

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	Dec 2018	Dec 2017	+ / -	YTD 2018	YTD 2017	+ / -
Listing Activity Charts Metrics						
New Listing Count	11	10	+10%	11	10	+10%
New Listing Volume	\$2,929,800	\$4,236,800	-30.8%	\$2,929,800	\$4,236,800	-30.8%
Active Listing Count	204	177	+15.3%	NA	NA	
Active Listing Volume	\$88,675,784	\$71,026,323	+24.8%	NA	NA	
Average Listing Price	\$434,685	\$401,279	+8.3%	\$434,685	\$401,279	+8.3%
Median Listing Price	\$313,500	\$298,900	+4.9%	\$313,500	\$298,900	+4.9%
Median Daysin RPR	165	191	-13.6%	165	191	-13.6%
Months of Inventory	_	_	-	9.7	7.1	+37.2%
Absorption Rate	_	_	+_	10.29%	14.12%	-3.8%
Sales Activity Charts Metrics			1			
New Pending Sales Count	18	17	+5.9%	18	17	+5.9%
New Pending Sales Volume	\$4,451,600	\$4,931,950	-9.7%	\$4,451,600	\$4,931,950	-9.7%
Pending Sales Count	36	25	+44%	NA	NA	
Pending Sales Volume	\$9,772,800	\$7,108,851	+37.5%	NA	NA	
Closed Sales Count	25	21	+19%	25	21	+19%
Cloæd Sales Volume	\$7,328,200	\$5,632,500	+30.1%	\$7,328,200	\$5,632,500	+30.1%
Average Sales Price	\$293,128	\$268,214	+9.3%	\$293,128	\$268,214	+9.3%
Median Sales Price	\$265,000	\$260,000	+1.9%	\$265,000	\$260,000	+1.9%

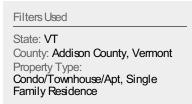


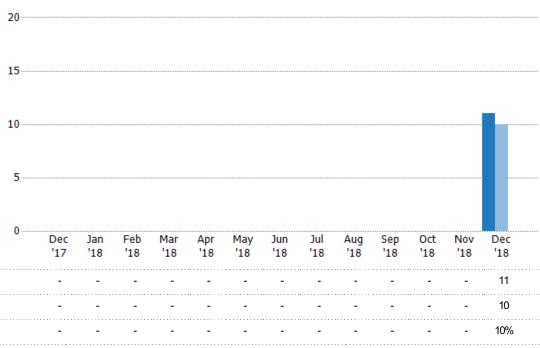




New Listings

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





New Listing Volume

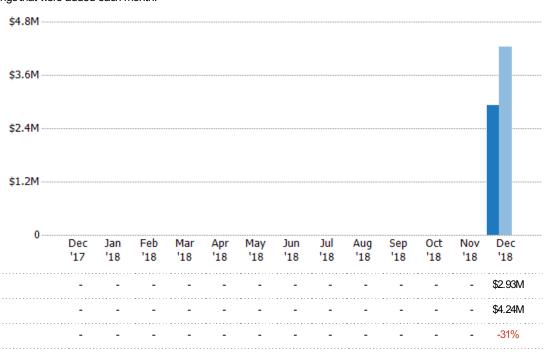
Percent Change from Prior Year

Current Year

Prior Year

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

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



Current Year

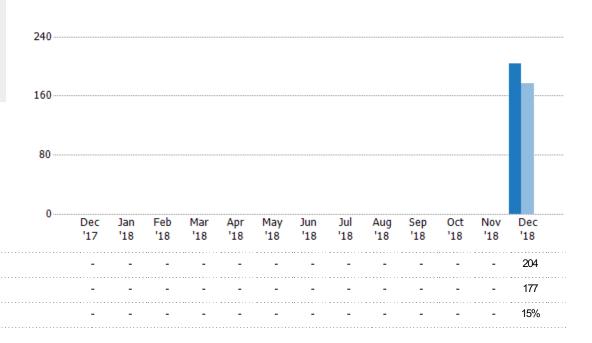
Percent Change from Prior Year



Active Listings

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





Active Listing Volume

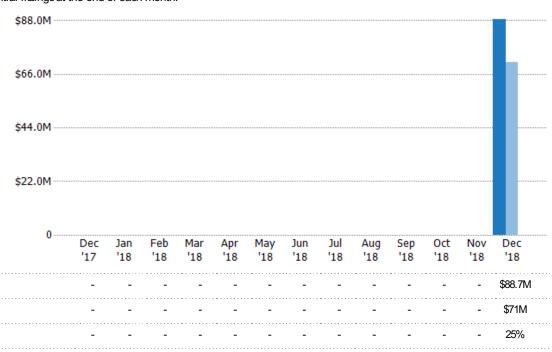
Percent Change from Prior Year

Current Year

Prior Year

The sum of the listing price of active residential 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





Average Listing Price

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

\$250K

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

\$500K	
\$375K	

\$125K

0 Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18
-	-	-	-	-	-	-	-	-	-	-	-	\$435K
-	-	-	-	-	-	-	-	-	-	-	-	\$401K
-	-	-	-	-	-	-	-	-	-	-	-	8%

Median Listing Price

Percent Change from Prior Year

Current Year
Prior Year

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

¢400K

\$100K

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

\$400K	
\$300K	
\$200K	

0												
Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18
-	-	-	-	-	-	-	-	-	-	-	-	\$314K
 -	-	-	-	-		-	-	-	-	-	-	\$299K
 -	-	-	-	-	-	-	-	-	-	-	-	5%



Current Year
Prior Year

Percent Change from Prior Year





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.

	\$125K	 	 	 	 	 	
	\$250K	 	 	 	 	 	
State: VT County: Addison County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	\$375K	 	 	 	 	 	
Filters Used							

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

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

)K				 	 			
0 Dec '17			May '18					
Dec						Oct '18	Nov '18	De '18
Dec						Oct '18	Nov '18	De '18



Median Est Value

Median Listing Price

Med Listing Price as a % of Med Est Value





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: Addison County, Vermont	150												
Property Type: Condo/Townhouse/Apt, Single Family Residence													
Family Residence	100												
	100												
	50												
	0	155	Eab	Mar	Apr	May			Aug			Nov	Doc
	Dec '17	Jan '18	'18	Mar '18	'18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	165
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	191
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-14%

Months of Inventory

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

Filters Used	20												
State: VT County: Addison County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	15												
r anny reductive	10												······
	5												
	0												
	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	8.5
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	4.92
Percent Change from Prior Year	-	-		-	-	-	-	-	-	-	-	-	73%







Absorption Rate

Family Residence

The percentage of inventory sold per month.

Filters Used
State: VT County: Addison County, Vermon
Property Type: Condo/Townhouse/Apt, Single

30%	

20%

10%

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

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

00												
!25												
.50												
75												
0 Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	0ct	Nov	 Dec
0 Dec	Jan	Feb	Mar	Apr '18		Jun '18	Jul	Aug	Sep	0ct	Nov	 Dec
0 Dec	Jan	Feb	Mar	Apr '18	May '18	Jun '18	Jul '18	Aug	Sep '18	0ct '18	Nov	Dec '18 204



Active Pending

Sold





Current Year

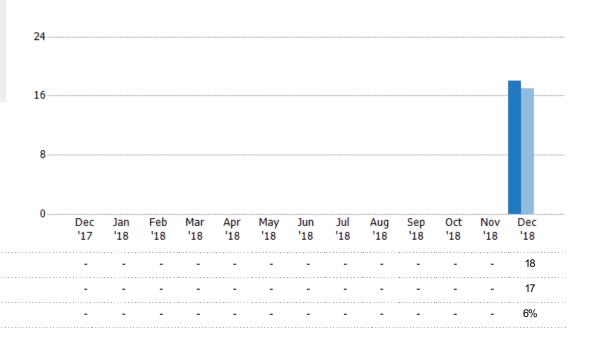
Prior Year

Market Data Report

New Pending Sales

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



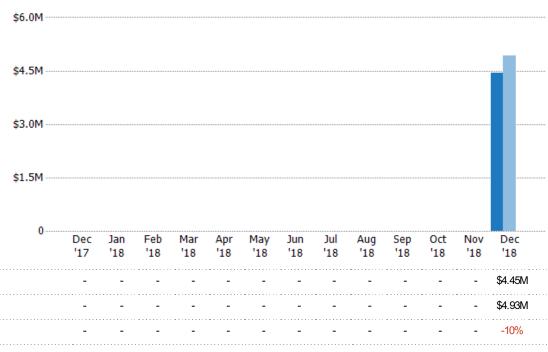


New Pending Sales Volume

Percent Change from Prior Year

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

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



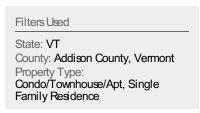
Current Year

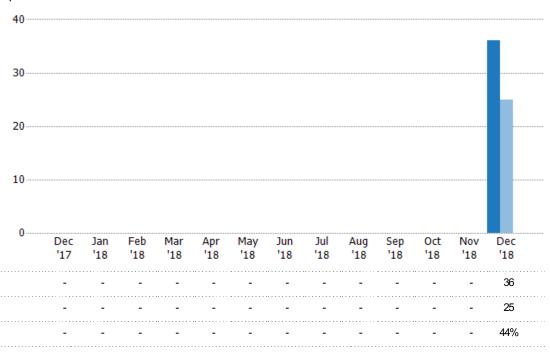
Percent Change from Prior Year



Pending Sales

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





Pending Sales Volume

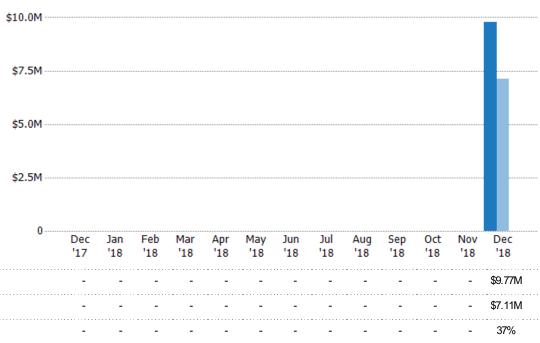
Percent Change from Prior Year

Current Year

Prior Year

The sum of the sales price of residential 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

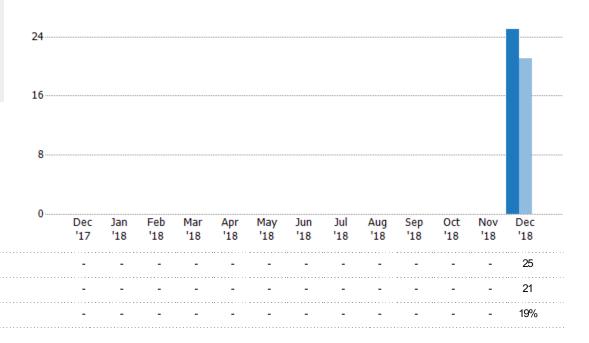


Closed Sales

The total number of residential properties sold each month.

Filters Used

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



Closed Sales Volume

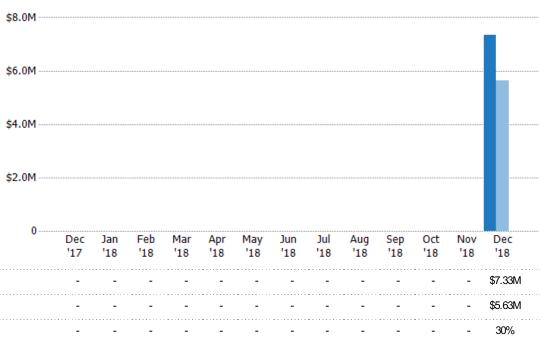
Percent Change from Prior Year

Current Year

Prior Year

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

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



Current Year

Percent Change from Prior Year





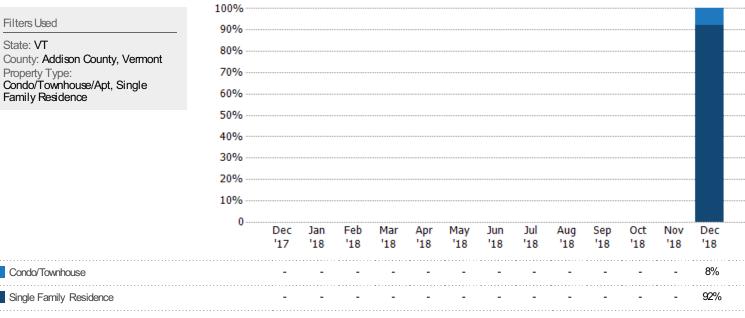
Closed Sales by Property Type

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

Filters Used

State: VT

Family Residence



Average Sales Price

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

\$75K

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

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

Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18
-	-	-	-	-	-	-	-	-		-	-	\$293K
-	-	-	-	-	-	-	-	-	-	-	-	\$268K
-	-	-	-	-	-	-	-	-	-	-	-	9%



Current Year Prior Year

Percent Change from Prior Year



\$265K

\$260K



Current Year

Prior Year

Market Data Report

Median Sales Price

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

Filters Used	\$300K												
State: VT County: Addison County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	\$225K												
ramily residence	\$150K												
	\$75K												
	0 Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18

Average Sales Price vs Average Listing Price

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

\$400K -

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

Percent Change from Prior Year

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12												
Κ												
•								Διια	Sen	Oct		
0 Dec '17	Jan	Feb	Mar	Apr	May '18	Jun	Jul	Aug '18	Sep '18	Oct '18		De
Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug '18	Sep '18	0ct '18	Nov	De



Avg List Price

Avg Sales Price

Avg Sales Price as a % of Avg List Price





Median List Price

Median Sales Price

Market Data Report

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

\$300K												
\$225K												
\$150K												
\$75K												
0												
Dec								Aug '18				Dec '18
	• • • • • • • • • • • • • • • • • • • •							_	-			
-	-	-	-	-								\$289K
-	- -	- 	- -	- -	- -	-	-	-	-	-	- -	\$289K \$265K

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

00K	
0	
0	
	Aug Sen Oct Nov D
Dec Jan Feb Mar Apr May Jun Jul Aug Sep Oct '17 '18 '18 '18 '18 '18 '18 '18 '18 '18	'18 '18 '18 '18 '1



Avg Est Value

Avg Sales Price





Median Est Value

Median Sales Price

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

Med Sales Price as a % of Med Est Value

25K	 						 			
50K	 						 			
75K	 						 			
0							 			
										D
0 Dec	 Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	 Sep '18	Oct '18	Nov '18	De '1



