

## 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	Sep 2019	Sep 2018	+ / -	YTD 2019	YTD 2018	+ / -
<b>Listing Activity Charts Metrics</b>						
New Listing Count	44	37	+18.9%	424	412	+2.9%
New Listing Volume	\$12,033,944	\$12,682,900	-5.1%	\$135,823,165	\$143,443,904	-5.3%
Active Listing Count	220	264	-16.7%	N/A	N/A	
Active Listing Volume	\$84,606,798	\$105,754,191	-20%	N/A	N/A	
Average Listing Price	\$384,576	\$400,584	-4%	\$394,362	\$403,054	-2.2%
Median Listing Price	\$281,000	\$302,150	-7%	\$287,299	\$297,246	-3.3%
Median Days in RPR	111	115.5	-3.9%	131.02	132.66	-1.2%
Months of Inventory	4.3	6.9	-37.9%	8.7	8	+9.3%
Absorption Rate	23.18%	14.39%	+8.8%	11.48%	12.54%	-1.1%
<b>Sales Activity Charts Metrics</b>						
New Pending Sales Count	30	31	-3.2%	368	274	+34.3%
New Pending Sales Volume	\$8,120,900	\$11,626,300	-30.2%	\$113,722,850	\$82,230,176	+38.3%
Pending Sales Count	60	51	+17.6%	N/A	N/A	
Pending Sales Volume	\$18,580,100	\$17,417,315	+6.7%	N/A	N/A	
Closed Sales Count	28	34	-17.6%	280	222	+26.1%
Closed Sales Volume	\$10,146,650	\$9,936,988	+2.1%	\$83,361,175	\$62,668,499	+33%
Average Sales Price	\$362,380	\$292,264	+24%	\$297,718	\$282,291	+5.5%
Median Sales Price	\$280,250	\$220,650	+27%	\$263,349	\$253,834	+3.7%

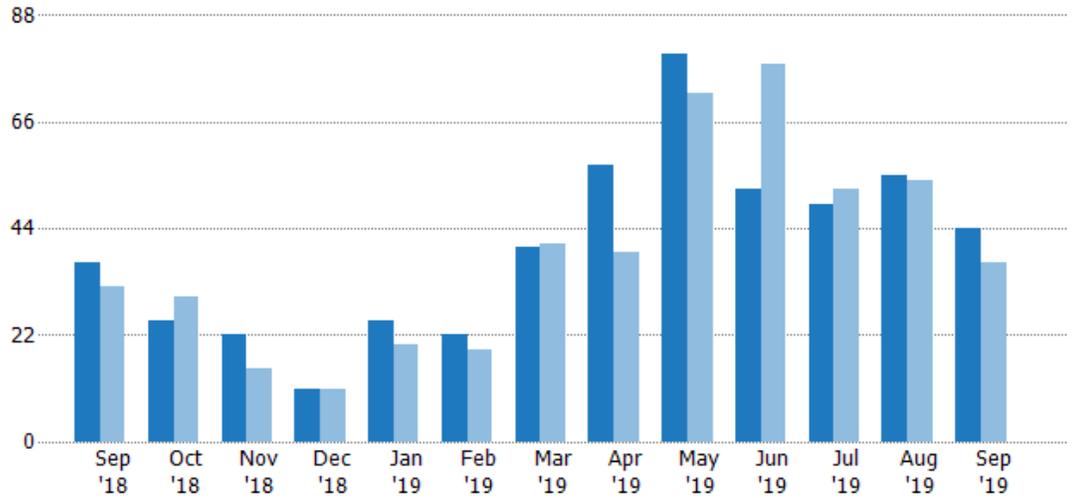
## New Listings

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.
Sep '19	44	18.9%
Sep '18	37	15.6%
Sep '17	32	34.4%



Current Year	37	25	22	11	25	22	40	57	80	52	49	55	44
Prior Year	32	30	15	11	20	19	41	39	72	78	52	54	37
Percent Change from Prior Year	16%	-17%	47%	0%	25%	16%	-2%	46%	11%	-33%	-6%	2%	19%

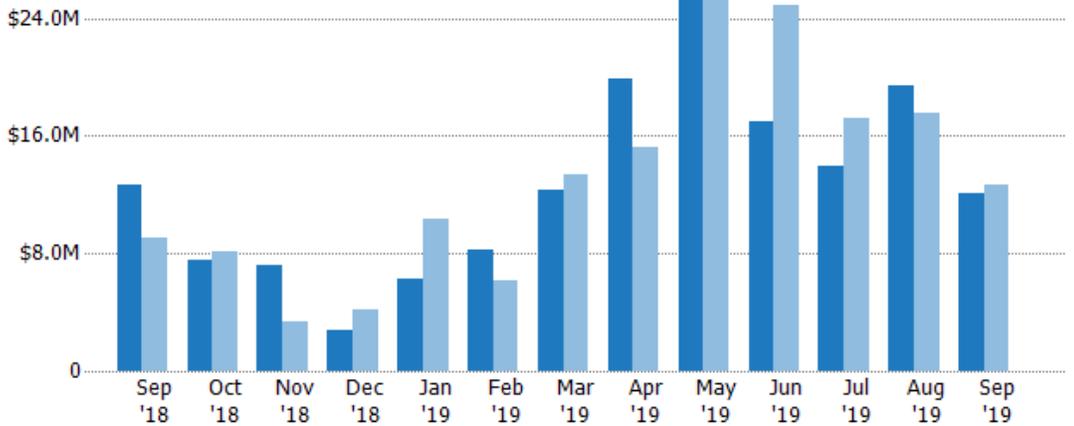
## New Listing Volume

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.
Sep '19	\$12M	-5.1%
Sep '18	\$12.7M	39.6%
Sep '17	\$9.08M	55.4%



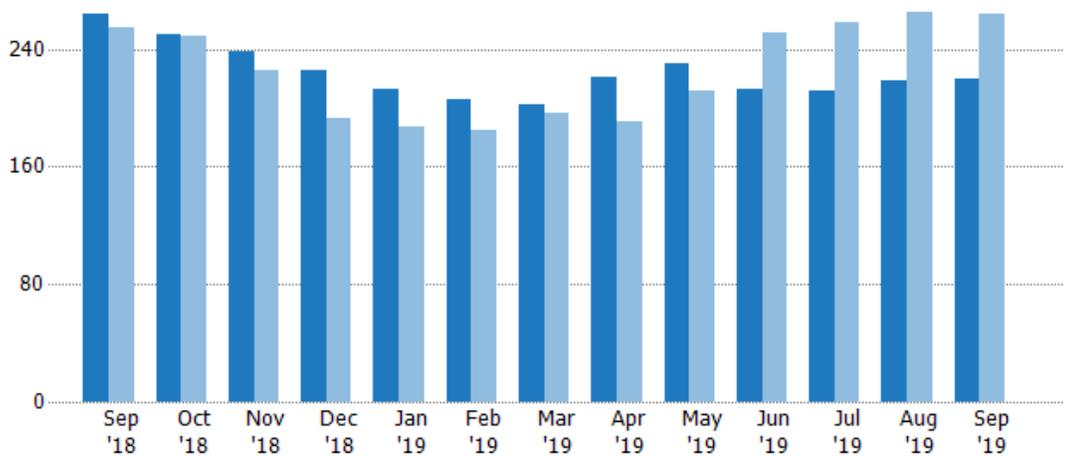
Current Year	\$12.7M	\$7.49M	\$7.17M	\$2.72M	\$6.21M	\$8.21M	\$12.3M	\$19.9M	\$26.8M	\$17M	\$14M	\$19.4M	\$12M
Prior Year	\$9.08M	\$8.12M	\$3.38M	\$4.16M	\$10.3M	\$6.1M	\$13.4M	\$15.2M	\$26.1M	\$24.9M	\$17.2M	\$17.5M	\$12.7M
Percent Change from Prior Year	40%	-8%	112%	-34%	-40%	34%	-8%	30%	2%	-32%	-19%	11%	-5%

## 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



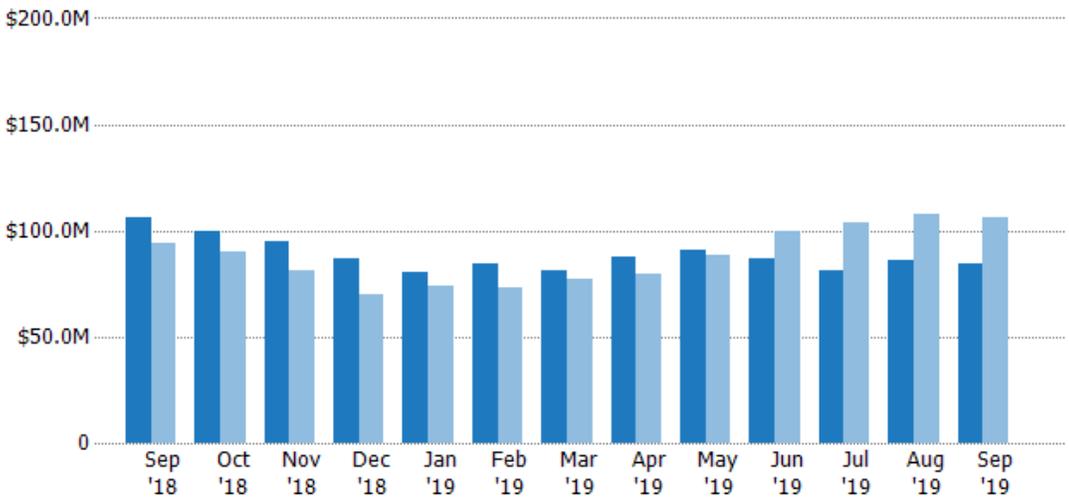
	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19
Current Year	264	250	238	225	213	206	202	221	230	213	211	218	220
Prior Year	255	249	226	193	187	185	196	191	212	251	258	265	264
Percent Change from Prior Year	4%	0%	5%	17%	14%	11%	3%	16%	8%	-15%	-18%	-18%	-17%

## 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



	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19
Current Year	\$106M	\$99.4M	\$95M	\$86.5M	\$80.1M	\$84.4M	\$81.2M	\$87.3M	\$90.8M	\$87.1M	\$81.5M	\$85.8M	\$84.6M
Prior Year	\$94.3M	\$89.6M	\$81.4M	\$70.1M	\$73.6M	\$73.1M	\$77.4M	\$79.6M	\$88.8M	\$100M	\$104M	\$108M	\$106M
Percent Change from Prior Year	12%	11%	17%	23%	9%	15%	5%	10%	2%	-13%	-21%	-20%	-20%

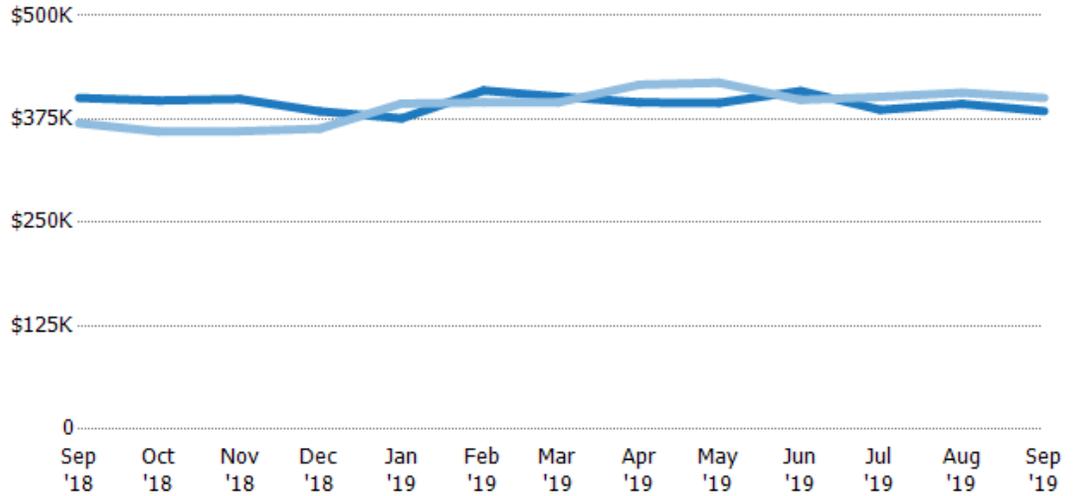
## Average Listing Price

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.
Sep '19	\$385K	-4%
Sep '18	\$401K	8.3%
Sep '17	\$370K	-4.8%



Current Year	\$401K	\$397K	\$399K	\$384K	\$376K	\$410K	\$402K	\$395K	\$395K	\$409K	\$386K	\$393K	\$385K
Prior Year	\$370K	\$360K	\$360K	\$363K	\$394K	\$395K	\$395K	\$417K	\$419K	\$398K	\$402K	\$407K	\$401K
Percent Change from Prior Year	8%	10%	11%	6%	-5%	4%	2%	-5%	-6%	3%	-4%	-3%	-4%

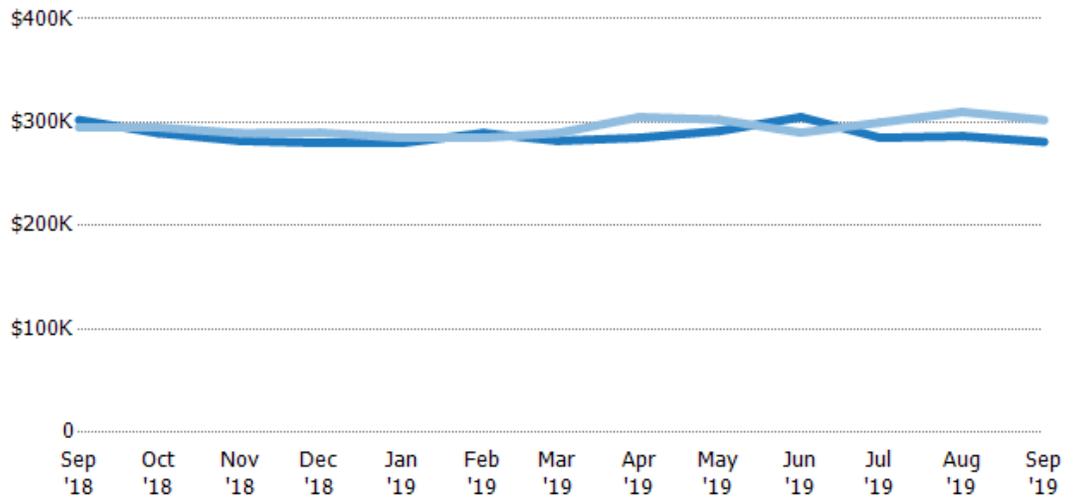
## Median Listing Price

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

Month/ Year	Price	% Chg.
Sep '19	\$281K	-7%
Sep '18	\$302K	2.4%
Sep '17	\$295K	-11.9%



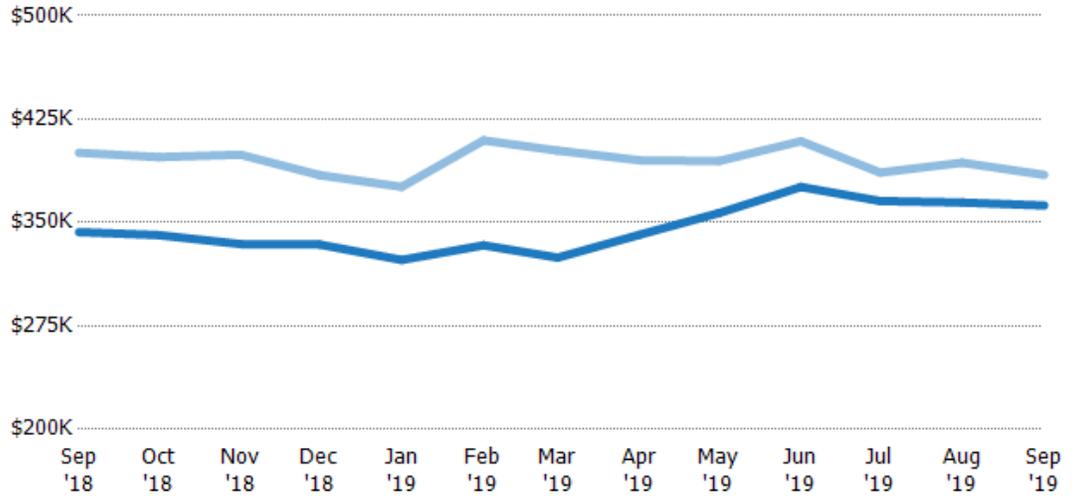
Current Year	\$302K	\$290K	\$282K	\$280K	\$280K	\$290K	\$282K	\$285K	\$291K	\$305K	\$285K	\$287K	\$281K
Prior Year	\$295K	\$295K	\$289K	\$290K	\$285K	\$285K	\$289K	\$305K	\$302K	\$290K	\$300K	\$310K	\$302K
Percent Change from Prior Year	2%	-2%	-3%	-3%	-2%	2%	-3%	-7%	-4%	5%	-5%	-8%	-7%

## 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



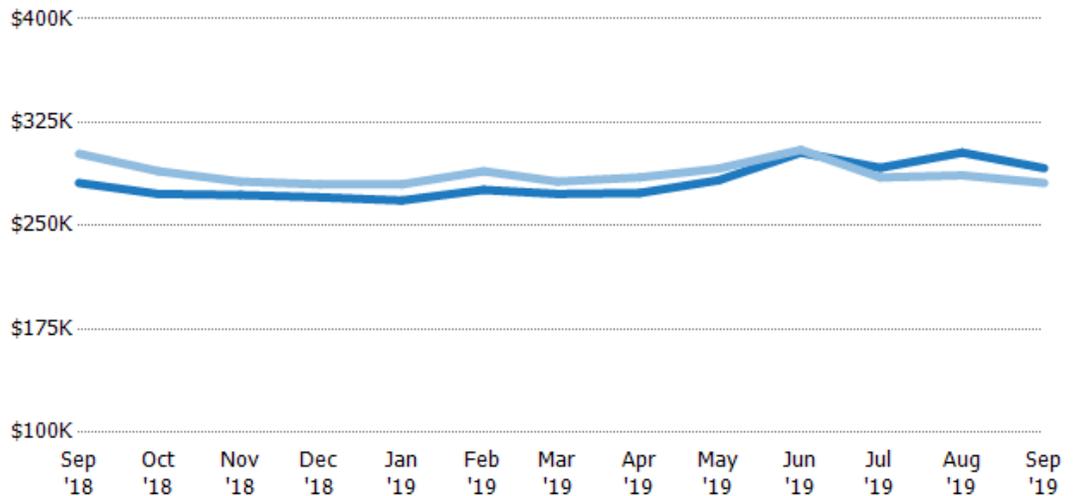
	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19
Avg Est Value	\$343K	\$341K	\$334K	\$334K	\$323K	\$333K	\$325K	\$341K	\$357K	\$376K	\$366K	\$365K	\$362K
Avg Listing Price	\$401K	\$397K	\$399K	\$384K	\$376K	\$410K	\$402K	\$395K	\$395K	\$409K	\$386K	\$393K	\$385K
Avg Listing Price as a % of Avg Est Value	117%	117%	119%	115%	116%	123%	124%	116%	111%	109%	106%	108%	106%

## 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



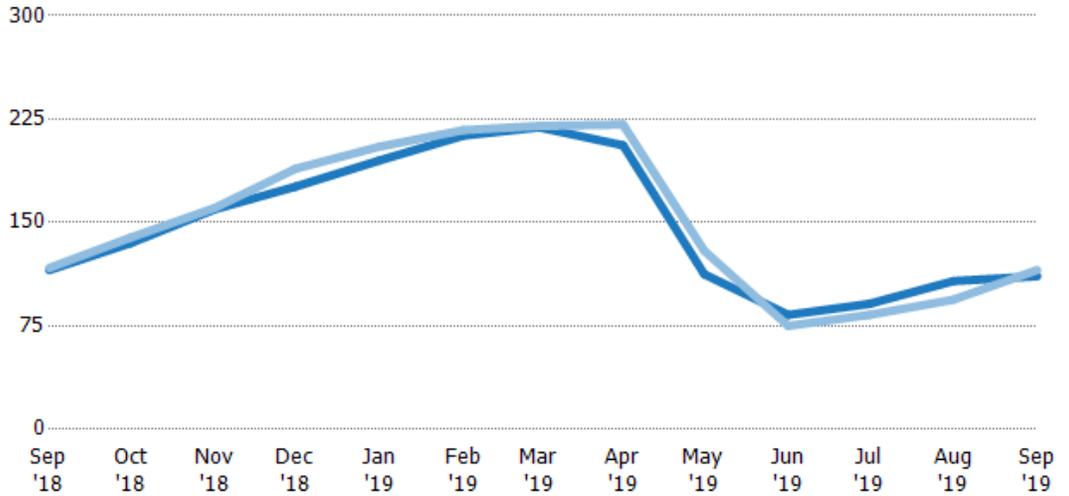
	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19
Median Est Value	\$281K	\$273K	\$272K	\$271K	\$268K	\$276K	\$273K	\$274K	\$283K	\$303K	\$292K	\$303K	\$292K
Median Listing Price	\$302K	\$290K	\$282K	\$280K	\$280K	\$290K	\$282K	\$285K	\$291K	\$305K	\$285K	\$287K	\$281K
Med Listing Price as a % of Med Est Value	108%	106%	104%	103%	104%	105%	103%	104%	103%	101%	98%	95%	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.
Sep '19	111	-3.9%
Sep '18	116	-1.3%
Sep '17	117	8.5%

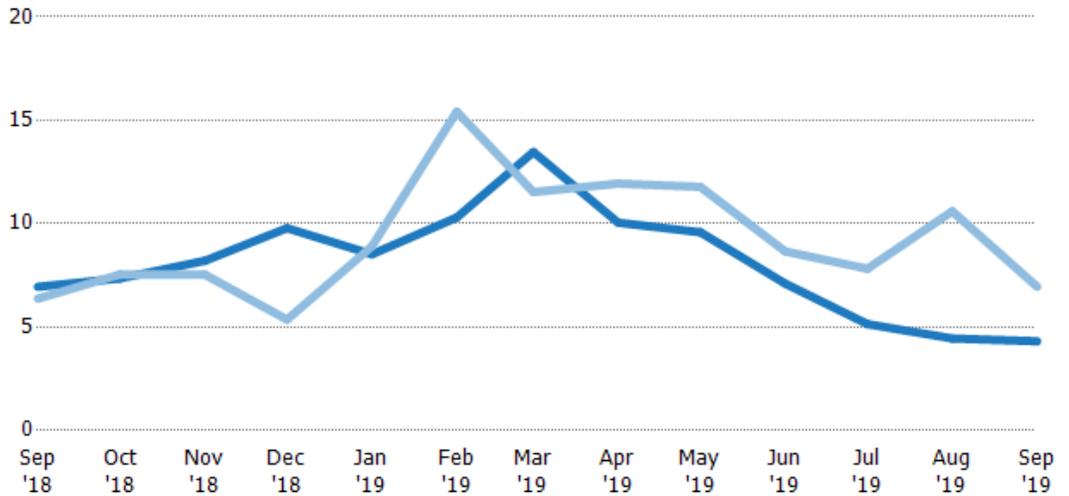
	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19
Current Year	116	135	160	176	195	213	219	206	113	83	91	108	111
Prior Year	117	139	161	189	205	217	220	221	130	75	83	94	116
Percent Change from Prior Year	-1%	-3%	-1%	-7%	-5%	-2%	0%	-7%	-13%	11%	10%	14%	-4%

## 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.
Sep '19	4.31	-37.9%
Sep '18	6.95	9%
Sep '17	6.38	12%

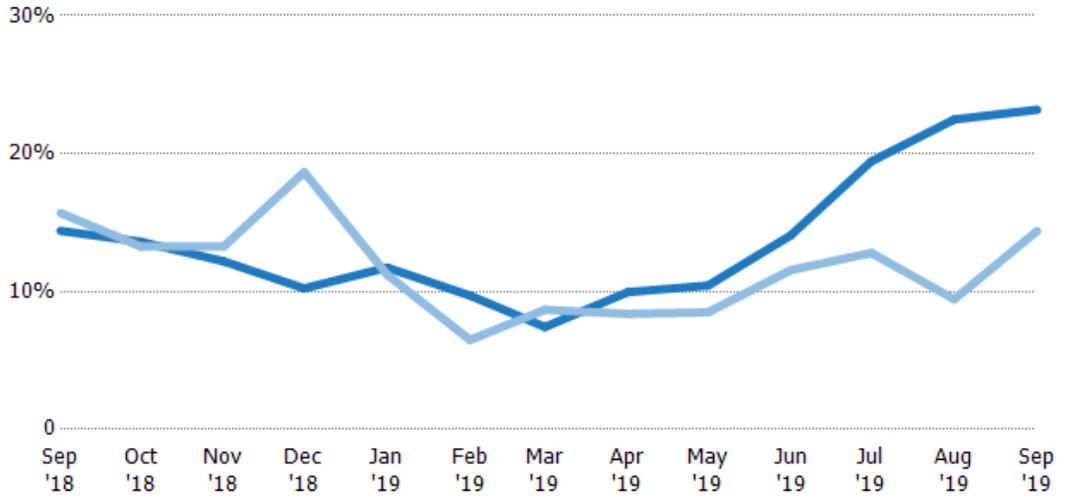
	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19
Current Year	6.95	7.35	8.21	9.78	8.52	10.3	13.5	10	9.58	7.1	5.15	4.45	4.31
Prior Year	6.38	7.55	7.53	5.36	8.9	15.4	11.5	11.9	11.8	8.66	7.82	10.6	6.95
Percent Change from Prior Year	9%	-3%	9%	82%	-4%	-33%	17%	-16%	-19%	-18%	-34%	-58%	-38%

## 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



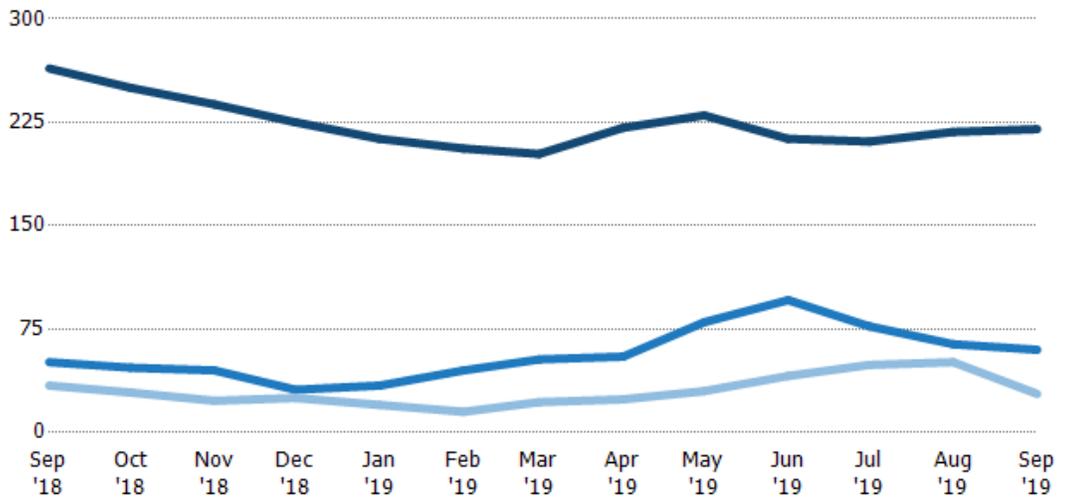
	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19
Current Year	14%	14%	12%	10%	12%	10%	7%	10%	10%	14%	19%	22%	23%
Prior Year	16%	13%	13%	19%	11%	6%	9%	8%	8%	12%	13%	9%	14%
Change from Prior Year	1%	0%	1%	8%	-1%	-3%	1%	-2%	-2%	-3%	-7%	-13%	-9%

## 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



	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19
Active	264	250	238	225	213	206	202	221	230	213	211	218	220
Pending	51	47	45	31	34	45	53	55	80	96	77	64	60
Sold	34	29	23	25	20	15	22	24	30	41	49	51	28

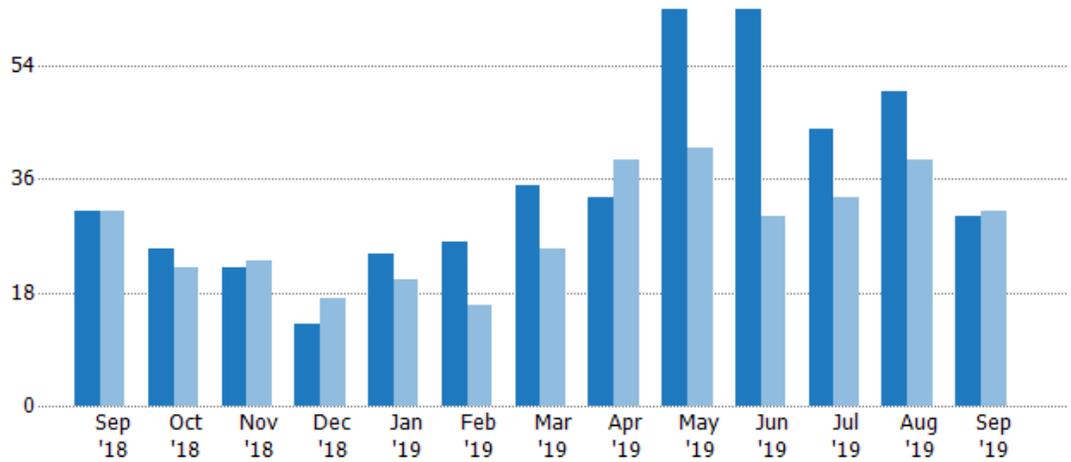
## New Pending Sales

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.
Sep '19	30	-3.2%
Sep '18	31	0%
Sep '17	31	6.5%



	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19
Current Year	31	25	22	13	24	26	35	33	63	63	44	50	30
Prior Year	31	22	23	17	20	16	25	39	41	30	33	39	31
Percent Change from Prior Year	0%	14%	-4%	-24%	20%	63%	40%	-15%	54%	110%	33%	28%	-3%

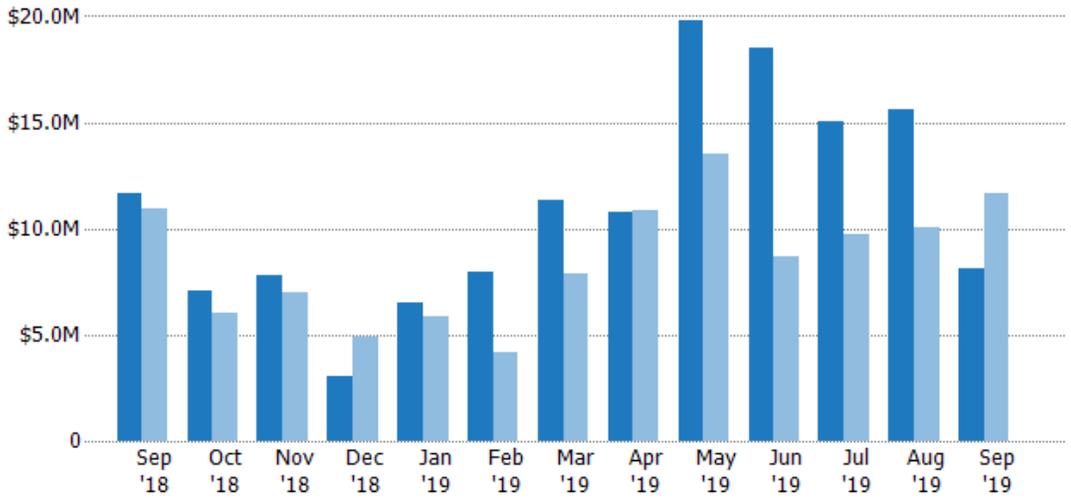
## New Pending Sales Volume

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.
Sep '19	\$8.12M	-30.2%
Sep '18	\$11.6M	6.6%
Sep '17	\$10.9M	-21.1%



	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19
Current Year	\$11.6M	\$7.04M	\$7.78M	\$3.07M	\$6.54M	\$7.95M	\$11.3M	\$10.8M	\$19.8M	\$18.5M	\$15.1M	\$15.6M	\$8.12M
Prior Year	\$10.9M	\$6.06M	\$6.97M	\$4.93M	\$5.85M	\$4.15M	\$7.85M	\$10.8M	\$13.5M	\$8.68M	\$9.73M	\$10M	\$11.6M
Percent Change from Prior Year	7%	16%	12%	-38%	12%	91%	45%	0%	46%	114%	55%	55%	-30%

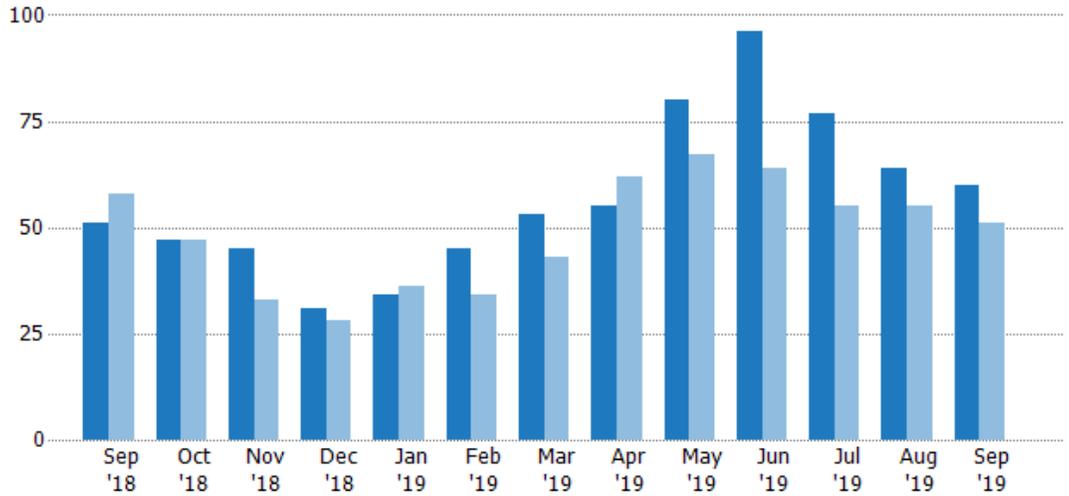
## Pending Sales

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.
Sep '19	60	17.6%
Sep '18	51	-12.1%
Sep '17	58	1.7%



	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19
Current Year	51	47	45	31	34	45	53	55	80	96	77	64	60
Prior Year	58	47	33	28	36	34	43	62	67	64	55	55	51
Percent Change from Prior Year	-12%	0%	36%	11%	-6%	32%	23%	-11%	19%	50%	40%	16%	18%

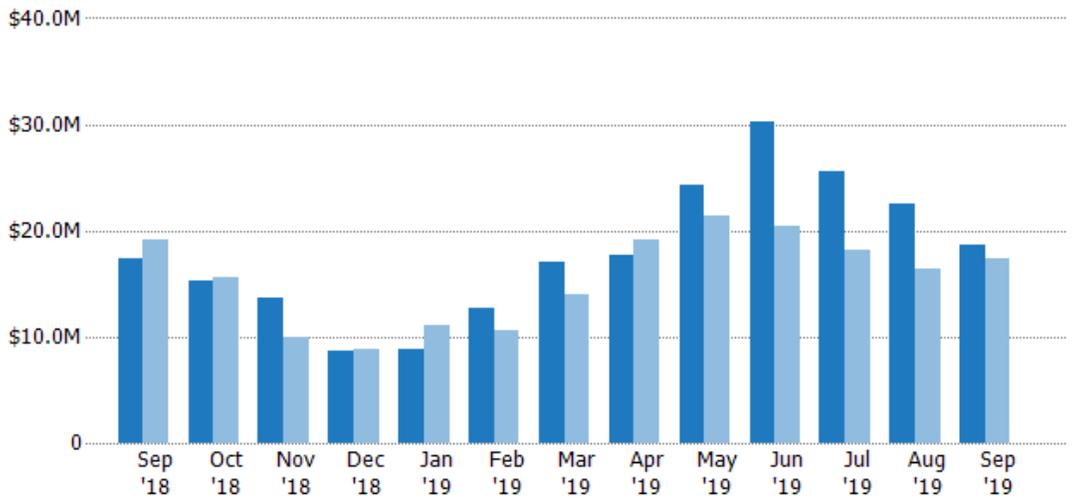
## Pending Sales Volume

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.
Sep '19	\$18.6M	6.7%
Sep '18	\$17.4M	-9.1%
Sep '17	\$19.2M	-21.1%



	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19
Current Year	\$17.4M	\$15.3M	\$13.6M	\$8.65M	\$8.88M	\$12.7M	\$17M	\$17.7M	\$24.2M	\$30.2M	\$25.6M	\$22.6M	\$18.6M
Prior Year	\$19.2M	\$15.5M	\$9.95M	\$8.83M	\$11M	\$10.7M	\$13.9M	\$19.1M	\$21.4M	\$20.5M	\$18.1M	\$16.5M	\$17.4M
Percent Change from Prior Year	-9%	-2%	37%	-2%	-19%	19%	22%	-8%	13%	47%	41%	37%	7%

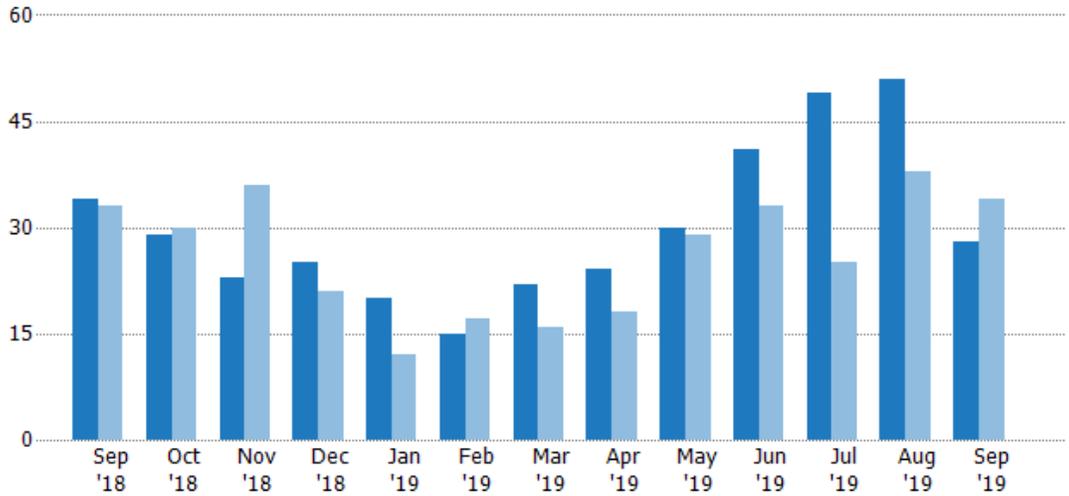
## Closed Sales

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.
Sep '19	28	-17.6%
Sep '18	34	3%
Sep '17	33	-9.1%



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

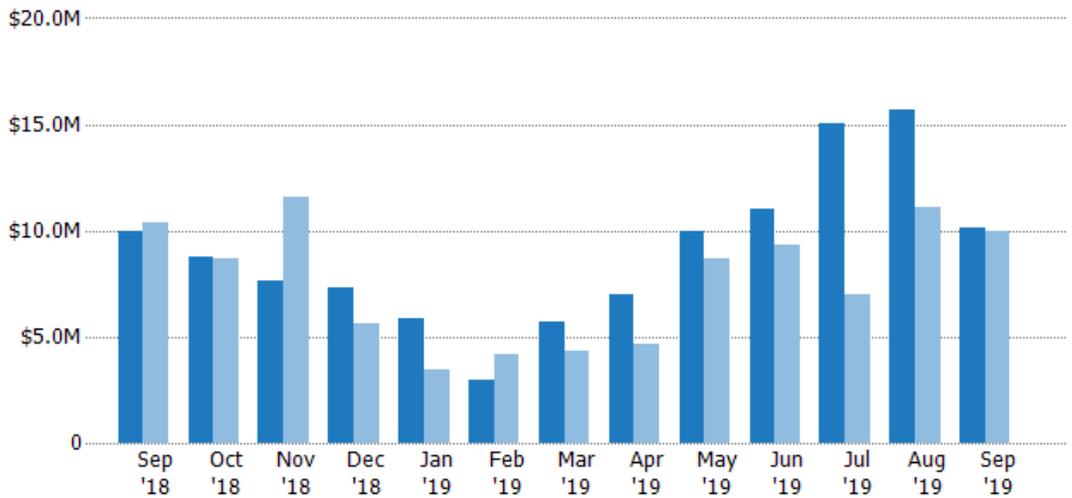
## Closed Sales Volume

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.
Sep '19	\$10.1M	2.1%
Sep '18	\$9.94M	-4%
Sep '17	\$10.4M	-23.8%



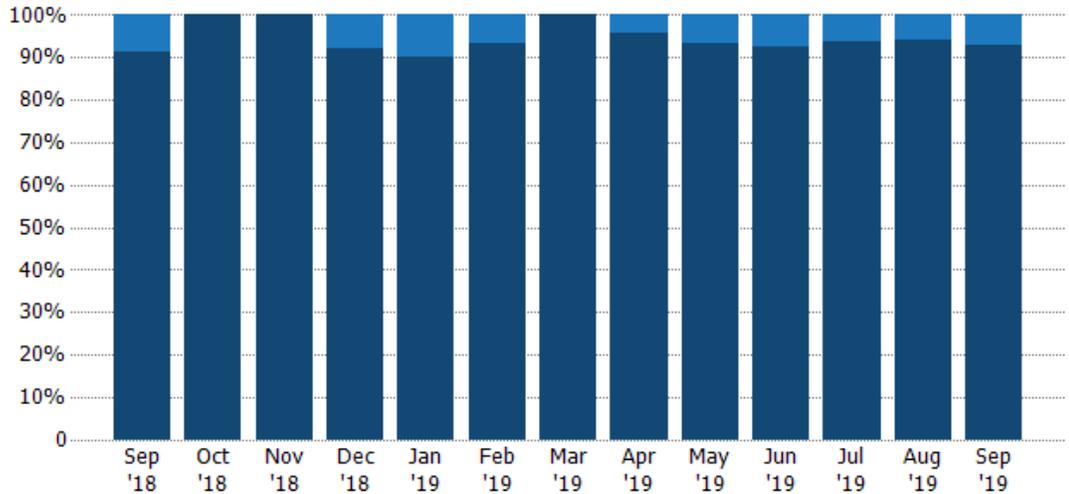
Current Year	\$9.94M	\$8.77M	\$7.6M	\$7.33M	\$5.87M	\$2.98M	\$5.7M	\$7.01M	\$9.94M	\$11M	\$15M	\$15.7M	\$10.1M
Prior Year	\$10.4M	\$8.71M	\$11.6M	\$5.63M	\$3.48M	\$4.15M	\$4.37M	\$4.65M	\$8.69M	\$9.31M	\$7M	\$11.1M	\$9.94M
Percent Change from Prior Year	-4%	1%	-34%	30%	69%	-28%	30%	51%	14%	18%	115%	41%	2%

## 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



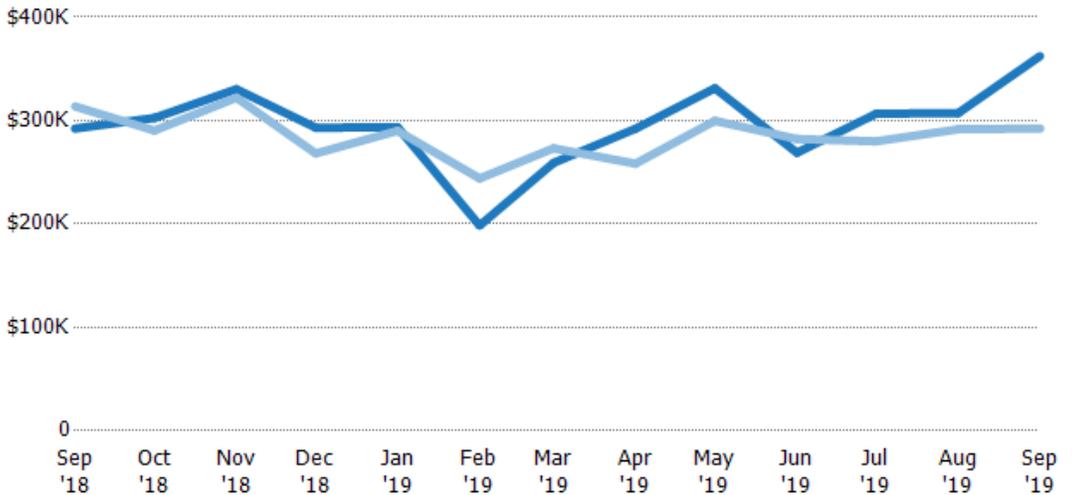
Condo/Townhouse	9%	-	-	8%	10%	7%	-	4%	7%	7%	6%	6%	7%
Single Family Residence	91%	100%	100%	92%	90%	93%	100%	96%	93%	93%	94%	94%	93%

## 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	\$292K	\$303K	\$330K	\$293K	\$293K	\$199K	\$259K	\$292K	\$331K	\$269K	\$307K	\$307K	\$362K
Prior Year	\$314K	\$290K	\$322K	\$268K	\$290K	\$244K	\$273K	\$258K	\$300K	\$282K	\$280K	\$292K	\$292K
Percent Change from Prior Year	-7%	4%	3%	9%	1%	-19%	-5%	13%	11%	-5%	10%	5%	24%

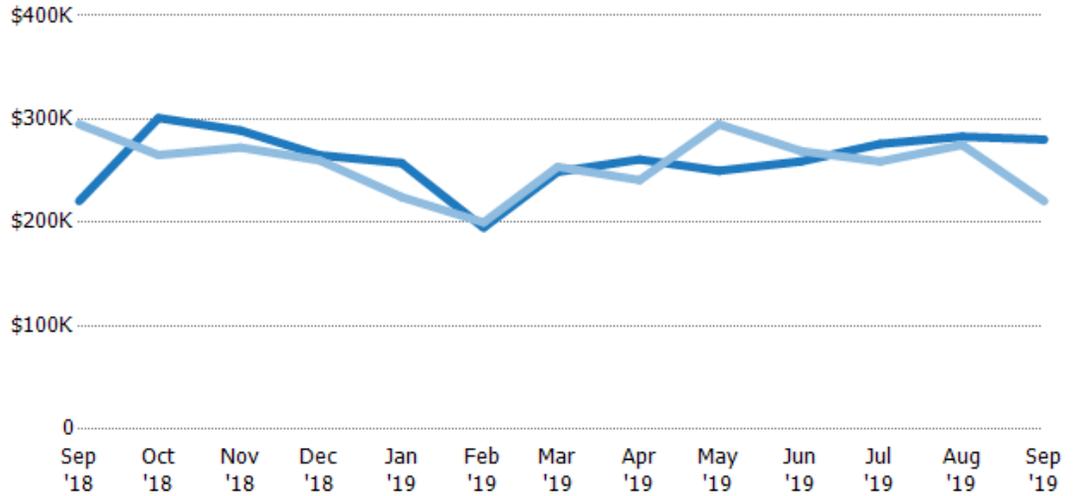
## Median Sales Price

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.
Sep '19	\$280K	27%
Sep '18	\$221K	-25.2%
Sep '17	\$295K	-11.9%



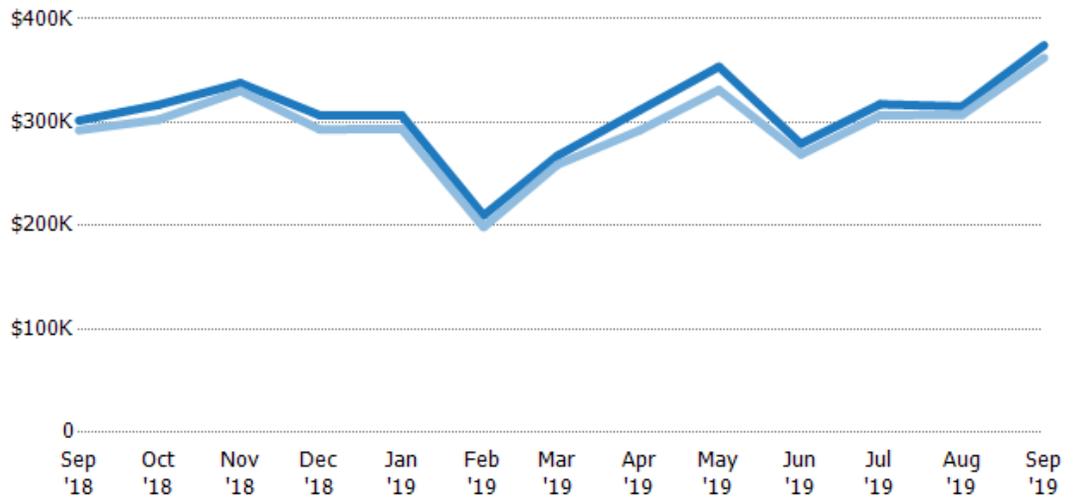
Current Year	\$221K	\$301K	\$289K	\$265K	\$257K	\$195K	\$249K	\$261K	\$250K	\$259K	\$276K	\$283K	\$280K
Prior Year	\$295K	\$265K	\$273K	\$260K	\$225K	\$200K	\$254K	\$241K	\$295K	\$269K	\$259K	\$275K	\$221K
Percent Change from Prior Year	-25%	13%	6%	2%	15%	-3%	-2%	8%	-15%	-4%	7%	3%	27%

## 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



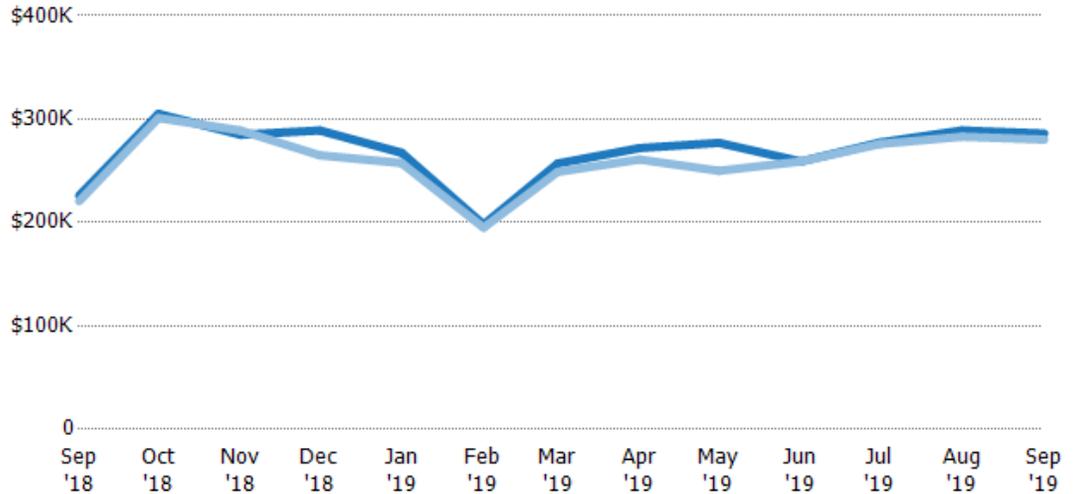
Avg List Price	\$302K	\$317K	\$338K	\$307K	\$307K	\$210K	\$268K	\$312K	\$354K	\$279K	\$317K	\$315K	\$374K
Avg Sales Price	\$292K	\$303K	\$330K	\$293K	\$293K	\$199K	\$259K	\$292K	\$331K	\$269K	\$307K	\$307K	\$362K
Avg Sales Price as a % of Avg List Price	97%	95%	98%	96%	96%	95%	97%	94%	94%	96%	97%	97%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



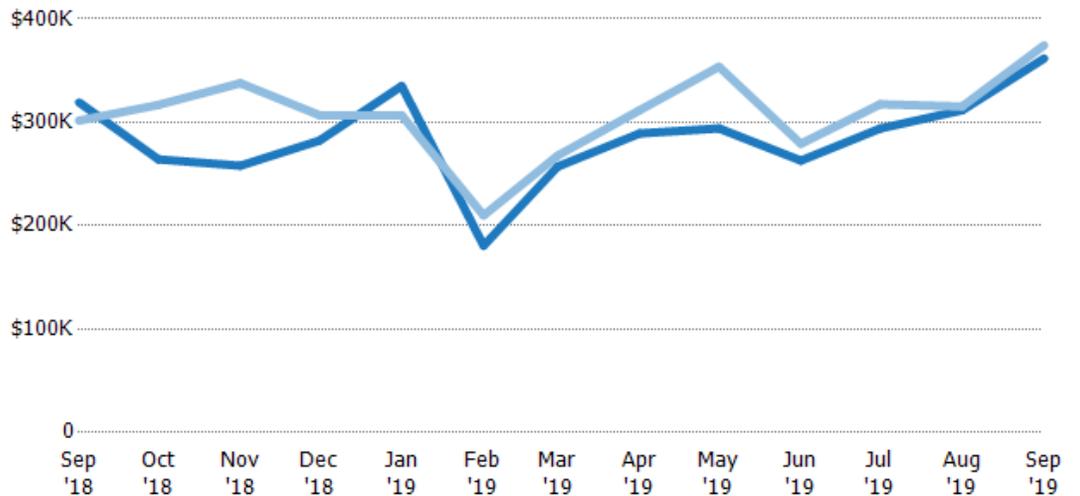
	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19
Median List Price	\$226K	\$305K	\$285K	\$289K	\$267K	\$198K	\$257K	\$272K	\$277K	\$259K	\$277K	\$289K	\$286K
Median Sales Price	\$221K	\$301K	\$289K	\$265K	\$257K	\$195K	\$249K	\$261K	\$250K	\$259K	\$276K	\$283K	\$280K
Med Sales Price as a % of Med List Price	98%	99%	101%	92%	96%	98%	97%	96%	90%	100%	99%	98%	98%

## 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



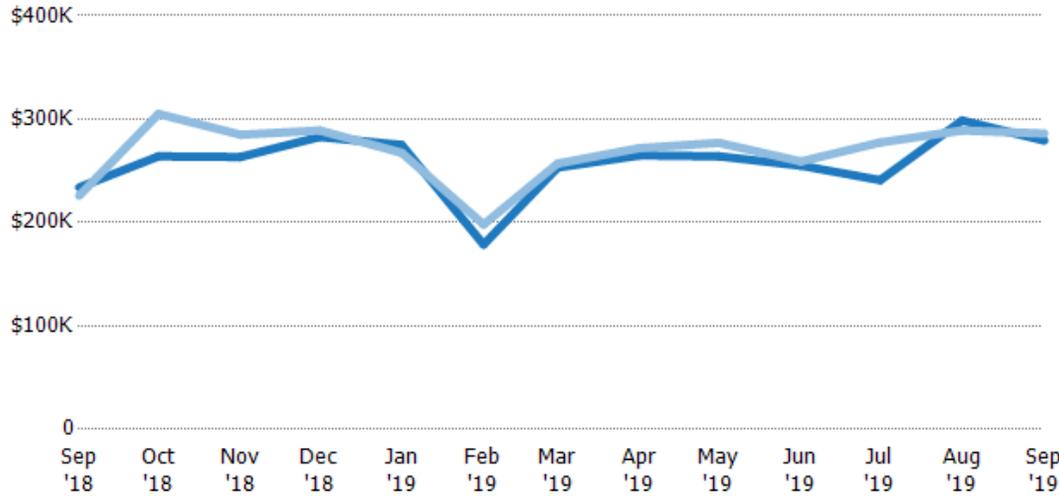
	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19
Avg Est Value	\$319K	\$264K	\$258K	\$282K	\$335K	\$181K	\$257K	\$289K	\$294K	\$263K	\$294K	\$312K	\$362K
Avg Sales Price	\$302K	\$317K	\$338K	\$307K	\$307K	\$210K	\$268K	\$312K	\$354K	\$279K	\$317K	\$315K	\$374K
Avg Sales Price as a % of Avg Est Value	95%	120%	131%	109%	92%	116%	104%	108%	120%	106%	108%	101%	104%

## 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



	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19
Median Est Value	\$234K	\$264K	\$263K	\$283K	\$275K	\$179K	\$253K	\$265K	\$264K	\$255K	\$241K	\$299K	\$279K
Median Sales Price	\$226K	\$305K	\$285K	\$289K	\$267K	\$198K	\$257K	\$272K	\$277K	\$259K	\$277K	\$289K	\$286K
Med Sales Price as a % of Med Est Value	97%	116%	108%	102%	97%	111%	102%	103%	105%	102%	115%	97%	102%