

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	+/-	Sep 2017	Sep 2018	Key Metrics
						Listing Activity Charts Metrics
+19.4%	31	37	+19.4%	31	37	New Listing Count
+40.2%	\$9,024,720	\$12,653,500	+40.2%	\$9,024,720	\$12,653,500	New Listing Volume
	NA	NA	-0.4%	247	246	Active Listing Count
	NA	NA	+11.3%	\$97,744,132	\$108,778,941	Active Listing Volume
+11.7%	\$395,725	\$442,191	+11.7%	\$395,725	\$442,191	Average Listing Price
+12.3%	\$289,500	\$325,000	+12.3%	\$289,500	\$325,000	Median Listing Price
-5.2%	116	110	-5.2%	116	110	Median Days in RPR
-16.5%	9.5	7.9	-	_	_	Months of Inventory
+2.1%	10.53%	12.6%	+	_	_	Absorption Rate
						Sales Activity Charts Metrics
+6.5%	31	33	+6.5%	31	33	New Pending Sales Count
+10.6%	\$10,903,800	\$12,061,200	+10.6%	\$10,903,800	\$12,061,200	New Pending Sales Volume
	N/A	N⁄A	+	57	57	Pending Sales Count
	N/A	N/A	-2.7%	\$19,326,151	\$18,810,215	Pending Sales Volume
+9.7%	31	34	+9.7%	31	34	Cloæd Sales Count
+1%	\$9,838,500	\$9,936,988	+1%	\$9,838,500	\$9,936,988	Cloæd Sales Volume
-7.9%	\$317,371	\$292,264	-7.9%	\$317,371	\$292,264	Average Sales Price
-25.2%	\$295,000	\$220,650	-25.2%	\$295,000	\$220,650	Median Sales Price





New Listings

The number of new residential listings 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													
	Ū	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	37
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	31
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	19%

New Listing Volume

The sum of the listing price of residential listings 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													
	, in the second s	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18
														Ф10 7NA
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	\$12.7M
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	\$9.02M
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	40%





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	240														
	80														
	0														
		Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	246	
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	247	
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	0%	

Active Listing Volume

The sum of the listing price of active residential 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													
	, i i i i i i i i i i i i i i i i i i i	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	\$109M
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	\$97.7M
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	11%





Average Listing Price

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

	\$500K ······												
Filters Used													
State: VT County: Addison County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	\$375K												
Family Residence	\$250K												
	1105V												
	\$125K												
	0	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Son
	Sep '17	'17	'17	'17	'18	'18	'18	Apr '18	'18	'18	18	'18	Sep '18
					• • • • • • • • • • • • •								
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$442K
Prior Year		-	-			-	-		-	-	- -	- -	\$442K \$396K

Median Listing Price

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

	\$400K ······												
Filters Used													
State: VT County: Addison County, Vermont Property Type: Condo/Townhouse/Apt, Single	\$300K												
Family Residence	\$200K												
	\$100K												
	0 Sep	0ct	Nov	Dec	Jan	Feb	Mar		May	Jun	Jul	Aug	Sep
	'17	'17	'17	'17	'18	'18	'18	Apr '18	'18	'18	'18	'18	'18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$325K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$290K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	12%



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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.

	\$500K ······												
Filters Used													
State: VT County: Addison County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	\$375K												
	\$250K												
	\$125K												
	\$12JK												
	0	0.4	Neur	Dec	1				Maxe				Can
	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18
													\$381K
Avg Est Value	-	-	-		-	-	-	-	-			-	930 IN
Avg Listing Price	-	-	-	-	-	-	-	-	-	-	-	-	\$442K
Avg Listing Price as a % of Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	116%

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 County: Addison County, Vermont Property Type: Condo/Townhouse/Apt, Single	\$300K												
Family Residence	\$200K												
	\$100K												
	_												
	0 Sep	0ct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep
	'17	'17	'17	'17	'18	'18	'18	'18	'18	'18	'18	'18	'18
Median Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$297K
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.

Filters Used	200												
State: VT County: Addison County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	150												
r annry headende	100												
	50												
	0												
	Sep	0ct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep
	'17	'17	'17	'17	'18	'18	'18	'18	'18	'18	'18	'18	'18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	110
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	116
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-5%

Months of Inventory

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

	9.00												
Filters Used													
State: VT													
County: Addison County, Vermont Property Type:	6.75												
Condo/Townhouse/Apt, Single Family Residence													
r aminy headence	4.50												
	2.25												
	0												
	Sep	Oct	Nov		Jan			Apr	May	Jun	Jul	Aug	Sep
	'17	'17	'17	'17	'18	'18	'18	'18	'18	'18	'18	'18	'18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	6.47
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	6.5
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	0%





Absorption Rate

The percentage of inventory sold per month.

	20%												
Filters Used													
State: VT													
County: Addison County, Vermont	15%												
Property Type: Condo/Townhouse/Apt, Single Family Residence													
Family Residence													
	10%												
	5%												
	J 70												
	0												
	Sep	Oct			Jan			Apr	May	Jun	Jul	Aug	Sep
	'17	'17	'17	'17	'18	'18	'18	'18	'18	'18	'18	'18	'18
Current Year	_	_	_						_		_		
					-	-	-					-	15%
Prior Year		-	-	-	-	-	-	-	-	-	-	-	15% 15%
Prior Year Change from Prior Year	- -	- -		-	-			-	-	-	- - -		

Active/Pending/Sold Units

The number of residential 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												
	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18
Active	-	-	-	-	-	-	-	-	-	-	-	-	246
Pending	-	-	-	-	-	-	-	-	-	-	-	-	57
Sold	-	-	-	-	-	-	-	-	-	-	-	-	34





New Pending Sales

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

Filters Used	40													
State: VT County: Addison County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	30													
	20													
	10													
	10													
	0	_			_	_			-		-		-	
		Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	33
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	31
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	6%

New Pending Sales Volume

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

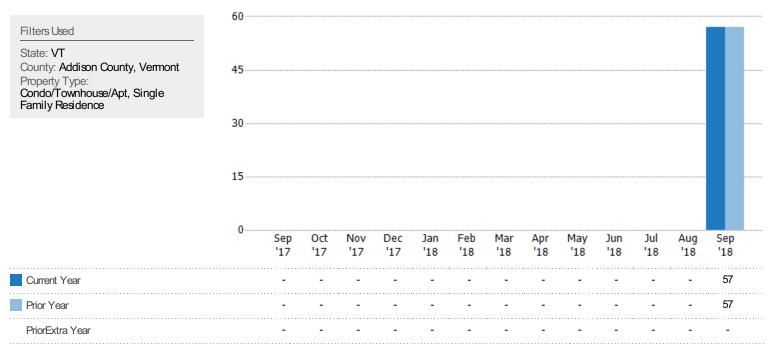
Filters Used	\$20.0M													
State: VT County: Addison County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	\$15.0M													
	\$10.0M													
	\$5.0M													
	, i i i i i i i i i i i i i i i i i i i	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18
		17	17	17	17	18	18	18	18	18	18	18	18	18
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	\$12.1M
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	\$10.9M
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	11%





Pending Sales

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



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	\$20.0M													
State: VT County: Addison County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	\$15.0M													
	\$10.0M													
	\$5.0M													
	0	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	\$18.8M
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	\$19.3M
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	-3%





Closed Sales

The total number of residential properties sold each month.

	40													
Filters Used State: VT County: Addison County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	30													
	20													
	0													
	°,	Sep			Dec		Feb	Mar	Apr	May		Jul	Aug	Sep
		'17	'17	'17	'17	'18	'18	'18	'18	'18	'18	'18	'18	'18
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	34
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	31
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	10%

Closed Sales Volume

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

Filters Used	\$10.0M													
State: VT County: Addison County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	\$7.5M													
	\$5.0M													
	\$2.5M													
	0	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	\$9.94M
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	\$9.84M
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	1%





Closed Sales by Property Type

The percentage of residential 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%														
Condo/Townnouse/Apt, Single Family Residence	60%														
	50%														
	40%														
	30%														
	20%														
	10%														
	0	Sep	0ct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	
		'17	'17	'17	'17	'18	'18	'18	'18	'18	'18	'18	'18	'18	
Condo/Townhouse		-	-	-	-	-	-	-	-	-	-	-	-	9%	
Single Family Residence		-	-	-	-	-	-	-	-	-	-	-	-	91%	

Average Sales Price

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

Filters Used	\$400K
State: VT County: Addison County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	\$300K
Family Residence	\$200K
	\$100K

	0												
	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$292K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$317K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-8%





Median Sales Price

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

\$300K ······												
\$225K												
\$150K												
\$75K												
0												
Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18
-	-	-	-	-	-	-	-	-	-	-	-	\$221K
-	-	-	-	-	-	-	-	-	-	-	-	\$295K
-	-	-	-	-	-	-	-	-	-	-	-	-25%
	\$225K \$150K \$75K 0 Sep	\$225K \$150K \$75K 0 Sep Oct	\$225K \$150K \$75K 0 Sep Oct Nov	\$225K \$150K \$75K 0 Sep Oct Nov Dec	\$225K \$150K \$75K 0 Sep Oct Nov Dec Jan	\$225K \$150K \$75K 0 Sep Oct Nov Dec Jan Feb	\$225K \$150K \$75K 0	\$225K \$150K \$75K 0	\$225K \$150K \$75K 0	\$225K \$150K \$75K 0 Sep Oct Nov Dec Jan Feb Mar Apr May Jun	\$225K \$150K \$75K 0 Sep Oct Nov Dec Jan Feb Mar Apr May Jun Jul	\$225K \$150K \$75K 0 Sep Oct Nov Dec Jan Feb Mar Apr May Jun Jul Aug

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	\$300K												
Family Nesdence	\$200K												
	\$100K												
	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep
	'17	'17	'17	'17	'18	'18	'18	'18	'18	'18	'18	'18	'18
Avg List Price	-	-	-	-	-	-	-	-	-	-	-	-	\$302K
Avg Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$292K
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												
	+75V												
	\$75K												
	0												
	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18
	17	17	17	17	10	10	10	10	10	10	10	10	10
Median List Price	-	-	-	-	-	-	-	-	-	-	-	-	\$226K
Median Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$221K
Med Sales Price as a % of Med List Price	-	-	-	-	-	-	-	-	-	-	-	-	98%

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												
	\$200K												
	\$100K												
	0												
	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18
Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$283K
Avg Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$302K
Avg Sales Price as a % of Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	107%





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.

	\$300K ······												
Filters Used													
State: VT County: Addison County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	\$225K												
	\$150K												
	\$75K												
	0												
	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep
	'17	'17	'17	'17	'18	'18	'18	'18	'18	'18	'18	'18	'18
Median Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$214K
Median Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$226K
Med Sales Price as a % of Med Est Value	-	-	-	-	-	-	-	-	-	-	-	-	106%

