

## 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	Oct 2018	Oct 2017	+ / -	YTD 2018	YTD 2017	+ / -
Listing Activity Charts Metrics						
New Listing Count	25	26	-3.8%	25	26	-3.8%
New Listing Volume	\$9,082,955	\$7,283,299	+24.7%	\$9,082,955	\$7,283,299	+24.7%
Active Listing Count	235	233	+0.9%	NA	N/A	
Active Listing Volume	\$105,568,496	\$91,825,633	+15%	NA	N/A	
Average Listing Price	\$449,228	\$394,101	+14%	\$449,228	\$394,101	+14%
Median Listing Price	\$325,000	\$295,000	+10.2%	\$325,000	\$295,000	+10.2%
Median Daysin RPR	131	136	-3.7%	131	136	-3.7%
Months of Inventory	_	_	-	7.8	7.1	+10.9%
Absorption Rate	_	_	+-	12.77%	14.16%	-1.4%
Sales Activity Charts Metrics			1			
New Pending Sales Count	26	22	+18.2%	26	22	+18.2%
New Pending Sales Volume	\$6,974,300	\$6,055,000	+15.2%	\$6,974,300	\$6,055,000	+15.2%
Pending Sales Count	48	47	+2.1%	NA	N/A	
Pending Sales Volume	\$15,158,515	\$15,572,551	-2.7%	NA	N/A	
Closed Sales Count	27	30	-10%	27	30	-10%
Closed Sales Volume	\$8,369,000	\$8,923,500	-6.2%	\$8,369,000	\$8,923,500	-6.2%
Average Sales Price	\$309,963	\$297,450	+4.2%	\$309,963	\$297,450	+4.2%
Median Sales Price	\$301,000	\$266,250	+13.1%	\$301,000	\$266,250	+13.1%



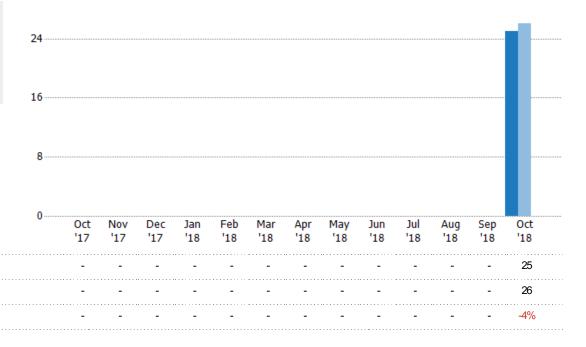


#### **New Listings**

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



#### New Listing Volume

Percent Change from Prior Year

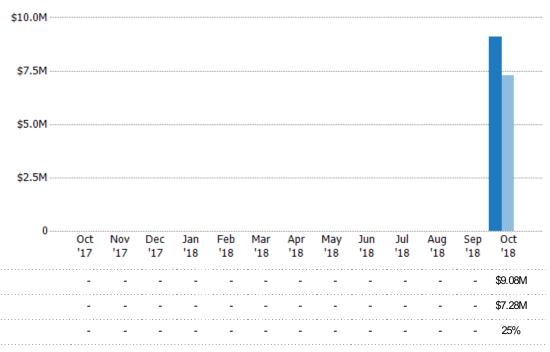
Current Year

Prior Year

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

Filters Used

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.

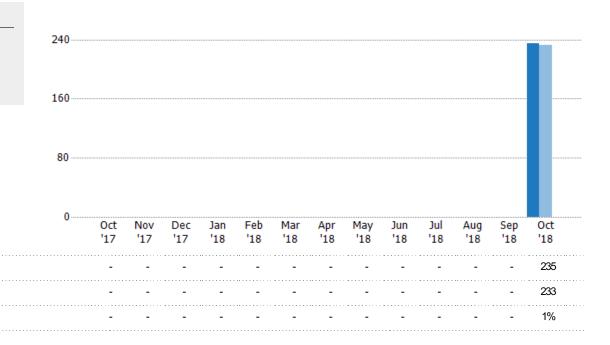
Filters Used State: VT County: Addison County, Vermont

Property Type: Condo/Townhouse/Apt, Single

Current Year

Prior Year

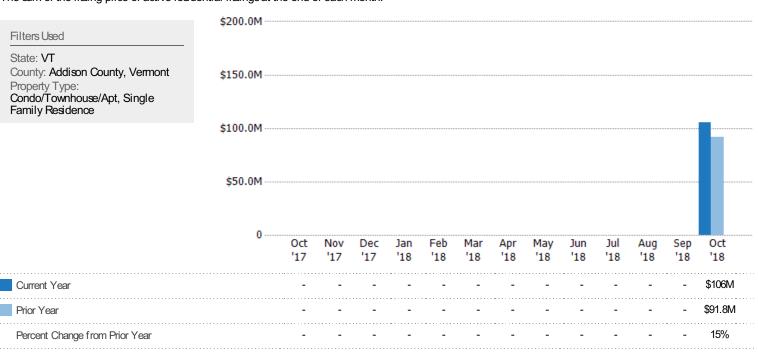
Family Residence



#### **Active Listing Volume**

Percent Change from Prior Year

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







#### **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 --0ct Nov Dec Feb Mar Apr May Jul Aug Sep 0ct '18 '18 '18 '18 '18 '17 '17 '17 '18 '18 '18 '18 '18 \$449K \$394K 14%

#### **Median Listing Price**

Percent Change from Prior Year

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

Filters Used

Current Year

Prior Year

State: VT

County: Addison County, Vermont

Current Year Prior Year

Property Type: Condo/Townhouse/Apt, Single

Percent Change from Prior Year

Family Residence

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#### 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												
	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18
Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$379K
Avg Listing Price	-	-	-	-	-	-	-	-	-	-	-	-	\$449K
Avg Listing Price as a % of Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	119%

#### 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	\$TOOK
State: VT County: Addison County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	\$300K
Family Residence	\$200K
	\$100K

	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	
Median Est Value	-	-	-	_	-	-	-	-	-	-	-	-	\$299K	
Median Listing Price	-	-	-	-	-	-	-	-	-	-	-	-	\$325K	
Med Listing Price as a % of Med Est Value	-	-	-	-	-	-	-	-	- -		-	-	109%	







### 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												
raminy Neaderice	100												
	50												
	0												
	Oct	Nov	Dec	Jan	Feb		Apr	May	Jun	Jul	Aug	Sep	0ct
	'17	'17	'17	'18	'18	'18	'18	'18	'18	'18	'18	'18	'18
Current Year	_	_	_		_		_			_			131

#### Months of Inventory

Percent Change from Prior Year

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

Percent Change from Prior Year	_	- -	_	_		_		_	_	_	_	_	-8%
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	7.5
Current Year	-	-	-	-	-	-	_	-	-	-	-	-	6.9
	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	0 '1
	0												
	2.25												
, anny reduction	4.50												
Property Type: Condo/Townhouse/Apt, Single Family Residence	0./3												
State: VT County: Addison County, Vermont	6.75												
Filters Used	3.00												





#### **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

5%	

10%

0												
Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18
-	-	-	-		-		-					14%
-	-	-	-	-	-	-	-	-	-	-	-	13%
_		_	-	- -	_	_	-	_	_	_		-1%

#### Active/Pending/Sold Units

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

Filters Used

Current Year Prior Year

Change from Prior Year

State: VT

County: Addison County, Vermont

Property Type: Condo/Townhouse/Apt, Single

Family Residence

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5												
0 Oct	Nov	Dec	Jan	Feb	Mar	Apr		Jun	Jul	Aug	Sep	0
0 Oct	Nov	Dec	Jan	Feb	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	00 '1
0 Oct	Nov	Dec	Jan	Feb	Mar '18	Apr '18	May	Jun '18	Jul '18	Aug '18	Sep	0 '1



Active Pending

Sold



Current Year

Prior Year

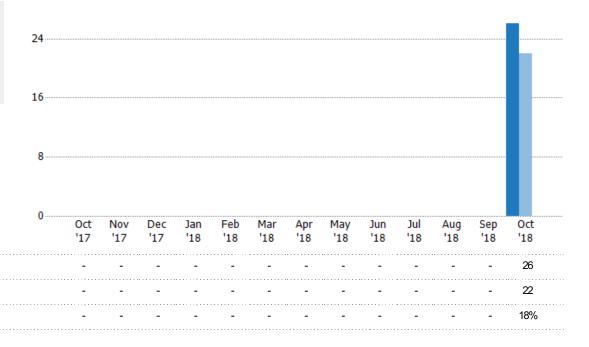
## Market Data Report

#### **New Pending Sales**

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

Filters Used

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

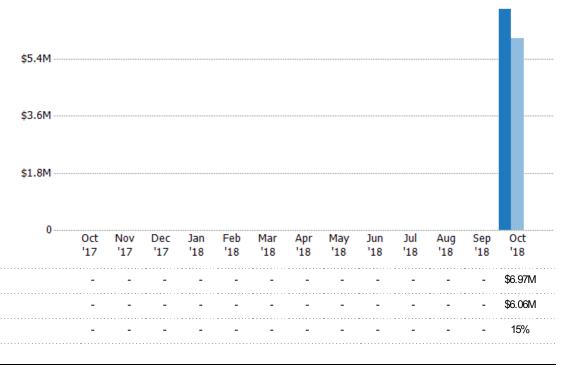


#### New Pending Sales Volume

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

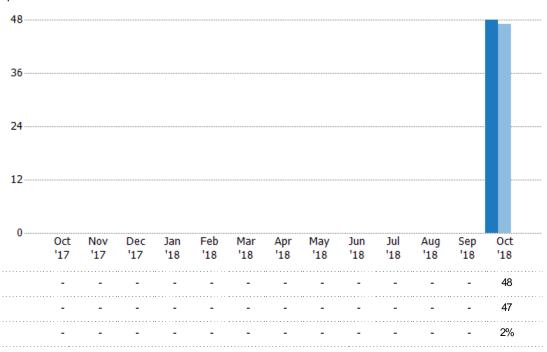
Percent Change from Prior Year



#### **Pending Sales**

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

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



#### Pending Sales Volume

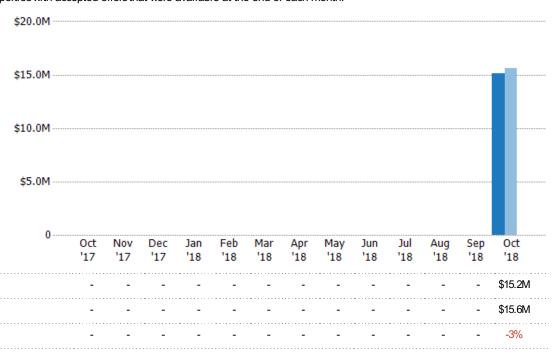
Percent Change from Prior Year

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

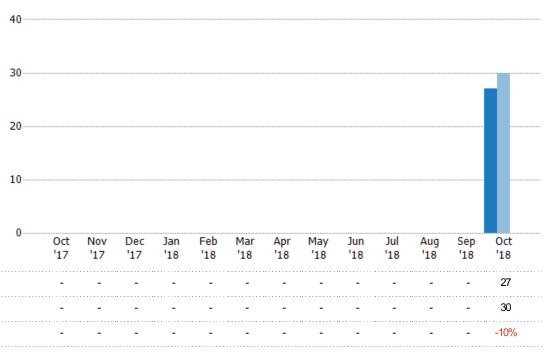
Percent Change from Prior Year



#### **Closed Sales**

The total number of residential properties sold each month.

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



#### Closed Sales Volume

Percent Change from Prior Year

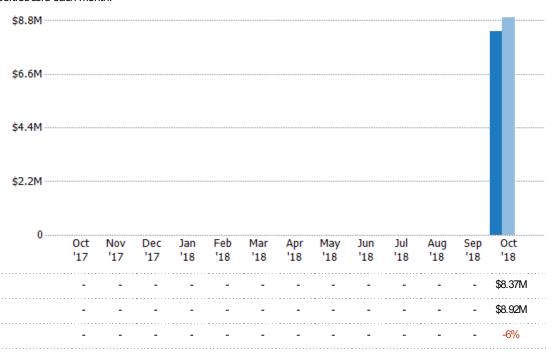
Current Year

Prior Year

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

Filters Used

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.

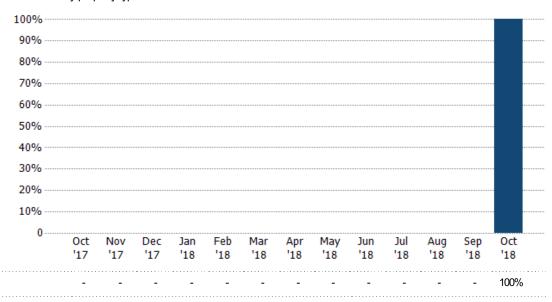
Filters Used

State: VT

County: Addison County, Vermont

Property Type: Condo/Townhouse/Apt, Single

Family Residence



#### **Average Sales Price**

Single Family Residence

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

Percent Change from Prior Year

Family Residence

Current Year Prior Year

300K	 	 								
200K		 								
100K		 								
0	 									Oct
0	 	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18
0	 	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18		Sep '18	Oct '18
0	 	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18







Current Year Prior Year

## Market Data Report

#### **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

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

\$100K

0 ········	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct
'17	'17	'17	'18	'18	'18	'18	'18	'18	'18	'18	'18	'18
-	-	-	-	-	-	-	-	-		-	-	\$301K
-	-	-	-	-	-	-	-	-	-	-	-	\$266K
_	_	-	-	_		- -	<del>-</del>	- -	_	-	-	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.

\$100K

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

Percent Change from Prior Year

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

	0												
	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18
Avg List Price	-	-	-	-	-	-	-	-	-	-	-	-	\$325K
Avg Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$310K
Avg Sales Price as a % of Avg List Price	-	-	-	-	-	-	-	-	-	-	-	-	95%





#### Median Sales Price vs Median Listing Price

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

\$400K

Filters Used

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

\$200K					
	 	 	 	 	 200K

	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18
Median List Price	-	-	-	-	-	-	-	-	_	-	-	-	\$305K
Median Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$301K
Med Sales Price as a % of Med List Price	_	-	_	-	-	-	-	_	_	_	-	-	99%

#### 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

200K												***********
100K												
•												
0 Oct '17	Nov	Dec	Jan	Feb	Mar	Apr	May '18	Jun	Jul	Aug '18	Sep	Oct
Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct
Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	0d '18



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.

Med Sales Price as a % of Med Est Value

¢300K												
\$300K ···												
\$200K ···												
\$100K ···												
•	Nless											
0d '17		Dec '17	Jan '18	Feb '18	Mar '18	'18	May '18	'18	'18	Aug '18	Sep '18	Oct '18
	· -		-	-	- -	- -	-	- -	-	-	-	\$306K
-	-	-	-	-	<b>-</b>	-	-	<b>-</b>	-	<del>-</del>	<b>-</b>	\$305K



