

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	Feb 2020	Feb 2019	+ / -	YTD 2020	YTD 2019	+ / -
Listing Activity Charts Metrics						
New Listing Count	31	23	+34.8%	48	47	+2.1%
New Listing Volume	\$11,902,200	\$13,201,500	-9.8%	\$17,262,500	\$19,335,200	-10.7%
Active Listing Count	147	213	-31%	N/A	N/A	
Active Listing Volume	\$54,291,904	\$88,856,034	-38.9%	N/A	N/A	
Average Listing Price	\$369,333	\$417,164	-11.5%	\$379,601	\$399,455	-5%
Median Listing Price	\$287,500	\$299,900	-4.1%	\$286,111	\$294,325	-2.8%
Median Days in RPR	192	217	-11.5%	187	206.14	-9.3%
Months of Inventory	7.4	10.7	-31%	8.5	15	-43.6%
Absorption Rate	13.61%	9.39%	+4.2%	11.78%	6.65%	+5.1%
Sales Activity Charts Metrics						
New Pending Sales Count	31	26	+19.2%	51	50	+2%
New Pending Sales Volume	\$10,287,100	\$7,952,000	+29.4%	\$15,218,400	\$14,494,300	+5%
Pending Sales Count	35	34	+2.9%	N/A	N/A	
Pending Sales Volume	\$10,784,600	\$9,774,300	+10.3%	N/A	N/A	
Closed Sales Count	12	15	-20%	32	35	-8.6%
Closed Sales Volume	\$2,821,900	\$2,977,900	-5.2%	\$7,907,350	\$8,847,800	-10.6%
Average Sales Price	\$235,158	\$198,527	+18.5%	\$247,105	\$252,794	-2.3%
Median Sales Price	\$220,000	\$195,000	+12.8%	\$259,219	\$230,686	+12.4%

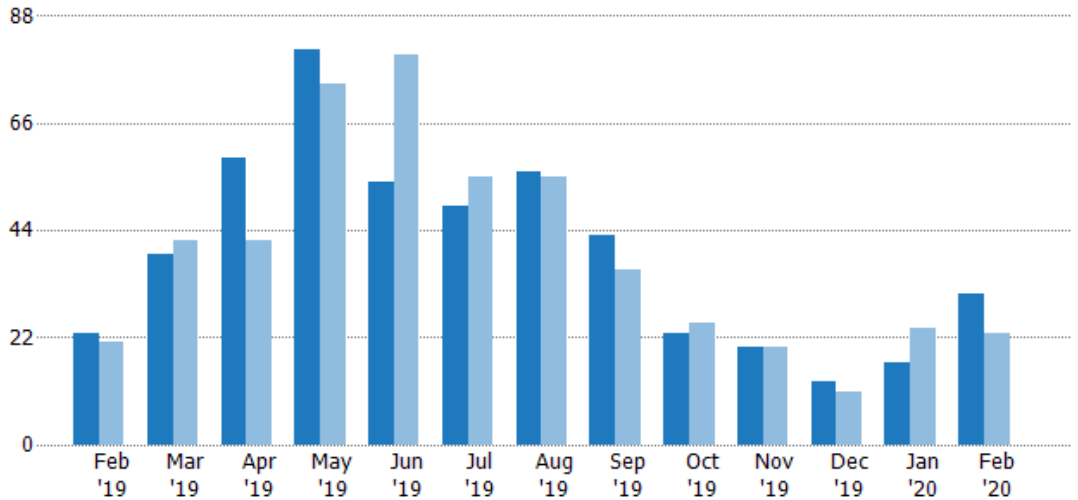
New Listings

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.
Feb '20	31	34.8%
Feb '19	23	9.5%
Feb '18	21	14.3%



Current Year	23	39	59	81	54	49	56	43	23	20	13	17	31
Prior Year	21	42	42	74	80	55	55	36	25	20	11	24	23
Percent Change from Prior Year	10%	-7%	40%	9%	-33%	-11%	2%	19%	-8%	0%	18%	-29%	35%

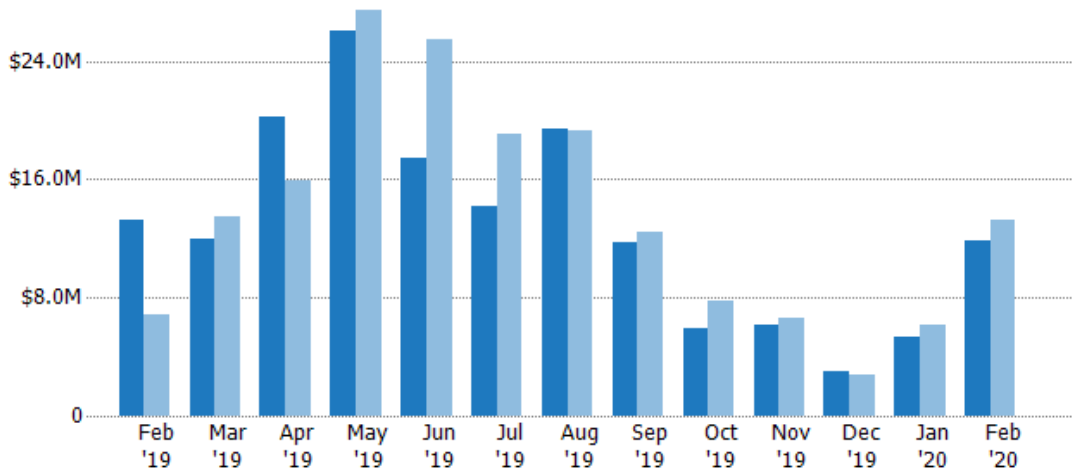
New Listing Volume

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.
Feb '20	\$11.9M	-9.8%
Feb '19	\$13.2M	92.6%
Feb '18	\$6.85M	40.8%



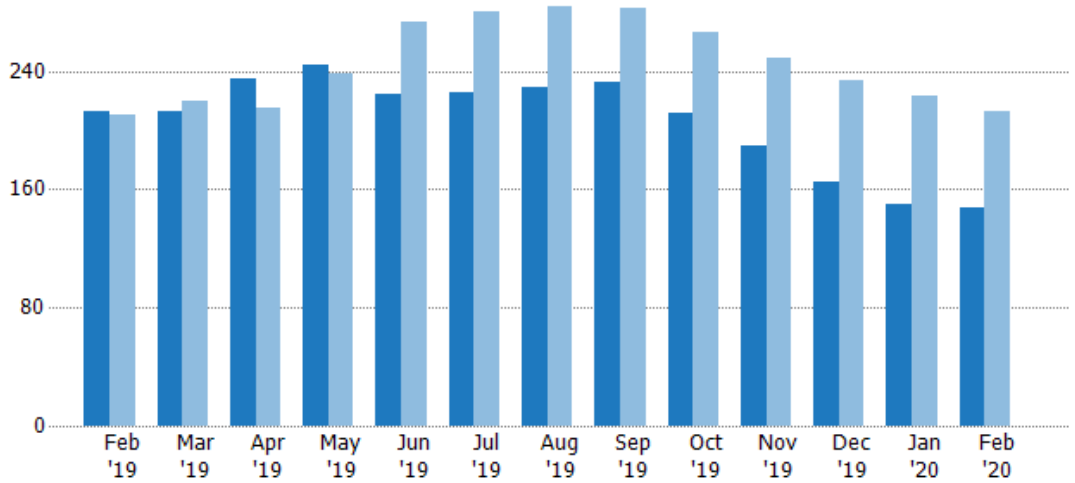
Current Year	\$13.2M	\$11.9M	\$20.2M	\$26.1M	\$17.4M	\$14.2M	\$19.4M	\$11.7M	\$5.97M	\$6.2M	\$3.02M	\$5.36M	\$11.9M
Prior Year	\$6.85M	\$13.5M	\$16M	\$27.4M	\$25.4M	\$19.1M	\$19.3M	\$12.5M	\$7.74M	\$6.57M	\$2.72M	\$6.13M	\$13.2M
Percent Change from Prior Year	93%	-12%	27%	-5%	-32%	-26%	1%	-6%	-23%	-5%	11%	-13%	-10%

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



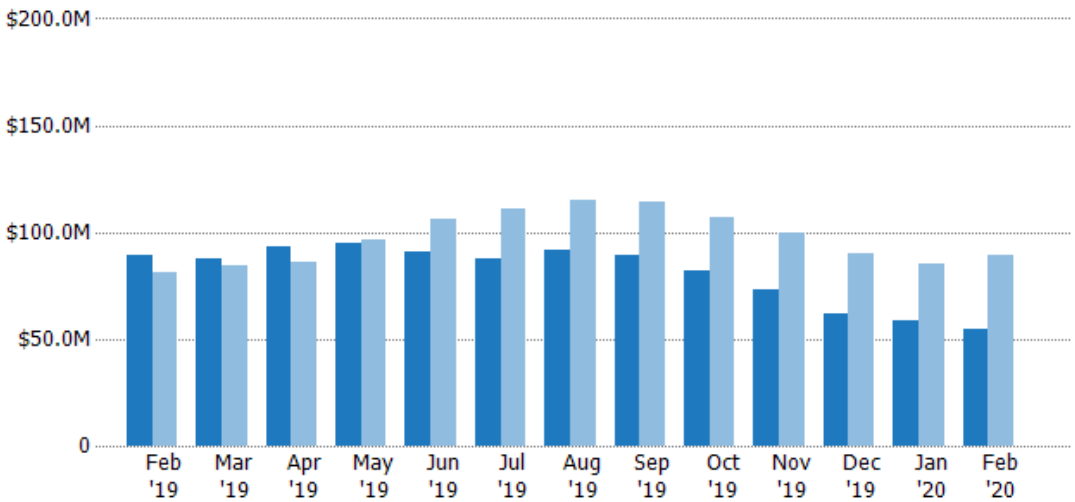
	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20
Current Year	213	213	235	244	224	225	229	232	212	189	165	150	147
Prior Year	210	220	215	238	273	280	284	283	266	249	234	223	213
Percent Change from Prior Year	1%	-3%	9%	3%	-18%	-20%	-19%	-18%	-20%	-24%	-29%	-33%	-31%

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



	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20
Current Year	\$88.9M	\$87.2M	\$93.1M	\$94.9M	\$90.5M	\$87.5M	\$91.5M	\$89.6M	\$81.7M	\$73.1M	\$62.2M	\$58.4M	\$54.3M
Prior Year	\$80.9M	\$84.4M	\$86.4M	\$96.8M	\$106M	\$111M	\$115M	\$114M	\$107M	\$100M	\$90.2M	\$85.3M	\$88.9M
Percent Change from Prior Year	10%	3%	8%	-2%	-15%	-21%	-21%	-21%	-23%	-27%	-31%	-31%	-39%

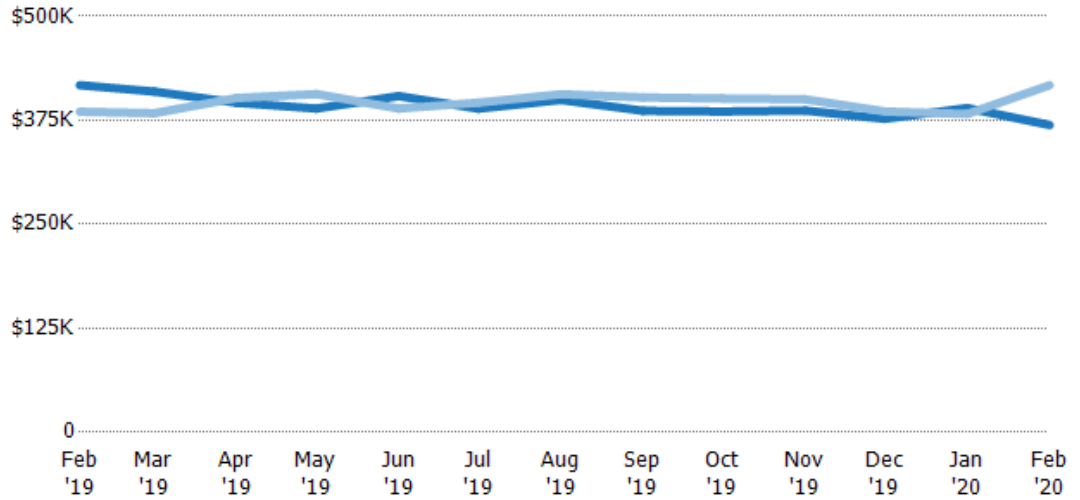
Average Listing Price

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.
Feb '20	\$369K	-11.5%
Feb '19	\$417K	8.3%
Feb '18	\$385K	7%



Current Year	\$417K	\$410K	\$396K	\$389K	\$404K	\$389K	\$399K	\$386K	\$386K	\$387K	\$377K	\$390K	\$369K
Prior Year	\$385K	\$384K	\$402K	\$407K	\$389K	\$396K	\$406K	\$402K	\$401K	\$400K	\$386K	\$383K	\$417K
Percent Change from Prior Year	8%	7%	-1%	-4%	4%	-2%	-2%	-4%	-4%	-3%	-2%	2%	-11%

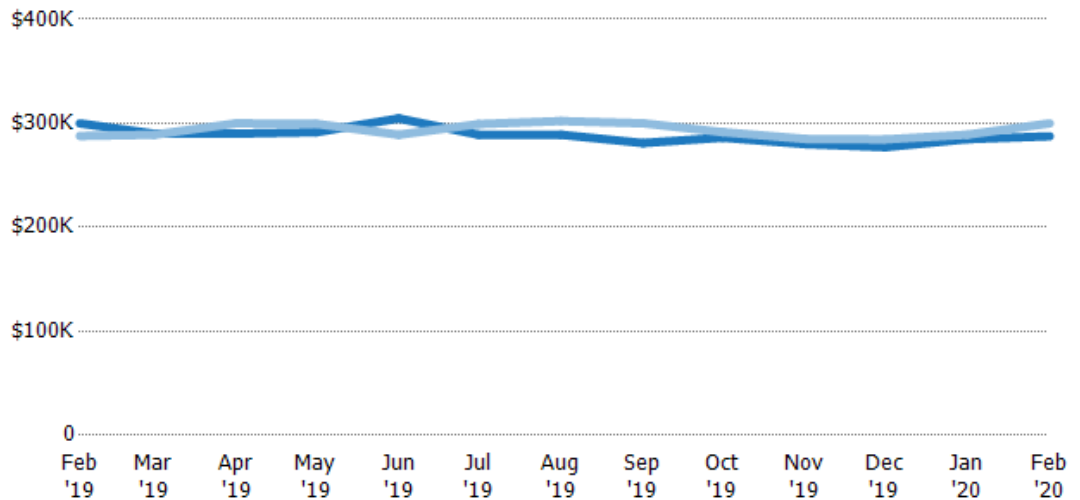
Median Listing Price

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.
Feb '20	\$288K	-4.1%
Feb '19	\$300K	4.2%
Feb '18	\$288K	-4.4%



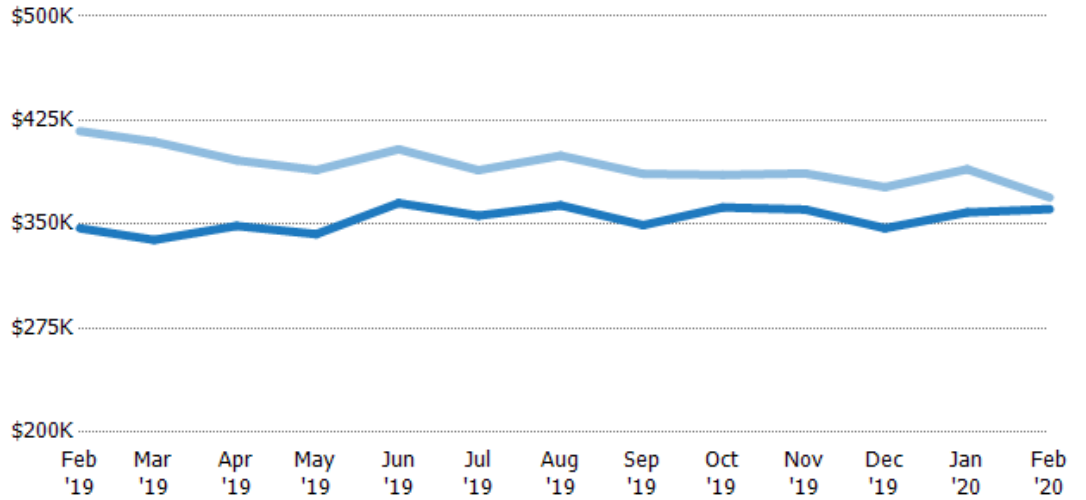
Current Year	\$300K	\$290K	\$290K	\$291K	\$305K	\$289K	\$289K	\$281K	\$286K	\$280K	\$277K	\$285K	\$288K
Prior Year	\$288K	\$289K	\$300K	\$299K	\$289K	\$299K	\$302K	\$300K	\$291K	\$285K	\$285K	\$289K	\$300K
Percent Change from Prior Year	4%	0%	-3%	-3%	5%	-3%	-4%	-6%	-2%	-2%	-3%	-1%	-4%

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



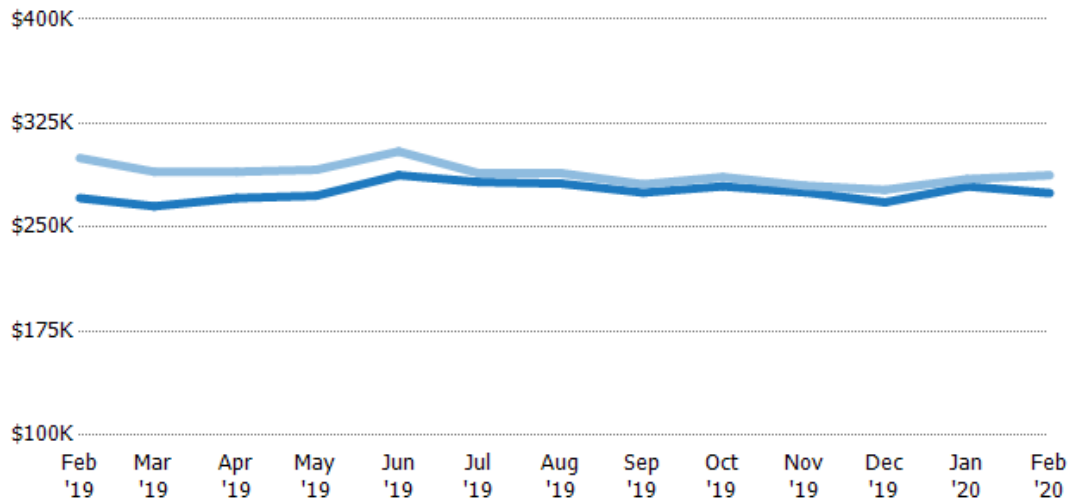
	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20
Avg Est Value	\$347K	\$339K	\$349K	\$343K	\$365K	\$356K	\$364K	\$349K	\$362K	\$361K	\$347K	\$359K	\$361K
Avg Listing Price	\$417K	\$410K	\$396K	\$389K	\$404K	\$389K	\$399K	\$386K	\$386K	\$387K	\$377K	\$390K	\$369K
Avg Listing Price as a % of Avg Est Value	120%	121%	114%	113%	111%	109%	110%	111%	106%	107%	109%	109%	102%

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



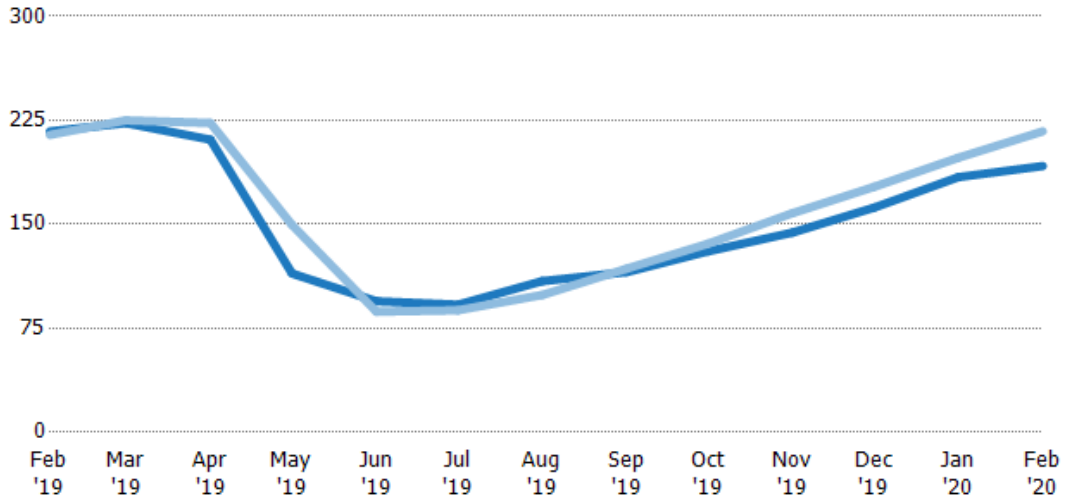
	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20
Median Est Value	\$271K	\$265K	\$271K	\$273K	\$288K	\$283K	\$282K	\$275K	\$280K	\$275K	\$268K	\$280K	\$275K
Median Listing Price	\$300K	\$290K	\$290K	\$291K	\$305K	\$289K	\$289K	\$281K	\$286K	\$280K	\$277K	\$285K	\$288K
Med Listing Price as a % of Med Est Value	111%	109%	107%	107%	106%	102%	103%	102%	102%	102%	103%	102%	105%

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
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 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence



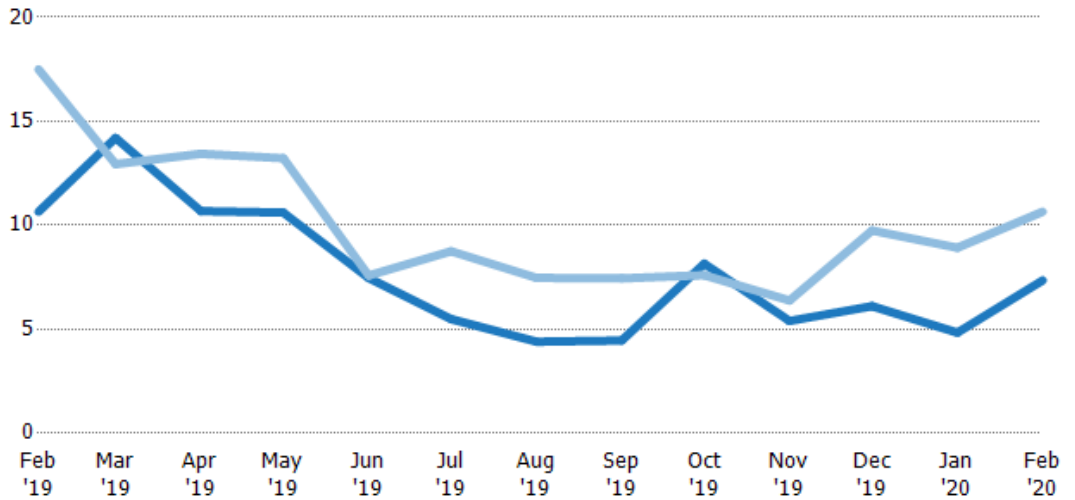
	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20
Current Year	217	223	211	115	94.5	92	109	116	131	144	162	184	192
Prior Year	215	225	223	150	87	88	99	118	136	158	177	198	217
Percent Change from Prior Year	1%	-1%	-5%	-23%	9%	5%	10%	-2%	-4%	-9%	-8%	-7%	-12%

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



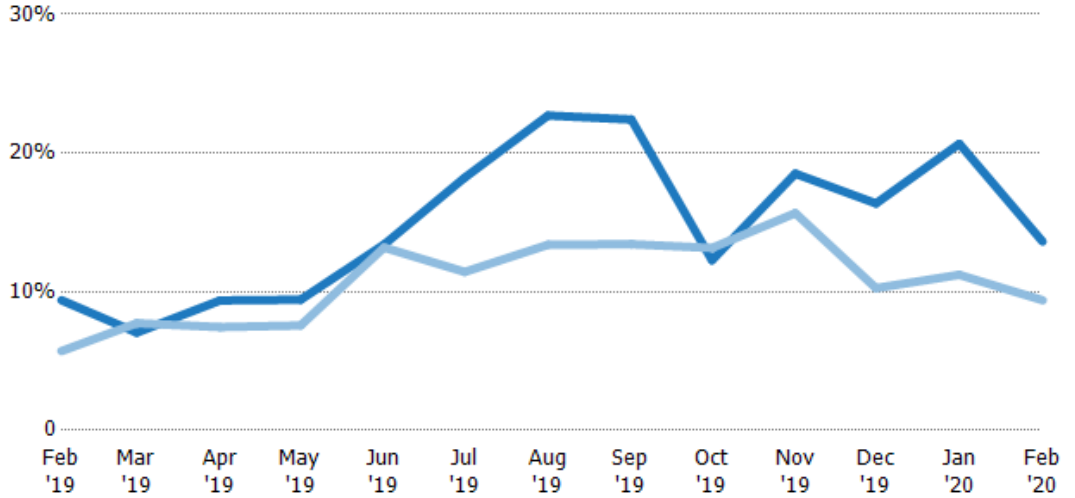
	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20
Current Year	10.7	14.2	10.7	10.6	7.47	5.49	4.4	4.46	8.15	5.4	6.11	4.84	7.35
Prior Year	17.5	12.9	13.4	13.2	7.58	8.75	7.47	7.45	7.6	6.38	9.75	8.92	10.7
Percent Change from Prior Year	-39%	10%	-21%	-20%	-2%	-37%	-41%	-40%	7%	-15%	-37%	-46%	-31%

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



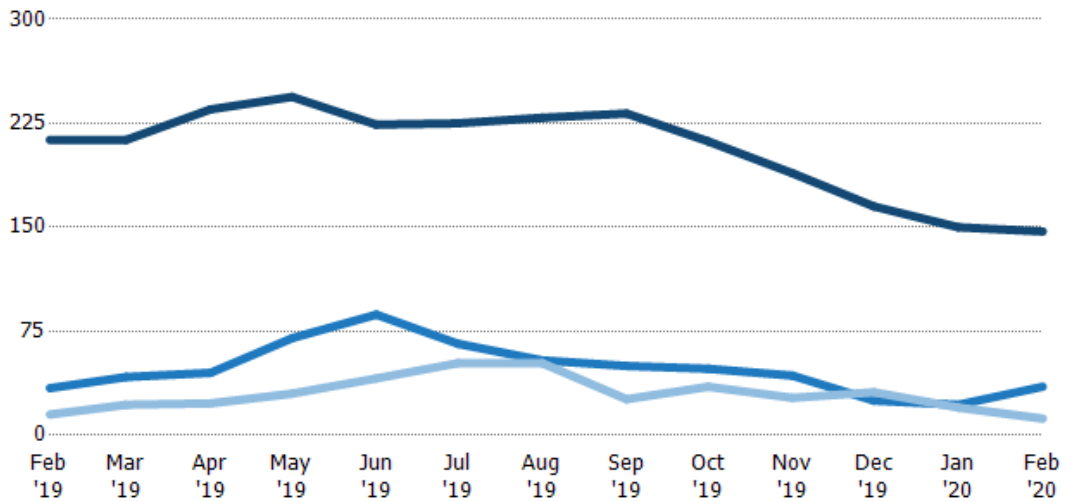
	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20
Current Year	9%	7%	9%	9%	13%	18%	23%	22%	12%	19%	16%	21%	14%
Prior Year	6%	8%	7%	8%	13%	11%	13%	13%	13%	16%	10%	11%	9%
Change from Prior Year	-4%	1%	-2%	-2%	0%	-7%	-9%	-9%	1%	-3%	-6%	-9%	-4%

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



	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20
Active	213	213	235	244	224	225	229	232	212	189	165	150	147
Pending	34	42	45	70	87	66	54	50	48	43	25	22	35
Sold	15	22	23	30	41	52	52	26	35	27	31	20	12

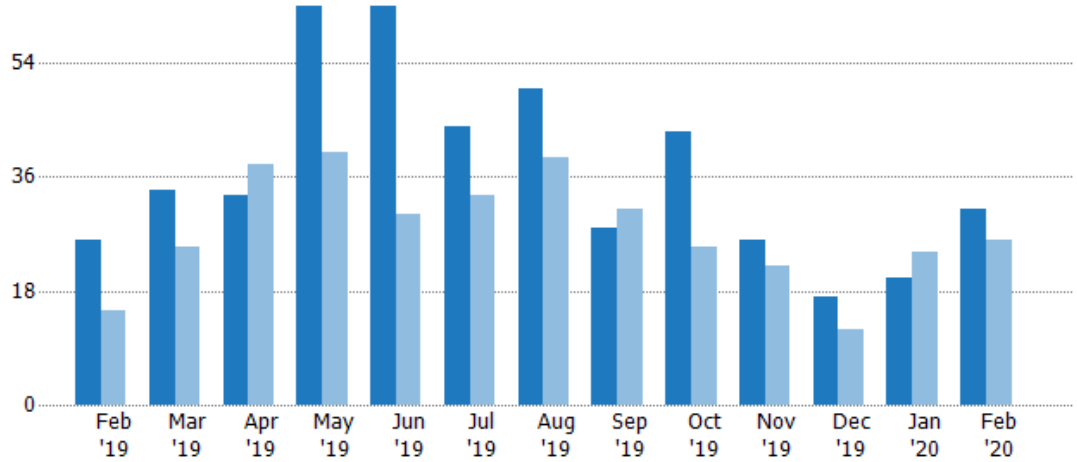
New Pending Sales

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.
Feb '20	31	19.2%
Feb '19	26	73.3%
Feb '18	15	26.7%



Current Year	26	34	33	63	63	44	50	28	43	26	17	20	31
Prior Year	15	25	38	40	30	33	39	31	25	22	12	24	26
Percent Change from Prior Year	73%	36%	-13%	58%	110%	33%	28%	-10%	72%	18%	42%	-17%	19%

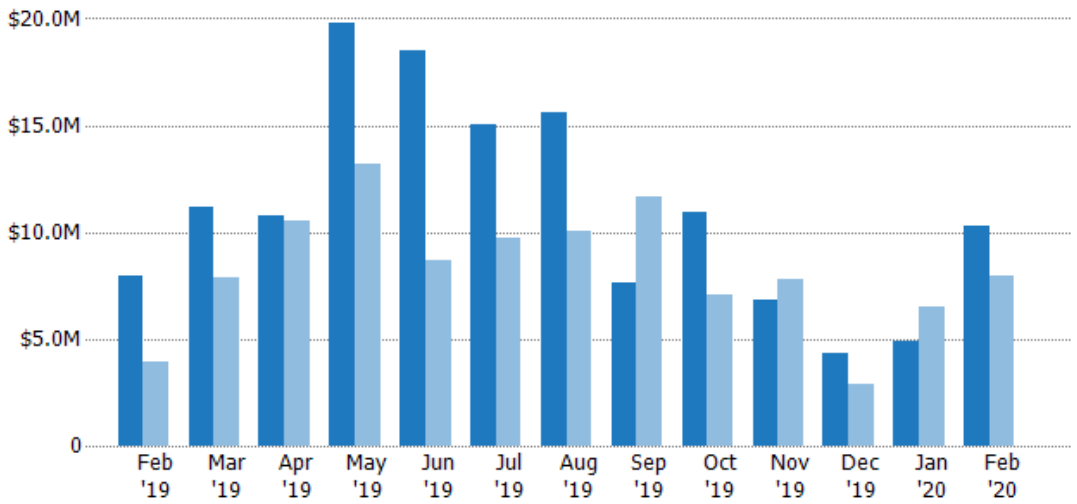
New Pending Sales Volume

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.
Feb '20	\$10.3M	29.4%
Feb '19	\$7.95M	103.7%
Feb '18	\$3.9M	25.6%



Current Year	\$7.95M	\$11.2M	\$10.8M	\$19.8M	\$18.5M	\$15.1M	\$15.6M	\$7.67M	\$11M	\$6.79M	\$4.29M	\$4.93M	\$10.3M
Prior Year	\$3.9M	\$7.85M	\$10.5M	\$13.2M	\$8.68M	\$9.73M	\$10M	\$11.6M	\$7.04M	\$7.78M	\$2.88M	\$6.54M	\$7.95M
Percent Change from Prior Year	104%	43%	3%	50%	113%	55%	55%	-34%	56%	-13%	49%	-25%	29%

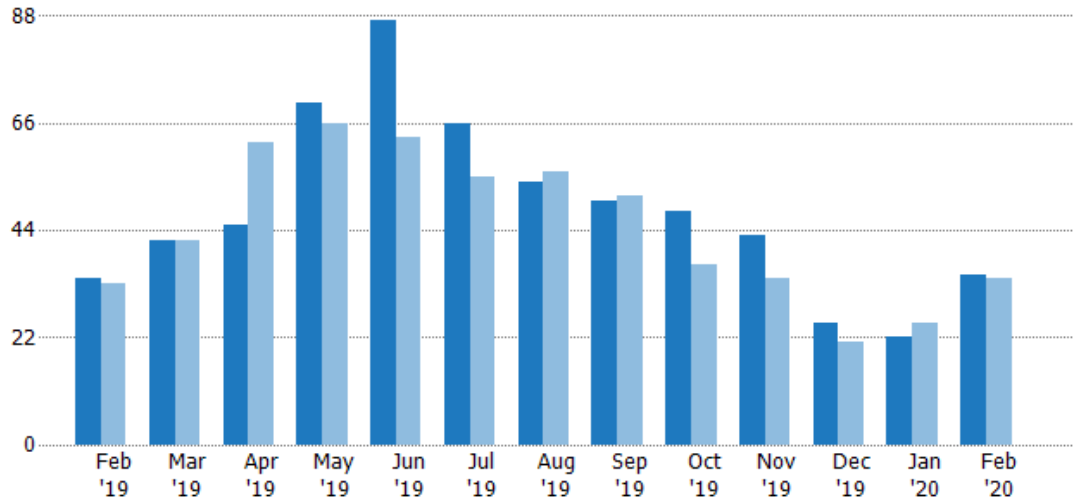
Pending Sales

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.
Feb '20	35	2.9%
Feb '19	34	3%
Feb '18	33	36.4%



	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20
Current Year	34	42	45	70	87	66	54	50	48	43	25	22	35
Prior Year	33	42	62	66	63	55	56	51	37	34	21	25	34
Percent Change from Prior Year	3%	0%	-27%	6%	38%	20%	-4%	-2%	30%	26%	19%	-12%	3%

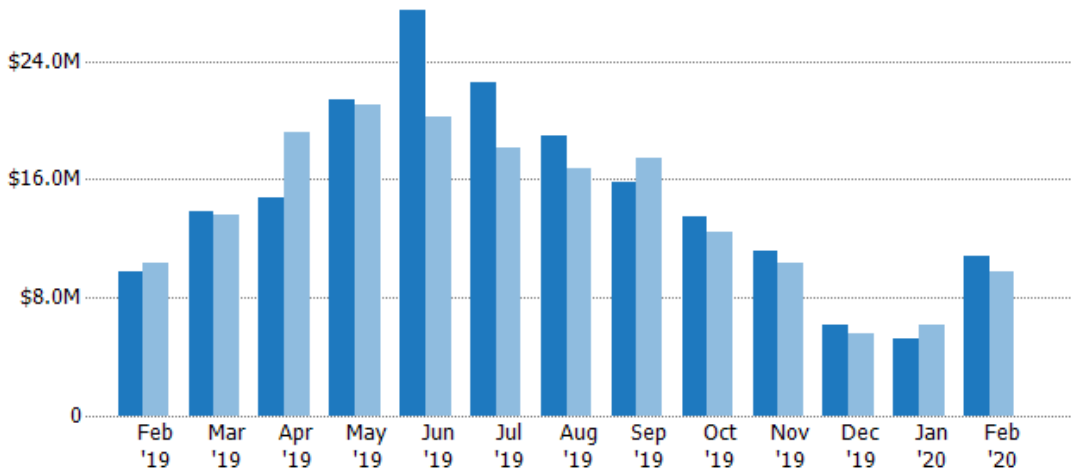
Pending Sales Volume

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.
Feb '20	\$10.8M	10.3%
Feb '19	\$9.77M	-5.4%
Feb '18	\$10.3M	2.3%



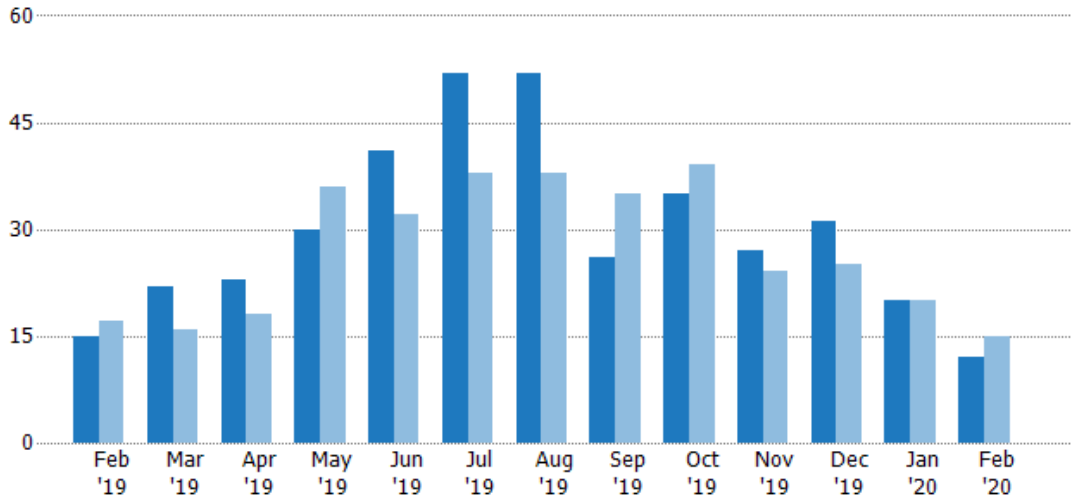
	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20
Current Year	\$9.77M	\$13.9M	\$14.8M	\$21.3M	\$27.5M	\$22.5M	\$19M	\$15.8M	\$13.5M	\$11.1M	\$6.15M	\$5.21M	\$10.8M
Prior Year	\$10.3M	\$13.6M	\$19.1M	\$21.1M	\$20.3M	\$18.1M	\$16.8M	\$17.4M	\$12.4M	\$10.4M	\$5.57M	\$6.13M	\$9.77M
Percent Change from Prior Year	-5%	2%	-23%	1%	36%	24%	13%	-9%	9%	7%	10%	-15%	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



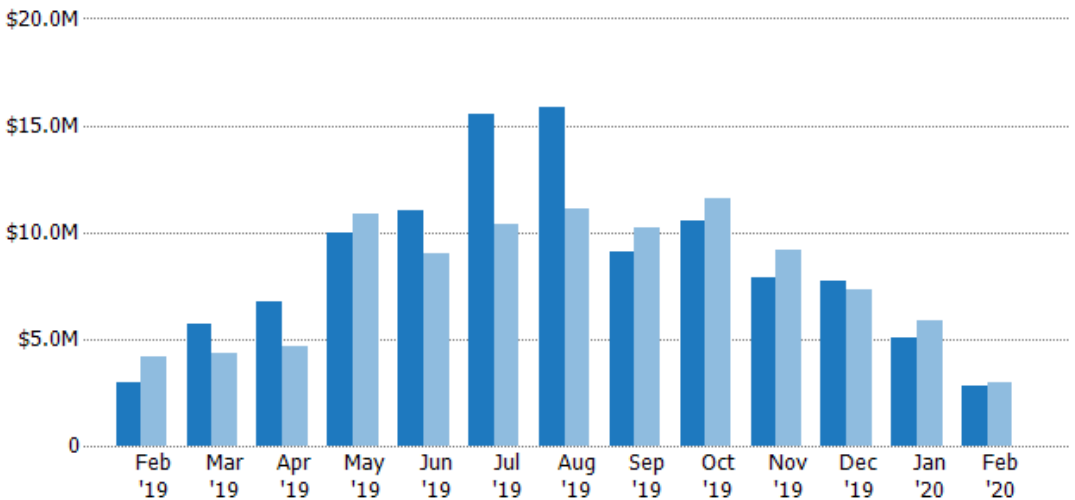
Month/Year	Count	% Chg.
Feb '20	12	-20%
Feb '19	15	-11.8%
Feb '18	17	-11.8%

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



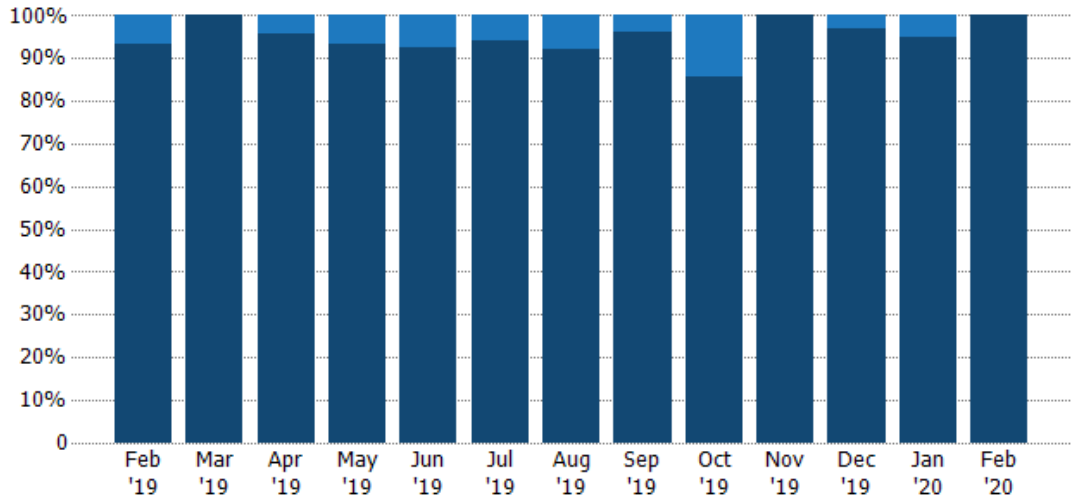
Month/Year	Volume	% Chg.
Feb '20	\$2.82M	-5.2%
Feb '19	\$2.98M	-28.2%
Feb '18	\$4.15M	-15.8%

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



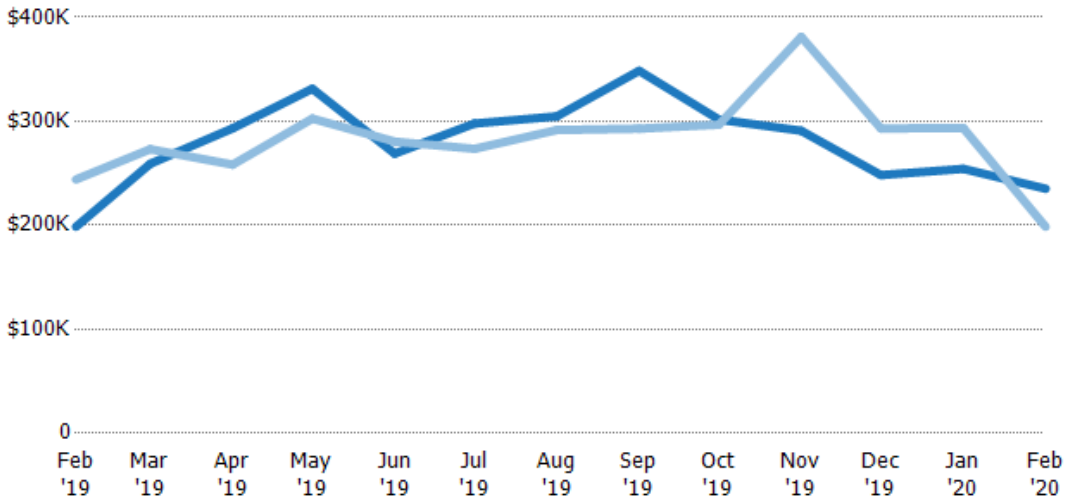
Condo/Townhouse	7%	-	4%	7%	7%	6%	8%	4%	14%	-	3%	5%	-
Single Family Residence	93%	100%	96%	93%	93%	94%	92%	96%	86%	100%	97%	95%	100%

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



Month/Year	Price	% Chg.
Feb '20	\$235K	18.5%
Feb '19	\$199K	-18.6%
Feb '18	\$244K	-4.5%

Current Year	\$199K	\$259K	\$293K	\$331K	\$269K	\$298K	\$305K	\$349K	\$302K	\$291K	\$248K	\$254K	\$235K
Prior Year	\$244K	\$273K	\$258K	\$303K	\$280K	\$274K	\$292K	\$293K	\$297K	\$381K	\$293K	\$293K	\$199K
Percent Change from Prior Year	-19%	-5%	13%	9%	-4%	9%	5%	19%	2%	-24%	-15%	-13%	18%

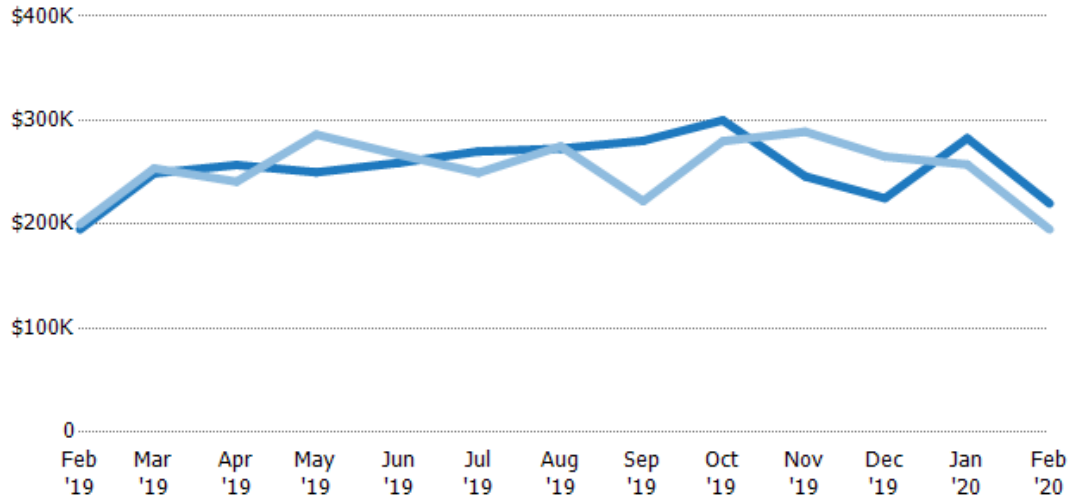
Median Sales Price

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.
Feb '20	\$220K	12.8%
Feb '19	\$195K	-2.5%
Feb '18	\$200K	1%



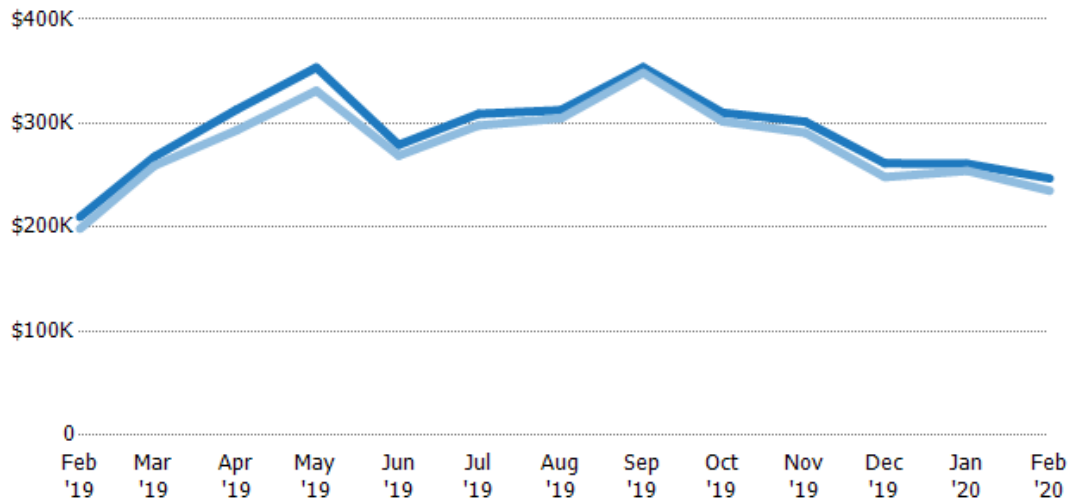
Current Year	\$195K	\$249K	\$257K	\$250K	\$259K	\$270K	\$273K	\$280K	\$300K	\$246K	\$225K	\$283K	\$220K
Prior Year	\$200K	\$254K	\$241K	\$286K	\$267K	\$250K	\$275K	\$222K	\$280K	\$289K	\$265K	\$257K	\$195K
Percent Change from Prior Year	-3%	-2%	7%	-13%	-3%	8%	-1%	26%	7%	-15%	-15%	10%	13%

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



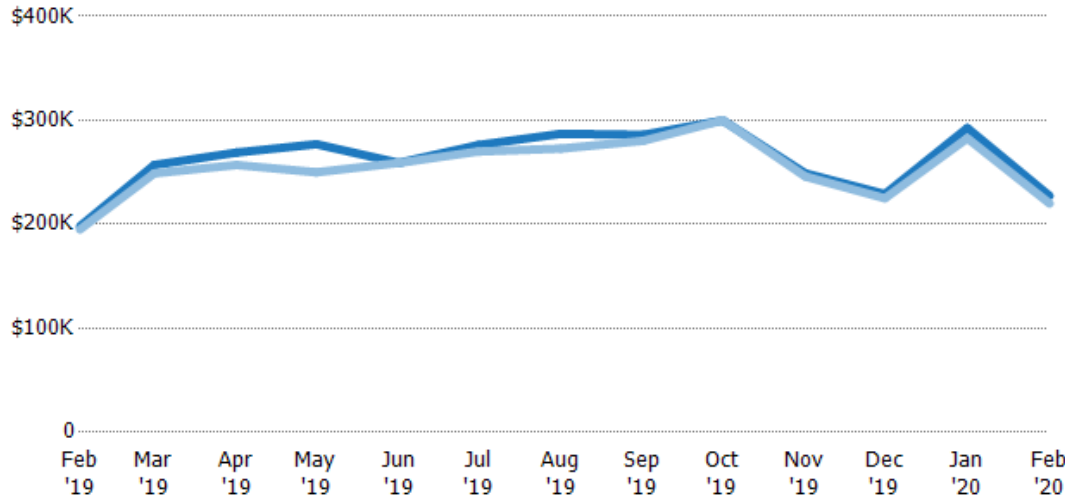
Avg List Price	\$210K	\$268K	\$313K	\$354K	\$279K	\$309K	\$313K	\$354K	\$310K	\$302K	\$261K	\$261K	\$247K
Avg Sales Price	\$199K	\$259K	\$293K	\$331K	\$269K	\$298K	\$305K	\$349K	\$302K	\$291K	\$248K	\$254K	\$235K
Avg Sales Price as a % of Avg List Price	95%	97%	94%	94%	96%	96%	97%	98%	97%	96%	95%	97%	95%

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



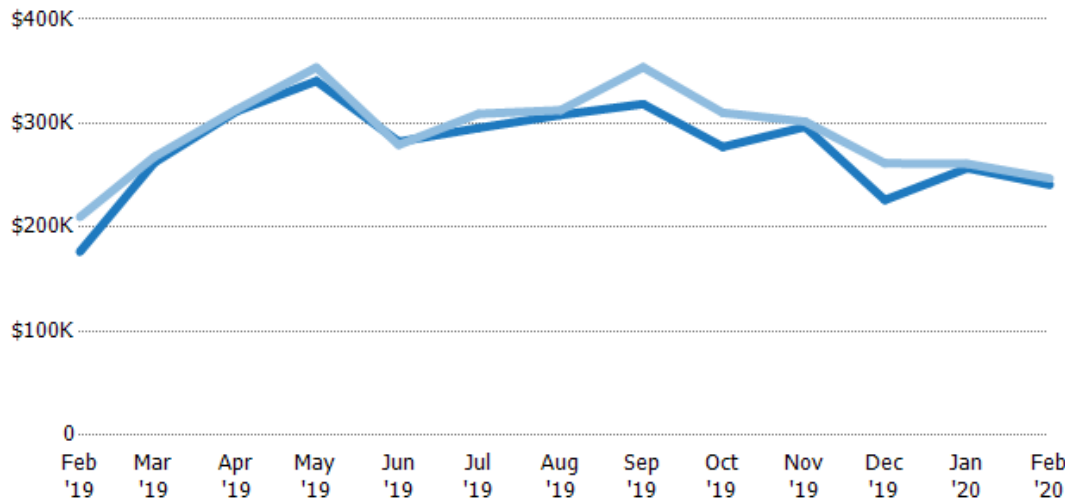
	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20
Median List Price	\$198K	\$257K	\$269K	\$277K	\$259K	\$276K	\$287K	\$286K	\$300K	\$249K	\$229K	\$293K	\$227K
Median Sales Price	\$195K	\$249K	\$257K	\$250K	\$259K	\$270K	\$273K	\$280K	\$300K	\$246K	\$225K	\$283K	\$220K
Med Sales Price as a % of Med List Price	98%	97%	96%	90%	100%	98%	95%	98%	100%	99%	98%	97%	97%

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



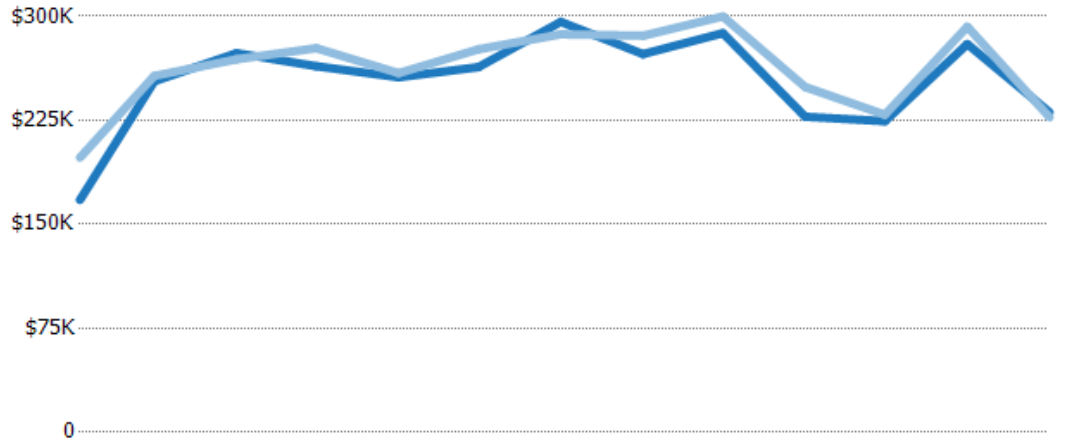
	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20
Avg Est Value	\$176K	\$262K	\$312K	\$341K	\$282K	\$295K	\$308K	\$318K	\$277K	\$297K	\$226K	\$257K	\$241K
Avg Sales Price	\$210K	\$268K	\$313K	\$354K	\$279K	\$309K	\$313K	\$354K	\$310K	\$302K	\$261K	\$261K	\$247K
Avg Sales Price as a % of Avg Est Value	119%	102%	101%	104%	99%	105%	101%	111%	112%	102%	116%	102%	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



	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20
Median Est Value	\$167K	\$253K	\$273K	\$264K	\$256K	\$263K	\$296K	\$273K	\$288K	\$228K	\$224K	\$280K	\$231K
Median Sales Price	\$198K	\$257K	\$269K	\$277K	\$259K	\$276K	\$287K	\$286K	\$300K	\$249K	\$229K	\$293K	\$227K
Med Sales Price as a % of Med Est Value	118%	102%	98%	105%	101%	105%	97%	105%	104%	109%	102%	104%	98%