

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	Mar 2020	Mar 2019	+ / -	YTD 2020	YTD 2019	+ / -
Listing Activity Charts Metrics						
New Listing Count	27	39	-30.8%	75	86	-12.8%
New Listing Volume	\$9,214,300	\$11,694,700	-21.2%	\$26,448,300	\$31,029,900	-14.8%
Active Listing Count	140	214	-34.6%	N/A	N/A	
Active Listing Volume	\$53,938,804	\$87,829,191	-38.6%	N/A	N/A	
Average Listing Price	\$385,277	\$410,417	-6.1%	\$379,943	\$403,822	-5.9%
Median Listing Price	\$312,200	\$291,450	+7.1%	\$294,393	\$294,276	+0%
Median Days in RPR	195	223	-12.6%	190.04	212.82	-10.7%
Months of Inventory	11.7	14.3	-18.2%	7.7	14.8	-47.8%
Absorption Rate	8.57%	7.01%	+1.6%	12.93%	6.75%	+6.2%
Sales Activity Charts Metrics						
New Pending Sales Count	26	34	-23.5%	77	84	-8.3%
New Pending Sales Volume	\$6,498,600	\$11,194,900	-42%	\$21,717,000	\$25,689,200	-15.5%
Pending Sales Count	38	41	-7.3%	N/A	N/A	
Pending Sales Volume	\$11,077,900	\$13,455,700	-17.7%	N/A	N/A	
Closed Sales Count	16	22	-27.3%	47	57	-17.5%
Closed Sales Volume	\$4,505,400	\$5,701,400	-21%	\$12,292,750	\$14,549,200	-15.5%
Average Sales Price	\$281,588	\$259,155	+8.7%	\$261,548	\$255,249	+2.5%
Median Sales Price	\$202,000	\$249,000	-18.9%	\$240,149	\$237,754	+1%

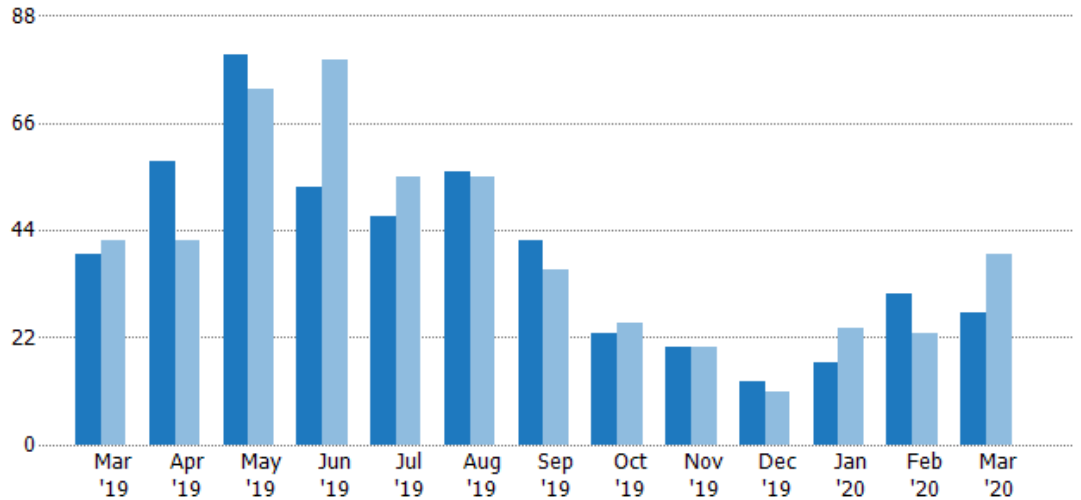
New Listings

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.
Mar '20	27	-30.8%
Mar '19	39	-7.1%
Mar '18	42	-2.4%



	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20
Current Year	39	58	80	53	47	56	42	23	20	13	17	31	27
Prior Year	42	42	73	79	55	55	36	25	20	11	24	23	39
Percent Change from Prior Year	-7%	38%	10%	-33%	-15%	2%	17%	-8%	0%	18%	-29%	35%	-31%

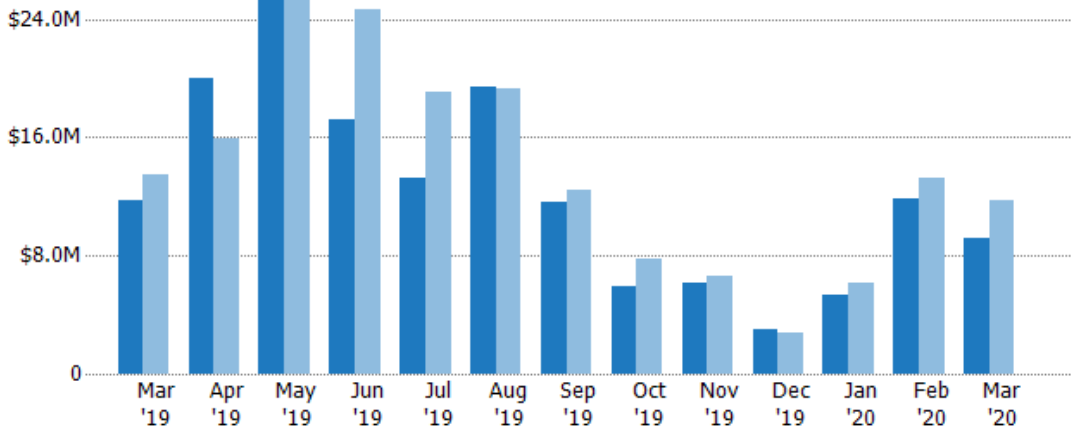
New Listing Volume

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.
Mar '20	\$9.21M	-21.2%
Mar '19	\$11.7M	-13.5%
Mar '18	\$13.5M	-2.9%



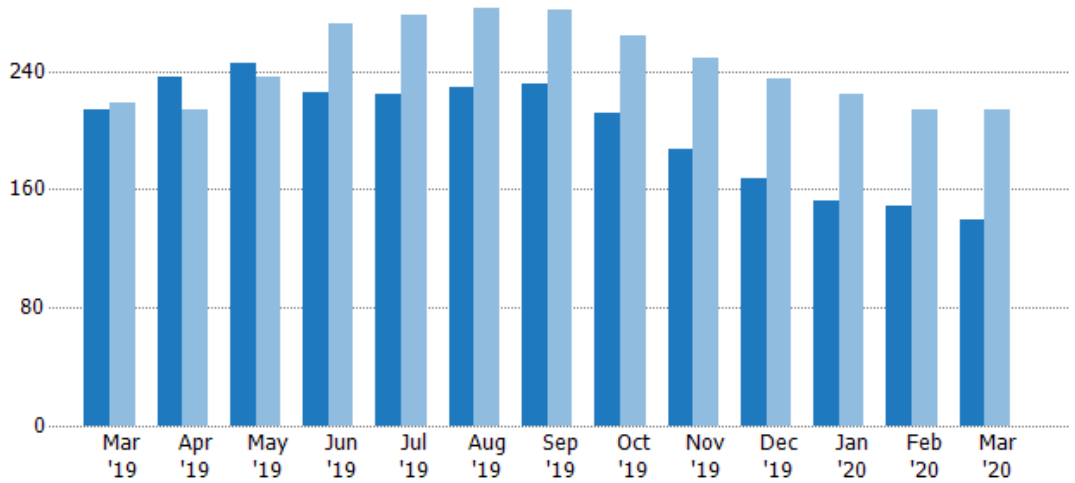
	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20
Current Year	\$11.7M	\$20M	\$25.8M	\$17.1M	\$13.2M	\$19.4M	\$11.6M	\$5.97M	\$6.2M	\$2.99M	\$5.35M	\$11.9M	\$9.21M
Prior Year	\$13.5M	\$16M	\$26.4M	\$24.6M	\$19.1M	\$19.3M	\$12.5M	\$7.74M	\$6.57M	\$2.72M	\$6.13M	\$13.2M	\$11.7M
Percent Change from Prior Year	-14%	25%	-2%	-30%	-31%	1%	-7%	-23%	-5%	10%	-13%	-10%	-21%

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



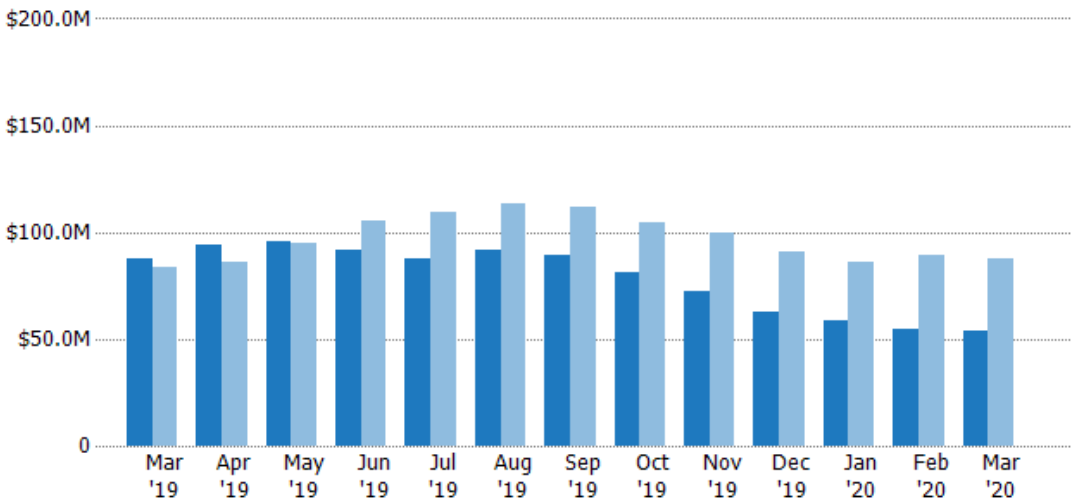
	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20
Current Year	214	236	245	225	224	229	231	211	187	167	152	149	140
Prior Year	219	214	236	272	278	282	281	264	249	235	224	214	214
Percent Change from Prior Year	-2%	10%	4%	-17%	-19%	-19%	-18%	-20%	-25%	-29%	-32%	-30%	-35%

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



	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20
Current Year	\$87.8M	\$93.8M	\$95.5M	\$91.4M	\$87.4M	\$91.6M	\$89.6M	\$81.2M	\$72M	\$62.7M	\$58.8M	\$54.8M	\$53.9M
Prior Year	\$83.9M	\$85.9M	\$95.2M	\$105M	\$109M	\$114M	\$112M	\$105M	\$99.5M	\$90.9M	\$85.9M	\$89.6M	\$87.8M
Percent Change from Prior Year	5%	9%	0%	-13%	-20%	-19%	-20%	-23%	-28%	-31%	-32%	-30%	-39%

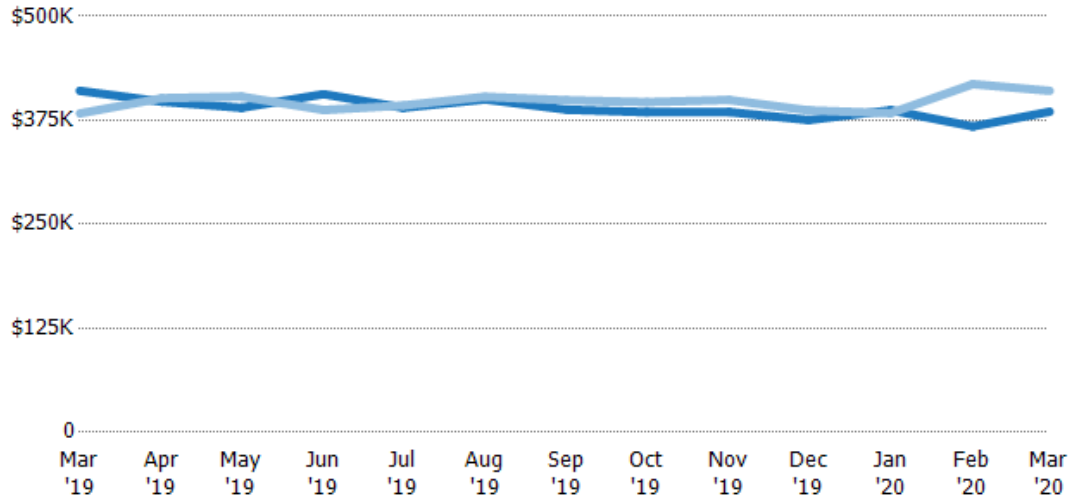
Average Listing Price

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.
Mar '20	\$385K	-6.1%
Mar '19	\$410K	7.1%
Mar '18	\$383K	7.3%



Current Year	\$410K	\$397K	\$390K	\$406K	\$390K	\$400K	\$388K	\$385K	\$385K	\$375K	\$387K	\$368K	\$385K
Prior Year	\$383K	\$402K	\$403K	\$387K	\$393K	\$403K	\$399K	\$397K	\$399K	\$387K	\$384K	\$418K	\$410K
Percent Change from Prior Year	7%	-1%	-3%	5%	-1%	-1%	-3%	-3%	-4%	-3%	1%	-12%	-6%

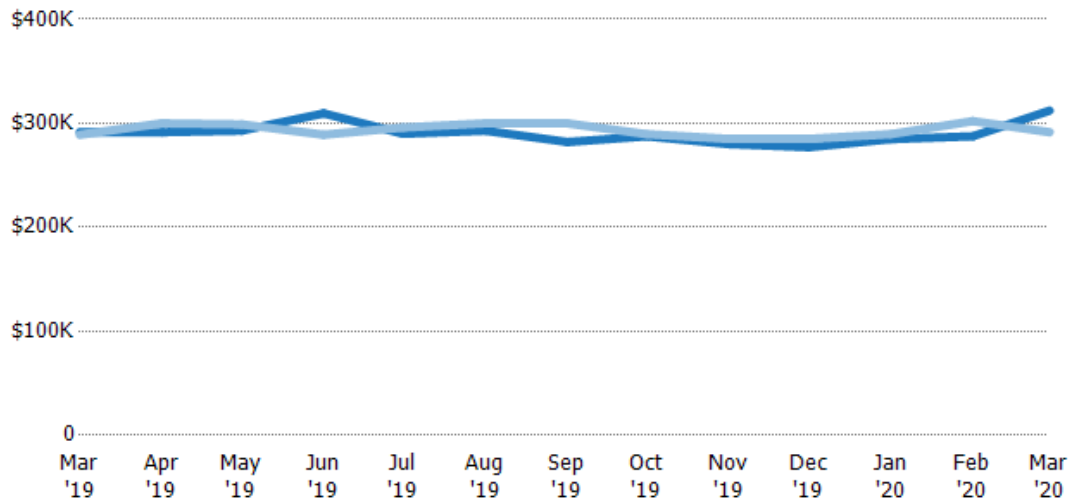
Median Listing Price

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.
Mar '20	\$312K	7.1%
Mar '19	\$291K	0.8%
Mar '18	\$289K	-0.3%



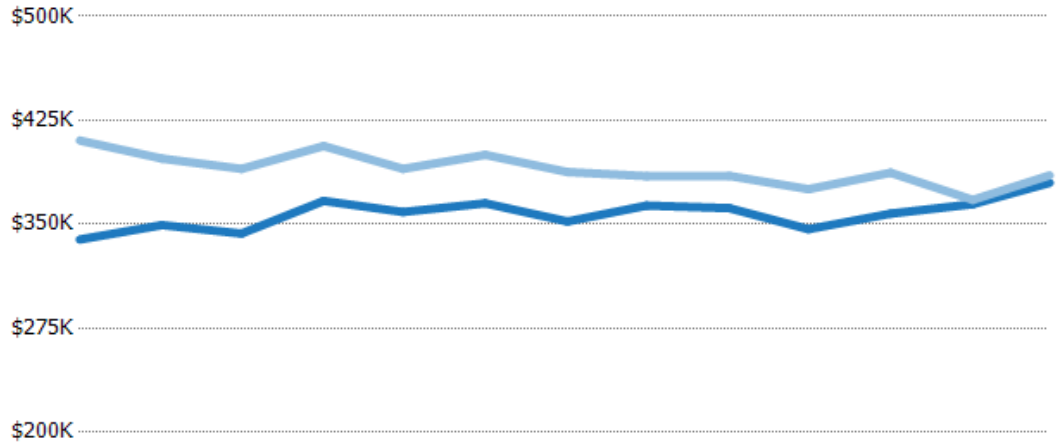
Current Year	\$291K	\$291K	\$293K	\$310K	\$290K	\$293K	\$282K	\$288K	\$280K	\$277K	\$285K	\$288K	\$312K
Prior Year	\$289K	\$300K	\$299K	\$289K	\$296K	\$300K	\$300K	\$290K	\$285K	\$285K	\$290K	\$302K	\$291K
Percent Change from Prior Year	1%	-3%	-2%	7%	-2%	-2%	-6%	-1%	-2%	-3%	-2%	-5%	7%

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



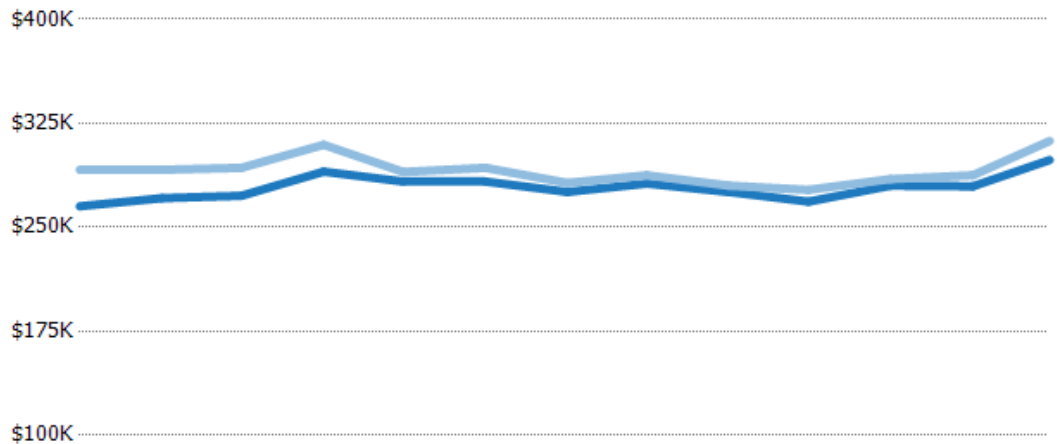
	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20
Avg Est Value	\$339K	\$349K	\$343K	\$367K	\$359K	\$365K	\$352K	\$364K	\$362K	\$346K	\$358K	\$365K	\$380K
Avg Listing Price	\$410K	\$397K	\$390K	\$406K	\$390K	\$400K	\$388K	\$385K	\$385K	\$375K	\$387K	\$368K	\$385K
Avg Listing Price as a % of Avg Est Value	121%	114%	114%	111%	109%	110%	110%	106%	106%	108%	108%	101%	101%

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



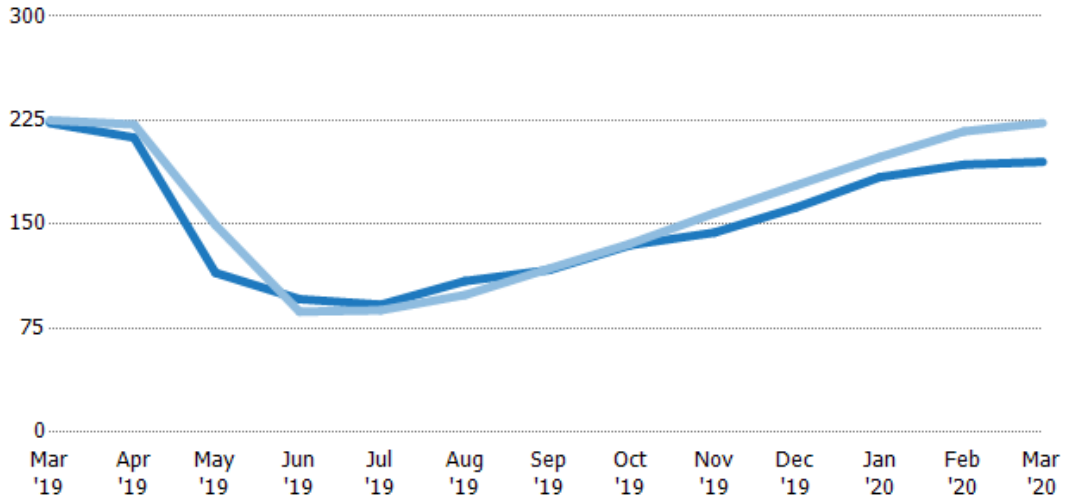
	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20
Median Est Value	\$265K	\$271K	\$273K	\$290K	\$283K	\$283K	\$275K	\$282K	\$275K	\$269K	\$280K	\$280K	\$298K
Median Listing Price	\$291K	\$291K	\$293K	\$310K	\$290K	\$293K	\$282K	\$288K	\$280K	\$277K	\$285K	\$288K	\$312K
Med Listing Price as a % of Med Est Value	110%	108%	107%	107%	102%	103%	102%	102%	102%	103%	102%	103%	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
 County: Addison County, Vermont
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence



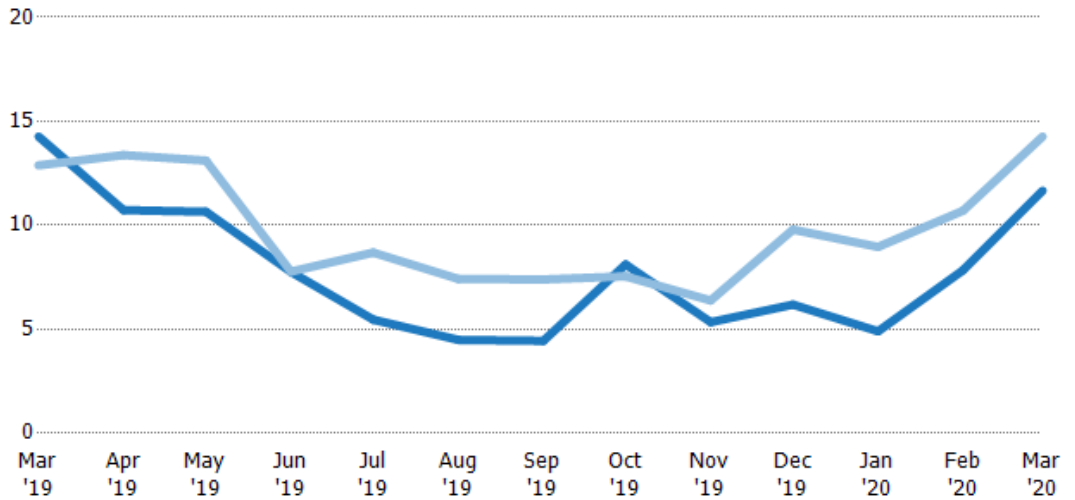
	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20
Current Year	223	213	115	96	92	109	117	135	144	162	184	193	195
Prior Year	225	222	150	87	88	99	118	136	158	178	199	217	223
Percent Change from Prior Year	-1%	-4%	-23%	10%	5%	10%	-1%	-1%	-9%	-9%	-7%	-11%	-13%

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



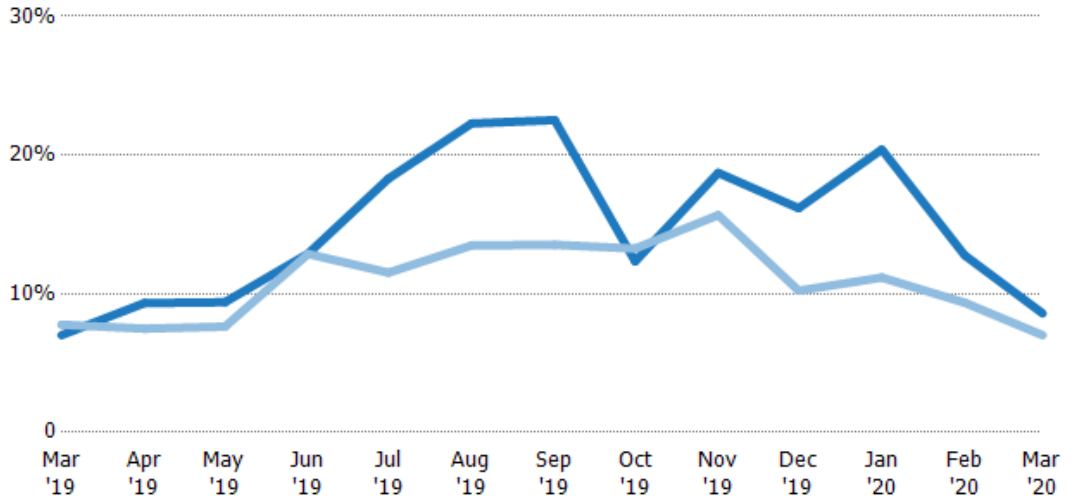
	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20
Current Year	14.3	10.7	10.7	7.76	5.46	4.49	4.44	8.12	5.34	6.19	4.9	7.84	11.7
Prior Year	12.9	13.4	13.1	7.77	8.69	7.42	7.39	7.54	6.38	9.79	8.96	10.7	14.3
Percent Change from Prior Year	11%	-20%	-19%	0%	-37%	-39%	-40%	8%	-16%	-37%	-45%	-27%	-18%

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



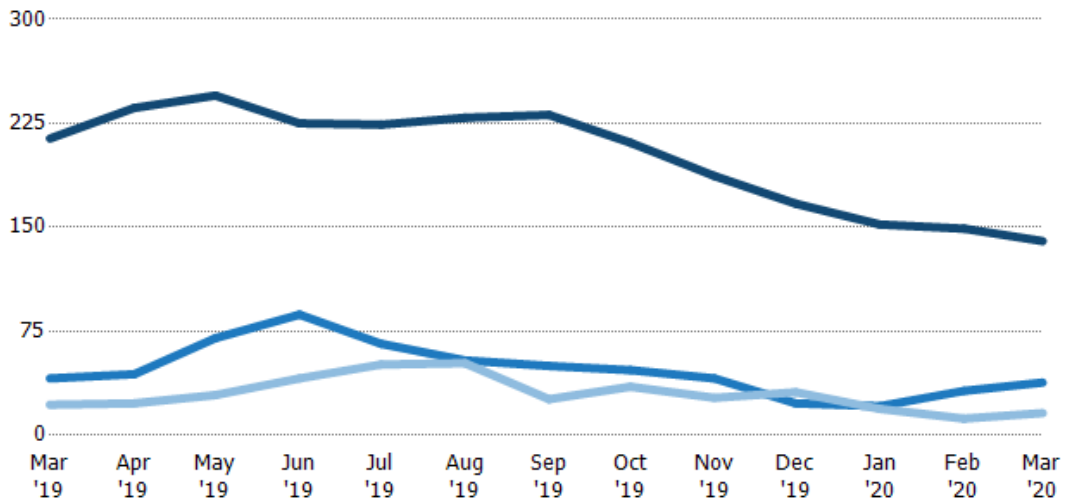
	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20
Current Year	7%	9%	9%	13%	18%	22%	23%	12%	19%	16%	20%	13%	9%
Prior Year	8%	7%	8%	13%	12%	13%	14%	13%	16%	10%	11%	9%	7%
Change from Prior Year	1%	-2%	-2%	0%	-7%	-9%	-9%	1%	-3%	-6%	-9%	-3%	-2%

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



	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20
Active	214	236	245	225	224	229	231	211	187	167	152	149	140
Pending	41	44	70	87	66	54	50	47	41	23	21	32	38
Sold	22	23	29	41	51	52	26	35	27	31	19	12	16

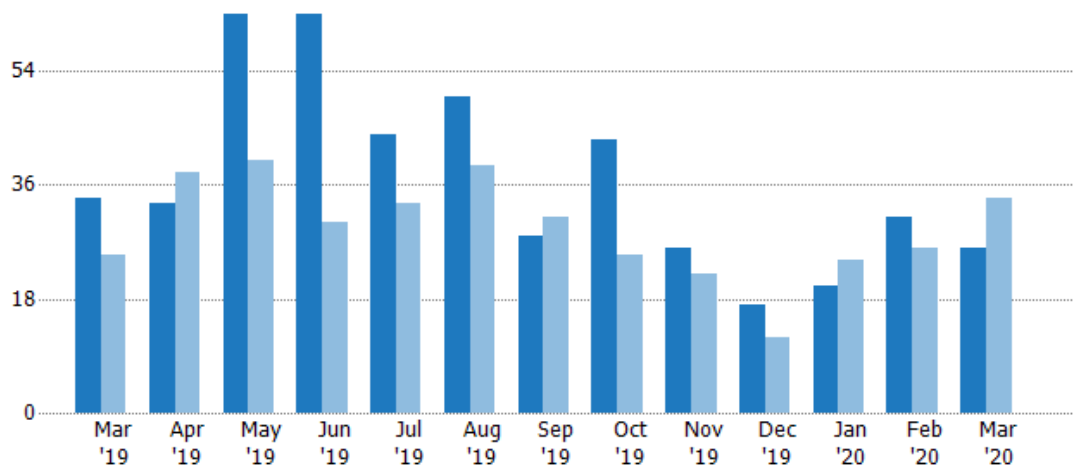
New Pending Sales

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.
Mar '20	26	-23.5%
Mar '19	34	36%
Mar '18	25	-20%



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

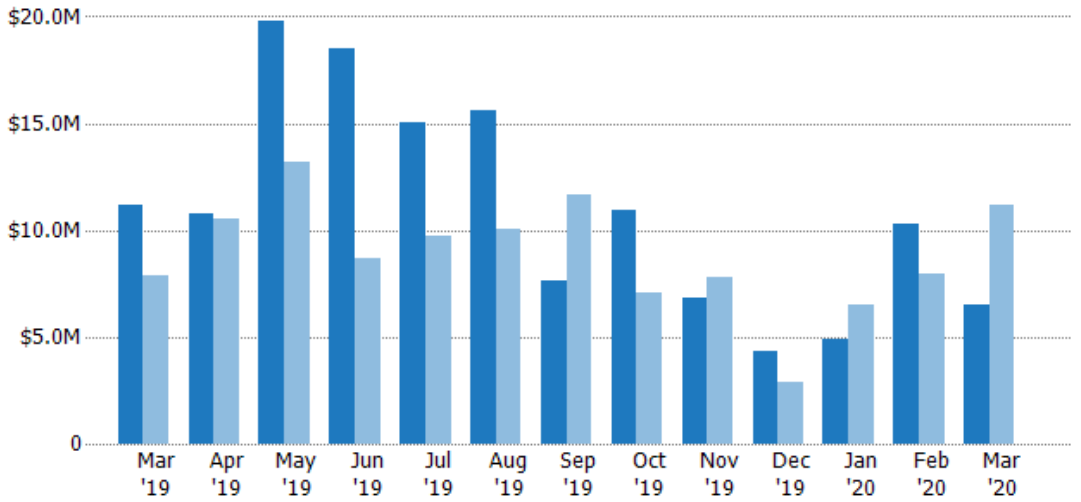
New Pending Sales Volume

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.
Mar '20	\$6.5M	-42%
Mar '19	\$11.2M	42.6%
Mar '18	\$7.85M	-24.2%



Current Year	\$11.2M	\$10.8M	\$19.8M	\$18.5M	\$15.1M	\$15.6M	\$7.67M	\$11M	\$6.79M	\$4.29M	\$4.93M	\$10.3M	\$6.5M
Prior Year	\$7.85M	\$10.5M	\$13.2M	\$8.68M	\$9.73M	\$10M	\$11.6M	\$7.04M	\$7.78M	\$2.88M	\$6.54M	\$7.95M	\$11.2M
Percent Change from Prior Year	43%	3%	50%	113%	55%	55%	-34%	56%	-13%	49%	-25%	29%	-42%

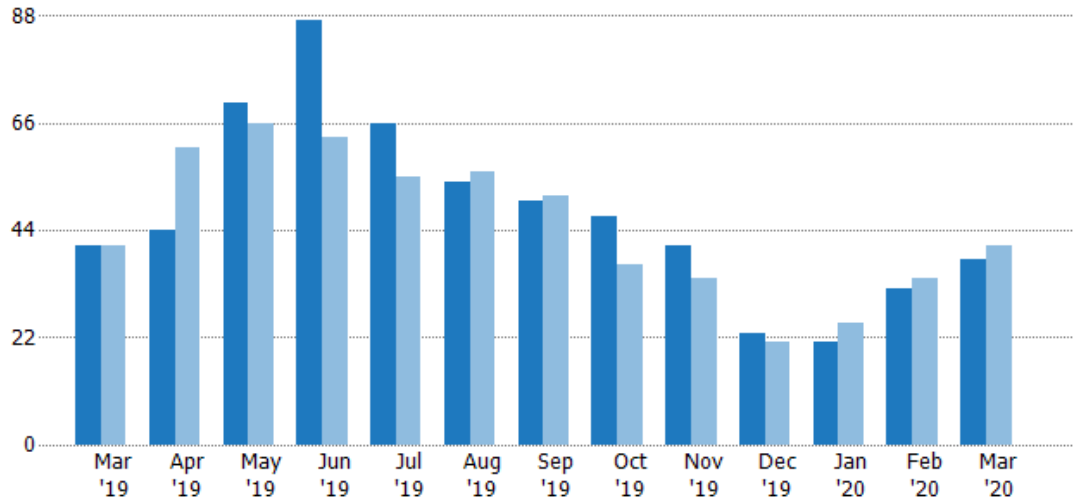
Pending Sales

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.
Mar '20	38	-7.3%
Mar '19	41	0%
Mar '18	41	-2.4%



Current Year	41	44	70	87	66	54	50	47	41	23	21	32	38
Prior Year	41	61	66	63	55	56	51	37	34	21	25	34	41
Percent Change from Prior Year	0%	-28%	6%	38%	20%	-4%	-2%	27%	21%	10%	-16%	-6%	-7%

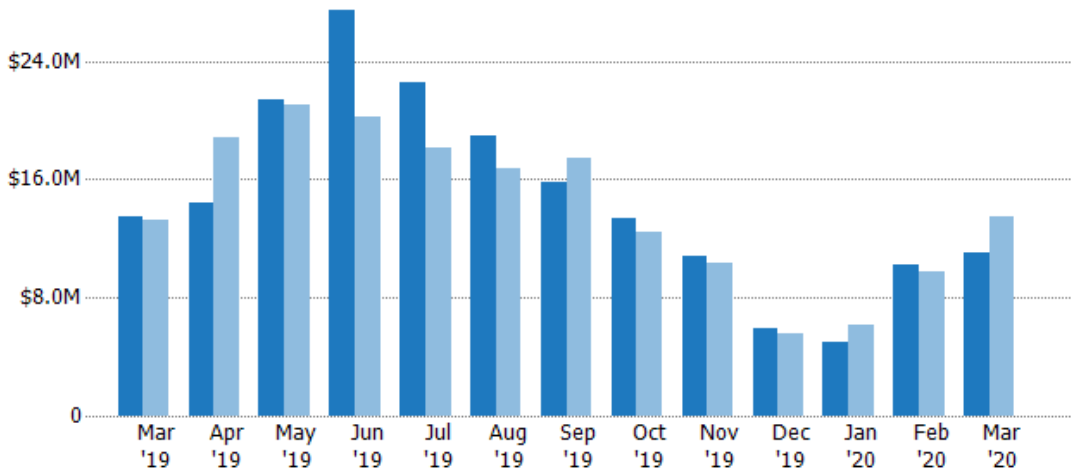
Pending Sales Volume

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.
Mar '20	\$11.1M	-17.7%
Mar '19	\$13.5M	1.6%
Mar '18	\$13.2M	-16.3%



Current Year	\$13.5M	\$14.4M	\$21.3M	\$27.5M	\$22.5M	\$19M	\$15.8M	\$13.3M	\$10.8M	\$5.86M	\$5.04M	\$10.2M	\$11.1M
Prior Year	\$13.2M	\$18.8M	\$21.1M	\$20.3M	\$18.1M	\$16.8M	\$17.4M	\$12.4M	\$10.4M	\$5.57M	\$6.13M	\$9.77M	\$13.5M
Percent Change from Prior Year	2%	-24%	1%	36%	24%	13%	-9%	8%	4%	5%	-18%	4%	-18%

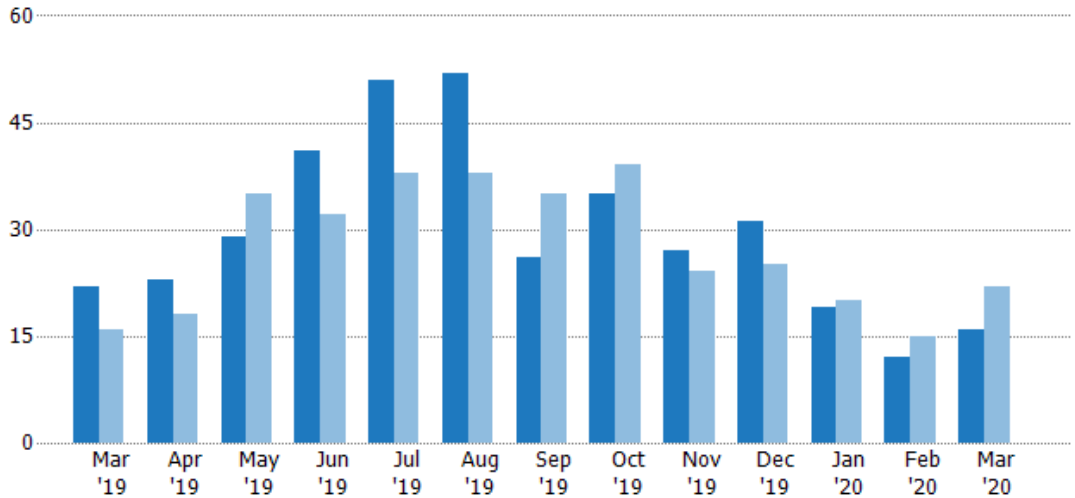
Closed Sales

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.
Mar '20	16	-27.3%
Mar '19	22	37.5%
Mar '18	16	31.3%



Current Year	22	23	29	41	51	52	26	35	27	31	19	12	16
Prior Year	16	18	35	32	38	38	35	39	24	25	20	15	22
Percent Change from Prior Year	38%	28%	-17%	28%	34%	37%	-26%	-10%	13%	24%	-5%	-20%	-27%

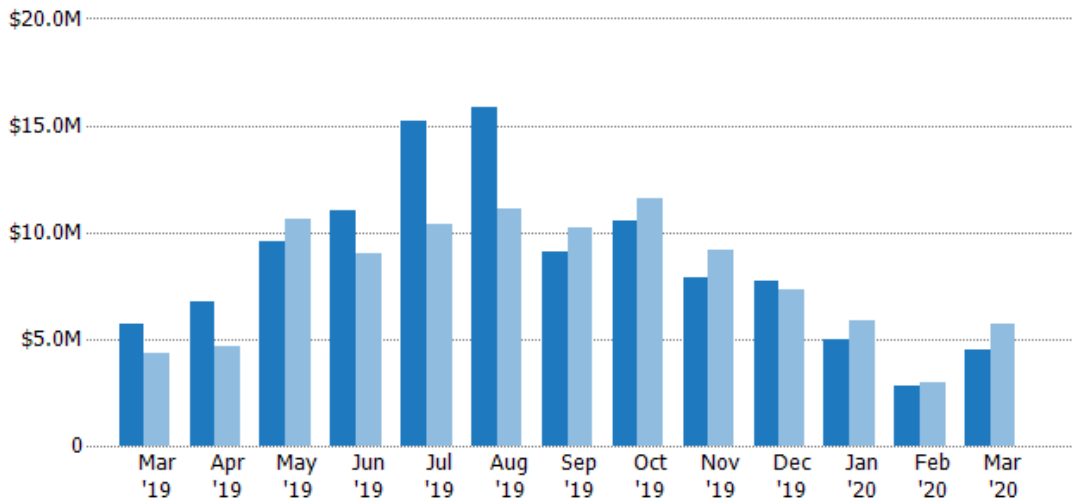
Closed Sales Volume

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.
Mar '20	\$4.51M	-21%
Mar '19	\$5.7M	30.4%
Mar '18	\$4.37M	-3.7%



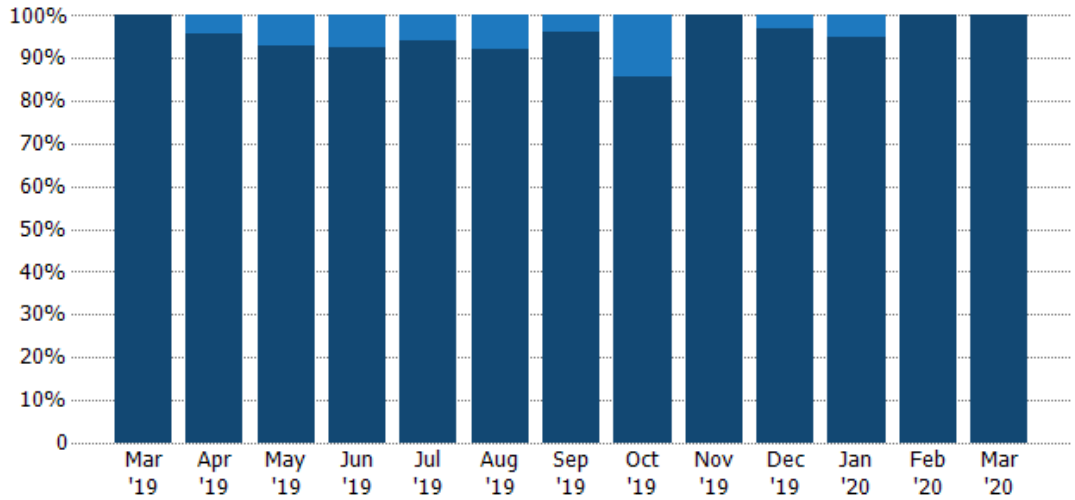
Current Year	\$5.7M	\$6.74M	\$9.55M	\$11M	\$15.2M	\$15.8M	\$9.06M	\$10.6M	\$7.85M	\$7.7M	\$4.97M	\$2.82M	\$4.51M
Prior Year	\$4.37M	\$4.65M	\$10.6M	\$8.97M	\$10.4M	\$11.1M	\$10.3M	\$11.6M	\$9.15M	\$7.33M	\$5.87M	\$2.98M	\$5.7M
Percent Change from Prior Year	30%	45%	-10%	23%	46%	43%	-12%	-9%	-14%	5%	-15%	-5%	-21%

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



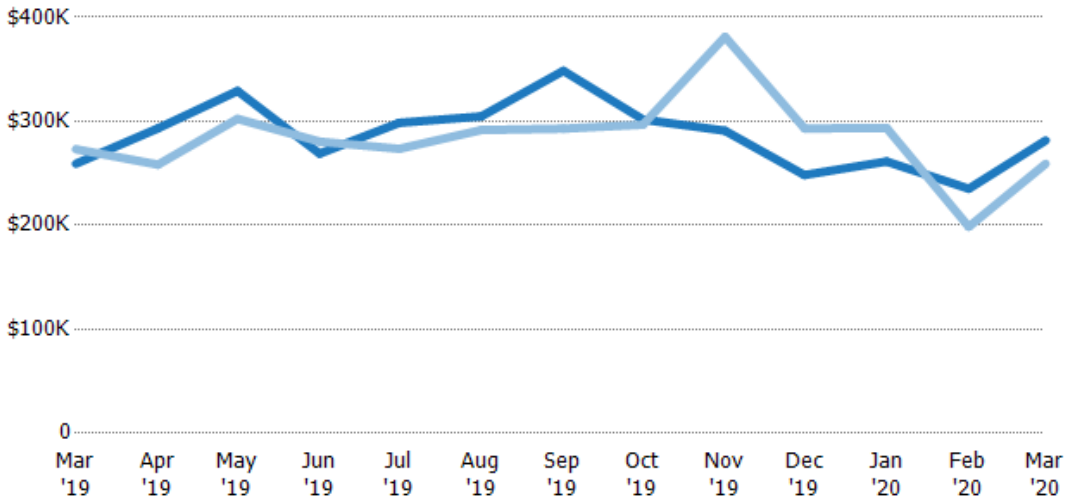
Condo/Townhouse	-	4%	7%	7%	6%	8%	4%	14%	-	3%	5%	-	-
Single Family Residence	100%	96%	93%	93%	94%	92%	96%	86%	100%	97%	95%	100%	100%

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



Current Year	\$259K	\$293K	\$329K	\$269K	\$298K	\$305K	\$349K	\$302K	\$291K	\$248K	\$261K	\$235K	\$282K
Prior Year	\$273K	\$258K	\$302K	\$280K	\$274K	\$292K	\$293K	\$297K	\$381K	\$293K	\$293K	\$199K	\$259K
Percent Change from Prior Year	-5%	13%	9%	-4%	9%	5%	19%	2%	-24%	-15%	-11%	18%	9%

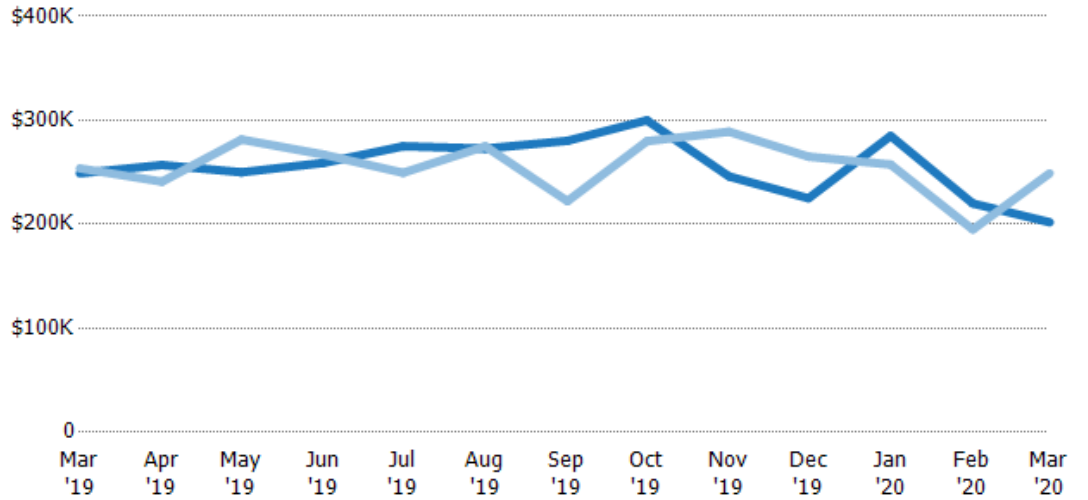
Median Sales Price

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.
Mar '20	\$202K	-18.9%
Mar '19	\$249K	-1.9%
Mar '18	\$254K	-28.3%



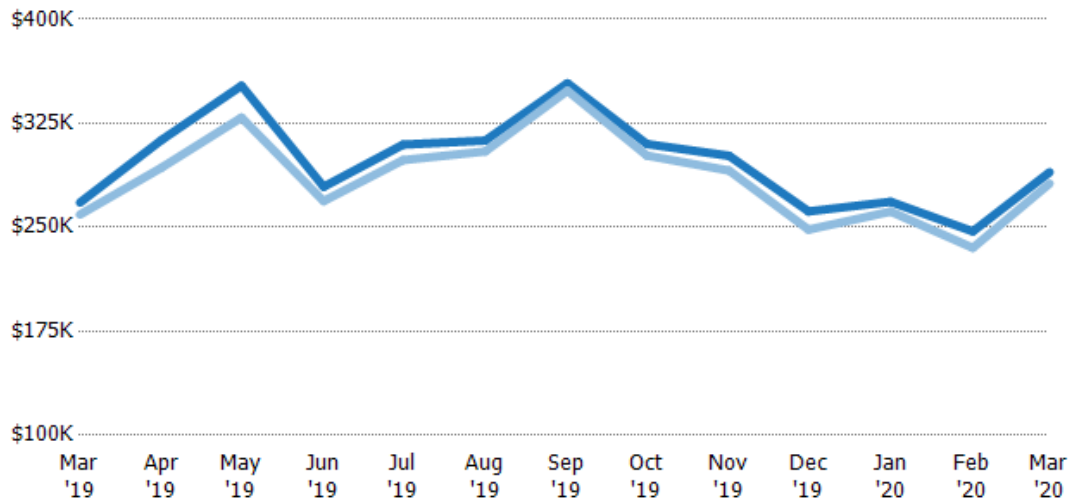
Current Year	\$249K	\$257K	\$250K	\$259K	\$275K	\$273K	\$280K	\$300K	\$246K	\$225K	\$285K	\$220K	\$202K
Prior Year	\$254K	\$241K	\$282K	\$267K	\$250K	\$275K	\$222K	\$280K	\$289K	\$265K	\$257K	\$195K	\$249K
Percent Change from Prior Year	-2%	7%	-11%	-3%	10%	-1%	26%	7%	-15%	-15%	11%	13%	-19%

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



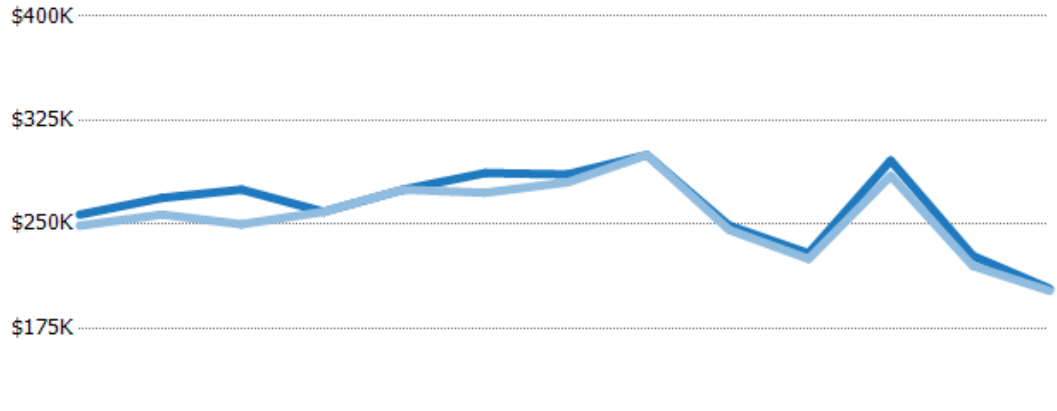
Avg List Price	\$268K	\$313K	\$352K	\$279K	\$310K	\$313K	\$354K	\$310K	\$302K	\$261K	\$268K	\$247K	\$290K
Avg Sales Price	\$259K	\$293K	\$329K	\$269K	\$298K	\$305K	\$349K	\$302K	\$291K	\$248K	\$261K	\$235K	\$282K
Avg Sales Price as a % of Avg List Price	97%	94%	93%	96%	96%	97%	98%	97%	96%	95%	97%	95%	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



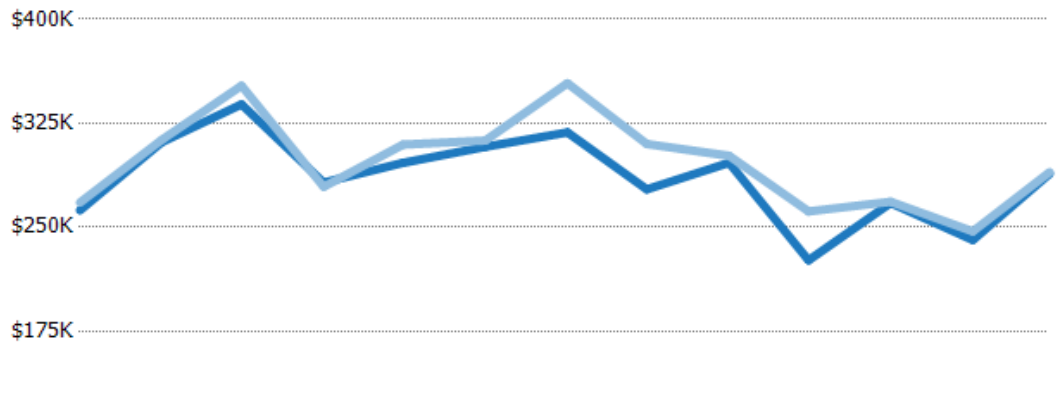
	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20
Median List Price	\$257K	\$269K	\$275K	\$259K	\$275K	\$287K	\$286K	\$300K	\$249K	\$229K	\$296K	\$227K	\$204K
Median Sales Price	\$249K	\$257K	\$250K	\$259K	\$275K	\$273K	\$280K	\$300K	\$246K	\$225K	\$285K	\$220K	\$202K
Med Sales Price as a % of Med List Price	97%	96%	91%	100%	100%	95%	98%	100%	99%	98%	96%	97%	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



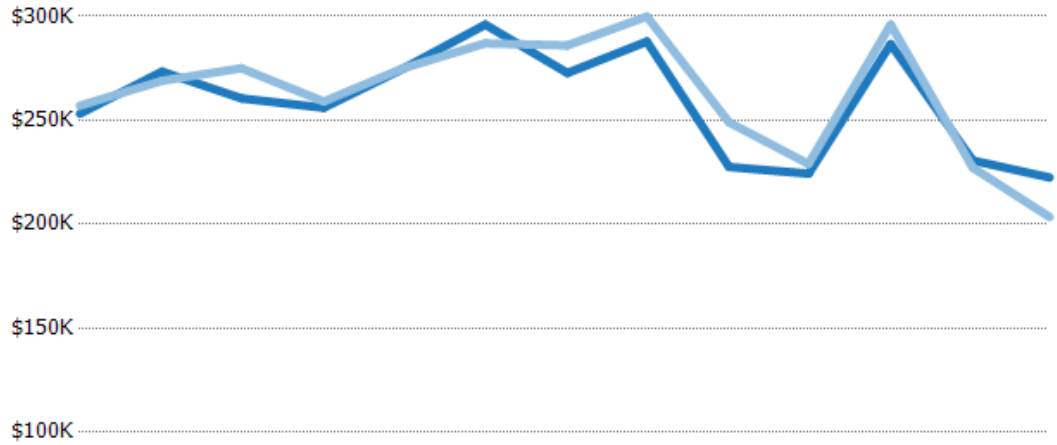
	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20
Avg Est Value	\$262K	\$312K	\$339K	\$282K	\$296K	\$308K	\$318K	\$277K	\$297K	\$226K	\$268K	\$241K	\$289K
Avg Sales Price	\$268K	\$313K	\$352K	\$279K	\$310K	\$313K	\$354K	\$310K	\$302K	\$261K	\$268K	\$247K	\$290K
Avg Sales Price as a % of Avg Est Value	102%	101%	104%	99%	104%	101%	111%	112%	102%	116%	100%	103%	100%

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



	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20
Median Est Value	\$253K	\$273K	\$261K	\$256K	\$275K	\$296K	\$273K	\$288K	\$228K	\$224K	\$287K	\$231K	\$222K
Median Sales Price	\$257K	\$269K	\$275K	\$259K	\$275K	\$287K	\$286K	\$300K	\$249K	\$229K	\$296K	\$227K	\$204K
Med Sales Price as a % of Med Est Value	102%	98%	106%	101%	100%	97%	105%	104%	109%	102%	103%	98%	91%