

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	May 2020	May 2019	+ / -	YTD 2020	YTD 2019	+ / -
Listing Activity Charts Metrics						
New Listing Count	96	154	-37.7%	334	452	-26.1%
New Listing Volume	\$47,929,450	\$59,457,149	-19.4%	\$149,999,848	\$174,177,570	-13.9%
Active Listing Count	336	567	-40.7%	N/A	N/A	
Active Listing Volume	\$199,318,917	\$281,645,940	-29.2%	N/A	N/A	
Average Listing Price	\$593,211	\$496,730	+19.4%	\$537,476	\$506,330	+6.2%
Median Listing Price	\$416,500	\$329,000	+26.6%	\$372,992	\$314,664	+18.5%
Median Days in RPR	182	149	+22.1%	199.28	189.81	+5%
Months of Inventory	8.8	8.1	+9.2%	7.8	11.5	-32.3%
Absorption Rate	11.31%	12.35%	-1%	12.88%	8.72%	+4.2%
Sales Activity Charts Metrics						
New Pending Sales Count	119	91	+30.8%	387	371	+4.3%
New Pending Sales Volume	\$47,352,995	\$30,842,499	+53.5%	\$133,230,684	\$115,638,465	+15.2%
Pending Sales Count	167	116	+44%	N/A	N/A	
Pending Sales Volume	\$57,130,395	\$38,549,797	+48.2%	N/A	N/A	
Closed Sales Count	50	76	-34.2%	220	252	-12.7%
Closed Sales Volume	\$15,718,560	\$22,476,392	-30.1%	\$67,980,112	\$75,018,482	-9.4%
Average Sales Price	\$314,371	\$295,742	+6.3%	\$309,001	\$297,692	+3.8%
Median Sales Price	\$218,750	\$231,500	-5.5%	\$224,389	\$226,502	-0.9%

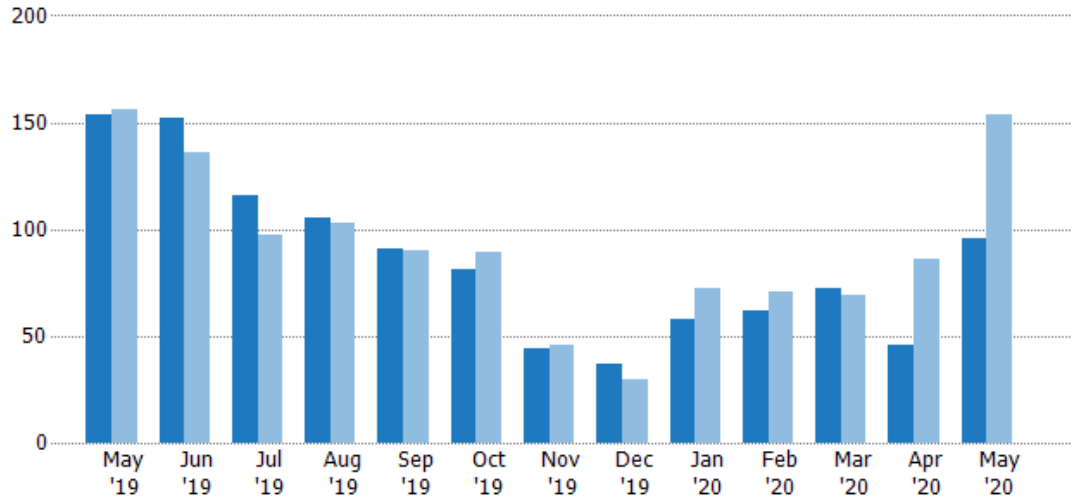
New Listings

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.
May '20	96	-37.7%
May '19	154	-1.3%
May '18	156	3.8%



Current Year	154	152	116	105	91	81	44	37	58	62	72	46	96
Prior Year	156	136	97	103	90	89	46	30	72	71	69	86	154
Percent Change from Prior Year	-1%	12%	20%	2%	1%	-9%	-4%	23%	-10%	-13%	4%	-47%	-38%

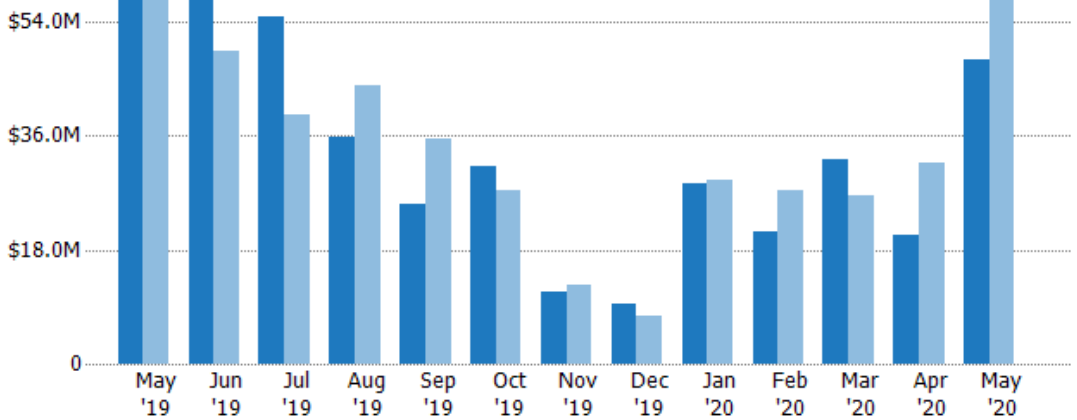
New Listing Volume

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.
May '20	\$47.9M	-19.4%
May '19	\$59.5M	-1.8%
May '18	\$60.5M	9.6%



Current Year	\$59.5M	\$59.9M	\$54.9M	\$35.9M	\$25.2M	\$31.1M	\$11.3M	\$9.55M	\$28.5M	\$20.9M	\$32.4M	\$20.3M	\$47.9M
Prior Year	\$60.5M	\$49.3M	\$39.4M	\$43.9M	\$35.4M	\$27.4M	\$12.5M	\$7.48M	\$29M	\$27.4M	\$26.5M	\$31.8M	\$59.5M
Percent Change from Prior Year	-2%	22%	39%	-18%	-29%	13%	-10%	28%	-2%	-24%	22%	-36%	-19%

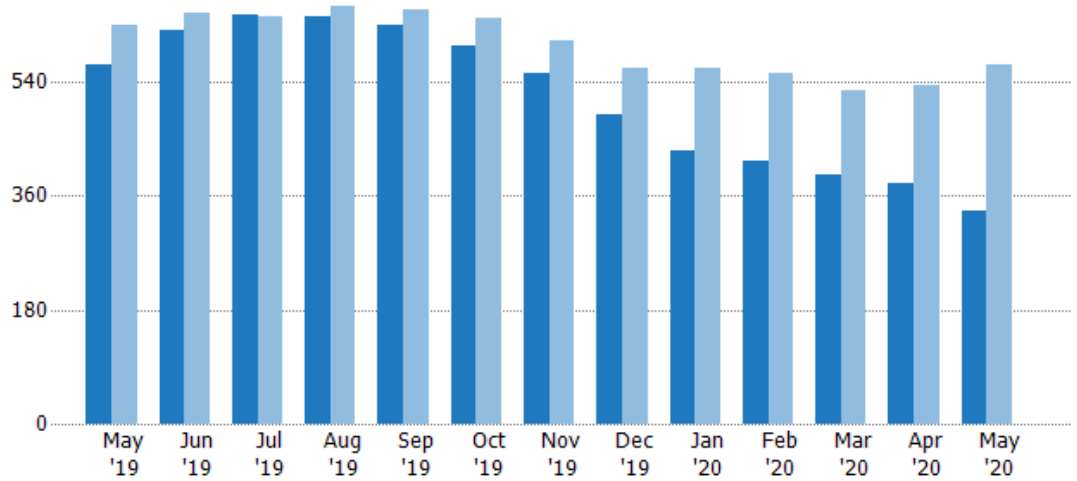
Active Listings

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.
May '20	336	-40.7%
May '19	567	-10%
May '18	630	4.9%



Current Year	567	620	646	643	629	598	554	488	432	415	394	379	336
Prior Year	630	649	644	660	654	639	605	562	562	554	525	534	567
Percent Change from Prior Year	-10%	-4%	0%	-3%	-4%	-6%	-8%	-13%	-23%	-25%	-25%	-29%	-41%

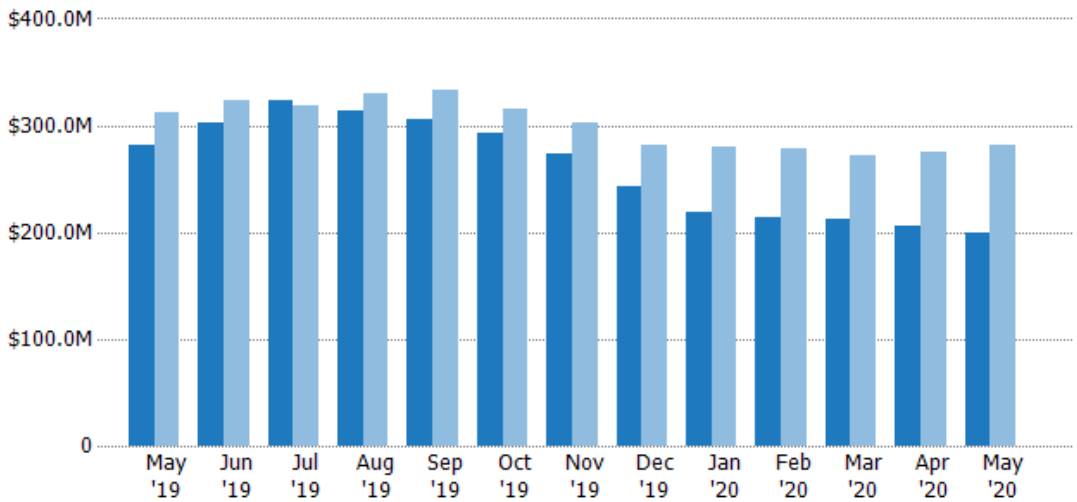
Active Listing Volume

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.
May '20	\$199M	-29.2%
May '19	\$282M	-9.9%
May '18	\$312M	1.4%



Current Year	\$282M	\$302M	\$323M	\$314M	\$305M	\$293M	\$273M	\$243M	\$219M	\$214M	\$212M	\$207M	\$199M
Prior Year	\$312M	\$324M	\$318M	\$329M	\$334M	\$316M	\$302M	\$281M	\$280M	\$279M	\$272M	\$275M	\$282M
Percent Change from Prior Year	-10%	-7%	2%	-5%	-9%	-7%	-10%	-14%	-22%	-23%	-22%	-25%	-29%

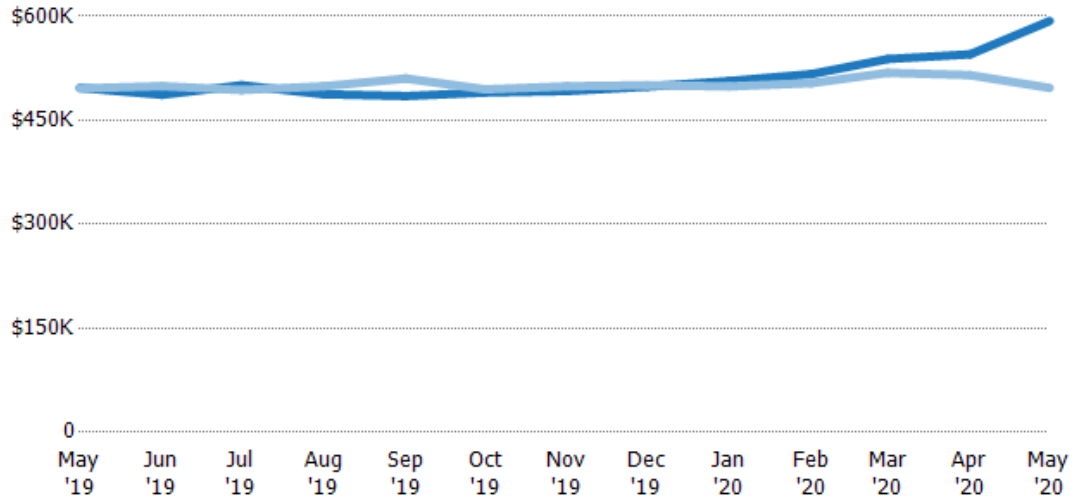
Average Listing Price

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.
May '20	\$593K	19.4%
May '19	\$497K	0.2%
May '18	\$496K	-3.3%



Current Year	\$497K	\$487K	\$500K	\$488K	\$485K	\$490K	\$492K	\$498K	\$507K	\$517K	\$538K	\$545K	\$593K
Prior Year	\$496K	\$499K	\$494K	\$499K	\$510K	\$495K	\$499K	\$500K	\$499K	\$504K	\$519K	\$515K	\$497K
Percent Change from Prior Year	0%	-2%	1%	-2%	-5%	-1%	-1%	0%	2%	3%	4%	6%	19%

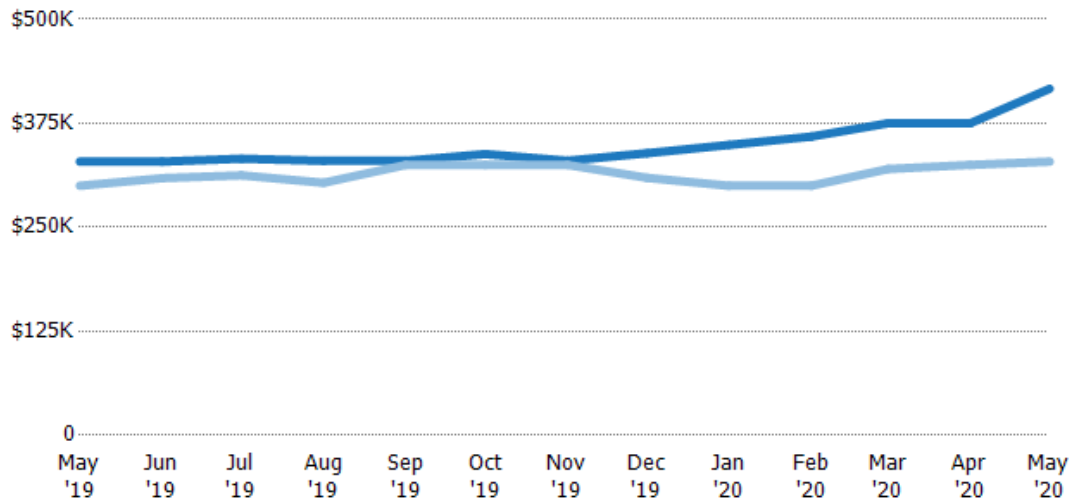
Median Listing Price

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.
May '20	\$417K	26.6%
May '19	\$329K	9.7%
May '18	\$300K	-7%



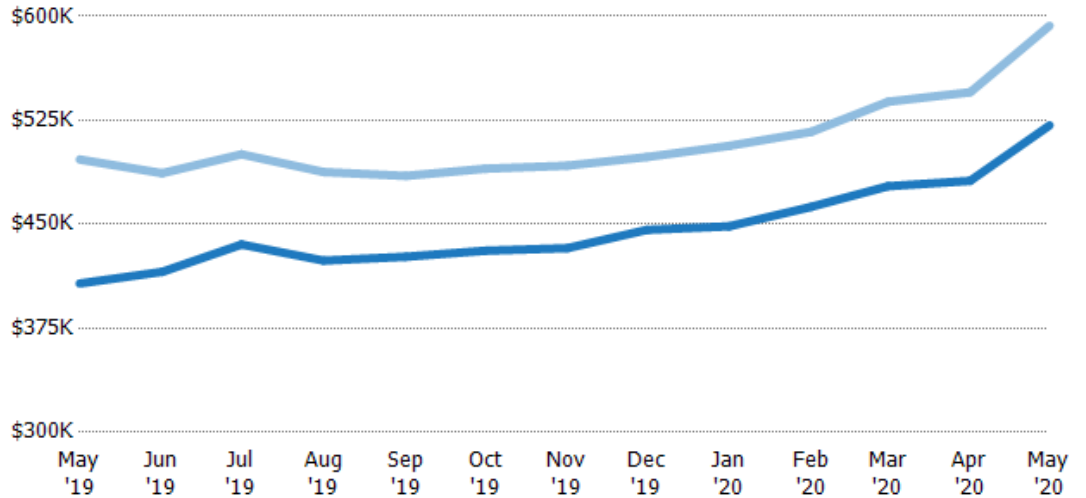
Current Year	\$329K	\$329K	\$332K	\$330K	\$330K	\$338K	\$330K	\$339K	\$349K	\$359K	\$375K	\$375K	\$417K
Prior Year	\$300K	\$309K	\$312K	\$304K	\$325K	\$325K	\$325K	\$309K	\$300K	\$300K	\$320K	\$325K	\$329K
Percent Change from Prior Year	10%	6%	6%	9%	2%	4%	2%	10%	16%	20%	17%	15%	27%

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

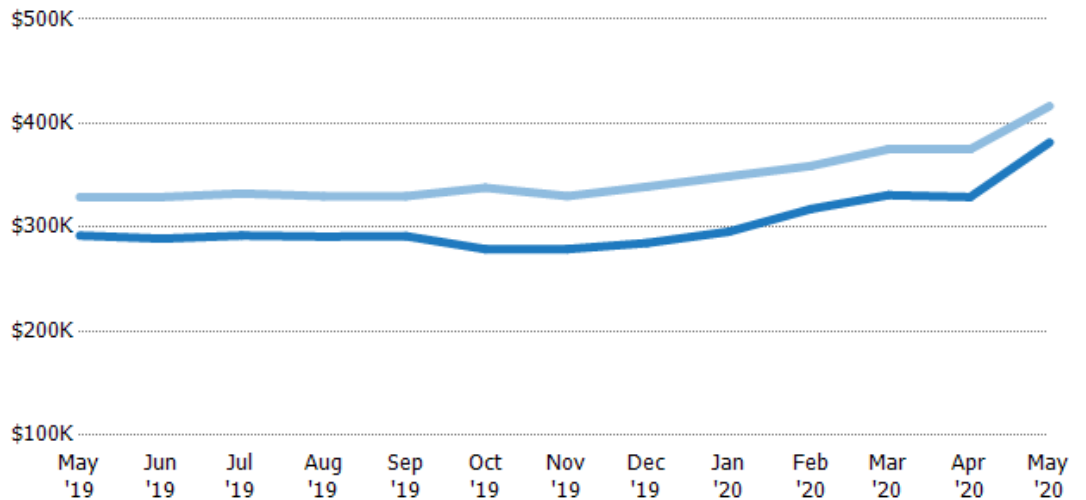


Median Listing Price vs Median Est Value

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

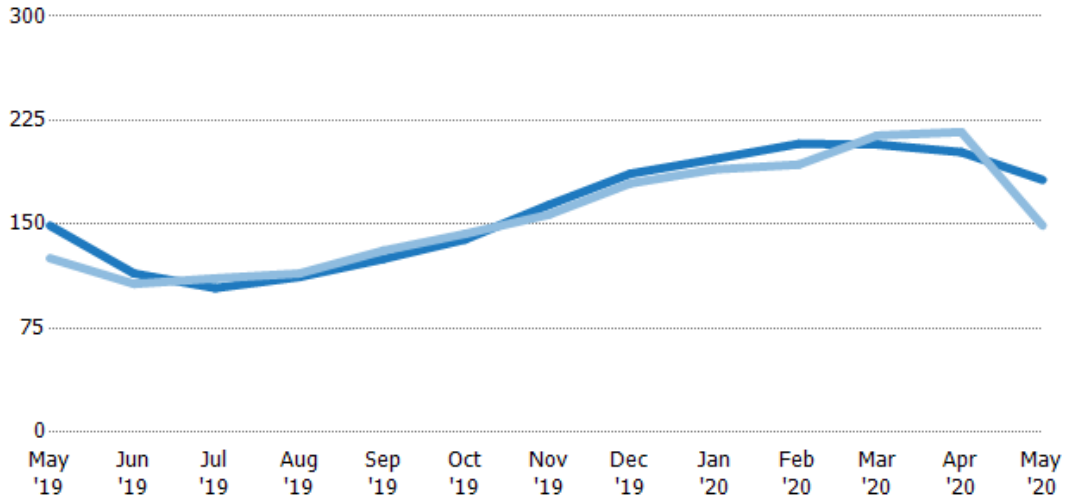


Median Days in RPR

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



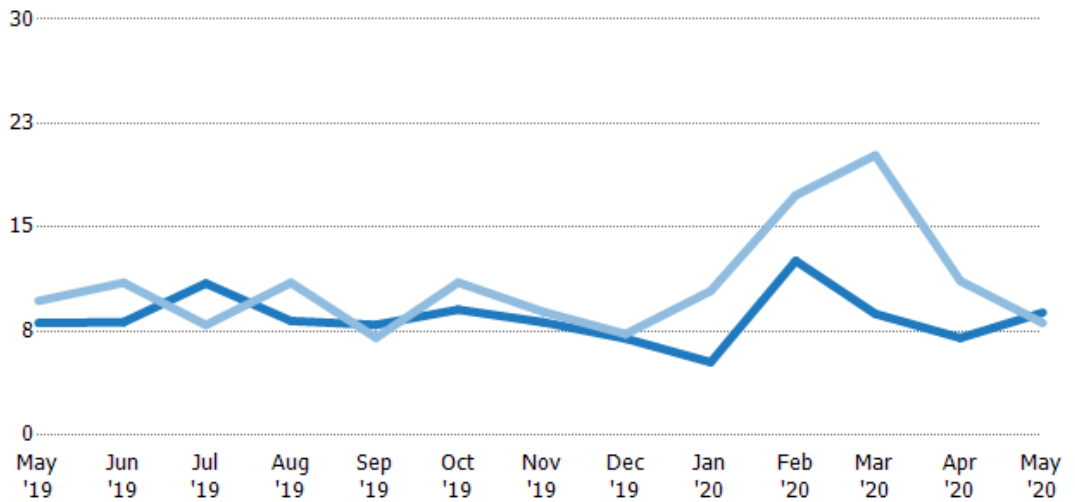
	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20
Current Year	149	115	104	112	125	139	164	187	197	208	208	202	182
Prior Year	126	107	111	115	131	143	157	180	190	193	214	217	149
Percent Change from Prior Year	19%	7%	-6%	-2%	-5%	-3%	4%	4%	4%	8%	-3%	-7%	22%

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



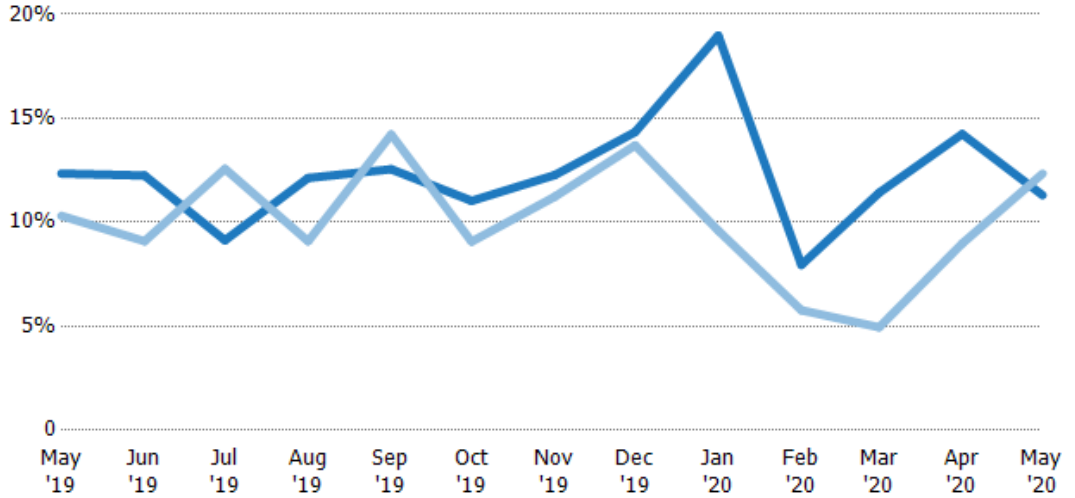
	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20
Current Year	8.1	8.16	10.9	8.24	7.96	9.06	8.15	6.97	5.27	12.6	8.76	7.02	8.84
Prior Year	9.69	11	7.95	11	7.03	11	8.9	7.3	10.4	17.3	20.2	11.1	8.1
Percent Change from Prior Year	-16%	-26%	38%	-25%	13%	-18%	-8%	-4%	-49%	-27%	-57%	-37%	9%

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



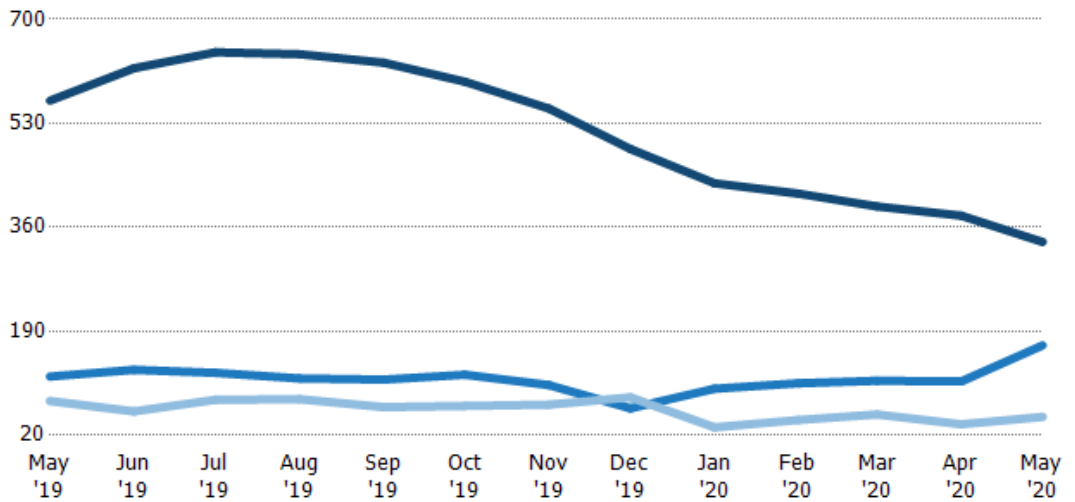
	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20
Current Year	12%	12%	9%	12%	13%	11%	12%	14%	19%	8%	11%	14%	11%
Prior Year	10%	9%	13%	9%	14%	9%	11%	14%	10%	6%	5%	9%	12%
Change from Prior Year	-2%	-3%	3%	-3%	2%	-2%	-1%	-1%	-9%	-2%	-6%	-5%	1%

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



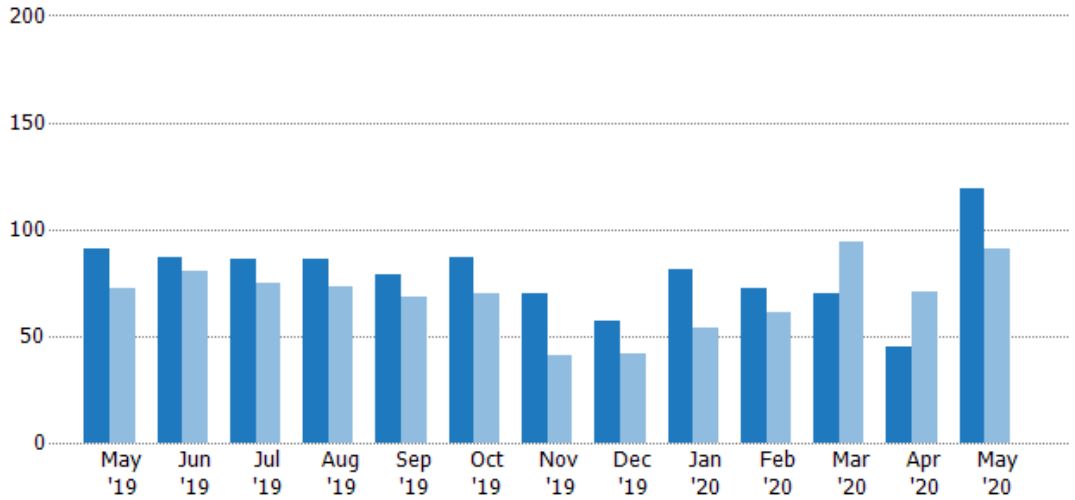
	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20
Active	567	620	646	643	629	598	554	488	432	415	394	379	336
Pending	116	127	122	113	111	119	102	64	96	105	109	108	167
Sold	76	59	78	79	66	68	70	82	33	45	54	38	50

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



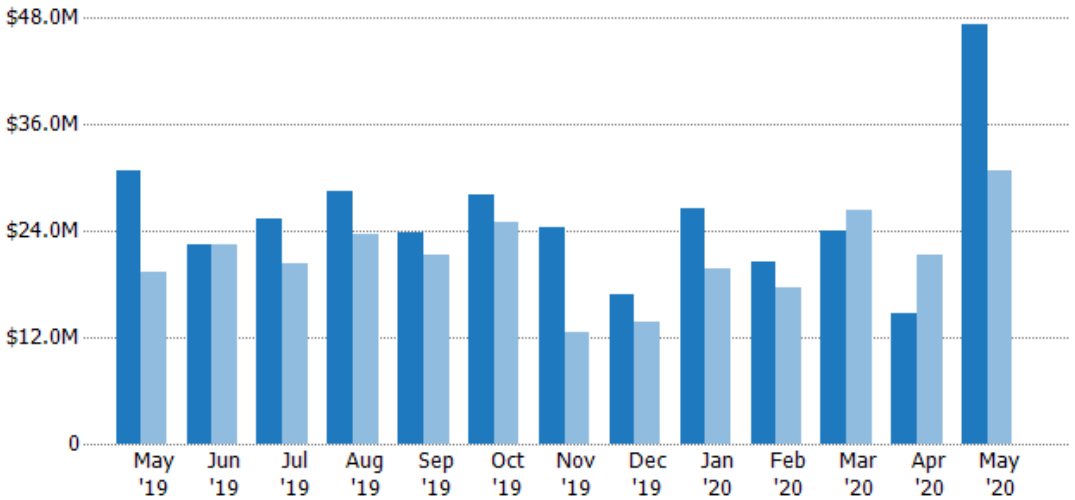
	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20
Current Year	91	87	86	86	79	87	70	57	81	72	70	45	119
Prior Year	72	80	75	73	68	70	41	42	54	61	94	71	91
Percent Change from Prior Year	26%	9%	15%	18%	16%	24%	71%	36%	50%	18%	-26%	-37%	31%

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



	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20
Current Year	\$30.8M	\$22.4M	\$25.3M	\$28.4M	\$23.8M	\$28M	\$24.3M	\$16.9M	\$26.5M	\$20.5M	\$24.1M	\$14.8M	\$47.4M
Prior Year	\$19.4M	\$22.5M	\$20.4M	\$23.6M	\$21.2M	\$25.1M	\$12.5M	\$13.8M	\$19.7M	\$17.6M	\$26.3M	\$21.2M	\$30.8M
Percent Change from Prior Year	59%	-1%	24%	21%	12%	12%	95%	23%	34%	17%	-9%	-30%	54%

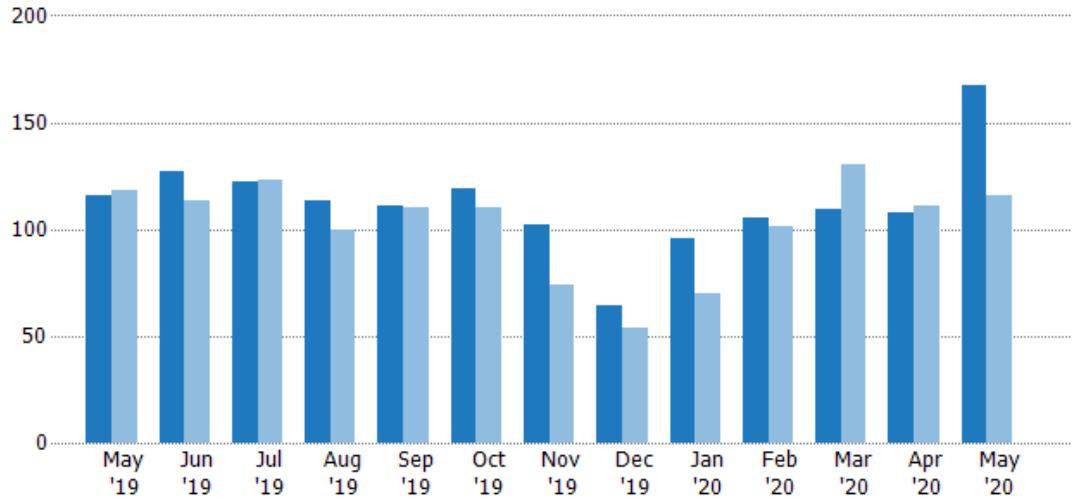
Pending Sales

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.
May '20	167	44%
May '19	116	-1.7%
May '18	118	0%



Current Year	116	127	122	113	111	119	102	64	96	105	109	108	167
Prior Year	118	113	123	100	110	110	74	54	70	101	130	111	116
Percent Change from Prior Year	-2%	12%	-1%	13%	1%	8%	38%	19%	37%	4%	-16%	-3%	44%

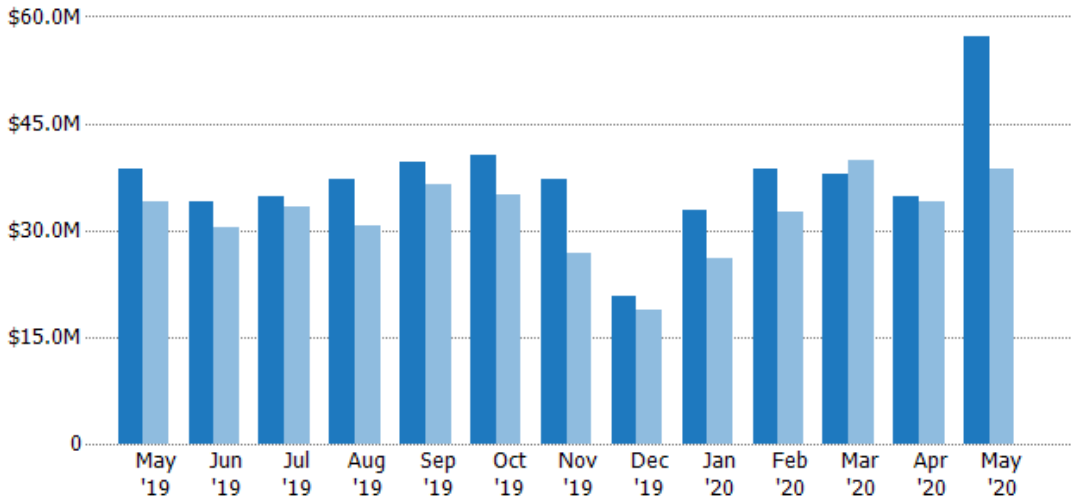
Pending Sales Volume

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.
May '20	\$57.1M	48.2%
May '19	\$38.5M	13.7%
May '18	\$33.9M	10%



Current Year	\$38.5M	\$33.9M	\$34.6M	\$37.1M	\$39.7M	\$40.6M	\$37.2M	\$20.6M	\$32.8M	\$38.6M	\$37.8M	\$34.8M	\$57.1M
Prior Year	\$33.9M	\$30.3M	\$33.3M	\$30.6M	\$36.4M	\$35M	\$26.7M	\$18.8M	\$26.1M	\$32.7M	\$39.9M	\$33.9M	\$38.5M
Percent Change from Prior Year	14%	12%	4%	21%	9%	16%	39%	9%	26%	18%	-5%	3%	48%

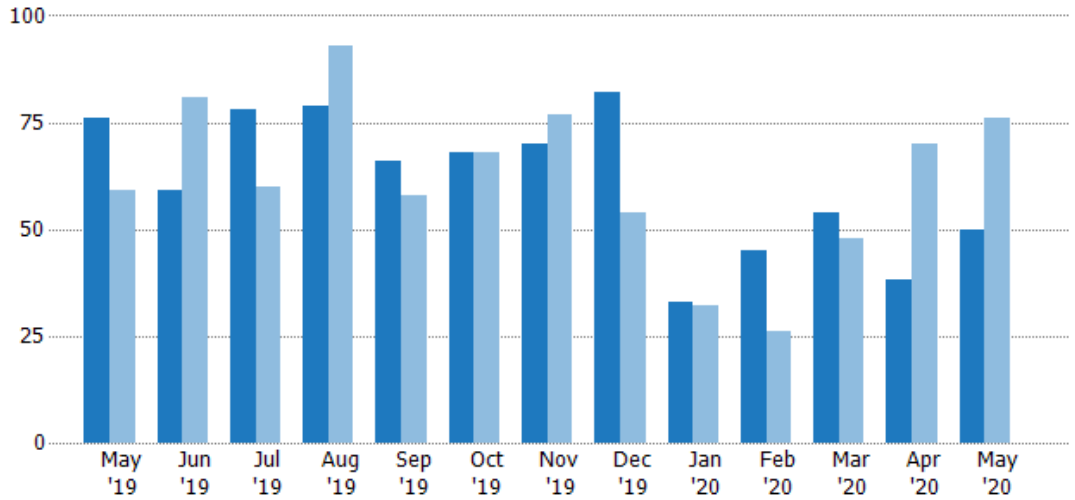
Closed Sales

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.
May '20	50	-34.2%
May '19	76	28.8%
May '18	59	20.3%



Current Year	76	59	78	79	66	68	70	82	33	45	54	38	50
Prior Year	59	81	60	93	58	68	77	54	32	26	48	70	76
Percent Change from Prior Year	29%	-27%	30%	-15%	14%	0%	-9%	52%	3%	73%	13%	-46%	-34%

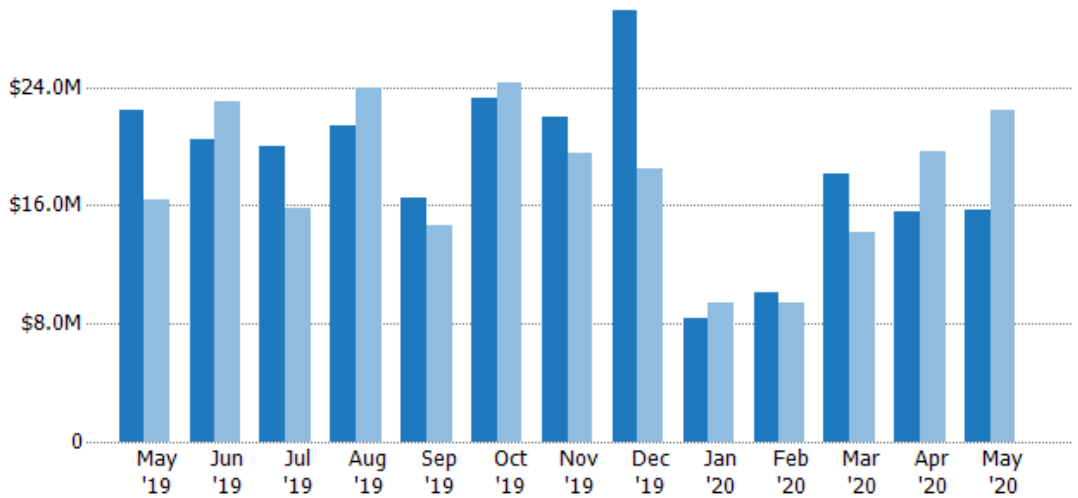
Closed Sales Volume

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.
May '20	\$15.7M	-30.1%
May '19	\$22.5M	37.2%
May '18	\$16.4M	22.3%



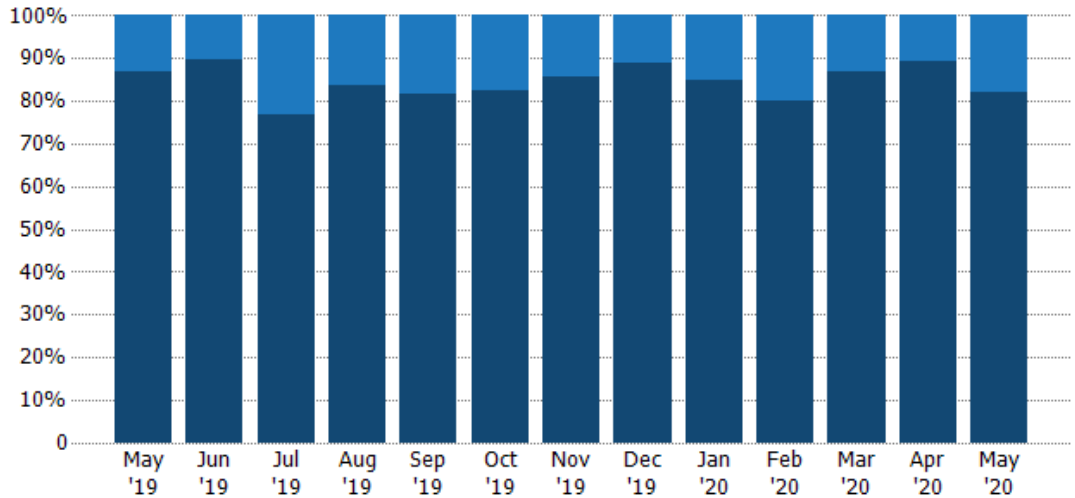
Current Year	\$22.5M	\$20.4M	\$19.9M	\$21.4M	\$16.5M	\$23.3M	\$21.9M	\$29.2M	\$8.41M	\$10.1M	\$18.1M	\$15.6M	\$15.7M
Prior Year	\$16.4M	\$23M	\$15.8M	\$23.9M	\$14.7M	\$24.3M	\$19.6M	\$18.5M	\$9.36M	\$9.4M	\$14.2M	\$19.6M	\$22.5M
Percent Change from Prior Year	37%	-11%	26%	-10%	12%	-4%	12%	58%	-10%	7%	28%	-20%	-30%

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



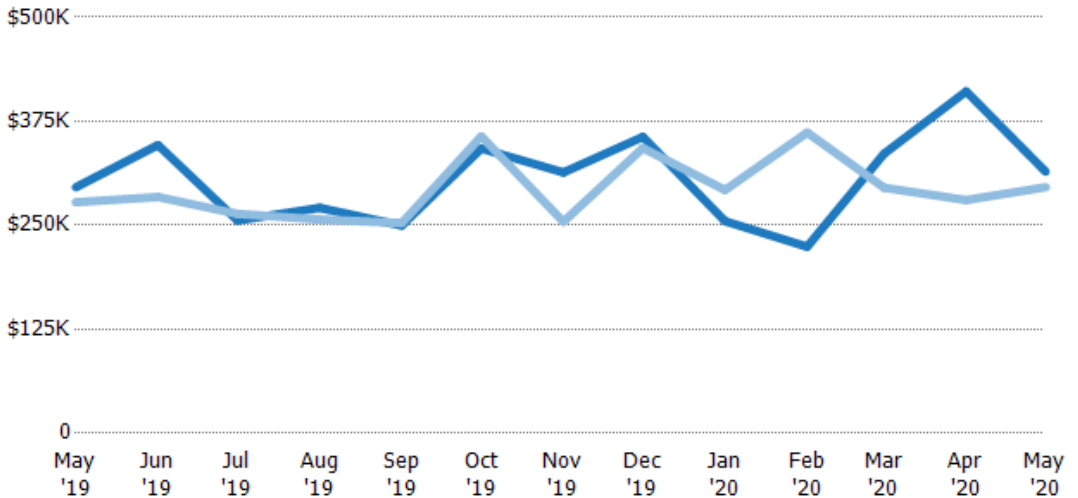
Property Type	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20
Condo/Townhouse	13%	10%	23%	16%	18%	18%	14%	11%	15%	20%	13%	11%	18%
Single Family Residence	87%	90%	77%	84%	82%	82%	86%	89%	85%	80%	87%	89%	82%

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



Month/Year	Price	% Chg.
May '20	\$314K	6.3%
May '19	\$296K	6.5%
May '18	\$278K	1.6%

Property Type	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20
Current Year	\$296K	\$346K	\$256K	\$271K	\$250K	\$342K	\$314K	\$356K	\$255K	\$224K	\$336K	\$411K	\$314K
Prior Year	\$278K	\$284K	\$264K	\$257K	\$253K	\$357K	\$254K	\$343K	\$292K	\$361K	\$295K	\$280K	\$296K
Percent Change from Prior Year	6%	22%	-3%	5%	-1%	-4%	23%	4%	-13%	-38%	14%	47%	6%

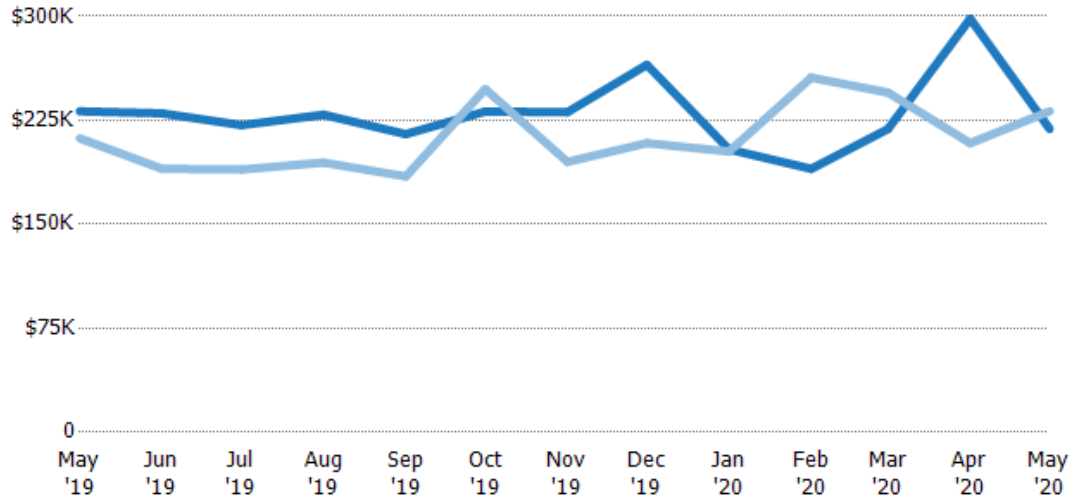
Median Sales Price

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.
May '20	\$219K	-5.5%
May '19	\$232K	9.2%
May '18	\$212K	-10.8%



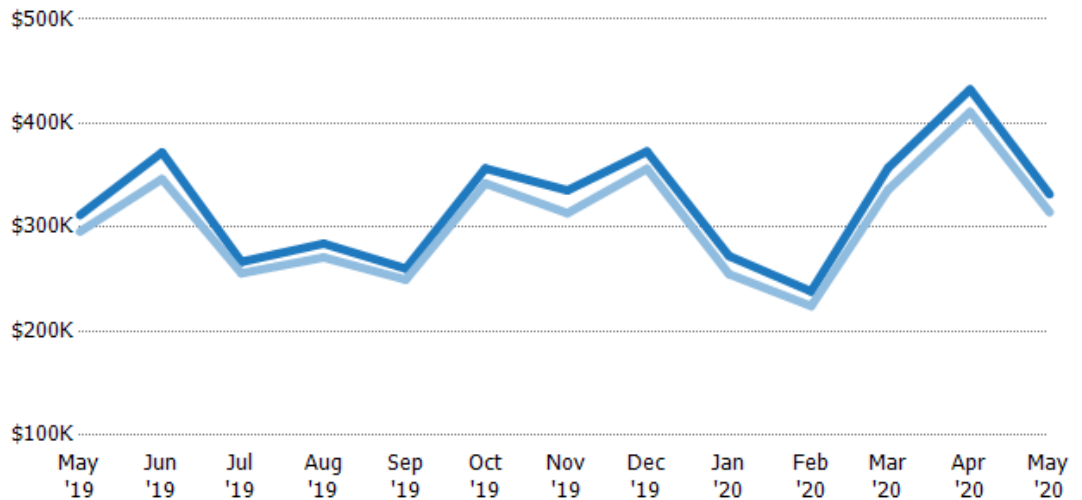
Current Year	\$232K	\$230K	\$222K	\$229K	\$215K	\$231K	\$231K	\$265K	\$204K	\$190K	\$219K	\$298K	\$219K
Prior Year	\$212K	\$190K	\$190K	\$195K	\$185K	\$248K	\$195K	\$209K	\$203K	\$256K	\$245K	\$209K	\$232K
Percent Change from Prior Year	9%	21%	17%	18%	17%	-7%	18%	27%	1%	-26%	-11%	43%	-6%

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



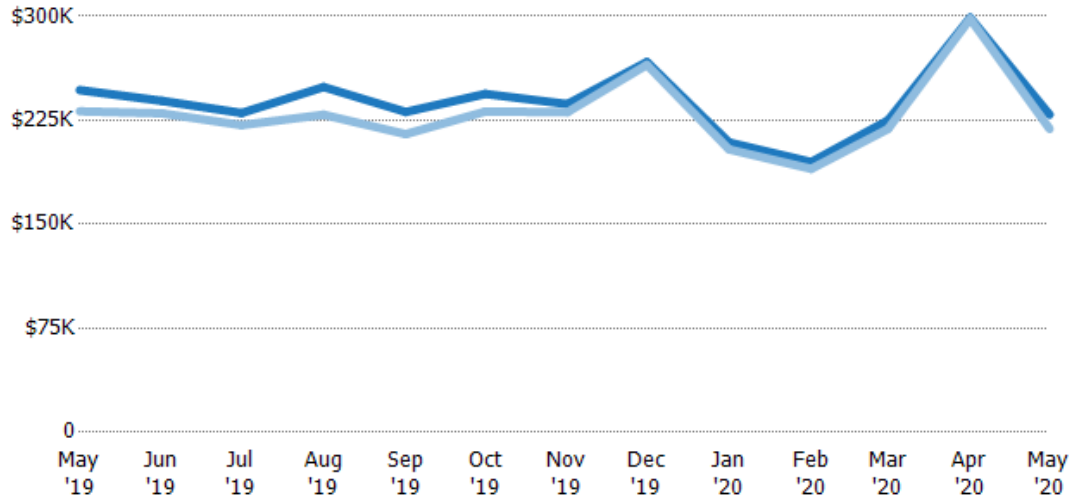
Avg List Price	\$312K	\$372K	\$267K	\$284K	\$260K	\$357K	\$335K	\$373K	\$272K	\$238K	\$357K	\$433K	\$332K
Avg Sales Price	\$296K	\$346K	\$256K	\$271K	\$250K	\$342K	\$314K	\$356K	\$255K	\$224K	\$336K	\$411K	\$314K
Avg Sales Price as a % of Avg List Price	95%	93%	96%	95%	96%	96%	93%	96%	94%	94%	94%	95%	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



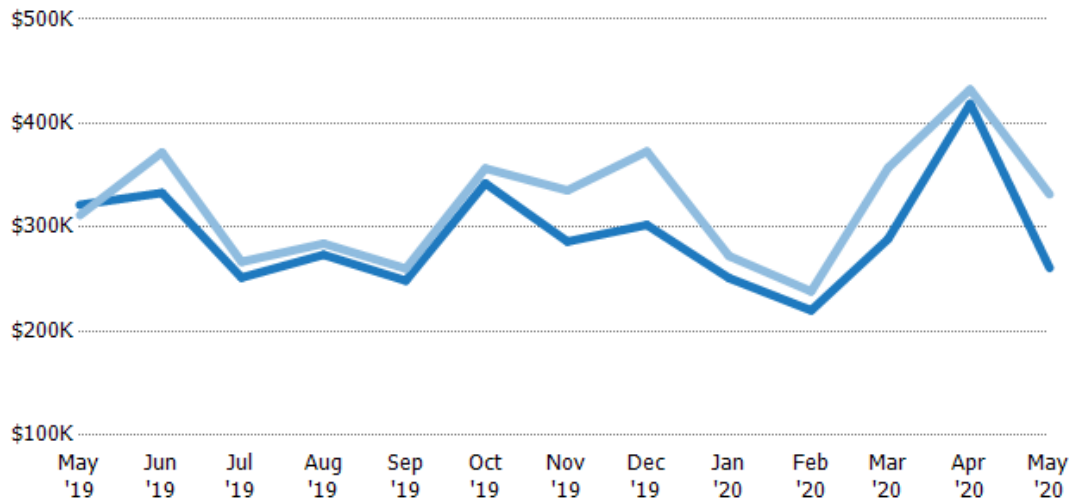
	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20
Median List Price	\$247K	\$239K	\$230K	\$249K	\$231K	\$244K	\$237K	\$267K	\$209K	\$195K	\$225K	\$299K	\$229K
Median Sales Price	\$232K	\$230K	\$222K	\$229K	\$215K	\$231K	\$231K	\$265K	\$204K	\$190K	\$219K	\$298K	\$219K
Med Sales Price as a % of Med List Price	94%	96%	96%	92%	93%	95%	98%	99%	98%	97%	97%	100%	96%

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



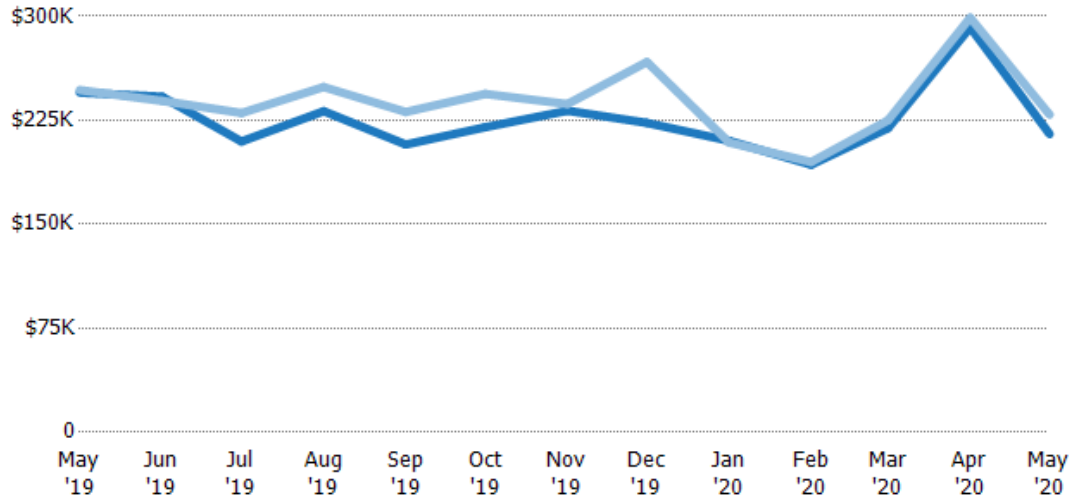
	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20
Avg Est Value	\$322K	\$333K	\$252K	\$274K	\$249K	\$342K	\$286K	\$302K	\$251K	\$220K	\$289K	\$419K	\$261K
Avg Sales Price	\$312K	\$372K	\$267K	\$284K	\$260K	\$357K	\$335K	\$373K	\$272K	\$238K	\$357K	\$433K	\$332K
Avg Sales Price as a % of Avg Est Value	97%	112%	106%	104%	105%	104%	117%	123%	108%	108%	124%	103%	127%

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



	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20
Median Est Value	\$245K	\$242K	\$210K	\$232K	\$208K	\$220K	\$232K	\$223K	\$210K	\$193K	\$219K	\$292K	\$215K
Median Sales Price	\$247K	\$239K	\$230K	\$249K	\$231K	\$244K	\$237K	\$267K	\$209K	\$195K	\$225K	\$299K	\$229K
Med Sales Price as a % of Med Est Value	101%	99%	110%	108%	111%	111%	102%	120%	99%	101%	103%	102%	106%