

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	Feb 2019	Feb 2018	+ / -	YTD 2019	YTD 2018	+ / -
Listing Activity Charts Metrics						
New Listing Count	23	19	+21.1%	51	37	+37.8%
New Listing Volume	\$13,368,500	\$6,698,815	+99.6%	\$20,908,200	\$16,621,715	+25.8%
Active Listing Count	178	164	+8.5%	N/A	N/A	
Active Listing Volume	\$83,392,800	\$72,653,024	+14.8%	N/A	N/A	
Average Listing Price	\$468,499	\$443,006	+5.8%	\$444,411	\$438,767	+1.3%
Median Listing Price	\$317,000	\$299,250	+5.9%	\$308,113	\$298,093	+3.4%
Median Days in RPR	193	223	-13.5%	190.65	220.46	-13.5%
Months of Inventory	8.9	14.9	-40.3%	14.3	10.6	+34.8%
Absorption Rate	11.24%	6.71%	+4.5%	6.97%	9.39%	-2.4%
Sales Activity Charts Metrics						
New Pending Sales Count	28	16	+75%	56	35	+60%
New Pending Sales Volume	\$8,435,000	\$4,154,250	+103%	\$16,132,300	\$9,707,364	+66.2%
Pending Sales Count	50	31	+61.3%	N/A	N/A	
Pending Sales Volume	\$14,016,500	\$9,200,914	+52.3%	N/A	N/A	
Closed Sales Count	14	15	-6.7%	34	26	+30.8%
Closed Sales Volume	\$2,872,900	\$3,589,618	-20%	\$8,742,800	\$6,545,618	+33.6%
Average Sales Price	\$205,207	\$239,308	-14.2%	\$257,141	\$251,755	+2.1%
Median Sales Price	\$200,000	\$200,000	±	\$233,794	\$210,154	+11.2%

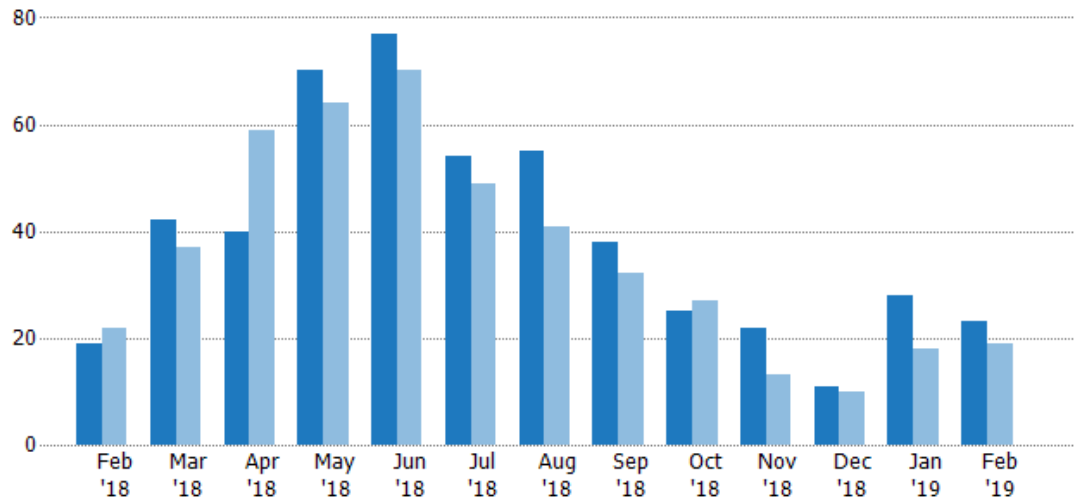
New Listings

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

Month/ Year	Count	% Chg.
Feb '19	23	21.1%
Feb '18	19	-13.6%
Feb '17	22	22.7%



Current Year	19	42	40	70	77	54	55	38	25	22	11	28	23
Prior Year	22	37	59	64	70	49	41	32	27	13	10	18	19
Percent Change from Prior Year	-14%	14%	-32%	9%	10%	10%	34%	19%	-7%	69%	10%	56%	21%

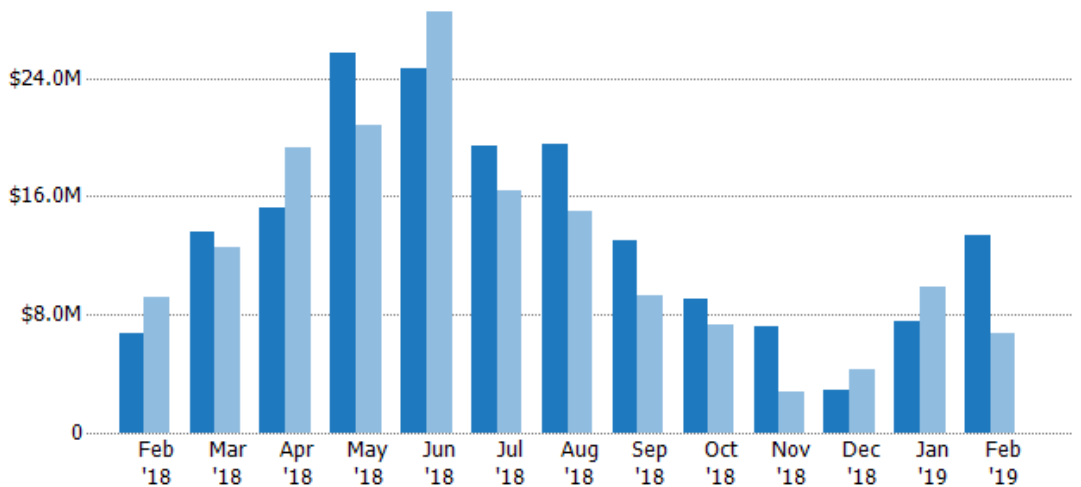
New Listing Volume

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

Month/ Year	Volume	% Chg.
Feb '19	\$13.4M	99.6%
Feb '18	\$6.7M	-26.6%
Feb '17	\$9.12M	-36.6%



Current Year	\$6.7M	\$13.6M	\$15.2M	\$25.7M	\$24.7M	\$19.4M	\$19.5M	\$13M	\$9.01M	\$7.16M	\$2.9M	\$7.54M	\$13.4M
Prior Year	\$9.12M	\$12.6M	\$19.3M	\$20.8M	\$28.4M	\$16.4M	\$15M	\$9.3M	\$7.35M	\$2.81M	\$4.24M	\$9.92M	\$6.7M
Percent Change from Prior Year	-27%	8%	-21%	23%	-13%	18%	30%	40%	22%	155%	-32%	-24%	100%

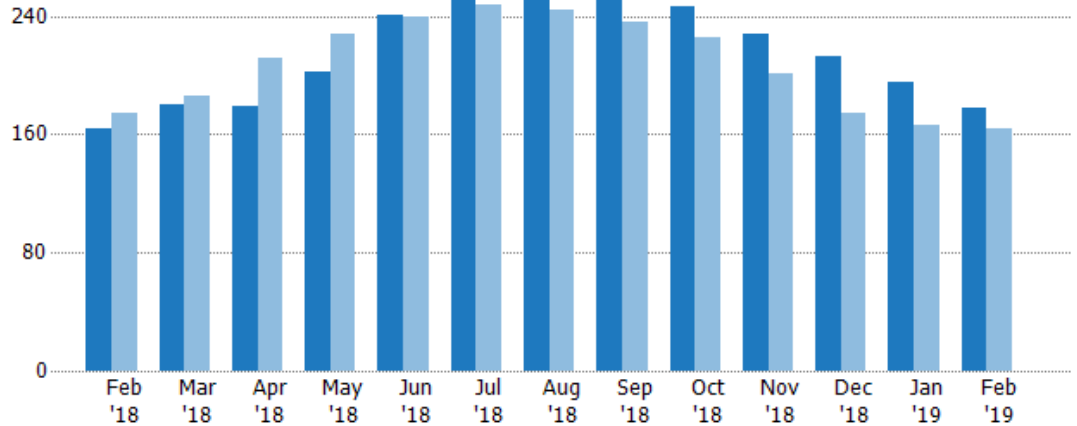
Active Listings

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

Month/ Year	Count	% Chg.
Feb '19	178	8.5%
Feb '18	164	-5.7%
Feb '17	174	13.8%



Current Year	164	180	179	202	241	255	261	260	246	228	213	195	178
Prior Year	174	186	212	228	239	248	244	236	226	201	174	166	164
Percent Change from Prior Year	-6%	-3%	-16%	-11%	1%	3%	7%	10%	9%	13%	22%	17%	9%

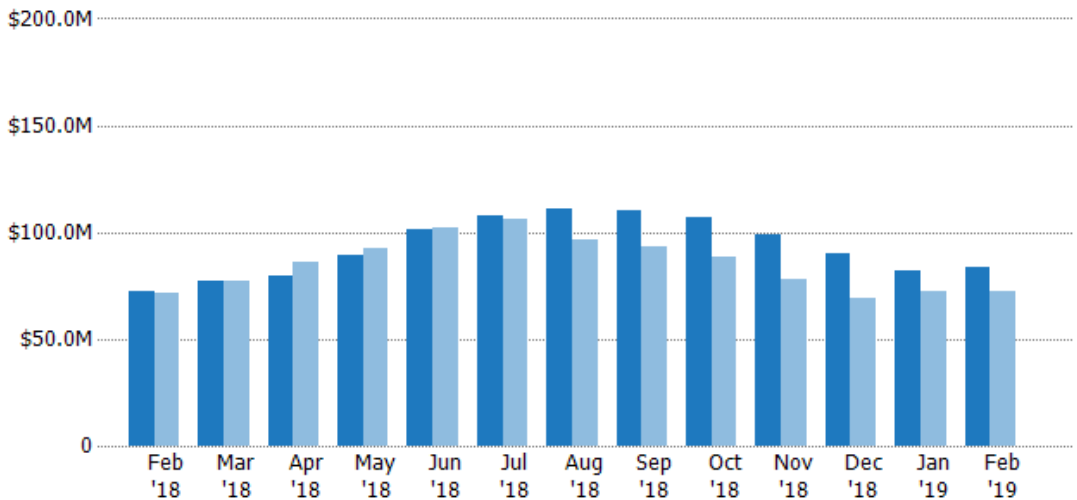
Active Listing Volume

The sum of the listing price 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

Month/ Year	Volume	% Chg.
Feb '19	\$83.4M	14.8%
Feb '18	\$72.7M	1.7%
Feb '17	\$71.4M	2.2%



Current Year	\$72.7M	\$77.4M	\$79.6M	\$89.4M	\$101M	\$108M	\$111M	\$110M	\$107M	\$99.2M	\$89.9M	\$82.4M	\$83.4M
Prior Year	\$71.4M	\$76.9M	\$86M	\$92.5M	\$102M	\$106M	\$96.6M	\$92.9M	\$88.2M	\$78.1M	\$69.3M	\$72.1M	\$72.7M
Percent Change from Prior Year	2%	1%	-7%	-3%	-1%	1%	15%	19%	21%	27%	30%	14%	15%

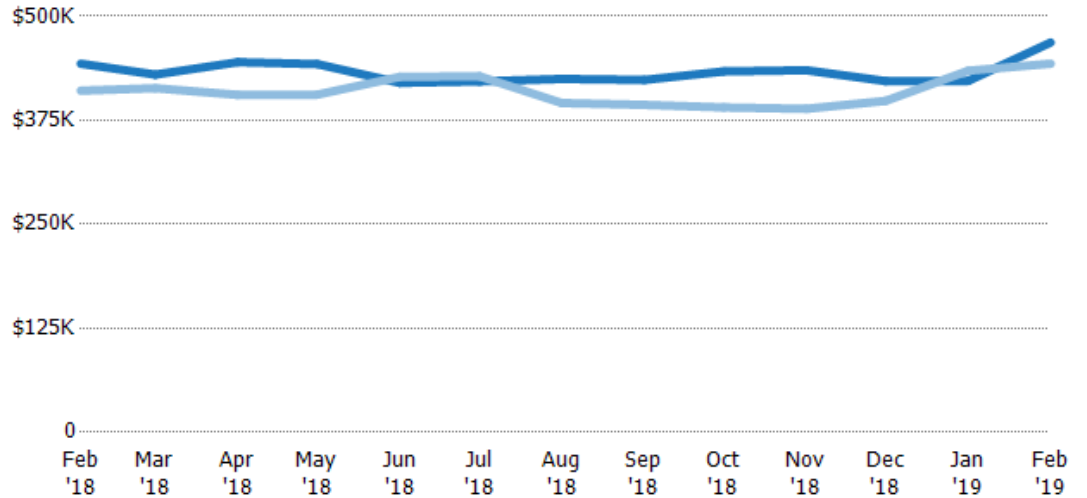
Average Listing Price

The average listing price 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

Month/ Year	Price	% Chg.
Feb '19	\$468K	5.8%
Feb '18	\$443K	7.9%
Feb '17	\$411K	-10.2%



Current Year	\$443K	\$430K	\$445K	\$443K	\$420K	\$422K	\$425K	\$423K	\$434K	\$435K	\$422K	\$422K	\$468K
Prior Year	\$411K	\$414K	\$406K	\$406K	\$427K	\$428K	\$396K	\$394K	\$390K	\$389K	\$398K	\$435K	\$443K
Percent Change from Prior Year	8%	4%	10%	9%	-2%	-1%	7%	8%	11%	12%	6%	-3%	6%

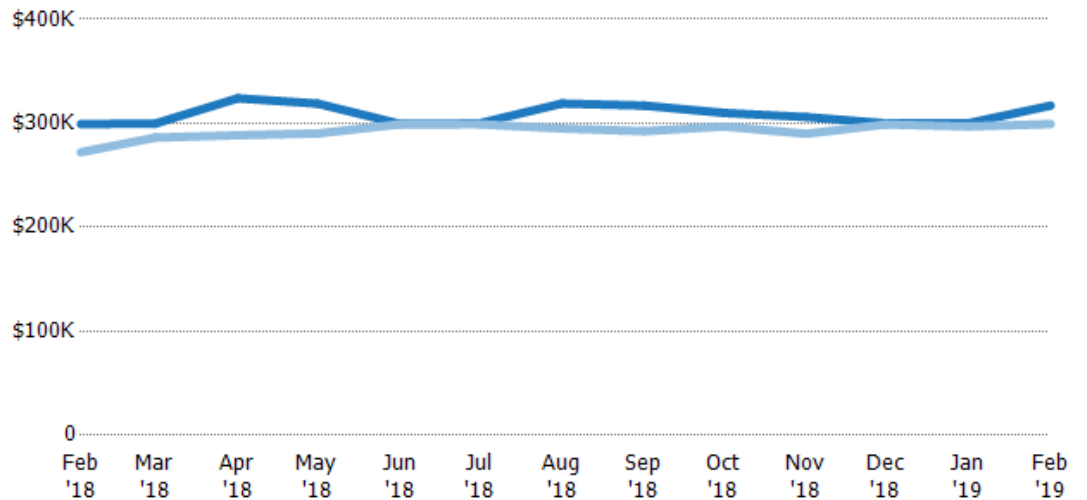
Median Listing Price

The median listing price 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

Month/ Year	Price	% Chg.
Feb '19	\$317K	5.9%
Feb '18	\$299K	9.9%
Feb '17	\$272K	-4.1%



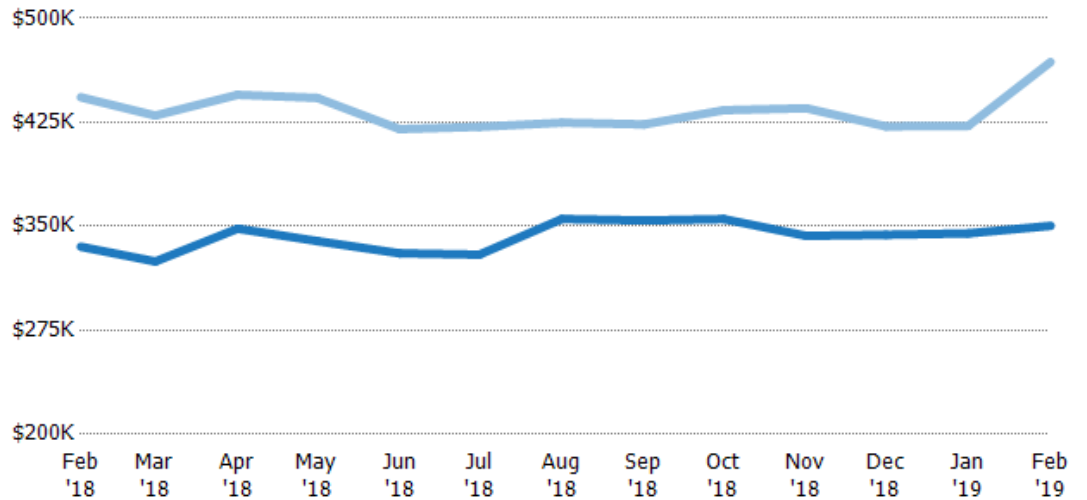
Current Year	\$299K	\$300K	\$324K	\$319K	\$300K	\$300K	\$319K	\$317K	\$310K	\$306K	\$300K	\$300K	\$317K
Prior Year	\$272K	\$286K	\$289K	\$290K	\$299K	\$299K	\$295K	\$292K	\$297K	\$290K	\$299K	\$297K	\$299K
Percent Change from Prior Year	10%	5%	12%	10%	0%	0%	8%	8%	4%	6%	0%	1%	6%

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

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

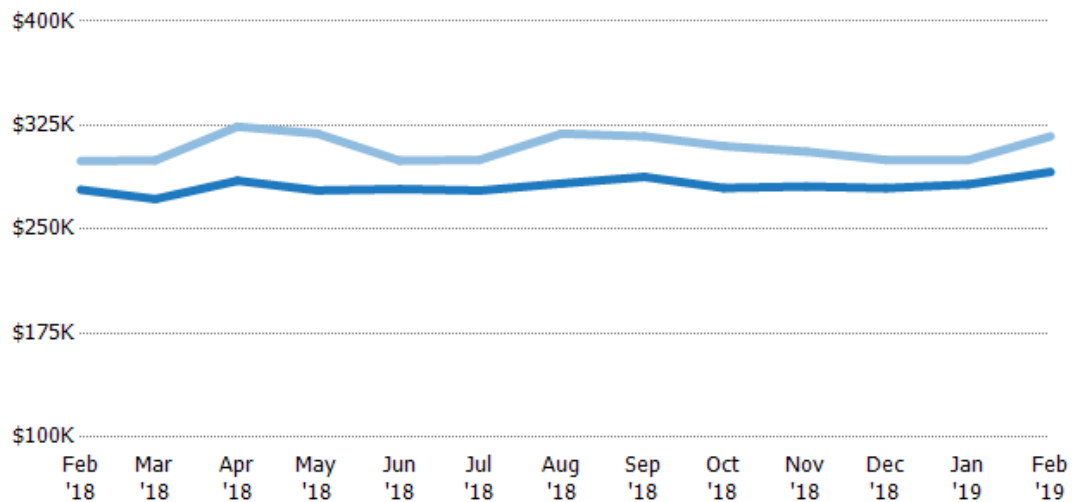


Median Listing Price vs Median Est Value

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
Property Type:
Condo/Townhouse/Apt, Single
Family Residence



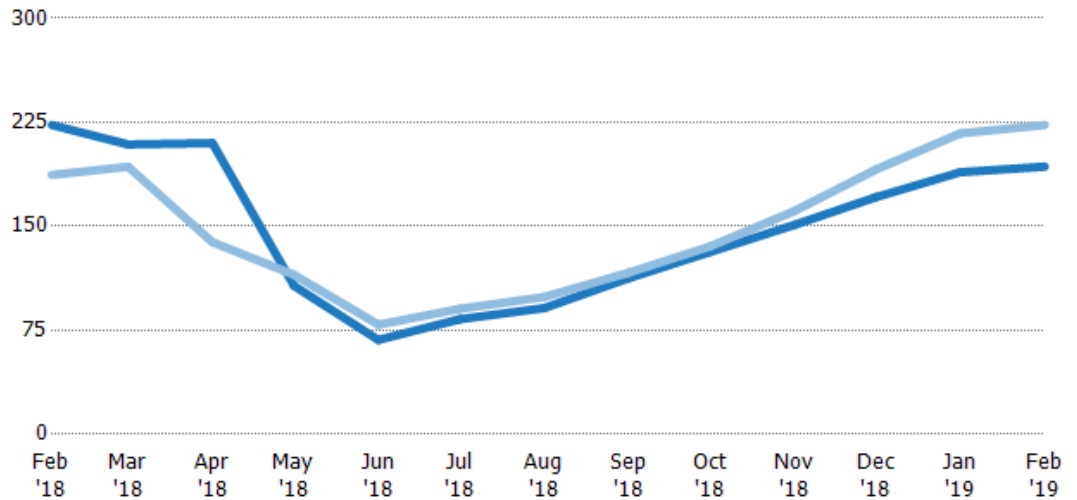
Median Days in RPR

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

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

Month/ Year	Days	% Chg.
Feb '19	193	-13.5%
Feb '18	223	19.3%
Feb '17	187	0.3%



Current Year	223	209	210	107	68	83	91	113	132	151	171	189	193
Prior Year	187	193	139	115	79	90.5	99	117	136	161	191	217	223
Percent Change from Prior Year	19%	8%	52%	-7%	-14%	-8%	-8%	-3%	-3%	-6%	-10%	-13%	-13%

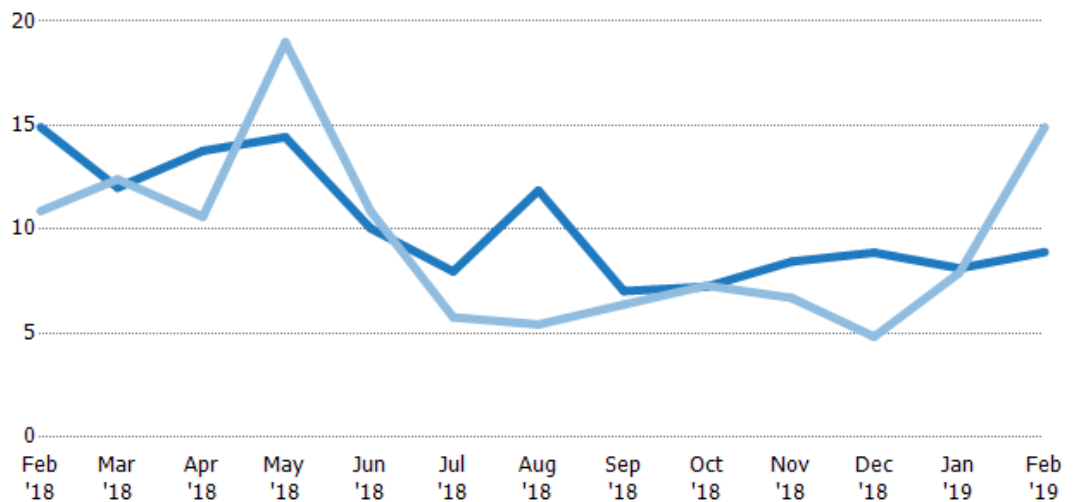
Months of Inventory

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

Filters Used

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

Month/ Year	Months	% Chg.
Feb '19	8.9	-40.3%
Feb '18	14.9	37.1%
Feb '17	10.9	7.1%



Current Year	14.9	12	13.8	14.4	10	7.97	11.9	7.03	7.24	8.44	8.88	8.13	8.9
Prior Year	10.9	12.4	10.6	19	10.9	5.77	5.42	6.38	7.29	6.7	4.83	7.9	14.9
Percent Change from Prior Year	37%	-3%	30%	-24%	-8%	38%	119%	10%	-1%	26%	84%	3%	-40%

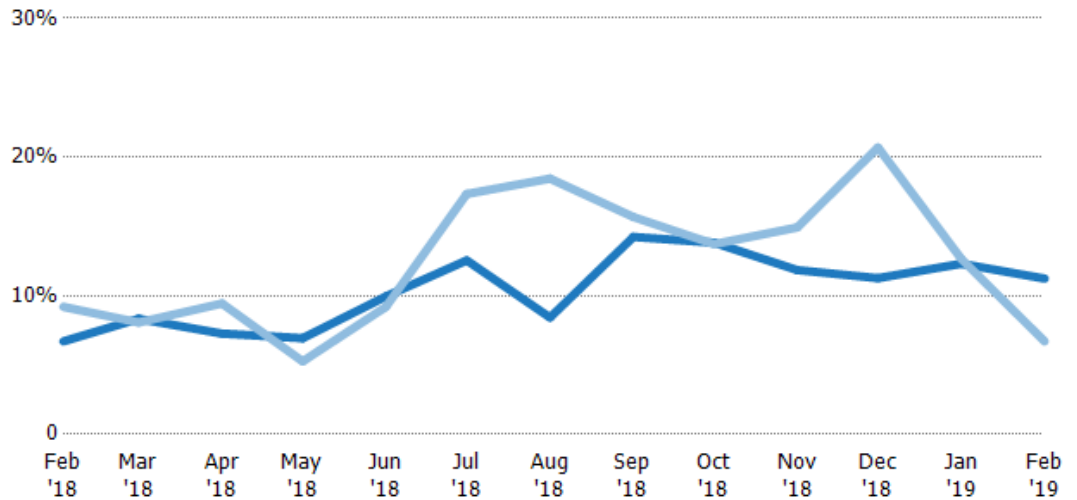
Absorption Rate

The percentage of inventory sold per month.

Filters Used

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

Month/ Year	Rate	Chg.
Feb '19	11%	-4.5%
Feb '18	7%	2.5%
Feb '17	9%	-6.6%



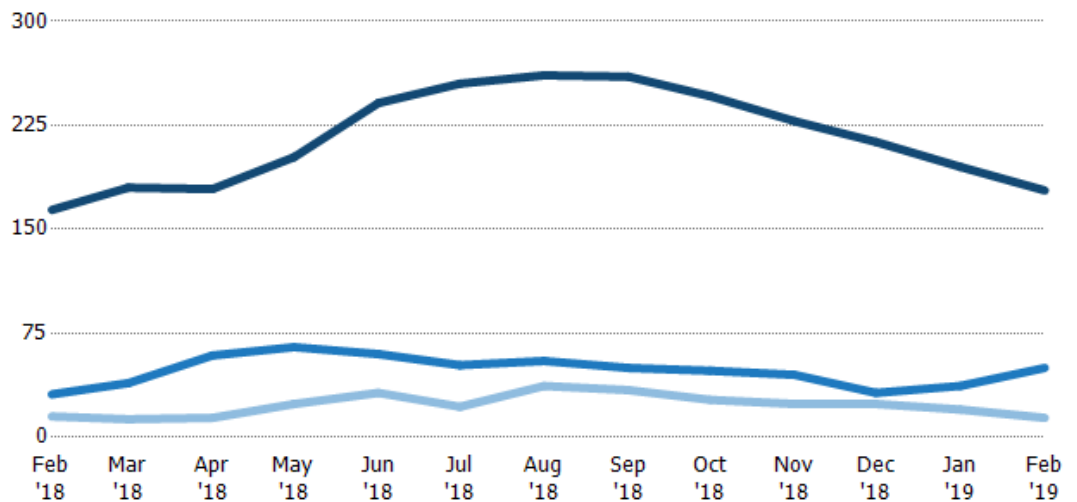
Current Year	7%	8%	7%	7%	10%	13%	8%	14%	14%	12%	11%	12%	11%
Prior Year	9%	8%	9%	5%	9%	17%	18%	16%	14%	15%	21%	13%	7%
Change from Prior Year	2%	0%	2%	-2%	-1%	5%	10%	1%	0%	3%	9%	0%	-5%

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



Active	164	180	179	202	241	255	261	260	246	228	213	195	178
Pending	31	39	59	65	60	52	55	50	48	45	32	37	50
Sold	15	13	14	24	32	22	37	34	27	24	24	20	14

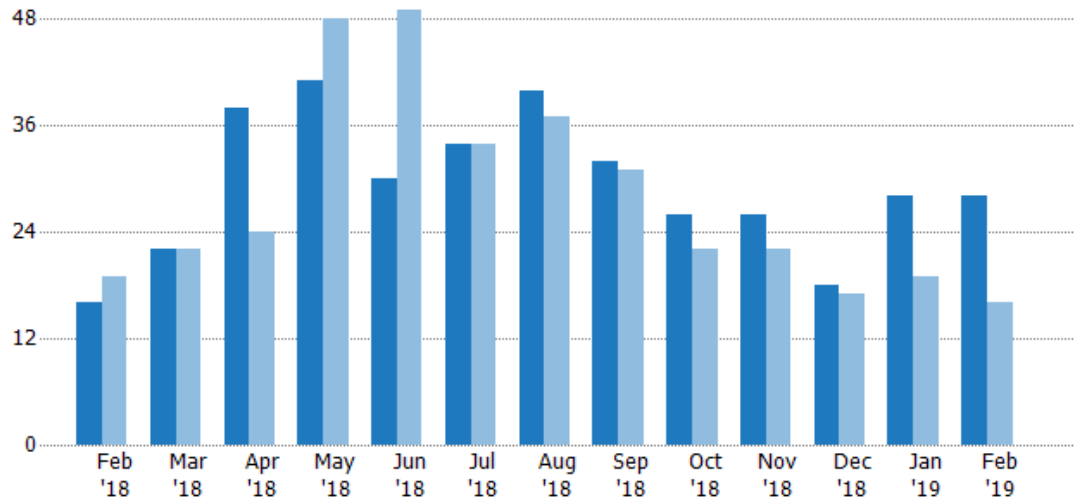
New Pending Sales

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

Month/ Year	Count	% Chg.
Feb '19	28	75%
Feb '18	16	-15.8%
Feb '17	19	5.3%



Current Year	16	22	38	41	30	34	40	32	26	26	18	28	28
Prior Year	19	22	24	48	49	34	37	31	22	22	17	19	16
Percent Change from Prior Year	-16%	0%	58%	-15%	-39%	0%	8%	3%	18%	18%	6%	47%	75%

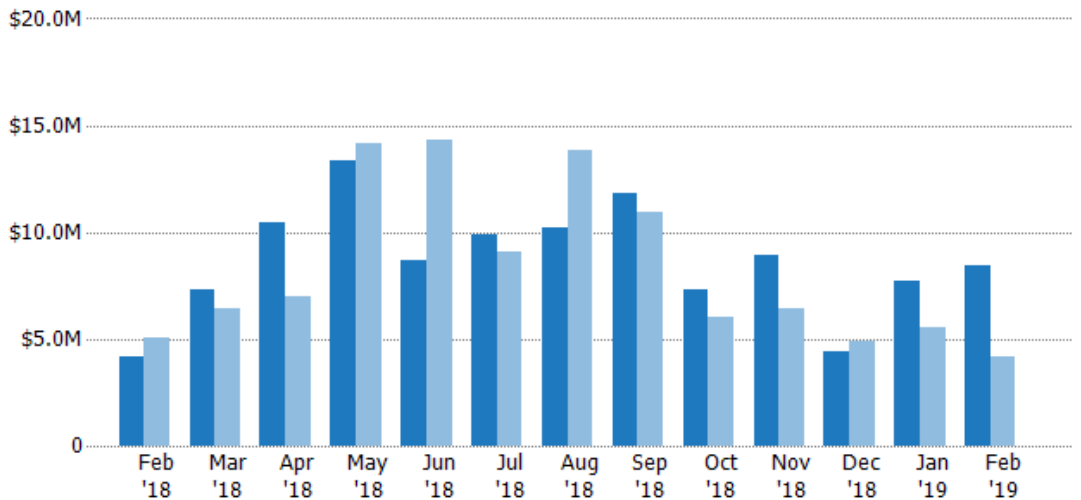
New Pending Sales Volume

The sum of the sales price 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

Month/ Year	Volume	% Chg.
Feb '19	\$8.44M	103%
Feb '18	\$4.15M	-17.5%
Feb '17	\$5.04M	-8.3%



Current Year	\$4.15M	\$7.34M	\$10.5M	\$13.4M	\$8.68M	\$9.89M	\$10.2M	\$11.8M	\$7.3M	\$8.89M	\$4.45M	\$7.7M	\$8.44M
Prior Year	\$5.04M	\$6.44M	\$6.98M	\$14.2M	\$14.3M	\$9.06M	\$13.9M	\$10.9M	\$6.06M	\$6.4M	\$4.93M	\$5.55M	\$4.15M
Percent Change from Prior Year	-18%	14%	50%	-6%	-39%	9%	-26%	8%	21%	39%	-10%	39%	103%

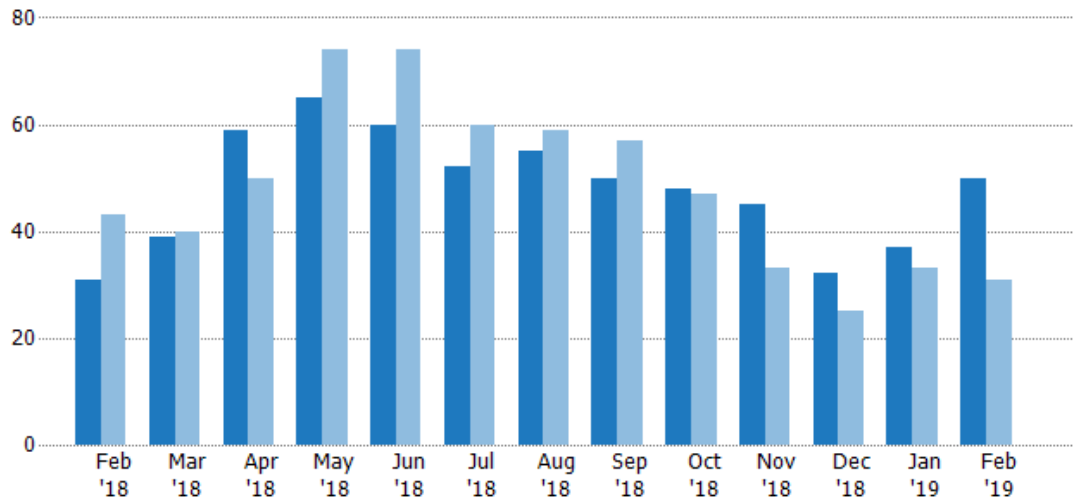
Pending Sales

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

Filters Used

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

Month/ Year	Count	% Chg.
Feb '19	50	61.3%
Feb '18	31	-27.9%
Feb '17	43	4.7%



Current Year	31	39	59	65	60	52	55	50	48	45	32	37	50
Prior Year	43	40	50	74	74	60	59	57	47	33	25	33	31
Percent Change from Prior Year	-28%	-3%	18%	-12%	-19%	-13%	-7%	-12%	2%	36%	28%	12%	61%

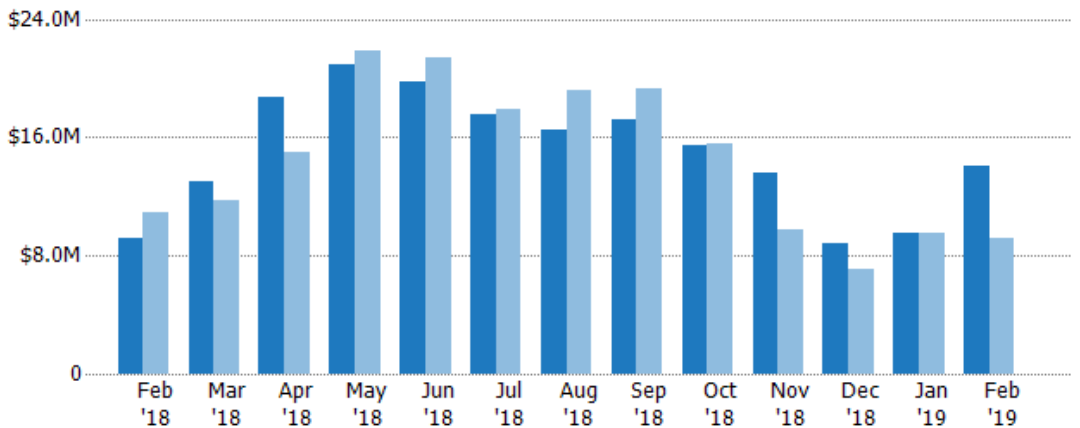
Pending Sales Volume

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

Filters Used

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

Month/ Year	Volume	% Chg.
Feb '19	\$14M	52.3%
Feb '18	\$9.2M	-15.6%
Feb '17	\$10.9M	5.9%



Current Year	\$9.2M	\$13M	\$18.7M	\$20.9M	\$19.8M	\$17.5M	\$16.6M	\$17.2M	\$15.5M	\$13.6M	\$8.84M	\$9.54M	\$14M
Prior Year	\$10.9M	\$11.7M	\$15M	\$21.9M	\$21.4M	\$17.9M	\$19.1M	\$19.3M	\$15.6M	\$9.74M	\$7.11M	\$9.57M	\$9.2M
Percent Change from Prior Year	-16%	11%	24%	-4%	-8%	-2%	-13%	-11%	-1%	39%	24%	0%	52%

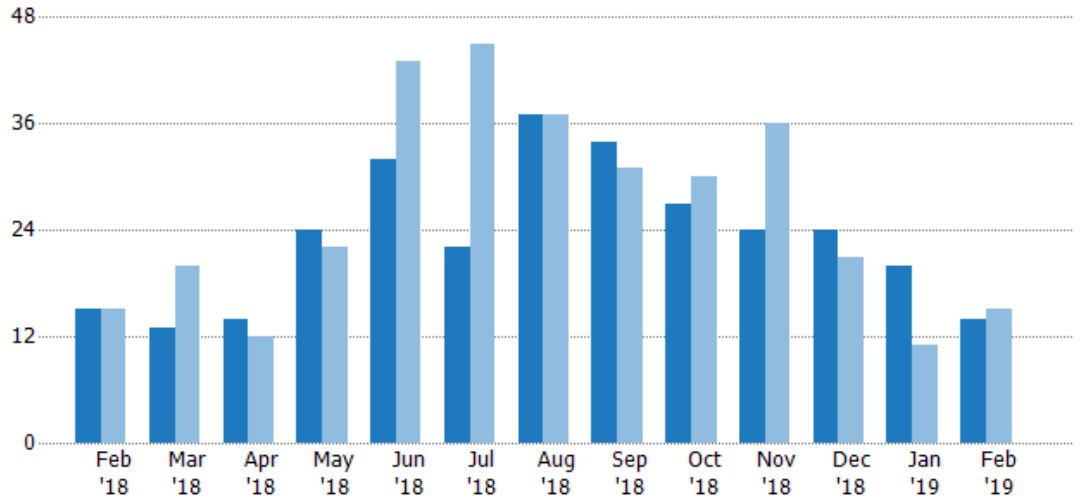
Closed Sales

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

Month/ Year	Count	% Chg.
Feb '19	14	-6.7%
Feb '18	15	0%
Feb '17	15	-26.7%



Current Year	15	13	14	24	32	22	37	34	27	24	24	20	14
Prior Year	15	20	12	22	43	45	37	31	30	36	21	11	15
Percent Change from Prior Year	0%	-35%	17%	9%	-26%	-51%	0%	10%	-10%	-33%	14%	82%	-7%

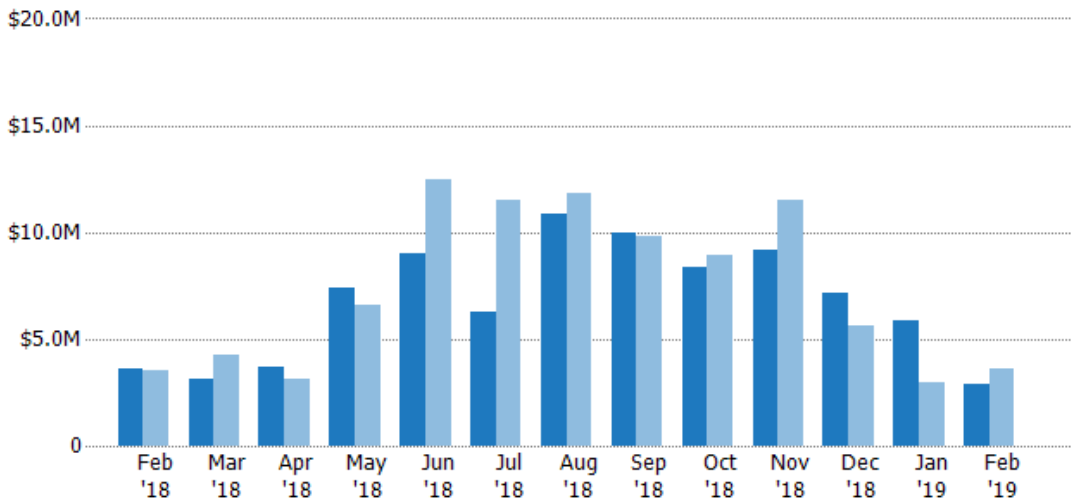
Closed Sales Volume

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

Month/ Year	Volume	% Chg.
Feb '19	\$2.87M	-20%
Feb '18	\$3.59M	2.7%
Feb '17	\$3.49M	-40.6%



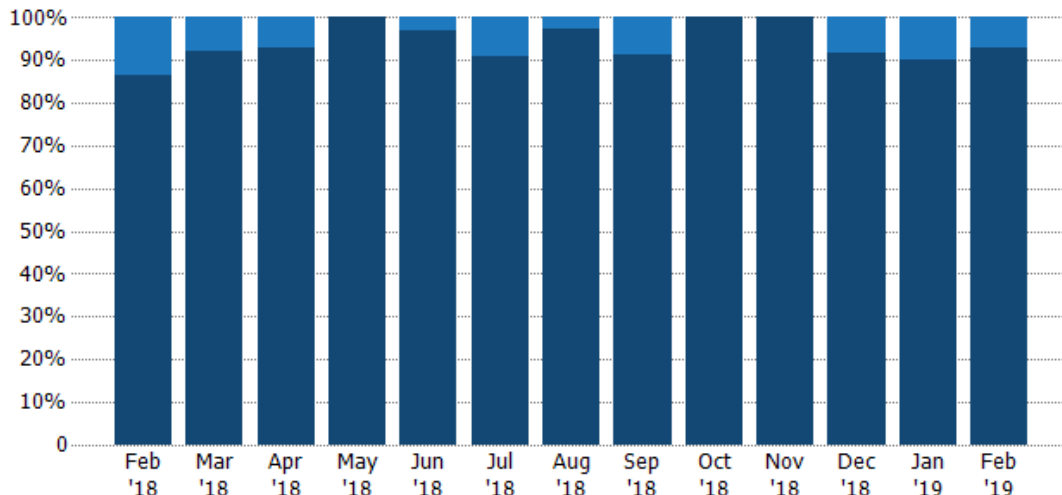
Current Year	\$3.59M	\$3.13M	\$3.72M	\$7.43M	\$9M	\$6.26M	\$10.8M	\$9.94M	\$8.37M	\$9.15M	\$7.11M	\$5.87M	\$2.87M
Prior Year	\$3.49M	\$4.23M	\$3.15M	\$6.61M	\$12.5M	\$11.5M	\$11.9M	\$9.84M	\$8.92M	\$11.5M	\$5.63M	\$2.96M	\$3.59M
Percent Change from Prior Year	3%	-26%	18%	12%	-28%	-46%	-9%	1%	-6%	-20%	26%	99%	-20%

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



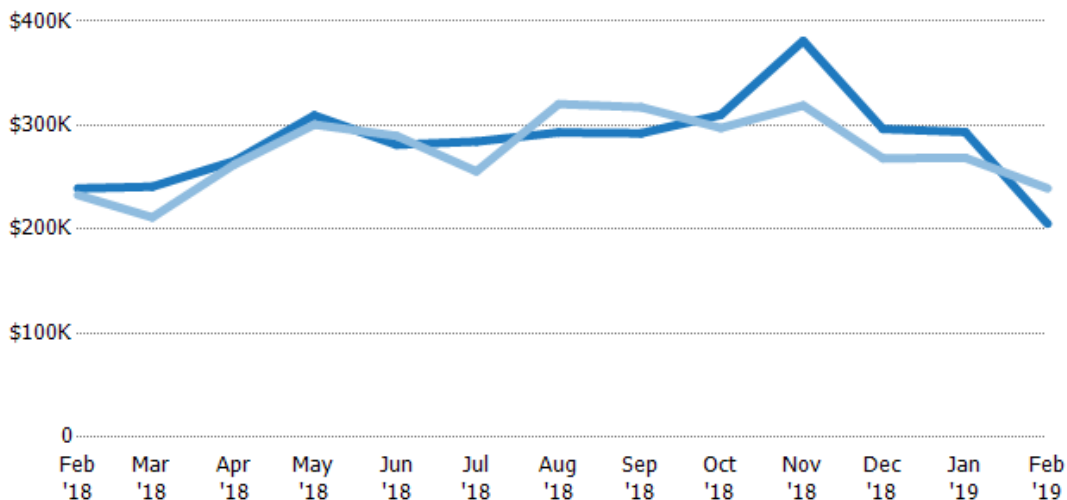
Condo/Townhouse	13%	8%	7%	-	3%	9%	3%	9%	-	-	8%	10%	7%
Single Family Residence	87%	92%	93%	100%	97%	91%	97%	91%	100%	100%	92%	90%	93%

Average Sales Price

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
Family Residence



Current Year	\$239K	\$241K	\$266K	\$310K	\$281K	\$284K	\$293K	\$292K	\$310K	\$381K	\$296K	\$293K	\$205K
Prior Year	\$233K	\$211K	\$262K	\$301K	\$290K	\$256K	\$320K	\$317K	\$297K	\$319K	\$268K	\$269K	\$239K
Percent Change from Prior Year	3%	14%	1%	3%	-3%	11%	-9%	-8%	4%	19%	11%	9%	-14%

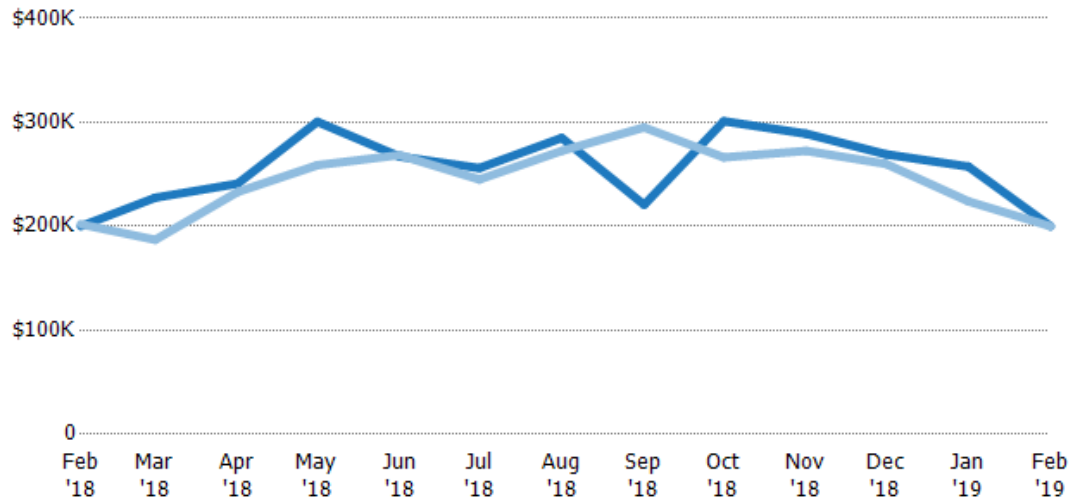
Median Sales Price

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

Month/ Year	Price	% Chg.
Feb '19	\$200K	0%
Feb '18	\$200K	-1%
Feb '17	\$202K	-6%



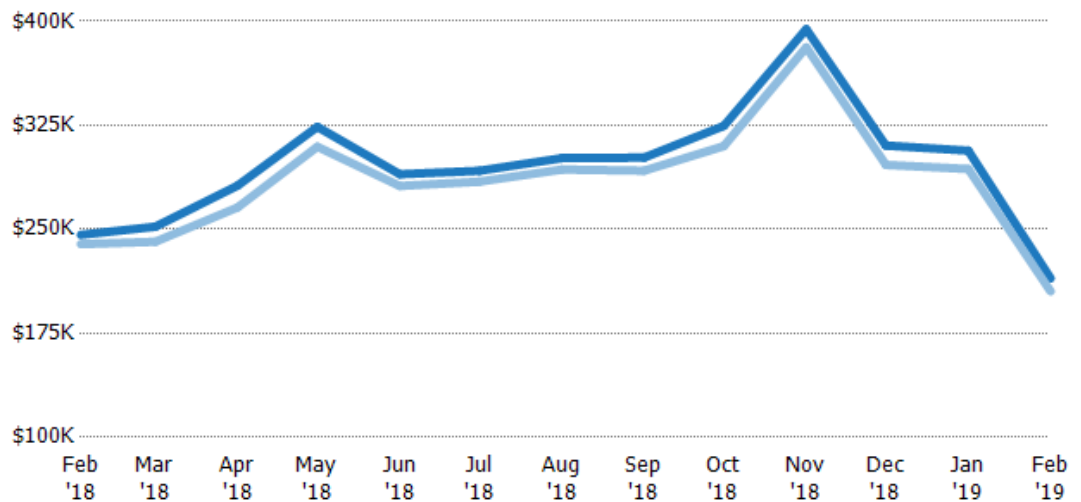
Current Year	\$200K	\$228K	\$241K	\$301K	\$267K	\$256K	\$285K	\$221K	\$301K	\$289K	\$269K	\$257K	\$200K
Prior Year	\$202K	\$187K	\$233K	\$259K	\$269K	\$245K	\$273K	\$295K	\$266K	\$273K	\$260K	\$224K	\$200K
Percent Change from Prior Year	-1%	22%	3%	16%	-1%	4%	5%	-25%	13%	6%	4%	15%	0%

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

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



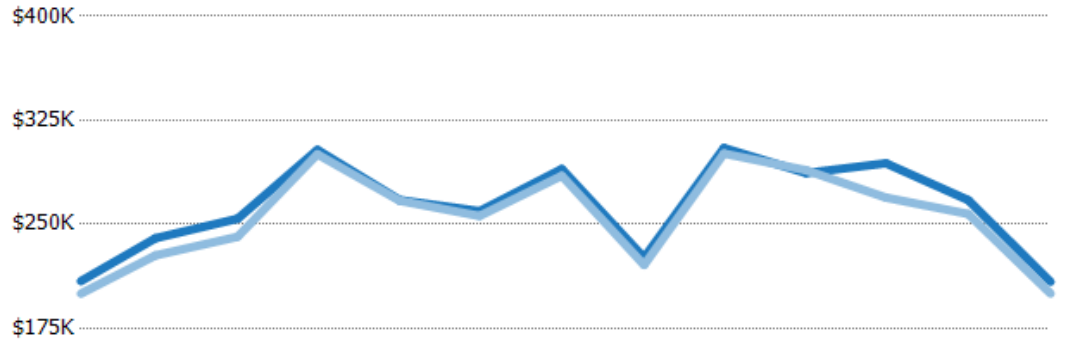
Avg List Price	\$246K	\$252K	\$282K	\$324K	\$290K	\$292K	\$301K	\$302K	\$325K	\$394K	\$310K	\$307K	\$215K
Avg Sales Price	\$239K	\$241K	\$266K	\$310K	\$281K	\$284K	\$293K	\$292K	\$310K	\$381K	\$296K	\$293K	\$205K
Avg Sales Price as a % of Avg List Price	97%	96%	94%	96%	97%	97%	97%	97%	95%	97%	96%	96%	96%

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



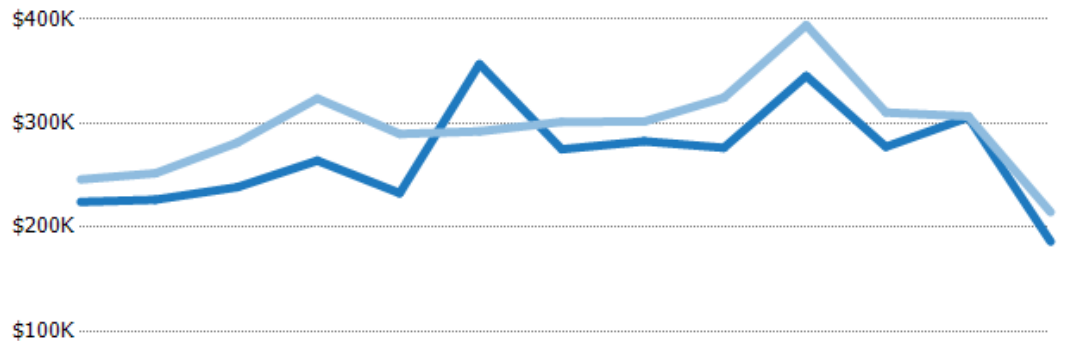
	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19
Median List Price	\$209K	\$240K	\$254K	\$304K	\$268K	\$259K	\$290K	\$226K	\$305K	\$287K	\$294K	\$267K	\$209K
Median Sales Price	\$200K	\$228K	\$241K	\$301K	\$267K	\$256K	\$285K	\$221K	\$301K	\$289K	\$269K	\$257K	\$200K
Med Sales Price as a % of Med List Price	96%	95%	95%	99%	100%	99%	98%	98%	99%	101%	92%	96%	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.

Filters Used

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



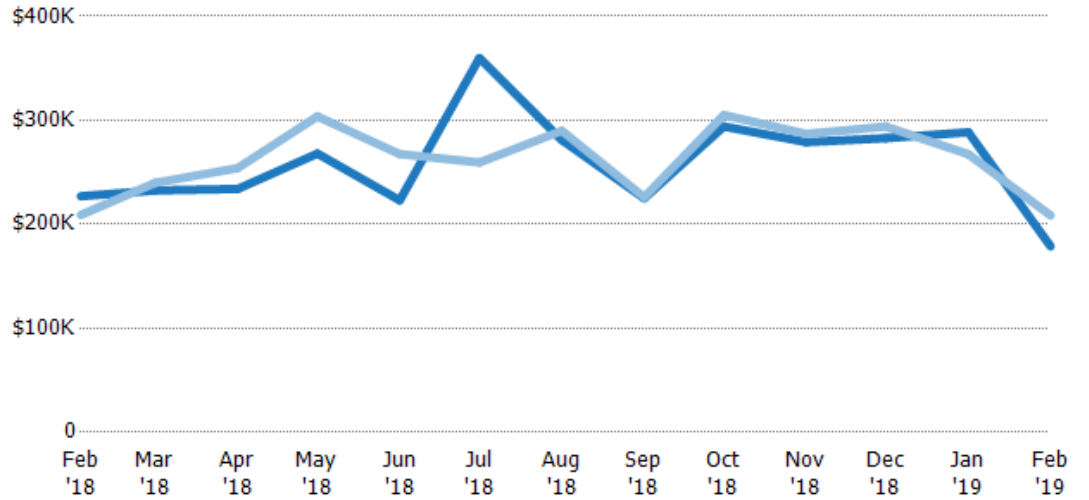
	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19
Avg Est Value	\$224K	\$226K	\$239K	\$264K	\$233K	\$357K	\$275K	\$283K	\$276K	\$346K	\$277K	\$306K	\$186K
Avg Sales Price	\$246K	\$252K	\$282K	\$324K	\$290K	\$292K	\$301K	\$302K	\$325K	\$394K	\$310K	\$307K	\$215K
Avg Sales Price as a % of Avg Est Value	110%	111%	118%	123%	124%	82%	110%	107%	117%	114%	112%	100%	115%

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	\$227K	\$233K	\$234K	\$268K	\$223K	\$360K	\$281K	\$225K	\$294K	\$279K	\$283K	\$289K	\$179K
Median Sales Price	\$209K	\$240K	\$254K	\$304K	\$268K	\$259K	\$290K	\$226K	\$305K	\$287K	\$294K	\$267K	\$209K
Med Sales Price as a % of Med Est Value	92%	103%	109%	113%	120%	72%	103%	100%	104%	103%	104%	93%	117%