

## 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	Nov 2019	Nov 2018	+ / -	YTD 2019	YTD 2018	+ / -
<b>Listing Activity Charts Metrics</b>						
New Listing Count	19	22	-13.6%	467	460	+1.5%
New Listing Volume	\$6,116,800	\$7,165,200	-14.6%	\$148,037,493	\$158,302,747	-6.5%
Active Listing Count	161	239	-32.6%	N/A	N/A	
Active Listing Volume	\$64,526,327	\$95,335,234	-32.3%	N/A	N/A	
Average Listing Price	\$400,785	\$398,892	+0.5%	\$394,662	\$401,657	-1.7%
Median Listing Price	\$284,000	\$280,000	+1.4%	\$287,075	\$293,971	-2.3%
Median Days in RPR	128	161	-20.5%	130.13	135.2	-3.8%
Months of Inventory	4.9	8.2	-40.8%	8.3	7.9	+5.8%
Absorption Rate	20.5%	12.13%	+8.4%	11.99%	12.69%	-0.7%
<b>Sales Activity Charts Metrics</b>						
New Pending Sales Count	26	22	+18.2%	438	321	+36.4%
New Pending Sales Volume	\$6,822,100	\$7,780,100	-12.3%	\$131,682,450	\$97,053,276	+35.7%
Pending Sales Count	57	45	+26.7%	N/A	N/A	
Pending Sales Volume	\$15,007,200	\$13,588,100	+10.4%	N/A	N/A	
Closed Sales Count	27	23	+17.4%	340	274	+24.1%
Closed Sales Volume	\$7,854,305	\$7,598,471	+3.4%	\$101,221,480	\$79,040,970	+28.1%
Average Sales Price	\$290,900	\$330,368	-11.9%	\$297,710	\$288,471	+3.2%
Median Sales Price	\$246,000	\$289,000	-14.9%	\$265,529	\$261,778	+1.4%

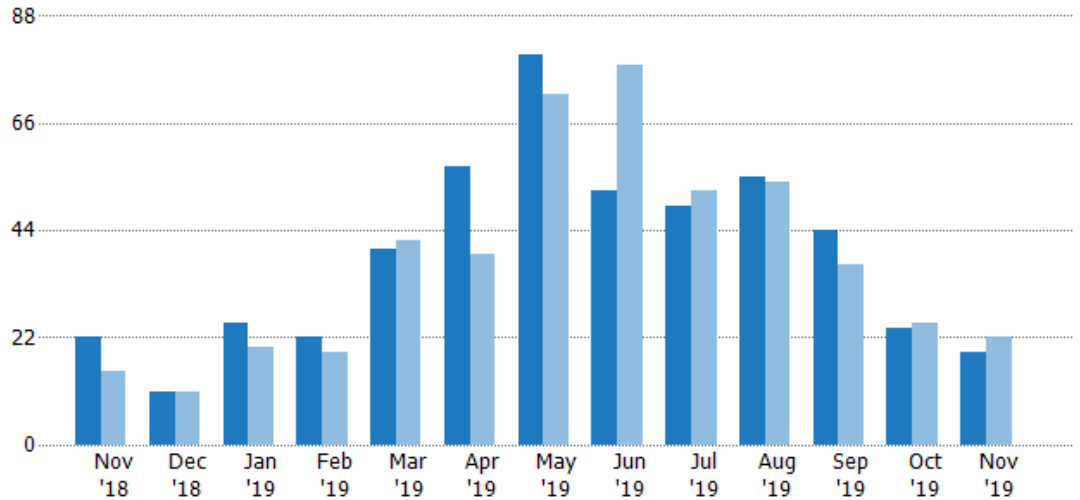
## New Listings

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.
Nov '19	19	-13.6%
Nov '18	22	46.7%
Nov '17	15	33.3%



	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Current Year	22	11	25	22	40	57	80	52	49	55	44	24	19
Prior Year	15	11	20	19	42	39	72	78	52	54	37	25	22
Percent Change from Prior Year	47%	0%	25%	16%	-5%	46%	11%	-33%	-6%	2%	19%	-4%	-14%

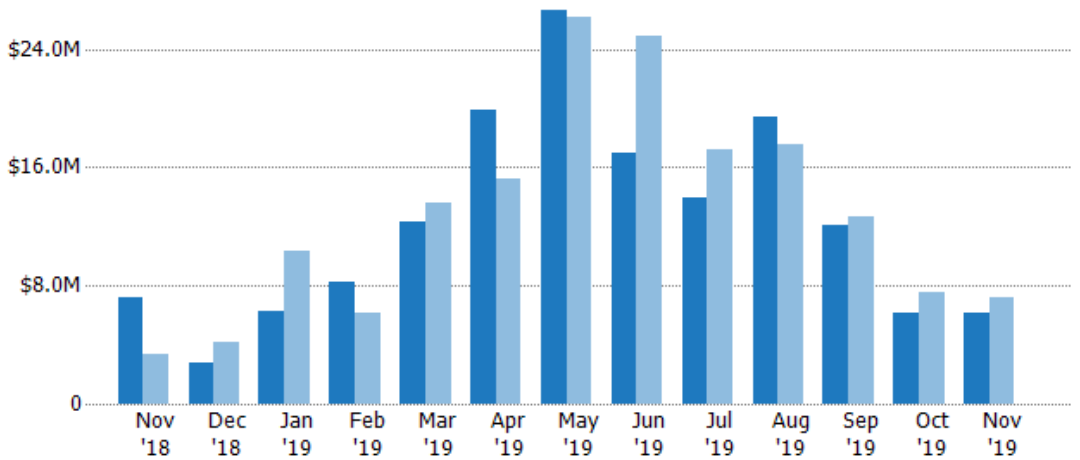
## New Listing Volume

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.
Nov '19	\$6.12M	-14.6%
Nov '18	\$7.17M	111.9%
Nov '17	\$3.38M	262%



	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Current Year	\$7.17M	\$2.72M	\$6.21M	\$8.21M	\$12.3M	\$19.9M	\$26.7M	\$17M	\$14M	\$19.4M	\$12M	\$6.2M	\$6.12M
Prior Year	\$3.38M	\$4.16M	\$10.3M	\$6.1M	\$13.6M	\$15.2M	\$26.1M	\$24.9M	\$17.2M	\$17.5M	\$12.7M	\$7.49M	\$7.17M
Percent Change from Prior Year	112%	-34%	-40%	34%	-9%	30%	2%	-32%	-19%	11%	-5%	-17%	-15%

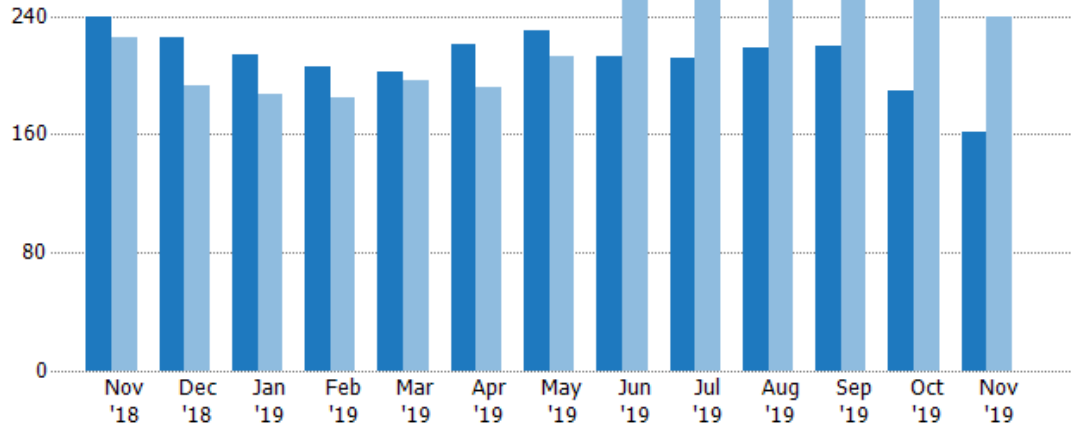
## Active Listings

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.
Nov '19	161	-32.6%
Nov '18	239	5.8%
Nov '17	226	-2.2%



Current Year	239	226	214	206	202	221	230	213	211	218	220	189	161
Prior Year	226	193	187	185	197	192	213	252	259	266	265	251	239
Percent Change from Prior Year	6%	17%	14%	11%	3%	15%	8%	-15%	-19%	-18%	-17%	-25%	-33%

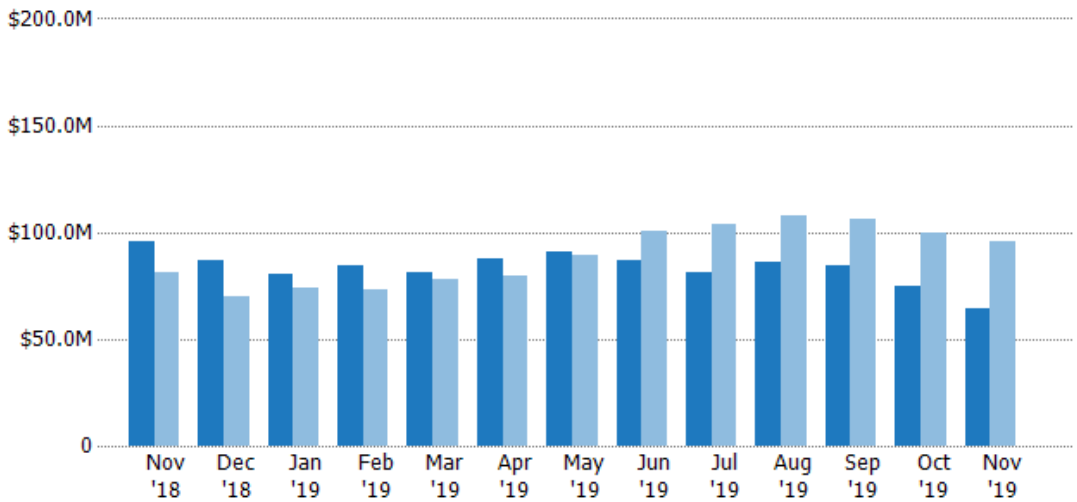
## Active Listing Volume

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.
Nov '19	\$64.5M	-32.3%
Nov '18	\$95.3M	17.1%
Nov '17	\$81.4M	1.8%



Current Year	\$95.3M	\$86.7M	\$80.4M	\$84.3M	\$81.3M	\$87.3M	\$90.8M	\$87M	\$81.5M	\$85.6M	\$84.6M	\$74.5M	\$64.5M
Prior Year	\$81.4M	\$70.1M	\$73.6M	\$73.1M	\$77.7M	\$79.8M	\$89.2M	\$100M	\$104M	\$108M	\$106M	\$100M	\$95.3M
Percent Change from Prior Year	17%	24%	9%	15%	5%	9%	2%	-13%	-22%	-21%	-20%	-25%	-32%

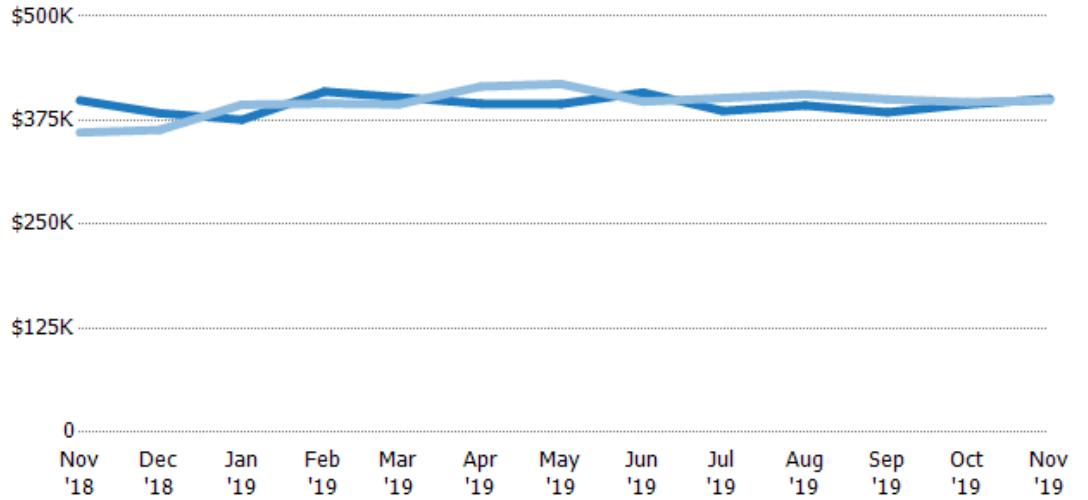
## Average Listing Price

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.
Nov '19	\$401K	0.5%
Nov '18	\$399K	10.7%
Nov '17	\$360K	4.1%



Current Year	\$399K	\$384K	\$376K	\$409K	\$403K	\$395K	\$395K	\$408K	\$386K	\$393K	\$385K	\$394K	\$401K
Prior Year	\$360K	\$363K	\$394K	\$395K	\$394K	\$416K	\$419K	\$397K	\$402K	\$406K	\$400K	\$397K	\$399K
Percent Change from Prior Year	11%	6%	-5%	4%	2%	-5%	-6%	3%	-4%	-3%	-4%	-1%	0%

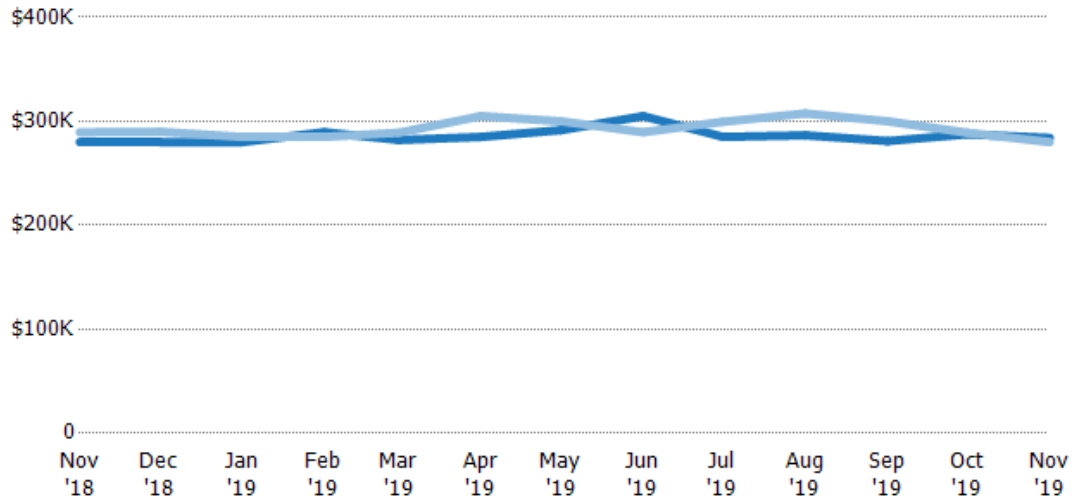
## Median Listing Price

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.
Nov '19	\$284K	1.4%
Nov '18	\$280K	-3.3%
Nov '17	\$289K	-10.3%



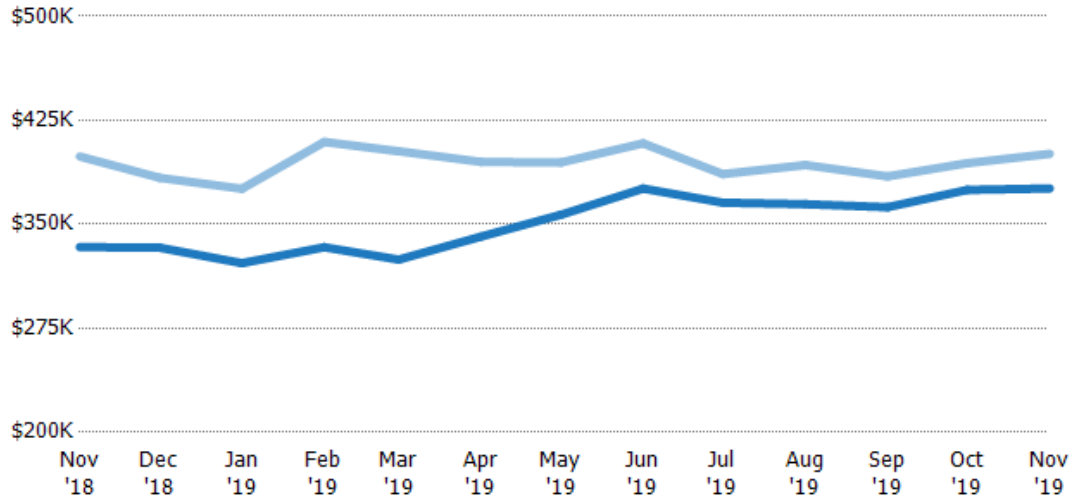
Current Year	\$280K	\$280K	\$280K	\$290K	\$282K	\$285K	\$291K	\$305K	\$285K	\$287K	\$281K	\$288K	\$284K
Prior Year	\$289K	\$290K	\$285K	\$285K	\$289K	\$305K	\$300K	\$290K	\$300K	\$308K	\$300K	\$289K	\$280K
Percent Change from Prior Year	-3%	-3%	-2%	2%	-2%	-7%	-3%	5%	-5%	-7%	-6%	-1%	1%

## 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



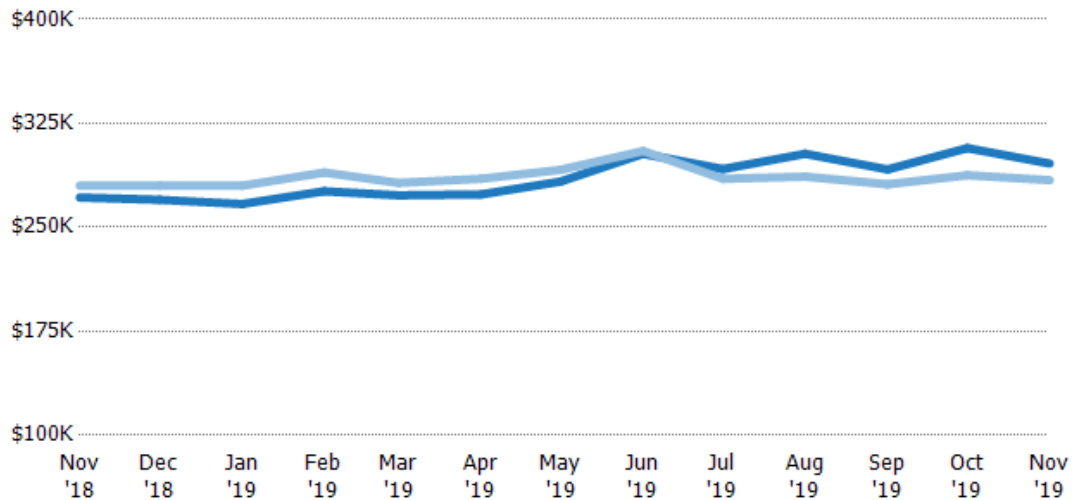
	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Avg Est Value	\$334K	\$333K	\$322K	\$333K	\$325K	\$341K	\$357K	\$376K	\$366K	\$365K	\$362K	\$375K	\$376K
Avg Listing Price	\$399K	\$384K	\$376K	\$409K	\$403K	\$395K	\$395K	\$408K	\$386K	\$393K	\$385K	\$394K	\$401K
Avg Listing Price as a % of Avg Est Value	120%	115%	117%	123%	124%	116%	111%	109%	106%	108%	106%	105%	107%

## 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



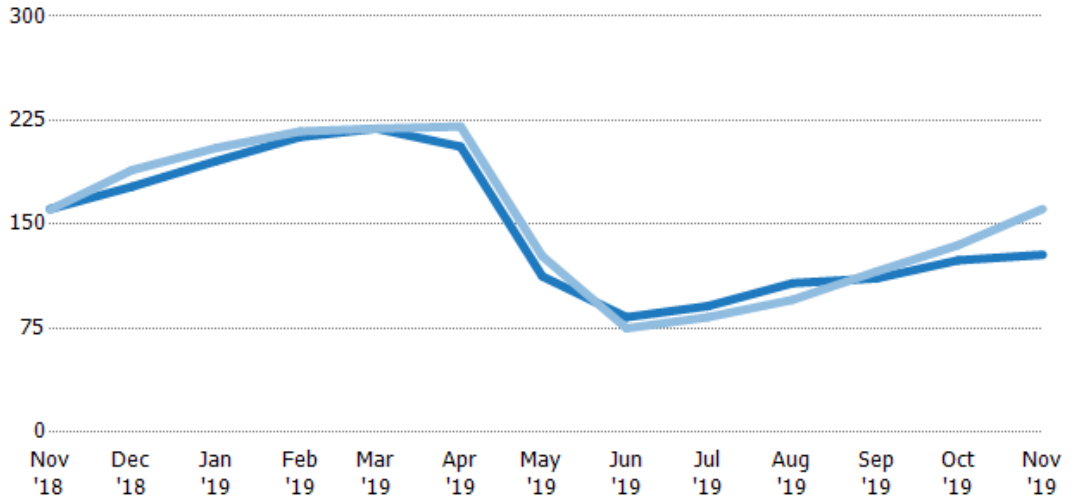
	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Median Est Value	\$271K	\$270K	\$267K	\$276K	\$273K	\$274K	\$283K	\$303K	\$292K	\$303K	\$292K	\$307K	\$296K
Median Listing Price	\$280K	\$280K	\$280K	\$290K	\$282K	\$285K	\$291K	\$305K	\$285K	\$287K	\$281K	\$288K	\$284K
Med Listing Price as a % of Med Est Value	103%	104%	105%	105%	103%	104%	103%	101%	98%	95%	96%	94%	96%

## 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.
Nov '19	128	-20.5%
Nov '18	161	0.3%
Nov '17	161	-1.6%

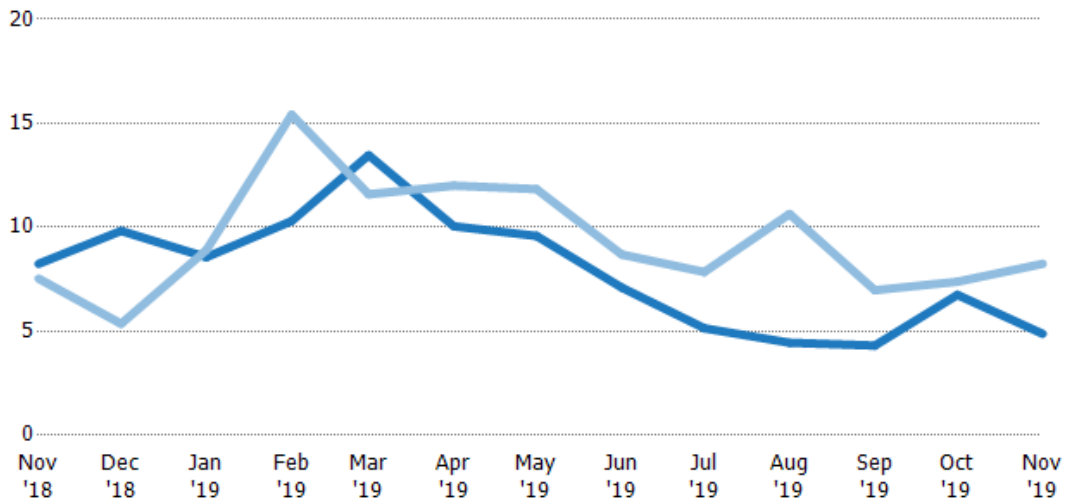
Current Year	161	177	196	213	219	206	113	83	91	108	111	124	128
Prior Year	161	189	205	217	219	221	127	75	83	95.5	116	135	161
Percent Change from Prior Year	0%	-6%	-5%	-2%	0%	-7%	-11%	11%	10%	13%	-4%	-8%	-20%

## 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.
Nov '19	4.88	-40.8%
Nov '18	8.24	9.4%
Nov '17	7.53	-8.3%

Current Year	8.24	9.83	8.56	10.3	13.5	10	9.58	7.1	5.15	4.45	4.31	6.75	4.88
Prior Year	7.53	5.36	8.9	15.4	11.6	12	11.8	8.69	7.85	10.6	6.97	7.38	8.24
Percent Change from Prior Year	9%	83%	-4%	-33%	16%	-16%	-19%	-18%	-34%	-58%	-38%	-9%	-41%

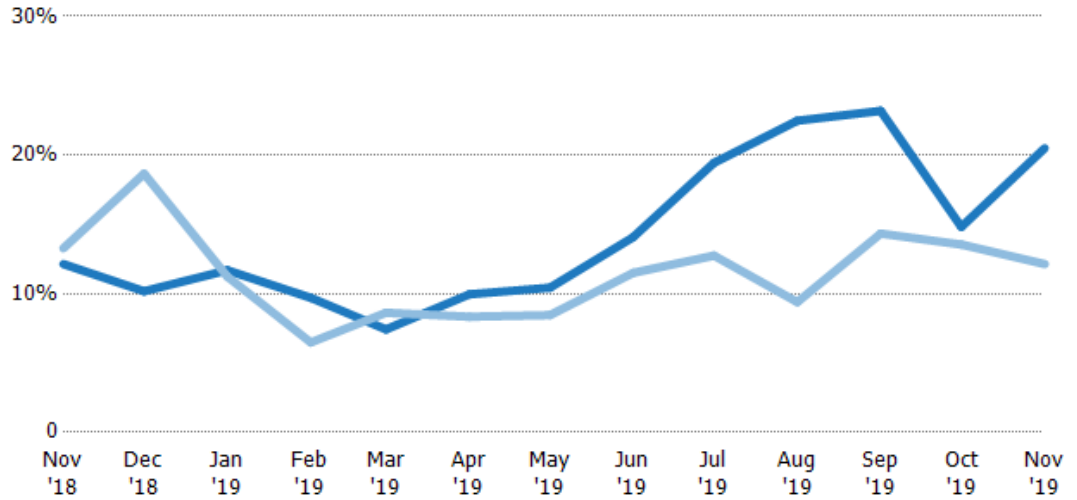
## Absorption Rate

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.
Nov '19	20%	-8.4%
Nov '18	12%	1.1%
Nov '17	13%	9%



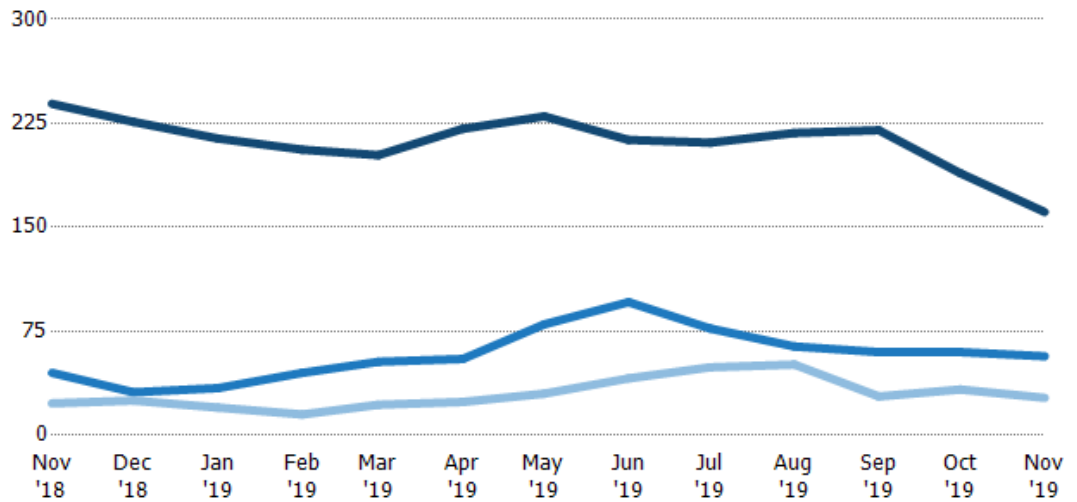
Current Year	12%	10%	12%	10%	7%	10%	10%	14%	19%	22%	23%	15%	20%
Prior Year	13%	19%	11%	6%	9%	8%	8%	12%	13%	9%	14%	14%	12%
Change from Prior Year	1%	8%	0%	-3%	1%	-2%	-2%	-3%	-7%	-13%	-9%	-1%	-8%

## 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



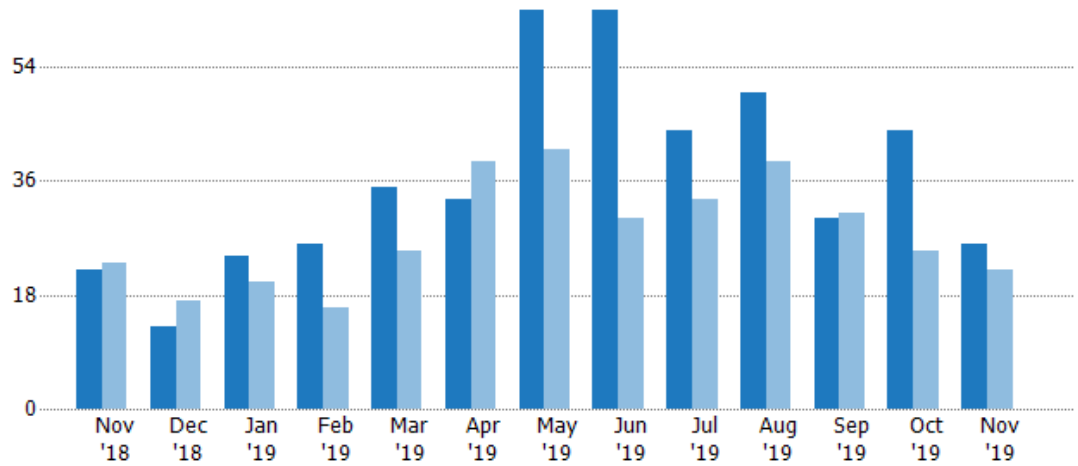
Active	239	226	214	206	202	221	230	213	211	218	220	189	161
Pending	45	31	34	45	53	55	80	96	77	64	60	60	57
Sold	23	25	20	15	22	24	30	41	49	51	28	33	27

## 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



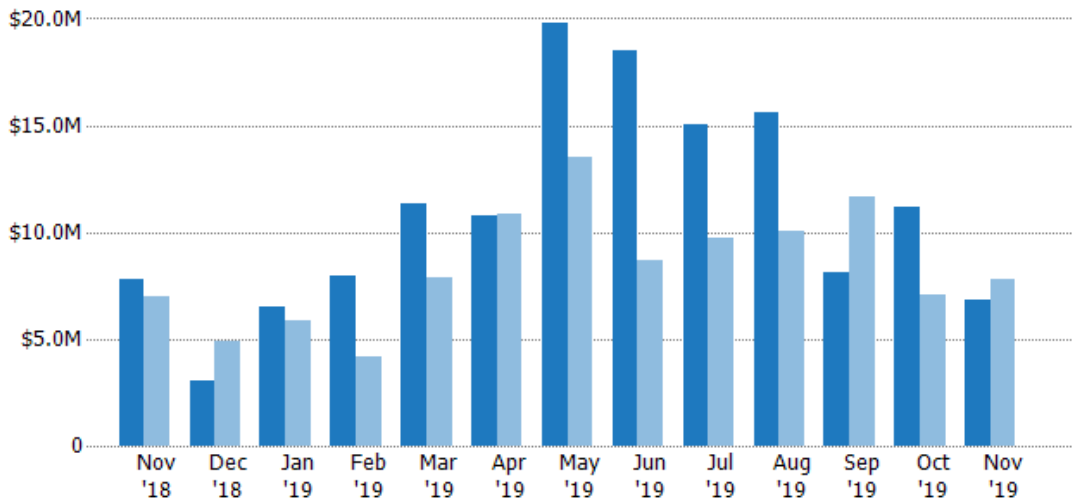
	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Current Year	22	13	24	26	35	33	63	63	44	50	30	44	26
Prior Year	23	17	20	16	25	39	41	30	33	39	31	25	22
Percent Change from Prior Year	-4%	-24%	20%	63%	40%	-15%	54%	110%	33%	28%	-3%	76%	18%

## 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



	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Current Year	\$7.78M	\$3.07M	\$6.54M	\$7.95M	\$11.3M	\$10.8M	\$19.8M	\$18.5M	\$15.1M	\$15.6M	\$8.12M	\$11.1M	\$6.82M
Prior Year	\$6.97M	\$4.93M	\$5.85M	\$4.15M	\$7.85M	\$10.8M	\$13.5M	\$8.68M	\$9.73M	\$10M	\$11.6M	\$7.04M	\$7.78M
Percent Change from Prior Year	12%	-38%	12%	91%	45%	0%	46%	114%	55%	55%	-30%	58%	-12%

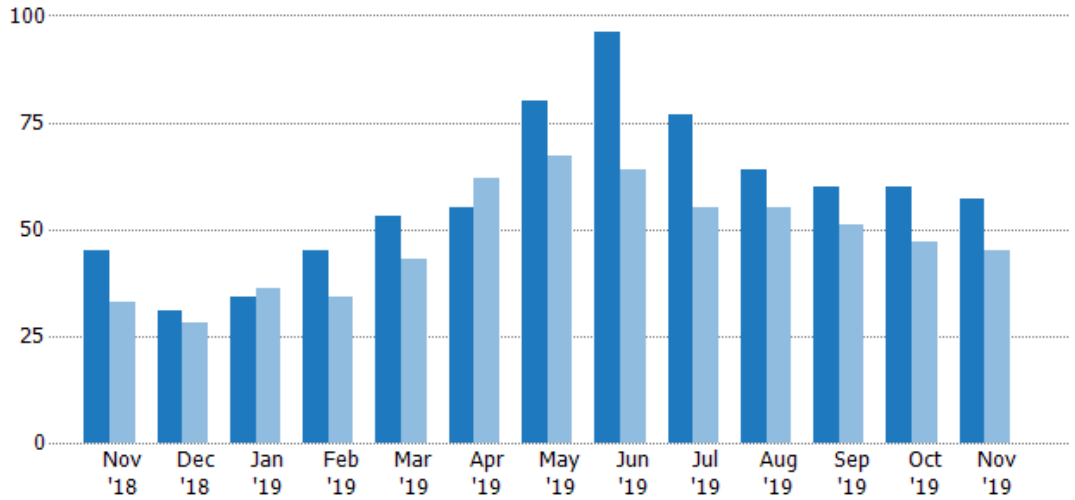


## Pending Sales

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.
Nov '19	57	26.7%
Nov '18	45	36.4%
Nov '17	33	51.5%

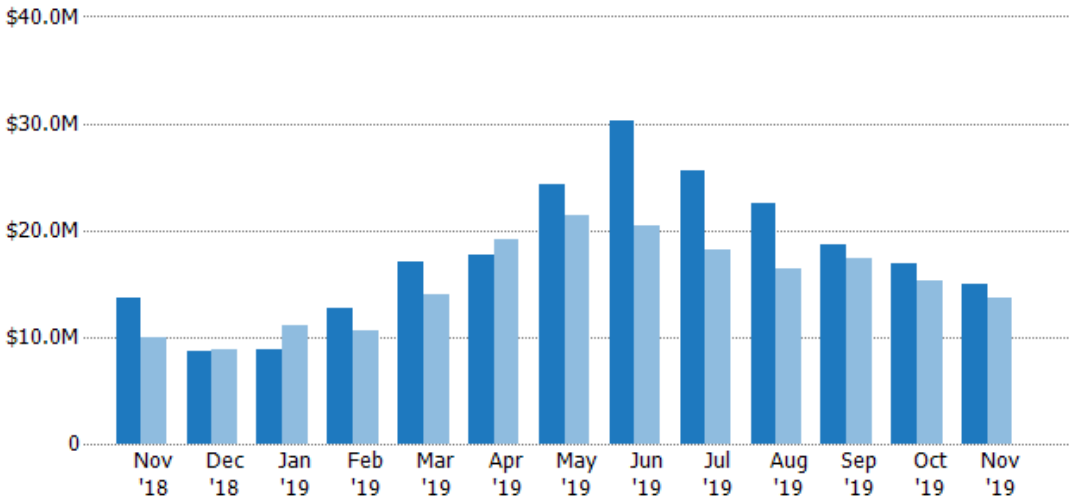
	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Current Year	45	31	34	45	53	55	80	96	77	64	60	60	57
Prior Year	33	28	36	34	43	62	67	64	55	55	51	47	45
Percent Change from Prior Year	36%	11%	-6%	32%	23%	-11%	19%	50%	40%	16%	18%	28%	27%

## 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.
Nov '19	\$15M	10.4%
Nov '18	\$13.6M	36.5%
Nov '17	\$9.95M	53.8%

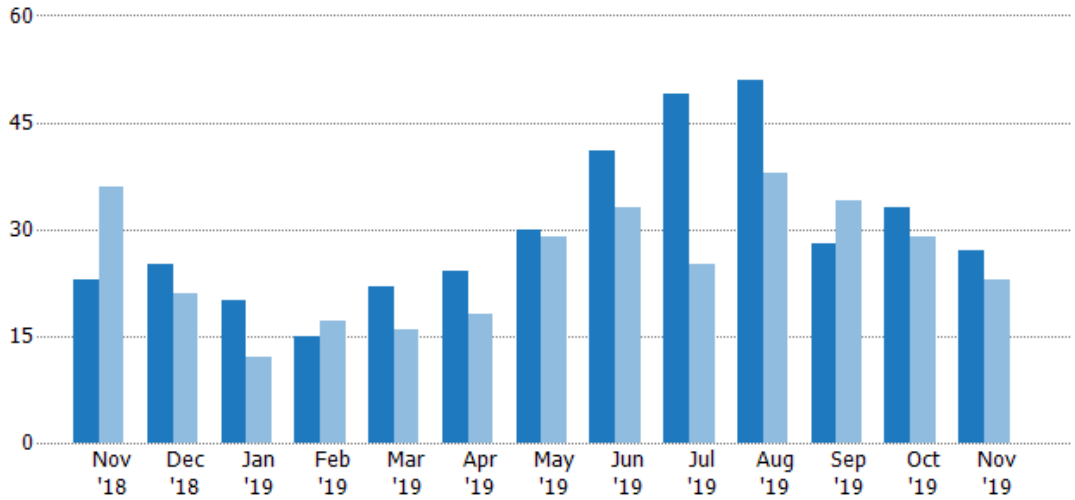
	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Current Year	\$13.6M	\$8.65M	\$8.88M	\$12.7M	\$17M	\$17.7M	\$24.2M	\$30.2M	\$25.6M	\$22.6M	\$18.6M	\$16.9M	\$15M
Prior Year	\$9.95M	\$8.83M	\$11M	\$10.7M	\$13.9M	\$19.1M	\$21.4M	\$20.5M	\$18.1M	\$16.5M	\$17.4M	\$15.3M	\$13.6M
Percent Change from Prior Year	37%	-2%	-19%	19%	22%	-8%	13%	47%	41%	37%	7%	11%	10%

## 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



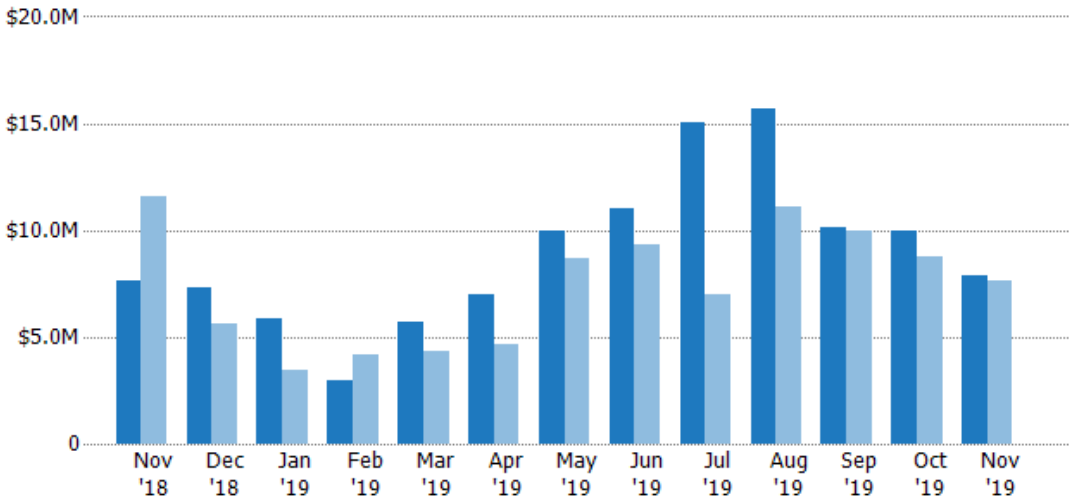
	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Current Year	23	25	20	15	22	24	30	41	49	51	28	33	27
Prior Year	36	21	12	17	16	18	29	33	25	38	34	29	23
Percent Change from Prior Year	-36%	19%	67%	-12%	38%	33%	3%	24%	96%	34%	-18%	14%	17%

## 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



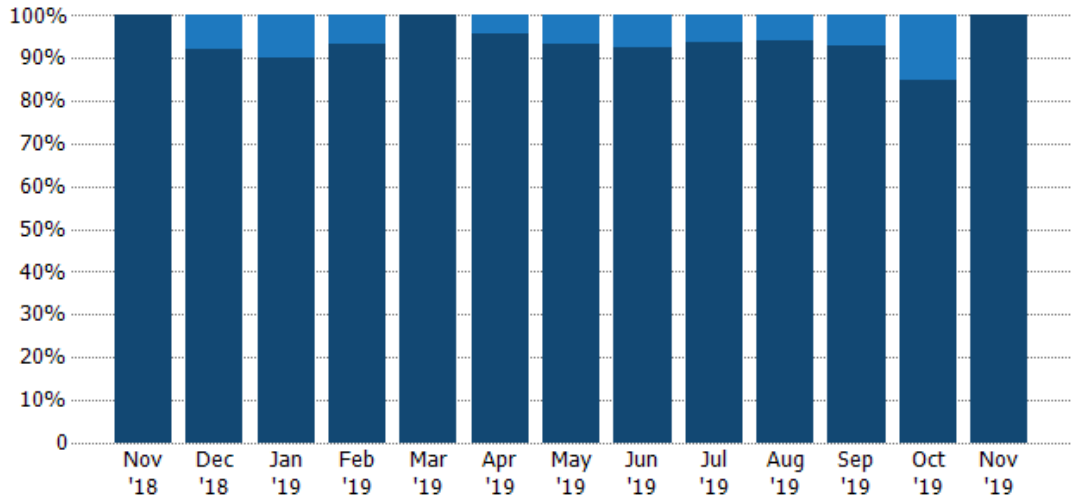
	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Current Year	\$7.6M	\$7.33M	\$5.87M	\$2.98M	\$5.7M	\$7.01M	\$9.94M	\$11M	\$15M	\$15.7M	\$10.1M	\$10M	\$7.85M
Prior Year	\$11.6M	\$5.63M	\$3.48M	\$4.15M	\$4.37M	\$4.65M	\$8.69M	\$9.31M	\$7M	\$11.1M	\$9.94M	\$8.77M	\$7.6M
Percent Change from Prior Year	-34%	30%	69%	-28%	30%	51%	14%	18%	115%	41%	2%	14%	3%

## 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



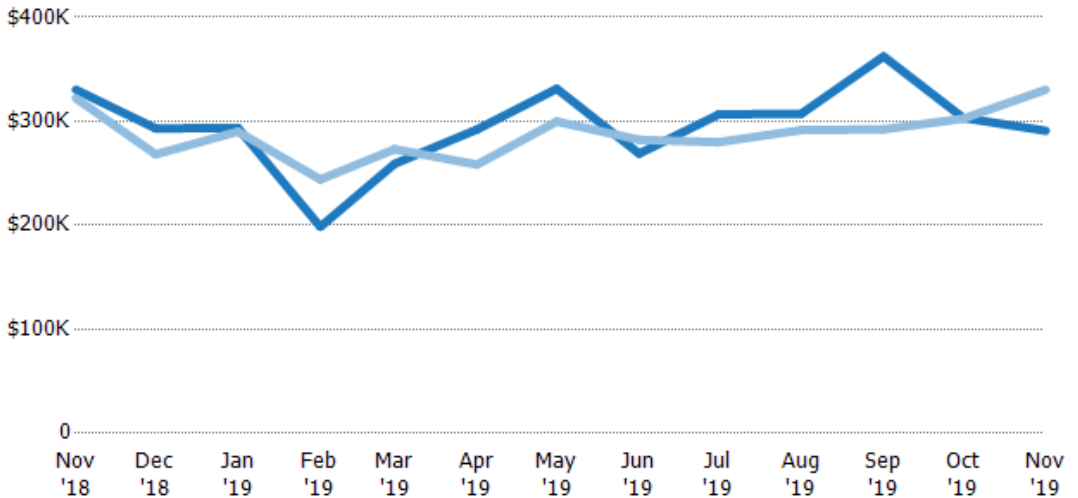
Property Type	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Condo/Townhouse	-	8%	10%	7%	-	4%	7%	7%	6%	6%	7%	15%	-
Single Family Residence	100%	92%	90%	93%	100%	96%	93%	93%	94%	94%	93%	85%	100%

## 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



Year	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov
Current Year	\$330K	\$293K	\$293K	\$199K	\$259K	\$292K	\$331K	\$269K	\$307K	\$307K	\$362K	\$303K	\$291K
Prior Year	\$322K	\$268K	\$290K	\$244K	\$273K	\$258K	\$300K	\$282K	\$280K	\$292K	\$292K	\$303K	\$330K
Percent Change from Prior Year	3%	9%	1%	-19%	-5%	13%	11%	-5%	10%	5%	24%	0%	-12%

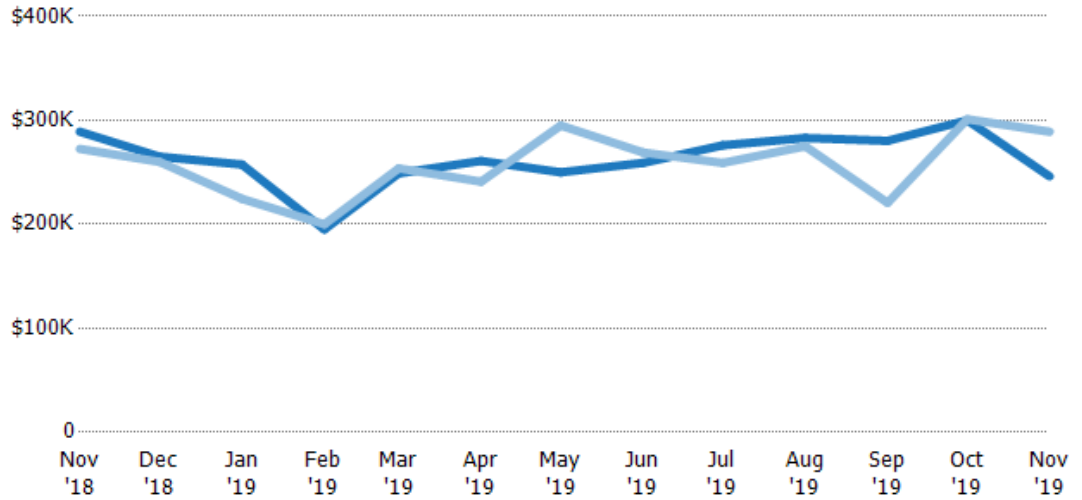
## Median Sales Price

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.
Nov '19	\$246K	-14.9%
Nov '18	\$289K	6.1%
Nov '17	\$273K	-8.1%



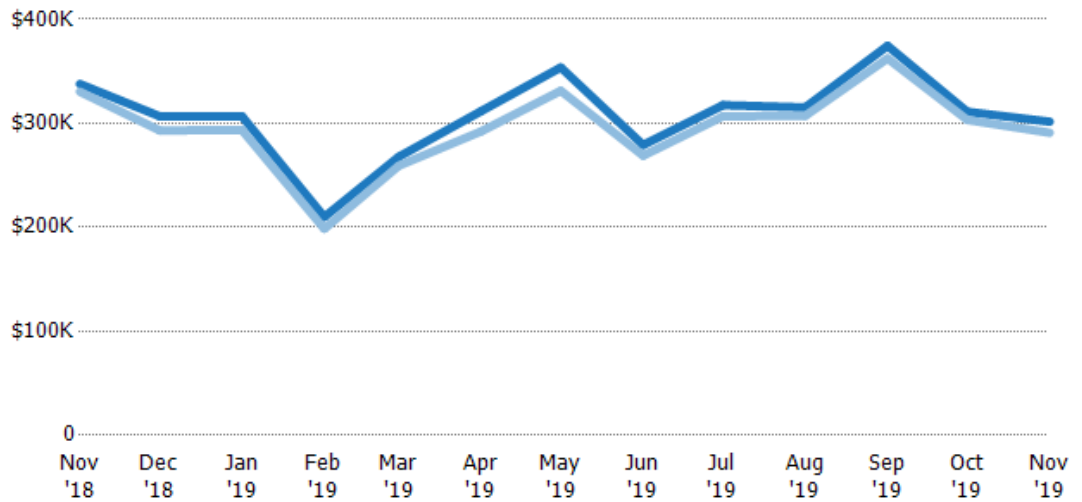
Current Year	\$289K	\$265K	\$257K	\$195K	\$249K	\$261K	\$250K	\$259K	\$276K	\$283K	\$280K	\$300K	\$246K
Prior Year	\$273K	\$260K	\$225K	\$200K	\$254K	\$241K	\$295K	\$269K	\$259K	\$275K	\$221K	\$301K	\$289K
Percent Change from Prior Year	6%	2%	15%	-3%	-2%	8%	-15%	-4%	7%	3%	27%	0%	-15%

## 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



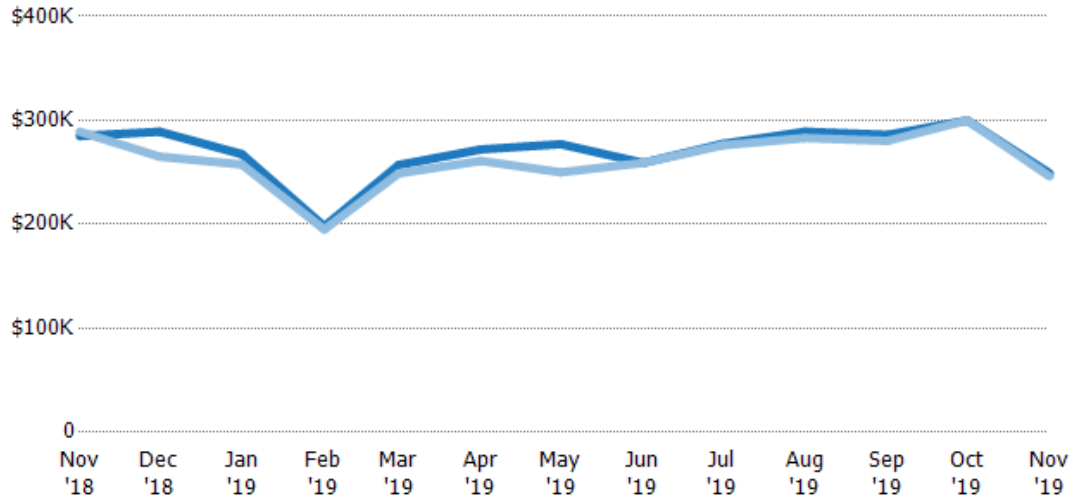
Avg List Price	\$338K	\$307K	\$307K	\$210K	\$268K	\$312K	\$354K	\$279K	\$317K	\$315K	\$374K	\$311K	\$302K
Avg Sales Price	\$330K	\$293K	\$293K	\$199K	\$259K	\$292K	\$331K	\$269K	\$307K	\$307K	\$362K	\$303K	\$291K
Avg Sales Price as a % of Avg List Price	98%	96%	96%	95%	97%	94%	94%	96%	97%	97%	97%	97%	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



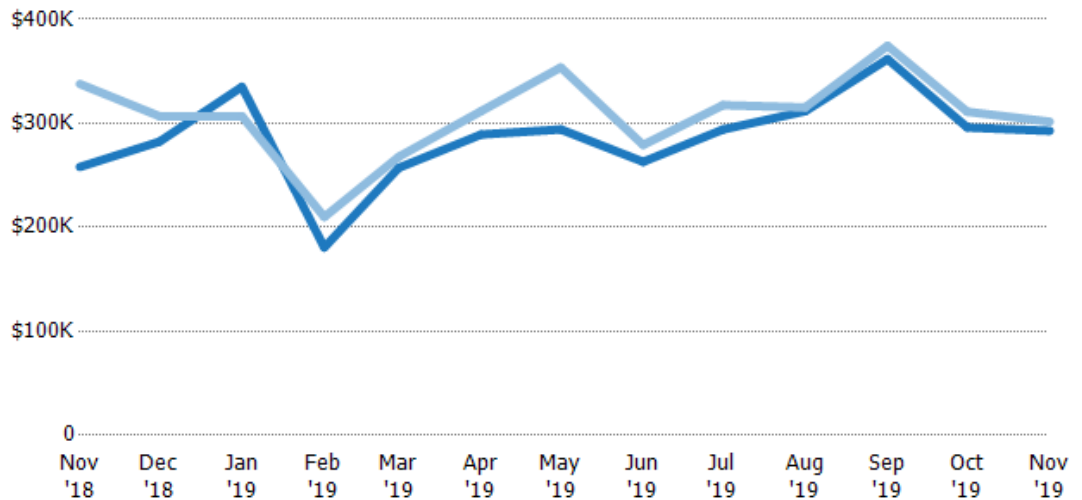
	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Median List Price	\$285K	\$289K	\$267K	\$198K	\$257K	\$272K	\$277K	\$259K	\$277K	\$289K	\$286K	\$300K	\$249K
Median Sales Price	\$289K	\$265K	\$257K	\$195K	\$249K	\$261K	\$250K	\$259K	\$276K	\$283K	\$280K	\$300K	\$246K
Med Sales Price as a % of Med List Price	101%	92%	96%	98%	97%	96%	90%	100%	99%	98%	98%	100%	99%

## 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



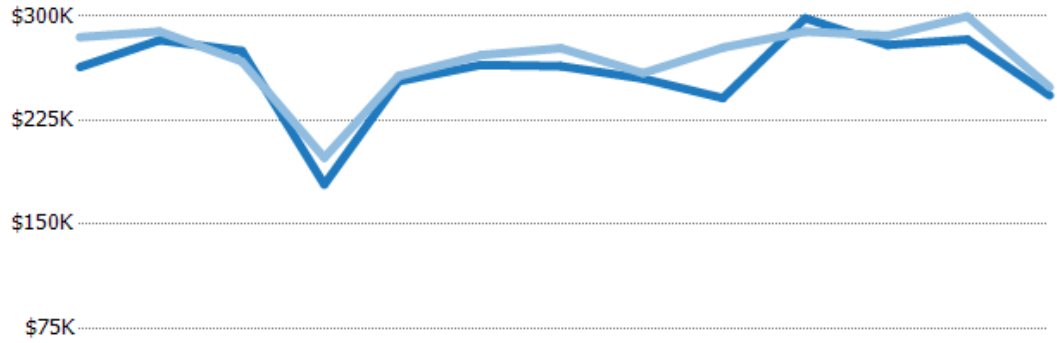
	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Avg Est Value	\$258K	\$282K	\$335K	\$181K	\$257K	\$289K	\$294K	\$263K	\$294K	\$312K	\$362K	\$296K	\$293K
Avg Sales Price	\$338K	\$307K	\$307K	\$210K	\$268K	\$312K	\$354K	\$279K	\$317K	\$315K	\$374K	\$311K	\$302K
Avg Sales Price as a % of Avg Est Value	131%	109%	92%	116%	104%	108%	120%	106%	108%	101%	104%	105%	103%

## 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



	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Median Est Value	\$263K	\$283K	\$275K	\$179K	\$253K	\$265K	\$264K	\$255K	\$241K	\$299K	\$279K	\$283K	\$243K
Median Sales Price	\$285K	\$289K	\$267K	\$198K	\$257K	\$272K	\$277K	\$259K	\$277K	\$289K	\$286K	\$300K	\$249K
Med Sales Price as a % of Med Est Value	108%	102%	97%	111%	102%	103%	105%	102%	115%	97%	102%	106%	102%