

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	Aug 2020	Aug 2019	+ / -	YTD 2020	YTD 2019	+ / -
Listing Activity Charts Metrics						
New Listing Count	144	104	+38.5%	743	813	-8.6%
New Listing Volume	\$83,534,761	\$34,404,099	+142.8%	\$355,985,870	\$316,752,176	+12.4%
Active Listing Count	304	625	-51.4%	N/A	N/A	
Active Listing Volume	\$192,920,999	\$305,163,387	-36.8%	N/A	N/A	
Average Listing Price	\$634,609	\$488,261	+30%	\$559,824	\$502,081	+11.5%
Median Listing Price	\$392,250	\$329,900	+18.9%	\$382,163	\$324,049	+17.9%
Median Days in RPR	58.5	112	-47.8%	130.35	151.27	-13.8%
Months of Inventory	2.8	8.1	-66%	6.3	9.8	-35.7%
Absorption Rate	36.18%	12.32%	+23.9%	15.91%	10.23%	+5.7%
Sales Activity Charts Metrics						
New Pending Sales Count	145	86	+68.6%	822	624	+31.7%
New Pending Sales Volume	\$62,859,873	\$28,408,806	+121.3%	\$316,058,906	\$189,092,321	+67.1%
Pending Sales Count	230	112	+105.4%	N/A	N/A	
Pending Sales Volume	\$99,545,873	\$36,924,111	+169.6%	N/A	N/A	
Closed Sales Count	114	78	+46.2%	515	465	+10.8%
Closed Sales Volume	\$45,962,365	\$21,155,408	+117.3%	\$176,718,153	\$135,864,070	+30.1%
Average Sales Price	\$403,179	\$271,223	+48.7%	\$343,142	\$292,181	+17.4%
Median Sales Price	\$332,750	\$229,000	+45.3%	\$261,215	\$228,518	+14.3%

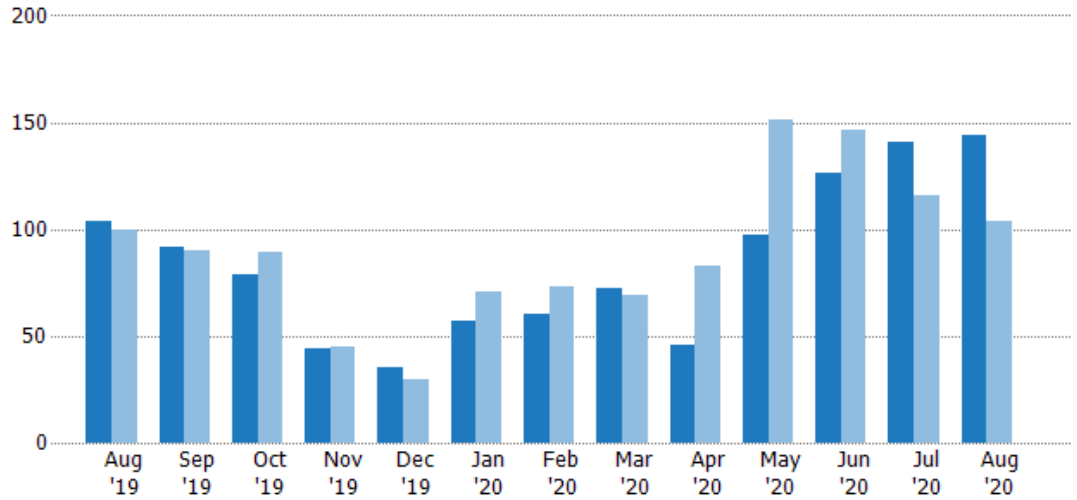
New Listings

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.
Aug '20	144	38.5%
Aug '19	104	4%
Aug '18	100	-12%



Current Year	104	92	79	44	35	57	60	72	46	97	126	141	144
Prior Year	100	90	89	45	30	71	73	69	83	151	146	116	104
Percent Change from Prior Year	4%	2%	-11%	-2%	17%	-20%	-18%	4%	-45%	-36%	-14%	22%	38%

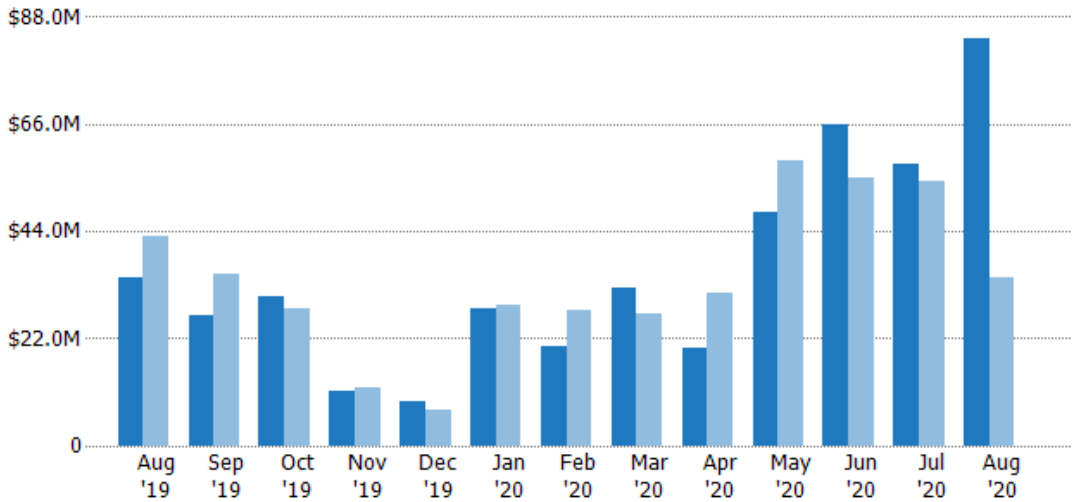
New Listing Volume

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.
Aug '20	\$83.5M	142.8%
Aug '19	\$34.4M	-19.7%
Aug '18	\$42.8M	-24%



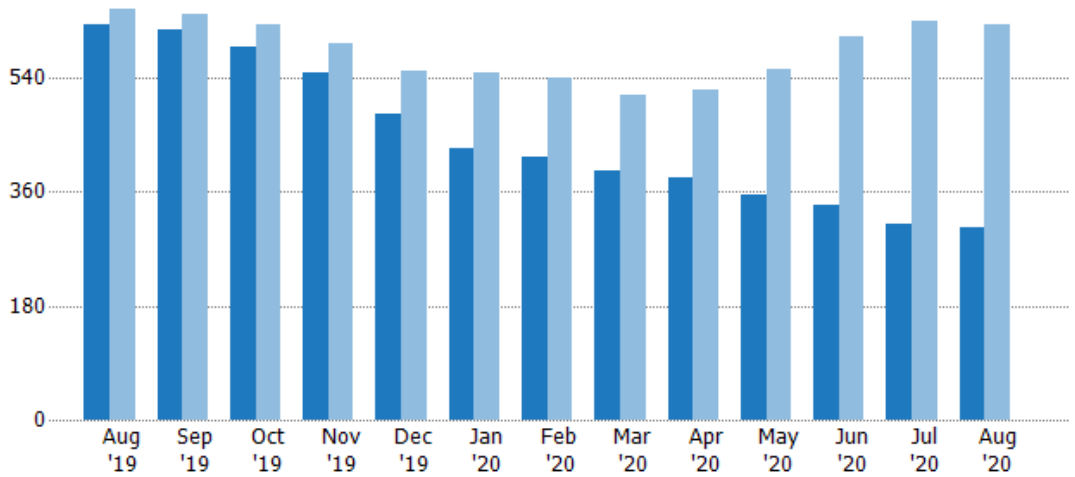
Current Year	\$34.4M	\$26.8M	\$30.6M	\$11.3M	\$9.08M	\$28.3M	\$20.4M	\$32.3M	\$20.1M	\$47.9M	\$65.8M	\$57.7M	\$83.5M
Prior Year	\$42.8M	\$35.4M	\$28.3M	\$11.8M	\$7.48M	\$28.8M	\$27.8M	\$27.1M	\$31.2M	\$58.4M	\$54.9M	\$54.1M	\$34.4M
Percent Change from Prior Year	-20%	-24%	8%	-5%	21%	-2%	-27%	19%	-36%	-18%	20%	7%	143%

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



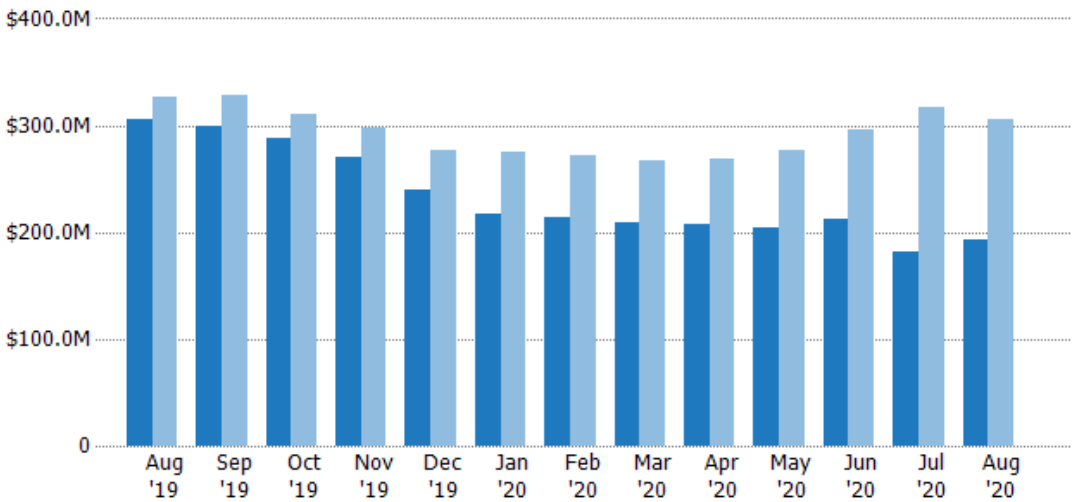
	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20
Current Year	625	617	588	547	482	429	415	392	382	355	338	308	304
Prior Year	649	640	624	593	550	549	541	513	520	554	605	630	625
Percent Change from Prior Year	-4%	-4%	-6%	-8%	-12%	-22%	-23%	-24%	-27%	-36%	-44%	-51%	-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



	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20
Current Year	\$305M	\$300M	\$288M	\$269M	\$239M	\$217M	\$213M	\$209M	\$207M	\$204M	\$212M	\$182M	\$193M
Prior Year	\$327M	\$329M	\$311M	\$297M	\$276M	\$275M	\$272M	\$267M	\$269M	\$277M	\$296M	\$316M	\$305M
Percent Change from Prior Year	-7%	-9%	-7%	-9%	-13%	-21%	-22%	-22%	-23%	-27%	-28%	-43%	-37%

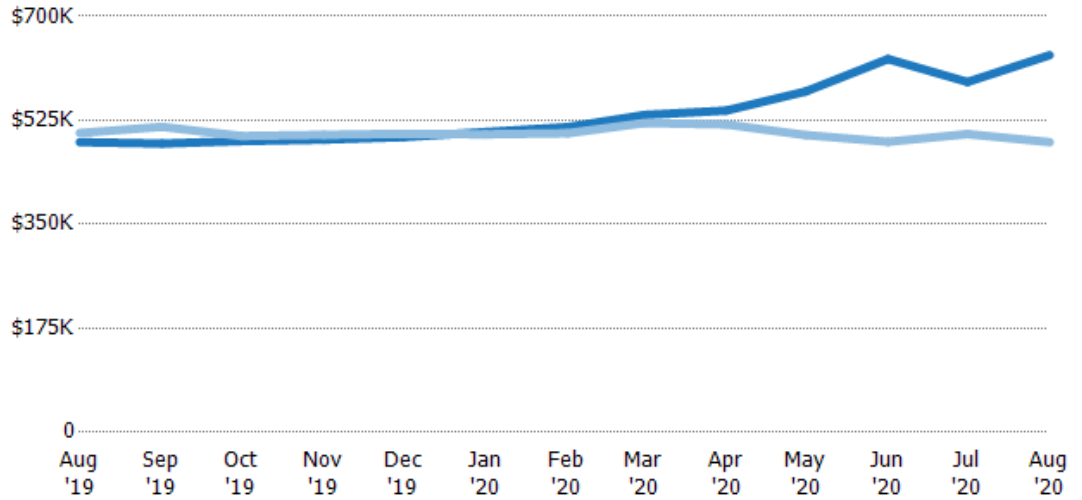
Average Listing Price

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.
Aug '20	\$635K	30%
Aug '19	\$488K	-3.1%
Aug '18	\$504K	-4.6%



Current Year	\$488K	\$486K	\$490K	\$493K	\$497K	\$505K	\$513K	\$534K	\$541K	\$574K	\$628K	\$590K	\$635K
Prior Year	\$504K	\$514K	\$499K	\$501K	\$502K	\$501K	\$503K	\$520K	\$518K	\$500K	\$489K	\$502K	\$488K
Percent Change from Prior Year	-3%	-5%	-2%	-2%	-1%	1%	2%	3%	5%	15%	28%	17%	30%

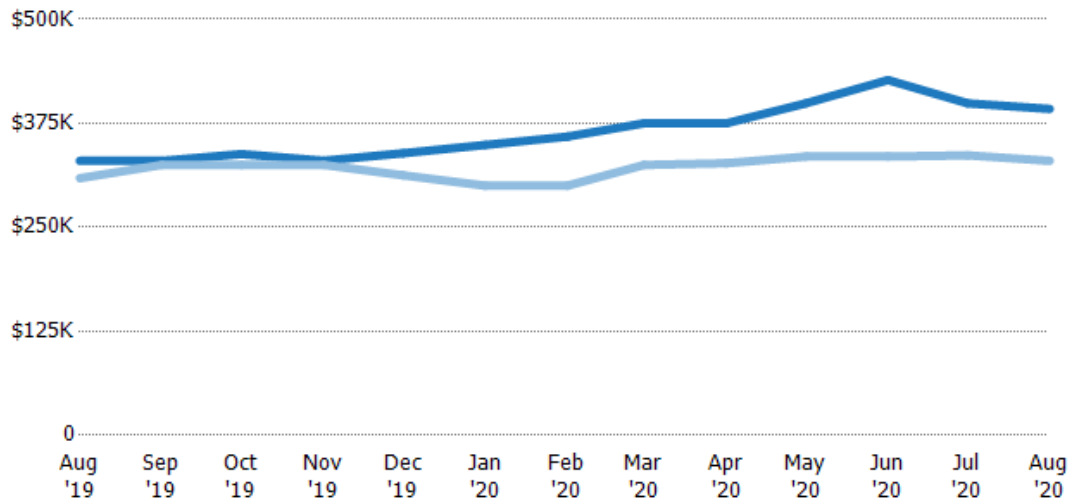
Median Listing Price

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.
Aug '20	\$392K	18.9%
Aug '19	\$330K	6.8%
Aug '18	\$309K	-7.8%



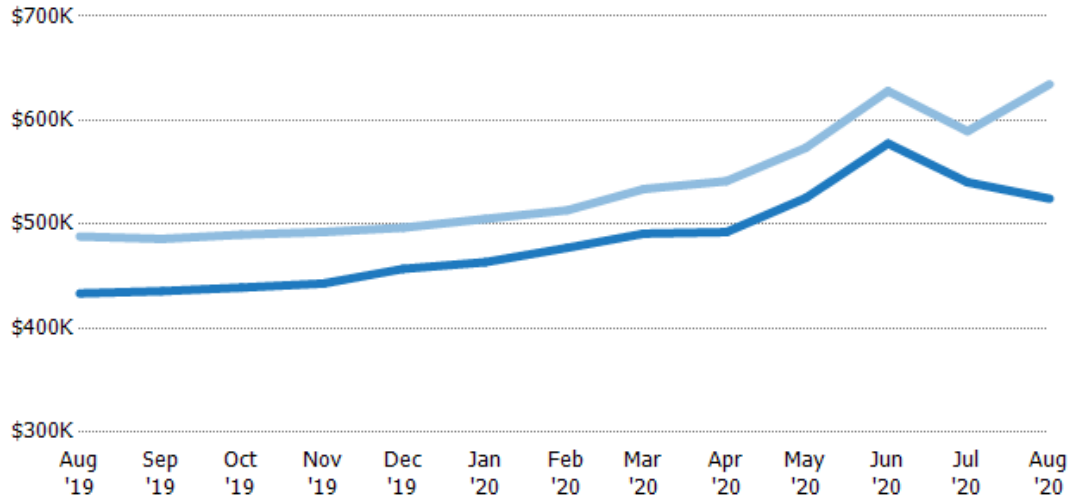
Current Year	\$330K	\$330K	\$338K	\$330K	\$339K	\$349K	\$359K	\$375K	\$375K	\$399K	\$427K	\$399K	\$392K
Prior Year	\$309K	\$325K	\$325K	\$325K	\$312K	\$300K	\$300K	\$325K	\$327K	\$335K	\$335K	\$337K	\$330K
Percent Change from Prior Year	7%	2%	4%	2%	8%	16%	20%	15%	15%	19%	27%	19%	19%

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



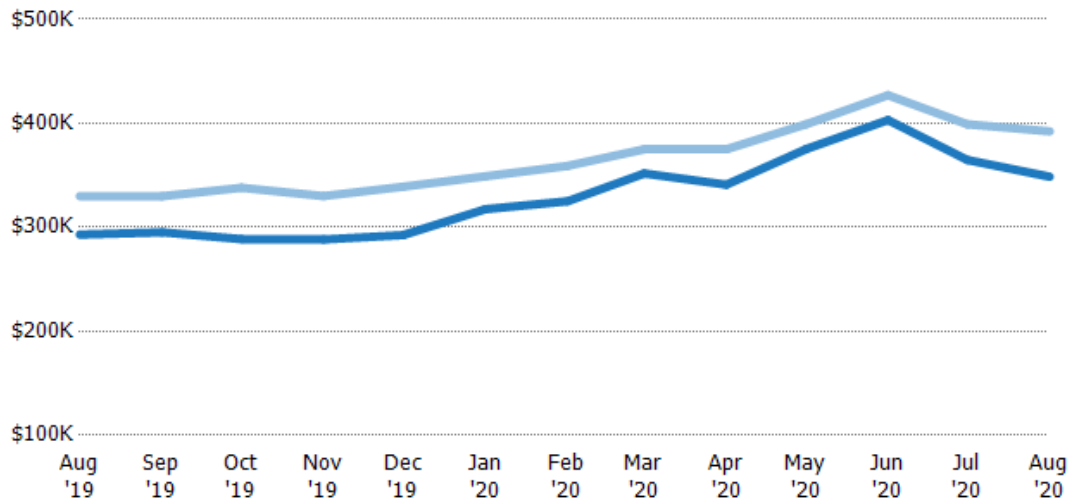
	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20
Avg Est Value	\$433K	\$436K	\$439K	\$443K	\$457K	\$464K	\$477K	\$491K	\$492K	\$525K	\$578K	\$540K	\$525K
Avg Listing Price	\$488K	\$486K	\$490K	\$493K	\$497K	\$505K	\$513K	\$534K	\$541K	\$574K	\$628K	\$590K	\$635K
Avg Listing Price as a % of Avg Est Value	113%	112%	112%	111%	109%	109%	108%	109%	110%	109%	109%	109%	121%

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



	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20
Median Est Value	\$293K	\$295K	\$289K	\$288K	\$293K	\$317K	\$325K	\$352K	\$341K	\$375K	\$403K	\$365K	\$349K
Median Listing Price	\$330K	\$330K	\$338K	\$330K	\$339K	\$349K	\$359K	\$375K	\$375K	\$399K	\$427K	\$399K	\$392K
Med Listing Price as a % of Med Est Value	113%	112%	117%	114%	116%	110%	110%	107%	110%	106%	106%	109%	113%

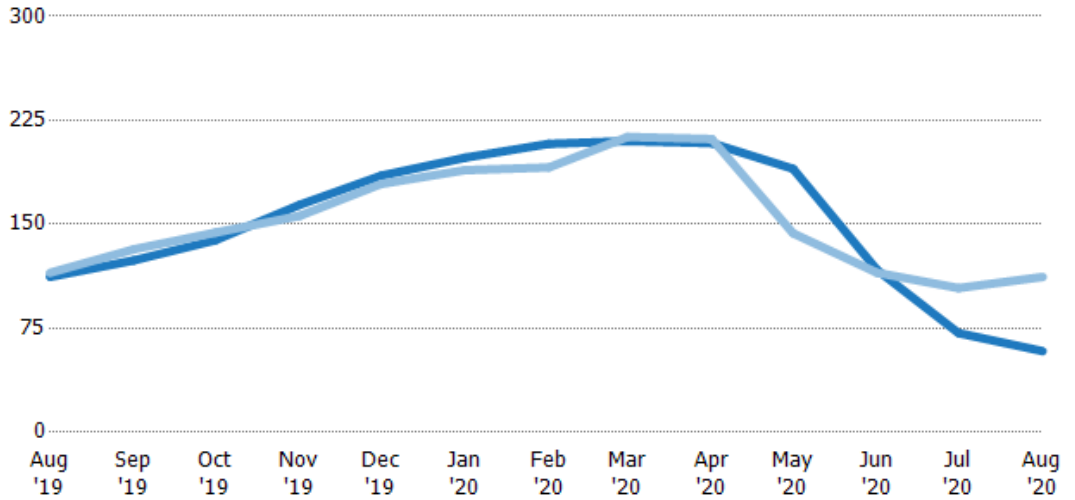
Median Days in RPR

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

Month/ Year	Days	% Chg.
Aug '20	58.5	-47.8%
Aug '19	112	-2.6%
Aug '18	115	6.1%



Current Year	112	124	139	164	185	198	208	210	209	190	117	71.5	58.5
Prior Year	115	132	144	156	179	189	191	213	212	144	115	104	112
Percent Change from Prior Year	-3%	-6%	-4%	5%	3%	5%	9%	-1%	-1%	32%	2%	-31%	-48%

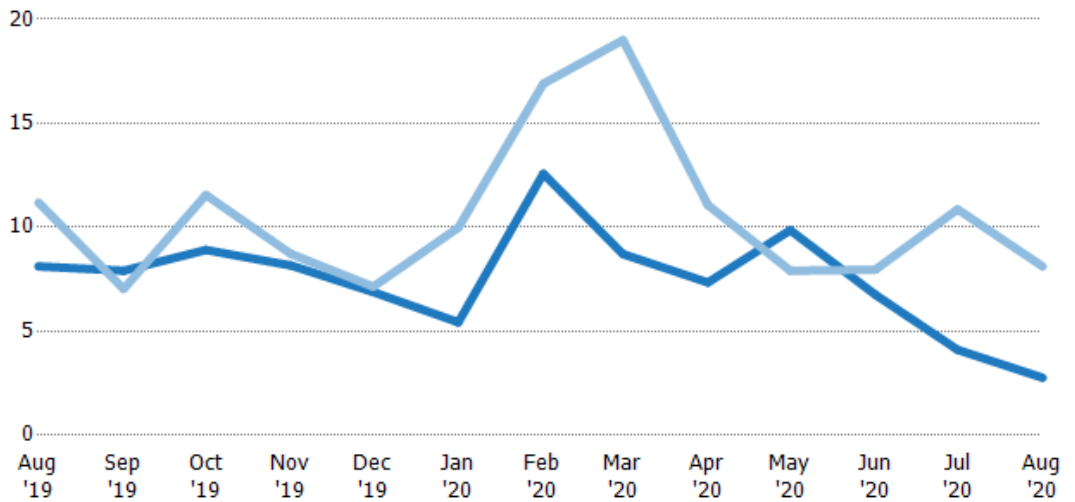
Months of Inventory

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

Filters Used

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

Month/ Year	Months	% Chg.
Aug '20	2.76	-66%
Aug '19	8.12	-27.5%
Aug '18	11.2	27.2%



Current Year	8.12	7.91	8.91	8.16	6.89	5.43	12.6	8.71	7.35	9.86	6.76	4.11	2.76
Prior Year	11.2	7.03	11.6	8.72	7.14	9.98	16.9	19	11.1	7.91	7.96	10.9	8.12
Percent Change from Prior Year	-27%	12%	-23%	-6%	-4%	-46%	-26%	-54%	-34%	25%	-15%	-62%	-66%

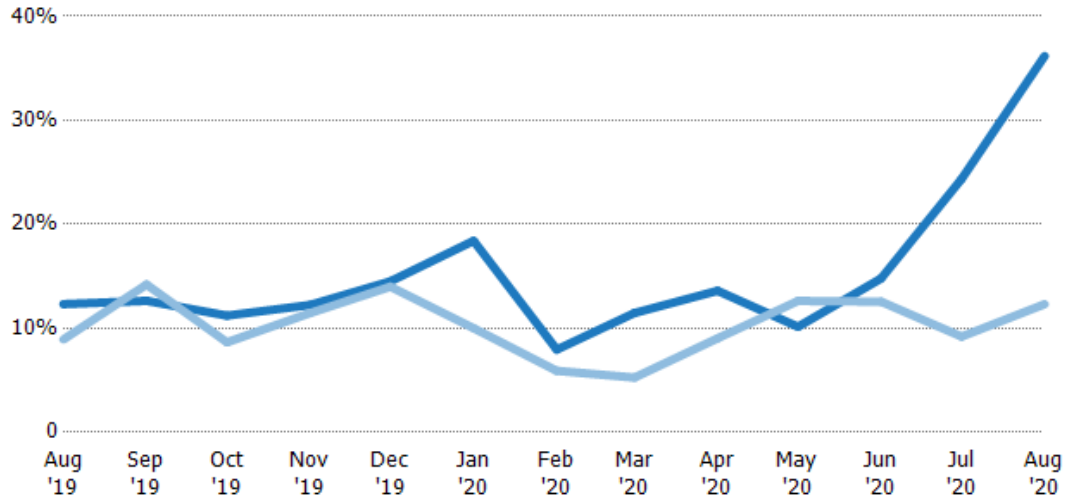
Absorption Rate

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.
Aug '20	36%	-23.9%
Aug '19	12%	-3.4%
Aug '18	9%	-21.4%



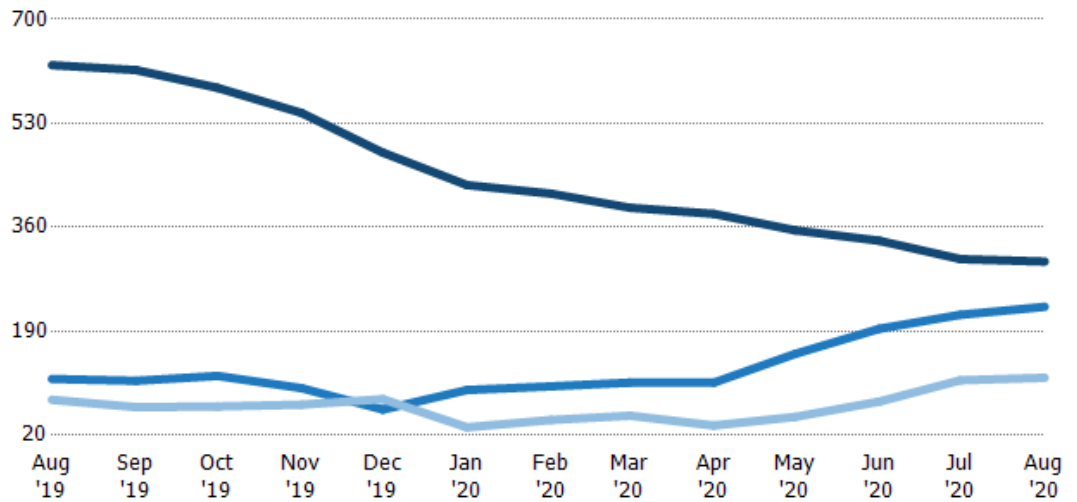
Current Year	12%	13%	11%	12%	15%	18%	8%	11%	14%	10%	15%	24%	36%
Prior Year	9%	14%	9%	11%	14%	10%	6%	5%	9%	13%	13%	9%	12%
Change from Prior Year	-3%	2%	-3%	-1%	-1%	-8%	-2%	-6%	-5%	2%	-2%	-15%	-24%

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



Active	625	617	588	547	482	429	415	392	382	355	338	308	304
Pending	112	109	117	97	62	94	100	106	106	153	194	217	230
Sold	78	66	67	70	79	33	45	52	36	50	75	110	114

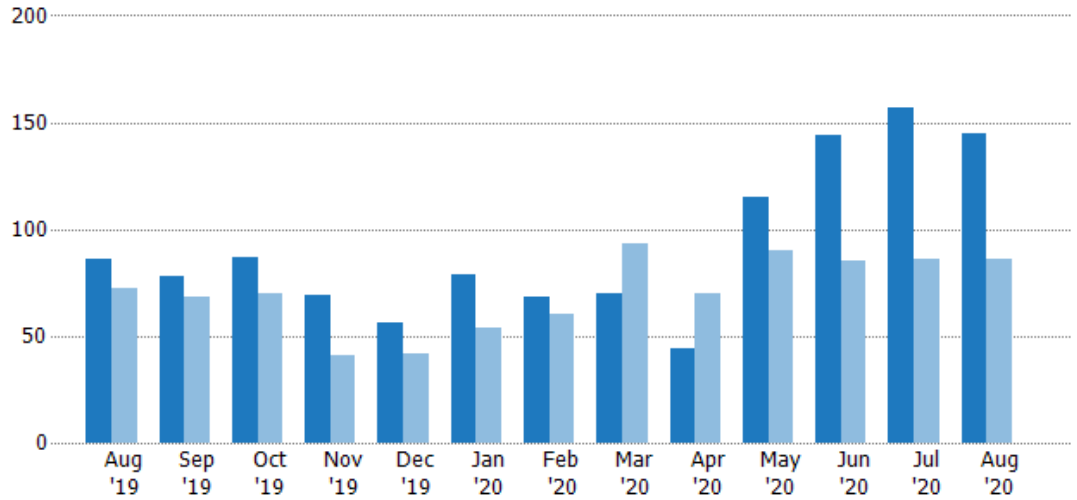
New Pending Sales

The number of residential properties with accepted offers that were added each month.

Filters Used

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

Month/ Year	Count	% Chg.
Aug '20	145	68.6%
Aug '19	86	19.4%
Aug '18	72	-12.5%



	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20
Current Year	86	78	87	69	56	79	68	70	44	115	144	157	145
Prior Year	72	68	70	41	42	54	60	93	70	90	85	86	86
Percent Change from Prior Year	19%	15%	24%	68%	33%	46%	13%	-25%	-37%	28%	69%	83%	69%

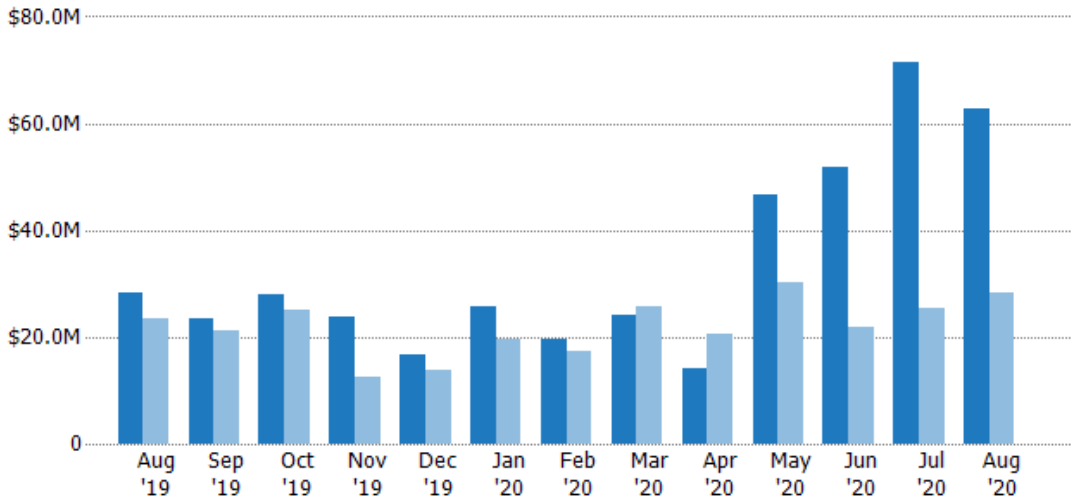
New Pending Sales Volume

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

Month/ Year	Volume	% Chg.
Aug '20	\$62.9M	121.3%
Aug '19	\$28.4M	21.9%
Aug '18	\$23.3M	-21.1%



	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20
Current Year	\$28.4M	\$23.5M	\$28M	\$23.8M	\$16.8M	\$25.8M	\$19.6M	\$24.1M	\$14.2M	\$46.5M	\$51.8M	\$71.3M	\$62.9M
Prior Year	\$23.3M	\$21.2M	\$25.1M	\$12.5M	\$13.8M	\$19.7M	\$17.4M	\$25.8M	\$20.6M	\$30.1M	\$21.8M	\$25.3M	\$28.4M
Percent Change from Prior Year	22%	11%	12%	90%	22%	31%	12%	-6%	-31%	55%	137%	181%	121%

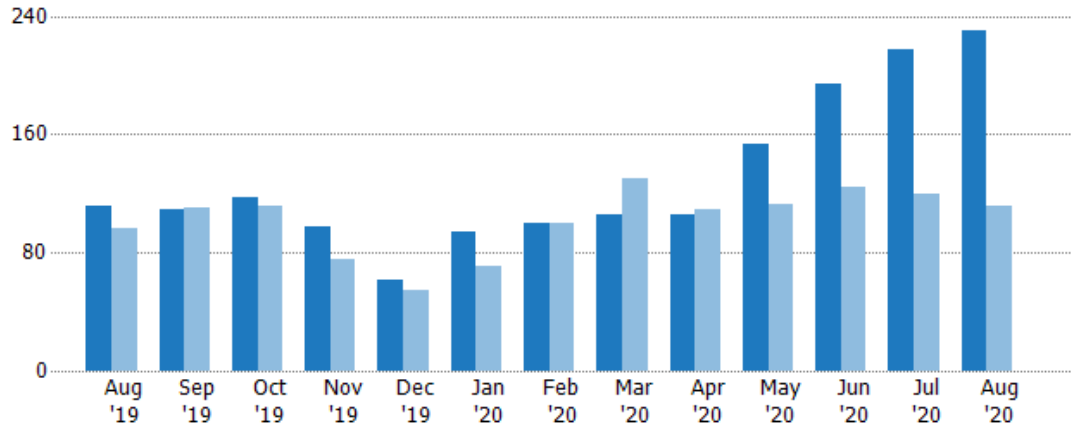
Pending Sales

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.
Aug '20	230	105.4%
Aug '19	112	16.7%
Aug '18	96	-8.3%



Current Year	112	109	117	97	62	94	100	106	106	153	194	217	230
Prior Year	96	110	111	75	55	71	100	130	109	113	124	120	112
Percent Change from Prior Year	17%	-1%	5%	29%	13%	32%	0%	-18%	-3%	35%	56%	81%	105%

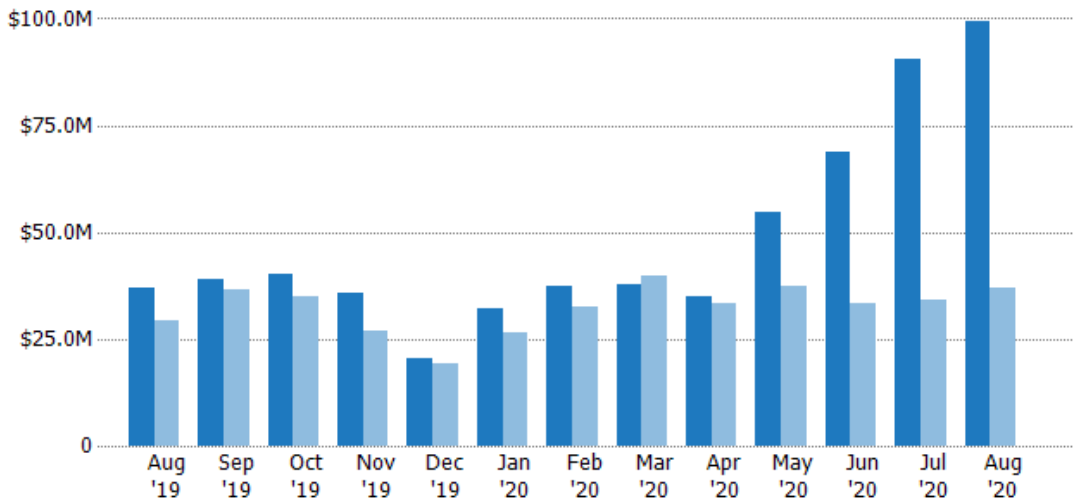
Pending Sales Volume

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.
Aug '20	\$100M	169.6%
Aug '19	\$36.9M	25.6%
Aug '18	\$29.4M	-10%



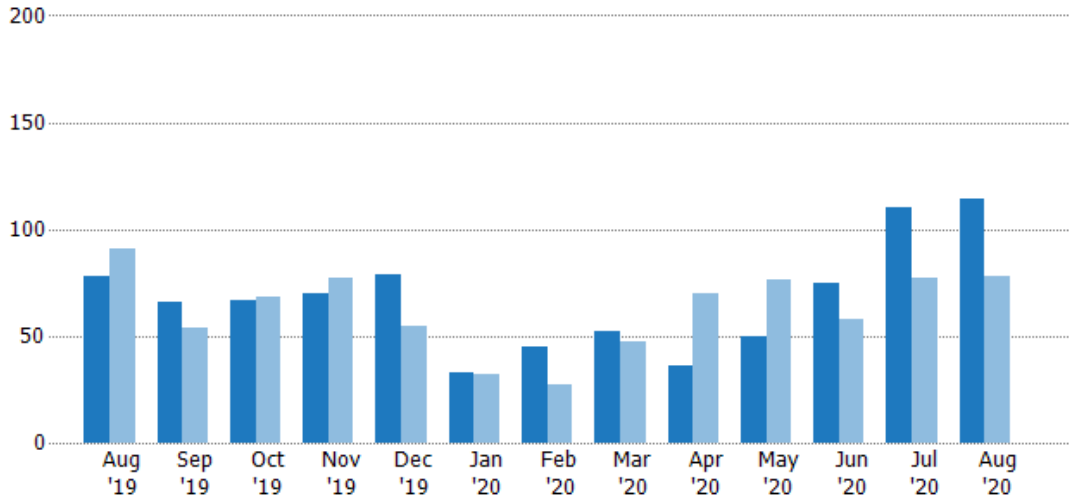
Current Year	\$36.9M	\$39.2M	\$40.2M	\$35.8M	\$20.3M	\$32.2M	\$37.2M	\$37.6M	\$34.9M	\$54.7M	\$69M	\$90.7M	\$100M
Prior Year	\$29.4M	\$36.4M	\$35.1M	\$26.9M	\$19.2M	\$26.5M	\$32.5M	\$39.9M	\$33.5M	\$37.4M	\$33.3M	\$34.2M	\$36.9M
Percent Change from Prior Year	26%	8%	15%	33%	6%	22%	15%	-6%	4%	46%	107%	165%	170%

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



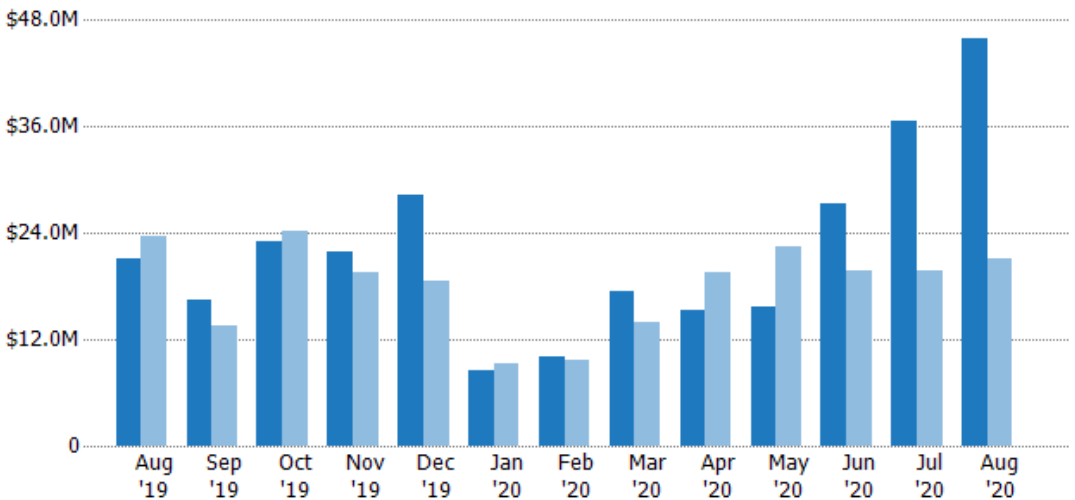
	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20
Current Year	78	66	67	70	79	33	45	52	36	50	75	110	114
Prior Year	91	54	68	77	55	32	27	47	70	76	58	77	78
Percent Change from Prior Year	-14%	22%	-1%	-9%	44%	3%	67%	11%	-49%	-34%	29%	43%	46%

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



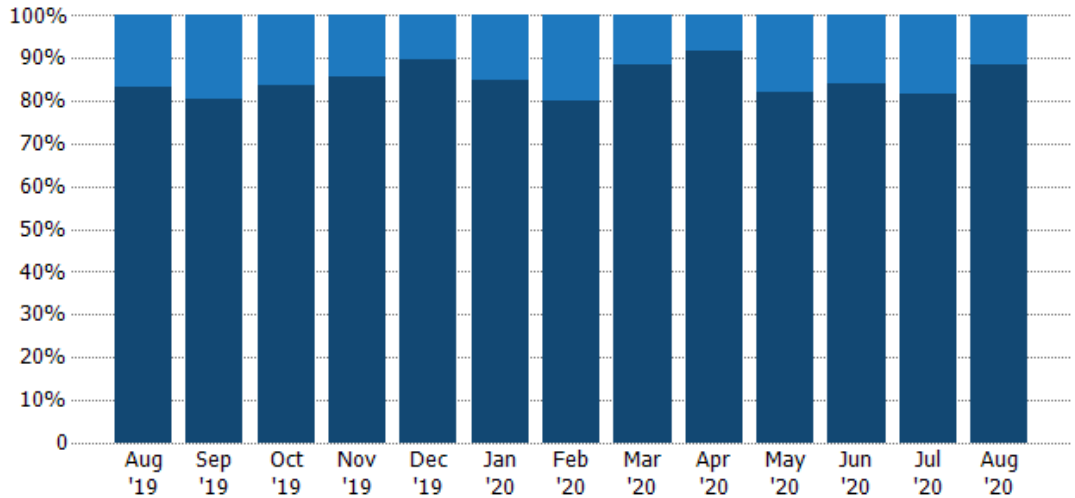
	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20
Current Year	\$21.2M	\$16.4M	\$23.1M	\$21.9M	\$28.3M	\$8.41M	\$10.1M	\$17.4M	\$15.2M	\$15.7M	\$27.2M	\$36.7M	\$46M
Prior Year	\$23.6M	\$13.6M	\$24.3M	\$19.6M	\$18.6M	\$9.36M	\$9.74M	\$14M	\$19.6M	\$22.5M	\$19.7M	\$19.7M	\$21.2M
Percent Change from Prior Year	-10%	21%	-5%	12%	52%	-10%	4%	24%	-22%	-30%	38%	86%	117%

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



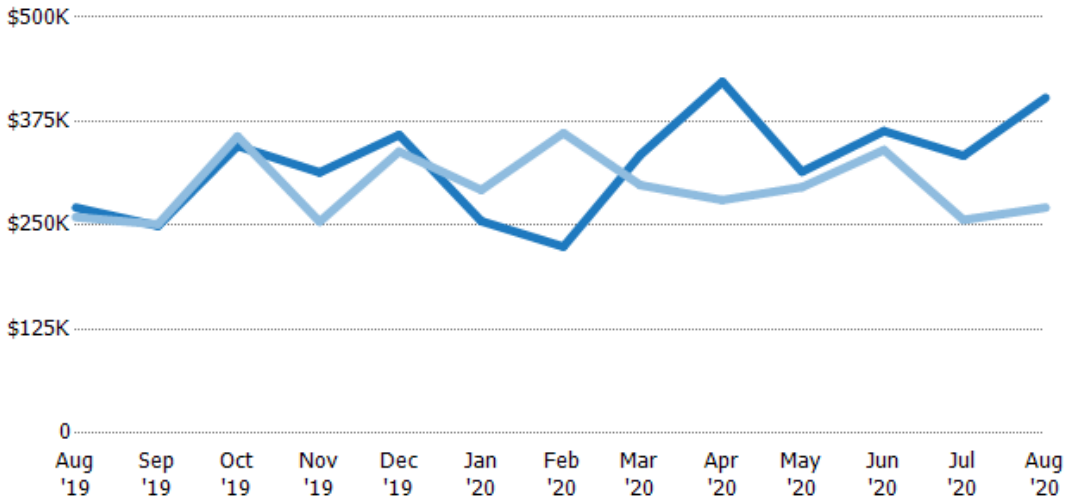
Property Type	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20
Condo/Townhouse	17%	20%	16%	14%	10%	15%	20%	12%	8%	18%	16%	18%	11%
Single Family Residence	83%	80%	84%	86%	90%	85%	80%	88%	92%	82%	84%	82%	89%

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.
Aug '20	\$403K	48.7%
Aug '19	\$271K	4.4%
Aug '18	\$260K	-6.5%

Property Type	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20
Current Year	\$271K	\$249K	\$345K	\$314K	\$359K	\$255K	\$224K	\$334K	\$423K	\$314K	\$363K	\$334K	\$403K
Prior Year	\$260K	\$251K	\$357K	\$254K	\$339K	\$292K	\$361K	\$298K	\$280K	\$296K	\$340K	\$256K	\$271K
Percent Change from Prior Year	4%	-1%	-3%	23%	6%	-13%	-38%	12%	51%	6%	7%	30%	49%

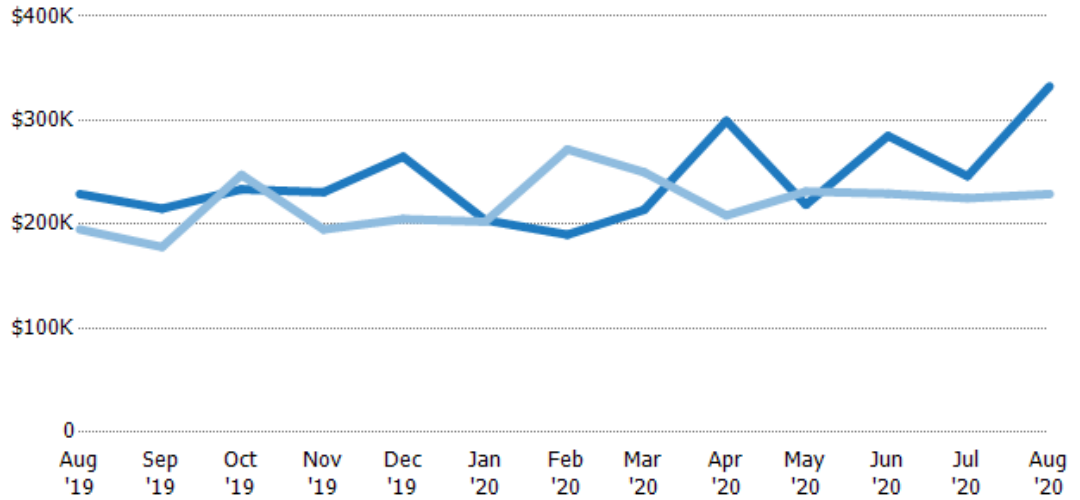
Median Sales Price

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.
Aug '20	\$333K	45.3%
Aug '19	\$229K	17.4%
Aug '18	\$195K	10.3%



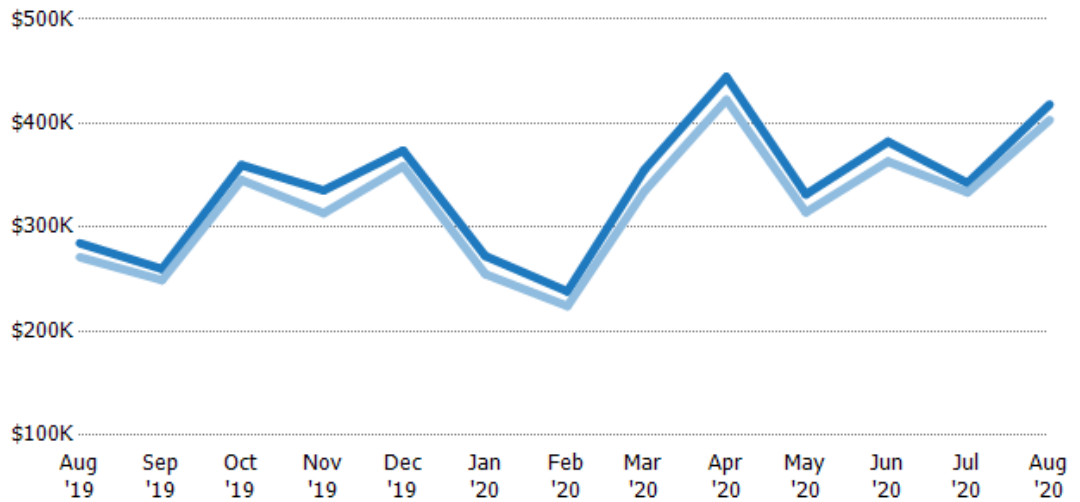
Current Year	\$229K	\$215K	\$234K	\$231K	\$265K	\$204K	\$190K	\$214K	\$300K	\$219K	\$285K	\$246K	\$333K
Prior Year	\$195K	\$178K	\$248K	\$195K	\$205K	\$203K	\$272K	\$250K	\$209K	\$232K	\$230K	\$225K	\$229K
Percent Change from Prior Year	17%	21%	-6%	18%	29%	1%	-30%	-14%	44%	-6%	24%	9%	45%

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



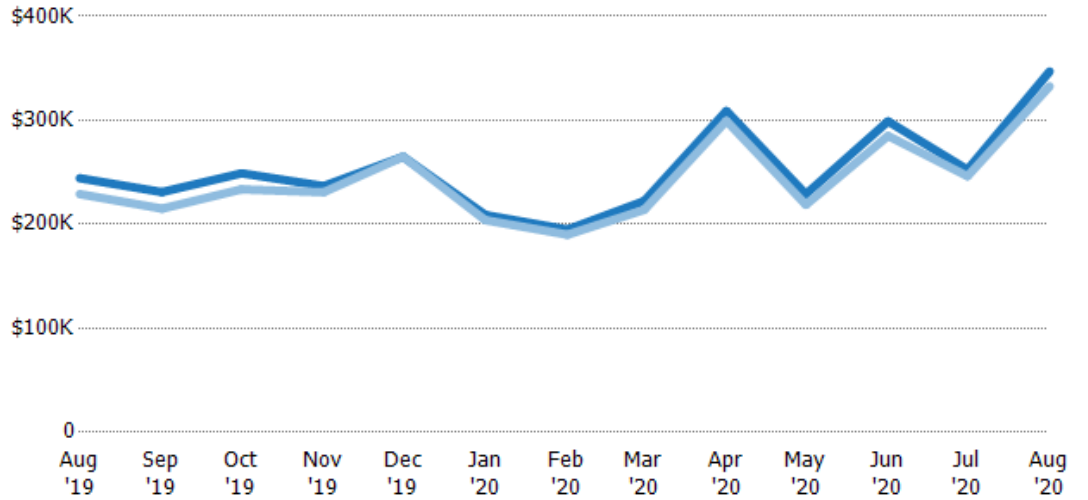
Avg List Price	\$285K	\$260K	\$360K	\$335K	\$374K	\$272K	\$238K	\$355K	\$445K	\$332K	\$382K	\$343K	\$418K
Avg Sales Price	\$271K	\$249K	\$345K	\$314K	\$359K	\$255K	\$224K	\$334K	\$423K	\$314K	\$363K	\$334K	\$403K
Avg Sales Price as a % of Avg List Price	95%	96%	96%	93%	96%	94%	94%	94%	95%	95%	95%	97%	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



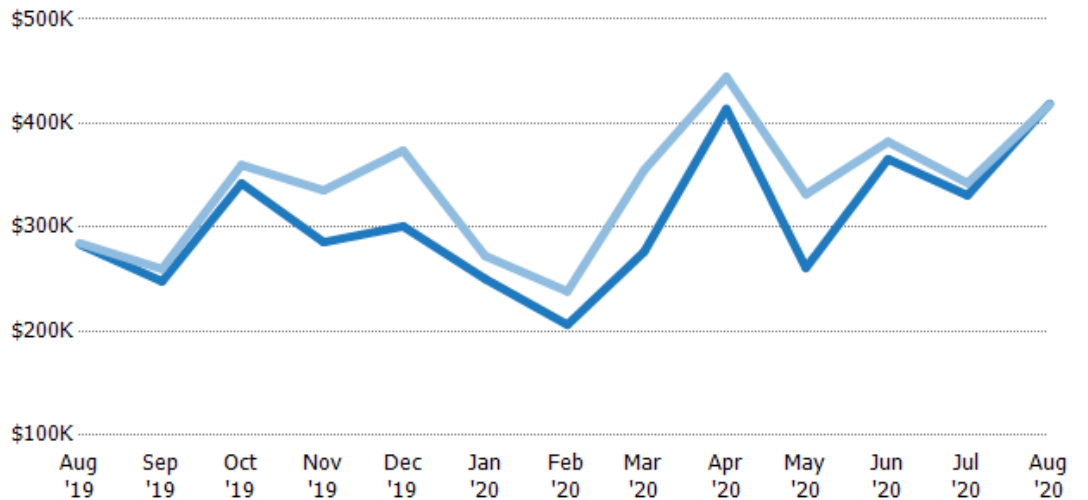
	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20
Median List Price	\$244K	\$231K	\$249K	\$237K	\$265K	\$209K	\$195K	\$222K	\$309K	\$229K	\$299K	\$253K	\$347K
Median Sales Price	\$229K	\$215K	\$234K	\$231K	\$265K	\$204K	\$190K	\$214K	\$300K	\$219K	\$285K	\$246K	\$333K
Med Sales Price as a % of Med List Price	94%	93%	94%	98%	100%	98%	97%	96%	97%	96%	95%	98%	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



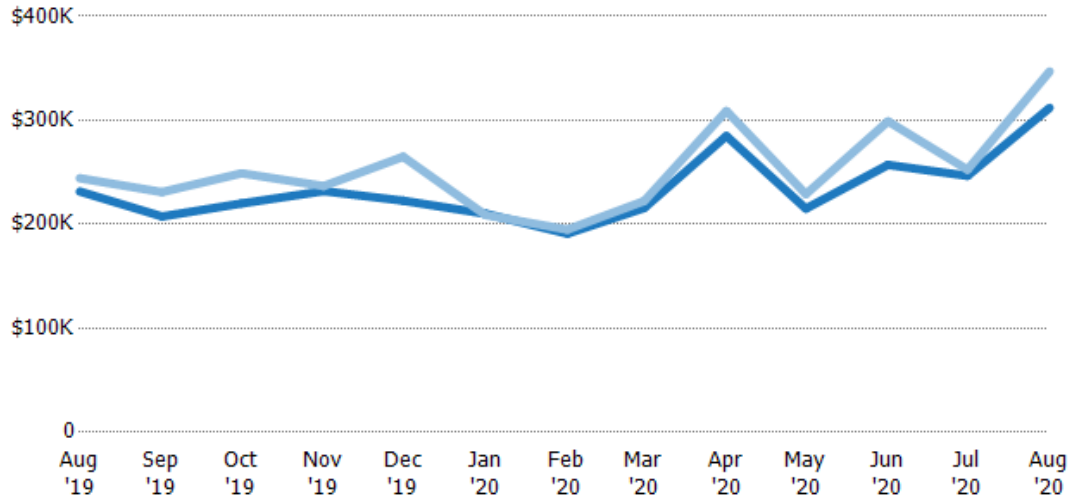
	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20
Avg Est Value	\$283K	\$248K	\$342K	\$286K	\$301K	\$250K	\$206K	\$277K	\$414K	\$261K	\$366K	\$331K	\$419K
Avg Sales Price	\$285K	\$260K	\$360K	\$335K	\$374K	\$272K	\$238K	\$355K	\$445K	\$332K	\$382K	\$343K	\$418K
Avg Sales Price as a % of Avg Est Value	100%	105%	105%	117%	124%	109%	116%	128%	107%	127%	105%	104%	100%

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



	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20
Median Est Value	\$232K	\$208K	\$220K	\$232K	\$223K	\$210K	\$191K	\$216K	\$285K	\$215K	\$257K	\$247K	\$312K
Median Sales Price	\$244K	\$231K	\$249K	\$237K	\$265K	\$209K	\$195K	\$222K	\$309K	\$229K	\$299K	\$253K	\$347K
Med Sales Price as a % of Med Est Value	105%	111%	113%	102%	119%	99%	102%	103%	108%	106%	116%	102%	111%