

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	Jun 2019	Jun 2018	+ / -	YTD 2019	YTD 2018	+ / -
Listing Activity Charts Metrics						
New Listing Count	54	77	-29.9%	283	267	+6%
New Listing Volume	\$17,588,700	\$24,650,366	-28.6%	\$97,896,579	\$95,871,780	+2.1%
Active Listing Count	207	244	-15.2%	N/A	N/A	
Active Listing Volume	\$88,491,786	\$100,279,041	-11.8%	N/A	N/A	
Average Listing Price	\$427,497	\$410,980	+4%	\$415,732	\$419,986	-1%
Median Listing Price	\$312,000	\$289,500	+7.8%	\$296,477	\$294,884	+0.5%
Median Days in RPR	79	75	+5.3%	145.57	153.87	-5.4%
Months of Inventory	6.9	8.7	-20.8%	10.7	9	+18.1%
Absorption Rate	14.49%	11.48%	+3%	9.37%	11.06%	-1.7%
Sales Activity Charts Metrics						
New Pending Sales Count	63	30	+110%	245	168	+45.8%
New Pending Sales Volume	\$18,499,200	\$8,683,249	+113%	\$75,159,900	\$50,601,762	+48.5%
Pending Sales Count	98	63	+55.6%	N/A	N/A	
Pending Sales Volume	\$30,805,600	\$20,253,900	+52.1%	N/A	N/A	
Closed Sales Count	41	33	+24.2%	151	118	+28%
Closed Sales Volume	\$11,023,801	\$9,311,809	+18.4%	\$42,417,887	\$32,955,712	+28.7%
Average Sales Price	\$268,873	\$282,176	-4.7%	\$280,913	\$279,286	+0.6%
Median Sales Price	\$259,000	\$269,000	-3.7%	\$250,389	\$259,119	-3.4%

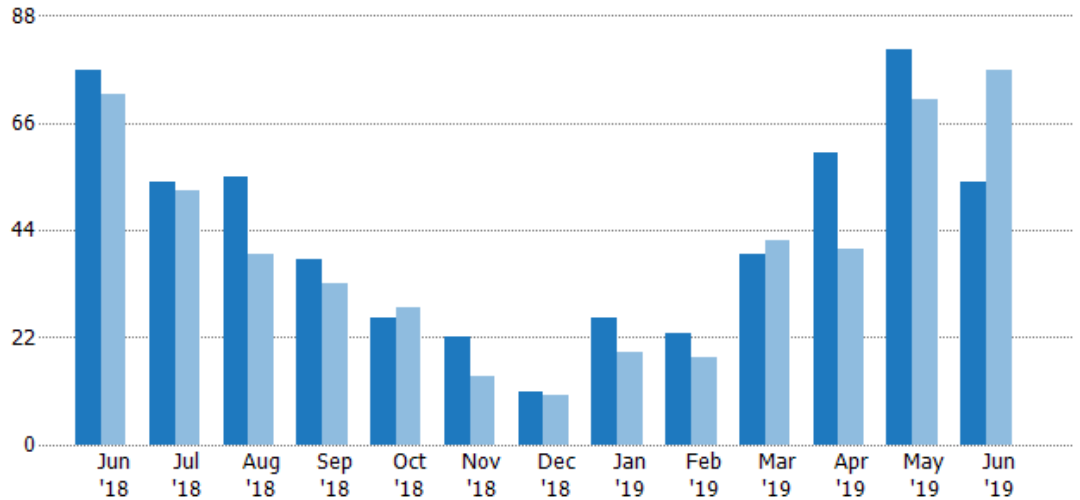
New Listings

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.
Jun '19	54	-29.9%
Jun '18	77	6.9%
Jun '17	72	-26.4%



	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19
Current Year	77	54	55	38	26	22	11	26	23	39	60	81	54
Prior Year	72	52	39	33	28	14	10	19	18	42	40	71	77
Percent Change from Prior Year	7%	4%	41%	15%	-7%	57%	10%	37%	28%	-7%	50%	14%	-30%

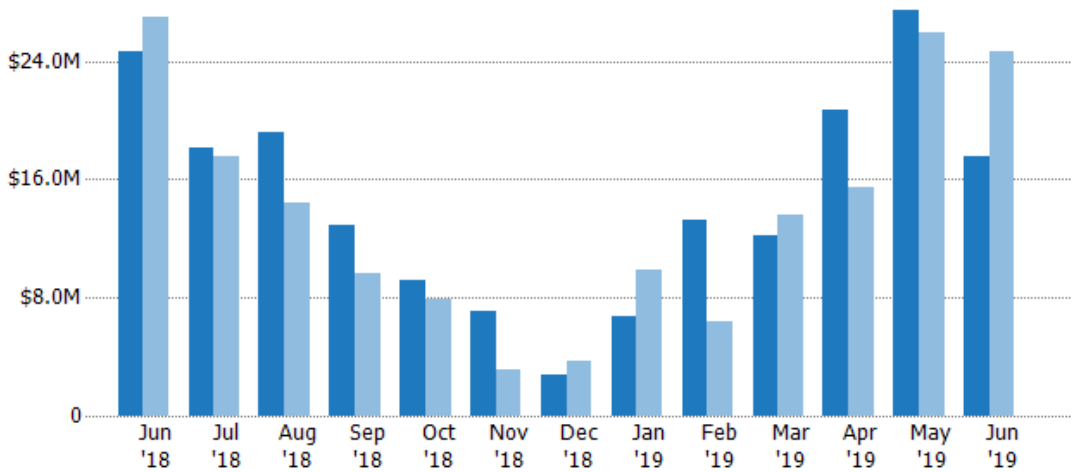
New Listing Volume

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.
Jun '19	\$17.6M	-28.6%
Jun '18	\$24.7M	-8.5%
Jun '17	\$26.9M	-40.3%



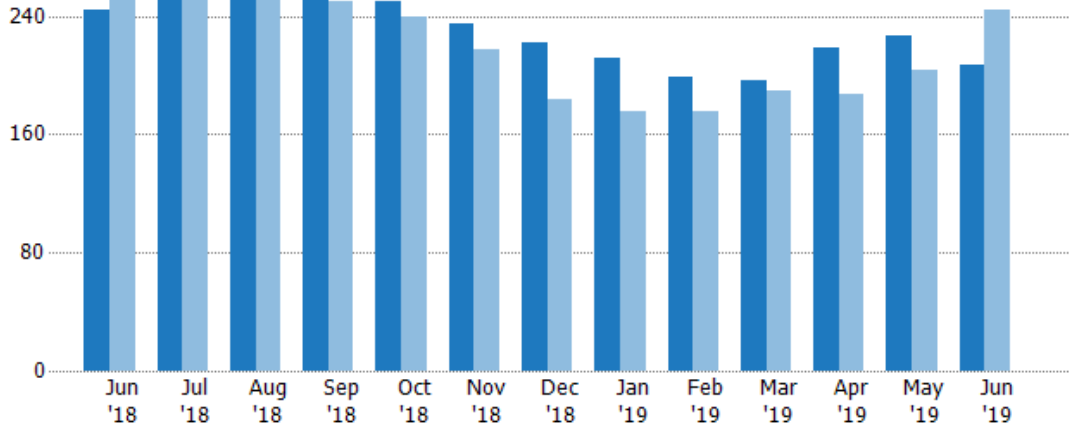
	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19
Current Year	\$24.7M	\$18.1M	\$19.1M	\$12.9M	\$9.17M	\$7.13M	\$2.74M	\$6.77M	\$13.2M	\$12.2M	\$20.7M	\$27.4M	\$17.6M
Prior Year	\$26.9M	\$17.6M	\$14.4M	\$9.68M	\$7.89M	\$3.15M	\$3.73M	\$9.83M	\$6.4M	\$13.6M	\$15.5M	\$25.9M	\$24.7M
Percent Change from Prior Year	-8%	3%	33%	33%	16%	126%	-27%	-31%	107%	-11%	34%	6%	-29%

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



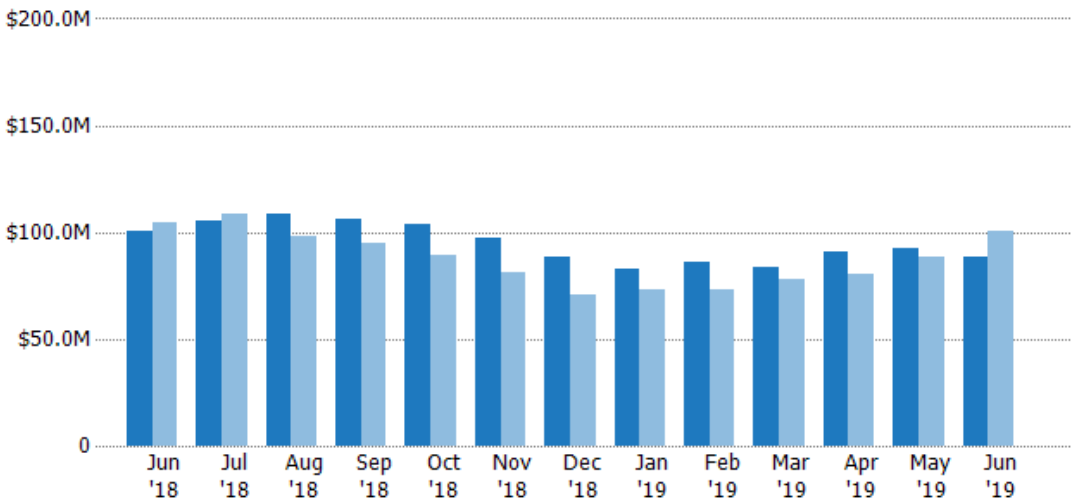
	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19
Current Year	244	254	262	260	250	235	222	211	199	197	219	227	207
Prior Year	256	264	262	250	240	217	184	176	175	189	187	204	244
Percent Change from Prior Year	-5%	-4%	0%	4%	4%	8%	21%	20%	14%	4%	17%	11%	-15%

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



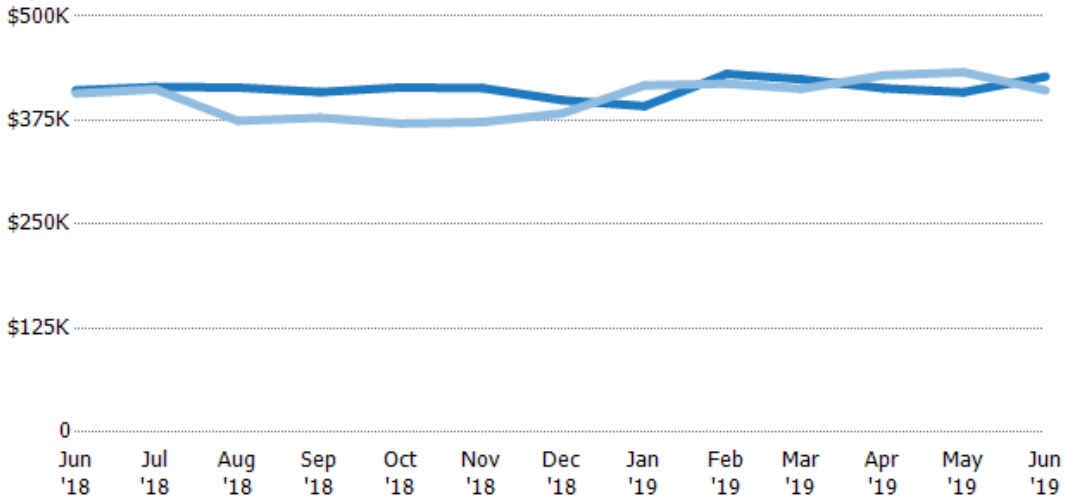
	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19
Current Year	\$100M	\$105M	\$109M	\$106M	\$104M	\$97.2M	\$88.6M	\$82.7M	\$85.7M	\$83.6M	\$90.5M	\$92.8M	\$88.5M
Prior Year	\$104M	\$109M	\$98.1M	\$94.5M	\$89.1M	\$80.9M	\$70.5M	\$73.4M	\$73.3M	\$78M	\$80.2M	\$88.3M	\$100M
Percent Change from Prior Year	-4%	-3%	11%	12%	16%	20%	26%	13%	17%	7%	13%	5%	-12%

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



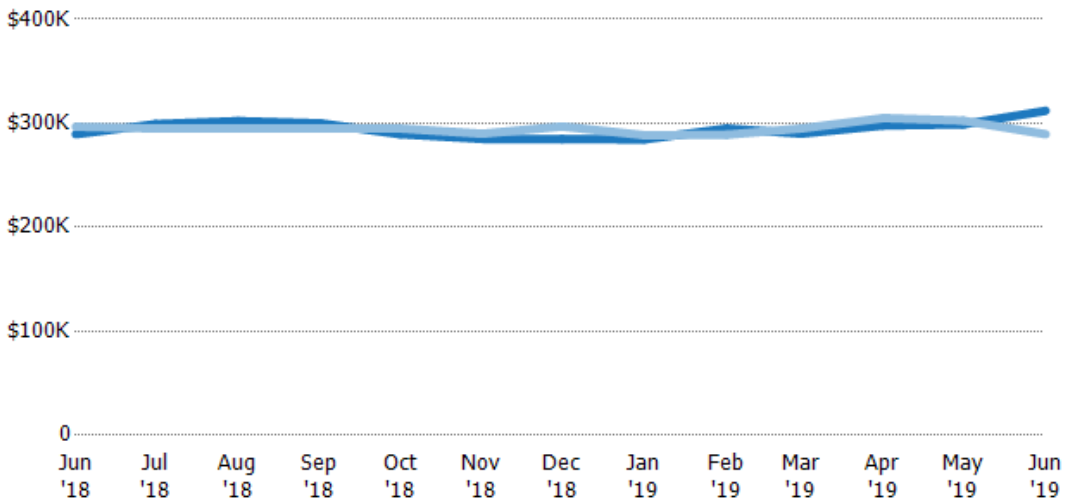
	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19
Current Year	\$411K	\$415K	\$414K	\$409K	\$414K	\$414K	\$399K	\$392K	\$431K	\$424K	\$413K	\$409K	\$427K
Prior Year	\$407K	\$412K	\$374K	\$378K	\$371K	\$373K	\$383K	\$417K	\$419K	\$413K	\$429K	\$433K	\$411K
Percent Change from Prior Year	1%	1%	11%	8%	12%	11%	4%	-6%	3%	3%	-4%	-6%	4%

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



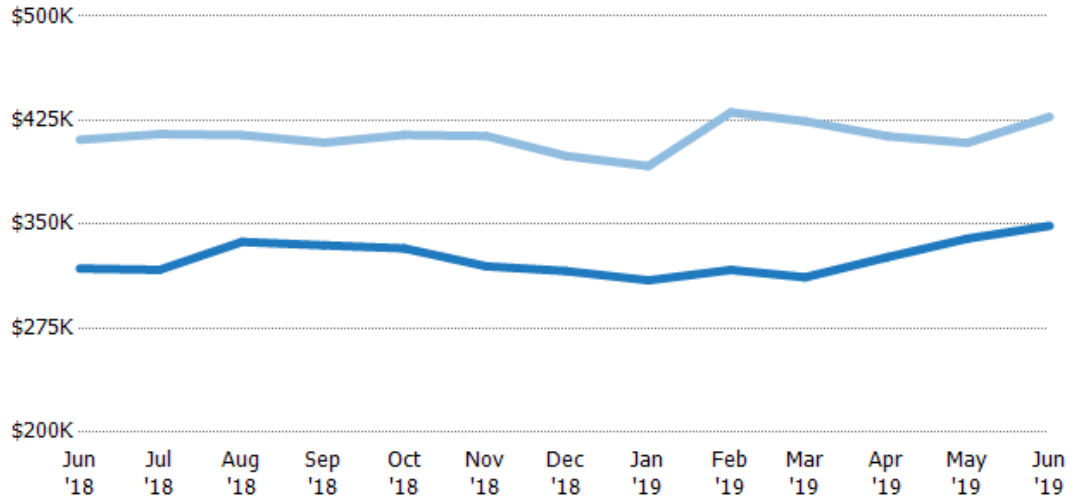
	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19
Current Year	\$290K	\$299K	\$302K	\$300K	\$290K	\$285K	\$285K	\$285K	\$295K	\$290K	\$298K	\$299K	\$312K
Prior Year	\$297K	\$295K	\$295K	\$295K	\$295K	\$290K	\$297K	\$289K	\$289K	\$295K	\$305K	\$302K	\$290K
Percent Change from Prior Year	-2%	1%	2%	2%	-2%	-2%	-4%	-1%	2%	-2%	-2%	-1%	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



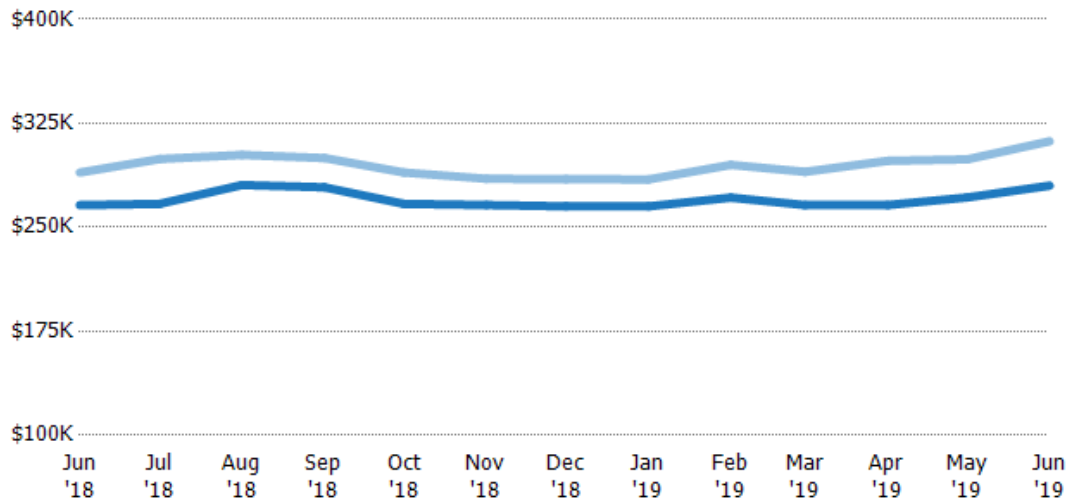
	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19
Avg Est Value	\$318K	\$317K	\$337K	\$335K	\$333K	\$320K	\$316K	\$310K	\$317K	\$312K	\$326K	\$340K	\$349K
Avg Listing Price	\$411K	\$415K	\$414K	\$409K	\$414K	\$414K	\$399K	\$392K	\$431K	\$424K	\$413K	\$409K	\$427K
Avg Listing Price as a % of Avg Est Value	129%	131%	123%	122%	125%	129%	126%	127%	136%	136%	127%	120%	123%

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



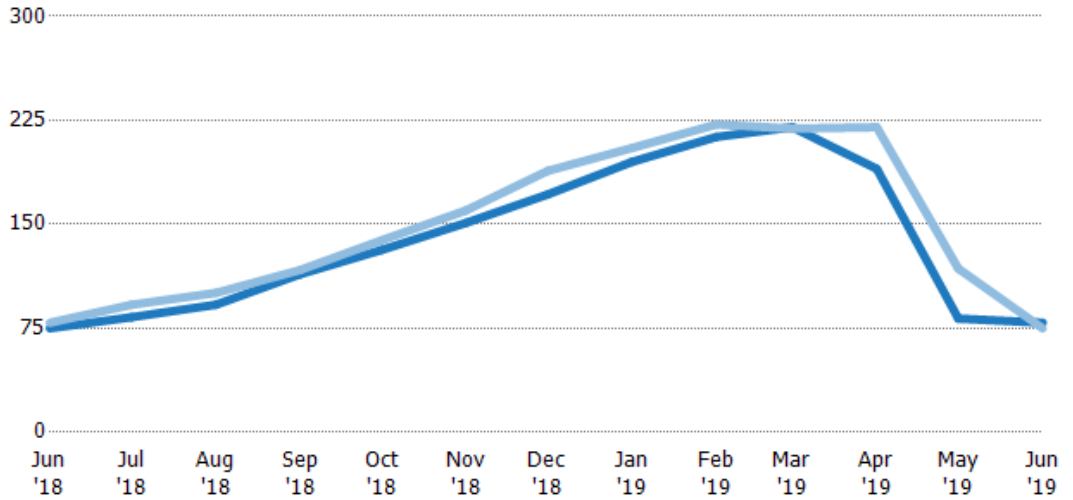
	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19
Median Est Value	\$266K	\$267K	\$281K	\$279K	\$267K	\$266K	\$265K	\$265K	\$271K	\$266K	\$266K	\$272K	\$280K
Median Listing Price	\$290K	\$299K	\$302K	\$300K	\$290K	\$285K	\$285K	\$285K	\$295K	\$290K	\$298K	\$299K	\$312K
Med Listing Price as a % of Med Est Value	109%	112%	108%	108%	108%	107%	107%	107%	109%	109%	112%	110%	111%

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



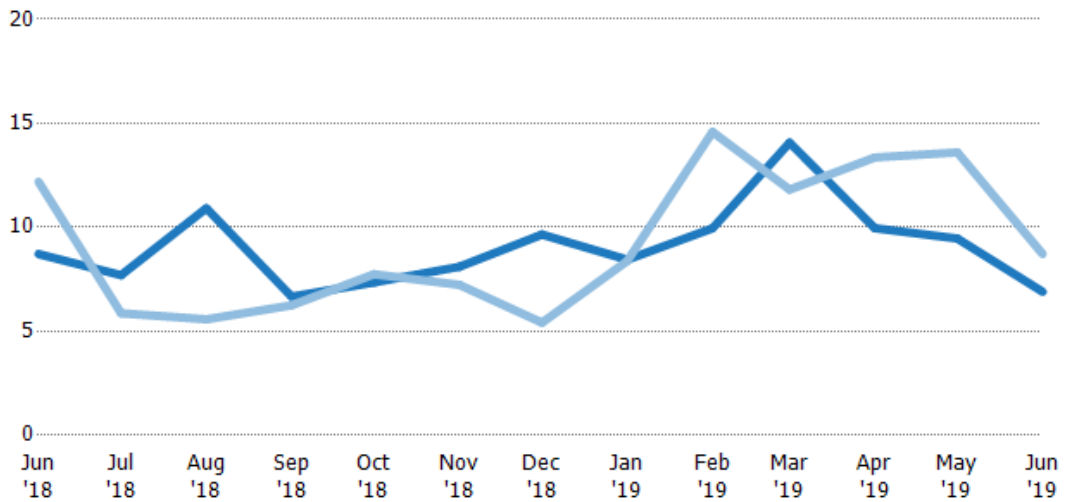
	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19
Current Year	75	83	92	114	132	151	172	195	213	220	190	82	79
Prior Year	79	92	101	117	139	160	189	205	222	219	220	118	75
Percent Change from Prior Year	-5%	-10%	-8%	-3%	-5%	-6%	-9%	-5%	-4%	0%	-14%	-31%	5%

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



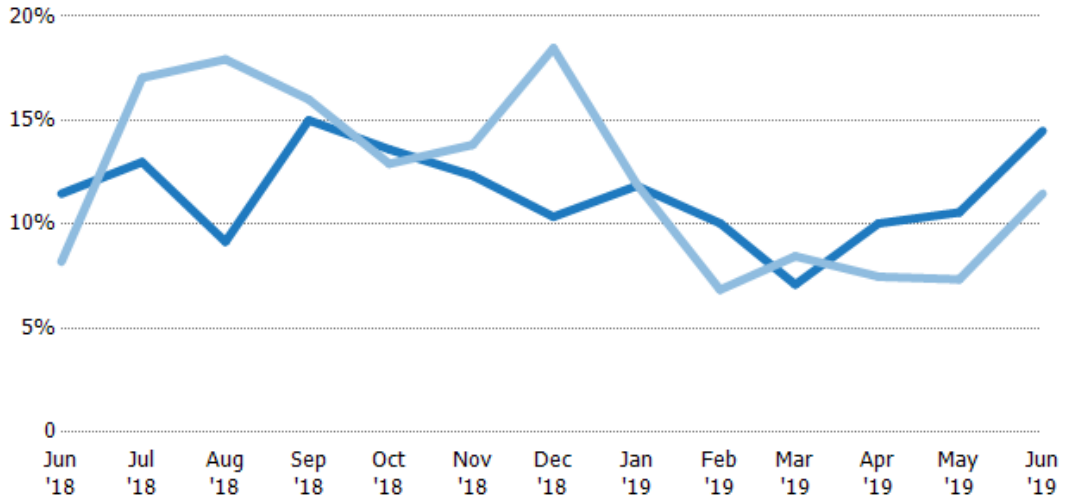
	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19
Current Year	8.71	7.7	10.9	6.67	7.35	8.1	9.65	8.44	9.95	14.1	9.95	9.46	6.9
Prior Year	12.2	5.87	5.57	6.25	7.74	7.23	5.41	8.38	14.6	11.8	13.4	13.6	8.71
Percent Change from Prior Year	-29%	31%	96%	7%	-5%	12%	78%	1%	-32%	19%	-25%	-30%	-21%

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.
Jun '19	14%	-3%
Jun '18	11%	-3.3%
Jun '17	8%	2.7%

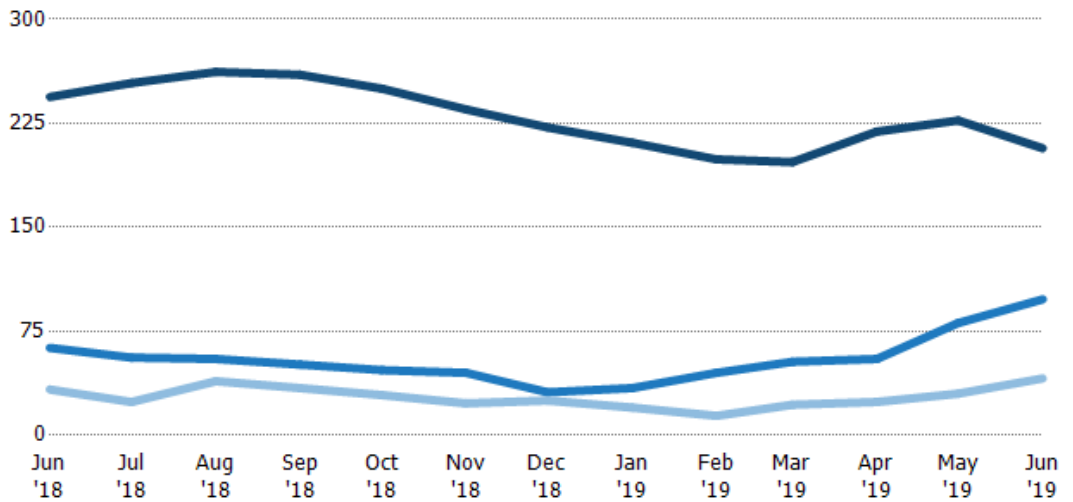
	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19
Current Year	11%	13%	9%	15%	14%	12%	10%	12%	10%	7%	10%	11%	14%
Prior Year	8%	17%	18%	16%	13%	14%	18%	12%	7%	8%	7%	7%	11%
Change from Prior Year	-3%	4%	9%	1%	-1%	1%	8%	0%	-3%	1%	-3%	-3%	-3%

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



	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19
Active	244	254	262	260	250	235	222	211	199	197	219	227	207
Pending	63	56	55	51	47	45	31	34	45	53	55	81	98
Sold	33	24	39	34	29	23	25	20	14	22	24	30	41

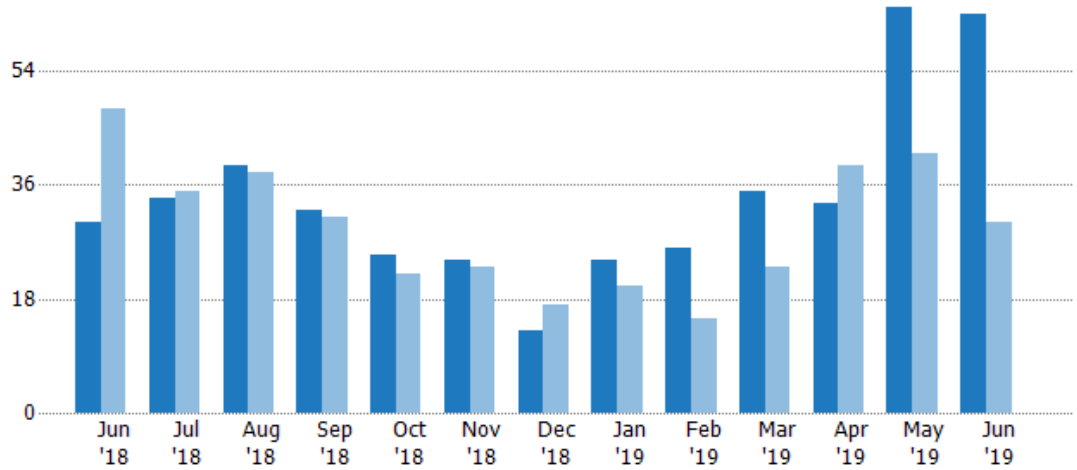
New Pending Sales

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.
Jun '19	63	110%
Jun '18	30	-37.5%
Jun '17	48	-33.3%



	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19
Current Year	30	34	39	32	25	24	13	24	26	35	33	64	63
Prior Year	48	35	38	31	22	23	17	20	15	23	39	41	30
Percent Change from Prior Year	-38%	-3%	3%	3%	14%	4%	-24%	20%	73%	52%	-15%	56%	110%

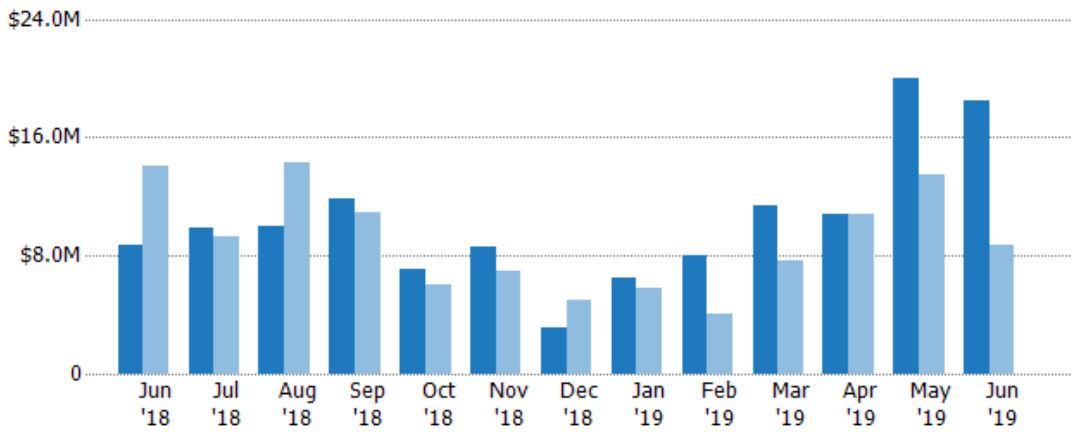
New Pending Sales Volume

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.
Jun '19	\$18.5M	113%
Jun '18	\$8.68M	-38.2%
Jun '17	\$14M	-47.3%



	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19
Current Year	\$8.68M	\$9.89M	\$10M	\$11.8M	\$7.04M	\$8.55M	\$3.07M	\$6.54M	\$7.95M	\$11.3M	\$10.8M	\$20M	\$18.5M
Prior Year	\$14M	\$9.33M	\$14.3M	\$10.9M	\$6.06M	\$6.97M	\$4.93M	\$5.85M	\$4.07M	\$7.69M	\$10.8M	\$13.5M	\$8.68M
Percent Change from Prior Year	-38%	6%	-30%	8%	16%	23%	-38%	12%	96%	47%	0%	48%	113%

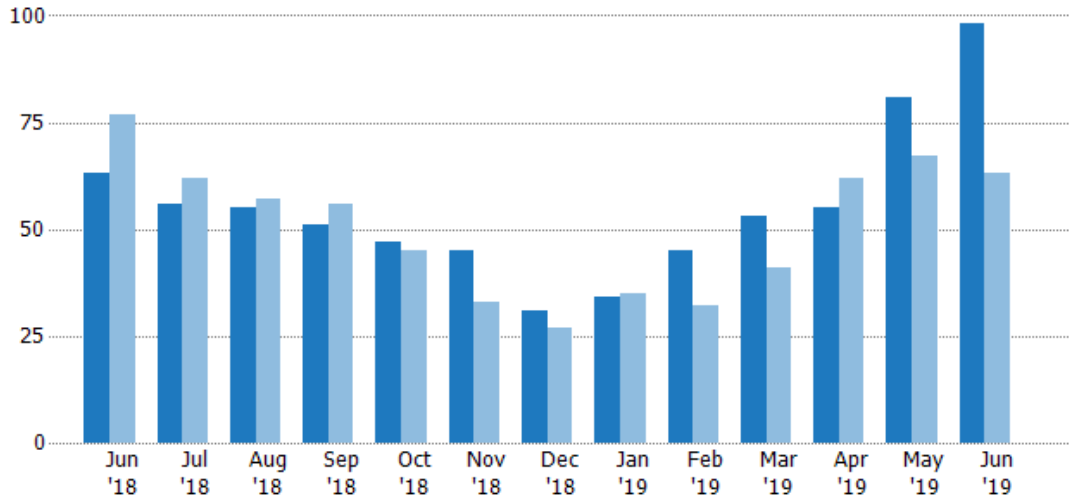
Pending Sales

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.
Jun '19	98	55.6%
Jun '18	63	-18.2%
Jun '17	77	-19.5%



	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19
Current Year	63	56	55	51	47	45	31	34	45	53	55	81	98
Prior Year	77	62	57	56	45	33	27	35	32	41	62	67	63
Percent Change from Prior Year	-18%	-10%	-4%	-9%	4%	36%	15%	-3%	41%	29%	-11%	21%	56%

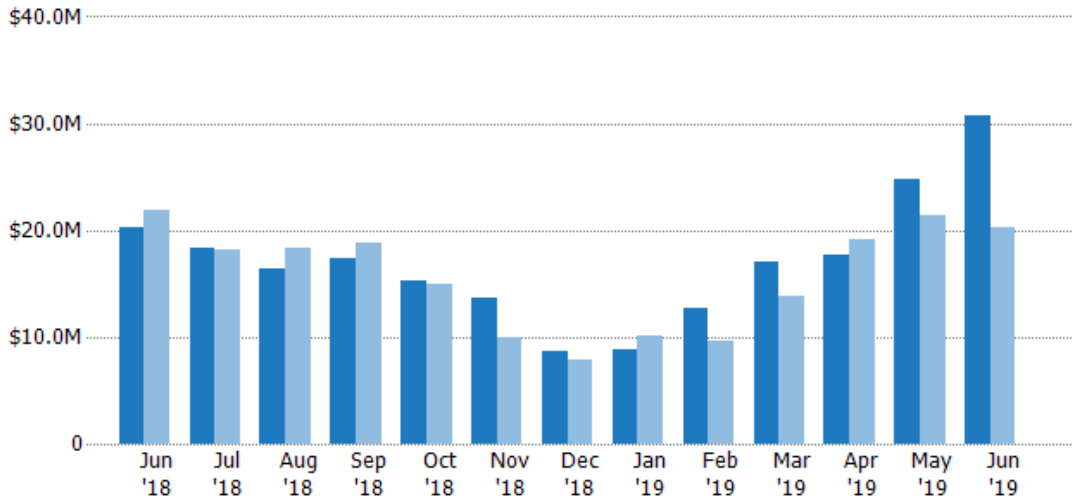
Pending Sales Volume

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.
Jun '19	\$30.8M	52.1%
Jun '18	\$20.3M	-7.5%
Jun '17	\$21.9M	-28.7%



	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19
Current Year	\$20.3M	\$18.3M	\$16.5M	\$17.4M	\$15.3M	\$13.6M	\$8.65M	\$8.88M	\$12.7M	\$17M	\$17.7M	\$24.8M	\$30.8M
Prior Year	\$21.9M	\$18.1M	\$18.3M	\$18.9M	\$14.9M	\$9.95M	\$7.88M	\$10.1M	\$9.63M	\$13.8M	\$19.1M	\$21.4M	\$20.3M
Percent Change from Prior Year	-8%	1%	-10%	-8%	2%	37%	10%	-12%	32%	24%	-8%	16%	52%

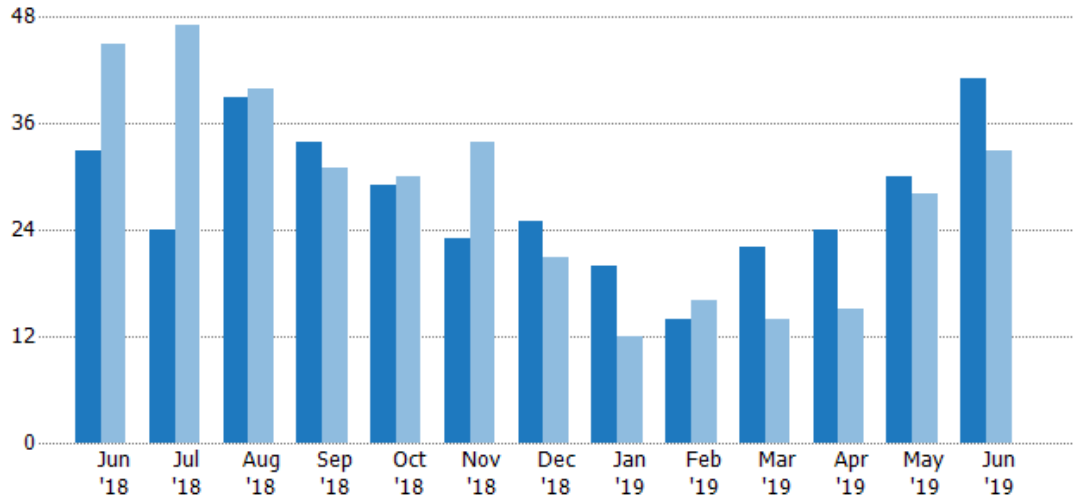
Closed Sales

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.
Jun '19	41	24.2%
Jun '18	33	-26.7%
Jun '17	45	-31.1%



Current Year	33	24	39	34	29	23	25	20	14	22	24	30	41
Prior Year	45	47	40	31	30	34	21	12	16	14	15	28	33
Percent Change from Prior Year	-27%	-49%	-3%	10%	-3%	-32%	19%	67%	-13%	57%	60%	7%	24%

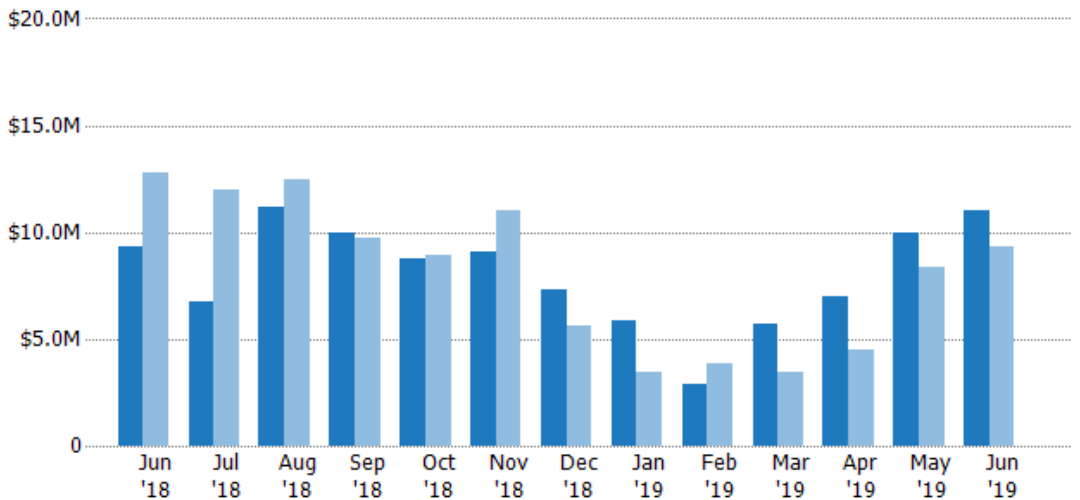
Closed Sales Volume

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.
Jun '19	\$11M	18.4%
Jun '18	\$9.31M	-27.2%
Jun '17	\$12.8M	-43%



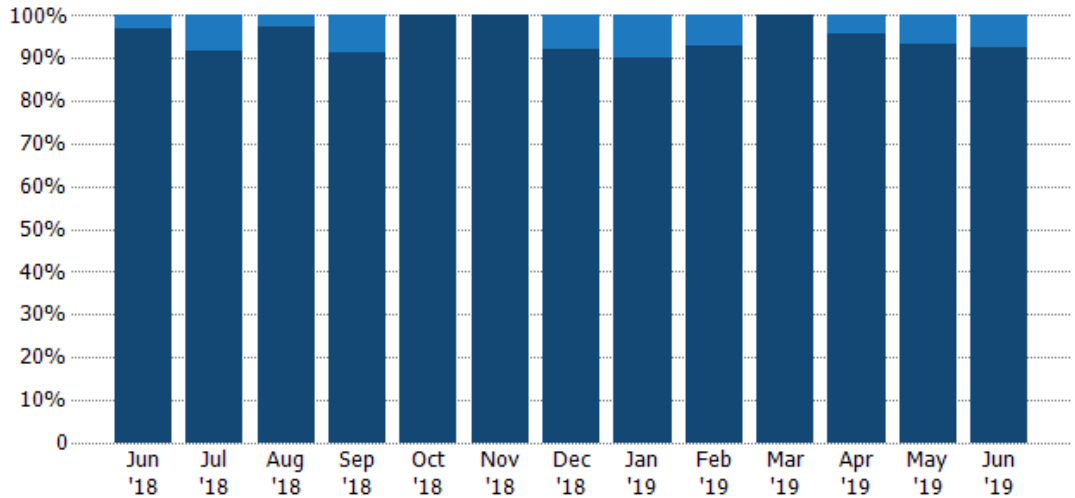
Current Year	\$9.31M	\$6.74M	\$11.2M	\$9.94M	\$8.77M	\$9.09M	\$7.33M	\$5.87M	\$2.87M	\$5.7M	\$7.01M	\$9.94M	\$11M
Prior Year	\$12.8M	\$12M	\$12.5M	\$9.72M	\$8.91M	\$11M	\$5.63M	\$3.48M	\$3.85M	\$3.42M	\$4.49M	\$8.4M	\$9.31M
Percent Change from Prior Year	-27%	-44%	-10%	2%	-2%	-18%	30%	69%	-25%	67%	56%	18%	18%

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



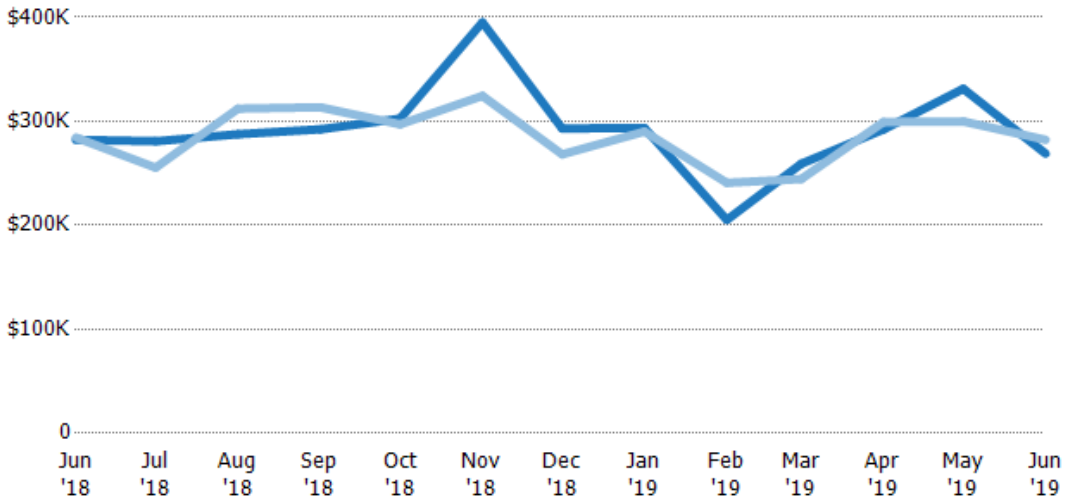
Condo/Townhouse	3%	8%	3%	9%	-	-	8%	10%	7%	-	4%	7%	7%
Single Family Residence	97%	92%	97%	91%	100%	100%	92%	90%	93%	100%	96%	93%	93%

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	\$282K	\$281K	\$288K	\$292K	\$303K	\$395K	\$293K	\$293K	\$205K	\$259K	\$292K	\$331K	\$269K
Prior Year	\$284K	\$255K	\$312K	\$313K	\$297K	\$324K	\$268K	\$290K	\$241K	\$244K	\$299K	\$300K	\$282K
Percent Change from Prior Year	-1%	10%	-8%	-7%	2%	22%	9%	1%	-15%	6%	-2%	10%	-5%

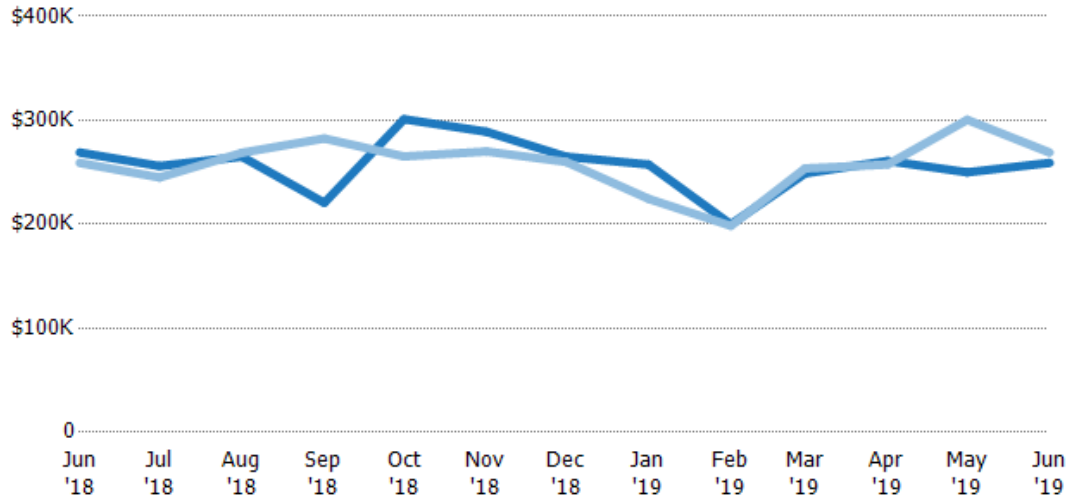
Median Sales Price

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.
Jun '19	\$259K	-3.7%
Jun '18	\$269K	3.9%
Jun '17	\$259K	-8.5%



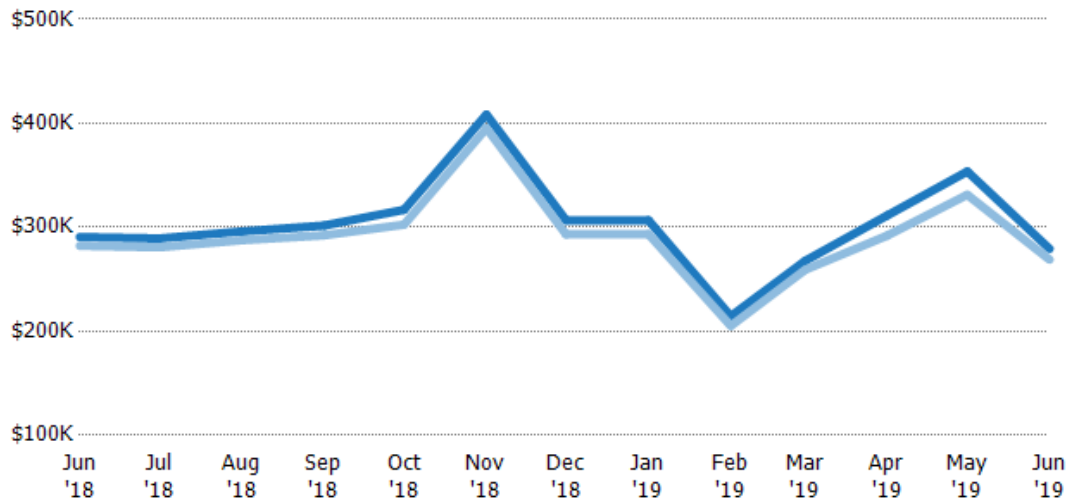
Current Year	\$269K	\$256K	\$265K	\$221K	\$301K	\$289K	\$265K	\$257K	\$200K	\$249K	\$261K	\$250K	\$259K
Prior Year	\$259K	\$245K	\$269K	\$283K	\$265K	\$270K	\$260K	\$225K	\$199K	\$254K	\$258K	\$301K	\$269K
Percent Change from Prior Year	4%	4%	-1%	-22%	13%	7%	2%	15%	1%	-2%	1%	-17%	-4%

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



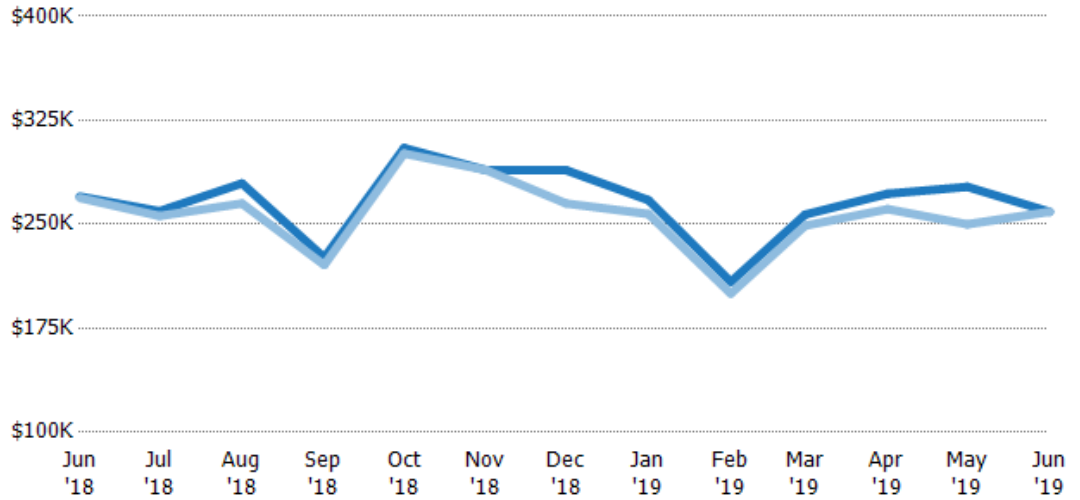
Avg List Price	\$291K	\$289K	\$296K	\$302K	\$317K	\$408K	\$307K	\$307K	\$215K	\$268K	\$312K	\$354K	\$279K
Avg Sales Price	\$282K	\$281K	\$288K	\$292K	\$303K	\$395K	\$293K	\$293K	\$205K	\$259K	\$292K	\$331K	\$269K
Avg Sales Price as a % of Avg List Price	97%	97%	97%	97%	95%	97%	96%	96%	96%	97%	94%	94%	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



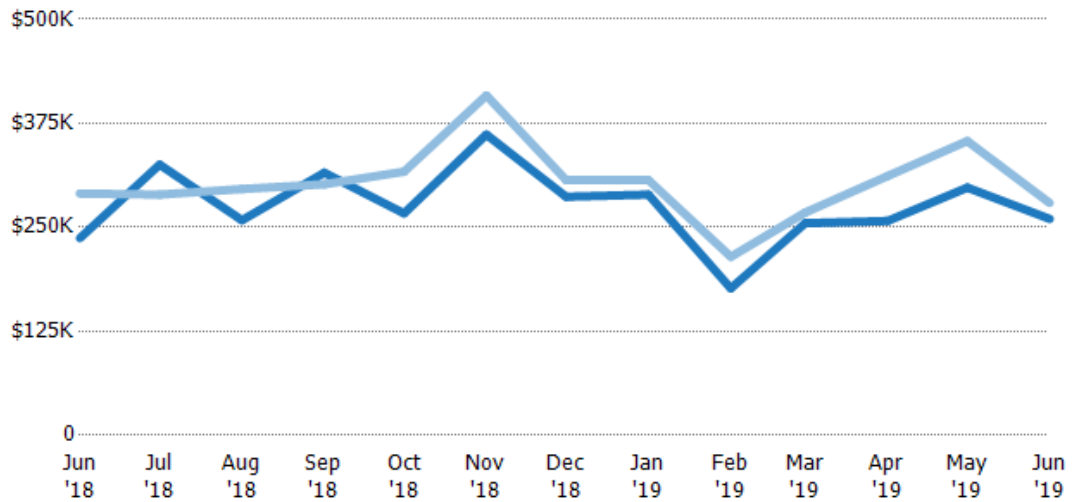
	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19
Median List Price	\$270K	\$259K	\$280K	\$226K	\$305K	\$289K	\$289K	\$267K	\$209K	\$257K	\$272K	\$277K	\$259K
Median Sales Price	\$269K	\$256K	\$265K	\$221K	\$301K	\$289K	\$265K	\$257K	\$200K	\$249K	\$261K	\$250K	\$259K
Med Sales Price as a % of Med List Price	100%	99%	95%	98%	99%	100%	92%	96%	96%	97%	96%	90%	100%

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



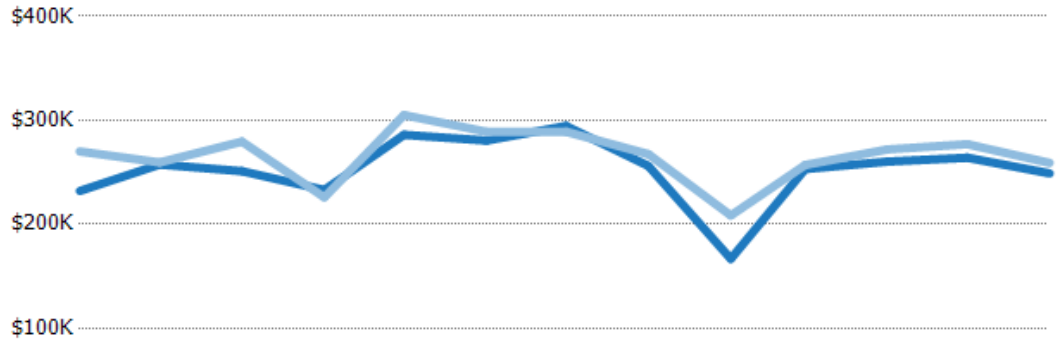
	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19
Avg Est Value	\$237K	\$325K	\$258K	\$316K	\$267K	\$361K	\$287K	\$289K	\$177K	\$255K	\$258K	\$298K	\$260K
Avg Sales Price	\$291K	\$289K	\$296K	\$302K	\$317K	\$408K	\$307K	\$307K	\$215K	\$268K	\$312K	\$354K	\$279K
Avg Sales Price as a % of Avg Est Value	123%	89%	115%	96%	119%	113%	107%	106%	121%	105%	121%	119%	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.

Filters Used

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



	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19
Median Est Value	\$232K	\$258K	\$251K	\$233K	\$286K	\$281K	\$295K	\$256K	\$167K	\$253K	\$260K	\$264K	\$249K
Median Sales Price	\$270K	\$259K	\$280K	\$226K	\$305K	\$289K	\$289K	\$267K	\$209K	\$257K	\$272K	\$277K	\$259K
Med Sales Price as a % of Med Est Value	116%	101%	111%	97%	107%	103%	98%	104%	125%	102%	105%	105%	104%