

## 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                            | Jun 2021      | Jun 2020      | + / -  | YTD 2021      | YTD 2020      | + / -  |
|--|---------------|---------------|--------|---------------|---------------|--------|
| <b>Listing Activity Charts Metrics</b> |               |               |        |               |               |        |
| New Listing Count                      | 94            | 131           | -28.2% | 487           | 470           | +3.6%  |
| New Listing Volume                     | \$53,894,850  | \$66,642,918  | -19.1% | \$252,200,035 | \$227,630,366 | +10.8% |
| Active Listing Count                   | 162           | 422           | -61.6% | N/A           | N/A           |        |
| Active Listing Volume                  | \$106,397,798 | \$259,699,939 | -59%   | N/A           | N/A           |        |
| Average Listing Price                  | \$656,777     | \$615,403     | +6.7%  | \$633,523     | \$561,241     | +12.9% |
| Median Listing Price                   | \$377,000     | \$399,000     | -5.5%  | \$401,999     | \$373,004     | +7.8%  |
| Median Days in RPR                     | 61.5          | 149           | -58.7% | 110.61        | 199.24        | -44.5% |
| Months of Inventory                    | 2.3           | 8.3           | -72.4% | 3.7           | 8.4           | -56.4% |
| Absorption Rate                        | 43.83%        | 12.09%        | +31.7% | 27.26%        | 11.88%        | +15.4% |
| <b>Sales Activity Charts Metrics</b>   |               |               |        |               |               |        |
| New Pending Sales Count                | 82            | 142           | -42.3% | 538           | 521           | +3.3%  |
| New Pending Sales Volume               | \$43,622,838  | \$50,879,150  | -14.3% | \$245,742,628 | \$181,988,034 | +35%   |
| Pending Sales Count                    | 172           | 192           | -10.4% | N/A           | N/A           |        |
| Pending Sales Volume                   | \$76,572,638  | \$68,059,645  | +12.5% | N/A           | N/A           |        |
| Closed Sales Count                     | 94            | 75            | +25.3% | 421           | 302           | +39.4% |
| Closed Sales Volume                    | \$43,119,350  | \$27,241,876  | +58.3% | \$180,400,930 | \$101,635,988 | +77.5% |
| Average Sales Price                    | \$458,716     | \$363,225     | +26.3% | \$428,506     | \$336,543     | +27.3% |
| Median Sales Price                     | \$357,500     | \$285,000     | +25.4% | \$312,393     | \$240,762     | +29.8% |

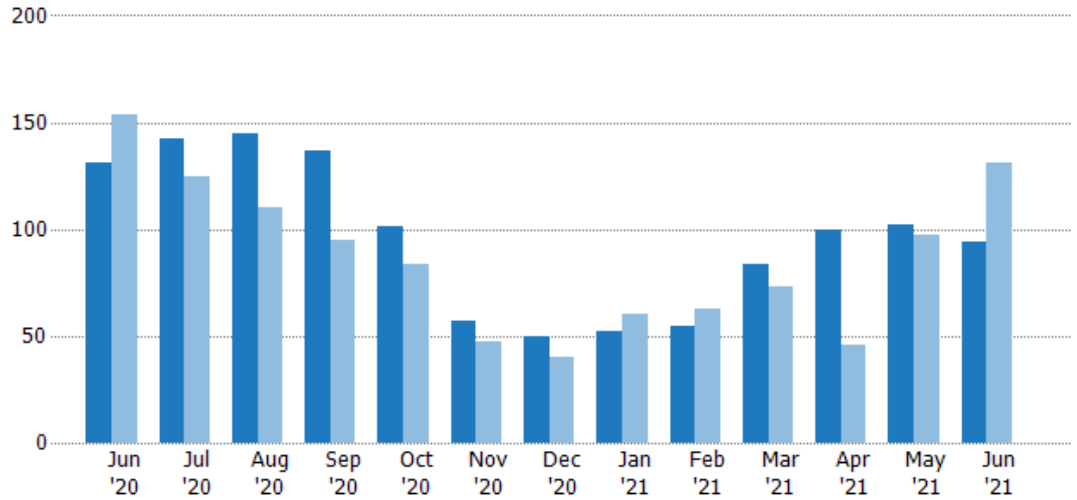
## New Listings

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

| Month/Year | Count | % Chg. |
|------------|-------|--------|
| Jun '21    | 94    | -28.2% |
| Jun '20    | 131   | -14.9% |
| Jun '19    | 154   | -5.2%  |



|                                |      |     |     |     |     |     |     |      |      |     |      |     |      |
|--------------------------------|------|-----|-----|-----|-----|-----|-----|------|------|-----|------|-----|------|
| Current Year                   | 131  | 142 | 145 | 137 | 101 | 57  | 50  | 52   | 55   | 84  | 100  | 102 | 94   |
| Prior Year                     | 154  | 125 | 110 | 95  | 84  | 47  | 40  | 60   | 63   | 73  | 46   | 97  | 131  |
| Percent Change from Prior Year | -15% | 14% | 32% | 44% | 20% | 21% | 25% | -13% | -13% | 15% | 117% | 5%  | -28% |

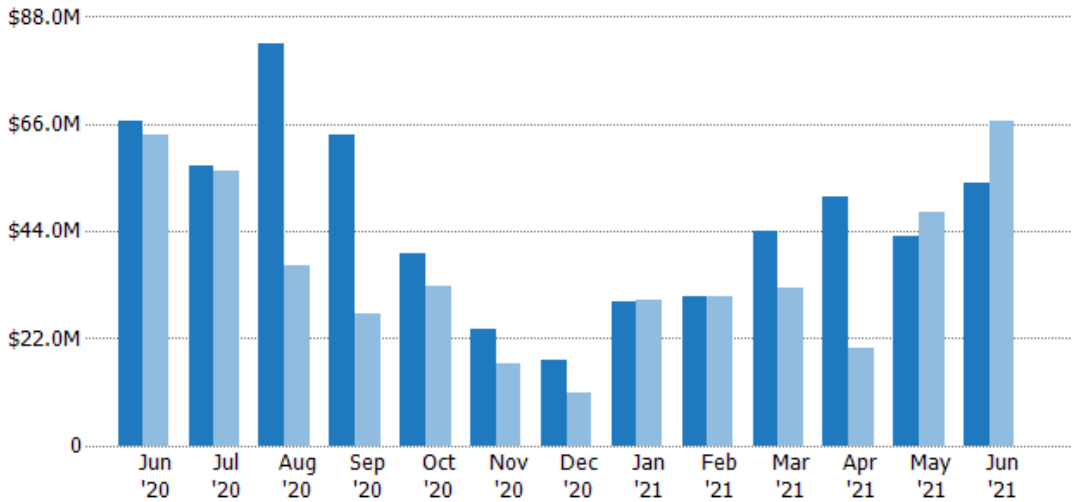
## New Listing Volume

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. |
|------------|---------|--------|
| Jun '21    | \$53.9M | -19.1% |
| Jun '20    | \$66.6M | 4.6%   |
| Jun '19    | \$63.7M | -13%   |



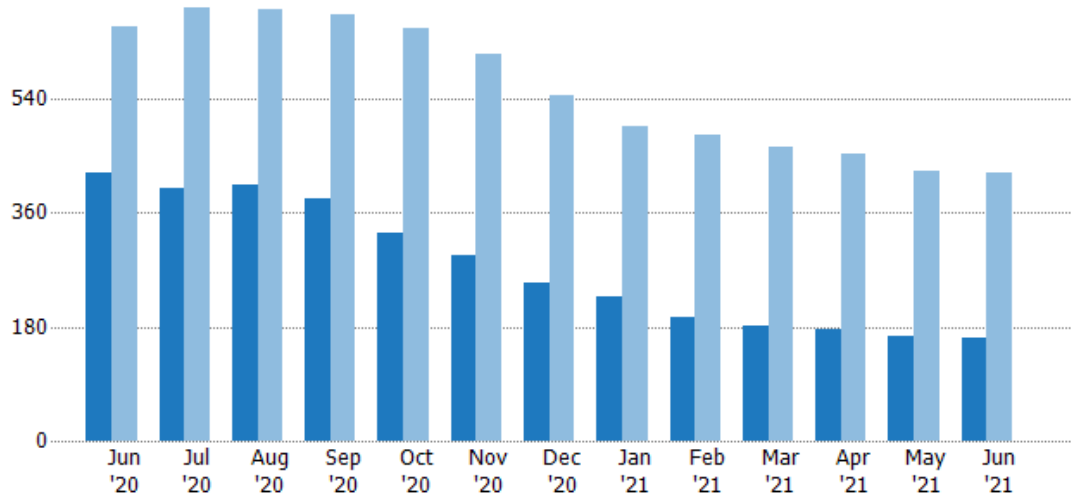
|                                |         |         |         |         |         |         |         |         |         |         |         |         |         |
|--------------------------------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| Current Year                   | \$66.6M | \$57.5M | \$82.5M | \$63.7M | \$39.5M | \$24M   | \$17.7M | \$29.6M | \$30.6M | \$44M   | \$51.1M | \$43.1M | \$53.9M |
| Prior Year                     | \$63.7M | \$56.2M | \$36.9M | \$27.2M | \$32.8M | \$16.9M | \$11M   | \$30M   | \$30.6M | \$32.6M | \$20.1M | \$47.8M | \$66.6M |
| Percent Change from Prior Year | 5%      | 2%      | 123%    | 134%    | 20%     | 41%     | 61%     | -1%     | 0%      | 35%     | 154%    | -10%    | -19%    |

## 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



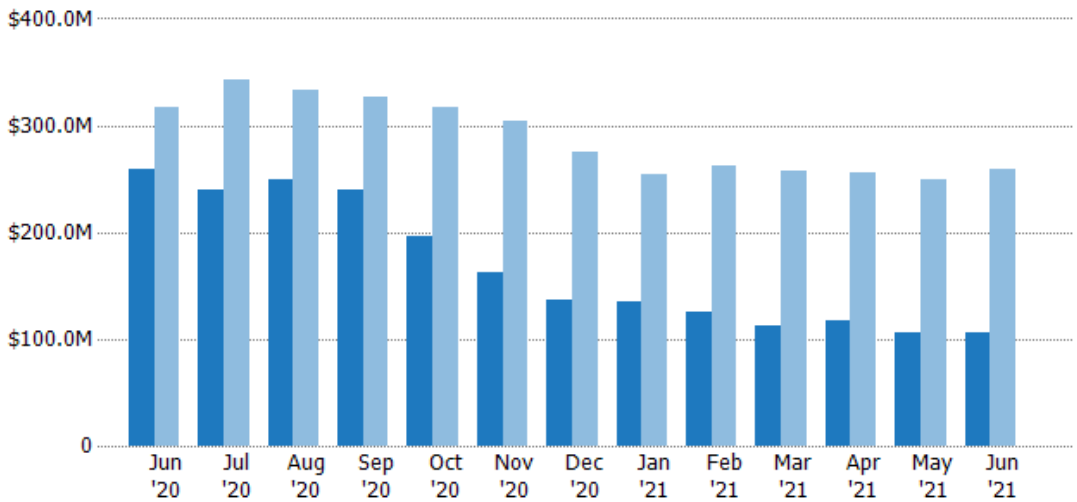
|                                | Jun '20 | Jul '20 | Aug '20 | Sep '20 | Oct '20 | Nov '20 | Dec '20 | Jan '21 | Feb '21 | Mar '21 | Apr '21 | May '21 | Jun '21 |
|--------------------------------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| Current Year                   | 422     | 399     | 404     | 381     | 328     | 293     | 250     | 228     | 195     | 182     | 175     | 166     | 162     |
| Prior Year                     | 653     | 685     | 682     | 672     | 650     | 610     | 544     | 497     | 482     | 463     | 452     | 427     | 422     |
| Percent Change from Prior Year | -35%    | -42%    | -41%    | -43%    | -50%    | -52%    | -54%    | -54%    | -60%    | -61%    | -61%    | -61%    | -62%    |

## 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



|                                | Jun '20 | Jul '20 | Aug '20 | Sep '20 | Oct '20 | Nov '20 | Dec '20 | Jan '21 | Feb '21 | Mar '21 | Apr '21 | May '21 | Jun '21 |
|--------------------------------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| Current Year                   | \$260M  | \$239M  | \$250M  | \$240M  | \$197M  | \$162M  | \$137M  | \$134M  | \$126M  | \$112M  | \$118M  | \$106M  | \$106M  |
| Prior Year                     | \$318M  | \$342M  | \$332M  | \$326M  | \$317M  | \$304M  | \$274M  | \$255M  | \$262M  | \$258M  | \$256M  | \$249M  | \$260M  |
| Percent Change from Prior Year | -18%    | -30%    | -25%    | -27%    | -38%    | -47%    | -50%    | -47%    | -52%    | -57%    | -54%    | -58%    | -59%    |

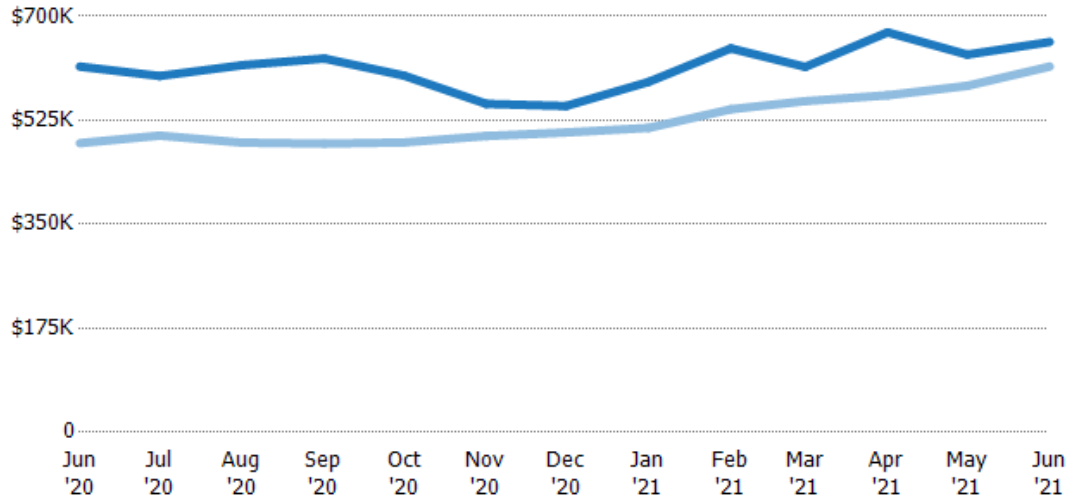
## Average Listing Price

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

| Month/Year | Price  | % Chg. |
|------------|--------|--------|
| Jun '21    | \$657K | 6.7%   |
| Jun '20    | \$615K | 26.5%  |
| Jun '19    | \$487K | 1%     |



|                                |        |        |        |        |        |        |        |        |        |        |        |        |        |
|--------------------------------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|
| Current Year                   | \$615K | \$600K | \$618K | \$629K | \$600K | \$553K | \$549K | \$589K | \$646K | \$615K | \$673K | \$636K | \$657K |
| Prior Year                     | \$487K | \$499K | \$487K | \$486K | \$488K | \$499K | \$505K | \$512K | \$544K | \$557K | \$567K | \$583K | \$615K |
| Percent Change from Prior Year | 26%    | 20%    | 27%    | 30%    | 23%    | 11%    | 9%     | 15%    | 19%    | 10%    | 19%    | 9%     | 7%     |

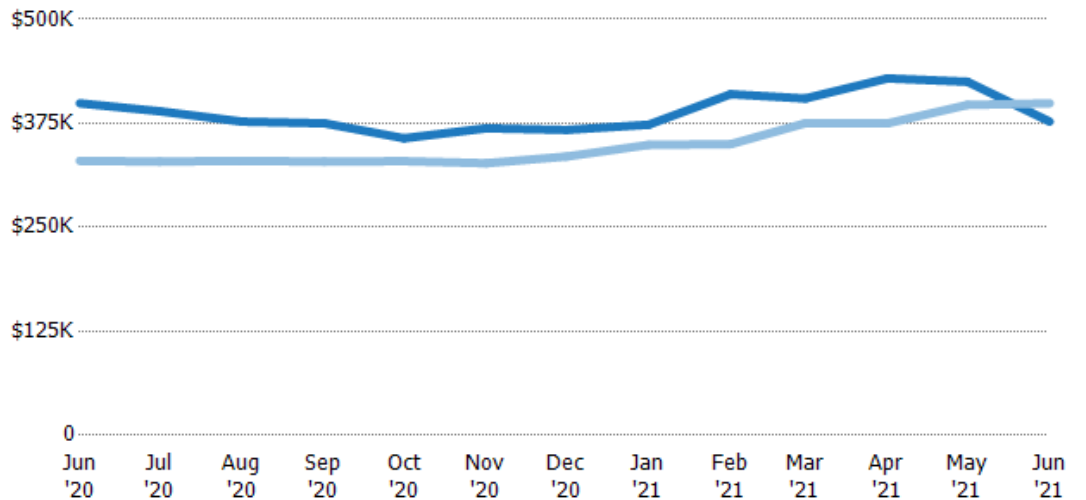
## Median Listing Price

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. |
|------------|--------|--------|
| Jun '21    | \$377K | -5.5%  |
| Jun '20    | \$399K | 20.9%  |
| Jun '19    | \$330K | -4.5%  |



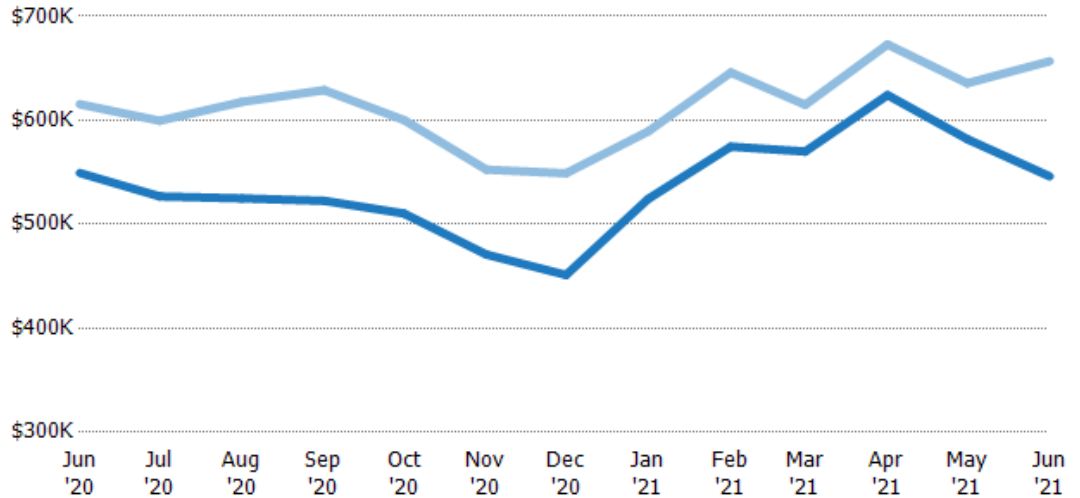
|                                |        |        |        |        |        |        |        |        |        |        |        |        |        |
|--------------------------------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|
| Current Year                   | \$399K | \$390K | \$377K | \$375K | \$357K | \$369K | \$367K | \$373K | \$410K | \$405K | \$429K | \$425K | \$377K |
| Prior Year                     | \$330K | \$329K | \$330K | \$329K | \$329K | \$327K | \$335K | \$349K | \$350K | \$375K | \$375K | \$397K | \$399K |
| Percent Change from Prior Year | 21%    | 18%    | 14%    | 14%    | 8%     | 13%    | 10%    | 7%     | 17%    | 8%     | 14%    | 7%     | -6%    |

## 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



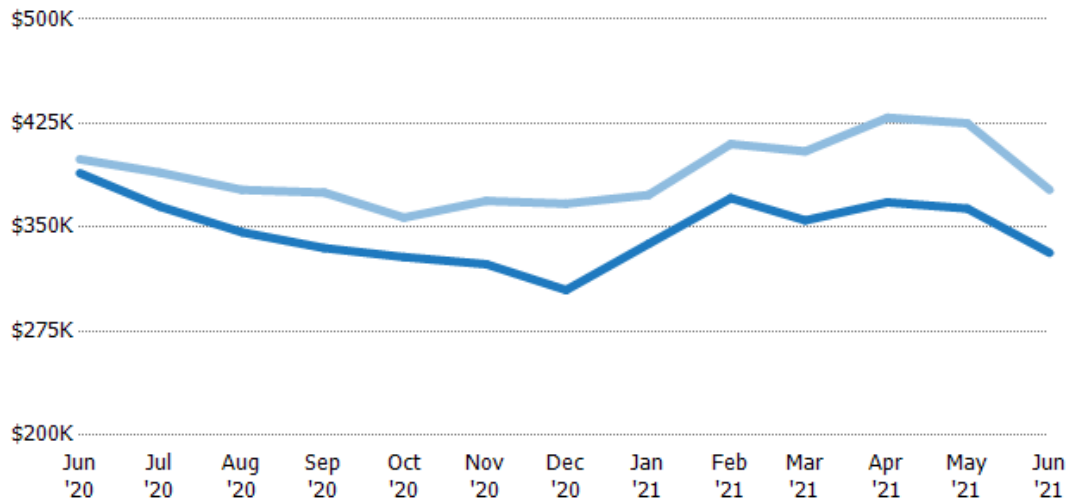
|   | Jun '20 | Jul '20 | Aug '20 | Sep '20 | Oct '20 | Nov '20 | Dec '20 | Jan '21 | Feb '21 | Mar '21 | Apr '21 | May '21 | Jun '21 |
|---|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| Avg Est Value                             | \$549K  | \$527K  | \$525K  | \$523K  | \$510K  | \$471K  | \$451K  | \$525K  | \$575K  | \$570K  | \$624K  | \$582K  | \$546K  |
| Avg Listing Price                         | \$615K  | \$600K  | \$618K  | \$629K  | \$600K  | \$553K  | \$549K  | \$589K  | \$646K  | \$615K  | \$673K  | \$636K  | \$657K  |
| Avg Listing Price as a % of Avg Est Value | 112%    | 114%    | 118%    | 120%    | 118%    | 117%    | 122%    | 112%    | 112%    | 108%    | 108%    | 109%    | 120%    |

## 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



|   | Jun '20 | Jul '20 | Aug '20 | Sep '20 | Oct '20 | Nov '20 | Dec '20 | Jan '21 | Feb '21 | Mar '21 | Apr '21 | May '21 | Jun '21 |
|---|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| Median Est Value                          | \$389K  | \$365K  | \$346K  | \$335K  | \$329K  | \$323K  | \$305K  | \$338K  | \$371K  | \$355K  | \$368K  | \$364K  | \$332K  |
| Median Listing Price                      | \$399K  | \$390K  | \$377K  | \$375K  | \$357K  | \$369K  | \$367K  | \$373K  | \$410K  | \$405K  | \$429K  | \$425K  | \$377K  |
| Med Listing Price as a % of Med Est Value | 103%    | 107%    | 109%    | 112%    | 109%    | 114%    | 120%    | 110%    | 111%    | 114%    | 117%    | 117%    | 114%    |

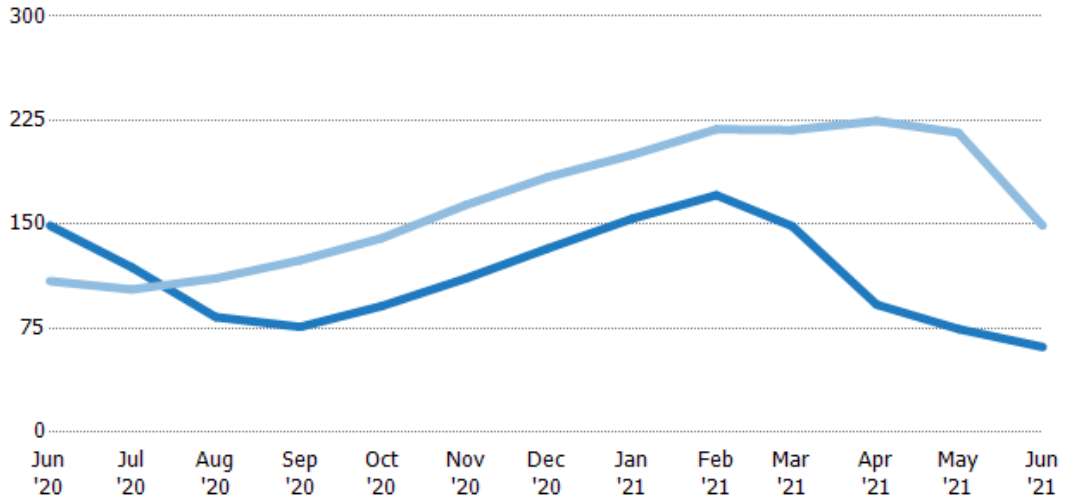
## Median Days in RPR

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

| Month/Year | Days | % Chg. |
|------------|------|--------|
| Jun '21    | 61.5 | -58.7% |
| Jun '20    | 149  | 36.7%  |
| Jun '19    | 109  | -6.4%  |



|                                |     |     |      |      |      |      |      |      |      |      |      |      |      |
|--------------------------------|-----|-----|------|------|------|------|------|------|------|------|------|------|------|
| Current Year                   | 149 | 119 | 83   | 76   | 91   | 111  | 133  | 154  | 171  | 149  | 92   | 74.5 | 61.5 |
| Prior Year                     | 109 | 103 | 111  | 124  | 140  | 164  | 184  | 200  | 219  | 218  | 225  | 216  | 149  |
| Percent Change from Prior Year | 37% | 16% | -25% | -39% | -35% | -32% | -28% | -23% | -22% | -32% | -59% | -66% | -59% |

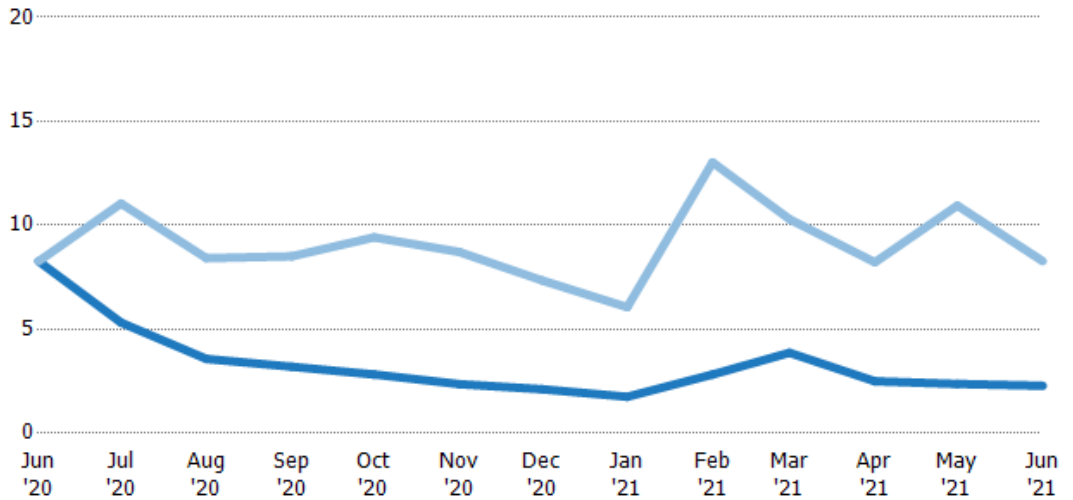
## Months of Inventory

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

| Month/Year | Months | % Chg. |
|------------|--------|--------|
| Jun '21    | 2.28   | -72.4% |
| Jun '20    | 8.27   | 0.1%   |
| Jun '19    | 8.27   | 45%    |



|                                |      |      |      |      |      |      |      |      |      |      |      |      |      |
|--------------------------------|------|------|------|------|------|------|------|------|------|------|------|------|------|
| Current Year                   | 8.27 | 5.32 | 3.58 | 3.2  | 2.83 | 2.36 | 2.12 | 1.75 | 2.83 | 3.87 | 2.5  | 2.37 | 2.28 |
| Prior Year                     | 8.27 | 11   | 8.42 | 8.51 | 9.42 | 8.71 | 7.35 | 6.06 | 13   | 10.3 | 8.22 | 10.9 | 8.27 |
| Percent Change from Prior Year | 0%   | -52% | -58% | -62% | -70% | -73% | -71% | -71% | -78% | -62% | -70% | -78% | -72% |

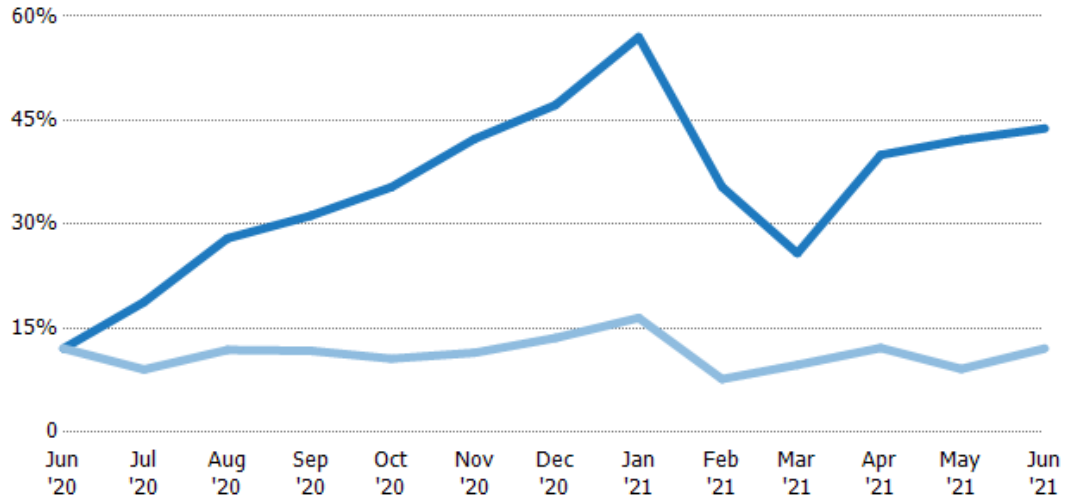
## Absorption Rate

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.   |
|------------|------|--------|
| Jun '21    | 44%  | -31.7% |
| Jun '20    | 12%  | —      |
| Jun '19    | 12%  | -31%   |



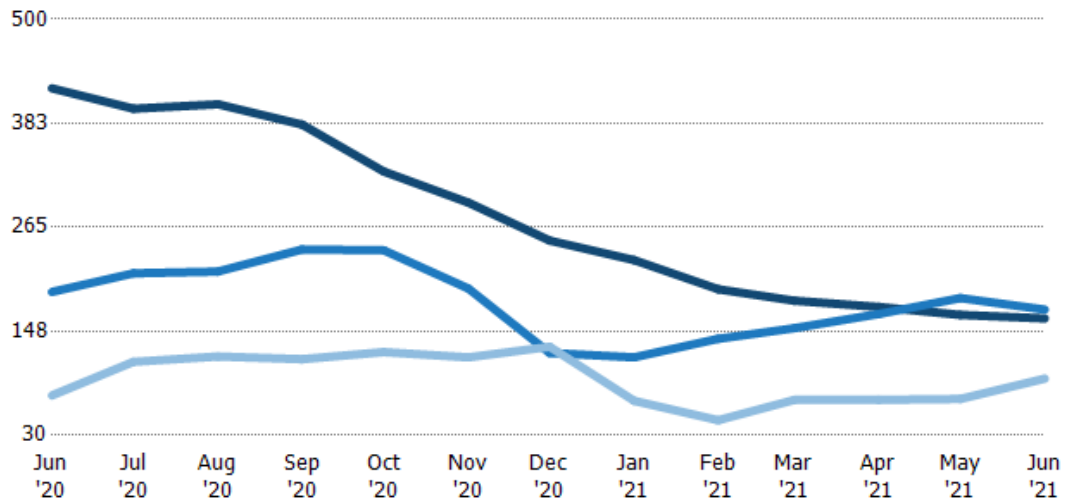
|                        |     |      |      |      |      |      |      |      |      |      |      |      |      |
|------------------------|-----|------|------|------|------|------|------|------|------|------|------|------|------|
| Current Year           | 12% | 19%  | 28%  | 31%  | 35%  | 42%  | 47%  | 57%  | 35%  | 26%  | 40%  | 42%  | 44%  |
| Prior Year             | 12% | 9%   | 12%  | 12%  | 11%  | 11%  | 14%  | 16%  | 8%   | 10%  | 12%  | 9%   | 12%  |
| Change from Prior Year | 0   | -10% | -16% | -19% | -25% | -31% | -34% | -41% | -28% | -16% | -28% | -33% | -32% |

## 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



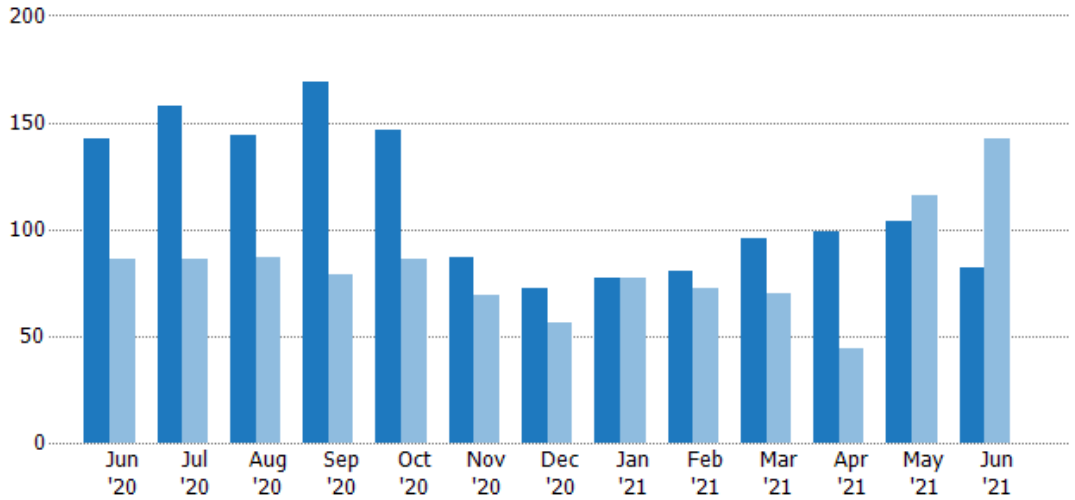
|         |     |     |     |     |     |     |     |     |     |     |     |     |     |
|---------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|
| Active  | 422 | 399 | 404 | 381 | 328 | 293 | 250 | 228 | 195 | 182 | 175 | 166 | 162 |
| Pending | 192 | 213 | 215 | 240 | 239 | 196 | 123 | 118 | 139 | 151 | 167 | 185 | 172 |
| Sold    | 75  | 113 | 119 | 116 | 124 | 118 | 130 | 69  | 47  | 70  | 70  | 71  | 94  |

## 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. |
|------------|-------|--------|
| Jun '21    | 82    | -42.3% |
| Jun '20    | 142   | 65.1%  |
| Jun '19    | 86    | -7%    |

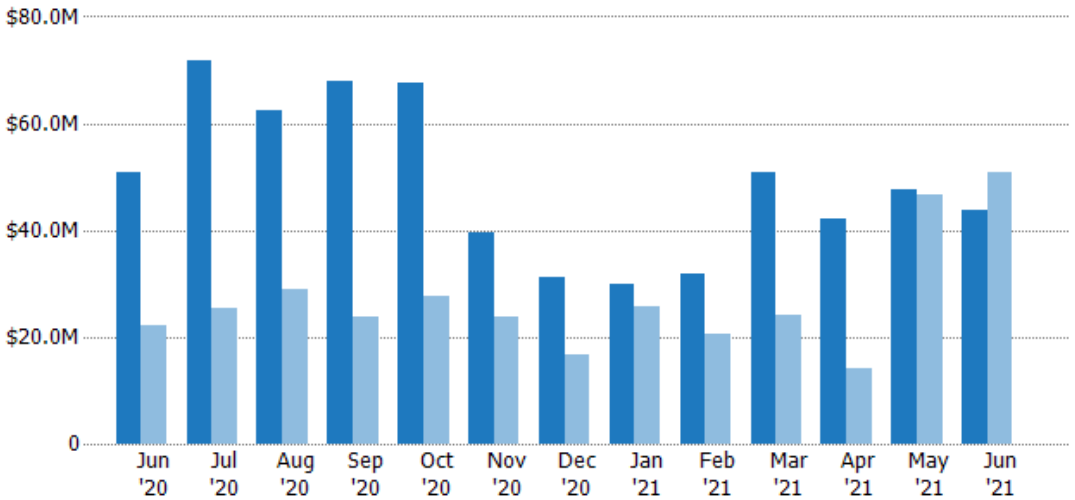
|                                | Jun '20 | Jul '20 | Aug '20 | Sep '20 | Oct '20 | Nov '20 | Dec '20 | Jan '21 | Feb '21 | Mar '21 | Apr '21 | May '21 | Jun '21 |
|--------------------------------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| Current Year                   | 142     | 158     | 144     | 169     | 146     | 87      | 72      | 77      | 80      | 96      | 99      | 104     | 82      |
| Prior Year                     | 86      | 86      | 87      | 79      | 86      | 69      | 56      | 77      | 72      | 70      | 44      | 116     | 142     |
| Percent Change from Prior Year | 65%     | 84%     | 66%     | 114%    | 70%     | 26%     | 29%     | 0%      | 11%     | 37%     | 125%    | -10%    | -42%    |

## 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. |
|------------|---------|--------|
| Jun '21    | \$43.6M | -14.3% |
| Jun '20    | \$50.9M | 129.9% |
| Jun '19    | \$22.1M | 1.8%   |

|                                | Jun '20 | Jul '20 | Aug '20 | Sep '20 | Oct '20 | Nov '20 | Dec '20 | Jan '21 | Feb '21 | Mar '21 | Apr '21 | May '21 | Jun '21 |
|--------------------------------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| Current Year                   | \$50.9M | \$71.7M | \$62.5M | \$68M   | \$67.4M | \$39.6M | \$31.3M | \$29.9M | \$31.7M | \$50.8M | \$42.2M | \$47.5M | \$43.6M |
| Prior Year                     | \$22.1M | \$25.3M | \$28.8M | \$23.8M | \$27.6M | \$23.8M | \$16.8M | \$25.6M | \$20.6M | \$24.3M | \$14.2M | \$46.6M | \$50.9M |
| Percent Change from Prior Year | 130%    | 183%    | 117%    | 186%    | 144%    | 67%     | 86%     | 17%     | 54%     | 109%    | 198%    | 2%      | -14%    |

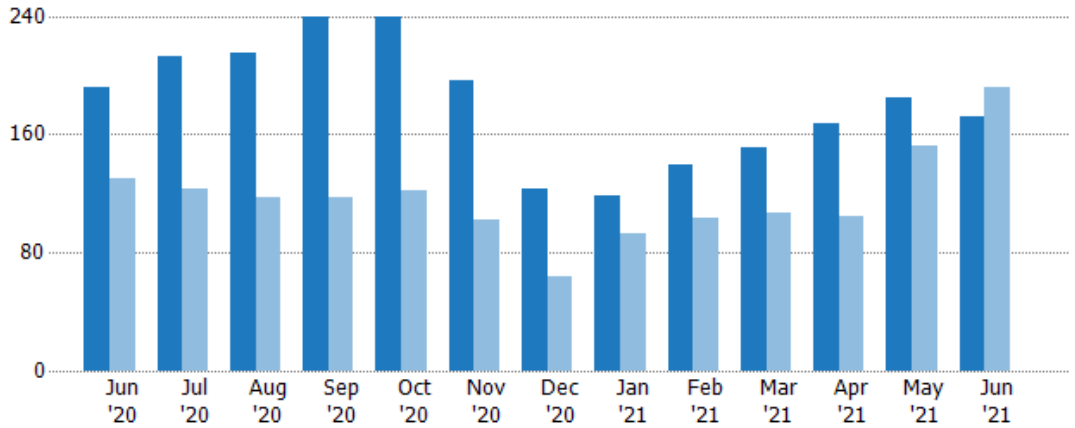


## Pending Sales

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. |
|------------|-------|--------|
| Jun '21    | 172   | -10.4% |
| Jun '20    | 192   | 47.7%  |
| Jun '19    | 130   | -13.1% |

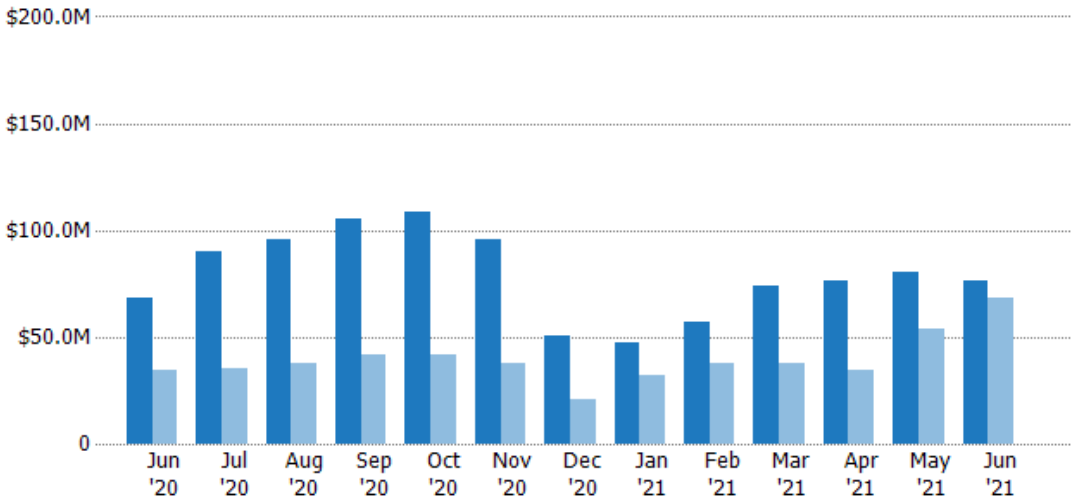
|                                | Jun '20 | Jul '20 | Aug '20 | Sep '20 | Oct '20 | Nov '20 | Dec '20 | Jan '21 | Feb '21 | Mar '21 | Apr '21 | May '21 | Jun '21 |
|--------------------------------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| Current Year                   | 192     | 213     | 215     | 240     | 239     | 196     | 123     | 118     | 139     | 151     | 167     | 185     | 172     |
| Prior Year                     | 130     | 123     | 117     | 117     | 122     | 102     | 64      | 93      | 103     | 107     | 104     | 152     | 192     |
| Percent Change from Prior Year | 48%     | 73%     | 84%     | 105%    | 96%     | 92%     | 92%     | 27%     | 35%     | 41%     | 61%     | 22%     | -10%    |

## 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. |
|------------|---------|--------|
| Jun '21    | \$76.6M | 12.5%  |
| Jun '20    | \$68.1M | 96.2%  |
| Jun '19    | \$34.7M | -11.7% |

|                                | Jun '20 | Jul '20 | Aug '20 | Sep '20 | Oct '20 | Nov '20 | Dec '20 | Jan '21 | Feb '21 | Mar '21 | Apr '21 | May '21 | Jun '21 |
|--------------------------------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| Current Year                   | \$68.1M | \$90M   | \$95.5M | \$105M  | \$108M  | \$96M   | \$50.6M | \$47.3M | \$56.6M | \$74M   | \$76.7M | \$80.1M | \$76.6M |
| Prior Year                     | \$34.7M | \$34.9M | \$38M   | \$41.4M | \$41.8M | \$37.3M | \$21.1M | \$32.3M | \$37.8M | \$37.5M | \$34.3M | \$54.1M | \$68.1M |
| Percent Change from Prior Year | 96%     | 158%    | 151%    | 154%    | 160%    | 157%    | 140%    | 46%     | 50%     | 97%     | 124%    | 48%     | 13%     |

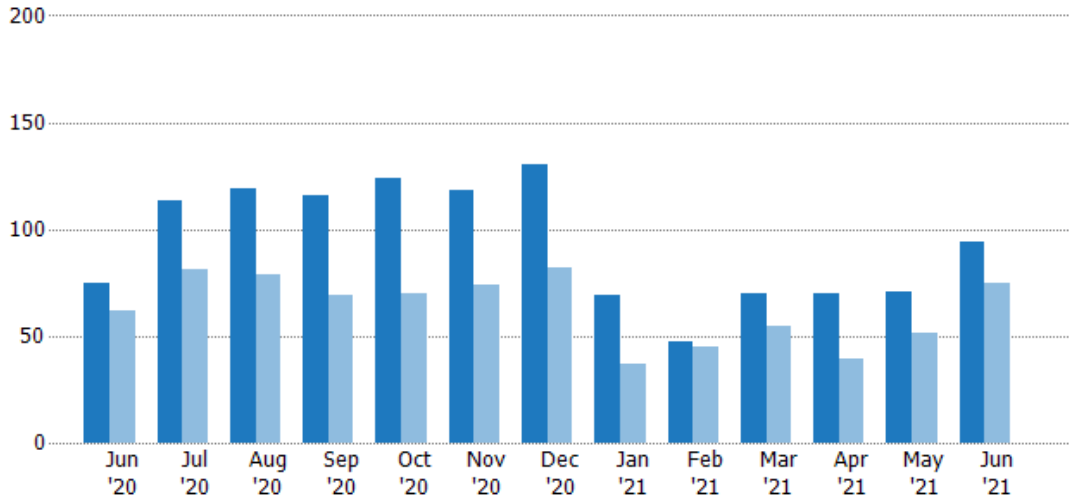
## Closed Sales

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. |
|------------|-------|--------|
| Jun '21    | 94    | 25.3%  |
| Jun '20    | 75    | 21%    |
| Jun '19    | 62    | 27.4%  |



|                                |     |     |     |     |     |     |     |     |    |     |     |     |     |
|--------------------------------|-----|-----|-----|-----|-----|-----|-----|-----|----|-----|-----|-----|-----|
| Current Year                   | 75  | 113 | 119 | 116 | 124 | 118 | 130 | 69  | 47 | 70  | 70  | 71  | 94  |
| Prior Year                     | 62  | 81  | 79  | 69  | 70  | 74  | 82  | 37  | 45 | 55  | 39  | 51  | 75  |
| Percent Change from Prior Year | 21% | 40% | 51% | 68% | 77% | 59% | 59% | 86% | 4% | 27% | 79% | 39% | 25% |

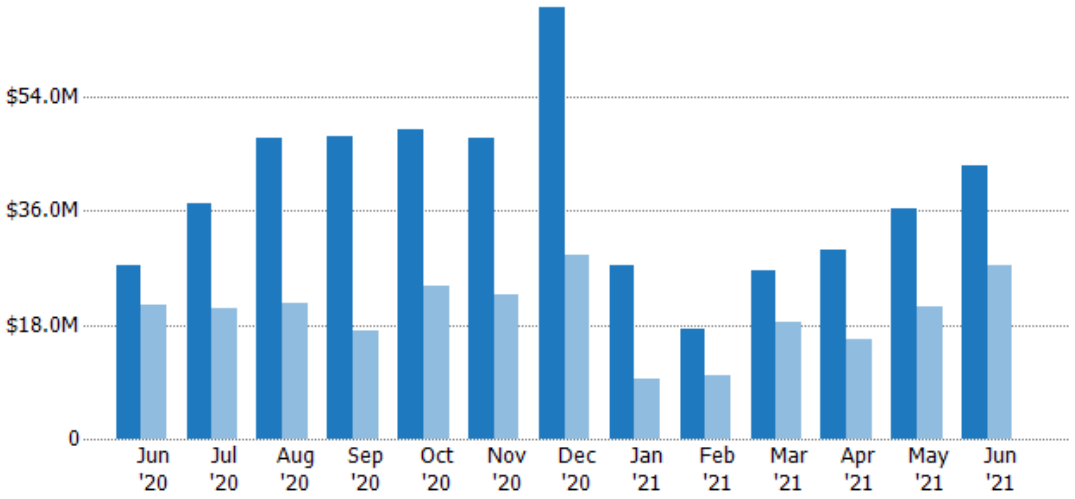
## Closed Sales Volume

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. |
|------------|---------|--------|
| Jun '21    | \$43.1M | 58.3%  |
| Jun '20    | \$27.2M | 28.6%  |
| Jun '19    | \$21.2M | 8.4%   |



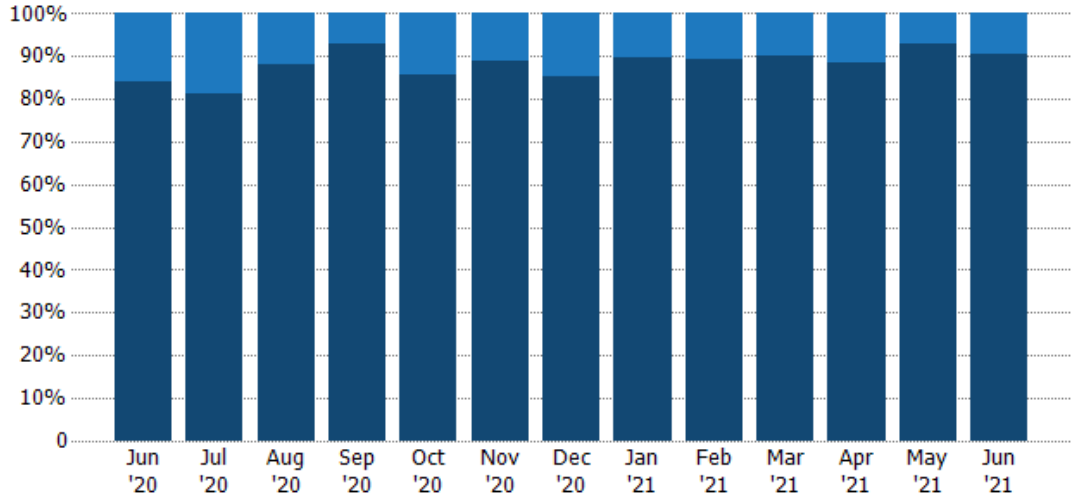
|                                |         |         |         |         |         |         |       |         |         |         |         |         |         |
|--------------------------------|---------|---------|---------|---------|---------|---------|-------|---------|---------|---------|---------|---------|---------|
| Current Year                   | \$27.2M | \$37.2M | \$47.3M | \$47.6M | \$48.7M | \$47.5M | \$68M | \$27.3M | \$17.3M | \$26.5M | \$29.8M | \$36.4M | \$43.1M |
| Prior Year                     | \$21.2M | \$20.7M | \$21.5M | \$17.2M | \$24M   | \$22.8M | \$29M | \$9.4M  | \$10.1M | \$18.3M | \$15.7M | \$20.9M | \$27.2M |
| Percent Change from Prior Year | 29%     | 80%     | 121%    | 177%    | 103%    | 108%    | 134%  | 191%    | 72%     | 44%     | 90%     | 74%     | 58%     |

## 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



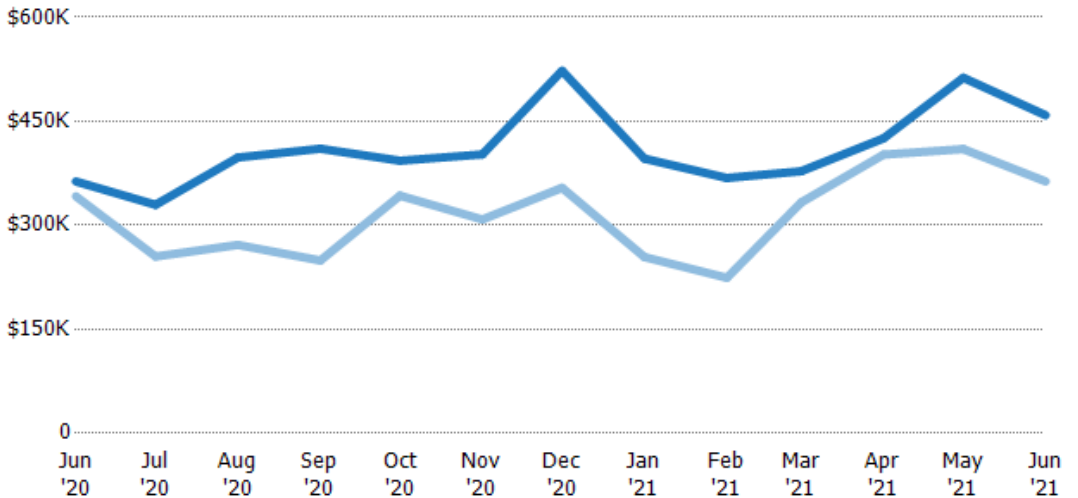
|                         |     |     |     |     |     |     |     |     |     |     |     |     |     |
|-------------------------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|
| Condo/Townhouse         | 16% | 19% | 12% | 7%  | 15% | 11% | 15% | 10% | 11% | 10% | 11% | 7%  | 10% |
| Single Family Residence | 84% | 81% | 88% | 93% | 85% | 89% | 85% | 90% | 89% | 90% | 89% | 93% | 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                   | \$363K | \$330K | \$398K | \$410K | \$393K | \$402K | \$523K | \$396K | \$368K | \$378K | \$425K | \$513K | \$459K |
| Prior Year                     | \$342K | \$255K | \$272K | \$249K | \$343K | \$308K | \$354K | \$254K | \$224K | \$333K | \$402K | \$410K | \$363K |
| Percent Change from Prior Year | 6%     | 29%    | 46%    | 65%    | 15%    | 30%    | 48%    | 56%    | 64%    | 13%    | 6%     | 25%    | 26%    |

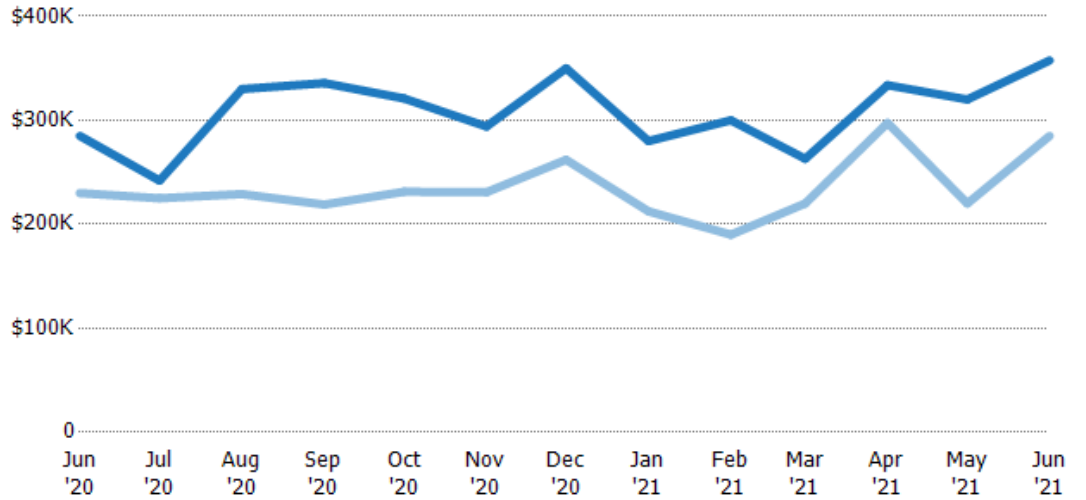
## Median Sales Price

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. |
|------------|--------|--------|
| Jun '21    | \$358K | 25.4%  |
| Jun '20    | \$285K | 23.9%  |
| Jun '19    | \$230K | -16.3% |



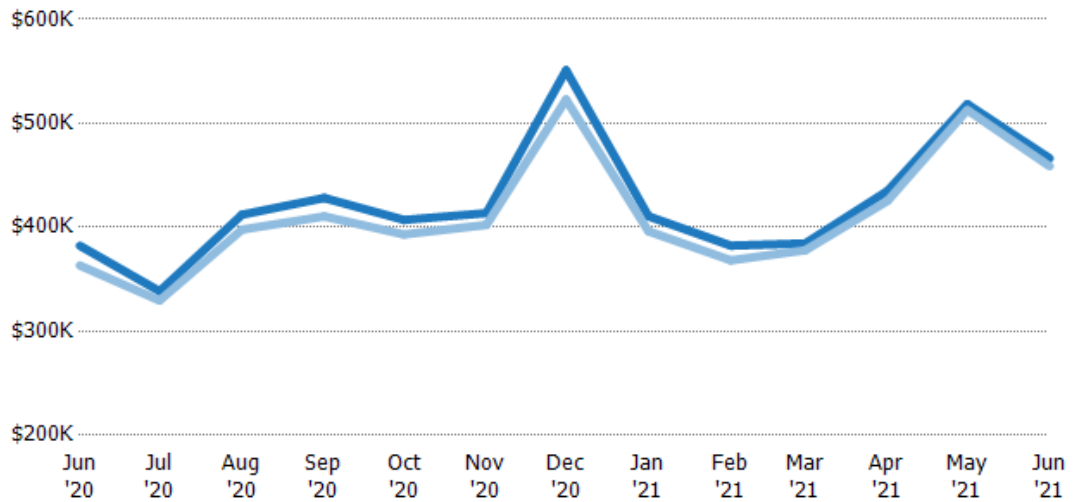
|                                |        |        |        |        |        |        |        |        |        |        |        |        |        |
|--------------------------------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|
| Current Year                   | \$285K | \$242K | \$330K | \$336K | \$321K | \$294K | \$350K | \$280K | \$300K | \$263K | \$334K | \$320K | \$358K |
| Prior Year                     | \$230K | \$225K | \$229K | \$219K | \$231K | \$231K | \$262K | \$213K | \$190K | \$220K | \$298K | \$220K | \$285K |
| Percent Change from Prior Year | 24%    | 8%     | 44%    | 53%    | 39%    | 27%    | 34%    | 32%    | 58%    | 20%    | 12%    | 45%    | 25%    |

## 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



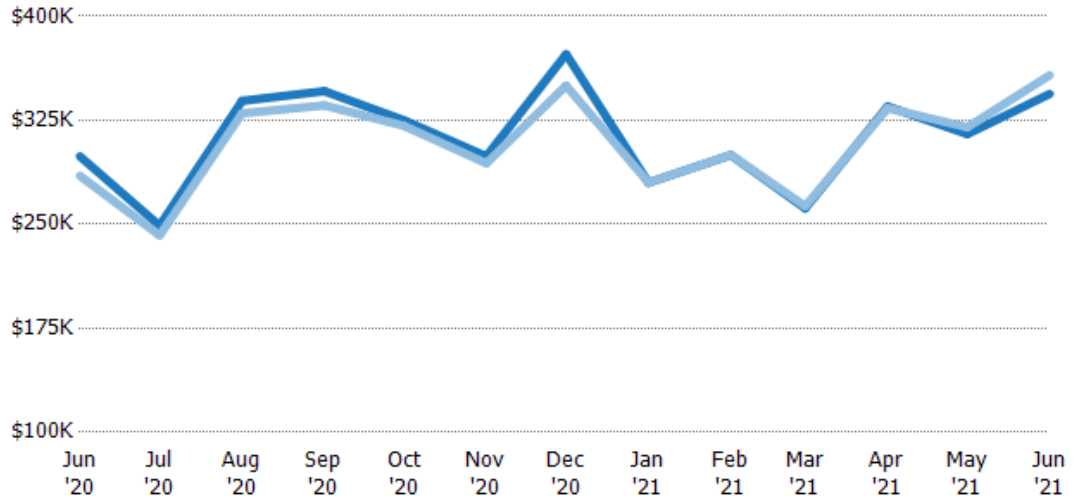
|  |        |        |        |        |        |        |        |        |        |        |        |        |        |
|--|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|
| Avg List Price                           | \$382K | \$338K | \$412K | \$428K | \$407K | \$414K | \$551K | \$411K | \$382K | \$384K | \$435K | \$518K | \$466K |
| Avg Sales Price                          | \$363K | \$330K | \$398K | \$410K | \$393K | \$402K | \$523K | \$396K | \$368K | \$378K | \$425K | \$513K | \$459K |
| Avg Sales Price as a % of Avg List Price | 95%    | 97%    | 97%    | 96%    | 97%    | 97%    | 95%    | 96%    | 96%    | 98%    | 98%    | 99%    | 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

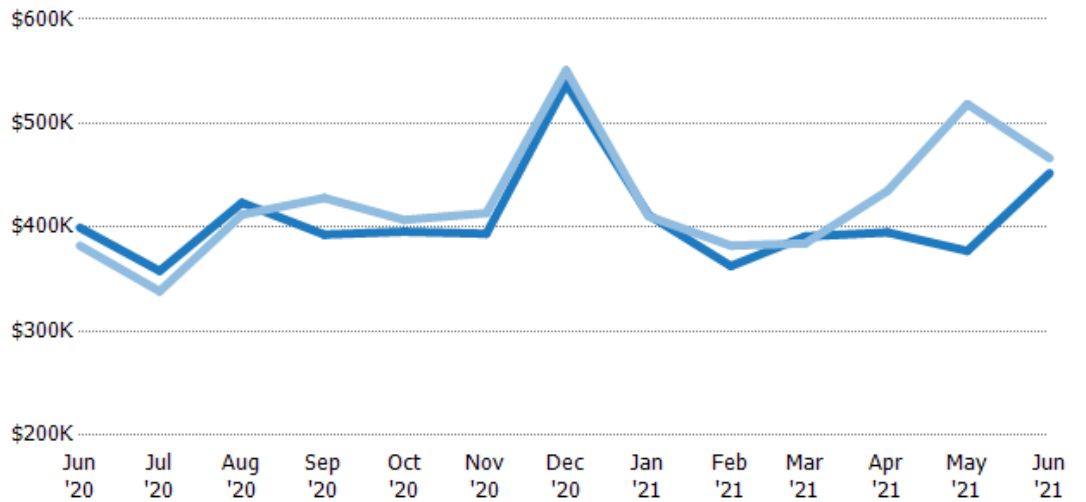


## Average Sales Price vs Average Est Value

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

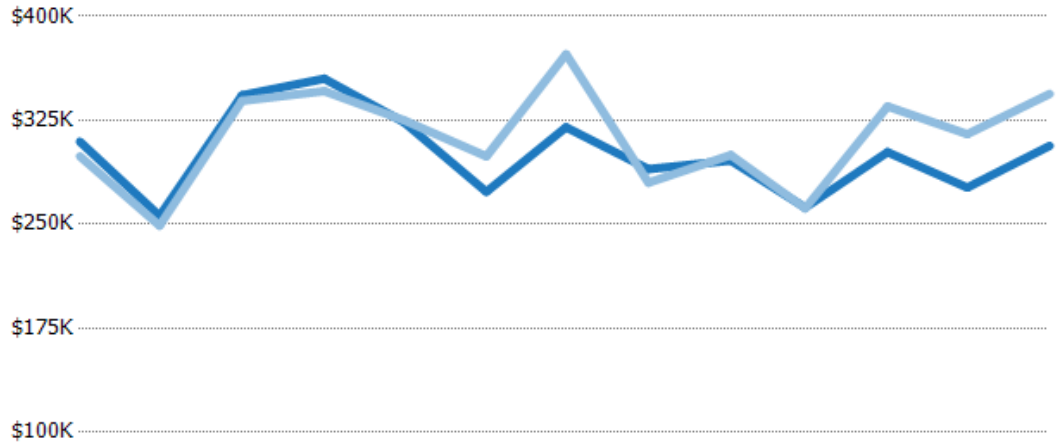


## Median Sales Price vs Median Est Value

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



|   | Jun '20 | Jul '20 | Aug '20 | Sep '20 | Oct '20 | Nov '20 | Dec '20 | Jan '21 | Feb '21 | Mar '21 | Apr '21 | May '21 | Jun '21 |
|---|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| Median Est Value                        | \$310K  | \$256K  | \$343K  | \$355K  | \$324K  | \$273K  | \$320K  | \$290K  | \$296K  | \$262K  | \$302K  | \$276K  | \$307K  |
| Median Sales Price                      | \$299K  | \$249K  | \$339K  | \$346K  | \$325K  | \$299K  | \$373K  | \$280K  | \$300K  | \$262K  | \$335K  | \$315K  | \$344K  |
| Med Sales Price as a % of Med Est Value | 97%     | 97%     | 99%     | 97%     | 100%    | 109%    | 116%    | 97%     | 101%    | 100%    | 111%    | 114%    | 112%    |