

## 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	Jul 2019	Jul 2018	+ / -	YTD 2019	YTD 2018	+ / -
<b>Listing Activity Charts Metrics</b>						
New Listing Count	49	55	-10.9%	332	324	+2.5%
New Listing Volume	\$14,316,950	\$18,438,224	-22.4%	\$111,559,021	\$114,487,004	-2.6%
Active Listing Count	209	256	-18.4%	N/A	N/A	
Active Listing Volume	\$81,267,354	\$105,350,676	-22.9%	N/A	N/A	
Average Listing Price	\$388,839	\$411,526	-5.5%	\$401,445	\$414,389	-3.1%
Median Listing Price	\$289,000	\$299,200	-3.4%	\$291,482	\$294,733	-1.1%
Median Days in RPR	90	82	+9.8%	136.82	144.17	-5.1%
Months of Inventory	5.1	7.8	-34.3%	10.4	8	+28.9%
Absorption Rate	19.62%	12.89%	+6.7%	9.66%	12.46%	-2.8%
<b>Sales Activity Charts Metrics</b>						
New Pending Sales Count	44	34	+29.4%	289	202	+43.1%
New Pending Sales Volume	\$15,077,750	\$9,890,299	+52.4%	\$90,279,150	\$60,492,061	+49.2%
Pending Sales Count	79	56	+41.1%	N/A	N/A	
Pending Sales Volume	\$26,290,150	\$18,303,550	+43.6%	N/A	N/A	
Closed Sales Count	50	25	+100%	202	145	+39.3%
Closed Sales Volume	\$15,286,650	\$6,997,799	+118.4%	\$57,809,537	\$40,279,511	+43.5%
Average Sales Price	\$305,733	\$279,912	+9.2%	\$286,186	\$277,790	+3%
Median Sales Price	\$275,500	\$259,000	+6.4%	\$255,984	\$258,266	-0.9%

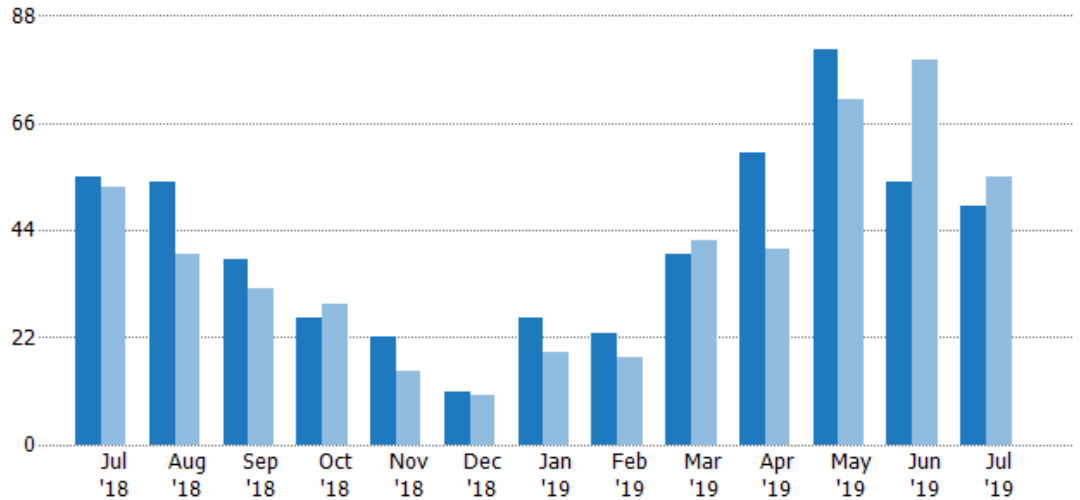
## New Listings

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.
Jul '19	49	-10.9%
Jul '18	55	3.8%
Jul '17	53	-17%



	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19
Current Year	55	54	38	26	22	11	26	23	39	60	81	54	49
Prior Year	53	39	32	29	15	10	19	18	42	40	71	79	55
Percent Change from Prior Year	4%	38%	19%	-10%	47%	10%	37%	28%	-7%	50%	14%	-32%	-11%

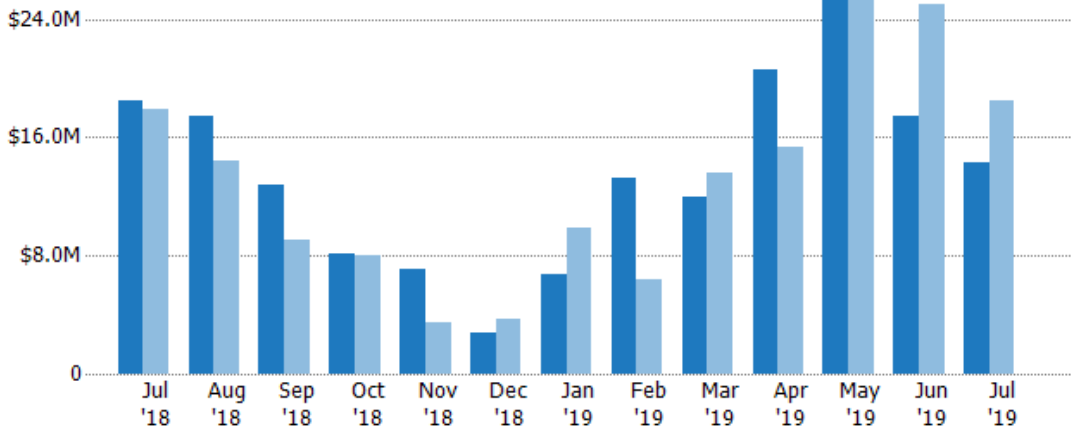
## New Listing Volume

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.
Jul '19	\$14.3M	-22.4%
Jul '18	\$18.4M	3.3%
Jul '17	\$17.9M	-24.7%



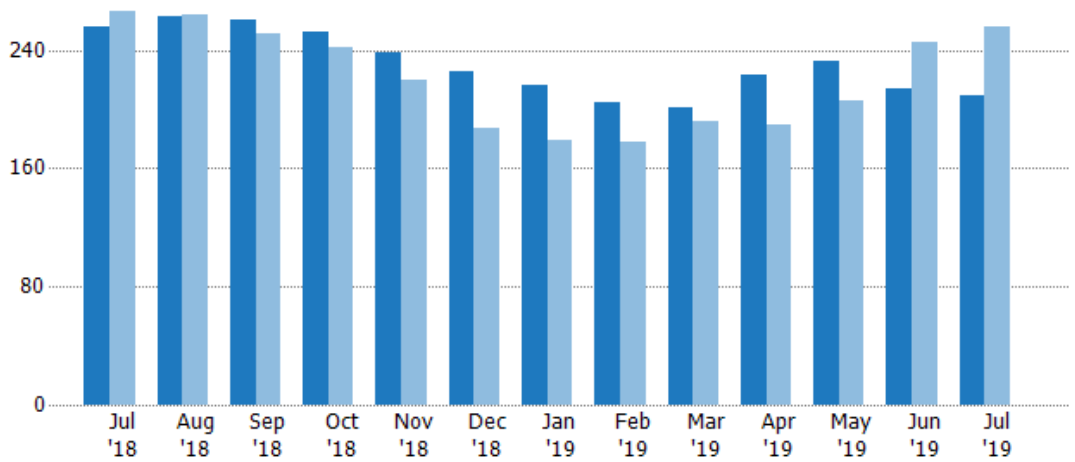
	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19
Current Year	\$18.4M	\$17.5M	\$12.8M	\$8.12M	\$7.13M	\$2.74M	\$6.71M	\$13.2M	\$12M	\$20.6M	\$27.2M	\$17.5M	\$14.3M
Prior Year	\$17.9M	\$14.4M	\$9.08M	\$8.04M	\$3.45M	\$3.68M	\$9.83M	\$6.4M	\$13.6M	\$15.3M	\$25.9M	\$25M	\$18.4M
Percent Change from Prior Year	3%	21%	41%	1%	107%	-26%	-32%	107%	-12%	34%	5%	-30%	-22%

## 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



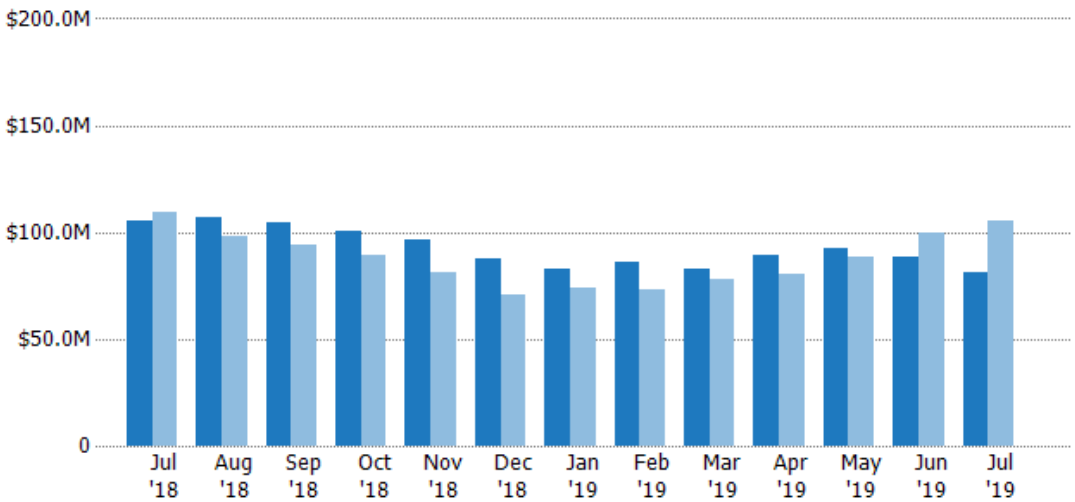
	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19
Current Year	256	263	261	252	238	226	216	205	201	223	233	214	209
Prior Year	266	264	251	242	220	187	179	178	192	189	206	245	256
Percent Change from Prior Year	-4%	0%	4%	4%	8%	21%	21%	15%	5%	18%	13%	-13%	-18%

## 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



	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19
Current Year	\$105M	\$107M	\$105M	\$101M	\$96.3M	\$88M	\$82.7M	\$85.8M	\$82.8M	\$89.5M	\$92.4M	\$88.1M	\$81.3M
Prior Year	\$109M	\$98.5M	\$94.3M	\$89M	\$81.2M	\$70.7M	\$73.6M	\$73.5M	\$78.2M	\$80.1M	\$88.3M	\$100M	\$105M
Percent Change from Prior Year	-4%	8%	11%	13%	19%	24%	12%	17%	6%	12%	5%	-12%	-23%

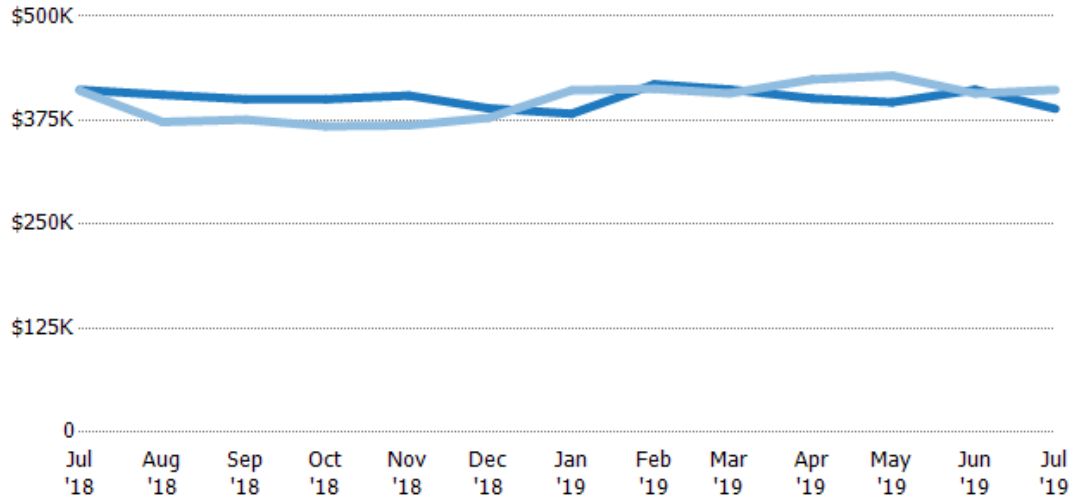
## Average Listing Price

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.
Jul '19	\$389K	-5.5%
Jul '18	\$412K	0.2%
Jul '17	\$411K	-15.3%



Current Year	\$412K	\$406K	\$400K	\$400K	\$405K	\$389K	\$383K	\$418K	\$412K	\$401K	\$397K	\$412K	\$389K
Prior Year	\$411K	\$373K	\$376K	\$368K	\$369K	\$378K	\$411K	\$413K	\$407K	\$424K	\$429K	\$407K	\$412K
Percent Change from Prior Year	0%	9%	7%	9%	10%	3%	-7%	1%	1%	-5%	-7%	1%	-6%

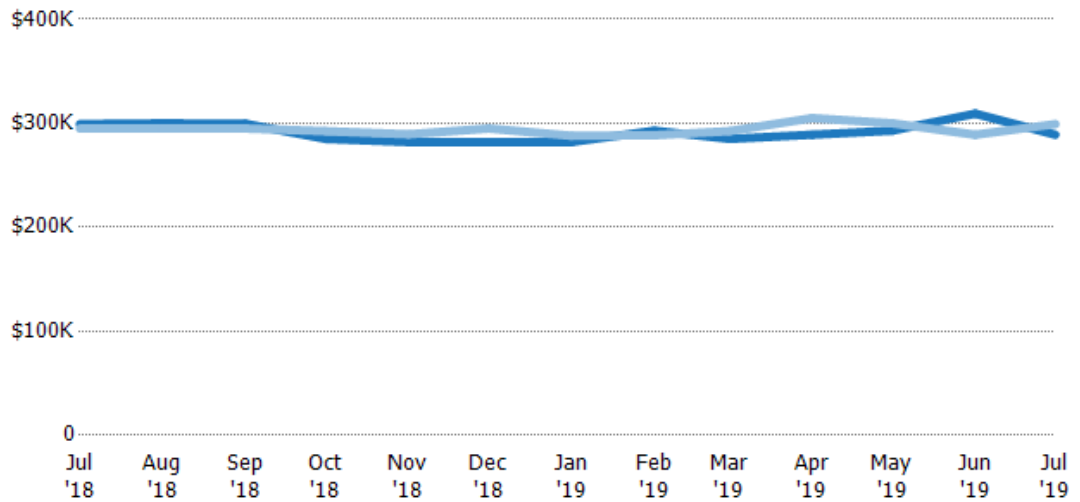
## Median Listing Price

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.
Jul '19	\$289K	-3.4%
Jul '18	\$299K	1.4%
Jul '17	\$295K	-8.8%



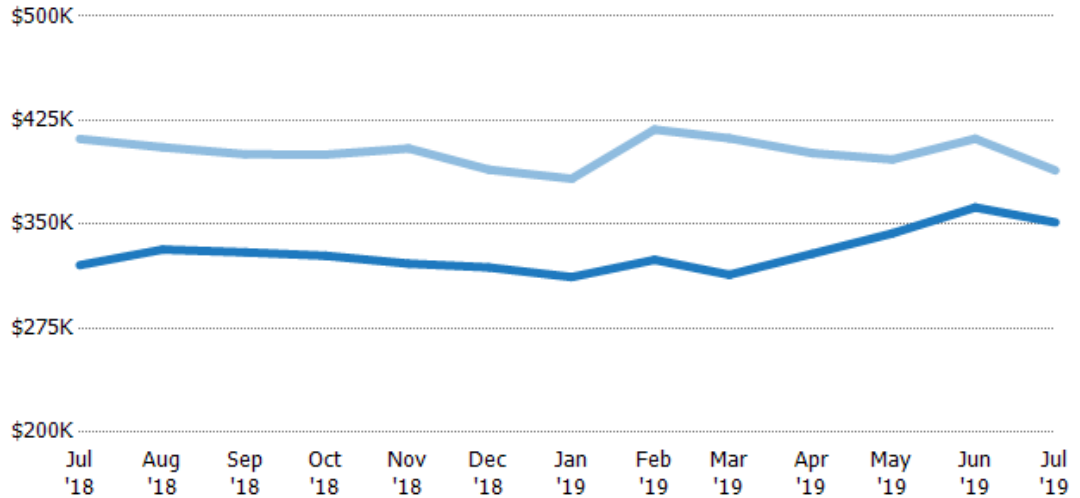
Current Year	\$299K	\$300K	\$300K	\$285K	\$282K	\$282K	\$282K	\$293K	\$285K	\$289K	\$293K	\$309K	\$289K
Prior Year	\$295K	\$295K	\$295K	\$292K	\$289K	\$295K	\$288K	\$289K	\$292K	\$305K	\$300K	\$289K	\$299K
Percent Change from Prior Year	1%	2%	2%	-3%	-3%	-4%	-2%	2%	-3%	-5%	-2%	7%	-3%

## 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



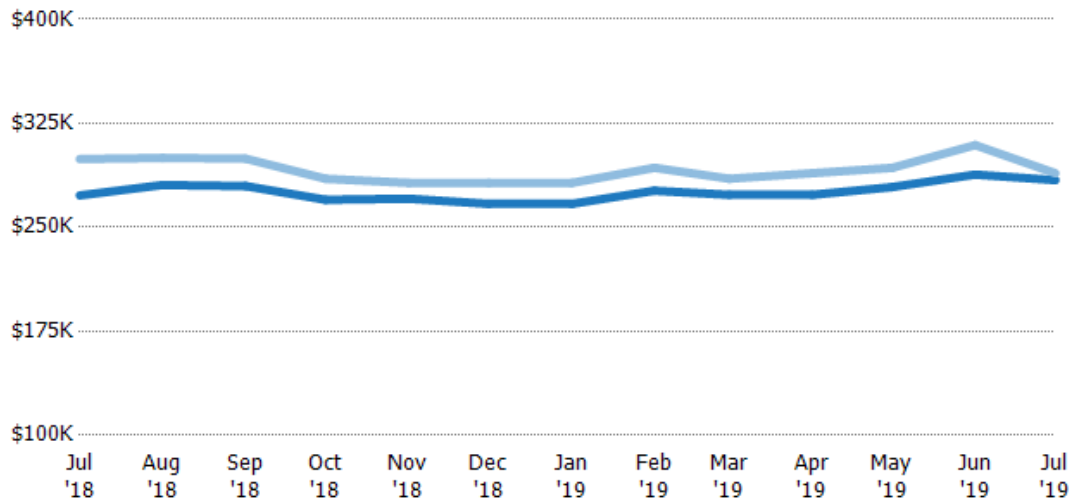
	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19
Avg Est Value	\$321K	\$332K	\$330K	\$327K	\$322K	\$319K	\$312K	\$324K	\$314K	\$329K	\$343K	\$362K	\$351K
Avg Listing Price	\$412K	\$406K	\$400K	\$400K	\$405K	\$389K	\$383K	\$418K	\$412K	\$401K	\$397K	\$412K	\$389K
Avg Listing Price as a % of Avg Est Value	128%	122%	121%	122%	126%	122%	123%	129%	131%	122%	116%	114%	111%

## 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



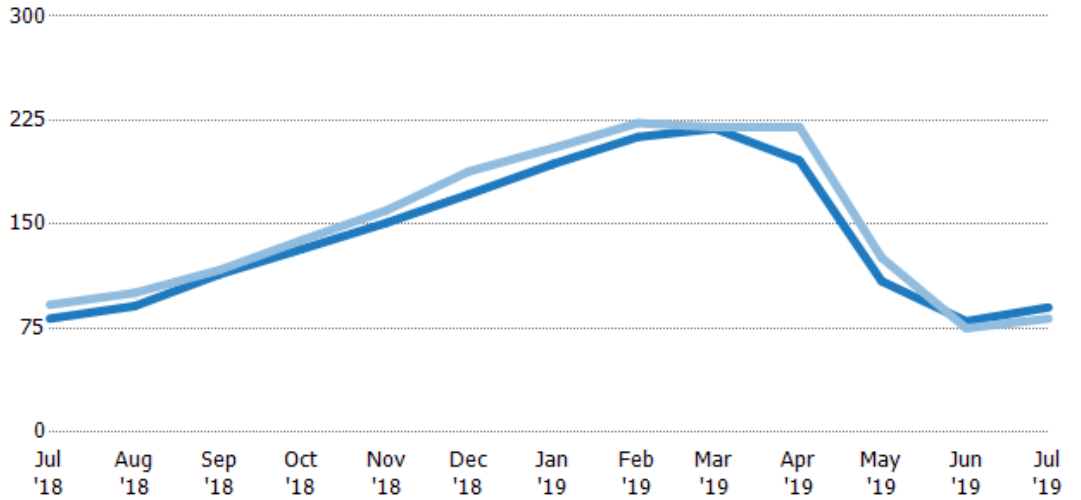
	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19
Median Est Value	\$273K	\$281K	\$280K	\$270K	\$271K	\$267K	\$267K	\$276K	\$273K	\$273K	\$279K	\$288K	\$284K
Median Listing Price	\$299K	\$300K	\$300K	\$285K	\$282K	\$282K	\$282K	\$293K	\$285K	\$289K	\$293K	\$309K	\$289K
Med Listing Price as a % of Med Est Value	110%	107%	107%	106%	104%	106%	106%	106%	104%	106%	105%	107%	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



Month/Year	Days	% Chg.
Jul '19	90	9.8%
Jul '18	82	-10.9%
Jul '17	92	13%

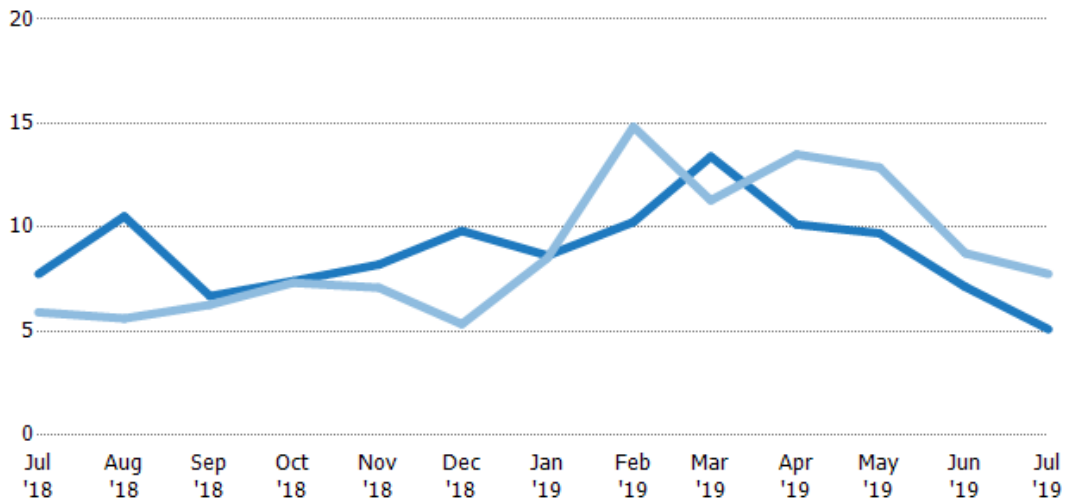
	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19
Current Year	82	91	114	132	151	172	194	213	219	196	109	80	90
Prior Year	92	101	117	139	160	188	205	223	220	220	126	75	82
Percent Change from Prior Year	-11%	-9%	-3%	-5%	-6%	-9%	-6%	-4%	0%	-11%	-13%	7%	10%

## 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.
Jul '19	5.1	-34.3%
Jul '18	7.76	31.2%
Jul '17	5.91	49.4%

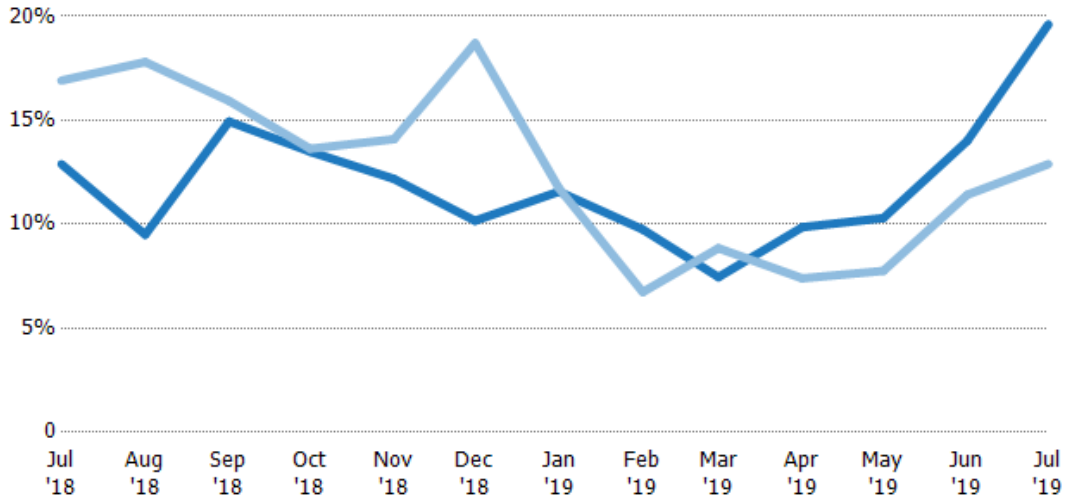
	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19
Current Year	7.76	10.5	6.69	7.41	8.21	9.83	8.64	10.3	13.4	10.1	9.71	7.13	5.1
Prior Year	5.91	5.62	6.28	7.33	7.1	5.34	8.52	14.8	11.3	13.5	12.9	8.75	7.76
Percent Change from Prior Year	31%	87%	7%	1%	16%	84%	1%	-31%	19%	-25%	-25%	-18%	-34%

## 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.
Jul '19	20%	-6.7%
Jul '18	13%	4%
Jul '17	17%	-33.1%

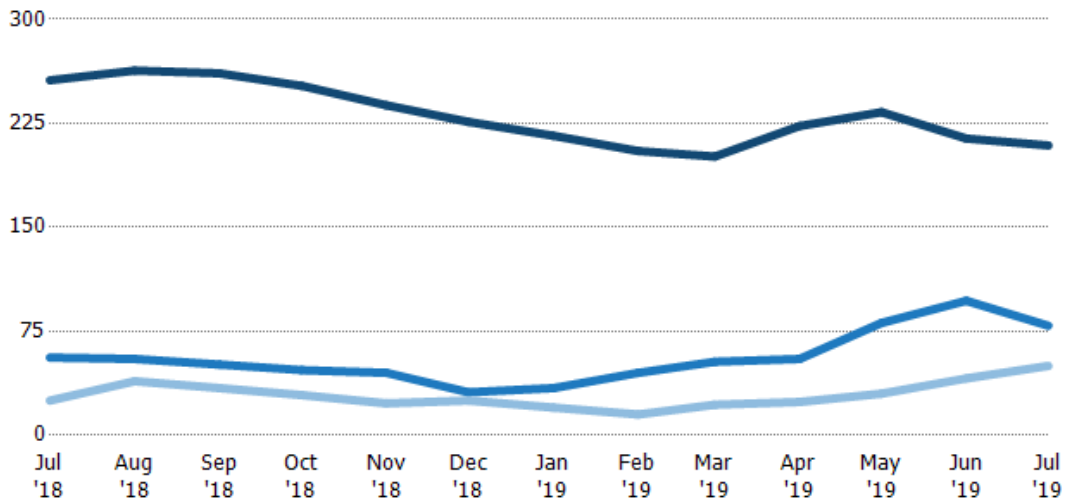
Current Year	13%	10%	15%	13%	12%	10%	12%	10%	7%	10%	10%	14%	20%
Prior Year	17%	18%	16%	14%	14%	19%	12%	7%	9%	7%	8%	11%	13%
Change from Prior Year	4%	8%	1%	0%	2%	9%	0%	-3%	1%	-2%	-3%	-3%	-7%

## 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	256	263	261	252	238	226	216	205	201	223	233	214	209
Pending	56	55	51	47	45	31	34	45	53	55	81	97	79
Sold	25	39	34	29	23	25	20	15	22	24	30	41	50

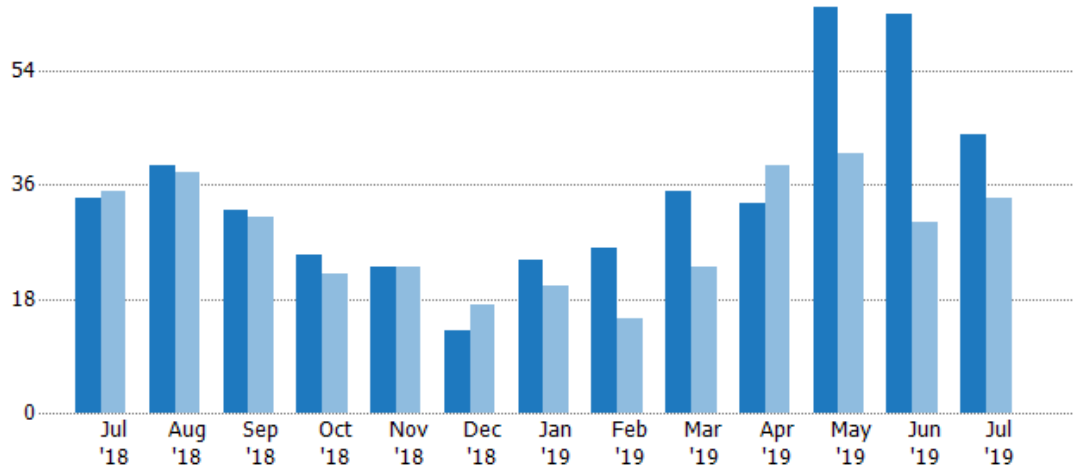
## New Pending Sales

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.
Jul '19	44	29.4%
Jul '18	34	-2.9%
Jul '17	35	2.9%



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

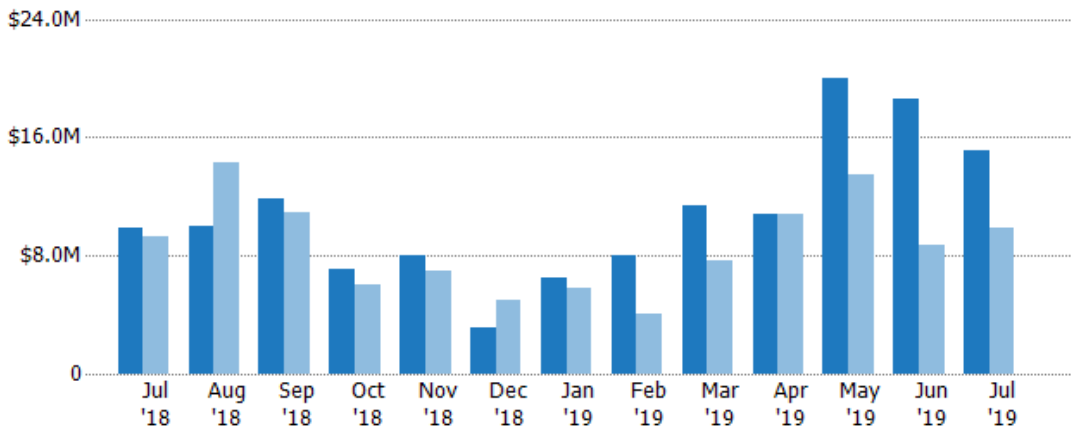
## New Pending Sales Volume

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.
Jul '19	\$15.1M	52.4%
Jul '18	\$9.89M	6%
Jul '17	\$9.33M	12.4%



	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19
Current Year	\$9.89M	\$10M	\$11.8M	\$7.04M	\$8.05M	\$3.07M	\$6.54M	\$7.95M	\$11.3M	\$10.8M	\$20M	\$18.5M	\$15.1M
Prior Year	\$9.33M	\$14.3M	\$10.9M	\$6.06M	\$6.97M	\$4.93M	\$5.85M	\$4.07M	\$7.69M	\$10.8M	\$13.5M	\$8.68M	\$9.89M
Percent Change from Prior Year	6%	-30%	8%	16%	15%	-38%	12%	96%	47%	0%	48%	114%	52%



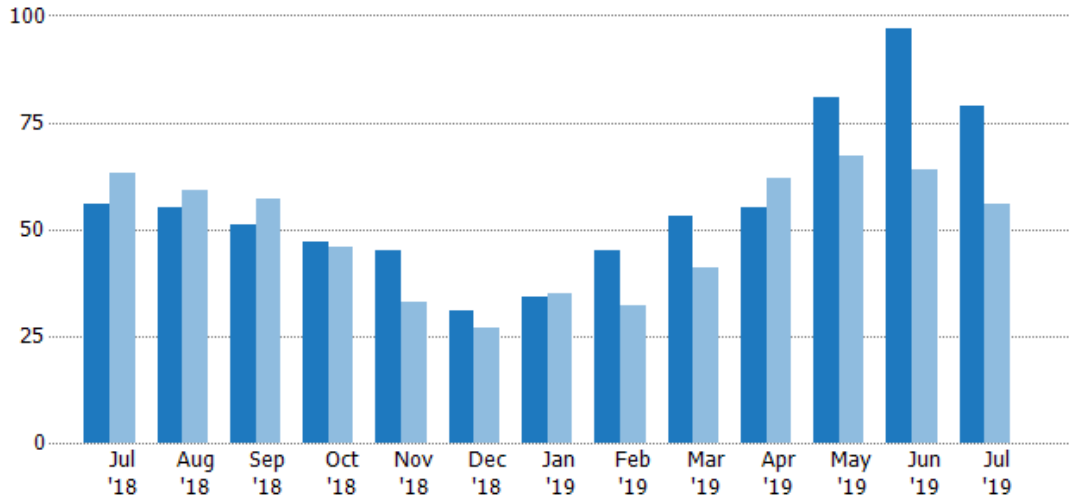
## Pending Sales

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.
Jul '19	79	41.1%
Jul '18	56	-11.1%
Jul '17	63	11.1%



	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19
Current Year	56	55	51	47	45	31	34	45	53	55	81	97	79
Prior Year	63	59	57	46	33	27	35	32	41	62	67	64	56
Percent Change from Prior Year	-11%	-7%	-11%	2%	36%	15%	-3%	41%	29%	-11%	21%	52%	41%

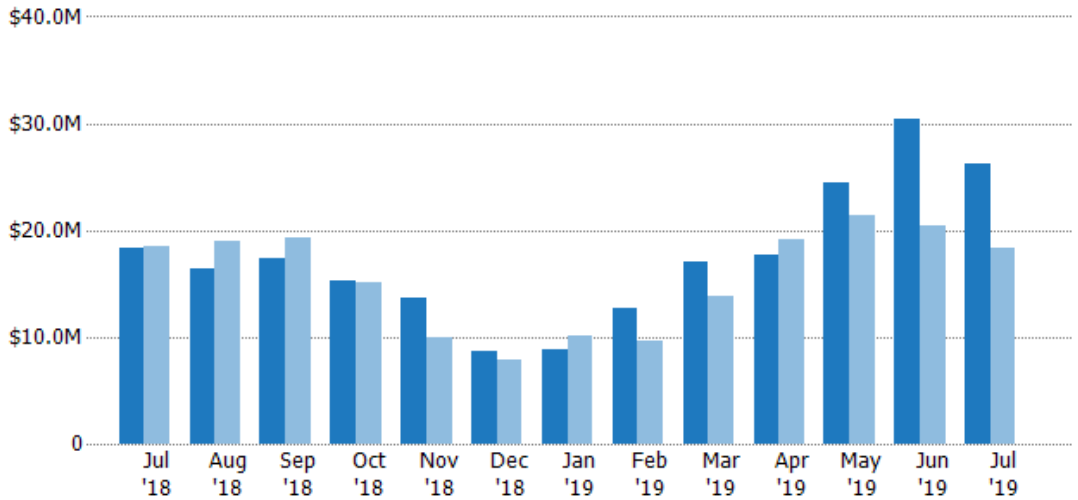
## Pending Sales Volume

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.
Jul '19	\$26.3M	43.6%
Jul '18	\$18.3M	-0.9%
Jul '17	\$18.5M	-3.1%



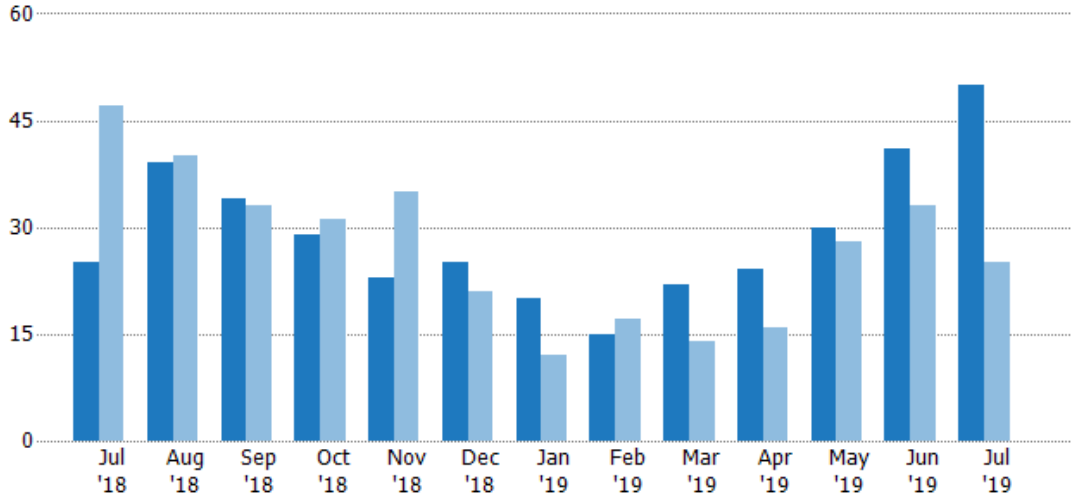
	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19
Current Year	\$18.3M	\$16.5M	\$17.4M	\$15.3M	\$13.6M	\$8.65M	\$8.88M	\$12.7M	\$17M	\$17.7M	\$24.5M	\$30.5M	\$26.3M
Prior Year	\$18.5M	\$19M	\$19.2M	\$15.1M	\$9.95M	\$7.88M	\$10.1M	\$9.63M	\$13.8M	\$19.1M	\$21.4M	\$20.5M	\$18.3M
Percent Change from Prior Year	-1%	-13%	-9%	1%	37%	10%	-12%	32%	24%	-8%	14%	49%	44%

## 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.
Jul '19	50	100%
Jul '18	25	-46.8%
Jul '17	47	-48.9%

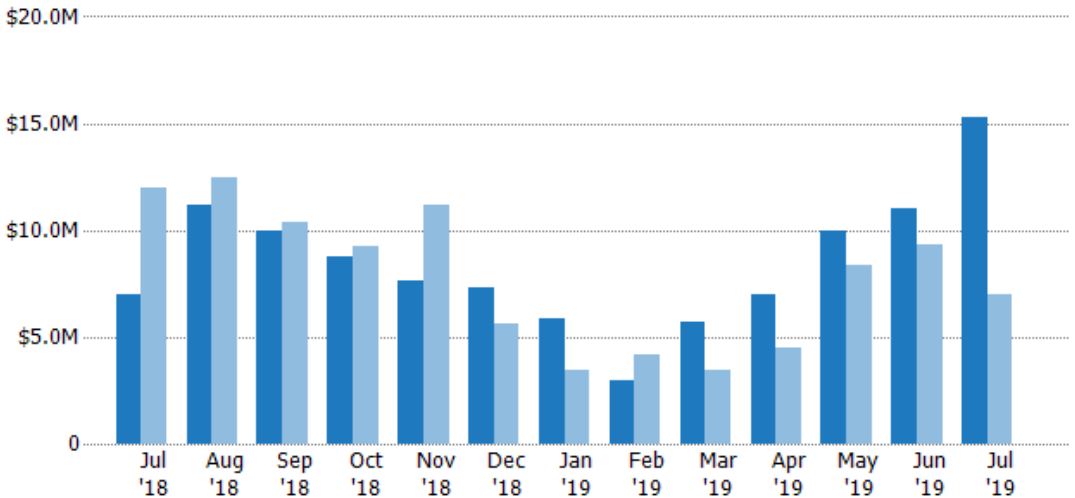
	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19
Current Year	25	39	34	29	23	25	20	15	22	24	30	41	50
Prior Year	47	40	33	31	35	21	12	17	14	16	28	33	25
Percent Change from Prior Year	-47%	-3%	3%	-6%	-34%	19%	67%	-12%	57%	50%	7%	24%	100%

## 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.
Jul '19	\$15.3M	118.4%
Jul '18	\$7M	-41.7%
Jul '17	\$12M	-49.8%

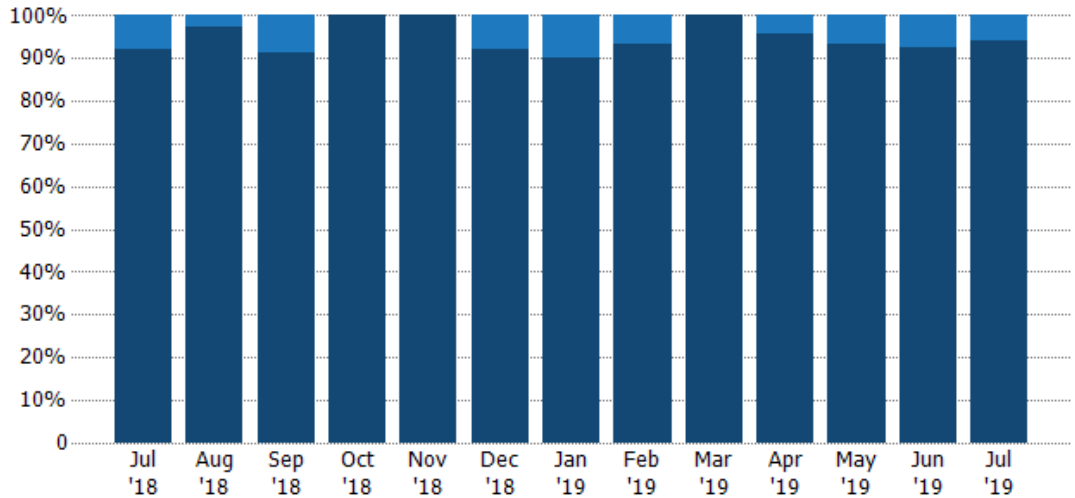
	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19
Current Year	\$7M	\$11.2M	\$9.94M	\$8.77M	\$7.6M	\$7.33M	\$5.87M	\$2.98M	\$5.7M	\$7.01M	\$9.94M	\$11M	\$15.3M
Prior Year	\$12M	\$12.5M	\$10.4M	\$9.27M	\$11.2M	\$5.63M	\$3.48M	\$4.15M	\$3.42M	\$4.52M	\$8.4M	\$9.31M	\$7M
Percent Change from Prior Year	-42%	-10%	-4%	-5%	-32%	30%	69%	-28%	67%	55%	18%	18%	118%

## 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



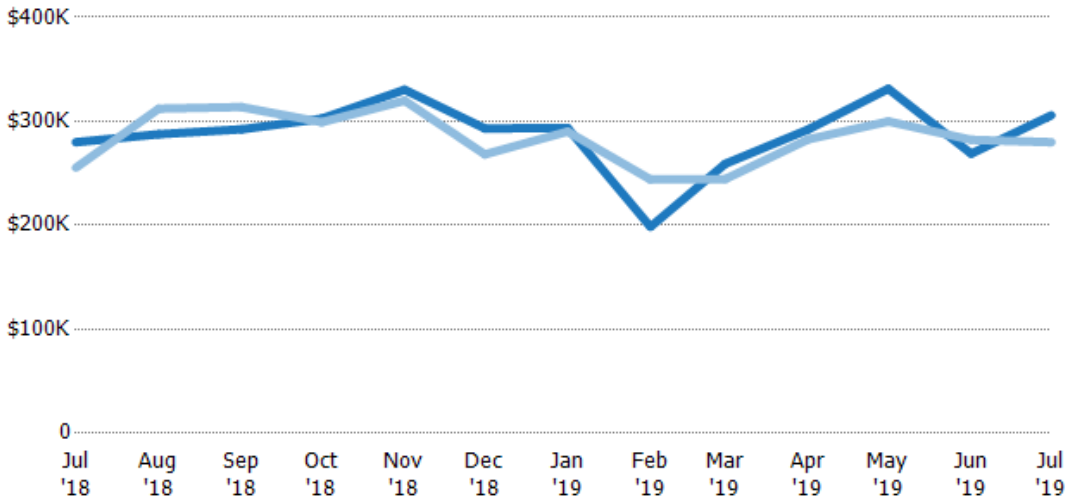
Condo/Townhouse	8%	3%	9%	-	-	8%	10%	7%	-	4%	7%	7%	6%
Single Family Residence	92%	97%	91%	100%	100%	92%	90%	93%	100%	96%	93%	93%	94%

## 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	\$280K	\$288K	\$292K	\$303K	\$330K	\$293K	\$293K	\$199K	\$259K	\$292K	\$331K	\$269K	\$306K
Prior Year	\$255K	\$312K	\$314K	\$299K	\$320K	\$268K	\$290K	\$244K	\$244K	\$283K	\$300K	\$282K	\$280K
Percent Change from Prior Year	10%	-8%	-7%	1%	3%	9%	1%	-19%	6%	3%	10%	-5%	9%

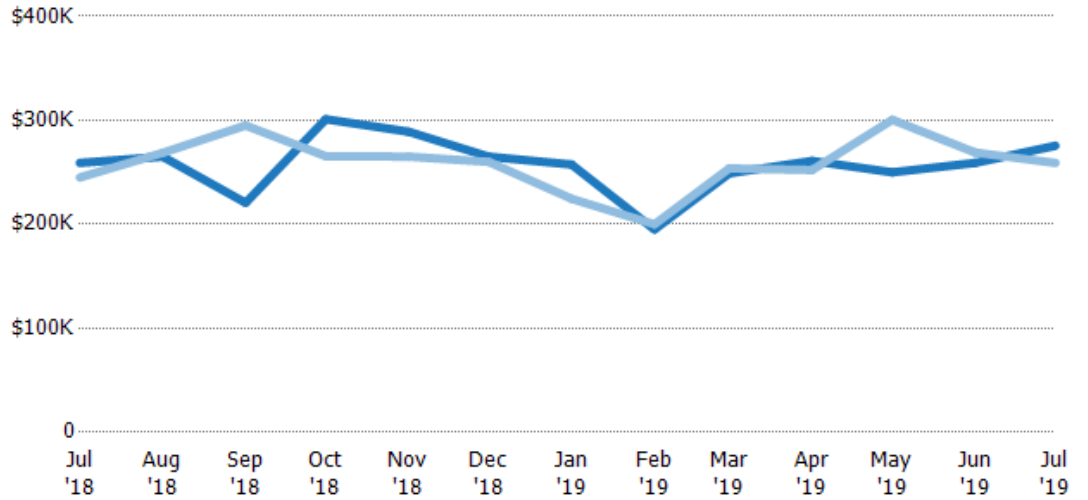
## Median Sales Price

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.
Jul '19	\$276K	6.4%
Jul '18	\$259K	5.7%
Jul '17	\$245K	0.3%



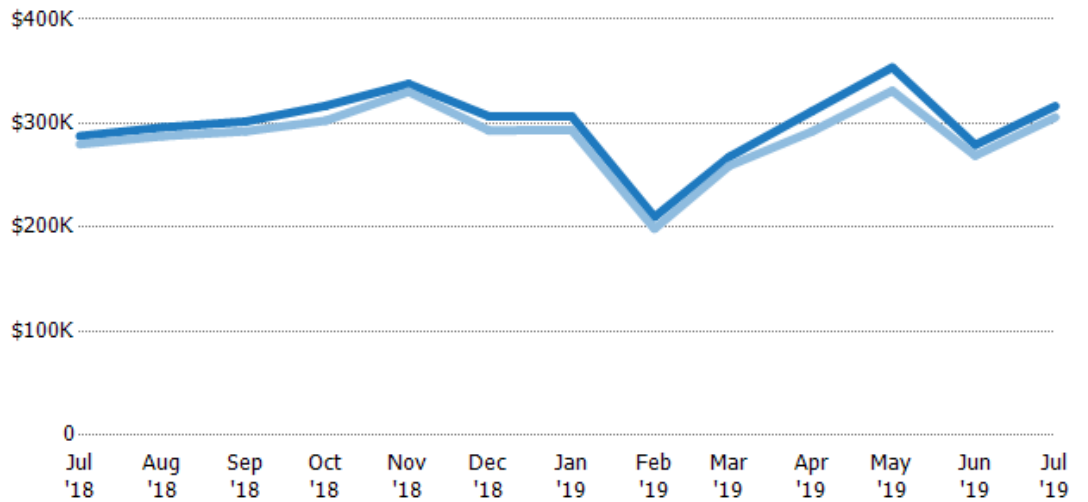
Current Year	\$259K	\$265K	\$221K	\$301K	\$289K	\$265K	\$257K	\$195K	\$249K	\$261K	\$250K	\$259K	\$276K
Prior Year	\$245K	\$269K	\$295K	\$266K	\$265K	\$260K	\$225K	\$200K	\$254K	\$252K	\$301K	\$269K	\$259K
Percent Change from Prior Year	6%	-1%	-25%	13%	9%	2%	15%	-3%	-2%	3%	-17%	-4%	6%

## 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



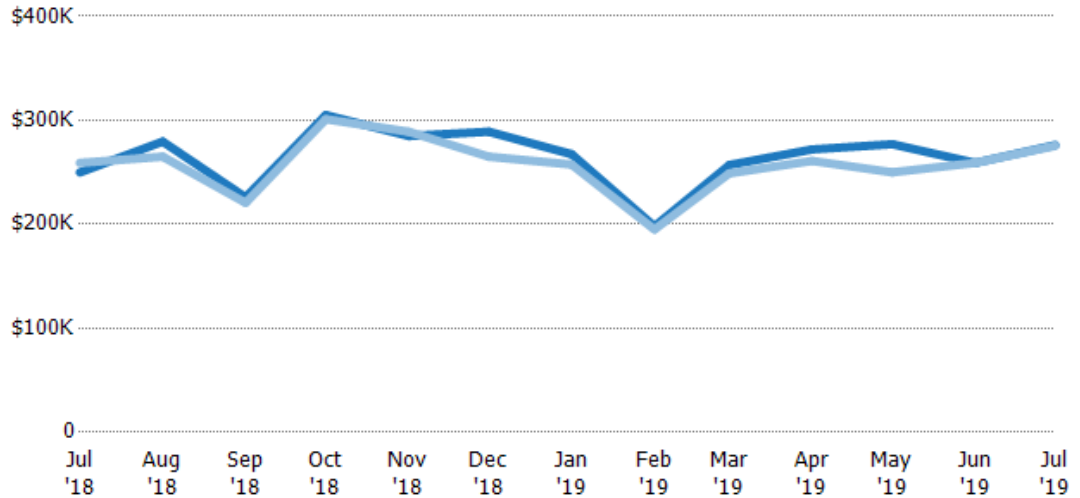
Avg List Price	\$288K	\$296K	\$302K	\$317K	\$338K	\$307K	\$307K	\$210K	\$268K	\$312K	\$354K	\$279K	\$316K
Avg Sales Price	\$280K	\$288K	\$292K	\$303K	\$330K	\$293K	\$293K	\$199K	\$259K	\$292K	\$331K	\$269K	\$306K
Avg Sales Price as a % of Avg List Price	97%	97%	97%	95%	98%	96%	96%	95%	97%	94%	94%	96%	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



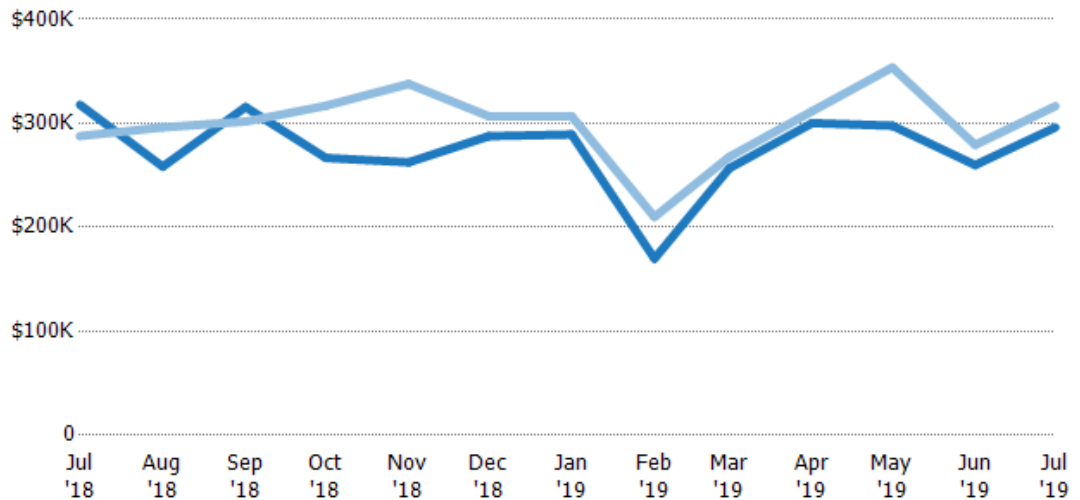
	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19
Median List Price	\$250K	\$280K	\$226K	\$305K	\$285K	\$289K	\$267K	\$198K	\$257K	\$272K	\$277K	\$259K	\$276K
Median Sales Price	\$259K	\$265K	\$221K	\$301K	\$289K	\$265K	\$257K	\$195K	\$249K	\$261K	\$250K	\$259K	\$276K
Med Sales Price as a % of Med List Price	104%	95%	98%	99%	101%	92%	96%	98%	97%	96%	90%	100%	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



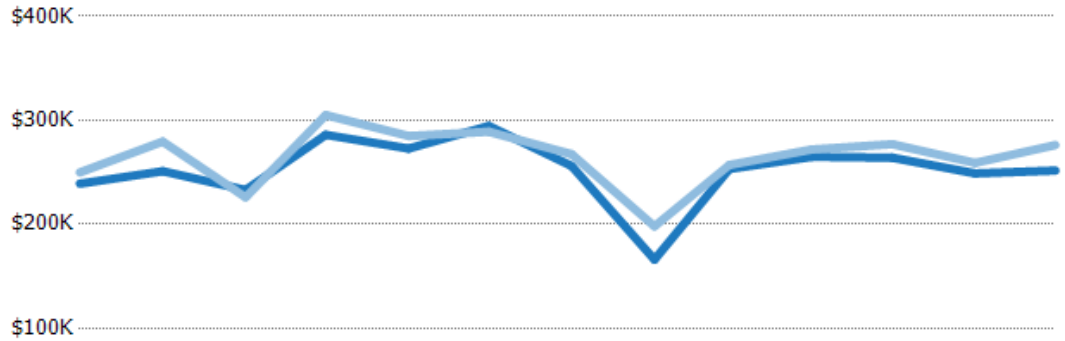
	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19
Avg Est Value	\$318K	\$258K	\$316K	\$267K	\$262K	\$288K	\$289K	\$170K	\$257K	\$300K	\$298K	\$260K	\$296K
Avg Sales Price	\$288K	\$296K	\$302K	\$317K	\$338K	\$307K	\$307K	\$210K	\$268K	\$312K	\$354K	\$279K	\$316K
Avg Sales Price as a % of Avg Est Value	91%	115%	96%	119%	129%	107%	106%	124%	104%	104%	119%	107%	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



	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19
Median Est Value	\$239K	\$251K	\$233K	\$286K	\$273K	\$295K	\$256K	\$166K	\$253K	\$265K	\$264K	\$249K	\$252K
Median Sales Price	\$250K	\$280K	\$226K	\$305K	\$285K	\$289K	\$267K	\$198K	\$257K	\$272K	\$277K	\$259K	\$276K
Med Sales Price as a % of Med Est Value	105%	111%	97%	107%	104%	98%	104%	119%	102%	103%	105%	104%	110%