

## 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	May 2021	May 2020	+ / -	YTD 2021	YTD 2020	+ / -
<b>Listing Activity Charts Metrics</b>						
New Listing Count	102	97	+5.2%	393	334	+17.7%
New Listing Volume	\$43,546,100	\$47,543,750	-8.4%	\$199,495,746	\$149,144,648	+33.8%
Active Listing Count	69	420	-83.6%	N/A	N/A	
Active Listing Volume	\$39,506,900	\$233,589,576	-83.1%	N/A	N/A	
Average Listing Price	\$572,564	\$556,166	+2.9%	\$650,458	\$531,259	+22.4%
Median Listing Price	\$435,000	\$395,500	+10%	\$422,869	\$366,351	+15.4%
Median Days in RPR	24	215	-88.8%	102.16	215.85	-52.7%
Months of Inventory	1	10.8	-90.7%	3.5	8.9	-60.6%
Absorption Rate	100%	9.29%	+90.7%	28.61%	11.28%	+17.3%
<b>Sales Activity Charts Metrics</b>						
New Pending Sales Count	104	116	-10.3%	457	377	+21.2%
New Pending Sales Volume	\$48,086,700	\$46,553,995	+3.3%	\$203,162,995	\$129,963,884	+56.3%
Pending Sales Count	57	151	-62.3%	N/A	N/A	
Pending Sales Volume	\$28,289,098	\$53,543,595	-47.2%	N/A	N/A	
Closed Sales Count	71	50	+42%	324	222	+45.9%
Closed Sales Volume	\$36,405,128	\$15,718,560	+131.6%	\$135,501,672	\$68,043,212	+99.1%
Average Sales Price	\$512,748	\$314,371	+63.1%	\$418,215	\$306,501	+36.4%
Median Sales Price	\$320,000	\$218,750	+46.3%	\$297,532	\$223,941	+32.9%

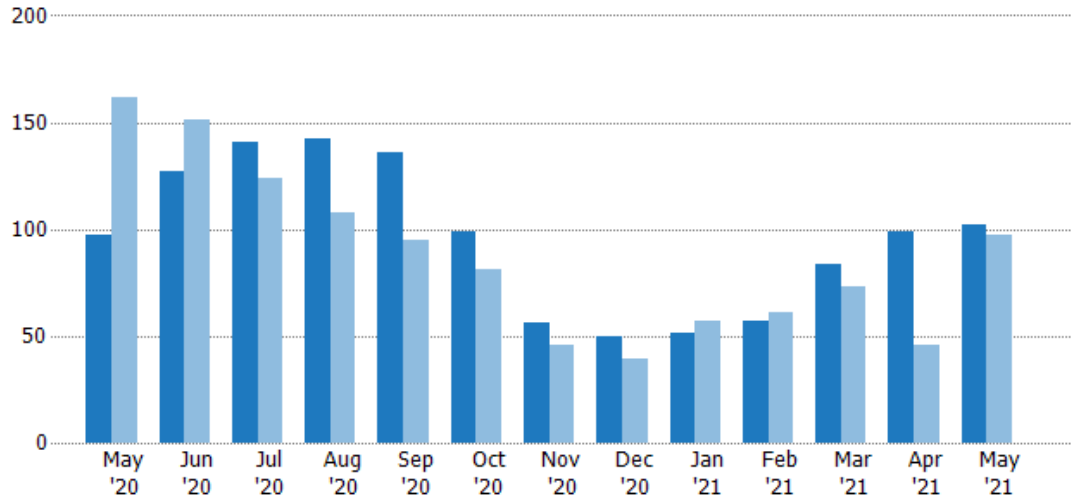
## New Listings

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.
May '21	102	5.2%
May '20	97	-40.1%
May '19	162	1.2%



	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21
Current Year	97	127	141	142	136	99	56	50	51	57	84	99	102
Prior Year	162	151	124	108	95	81	46	39	57	61	73	46	97
Percent Change from Prior Year	-40%	-16%	14%	31%	43%	22%	22%	28%	-11%	-7%	15%	115%	5%

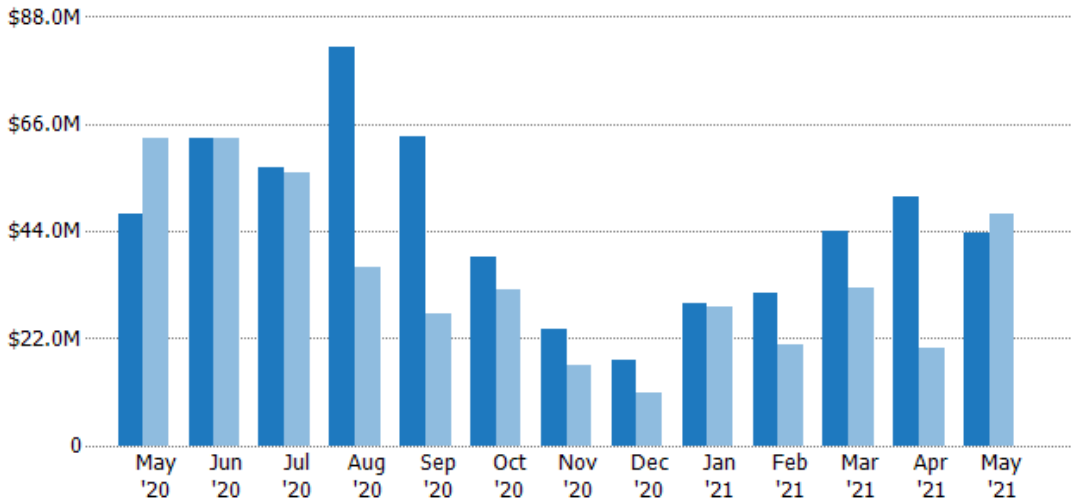
## New Listing Volume

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.
May '21	\$43.5M	-8.4%
May '20	\$47.5M	-24.5%
May '19	\$63M	1.9%



	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21
Current Year	\$47.5M	\$63M	\$57M	\$81.8M	\$63.5M	\$38.6M	\$23.9M	\$17.7M	\$29.4M	\$31.4M	\$44M	\$51.2M	\$43.5M
Prior Year	\$63M	\$63M	\$55.9M	\$36.5M	\$27.3M	\$32.1M	\$16.7M	\$10.8M	\$28.4M	\$20.6M	\$32.5M	\$20.1M	\$47.5M
Percent Change from Prior Year	-24%	0%	2%	124%	133%	20%	43%	64%	4%	52%	35%	155%	-8%

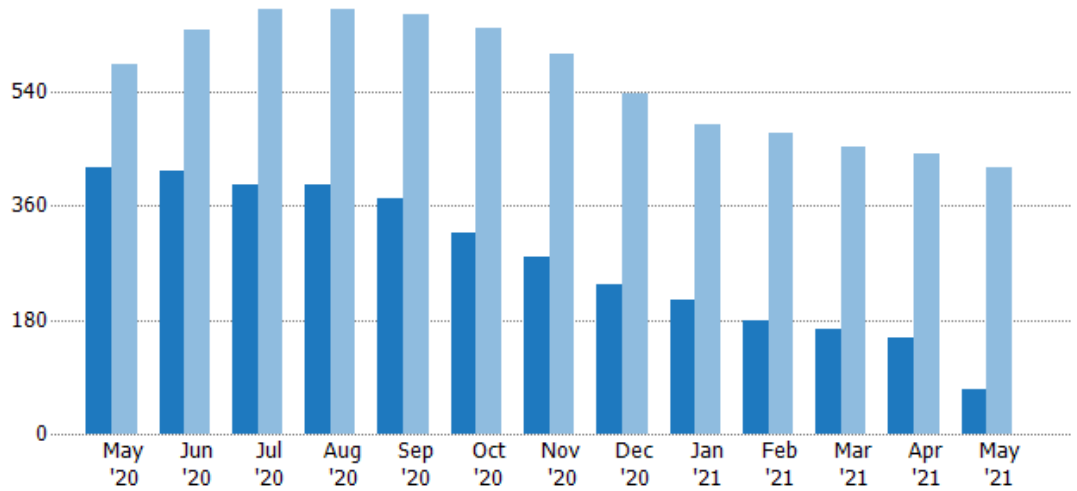
## Active Listings

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

Month/Year	Count	% Chg.
May '21	69	-83.6%
May '20	420	-28%
May '19	583	4.1%



Current Year	420	414	392	394	372	317	280	237	212	180	164	151	69
Prior Year	583	638	670	670	662	639	600	536	488	474	454	443	420
Percent Change from Prior Year	-28%	-35%	-41%	-41%	-44%	-50%	-53%	-56%	-57%	-62%	-64%	-66%	-84%

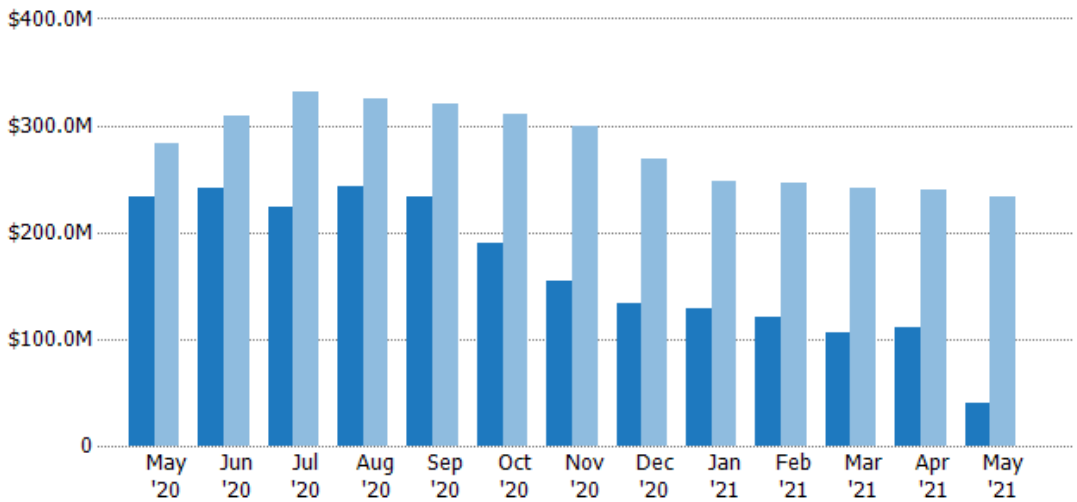
## Active Listing Volume

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

Month/Year	Volume	% Chg.
May '21	\$39.5M	-83.1%
May '20	\$234M	-17.4%
May '19	\$283M	4.6%



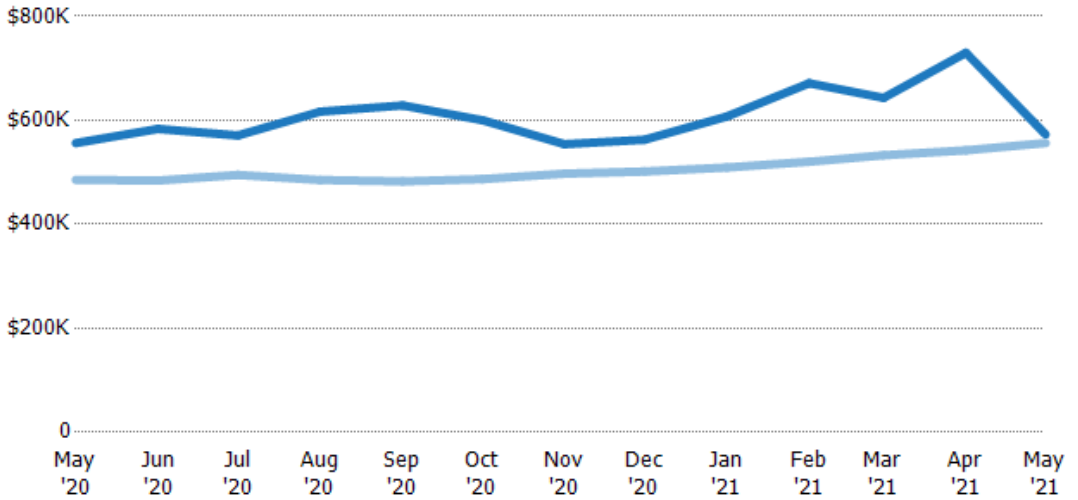
Current Year	\$234M	\$242M	\$224M	\$243M	\$234M	\$190M	\$155M	\$133M	\$129M	\$121M	\$105M	\$110M	\$39.5M
Prior Year	\$283M	\$309M	\$332M	\$325M	\$319M	\$311M	\$298M	\$269M	\$248M	\$247M	\$242M	\$240M	\$234M
Percent Change from Prior Year	-17%	-22%	-33%	-25%	-27%	-39%	-48%	-50%	-48%	-51%	-56%	-54%	-83%

## 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



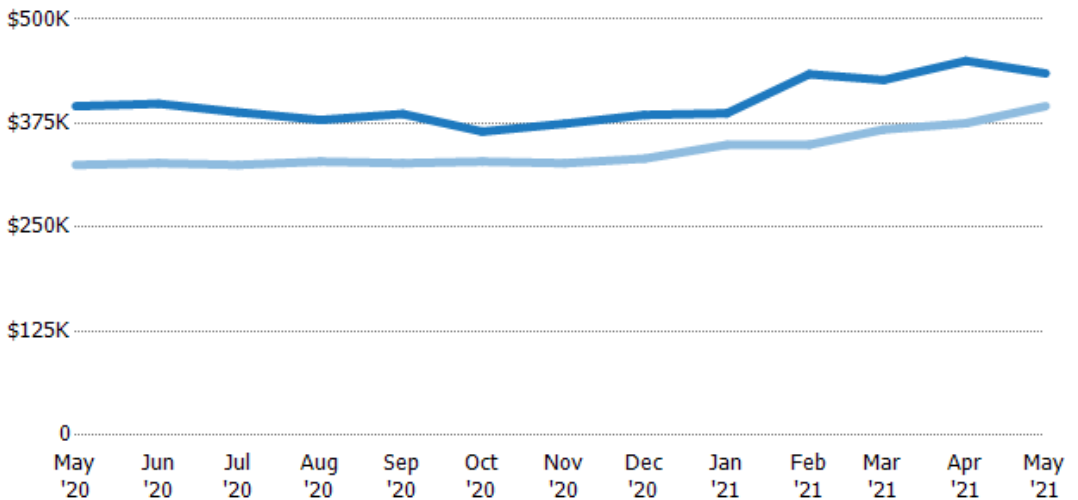
	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21
Current Year	\$556K	\$583K	\$571K	\$617K	\$629K	\$600K	\$554K	\$563K	\$607K	\$671K	\$643K	\$730K	\$573K
Prior Year	\$485K	\$484K	\$495K	\$485K	\$483K	\$487K	\$497K	\$501K	\$509K	\$520K	\$533K	\$542K	\$556K
Percent Change from Prior Year	15%	21%	15%	27%	30%	23%	11%	12%	19%	29%	21%	35%	3%

## 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



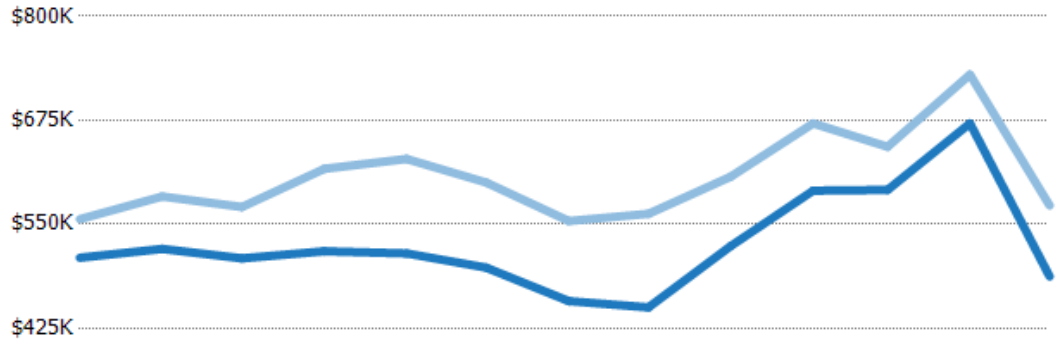
	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21
Current Year	\$396K	\$399K	\$388K	\$379K	\$386K	\$365K	\$375K	\$385K	\$387K	\$434K	\$427K	\$450K	\$435K
Prior Year	\$325K	\$327K	\$325K	\$329K	\$327K	\$329K	\$327K	\$333K	\$349K	\$349K	\$367K	\$375K	\$396K
Percent Change from Prior Year	22%	22%	19%	15%	18%	11%	15%	16%	11%	24%	16%	20%	10%

## 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



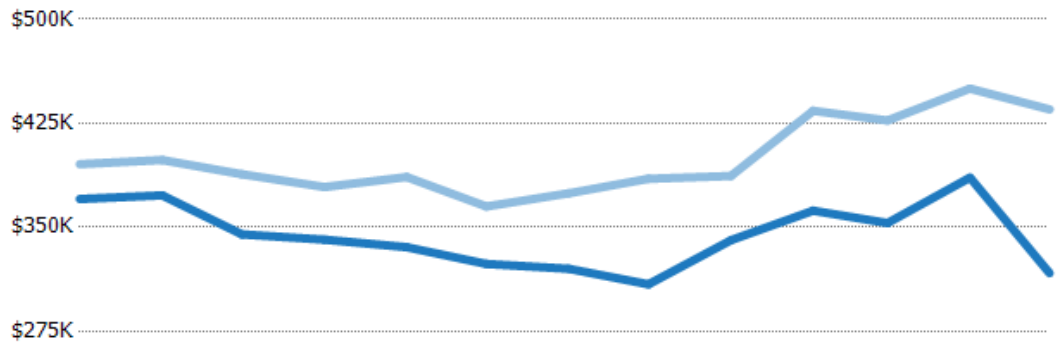
	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21
Avg Est Value	\$510K	\$520K	\$509K	\$518K	\$515K	\$498K	\$458K	\$450K	\$524K	\$590K	\$591K	\$671K	\$487K
Avg Listing Price	\$556K	\$583K	\$571K	\$617K	\$629K	\$600K	\$554K	\$563K	\$607K	\$671K	\$643K	\$730K	\$573K
Avg Listing Price as a % of Avg Est Value	109%	112%	112%	119%	122%	121%	121%	125%	116%	114%	109%	109%	118%

## 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



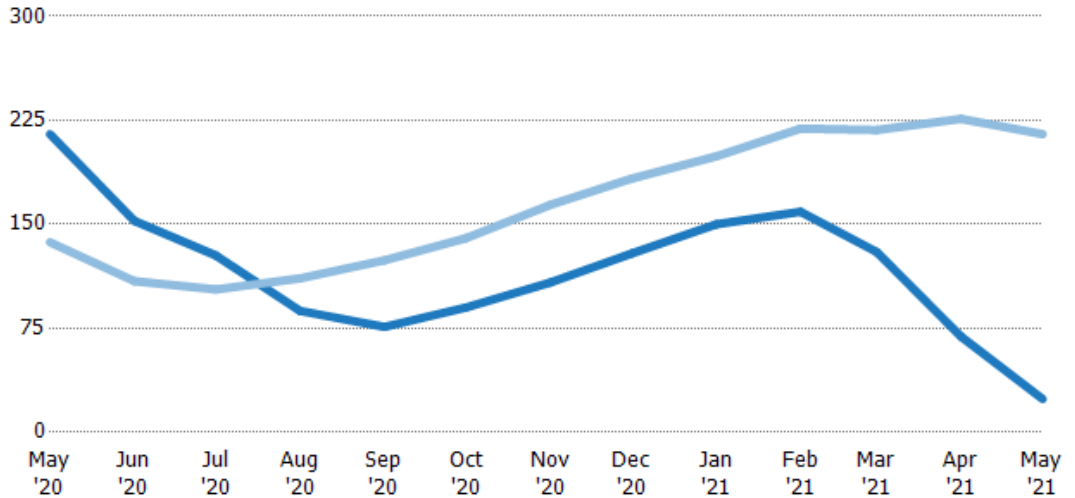
	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21
Median Est Value	\$370K	\$373K	\$345K	\$341K	\$336K	\$324K	\$320K	\$309K	\$341K	\$362K	\$353K	\$386K	\$317K
Median Listing Price	\$396K	\$399K	\$388K	\$379K	\$386K	\$365K	\$375K	\$385K	\$387K	\$434K	\$427K	\$450K	\$435K
Med Listing Price as a % of Med Est Value	107%	107%	113%	111%	115%	113%	117%	125%	114%	120%	121%	117%	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



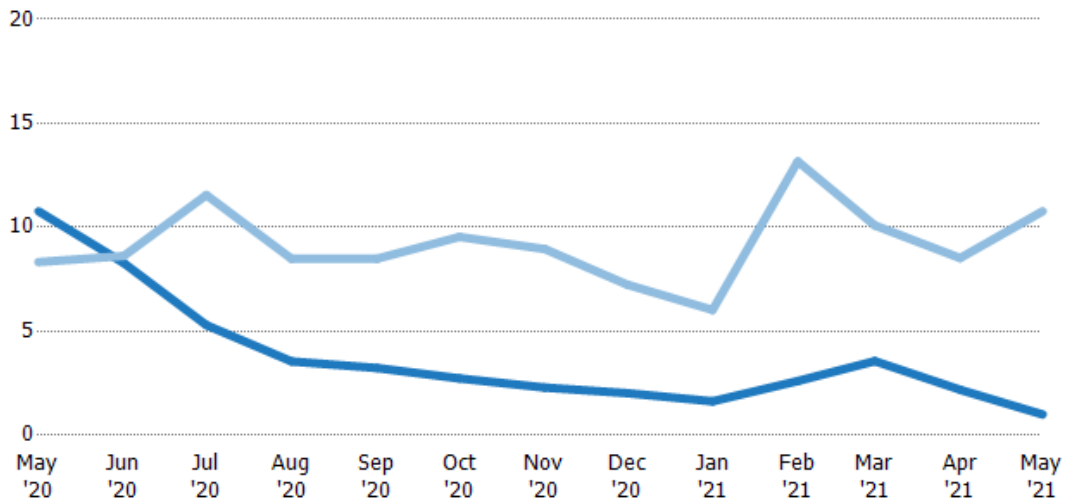
	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21
Current Year	215	153	128	87.5	76	90	108	129	150	159	130	69	24
Prior Year	137	109	103	111	124	140	164	183	199	219	218	226	215
Percent Change from Prior Year	57%	40%	24%	-21%	-39%	-36%	-34%	-30%	-25%	-27%	-40%	-69%	-89%

## 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



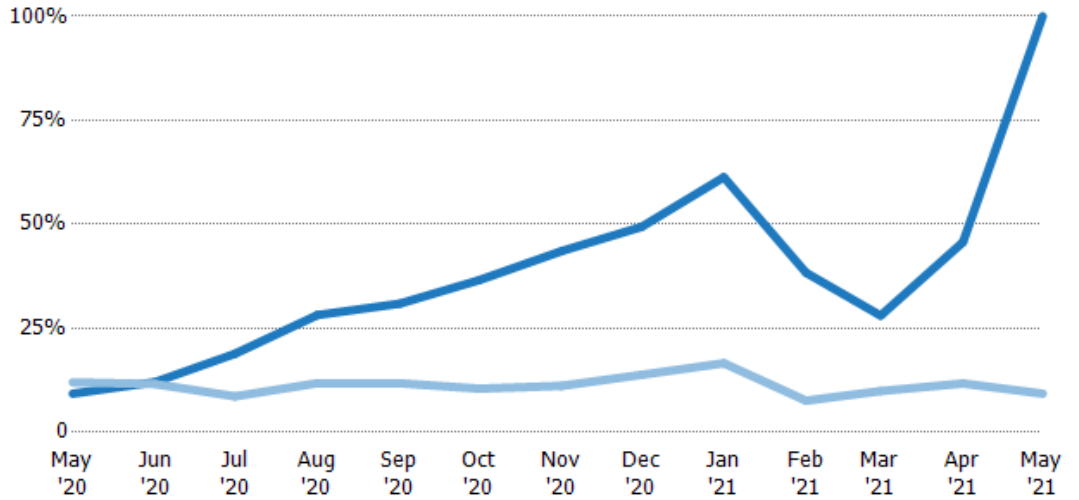
	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21
Current Year	10.8	8.28	5.3	3.55	3.23	2.73	2.3	2.03	1.63	2.61	3.57	2.19	1
Prior Year	8.33	8.62	11.6	8.48	8.49	9.54	8.96	7.24	6.02	13.2	10.1	8.52	10.8
Percent Change from Prior Year	29%	-4%	-54%	-58%	-62%	-71%	-74%	-72%	-73%	-80%	-65%	-74%	-91%

## Absorption Rate

The percentage of inventory sold per month.

### Filters Used

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



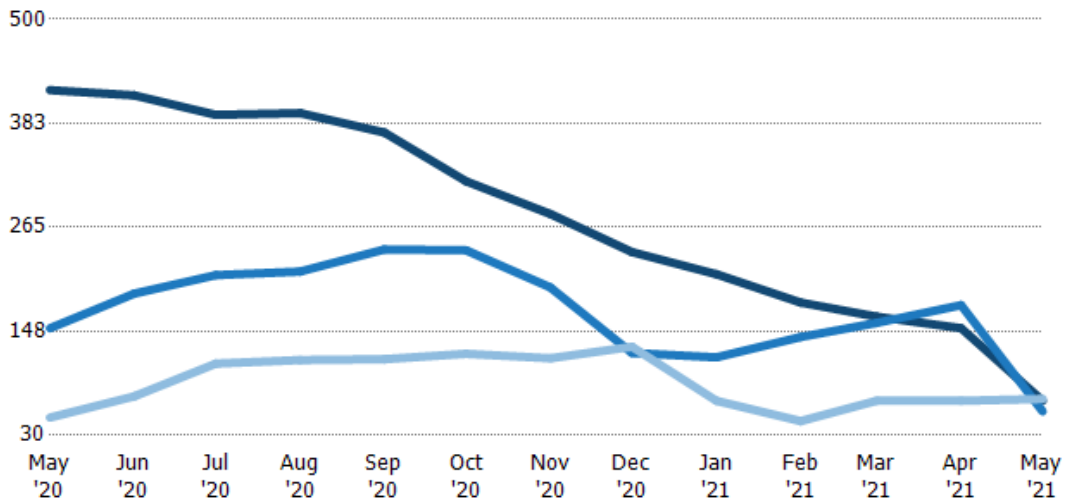
	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21
Current Year	9%	12%	19%	28%	31%	37%	44%	49%	61%	38%	28%	46%	100%
Prior Year	12%	12%	9%	12%	12%	10%	11%	14%	17%	8%	10%	12%	9%
Change from Prior Year	3%	0%	-10%	-16%	-19%	-26%	-32%	-36%	-45%	-31%	-18%	-34%	-91%

## 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



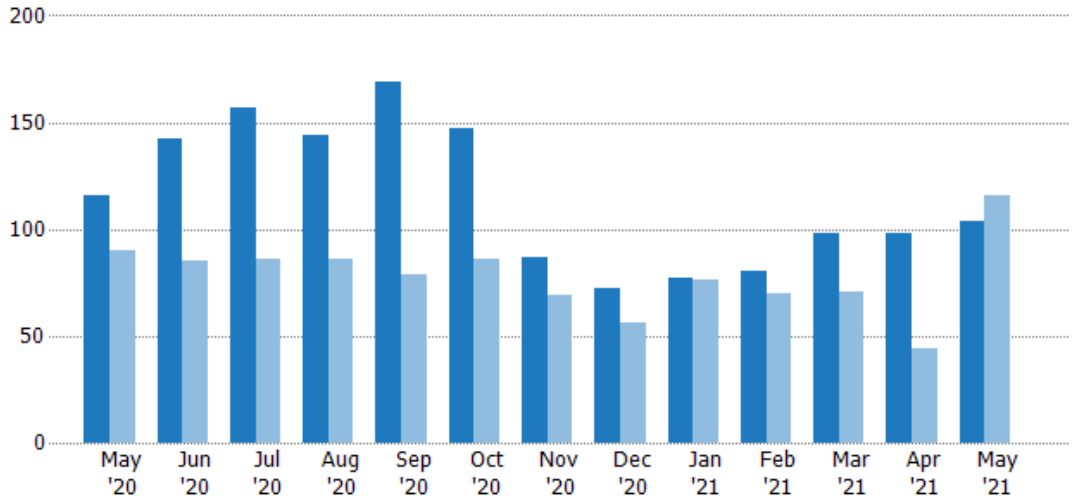
	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21
Active	420	414	392	394	372	317	280	237	212	180	164	151	69
Pending	151	190	211	215	240	239	197	123	118	141	157	177	57
Sold	50	74	111	115	116	122	117	130	69	46	69	69	71

## 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



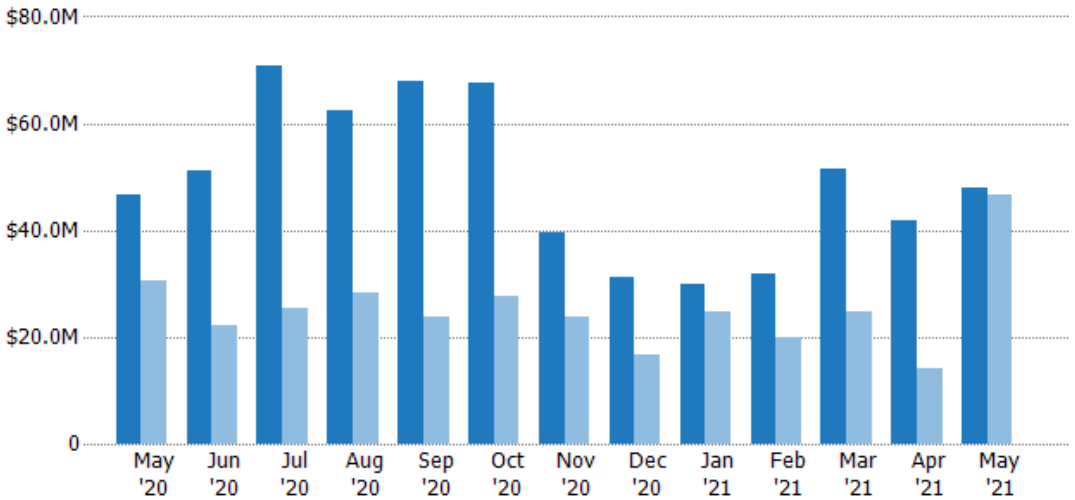
	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21
Current Year	116	142	157	144	169	147	87	72	77	80	98	98	104
Prior Year	90	85	86	86	79	86	69	56	76	70	71	44	116
Percent Change from Prior Year	29%	67%	83%	67%	114%	71%	26%	29%	1%	14%	38%	123%	-10%

## 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



	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21
Current Year	\$46.6M	\$51.2M	\$70.8M	\$62.5M	\$68M	\$67.6M	\$39.6M	\$31.3M	\$29.9M	\$31.7M	\$51.5M	\$41.9M	\$48.1M
Prior Year	\$30.7M	\$22M	\$25.3M	\$28.4M	\$23.8M	\$27.6M	\$23.8M	\$16.8M	\$24.7M	\$19.9M	\$24.7M	\$14.2M	\$46.6M
Percent Change from Prior Year	52%	132%	180%	120%	186%	144%	67%	86%	21%	59%	109%	195%	3%



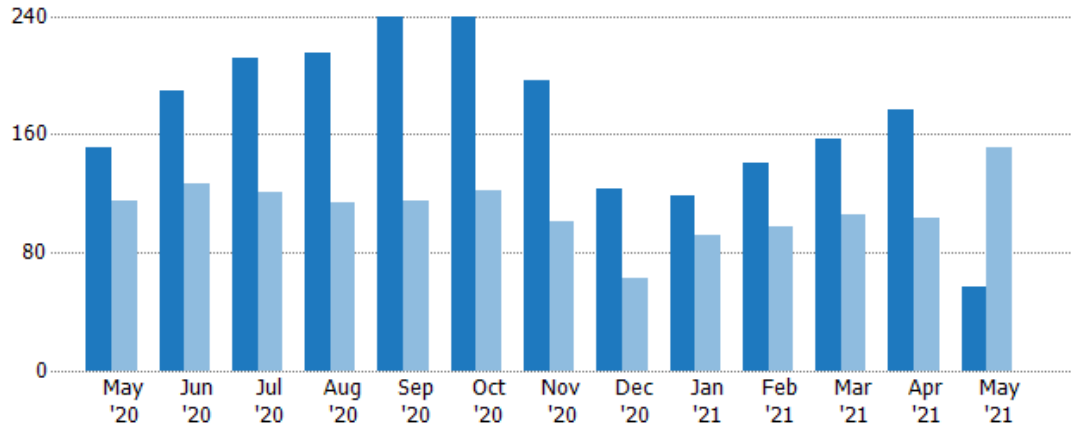
## Pending Sales

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.
May '21	57	-62.3%
May '20	151	31.3%
May '19	115	-2.6%



Current Year	151	190	211	215	240	239	197	123	118	141	157	177	57
Prior Year	115	127	121	114	115	122	101	63	92	98	106	103	151
Percent Change from Prior Year	31%	50%	74%	89%	109%	96%	95%	95%	28%	44%	48%	72%	-62%

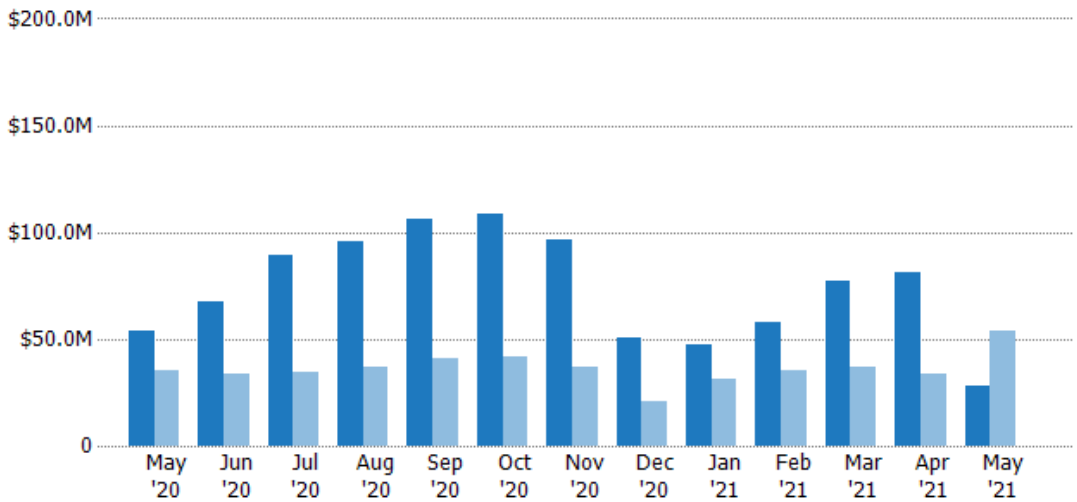
## Pending Sales Volume

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.
May '21	\$28.3M	-47.2%
May '20	\$53.5M	50.6%
May '19	\$35.5M	-11.1%



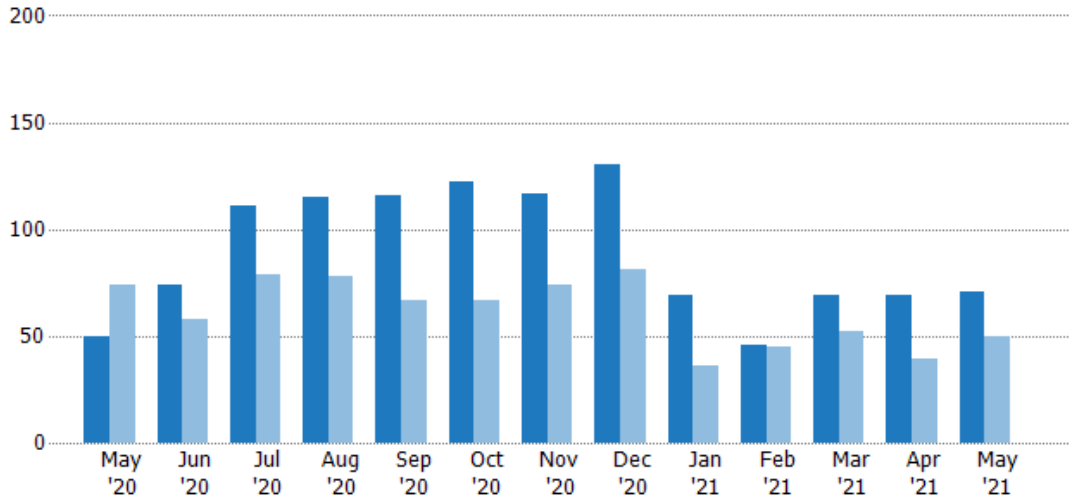
Current Year	\$53.5M	\$67.3M	\$89.1M	\$95.9M	\$106M	\$109M	\$96.5M	\$50.5M	\$47.5M	\$57.8M	\$76.8M	\$80.9M	\$28.3M
Prior Year	\$35.5M	\$34M	\$34.4M	\$37.3M	\$40.7M	\$41.8M	\$37.1M	\$20.8M	\$31.2M	\$35.7M	\$36.9M	\$33.7M	\$53.5M
Percent Change from Prior Year	51%	98%	159%	157%	160%	161%	160%	142%	52%	62%	108%	140%	-47%

## 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



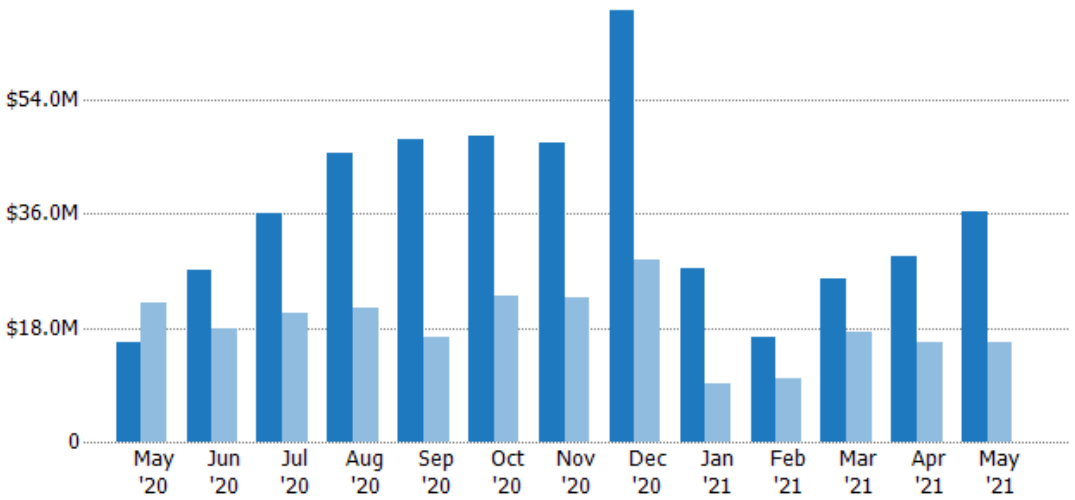
	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21
Current Year	50	74	111	115	116	122	117	130	69	46	69	69	71
Prior Year	74	58	79	78	67	67	74	81	36	45	52	39	50
Percent Change from Prior Year	-32%	28%	41%	47%	73%	82%	58%	60%	92%	2%	33%	77%	42%

## 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



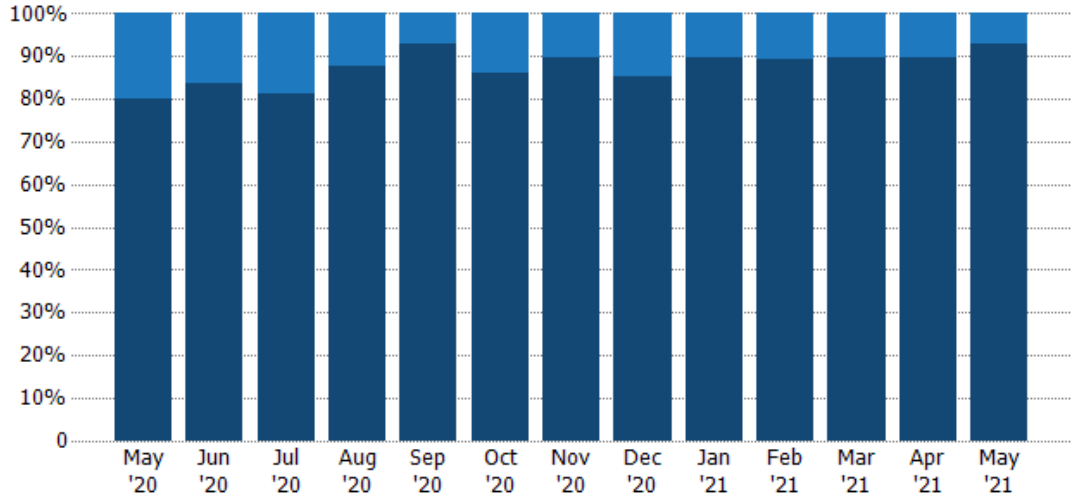
	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21
Current Year	\$15.7M	\$27M	\$36.1M	\$45.6M	\$47.6M	\$48.3M	\$47.3M	\$68M	\$27.3M	\$16.6M	\$25.8M	\$29.3M	\$36.4M
Prior Year	\$21.9M	\$18M	\$20.2M	\$21.2M	\$16.6M	\$23.1M	\$22.8M	\$28.8M	\$9.17M	\$10.1M	\$17.4M	\$15.7M	\$15.7M
Percent Change from Prior Year	-28%	50%	79%	115%	187%	109%	107%	136%	198%	64%	48%	87%	132%

## 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



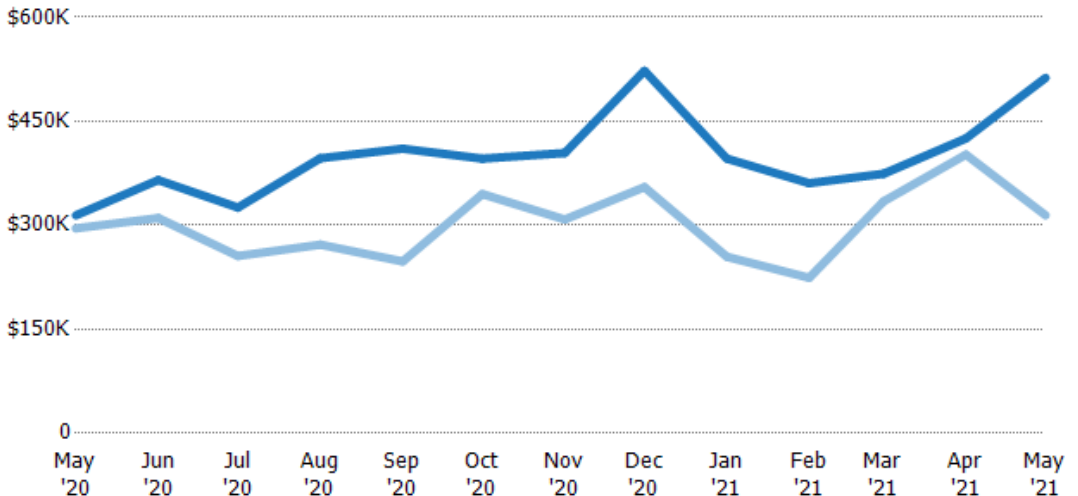
Property Type	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21
Condo/Townhouse	20%	16%	19%	12%	7%	14%	10%	15%	10%	11%	10%	10%	7%
Single Family Residence	80%	84%	81%	88%	93%	86%	90%	85%	90%	89%	90%	90%	93%

## 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



Property Type	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21
Current Year	\$314K	\$365K	\$326K	\$397K	\$410K	\$396K	\$404K	\$523K	\$396K	\$361K	\$374K	\$425K	\$513K
Prior Year	\$296K	\$310K	\$256K	\$272K	\$248K	\$345K	\$308K	\$355K	\$255K	\$224K	\$334K	\$402K	\$314K
Percent Change from Prior Year	6%	18%	27%	46%	66%	15%	31%	47%	56%	61%	12%	6%	63%

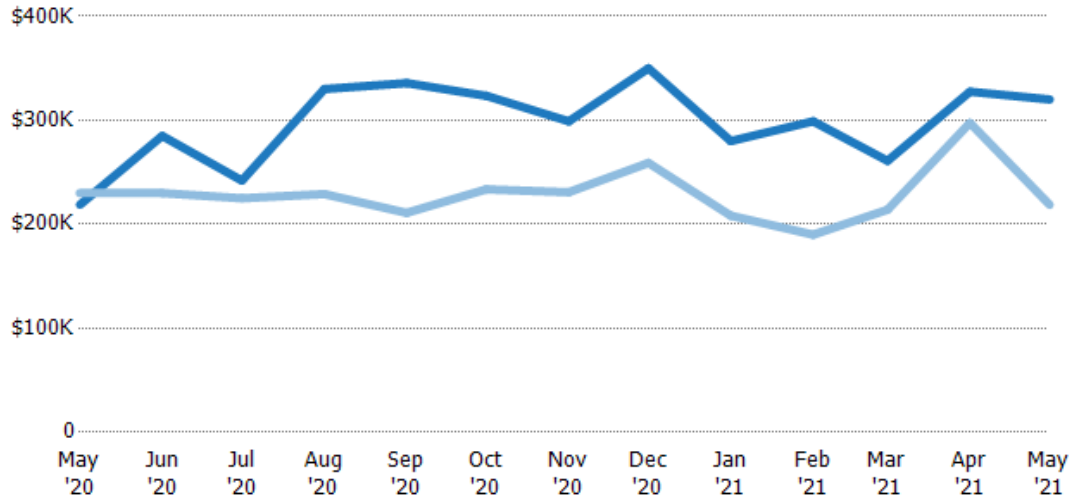
## Median Sales Price

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.
May '21	\$320K	46.3%
May '20	\$219K	-4.9%
May '19	\$230K	-7.8%



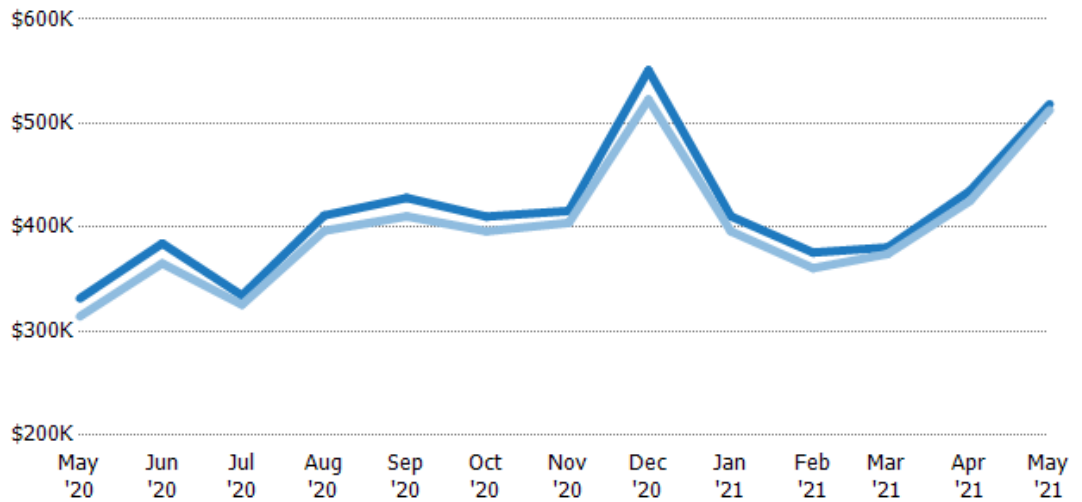
Current Year	\$219K	\$285K	\$242K	\$330K	\$336K	\$324K	\$299K	\$350K	\$280K	\$299K	\$261K	\$328K	\$320K
Prior Year	\$230K	\$230K	\$225K	\$229K	\$211K	\$234K	\$231K	\$259K	\$208K	\$190K	\$214K	\$298K	\$219K
Percent Change from Prior Year	-5%	24%	8%	44%	59%	38%	30%	35%	34%	57%	22%	10%	46%

## 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



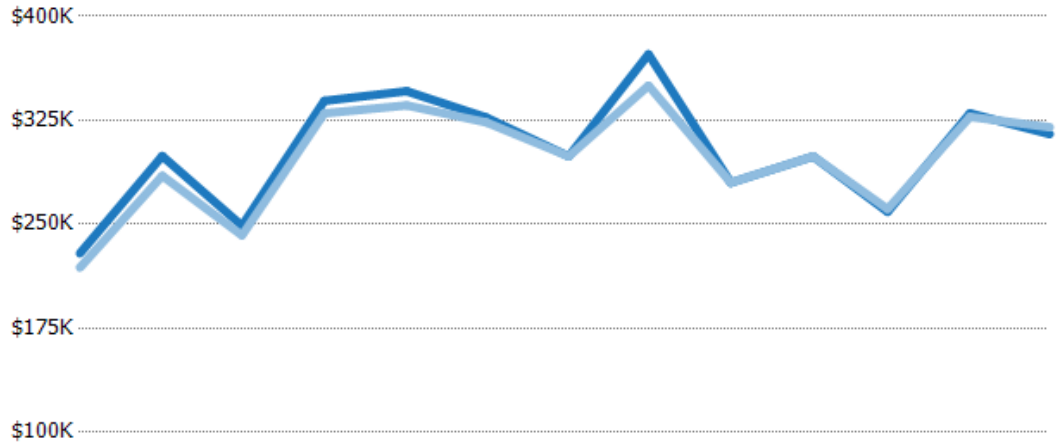
Avg List Price	\$332K	\$384K	\$334K	\$411K	\$428K	\$410K	\$416K	\$551K	\$411K	\$376K	\$381K	\$435K	\$518K
Avg Sales Price	\$314K	\$365K	\$326K	\$397K	\$410K	\$396K	\$404K	\$523K	\$396K	\$361K	\$374K	\$425K	\$513K
Avg Sales Price as a % of Avg List Price	95%	95%	97%	96%	96%	97%	97%	95%	96%	96%	98%	98%	99%

## 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



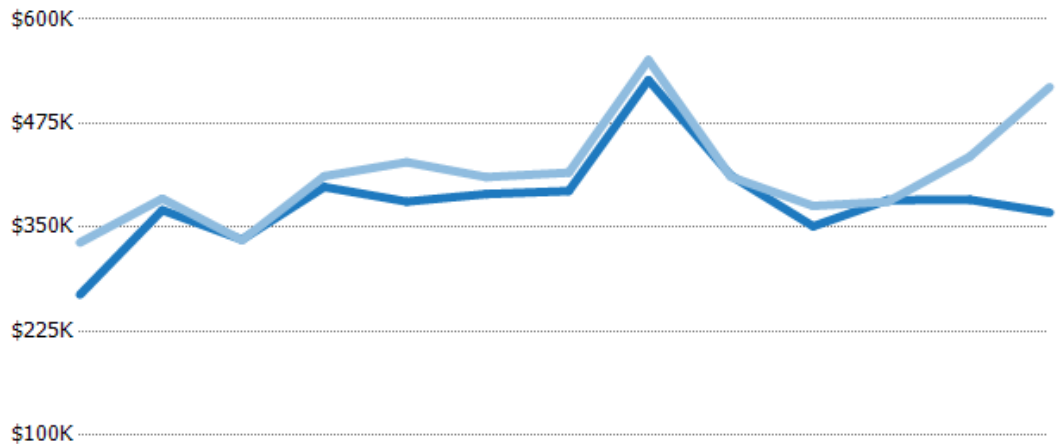
	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21
Median List Price	\$229K	\$299K	\$249K	\$339K	\$346K	\$327K	\$299K	\$373K	\$280K	\$299K	\$259K	\$330K	\$315K
Median Sales Price	\$219K	\$285K	\$242K	\$330K	\$336K	\$324K	\$299K	\$350K	\$280K	\$299K	\$261K	\$328K	\$320K
Med Sales Price as a % of Med List Price	96%	95%	97%	97%	97%	99%	100%	94%	100%	100%	101%	99%	102%

## 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



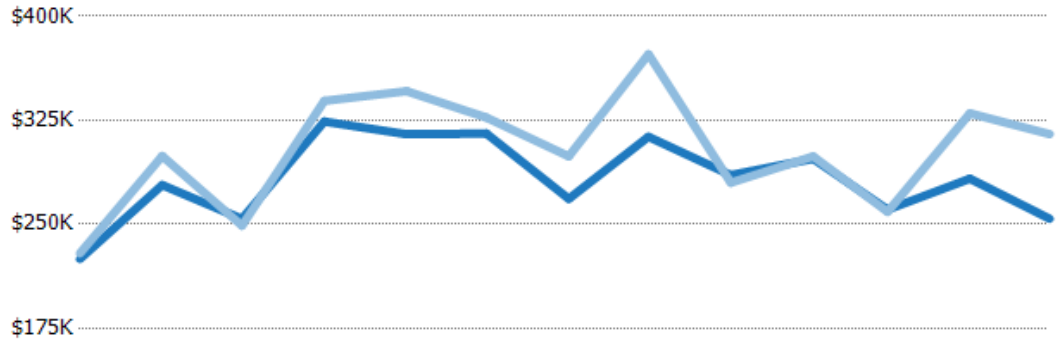
	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21
Avg Est Value	\$269K	\$371K	\$335K	\$398K	\$381K	\$390K	\$394K	\$527K	\$412K	\$351K	\$383K	\$383K	\$368K
Avg Sales Price	\$332K	\$384K	\$334K	\$411K	\$428K	\$410K	\$416K	\$551K	\$411K	\$376K	\$381K	\$435K	\$518K
Avg Sales Price as a % of Avg Est Value	123%	104%	100%	103%	112%	105%	106%	105%	100%	107%	99%	114%	141%

## 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



	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21
Median Est Value	\$225K	\$278K	\$254K	\$324K	\$315K	\$315K	\$268K	\$313K	\$285K	\$297K	\$261K	\$283K	\$254K
Median Sales Price	\$229K	\$299K	\$249K	\$339K	\$346K	\$327K	\$299K	\$373K	\$280K	\$299K	\$259K	\$330K	\$315K
Med Sales Price as a % of Med Est Value	102%	108%	98%	105%	110%	104%	111%	119%	98%	101%	99%	117%	124%