

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%	50	38	+31.6%
New Listing Volume	\$13,311,500	\$6,698,815	+98.7%	\$20,531,700	\$16,524,515	+24.2%
Active Listing Count	184	178	+3.4%	N/A	N/A	
Active Listing Volume	\$84,781,850	\$76,229,724	+11.2%	N/A	N/A	
Average Listing Price	\$460,771	\$428,257	+7.6%	\$438,876	\$425,217	+3.2%
Median Listing Price	\$315,000	\$292,000	+7.9%	\$306,966	\$290,240	+5.8%
Median Days in RPR	193	224.5	-14%	191.53	220.57	-13.2%
Months of Inventory	9.2	16.2	-43.1%	13.6	10.8	+25.8%
Absorption Rate	10.87%	6.18%	+4.7%	7.33%	9.22%	-1.9%
Sales Activity Charts Metrics						
New Pending Sales Count	25	15	+66.7%	52	35	+48.6%
New Pending Sales Volume	\$7,772,000	\$4,065,250	+91.2%	\$15,180,300	\$9,913,364	+53.1%
Pending Sales Count	47	34	+38.2%	N/A	N/A	
Pending Sales Volume	\$13,208,500	\$10,935,914	+20.8%	N/A	N/A	
Closed Sales Count	14	17	-17.6%	34	28	+21.4%
Closed Sales Volume	\$2,872,900	\$4,148,618	-30.8%	\$8,742,800	\$7,104,618	+23.1%
Average Sales Price	\$205,207	\$244,036	-15.9%	\$257,141	\$253,736	+1.3%
Median Sales Price	\$200,000	\$200,000	±	\$233,794	\$209,429	+11.6%

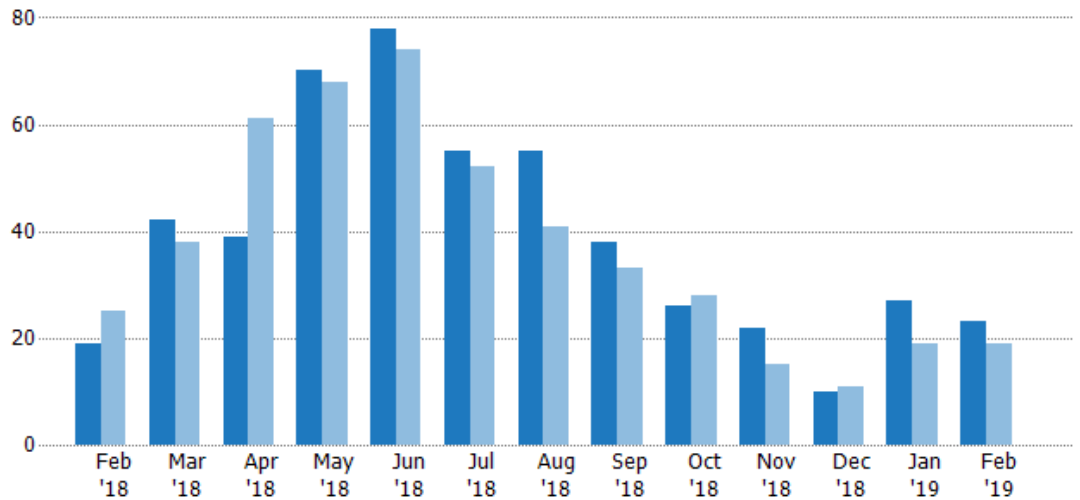
New Listings

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	-24%
Feb '17	25	12%



Current Year	19	42	39	70	78	55	55	38	26	22	10	27	23
Prior Year	25	38	61	68	74	52	41	33	28	15	11	19	19
Percent Change from Prior Year	-24%	11%	-36%	3%	5%	6%	34%	15%	-7%	47%	-9%	42%	21%

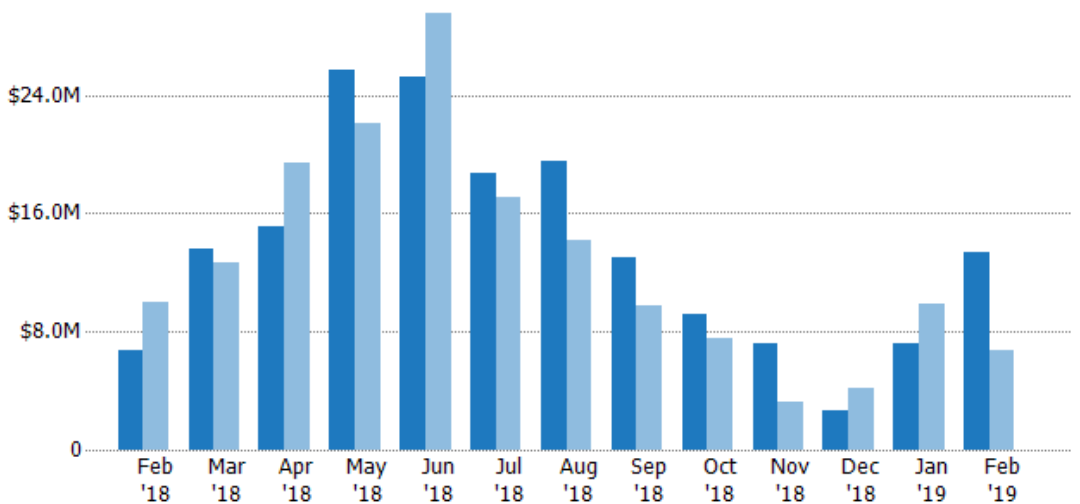
New Listing Volume

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	\$13.3M	98.7%
Feb '18	\$6.7M	-33.3%
Feb '17	\$10M	-37.4%



Current Year	\$6.7M	\$13.6M	\$15.1M	\$25.7M	\$25.3M	\$18.7M	\$19.5M	\$13M	\$9.18M	\$7.15M	\$2.7M	\$7.22M	\$13.3M
Prior Year	\$10M	\$12.7M	\$19.4M	\$22.1M	\$29.6M	\$17.1M	\$14.1M	\$9.76M	\$7.57M	\$3.19M	\$4.22M	\$9.83M	\$6.7M
Percent Change from Prior Year	-33%	8%	-22%	16%	-15%	10%	38%	33%	21%	124%	-36%	-27%	99%

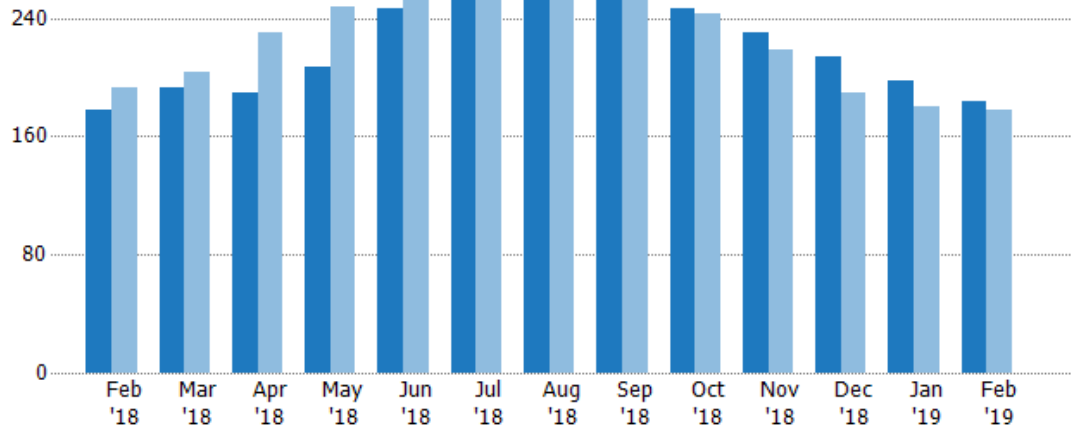
Active Listings

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	184	3.4%
Feb '18	178	-7.8%
Feb '17	193	15.5%



Current Year	178	193	190	207	246	255	259	258	246	230	214	198	184
Prior Year	193	203	230	248	262	268	264	253	243	218	189	180	178
Percent Change from Prior Year	-8%	-5%	-17%	-17%	-6%	-5%	-2%	2%	1%	6%	13%	10%	3%

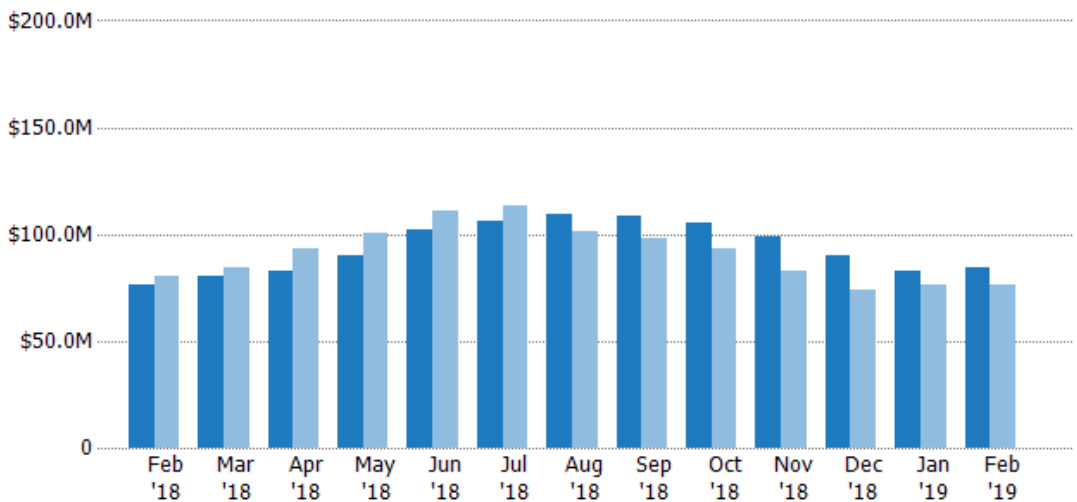
Active Listing Volume

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	\$84.8M	11.2%
Feb '18	\$76.2M	-5%
Feb '17	\$80.2M	0.1%



Current Year	\$76.2M	\$80.7M	\$82.7M	\$90.3M	\$102M	\$106M	\$109M	\$109M	\$106M	\$99.2M	\$89.8M	\$82.9M	\$84.8M
Prior Year	\$80.2M	\$84M	\$92.9M	\$100M	\$111M	\$114M	\$102M	\$97.8M	\$93.3M	\$83M	\$73.8M	\$76M	\$76.2M
Percent Change from Prior Year	-5%	-4%	-11%	-10%	-8%	-6%	8%	11%	13%	20%	22%	9%	11%

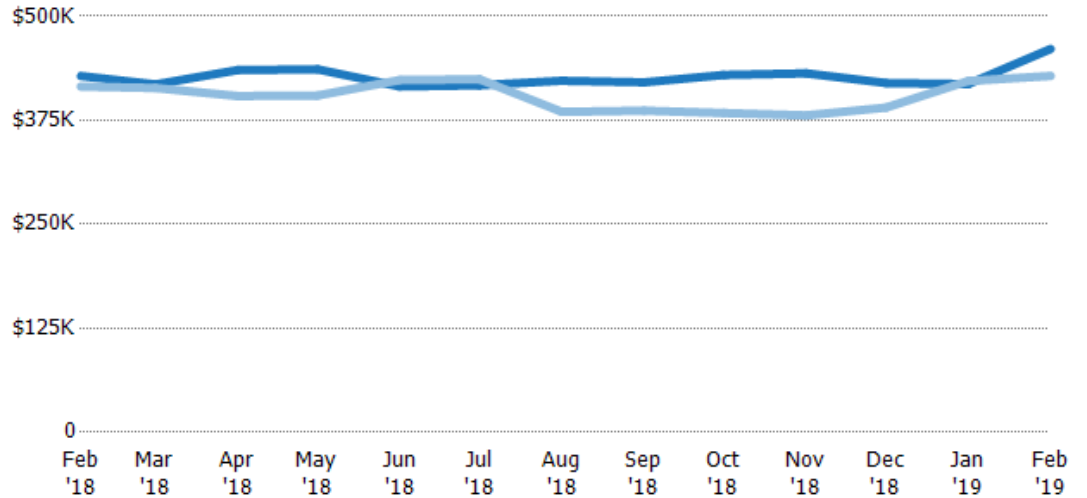
Average Listing Price

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	\$461K	7.6%
Feb '18	\$428K	3.1%
Feb '17	\$416K	-13.4%



Current Year	\$428K	\$418K	\$435K	\$436K	\$416K	\$417K	\$423K	\$421K	\$430K	\$431K	\$420K	\$419K	\$461K
Prior Year	\$416K	\$414K	\$404K	\$405K	\$423K	\$424K	\$385K	\$387K	\$384K	\$381K	\$390K	\$422K	\$428K
Percent Change from Prior Year	3%	1%	8%	8%	-2%	-2%	10%	9%	12%	13%	8%	-1%	8%

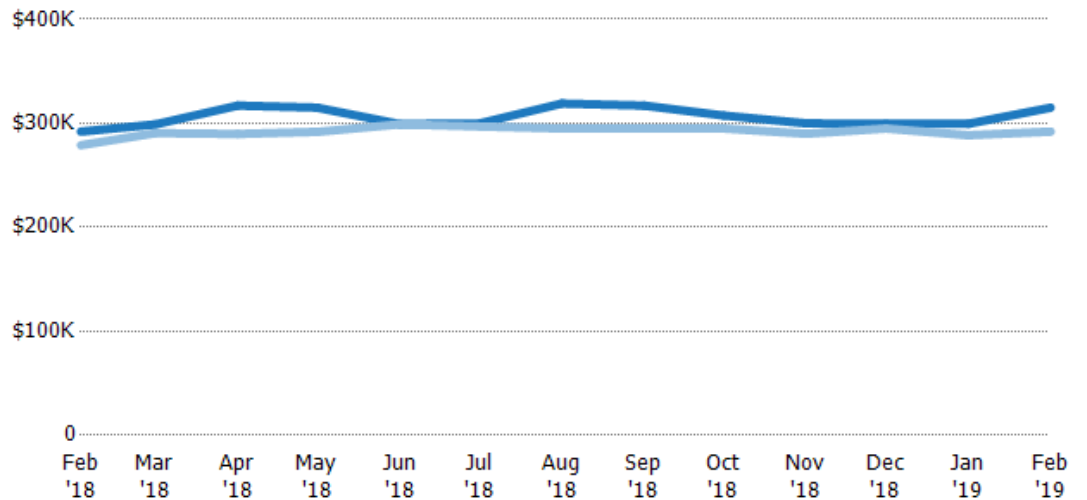
Median Listing Price

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	\$315K	7.9%
Feb '18	\$292K	4.7%
Feb '17	\$279K	-5%



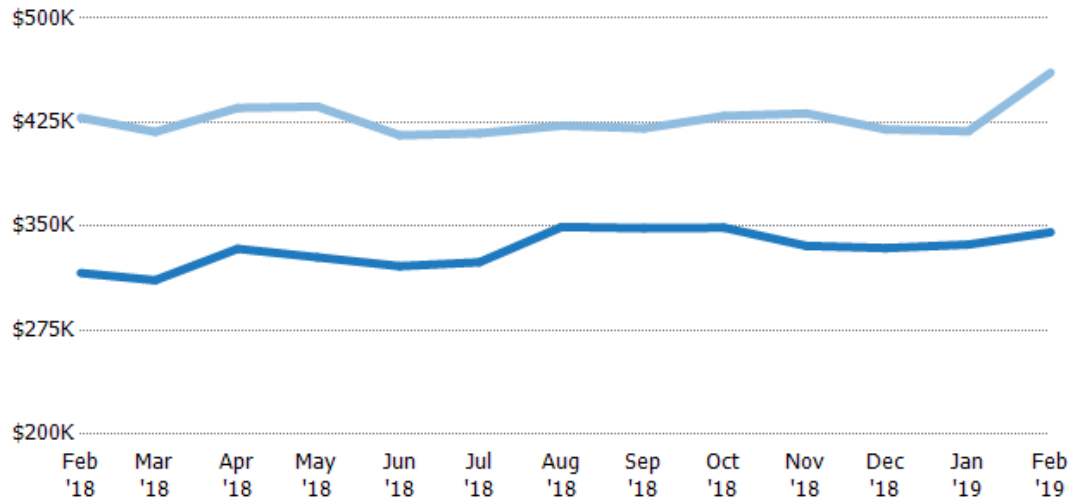
Current Year	\$292K	\$299K	\$317K	\$315K	\$299K	\$300K	\$319K	\$317K	\$307K	\$300K	\$299K	\$300K	\$315K
Prior Year	\$279K	\$291K	\$290K	\$292K	\$299K	\$297K	\$295K	\$295K	\$295K	\$290K	\$295K	\$289K	\$292K
Percent Change from Prior Year	5%	3%	9%	8%	0%	1%	8%	7%	4%	3%	2%	4%	8%

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

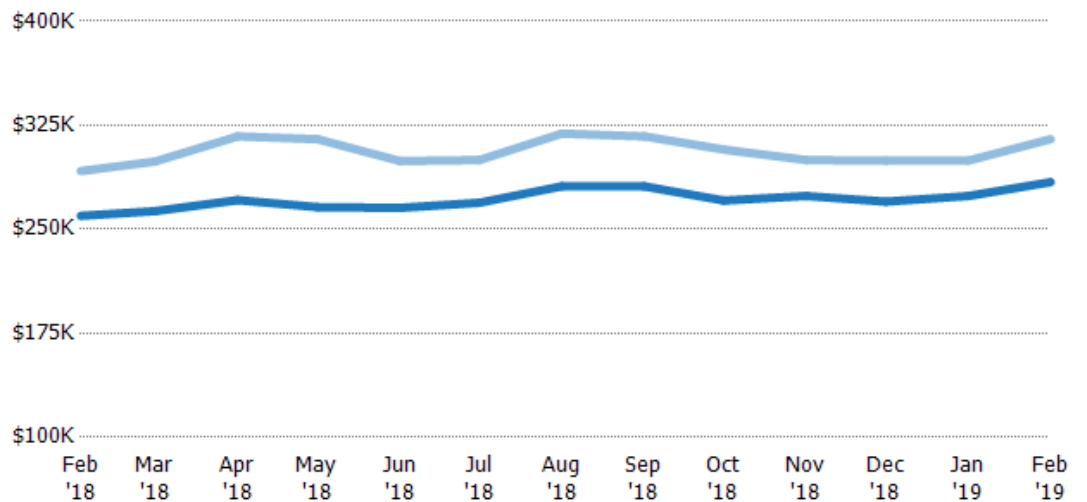


Median Listing Price vs Median Est Value

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



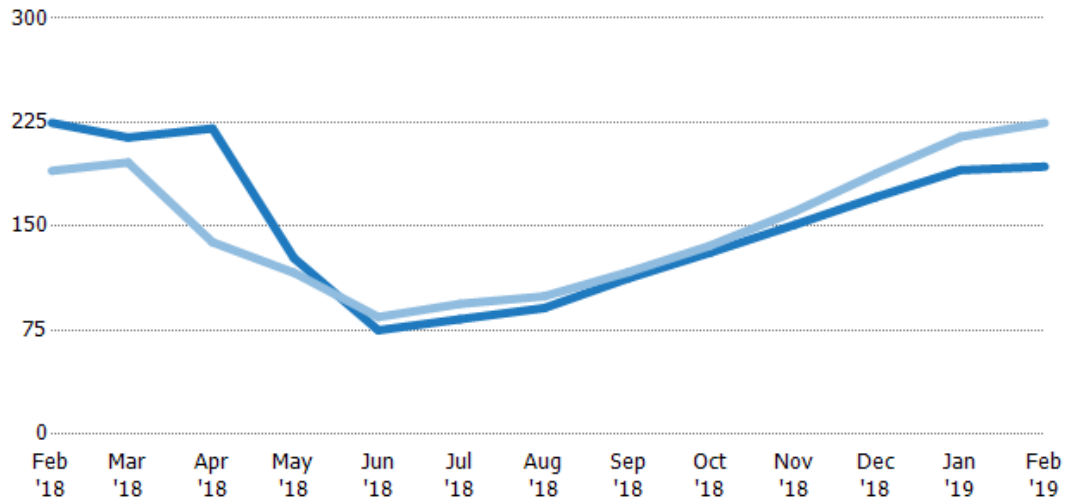
Median Days in RPR

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	-14%
Feb '18	225	18.2%
Feb '17	190	-1.6%



Current Year	225	214	221	127	75	83	91	113	131	151	171	191	193
Prior Year	190	196	139	117	84.5	94	100	117	136	161	188	215	225
Percent Change from Prior Year	18%	9%	59%	9%	-11%	-12%	-9%	-4%	-4%	-6%	-9%	-11%	-14%

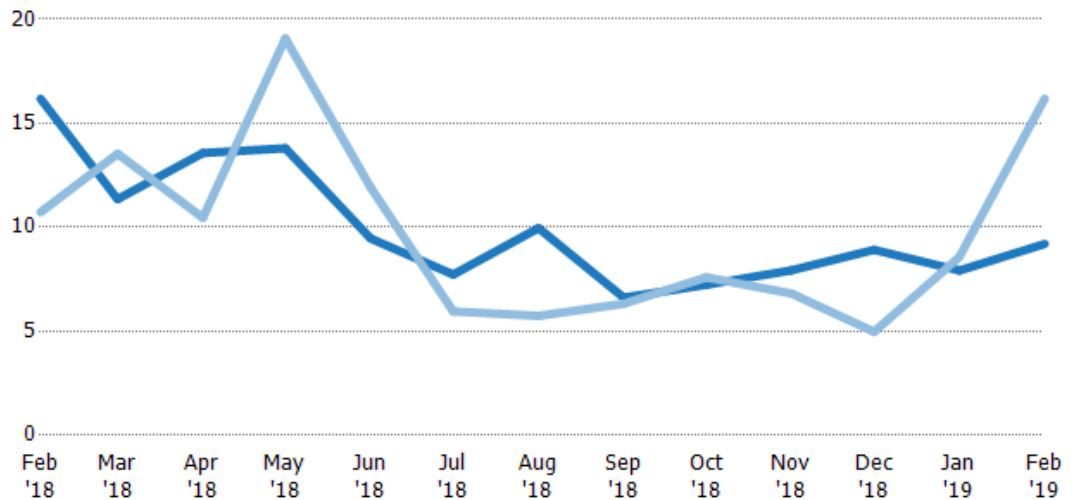
Months of Inventory

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	9.2	-43.1%
Feb '18	16.2	50.9%
Feb '17	10.7	15.5%



Current Year	16.2	11.4	13.6	13.8	9.46	7.73	9.96	6.62	7.24	7.93	8.92	7.92	9.2
Prior Year	10.7	13.5	10.5	19.1	11.9	5.96	5.74	6.33	7.59	6.81	4.97	8.57	16.2
Percent Change from Prior Year	51%	-16%	30%	-28%	-21%	30%	74%	5%	-5%	16%	79%	-8%	-43%

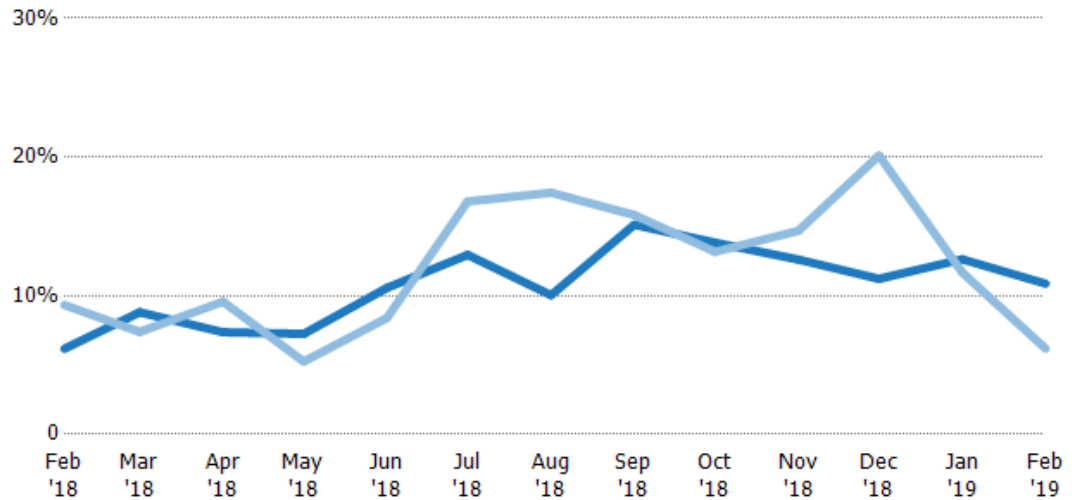
Absorption Rate

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%	-4.7%
Feb '18	6%	3.2%
Feb '17	9%	-13.4%



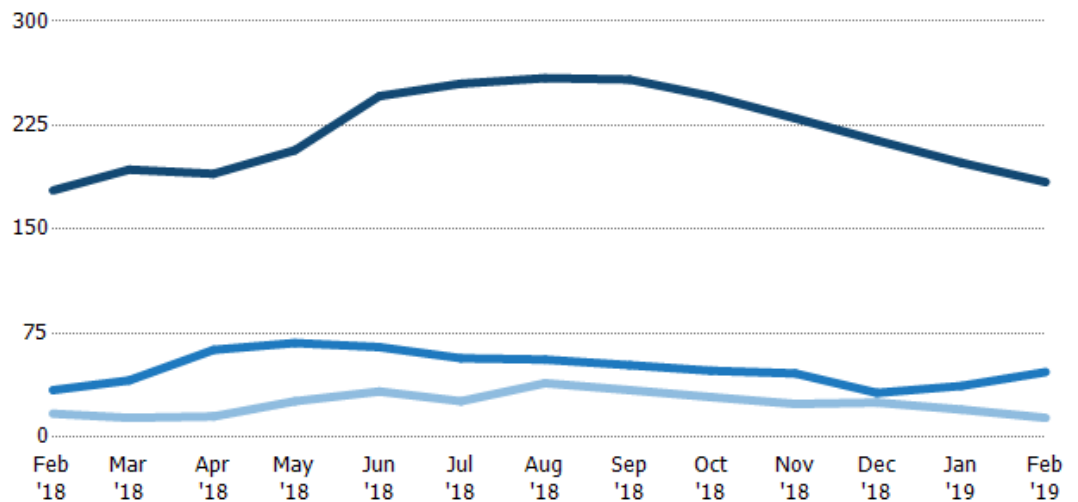
Current Year	6%	9%	7%	7%	11%	13%	10%	15%	14%	13%	11%	13%	11%
Prior Year	9%	7%	10%	5%	8%	17%	17%	16%	13%	15%	20%	12%	6%
Change from Prior Year	3%	-1%	2%	-2%	-2%	4%	7%	1%	-1%	2%	9%	-1%	-5%

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	178	193	190	207	246	255	259	258	246	230	214	198	184
Pending	34	41	63	68	65	57	56	52	48	46	32	37	47
Sold	17	14	15	26	33	26	39	34	29	24	25	20	14

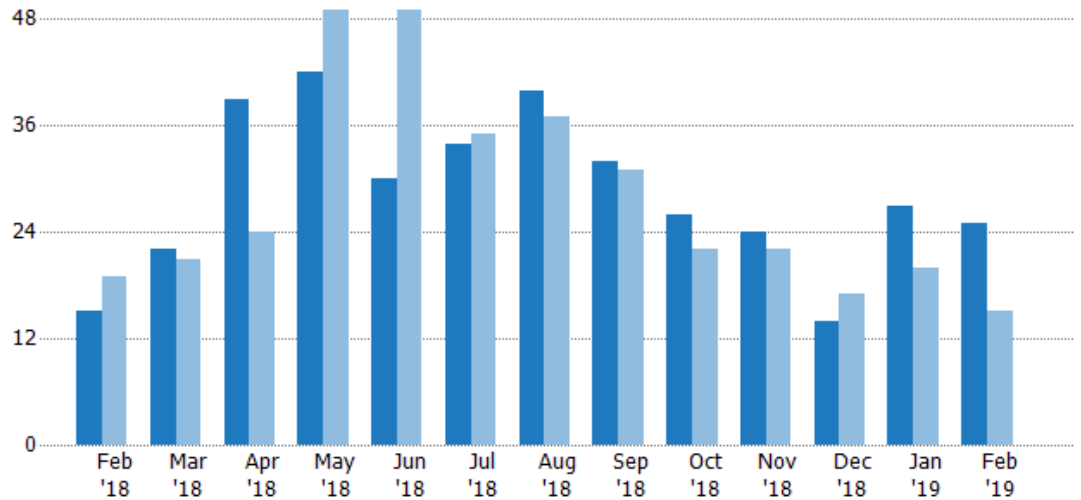
New Pending Sales

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	25	66.7%
Feb '18	15	-21.1%
Feb '17	19	10.5%



Current Year	15	22	39	42	30	34	40	32	26	24	14	27	25
Prior Year	19	21	24	49	49	35	37	31	22	22	17	20	15
Percent Change from Prior Year	-21%	5%	63%	-14%	-39%	-3%	8%	3%	18%	9%	-18%	35%	67%

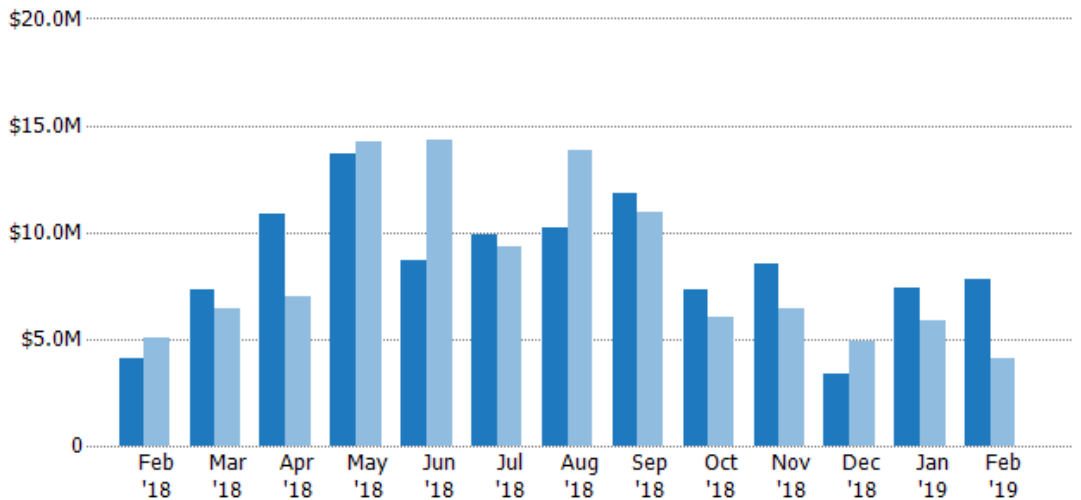
New Pending Sales Volume

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	\$7.77M	91.2%
Feb '18	\$4.07M	-19.3%
Feb '17	\$5.04M	-2%



Current Year	\$4.07M	\$7.34M	\$10.8M	\$13.7M	\$8.68M	\$9.89M	\$10.2M	\$11.8M	\$7.3M	\$8.55M	\$3.4M	\$7.41M	\$7.77M
Prior Year	\$5.04M	\$6.44M	\$6.98M	\$14.3M	\$14.3M	\$9.33M	\$13.9M	\$10.9M	\$6.06M	\$6.4M	\$4.93M	\$5.85M	\$4.07M
Percent Change from Prior Year	-19%	14%	55%	-4%	-39%	6%	-26%	8%	21%	34%	-31%	27%	91%

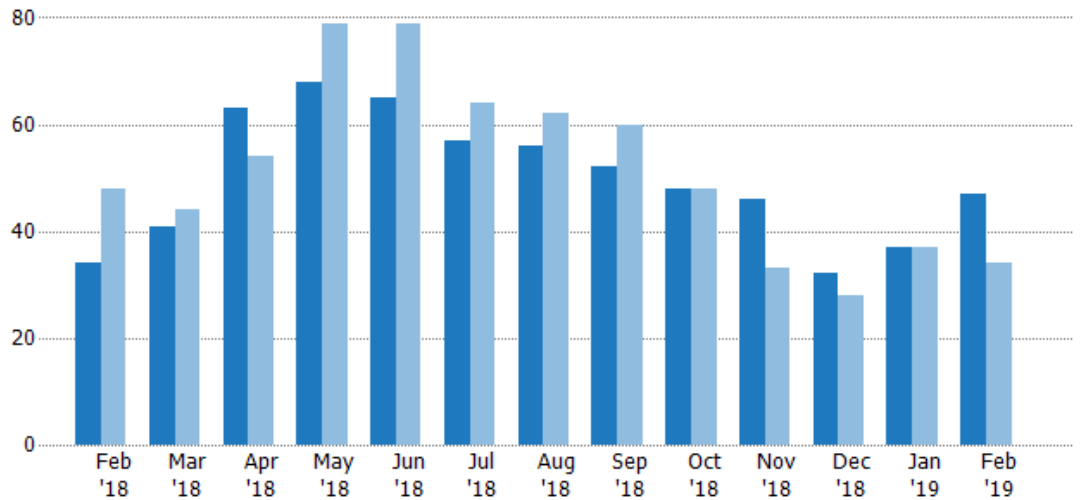
Pending Sales

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	47	38.2%
Feb '18	34	-29.2%
Feb '17	48	-2.1%



Current Year	34	41	63	68	65	57	56	52	48	46	32	37	47
Prior Year	48	44	54	79	79	64	62	60	48	33	28	37	34
Percent Change from Prior Year	-29%	-7%	17%	-14%	-18%	-11%	-10%	-13%	0%	39%	14%	0%	38%

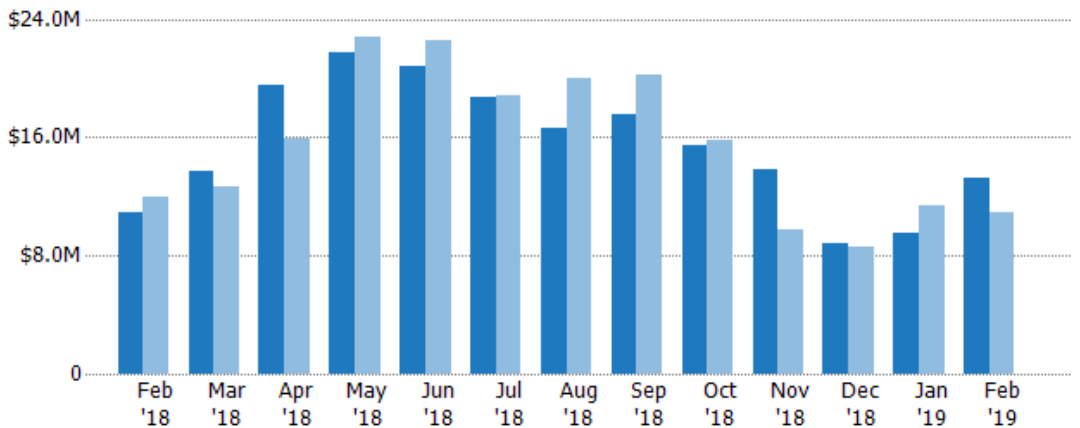
Pending Sales Volume

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	\$13.2M	20.8%
Feb '18	\$10.9M	-8.3%
Feb '17	\$11.9M	3.8%



Current Year	\$10.9M	\$13.8M	\$19.5M	\$21.8M	\$20.9M	\$18.7M	\$16.7M	\$17.6M	\$15.5M	\$13.8M	\$8.84M	\$9.54M	\$13.2M
Prior Year	\$11.9M	\$12.6M	\$15.9M	\$22.8M	\$22.5M	\$18.8M	\$20M	\$20.2M	\$15.8M	\$9.74M	\$8.61M	\$11.4M	\$10.9M
Percent Change from Prior Year	-8%	9%	23%	-4%	-7%	-1%	-17%	-13%	-2%	41%	3%	-16%	21%

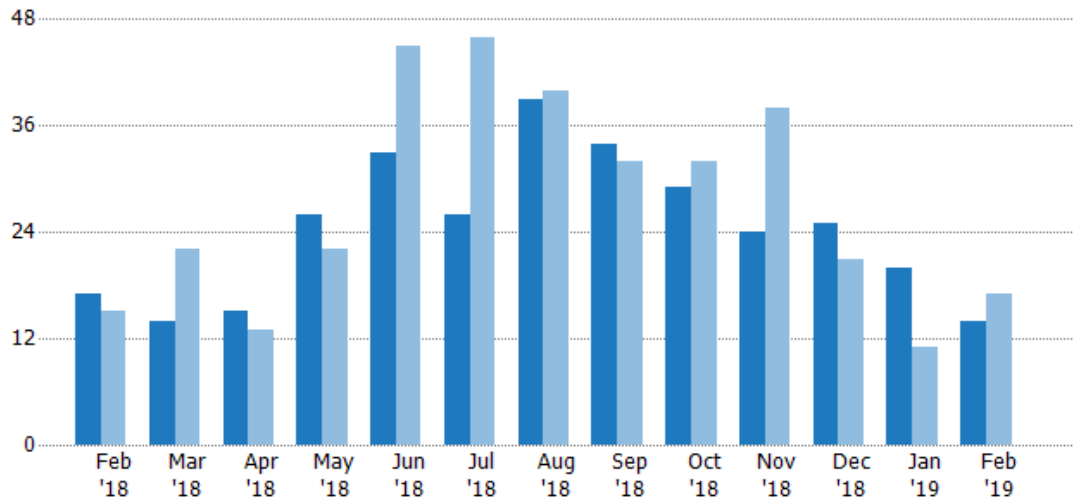
Closed Sales

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	-17.6%
Feb '18	17	13.3%
Feb '17	15	-20%



Current Year	17	14	15	26	33	26	39	34	29	24	25	20	14
Prior Year	15	22	13	22	45	46	40	32	32	38	21	11	17
Percent Change from Prior Year	13%	-36%	15%	18%	-27%	-43%	-3%	6%	-9%	-37%	19%	82%	-18%

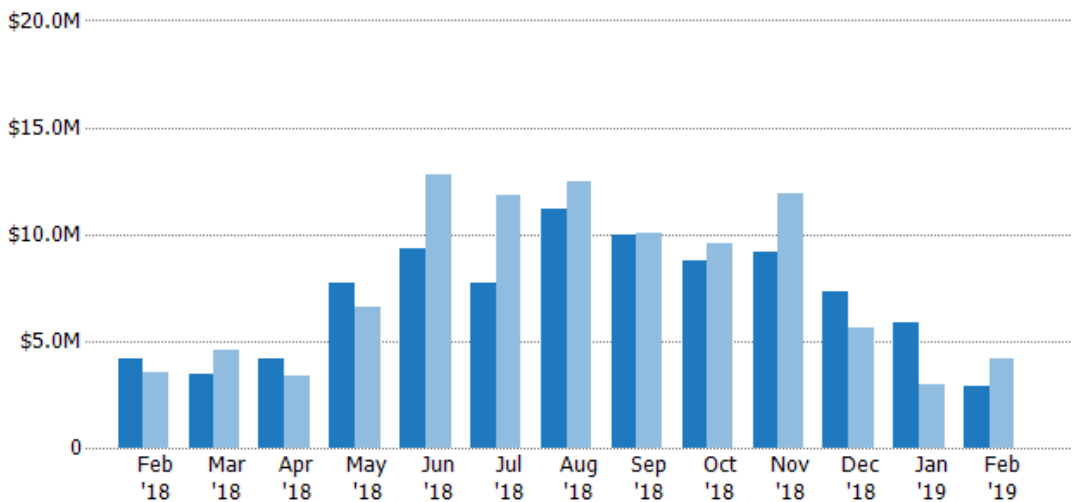
Closed Sales Volume

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	-30.8%
Feb '18	\$4.15M	18.7%
Feb '17	\$3.49M	-32%



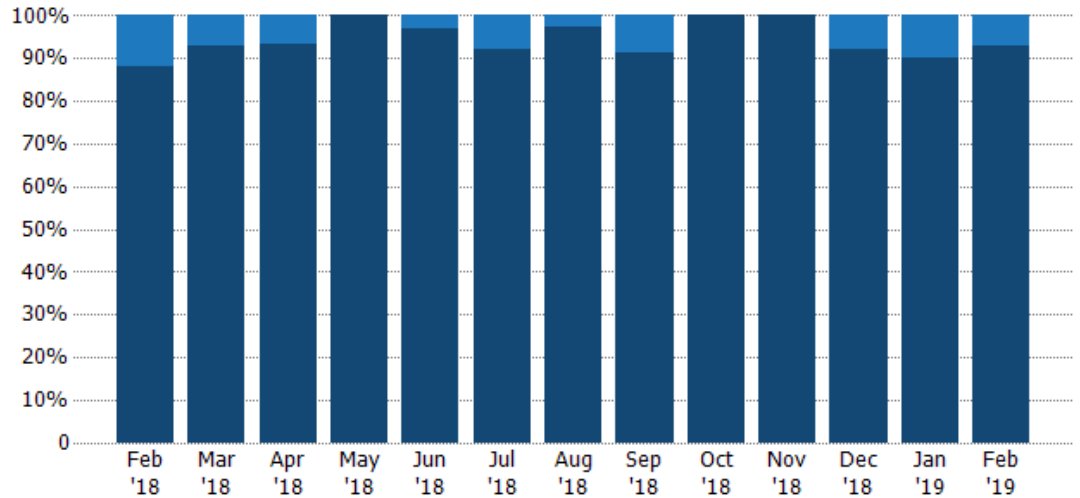
Current Year	\$4.15M	\$3.42M	\$4.18M	\$7.73M	\$9.31M	\$7.75M	\$11.2M	\$9.94M	\$8.77M	\$9.15M	\$7.33M	\$5.87M	\$2.87M
Prior Year	\$3.49M	\$4.61M	\$3.4M	\$6.61M	\$12.8M	\$11.8M	\$12.5M	\$10M	\$9.55M	\$11.9M	\$5.63M	\$2.96M	\$4.15M
Percent Change from Prior Year	19%	-26%	23%	17%	-27%	-34%	-10%	-1%	-8%	-23%	30%	99%	-31%

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



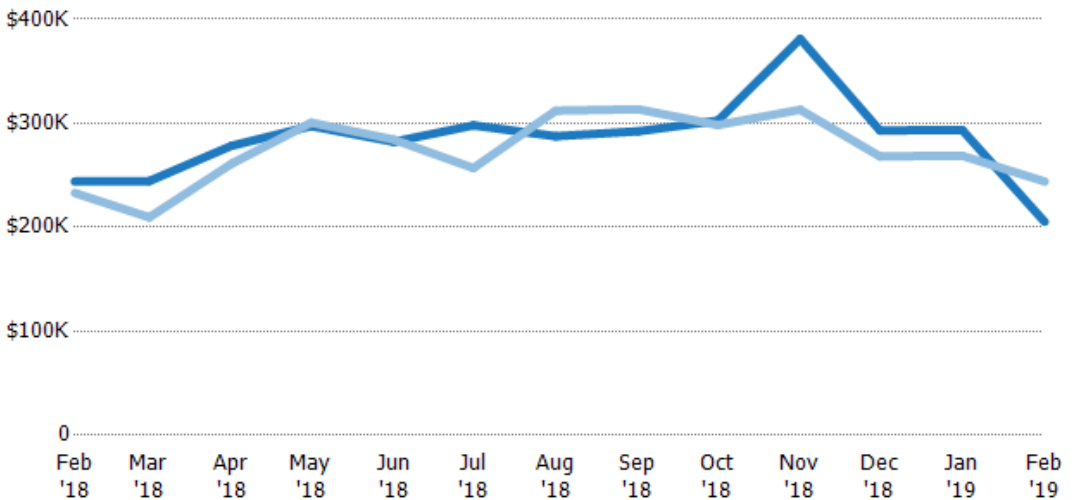
Condo/Townhouse	12%	7%	7%	-	3%	8%	3%	9%	-	-	8%	10%	7%
Single Family Residence	88%	93%	93%	100%	97%	92%	97%	91%	100%	100%	92%	90%	93%

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	\$244K	\$244K	\$278K	\$297K	\$282K	\$298K	\$288K	\$292K	\$303K	\$381K	\$293K	\$293K	\$205K
Prior Year	\$233K	\$210K	\$261K	\$301K	\$284K	\$257K	\$312K	\$314K	\$298K	\$313K	\$268K	\$269K	\$244K
Percent Change from Prior Year	5%	17%	7%	-1%	-1%	16%	-8%	-7%	1%	22%	9%	9%	-16%

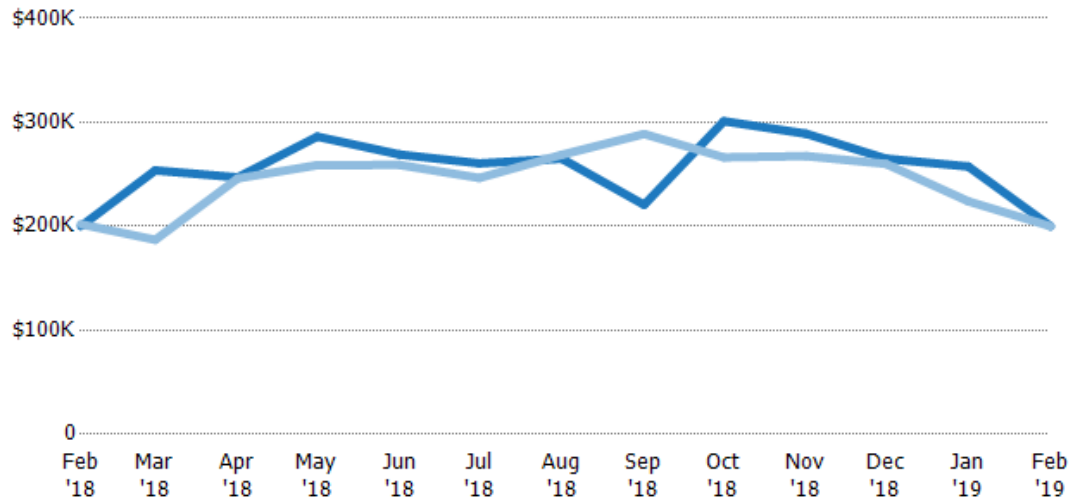
Median Sales Price

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	-4.8%



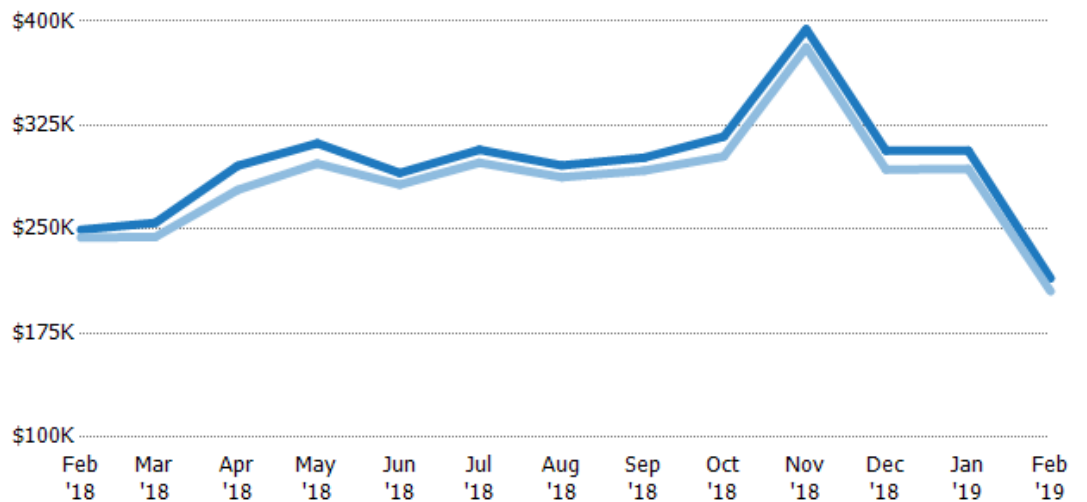
Current Year	\$200K	\$254K	\$247K	\$286K	\$269K	\$261K	\$265K	\$221K	\$301K	\$289K	\$265K	\$257K	\$200K
Prior Year	\$202K	\$187K	\$246K	\$259K	\$259K	\$246K	\$269K	\$289K	\$266K	\$268K	\$260K	\$224K	\$200K
Percent Change from Prior Year	-1%	36%	0%	11%	4%	6%	-1%	-24%	13%	8%	2%	15%	0%

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



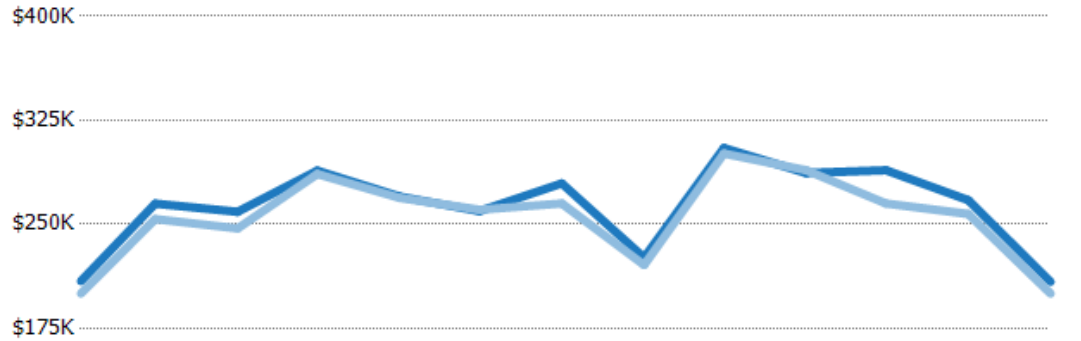
Avg List Price	\$250K	\$255K	\$296K	\$312K	\$291K	\$307K	\$296K	\$302K	\$317K	\$394K	\$307K	\$307K	\$215K
Avg Sales Price	\$244K	\$244K	\$278K	\$297K	\$282K	\$298K	\$288K	\$292K	\$303K	\$381K	\$293K	\$293K	\$205K
Avg Sales Price as a % of Avg List Price	98%	96%	94%	95%	97%	97%	97%	97%	95%	97%	96%	96%	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



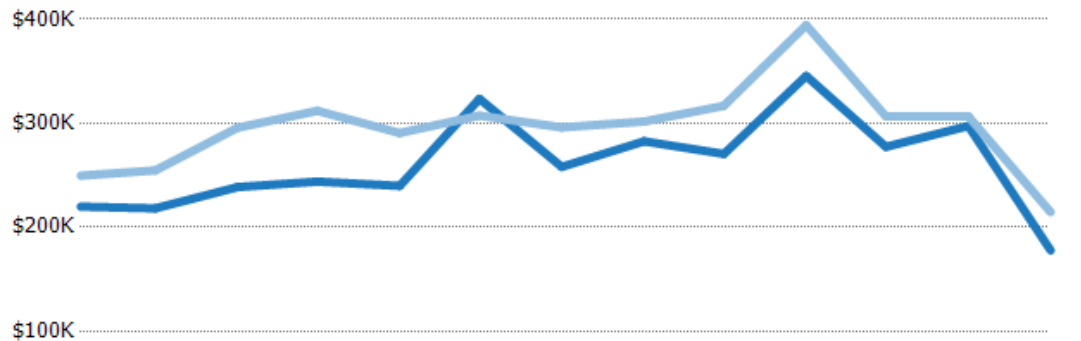
	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19
Median List Price	\$209K	\$265K	\$259K	\$289K	\$270K	\$259K	\$280K	\$226K	\$305K	\$287K	\$289K	\$267K	\$209K
Median Sales Price	\$200K	\$254K	\$247K	\$286K	\$269K	\$261K	\$265K	\$221K	\$301K	\$289K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



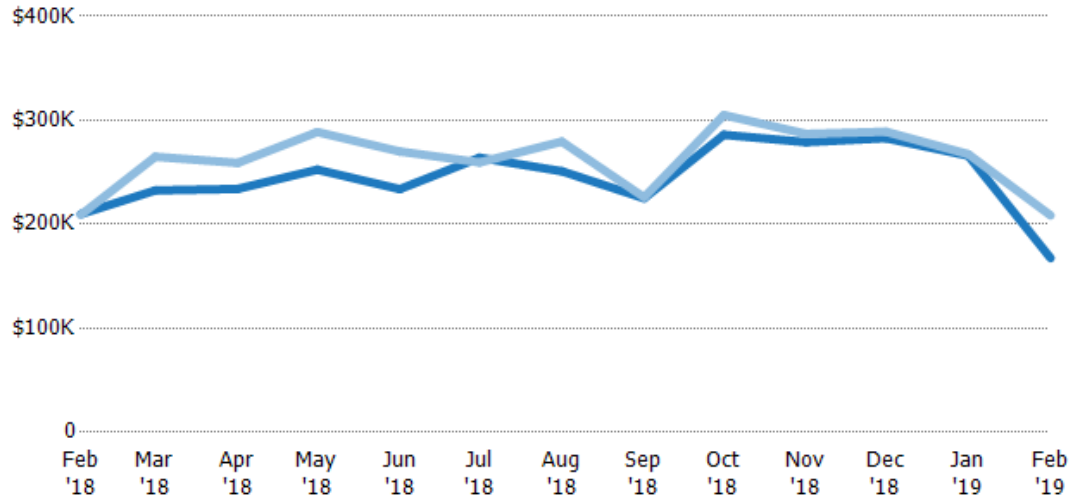
	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19
Avg Est Value	\$220K	\$218K	\$239K	\$244K	\$240K	\$324K	\$258K	\$283K	\$271K	\$346K	\$277K	\$297K	\$178K
Avg Sales Price	\$250K	\$255K	\$296K	\$312K	\$291K	\$307K	\$296K	\$302K	\$317K	\$394K	\$307K	\$307K	\$215K
Avg Sales Price as a % of Avg Est Value	114%	117%	124%	128%	121%	95%	115%	107%	117%	114%	111%	103%	121%

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	\$210K	\$233K	\$234K	\$253K	\$234K	\$264K	\$251K	\$225K	\$286K	\$279K	\$283K	\$266K	\$167K
Median Sales Price	\$209K	\$265K	\$259K	\$289K	\$270K	\$259K	\$280K	\$226K	\$305K	\$287K	\$289K	\$267K	\$209K
Med Sales Price as a % of Med Est Value	100%	114%	111%	114%	115%	98%	111%	100%	107%	103%	102%	101%	124%