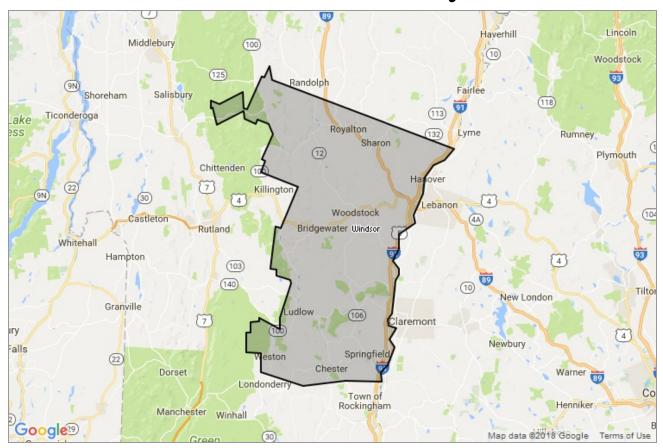


MARKET DATA REPORT

Windsor County



Report Characteristics

Report Name: Windsor County

Report Date Range:

1/2018 - 1/2018

Filters Used:

Property Type, Location

Avg/Med: Both

Include Metrics By: County

Run Date: 02/21/2018

Scheduled: No

Presented by

Vermont REALTORS®

REALTOR®

http://www.vermontrealtors.com/

148 State Street Montpelier, VT 05602







VermontRealtors®

Summary of Key Listing and Sales Metrics

A summary of the key metrics selected to be included in the report. MLS sources where licensed.

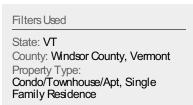
+ / -	YTD 2017	YTD 2018	+ / -	Jan 2017	Jan 2018	Key Metrics
						sting Activity Charts Metrics
-7.9%	63	58	-7.9%	63	58	New Listing Count
-19.2%	\$26,971,300	\$21,799,200	-19.2%	\$26,971,300	\$21,799,200	New Listing Volume
-35.1%	830	539	-35.1%	830	539	Active Listing Count
-28.7%	\$412,721,215	\$294,232,539	-28.7%	\$412,721,215	\$294,232,539	Active Listing Volume
+9.8%	\$497,254	\$545,886	+9.8%	\$497,254	\$545,886	Average Listing Price
+22.8%	\$276,000	\$339,000	+22.8%	\$276,000	\$339,000	Median Listing Price
-8.8%	217	198	-8.8%	217	198	Median Days in RPR
-37.8%	18.4	11.5	-	_	_	Months of Inventory
+3.3%	5.42%	8.72%	+	_	_	Absorption Rate
		***************************************	1			ales Activity Charts Metrics
+32.6%	46	61	+32.6%	46	61	New Pending Sales Count
+36.1%	\$10,999,505	\$14,967,300	+36.1%	\$10,999,505	\$14,967,300	New Pending Sales Volume
-18.6%	102	83	-18.6%	102	83	Pending Sales Count
-5.9%	\$24,249,329	\$22,827,400	-5.9%	\$24,249,329	\$22,827,400	Pending Sales Volume
+-	47	47	+	47	47	Closed Sales Count
-44.4%	\$21,717,050	\$12,084,000	-44.4%	\$21,717,050	\$12,084,000	Closed Sales Volume
-44.4%	\$462,065	\$257,106	-44.4%	\$462,065	\$257,106	Average Sales Price
-23.1%	\$225,000	\$173,000	-23.1%	\$225,000	\$173,000	Median Sales Price

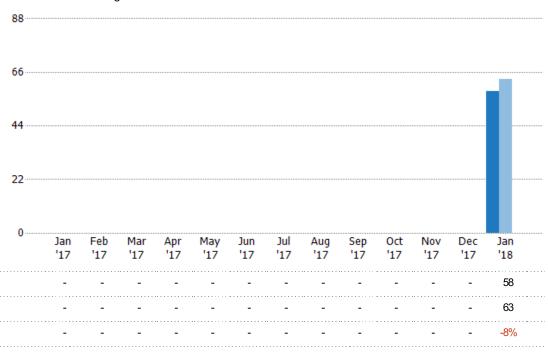




New Listings

The number of new single-family, condominium and townhome listings that were added each month.





New Listing Volume

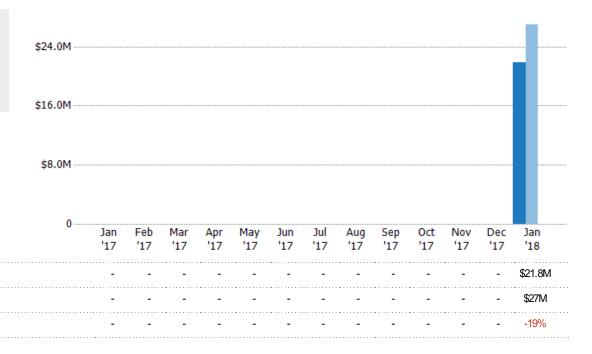
Percent Change from Prior Year

Current Year

Prior Year

The sum of the listing price of single-family, condominium and townhome listings that were added each month.

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



Current Year

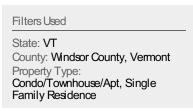
Percent Change from Prior Year

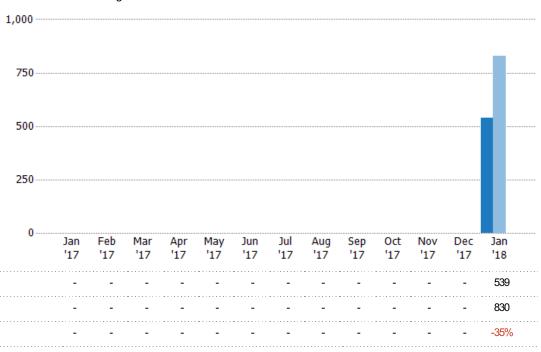




Active Listings

The number of active single-family, condominium and townhome listings at the end of each month.





Active Listing Volume

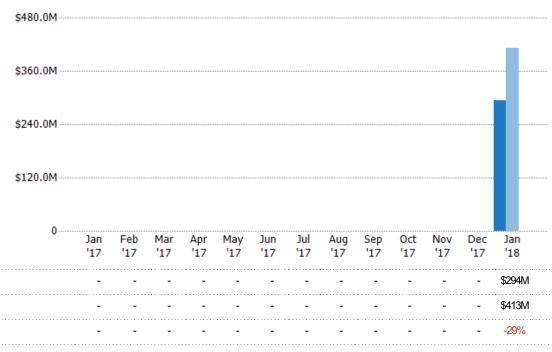
Percent Change from Prior Year

Current Year

Prior Year

The sum of the listing price of active single-family, condominium and townhome listings at the end of each month.

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



Current Year

Percent Change from Prior Year





Average Listing Price

The average listing price of active single-family, condominium and townhome listings at the end of each month.

Filters Used													
State: VT County: Windsor County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	\$450K												
,	\$300K												
	¢150V												
	\$150K												
	\$150K												
	\$150K 0 Jan '17	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18
Current Year	0 Jan			Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17				
Current Year Prior Year	0 Jan			Apr '17 -	May '17 -	Jun '17 -	Jul '17 -	Aug '17 -	Sep '17 -			'17	'18

Median Listing Price

The median listing price of active single-family, condominium and townhome listings at the end of each month.

	\$400K ······												
Filters Used													
State: VT County: Windsor County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	\$300K												
Tarriiry recorderine	\$200K												
	\$100K												
	\$100K												
	0												
	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	0ct	Nov	Dec	Jan
	'17	'17	'17	'17	'17	'17	'17	'17	'17	'17	'17	'17	'18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$339K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$276K
Percent Change from Prior Year	_							_					23%







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	\$600K												
State: VT County: Windsor County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	\$450K												
raning Nesdence	\$300K												•••••
	\$150K												
	0												
	0 Jan '17	Feb '17	Mar '17		May '17	Jun '17		Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18
Avg Est Value	Jan '17 -	Feb '17	Mar '17	Apr '17 -	May '17	Jun '17 -	Jul '17 -	'17 -	'17 	'17 -	'17 -	Dec '17 -	
Avg Est Value Avg Listing Price	Jan '17 -	Feb '17	Mar '17	Apr '17 -	May '17	Jun '17 -	Jul '17 -	'17 -	'17 	'17 -	'17 -	Dec '17 -	'18

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.

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

)K										
)K		 								
•					Aug '17				Dec	Jai '18
•			Jun '17 -	Jul '17 -		Sep '17	0ct '17 -	Nov '17	Dec	Ja



Median Est Value

Median Listing Price

Med Listing Price as a % of Med Est Value





Median Days in RPR

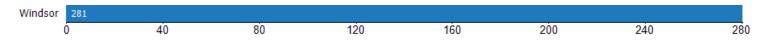
The median number of days between when residential properties are first displayed as active listings in RPR and when accepted offers have been noted in RPR.

	300												
Filters Used													
State: VT County: Windsor County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	225												
,	150												
	75												
	75												
		Feb '17	Mar '17		May '17			Aug '17		0ct '17	Nov '17	Dec '17	Jan
Current Year	0 Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	0ct	Nov	Dec	
Current Year Prior Year	0 Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	0ct	Nov	Dec	'18

Average Days in RPR (By County)

The average number of days between when residential properties are first displayed as active listings in RPR and when accepted offers have been noted in RPR by county.

Filters Used: State: VT; County: Windsor County, Vermont; Property Type: Condo/Townhouse/Apt, Single Family Residence



Median Days in RPR (By County)

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 by county.

Filters Used: State: VT; County: Windsor County, Vermont; Property Type: Condo/Townhouse/Apt, Single Family Residence

Windsor	198									
Ó)	20	40	60	80	100	120	140	160	180





Months of Inventory

The number of months it would take to exhaust active listings at the current sales rate.

Family Residence	4.0												
	10												
	5												
	0												
	Jan	Feb	Mar	Apr	May		Jul	Aug	Sep	0ct	Nov	Dec	Jan
	'17	'17	'17	'17	'17	'17	'17	'17	'17	'17	'17	'17	'18
	-	-	-	-	-	-	-	-	-	-	-	-	8.69
Current Year									_	_			11.7
Current Year Prior Year	-	-	-	-	-	-	-	_	=	=	_	-	

The percentage of inventory sold per month.

Filters Used	15%
State: VT County: Windsor County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	10%
	5%

	0												
	Jan '17	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	12%
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	9%
Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-3%







Absorption Rate (By County)

The percentage of the inventory sold during the last month by county.

Filters Used: State: VT; County: Windsor County, Vermont; Property Type: Condo/Townhouse/Apt, Single Family Residence

Windsor	8.71 %							
(Ó	1%	2%	3%	4%	6%	7%	8%

Active/Pending/Sold Units

The number of single-family, condominium and townhome properties that were Active, Pending and Sold each month.

	600												
Filters Used													
State: VT County: Windsor County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	450												
·	300												
	150												
	0												
	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	0ct	Nov	Dec	Jan
	'17	'17	'17	'17	May '17	'17	'17	'17	'17	'17	'17	'17	'18
Active													
Active Pending													'18



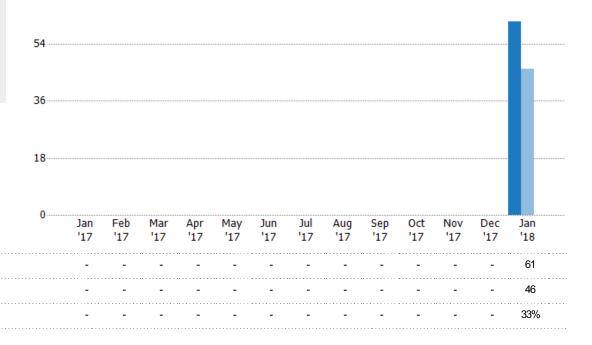




New Pending Sales

The number of single-family, condominium and townhome properties with accepted offers that were added each month.





New Pending Sales Volume

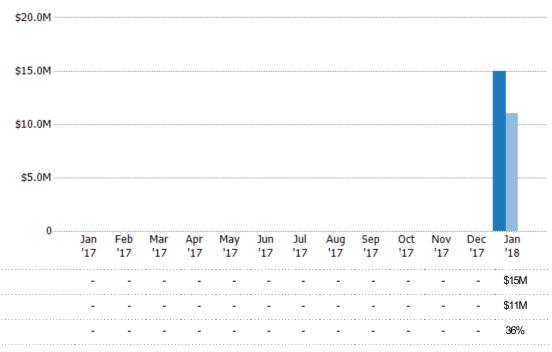
Percent Change from Prior Year

Current Year

Prior Year

The sum of the sales price of single-family, condominium and townhome properties with accepted offers that were added each month.

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





Current Year

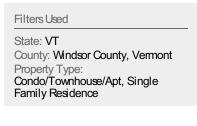
Percent Change from Prior Year

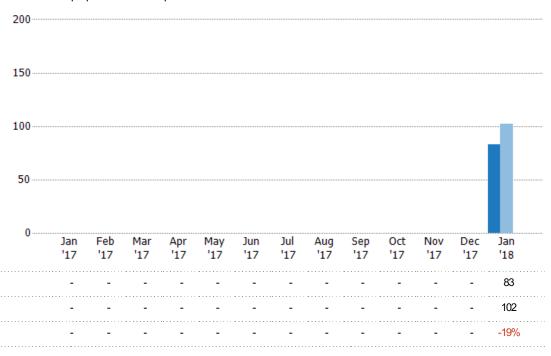




Pending Sales

The number of single-family, condominium and townhome properties with accepted offers that were available at the end each month.





Pending Sales Volume

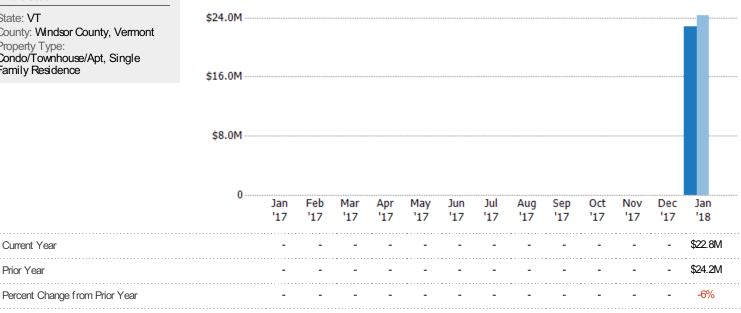
Percent Change from Prior Year

Current Year

Prior Year

The sum of the sales price of single-family, condominium and townhome properties with accepted offers that were available at the end of each month.





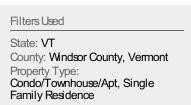
Current Year

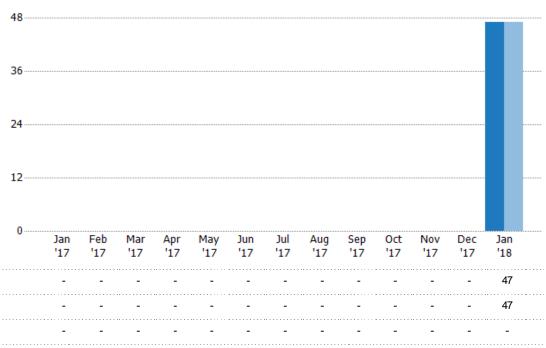




Closed Sales

The total number of single-family, condominium and townhome properties sold each month.





Closed Sales Volume

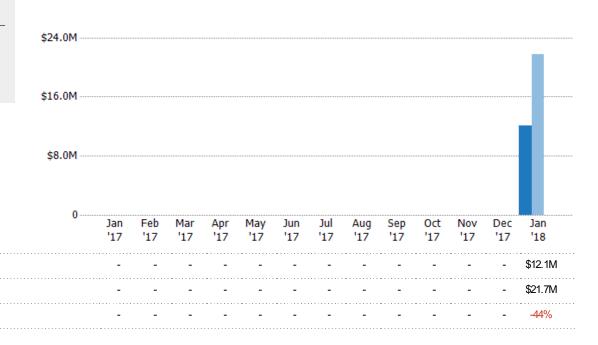
Current Year

PriorExtra Year

Prior Year

The sum of the sales price of single-family, condominium and townhome properties sold each month.

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



Current Year

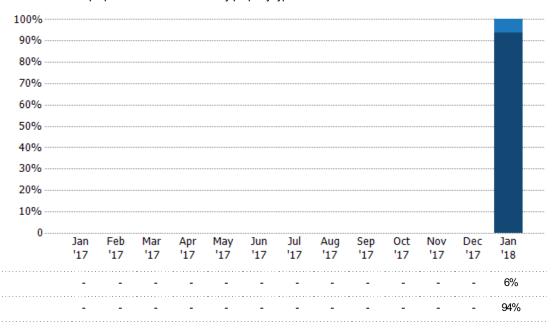
Percent Change from Prior Year



Closed Sales by Property Type

The percentage of single-family, condominium and townhome properties sold each month by property type.





Closed Sales (By County)

Condo/Townhouse

Single Family Residence

The total number of single-family, condominium and townhome properties sold during the last month by county. Filters Used: State: VT; County: Windsor County, Vermont; Property Type: Condo/Townhouse/Apt, Single Family Residence

Windsor	47							
(0	6	12	18	24	30	36	42







Average Sales Price

The average sales price of the single-family, condominium and townhome properties sold each month.

Filters Used	\$500K												
State: VT County: Windsor County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	\$375K												
,	\$250K												
	\$125K												
	0												
	Jan '17	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$257K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$462K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-44%

Median Sales Price

The median sales price of the single-family, condominium and townhome properties sold each month.

\$300K

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

\$150K

\$75K

	Jan '17	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$173K	
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$225K	
Percent Change from Prior Year	-	-	_	-	-	-	-	-	-	-	-	-	-23%	





'17

'18



Market Data Report

Average Sales Price vs Average Listing Price

The average sales price as a percentage of the average listing price for properties sold each month.

\$300K

Filters Used	
State: VT County: Windsor County, Property Type: Condo/Townhouse/Apt, Family Residence	

\$75K	 	 	 	 	 	
\$150K	 	 	 	 	 	
\$223K	 		 	 	 	

Avg List Price	-	-	-	-	-	-	-	-	-	-	-	-	\$278K
Avg Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$257K
Avg Sales Price as a % of Avg List Price	-	-	-	-	-	-	-	-	-	-	-	-	92%

'17

'17

Median Sales Price vs Median Listing Price

The median sales price as a percentage of the median listing price for properties sold each month.

'17

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

50K												
00K												
EOV												
JUK												
0 Jan												 Jan
0			Apr '17	May '17	Jun '17	Jul '17		Sep '17	0ct '17	Nov '17	Dec '17	Jan '18
0 Jan	Feb '17	Mar '17	Apr '17	May '17 -	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Ja '1 \$18



Median List Price

Median Sales Price

Med Sales Price as a % of Med List Price





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	\$300K												
State: VT County: Windsor County, Vermont Property Type: Condo/Townhouse/Apt, Single	\$225K												
Family Residence	\$150K												•••••
	\$75K												
	\$75K												
	0												***********
	0 Jan '17	Feb '17	Mar '17		May '17	Jun '17		Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18
Avg Est Value	Jan '17	Feb '17 -	Mar '17	Apr '17	May '17	Jun '17 -	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	'18
Avg Est Value Avg Sales Price	Jan '17	Feb '17 -	Mar '17	Apr '17	May '17	Jun '17 -	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18 \$236k

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.

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

\$200K												
\$150K												
\$100K												
\$50K												
0												
Jan '17	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18
-	-	-	-	-	-	- -	-	-	-	-	-	\$172K
-	-	-	-	-	-	-	-	-	-	-	-	\$185K
-	-	-	-	-	<u>-</u>	<u>-</u>	-	-	-	<u>-</u>	-	107%



Median Est Value

Median Sales Price

Med Sales Price as a % of Med Est Value





Appendix

The metrics that are calculated by RPR® may show the same general trends as those published by other sources (i.e. MLS, Associations or vendors), but because of our processes and parcel-centric approach, some variation may occur. Data sources include MLS's, where licensed, and public records for more in-depth metrics on distressed properties.

Report Details				Listing Activity Charts
Report Name: Wind	dsor County			✓ New Listings
Run Date: 02/21/20	18			Active Listings
Scheduled: No				Avg/Med Listing Price
Report Date Range	e: From 1/2018 To: 1/201	8		Avg/Med Listing Price per Sq Ft
				Avg/Med Listing Price vs Est Value
Information Incl	uded			Median Days in RPR
Include Cover S	heet		Averages	✓ Months of Inventory
Include Key Met	ric Summary *	Include Appendix	Medians	Absorption Rate
Include Metrics	By: County			
	e's YTD median calculations al	re calculated using a weighted average	of the median values for each	Sales Activity Charts
month that is included.				Active/Pending/Sold
MLS Filter				▼ New Pending Sales
MLS:	All			▼ Pending Sales
WILG.	All			☑ Closed Sales
Listing Filters				✓ Avg/Med Sales Price
Property Types:	Condo/Townhouse/Apt	Single Family Residence		Avg/Med Sales Price per Sq Ft
	condo rowinodac// pt	Orngie i arring i caderice		▼ Avg/Med Sales Price vs Listing Price
Sales Types:	All			✓ Avg/Med Sales Price vs Est Value
Price Range:	None			Distressed Charts
				Distressed Listings
Location Filters				☐ Distressed Sales
State:	All			Data Tables Using 1/2018 data
County:	Windsor County, Vermo	nt		Listing Activity by ZIP
				Listing Activity by Metro Area
ZIP Code:	All			Sales Activity by ZIP
				Sales Activity by Metro Area
				Gales Acuvity by Medo Alea

