

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	Aug 2021	Aug 2020	+ / -	YTD 2021	YTD 2020	+ / -
Listing Activity Charts Metrics						
New Listing Count	104	142	-26.8%	697	739	-5.7%
New Listing Volume	\$60,007,200	\$81,155,312	-26.1%	\$358,750,846	\$348,838,820	+2.8%
Active Listing Count	248	396	-37.4%	N/A	N/A	
Active Listing Volume	\$154,974,400	\$243,095,521	-36.2%	N/A	N/A	
Average Listing Price	\$624,897	\$613,878	+1.8%	\$628,800	\$545,545	+15.3%
Median Listing Price	\$399,000	\$369,000	+8.1%	\$396,160	\$370,511	+6.9%
Median Days in RPR	56.5	83	-31.9%	101.39	154.37	-34.3%
Months of Inventory	2.8	3.5	-21.2%	3.2	7.5	-56.8%
Absorption Rate	35.89%	28.28%	+7.6%	30.98%	13.39%	+17.6%
Sales Activity Charts Metrics						
New Pending Sales Count	62	144	-56.9%	692	819	-15.5%
New Pending Sales Volume	\$28,112,000	\$62,527,873	-55%	\$318,252,039	\$314,031,806	+1.3%
Pending Sales Count	104	211	-50.7%	N/A	N/A	
Pending Sales Volume	\$49,668,149	\$94,434,373	-47.4%	N/A	N/A	
Closed Sales Count	83	114	-27.2%	586	523	+12%
Closed Sales Volume	\$37,897,850	\$44,796,265	-15.4%	\$252,269,436	\$176,103,653	+43.3%
Average Sales Price	\$456,601	\$392,950	+16.2%	\$430,494	\$336,718	+27.8%
Median Sales Price	\$345,000	\$329,500	+4.7%	\$318,640	\$259,465	+22.8%

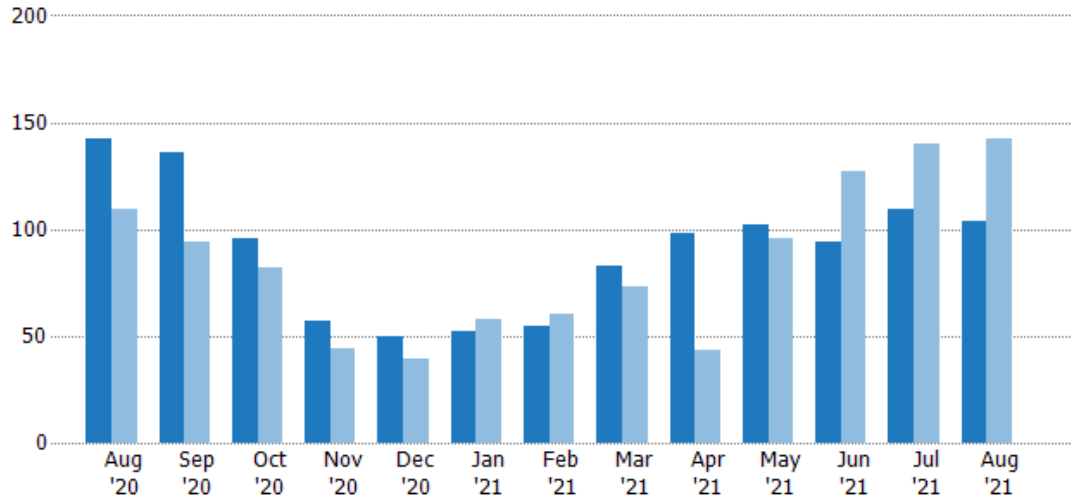
New Listings

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.
Aug '21	104	-26.8%
Aug '20	142	30.3%
Aug '19	109	-3.7%



	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21
Current Year	142	136	96	57	50	52	55	83	98	102	94	109	104
Prior Year	109	94	82	44	39	58	60	73	43	96	127	140	142
Percent Change from Prior Year	30%	45%	17%	30%	28%	-10%	-8%	14%	128%	6%	-26%	-22%	-27%

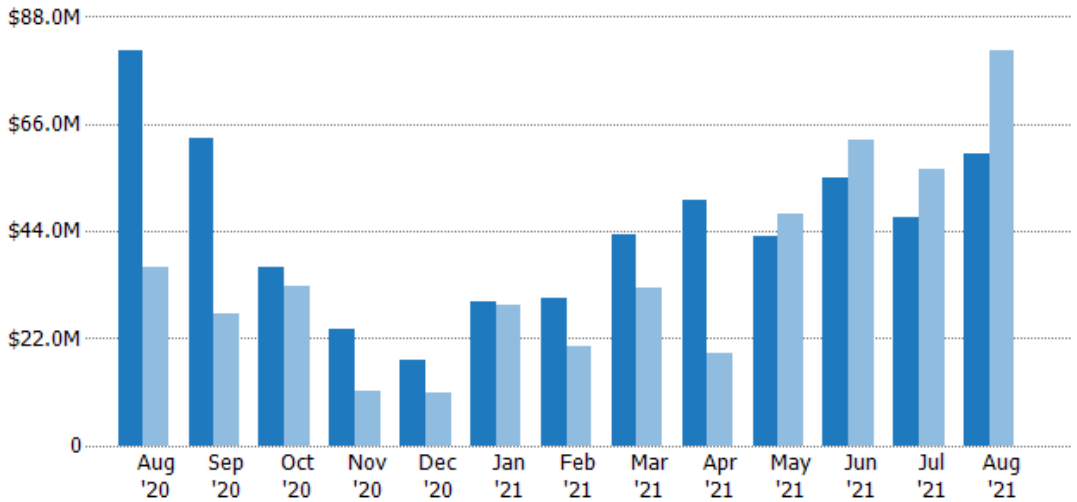
New Listing Volume

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.
Aug '21	\$60M	-26.1%
Aug '20	\$81.2M	121.3%
Aug '19	\$36.7M	22.3%



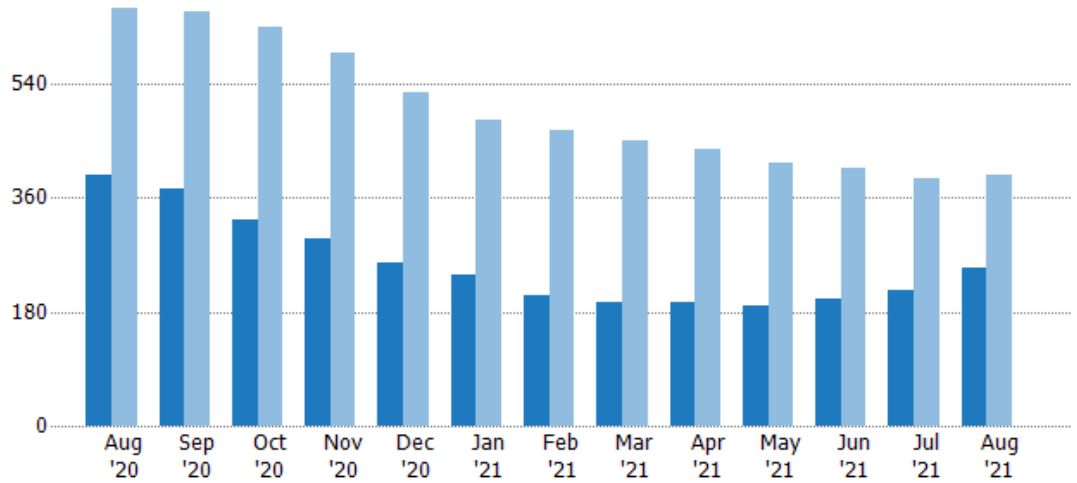
	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21
Current Year	\$81.2M	\$63M	\$36.6M	\$23.9M	\$17.7M	\$29.6M	\$30.4M	\$43.5M	\$50.4M	\$42.9M	\$55.1M	\$46.8M	\$60M
Prior Year	\$36.7M	\$27M	\$32.7M	\$11.4M	\$10.8M	\$28.8M	\$20.5M	\$32.6M	\$18.9M	\$47.5M	\$62.7M	\$56.8M	\$81.2M
Percent Change from Prior Year	121%	134%	12%	111%	64%	3%	48%	33%	168%	-10%	-12%	-18%	-26%

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



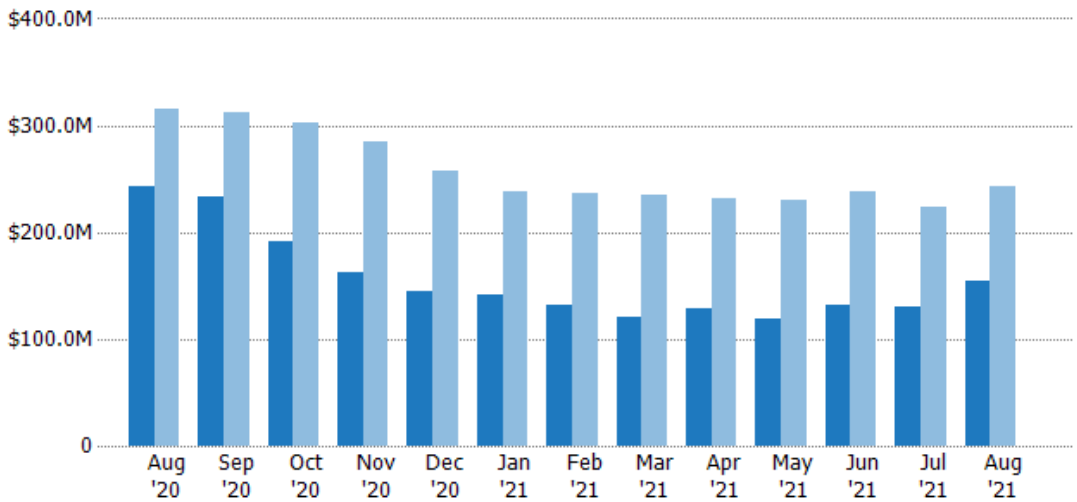
	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21
Current Year	396	375	324	295	258	239	207	195	194	190	200	215	248
Prior Year	660	653	630	589	527	482	466	450	436	414	407	391	396
Percent Change from Prior Year	-40%	-43%	-49%	-50%	-51%	-50%	-56%	-57%	-56%	-54%	-51%	-45%	-37%

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



	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21
Current Year	\$243M	\$234M	\$192M	\$163M	\$144M	\$142M	\$132M	\$121M	\$129M	\$119M	\$132M	\$130M	\$155M
Prior Year	\$315M	\$312M	\$302M	\$284M	\$258M	\$239M	\$236M	\$235M	\$232M	\$231M	\$238M	\$224M	\$243M
Percent Change from Prior Year	-23%	-25%	-36%	-43%	-44%	-40%	-44%	-48%	-44%	-48%	-44%	-42%	-36%

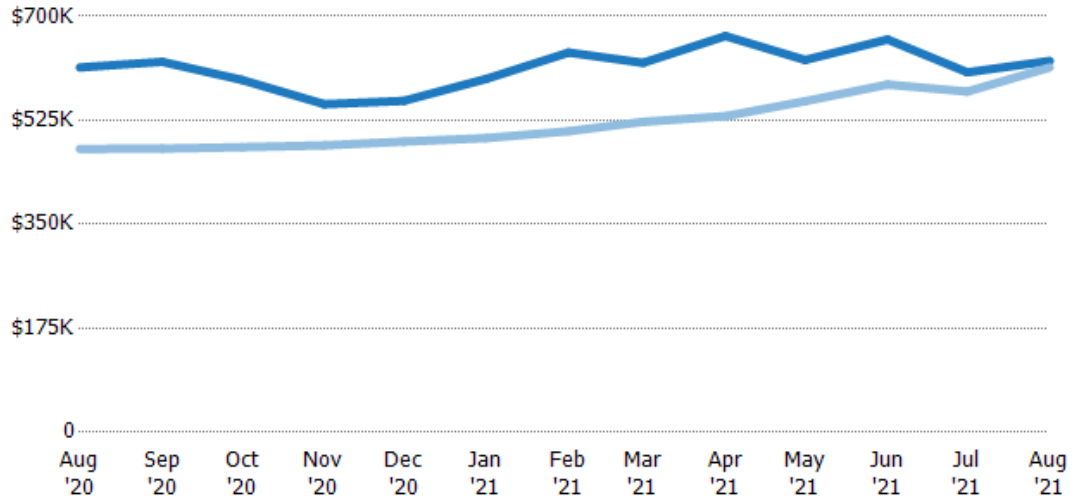
Average Listing Price

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.
Aug '21	\$625K	1.8%
Aug '20	\$614K	28.7%
Aug '19	\$477K	2.6%



Current Year	\$614K	\$623K	\$593K	\$552K	\$558K	\$595K	\$639K	\$622K	\$667K	\$626K	\$661K	\$606K	\$625K
Prior Year	\$477K	\$477K	\$480K	\$483K	\$489K	\$495K	\$507K	\$522K	\$532K	\$557K	\$585K	\$573K	\$614K
Percent Change from Prior Year	29%	31%	24%	14%	14%	20%	26%	19%	25%	12%	13%	6%	2%

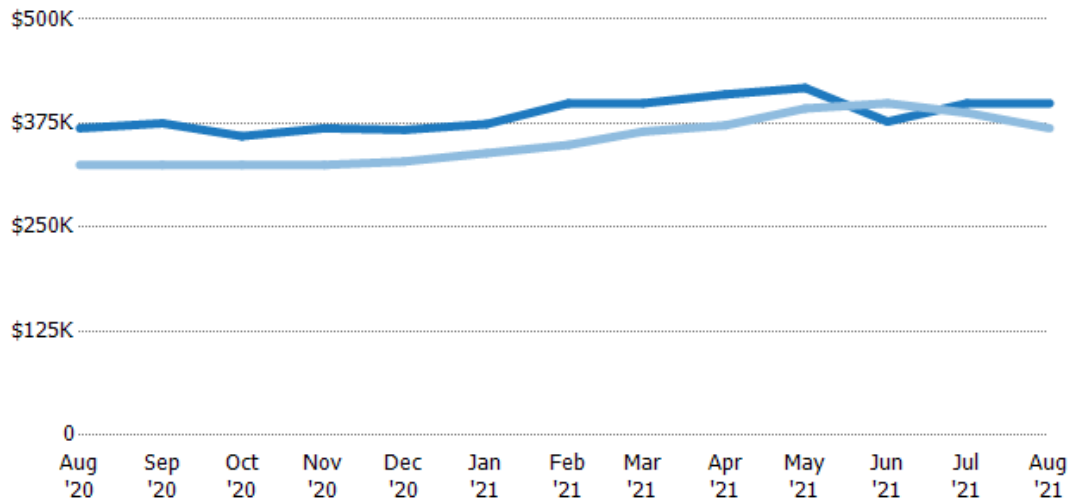
Median Listing Price

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.
Aug '21	\$399K	8.1%
Aug '20	\$369K	13.5%
Aug '19	\$325K	-7.7%



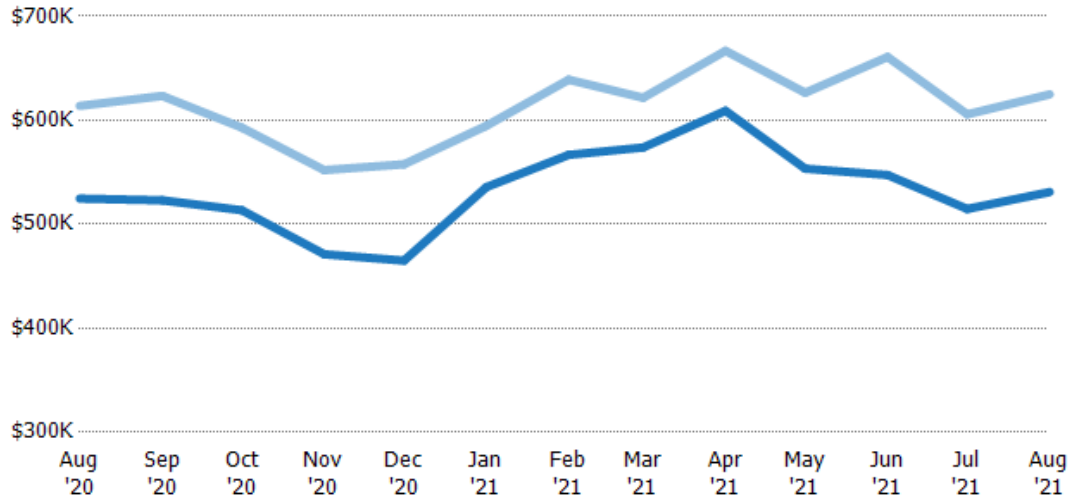
Current Year	\$369K	\$375K	\$360K	\$369K	\$367K	\$374K	\$399K	\$399K	\$410K	\$417K	\$377K	\$399K	\$399K
Prior Year	\$325K	\$325K	\$325K	\$325K	\$329K	\$339K	\$349K	\$365K	\$372K	\$393K	\$399K	\$388K	\$369K
Percent Change from Prior Year	14%	15%	11%	14%	12%	10%	14%	9%	10%	6%	-6%	3%	8%

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



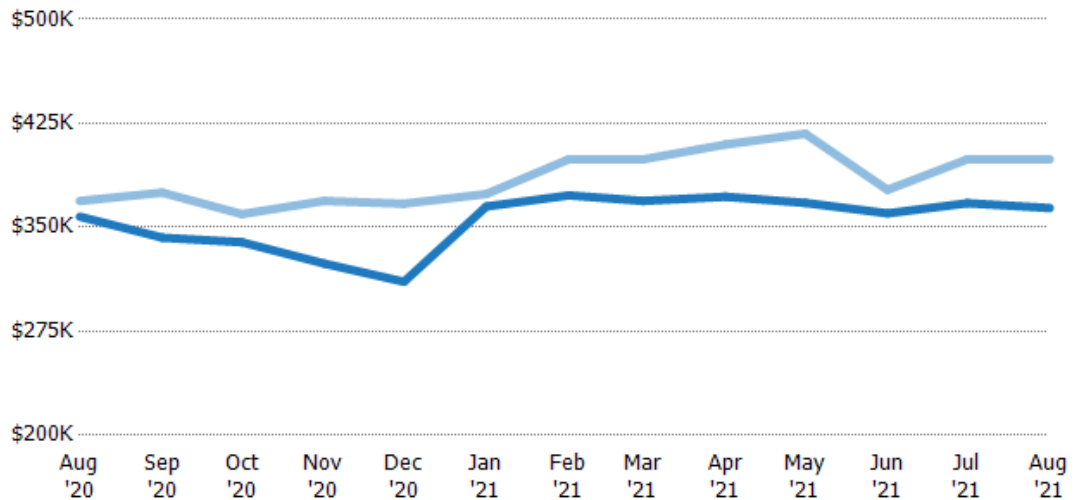
	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21
Avg Est Value	\$525K	\$523K	\$513K	\$471K	\$465K	\$536K	\$567K	\$574K	\$609K	\$554K	\$547K	\$515K	\$531K
Avg Listing Price	\$614K	\$623K	\$593K	\$552K	\$558K	\$595K	\$639K	\$622K	\$667K	\$626K	\$661K	\$606K	\$625K
Avg Listing Price as a % of Avg Est Value	117%	119%	115%	117%	120%	111%	113%	108%	109%	113%	121%	118%	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



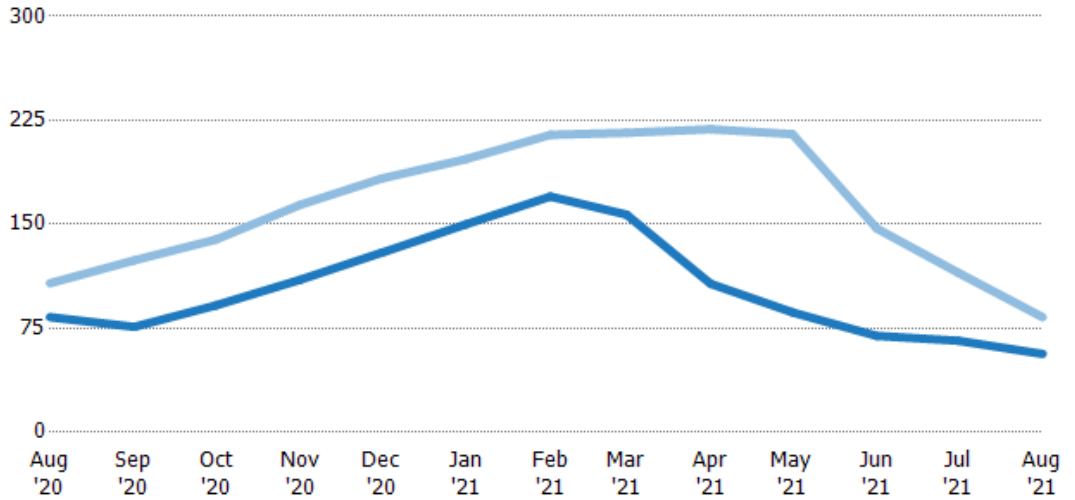
	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21
Median Est Value	\$358K	\$343K	\$339K	\$324K	\$311K	\$365K	\$373K	\$369K	\$372K	\$368K	\$360K	\$367K	\$364K
Median Listing Price	\$369K	\$375K	\$360K	\$369K	\$367K	\$374K	\$399K	\$399K	\$410K	\$417K	\$377K	\$399K	\$399K
Med Listing Price as a % of Med Est Value	103%	109%	106%	114%	118%	102%	107%	108%	110%	114%	105%	109%	110%

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



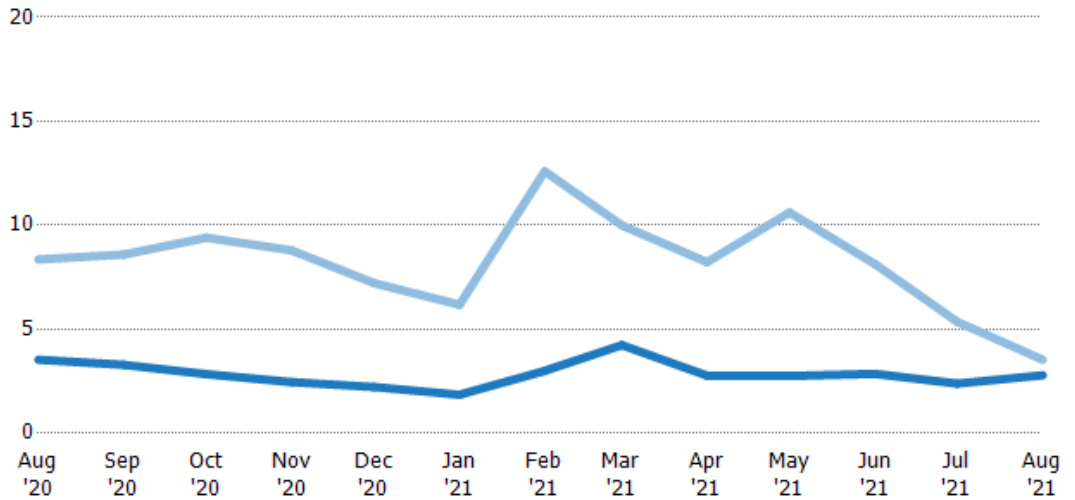
	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21
Current Year	83	76	91.5	110	130	150	170	157	107	86.5	69.5	66	56.5
Prior Year	108	124	139	164	183	197	215	216	219	215	147	115	83
Percent Change from Prior Year	-23%	-39%	-34%	-33%	-29%	-24%	-21%	-27%	-51%	-60%	-53%	-43%	-32%

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



	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21
Current Year	3.54	3.29	2.84	2.46	2.22	1.85	3	4.24	2.77	2.75	2.86	2.39	2.79
Prior Year	8.35	8.59	9.4	8.79	7.22	6.18	12.6	10	8.23	10.6	8.14	5.36	3.54
Percent Change from Prior Year	-58%	-62%	-70%	-72%	-69%	-70%	-76%	-58%	-66%	-74%	-65%	-55%	-21%

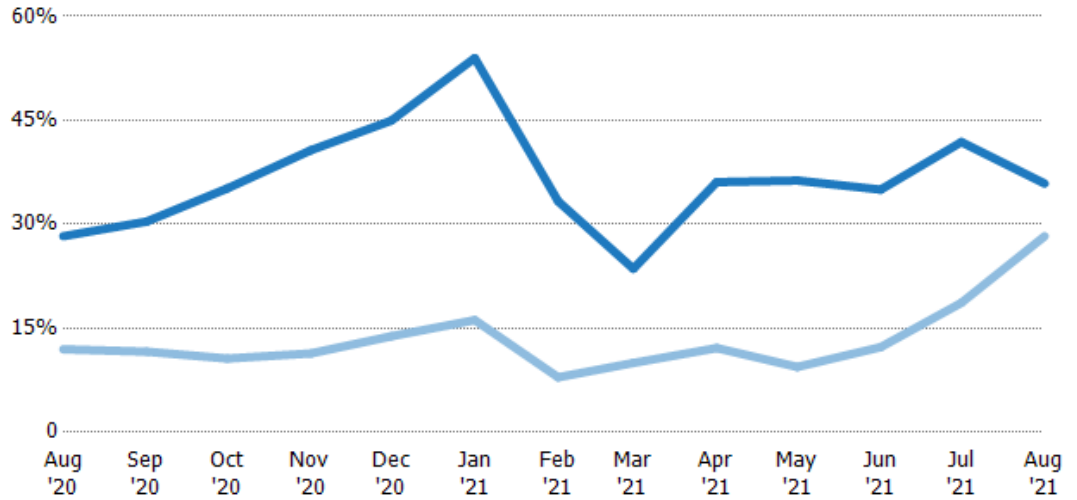
Absorption Rate

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.
Aug '21	36%	-7.6%
Aug '20	28%	-16.3%
Aug '19	12%	-23.1%



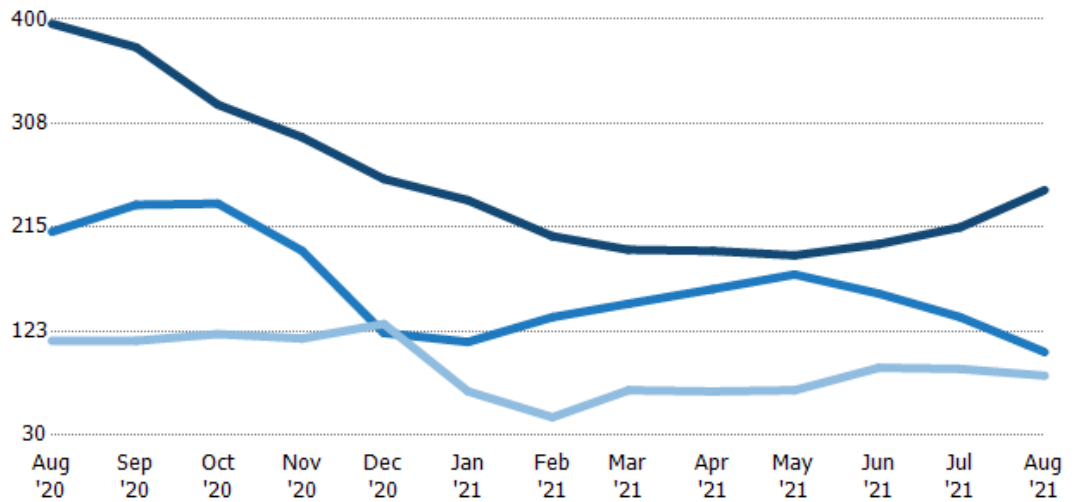
	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21
Current Year	28%	30%	35%	41%	45%	54%	33%	24%	36%	36%	35%	42%	36%
Prior Year	12%	12%	11%	11%	14%	16%	8%	10%	12%	9%	12%	19%	28%
Change from Prior Year	-16%	-19%	-25%	-29%	-31%	-38%	-25%	-14%	-24%	-27%	-23%	-23%	-8%

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



	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21
Active	396	375	324	295	258	239	207	195	194	190	200	215	248
Pending	211	235	236	194	121	113	135	147	160	173	156	135	104
Sold	114	114	120	116	129	69	46	70	69	70	90	89	83

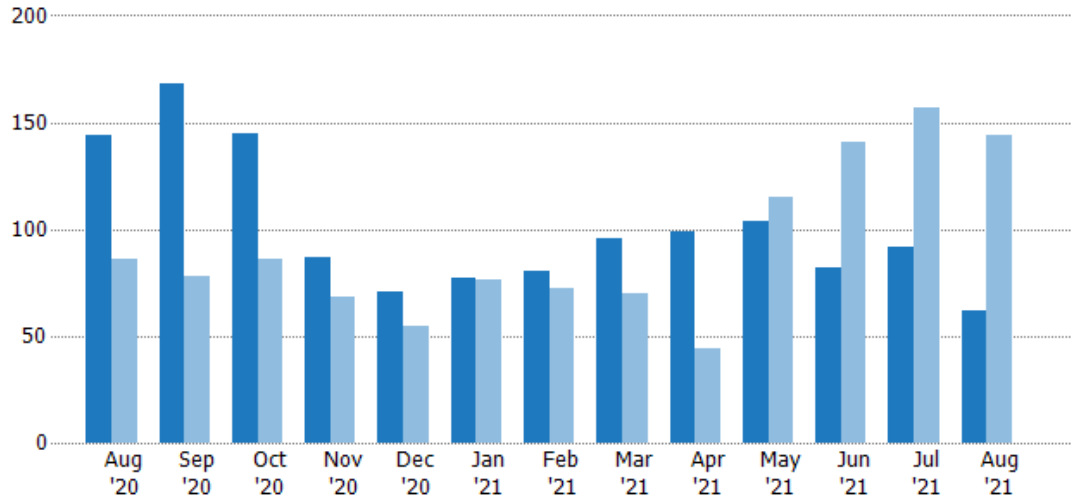
New Pending Sales

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.
Aug '21	62	-56.9%
Aug '20	144	67.4%
Aug '19	86	-22.1%



Current Year	144	168	145	87	71	77	80	96	99	104	82	92	62
Prior Year	86	78	86	68	55	76	72	70	44	115	141	157	144
Percent Change from Prior Year	67%	115%	69%	28%	29%	1%	11%	37%	125%	-10%	-42%	-41%	-57%

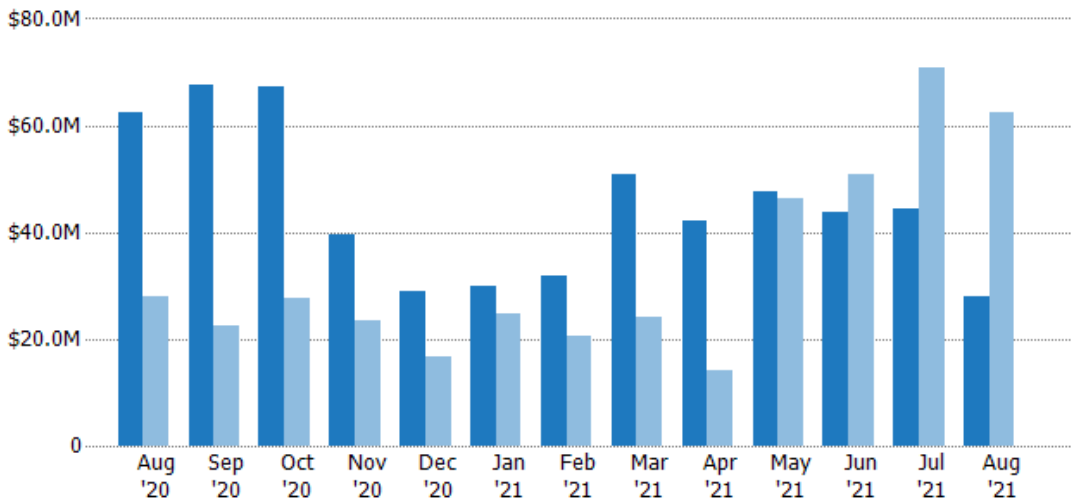
New Pending Sales Volume

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.
Aug '21	\$28.1M	-55%
Aug '20	\$62.5M	122.4%
Aug '19	\$28.1M	-22.3%



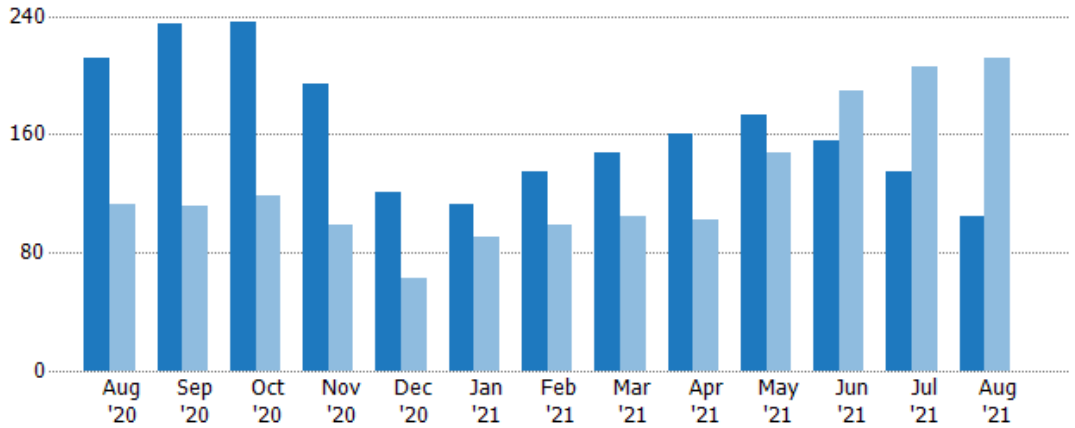
Current Year	\$62.5M	\$67.6M	\$67.3M	\$39.6M	\$28.8M	\$29.9M	\$31.7M	\$50.8M	\$42.2M	\$47.5M	\$43.6M	\$44.4M	\$28.1M
Prior Year	\$28.1M	\$22.3M	\$27.6M	\$23.5M	\$16.7M	\$24.7M	\$20.6M	\$24.3M	\$14.2M	\$46.3M	\$50.7M	\$70.8M	\$62.5M
Percent Change from Prior Year	122%	203%	144%	69%	73%	21%	54%	109%	198%	3%	-14%	-37%	-55%

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



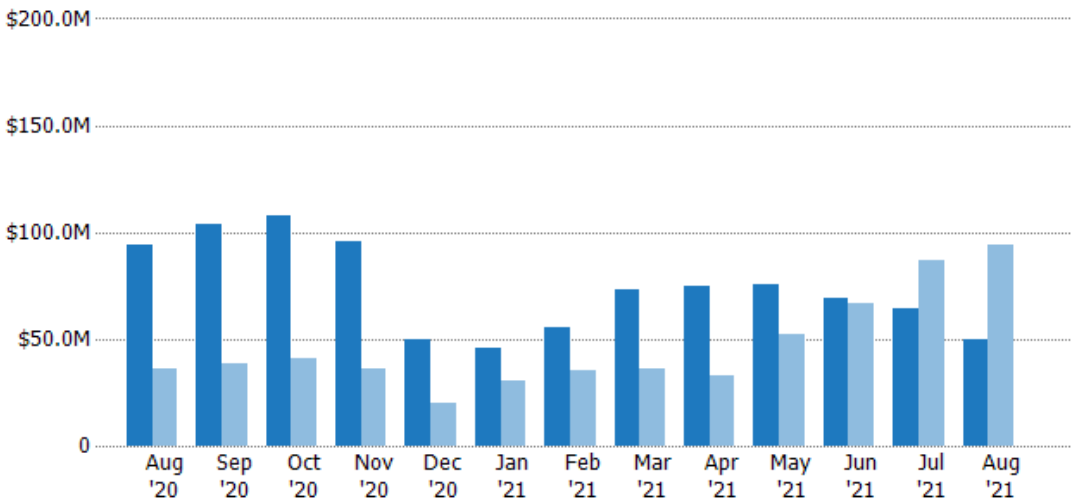
	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21
Current Year	211	235	236	194	121	113	135	147	160	173	156	135	104
Prior Year	113	112	119	99	63	90	99	105	102	148	190	206	211
Percent Change from Prior Year	87%	110%	98%	96%	92%	26%	36%	40%	57%	17%	-18%	-34%	-51%

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



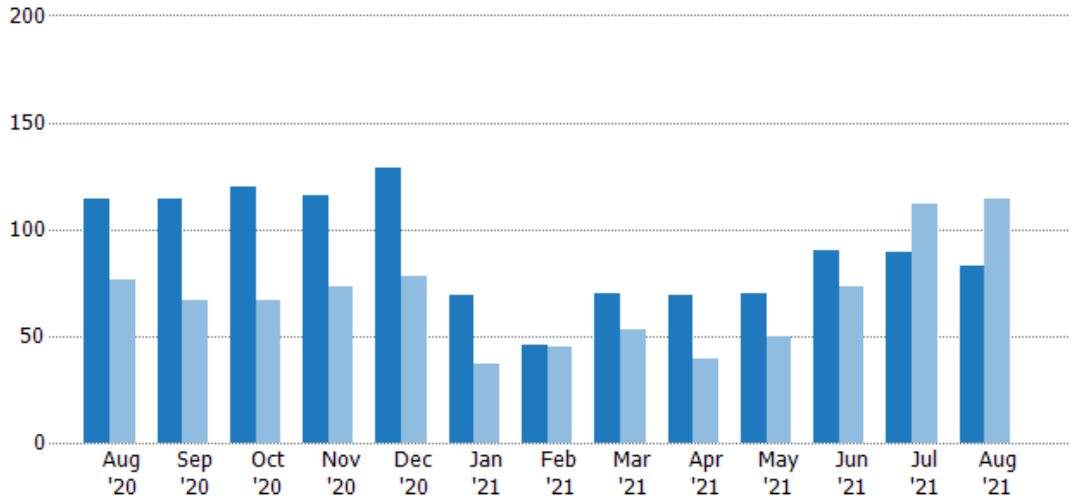
	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21
Current Year	\$94.4M	\$104M	\$108M	\$95.5M	\$50.1M	\$45.5M	\$55.5M	\$72.9M	\$74.8M	\$75.5M	\$69M	\$64.1M	\$49.7M
Prior Year	\$36.4M	\$38.4M	\$40.8M	\$36.1M	\$20.4M	\$30.5M	\$35.6M	\$36.4M	\$33.2M	\$52.4M	\$66.9M	\$86.7M	\$94.4M
Percent Change from Prior Year	160%	170%	164%	164%	146%	49%	56%	100%	125%	44%	3%	-26%	-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



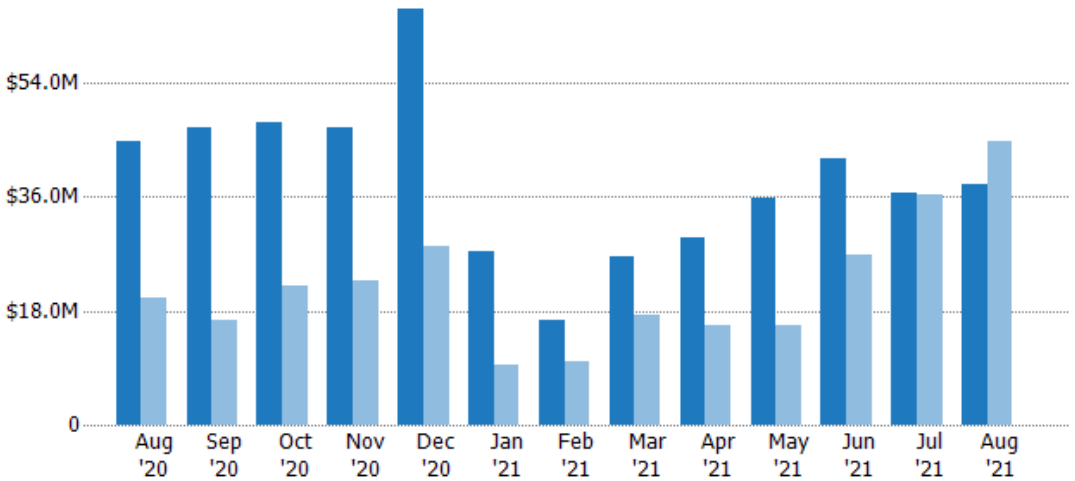
	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21
Current Year	114	114	120	116	129	69	46	70	69	70	90	89	83
Prior Year	76	67	67	73	78	37	45	53	39	50	73	112	114
Percent Change from Prior Year	50%	70%	79%	59%	65%	86%	2%	32%	77%	40%	23%	-21%	-27%

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



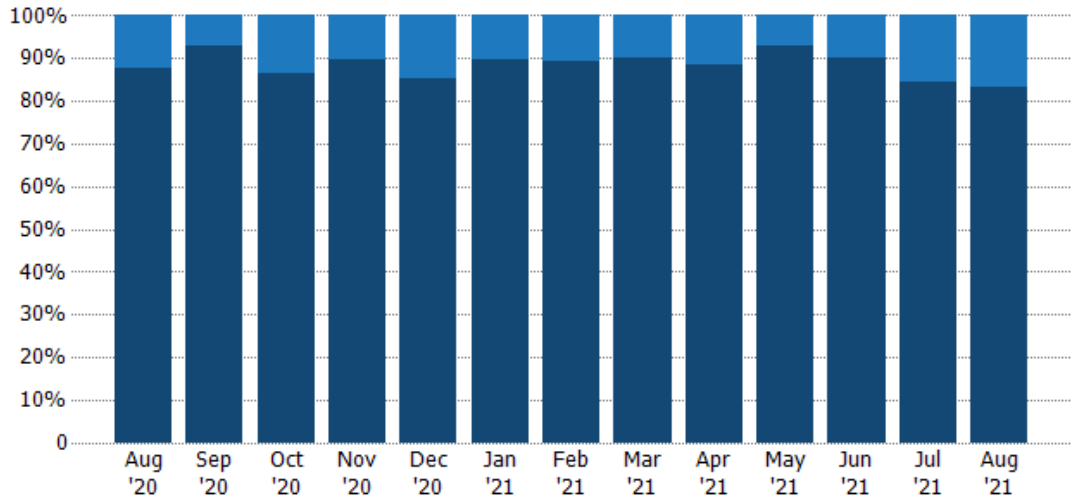
	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21
Current Year	\$44.8M	\$46.8M	\$47.7M	\$47M	\$65.5M	\$27.3M	\$16.6M	\$26.5M	\$29.6M	\$35.8M	\$42.1M	\$36.5M	\$37.9M
Prior Year	\$20.1M	\$16.4M	\$21.9M	\$22.7M	\$28.2M	\$9.4M	\$10.1M	\$17.3M	\$15.7M	\$15.7M	\$26.8M	\$36.4M	\$44.8M
Percent Change from Prior Year	123%	185%	117%	107%	133%	191%	64%	53%	89%	128%	57%	0%	-15%

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	12%	7%	13%	10%	15%	10%	11%	10%	12%	7%	10%	16%	17%
Single Family Residence	88%	93%	87%	90%	85%	90%	89%	90%	88%	93%	90%	84%	83%

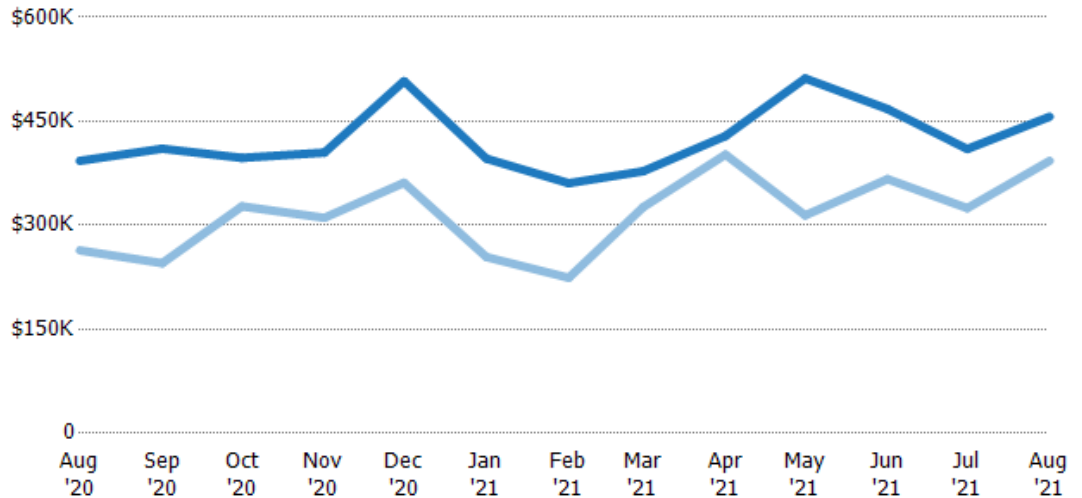
Average Sales Price

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.
Aug '21	\$457K	16.2%
Aug '20	\$393K	48.9%
Aug '19	\$264K	0.2%



Current Year	\$393K	\$411K	\$397K	\$405K	\$508K	\$396K	\$361K	\$378K	\$429K	\$512K	\$468K	\$410K	\$457K
Prior Year	\$264K	\$245K	\$327K	\$311K	\$361K	\$254K	\$224K	\$326K	\$402K	\$314K	\$367K	\$325K	\$393K
Percent Change from Prior Year	49%	67%	21%	30%	41%	56%	61%	16%	7%	63%	28%	26%	16%

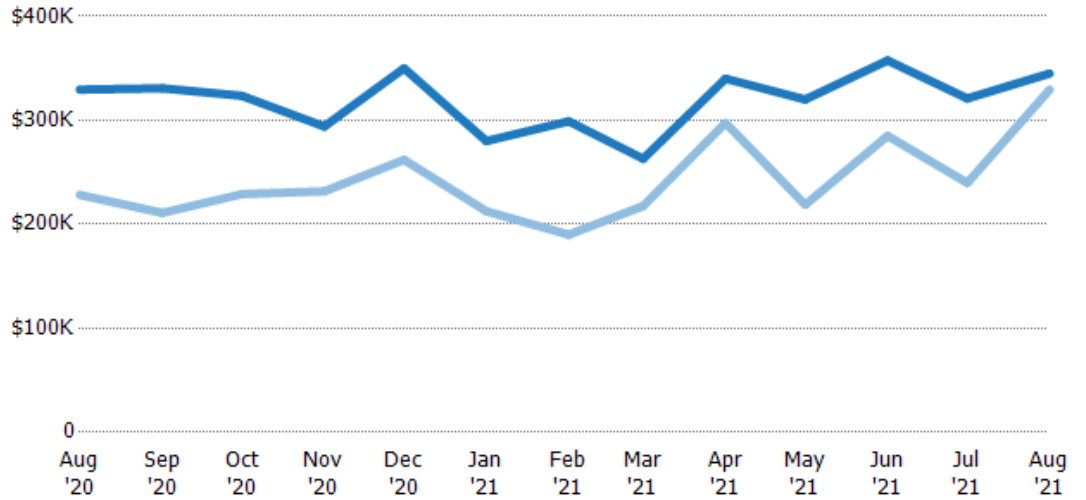
Median Sales Price

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.
Aug '21	\$345K	4.7%
Aug '20	\$330K	44.4%
Aug '19	\$228K	-14.6%



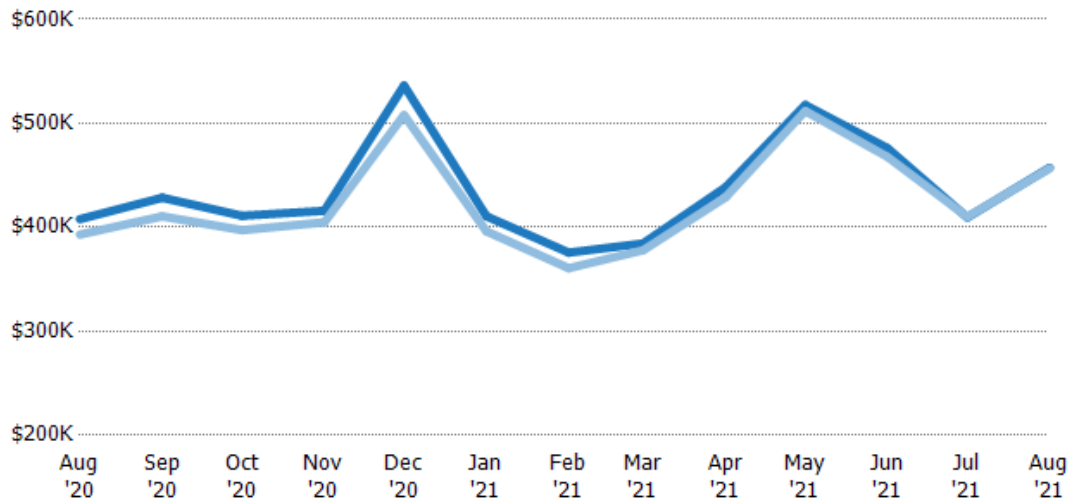
Current Year	\$330K	\$331K	\$324K	\$294K	\$350K	\$280K	\$299K	\$263K	\$340K	\$320K	\$358K	\$321K	\$345K
Prior Year	\$228K	\$211K	\$229K	\$232K	\$262K	\$213K	\$190K	\$218K	\$298K	\$219K	\$285K	\$240K	\$330K
Percent Change from Prior Year	44%	57%	41%	27%	34%	32%	57%	21%	14%	46%	25%	34%	5%

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



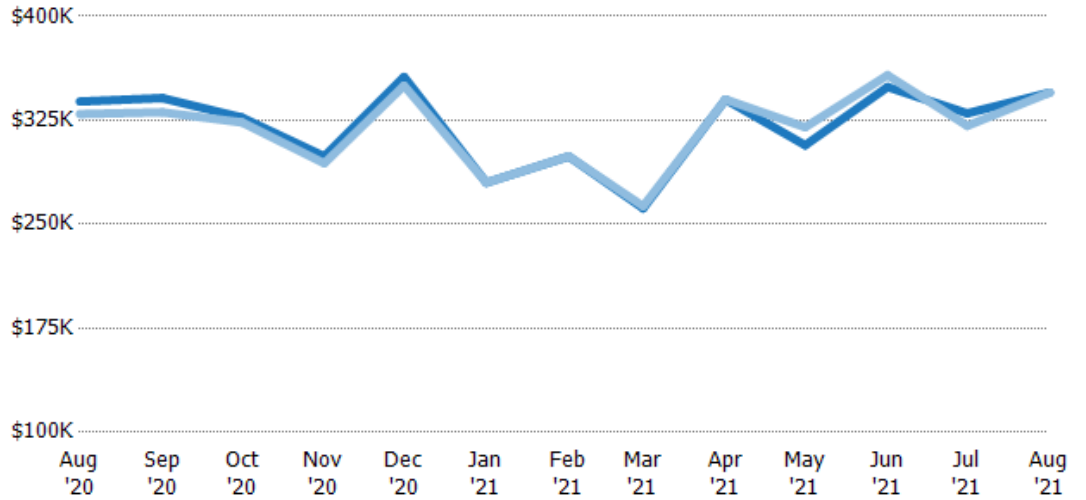
Avg List Price	\$408K	\$428K	\$411K	\$416K	\$536K	\$411K	\$376K	\$384K	\$438K	\$518K	\$476K	\$409K	\$457K
Avg Sales Price	\$393K	\$411K	\$397K	\$405K	\$508K	\$396K	\$361K	\$378K	\$429K	\$512K	\$468K	\$410K	\$457K
Avg Sales Price as a % of Avg List Price	96%	96%	97%	97%	95%	96%	96%	98%	98%	99%	98%	100%	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



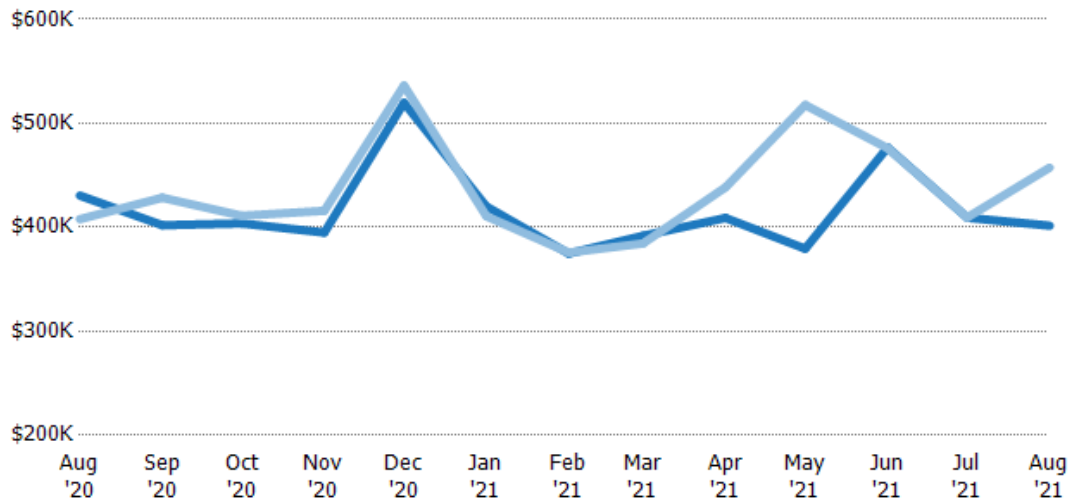
	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21
Median List Price	\$339K	\$341K	\$327K	\$299K	\$356K	\$280K	\$299K	\$262K	\$340K	\$307K	\$349K	\$330K	\$345K
Median Sales Price	\$330K	\$331K	\$324K	\$294K	\$350K	\$280K	\$299K	\$263K	\$340K	\$320K	\$358K	\$321K	\$345K
Med Sales Price as a % of Med List Price	97%	97%	99%	98%	98%	100%	100%	101%	100%	104%	102%	97%	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



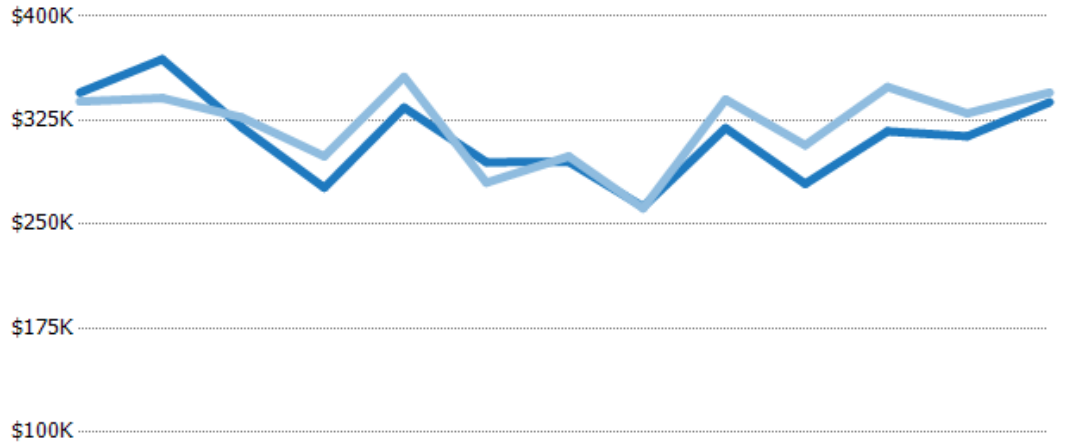
	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21
Avg Est Value	\$430K	\$402K	\$404K	\$395K	\$520K	\$420K	\$375K	\$392K	\$409K	\$379K	\$477K	\$409K	\$402K
Avg Sales Price	\$408K	\$428K	\$411K	\$416K	\$536K	\$411K	\$376K	\$384K	\$438K	\$518K	\$476K	\$409K	\$457K
Avg Sales Price as a % of Avg Est Value	95%	107%	102%	105%	103%	98%	100%	98%	107%	136%	100%	100%	114%

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



	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21
Median Est Value	\$345K	\$369K	\$320K	\$276K	\$334K	\$295K	\$295K	\$263K	\$319K	\$279K	\$317K	\$313K	\$338K
Median Sales Price	\$339K	\$341K	\$327K	\$299K	\$356K	\$280K	\$299K	\$262K	\$340K	\$307K	\$349K	\$330K	\$345K
Med Sales Price as a % of Med Est Value	98%	92%	102%	108%	107%	95%	101%	100%	106%	110%	110%	105%	102%