

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	Oct 2019	Oct 2018	+ / -	YTD 2019	YTD 2018	+ / -
Listing Activity Charts Metrics						
New Listing Count	24	25	-4%	448	437	+2.5%
New Listing Volume	\$6,207,400	\$7,493,743	-17.2%	\$142,030,565	\$150,937,647	-5.9%
Active Listing Count	189	250	-24.4%	N/A	N/A	
Active Listing Volume	\$74,623,399	\$99,361,634	-24.9%	N/A	N/A	
Average Listing Price	\$394,833	\$397,447	-0.7%	\$394,403	\$402,433	-2%
Median Listing Price	\$287,500	\$289,500	-0.7%	\$287,317	\$296,389	-3.1%
Median Days in RPR	124	135	-8.1%	130.28	132.93	-2%
Months of Inventory	6.8	7.4	-8.2%	8.5	8	+5.6%
Absorption Rate	14.81%	13.6%	+1.2%	11.82%	12.48%	-0.7%
Sales Activity Charts Metrics						
New Pending Sales Count	44	25	+76%	412	299	+37.8%
New Pending Sales Volume	\$11,137,500	\$7,043,000	+58.1%	\$124,860,350	\$89,273,176	+39.9%
Pending Sales Count	60	47	+27.7%	N/A	N/A	
Pending Sales Volume	\$16,915,900	\$15,272,215	+10.8%	N/A	N/A	
Closed Sales Count	33	29	+13.8%	313	251	+24.7%
Closed Sales Volume	\$10,006,000	\$8,774,000	+14%	\$93,367,175	\$71,442,499	+30.7%
Average Sales Price	\$303,212	\$302,552	+0.2%	\$298,298	\$284,631	+4.8%
Median Sales Price	\$300,000	\$301,000	-0.3%	\$267,213	\$259,283	+3.1%

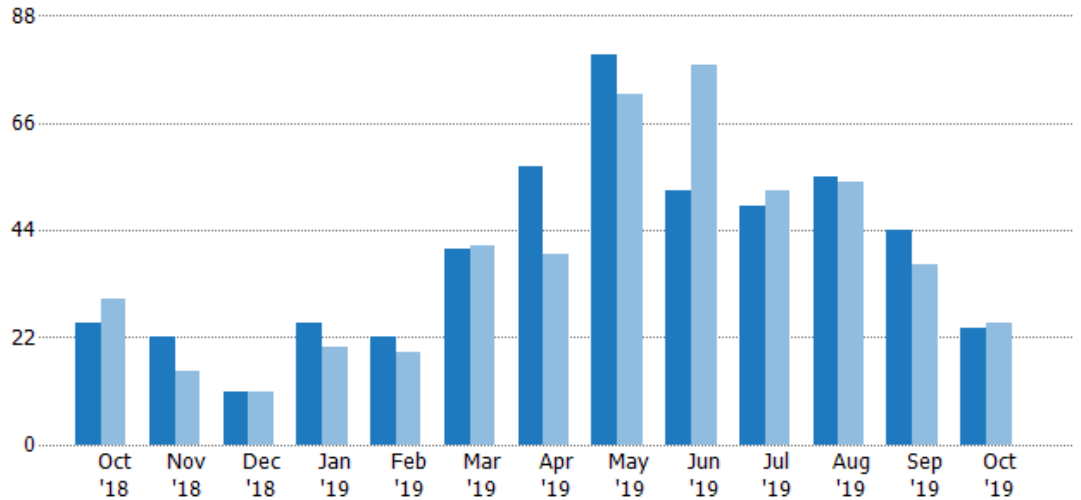
New Listings

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.
Oct '19	24	-4%
Oct '18	25	-16.7%
Oct '17	30	-43.3%



	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19
Current Year	25	22	11	25	22	40	57	80	52	49	55	44	24
Prior Year	30	15	11	20	19	41	39	72	78	52	54	37	25
Percent Change from Prior Year	-17%	47%	0%	25%	16%	-2%	46%	11%	-33%	-6%	2%	19%	-4%

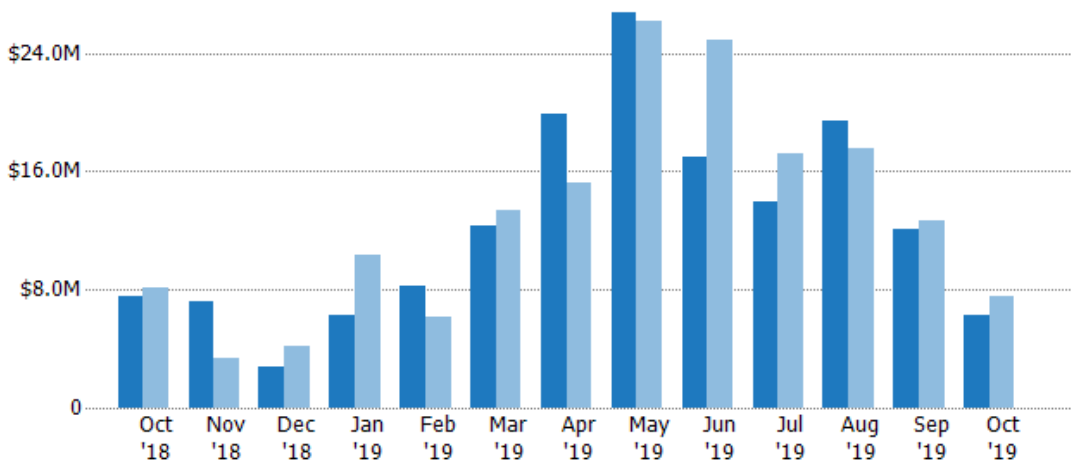
New Listing Volume

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.
Oct '19	\$6.21M	-17.2%
Oct '18	\$7.49M	-7.7%
Oct '17	\$8.12M	-35.7%



	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19
Current Year	\$7.49M	\$7.17M	\$2.72M	\$6.21M	\$8.21M	\$12.3M	\$19.9M	\$26.8M	\$17M	\$14M	\$19.4M	\$12M	\$6.21M
Prior Year	\$8.12M	\$3.38M	\$4.16M	\$10.3M	\$6.1M	\$13.4M	\$15.2M	\$26.1M	\$24.9M	\$17.2M	\$17.5M	\$12.7M	\$7.49M
Percent Change from Prior Year	-8%	112%	-34%	-40%	34%	-8%	30%	2%	-32%	-19%	11%	-5%	-17%

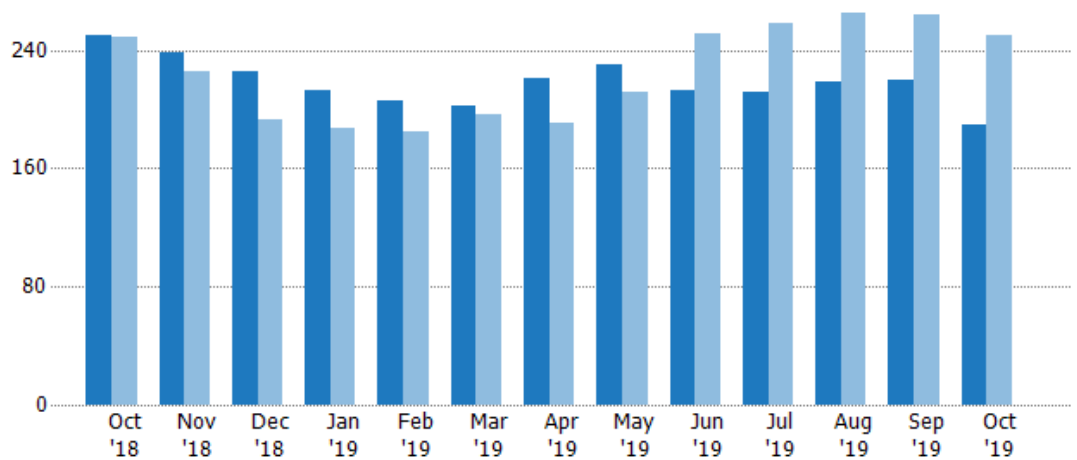
Active Listings

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.
Oct '19	189	-24.4%
Oct '18	250	0.4%
Oct '17	249	-7.2%



Current Year	250	238	225	213	206	202	221	230	213	211	218	220	189
Prior Year	249	226	193	187	185	196	191	212	251	258	265	264	250
Percent Change from Prior Year	0%	5%	17%	14%	11%	3%	16%	8%	-15%	-18%	-18%	-17%	-24%

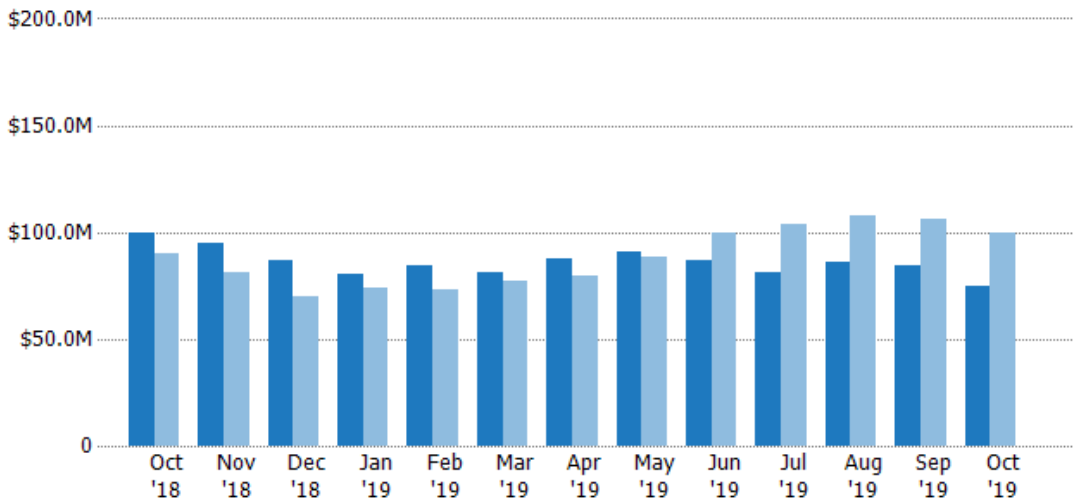
Active Listing Volume

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.
Oct '19	\$74.6M	-24.9%
Oct '18	\$99.4M	10.8%
Oct '17	\$89.6M	-10.7%



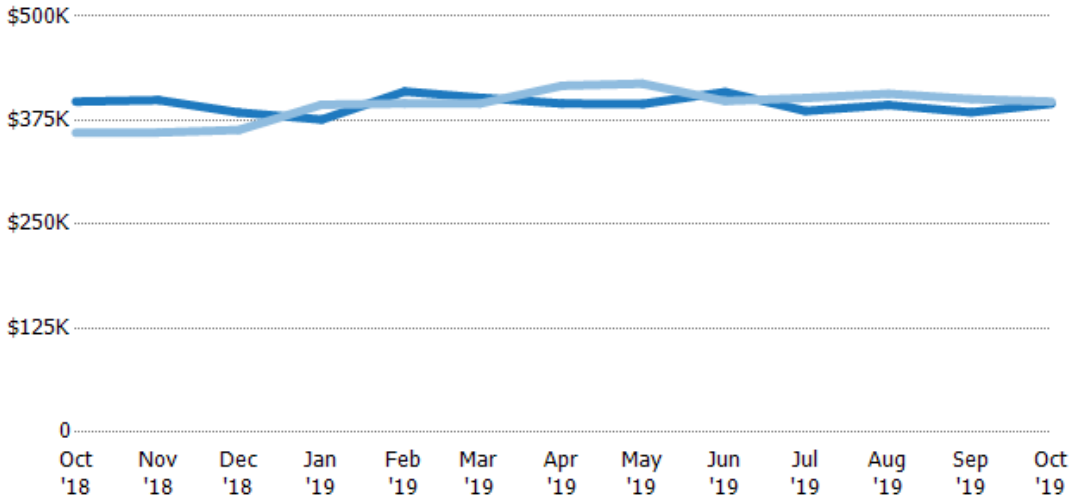
Current Year	\$99.4M	\$95M	\$86.5M	\$80.1M	\$84.4M	\$81.2M	\$87.3M	\$90.8M	\$87.1M	\$81.5M	\$85.8M	\$84.6M	\$74.6M
Prior Year	\$89.6M	\$81.4M	\$70.1M	\$73.6M	\$73.1M	\$77.4M	\$79.6M	\$88.8M	\$100M	\$104M	\$108M	\$106M	\$99.4M
Percent Change from Prior Year	11%	17%	23%	9%	15%	5%	10%	2%	-13%	-21%	-20%	-20%	-25%

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



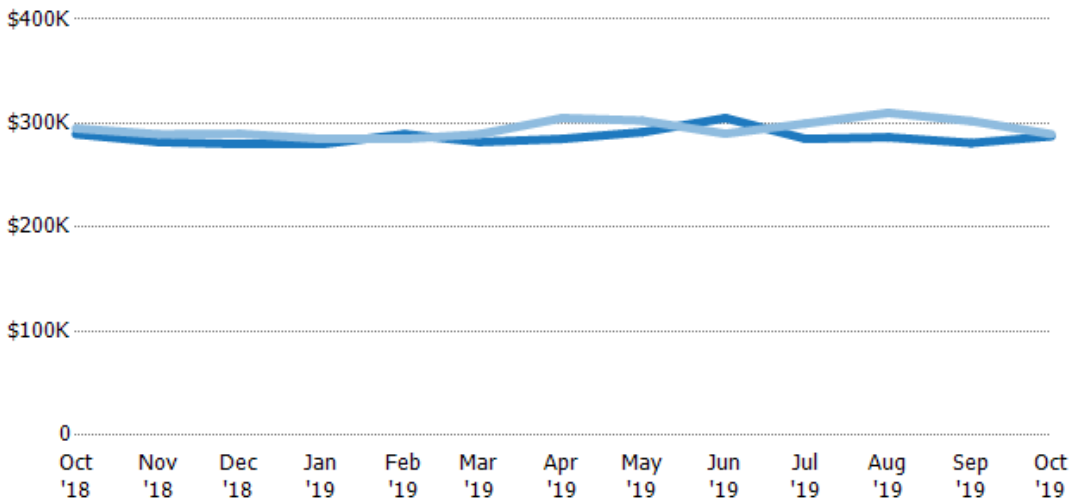
	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19
Current Year	\$397K	\$399K	\$384K	\$376K	\$410K	\$402K	\$395K	\$395K	\$409K	\$386K	\$393K	\$385K	\$395K
Prior Year	\$360K	\$360K	\$363K	\$394K	\$395K	\$395K	\$417K	\$419K	\$398K	\$402K	\$407K	\$401K	\$397K
Percent Change from Prior Year	10%	11%	6%	-5%	4%	2%	-5%	-6%	3%	-4%	-3%	-4%	-1%

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



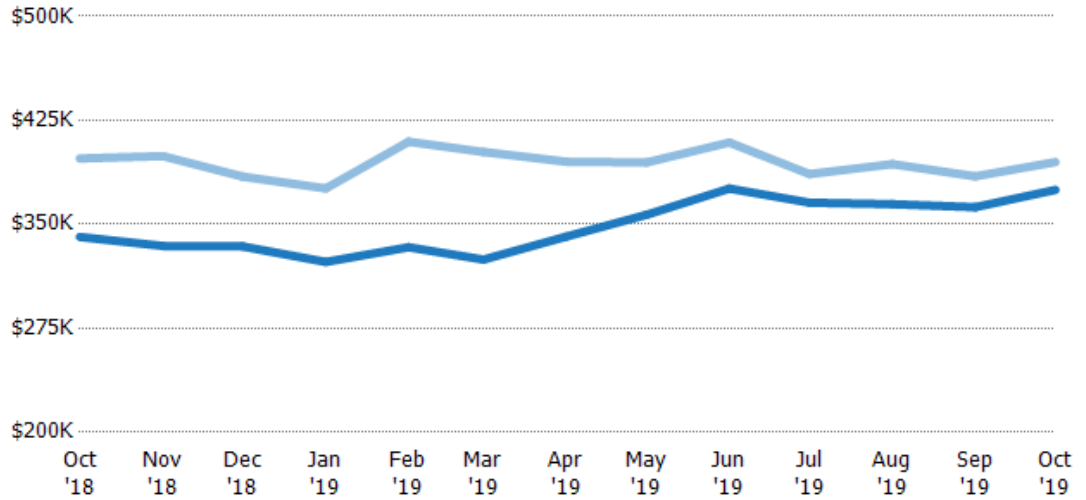
	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19
Current Year	\$290K	\$282K	\$280K	\$280K	\$290K	\$282K	\$285K	\$291K	\$305K	\$285K	\$287K	\$281K	\$288K
Prior Year	\$295K	\$289K	\$290K	\$285K	\$285K	\$289K	\$305K	\$302K	\$290K	\$300K	\$310K	\$302K	\$290K
Percent Change from Prior Year	-2%	-3%	-3%	-2%	2%	-3%	-7%	-4%	5%	-5%	-8%	-7%	-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

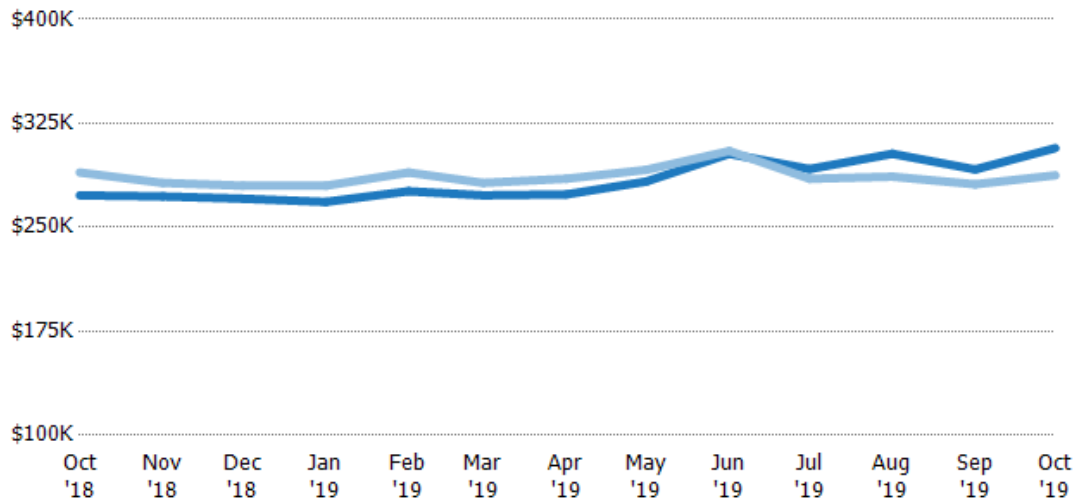


Median Listing Price vs Median Est Value

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

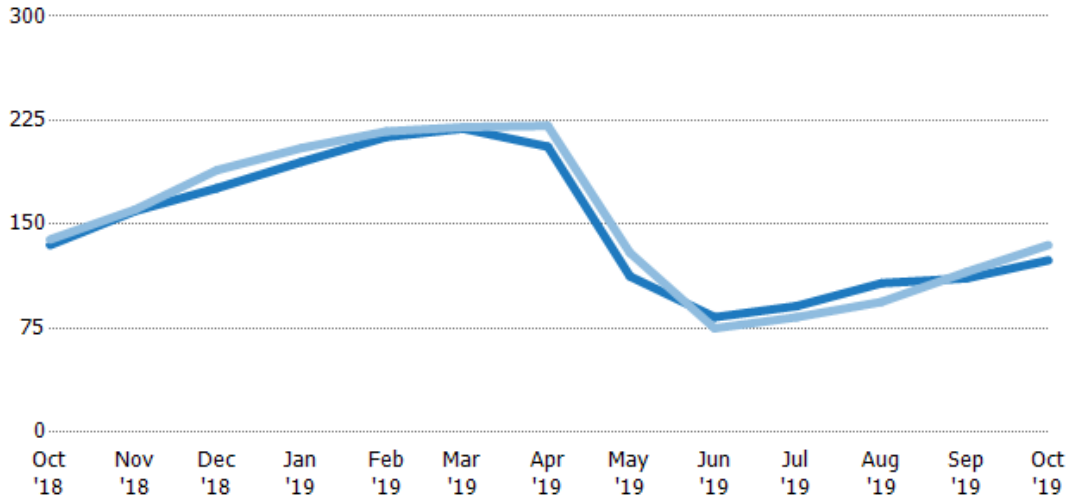


Median Days in RPR

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.
Oct '19	124	-8.1%
Oct '18	135	-2.9%
Oct '17	139	0.7%

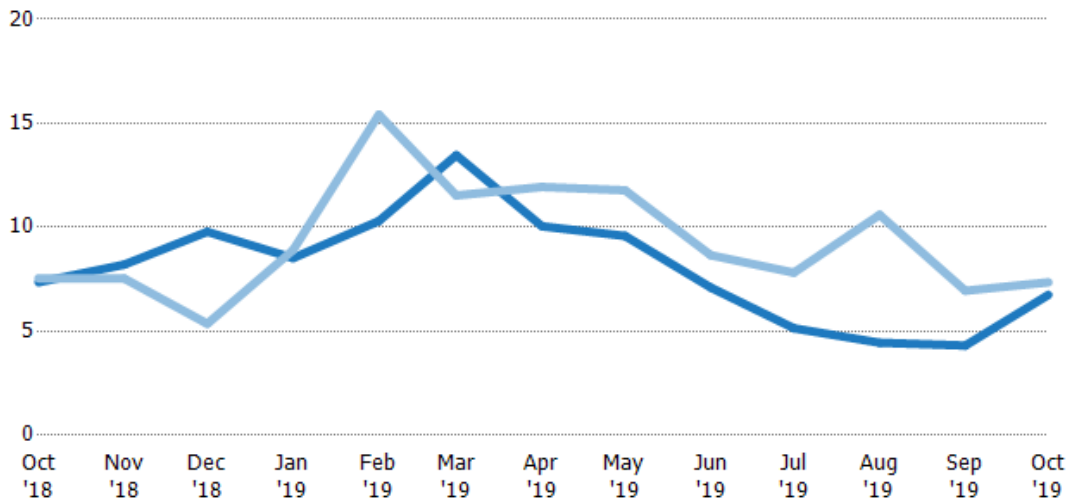
	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19
Current Year	135	160	176	195	213	219	206	113	83	91	108	111	124
Prior Year	139	161	189	205	217	220	221	130	75	83	94	116	135
Percent Change from Prior Year	-3%	-1%	-7%	-5%	-2%	0%	-7%	-13%	11%	10%	14%	-4%	-8%

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.
Oct '19	6.75	-8.2%
Oct '18	7.35	-2.6%
Oct '17	7.55	2%

	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19
Current Year	7.35	8.21	9.78	8.52	10.3	13.5	10	9.58	7.1	5.15	4.45	4.31	6.75
Prior Year	7.55	7.53	5.36	8.9	15.4	11.5	11.9	11.8	8.66	7.82	10.6	6.95	7.35
Percent Change from Prior Year	-3%	9%	82%	-4%	-33%	17%	-16%	-19%	-18%	-34%	-58%	-38%	-8%

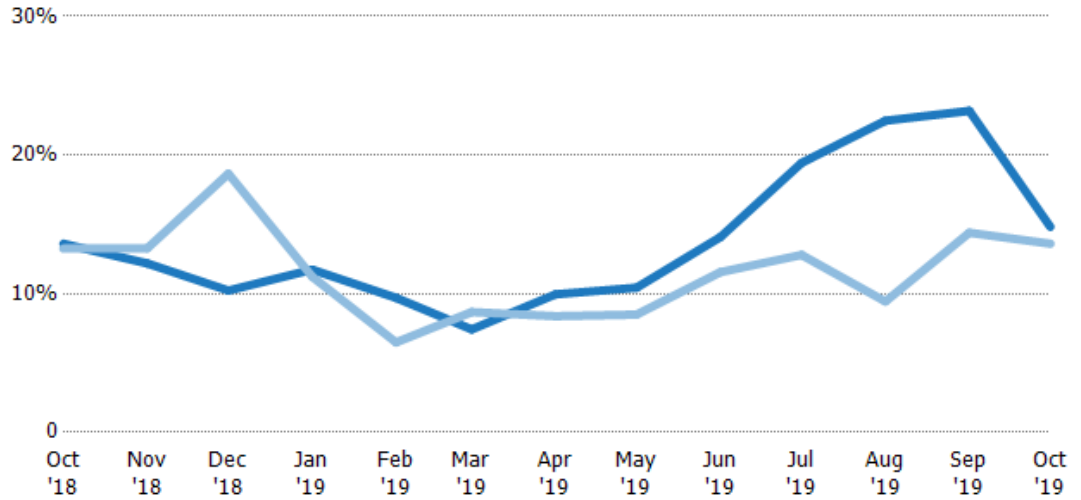
Absorption Rate

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.
Oct '19	15%	-1.2%
Oct '18	14%	-0.4%
Oct '17	13%	-2%



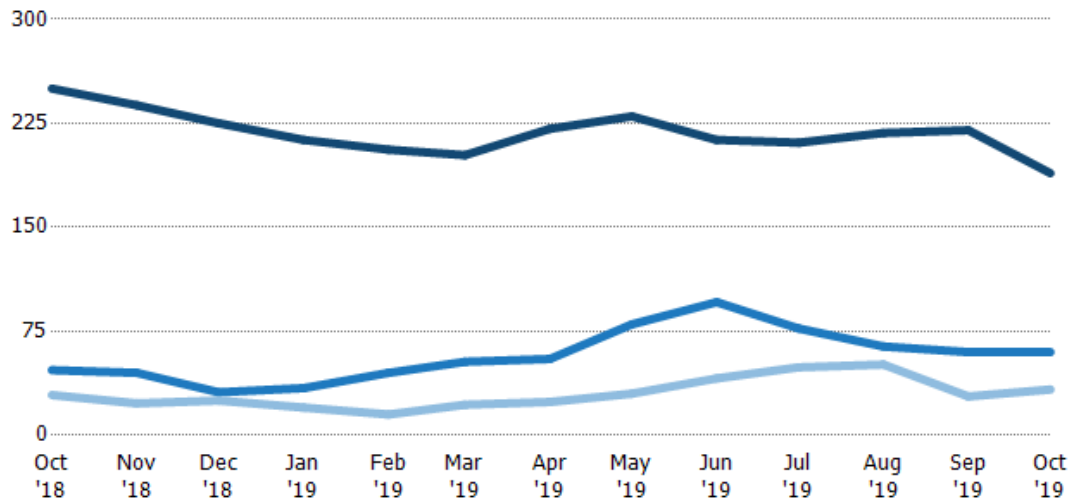
Current Year	14%	12%	10%	12%	10%	7%	10%	10%	14%	19%	22%	23%	15%
Prior Year	13%	13%	19%	11%	6%	9%	8%	8%	12%	13%	9%	14%	14%
Change from Prior Year	0%	1%	8%	-1%	-3%	1%	-2%	-2%	-3%	-7%	-13%	-9%	-1%

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	250	238	225	213	206	202	221	230	213	211	218	220	189
Pending	47	45	31	34	45	53	55	80	96	77	64	60	60
Sold	29	23	25	20	15	22	24	30	41	49	51	28	33

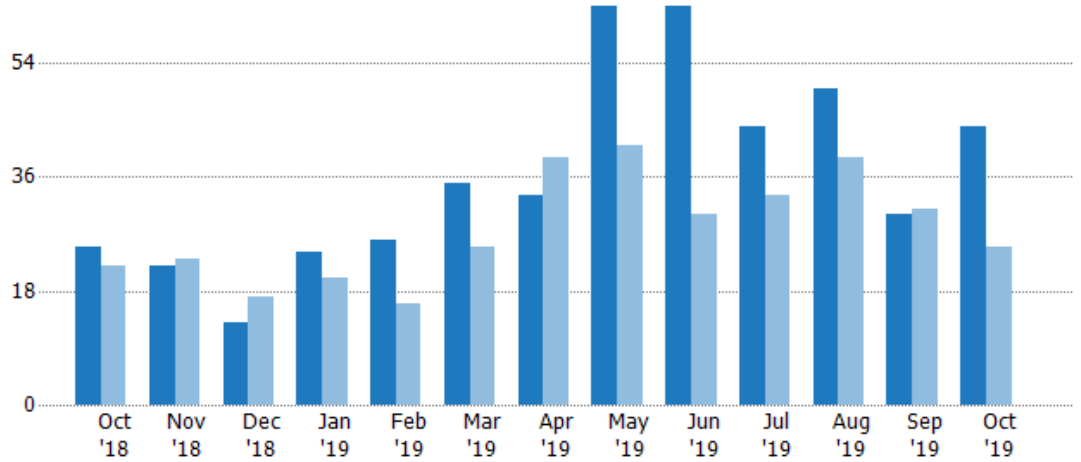
New Pending Sales

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.
Oct '19	44	76%
Oct '18	25	13.6%
Oct '17	22	13.6%



	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19
Current Year	25	22	13	24	26	35	33	63	63	44	50	30	44
Prior Year	22	23	17	20	16	25	39	41	30	33	39	31	25
Percent Change from Prior Year	14%	-4%	-24%	20%	63%	40%	-15%	54%	110%	33%	28%	-3%	76%

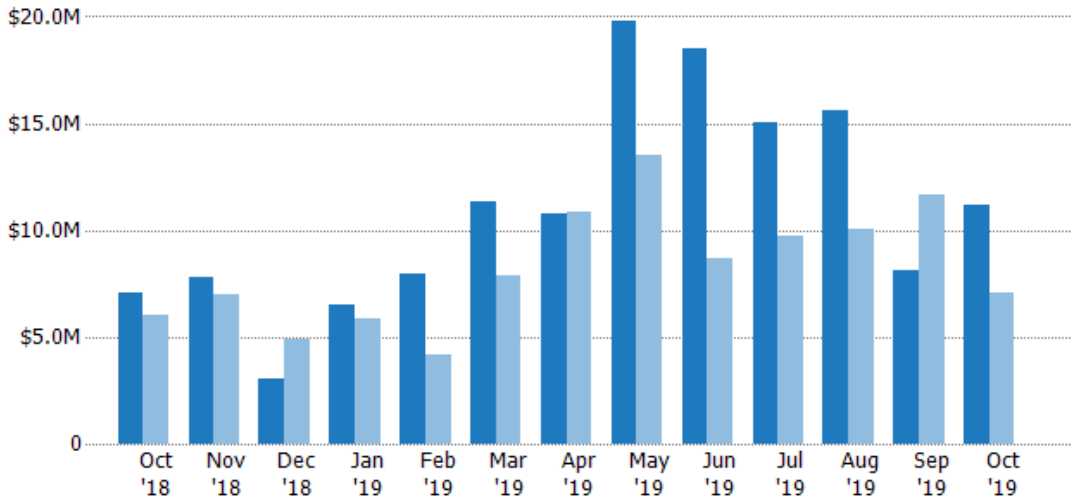
New Pending Sales Volume

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.
Oct '19	\$11.1M	58.1%
Oct '18	\$7.04M	16.3%
Oct '17	\$6.06M	42.4%



	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19
Current Year	\$7.04M	\$7.78M	\$3.07M	\$6.54M	\$7.95M	\$11.3M	\$10.8M	\$19.8M	\$18.5M	\$15.1M	\$15.6M	\$8.12M	\$11.1M
Prior Year	\$6.06M	\$6.97M	\$4.93M	\$5.85M	\$4.15M	\$7.85M	\$10.8M	\$13.5M	\$8.68M	\$9.73M	\$10M	\$11.6M	\$7.04M
Percent Change from Prior Year	16%	12%	-38%	12%	91%	45%	0%	46%	114%	55%	55%	-30%	58%

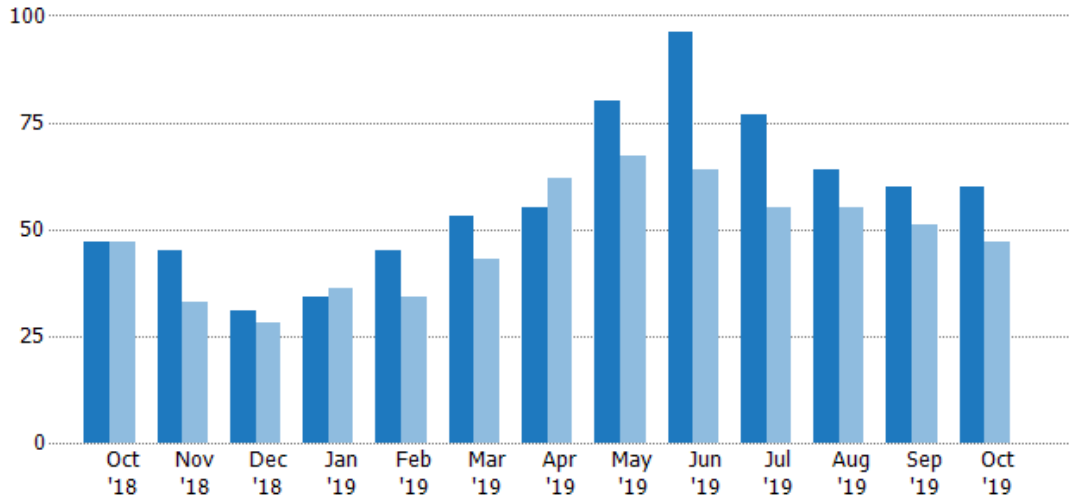
Pending Sales

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.
Oct '19	60	27.7%
Oct '18	47	0%
Oct '17	47	10.6%



	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19
Current Year	47	45	31	34	45	53	55	80	96	77	64	60	60
Prior Year	47	33	28	36	34	43	62	67	64	55	55	51	47
Percent Change from Prior Year	0%	36%	11%	-6%	32%	23%	-11%	19%	50%	40%	16%	18%	28%

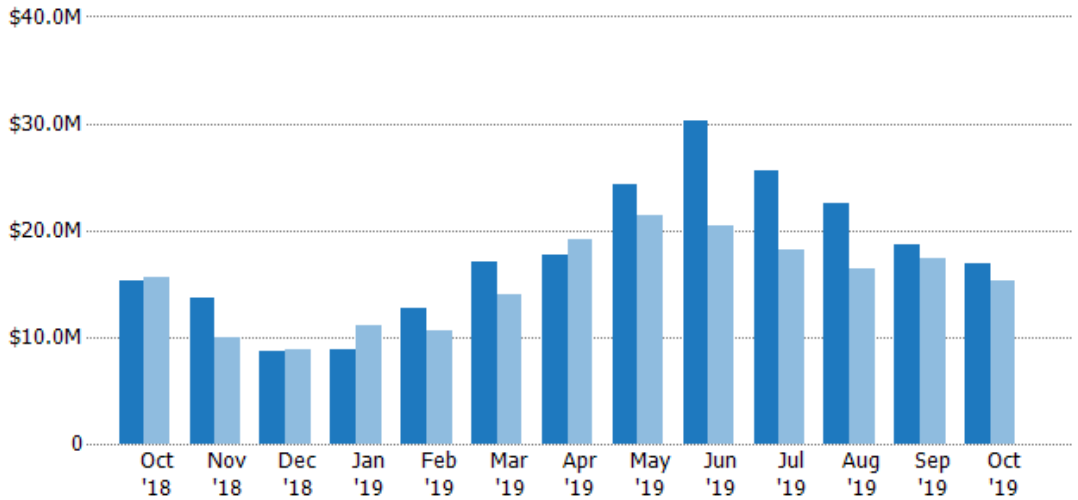
Pending Sales Volume

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.
Oct '19	\$16.9M	10.8%
Oct '18	\$15.3M	-1.6%
Oct '17	\$15.5M	-1.5%



	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19
Current Year	\$15.3M	\$13.6M	\$8.65M	\$8.88M	\$12.7M	\$17M	\$17.7M	\$24.2M	\$30.2M	\$25.6M	\$22.6M	\$18.6M	\$16.9M
Prior Year	\$15.5M	\$9.95M	\$8.83M	\$11M	\$10.7M	\$13.9M	\$19.1M	\$21.4M	\$20.5M	\$18.1M	\$16.5M	\$17.4M	\$15.3M
Percent Change from Prior Year	-2%	37%	-2%	-19%	19%	22%	-8%	13%	47%	41%	37%	7%	11%

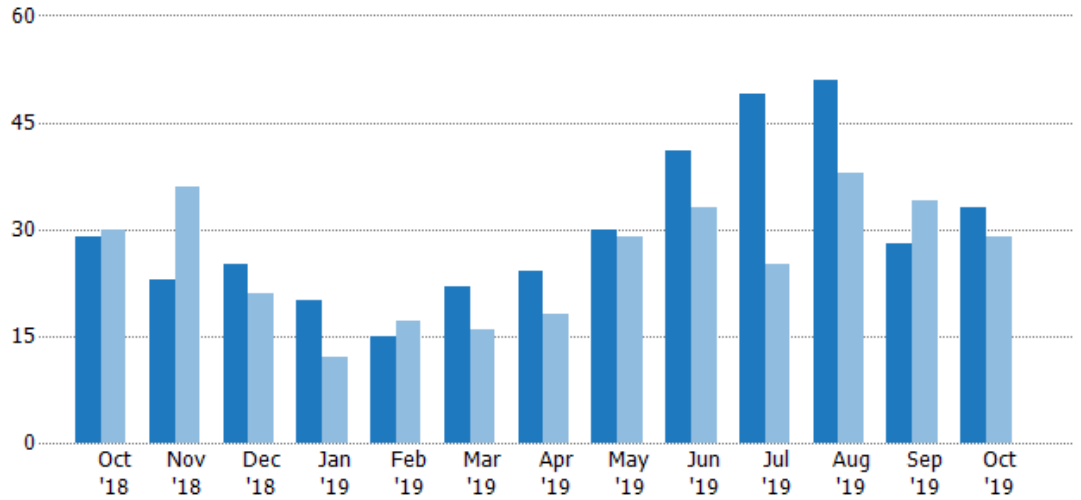
Closed Sales

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.
Oct '19	33	13.8%
Oct '18	29	-3.3%
Oct '17	30	6.7%



Current Year	29	23	25	20	15	22	24	30	41	49	51	28	33
Prior Year	30	36	21	12	17	16	18	29	33	25	38	34	29
Percent Change from Prior Year	-3%	-36%	19%	67%	-12%	38%	33%	3%	24%	96%	34%	-18%	14%

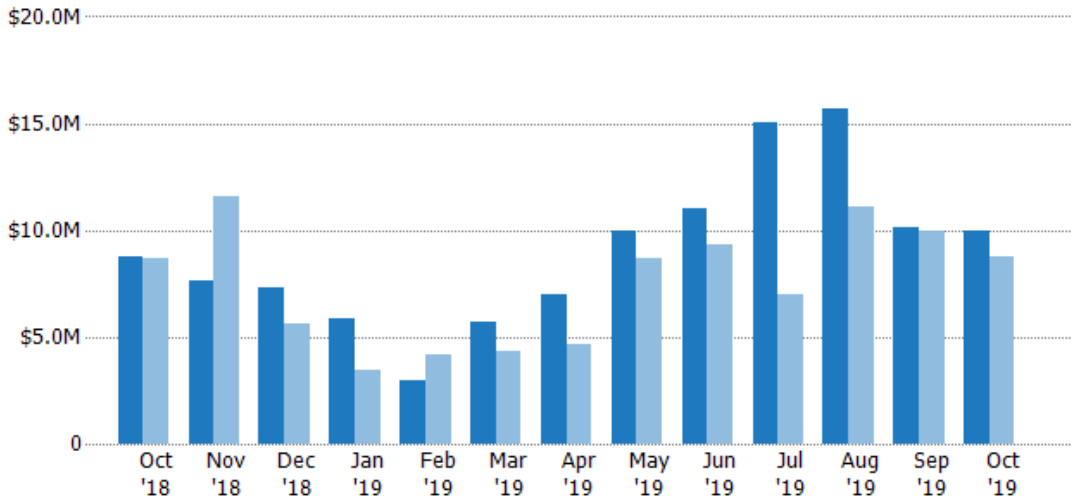
Closed Sales Volume

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.
Oct '19	\$10M	14%
Oct '18	\$8.77M	0.7%
Oct '17	\$8.71M	-11.4%



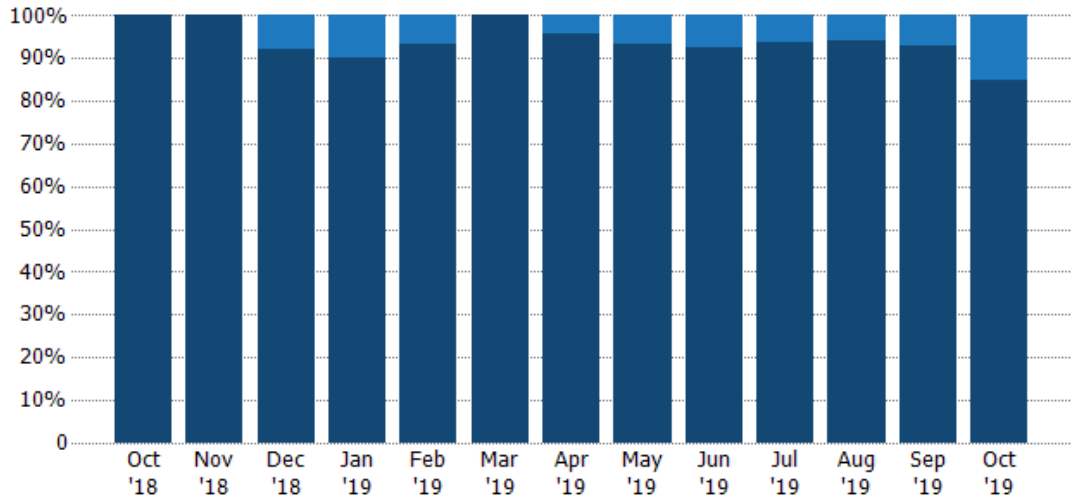
Current Year	\$8.77M	\$7.6M	\$7.33M	\$5.87M	\$2.98M	\$5.7M	\$7.01M	\$9.94M	\$11M	\$15M	\$15.7M	\$10.1M	\$10M
Prior Year	\$8.71M	\$11.6M	\$5.63M	\$3.48M	\$4.15M	\$4.37M	\$4.65M	\$8.69M	\$9.31M	\$7M	\$11.1M	\$9.94M	\$8.77M
Percent Change from Prior Year	1%	-34%	30%	69%	-28%	30%	51%	14%	18%	115%	41%	2%	14%

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



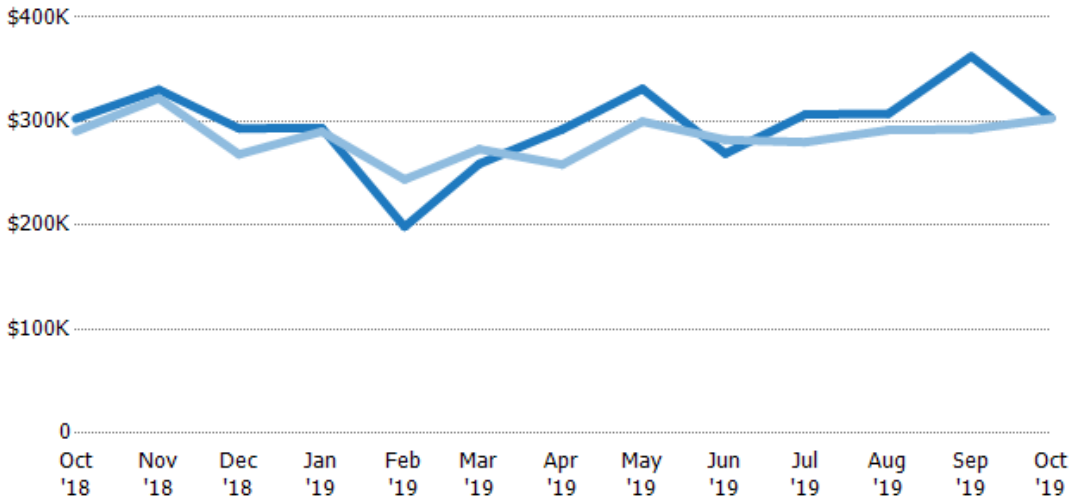
Property Type	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19
Condo/Townhouse	-	-	8%	10%	7%	-	4%	7%	7%	6%	6%	7%	15%
Single Family Residence	100%	100%	92%	90%	93%	100%	96%	93%	93%	94%	94%	93%	85%

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



Month/Year	Price	% Chg.
Oct '19	\$303K	0.2%
Oct '18	\$303K	4.2%
Oct '17	\$290K	-16.9%

Property Type	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19
Current Year	\$303K	\$330K	\$293K	\$293K	\$199K	\$259K	\$292K	\$331K	\$269K	\$307K	\$307K	\$362K	\$303K
Prior Year	\$290K	\$322K	\$268K	\$290K	\$244K	\$273K	\$258K	\$300K	\$282K	\$280K	\$292K	\$292K	\$303K
Percent Change from Prior Year	4%	3%	9%	1%	-19%	-5%	13%	11%	-5%	10%	5%	24%	0%

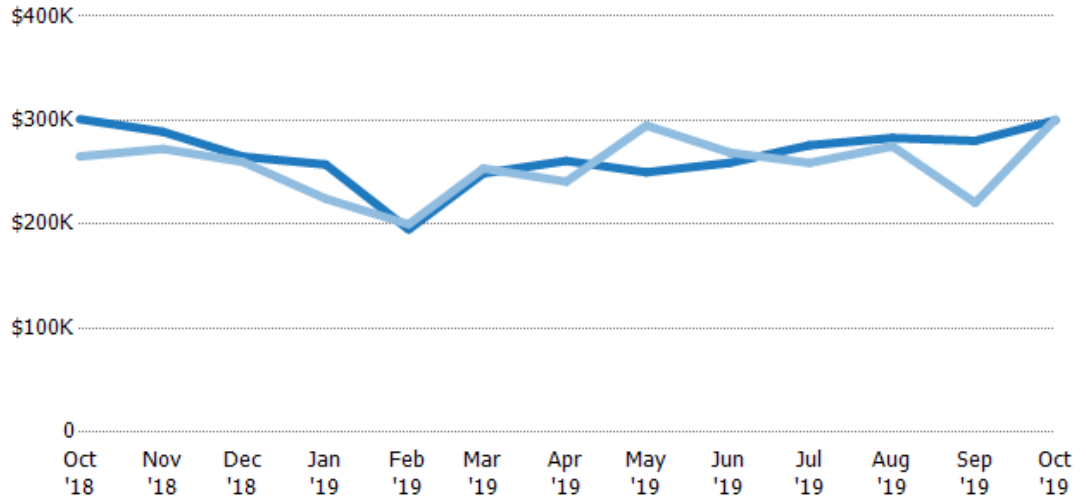
Median Sales Price

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.
Oct '19	\$300K	-0.3%
Oct '18	\$301K	13.5%
Oct '17	\$265K	-13.5%



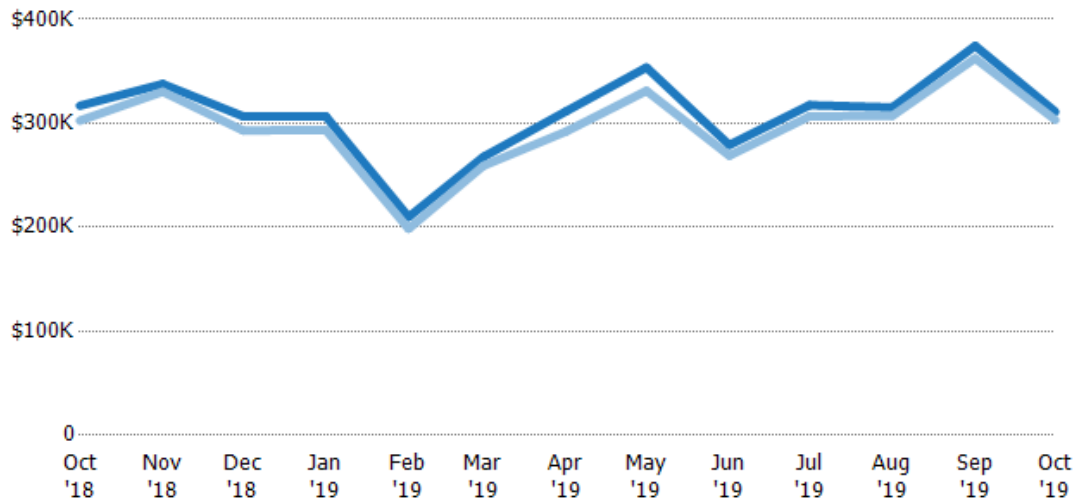
Current Year	\$301K	\$289K	\$265K	\$257K	\$195K	\$249K	\$261K	\$250K	\$259K	\$276K	\$283K	\$280K	\$300K
Prior Year	\$265K	\$273K	\$260K	\$225K	\$200K	\$254K	\$241K	\$295K	\$269K	\$259K	\$275K	\$221K	\$301K
Percent Change from Prior Year	13%	6%	2%	15%	-3%	-2%	8%	-15%	-4%	7%	3%	27%	0%

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



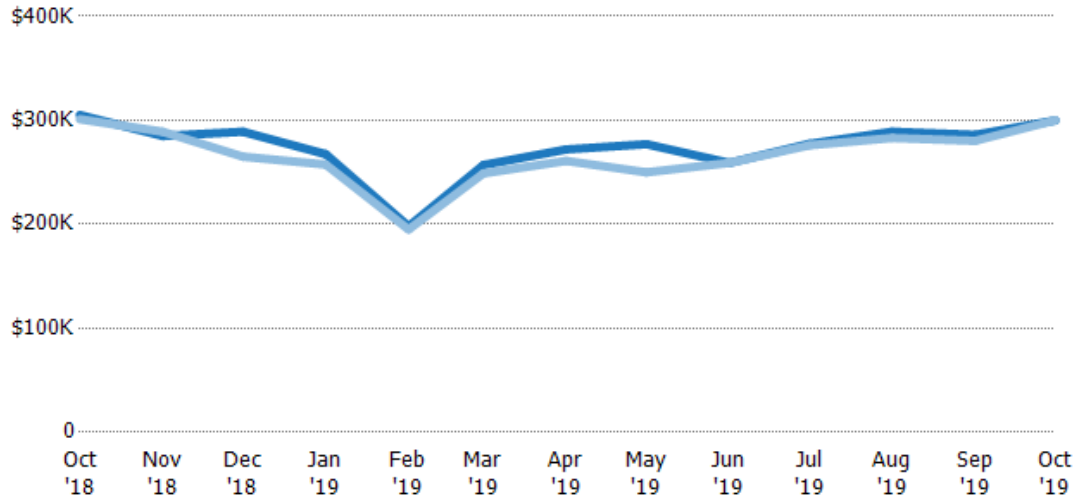
Avg List Price	\$317K	\$338K	\$307K	\$307K	\$210K	\$268K	\$312K	\$354K	\$279K	\$317K	\$315K	\$374K	\$311K
Avg Sales Price	\$303K	\$330K	\$293K	\$293K	\$199K	\$259K	\$292K	\$331K	\$269K	\$307K	\$307K	\$362K	\$303K
Avg Sales Price as a % of Avg List Price	95%	98%	96%	96%	95%	97%	94%	94%	96%	97%	97%	97%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



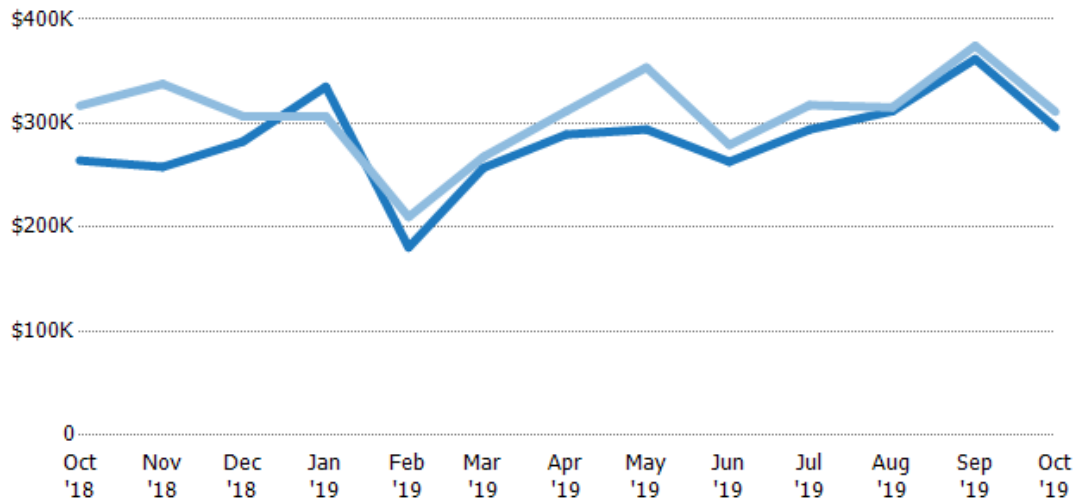
	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19
Median List Price	\$305K	\$285K	\$289K	\$267K	\$198K	\$257K	\$272K	\$277K	\$259K	\$277K	\$289K	\$286K	\$300K
Median Sales Price	\$301K	\$289K	\$265K	\$257K	\$195K	\$249K	\$261K	\$250K	\$259K	\$276K	\$283K	\$280K	\$300K
Med Sales Price as a % of Med List Price	99%	101%	92%	96%	98%	97%	96%	90%	100%	99%	98%	98%	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



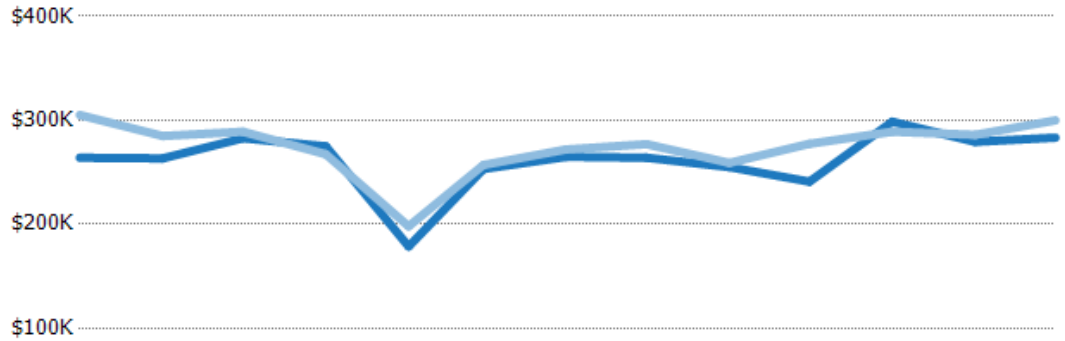
	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19
Avg Est Value	\$264K	\$258K	\$282K	\$335K	\$181K	\$257K	\$289K	\$294K	\$263K	\$294K	\$312K	\$362K	\$296K
Avg Sales Price	\$317K	\$338K	\$307K	\$307K	\$210K	\$268K	\$312K	\$354K	\$279K	\$317K	\$315K	\$374K	\$311K
Avg Sales Price as a % of Avg Est Value	120%	131%	109%	92%	116%	104%	108%	120%	106%	108%	101%	104%	105%

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



	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19
Median Est Value	\$264K	\$263K	\$283K	\$275K	\$179K	\$253K	\$265K	\$264K	\$255K	\$241K	\$299K	\$279K	\$283K
Median Sales Price	\$305K	\$285K	\$289K	\$267K	\$198K	\$257K	\$272K	\$277K	\$259K	\$277K	\$289K	\$286K	\$300K
Med Sales Price as a % of Med Est Value	116%	108%	102%	97%	111%	102%	103%	105%	102%	115%	97%	102%	106%