

## Summary of Key Listing and Sales Metrics

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

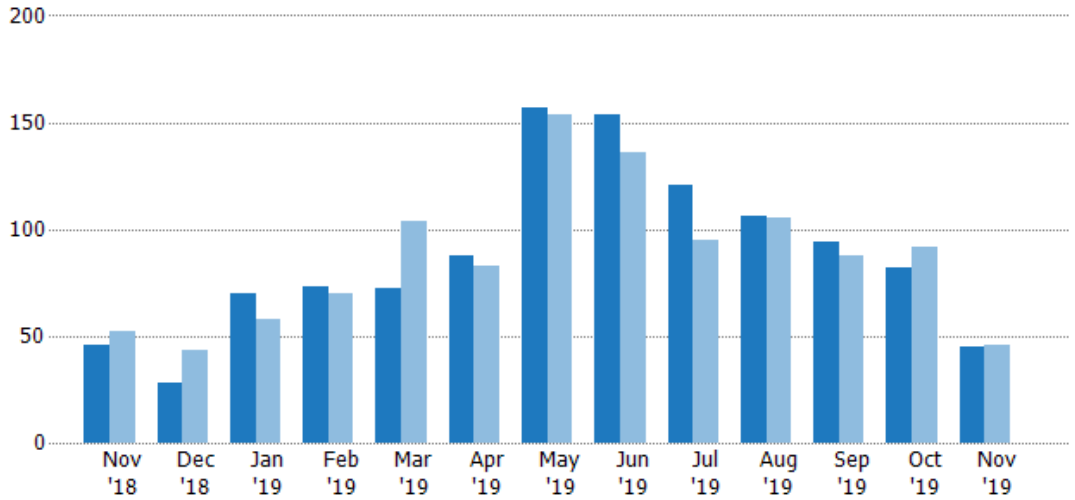
Key Metrics	Nov 2019	Nov 2018	+ / -	YTD 2019	YTD 2018	+ / -
<b>Listing Activity Charts Metrics</b>						
New Listing Count	45	46	-2.2%	1,062	1,031	+3%
New Listing Volume	\$16,707,400	\$13,432,740	+24.4%	\$406,223,671	\$553,381,773	-26.6%
Active Listing Count	503	592	-15%	N/A	N/A	
Active Listing Volume	\$272,198,333	\$311,227,078	-12.5%	N/A	N/A	
Average Listing Price	\$541,150	\$525,721	+2.9%	\$522,952	\$516,960	+1.2%
Median Listing Price	\$349,500	\$325,000	+7.5%	\$336,990	\$310,419	+8.6%
Median Days in RPR	163	156	+4.5%	145.69	148.23	-1.7%
Months of Inventory	7.4	10.6	-30%	9.4	9.9	-4.8%
Absorption Rate	13.52%	9.46%	+4.1%	10.6%	10.09%	+0.5%
<b>Sales Activity Charts Metrics</b>						
New Pending Sales Count	68	44	+54.5%	884	734	+20.4%
New Pending Sales Volume	\$23,898,999	\$13,041,100	+83.3%	\$272,882,114	\$391,662,643	-30.3%
Pending Sales Count	128	91	+40.7%	N/A	N/A	
Pending Sales Volume	\$45,540,894	\$32,032,800	+42.2%	N/A	N/A	
Closed Sales Count	72	77	-6.5%	686	658	+4.3%
Closed Sales Volume	\$22,157,550	\$19,575,330	+13.2%	\$202,423,237	\$186,221,301	+8.7%
Average Sales Price	\$307,744	\$254,225	+21.1%	\$295,078	\$283,011	+4.3%
Median Sales Price	\$229,000	\$195,000	+17.4%	\$227,434	\$201,980	+12.6%

## 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



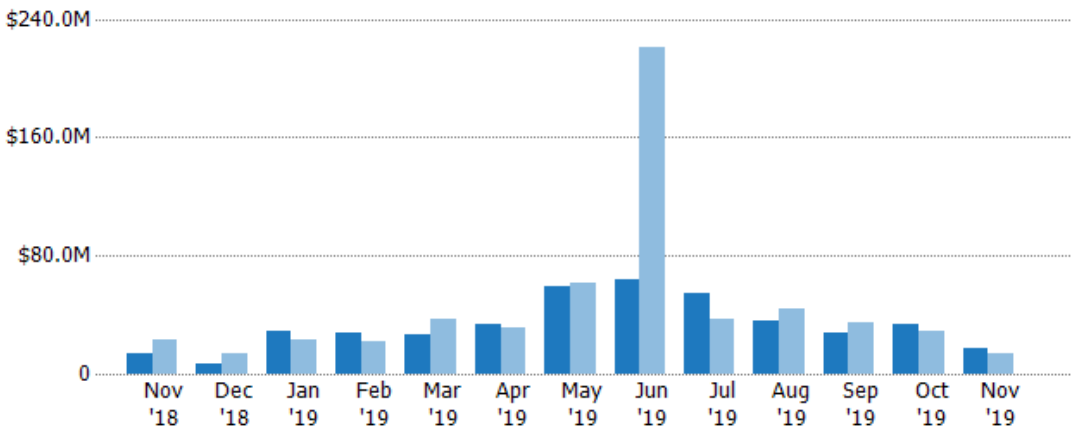
	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Current Year	46	28	70	73	72	88	157	154	121	106	94	82	45
Prior Year	52	43	58	70	104	83	154	136	95	105	88	92	46
Percent Change from Prior Year	-12%	-35%	21%	4%	-31%	6%	2%	13%	27%	1%	7%	-11%	-2%

## 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



	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Current Year	\$13.4M	\$6.78M	\$28.9M	\$27.2M	\$26.3M	\$33M	\$58.8M	\$64.1M	\$54.3M	\$35.7M	\$27.9M	\$33.5M	\$16.7M
Prior Year	\$23.2M	\$14.1M	\$22.6M	\$22.1M	\$37.6M	\$31.5M	\$61.1M	\$221M	\$37.2M	\$44M	\$34.2M	\$29M	\$13.4M
Percent Change from Prior Year	-42%	-52%	28%	23%	-30%	5%	-4%	-71%	46%	-19%	-18%	15%	24%

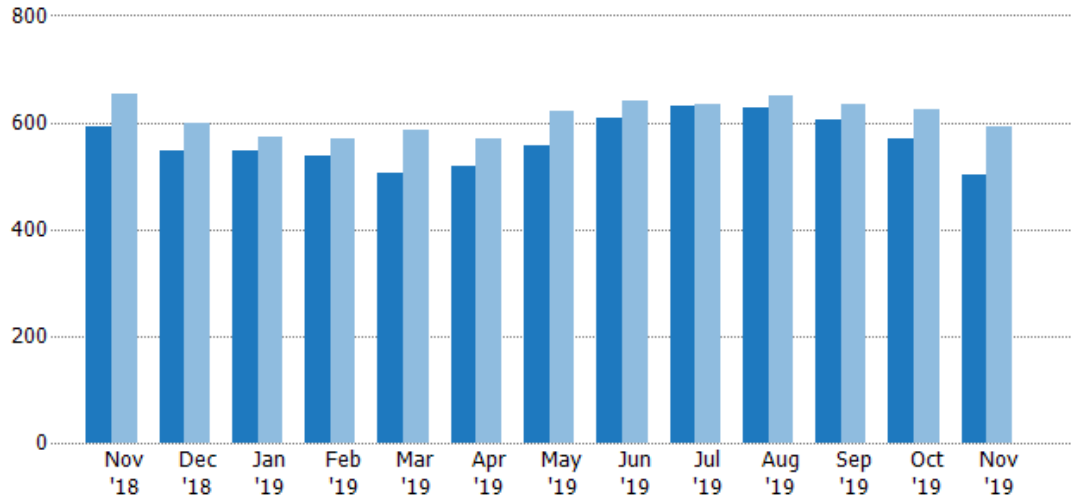
## Active Listings

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.
Nov '19	503	-15%
Nov '18	592	-9.5%
Nov '17	654	10.1%



Current Year	592	548	546	537	505	519	557	607	631	627	606	568	503
Prior Year	654	600	572	569	585	570	621	641	633	649	633	625	592
Percent Change from Prior Year	-9%	-9%	-5%	-6%	-14%	-9%	-10%	-5%	0%	-3%	-4%	-9%	-15%

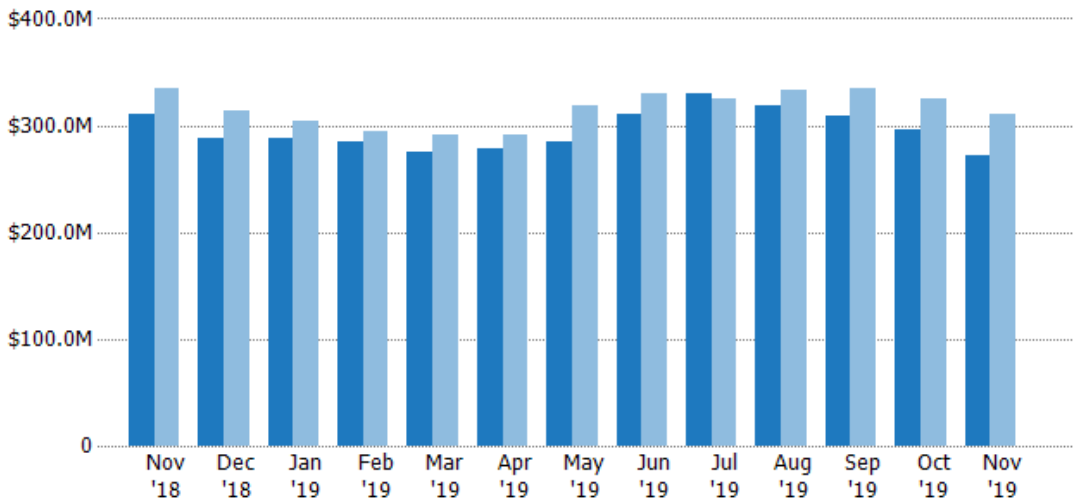
## Active Listing Volume

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.
Nov '19	\$272M	-12.5%
Nov '18	\$311M	-7%
Nov '17	\$335M	-1.4%



Current Year	\$311M	\$288M	\$287M	\$285M	\$274M	\$279M	\$284M	\$311M	\$329M	\$318M	\$309M	\$297M	\$272M
Prior Year	\$335M	\$313M	\$305M	\$295M	\$291M	\$291M	\$319M	\$330M	\$324M	\$333M	\$334M	\$324M	\$311M
Percent Change from Prior Year	-7%	-8%	-6%	-3%	-6%	-4%	-11%	-6%	2%	-4%	-8%	-9%	-13%

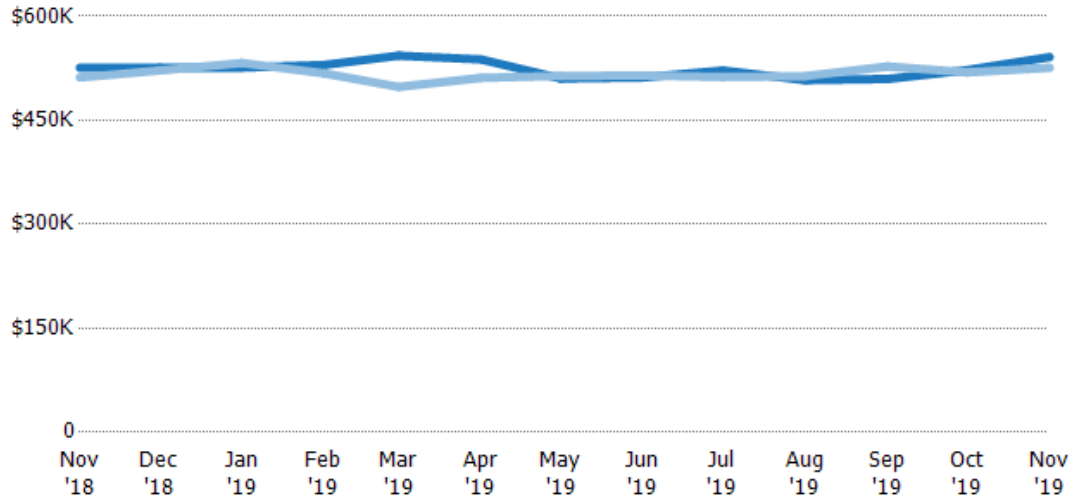
## Average Listing Price

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.
Nov '19	\$541K	2.9%
Nov '18	\$526K	2.7%
Nov '17	\$512K	-10.4%



Current Year	\$526K	\$526K	\$526K	\$530K	\$543K	\$538K	\$510K	\$512K	\$522K	\$508K	\$510K	\$522K	\$541K
Prior Year	\$512K	\$522K	\$533K	\$518K	\$498K	\$511K	\$514K	\$515K	\$512K	\$514K	\$528K	\$519K	\$526K
Percent Change from Prior Year	3%	1%	-1%	2%	9%	5%	-1%	-1%	2%	-1%	-3%	1%	3%

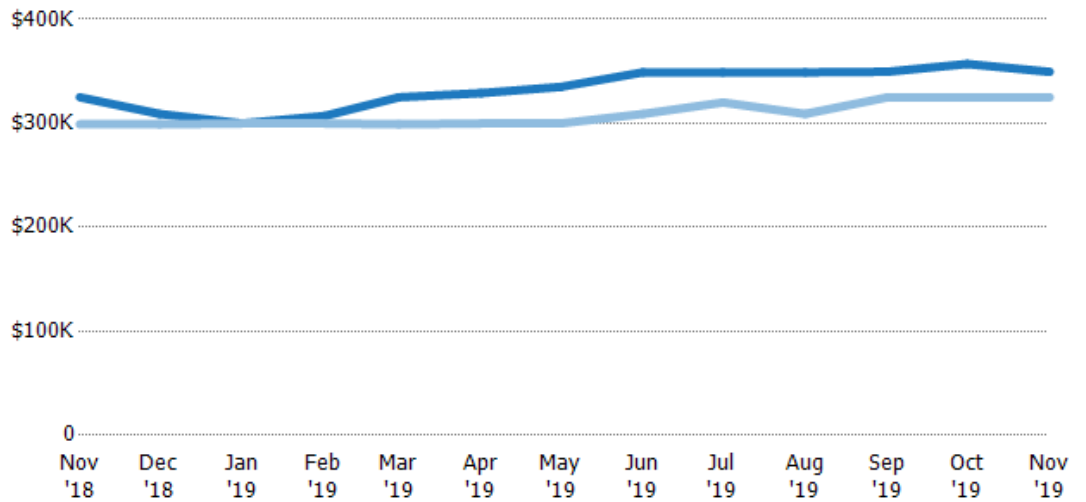
## Median Listing Price

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

Month/ Year	Price	% Chg.
Nov '19	\$350K	7.5%
Nov '18	\$325K	8.7%
Nov '17	\$299K	-13.4%



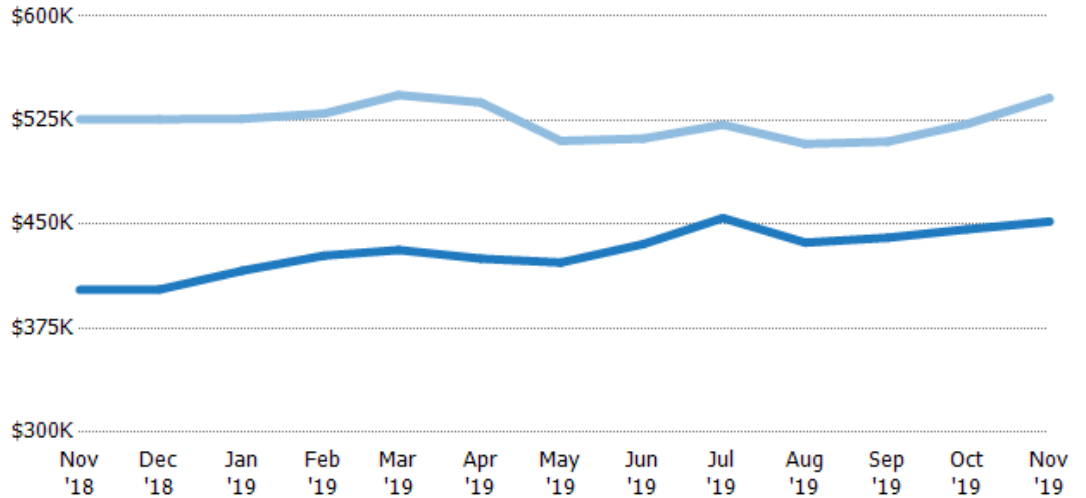
Current Year	\$325K	\$309K	\$300K	\$307K	\$325K	\$329K	\$335K	\$349K	\$349K	\$349K	\$350K	\$357K	\$350K
Prior Year	\$299K	\$299K	\$300K	\$300K	\$299K	\$300K	\$300K	\$309K	\$320K	\$309K	\$325K	\$325K	\$325K
Percent Change from Prior Year	9%	3%	0%	2%	9%	10%	12%	13%	9%	13%	8%	10%	8%

## 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  
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 Family Residence



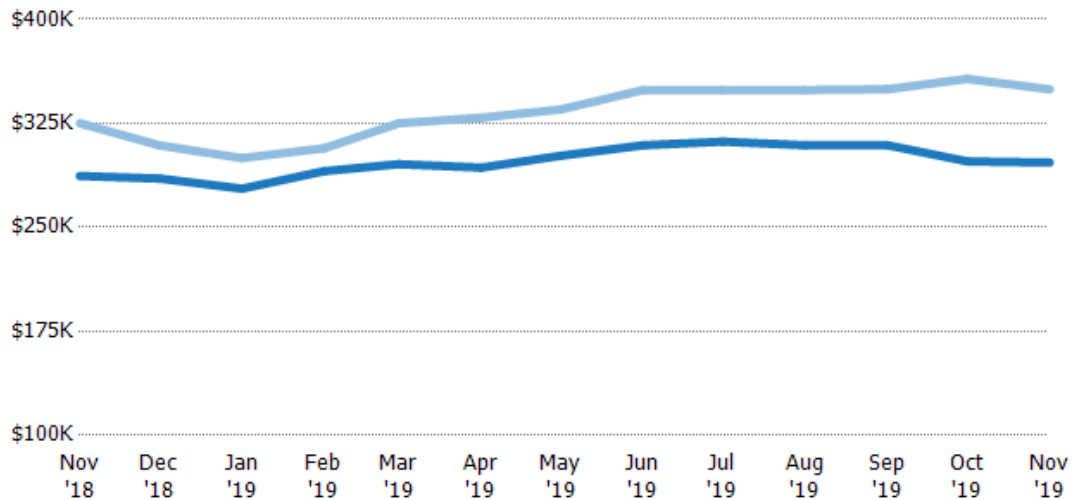
	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Avg Est Value	\$403K	\$403K	\$416K	\$427K	\$431K	\$425K	\$422K	\$436K	\$455K	\$437K	\$440K	\$446K	\$452K
Avg Listing Price	\$526K	\$526K	\$526K	\$530K	\$543K	\$538K	\$510K	\$512K	\$522K	\$508K	\$510K	\$522K	\$541K
Avg Listing Price as a % of Avg Est Value	131%	130%	126%	124%	126%	126%	121%	117%	115%	116%	116%	117%	120%

## 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:  
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 Family Residence



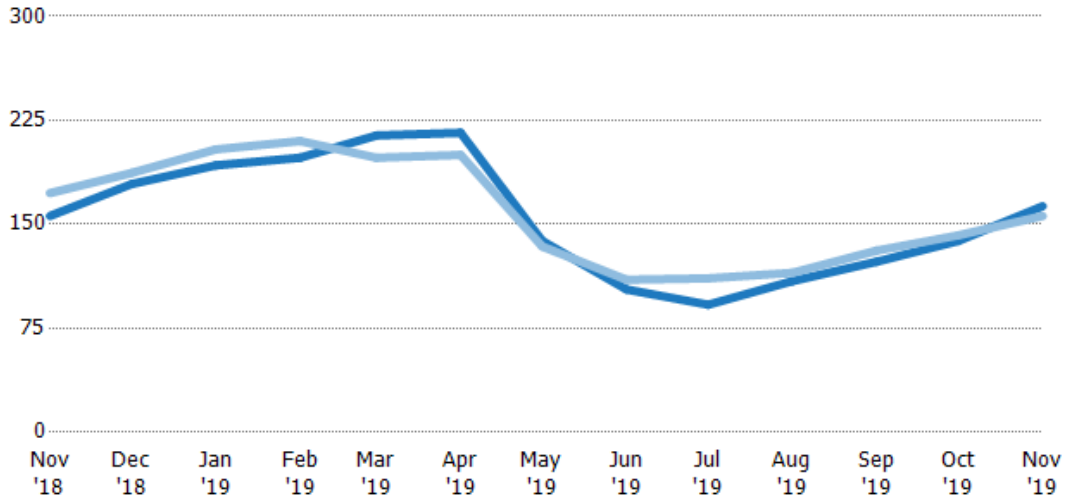
	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Median Est Value	\$287K	\$285K	\$278K	\$291K	\$296K	\$293K	\$302K	\$309K	\$312K	\$309K	\$309K	\$298K	\$297K
Median Listing Price	\$325K	\$309K	\$300K	\$307K	\$325K	\$329K	\$335K	\$349K	\$349K	\$349K	\$350K	\$357K	\$350K
Med Listing Price as a % of Med Est Value	113%	108%	108%	106%	110%	112%	111%	113%	112%	113%	113%	120%	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  
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 Condo/Townhouse/Apt, Single  
 Family Residence



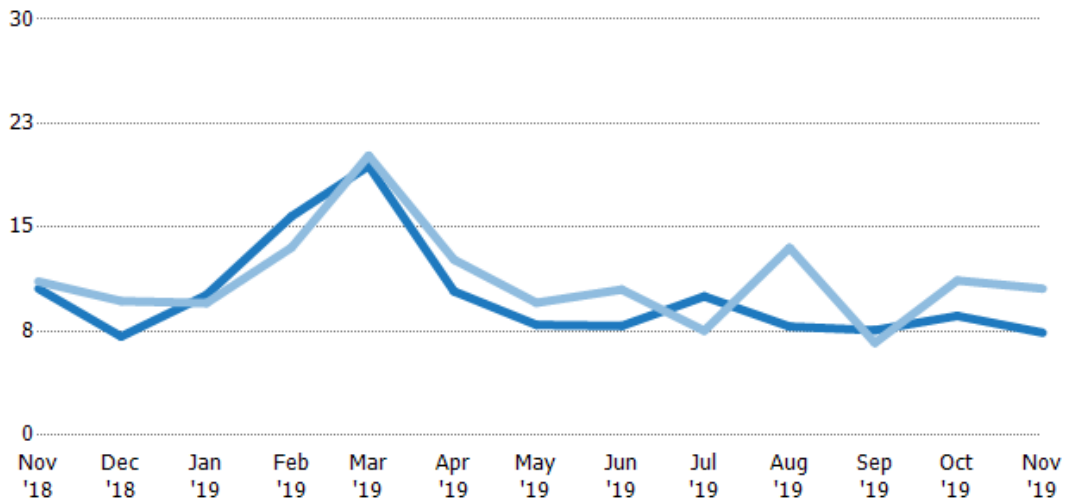
	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Current Year	156	179	193	198	214	216	138	103	92	109	123	138	163
Prior Year	173	187	204	210	198	200	134	110	111	115	131	142	156
Percent Change from Prior Year	-10%	-4%	-6%	-6%	8%	8%	3%	-6%	-17%	-5%	-6%	-3%	4%

## 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



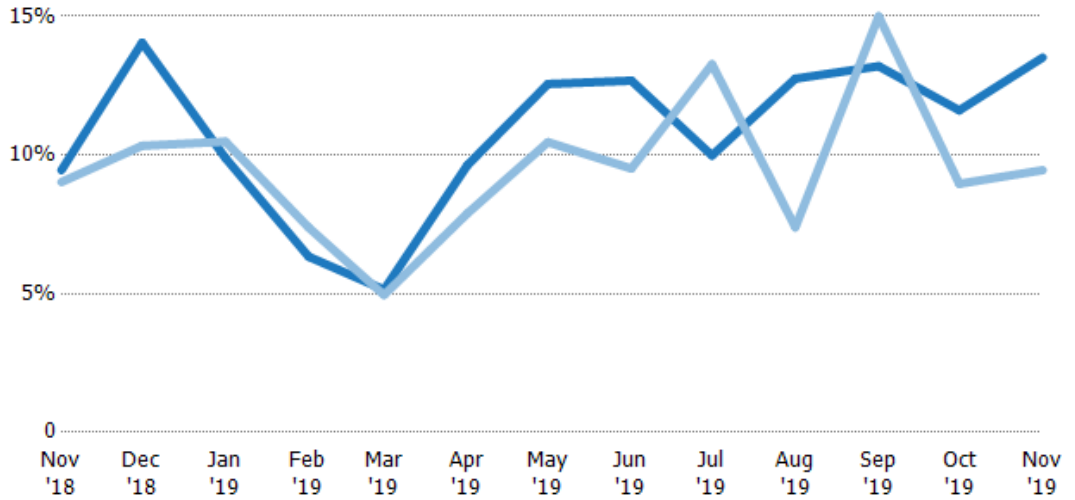
	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Current Year	10.6	7.12	10.1	15.8	19.4	10.4	7.96	7.88	10	7.84	7.58	8.61	7.4
Prior Year	11.1	9.68	9.53	13.5	20.2	12.7	9.55	10.5	7.54	13.5	6.66	11.2	10.6
Percent Change from Prior Year	-5%	-26%	6%	17%	-4%	-18%	-17%	-25%	33%	-42%	14%	-23%	-30%

## 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.
Nov '19	14%	-4.1%
Nov '18	9%	-0.4%
Nov '17	9%	-4.5%

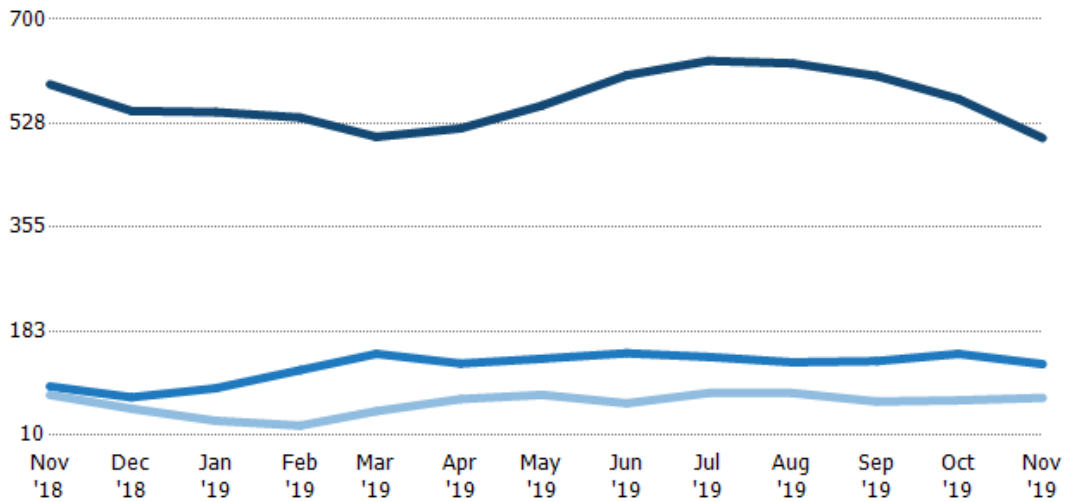
	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Current Year	9%	14%	10%	6%	5%	10%	13%	13%	10%	13%	13%	12%	14%
Prior Year	9%	10%	10%	7%	5%	8%	10%	10%	13%	7%	15%	9%	9%
Change from Prior Year	0%	-4%	1%	1%	0%	-2%	-2%	-3%	3%	-5%	2%	-3%	-4%

## 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



	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Active	592	548	546	537	505	519	557	607	631	627	606	568	503
Pending	91	73	88	118	145	129	137	146	140	131	133	145	128
Sold	77	54	34	26	50	70	77	63	80	80	66	68	72

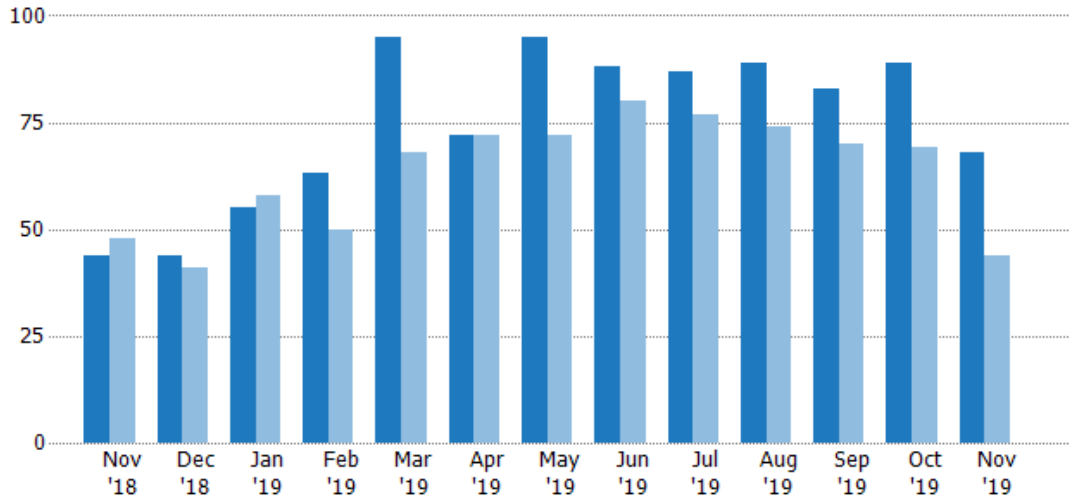
## New Pending Sales

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.
Nov '19	68	54.5%
Nov '18	44	-8.3%
Nov '17	48	2.1%



	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Current Year	44	44	55	63	95	72	95	88	87	89	83	89	68
Prior Year	48	41	58	50	68	72	72	80	77	74	70	69	44
Percent Change from Prior Year	-8%	7%	-5%	26%	40%	0%	32%	10%	13%	20%	19%	29%	55%

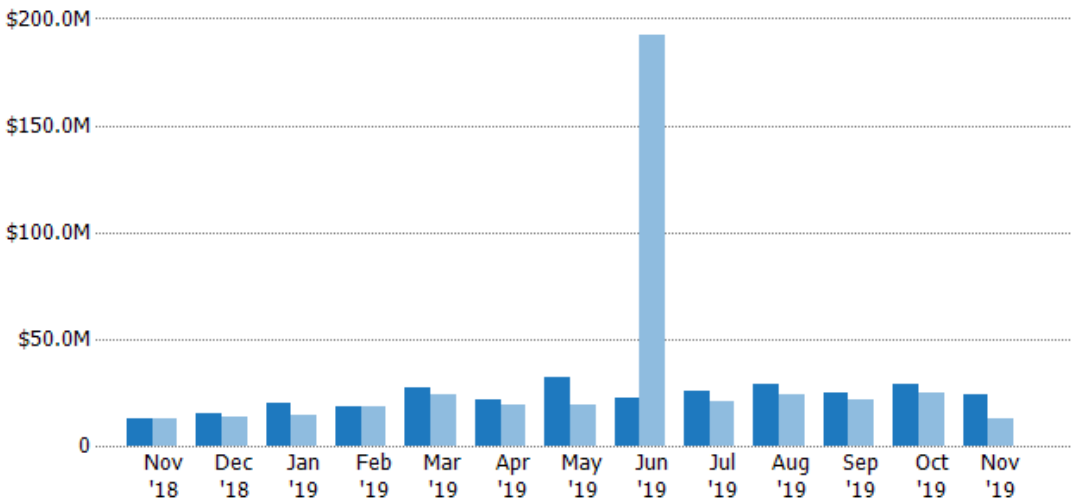
## New Pending Sales Volume

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.
Nov '19	\$23.9M	83.3%
Nov '18	\$13M	3%
Nov '17	\$12.7M	7.4%



	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Current Year	\$13M	\$14.9M	\$19.9M	\$18.1M	\$26.9M	\$21.4M	\$32M	\$22.7M	\$25.6M	\$29.2M	\$24.6M	\$28.6M	\$23.9M
Prior Year	\$12.7M	\$13.2M	\$14.3M	\$18.1M	\$24.4M	\$19M	\$19.4M	\$192M	\$20.7M	\$23.9M	\$21.6M	\$24.9M	\$13M
Percent Change from Prior Year	3%	13%	39%	0%	11%	13%	65%	-88%	23%	22%	14%	15%	83%



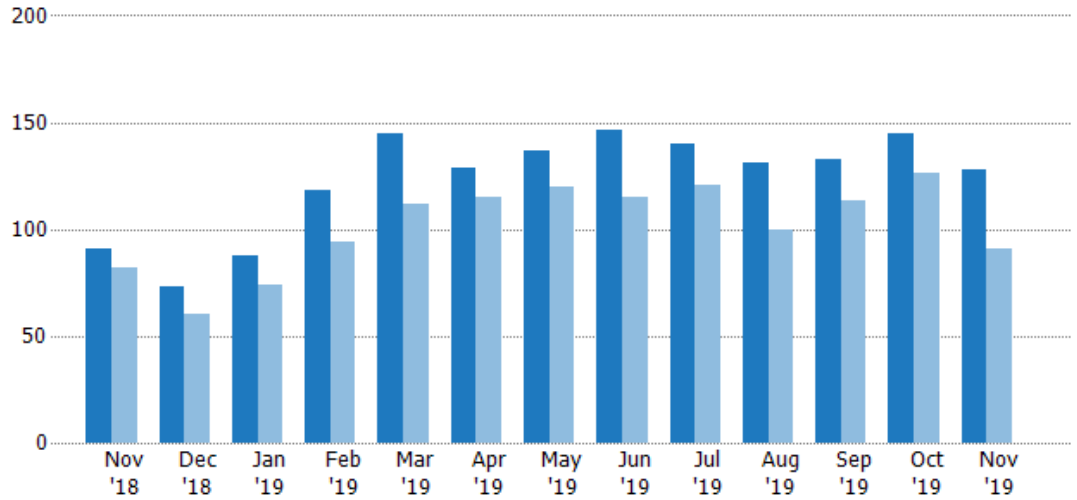
## Pending Sales

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.
Nov '19	128	40.7%
Nov '18	91	11%
Nov '17	82	45.1%



Current Year	91	73	88	118	145	129	137	146	140	131	133	145	128
Prior Year	82	60	74	94	112	115	120	115	121	100	113	126	91
Percent Change from Prior Year	11%	22%	19%	26%	29%	12%	14%	27%	16%	31%	18%	15%	41%

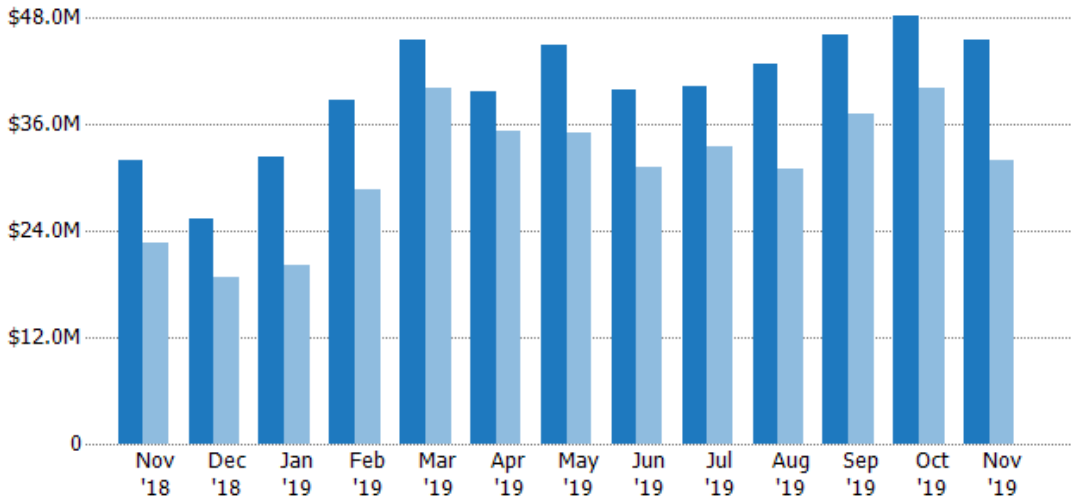
## Pending Sales Volume

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.
Nov '19	\$45.5M	42.2%
Nov '18	\$32M	41%
Nov '17	\$22.7M	75.2%



Current Year	\$32M	\$25.5M	\$32.3M	\$38.7M	\$45.5M	\$39.8M	\$45M	\$39.9M	\$40.3M	\$42.9M	\$46M	\$48.3M	\$45.5M
Prior Year	\$22.7M	\$18.7M	\$20.2M	\$28.6M	\$40M	\$35.3M	\$35M	\$31.1M	\$33.5M	\$31M	\$37.1M	\$40M	\$32M
Percent Change from Prior Year	41%	36%	60%	35%	14%	13%	28%	28%	20%	38%	24%	21%	42%

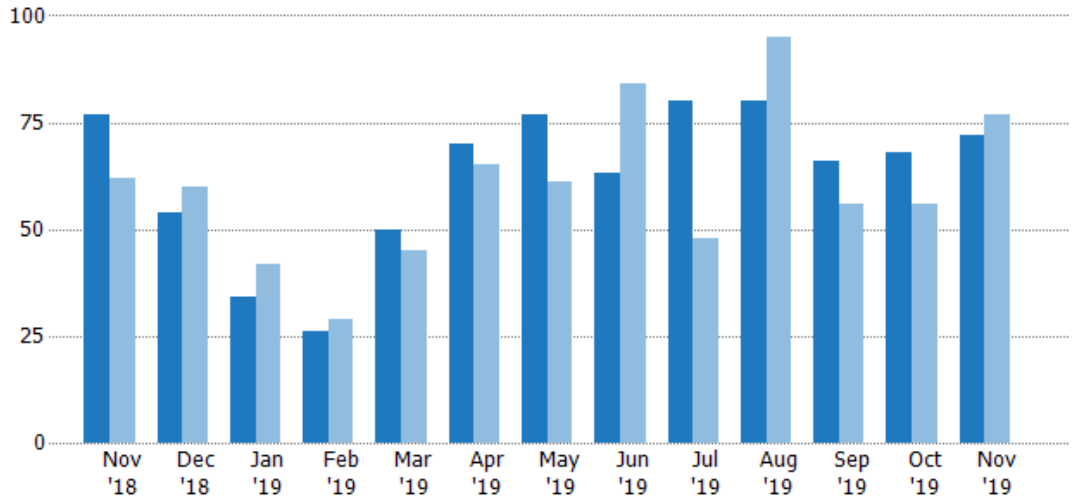
## Closed Sales

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.
Nov '19	72	-6.5%
Nov '18	77	24.2%
Nov '17	62	-12.9%



Current Year	77	54	34	26	50	70	77	63	80	80	66	68	72
Prior Year	62	60	42	29	45	65	61	84	48	95	56	56	77
Percent Change from Prior Year	24%	-10%	-19%	-10%	11%	8%	26%	-25%	67%	-16%	18%	21%	-6%

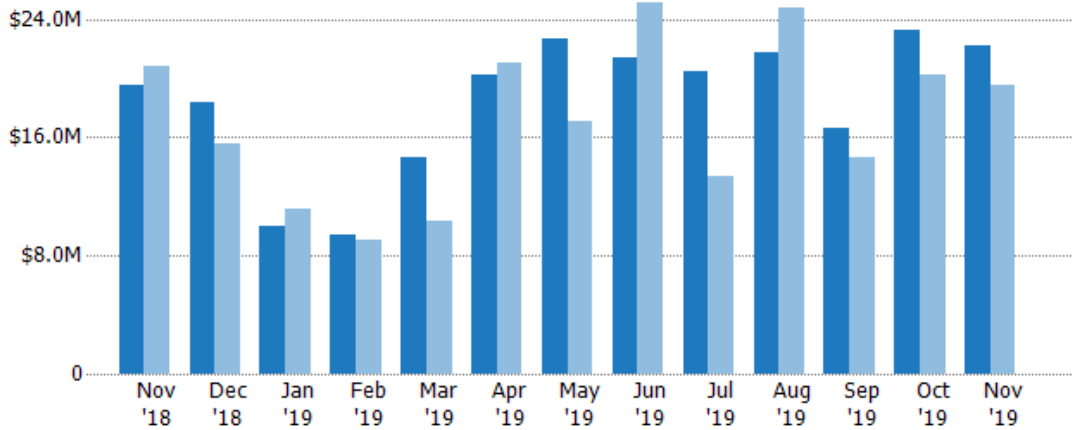
## Closed Sales Volume

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.
Nov '19	\$22.2M	13.2%
Nov '18	\$19.6M	-5.7%
Nov '17	\$20.8M	-33%



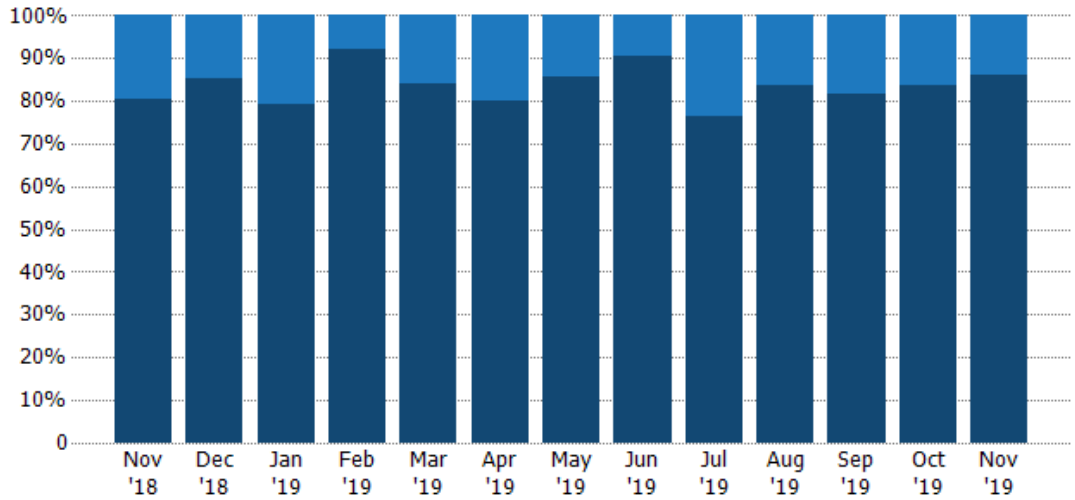
Current Year	\$19.6M	\$18.4M	\$9.99M	\$9.4M	\$14.6M	\$20.2M	\$22.6M	\$21.4M	\$20.4M	\$21.7M	\$16.7M	\$23.2M	\$22.2M
Prior Year	\$20.8M	\$15.6M	\$11.1M	\$9M	\$10.3M	\$21.1M	\$17.1M	\$25.1M	\$13.3M	\$24.8M	\$14.6M	\$20.2M	\$19.6M
Percent Change from Prior Year	-6%	18%	-10%	4%	42%	-4%	32%	-15%	53%	-12%	14%	15%	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



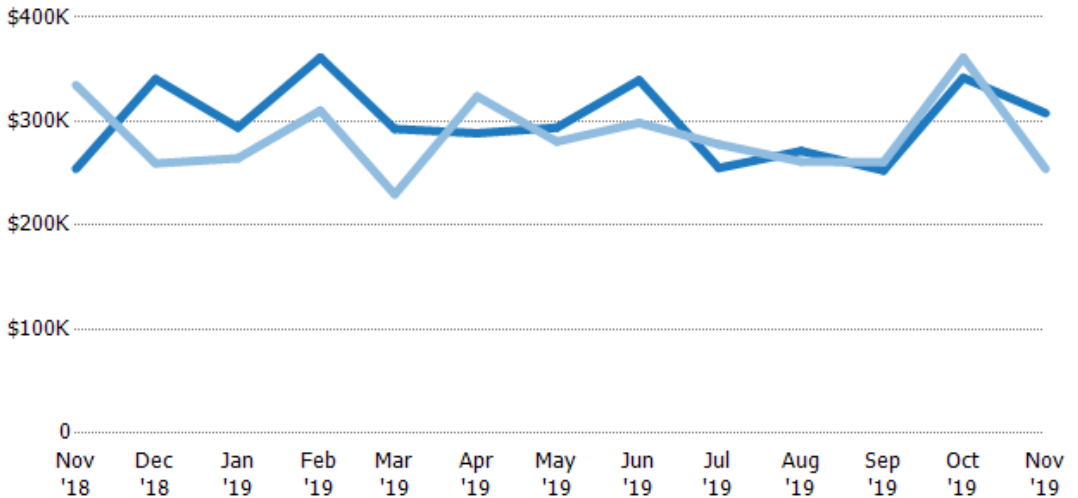
Condo/Townhouse	19%	15%	21%	8%	16%	20%	14%	10%	24%	16%	18%	16%	14%
Single Family Residence	81%	85%	79%	92%	84%	80%	86%	90%	76%	84%	82%	84%	86%

## 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



Current Year	\$254K	\$341K	\$294K	\$361K	\$293K	\$288K	\$294K	\$340K	\$255K	\$271K	\$253K	\$342K	\$308K
Prior Year	\$335K	\$259K	\$264K	\$310K	\$230K	\$324K	\$280K	\$298K	\$278K	\$261K	\$261K	\$361K	\$254K
Percent Change from Prior Year	-24%	31%	11%	16%	27%	-11%	5%	14%	-8%	4%	-3%	-5%	21%

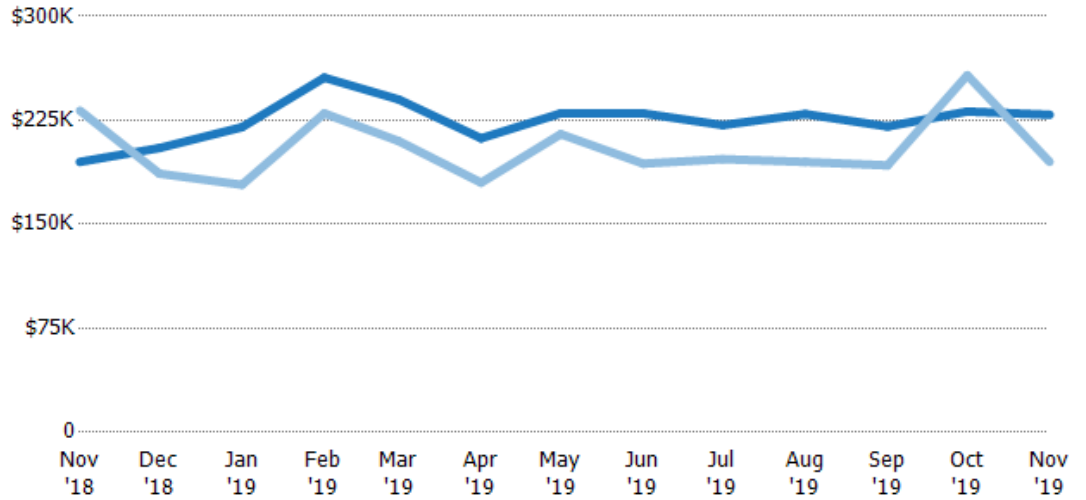
## Median Sales Price

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.
Nov '19	\$229K	17.4%
Nov '18	\$195K	-15.9%
Nov '17	\$232K	-19.2%



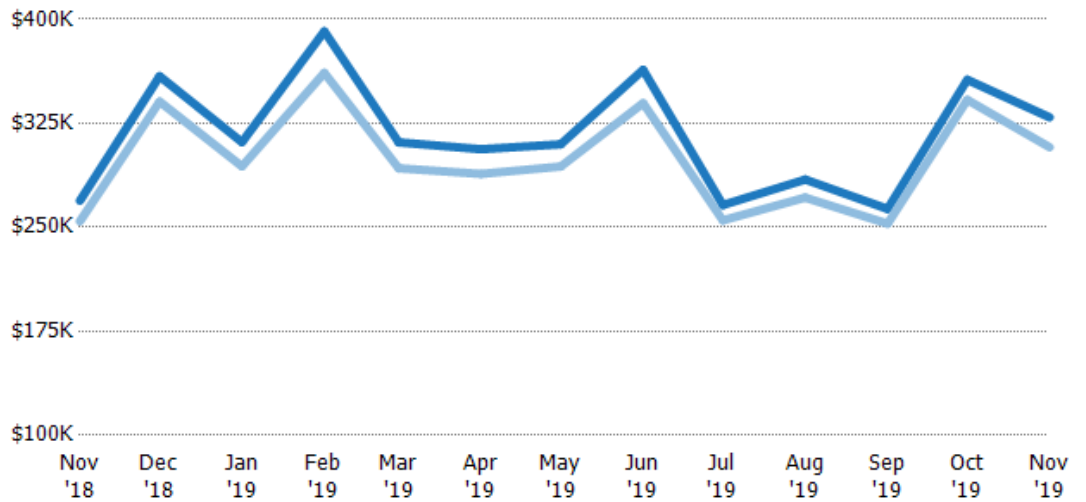
Current Year	\$195K	\$205K	\$220K	\$256K	\$240K	\$212K	\$230K	\$230K	\$222K	\$230K	\$221K	\$231K	\$229K
Prior Year	\$232K	\$187K	\$179K	\$230K	\$210K	\$180K	\$215K	\$194K	\$197K	\$195K	\$193K	\$258K	\$195K
Percent Change from Prior Year	-16%	10%	23%	11%	14%	18%	7%	19%	12%	18%	15%	-10%	17%

## 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



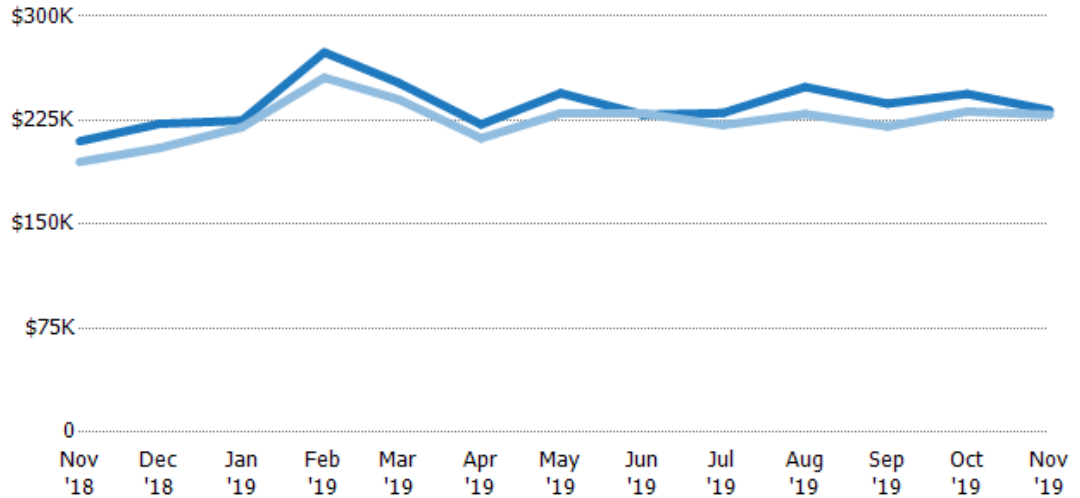
Avg List Price	\$269K	\$359K	\$311K	\$391K	\$311K	\$306K	\$310K	\$364K	\$266K	\$284K	\$263K	\$356K	\$329K
Avg Sales Price	\$254K	\$341K	\$294K	\$361K	\$293K	\$288K	\$294K	\$340K	\$255K	\$271K	\$253K	\$342K	\$308K
Avg Sales Price as a % of Avg List Price	94%	95%	94%	92%	94%	94%	95%	93%	96%	95%	96%	96%	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



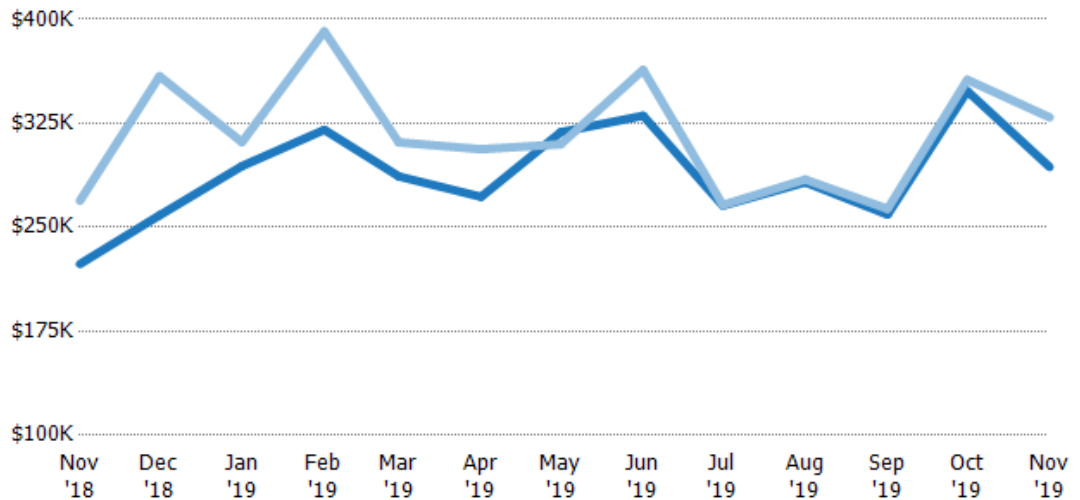
	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Median List Price	\$210K	\$222K	\$225K	\$274K	\$252K	\$222K	\$245K	\$229K	\$230K	\$249K	\$237K	\$244K	\$232K
Median Sales Price	\$195K	\$205K	\$220K	\$256K	\$240K	\$212K	\$230K	\$230K	\$222K	\$230K	\$221K	\$231K	\$229K
Med Sales Price as a % of Med List Price	93%	92%	98%	93%	95%	95%	94%	100%	96%	92%	93%	95%	99%

## 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



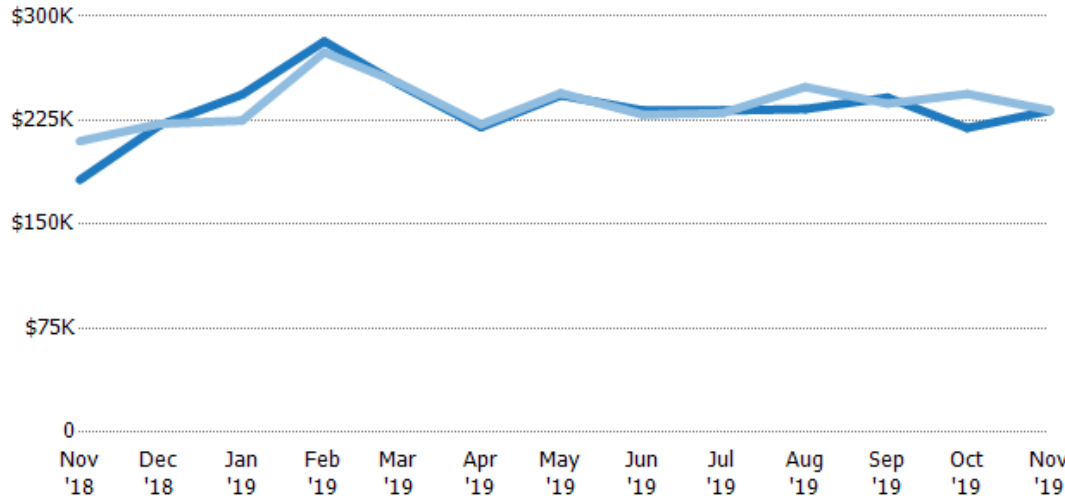
	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Avg Est Value	\$223K	\$259K	\$294K	\$320K	\$287K	\$272K	\$319K	\$330K	\$266K	\$282K	\$259K	\$348K	\$293K
Avg Sales Price	\$269K	\$359K	\$311K	\$391K	\$311K	\$306K	\$310K	\$364K	\$266K	\$284K	\$263K	\$356K	\$329K
Avg Sales Price as a % of Avg Est Value	120%	139%	106%	122%	109%	113%	97%	110%	100%	101%	102%	102%	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



	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Median Est Value	\$182K	\$221K	\$243K	\$282K	\$251K	\$220K	\$243K	\$232K	\$232K	\$233K	\$241K	\$219K	\$232K
Median Sales Price	\$210K	\$222K	\$225K	\$274K	\$252K	\$222K	\$245K	\$229K	\$230K	\$249K	\$237K	\$244K	\$232K
Med Sales Price as a % of Med Est Value	115%	101%	92%	97%	100%	101%	101%	99%	99%	107%	98%	111%	100%