

## Summary of Key Listing and Sales Metrics

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

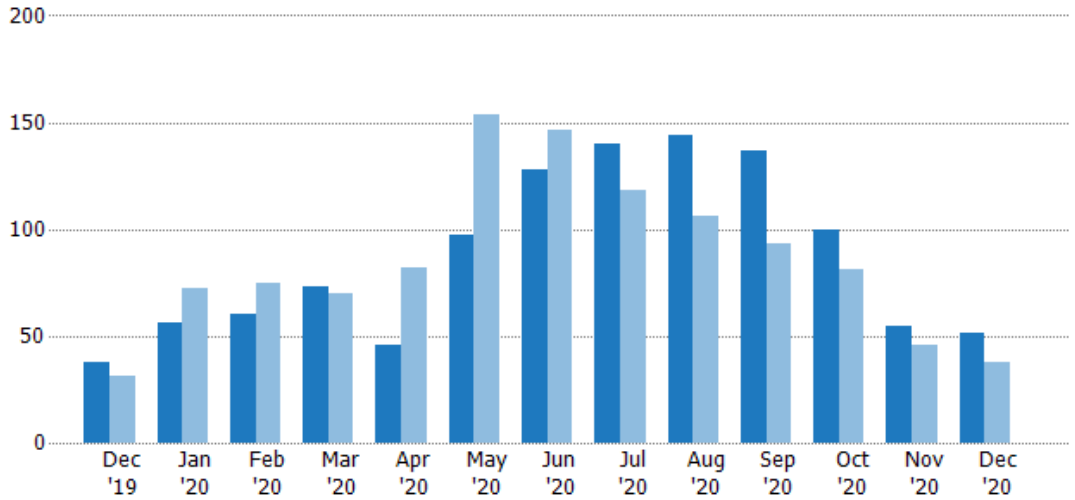
Key Metrics	Dec 2020	Dec 2019	+ / -	YTD 2020	YTD 2019	+ / -
<b>Listing Activity Charts Metrics</b>						
New Listing Count	51	38	+34.2%	1,087	1,081	+0.6%
New Listing Volume	\$18,022,499	\$10,599,000	+70%	\$497,723,611	\$406,184,790	+22.5%
Active Listing Count	173	502	-65.5%	N/A	N/A	
Active Listing Volume	\$96,729,961	\$252,384,315	-61.7%	N/A	N/A	
Average Listing Price	\$559,133	\$502,758	+11.2%	\$559,118	\$487,637	+14.7%
Median Listing Price	\$360,000	\$339,000	+6.2%	\$369,653	\$325,448	+13.6%
Median Days in RPR	107	184.5	-42%	114.28	151.9	-24.8%
Months of Inventory	1.5	7.1	-79.3%	5.4	9.5	-42.6%
Absorption Rate	68.21%	14.14%	+54.1%	18.39%	10.55%	+7.8%
<b>Sales Activity Charts Metrics</b>						
New Pending Sales Count	72	56	+28.6%	1,303	911	+43%
New Pending Sales Volume	\$31,253,298	\$16,831,300	+85.7%	\$524,883,515	\$280,218,015	+87.3%
Pending Sales Count	138	62	+122.6%	N/A	N/A	
Pending Sales Volume	\$55,476,898	\$20,543,494	+170%	N/A	N/A	
Closed Sales Count	130	81	+60.5%	994	749	+32.7%
Closed Sales Volume	\$67,971,820	\$28,755,761	+136.4%	\$385,832,806	\$224,705,593	+71.7%
Average Sales Price	\$522,860	\$355,009	+47.3%	\$388,162	\$300,007	+29.4%
Median Sales Price	\$350,000	\$259,000	+35.1%	\$292,203	\$233,007	+25.4%

## 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



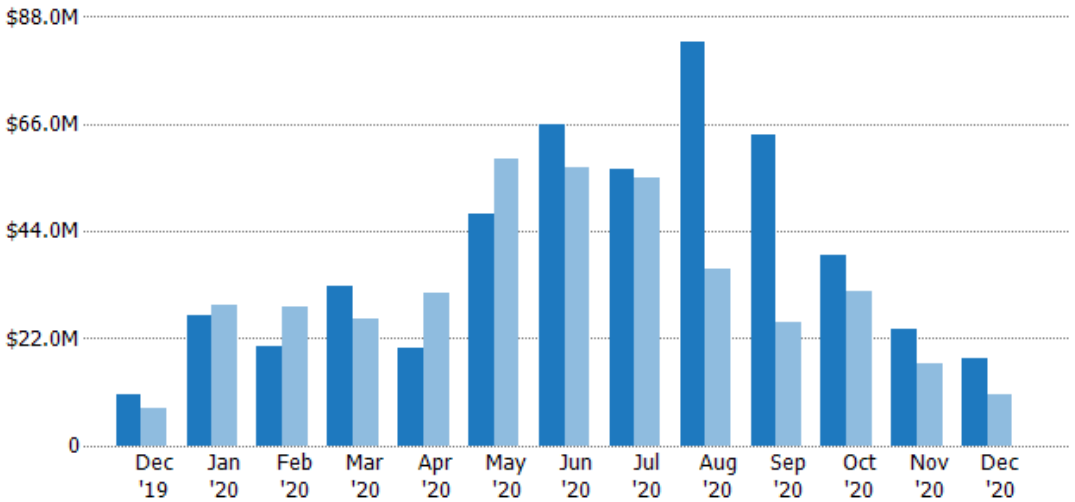
	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20
Current Year	38	56	60	73	46	97	128	140	144	137	100	55	51
Prior Year	31	72	75	70	82	154	146	118	106	93	81	46	38
Percent Change from Prior Year	23%	-22%	-20%	4%	-44%	-37%	-12%	19%	36%	47%	23%	20%	34%

## 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



	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20
Current Year	\$10.6M	\$26.8M	\$20.4M	\$32.6M	\$20.1M	\$47.5M	\$65.9M	\$56.6M	\$82.8M	\$63.8M	\$39.3M	\$23.9M	\$18M
Prior Year	\$7.6M	\$28.8M	\$28.4M	\$26.1M	\$31.2M	\$58.8M	\$57.3M	\$55.1M	\$36.1M	\$25.5M	\$31.5M	\$16.9M	\$10.6M
Percent Change from Prior Year	39%	-7%	-28%	25%	-36%	-19%	15%	3%	129%	151%	25%	42%	70%

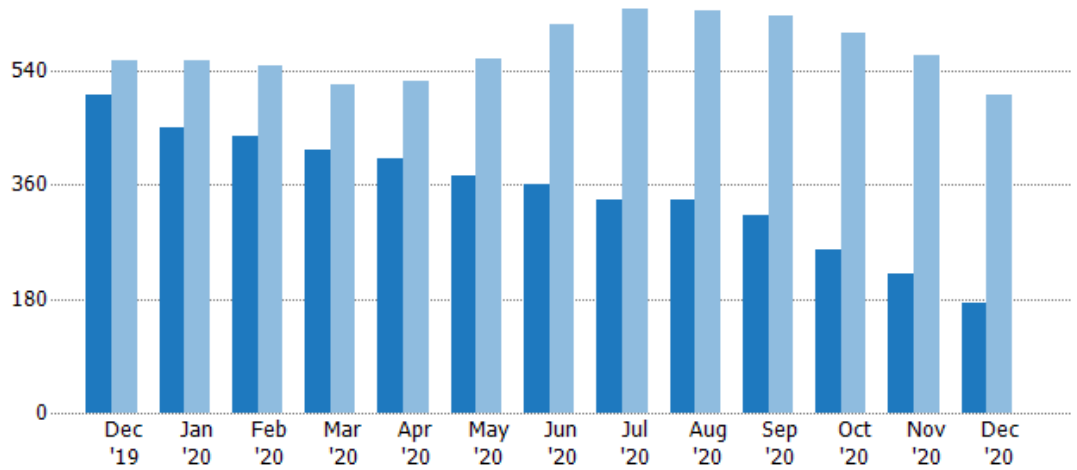
## Active Listings

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.
Dec '20	173	-65.5%
Dec '19	502	-9.9%
Dec '18	557	3.6%



Current Year	502	451	437	414	401	374	361	336	337	313	257	219	173
Prior Year	557	555	549	518	524	560	612	637	634	628	600	563	502
Percent Change from Prior Year	-10%	-19%	-20%	-20%	-23%	-33%	-41%	-47%	-47%	-50%	-57%	-61%	-66%

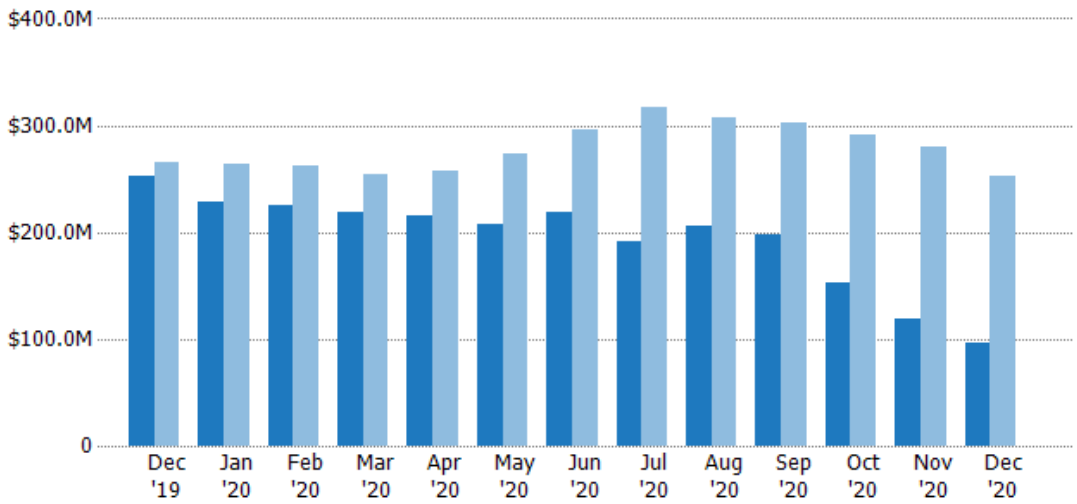
## Active Listing Volume

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.
Dec '20	\$96.7M	-61.7%
Dec '19	\$252M	-5%
Dec '18	\$266M	4.6%



Current Year	\$252M	\$228M	\$225M	\$219M	\$216M	\$208M	\$219M	\$191M	\$206M	\$197M	\$153M	\$119M	\$96.7M
Prior Year	\$266M	\$264M	\$262M	\$254M	\$257M	\$273M	\$297M	\$316M	\$307M	\$302M	\$292M	\$280M	\$252M
Percent Change from Prior Year	-5%	-13%	-14%	-14%	-16%	-24%	-26%	-40%	-33%	-35%	-48%	-57%	-62%

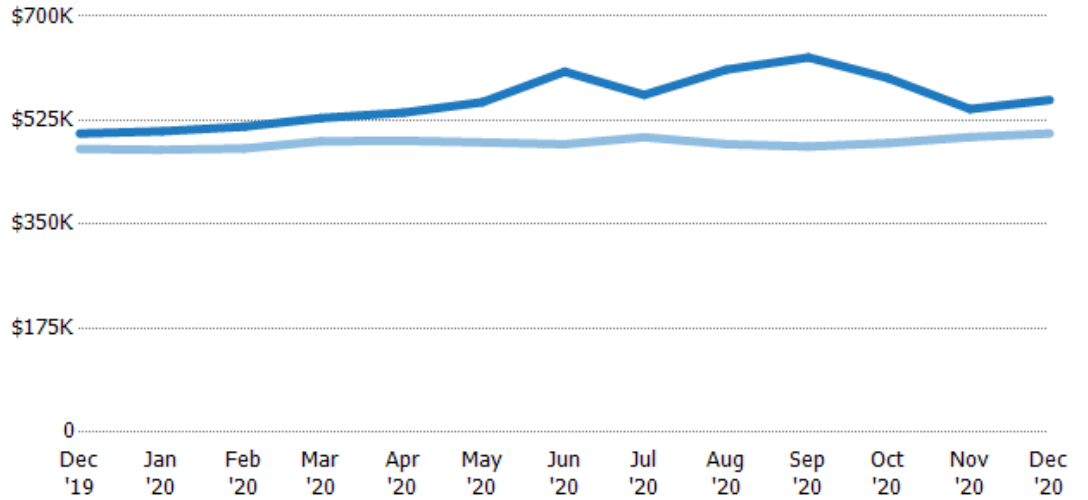
## Average Listing Price

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.
Dec '20	\$559K	11.2%
Dec '19	\$503K	5.4%
Dec '18	\$477K	0.9%



Current Year	\$503K	\$506K	\$514K	\$529K	\$538K	\$556K	\$607K	\$568K	\$610K	\$631K	\$596K	\$544K	\$559K
Prior Year	\$477K	\$475K	\$478K	\$490K	\$491K	\$488K	\$485K	\$496K	\$485K	\$481K	\$487K	\$497K	\$503K
Percent Change from Prior Year	5%	7%	8%	8%	10%	14%	25%	14%	26%	31%	22%	9%	11%

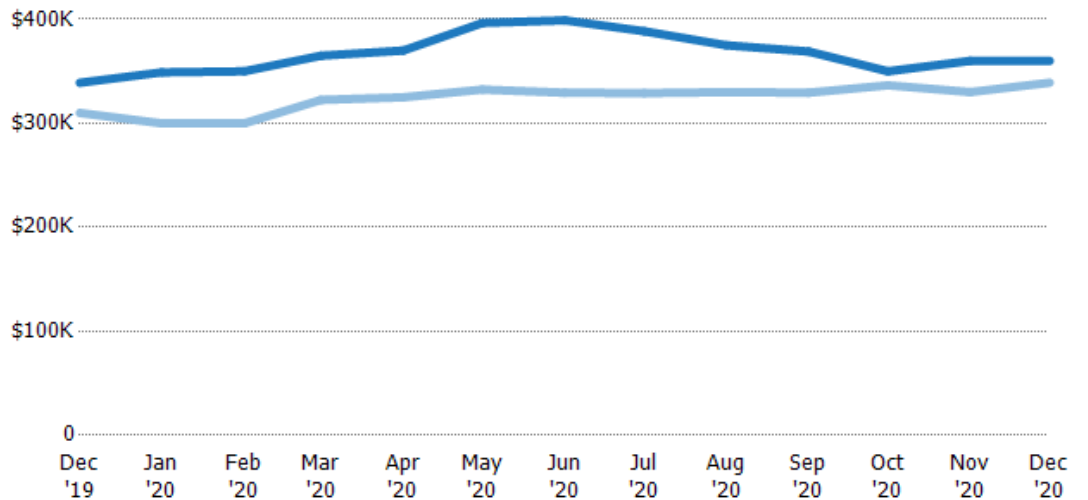
## Median Listing Price

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.
Dec '20	\$360K	6.2%
Dec '19	\$339K	9.4%
Dec '18	\$310K	-3.2%



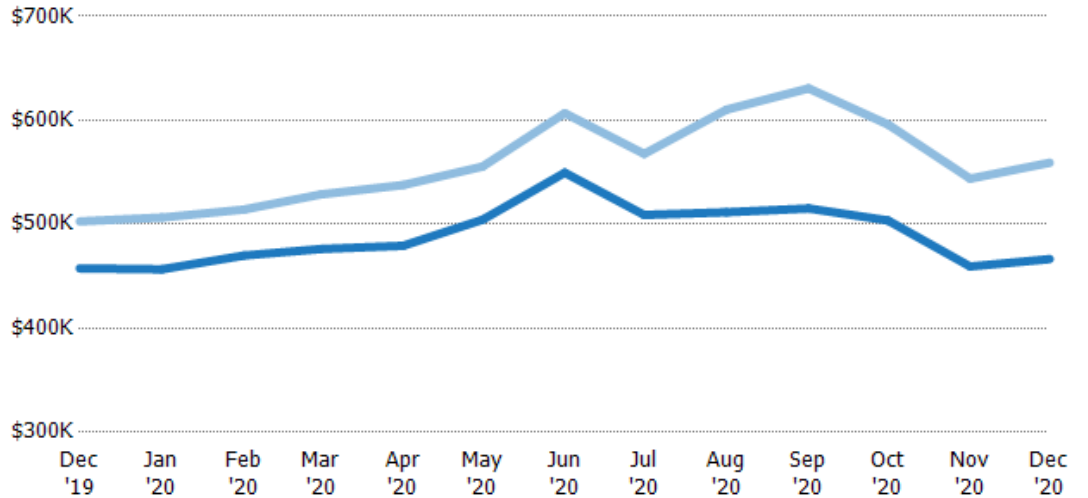
Current Year	\$339K	\$349K	\$350K	\$365K	\$370K	\$397K	\$399K	\$389K	\$375K	\$369K	\$350K	\$360K	\$360K
Prior Year	\$310K	\$300K	\$300K	\$323K	\$325K	\$332K	\$329K	\$329K	\$330K	\$329K	\$337K	\$330K	\$339K
Percent Change from Prior Year	9%	16%	17%	13%	14%	19%	21%	18%	14%	12%	4%	9%	6%

## 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  
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 Family Residence



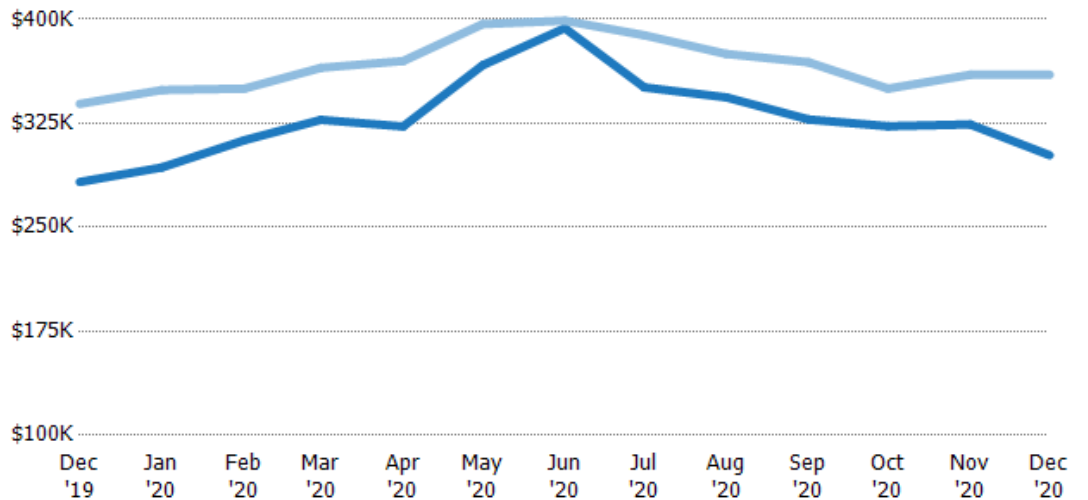
Avg Est Value	\$458K	\$457K	\$470K	\$476K	\$479K	\$504K	\$550K	\$509K	\$512K	\$515K	\$504K	\$459K	\$467K
Avg Listing Price	\$503K	\$506K	\$514K	\$529K	\$538K	\$556K	\$607K	\$568K	\$610K	\$631K	\$596K	\$544K	\$559K
Avg Listing Price as a % of Avg Est Value	110%	111%	109%	111%	112%	110%	110%	112%	119%	122%	118%	118%	120%

## 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



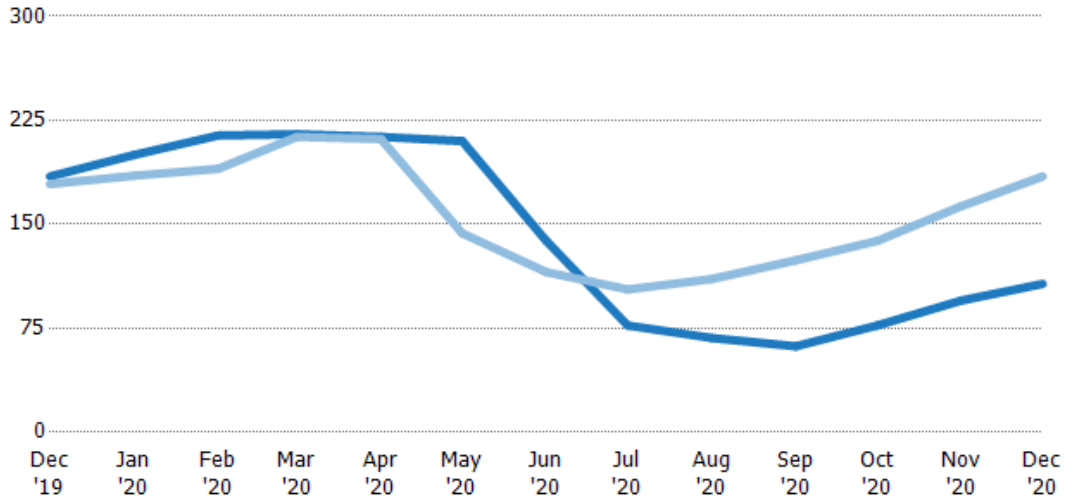
Median Est Value	\$283K	\$293K	\$313K	\$327K	\$323K	\$367K	\$394K	\$351K	\$344K	\$328K	\$323K	\$324K	\$302K
Median Listing Price	\$339K	\$349K	\$350K	\$365K	\$370K	\$397K	\$399K	\$389K	\$375K	\$369K	\$350K	\$360K	\$360K
Med Listing Price as a % of Med Est Value	120%	119%	112%	111%	115%	108%	101%	111%	109%	113%	108%	111%	119%

## 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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 Family Residence



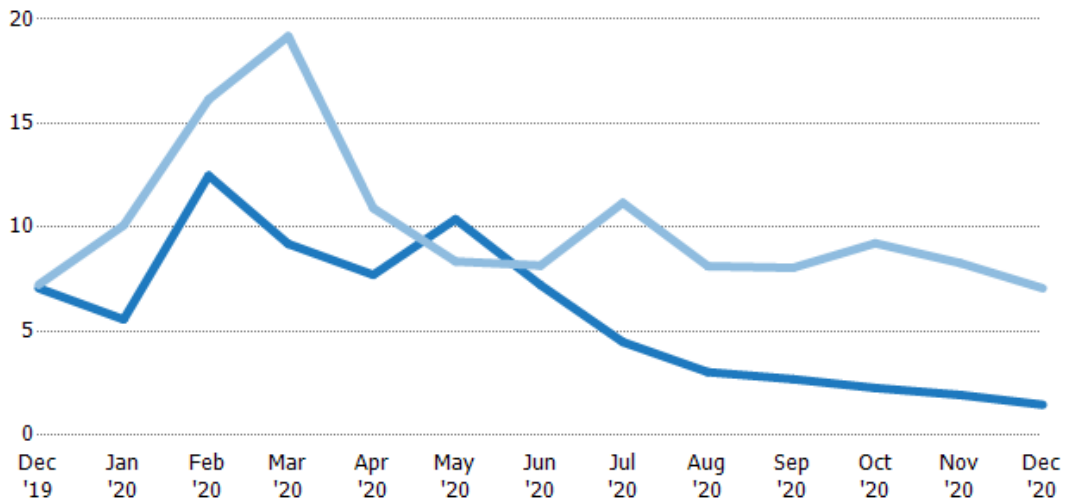
	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20
Current Year	185	200	214	215	213	210	138	77	68	62	77	95	107
Prior Year	179	185	190	213	212	144	116	103	111	124	138	163	185
Percent Change from Prior Year	3%	8%	13%	1%	1%	46%	19%	-25%	-38%	-50%	-44%	-42%	-42%

## 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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 Family Residence



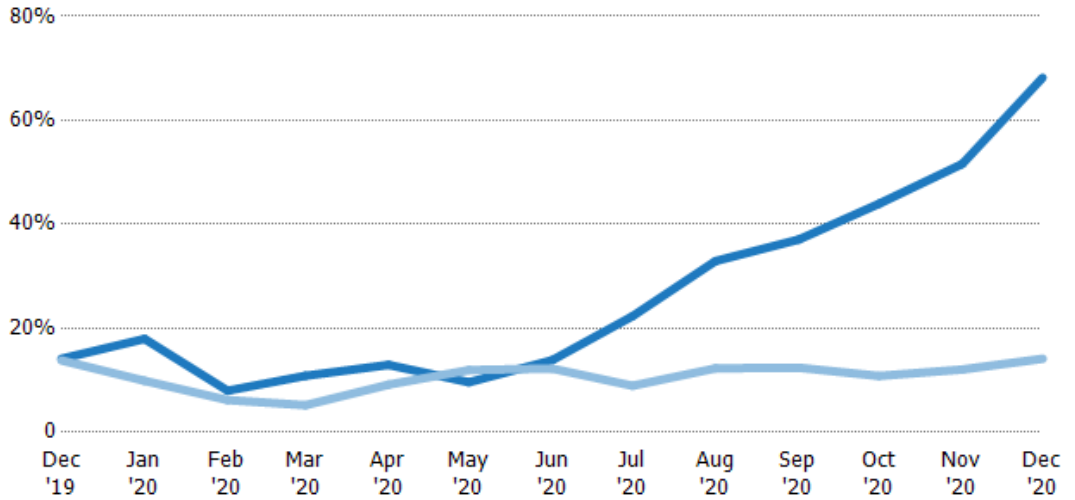
	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20
Current Year	7.07	5.57	12.5	9.2	7.71	10.4	7.22	4.48	3.04	2.7	2.27	1.94	1.47
Prior Year	7.23	10.1	16.1	19.2	10.9	8.36	8.16	11.2	8.13	8.05	9.23	8.28	7.07
Percent Change from Prior Year	-2%	-45%	-23%	-52%	-29%	24%	-12%	-60%	-63%	-66%	-75%	-77%	-79%

## Absorption Rate

The percentage of inventory sold per month.

### Filters Used

State: VT  
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 Property Type:  
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 Family Residence



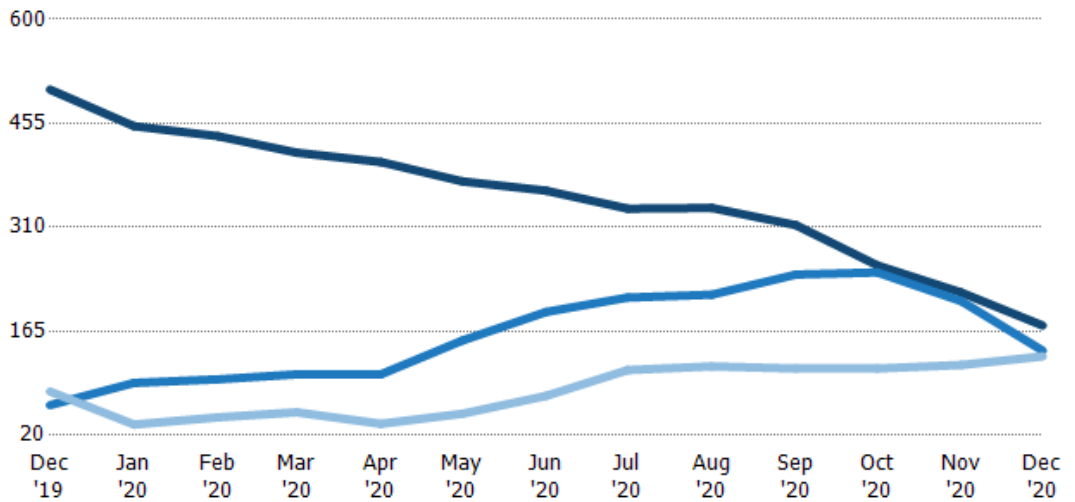
	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20
Current Year	14%	18%	8%	11%	13%	10%	14%	22%	33%	37%	44%	52%	68%
Prior Year	14%	10%	6%	5%	9%	12%	12%	9%	12%	12%	11%	12%	14%
Change from Prior Year	0%	-8%	-2%	-6%	-4%	2%	-2%	-13%	-21%	-25%	-33%	-40%	-54%

## 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



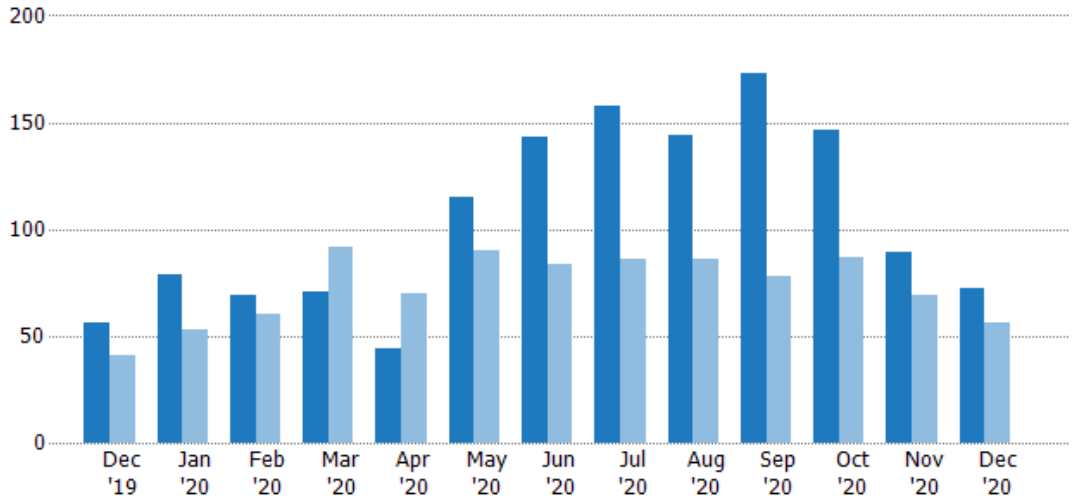
	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20
Active	502	451	437	414	401	374	361	336	337	313	257	219	173
Pending	62	93	98	105	105	152	192	212	216	244	247	207	138
Sold	81	35	45	52	36	50	75	111	116	113	113	118	130

## 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



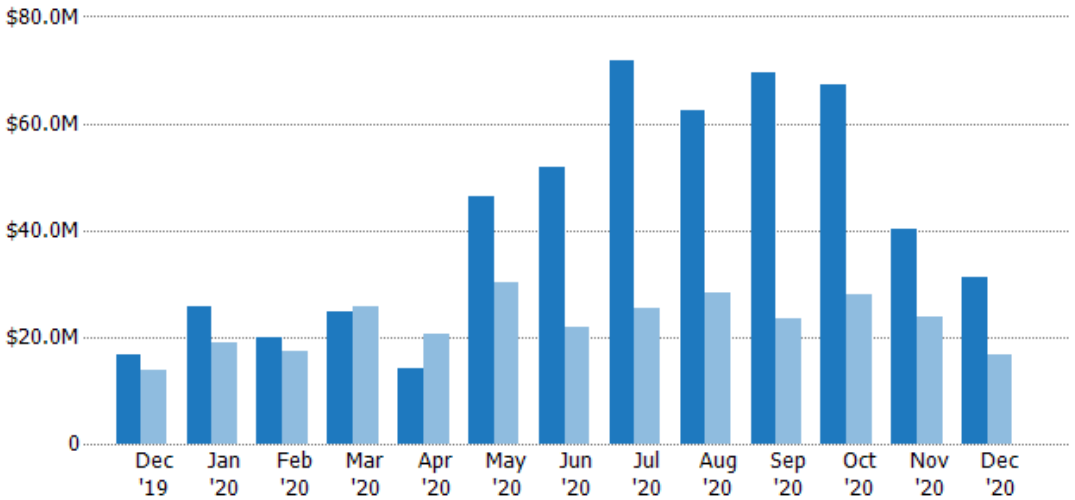
	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20
Current Year	56	79	69	71	44	115	143	158	144	173	146	89	72
Prior Year	41	53	60	92	70	90	84	86	86	78	87	69	56
Percent Change from Prior Year	37%	49%	15%	-23%	-37%	28%	70%	84%	67%	122%	68%	29%	29%

## 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



	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20
Current Year	\$16.8M	\$25.8M	\$19.8M	\$24.7M	\$14.2M	\$46.4M	\$51.8M	\$71.7M	\$62.5M	\$69.5M	\$67.1M	\$40.2M	\$31.3M
Prior Year	\$13.7M	\$18.9M	\$17.4M	\$25.6M	\$20.6M	\$30.1M	\$21.7M	\$25.3M	\$28.4M	\$23.5M	\$28M	\$23.8M	\$16.8M
Percent Change from Prior Year	23%	36%	14%	-4%	-31%	54%	138%	183%	120%	195%	139%	69%	86%



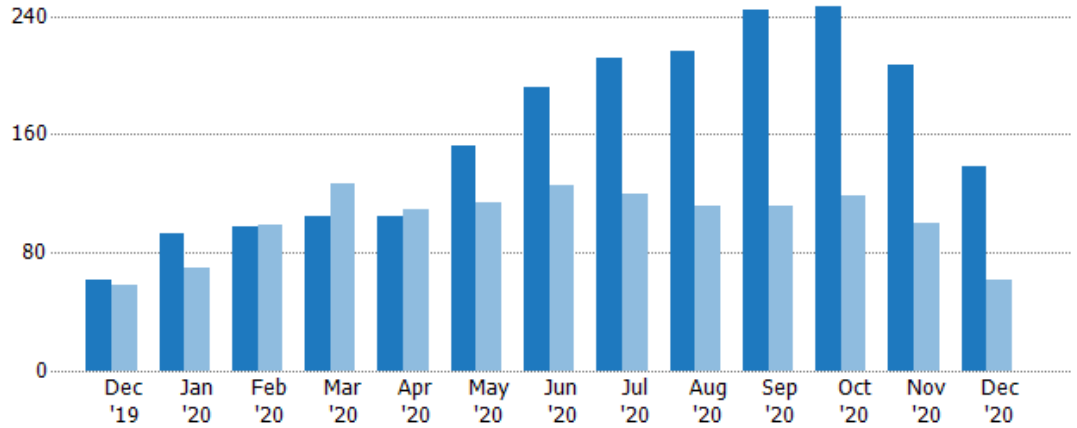
## Pending Sales

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.
Dec '20	138	122.6%
Dec '19	62	6.9%
Dec '18	58	-3.4%



Current Year	62	93	98	105	105	152	192	212	216	244	247	207	138
Prior Year	58	70	99	127	109	114	125	120	112	112	119	100	62
Percent Change from Prior Year	7%	33%	-1%	-17%	-4%	33%	54%	77%	93%	118%	108%	107%	123%

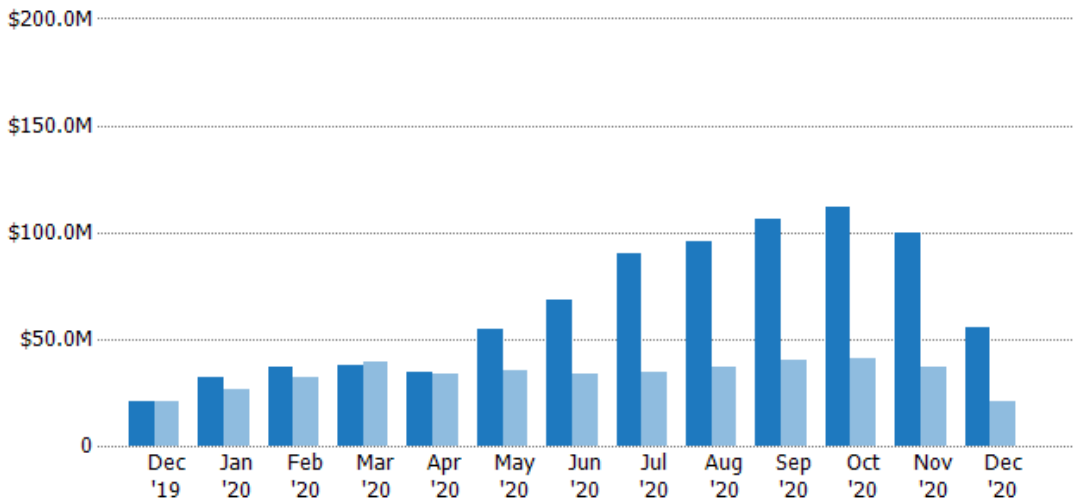
## Pending Sales Volume

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.
Dec '20	\$55.5M	170%
Dec '19	\$20.5M	0.6%
Dec '18	\$20.4M	-13.6%



Current Year	\$20.5M	\$32.1M	\$36.6M	\$37.6M	\$34.8M	\$54.5M	\$68.7M	\$89.8M	\$95.8M	\$106M	\$112M	\$100M	\$55.5M
Prior Year	\$20.4M	\$26.1M	\$32.1M	\$39.2M	\$33.7M	\$34.9M	\$33.7M	\$34.2M	\$37M	\$40.2M	\$41.2M	\$36.8M	\$20.5M
Percent Change from Prior Year	1%	23%	14%	-4%	3%	56%	104%	162%	159%	165%	170%	171%	170%

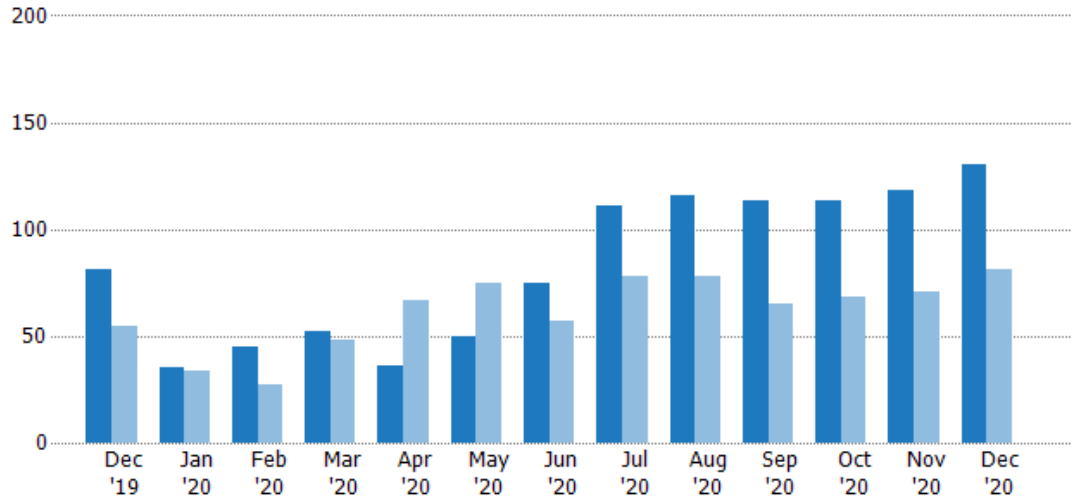
## Closed Sales

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

Month/ Year	Count	% Chg.
Dec '20	130	60.5%
Dec '19	81	47.3%
Dec '18	55	1.8%



Current Year	81	35	45	52	36	50	75	111	116	113	113	118	130
Prior Year	55	34	27	48	67	75	57	78	78	65	68	71	81
Percent Change from Prior Year	47%	3%	67%	8%	-46%	-33%	32%	42%	49%	74%	66%	66%	60%

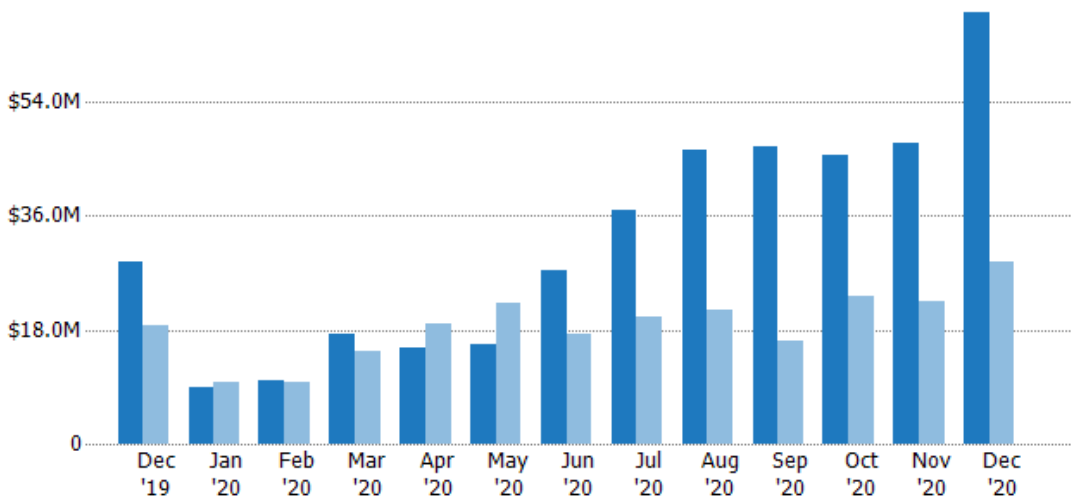
## Closed Sales Volume

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.
Dec '20	\$68M	136.4%
Dec '19	\$28.8M	54.4%
Dec '18	\$18.6M	-29.9%



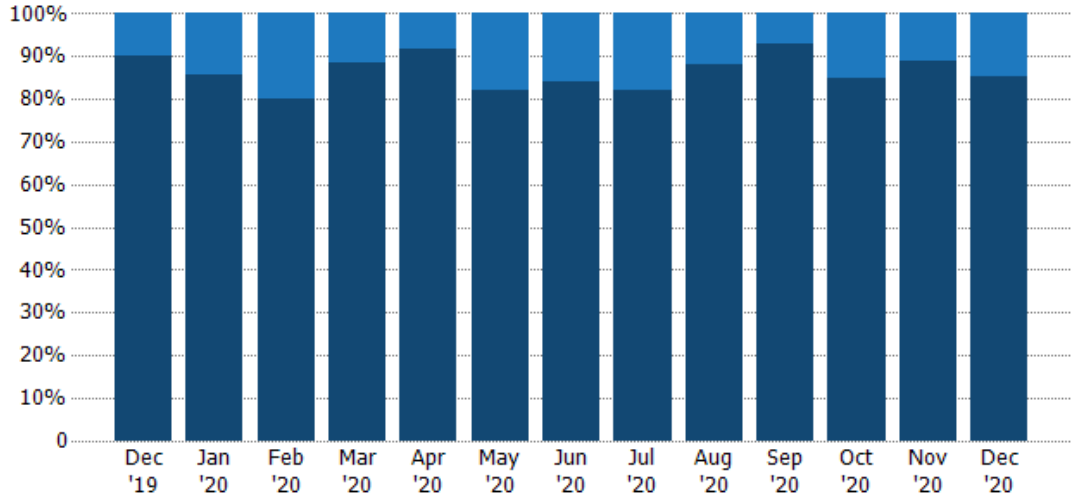
Current Year	\$28.8M	\$8.89M	\$10.1M	\$17.4M	\$15.2M	\$15.7M	\$27.2M	\$36.9M	\$46.5M	\$46.9M	\$45.6M	\$47.5M	\$68M
Prior Year	\$18.6M	\$9.77M	\$9.74M	\$14.6M	\$18.9M	\$22.2M	\$17.4M	\$20.1M	\$21.2M	\$16.3M	\$23.3M	\$22.5M	\$28.8M
Percent Change from Prior Year	54%	-9%	4%	19%	-20%	-29%	57%	83%	120%	188%	96%	111%	136%

## 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



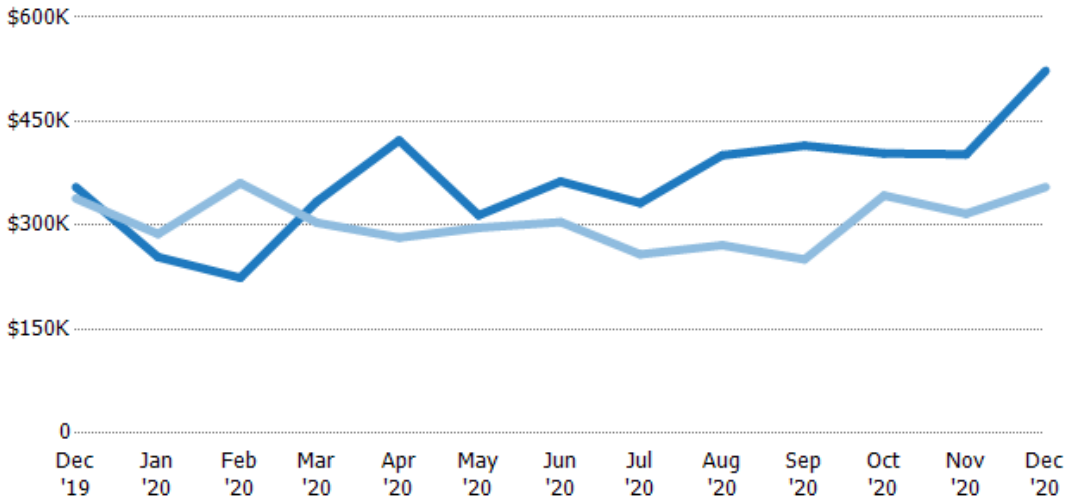
Property Type	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20
Condo/Townhouse	10%	14%	20%	12%	8%	18%	16%	18%	12%	7%	15%	11%	15%
Single Family Residence	90%	86%	80%	88%	92%	82%	84%	82%	88%	93%	85%	89%	85%

## 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.
Dec '20	\$523K	47.3%
Dec '19	\$355K	4.9%
Dec '18	\$339K	-31.1%

Property Type	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20
Current Year	\$355K	\$254K	\$224K	\$334K	\$423K	\$314K	\$363K	\$332K	\$401K	\$415K	\$404K	\$402K	\$523K
Prior Year	\$339K	\$287K	\$361K	\$304K	\$282K	\$296K	\$305K	\$258K	\$271K	\$251K	\$343K	\$317K	\$355K
Percent Change from Prior Year	5%	-12%	-38%	10%	50%	6%	19%	29%	48%	65%	18%	27%	47%

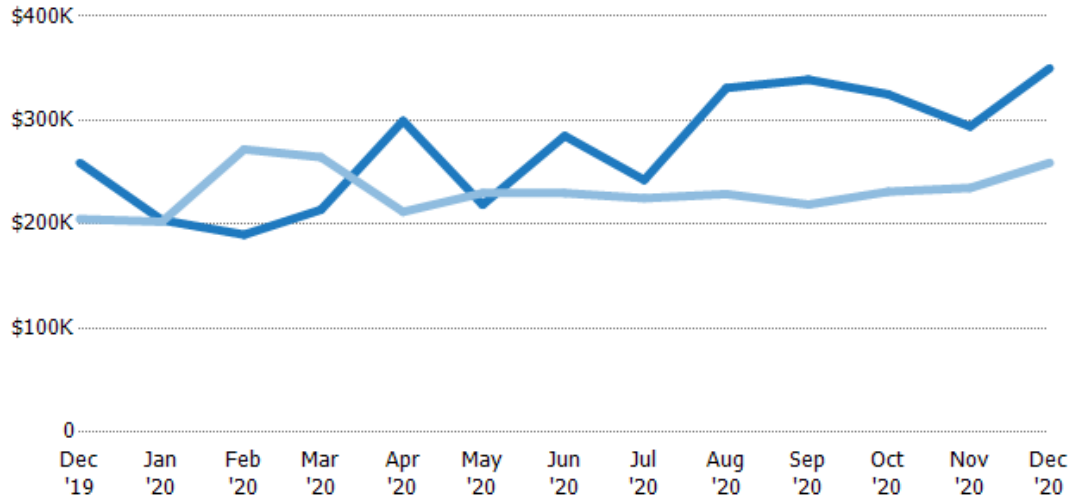
## Median Sales Price

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.
Dec '20	\$350K	35.1%
Dec '19	\$259K	26.3%
Dec '18	\$205K	-9%



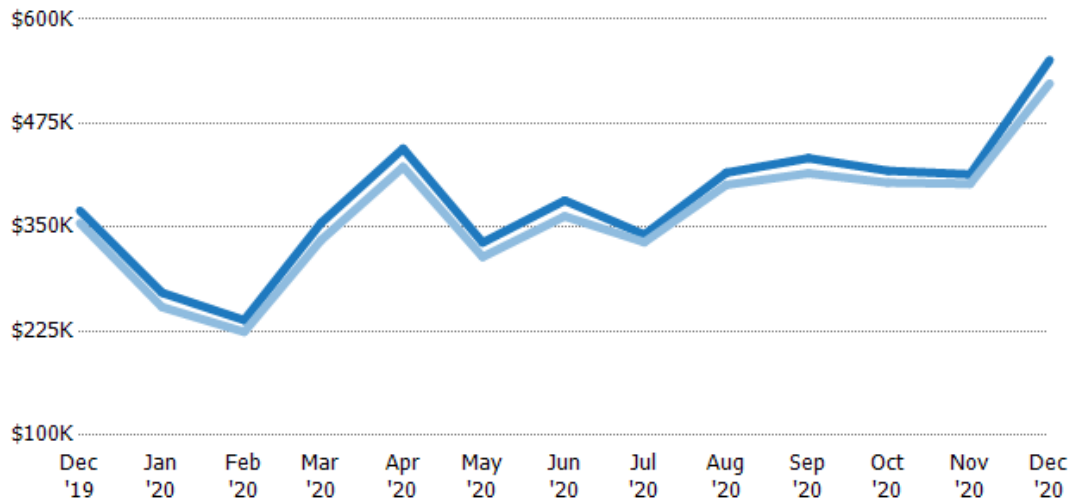
Current Year	\$259K	\$204K	\$190K	\$214K	\$300K	\$219K	\$285K	\$243K	\$331K	\$339K	\$325K	\$294K	\$350K
Prior Year	\$205K	\$203K	\$272K	\$265K	\$212K	\$230K	\$230K	\$225K	\$229K	\$219K	\$231K	\$235K	\$259K
Percent Change from Prior Year	26%	1%	-30%	-19%	41%	-5%	24%	8%	45%	55%	41%	25%	35%

## 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



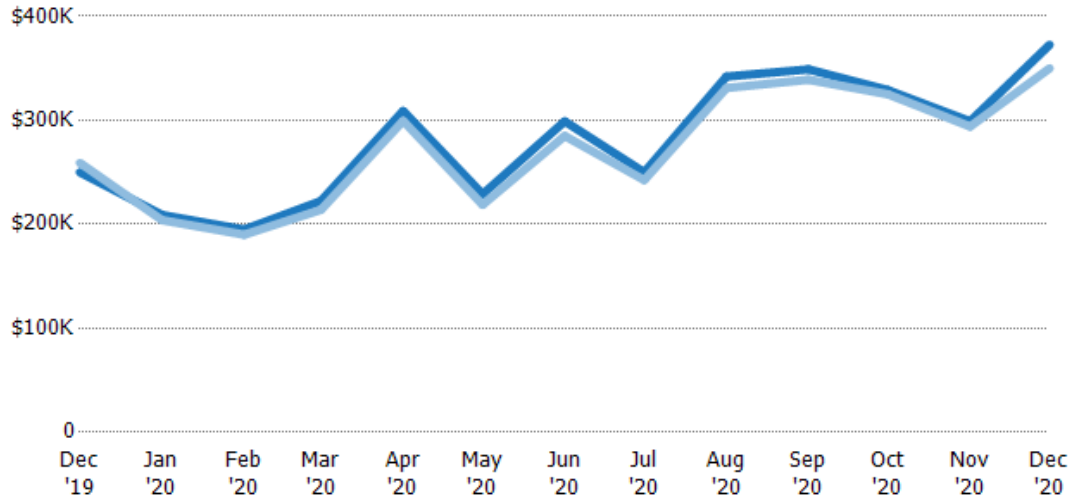
Avg List Price	\$370K	\$271K	\$238K	\$355K	\$445K	\$332K	\$382K	\$341K	\$416K	\$433K	\$418K	\$414K	\$551K
Avg Sales Price	\$355K	\$254K	\$224K	\$334K	\$423K	\$314K	\$363K	\$332K	\$401K	\$415K	\$404K	\$402K	\$523K
Avg Sales Price as a % of Avg List Price	96%	94%	94%	94%	95%	95%	95%	97%	96%	96%	97%	97%	95%

## 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



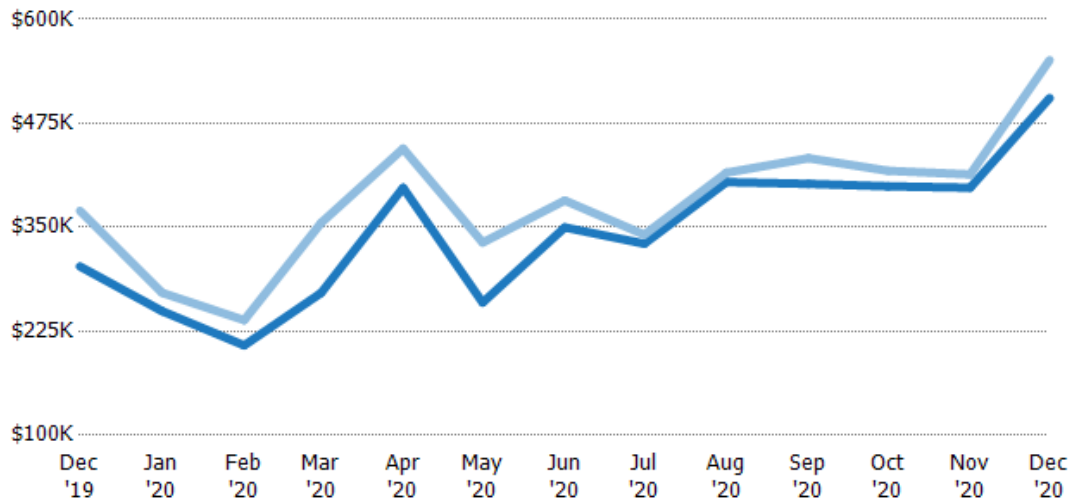
	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20
Median List Price	\$250K	\$209K	\$195K	\$222K	\$309K	\$229K	\$299K	\$250K	\$342K	\$349K	\$329K	\$299K	\$373K
Median Sales Price	\$259K	\$204K	\$190K	\$214K	\$300K	\$219K	\$285K	\$243K	\$331K	\$339K	\$325K	\$294K	\$350K
Med Sales Price as a % of Med List Price	104%	98%	97%	96%	97%	96%	95%	97%	97%	97%	99%	98%	94%

## 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



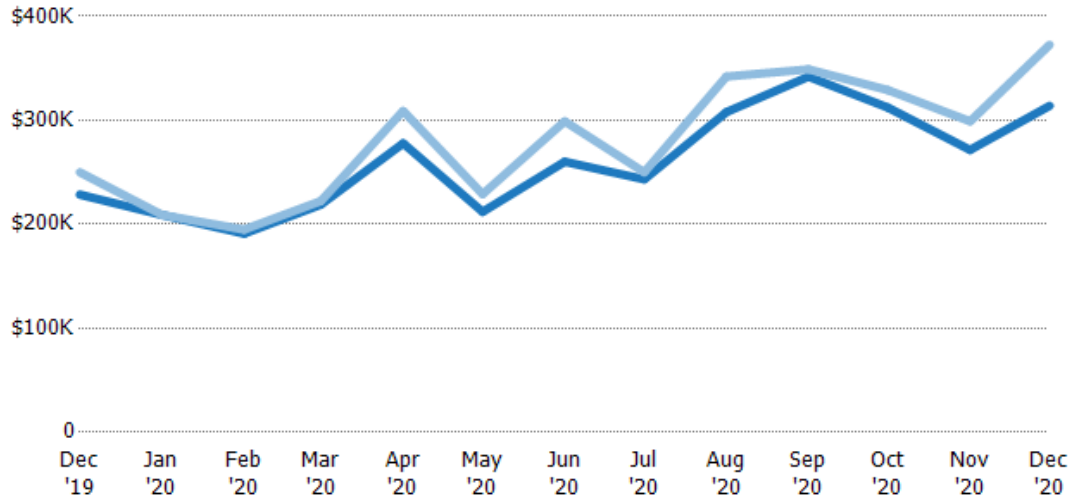
	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20
Avg Est Value	\$303K	\$249K	\$208K	\$271K	\$397K	\$259K	\$350K	\$330K	\$404K	\$402K	\$399K	\$398K	\$505K
Avg Sales Price	\$370K	\$271K	\$238K	\$355K	\$445K	\$332K	\$382K	\$341K	\$416K	\$433K	\$418K	\$414K	\$551K
Avg Sales Price as a % of Avg Est Value	122%	109%	115%	131%	112%	128%	109%	103%	103%	108%	105%	104%	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



	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20
Median Est Value	\$229K	\$209K	\$191K	\$219K	\$278K	\$212K	\$260K	\$243K	\$308K	\$342K	\$312K	\$272K	\$314K
Median Sales Price	\$250K	\$209K	\$195K	\$222K	\$309K	\$229K	\$299K	\$250K	\$342K	\$349K	\$329K	\$299K	\$373K
Med Sales Price as a % of Med Est Value	109%	100%	102%	102%	111%	108%	115%	103%	111%	102%	105%	110%	119%