

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	Jan 2022	Jan 2021	+ / -	YTD 2022	YTD 2021	+ / -
Listing Activity Charts Metrics						
New Listing Count	29	49	-40.8%	929	1,083	-14.2%
New Listing Volume	\$23,486,200	\$27,845,899	-15.7%	\$487,047,146	\$492,052,014	-1%
Active Listing Count	69	222	-68.9%	N/A	N/A	
Active Listing Volume	\$67,825,399	\$138,887,766	-51.2%	N/A	N/A	
Average Listing Price	\$982,977	\$625,621	+57.1%	\$717,630	\$553,117	+29.7%
Median Listing Price	\$595,000	\$367,000	+62.1%	\$407,119	\$364,788	+11.6%
Median Days in RPR	119	150	-20.7%	101.92	122.89	-17.1%
Months of Inventory	0.8	1.8	-56.4%	1	6.2	-83.5%
Absorption Rate	126.09%	54.95%	+71.1%	98.55%	16.22%	+82.3%
Sales Activity Charts Metrics						
New Pending Sales Count	34	73	-53.4%	988	1,301	-24.1%
New Pending Sales Volume	\$21,485,700	\$27,191,694	-21%	\$459,989,840	\$512,349,909	-10.2%
Pending Sales Count	49	110	-55.5%	N/A	N/A	
Pending Sales Volume	\$29,155,300	\$42,934,098	-32.1%	N/A	N/A	
Closed Sales Count	47	68	-30.9%	962	1,010	-4.8%
Closed Sales Volume	\$22,987,470	\$27,058,125	-15%	\$428,318,534	\$378,390,421	+13.2%
Average Sales Price	\$489,095	\$397,914	+22.9%	\$445,238	\$374,644	+18.8%
Median Sales Price	\$380,000	\$285,000	+33.3%	\$322,853	\$286,970	+12.5%

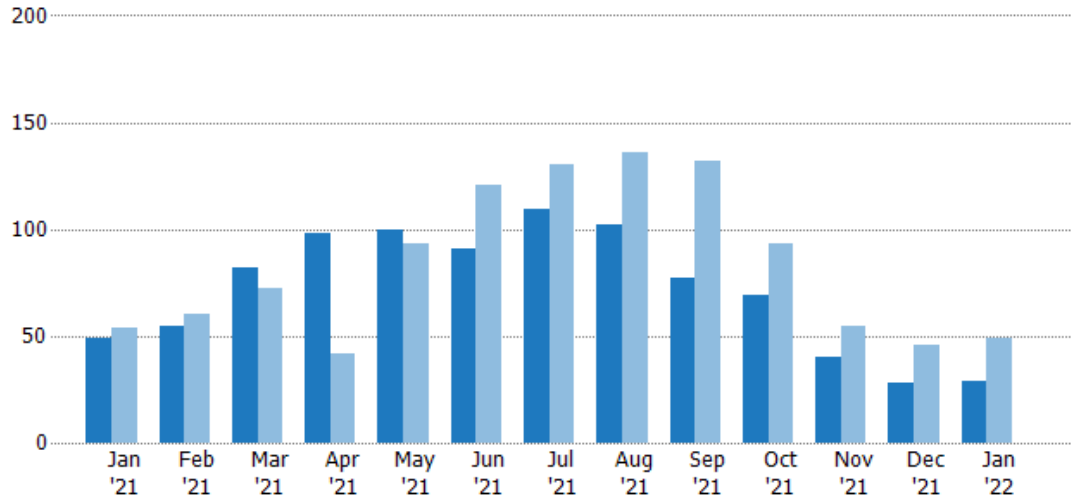
New Listings

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.
Jan '22	29	-40.8%
Jan '21	49	-9.3%
Jan '20	54	29.6%



	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21	Jan '22
Current Year	49	55	82	98	100	91	109	102	77	69	40	28	29
Prior Year	54	60	72	42	93	121	130	136	132	93	55	46	49
Percent Change from Prior Year	-9%	-8%	14%	133%	8%	-25%	-16%	-25%	-42%	-26%	-27%	-39%	-41%

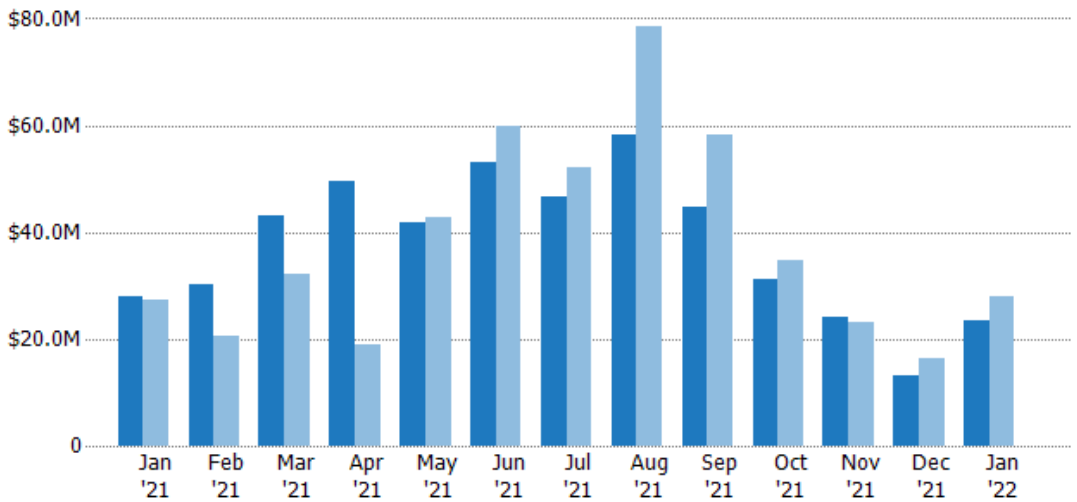
New Listing Volume

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.
Jan '22	\$23.5M	-15.7%
Jan '21	\$27.8M	2.1%
Jan '20	\$27.3M	4.3%



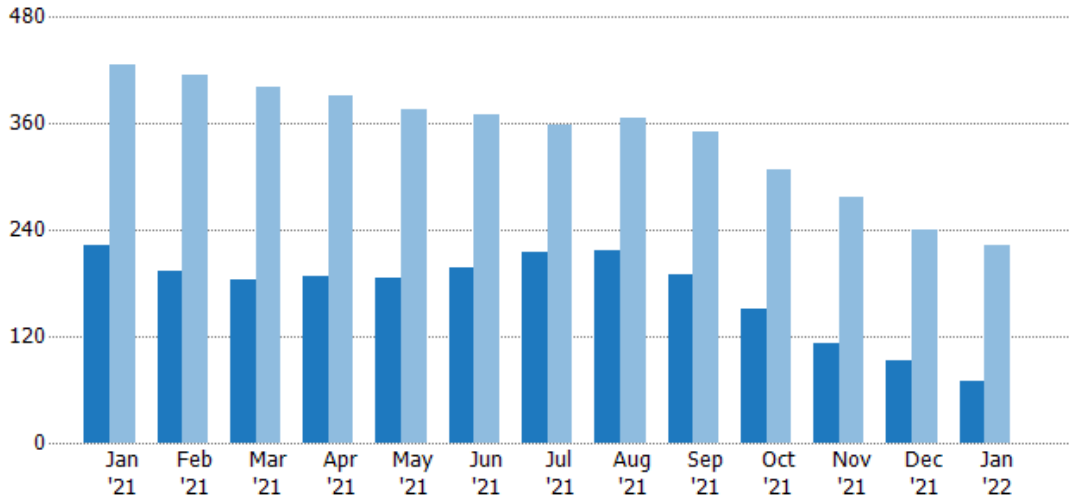
	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21	Jan '22
Current Year	\$27.8M	\$30.3M	\$43M	\$49.6M	\$42M	\$53M	\$46.7M	\$58.2M	\$44.6M	\$31.2M	\$24.1M	\$13M	\$23.5M
Prior Year	\$27.3M	\$20.5M	\$32.1M	\$18.9M	\$42.7M	\$59.8M	\$52M	\$78.5M	\$58.1M	\$34.8M	\$23.1M	\$16.4M	\$27.8M
Percent Change from Prior Year	2%	48%	34%	163%	-2%	-11%	-10%	-26%	-23%	-10%	5%	-21%	-16%

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



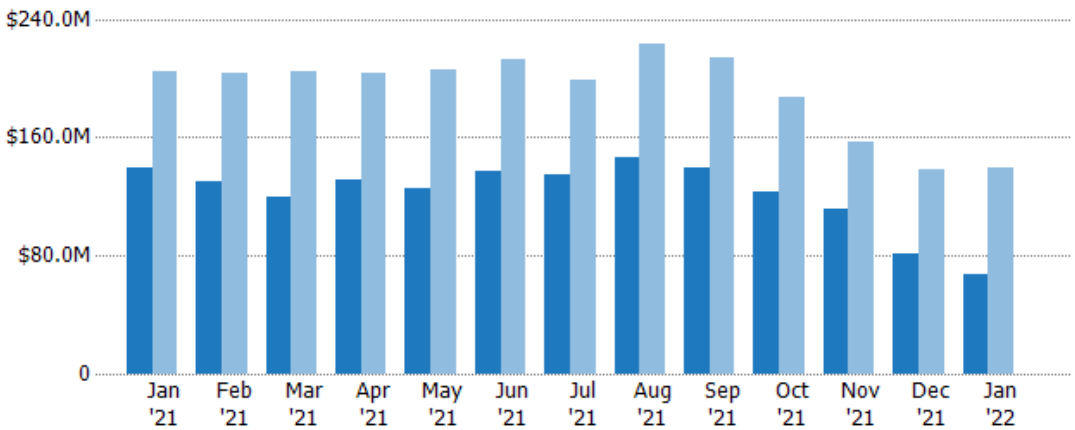
	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21	Jan '22
Current Year	222	193	183	187	186	197	215	216	189	151	112	93	69
Prior Year	426	414	402	392	376	371	359	366	350	308	277	240	222
Percent Change from Prior Year	-48%	-53%	-54%	-52%	-51%	-47%	-40%	-41%	-46%	-51%	-60%	-61%	-69%

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



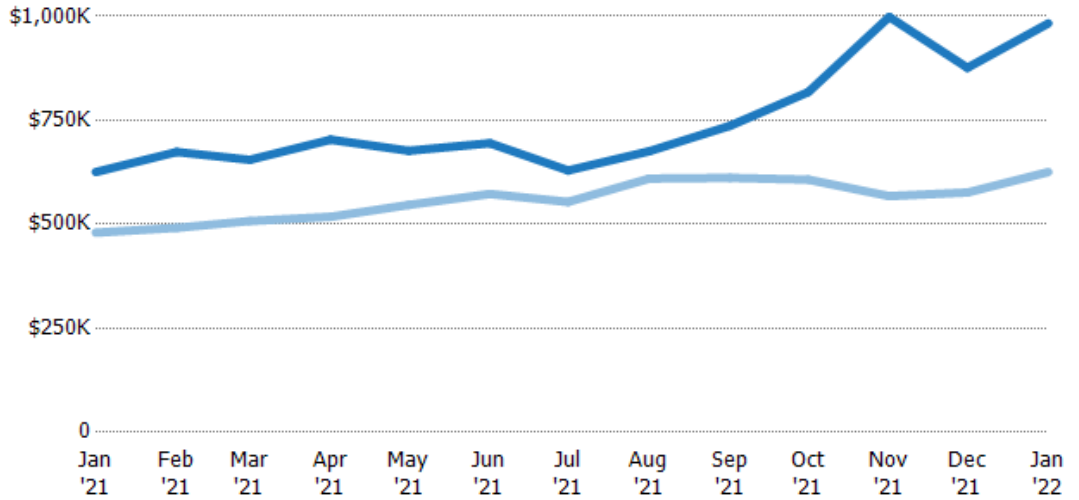
	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21	Jan '22
Current Year	\$139M	\$130M	\$120M	\$132M	\$126M	\$137M	\$135M	\$146M	\$139M	\$123M	\$112M	\$81.5M	\$67.8M
Prior Year	\$204M	\$203M	\$204M	\$203M	\$206M	\$213M	\$199M	\$223M	\$214M	\$187M	\$157M	\$138M	\$139M
Percent Change from Prior Year	-32%	-36%	-41%	-35%	-39%	-36%	-32%	-35%	-35%	-34%	-29%	-41%	-51%

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



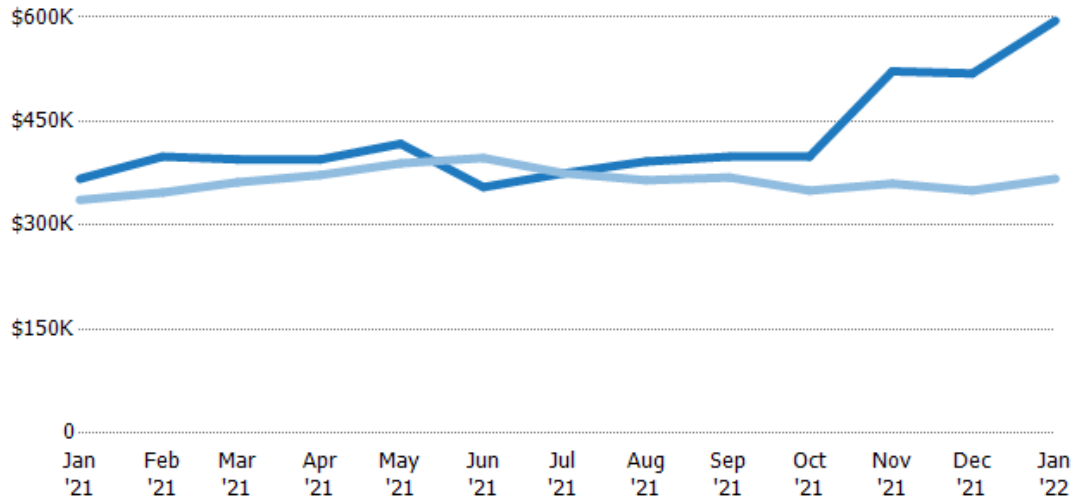
	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21	Jan '22
Current Year	\$626K	\$674K	\$655K	\$703K	\$677K	\$695K	\$629K	\$675K	\$737K	\$818K	\$999K	\$876K	\$983K
Prior Year	\$480K	\$491K	\$508K	\$518K	\$547K	\$573K	\$554K	\$610K	\$612K	\$607K	\$568K	\$576K	\$626K
Percent Change from Prior Year	30%	37%	29%	36%	24%	21%	14%	11%	20%	35%	76%	52%	57%

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



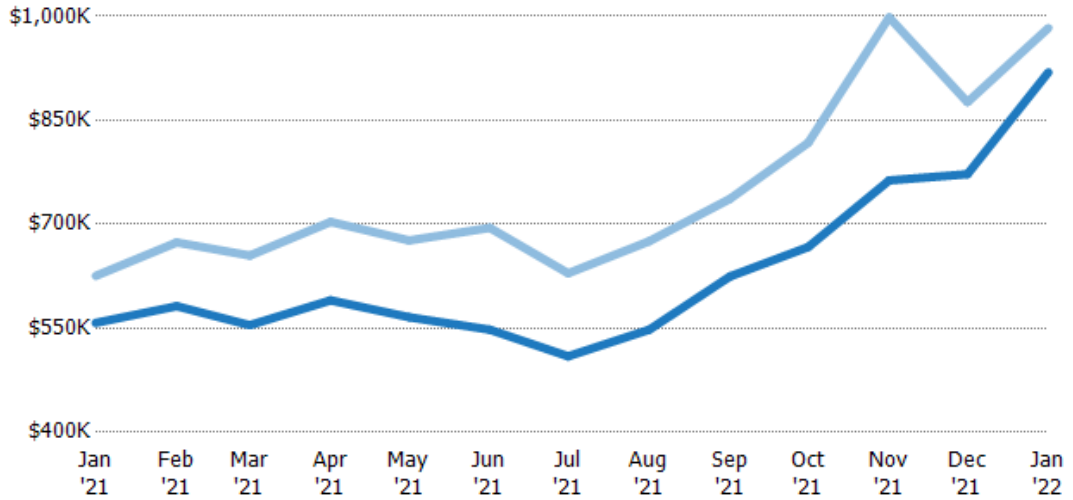
	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21	Jan '22
Current Year	\$367K	\$399K	\$395K	\$395K	\$417K	\$355K	\$375K	\$392K	\$399K	\$399K	\$522K	\$519K	\$595K
Prior Year	\$337K	\$347K	\$362K	\$372K	\$389K	\$397K	\$375K	\$365K	\$369K	\$350K	\$360K	\$350K	\$367K
Percent Change from Prior Year	9%	15%	9%	6%	7%	-11%	0%	7%	8%	14%	45%	48%	62%

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



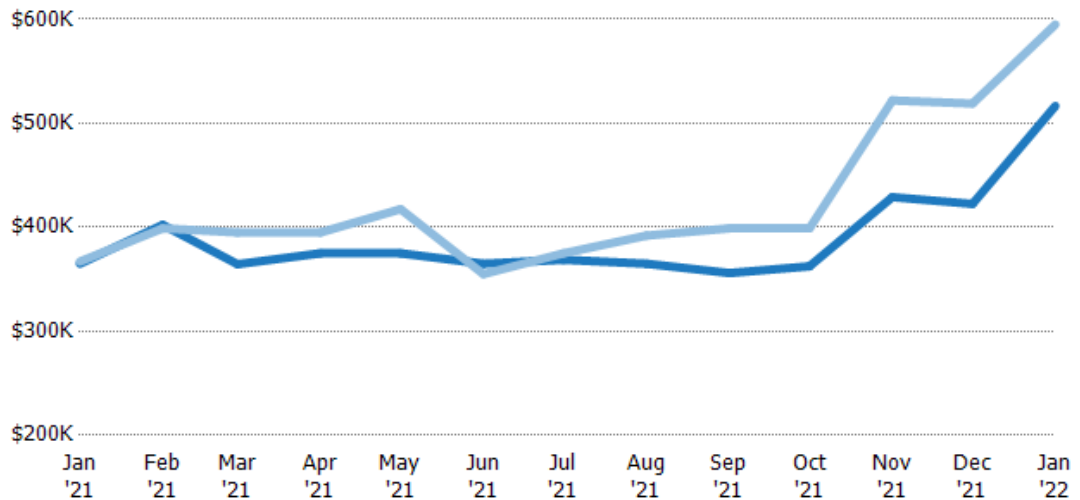
Avg Est Value	\$558K	\$582K	\$554K	\$590K	\$566K	\$548K	\$510K	\$548K	\$625K	\$667K	\$763K	\$772K	\$919K
Avg Listing Price	\$626K	\$674K	\$655K	\$703K	\$677K	\$695K	\$629K	\$675K	\$737K	\$818K	\$999K	\$876K	\$983K
Avg Listing Price as a % of Avg Est Value	112%	116%	118%	119%	120%	127%	123%	123%	118%	123%	131%	113%	107%

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



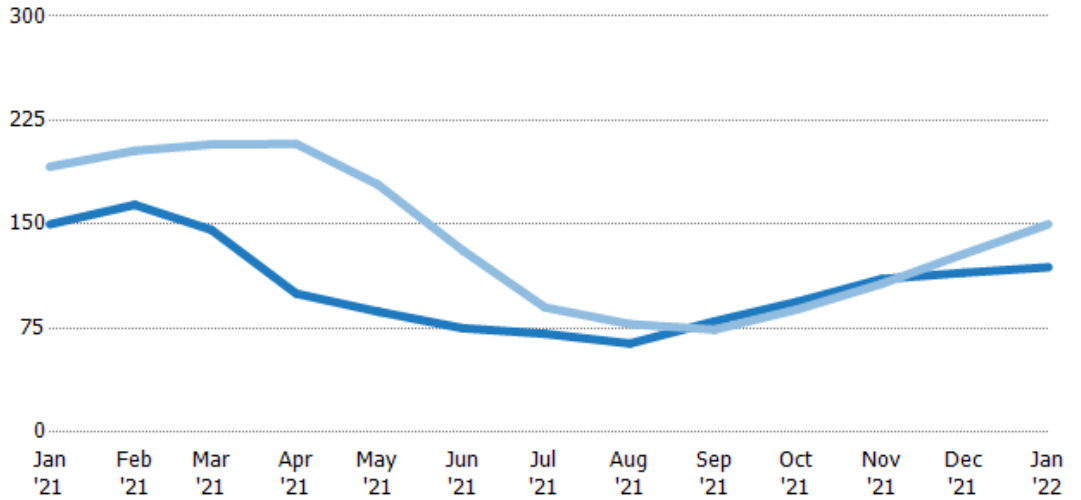
Median Est Value	\$365K	\$402K	\$364K	\$375K	\$375K	\$365K	\$369K	\$365K	\$356K	\$362K	\$429K	\$422K	\$517K
Median Listing Price	\$367K	\$399K	\$395K	\$395K	\$417K	\$355K	\$375K	\$392K	\$399K	\$399K	\$522K	\$519K	\$595K
Med Listing Price as a % of Med Est Value	101%	99%	108%	105%	111%	97%	102%	107%	112%	110%	122%	123%	115%

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



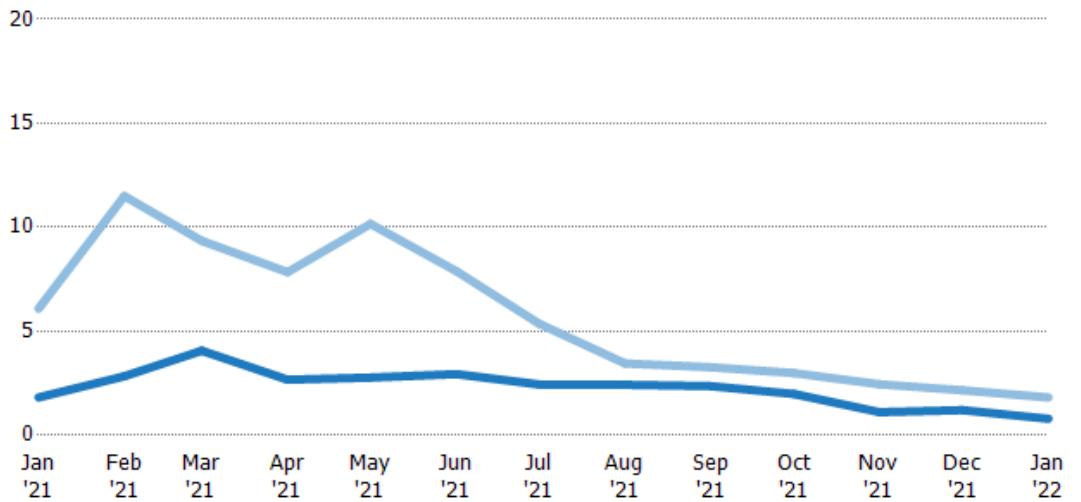
	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21	Jan '22
Current Year	150	164	146	100	87	75	71	64	80	94	111	115	119
Prior Year	192	203	208	208	179	131	90	78	74	88.5	107	129	150
Percent Change from Prior Year	-22%	-19%	-30%	-52%	-51%	-43%	-21%	-18%	8%	6%	3%	-11%	-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



	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21	Jan '22
Current Year	1.82	2.84	4.07	2.67	2.78	2.94	2.44	2.43	2.36	1.99	1.11	1.21	0
Prior Year	6.09	11.5	9.35	7.84	10.2	7.89	5.36	3.45	3.27	2.99	2.45	2.16	1.82
Percent Change from Prior Year	-70%	-75%	-57%	-66%	-73%	-63%	-54%	-30%	-28%	-34%	-55%	-44%	-56%

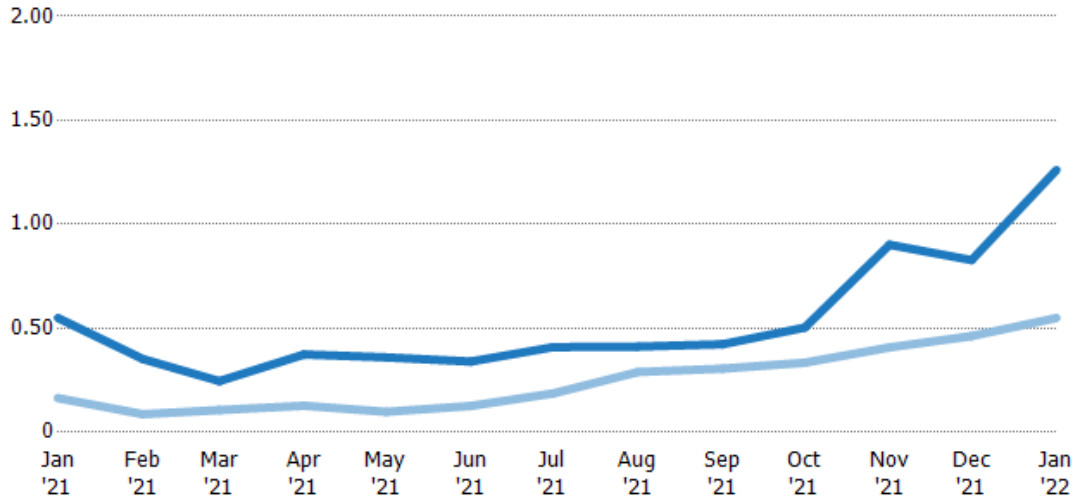
Absorption Rate

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.
Jan '22	126%	-71.1%
Jan '21	55%	-38.5%
Jan '20	16%	-31.6%



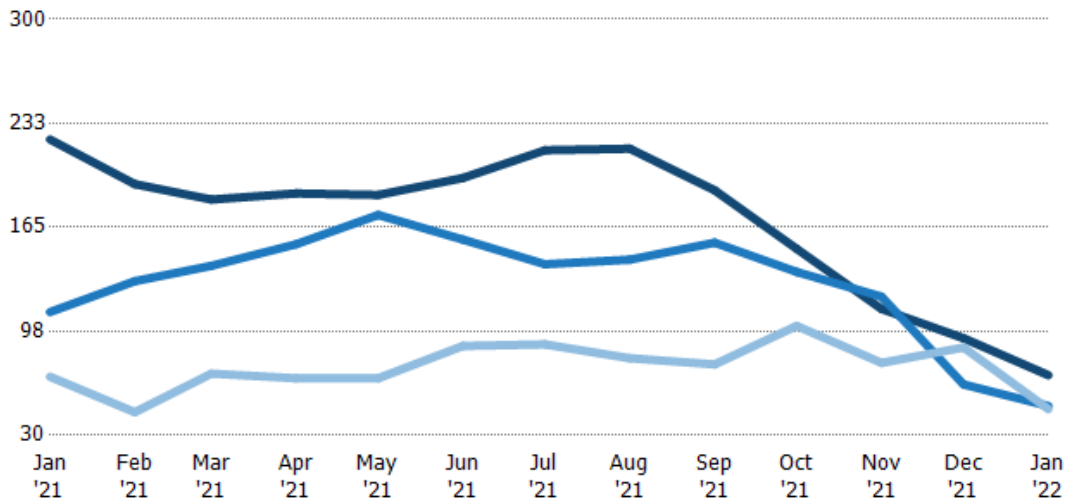
Current Year	55%	35%	25%	37%	36%	34%	41%	41%	42%	50%	90%	83%	126%
Prior Year	16%	9%	11%	13%	10%	13%	19%	29%	31%	33%	41%	46%	55%
Change from Prior Year	-39%	-27%	-14%	-25%	-26%	-21%	-22%	-12%	-12%	-17%	-49%	-37%	-71%

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



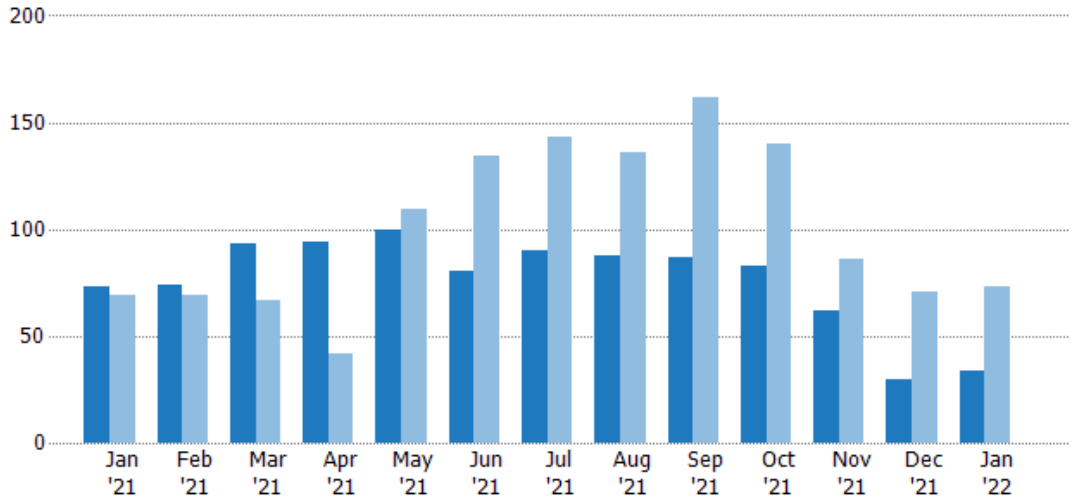
Active	222	193	183	187	186	197	215	216	189	151	112	93	69
Pending	110	130	140	154	173	157	141	144	155	136	120	63	49
Sold	68	45	70	67	67	88	89	80	76	101	77	87	47

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



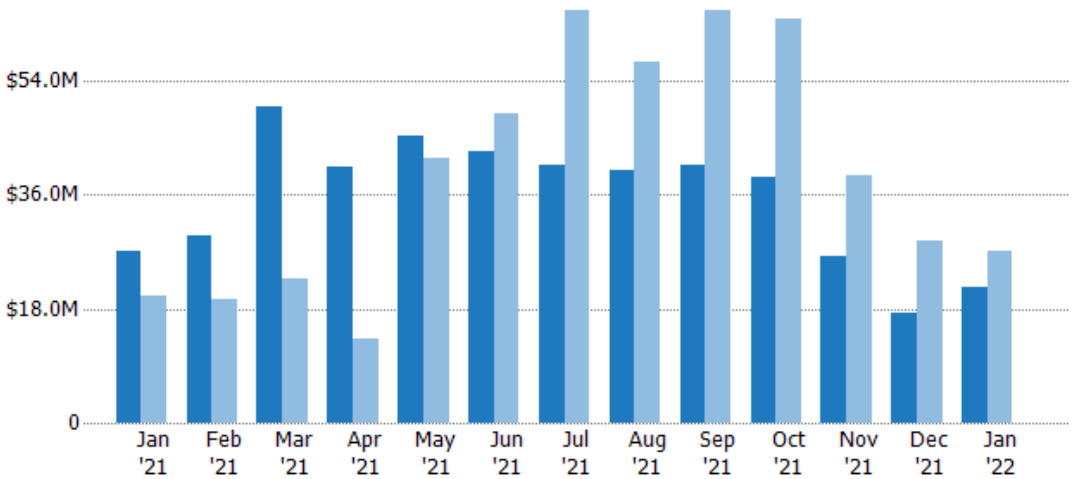
	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21	Jan '22
Current Year	73	74	93	94	100	80	90	88	87	83	62	30	34
Prior Year	69	69	67	42	109	134	143	136	162	140	86	71	73
Percent Change from Prior Year	6%	7%	39%	124%	-8%	-40%	-37%	-35%	-46%	-41%	-28%	-58%	-53%

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



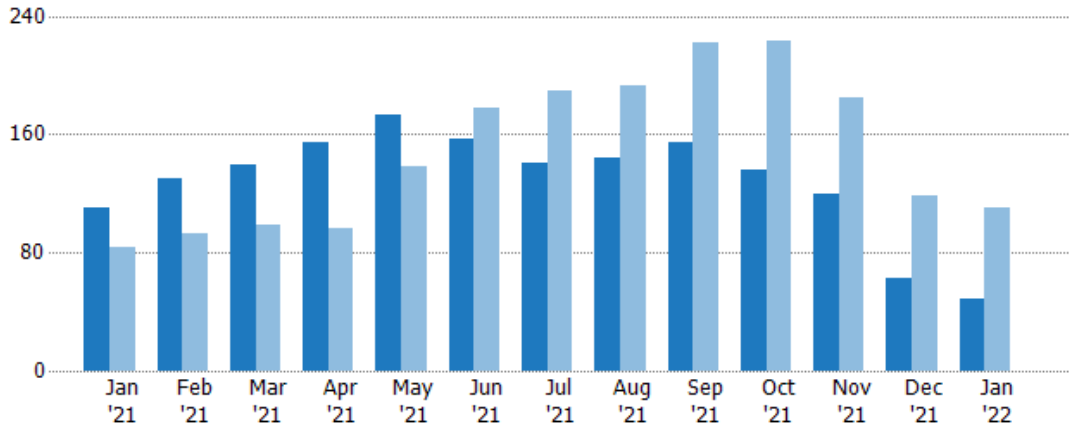
	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21	Jan '22
Current Year	\$27.2M	\$29.5M	\$49.8M	\$40.4M	\$45.2M	\$42.8M	\$40.8M	\$39.8M	\$40.7M	\$38.7M	\$26.2M	\$17.3M	\$21.5M
Prior Year	\$20.1M	\$19.4M	\$22.8M	\$13.3M	\$41.6M	\$48.8M	\$65.1M	\$57.1M	\$65.2M	\$63.8M	\$39.1M	\$28.8M	\$27.2M
Percent Change from Prior Year	35%	52%	119%	204%	9%	-12%	-37%	-30%	-38%	-39%	-33%	-40%	-21%

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



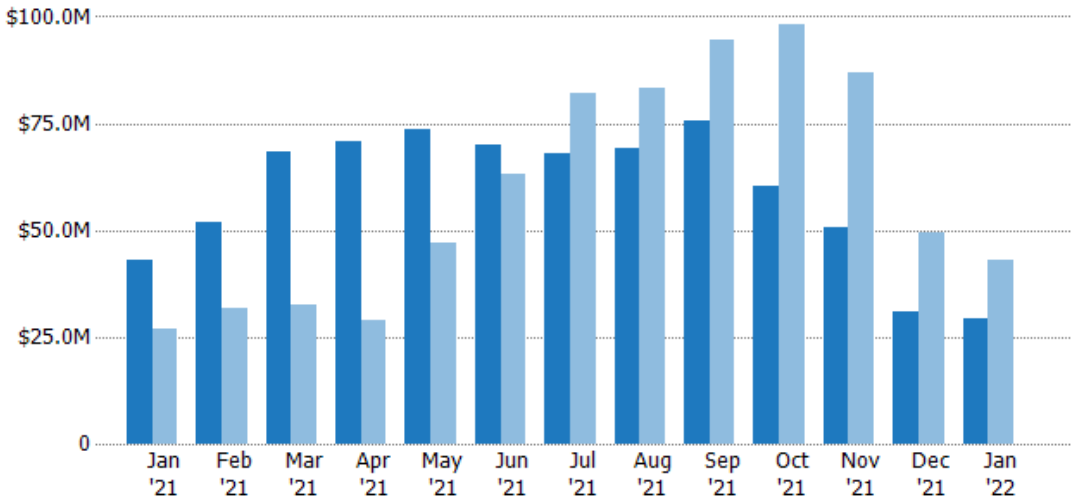
	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21	Jan '22
Current Year	110	130	140	154	173	157	141	144	155	136	120	63	49
Prior Year	84	93	99	96	138	178	189	193	222	223	185	119	110
Percent Change from Prior Year	31%	40%	41%	60%	25%	-12%	-25%	-25%	-30%	-39%	-35%	-47%	-55%

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



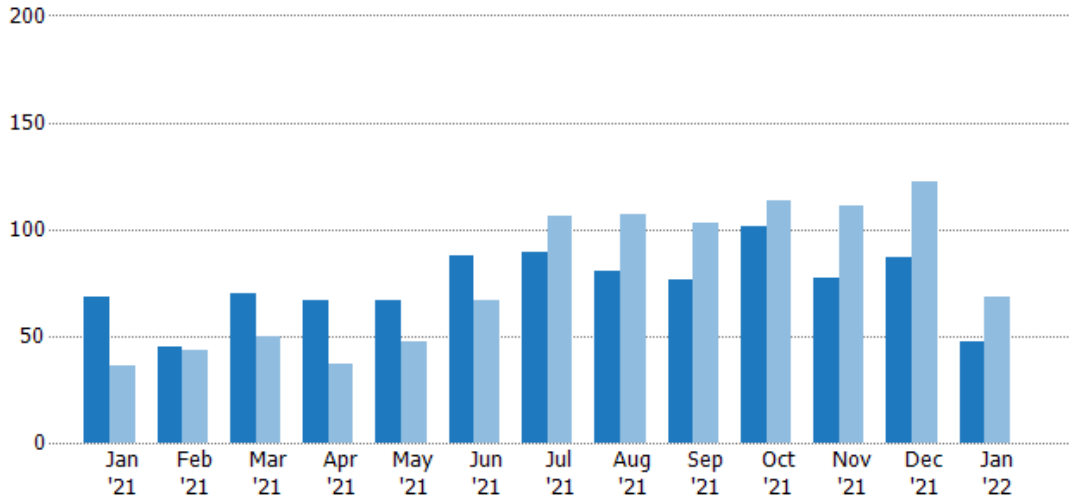
	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21	Jan '22
Current Year	\$42.9M	\$51.8M	\$68.5M	\$70.7M	\$73.6M	\$70M	\$68.1M	\$69.2M	\$75.5M	\$60.5M	\$50.6M	\$30.9M	\$29.2M
Prior Year	\$26.8M	\$31.7M	\$32.4M	\$29M	\$46.9M	\$63.3M	\$82M	\$83.2M	\$94.6M	\$98.2M	\$86.8M	\$49.3M	\$42.9M
Percent Change from Prior Year	60%	64%	111%	144%	57%	11%	-17%	-17%	-20%	-38%	-42%	-37%	-32%

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



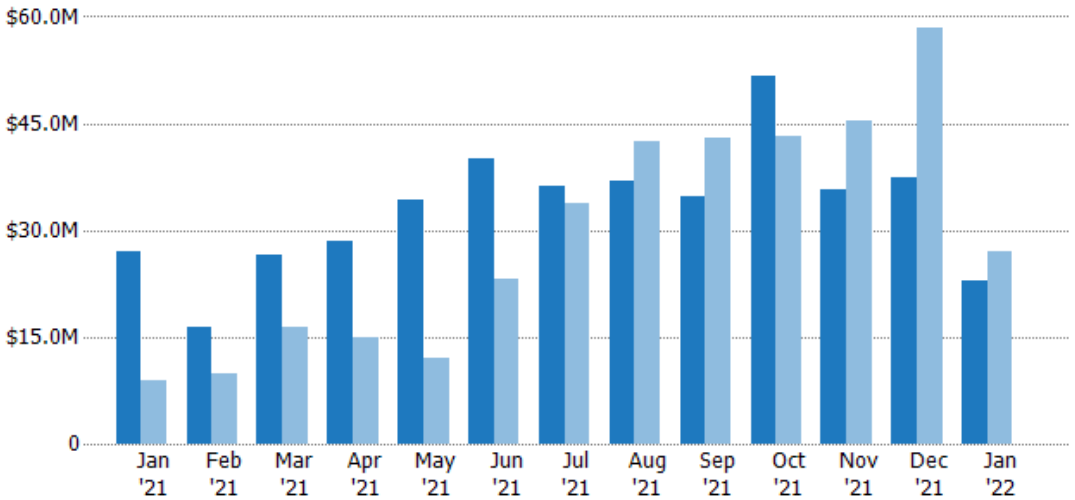
	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21	Jan '22
Current Year	68	45	70	67	67	88	89	80	76	101	77	87	47
Prior Year	36	43	50	37	47	67	106	107	103	113	111	122	68
Percent Change from Prior Year	89%	5%	40%	81%	43%	31%	-16%	-25%	-26%	-11%	-31%	-29%	-31%

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



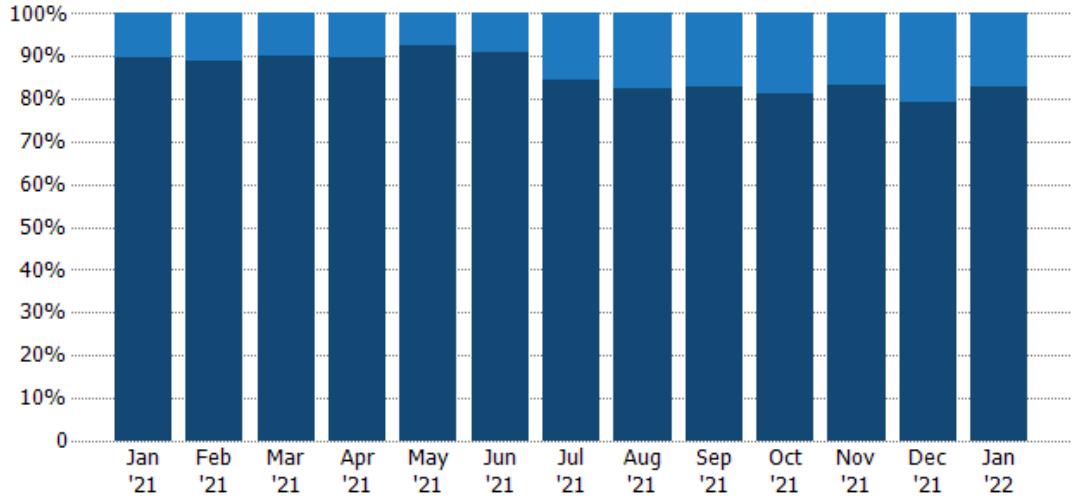
	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21	Jan '22
Current Year	\$27.1M	\$16.3M	\$26.5M	\$28.6M	\$34.2M	\$40.2M	\$36.3M	\$36.9M	\$34.8M	\$51.6M	\$35.7M	\$37.4M	\$23M
Prior Year	\$8.88M	\$9.84M	\$16.3M	\$15M	\$12.1M	\$23.1M	\$33.8M	\$42.5M	\$42.8M	\$43.2M	\$45.3M	\$58.5M	\$27.1M
Percent Change from Prior Year	205%	66%	62%	90%	182%	74%	7%	-13%	-19%	19%	-21%	-36%	-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



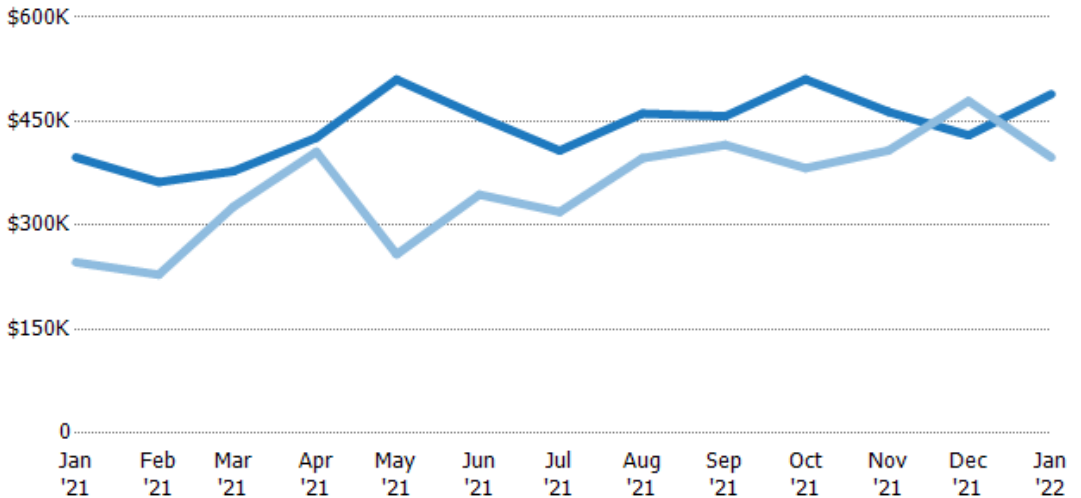
Condo/Townhouse	10%	11%	10%	10%	7%	9%	16%	18%	17%	19%	17%	21%	17%
Single Family Residence	90%	89%	90%	90%	93%	91%	84%	83%	83%	81%	83%	79%	83%

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



Current Year	\$398K	\$362K	\$378K	\$426K	\$510K	\$456K	\$408K	\$461K	\$457K	\$511K	\$464K	\$430K	\$489K
Prior Year	\$247K	\$229K	\$327K	\$406K	\$258K	\$344K	\$319K	\$397K	\$416K	\$382K	\$408K	\$479K	\$398K
Percent Change from Prior Year	61%	58%	16%	5%	98%	33%	28%	16%	10%	34%	14%	-10%	23%

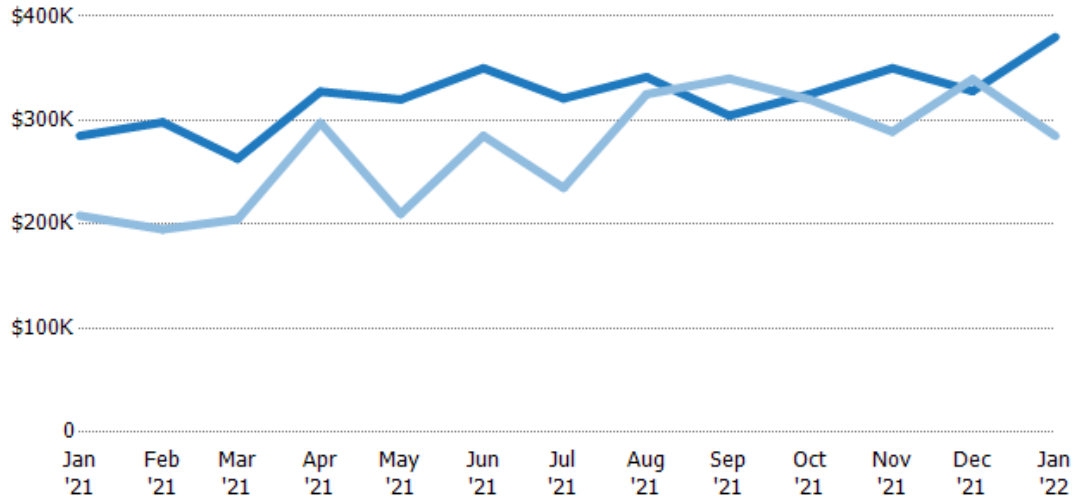
Median Sales Price

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.
Jan '22	\$380K	33.3%
Jan '21	\$285K	36.9%
Jan '20	\$208K	3.2%



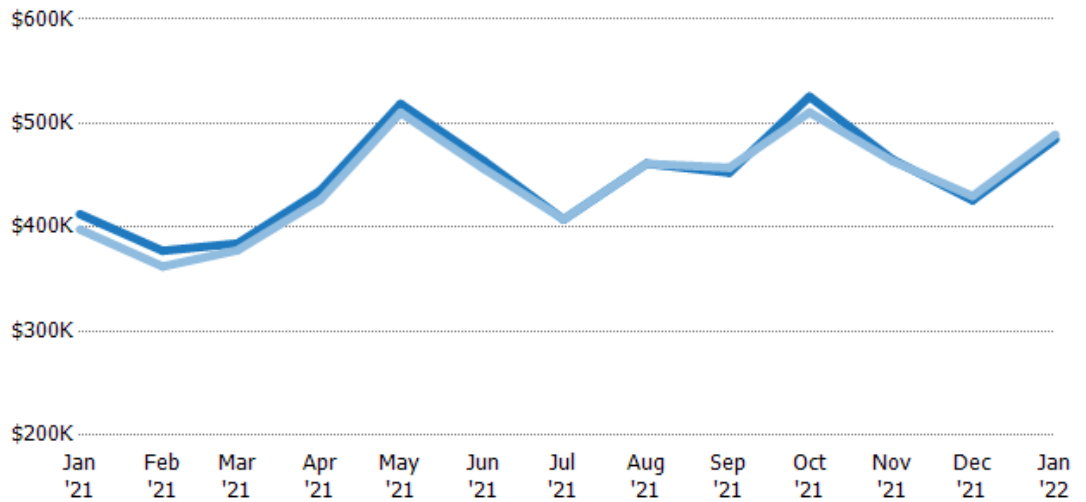
	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21	Jan '22
Current Year	\$285K	\$298K	\$263K	\$328K	\$320K	\$350K	\$321K	\$342K	\$305K	\$325K	\$350K	\$328K	\$380K
Prior Year	\$208K	\$195K	\$205K	\$298K	\$210K	\$285K	\$235K	\$325K	\$340K	\$320K	\$289K	\$340K	\$285K
Percent Change from Prior Year	37%	53%	28%	10%	52%	23%	37%	5%	-10%	2%	21%	-3%	33%

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



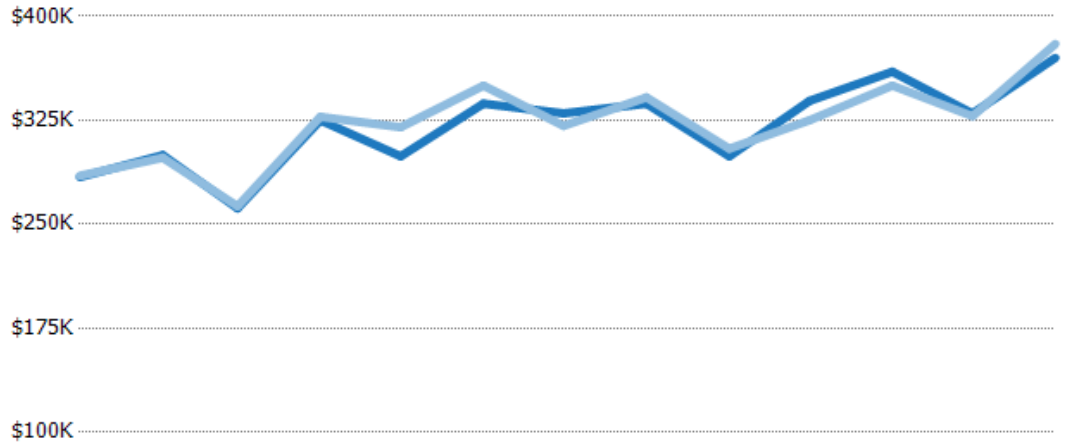
	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21	Jan '22
Avg List Price	\$413K	\$377K	\$384K	\$435K	\$519K	\$464K	\$407K	\$461K	\$452K	\$526K	\$465K	\$426K	\$485K
Avg Sales Price	\$398K	\$362K	\$378K	\$426K	\$510K	\$456K	\$408K	\$461K	\$457K	\$511K	\$464K	\$430K	\$489K
Avg Sales Price as a % of Avg List Price	96%	96%	98%	98%	98%	98%	100%	100%	101%	97%	100%	101%	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



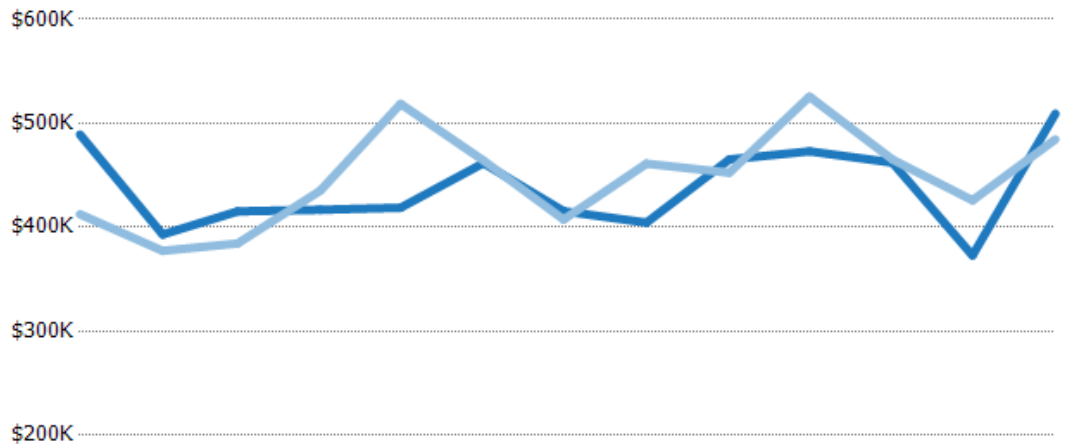
	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21	Jan '22
Median List Price	\$284K	\$300K	\$262K	\$325K	\$299K	\$337K	\$330K	\$337K	\$299K	\$339K	\$360K	\$330K	\$370K
Median Sales Price	\$285K	\$298K	\$263K	\$328K	\$320K	\$350K	\$321K	\$342K	\$305K	\$325K	\$350K	\$328K	\$380K
Med Sales Price as a % of Med List Price	100%	99%	101%	101%	107%	104%	97%	101%	102%	96%	97%	99%	103%

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



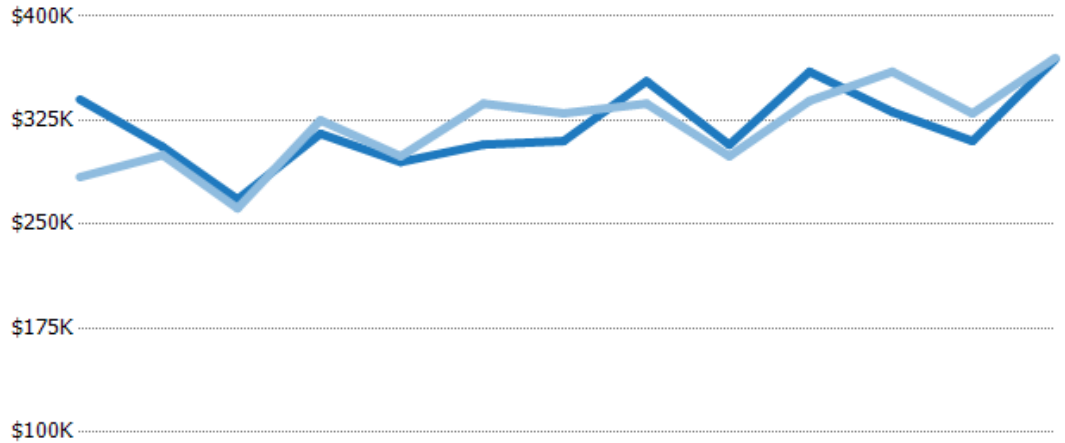
	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21	Jan '22
Avg Est Value	\$489K	\$393K	\$415K	\$417K	\$419K	\$462K	\$415K	\$405K	\$465K	\$473K	\$462K	\$373K	\$509K
Avg Sales Price	\$413K	\$377K	\$384K	\$435K	\$519K	\$464K	\$407K	\$461K	\$452K	\$526K	\$465K	\$426K	\$485K
Avg Sales Price as a % of Avg Est Value	84%	96%	93%	104%	124%	101%	98%	114%	97%	111%	101%	114%	95%

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



	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21	Jan '22
Median Est Value	\$340K	\$306K	\$268K	\$315K	\$295K	\$307K	\$310K	\$353K	\$307K	\$360K	\$331K	\$310K	\$369K
Median Sales Price	\$284K	\$300K	\$262K	\$325K	\$299K	\$337K	\$330K	\$337K	\$299K	\$339K	\$360K	\$330K	\$370K
Med Sales Price as a % of Med Est Value	84%	98%	98%	103%	101%	110%	106%	95%	97%	94%	109%	106%	100%