

## 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	Mar 2019	Mar 2018	+ / -	YTD 2019	YTD 2018	+ / -
<b>Listing Activity Charts Metrics</b>						
New Listing Count	42	42	+/-	92	80	+15%
New Listing Volume	\$13,049,900	\$13,610,650	-4.1%	\$33,581,600	\$30,135,165	+11.4%
Active Listing Count	175	193	-9.3%	N/A	N/A	
Active Listing Volume	\$80,927,407	\$80,694,724	+0.3%	N/A	N/A	
Average Listing Price	\$462,442	\$418,107	+10.6%	\$446,280	\$422,726	+5.6%
Median Listing Price	\$319,900	\$298,900	+7%	\$311,030	\$293,274	+6.1%
Median Days in RPR	201	214	-6.1%	195.15	218.38	-10.6%
Months of Inventory	12.5	11.4	+10.1%	13.3	10	+32.4%
Absorption Rate	8%	8.81%	-0.8%	7.54%	9.98%	-2.4%
<b>Sales Activity Charts Metrics</b>						
New Pending Sales Count	37	22	+68.2%	89	57	+56.1%
New Pending Sales Volume	\$12,005,800	\$7,344,850	+63.5%	\$27,186,100	\$17,258,214	+57.5%
Pending Sales Count	58	41	+41.5%	N/A	N/A	
Pending Sales Volume	\$18,111,000	\$13,766,450	+31.6%	N/A	N/A	
Closed Sales Count	21	14	+50%	55	42	+31%
Closed Sales Volume	\$5,532,900	\$3,422,600	+61.7%	\$14,275,700	\$10,527,218	+35.6%
Average Sales Price	\$263,471	\$244,471	+7.8%	\$259,558	\$250,648	+3.6%
Median Sales Price	\$249,000	\$253,750	-1.9%	\$239,600	\$224,202	+6.9%

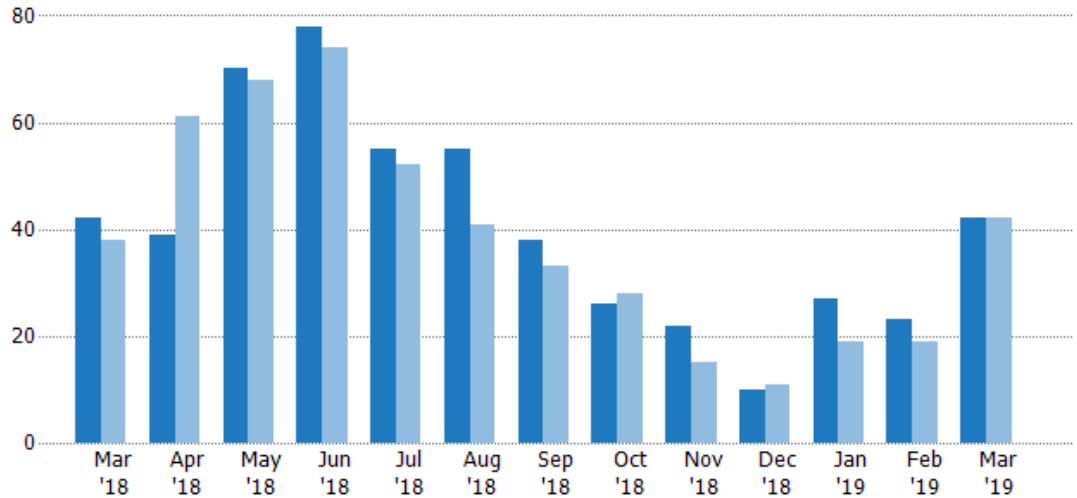
## New Listings

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.
Mar '19	42	0%
Mar '18	42	10.5%
Mar '17	38	36.8%



	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19
Current Year	42	39	70	78	55	55	38	26	22	10	27	23	42
Prior Year	38	61	68	74	52	41	33	28	15	11	19	19	42
Percent Change from Prior Year	11%	-36%	3%	5%	6%	34%	15%	-7%	47%	-9%	42%	21%	0%

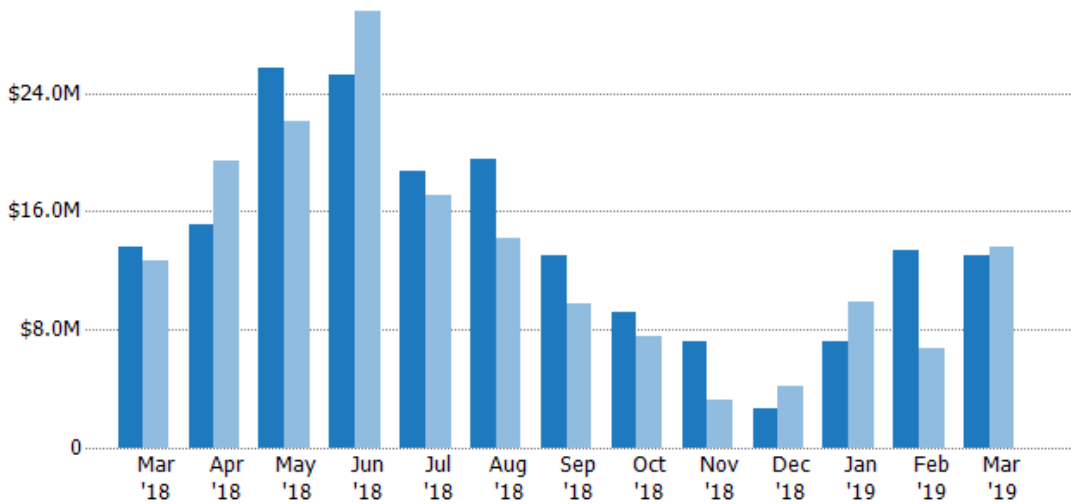
## New Listing Volume

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.
Mar '19	\$13M	-4.1%
Mar '18	\$13.6M	7.6%
Mar '17	\$12.7M	38.2%



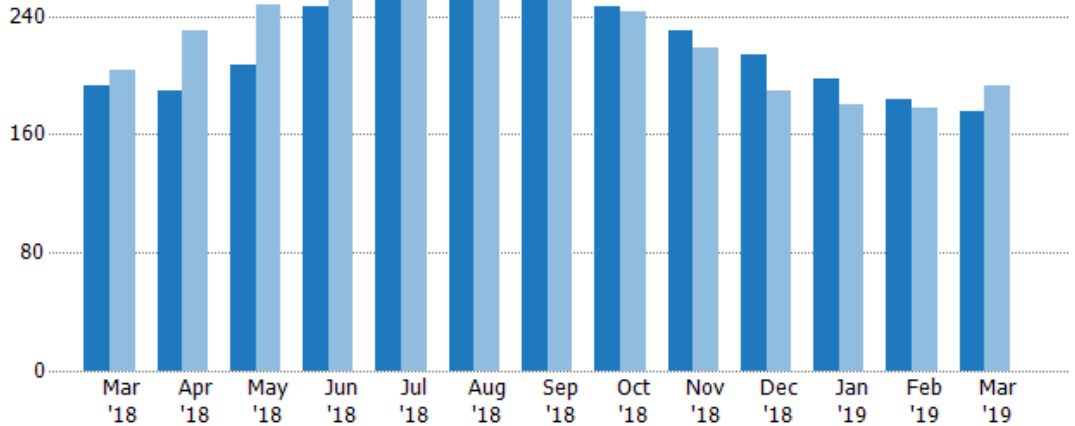
	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19
Current Year	\$13.6M	\$15.1M	\$25.7M	\$25.3M	\$18.7M	\$19.5M	\$13M	\$9.18M	\$7.15M	\$2.7M	\$7.22M	\$13.3M	\$13M
Prior Year	\$12.7M	\$19.4M	\$22.1M	\$29.6M	\$17.1M	\$14.1M	\$9.76M	\$7.57M	\$3.19M	\$4.22M	\$9.83M	\$6.7M	\$13.6M
Percent Change from Prior Year	8%	-22%	16%	-15%	10%	38%	33%	21%	124%	-36%	-27%	99%	-4%

## 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.
Mar '19	175	-9.3%
Mar '18	193	-4.9%
Mar '17	203	15.8%

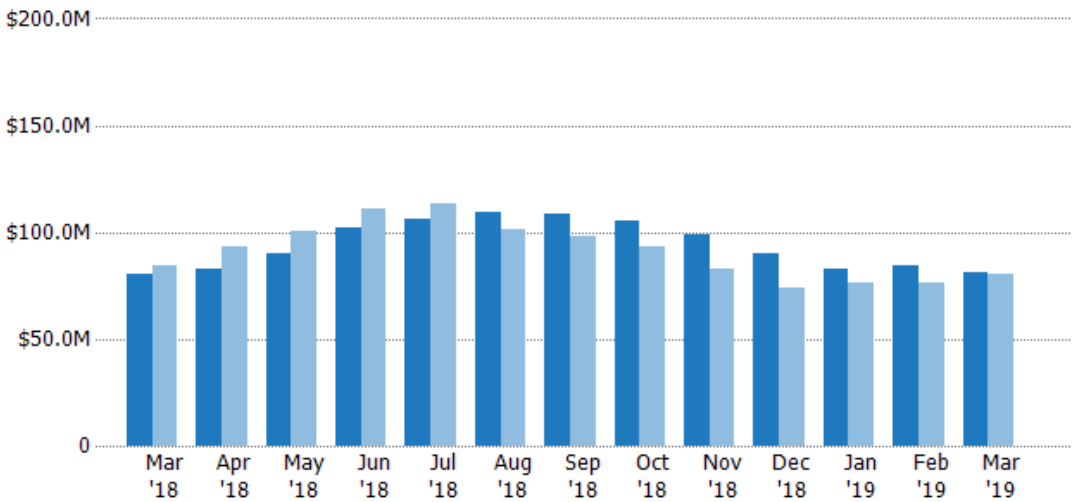
	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19
Current Year	193	190	207	246	255	259	258	246	230	214	198	184	175
Prior Year	203	230	248	262	268	264	253	243	218	189	180	178	193
Percent Change from Prior Year	-5%	-17%	-17%	-6%	-5%	-2%	2%	1%	6%	13%	10%	3%	-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.
Mar '19	\$80.9M	0.3%
Mar '18	\$80.7M	-4%
Mar '17	\$84M	2.4%

	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19
Current Year	\$80.7M	\$82.7M	\$90.3M	\$102M	\$106M	\$109M	\$109M	\$106M	\$99.2M	\$89.8M	\$82.9M	\$84.8M	\$80.9M
Prior Year	\$84M	\$92.9M	\$100M	\$111M	\$114M	\$102M	\$97.8M	\$93.3M	\$83M	\$73.8M	\$76M	\$76.2M	\$80.7M
Percent Change from Prior Year	-4%	-11%	-10%	-8%	-6%	8%	11%	13%	20%	22%	9%	11%	0%

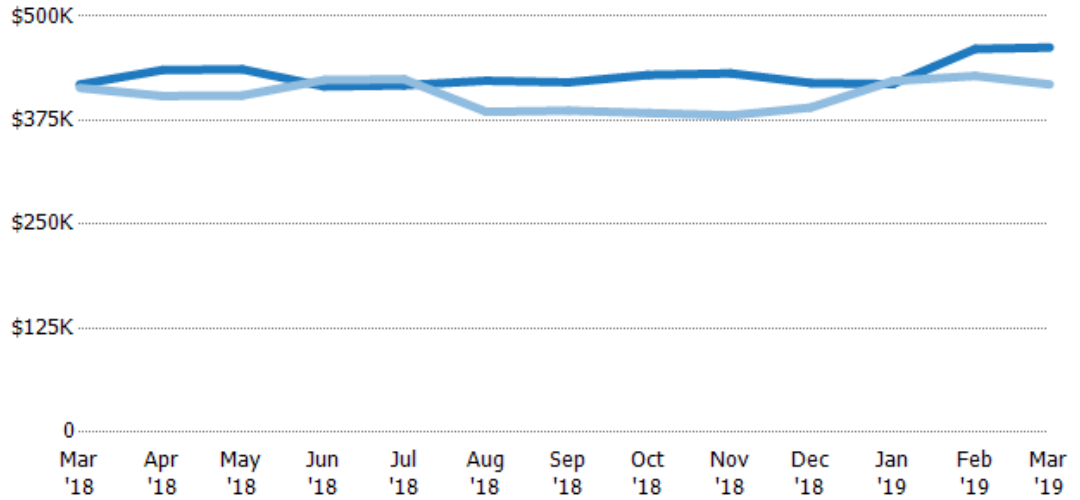
## Average Listing Price

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.
Mar '19	\$462K	10.6%
Mar '18	\$418K	1%
Mar '17	\$414K	-11.5%



Current Year	\$418K	\$435K	\$436K	\$416K	\$417K	\$423K	\$421K	\$430K	\$431K	\$420K	\$419K	\$461K	\$462K
Prior Year	\$414K	\$404K	\$405K	\$423K	\$424K	\$385K	\$387K	\$384K	\$381K	\$390K	\$422K	\$428K	\$418K
Percent Change from Prior Year	1%	8%	8%	-2%	-2%	10%	9%	12%	13%	8%	-1%	8%	11%

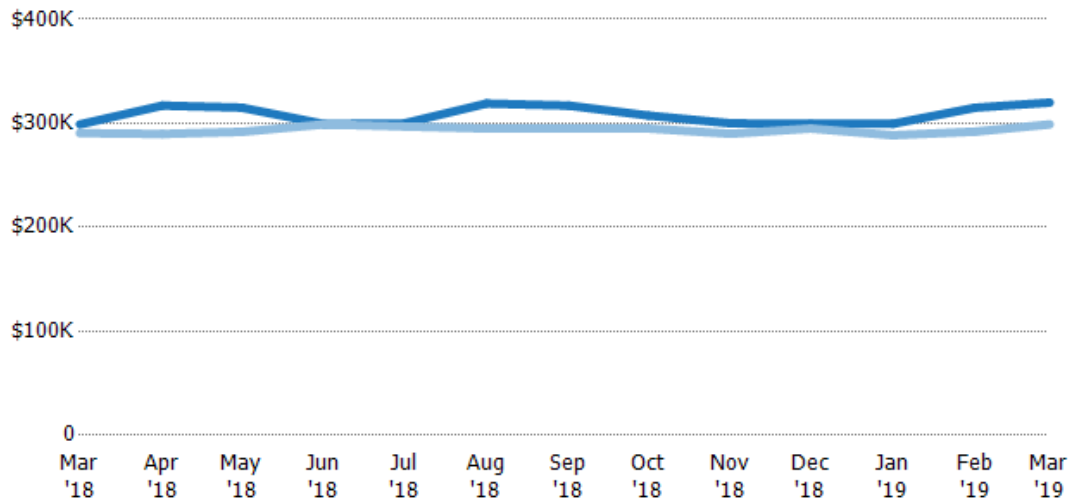
## Median Listing Price

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.
Mar '19	\$320K	7%
Mar '18	\$299K	2.9%
Mar '17	\$291K	-5.5%



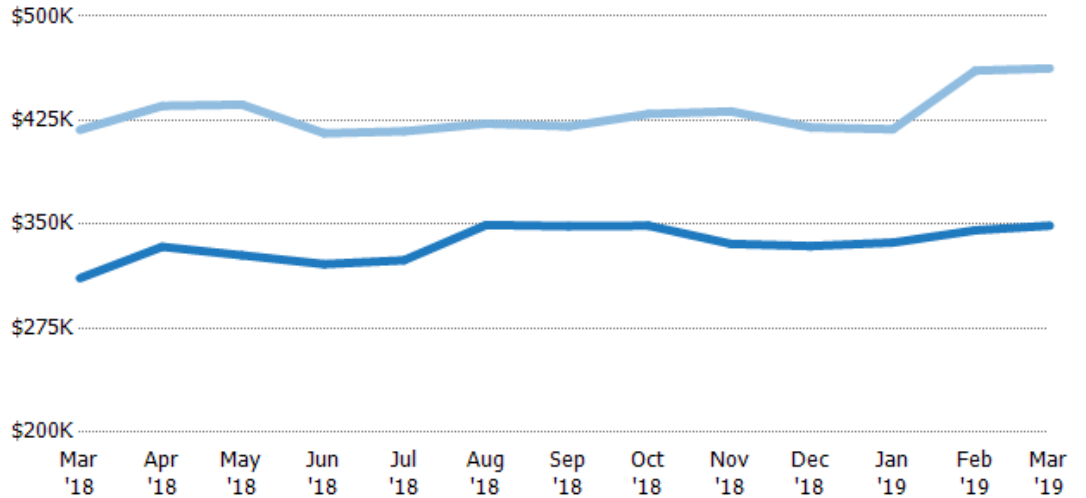
Current Year	\$299K	\$317K	\$315K	\$299K	\$300K	\$319K	\$317K	\$307K	\$300K	\$299K	\$300K	\$315K	\$320K
Prior Year	\$291K	\$290K	\$292K	\$299K	\$297K	\$295K	\$295K	\$295K	\$290K	\$295K	\$289K	\$292K	\$299K
Percent Change from Prior Year	3%	9%	8%	0%	1%	8%	7%	4%	3%	2%	4%	8%	7%

## 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



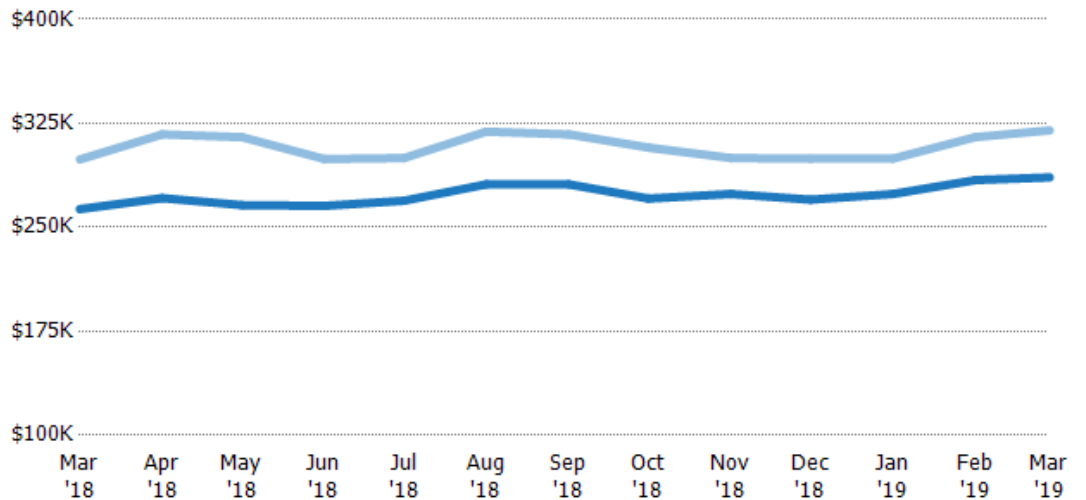
	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19
Avg Est Value	\$311K	\$334K	\$328K	\$321K	\$324K	\$350K	\$349K	\$349K	\$336K	\$334K	\$337K	\$346K	\$349K
Avg Listing Price	\$418K	\$435K	\$436K	\$416K	\$417K	\$423K	\$421K	\$430K	\$431K	\$420K	\$419K	\$461K	\$462K
Avg Listing Price as a % of Avg Est Value	134%	130%	133%	129%	129%	121%	121%	123%	128%	126%	124%	133%	133%

## 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



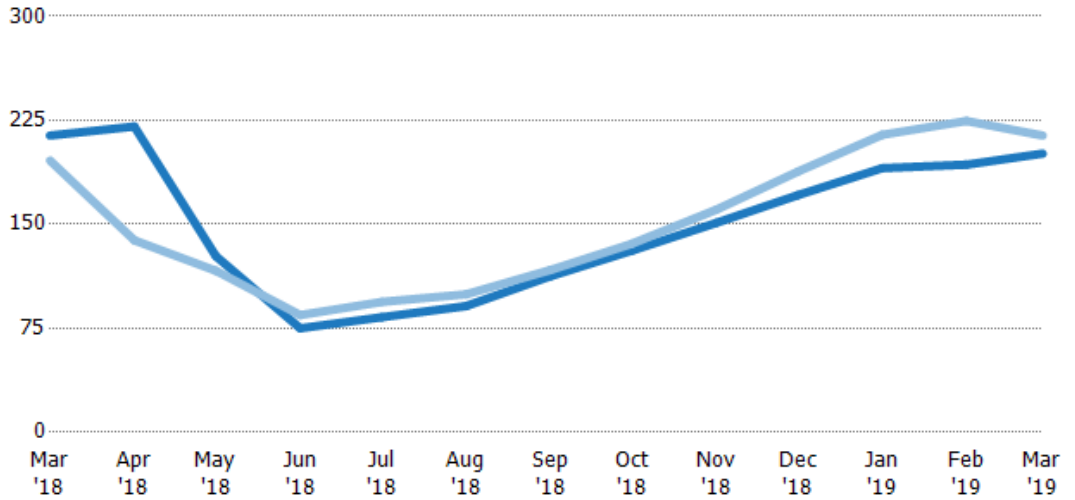
	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19
Median Est Value	\$263K	\$271K	\$266K	\$265K	\$269K	\$281K	\$281K	\$271K	\$274K	\$270K	\$274K	\$284K	\$286K
Median Listing Price	\$299K	\$317K	\$315K	\$299K	\$300K	\$319K	\$317K	\$307K	\$300K	\$299K	\$300K	\$315K	\$320K
Med Listing Price as a % of Med Est Value	114%	117%	118%	113%	111%	114%	113%	114%	109%	111%	109%	111%	112%

## 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.
Mar '19	201	-6.1%
Mar '18	214	9.2%
Mar '17	196	-9.7%

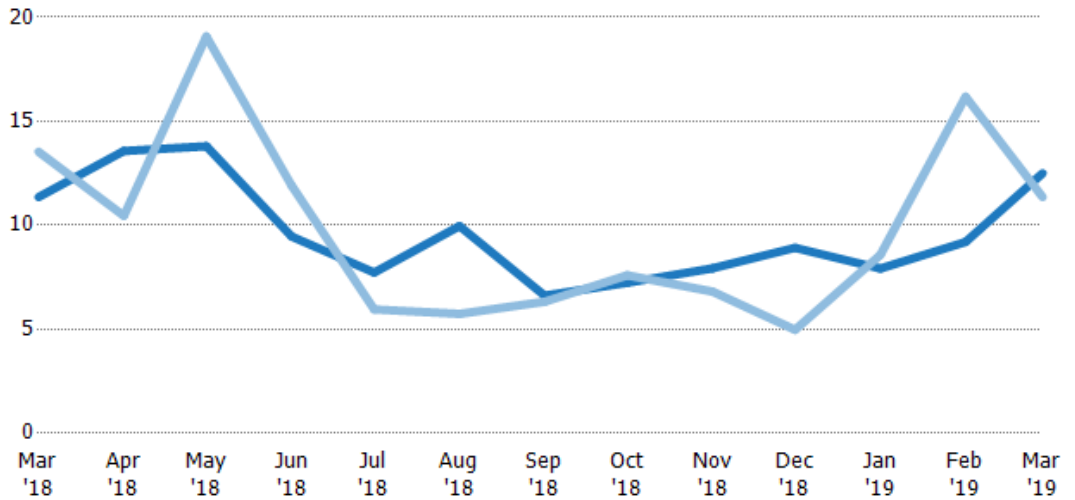
Current Year	214	221	127	75	83	91	113	131	151	171	191	193	201
Prior Year	196	139	117	84.5	94	100	117	136	161	188	215	225	214
Percent Change from Prior Year	9%	59%	9%	-11%	-12%	-9%	-4%	-4%	-6%	-9%	-11%	-14%	-6%

## 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.
Mar '19	12.5	10.1%
Mar '18	11.4	-16.1%
Mar '17	13.5	44.7%

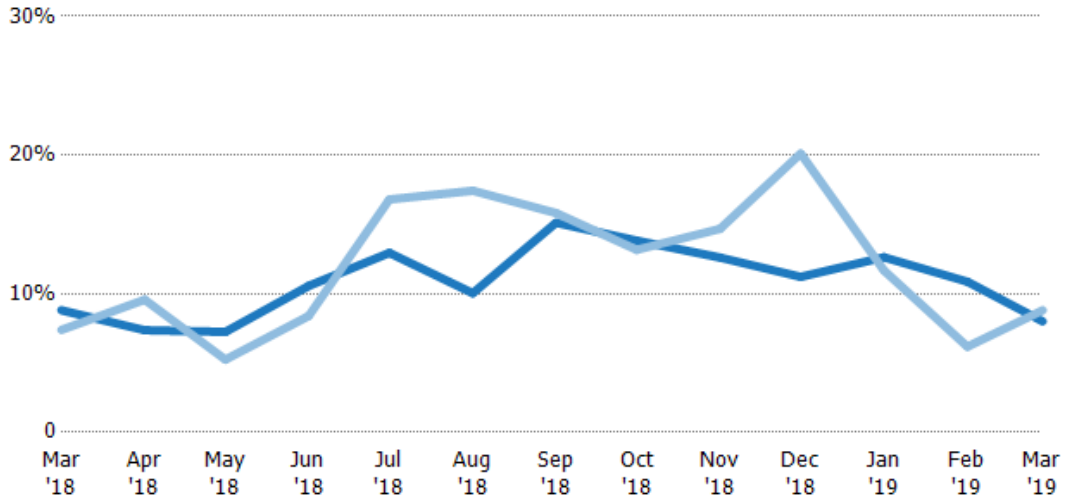
Current Year	11.4	13.6	13.8	9.46	7.73	9.96	6.62	7.24	7.93	8.92	7.92	9.2	12.5
Prior Year	13.5	10.5	19.1	11.9	5.96	5.74	6.33	7.59	6.81	4.97	8.57	16.2	11.4
Percent Change from Prior Year	-16%	30%	-28%	-21%	30%	74%	5%	-5%	16%	79%	-8%	-43%	10%

## 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



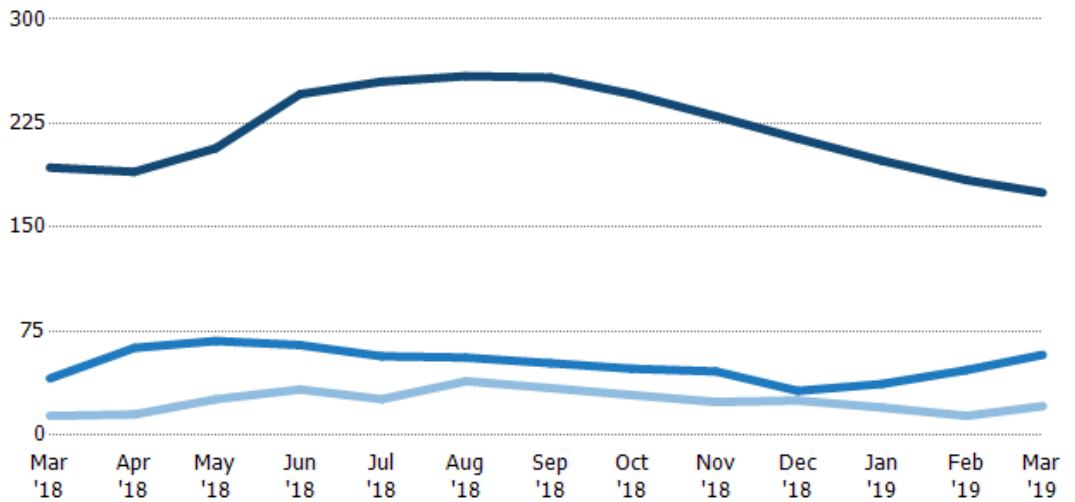
	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19
Current Year	9%	7%	7%	11%	13%	10%	15%	14%	13%	11%	13%	11%	8%
Prior Year	7%	10%	5%	8%	17%	17%	16%	13%	15%	20%	12%	6%	9%
Change from Prior Year	-1%	2%	-2%	-2%	4%	7%	1%	-1%	2%	9%	-1%	-5%	1%

## 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



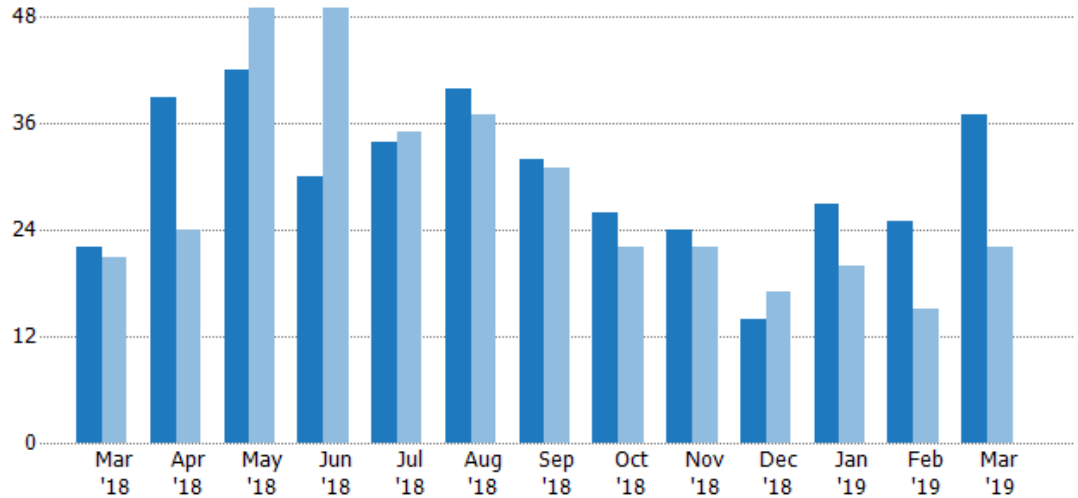
	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19
Active	193	190	207	246	255	259	258	246	230	214	198	184	175
Pending	41	63	68	65	57	56	52	48	46	32	37	47	58
Sold	14	15	26	33	26	39	34	29	24	25	20	14	21

## 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.
Mar '19	37	68.2%
Mar '18	22	4.8%
Mar '17	21	0%

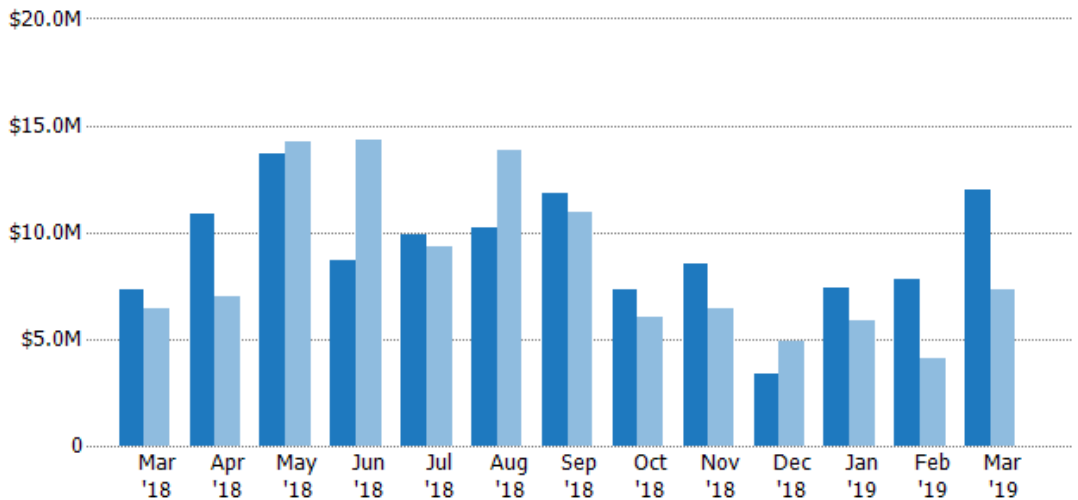
	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19
Current Year	22	39	42	30	34	40	32	26	24	14	27	25	37
Prior Year	21	24	49	49	35	37	31	22	22	17	20	15	22
Percent Change from Prior Year	5%	63%	-14%	-39%	-3%	8%	3%	18%	9%	-18%	35%	67%	68%

## 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.
Mar '19	\$12M	63.5%
Mar '18	\$7.34M	14%
Mar '17	\$6.44M	-21.8%

	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19
Current Year	\$7.34M	\$10.8M	\$13.7M	\$8.68M	\$9.89M	\$10.2M	\$11.8M	\$7.3M	\$8.55M	\$3.4M	\$7.41M	\$7.77M	\$12M
Prior Year	\$6.44M	\$6.98M	\$14.3M	\$14.3M	\$9.33M	\$13.9M	\$10.9M	\$6.06M	\$6.4M	\$4.93M	\$5.85M	\$4.07M	\$7.34M
Percent Change from Prior Year	14%	55%	-4%	-39%	6%	-26%	8%	21%	34%	-31%	27%	91%	63%



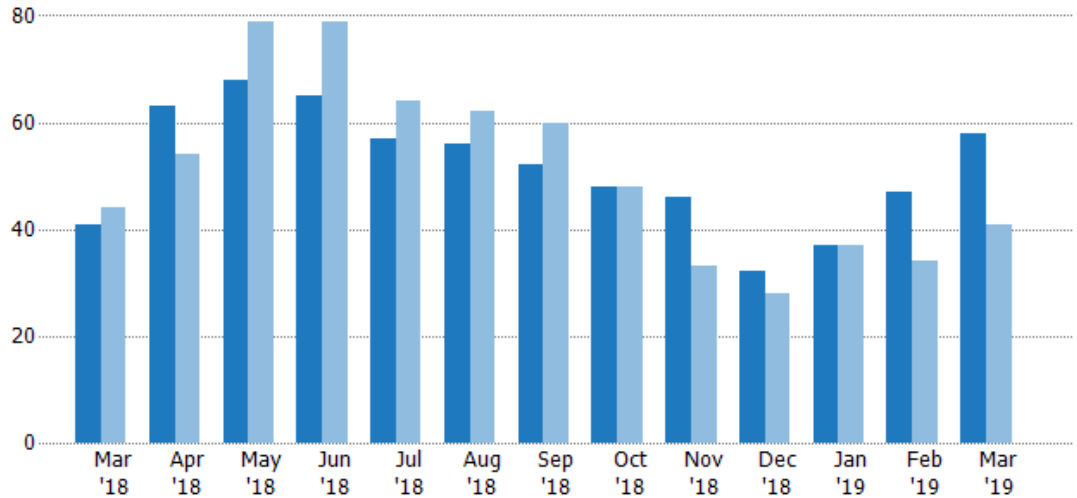
## Pending Sales

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.
Mar '19	58	41.5%
Mar '18	41	-6.8%
Mar '17	44	4.5%



	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19
Current Year	41	63	68	65	57	56	52	48	46	32	37	47	58
Prior Year	44	54	79	79	64	62	60	48	33	28	37	34	41
Percent Change from Prior Year	-7%	17%	-14%	-18%	-11%	-10%	-13%	0%	39%	14%	0%	38%	41%

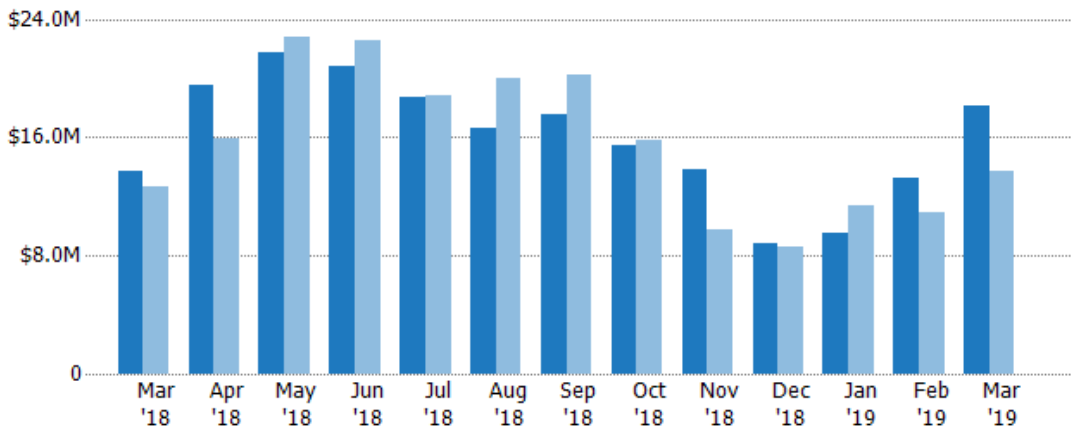
## Pending Sales Volume

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.
Mar '19	\$18.1M	31.6%
Mar '18	\$13.8M	9.2%
Mar '17	\$12.6M	0%



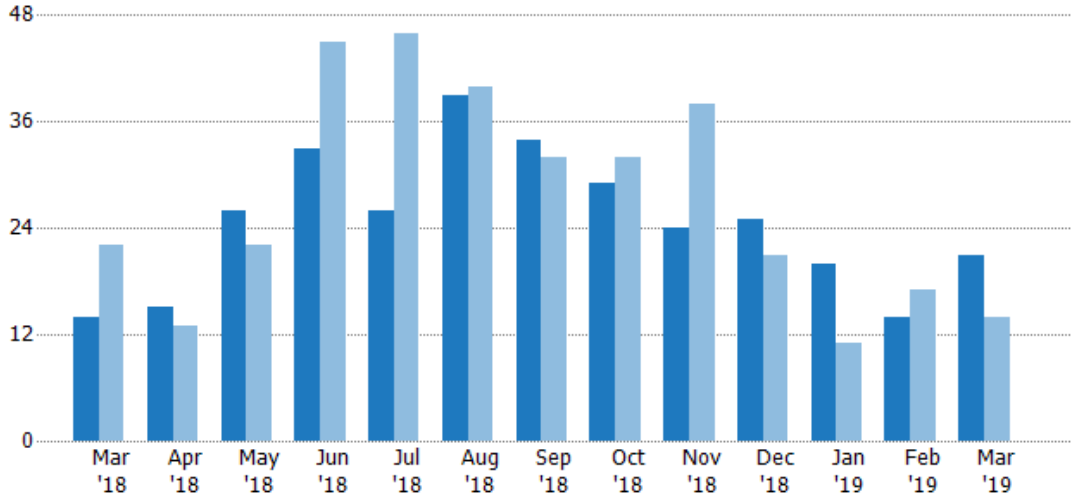
	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19
Current Year	\$13.8M	\$19.5M	\$21.8M	\$20.9M	\$18.7M	\$16.7M	\$17.6M	\$15.5M	\$13.8M	\$8.84M	\$9.54M	\$13.2M	\$18.1M
Prior Year	\$12.6M	\$15.9M	\$22.8M	\$22.5M	\$18.8M	\$20M	\$20.2M	\$15.8M	\$9.74M	\$8.61M	\$11.4M	\$10.9M	\$13.8M
Percent Change from Prior Year	9%	23%	-4%	-7%	-1%	-17%	-13%	-2%	41%	3%	-16%	21%	32%

## 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



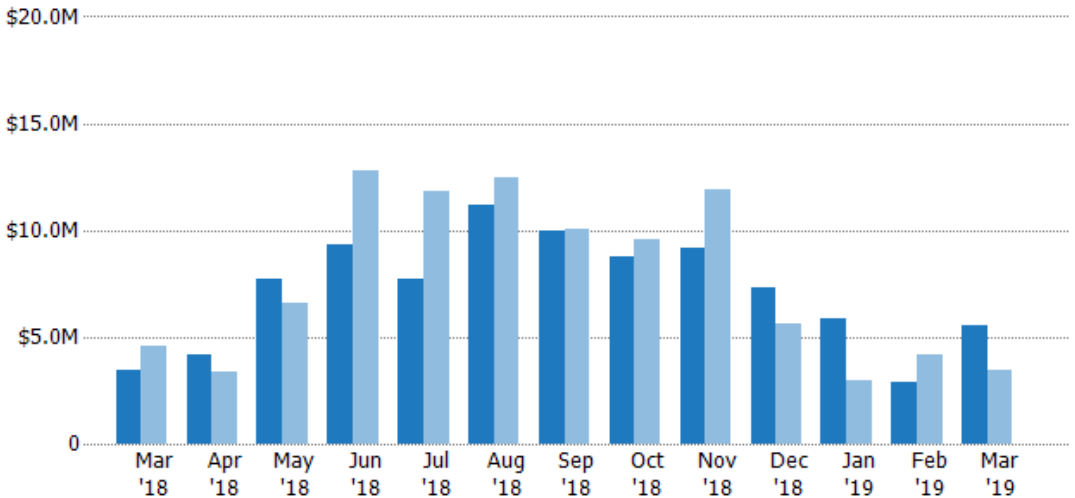
Month/Year	Current Year	Prior Year	Percent Change from Prior Year
Mar '18	14	22	-36%
Apr '18	15	13	15%
May '18	26	22	18%
Jun '18	33	45	-27%
Jul '18	26	46	-43%
Aug '18	39	40	-3%
Sep '18	34	32	6%
Oct '18	29	32	-9%
Nov '18	24	38	-37%
Dec '18	25	21	19%
Jan '19	20	11	82%
Feb '19	14	17	-18%
Mar '19	21	14	50%

## 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



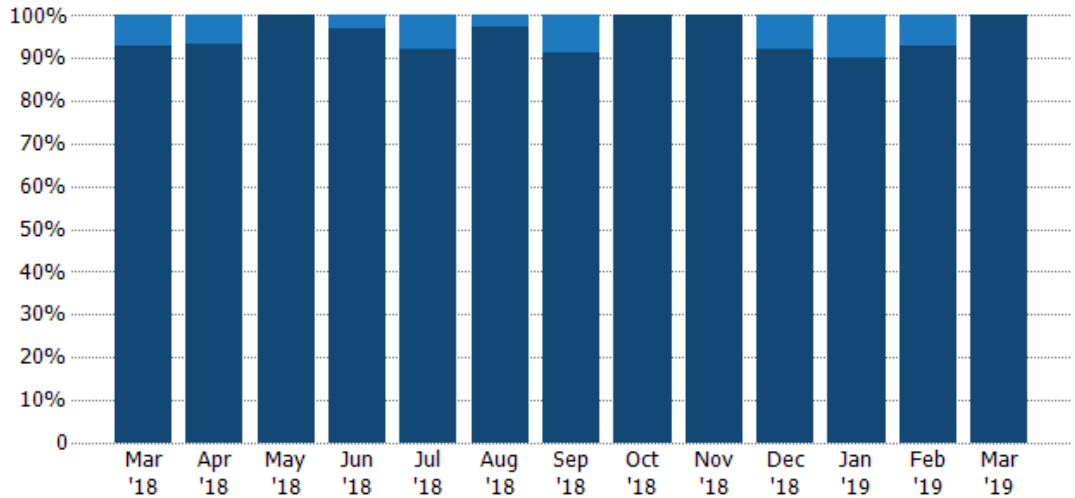
Month/Year	Current Year	Prior Year	Percent Change from Prior Year
Mar '18	\$3.42M	\$4.61M	-26%
Apr '18	\$4.18M	\$3.4M	23%
May '18	\$7.73M	\$6.61M	17%
Jun '18	\$9.31M	\$12.8M	-27%
Jul '18	\$7.75M	\$11.8M	-34%
Aug '18	\$11.2M	\$12.5M	-10%
Sep '18	\$9.94M	\$10M	-1%
Oct '18	\$8.77M	\$9.55M	-8%
Nov '18	\$9.15M	\$11.9M	-23%
Dec '18	\$7.33M	\$5.63M	30%
Jan '19	\$5.87M	\$2.96M	99%
Feb '19	\$2.87M	\$4.15M	-31%
Mar '19	\$5.53M	\$3.42M	62%

## 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



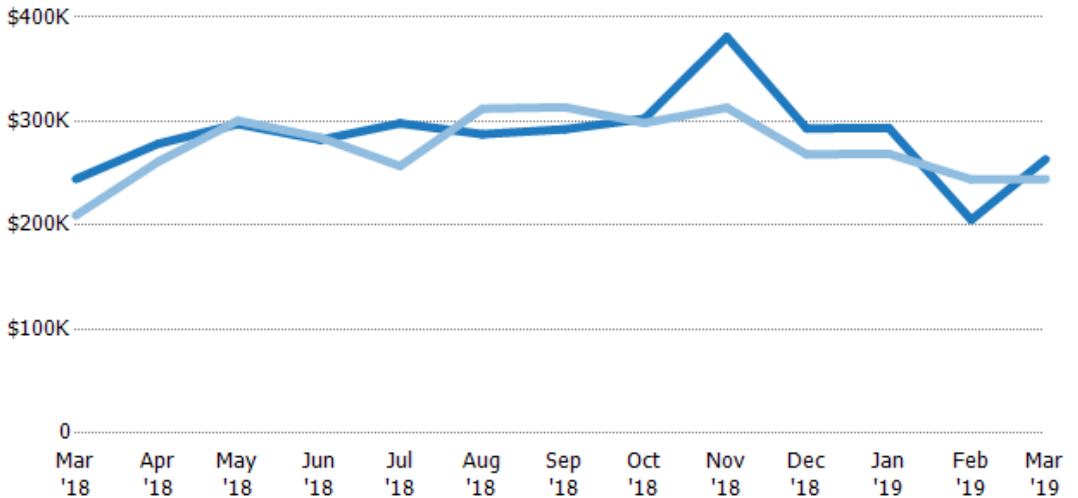
Condo/Townhouse	7%	7%	-	3%	8%	3%	9%	-	-	8%	10%	7%	-
Single Family Residence	93%	93%	100%	97%	92%	97%	91%	100%	100%	92%	90%	93%	100%

## 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	\$244K	\$278K	\$297K	\$282K	\$298K	\$288K	\$292K	\$303K	\$381K	\$293K	\$293K	\$205K	\$263K
Prior Year	\$210K	\$261K	\$301K	\$284K	\$257K	\$312K	\$314K	\$298K	\$313K	\$268K	\$269K	\$244K	\$244K
Percent Change from Prior Year	17%	7%	-1%	-1%	16%	-8%	-7%	1%	22%	9%	9%	-16%	8%

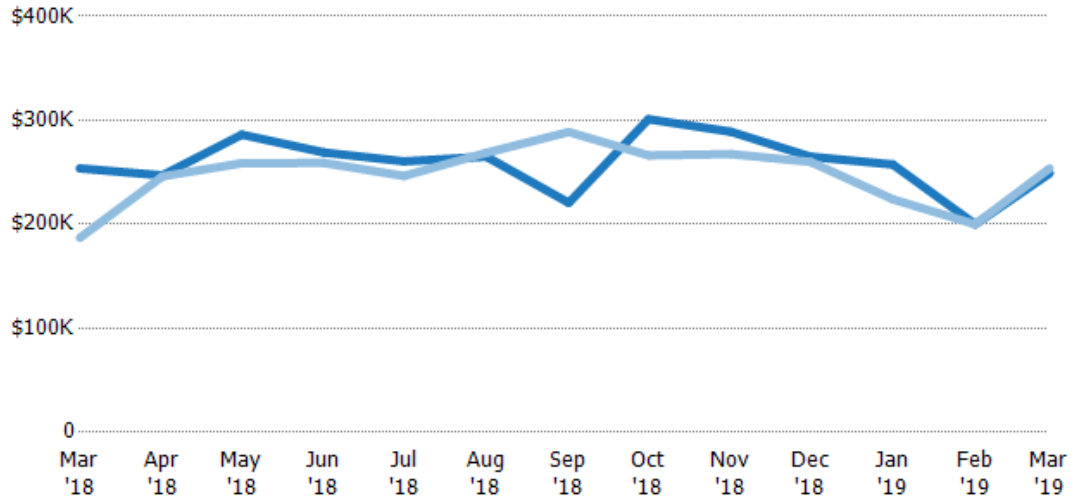
## Median Sales Price

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.
Mar '19	\$249K	-1.9%
Mar '18	\$254K	35.7%
Mar '17	\$187K	3.4%



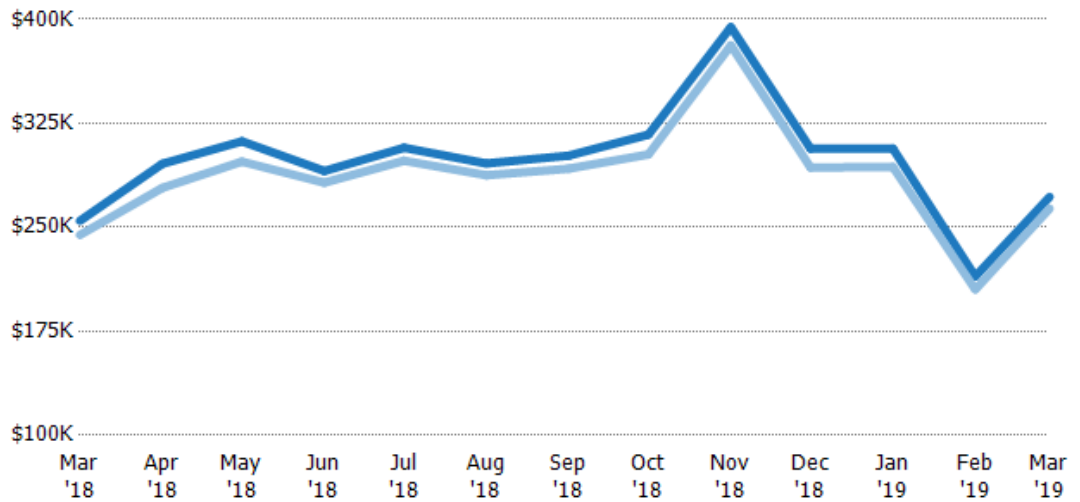
Current Year	\$254K	\$247K	\$286K	\$269K	\$261K	\$265K	\$221K	\$301K	\$289K	\$265K	\$257K	\$200K	\$249K
Prior Year	\$187K	\$246K	\$259K	\$259K	\$246K	\$269K	\$289K	\$266K	\$268K	\$260K	\$224K	\$200K	\$254K
Percent Change from Prior Year	36%	0%	11%	4%	6%	-1%	-24%	13%	8%	2%	15%	0%	-2%

## 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



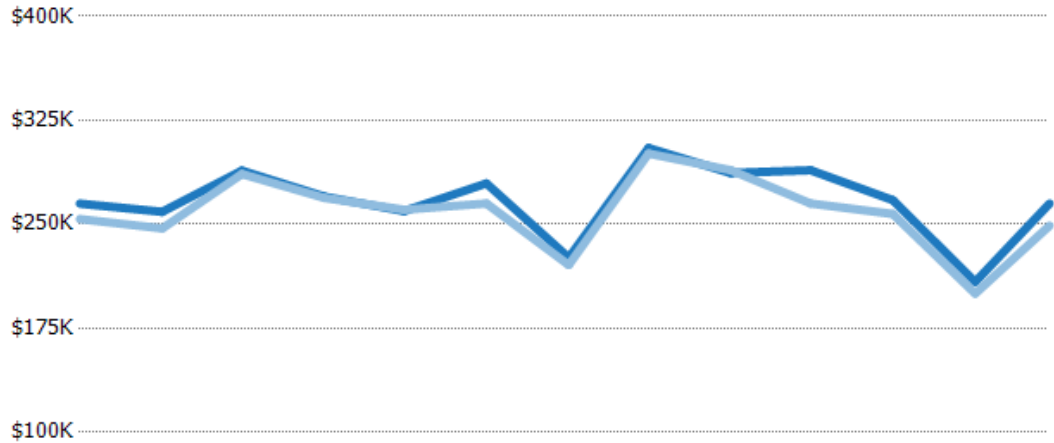
Avg List Price	\$255K	\$296K	\$312K	\$291K	\$307K	\$296K	\$302K	\$317K	\$394K	\$307K	\$307K	\$215K	\$272K
Avg Sales Price	\$244K	\$278K	\$297K	\$282K	\$298K	\$288K	\$292K	\$303K	\$381K	\$293K	\$293K	\$205K	\$263K
Avg Sales Price as a % of Avg List Price	96%	94%	95%	97%	97%	97%	97%	95%	97%	96%	96%	96%	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.

### Filters Used

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



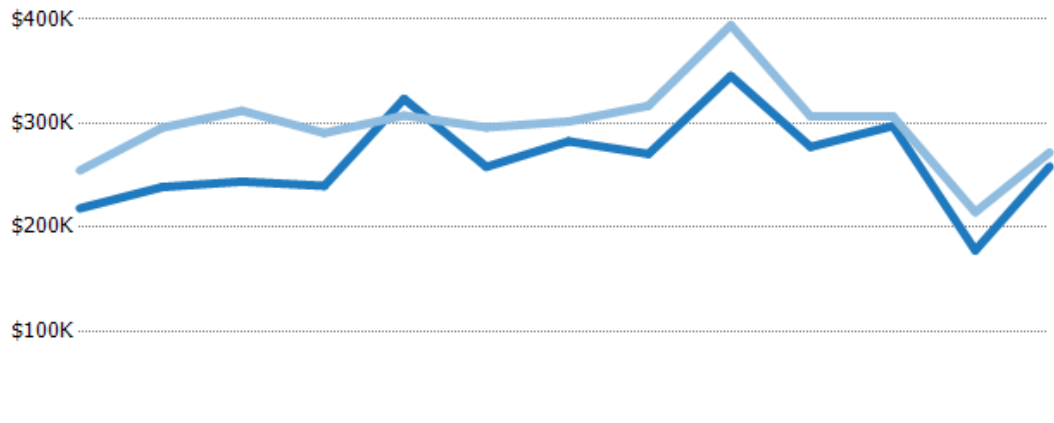
	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19
Median List Price	\$265K	\$259K	\$289K	\$270K	\$259K	\$280K	\$226K	\$305K	\$287K	\$289K	\$267K	\$209K	\$265K
Median Sales Price	\$254K	\$247K	\$286K	\$269K	\$261K	\$265K	\$221K	\$301K	\$289K	\$265K	\$257K	\$200K	\$249K
Med Sales Price as a % of Med List Price	96%	95%	99%	100%	100%	95%	98%	99%	101%	92%	96%	96%	94%

## 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



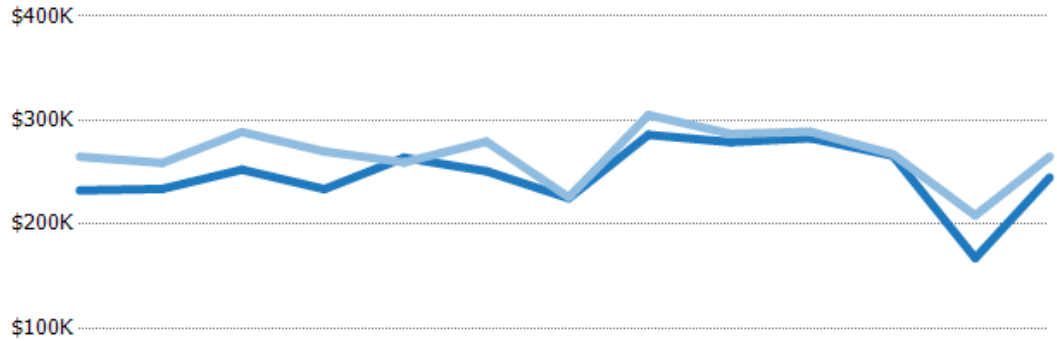
	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19
Avg Est Value	\$218K	\$239K	\$244K	\$240K	\$324K	\$258K	\$283K	\$271K	\$346K	\$277K	\$297K	\$178K	\$258K
Avg Sales Price	\$255K	\$296K	\$312K	\$291K	\$307K	\$296K	\$302K	\$317K	\$394K	\$307K	\$307K	\$215K	\$272K
Avg Sales Price as a % of Avg Est Value	117%	124%	128%	121%	95%	115%	107%	117%	114%	111%	103%	121%	105%

## 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



	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19
Median Est Value	\$233K	\$234K	\$253K	\$234K	\$264K	\$251K	\$225K	\$286K	\$279K	\$283K	\$266K	\$167K	\$245K
Median Sales Price	\$265K	\$259K	\$289K	\$270K	\$259K	\$280K	\$226K	\$305K	\$287K	\$289K	\$267K	\$209K	\$265K
Med Sales Price as a % of Med Est Value	114%	111%	114%	115%	98%	111%	100%	107%	103%	102%	101%	124%	108%