

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	Jul 2019	Jul 2018	+ / -	YTD 2019	YTD 2018	+ / -
Listing Activity Charts Metrics						
New Listing Count	122	94	+29.8%	745	711	+4.8%
New Listing Volume	\$53,545,988	\$37,092,200	+44.4%	\$299,351,582	\$437,453,144	-31.6%
Active Listing Count	622	641	-3%	N/A	N/A	
Active Listing Volume	\$329,471,337	\$326,425,344	+0.9%	N/A	N/A	
Average Listing Price	\$529,697	\$509,244	+4%	\$527,927	\$513,182	+2.9%
Median Listing Price	\$350,000	\$315,000	+11.1%	\$327,552	\$303,498	+7.9%
Median Days in RPR	92	110	-16.4%	154.09	156.57	-1.6%
Months of Inventory	9.9	7.8	+26.3%	10.5	10.3	+2.7%
Absorption Rate	10.13%	12.79%	-2.7%	9.48%	9.73%	-0.3%
Sales Activity Charts Metrics						
New Pending Sales Count	87	77	+13%	557	473	+17.8%
New Pending Sales Volume	\$25,574,450	\$20,729,000	+23.4%	\$166,870,914	\$307,298,648	-45.7%
Pending Sales Count	146	120	+21.7%	N/A	N/A	
Pending Sales Volume	\$41,734,650	\$33,160,998	+25.9%	N/A	N/A	
Closed Sales Count	79	48	+64.6%	400	371	+7.8%
Closed Sales Volume	\$20,022,684	\$13,333,300	+50.2%	\$119,394,507	\$106,612,719	+12%
Average Sales Price	\$253,452	\$277,777	-8.8%	\$298,486	\$287,366	+3.9%
Median Sales Price	\$218,000	\$197,000	+10.7%	\$227,283	\$199,341	+14%

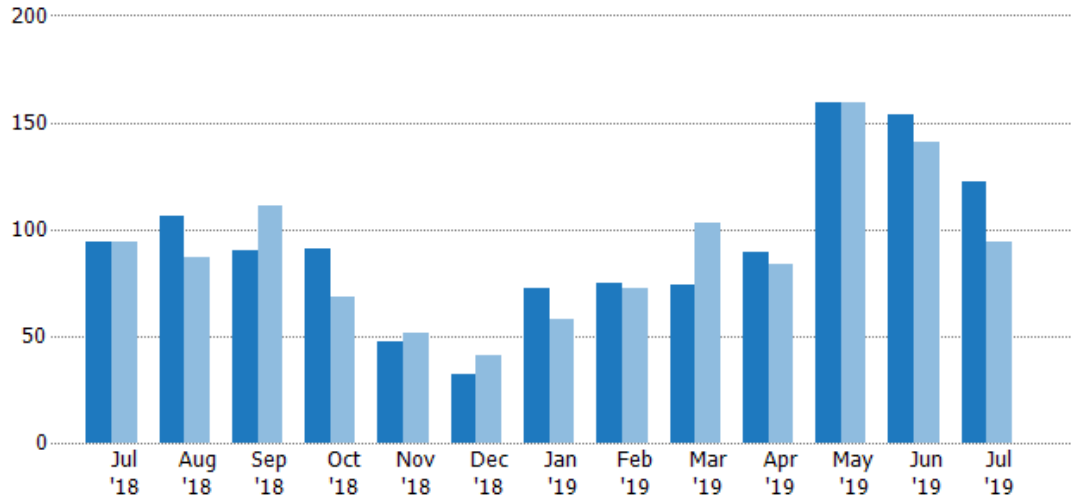
New Listings

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.
Jul '19	122	29.8%
Jul '18	94	0%
Jul '17	94	31.9%



Current Year	94	106	90	91	47	32	72	75	74	89	159	154	122
Prior Year	94	87	111	68	51	41	58	72	103	84	159	141	94
Percent Change from Prior Year	0%	22%	-19%	34%	-8%	-22%	24%	4%	-28%	6%	0%	9%	30%

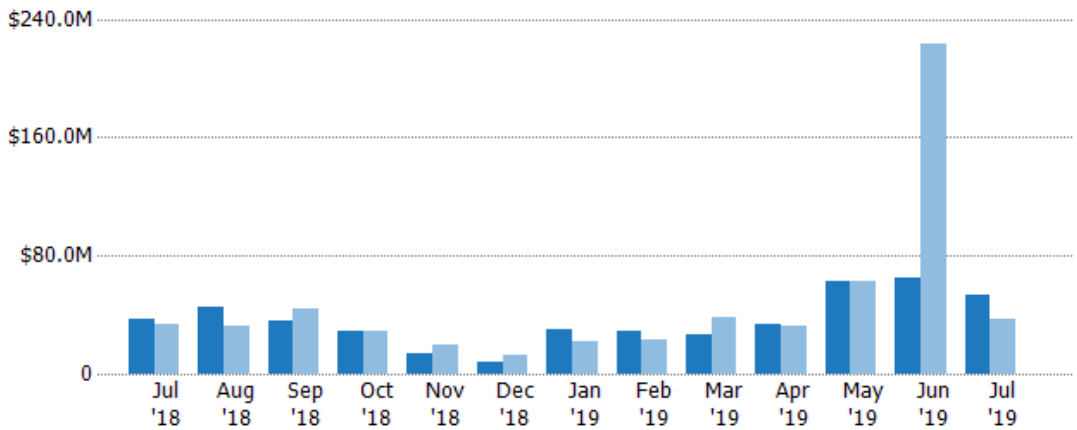
New Listing Volume

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

Month/ Year	Volume	% Chg.
Jul '19	\$53.5M	44.4%
Jul '18	\$37.1M	10.8%
Jul '17	\$33.5M	63.8%



Current Year	\$37.1M	\$44.9M	\$36M	\$29M	\$13.5M	\$7.81M	\$29.6M	\$28.8M	\$26.9M	\$33.3M	\$62.1M	\$65.1M	\$53.5M
Prior Year	\$33.5M	\$32.2M	\$43.5M	\$29.1M	\$19.5M	\$13.2M	\$22.1M	\$23.4M	\$37.6M	\$32.3M	\$62.1M	\$223M	\$37.1M
Percent Change from Prior Year	11%	40%	-17%	0%	-30%	-41%	34%	23%	-29%	3%	0%	-71%	44%

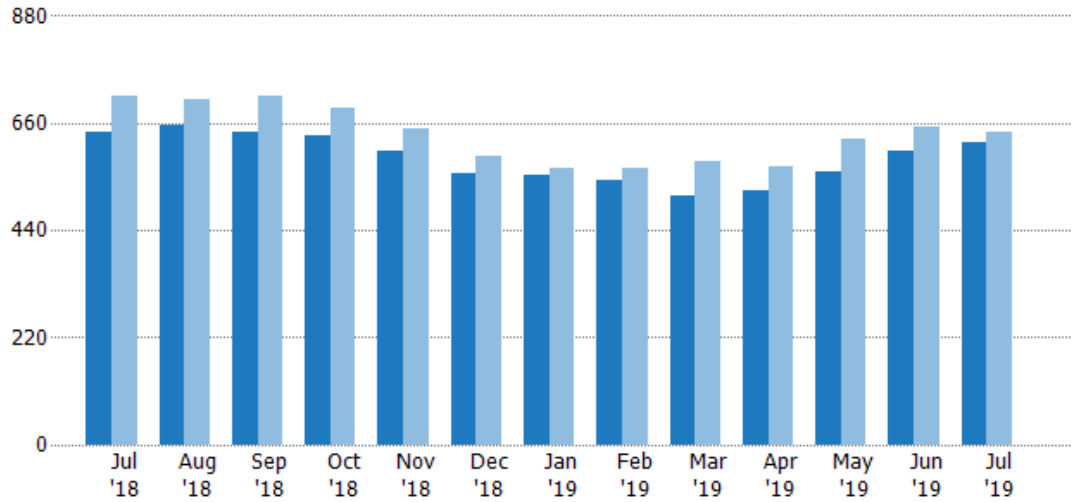
Active Listings

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.
Jul '19	622	-3%
Jul '18	641	-10.2%
Jul '17	714	13.9%



Current Year	641	655	641	634	604	558	554	544	511	522	559	602	622
Prior Year	714	708	715	691	649	593	569	569	582	571	628	652	641
Percent Change from Prior Year	-10%	-7%	-10%	-8%	-7%	-6%	-3%	-4%	-12%	-9%	-11%	-8%	-3%

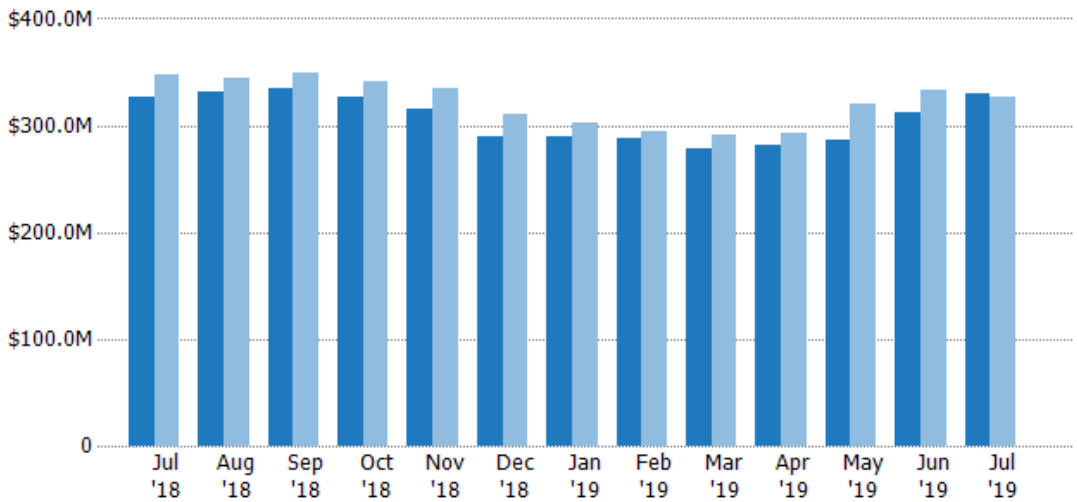
Active Listing Volume

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.
Jul '19	\$329M	0.9%
Jul '18	\$326M	-5.9%
Jul '17	\$347M	-1.9%



Current Year	\$326M	\$332M	\$335M	\$327M	\$315M	\$290M	\$290M	\$288M	\$279M	\$282M	\$287M	\$312M	\$329M
Prior Year	\$347M	\$345M	\$350M	\$342M	\$334M	\$311M	\$303M	\$294M	\$290M	\$292M	\$321M	\$334M	\$326M
Percent Change from Prior Year	-6%	-4%	-4%	-4%	-6%	-7%	-4%	-2%	-4%	-4%	-11%	-7%	1%

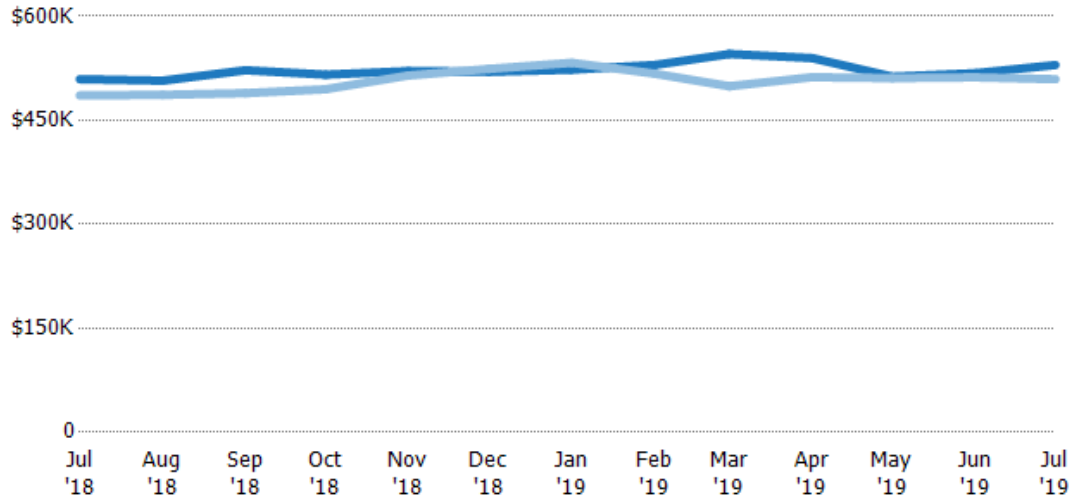
Average Listing Price

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.
Jul '19	\$530K	4%
Jul '18	\$509K	4.8%
Jul '17	\$486K	-13.9%



Current Year	\$509K	\$507K	\$522K	\$516K	\$521K	\$520K	\$523K	\$530K	\$546K	\$540K	\$513K	\$518K	\$530K
Prior Year	\$486K	\$487K	\$489K	\$495K	\$515K	\$524K	\$533K	\$517K	\$499K	\$512K	\$511K	\$512K	\$509K
Percent Change from Prior Year	5%	4%	7%	4%	1%	-1%	-2%	2%	9%	5%	0%	1%	4%

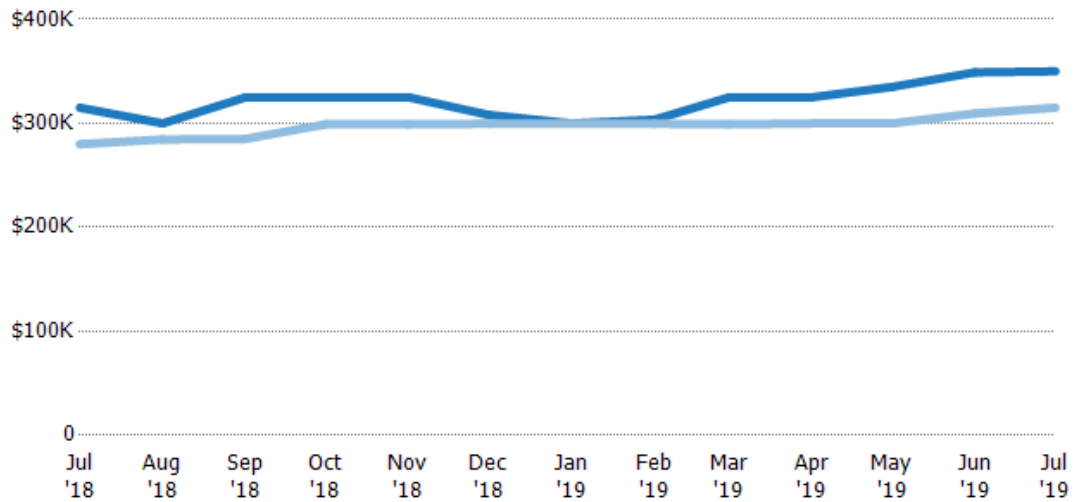
Median Listing Price

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.
Jul '19	\$350K	11.1%
Jul '18	\$315K	12.5%
Jul '17	\$280K	-7.5%



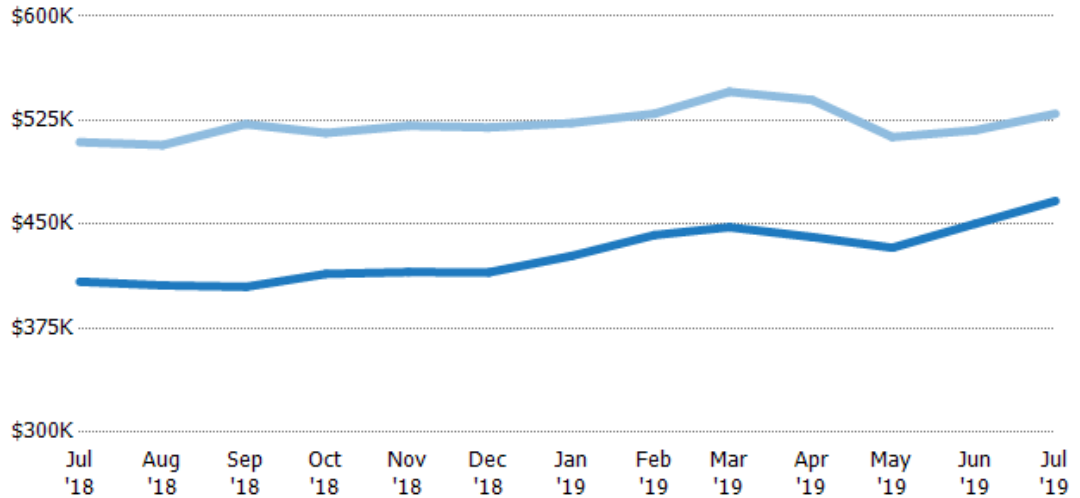
Current Year	\$315K	\$300K	\$325K	\$325K	\$325K	\$308K	\$300K	\$304K	\$325K	\$325K	\$335K	\$349K	\$350K
Prior Year	\$280K	\$285K	\$285K	\$299K	\$299K	\$300K	\$300K	\$300K	\$299K	\$300K	\$300K	\$309K	\$315K
Percent Change from Prior Year	13%	5%	14%	9%	9%	3%	0%	1%	9%	8%	12%	13%	11%

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



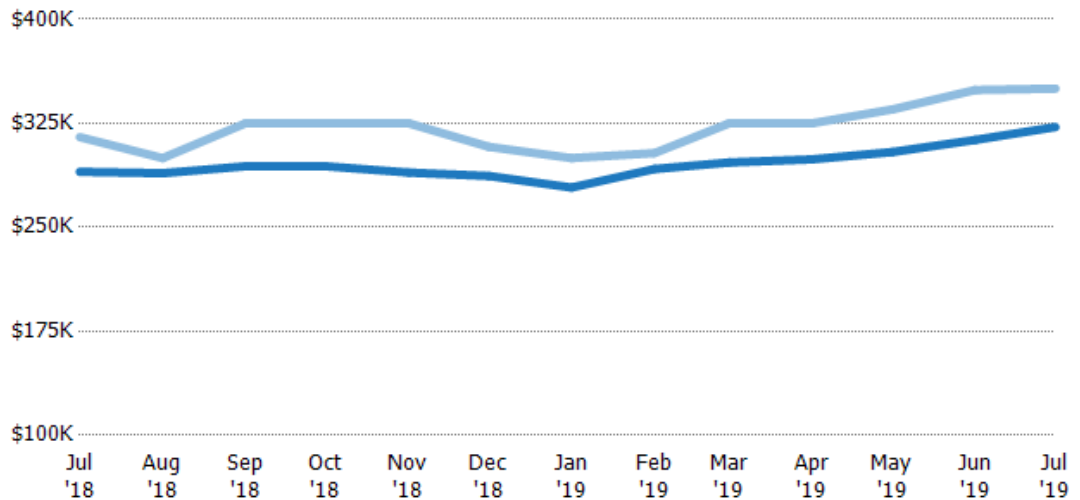
	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19
Avg Est Value	\$409K	\$406K	\$405K	\$414K	\$415K	\$415K	\$427K	\$442K	\$448K	\$441K	\$433K	\$450K	\$467K
Avg Listing Price	\$509K	\$507K	\$522K	\$516K	\$521K	\$520K	\$523K	\$530K	\$546K	\$540K	\$513K	\$518K	\$530K
Avg Listing Price as a % of Avg Est Value	125%	125%	129%	125%	125%	125%	122%	120%	122%	122%	118%	115%	113%

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



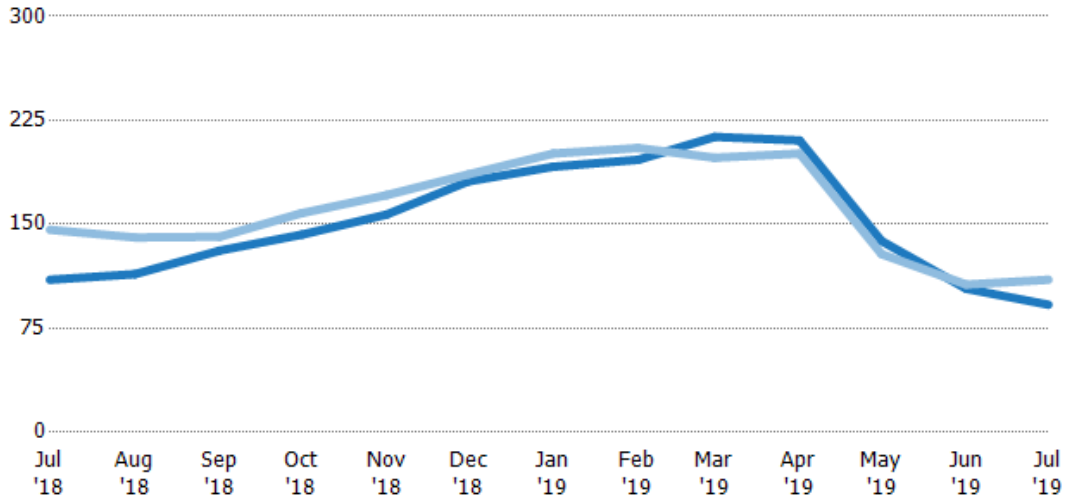
	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19
Median Est Value	\$290K	\$289K	\$294K	\$294K	\$289K	\$287K	\$279K	\$292K	\$297K	\$299K	\$304K	\$313K	\$322K
Median Listing Price	\$315K	\$300K	\$325K	\$325K	\$325K	\$308K	\$300K	\$304K	\$325K	\$325K	\$335K	\$349K	\$350K
Med Listing Price as a % of Med Est Value	109%	104%	111%	111%	112%	107%	108%	104%	110%	109%	110%	112%	109%

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



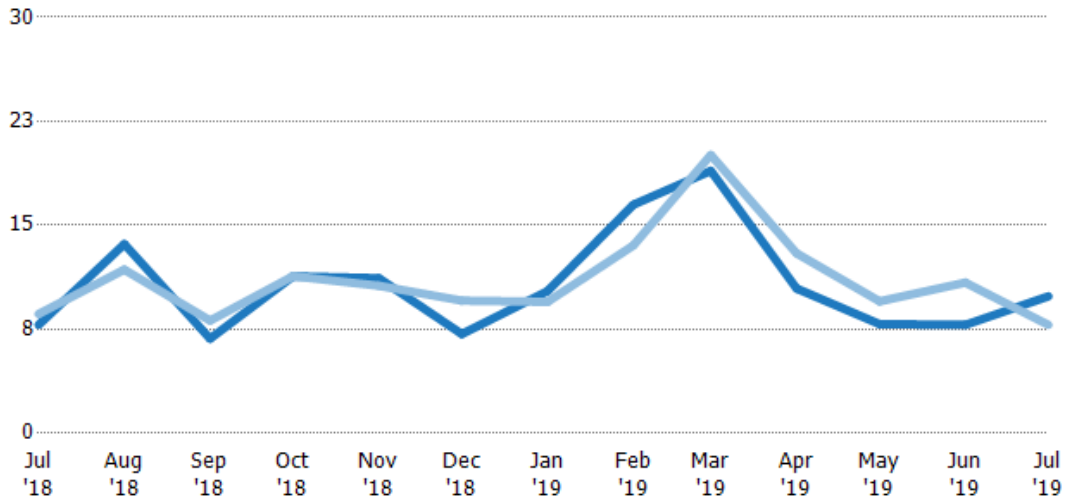
	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19
Current Year	110	114	131	143	157	181	192	197	213	211	138	104	92
Prior Year	146	141	141	158	171	186	201	205	198	201	129	107	110
Percent Change from Prior Year	-25%	-19%	-7%	-10%	-8%	-3%	-5%	-4%	8%	5%	7%	-3%	-16%

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



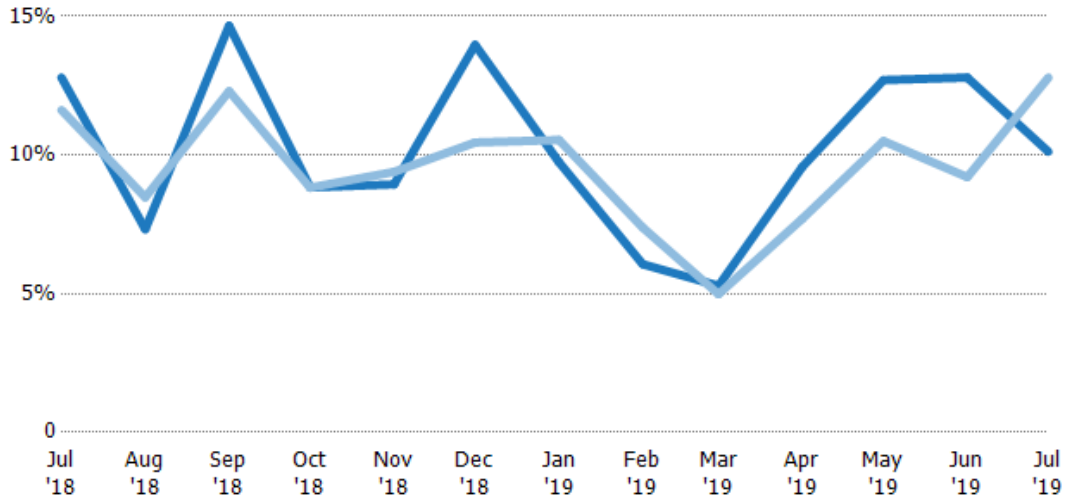
	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19
Current Year	7.82	13.6	6.82	11.3	11.2	7.15	10.3	16.5	18.9	10.4	7.87	7.82	9.87
Prior Year	8.6	11.8	8.13	11.3	10.6	9.56	9.48	13.5	20.1	13	9.52	10.9	7.82
Percent Change from Prior Year	-9%	16%	-16%	0%	5%	-25%	8%	22%	-6%	-20%	-17%	-28%	26%

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.
Jul '19	10%	2.7%
Jul '18	13%	-1.2%
Jul '17	12%	-35.5%

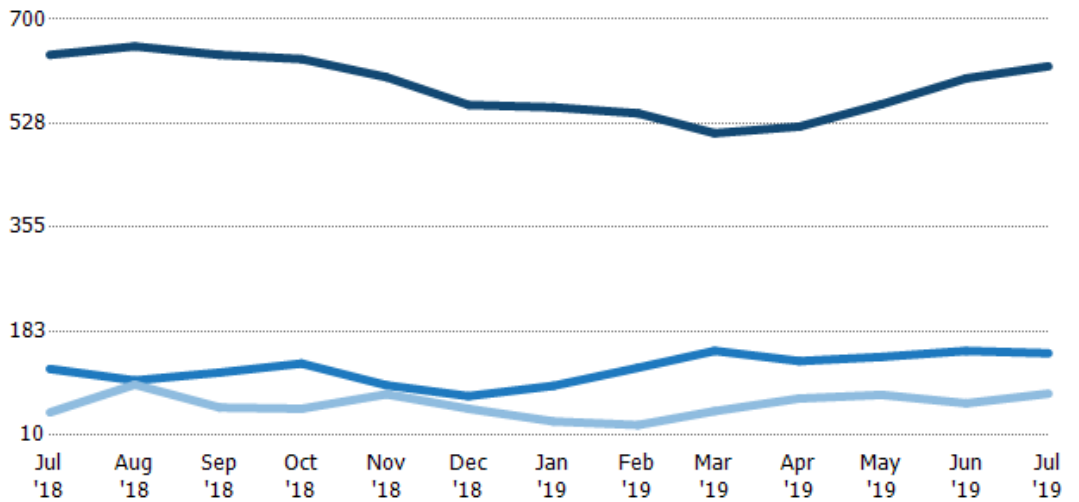
	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19
Current Year	13%	7%	15%	9%	9%	14%	10%	6%	5%	10%	13%	13%	10%
Prior Year	12%	8%	12%	9%	9%	10%	11%	7%	5%	8%	11%	9%	13%
Change from Prior Year	-1%	1%	-2%	0%	0%	-4%	1%	1%	0%	-2%	-2%	-4%	3%

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



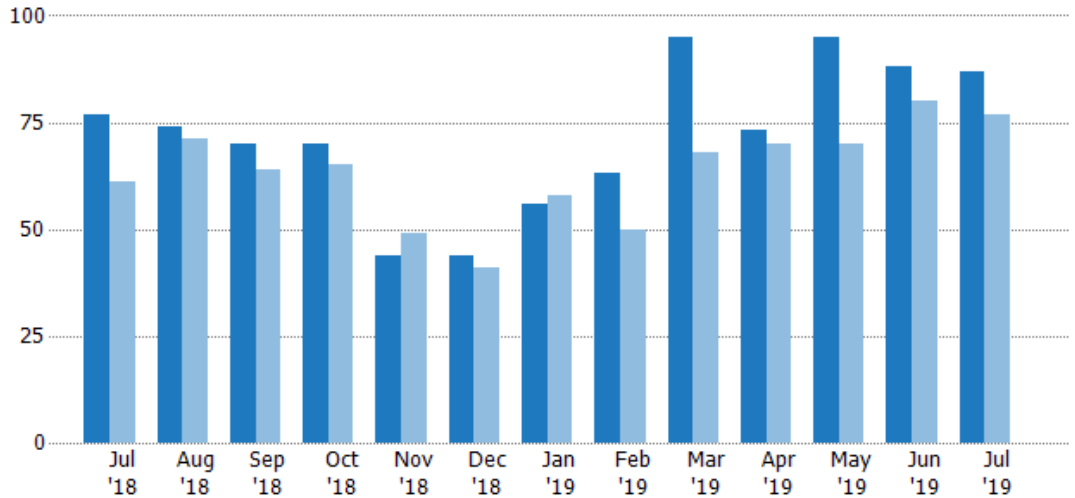
	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19
Active	641	655	641	634	604	558	554	544	511	522	559	602	622
Pending	120	101	114	129	93	75	92	122	150	133	140	150	146
Sold	48	94	56	54	78	54	33	27	50	71	77	63	79

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



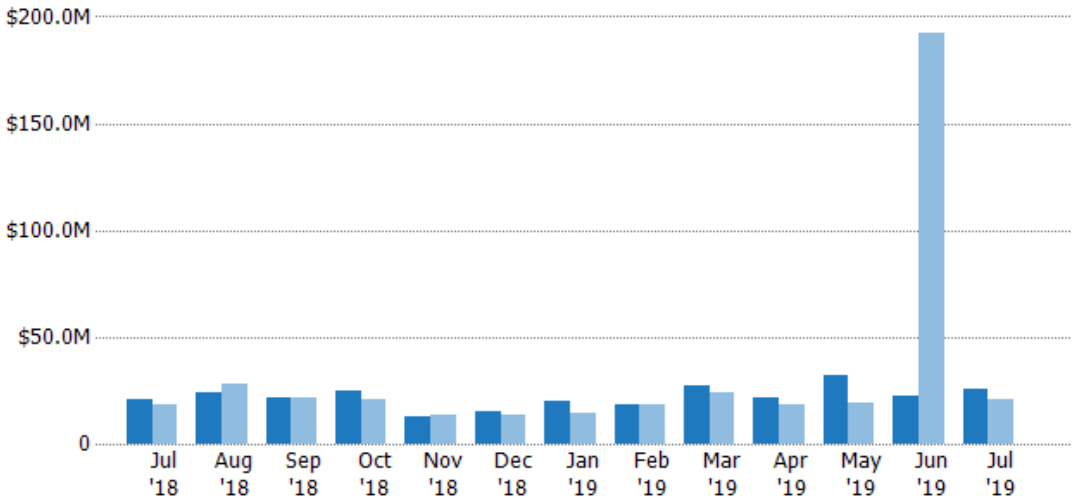
	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19
Current Year	77	74	70	70	44	44	56	63	95	73	95	88	87
Prior Year	61	71	64	65	49	41	58	50	68	70	70	80	77
Percent Change from Prior Year	26%	4%	9%	8%	-10%	7%	-3%	26%	40%	4%	36%	10%	13%

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



	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19
Current Year	\$20.7M	\$23.9M	\$21.6M	\$25M	\$13M	\$14.9M	\$20.1M	\$18.1M	\$26.9M	\$21.5M	\$32M	\$22.7M	\$25.6M
Prior Year	\$18.2M	\$27.9M	\$21.3M	\$20.5M	\$13.4M	\$13.2M	\$14.3M	\$18.2M	\$24.4M	\$18.4M	\$19.1M	\$192M	\$20.7M
Percent Change from Prior Year	14%	-14%	1%	22%	-2%	13%	40%	-1%	11%	17%	67%	-88%	23%

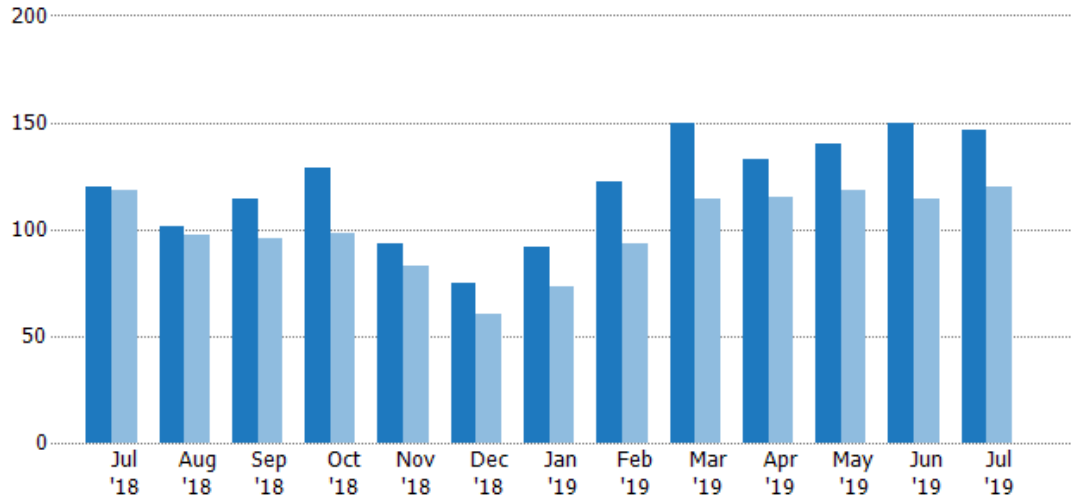
Pending Sales

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.
Jul '19	146	21.7%
Jul '18	120	1.7%
Jul '17	118	-9.3%



Current Year	120	101	114	129	93	75	92	122	150	133	140	150	146
Prior Year	118	97	96	98	83	60	73	93	114	115	118	114	120
Percent Change from Prior Year	2%	4%	19%	32%	12%	25%	26%	31%	32%	16%	19%	32%	22%

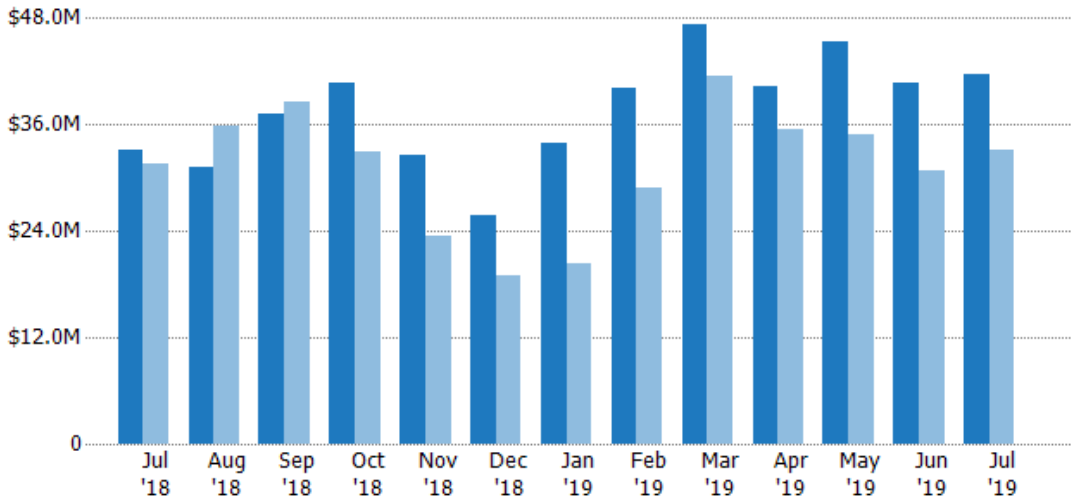
Pending Sales Volume

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.
Jul '19	\$41.7M	25.9%
Jul '18	\$33.2M	5%
Jul '17	\$31.6M	-23.4%



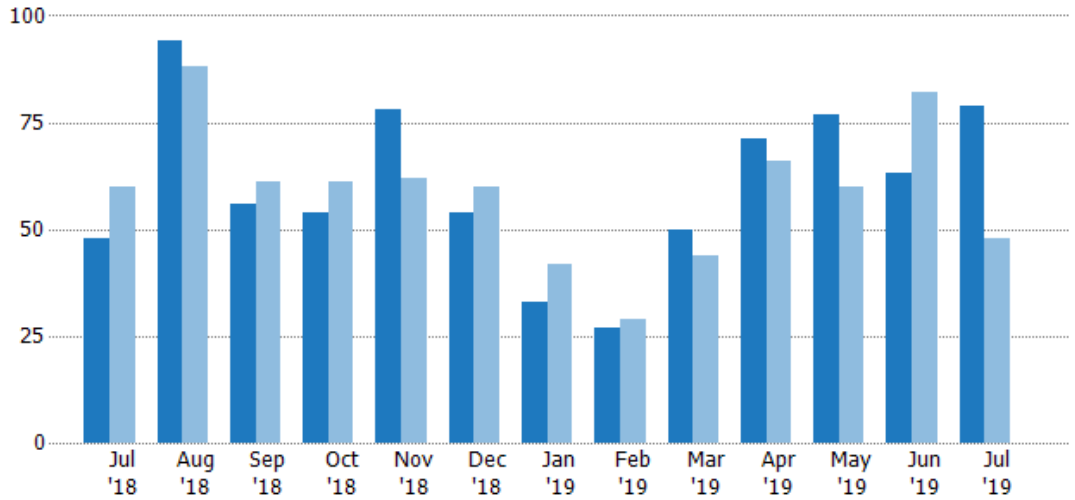
Current Year	\$33.2M	\$31.1M	\$37.2M	\$40.7M	\$32.6M	\$25.8M	\$33.9M	\$40.1M	\$47.2M	\$40.3M	\$45.4M	\$40.6M	\$41.7M
Prior Year	\$31.6M	\$35.8M	\$38.6M	\$33M	\$23.4M	\$19M	\$20.4M	\$28.9M	\$41.4M	\$35.4M	\$34.8M	\$30.8M	\$33.2M
Percent Change from Prior Year	5%	-13%	-4%	23%	39%	36%	66%	39%	14%	14%	30%	32%	26%

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



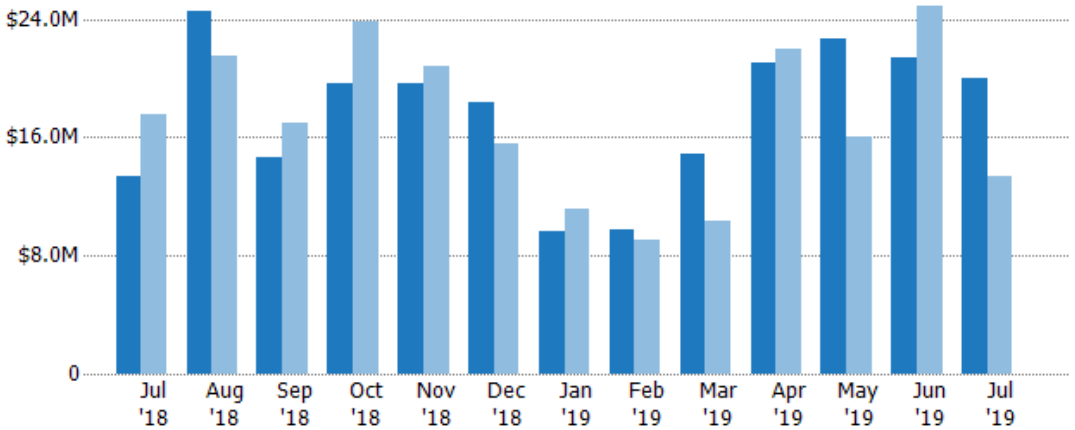
	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19
Current Year	48	94	56	54	78	54	33	27	50	71	77	63	79
Prior Year	60	88	61	61	62	60	42	29	44	66	60	82	48
Percent Change from Prior Year	-20%	7%	-8%	-11%	26%	-10%	-21%	-7%	14%	8%	28%	-23%	65%

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



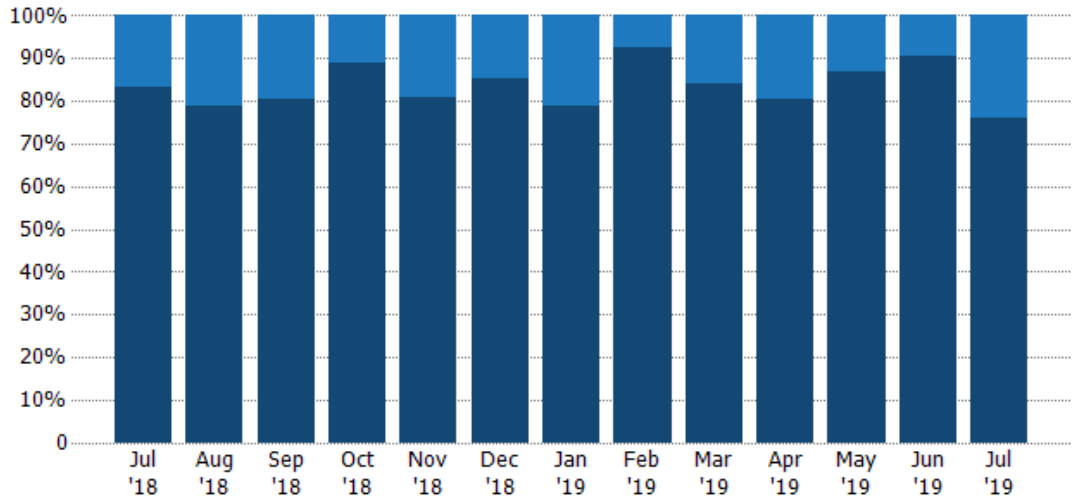
	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19
Current Year	\$13.3M	\$24.5M	\$14.6M	\$19.7M	\$19.6M	\$18.4M	\$9.69M	\$9.74M	\$14.9M	\$21M	\$22.7M	\$21.4M	\$20M
Prior Year	\$17.6M	\$21.6M	\$17M	\$23.8M	\$20.8M	\$15.6M	\$11.1M	\$9M	\$10.3M	\$22M	\$16M	\$24.8M	\$13.3M
Percent Change from Prior Year	-24%	14%	-14%	-17%	-5%	18%	-13%	8%	44%	-4%	41%	-14%	50%

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



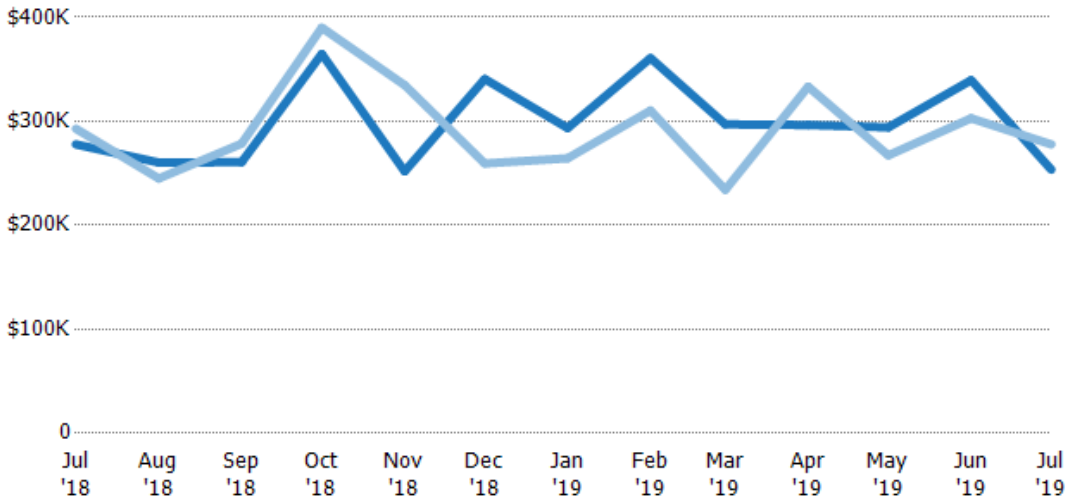
Condo/Townhouse	17%	21%	20%	11%	19%	15%	21%	7%	16%	20%	13%	10%	24%
Single Family Residence	83%	79%	80%	89%	81%	85%	79%	93%	84%	80%	87%	90%	76%

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



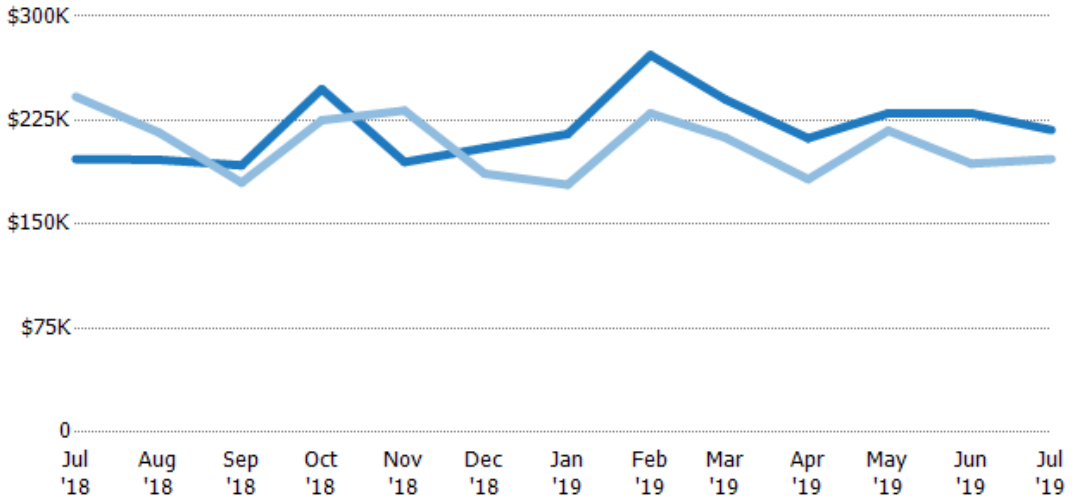
Current Year	\$278K	\$260K	\$261K	\$365K	\$252K	\$341K	\$294K	\$361K	\$297K	\$296K	\$294K	\$340K	\$253K
Prior Year	\$293K	\$245K	\$278K	\$390K	\$335K	\$259K	\$264K	\$310K	\$234K	\$333K	\$267K	\$303K	\$278K
Percent Change from Prior Year	-5%	6%	-6%	-6%	-25%	31%	11%	16%	27%	-11%	10%	12%	-9%

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



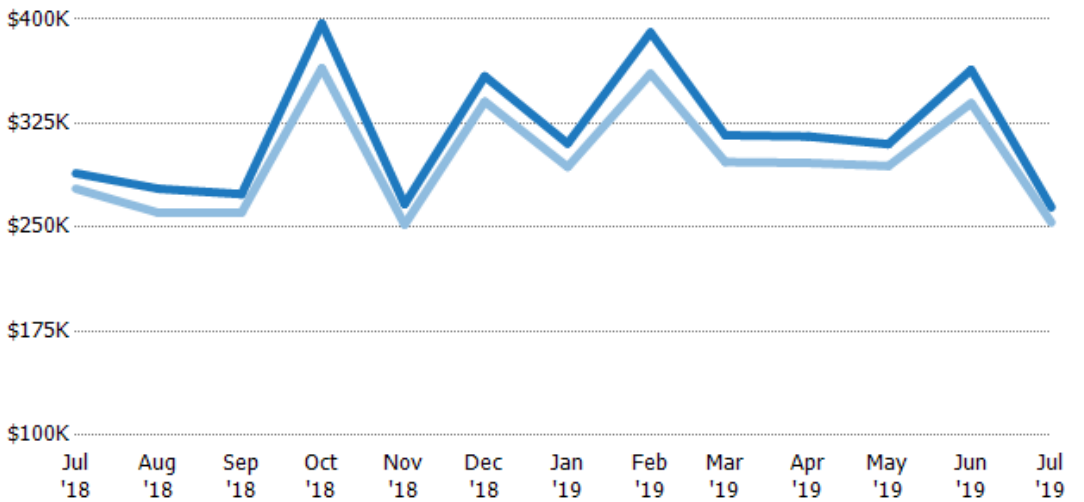
	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19
Current Year	\$197K	\$197K	\$193K	\$248K	\$195K	\$205K	\$215K	\$272K	\$240K	\$212K	\$230K	\$230K	\$218K
Prior Year	\$242K	\$216K	\$180K	\$225K	\$232K	\$187K	\$179K	\$230K	\$213K	\$183K	\$218K	\$194K	\$197K
Percent Change from Prior Year	-19%	-9%	7%	10%	-16%	10%	20%	18%	13%	16%	6%	19%	11%

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



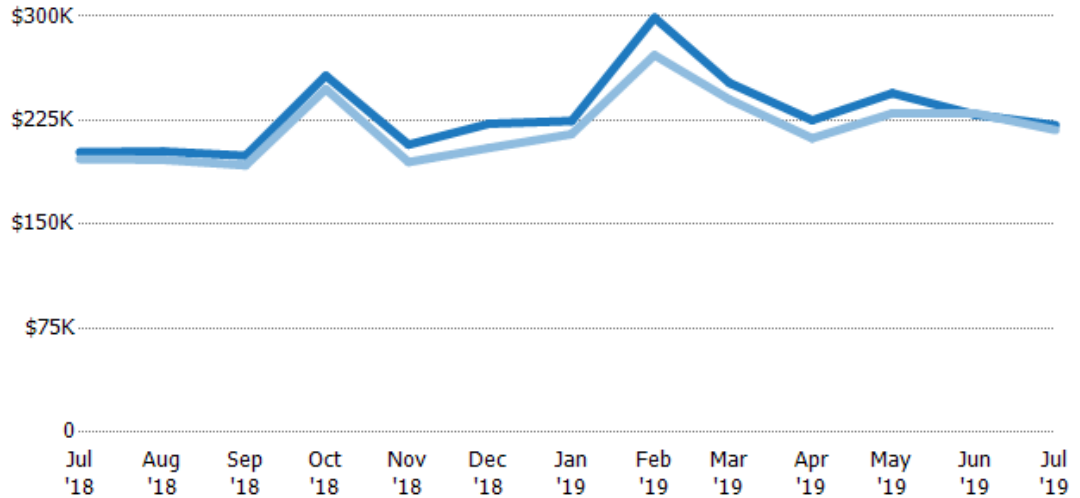
	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19
Avg List Price	\$289K	\$278K	\$274K	\$397K	\$267K	\$359K	\$310K	\$391K	\$316K	\$316K	\$310K	\$364K	\$264K
Avg Sales Price	\$278K	\$260K	\$261K	\$365K	\$252K	\$341K	\$294K	\$361K	\$297K	\$296K	\$294K	\$340K	\$253K
Avg Sales Price as a % of Avg List Price	96%	94%	95%	92%	94%	95%	95%	92%	94%	94%	95%	93%	96%

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



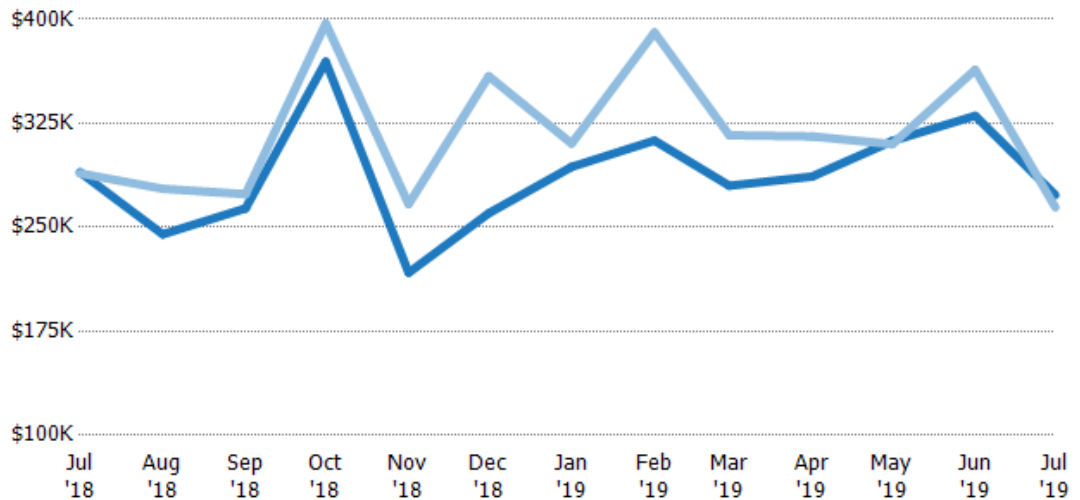
	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19
Median List Price	\$202K	\$202K	\$199K	\$257K	\$207K	\$222K	\$225K	\$299K	\$252K	\$225K	\$245K	\$229K	\$222K
Median Sales Price	\$197K	\$197K	\$193K	\$248K	\$195K	\$205K	\$215K	\$272K	\$240K	\$212K	\$230K	\$230K	\$218K
Med Sales Price as a % of Med List Price	98%	97%	97%	96%	94%	92%	96%	91%	95%	94%	94%	100%	98%

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



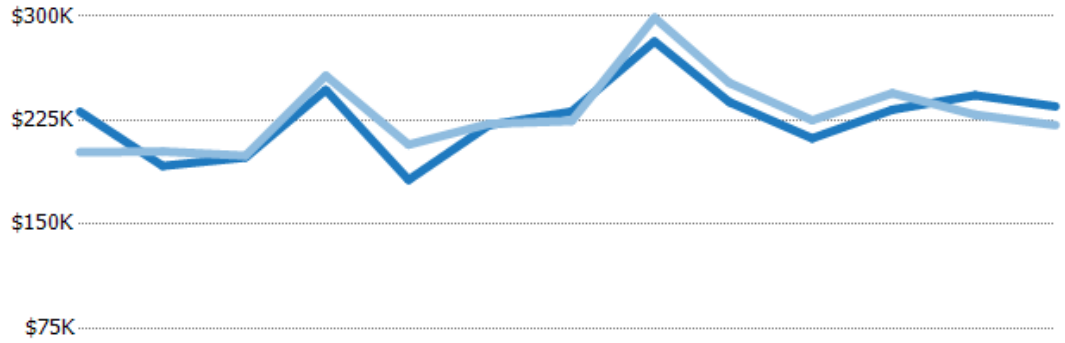
	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19
Avg Est Value	\$290K	\$245K	\$264K	\$369K	\$217K	\$260K	\$294K	\$313K	\$280K	\$287K	\$312K	\$330K	\$273K
Avg Sales Price	\$289K	\$278K	\$274K	\$397K	\$267K	\$359K	\$310K	\$391K	\$316K	\$316K	\$310K	\$364K	\$264K
Avg Sales Price as a % of Avg Est Value	100%	113%	104%	107%	123%	138%	106%	125%	113%	110%	99%	110%	97%

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



	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19
Median Est Value	\$231K	\$192K	\$198K	\$247K	\$182K	\$221K	\$231K	\$282K	\$238K	\$212K	\$233K	\$243K	\$235K
Median Sales Price	\$202K	\$202K	\$199K	\$257K	\$207K	\$222K	\$225K	\$299K	\$252K	\$225K	\$245K	\$229K	\$222K
Med Sales Price as a % of Med Est Value	87%	105%	101%	104%	114%	100%	97%	106%	106%	106%	105%	94%	94%