

## 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	Jul 2021	Jul 2020	+ / -	YTD 2021	YTD 2020	+ / -
<b>Listing Activity Charts Metrics</b>						
New Listing Count	89	142	-37.3%	576	612	-5.9%
New Listing Volume	\$39,650,611	\$57,479,442	-31%	\$291,850,646	\$285,109,808	+2.4%
Active Listing Count	4	396	-99%	N/A	N/A	
Active Listing Volume	\$1,106,900	\$237,449,082	-99.5%	N/A	N/A	
Average Listing Price	\$276,725	\$599,619	-53.8%	\$630,255	\$557,322	+13.1%
Median Listing Price	\$264,250	\$389,250	-32.1%	\$398,605	\$373,340	+6.8%
Median Days in RPR	338	117	+188.9%	142.1	174.41	-18.5%
Months of Inventory	0	5.3	-99.2%	2.7	7.8	-65.7%
Absorption Rate	2,350%	18.94%	+2,331.1%	37.43%	12.85%	+24.6%
<b>Sales Activity Charts Metrics</b>						
New Pending Sales Count	77	157	-51%	615	676	-9%
New Pending Sales Volume	\$36,548,511	\$70,844,899	-48.4%	\$282,291,139	\$251,642,933	+12.2%
Pending Sales Count	—	211	—	N/A	N/A	
Pending Sales Volume	—	\$88,845,744	—	N/A	N/A	
Closed Sales Count	70	112	-37.5%	491	414	+18.6%
Closed Sales Volume	\$29,304,664	\$36,371,300	-19.4%	\$209,705,594	\$138,007,288	+52%
Average Sales Price	\$418,638	\$324,744	+28.9%	\$427,099	\$333,351	+28.1%
Median Sales Price	\$335,000	\$239,750	+39.7%	\$315,616	\$240,488	+31.2%

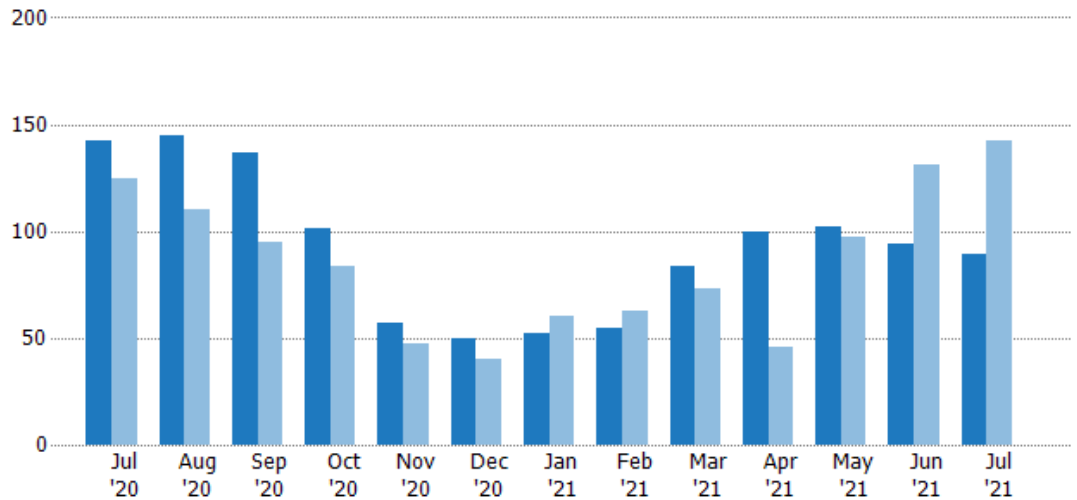
## New Listings

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.
Jul '21	89	-37.3%
Jul '20	142	13.6%
Jul '19	125	-20%



Current Year	142	145	137	101	57	50	52	55	84	100	102	94	89
Prior Year	125	110	95	84	47	40	60	63	73	46	97	131	142
Percent Change from Prior Year	14%	32%	44%	20%	21%	25%	-13%	-13%	15%	117%	5%	-28%	-37%

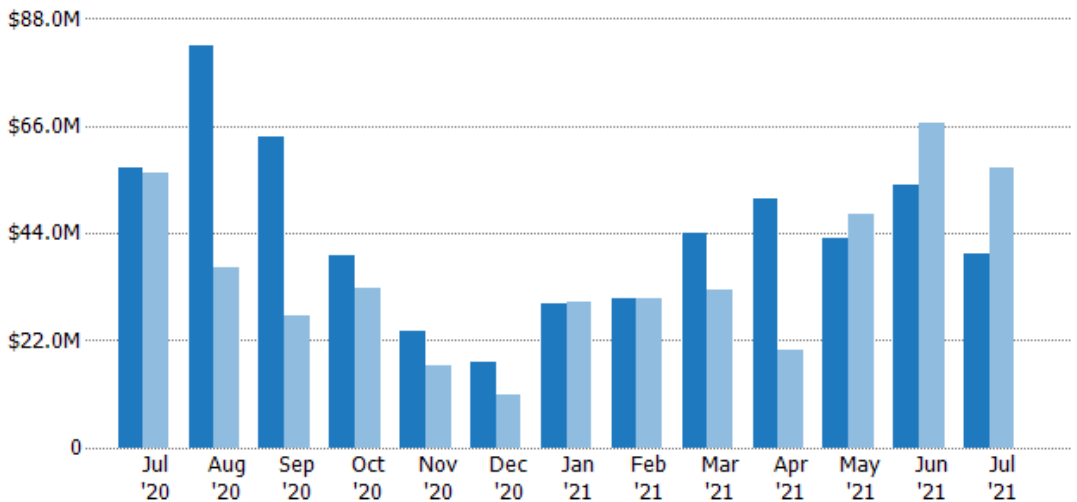
## New Listing Volume

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.
Jul '21	\$39.7M	-31%
Jul '20	\$57.5M	2.2%
Jul '19	\$56.2M	-27.8%



Current Year	\$57.5M	\$82.5M	\$63.7M	\$39.5M	\$24M	\$17.7M	\$29.6M	\$30.6M	\$44M	\$51.1M	\$43.1M	\$53.9M	\$39.7M
Prior Year	\$56.2M	\$36.9M	\$27.2M	\$32.8M	\$16.9M	\$11M	\$30M	\$30.6M	\$32.6M	\$20.1M	\$47.8M	\$66.6M	\$57.5M
Percent Change from Prior Year	2%	123%	134%	20%	41%	61%	-1%	0%	35%	154%	-10%	-19%	-31%

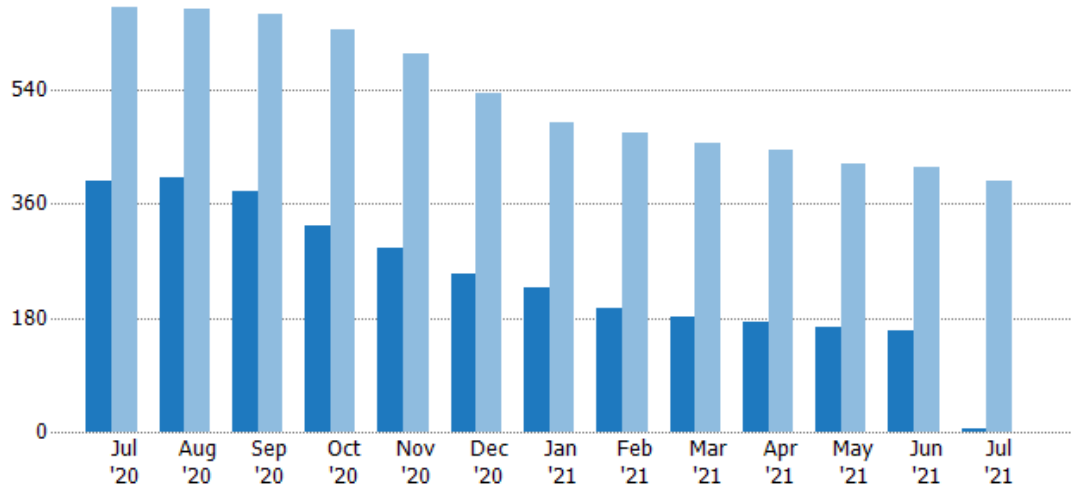
## Active Listings

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.
Jul '21	4	-99%
Jul '20	396	-41%
Jul '19	671	-7.7%



Current Year	396	401	379	326	291	249	227	194	181	174	165	161	4
Prior Year	671	668	658	636	598	534	488	473	456	445	422	417	396
Percent Change from Prior Year	-41%	-40%	-42%	-49%	-51%	-53%	-53%	-59%	-60%	-61%	-61%	-61%	-99%

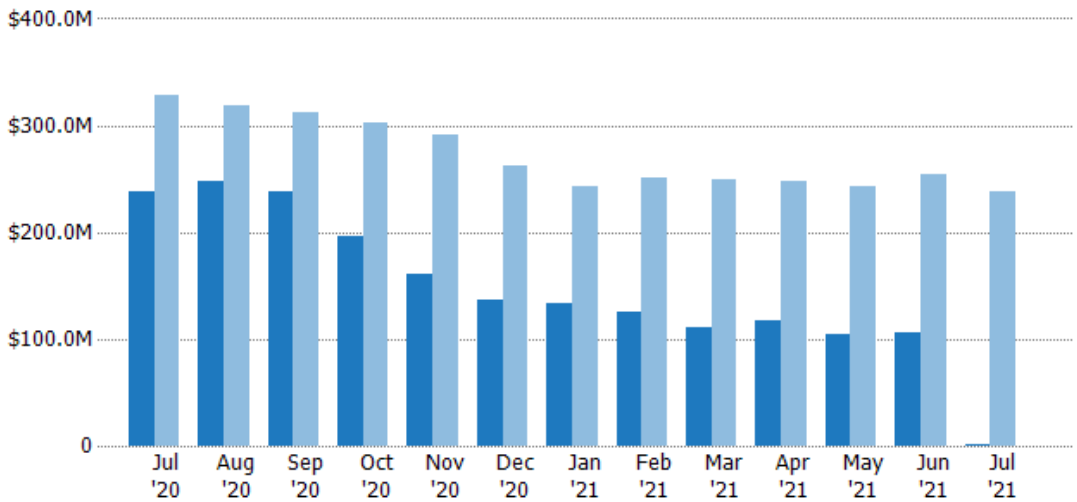
## Active Listing Volume

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.
Jul '21	\$1.11M	-99.5%
Jul '20	\$237M	-27.6%
Jul '19	\$328M	-9.9%



Current Year	\$237M	\$248M	\$238M	\$196M	\$161M	\$136M	\$133M	\$125M	\$111M	\$117M	\$105M	\$105M	\$1.11M
Prior Year	\$328M	\$318M	\$312M	\$303M	\$290M	\$262M	\$243M	\$250M	\$249M	\$248M	\$244M	\$254M	\$237M
Percent Change from Prior Year	-28%	-22%	-24%	-35%	-45%	-48%	-45%	-50%	-56%	-53%	-57%	-59%	-100%

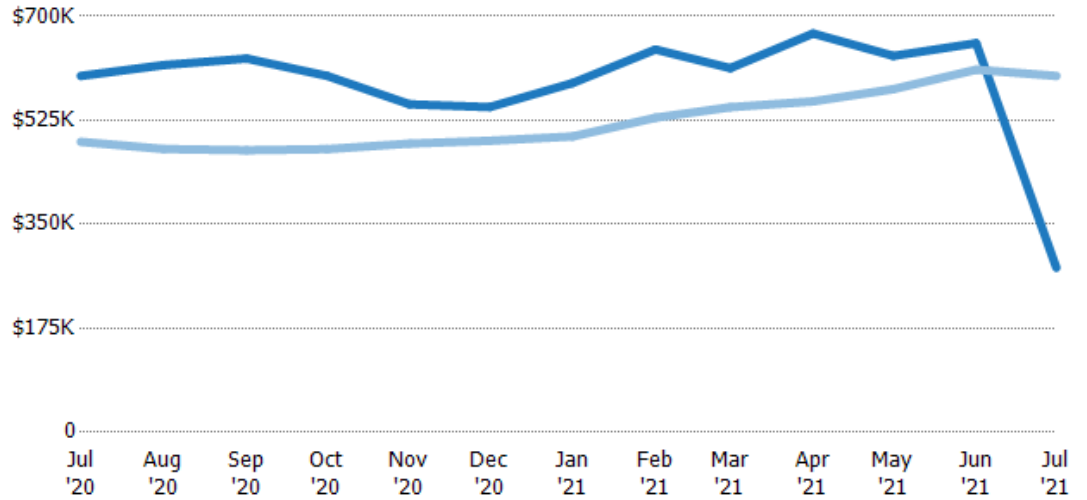
## Average Listing Price

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.
Jul '21	\$277K	-53.8%
Jul '20	\$600K	22.7%
Jul '19	\$489K	-2.4%



Current Year	\$600K	\$618K	\$629K	\$600K	\$552K	\$547K	\$588K	\$644K	\$613K	\$671K	\$633K	\$655K	\$277K
Prior Year	\$489K	\$477K	\$475K	\$476K	\$486K	\$491K	\$498K	\$529K	\$547K	\$557K	\$577K	\$610K	\$600K
Percent Change from Prior Year	23%	30%	32%	26%	14%	12%	18%	22%	12%	21%	10%	7%	-54%

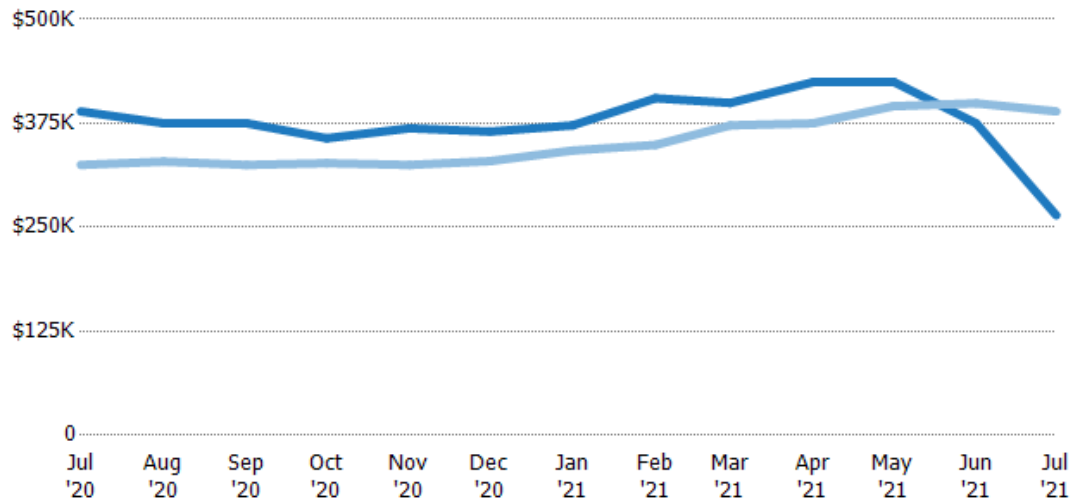
## Median Listing Price

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.
Jul '21	\$264K	-32.1%
Jul '20	\$389K	19.8%
Jul '19	\$325K	0%



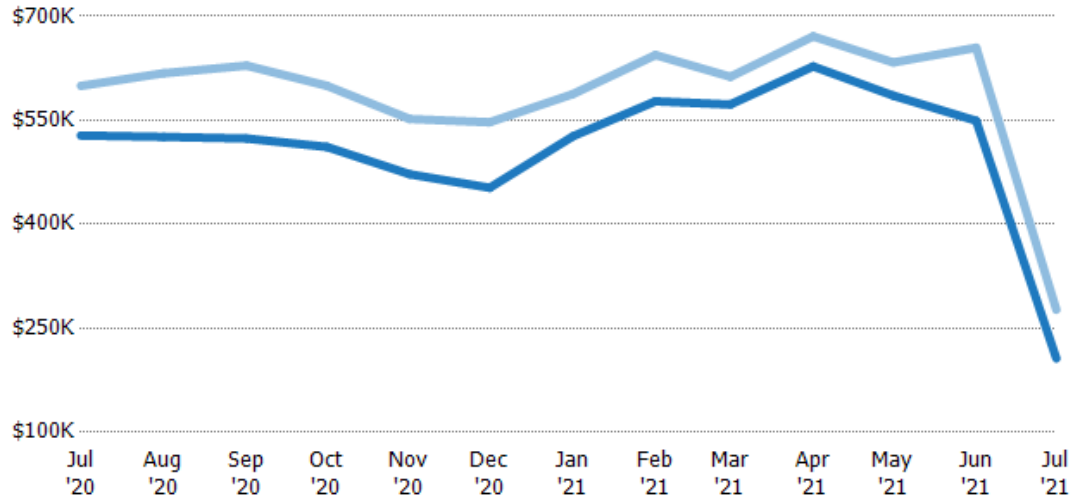
Current Year	\$389K	\$375K	\$375K	\$357K	\$369K	\$365K	\$373K	\$405K	\$400K	\$425K	\$425K	\$375K	\$264K
Prior Year	\$325K	\$329K	\$325K	\$327K	\$325K	\$329K	\$342K	\$349K	\$372K	\$375K	\$396K	\$399K	\$389K
Percent Change from Prior Year	20%	14%	15%	9%	14%	11%	9%	16%	7%	13%	7%	-6%	-32%

## 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

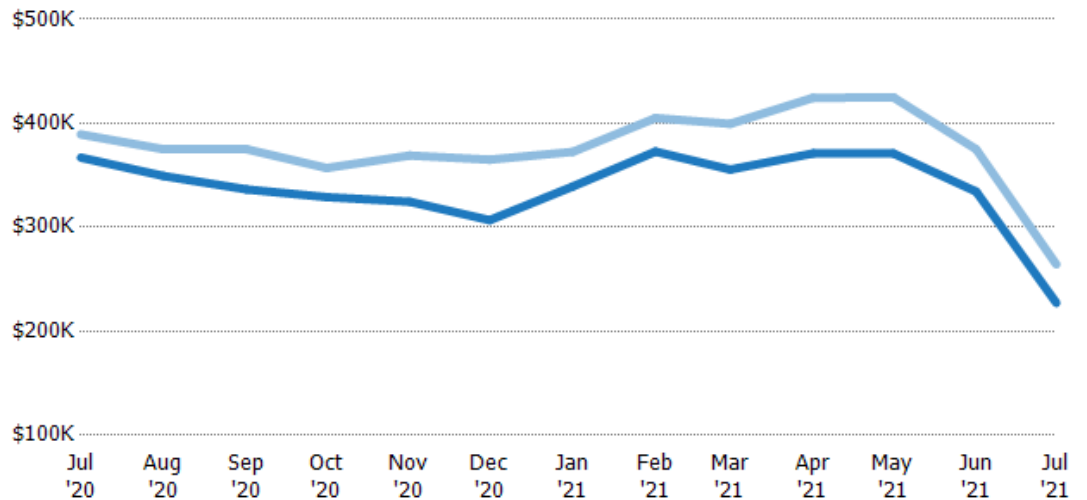


## Median Listing Price vs Median Est Value

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



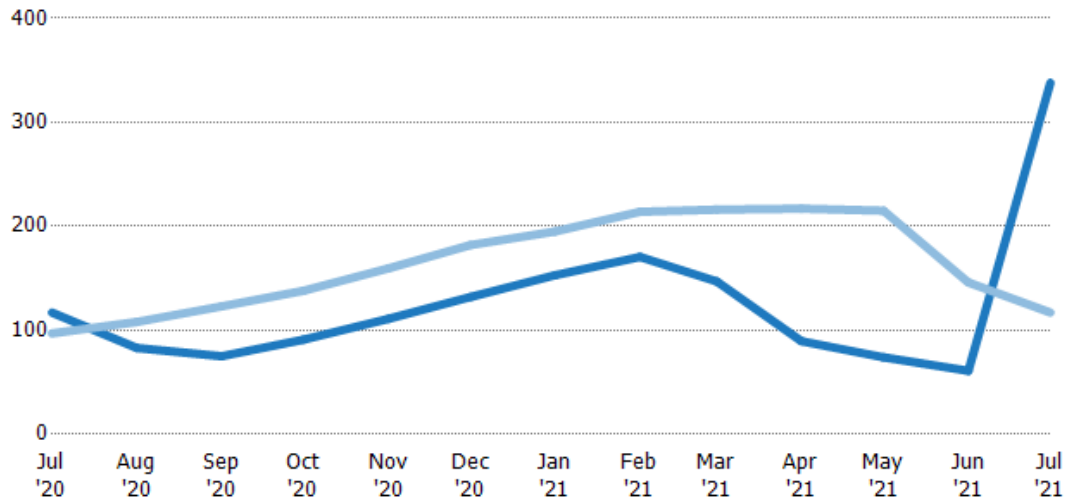
## Median Days in RPR

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.
Jul '21	338	188.9%
Jul '20	117	20.6%
Jul '19	97	-6.2%



Current Year	117	83	75	91	111	132	153	171	147	89.5	74	61	338
Prior Year	97	108	123	138	160	182	195	214	216	217	215	146	117
Percent Change from Prior Year	21%	-23%	-39%	-34%	-30%	-27%	-22%	-20%	-32%	-59%	-66%	-58%	189%

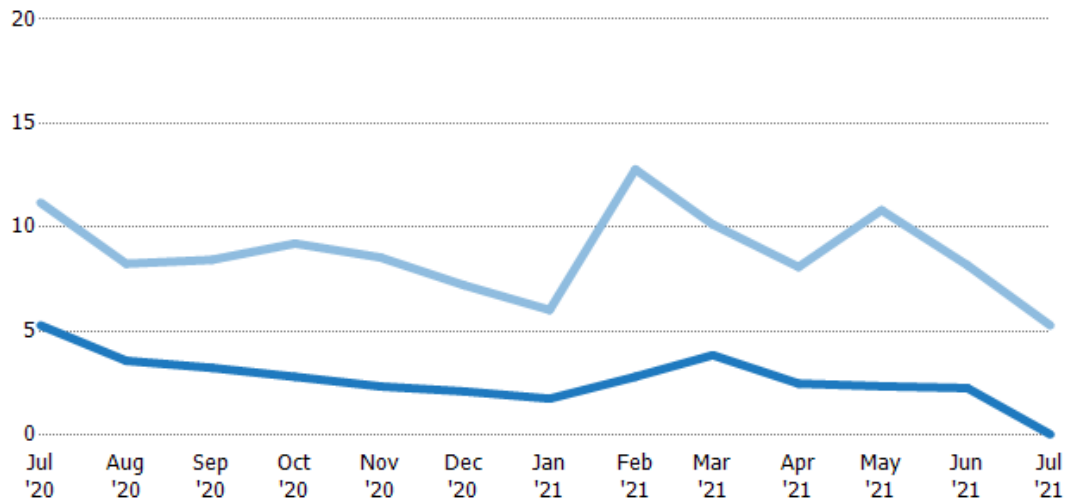
## Months of Inventory

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.
Jul '21	0	-99.2%
Jul '20	5.28	-52.8%
Jul '19	11.2	-27.2%



Current Year	5.28	3.58	3.24	2.81	2.35	2.11	1.76	2.81	3.85	2.49	2.36	2.27	0
Prior Year	11.2	8.25	8.44	9.22	8.54	7.22	6.02	12.8	10.1	8.09	10.8	8.18	5.28
Percent Change from Prior Year	-53%	-57%	-62%	-70%	-73%	-71%	-71%	-78%	-62%	-69%	-78%	-72%	-99%

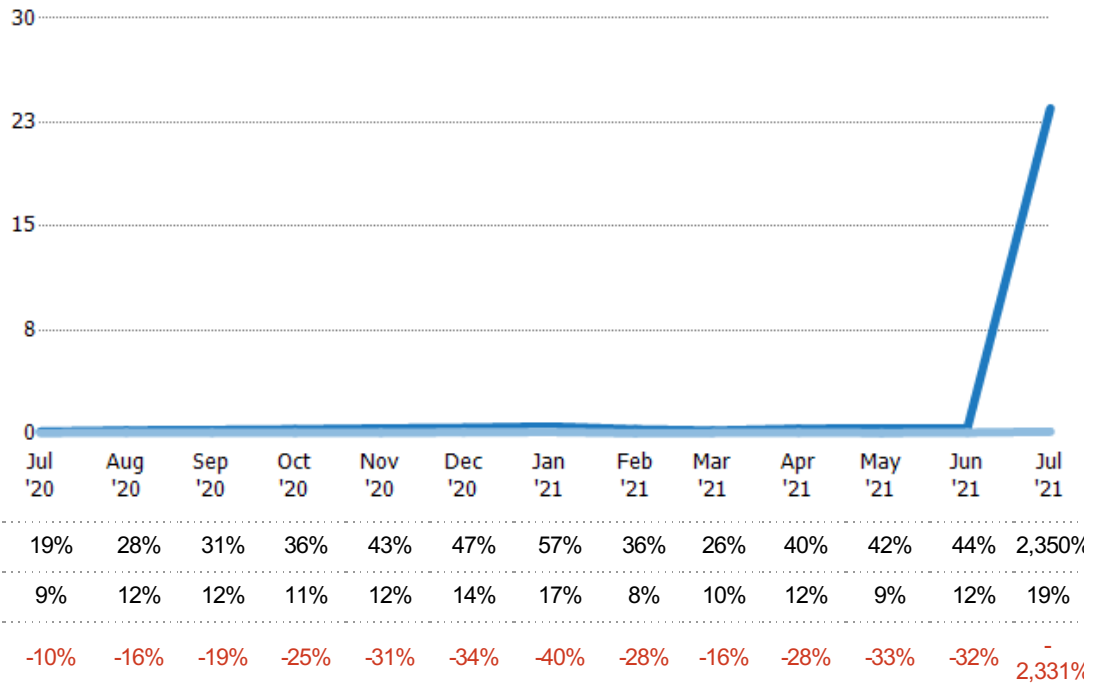
## Absorption Rate

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.
Jul '21	2,350%	-2,331.1%
Jul '20	19%	-10%
Jul '19	9%	37.2%

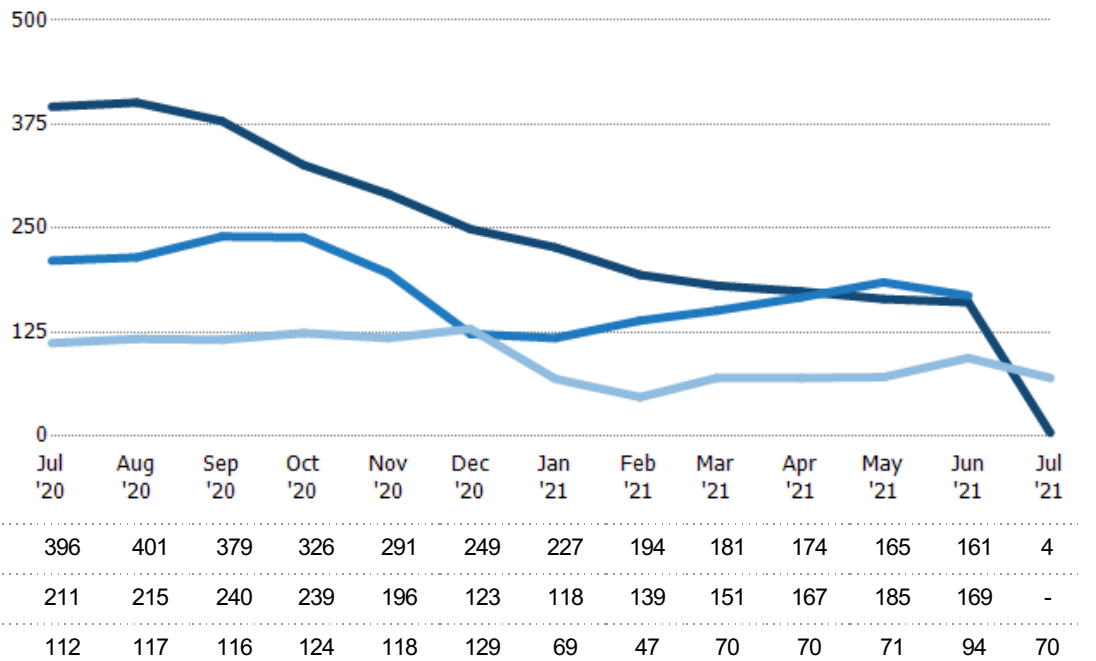


## Active/Pending/Sold Units

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



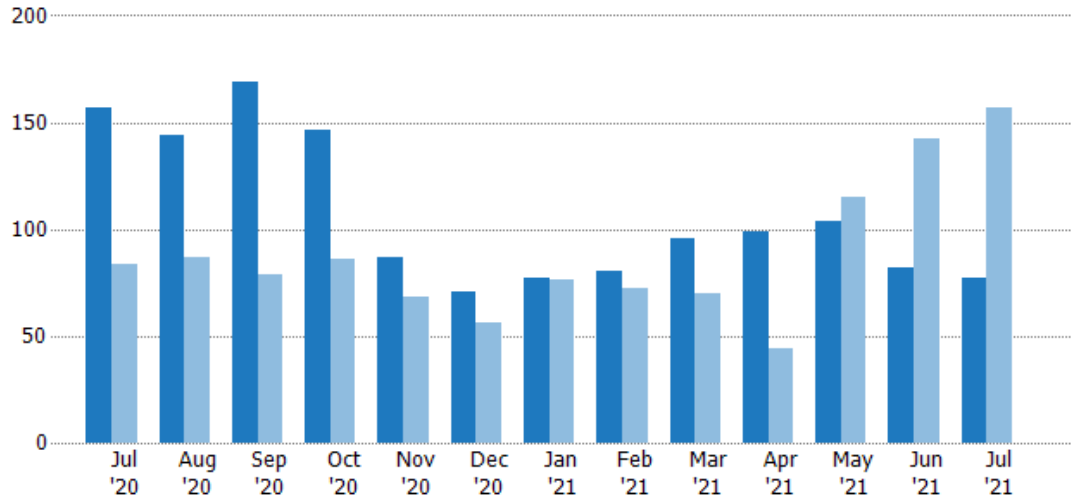
## New Pending Sales

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.
Jul '21	77	-51%
Jul '20	157	86.9%
Jul '19	84	-17.9%



Current Year	157	144	169	146	87	71	77	80	96	99	104	82	77
Prior Year	84	87	79	86	68	56	76	72	70	44	115	142	157
Percent Change from Prior Year	87%	66%	114%	70%	28%	27%	1%	11%	37%	125%	-10%	-42%	-51%

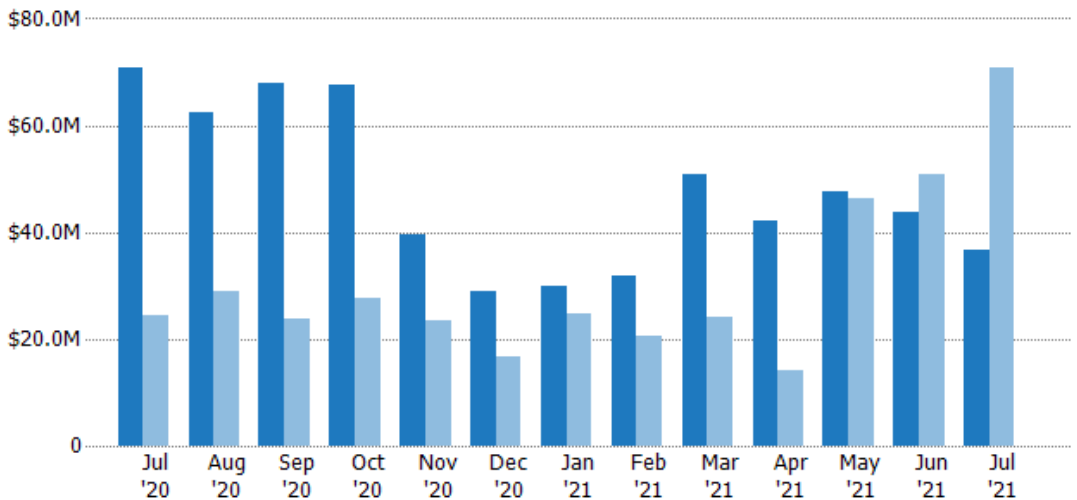
## New Pending Sales Volume

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.
Jul '21	\$36.5M	-48.4%
Jul '20	\$70.8M	190.2%
Jul '19	\$24.4M	-23.2%



Current Year	\$70.8M	\$62.5M	\$68M	\$67.4M	\$39.6M	\$28.8M	\$29.9M	\$31.7M	\$50.8M	\$42.2M	\$47.5M	\$43.6M	\$36.5M
Prior Year	\$24.4M	\$28.8M	\$23.8M	\$27.6M	\$23.5M	\$16.8M	\$24.7M	\$20.6M	\$24.3M	\$14.2M	\$46.3M	\$50.9M	\$70.8M
Percent Change from Prior Year	190%	117%	186%	144%	69%	71%	21%	54%	109%	198%	3%	-14%	-48%

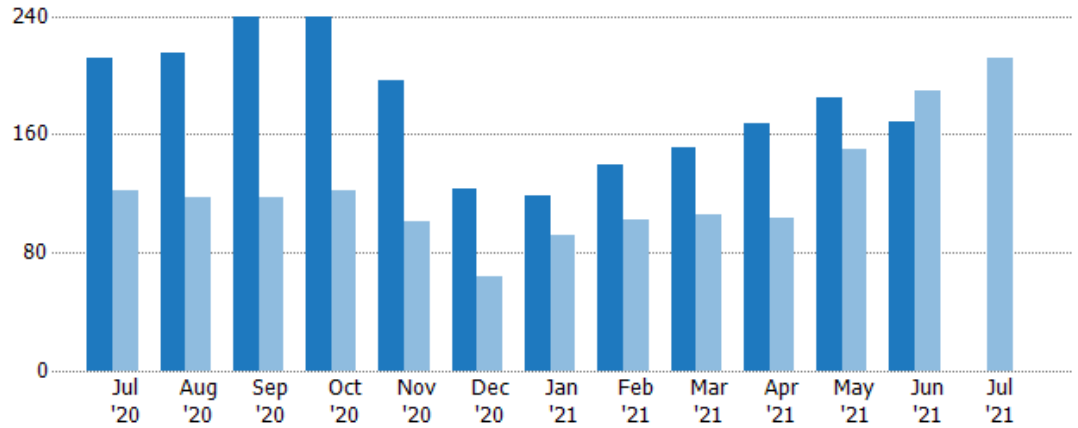


## Pending Sales

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



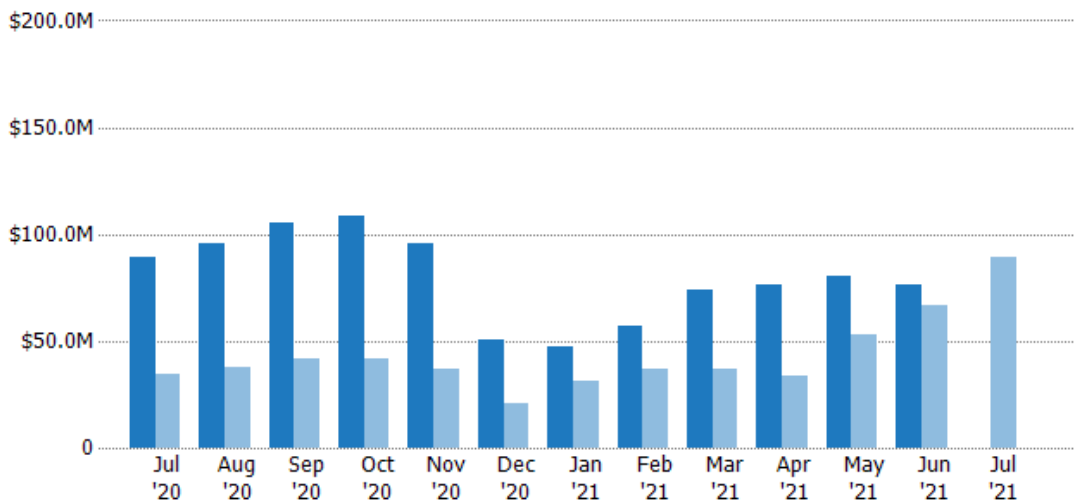
Current Year	211	215	240	239	196	123	118	139	151	167	185	169	-
Prior Year	122	117	117	122	101	64	92	102	106	103	150	190	211
Percent Change from Prior Year	73%	84%	105%	96%	94%	92%	28%	36%	42%	62%	23%	-11%	-100%

## 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



Current Year	\$88.8M	\$95.5M	\$105M	\$108M	\$96M	\$50.6M	\$47.3M	\$56.6M	\$74M	\$76.7M	\$80.1M	\$76M	-
Prior Year	\$34.3M	\$38M	\$41.4M	\$41.8M	\$37M	\$21.1M	\$31.5M	\$36.9M	\$36.6M	\$33.4M	\$52.9M	\$66.9M	\$88.8M
Percent Change from Prior Year	159%	151%	154%	160%	159%	140%	50%	54%	102%	130%	51%	14%	-100%

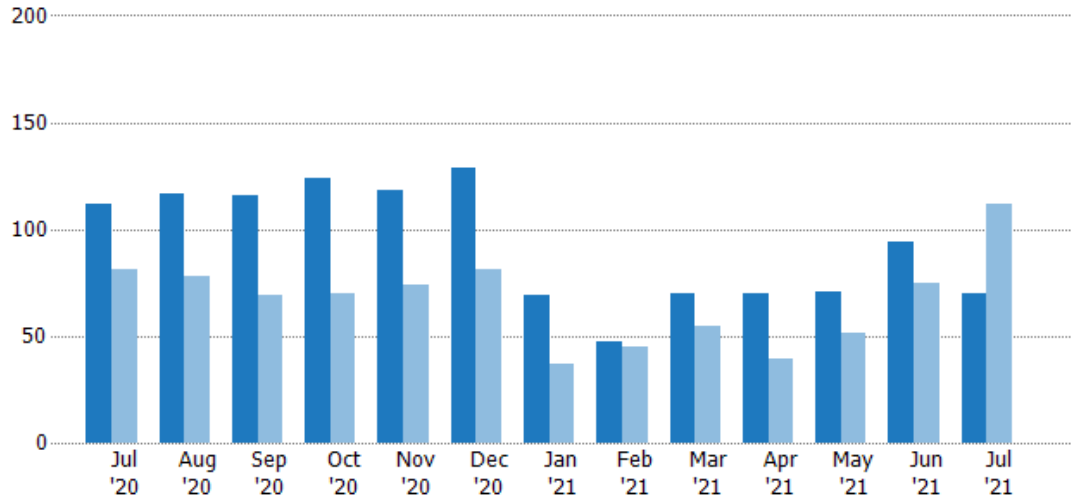
## Closed Sales

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.
Jul '21	70	-37.5%
Jul '20	112	38.3%
Jul '19	81	-25.9%



Current Year	112	117	116	124	118	129	69	47	70	70	71	94	70
Prior Year	81	78	69	70	74	81	37	45	55	39	51	75	112
Percent Change from Prior Year	38%	50%	68%	77%	59%	59%	86%	4%	27%	79%	39%	25%	-38%

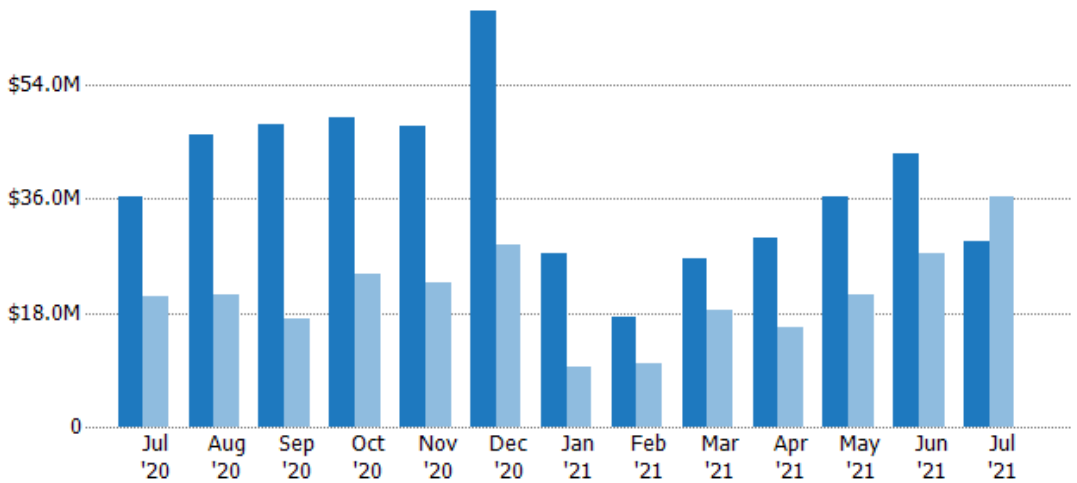
## Closed Sales Volume

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.
Jul '21	\$29.3M	-19.4%
Jul '20	\$36.4M	76.1%
Jul '19	\$20.7M	-26.1%



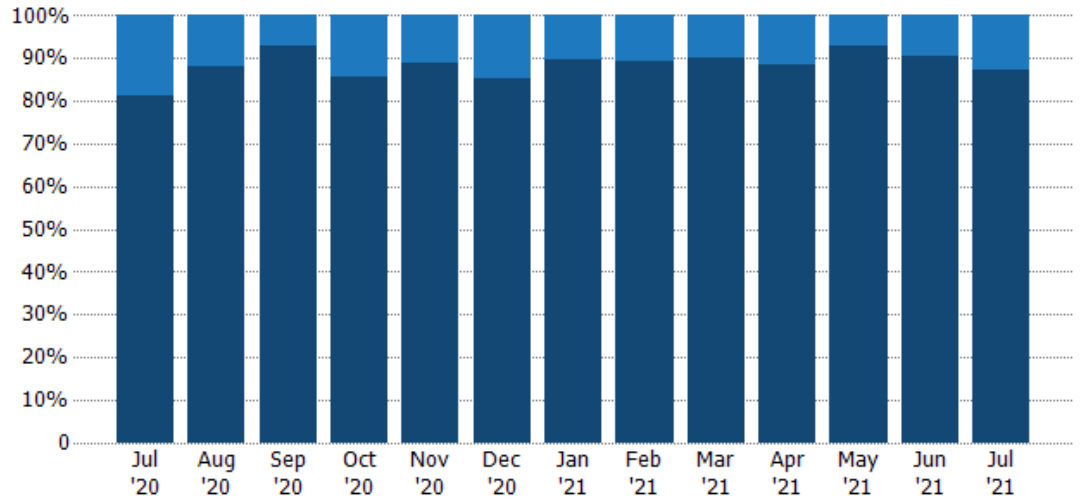
Current Year	\$36.4M	\$46.2M	\$47.6M	\$48.7M	\$47.5M	\$65.5M	\$27.3M	\$17.3M	\$26.5M	\$29.8M	\$36.4M	\$43.1M	\$29.3M
Prior Year	\$20.7M	\$20.9M	\$17.2M	\$24M	\$22.8M	\$28.7M	\$9.4M	\$10.1M	\$18.3M	\$15.7M	\$20.9M	\$27.2M	\$36.4M
Percent Change from Prior Year	76%	120%	177%	103%	108%	128%	191%	72%	44%	90%	74%	58%	-19%

## 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	19%	12%	7%	15%	11%	15%	10%	11%	10%	11%	7%	10%	13%
Single Family Residence	81%	88%	93%	85%	89%	85%	90%	89%	90%	89%	93%	90%	87%

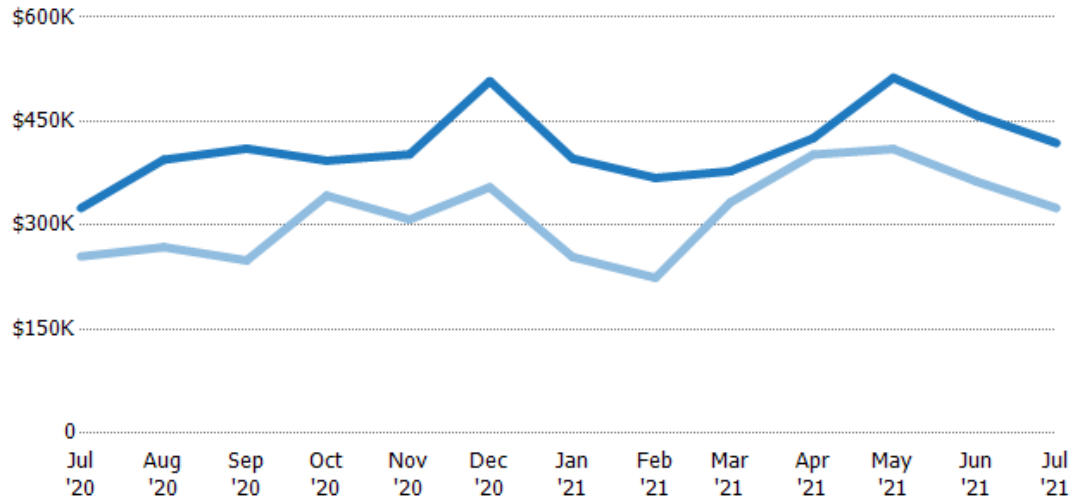
## Average Sales Price

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

Month/ Year	Price	% Chg.
Jul '21	\$419K	28.9%
Jul '20	\$325K	27.4%
Jul '19	\$255K	-0.3%



Current Year	\$325K	\$394K	\$410K	\$393K	\$402K	\$508K	\$396K	\$368K	\$378K	\$425K	\$513K	\$459K	\$419K
Prior Year	\$255K	\$268K	\$249K	\$343K	\$308K	\$355K	\$254K	\$224K	\$333K	\$402K	\$410K	\$363K	\$325K
Percent Change from Prior Year	27%	47%	65%	15%	30%	43%	56%	64%	13%	6%	25%	26%	29%

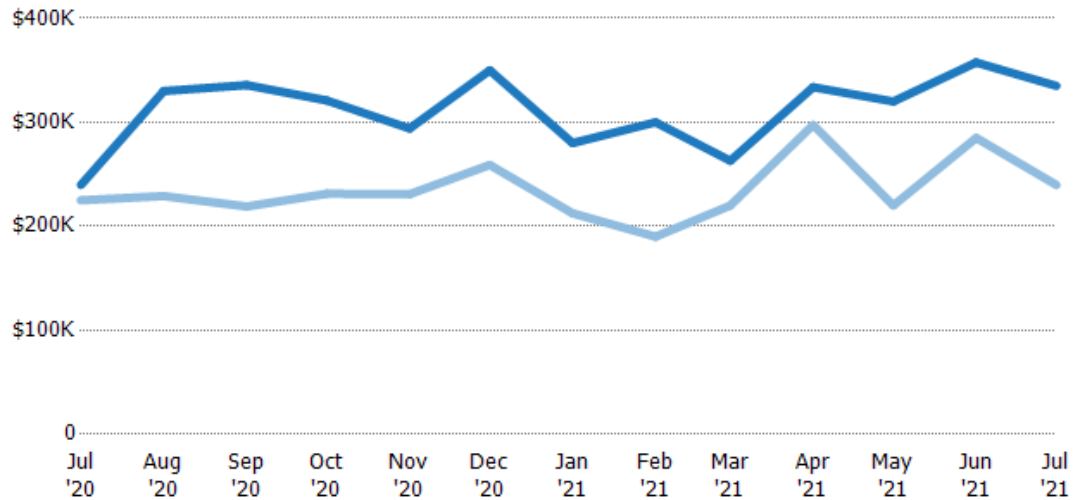
## Median Sales Price

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.
Jul '21	\$335K	39.7%
Jul '20	\$240K	6.6%
Jul '19	\$225K	-14.4%



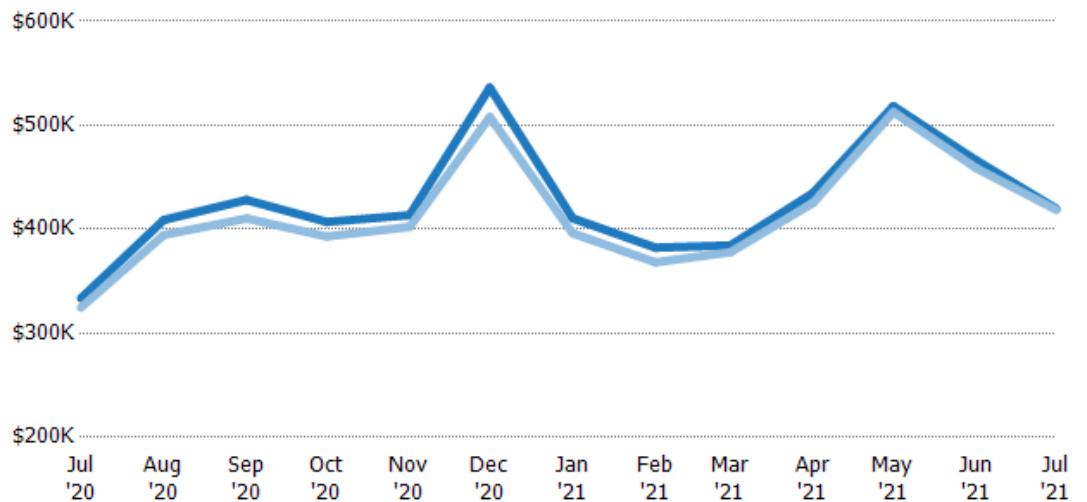
Current Year	\$240K	\$330K	\$336K	\$321K	\$294K	\$350K	\$280K	\$300K	\$263K	\$334K	\$320K	\$358K	\$335K
Prior Year	\$225K	\$229K	\$219K	\$231K	\$231K	\$259K	\$213K	\$190K	\$220K	\$298K	\$220K	\$285K	\$240K
Percent Change from Prior Year	7%	44%	53%	39%	27%	35%	32%	58%	20%	12%	45%	25%	40%

## 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



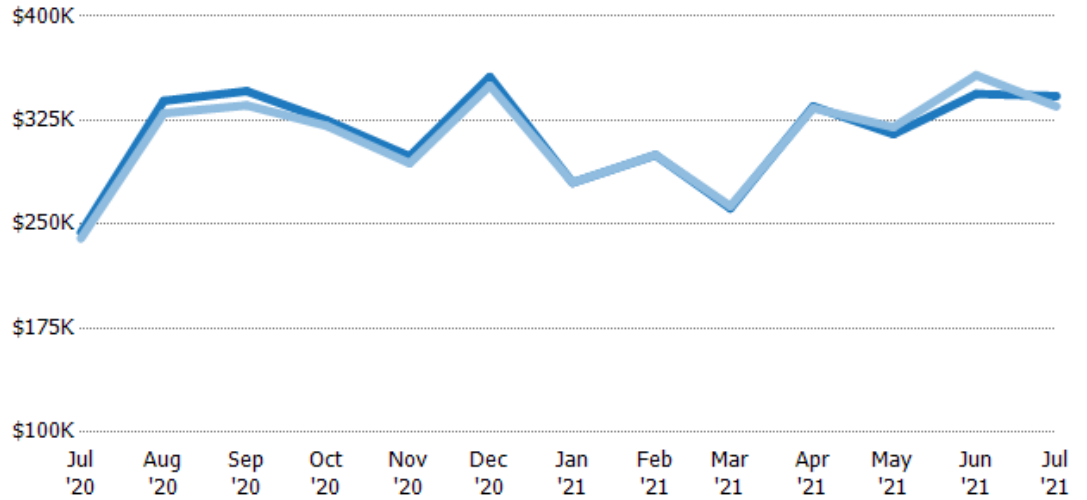
Avg List Price	\$334K	\$409K	\$428K	\$407K	\$414K	\$536K	\$411K	\$382K	\$384K	\$435K	\$518K	\$466K	\$420K
Avg Sales Price	\$325K	\$394K	\$410K	\$393K	\$402K	\$508K	\$396K	\$368K	\$378K	\$425K	\$513K	\$459K	\$419K
Avg Sales Price as a % of Avg List Price	97%	96%	96%	97%	97%	95%	96%	96%	98%	98%	99%	98%	100%

## 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

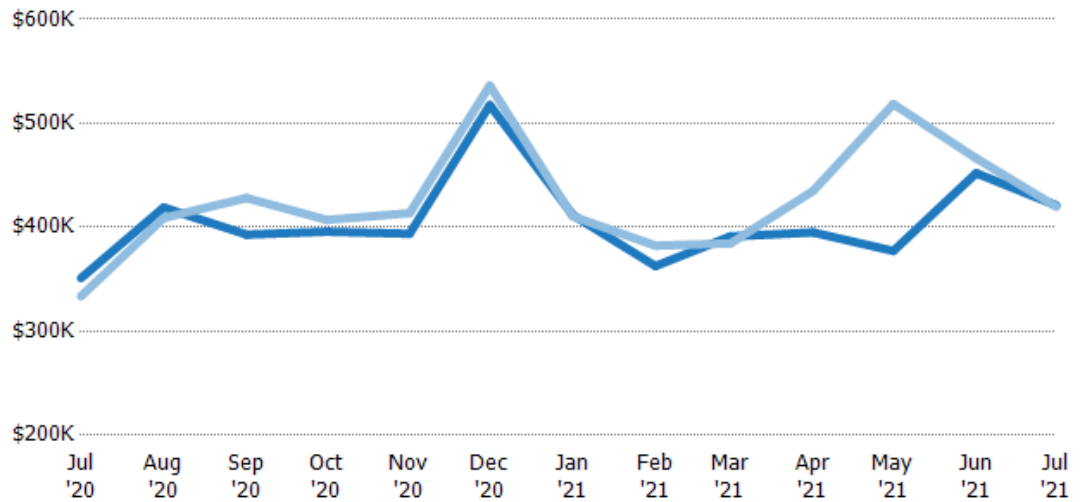


## Average Sales Price vs Average Est Value

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

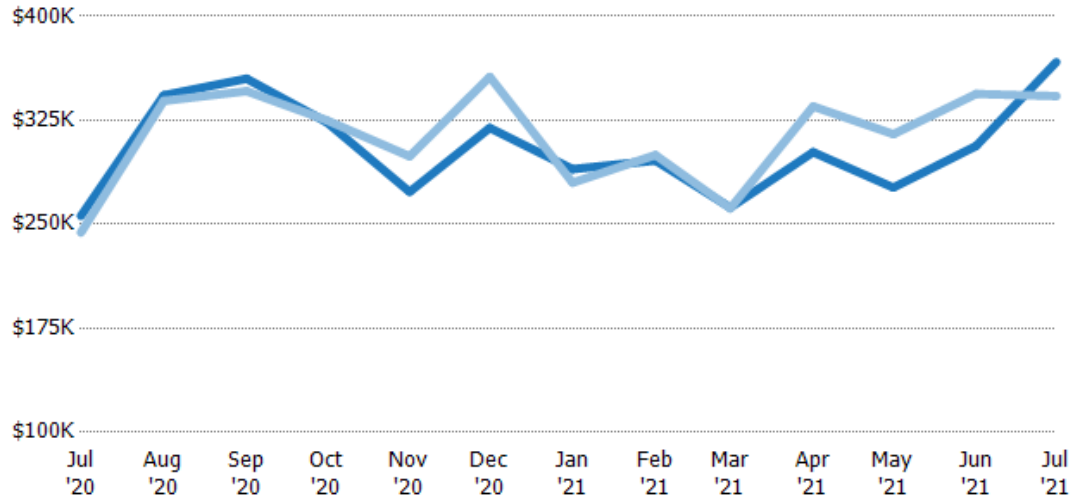


## Median Sales Price vs Median Est Value

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



Median Est Value	\$256K	\$343K	\$355K	\$324K	\$273K	\$319K	\$290K	\$296K	\$262K	\$302K	\$276K	\$307K	\$367K
Median Sales Price	\$244K	\$339K	\$346K	\$325K	\$299K	\$356K	\$280K	\$300K	\$262K	\$335K	\$315K	\$344K	\$342K
Med Sales Price as a % of Med Est Value	95%	99%	97%	100%	109%	112%	97%	101%	100%	111%	114%	112%	93%