

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	Oct 2020	Oct 2019	+ / -	YTD 2020	YTD 2019	+ / -
Listing Activity Charts Metrics						
New Listing Count	100	79	+26.6%	973	982	-0.9%
New Listing Volume	\$39,431,398	\$30,400,100	+29.7%	\$453,027,613	\$371,950,490	+21.8%
Active Listing Count	247	593	-58.3%	N/A	N/A	
Active Listing Volume	\$149,273,848	\$288,126,914	-48.2%	N/A	N/A	
Average Listing Price	\$604,348	\$485,880	+24.4%	\$559,699	\$492,856	+13.6%
Median Listing Price	\$350,000	\$330,000	+6.1%	\$371,660	\$322,726	+15.2%
Median Days in RPR	72	138	-47.8%	115.04	144.95	-20.6%
Months of Inventory	2.2	9.1	-76%	6.1	9.9	-38.5%
Absorption Rate	45.75%	10.96%	+34.8%	16.42%	10.1%	+6.3%
Sales Activity Charts Metrics						
New Pending Sales Count	143	87	+64.4%	1,134	780	+45.4%
New Pending Sales Volume	\$65,483,100	\$28,033,700	+133.6%	\$450,680,318	\$238,810,516	+88.7%
Pending Sales Count	246	115	+113.9%	N/A	N/A	
Pending Sales Volume	\$110,424,412	\$40,013,395	+176%	N/A	N/A	
Closed Sales Count	113	68	+66.2%	740	585	+26.5%
Closed Sales Volume	\$45,605,373	\$23,316,073	+95.6%	\$269,060,184	\$172,670,842	+55.8%
Average Sales Price	\$403,587	\$342,883	+17.7%	\$363,595	\$295,164	+23.2%
Median Sales Price	\$325,000	\$231,313	+40.5%	\$282,851	\$229,491	+23.3%

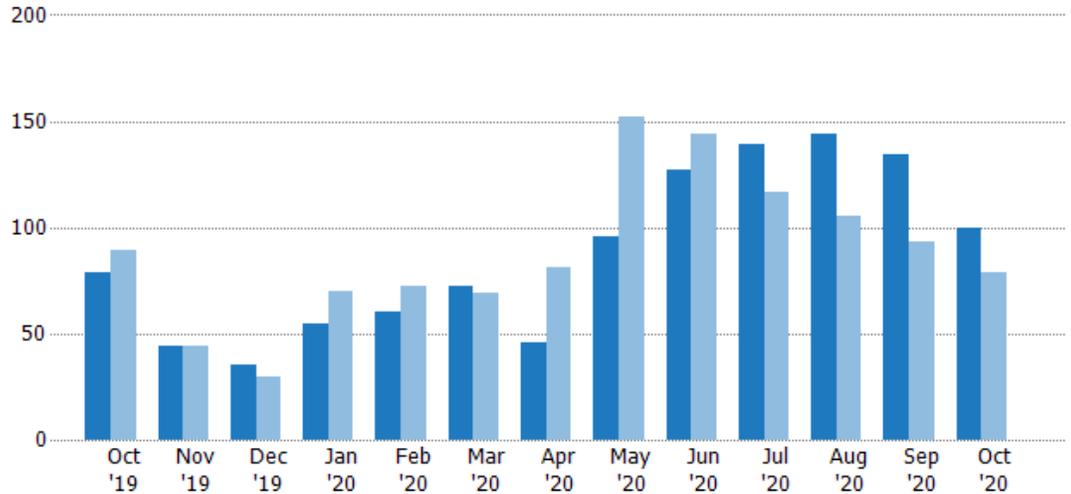
New Listings

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.
Oct '20	100	26.6%
Oct '19	79	-11.2%
Oct '18	89	-14.6%



Current Year	79	44	35	55	60	72	46	96	127	139	144	134	100
Prior Year	89	44	30	70	72	69	81	152	144	117	105	93	79
Percent Change from Prior Year	-11%	0%	17%	-21%	-17%	4%	-43%	-37%	-12%	19%	37%	44%	27%

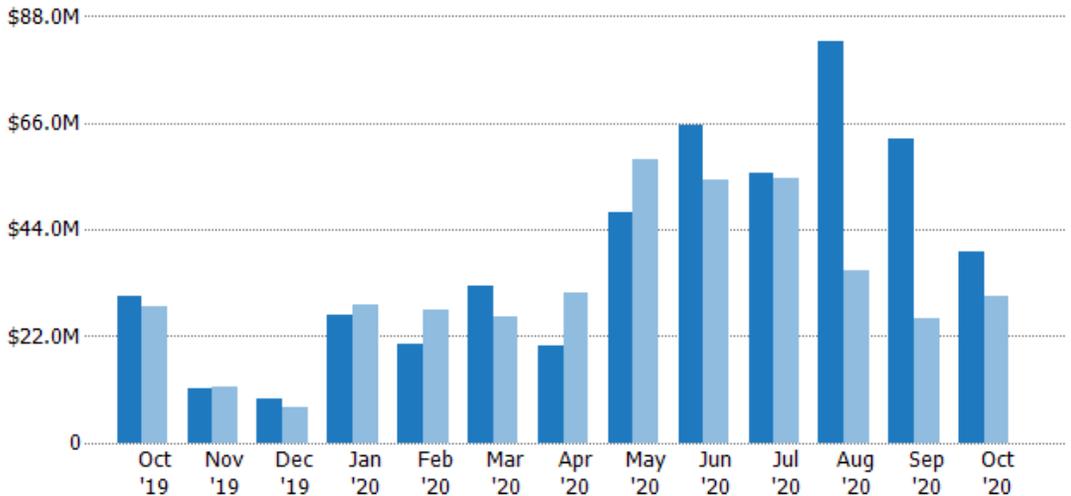
New Listing Volume

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.
Oct '20	\$39.4M	29.7%
Oct '19	\$30.4M	8.2%
Oct '18	\$28.1M	18.8%



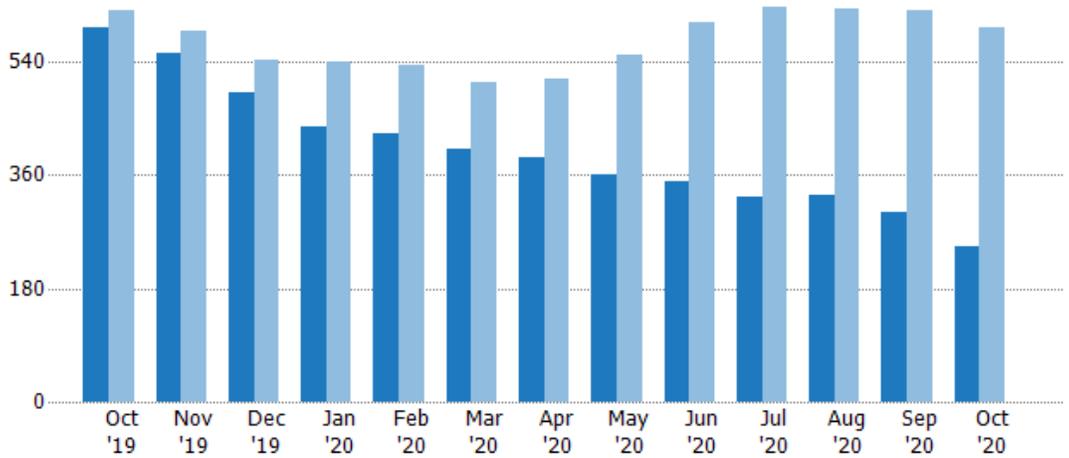
Current Year	\$30.4M	\$11.3M	\$9.07M	\$26.4M	\$20.4M	\$32.3M	\$20.1M	\$47.4M	\$65.7M	\$55.8M	\$82.9M	\$62.6M	\$39.4M
Prior Year	\$28.1M	\$11.7M	\$7.48M	\$28.4M	\$27.6M	\$26M	\$30.9M	\$58.4M	\$54.2M	\$54.8M	\$35.6M	\$25.7M	\$30.4M
Percent Change from Prior Year	8%	-4%	21%	-7%	-26%	24%	-35%	-19%	21%	2%	133%	144%	30%

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



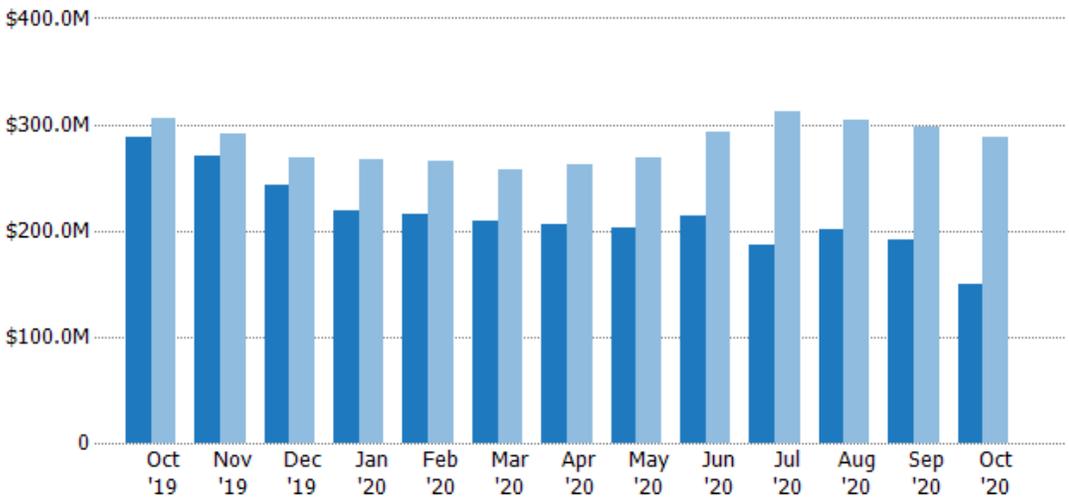
	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20
Current Year	593	553	490	438	425	402	388	361	349	324	328	301	247
Prior Year	622	588	543	541	534	506	513	551	602	628	625	621	593
Percent Change from Prior Year	-5%	-6%	-10%	-19%	-20%	-21%	-24%	-34%	-42%	-48%	-48%	-52%	-58%

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



	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20
Current Year	\$288M	\$270M	\$242M	\$218M	\$215M	\$209M	\$206M	\$203M	\$215M	\$186M	\$201M	\$192M	\$149M
Prior Year	\$305M	\$291M	\$269M	\$268M	\$265M	\$258M	\$262M	\$269M	\$292M	\$312M	\$303M	\$298M	\$288M
Percent Change from Prior Year	-6%	-7%	-10%	-19%	-19%	-19%	-21%	-25%	-27%	-41%	-34%	-36%	-48%

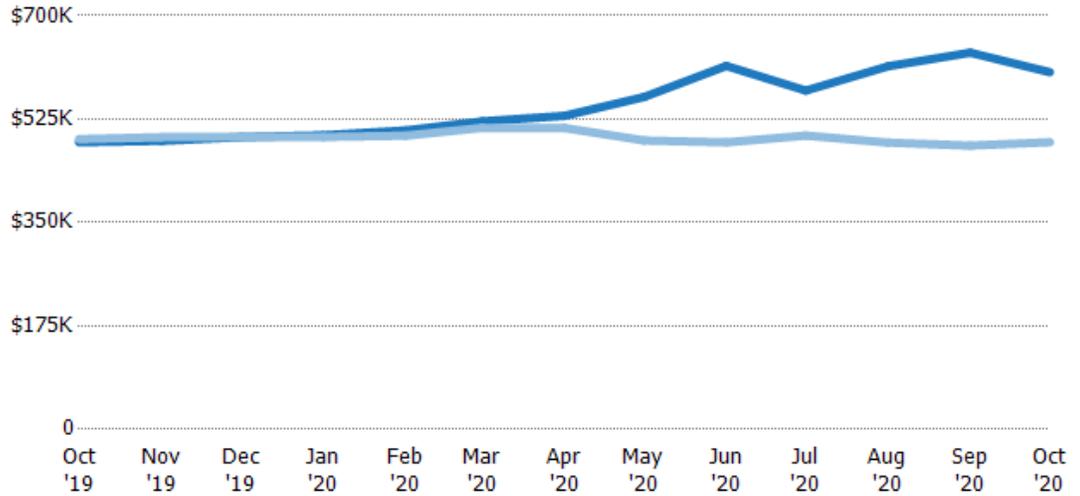
Average Listing Price

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.
Oct '20	\$604K	24.4%
Oct '19	\$486K	-1.1%
Oct '18	\$491K	-2.2%



Current Year	\$486K	\$488K	\$494K	\$498K	\$506K	\$521K	\$530K	\$562K	\$615K	\$573K	\$614K	\$637K	\$604K
Prior Year	\$491K	\$494K	\$495K	\$495K	\$497K	\$510K	\$510K	\$489K	\$486K	\$497K	\$485K	\$480K	\$486K
Percent Change from Prior Year	-1%	-1%	0	1%	2%	2%	4%	15%	27%	15%	27%	33%	24%

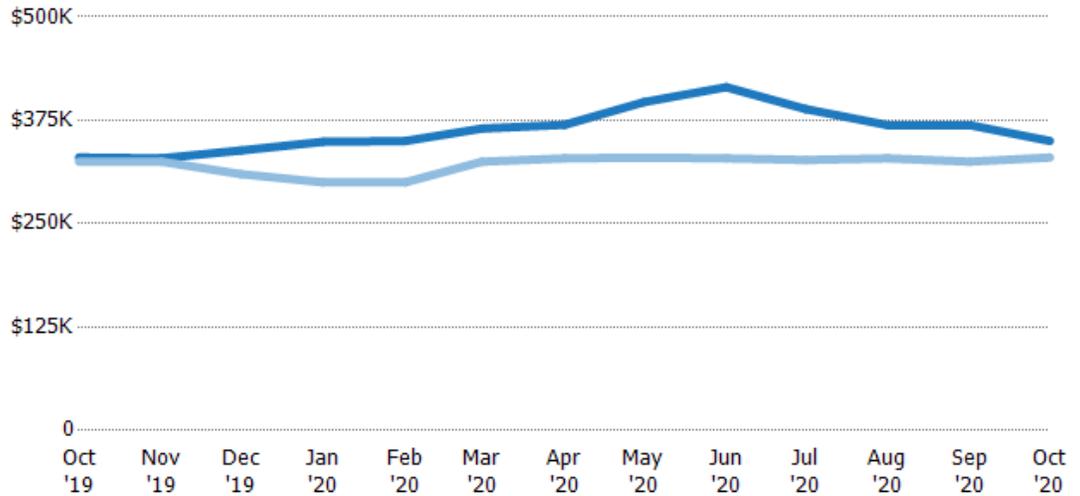
Median Listing Price

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.
Oct '20	\$350K	6.1%
Oct '19	\$330K	1.5%
Oct '18	\$325K	-7.9%



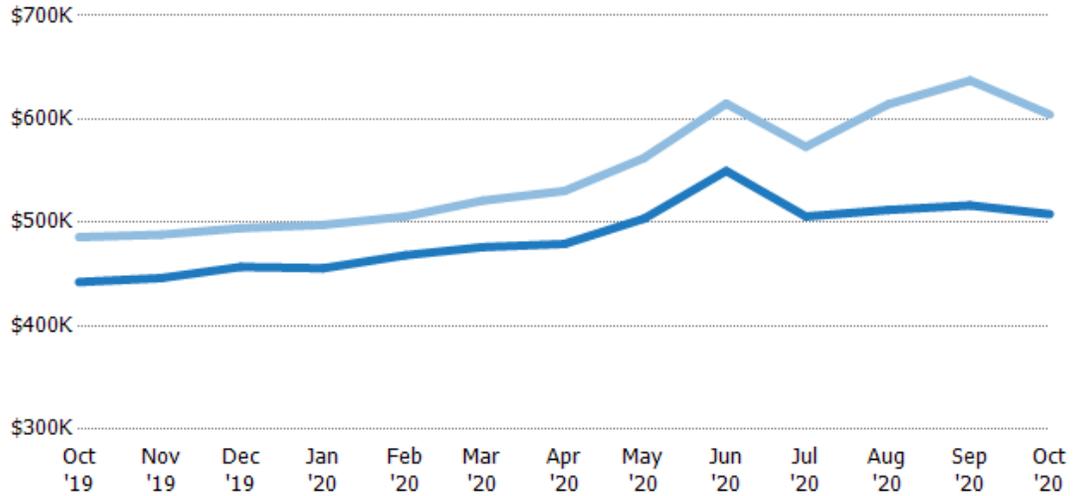
Current Year	\$330K	\$329K	\$339K	\$349K	\$350K	\$365K	\$369K	\$397K	\$415K	\$389K	\$369K	\$369K	\$350K
Prior Year	\$325K	\$325K	\$310K	\$300K	\$300K	\$325K	\$329K	\$330K	\$329K	\$327K	\$329K	\$325K	\$330K
Percent Change from Prior Year	2%	1%	9%	16%	17%	12%	12%	20%	26%	19%	12%	14%	6%

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

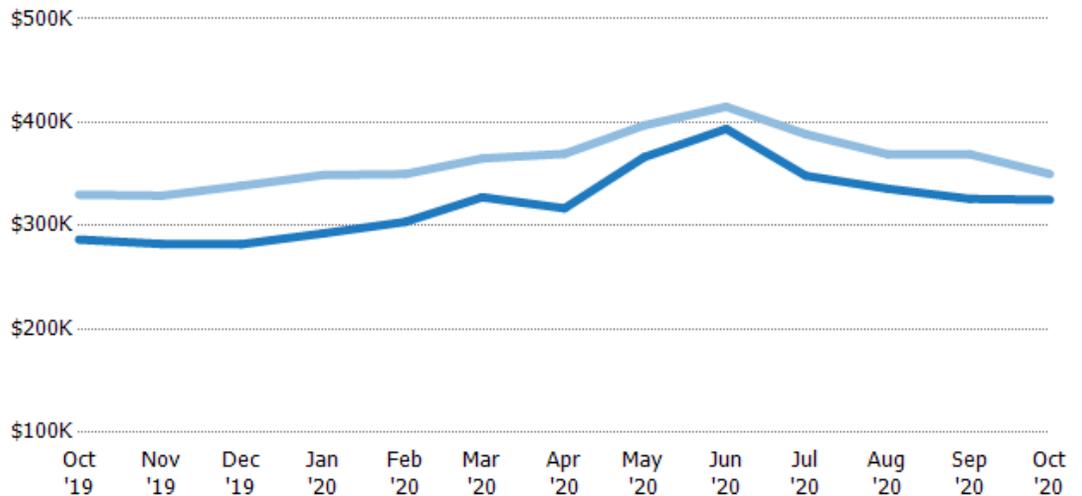


Median Listing Price vs Median Est Value

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



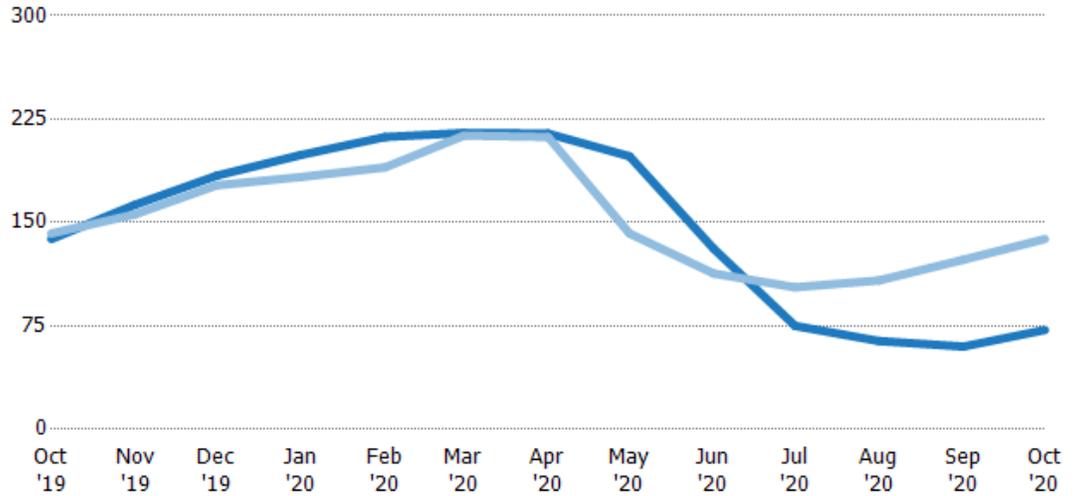
Median Days in RPR

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

Month/ Year	Days	% Chg.
Oct '20	72	-47.8%
Oct '19	138	-2.8%
Oct '18	142	0.7%



Current Year	138	163	184	199	212	215	215	198	131	75	64	60	72
Prior Year	142	156	177	183	190	213	212	142	113	103	108	123	138
Percent Change from Prior Year	-3%	4%	4%	9%	12%	1%	1%	39%	16%	-27%	-41%	-51%	-48%

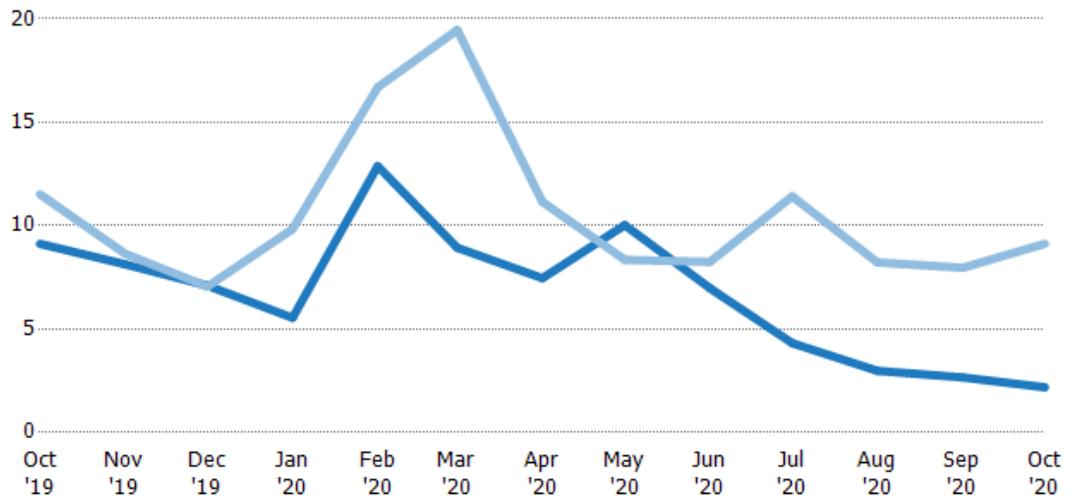
Months of Inventory

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.
Oct '20	2.19	-76%
Oct '19	9.12	-20.8%
Oct '18	11.5	-0.1%



Current Year	9.12	8.13	7.1	5.54	12.9	8.93	7.46	10	6.98	4.32	2.98	2.66	2.19
Prior Year	11.5	8.65	7.05	9.84	16.7	19.5	11.2	8.35	8.25	11.4	8.22	7.96	9.12
Percent Change from Prior Year	-21%	-6%	1%	-44%	-23%	-54%	-33%	20%	-15%	-62%	-64%	-67%	-76%

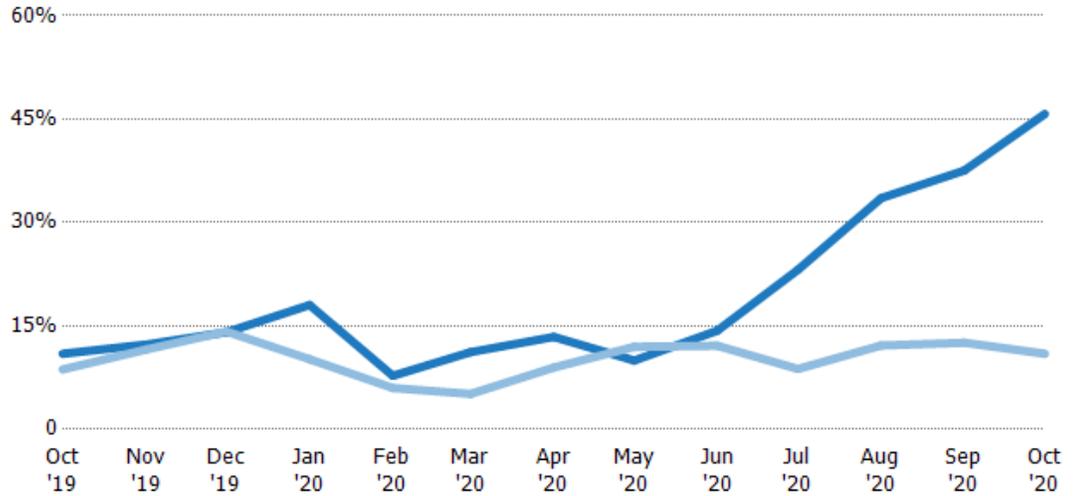
Absorption Rate

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.
Oct '20	46%	-34.8%
Oct '19	11%	-2.3%
Oct '18	9%	0%



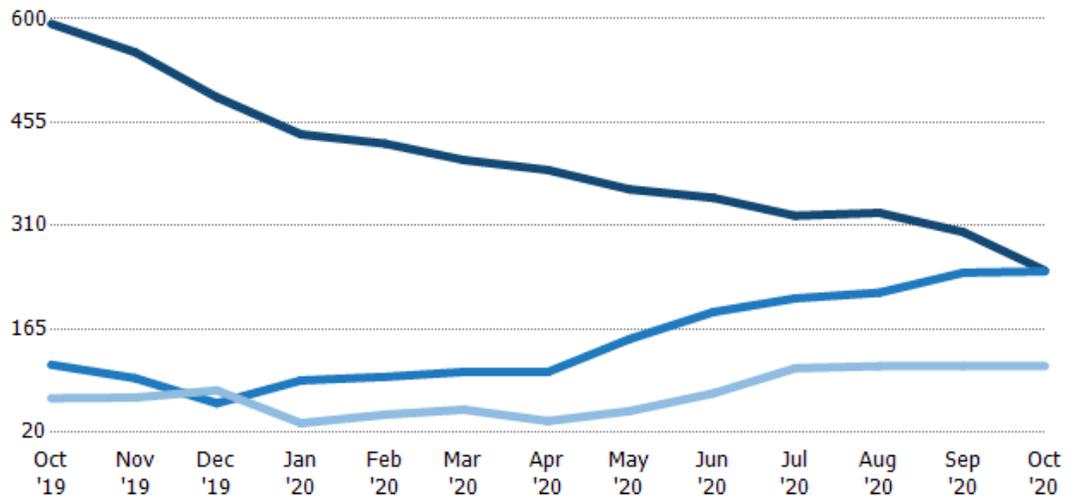
Current Year	11%	12%	14%	18%	8%	11%	13%	10%	14%	23%	34%	38%	46%
Prior Year	9%	12%	14%	10%	6%	5%	9%	12%	12%	9%	12%	13%	11%
Change from Prior Year	-2%	-1%	0%	-8%	-2%	-6%	-4%	2%	-2%	-14%	-21%	-25%	-35%

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



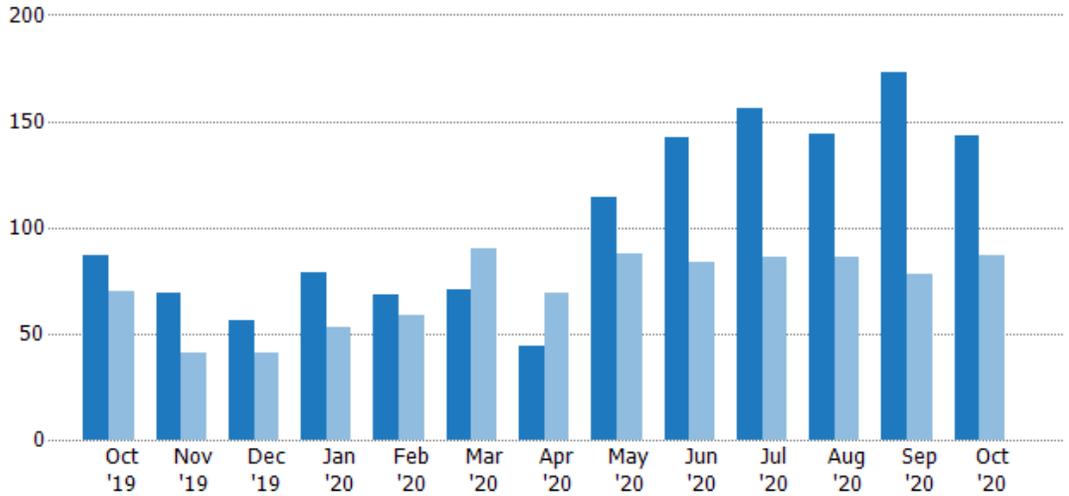
Active	593	553	490	438	425	402	388	361	349	324	328	301	247
Pending	115	96	61	93	98	105	105	151	189	208	216	244	246
Sold	68	69	79	33	45	52	36	50	75	110	113	113	113

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



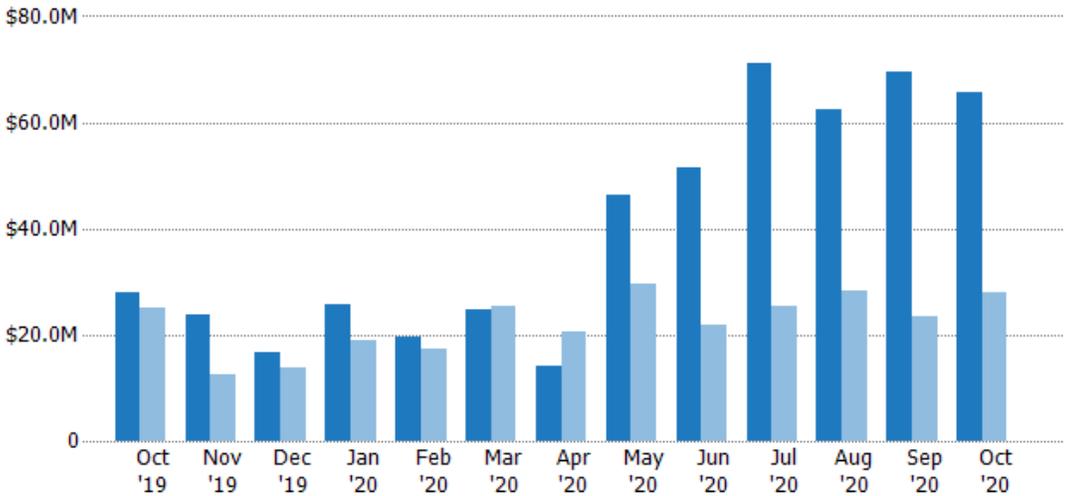
	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20
Current Year	87	69	56	79	68	71	44	114	142	156	144	173	143
Prior Year	70	41	41	53	59	90	69	88	84	86	86	78	87
Percent Change from Prior Year	24%	68%	37%	49%	15%	-21%	-36%	30%	69%	81%	67%	122%	64%

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



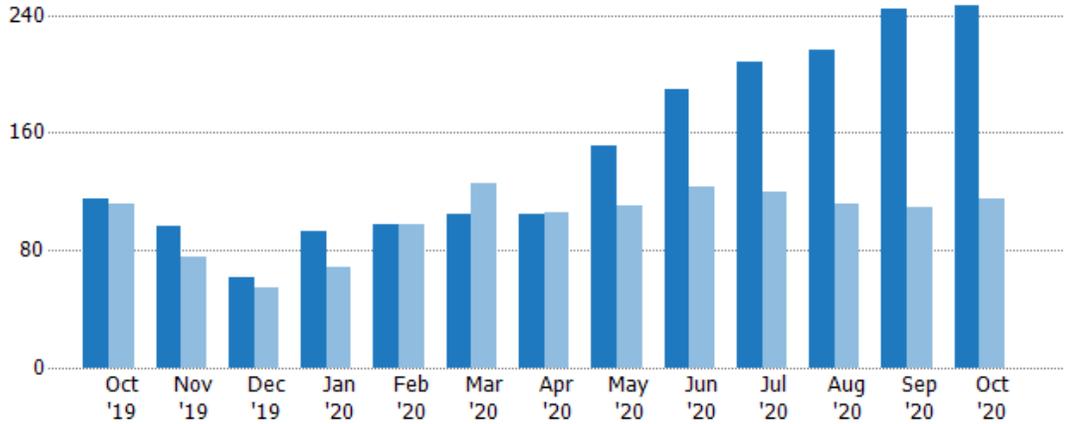
	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20
Current Year	\$28M	\$23.8M	\$16.8M	\$25.8M	\$19.6M	\$24.7M	\$14.2M	\$46.2M	\$51.5M	\$71.2M	\$62.5M	\$69.6M	\$65.5M
Prior Year	\$25.1M	\$12.5M	\$13.7M	\$18.9M	\$17.3M	\$25.5M	\$20.5M	\$29.6M	\$21.7M	\$25.3M	\$28.4M	\$23.5M	\$28M
Percent Change from Prior Year	12%	90%	23%	36%	13%	-3%	-31%	56%	137%	181%	120%	196%	134%

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



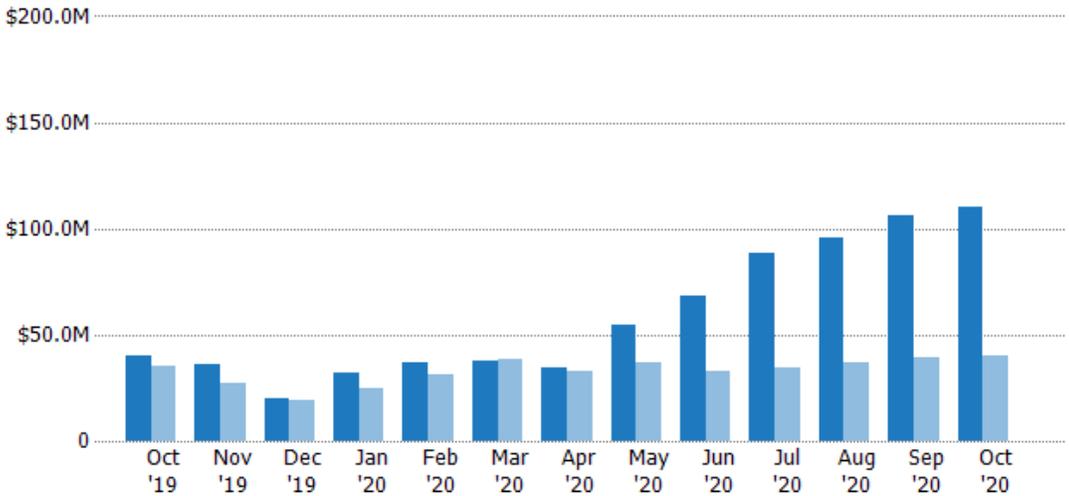
	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20
Current Year	115	96	61	93	98	105	105	151	189	208	216	244	246
Prior Year	111	75	55	68	97	125	106	110	123	120	112	109	115
Percent Change from Prior Year	4%	28%	11%	37%	1%	-16%	-1%	37%	54%	73%	93%	124%	114%

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



	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20
Current Year	\$40M	\$35.7M	\$20.2M	\$32.1M	\$36.6M	\$37.6M	\$34.8M	\$54.3M	\$68.1M	\$88.7M	\$95.8M	\$106M	\$110M
Prior Year	\$35.1M	\$26.9M	\$19.2M	\$25.2M	\$31.2M	\$38.3M	\$33.2M	\$36.8M	\$33.1M	\$34.2M	\$37M	\$39.2M	\$40M
Percent Change from Prior Year	14%	33%	5%	28%	17%	-2%	5%	48%	106%	159%	159%	170%	176%

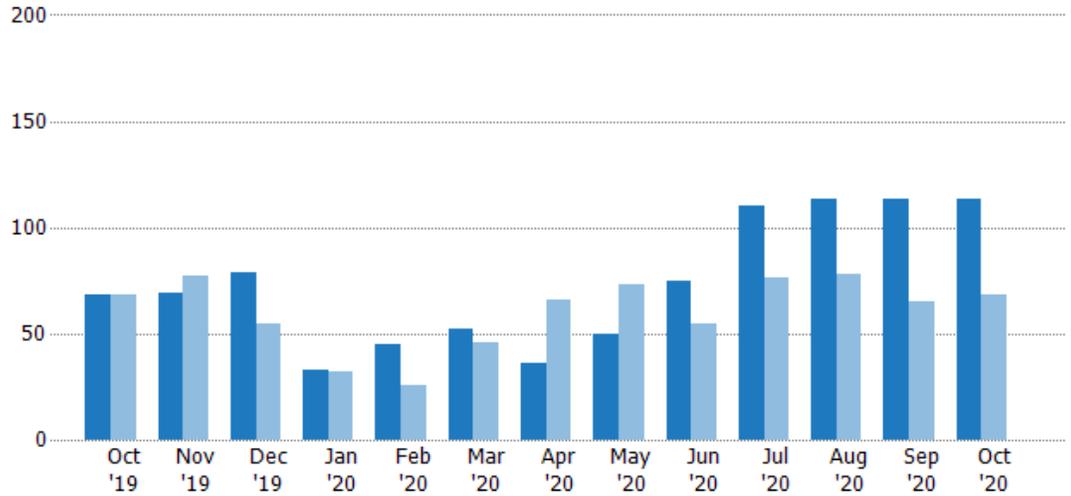
Closed Sales

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.
Oct '20	113	66.2%
Oct '19	68	0%
Oct '18	68	-20.6%



Current Year	68	69	79	33	45	52	36	50	75	110	113	113	113
Prior Year	68	77	55	32	26	46	66	73	55	76	78	65	68
Percent Change from Prior Year	0%	-10%	44%	3%	73%	13%	-45%	-32%	36%	45%	45%	74%	66%

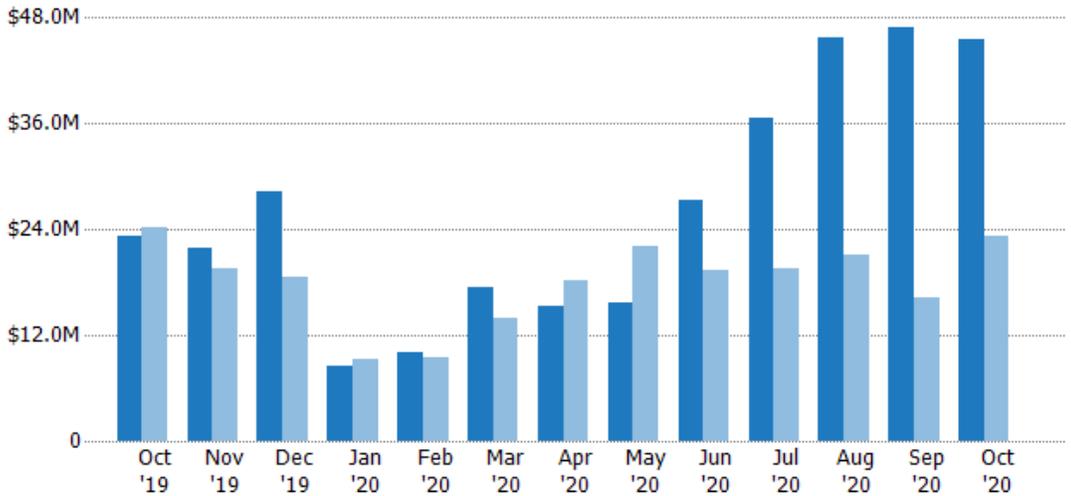
Closed Sales Volume

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.
Oct '20	\$45.6M	95.6%
Oct '19	\$23.3M	-3.9%
Oct '18	\$24.3M	-22.8%



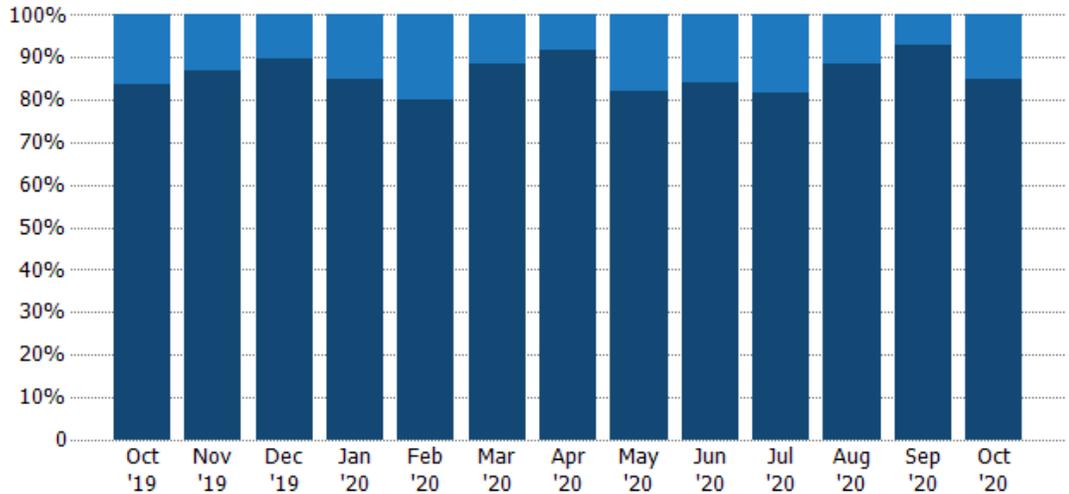
Current Year	\$23.3M	\$21.8M	\$28.3M	\$8.41M	\$10.1M	\$17.4M	\$15.2M	\$15.7M	\$27.2M	\$36.7M	\$45.8M	\$46.9M	\$45.6M
Prior Year	\$24.3M	\$19.6M	\$18.6M	\$9.36M	\$9.56M	\$13.9M	\$18.2M	\$22.1M	\$19.3M	\$19.5M	\$21.2M	\$16.3M	\$23.3M
Percent Change from Prior Year	-4%	11%	52%	-10%	6%	25%	-16%	-29%	41%	88%	117%	188%	96%

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



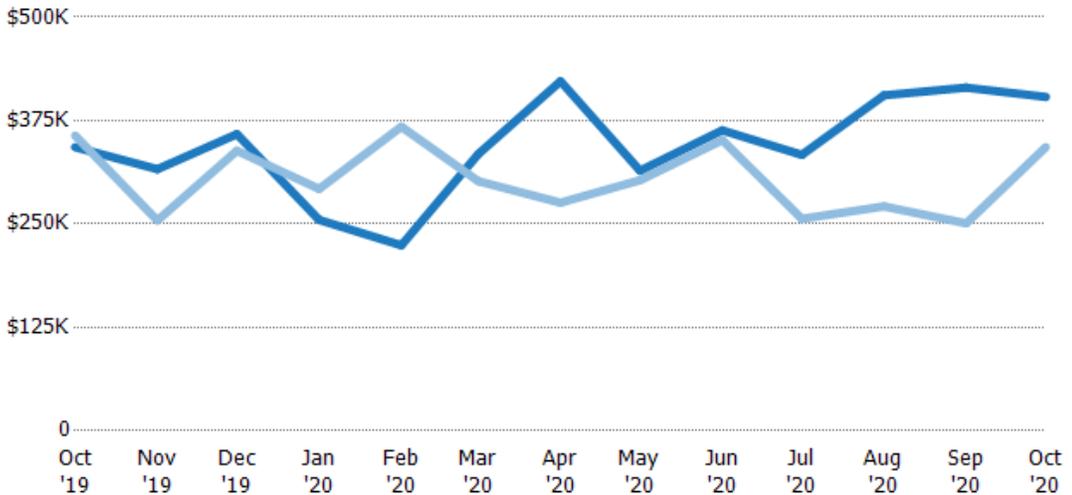
Condo/Townhouse	16%	13%	10%	15%	20%	12%	8%	18%	16%	18%	12%	7%	15%
Single Family Residence	84%	87%	90%	85%	80%	88%	92%	82%	84%	82%	88%	93%	85%

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.
Oct '20	\$404K	17.7%
Oct '19	\$343K	-3.9%
Oct '18	\$357K	-2.7%

Current Year	\$343K	\$316K	\$359K	\$255K	\$224K	\$334K	\$423K	\$314K	\$363K	\$334K	\$406K	\$415K	\$404K
Prior Year	\$357K	\$254K	\$339K	\$292K	\$368K	\$302K	\$276K	\$303K	\$351K	\$256K	\$271K	\$251K	\$343K
Percent Change from Prior Year	-4%	24%	6%	-13%	-39%	11%	53%	4%	3%	30%	50%	65%	18%

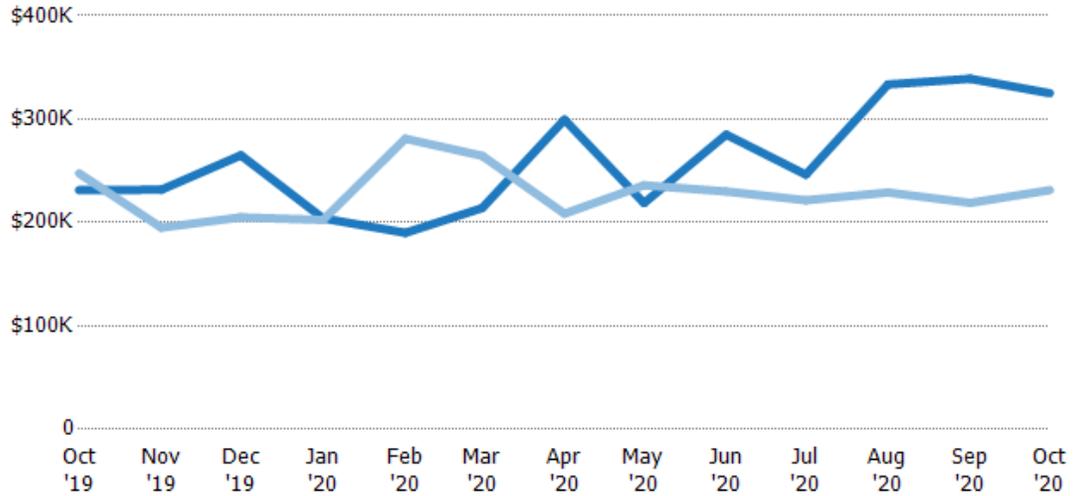
Median Sales Price

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.
Oct '20	\$325K	40.5%
Oct '19	\$231K	-6.5%
Oct '18	\$248K	-10.1%



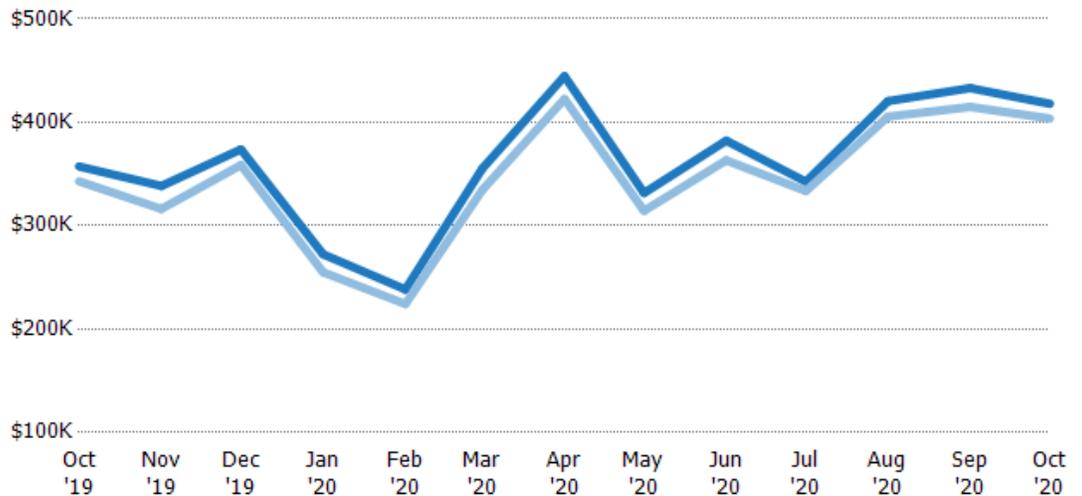
Current Year	\$231K	\$232K	\$265K	\$204K	\$190K	\$214K	\$300K	\$219K	\$285K	\$246K	\$334K	\$339K	\$325K
Prior Year	\$248K	\$195K	\$205K	\$203K	\$281K	\$265K	\$209K	\$236K	\$230K	\$222K	\$229K	\$219K	\$231K
Percent Change from Prior Year	-7%	19%	29%	1%	-32%	-19%	44%	-7%	24%	11%	46%	55%	41%

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



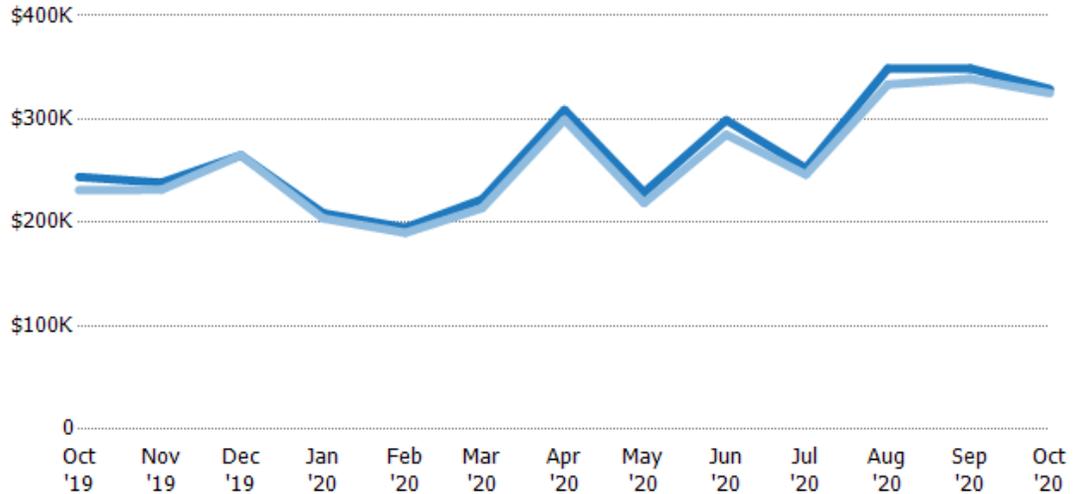
Avg List Price	\$357K	\$338K	\$374K	\$272K	\$238K	\$355K	\$445K	\$332K	\$382K	\$343K	\$421K	\$433K	\$418K
Avg Sales Price	\$343K	\$316K	\$359K	\$255K	\$224K	\$334K	\$423K	\$314K	\$363K	\$334K	\$406K	\$415K	\$404K
Avg Sales Price as a % of Avg List Price	96%	93%	96%	94%	94%	94%	95%	95%	95%	97%	96%	96%	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

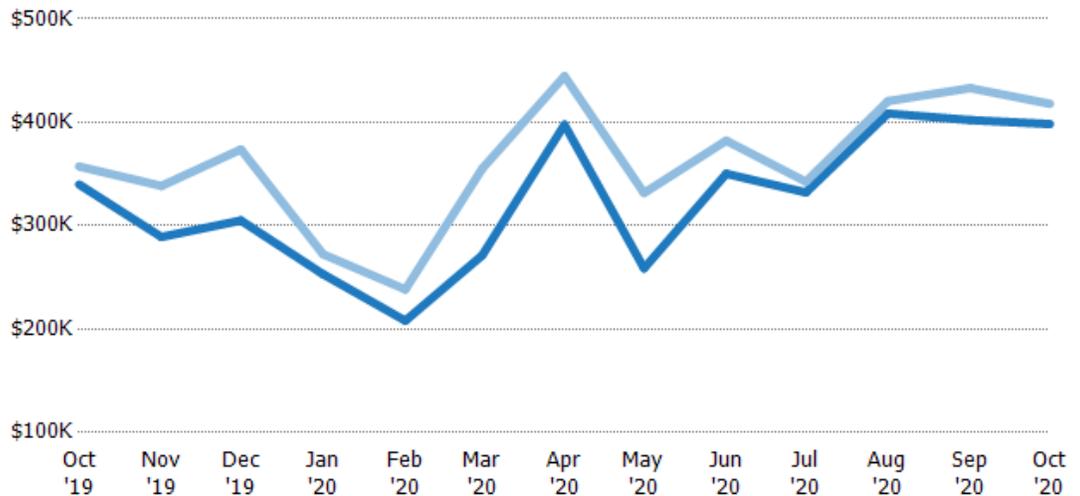


Average Sales Price vs Average Est Value

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

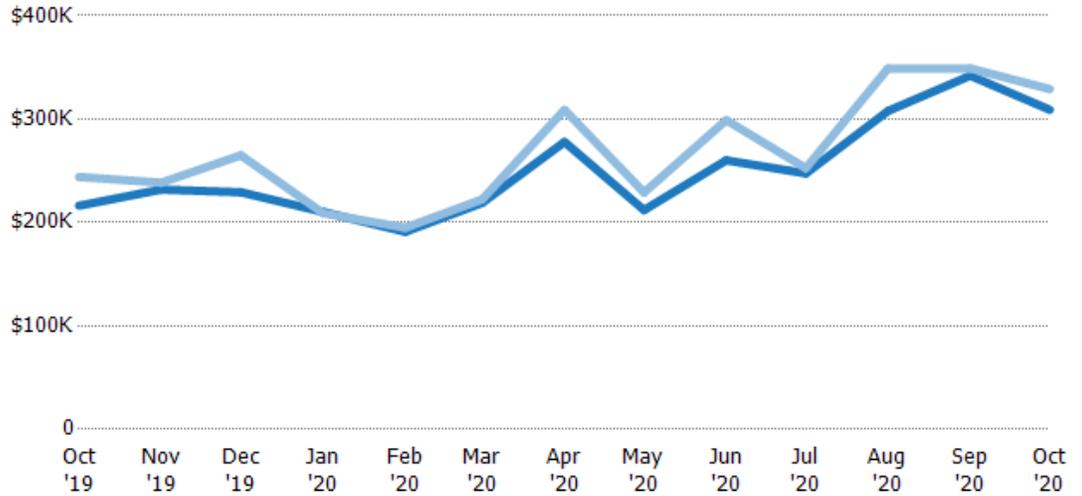


Median Sales Price vs Median Est Value

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



	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20
Median Est Value	\$216K	\$232K	\$229K	\$210K	\$191K	\$219K	\$278K	\$212K	\$260K	\$247K	\$308K	\$342K	\$309K
Median Sales Price	\$244K	\$239K	\$265K	\$209K	\$195K	\$222K	\$309K	\$229K	\$299K	\$253K	\$349K	\$349K	\$329K
Med Sales Price as a % of Med Est Value	113%	103%	116%	99%	102%	102%	111%	108%	115%	102%	113%	102%	106%