

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	Aug 2019	Aug 2018	+ / -	YTD 2019	YTD 2018	+ / -
Listing Activity Charts Metrics						
New Listing Count	56	54	+3.7%	388	378	+2.6%
New Listing Volume	\$19,727,800	\$17,454,800	+13%	\$131,271,821	\$131,941,804	-0.5%
Active Listing Count	209	263	-20.5%	N/A	N/A	
Active Listing Volume	\$83,389,354	\$106,653,061	-21.8%	N/A	N/A	
Average Listing Price	\$398,992	\$405,525	-1.6%	\$401,145	\$413,024	-2.9%
Median Listing Price	\$289,900	\$300,000	-3.4%	\$291,289	\$295,544	-1.4%
Median Days in RPR	101	91	+11%	129.4	133.37	-3%
Months of Inventory	4.2	10.5	-60.3%	9.2	7.8	+19.1%
Absorption Rate	23.92%	9.51%	+14.4%	10.82%	12.88%	-2.1%
Sales Activity Charts Metrics						
New Pending Sales Count	49	39	+25.6%	338	241	+40.2%
New Pending Sales Volume	\$15,473,800	\$10,030,815	+54.3%	\$105,752,950	\$70,522,876	+50%
Pending Sales Count	69	55	+25.5%	N/A	N/A	
Pending Sales Volume	\$24,132,300	\$16,462,266	+46.6%	N/A	N/A	
Closed Sales Count	52	39	+33.3%	255	185	+37.8%
Closed Sales Volume	\$15,844,988	\$11,214,000	+41.3%	\$74,039,525	\$52,371,511	+41.4%
Average Sales Price	\$304,711	\$287,538	+6%	\$290,351	\$283,089	+2.6%
Median Sales Price	\$272,750	\$265,000	+2.9%	\$259,380	\$261,789	-0.9%

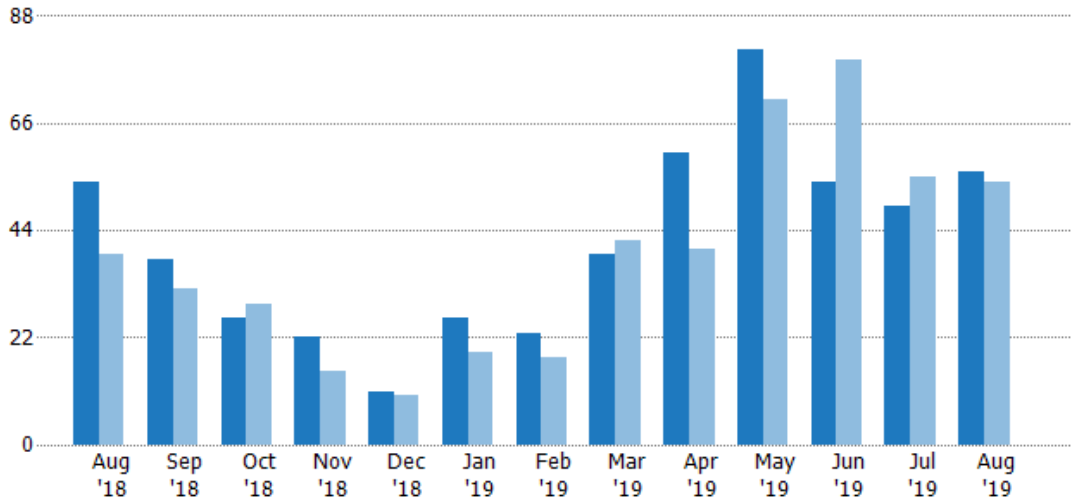
New Listings

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.
Aug '19	56	3.7%
Aug '18	54	38.5%
Aug '17	39	7.7%



Current Year	54	38	26	22	11	26	23	39	60	81	54	49	56
Prior Year	39	32	29	15	10	19	18	42	40	71	79	55	54
Percent Change from Prior Year	38%	19%	-10%	47%	10%	37%	28%	-7%	50%	14%	-32%	-11%	4%

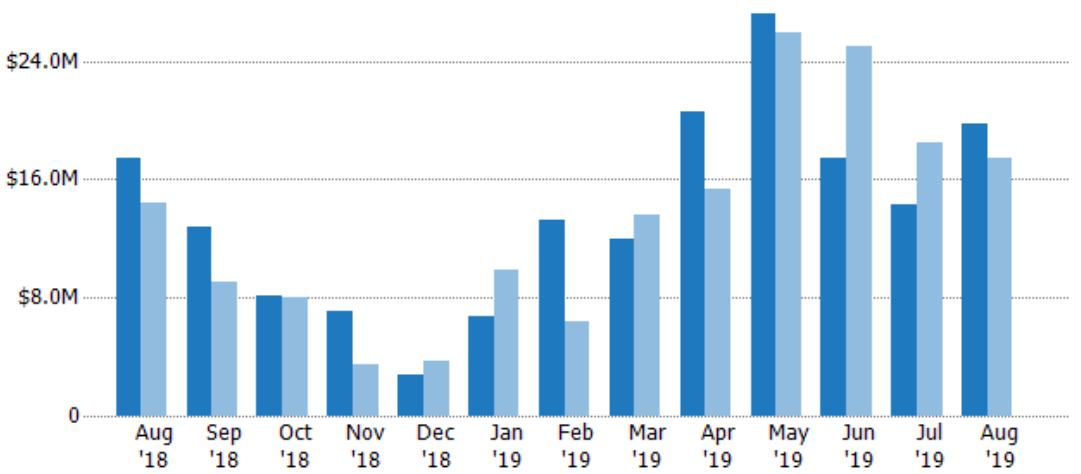
New Listing Volume

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.
Aug '19	\$19.7M	13%
Aug '18	\$17.5M	21.5%
Aug '17	\$14.4M	-18.8%



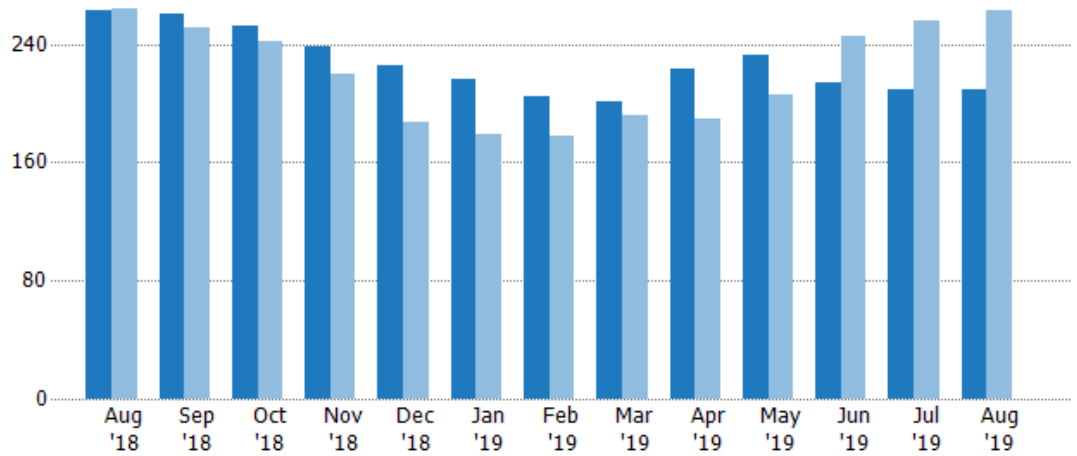
Current Year	\$17.5M	\$12.8M	\$8.12M	\$7.13M	\$2.74M	\$6.71M	\$13.2M	\$12M	\$20.6M	\$27.2M	\$17.5M	\$14.3M	\$19.7M
Prior Year	\$14.4M	\$9.08M	\$8.04M	\$3.45M	\$3.68M	\$9.83M	\$6.4M	\$13.6M	\$15.3M	\$25.9M	\$25M	\$18.4M	\$17.5M
Percent Change from Prior Year	21%	41%	1%	107%	-26%	-32%	107%	-12%	34%	5%	-30%	-22%	13%

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



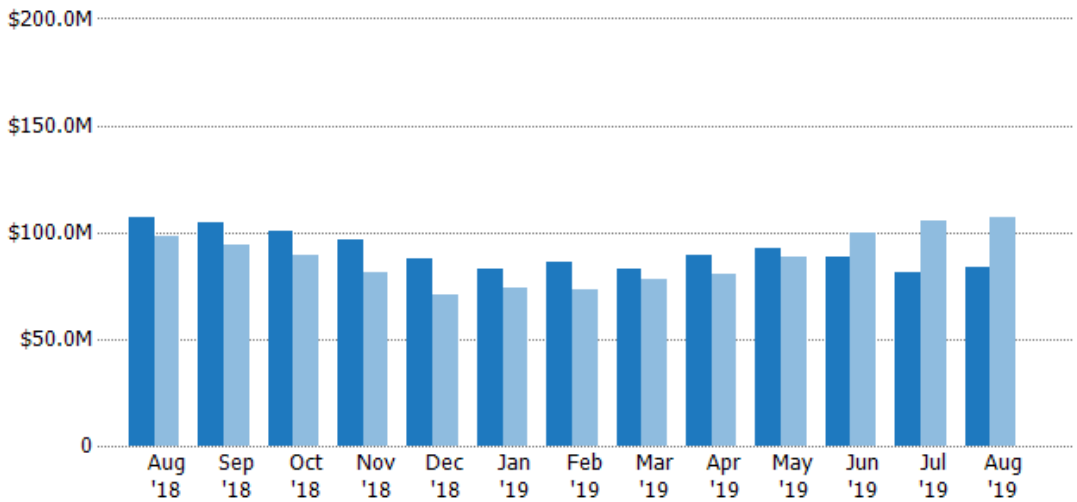
	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19
Current Year	263	261	252	238	226	216	205	201	223	233	214	209	209
Prior Year	264	251	242	220	187	179	178	192	189	206	245	256	263
Percent Change from Prior Year	0%	4%	4%	8%	21%	21%	15%	5%	18%	13%	-13%	-18%	-21%

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



	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19
Current Year	\$107M	\$105M	\$101M	\$96.3M	\$88M	\$82.7M	\$85.8M	\$82.8M	\$89.5M	\$92.4M	\$88.1M	\$81.3M	\$83.4M
Prior Year	\$98.5M	\$94.3M	\$89M	\$81.2M	\$70.7M	\$73.6M	\$73.5M	\$78.2M	\$80.1M	\$88.3M	\$100M	\$105M	\$107M
Percent Change from Prior Year	8%	11%	13%	19%	24%	12%	17%	6%	12%	5%	-12%	-23%	-22%

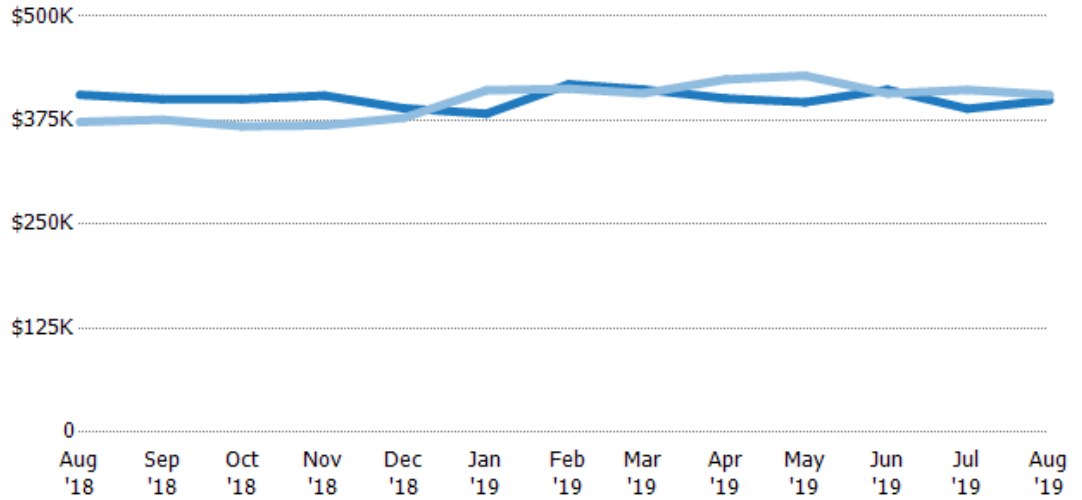
Average Listing Price

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.
Aug '19	\$399K	-1.6%
Aug '18	\$406K	8.7%
Aug '17	\$373K	-9.9%



Current Year	\$406K	\$400K	\$400K	\$405K	\$389K	\$383K	\$418K	\$412K	\$401K	\$397K	\$412K	\$389K	\$399K
Prior Year	\$373K	\$376K	\$368K	\$369K	\$378K	\$411K	\$413K	\$407K	\$424K	\$429K	\$407K	\$412K	\$406K
Percent Change from Prior Year	9%	7%	9%	10%	3%	-7%	1%	1%	-5%	-7%	1%	-6%	-2%

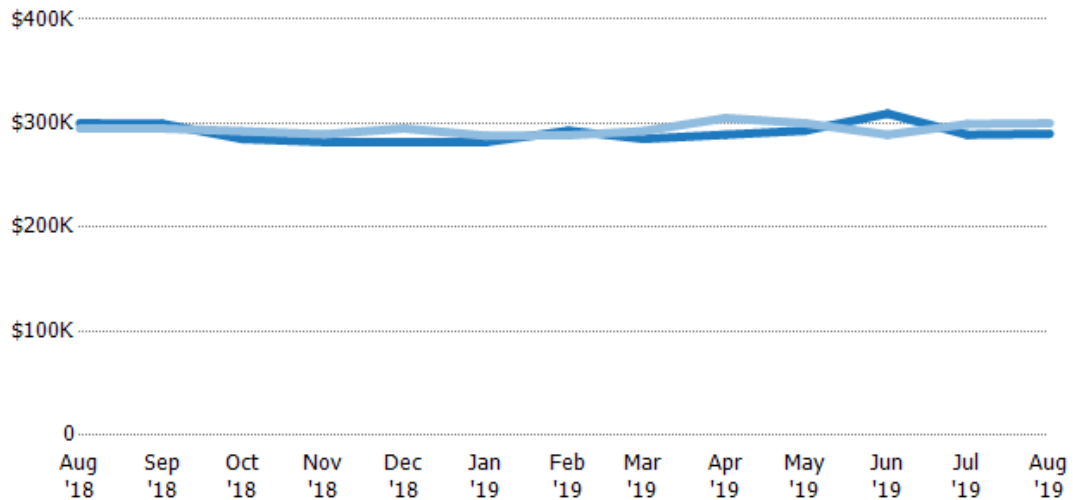
Median Listing Price

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.
Aug '19	\$290K	-3.4%
Aug '18	\$300K	1.7%
Aug '17	\$295K	-11.9%



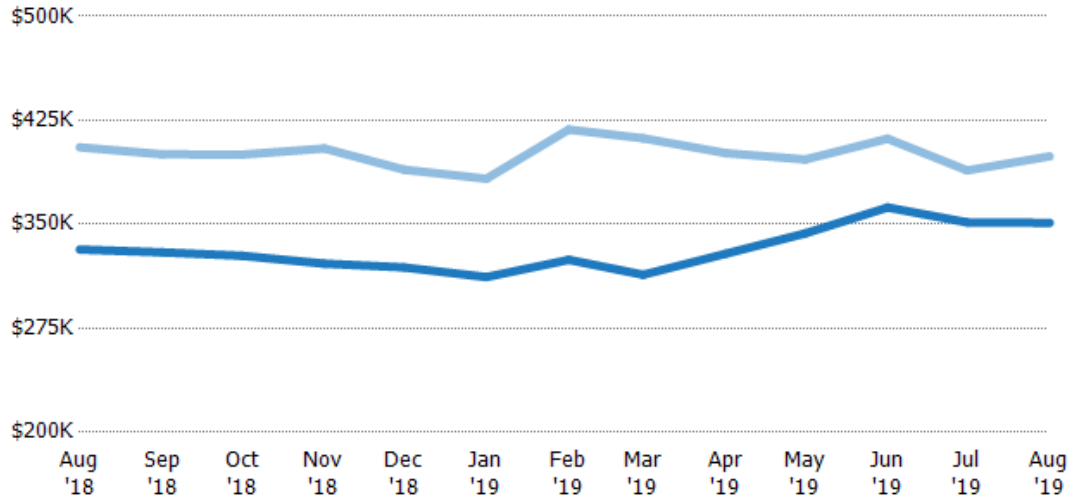
Current Year	\$300K	\$300K	\$285K	\$282K	\$282K	\$282K	\$293K	\$285K	\$289K	\$293K	\$309K	\$289K	\$290K
Prior Year	\$295K	\$295K	\$292K	\$289K	\$295K	\$288K	\$289K	\$292K	\$305K	\$300K	\$289K	\$299K	\$300K
Percent Change from Prior Year	2%	2%	-3%	-3%	-4%	-2%	2%	-3%	-5%	-2%	7%	-3%	-3%

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



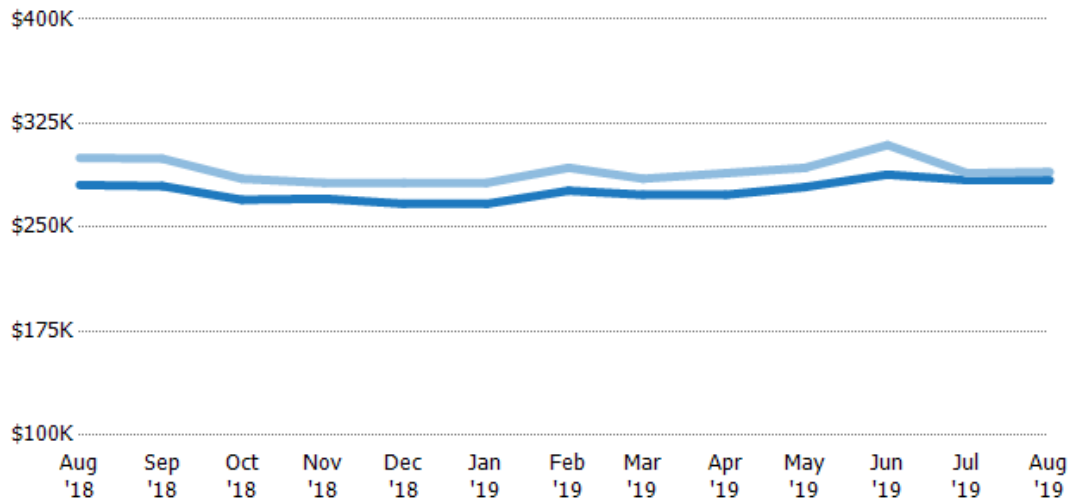
	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19
Avg Est Value	\$332K	\$330K	\$327K	\$322K	\$319K	\$312K	\$324K	\$314K	\$329K	\$343K	\$362K	\$351K	\$351K
Avg Listing Price	\$406K	\$400K	\$400K	\$405K	\$389K	\$383K	\$418K	\$412K	\$401K	\$397K	\$412K	\$389K	\$399K
Avg Listing Price as a % of Avg Est Value	122%	121%	122%	126%	122%	123%	129%	131%	122%	116%	114%	111%	114%

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



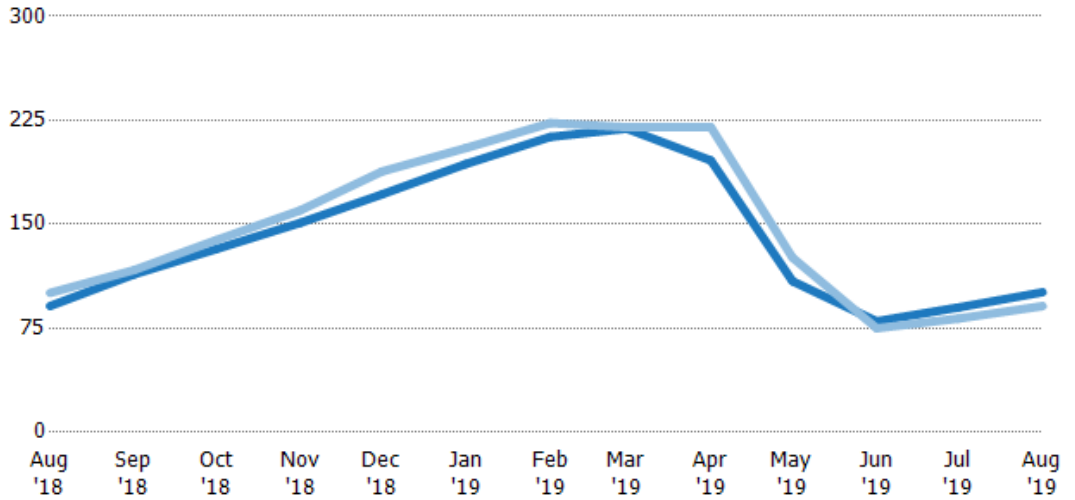
	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19
Median Est Value	\$281K	\$280K	\$270K	\$271K	\$267K	\$267K	\$276K	\$273K	\$273K	\$279K	\$288K	\$284K	\$284K
Median Listing Price	\$300K	\$300K	\$285K	\$282K	\$282K	\$282K	\$293K	\$285K	\$289K	\$293K	\$309K	\$289K	\$290K
Med Listing Price as a % of Med Est Value	107%	107%	106%	104%	106%	106%	106%	104%	106%	105%	107%	102%	102%

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



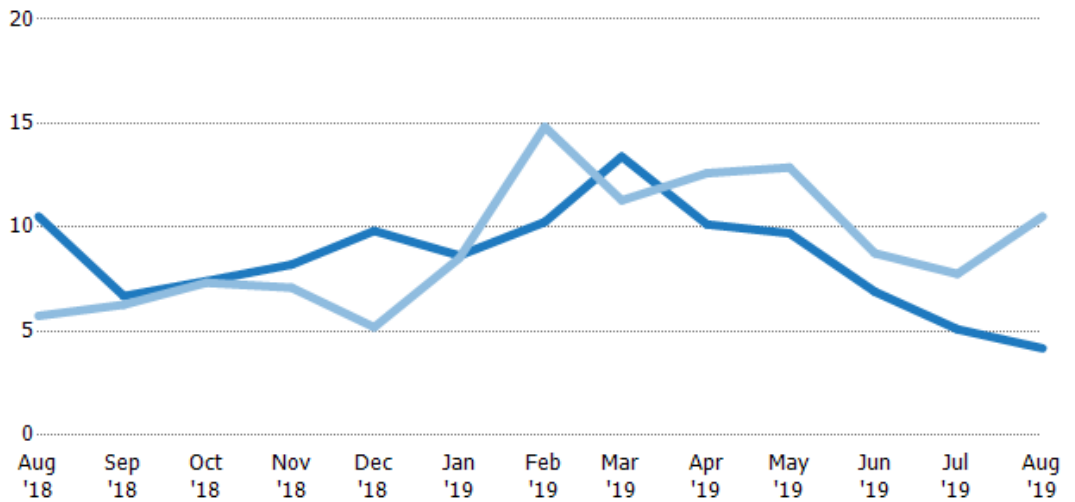
	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19
Current Year	91	114	132	151	172	194	213	219	196	109	80	90	101
Prior Year	101	117	139	160	188	205	223	220	220	126	75	82	91
Percent Change from Prior Year	-9%	-3%	-5%	-6%	-9%	-6%	-4%	0%	-11%	-13%	7%	10%	11%

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



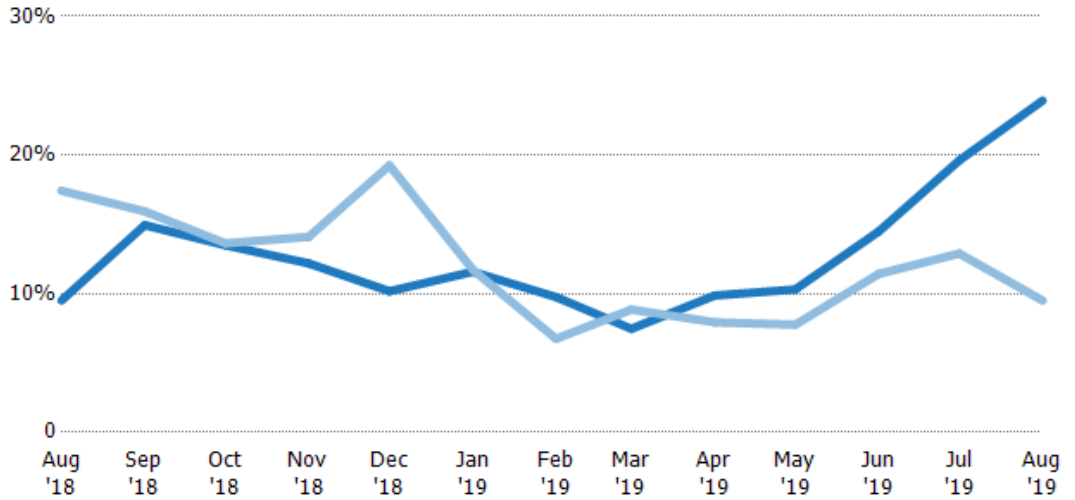
	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19
Current Year	10.5	6.69	7.41	8.21	9.83	8.64	10.3	13.4	10.1	9.71	6.9	5.1	4.18
Prior Year	5.74	6.28	7.33	7.1	5.19	8.52	14.8	11.3	12.6	12.9	8.75	7.76	10.5
Percent Change from Prior Year	83%	7%	1%	16%	89%	1%	-31%	19%	-20%	-25%	-21%	-34%	-60%

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



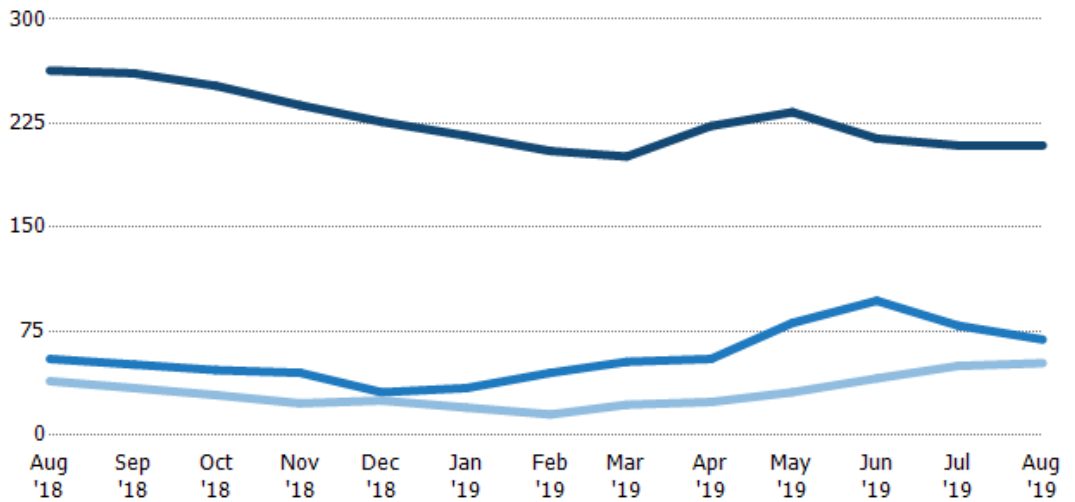
	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19
Current Year	10%	15%	13%	12%	10%	12%	10%	7%	10%	10%	14%	20%	24%
Prior Year	17%	16%	14%	14%	19%	12%	7%	9%	8%	8%	11%	13%	10%
Change from Prior Year	8%	1%	0%	2%	9%	0%	-3%	1%	-2%	-3%	-3%	-7%	-14%

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



	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19
Active	263	261	252	238	226	216	205	201	223	233	214	209	209
Pending	55	51	47	45	31	34	45	53	55	81	97	79	69
Sold	39	34	29	23	25	20	15	22	24	31	41	50	52

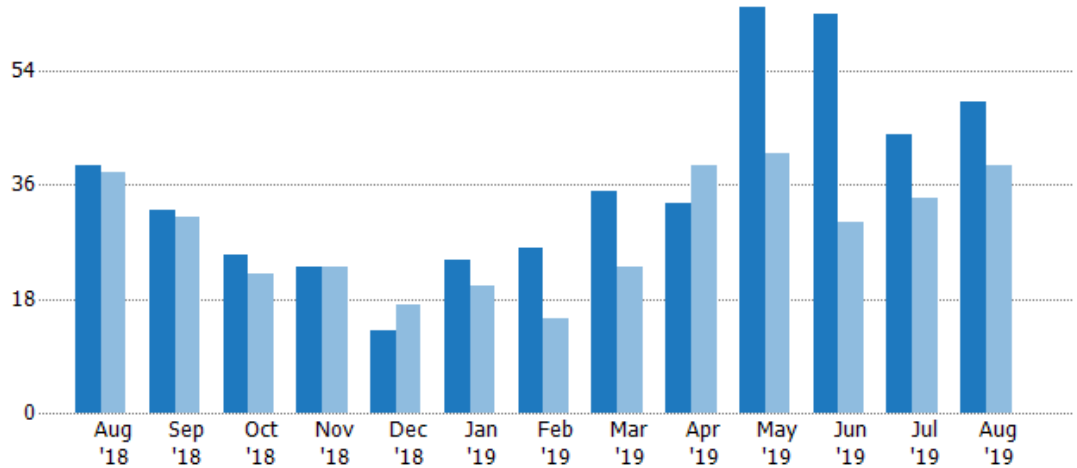
New Pending Sales

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.
Aug '19	49	25.6%
Aug '18	39	2.6%
Aug '17	38	-13.2%



	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19
Current Year	39	32	25	23	13	24	26	35	33	64	63	44	49
Prior Year	38	31	22	23	17	20	15	23	39	41	30	34	39
Percent Change from Prior Year	3%	3%	14%	0%	-24%	20%	73%	52%	-15%	56%	110%	29%	26%

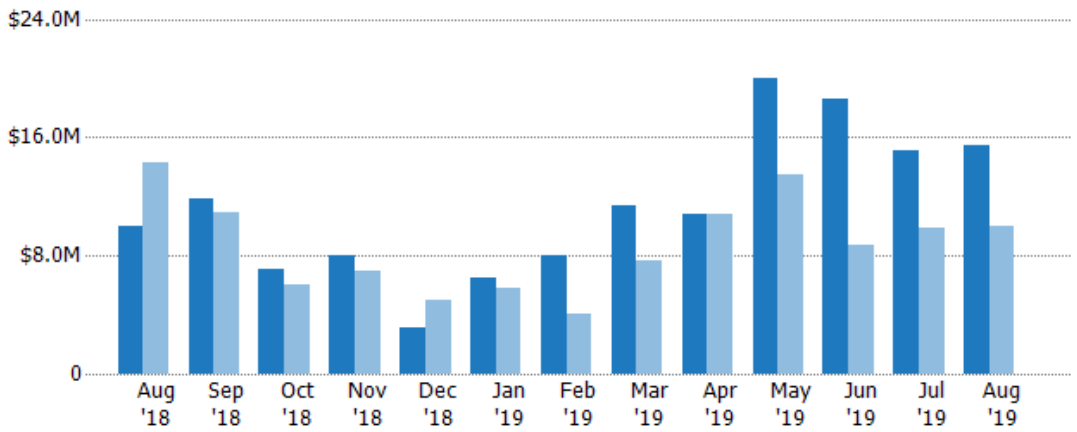
New Pending Sales Volume

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.
Aug '19	\$15.5M	54.3%
Aug '18	\$10M	-30%
Aug '17	\$14.3M	-33.1%



	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19
Current Year	\$10M	\$11.8M	\$7.04M	\$8.05M	\$3.07M	\$6.54M	\$7.95M	\$11.3M	\$10.8M	\$20M	\$18.5M	\$15.1M	\$15.5M
Prior Year	\$14.3M	\$10.9M	\$6.06M	\$6.97M	\$4.93M	\$5.85M	\$4.07M	\$7.69M	\$10.8M	\$13.5M	\$8.68M	\$9.89M	\$10M
Percent Change from Prior Year	-30%	8%	16%	15%	-38%	12%	96%	47%	0%	48%	114%	52%	54%

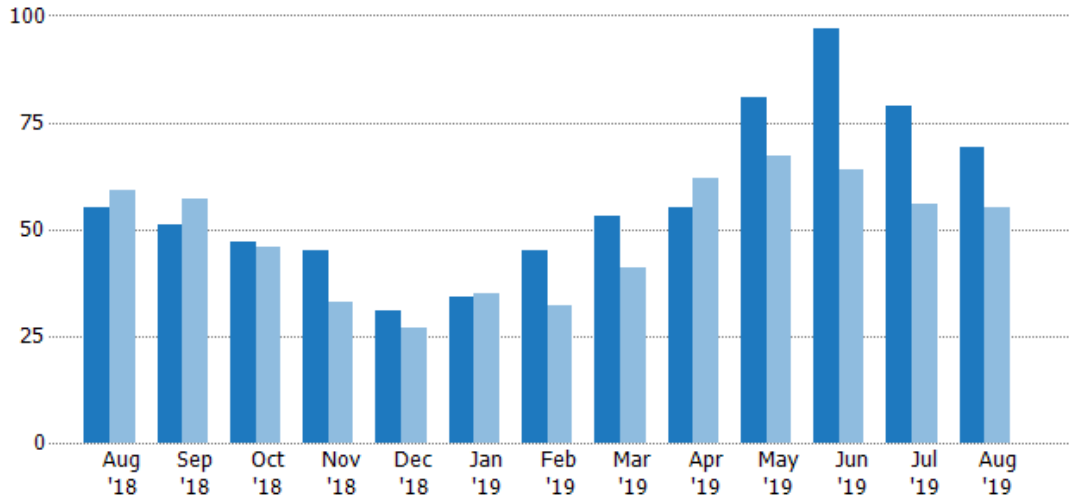
Pending Sales

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.
Aug '19	69	25.5%
Aug '18	55	-6.8%
Aug '17	59	3.4%



Current Year	55	51	47	45	31	34	45	53	55	81	97	79	69
Prior Year	59	57	46	33	27	35	32	41	62	67	64	56	55
Percent Change from Prior Year	-7%	-11%	2%	36%	15%	-3%	41%	29%	-11%	21%	52%	41%	25%

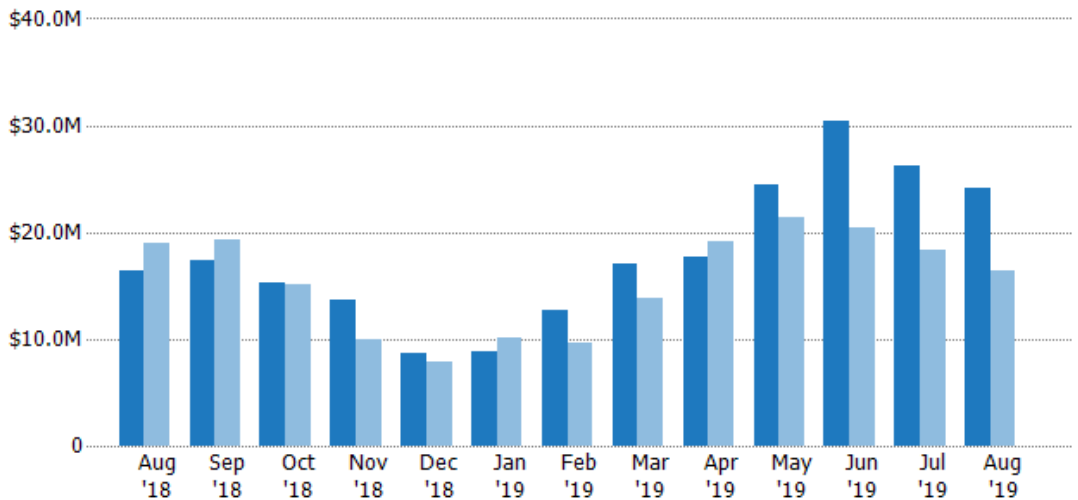
Pending Sales Volume

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.
Aug '19	\$24.1M	46.6%
Aug '18	\$16.5M	-13.4%
Aug '17	\$19M	-14.4%



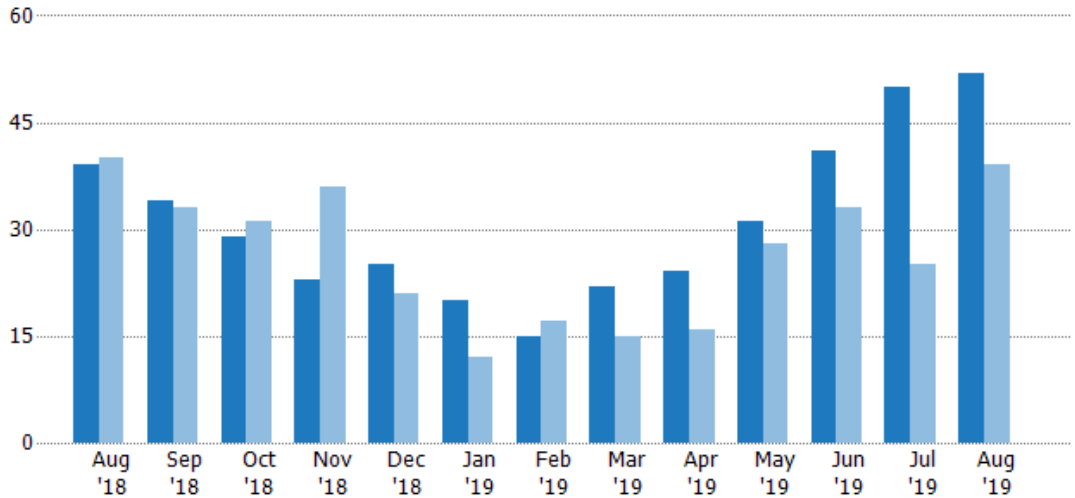
Current Year	\$16.5M	\$17.4M	\$15.3M	\$13.6M	\$8.65M	\$8.88M	\$12.7M	\$17M	\$17.7M	\$24.5M	\$30.5M	\$26.3M	\$24.1M
Prior Year	\$19M	\$19.2M	\$15.1M	\$9.95M	\$7.88M	\$10.1M	\$9.63M	\$13.8M	\$19.1M	\$21.4M	\$20.5M	\$18.3M	\$16.5M
Percent Change from Prior Year	-13%	-9%	1%	37%	10%	-12%	32%	24%	-8%	14%	49%	44%	47%

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



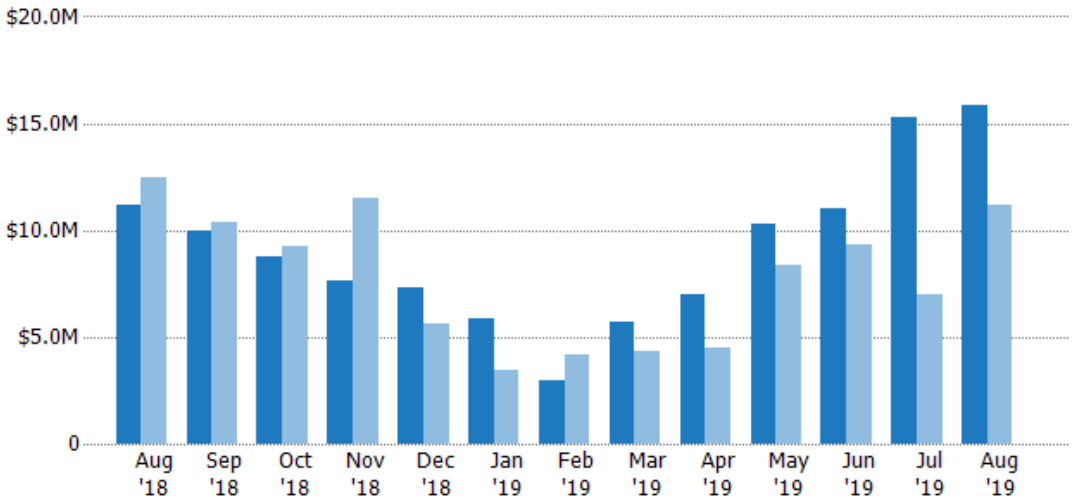
	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19
Current Year	39	34	29	23	25	20	15	22	24	31	41	50	52
Prior Year	40	33	31	36	21	12	17	15	16	28	33	25	39
Percent Change from Prior Year	-3%	3%	-6%	-36%	19%	67%	-12%	47%	50%	11%	24%	100%	33%

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



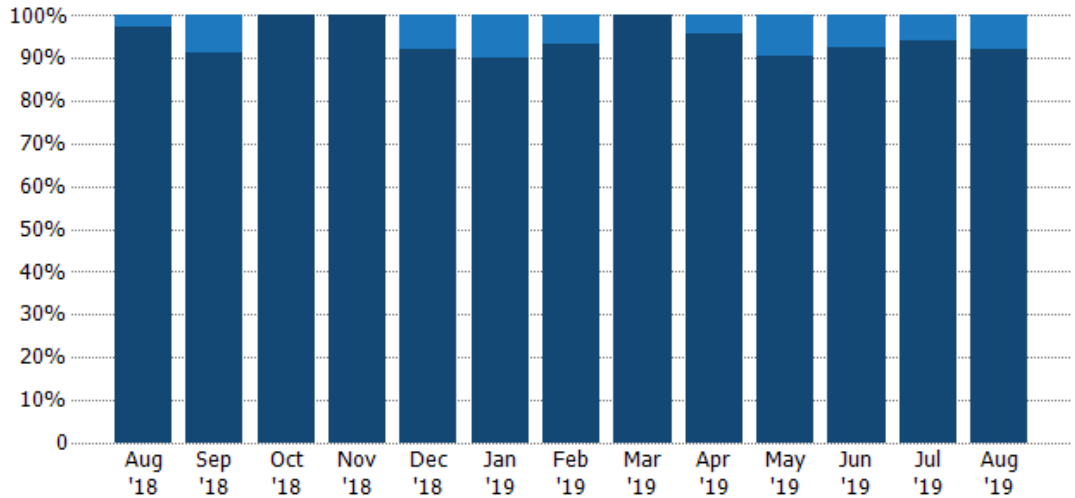
	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19
Current Year	\$11.2M	\$9.94M	\$8.77M	\$7.6M	\$7.33M	\$5.87M	\$2.98M	\$5.7M	\$7.01M	\$10.3M	\$11M	\$15.3M	\$15.8M
Prior Year	\$12.5M	\$10.4M	\$9.27M	\$11.5M	\$5.63M	\$3.48M	\$4.15M	\$4.3M	\$4.52M	\$8.4M	\$9.31M	\$7M	\$11.2M
Percent Change from Prior Year	-10%	-4%	-5%	-34%	30%	69%	-28%	33%	55%	23%	18%	118%	41%

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



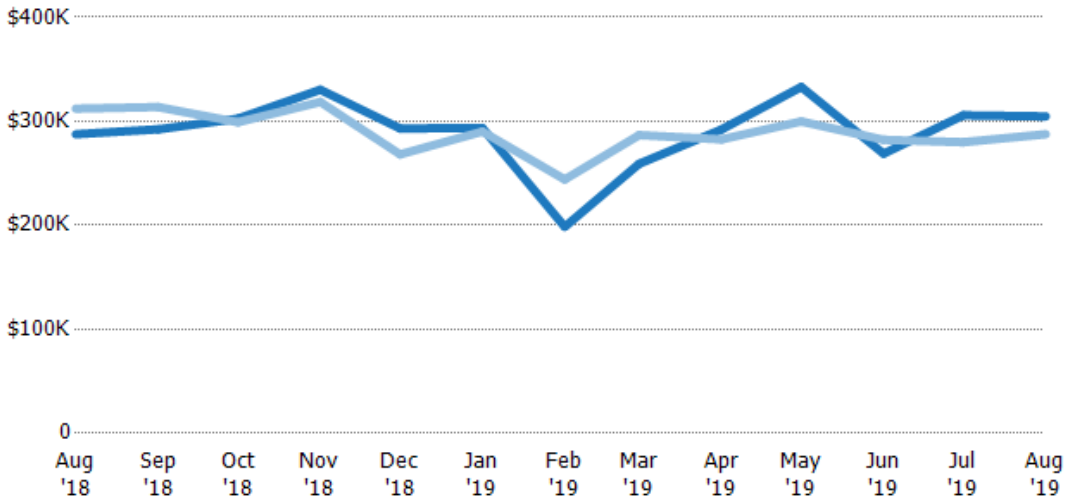
Condo/Townhouse	3%	9%	-	-	8%	10%	7%	-	4%	10%	7%	6%	8%
Single Family Residence	97%	91%	100%	100%	92%	90%	93%	100%	96%	90%	93%	94%	92%

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	\$288K	\$292K	\$303K	\$330K	\$293K	\$293K	\$199K	\$259K	\$292K	\$333K	\$269K	\$306K	\$305K
Prior Year	\$312K	\$314K	\$299K	\$319K	\$268K	\$290K	\$244K	\$287K	\$283K	\$300K	\$282K	\$280K	\$288K
Percent Change from Prior Year	-8%	-7%	1%	4%	9%	1%	-19%	-10%	3%	11%	-5%	9%	6%

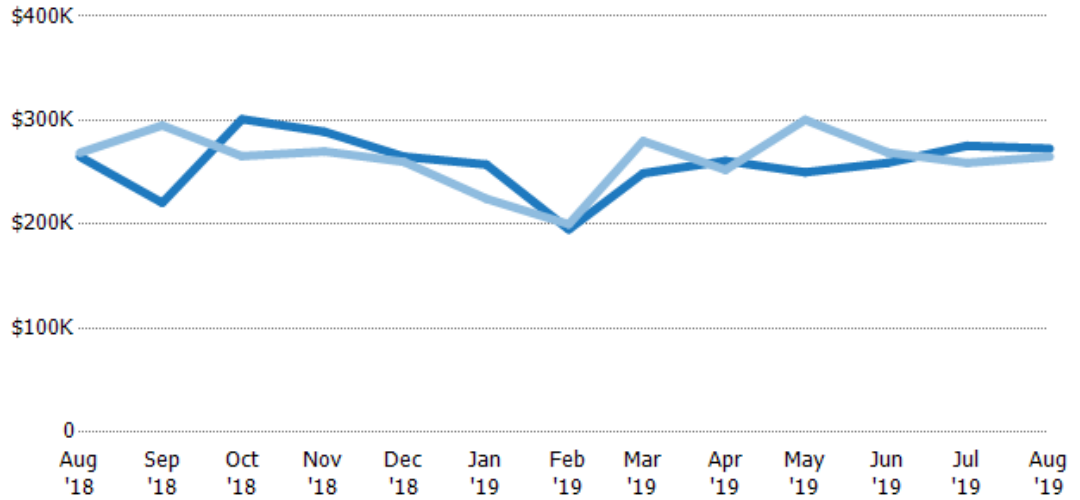
Median Sales Price

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.
Aug '19	\$273K	2.9%
Aug '18	\$265K	-1.4%
Aug '17	\$269K	-16.3%



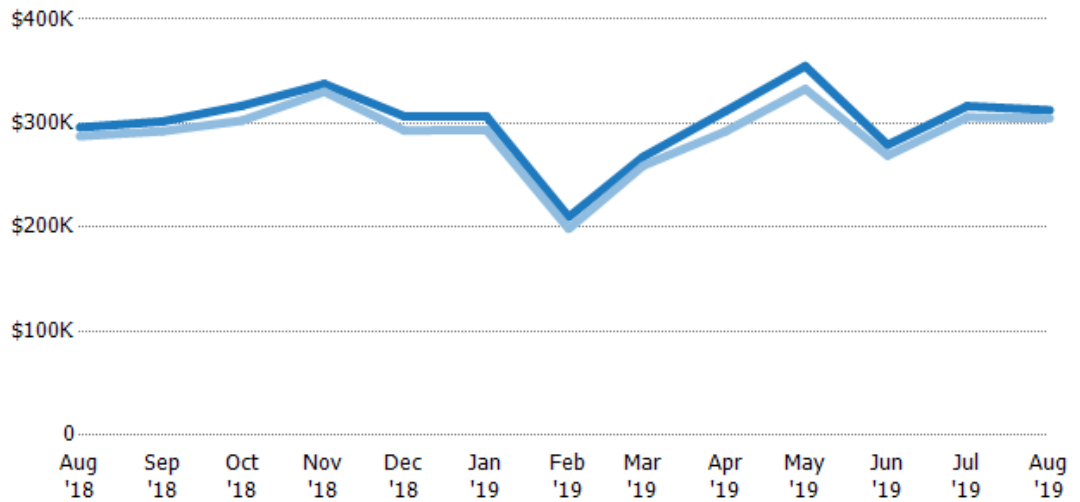
Current Year	\$265K	\$221K	\$301K	\$289K	\$265K	\$257K	\$195K	\$249K	\$261K	\$250K	\$259K	\$276K	\$273K
Prior Year	\$269K	\$295K	\$266K	\$270K	\$260K	\$225K	\$200K	\$280K	\$252K	\$301K	\$269K	\$259K	\$265K
Percent Change from Prior Year	-1%	-25%	13%	7%	2%	15%	-3%	-11%	3%	-17%	-4%	6%	3%

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



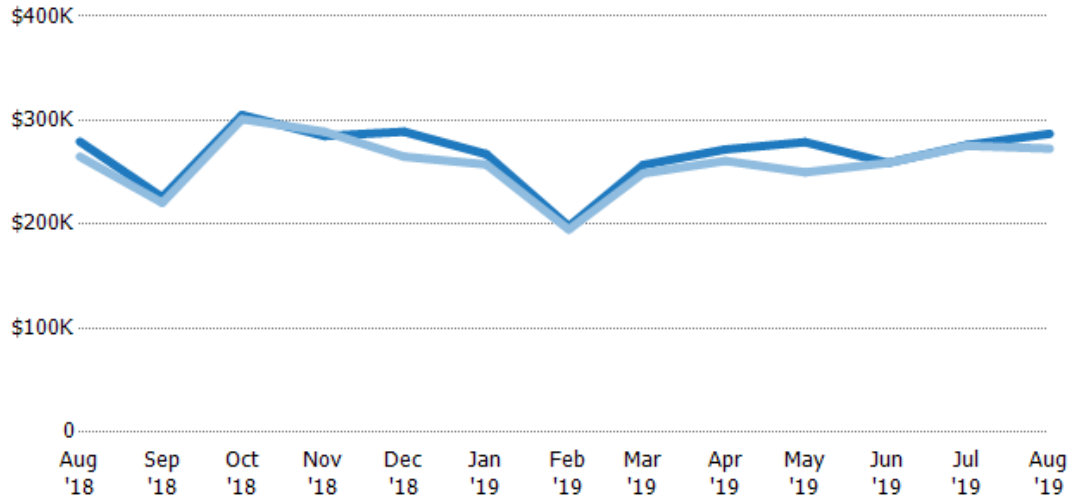
Avg List Price	\$296K	\$302K	\$317K	\$338K	\$307K	\$307K	\$210K	\$268K	\$312K	\$355K	\$279K	\$316K	\$313K
Avg Sales Price	\$288K	\$292K	\$303K	\$330K	\$293K	\$293K	\$199K	\$259K	\$292K	\$333K	\$269K	\$306K	\$305K
Avg Sales Price as a % of Avg List Price	97%	97%	95%	98%	96%	96%	95%	97%	94%	94%	96%	97%	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



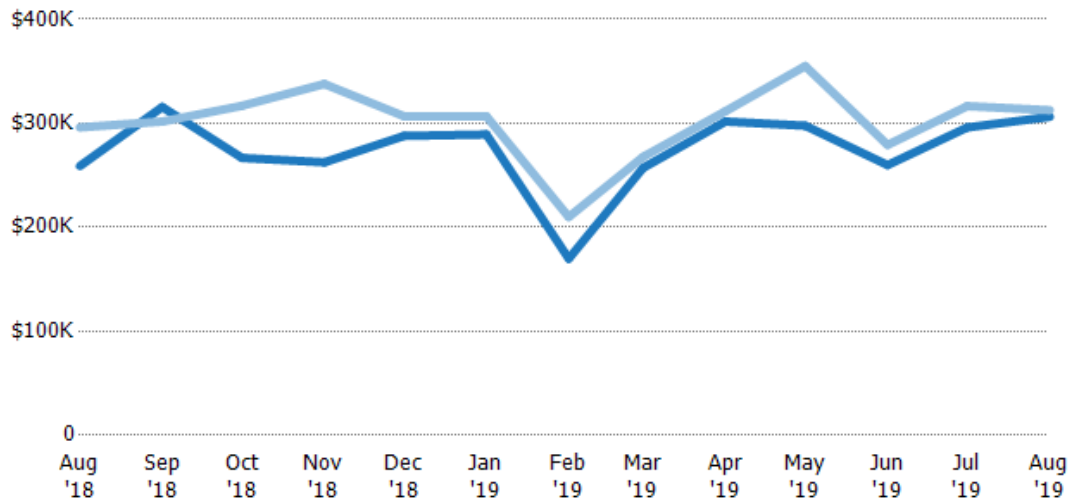
Median List Price	\$280K	\$226K	\$305K	\$285K	\$289K	\$267K	\$198K	\$257K	\$272K	\$279K	\$259K	\$276K	\$287K
Median Sales Price	\$265K	\$221K	\$301K	\$289K	\$265K	\$257K	\$195K	\$249K	\$261K	\$250K	\$259K	\$276K	\$273K
Med Sales Price as a % of Med List Price	95%	98%	99%	101%	92%	96%	98%	97%	96%	90%	100%	100%	95%

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



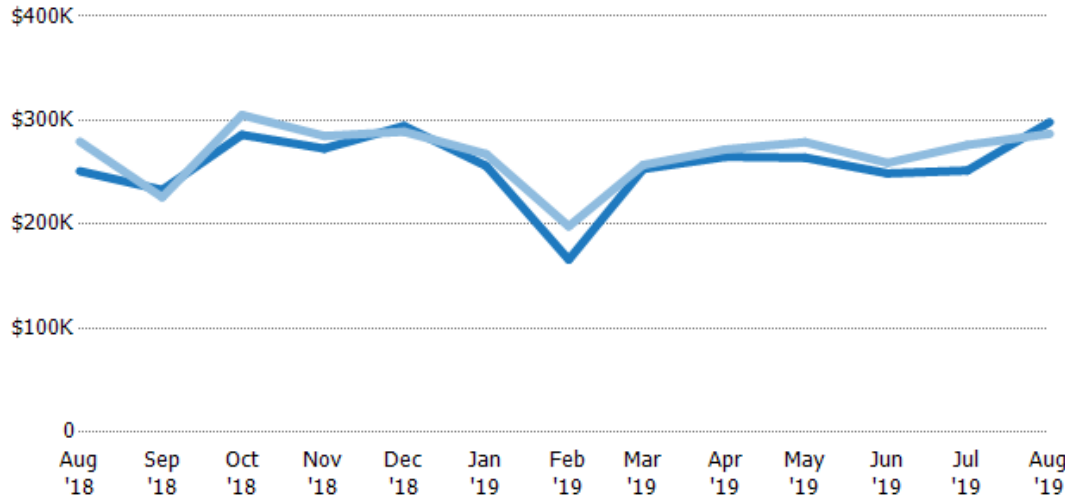
Avg Est Value	\$259K	\$316K	\$267K	\$262K	\$288K	\$289K	\$170K	\$257K	\$302K	\$298K	\$260K	\$296K	\$306K
Avg Sales Price	\$296K	\$302K	\$317K	\$338K	\$307K	\$307K	\$210K	\$268K	\$312K	\$355K	\$279K	\$316K	\$313K
Avg Sales Price as a % of Avg Est Value	114%	96%	119%	129%	107%	106%	124%	104%	103%	119%	107%	107%	102%

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



	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19
Median Est Value	\$251K	\$233K	\$286K	\$273K	\$295K	\$256K	\$166K	\$253K	\$265K	\$264K	\$249K	\$252K	\$298K
Median Sales Price	\$280K	\$226K	\$305K	\$285K	\$289K	\$267K	\$198K	\$257K	\$272K	\$279K	\$259K	\$276K	\$287K
Med Sales Price as a % of Med Est Value	111%	97%	107%	104%	98%	104%	119%	102%	103%	106%	104%	110%	96%