

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	May 2019	May 2018	+ / -	YTD 2019	YTD 2018	+ / -
Listing Activity Charts Metrics						
New Listing Count	82	71	+15.5%	233	190	+22.6%
New Listing Volume	\$28,066,480	\$25,875,149	+8.5%	\$81,878,180	\$71,206,914	+15%
Active Listing Count	212	204	+3.9%	N/A	N/A	
Active Listing Volume	\$89,777,087	\$87,313,224	+2.8%	N/A	N/A	
Average Listing Price	\$423,477	\$428,006	-1.1%	\$423,244	\$417,264	+1.4%
Median Listing Price	\$310,950	\$307,500	+1.1%	\$299,648	\$299,623	+0%
Median Days in RPR	82	126	-34.9%	163.84	189.54	-13.6%
Months of Inventory	8.8	13.6	-35%	12.2	10.5	+15.6%
Absorption Rate	11.32%	7.35%	+4%	8.22%	9.5%	-1.3%
Sales Activity Charts Metrics						
New Pending Sales Count	65	42	+54.8%	187	138	+35.5%
New Pending Sales Volume	\$20,347,000	\$13,675,299	+48.8%	\$58,625,600	\$41,754,413	+40.4%
Pending Sales Count	91	68	+33.8%	N/A	N/A	
Pending Sales Volume	\$28,075,900	\$21,768,950	+29%	N/A	N/A	
Closed Sales Count	31	26	+19.2%	111	83	+33.7%
Closed Sales Volume	\$10,323,100	\$7,731,000	+33.5%	\$31,779,086	\$22,434,003	+41.7%
Average Sales Price	\$333,003	\$297,346	+12%	\$286,298	\$270,289	+5.9%
Median Sales Price	\$250,000	\$286,250	-12.7%	\$247,205	\$247,759	-0.2%

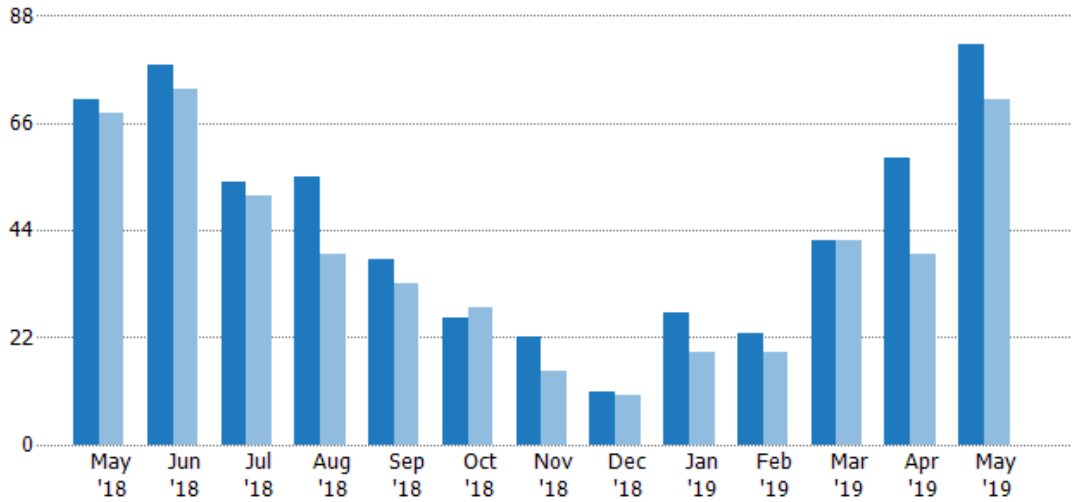
New Listings

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.
May '19	82	15.5%
May '18	71	4.4%
May '17	68	2.9%



Current Year	71	78	54	55	38	26	22	11	27	23	42	59	82
Prior Year	68	73	51	39	33	28	15	10	19	19	42	39	71
Percent Change from Prior Year	4%	7%	6%	41%	15%	-7%	47%	10%	42%	21%	0%	51%	15%

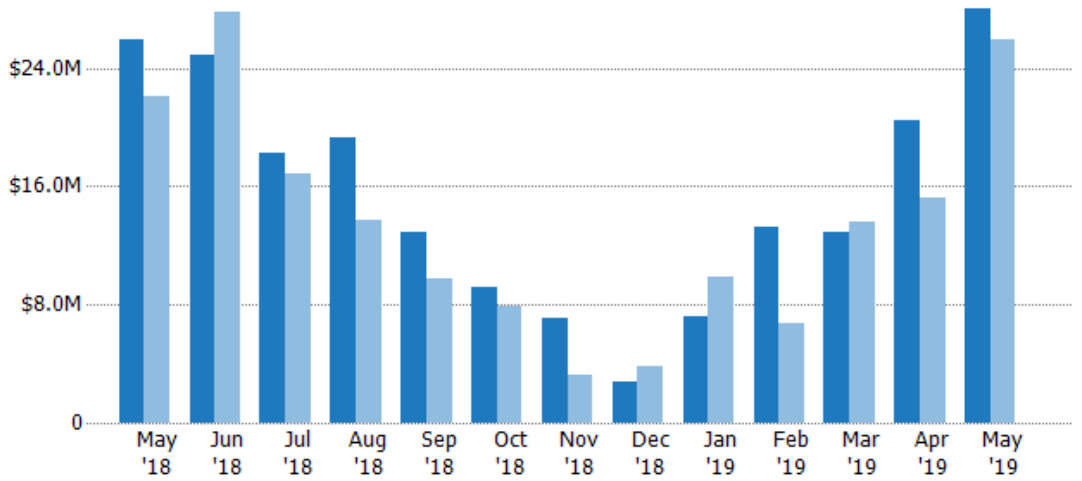
New Listing Volume

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.
May '19	\$28.1M	8.5%
May '18	\$25.9M	17.4%
May '17	\$22M	-7.4%



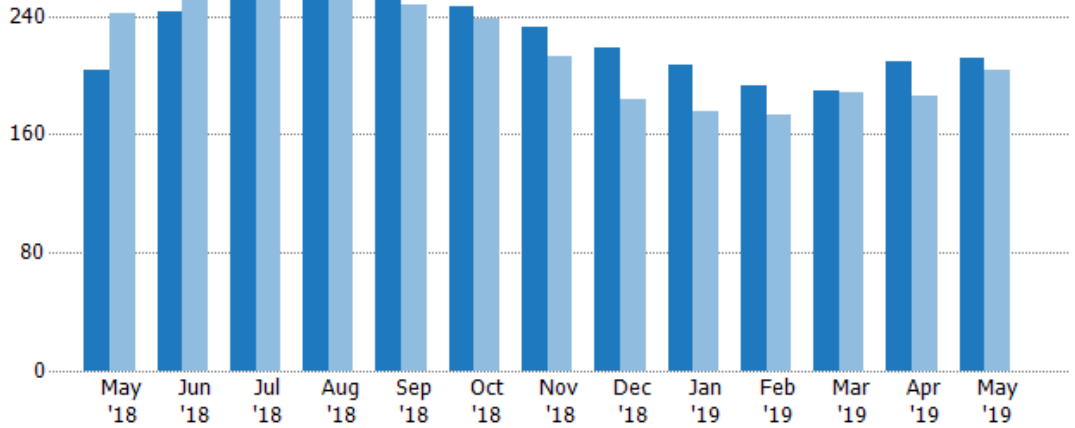
Current Year	\$25.9M	\$24.9M	\$18.3M	\$19.3M	\$12.9M	\$9.17M	\$7.13M	\$2.79M	\$7.14M	\$13.2M	\$12.9M	\$20.5M	\$28.1M
Prior Year	\$22M	\$27.8M	\$16.9M	\$13.7M	\$9.74M	\$7.92M	\$3.19M	\$3.77M	\$9.83M	\$6.7M	\$13.6M	\$15.2M	\$25.9M
Percent Change from Prior Year	17%	-10%	9%	41%	33%	16%	123%	-26%	-27%	98%	-5%	35%	8%

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



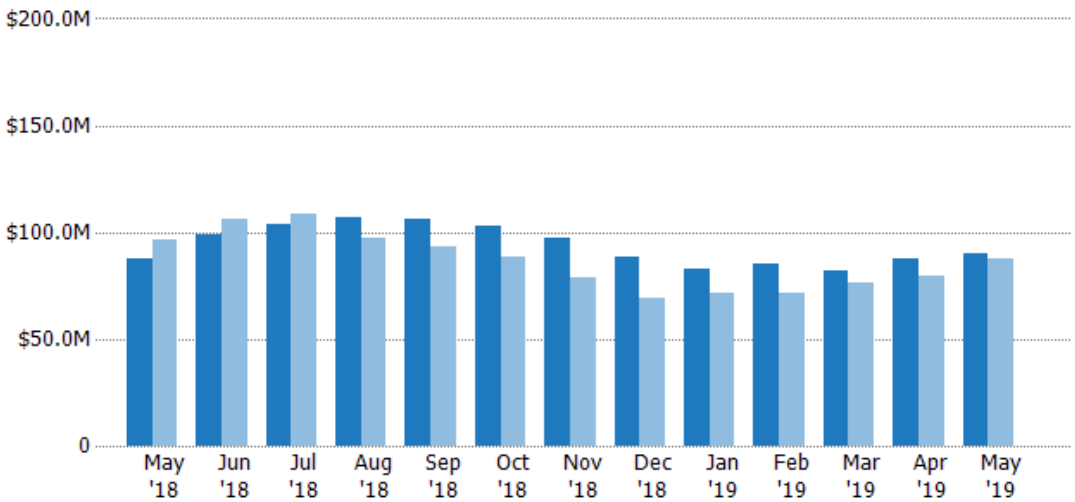
	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19
Current Year	204	243	252	259	257	247	232	219	207	193	189	209	212
Prior Year	242	256	262	259	248	238	213	184	175	173	188	186	204
Percent Change from Prior Year	-16%	-5%	-4%	0%	4%	4%	9%	19%	18%	12%	1%	12%	4%

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



	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19
Current Year	\$87.3M	\$98.8M	\$103M	\$107M	\$106M	\$103M	\$97.3M	\$88.4M	\$82.9M	\$84.8M	\$81.9M	\$88M	\$89.8M
Prior Year	\$96.4M	\$106M	\$109M	\$97M	\$93.2M	\$88.8M	\$78.5M	\$69.3M	\$71.6M	\$71.8M	\$76.3M	\$79.4M	\$87.3M
Percent Change from Prior Year	-9%	-7%	-5%	10%	13%	16%	24%	28%	16%	18%	7%	11%	3%

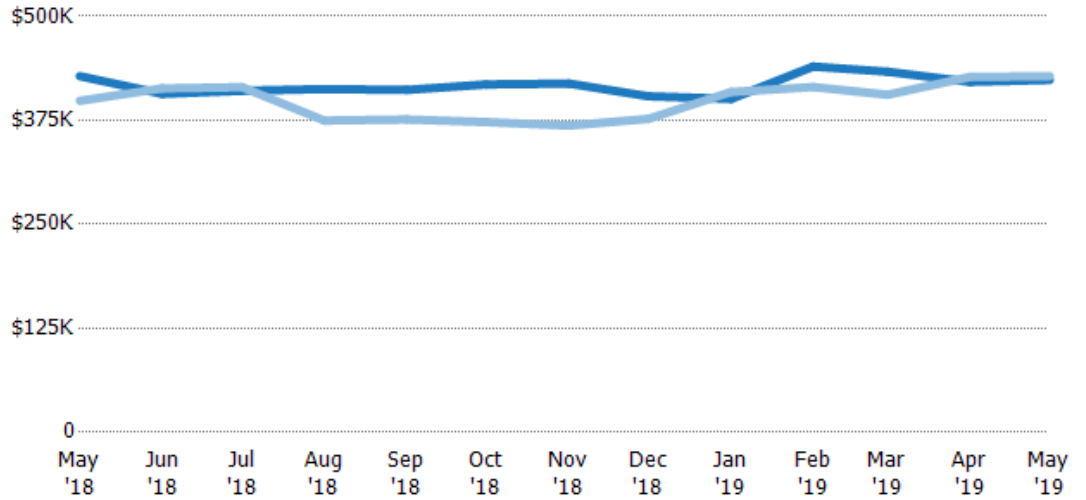
Average Listing Price

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

Month/ Year	Price	% Chg.
May '19	\$423K	-1.1%
May '18	\$428K	7.4%
May '17	\$398K	-13.9%



Current Year	\$428K	\$407K	\$410K	\$413K	\$412K	\$418K	\$419K	\$404K	\$401K	\$440K	\$433K	\$421K	\$423K
Prior Year	\$398K	\$413K	\$415K	\$375K	\$376K	\$373K	\$369K	\$377K	\$409K	\$415K	\$406K	\$427K	\$428K
Percent Change from Prior Year	7%	-2%	-1%	10%	9%	12%	14%	7%	-2%	6%	7%	-1%	-1%

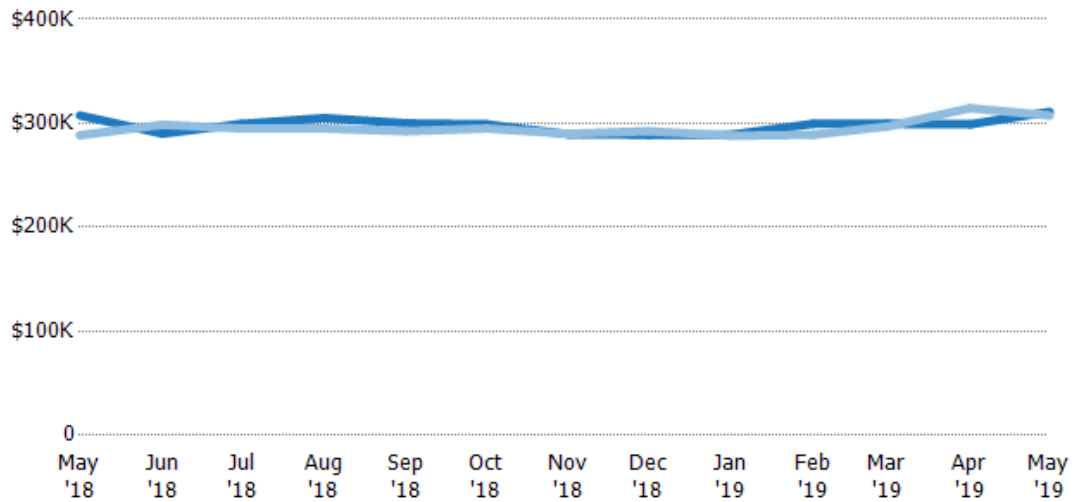
Median Listing Price

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

Month/ Year	Price	% Chg.
May '19	\$311K	1.1%
May '18	\$308K	6.6%
May '17	\$289K	-4.7%



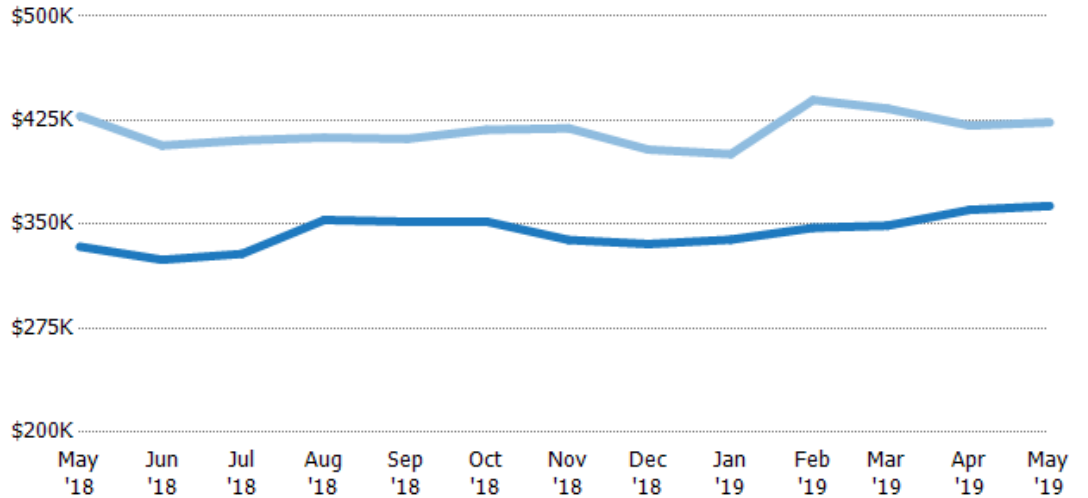
Current Year	\$308K	\$290K	\$300K	\$305K	\$300K	\$299K	\$289K	\$289K	\$289K	\$300K	\$300K	\$299K	\$311K
Prior Year	\$289K	\$299K	\$295K	\$295K	\$292K	\$295K	\$290K	\$292K	\$288K	\$289K	\$297K	\$315K	\$308K
Percent Change from Prior Year	7%	-3%	2%	3%	3%	1%	0%	-1%	0%	4%	1%	-5%	1%

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



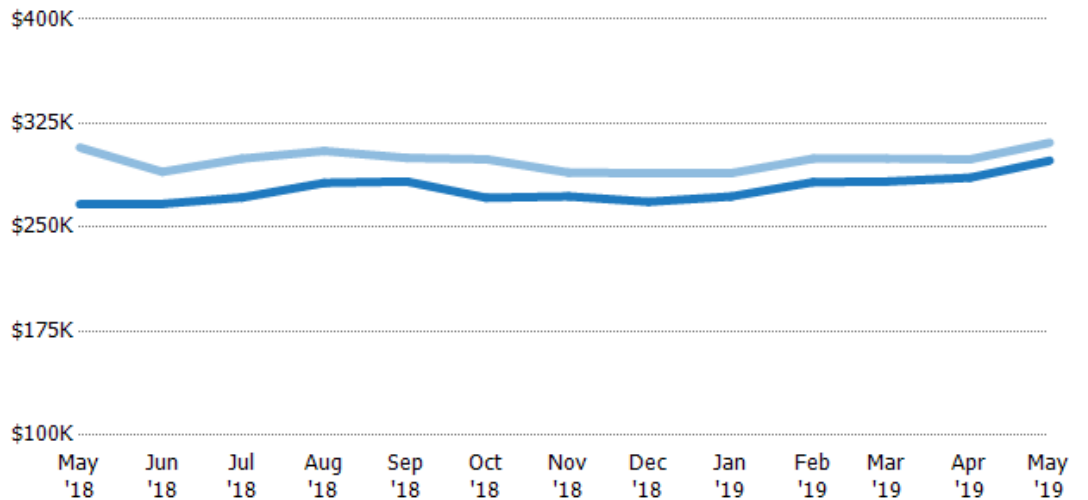
	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19
Avg Est Value	\$334K	\$324K	\$329K	\$353K	\$352K	\$352K	\$339K	\$336K	\$339K	\$347K	\$349K	\$360K	\$363K
Avg Listing Price	\$428K	\$407K	\$410K	\$413K	\$412K	\$418K	\$419K	\$404K	\$401K	\$440K	\$433K	\$421K	\$423K
Avg Listing Price as a % of Avg Est Value	128%	125%	125%	117%	117%	119%	124%	120%	118%	127%	124%	117%	117%

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



	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19
Median Est Value	\$267K	\$267K	\$271K	\$282K	\$283K	\$271K	\$272K	\$268K	\$272K	\$283K	\$283K	\$286K	\$298K
Median Listing Price	\$308K	\$290K	\$300K	\$305K	\$300K	\$299K	\$289K	\$289K	\$289K	\$300K	\$300K	\$299K	\$311K
Med Listing Price as a % of Med Est Value	115%	109%	110%	108%	106%	110%	106%	108%	106%	106%	106%	105%	104%

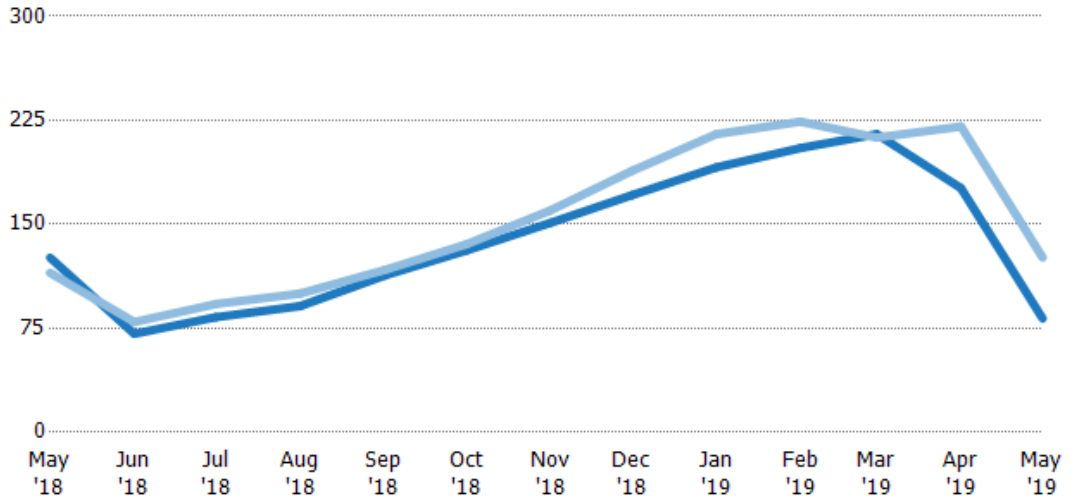
Median Days in RPR

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

Month/ Year	Days	% Chg.
May '19	82	-34.9%
May '18	126	9.6%
May '17	115	-20.9%



Current Year	126	71	83	91	113	131	151	171	191	205	215	176	82
Prior Year	115	79.5	92.5	100	117	136	160	189	215	224	213	221	126
Percent Change from Prior Year	10%	-11%	-10%	-9%	-3%	-3%	-6%	-9%	-11%	-8%	1%	-20%	-35%

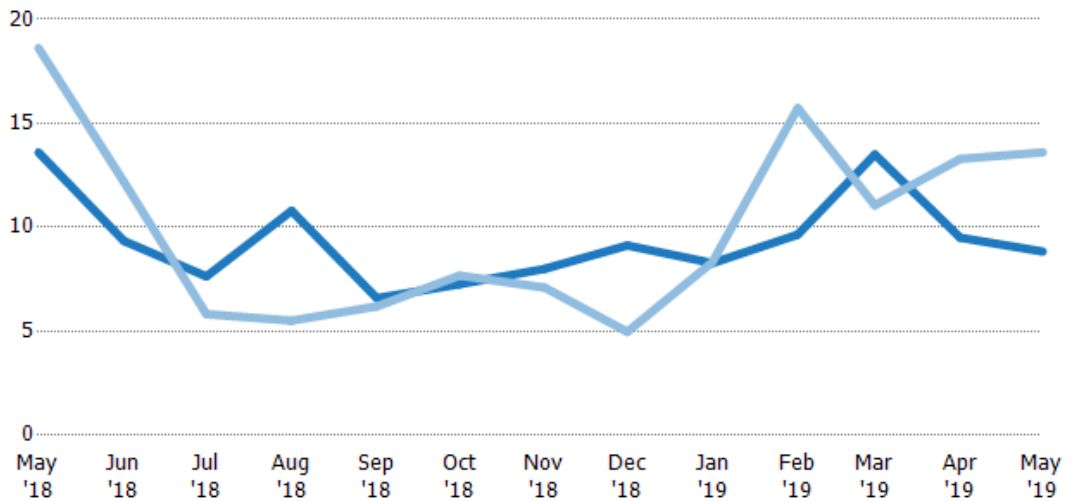
Months of Inventory

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

Month/ Year	Months	% Chg.
May '19	8.83	-35%
May '18	13.6	-26.9%
May '17	18.6	-34.5%



Current Year	13.6	9.35	7.64	10.8	6.59	7.26	8	9.13	8.28	9.65	13.5	9.5	8.83
Prior Year	18.6	12.2	5.82	5.51	6.2	7.68	7.1	4.97	8.33	15.7	11.1	13.3	13.6
Percent Change from Prior Year	-27%	-23%	31%	96%	6%	-5%	13%	83%	-1%	-39%	22%	-28%	-35%

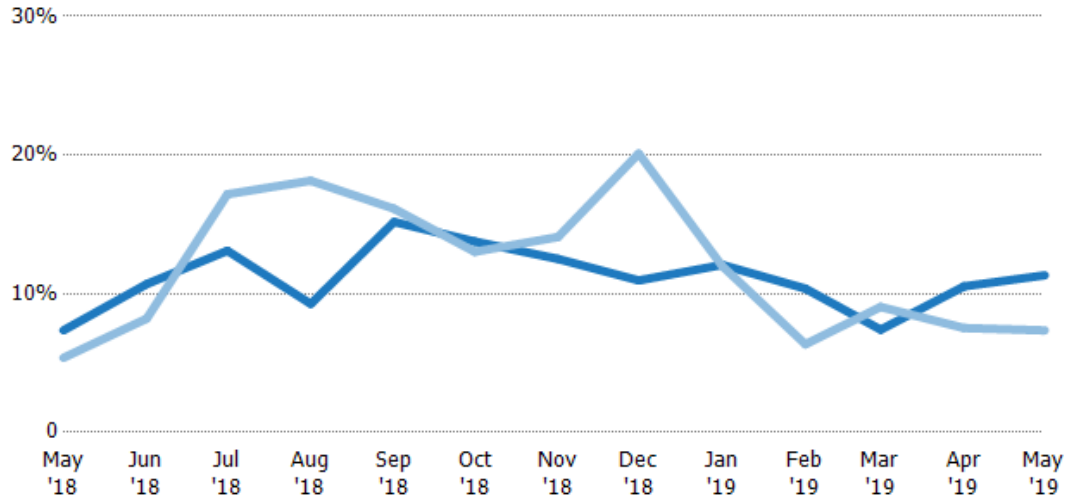
Absorption Rate

The percentage of inventory sold per month.

Filters Used

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

Month/ Year	Rate	Chg.
May '19	11%	-4%
May '18	7%	-2%
May '17	5%	52.7%



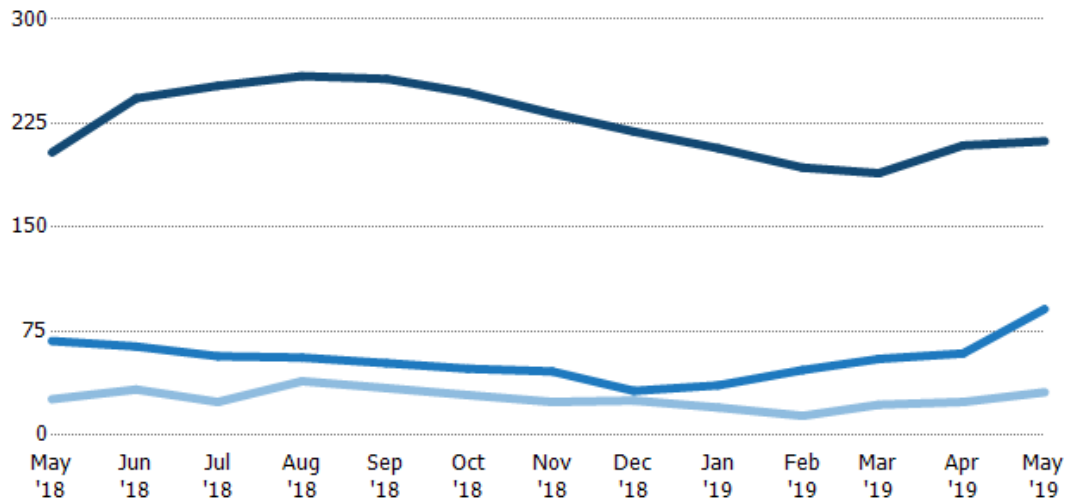
Current Year	7%	11%	13%	9%	15%	14%	13%	11%	12%	10%	7%	11%	11%
Prior Year	5%	8%	17%	18%	16%	13%	14%	20%	12%	6%	9%	8%	7%
Change from Prior Year	-2%	-2%	4%	9%	1%	-1%	2%	9%	0%	-4%	2%	-3%	-4%

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	204	243	252	259	257	247	232	219	207	193	189	209	212
Pending	68	64	57	56	52	48	46	32	36	47	55	59	91
Sold	26	33	24	39	34	29	24	25	20	14	22	24	31

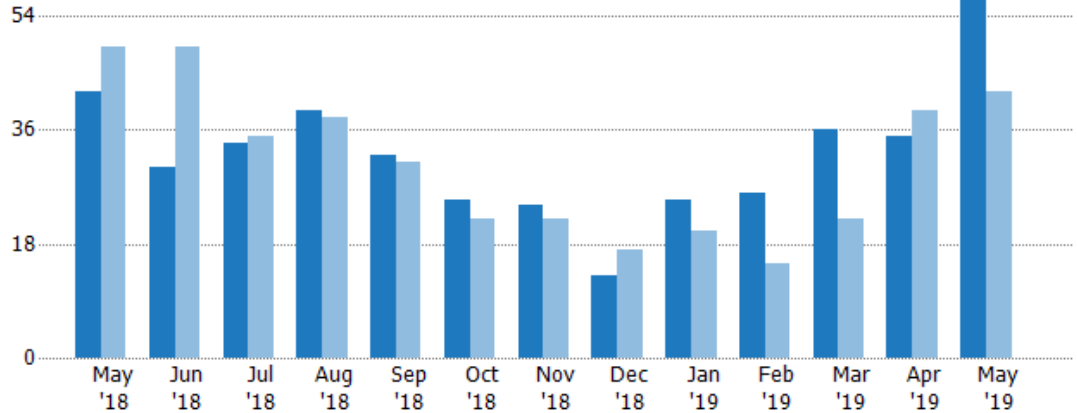
New Pending Sales

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.
May '19	65	54.8%
May '18	42	-14.3%
May '17	49	-16.3%



	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19
Current Year	42	30	34	39	32	25	24	13	25	26	36	35	65
Prior Year	49	49	35	38	31	22	22	17	20	15	22	39	42
Percent Change from Prior Year	-14%	-39%	-3%	3%	3%	14%	9%	-24%	25%	73%	64%	-10%	55%

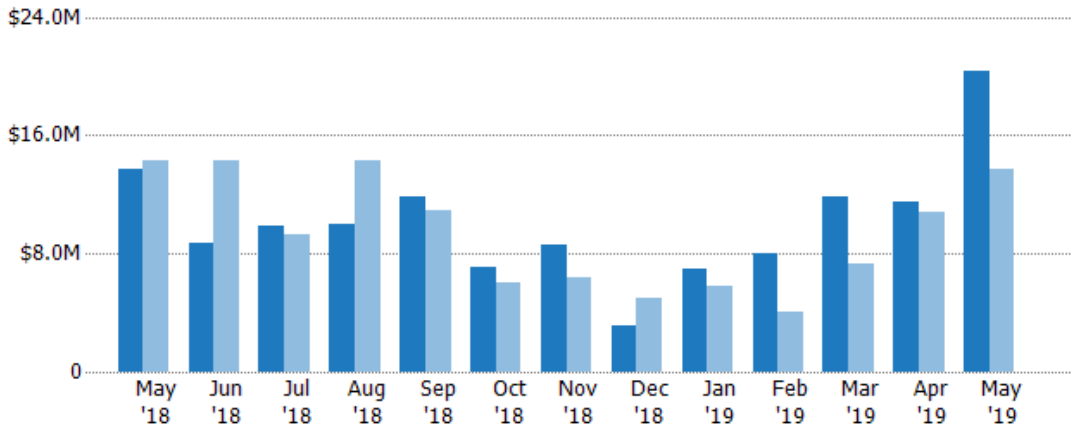
New Pending Sales Volume

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.
May '19	\$20.3M	48.8%
May '18	\$13.7M	-4%
May '17	\$14.3M	-16.1%



	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19
Current Year	\$13.7M	\$8.68M	\$9.89M	\$10M	\$11.8M	\$7.04M	\$8.55M	\$3.07M	\$6.98M	\$7.95M	\$11.8M	\$11.5M	\$20.3M
Prior Year	\$14.3M	\$14.3M	\$9.33M	\$14.3M	\$10.9M	\$6.06M	\$6.4M	\$4.93M	\$5.85M	\$4.07M	\$7.34M	\$10.8M	\$13.7M
Percent Change from Prior Year	-4%	-39%	6%	-30%	8%	16%	34%	-38%	19%	96%	61%	7%	49%

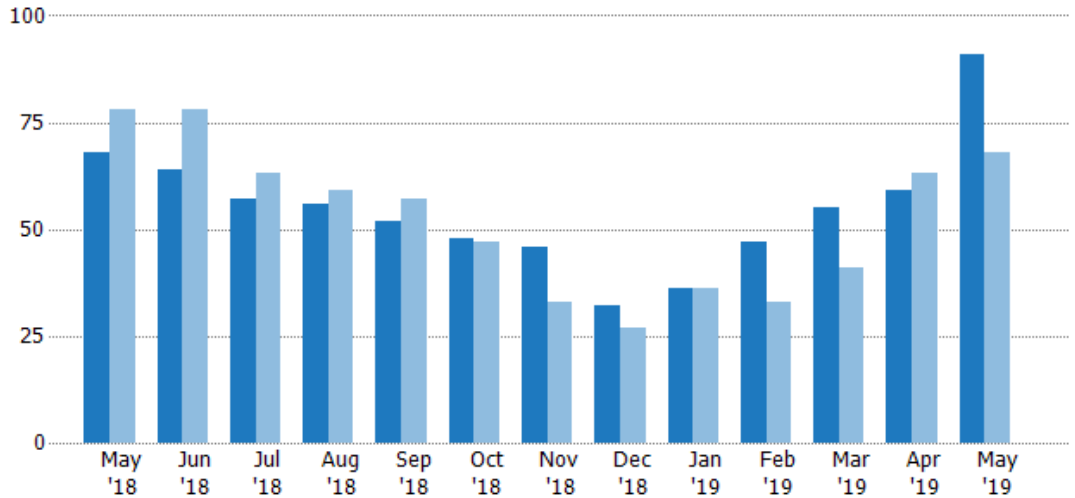
Pending Sales

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

Month/ Year	Count	% Chg.
May '19	91	33.8%
May '18	68	-12.8%
May '17	78	-6.4%



	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19
Current Year	68	64	57	56	52	48	46	32	36	47	55	59	91
Prior Year	78	78	63	59	57	47	33	27	36	33	41	63	68
Percent Change from Prior Year	-13%	-18%	-10%	-5%	-9%	2%	39%	19%	0%	42%	34%	-6%	34%

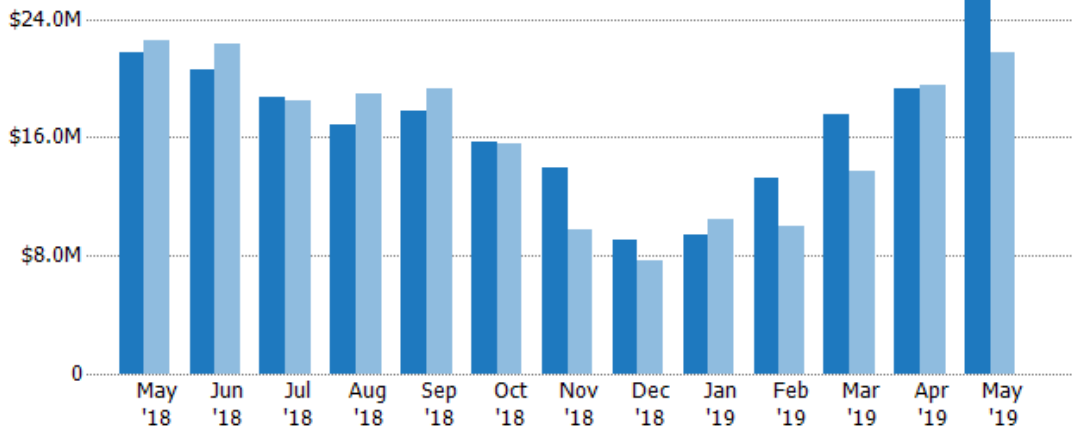
Pending Sales Volume

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

Month/ Year	Volume	% Chg.
May '19	\$28.1M	29%
May '18	\$21.8M	-3.4%
May '17	\$22.5M	-16%



	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19
Current Year	\$21.8M	\$20.6M	\$18.7M	\$16.8M	\$17.8M	\$15.6M	\$13.9M	\$9.01M	\$9.42M	\$13.3M	\$17.6M	\$19.3M	\$28.1M
Prior Year	\$22.5M	\$22.3M	\$18.5M	\$19M	\$19.3M	\$15.6M	\$9.74M	\$7.66M	\$10.4M	\$9.99M	\$13.8M	\$19.5M	\$21.8M
Percent Change from Prior Year	-3%	-7%	1%	-11%	-8%	0%	43%	18%	-10%	33%	28%	-1%	29%

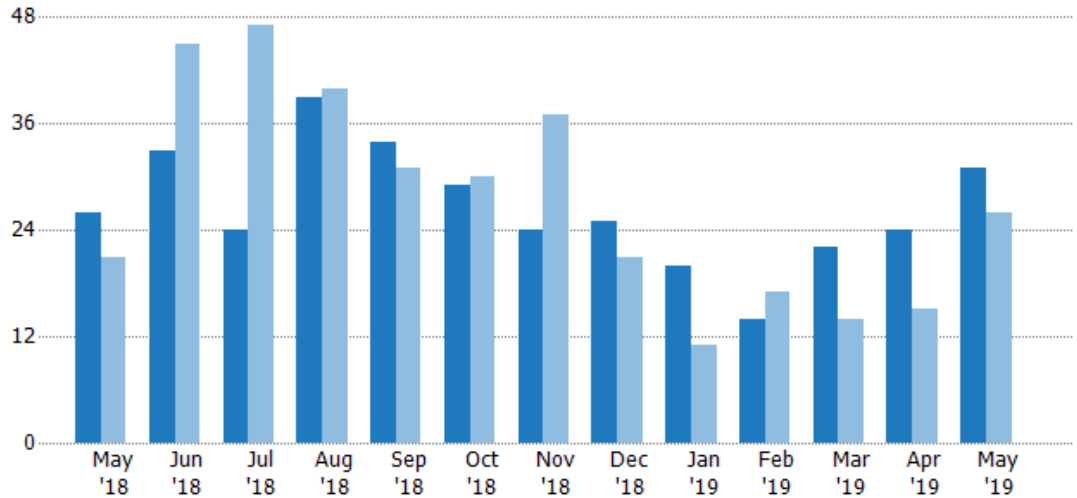
Closed Sales

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.
May '19	31	19.2%
May '18	26	23.8%
May '17	21	4.8%



Current Year	26	33	24	39	34	29	24	25	20	14	22	24	31
Prior Year	21	45	47	40	31	30	37	21	11	17	14	15	26
Percent Change from Prior Year	24%	-27%	-49%	-3%	10%	-3%	-35%	19%	82%	-18%	57%	60%	19%

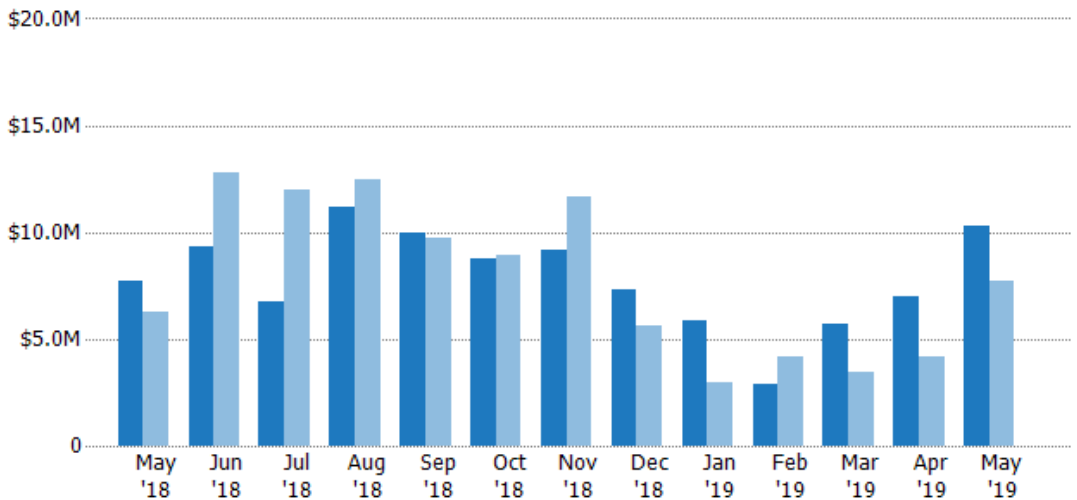
Closed Sales Volume

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.
May '19	\$10.3M	33.5%
May '18	\$7.73M	23.1%
May '17	\$6.28M	-5.4%



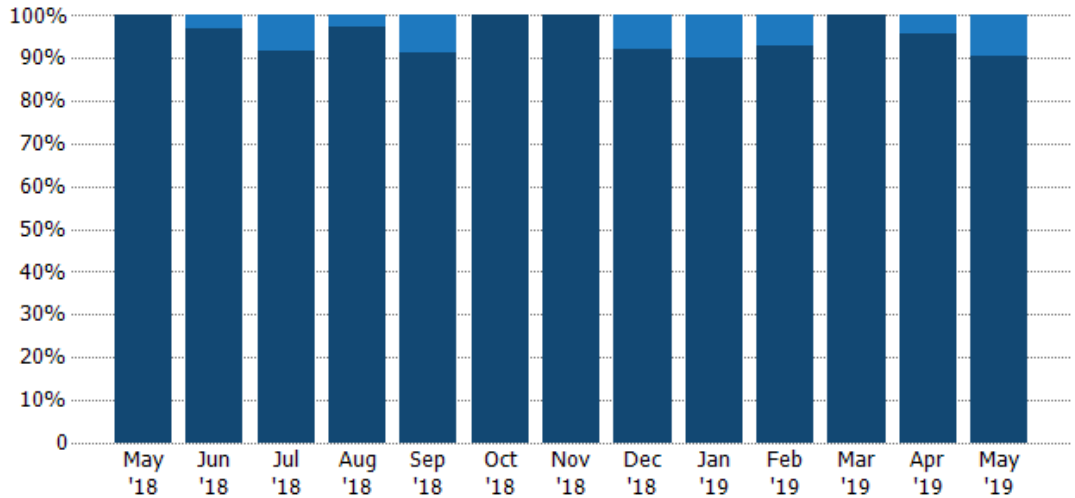
Current Year	\$7.73M	\$9.31M	\$6.74M	\$11.2M	\$9.94M	\$8.77M	\$9.15M	\$7.33M	\$5.87M	\$2.87M	\$5.7M	\$7.01M	\$10.3M
Prior Year	\$6.28M	\$12.8M	\$12M	\$12.5M	\$9.72M	\$8.91M	\$11.7M	\$5.63M	\$2.96M	\$4.15M	\$3.42M	\$4.18M	\$7.73M
Percent Change from Prior Year	23%	-27%	-44%	-10%	2%	-2%	-22%	30%	99%	-31%	67%	68%	34%

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



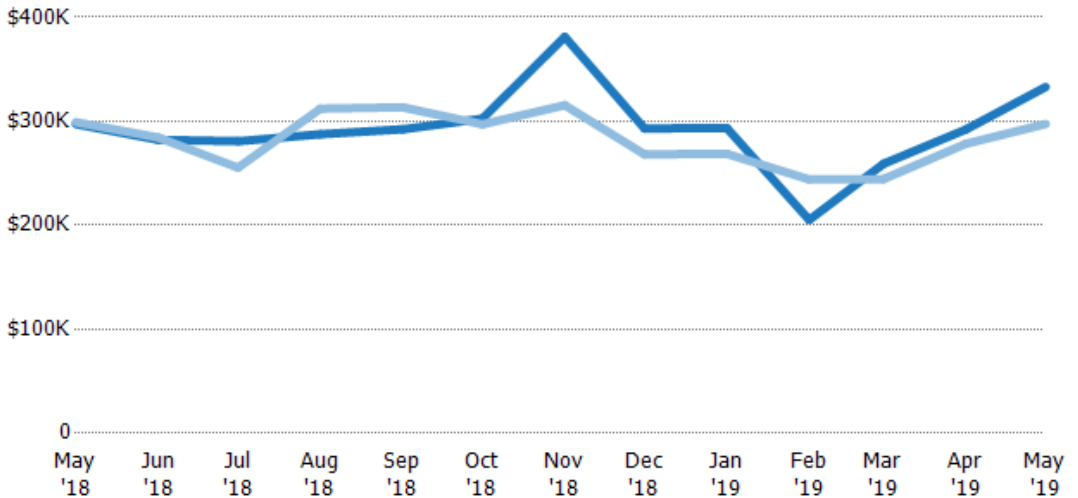
Property Type	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19
Condo/Townhouse	-	3%	8%	3%	9%	-	-	8%	10%	7%	-	4%	10%
Single Family Residence	100%	97%	92%	97%	91%	100%	100%	92%	90%	93%	100%	96%	90%

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



Month/Year	Price	% Chg.
May '19	\$333K	12%
May '18	\$297K	-0.6%
May '17	\$299K	-9.7%

Property Type	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19
Current Year	\$297K	\$282K	\$281K	\$288K	\$292K	\$303K	\$381K	\$293K	\$293K	\$205K	\$259K	\$292K	\$333K
Prior Year	\$299K	\$284K	\$255K	\$312K	\$313K	\$297K	\$315K	\$268K	\$269K	\$244K	\$244K	\$278K	\$297K
Percent Change from Prior Year	-1%	-1%	10%	-8%	-7%	2%	21%	9%	9%	-16%	6%	5%	12%

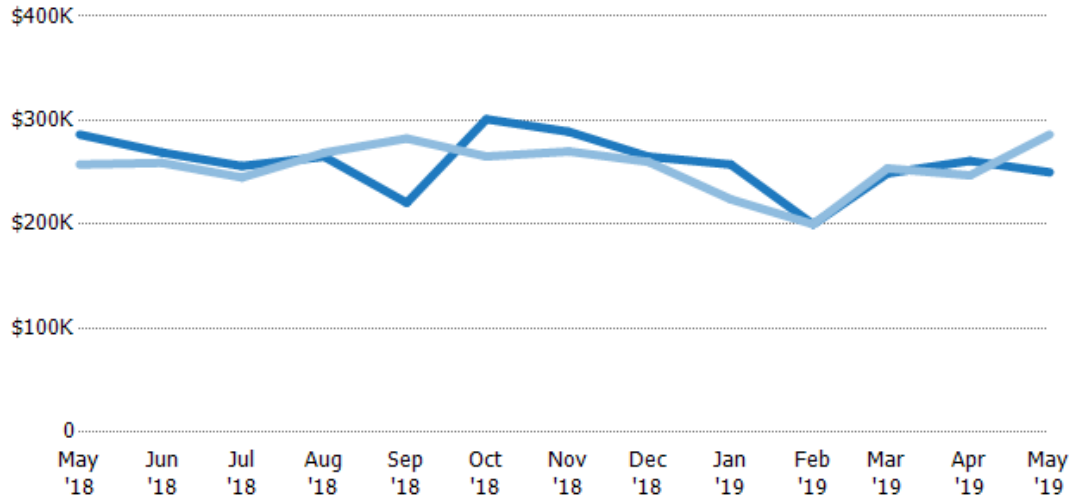
Median Sales Price

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.
May '19	\$250K	-12.7%
May '18	\$286K	11.2%
May '17	\$258K	-8.3%



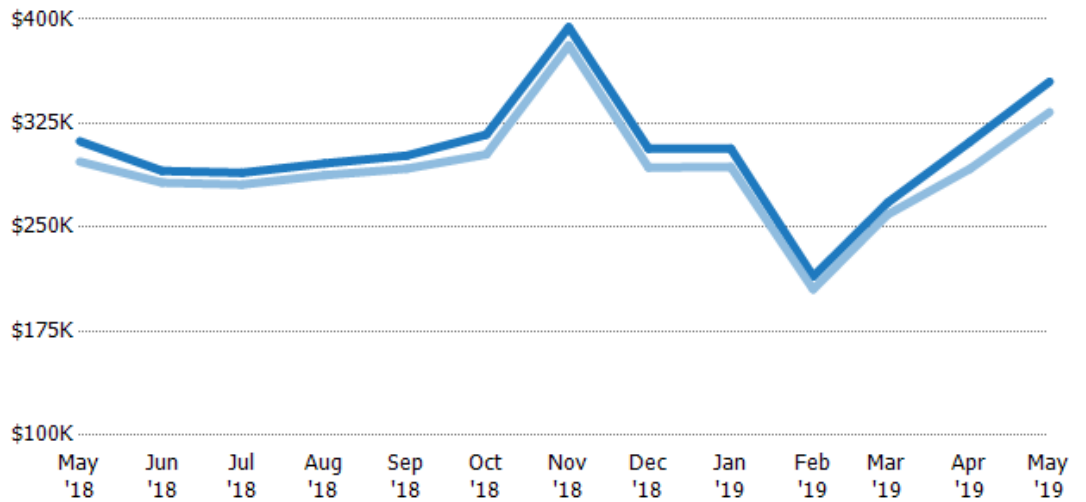
Current Year	\$286K	\$269K	\$256K	\$265K	\$221K	\$301K	\$289K	\$265K	\$257K	\$200K	\$249K	\$261K	\$250K
Prior Year	\$258K	\$259K	\$245K	\$269K	\$283K	\$265K	\$270K	\$260K	\$224K	\$200K	\$254K	\$247K	\$286K
Percent Change from Prior Year	11%	4%	4%	-1%	-22%	13%	7%	2%	15%	0%	-2%	6%	-13%

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



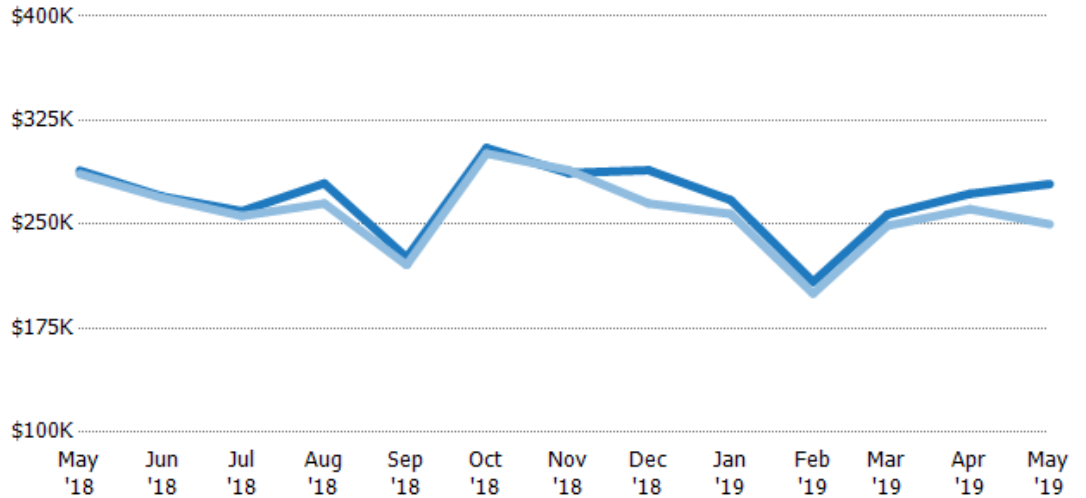
Avg List Price	\$312K	\$291K	\$289K	\$296K	\$302K	\$317K	\$394K	\$307K	\$307K	\$215K	\$268K	\$312K	\$355K
Avg Sales Price	\$297K	\$282K	\$281K	\$288K	\$292K	\$303K	\$381K	\$293K	\$293K	\$205K	\$259K	\$292K	\$333K
Avg Sales Price as a % of Avg List Price	95%	97%	97%	97%	97%	95%	97%	96%	96%	96%	97%	94%	94%

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



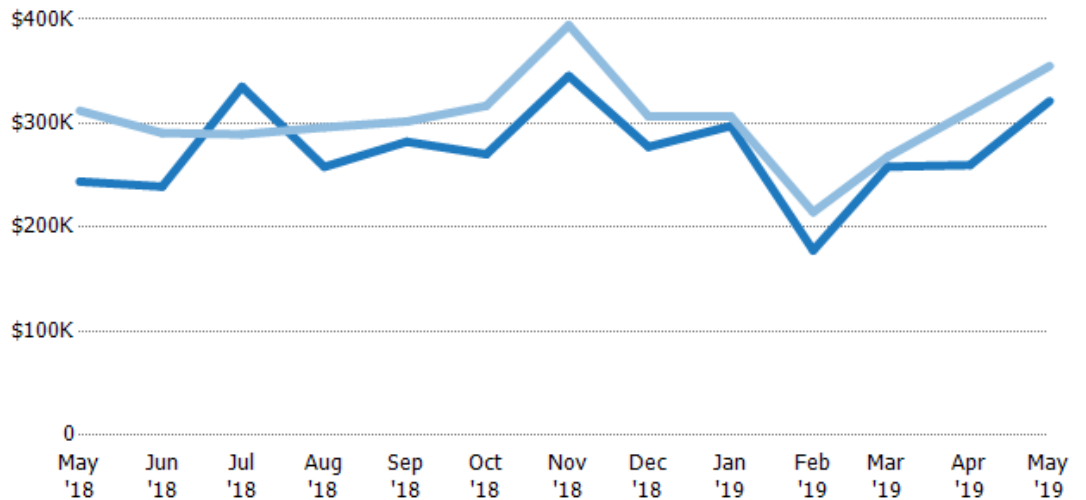
	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19
Median List Price	\$289K	\$270K	\$259K	\$280K	\$226K	\$305K	\$287K	\$289K	\$267K	\$209K	\$257K	\$272K	\$279K
Median Sales Price	\$286K	\$269K	\$256K	\$265K	\$221K	\$301K	\$289K	\$265K	\$257K	\$200K	\$249K	\$261K	\$250K
Med Sales Price as a % of Med List Price	99%	100%	99%	95%	98%	99%	101%	92%	96%	96%	97%	96%	90%

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



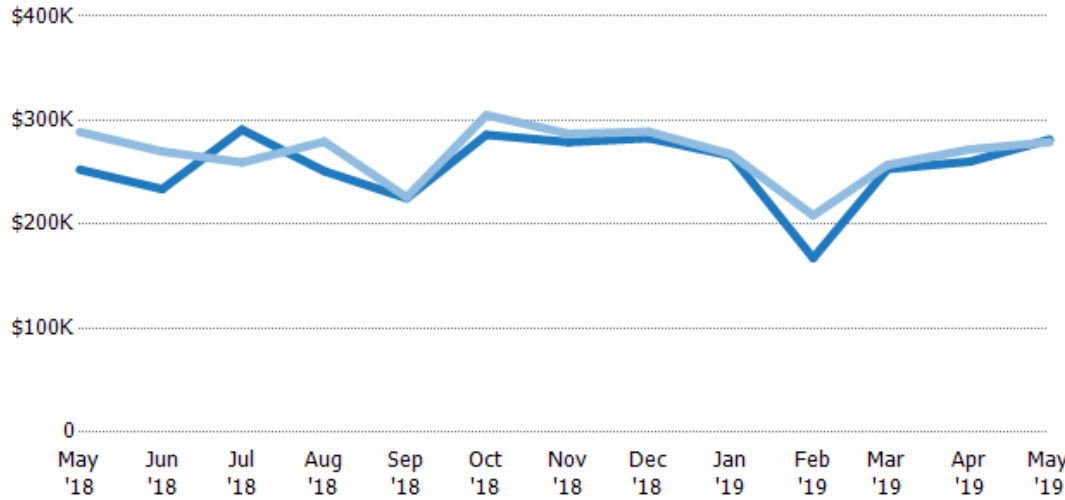
	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19
Avg Est Value	\$244K	\$239K	\$335K	\$258K	\$282K	\$270K	\$346K	\$277K	\$297K	\$178K	\$258K	\$260K	\$321K
Avg Sales Price	\$312K	\$291K	\$289K	\$296K	\$302K	\$317K	\$394K	\$307K	\$307K	\$215K	\$268K	\$312K	\$355K
Avg Sales Price as a % of Avg Est Value	128%	122%	86%	115%	107%	117%	114%	111%	103%	121%	104%	120%	110%

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



	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19
Median Est Value	\$253K	\$234K	\$291K	\$251K	\$225K	\$286K	\$279K	\$283K	\$266K	\$167K	\$253K	\$260K	\$282K
Median Sales Price	\$289K	\$270K	\$259K	\$280K	\$226K	\$305K	\$287K	\$289K	\$267K	\$209K	\$257K	\$272K	\$279K
Med Sales Price as a % of Med Est Value	114%	115%	89%	111%	100%	107%	103%	102%	101%	124%	102%	105%	99%