103	112	126	91	73	89	120	147	129	139	154
Prior Year	117	112	96	93	94	80	59	70	88	111	113	117	113
Percent Change from Prior Year	-3%	8%	7%	20%	34%	14%	24%	27%	36%	32%	14%	19%	36%

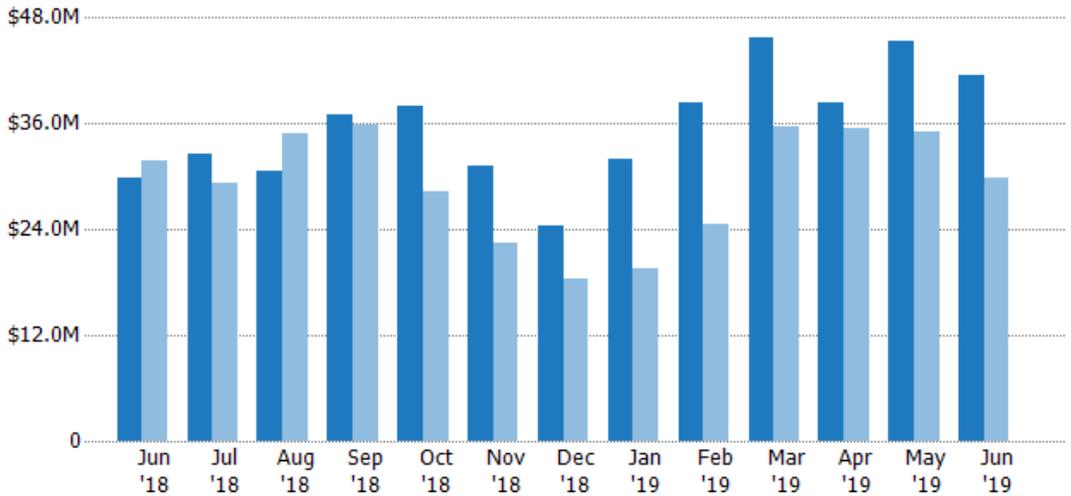
Pending Sales Volume

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.
Jun '19	\$41.6M	39.6%
Jun '18	\$29.8M	-6%
Jun '17	\$31.7M	-15.2%



Current Year	\$29.8M	\$32.6M	\$30.6M	\$37M	\$38M	\$31.1M	\$24.5M	\$32M	\$38.4M	\$45.7M	\$38.4M	\$45.3M	\$41.6M
Prior Year	\$31.7M	\$29.3M	\$34.9M	\$35.8M	\$28.3M	\$22.4M	\$18.5M	\$19.5M	\$24.5M	\$35.6M	\$35.4M	\$35.1M	\$29.8M
Percent Change from Prior Year	-6%	11%	-12%	3%	34%	39%	33%	64%	57%	28%	9%	29%	40%

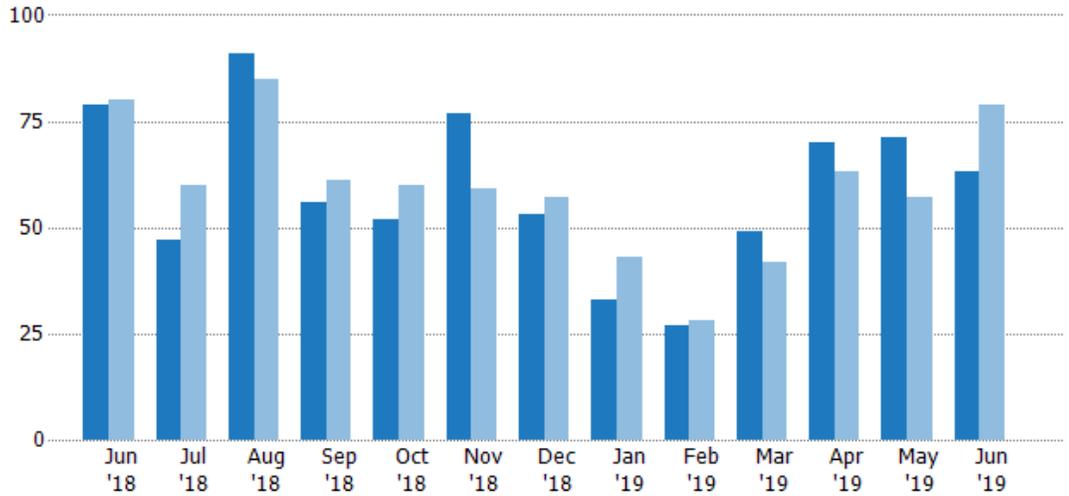
Closed Sales

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.
Jun '19	63	-20.3%
Jun '18	79	-1.3%
Jun '17	80	-23.8%



Current Year	79	47	91	56	52	77	53	33	27	49	70	71	63
Prior Year	80	60	85	61	60	59	57	43	28	42	63	57	79
Percent Change from Prior Year	-1%	-22%	7%	-8%	-13%	31%	-7%	-23%	-4%	17%	11%	25%	-20%

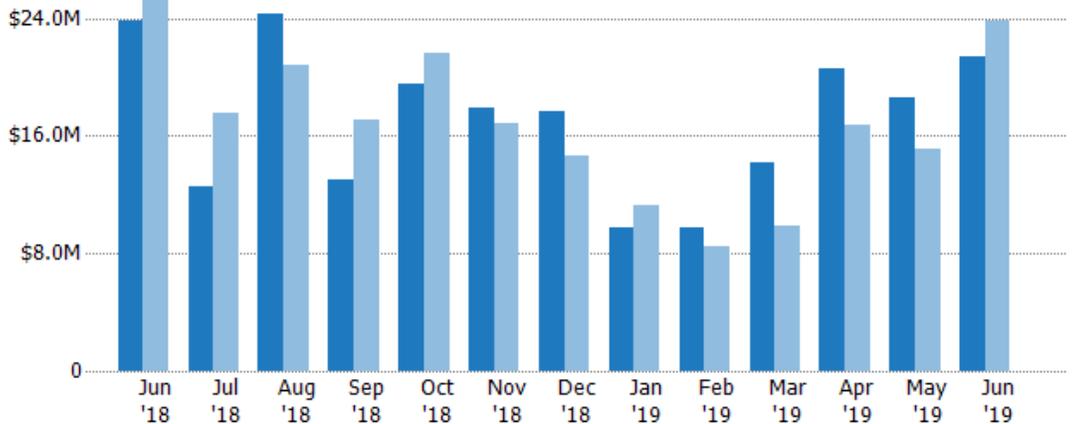
Closed Sales Volume

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.
Jun '19	\$21.4M	-10.4%
Jun '18	\$23.9M	-11.8%
Jun '17	\$27.1M	-46.9%



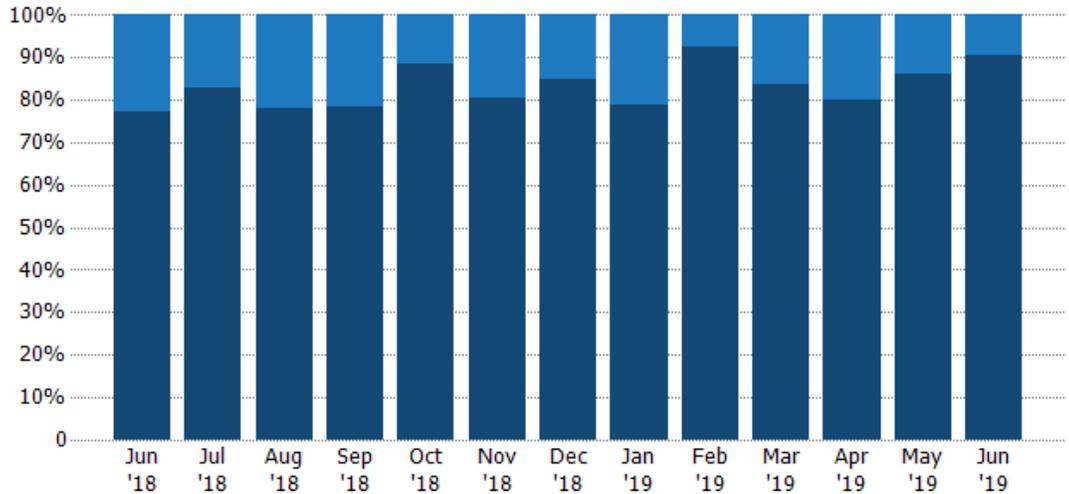
Current Year	\$23.9M	\$12.5M	\$24.3M	\$13M	\$19.6M	\$17.9M	\$17.7M	\$9.8M	\$9.74M	\$14.2M	\$20.6M	\$18.6M	\$21.4M
Prior Year	\$27.1M	\$17.6M	\$20.9M	\$17.1M	\$21.7M	\$16.8M	\$14.7M	\$11.2M	\$8.5M	\$9.9M	\$16.7M	\$15.1M	\$23.9M
Percent Change from Prior Year	-12%	-29%	16%	-24%	-10%	6%	20%	-13%	15%	44%	23%	23%	-10%

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



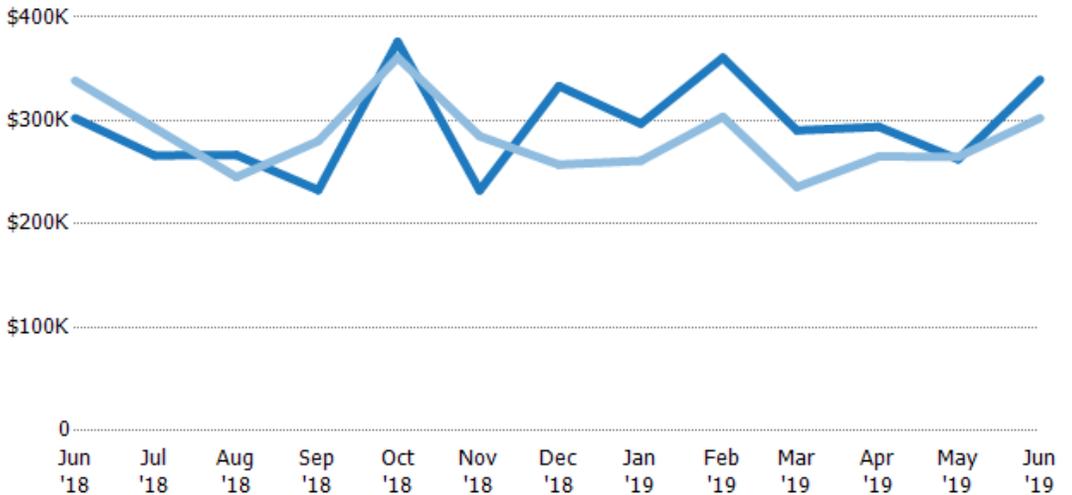
Condo/Townhouse	23%	17%	22%	21%	12%	19%	15%	21%	7%	16%	20%	14%	10%
Single Family Residence	77%	83%	78%	79%	88%	81%	85%	79%	93%	84%	80%	86%	90%

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	\$302K	\$266K	\$267K	\$233K	\$376K	\$232K	\$333K	\$297K	\$361K	\$290K	\$294K	\$263K	\$340K
Prior Year	\$339K	\$293K	\$245K	\$280K	\$361K	\$285K	\$257K	\$261K	\$304K	\$236K	\$265K	\$265K	\$302K
Percent Change from Prior Year	-11%	-9%	9%	-17%	4%	-18%	30%	14%	19%	23%	11%	-1%	12%

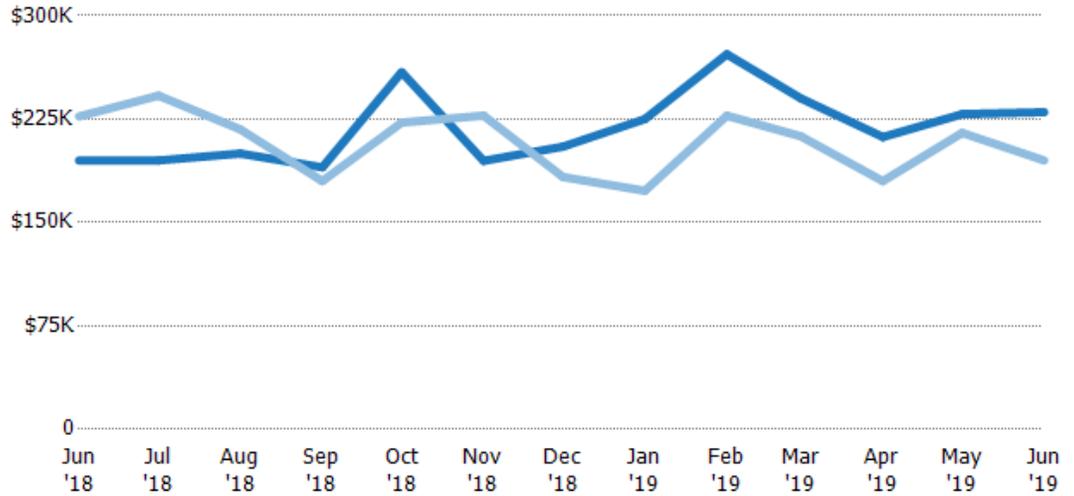
Median Sales Price

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.
Jun '19	\$230K	17.9%
Jun '18	\$195K	-14.1%
Jun '17	\$227K	-23.8%



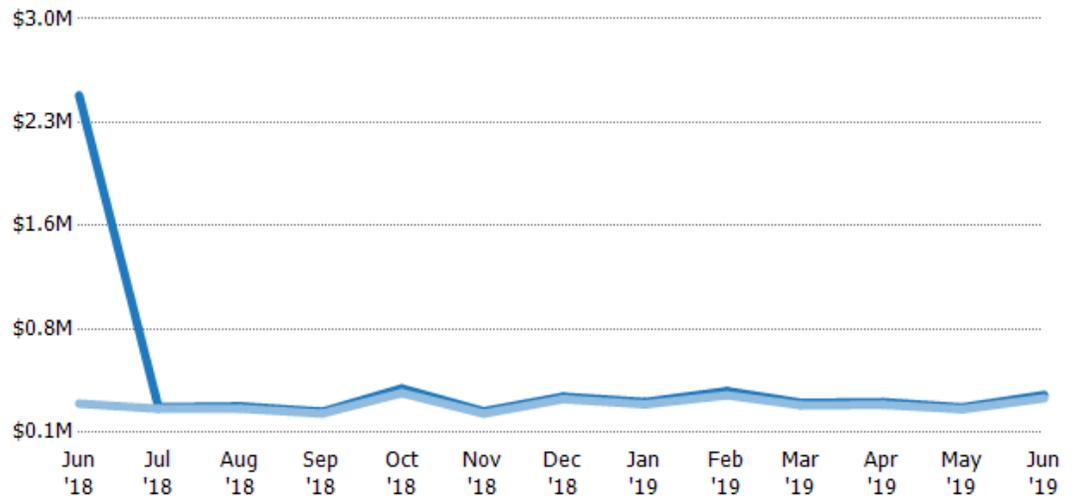
Current Year	\$195K	\$195K	\$200K	\$190K	\$259K	\$195K	\$205K	\$225K	\$272K	\$240K	\$212K	\$229K	\$230K
Prior Year	\$227K	\$242K	\$218K	\$180K	\$223K	\$228K	\$183K	\$173K	\$227K	\$213K	\$180K	\$215K	\$195K
Percent Change from Prior Year	-14%	-19%	-8%	6%	16%	-14%	12%	30%	20%	13%	18%	6%	18%

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



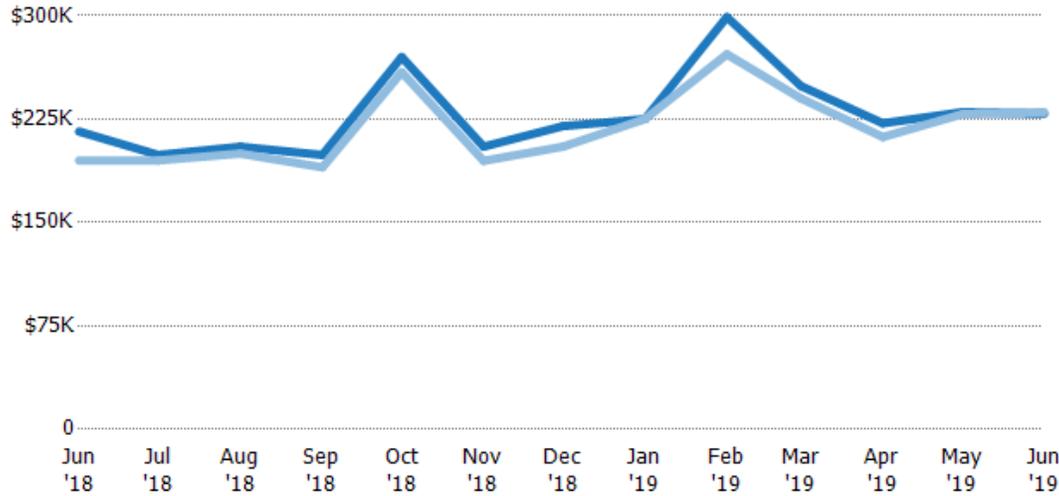
Avg List Price	\$2.46M	\$278K	\$284K	\$246K	\$409K	\$249K	\$352K	\$314K	\$391K	\$309K	\$313K	\$276K	\$364K
Avg Sales Price	\$302K	\$266K	\$267K	\$233K	\$376K	\$232K	\$333K	\$297K	\$361K	\$290K	\$294K	\$263K	\$340K
Avg Sales Price as a % of Avg List Price	12%	96%	94%	95%	92%	93%	95%	95%	92%	94%	94%	95%	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.

Filters Used

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



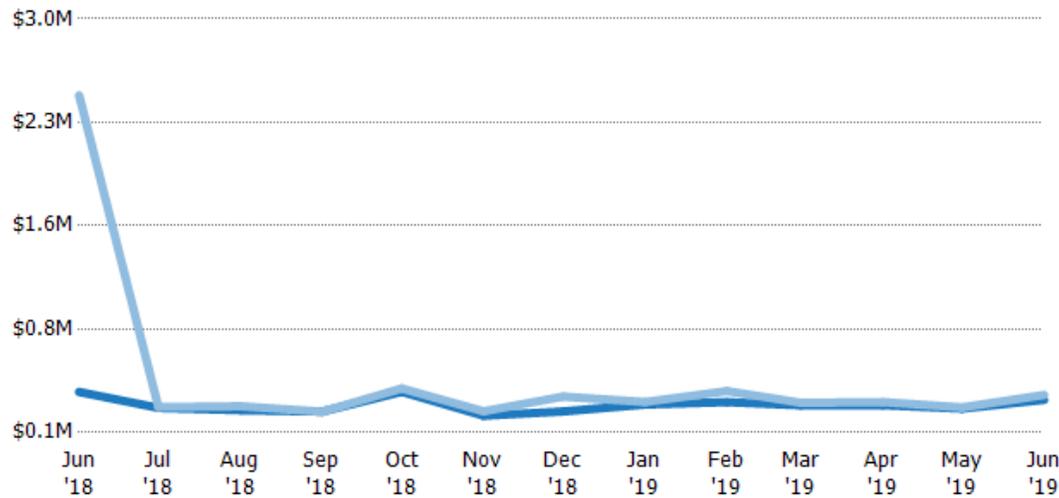
	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19
Median List Price	\$216K	\$199K	\$205K	\$199K	\$270K	\$205K	\$220K	\$225K	\$299K	\$249K	\$222K	\$230K	\$229K
Median Sales Price	\$195K	\$195K	\$200K	\$190K	\$259K	\$195K	\$205K	\$225K	\$272K	\$240K	\$212K	\$229K	\$230K
Med Sales Price as a % of Med List Price	90%	98%	98%	95%	96%	95%	93%	100%	91%	96%	95%	99%	100%

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



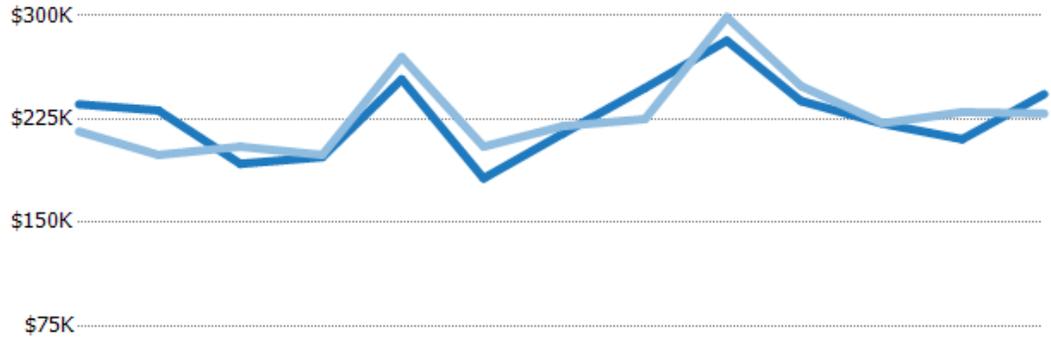
	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19
Avg Est Value	\$384K	\$272K	\$256K	\$247K	\$385K	\$217K	\$247K	\$296K	\$313K	\$291K	\$292K	\$268K	\$329K
Avg Sales Price	\$2.46M	\$278K	\$284K	\$246K	\$409K	\$249K	\$352K	\$314K	\$391K	\$309K	\$313K	\$276K	\$364K
Avg Sales Price as a % of Avg Est Value	641%	102%	111%	100%	106%	114%	142%	106%	125%	106%	107%	103%	111%

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



	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19
Median Est Value	\$236K	\$231K	\$193K	\$197K	\$254K	\$182K	\$215K	\$248K	\$282K	\$238K	\$222K	\$210K	\$243K
Median Sales Price	\$216K	\$199K	\$205K	\$199K	\$270K	\$205K	\$220K	\$225K	\$299K	\$249K	\$222K	\$230K	\$229K
Med Sales Price as a % of Med Est Value	92%	86%	106%	101%	106%	113%	103%	91%	106%	105%	100%	109%	94%