

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	Apr 2020	Apr 2019	+ / -	YTD 2020	YTD 2019	+ / -
Listing Activity Charts Metrics						
New Listing Count	26	58	-55.2%	102	143	-28.7%
New Listing Volume	\$9,904,400	\$19,992,400	-50.5%	\$36,555,600	\$50,642,400	-27.8%
Active Listing Count	138	233	-40.8%	N/A	N/A	
Active Listing Volume	\$52,444,830	\$90,778,891	-42.2%	N/A	N/A	
Average Listing Price	\$380,035	\$389,609	-2.5%	\$369,154	\$393,702	-6.2%
Median Listing Price	\$307,450	\$289,000	+6.4%	\$287,536	\$289,057	-0.5%
Median Days in RPR	175	211	-17.1%	184.26	211.83	-13%
Months of Inventory	8.1	10.6	-23.4%	7.4	13.9	-46.5%
Absorption Rate	12.32%	9.44%	+2.9%	13.47%	7.21%	+6.3%
Sales Activity Charts Metrics						
New Pending Sales Count	29	33	-12.1%	106	117	-9.4%
New Pending Sales Volume	\$9,025,800	\$10,799,500	-16.4%	\$30,742,800	\$36,488,700	-15.7%
Pending Sales Count	42	44	-4.5%	N/A	N/A	
Pending Sales Volume	\$12,487,100	\$14,346,900	-13%	N/A	N/A	
Closed Sales Count	17	23	-26.1%	65	80	-18.8%
Closed Sales Volume	\$5,580,840	\$6,744,286	-17.3%	\$17,727,590	\$21,293,486	-16.7%
Average Sales Price	\$328,285	\$293,230	+12%	\$272,732	\$266,169	+2.5%
Median Sales Price	\$304,000	\$257,000	+18.3%	\$254,431	\$243,288	+4.6%

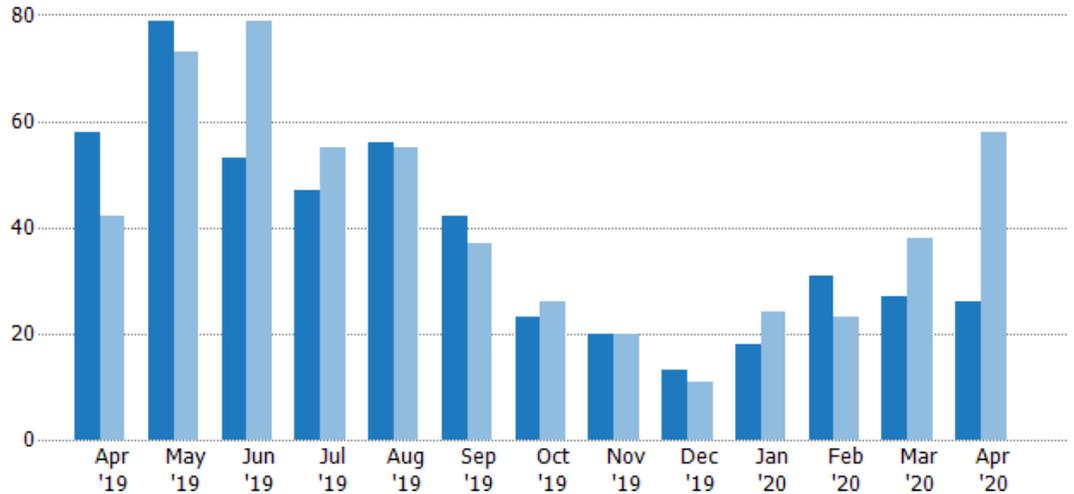
New Listings

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.
Apr '20	26	-55.2%
Apr '19	58	38.1%
Apr '18	42	52.4%



Current Year	58	79	53	47	56	42	23	20	13	18	31	27	26
Prior Year	42	73	79	55	55	37	26	20	11	24	23	38	58
Percent Change from Prior Year	38%	8%	-33%	-15%	2%	14%	-12%	0%	18%	-25%	35%	-29%	-55%

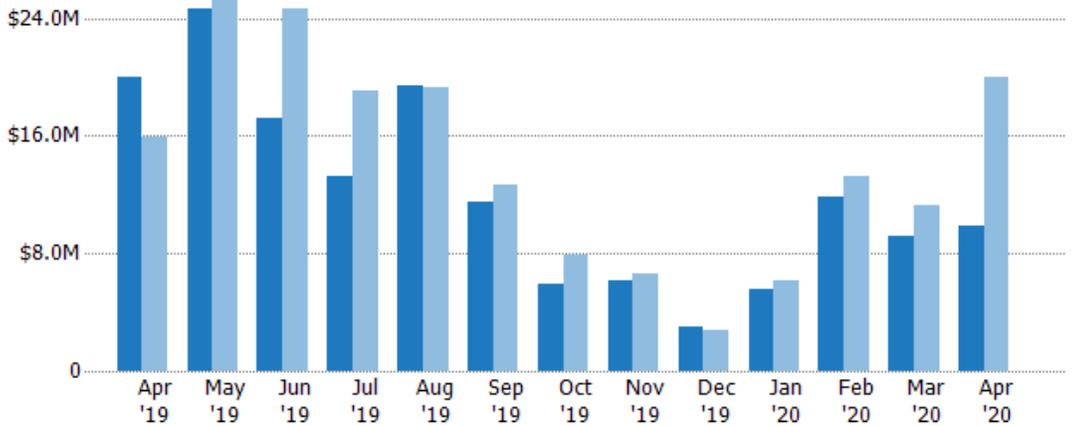
New Listing Volume

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.
Apr '20	\$9.9M	-50.5%
Apr '19	\$20M	25.9%
Apr '18	\$15.9M	36.2%



Current Year	\$20M	\$24.6M	\$17.1M	\$13.2M	\$19.4M	\$11.5M	\$5.95M	\$6.15M	\$2.99M	\$5.59M	\$11.9M	\$9.19M	\$9.9M
Prior Year	\$15.9M	\$26.4M	\$24.6M	\$19.1M	\$19.3M	\$12.7M	\$7.93M	\$6.57M	\$2.72M	\$6.13M	\$13.2M	\$11.3M	\$20M
Percent Change from Prior Year	26%	-7%	-30%	-31%	1%	-9%	-25%	-6%	10%	-9%	-10%	-19%	-50%

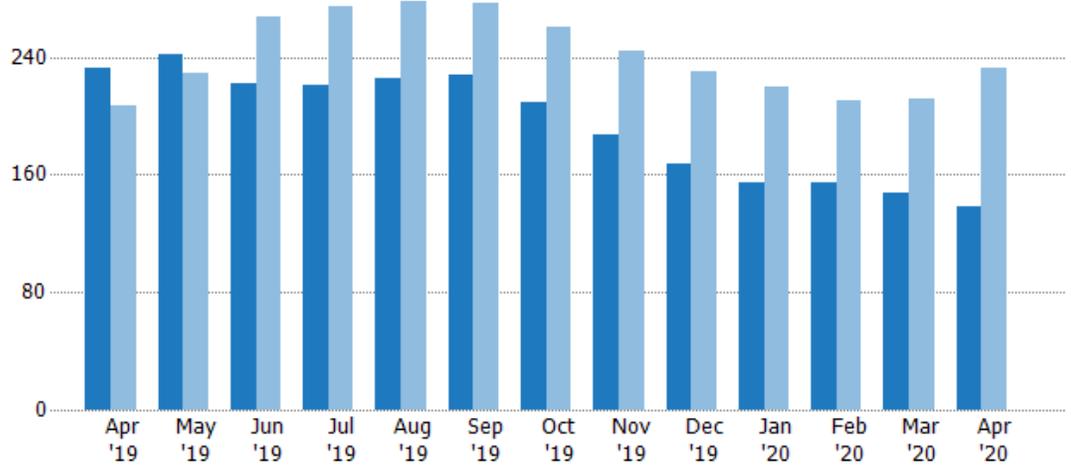
Active Listings

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.
Apr '20	138	-40.8%
Apr '19	233	12.6%
Apr '18	207	15.9%



Current Year	233	242	222	221	226	228	209	187	167	154	154	148	138
Prior Year	207	229	267	274	278	277	261	244	230	220	210	211	233
Percent Change from Prior Year	13%	6%	-17%	-19%	-19%	-18%	-20%	-23%	-27%	-30%	-27%	-30%	-41%

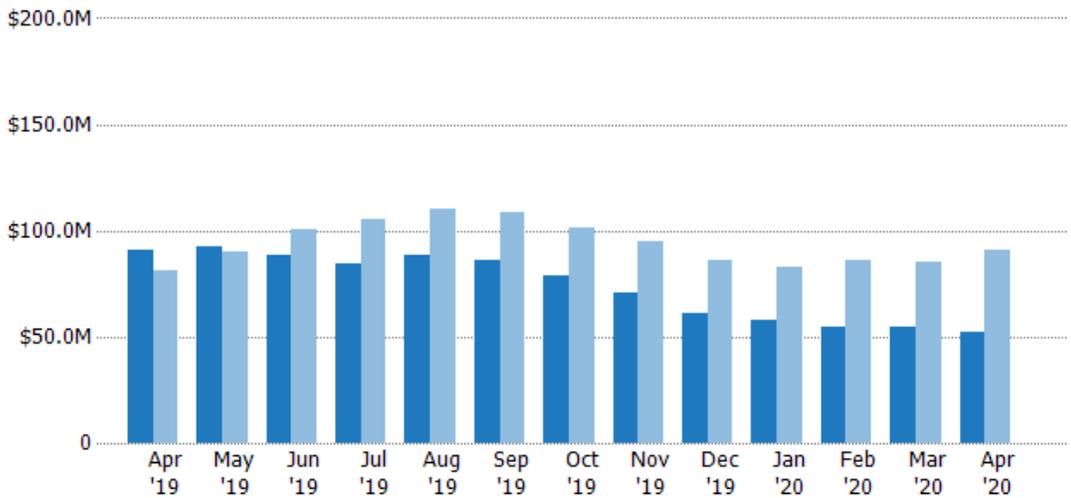
Active Listing Volume

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.
Apr '20	\$52.4M	-42.2%
Apr '19	\$90.8M	12.1%
Apr '18	\$81M	18.3%



Current Year	\$90.8M	\$92.6M	\$88.2M	\$84.3M	\$88.4M	\$86.4M	\$78.9M	\$70.5M	\$61.1M	\$57.8M	\$54.6M	\$54.4M	\$52.4M
Prior Year	\$81M	\$90.4M	\$101M	\$106M	\$110M	\$108M	\$101M	\$94.8M	\$86.1M	\$82.4M	\$86M	\$84.9M	\$90.8M
Percent Change from Prior Year	12%	2%	-12%	-20%	-20%	-20%	-22%	-26%	-29%	-30%	-36%	-36%	-42%

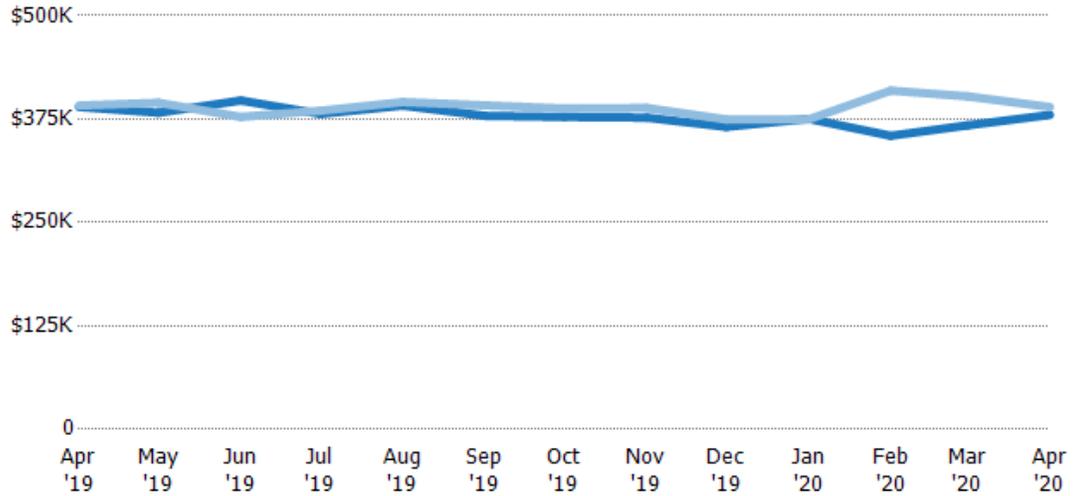
Average Listing Price

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.
Apr '20	\$380K	-2.5%
Apr '19	\$390K	-0.4%
Apr '18	\$391K	2.1%



Current Year	\$390K	\$383K	\$398K	\$381K	\$391K	\$379K	\$378K	\$377K	\$366K	\$375K	\$355K	\$367K	\$380K
Prior Year	\$391K	\$395K	\$378K	\$385K	\$396K	\$392K	\$388K	\$388K	\$375K	\$375K	\$409K	\$402K	\$390K
Percent Change from Prior Year	0%	-3%	5%	-1%	-1%	-3%	-3%	-3%	-2%	0%	-13%	-9%	-2%

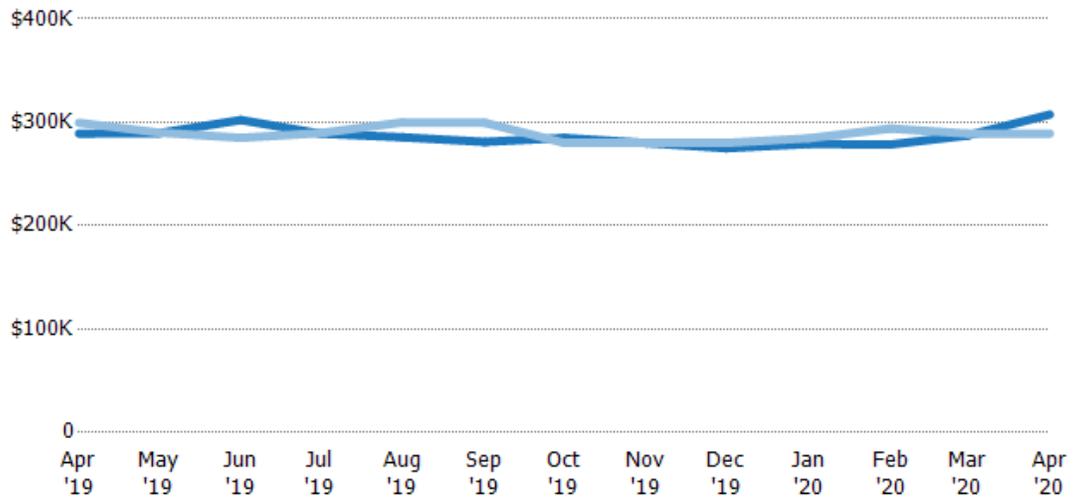
Median Listing Price

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.
Apr '20	\$307K	6.4%
Apr '19	\$289K	-3.5%
Apr '18	\$300K	-3.8%



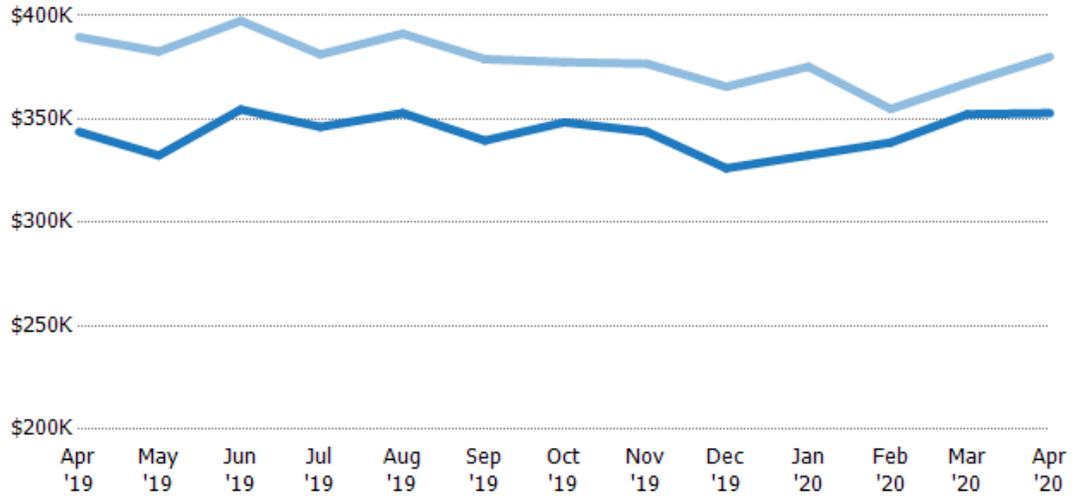
Current Year	\$289K	\$290K	\$302K	\$289K	\$286K	\$281K	\$285K	\$280K	\$275K	\$279K	\$279K	\$287K	\$307K
Prior Year	\$300K	\$290K	\$285K	\$290K	\$300K	\$300K	\$280K	\$280K	\$280K	\$285K	\$294K	\$289K	\$289K
Percent Change from Prior Year	-4%	0%	6%	0%	-5%	-6%	2%	0%	-2%	-2%	-5%	-1%	6%

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



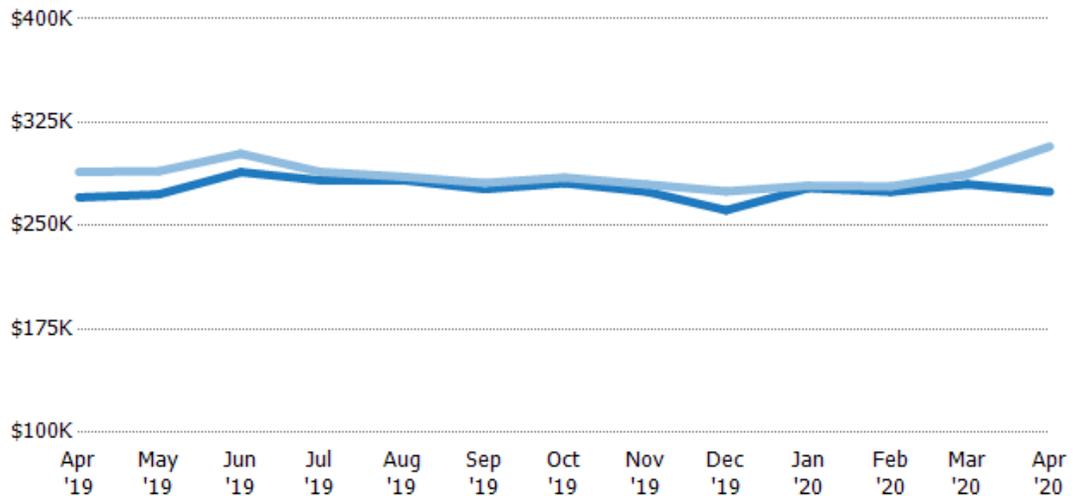
	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20
Avg Est Value	\$344K	\$332K	\$355K	\$346K	\$353K	\$340K	\$348K	\$344K	\$326K	\$332K	\$339K	\$352K	\$353K
Avg Listing Price	\$390K	\$383K	\$398K	\$381K	\$391K	\$379K	\$378K	\$377K	\$366K	\$375K	\$355K	\$367K	\$380K
Avg Listing Price as a % of Avg Est Value	113%	115%	112%	110%	111%	112%	108%	110%	112%	113%	105%	104%	108%

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



	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20
Median Est Value	\$271K	\$273K	\$289K	\$283K	\$283K	\$277K	\$281K	\$275K	\$261K	\$277K	\$275K	\$280K	\$275K
Median Listing Price	\$289K	\$290K	\$302K	\$289K	\$286K	\$281K	\$285K	\$280K	\$275K	\$279K	\$279K	\$287K	\$307K
Med Listing Price as a % of Med Est Value	107%	106%	105%	102%	101%	102%	101%	102%	105%	101%	101%	103%	112%

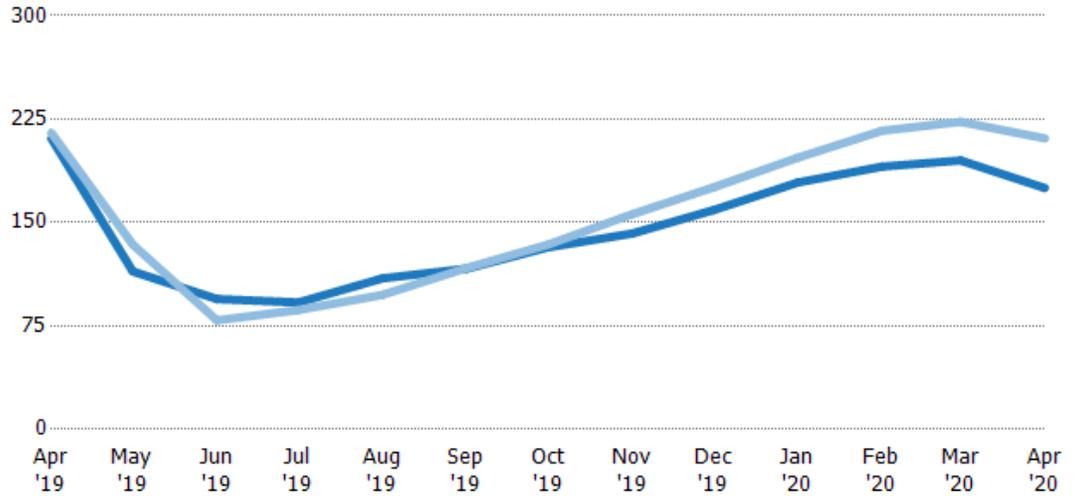
Median Days in RPR

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.
Apr '20	175	-17.1%
Apr '19	211	-1.9%
Apr '18	215	-35.6%



	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20
Current Year	211	115	94.5	92	110	117	132	142	159	179	191	195	175
Prior Year	215	134	79	86.5	97.5	117	134	156	176	197	217	223	211
Percent Change from Prior Year	-2%	-15%	20%	6%	12%	0%	-1%	-9%	-9%	-9%	-12%	-13%	-17%

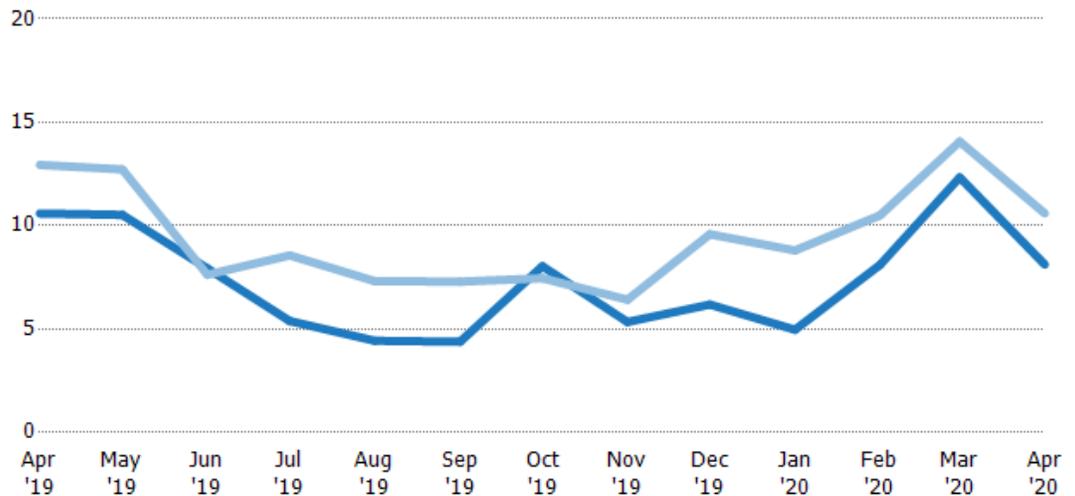
Months of Inventory

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.
Apr '20	8.12	-23.4%
Apr '19	10.6	-18.1%
Apr '18	12.9	-2.4%



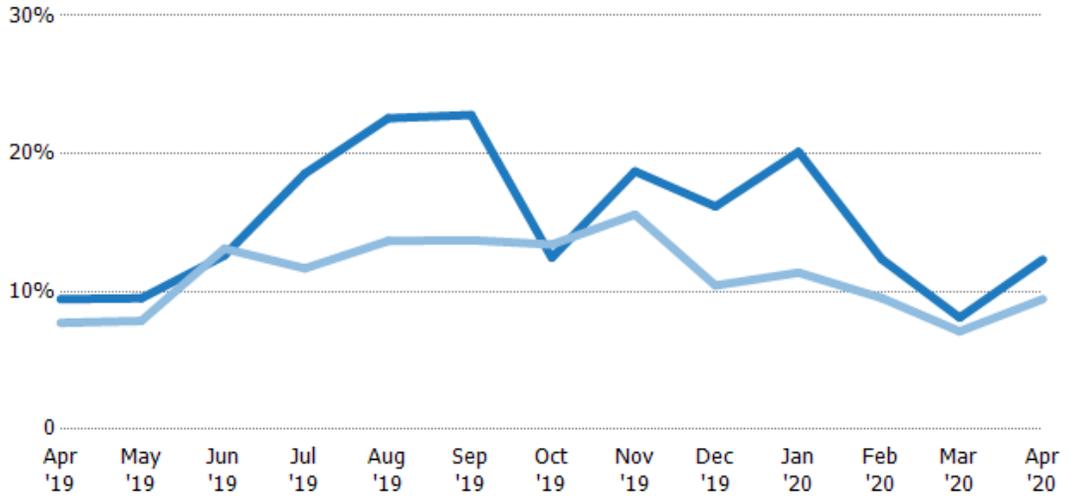
	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20
Current Year	10.6	10.5	7.93	5.39	4.43	4.38	8.04	5.34	6.19	4.97	8.11	12.3	8.12
Prior Year	12.9	12.7	7.63	8.56	7.32	7.29	7.46	6.42	9.58	8.8	10.5	14.1	10.6
Percent Change from Prior Year	-18%	-17%	4%	-37%	-39%	-40%	8%	-17%	-35%	-44%	-23%	-12%	-23%

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



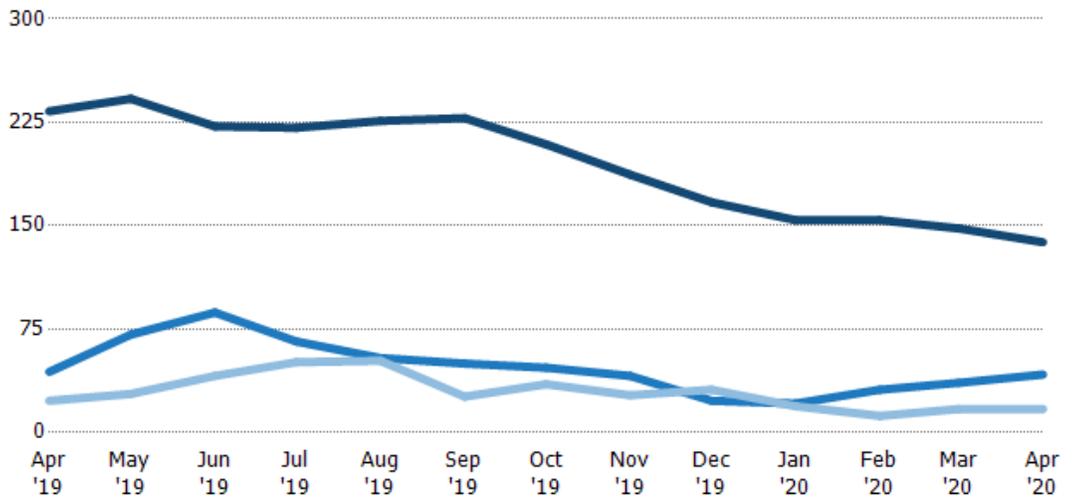
	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20
Current Year	9%	10%	13%	19%	23%	23%	12%	19%	16%	20%	12%	8%	12%
Prior Year	8%	8%	13%	12%	14%	14%	13%	16%	10%	11%	10%	7%	9%
Change from Prior Year	-2%	-2%	0%	-7%	-9%	-9%	1%	-3%	-6%	-9%	-3%	-1%	-3%

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



	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20
Active	233	242	222	221	226	228	209	187	167	154	154	148	138
Pending	44	71	87	66	54	50	47	41	23	21	31	36	42
Sold	23	28	41	51	52	26	35	27	31	19	12	17	17

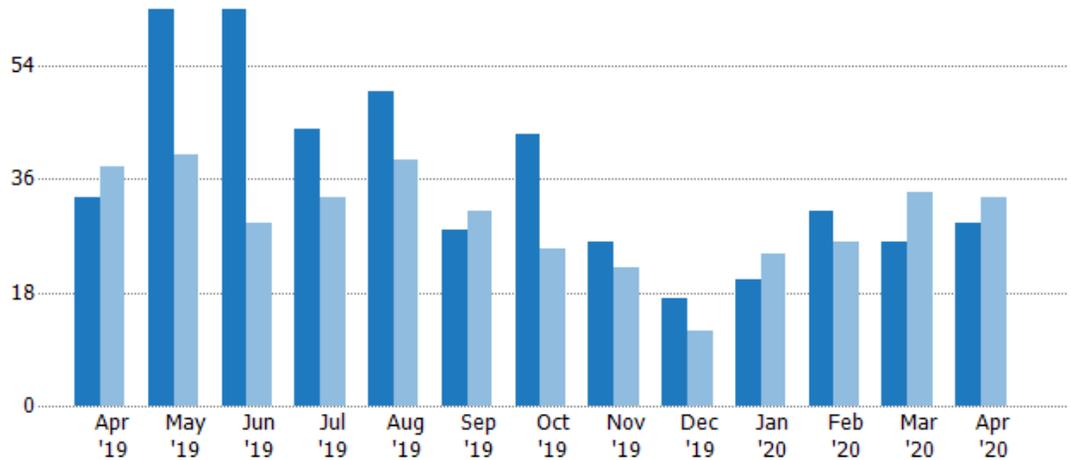
New Pending Sales

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.
Apr '20	29	-12.1%
Apr '19	33	-13.2%
Apr '18	38	-42.1%



Current Year	33	63	63	44	50	28	43	26	17	20	31	26	29
Prior Year	38	40	29	33	39	31	25	22	12	24	26	34	33
Percent Change from Prior Year	-13%	58%	117%	33%	28%	-10%	72%	18%	42%	-17%	19%	-24%	-12%

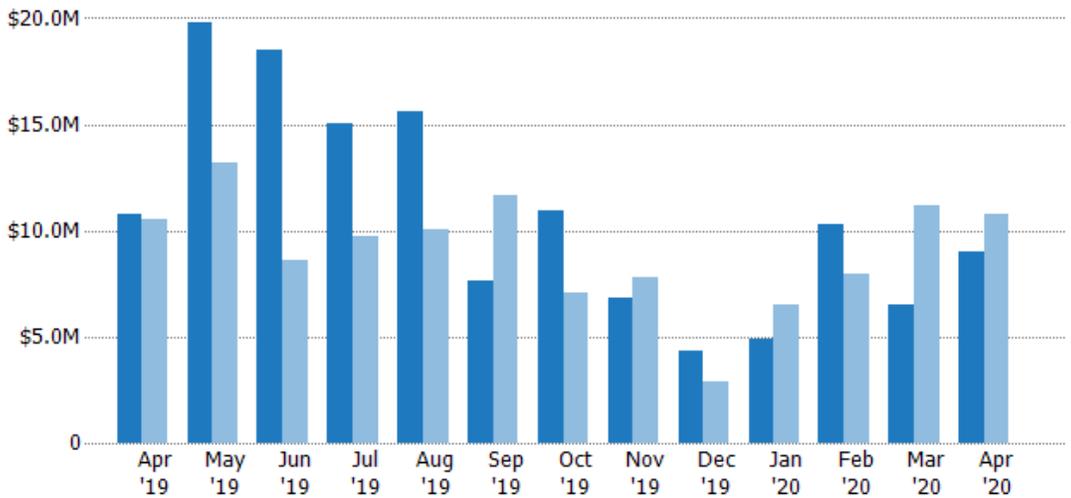
New Pending Sales Volume

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.
Apr '20	\$9.03M	-16.4%
Apr '19	\$10.8M	2.8%
Apr '18	\$10.5M	-37.6%



Current Year	\$10.8M	\$19.8M	\$18.5M	\$15.1M	\$15.6M	\$7.67M	\$11M	\$6.79M	\$4.29M	\$4.93M	\$10.3M	\$6.5M	\$9.03M
Prior Year	\$10.5M	\$13.2M	\$8.59M	\$9.73M	\$10M	\$11.6M	\$7.04M	\$7.78M	\$2.88M	\$6.54M	\$7.95M	\$11.2M	\$10.8M
Percent Change from Prior Year	3%	50%	115%	55%	55%	-34%	56%	-13%	49%	-25%	29%	-42%	-16%

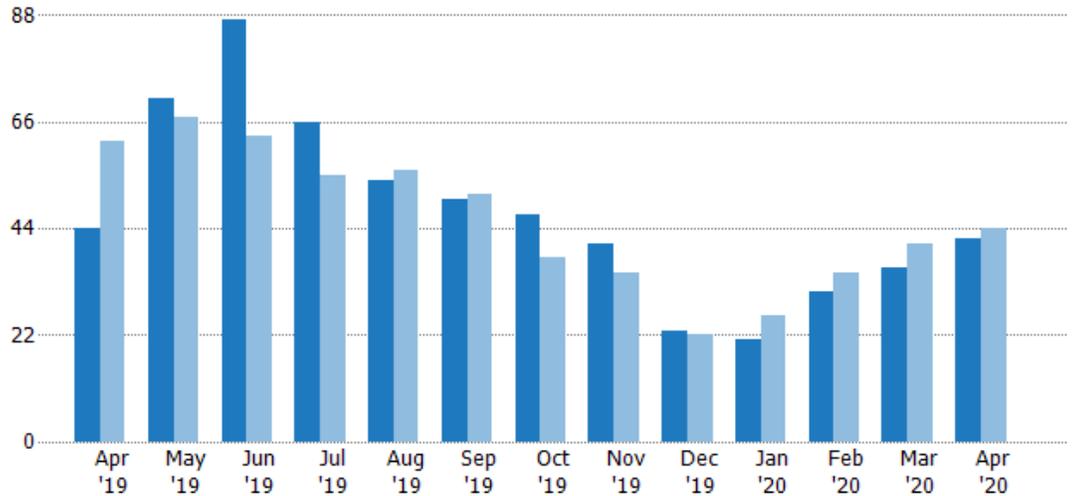
Pending Sales

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.
Apr '20	42	-4.5%
Apr '19	44	-29%
Apr '18	62	-14.5%



Current Year	44	71	87	66	54	50	47	41	23	21	31	36	42
Prior Year	62	67	63	55	56	51	38	35	22	26	35	41	44
Percent Change from Prior Year	-29%	6%	38%	20%	-4%	-2%	24%	17%	5%	-19%	-11%	-12%	-5%

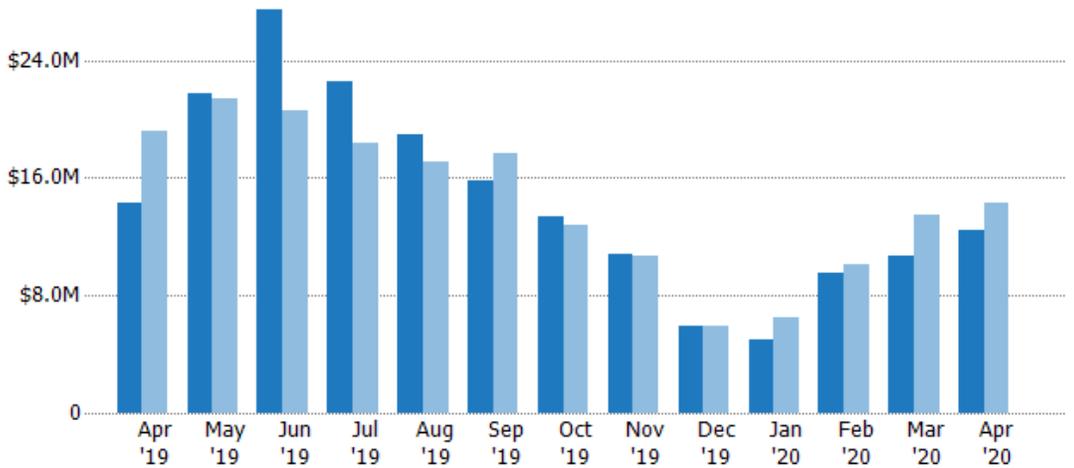
Pending Sales Volume

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.
Apr '20	\$12.5M	-13%
Apr '19	\$14.3M	-25.1%
Apr '18	\$19.2M	-20.3%



Current Year	\$14.3M	\$21.7M	\$27.5M	\$22.5M	\$19M	\$15.8M	\$13.3M	\$10.8M	\$5.86M	\$5.04M	\$9.56M	\$10.7M	\$12.5M
Prior Year	\$19.2M	\$21.4M	\$20.5M	\$18.4M	\$17.1M	\$17.7M	\$12.7M	\$10.7M	\$5.93M	\$6.49M	\$10.1M	\$13.4M	\$14.3M
Percent Change from Prior Year	-25%	1%	34%	22%	11%	-11%	5%	1%	-1%	-22%	-6%	-21%	-13%

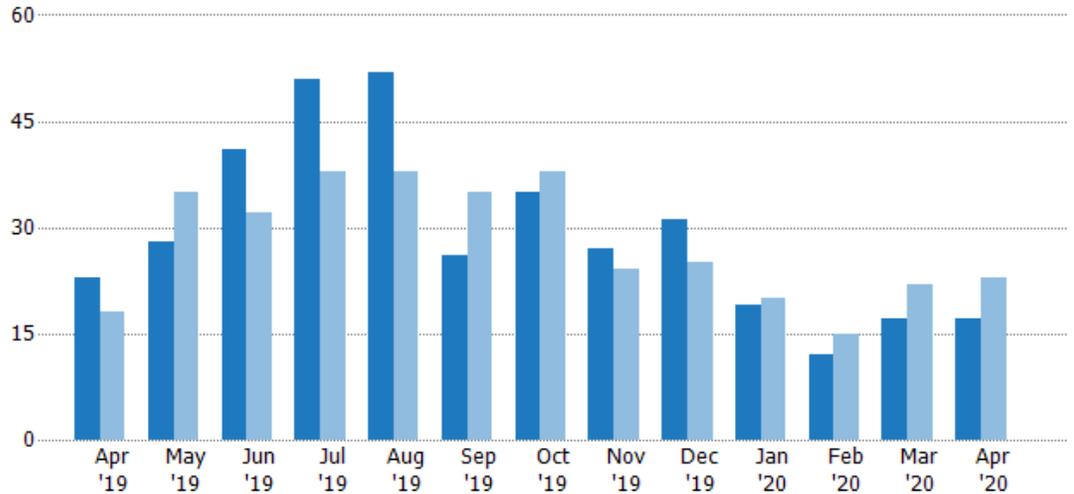
Closed Sales

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.
Apr '20	17	-26.1%
Apr '19	23	27.8%
Apr '18	18	-33.3%



Current Year	23	28	41	51	52	26	35	27	31	19	12	17	17
Prior Year	18	35	32	38	38	35	38	24	25	20	15	22	23
Percent Change from Prior Year	28%	-20%	28%	34%	37%	-26%	-8%	13%	24%	-5%	-20%	-23%	-26%

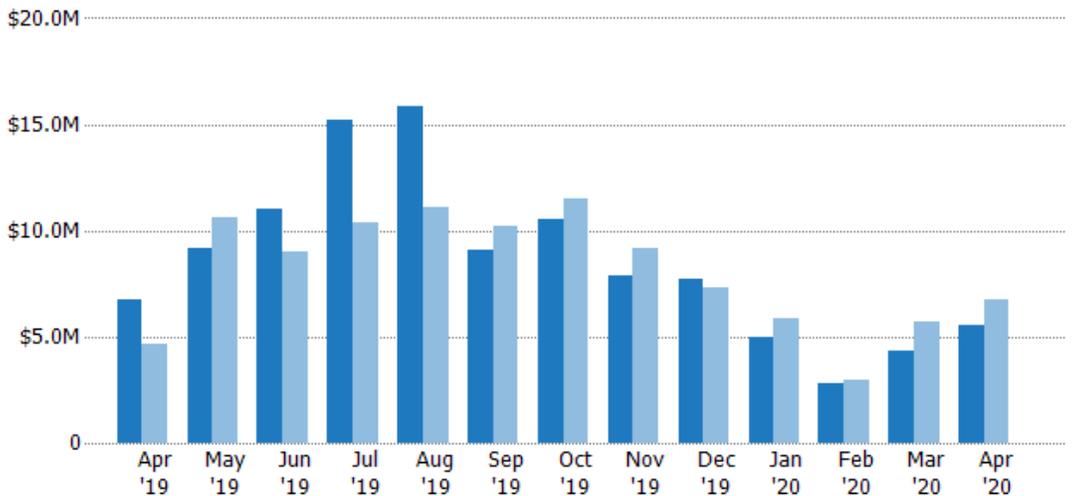
Closed Sales Volume

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.
Apr '20	\$5.58M	-17.3%
Apr '19	\$6.74M	45%
Apr '18	\$4.65M	-31.2%



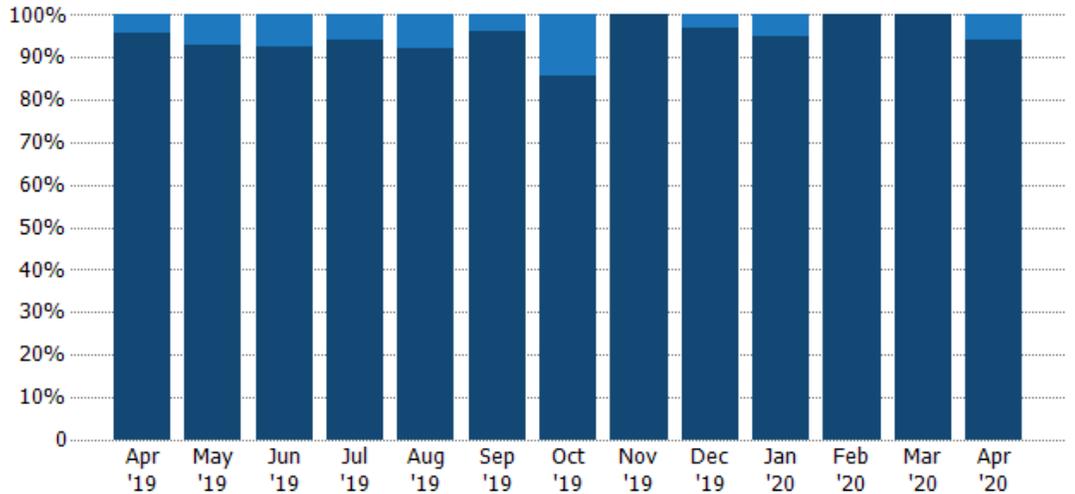
Current Year	\$6.74M	\$9.17M	\$11M	\$15.2M	\$15.8M	\$9.06M	\$10.6M	\$7.85M	\$7.7M	\$4.97M	\$2.82M	\$4.36M	\$5.58M
Prior Year	\$4.65M	\$10.6M	\$8.97M	\$10.4M	\$11.1M	\$10.3M	\$11.5M	\$9.15M	\$7.33M	\$5.87M	\$2.98M	\$5.7M	\$6.74M
Percent Change from Prior Year	45%	-13%	23%	46%	43%	-12%	-8%	-14%	5%	-15%	-5%	-24%	-17%

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



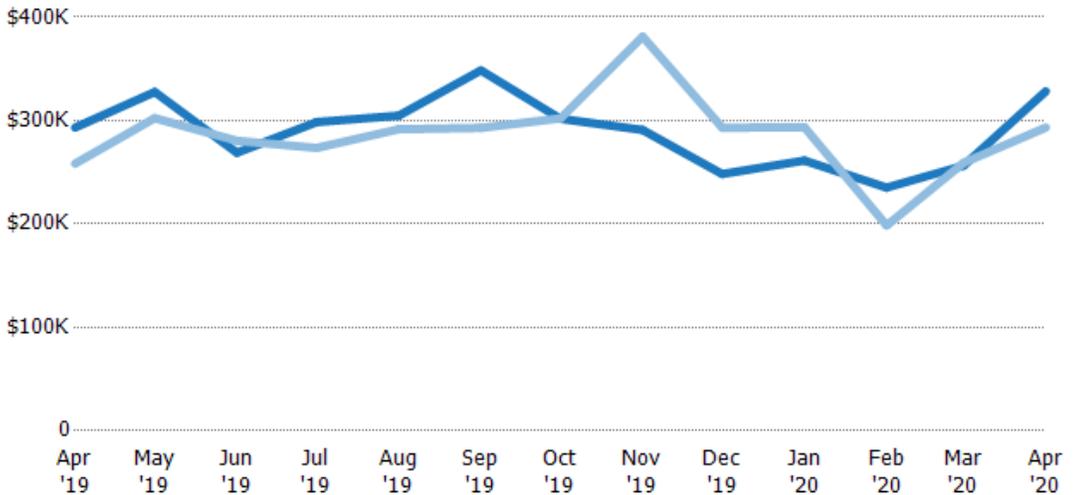
Property Type	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20
Condo/Townhouse	4%	7%	7%	6%	8%	4%	14%	-	3%	5%	-	-	6%
Single Family Residence	96%	93%	93%	94%	92%	96%	86%	100%	97%	95%	100%	100%	94%

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.
Apr '20	\$328K	12%
Apr '19	\$293K	13.5%
Apr '18	\$258K	3.2%

Property Type	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20
Current Year	\$293K	\$328K	\$269K	\$298K	\$305K	\$349K	\$302K	\$291K	\$248K	\$261K	\$235K	\$256K	\$328K
Prior Year	\$258K	\$302K	\$280K	\$274K	\$292K	\$293K	\$302K	\$381K	\$293K	\$293K	\$199K	\$259K	\$293K
Percent Change from Prior Year	13%	8%	-4%	9%	5%	19%	0%	-24%	-15%	-11%	18%	-1%	12%

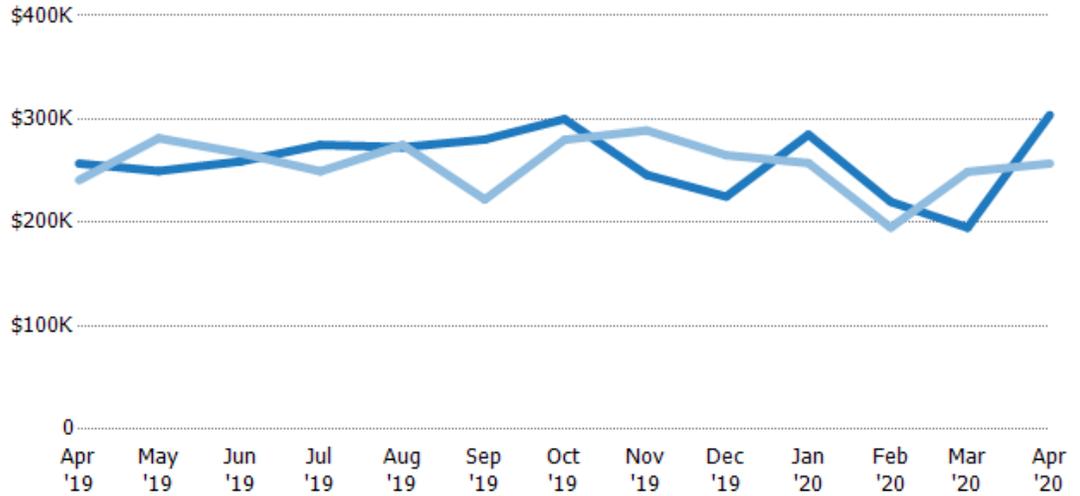
Median Sales Price

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.
Apr '20	\$304K	18.3%
Apr '19	\$257K	6.6%
Apr '18	\$241K	5.5%



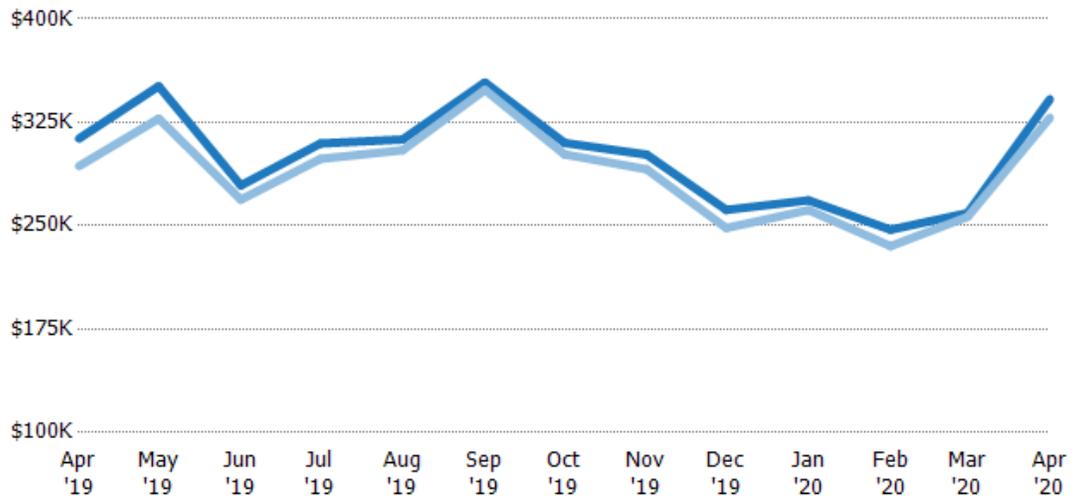
Current Year	\$257K	\$250K	\$259K	\$275K	\$273K	\$280K	\$300K	\$246K	\$225K	\$285K	\$220K	\$195K	\$304K
Prior Year	\$241K	\$282K	\$267K	\$250K	\$275K	\$222K	\$280K	\$289K	\$265K	\$257K	\$195K	\$249K	\$257K
Percent Change from Prior Year	7%	-11%	-3%	10%	-1%	26%	7%	-15%	-15%	11%	13%	-22%	18%

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



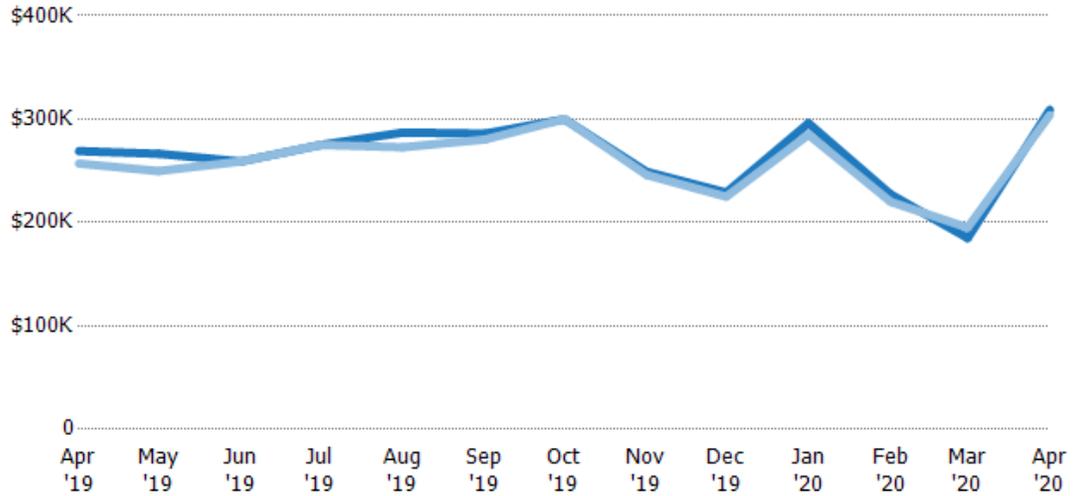
Avg List Price	\$313K	\$351K	\$279K	\$310K	\$313K	\$354K	\$310K	\$302K	\$261K	\$268K	\$247K	\$259K	\$342K
Avg Sales Price	\$293K	\$328K	\$269K	\$298K	\$305K	\$349K	\$302K	\$291K	\$248K	\$261K	\$235K	\$256K	\$328K
Avg Sales Price as a % of Avg List Price	94%	93%	96%	96%	97%	98%	97%	96%	95%	97%	95%	99%	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



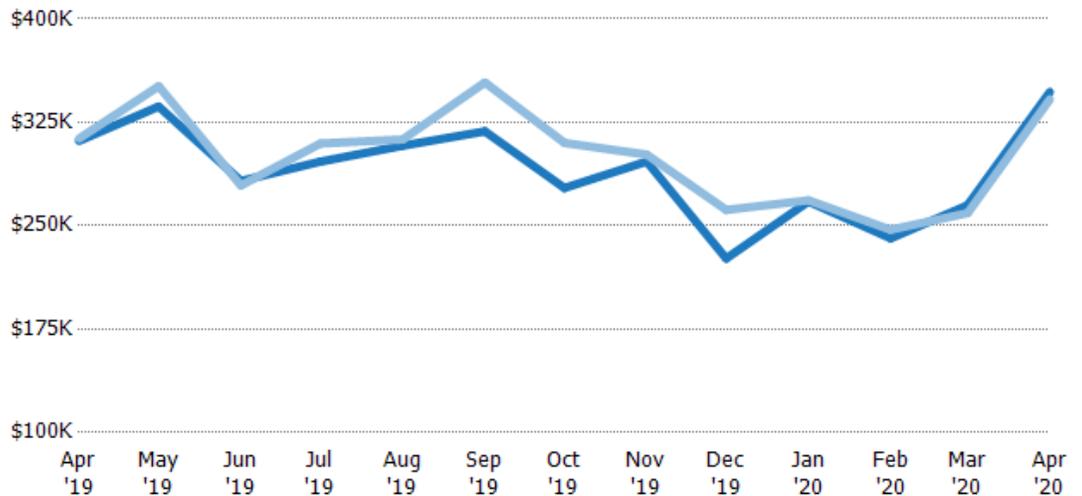
	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20
Median List Price	\$269K	\$266K	\$259K	\$275K	\$287K	\$286K	\$300K	\$249K	\$229K	\$296K	\$227K	\$185K	\$309K
Median Sales Price	\$257K	\$250K	\$259K	\$275K	\$273K	\$280K	\$300K	\$246K	\$225K	\$285K	\$220K	\$195K	\$304K
Med Sales Price as a % of Med List Price	96%	94%	100%	100%	95%	98%	100%	99%	98%	96%	97%	105%	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



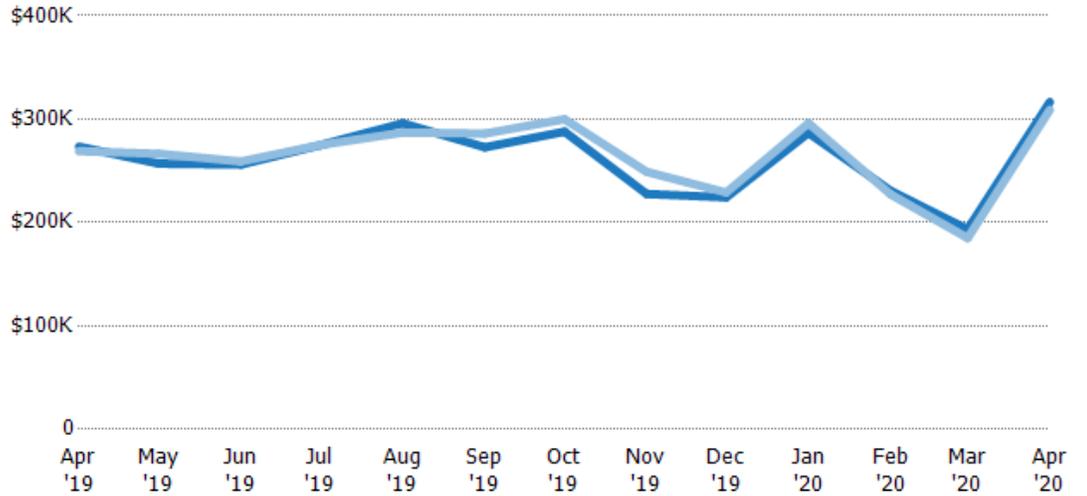
	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20
Avg Est Value	\$312K	\$336K	\$282K	\$296K	\$308K	\$318K	\$277K	\$297K	\$226K	\$268K	\$241K	\$265K	\$347K
Avg Sales Price	\$313K	\$351K	\$279K	\$310K	\$313K	\$354K	\$310K	\$302K	\$261K	\$268K	\$247K	\$259K	\$342K
Avg Sales Price as a % of Avg Est Value	101%	104%	99%	104%	101%	111%	112%	102%	116%	100%	103%	98%	98%

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



	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20
Median Est Value	\$273K	\$257K	\$256K	\$275K	\$296K	\$273K	\$288K	\$228K	\$224K	\$287K	\$231K	\$193K	\$317K
Median Sales Price	\$269K	\$266K	\$259K	\$275K	\$287K	\$286K	\$300K	\$249K	\$229K	\$296K	\$227K	\$185K	\$309K
Med Sales Price as a % of Med Est Value	98%	104%	101%	100%	97%	105%	104%	109%	102%	103%	98%	96%	98%