

Summary of Key Listing and Sales Metrics

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

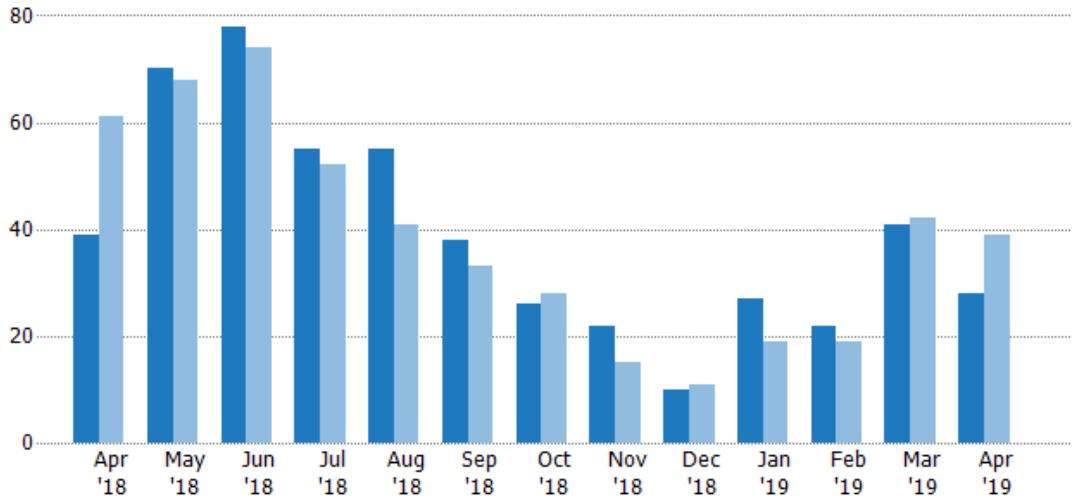
Key Metrics	Apr 2019	Apr 2018	+ / -	YTD 2019	YTD 2018	+ / -
Listing Activity Charts Metrics						
New Listing Count	28	39	-28.2%	118	119	-0.8%
New Listing Volume	\$9,335,700	\$15,071,600	-38.1%	\$41,718,800	\$45,206,765	-7.7%
Active Listing Count	–	190	–	N/A	N/A	
Active Listing Volume	–	\$82,714,424	–	N/A	N/A	
Average Listing Price	–	\$435,339	–	\$445,729	\$425,960	+4.6%
Median Listing Price	–	\$317,000	–	\$311,649	\$299,357	+4.1%
Median Days in RPR	–	220.5	–	182.15	218.94	-16.8%
Months of Inventory	–	13.6	-100%	9.7	10.9	-10.6%
Absorption Rate	–	7.37%	–	10.27%	9.18%	+1.1%
Sales Activity Charts Metrics						
New Pending Sales Count	19	39	-51.3%	107	96	+11.5%
New Pending Sales Volume	\$7,691,900	\$10,820,900	-28.9%	\$33,879,000	\$28,079,114	+20.7%
Pending Sales Count	–	63	–	N/A	N/A	
Pending Sales Volume	–	\$19,482,051	–	N/A	N/A	
Closed Sales Count	4	15	-73.3%	59	57	+3.5%
Closed Sales Volume	\$1,688,000	\$4,175,785	-59.6%	\$15,963,700	\$14,703,003	+8.6%
Average Sales Price	\$422,000	\$278,386	+51.6%	\$270,571	\$257,947	+4.9%
Median Sales Price	\$416,000	\$247,000	+68.4%	\$251,559	\$230,202	+9.3%

New Listings

The number of new residential listings that were added each month.

Filters Used

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



Month/Year	Count	% Chg.
Apr '19	28	-28.2%
Apr '18	39	-36.1%
Apr '17	61	-3.3%

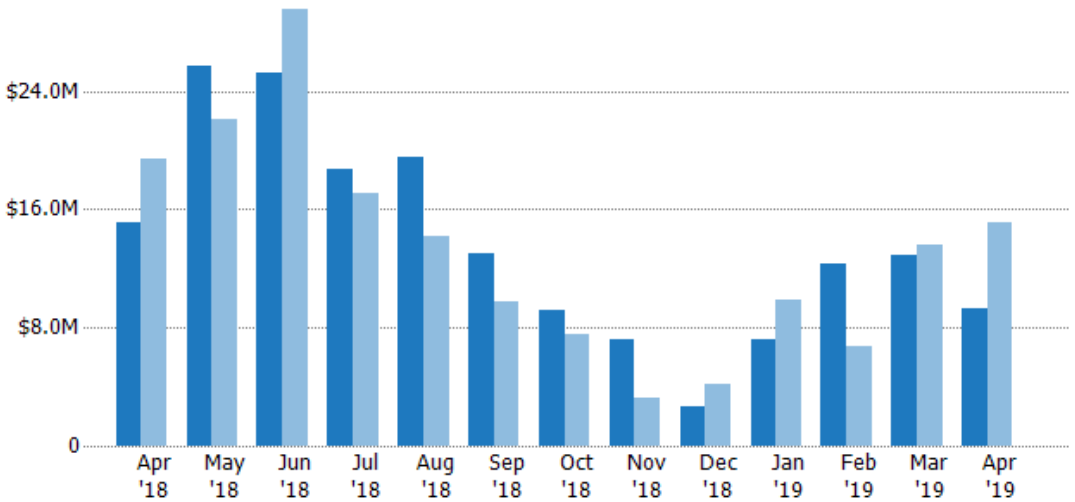
	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19
Current Year	39	70	78	55	55	38	26	22	10	27	22	41	28
Prior Year	61	68	74	52	41	33	28	15	11	19	19	42	39
Percent Change from Prior Year	-36%	3%	5%	6%	34%	15%	-7%	47%	-9%	42%	16%	-2%	-28%

New Listing Volume

The sum of the listing price of residential listings that were added each month.

Filters Used

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



Month/Year	Volume	% Chg.
Apr '19	\$9.34M	-38.1%
Apr '18	\$15.1M	-22.4%
Apr '17	\$19.4M	-13.5%

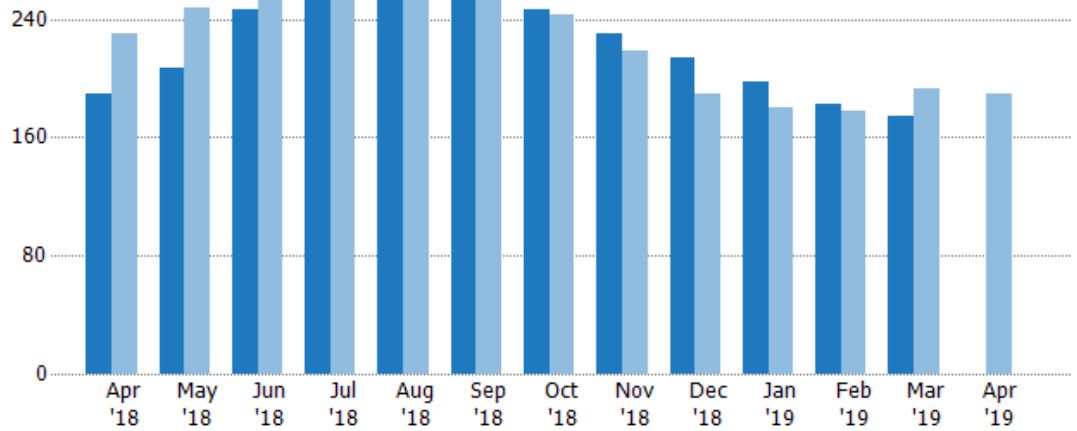
	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19
Current Year	\$15.1M	\$25.7M	\$25.3M	\$18.7M	\$19.5M	\$13M	\$9.18M	\$7.15M	\$2.7M	\$7.22M	\$12.3M	\$12.9M	\$9.34M
Prior Year	\$19.4M	\$22.1M	\$29.6M	\$17.1M	\$14.1M	\$9.76M	\$7.57M	\$3.19M	\$4.22M	\$9.83M	\$6.7M	\$13.6M	\$15.1M
Percent Change from Prior Year	-22%	16%	-15%	10%	38%	33%	21%	124%	-36%	-27%	84%	-6%	-38%

Active Listings

The number of active residential listings at the end of each month.

Filters Used

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



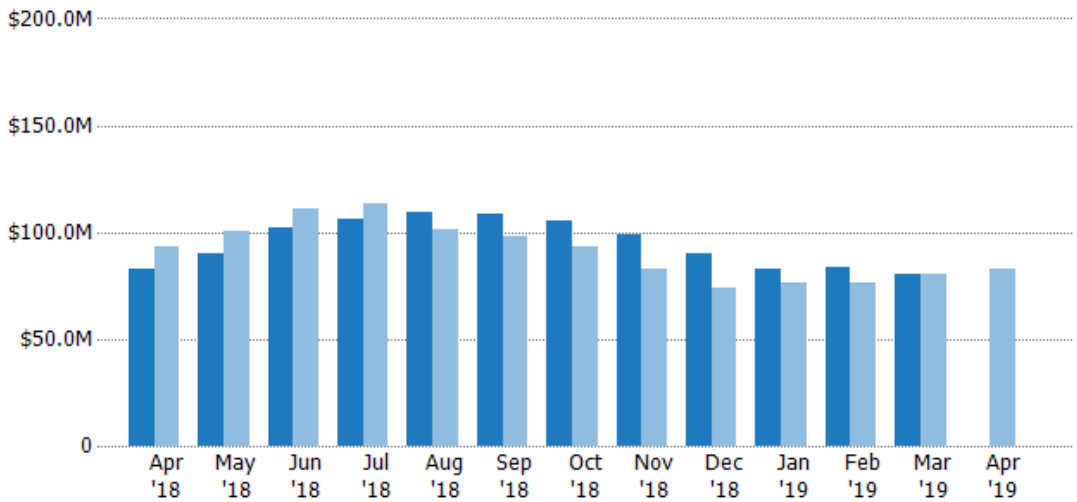
Current Year	190	207	246	255	259	258	246	230	214	198	183	174	-
Prior Year	230	248	262	268	264	253	243	218	189	180	178	193	190
Percent Change from Prior Year	-17%	-17%	-6%	-5%	-2%	2%	1%	6%	13%	10%	3%	-10%	-100%

Active Listing Volume

The sum of the listing price of active residential listings at the end of each month.

Filters Used

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



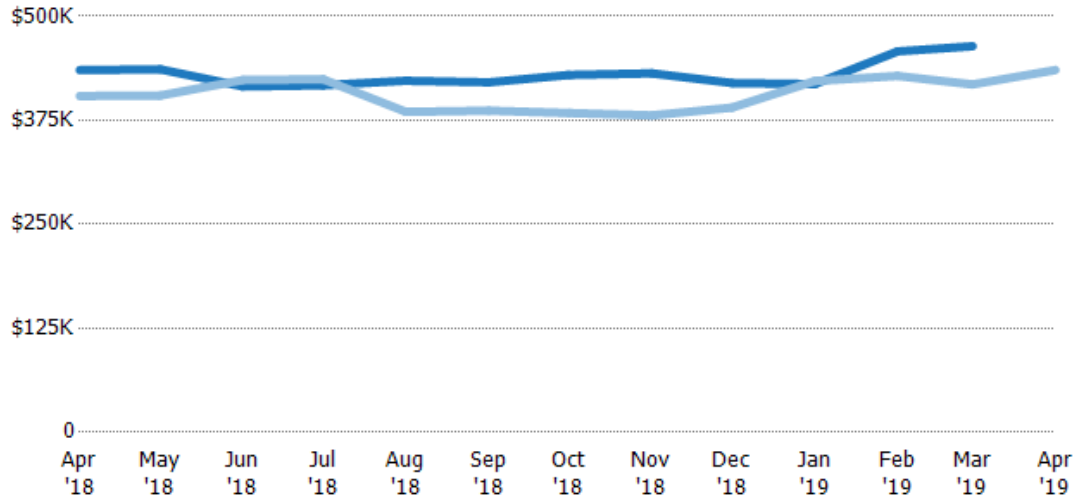
Current Year	\$82.7M	\$90.3M	\$102M	\$106M	\$109M	\$109M	\$106M	\$99.2M	\$89.8M	\$82.9M	\$83.8M	\$80.7M	-
Prior Year	\$92.9M	\$100M	\$111M	\$114M	\$102M	\$97.8M	\$93.3M	\$83M	\$73.8M	\$76M	\$76.2M	\$80.7M	\$82.7M
Percent Change from Prior Year	-11%	-10%	-8%	-6%	8%	11%	13%	20%	22%	9%	10%	0%	-100%

Average Listing Price

The average listing price of active residential listings at the end of each month.

Filters Used

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



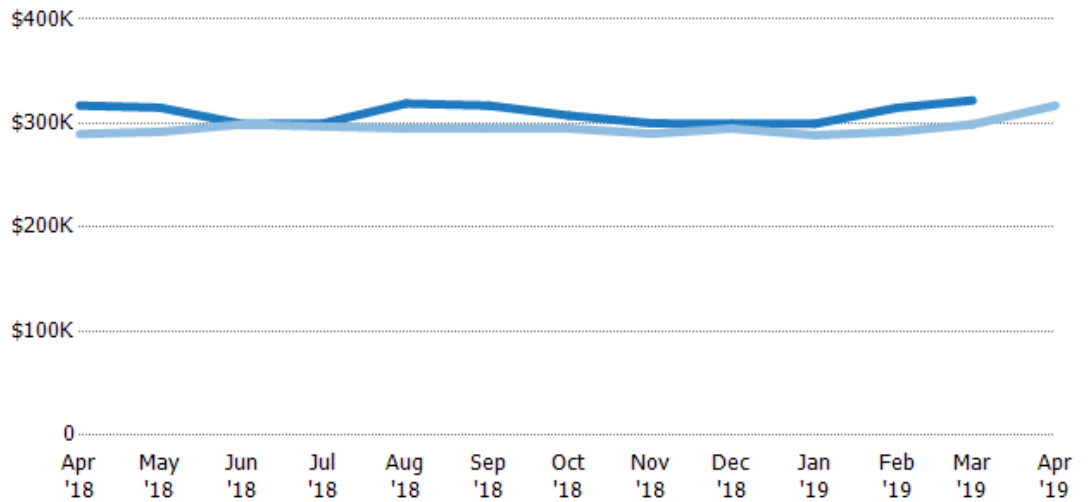
	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19
Current Year	\$435K	\$436K	\$416K	\$417K	\$423K	\$421K	\$430K	\$431K	\$420K	\$419K	\$458K	\$464K	-
Prior Year	\$404K	\$405K	\$423K	\$424K	\$385K	\$387K	\$384K	\$381K	\$390K	\$422K	\$428K	\$418K	\$435K
Percent Change from Prior Year	8%	8%	-2%	-2%	10%	9%	12%	13%	8%	-1%	7%	11%	-100%

Median Listing Price

The median listing price of active residential listings at the end of each month.

Filters Used

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



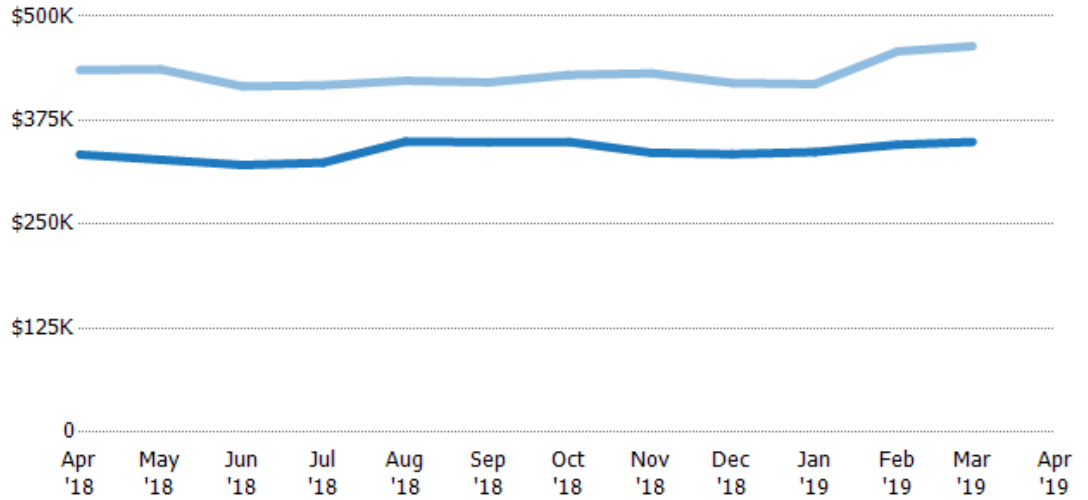
	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19
Current Year	\$317K	\$315K	\$299K	\$300K	\$319K	\$317K	\$307K	\$300K	\$299K	\$300K	\$315K	\$322K	-
Prior Year	\$290K	\$292K	\$299K	\$297K	\$295K	\$295K	\$295K	\$290K	\$295K	\$289K	\$292K	\$299K	\$317K
Percent Change from Prior Year	9%	8%	0%	1%	8%	7%	4%	3%	2%	4%	8%	8%	-100%

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



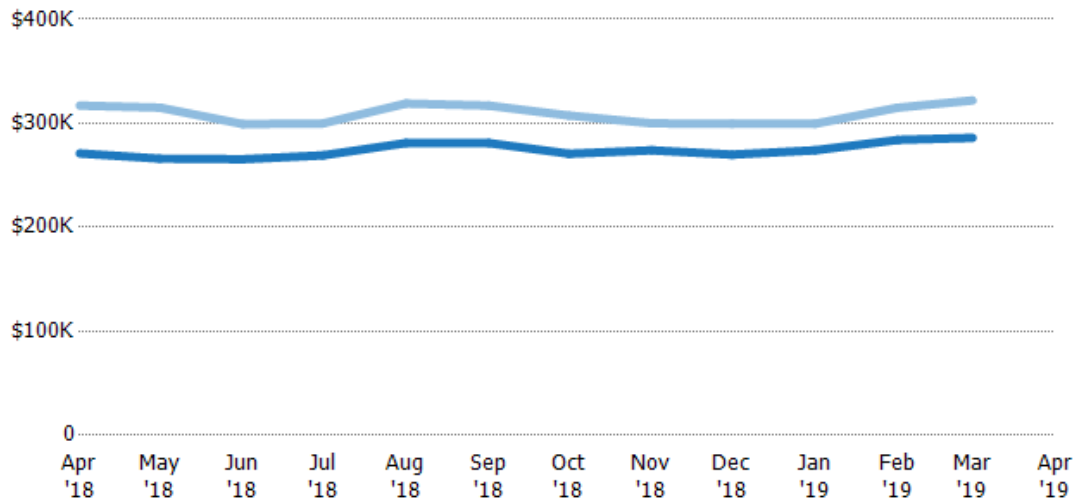
	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19
Avg Est Value	\$334K	\$328K	\$321K	\$324K	\$350K	\$349K	\$349K	\$336K	\$334K	\$337K	\$346K	\$349K	-
Avg Listing Price	\$435K	\$436K	\$416K	\$417K	\$423K	\$421K	\$430K	\$431K	\$420K	\$419K	\$458K	\$464K	-
Avg Listing Price as a % of Avg Est Value	130%	133%	129%	129%	121%	121%	123%	128%	126%	124%	132%	133%	-

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



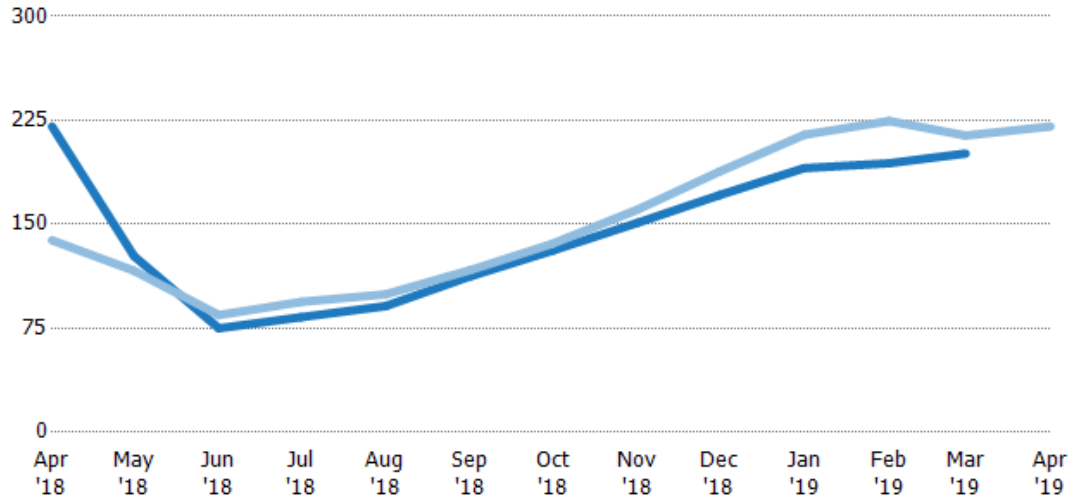
	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19
Median Est Value	\$271K	\$266K	\$265K	\$269K	\$281K	\$281K	\$271K	\$274K	\$270K	\$274K	\$284K	\$286K	-
Median Listing Price	\$317K	\$315K	\$299K	\$300K	\$319K	\$317K	\$307K	\$300K	\$299K	\$300K	\$315K	\$322K	-
Med Listing Price as a % of Med Est Value	117%	118%	113%	111%	114%	113%	114%	109%	111%	109%	111%	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.

Filters Used

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



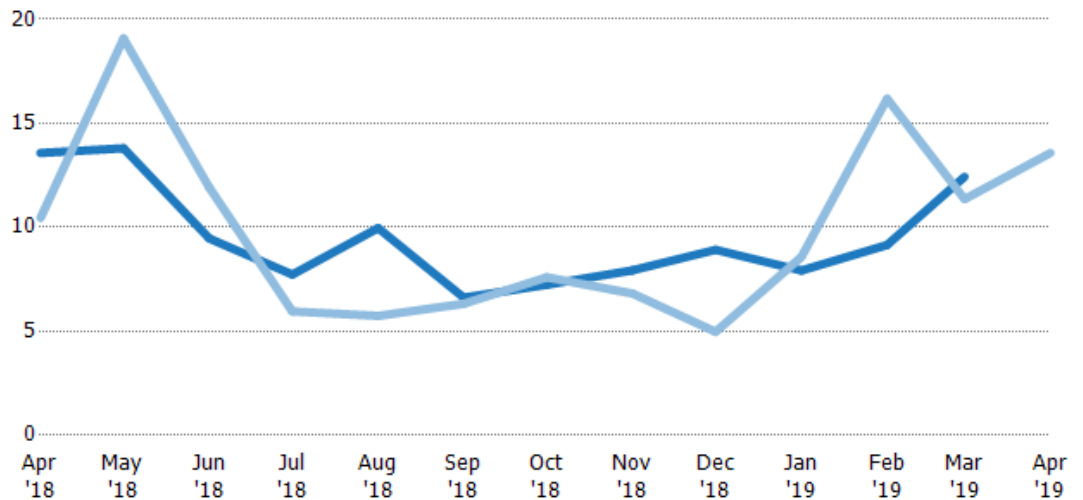
	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19
Current Year	221	127	75	83	91	113	131	151	171	191	194	201	-
Prior Year	139	117	84.5	94	100	117	136	161	188	215	225	214	221
Percent Change from Prior Year	59%	9%	-11%	-12%	-9%	-4%	-4%	-6%	-9%	-11%	-14%	-6%	-100%

Months of Inventory

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

Filters Used

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



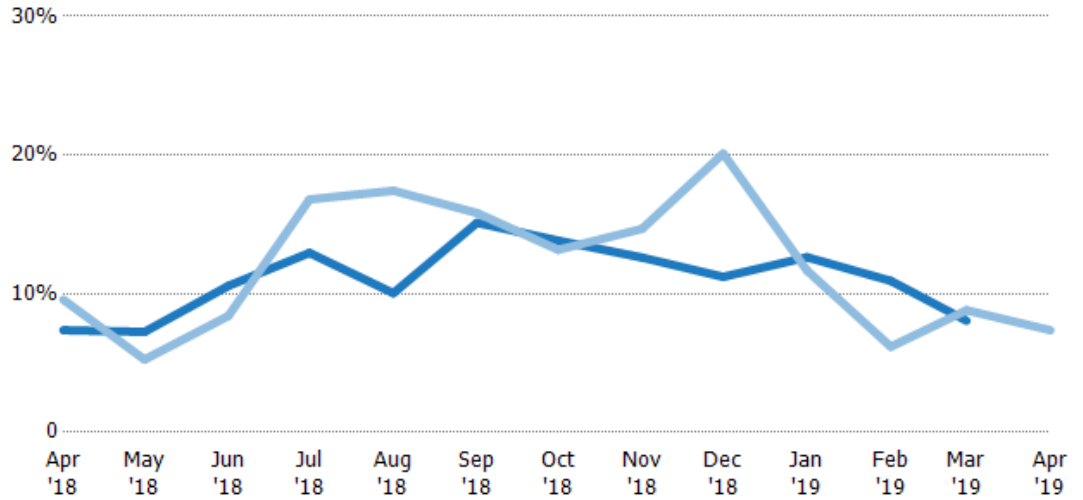
	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19
Current Year	13.6	13.8	9.46	7.73	9.96	6.62	7.24	7.93	8.92	7.92	9.15	12.4	-
Prior Year	10.5	19.1	11.9	5.96	5.74	6.33	7.59	6.81	4.97	8.57	16.2	11.4	13.6
Percent Change from Prior Year	30%	-28%	-21%	30%	74%	5%	-5%	16%	79%	-8%	-43%	9%	-100%

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



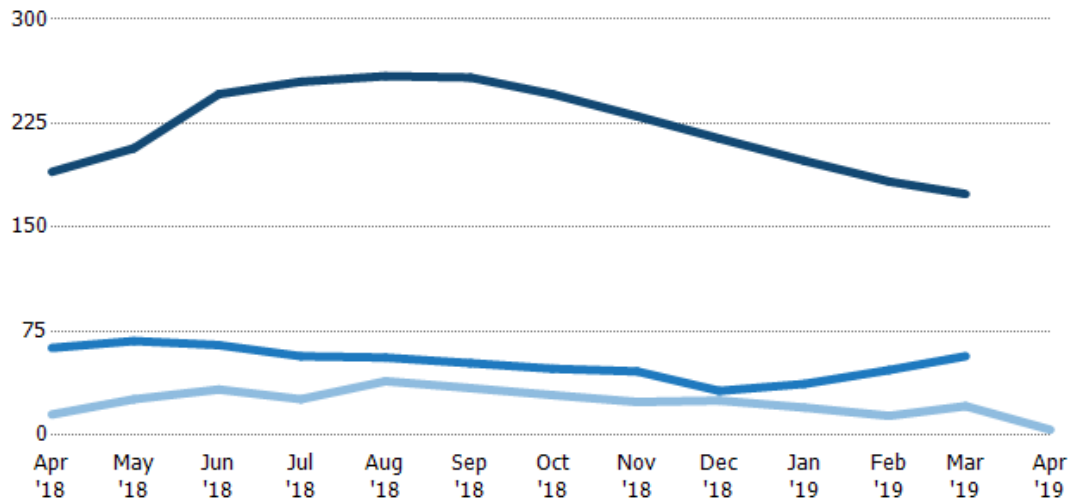
Current Year	7%	7%	11%	13%	10%	15%	14%	13%	11%	13%	11%	8%	-
Prior Year	10%	5%	8%	17%	17%	16%	13%	15%	20%	12%	6%	9%	7%
Change from Prior Year	2%	-2%	-2%	4%	7%	1%	-1%	2%	9%	-1%	-5%	1%	7%

Active/Pending/Sold Units

The number of residential properties that were Active, Pending and Sold each month.

Filters Used

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



Active	190	207	246	255	259	258	246	230	214	198	183	174	-
Pending	63	68	65	57	56	52	48	46	32	37	47	57	-
Sold	15	26	33	26	39	34	29	24	25	20	14	21	4

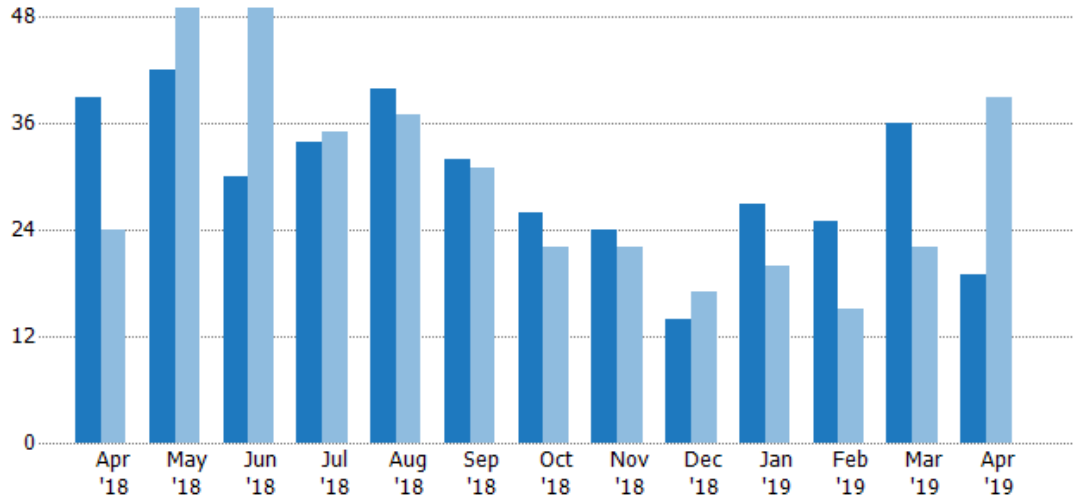
New Pending Sales

The number of residential properties with accepted offers that were added each month.

Filters Used

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

Month/ Year	Count	% Chg.
Apr '19	19	-51.3%
Apr '18	39	62.5%
Apr '17	24	58.3%



Current Year	39	42	30	34	40	32	26	24	14	27	25	36	19
Prior Year	24	49	49	35	37	31	22	22	17	20	15	22	39
Percent Change from Prior Year	63%	-14%	-39%	-3%	8%	3%	18%	9%	-18%	35%	67%	64%	-51%

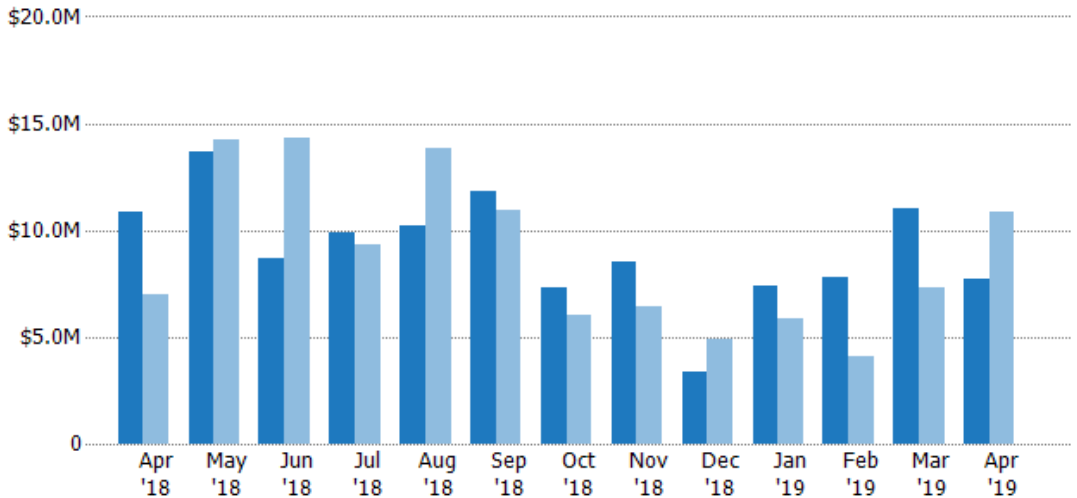
New Pending Sales Volume

The sum of the sales price of residential properties with accepted offers that were added each month.

Filters Used

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

Month/ Year	Volume	% Chg.
Apr '19	\$7.69M	-28.9%
Apr '18	\$10.8M	54.9%
Apr '17	\$6.98M	20.8%



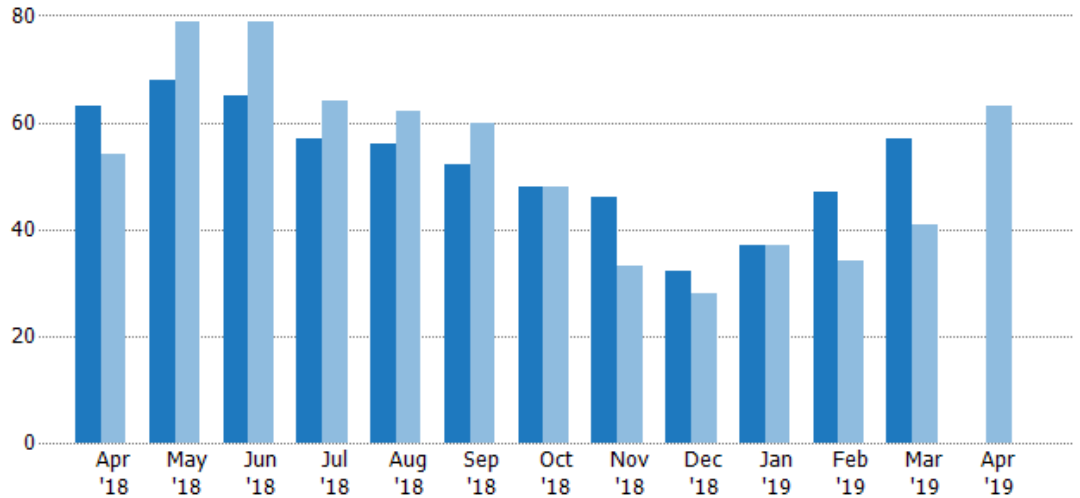
Current Year	\$10.8M	\$13.7M	\$8.68M	\$9.89M	\$10.2M	\$11.8M	\$7.3M	\$8.55M	\$3.4M	\$7.41M	\$7.77M	\$11M	\$7.69M
Prior Year	\$6.98M	\$14.3M	\$14.3M	\$9.33M	\$13.9M	\$10.9M	\$6.06M	\$6.4M	\$4.93M	\$5.85M	\$4.07M	\$7.34M	\$10.8M
Percent Change from Prior Year	55%	-4%	-39%	6%	-26%	8%	21%	34%	-31%	27%	91%	50%	-29%

Pending Sales

The number of residential properties with accepted offers that were available at the end each month.

Filters Used

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



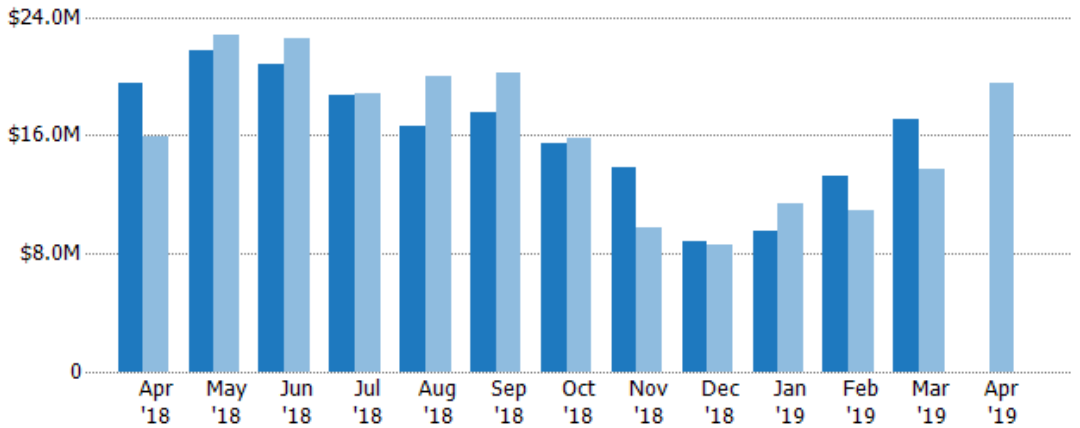
Current Year	63	68	65	57	56	52	48	46	32	37	47	57	-
Prior Year	54	79	79	64	62	60	48	33	28	37	34	41	63
Percent Change from Prior Year	17%	-14%	-18%	-11%	-10%	-13%	0%	39%	14%	0%	38%	39%	-100%

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



Current Year	\$19.5M	\$21.8M	\$20.9M	\$18.7M	\$16.7M	\$17.6M	\$15.5M	\$13.8M	\$8.84M	\$9.54M	\$13.2M	\$17.1M	-
Prior Year	\$15.9M	\$22.8M	\$22.5M	\$18.8M	\$20M	\$20.2M	\$15.8M	\$9.74M	\$8.61M	\$11.4M	\$10.9M	\$13.8M	\$19.5M
Percent Change from Prior Year	23%	-4%	-7%	-1%	-17%	-13%	-2%	41%	3%	-16%	21%	24%	-100%

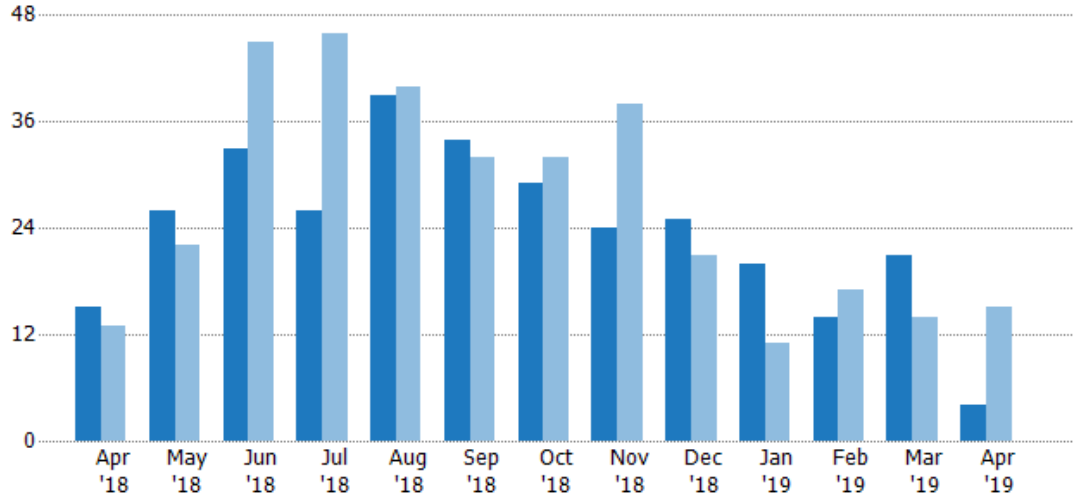
Closed Sales

The total number of residential properties sold each month.

Filters Used

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

Month/ Year	Count	% Chg.
Apr '19	4	-73.3%
Apr '18	15	15.4%
Apr '17	13	69.2%



Current Year	15	26	33	26	39	34	29	24	25	20	14	21	4
Prior Year	13	22	45	46	40	32	32	38	21	11	17	14	15
Percent Change from Prior Year	15%	18%	-27%	-43%	-3%	6%	-9%	-37%	19%	82%	-18%	50%	-73%

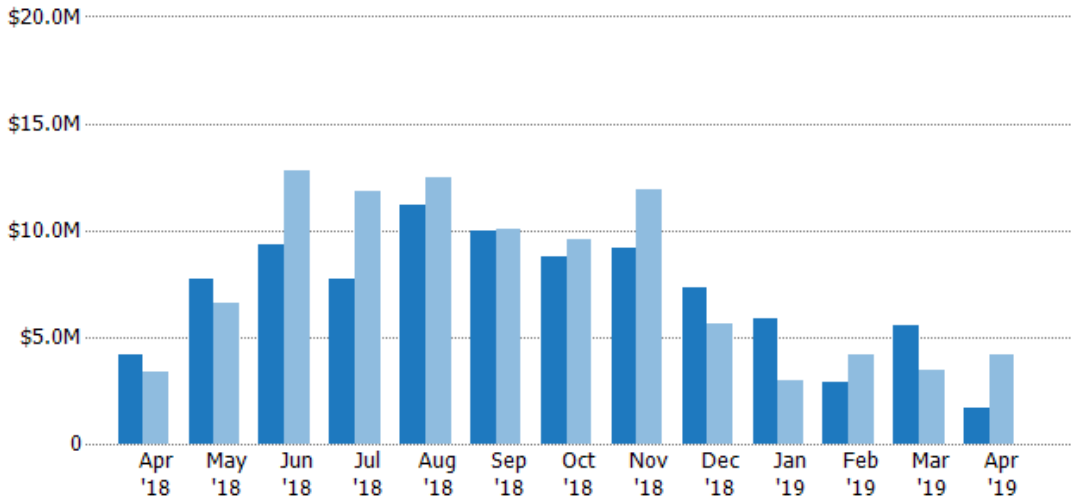
Closed Sales Volume

The sum of the sales price of residential properties sold each month.

Filters Used

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

Month/ Year	Volume	% Chg.
Apr '19	\$1.69M	-59.6%
Apr '18	\$4.18M	23%
Apr '17	\$3.4M	64.1%



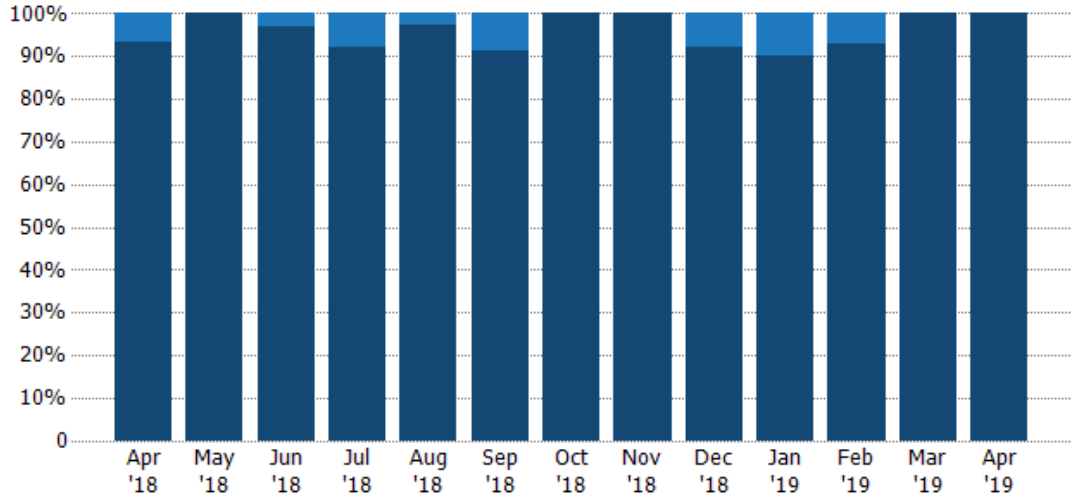
Current Year	\$4.18M	\$7.73M	\$9.31M	\$7.75M	\$11.2M	\$9.94M	\$8.77M	\$9.15M	\$7.33M	\$5.87M	\$2.87M	\$5.53M	\$1.69M
Prior Year	\$3.4M	\$6.61M	\$12.8M	\$11.8M	\$12.5M	\$10M	\$9.55M	\$11.9M	\$5.63M	\$2.96M	\$4.15M	\$3.42M	\$4.18M
Percent Change from Prior Year	23%	17%	-27%	-34%	-10%	-1%	-8%	-23%	30%	99%	-31%	62%	-60%

Closed Sales by Property Type

The percentage of residential properties sold each month by property type.

Filters Used

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



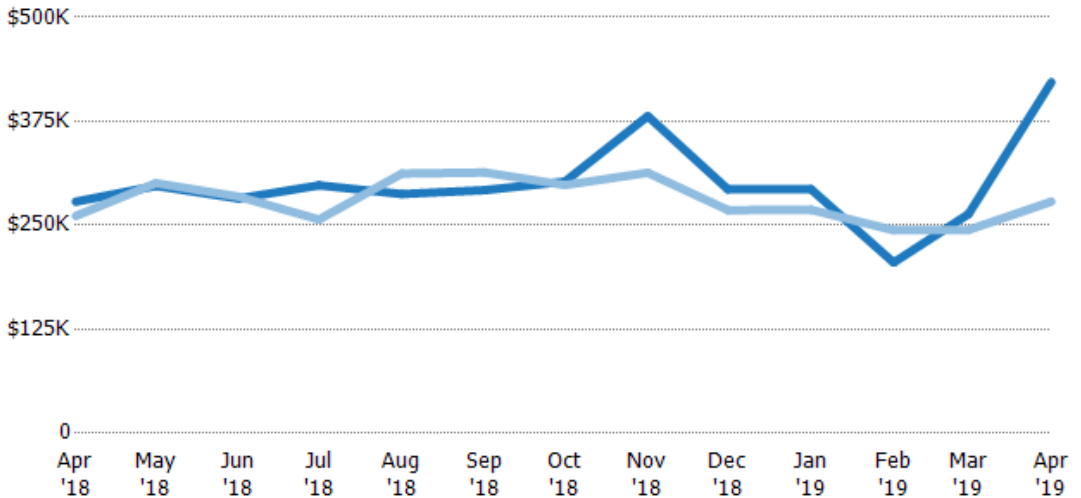
Condo/Townhouse	7%	-	3%	8%	3%	9%	-	-	8%	10%	7%	-	-
Single Family Residence	93%	100%	97%	92%	97%	91%	100%	100%	92%	90%	93%	100%	100%

Average Sales Price

The average sales price of the residential properties sold each month.

Filters Used

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



Current Year	\$278K	\$297K	\$282K	\$298K	\$288K	\$292K	\$303K	\$381K	\$293K	\$293K	\$205K	\$263K	\$422K
Prior Year	\$261K	\$301K	\$284K	\$257K	\$312K	\$314K	\$298K	\$313K	\$268K	\$269K	\$244K	\$244K	\$278K
Percent Change from Prior Year	7%	-1%	-1%	16%	-8%	-7%	1%	22%	9%	9%	-16%	8%	52%

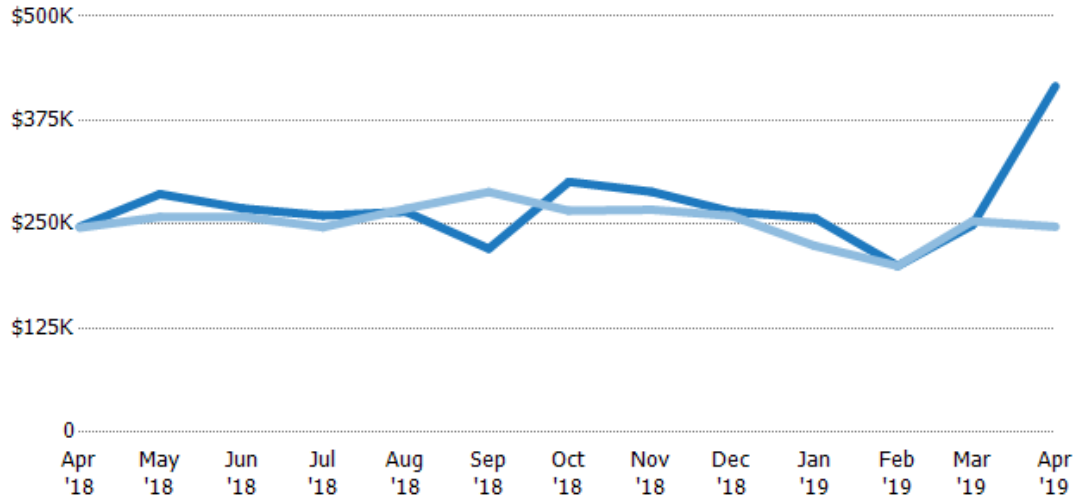
Median Sales Price

The median sales price of the residential properties sold each month.

Filters Used

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

Month/ Year	Price	% Chg.
Apr '19	\$416K	68.4%
Apr '18	\$247K	0.4%
Apr '17	\$246K	-22.1%



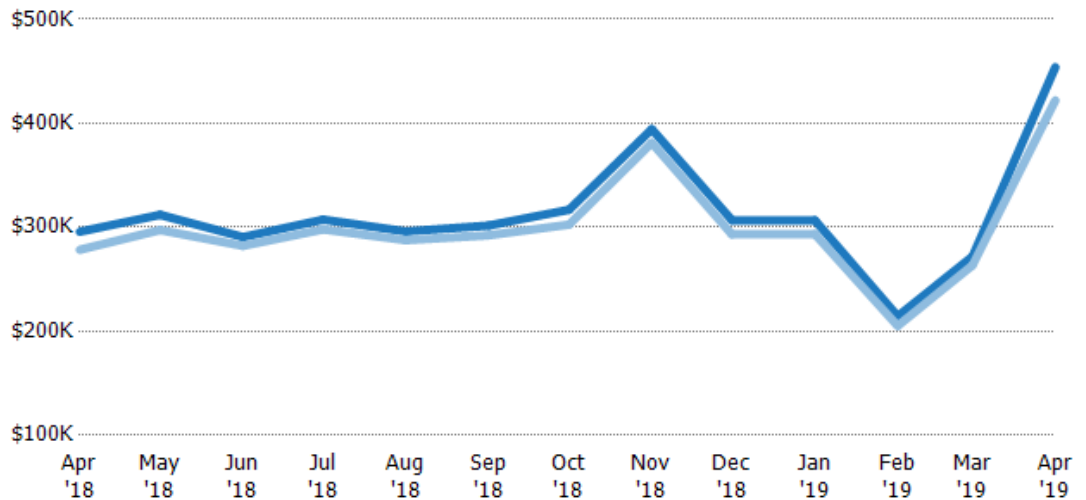
Current Year	\$247K	\$286K	\$269K	\$261K	\$265K	\$221K	\$301K	\$289K	\$265K	\$257K	\$200K	\$249K	\$416K
Prior Year	\$246K	\$259K	\$259K	\$246K	\$269K	\$289K	\$266K	\$268K	\$260K	\$224K	\$200K	\$254K	\$247K
Percent Change from Prior Year	0%	11%	4%	6%	-1%	-24%	13%	8%	2%	15%	0%	-2%	68%

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



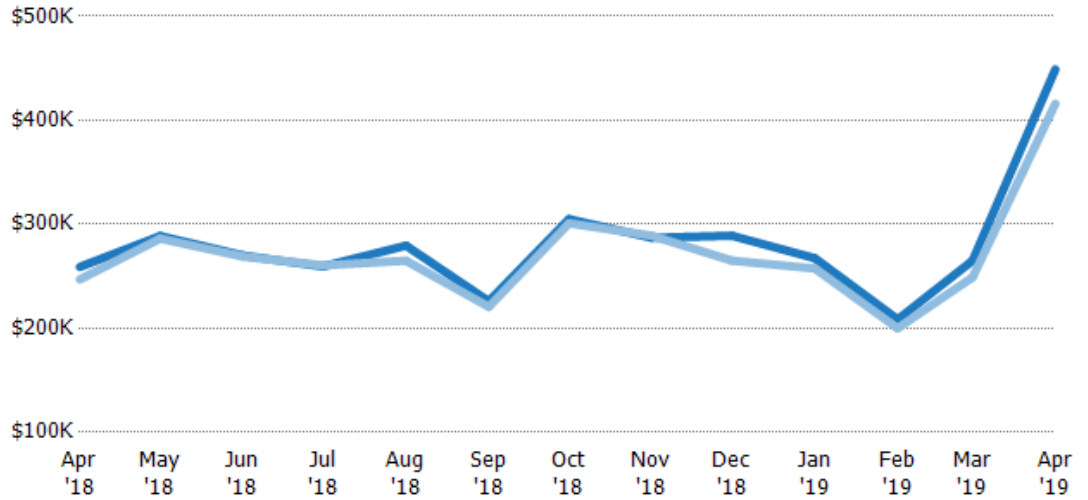
Avg List Price	\$296K	\$312K	\$291K	\$307K	\$296K	\$302K	\$317K	\$394K	\$307K	\$307K	\$215K	\$272K	\$454K
Avg Sales Price	\$278K	\$297K	\$282K	\$298K	\$288K	\$292K	\$303K	\$381K	\$293K	\$293K	\$205K	\$263K	\$422K
Avg Sales Price as a % of Avg List Price	94%	95%	97%	97%	97%	97%	95%	97%	96%	96%	96%	97%	93%

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

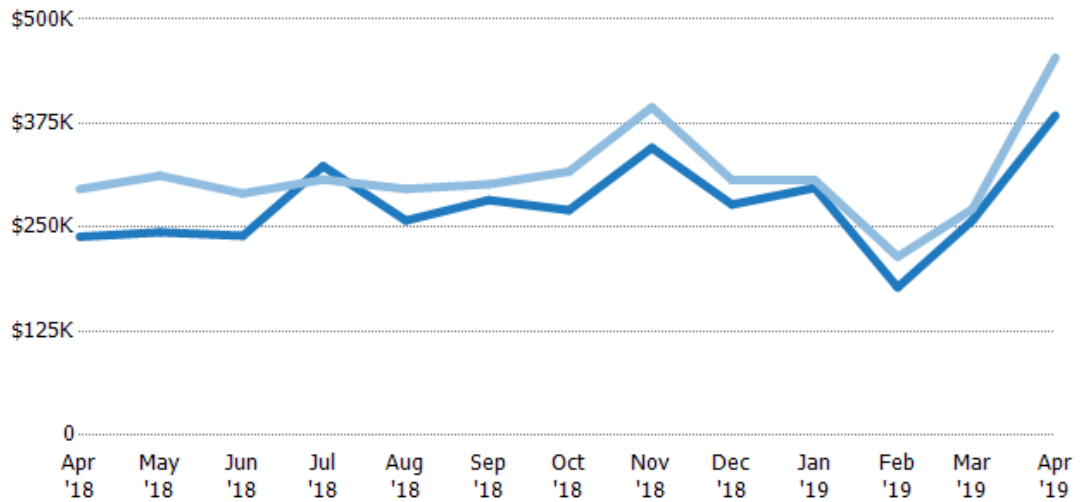


Average Sales Price vs Average Est Value

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

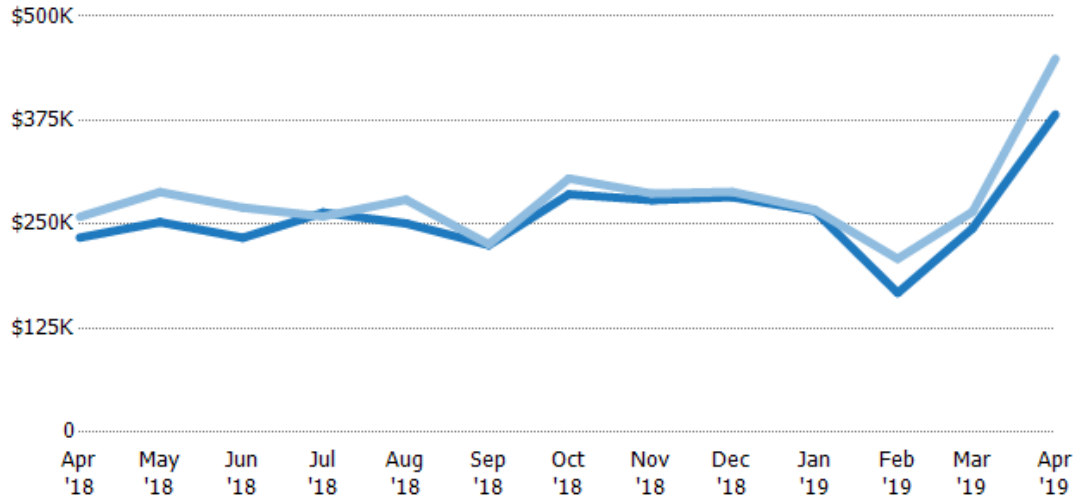


Median Sales Price vs Median Est Value

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



	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19
Median Est Value	\$234K	\$253K	\$234K	\$264K	\$251K	\$225K	\$286K	\$279K	\$283K	\$266K	\$167K	\$245K	\$382K
Median Sales Price	\$259K	\$289K	\$270K	\$259K	\$280K	\$226K	\$305K	\$287K	\$289K	\$267K	\$209K	\$265K	\$449K
Med Sales Price as a % of Med Est Value	111%	114%	115%	98%	111%	100%	107%	103%	102%	101%	124%	108%	118%