

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	Sep 2021	Sep 2020	+ / -	YTD 2021	YTD 2020	+ / -
Listing Activity Charts Metrics						
New Listing Count	81	136	-40.4%	778	875	-11.1%
New Listing Volume	\$46,741,600	\$63,023,899	-25.8%	\$405,492,446	\$411,862,719	-1.5%
Active Listing Count	273	375	-27.2%	N/A	N/A	
Active Listing Volume	\$166,778,900	\$233,780,585	-28.7%	N/A	N/A	
Average Listing Price	\$610,912	\$623,415	-2%	\$626,309	\$553,195	+13.2%
Median Listing Price	\$387,000	\$375,000	+3.2%	\$394,885	\$370,952	+6.5%
Median Days in RPR	60	76	-21.1%	96.59	140.34	-31.2%
Months of Inventory	3.3	3.3	0%	3.1	7.2	-57.4%
Absorption Rate	30.4%	30.4%	+0%	32.48%	13.83%	+18.7%
Sales Activity Charts Metrics						
New Pending Sales Count	33	168	-80.4%	725	987	-26.5%
New Pending Sales Volume	\$17,447,700	\$67,590,112	-74.2%	\$335,699,739	\$381,621,918	-12%
Pending Sales Count	60	235	-74.5%	N/A	N/A	
Pending Sales Volume	\$32,428,850	\$103,730,186	-68.7%	N/A	N/A	
Closed Sales Count	77	114	-32.5%	663	637	+4.1%
Closed Sales Volume	\$35,100,944	\$46,797,658	-25%	\$287,370,380	\$222,901,311	+28.9%
Average Sales Price	\$455,856	\$410,506	+11%	\$433,439	\$349,924	+23.9%
Median Sales Price	\$310,000	\$330,750	-6.3%	\$317,637	\$272,222	+16.7%

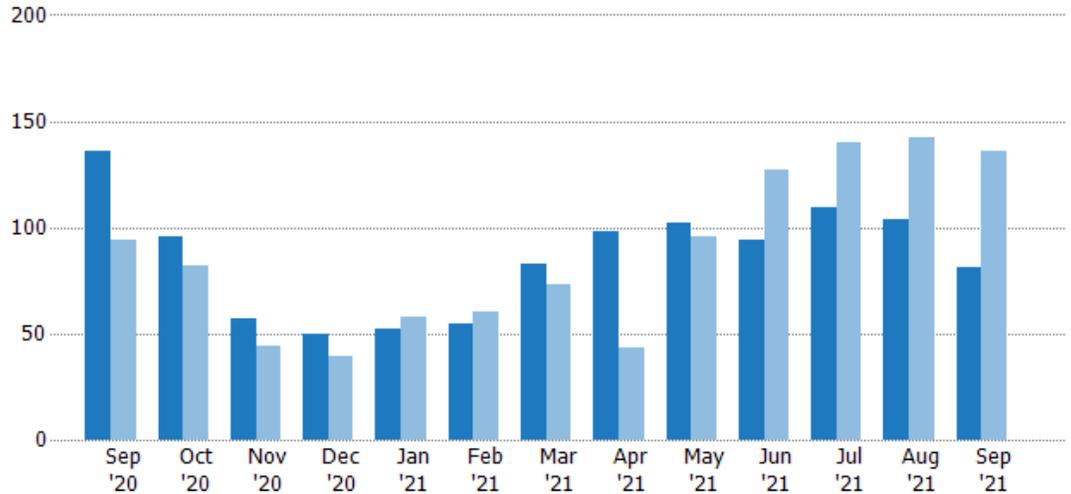
New Listings

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.
Sep '21	81	-40.4%
Sep '20	136	44.7%
Sep '19	94	-2.1%



Current Year	136	96	57	50	52	55	83	98	102	94	109	104	81
Prior Year	94	82	44	39	58	60	73	43	96	127	140	142	136
Percent Change from Prior Year	45%	17%	30%	28%	-10%	-8%	14%	128%	6%	-26%	-22%	-27%	-40%

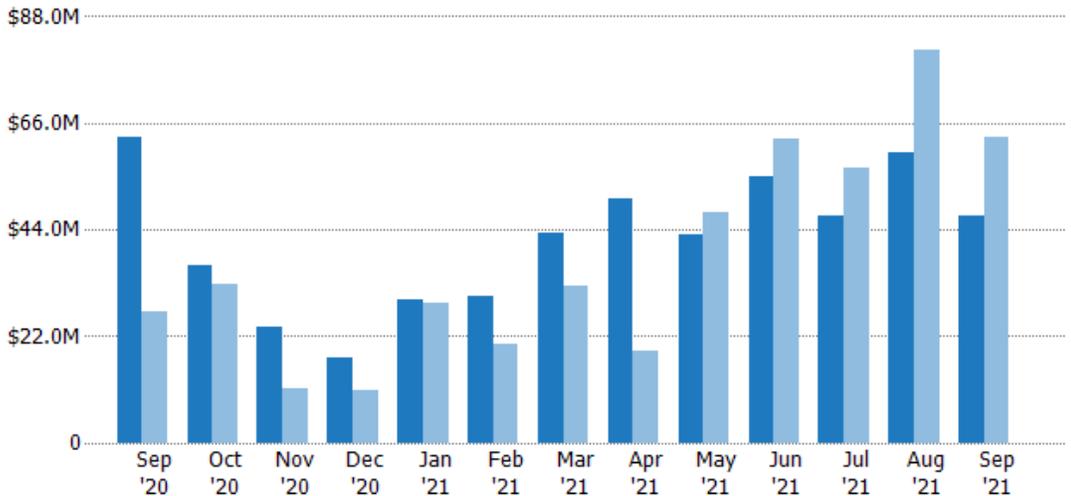
New Listing Volume

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.
Sep '21	\$46.7M	-25.8%
Sep '20	\$63M	133.8%
Sep '19	\$27M	31.2%



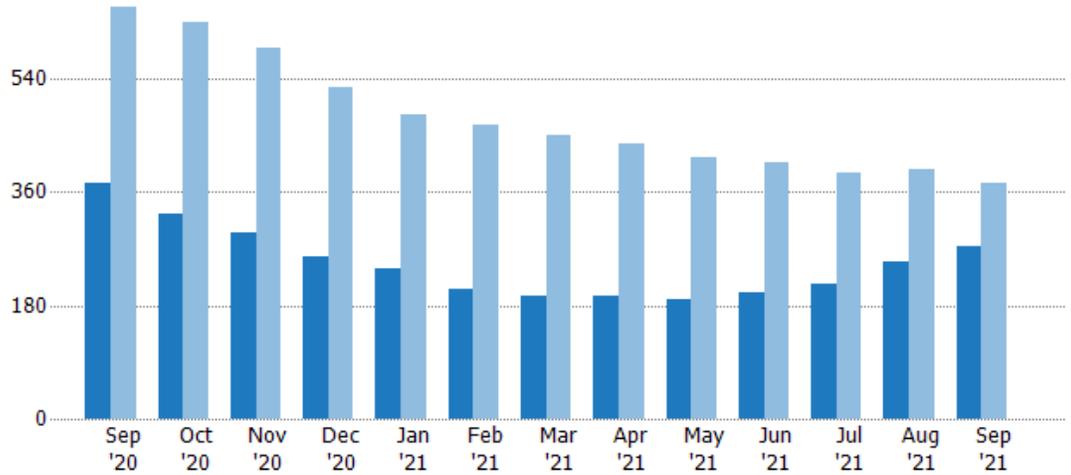
Current Year	\$63M	\$36.6M	\$23.9M	\$17.7M	\$29.6M	\$30.4M	\$43.5M	\$50.4M	\$42.9M	\$55.1M	\$46.8M	\$60M	\$46.7M
Prior Year	\$27M	\$32.7M	\$11.4M	\$10.8M	\$28.8M	\$20.5M	\$32.6M	\$18.9M	\$47.5M	\$62.7M	\$56.8M	\$81.2M	\$63M
Percent Change from Prior Year	134%	12%	111%	64%	3%	48%	33%	168%	-10%	-12%	-18%	-26%	-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



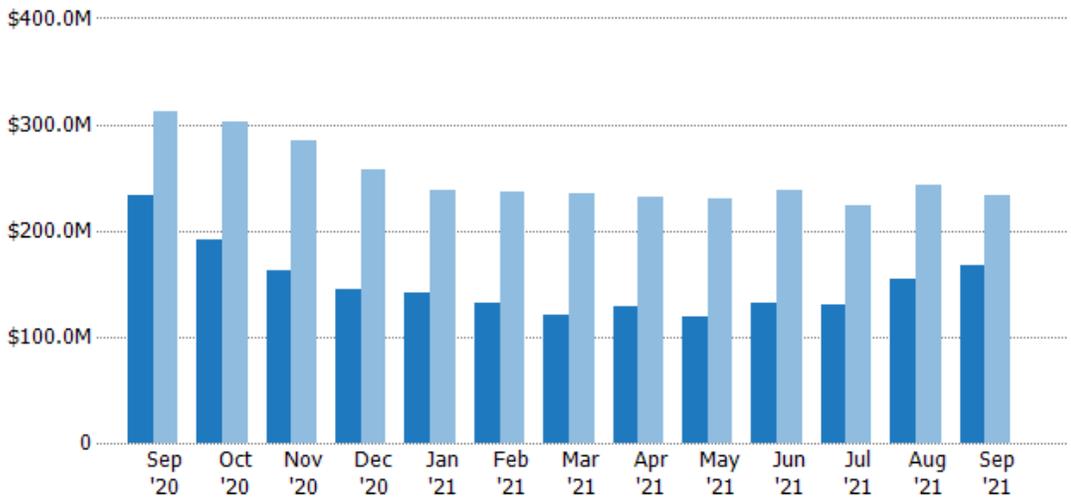
Month/Year	Current Year	Prior Year	Percent Change from Prior Year
Sep '21	273	375	-27.2%
Oct '21	324	630	-49%
Nov '21	295	589	-50%
Dec '21	258	527	-51%
Jan '21	239	482	-50%
Feb '21	207	466	-56%
Mar '21	195	450	-57%
Apr '21	194	436	-56%
May '21	190	414	-54%
Jun '21	200	407	-51%
Jul '21	215	391	-45%
Aug '21	248	396	-37%
Sep '21	273	375	-27%

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



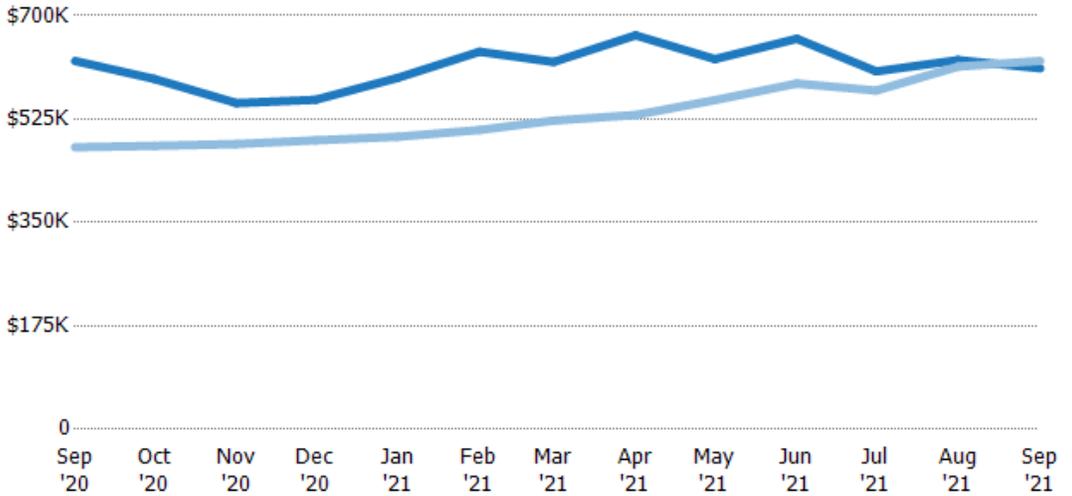
Month/Year	Current Year	Prior Year	Percent Change from Prior Year
Sep '21	\$167M	\$312M	-28.7%
Oct '21	\$192M	\$302M	-36%
Nov '21	\$163M	\$284M	-43%
Dec '21	\$144M	\$258M	-44%
Jan '21	\$142M	\$239M	-40%
Feb '21	\$132M	\$236M	-44%
Mar '21	\$121M	\$235M	-48%
Apr '21	\$129M	\$232M	-44%
May '21	\$119M	\$231M	-48%
Jun '21	\$132M	\$238M	-44%
Jul '21	\$130M	\$224M	-42%
Aug '21	\$155M	\$243M	-36%
Sep '21	\$167M	\$234M	-29%

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



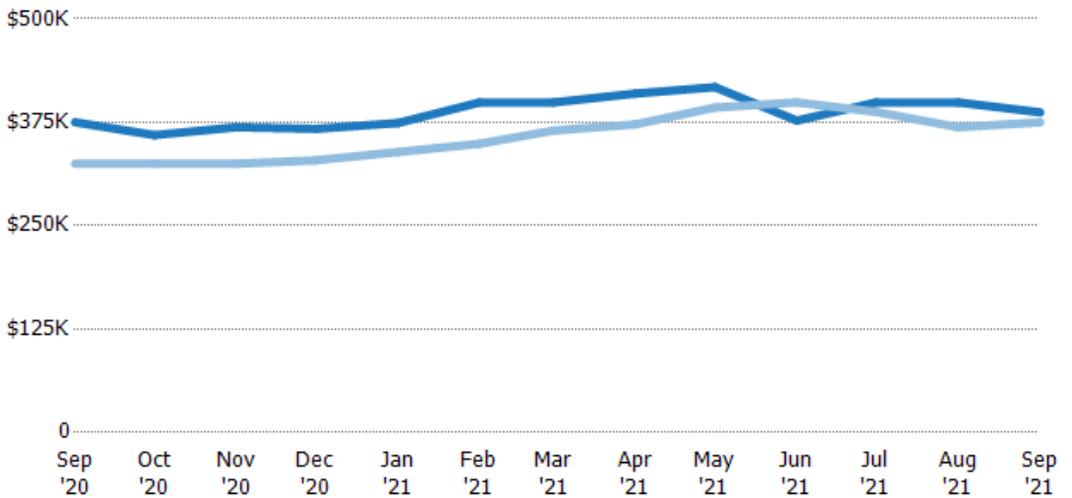
	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21
Current Year	\$623K	\$593K	\$552K	\$558K	\$595K	\$639K	\$622K	\$667K	\$626K	\$661K	\$606K	\$625K	\$611K
Prior Year	\$477K	\$480K	\$483K	\$489K	\$495K	\$507K	\$522K	\$532K	\$557K	\$585K	\$573K	\$614K	\$623K
Percent Change from Prior Year	31%	24%	14%	14%	20%	26%	19%	25%	12%	13%	6%	2%	-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



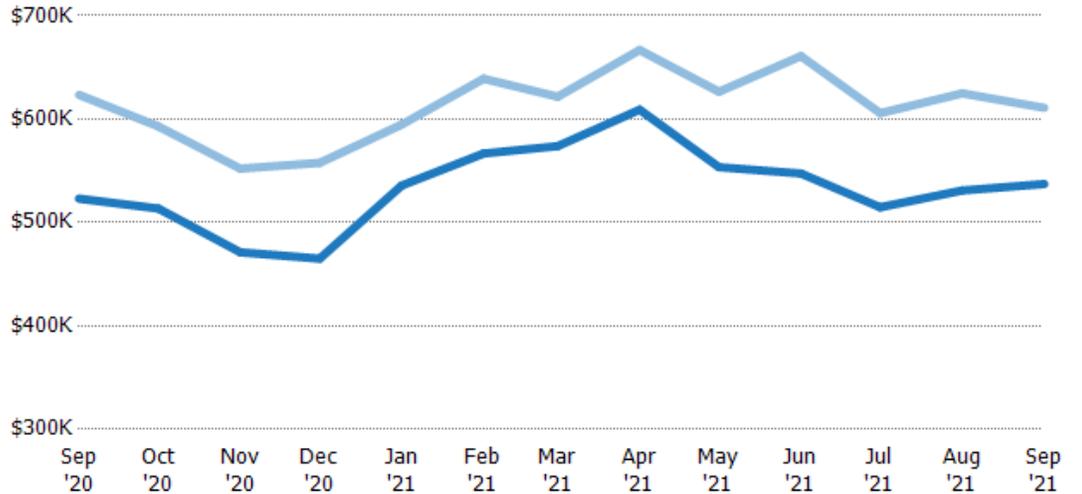
	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21
Current Year	\$375K	\$360K	\$369K	\$367K	\$374K	\$399K	\$399K	\$410K	\$417K	\$377K	\$399K	\$399K	\$387K
Prior Year	\$325K	\$325K	\$325K	\$329K	\$339K	\$349K	\$365K	\$372K	\$393K	\$399K	\$388K	\$369K	\$375K
Percent Change from Prior Year	15%	11%	14%	12%	10%	14%	9%	10%	6%	-6%	3%	8%	3%

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



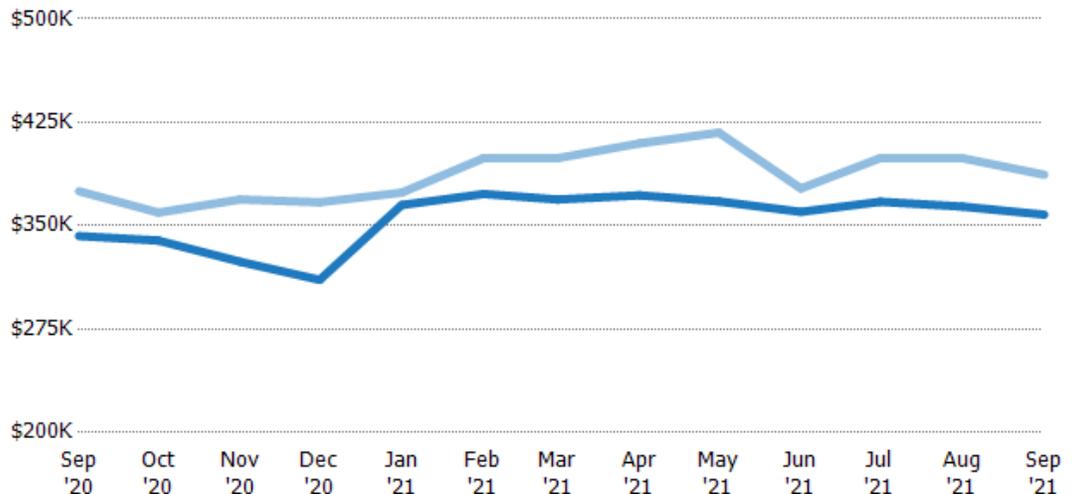
	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21
Avg Est Value	\$523K	\$513K	\$471K	\$465K	\$536K	\$567K	\$574K	\$609K	\$554K	\$547K	\$515K	\$531K	\$537K
Avg Listing Price	\$623K	\$593K	\$552K	\$558K	\$595K	\$639K	\$622K	\$667K	\$626K	\$661K	\$606K	\$625K	\$611K
Avg Listing Price as a % of Avg Est Value	119%	115%	117%	120%	111%	113%	108%	109%	113%	121%	118%	118%	114%

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



	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21
Median Est Value	\$343K	\$339K	\$324K	\$311K	\$365K	\$373K	\$369K	\$372K	\$368K	\$360K	\$367K	\$364K	\$358K
Median Listing Price	\$375K	\$360K	\$369K	\$367K	\$374K	\$399K	\$399K	\$410K	\$417K	\$377K	\$399K	\$399K	\$387K
Med Listing Price as a % of Med Est Value	109%	106%	114%	118%	102%	107%	108%	110%	114%	105%	109%	110%	108%

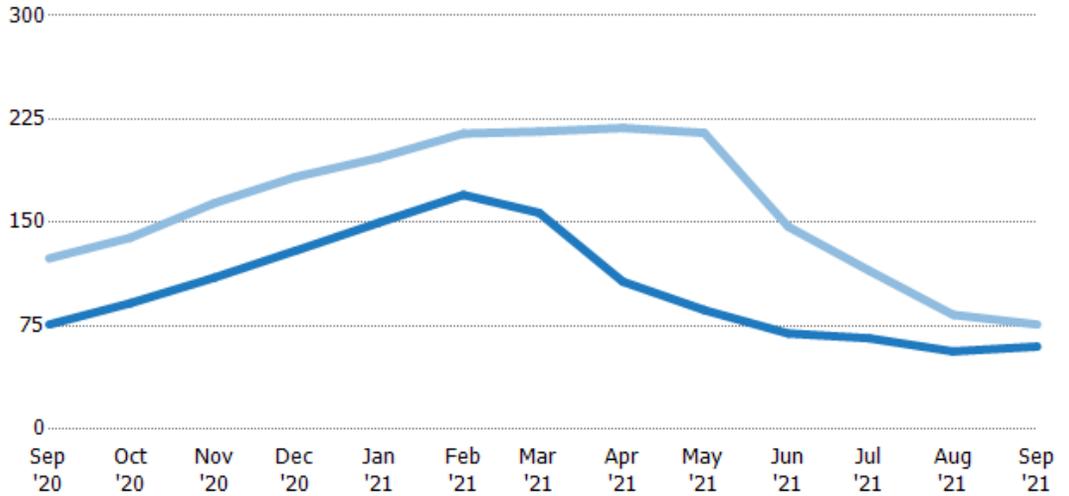
Median Days in RPR

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.
Sep '21	60	-21.1%
Sep '20	76	-38.7%
Sep '19	124	-1.6%



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

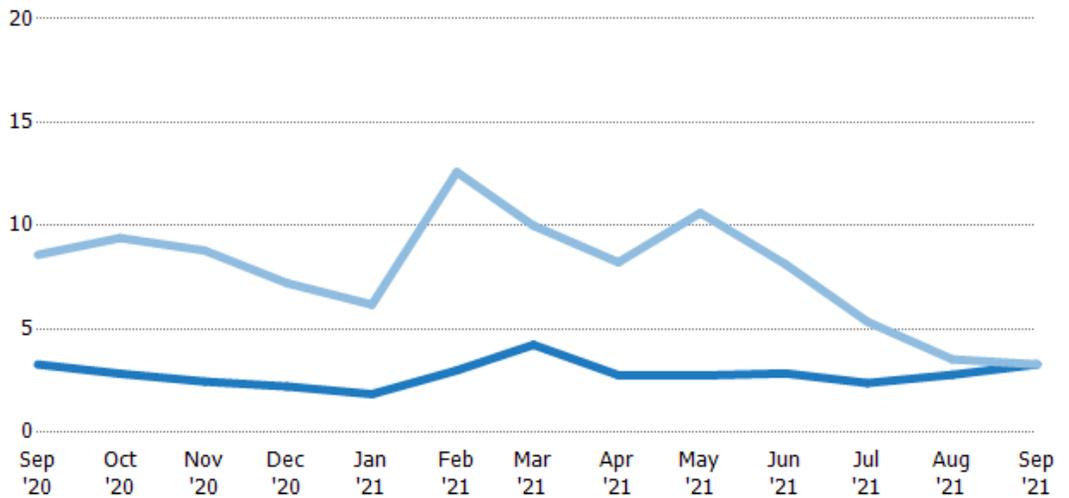
Months of Inventory

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.
Sep '21	3.29	-
Sep '20	3.29	-61.7%
Sep '19	8.59	-17.1%



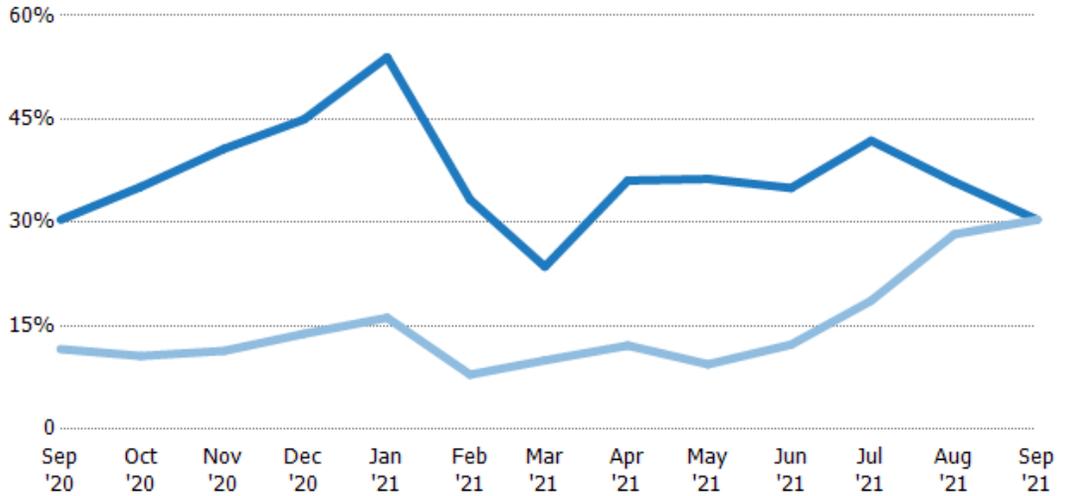
	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21
Current Year	3.29	2.84	2.46	2.22	1.85	3	4.24	2.77	2.75	2.86	2.39	2.79	3.29
Prior Year	8.59	9.4	8.79	7.22	6.18	12.6	10	8.23	10.6	8.14	5.36	3.54	3.29
Percent Change from Prior Year	-62%	-70%	-72%	-69%	-70%	-76%	-58%	-66%	-74%	-65%	-55%	-21%	0

Absorption Rate

The percentage of inventory sold per month.

Filters Used

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



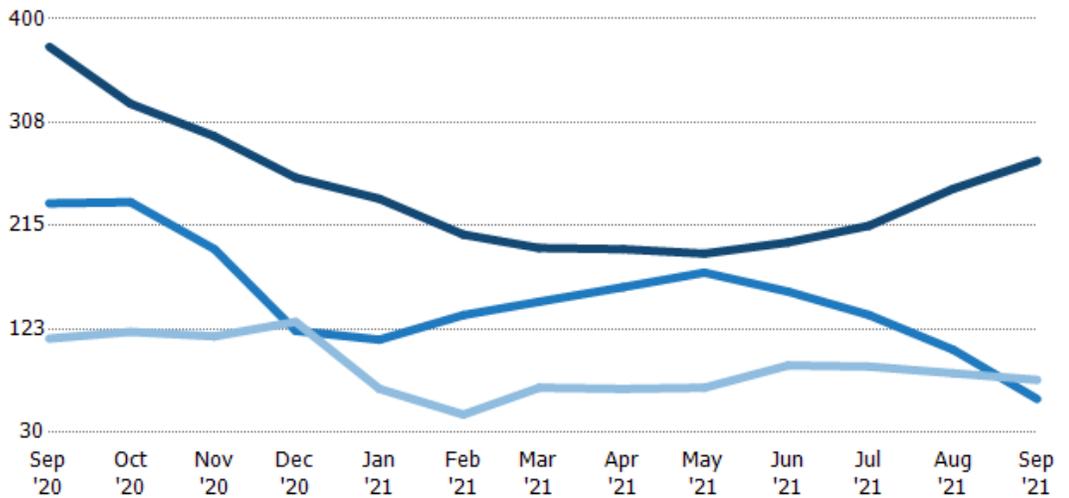
	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21
Current Year	30%	35%	41%	45%	54%	33%	24%	36%	36%	35%	42%	36%	30%
Prior Year	12%	11%	11%	14%	16%	8%	10%	12%	9%	12%	19%	28%	30%
Change from Prior Year	-19%	-25%	-29%	-31%	-38%	-25%	-14%	-24%	-27%	-23%	-23%	-8%	0%

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



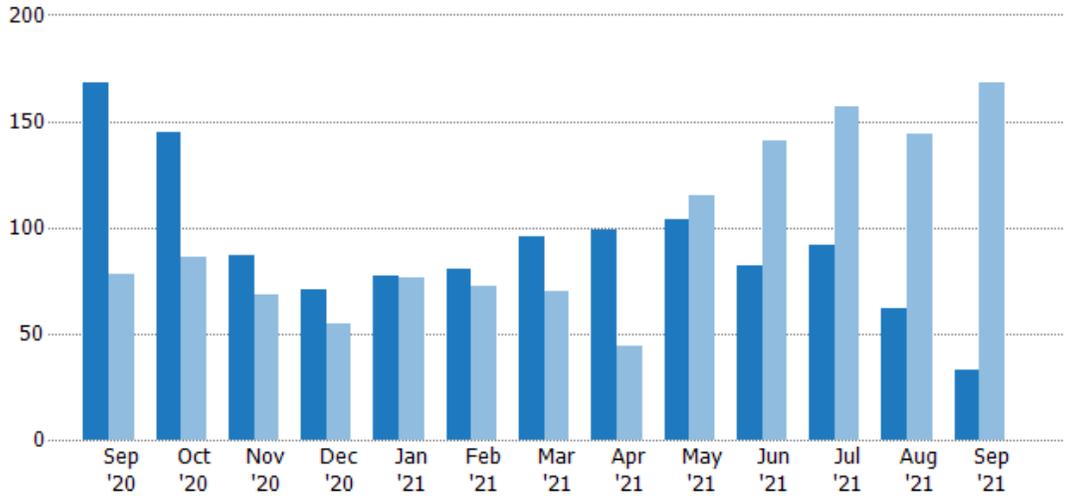
	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21
Active	375	324	295	258	239	207	195	194	190	200	215	248	273
Pending	235	236	194	121	113	135	147	160	173	156	135	104	60
Sold	114	120	116	129	69	46	70	69	70	90	89	83	77

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



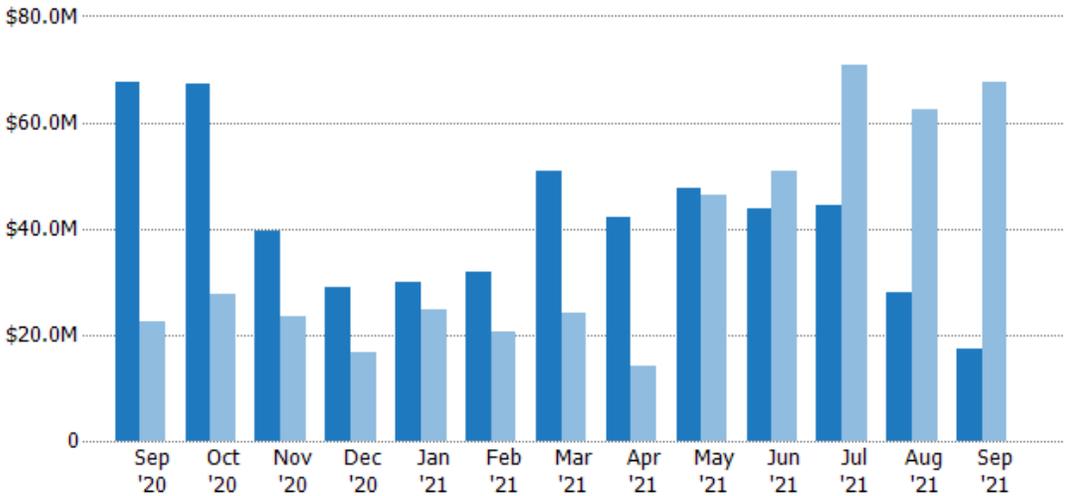
	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21
Current Year	168	145	87	71	77	80	96	99	104	82	92	62	33
Prior Year	78	86	68	55	76	72	70	44	115	141	157	144	168
Percent Change from Prior Year	115%	69%	28%	29%	1%	11%	37%	125%	-10%	-42%	-41%	-57%	-80%

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



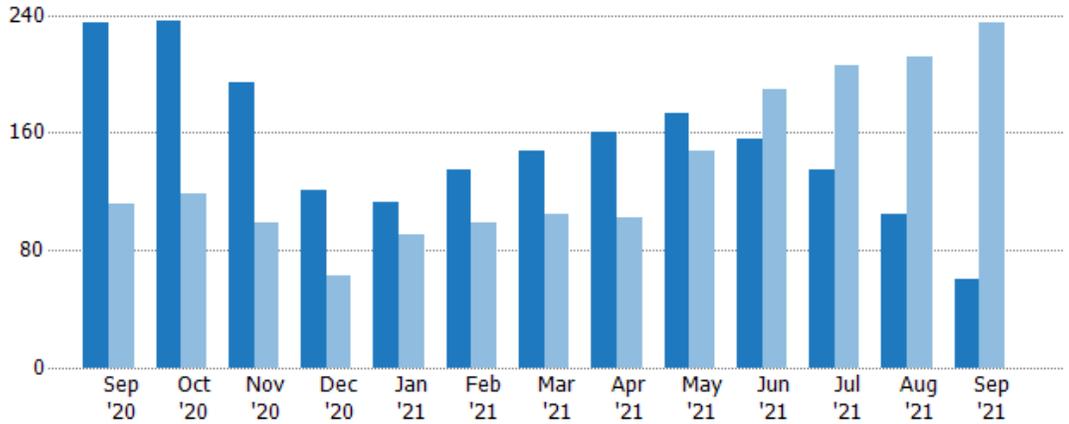
	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21
Current Year	\$67.6M	\$67.3M	\$39.6M	\$28.8M	\$29.9M	\$31.7M	\$50.8M	\$42.2M	\$47.5M	\$43.6M	\$44.4M	\$28.1M	\$17.4M
Prior Year	\$22.3M	\$27.6M	\$23.5M	\$16.7M	\$24.7M	\$20.6M	\$24.3M	\$14.2M	\$46.3M	\$50.7M	\$70.8M	\$62.5M	\$67.6M
Percent Change from Prior Year	203%	144%	69%	73%	21%	54%	109%	198%	3%	-14%	-37%	-55%	-74%

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



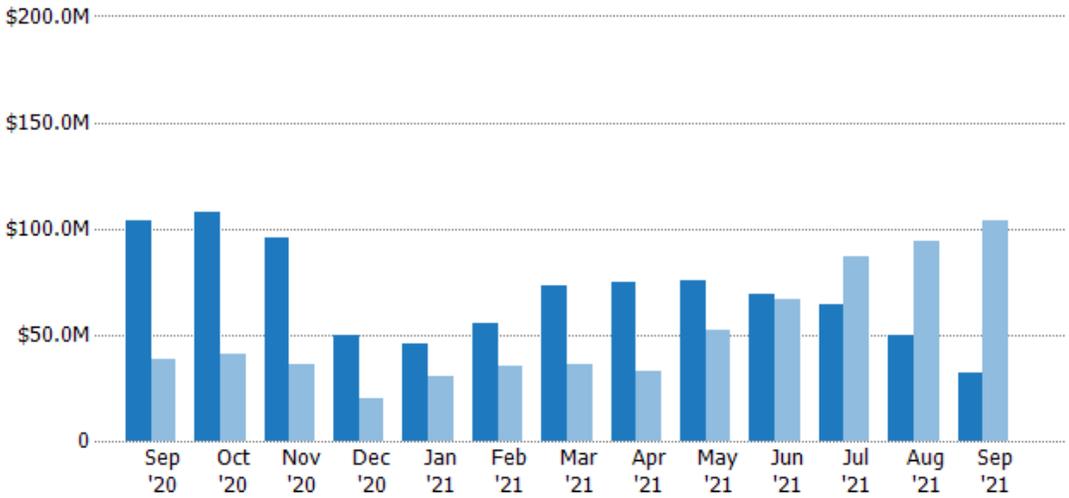
	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21
Current Year	235	236	194	121	113	135	147	160	173	156	135	104	60
Prior Year	112	119	99	63	90	99	105	102	148	190	206	211	235
Percent Change from Prior Year	110%	98%	96%	92%	26%	36%	40%	57%	17%	-18%	-34%	-51%	-74%

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



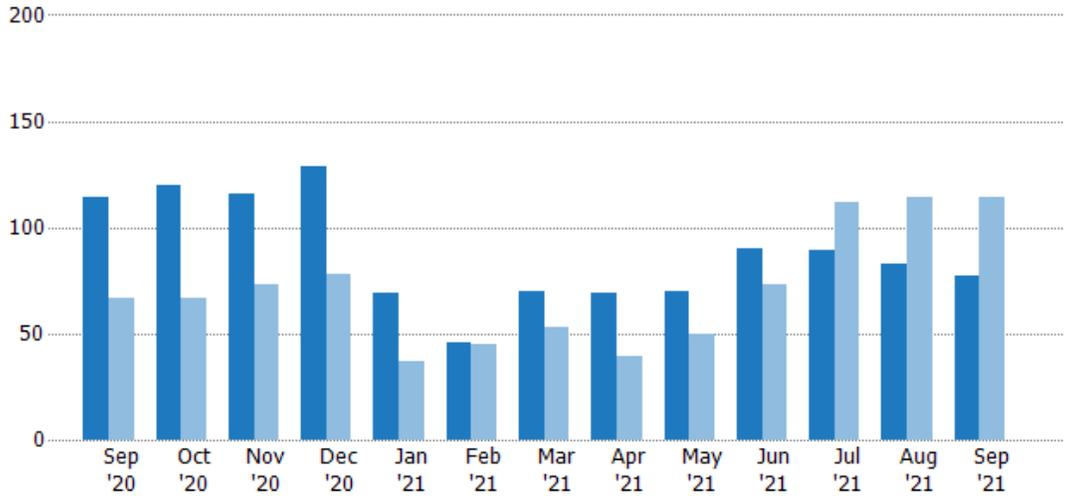
	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21
Current Year	\$104M	\$108M	\$95.5M	\$50.1M	\$45.5M	\$55.5M	\$72.9M	\$74.8M	\$75.5M	\$69M	\$64.1M	\$49.7M	\$32.4M
Prior Year	\$38.4M	\$40.8M	\$36.1M	\$20.4M	\$30.5M	\$35.6M	\$36.4M	\$33.2M	\$52.4M	\$66.9M	\$86.7M	\$94.4M	\$104M
Percent Change from Prior Year	170%	164%	164%	146%	49%	56%	100%	125%	44%	3%	-26%	-47%	-69%

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



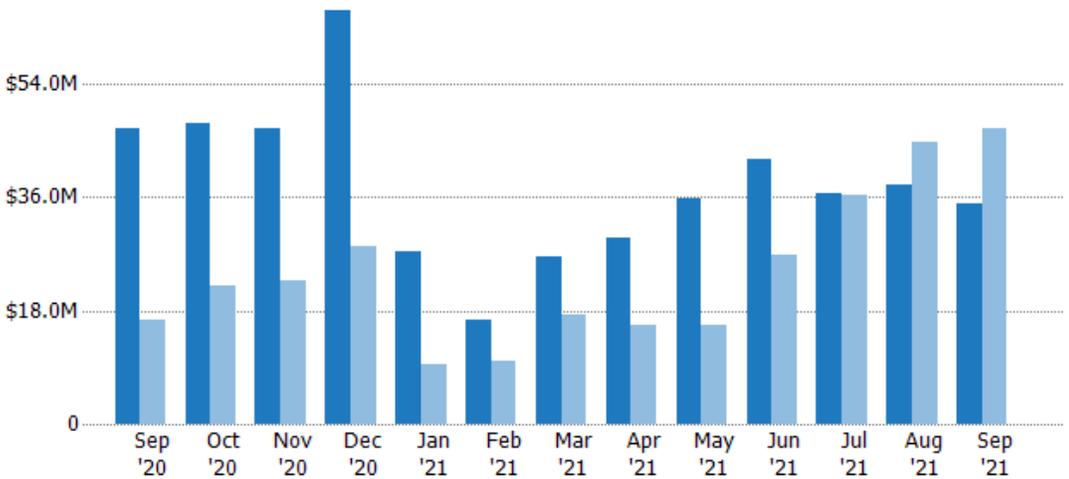
	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21
Current Year	114	120	116	129	69	46	70	69	70	90	89	83	77
Prior Year	67	67	73	78	37	45	53	39	50	73	112	114	114
Percent Change from Prior Year	70%	79%	59%	65%	86%	2%	32%	77%	40%	23%	-21%	-27%	-32%

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



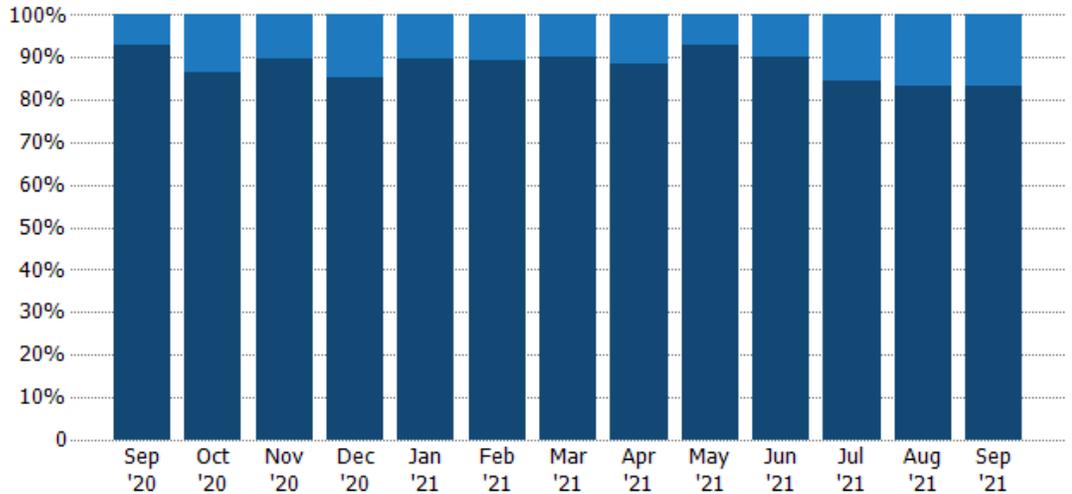
	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21
Current Year	\$46.8M	\$47.7M	\$47M	\$65.5M	\$27.3M	\$16.6M	\$26.5M	\$29.6M	\$35.8M	\$42.1M	\$36.5M	\$37.9M	\$35.1M
Prior Year	\$16.4M	\$21.9M	\$22.7M	\$28.2M	\$9.4M	\$10.1M	\$17.3M	\$15.7M	\$15.7M	\$26.8M	\$36.4M	\$44.8M	\$46.8M
Percent Change from Prior Year	185%	117%	107%	133%	191%	64%	53%	89%	128%	57%	0%	-15%	-25%

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



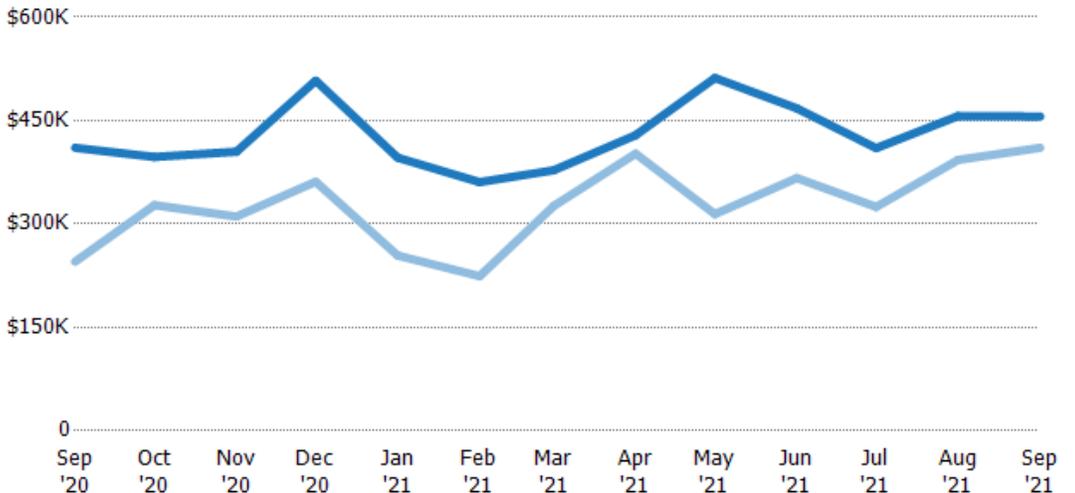
Property Type	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21
Condo/Townhouse	7%	13%	10%	15%	10%	11%	10%	12%	7%	10%	16%	17%	17%
Single Family Residence	93%	87%	90%	85%	90%	89%	90%	88%	93%	90%	84%	83%	83%

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.
Sep '21	\$456K	11%
Sep '20	\$411K	67.3%
Sep '19	\$245K	-3.6%

Property Type	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21
Current Year	\$411K	\$397K	\$405K	\$508K	\$396K	\$361K	\$378K	\$429K	\$512K	\$468K	\$410K	\$457K	\$456K
Prior Year	\$245K	\$327K	\$311K	\$361K	\$254K	\$224K	\$326K	\$402K	\$314K	\$367K	\$325K	\$393K	\$411K
Percent Change from Prior Year	67%	21%	30%	41%	56%	61%	16%	7%	63%	28%	26%	16%	11%

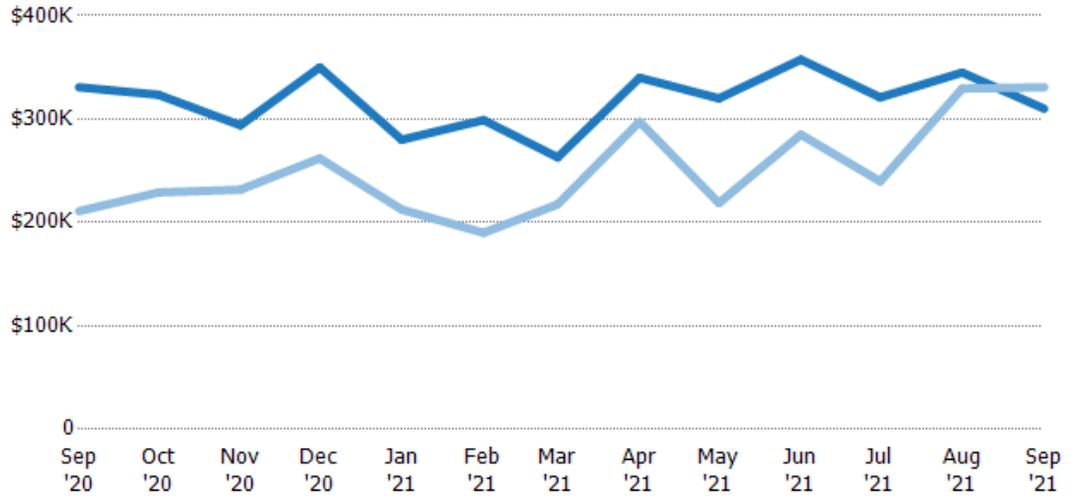
Median Sales Price

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.
Sep '21	\$310K	-6.3%
Sep '20	\$331K	56.8%
Sep '19	\$211K	-17.1%



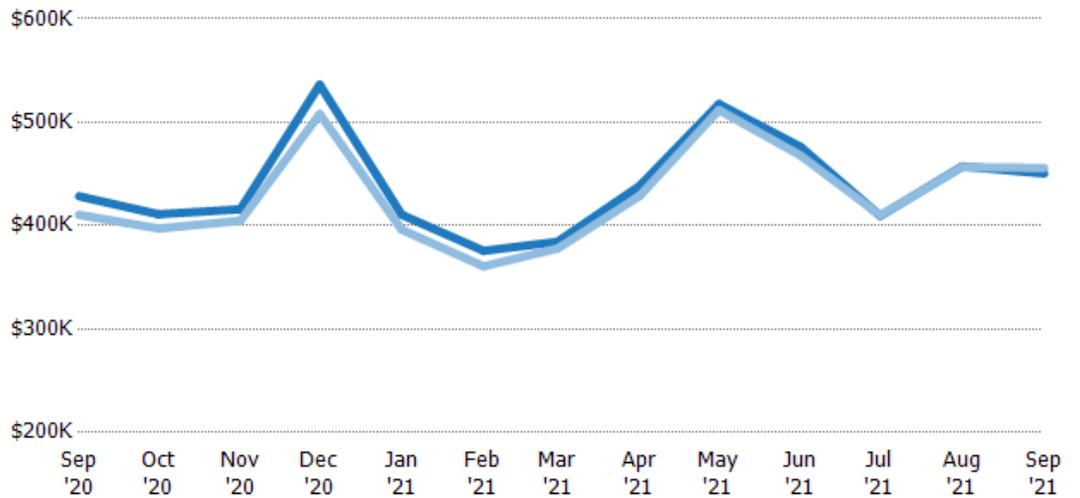
Current Year	\$331K	\$324K	\$294K	\$350K	\$280K	\$299K	\$263K	\$340K	\$320K	\$358K	\$321K	\$345K	\$310K
Prior Year	\$211K	\$229K	\$232K	\$262K	\$213K	\$190K	\$218K	\$298K	\$219K	\$285K	\$240K	\$330K	\$331K
Percent Change from Prior Year	57%	41%	27%	34%	32%	57%	21%	14%	46%	25%	34%	5%	-6%

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



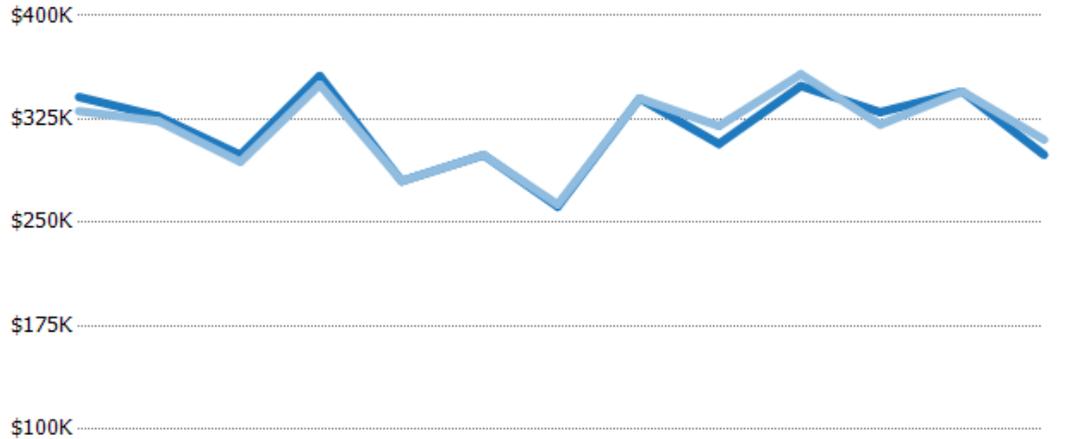
Avg List Price	\$428K	\$411K	\$416K	\$536K	\$411K	\$376K	\$384K	\$438K	\$518K	\$476K	\$409K	\$457K	\$450K
Avg Sales Price	\$411K	\$397K	\$405K	\$508K	\$396K	\$361K	\$378K	\$429K	\$512K	\$468K	\$410K	\$457K	\$456K
Avg Sales Price as a % of Avg List Price	96%	97%	97%	95%	96%	96%	98%	98%	99%	98%	100%	100%	101%

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



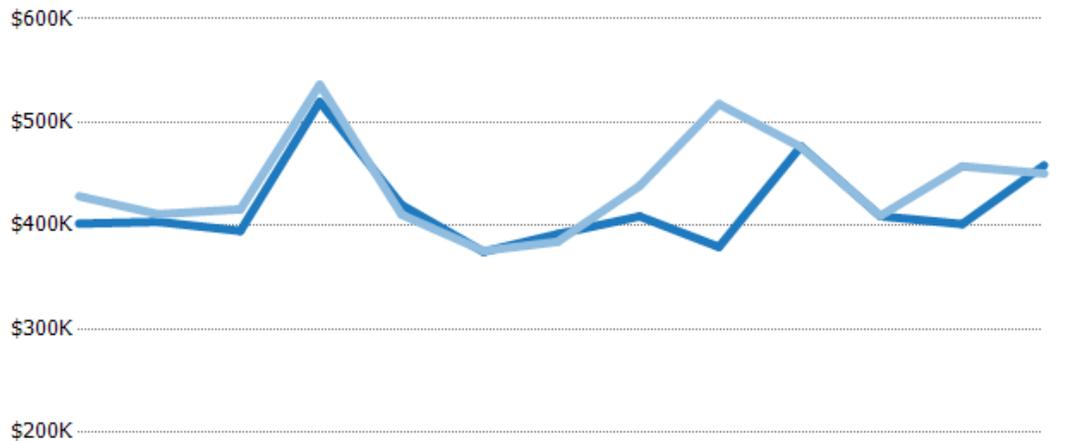
	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21
Median List Price	\$341K	\$327K	\$299K	\$356K	\$280K	\$299K	\$262K	\$340K	\$307K	\$349K	\$330K	\$345K	\$299K
Median Sales Price	\$331K	\$324K	\$294K	\$350K	\$280K	\$299K	\$263K	\$340K	\$320K	\$358K	\$321K	\$345K	\$310K
Med Sales Price as a % of Med List Price	97%	99%	98%	98%	100%	100%	101%	100%	104%	102%	97%	100%	104%

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



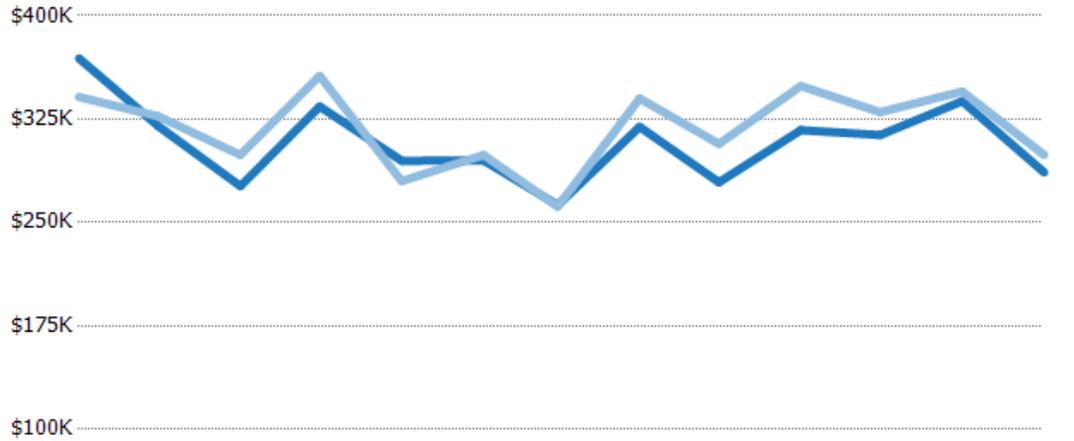
	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21
Avg Est Value	\$402K	\$404K	\$395K	\$520K	\$420K	\$375K	\$392K	\$409K	\$379K	\$477K	\$409K	\$402K	\$458K
Avg Sales Price	\$428K	\$411K	\$416K	\$536K	\$411K	\$376K	\$384K	\$438K	\$518K	\$476K	\$409K	\$457K	\$450K
Avg Sales Price as a % of Avg Est Value	107%	102%	105%	103%	98%	100%	98%	107%	136%	100%	100%	114%	98%

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



	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21
Median Est Value	\$369K	\$320K	\$276K	\$334K	\$295K	\$295K	\$263K	\$319K	\$279K	\$317K	\$313K	\$338K	\$286K
Median Sales Price	\$341K	\$327K	\$299K	\$356K	\$280K	\$299K	\$262K	\$340K	\$307K	\$349K	\$330K	\$345K	\$299K
Med Sales Price as a % of Med Est Value	92%	102%	108%	107%	95%	101%	100%	106%	110%	110%	105%	102%	104%