

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	Mar 2021	Mar 2020	+ / -	YTD 2021	YTD 2020	+ / -
Listing Activity Charts Metrics						
New Listing Count	84	73	+15.1%	191	191	+/-
New Listing Volume	\$44,270,599	\$32,541,500	+36%	\$106,211,546	\$80,538,598	+31.9%
Active Listing Count	125	448	-72.1%	N/A	N/A	
Active Listing Volume	\$87,183,741	\$237,557,511	-63.3%	N/A	N/A	
Average Listing Price	\$697,470	\$530,262	+31.5%	\$666,813	\$517,549	+28.8%
Median Listing Price	\$425,000	\$365,000	+16.4%	\$399,445	\$351,838	+13.5%
Median Days in RPR	98	216	-54.6%	126.54	212.98	-40.6%
Months of Inventory	2.8	10	-72.1%	3.5	12.3	-71.6%
Absorption Rate	36%	10.04%	+26%	28.69%	8.14%	+20.6%
Sales Activity Charts Metrics						
New Pending Sales Count	98	71	+38%	256	217	+18%
New Pending Sales Volume	\$51,559,804	\$24,658,299	+109.1%	\$113,203,897	\$69,604,099	+62.6%
Pending Sales Count	170	106	+60.4%	N/A	N/A	
Pending Sales Volume	\$82,623,804	\$37,033,794	+123.1%	N/A	N/A	
Closed Sales Count	69	53	+30.2%	183	134	+36.6%
Closed Sales Volume	\$25,825,319	\$17,848,552	+44.7%	\$69,595,734	\$37,104,252	+87.6%
Average Sales Price	\$374,280	\$336,765	+11.1%	\$380,305	\$276,897	+37.3%
Median Sales Price	\$261,000	\$217,500	+20%	\$277,754	\$205,780	+35%

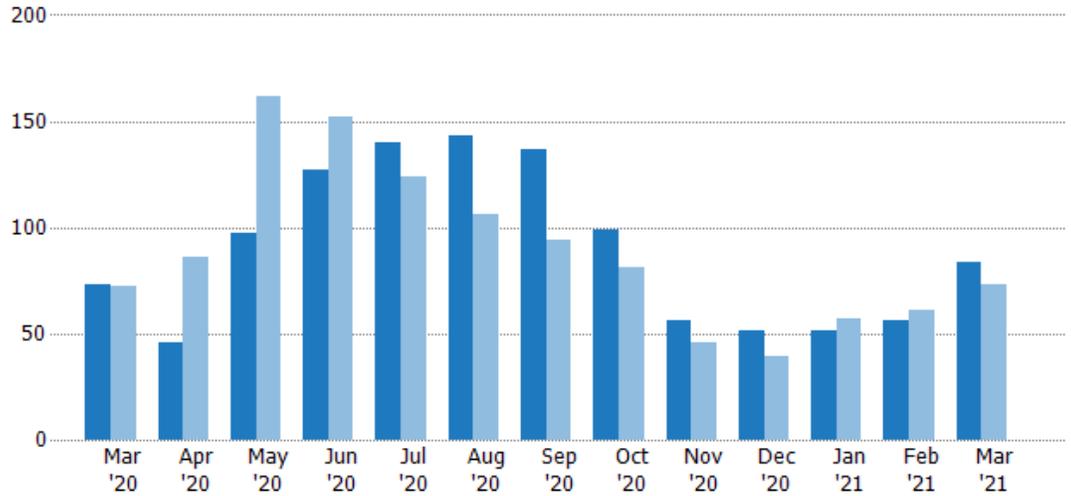
New Listings

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

Month/Year	Count	% Chg.
Mar '21	84	15.1%
Mar '20	73	1.4%
Mar '19	72	45.8%



Current Year	73	46	97	127	140	143	137	99	56	51	51	56	84
Prior Year	72	86	162	152	124	106	94	81	46	39	57	61	73
Percent Change from Prior Year	1%	-47%	-40%	-16%	13%	35%	46%	22%	22%	31%	-11%	-8%	15%

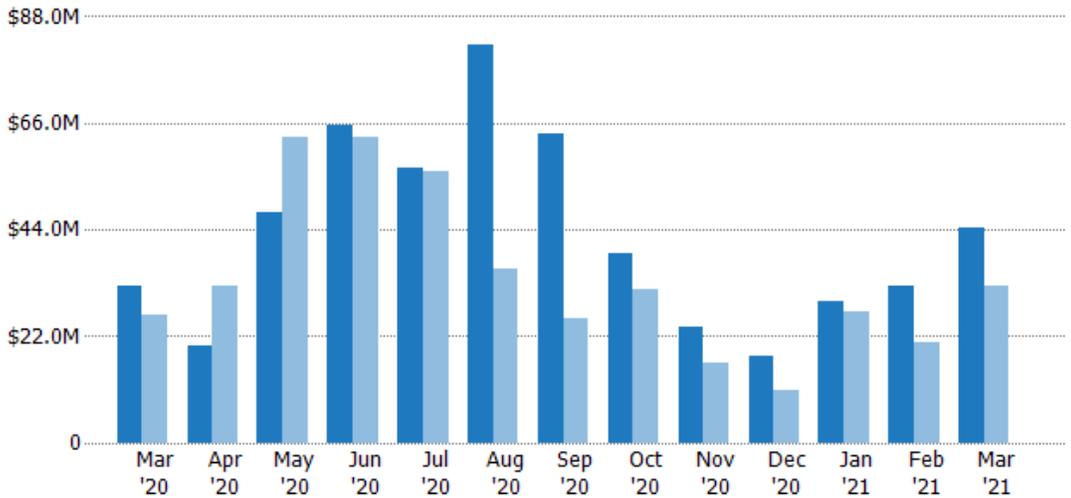
New Listing Volume

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

Month/Year	Volume	% Chg.
Mar '21	\$44.3M	36%
Mar '20	\$32.5M	23.3%
Mar '19	\$26.4M	43.4%



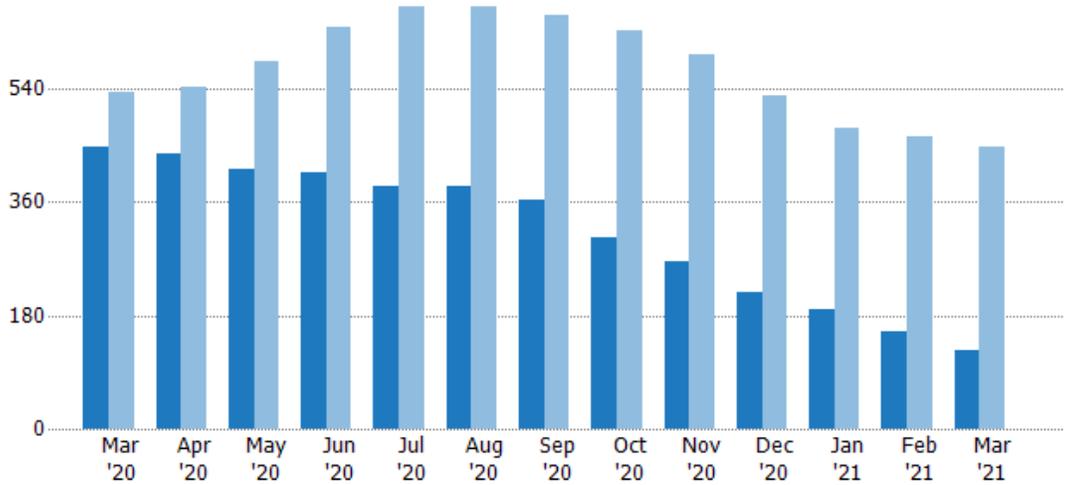
Current Year	\$32.5M	\$20.1M	\$47.5M	\$65.5M	\$56.7M	\$82M	\$63.8M	\$39M	\$23.9M	\$18M	\$29.4M	\$32.6M	\$44.3M
Prior Year	\$26.4M	\$32.5M	\$63.1M	\$63.3M	\$56.1M	\$35.8M	\$25.6M	\$31.5M	\$16.7M	\$10.8M	\$27.3M	\$20.7M	\$32.5M
Percent Change from Prior Year	23%	-38%	-25%	4%	1%	129%	150%	24%	44%	67%	8%	57%	36%

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



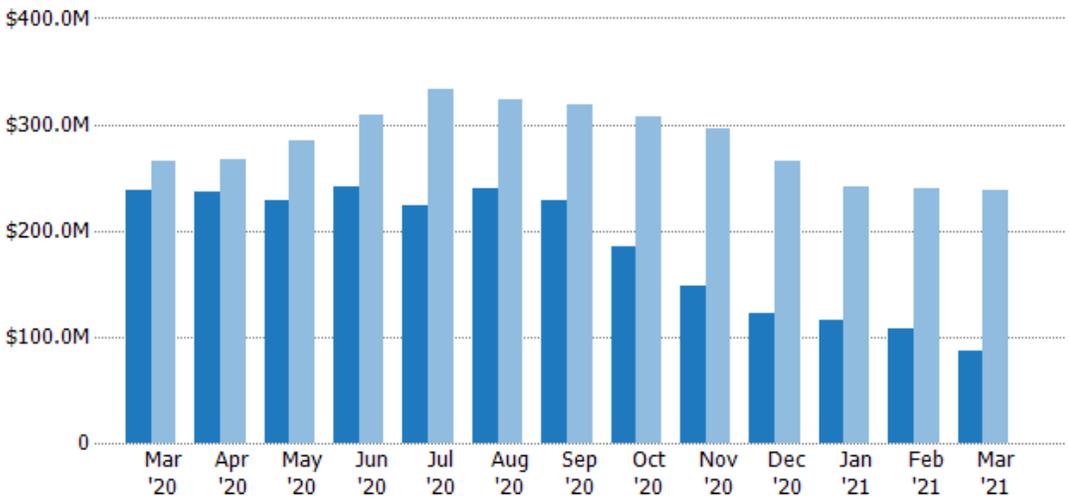
	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21
Current Year	448	437	412	407	386	384	362	304	265	216	189	153	125
Prior Year	535	543	584	638	670	669	657	632	593	529	478	463	448
Percent Change from Prior Year	-16%	-20%	-29%	-36%	-42%	-43%	-45%	-52%	-55%	-59%	-60%	-67%	-72%

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



	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21
Current Year	\$238M	\$236M	\$229M	\$241M	\$224M	\$240M	\$228M	\$185M	\$148M	\$122M	\$116M	\$108M	\$87.2M
Prior Year	\$265M	\$267M	\$285M	\$309M	\$333M	\$324M	\$318M	\$307M	\$295M	\$265M	\$242M	\$239M	\$238M
Percent Change from Prior Year	-11%	-12%	-20%	-22%	-33%	-26%	-28%	-40%	-50%	-54%	-52%	-55%	-63%

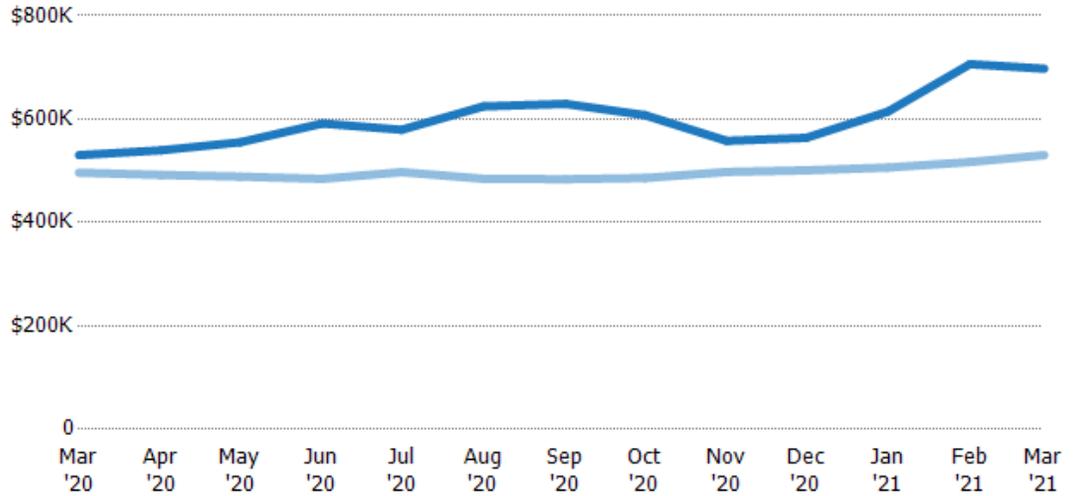
Average Listing Price

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

Month/Year	Price	% Chg.
Mar '21	\$697K	31.5%
Mar '20	\$530K	6.9%
Mar '19	\$496K	-7.8%



Current Year	\$530K	\$540K	\$555K	\$591K	\$579K	\$625K	\$629K	\$608K	\$558K	\$564K	\$615K	\$706K	\$697K
Prior Year	\$496K	\$492K	\$489K	\$484K	\$497K	\$485K	\$484K	\$486K	\$498K	\$501K	\$506K	\$517K	\$530K
Percent Change from Prior Year	7%	10%	14%	22%	16%	29%	30%	25%	12%	13%	21%	37%	32%

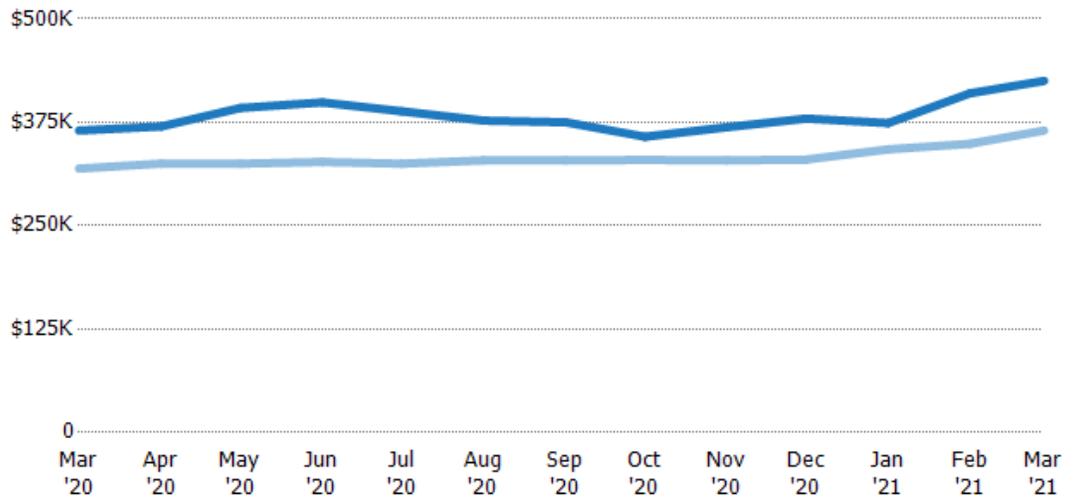
Median Listing Price

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

Month/Year	Price	% Chg.
Mar '21	\$425K	16.4%
Mar '20	\$365K	14.4%
Mar '19	\$319K	-6%



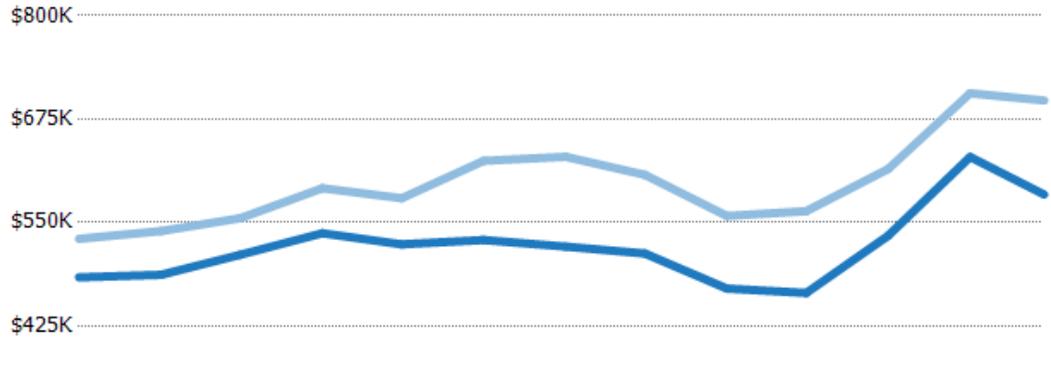
Current Year	\$365K	\$370K	\$392K	\$399K	\$388K	\$377K	\$375K	\$357K	\$369K	\$380K	\$374K	\$410K	\$425K
Prior Year	\$319K	\$325K	\$325K	\$327K	\$325K	\$329K	\$329K	\$329K	\$329K	\$330K	\$342K	\$349K	\$365K
Percent Change from Prior Year	14%	14%	21%	22%	19%	15%	14%	9%	12%	15%	9%	17%	16%

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



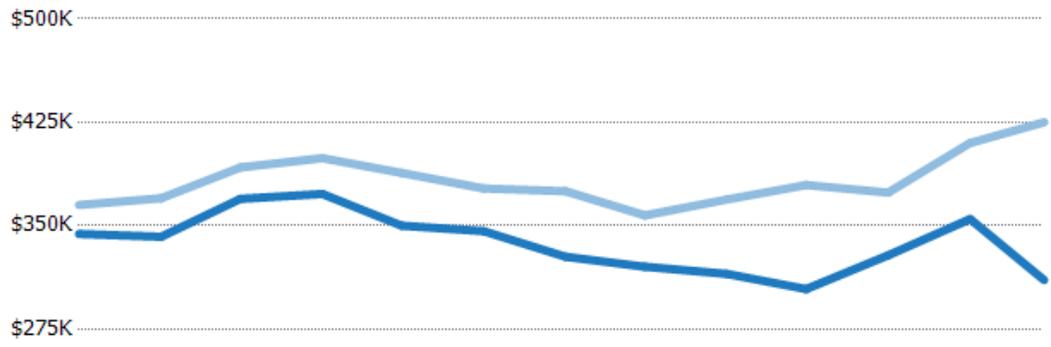
	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21
Avg Est Value	\$484K	\$487K	\$511K	\$537K	\$524K	\$529K	\$521K	\$513K	\$470K	\$465K	\$534K	\$629K	\$584K
Avg Listing Price	\$530K	\$540K	\$555K	\$591K	\$579K	\$625K	\$629K	\$608K	\$558K	\$564K	\$615K	\$706K	\$697K
Avg Listing Price as a % of Avg Est Value	110%	111%	109%	110%	111%	118%	121%	119%	119%	121%	115%	112%	119%

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



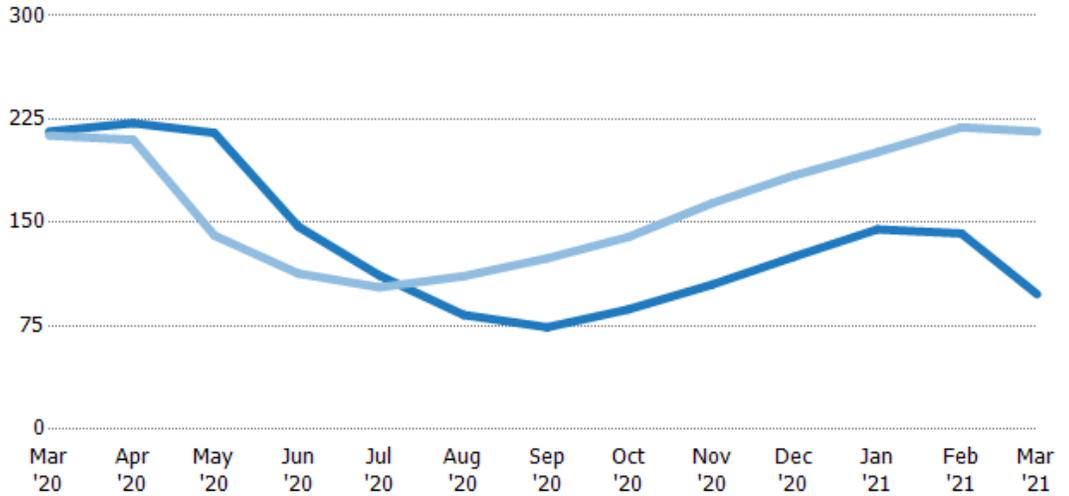
	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21
Median Est Value	\$344K	\$342K	\$369K	\$373K	\$350K	\$346K	\$327K	\$320K	\$315K	\$304K	\$329K	\$355K	\$311K
Median Listing Price	\$365K	\$370K	\$392K	\$399K	\$388K	\$377K	\$375K	\$357K	\$369K	\$380K	\$374K	\$410K	\$425K
Med Listing Price as a % of Med Est Value	106%	108%	106%	107%	111%	109%	115%	112%	117%	125%	114%	116%	137%

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



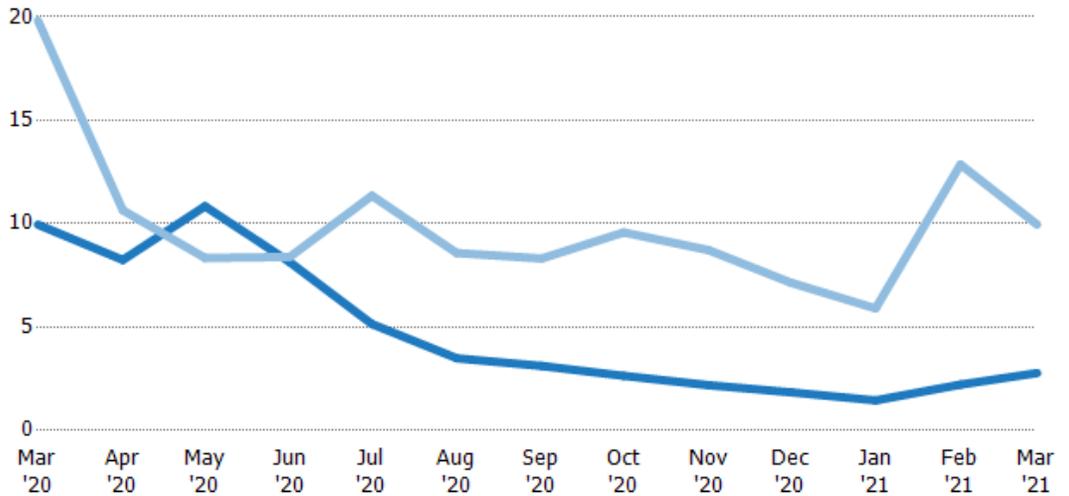
	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21
Current Year	216	222	215	147	112	83	74	87	105	125	145	142	98
Prior Year	213	210	141	113	103	111	124	140	164	184	201	219	216
Percent Change from Prior Year	1%	6%	53%	30%	8%	-25%	-40%	-38%	-36%	-32%	-28%	-35%	-55%

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



	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21
Current Year	9.96	8.25	10.8	8.14	5.15	3.49	3.12	2.64	2.19	1.85	1.45	2.22	2.78
Prior Year	19.8	10.6	8.34	8.39	11.4	8.58	8.32	9.58	8.72	7.15	5.9	12.9	9.96
Percent Change from Prior Year	-50%	-23%	30%	-3%	-55%	-59%	-62%	-72%	-75%	-74%	-75%	-83%	-72%

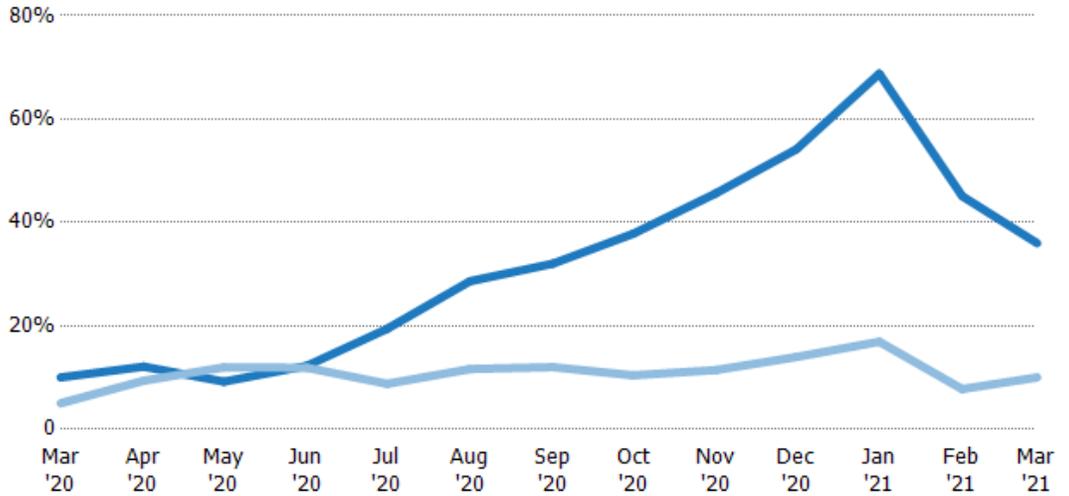
Absorption Rate

The percentage of inventory sold per month.

Filters Used

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

Month/Year	Rate	Chg.
Mar '21	36%	-26%
Mar '20	10%	-5%
Mar '19	5%	2.2%



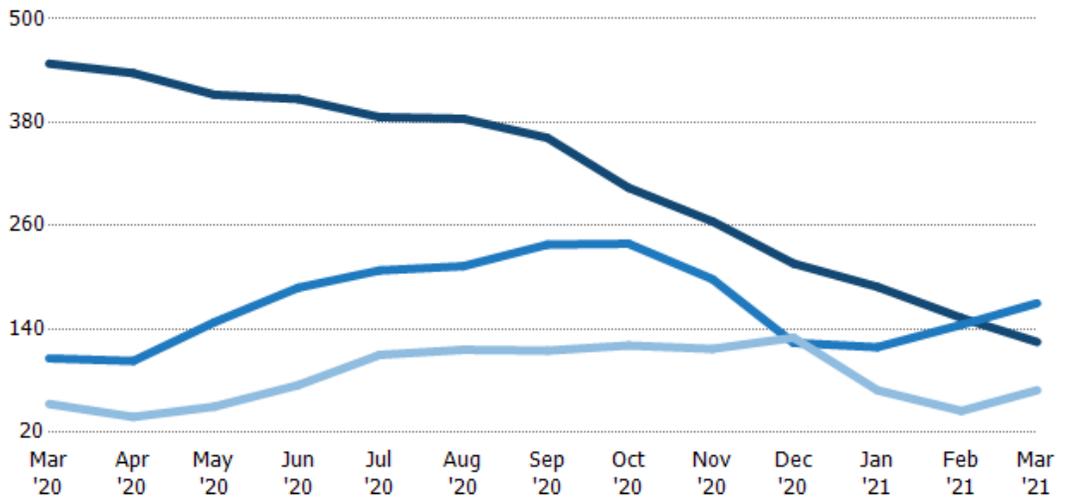
Current Year	10%	12%	9%	12%	19%	29%	32%	38%	46%	54%	69%	45%	36%
Prior Year	5%	9%	12%	12%	9%	12%	12%	10%	11%	14%	17%	8%	10%
Change from Prior Year	-5%	-3%	3%	0%	-11%	-17%	-20%	-27%	-34%	-40%	-52%	-37%	-26%

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



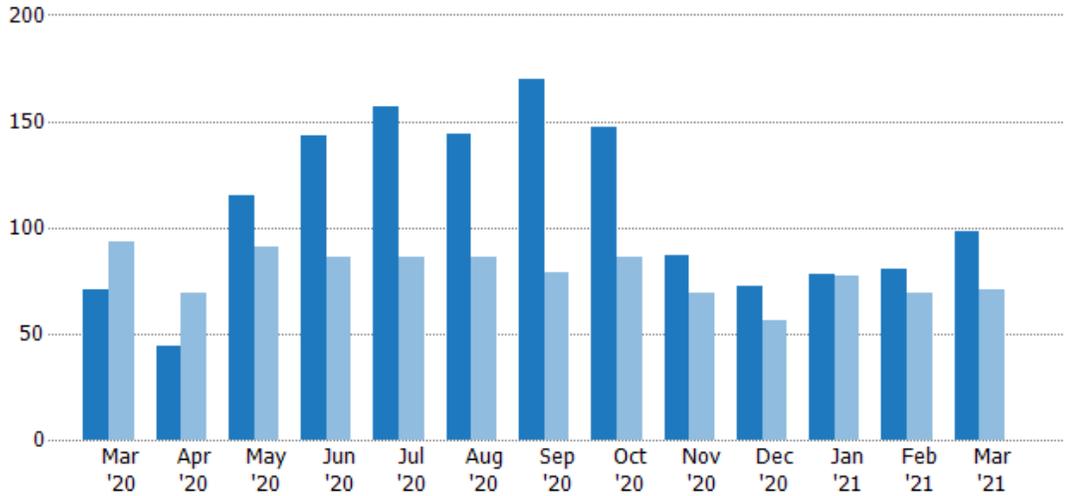
Active	448	437	412	407	386	384	362	304	265	216	189	153	125
Pending	106	103	148	188	208	213	238	239	198	124	119	145	170
Sold	53	38	50	75	110	116	115	121	117	130	69	45	69

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



Month/Year	Count	% Chg.
Mar '21	98	38%
Mar '20	71	-23.7%
Mar '19	93	-33.3%

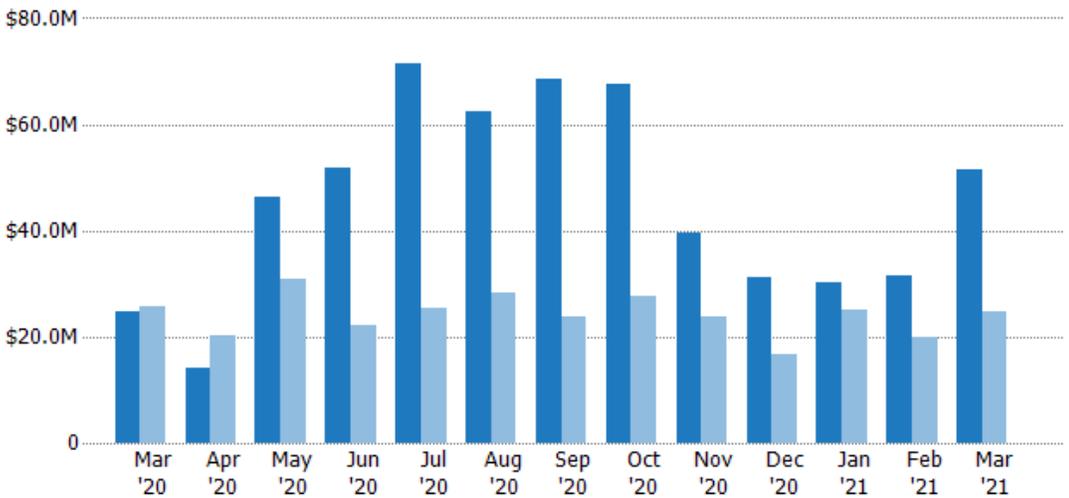
	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21
Current Year	71	44	115	143	157	144	170	147	87	72	78	80	98
Prior Year	93	69	91	86	86	86	79	86	69	56	77	69	71
Percent Change from Prior Year	-24%	-36%	26%	66%	83%	67%	115%	71%	26%	29%	1%	16%	38%

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



Month/Year	Volume	% Chg.
Mar '21	\$51.6M	109.1%
Mar '20	\$24.7M	-4.3%
Mar '19	\$25.8M	-11%

	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21
Current Year	\$24.7M	\$14.2M	\$46.4M	\$51.8M	\$71.4M	\$62.5M	\$68.4M	\$67.6M	\$39.6M	\$31.3M	\$30.1M	\$31.5M	\$51.6M
Prior Year	\$25.8M	\$20.3M	\$30.8M	\$22.1M	\$25.3M	\$28.4M	\$23.8M	\$27.6M	\$23.8M	\$16.8M	\$25.2M	\$19.8M	\$24.7M
Percent Change from Prior Year	-4%	-30%	50%	134%	182%	120%	187%	144%	67%	86%	20%	59%	109%

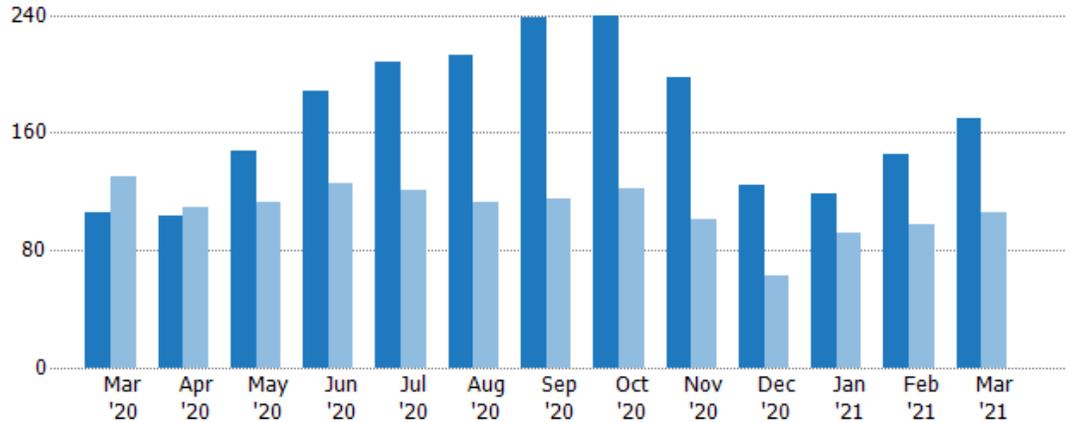
Pending Sales

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

Month/Year	Count	% Chg.
Mar '21	170	60.4%
Mar '20	106	-18.5%
Mar '19	130	-23.8%



	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21
Current Year	106	103	148	188	208	213	238	239	198	124	119	145	170
Prior Year	130	109	113	126	121	113	115	122	101	63	92	97	106
Percent Change from Prior Year	-18%	-6%	31%	49%	72%	88%	107%	96%	96%	97%	29%	49%	60%

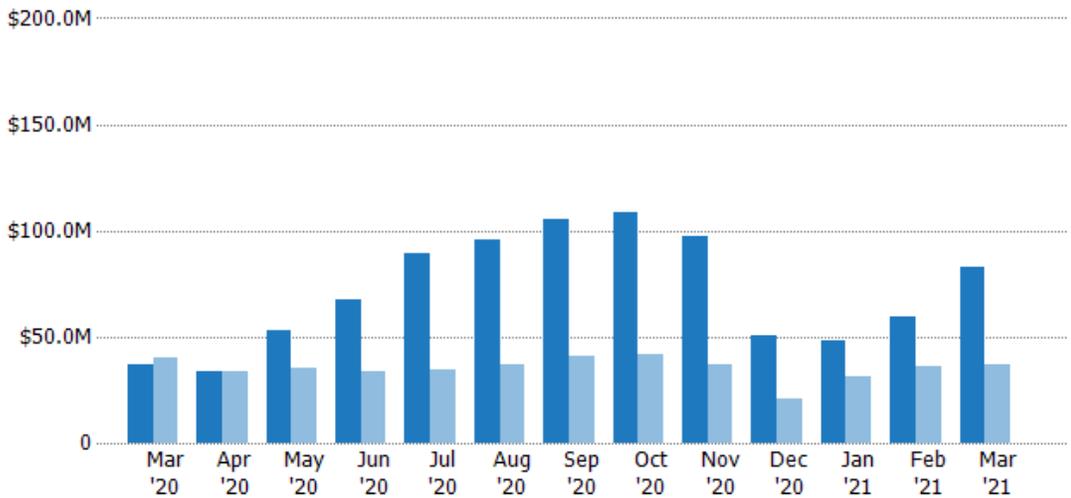
Pending Sales Volume

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

Month/Year	Volume	% Chg.
Mar '21	\$82.6M	123.1%
Mar '20	\$37M	-8.5%
Mar '19	\$40.5M	-10.3%



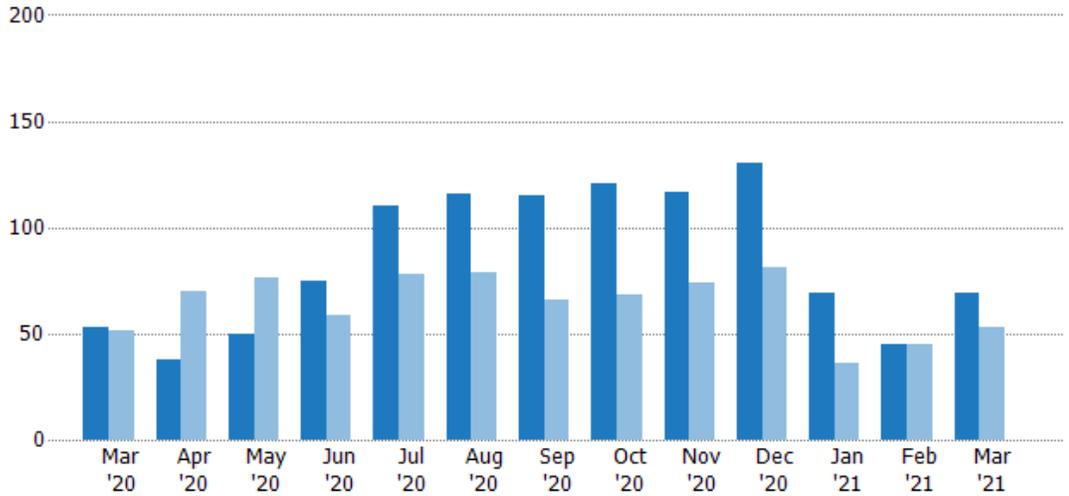
	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21
Current Year	\$37M	\$33.9M	\$52.9M	\$67.4M	\$89.2M	\$95.3M	\$105M	\$109M	\$96.9M	\$50.9M	\$47.8M	\$59.1M	\$82.6M
Prior Year	\$40.5M	\$33.7M	\$35.2M	\$34M	\$34.5M	\$37.1M	\$40.7M	\$41.8M	\$37.1M	\$20.8M	\$31.5M	\$35.8M	\$37M
Percent Change from Prior Year	-9%	1%	50%	98%	158%	157%	158%	161%	161%	144%	52%	65%	123%

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



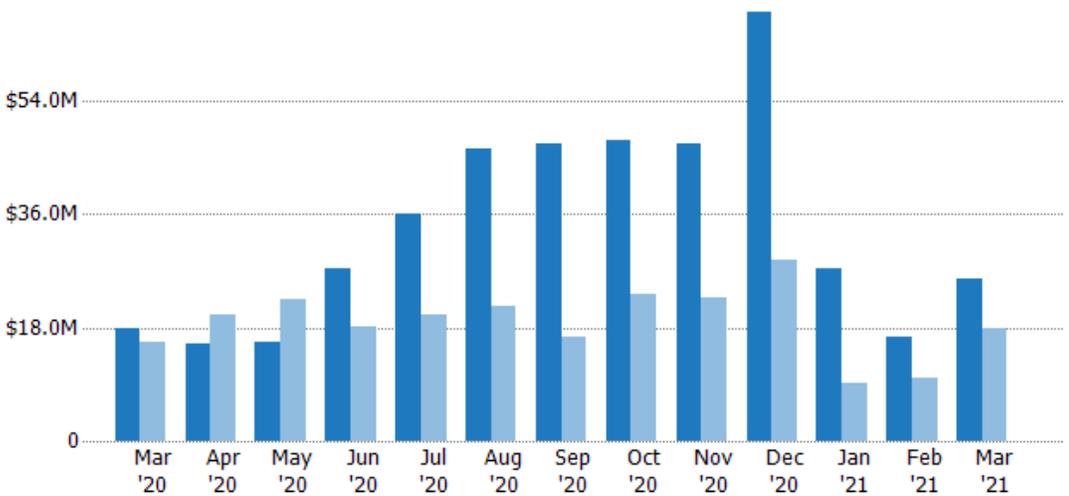
	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21
Current Year	53	38	50	75	110	116	115	121	117	130	69	45	69
Prior Year	51	70	76	59	78	79	66	68	74	81	36	45	53
Percent Change from Prior Year	4%	-46%	-34%	27%	41%	47%	74%	78%	58%	60%	92%	0%	30%

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



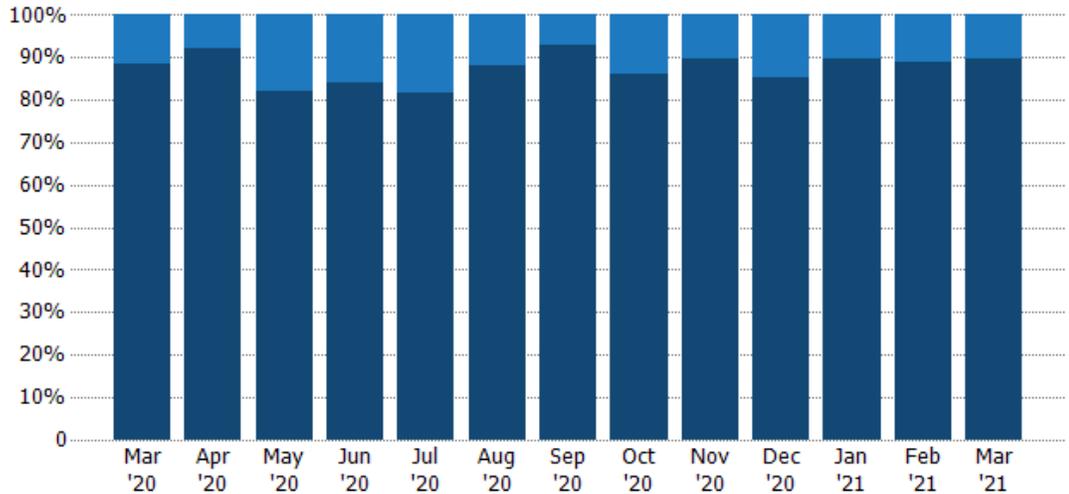
	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21
Current Year	\$17.8M	\$15.5M	\$15.7M	\$27.2M	\$36M	\$46.5M	\$47.2M	\$47.7M	\$47.3M	\$68M	\$27.3M	\$16.4M	\$25.8M
Prior Year	\$15.7M	\$20.2M	\$22.4M	\$18.1M	\$20.1M	\$21.5M	\$16.4M	\$23.3M	\$22.8M	\$28.8M	\$9.17M	\$10.1M	\$17.8M
Percent Change from Prior Year	14%	-23%	-30%	51%	79%	117%	187%	105%	107%	136%	198%	63%	45%

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



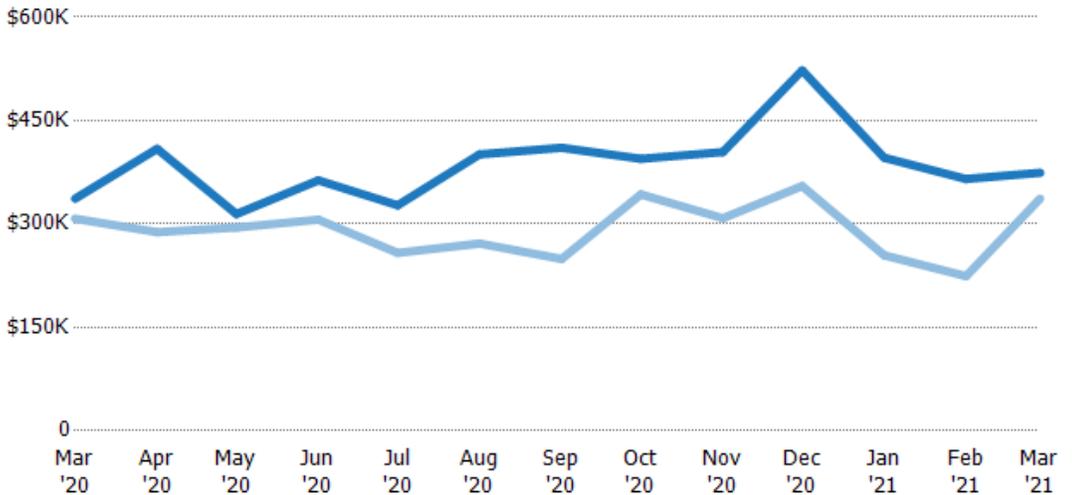
Condo/Townhouse	11%	8%	18%	16%	18%	12%	7%	14%	10%	15%	10%	11%	10%
Single Family Residence	89%	92%	82%	84%	82%	88%	93%	86%	90%	85%	90%	89%	90%

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



Current Year	\$337K	\$409K	\$314K	\$363K	\$327K	\$401K	\$411K	\$394K	\$404K	\$523K	\$396K	\$365K	\$374K
Prior Year	\$308K	\$288K	\$295K	\$306K	\$258K	\$272K	\$249K	\$343K	\$308K	\$355K	\$255K	\$224K	\$337K
Percent Change from Prior Year	9%	42%	7%	19%	27%	48%	65%	15%	31%	47%	56%	63%	11%

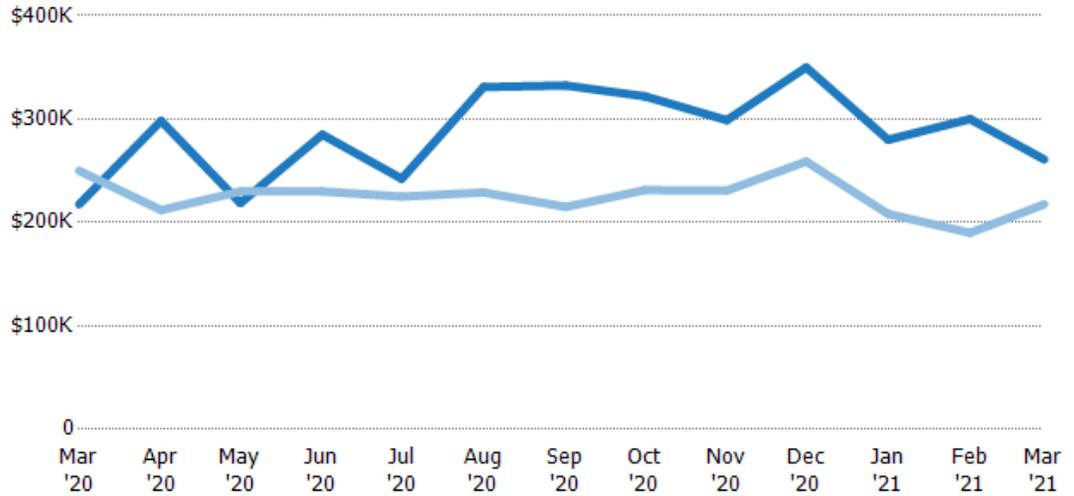
Median Sales Price

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

Month/Year	Price	% Chg.
Mar '21	\$261K	20%
Mar '20	\$218K	-13%
Mar '19	\$250K	-14%



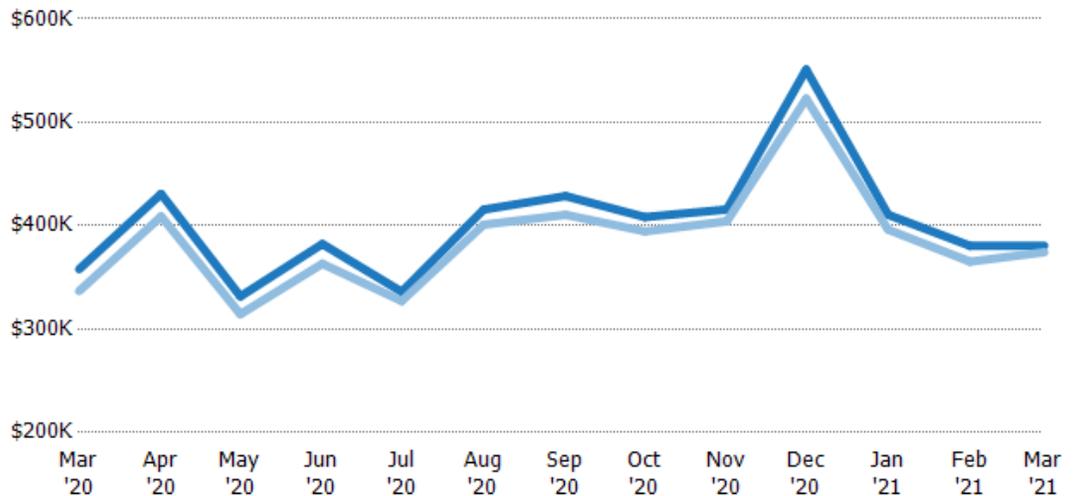
	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21
Current Year	\$218K	\$298K	\$219K	\$285K	\$242K	\$331K	\$333K	\$322K	\$299K	\$350K	\$280K	\$300K	\$261K
Prior Year	\$250K	\$212K	\$230K	\$230K	\$225K	\$229K	\$215K	\$231K	\$231K	\$259K	\$208K	\$190K	\$218K
Percent Change from Prior Year	-13%	41%	-5%	24%	8%	45%	55%	39%	30%	35%	34%	58%	20%

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



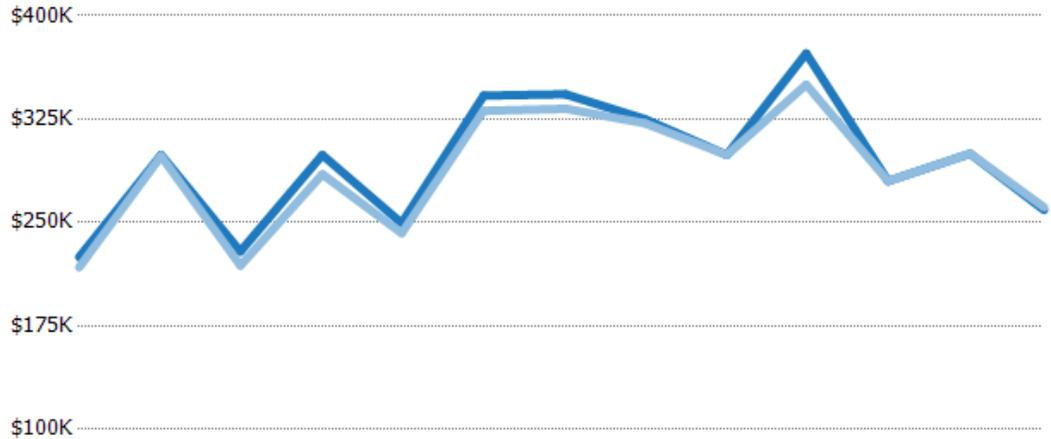
	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21
Avg List Price	\$358K	\$431K	\$332K	\$382K	\$336K	\$416K	\$429K	\$408K	\$416K	\$551K	\$411K	\$380K	\$381K
Avg Sales Price	\$337K	\$409K	\$314K	\$363K	\$327K	\$401K	\$411K	\$394K	\$404K	\$523K	\$396K	\$365K	\$374K
Avg Sales Price as a % of Avg List Price	94%	95%	95%	95%	97%	96%	96%	97%	97%	95%	96%	96%	98%

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



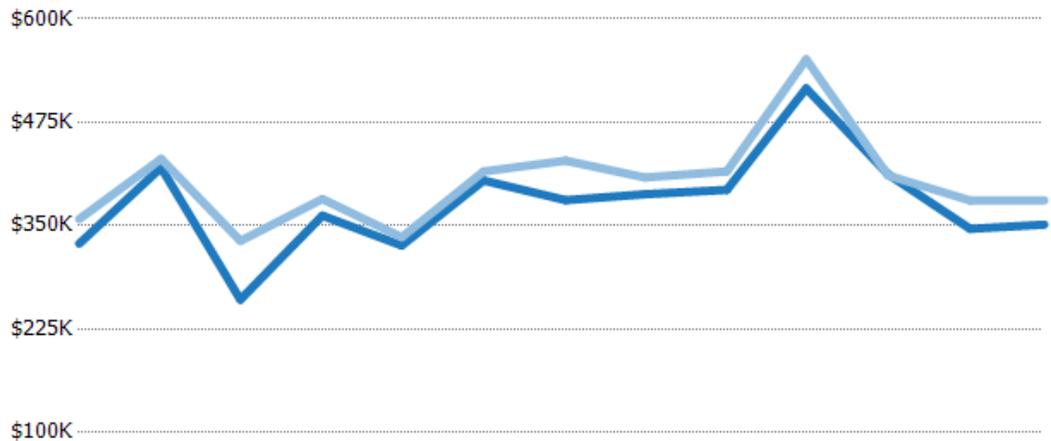
	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21
Median List Price	\$225K	\$299K	\$229K	\$299K	\$250K	\$342K	\$343K	\$325K	\$299K	\$373K	\$280K	\$300K	\$259K
Median Sales Price	\$218K	\$298K	\$219K	\$285K	\$242K	\$331K	\$333K	\$322K	\$299K	\$350K	\$280K	\$300K	\$261K
Med Sales Price as a % of Med List Price	97%	100%	96%	95%	97%	97%	97%	99%	100%	94%	100%	100%	101%

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



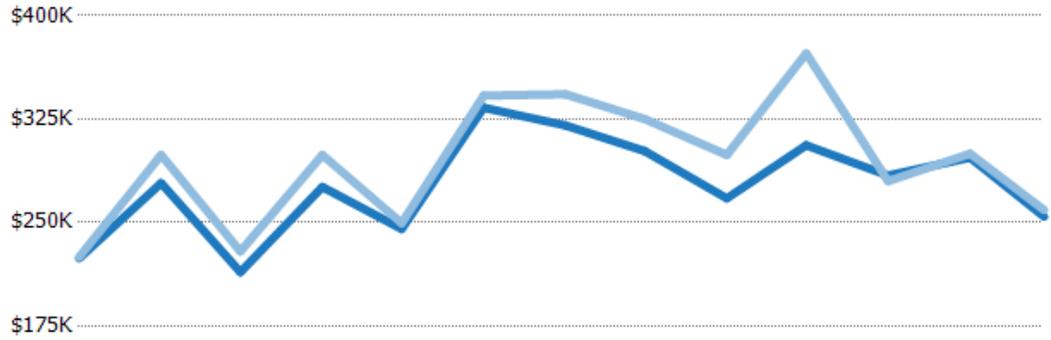
	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21
Avg Est Value	\$328K	\$420K	\$261K	\$362K	\$326K	\$405K	\$381K	\$388K	\$393K	\$516K	\$412K	\$346K	\$351K
Avg Sales Price	\$358K	\$431K	\$332K	\$382K	\$336K	\$416K	\$429K	\$408K	\$416K	\$551K	\$411K	\$380K	\$381K
Avg Sales Price as a % of Avg Est Value	109%	103%	127%	106%	103%	103%	113%	105%	106%	107%	100%	110%	108%

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



	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21
Median Est Value	\$224K	\$279K	\$214K	\$276K	\$245K	\$333K	\$320K	\$302K	\$268K	\$306K	\$284K	\$297K	\$254K
Median Sales Price	\$225K	\$299K	\$229K	\$299K	\$250K	\$342K	\$343K	\$325K	\$299K	\$373K	\$280K	\$300K	\$259K
Med Sales Price as a % of Med Est Value	100%	107%	107%	108%	102%	103%	107%	108%	112%	122%	99%	101%	102%