

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	May 2020	May 2019	+ / -	YTD 2020	YTD 2019	+ / -
Listing Activity Charts Metrics						
New Listing Count	44	80	-45%	147	221	-33.5%
New Listing Volume	\$15,055,100	\$25,566,599	-41.1%	\$51,775,200	\$74,535,899	-30.5%
Active Listing Count	137	239	-42.7%	N/A	N/A	
Active Listing Volume	\$54,733,947	\$91,187,206	-40%	N/A	N/A	
Average Listing Price	\$399,518	\$381,536	+4.7%	\$378,029	\$388,201	-2.6%
Median Listing Price	\$325,000	\$289,000	+12.5%	\$293,965	\$285,815	+2.9%
Median Days in RPR	177	112	+58%	183.55	185.62	-1.1%
Months of Inventory	8.1	10.9	-25.8%	7.1	11.4	-37.8%
Absorption Rate	12.41%	9.21%	+3.2%	14.1%	8.77%	+5.3%
Sales Activity Charts Metrics						
New Pending Sales Count	47	63	-25.4%	153	176	-13.1%
New Pending Sales Volume	\$14,061,100	\$19,752,000	-28.8%	\$44,803,900	\$54,486,800	-17.8%
Pending Sales Count	65	70	-7.1%	N/A	N/A	
Pending Sales Volume	\$19,712,100	\$21,438,500	-8.1%	N/A	N/A	
Closed Sales Count	16	28	-42.9%	82	106	-22.6%
Closed Sales Volume	\$3,760,400	\$8,796,100	-57.2%	\$21,556,490	\$28,785,736	-25.1%
Average Sales Price	\$235,025	\$314,146	-25.2%	\$262,884	\$271,564	-3.2%
Median Sales Price	\$225,000	\$249,750	-9.9%	\$248,512	\$244,396	+1.7%

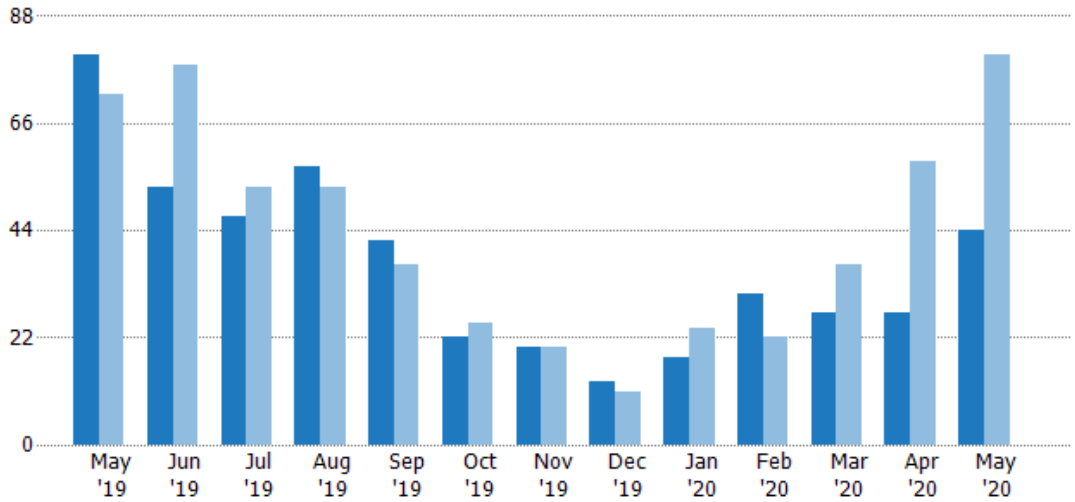
New Listings

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.
May '20	44	-45%
May '19	80	11.1%
May '18	72	-1.4%



Current Year	80	53	47	57	42	22	20	13	18	31	27	27	44
Prior Year	72	78	53	53	37	25	20	11	24	22	37	58	80
Percent Change from Prior Year	11%	-32%	-11%	8%	14%	-12%	0%	18%	-25%	41%	-27%	-53%	-45%

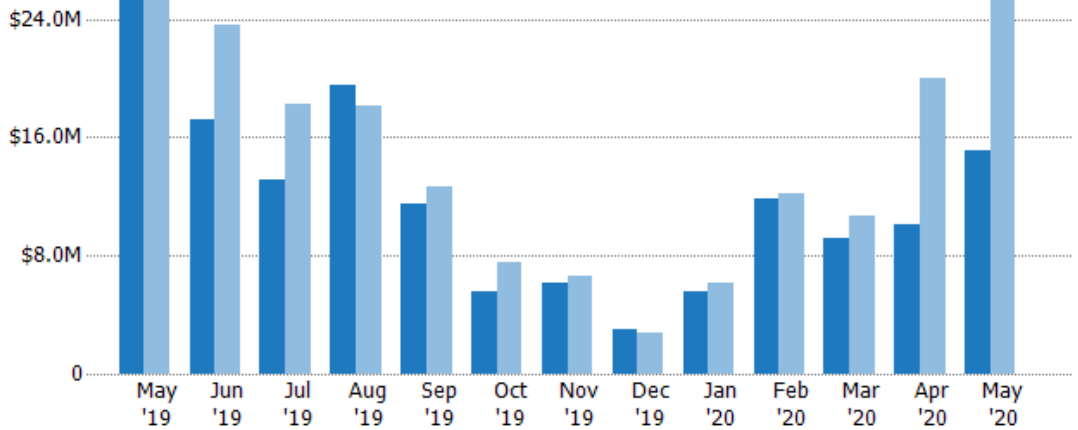
New Listing Volume

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.
May '20	\$15.1M	-41.1%
May '19	\$25.6M	-2.6%
May '18	\$26.2M	-16.1%



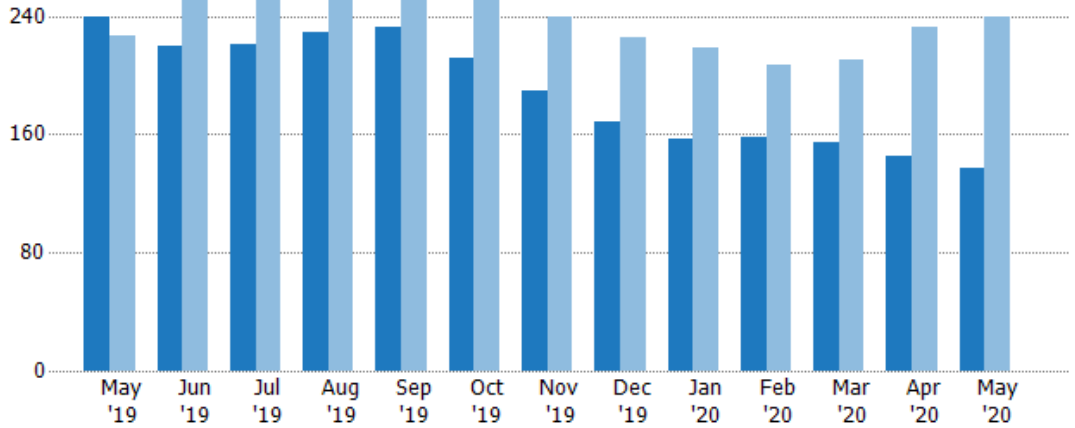
Current Year	\$25.6M	\$17.1M	\$13.2M	\$19.6M	\$11.5M	\$5.6M	\$6.14M	\$2.99M	\$5.58M	\$11.8M	\$9.18M	\$10.1M	\$15.1M
Prior Year	\$26.2M	\$23.6M	\$18.2M	\$18.2M	\$12.7M	\$7.53M	\$6.56M	\$2.72M	\$6.13M	\$12.2M	\$10.6M	\$20M	\$25.6M
Percent Change from Prior Year	-3%	-27%	-28%	8%	-9%	-26%	-6%	10%	-9%	-3%	-14%	-49%	-41%

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



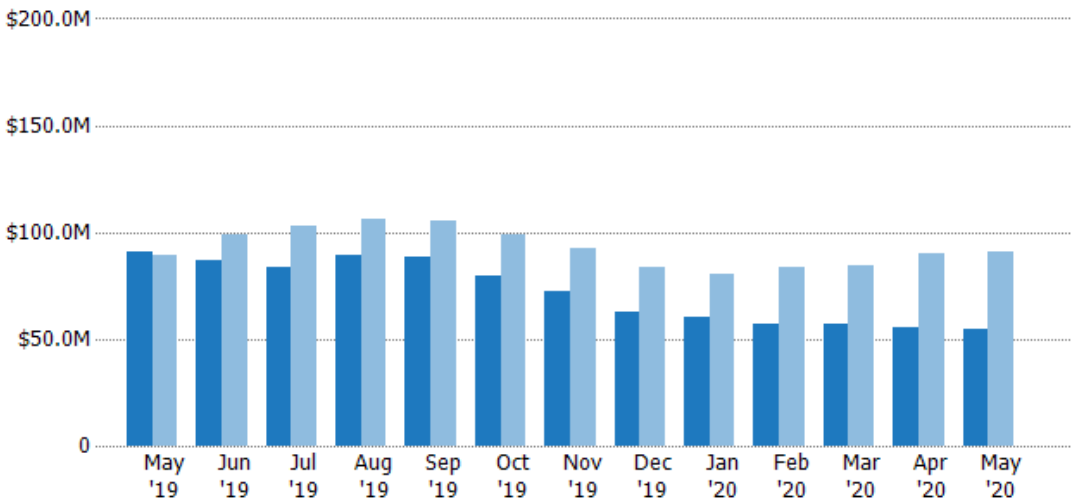
	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20
Current Year	239	220	221	229	232	211	190	169	157	158	155	145	137
Prior Year	227	264	269	271	273	257	240	226	218	207	210	232	239
Percent Change from Prior Year	5%	-17%	-18%	-15%	-15%	-18%	-21%	-25%	-28%	-24%	-26%	-38%	-43%

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



	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20
Current Year	\$91.2M	\$87.1M	\$83.7M	\$89.3M	\$88M	\$79.9M	\$72.3M	\$62.8M	\$59.9M	\$56.8M	\$57.4M	\$55.4M	\$54.7M
Prior Year	\$89.3M	\$98.7M	\$103M	\$106M	\$105M	\$98.9M	\$92.5M	\$83.8M	\$80.7M	\$83.2M	\$84.2M	\$90M	\$91.2M
Percent Change from Prior Year	2%	-12%	-18%	-16%	-16%	-19%	-22%	-25%	-26%	-32%	-32%	-38%	-40%

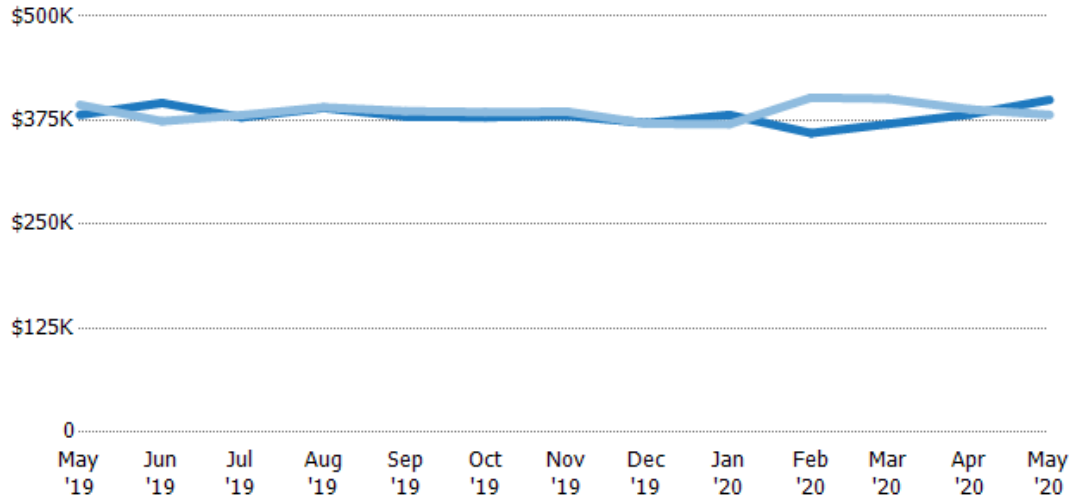
Average Listing Price

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.
May '20	\$400K	4.7%
May '19	\$382K	-3%
May '18	\$393K	1.4%



Current Year	\$382K	\$396K	\$379K	\$390K	\$379K	\$379K	\$380K	\$372K	\$381K	\$360K	\$370K	\$382K	\$400K
Prior Year	\$393K	\$374K	\$381K	\$391K	\$386K	\$385K	\$385K	\$371K	\$370K	\$402K	\$401K	\$388K	\$382K
Percent Change from Prior Year	-3%	6%	-1%	0%	-2%	-2%	-1%	0%	3%	-11%	-8%	-2%	5%

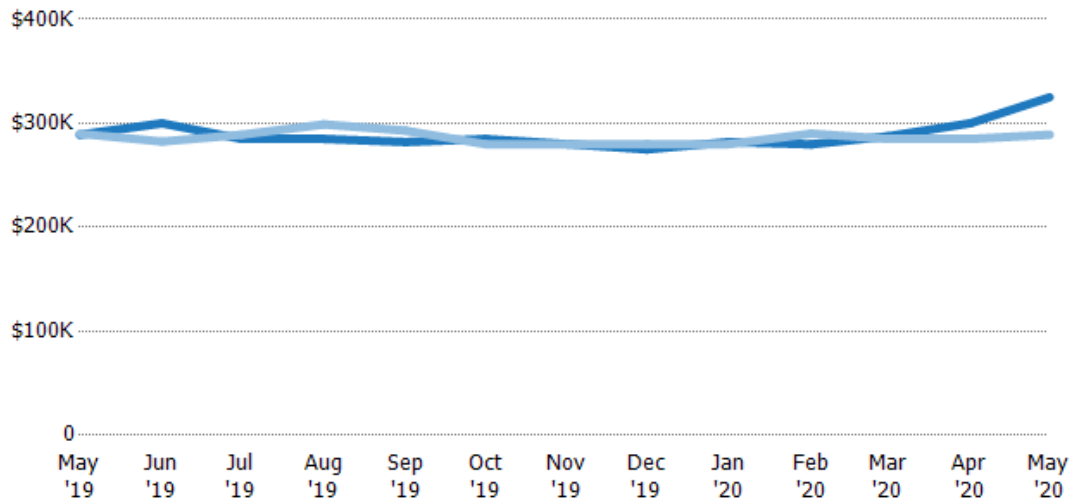
Median Listing Price

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.
May '20	\$325K	12.5%
May '19	\$289K	-0.3%
May '18	\$290K	0.2%



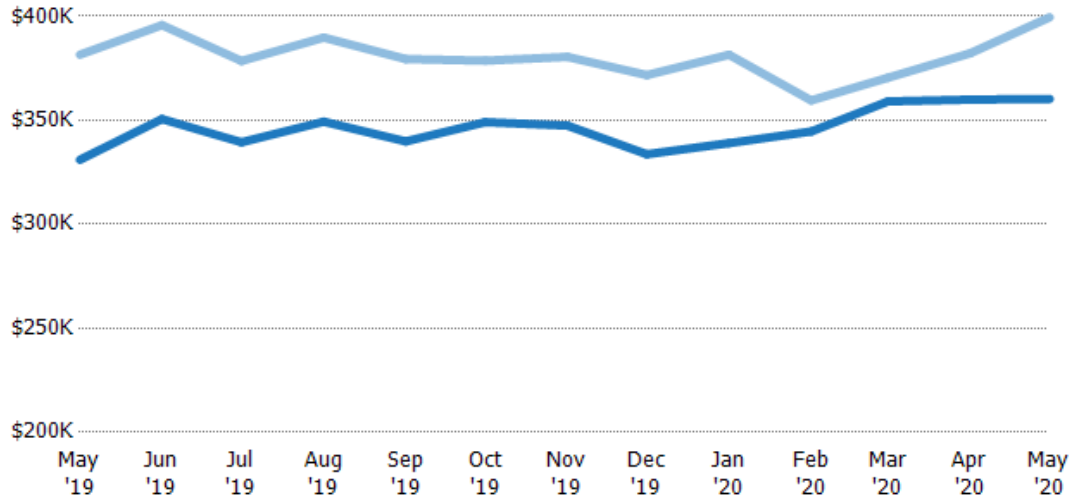
Current Year	\$289K	\$300K	\$285K	\$285K	\$282K	\$285K	\$280K	\$275K	\$282K	\$280K	\$288K	\$300K	\$325K
Prior Year	\$290K	\$282K	\$289K	\$299K	\$293K	\$280K	\$280K	\$280K	\$280K	\$290K	\$285K	\$285K	\$289K
Percent Change from Prior Year	0%	6%	-1%	-5%	-4%	2%	0%	-2%	1%	-4%	1%	5%	12%

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



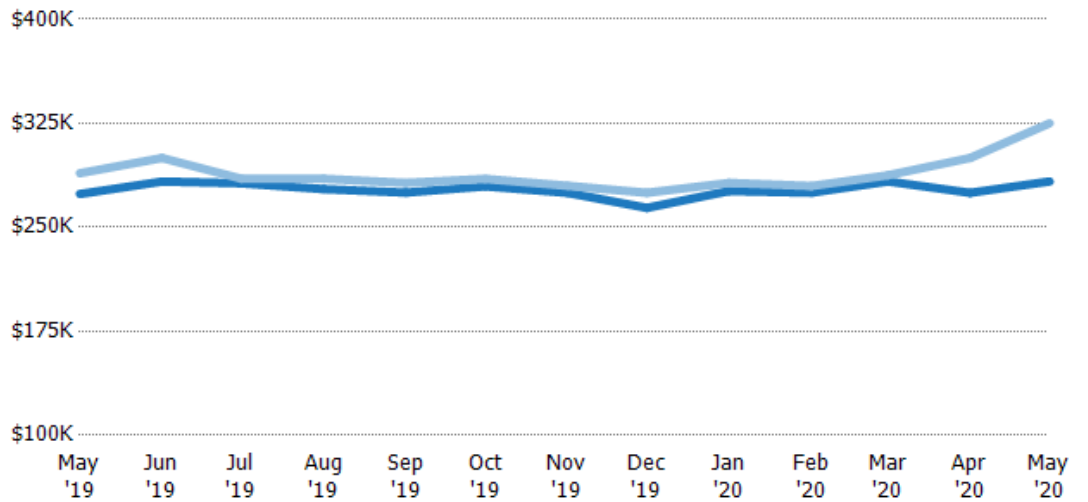
	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20
Avg Est Value	\$331K	\$351K	\$339K	\$349K	\$340K	\$349K	\$347K	\$334K	\$339K	\$345K	\$359K	\$360K	\$360K
Avg Listing Price	\$382K	\$396K	\$379K	\$390K	\$379K	\$379K	\$380K	\$372K	\$381K	\$360K	\$370K	\$382K	\$400K
Avg Listing Price as a % of Avg Est Value	115%	113%	112%	112%	112%	108%	110%	111%	113%	104%	103%	106%	111%

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



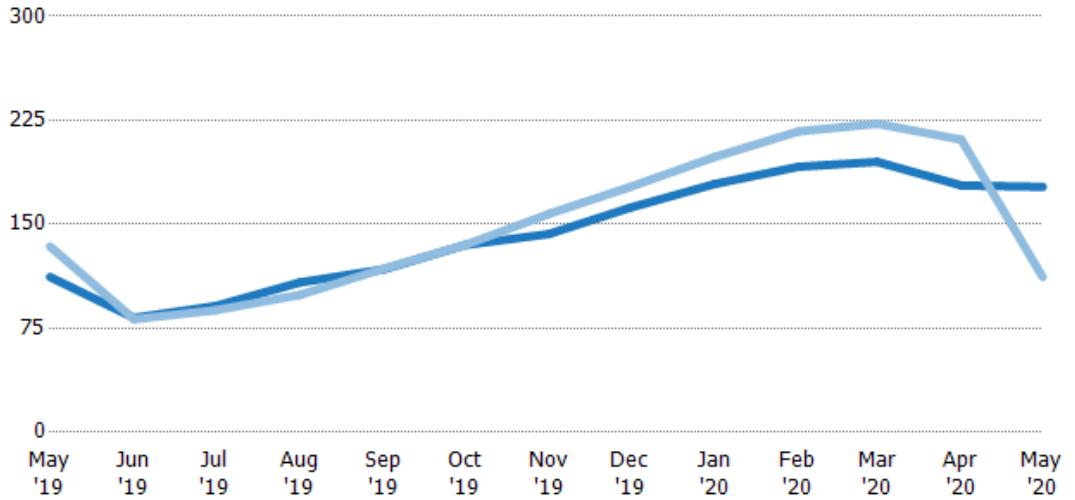
	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20
Median Est Value	\$274K	\$283K	\$282K	\$278K	\$275K	\$280K	\$275K	\$264K	\$276K	\$275K	\$283K	\$275K	\$283K
Median Listing Price	\$289K	\$300K	\$285K	\$285K	\$282K	\$285K	\$280K	\$275K	\$282K	\$280K	\$288K	\$300K	\$325K
Med Listing Price as a % of Med Est Value	105%	106%	101%	103%	103%	102%	102%	104%	102%	102%	102%	109%	115%

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



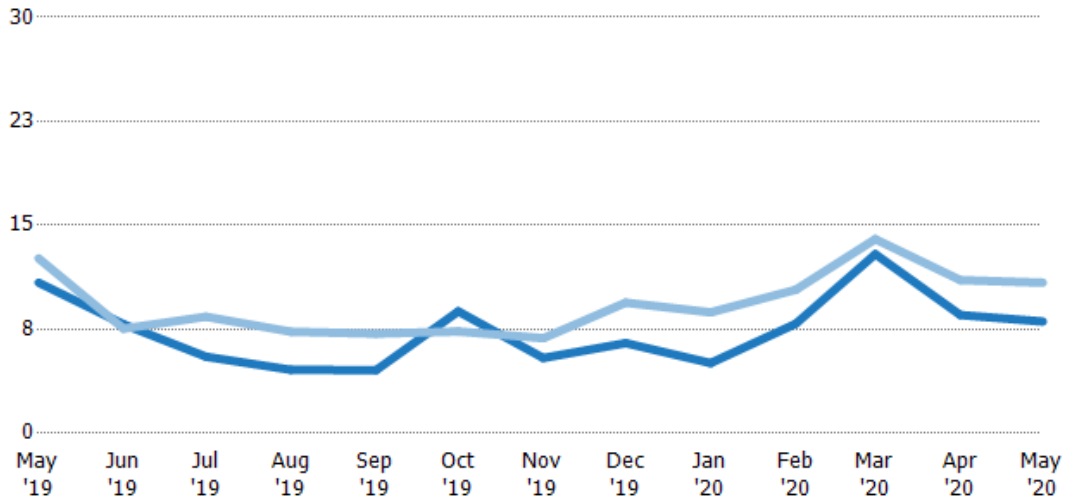
	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20
Current Year	112	82.5	91	108	118	135	143	162	179	192	195	178	177
Prior Year	134	81.5	88	99	118	135	158	177	199	217	223	211	112
Percent Change from Prior Year	-16%	1%	3%	9%	0%	0%	-9%	-8%	-10%	-12%	-12%	-16%	58%

Months of Inventory

The number of months it would take to exhaust active listings at the current sales rate.

Filters Used

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



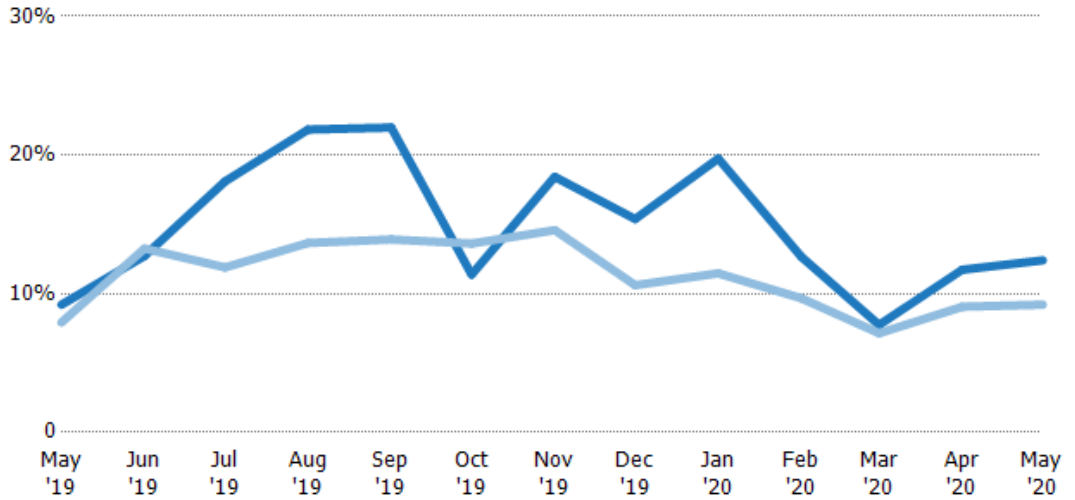
	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20
Current Year	10.9	7.86	5.53	4.58	4.55	8.79	5.43	6.5	5.06	7.9	12.9	8.53	8.06
Prior Year	12.6	7.54	8.41	7.32	7.18	7.34	6.86	9.42	8.72	10.4	14	11	10.9
Percent Change from Prior Year	-14%	4%	-34%	-37%	-37%	20%	-21%	-31%	-42%	-24%	-8%	-23%	-26%

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



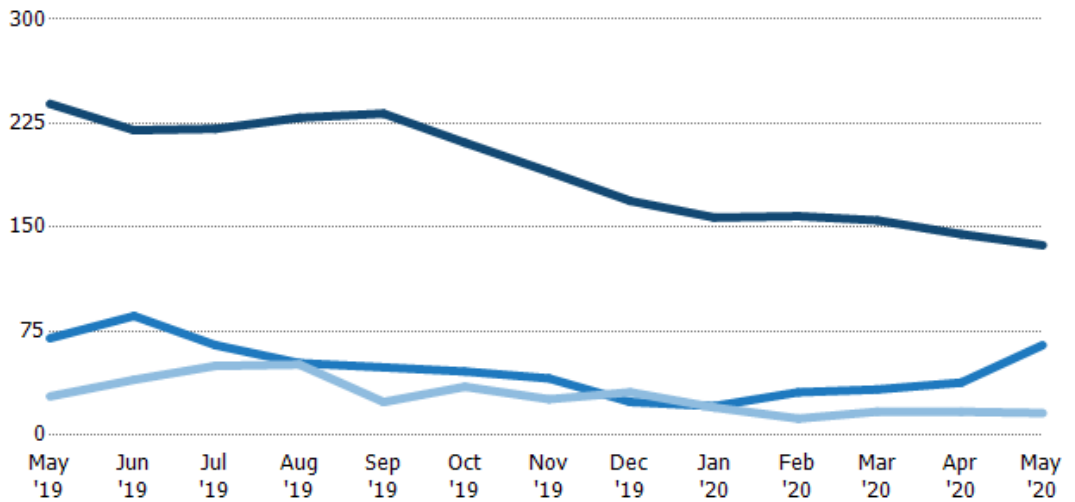
	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20
Current Year	9%	13%	18%	22%	22%	11%	18%	15%	20%	13%	8%	12%	12%
Prior Year	8%	13%	12%	14%	14%	14%	15%	11%	11%	10%	7%	9%	9%
Change from Prior Year	-1%	1%	-6%	-8%	-8%	2%	-4%	-5%	-8%	-3%	-1%	-3%	-3%

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



	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20
Active	239	220	221	229	232	211	190	169	157	158	155	145	137
Pending	70	86	65	52	49	46	41	24	21	31	33	38	65
Sold	28	40	50	51	24	35	26	31	20	12	17	17	16

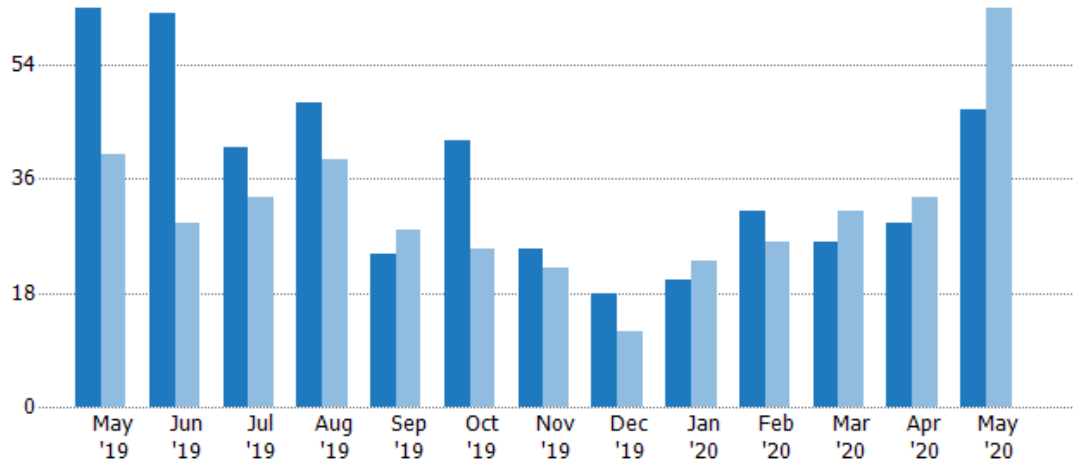
New Pending Sales

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.
May '20	47	-25.4%
May '19	63	57.5%
May '18	40	20%



Current Year	63	62	41	48	24	42	25	18	20	31	26	29	47
Prior Year	40	29	33	39	28	25	22	12	23	26	31	33	63
Percent Change from Prior Year	58%	114%	24%	23%	-14%	68%	14%	50%	-13%	19%	-16%	-12%	-25%

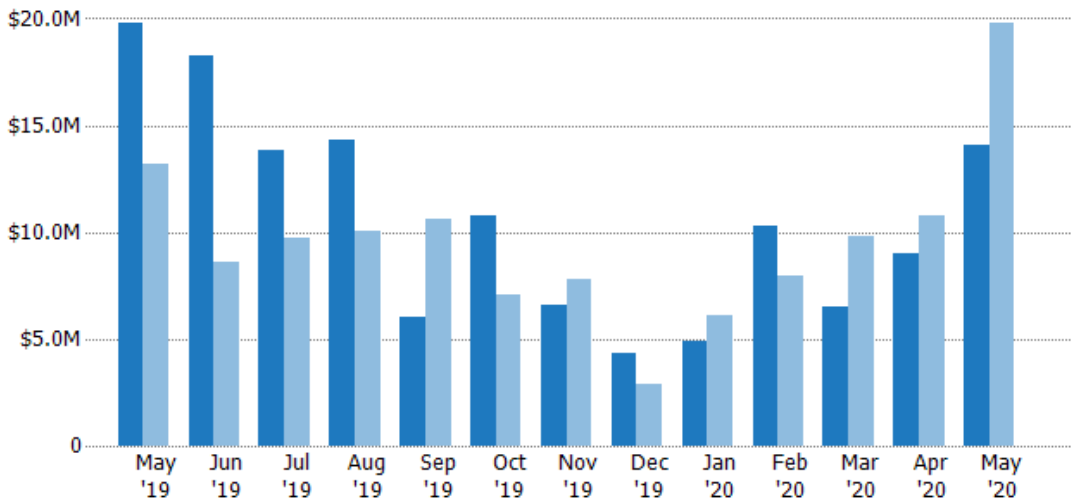
New Pending Sales Volume

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.
May '20	\$14.1M	-28.8%
May '19	\$19.8M	49.6%
May '18	\$13.2M	6.7%



Current Year	\$19.8M	\$18.3M	\$13.8M	\$14.3M	\$5.99M	\$10.8M	\$6.62M	\$4.37M	\$4.93M	\$10.3M	\$6.5M	\$9.03M	\$14.1M
Prior Year	\$13.2M	\$8.59M	\$9.73M	\$10M	\$10.6M	\$7.04M	\$7.78M	\$2.88M	\$6.14M	\$7.95M	\$9.84M	\$10.8M	\$19.8M
Percent Change from Prior Year	50%	113%	42%	43%	-43%	53%	-15%	52%	-20%	29%	-34%	-16%	-29%

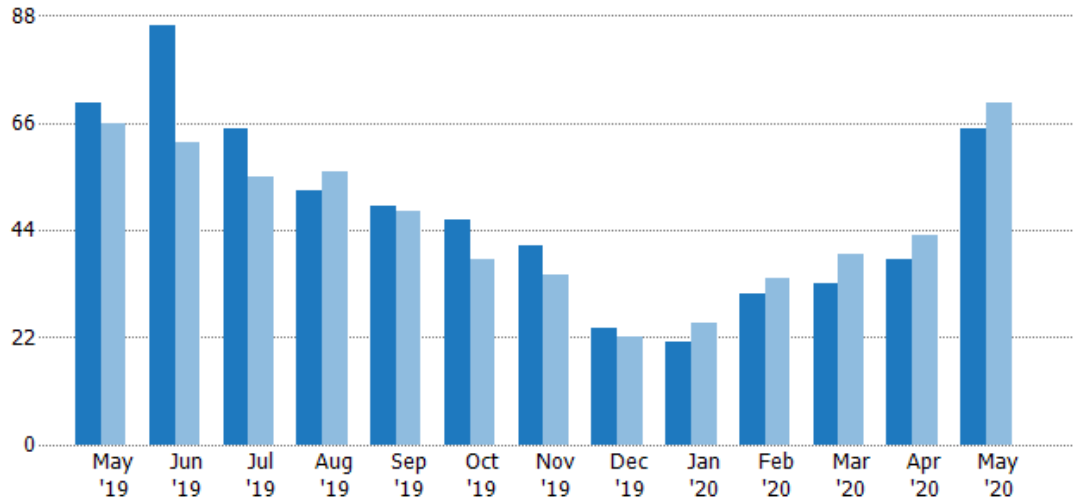
Pending Sales

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.
May '20	65	-7.1%
May '19	70	6.1%
May '18	66	18.2%



	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20
Current Year	70	86	65	52	49	46	41	24	21	31	33	38	65
Prior Year	66	62	55	56	48	38	35	22	25	34	39	43	70
Percent Change from Prior Year	6%	39%	18%	-7%	2%	21%	17%	9%	-16%	-9%	-15%	-12%	-7%

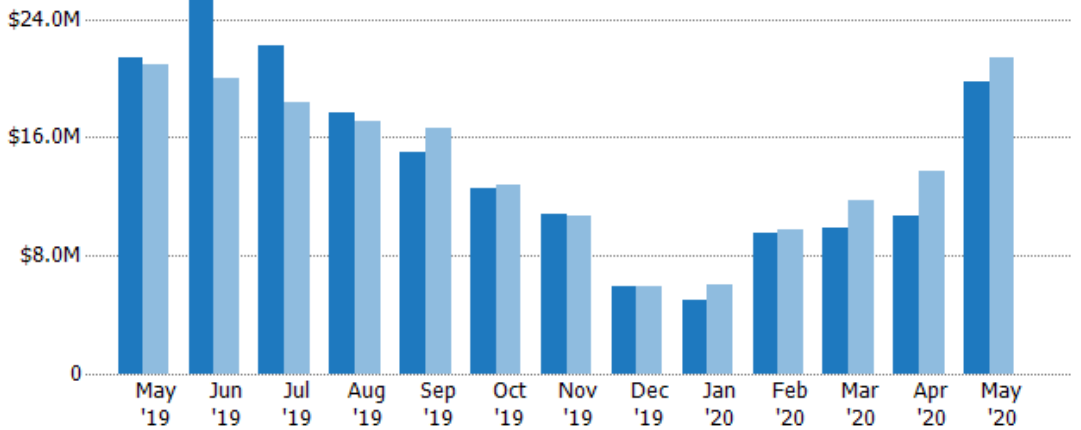
Pending Sales Volume

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.
May '20	\$19.7M	-8.1%
May '19	\$21.4M	2.4%
May '18	\$20.9M	6.3%



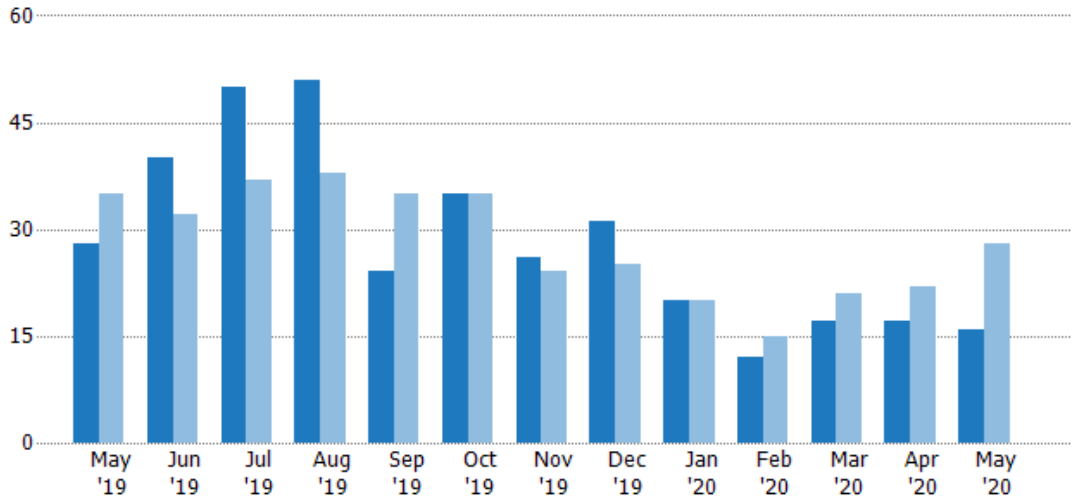
	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20
Current Year	\$21.4M	\$27.3M	\$22.2M	\$17.7M	\$15M	\$12.5M	\$10.8M	\$5.93M	\$5.04M	\$9.56M	\$9.92M	\$10.7M	\$19.7M
Prior Year	\$20.9M	\$20M	\$18.4M	\$17.1M	\$16.7M	\$12.7M	\$10.7M	\$5.93M	\$6.09M	\$9.73M	\$11.8M	\$13.7M	\$21.4M
Percent Change from Prior Year	2%	36%	21%	4%	-10%	-2%	1%	0	-17%	-2%	-16%	-22%	-8%

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



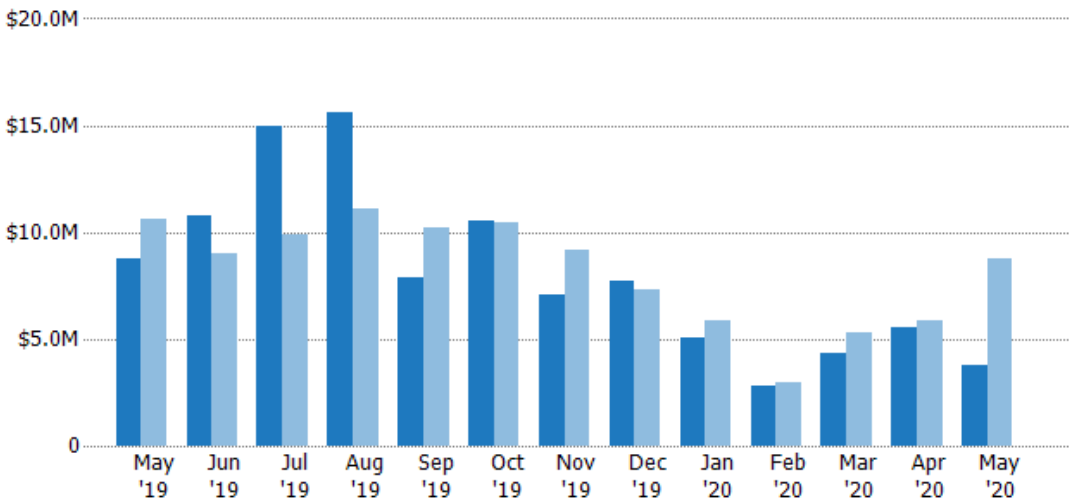
	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20
Current Year	28	40	50	51	24	35	26	31	20	12	17	17	16
Prior Year	35	32	37	38	35	35	24	25	20	15	21	22	28
Percent Change from Prior Year	-20%	25%	35%	34%	-31%	0%	8%	24%	0%	-20%	-19%	-23%	-43%

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



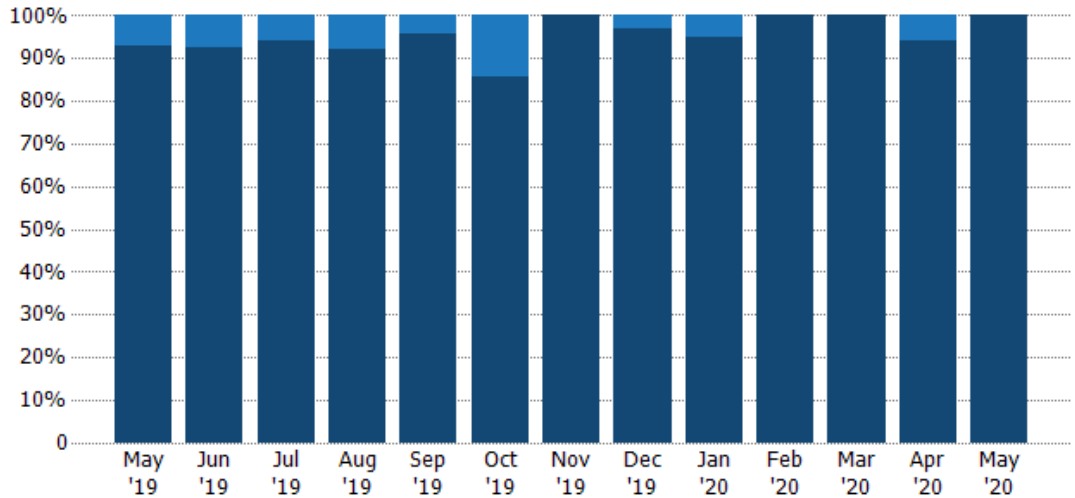
	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20
Current Year	\$8.8M	\$10.8M	\$15M	\$15.6M	\$7.85M	\$10.6M	\$7.06M	\$7.7M	\$5.03M	\$2.82M	\$4.36M	\$5.58M	\$3.76M
Prior Year	\$10.6M	\$8.97M	\$9.89M	\$11.1M	\$10.3M	\$10.5M	\$9.15M	\$7.33M	\$5.87M	\$2.98M	\$5.31M	\$5.83M	\$8.8M
Percent Change from Prior Year	-17%	20%	52%	41%	-23%	1%	-23%	5%	-14%	-5%	-18%	-4%	-57%

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



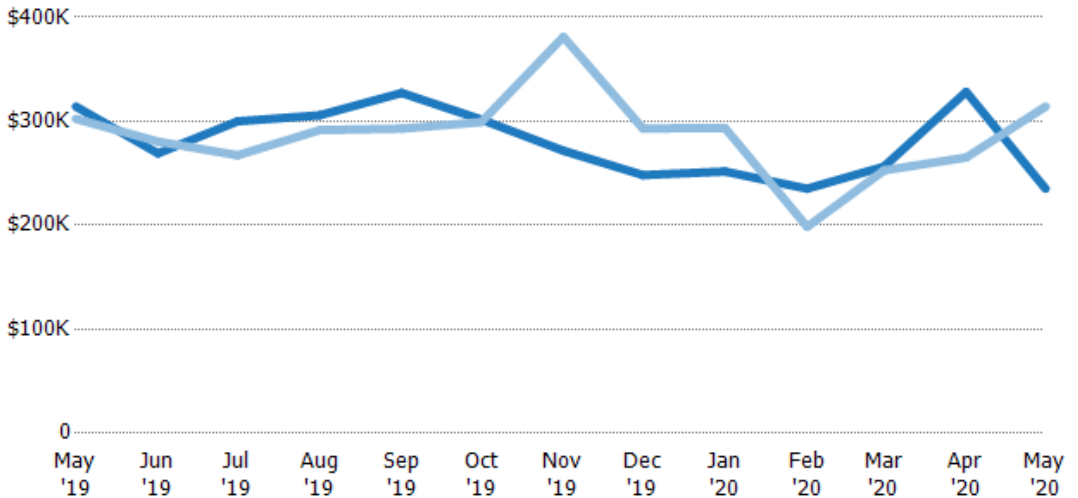
Condo/Townhouse	7%	8%	6%	8%	4%	14%	-	3%	5%	-	-	6%	-
Single Family Residence	93%	93%	94%	92%	96%	86%	100%	97%	95%	100%	100%	94%	100%

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	\$314K	\$269K	\$300K	\$306K	\$327K	\$302K	\$272K	\$248K	\$252K	\$235K	\$256K	\$328K	\$235K
Prior Year	\$302K	\$280K	\$267K	\$292K	\$293K	\$299K	\$381K	\$293K	\$293K	\$199K	\$253K	\$265K	\$314K
Percent Change from Prior Year	4%	-4%	12%	5%	12%	1%	-29%	-15%	-14%	18%	1%	24%	-25%

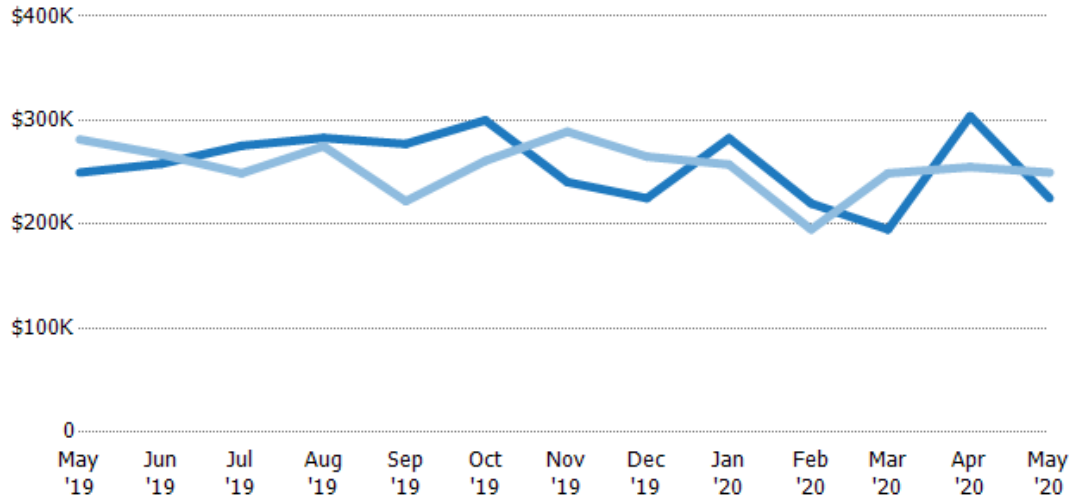
Median Sales Price

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.
May '20	\$225K	-9.9%
May '19	\$250K	-11.3%
May '18	\$282K	-8.5%



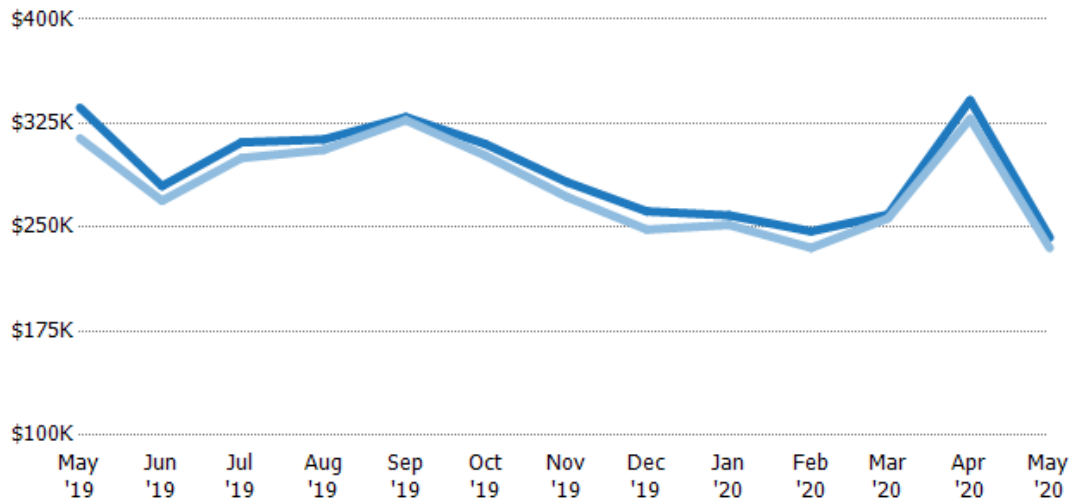
Current Year	\$250K	\$258K	\$276K	\$283K	\$277K	\$300K	\$241K	\$225K	\$283K	\$220K	\$195K	\$304K	\$225K
Prior Year	\$282K	\$267K	\$249K	\$275K	\$222K	\$261K	\$289K	\$265K	\$257K	\$195K	\$249K	\$255K	\$250K
Percent Change from Prior Year	-11%	-3%	11%	3%	25%	15%	-17%	-15%	10%	13%	-22%	19%	-10%

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



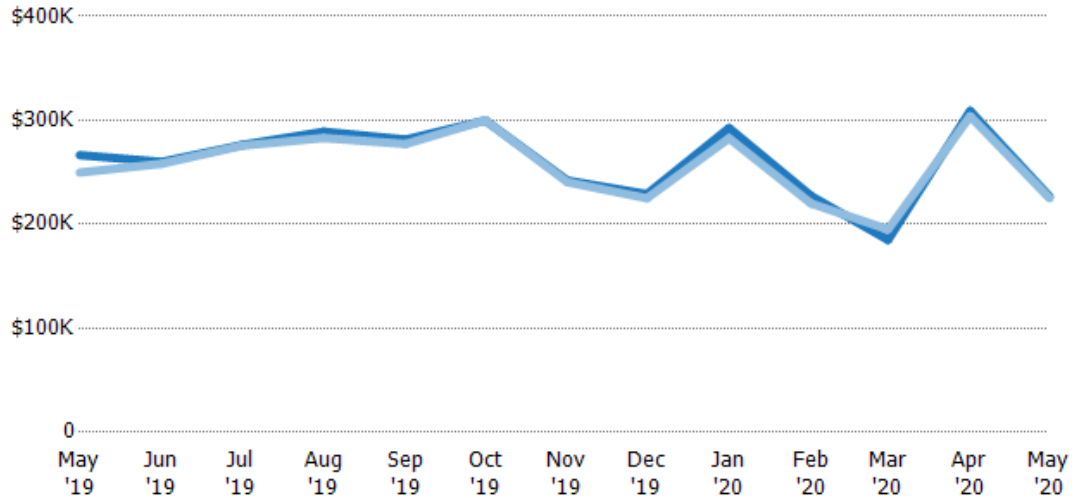
Avg List Price	\$336K	\$280K	\$311K	\$313K	\$329K	\$310K	\$282K	\$261K	\$259K	\$247K	\$259K	\$342K	\$243K
Avg Sales Price	\$314K	\$269K	\$300K	\$306K	\$327K	\$302K	\$272K	\$248K	\$252K	\$235K	\$256K	\$328K	\$235K
Avg Sales Price as a % of Avg List Price	93%	96%	96%	98%	99%	97%	96%	95%	97%	95%	99%	96%	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



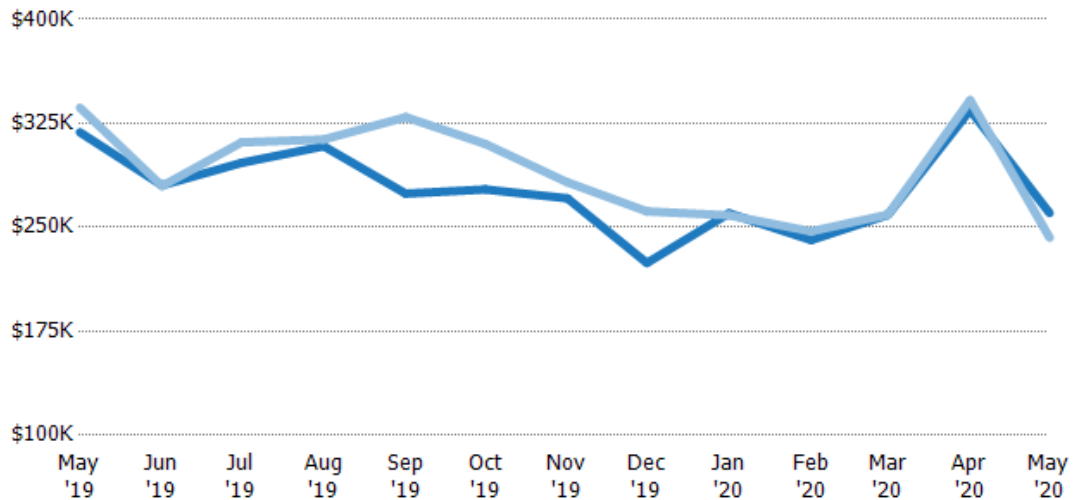
	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20
Median List Price	\$266K	\$260K	\$276K	\$289K	\$281K	\$300K	\$242K	\$229K	\$293K	\$227K	\$185K	\$309K	\$227K
Median Sales Price	\$250K	\$258K	\$276K	\$283K	\$277K	\$300K	\$241K	\$225K	\$283K	\$220K	\$195K	\$304K	\$225K
Med Sales Price as a % of Med List Price	94%	99%	100%	98%	99%	100%	99%	98%	97%	97%	105%	98%	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



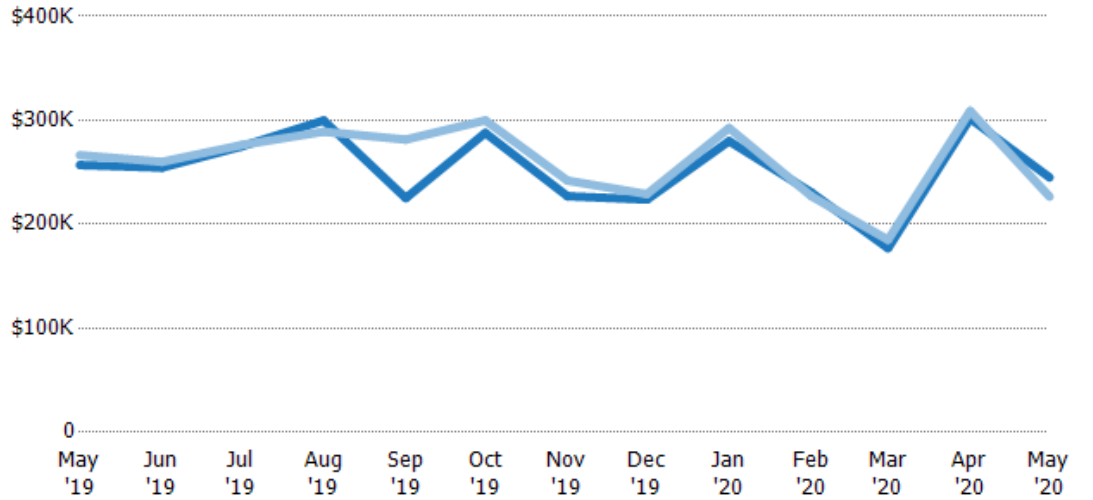
	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20
Avg Est Value	\$319K	\$280K	\$296K	\$308K	\$274K	\$277K	\$271K	\$224K	\$260K	\$241K	\$259K	\$334K	\$260K
Avg Sales Price	\$336K	\$280K	\$311K	\$313K	\$329K	\$310K	\$282K	\$261K	\$259K	\$247K	\$259K	\$342K	\$243K
Avg Sales Price as a % of Avg Est Value	106%	100%	105%	102%	120%	112%	104%	117%	99%	103%	100%	102%	93%

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



	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20
Median Est Value	\$257K	\$255K	\$275K	\$300K	\$225K	\$288K	\$227K	\$224K	\$280K	\$231K	\$177K	\$302K	\$245K
Median Sales Price	\$266K	\$260K	\$276K	\$289K	\$281K	\$300K	\$242K	\$229K	\$293K	\$227K	\$185K	\$309K	\$227K
Med Sales Price as a % of Med Est Value	104%	102%	100%	96%	125%	104%	107%	102%	104%	98%	105%	102%	92%