

## Summary of Key Listing and Sales Metrics

A summary of the key metrics selected to be included in the report. MLS sources where licensed.

Key Metrics	Sep 2020	Sep 2019	+ / -	YTD 2020	YTD 2019	+ / -
<b>Listing Activity Charts Metrics</b>						
New Listing Count	132	94	+40.4%	871	896	-2.8%
New Listing Volume	\$61,873,099	\$27,382,813	+126%	\$414,563,314	\$341,844,589	+21.3%
Active Listing Count	292	614	-52.4%	N/A	N/A	
Active Listing Volume	\$187,208,931	\$295,238,913	-36.6%	N/A	N/A	
Average Listing Price	\$641,126	\$480,845	+33.3%	\$554,638	\$488,469	+13.5%
Median Listing Price	\$369,000	\$325,000	+13.5%	\$373,915	\$322,317	+16%
Median Days in RPR	60	124	-51.6%	119.74	146.64	-18.3%
Months of Inventory	2.6	7.9	-66.9%	6.3	9.9	-35.9%
Absorption Rate	38.36%	12.7%	+25.7%	15.77%	10.11%	+5.7%
<b>Sales Activity Charts Metrics</b>						
New Pending Sales Count	173	78	+121.8%	993	693	+43.3%
New Pending Sales Volume	\$69,435,612	\$23,511,295	+195.3%	\$385,269,518	\$210,776,816	+82.8%
Pending Sales Count	245	107	+129%	N/A	N/A	
Pending Sales Volume	\$105,704,086	\$38,941,407	+171.4%	N/A	N/A	
Closed Sales Count	113	65	+73.8%	626	516	+21.3%
Closed Sales Volume	\$46,876,658	\$16,297,599	+187.6%	\$222,504,811	\$149,672,269	+48.7%
Average Sales Price	\$414,838	\$250,732	+65.5%	\$355,439	\$290,063	+22.5%
Median Sales Price	\$339,000	\$219,000	+54.8%	\$274,714	\$231,223	+18.8%

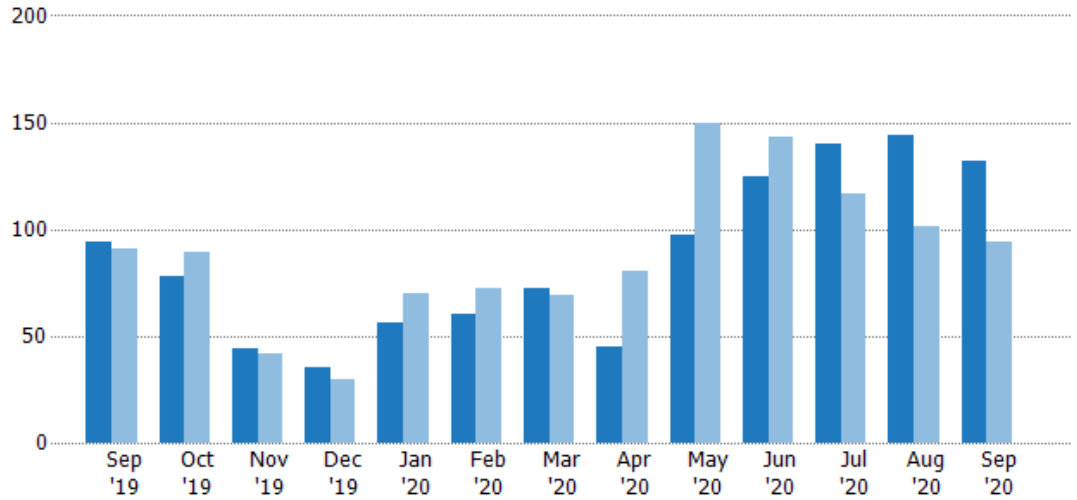
## New Listings

The number of new residential listings that were added each month.

### Filters Used

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

Month/ Year	Count	% Chg.
Sep '20	132	40.4%
Sep '19	94	3.3%
Sep '18	91	22%



	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20
Current Year	94	78	44	35	56	60	72	45	97	125	140	144	132
Prior Year	91	89	42	30	70	72	69	80	150	143	117	101	94
Percent Change from Prior Year	3%	-12%	5%	17%	-20%	-17%	4%	-44%	-35%	-13%	20%	43%	40%

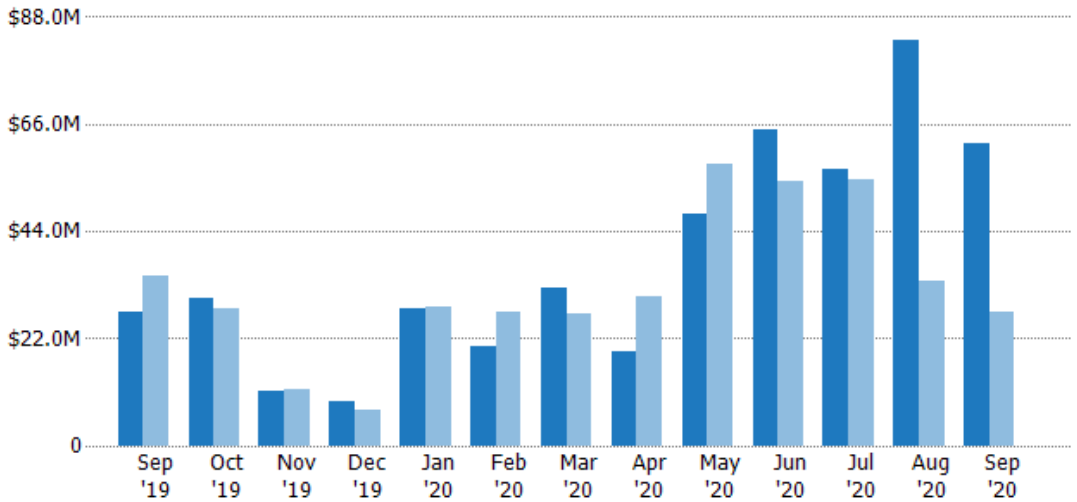
## New Listing Volume

The sum of the listing price of residential listings that were added each month.

### Filters Used

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

Month/ Year	Volume	% Chg.
Sep '20	\$61.9M	126%
Sep '19	\$27.4M	-21.8%
Sep '18	\$35M	23.5%



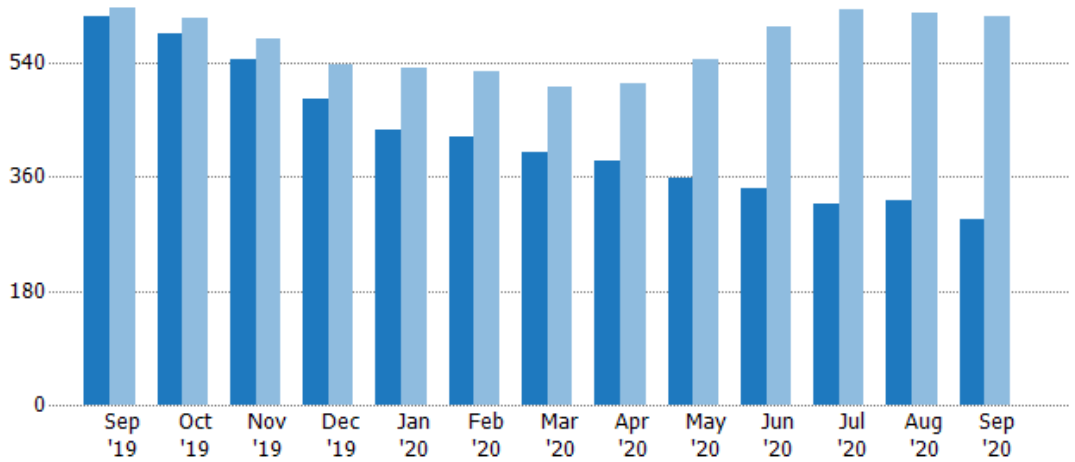
	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20
Current Year	\$27.4M	\$30.3M	\$11.3M	\$9.07M	\$28M	\$20.4M	\$32.3M	\$19.4M	\$47.6M	\$65M	\$56.7M	\$83.2M	\$61.9M
Prior Year	\$35M	\$28.3M	\$11.5M	\$7.48M	\$28.6M	\$27.6M	\$27.2M	\$30.7M	\$57.7M	\$54.1M	\$54.8M	\$33.7M	\$27.4M
Percent Change from Prior Year	-22%	7%	-2%	21%	-2%	-26%	18%	-37%	-17%	20%	4%	147%	126%

## 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



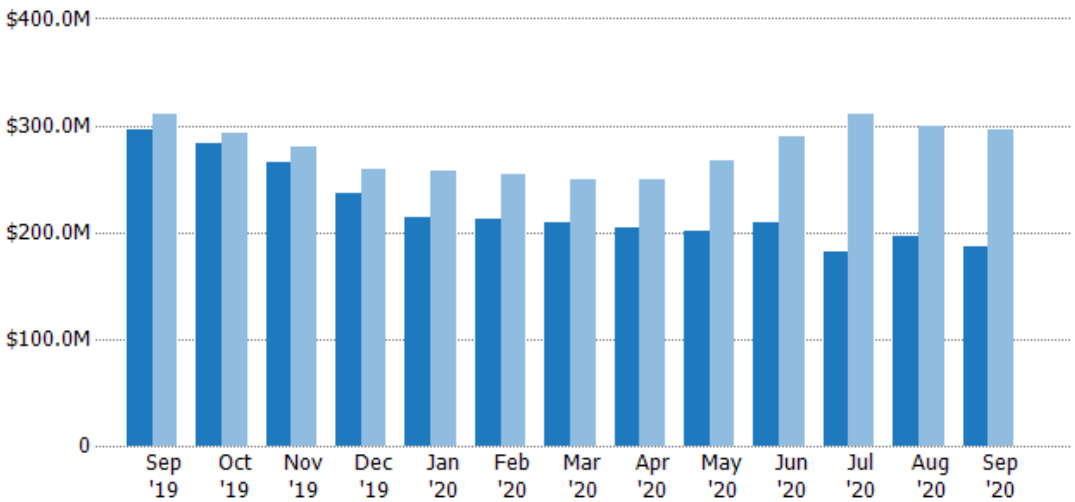
	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20
Current Year	614	587	546	484	434	422	400	385	357	341	318	322	292
Prior Year	628	611	579	536	532	527	501	506	545	596	623	618	614
Percent Change from Prior Year	-2%	-4%	-6%	-10%	-18%	-20%	-20%	-24%	-34%	-43%	-49%	-48%	-52%

## 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



	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20
Current Year	\$295M	\$284M	\$265M	\$236M	\$214M	\$212M	\$209M	\$204M	\$201M	\$209M	\$182M	\$196M	\$187M
Prior Year	\$311M	\$293M	\$279M	\$258M	\$257M	\$255M	\$249M	\$250M	\$267M	\$289M	\$310M	\$300M	\$295M
Percent Change from Prior Year	-5%	-3%	-5%	-9%	-17%	-17%	-16%	-18%	-25%	-28%	-41%	-35%	-37%

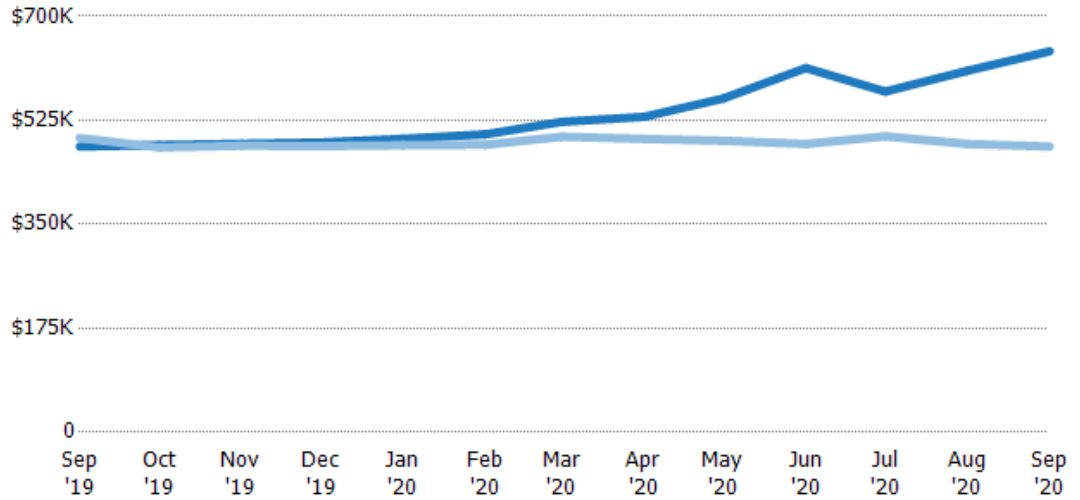
## Average Listing Price

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.
Sep '20	\$641K	33.3%
Sep '19	\$481K	-2.9%
Sep '18	\$495K	-4.1%



Current Year	\$481K	\$483K	\$485K	\$488K	\$494K	\$501K	\$522K	\$531K	\$562K	\$613K	\$573K	\$608K	\$641K
Prior Year	\$495K	\$479K	\$482K	\$482K	\$483K	\$484K	\$497K	\$494K	\$491K	\$485K	\$498K	\$485K	\$481K
Percent Change from Prior Year	-3%	1%	1%	1%	2%	4%	5%	8%	15%	26%	15%	25%	33%

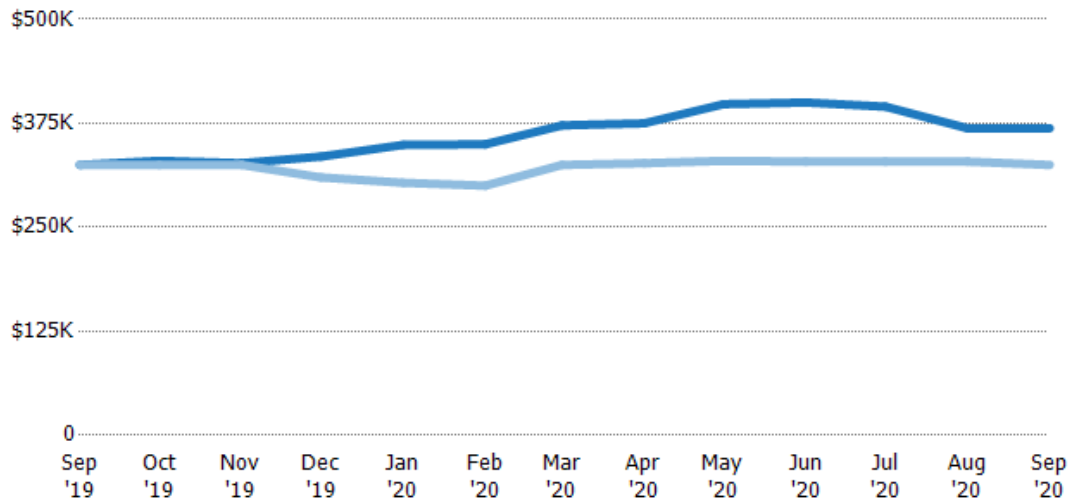
## Median Listing Price

The median listing price of active residential listings at the end of each month.

### Filters Used

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

Month/ Year	Price	% Chg.
Sep '20	\$369K	13.5%
Sep '19	\$325K	0%
Sep '18	\$325K	-11.1%



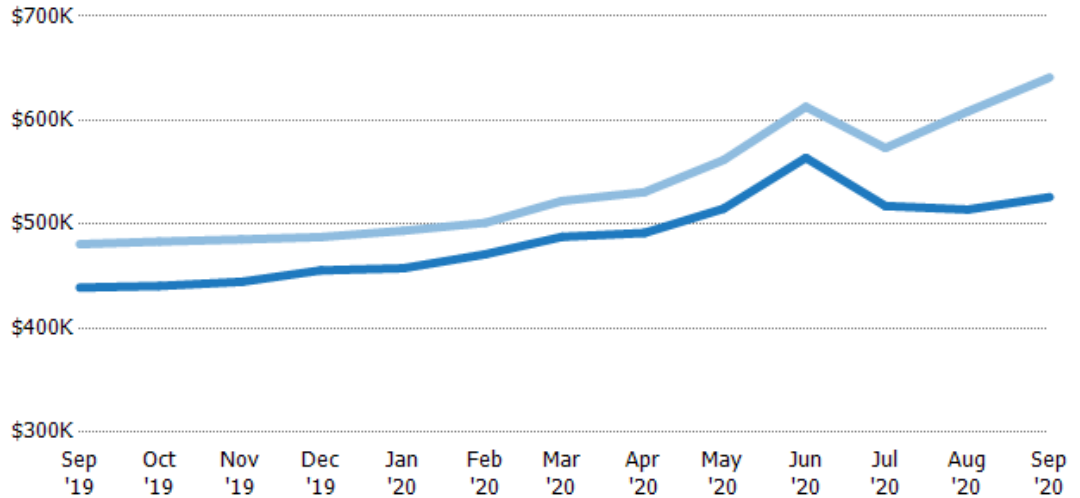
Current Year	\$325K	\$330K	\$327K	\$335K	\$349K	\$350K	\$372K	\$375K	\$398K	\$400K	\$395K	\$369K	\$369K
Prior Year	\$325K	\$325K	\$325K	\$310K	\$304K	\$300K	\$325K	\$327K	\$330K	\$329K	\$329K	\$329K	\$325K
Percent Change from Prior Year	0%	2%	1%	8%	15%	17%	15%	15%	21%	22%	20%	12%	14%

## 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  
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 Condo/Townhouse/Apt, Single  
 Family Residence



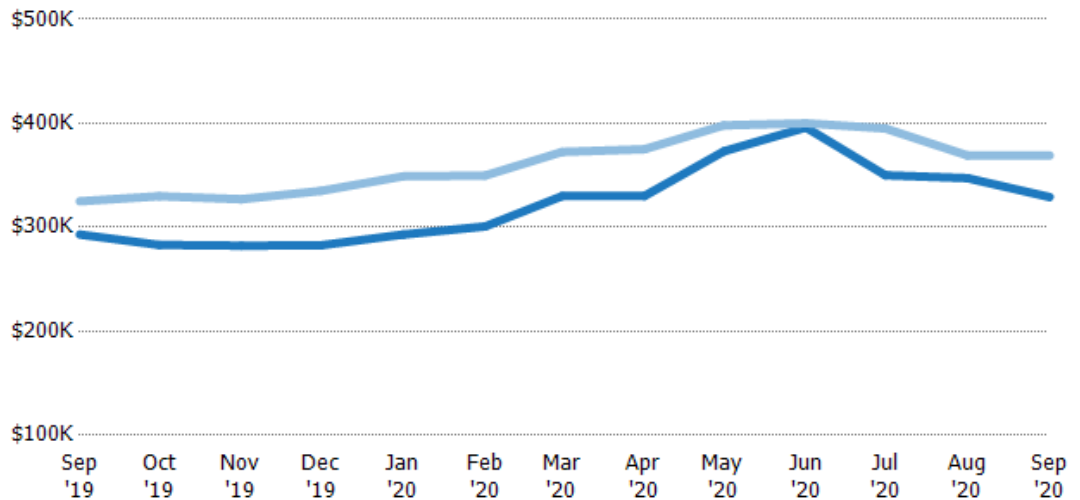
	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20
Avg Est Value	\$439K	\$441K	\$445K	\$456K	\$458K	\$471K	\$488K	\$492K	\$515K	\$564K	\$518K	\$514K	\$526K
Avg Listing Price	\$481K	\$483K	\$485K	\$488K	\$494K	\$501K	\$522K	\$531K	\$562K	\$613K	\$573K	\$608K	\$641K
Avg Listing Price as a % of Avg Est Value	110%	110%	109%	107%	108%	106%	107%	108%	109%	109%	111%	118%	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



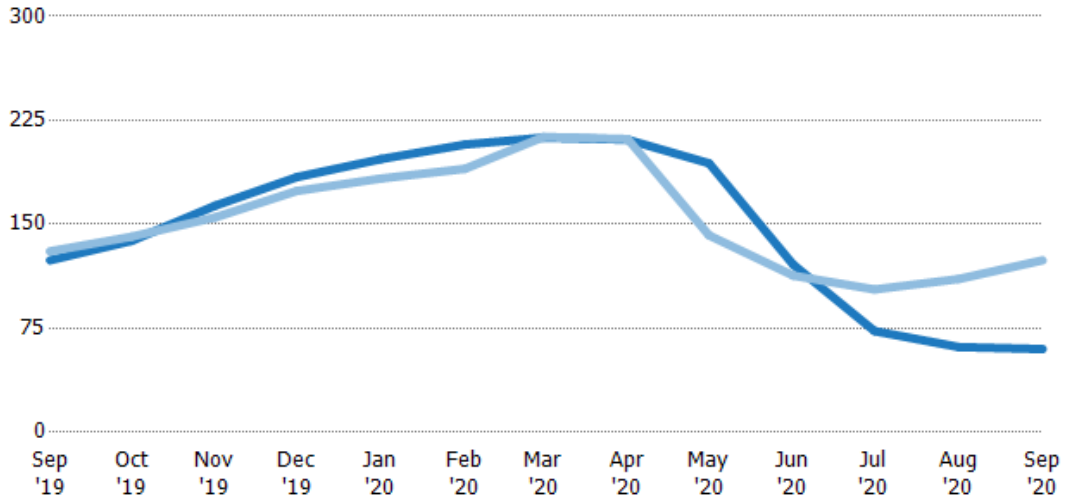
	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20
Median Est Value	\$293K	\$283K	\$282K	\$283K	\$293K	\$301K	\$330K	\$330K	\$373K	\$396K	\$350K	\$347K	\$329K
Median Listing Price	\$325K	\$330K	\$327K	\$335K	\$349K	\$350K	\$372K	\$375K	\$398K	\$400K	\$395K	\$369K	\$369K
Med Listing Price as a % of Med Est Value	111%	117%	116%	119%	119%	116%	113%	114%	107%	101%	113%	106%	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  
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 Property Type:  
 Condo/Townhouse/Apt, Single  
 Family Residence



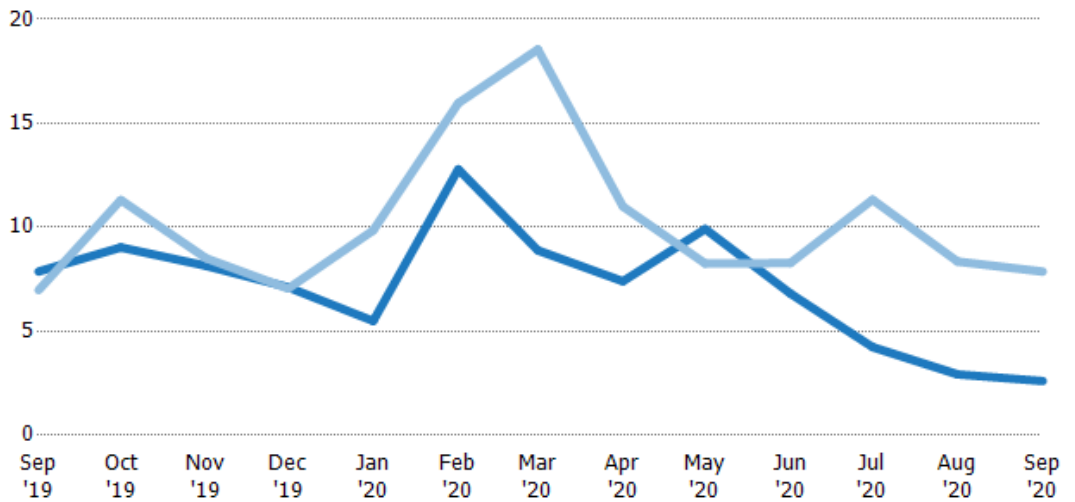
	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20
Current Year	124	138	164	184	197	208	213	211	194	121	73	61.5	60
Prior Year	131	141	155	174	183	190	213	212	142	113	103	111	124
Percent Change from Prior Year	-5%	-2%	5%	6%	8%	9%	0%	0%	37%	7%	-29%	-44%	-52%

## 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:  
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 Family Residence



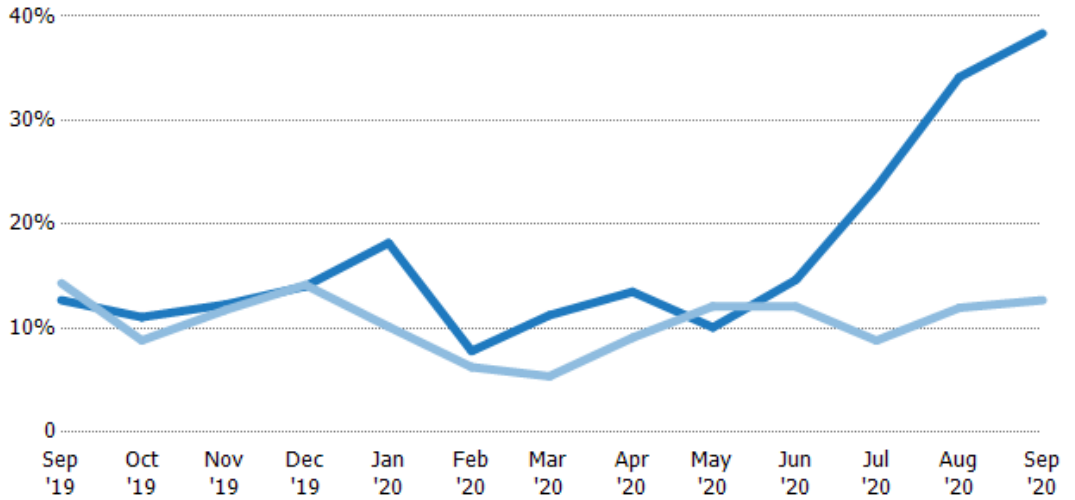
	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20
Current Year	7.87	9.03	8.15	7.12	5.49	12.8	8.89	7.4	9.92	6.82	4.24	2.93	2.61
Prior Year	6.98	11.3	8.51	7.05	9.85	16	18.6	11	8.26	8.28	11.3	8.35	7.87
Percent Change from Prior Year	13%	-20%	-4%	1%	-44%	-20%	-52%	-33%	20%	-18%	-63%	-65%	-67%

## 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



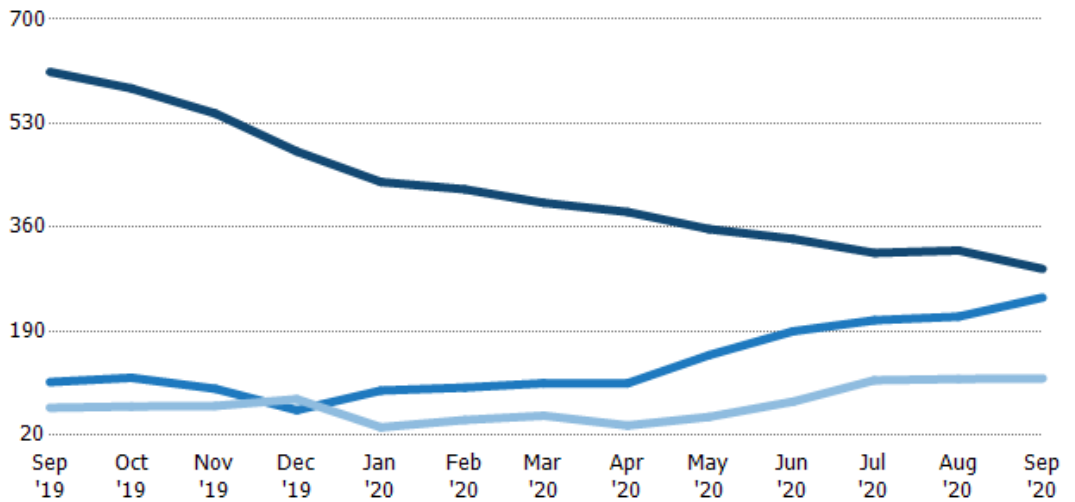
	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20
Current Year	13%	11%	12%	14%	18%	8%	11%	14%	10%	15%	24%	34%	38%
Prior Year	14%	9%	12%	14%	10%	6%	5%	9%	12%	12%	9%	12%	13%
Change from Prior Year	2%	-2%	-1%	0%	-8%	-2%	-6%	-4%	2%	-3%	-15%	-22%	-26%

## Active/Pending/Sold Units

The number of residential properties that were Active, Pending and Sold each month.

### Filters Used

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



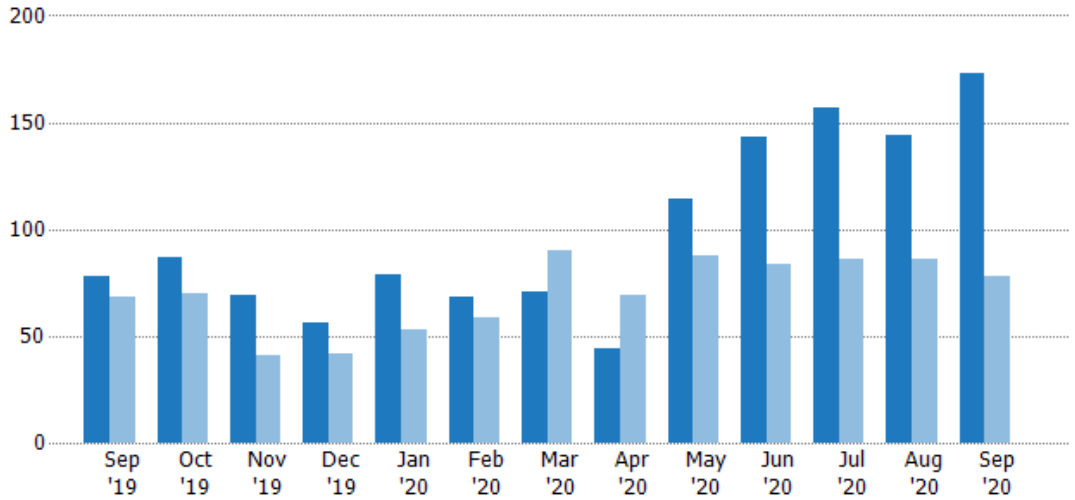
	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20
Active	614	587	546	484	434	422	400	385	357	341	318	322	292
Pending	107	114	96	61	93	98	105	105	151	190	208	214	245
Sold	65	67	68	79	33	45	52	36	50	75	110	112	113

## 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



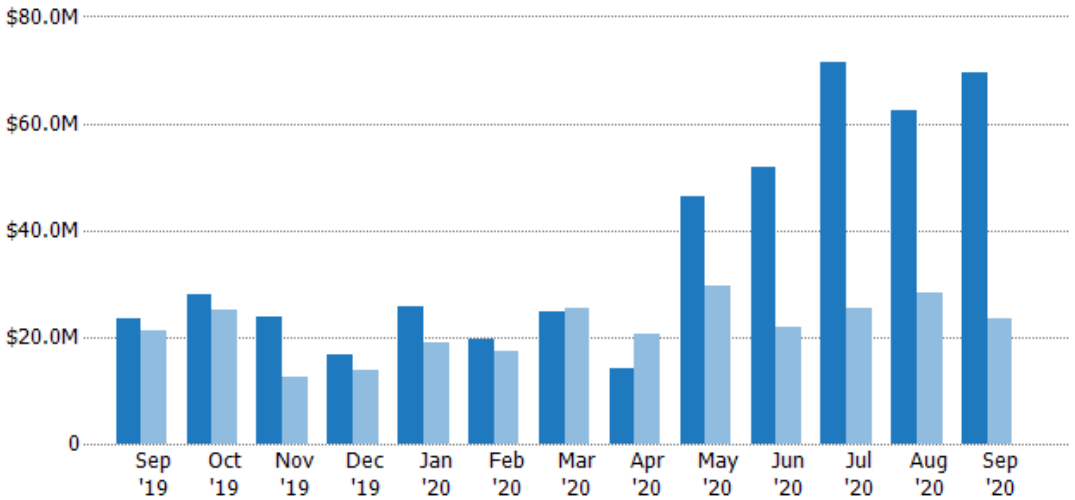
	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20
Current Year	78	87	69	56	79	68	71	44	114	143	157	144	173
Prior Year	68	70	41	42	53	59	90	69	88	84	86	86	78
Percent Change from Prior Year	15%	24%	68%	33%	49%	15%	-21%	-36%	30%	70%	83%	67%	122%

## 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



	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20
Current Year	\$23.5M	\$28M	\$23.8M	\$16.8M	\$25.8M	\$19.6M	\$24.7M	\$14.2M	\$46.2M	\$51.6M	\$71.3M	\$62.5M	\$69.4M
Prior Year	\$21.2M	\$25.1M	\$12.5M	\$13.8M	\$18.9M	\$17.3M	\$25.5M	\$20.5M	\$29.6M	\$21.7M	\$25.3M	\$28.4M	\$23.5M
Percent Change from Prior Year	11%	12%	90%	22%	36%	13%	-3%	-31%	56%	137%	181%	120%	195%



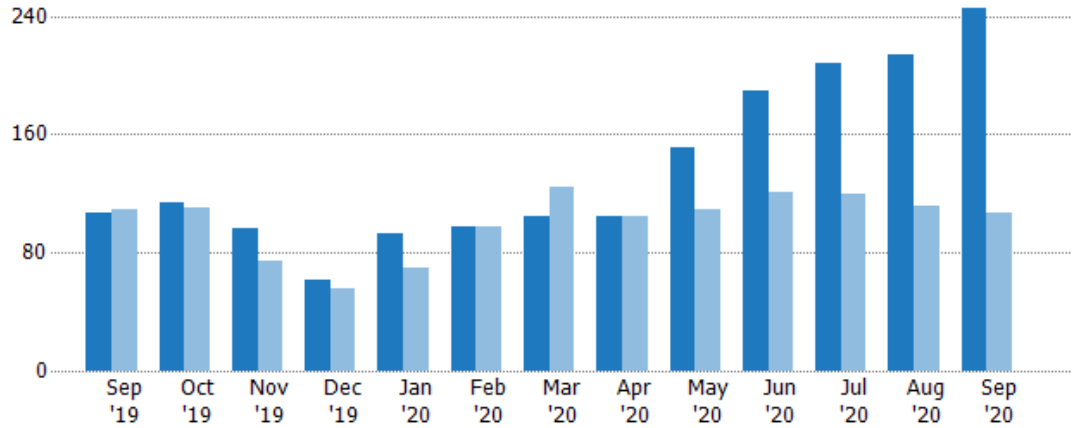
## Pending Sales

The number of residential properties with accepted offers that were available at the end each month.

### Filters Used

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

Month/ Year	Count	% Chg.
Sep '20	245	129%
Sep '19	107	-1.8%
Sep '18	109	-25.7%



Current Year	107	114	96	61	93	98	105	105	151	190	208	214	245
Prior Year	109	110	74	56	70	98	124	105	109	121	120	111	107
Percent Change from Prior Year	-2%	4%	30%	9%	33%	0%	-15%	0%	39%	57%	73%	93%	129%

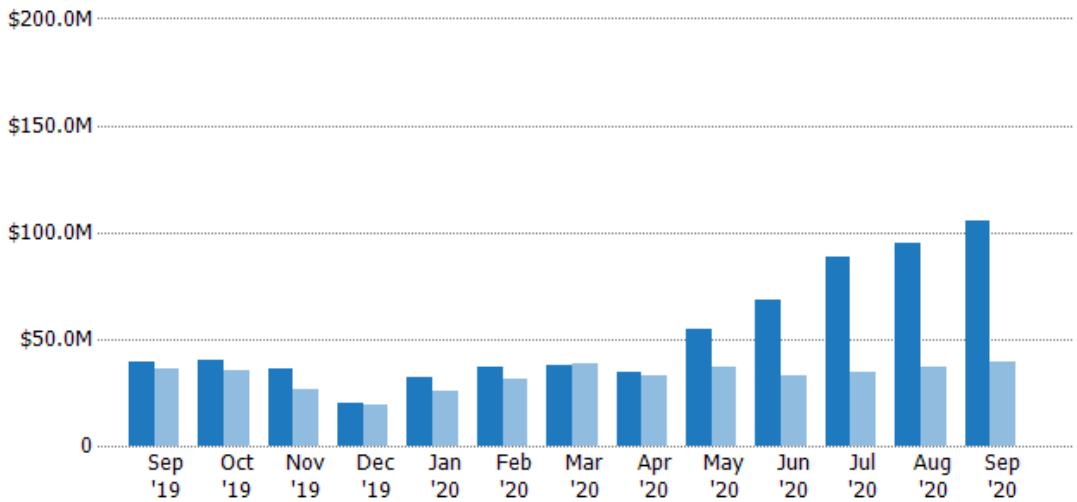
## Pending Sales Volume

The sum of the sales price of residential properties with accepted offers that were available at the end of each month.

### Filters Used

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

Month/ Year	Volume	% Chg.
Sep '20	\$106M	171.4%
Sep '19	\$38.9M	7.4%
Sep '18	\$36.3M	-25.1%



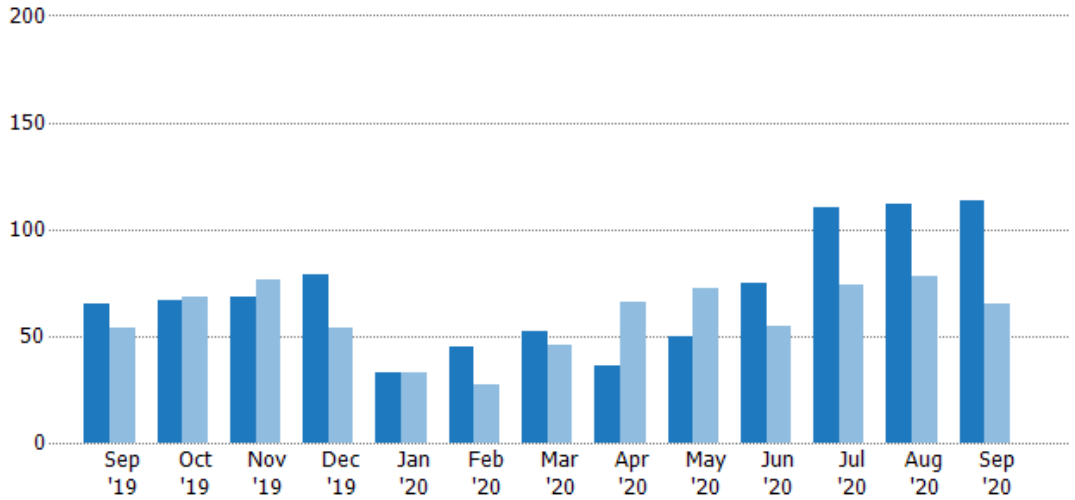
Current Year	\$38.9M	\$39.9M	\$35.7M	\$20.2M	\$32.1M	\$36.6M	\$37.6M	\$34.8M	\$54.3M	\$68.3M	\$88.1M	\$94.7M	\$106M
Prior Year	\$36.3M	\$35M	\$26.5M	\$19.6M	\$25.7M	\$31.6M	\$38.4M	\$33M	\$36.6M	\$32.8M	\$34.2M	\$36.8M	\$38.9M
Percent Change from Prior Year	7%	14%	35%	3%	25%	16%	-2%	6%	49%	108%	158%	158%	171%

## 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



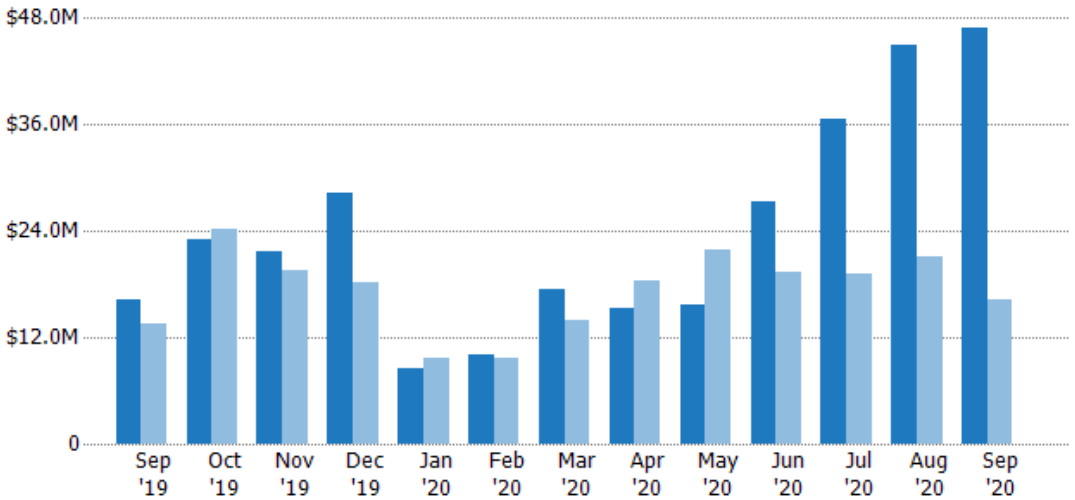
	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20
Current Year	65	67	68	79	33	45	52	36	50	75	110	112	113
Prior Year	54	68	76	54	33	27	46	66	72	55	74	78	65
Percent Change from Prior Year	20%	-1%	-11%	46%	0%	67%	13%	-45%	-31%	36%	49%	44%	74%

## 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



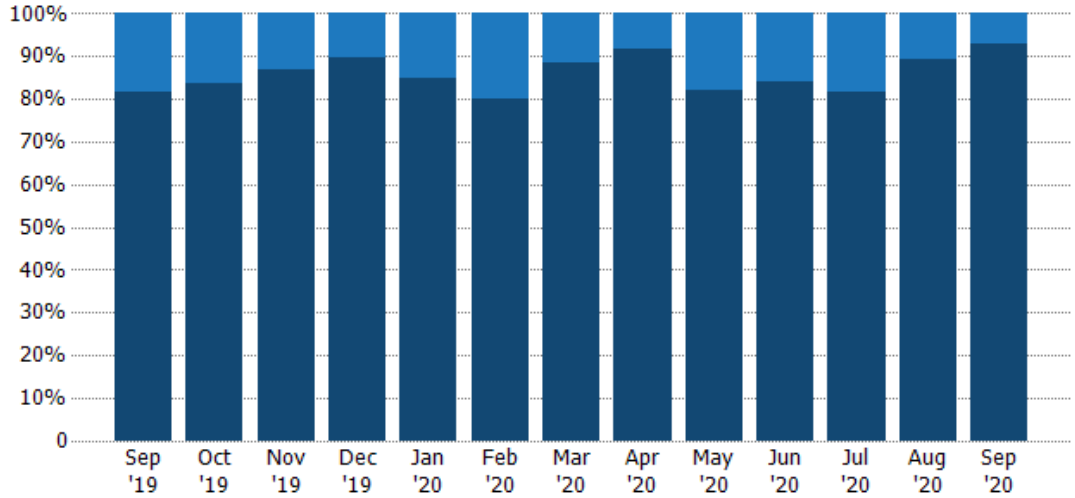
	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20
Current Year	\$16.3M	\$23.1M	\$21.7M	\$28.3M	\$8.41M	\$10.1M	\$17.4M	\$15.2M	\$15.7M	\$27.2M	\$36.7M	\$44.9M	\$46.9M
Prior Year	\$13.6M	\$24.3M	\$19.5M	\$18.3M	\$9.67M	\$9.74M	\$13.9M	\$18.4M	\$22M	\$19.3M	\$19.2M	\$21.2M	\$16.3M
Percent Change from Prior Year	20%	-5%	11%	55%	-13%	4%	25%	-17%	-28%	41%	91%	112%	188%

## 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



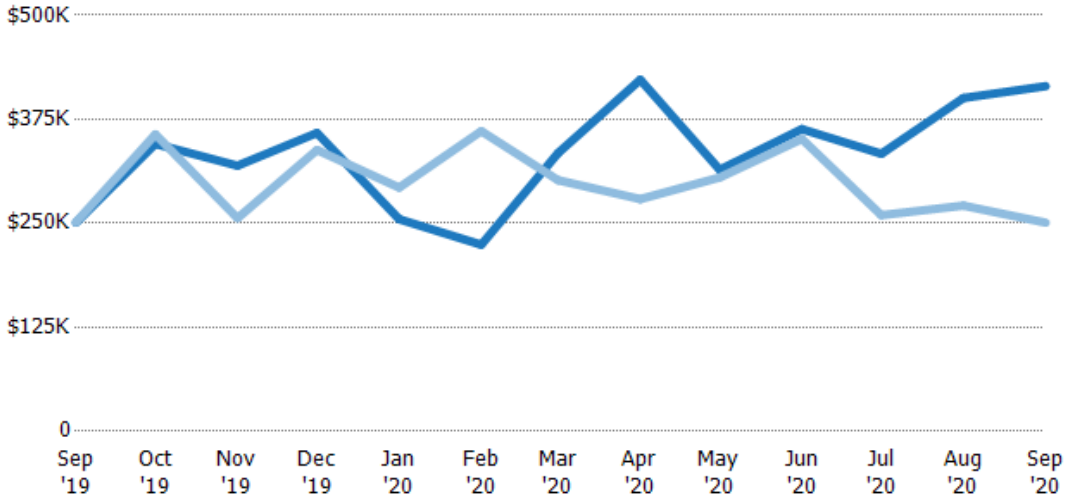
Condo/Townhouse	18%	16%	13%	10%	15%	20%	12%	8%	18%	16%	18%	11%	7%
Single Family Residence	82%	84%	87%	90%	85%	80%	88%	92%	82%	84%	82%	89%	93%

## 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.
Sep '20	\$415K	65.5%
Sep '19	\$251K	-0.2%
Sep '18	\$251K	-11.8%

Current Year	\$251K	\$345K	\$319K	\$359K	\$255K	\$224K	\$334K	\$423K	\$314K	\$363K	\$334K	\$401K	\$415K
Prior Year	\$251K	\$357K	\$256K	\$338K	\$293K	\$361K	\$302K	\$279K	\$305K	\$351K	\$260K	\$271K	\$251K
Percent Change from Prior Year	0%	-3%	25%	6%	-13%	-38%	11%	51%	3%	3%	28%	48%	65%

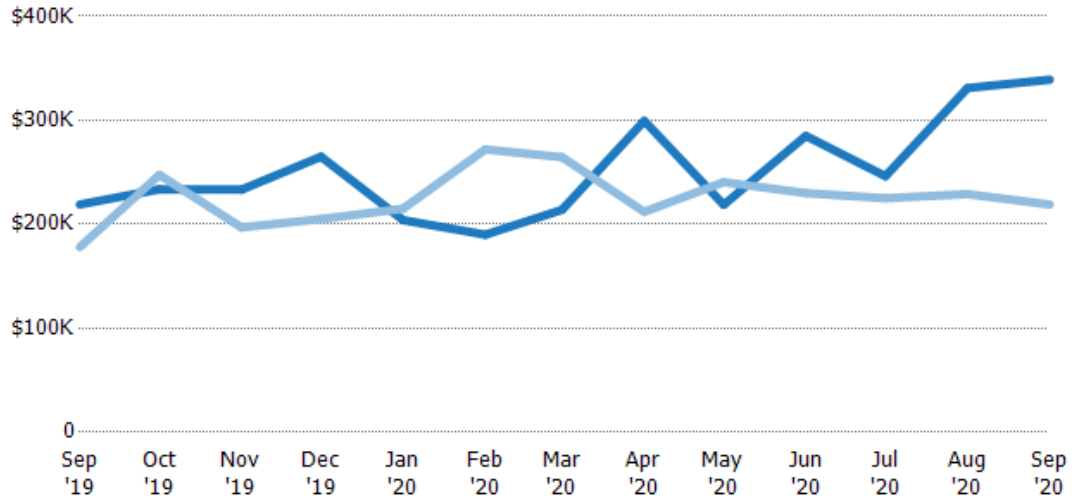
## Median Sales Price

The median sales price of the residential properties sold each month.

### Filters Used

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

Month/ Year	Price	% Chg.
Sep '20	\$339K	54.8%
Sep '19	\$219K	22.9%
Sep '18	\$178K	1%



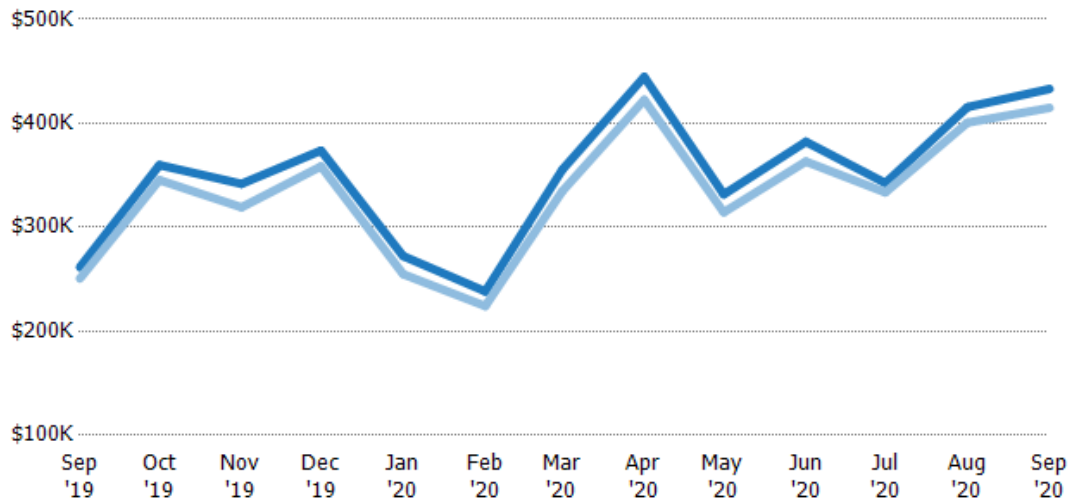
Current Year	\$219K	\$234K	\$233K	\$265K	\$204K	\$190K	\$214K	\$300K	\$219K	\$285K	\$246K	\$331K	\$339K
Prior Year	\$178K	\$248K	\$197K	\$205K	\$215K	\$272K	\$265K	\$212K	\$241K	\$230K	\$225K	\$229K	\$219K
Percent Change from Prior Year	23%	-6%	18%	29%	-5%	-30%	-19%	41%	-9%	24%	9%	45%	55%

## 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



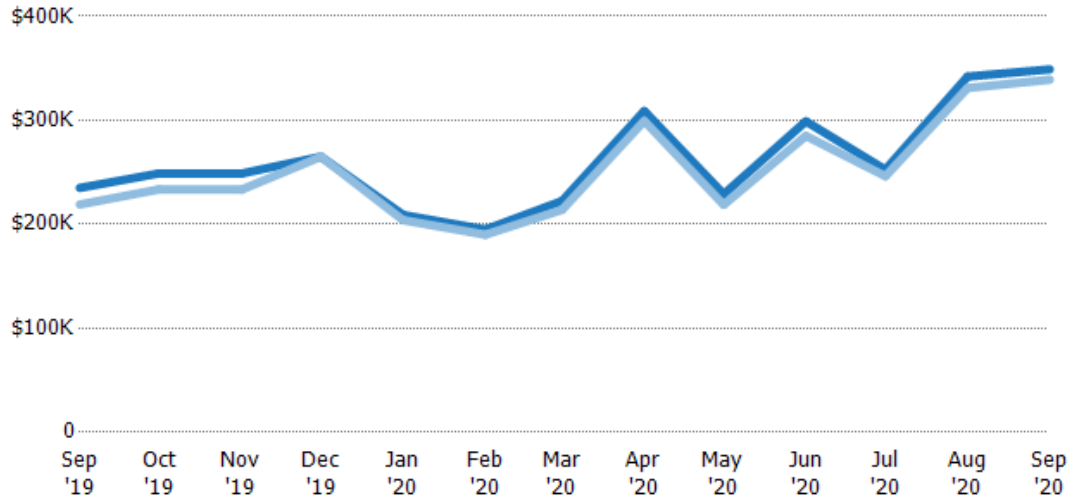
Avg List Price	\$262K	\$360K	\$342K	\$374K	\$272K	\$238K	\$355K	\$445K	\$332K	\$382K	\$343K	\$416K	\$433K
Avg Sales Price	\$251K	\$345K	\$319K	\$359K	\$255K	\$224K	\$334K	\$423K	\$314K	\$363K	\$334K	\$401K	\$415K
Avg Sales Price as a % of Avg List Price	96%	96%	93%	96%	94%	94%	94%	95%	95%	95%	97%	96%	96%

## Median Sales Price vs Median Listing Price

The median sales price as a percentage of the median listing price for properties sold each month.

### Filters Used

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



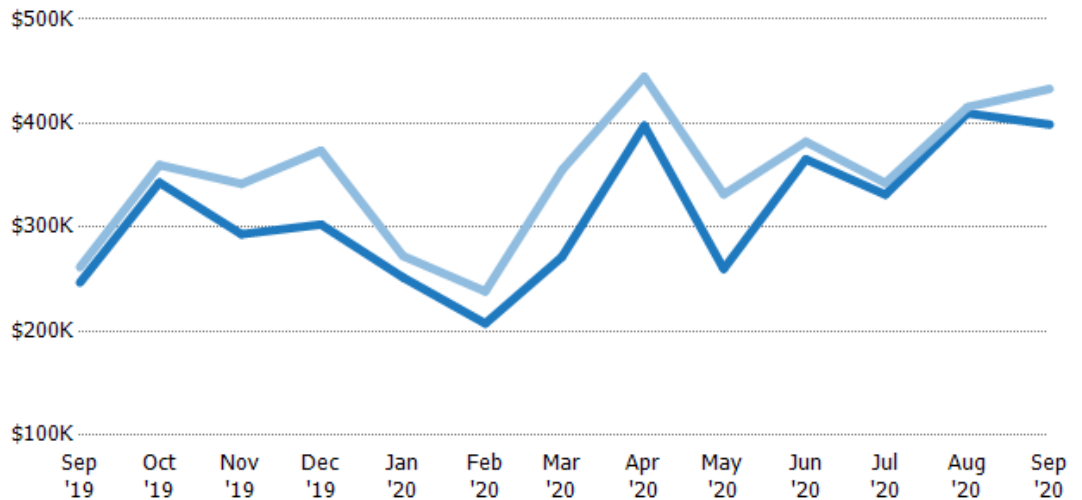
	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20
Median List Price	\$235K	\$249K	\$249K	\$265K	\$209K	\$195K	\$222K	\$309K	\$229K	\$299K	\$253K	\$342K	\$349K
Median Sales Price	\$219K	\$234K	\$233K	\$265K	\$204K	\$190K	\$214K	\$300K	\$219K	\$285K	\$246K	\$331K	\$339K
Med Sales Price as a % of Med List Price	93%	94%	94%	100%	98%	97%	96%	97%	96%	95%	98%	97%	97%

## Average Sales Price vs Average Est Value

The average sales price as a percentage of the average AVM or RVM® valuation estimate for properties sold each month.

### Filters Used

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



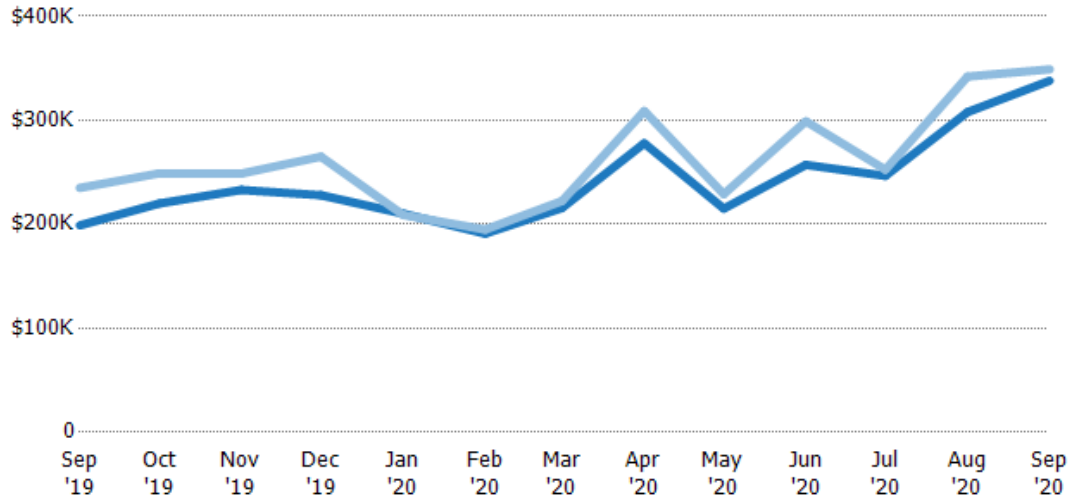
	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20
Avg Est Value	\$247K	\$343K	\$293K	\$303K	\$252K	\$207K	\$272K	\$398K	\$260K	\$365K	\$331K	\$409K	\$399K
Avg Sales Price	\$262K	\$360K	\$342K	\$374K	\$272K	\$238K	\$355K	\$445K	\$332K	\$382K	\$343K	\$416K	\$433K
Avg Sales Price as a % of Avg Est Value	106%	105%	117%	124%	108%	115%	131%	112%	128%	105%	103%	101%	109%

## Median Sales Price vs Median Est Value

The median sales price as a percent of the median AVM or RVM® valuation estimate for properties sold each month.

### Filters Used

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



	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20
Median Est Value	\$199K	\$220K	\$233K	\$228K	\$210K	\$191K	\$216K	\$278K	\$215K	\$257K	\$247K	\$308K	\$338K
Median Sales Price	\$235K	\$249K	\$249K	\$265K	\$209K	\$195K	\$222K	\$309K	\$229K	\$299K	\$253K	\$342K	\$349K
Med Sales Price as a % of Med Est Value	118%	113%	107%	116%	99%	102%	103%	111%	106%	116%	102%	111%	103%