

## Summary of Key Listing and Sales Metrics

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

17 + / -	YTD 2017	YTD 2018	+ / -	Feb 2017	Feb 2018	Key Metrics
						isting Activity Charts Metrics
27 -25.9%	27	20	-25.9%	27	20	New Listing Count
00 -38.2%	\$10,833,900	\$6,696,800	-38.2%	\$10,833,900	\$6,696,800	New Listing Volume
22 -25.7%	222	165	-25.7%	222	165	Active Listing Count
24 -18.4%	\$91,076,724	\$74,293,512	-18.4%	\$91,076,724	\$74,293,512	Active Listing Volume
56 +9.8%	\$410,256	\$450,264	+9.8%	\$410,256	\$450,264	Average Listing Price
50 +8.1%	\$276,950	\$299,500	+8.1%	\$276,950	\$299,500	Median Listing Price
.5 +1.7%	202.5	206	+1.7%	202.5	206	Median Daysin RPR
.1 -35.6%	17.1	11	-	_	_	Months of Inventory
% +3.2%	5.86%	9.09%	+_	_	_	Absorption Rate
						Sales Activity Charts Metrics
21 -9.5%	21	19	-9.5%	21	19	New Pending Sales Count
50 -10.9%	\$5,451,750	\$4,856,250	-10.9%	\$5,451,750	\$4,856,250	New Pending Sales Volume
19 -20.4%	49	39	-20.4%	49	39	Pending Sales Count
50 +0.6%	\$12,236,150	\$12,305,214	+0.6%	\$12,236,150	\$12,305,214	Pending Sales Volume
15 +13.3%	15	17	+13.3%	15	17	Closed Sales Count
50 +18.7%	\$3,494,750	\$4,148,618	+18.7%	\$3,494,750	\$4,148,618	Closed Sales Volume
33 +4.7%	\$232,983	\$244,036	+4.7%	\$232,983	\$244,036	Average Sales Price
00 -1%	\$202,000	\$200,000	-1%	\$202,000	\$200,000	Median Sales Price





Addison County



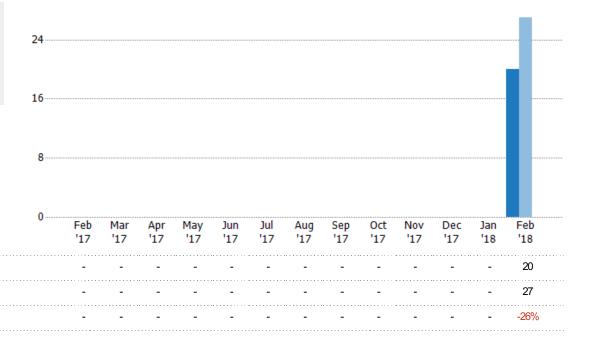
# Market Data Report

### **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

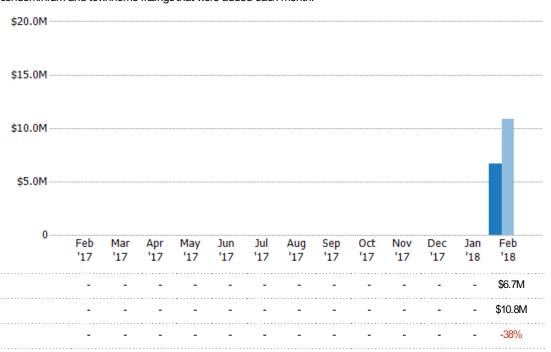
Percent Change from Prior Year

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
Family Residence





Current Year

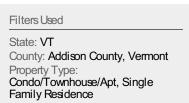
Percent Change from Prior Year

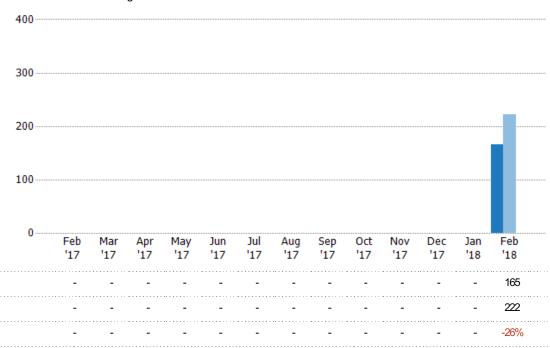




#### **Active Listings**

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





#### **Active Listing Volume**

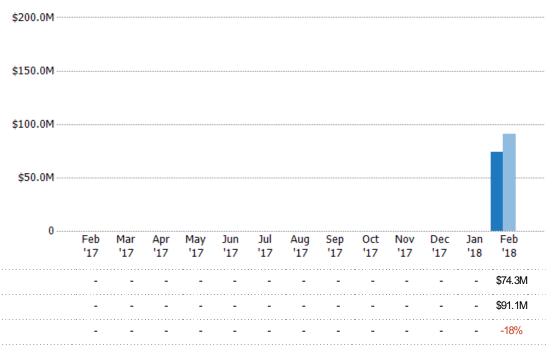
Percent Change from Prior Year

Current Year

Prior Year

The sum of the listing price of active 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





#### **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												
·	\$250K												
	\$125K												
	0												
	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$450K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$410K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	10%

#### **Median Listing Price**

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

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

	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$300K	
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$277K	
Percent Change from Prior Year				-	- -	- -	-		<u>-</u>	_		-	8%	







#### 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												
	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18
Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$342K
Avg Listing Price	-	-	-	-	-	-	-	-	-	-	-	-	\$450K
Avg Listing Price as a % of Avg Est Value	-	-			-	-			-		-		132%

#### 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
	ty Type:
	/Townhouse/Apt, Single
Family	Residence

Filters Used	\$300K												
State: VT County: Addison County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	\$225K												
	\$150K												
	\$75K												
	0												
	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18
Median Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$271K
Median Listing Price	-	-	-	-	-	-	-	-	-	-	-	-	\$300K
Med Listing Price as a % of Med Est Value	-	-	-	-	-	-	-	-	-	-	-	-	110%







#### 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.

FIIOI I Cal	-	-	-	- 	- 	- 	<del>-</del>	<del>-</del>	<del>-</del>	<del>-</del>	- 	-	20
Current Year Prior Year	<del>-</del>	-	-	-	-	-	-	-	- 	-	<del>-</del>	-	2
O1 V													
	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	-
	75												
	150												
County: Addison County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	225												
ilters Used State: VT													

### Months of Inventory

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

	40												
State: VT County: Addison County, Vermont	30												
Property Type: Condo/Townhouse/Apt, Single Family Residence	30												
	20												***************************************
	10												
	0												
	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	15
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	11.7
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	28%





### **Absorption Rate**

Family Residence

The percentage of inventory sold per month.

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

10%	

5%

	0												
	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18
Current Year	-	-	-	-	-	-	-	-	-	-	_	-	7%
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	9%
Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	2%

#### Active/Pending/Sold Units

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

200

Filters Used

State: VT

County: Addison County, Vermont

Property Type:

Condo/Townhouse/Apt, Single

Family Residence

150												
100												
50												
0												
Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18
-	-	-	-	-	-	-	-	-	-	-	-	165
-	-	-	-	-	-	-	-	-	-	-	-	39
	-	-	-	-	-	-	-	-	-	-	-	17



Active Pending

Sold

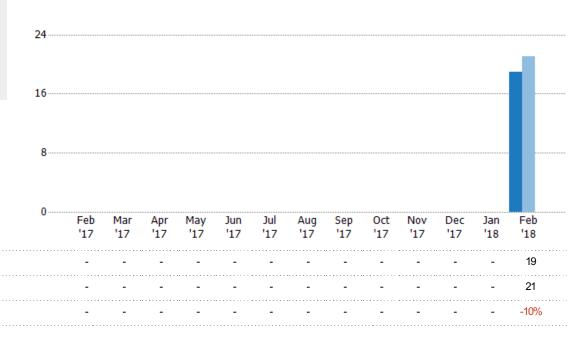




#### **New Pending Sales**

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





#### New Pending Sales Volume

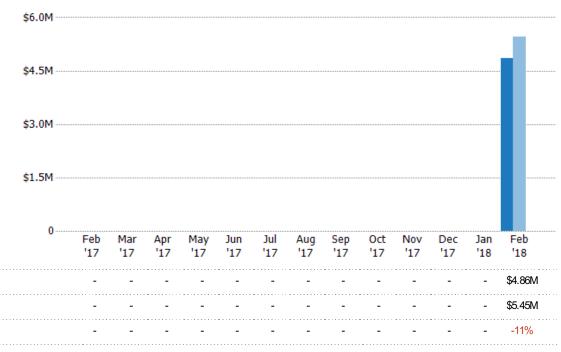
Percent Change from Prior Year

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.





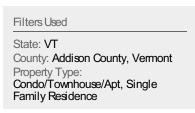
Current Year

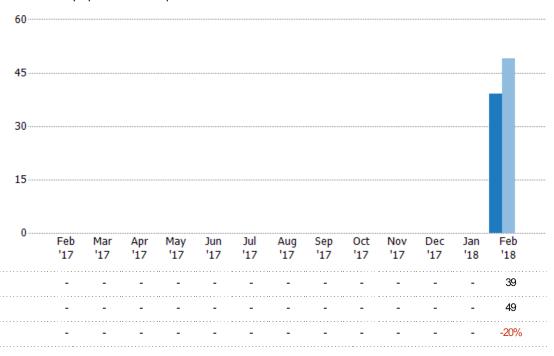
Percent Change from Prior Year



#### **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

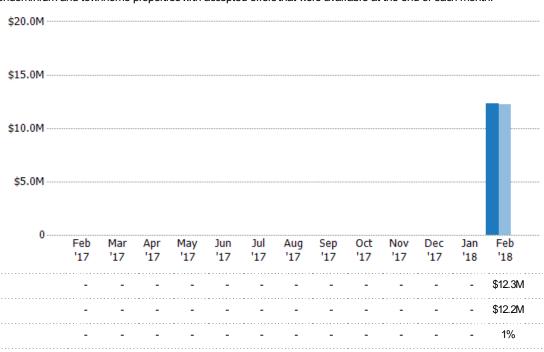
Percent Change from Prior Year

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

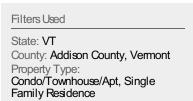
Percent Change from Prior Year

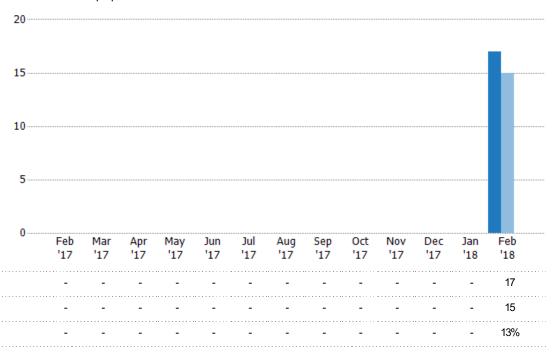




#### **Closed Sales**

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





#### **Closed Sales Volume**

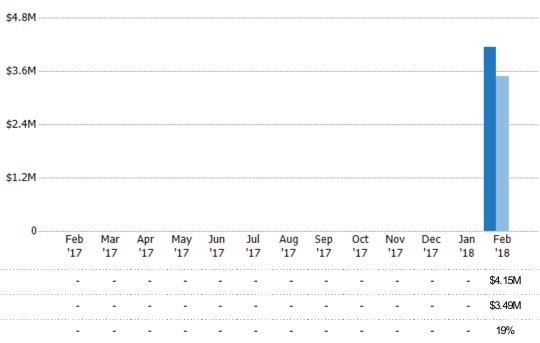
Percent Change from Prior Year

Current Year

Prior Year

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

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





Current Year

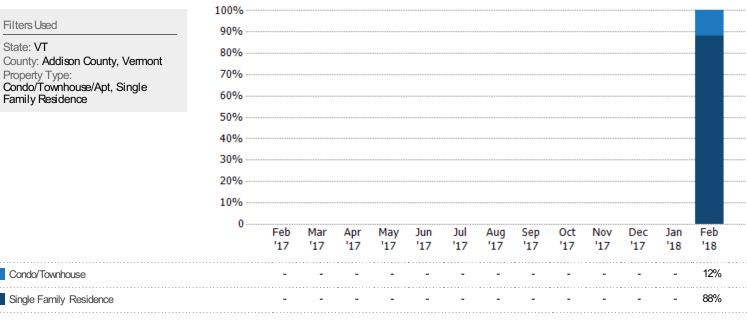
Percent Change from Prior Year





#### Closed Sales by Property Type

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



#### **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												
_			May '17									Feb
'17	'17	'17	'17	'17	'17	'17	'17	'17	'17	'17	'18	'18
-	- 	- 	- 	- 	- 	- 	- 	- 	- 	- 	- 	\$244K
-	- -	- -	-	-	-	-	-	-	-		-	5%



Current Year Prior Year

Percent Change from Prior Year





#### 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												
	\$150K												
	\$75K												
	0												
	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$200K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$202K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-1%

#### Average Sales Price vs Average Listing Price

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

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

	\$75K												
	<u>.</u>	Mar	Apr	May	_		Aug	Son			_	_	
	Feb '17	Mar '17	'17	Мау '17	Jun '17	Jul '17	'17	'17	'17	17	Dec '17	Jan '18	'18
Avg List Price	-	-	-	-	-	-	-	-	-	-	-	-	\$250K
Avg Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$244K
Avg Sales Price as a % of Avg List Price	_		_	-	_	-	_	_	- -	-	_	_	98%







#### 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												
_			May '17						Nov '17	Dec '17	Jan '18	Feb '18
-	-	-	-	-	-	-	-		-	-	-	\$209K
-	-	-	-	-	-	- -	-	-	-	-	-	\$200K
_	-	<b>-</b>	_	-	-	_	-	-	-	-	-	96%

#### 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.

\$300K

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

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



Avg Est Value

Avg Sales Price





#### 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

25K	 		 	 	 			
.50K	 		 	 	 			
75K	 							
0								
Feb	 					Dec	Jan	Feb
	 	May '17				Dec		Fel
Feb	 					Dec	Jan	Fel '18
Feb	 					Dec	Jan	Feb '18 \$266 \$209



