

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	Nov 2021	Nov 2020	+ / -	YTD 2021	YTD 2020	+ / -
Listing Activity Charts Metrics						
New Listing Count	40	55	-27.3%	875	1,019	-14.1%
New Listing Volume	\$24,241,300	\$22,929,199	+5.7%	\$456,716,846	\$465,264,816	-1.8%
Active Listing Count	216	287	-24.7%	N/A	N/A	
Active Listing Volume	\$135,873,800	\$154,400,482	-12%	N/A	N/A	
Average Listing Price	\$629,045	\$537,981	+16.9%	\$633,932	\$545,097	+16.3%
Median Listing Price	\$372,500	\$365,000	+2.1%	\$388,184	\$363,274	+6.9%
Median Days in RPR	70	109	-35.8%	88.79	125.76	-29.4%
Months of Inventory	2.1	2.4	-10.6%	2.6	6.7	-61.5%
Absorption Rate	46.76%	41.81%	+4.9%	38.75%	14.93%	+23.8%
Sales Activity Charts Metrics						
New Pending Sales Count	12	87	-86.2%	840	1,214	-30.8%
New Pending Sales Volume	\$6,070,500	\$39,649,299	-84.7%	\$384,617,739	\$481,567,217	-20.1%
Pending Sales Count	15	190	-92.1%	N/A	N/A	
Pending Sales Volume	\$5,321,900	\$92,036,100	-94.2%	N/A	N/A	
Closed Sales Count	79	114	-30.7%	832	859	-3.1%
Closed Sales Volume	\$36,178,084	\$45,317,902	-20.2%	\$369,409,326	\$310,886,986	+18.8%
Average Sales Price	\$457,950	\$397,525	+15.2%	\$444,002	\$361,917	+22.7%
Median Sales Price	\$350,000	\$286,000	+22.4%	\$321,174	\$279,624	+14.9%

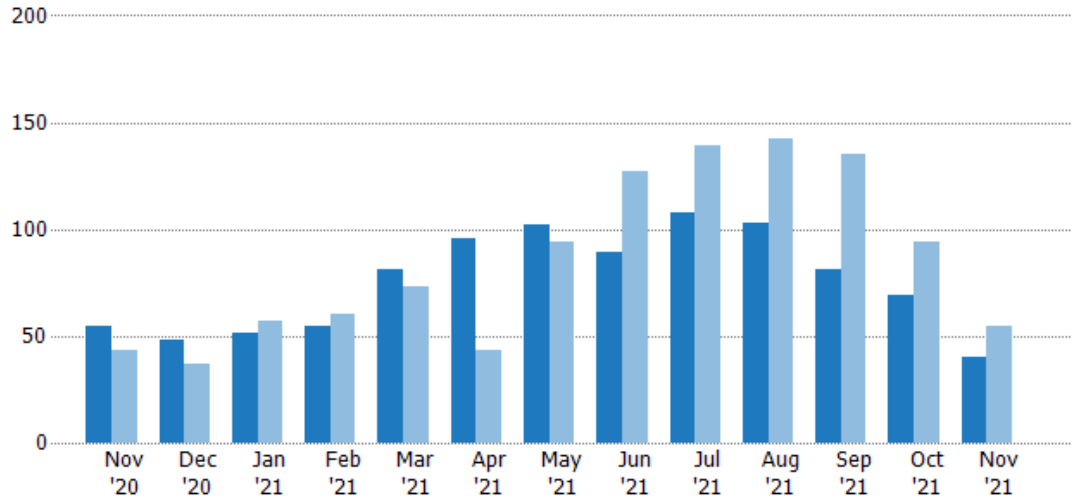
New Listings

The number of new residential listings that were added each month.

Filters Used

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

Month/Year	Count	% Chg.
Nov '21	40	-27.3%
Nov '20	55	27.9%
Nov '19	43	7%



Current Year	55	48	51	55	81	96	102	89	108	103	81	69	40
Prior Year	43	37	57	60	73	43	94	127	139	142	135	94	55
Percent Change from Prior Year	28%	30%	-11%	-8%	11%	123%	9%	-30%	-22%	-27%	-40%	-27%	-27%

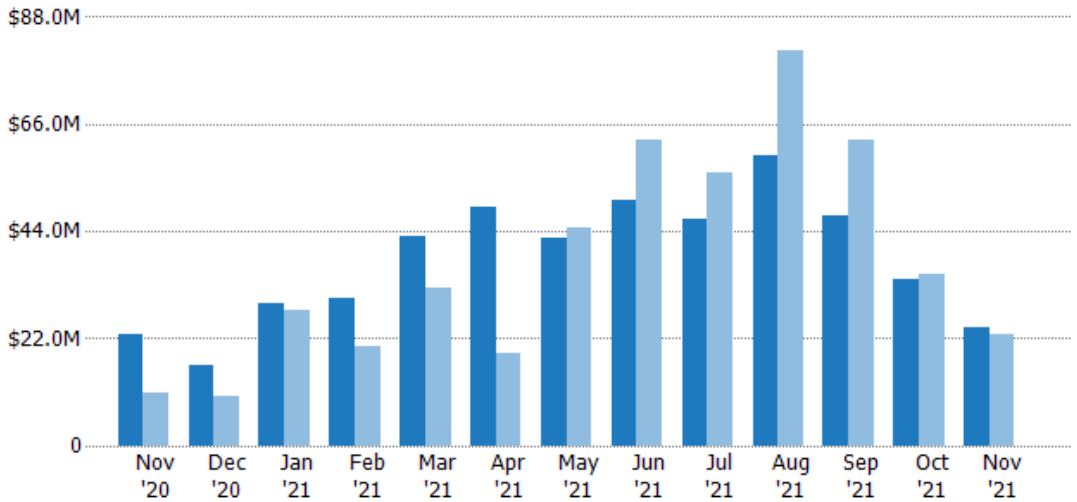
New Listing Volume

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.
Nov '21	\$24.2M	5.7%
Nov '20	\$22.9M	108.4%
Nov '19	\$11M	13.8%



Current Year	\$22.9M	\$16.5M	\$29.3M	\$30.4M	\$43M	\$49.1M	\$42.8M	\$50.4M	\$46.6M	\$59.6M	\$47.1M	\$34.1M	\$24.2M
Prior Year	\$11M	\$10.1M	\$28M	\$20.5M	\$32.3M	\$18.9M	\$44.7M	\$62.7M	\$56.2M	\$81.2M	\$62.7M	\$35.2M	\$22.9M
Percent Change from Prior Year	108%	64%	5%	48%	33%	160%	-4%	-20%	-17%	-27%	-25%	-3%	6%

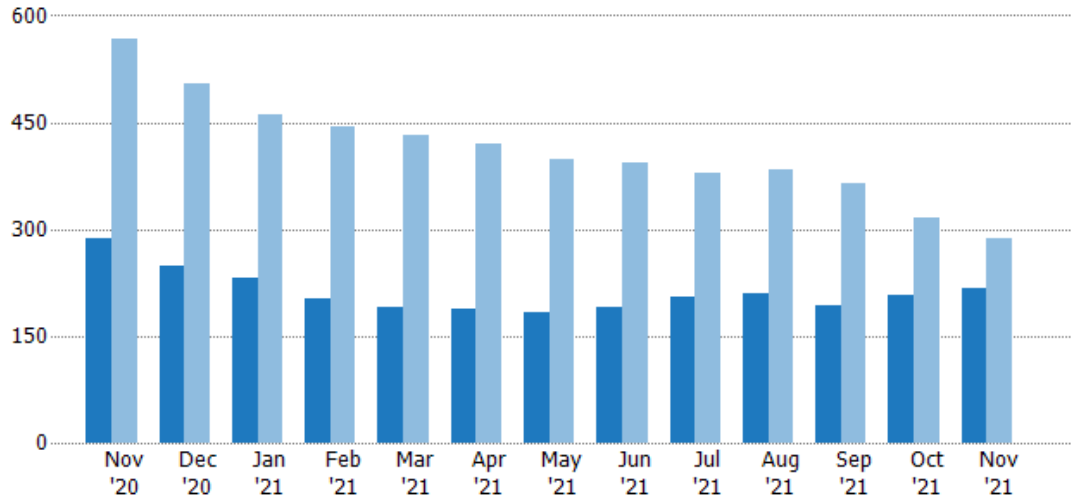
Active Listings

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.
Nov '21	216	-24.7%
Nov '20	287	-49.5%
Nov '19	568	-7%



Current Year	287	249	231	202	190	188	184	191	205	210	193	207	216
Prior Year	568	505	460	444	432	420	398	394	379	384	365	316	287
Percent Change from Prior Year	-49%	-51%	-50%	-55%	-56%	-55%	-54%	-52%	-46%	-45%	-47%	-34%	-25%

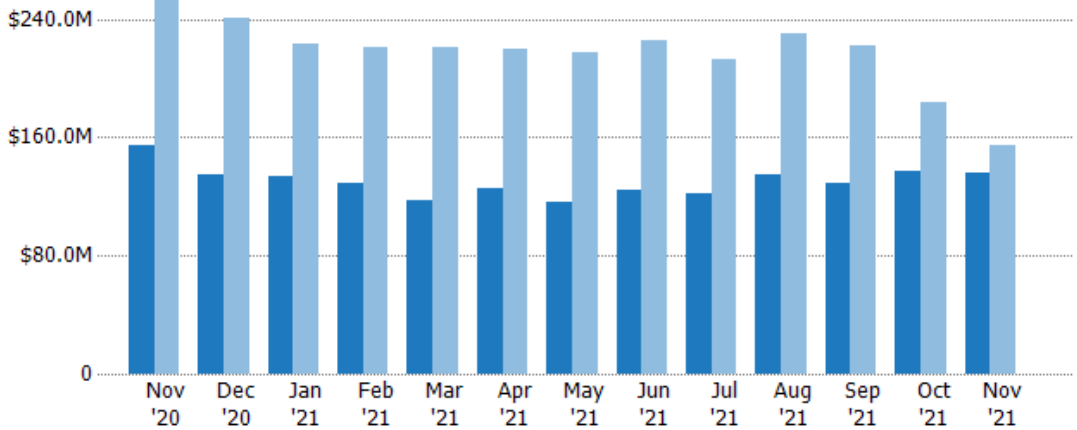
Active Listing Volume

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.
Nov '21	\$136M	-12%
Nov '20	\$154M	-42.8%
Nov '19	\$270M	-9.1%



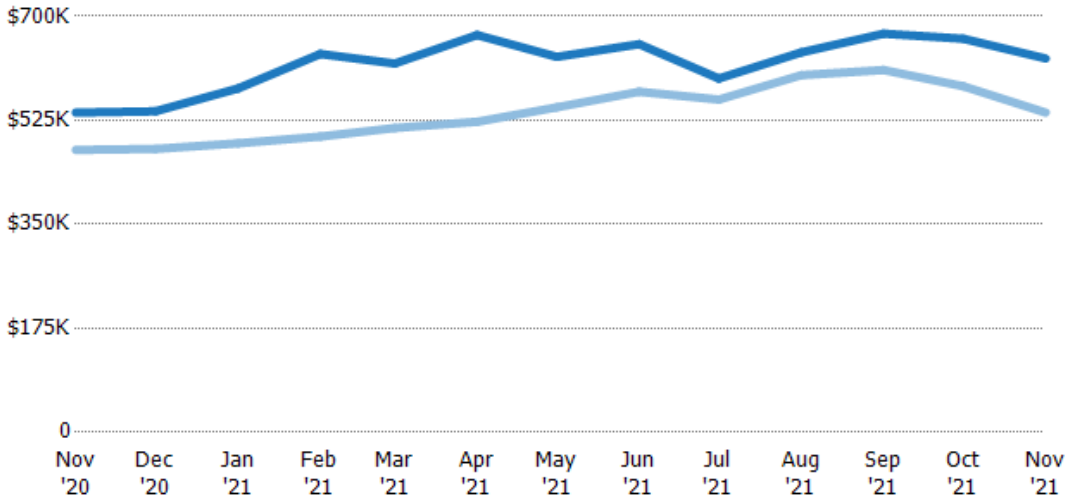
Current Year	\$154M	\$135M	\$134M	\$129M	\$118M	\$126M	\$116M	\$125M	\$122M	\$134M	\$129M	\$137M	\$136M
Prior Year	\$270M	\$241M	\$224M	\$221M	\$221M	\$219M	\$218M	\$226M	\$212M	\$231M	\$223M	\$184M	\$154M
Percent Change from Prior Year	-43%	-44%	-40%	-42%	-47%	-43%	-47%	-45%	-42%	-42%	-42%	-26%	-12%

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



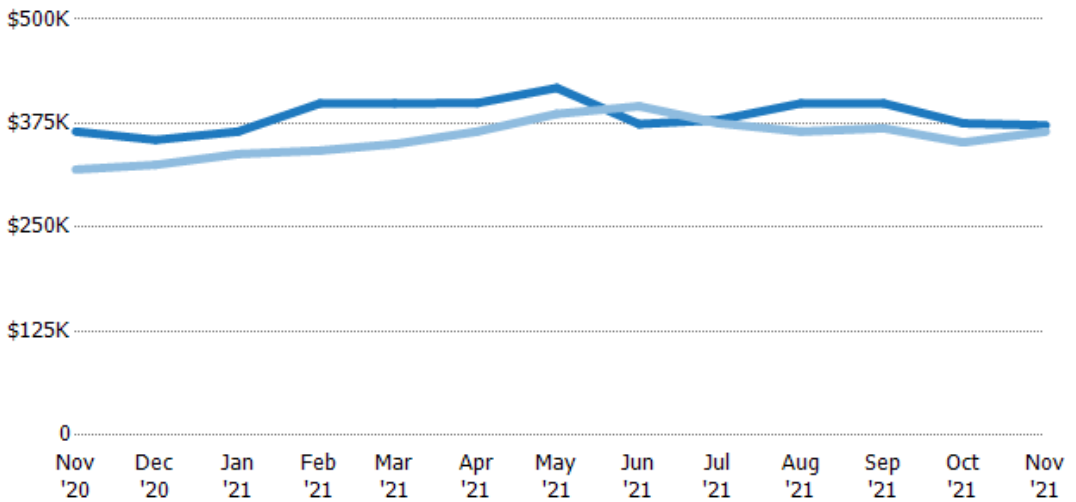
	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21
Current Year	\$538K	\$540K	\$578K	\$637K	\$620K	\$668K	\$632K	\$653K	\$595K	\$639K	\$671K	\$662K	\$629K
Prior Year	\$475K	\$477K	\$486K	\$498K	\$512K	\$523K	\$547K	\$573K	\$560K	\$601K	\$610K	\$582K	\$538K
Percent Change from Prior Year	13%	13%	19%	28%	21%	28%	16%	14%	6%	6%	10%	14%	17%

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



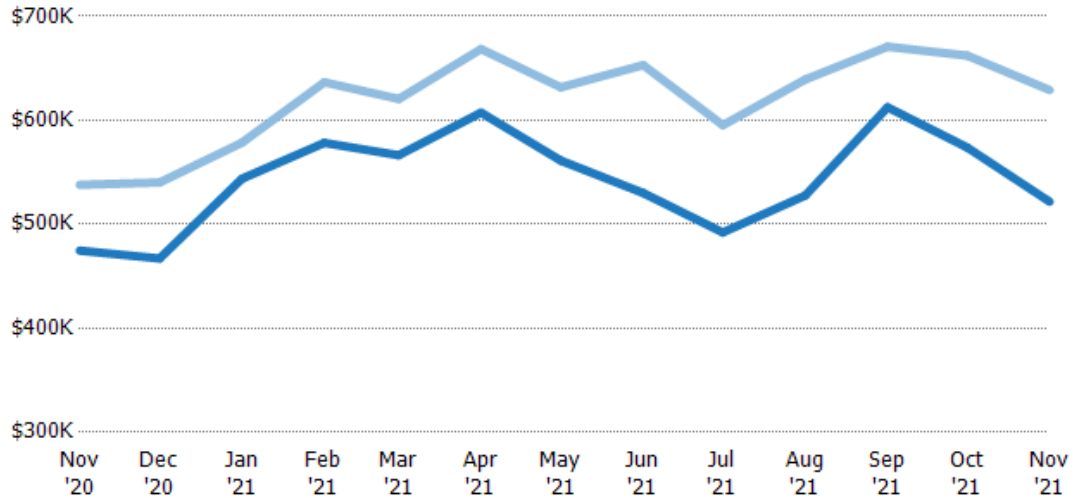
	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21
Current Year	\$365K	\$355K	\$365K	\$399K	\$399K	\$399K	\$417K	\$374K	\$379K	\$399K	\$399K	\$375K	\$373K
Prior Year	\$319K	\$325K	\$338K	\$342K	\$350K	\$365K	\$386K	\$396K	\$375K	\$365K	\$369K	\$352K	\$365K
Percent Change from Prior Year	14%	9%	8%	17%	14%	9%	8%	-5%	1%	9%	8%	7%	2%

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



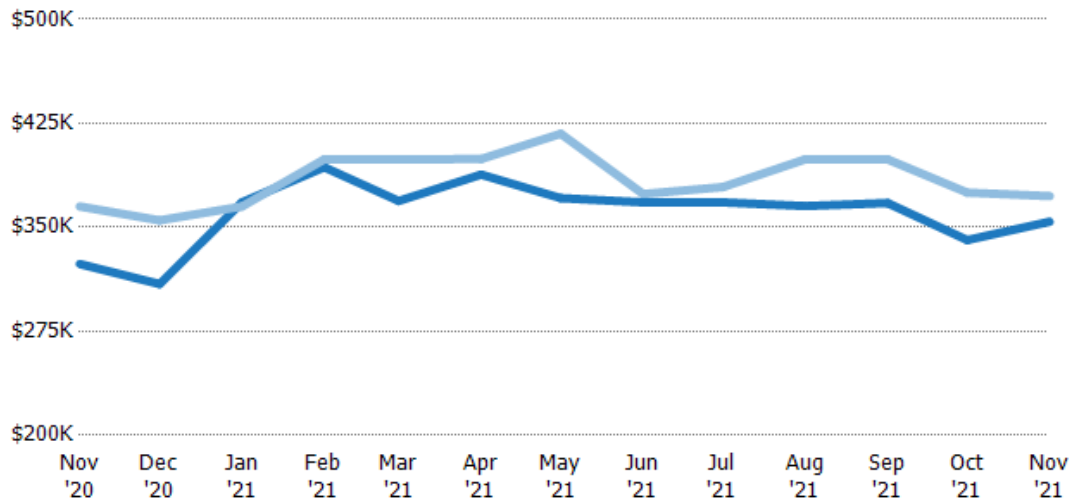
	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21
Avg Est Value	\$475K	\$467K	\$544K	\$578K	\$566K	\$607K	\$561K	\$530K	\$492K	\$528K	\$613K	\$574K	\$522K
Avg Listing Price	\$538K	\$540K	\$578K	\$637K	\$620K	\$668K	\$632K	\$653K	\$595K	\$639K	\$671K	\$662K	\$629K
Avg Listing Price as a % of Avg Est Value	113%	116%	106%	110%	110%	110%	113%	123%	121%	121%	110%	115%	121%

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



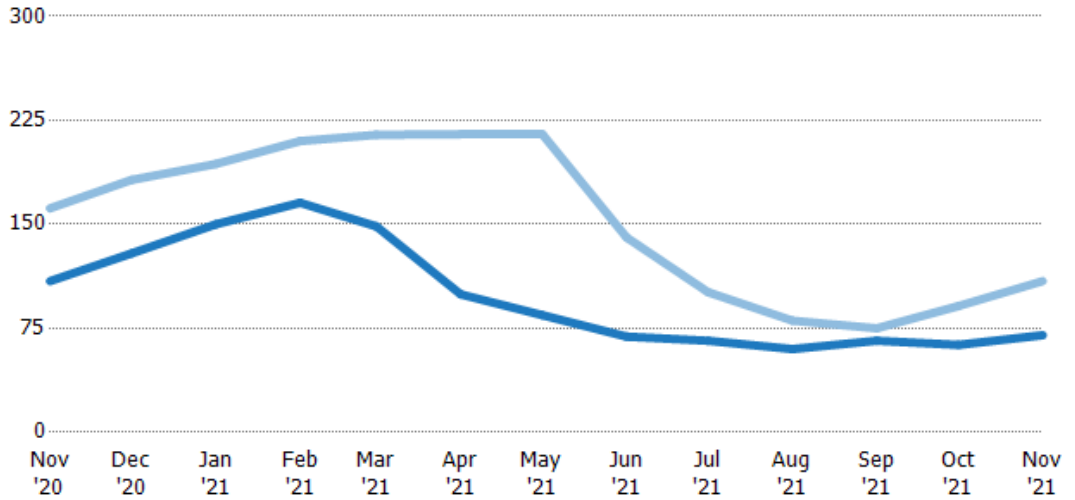
	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21
Median Est Value	\$324K	\$309K	\$368K	\$393K	\$369K	\$388K	\$371K	\$368K	\$368K	\$365K	\$368K	\$341K	\$354K
Median Listing Price	\$365K	\$355K	\$365K	\$399K	\$399K	\$399K	\$417K	\$374K	\$379K	\$399K	\$399K	\$375K	\$373K
Med Listing Price as a % of Med Est Value	113%	115%	99%	101%	108%	103%	113%	102%	103%	109%	109%	110%	105%

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



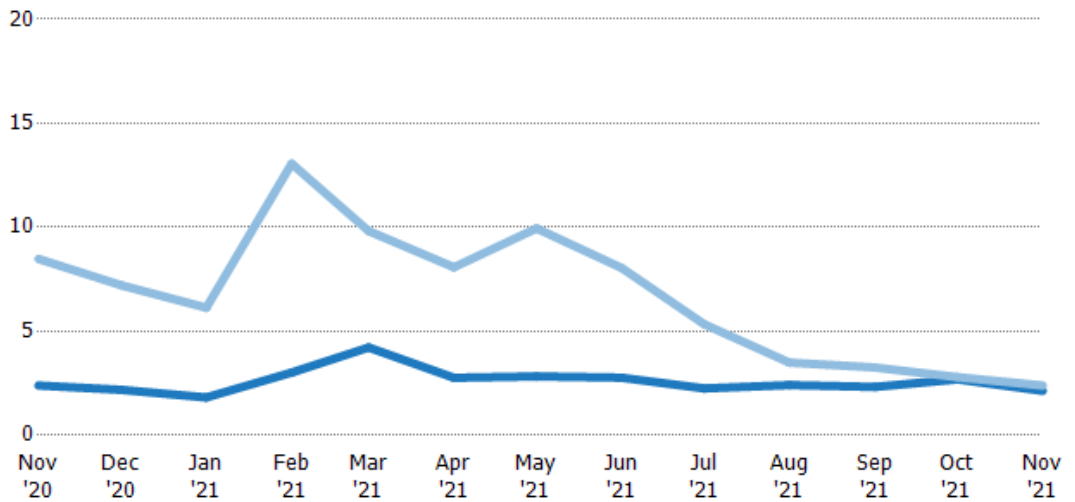
	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21
Current Year	109	129	150	166	149	100	84.5	69	66	60	66	63	70
Prior Year	162	182	194	210	215	215	215	141	101	80.5	75	91	109
Percent Change from Prior Year	-33%	-29%	-22%	-21%	-31%	-54%	-61%	-51%	-35%	-25%	-12%	-31%	-36%

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



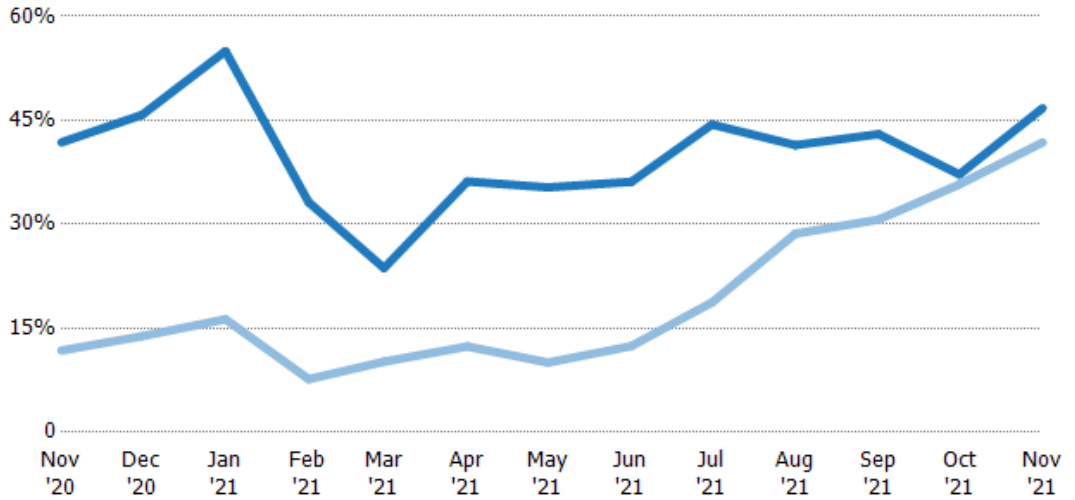
	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21
Current Year	2.39	2.18	1.82	3.01	4.22	2.76	2.83	2.77	2.25	2.41	2.33	2.69	2.14
Prior Year	8.48	7.21	6.13	13.1	9.82	8.08	9.95	8.04	5.34	3.49	3.26	2.8	2.39
Percent Change from Prior Year	-72%	-70%	-70%	-77%	-57%	-66%	-72%	-66%	-58%	-31%	-29%	-4%	-11%

Absorption Rate

The percentage of inventory sold per month.

Filters Used

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



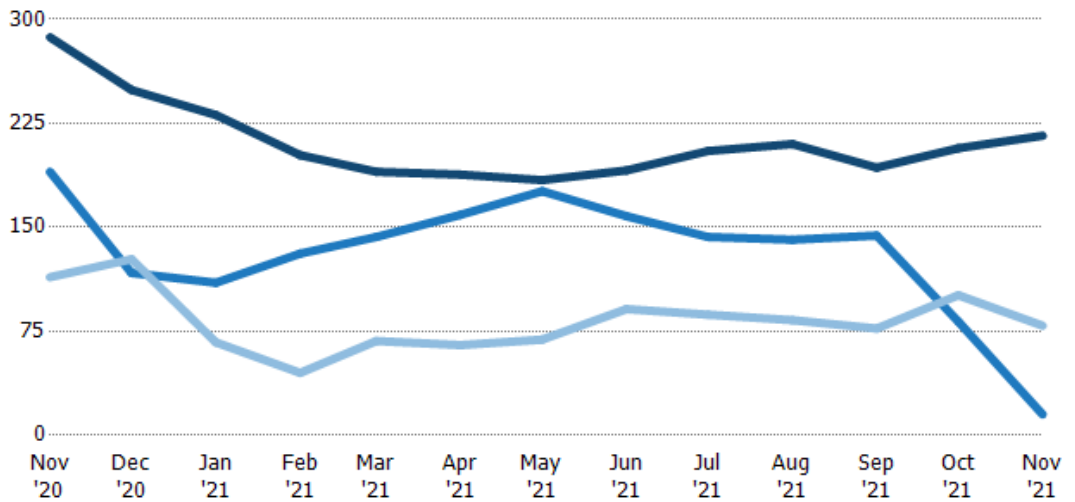
	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21
Current Year	42%	46%	55%	33%	24%	36%	35%	36%	44%	41%	43%	37%	47%
Prior Year	12%	14%	16%	8%	10%	12%	10%	12%	19%	29%	31%	36%	42%
Change from Prior Year	-30%	-32%	-39%	-26%	-14%	-24%	-25%	-24%	-26%	-13%	-12%	-1%	-5%

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



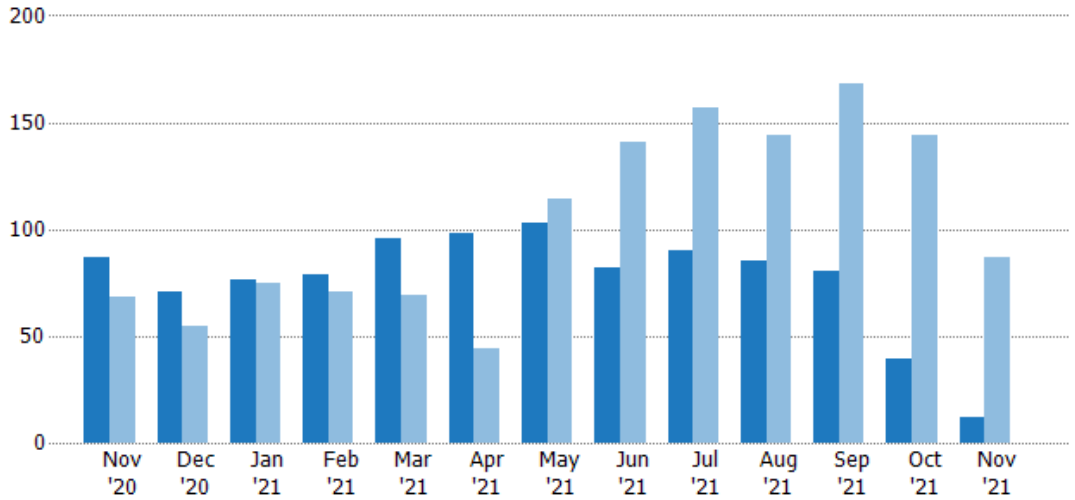
	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21
Active	287	249	231	202	190	188	184	191	205	210	193	207	216
Pending	190	117	110	131	143	159	176	158	143	141	144	82	15
Sold	114	127	67	45	68	65	69	91	87	83	77	101	79

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



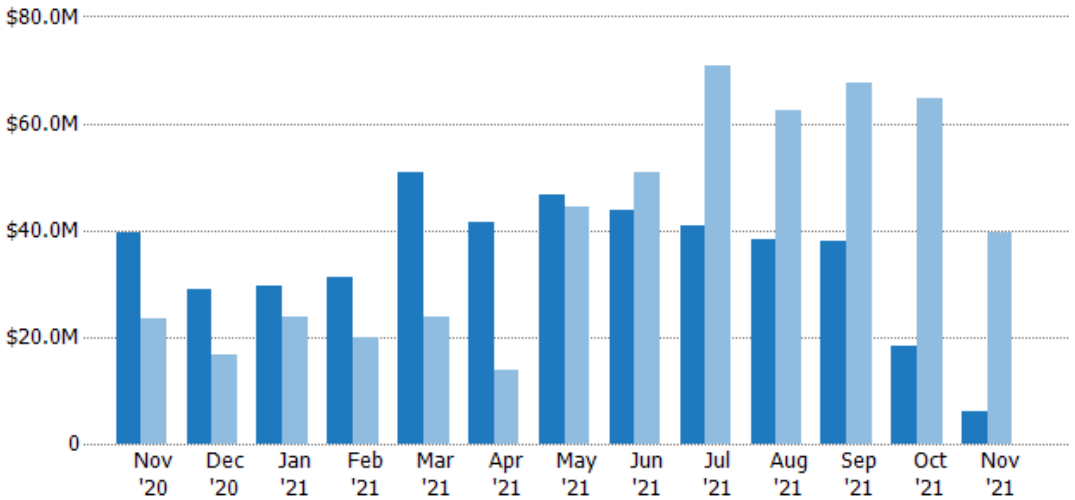
	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21
Current Year	87	71	76	79	96	98	103	82	90	85	80	39	12
Prior Year	68	55	75	71	69	44	114	141	157	144	168	144	87
Percent Change from Prior Year	28%	29%	1%	11%	39%	123%	-10%	-42%	-43%	-41%	-52%	-73%	-86%

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



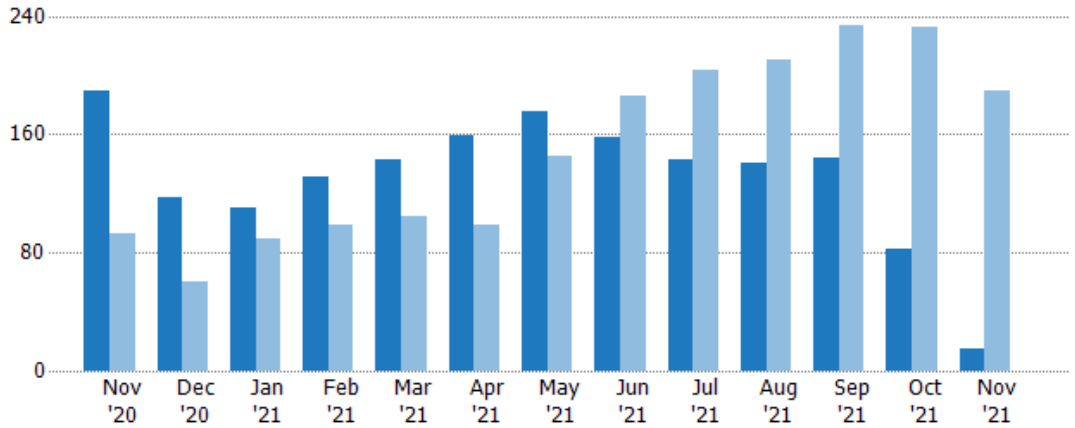
	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21
Current Year	\$39.6M	\$28.8M	\$29.4M	\$31.2M	\$50.8M	\$41.4M	\$46.7M	\$43.6M	\$40.8M	\$38.3M	\$37.8M	\$18.4M	\$6.07M
Prior Year	\$23.5M	\$16.7M	\$23.9M	\$20M	\$23.7M	\$13.6M	\$44.3M	\$50.7M	\$70.8M	\$62.5M	\$67.6M	\$64.7M	\$39.6M
Percent Change from Prior Year	69%	73%	23%	56%	114%	204%	6%	-14%	-42%	-39%	-44%	-72%	-85%

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



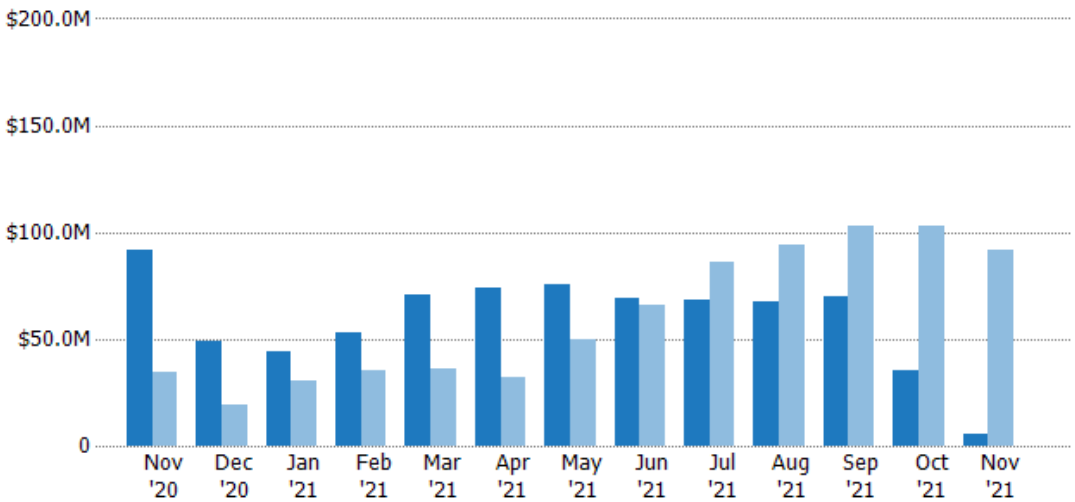
	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21
Current Year	190	117	110	131	143	159	176	158	143	141	144	82	15
Prior Year	93	60	89	99	104	99	145	186	203	210	234	232	190
Percent Change from Prior Year	104%	95%	24%	32%	38%	61%	21%	-15%	-30%	-33%	-38%	-65%	-92%

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



	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21
Current Year	\$92M	\$48.7M	\$44.2M	\$53.3M	\$71M	\$74.2M	\$75.9M	\$69M	\$68.5M	\$67.2M	\$70.3M	\$35.6M	\$5.32M
Prior Year	\$34.4M	\$19.6M	\$30.2M	\$35.6M	\$36.1M	\$31.7M	\$49.6M	\$65.9M	\$86.4M	\$94.1M	\$103M	\$103M	\$92M
Percent Change from Prior Year	168%	149%	46%	49%	96%	134%	53%	5%	-21%	-29%	-32%	-65%	-94%

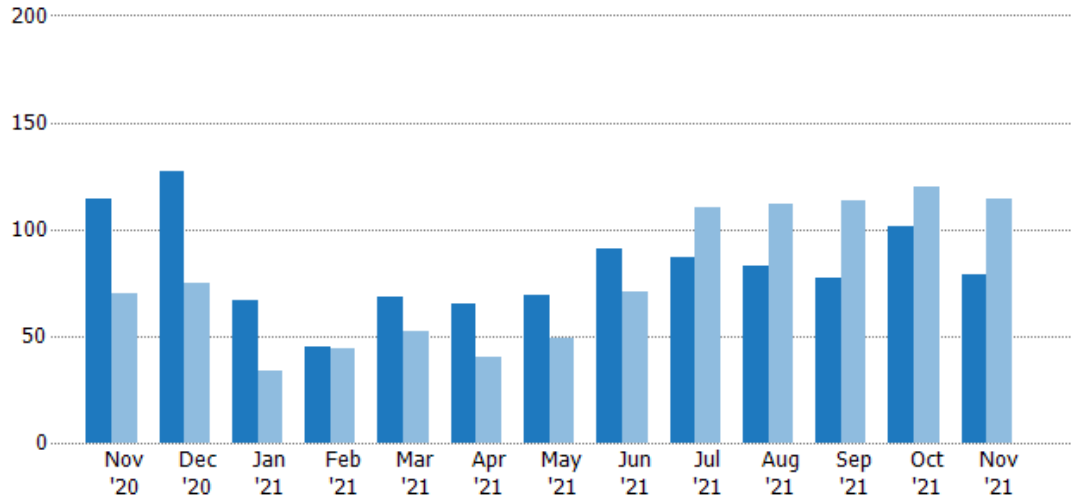
Closed Sales

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.
Nov '21	79	-30.7%
Nov '20	114	62.9%
Nov '19	70	-2.9%



Current Year	114	127	67	45	68	65	69	91	87	83	77	101	79
Prior Year	70	75	34	44	52	40	49	71	110	112	113	120	114
Percent Change from Prior Year	63%	69%	97%	2%	31%	63%	41%	28%	-21%	-26%	-32%	-16%	-31%

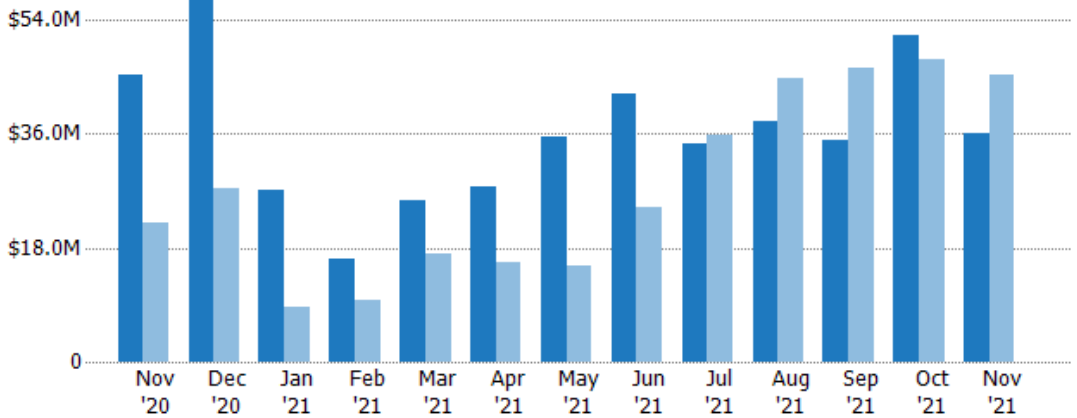
Closed Sales Volume

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.
Nov '21	\$36.2M	-20.2%
Nov '20	\$45.3M	107%
Nov '19	\$21.9M	-18.7%



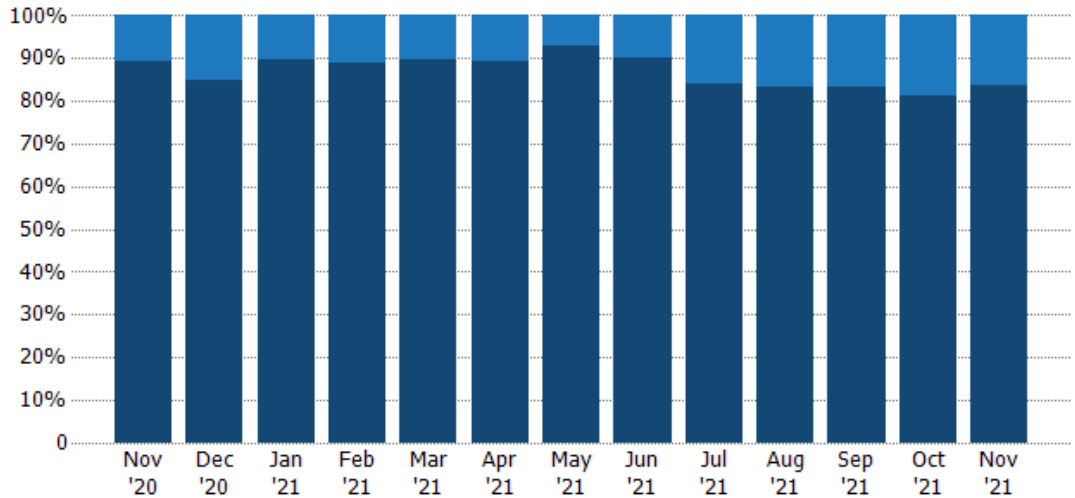
Current Year	\$45.3M	\$62.5M	\$27.1M	\$16.1M	\$25.6M	\$27.6M	\$35.6M	\$42.2M	\$34.5M	\$37.9M	\$35.1M	\$51.6M	\$36.2M
Prior Year	\$21.9M	\$27.3M	\$8.69M	\$9.83M	\$17M	\$15.7M	\$15.1M	\$24.5M	\$35.7M	\$44.8M	\$46.5M	\$47.7M	\$45.3M
Percent Change from Prior Year	107%	129%	212%	64%	51%	75%	135%	72%	-3%	-15%	-25%	8%	-20%

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



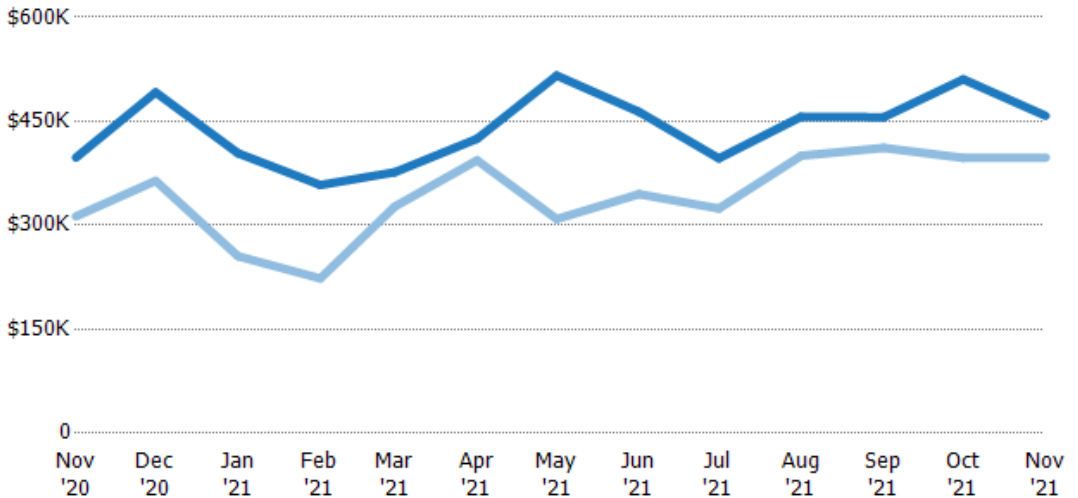
Property Type	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21
Condo/Townhouse	11%	15%	10%	11%	10%	11%	7%	10%	16%	17%	17%	19%	16%
Single Family Residence	89%	85%	90%	89%	90%	89%	93%	90%	84%	83%	83%	81%	84%

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.
Nov '21	\$458K	15.2%
Nov '20	\$398K	27.1%
Nov '19	\$313K	-16.3%

Property Type	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21
Current Year	\$398K	\$492K	\$404K	\$358K	\$376K	\$425K	\$516K	\$463K	\$396K	\$457K	\$456K	\$511K	\$458K
Prior Year	\$313K	\$364K	\$255K	\$223K	\$327K	\$394K	\$309K	\$345K	\$324K	\$400K	\$412K	\$397K	\$398K
Percent Change from Prior Year	27%	35%	58%	60%	15%	8%	67%	34%	22%	14%	11%	29%	15%

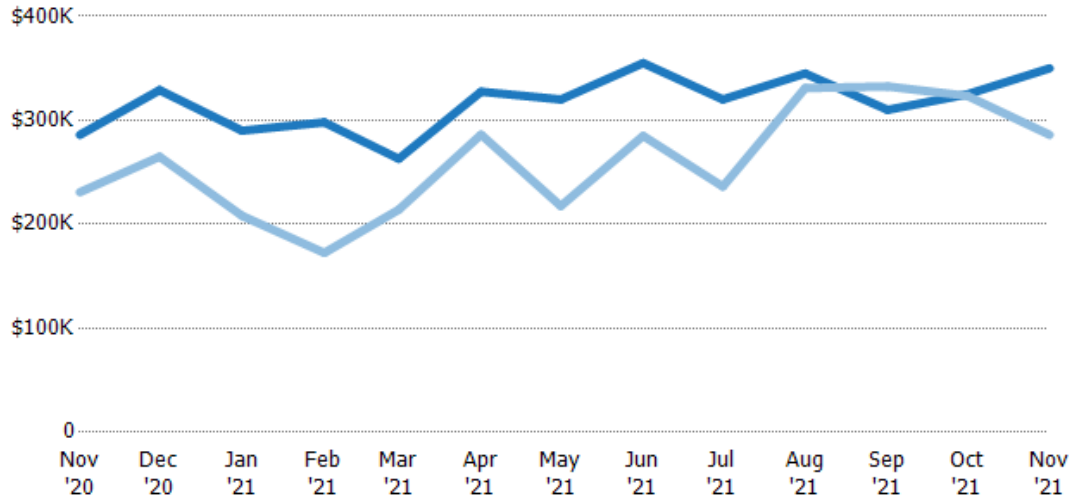
Median Sales Price

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.
Nov '21	\$350K	22.4%
Nov '20	\$286K	23.9%
Nov '19	\$231K	-13.8%



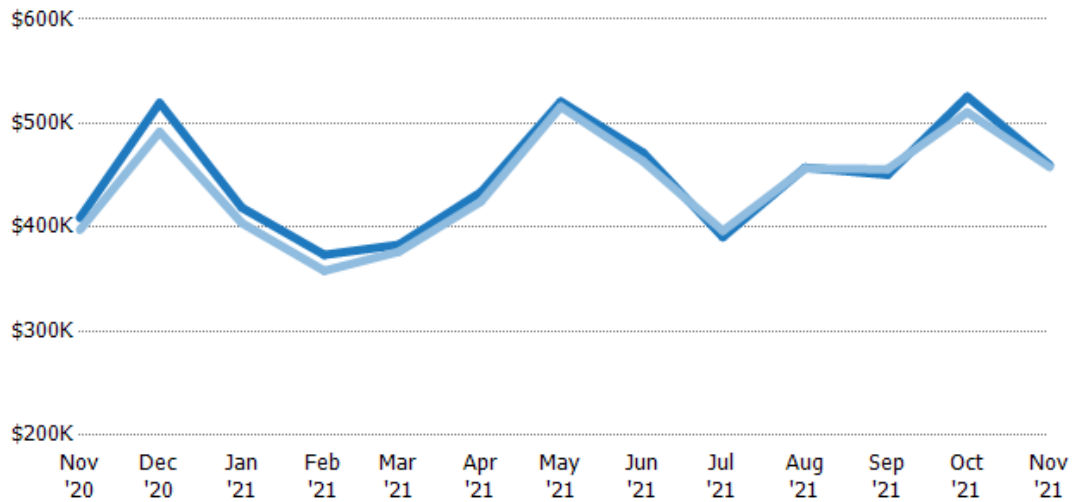
Current Year	\$286K	\$329K	\$290K	\$298K	\$263K	\$328K	\$320K	\$355K	\$320K	\$345K	\$310K	\$325K	\$350K
Prior Year	\$231K	\$265K	\$208K	\$173K	\$214K	\$286K	\$218K	\$285K	\$236K	\$331K	\$333K	\$324K	\$286K
Percent Change from Prior Year	24%	24%	39%	73%	23%	14%	47%	25%	35%	4%	-7%	0%	22%

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



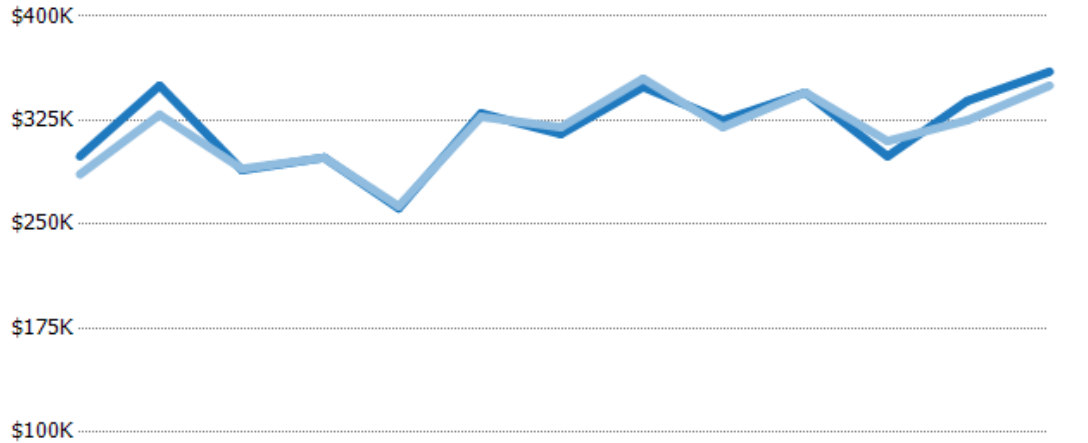
Avg List Price	\$409K	\$520K	\$419K	\$373K	\$383K	\$434K	\$521K	\$472K	\$390K	\$457K	\$450K	\$526K	\$460K
Avg Sales Price	\$398K	\$492K	\$404K	\$358K	\$376K	\$425K	\$516K	\$463K	\$396K	\$457K	\$456K	\$511K	\$458K
Avg Sales Price as a % of Avg List Price	97%	95%	96%	96%	98%	98%	99%	98%	102%	100%	101%	97%	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



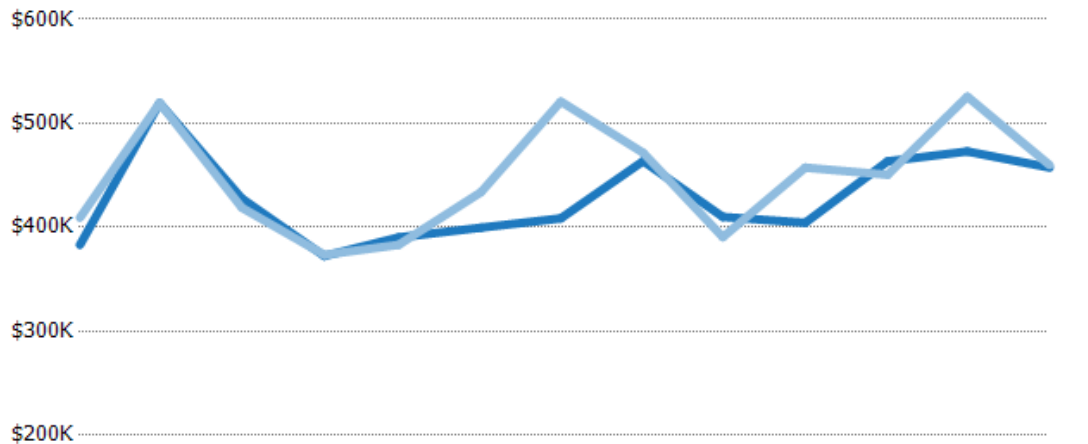
	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21
Median List Price	\$299K	\$350K	\$289K	\$298K	\$262K	\$330K	\$315K	\$349K	\$325K	\$345K	\$299K	\$339K	\$360K
Median Sales Price	\$286K	\$329K	\$290K	\$298K	\$263K	\$328K	\$320K	\$355K	\$320K	\$345K	\$310K	\$325K	\$350K
Med Sales Price as a % of Med List Price	96%	94%	100%	100%	101%	99%	102%	102%	98%	100%	104%	96%	97%

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



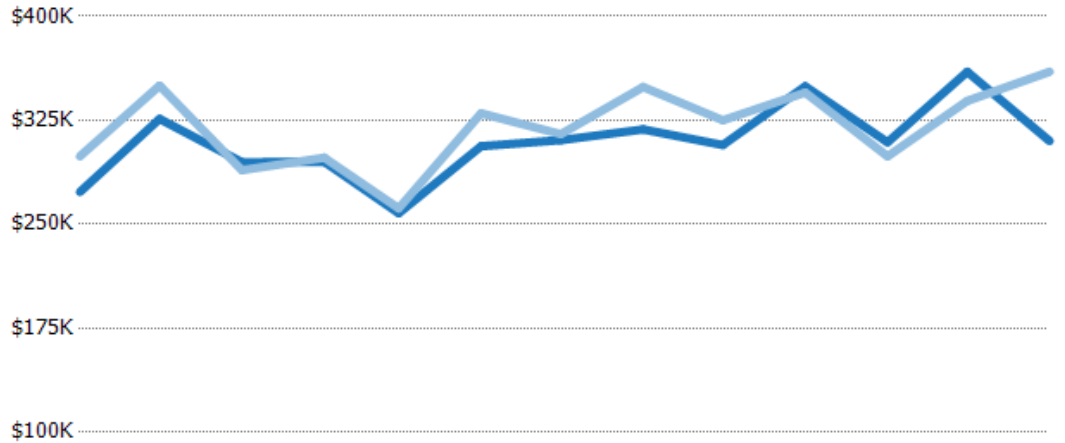
	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21
Avg Est Value	\$383K	\$519K	\$428K	\$372K	\$390K	\$400K	\$409K	\$464K	\$410K	\$404K	\$463K	\$473K	\$457K
Avg Sales Price	\$409K	\$520K	\$419K	\$373K	\$383K	\$434K	\$521K	\$472K	\$390K	\$457K	\$450K	\$526K	\$460K
Avg Sales Price as a % of Avg Est Value	107%	100%	98%	100%	98%	109%	127%	102%	95%	113%	97%	111%	101%

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



	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21
Median Est Value	\$273K	\$326K	\$295K	\$295K	\$258K	\$306K	\$311K	\$318K	\$307K	\$349K	\$309K	\$360K	\$310K
Median Sales Price	\$299K	\$350K	\$289K	\$298K	\$262K	\$330K	\$315K	\$349K	\$325K	\$345K	\$299K	\$339K	\$360K
Med Sales Price as a % of Med Est Value	109%	107%	98%	101%	101%	108%	101%	110%	106%	99%	97%	94%	116%