

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	Feb 2022	Feb 2021	+ / -	YTD 2022	YTD 2021	+ / -
Listing Activity Charts Metrics						
New Listing Count	64	55	+16.4%	95	104	-8.7%
New Listing Volume	\$32,737,000	\$30,340,100	+7.9%	\$59,616,700	\$58,185,999	+2.5%
Active Listing Count	77	194	-60.3%	N/A	N/A	
Active Listing Volume	\$53,410,800	\$130,366,767	-59%	N/A	N/A	
Average Listing Price	\$693,647	\$671,994	+3.2%	\$835,175	\$646,464	+29.2%
Median Listing Price	\$479,900	\$397,000	+20.9%	\$535,662	\$379,887	+41%
Median Days in RPR	30	164	-81.7%	86.76	155.72	-44.3%
Months of Inventory	1.6	2.9	-43.8%	1.3	5.3	-76.1%
Absorption Rate	62.34%	35.05%	+27.3%	78.23%	18.71%	+59.5%
Sales Activity Charts Metrics						
New Pending Sales Count	8	74	-89.2%	41	147	-72.1%
New Pending Sales Volume	\$2,401,500	\$29,472,699	-91.9%	\$22,371,200	\$56,664,393	-60.5%
Pending Sales Count	31	132	-76.5%	N/A	N/A	
Pending Sales Volume	\$17,320,400	\$52,613,297	-67.1%	N/A	N/A	
Closed Sales Count	26	47	-44.7%	74	115	-35.7%
Closed Sales Volume	\$12,828,360	\$17,305,598	-25.9%	\$36,120,830	\$44,465,323	-18.8%
Average Sales Price	\$493,398	\$368,204	+34%	\$488,119	\$386,655	+26.2%
Median Sales Price	\$355,000	\$300,000	+18.3%	\$355,000	\$291,130	+21.9%

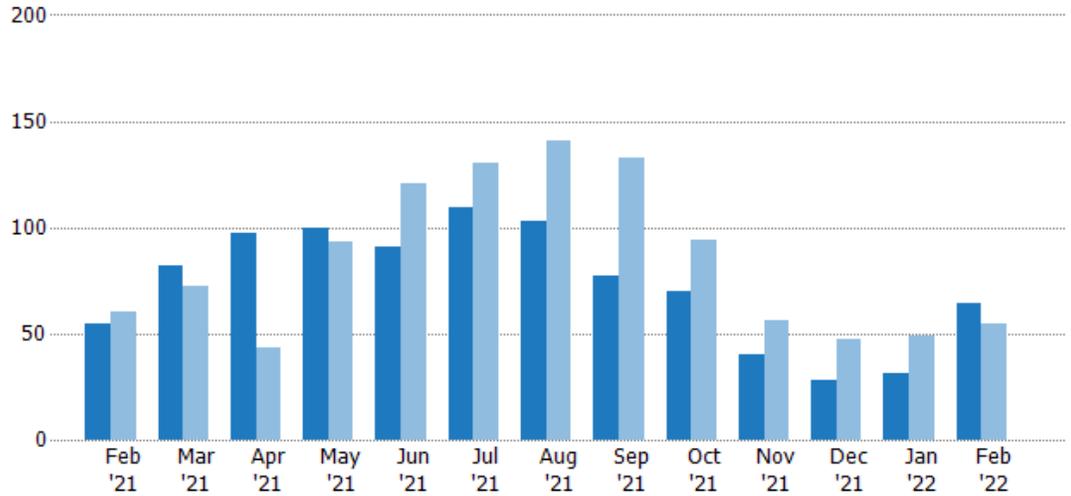
New Listings

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.
Feb '22	64	16.4%
Feb '21	55	-8.3%
Feb '20	60	23.3%



Current Year	55	82	97	100	91	109	103	77	70	40	28	31	64
Prior Year	60	72	43	93	121	130	141	133	94	56	47	49	55
Percent Change from Prior Year	-8%	14%	126%	8%	-25%	-16%	-27%	-42%	-26%	-29%	-40%	-37%	16%

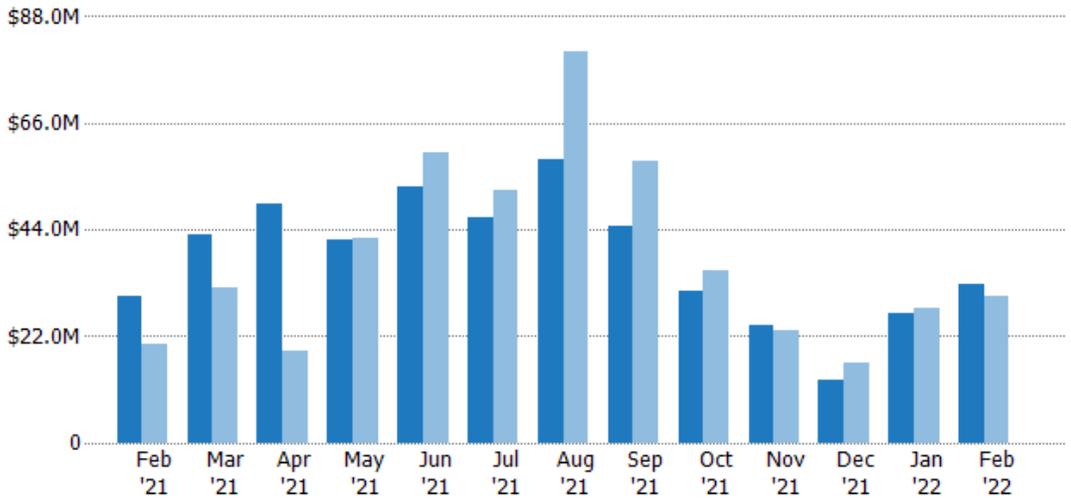
New Listing Volume

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.
Feb '22	\$32.7M	7.9%
Feb '21	\$30.3M	47.9%
Feb '20	\$20.5M	32.3%



Current Year	\$30.3M	\$43M	\$49.3M	\$42M	\$53M	\$46.7M	\$58.3M	\$44.6M	\$31.5M	\$24.1M	\$13M	\$26.9M	\$32.7M
Prior Year	\$20.5M	\$32.1M	\$19.1M	\$42.1M	\$59.8M	\$52M	\$80.8M	\$58.3M	\$35.5M	\$23.4M	\$16.6M	\$27.8M	\$30.3M
Percent Change from Prior Year	48%	34%	158%	0%	-11%	-10%	-28%	-24%	-11%	3%	-21%	-3%	8%

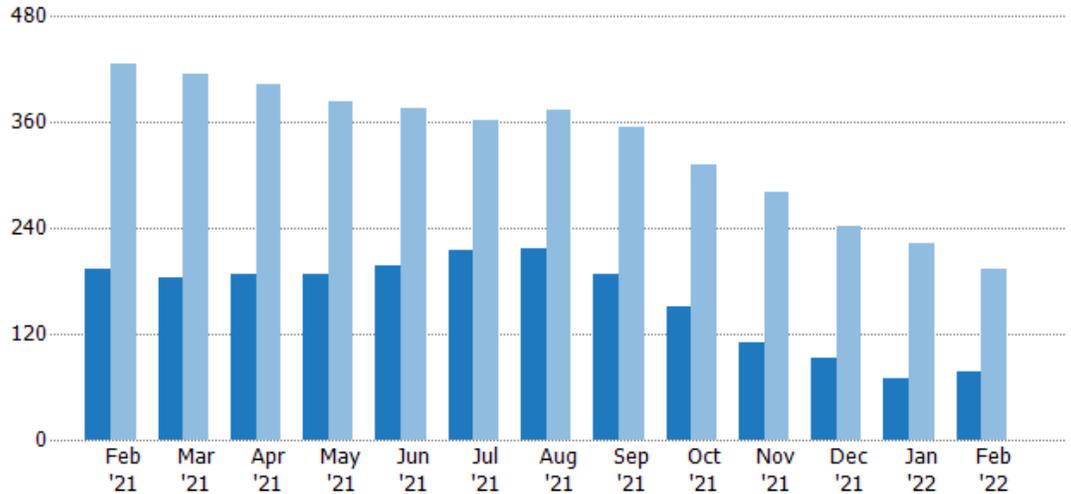
Active Listings

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.
Feb '22	77	-60.3%
Feb '21	194	-54.6%
Feb '20	427	11%



	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21	Jan '22	Feb '22
Current Year	194	184	187	187	197	215	216	188	151	111	93	70	77
Prior Year	427	414	404	383	376	362	373	355	311	280	242	223	194
Percent Change from Prior Year	-55%	-56%	-54%	-51%	-48%	-41%	-42%	-47%	-51%	-60%	-62%	-69%	-60%

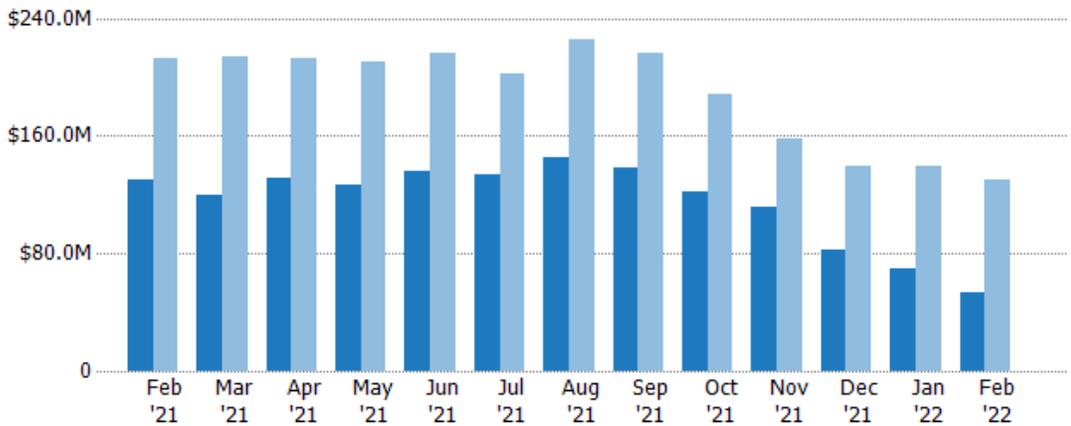
Active Listing Volume

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.
Feb '22	\$53.4M	-59%
Feb '21	\$130M	-38.8%
Feb '20	\$213M	-5.8%



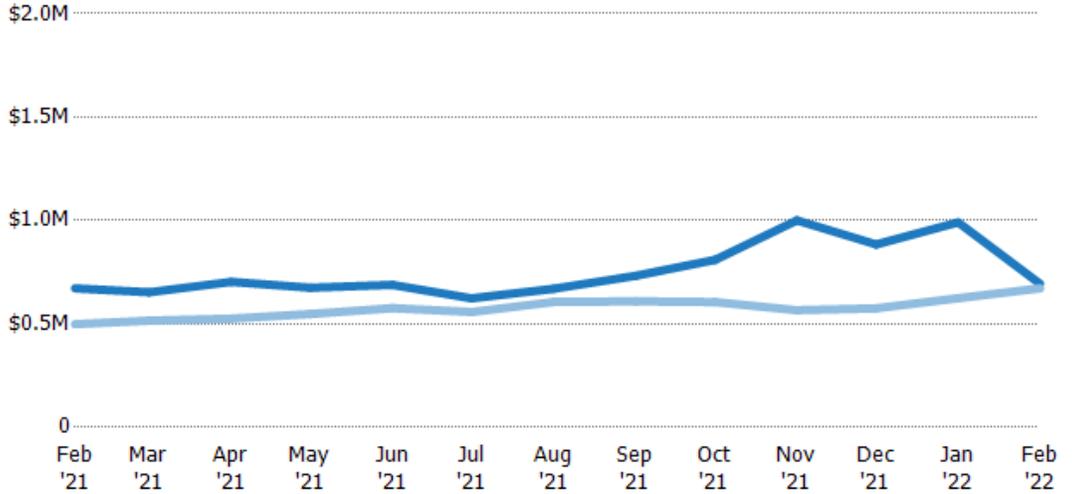
	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21	Jan '22	Feb '22
Current Year	\$130M	\$120M	\$132M	\$126M	\$136M	\$134M	\$145M	\$138M	\$122M	\$111M	\$82.2M	\$69.4M	\$53.4M
Prior Year	\$213M	\$214M	\$212M	\$210M	\$217M	\$202M	\$226M	\$216M	\$188M	\$159M	\$139M	\$139M	\$130M
Percent Change from Prior Year	-39%	-44%	-38%	-40%	-37%	-34%	-36%	-36%	-35%	-30%	-41%	-50%	-59%

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



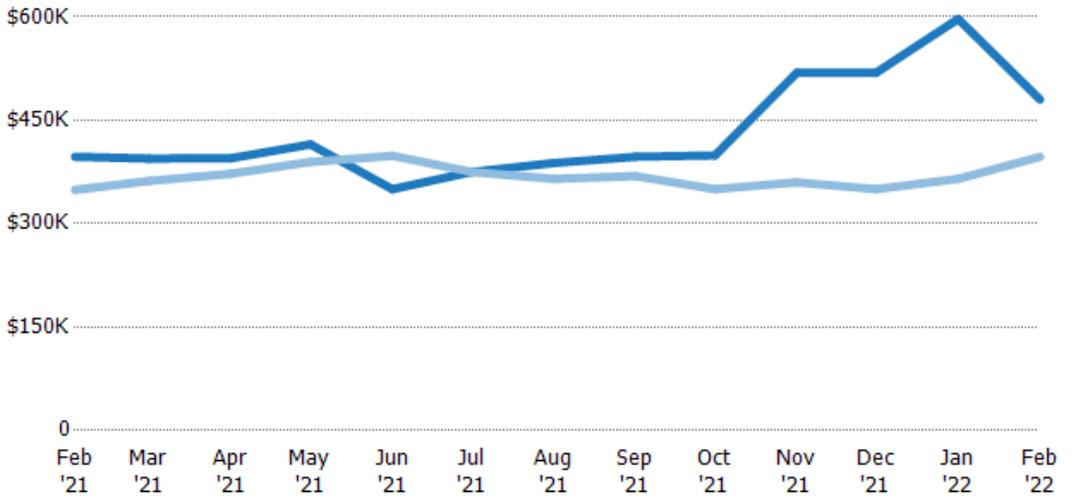
Current Year	\$672K	\$653K	\$703K	\$675K	\$689K	\$624K	\$670K	\$732K	\$809K	\$1M	\$884K	\$991K	\$694K
Prior Year	\$499K	\$516K	\$526K	\$548K	\$576K	\$557K	\$606K	\$609K	\$606K	\$566K	\$575K	\$624K	\$672K
Percent Change from Prior Year	35%	27%	34%	23%	20%	12%	11%	20%	34%	77%	54%	59%	3%

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



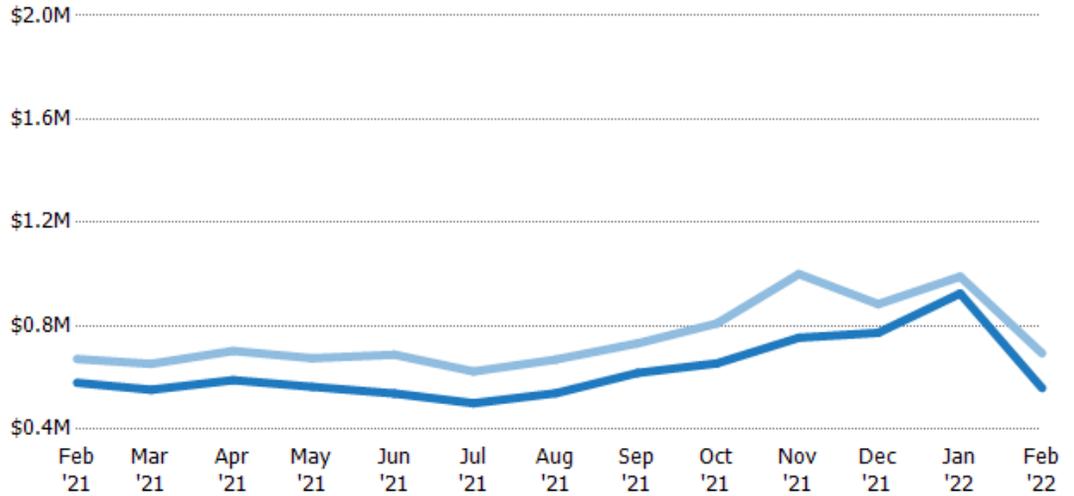
Current Year	\$397K	\$395K	\$395K	\$415K	\$350K	\$375K	\$388K	\$397K	\$399K	\$519K	\$519K	\$597K	\$480K
Prior Year	\$349K	\$362K	\$372K	\$390K	\$399K	\$375K	\$365K	\$369K	\$350K	\$360K	\$350K	\$365K	\$397K
Percent Change from Prior Year	14%	9%	6%	7%	-12%	0%	6%	8%	14%	44%	48%	64%	21%

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



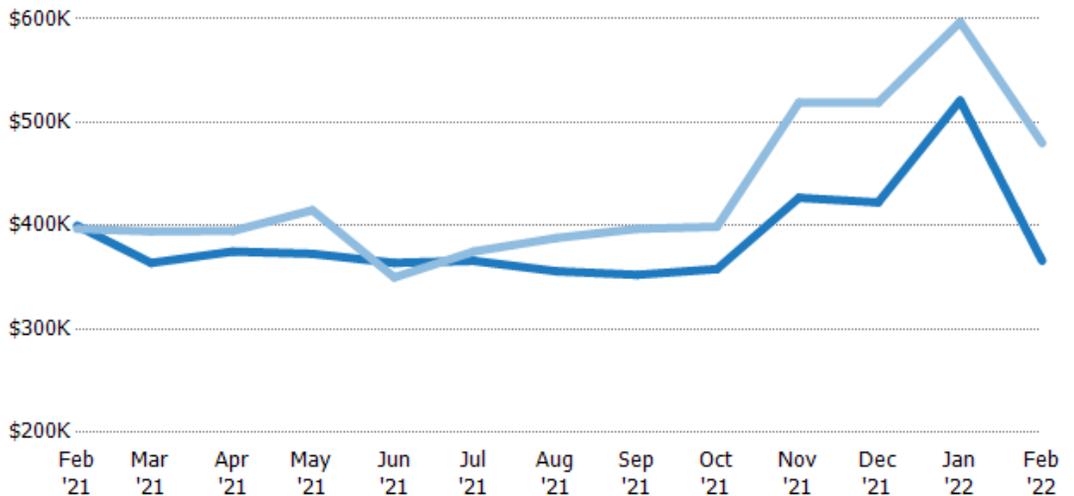
Avg Est Value	\$580K	\$553K	\$590K	\$564K	\$538K	\$501K	\$539K	\$618K	\$655K	\$754K	\$773K	\$926K	\$559K
Avg Listing Price	\$672K	\$653K	\$703K	\$675K	\$689K	\$624K	\$670K	\$732K	\$809K	\$1M	\$884K	\$991K	\$694K
Avg Listing Price as a % of Avg Est Value	116%	118%	119%	120%	128%	125%	124%	119%	124%	133%	114%	107%	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



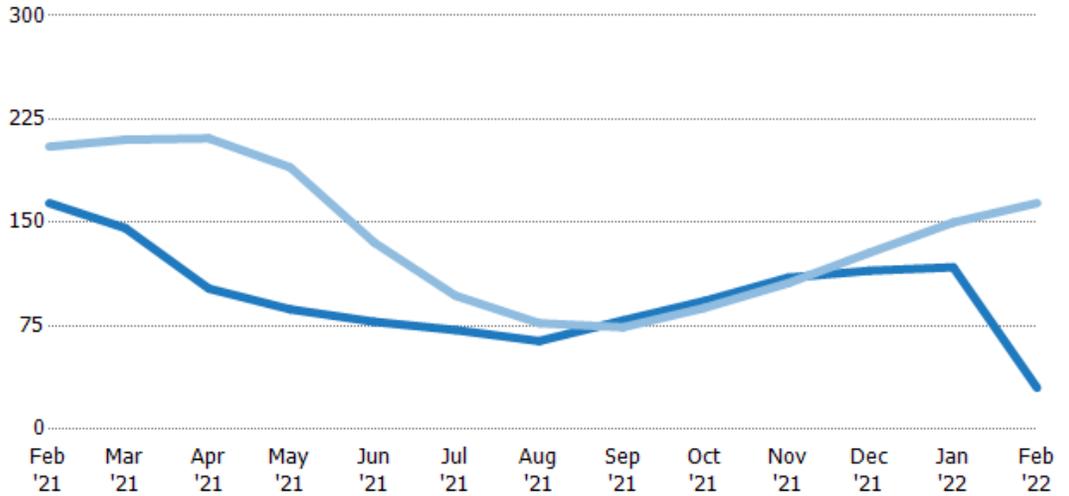
Median Est Value	\$400K	\$364K	\$375K	\$373K	\$364K	\$366K	\$356K	\$352K	\$358K	\$427K	\$422K	\$521K	\$366K
Median Listing Price	\$397K	\$395K	\$395K	\$415K	\$350K	\$375K	\$388K	\$397K	\$399K	\$519K	\$519K	\$597K	\$480K
Med Listing Price as a % of Med Est Value	99%	108%	105%	111%	96%	102%	109%	113%	111%	122%	123%	115%	131%

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



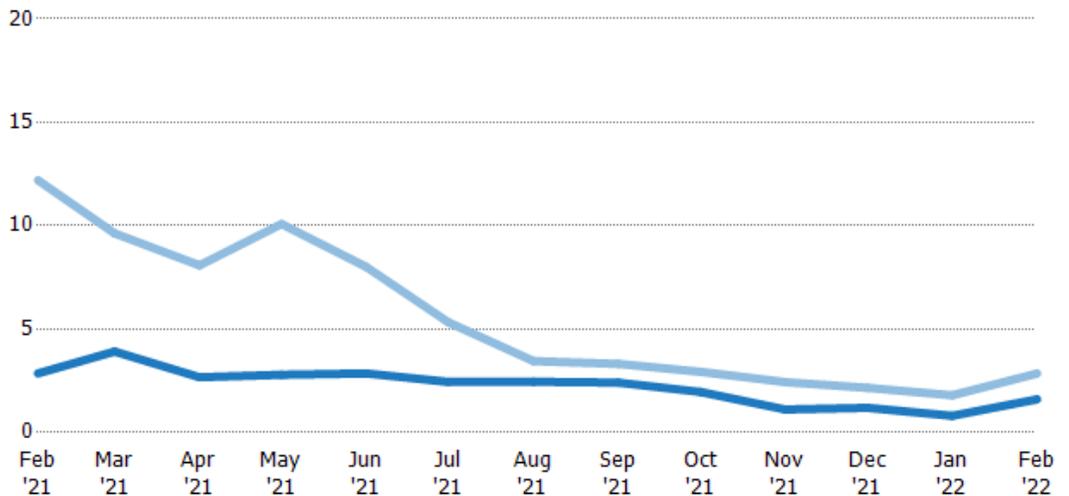
	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21	Jan '22	Feb '22
Current Year	164	146	102	87	78	72	64	79	93	110	115	118	30
Prior Year	205	210	211	190	136	97	77	74	88	106	128	150	164
Percent Change from Prior Year	-20%	-30%	-52%	-54%	-42%	-26%	-17%	7%	6%	4%	-10%	-22%	-82%

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



	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21	Jan '22	Feb '22
Current Year	2.85	3.91	2.67	2.79	2.86	2.44	2.45	2.41	1.96	1.11	1.19	0	1.6
Prior Year	12.2	9.63	8.08	10.1	8	5.32	3.45	3.32	2.93	2.43	2.16	1.8	2.85
Percent Change from Prior Year	-77%	-59%	-67%	-72%	-64%	-54%	-29%	-27%	-33%	-54%	-45%	-55%	-44%

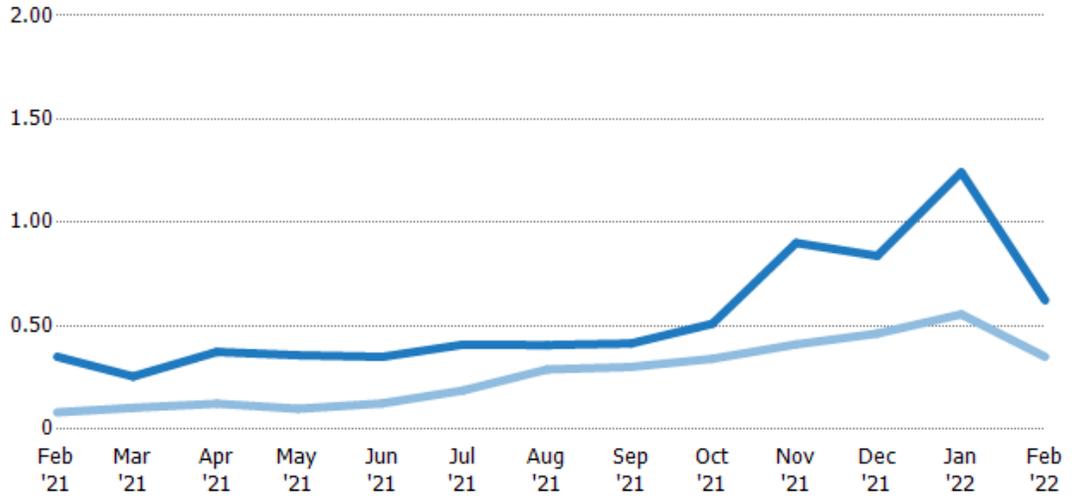
Absorption Rate

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.
Feb '22	62%	-27.3%
Feb '21	35%	-26.9%
Feb '20	8%	-15%



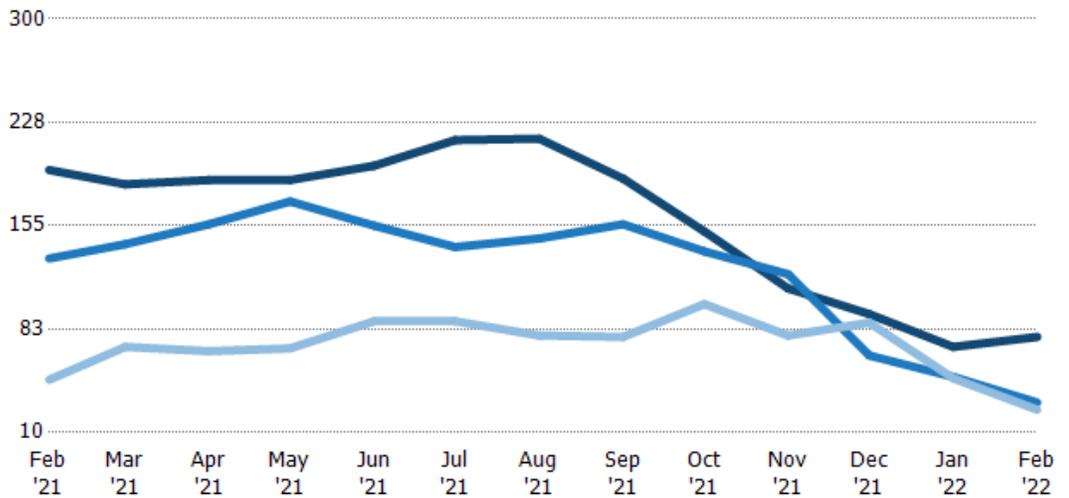
	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21	Jan '22	Feb '22
Current Year	35%	26%	37%	36%	35%	41%	41%	41%	51%	90%	84%	124%	62%
Prior Year	8%	10%	12%	10%	13%	19%	29%	30%	34%	41%	46%	56%	35%
Change from Prior Year	-27%	-15%	-25%	-26%	-23%	-22%	-12%	-11%	-17%	-49%	-38%	-69%	-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



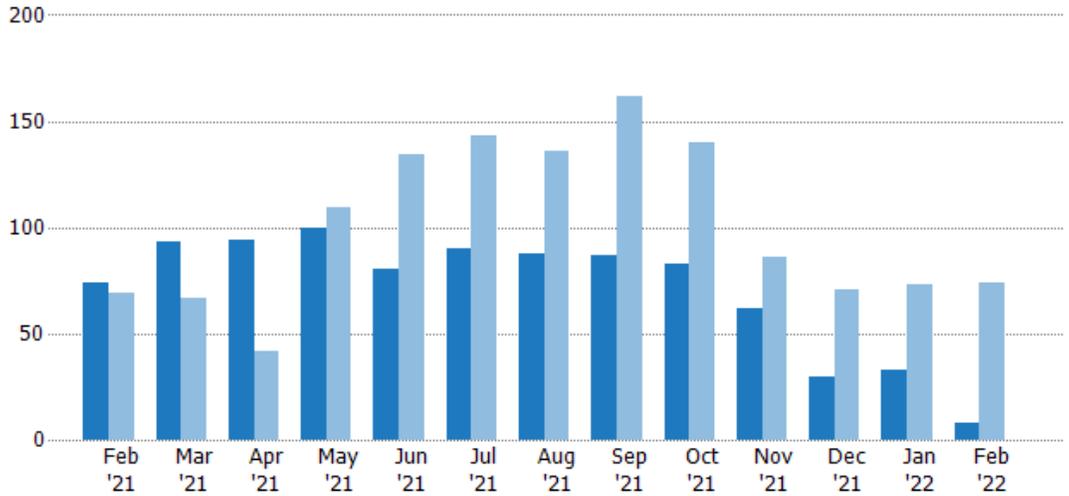
	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21	Jan '22	Feb '22
Active	194	184	187	187	197	215	216	188	151	111	93	70	77
Pending	132	142	156	172	155	140	146	156	137	121	64	49	31
Sold	47	70	67	69	88	88	78	77	100	78	87	48	26

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



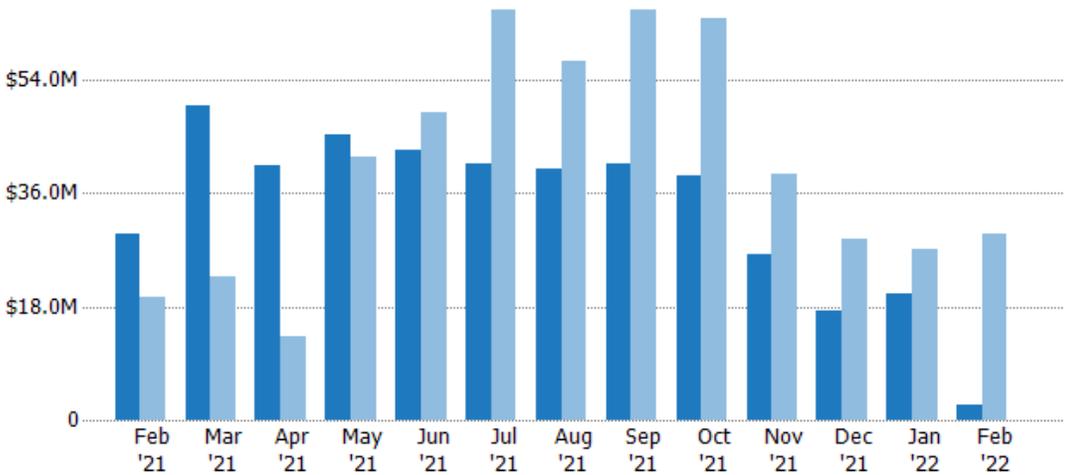
	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21	Jan '22	Feb '22
Current Year	74	93	94	100	80	90	88	87	83	62	30	33	8
Prior Year	69	67	42	109	134	143	136	162	140	86	71	73	74
Percent Change from Prior Year	7%	39%	124%	-8%	-40%	-37%	-35%	-46%	-41%	-28%	-58%	-55%	-89%

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



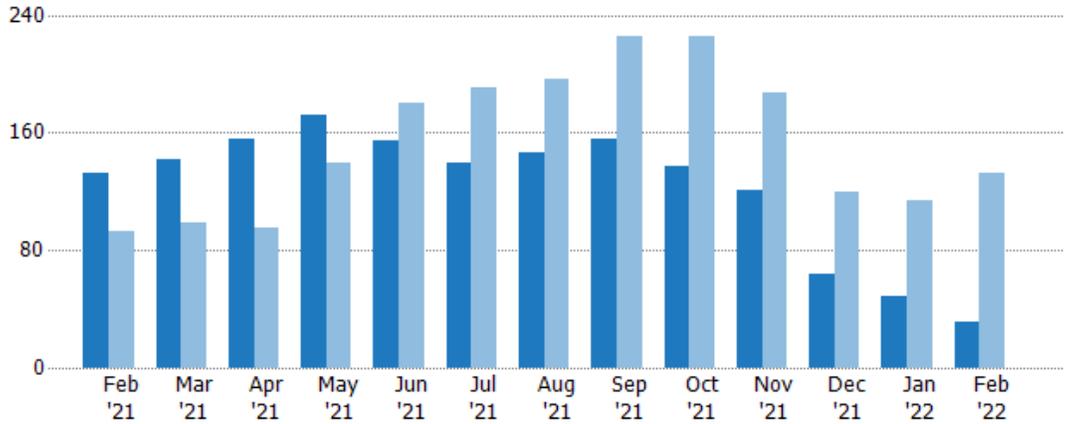
	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21	Jan '22	Feb '22
Current Year	\$29.5M	\$49.8M	\$40.4M	\$45.2M	\$42.8M	\$40.8M	\$39.8M	\$40.7M	\$38.7M	\$26.2M	\$17.3M	\$20M	\$2.4M
Prior Year	\$19.4M	\$22.8M	\$13.3M	\$41.6M	\$48.8M	\$65.1M	\$57.1M	\$65.2M	\$63.8M	\$39.1M	\$28.8M	\$27.2M	\$29.5M
Percent Change from Prior Year	52%	119%	204%	9%	-12%	-37%	-30%	-38%	-39%	-33%	-40%	-27%	-92%

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



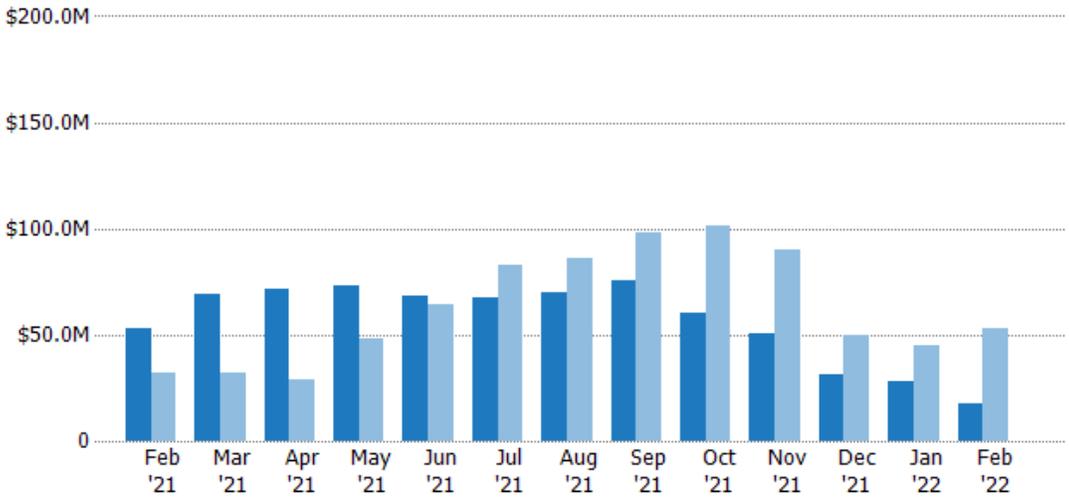
	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21	Jan '22	Feb '22
Current Year	132	142	156	172	155	140	146	156	137	121	64	49	31
Prior Year	93	99	95	140	180	191	196	226	226	187	120	114	132
Percent Change from Prior Year	42%	43%	64%	23%	-14%	-27%	-26%	-31%	-39%	-35%	-47%	-57%	-77%

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



	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21	Jan '22	Feb '22
Current Year	\$52.6M	\$69.2M	\$71.5M	\$73.2M	\$67.9M	\$67.7M	\$69.6M	\$75.6M	\$60.6M	\$50.9M	\$31.2M	\$28.1M	\$17.3M
Prior Year	\$31.7M	\$32.3M	\$28.7M	\$47.8M	\$64M	\$82.6M	\$86.2M	\$98M	\$102M	\$90.3M	\$49.7M	\$44.7M	\$52.6M
Percent Change from Prior Year	66%	115%	149%	53%	6%	-18%	-19%	-23%	-40%	-44%	-37%	-37%	-67%

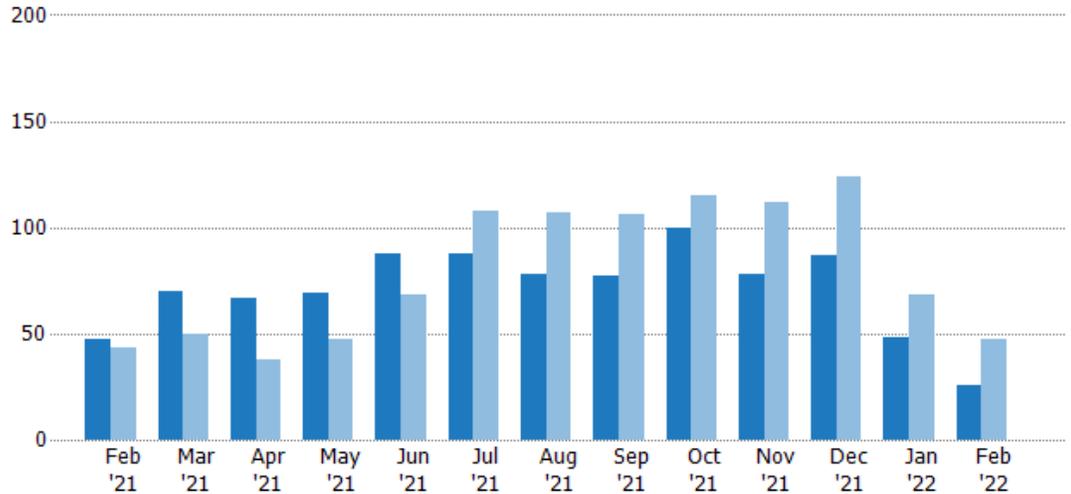
Closed Sales

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.
Feb '22	26	-44.7%
Feb '21	47	9.3%
Feb '20	43	-39.5%



Current Year	47	70	67	69	88	88	78	77	100	78	87	48	26
Prior Year	43	50	38	47	68	108	107	106	115	112	124	68	47
Percent Change from Prior Year	9%	40%	76%	47%	29%	-19%	-27%	-27%	-13%	-30%	-30%	-29%	-45%

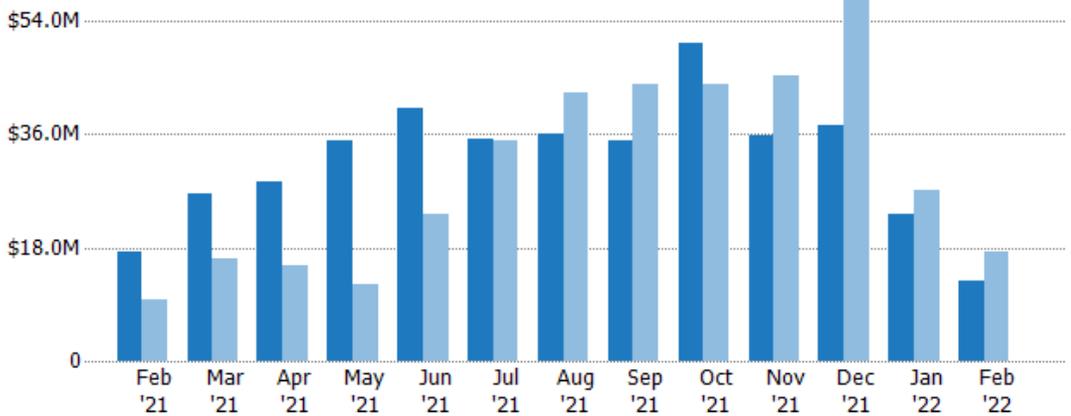
Closed Sales Volume

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.
Feb '22	\$12.8M	-25.9%
Feb '21	\$17.3M	75.9%
Feb '20	\$9.84M	-2.6%



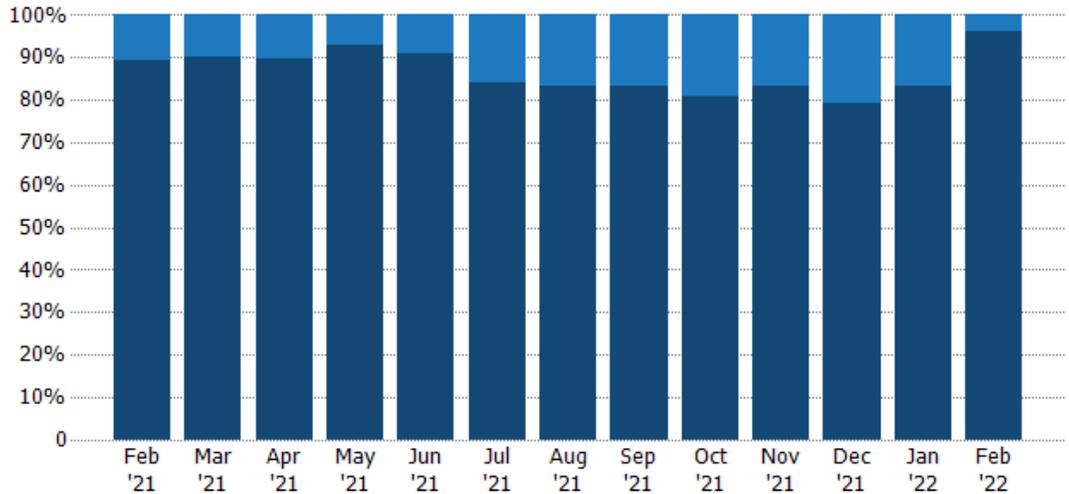
Current Year	\$17.3M	\$26.5M	\$28.6M	\$35M	\$40.2M	\$35.2M	\$36.2M	\$35.1M	\$50.5M	\$35.8M	\$37.4M	\$23.3M	\$12.8M
Prior Year	\$9.84M	\$16.3M	\$15.1M	\$12.1M	\$23.3M	\$34.9M	\$42.5M	\$43.8M	\$43.9M	\$45.3M	\$61.7M	\$27.2M	\$17.3M
Percent Change from Prior Year	76%	62%	89%	188%	72%	1%	-15%	-20%	15%	-21%	-39%	-14%	-26%

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



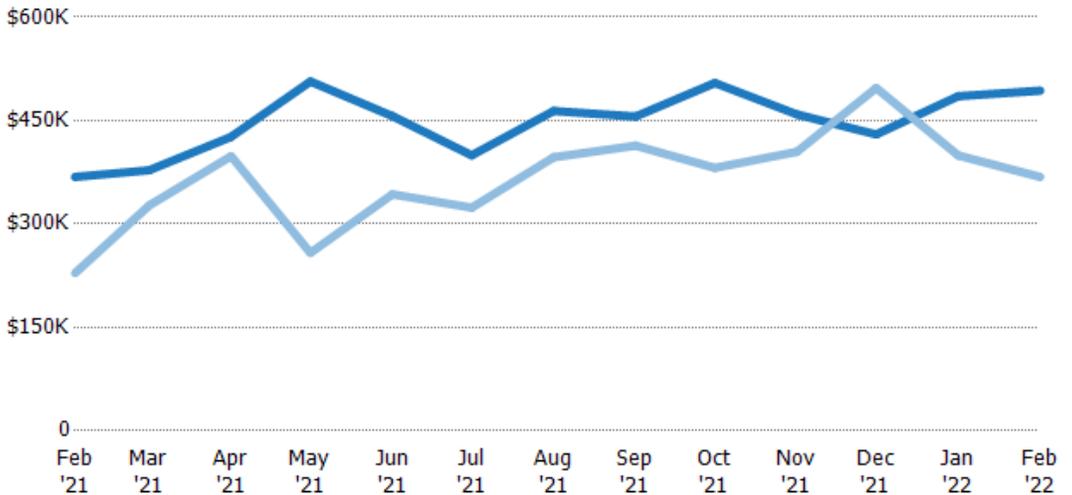
Property Type	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21	Jan '22	Feb '22
Condo/Townhouse	11%	10%	10%	7%	9%	16%	17%	17%	19%	17%	21%	17%	4%
Single Family Residence	89%	90%	90%	93%	91%	84%	83%	83%	81%	83%	79%	83%	96%

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.
Feb '22	\$493K	34%
Feb '21	\$368K	60.9%
Feb '20	\$229K	61.1%

Property Type	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21	Jan '22	Feb '22
Current Year	\$368K	\$378K	\$426K	\$507K	\$456K	\$400K	\$464K	\$456K	\$505K	\$459K	\$430K	\$485K	\$493K
Prior Year	\$229K	\$327K	\$398K	\$258K	\$343K	\$324K	\$397K	\$414K	\$381K	\$405K	\$497K	\$399K	\$368K
Percent Change from Prior Year	61%	16%	7%	96%	33%	23%	17%	10%	32%	13%	-14%	21%	34%

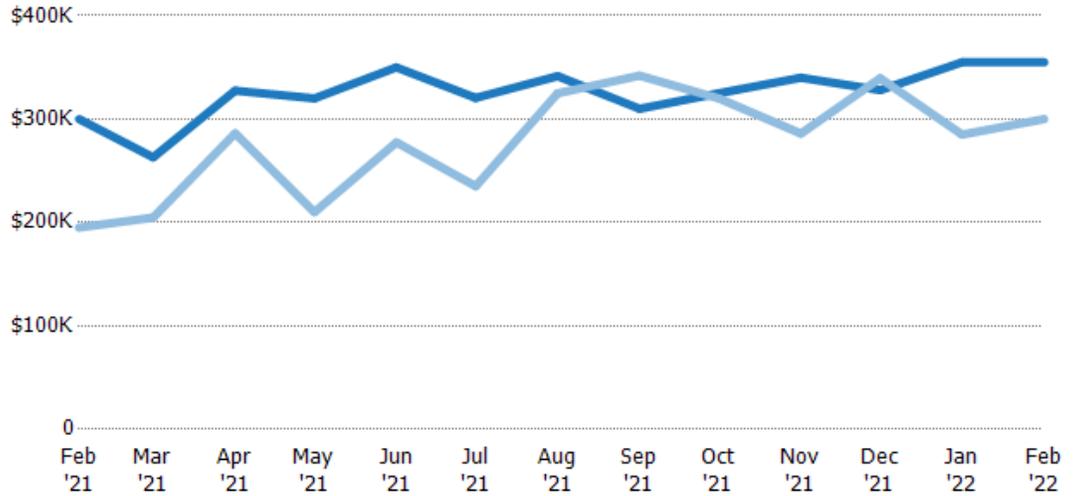
Median Sales Price

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.
Feb '22	\$355K	18.3%
Feb '21	\$300K	53.8%
Feb '20	\$195K	44%



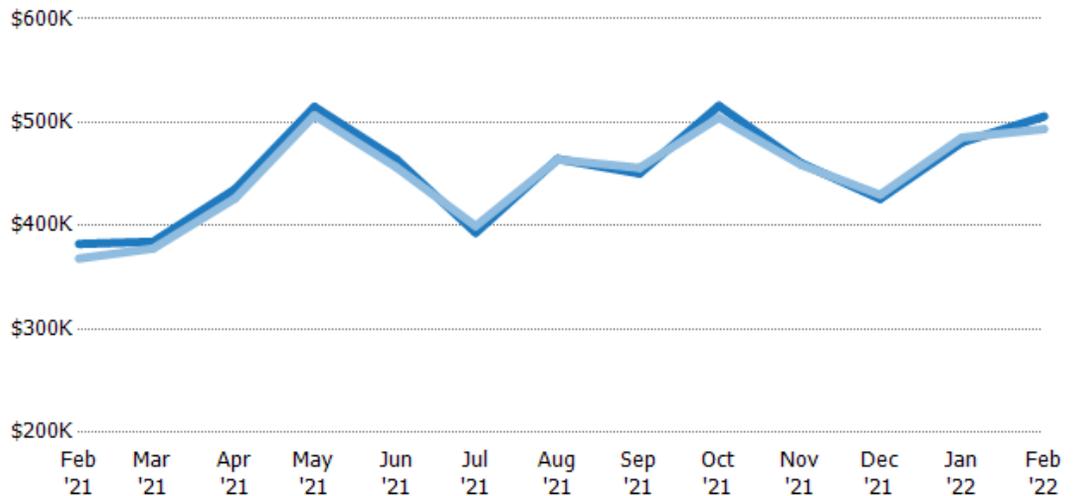
	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21	Jan '22	Feb '22
Current Year	\$300K	\$263K	\$328K	\$320K	\$350K	\$321K	\$342K	\$310K	\$325K	\$340K	\$328K	\$355K	\$355K
Prior Year	\$195K	\$205K	\$286K	\$210K	\$278K	\$235K	\$325K	\$342K	\$320K	\$286K	\$340K	\$285K	\$300K
Percent Change from Prior Year	54%	28%	14%	52%	26%	36%	5%	-9%	2%	19%	-3%	25%	18%

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



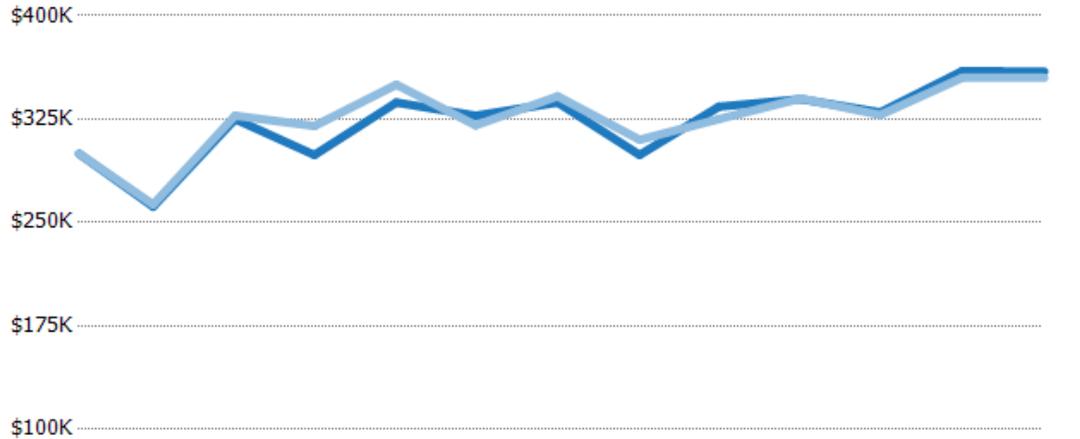
	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21	Jan '22	Feb '22
Avg List Price	\$382K	\$384K	\$435K	\$515K	\$464K	\$393K	\$464K	\$450K	\$516K	\$461K	\$426K	\$481K	\$506K
Avg Sales Price	\$368K	\$378K	\$426K	\$507K	\$456K	\$400K	\$464K	\$456K	\$505K	\$459K	\$430K	\$485K	\$493K
Avg Sales Price as a % of Avg List Price	96%	98%	98%	98%	98%	102%	100%	101%	98%	100%	101%	101%	98%

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



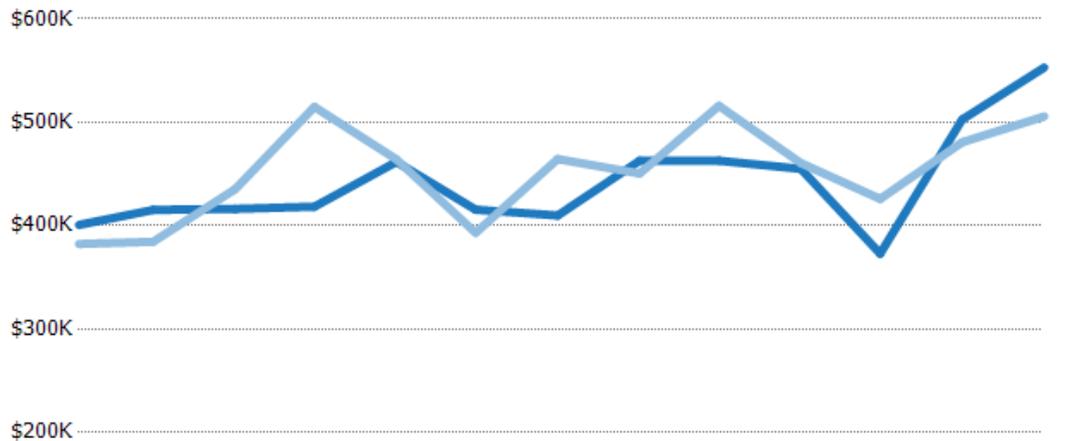
	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21	Jan '22	Feb '22
Median List Price	\$300K	\$262K	\$325K	\$299K	\$337K	\$328K	\$337K	\$299K	\$334K	\$340K	\$330K	\$360K	\$359K
Median Sales Price	\$300K	\$263K	\$328K	\$320K	\$350K	\$321K	\$342K	\$310K	\$325K	\$340K	\$328K	\$355K	\$355K
Med Sales Price as a % of Med List Price	100%	101%	101%	107%	104%	98%	101%	104%	97%	100%	99%	99%	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



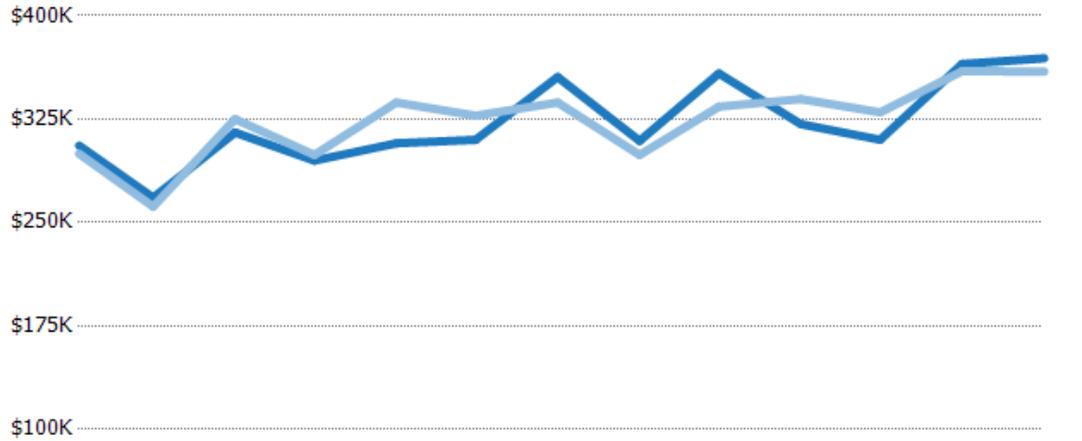
	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21	Jan '22	Feb '22
Avg Est Value	\$401K	\$415K	\$416K	\$418K	\$462K	\$415K	\$410K	\$463K	\$463K	\$455K	\$373K	\$503K	\$553K
Avg Sales Price	\$382K	\$384K	\$435K	\$515K	\$464K	\$393K	\$464K	\$450K	\$516K	\$461K	\$426K	\$481K	\$506K
Avg Sales Price as a % of Avg Est Value	95%	93%	105%	123%	101%	95%	113%	97%	111%	101%	114%	96%	91%

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



	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21	Jan '22	Feb '22
Median Est Value	\$306K	\$268K	\$315K	\$295K	\$307K	\$310K	\$356K	\$309K	\$358K	\$321K	\$310K	\$365K	\$369K
Median Sales Price	\$300K	\$262K	\$325K	\$299K	\$337K	\$328K	\$337K	\$299K	\$334K	\$340K	\$330K	\$360K	\$359K
Med Sales Price as a % of Med Est Value	98%	98%	103%	101%	110%	106%	95%	97%	93%	106%	106%	99%	97%