

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	Sep 2019	Sep 2018	+ / -	YTD 2019	YTD 2018	+ / -
Listing Activity Charts Metrics						
New Listing Count	94	87	+8%	934	889	+5.1%
New Listing Volume	\$27,883,190	\$33,955,194	-17.9%	\$356,319,771	\$510,392,937	-30.2%
Active Listing Count	605	632	-4.3%	N/A	N/A	
Active Listing Volume	\$308,900,523	\$333,895,842	-7.5%	N/A	N/A	
Average Listing Price	\$510,579	\$528,316	-3.4%	\$521,770	\$516,349	+1%
Median Listing Price	\$349,600	\$325,000	+7.6%	\$333,576	\$307,433	+8.5%
Median Days in RPR	123	131	-6.1%	144.11	147.81	-2.5%
Months of Inventory	7.6	6.7	+13.7%	9.8	9.9	-0.6%
Absorption Rate	13.22%	15.03%	-1.8%	10.19%	10.13%	+0.1%
Sales Activity Charts Metrics						
New Pending Sales Count	83	70	+18.6%	727	621	+17.1%
New Pending Sales Volume	\$24,608,095	\$21,576,500	+14.1%	\$220,335,915	\$353,702,743	-37.7%
Pending Sales Count	133	112	+18.8%	N/A	N/A	
Pending Sales Volume	\$46,030,707	\$36,889,494	+24.8%	N/A	N/A	
Closed Sales Count	66	56	+17.9%	546	523	+4.4%
Closed Sales Volume	\$16,671,699	\$14,595,000	+14.2%	\$157,017,614	\$146,199,219	+7.4%
Average Sales Price	\$252,602	\$260,625	-3.1%	\$287,578	\$279,540	+2.9%
Median Sales Price	\$220,500	\$192,500	+14.5%	\$226,745	\$197,447	+14.8%

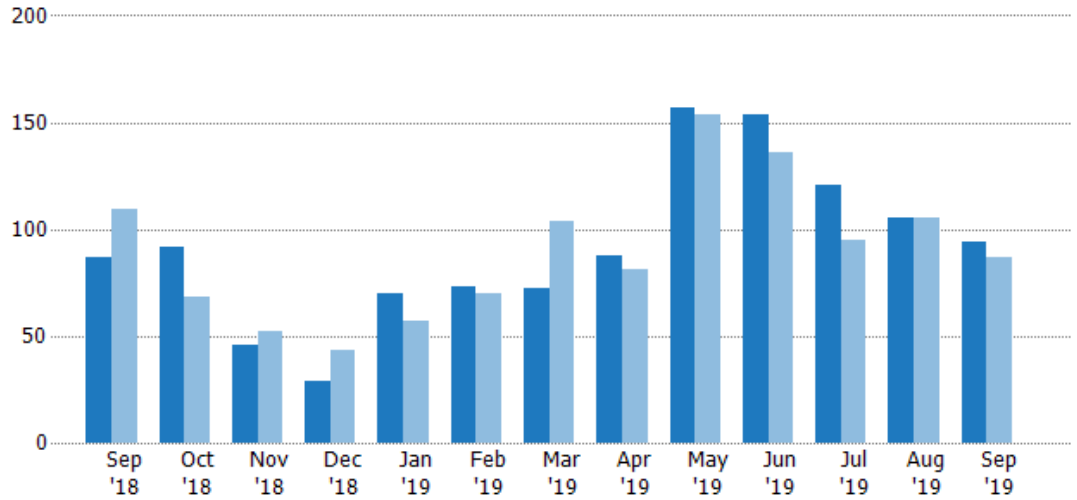
New Listings

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.
Sep '19	94	8%
Sep '18	87	-20.2%
Sep '17	109	-26.6%



	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19
Current Year	87	92	46	29	70	73	72	88	157	154	121	105	94
Prior Year	109	68	52	43	57	70	104	81	154	136	95	105	87
Percent Change from Prior Year	-20%	35%	-12%	-33%	23%	4%	-31%	9%	2%	13%	27%	0%	8%

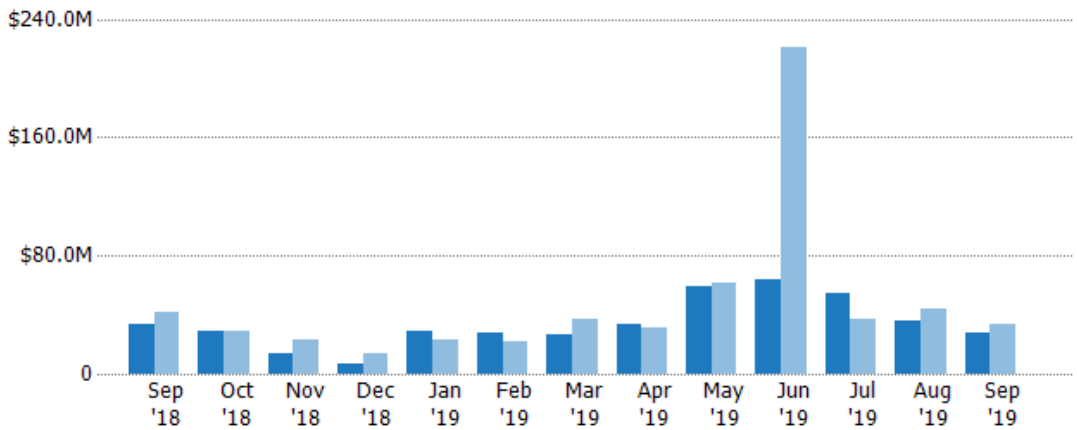
New Listing Volume

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.
Sep '19	\$27.9M	-17.9%
Sep '18	\$34M	-18%
Sep '17	\$41.4M	-39.7%



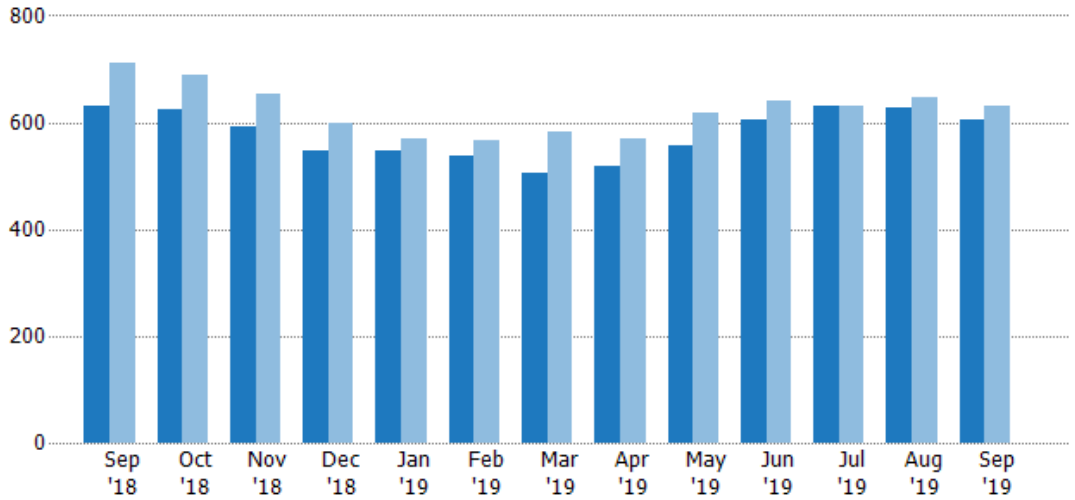
	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19
Current Year	\$34M	\$29M	\$13.4M	\$6.9M	\$28.9M	\$27.2M	\$26.3M	\$33M	\$59.1M	\$221M	\$54.3M	\$35.6M	\$27.9M
Prior Year	\$41.4M	\$28.7M	\$23.2M	\$14.1M	\$22.5M	\$22.1M	\$37.6M	\$31.2M	\$61.1M	\$221M	\$37.2M	\$44M	\$34M
Percent Change from Prior Year	-18%	1%	-42%	-51%	28%	23%	-30%	6%	-3%	-71%	46%	-19%	-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.
Sep '19	605	-4.3%
Sep '18	632	-11%
Sep '17	710	7.2%

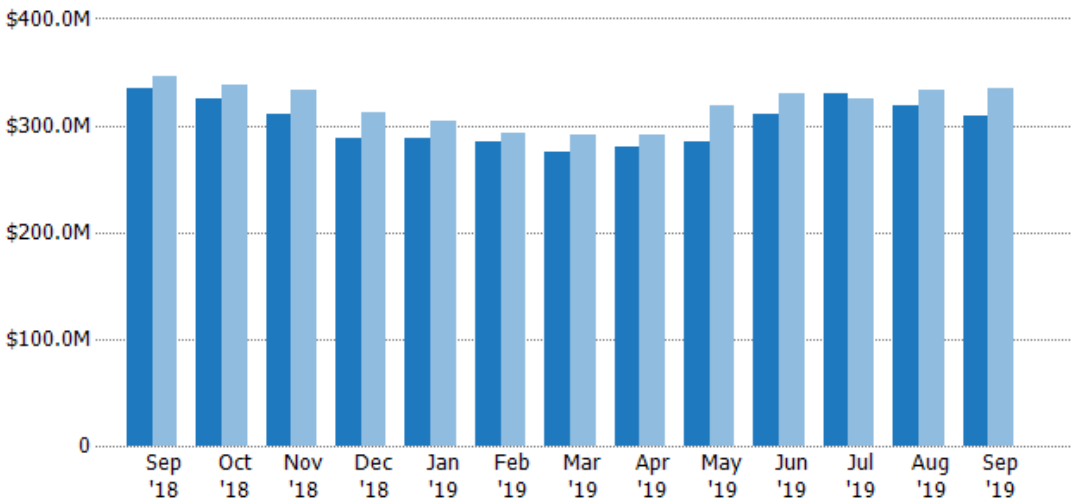
	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19
Current Year	632	624	591	548	546	537	505	519	557	606	630	626	605
Prior Year	710	688	652	598	569	567	583	568	619	639	632	648	632
Percent Change from Prior Year	-11%	-9%	-9%	-8%	-4%	-5%	-13%	-9%	-10%	-5%	0%	-3%	-4%

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.
Sep '19	\$309M	-7.5%
Sep '18	\$334M	-3.6%
Sep '17	\$346M	-5.5%

	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19
Current Year	\$334M	\$324M	\$311M	\$288M	\$287M	\$285M	\$274M	\$279M	\$285M	\$311M	\$329M	\$319M	\$309M
Prior Year	\$346M	\$339M	\$334M	\$312M	\$304M	\$294M	\$290M	\$291M	\$319M	\$329M	\$324M	\$333M	\$334M
Percent Change from Prior Year	-4%	-4%	-7%	-8%	-5%	-3%	-6%	-4%	-11%	-6%	2%	-4%	-7%

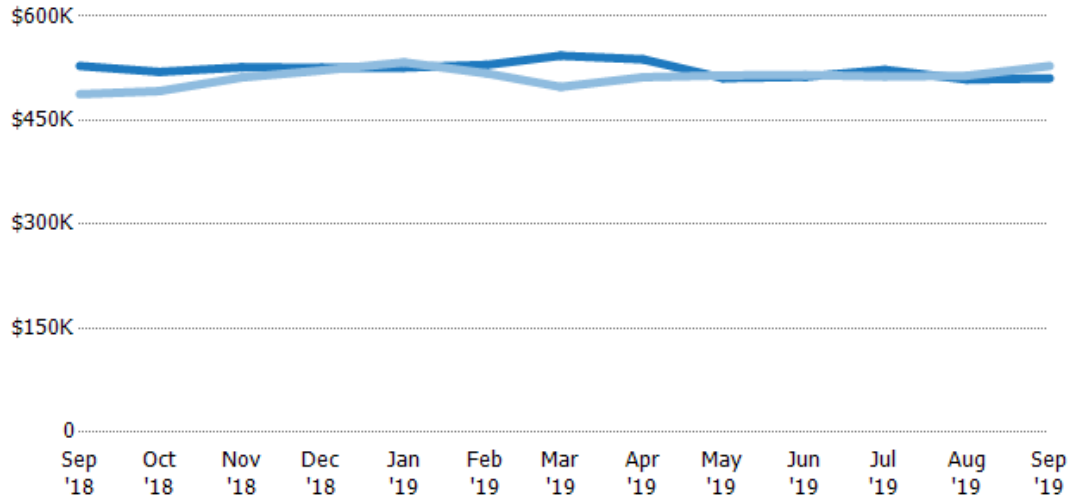
Average Listing Price

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.
Sep '19	\$511K	-3.4%
Sep '18	\$528K	8.3%
Sep '17	\$488K	-11.8%



Current Year	\$528K	\$520K	\$526K	\$526K	\$526K	\$530K	\$543K	\$538K	\$511K	\$513K	\$523K	\$509K	\$511K
Prior Year	\$488K	\$492K	\$512K	\$522K	\$534K	\$518K	\$498K	\$512K	\$515K	\$515K	\$513K	\$514K	\$528K
Percent Change from Prior Year	8%	6%	3%	1%	-1%	2%	9%	5%	-1%	-1%	2%	-1%	-3%

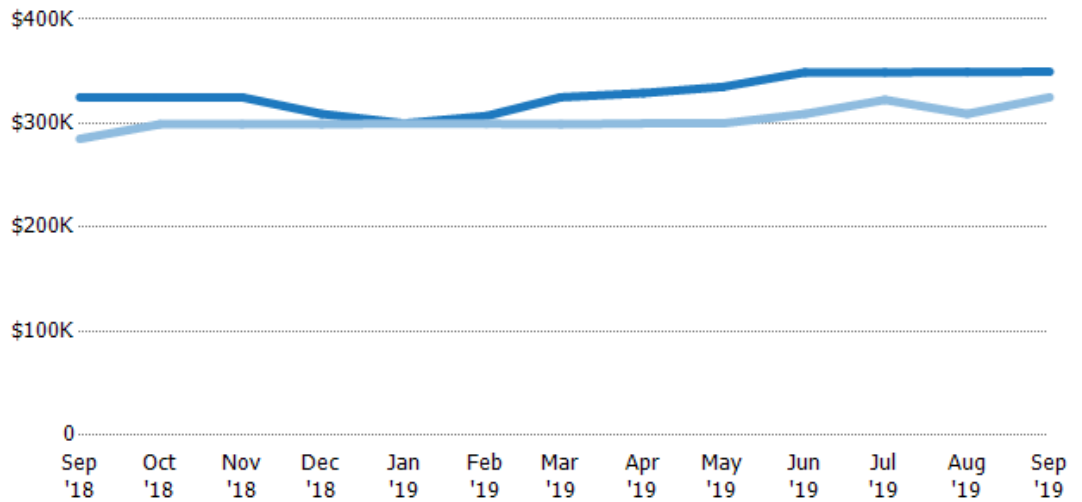
Median Listing Price

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.
Sep '19	\$350K	7.6%
Sep '18	\$325K	14%
Sep '17	\$285K	-9.1%



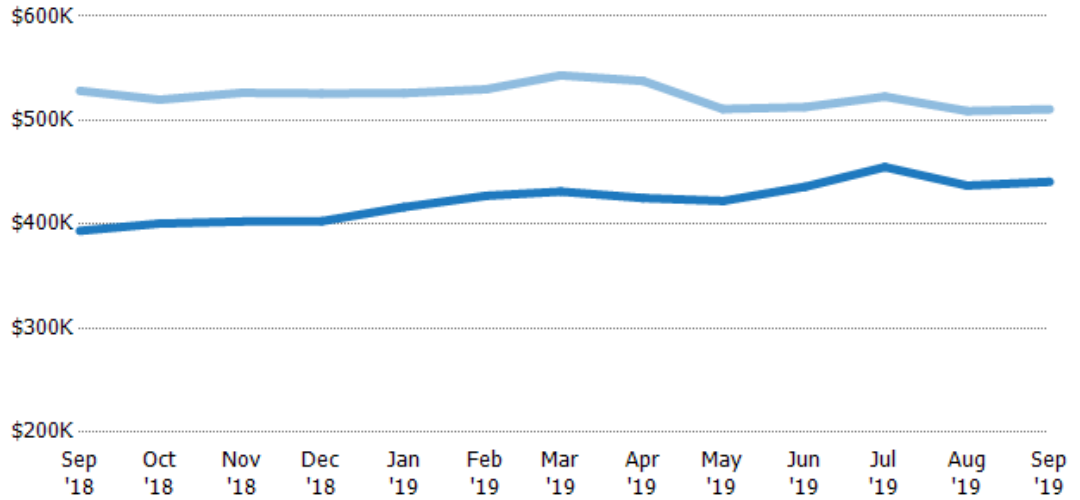
Current Year	\$325K	\$325K	\$325K	\$309K	\$300K	\$307K	\$325K	\$329K	\$335K	\$349K	\$349K	\$349K	\$350K
Prior Year	\$285K	\$299K	\$299K	\$299K	\$300K	\$300K	\$299K	\$300K	\$300K	\$309K	\$323K	\$309K	\$325K
Percent Change from Prior Year	14%	9%	9%	3%	0%	3%	9%	10%	12%	13%	8%	13%	8%

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



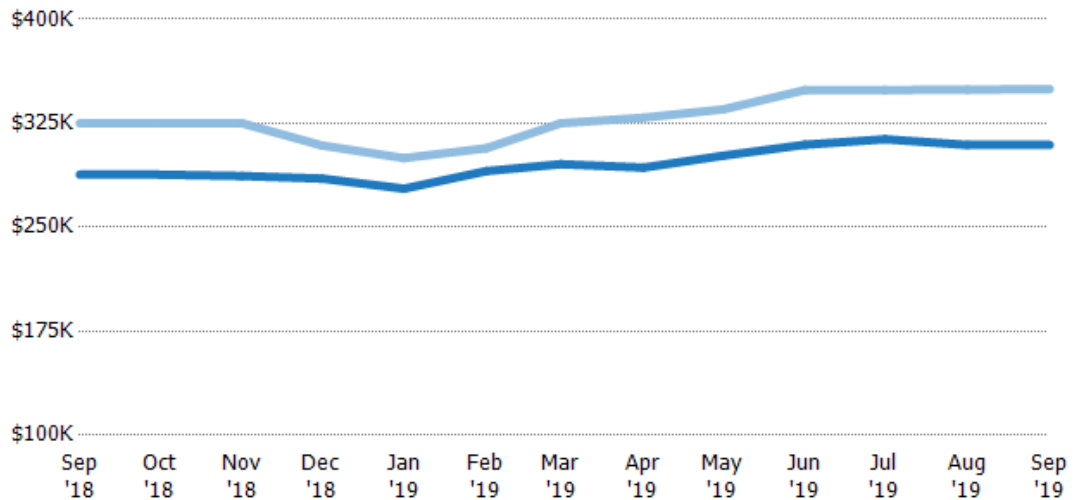
	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19
Avg Est Value	\$394K	\$401K	\$403K	\$403K	\$416K	\$427K	\$431K	\$425K	\$422K	\$436K	\$455K	\$437K	\$441K
Avg Listing Price	\$528K	\$520K	\$526K	\$526K	\$526K	\$530K	\$543K	\$538K	\$511K	\$513K	\$523K	\$509K	\$511K
Avg Listing Price as a % of Avg Est Value	134%	130%	131%	130%	126%	124%	126%	126%	121%	118%	115%	116%	116%

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



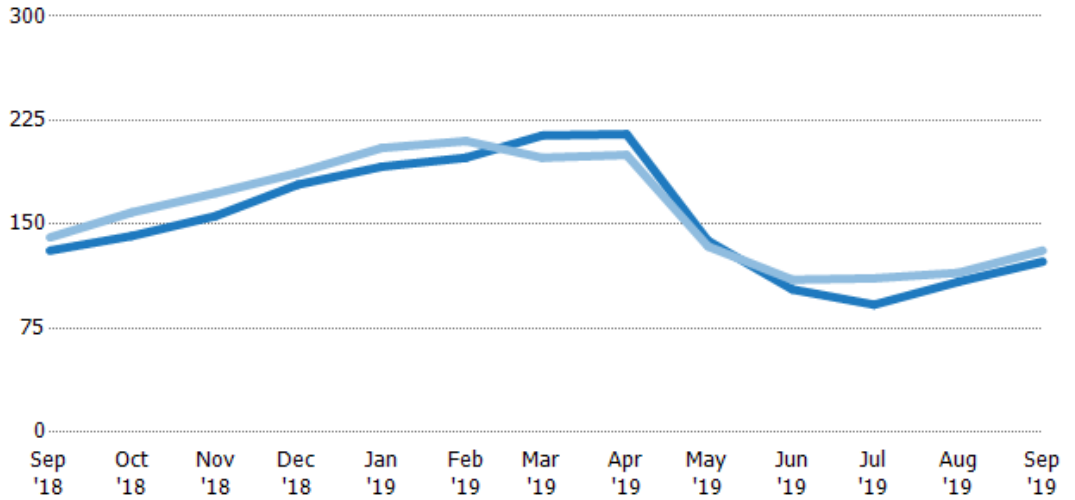
	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19
Median Est Value	\$288K	\$288K	\$287K	\$285K	\$278K	\$291K	\$296K	\$293K	\$302K	\$310K	\$314K	\$309K	\$309K
Median Listing Price	\$325K	\$325K	\$325K	\$309K	\$300K	\$307K	\$325K	\$329K	\$335K	\$349K	\$349K	\$349K	\$350K
Med Listing Price as a % of Med Est Value	113%	113%	113%	108%	108%	106%	110%	112%	111%	113%	111%	113%	113%

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



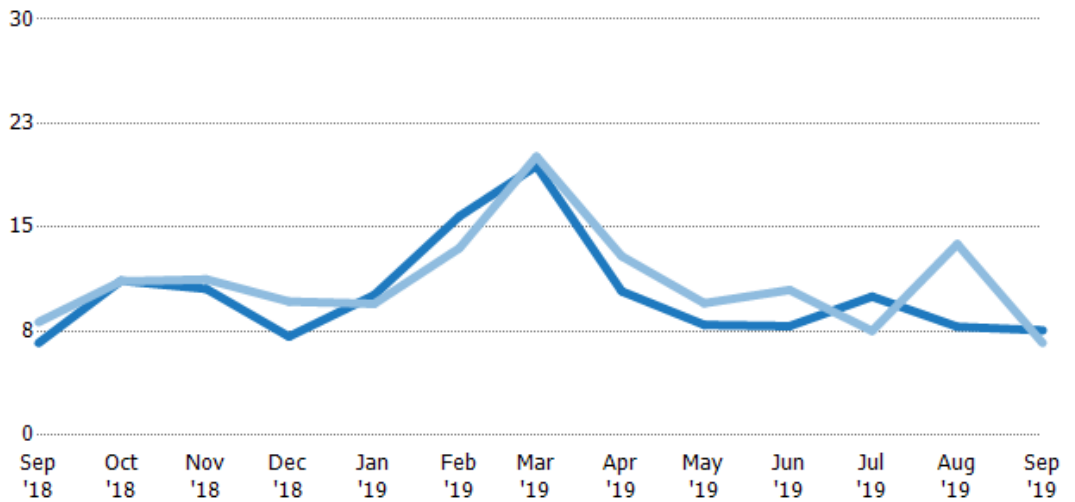
	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19
Current Year	131	142	156	179	192	198	214	215	138	103	92	109	123
Prior Year	141	159	173	187	205	210	198	200	134	110	111	115	131
Percent Change from Prior Year	-7%	-11%	-10%	-5%	-7%	-6%	8%	8%	3%	-6%	-17%	-6%	-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



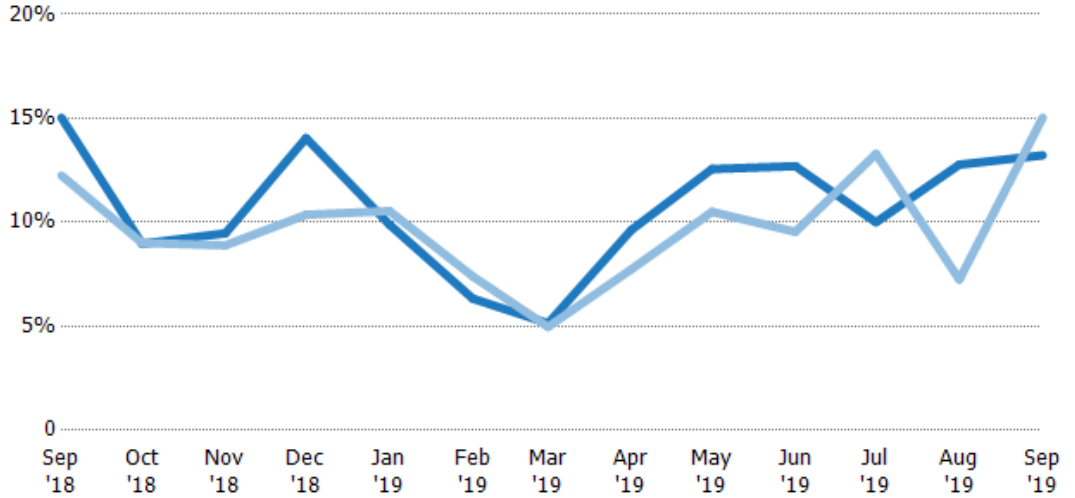
	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19
Current Year	6.65	11.1	10.6	7.12	10.1	15.8	19.4	10.4	7.96	7.87	10	7.83	7.56
Prior Year	8.16	11.1	11.2	9.65	9.48	13.5	20.1	12.9	9.52	10.5	7.52	13.8	6.65
Percent Change from Prior Year	-18%	0%	-6%	-26%	7%	17%	-3%	-20%	-16%	-25%	33%	-43%	14%

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.
Sep '19	13%	1.8%
Sep '18	15%	-2.8%
Sep '17	12%	-44.2%

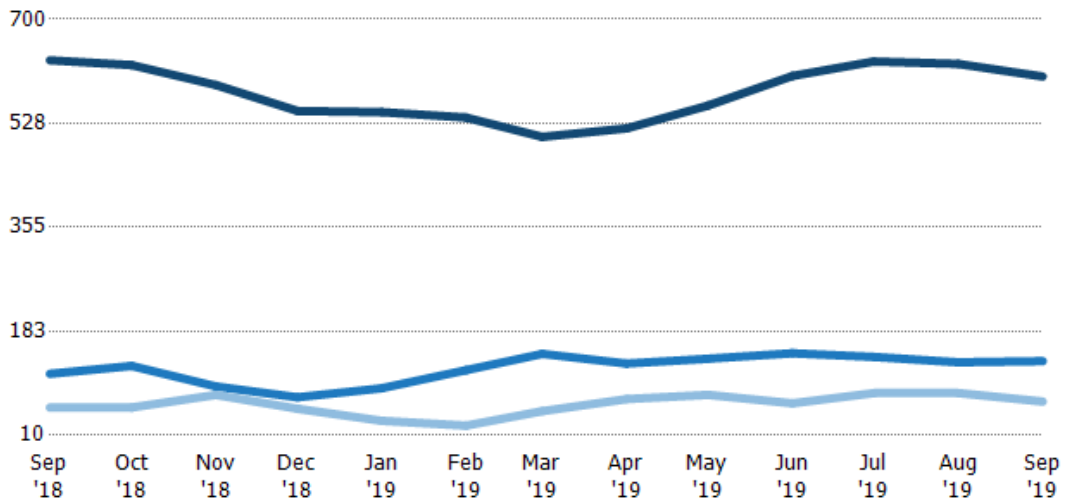
	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19
Current Year	15%	9%	9%	14%	10%	6%	5%	10%	13%	13%	10%	13%	13%
Prior Year	12%	9%	9%	10%	11%	7%	5%	8%	11%	10%	13%	7%	15%
Change from Prior Year	-3%	0%	-1%	-4%	1%	1%	0%	-2%	-2%	-3%	3%	-6%	2%

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



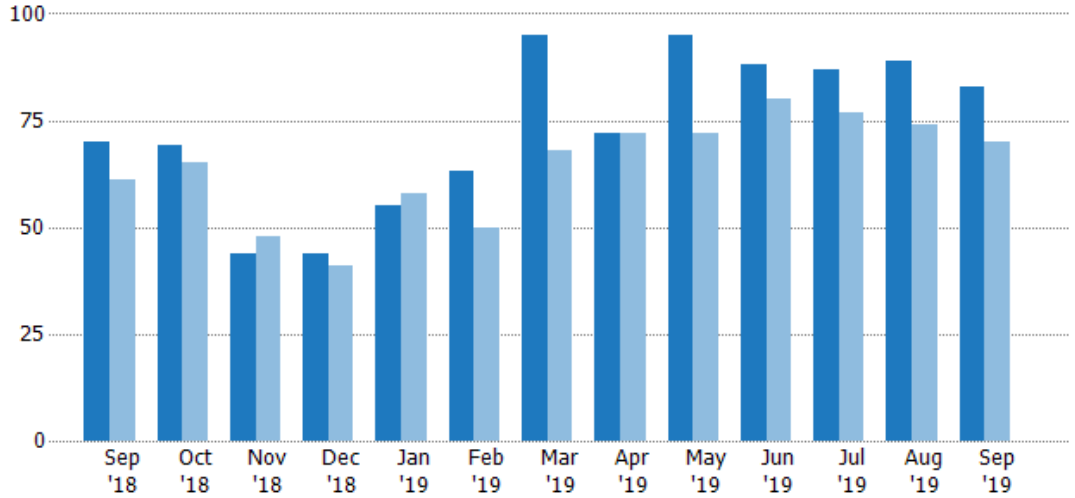
	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19
Active	632	624	591	548	546	537	505	519	557	606	630	626	605
Pending	112	125	91	73	88	118	145	129	137	146	140	131	133
Sold	56	56	77	54	34	26	50	70	77	63	80	80	66

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



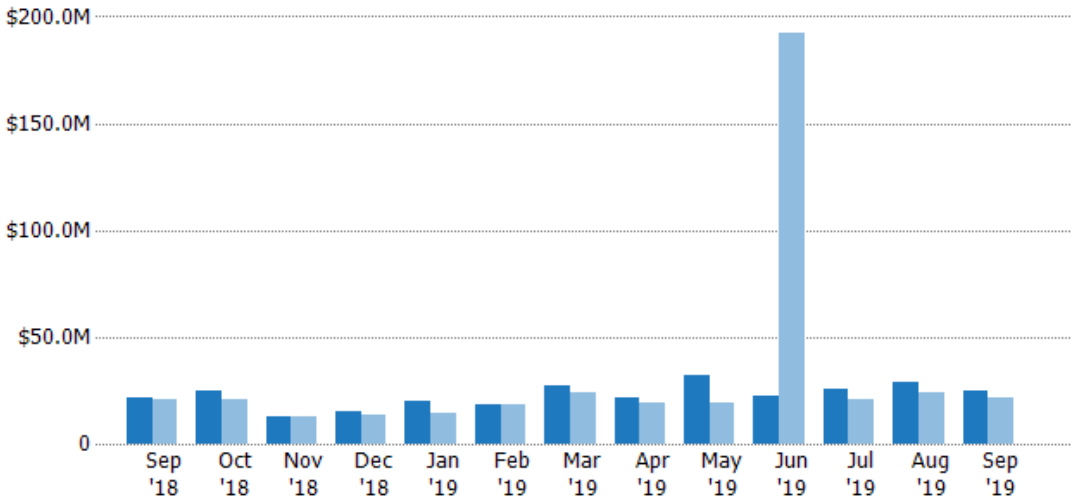
Month/Year	Current Year	Prior Year	Percent Change from Prior Year
Sep '18	70	61	15%
Oct '18	69	65	6%
Nov '18	44	48	-8%
Dec '18	44	41	7%
Jan '19	55	58	-5%
Feb '19	63	50	26%
Mar '19	95	68	40%
Apr '19	72	72	0%
May '19	95	72	32%
Jun '19	88	80	10%
Jul '19	87	77	13%
Aug '19	89	74	20%
Sep '19	83	70	19%

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	Current Year	Prior Year	Percent Change from Prior Year
Sep '18	\$21.6M	\$21M	3%
Oct '18	\$24.9M	\$20.5M	22%
Nov '18	\$13M	\$12.7M	3%
Dec '18	\$14.9M	\$13.2M	13%
Jan '19	\$19.9M	\$14.3M	39%
Feb '19	\$18.1M	\$18.1M	0%
Mar '19	\$26.9M	\$24.4M	11%
Apr '19	\$21.4M	\$19M	13%
May '19	\$32M	\$19.4M	65%
Jun '19	\$22.7M	\$192M	-88%
Jul '19	\$25.6M	\$20.7M	23%
Aug '19	\$29.2M	\$23.9M	22%
Sep '19	\$24.6M	\$21.6M	14%

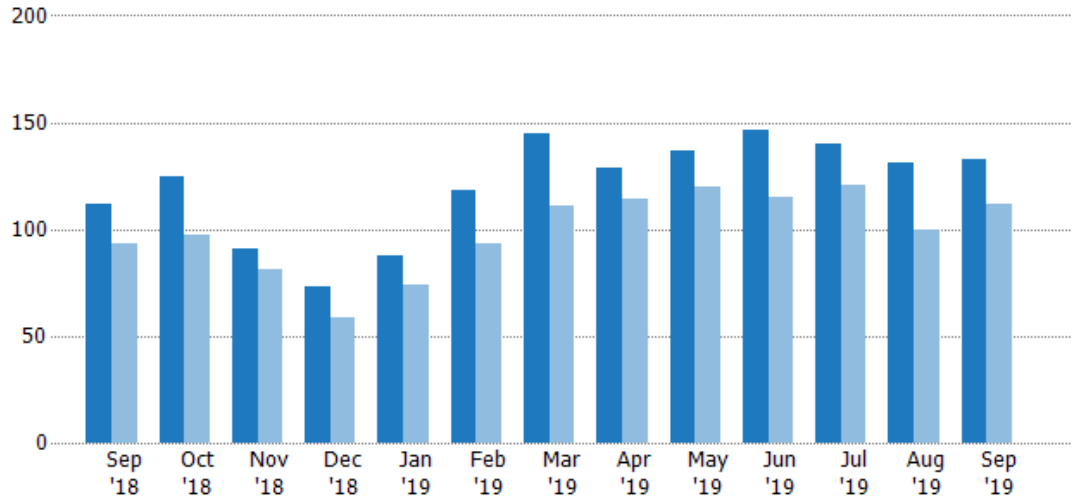
Pending Sales

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.
Sep '19	133	18.8%
Sep '18	112	20.4%
Sep '17	93	33.3%



Current Year	112	125	91	73	88	118	145	129	137	146	140	131	133
Prior Year	93	97	81	59	74	93	111	114	120	115	121	100	112
Percent Change from Prior Year	20%	29%	12%	24%	19%	27%	31%	13%	14%	27%	16%	31%	19%

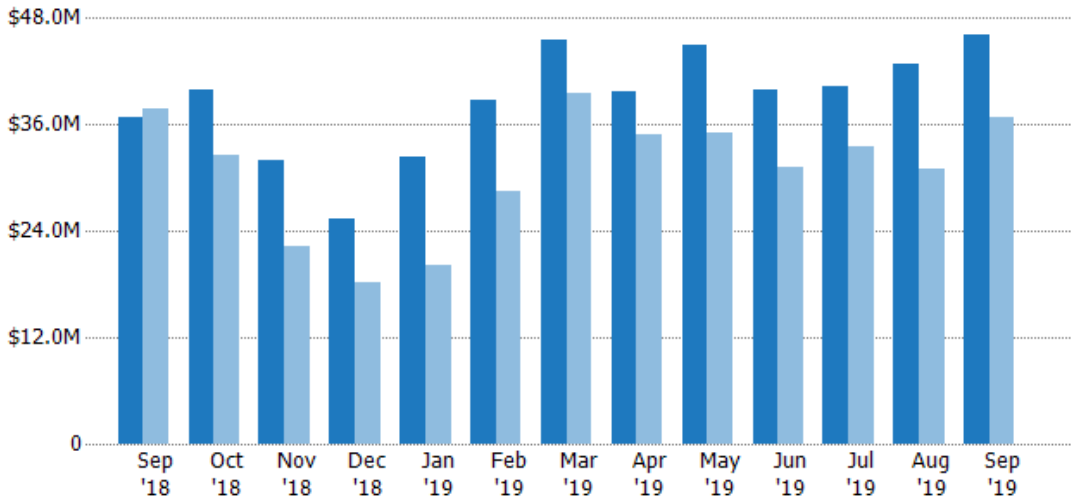
Pending Sales Volume

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.
Sep '19	\$46M	24.8%
Sep '18	\$36.9M	-2.3%
Sep '17	\$37.8M	-3.4%



Current Year	\$36.9M	\$39.8M	\$32M	\$25.5M	\$32.3M	\$38.7M	\$45.5M	\$39.8M	\$45M	\$39.9M	\$40.3M	\$42.9M	\$46M
Prior Year	\$37.8M	\$32.5M	\$22.3M	\$18.2M	\$20.2M	\$28.5M	\$39.6M	\$34.9M	\$35M	\$31.1M	\$33.5M	\$31M	\$36.9M
Percent Change from Prior Year	-2%	22%	44%	40%	60%	36%	15%	14%	28%	28%	20%	38%	25%

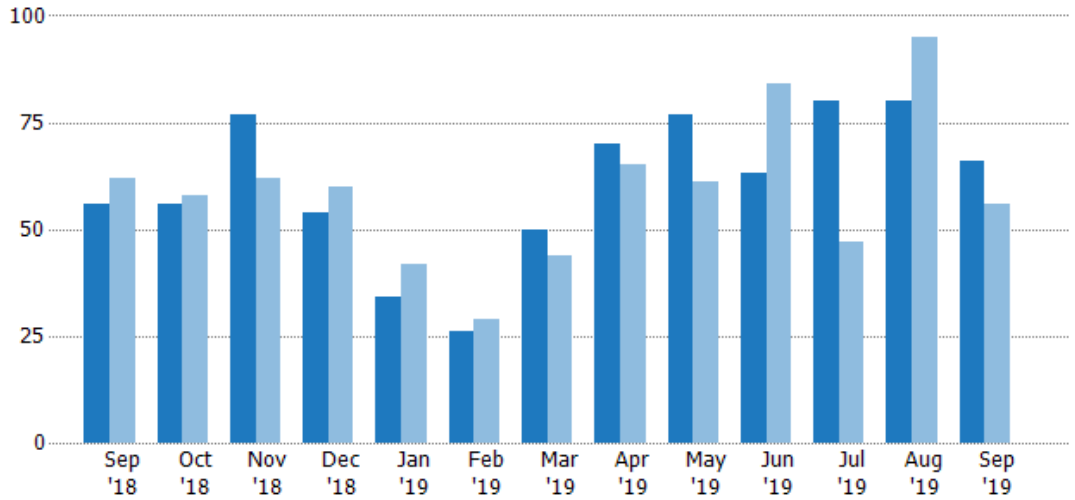
Closed Sales

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.
Sep '19	66	17.9%
Sep '18	56	-9.7%
Sep '17	62	-22.6%



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

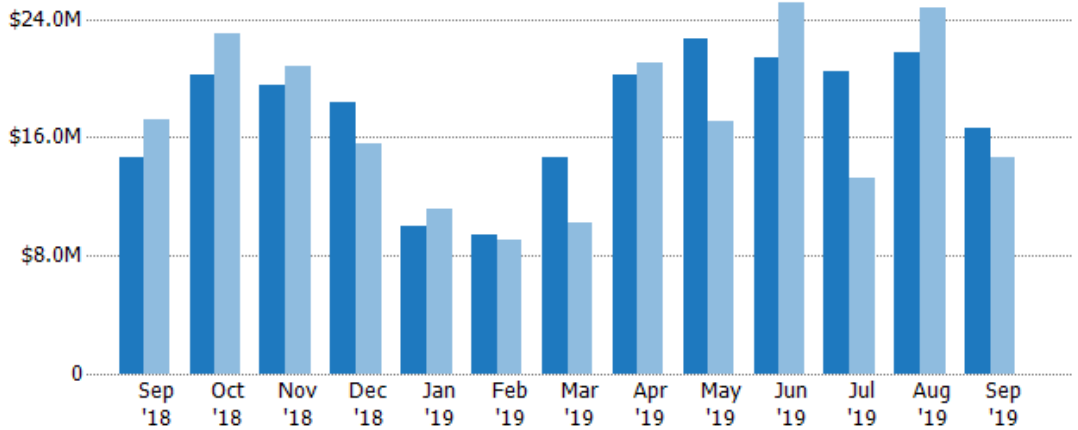
Closed Sales Volume

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.
Sep '19	\$16.7M	14.2%
Sep '18	\$14.6M	-15%
Sep '17	\$17.2M	-38.8%



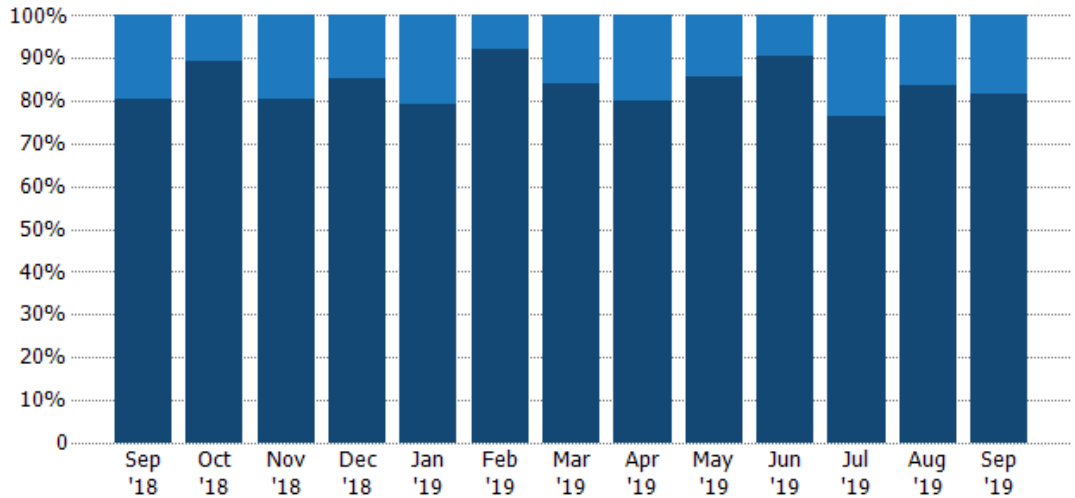
	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19
Current Year	\$14.6M	\$20.2M	\$19.6M	\$18.4M	\$9.99M	\$9.4M	\$14.6M	\$20.2M	\$22.6M	\$21.4M	\$20.4M	\$21.7M	\$16.7M
Prior Year	\$17.2M	\$23.1M	\$20.8M	\$15.6M	\$11.1M	\$9M	\$10.3M	\$21.1M	\$17.1M	\$25.1M	\$13.2M	\$24.8M	\$14.6M
Percent Change from Prior Year	-15%	-12%	-6%	18%	-10%	4%	43%	-4%	32%	-15%	55%	-12%	14%

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



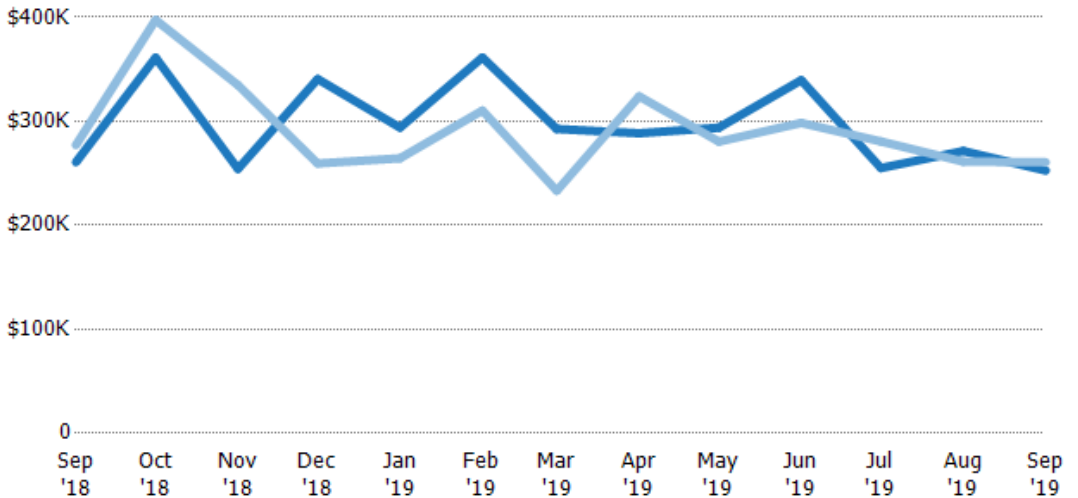
Condo/Townhouse	20%	11%	19%	15%	21%	8%	16%	20%	14%	10%	24%	16%	18%
Single Family Residence	80%	89%	81%	85%	79%	92%	84%	80%	86%	90%	76%	84%	82%

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	\$261K	\$361K	\$254K	\$341K	\$294K	\$361K	\$293K	\$288K	\$294K	\$340K	\$255K	\$271K	\$253K
Prior Year	\$277K	\$398K	\$335K	\$259K	\$264K	\$310K	\$233K	\$324K	\$280K	\$298K	\$281K	\$261K	\$261K
Percent Change from Prior Year	-6%	-9%	-24%	31%	11%	16%	25%	-11%	5%	14%	-9%	4%	-3%

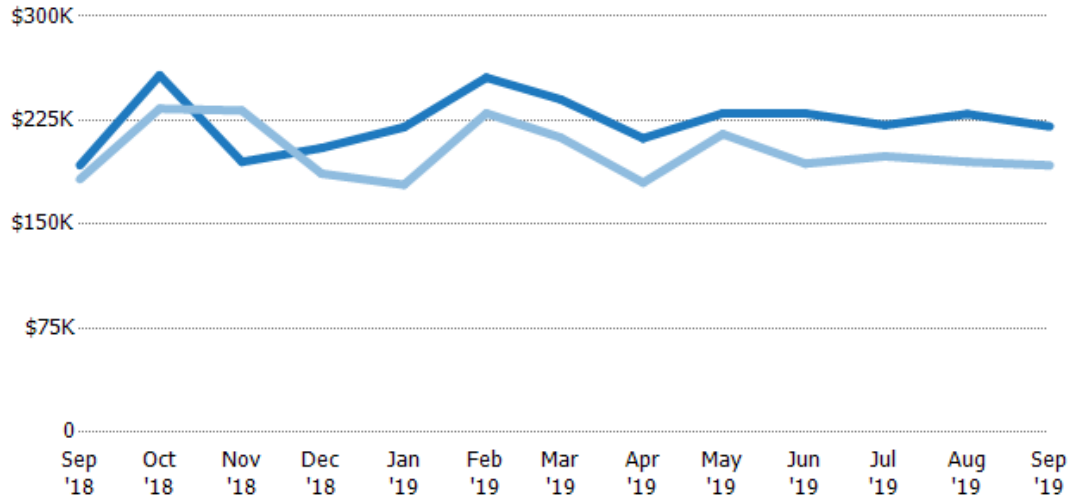
Median Sales Price

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

Month/ Year	Price	% Chg.
Sep '19	\$221K	14.5%
Sep '18	\$193K	5.5%
Sep '17	\$183K	-0.8%



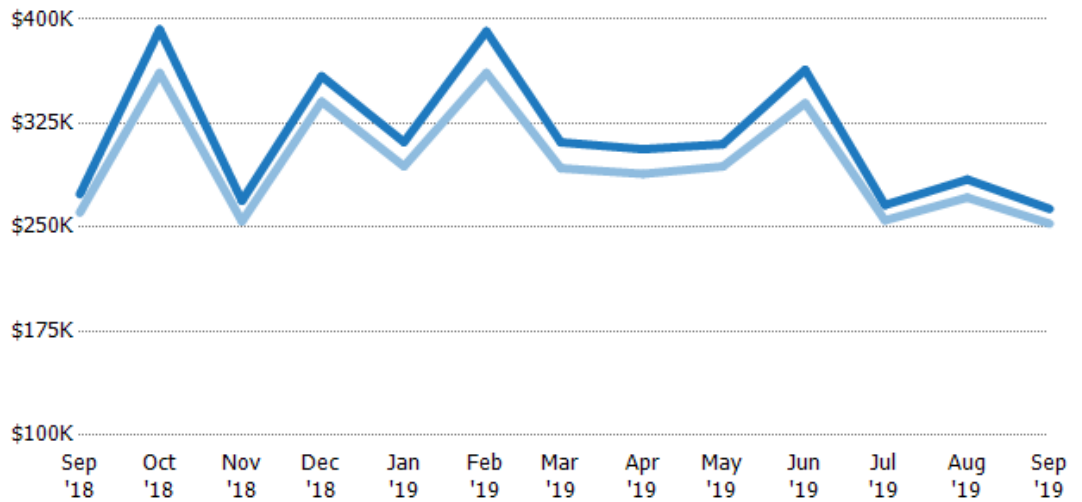
Current Year	\$193K	\$258K	\$195K	\$205K	\$220K	\$256K	\$240K	\$212K	\$230K	\$230K	\$222K	\$230K	\$221K
Prior Year	\$183K	\$233K	\$232K	\$187K	\$179K	\$230K	\$213K	\$180K	\$215K	\$194K	\$199K	\$195K	\$193K
Percent Change from Prior Year	5%	10%	-16%	10%	23%	11%	13%	18%	7%	19%	11%	18%	15%

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



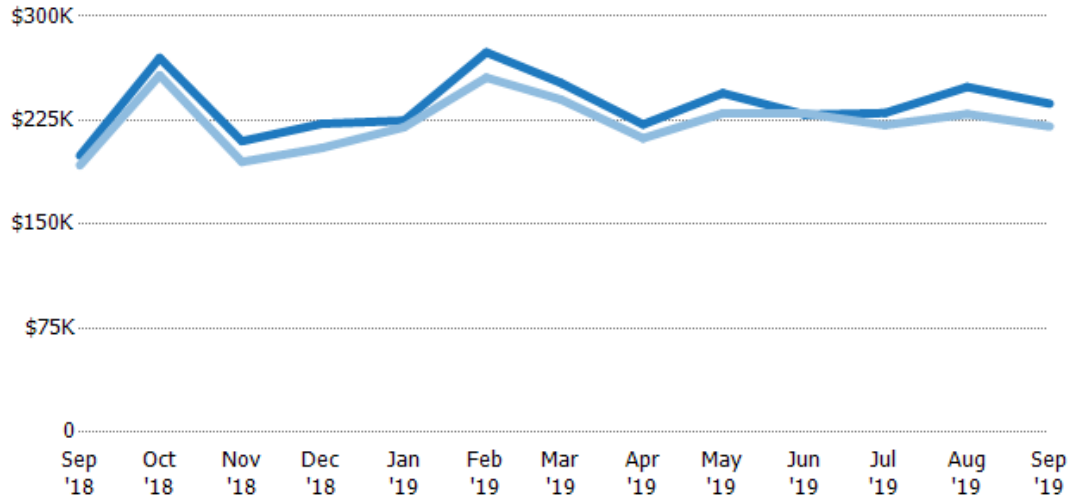
Avg List Price	\$274K	\$393K	\$269K	\$359K	\$311K	\$391K	\$311K	\$306K	\$310K	\$364K	\$266K	\$284K	\$263K
Avg Sales Price	\$261K	\$361K	\$254K	\$341K	\$294K	\$361K	\$293K	\$288K	\$294K	\$340K	\$255K	\$271K	\$253K
Avg Sales Price as a % of Avg List Price	95%	92%	94%	95%	94%	92%	94%	94%	95%	93%	96%	95%	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



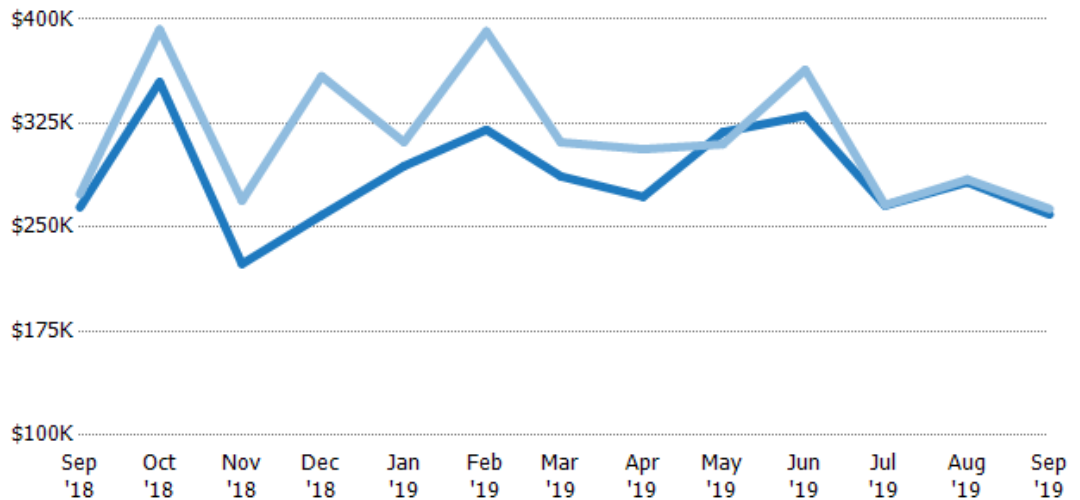
	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19
Median List Price	\$199K	\$270K	\$210K	\$222K	\$225K	\$274K	\$252K	\$222K	\$245K	\$229K	\$230K	\$249K	\$237K
Median Sales Price	\$193K	\$258K	\$195K	\$205K	\$220K	\$256K	\$240K	\$212K	\$230K	\$230K	\$222K	\$230K	\$221K
Med Sales Price as a % of Med List Price	97%	95%	93%	92%	98%	93%	95%	95%	94%	100%	96%	92%	93%

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



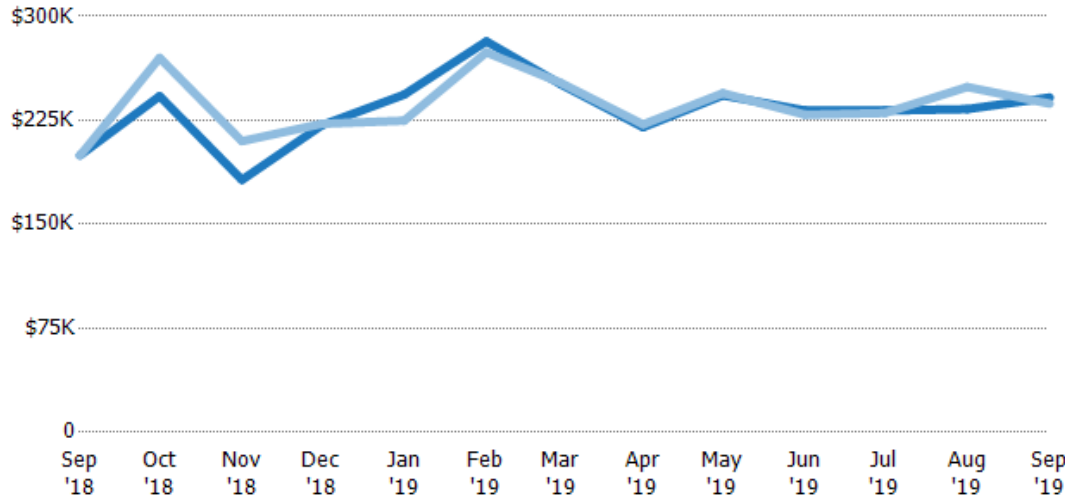
	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19
Avg Est Value	\$264K	\$355K	\$223K	\$259K	\$294K	\$320K	\$287K	\$272K	\$319K	\$330K	\$266K	\$282K	\$259K
Avg Sales Price	\$274K	\$393K	\$269K	\$359K	\$311K	\$391K	\$311K	\$306K	\$310K	\$364K	\$266K	\$284K	\$263K
Avg Sales Price as a % of Avg Est Value	104%	111%	120%	139%	106%	122%	109%	113%	97%	110%	100%	101%	102%

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



	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19
Median Est Value	\$200K	\$242K	\$182K	\$221K	\$243K	\$282K	\$251K	\$220K	\$243K	\$232K	\$232K	\$233K	\$241K
Median Sales Price	\$199K	\$270K	\$210K	\$222K	\$225K	\$274K	\$252K	\$222K	\$245K	\$229K	\$230K	\$249K	\$237K
Med Sales Price as a % of Med Est Value	100%	111%	115%	101%	92%	97%	100%	101%	101%	99%	99%	107%	98%