

## 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	Jun 2020	Jun 2019	+ / -	YTD 2020	YTD 2019	+ / -
<b>Listing Activity Charts Metrics</b>						
New Listing Count	126	152	-17.1%	465	609	-23.6%
New Listing Volume	\$66,467,218	\$59,593,519	+11.5%	\$227,727,466	\$235,683,089	-3.4%
Active Listing Count	330	619	-46.7%	N/A	N/A	
Active Listing Volume	\$219,247,185	\$302,035,959	-27.4%	N/A	N/A	
Average Listing Price	\$664,385	\$487,942	+36.2%	\$575,457	\$503,741	+14.2%
Median Listing Price	\$445,000	\$335,000	+32.8%	\$382,799	\$320,212	+19.5%
Median Days in RPR	111.5	112	-0.4%	177.23	173.27	+2.3%
Months of Inventory	6.6	8	-17.9%	7.3	10.5	-30%
Absorption Rate	15.15%	12.44%	+2.7%	13.66%	9.56%	+4.1%
<b>Sales Activity Charts Metrics</b>						
New Pending Sales Count	144	85	+69.4%	523	454	+15.2%
New Pending Sales Volume	\$51,923,150	\$21,831,600	+137.8%	\$182,990,934	\$136,146,065	+34.4%
Pending Sales Count	203	127	+59.8%	N/A	N/A	
Pending Sales Volume	\$70,467,545	\$34,081,299	+106.8%	N/A	N/A	
Closed Sales Count	75	59	+27.1%	294	318	-7.5%
Closed Sales Volume	\$27,241,876	\$20,024,371	+36%	\$95,111,988	\$97,439,353	-2.4%
Average Sales Price	\$363,225	\$339,396	+7%	\$323,510	\$306,413	+5.6%
Median Sales Price	\$285,000	\$230,000	+23.9%	\$239,910	\$228,794	+4.9%

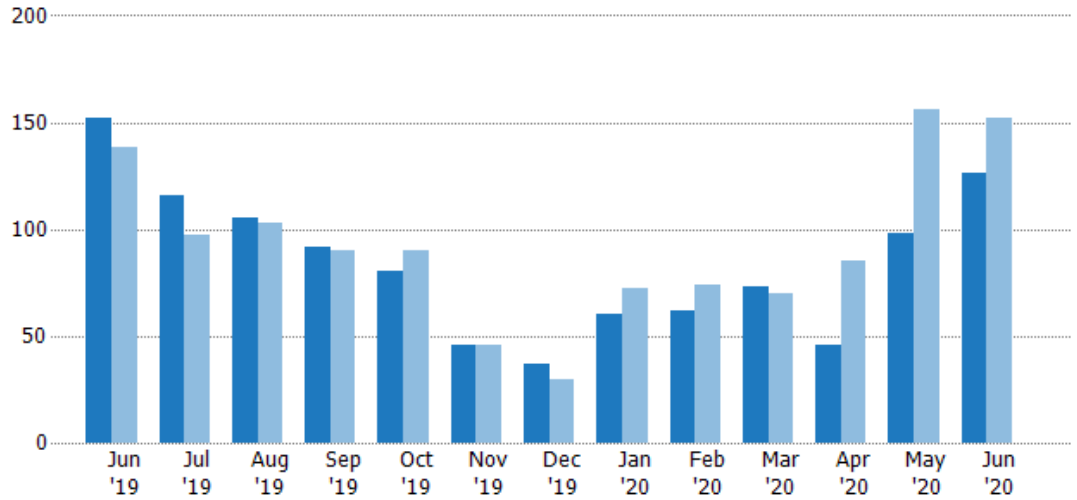
## New Listings

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.
Jun '20	126	-17.1%
Jun '19	152	10.1%
Jun '18	138	-2.9%



	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20
Current Year	152	116	105	92	80	46	37	60	62	73	46	98	126
Prior Year	138	97	103	90	90	46	30	72	74	70	85	156	152
Percent Change from Prior Year	10%	20%	2%	2%	-11%	0%	23%	-17%	-16%	4%	-46%	-37%	-17%

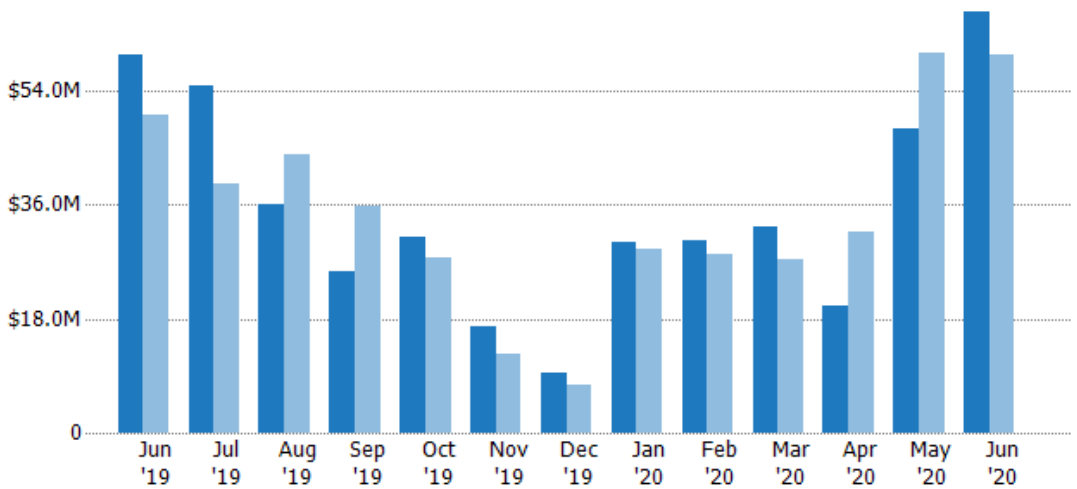
## New Listing Volume

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.
Jun '20	\$66.5M	11.5%
Jun '19	\$59.6M	18.7%
Jun '18	\$50.2M	2.2%



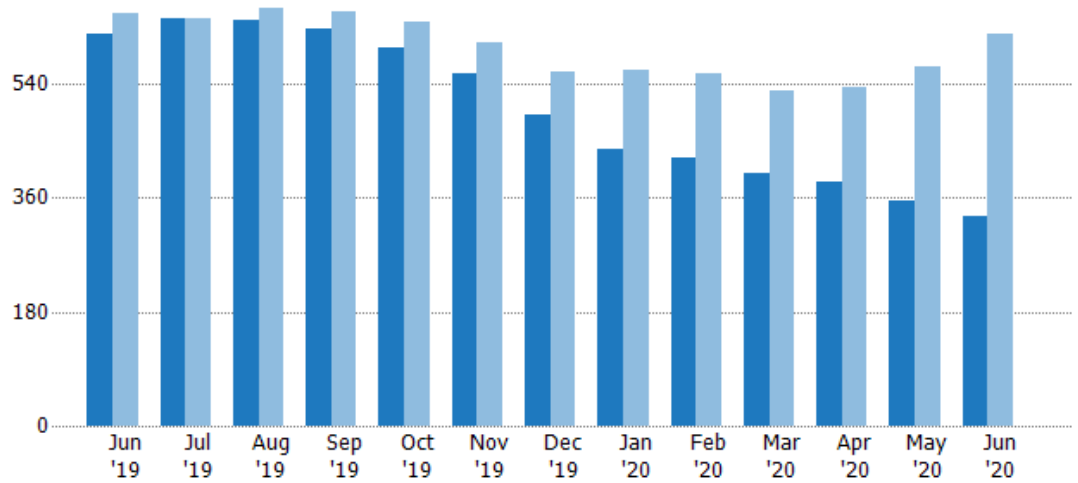
	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20
Current Year	\$59.6M	\$54.8M	\$36M	\$25.4M	\$31M	\$16.9M	\$9.54M	\$30M	\$30.5M	\$32.6M	\$20.1M	\$48.1M	\$66.5M
Prior Year	\$50.2M	\$39.3M	\$43.9M	\$35.7M	\$27.7M	\$12.5M	\$7.48M	\$29M	\$28.2M	\$27.3M	\$31.7M	\$59.9M	\$59.6M
Percent Change from Prior Year	19%	39%	-18%	-29%	12%	35%	27%	3%	8%	20%	-37%	-20%	12%

## 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



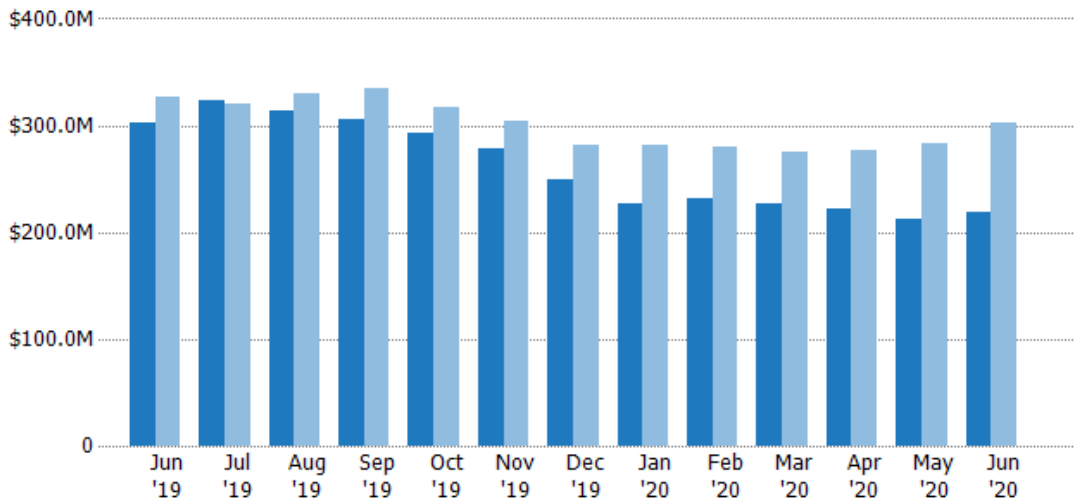
	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20
Current Year	619	644	641	627	596	555	490	437	423	398	385	355	330
Prior Year	650	643	659	653	638	605	559	562	557	529	535	566	619
Percent Change from Prior Year	-5%	0%	-3%	-4%	-7%	-8%	-12%	-22%	-24%	-25%	-28%	-37%	-47%

## 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



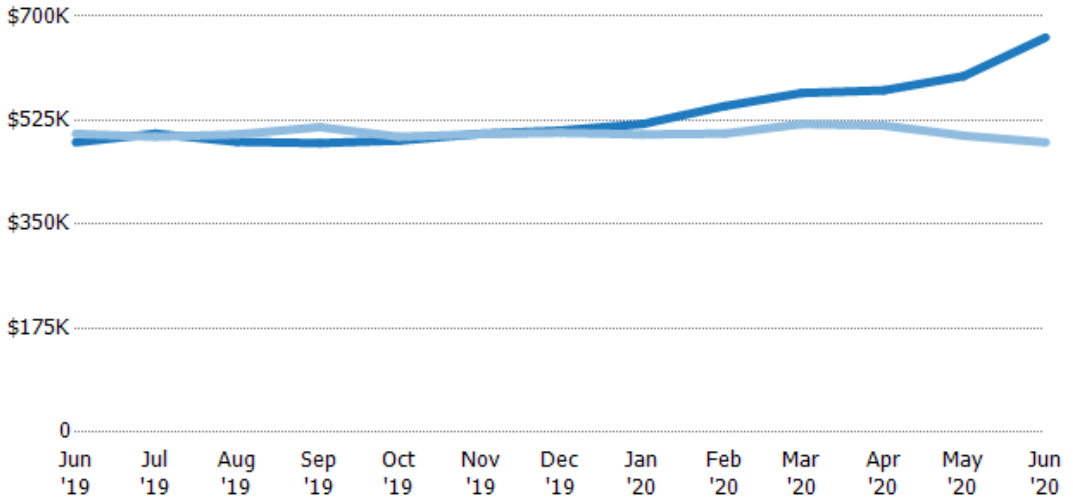
	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20
Current Year	\$302M	\$324M	\$313M	\$305M	\$293M	\$279M	\$249M	\$227M	\$232M	\$227M	\$222M	\$213M	\$219M
Prior Year	\$326M	\$320M	\$330M	\$335M	\$317M	\$304M	\$282M	\$282M	\$280M	\$274M	\$276M	\$282M	\$302M
Percent Change from Prior Year	-7%	1%	-5%	-9%	-8%	-8%	-12%	-20%	-17%	-17%	-20%	-25%	-27%

## 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



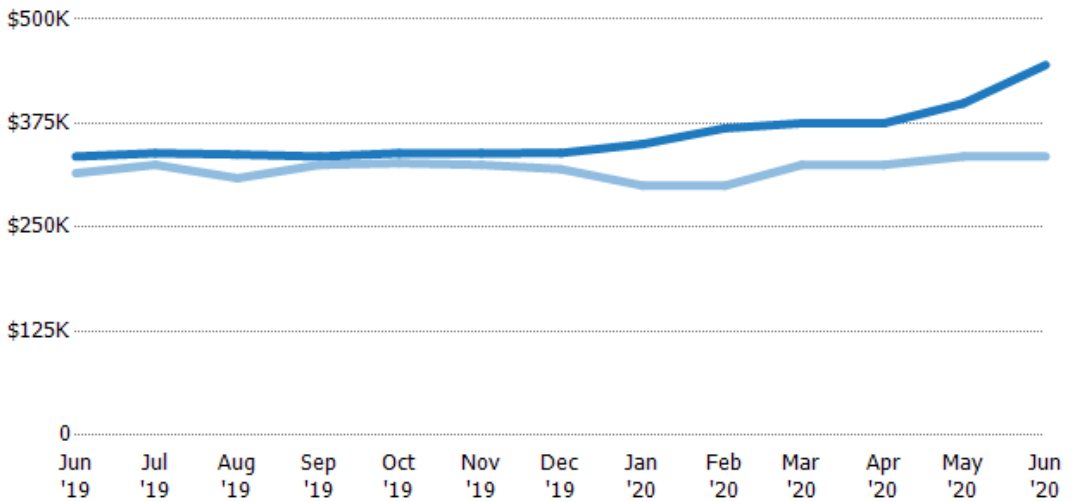
	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20
Current Year	\$488K	\$503K	\$489K	\$487K	\$491K	\$502K	\$508K	\$519K	\$549K	\$571K	\$575K	\$599K	\$664K
Prior Year	\$502K	\$497K	\$501K	\$513K	\$497K	\$502K	\$504K	\$501K	\$503K	\$519K	\$516K	\$499K	\$488K
Percent Change from Prior Year	-3%	1%	-2%	-5%	-1%	0%	1%	4%	9%	10%	12%	20%	36%

## 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



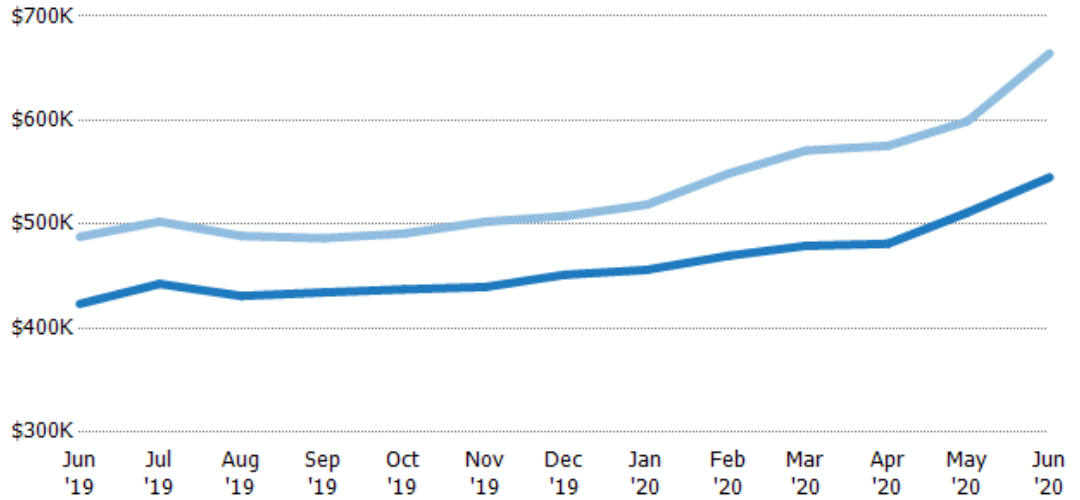
	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20
Current Year	\$335K	\$339K	\$338K	\$335K	\$339K	\$339K	\$339K	\$350K	\$369K	\$375K	\$375K	\$399K	\$445K
Prior Year	\$315K	\$325K	\$309K	\$325K	\$327K	\$325K	\$320K	\$300K	\$300K	\$325K	\$325K	\$335K	\$335K
Percent Change from Prior Year	6%	4%	9%	3%	4%	4%	6%	17%	23%	15%	15%	19%	33%

## 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



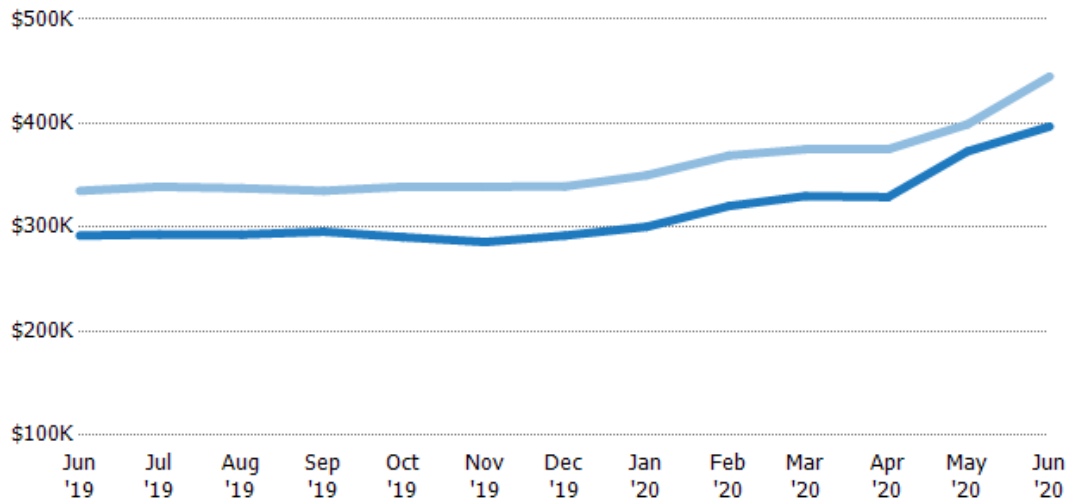
	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20
Avg Est Value	\$423K	\$443K	\$431K	\$434K	\$437K	\$440K	\$451K	\$456K	\$470K	\$479K	\$481K	\$511K	\$545K
Avg Listing Price	\$488K	\$503K	\$489K	\$487K	\$491K	\$502K	\$508K	\$519K	\$549K	\$571K	\$575K	\$599K	\$664K
Avg Listing Price as a % of Avg Est Value	115%	114%	113%	112%	112%	114%	112%	114%	117%	119%	120%	117%	122%

## 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



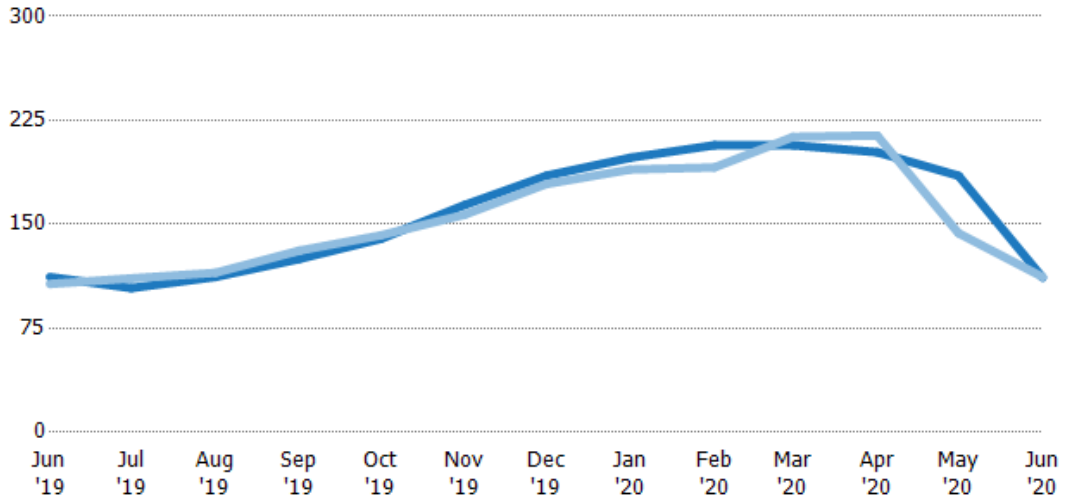
	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20
Median Est Value	\$292K	\$293K	\$293K	\$296K	\$291K	\$286K	\$292K	\$301K	\$320K	\$330K	\$329K	\$373K	\$397K
Median Listing Price	\$335K	\$339K	\$338K	\$335K	\$339K	\$339K	\$339K	\$350K	\$369K	\$375K	\$375K	\$399K	\$445K
Med Listing Price as a % of Med Est Value	115%	116%	115%	113%	117%	119%	116%	116%	115%	114%	114%	107%	112%

## 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



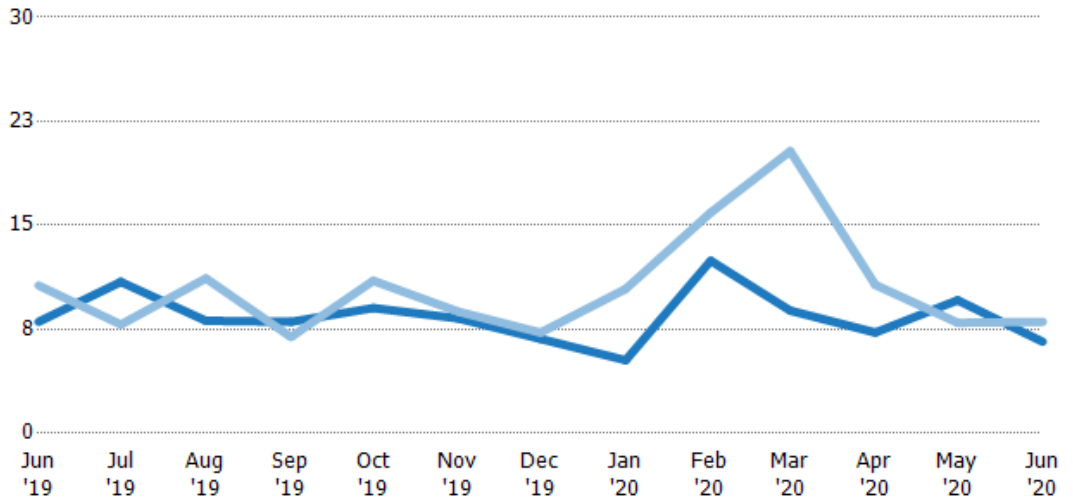
	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20
Current Year	112	104	112	125	140	164	185	198	207	207	202	185	112
Prior Year	107	111	115	131	142	157	179	190	191	213	214	144	112
Percent Change from Prior Year	5%	-6%	-3%	-5%	-2%	4%	3%	4%	8%	-3%	-6%	29%	0%

## Months of Inventory

The number of months it would take to exhaust active listings at the current sales rate.

### Filters Used

State: VT  
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 Property Type:  
 Condo/Townhouse/Apt, Single  
 Family Residence



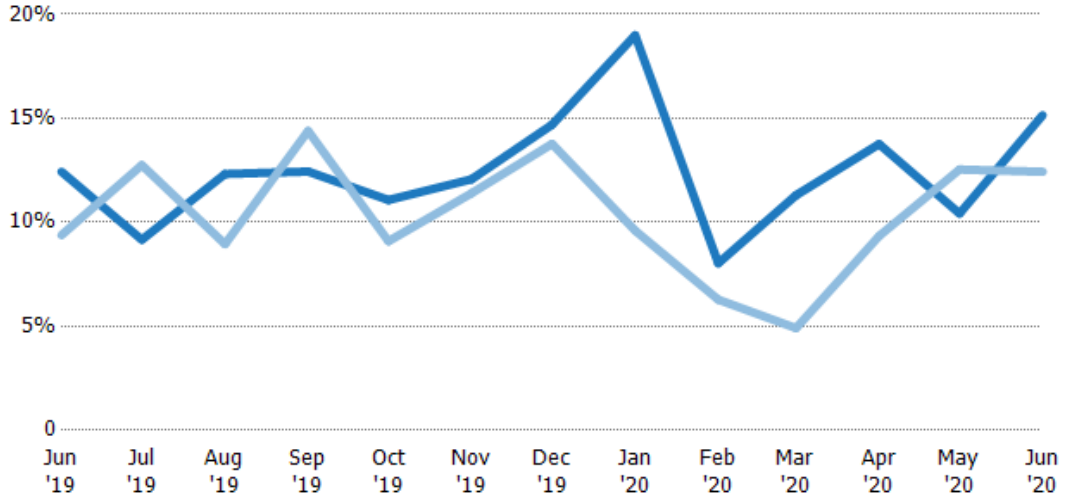
	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20
Current Year	8.04	10.9	8.11	8.04	9.03	8.28	6.81	5.27	12.4	8.84	7.26	9.59	6.6
Prior Year	10.7	7.84	11.2	6.95	11	8.77	7.26	10.4	15.9	20.3	10.7	7.97	8.04
Percent Change from Prior Year	-25%	39%	-27%	16%	-18%	-6%	-6%	-49%	-22%	-57%	-32%	20%	-18%

## 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.
Jun '20	15%	-2.7%
Jun '19	12%	-3.1%
Jun '18	9%	14.1%

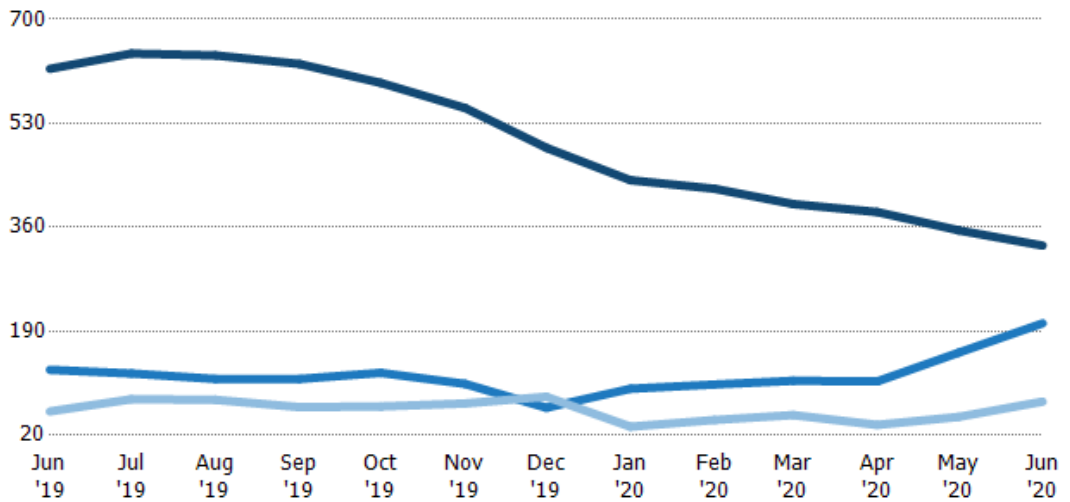
	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20
Current Year	12%	9%	12%	12%	11%	12%	15%	19%	8%	11%	14%	10%	15%
Prior Year	9%	13%	9%	14%	9%	11%	14%	10%	6%	5%	9%	13%	12%
Change from Prior Year	-3%	4%	-3%	2%	-2%	-1%	-1%	-9%	-2%	-6%	-4%	2%	-3%

## 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



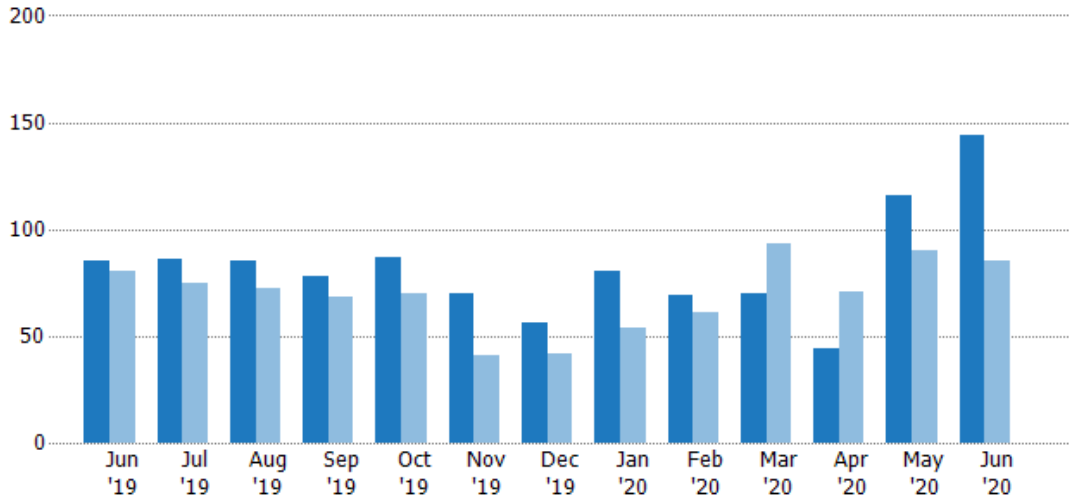
	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20
Active	619	644	641	627	596	555	490	437	423	398	385	355	330
Pending	127	121	112	112	122	104	65	96	103	109	108	155	203
Sold	59	79	78	66	67	72	83	34	45	53	37	50	75

## 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



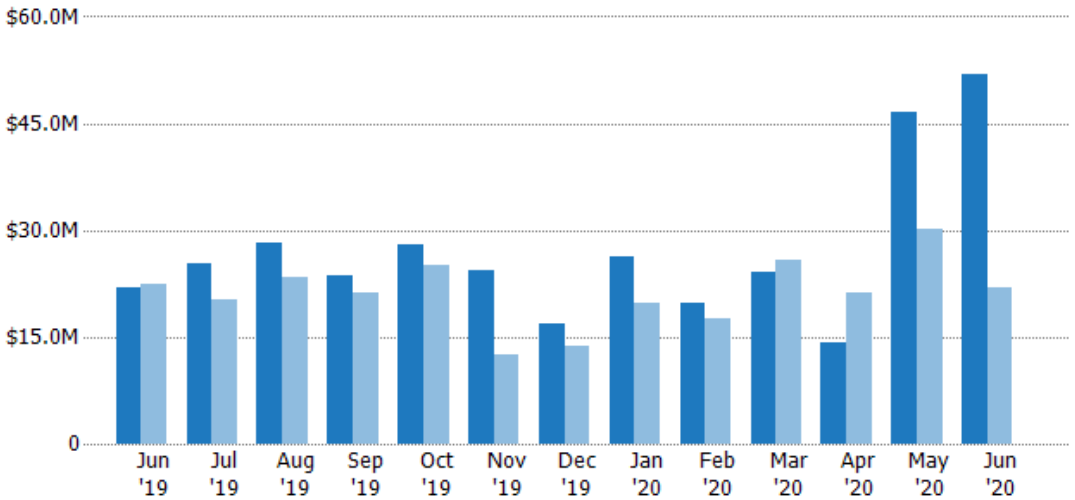
	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20
Current Year	85	86	85	78	87	70	56	80	69	70	44	116	144
Prior Year	80	75	72	68	70	41	42	54	61	93	71	90	85
Percent Change from Prior Year	6%	15%	18%	15%	24%	71%	33%	48%	13%	-25%	-38%	29%	69%

## 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



	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20
Current Year	\$21.8M	\$25.3M	\$28.3M	\$23.5M	\$28M	\$24.3M	\$16.8M	\$26.3M	\$19.8M	\$24.1M	\$14.2M	\$46.7M	\$51.9M
Prior Year	\$22.5M	\$20.4M	\$23.3M	\$21.2M	\$25.1M	\$12.5M	\$13.8M	\$19.7M	\$17.6M	\$25.8M	\$21.2M	\$30.1M	\$21.8M
Percent Change from Prior Year	-3%	24%	21%	11%	12%	95%	22%	34%	13%	-6%	-33%	55%	138%



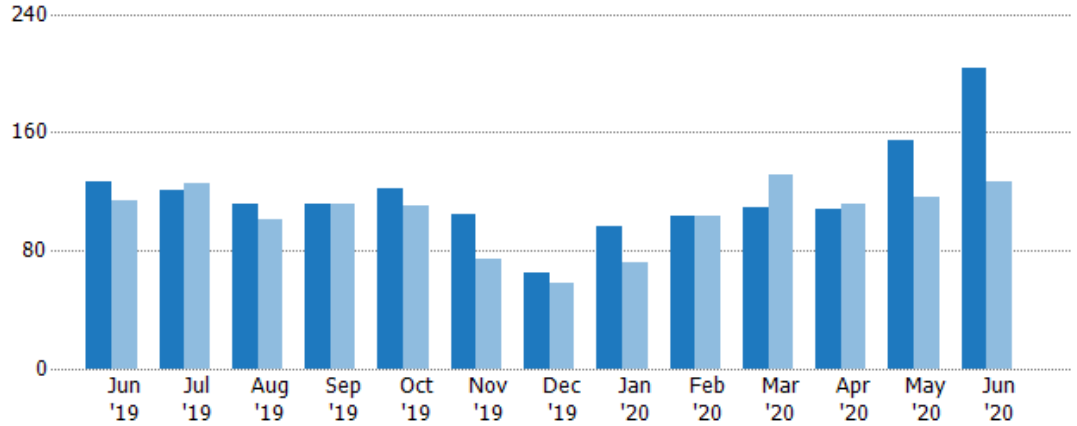
## Pending Sales

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.
Jun '20	203	59.8%
Jun '19	127	11.4%
Jun '18	114	2.6%



Current Year	127	121	112	112	122	104	65	96	103	109	108	155	203
Prior Year	114	126	101	111	110	74	58	72	103	131	112	116	127
Percent Change from Prior Year	11%	-4%	11%	1%	11%	41%	12%	33%	0%	-17%	-4%	34%	60%

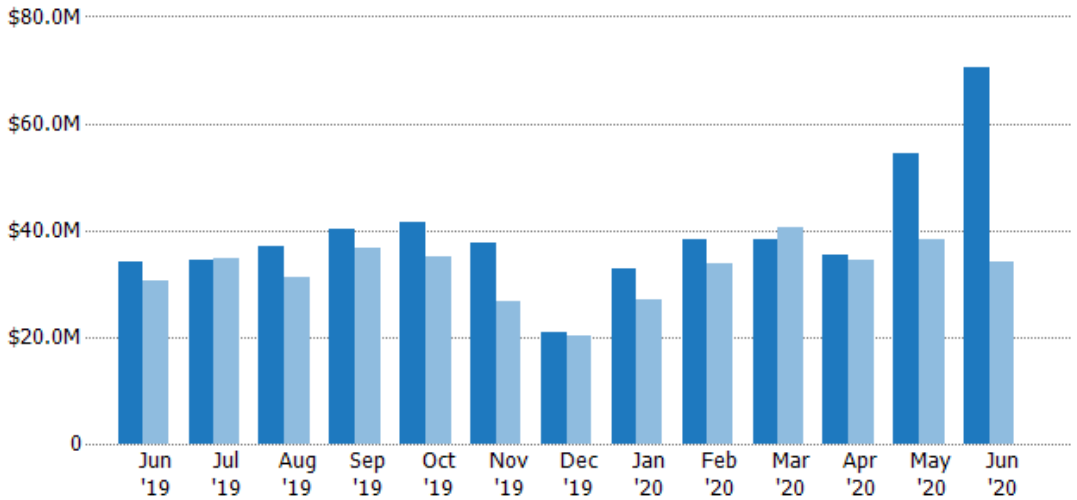
## Pending Sales Volume

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.
Jun '20	\$70.5M	106.8%
Jun '19	\$34.1M	11.2%
Jun '18	\$30.6M	2.3%



Current Year	\$34.1M	\$34.4M	\$36.9M	\$40.1M	\$41.5M	\$37.7M	\$20.9M	\$32.8M	\$38.1M	\$38.3M	\$35.3M	\$54.5M	\$70.5M
Prior Year	\$30.6M	\$34.7M	\$31.1M	\$36.6M	\$35M	\$26.7M	\$20.4M	\$27.1M	\$33.7M	\$40.6M	\$34.3M	\$38.2M	\$34.1M
Percent Change from Prior Year	11%	-1%	19%	10%	19%	41%	3%	21%	13%	-6%	3%	43%	107%

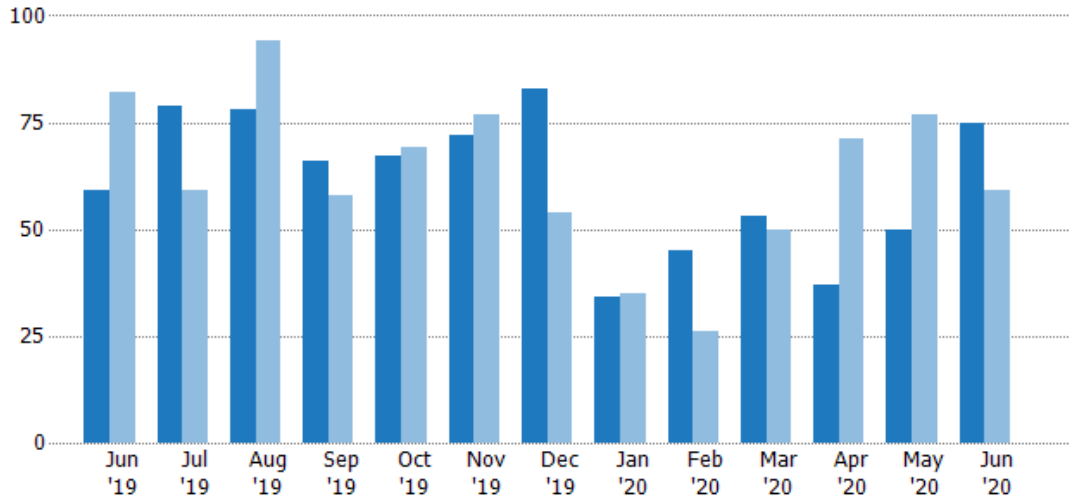
## Closed Sales

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.
Jun '20	75	27.1%
Jun '19	59	-28%
Jun '18	82	-3.7%



	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20
Current Year	59	79	78	66	67	72	83	34	45	53	37	50	75
Prior Year	82	59	94	58	69	77	54	35	26	50	71	77	59
Percent Change from Prior Year	-28%	34%	-17%	14%	-3%	-6%	54%	-3%	73%	6%	-48%	-35%	27%

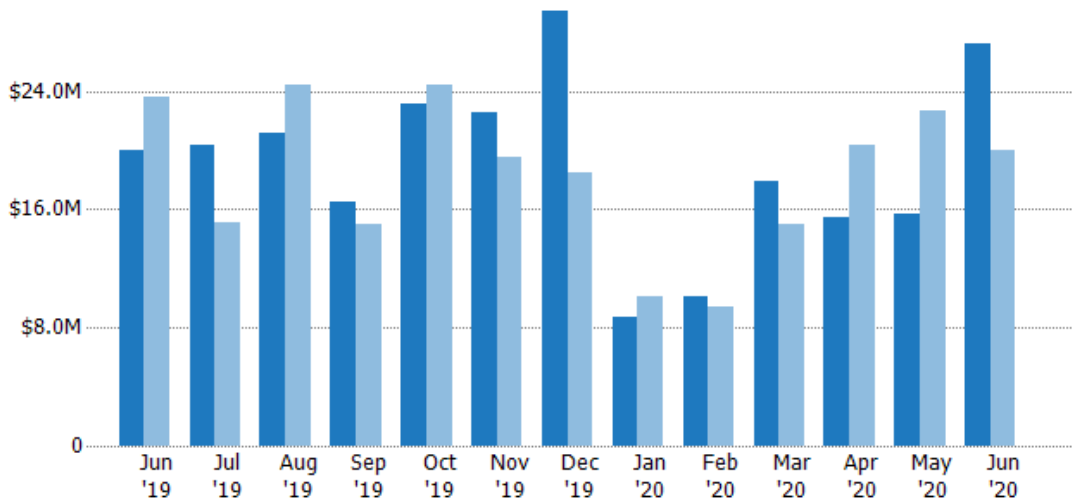
## Closed Sales Volume

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.
Jun '20	\$27.2M	36%
Jun '19	\$20M	-15%
Jun '18	\$23.6M	13.4%



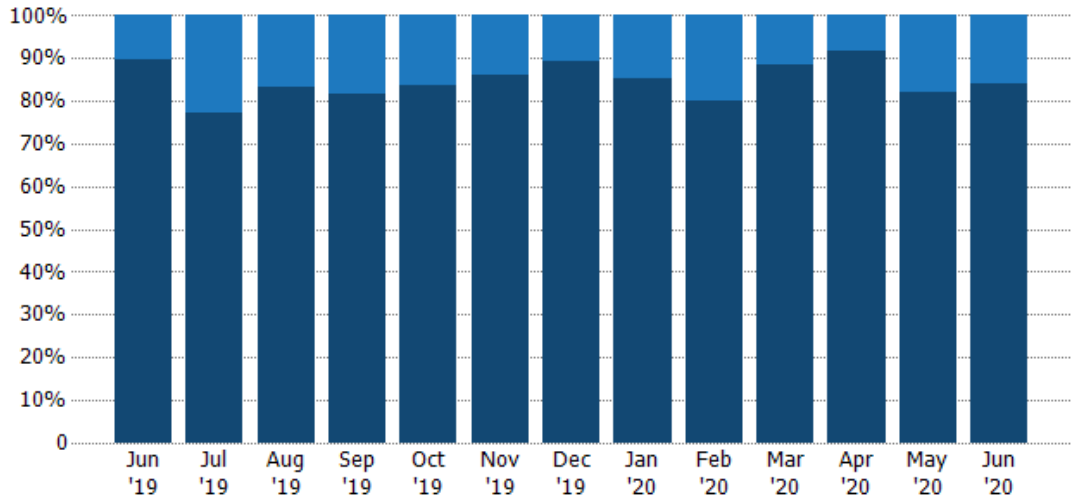
	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20
Current Year	\$20M	\$20.3M	\$21.2M	\$16.5M	\$23.1M	\$22.6M	\$29.5M	\$8.73M	\$10.1M	\$17.8M	\$15.5M	\$15.7M	\$27.2M
Prior Year	\$23.6M	\$15.1M	\$24.4M	\$15M	\$24.4M	\$19.6M	\$18.5M	\$10.1M	\$9.4M	\$15M	\$20.3M	\$22.6M	\$20M
Percent Change from Prior Year	-15%	35%	-13%	10%	-5%	15%	59%	-14%	7%	19%	-24%	-31%	36%

## 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



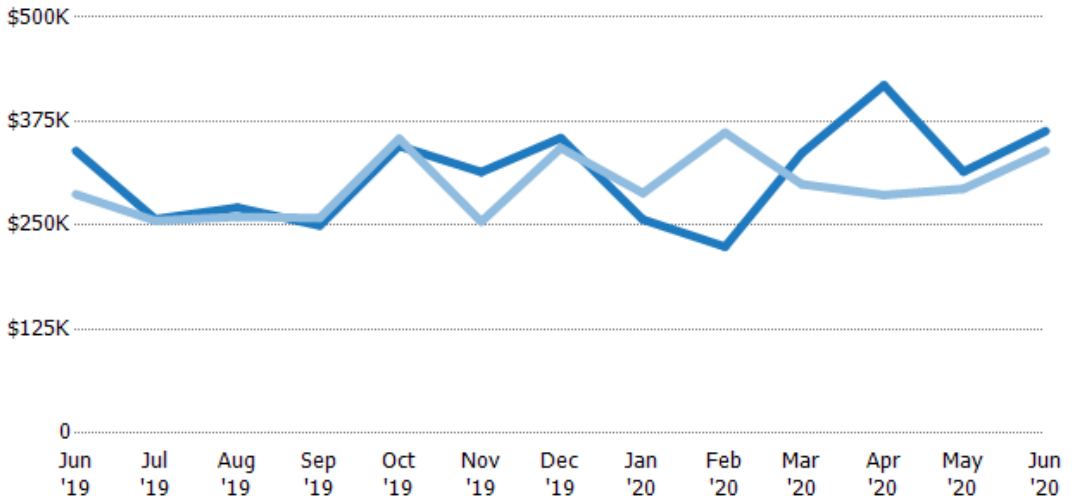
Condo/Townhouse	10%	23%	17%	18%	16%	14%	11%	15%	20%	11%	8%	18%	16%
Single Family Residence	90%	77%	83%	82%	84%	86%	89%	85%	80%	89%	92%	82%	84%

## 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	\$339K	\$257K	\$271K	\$250K	\$345K	\$314K	\$355K	\$257K	\$224K	\$337K	\$418K	\$314K	\$363K
Prior Year	\$287K	\$255K	\$260K	\$259K	\$354K	\$254K	\$343K	\$289K	\$361K	\$299K	\$286K	\$294K	\$339K
Percent Change from Prior Year	18%	1%	4%	-3%	-2%	24%	4%	-11%	-38%	13%	46%	7%	7%

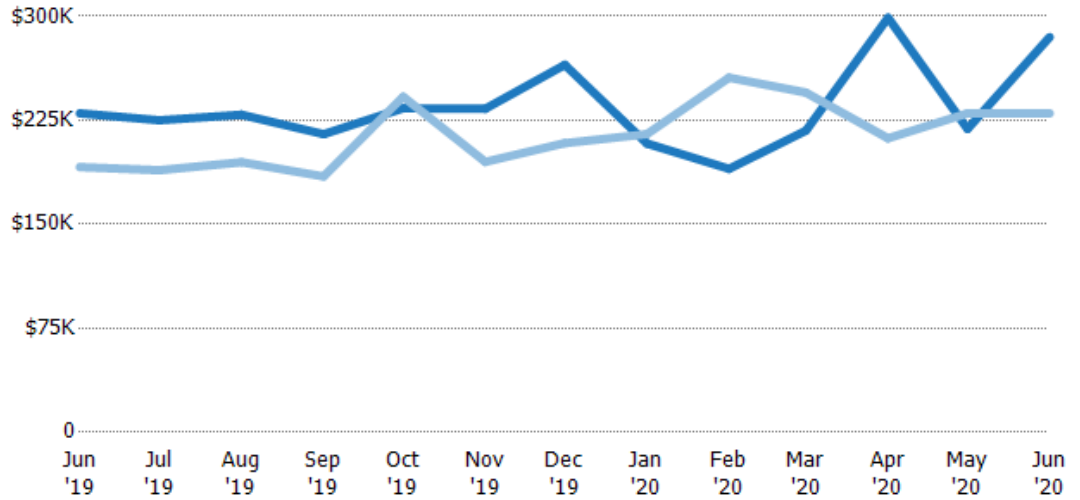
## Median Sales Price

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.
Jun '20	\$285K	23.9%
Jun '19	\$230K	20.3%
Jun '18	\$191K	19.7%



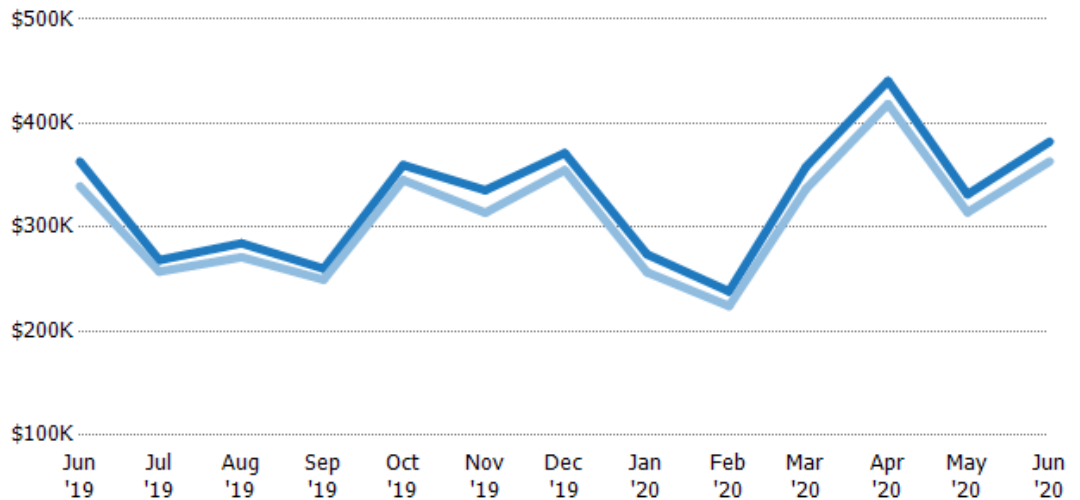
Current Year	\$230K	\$225K	\$229K	\$215K	\$234K	\$233K	\$265K	\$208K	\$190K	\$218K	\$299K	\$219K	\$285K
Prior Year	\$191K	\$189K	\$195K	\$185K	\$242K	\$195K	\$209K	\$215K	\$256K	\$245K	\$212K	\$230K	\$230K
Percent Change from Prior Year	20%	19%	18%	17%	-3%	20%	27%	-3%	-26%	-11%	41%	-5%	24%

## 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



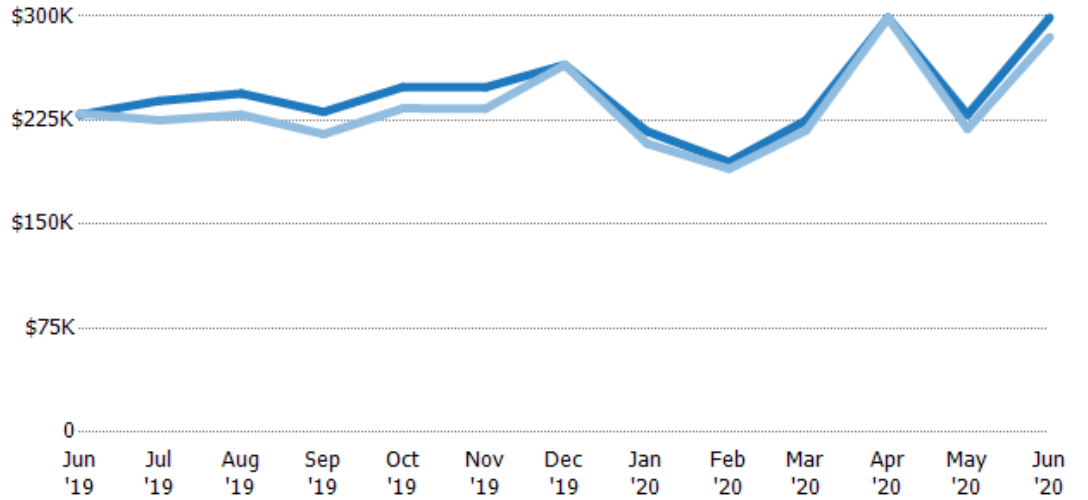
Avg List Price	\$363K	\$268K	\$285K	\$260K	\$360K	\$336K	\$371K	\$274K	\$238K	\$358K	\$441K	\$332K	\$382K
Avg Sales Price	\$339K	\$257K	\$271K	\$250K	\$345K	\$314K	\$355K	\$257K	\$224K	\$337K	\$418K	\$314K	\$363K
Avg Sales Price as a % of Avg List Price	93%	96%	95%	96%	96%	94%	96%	94%	94%	94%	95%	95%	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



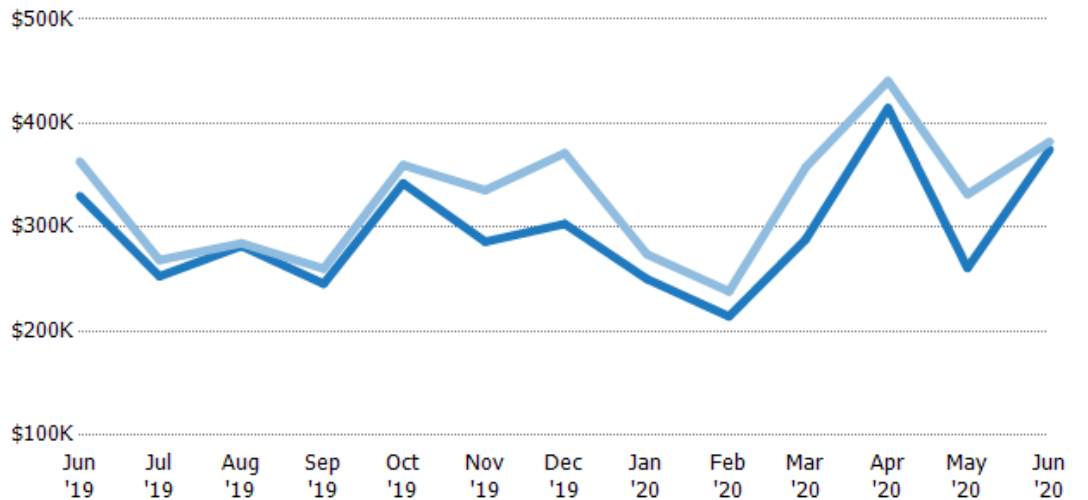
	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20
Median List Price	\$229K	\$239K	\$244K	\$231K	\$249K	\$249K	\$265K	\$217K	\$195K	\$225K	\$299K	\$229K	\$299K
Median Sales Price	\$230K	\$225K	\$229K	\$215K	\$234K	\$233K	\$265K	\$208K	\$190K	\$218K	\$299K	\$219K	\$285K
Med Sales Price as a % of Med List Price	100%	94%	94%	93%	94%	94%	100%	96%	97%	97%	100%	96%	95%

## 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



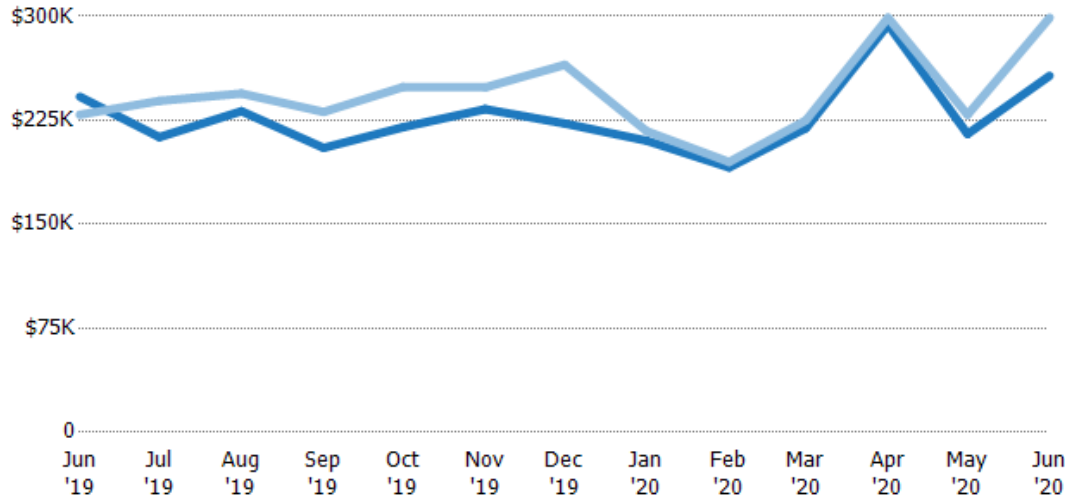
	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20
Avg Est Value	\$330K	\$253K	\$282K	\$246K	\$342K	\$286K	\$303K	\$250K	\$214K	\$289K	\$415K	\$261K	\$375K
Avg Sales Price	\$363K	\$268K	\$285K	\$260K	\$360K	\$336K	\$371K	\$274K	\$238K	\$358K	\$441K	\$332K	\$382K
Avg Sales Price as a % of Avg Est Value	110%	106%	101%	106%	105%	117%	122%	109%	111%	124%	106%	127%	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



	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20
Median Est Value	\$242K	\$213K	\$232K	\$205K	\$220K	\$233K	\$223K	\$210K	\$191K	\$219K	\$294K	\$215K	\$257K
Median Sales Price	\$229K	\$239K	\$244K	\$231K	\$249K	\$249K	\$265K	\$217K	\$195K	\$225K	\$299K	\$229K	\$299K
Med Sales Price as a % of Med Est Value	95%	112%	105%	113%	113%	107%	119%	103%	102%	103%	102%	106%	116%