

# Summary of Key Listing and Sales Metrics

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

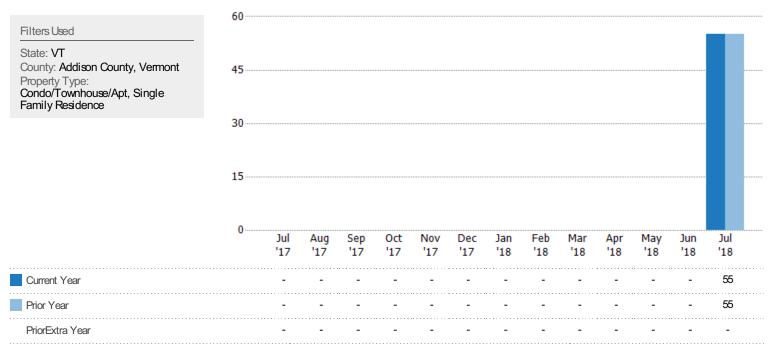
+/-	YTD 2017	YTD 2018	+/-	Jul 2017	Jul 2018	Key Metrics
						Listing Activity Charts Metrics
+_	55	55	+	55	55	New Listing Count
+3.4%	\$18,599,495	\$19,224,024	+3.4%	\$18,599,495	\$19,224,024	New Listing Volume
-19.7%	299	240	-19.7%	299	240	Active Listing Count
-20.4%	\$129,081,712	\$102,776,076	-20.4%	\$129,081,712	\$102,776,076	Active Listing Volume
-0.8%	\$431,711	\$428,234	-0.8%	\$431,711	\$428,234	Average Listing Price
+6%	\$299,000	\$317,000	+6%	\$299,000	\$317,000	Median Listing Price
-26%	96	71	-26%	96	71	Median Daysin RPR
-50.5%	10.3	5.1	-	-	_	Months of Inventory
+9.9%	9.7%	19.58%	+	-	_	Absorption Rate
						Sales Activity Charts Metrics
+2.9%	35	36	+2.9%	35	36	New Pending Sales Count
+15.2%	\$9,329,360	\$10,749,699	+15.2%	\$9,329,360	\$10,749,699	New Pending Sales Volume
-15.2%	66	56	-15.2%	66	56	Pending Sales Count
+3.3%	\$19,446,860	\$20,093,150	+3.3%	\$19,446,860	\$20,093,150	Pending Sales Volume
-44.7%	47	26	-44.7%	47	26	Closed Sales Count
-35.8%	\$12,068,550	\$7,747,799	-35.8%	\$12,068,550	\$7,747,799	Closed Sales Volume
+16.1%	\$256,778	\$297,992	+16.1%	\$256,778	\$297,992	Average Sales Price
+5.1%	\$247,900	\$260,500	+5.1%	\$247,900	\$260,500	Median Sales Price





#### New Listings

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



#### New Listing Volume

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

Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	3%
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	\$18.6M
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	\$19.2M
	0	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18
	\$5.0M													
Condo/Townhouse/Apt, Single Family Residence	\$10.0M													
State: VT County: Addison County, Vermont Property Type:	\$15.0M													
Filters Used	\$20.0M													



#### Active Listings

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

Filters Used	400													
State: VT County: Addison County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	300													
	200													
	100													
	0	Jul	Aug	Sep	0ct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul
		'17	'17	'17	'17	'17	'17	'18	'18	'18	'18	'18	'18	'18
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	240
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	299
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	-20%

#### Active Listing Volume

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

Filters Used	\$200.0M ······													
State: VT County: Addison County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	\$150.0M													
	\$100.0M													
	\$50.0M													
	0	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	\$103M
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	\$129M
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	-20%



#### Average Listing Price

The average 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	\$375K												
	\$250K												
	\$125K												
	101	Διια	Sen	Oct	Nov	Dec	lan	Feh	Mar	Δnr	May	lun	1ul
	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18
Current Year		Aug '17 _	Sep '17 -										
Current Year Prior Year	'17 	Aug '17 -	Sep '17										'18

# Median Listing Price

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

Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	6%
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$299K
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$317K
	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18
	\$100K												
Property Type: Condo/Townhouse/Apt, Single Family Residence	\$200K												
State: VT County: Addison County, Vermont	\$300K												
Filters Used	\$400K ······												





#### 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.

	\$500K ······												
Filters Used													
State: VT County: Addison County, Vermont Property Type: Condo/Townhouse/Apt, Single	\$375K												
Family Residence	\$250K												
	420011												
	\$125K												
	0 Jul	Aug	Sep	0ct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul
	'17	'17	'17	'17	'17	'17	'18	'18	'18	'18	'18	'18	'18
													¢24412
Avg Est Value	-	-		-	-	-	-	-		-	-	-	\$344K
Avg Listing Price	-	-	-	-	-	-	-	-	-	-	-	-	\$428K
Avg Listing Price as a % of Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	125%

#### 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													
State: VT	+20.0V												
County: Addison County, Vermont Property Type:	\$300K												
Condo/Townhouse/Apt, Single Family Residence													
Family Residence	\$200K												
	\$100K												
	0												
	Jul	Aug	Sep	0ct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul
	'17	'17	'17	'17	'17	'17	'18	'18	'18	'18	'18	'18	'18
Median Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$280K
Median Listing Price	-	-	-	-	-	-	-	-	-	-	-	-	\$317K
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.

	200												
Filters Used State: VT County: Addison County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	150												
·	100												
	50			0.1									
	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18
	17	17	17	17	17	17	10	10	10	10	10	10	10
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	71
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	96
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-26%

#### 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												
	10												
	5												
	0 Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	7.5
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	6.8
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	10%



#### Absorption Rate

The percentage of inventory sold per month.

Eltern Line d	15%												
Filters Used State: VT County: Addison County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	10%												
	5%												
	0												
	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18
Current Year	_	-	-	-	-	-	-	-	-	-	-	-	13%
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	15%
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.

	300												
Filters Used State: VT County: Addison County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	225												
	150												
	75												
	0												
	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18
Active	-	-	-	-	-	-	-	-	-	-	-	-	240
Pending	-	-	-	-	-	-	-	-	-	-	-	-	56
Sold	-	-	-	-	-	-	-	-	-	-	-	-	26







#### New Pending Sales

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

	40													
Filters Used State: VT County: Addison County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	30													
	20													
	0		A			Next	Dec	1	<b>5</b> ab		A			
		Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb	Mar '18	Apr '18	May	Jun	Jul '18
		17	17	17	17	17	17	18	'18	18	18	'18	'18	18
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	36
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	35
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	3%

#### New Pending Sales Volume

The sum of the sales price of single-family, condominium and townhome properties with accepted offers that were added each month.

Filters Used	\$20.0M													
State: VT County: Addison County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	\$15.0M													
	\$10.0M													
	\$5.0M													
	0	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18
			17	17	17			10	10	10	10	10	10	10
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	\$10.7M
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	\$9.33M
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	15%



# Pending Sales

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

	80													
Filters Used State: VT County: Addison County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	60													
	40													
	20													
		Jul	Aug '17	Sep '17	Oct		Dec	Jan	Feb	Mar	Apr '18	May	Jun	Jul
		'17	17	17	'17	'17	'17	'18	'18	'18	18	'18	'18	'18
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	56
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	66
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	-15%

#### Pending Sales Volume

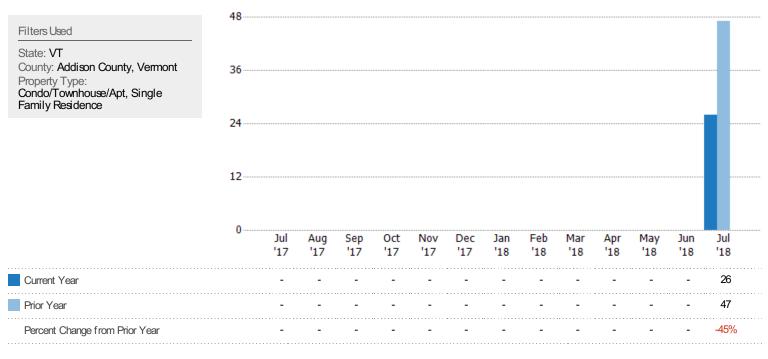
The sum of the sales price of single-family, condominium and townhome properties with accepted offers that were available at the end of each month.

Filters Used														
State: VT County: Addison County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	\$24.0M													
Family Residence	\$16.0M													
	\$8.0M													
	Ŭ,	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul
		'17	'17	'17	'17	'17	'17	'18	'18	'18	'18	'18	'18	'18
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	\$20.1M
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	\$19.4M
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	3%



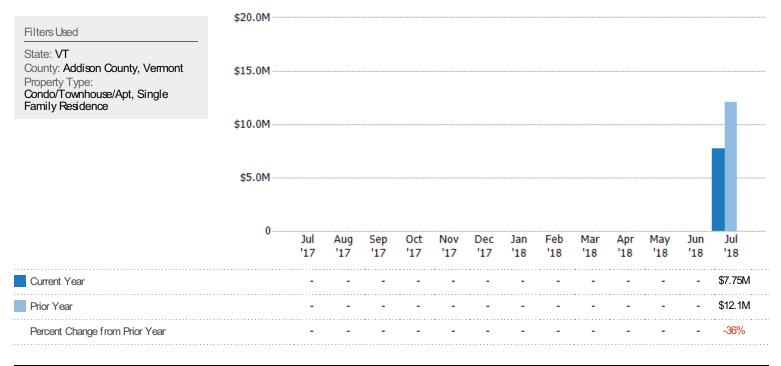
### Closed Sales

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



### **Closed Sales Volume**

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



囼



### Closed Sales by Property Type

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

	100%														
Filters Used	90%														
State: VT County: Addison County, Vermont	80%														
Property Type: Condo/Townhouse/Apt, Single	70%														
Family Residence	60%														
	50%														
	40%														
	30%														
	20%														
	10%														
	0	Jul	Aug	Sep	0ct		Dec		Feb	Mar	Apr	Mav	Jun	Jul	
		'17	'17	'17	'17	'17	'17	'18	'18	'18	'18	'18	'18	'18	
Condo/Townhouse		-	-	-	-	-	-	-	-	-	-	-	-	8%	
Single Family Residence		-	-	-	-	-	-	-	-	-	-	-	-	92%	

# Average Sales Price

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

0

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

	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$298K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$257K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	16%





#### Median Sales Price

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

	\$300K ······												
Filters Used State: VT County: Addison County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	\$225K												
Family Residence	\$150K												
	<b><i>QIDOR</i></b>												
	\$75K												
	0												
	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18
	17	17	17	17	17	17	10	10	10	10	10	10	10
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$261K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$248K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	5%

#### 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	\$400K ······												
State: VT County: Addison County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	\$300K												
,	\$200K												
	\$100K												,
	0	•	<b>6</b>	<b>0</b> +		<b>D</b>		<b>5</b> - <b>k</b>				•	1.1
	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18
Avg List Price	-	-	-		-	-	-	-	-	-	-	-	\$307K
Avg Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$298K
Avg Sales Price as a % of Avg List Price	-	-	-	-	-	-	-	-	-	-	-	-	97%



## Median Sales Price vs Median Listing Price

The median sales price as a percentage of the median 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												
	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18
													10
Median List Price	-	-	-	-	-	-	-	-	-	-	-	-	\$259K
Median Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$261K
Med Sales Price as a % of Med List Price	-	-	-	-	-	-	-	-	-	-	-	-	100%

#### 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	\$400K ······												
State: VT County: Addison County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	\$300K												
r anny readence	\$200K											,	
	\$100K												
	0												
	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18
Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$372K
Avg Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$307K
Avg Sales Price as a % of Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	83%





# 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.

	\$400K ······												
Filters Used													
State: VT County: Addison County, Vermont Property Type: Condo/Townhouse/Apt, Single	\$300K												
Family Residence	\$200K												
	\$100K												
	0												
	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18
Median Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$360K
Median Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$259K
Med Sales Price as a % of Med Est Value	-	-	-	-	-	-	-	-	-	-	-	-	72%

