

Summary of Key Listing and Sales Metrics

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

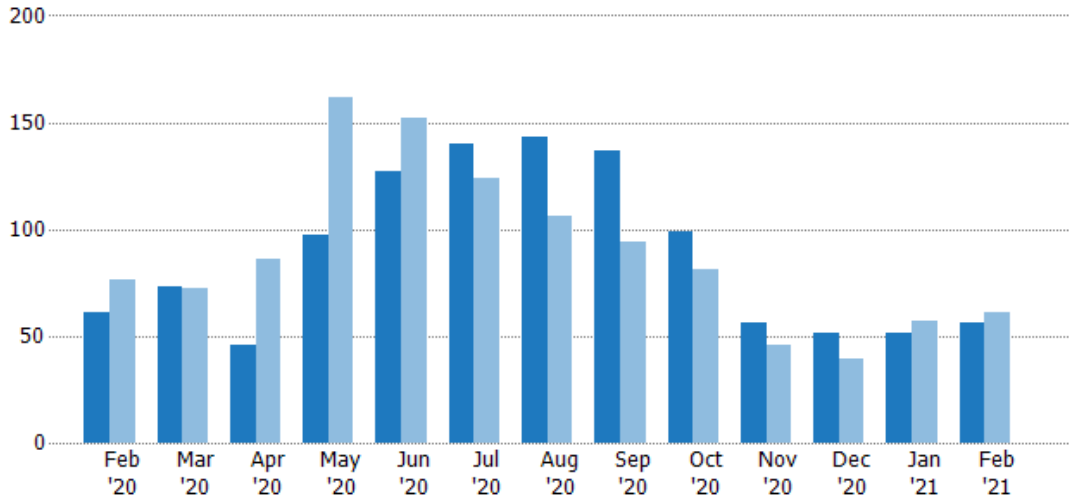
Key Metrics	Feb 2021	Feb 2020	+ / -	YTD 2021	YTD 2020	+ / -
Listing Activity Charts Metrics						
New Listing Count	56	61	-8.2%	107	118	-9.3%
New Listing Volume	\$32,581,050	\$20,730,699	+57.2%	\$61,940,947	\$47,997,098	+29.1%
Active Listing Count	153	463	-67%	N/A	N/A	
Active Listing Volume	\$108,053,546	\$239,325,509	-54.9%	N/A	N/A	
Average Listing Price	\$706,232	\$516,902	+36.6%	\$655,608	\$511,497	+28.2%
Median Listing Price	\$410,000	\$349,000	+17.5%	\$390,105	\$345,571	+12.9%
Median Days in RPR	142	219	-35.2%	143.82	211	-31.8%
Months of Inventory	2.2	12.9	-82.8%	4.2	15.2	-72.2%
Absorption Rate	45.1%	7.78%	+37.3%	23.68%	6.59%	+17.1%
Sales Activity Charts Metrics						
New Pending Sales Count	80	69	+15.9%	158	146	+8.2%
New Pending Sales Volume	\$31,495,499	\$19,770,400	+59.3%	\$61,644,093	\$44,945,800	+37.2%
Pending Sales Count	145	97	+49.5%	N/A	N/A	
Pending Sales Volume	\$59,082,197	\$35,802,895	+65%	N/A	N/A	
Closed Sales Count	45	45	+/-	114	81	+40.7%
Closed Sales Volume	\$16,435,690	\$10,090,000	+62.9%	\$43,770,415	\$19,255,700	+127.3%
Average Sales Price	\$365,238	\$224,222	+62.9%	\$383,951	\$237,725	+61.5%
Median Sales Price	\$300,000	\$190,000	+57.9%	\$287,895	\$198,111	+45.3%

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



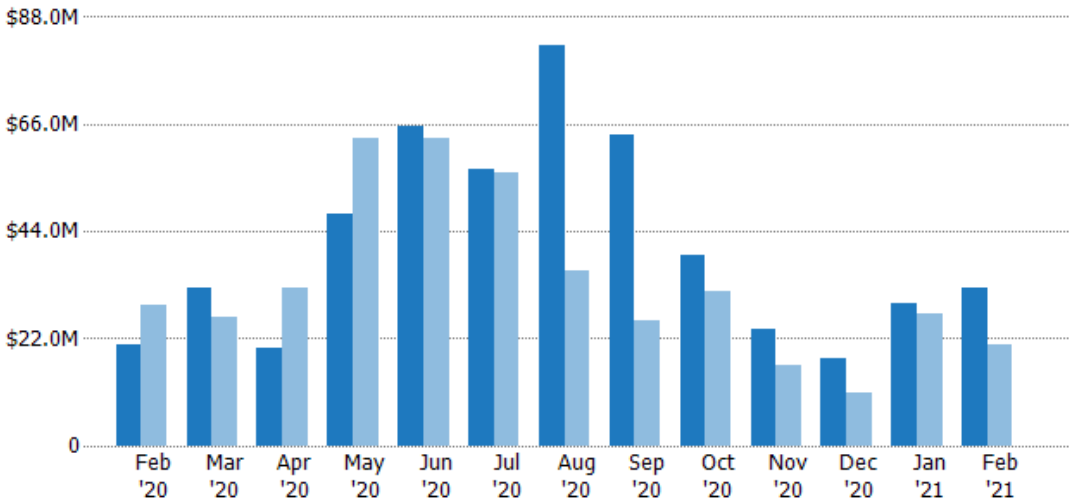
	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21
Current Year	61	73	46	97	127	140	143	137	99	56	51	51	56
Prior Year	76	72	86	162	152	124	106	94	81	46	39	57	61
Percent Change from Prior Year	-20%	1%	-47%	-40%	-16%	13%	35%	46%	22%	22%	31%	-11%	-8%

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



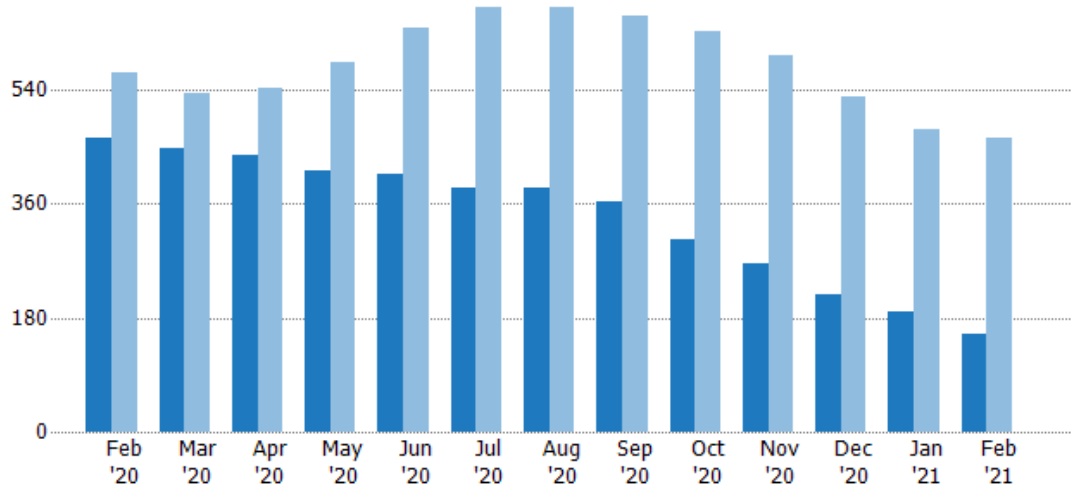
	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21
Current Year	\$20.7M	\$32.5M	\$20.1M	\$47.5M	\$65.5M	\$56.7M	\$82M	\$63.8M	\$39M	\$23.9M	\$18M	\$29.4M	\$32.6M
Prior Year	\$28.7M	\$26.4M	\$32.5M	\$63.1M	\$63.3M	\$56.1M	\$35.8M	\$25.6M	\$31.5M	\$16.7M	\$10.8M	\$27.3M	\$20.7M
Percent Change from Prior Year	-28%	23%	-38%	-25%	4%	1%	129%	150%	24%	44%	67%	8%	57%

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



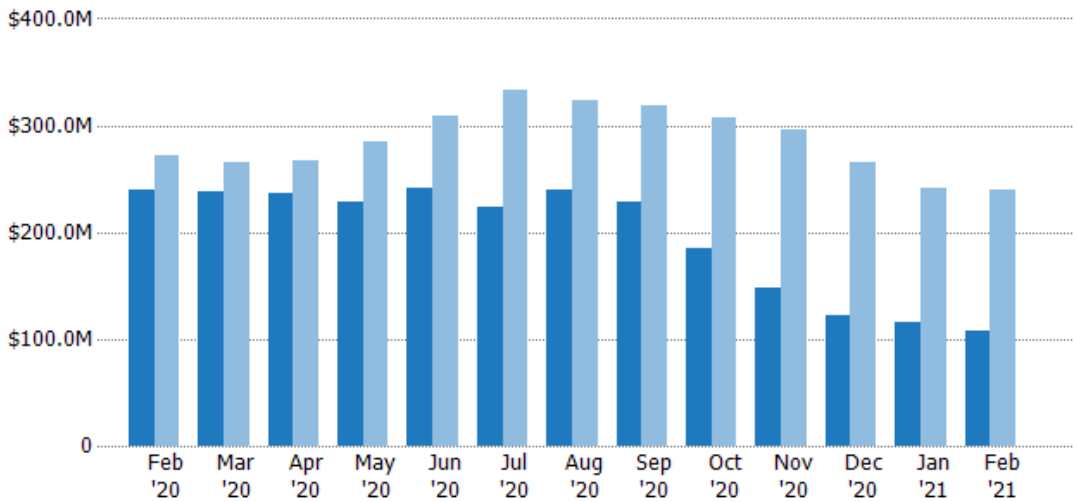
	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21
Current Year	463	448	437	412	407	386	384	362	304	265	216	189	153
Prior Year	566	535	543	584	638	670	669	657	632	593	529	478	463
Percent Change from Prior Year	-18%	-16%	-20%	-29%	-36%	-42%	-43%	-45%	-52%	-55%	-59%	-60%	-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



	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21
Current Year	\$239M	\$238M	\$236M	\$229M	\$241M	\$224M	\$240M	\$228M	\$185M	\$148M	\$122M	\$116M	\$108M
Prior Year	\$272M	\$265M	\$267M	\$285M	\$309M	\$333M	\$324M	\$318M	\$307M	\$295M	\$265M	\$242M	\$239M
Percent Change from Prior Year	-12%	-11%	-12%	-20%	-22%	-33%	-26%	-28%	-40%	-50%	-54%	-52%	-55%

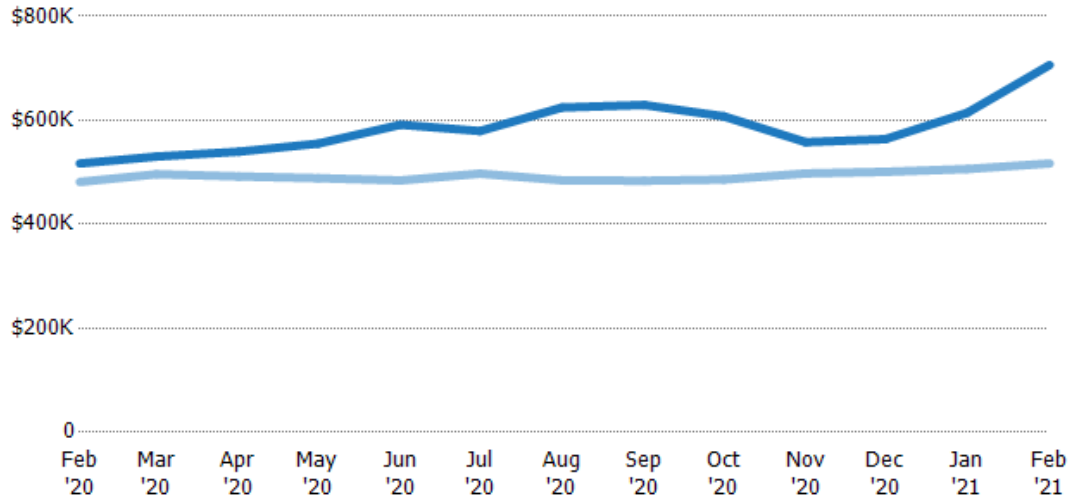
Average Listing Price

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.
Feb '21	\$706K	36.6%
Feb '20	\$517K	7.4%
Feb '19	\$481K	-1.7%



Current Year	\$517K	\$530K	\$540K	\$555K	\$591K	\$579K	\$625K	\$629K	\$608K	\$558K	\$564K	\$615K	\$706K
Prior Year	\$481K	\$496K	\$492K	\$489K	\$484K	\$497K	\$485K	\$484K	\$486K	\$498K	\$501K	\$506K	\$517K
Percent Change from Prior Year	7%	7%	10%	14%	22%	16%	29%	30%	25%	12%	13%	21%	37%

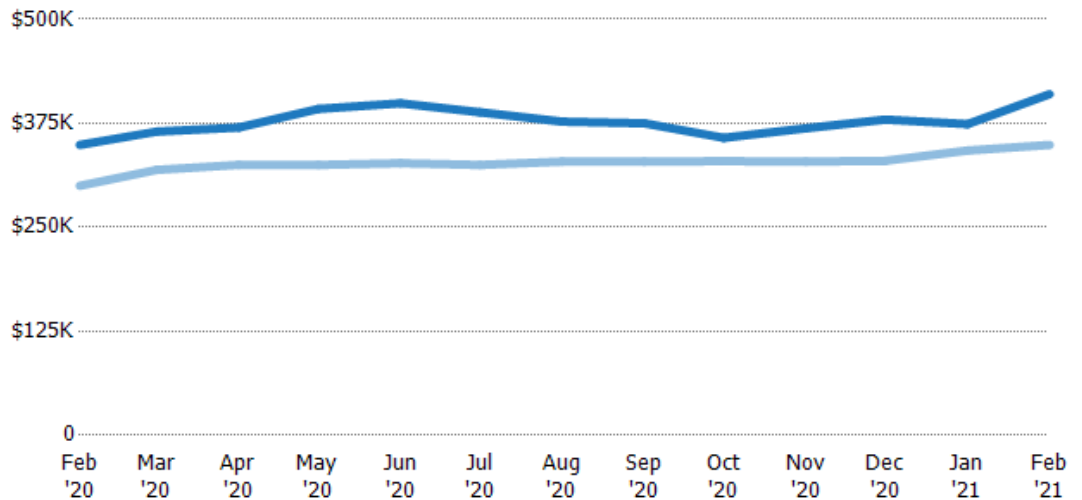
Median Listing Price

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.
Feb '21	\$410K	17.5%
Feb '20	\$349K	16.4%
Feb '19	\$300K	0%



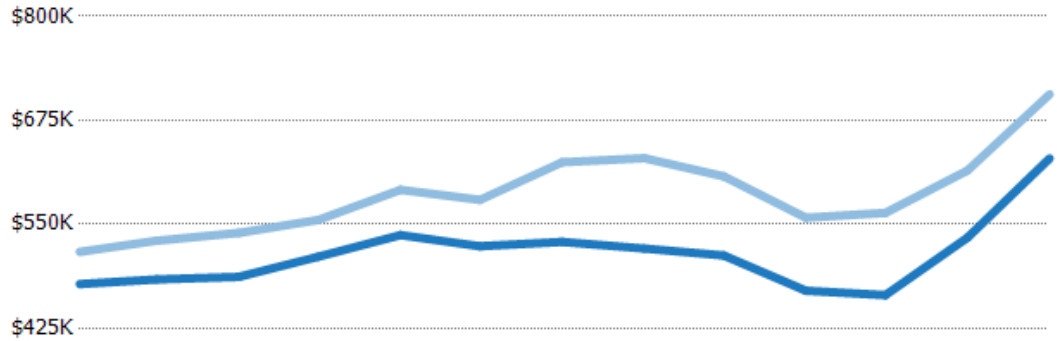
Current Year	\$349K	\$365K	\$370K	\$392K	\$399K	\$388K	\$377K	\$375K	\$357K	\$369K	\$380K	\$374K	\$410K
Prior Year	\$300K	\$319K	\$325K	\$325K	\$327K	\$325K	\$329K	\$329K	\$329K	\$329K	\$330K	\$342K	\$349K
Percent Change from Prior Year	16%	14%	14%	21%	22%	19%	15%	14%	9%	12%	15%	9%	17%

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



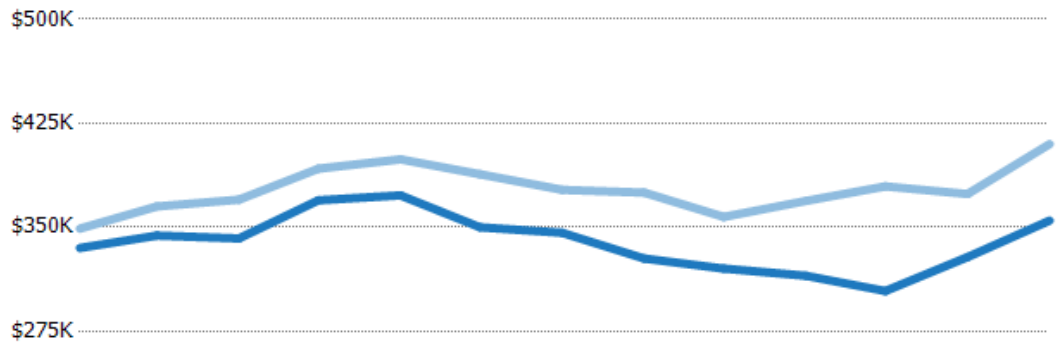
	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21
Avg Est Value	\$478K	\$484K	\$487K	\$511K	\$537K	\$524K	\$529K	\$521K	\$513K	\$470K	\$465K	\$534K	\$629K
Avg Listing Price	\$517K	\$530K	\$540K	\$555K	\$591K	\$579K	\$625K	\$629K	\$608K	\$558K	\$564K	\$615K	\$706K
Avg Listing Price as a % of Avg Est Value	108%	110%	111%	109%	110%	111%	118%	121%	119%	119%	121%	115%	112%

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



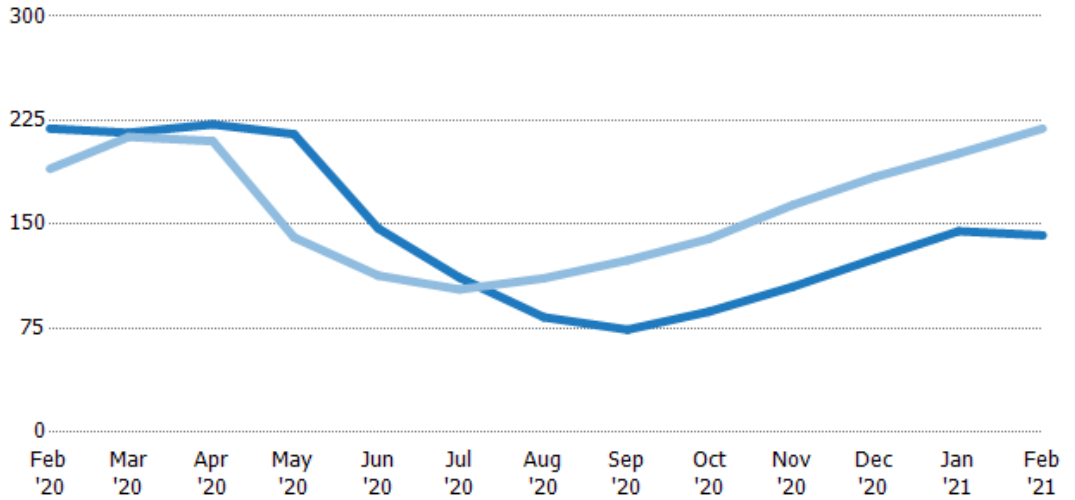
	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21
Median Est Value	\$335K	\$344K	\$342K	\$369K	\$373K	\$350K	\$346K	\$327K	\$320K	\$315K	\$304K	\$329K	\$355K
Median Listing Price	\$349K	\$365K	\$370K	\$392K	\$399K	\$388K	\$377K	\$375K	\$357K	\$369K	\$380K	\$374K	\$410K
Med Listing Price as a % of Med Est Value	104%	106%	108%	106%	107%	111%	109%	115%	112%	117%	125%	114%	116%

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



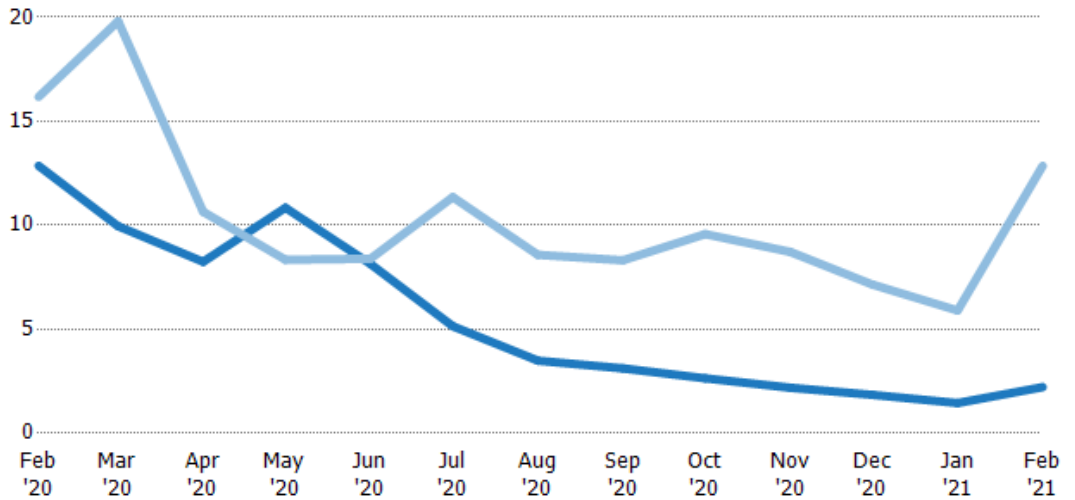
	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21
Current Year	219	216	222	215	147	112	83	74	87	105	125	145	142
Prior Year	190	213	210	141	113	103	111	124	140	164	184	201	219
Percent Change from Prior Year	15%	1%	6%	53%	30%	8%	-25%	-40%	-38%	-36%	-32%	-28%	-35%

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



	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21
Current Year	12.9	9.96	8.25	10.8	8.14	5.15	3.49	3.12	2.64	2.19	1.85	1.45	2.22
Prior Year	16.2	19.8	10.6	8.34	8.39	11.4	8.58	8.32	9.58	8.72	7.15	5.9	12.9
Percent Change from Prior Year	-20%	-50%	-23%	30%	-3%	-55%	-59%	-62%	-72%	-75%	-74%	-75%	-83%

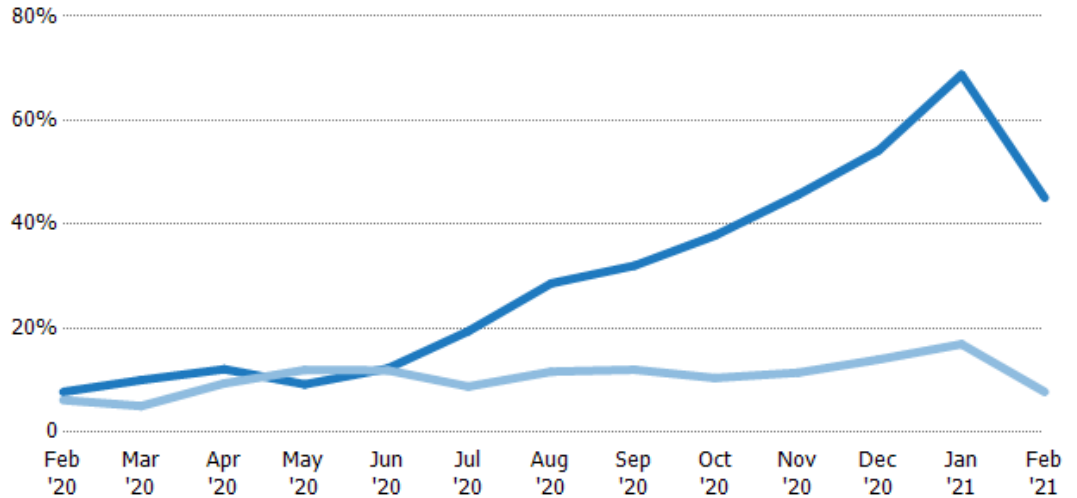
Absorption Rate

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.
Feb '21	45%	-37.3%
Feb '20	8%	-1.6%
Feb '19	6%	31.1%



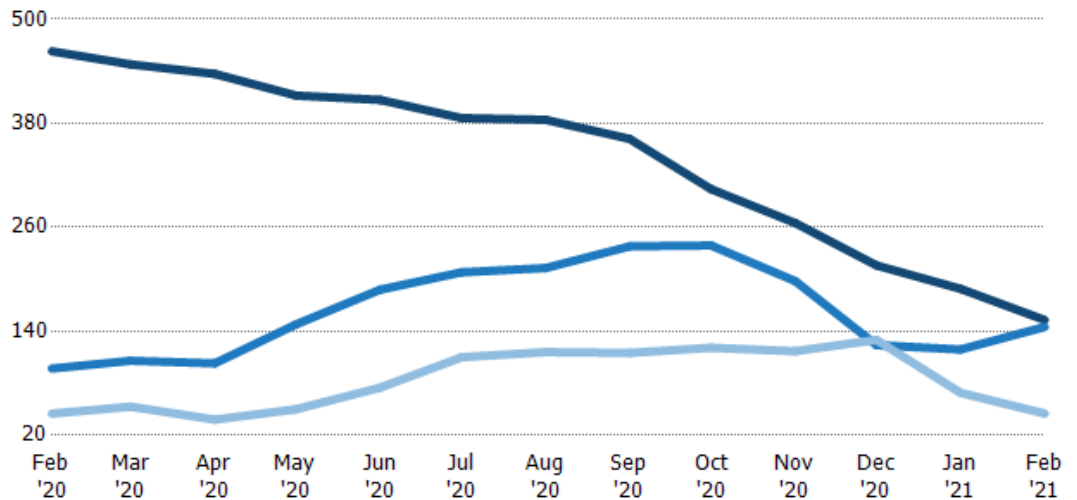
Current Year	8%	10%	12%	9%	12%	19%	29%	32%	38%	46%	54%	69%	45%
Prior Year	6%	5%	9%	12%	12%	9%	12%	12%	10%	11%	14%	17%	8%
Change from Prior Year	-2%	-5%	-3%	3%	0%	-11%	-17%	-20%	-27%	-34%	-40%	-52%	-37%

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



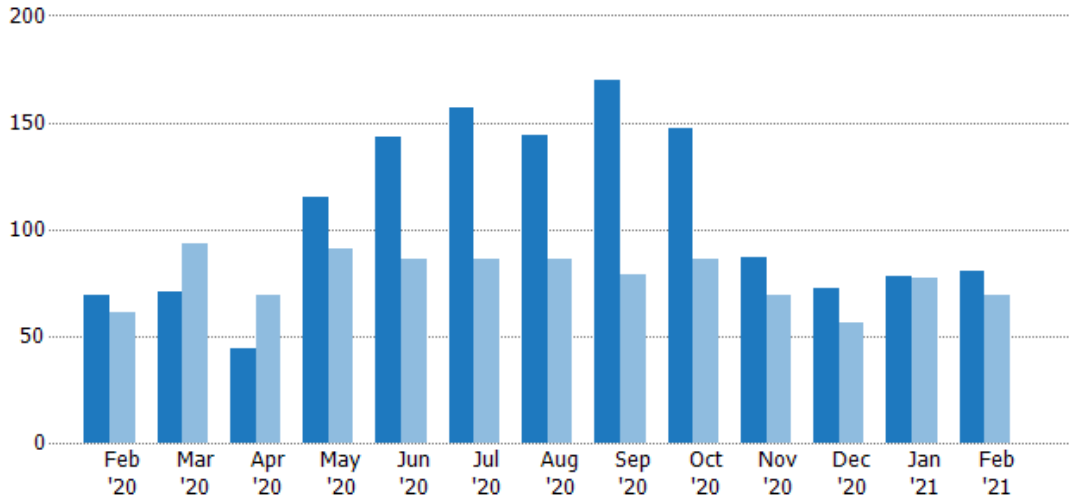
Active	463	448	437	412	407	386	384	362	304	265	216	189	153
Pending	97	106	103	148	188	208	213	238	239	198	124	119	145
Sold	45	53	38	50	75	110	116	115	121	117	130	69	45

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



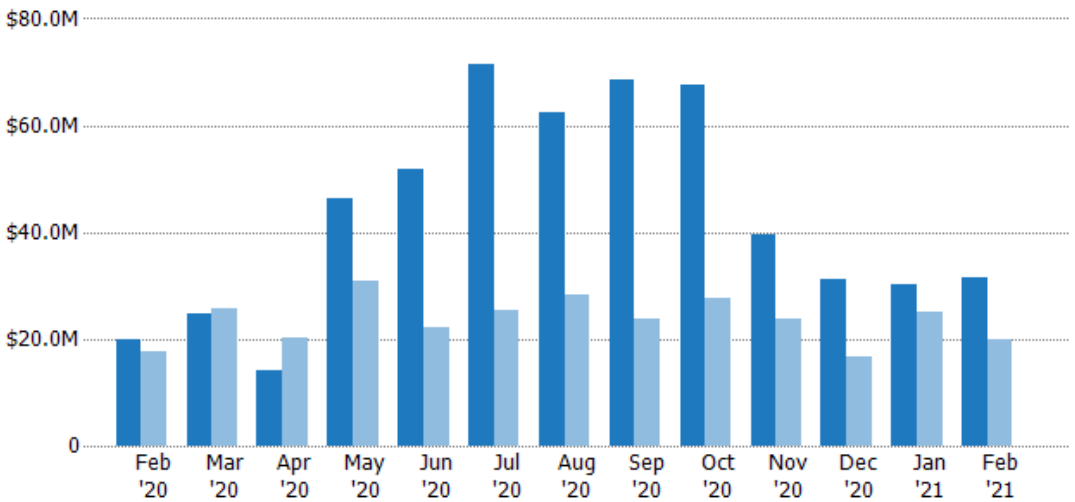
	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21
Current Year	69	71	44	115	143	157	144	170	147	87	72	78	80
Prior Year	61	93	69	91	86	86	86	79	86	69	56	77	69
Percent Change from Prior Year	13%	-24%	-36%	26%	66%	83%	67%	115%	71%	26%	29%	1%	16%

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



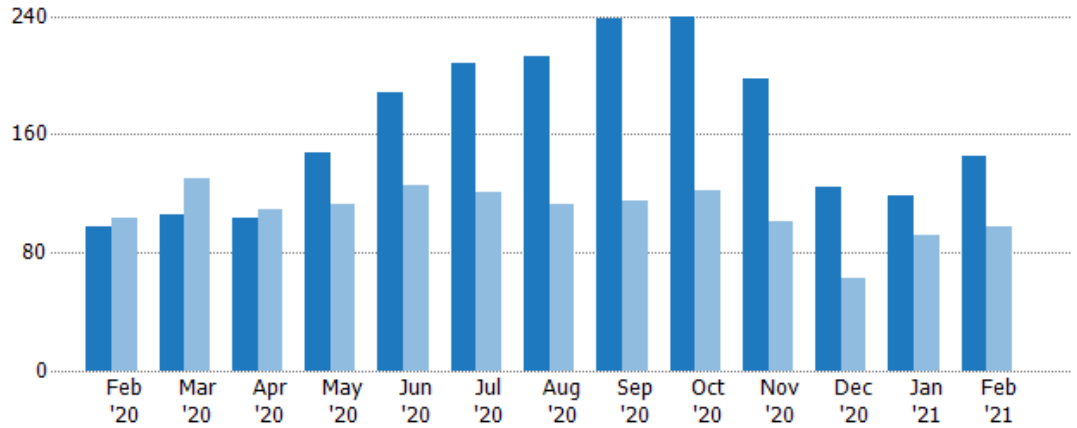
	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21
Current Year	\$19.8M	\$24.7M	\$14.2M	\$46.4M	\$51.8M	\$71.4M	\$62.5M	\$68.4M	\$67.6M	\$39.6M	\$31.3M	\$30.1M	\$31.5M
Prior Year	\$17.6M	\$25.8M	\$20.3M	\$30.8M	\$22.1M	\$25.3M	\$28.4M	\$23.8M	\$27.6M	\$23.8M	\$16.8M	\$25.2M	\$19.8M
Percent Change from Prior Year	13%	-4%	-30%	50%	134%	182%	120%	187%	144%	67%	86%	20%	59%

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



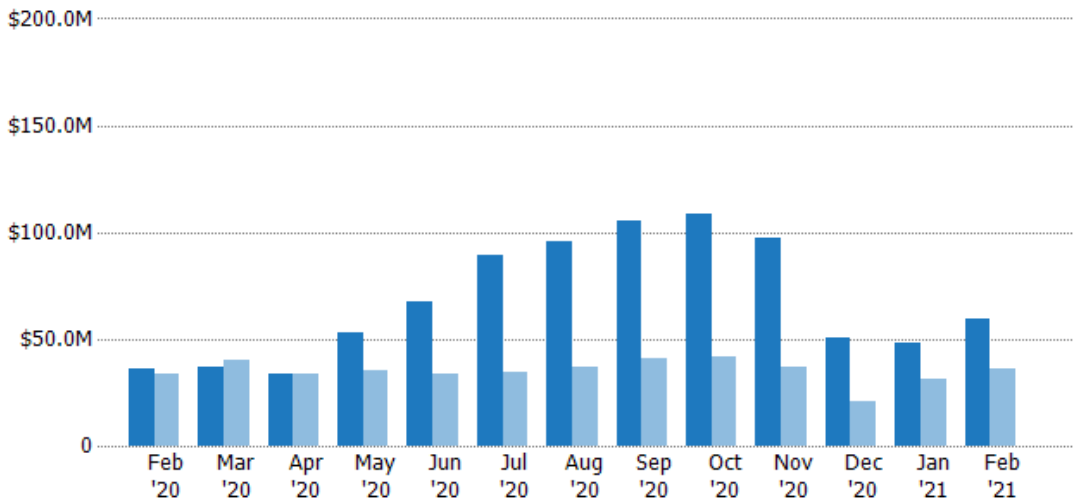
	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21
Current Year	97	106	103	148	188	208	213	238	239	198	124	119	145
Prior Year	103	130	109	113	126	121	113	115	122	101	63	92	97
Percent Change from Prior Year	-6%	-18%	-6%	31%	49%	72%	88%	107%	96%	96%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

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



	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21
Current Year	\$35.8M	\$37M	\$33.9M	\$52.9M	\$67.4M	\$89.2M	\$95.3M	\$105M	\$109M	\$96.9M	\$50.9M	\$47.8M	\$59.1M
Prior Year	\$33.7M	\$40.5M	\$33.7M	\$35.2M	\$34M	\$34.5M	\$37.1M	\$40.7M	\$41.8M	\$37.1M	\$20.8M	\$31.5M	\$35.8M
Percent Change from Prior Year	6%	-9%	1%	50%	98%	158%	157%	158%	161%	161%	144%	52%	65%

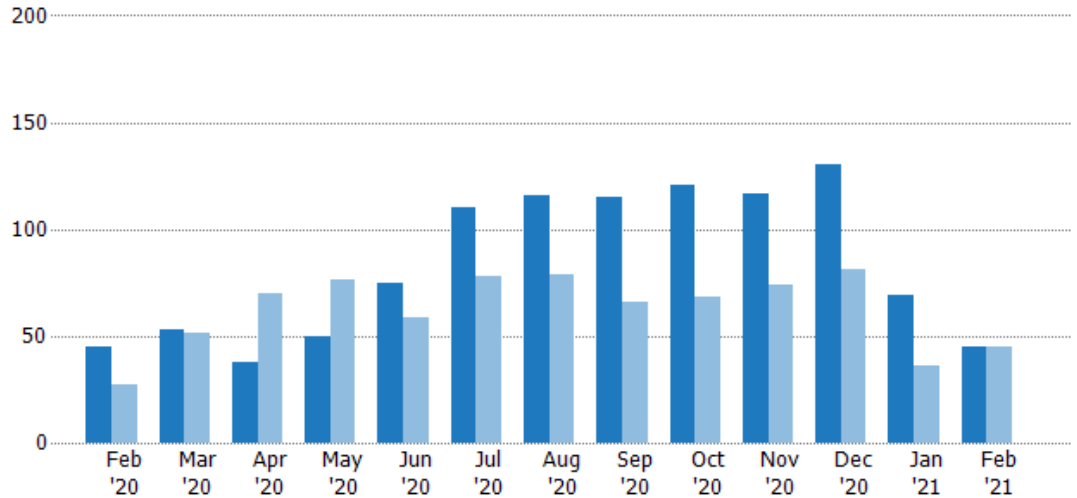
Closed Sales

The total number of residential properties sold each month.

Filters Used

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

Month/Year	Count	% Chg.
Feb '21	45	0%
Feb '20	45	66.7%
Feb '19	27	7.4%



	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21
Current Year	45	53	38	50	75	110	116	115	121	117	130	69	45
Prior Year	27	51	70	76	59	78	79	66	68	74	81	36	45
Percent Change from Prior Year	67%	4%	-46%	-34%	27%	41%	47%	74%	78%	58%	60%	92%	0%

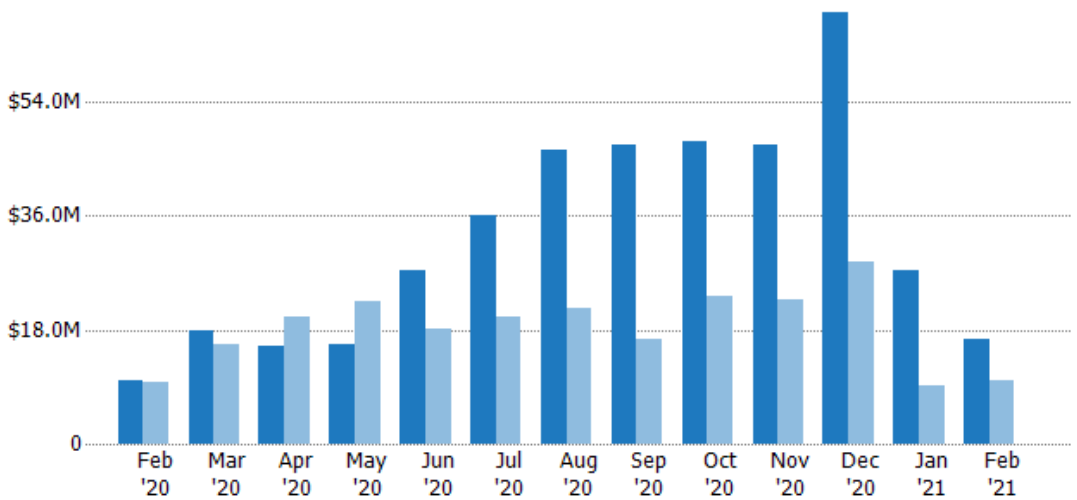
Closed Sales Volume

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

Month/Year	Volume	% Chg.
Feb '21	\$16.4M	62.9%
Feb '20	\$10.1M	3.6%
Feb '19	\$9.74M	-7.1%



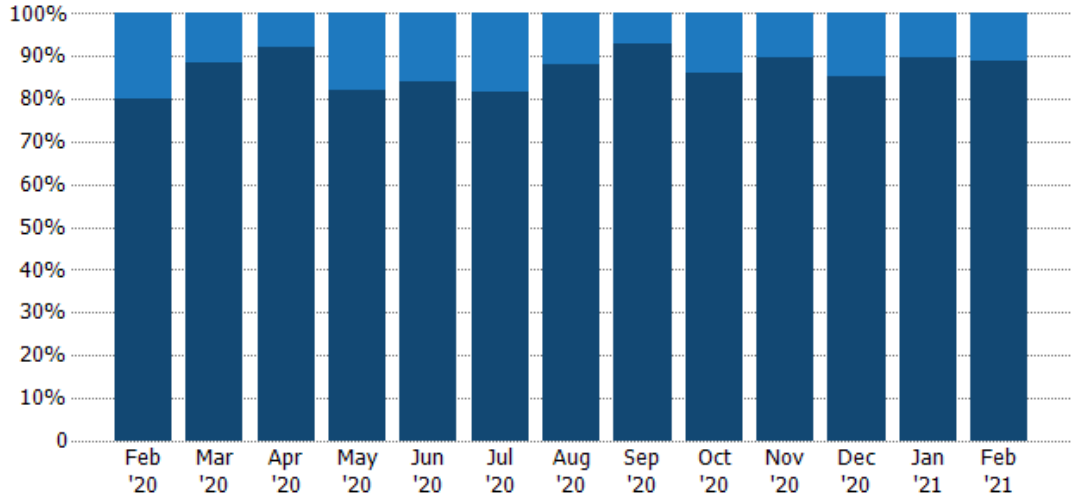
	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21
Current Year	\$10.1M	\$17.8M	\$15.5M	\$15.7M	\$27.2M	\$36M	\$46.5M	\$47.2M	\$47.7M	\$47.3M	\$68M	\$27.3M	\$16.4M
Prior Year	\$9.74M	\$15.7M	\$20.2M	\$22.4M	\$18.1M	\$20.1M	\$21.5M	\$16.4M	\$23.3M	\$22.8M	\$28.8M	\$9.17M	\$10.1M
Percent Change from Prior Year	4%	14%	-23%	-30%	51%	79%	117%	187%	105%	107%	136%	198%	63%

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



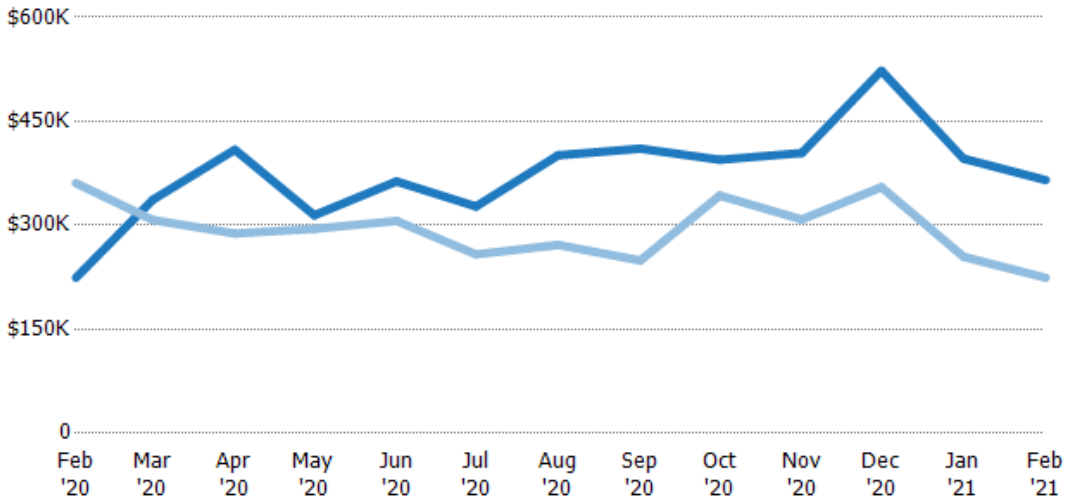
Condo/Townhouse	20%	11%	8%	18%	16%	18%	12%	7%	14%	10%	15%	10%	11%
Single Family Residence	80%	89%	92%	82%	84%	82%	88%	93%	86%	90%	85%	90%	89%

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



Current Year	\$224K	\$337K	\$409K	\$314K	\$363K	\$327K	\$401K	\$411K	\$394K	\$404K	\$523K	\$396K	\$365K
Prior Year	\$361K	\$308K	\$288K	\$295K	\$306K	\$258K	\$272K	\$249K	\$343K	\$308K	\$355K	\$255K	\$224K
Percent Change from Prior Year	-38%	9%	42%	7%	19%	27%	48%	65%	15%	31%	47%	56%	63%

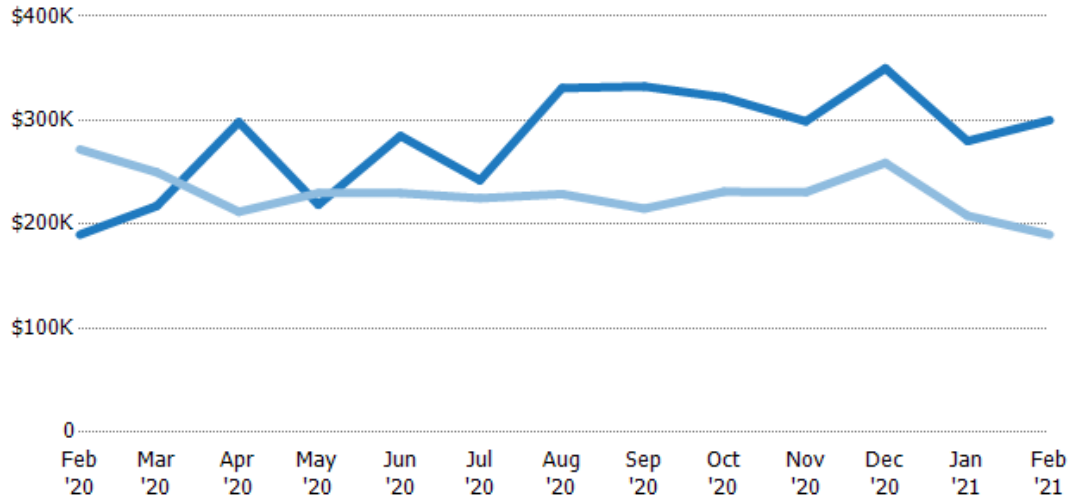
Median Sales Price

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.
Feb '21	\$300K	57.9%
Feb '20	\$190K	-30.1%
Feb '19	\$272K	-15.4%



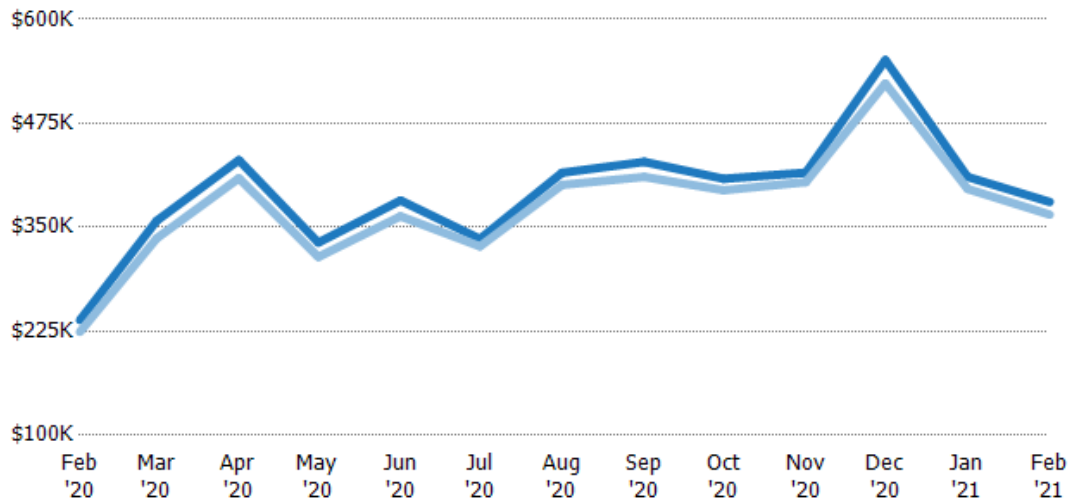
Current Year	\$190K	\$218K	\$298K	\$219K	\$285K	\$242K	\$331K	\$333K	\$322K	\$299K	\$350K	\$280K	\$300K
Prior Year	\$272K	\$250K	\$212K	\$230K	\$230K	\$225K	\$229K	\$215K	\$231K	\$231K	\$259K	\$208K	\$190K
Percent Change from Prior Year	-30%	-13%	41%	-5%	24%	8%	45%	55%	39%	30%	35%	34%	58%

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



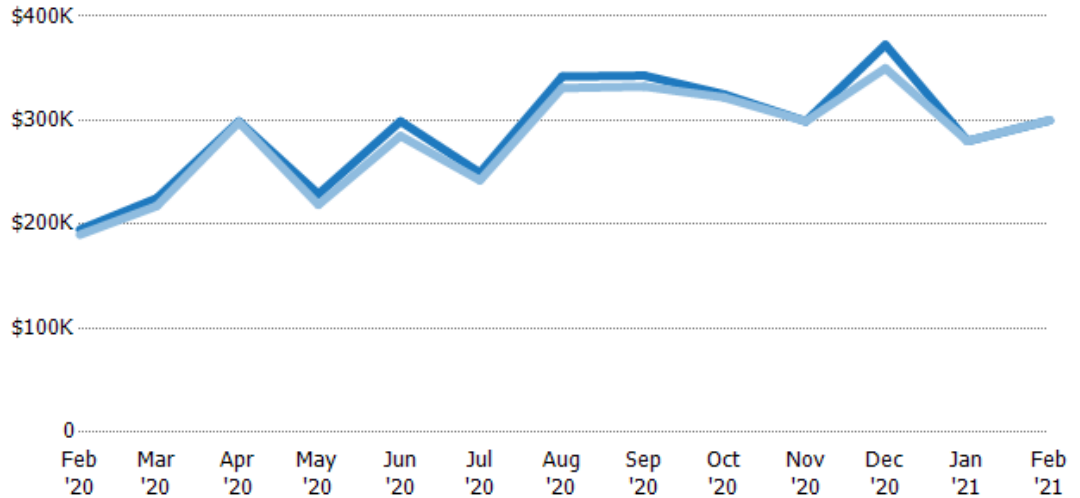
Avg List Price	\$238K	\$358K	\$431K	\$332K	\$382K	\$336K	\$416K	\$429K	\$408K	\$416K	\$551K	\$411K	\$380K
Avg Sales Price	\$224K	\$337K	\$409K	\$314K	\$363K	\$327K	\$401K	\$411K	\$394K	\$404K	\$523K	\$396K	\$365K
Avg Sales Price as a % of Avg List Price	94%	94%	95%	95%	95%	97%	96%	96%	97%	97%	95%	96%	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



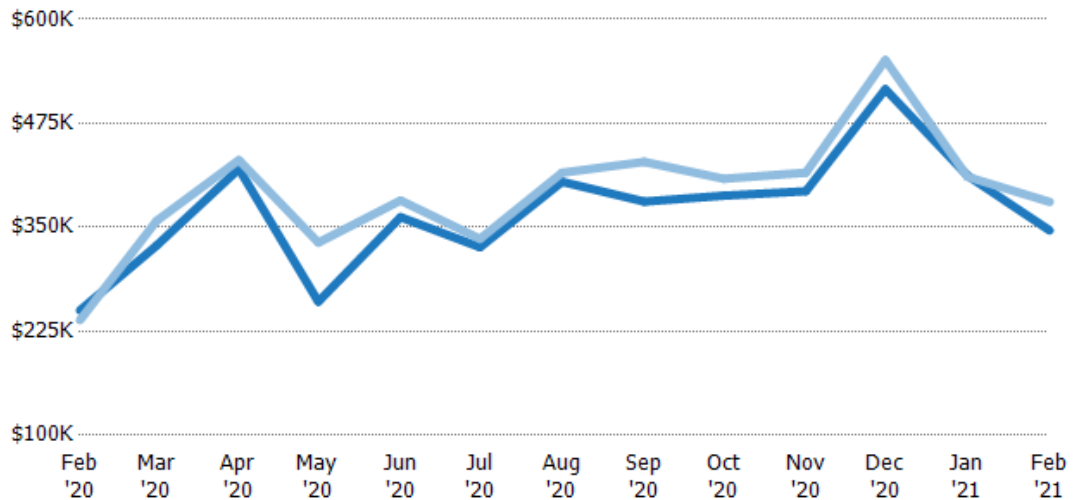
	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21
Median List Price	\$195K	\$225K	\$299K	\$229K	\$299K	\$250K	\$342K	\$343K	\$325K	\$299K	\$373K	\$280K	\$300K
Median Sales Price	\$190K	\$218K	\$298K	\$219K	\$285K	\$242K	\$331K	\$333K	\$322K	\$299K	\$350K	\$280K	\$300K
Med Sales Price as a % of Med List Price	97%	97%	100%	96%	95%	97%	97%	97%	99%	100%	94%	100%	100%

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



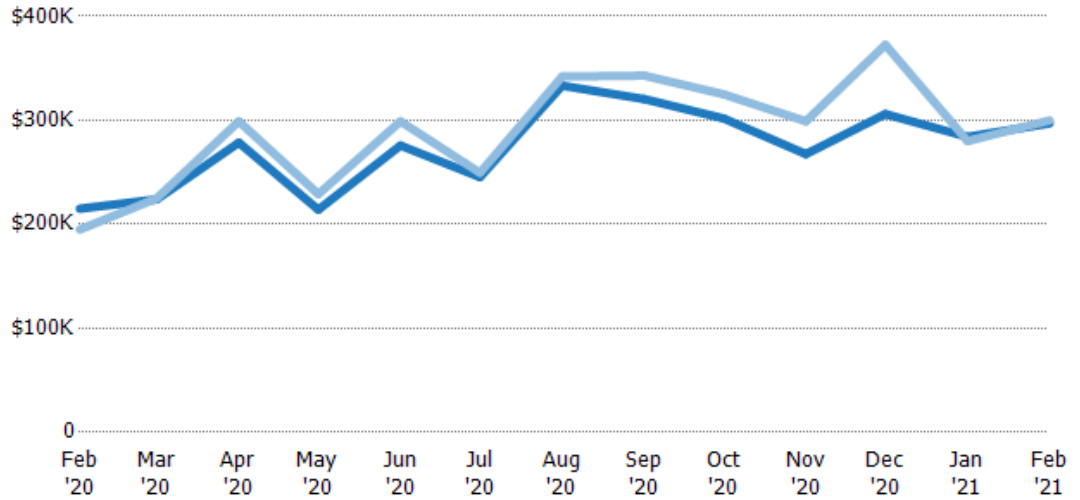
	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21
Avg Est Value	\$250K	\$328K	\$420K	\$261K	\$362K	\$326K	\$405K	\$381K	\$388K	\$393K	\$516K	\$412K	\$346K
Avg Sales Price	\$238K	\$358K	\$431K	\$332K	\$382K	\$336K	\$416K	\$429K	\$408K	\$416K	\$551K	\$411K	\$380K
Avg Sales Price as a % of Avg Est Value	95%	109%	103%	127%	106%	103%	103%	113%	105%	106%	107%	100%	110%

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



	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21
Median Est Value	\$215K	\$224K	\$279K	\$214K	\$276K	\$245K	\$333K	\$320K	\$302K	\$268K	\$306K	\$284K	\$297K
Median Sales Price	\$195K	\$225K	\$299K	\$229K	\$299K	\$250K	\$342K	\$343K	\$325K	\$299K	\$373K	\$280K	\$300K
Med Sales Price as a % of Med Est Value	91%	100%	107%	107%	108%	102%	103%	107%	108%	112%	122%	99%	101%