

Summary of Key Listing and Sales Metrics

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

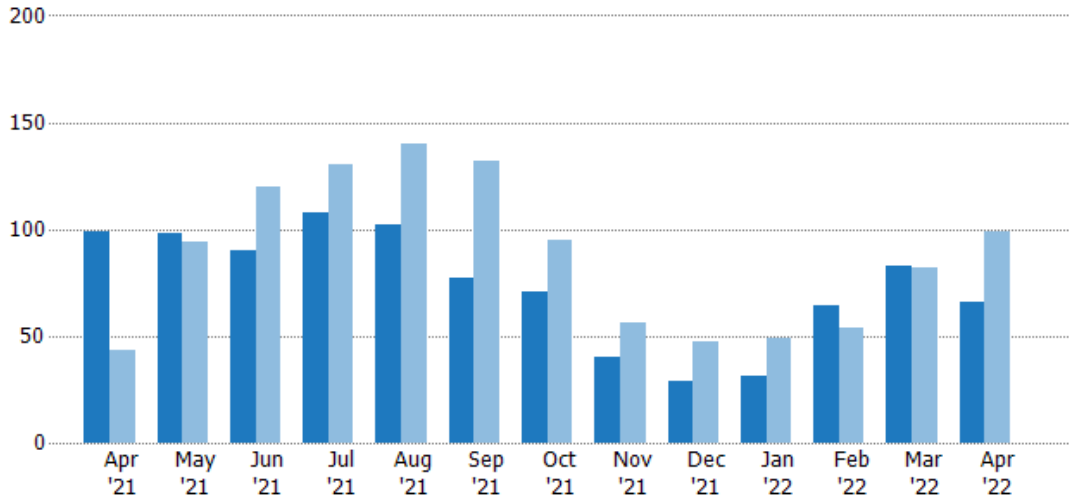
Key Metrics	Apr 2022	Apr 2021	+ / -	YTD 2022	YTD 2021	+ / -
Listing Activity Charts Metrics						
New Listing Count	66	99	-33.3%	244	284	-14.1%
New Listing Volume	\$31,289,500	\$49,980,988	-37.4%	\$127,049,999	\$148,975,086	-14.7%
Active Listing Count	166	188	-11.7%	N/A	N/A	
Active Listing Volume	\$113,336,298	\$126,767,356	-10.6%	N/A	N/A	
Average Listing Price	\$682,749	\$674,294	+1.3%	\$791,608	\$637,462	+24.2%
Median Listing Price	\$399,000	\$372,000	+7.3%	\$476,954	\$372,246	+28.1%
Median Days in RPR	43	101	-57.4%	72.05	138.52	-48%
Months of Inventory	3.5	2.7	+31.5%	1.8	4.7	-61.7%
Absorption Rate	28.31%	37.23%	-8.9%	55.6%	21.32%	+34.3%
Sales Activity Charts Metrics						
New Pending Sales Count	13	94	-86.2%	139	333	-58.3%
New Pending Sales Volume	\$5,354,700	\$40,367,698	-86.7%	\$75,139,999	\$146,549,491	-48.7%
Pending Sales Count	26	157	-83.4%	N/A	N/A	
Pending Sales Volume	\$16,862,300	\$71,523,198	-76.4%	N/A	N/A	
Closed Sales Count	59	67	-11.9%	182	253	-28.1%
Closed Sales Volume	\$33,739,364	\$28,570,810	+18.1%	\$93,486,387	\$99,666,452	-6.2%
Average Sales Price	\$571,854	\$426,430	+34.1%	\$513,661	\$393,939	+30.4%
Median Sales Price	\$445,000	\$327,500	+35.9%	\$359,148	\$291,591	+23.2%

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.
Apr '22	66	-33.3%
Apr '21	99	130.2%
Apr '20	43	97.7%

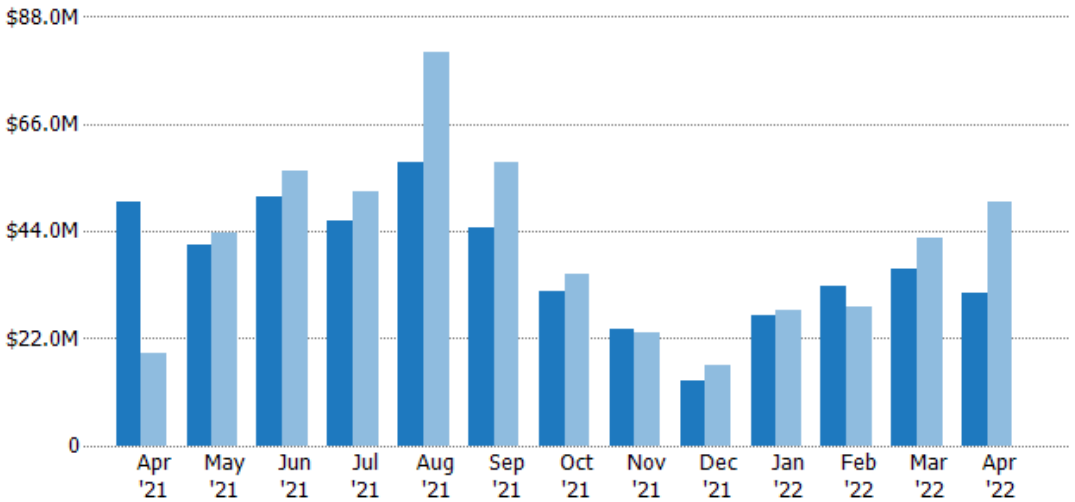
Current Year	99	98	90	108	102	77	71	40	29	31	64	83	66
Prior Year	43	94	120	130	140	132	95	56	47	49	54	82	99
Percent Change from Prior Year	130%	4%	-25%	-17%	-27%	-42%	-25%	-29%	-38%	-37%	19%	1%	-33%

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.
Apr '22	\$31.3M	-37.4%
Apr '21	\$50M	161.3%
Apr '20	\$19.1M	57.3%

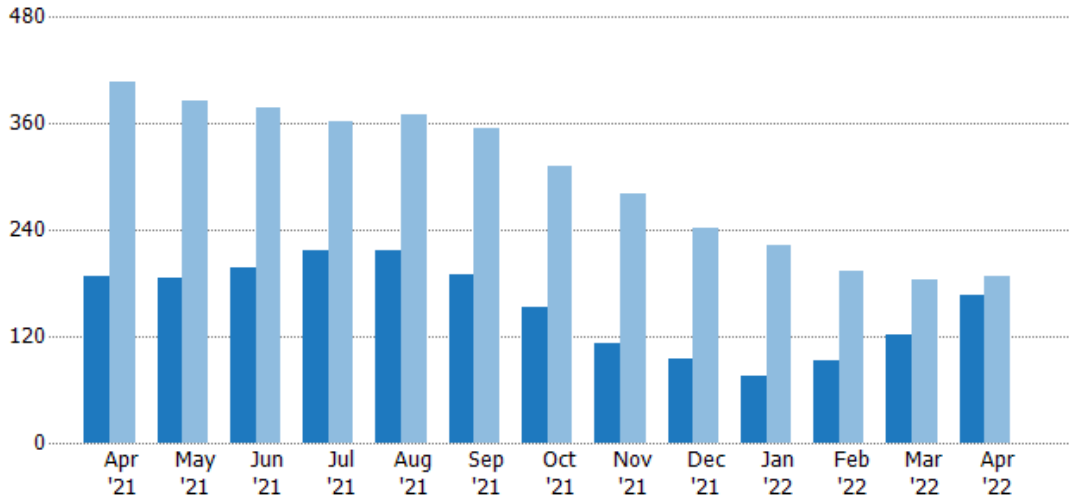
Current Year	\$50M	\$41.3M	\$51.2M	\$46.3M	\$58.2M	\$44.6M	\$31.8M	\$24M	\$13.2M	\$26.9M	\$32.7M	\$36.2M	\$31.3M
Prior Year	\$19.1M	\$43.5M	\$56.3M	\$52M	\$80.6M	\$58.2M	\$35.3M	\$23.4M	\$16.6M	\$27.8M	\$28.6M	\$42.6M	\$50M
Percent Change from Prior Year	161%	-5%	-9%	-11%	-28%	-23%	-10%	3%	-20%	-4%	14%	-15%	-37%

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



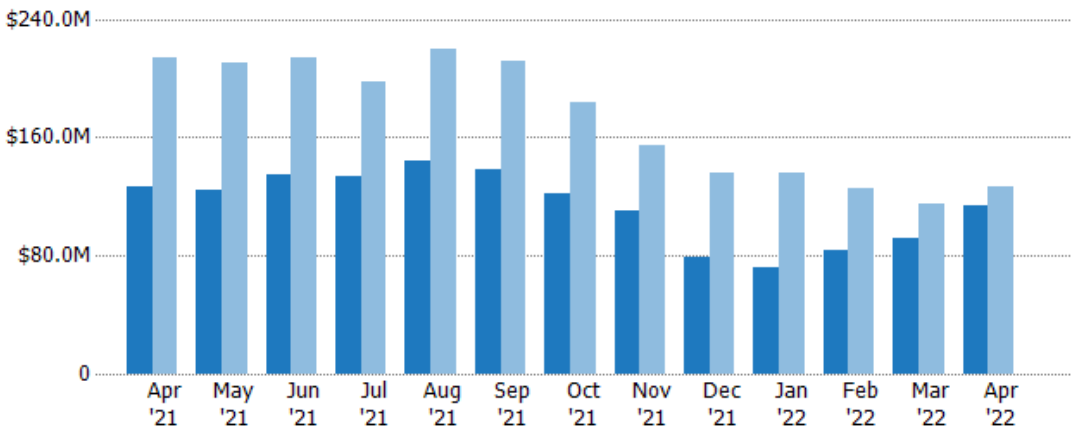
	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21	Jan '22	Feb '22	Mar '22	Apr '22
Current Year	188	186	197	216	216	189	153	113	94	75	93	121	166
Prior Year	406	386	378	363	370	354	311	280	243	223	193	184	188
Percent Change from Prior Year	-54%	-52%	-48%	-40%	-42%	-47%	-51%	-60%	-61%	-66%	-52%	-34%	-12%

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



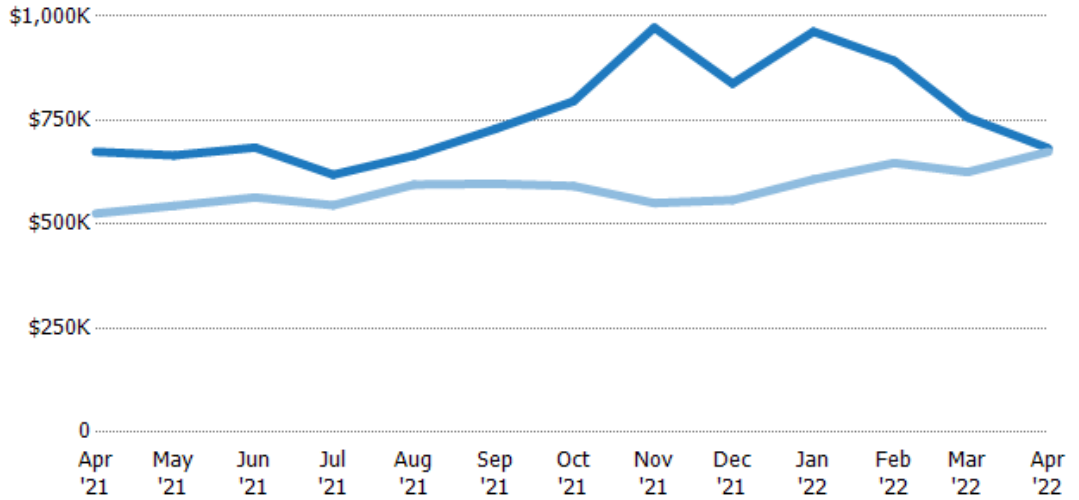
	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21	Jan '22	Feb '22	Mar '22	Apr '22
Current Year	\$127M	\$124M	\$135M	\$134M	\$144M	\$138M	\$122M	\$110M	\$78.8M	\$72.2M	\$83M	\$91.6M	\$113M
Prior Year	\$213M	\$210M	\$213M	\$198M	\$220M	\$212M	\$184M	\$154M	\$136M	\$136M	\$125M	\$115M	\$127M
Percent Change from Prior Year	-41%	-41%	-37%	-33%	-35%	-35%	-34%	-29%	-42%	-47%	-34%	-20%	-11%

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



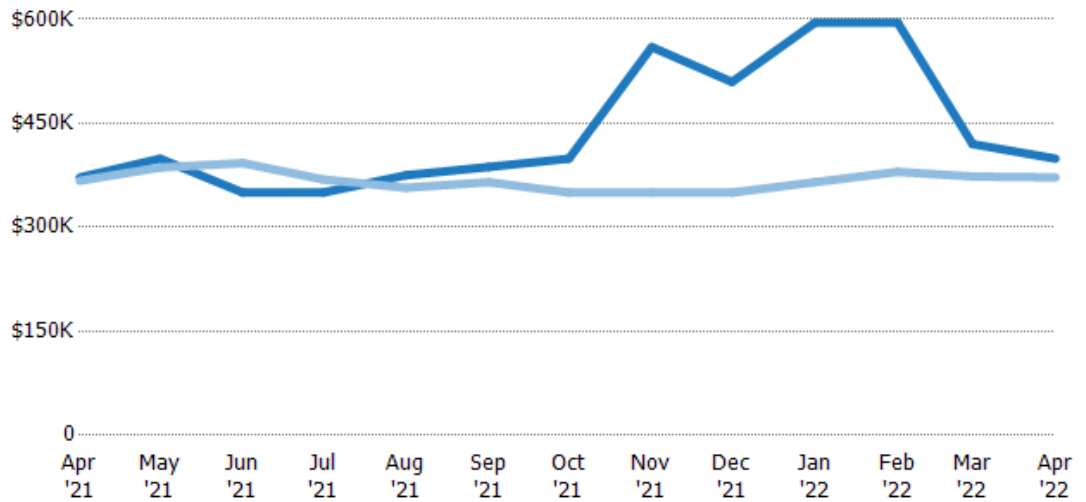
	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21	Jan '22	Feb '22	Mar '22	Apr '22
Current Year	\$674K	\$666K	\$684K	\$619K	\$665K	\$729K	\$796K	\$973K	\$838K	\$963K	\$893K	\$757K	\$683K
Prior Year	\$526K	\$544K	\$564K	\$546K	\$595K	\$597K	\$592K	\$551K	\$558K	\$608K	\$647K	\$625K	\$674K
Percent Change from Prior Year	28%	22%	21%	13%	12%	22%	34%	77%	50%	58%	38%	21%	1%

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



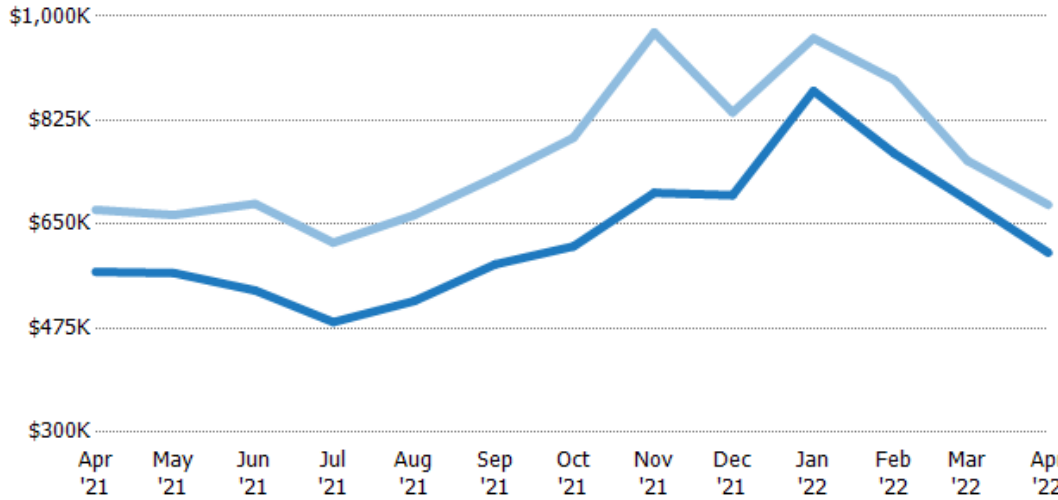
	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21	Jan '22	Feb '22	Mar '22	Apr '22
Current Year	\$372K	\$399K	\$350K	\$350K	\$375K	\$387K	\$399K	\$560K	\$510K	\$595K	\$595K	\$420K	\$399K
Prior Year	\$367K	\$386K	\$393K	\$369K	\$357K	\$365K	\$350K	\$350K	\$350K	\$365K	\$380K	\$373K	\$372K
Percent Change from Prior Year	1%	3%	-11%	-5%	5%	6%	14%	60%	46%	63%	57%	13%	7%

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



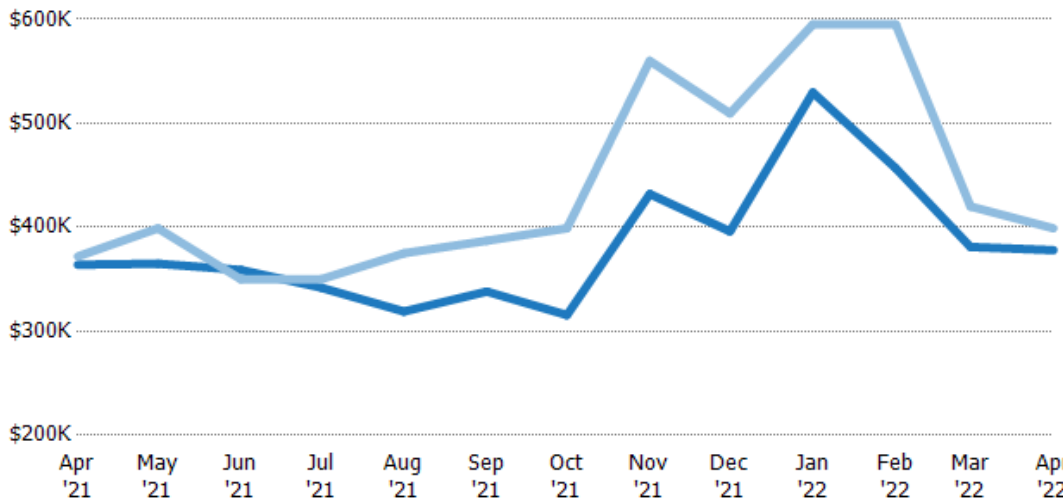
Avg Est Value	\$570K	\$568K	\$539K	\$485K	\$521K	\$583K	\$613K	\$703K	\$699K	\$874K	\$769K	\$691K	\$602K
Avg Listing Price	\$674K	\$666K	\$684K	\$619K	\$665K	\$729K	\$796K	\$973K	\$838K	\$963K	\$893K	\$757K	\$683K
Avg Listing Price as a % of Avg Est Value	118%	117%	127%	128%	128%	125%	130%	138%	120%	110%	116%	110%	113%

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	\$364K	\$365K	\$359K	\$342K	\$319K	\$338K	\$316K	\$432K	\$396K	\$530K	\$457K	\$381K	\$378K
Median Listing Price	\$372K	\$399K	\$350K	\$350K	\$375K	\$387K	\$399K	\$560K	\$510K	\$595K	\$595K	\$420K	\$399K
Med Listing Price as a % of Med Est Value	102%	109%	98%	102%	118%	114%	126%	130%	129%	112%	130%	110%	106%

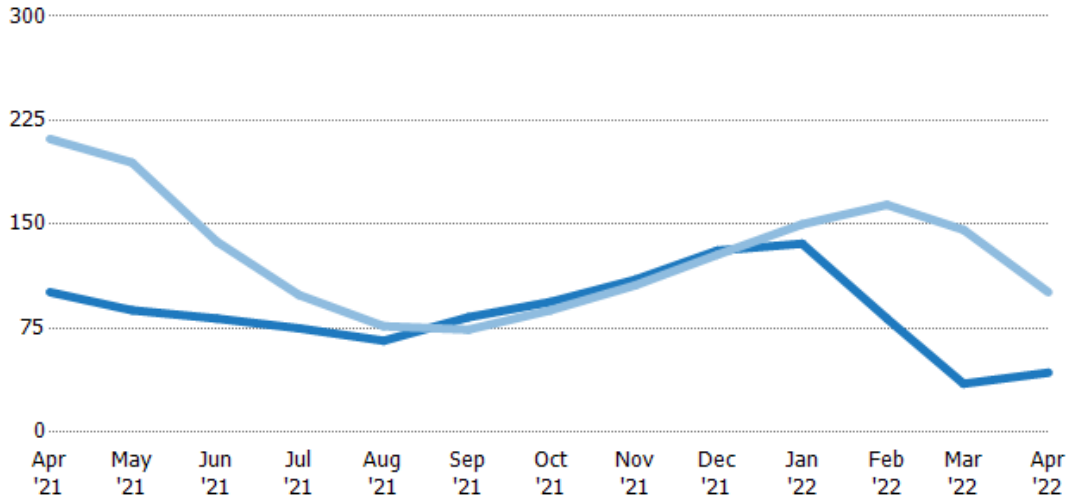
Median Days in RPR

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

Month/Year	Days	% Chg.
Apr '22	43	-57.4%
Apr '21	101	-52.2%
Apr '20	212	-12.1%



Current Year	101	88	82	75	66	83	94	110	131	136	82	35	43
Prior Year	212	195	138	99	76.5	74	88	106	128	150	164	146	101
Percent Change from Prior Year	-52%	-55%	-40%	-24%	-14%	12%	7%	4%	2%	-9%	-50%	-76%	-57%

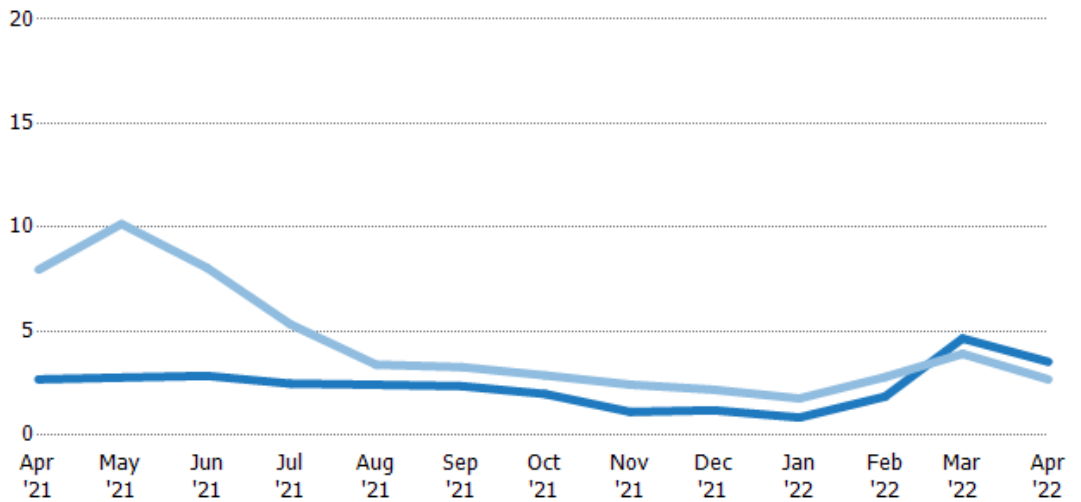
Months of Inventory

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

Month/Year	Months	% Chg.
Apr '22	3.53	31.5%
Apr '21	2.69	-66.3%
Apr '20	7.96	19.7%



Current Year	2.69	2.78	2.86	2.48	2.43	2.36	1.99	1.12	1.21	0	1.86	4.65	3.53
Prior Year	7.96	10.2	8.04	5.34	3.39	3.28	2.88	2.43	2.19	1.77	2.8	3.91	2.69
Percent Change from Prior Year	-66%	-73%	-65%	-53%	-29%	-28%	-31%	-54%	-45%	-52%	-34%	19%	32%

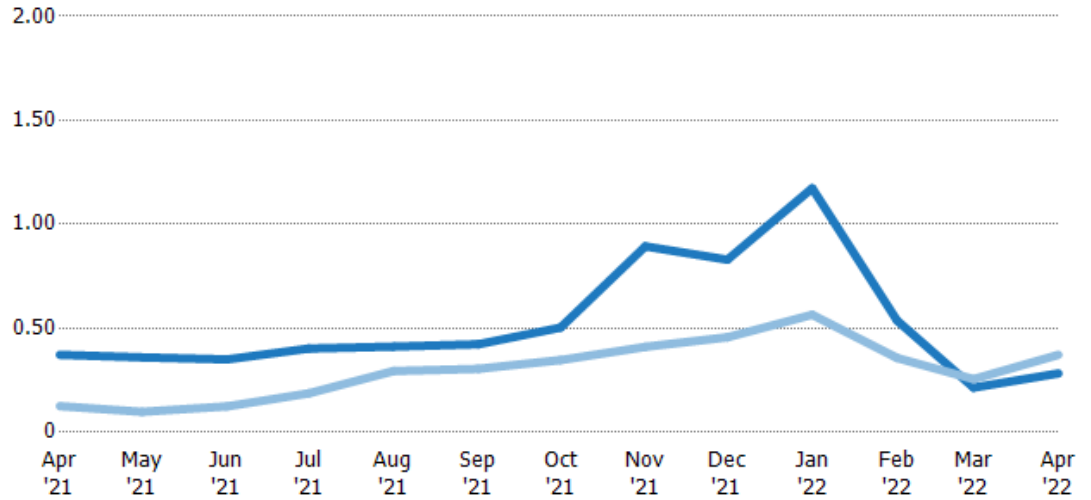
Absorption Rate

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.
Apr '22	28%	8.9%
Apr '21	37%	-24.7%
Apr '20	13%	-16.5%



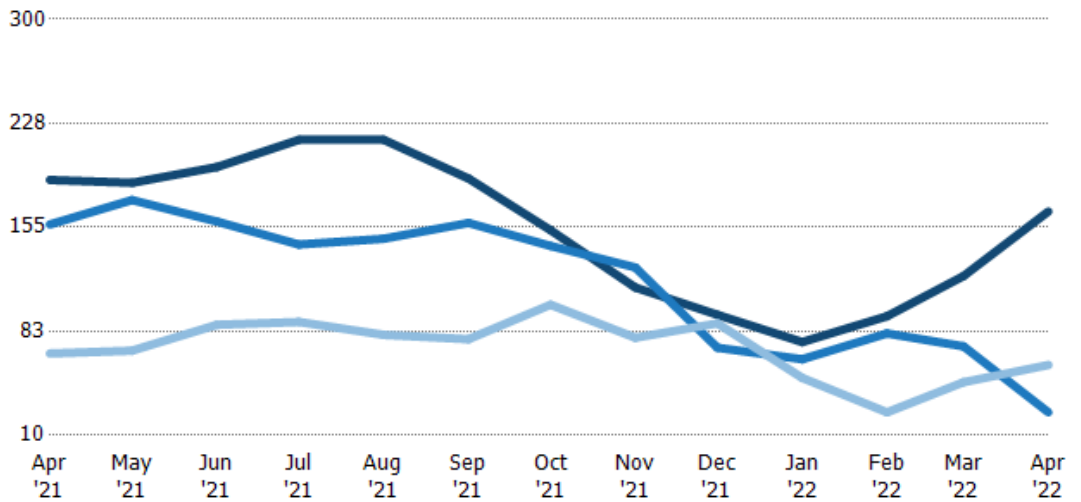
Current Year	37%	36%	35%	40%	41%	42%	50%	89%	83%	117%	54%	21%	28%
Prior Year	13%	10%	12%	19%	29%	31%	35%	41%	46%	57%	36%	26%	37%
Change from Prior Year	-25%	-26%	-23%	-22%	-12%	-12%	-16%	-48%	-37%	-61%	-18%	4%	9%

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



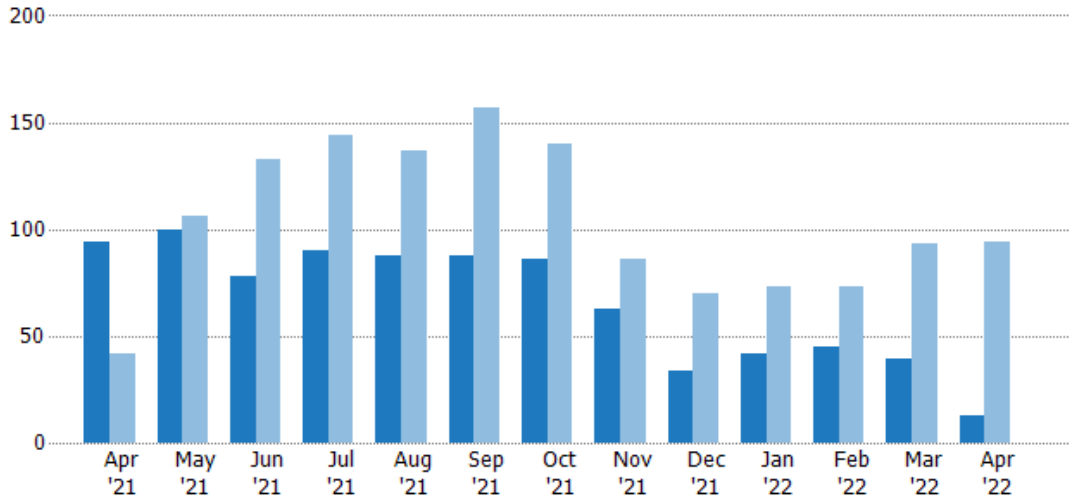
Active	188	186	197	216	216	189	153	113	94	75	93	121	166
Pending	157	174	159	143	147	158	142	127	71	63	81	72	26
Sold	67	69	87	89	80	77	101	78	88	50	26	47	59

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



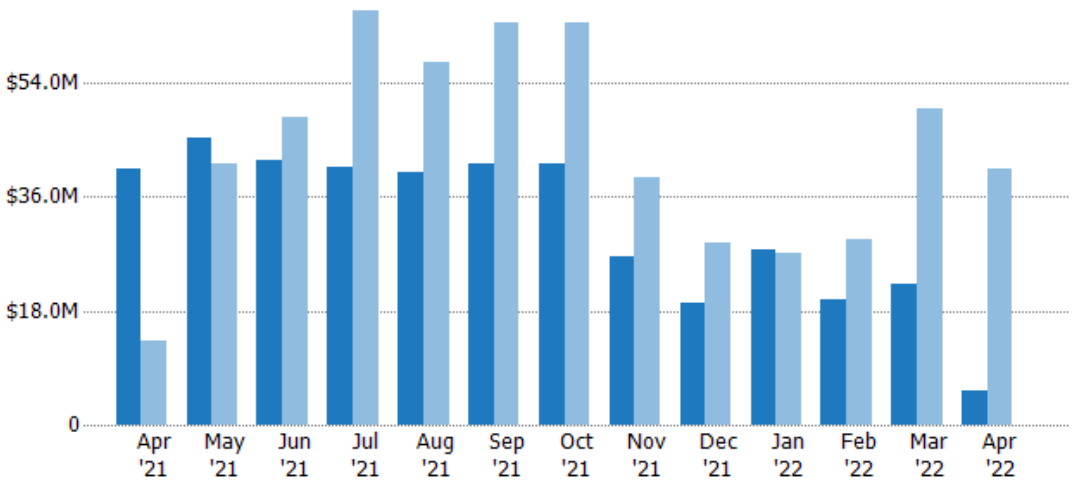
Month/Year	Current Year	Prior Year	Percent Change from Prior Year
Apr '21	94	42	124%
May '21	100	106	-6%
Jun '21	78	133	-41%
Jul '21	90	144	-38%
Aug '21	88	137	-36%
Sep '21	88	157	-44%
Oct '21	86	140	-39%
Nov '21	63	86	-27%
Dec '21	34	70	-51%
Jan '22	42	73	-42%
Feb '22	45	73	-38%
Mar '22	39	93	-58%
Apr '22	13	94	-86%

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



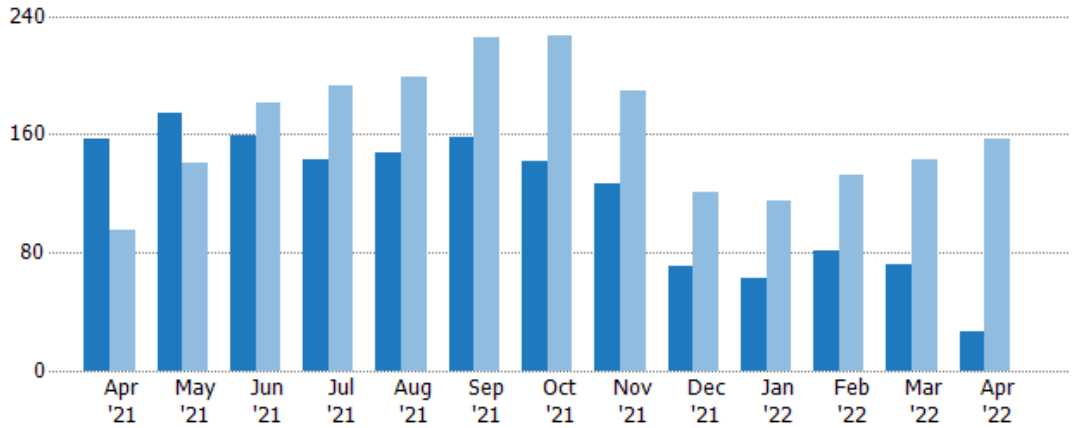
Month/Year	Current Year	Prior Year	Percent Change from Prior Year
Apr '21	\$40.4M	\$13.3M	204%
May '21	\$45.2M	\$41.2M	10%
Jun '21	\$41.9M	\$48.6M	-14%
Jul '21	\$40.8M	\$65.5M	-38%
Aug '21	\$39.8M	\$57.2M	-30%
Sep '21	\$41.1M	\$63.5M	-35%
Oct '21	\$41.1M	\$63.6M	-35%
Nov '21	\$26.6M	\$39.1M	-32%
Dec '21	\$19.3M	\$28.6M	-33%
Jan '22	\$27.7M	\$27.1M	2%
Feb '22	\$19.9M	\$29.3M	-32%
Mar '22	\$22.3M	\$49.8M	-55%
Apr '22	\$5.35M	\$40.4M	-87%

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



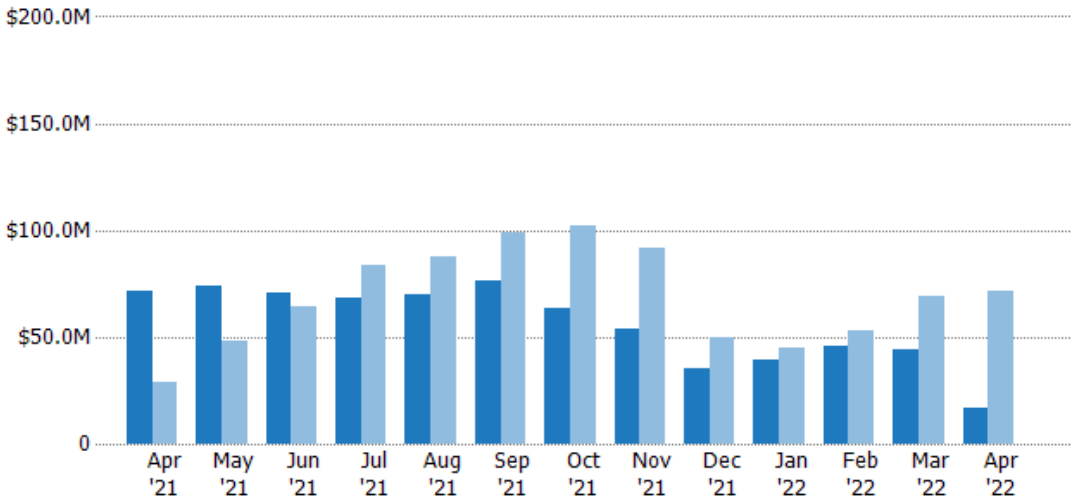
	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21	Jan '22	Feb '22	Mar '22	Apr '22
Current Year	157	174	159	143	147	158	142	127	71	63	81	72	26
Prior Year	95	141	181	193	199	225	227	190	121	115	133	143	157
Percent Change from Prior Year	65%	23%	-12%	-26%	-26%	-30%	-37%	-33%	-41%	-45%	-39%	-50%	-83%

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



	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21	Jan '22	Feb '22	Mar '22	Apr '22
Current Year	\$71.5M	\$73.6M	\$70.3M	\$68.4M	\$69.7M	\$76.1M	\$63.4M	\$54.1M	\$35.5M	\$39.7M	\$45.7M	\$43.8M	\$16.9M
Prior Year	\$28.7M	\$48.1M	\$64.3M	\$83.2M	\$88M	\$99.2M	\$102M	\$91.4M	\$49.9M	\$44.8M	\$52.7M	\$69.3M	\$71.5M
Percent Change from Prior Year	149%	53%	9%	-18%	-21%	-23%	-38%	-41%	-29%	-11%	-13%	-37%	-76%

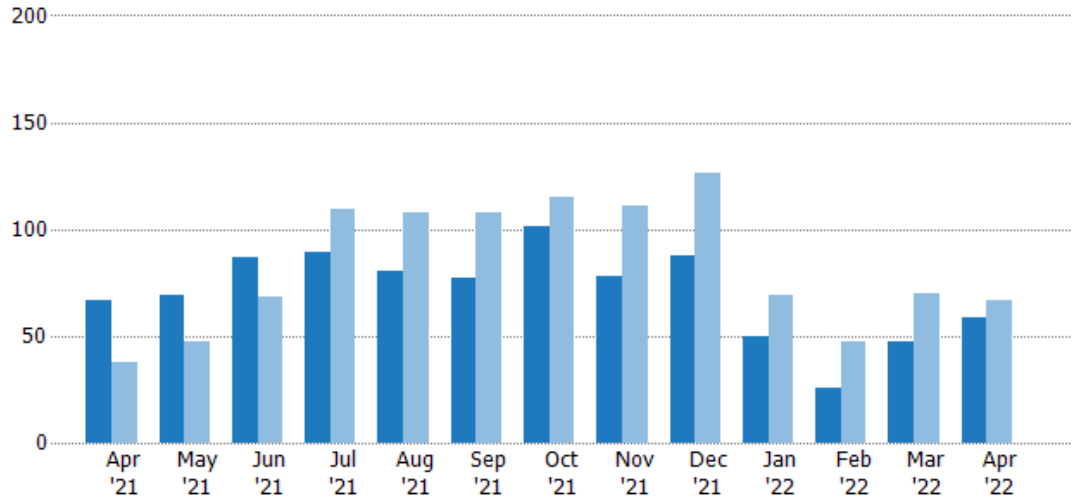
Closed Sales

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.
Apr '22	59	-11.9%
Apr '21	67	76.3%
Apr '20	38	65.8%



Current Year	67	69	87	89	80	77	101	78	88	50	26	47	59
Prior Year	38	47	68	109	108	108	115	111	126	69	47	70	67
Percent Change from Prior Year	76%	47%	28%	-18%	-26%	-29%	-12%	-30%	-30%	-28%	-45%	-33%	-12%

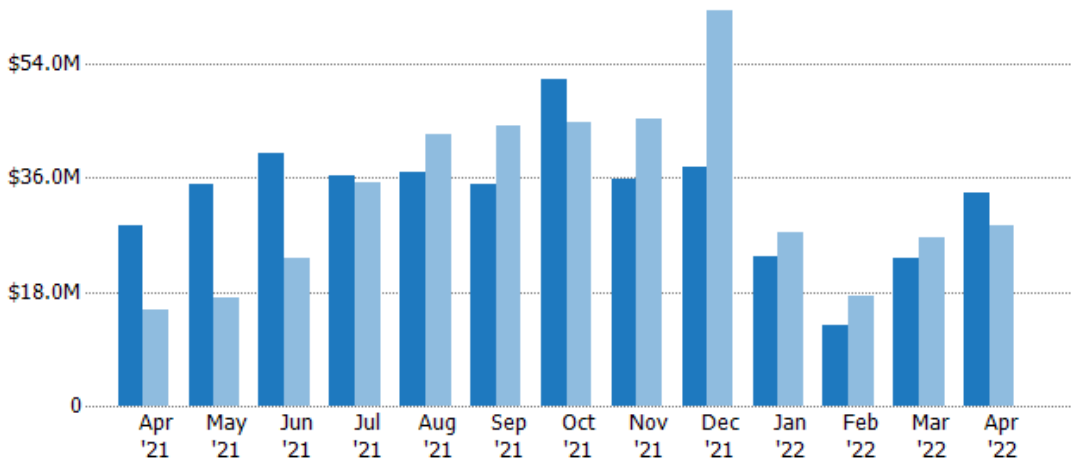
Closed Sales Volume

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.
Apr '22	\$33.7M	18.1%
Apr '21	\$28.6M	88.8%
Apr '20	\$15.1M	0.9%



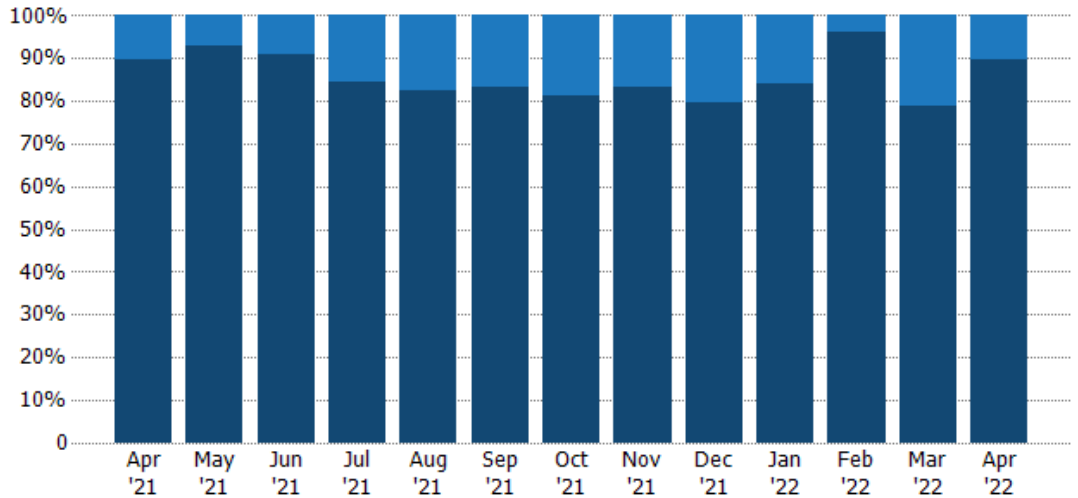
Current Year	\$28.6M	\$35M	\$39.9M	\$36.3M	\$36.9M	\$35.1M	\$51.6M	\$35.8M	\$37.7M	\$23.7M	\$12.8M	\$23.3M	\$33.7M
Prior Year	\$15.1M	\$17.1M	\$23.3M	\$35.2M	\$42.8M	\$44.3M	\$44.9M	\$45.2M	\$62.5M	\$27.3M	\$17.3M	\$26.5M	\$28.6M
Percent Change from Prior Year	89%	105%	71%	3%	-14%	-21%	15%	-21%	-40%	-13%	-26%	-12%	18%

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



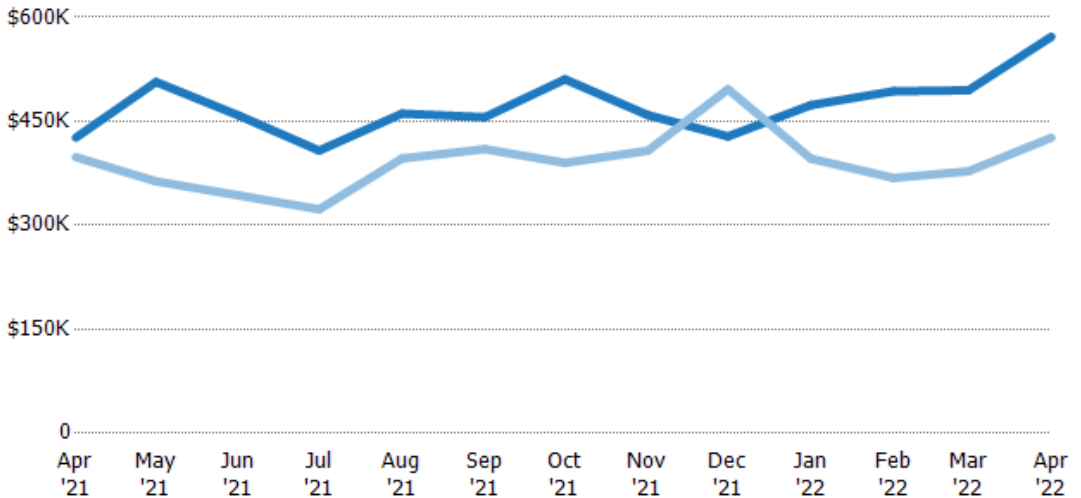
Property Type	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21	Jan '22	Feb '22	Mar '22	Apr '22
Condo/Townhouse	10%	7%	9%	16%	18%	17%	19%	17%	20%	16%	4%	21%	10%
Single Family Residence	90%	93%	91%	84%	83%	83%	81%	83%	80%	84%	96%	79%	90%

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.
Apr '22	\$572K	34.1%
Apr '21	\$426K	7.1%
Apr '20	\$398K	-39.1%

Property Type	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21	Jan '22	Feb '22	Mar '22	Apr '22
Current Year	\$426K	\$507K	\$458K	\$408K	\$461K	\$456K	\$511K	\$459K	\$428K	\$473K	\$493K	\$495K	\$572K
Prior Year	\$398K	\$363K	\$343K	\$323K	\$396K	\$410K	\$390K	\$408K	\$496K	\$396K	\$368K	\$378K	\$426K
Percent Change from Prior Year	7%	39%	34%	26%	16%	11%	31%	13%	-14%	19%	34%	31%	34%

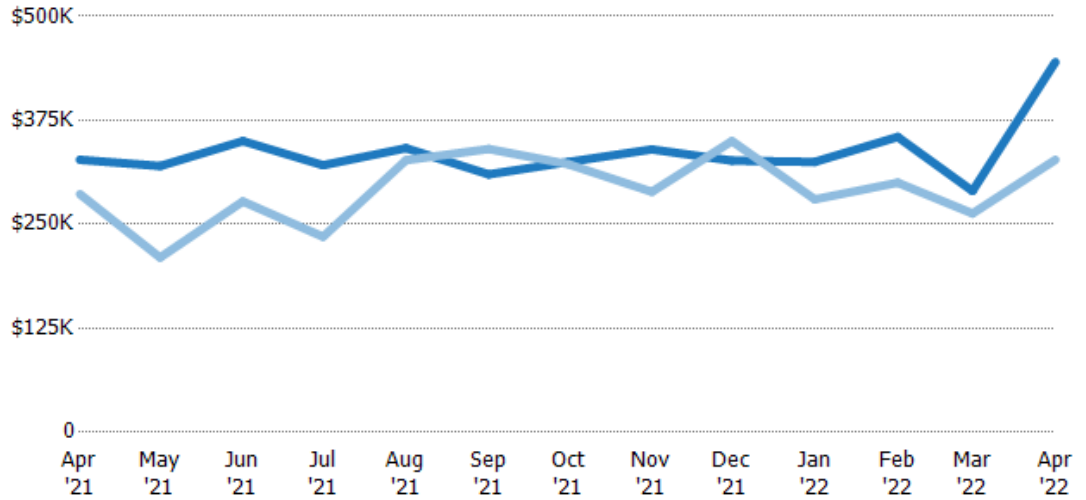
Median Sales Price

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.
Apr '22	\$445K	35.9%
Apr '21	\$328K	14.4%
Apr '20	\$286K	-32.2%



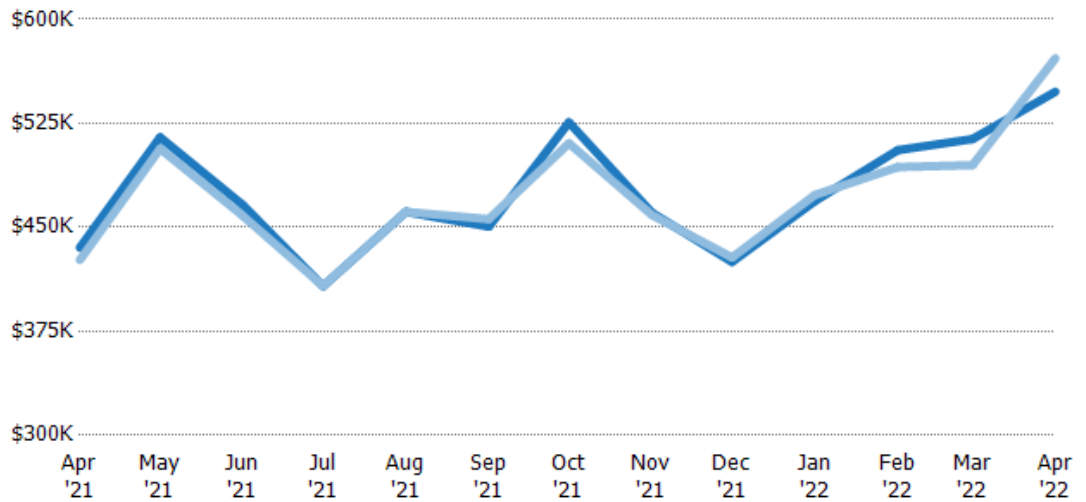
Current Year	\$328K	\$320K	\$350K	\$321K	\$342K	\$310K	\$325K	\$340K	\$327K	\$325K	\$355K	\$290K	\$445K
Prior Year	\$286K	\$210K	\$278K	\$235K	\$327K	\$341K	\$322K	\$289K	\$350K	\$280K	\$300K	\$263K	\$328K
Percent Change from Prior Year	14%	52%	26%	37%	4%	-9%	1%	18%	-7%	16%	18%	10%	36%

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



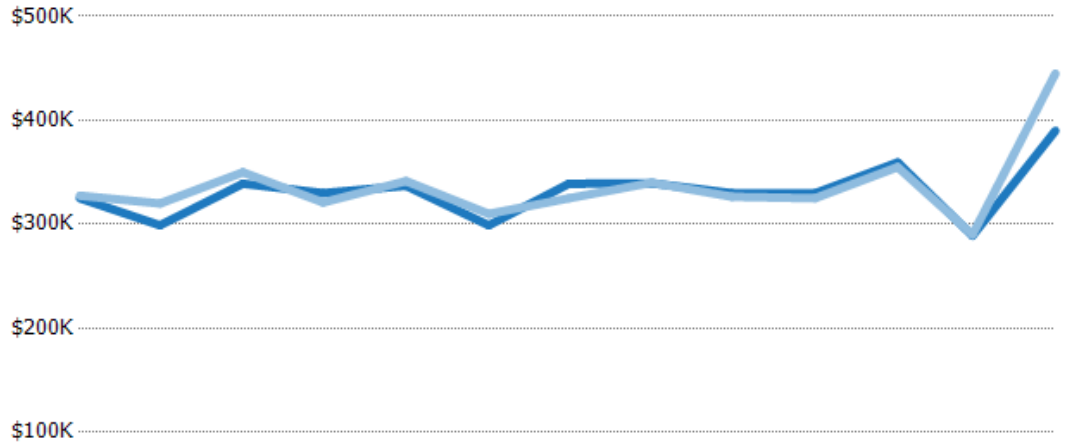
Avg List Price	\$435K	\$515K	\$466K	\$407K	\$461K	\$450K	\$526K	\$461K	\$425K	\$469K	\$506K	\$514K	\$548K
Avg Sales Price	\$426K	\$507K	\$458K	\$408K	\$461K	\$456K	\$511K	\$459K	\$428K	\$473K	\$493K	\$495K	\$572K
Avg Sales Price as a % of Avg List Price	98%	98%	98%	100%	100%	101%	97%	100%	101%	101%	98%	96%	104%

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



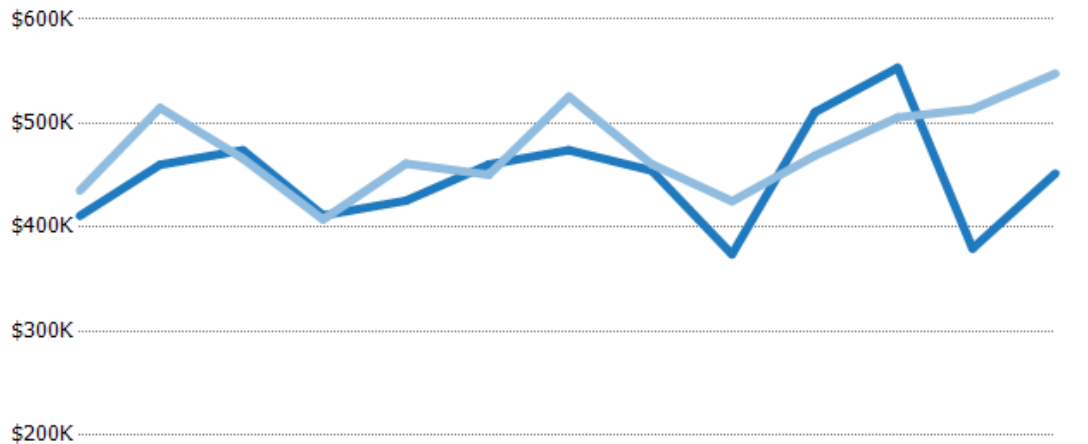
	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21	Jan '22	Feb '22	Mar '22	Apr '22
Median List Price	\$325K	\$299K	\$339K	\$330K	\$337K	\$299K	\$339K	\$340K	\$330K	\$330K	\$359K	\$289K	\$390K
Median Sales Price	\$328K	\$320K	\$350K	\$321K	\$342K	\$310K	\$325K	\$340K	\$327K	\$325K	\$355K	\$290K	\$445K
Med Sales Price as a % of Med List Price	101%	107%	103%	97%	101%	104%	96%	100%	99%	99%	99%	100%	114%

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



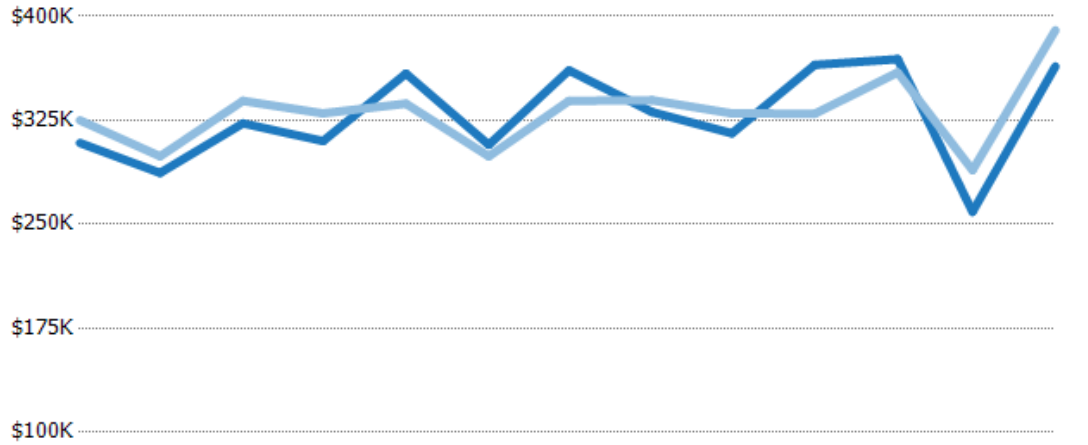
	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21	Jan '22	Feb '22	Mar '22	Apr '22
Avg Est Value	\$411K	\$460K	\$474K	\$411K	\$426K	\$460K	\$474K	\$454K	\$374K	\$511K	\$553K	\$380K	\$452K
Avg Sales Price	\$435K	\$515K	\$466K	\$407K	\$461K	\$450K	\$526K	\$461K	\$425K	\$469K	\$506K	\$514K	\$548K
Avg Sales Price as a % of Avg Est Value	106%	112%	98%	99%	108%	98%	111%	101%	114%	92%	91%	135%	121%

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



	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21	Jan '22	Feb '22	Mar '22	Apr '22
Median Est Value	\$309K	\$287K	\$323K	\$310K	\$359K	\$307K	\$361K	\$331K	\$316K	\$365K	\$369K	\$259K	\$364K
Median Sales Price	\$325K	\$299K	\$339K	\$330K	\$337K	\$299K	\$339K	\$340K	\$330K	\$330K	\$359K	\$289K	\$390K
Med Sales Price as a % of Med Est Value	105%	104%	105%	106%	94%	97%	94%	103%	105%	90%	97%	112%	107%