

## 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	Aug 2019	Aug 2018	+ / -	YTD 2019	YTD 2018	+ / -
<b>Listing Activity Charts Metrics</b>						
New Listing Count	108	106	+1.9%	853	817	+4.4%
New Listing Volume	\$36,737,299	\$44,949,299	-18.3%	\$336,049,881	\$482,402,443	-30.3%
Active Listing Count	610	655	-6.9%	N/A	N/A	
Active Listing Volume	\$317,810,726	\$332,166,148	-4.3%	N/A	N/A	
Average Listing Price	\$521,001	\$507,124	+2.7%	\$526,993	\$512,367	+2.9%
Median Listing Price	\$354,500	\$299,900	+18.2%	\$331,185	\$303,014	+9.3%
Median Days in RPR	107.5	114	-5.7%	146.38	147.82	-1%
Months of Inventory	7.6	13.6	-44.1%	9.8	9.8	-0.2%
Absorption Rate	13.11%	7.33%	+5.8%	10.26%	10.23%	+0%
<b>Sales Activity Charts Metrics</b>						
New Pending Sales Count	89	74	+20.3%	646	547	+18.1%
New Pending Sales Volume	\$29,215,906	\$23,907,795	+22.2%	\$196,086,820	\$331,206,443	-40.8%
Pending Sales Count	143	101	+41.6%	N/A	N/A	
Pending Sales Volume	\$45,529,511	\$31,118,694	+46.3%	N/A	N/A	
Closed Sales Count	80	95	-15.8%	484	464	+4.3%
Closed Sales Volume	\$21,713,408	\$25,017,050	-13.2%	\$142,275,415	\$130,844,769	+8.7%
Average Sales Price	\$271,418	\$263,337	+3.1%	\$293,957	\$281,993	+4.2%
Median Sales Price	\$229,500	\$198,000	+15.9%	\$228,886	\$198,268	+15.4%

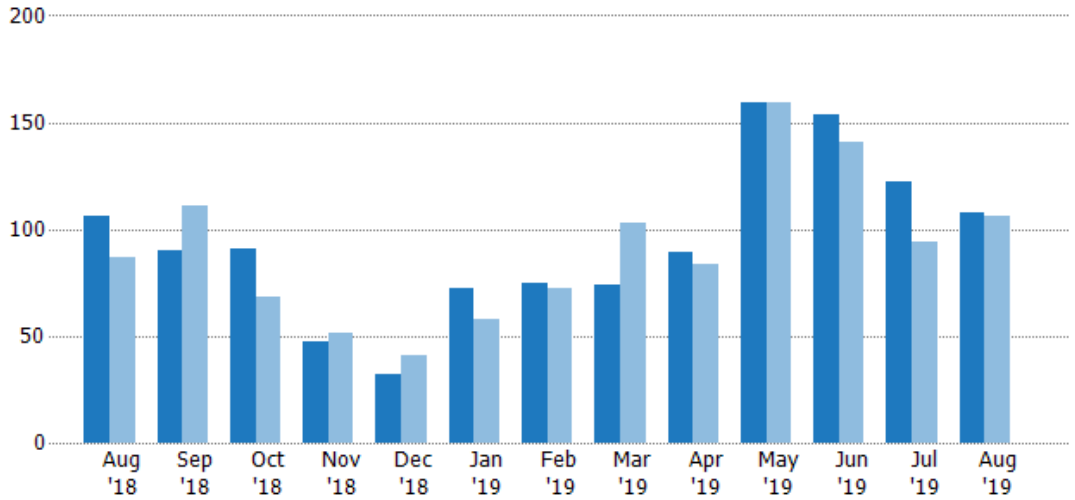
## New Listings

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.
Aug '19	108	1.9%
Aug '18	106	21.8%
Aug '17	87	23%



	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19
Current Year	106	90	91	47	32	72	75	74	89	159	154	122	108
Prior Year	87	111	68	51	41	58	72	103	84	159	141	94	106
Percent Change from Prior Year	22%	-19%	34%	-8%	-22%	24%	4%	-28%	6%	0%	9%	30%	2%

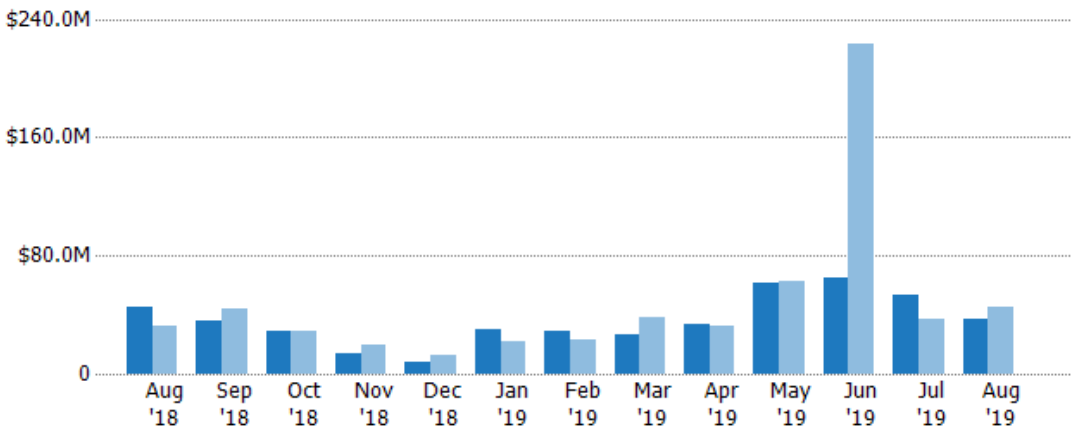
## New Listing Volume

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.
Aug '19	\$36.7M	-18.3%
Aug '18	\$44.9M	39.6%
Aug '17	\$32.2M	23.2%



	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19
Current Year	\$44.9M	\$36M	\$29M	\$13.5M	\$7.81M	\$29.6M	\$28.8M	\$26.9M	\$33.3M	\$62.1M	\$65.1M	\$53.5M	\$36.7M
Prior Year	\$32.2M	\$43.5M	\$29.1M	\$19.5M	\$13.2M	\$22.1M	\$23.4M	\$37.6M	\$32.3M	\$62.1M	\$223M	\$37.1M	\$44.9M
Percent Change from Prior Year	40%	-17%	0%	-30%	-41%	34%	23%	-29%	3%	0%	-71%	44%	-18%

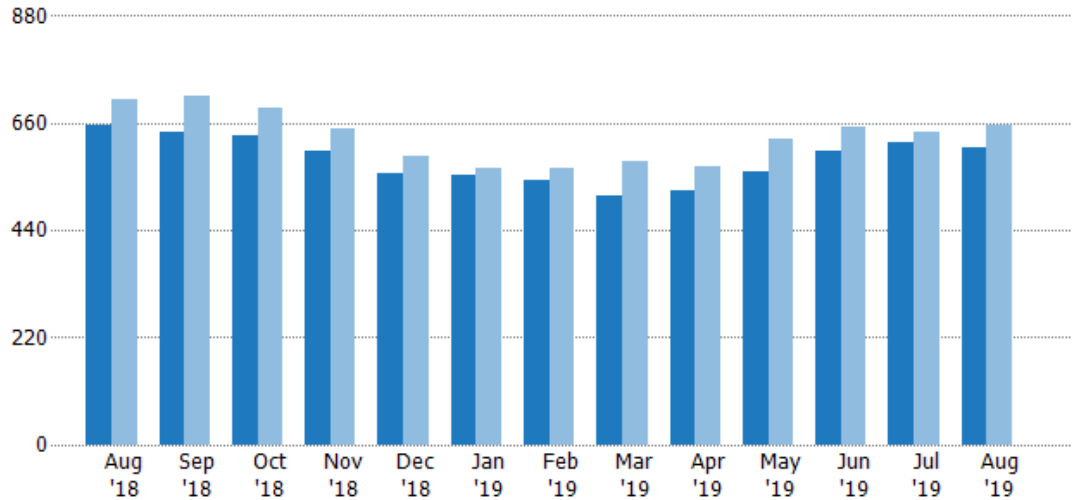
## Active Listings

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.
Aug '19	610	-6.9%
Aug '18	655	-7.5%
Aug '17	708	16.2%



Current Year	655	641	634	604	558	554	544	511	522	559	602	622	610
Prior Year	708	715	691	649	593	569	569	582	571	628	652	641	655
Percent Change from Prior Year	-7%	-10%	-8%	-7%	-6%	-3%	-4%	-12%	-9%	-11%	-8%	-3%	-7%

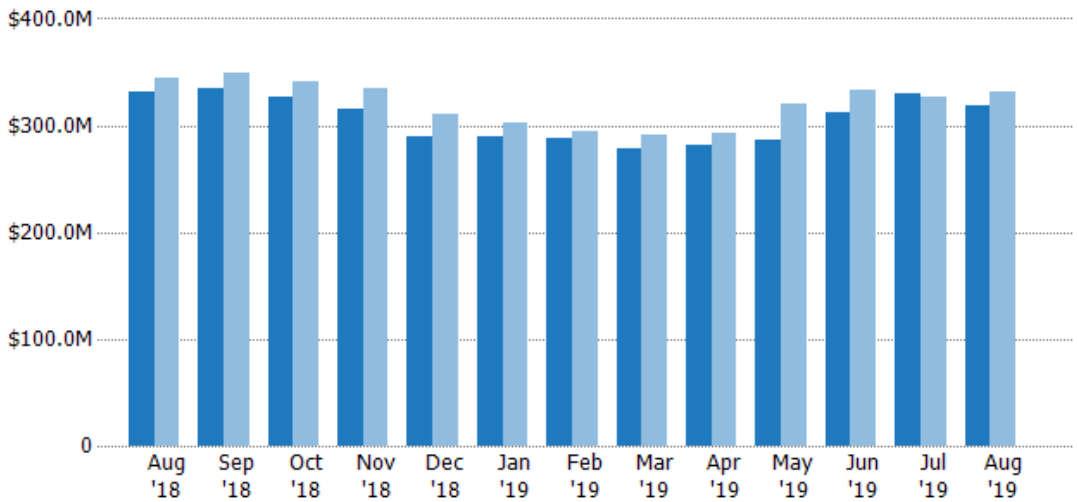
## Active Listing Volume

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.
Aug '19	\$318M	-4.3%
Aug '18	\$332M	-3.6%
Aug '17	\$345M	2%



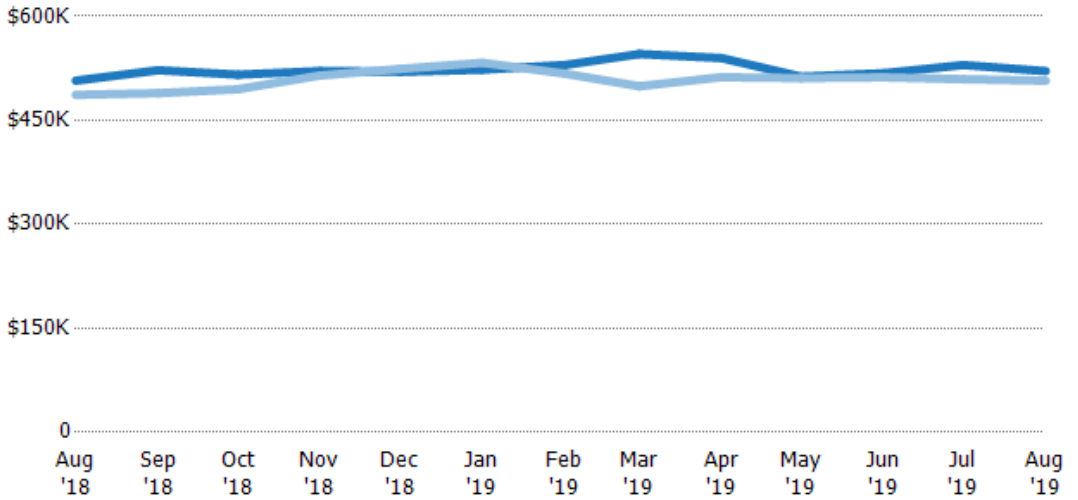
Current Year	\$332M	\$335M	\$327M	\$315M	\$290M	\$290M	\$288M	\$279M	\$282M	\$287M	\$312M	\$329M	\$318M
Prior Year	\$345M	\$350M	\$342M	\$334M	\$311M	\$303M	\$294M	\$290M	\$292M	\$321M	\$334M	\$326M	\$332M
Percent Change from Prior Year	-4%	-4%	-4%	-6%	-7%	-4%	-2%	-4%	-4%	-11%	-7%	1%	-4%

## 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



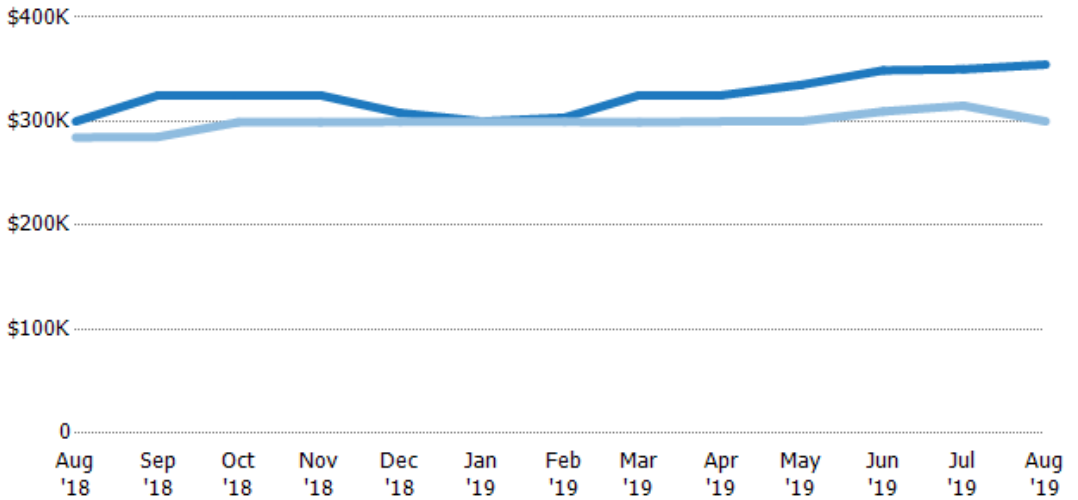
	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19
Current Year	\$507K	\$522K	\$516K	\$521K	\$520K	\$523K	\$530K	\$546K	\$540K	\$513K	\$518K	\$530K	\$521K
Prior Year	\$487K	\$489K	\$495K	\$515K	\$524K	\$533K	\$517K	\$499K	\$512K	\$511K	\$512K	\$509K	\$507K
Percent Change from Prior Year	4%	7%	4%	1%	-1%	-2%	2%	9%	5%	0%	1%	4%	3%

## 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



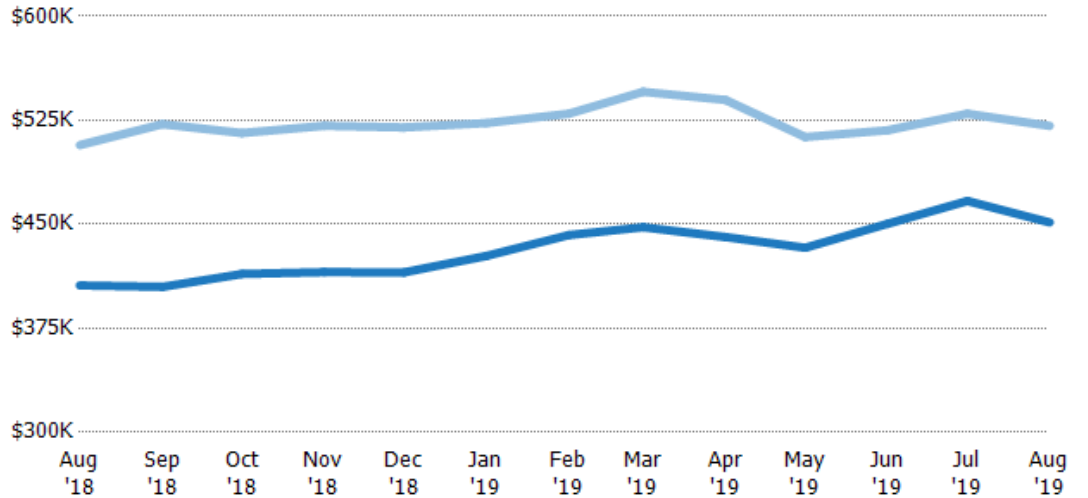
	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19
Current Year	\$300K	\$325K	\$325K	\$325K	\$308K	\$300K	\$304K	\$325K	\$325K	\$335K	\$349K	\$350K	\$355K
Prior Year	\$285K	\$285K	\$299K	\$299K	\$300K	\$300K	\$300K	\$299K	\$300K	\$300K	\$309K	\$315K	\$300K
Percent Change from Prior Year	5%	14%	9%	9%	3%	0%	1%	9%	8%	12%	13%	11%	18%

## 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



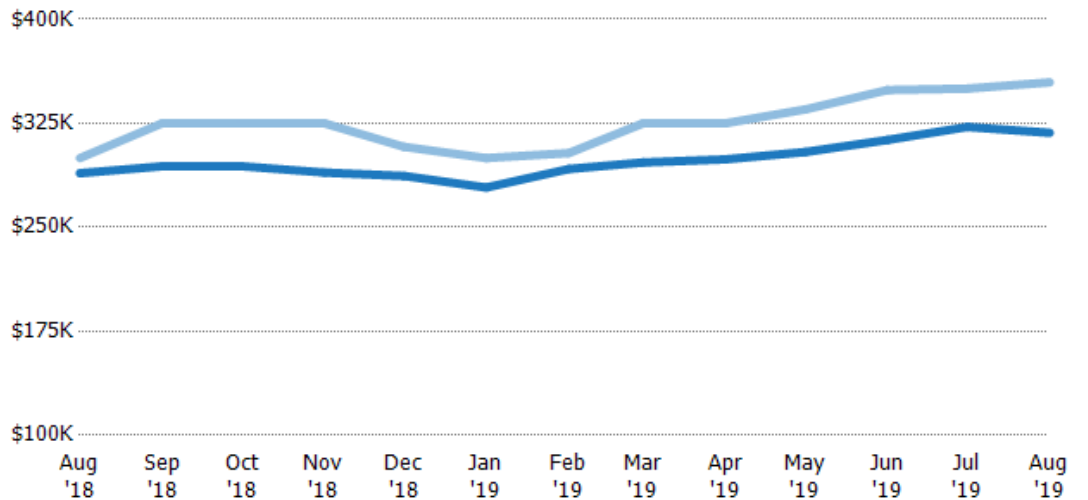
	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19
Avg Est Value	\$406K	\$405K	\$414K	\$415K	\$415K	\$427K	\$442K	\$448K	\$441K	\$433K	\$450K	\$467K	\$451K
Avg Listing Price	\$507K	\$522K	\$516K	\$521K	\$520K	\$523K	\$530K	\$546K	\$540K	\$513K	\$518K	\$530K	\$521K
Avg Listing Price as a % of Avg Est Value	125%	129%	125%	125%	125%	122%	120%	122%	122%	118%	115%	113%	115%

## 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



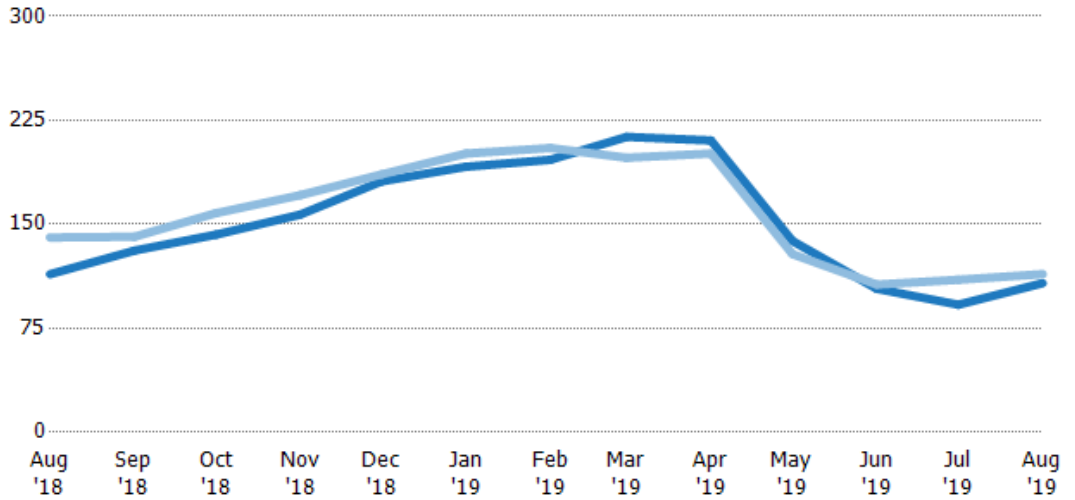
	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19
Median Est Value	\$289K	\$294K	\$294K	\$289K	\$287K	\$279K	\$292K	\$297K	\$299K	\$304K	\$313K	\$322K	\$318K
Median Listing Price	\$300K	\$325K	\$325K	\$325K	\$308K	\$300K	\$304K	\$325K	\$325K	\$335K	\$349K	\$350K	\$355K
Med Listing Price as a % of Med Est Value	104%	111%	111%	112%	107%	108%	104%	110%	109%	110%	112%	109%	111%

## 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



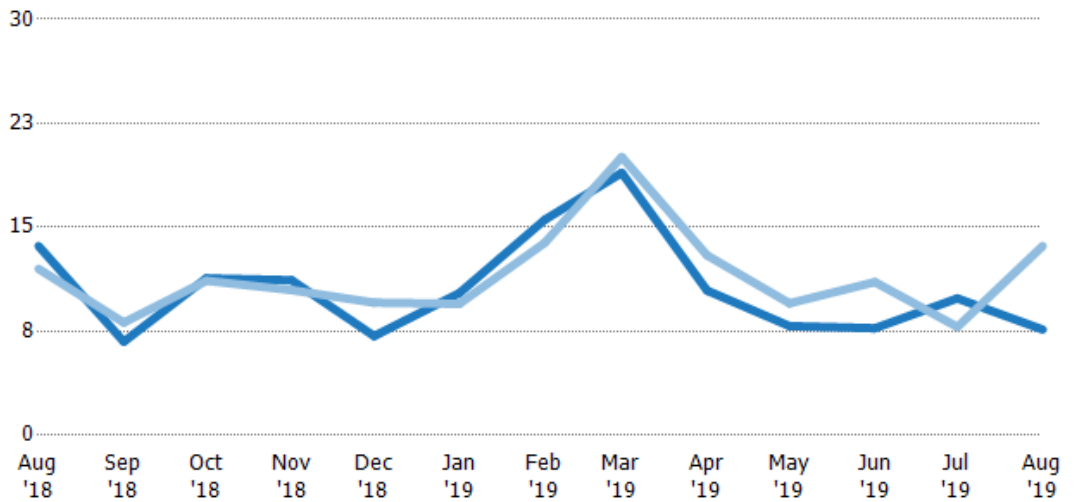
	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19
Current Year	114	131	143	157	181	192	197	213	211	138	104	92	108
Prior Year	141	141	158	171	186	201	205	198	201	129	107	110	114
Percent Change from Prior Year	-19%	-7%	-10%	-8%	-3%	-5%	-4%	8%	5%	7%	-3%	-16%	-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



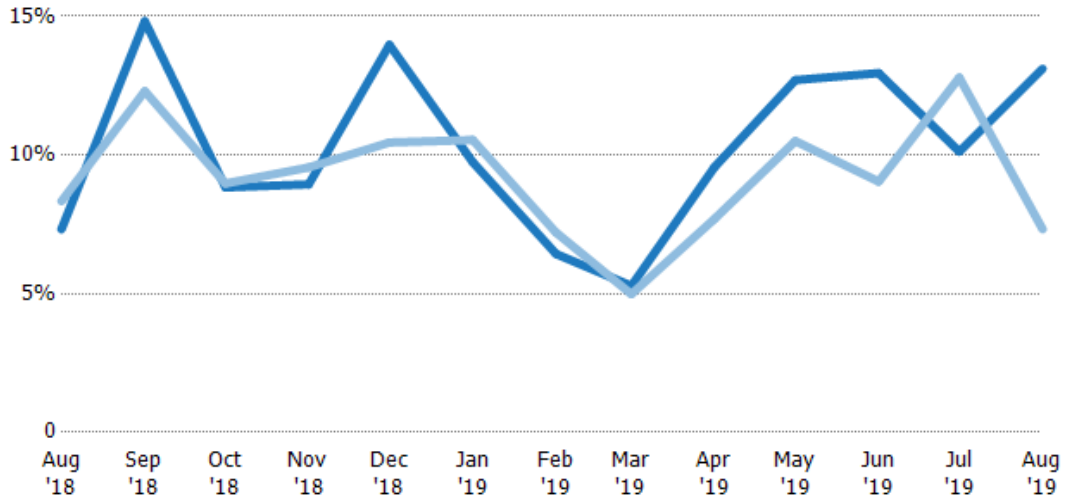
	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19
Current Year	13.6	6.75	11.3	11.2	7.15	10.3	15.5	18.9	10.4	7.87	7.72	9.87	7.63
Prior Year	12	8.13	11.1	10.5	9.56	9.48	13.9	20.1	13	9.52	11.1	7.82	13.6
Percent Change from Prior Year	14%	-17%	2%	7%	-25%	8%	12%	-6%	-20%	-17%	-30%	26%	-44%

## 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.
Aug '19	13%	-5.8%
Aug '18	7%	1%
Aug '17	8%	-21.2%

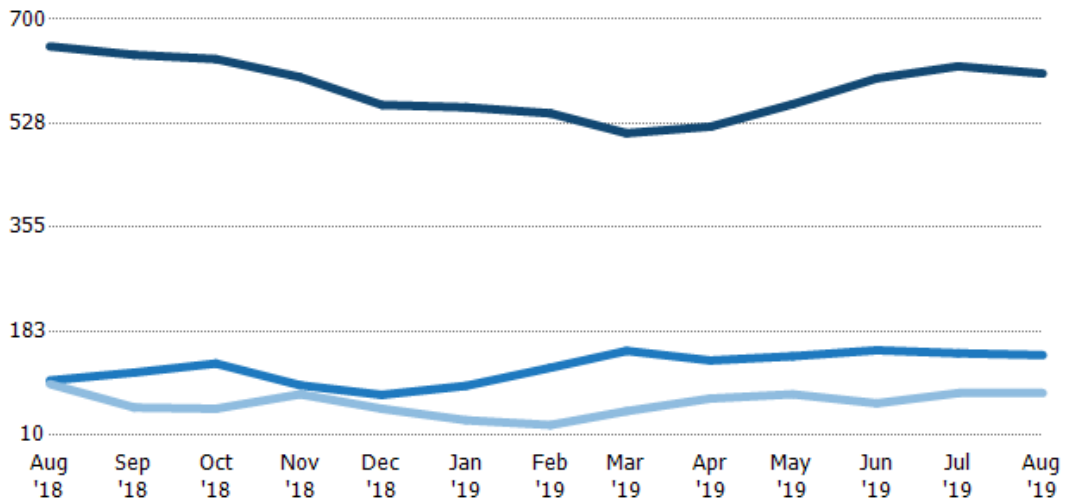
	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19
Current Year	7%	15%	9%	9%	14%	10%	6%	5%	10%	13%	13%	10%	13%
Prior Year	8%	12%	9%	10%	10%	11%	7%	5%	8%	11%	9%	13%	7%
Change from Prior Year	1%	-3%	0%	1%	-4%	1%	1%	0%	-2%	-2%	-4%	3%	-6%

## 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



	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19
Active	655	641	634	604	558	554	544	511	522	559	602	622	610
Pending	101	114	129	93	77	92	122	150	134	141	151	146	143
Sold	95	56	54	78	54	35	27	50	71	78	63	80	80

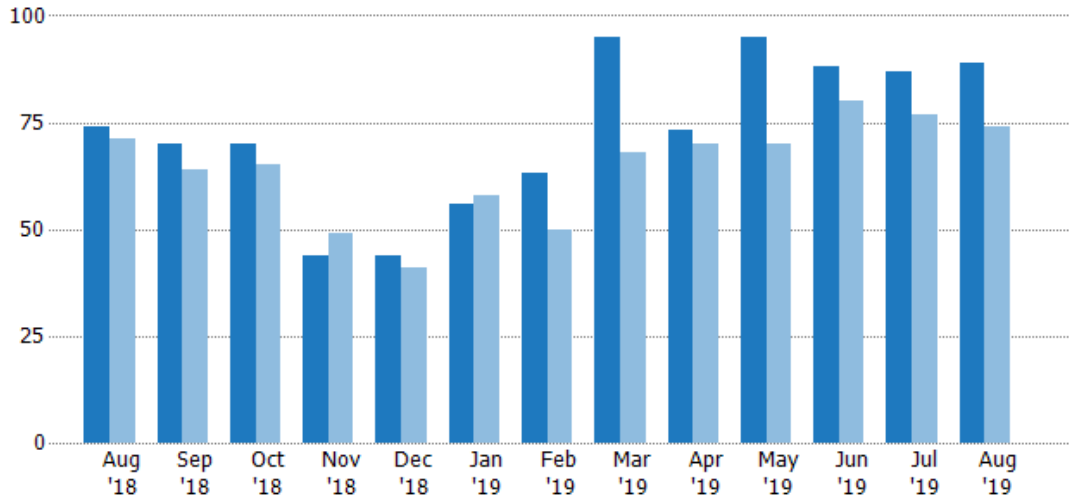
## New Pending Sales

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.
Aug '19	89	20.3%
Aug '18	74	4.2%
Aug '17	71	-2.8%



Current Year	74	70	70	44	44	56	63	95	73	95	88	87	89
Prior Year	71	64	65	49	41	58	50	68	70	70	80	77	74
Percent Change from Prior Year	4%	9%	8%	-10%	7%	-3%	26%	40%	4%	36%	10%	13%	20%

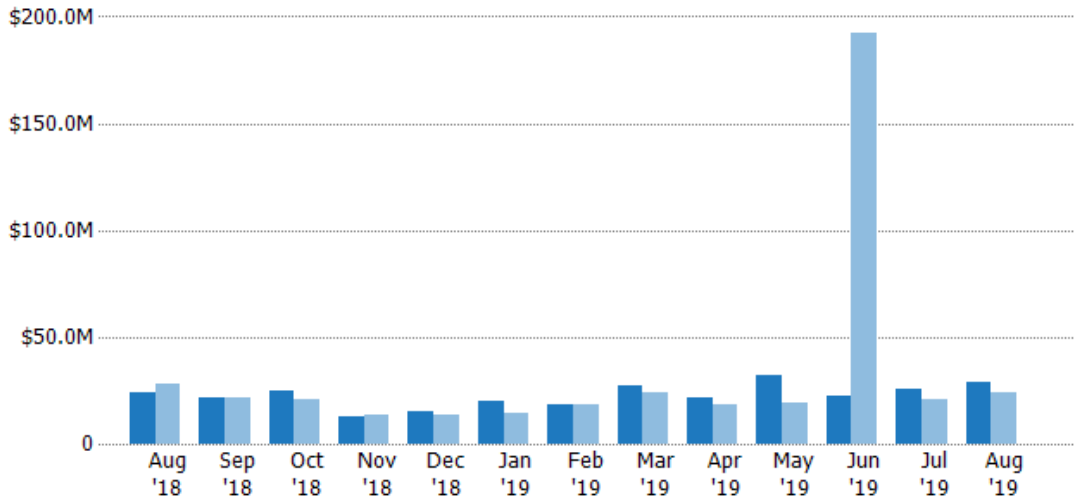
## New Pending Sales Volume

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.
Aug '19	\$29.2M	22.2%
Aug '18	\$23.9M	-14.3%
Aug '17	\$27.9M	-29.9%



Current Year	\$23.9M	\$21.6M	\$25M	\$13M	\$14.9M	\$20.1M	\$18.1M	\$26.9M	\$21.5M	\$32M	\$22.7M	\$25.6M	\$29.2M
Prior Year	\$27.9M	\$21.3M	\$20.5M	\$13.4M	\$13.2M	\$14.3M	\$18.2M	\$24.4M	\$18.4M	\$19.1M	\$192M	\$20.7M	\$23.9M
Percent Change from Prior Year	-14%	1%	22%	-2%	13%	40%	-1%	11%	17%	67%	-88%	23%	22%



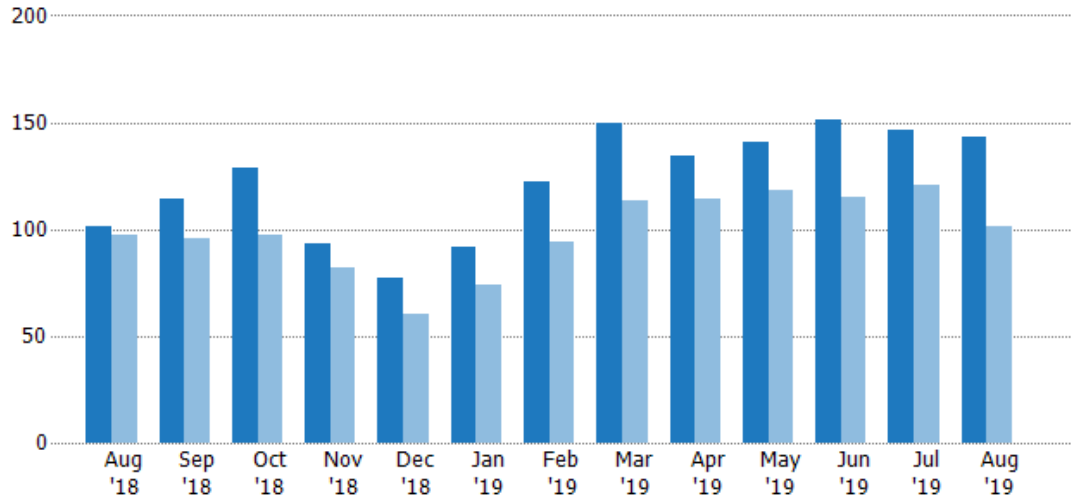
## Pending Sales

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.
Aug '19	143	41.6%
Aug '18	101	4.1%
Aug '17	97	18.6%



Current Year	101	114	129	93	77	92	122	150	134	141	151	146	143
Prior Year	97	96	97	82	60	74	94	113	114	118	115	121	101
Percent Change from Prior Year	4%	19%	33%	13%	28%	24%	30%	33%	18%	19%	31%	21%	42%

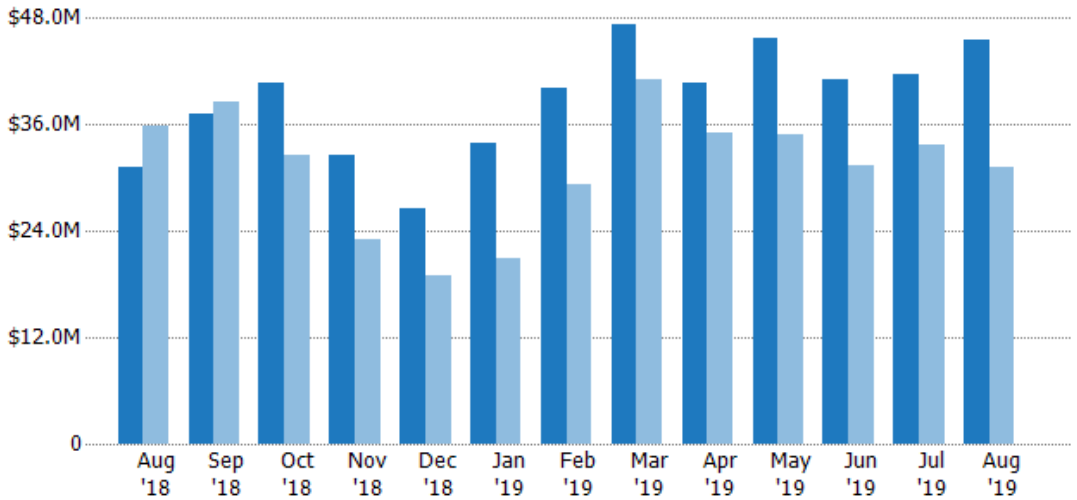
## Pending Sales Volume

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.
Aug '19	\$45.5M	46.3%
Aug '18	\$31.1M	-13%
Aug '17	\$35.8M	-21.8%



Current Year	\$31.1M	\$37.2M	\$40.7M	\$32.6M	\$26.4M	\$33.9M	\$40.1M	\$47.2M	\$40.7M	\$45.8M	\$41M	\$41.7M	\$45.5M
Prior Year	\$35.8M	\$38.6M	\$32.5M	\$23M	\$18.9M	\$20.8M	\$29.3M	\$41M	\$35M	\$34.8M	\$31.3M	\$33.7M	\$31.1M
Percent Change from Prior Year	-13%	-4%	25%	42%	40%	63%	37%	15%	16%	31%	31%	24%	46%

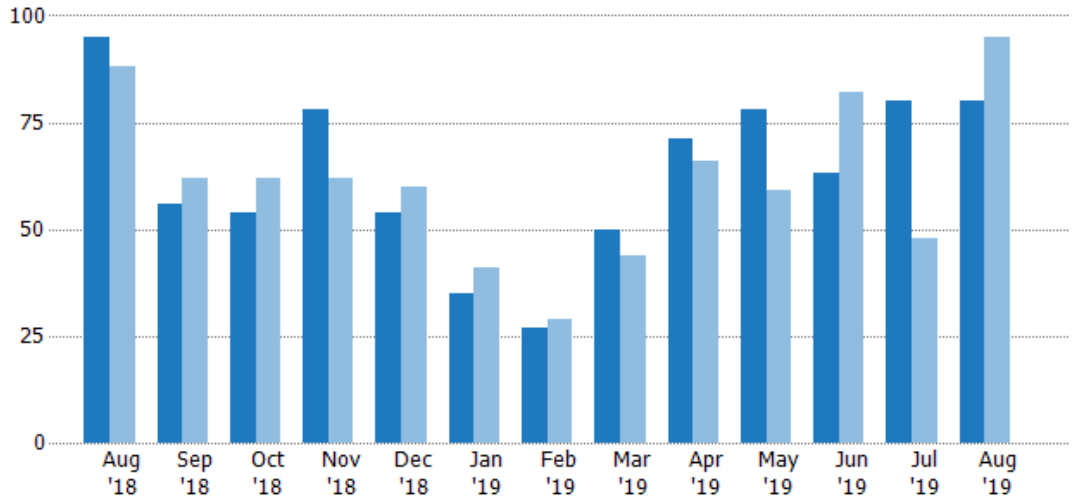
## Closed Sales

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.
Aug '19	80	-15.8%
Aug '18	95	8%
Aug '17	88	-37.5%



	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19
Current Year	95	56	54	78	54	35	27	50	71	78	63	80	80
Prior Year	88	62	62	62	60	41	29	44	66	59	82	48	95
Percent Change from Prior Year	8%	-10%	-13%	26%	-10%	-15%	-7%	14%	8%	32%	-23%	67%	-16%

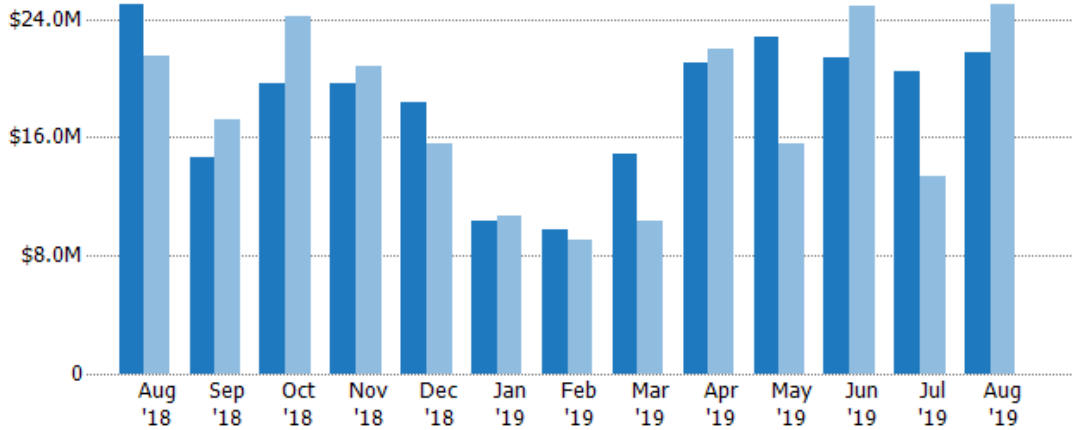
## Closed Sales Volume

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.
Aug '19	\$21.7M	-13.2%
Aug '18	\$25M	16%
Aug '17	\$21.6M	-37.2%



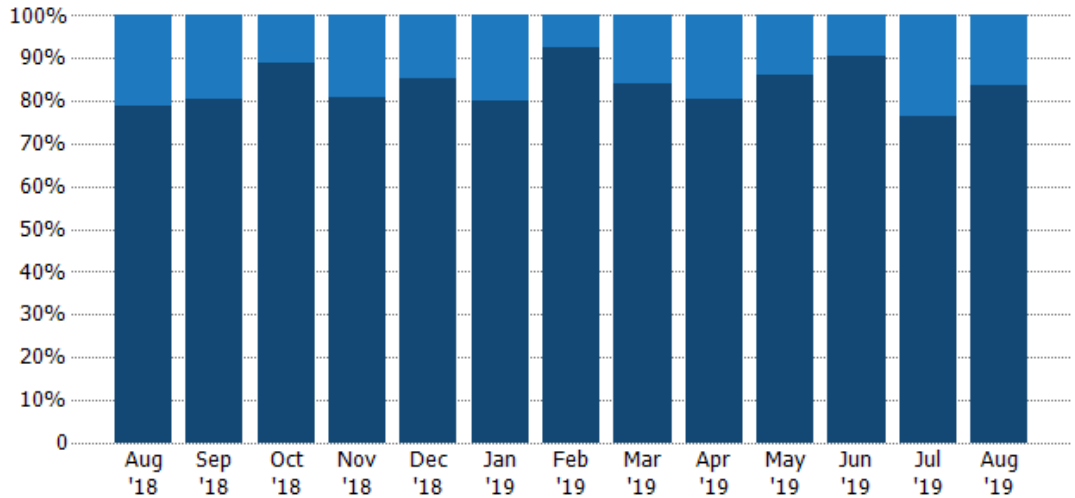
	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19
Current Year	\$25M	\$14.6M	\$19.7M	\$19.6M	\$18.4M	\$10.3M	\$9.74M	\$14.9M	\$21M	\$22.8M	\$21.4M	\$20.4M	\$21.7M
Prior Year	\$21.6M	\$17.2M	\$24.1M	\$20.8M	\$15.6M	\$10.7M	\$9M	\$10.3M	\$22M	\$15.6M	\$24.8M	\$13.3M	\$25M
Percent Change from Prior Year	16%	-15%	-18%	-5%	18%	-4%	8%	44%	-4%	46%	-14%	53%	-13%

## 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



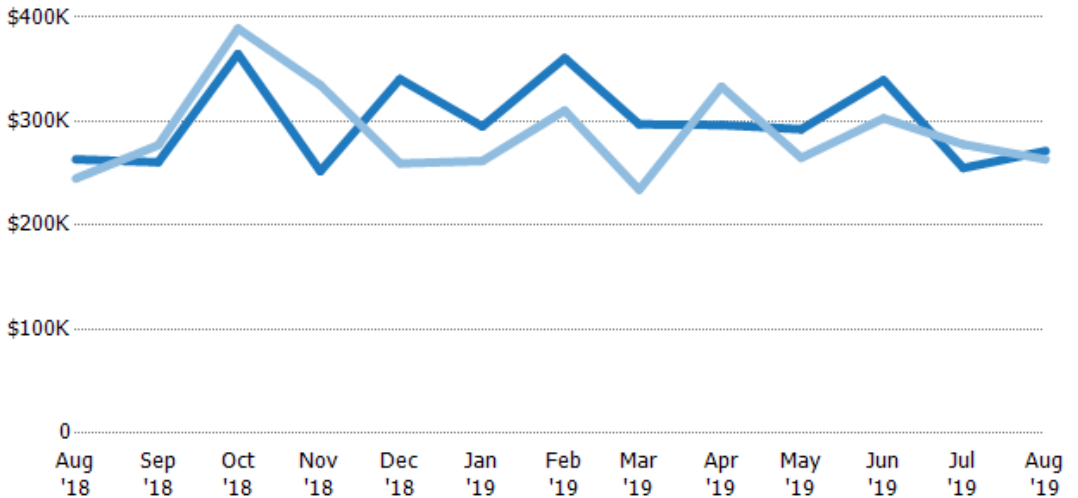
Condo/Townhouse	21%	20%	11%	19%	15%	20%	7%	16%	20%	14%	10%	24%	16%
Single Family Residence	79%	80%	89%	81%	85%	80%	93%	84%	80%	86%	90%	76%	84%

## 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



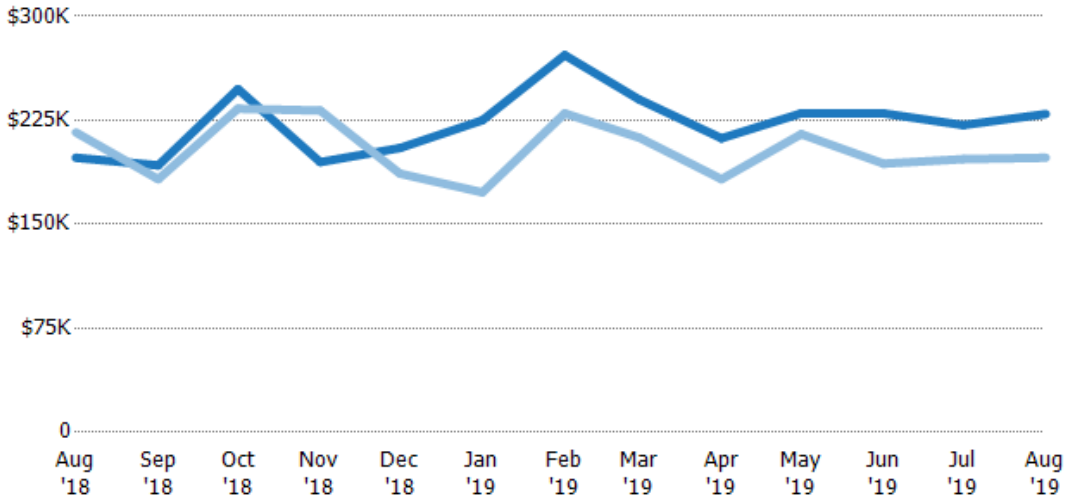
Current Year	\$263K	\$261K	\$365K	\$252K	\$341K	\$295K	\$361K	\$297K	\$296K	\$292K	\$340K	\$255K	\$271K
Prior Year	\$245K	\$277K	\$389K	\$335K	\$259K	\$262K	\$310K	\$234K	\$333K	\$265K	\$303K	\$278K	\$263K
Percent Change from Prior Year	7%	-6%	-6%	-25%	31%	13%	16%	27%	-11%	10%	12%	-8%	3%

## 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



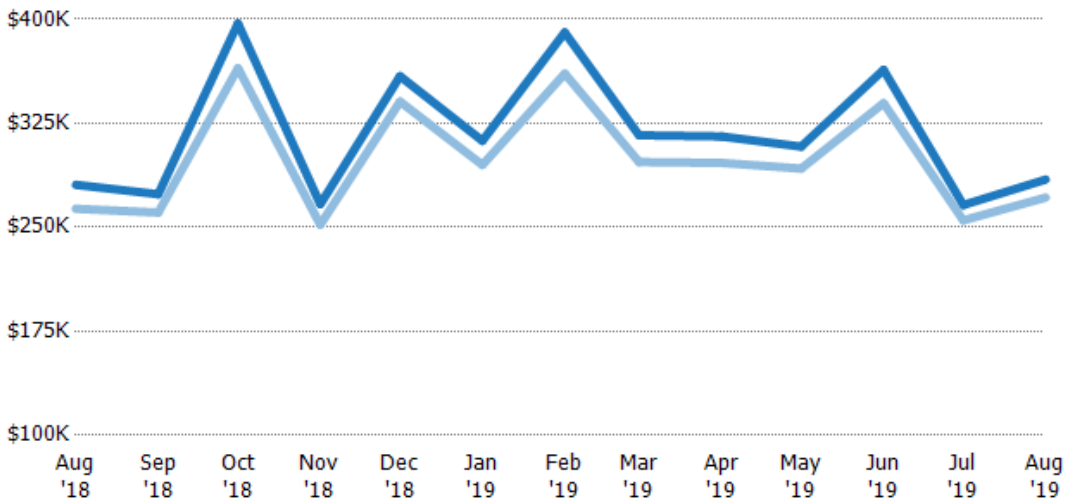
	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19
Current Year	\$198K	\$193K	\$248K	\$195K	\$205K	\$225K	\$272K	\$240K	\$212K	\$230K	\$230K	\$222K	\$230K
Prior Year	\$216K	\$183K	\$233K	\$232K	\$187K	\$173K	\$230K	\$213K	\$183K	\$215K	\$194K	\$197K	\$198K
Percent Change from Prior Year	-8%	5%	6%	-16%	10%	30%	18%	13%	16%	7%	19%	12%	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.

### Filters Used

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



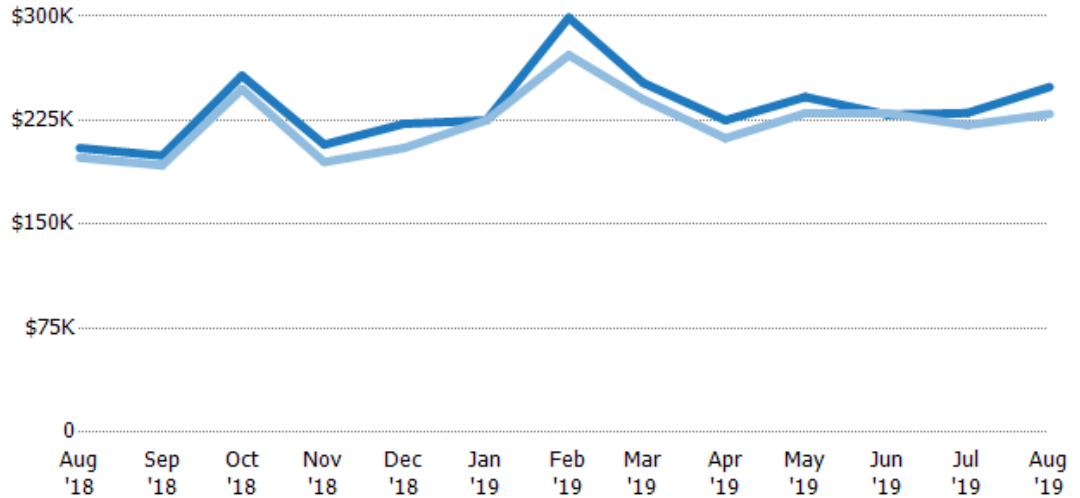
	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19
Avg List Price	\$281K	\$274K	\$397K	\$267K	\$359K	\$312K	\$391K	\$316K	\$316K	\$308K	\$364K	\$266K	\$284K
Avg Sales Price	\$263K	\$261K	\$365K	\$252K	\$341K	\$295K	\$361K	\$297K	\$296K	\$292K	\$340K	\$255K	\$271K
Avg Sales Price as a % of Avg List Price	94%	95%	92%	94%	95%	94%	92%	94%	94%	95%	93%	96%	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



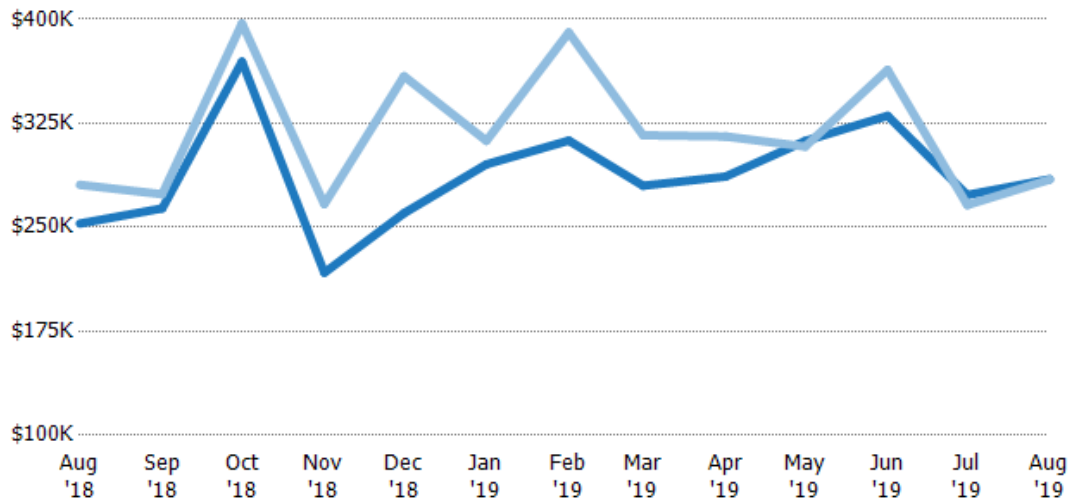
	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19
Median List Price	\$205K	\$199K	\$257K	\$207K	\$222K	\$225K	\$299K	\$252K	\$225K	\$242K	\$229K	\$230K	\$249K
Median Sales Price	\$198K	\$193K	\$248K	\$195K	\$205K	\$225K	\$272K	\$240K	\$212K	\$230K	\$230K	\$222K	\$230K
Med Sales Price as a % of Med List Price	97%	97%	96%	94%	92%	100%	91%	95%	94%	95%	100%	96%	92%

## 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



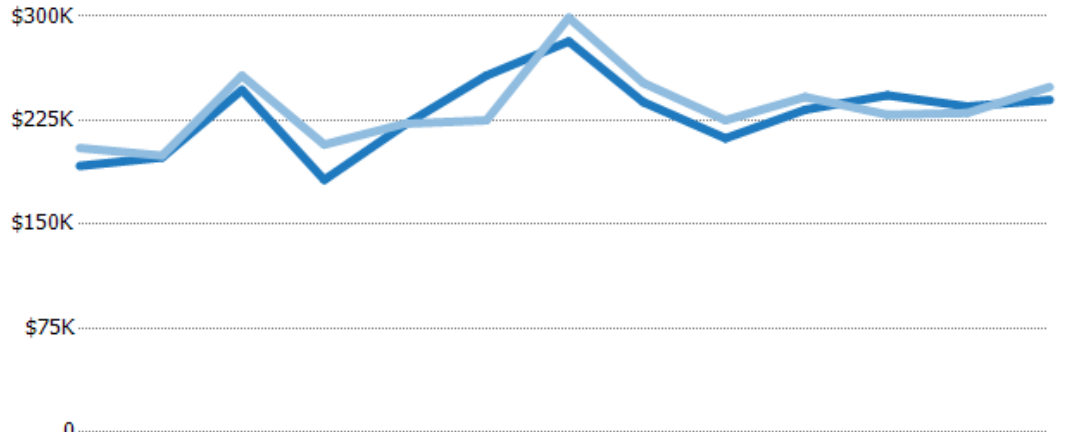
	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19
Avg Est Value	\$253K	\$264K	\$369K	\$217K	\$260K	\$295K	\$313K	\$280K	\$287K	\$312K	\$330K	\$273K	\$285K
Avg Sales Price	\$281K	\$274K	\$397K	\$267K	\$359K	\$312K	\$391K	\$316K	\$316K	\$308K	\$364K	\$266K	\$284K
Avg Sales Price as a % of Avg Est Value	111%	104%	107%	123%	138%	106%	125%	113%	110%	99%	110%	97%	100%

## 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



	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19
Median Est Value	\$192K	\$198K	\$247K	\$182K	\$221K	\$257K	\$282K	\$238K	\$212K	\$233K	\$243K	\$235K	\$240K
Median Sales Price	\$205K	\$199K	\$257K	\$207K	\$222K	\$225K	\$299K	\$252K	\$225K	\$242K	\$229K	\$230K	\$249K
Med Sales Price as a % of Med Est Value	107%	101%	104%	114%	100%	87%	106%	106%	106%	104%	94%	98%	104%