

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	Nov 2020	Nov 2019	+ / -	YTD 2020	YTD 2019	+ / -
Listing Activity Charts Metrics						
New Listing Count	54	44	+22.7%	1,027	1,026	+0.1%
New Listing Volume	\$23,695,899	\$11,272,900	+110.2%	\$476,723,512	\$383,223,390	+24.4%
Active Listing Count	201	553	-63.7%	N/A	N/A	
Active Listing Volume	\$111,306,678	\$270,005,815	-58.8%	N/A	N/A	
Average Listing Price	\$553,765	\$488,256	+13.4%	\$559,382	\$492,451	+13.6%
Median Listing Price	\$360,000	\$329,000	+9.4%	\$371,037	\$323,279	+14.8%
Median Days in RPR	90	163	-44.8%	111.65	146.86	-24%
Months of Inventory	1.8	8.1	-78.1%	5.8	9.6	-39.9%
Absorption Rate	56.22%	12.3%	+43.9%	17.38%	10.44%	+6.9%
Sales Activity Charts Metrics						
New Pending Sales Count	89	69	+29%	1,223	849	+44.1%
New Pending Sales Volume	\$41,319,299	\$23,771,899	+73.8%	\$491,999,617	\$262,582,415	+87.4%
Pending Sales Count	212	96	+120.8%	N/A	N/A	
Pending Sales Volume	\$103,236,399	\$35,724,994	+189%	N/A	N/A	
Closed Sales Count	116	69	+68.1%	856	654	+30.9%
Closed Sales Volume	\$45,831,902	\$21,816,550	+110.1%	\$314,892,086	\$194,487,392	+61.9%
Average Sales Price	\$395,103	\$316,182	+25%	\$367,865	\$297,381	+23.7%
Median Sales Price	\$286,000	\$231,700	+23.4%	\$283,277	\$229,724	+23.3%

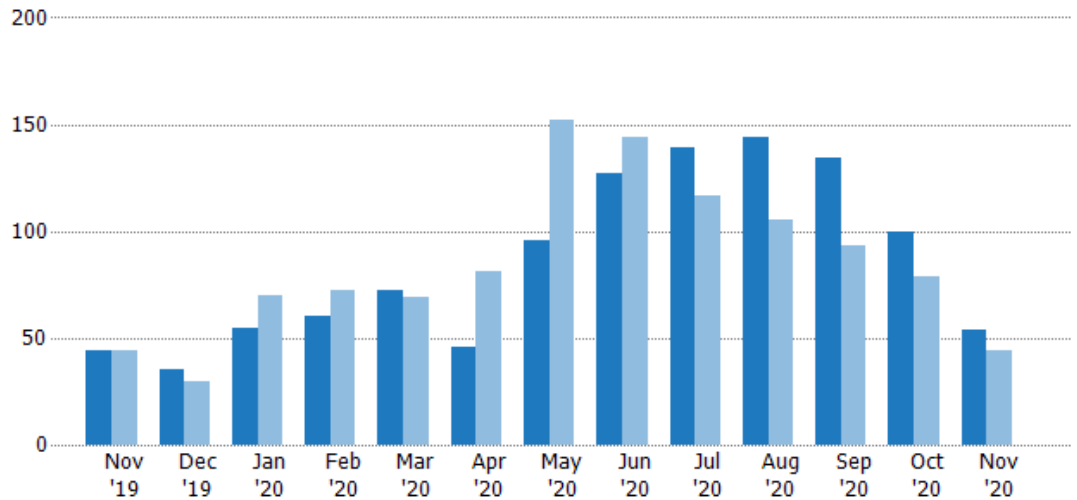
New Listings

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.
Nov '20	54	22.7%
Nov '19	44	0%
Nov '18	44	25%



Current Year	44	35	55	60	72	46	96	127	139	144	134	100	54
Prior Year	44	30	70	72	69	81	152	144	117	105	93	79	44
Percent Change from Prior Year	0%	17%	-21%	-17%	4%	-43%	-37%	-12%	19%	37%	44%	27%	23%

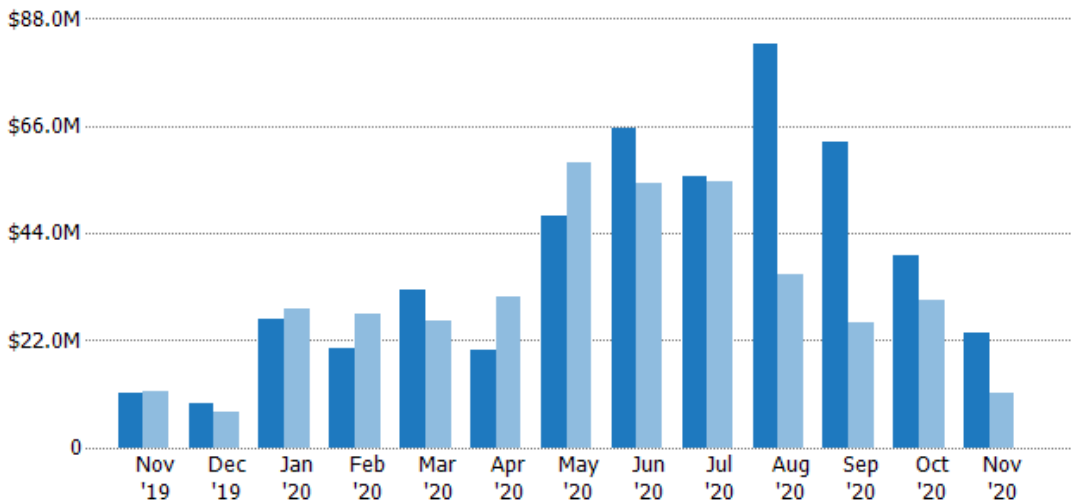
New Listing Volume

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.
Nov '20	\$23.7M	110.2%
Nov '19	\$11.3M	-4%
Nov '18	\$11.7M	78.2%



Current Year	\$11.3M	\$9.07M	\$26.4M	\$20.4M	\$32.3M	\$20.1M	\$47.4M	\$65.7M	\$55.8M	\$82.9M	\$62.6M	\$39.4M	\$23.7M
Prior Year	\$11.7M	\$7.48M	\$28.4M	\$27.6M	\$26M	\$30.9M	\$58.4M	\$54.2M	\$54.8M	\$35.6M	\$25.7M	\$30.4M	\$11.3M
Percent Change from Prior Year	-4%	21%	-7%	-26%	24%	-35%	-19%	21%	2%	133%	144%	30%	110%

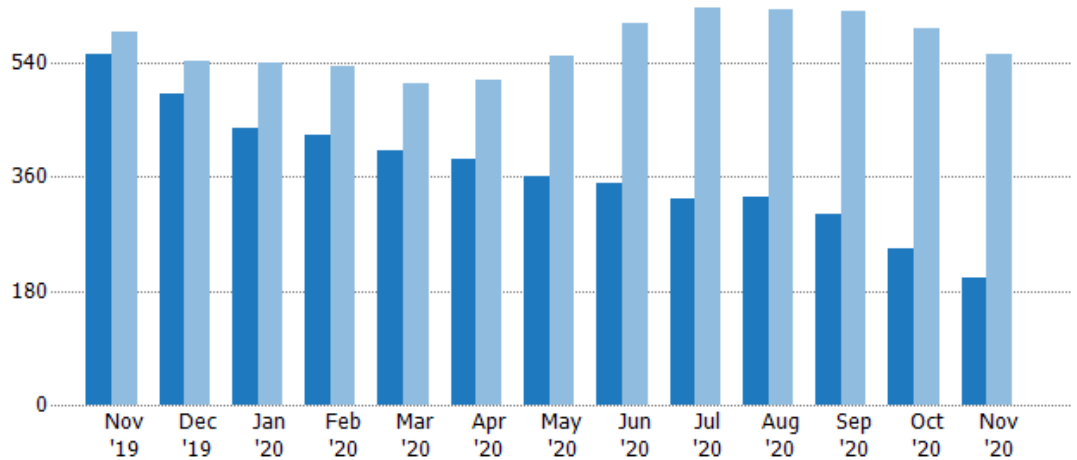
Active Listings

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

Month/ Year	Count	% Chg.
Nov '20	201	-63.7%
Nov '19	553	-6%
Nov '18	588	6.1%



Current Year	553	490	438	425	402	388	361	349	324	328	301	247	201
Prior Year	588	543	541	534	506	513	551	602	628	625	621	593	553
Percent Change from Prior Year	-6%	-10%	-19%	-20%	-21%	-24%	-34%	-42%	-48%	-48%	-52%	-58%	-64%

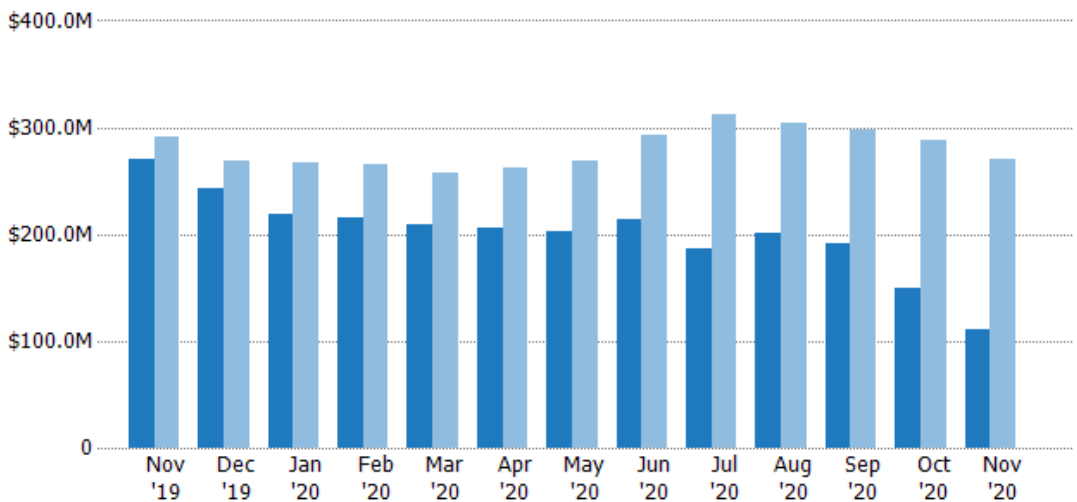
Active Listing Volume

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

Month/ Year	Volume	% Chg.
Nov '20	\$111M	-58.8%
Nov '19	\$270M	-7.1%
Nov '18	\$291M	5.4%



Current Year	\$270M	\$242M	\$218M	\$215M	\$209M	\$206M	\$203M	\$215M	\$186M	\$201M	\$192M	\$149M	\$111M
Prior Year	\$291M	\$269M	\$268M	\$265M	\$258M	\$262M	\$269M	\$292M	\$312M	\$303M	\$298M	\$288M	\$270M
Percent Change from Prior Year	-7%	-10%	-19%	-19%	-19%	-21%	-25%	-27%	-41%	-34%	-36%	-48%	-59%

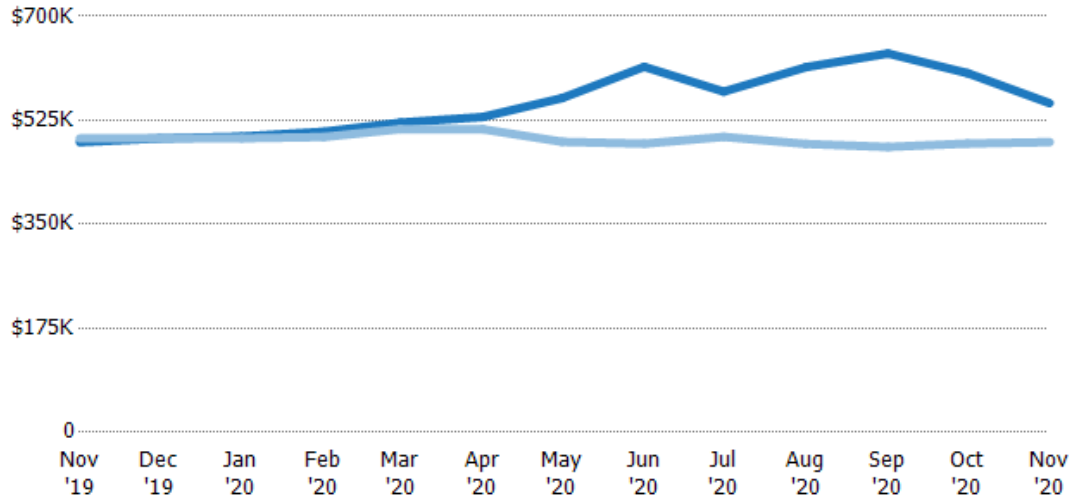
Average Listing Price

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.
Nov '20	\$554K	13.4%
Nov '19	\$488K	-1.2%
Nov '18	\$494K	-0.7%



Current Year	\$488K	\$494K	\$498K	\$506K	\$521K	\$530K	\$562K	\$615K	\$573K	\$614K	\$637K	\$604K	\$554K
Prior Year	\$494K	\$495K	\$495K	\$497K	\$510K	\$510K	\$489K	\$486K	\$497K	\$485K	\$480K	\$486K	\$488K
Percent Change from Prior Year	-1%	0	1%	2%	2%	4%	15%	27%	15%	27%	33%	24%	13%

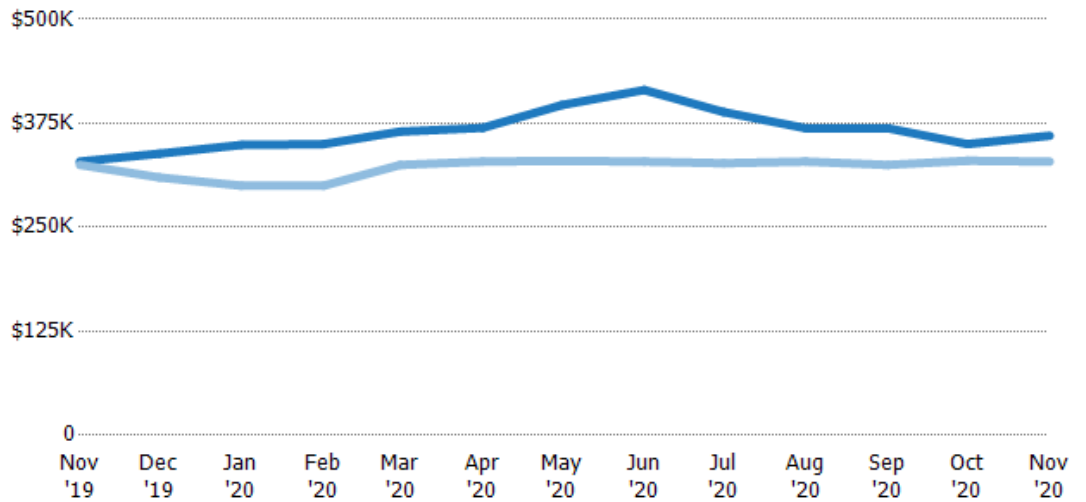
Median Listing Price

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.
Nov '20	\$360K	9.4%
Nov '19	\$329K	1.2%
Nov '18	\$325K	-7.9%



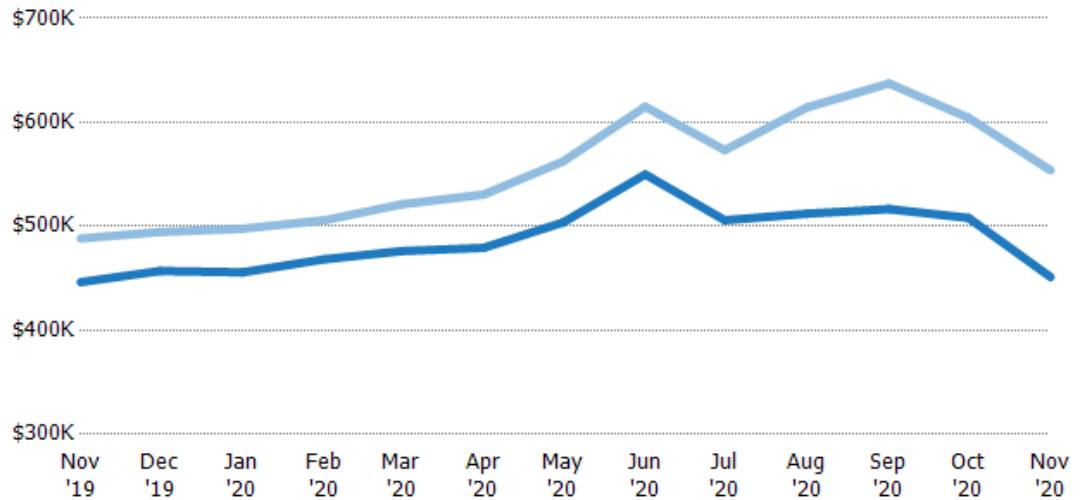
Current Year	\$329K	\$339K	\$349K	\$350K	\$365K	\$369K	\$397K	\$415K	\$389K	\$369K	\$369K	\$350K	\$360K
Prior Year	\$325K	\$310K	\$300K	\$300K	\$325K	\$329K	\$330K	\$329K	\$327K	\$329K	\$325K	\$330K	\$329K
Percent Change from Prior Year	1%	9%	16%	17%	12%	12%	20%	26%	19%	12%	14%	6%	9%

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



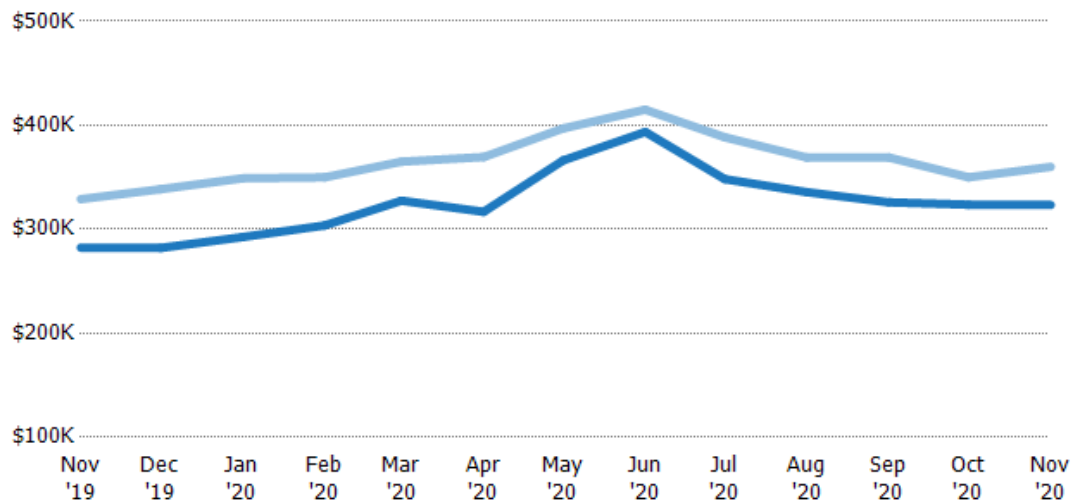
Avg Est Value	\$446K	\$457K	\$456K	\$468K	\$476K	\$479K	\$504K	\$550K	\$506K	\$512K	\$517K	\$508K	\$451K
Avg Listing Price	\$488K	\$494K	\$498K	\$506K	\$521K	\$530K	\$562K	\$615K	\$573K	\$614K	\$637K	\$604K	\$554K
Avg Listing Price as a % of Avg Est Value	109%	108%	109%	108%	109%	111%	112%	112%	113%	120%	123%	119%	123%

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 Est Value	\$282K	\$282K	\$293K	\$304K	\$327K	\$317K	\$366K	\$394K	\$348K	\$336K	\$326K	\$324K	\$323K
Median Listing Price	\$329K	\$339K	\$349K	\$350K	\$365K	\$369K	\$397K	\$415K	\$389K	\$369K	\$369K	\$350K	\$360K
Med Listing Price as a % of Med Est Value	117%	120%	119%	115%	111%	117%	108%	105%	112%	110%	113%	108%	111%

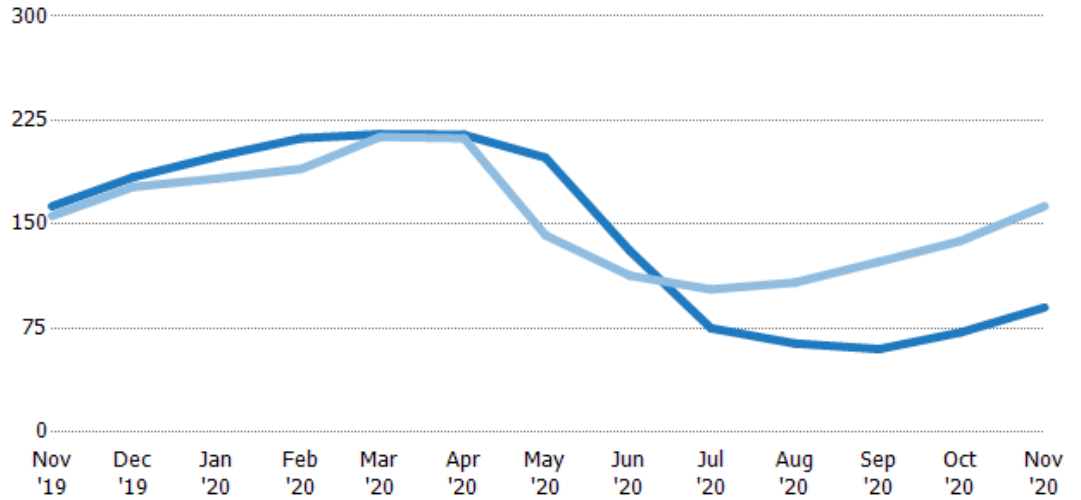
Median Days in RPR

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.
Nov '20	90	-44.8%
Nov '19	163	4.5%
Nov '18	156	-0.3%



Current Year	163	184	199	212	215	215	198	131	75	64	60	72	90
Prior Year	156	177	183	190	213	212	142	113	103	108	123	138	163
Percent Change from Prior Year	4%	4%	9%	12%	1%	1%	39%	16%	-27%	-41%	-51%	-48%	-45%

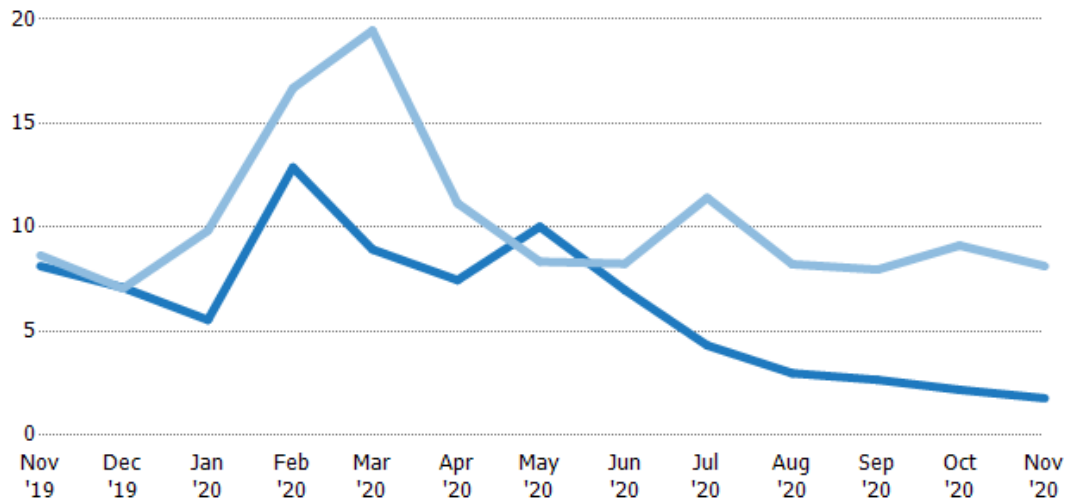
Months of Inventory

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.
Nov '20	1.78	-78.1%
Nov '19	8.13	-6%
Nov '18	8.65	33.6%



Current Year	8.13	7.1	5.54	12.9	8.93	7.46	10	6.98	4.32	2.98	2.66	2.19	1.78
Prior Year	8.65	7.05	9.84	16.7	19.5	11.2	8.35	8.25	11.4	8.22	7.96	9.12	8.13
Percent Change from Prior Year	-6%	1%	-44%	-23%	-54%	-33%	20%	-15%	-62%	-64%	-67%	-76%	-78%

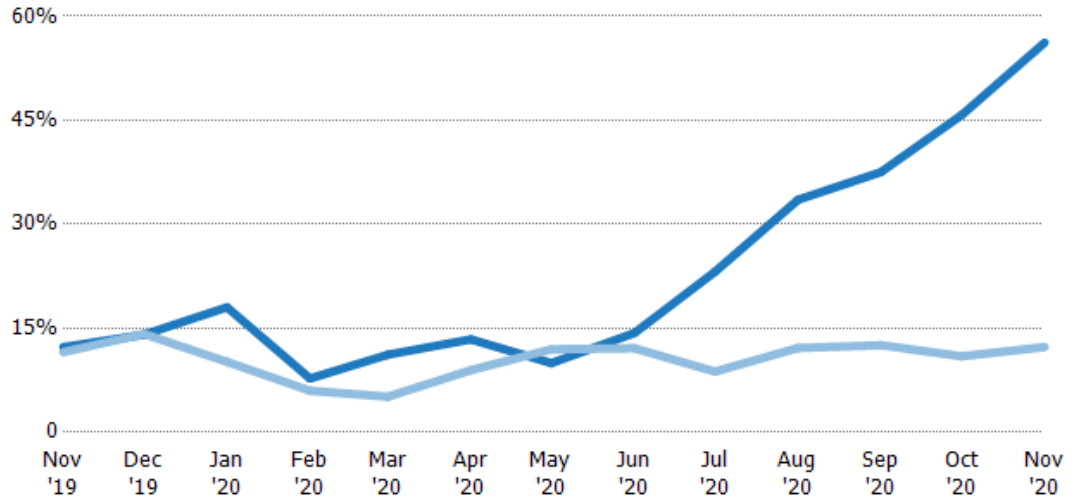
Absorption Rate

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.
Nov '20	56%	-43.9%
Nov '19	12%	-0.7%
Nov '18	12%	-25.2%



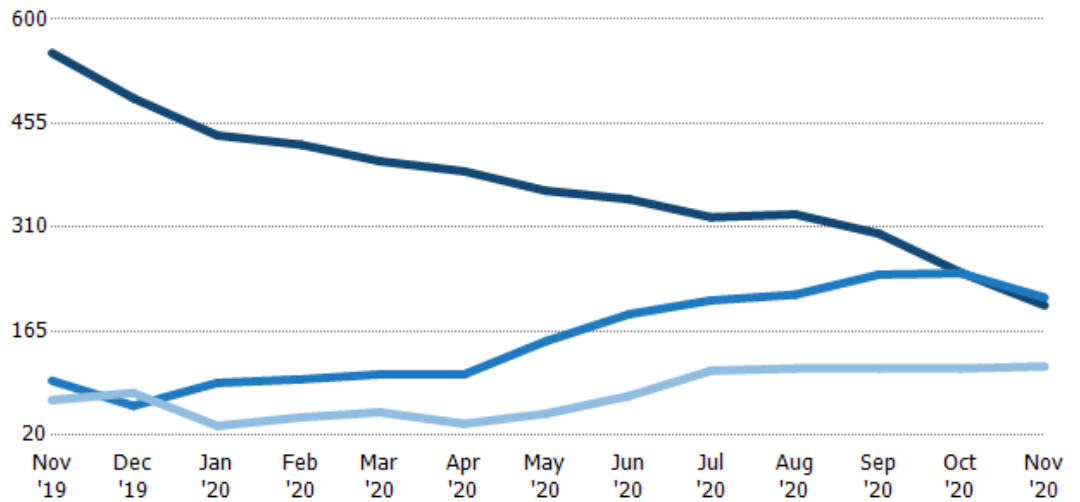
Current Year	12%	14%	18%	8%	11%	13%	10%	14%	23%	34%	38%	46%	56%
Prior Year	12%	14%	10%	6%	5%	9%	12%	12%	9%	12%	13%	11%	12%
Change from Prior Year	-1%	0%	-8%	-2%	-6%	-4%	2%	-2%	-14%	-21%	-25%	-35%	-44%

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	553	490	438	425	402	388	361	349	324	328	301	247	201
Pending	96	61	93	98	105	105	151	189	208	216	244	246	212
Sold	69	79	33	45	52	36	50	75	110	113	113	113	116

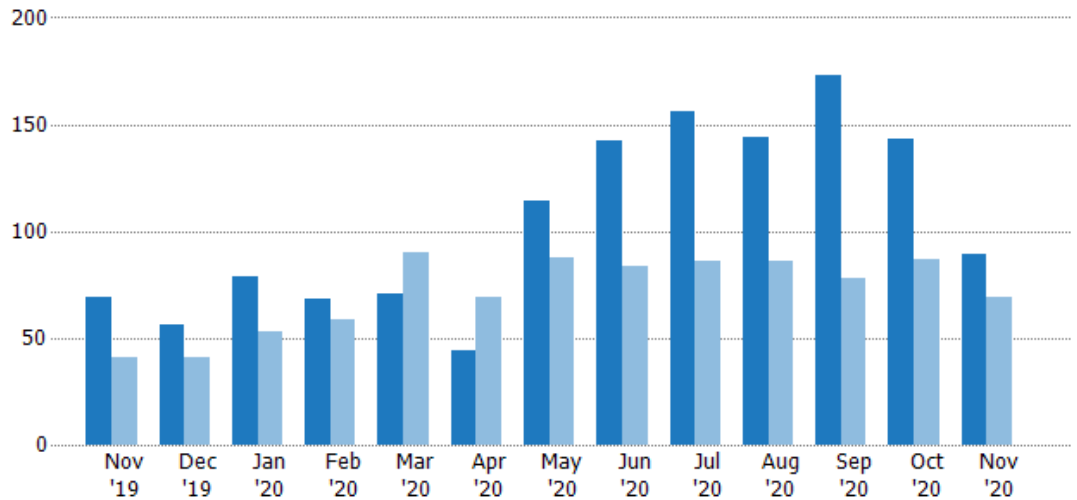
New Pending Sales

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.
Nov '20	89	29%
Nov '19	69	68.3%
Nov '18	41	12.2%



Current Year	69	56	79	68	71	44	114	142	156	144	173	143	89
Prior Year	41	41	53	59	90	69	88	84	86	86	78	87	69
Percent Change from Prior Year	68%	37%	49%	15%	-21%	-36%	30%	69%	81%	67%	122%	64%	29%

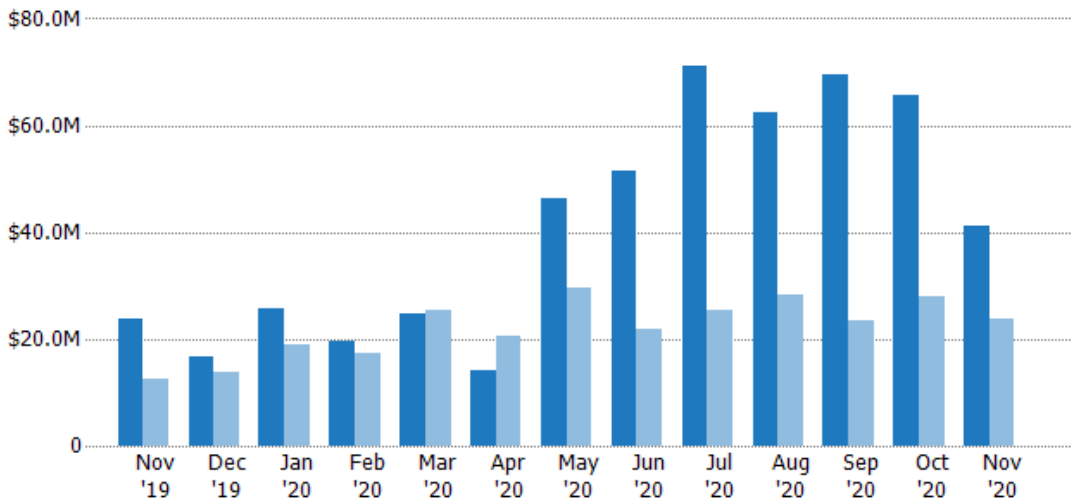
New Pending Sales Volume

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.
Nov '20	\$41.3M	73.8%
Nov '19	\$23.8M	90.3%
Nov '18	\$12.5M	-0.4%



Current Year	\$23.8M	\$16.8M	\$25.8M	\$19.6M	\$24.7M	\$14.2M	\$46.2M	\$51.5M	\$71.2M	\$62.5M	\$69.6M	\$65.5M	\$41.3M
Prior Year	\$12.5M	\$13.7M	\$18.9M	\$17.3M	\$25.5M	\$20.5M	\$29.6M	\$21.7M	\$25.3M	\$28.4M	\$23.5M	\$28M	\$23.8M
Percent Change from Prior Year	90%	23%	36%	13%	-3%	-31%	56%	137%	181%	120%	196%	134%	74%

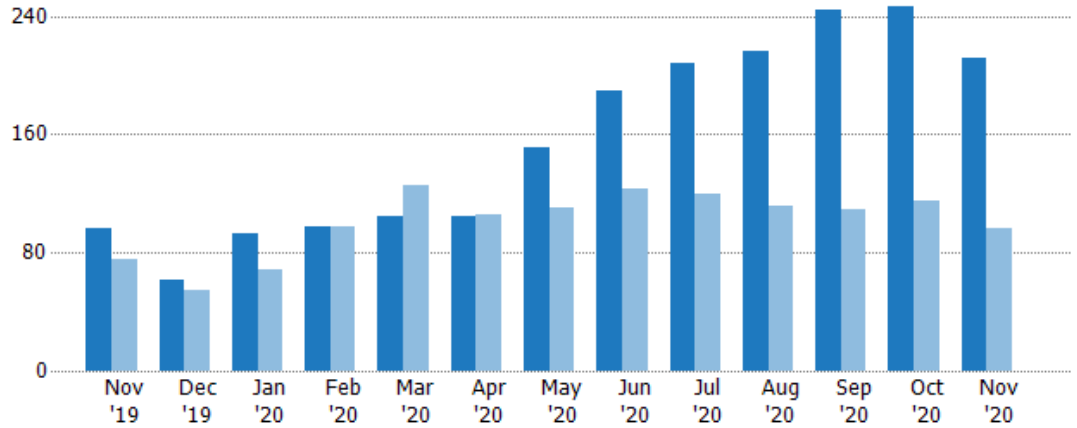
Pending Sales

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.
Nov '20	212	120.8%
Nov '19	96	28%
Nov '18	75	-1.3%



Current Year	96	61	93	98	105	105	151	189	208	216	244	246	212
Prior Year	75	55	68	97	125	106	110	123	120	112	109	115	96
Percent Change from Prior Year	28%	11%	37%	1%	-16%	-1%	37%	54%	73%	93%	124%	114%	121%

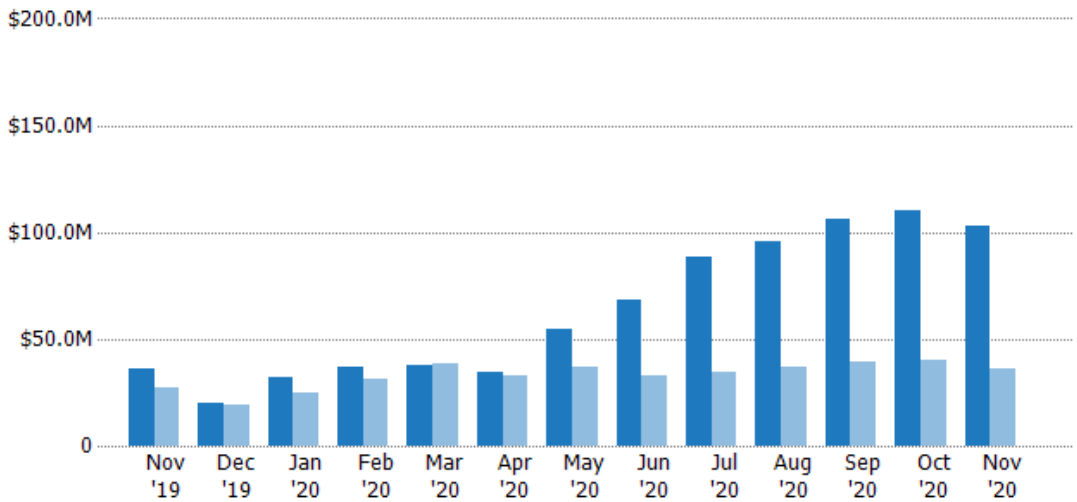
Pending Sales Volume

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.
Nov '20	\$103M	189%
Nov '19	\$35.7M	32.9%
Nov '18	\$26.9M	-27.1%



Current Year	\$35.7M	\$20.2M	\$32.1M	\$36.6M	\$37.6M	\$34.8M	\$54.3M	\$68.1M	\$88.7M	\$95.8M	\$106M	\$110M	\$103M
Prior Year	\$26.9M	\$19.2M	\$25.2M	\$31.2M	\$38.3M	\$33.2M	\$36.8M	\$33.1M	\$34.2M	\$37M	\$39.2M	\$40M	\$35.7M
Percent Change from Prior Year	33%	5%	28%	17%	-2%	5%	48%	106%	159%	159%	170%	176%	189%

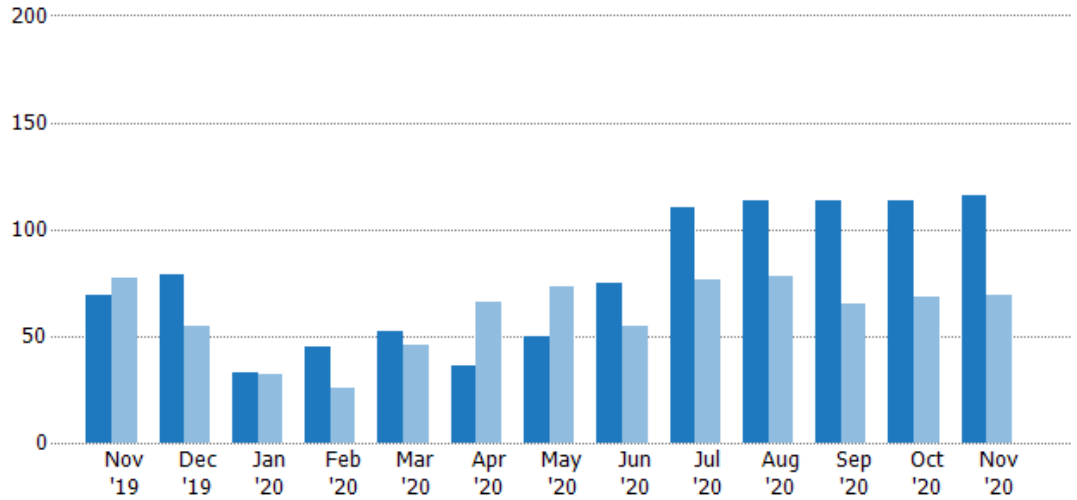
Closed Sales

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.
Nov '20	116	68.1%
Nov '19	69	-10.4%
Nov '18	77	-23.4%



Current Year	69	79	33	45	52	36	50	75	110	113	113	113	116
Prior Year	77	55	32	26	46	66	73	55	76	78	65	68	69
Percent Change from Prior Year	-10%	44%	3%	73%	13%	-45%	-32%	36%	45%	45%	74%	66%	68%

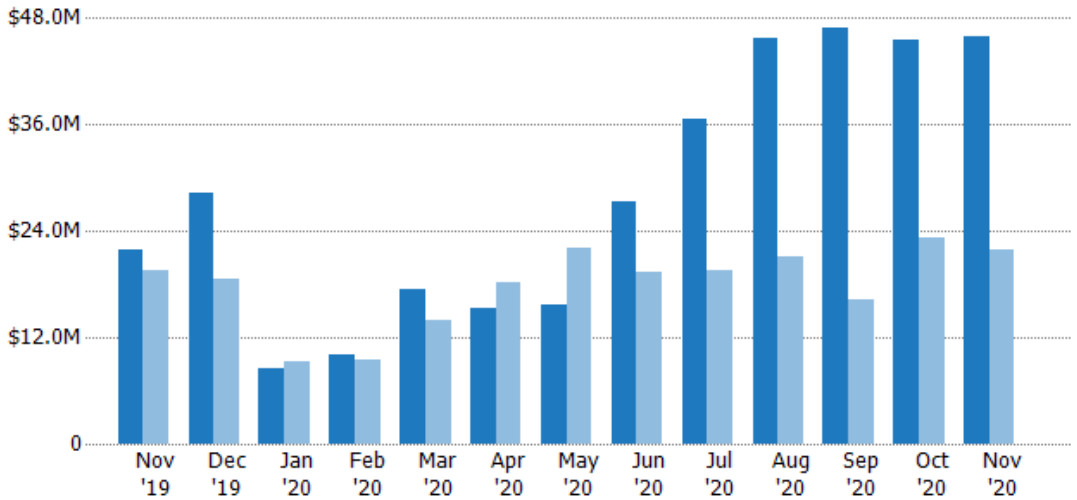
Closed Sales Volume

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.
Nov '20	\$45.8M	110.1%
Nov '19	\$21.8M	11.4%
Nov '18	\$19.6M	-10.3%



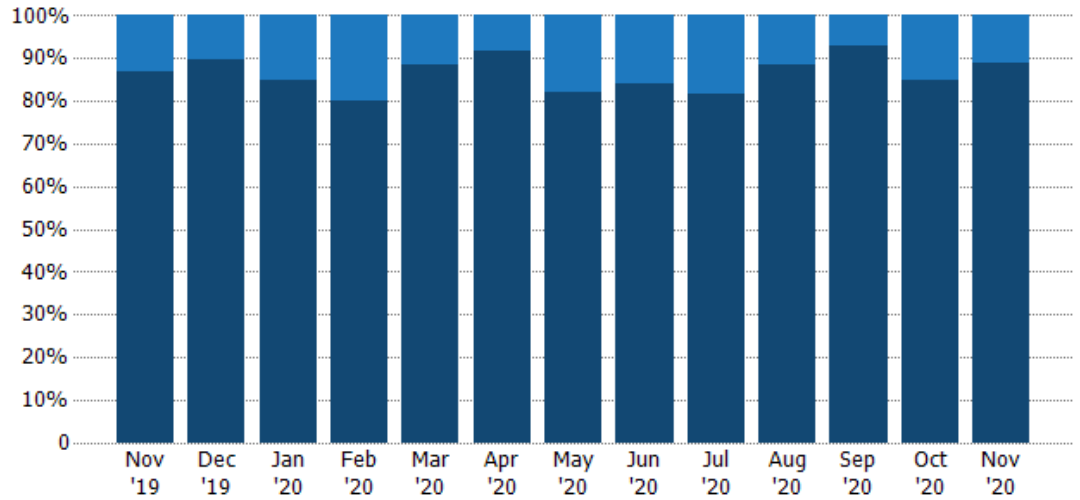
Current Year	\$21.8M	\$28.3M	\$8.41M	\$10.1M	\$17.4M	\$15.2M	\$15.7M	\$27.2M	\$36.7M	\$45.8M	\$46.9M	\$45.6M	\$45.8M
Prior Year	\$19.6M	\$18.6M	\$9.36M	\$9.56M	\$13.9M	\$18.2M	\$22.1M	\$19.3M	\$19.5M	\$21.2M	\$16.3M	\$23.3M	\$21.8M
Percent Change from Prior Year	11%	52%	-10%	6%	25%	-16%	-29%	41%	88%	117%	188%	96%	110%

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



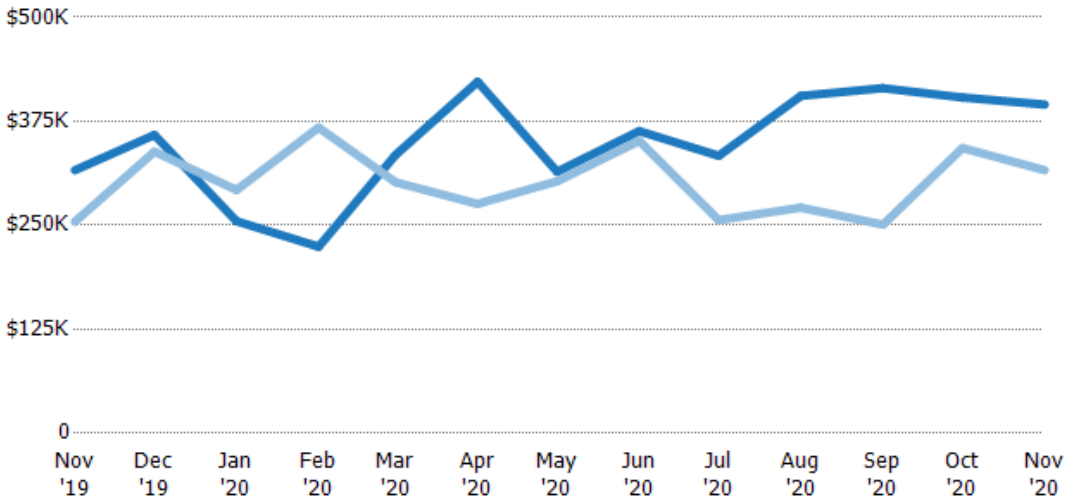
Condo/Townhouse	13%	10%	15%	20%	12%	8%	18%	16%	18%	12%	7%	15%	11%
Single Family Residence	87%	90%	85%	80%	88%	92%	82%	84%	82%	88%	93%	85%	89%

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



Current Year	\$316K	\$359K	\$255K	\$224K	\$334K	\$423K	\$314K	\$363K	\$334K	\$406K	\$415K	\$404K	\$395K
Prior Year	\$254K	\$339K	\$292K	\$368K	\$302K	\$276K	\$303K	\$351K	\$256K	\$271K	\$251K	\$343K	\$316K
Percent Change from Prior Year	24%	6%	-13%	-39%	11%	53%	4%	3%	30%	50%	65%	18%	25%

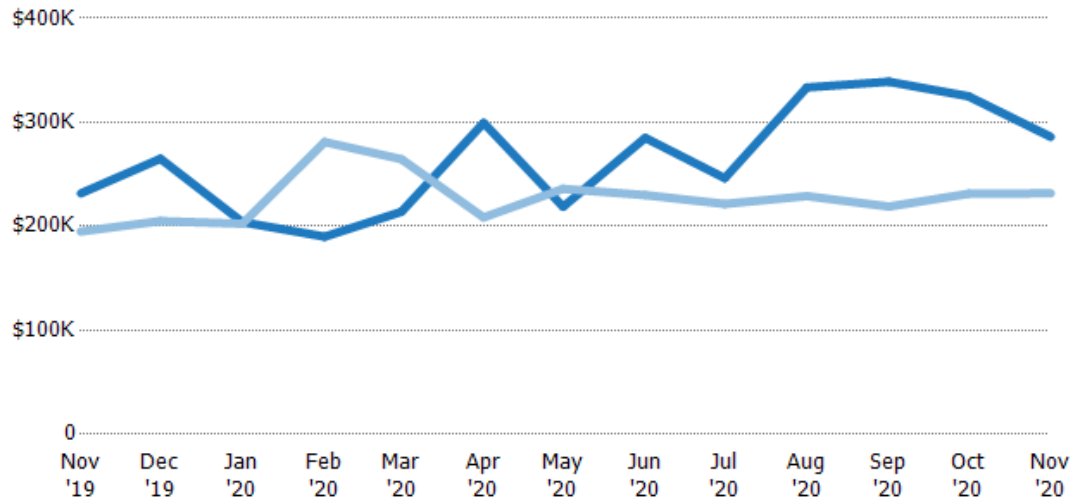
Median Sales Price

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.
Nov '20	\$286K	23.4%
Nov '19	\$232K	18.8%
Nov '18	\$195K	16.7%



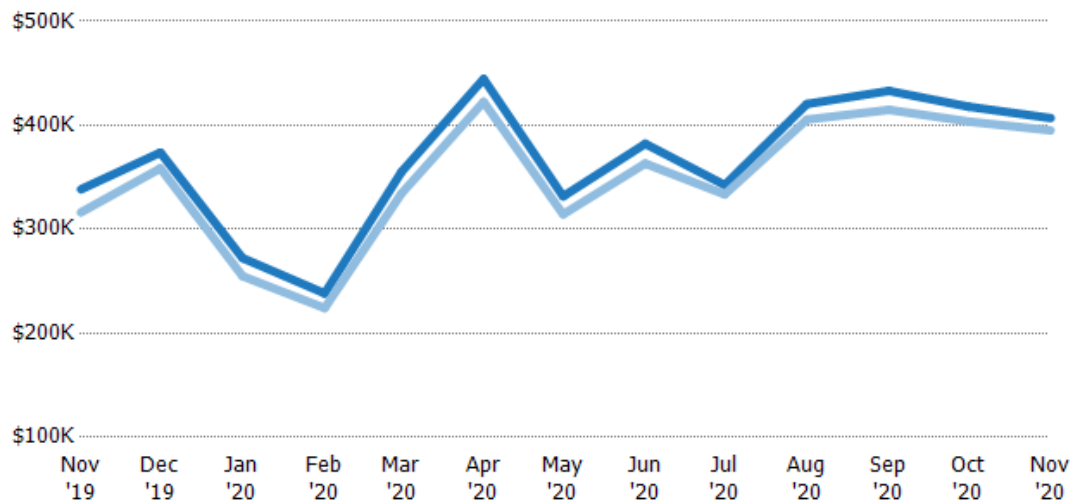
Current Year	\$232K	\$265K	\$204K	\$190K	\$214K	\$300K	\$219K	\$285K	\$246K	\$334K	\$339K	\$325K	\$286K
Prior Year	\$195K	\$205K	\$203K	\$281K	\$265K	\$209K	\$236K	\$230K	\$222K	\$229K	\$219K	\$231K	\$232K
Percent Change from Prior Year	19%	29%	1%	-32%	-19%	44%	-7%	24%	11%	46%	55%	41%	23%

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



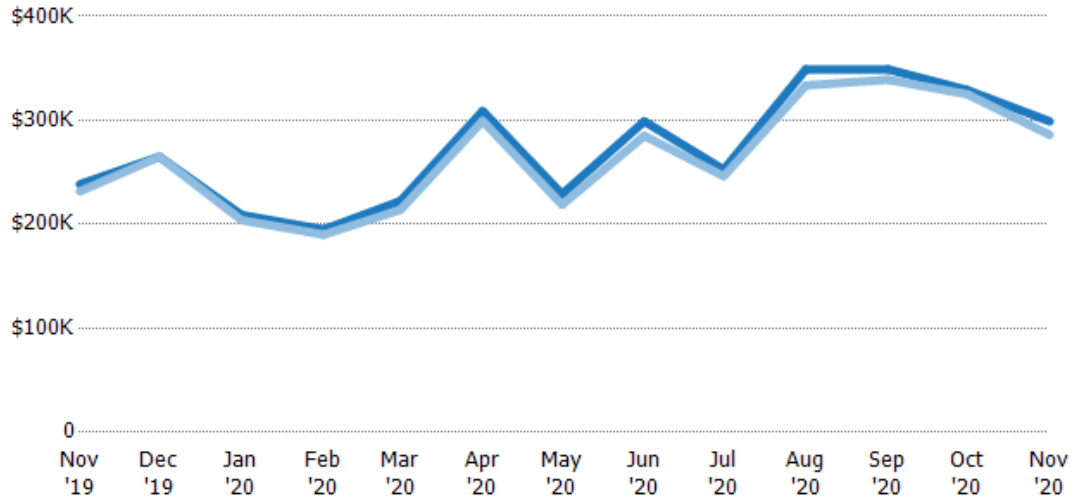
Avg List Price	\$338K	\$374K	\$272K	\$238K	\$355K	\$445K	\$332K	\$382K	\$343K	\$421K	\$433K	\$418K	\$407K
Avg Sales Price	\$316K	\$359K	\$255K	\$224K	\$334K	\$423K	\$314K	\$363K	\$334K	\$406K	\$415K	\$404K	\$395K
Avg Sales Price as a % of Avg List Price	93%	96%	94%	94%	94%	95%	95%	95%	97%	96%	96%	97%	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

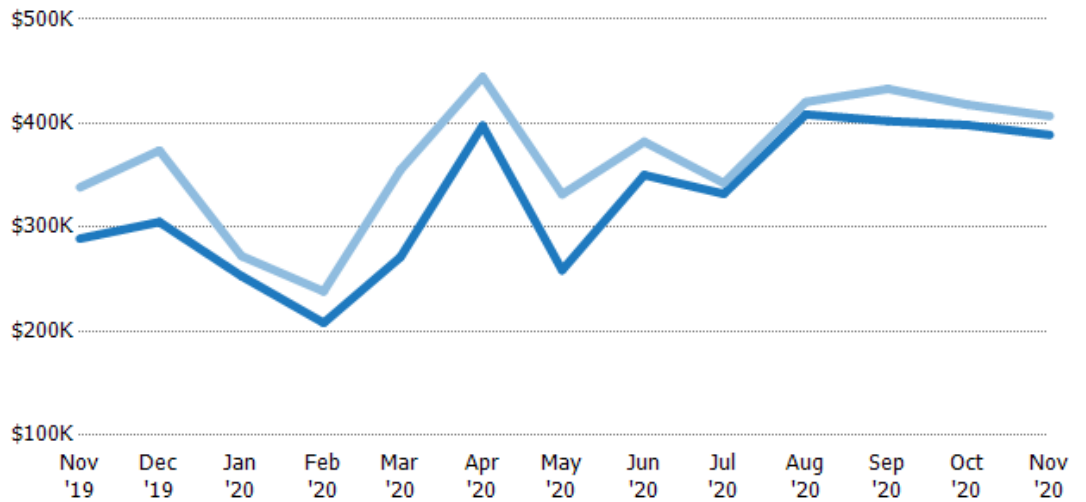


Average Sales Price vs Average Est Value

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

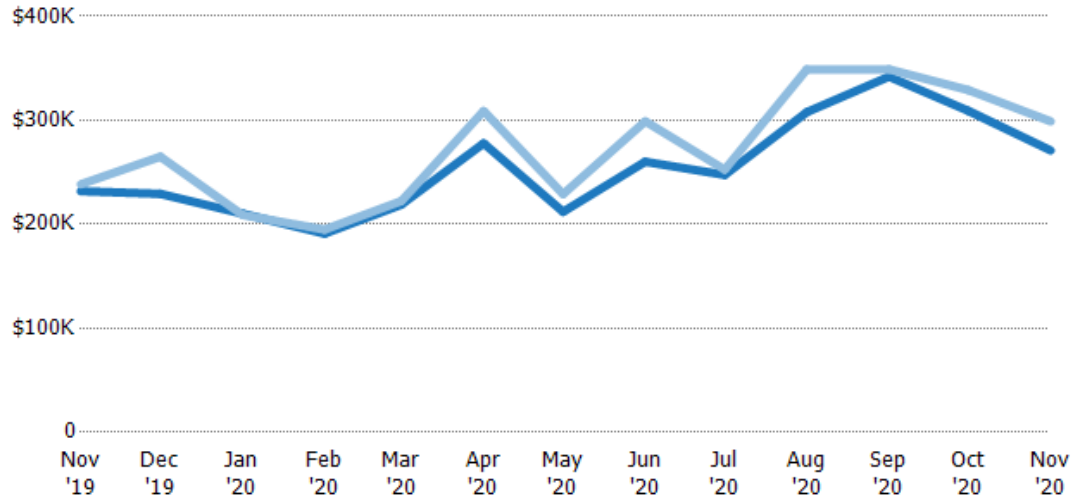


Median Sales Price vs Median Est Value

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



Median Est Value	\$232K	\$229K	\$210K	\$191K	\$219K	\$278K	\$212K	\$260K	\$247K	\$308K	\$342K	\$309K	\$271K
Median Sales Price	\$239K	\$265K	\$209K	\$195K	\$222K	\$309K	\$229K	\$299K	\$253K	\$349K	\$349K	\$329K	\$299K
Med Sales Price as a % of Med Est Value	103%	116%	99%	102%	102%	111%	108%	115%	102%	113%	102%	106%	110%