

## 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                            | Jul 2020      | Jul 2019      | + / -   | YTD 2020      | YTD 2019      | + / -  |
|--|---------------|---------------|---------|---------------|---------------|--------|
| <b>Listing Activity Charts Metrics</b> |               |               |         |               |               |        |
| New Listing Count                      | 141           | 116           | +21.6%  | 599           | 709           | -15.5% |
| New Listing Volume                     | \$57,721,844  | \$54,127,988  | +6.6%   | \$272,466,110 | \$282,348,077 | -3.5%  |
| Active Listing Count                   | 310           | 631           | -50.9%  | N/A           | N/A           |        |
| Active Listing Volume                  | \$181,996,412 | \$315,762,698 | -42.4%  | N/A           | N/A           |        |
| Average Listing Price                  | \$587,085     | \$500,416     | +17.3%  | \$549,090     | \$502,700     | +9.2%  |
| Median Listing Price                   | \$398,000     | \$329,900     | +20.6%  | \$379,915     | \$320,641     | +18.5% |
| Median Days in RPR                     | 72.5          | 104           | -30.3%  | 151.9         | 159.26        | -4.6%  |
| Months of Inventory                    | 4.1           | 10.9          | -62%    | 6.8           | 10.5          | -35.1% |
| Absorption Rate                        | 24.19%        | 9.19%         | +15%    | 14.66%        | 9.52%         | +5.1%  |
| <b>Sales Activity Charts Metrics</b>   |               |               |         |               |               |        |
| New Pending Sales Count                | 157           | 86            | +82.6%  | 677           | 538           | +25.8% |
| New Pending Sales Volume               | \$71,281,899  | \$25,326,450  | +181.5% | \$253,199,033 | \$160,683,515 | +57.6% |
| Pending Sales Count                    | 218           | 120           | +81.7%  | N/A           | N/A           |        |
| Pending Sales Volume                   | \$91,108,344  | \$34,217,850  | +166.3% | N/A           | N/A           |        |
| Closed Sales Count                     | 110           | 77            | +42.9%  | 401           | 387           | +3.6%  |
| Closed Sales Volume                    | \$36,688,800  | \$19,747,349  | +85.8%  | \$130,755,788 | \$114,708,662 | +14%   |
| Average Sales Price                    | \$333,535     | \$256,459     | +30.1%  | \$326,074     | \$296,405     | +10%   |
| Median Sales Price                     | \$246,250     | \$225,000     | +9.4%   | \$240,878     | \$228,421     | +5.5%  |

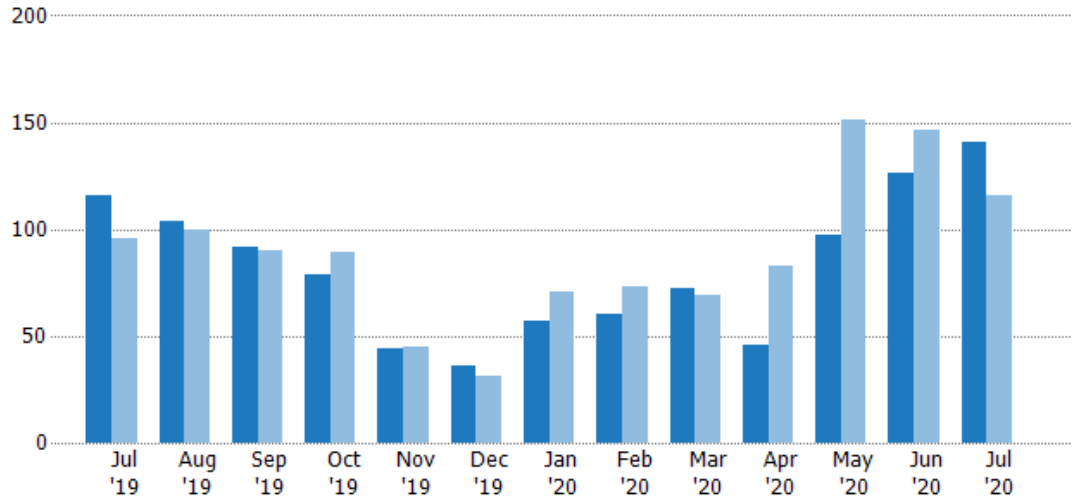
## New Listings

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. |
|------------|-------|--------|
| Jul '20    | 141   | 21.6%  |
| Jul '19    | 116   | 20.8%  |
| Jul '18    | 96    | 0%     |



|                                |     |     |    |      |     |     |      |      |    |      |      |      |     |
|--------------------------------|-----|-----|----|------|-----|-----|------|------|----|------|------|------|-----|
| Current Year                   | 116 | 104 | 92 | 79   | 44  | 36  | 57   | 60   | 72 | 46   | 97   | 126  | 141 |
| Prior Year                     | 96  | 100 | 90 | 89   | 45  | 31  | 71   | 73   | 69 | 83   | 151  | 146  | 116 |
| Percent Change from Prior Year | 21% | 4%  | 2% | -11% | -2% | 16% | -20% | -18% | 4% | -45% | -36% | -14% | 22% |

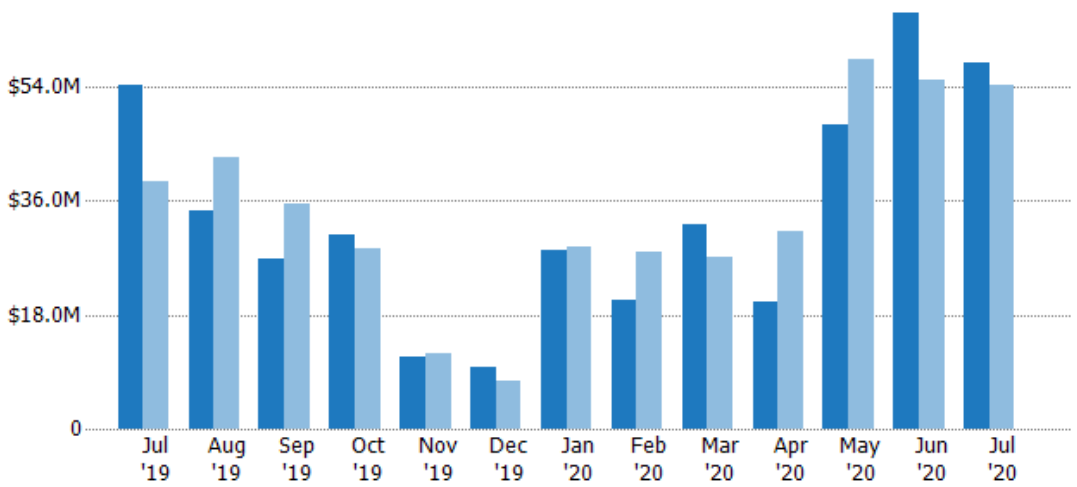
## New Listing Volume

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. |
|------------|---------|--------|
| Jul '20    | \$57.7M | 6.6%   |
| Jul '19    | \$54.1M | 38.2%  |
| Jul '18    | \$39.2M | -14%   |



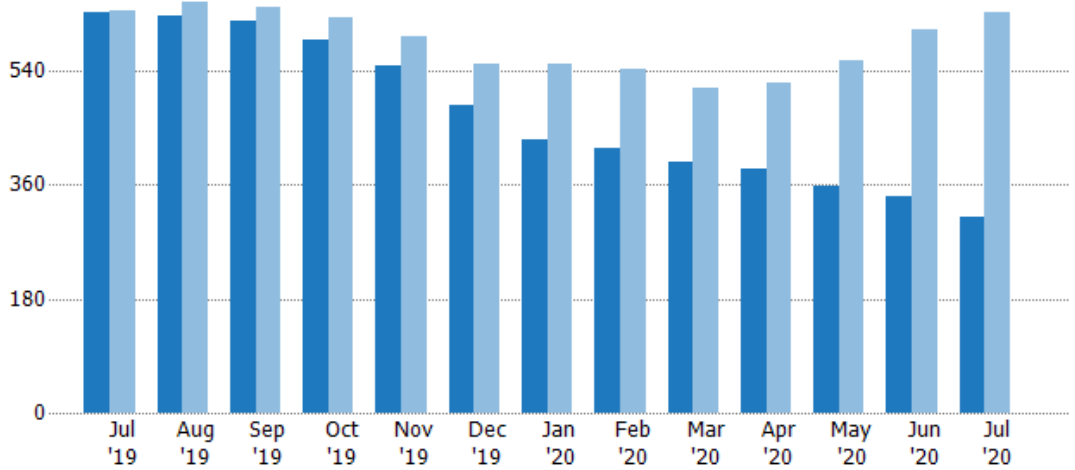
|                                |         |         |         |         |         |         |         |         |         |         |         |         |         |
|--------------------------------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| Current Year                   | \$54.1M | \$34.4M | \$26.8M | \$30.6M | \$11.3M | \$9.63M | \$28.3M | \$20.4M | \$32.3M | \$20.1M | \$47.9M | \$65.8M | \$57.7M |
| Prior Year                     | \$39.2M | \$42.8M | \$35.4M | \$28.3M | \$11.8M | \$7.6M  | \$28.8M | \$27.8M | \$27.1M | \$31.2M | \$58.4M | \$54.9M | \$54.1M |
| Percent Change from Prior Year | 38%     | -20%    | -24%    | 8%      | -5%     | 27%     | -2%     | -27%    | 19%     | -36%    | -18%    | 20%     | 7%      |

## 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



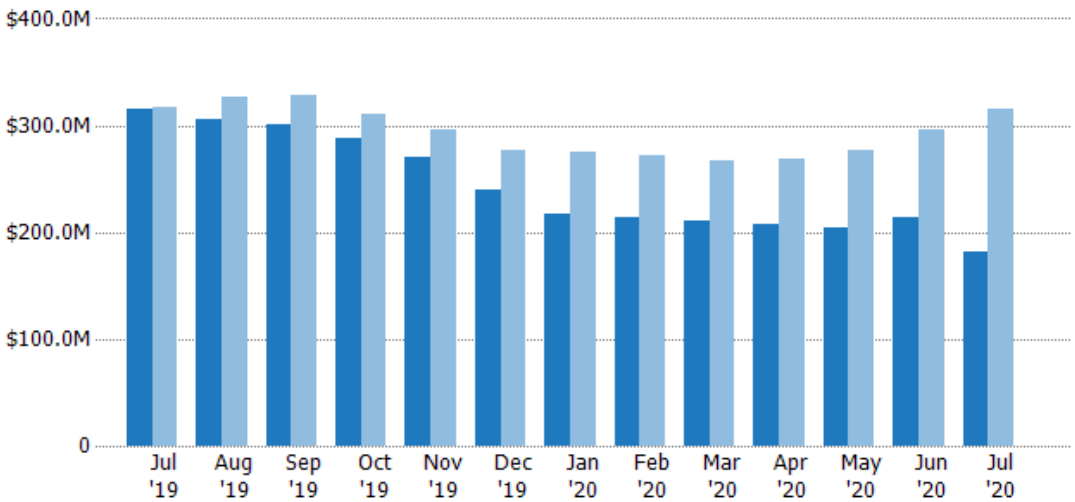
|                                | Jul '19 | Aug '19 | Sep '19 | Oct '19 | Nov '19 | Dec '19 | Jan '20 | Feb '20 | Mar '20 | Apr '20 | May '20 | Jun '20 | Jul '20 |
|--------------------------------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| Current Year                   | 631     | 627     | 619     | 590     | 549     | 485     | 432     | 418     | 395     | 385     | 358     | 341     | 310     |
| Prior Year                     | 634     | 649     | 640     | 624     | 593     | 551     | 550     | 542     | 514     | 521     | 555     | 606     | 631     |
| Percent Change from Prior Year | 0%      | -3%     | -3%     | -5%     | -7%     | -12%    | -21%    | -23%    | -23%    | -26%    | -35%    | -44%    | -51%    |

## 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



|                                | Jul '19 | Aug '19 | Sep '19 | Oct '19 | Nov '19 | Dec '19 | Jan '20 | Feb '20 | Mar '20 | Apr '20 | May '20 | Jun '20 | Jul '20 |
|--------------------------------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| Current Year                   | \$316M  | \$305M  | \$300M  | \$288M  | \$270M  | \$240M  | \$218M  | \$214M  | \$210M  | \$208M  | \$204M  | \$213M  | \$182M  |
| Prior Year                     | \$317M  | \$326M  | \$328M  | \$311M  | \$296M  | \$276M  | \$275M  | \$272M  | \$267M  | \$269M  | \$277M  | \$295M  | \$316M  |
| Percent Change from Prior Year | 0%      | -6%     | -9%     | -7%     | -9%     | -13%    | -21%    | -21%    | -21%    | -23%    | -26%    | -28%    | -42%    |

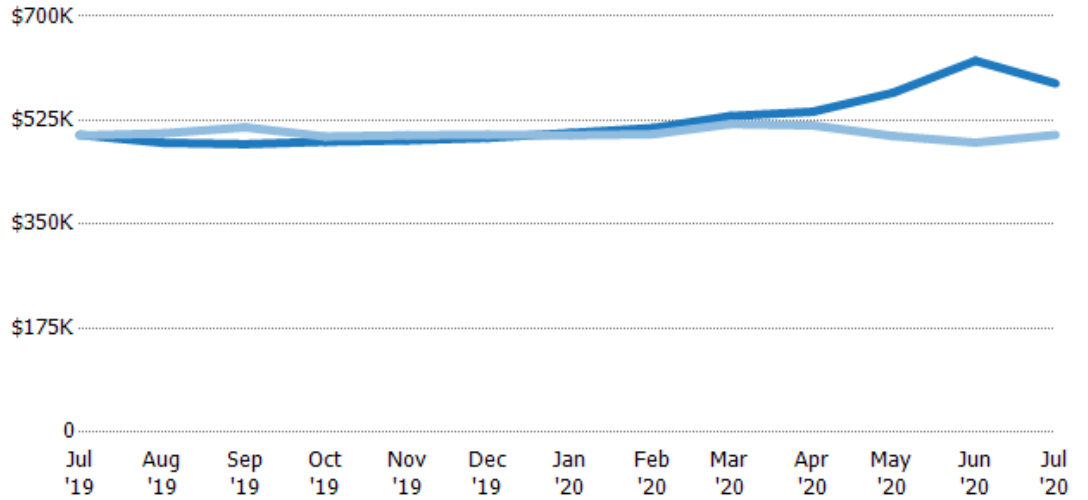
## Average Listing Price

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/<br>Year | Price  | % Chg. |
|----------------|--------|--------|
| Jul '20        | \$587K | 17.3%  |
| Jul '19        | \$500K | 0.2%   |
| Jul '18        | \$499K | -5%    |



|                                |        |        |        |        |        |        |        |        |        |        |        |        |        |
|--------------------------------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|
| Current Year                   | \$500K | \$487K | \$485K | \$489K | \$491K | \$495K | \$504K | \$512K | \$532K | \$539K | \$571K | \$625K | \$587K |
| Prior Year                     | \$499K | \$503K | \$513K | \$498K | \$500K | \$501K | \$500K | \$502K | \$519K | \$516K | \$499K | \$487K | \$500K |
| Percent Change from Prior Year | 0%     | -3%    | -6%    | -2%    | -2%    | -1%    | 1%     | 2%     | 3%     | 4%     | 15%    | 28%    | 17%    |

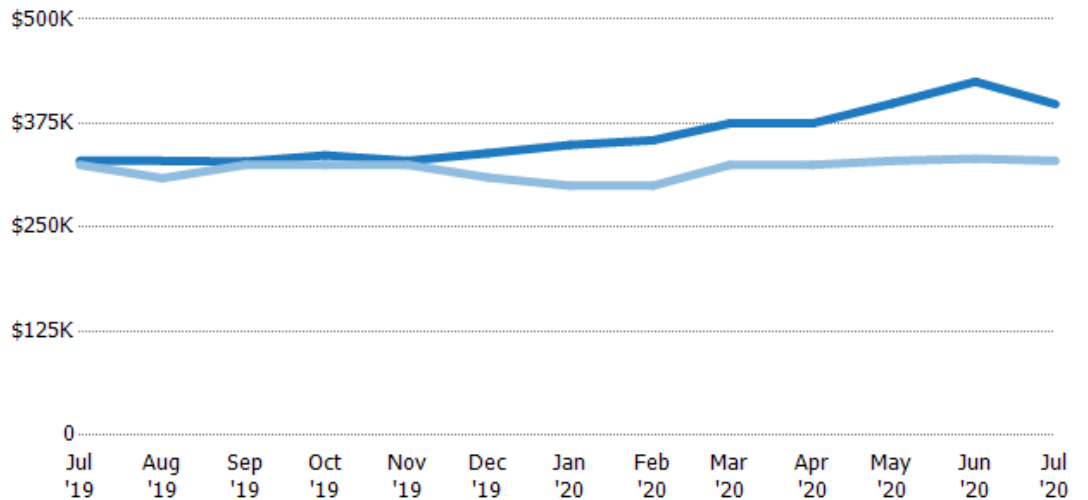
## Median Listing Price

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/<br>Year | Price  | % Chg. |
|----------------|--------|--------|
| Jul '20        | \$398K | 20.6%  |
| Jul '19        | \$330K | 1.5%   |
| Jul '18        | \$325K | -14.2% |



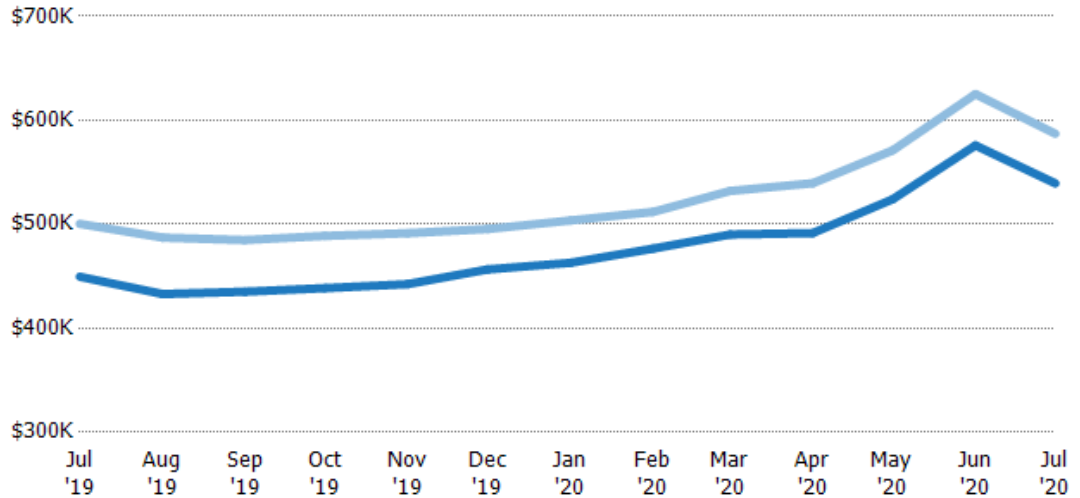
|                                |        |        |        |        |        |        |        |        |        |        |        |        |        |
|--------------------------------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|
| Current Year                   | \$330K | \$330K | \$329K | \$337K | \$330K | \$339K | \$349K | \$355K | \$375K | \$375K | \$399K | \$425K | \$398K |
| Prior Year                     | \$325K | \$309K | \$325K | \$325K | \$325K | \$310K | \$300K | \$300K | \$325K | \$325K | \$330K | \$332K | \$330K |
| Percent Change from Prior Year | 2%     | 7%     | 1%     | 4%     | 2%     | 9%     | 16%    | 18%    | 15%    | 15%    | 21%    | 28%    | 21%    |

## 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

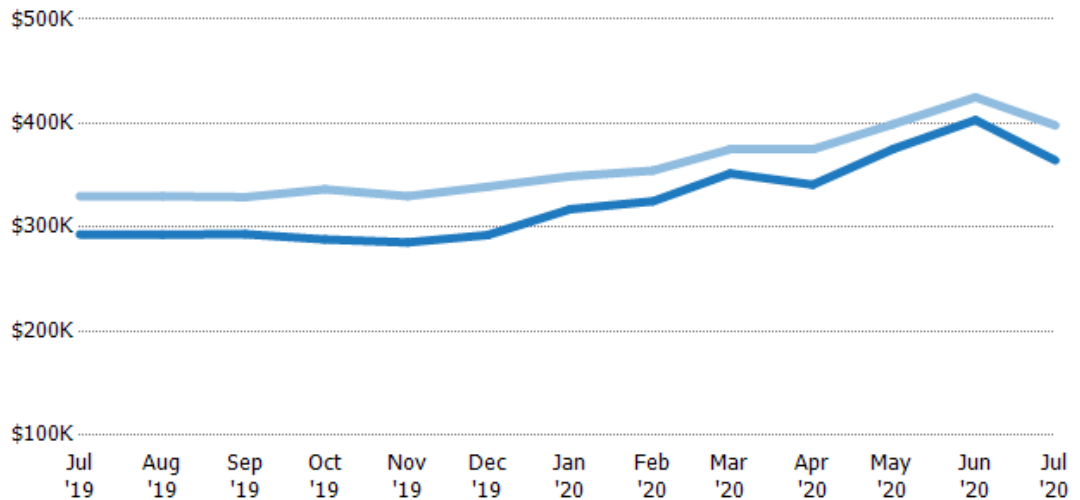


## Median Listing Price vs Median Est Value

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

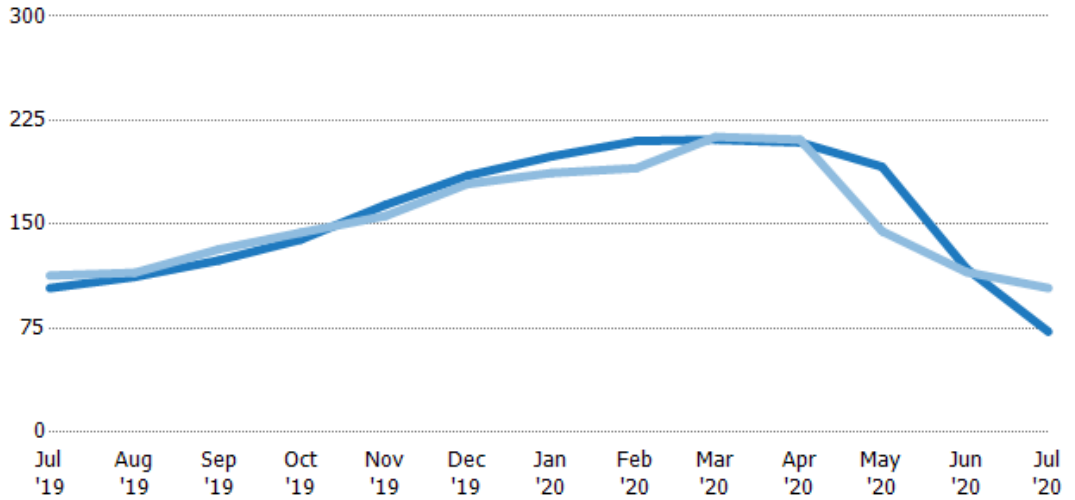


## Median Days in RPR

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



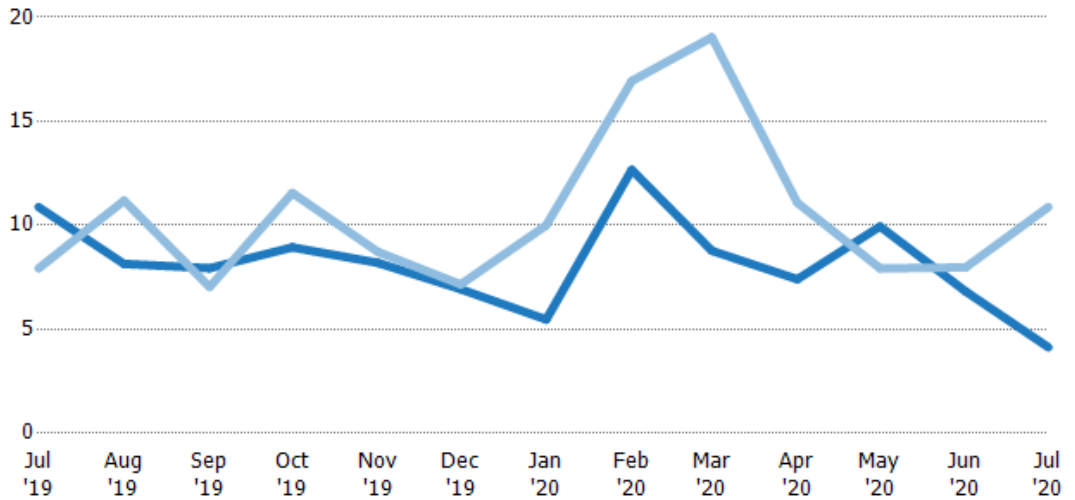
|                                | Jul '19 | Aug '19 | Sep '19 | Oct '19 | Nov '19 | Dec '19 | Jan '20 | Feb '20 | Mar '20 | Apr '20 | May '20 | Jun '20 | Jul '20 |
|--------------------------------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| Current Year                   | 104     | 112     | 124     | 139     | 164     | 185     | 199     | 210     | 211     | 209     | 192     | 118     | 72.5    |
| Prior Year                     | 113     | 115     | 132     | 144     | 156     | 179     | 187     | 191     | 213     | 211     | 145     | 116     | 104     |
| Percent Change from Prior Year | -8%     | -3%     | -6%     | -3%     | 5%      | 3%      | 6%      | 10%     | -1%     | -1%     | 32%     | 2%      | -30%    |

## 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



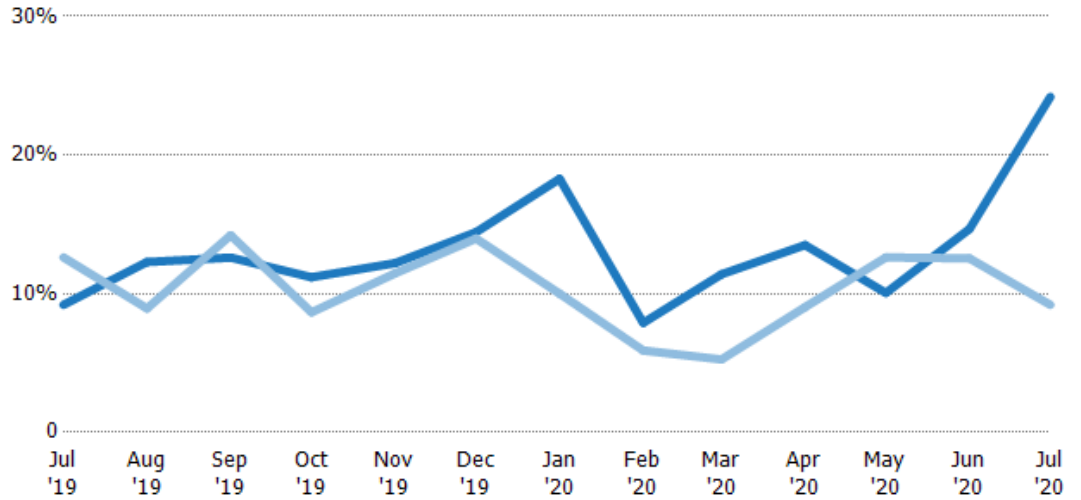
|                                | Jul '19 | Aug '19 | Sep '19 | Oct '19 | Nov '19 | Dec '19 | Jan '20 | Feb '20 | Mar '20 | Apr '20 | May '20 | Jun '20 | Jul '20 |
|--------------------------------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| Current Year                   | 10.9    | 8.14    | 7.94    | 8.94    | 8.19    | 6.93    | 5.47    | 12.7    | 8.78    | 7.4     | 9.94    | 6.82    | 4.13    |
| Prior Year                     | 7.93    | 11.2    | 7.03    | 11.6    | 8.72    | 7.16    | 10      | 16.9    | 19      | 11.1    | 7.93    | 7.97    | 10.9    |
| Percent Change from Prior Year | 37%     | -27%    | 13%     | -23%    | -6%     | -3%     | -45%    | -25%    | -54%    | -33%    | 25%     | -14%    | -62%    |

## 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



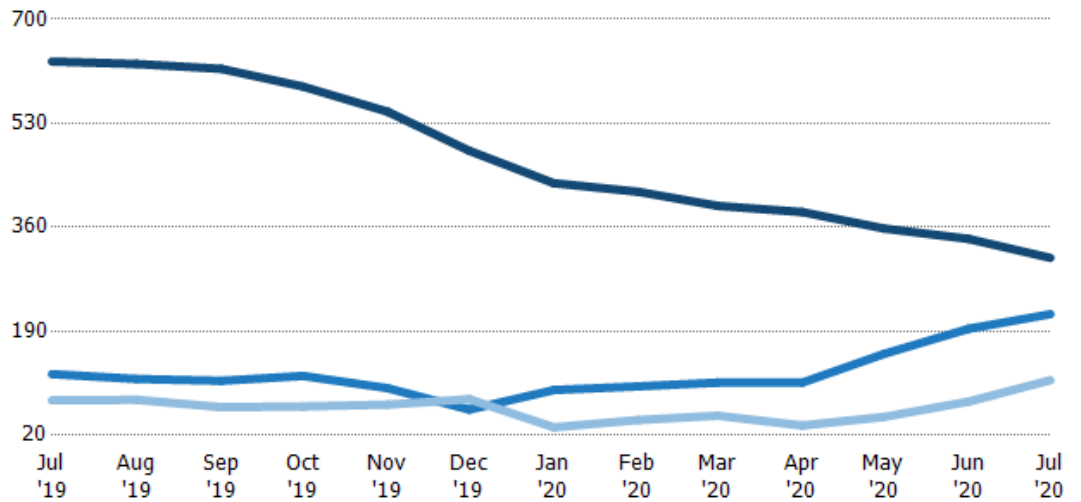
|                        | Jul '19 | Aug '19 | Sep '19 | Oct '19 | Nov '19 | Dec '19 | Jan '20 | Feb '20 | Mar '20 | Apr '20 | May '20 | Jun '20 | Jul '20 |
|------------------------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| Current Year           | 9%      | 12%     | 13%     | 11%     | 12%     | 14%     | 18%     | 8%      | 11%     | 14%     | 10%     | 15%     | 24%     |
| Prior Year             | 13%     | 9%      | 14%     | 9%      | 11%     | 14%     | 10%     | 6%      | 5%      | 9%      | 13%     | 13%     | 9%      |
| Change from Prior Year | 3%      | -3%     | 2%      | -3%     | -1%     | 0%      | -8%     | -2%     | -6%     | -4%     | 3%      | -2%     | -15%    |

## 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



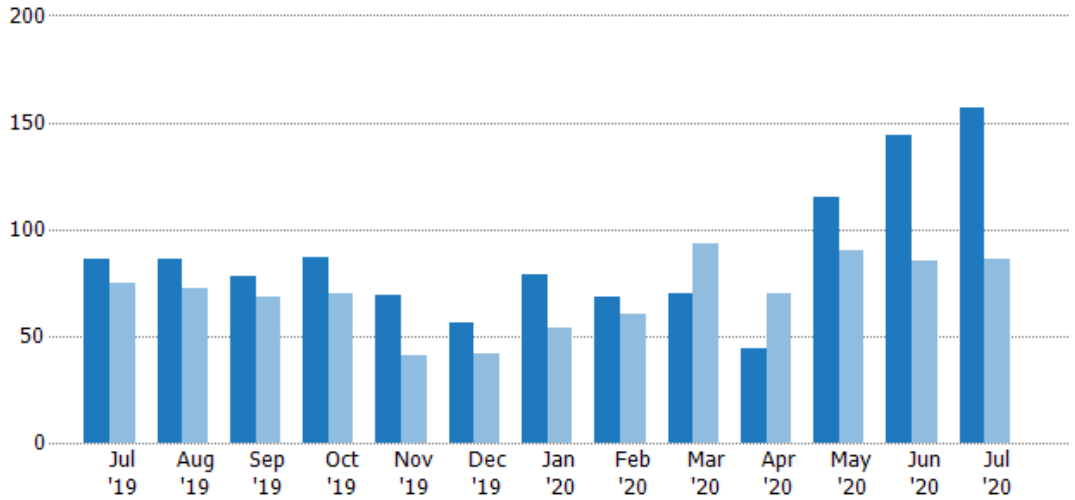
|         | Jul '19 | Aug '19 | Sep '19 | Oct '19 | Nov '19 | Dec '19 | Jan '20 | Feb '20 | Mar '20 | Apr '20 | May '20 | Jun '20 | Jul '20 |
|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| Active  | 631     | 627     | 619     | 590     | 549     | 485     | 432     | 418     | 395     | 385     | 358     | 341     | 310     |
| Pending | 120     | 112     | 109     | 117     | 97      | 62      | 94      | 100     | 106     | 106     | 153     | 194     | 218     |
| Sold    | 77      | 78      | 66      | 67      | 70      | 79      | 33      | 45      | 52      | 36      | 50      | 75      | 110     |

## 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



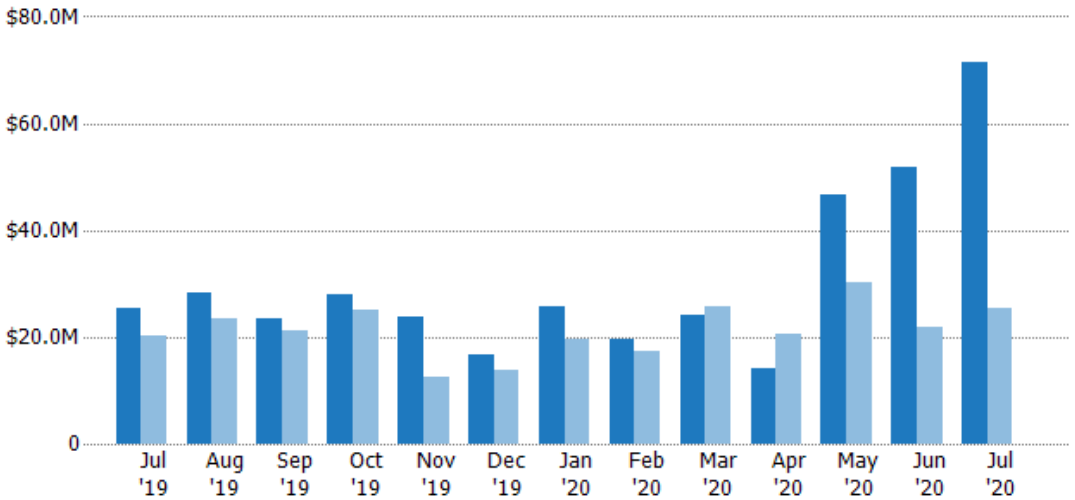
|                                | Jul '19 | Aug '19 | Sep '19 | Oct '19 | Nov '19 | Dec '19 | Jan '20 | Feb '20 | Mar '20 | Apr '20 | May '20 | Jun '20 | Jul '20 |
|--------------------------------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| Current Year                   | 86      | 86      | 78      | 87      | 69      | 56      | 79      | 68      | 70      | 44      | 115     | 144     | 157     |
| Prior Year                     | 75      | 72      | 68      | 70      | 41      | 42      | 54      | 60      | 93      | 70      | 90      | 85      | 86      |
| Percent Change from Prior Year | 15%     | 19%     | 15%     | 24%     | 68%     | 33%     | 46%     | 13%     | -25%    | -37%    | 28%     | 69%     | 83%     |

## 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



|                                | Jul '19 | Aug '19 | Sep '19 | Oct '19 | Nov '19 | Dec '19 | Jan '20 | Feb '20 | Mar '20 | Apr '20 | May '20 | Jun '20 | Jul '20 |
|--------------------------------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| Current Year                   | \$25.3M | \$28.4M | \$23.5M | \$28M   | \$23.8M | \$16.8M | \$25.8M | \$19.6M | \$24.1M | \$14.2M | \$46.5M | \$51.8M | \$71.3M |
| Prior Year                     | \$20.4M | \$23.3M | \$21.2M | \$25.1M | \$12.5M | \$13.8M | \$19.7M | \$17.4M | \$25.8M | \$20.6M | \$30.1M | \$21.8M | \$25.3M |
| Percent Change from Prior Year | 24%     | 22%     | 11%     | 12%     | 90%     | 22%     | 31%     | 12%     | -6%     | -31%    | 55%     | 137%    | 181%    |

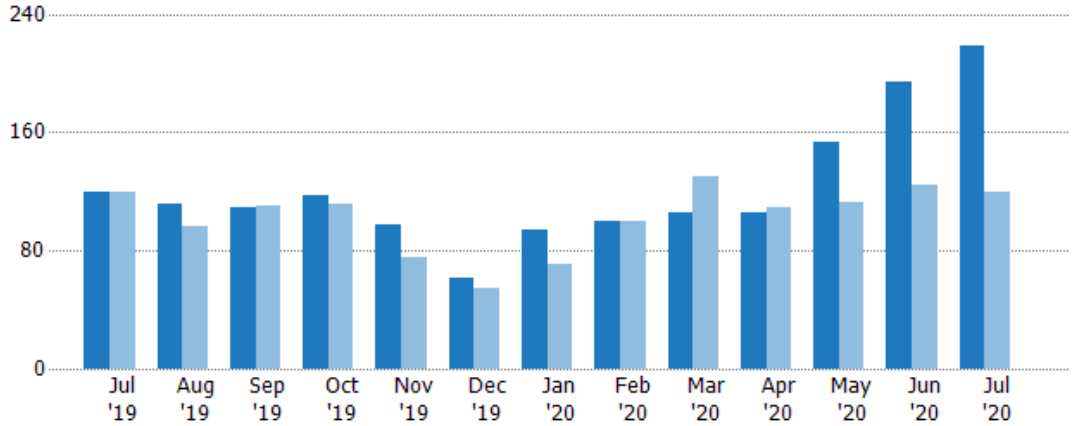


## Pending Sales

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



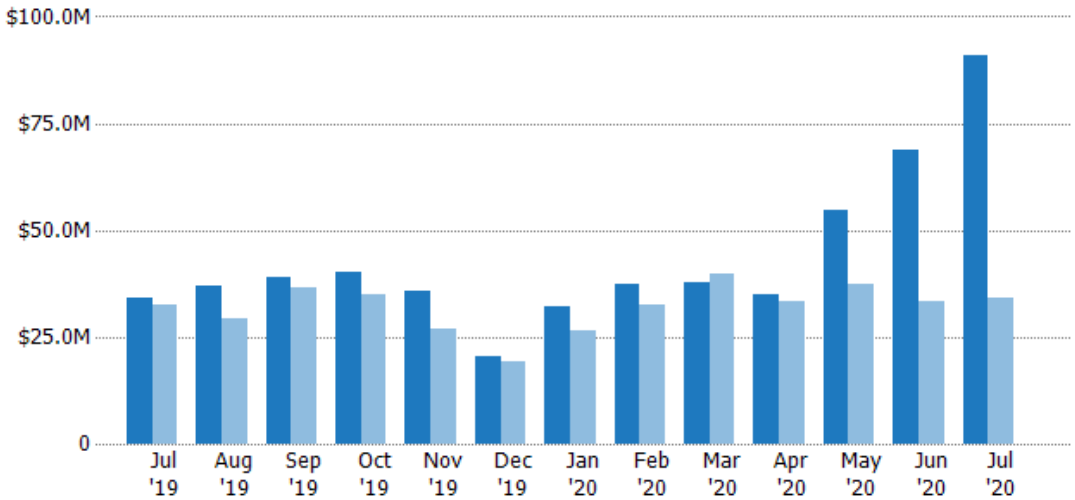
|                                | Jul '19 | Aug '19 | Sep '19 | Oct '19 | Nov '19 | Dec '19 | Jan '20 | Feb '20 | Mar '20 | Apr '20 | May '20 | Jun '20 | Jul '20 |
|--------------------------------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| Current Year                   | 120     | 112     | 109     | 117     | 97      | 62      | 94      | 100     | 106     | 106     | 153     | 194     | 218     |
| Prior Year                     | 120     | 96      | 110     | 111     | 75      | 55      | 71      | 100     | 130     | 109     | 113     | 124     | 120     |
| Percent Change from Prior Year | 0%      | 17%     | -1%     | 5%      | 29%     | 13%     | 32%     | 0%      | -18%    | -3%     | 35%     | 56%     | 82%     |

## 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



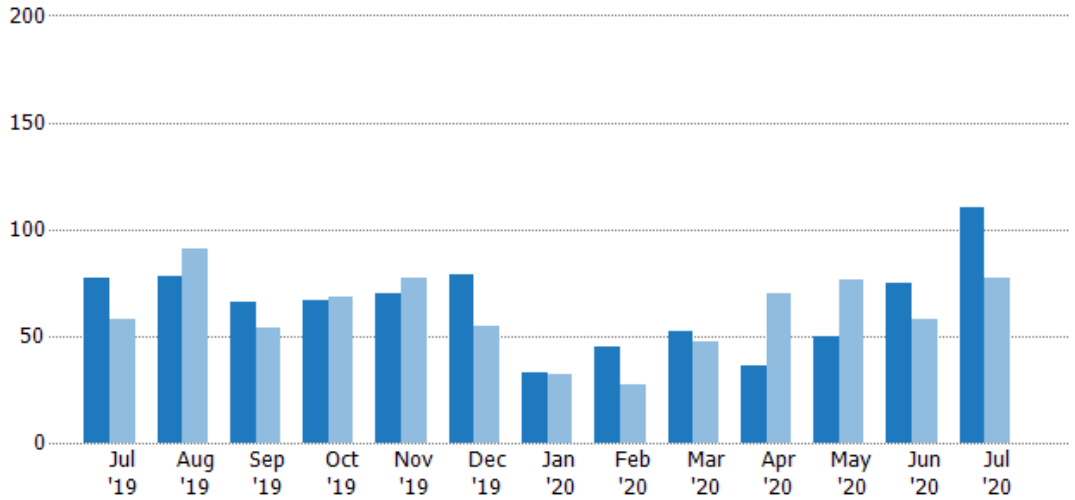
|                                | Jul '19 | Aug '19 | Sep '19 | Oct '19 | Nov '19 | Dec '19 | Jan '20 | Feb '20 | Mar '20 | Apr '20 | May '20 | Jun '20 | Jul '20 |
|--------------------------------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| Current Year                   | \$34.2M | \$36.9M | \$39.2M | \$40.2M | \$35.8M | \$20.3M | \$32.2M | \$37.2M | \$37.6M | \$34.9M | \$54.7M | \$69M   | \$91.1M |
| Prior Year                     | \$32.7M | \$29.4M | \$36.4M | \$35.1M | \$26.9M | \$19.2M | \$26.5M | \$32.5M | \$39.9M | \$33.5M | \$37.4M | \$33.3M | \$34.2M |
| Percent Change from Prior Year | 5%      | 26%     | 8%      | 15%     | 33%     | 6%      | 22%     | 15%     | -6%     | 4%      | 46%     | 107%    | 166%    |

## 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



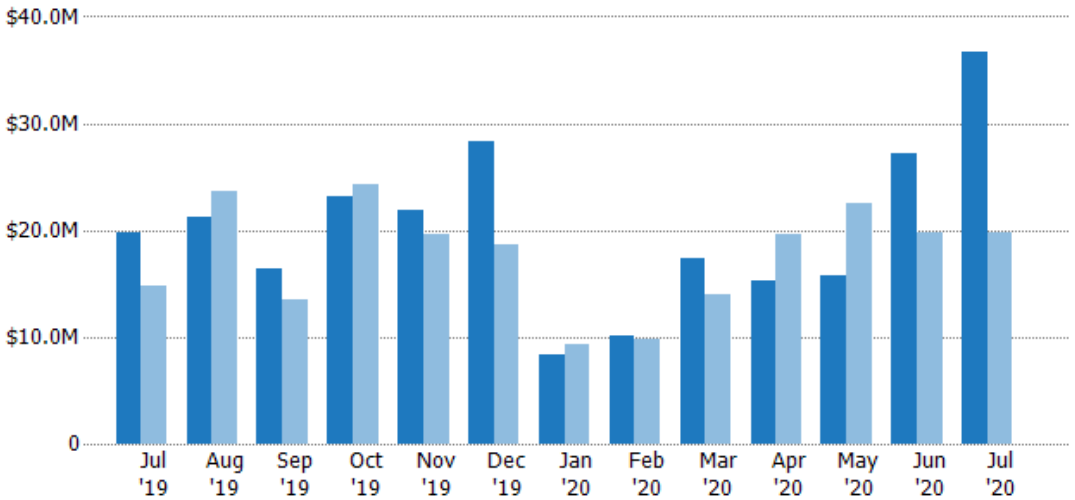
|                                | Jul '19 | Aug '19 | Sep '19 | Oct '19 | Nov '19 | Dec '19 | Jan '20 | Feb '20 | Mar '20 | Apr '20 | May '20 | Jun '20 | Jul '20 |
|--------------------------------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| Current Year                   | 77      | 78      | 66      | 67      | 70      | 79      | 33      | 45      | 52      | 36      | 50      | 75      | 110     |
| Prior Year                     | 58      | 91      | 54      | 68      | 77      | 55      | 32      | 27      | 47      | 70      | 76      | 58      | 77      |
| Percent Change from Prior Year | 33%     | -14%    | 22%     | -1%     | -9%     | 44%     | 3%      | 67%     | 11%     | -49%    | -34%    | 29%     | 43%     |

## 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



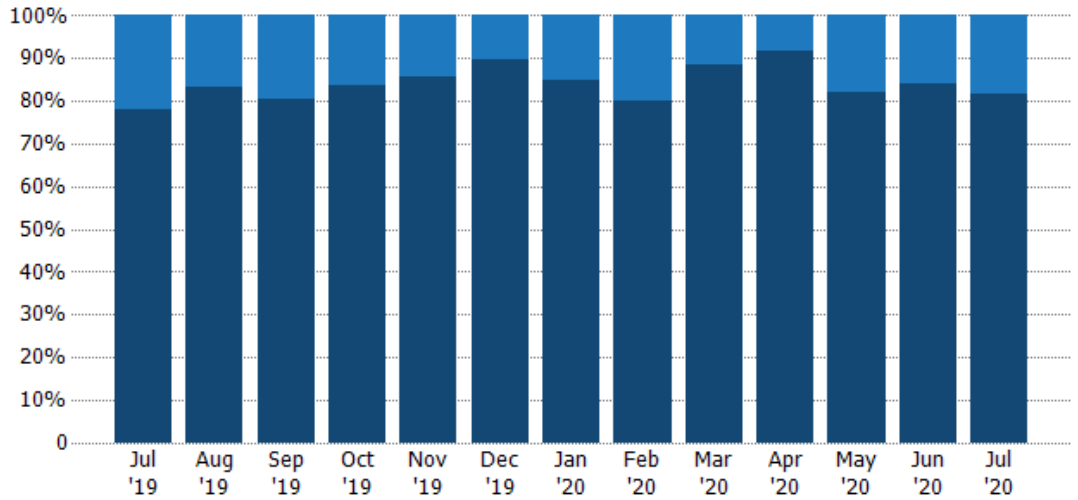
|                                | Jul '19 | Aug '19 | Sep '19 | Oct '19 | Nov '19 | Dec '19 | Jan '20 | Feb '20 | Mar '20 | Apr '20 | May '20 | Jun '20 | Jul '20 |
|--------------------------------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| Current Year                   | \$19.7M | \$21.2M | \$16.4M | \$23.1M | \$21.9M | \$28.3M | \$8.41M | \$10.1M | \$17.4M | \$15.2M | \$15.7M | \$27.2M | \$36.7M |
| Prior Year                     | \$14.7M | \$23.6M | \$13.6M | \$24.3M | \$19.6M | \$18.6M | \$9.36M | \$9.74M | \$14M   | \$19.6M | \$22.5M | \$19.7M | \$19.7M |
| Percent Change from Prior Year | 34%     | -10%    | 21%     | -5%     | 12%     | 52%     | -10%    | 4%      | 24%     | -22%    | -30%    | 38%     | 86%     |

## 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



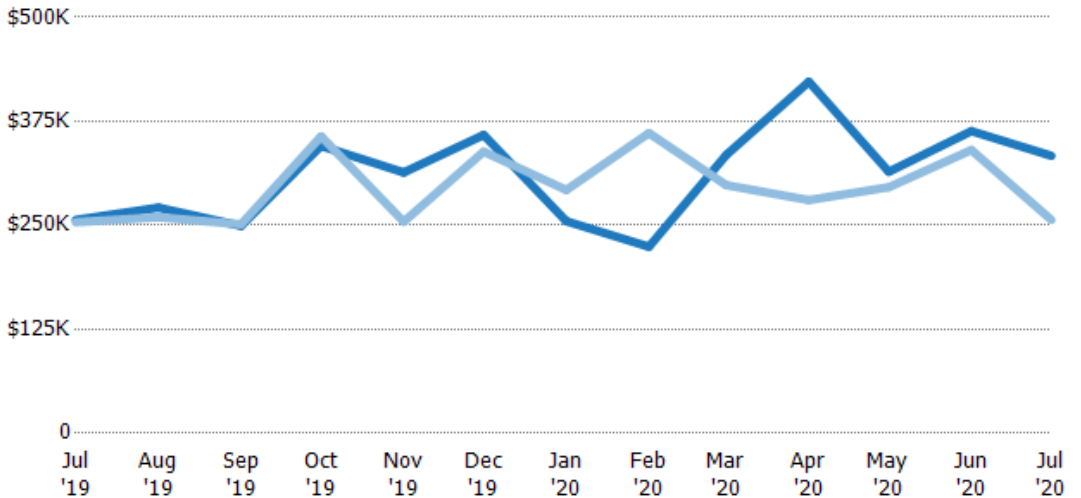
| Property Type           | Jul '19 | Aug '19 | Sep '19 | Oct '19 | Nov '19 | Dec '19 | Jan '20 | Feb '20 | Mar '20 | Apr '20 | May '20 | Jun '20 | Jul '20 |
|-------------------------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| Condo/Townhouse         | 22%     | 17%     | 20%     | 16%     | 14%     | 10%     | 15%     | 20%     | 12%     | 8%      | 18%     | 16%     | 18%     |
| Single Family Residence | 78%     | 83%     | 80%     | 84%     | 86%     | 90%     | 85%     | 80%     | 88%     | 92%     | 82%     | 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



| Month/Year | Price  | % Chg. |
|------------|--------|--------|
| Jul '20    | \$334K | 30.1%  |
| Jul '19    | \$256K | 1.1%   |
| Jul '18    | \$254K | -2.8%  |

| Property Type                  | Jul '19 | Aug '19 | Sep '19 | Oct '19 | Nov '19 | Dec '19 | Jan '20 | Feb '20 | Mar '20 | Apr '20 | May '20 | Jun '20 | Jul '20 |
|--------------------------------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| Current Year                   | \$256K  | \$271K  | \$249K  | \$345K  | \$314K  | \$359K  | \$255K  | \$224K  | \$334K  | \$423K  | \$314K  | \$363K  | \$334K  |
| Prior Year                     | \$254K  | \$260K  | \$251K  | \$357K  | \$254K  | \$339K  | \$292K  | \$361K  | \$298K  | \$280K  | \$296K  | \$340K  | \$256K  |
| Percent Change from Prior Year | 1%      | 4%      | -1%     | -3%     | 23%     | 6%      | -13%    | -38%    | 12%     | 51%     | 6%      | 7%      | 30%     |

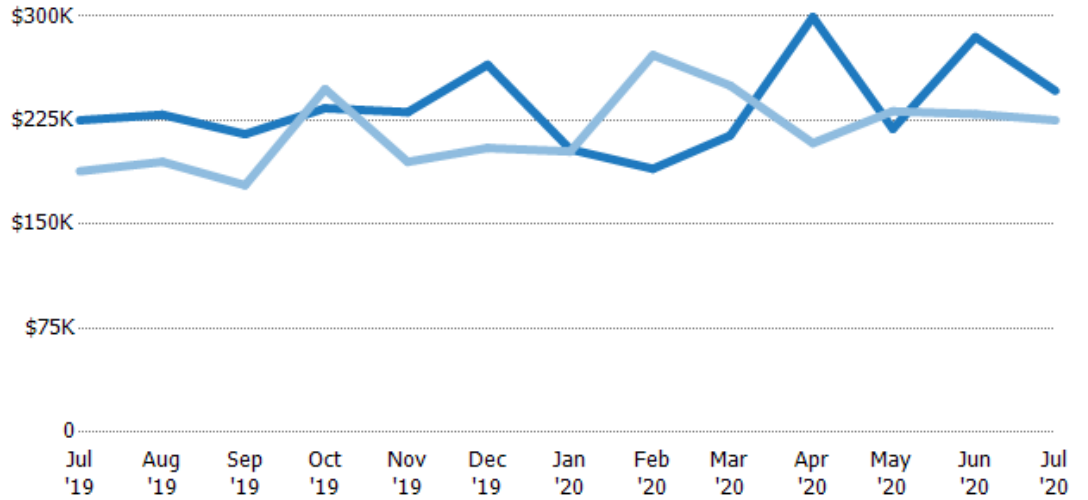
## Median Sales Price

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/<br>Year | Price  | % Chg. |
|----------------|--------|--------|
| Jul '20        | \$246K | 9.4%   |
| Jul '19        | \$225K | 19.5%  |
| Jul '18        | \$188K | 20.2%  |



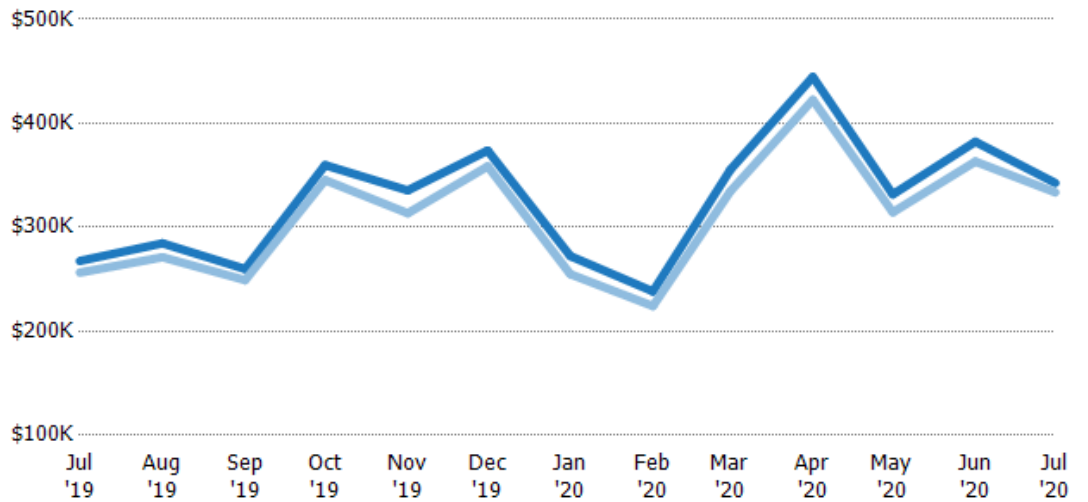
|                                |        |        |        |        |        |        |        |        |        |        |        |        |        |
|--------------------------------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|
| Current Year                   | \$225K | \$229K | \$215K | \$234K | \$231K | \$265K | \$204K | \$190K | \$214K | \$300K | \$219K | \$285K | \$246K |
| Prior Year                     | \$188K | \$195K | \$178K | \$248K | \$195K | \$205K | \$203K | \$272K | \$250K | \$209K | \$232K | \$230K | \$225K |
| Percent Change from Prior Year | 20%    | 17%    | 21%    | -6%    | 18%    | 29%    | 1%     | -30%   | -14%   | 44%    | -6%    | 24%    | 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



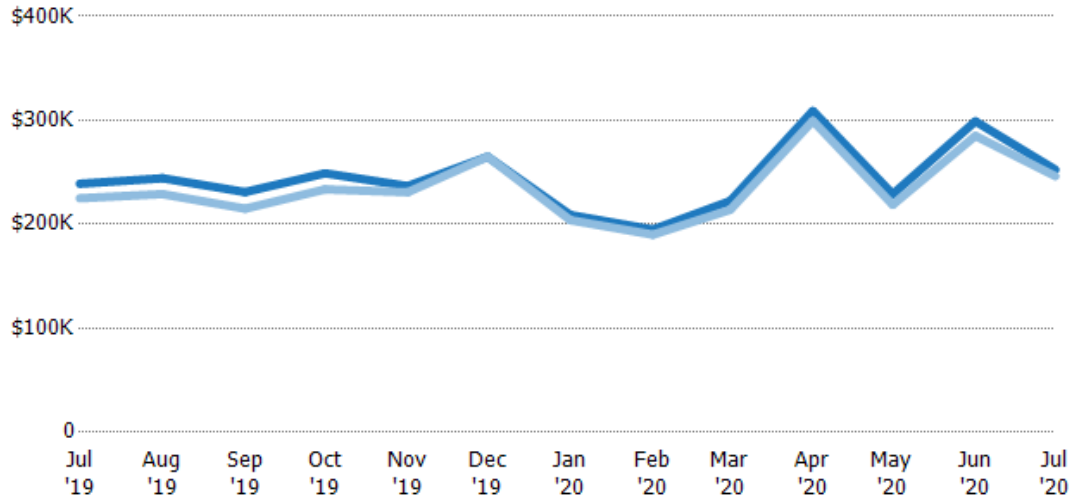
|  |        |        |        |        |        |        |        |        |        |        |        |        |        |
|--|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|
| Avg List Price                           | \$268K | \$285K | \$260K | \$360K | \$335K | \$374K | \$272K | \$238K | \$355K | \$445K | \$332K | \$382K | \$343K |
| Avg Sales Price                          | \$256K | \$271K | \$249K | \$345K | \$314K | \$359K | \$255K | \$224K | \$334K | \$423K | \$314K | \$363K | \$334K |
| Avg Sales Price as a % of Avg List Price | 96%    | 95%    | 96%    | 96%    | 93%    | 96%    | 94%    | 94%    | 94%    | 95%    | 95%    | 95%    | 97%    |

## 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



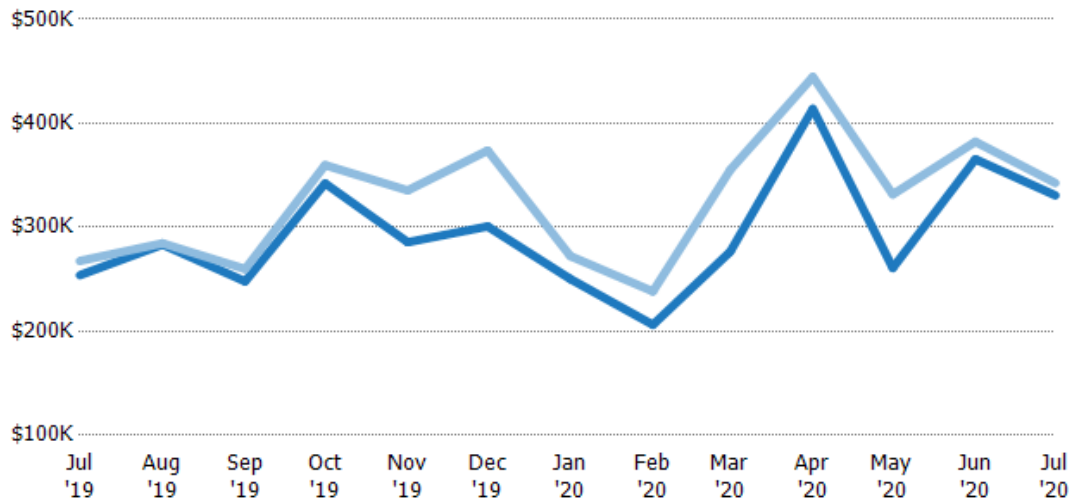
|  | Jul '19 | Aug '19 | Sep '19 | Oct '19 | Nov '19 | Dec '19 | Jan '20 | Feb '20 | Mar '20 | Apr '20 | May '20 | Jun '20 | Jul '20 |
|--|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| Median List Price                        | \$239K  | \$244K  | \$231K  | \$249K  | \$237K  | \$265K  | \$209K  | \$195K  | \$222K  | \$309K  | \$229K  | \$299K  | \$253K  |
| Median Sales Price                       | \$225K  | \$229K  | \$215K  | \$234K  | \$231K  | \$265K  | \$204K  | \$190K  | \$214K  | \$300K  | \$219K  | \$285K  | \$246K  |
| Med Sales Price as a % of Med List Price | 94%     | 94%     | 93%     | 94%     | 98%     | 100%    | 98%     | 97%     | 96%     | 97%     | 96%     | 95%     | 98%     |

## 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



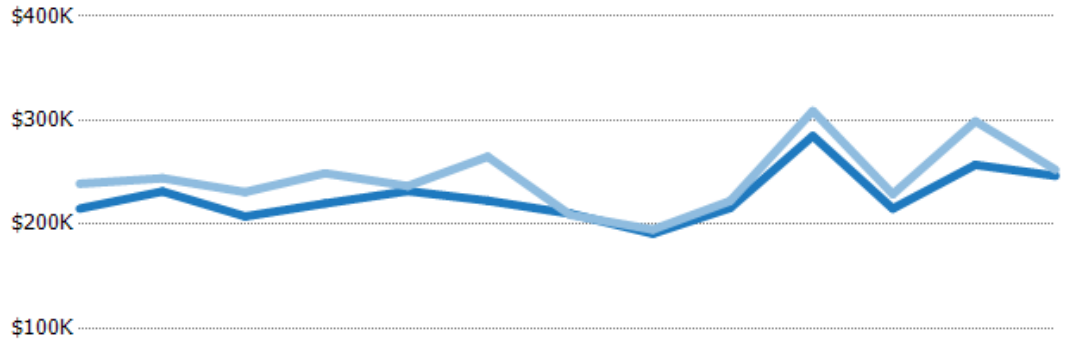
|   | Jul '19 | Aug '19 | Sep '19 | Oct '19 | Nov '19 | Dec '19 | Jan '20 | Feb '20 | Mar '20 | Apr '20 | May '20 | Jun '20 | Jul '20 |
|---|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| Avg Est Value                           | \$254K  | \$283K  | \$248K  | \$342K  | \$286K  | \$301K  | \$250K  | \$206K  | \$277K  | \$414K  | \$261K  | \$366K  | \$331K  |
| Avg Sales Price                         | \$268K  | \$285K  | \$260K  | \$360K  | \$335K  | \$374K  | \$272K  | \$238K  | \$355K  | \$445K  | \$332K  | \$382K  | \$343K  |
| Avg Sales Price as a % of Avg Est Value | 105%    | 100%    | 105%    | 105%    | 117%    | 124%    | 109%    | 116%    | 128%    | 107%    | 127%    | 105%    | 104%    |

## 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



|   | Jul '19 | Aug '19 | Sep '19 | Oct '19 | Nov '19 | Dec '19 | Jan '20 | Feb '20 | Mar '20 | Apr '20 | May '20 | Jun '20 | Jul '20 |
|---|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| Median Est Value                        | \$215K  | \$232K  | \$208K  | \$220K  | \$232K  | \$223K  | \$210K  | \$191K  | \$216K  | \$285K  | \$215K  | \$257K  | \$247K  |
| Median Sales Price                      | \$239K  | \$244K  | \$231K  | \$249K  | \$237K  | \$265K  | \$209K  | \$195K  | \$222K  | \$309K  | \$229K  | \$299K  | \$253K  |
| Med Sales Price as a % of Med Est Value | 111%    | 105%    | 111%    | 113%    | 102%    | 119%    | 99%     | 102%    | 103%    | 108%    | 106%    | 116%    | 102%    |

## Sales Activity by Metro Area

Aug 2020

| Metro                       | Pendings<br>(Month End) | Pending Volume<br>(Month End) | Sales | Sales Volume | Avg<br>Sales Price | Median<br>Sales Price | Avg Sales<br>Price per Sq Ft | Median Sales<br>Price per Sq Ft | Median Days<br>In RPR |
|-----------------------------|-------------------------|-------------------------------|-------|--------------|--------------------|-----------------------|------------------------------|---------------------------------|-----------------------|
| Claremont-Lebanon,<br>NH-VT | 233                     | \$100,383,873                 | 114   | \$45,962,365 | \$403,179          | \$332,750             | \$163                        | \$149                           | 28                    |