

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	Oct 2019	Oct 2018	+ / -	YTD 2019	YTD 2018	+ / -
Listing Activity Charts Metrics						
New Listing Count	82	92	-10.9%	1,016	981	+3.6%
New Listing Volume	\$33,482,500	\$28,983,096	+15.5%	\$389,802,271	\$539,376,033	-27.7%
Active Listing Count	567	624	-9.1%	N/A	N/A	
Active Listing Volume	\$296,717,926	\$324,348,238	-8.5%	N/A	N/A	
Average Listing Price	\$523,312	\$519,789	+0.7%	\$521,923	\$516,702	+1%
Median Listing Price	\$359,000	\$325,000	+10.5%	\$336,106	\$309,235	+8.7%
Median Days in RPR	138	141.5	-2.5%	143.44	147.2	-2.6%
Months of Inventory	8.6	11.1	-22.9%	9.8	10	-1.1%
Absorption Rate	11.64%	8.97%	+2.7%	10.16%	10.05%	+0.1%
Sales Activity Charts Metrics						
New Pending Sales Count	89	69	+29%	816	690	+18.3%
New Pending Sales Volume	\$28,647,200	\$24,918,800	+15%	\$248,983,115	\$378,621,543	-34.2%
Pending Sales Count	145	125	+16%	N/A	N/A	
Pending Sales Volume	\$48,302,695	\$39,821,000	+21.3%	N/A	N/A	
Closed Sales Count	67	56	+19.6%	613	579	+5.9%
Closed Sales Volume	\$23,175,573	\$20,230,752	+14.6%	\$180,193,187	\$166,429,971	+8.3%
Average Sales Price	\$345,904	\$361,263	-4.3%	\$293,953	\$287,444	+2.3%
Median Sales Price	\$233,625	\$257,500	-9.3%	\$227,497	\$203,256	+11.9%

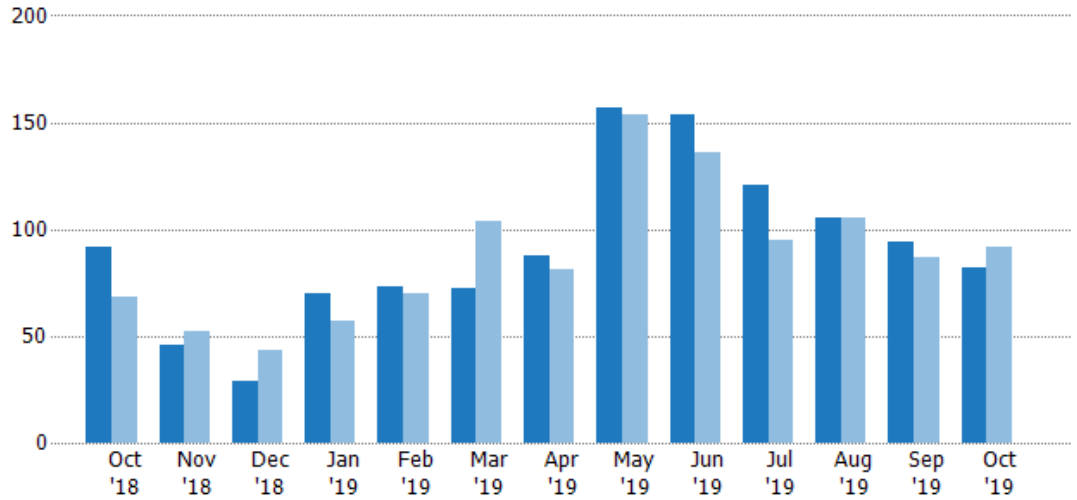
New Listings

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.
Oct '19	82	-10.9%
Oct '18	92	35.3%
Oct '17	68	19.1%



	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19
Current Year	92	46	29	70	73	72	88	157	154	121	105	94	82
Prior Year	68	52	43	57	70	104	81	154	136	95	105	87	92
Percent Change from Prior Year	35%	-12%	-33%	23%	4%	-31%	9%	2%	13%	27%	0%	8%	-11%

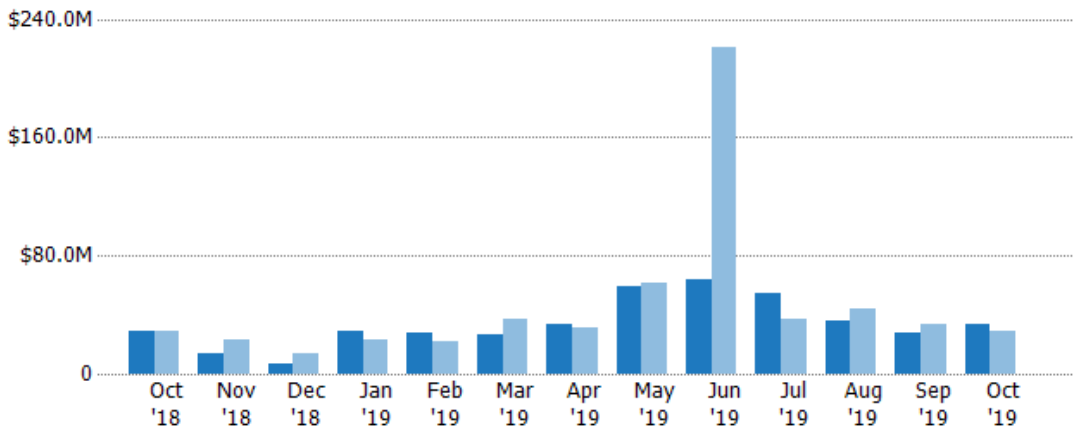
New Listing Volume

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.
Oct '19	\$33.5M	15.5%
Oct '18	\$29M	0.9%
Oct '17	\$28.7M	26%



	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19
Current Year	\$29M	\$13.4M	\$6.9M	\$28.9M	\$27.2M	\$26.3M	\$33M	\$59.1M	\$64.1M	\$54.3M	\$35.6M	\$27.9M	\$33.5M
Prior Year	\$28.7M	\$23.2M	\$14.1M	\$22.5M	\$22.1M	\$37.6M	\$31.2M	\$61.1M	\$221M	\$37.2M	\$44M	\$34M	\$29M
Percent Change from Prior Year	1%	-42%	-51%	28%	23%	-30%	6%	-3%	-71%	46%	-19%	-18%	16%

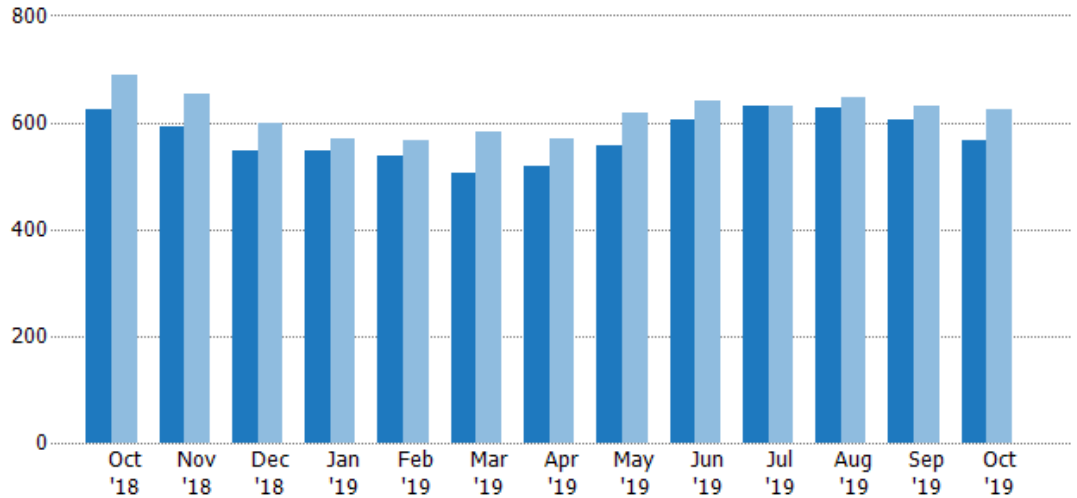
Active Listings

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.
Oct '19	567	-9.1%
Oct '18	624	-9.3%
Oct '17	688	8%



	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19
Current Year	624	591	548	546	537	505	519	557	606	630	626	605	567
Prior Year	688	652	598	569	567	583	568	619	639	632	648	632	624
Percent Change from Prior Year	-9%	-9%	-8%	-4%	-5%	-13%	-9%	-10%	-5%	0%	-3%	-4%	-9%

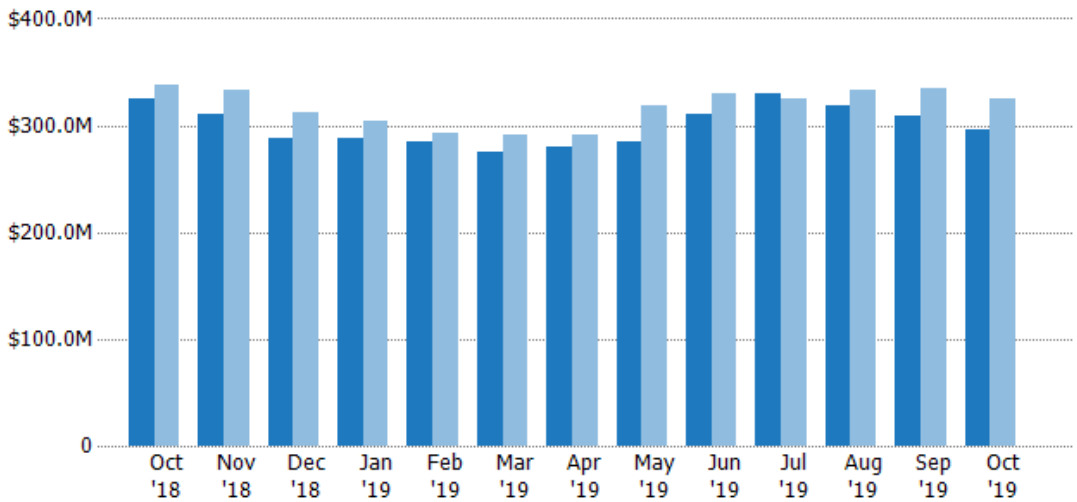
Active Listing Volume

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.
Oct '19	\$297M	-8.5%
Oct '18	\$324M	-4.2%
Oct '17	\$339M	-2.5%



	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19
Current Year	\$324M	\$311M	\$288M	\$287M	\$285M	\$274M	\$279M	\$285M	\$311M	\$329M	\$319M	\$309M	\$297M
Prior Year	\$339M	\$334M	\$312M	\$304M	\$294M	\$290M	\$291M	\$319M	\$329M	\$324M	\$333M	\$334M	\$324M
Percent Change from Prior Year	-4%	-7%	-8%	-5%	-3%	-6%	-4%	-11%	-6%	2%	-4%	-7%	-9%

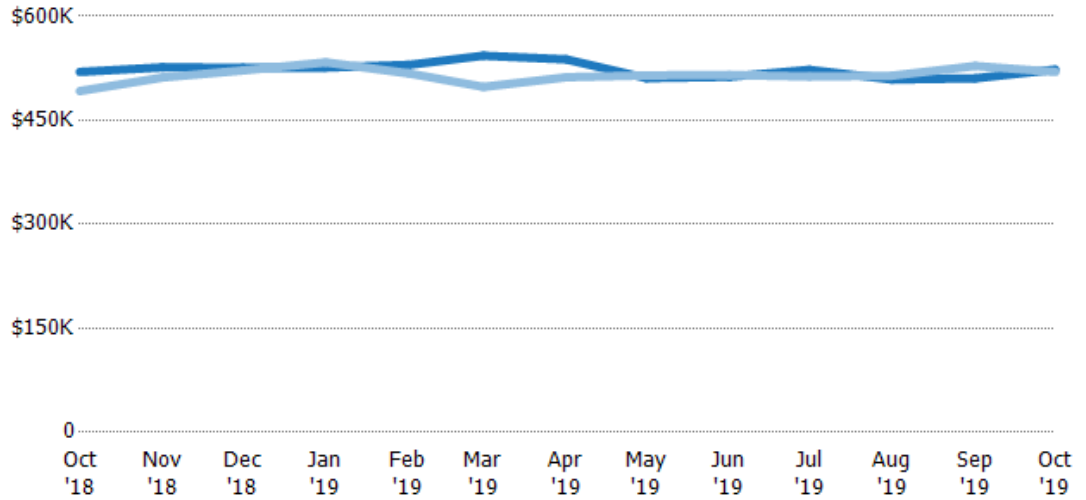
Average Listing Price

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.
Oct '19	\$523K	0.7%
Oct '18	\$520K	5.6%
Oct '17	\$492K	-9.8%



Current Year	\$520K	\$526K	\$526K	\$526K	\$530K	\$543K	\$538K	\$511K	\$513K	\$523K	\$509K	\$511K	\$523K
Prior Year	\$492K	\$512K	\$522K	\$534K	\$518K	\$498K	\$512K	\$515K	\$515K	\$513K	\$514K	\$528K	\$520K
Percent Change from Prior Year	6%	3%	1%	-1%	2%	9%	5%	-1%	-1%	2%	-1%	-3%	1%

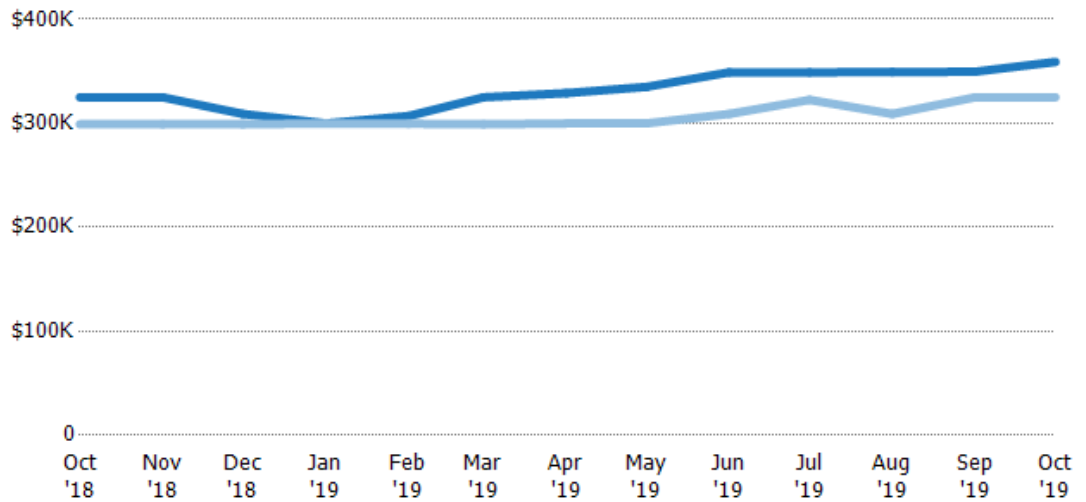
Median Listing Price

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.
Oct '19	\$359K	10.5%
Oct '18	\$325K	8.7%
Oct '17	\$299K	-14.9%



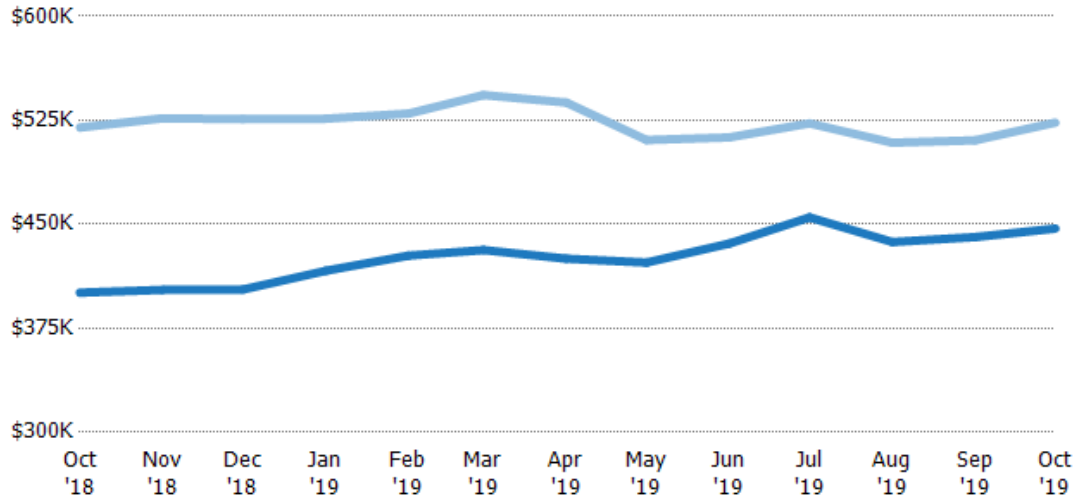
Current Year	\$325K	\$325K	\$309K	\$300K	\$307K	\$325K	\$329K	\$335K	\$349K	\$349K	\$349K	\$350K	\$359K
Prior Year	\$299K	\$299K	\$299K	\$300K	\$300K	\$299K	\$300K	\$300K	\$309K	\$323K	\$309K	\$325K	\$325K
Percent Change from Prior Year	9%	9%	3%	0%	3%	9%	10%	12%	13%	8%	13%	8%	10%

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



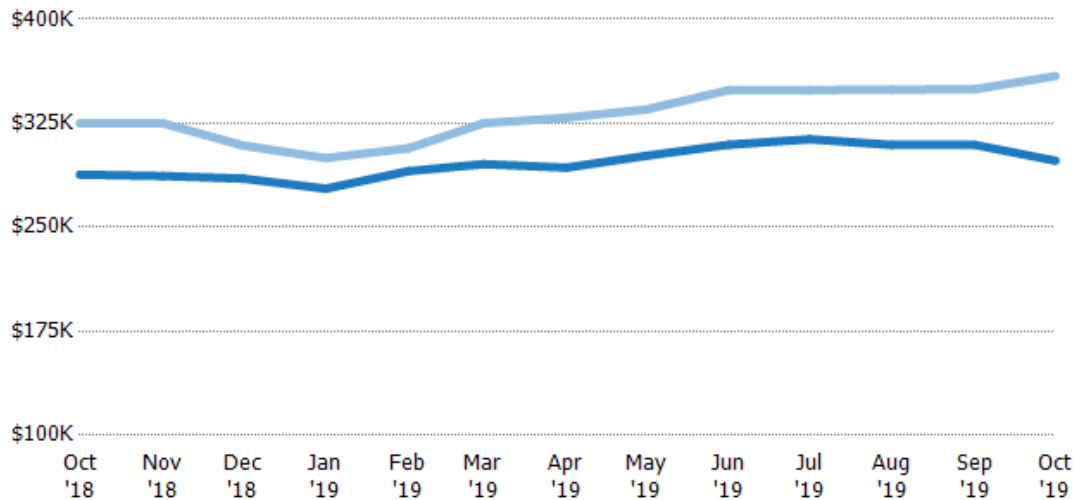
Avg Est Value	\$401K	\$403K	\$403K	\$416K	\$427K	\$431K	\$425K	\$422K	\$436K	\$455K	\$437K	\$441K	\$447K
Avg Listing Price	\$520K	\$526K	\$526K	\$526K	\$530K	\$543K	\$538K	\$511K	\$513K	\$523K	\$509K	\$511K	\$523K
Avg Listing Price as a % of Avg Est Value	130%	131%	130%	126%	124%	126%	126%	121%	118%	115%	116%	116%	117%

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



Median Est Value	\$288K	\$287K	\$285K	\$278K	\$291K	\$296K	\$293K	\$302K	\$310K	\$314K	\$309K	\$309K	\$298K
Median Listing Price	\$325K	\$325K	\$309K	\$300K	\$307K	\$325K	\$329K	\$335K	\$349K	\$349K	\$349K	\$350K	\$359K
Med Listing Price as a % of Med Est Value	113%	113%	108%	108%	106%	110%	112%	111%	113%	111%	113%	113%	120%

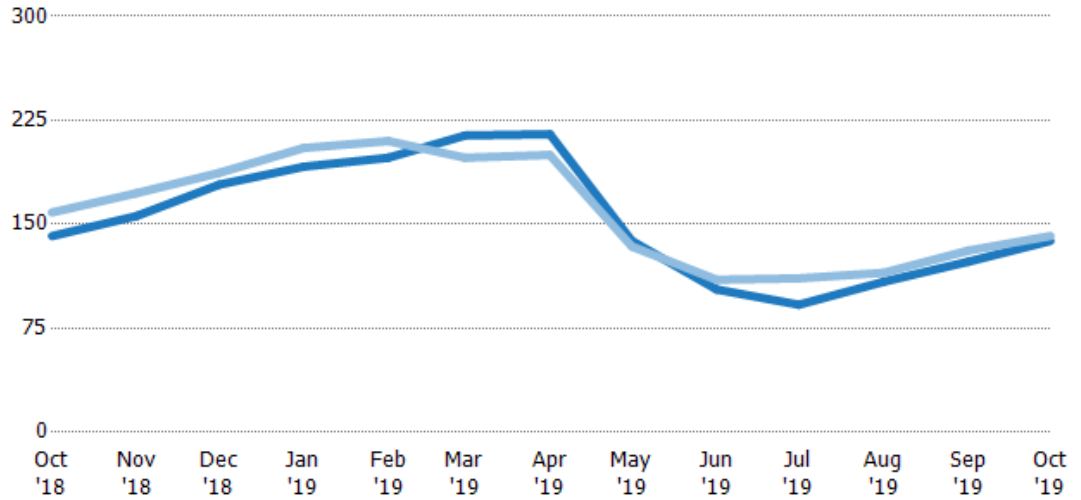
Median Days in RPR

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.
Oct '19	138	-2.5%
Oct '18	142	-10.7%
Oct '17	159	-7.3%



Current Year	142	156	179	192	198	214	215	138	103	92	109	123	138
Prior Year	159	173	187	205	210	198	200	134	110	111	115	131	142
Percent Change from Prior Year	-11%	-10%	-5%	-7%	-6%	8%	8%	3%	-6%	-17%	-6%	-6%	-2%

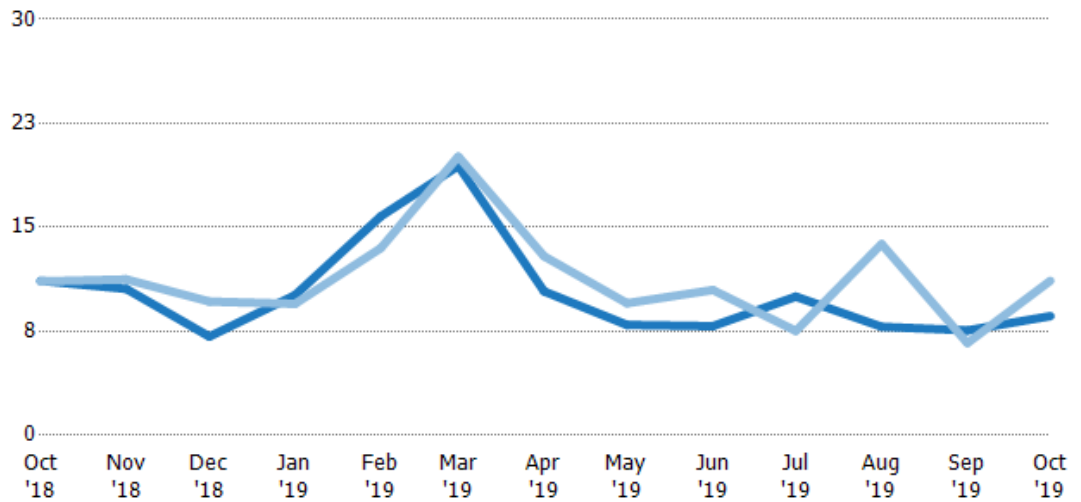
Months of Inventory

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.
Oct '19	8.59	-22.9%
Oct '18	11.1	0.4%
Oct '17	11.1	39.5%



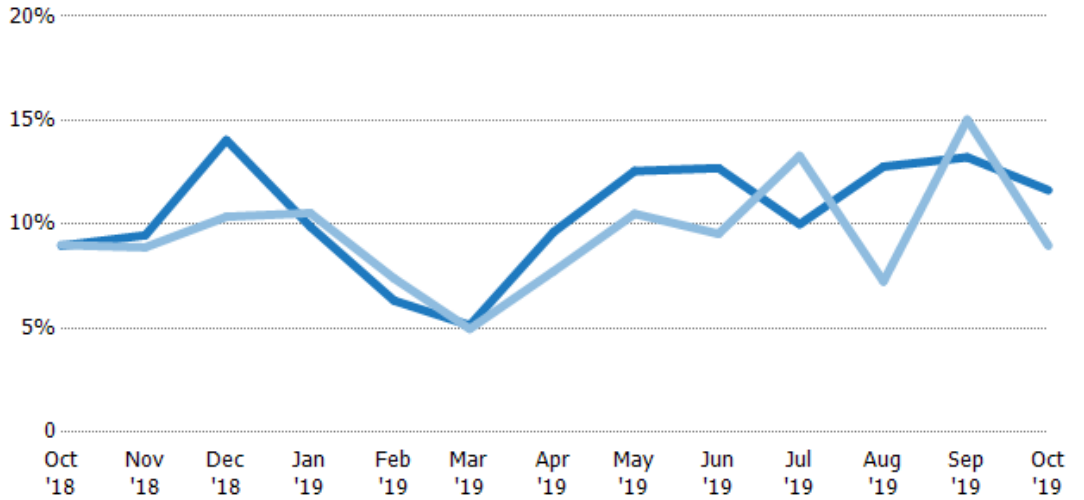
Current Year	11.1	10.6	7.12	10.1	15.8	19.4	10.4	7.96	7.87	10	7.83	7.56	8.59
Prior Year	11.1	11.2	9.65	9.48	13.5	20.1	12.9	9.52	10.5	7.52	13.8	6.65	11.1
Percent Change from Prior Year	0%	-6%	-26%	7%	17%	-3%	-20%	-16%	-25%	33%	-43%	14%	-23%

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.
Oct '19	12%	-2.7%
Oct '18	9%	0%
Oct '17	9%	-28.3%

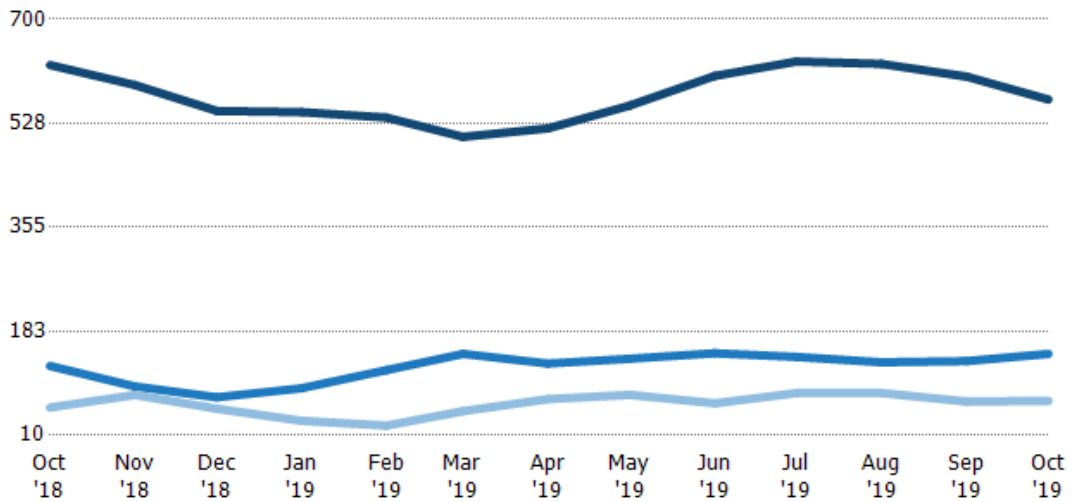
	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19
Current Year	9%	9%	14%	10%	6%	5%	10%	13%	13%	10%	13%	13%	12%
Prior Year	9%	9%	10%	11%	7%	5%	8%	11%	10%	13%	7%	15%	9%
Change from Prior Year	0%	-1%	-4%	1%	1%	0%	-2%	-2%	-3%	3%	-6%	2%	-3%

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



	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19
Active	624	591	548	546	537	505	519	557	606	630	626	605	567
Pending	125	91	73	88	118	145	129	137	146	140	131	133	145
Sold	56	77	54	34	26	50	70	77	63	80	80	66	67

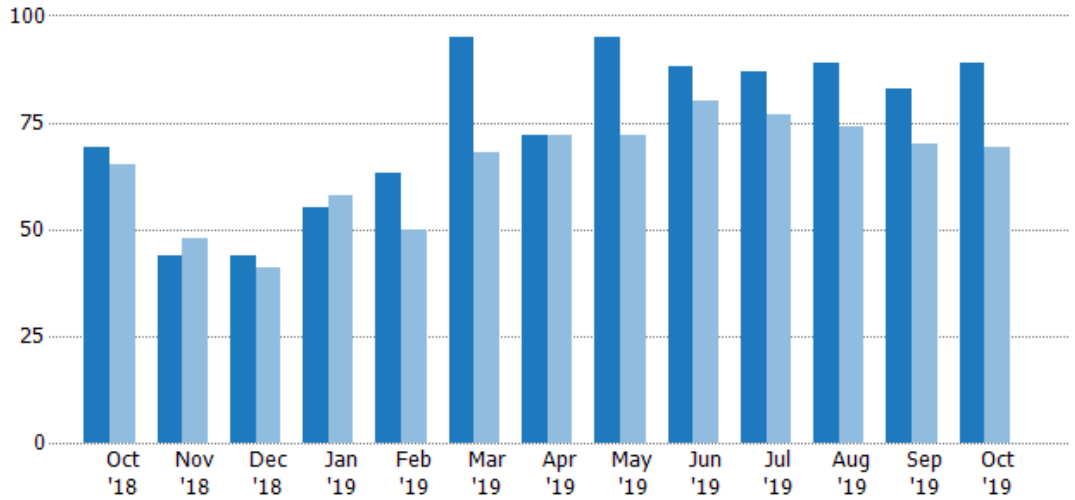
New Pending Sales

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.
Oct '19	89	29%
Oct '18	69	6.2%
Oct '17	65	3.1%



Current Year	69	44	44	55	63	95	72	95	88	87	89	83	89
Prior Year	65	48	41	58	50	68	72	72	80	77	74	70	69
Percent Change from Prior Year	6%	-8%	7%	-5%	26%	40%	0%	32%	10%	13%	20%	19%	29%

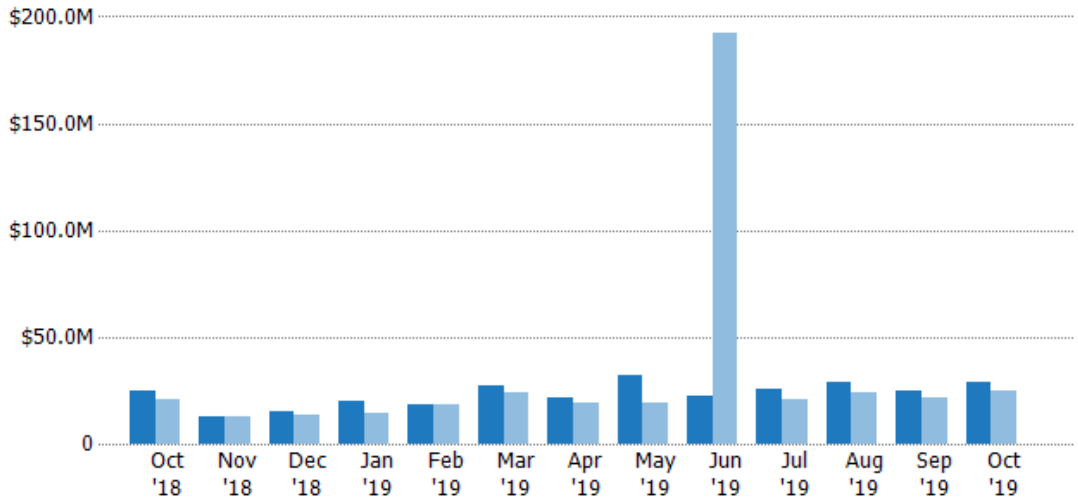
New Pending Sales Volume

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.
Oct '19	\$28.6M	15%
Oct '18	\$24.9M	21.7%
Oct '17	\$20.5M	0.9%



Current Year	\$24.9M	\$13M	\$14.9M	\$19.9M	\$18.1M	\$26.9M	\$21.4M	\$32M	\$22.7M	\$25.6M	\$29.2M	\$24.6M	\$28.6M
Prior Year	\$20.5M	\$12.7M	\$13.2M	\$14.3M	\$18.1M	\$24.4M	\$19M	\$19.4M	\$192M	\$20.7M	\$23.9M	\$21.6M	\$24.9M
Percent Change from Prior Year	22%	3%	13%	39%	0%	11%	13%	65%	-88%	23%	22%	14%	15%

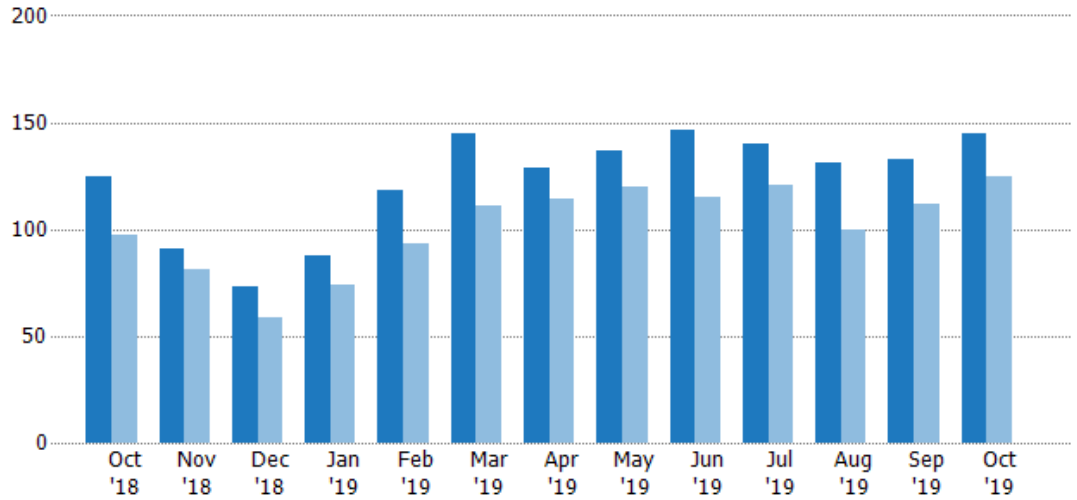
Pending Sales

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.
Oct '19	145	16%
Oct '18	125	28.9%
Oct '17	97	27.8%



Current Year	125	91	73	88	118	145	129	137	146	140	131	133	145
Prior Year	97	81	59	74	93	111	114	120	115	121	100	112	125
Percent Change from Prior Year	29%	12%	24%	19%	27%	31%	13%	14%	27%	16%	31%	19%	16%

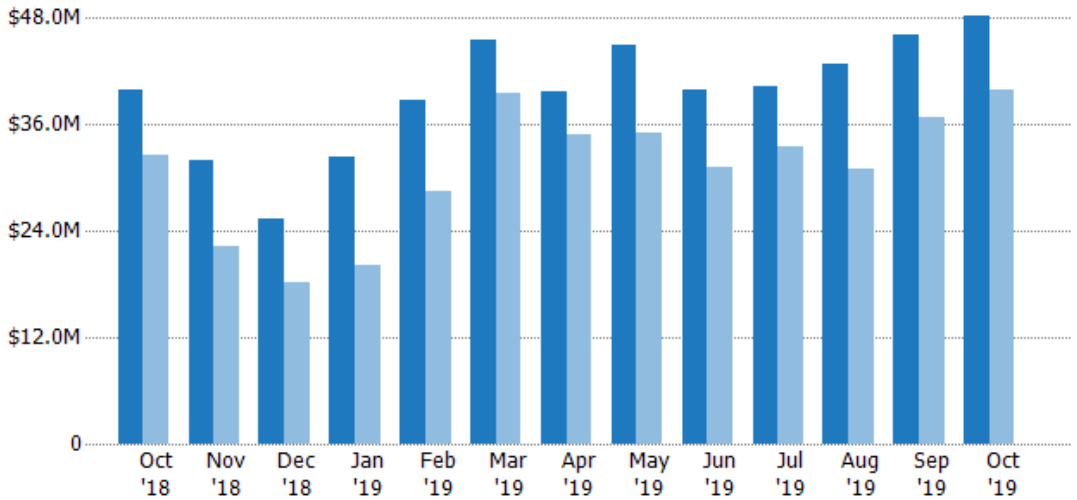
Pending Sales Volume

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.
Oct '19	\$48.3M	21.3%
Oct '18	\$39.8M	22.3%
Oct '17	\$32.5M	27.5%



Current Year	\$39.8M	\$32M	\$25.5M	\$32.3M	\$38.7M	\$45.5M	\$39.8M	\$45M	\$39.9M	\$40.3M	\$42.9M	\$46M	\$48.3M
Prior Year	\$32.5M	\$22.3M	\$18.2M	\$20.2M	\$28.5M	\$39.6M	\$34.9M	\$35M	\$31.1M	\$33.5M	\$31M	\$36.9M	\$39.8M
Percent Change from Prior Year	22%	44%	40%	60%	36%	15%	14%	28%	28%	20%	38%	25%	21%

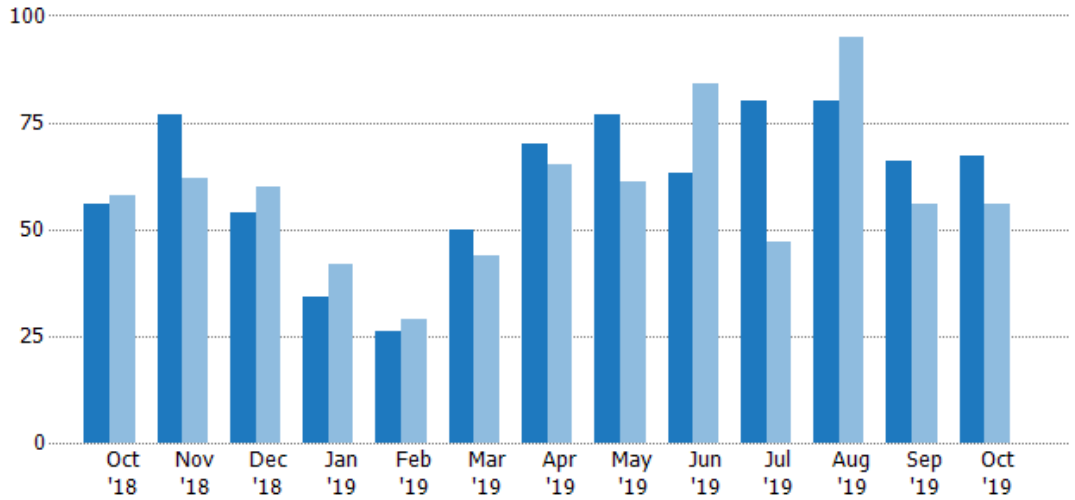
Closed Sales

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.
Oct '19	67	19.6%
Oct '18	56	-3.4%
Oct '17	58	6.9%



	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19
Current Year	56	77	54	34	26	50	70	77	63	80	80	66	67
Prior Year	58	62	60	42	29	44	65	61	84	47	95	56	56
Percent Change from Prior Year	-3%	24%	-10%	-19%	-10%	14%	8%	26%	-25%	70%	-16%	18%	20%

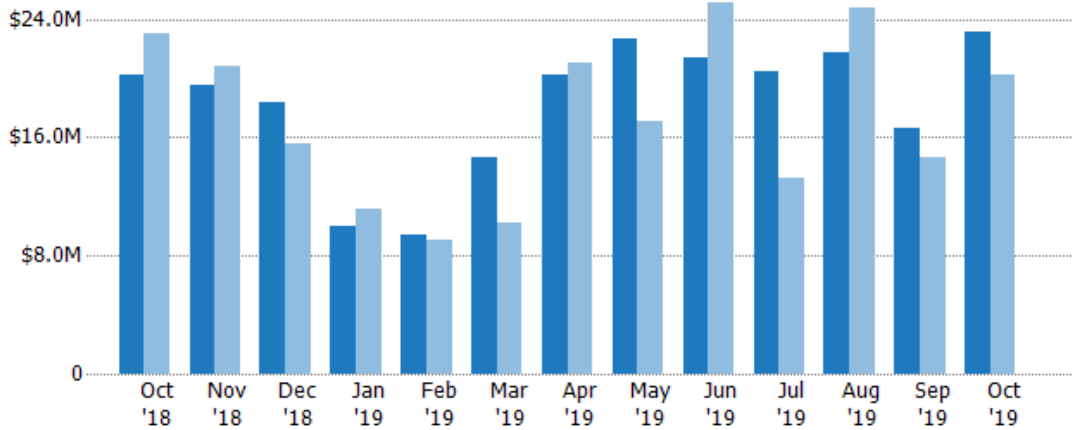
Closed Sales Volume

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.
Oct '19	\$23.2M	14.6%
Oct '18	\$20.2M	-12.3%
Oct '17	\$23.1M	-42.4%



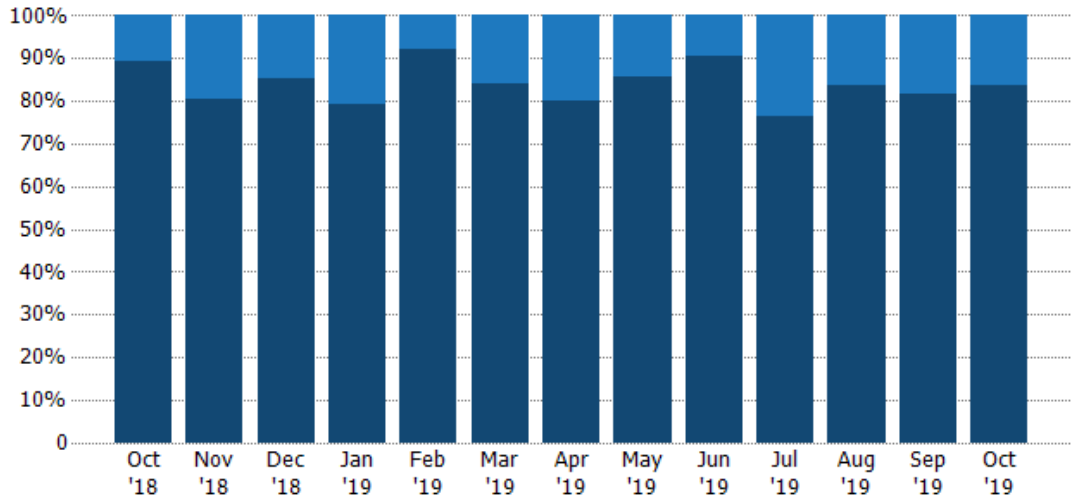
	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19
Current Year	\$20.2M	\$19.6M	\$18.4M	\$9.99M	\$9.4M	\$14.6M	\$20.2M	\$22.6M	\$21.4M	\$20.4M	\$21.7M	\$16.7M	\$23.2M
Prior Year	\$23.1M	\$20.8M	\$15.6M	\$11.1M	\$9M	\$10.3M	\$21.1M	\$17.1M	\$25.1M	\$13.2M	\$24.8M	\$14.6M	\$20.2M
Percent Change from Prior Year	-12%	-6%	18%	-10%	4%	43%	-4%	32%	-15%	55%	-12%	14%	15%

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



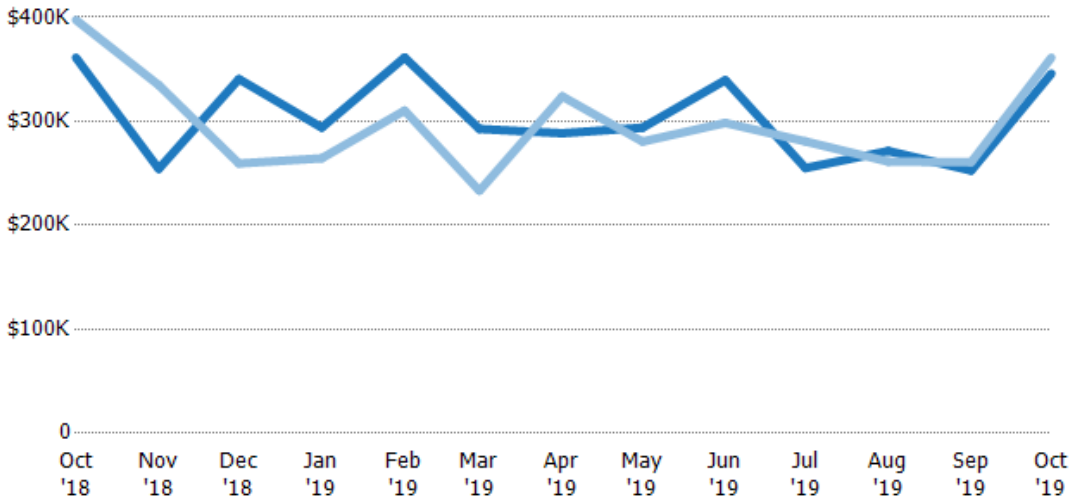
Condo/Townhouse	11%	19%	15%	21%	8%	16%	20%	14%	10%	24%	16%	18%	16%
Single Family Residence	89%	81%	85%	79%	92%	84%	80%	86%	90%	76%	84%	82%	84%

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	\$361K	\$254K	\$341K	\$294K	\$361K	\$293K	\$288K	\$294K	\$340K	\$255K	\$271K	\$253K	\$346K
Prior Year	\$398K	\$335K	\$259K	\$264K	\$310K	\$233K	\$324K	\$280K	\$298K	\$281K	\$261K	\$261K	\$361K
Percent Change from Prior Year	-9%	-24%	31%	11%	16%	25%	-11%	5%	14%	-9%	4%	-3%	-4%

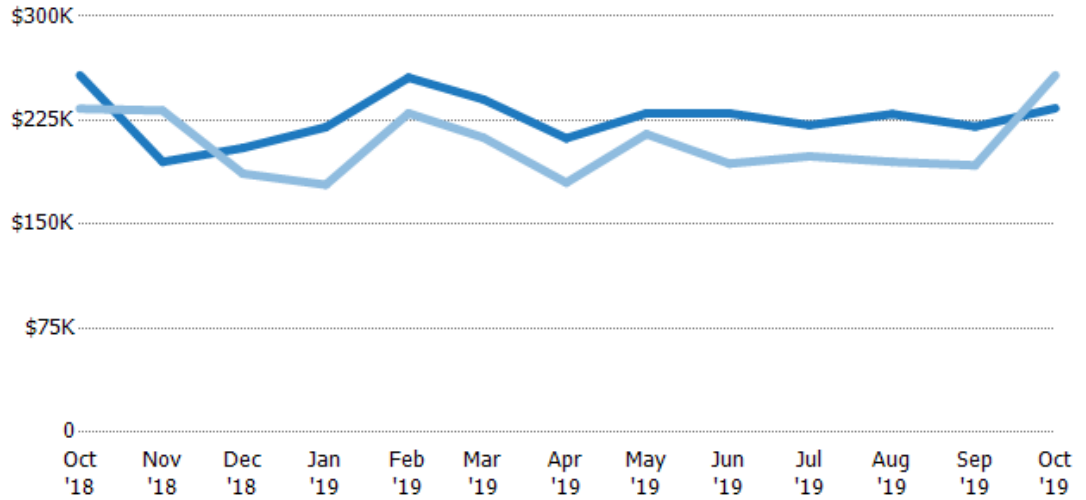
Median Sales Price

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.
Oct '19	\$234K	-9.3%
Oct '18	\$258K	10.3%
Oct '17	\$233K	-20.4%



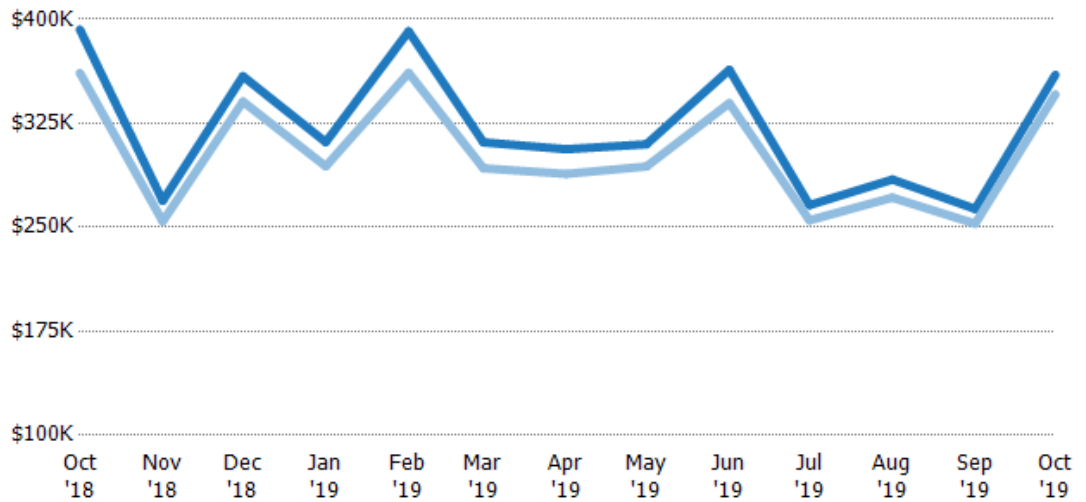
Current Year	\$258K	\$195K	\$205K	\$220K	\$256K	\$240K	\$212K	\$230K	\$230K	\$222K	\$230K	\$221K	\$234K
Prior Year	\$233K	\$232K	\$187K	\$179K	\$230K	\$213K	\$180K	\$215K	\$194K	\$199K	\$195K	\$193K	\$258K
Percent Change from Prior Year	10%	-16%	10%	23%	11%	13%	18%	7%	19%	11%	18%	15%	-9%

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



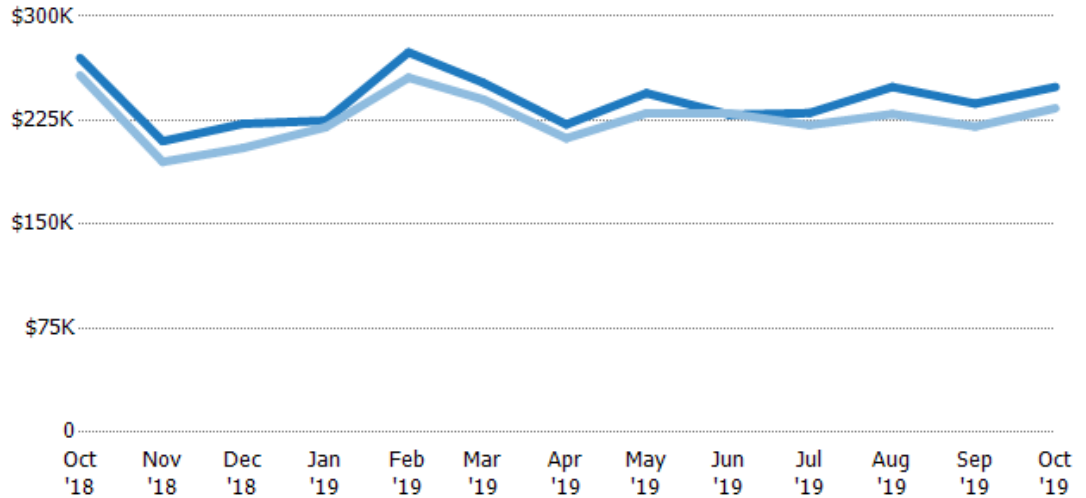
Avg List Price	\$393K	\$269K	\$359K	\$311K	\$391K	\$311K	\$306K	\$310K	\$364K	\$266K	\$284K	\$263K	\$360K
Avg Sales Price	\$361K	\$254K	\$341K	\$294K	\$361K	\$293K	\$288K	\$294K	\$340K	\$255K	\$271K	\$253K	\$346K
Avg Sales Price as a % of Avg List Price	92%	94%	95%	94%	92%	94%	94%	95%	93%	96%	95%	96%	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



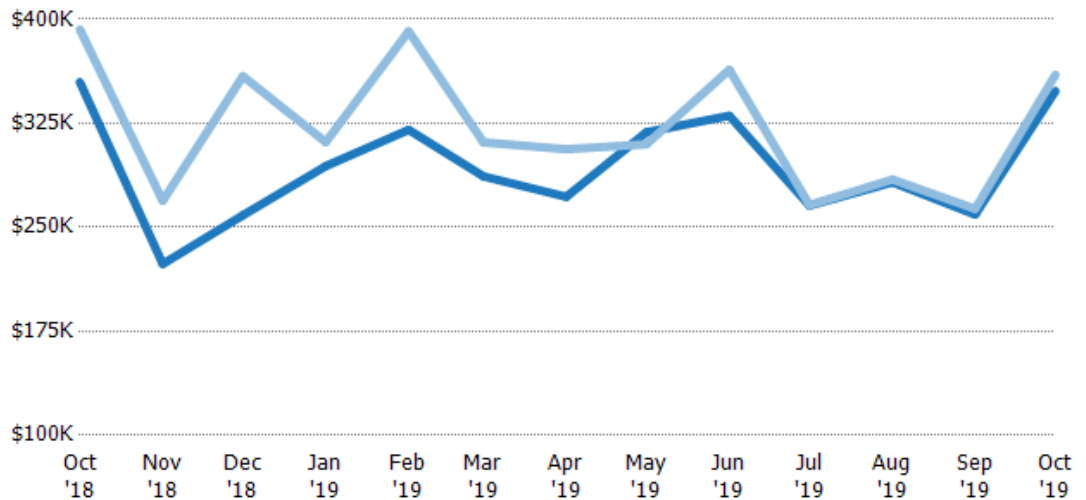
Median List Price	\$270K	\$210K	\$222K	\$225K	\$274K	\$252K	\$222K	\$245K	\$229K	\$230K	\$249K	\$237K	\$249K
Median Sales Price	\$258K	\$195K	\$205K	\$220K	\$256K	\$240K	\$212K	\$230K	\$230K	\$222K	\$230K	\$221K	\$234K
Med Sales Price as a % of Med List Price	95%	93%	92%	98%	93%	95%	95%	94%	100%	96%	92%	93%	94%

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



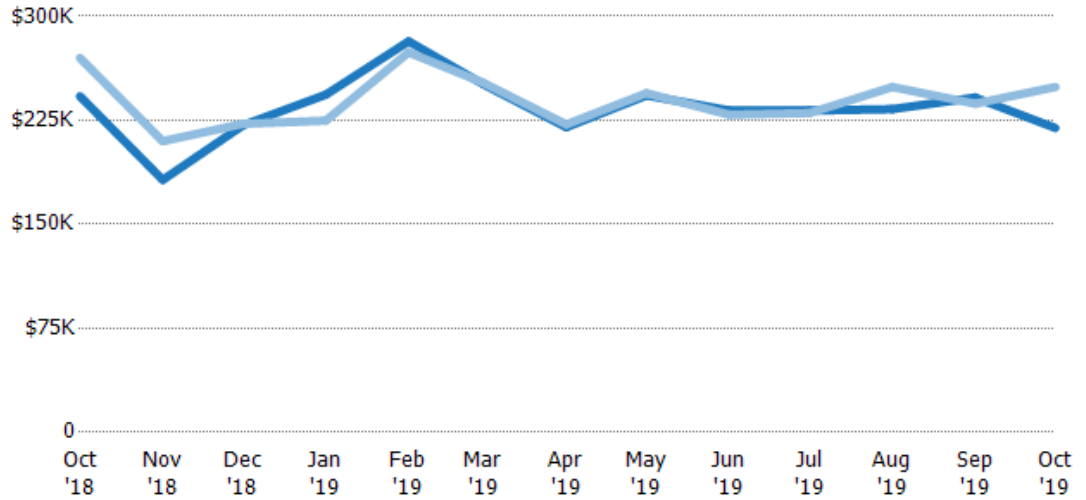
Avg Est Value	\$355K	\$223K	\$259K	\$294K	\$320K	\$287K	\$272K	\$319K	\$330K	\$266K	\$282K	\$259K	\$348K
Avg Sales Price	\$393K	\$269K	\$359K	\$311K	\$391K	\$311K	\$306K	\$310K	\$364K	\$266K	\$284K	\$263K	\$360K
Avg Sales Price as a % of Avg Est Value	111%	120%	139%	106%	122%	109%	113%	97%	110%	100%	101%	102%	103%

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



	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19
Median Est Value	\$242K	\$182K	\$221K	\$243K	\$282K	\$251K	\$220K	\$243K	\$232K	\$232K	\$233K	\$241K	\$219K
Median Sales Price	\$270K	\$210K	\$222K	\$225K	\$274K	\$252K	\$222K	\$245K	\$229K	\$230K	\$249K	\$237K	\$249K
Med Sales Price as a % of Med Est Value	111%	115%	101%	92%	97%	100%	101%	101%	99%	99%	107%	98%	113%