

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	Jul 2020	Jul 2019	+ / -	YTD 2020	YTD 2019	+ / -
Listing Activity Charts Metrics						
New Listing Count	50	46	+8.7%	246	319	-22.9%
New Listing Volume	\$18,656,200	\$12,560,050	+48.5%	\$94,794,326	\$103,640,249	-8.5%
Active Listing Count	124	220	-43.6%	N/A	N/A	
Active Listing Volume	\$58,677,759	\$82,308,482	-28.7%	N/A	N/A	
Average Listing Price	\$473,208	\$374,129	+26.5%	\$394,221	\$383,273	+2.9%
Median Listing Price	\$349,000	\$284,000	+22.9%	\$300,004	\$286,597	+4.7%
Median Days in RPR	98	91.5	+7.1%	150.48	140.54	+7.1%
Months of Inventory	3.5	5.5	-35.6%	5.2	9.3	-44.1%
Absorption Rate	28.23%	18.18%	+10%	19.17%	10.71%	+8.5%
Sales Activity Charts Metrics						
New Pending Sales Count	55	41	+34.1%	265	279	-5%
New Pending Sales Volume	\$17,940,400	\$13,691,750	+31%	\$83,831,014	\$86,434,350	-3%
Pending Sales Count	78	65	+20%	N/A	N/A	
Pending Sales Volume	\$24,675,862	\$22,142,750	+11.4%	N/A	N/A	
Closed Sales Count	46	49	-6.1%	162	193	-16.1%
Closed Sales Volume	\$15,029,067	\$14,419,150	+4.2%	\$46,531,047	\$53,585,687	-13.2%
Average Sales Price	\$326,719	\$294,268	+11%	\$287,229	\$277,646	+3.5%
Median Sales Price	\$268,000	\$275,000	-2.5%	\$259,710	\$255,347	+1.7%

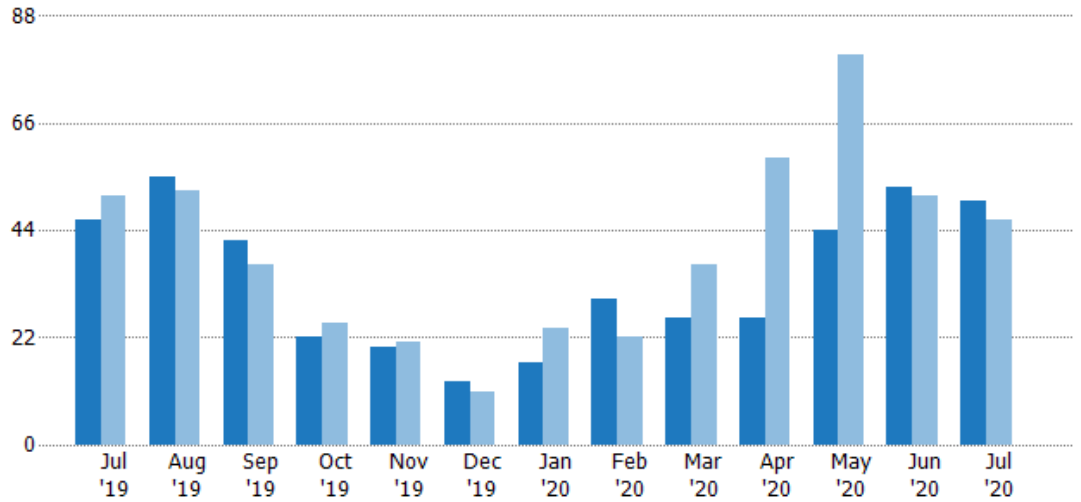
New Listings

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.
Jul '20	50	8.7%
Jul '19	46	-9.8%
Jul '18	51	2%



	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20
Current Year	46	55	42	22	20	13	17	30	26	26	44	53	50
Prior Year	51	52	37	25	21	11	24	22	37	59	80	51	46
Percent Change from Prior Year	-10%	6%	14%	-12%	-5%	18%	-29%	36%	-30%	-56%	-45%	4%	9%

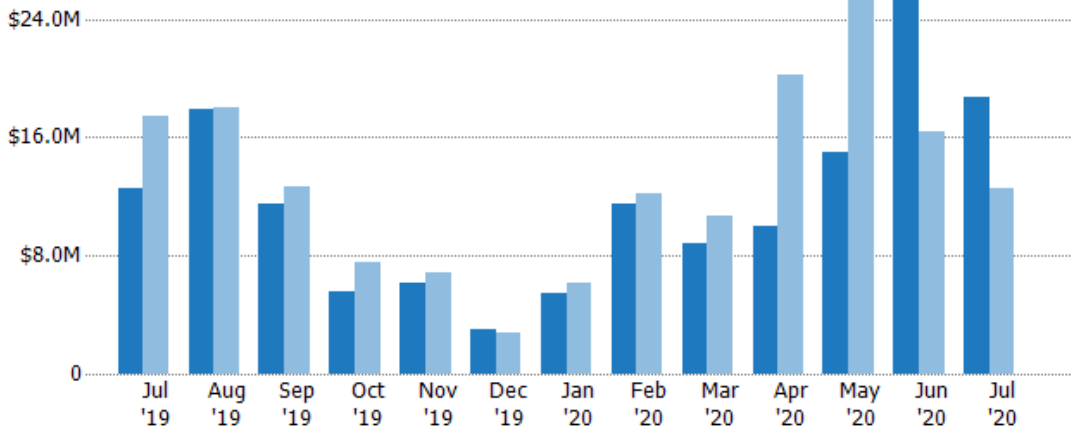
New Listing Volume

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.
Jul '20	\$18.7M	48.5%
Jul '19	\$12.6M	-27.8%
Jul '18	\$17.4M	2.4%



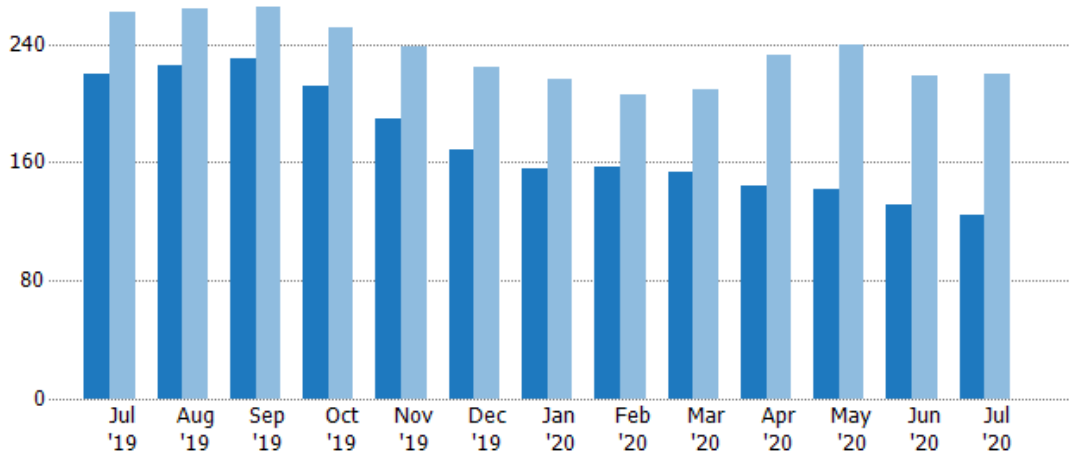
	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20
Current Year	\$12.6M	\$18M	\$11.5M	\$5.59M	\$6.1M	\$2.99M	\$5.43M	\$11.5M	\$8.77M	\$9.98M	\$15M	\$25.5M	\$18.7M
Prior Year	\$17.4M	\$18M	\$12.7M	\$7.53M	\$6.84M	\$2.72M	\$6.13M	\$12.2M	\$10.6M	\$20.2M	\$25.5M	\$16.3M	\$12.6M
Percent Change from Prior Year	-28%	0%	-9%	-26%	-11%	10%	-11%	-6%	-18%	-51%	-41%	56%	49%

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



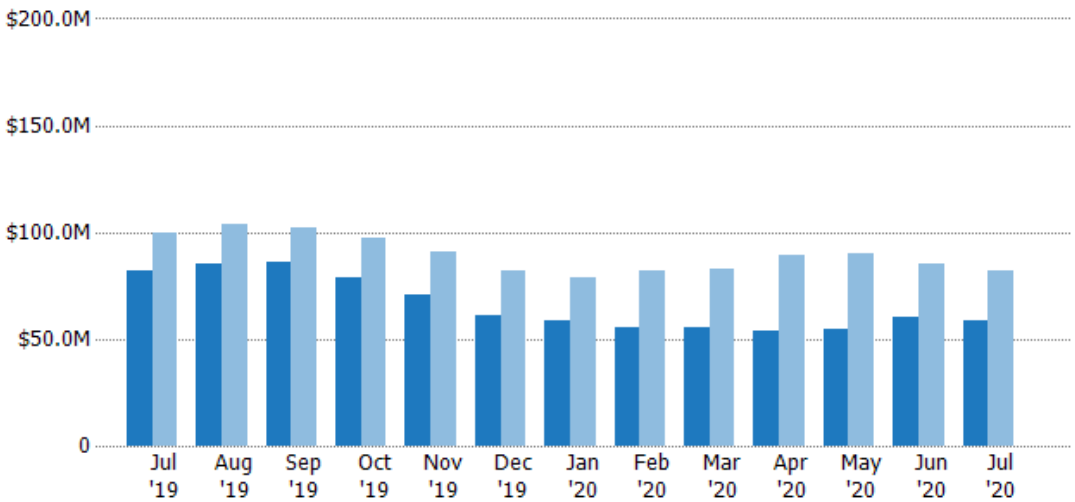
	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20
Current Year	220	225	230	211	190	168	156	157	153	144	142	131	124
Prior Year	262	264	265	251	238	224	216	206	209	232	239	218	220
Percent Change from Prior Year	-16%	-15%	-13%	-16%	-20%	-25%	-28%	-24%	-27%	-38%	-41%	-40%	-44%

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



	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20
Current Year	\$82.3M	\$85.5M	\$85.9M	\$78.6M	\$71M	\$61.3M	\$58.5M	\$55.2M	\$55.4M	\$54.2M	\$55M	\$60.1M	\$58.7M
Prior Year	\$99.4M	\$104M	\$102M	\$97.1M	\$90.9M	\$82.4M	\$79.1M	\$81.9M	\$82.6M	\$89M	\$90.1M	\$85.2M	\$82.3M
Percent Change from Prior Year	-17%	-17%	-16%	-19%	-22%	-26%	-26%	-33%	-33%	-39%	-39%	-29%	-29%

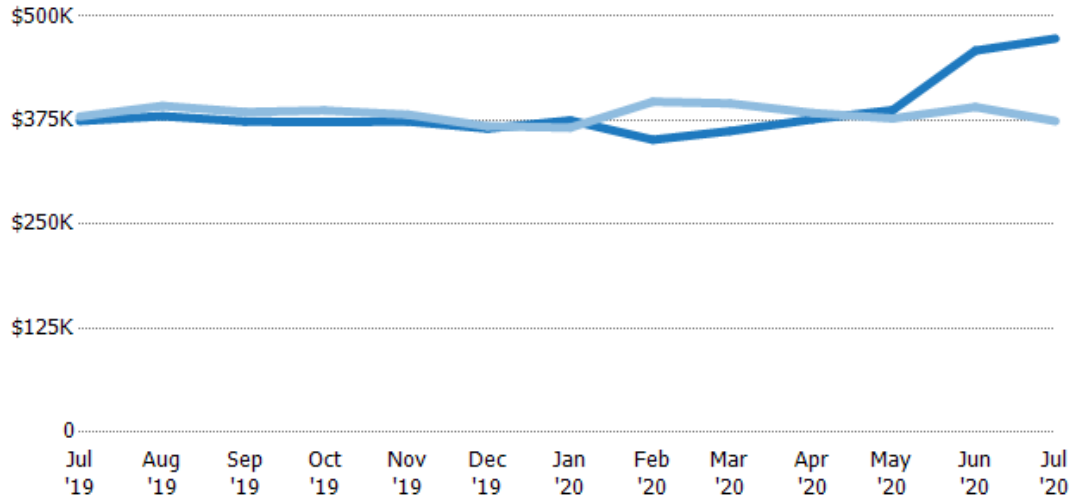
Average Listing Price

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.
Jul '20	\$473K	26.5%
Jul '19	\$374K	-1.4%
Jul '18	\$380K	10.5%



Current Year	\$374K	\$380K	\$374K	\$373K	\$374K	\$365K	\$375K	\$352K	\$362K	\$376K	\$387K	\$459K	\$473K
Prior Year	\$380K	\$392K	\$385K	\$387K	\$382K	\$368K	\$366K	\$397K	\$395K	\$384K	\$377K	\$391K	\$374K
Percent Change from Prior Year	-1%	-3%	-3%	-4%	-2%	-1%	2%	-12%	-8%	-2%	3%	17%	26%

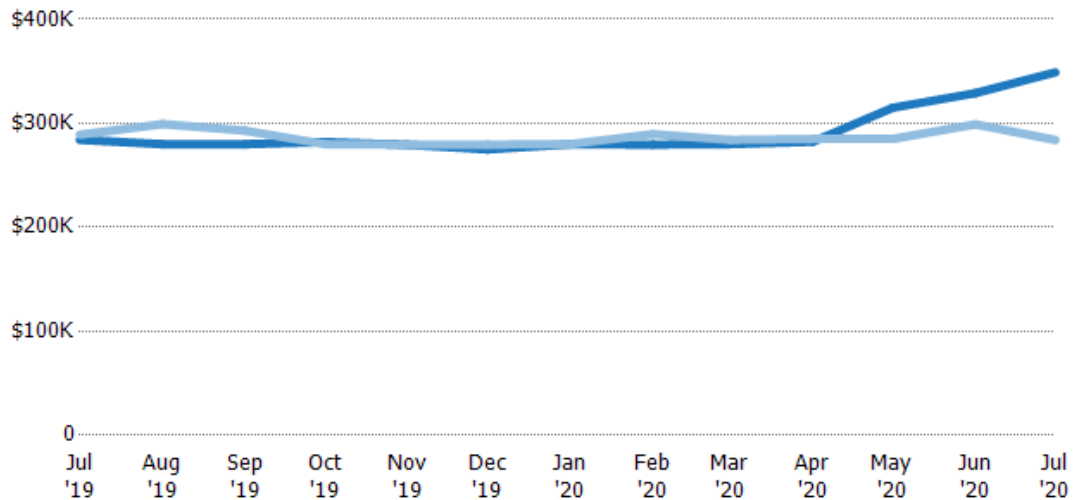
Median Listing Price

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.
Jul '20	\$349K	22.9%
Jul '19	\$284K	-1.7%
Jul '18	\$289K	3.5%



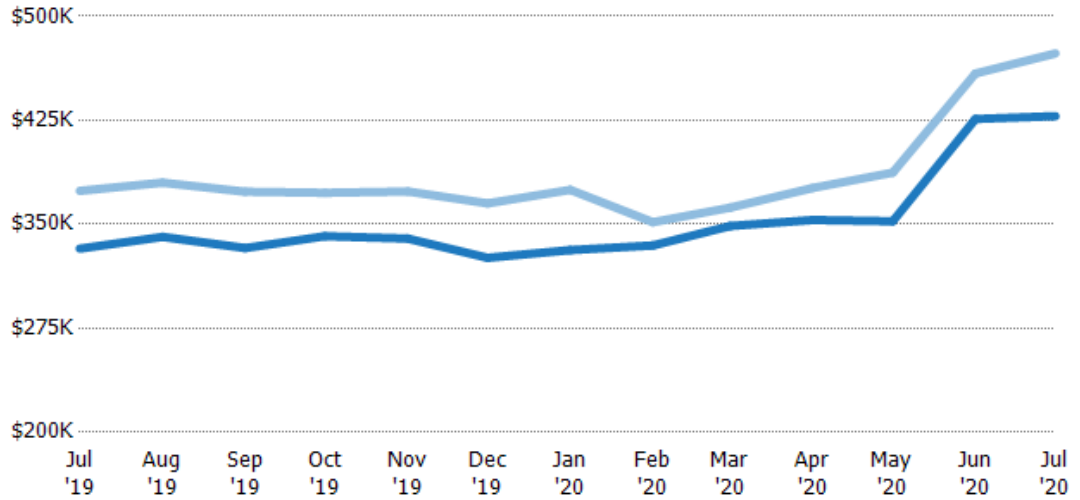
Current Year	\$284K	\$280K	\$280K	\$282K	\$279K	\$275K	\$280K	\$280K	\$280K	\$282K	\$315K	\$329K	\$349K
Prior Year	\$289K	\$299K	\$293K	\$280K	\$279K	\$279K	\$280K	\$290K	\$284K	\$285K	\$285K	\$299K	\$284K
Percent Change from Prior Year	-2%	-6%	-4%	1%	0%	-2%	0%	-3%	-1%	-1%	11%	10%	23%

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

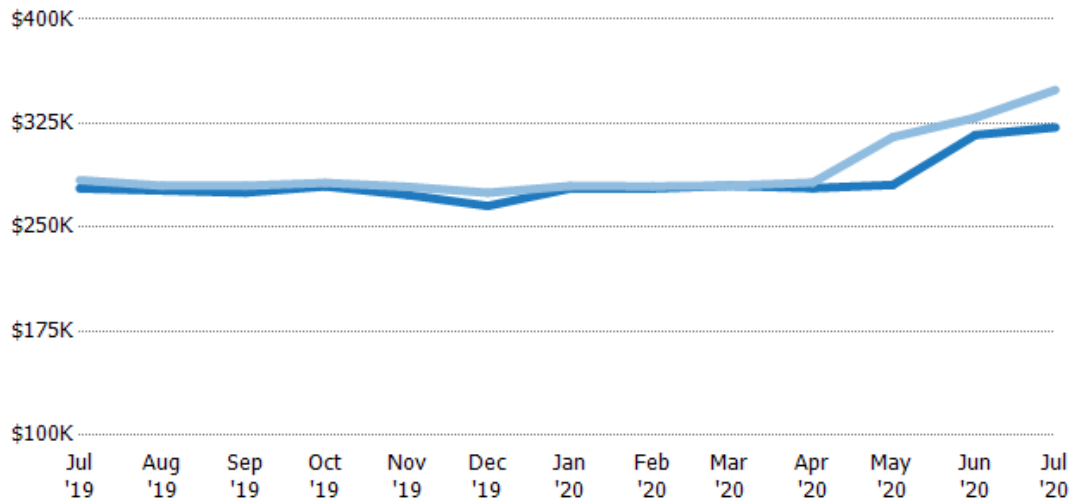


Median Listing Price vs Median Est Value

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

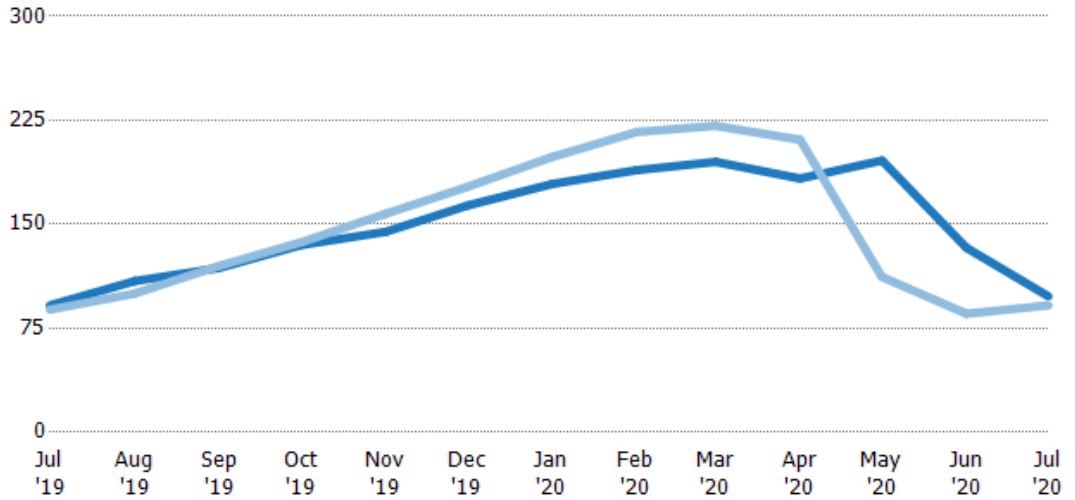


Median Days in RPR

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



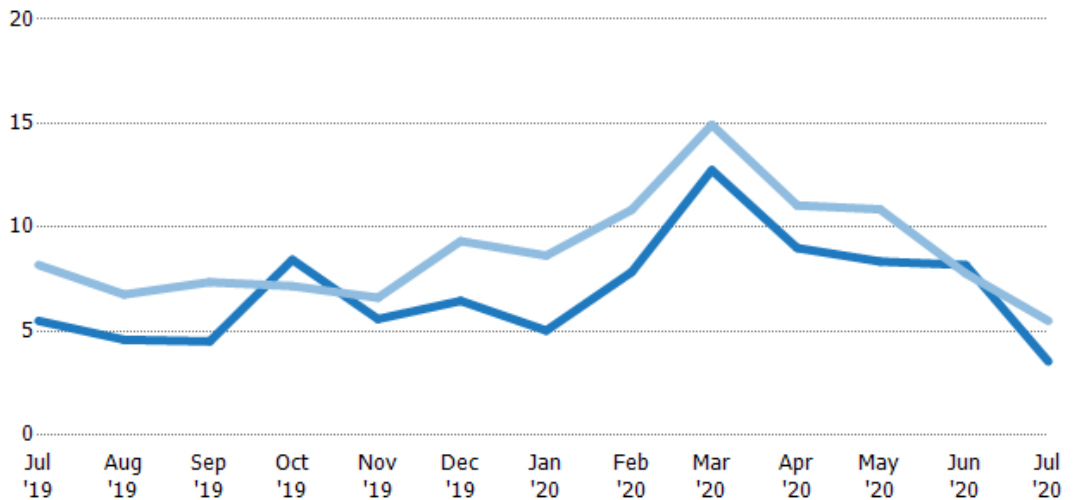
	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20
Current Year	91.5	109	119	135	145	164	179	189	195	183	196	133	98
Prior Year	88.5	100	120	137	158	177	199	217	221	211	112	85.5	91.5
Percent Change from Prior Year	3%	9%	-1%	-1%	-8%	-8%	-10%	-13%	-12%	-13%	75%	56%	7%

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



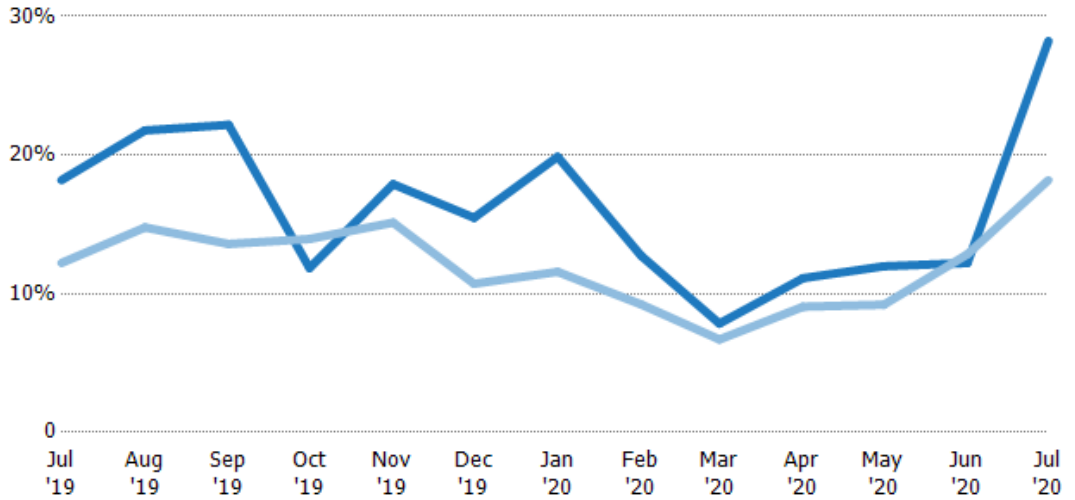
	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20
Current Year	5.5	4.59	4.51	8.44	5.59	6.46	5.03	7.85	12.8	9	8.35	8.19	3.54
Prior Year	8.19	6.77	7.36	7.17	6.61	9.33	8.64	10.8	14.9	11	10.9	7.79	5.5
Percent Change from Prior Year	-33%	-32%	-39%	18%	-15%	-31%	-42%	-28%	-15%	-19%	-23%	5%	-36%

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.
Jul '20	28%	-10%
Jul '19	18%	-6%
Jul '18	12%	26%

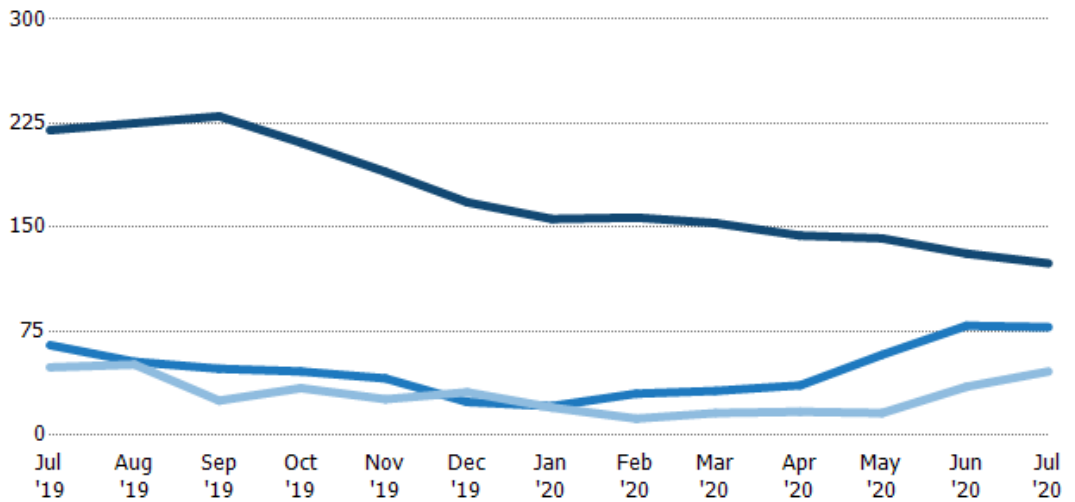
	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20
Current Year	18%	22%	22%	12%	18%	15%	20%	13%	8%	11%	12%	12%	28%
Prior Year	12%	15%	14%	14%	15%	11%	12%	9%	7%	9%	9%	13%	18%
Change from Prior Year	-6%	-7%	-9%	2%	-3%	-5%	-8%	-4%	-1%	-2%	-3%	1%	-10%

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



	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20
Active	220	225	230	211	190	168	156	157	153	144	142	131	124
Pending	65	53	48	46	41	24	21	30	32	36	58	79	78
Sold	49	51	25	34	26	31	20	12	16	17	16	35	46

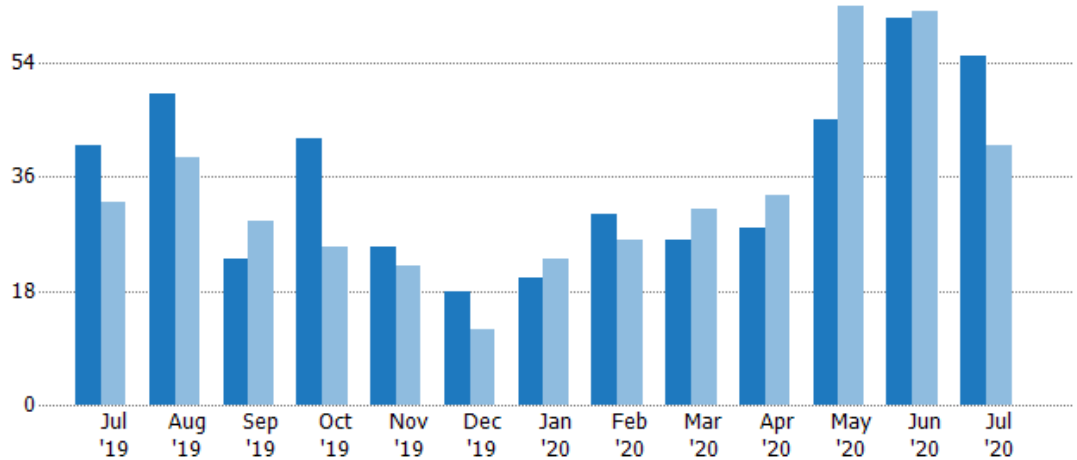
New Pending Sales

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.
Jul '20	55	34.1%
Jul '19	41	28.1%
Jul '18	32	6.3%



Current Year	41	49	23	42	25	18	20	30	26	28	45	61	55
Prior Year	32	39	29	25	22	12	23	26	31	33	63	62	41
Percent Change from Prior Year	28%	26%	-21%	68%	14%	50%	-13%	15%	-16%	-15%	-29%	-2%	34%

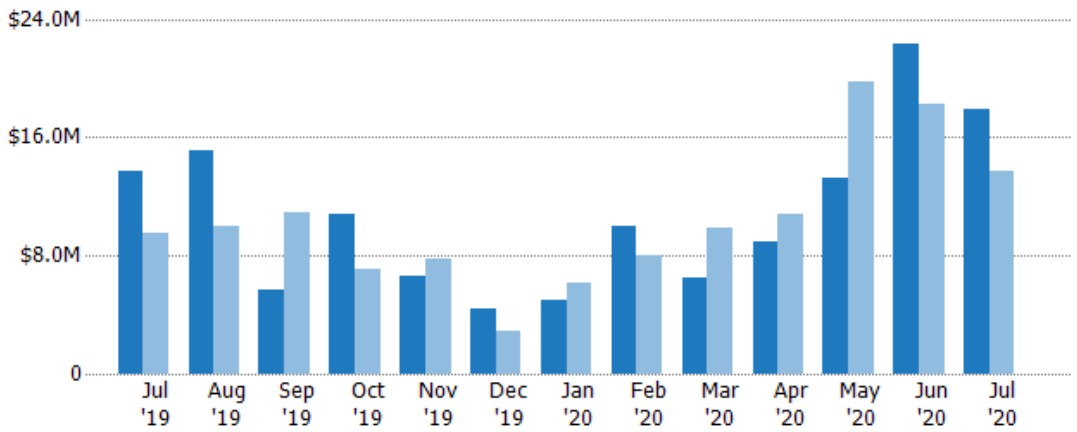
New Pending Sales Volume

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.
Jul '20	\$17.9M	31%
Jul '19	\$13.7M	43%
Jul '18	\$9.58M	-5.7%



Current Year	\$13.7M	\$15.1M	\$5.64M	\$10.8M	\$6.62M	\$4.37M	\$4.93M	\$10M	\$6.5M	\$8.94M	\$13.2M	\$22.3M	\$17.9M
Prior Year	\$9.58M	\$10M	\$10.9M	\$7.04M	\$7.78M	\$2.88M	\$6.14M	\$7.95M	\$9.84M	\$10.8M	\$19.8M	\$18.3M	\$13.7M
Percent Change from Prior Year	43%	50%	-48%	53%	-15%	52%	-20%	26%	-34%	-17%	-33%	22%	31%

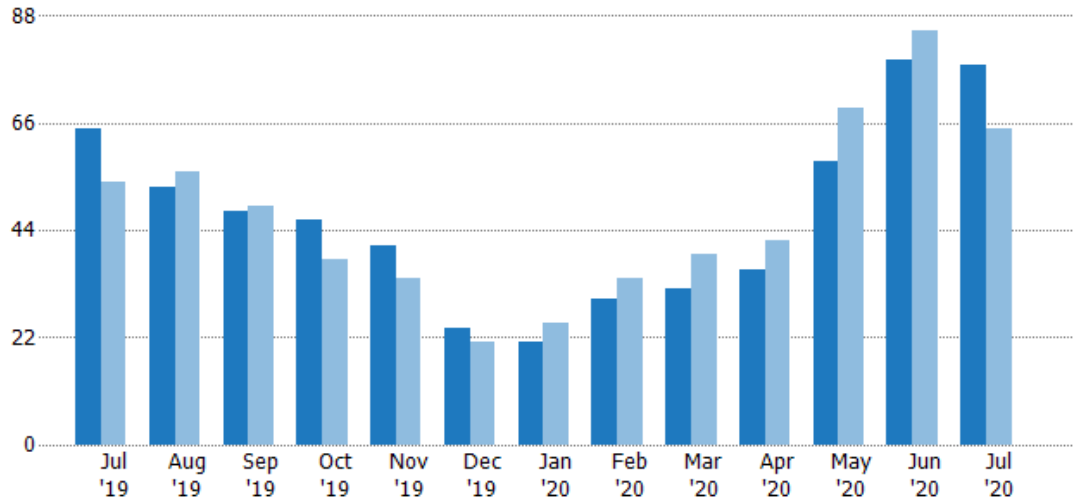
Pending Sales

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.
Jul '20	78	20%
Jul '19	65	20.4%
Jul '18	54	14.8%



Current Year	65	53	48	46	41	24	21	30	32	36	58	79	78
Prior Year	54	56	49	38	34	21	25	34	39	42	69	85	65
Percent Change from Prior Year	20%	-5%	-2%	21%	21%	14%	-16%	-12%	-18%	-14%	-16%	-7%	20%

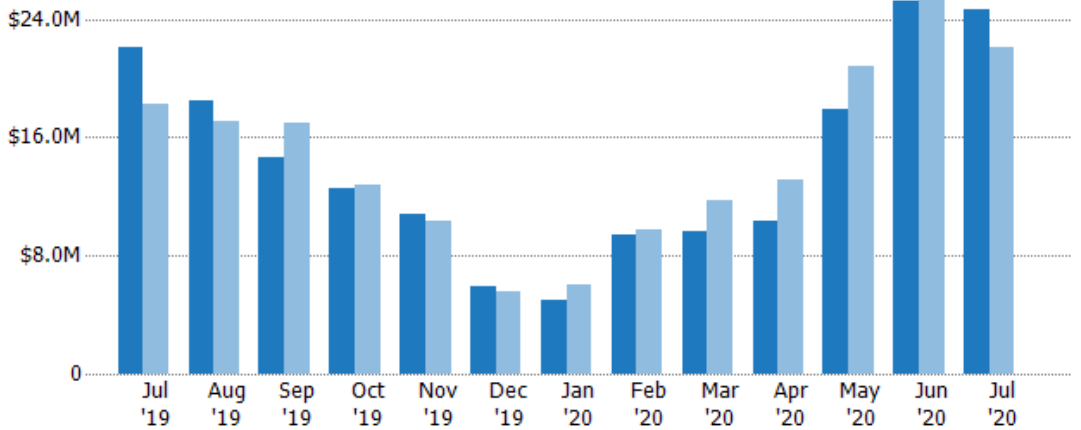
Pending Sales Volume

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.
Jul '20	\$24.7M	11.4%
Jul '19	\$22.1M	21.3%
Jul '18	\$18.3M	-2.8%



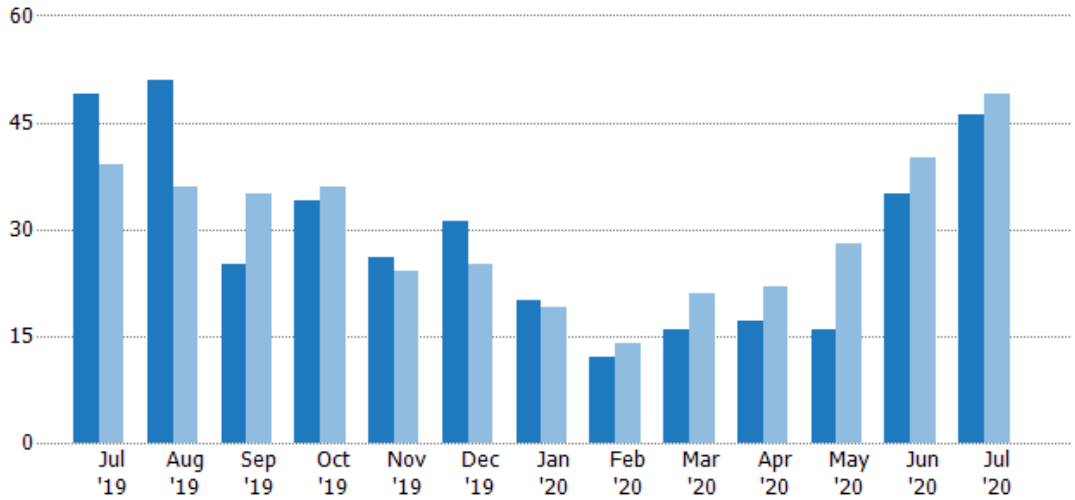
Current Year	\$22.1M	\$18.5M	\$14.6M	\$12.5M	\$10.8M	\$5.93M	\$5.04M	\$9.43M	\$9.6M	\$10.3M	\$17.9M	\$25.2M	\$24.7M
Prior Year	\$18.3M	\$17.1M	\$17M	\$12.7M	\$10.4M	\$5.6M	\$6.09M	\$9.73M	\$11.8M	\$13.1M	\$20.9M	\$26.7M	\$22.1M
Percent Change from Prior Year	21%	8%	-14%	-2%	4%	6%	-17%	-3%	-18%	-21%	-14%	-6%	11%

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.
Jul '20	46	-6.1%
Jul '19	49	25.6%
Jul '18	39	15.4%

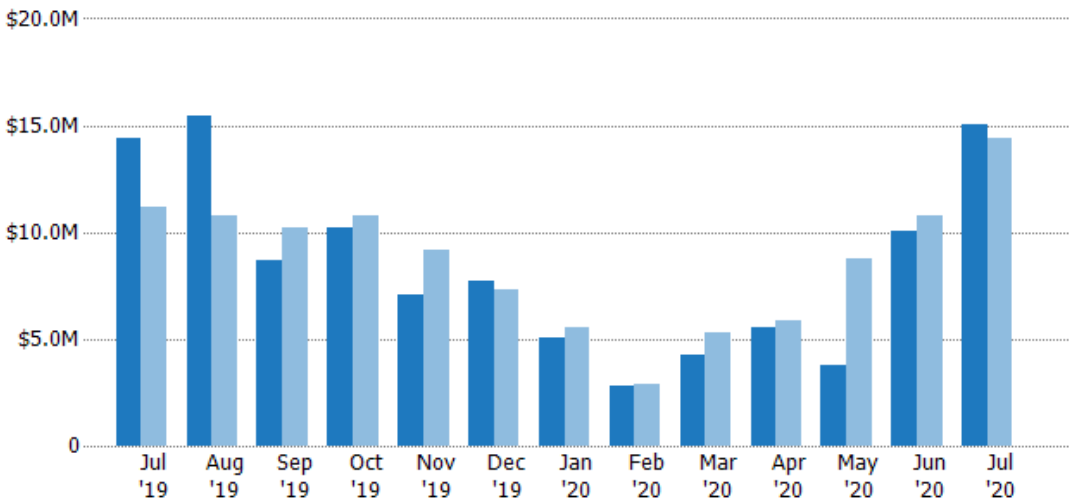
Current Year	49	51	25	34	26	31	20	12	16	17	16	35	46
Prior Year	39	36	35	36	24	25	19	14	21	22	28	40	49
Percent Change from Prior Year	26%	42%	-29%	-6%	8%	24%	5%	-14%	-24%	-23%	-43%	-13%	-6%

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.
Jul '20	\$15M	4.2%
Jul '19	\$14.4M	29.4%
Jul '18	\$11.1M	2.4%

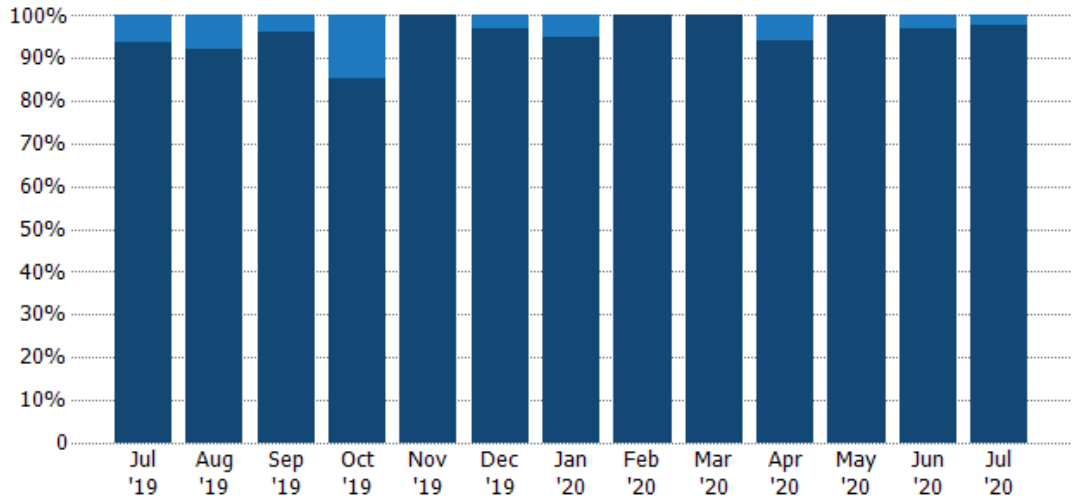
Current Year	\$14.4M	\$15.5M	\$8.65M	\$10.2M	\$7.06M	\$7.7M	\$5.03M	\$2.82M	\$4.23M	\$5.58M	\$3.76M	\$10.1M	\$15M
Prior Year	\$11.1M	\$10.8M	\$10.3M	\$10.8M	\$9.15M	\$7.33M	\$5.54M	\$2.92M	\$5.31M	\$5.83M	\$8.8M	\$10.8M	\$14.4M
Percent Change from Prior Year	29%	44%	-16%	-5%	-23%	5%	-9%	-3%	-20%	-4%	-57%	-6%	4%

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



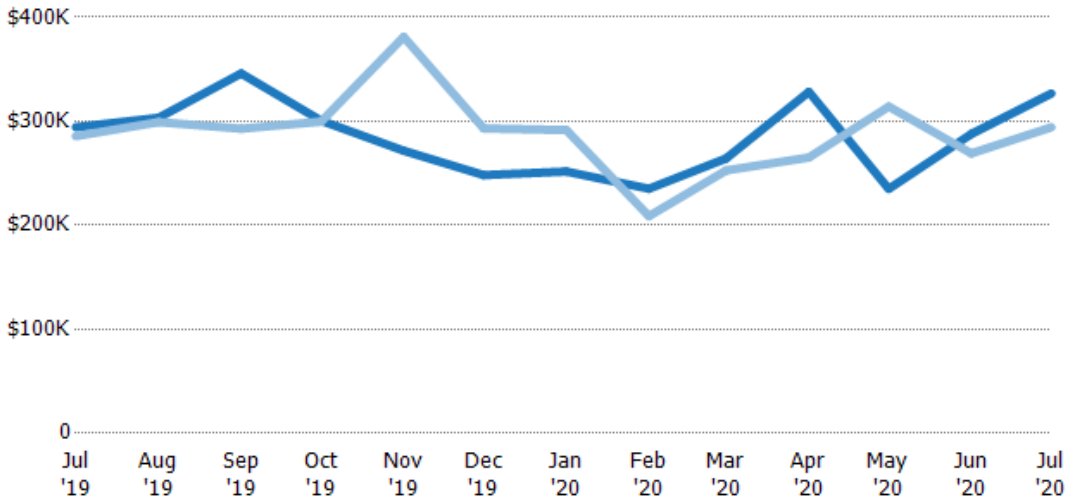
Condo/Townhouse	6%	8%	4%	15%	-	3%	5%	-	-	6%	-	3%	2%
Single Family Residence	94%	92%	96%	85%	100%	97%	95%	100%	100%	94%	100%	97%	98%

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	\$294K	\$303K	\$346K	\$301K	\$272K	\$248K	\$252K	\$235K	\$264K	\$328K	\$235K	\$288K	\$327K
Prior Year	\$286K	\$299K	\$293K	\$300K	\$381K	\$293K	\$292K	\$209K	\$253K	\$265K	\$314K	\$269K	\$294K
Percent Change from Prior Year	3%	1%	18%	0%	-29%	-15%	-14%	13%	5%	24%	-25%	7%	11%

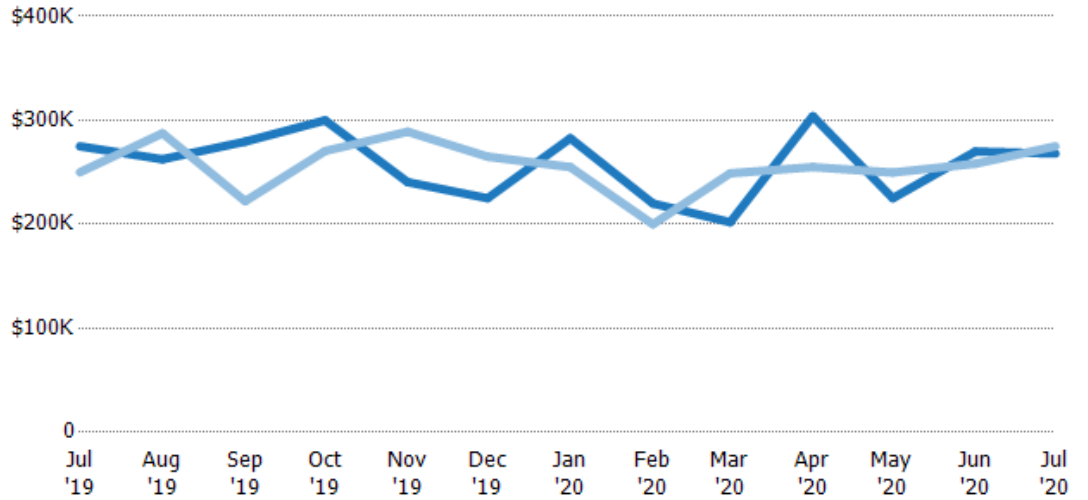
Median Sales Price

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.
Jul '20	\$268K	-2.5%
Jul '19	\$275K	10%
Jul '18	\$250K	-2.2%



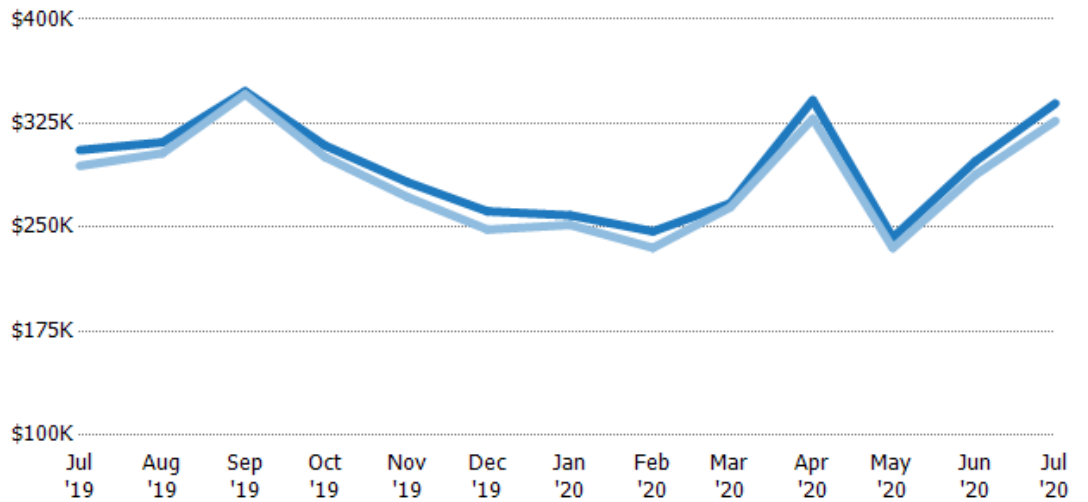
Current Year	\$275K	\$263K	\$280K	\$300K	\$241K	\$225K	\$283K	\$220K	\$202K	\$304K	\$225K	\$270K	\$268K
Prior Year	\$250K	\$288K	\$222K	\$270K	\$289K	\$265K	\$255K	\$200K	\$249K	\$255K	\$250K	\$258K	\$275K
Percent Change from Prior Year	10%	-9%	26%	11%	-17%	-15%	11%	10%	-19%	19%	-10%	5%	-3%

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



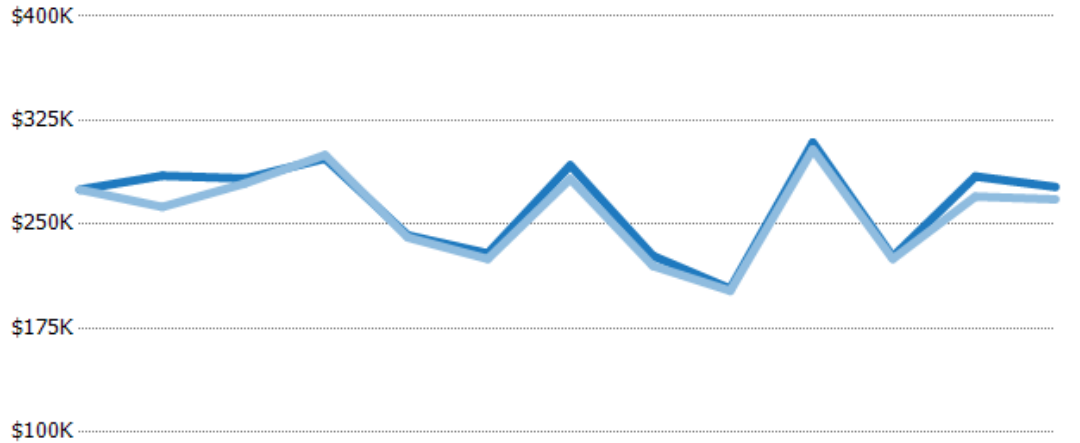
Avg List Price	\$306K	\$311K	\$348K	\$309K	\$282K	\$261K	\$259K	\$247K	\$267K	\$342K	\$243K	\$298K	\$339K
Avg Sales Price	\$294K	\$303K	\$346K	\$301K	\$272K	\$248K	\$252K	\$235K	\$264K	\$328K	\$235K	\$288K	\$327K
Avg Sales Price as a % of Avg List Price	96%	97%	99%	97%	96%	95%	97%	95%	99%	96%	97%	97%	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



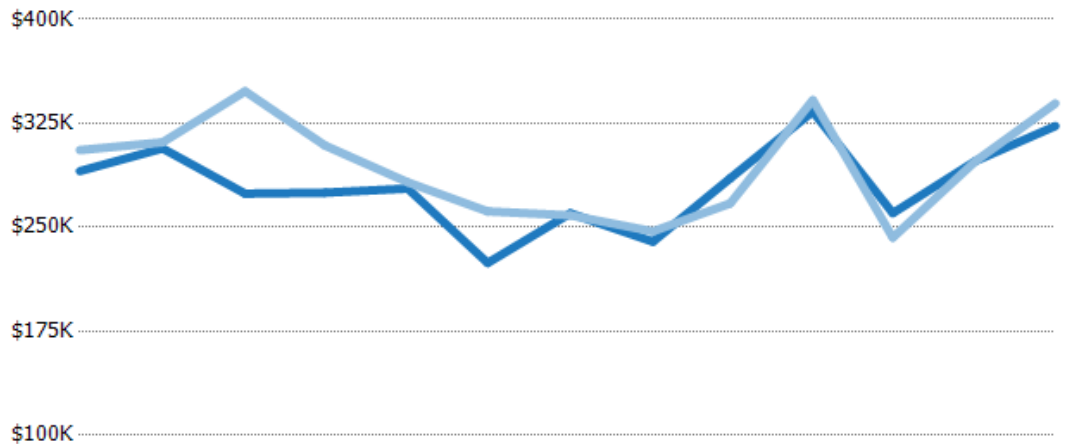
	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20
Median List Price	\$275K	\$285K	\$283K	\$297K	\$242K	\$229K	\$293K	\$227K	\$204K	\$309K	\$227K	\$285K	\$277K
Median Sales Price	\$275K	\$263K	\$280K	\$300K	\$241K	\$225K	\$283K	\$220K	\$202K	\$304K	\$225K	\$270K	\$268K
Med Sales Price as a % of Med List Price	100%	92%	99%	101%	99%	98%	97%	97%	99%	98%	99%	95%	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



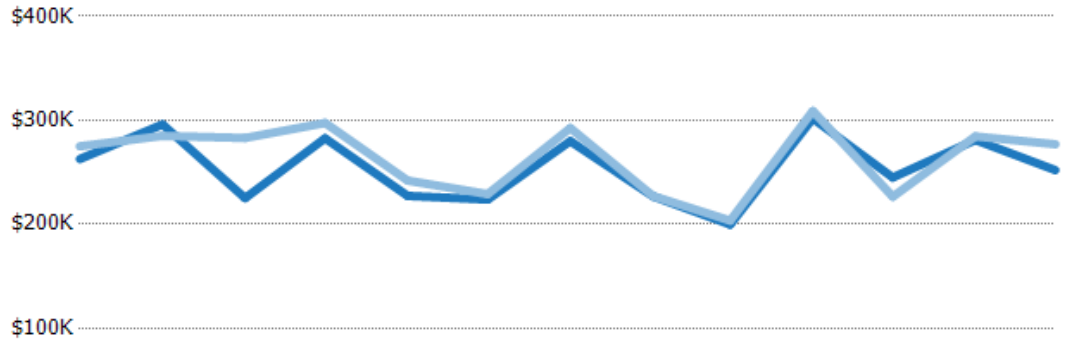
	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20
Avg Est Value	\$290K	\$307K	\$274K	\$275K	\$278K	\$224K	\$260K	\$240K	\$285K	\$333K	\$260K	\$298K	\$323K
Avg Sales Price	\$306K	\$311K	\$348K	\$309K	\$282K	\$261K	\$259K	\$247K	\$267K	\$342K	\$243K	\$298K	\$339K
Avg Sales Price as a % of Avg Est Value	105%	101%	127%	112%	102%	117%	99%	103%	94%	102%	93%	100%	105%

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



	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20
Median Est Value	\$263K	\$296K	\$225K	\$283K	\$227K	\$224K	\$280K	\$227K	\$200K	\$302K	\$245K	\$281K	\$252K
Median Sales Price	\$275K	\$285K	\$283K	\$297K	\$242K	\$229K	\$293K	\$227K	\$204K	\$309K	\$227K	\$285K	\$277K
Med Sales Price as a % of Med Est Value	105%	96%	126%	105%	106%	102%	104%	100%	102%	102%	92%	101%	110%