

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	Jun 2020	Jun 2019	+ / -	YTD 2020	YTD 2019	+ / -
Listing Activity Charts Metrics						
New Listing Count	53	53	+/-	200	275	-27.3%
New Listing Volume	\$27,251,786	\$17,214,700	+58.3%	\$79,636,426	\$91,934,099	-13.4%
Active Listing Count	126	223	-43.5%	N/A	N/A	
Active Listing Volume	\$60,376,959	\$87,904,706	-31.3%	N/A	N/A	
Average Listing Price	\$479,182	\$394,192	+21.6%	\$391,121	\$387,845	+0.8%
Median Listing Price	\$332,500	\$299,000	+11.2%	\$299,779	\$287,564	+4.2%
Median Days in RPR	130.5	88	+48.3%	173.13	158.15	+9.5%
Months of Inventory	7.4	7.7	-3.6%	6	10.3	-42%
Absorption Rate	13.49%	13%	+0.5%	16.69%	9.67%	+7%
Sales Activity Charts Metrics						
New Pending Sales Count	63	62	+1.6%	214	238	-10.1%
New Pending Sales Volume	\$23,008,414	\$18,255,800	+26%	\$67,113,614	\$72,742,600	-7.7%
Pending Sales Count	88	86	+2.3%	N/A	N/A	
Pending Sales Volume	\$28,966,214	\$27,267,200	+6.2%	N/A	N/A	
Closed Sales Count	36	40	-10%	119	148	-19.6%
Closed Sales Volume	\$10,474,390	\$10,764,801	-2.7%	\$32,645,880	\$40,210,037	-18.8%
Average Sales Price	\$290,955	\$269,120	+8.1%	\$274,335	\$271,689	+1%
Median Sales Price	\$270,500	\$258,250	+4.7%	\$257,824	\$248,608	+3.7%

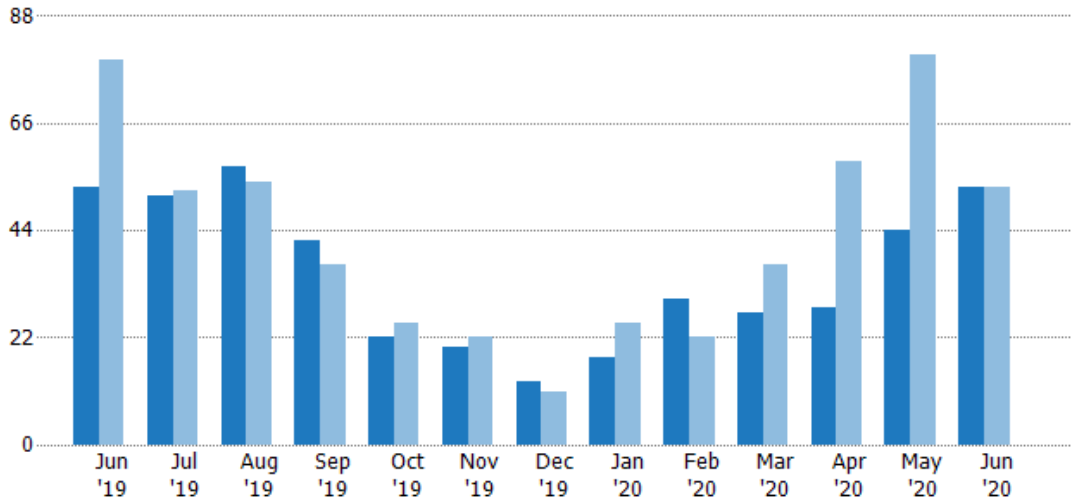
New Listings

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.
Jun '20	53	0%
Jun '19	53	-32.9%
Jun '18	79	-3.8%



	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20
Current Year	53	51	57	42	22	20	13	18	30	27	28	44	53
Prior Year	79	52	54	37	25	22	11	25	22	37	58	80	53
Percent Change from Prior Year	-33%	-2%	6%	14%	-12%	-9%	18%	-28%	36%	-27%	-52%	-45%	0%

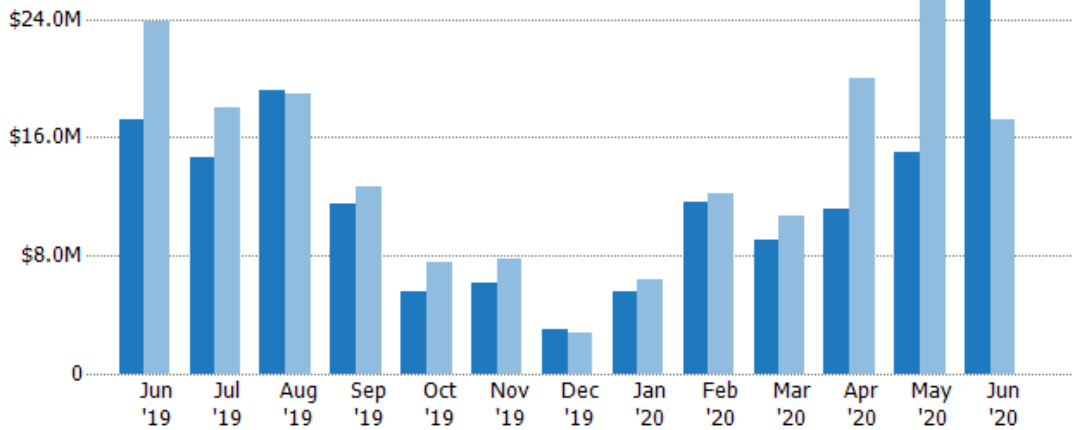
New Listing Volume

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.
Jun '20	\$27.3M	58.3%
Jun '19	\$17.2M	-27.9%
Jun '18	\$23.9M	20.9%



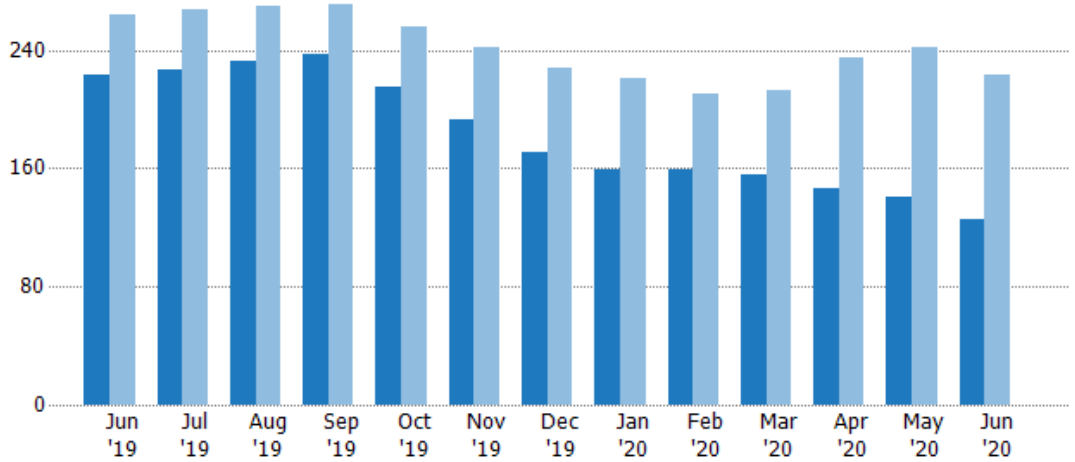
	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20
Current Year	\$17.2M	\$14.7M	\$19.2M	\$11.5M	\$5.59M	\$6.14M	\$2.99M	\$5.57M	\$11.6M	\$9.11M	\$11.1M	\$15M	\$27.3M
Prior Year	\$23.9M	\$18M	\$18.9M	\$12.7M	\$7.53M	\$7.83M	\$2.72M	\$6.35M	\$12.2M	\$10.6M	\$20M	\$25.5M	\$17.2M
Percent Change from Prior Year	-28%	-18%	1%	-9%	-26%	-22%	10%	-12%	-5%	-14%	-44%	-41%	58%

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



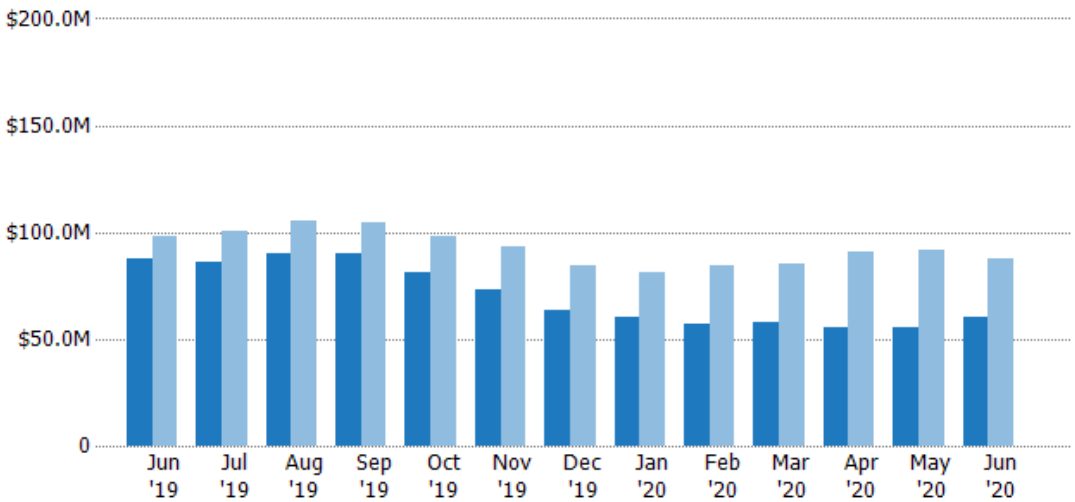
	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20
Current Year	223	227	233	237	215	193	171	159	159	156	146	141	126
Prior Year	264	267	270	271	256	242	228	221	210	213	235	242	223
Percent Change from Prior Year	-16%	-15%	-14%	-13%	-16%	-20%	-25%	-28%	-24%	-27%	-38%	-42%	-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



	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20
Current Year	\$87.9M	\$86M	\$90.2M	\$90.2M	\$81.1M	\$73.1M	\$63.4M	\$60.5M	\$57.1M	\$57.7M	\$55.7M	\$55.6M	\$60.4M
Prior Year	\$98M	\$101M	\$105M	\$104M	\$98M	\$93.1M	\$84.4M	\$81.5M	\$84.1M	\$85M	\$90.8M	\$92M	\$87.9M
Percent Change from Prior Year	-10%	-15%	-14%	-13%	-17%	-21%	-25%	-26%	-32%	-32%	-39%	-40%	-31%

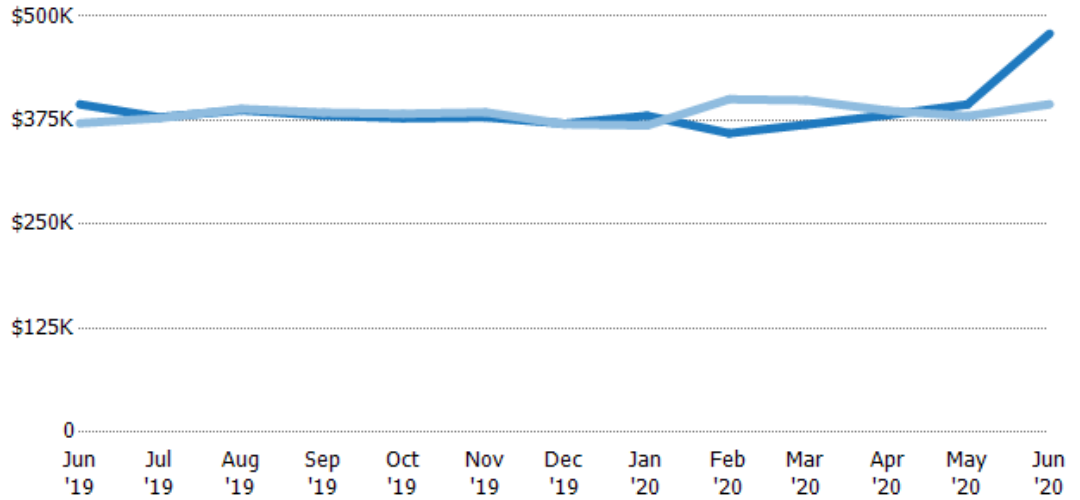
Average Listing Price

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.
Jun '20	\$479K	21.6%
Jun '19	\$394K	6.1%
Jun '18	\$371K	11.1%



Current Year	\$394K	\$379K	\$387K	\$381K	\$377K	\$379K	\$371K	\$380K	\$359K	\$370K	\$381K	\$394K	\$479K
Prior Year	\$371K	\$378K	\$389K	\$384K	\$383K	\$385K	\$370K	\$369K	\$400K	\$399K	\$387K	\$380K	\$394K
Percent Change from Prior Year	6%	0%	0%	-1%	-1%	-2%	0%	3%	-10%	-7%	-1%	4%	22%

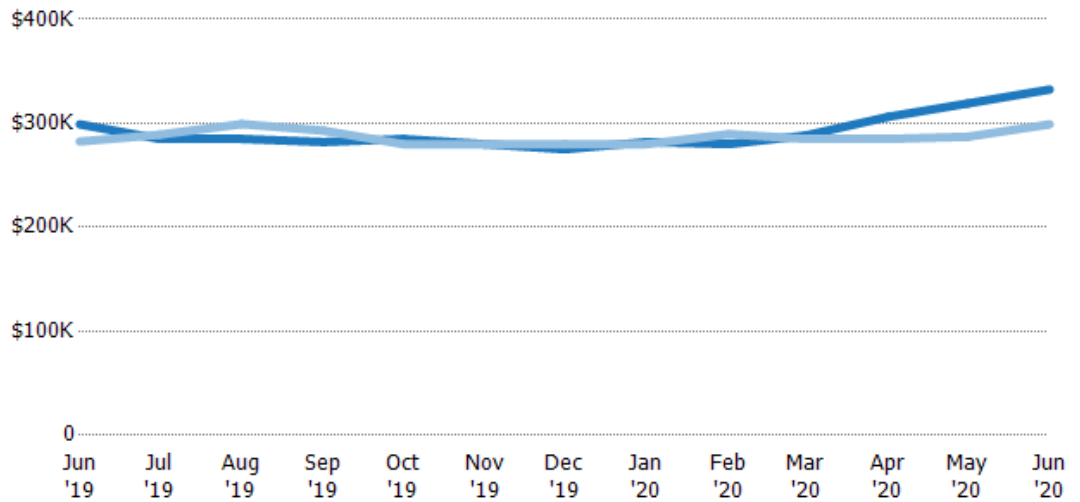
Median Listing Price

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.
Jun '20	\$333K	11.2%
Jun '19	\$299K	5.9%
Jun '18	\$282K	5.9%



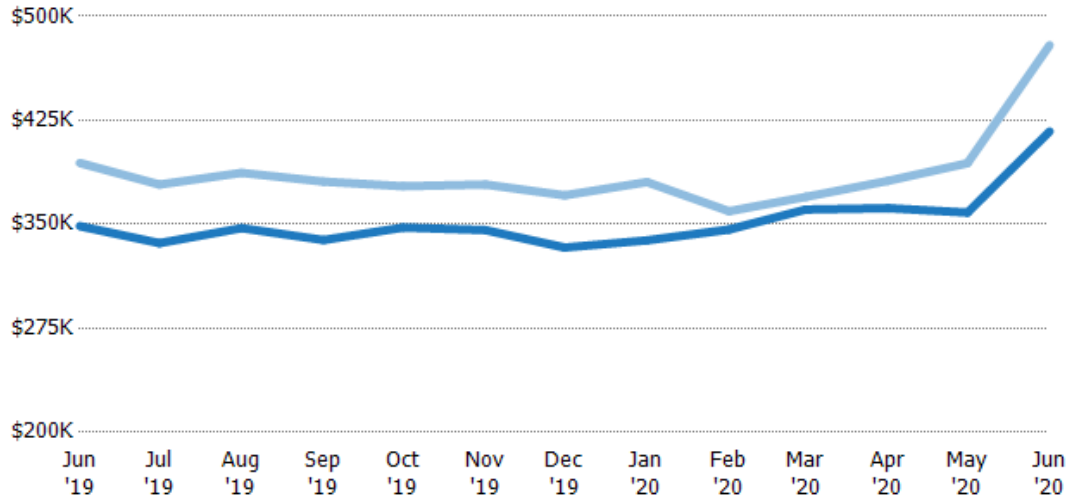
Current Year	\$299K	\$285K	\$285K	\$282K	\$285K	\$280K	\$275K	\$282K	\$280K	\$288K	\$306K	\$319K	\$333K
Prior Year	\$282K	\$289K	\$299K	\$293K	\$280K	\$280K	\$280K	\$280K	\$290K	\$285K	\$285K	\$287K	\$299K
Percent Change from Prior Year	6%	-1%	-5%	-4%	2%	0%	-2%	1%	-3%	1%	7%	11%	11%

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



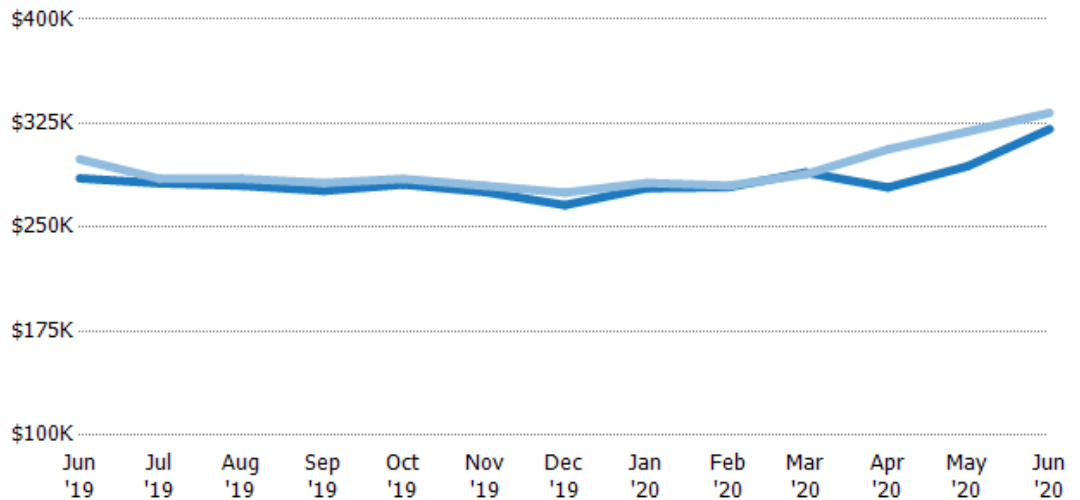
	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20
Avg Est Value	\$349K	\$336K	\$347K	\$339K	\$348K	\$346K	\$333K	\$338K	\$346K	\$361K	\$362K	\$358K	\$417K
Avg Listing Price	\$394K	\$379K	\$387K	\$381K	\$377K	\$379K	\$371K	\$380K	\$359K	\$370K	\$381K	\$394K	\$479K
Avg Listing Price as a % of Avg Est Value	113%	113%	111%	112%	109%	110%	111%	112%	104%	103%	105%	110%	115%

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



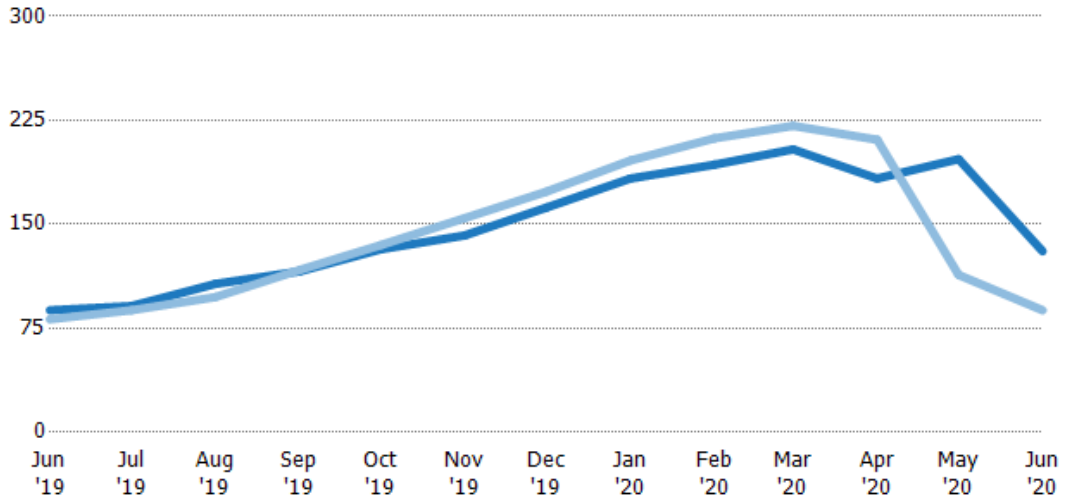
	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20
Median Est Value	\$285K	\$282K	\$280K	\$276K	\$281K	\$275K	\$266K	\$278K	\$279K	\$290K	\$279K	\$294K	\$321K
Median Listing Price	\$299K	\$285K	\$285K	\$282K	\$285K	\$280K	\$275K	\$282K	\$280K	\$288K	\$306K	\$319K	\$333K
Med Listing Price as a % of Med Est Value	105%	101%	102%	102%	101%	102%	103%	101%	100%	100%	110%	109%	104%

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



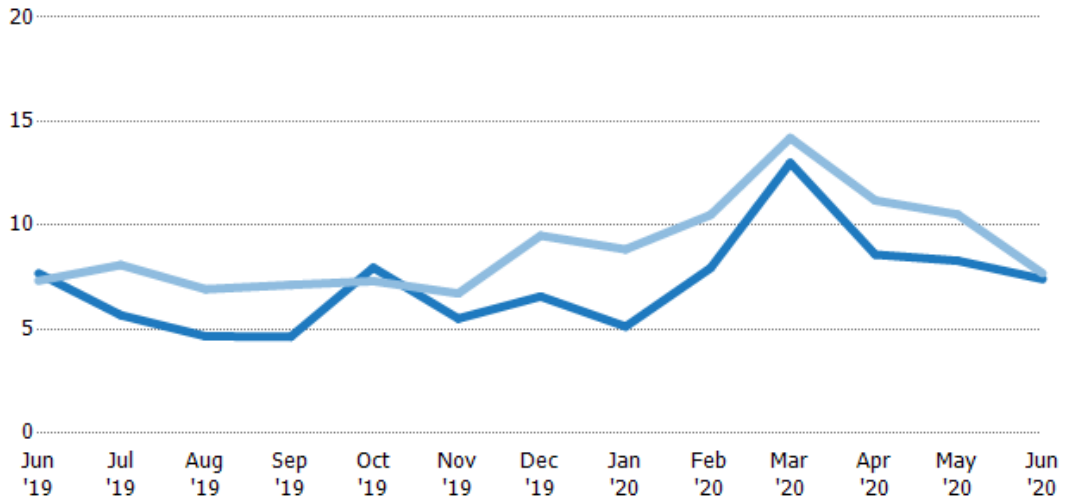
	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20
Current Year	88	91	107	116	132	142	162	183	193	204	183	197	131
Prior Year	81.5	88	97.5	117	135	155	174	196	212	221	211	114	88
Percent Change from Prior Year	8%	3%	10%	-1%	-2%	-8%	-7%	-7%	-9%	-8%	-13%	74%	48%

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



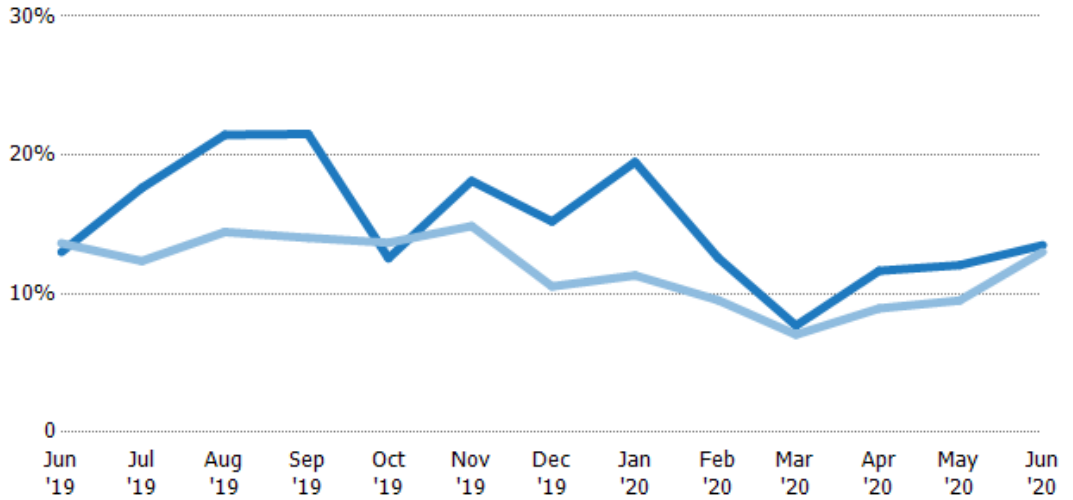
	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20
Current Year	7.69	5.68	4.66	4.65	7.96	5.51	6.58	5.13	7.95	13	8.59	8.29	7.41
Prior Year	7.33	8.09	6.92	7.13	7.31	6.72	9.5	8.84	10.5	14.2	11.2	10.5	7.69
Percent Change from Prior Year	5%	-30%	-33%	-35%	9%	-18%	-31%	-42%	-24%	-8%	-23%	-21%	-4%

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



Month/Year	Rate	Chg.
Jun '20	13%	-0.5%
Jun '19	13%	0.6%
Jun '18	14%	-45.7%

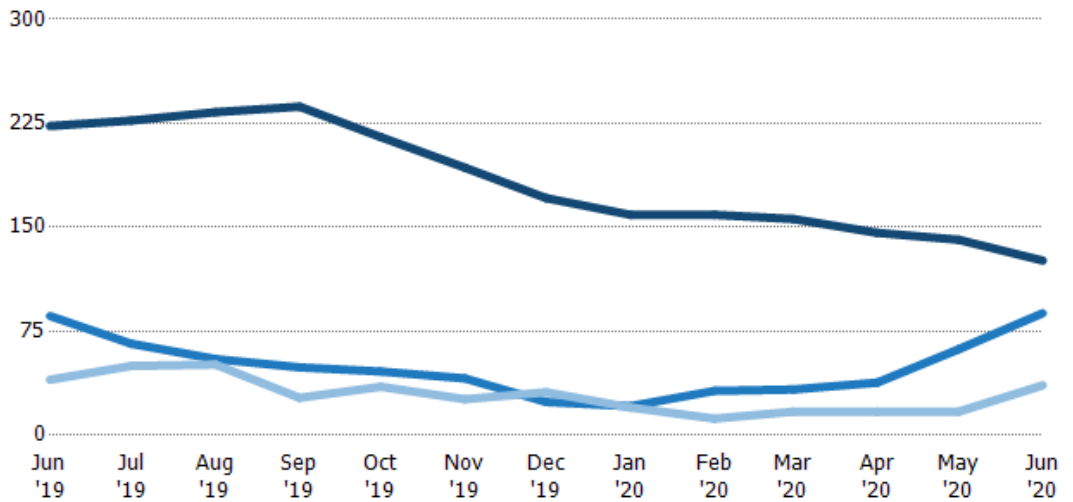
	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20
Current Year	13%	18%	21%	22%	13%	18%	15%	19%	13%	8%	12%	12%	13%
Prior Year	14%	12%	14%	14%	14%	15%	11%	11%	10%	7%	9%	10%	13%
Change from Prior Year	1%	-5%	-7%	-7%	1%	-3%	-5%	-8%	-3%	-1%	-3%	-3%	0%

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



	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20
Active	223	227	233	237	215	193	171	159	159	156	146	141	126
Pending	86	66	55	49	46	41	24	21	32	33	38	62	88
Sold	40	50	51	27	35	26	31	20	12	17	17	17	36

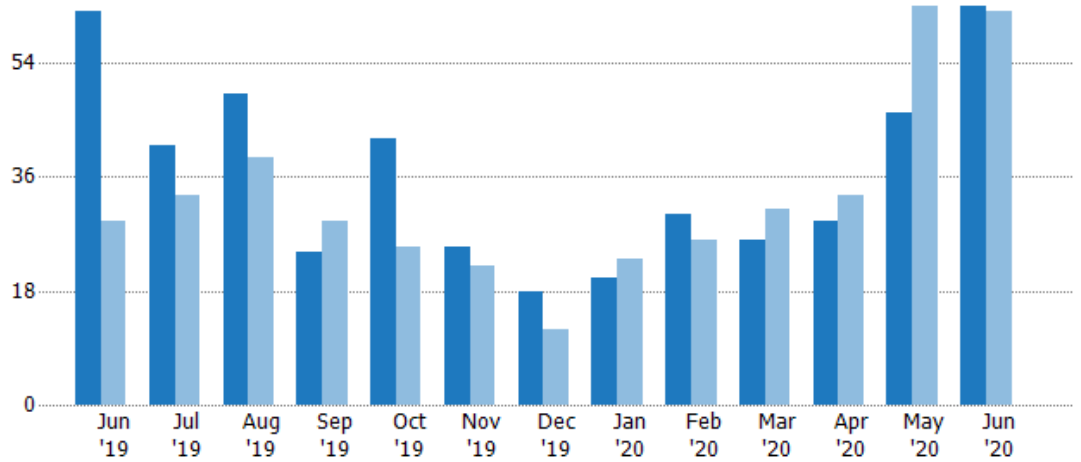
New Pending Sales

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.
Jun '20	63	1.6%
Jun '19	62	113.8%
Jun '18	29	65.5%



	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20
Current Year	62	41	49	24	42	25	18	20	30	26	29	46	63
Prior Year	29	33	39	29	25	22	12	23	26	31	33	63	62
Percent Change from Prior Year	114%	24%	26%	-17%	68%	14%	50%	-13%	15%	-16%	-12%	-27%	2%

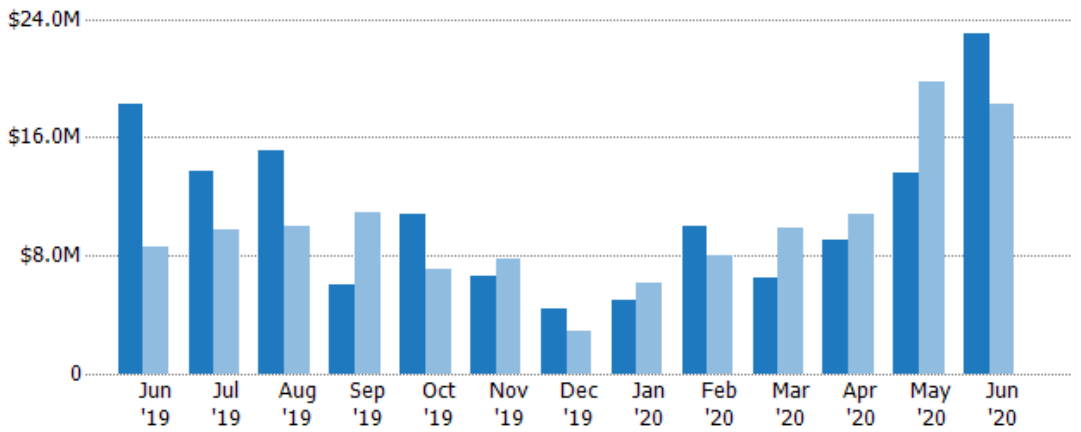
New Pending Sales Volume

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.
Jun '20	\$23M	26%
Jun '19	\$18.3M	112.6%
Jun '18	\$8.59M	63.6%



	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20
Current Year	\$18.3M	\$13.7M	\$15.1M	\$5.99M	\$10.8M	\$6.62M	\$4.37M	\$4.93M	\$10M	\$6.5M	\$9.03M	\$13.6M	\$23M
Prior Year	\$8.59M	\$9.73M	\$10M	\$10.9M	\$7.04M	\$7.78M	\$2.88M	\$6.14M	\$7.95M	\$9.84M	\$10.8M	\$19.8M	\$18.3M
Percent Change from Prior Year	113%	41%	50%	-45%	53%	-15%	52%	-20%	26%	-34%	-16%	-31%	26%

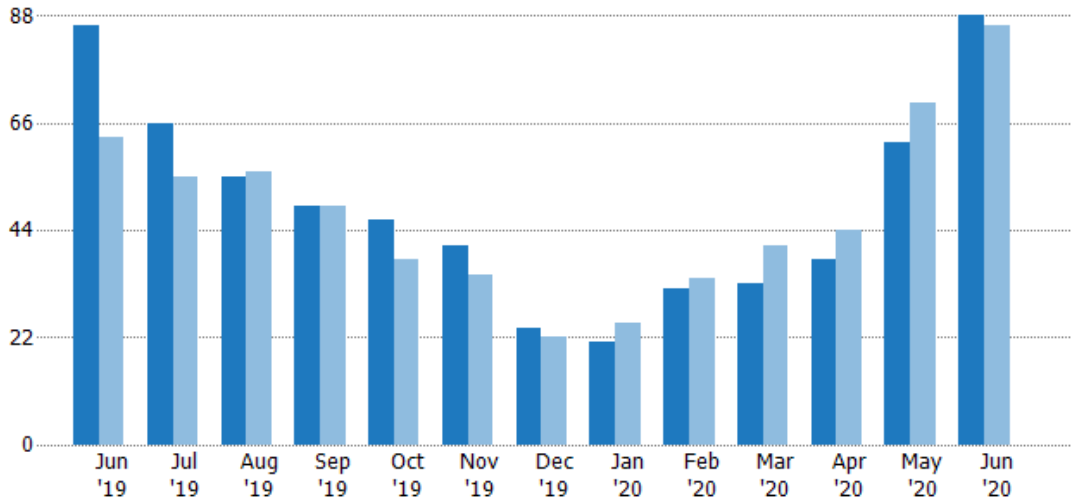
Pending Sales

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.
Jun '20	88	2.3%
Jun '19	86	36.5%
Jun '18	63	30.2%



	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20
Current Year	86	66	55	49	46	41	24	21	32	33	38	62	88
Prior Year	63	55	56	49	38	35	22	25	34	41	44	70	86
Percent Change from Prior Year	37%	20%	-2%	0%	21%	17%	9%	-16%	-6%	-20%	-14%	-11%	2%

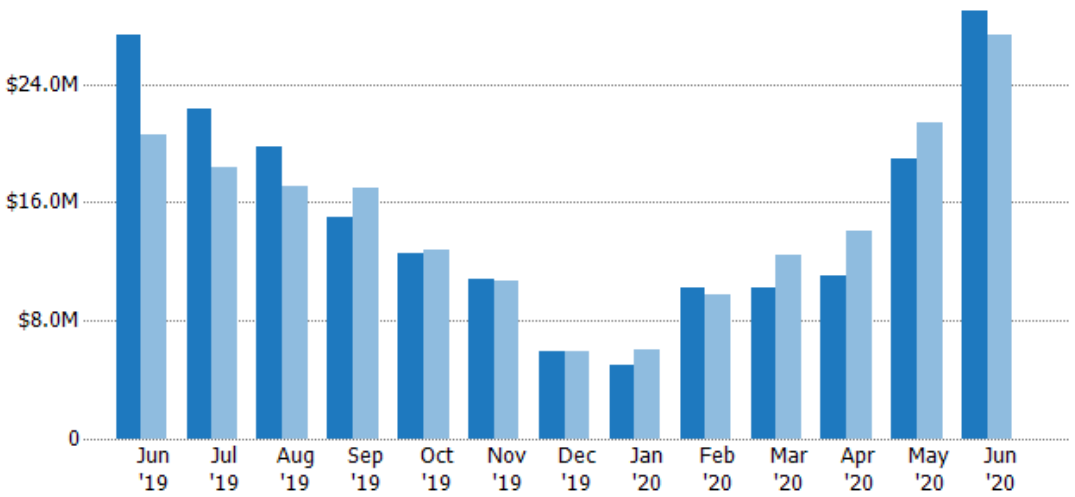
Pending Sales Volume

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.
Jun '20	\$29M	6.2%
Jun '19	\$27.3M	32.9%
Jun '18	\$20.5M	12.9%



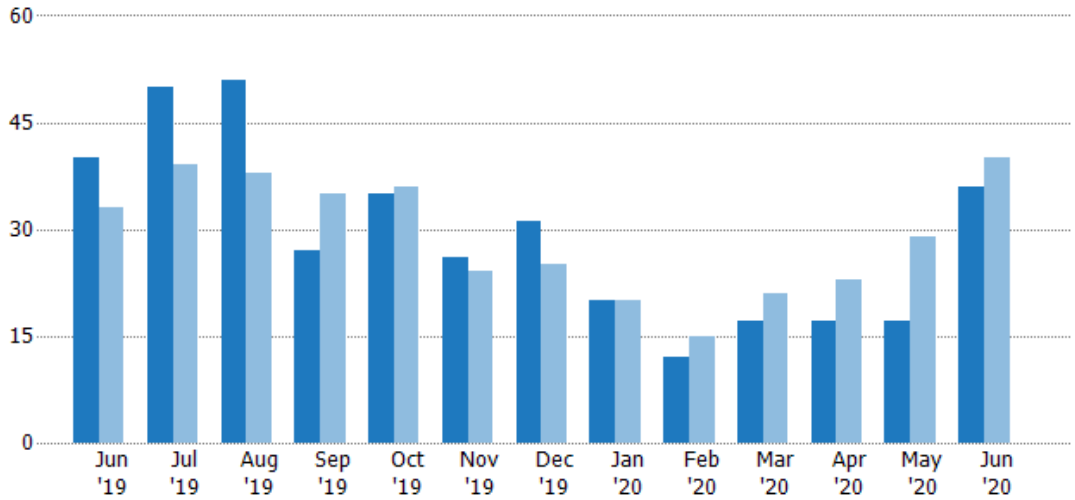
	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20
Current Year	\$27.3M	\$22.3M	\$19.8M	\$15M	\$12.5M	\$10.8M	\$5.93M	\$5.04M	\$10.2M	\$10.2M	\$11M	\$18.9M	\$29M
Prior Year	\$20.5M	\$18.4M	\$17.1M	\$17M	\$12.7M	\$10.7M	\$5.93M	\$6.09M	\$9.73M	\$12.4M	\$14.1M	\$21.4M	\$27.3M
Percent Change from Prior Year	33%	21%	16%	-12%	-2%	1%	0	-17%	5%	-18%	-22%	-12%	6%

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.
Jun '20	36	-10%
Jun '19	40	21.2%
Jun '18	33	33.3%

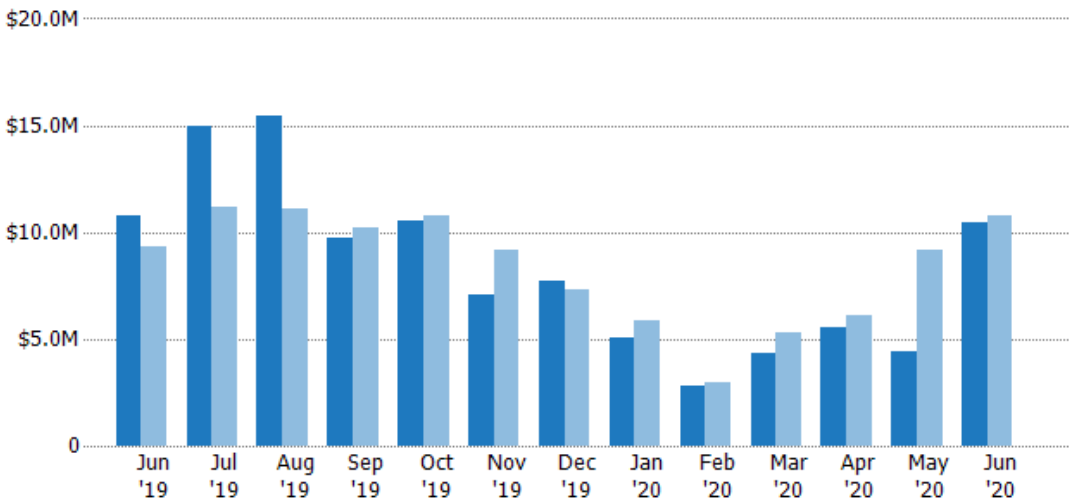
	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20
Current Year	40	50	51	27	35	26	31	20	12	17	17	17	36
Prior Year	33	39	38	35	36	24	25	20	15	21	23	29	40
Percent Change from Prior Year	21%	28%	34%	-23%	-3%	8%	24%	0%	-20%	-19%	-26%	-41%	-10%

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.
Jun '20	\$10.5M	-2.7%
Jun '19	\$10.8M	15.6%
Jun '18	\$9.31M	34.8%

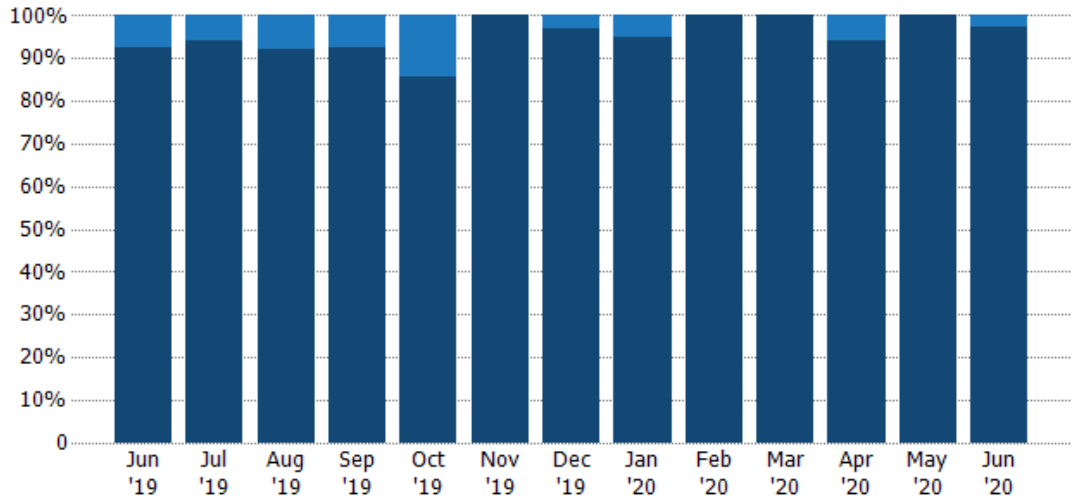
	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20
Current Year	\$10.8M	\$15M	\$15.5M	\$9.73M	\$10.6M	\$7.06M	\$7.7M	\$5.03M	\$2.82M	\$4.36M	\$5.58M	\$4.38M	\$10.5M
Prior Year	\$9.31M	\$11.1M	\$11.1M	\$10.3M	\$10.8M	\$9.15M	\$7.33M	\$5.87M	\$2.98M	\$5.31M	\$6.1M	\$9.19M	\$10.8M
Percent Change from Prior Year	16%	35%	40%	-5%	-2%	-23%	5%	-14%	-5%	-18%	-9%	-52%	-3%

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



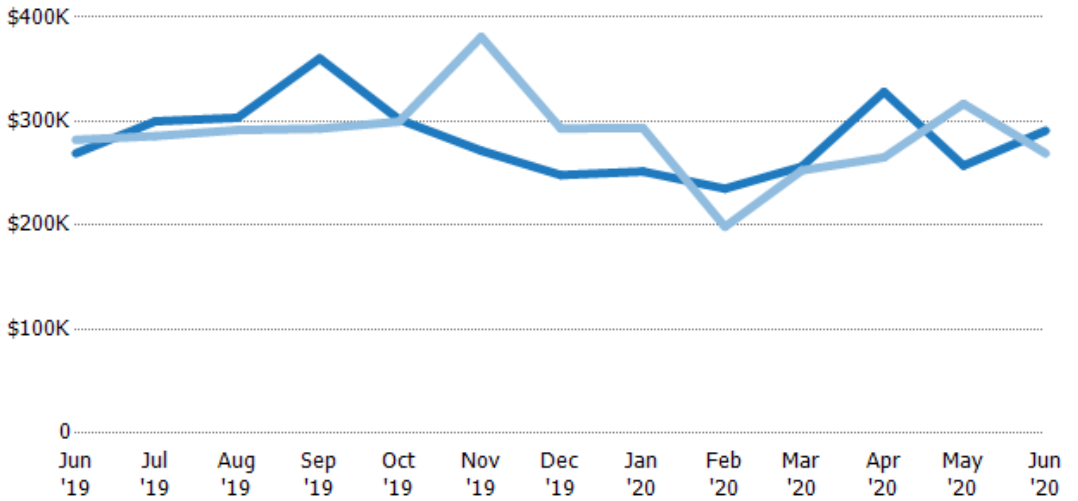
Condo/Townhouse	8%	6%	8%	7%	14%	-	3%	5%	-	-	6%	-	3%
Single Family Residence	93%	94%	92%	93%	86%	100%	97%	95%	100%	100%	94%	100%	97%

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	\$269K	\$300K	\$303K	\$361K	\$302K	\$272K	\$248K	\$252K	\$235K	\$256K	\$328K	\$257K	\$291K
Prior Year	\$282K	\$286K	\$292K	\$293K	\$300K	\$381K	\$293K	\$293K	\$199K	\$253K	\$265K	\$317K	\$269K
Percent Change from Prior Year	-5%	5%	4%	23%	1%	-29%	-15%	-14%	18%	1%	24%	-19%	8%

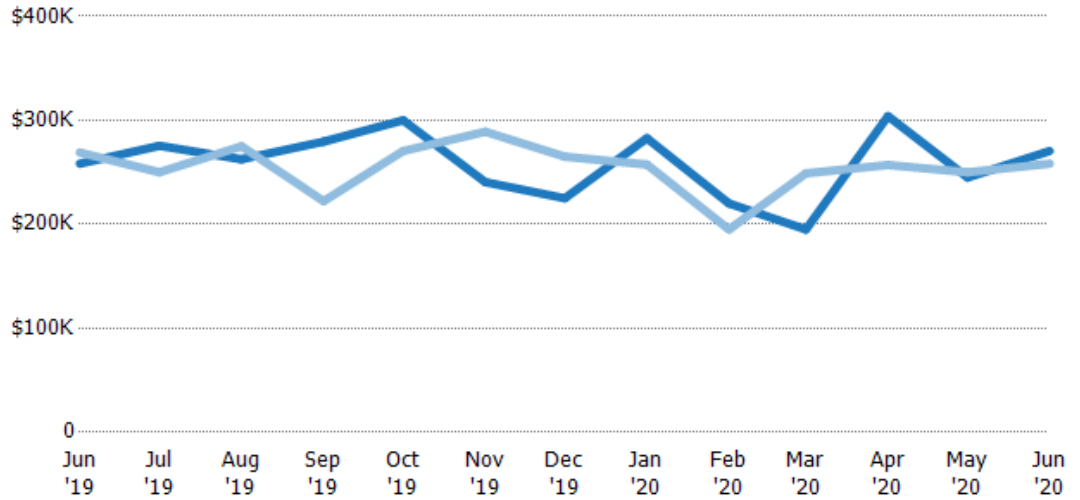
Median Sales Price

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.
Jun '20	\$271K	4.7%
Jun '19	\$258K	-4%
Jun '18	\$269K	-2%



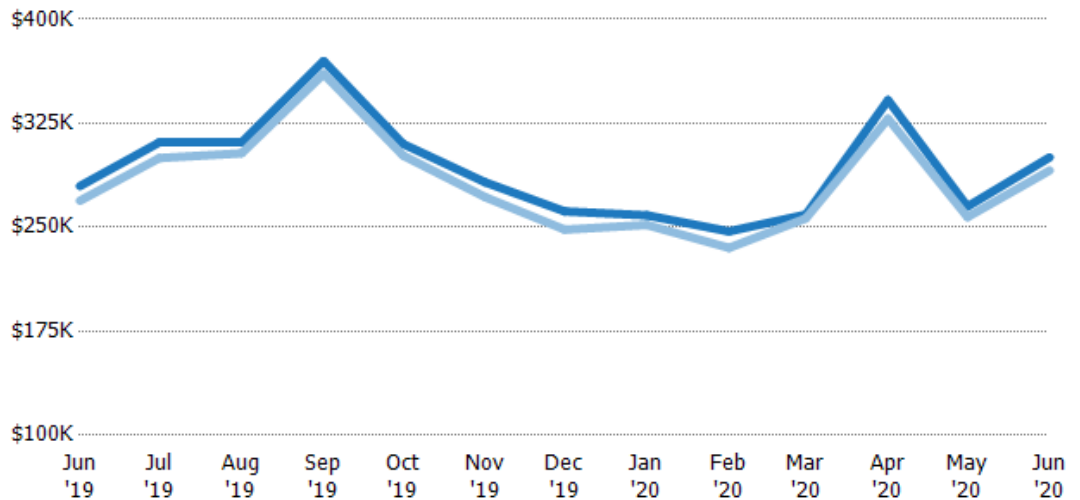
Current Year	\$258K	\$276K	\$263K	\$280K	\$300K	\$241K	\$225K	\$283K	\$220K	\$195K	\$304K	\$245K	\$271K
Prior Year	\$269K	\$250K	\$275K	\$222K	\$270K	\$289K	\$265K	\$257K	\$195K	\$249K	\$257K	\$250K	\$258K
Percent Change from Prior Year	-4%	10%	-5%	26%	11%	-17%	-15%	10%	13%	-22%	18%	-2%	5%

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



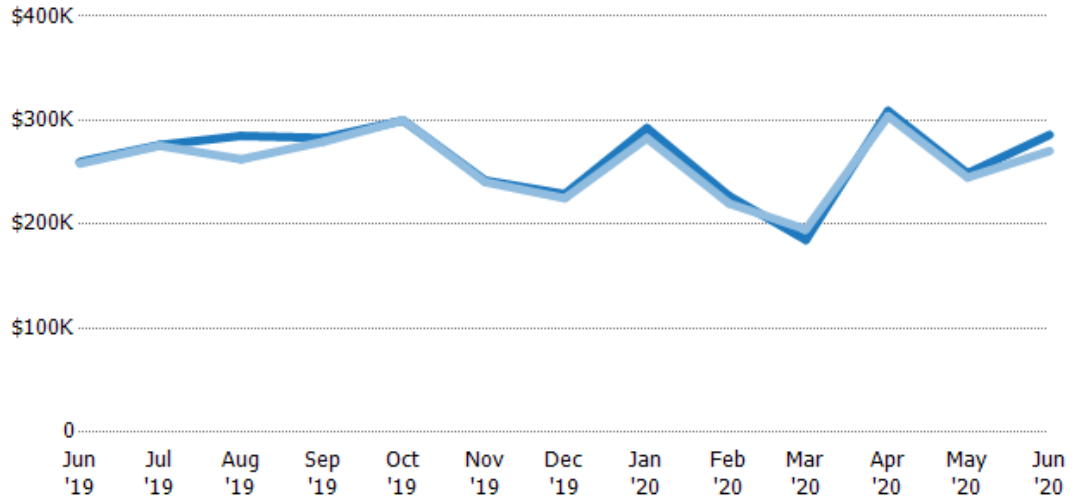
Avg List Price	\$280K	\$311K	\$311K	\$370K	\$310K	\$282K	\$261K	\$259K	\$247K	\$259K	\$342K	\$265K	\$300K
Avg Sales Price	\$269K	\$300K	\$303K	\$361K	\$302K	\$272K	\$248K	\$252K	\$235K	\$256K	\$328K	\$257K	\$291K
Avg Sales Price as a % of Avg List Price	96%	96%	97%	97%	97%	96%	95%	97%	95%	99%	96%	97%	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



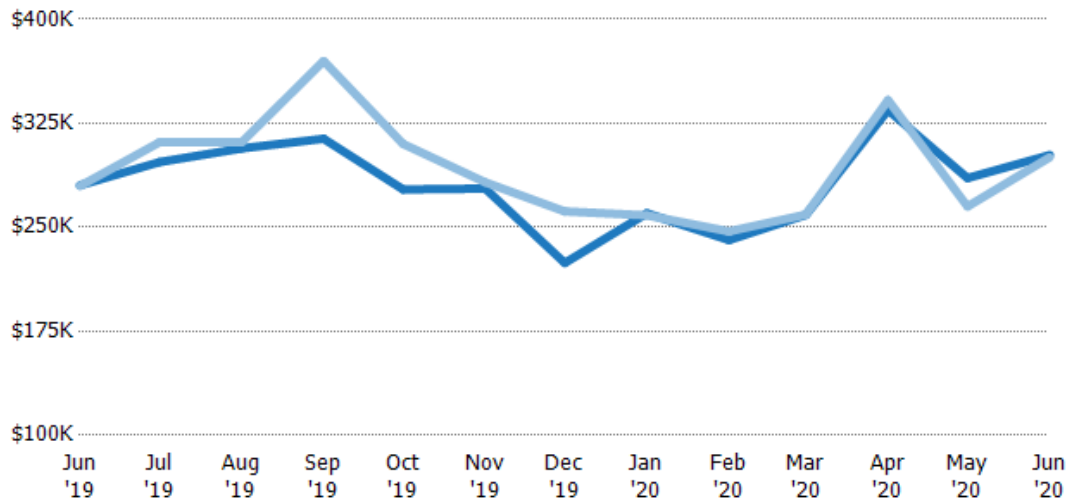
	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20
Median List Price	\$260K	\$276K	\$285K	\$283K	\$300K	\$242K	\$229K	\$293K	\$227K	\$185K	\$309K	\$249K	\$286K
Median Sales Price	\$258K	\$276K	\$263K	\$280K	\$300K	\$241K	\$225K	\$283K	\$220K	\$195K	\$304K	\$245K	\$271K
Med Sales Price as a % of Med List Price	99%	100%	92%	99%	100%	99%	98%	97%	97%	105%	98%	98%	95%

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



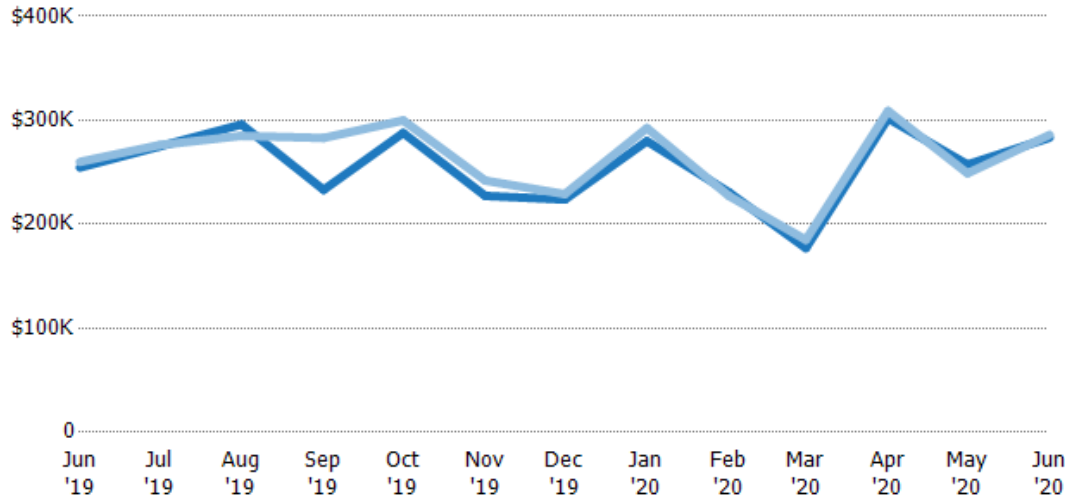
	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20
Avg Est Value	\$280K	\$297K	\$307K	\$314K	\$277K	\$278K	\$224K	\$260K	\$241K	\$259K	\$335K	\$285K	\$302K
Avg Sales Price	\$280K	\$311K	\$311K	\$370K	\$310K	\$282K	\$261K	\$259K	\$247K	\$259K	\$342K	\$265K	\$300K
Avg Sales Price as a % of Avg Est Value	100%	105%	101%	118%	112%	102%	117%	99%	103%	100%	102%	93%	99%

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



	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20
Median Est Value	\$255K	\$275K	\$296K	\$233K	\$288K	\$227K	\$224K	\$280K	\$231K	\$177K	\$302K	\$258K	\$283K
Median Sales Price	\$260K	\$276K	\$285K	\$283K	\$300K	\$242K	\$229K	\$293K	\$227K	\$185K	\$309K	\$249K	\$286K
Med Sales Price as a % of Med Est Value	102%	100%	96%	121%	104%	106%	102%	104%	98%	105%	102%	97%	101%