

## 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	Jan 2021	Jan 2020	+ / -	YTD 2021	YTD 2020	+ / -
<b>Listing Activity Charts Metrics</b>						
New Listing Count	51	56	-8.9%	1,138	1,138	+/-
New Listing Volume	\$30,400,897	\$26,767,399	+13.6%	\$527,749,608	\$433,031,189	+21.9%
Active Listing Count	149	449	-66.8%	N/A	N/A	
Active Listing Volume	\$93,338,664	\$227,376,769	-58.9%	N/A	N/A	
Average Listing Price	\$626,434	\$506,407	+23.7%	\$559,033	\$484,426	+15.4%
Median Listing Price	\$394,000	\$349,000	+12.9%	\$369,148	\$324,688	+13.7%
Median Days in RPR	114	198	-42.4%	114.37	153.38	-25.4%
Months of Inventory	1.1	5.5	-79.3%	4.3	13.2	-67.8%
Absorption Rate	87.25%	18.04%	+69.2%	23.49%	7.57%	+15.9%
<b>Sales Activity Charts Metrics</b>						
New Pending Sales Count	75	78	-3.8%	1,377	989	+39.2%
New Pending Sales Volume	\$28,605,594	\$24,914,300	+14.8%	\$552,594,109	\$305,132,315	+81.1%
Pending Sales Count	130	92	+41.3%	N/A	N/A	
Pending Sales Volume	\$50,976,593	\$31,235,495	+63.2%	N/A	N/A	
Closed Sales Count	69	35	+97.1%	1,062	784	+35.5%
Closed Sales Volume	\$27,334,725	\$8,892,100	+207.4%	\$412,295,031	\$233,597,693	+76.5%
Average Sales Price	\$396,155	\$254,060	+55.9%	\$388,225	\$297,956	+30.3%
Median Sales Price	\$280,000	\$204,000	+37.3%	\$291,431	\$231,712	+25.8%

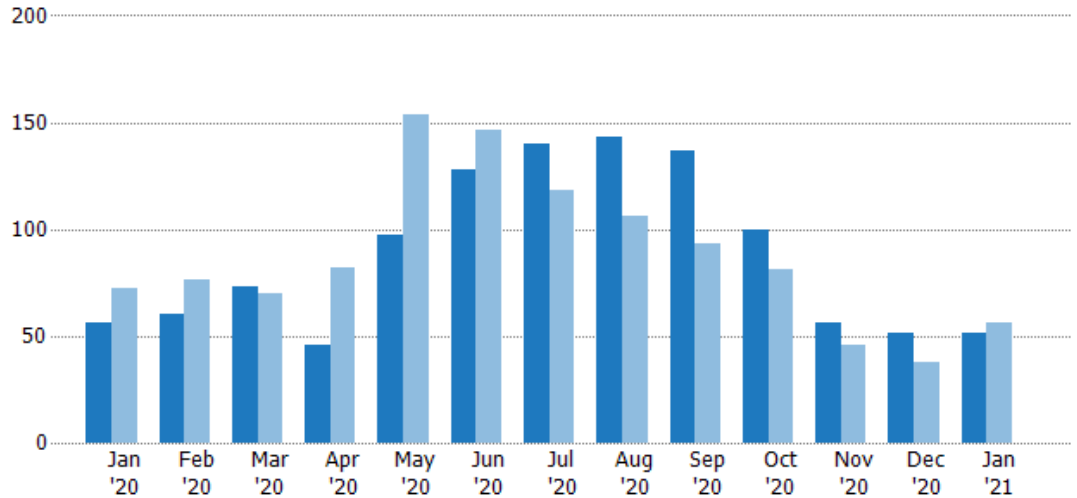
## New Listings

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.
Jan '21	51	-8.9%
Jan '20	56	-22.2%
Jan '19	72	-16.7%



Current Year	56	60	73	46	97	128	140	143	137	100	56	51	51
Prior Year	72	76	70	82	154	146	118	106	93	81	46	38	56
Percent Change from Prior Year	-22%	-21%	4%	-44%	-37%	-12%	19%	35%	47%	23%	22%	34%	-9%

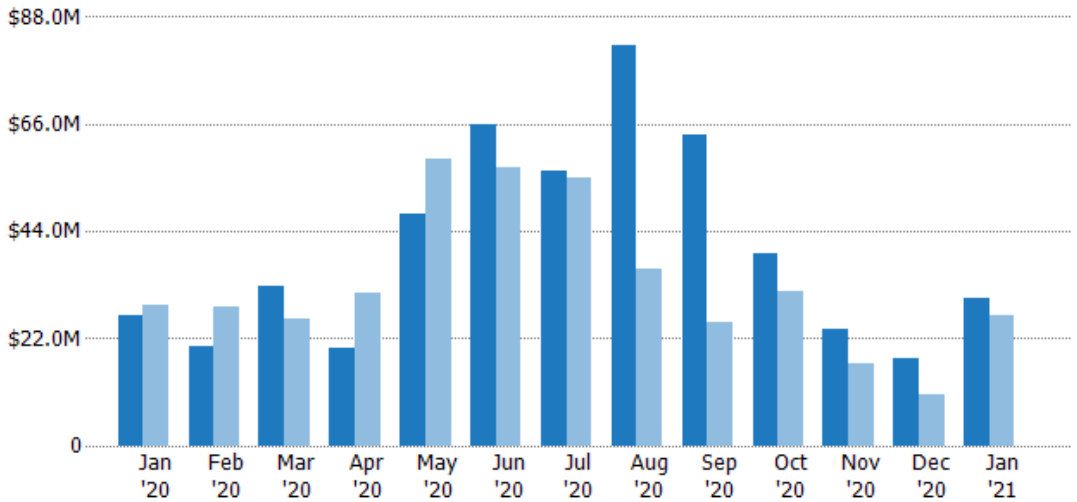
## New Listing Volume

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.
Jan '21	\$30.4M	13.6%
Jan '20	\$26.8M	-6.9%
Jan '19	\$28.8M	-19.6%



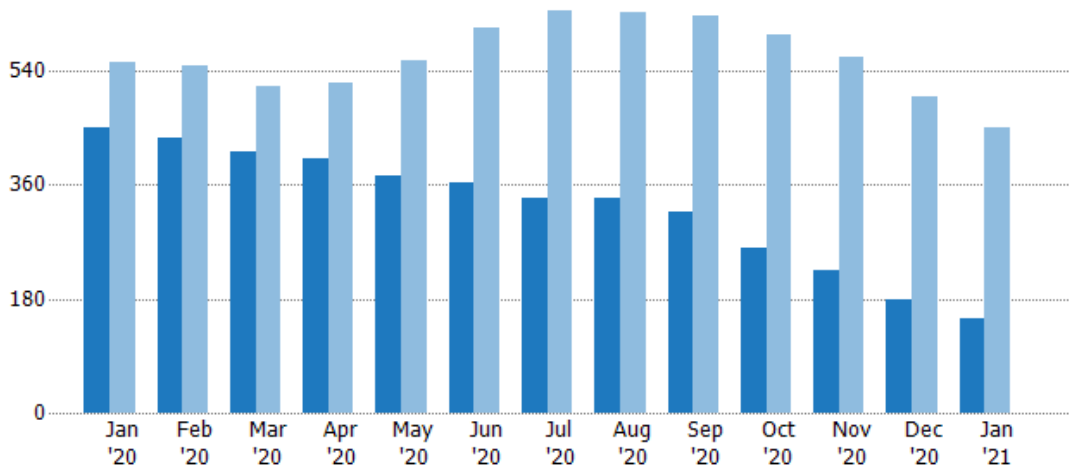
Current Year	\$26.8M	\$20.4M	\$32.6M	\$20.1M	\$47.5M	\$65.9M	\$56.6M	\$82.2M	\$63.8M	\$39.4M	\$24M	\$18M	\$30.4M
Prior Year	\$28.8M	\$28.5M	\$26.1M	\$31.2M	\$58.8M	\$57.3M	\$55.1M	\$36.1M	\$25.5M	\$31.5M	\$16.9M	\$10.6M	\$26.8M
Percent Change from Prior Year	-7%	-28%	25%	-36%	-19%	15%	3%	128%	151%	25%	42%	70%	14%

## 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



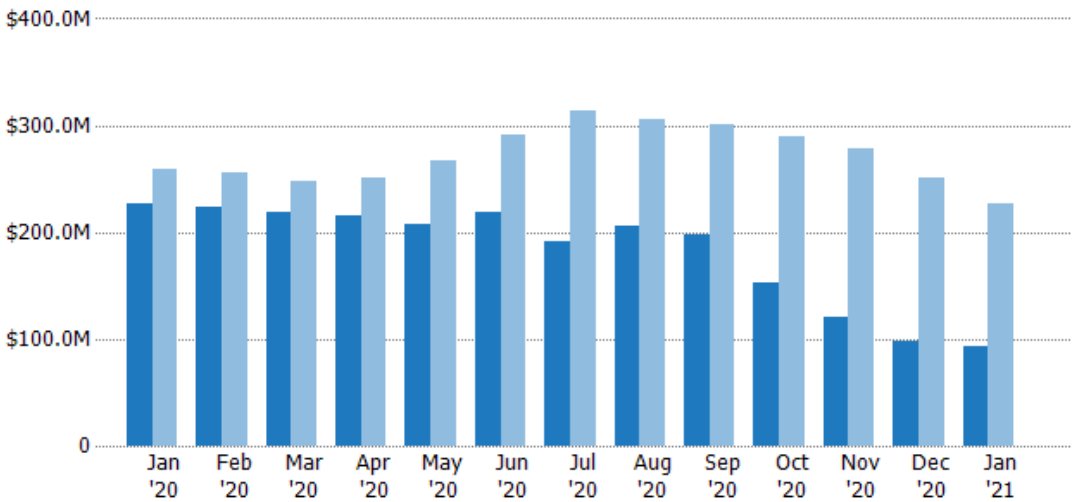
	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21
Current Year	449	435	413	401	374	363	338	339	317	260	224	180	149
Prior Year	553	547	515	521	557	609	634	632	626	598	561	500	449
Percent Change from Prior Year	-19%	-20%	-20%	-23%	-33%	-40%	-47%	-46%	-49%	-57%	-60%	-64%	-67%

## 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



	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21
Current Year	\$227M	\$224M	\$218M	\$216M	\$208M	\$219M	\$191M	\$206M	\$198M	\$153M	\$120M	\$98.2M	\$93.3M
Prior Year	\$259M	\$256M	\$247M	\$251M	\$267M	\$290M	\$314M	\$306M	\$300M	\$290M	\$278M	\$251M	\$227M
Percent Change from Prior Year	-12%	-13%	-12%	-14%	-22%	-24%	-39%	-33%	-34%	-47%	-57%	-61%	-59%

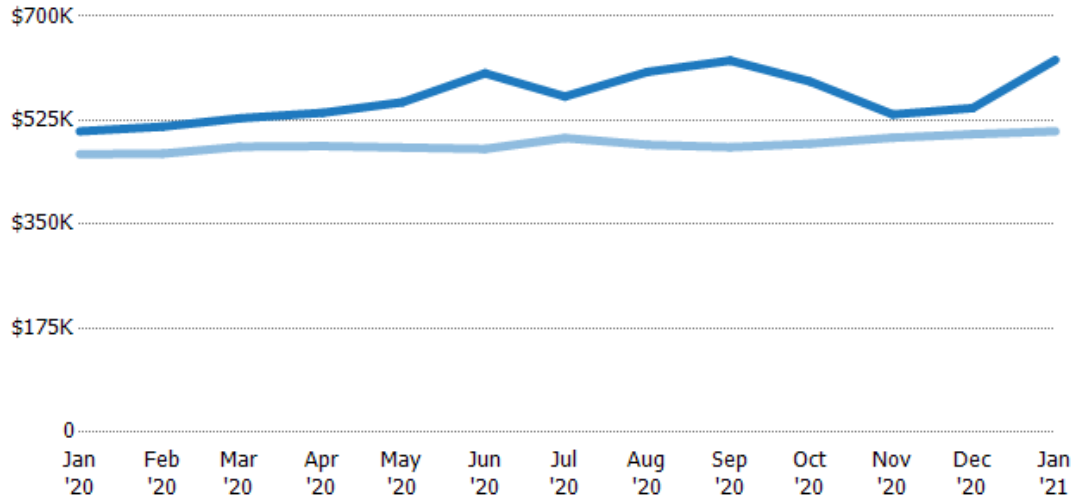
## Average Listing Price

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.
Jan '21	\$626K	23.7%
Jan '20	\$506K	8.2%
Jan '19	\$468K	1.5%



Current Year	\$506K	\$514K	\$528K	\$538K	\$555K	\$604K	\$565K	\$606K	\$625K	\$590K	\$535K	\$546K	\$626K
Prior Year	\$468K	\$469K	\$480K	\$481K	\$479K	\$477K	\$495K	\$484K	\$480K	\$486K	\$496K	\$502K	\$506K
Percent Change from Prior Year	8%	10%	10%	12%	16%	27%	14%	25%	30%	22%	8%	9%	24%

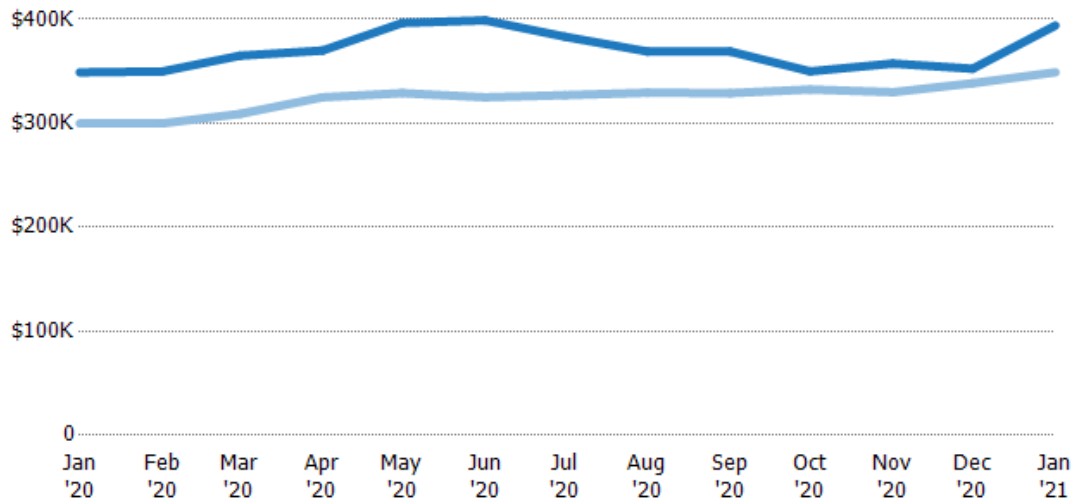
## Median Listing Price

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.
Jan '21	\$394K	12.9%
Jan '20	\$349K	16.4%
Jan '19	\$300K	0%



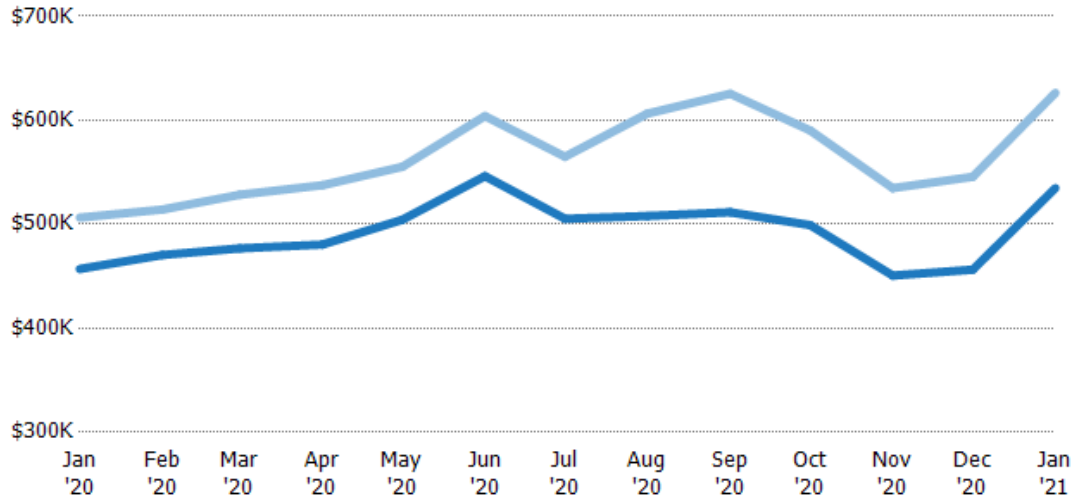
Current Year	\$349K	\$350K	\$365K	\$370K	\$397K	\$399K	\$383K	\$369K	\$369K	\$350K	\$357K	\$352K	\$394K
Prior Year	\$300K	\$300K	\$309K	\$325K	\$329K	\$325K	\$327K	\$329K	\$329K	\$333K	\$330K	\$339K	\$349K
Percent Change from Prior Year	16%	17%	18%	14%	21%	23%	17%	12%	12%	5%	8%	4%	13%

## 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



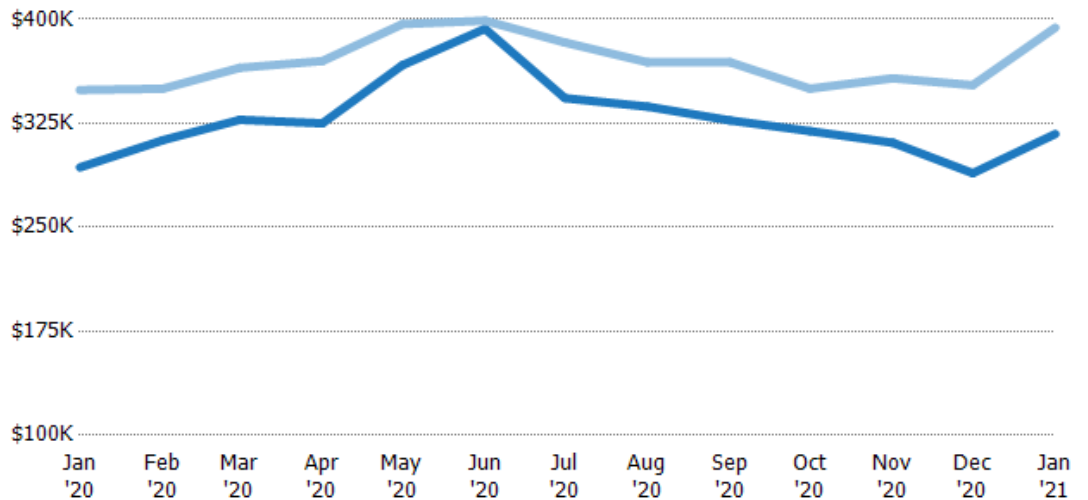
Avg Est Value	\$457K	\$470K	\$477K	\$481K	\$504K	\$546K	\$505K	\$508K	\$512K	\$499K	\$451K	\$456K	\$535K
Avg Listing Price	\$506K	\$514K	\$528K	\$538K	\$555K	\$604K	\$565K	\$606K	\$625K	\$590K	\$535K	\$546K	\$626K
Avg Listing Price as a % of Avg Est Value	111%	109%	111%	112%	110%	111%	112%	119%	122%	118%	119%	120%	117%

## 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



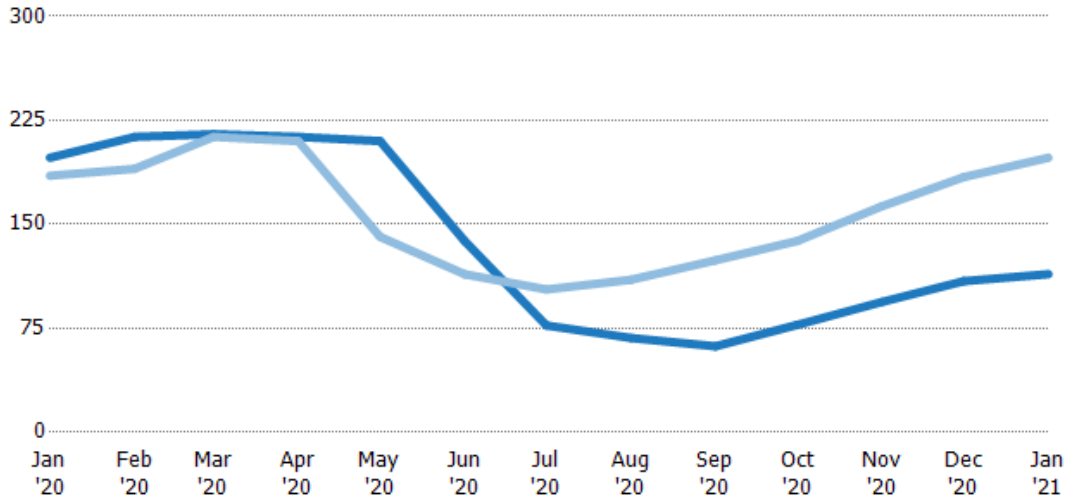
Median Est Value	\$293K	\$313K	\$327K	\$325K	\$367K	\$393K	\$343K	\$337K	\$327K	\$319K	\$311K	\$289K	\$317K
Median Listing Price	\$349K	\$350K	\$365K	\$370K	\$397K	\$399K	\$383K	\$369K	\$369K	\$350K	\$357K	\$352K	\$394K
Med Listing Price as a % of Med Est Value	119%	112%	111%	114%	108%	101%	112%	109%	113%	110%	115%	122%	124%

## 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



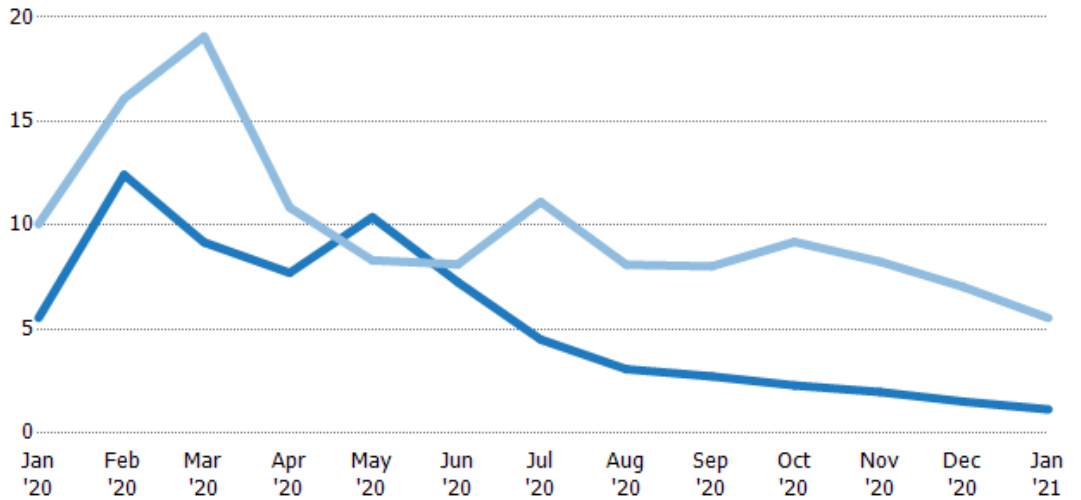
	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21
Current Year	198	213	215	213	210	138	77	68	62	77.5	94	109	114
Prior Year	185	190	213	210	141	114	103	110	124	138	163	184	198
Percent Change from Prior Year	7%	12%	1%	1%	49%	21%	-25%	-38%	-50%	-44%	-42%	-41%	-42%

## 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



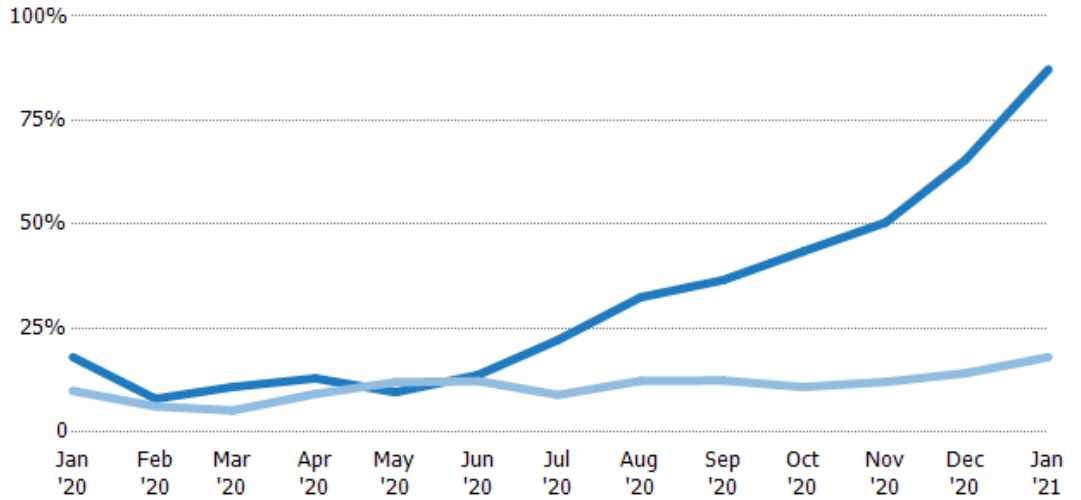
	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21
Current Year	5.54	12.4	9.18	7.71	10.4	7.26	4.51	3.08	2.73	2.3	1.98	1.53	1.15
Prior Year	10.1	16.1	19.1	10.9	8.31	8.12	11.1	8.1	8.03	9.2	8.25	7.04	5.54
Percent Change from Prior Year	-45%	-23%	-52%	-29%	25%	-11%	-59%	-62%	-66%	-75%	-76%	-78%	-79%

## 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



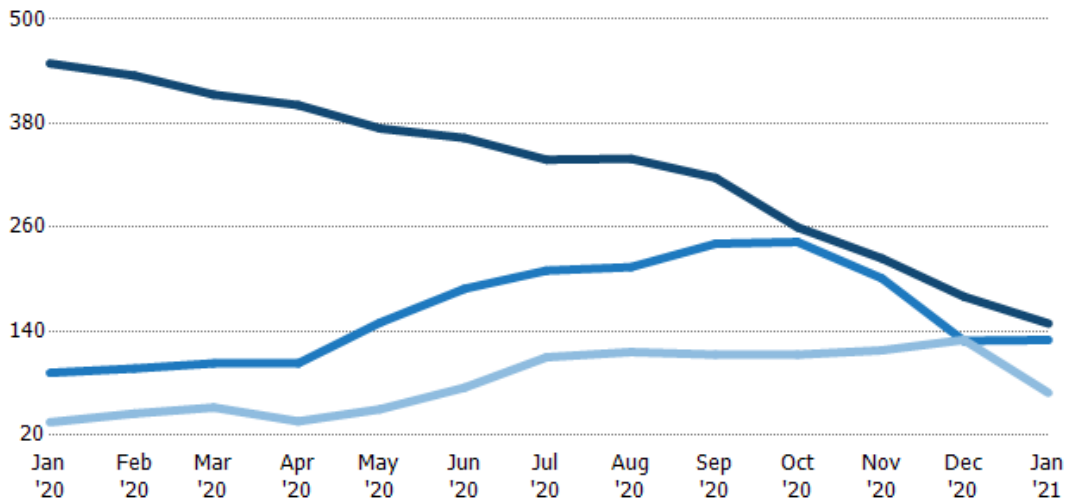
	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21
Current Year	18%	8%	11%	13%	10%	14%	22%	32%	37%	43%	50%	66%	87%
Prior Year	10%	6%	5%	9%	12%	12%	9%	12%	12%	11%	12%	14%	18%
Change from Prior Year	-8%	-2%	-6%	-4%	2%	-1%	-13%	-20%	-24%	-33%	-38%	-51%	-69%

## 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



	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21
Active	449	435	413	401	374	363	338	339	317	260	224	180	149
Pending	92	97	103	103	150	189	210	214	241	243	201	129	130
Sold	35	45	52	36	50	75	110	116	113	113	118	130	69

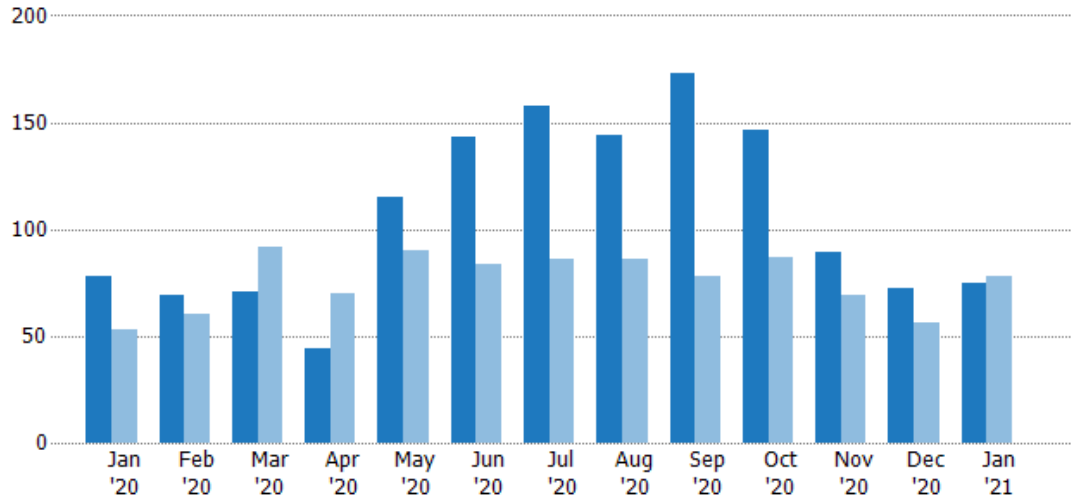
## New Pending Sales

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.
Jan '21	75	-3.8%
Jan '20	78	47.2%
Jan '19	53	0%



Current Year	78	69	71	44	115	143	158	144	173	146	89	72	75
Prior Year	53	60	92	70	90	84	86	86	78	87	69	56	78
Percent Change from Prior Year	47%	15%	-23%	-37%	28%	70%	84%	67%	122%	68%	29%	29%	-4%

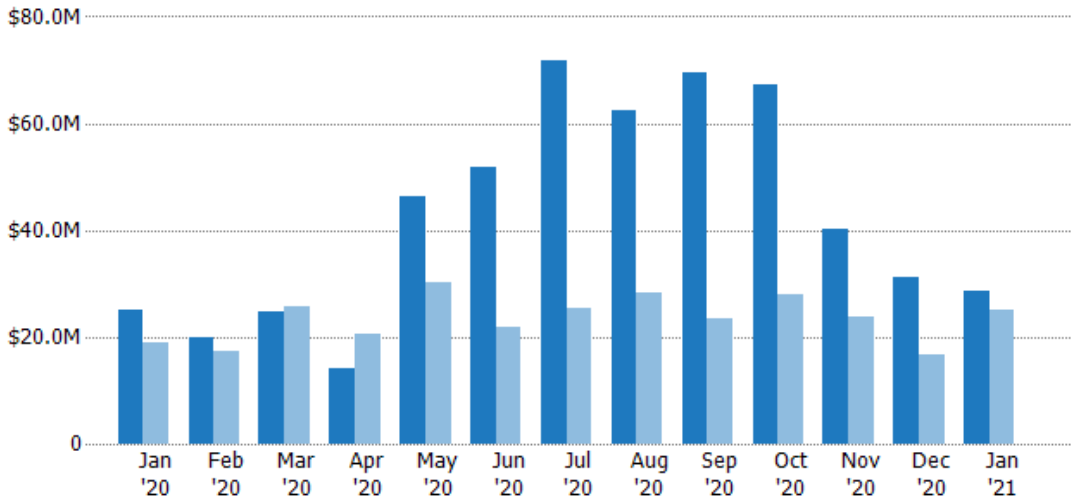
## New Pending Sales Volume

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.
Jan '21	\$28.6M	14.8%
Jan '20	\$24.9M	31.6%
Jan '19	\$18.9M	-33.6%



Current Year	\$24.9M	\$19.8M	\$24.7M	\$14.2M	\$46.4M	\$51.8M	\$71.7M	\$62.5M	\$69.5M	\$67.1M	\$40.2M	\$31.3M	\$28.6M
Prior Year	\$18.9M	\$17.4M	\$25.6M	\$20.6M	\$30.1M	\$21.7M	\$25.3M	\$28.4M	\$23.5M	\$28M	\$23.8M	\$16.8M	\$24.9M
Percent Change from Prior Year	32%	14%	-4%	-31%	54%	138%	183%	120%	195%	139%	69%	86%	15%



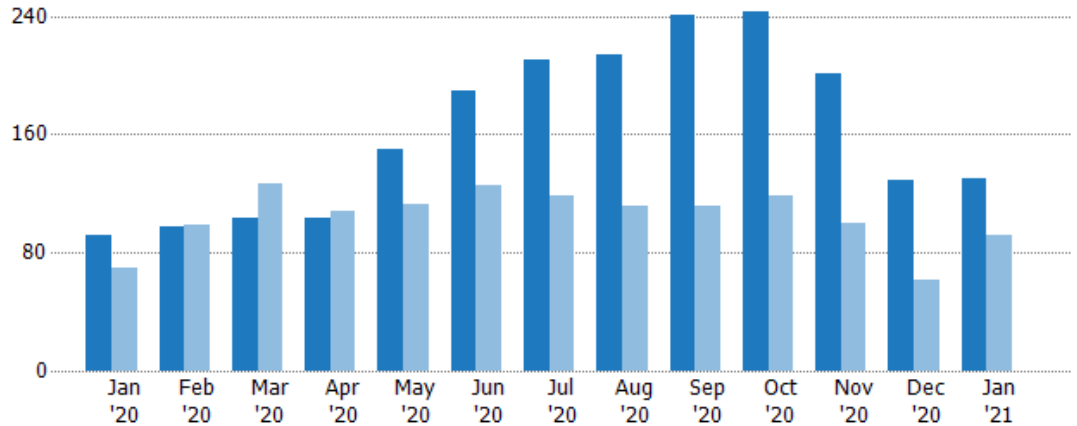
## Pending Sales

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.
Jan '21	130	41.3%
Jan '20	92	31.4%
Jan '19	70	-5.7%



	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21
Current Year	92	97	103	103	150	189	210	214	241	243	201	129	130
Prior Year	70	99	127	108	113	125	119	111	112	119	100	62	92
Percent Change from Prior Year	31%	-2%	-19%	-5%	33%	51%	76%	93%	115%	104%	101%	108%	41%

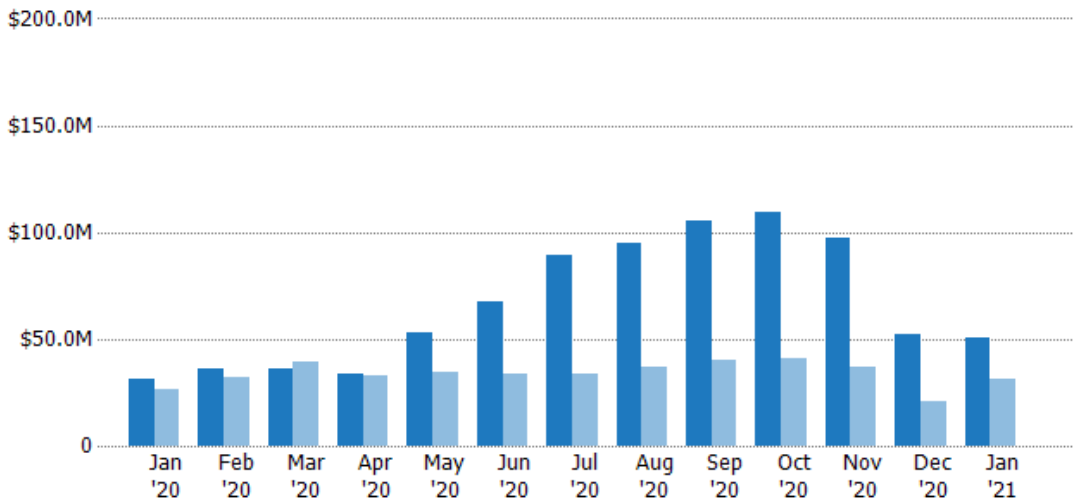
## Pending Sales Volume

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.
Jan '21	\$51M	63.2%
Jan '20	\$31.2M	19.7%
Jan '19	\$26.1M	-31.9%



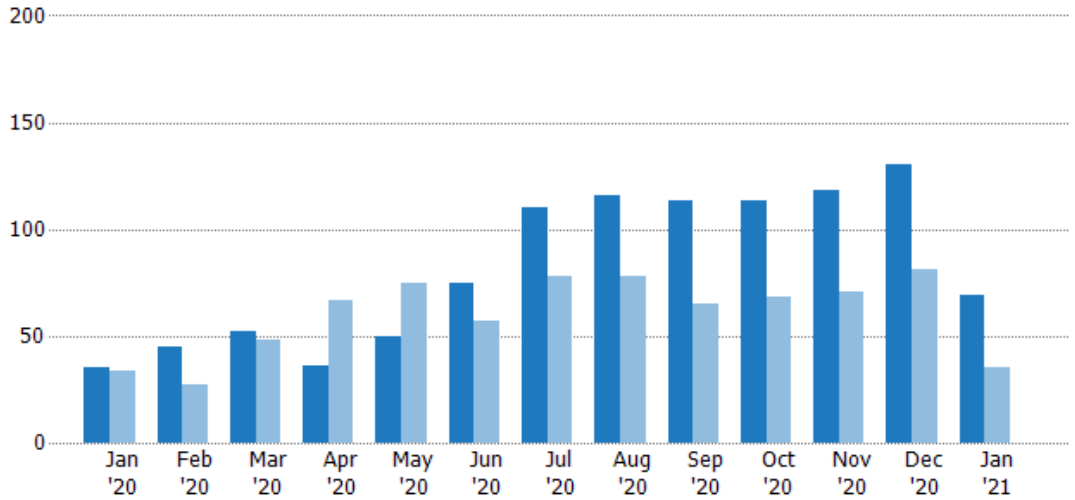
	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21
Current Year	\$31.2M	\$35.7M	\$36M	\$33.3M	\$53M	\$67.1M	\$89.1M	\$95.1M	\$105M	\$110M	\$97.5M	\$52.1M	\$51M
Prior Year	\$26.1M	\$32.1M	\$39.2M	\$33.1M	\$34.3M	\$33.7M	\$34.1M	\$36.8M	\$40.2M	\$41.2M	\$36.8M	\$20.5M	\$31.2M
Percent Change from Prior Year	20%	11%	-8%	1%	54%	99%	162%	158%	162%	166%	165%	153%	63%

## 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



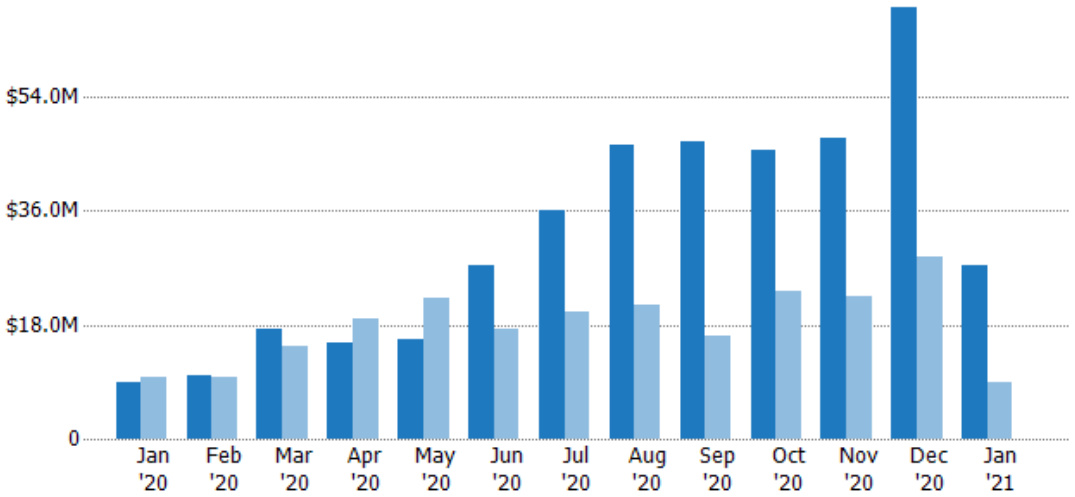
	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21
Current Year	35	45	52	36	50	75	110	116	113	113	118	130	69
Prior Year	34	27	48	67	75	57	78	78	65	68	71	81	35
Percent Change from Prior Year	3%	67%	8%	-46%	-33%	32%	41%	49%	74%	66%	66%	60%	97%

## 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



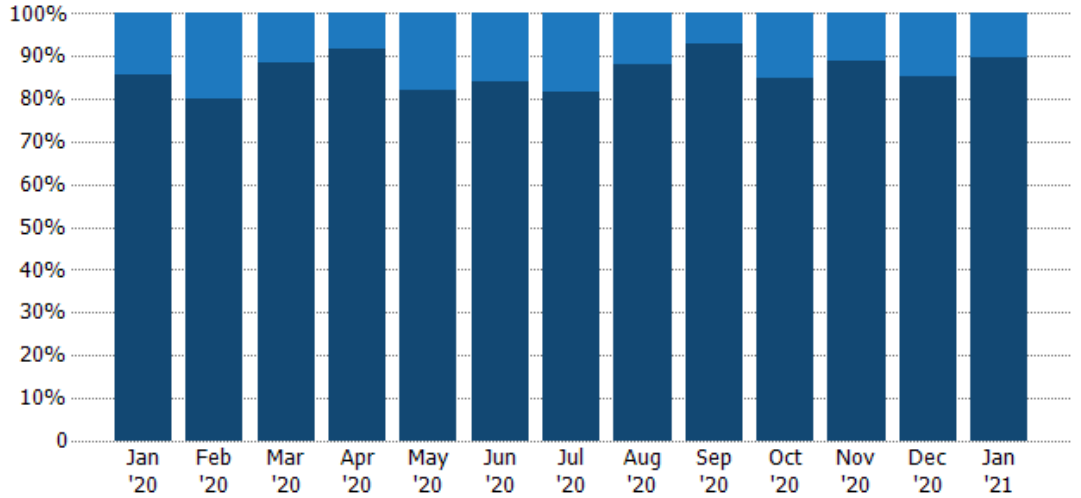
	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21
Current Year	\$8.89M	\$10.1M	\$17.4M	\$15.2M	\$15.7M	\$27.2M	\$36M	\$46.5M	\$46.9M	\$45.6M	\$47.5M	\$68M	\$27.3M
Prior Year	\$9.77M	\$9.74M	\$14.6M	\$18.9M	\$22.2M	\$17.4M	\$20.1M	\$21.2M	\$16.3M	\$23.3M	\$22.5M	\$28.8M	\$8.89M
Percent Change from Prior Year	-9%	4%	19%	-20%	-29%	57%	79%	120%	188%	96%	111%	136%	207%

## 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



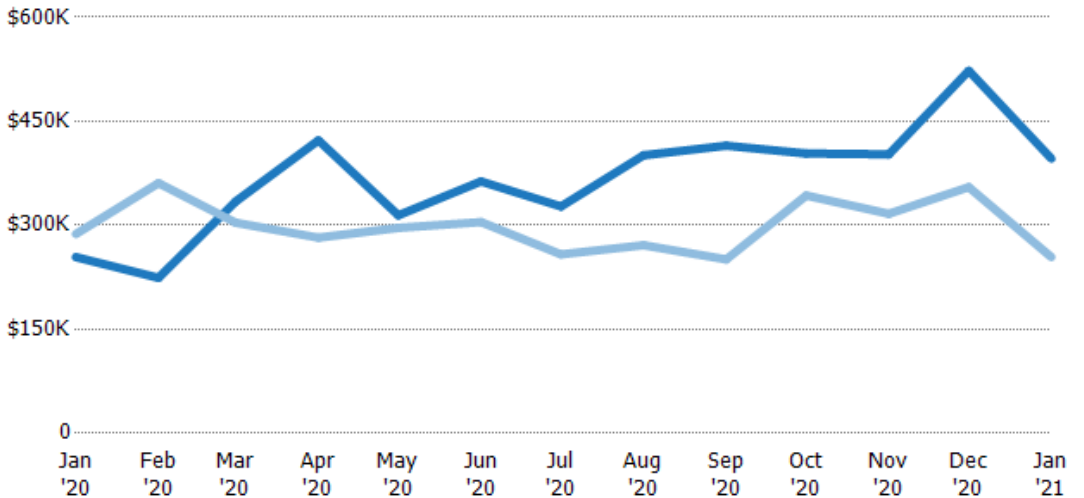
Property Type	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21
Condo/Townhouse	14%	20%	12%	8%	18%	16%	18%	12%	7%	15%	11%	15%	10%
Single Family Residence	86%	80%	88%	92%	82%	84%	82%	88%	93%	85%	89%	85%	90%

## 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.
Jan '21	\$396K	55.9%
Jan '20	\$254K	-11.6%
Jan '19	\$287K	-7.5%

Property Type	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21
Current Year	\$254K	\$224K	\$334K	\$423K	\$314K	\$363K	\$327K	\$401K	\$415K	\$404K	\$402K	\$523K	\$396K
Prior Year	\$287K	\$361K	\$304K	\$282K	\$296K	\$305K	\$258K	\$271K	\$251K	\$343K	\$317K	\$355K	\$254K
Percent Change from Prior Year	-12%	-38%	10%	50%	6%	19%	27%	48%	65%	18%	27%	47%	56%

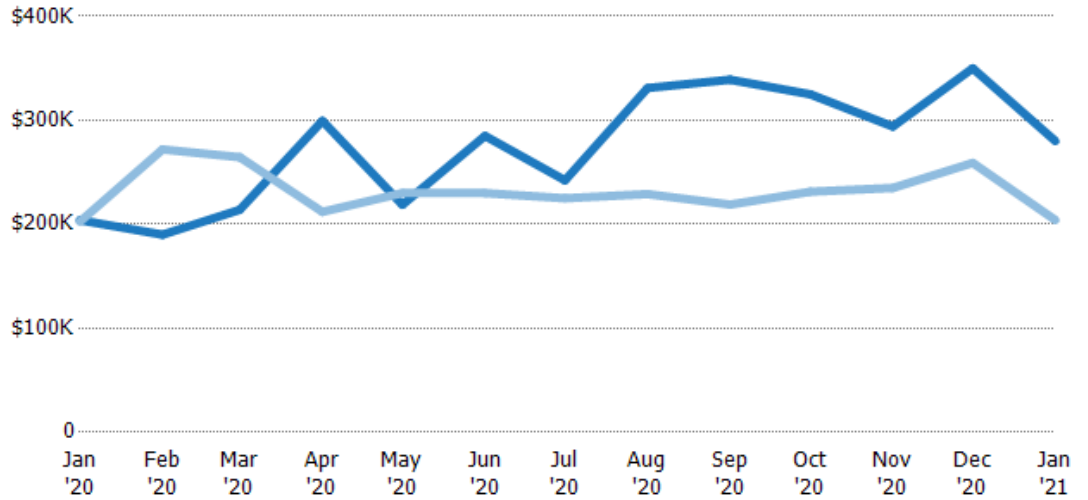
## Median Sales Price

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.
Jan '21	\$280K	37.3%
Jan '20	\$204K	0.7%
Jan '19	\$203K	-11.9%



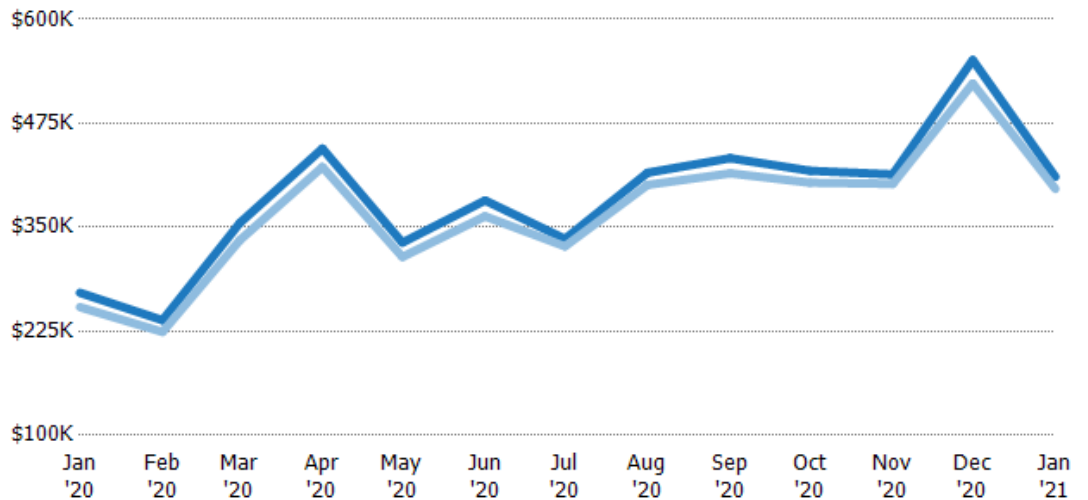
Current Year	\$204K	\$190K	\$214K	\$300K	\$219K	\$285K	\$242K	\$331K	\$339K	\$325K	\$294K	\$350K	\$280K
Prior Year	\$203K	\$272K	\$265K	\$212K	\$230K	\$230K	\$225K	\$229K	\$219K	\$231K	\$235K	\$259K	\$204K
Percent Change from Prior Year	1%	-30%	-19%	41%	-5%	24%	8%	45%	55%	41%	25%	35%	37%

## 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



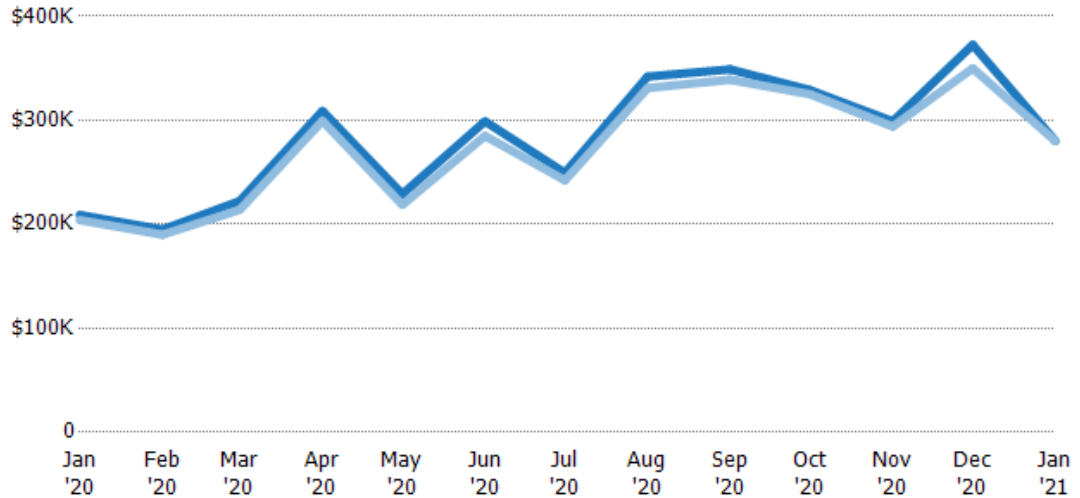
Avg List Price	\$271K	\$238K	\$355K	\$445K	\$332K	\$382K	\$336K	\$416K	\$433K	\$418K	\$414K	\$551K	\$411K
Avg Sales Price	\$254K	\$224K	\$334K	\$423K	\$314K	\$363K	\$327K	\$401K	\$415K	\$404K	\$402K	\$523K	\$396K
Avg Sales Price as a % of Avg List Price	94%	94%	94%	95%	95%	95%	97%	96%	96%	97%	97%	95%	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

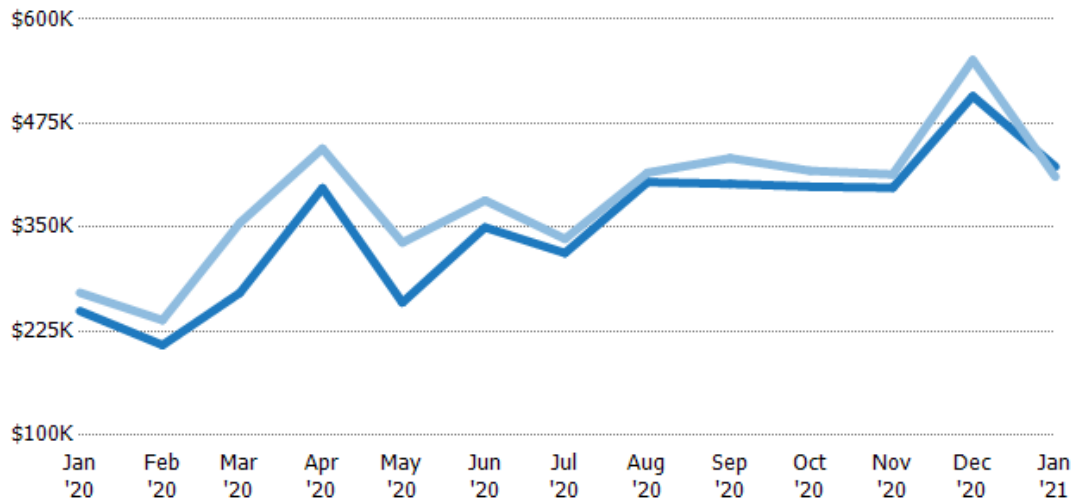


## Average Sales Price vs Average Est Value

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

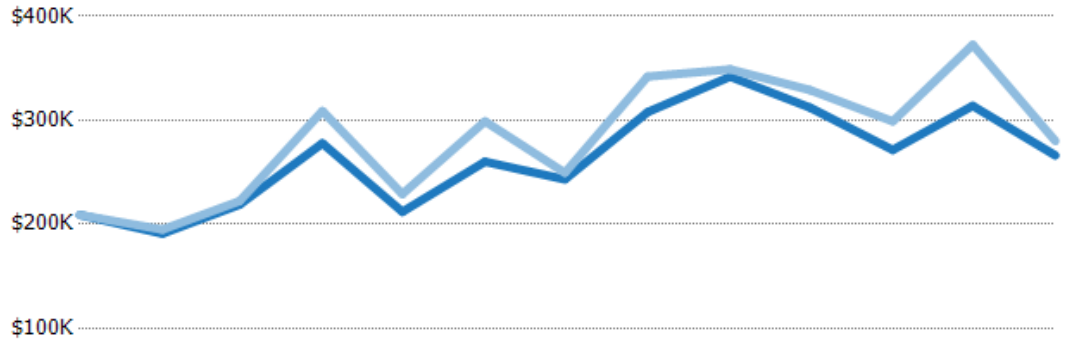


## Median Sales Price vs Median Est Value

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



	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21
Median Est Value	\$209K	\$191K	\$219K	\$278K	\$212K	\$260K	\$243K	\$308K	\$342K	\$312K	\$272K	\$314K	\$266K
Median Sales Price	\$209K	\$195K	\$222K	\$309K	\$229K	\$299K	\$250K	\$342K	\$349K	\$329K	\$299K	\$373K	\$280K
Med Sales Price as a % of Med Est Value	100%	102%	102%	111%	108%	115%	103%	111%	102%	105%	110%	119%	105%