

# 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	+/-	Jun 2017	Jun 2018	Key Metrics
						Listing Activity Charts Metrics
+5%	140	147	+5%	140	147	New Listing Count
+317.7%	\$54,732,200	\$228,621,794	+317.7%	\$54,732,200	\$228,621,794	New Listing Volume
-24.5%	820	619	-24.5%	820	619	Active Listing Count
-13.6%	\$396,195,996	\$342,275,993	-13.6%	\$396,195,996	\$342,275,993	Active Listing Volume
+14.4%	\$483,166	\$552,950	+14.4%	\$483,166	\$552,950	Average Listing Price
+22.5%	\$285,000	\$349,000	+22.5%	\$285,000	\$349,000	Median Listing Price
-36.7%	150	95	-36.7%	150	95	Median Days in RPR
-34.7%	10.6	7	-	_	_	Months of Inventory
+5%	9.39%	14.38%	+	_	_	Absorption Rate
						Sales Activity Charts Metrics
+9.9%	81	89	+9.9%	81	89	New Pending Sales Count
+781.8%	\$21,955,100	\$193,594,698	+781.8%	\$21,955,100	\$193,594,698	New Pending Sales Volume
+8.1%	123	133	+8.1%	123	133	Pending Sales Count
+4.8%	\$32,861,500	\$34,426,598	+4.8%	\$32,861,500	\$34,426,598	Pending Sales Volume
-3.4%	89	86	-3.4%	89	86	Closed Sales Count
-10.1%	\$28,376,190	\$25,509,300	-10.1%	\$28,376,190	\$25,509,300	Closed Sales Volume
-7%	\$318,834	\$296,620	-7%	\$318,834	\$296,620	Average Sales Price
-8.1%	\$215,000	\$197,500	-8.1%	\$215,000	\$197,500	Median Sales Price





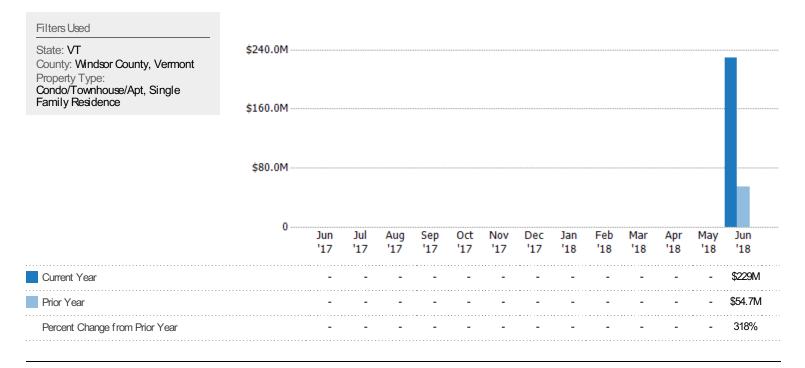
# New Listings

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

Filters Used	200													
State: VT County: Windsor County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	150													
	100													
	50													
	0	Jun	Jul	Aug	Sep	0ct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun
		'17	'17	'17	'17	'17	'17	'17	'18	'18	'18	'18	'18	'18
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	147
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	140
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	5%

#### New Listing Volume

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





#### Active Listings

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

Filters Used	2K													
State: VT County: Windsor County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	1.5K													
	1K													
	0.5K													
	0	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun
		'17	'17	'17	'17	'17	'17	'17	'18	'18	'18	'18	'18	'18
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	619
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	820
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	-25%

#### Active Listing Volume

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

Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	-14%
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	\$396M
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	\$342M
	0	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18
	\$120.0M													
Property Type: Condo/Townhouse/Apt, Single Family Residence	\$240.0M													
State: VT County: Windsor County, Vermont Property Type:	\$360.0M													
Filters Used	\$480.0M ······													



#### Average Listing Price

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

	\$600K ······												
Filters Used State: VT County: Windsor County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	\$450K												
	\$300K ······												
	\$150K 0 Jun		Aug	Sep	Oct	Nov	Dec			Mar	Apr	May	 Jun
	'17	'17	'17	'17	'17	'17	'17	'18	'18	'18	'18	'18	'18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$553K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$483K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	14%

# Median Listing Price

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

Filters Used	\$400K ······												
State: VT County: Windsor County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	\$300K												
	\$200K												
	\$100K												
	0		_	_			_	_			-		
	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$349K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$285K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	22%





# 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.

	\$600K ······												
Filters Used													
State: VT County: Windsor County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	\$450K												
r aniny headence	\$300K												
	+												
	\$150K												
	0												
	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18
		1/				17					10		
Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$412K
Avg Listing Price	-	-	-	-	-	-	-	-	-	-	-	-	\$553K
Avg Listing Price as a % of Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	134%

#### 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.

	\$400K ······												
Filters Used													
State: VT County: Windsor County, Vermont Property Type: Condo/Townhouse/Apt, Single	\$300K												
Family Residence	\$200K												
	\$100K												
	0												
	Jun	Jul	Aug	Sep	0ct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun
	'17	'17	'17	'17	'17	'17	'17	'18	'18	'18	'18	'18	'18
Median Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$287K
Median Listing Price	-	-	-	-	-	-	-	-	-	-	-	-	\$349K
Med Listing Price as a % of Med Est Value	-	-	-	-	-	-	-	-	-	-	-	-	122%





#### 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.

	200												
Filters Used													
State: VT County: Windsor County, Vermont	150												
Property Type: Condo/Townhouse/Apt, Single													
Family Residence	100												
	100												
	50												
	0												
	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18
	17	17	17	17	17	17	17	10	10	10	10	10	10
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	95
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	150
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-37%

#### Months of Inventory

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

Eller Hard	20												
Filters Used State: VT County: Windsor County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	15												
	10												
	5												
	•		•										
	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	10.5
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	10.1
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	4%





#### Absorption Rate

The percentage of inventory sold per month.

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

	0												
	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	10%
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	10%
Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	0%

# Active/Pending/Sold Units

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

	700												
Filters Used													
State: VT County: Windsor County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	525												
Family Residence	350												
	_												
	175												
	0												
	Jun	Jul	Aug	Sep	Oct		Dec	Jan	Feb	Mar	Apr	May	Jun
	'17	'17	'17	'17	'17	'17	'17	'18	'18	'18	'18	'18	'18
Active	-	-	-	-	-	-	-	-	-	-	-	-	619
Pending	-	-	-	-	-	-	-	-	-	-	-	-	133
Sold	-	-	-	-	-	-	-	-	-	-	-	-	86

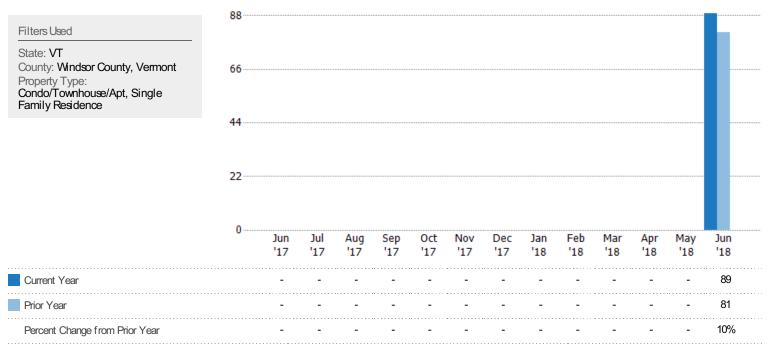
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#### New Pending Sales

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



# New Pending Sales Volume

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

Filters Used	\$200.0M ······													
State: VT County: Windsor County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	\$150.0M													
	\$100.0M ·····													
	\$50.0M													
	0	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18
Current Year		-	-		<b>.</b>	-	-		·····	-	·····-	-		\$194M
Prior Year		-	-	-		-	-	-	-	-	-	-	-	\$22M
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	782%



# Pending Sales

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

Filters Used	200														
State: VT County: Windsor County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	150														
	100														
	50														
	0	Jun	Jul	Aug	Sep	0ct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	
		'17	'17	'17	'17	'17	'17	'17	'18	'18	'18	'18	'18	'18	
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	133	• • •
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	123	
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	8%	

#### Pending Sales Volume

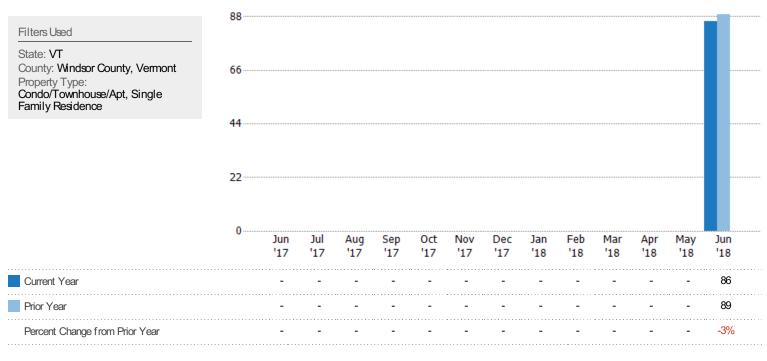
The sum of the sales price of single-family, condominium and townhome properties with accepted offers that were available at the end of each month.

Filters Used	\$48.0M ······													
State: VT County: Windsor County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	\$36.0M													
	\$24.0M													
	\$12.0M													
	0	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun
		'17	'17	'17	'17	'17	'17	'17	'18	'18	'18	'18	'18	'18
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	\$34.4M
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	\$32.9M
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	5%



# Closed Sales

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



#### **Closed Sales Volume**

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

Filters Used State: VT County: Windsor County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	\$24.0M \$16.0M													
	\$8.0M													
	0	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	\$25.5M
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	\$28.4M
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	-10%



#### Closed Sales by Property Type

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

	100%														
Filters Used	90%														
State: VT County: Windsor County, Vermont	80%														
Property Type:	70%														
Condo/Townhouse/Apt, Single Family Residence	60%														
	50%														
	40%														
	30%														
	20%														
	10%														
	0	Jun	Jul	Aug	Sep	0ct	Nov		Jan	Feb	Mar	Apr	May	Jun	
		'17	'17	'17	'17	'17	'17	'17	'18	'18	'18	'18	'18	'18	
Condo/Townhouse		-	-	-	-	-	-	-	-	-	-	-	-	21%	
Single Family Residence		-	-	-	-	-	-	-	-	-	-	-	-	79%	

# Average Sales Price

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

	\$400K ······												
Filters Used													
State: VT County: Windsor County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	\$300K												
ranny reddonoo	\$200K ······												
	\$100K												
	0												
	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun
	'17	'17	'17	'17	'17	'17	'17	'18	'18	'18	'18	'18	'18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$297K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$319K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-7%





#### Median Sales Price

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

	\$300K ······												
Filters Used													
State: VT	100514												
County: Windsor County, Vermont Property Type:	\$225K ······												
Property Type: Condo/Townhouse/Apt, Single Family Residence													
Family Residence	\$150K												
	\$75K												
	0												
	Jun	Jul	Aug	Sep	0ct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun
	'17	'17	'17	'17	'17	'17	'17	'18	'18	'18	'18	'18	'18
Current Year	_												\$198K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$215K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-8%

#### 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	\$3.0M											,	
State: VT County: Windsor County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	\$2.3M												
Family Residence	\$1.5M												
	\$0.8M												
	0												
	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18
Avg List Price	-	-	-	-	-	-	-		-	-	-	-	\$2.28M
Avg Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$297K
Avg Sales Price as a % of Avg List Price	-	-	-	-	-	-	-	-	-	-	-	-	13%





# 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	\$300K ······												
State: VT County: Windsor County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	\$225K												
	\$150K												
	\$75K												
	0												
	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18
Median List Price	_	······		······			<u>-</u>			<u>-</u>			\$216K
Median Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$198K
Med Sales Price as a % of Med List Price	-	-	-	-	-	-	-	-	-	-	-	-	92%

#### 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	\$3.0M												
State: VT County: Windsor County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	\$2.3M												
Family Residence	\$1.5M												
	\$0.8M												
	çololi												
	0 Jun	Jul	Aug	Sep	0ct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun
	'17	'17	'17	'17	'17	'17	'17	'18	'18	'18	'18	'18	'18
Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$393K
Avg Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$2.28M
Avg Sales Price as a % of Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	582%



# 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.

	\$300K ······												
Filters Used State: VT													
County: Windsor County, Vermont Property Type: Condo/Townhouse/Apt, Single	\$225K												
Family Residence	\$150K												
	1751												
	\$75K												
	0												
	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18
Median Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$234K
Median Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$216K
Med Sales Price as a % of Med Est Value	-	-	-	-	-	-	-	-	-	-	-	-	92%

