

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	Apr 2021	Apr 2020	+ / -	YTD 2021	YTD 2020	+ / -
Listing Activity Charts Metrics						
New Listing Count	97	46	+110.9%	289	237	+21.9%
New Listing Volume	\$50,510,700	\$20,077,200	+151.6%	\$156,865,746	\$100,535,298	+56%
Active Listing Count	135	437	-69.1%	N/A	N/A	
Active Listing Volume	\$102,044,547	\$236,108,421	-56.8%	N/A	N/A	
Average Listing Price	\$755,886	\$540,294	+39.9%	\$669,736	\$523,431	+28%
Median Listing Price	\$459,000	\$375,000	+22.4%	\$418,952	\$359,921	+16.4%
Median Days in RPR	56	223	-74.9%	112.22	216.45	-48.2%
Months of Inventory	2	8.4	-76.7%	3.7	9.9	-62.5%
Absorption Rate	51.11%	11.9%	+39.2%	26.83%	10.07%	+16.8%
Sales Activity Charts Metrics						
New Pending Sales Count	98	44	+122.7%	352	262	+34.4%
New Pending Sales Volume	\$41,856,398	\$14,170,790	+195.4%	\$154,867,295	\$83,909,889	+84.6%
Pending Sales Count	180	103	+74.8%	N/A	N/A	
Pending Sales Volume	\$84,604,202	\$33,852,399	+149.9%	N/A	N/A	
Closed Sales Count	68	39	+74.4%	252	172	+46.5%
Closed Sales Volume	\$29,126,810	\$15,675,400	+85.8%	\$99,437,452	\$52,490,652	+89.4%
Average Sales Price	\$428,335	\$401,933	+6.6%	\$394,593	\$305,178	+29.3%
Median Sales Price	\$333,750	\$297,500	+12.2%	\$292,952	\$225,451	+29.9%

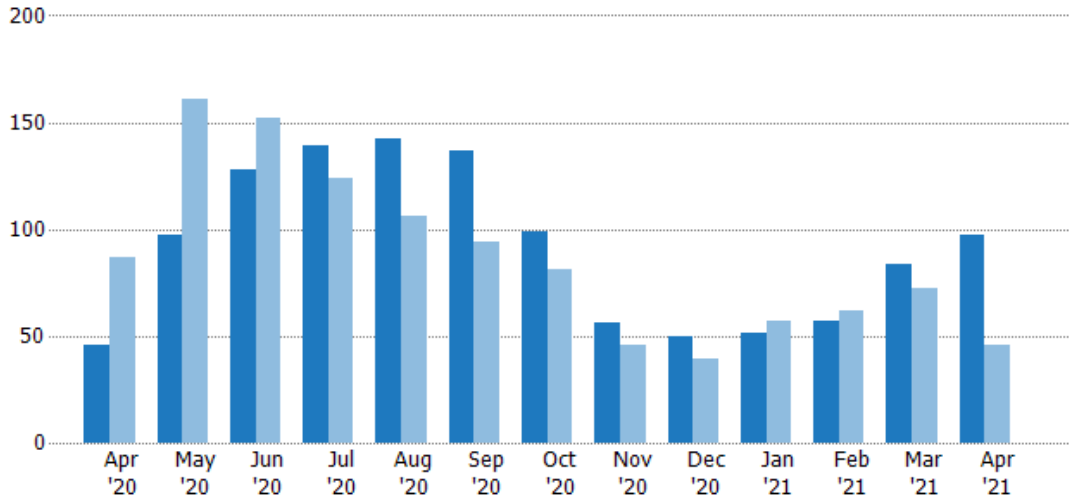
New Listings

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.
Apr '21	97	110.9%
Apr '20	46	-47.1%
Apr '19	87	0%



Current Year	46	97	128	139	142	137	99	56	50	51	57	84	97
Prior Year	87	161	152	124	106	94	81	46	39	57	62	72	46
Percent Change from Prior Year	-47%	-40%	-16%	12%	34%	46%	22%	22%	28%	-11%	-8%	17%	111%

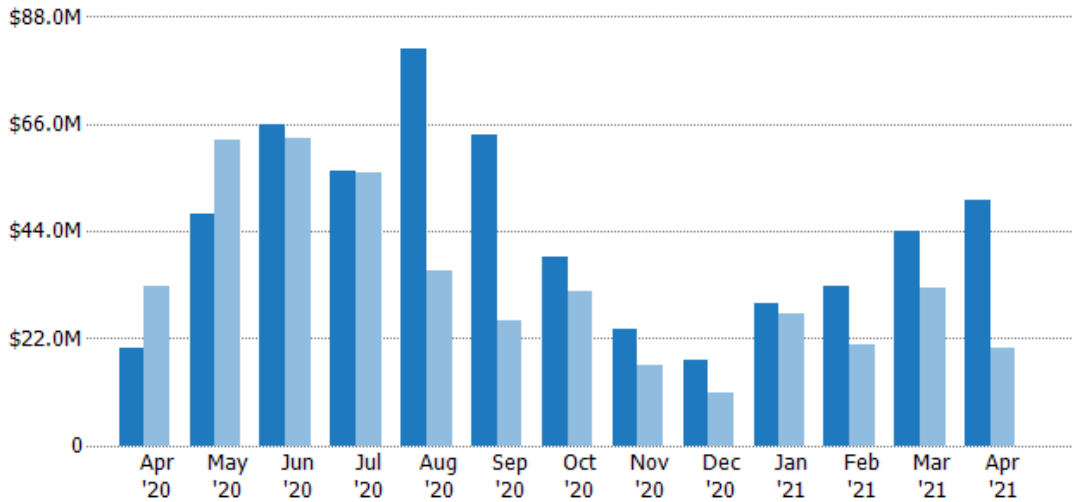
New Listing Volume

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.
Apr '21	\$50.5M	151.6%
Apr '20	\$20.1M	-38.4%
Apr '19	\$32.6M	4.1%



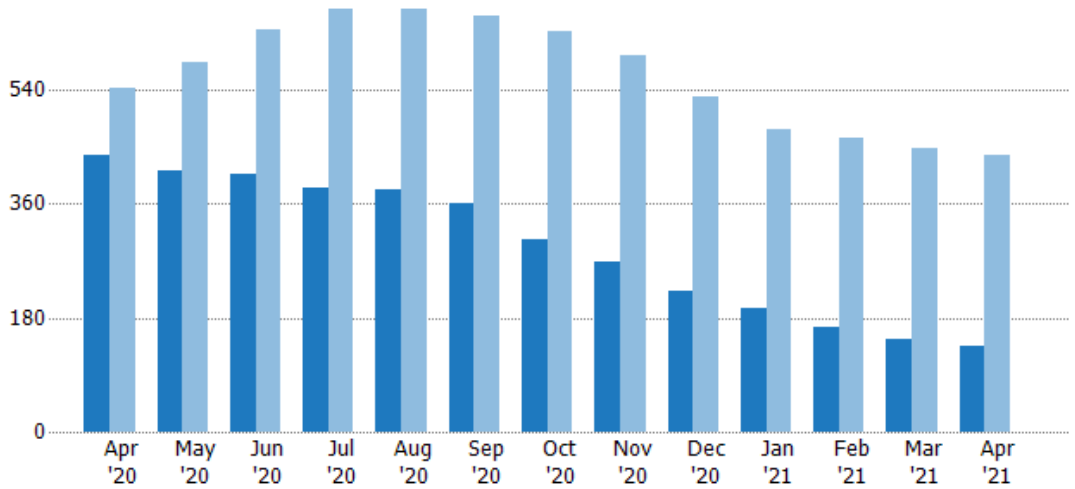
Current Year	\$20.1M	\$47.5M	\$65.9M	\$56.4M	\$81.5M	\$63.8M	\$38.6M	\$23.9M	\$17.7M	\$29.3M	\$32.9M	\$44.1M	\$50.5M
Prior Year	\$32.6M	\$62.8M	\$63.3M	\$55.9M	\$35.8M	\$25.6M	\$31.5M	\$16.7M	\$10.8M	\$27.3M	\$20.9M	\$32.3M	\$20.1M
Percent Change from Prior Year	-38%	-24%	4%	1%	128%	150%	22%	43%	64%	8%	58%	36%	152%

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



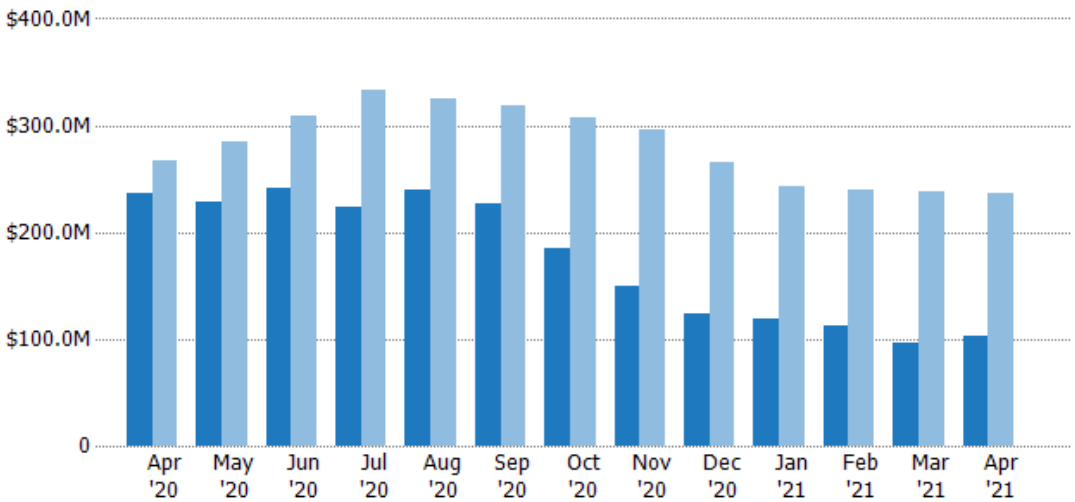
	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21
Current Year	437	412	408	386	383	361	304	267	221	195	164	147	135
Prior Year	543	582	636	668	667	656	632	593	529	478	464	448	437
Percent Change from Prior Year	-20%	-29%	-36%	-42%	-43%	-45%	-52%	-55%	-58%	-59%	-65%	-67%	-69%

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



	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21
Current Year	\$236M	\$229M	\$241M	\$224M	\$240M	\$227M	\$184M	\$149M	\$124M	\$118M	\$112M	\$96.6M	\$102M
Prior Year	\$267M	\$285M	\$309M	\$333M	\$324M	\$318M	\$308M	\$296M	\$266M	\$243M	\$240M	\$238M	\$236M
Percent Change from Prior Year	-12%	-20%	-22%	-33%	-26%	-29%	-40%	-50%	-53%	-51%	-53%	-59%	-57%

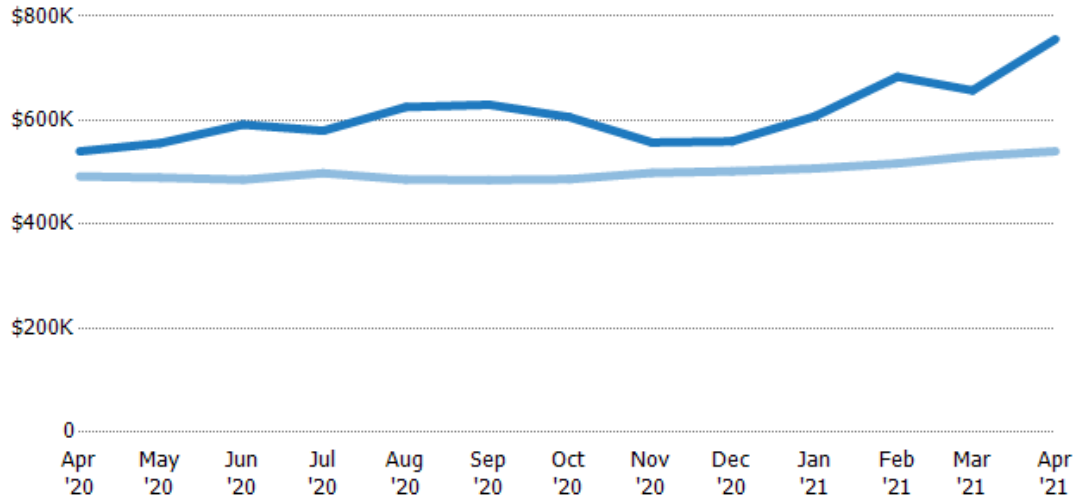
Average Listing Price

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.
Apr '21	\$756K	39.9%
Apr '20	\$540K	9.8%
Apr '19	\$492K	-4.3%



Current Year	\$540K	\$556K	\$592K	\$580K	\$625K	\$630K	\$606K	\$557K	\$559K	\$608K	\$684K	\$657K	\$756K
Prior Year	\$492K	\$490K	\$486K	\$498K	\$486K	\$485K	\$487K	\$499K	\$502K	\$507K	\$517K	\$531K	\$540K
Percent Change from Prior Year	10%	14%	22%	16%	29%	30%	25%	12%	11%	20%	32%	24%	40%

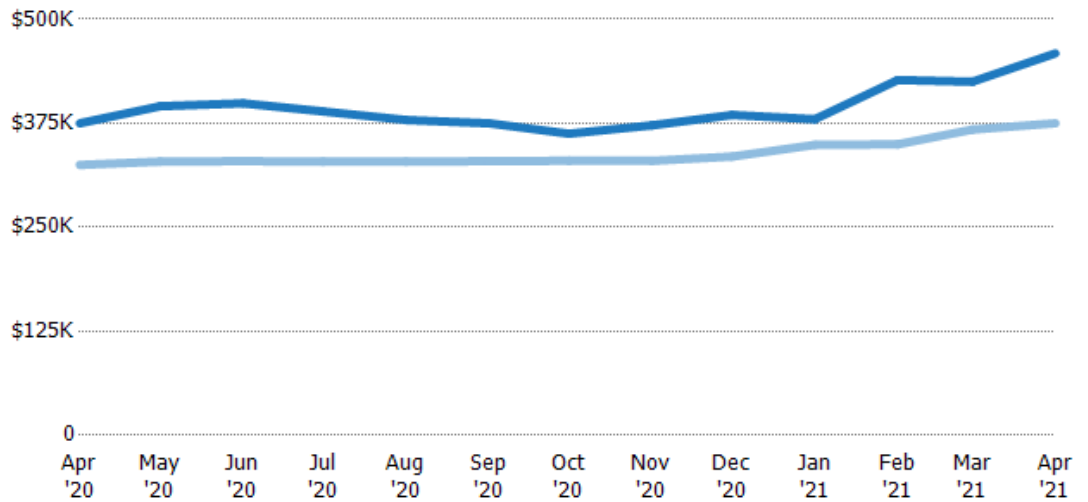
Median Listing Price

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.
Apr '21	\$459K	22.4%
Apr '20	\$375K	15.4%
Apr '19	\$325K	-7.7%



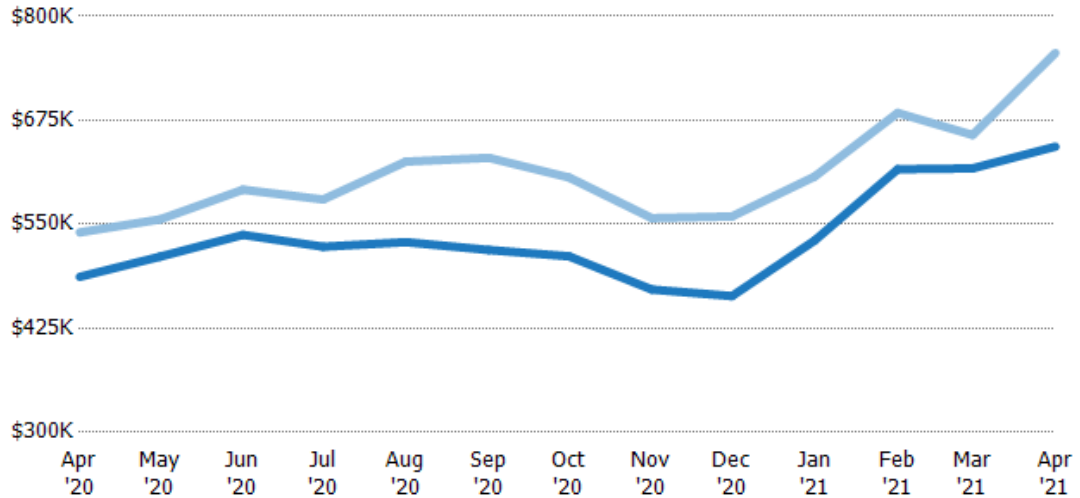
Current Year	\$375K	\$396K	\$399K	\$389K	\$379K	\$375K	\$363K	\$373K	\$385K	\$380K	\$427K	\$425K	\$459K
Prior Year	\$325K	\$329K	\$329K	\$329K	\$329K	\$329K	\$330K	\$330K	\$335K	\$349K	\$350K	\$367K	\$375K
Percent Change from Prior Year	15%	20%	21%	18%	15%	14%	10%	13%	15%	9%	22%	16%	22%

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



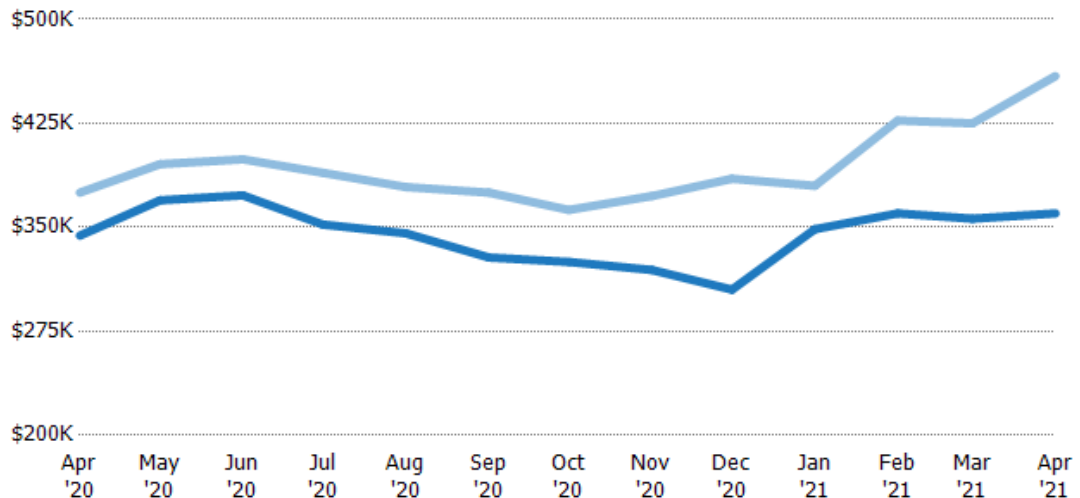
	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21
Avg Est Value	\$487K	\$511K	\$537K	\$523K	\$529K	\$519K	\$512K	\$472K	\$464K	\$531K	\$616K	\$617K	\$643K
Avg Listing Price	\$540K	\$556K	\$592K	\$580K	\$625K	\$630K	\$606K	\$557K	\$559K	\$608K	\$684K	\$657K	\$756K
Avg Listing Price as a % of Avg Est Value	111%	109%	110%	111%	118%	121%	119%	118%	121%	114%	111%	107%	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



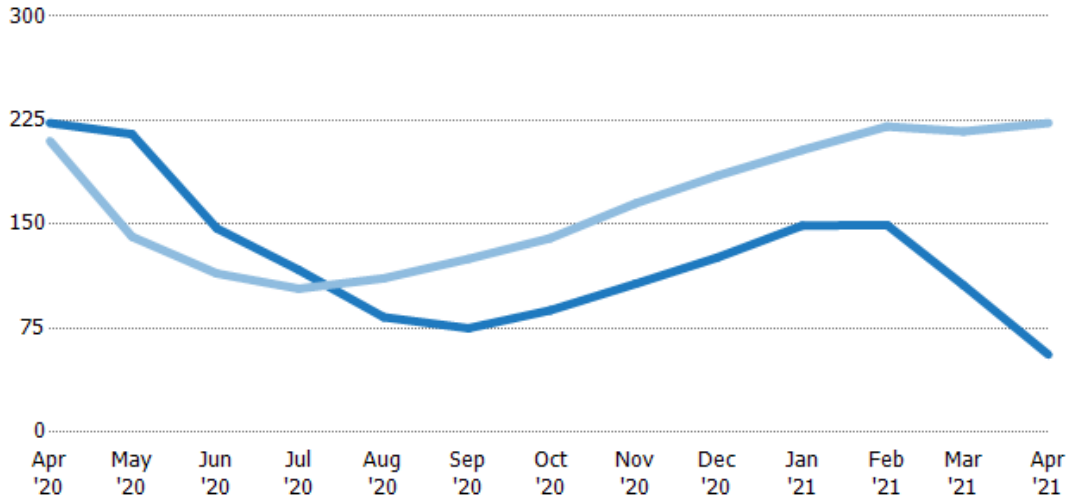
	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21
Median Est Value	\$344K	\$369K	\$373K	\$352K	\$346K	\$328K	\$325K	\$319K	\$305K	\$349K	\$360K	\$356K	\$360K
Median Listing Price	\$375K	\$396K	\$399K	\$389K	\$379K	\$375K	\$363K	\$373K	\$385K	\$380K	\$427K	\$425K	\$459K
Med Listing Price as a % of Med Est Value	109%	107%	107%	111%	110%	114%	112%	117%	126%	109%	119%	119%	128%

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



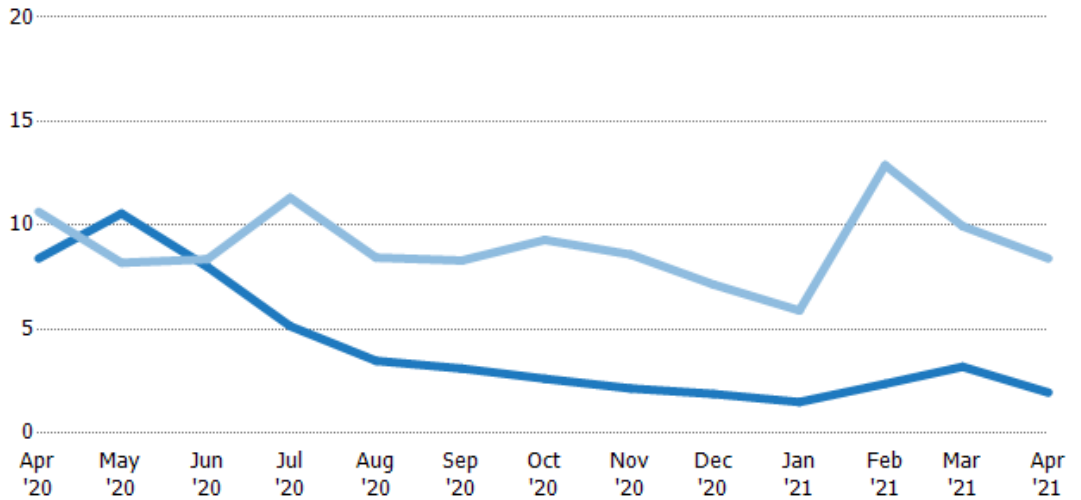
	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21
Current Year	223	215	147	117	83	75	88	107	126	149	150	106	56
Prior Year	210	141	115	104	111	125	140	165	185	204	221	217	223
Percent Change from Prior Year	6%	52%	28%	13%	-25%	-40%	-37%	-35%	-32%	-27%	-32%	-51%	-75%

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



	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21
Current Year	8.4	10.6	8	5.15	3.48	3.11	2.62	2.15	1.89	1.5	2.38	3.2	1.96
Prior Year	10.6	8.2	8.37	11.3	8.44	8.3	9.29	8.59	7.15	5.9	12.9	9.96	8.4
Percent Change from Prior Year	-21%	29%	-4%	-55%	-59%	-63%	-72%	-75%	-74%	-75%	-82%	-68%	-77%

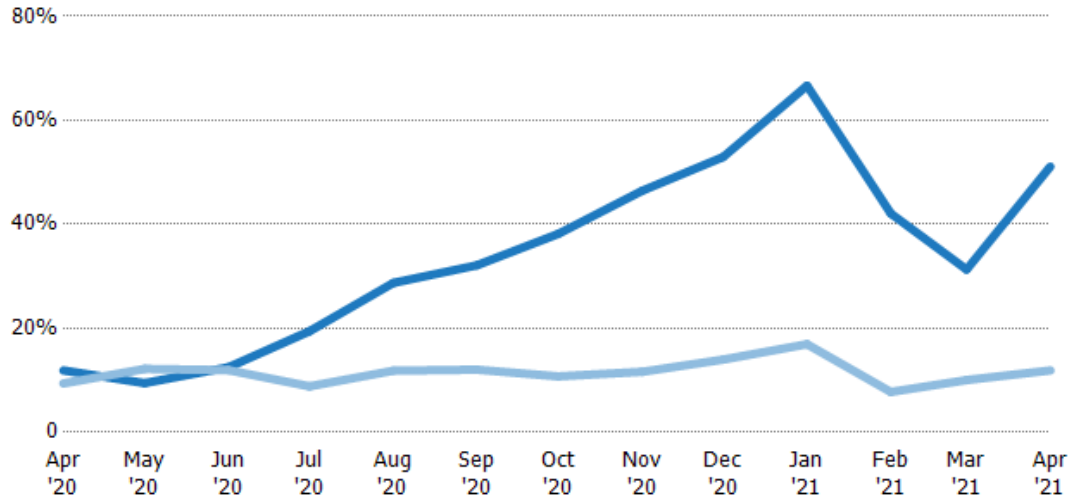
Absorption Rate

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.
Apr '21	51%	-39.2%
Apr '20	12%	-2.5%
Apr '19	9%	-20.8%



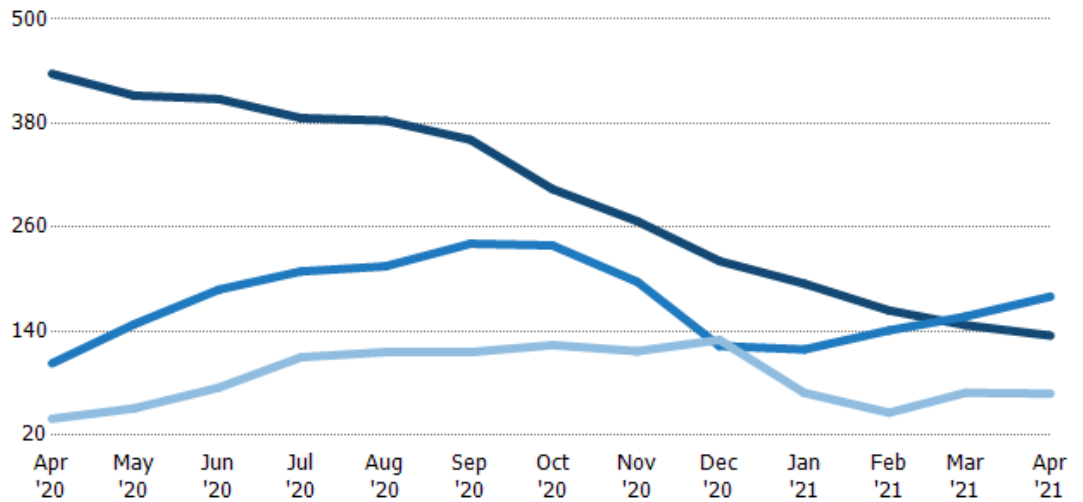
Current Year	12%	9%	13%	19%	29%	32%	38%	46%	53%	67%	42%	31%	51%
Prior Year	9%	12%	12%	9%	12%	12%	11%	12%	14%	17%	8%	10%	12%
Change from Prior Year	-3%	3%	-1%	-11%	-17%	-20%	-27%	-35%	-39%	-50%	-34%	-21%	-39%

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	437	412	408	386	383	361	304	267	221	195	164	147	135
Pending	103	148	188	209	215	241	239	197	123	119	141	157	180
Sold	39	51	75	110	116	116	124	117	130	69	46	69	68

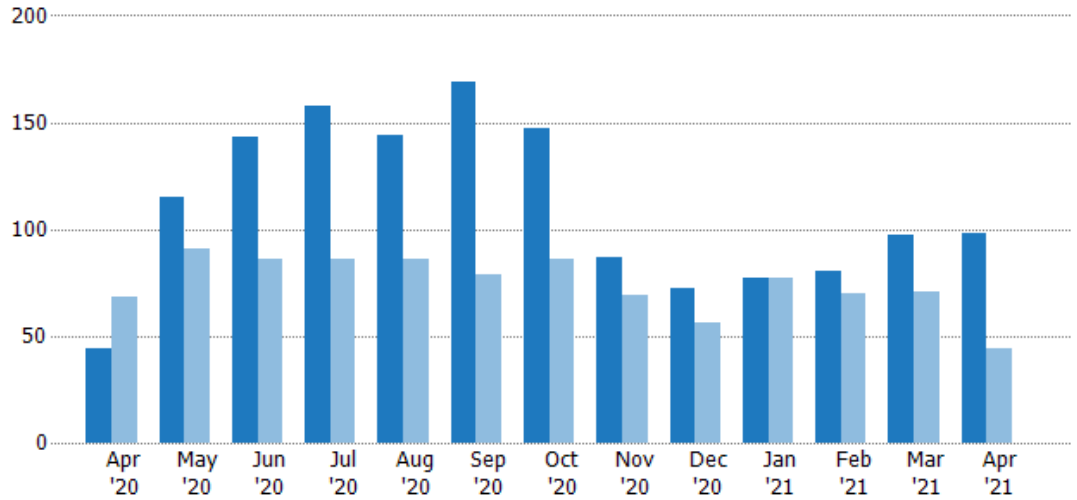
New Pending Sales

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.
Apr '21	98	122.7%
Apr '20	44	-35.3%
Apr '19	68	2.9%



Current Year	44	115	143	158	144	169	147	87	72	77	80	97	98
Prior Year	68	91	86	86	86	79	86	69	56	77	70	71	44
Percent Change from Prior Year	-35%	26%	66%	84%	67%	114%	71%	26%	29%	0%	14%	37%	123%

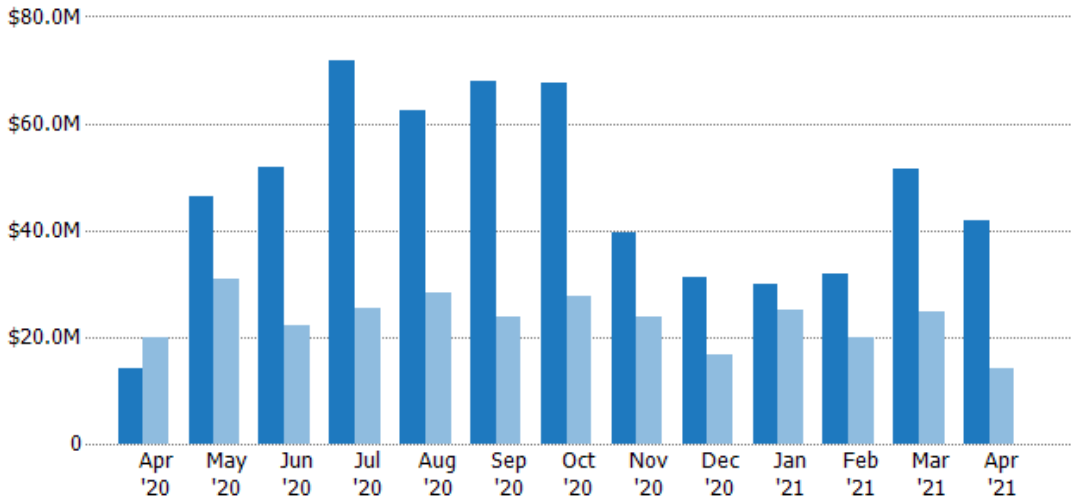
New Pending Sales Volume

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.
Apr '21	\$41.9M	195.4%
Apr '20	\$14.2M	-28.8%
Apr '19	\$19.9M	-6.7%



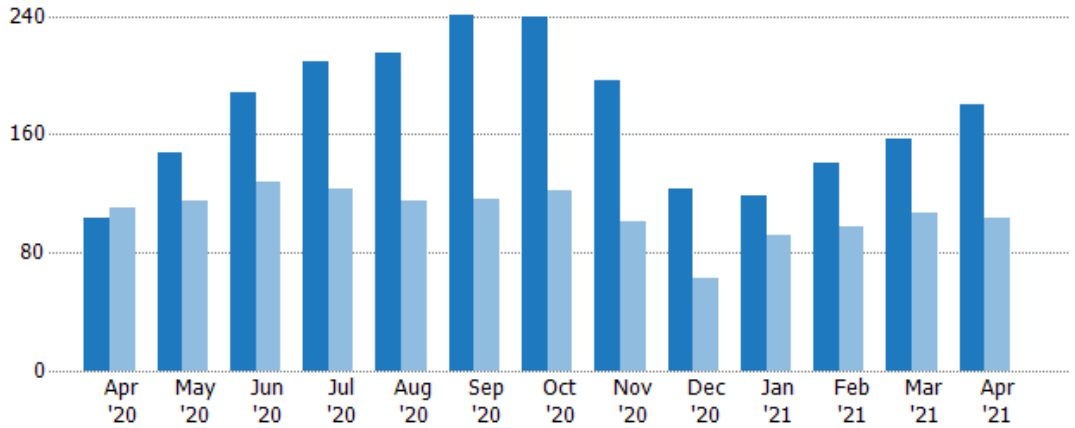
Current Year	\$14.2M	\$46.4M	\$51.8M	\$71.7M	\$62.5M	\$68M	\$67.6M	\$39.6M	\$31.3M	\$29.9M	\$31.7M	\$51.3M	\$41.9M
Prior Year	\$19.9M	\$30.8M	\$22.1M	\$25.3M	\$28.4M	\$23.8M	\$27.6M	\$23.8M	\$16.8M	\$25.2M	\$19.9M	\$24.7M	\$14.2M
Percent Change from Prior Year	-29%	50%	134%	183%	120%	186%	144%	67%	86%	19%	59%	108%	195%

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



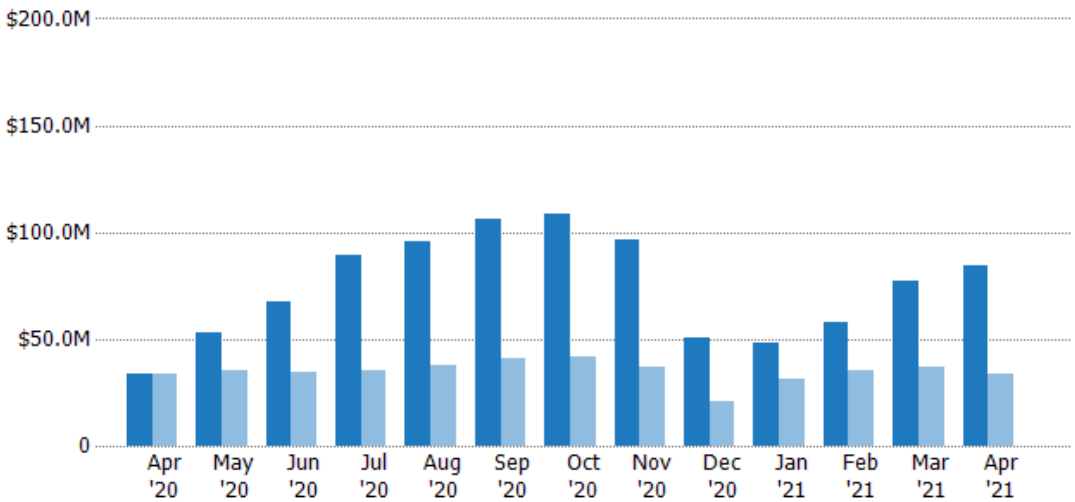
	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21
Current Year	103	148	188	209	215	241	239	197	123	119	141	157	180
Prior Year	110	115	128	123	115	116	122	101	63	92	97	107	103
Percent Change from Prior Year	-6%	29%	47%	70%	87%	108%	96%	95%	95%	29%	45%	47%	75%

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



	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21
Current Year	\$33.9M	\$52.9M	\$67.4M	\$89.6M	\$95.8M	\$106M	\$109M	\$96.5M	\$50.5M	\$48.2M	\$57.8M	\$76.8M	\$84.6M
Prior Year	\$33.7M	\$35.5M	\$34.4M	\$34.9M	\$37.5M	\$41.3M	\$41.8M	\$37.1M	\$20.8M	\$31.5M	\$35.6M	\$37.2M	\$33.9M
Percent Change from Prior Year	0%	49%	96%	156%	155%	157%	161%	160%	142%	53%	62%	107%	150%

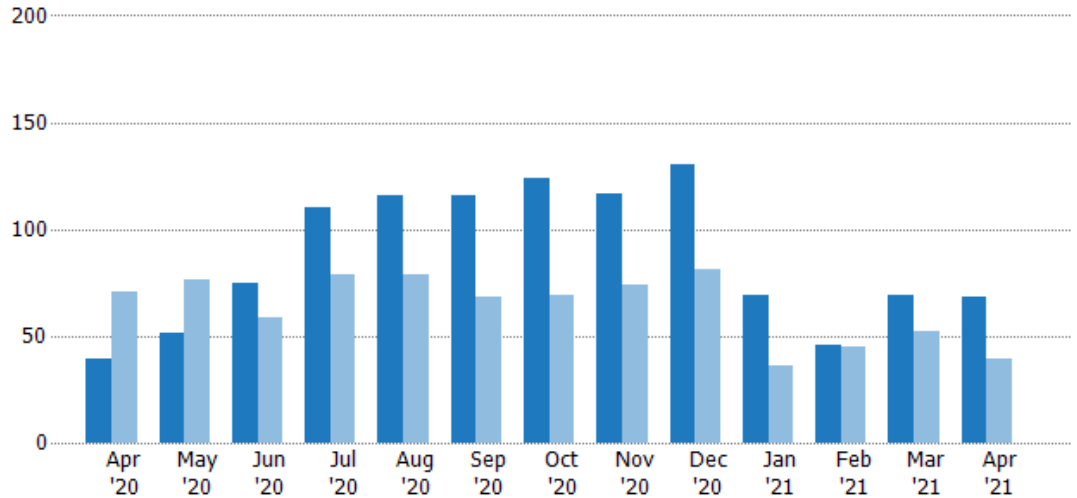
Closed Sales

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.
Apr '21	68	74.4%
Apr '20	39	-45.1%
Apr '19	71	-16.9%



Current Year	39	51	75	110	116	116	124	117	130	69	46	69	68
Prior Year	71	76	59	79	79	68	69	74	81	36	45	52	39
Percent Change from Prior Year	-45%	-33%	27%	39%	47%	71%	80%	58%	60%	92%	2%	33%	74%

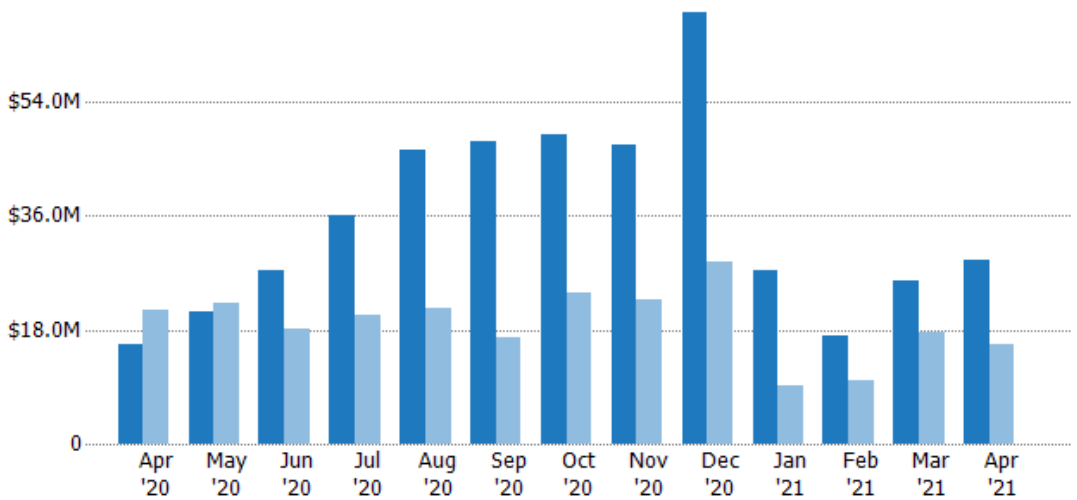
Closed Sales Volume

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.
Apr '21	\$29.1M	85.8%
Apr '20	\$15.7M	-25.4%
Apr '19	\$21M	-10.1%



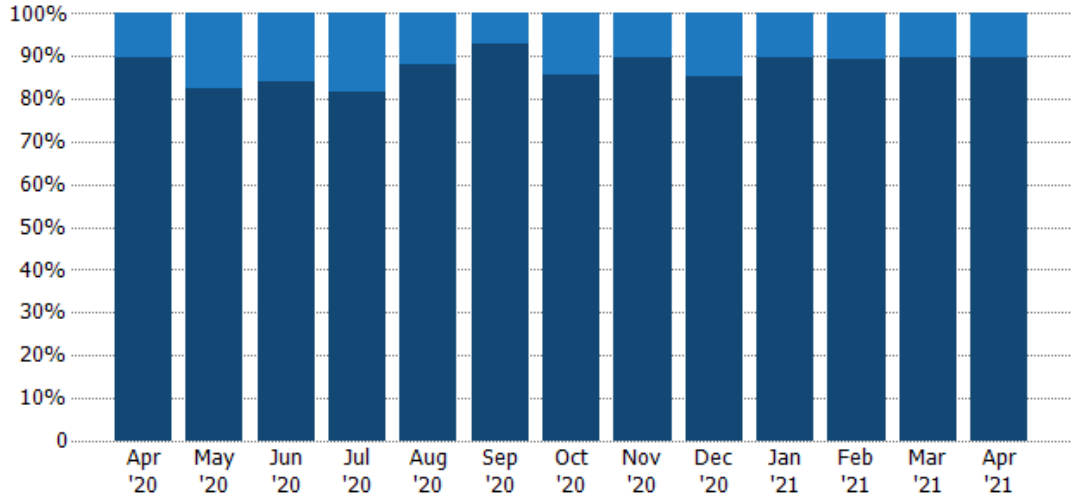
Current Year	\$15.7M	\$20.9M	\$27.2M	\$36M	\$46.5M	\$47.6M	\$48.7M	\$47.3M	\$68M	\$27.3M	\$17.2M	\$25.8M	\$29.1M
Prior Year	\$21M	\$22.3M	\$18.1M	\$20.4M	\$21.5M	\$16.9M	\$23.9M	\$22.8M	\$28.8M	\$9.17M	\$10.1M	\$17.6M	\$15.7M
Percent Change from Prior Year	-25%	-6%	51%	77%	117%	182%	104%	107%	136%	198%	70%	47%	86%

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



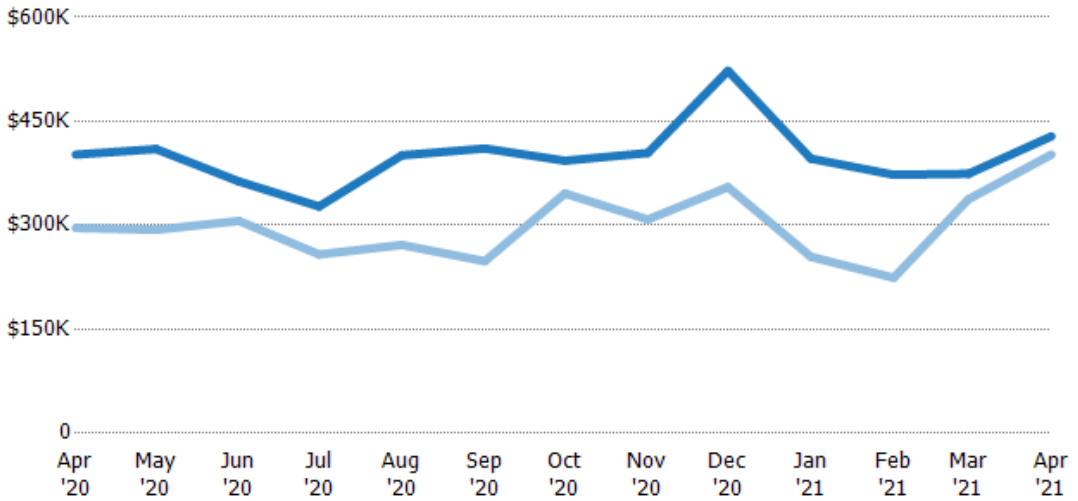
Condo/Townhouse	10%	18%	16%	18%	12%	7%	15%	10%	15%	10%	11%	10%	10%
Single Family Residence	90%	82%	84%	82%	88%	93%	85%	90%	85%	90%	89%	90%	90%

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	\$402K	\$410K	\$363K	\$327K	\$401K	\$411K	\$393K	\$404K	\$523K	\$396K	\$373K	\$374K	\$428K
Prior Year	\$296K	\$293K	\$306K	\$258K	\$272K	\$248K	\$346K	\$308K	\$355K	\$255K	\$224K	\$338K	\$402K
Percent Change from Prior Year	36%	40%	19%	27%	48%	66%	14%	31%	47%	56%	66%	11%	7%

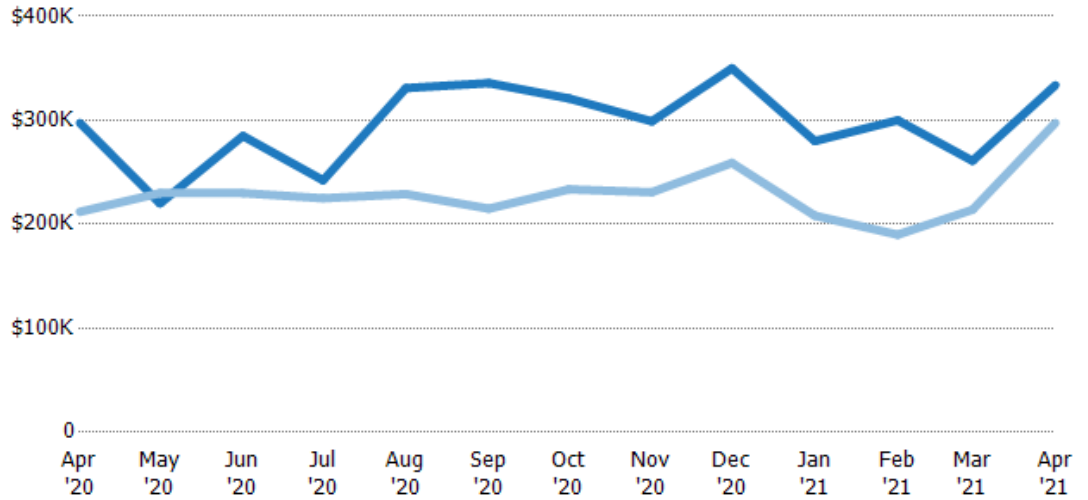
Median Sales Price

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.
Apr '21	\$334K	12.2%
Apr '20	\$298K	40.3%
Apr '19	\$212K	-17.5%



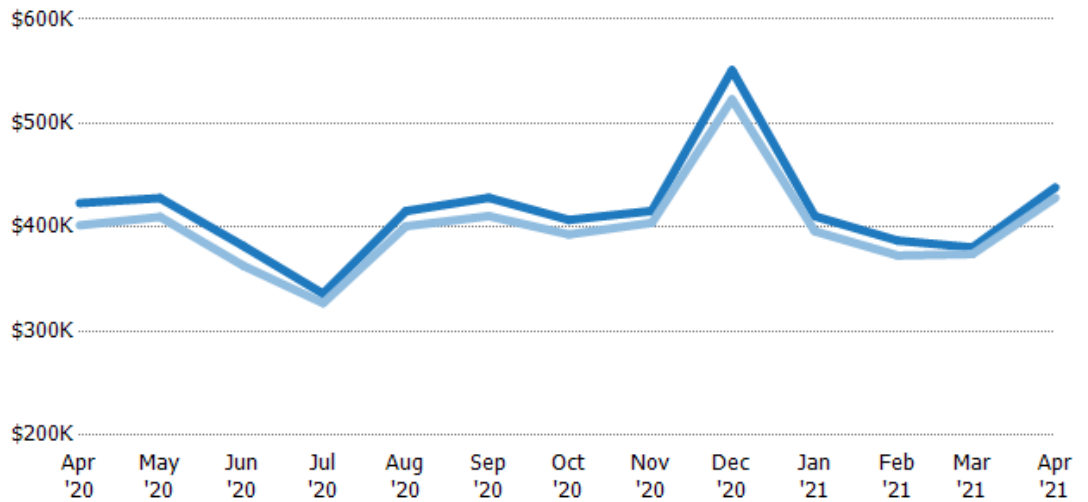
Current Year	\$298K	\$220K	\$285K	\$242K	\$331K	\$336K	\$321K	\$299K	\$350K	\$280K	\$300K	\$261K	\$334K
Prior Year	\$212K	\$230K	\$230K	\$225K	\$229K	\$215K	\$234K	\$231K	\$259K	\$208K	\$190K	\$214K	\$298K
Percent Change from Prior Year	40%	-4%	24%	8%	45%	56%	37%	30%	35%	34%	58%	22%	12%

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



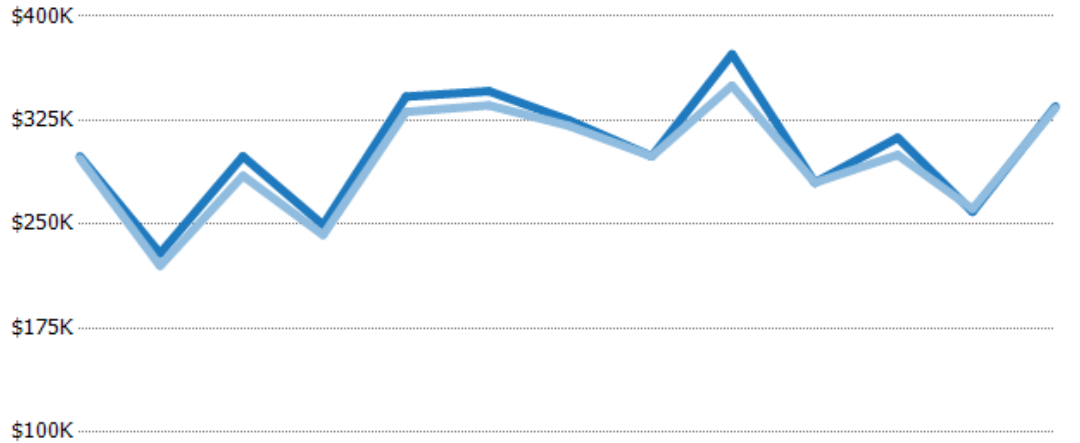
Avg List Price	\$423K	\$428K	\$382K	\$336K	\$416K	\$428K	\$407K	\$416K	\$551K	\$411K	\$387K	\$381K	\$438K
Avg Sales Price	\$402K	\$410K	\$363K	\$327K	\$401K	\$411K	\$393K	\$404K	\$523K	\$396K	\$373K	\$374K	\$428K
Avg Sales Price as a % of Avg List Price	95%	96%	95%	97%	96%	96%	97%	97%	95%	96%	96%	98%	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



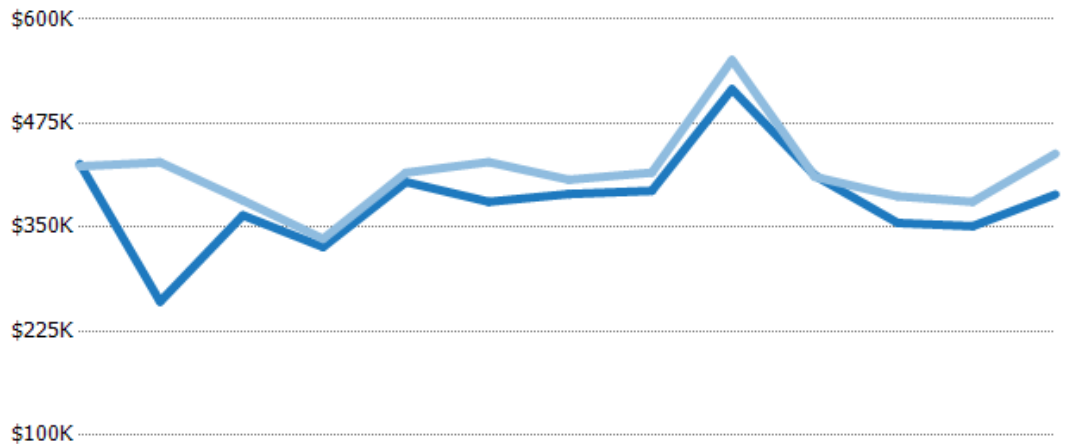
	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21
Median List Price	\$299K	\$229K	\$299K	\$250K	\$342K	\$346K	\$325K	\$299K	\$373K	\$280K	\$312K	\$259K	\$335K
Median Sales Price	\$298K	\$220K	\$285K	\$242K	\$331K	\$336K	\$321K	\$299K	\$350K	\$280K	\$300K	\$261K	\$334K
Med Sales Price as a % of Med List Price	99%	96%	95%	97%	97%	97%	99%	100%	94%	100%	96%	101%	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



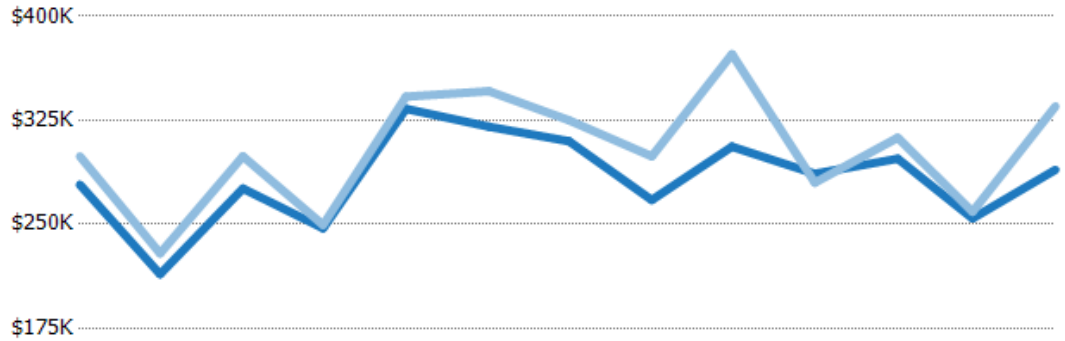
	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21
Avg Est Value	\$426K	\$261K	\$364K	\$326K	\$404K	\$381K	\$390K	\$394K	\$516K	\$412K	\$355K	\$351K	\$389K
Avg Sales Price	\$423K	\$428K	\$382K	\$336K	\$416K	\$428K	\$407K	\$416K	\$551K	\$411K	\$387K	\$381K	\$438K
Avg Sales Price as a % of Avg Est Value	99%	164%	105%	103%	103%	113%	104%	106%	107%	100%	109%	108%	113%

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



	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21
Median Est Value	\$279K	\$214K	\$276K	\$247K	\$333K	\$320K	\$310K	\$268K	\$306K	\$286K	\$297K	\$254K	\$289K
Median Sales Price	\$299K	\$229K	\$299K	\$250K	\$342K	\$346K	\$325K	\$299K	\$373K	\$280K	\$312K	\$259K	\$335K
Med Sales Price as a % of Med Est Value	107%	107%	108%	101%	103%	108%	105%	112%	122%	98%	105%	102%	116%