

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	+ / -	Apr 2017	Apr 2018	Key Metrics
						isting Activity Charts Metrics
-36.9%	65	41	-36.9%	65	41	New Listing Count
-26.9%	\$22,099,951	\$16,144,050	-26.9%	\$22,099,951	\$16,144,050	New Listing Volume
-34.9%	261	170	-34.9%	261	170	Active Listing Count
-25%	\$106,438,235	\$79,777,558	-25%	\$106,438,235	\$79,777,558	Active Listing Volume
+15.1%	\$407,809	\$469,280	+15.1%	\$407,809	\$469,280	Average Listing Price
+8.8%	\$293,700	\$319,500	+8.8%	\$293,700	\$319,500	Median Listing Price
+45.1%	144	209	+45.1%	144	209	Median Daysin RPR
-2.3%	12.4	12.1	-	_	_	Months of Inventory
+0.2%	8.05%	8.24%	+_	_	_	Absorption Rate
				• • • • • • • • • • • • • • • • • • • •		Sales Activity Charts Metrics
+84%	25	46	+84%	25	46	New Pending Sales Count
+71.3%	\$7,221,600	\$12,373,400	+71.3%	\$7,221,600	\$12,373,400	New Pending Sales Volume
+33.3%	54	72	+33.3%	54	72	Pending Sales Count
+33.1%	\$16,033,200	\$21,345,551	+33.1%	\$16,033,200	\$21,345,551	Pending Sales Volume
+7.1%	14	15	+7.1%	14	15	Closed Sales Count
+16.1%	\$3,596,000	\$4,175,785	+16.1%	\$3,596,000	\$4,175,785	Cloæd Sales Volume
+8.4%	\$256,857	\$278,386	+8.4%	\$256,857	\$278,386	Average Sales Price
+9.9%	\$224,750	\$247,000	+9.9%	\$224,750	\$247,000	Median Sales Price





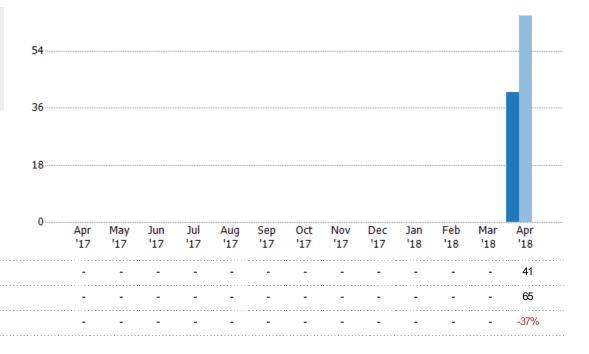


New Listings

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

Filters Used

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



New Listing Volume

Percent Change from Prior Year

Current Year

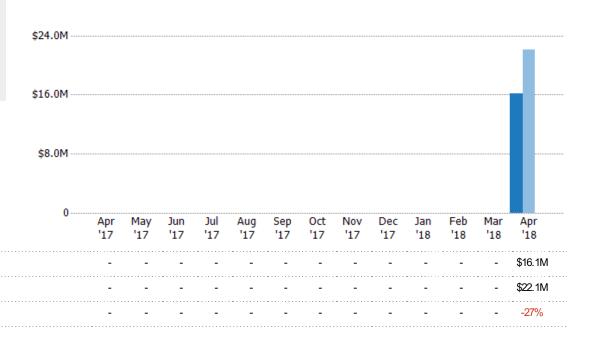
Prior Year

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

State: VT
County: Addison County, Vermont
Property Type:
Condo/Townhouse/Apt, Single

Condo/Townhouse/Apt, Single Family Residence

Percent Change from Prior Year



Current Year

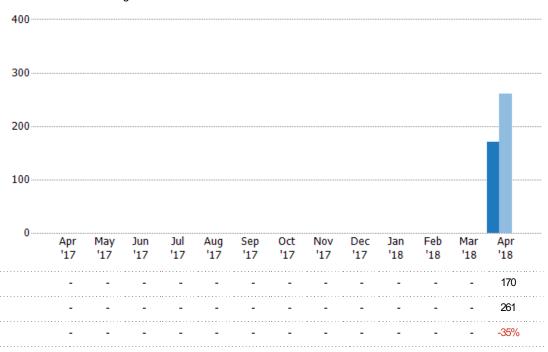




Active Listings

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

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



Active Listing Volume

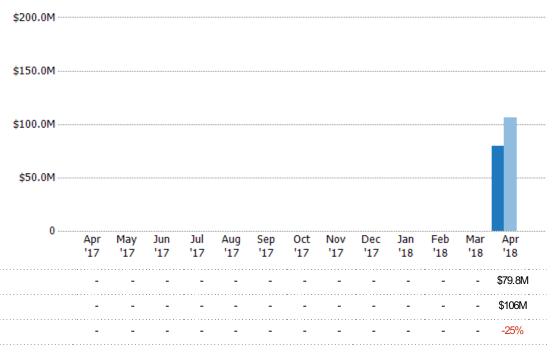
Percent Change from Prior Year

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: Addison County, Vermont
Property Type:
Condo/Townhouse/Apt, Single
Family Residence





Current Year

Percent Change from Prior Year



\$408K

15%



Market Data Report

Average Listing Price

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

Filters Used	\$500K												
State: VT County: Addison County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	\$375K												
Taniny residence	\$250K												
	\$125K												
	0												
	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18
Current Year		-	-	-	-	-	-	-	-	-	-	-	\$469K

Median Listing Price

Percent Change from Prior Year

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

Filters Used	\$400K												
State: VT County: Addison County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	\$300K												
Family Residence	\$200K												
	\$100K												······
	0												
	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$320K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$294K
Percent Change from Prior Year		-	-		-		-	-	-	-	-	-	9%





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	\$500K ······												
State: VT County: Addison County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	\$375K												
,	\$250K												
	\$125K												
	0 Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17		Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18
Avg Est Value	_	-	-	-	-	-	-	-	-	-	-	-	\$365K
Avg Listing Price	-	-	-	-	-	-	-	-	-	-	-	-	\$469K
Avg Listing Price as a % of Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	- -	129%

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	\$TOOK
State: VT County: Addison County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	\$300K
Family Residence	\$200K
	\$100K

	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18
Median Est Value	-	-	-	-	-	-	-	-	-	_	-	-	\$282K
Median Listing Price	-	-	-	-	-	-	-	-	-	-	-	-	\$320K
Med Listing Price as a % of Med Est Value	-	-	-	-	-	-	-	-	-	-	-	-	113%







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.

Current Year Prior Year	'17 - -		-	'17 - -	'17 - -	-	-	-	-	-	'18 - -	'18	2
Current Year		-	-	-	-	-	-	-	-	-	-	'18 -	
	'17	17	17	'17	'17	17	17	17	17	10	18	'18	
	Apr	May '17	Jun '17			Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb	Mar	
	75												
Family Residence	150												
State: VT County: Addison County, Vermont Property Type: Condo/Townhouse/Apt, Single	225												

Months of Inventory

Filters Used	20												
State: VT County: Addison County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	15												
	10												
	5												
	0 Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Арі '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	10.6
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	11.9





Absorption Rate

The percentage of inventory sold per month.

Filters Used

State: VT

County: Addison County, Vermont

Property Type: Condo/Townhouse/Apt, Single

Family Residence

10%

5%

	0												
	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18
Current Year	-	_	-	-	-	-	-	-	-	-	-	-	9%
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	8%
Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-1%

Active/Pending/Sold Units

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

	200												
State: VT County: Addison County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	150												
	100												
	50												
	0												
	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18
Active	-	- -	-	-	- -	- -		- -		-	-	- -	170
Pending	-	-	-	-	-	-	-	-	-	-	-	-	72
Sold													
	-	-	-	-	-	-	-	-	-	-	-	-	15



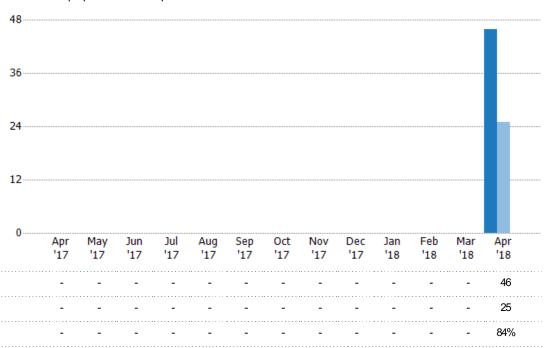




New Pending Sales

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

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



New Pending Sales Volume

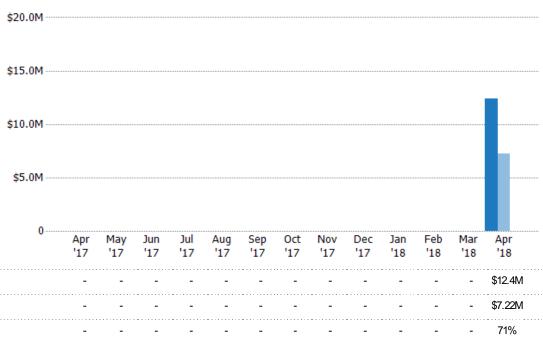
Percent Change from Prior Year

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: Addison County, Vermont
Property Type:
Condo/Townhouse/Apt, Single
Family Residence





Current Year

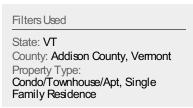
Percent Change from Prior Year

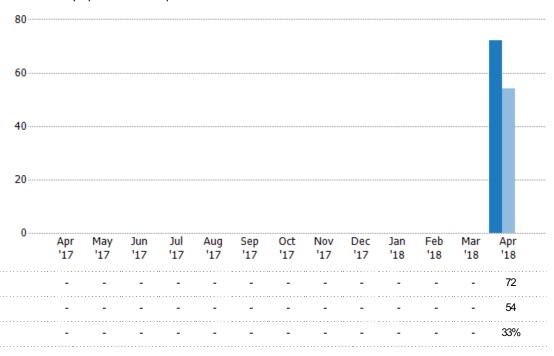




Pending Sales

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





Pending Sales Volume

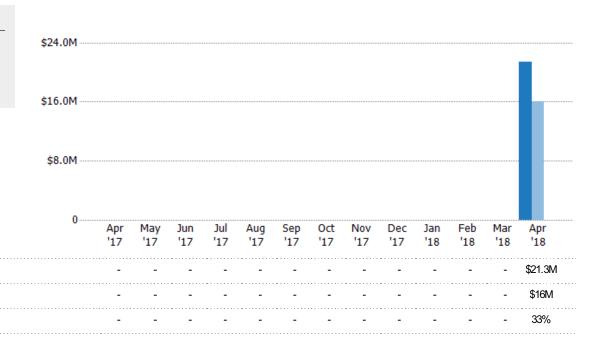
Percent Change from Prior Year

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.

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





Current Year

Percent Change from Prior Year

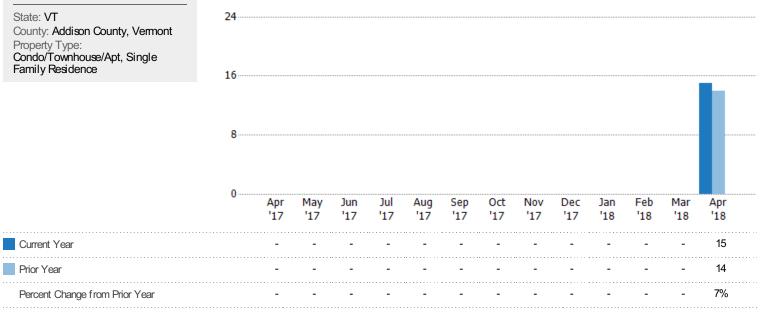




Closed Sales

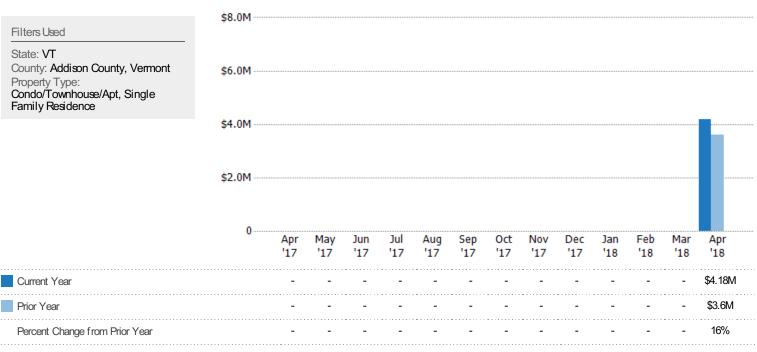
The total number of single-family, condominium and townhome properties sold each month.

Filters Used



Closed Sales Volume

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









Closed Sales by Property Type

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

Filters Used

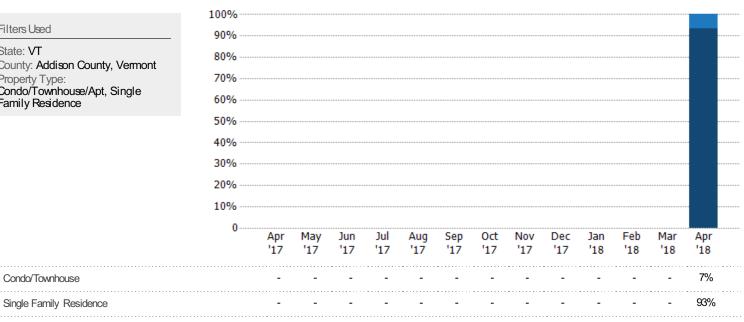
State: VT

County: Addison County, Vermont

Property Type: Condo/Townhouse/Apt, Single

Family Residence

Condo/Townhouse



Average Sales Price

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

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

\$300K \$225K \$150K \$75K

	Apr '17	May '17	Jun '17	Jul '17	Aug '17			Nov '17		Jan '18		Mar '18	Apr '18
Current Year	-										-	-	\$278K
Prior Year	-				-			-			-	-	\$257K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	8%







Median Sales Price

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

Filters Used	\$300K
State: VT County: Addison County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	\$225K
Family Residence	\$150K
	\$75K

	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$247K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$225K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	10%

Average Sales Price vs Average Listing Price

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

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

Avg Sales Price as a % of Avg List Price

\$225K		 									
\$150K		 									
\$75K											
_	Mav										
_	May '17		Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18
_		Jul '17 -	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18 \$296K
_		Jul '17 -	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18 \$296K



Avg List Price

Avg Sales Price





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: Addison County, Vermont
Property Type:
Condo/Townhouse/Apt, Single
Family Residence

225K				 						
ZZSK										
150K	 			 						
\$75K	 			 						
\$75K	 									
0	 			 					Mar	
0	 			 						
0	 	Jul '17	Aug '17	 0ct '17 -	Nov '17	Dec '17	Jan '18	Feb '18	Mar	
0	 	Jul '17		 0ct '17 -		Dec '17	Jan '18	Feb '18	Mar	

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.

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

Avg Sales Price as a % of Avg Est Value

Med Sales Price as a % of Med List Price

Median List Price

Median Sales Price

φουσιτ												
\$225K												
\$150K												
÷751/												
\$75K												
_				Aug								
'17	'17	Jun '17	'17	'17	'17	'17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18
'17 -	'17	'17	'17	'17 -	'17 -	'17 -	Nov '17	Dec '17	Jan '18	Feb '18		Apr
'17 - -	'17	'17	'17 -	'17	'17	'17 -	Nov '17 -	Dec '17	Jan '18	Feb '18	'18	Apr '18



Avg Est Value

Avg Sales Price



112%



Market Data Report

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: Addison County, Vermont
Property Type:
Condo/Townhouse/Apt, Single
Family Residence

Median Est Value

Median Sales Price

Med Sales Price as a % of Med Est Value

\$300K												
\$225K												
\$150K												
\$75K												
0												
Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18
-	-	-	-	-	-	-	-	-	-	-	-	\$232K
-	-	-	-	-	-	-	-	-	-	-	-	\$259K



