

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	Dec 2021	Dec 2020	+ / -	YTD 2021	YTD 2020	+ / -
Listing Activity Charts Metrics						
New Listing Count	28	48	-41.7%	909	1,073	-15.3%
New Listing Volume	\$13,025,099	\$16,879,599	-22.8%	\$469,629,345	\$485,369,515	-3.2%
Active Listing Count	106	250	-57.6%	N/A	N/A	
Active Listing Volume	\$87,950,899	\$148,991,466	-41%	N/A	N/A	
Average Listing Price	\$829,725	\$595,966	+39.2%	\$711,437	\$555,708	+28%
Median Listing Price	\$430,000	\$362,500	+18.6%	\$402,223	\$365,626	+10%
Median Days in RPR	104	129	-19.4%	96.29	127.26	-24.3%
Months of Inventory	1.4	2.2	-36.9%	2.2	6.2	-65.6%
Absorption Rate	73.58%	46.4%	+27.2%	46.48%	16%	+30.5%
Sales Activity Charts Metrics						
New Pending Sales Count	21	71	-70.4%	953	1,283	-25.7%
New Pending Sales Volume	\$11,620,900	\$28,803,298	-59.7%	\$436,424,339	\$508,111,515	-14.1%
Pending Sales Count	47	122	-61.5%	N/A	N/A	
Pending Sales Volume	\$21,632,400	\$50,326,098	-57%	N/A	N/A	
Closed Sales Count	87	128	-32%	927	998	-7.1%
Closed Sales Volume	\$37,398,430	\$62,971,820	-40.6%	\$410,333,756	\$376,795,706	+8.9%
Average Sales Price	\$429,867	\$491,967	-12.6%	\$442,647	\$377,551	+17.2%
Median Sales Price	\$328,000	\$339,500	-3.4%	\$321,215	\$289,030	+11.1%

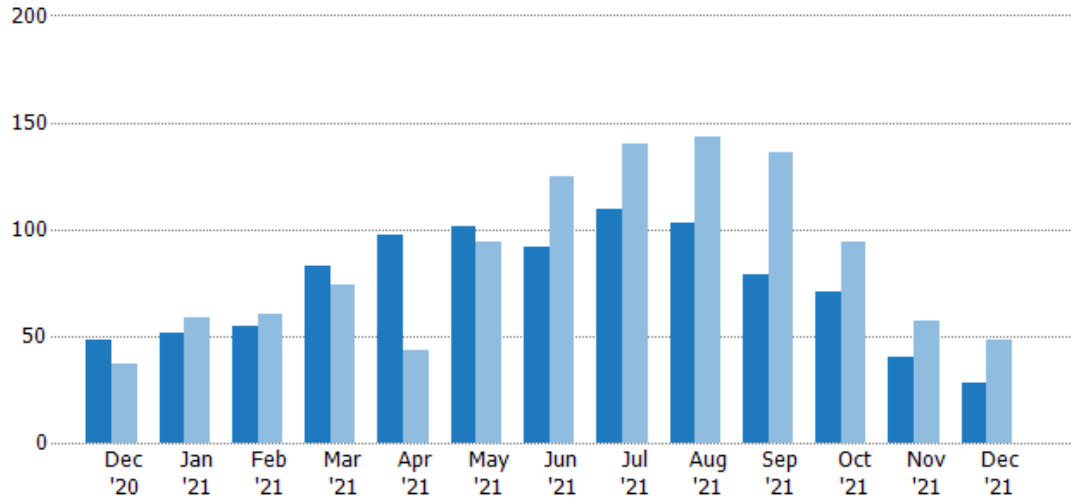
New Listings

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.
Dec '21	28	-41.7%
Dec '20	48	29.7%
Dec '19	37	-16.2%



Current Year	48	51	55	83	97	101	92	109	103	79	71	40	28
Prior Year	37	59	60	74	43	94	125	140	143	136	94	57	48
Percent Change from Prior Year	30%	-14%	-8%	12%	126%	7%	-26%	-22%	-28%	-42%	-24%	-30%	-42%

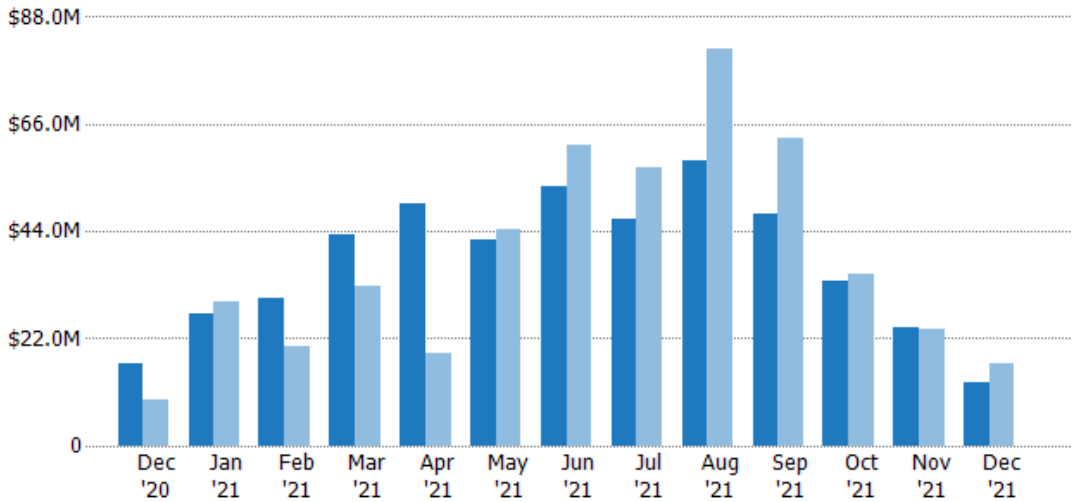
New Listing Volume

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.
Dec '21	\$13M	-22.8%
Dec '20	\$16.9M	78.6%
Dec '19	\$9.45M	-29.3%



Current Year	\$16.9M	\$27M	\$30.3M	\$43.4M	\$49.5M	\$42.4M	\$53.3M	\$46.7M	\$58.5M	\$47.6M	\$33.8M	\$24.1M	\$13M
Prior Year	\$9.45M	\$29.7M	\$20.5M	\$32.6M	\$18.9M	\$44.4M	\$61.6M	\$57M	\$81.5M	\$63M	\$35.3M	\$23.9M	\$16.9M
Percent Change from Prior Year	79%	-9%	48%	33%	163%	-5%	-14%	-18%	-28%	-24%	-4%	1%	-23%

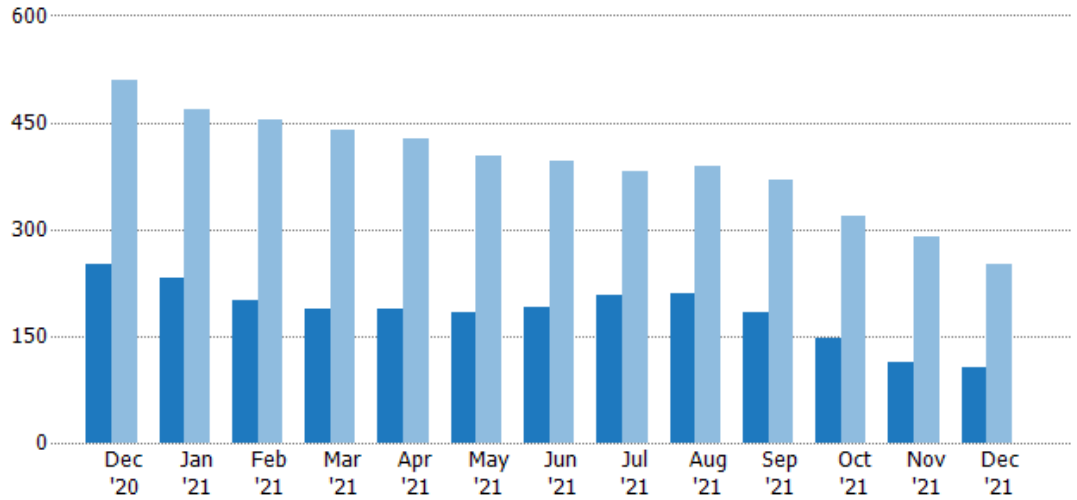
Active Listings

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.
Dec '21	106	-57.6%
Dec '20	250	-51%
Dec '19	510	-2%



Current Year	250	231	200	188	188	184	191	207	210	183	147	112	106
Prior Year	510	468	454	439	426	403	395	381	388	368	318	290	250
Percent Change from Prior Year	-51%	-51%	-56%	-57%	-56%	-54%	-52%	-46%	-46%	-50%	-54%	-61%	-58%

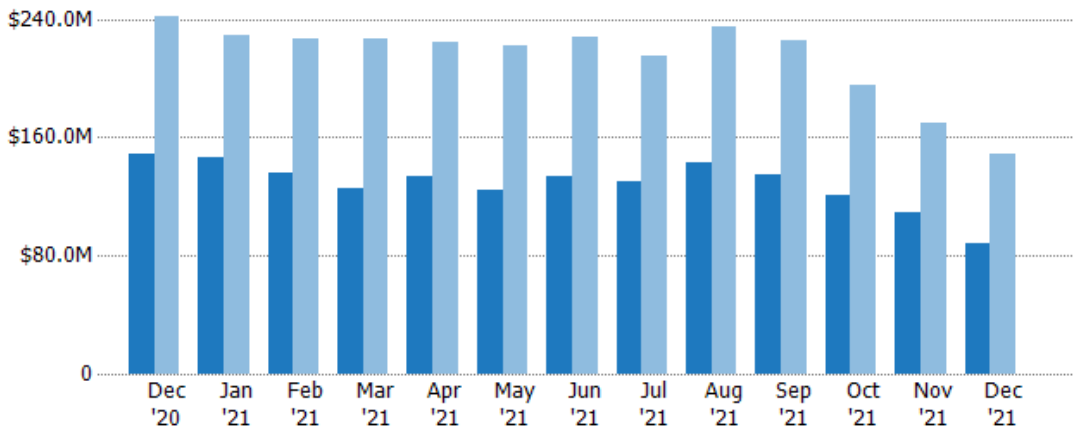
Active Listing Volume

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.
Dec '21	\$88M	-41%
Dec '20	\$149M	-38.5%
Dec '19	\$242M	-4.9%



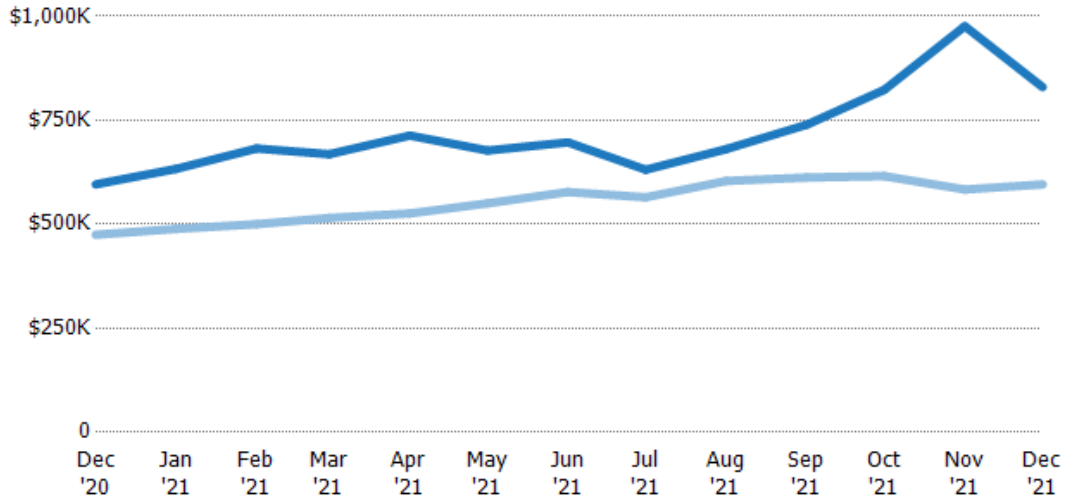
Current Year	\$149M	\$146M	\$136M	\$126M	\$134M	\$125M	\$133M	\$131M	\$143M	\$135M	\$121M	\$109M	\$88M
Prior Year	\$242M	\$229M	\$227M	\$226M	\$224M	\$222M	\$228M	\$215M	\$234M	\$225M	\$196M	\$169M	\$149M
Percent Change from Prior Year	-38%	-36%	-40%	-44%	-40%	-44%	-42%	-39%	-39%	-40%	-38%	-35%	-41%

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



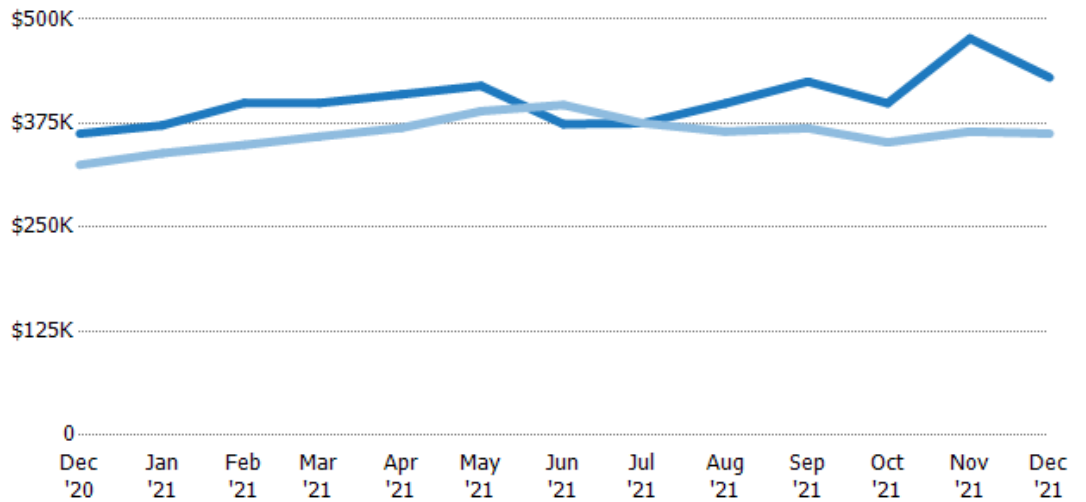
	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21
Current Year	\$596K	\$633K	\$682K	\$669K	\$713K	\$677K	\$697K	\$631K	\$681K	\$739K	\$823K	\$976K	\$830K
Prior Year	\$475K	\$489K	\$500K	\$515K	\$526K	\$550K	\$578K	\$565K	\$604K	\$612K	\$616K	\$584K	\$596K
Percent Change from Prior Year	26%	29%	36%	30%	36%	23%	21%	12%	13%	21%	34%	67%	39%

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



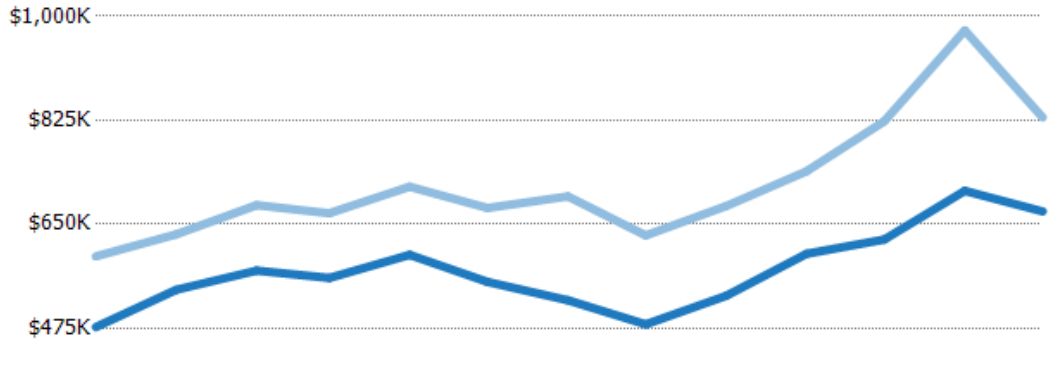
	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21
Current Year	\$363K	\$373K	\$399K	\$399K	\$410K	\$420K	\$374K	\$375K	\$399K	\$425K	\$399K	\$477K	\$430K
Prior Year	\$325K	\$339K	\$349K	\$359K	\$369K	\$390K	\$397K	\$375K	\$365K	\$369K	\$352K	\$365K	\$363K
Percent Change from Prior Year	12%	10%	14%	11%	11%	8%	-6%	0%	9%	15%	13%	31%	19%

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



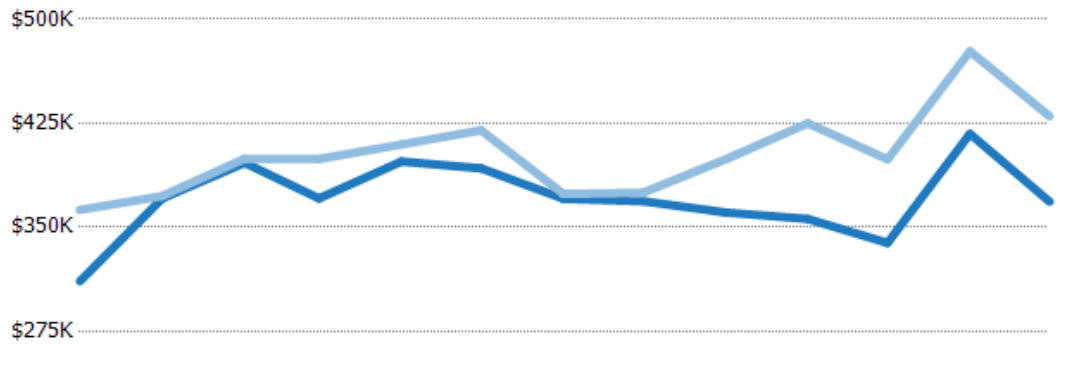
	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21
Avg Est Value	\$477K	\$540K	\$572K	\$560K	\$599K	\$553K	\$522K	\$482K	\$530K	\$600K	\$624K	\$706K	\$672K
Avg Listing Price	\$596K	\$633K	\$682K	\$669K	\$713K	\$677K	\$697K	\$631K	\$681K	\$739K	\$823K	\$976K	\$830K
Avg Listing Price as a % of Avg Est Value	125%	117%	119%	119%	119%	122%	133%	131%	129%	123%	132%	138%	124%

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



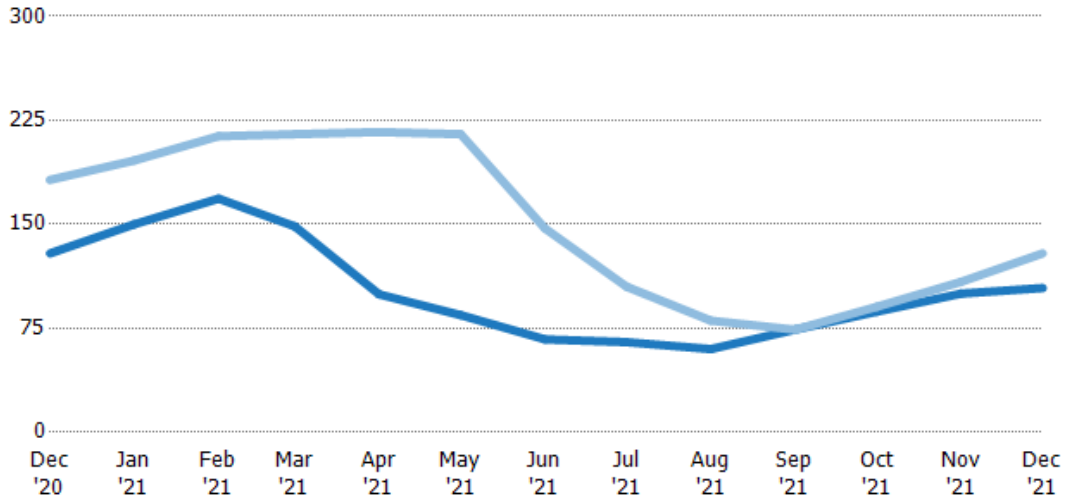
	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21
Median Est Value	\$311K	\$371K	\$397K	\$371K	\$397K	\$393K	\$371K	\$369K	\$361K	\$356K	\$339K	\$417K	\$368K
Median Listing Price	\$363K	\$373K	\$399K	\$399K	\$410K	\$420K	\$374K	\$375K	\$399K	\$425K	\$399K	\$477K	\$430K
Med Listing Price as a % of Med Est Value	117%	100%	101%	108%	103%	107%	101%	102%	111%	119%	118%	114%	117%

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



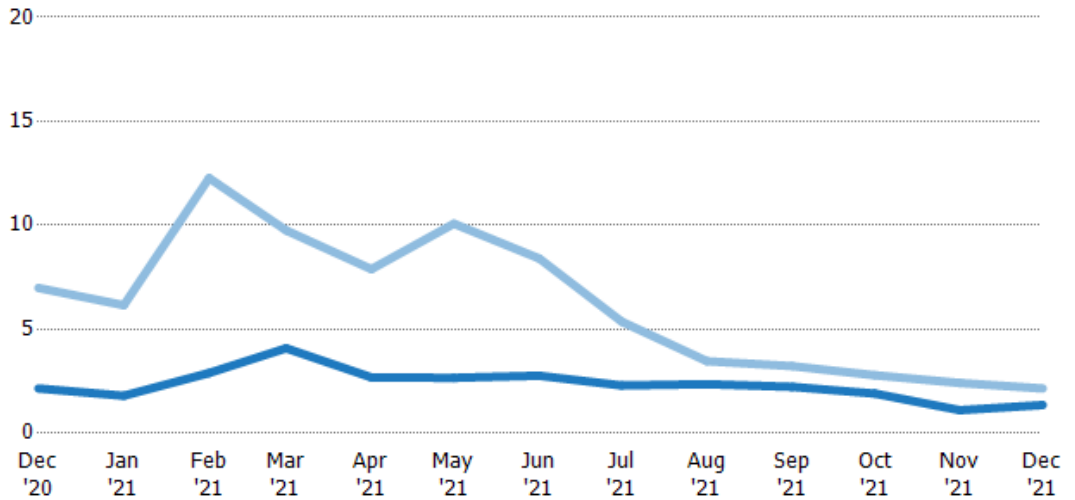
	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21
Current Year	129	150	169	149	100	84.5	67	65	60	74	87	100	104
Prior Year	182	196	214	215	217	215	147	105	80.5	74	90.5	109	129
Percent Change from Prior Year	-29%	-23%	-21%	-31%	-54%	-61%	-54%	-38%	-25%	0%	-4%	-8%	-19%

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



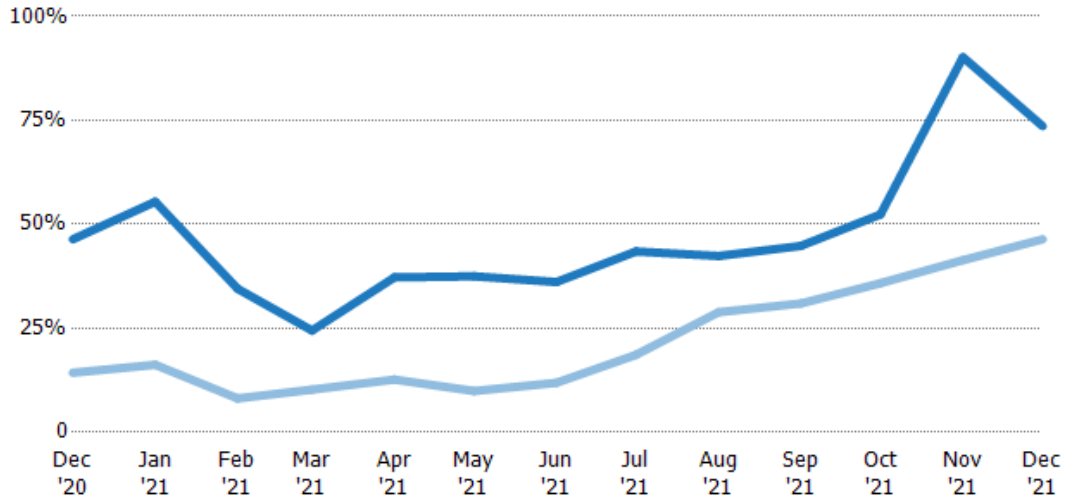
	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21
Current Year	2.16	1.8	2.9	4.09	2.69	2.67	2.77	2.3	2.36	2.23	1.91	1.11	1.36
Prior Year	6.99	6.16	12.3	9.76	7.89	10.1	8.4	5.37	3.46	3.23	2.79	2.42	2.16
Percent Change from Prior Year	-69%	-71%	-76%	-58%	-66%	-74%	-67%	-57%	-32%	-31%	-32%	-54%	-37%

Absorption Rate

The percentage of inventory sold per month.

Filters Used

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



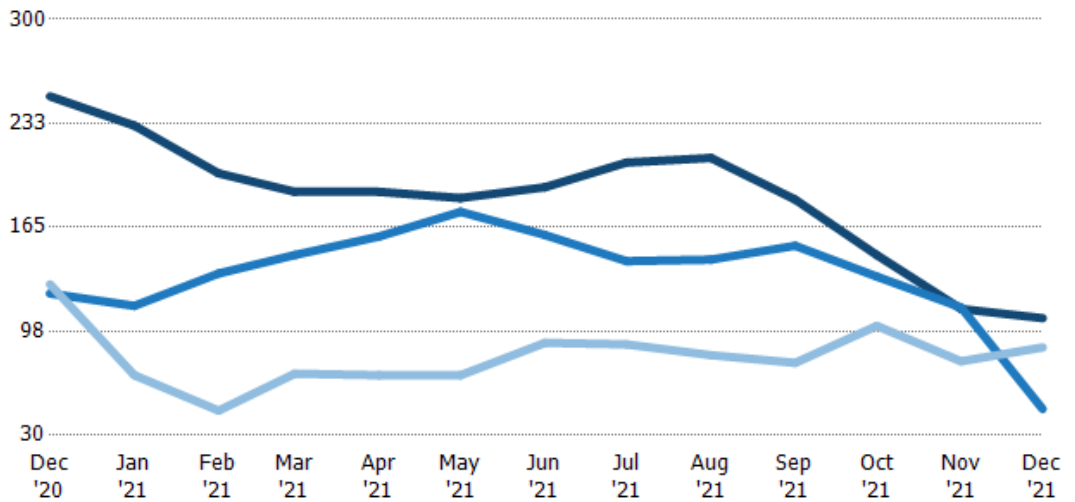
	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21
Current Year	46%	55%	35%	24%	37%	38%	36%	43%	42%	45%	52%	90%	74%
Prior Year	14%	16%	8%	10%	13%	10%	12%	19%	29%	31%	36%	41%	46%
Change from Prior Year	-32%	-39%	-26%	-14%	-25%	-28%	-24%	-25%	-14%	-14%	-17%	-49%	-27%

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



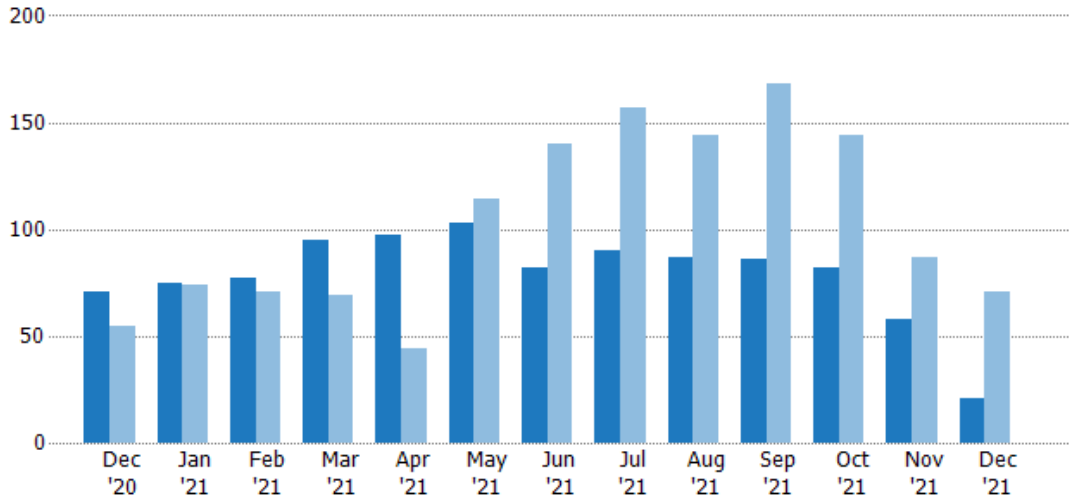
	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21
Active	250	231	200	188	188	184	191	207	210	183	147	112	106
Pending	122	114	135	147	159	175	160	143	144	153	133	113	47
Sold	128	69	46	70	69	69	90	89	82	77	101	78	87

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



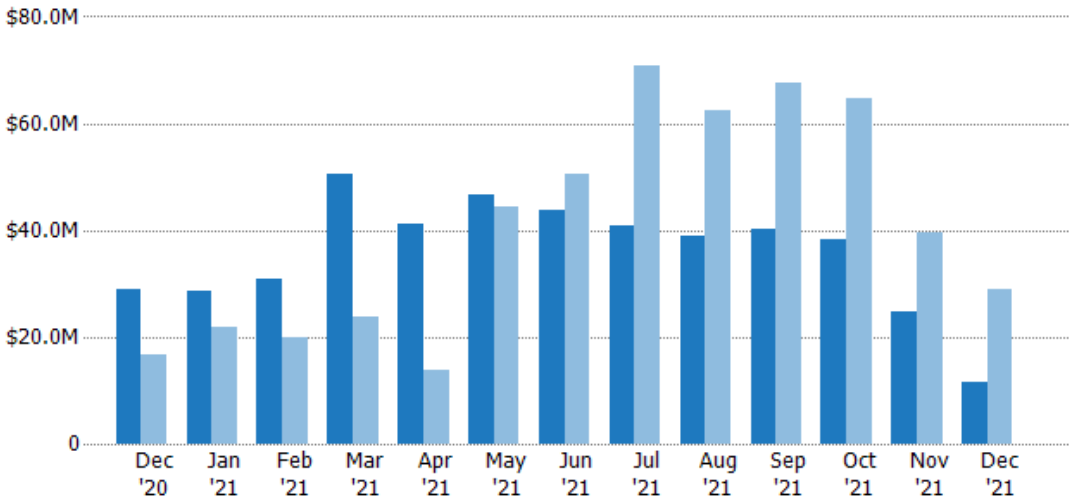
	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21
Current Year	71	75	77	95	97	103	82	90	87	86	82	58	21
Prior Year	55	74	71	69	44	114	140	157	144	168	144	87	71
Percent Change from Prior Year	29%	1%	8%	38%	120%	-10%	-41%	-43%	-40%	-49%	-43%	-33%	-70%

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



	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21
Current Year	\$28.8M	\$28.7M	\$30.7M	\$50.5M	\$41.2M	\$46.7M	\$43.6M	\$40.8M	\$38.9M	\$40.3M	\$38.4M	\$24.8M	\$11.6M
Prior Year	\$16.7M	\$21.9M	\$20M	\$23.7M	\$13.6M	\$44.3M	\$50.6M	\$70.8M	\$62.5M	\$67.6M	\$64.7M	\$39.6M	\$28.8M
Percent Change from Prior Year	73%	32%	54%	113%	202%	6%	-14%	-42%	-38%	-40%	-41%	-37%	-60%

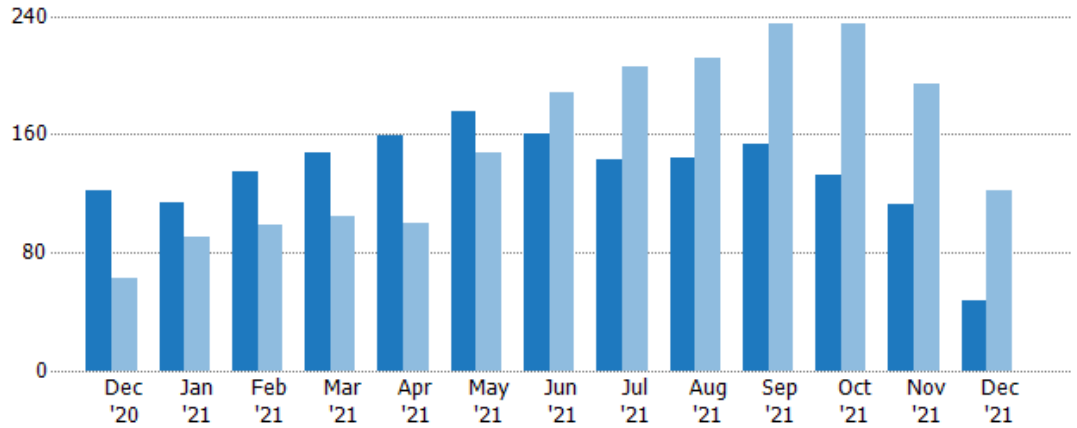
Pending Sales

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.
Dec '21	47	-61.5%
Dec '20	122	93.7%
Dec '19	63	-12.7%



Current Year	122	114	135	147	159	175	160	143	144	153	133	113	47
Prior Year	63	90	99	104	100	147	188	206	211	235	235	194	122
Percent Change from Prior Year	94%	27%	36%	41%	59%	19%	-15%	-31%	-32%	-35%	-43%	-42%	-61%

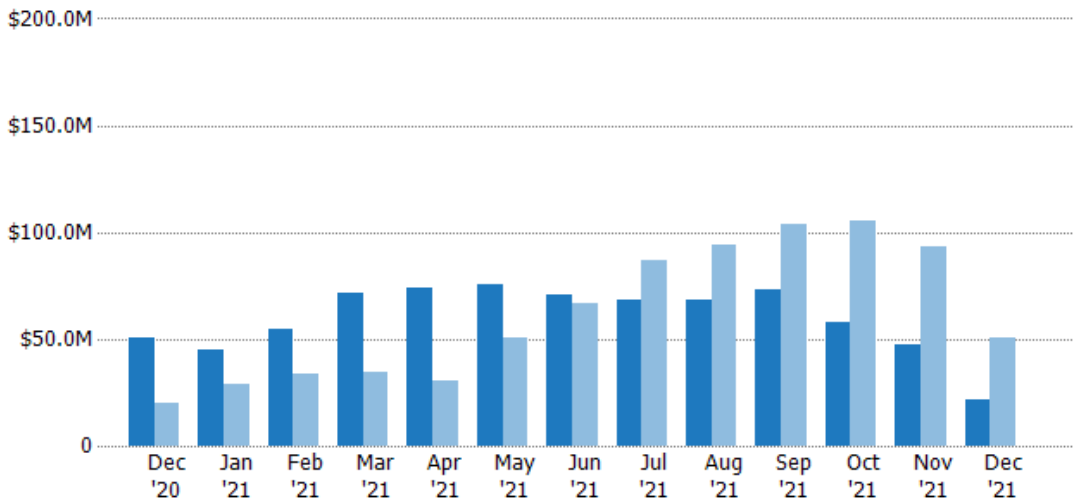
Pending Sales Volume

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.
Dec '21	\$21.6M	-57%
Dec '20	\$50.3M	146.8%
Dec '19	\$20.4M	-6.6%



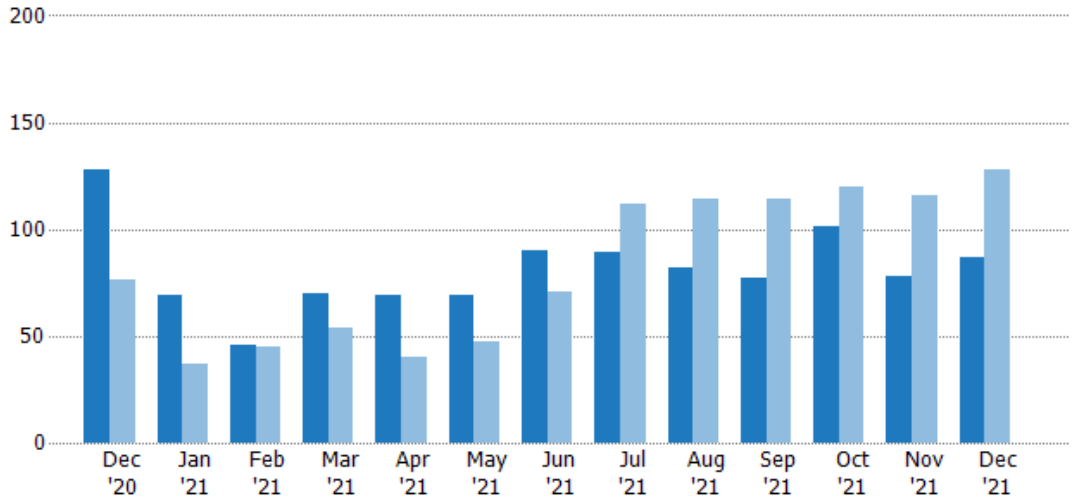
Current Year	\$50.3M	\$45.1M	\$54.6M	\$71.9M	\$73.5M	\$75.3M	\$71.1M	\$68.3M	\$67.9M	\$73.5M	\$58.2M	\$47.1M	\$21.6M
Prior Year	\$20.4M	\$28.7M	\$33.9M	\$34.3M	\$30.5M	\$50.4M	\$66.5M	\$87.2M	\$94.4M	\$104M	\$105M	\$93.1M	\$50.3M
Percent Change from Prior Year	147%	57%	61%	110%	141%	49%	7%	-22%	-28%	-29%	-45%	-49%	-57%

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



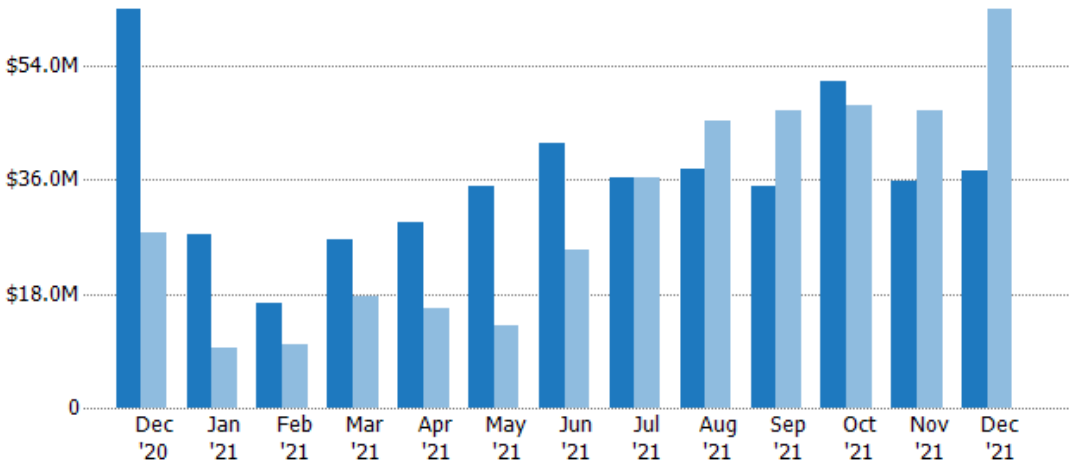
	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21
Current Year	128	69	46	70	69	69	90	89	82	77	101	78	87
Prior Year	76	37	45	54	40	47	71	112	114	114	120	116	128
Percent Change from Prior Year	68%	86%	2%	30%	73%	47%	27%	-21%	-28%	-32%	-16%	-33%	-32%

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



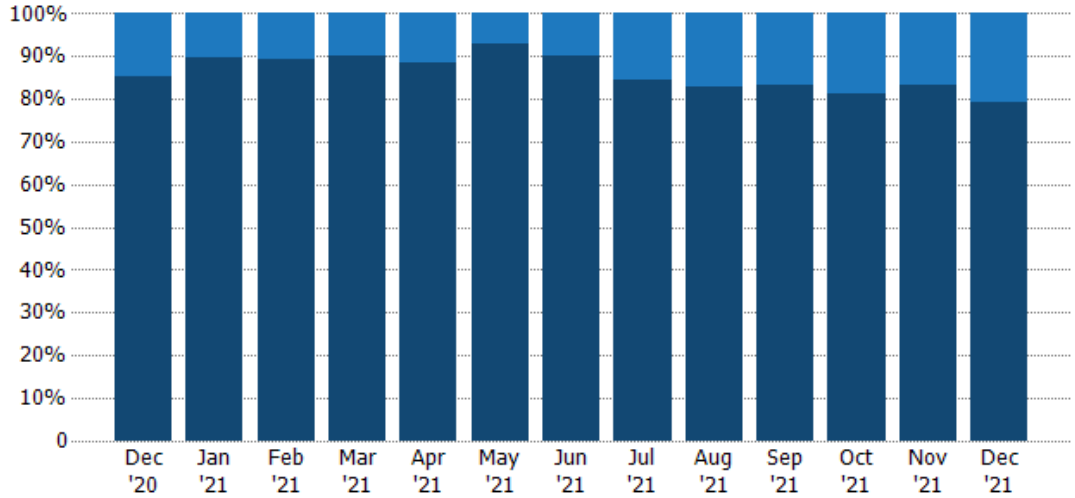
	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21
Current Year	\$63M	\$27.3M	\$16.6M	\$26.5M	\$29.3M	\$35M	\$41.8M	\$36.3M	\$37.7M	\$35.1M	\$51.6M	\$35.8M	\$37.4M
Prior Year	\$27.7M	\$9.4M	\$10.1M	\$17.6M	\$15.7M	\$13M	\$24.8M	\$36.4M	\$45.3M	\$46.8M	\$47.7M	\$47M	\$63M
Percent Change from Prior Year	128%	191%	64%	50%	86%	168%	68%	0%	-17%	-25%	8%	-24%	-41%

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



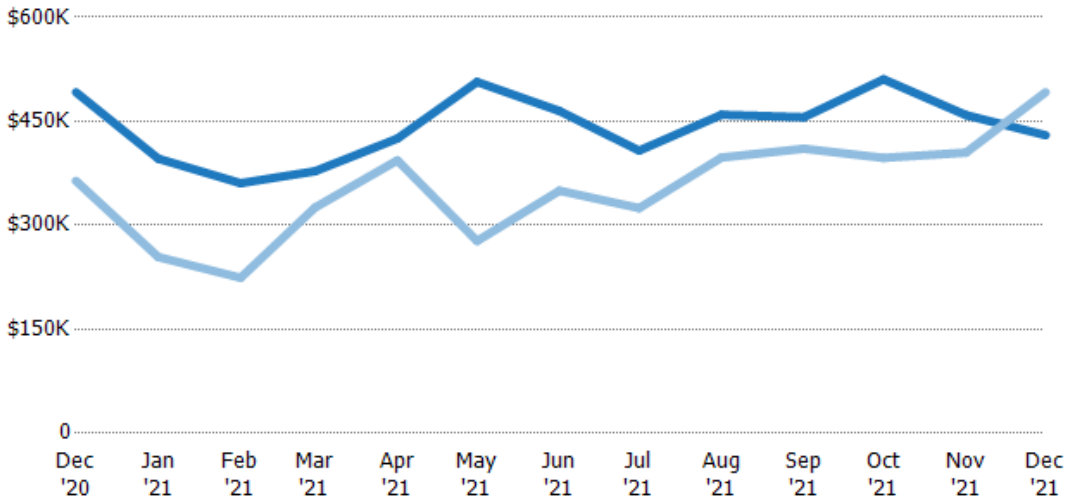
Condo/Townhouse	15%	10%	11%	10%	12%	7%	10%	16%	17%	17%	19%	17%	21%
Single Family Residence	85%	90%	89%	90%	88%	93%	90%	84%	83%	83%	81%	83%	79%

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	\$492K	\$396K	\$361K	\$378K	\$425K	\$507K	\$465K	\$408K	\$459K	\$456K	\$511K	\$459K	\$430K
Prior Year	\$364K	\$254K	\$224K	\$326K	\$394K	\$277K	\$350K	\$325K	\$398K	\$411K	\$397K	\$405K	\$492K
Percent Change from Prior Year	35%	56%	61%	16%	8%	83%	33%	26%	16%	11%	29%	13%	-13%

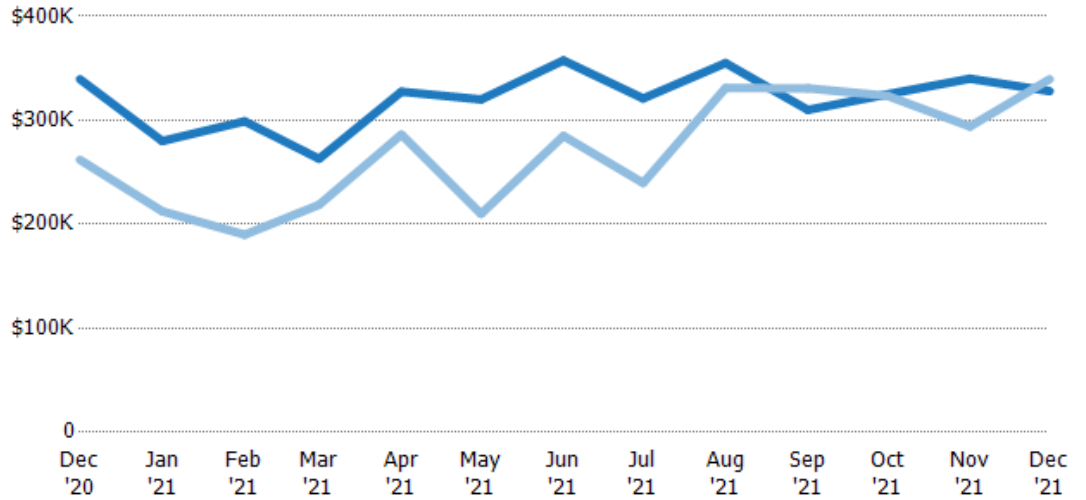
Median Sales Price

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.
Dec '21	\$328K	-3.4%
Dec '20	\$340K	29.6%
Dec '19	\$262K	-22.2%



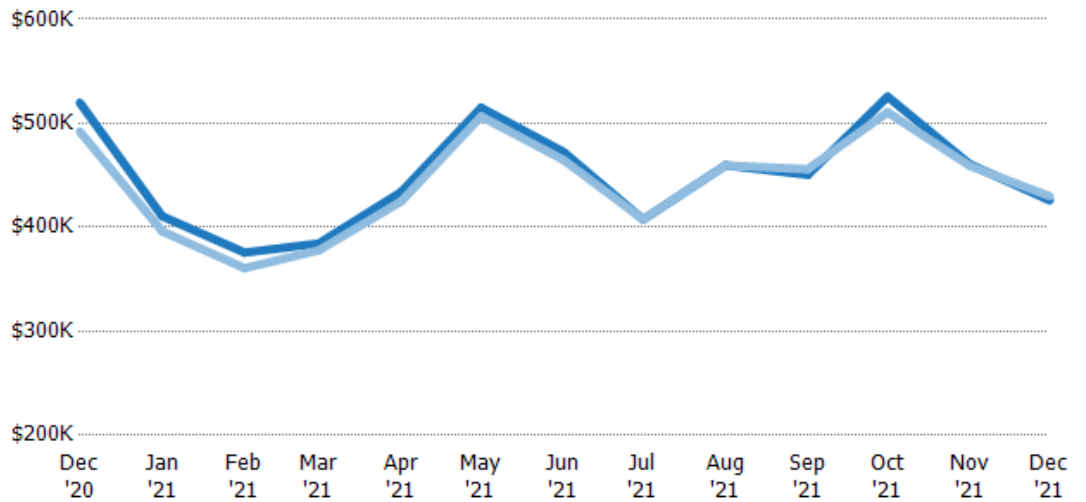
Current Year	\$340K	\$280K	\$299K	\$263K	\$328K	\$320K	\$358K	\$321K	\$355K	\$310K	\$325K	\$340K	\$328K
Prior Year	\$262K	\$213K	\$190K	\$219K	\$286K	\$210K	\$285K	\$240K	\$331K	\$331K	\$324K	\$294K	\$340K
Percent Change from Prior Year	30%	32%	57%	20%	14%	52%	25%	34%	7%	-6%	0%	16%	-3%

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



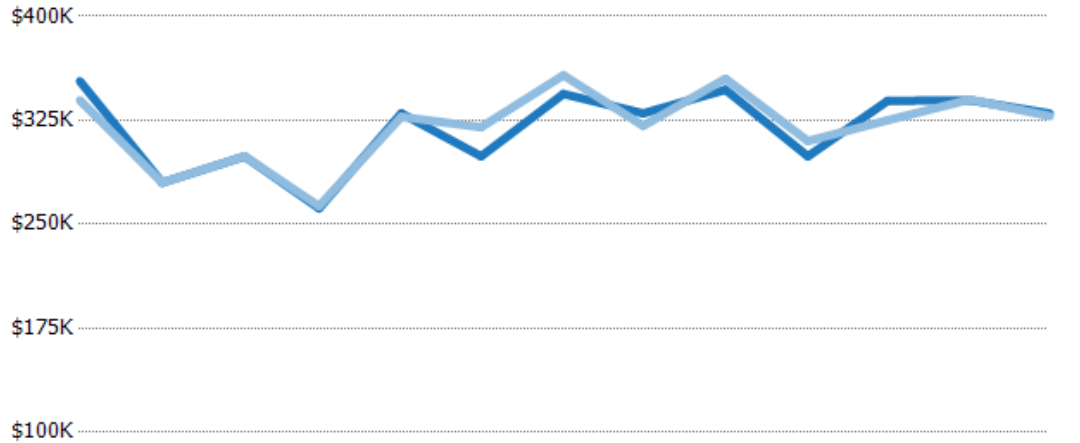
Avg List Price	\$520K	\$411K	\$376K	\$384K	\$434K	\$515K	\$472K	\$407K	\$460K	\$450K	\$526K	\$461K	\$426K
Avg Sales Price	\$492K	\$396K	\$361K	\$378K	\$425K	\$507K	\$465K	\$408K	\$459K	\$456K	\$511K	\$459K	\$430K
Avg Sales Price as a % of Avg List Price	95%	96%	96%	98%	98%	98%	98%	100%	100%	101%	97%	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



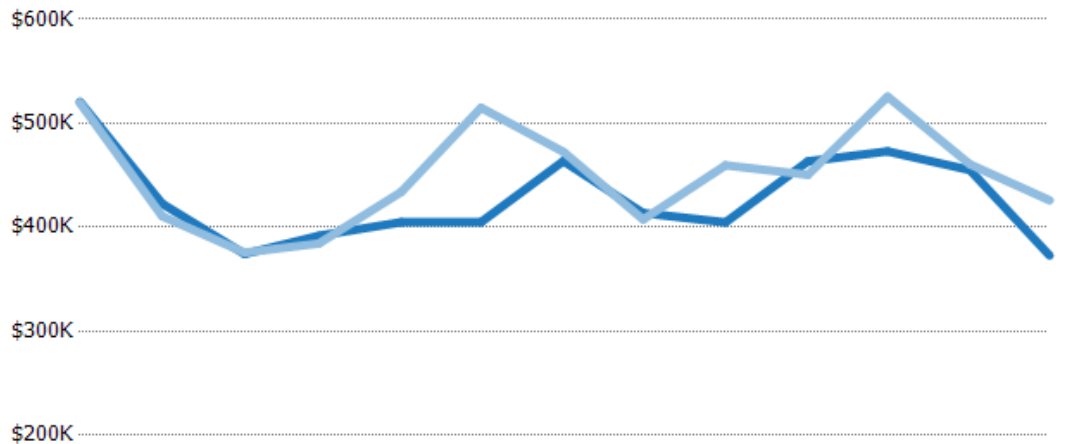
	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21
Median List Price	\$353K	\$280K	\$299K	\$262K	\$330K	\$299K	\$344K	\$330K	\$347K	\$299K	\$339K	\$340K	\$330K
Median Sales Price	\$340K	\$280K	\$299K	\$263K	\$328K	\$320K	\$358K	\$321K	\$355K	\$310K	\$325K	\$340K	\$328K
Med Sales Price as a % of Med List Price	96%	100%	100%	101%	99%	107%	104%	97%	102%	104%	96%	100%	99%

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



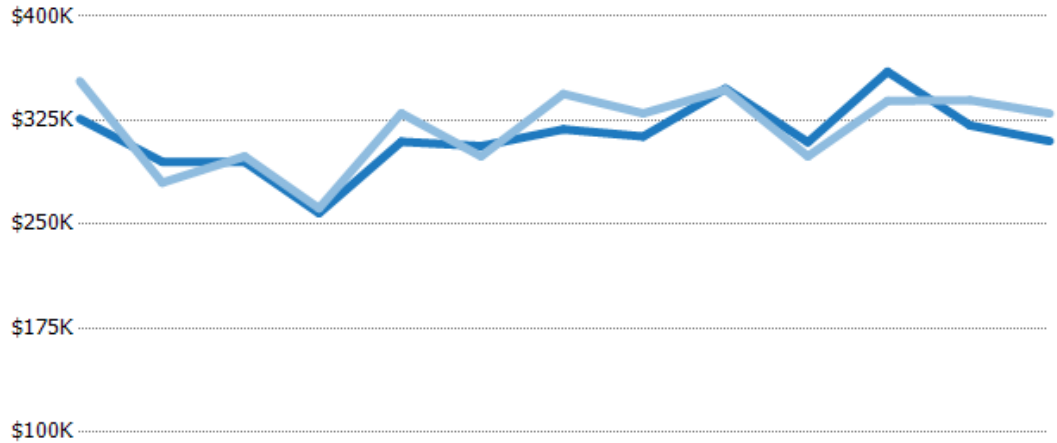
	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21
Avg Est Value	\$521K	\$423K	\$374K	\$392K	\$405K	\$405K	\$464K	\$414K	\$405K	\$463K	\$473K	\$455K	\$373K
Avg Sales Price	\$520K	\$411K	\$376K	\$384K	\$434K	\$515K	\$472K	\$407K	\$460K	\$450K	\$526K	\$461K	\$426K
Avg Sales Price as a % of Avg Est Value	100%	97%	100%	98%	107%	127%	102%	99%	114%	97%	111%	101%	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



	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21
Median Est Value	\$326K	\$295K	\$295K	\$258K	\$310K	\$306K	\$318K	\$313K	\$348K	\$309K	\$360K	\$321K	\$310K
Median Sales Price	\$353K	\$280K	\$299K	\$262K	\$330K	\$299K	\$344K	\$330K	\$347K	\$299K	\$339K	\$340K	\$330K
Med Sales Price as a % of Med Est Value	108%	95%	101%	101%	107%	98%	108%	105%	100%	97%	94%	106%	106%