

## 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	Aug 2020	Aug 2019	+ / -	YTD 2020	YTD 2019	+ / -
<b>Listing Activity Charts Metrics</b>						
New Listing Count	41	55	-25.5%	287	374	-23.3%
New Listing Volume	\$12,959,000	\$17,952,400	-27.8%	\$107,753,326	\$121,592,649	-11.4%
Active Listing Count	99	225	-56%	N/A	N/A	
Active Listing Volume	\$47,732,719	\$85,502,582	-44.2%	N/A	N/A	
Average Listing Price	\$482,149	\$380,011	+26.9%	\$402,092	\$382,857	+5%
Median Listing Price	\$399,000	\$279,900	+42.6%	\$308,866	\$285,743	+8.1%
Median Days in RPR	88	109	-19.3%	137.14	133.95	+2.4%
Months of Inventory	2.2	4.6	-53.1%	4.5	8.8	-48.4%
Absorption Rate	46.46%	21.78%	+24.7%	22.06%	11.39%	+10.7%
<b>Sales Activity Charts Metrics</b>						
New Pending Sales Count	64	49	+30.6%	329	328	+0.3%
New Pending Sales Volume	\$24,011,100	\$15,093,800	+59.1%	\$107,842,114	\$101,528,150	+6.2%
Pending Sales Count	91	53	+71.7%	N/A	N/A	
Pending Sales Volume	\$30,756,000	\$18,493,400	+66.3%	N/A	N/A	
Closed Sales Count	44	51	-13.7%	206	244	-15.6%
Closed Sales Volume	\$14,640,887	\$15,470,988	-5.4%	\$61,171,934	\$69,056,675	-11.4%
Average Sales Price	\$332,747	\$303,353	+9.7%	\$296,951	\$283,019	+4.9%
Median Sales Price	\$312,574	\$262,500	+19.1%	\$271,001	\$256,842	+5.5%

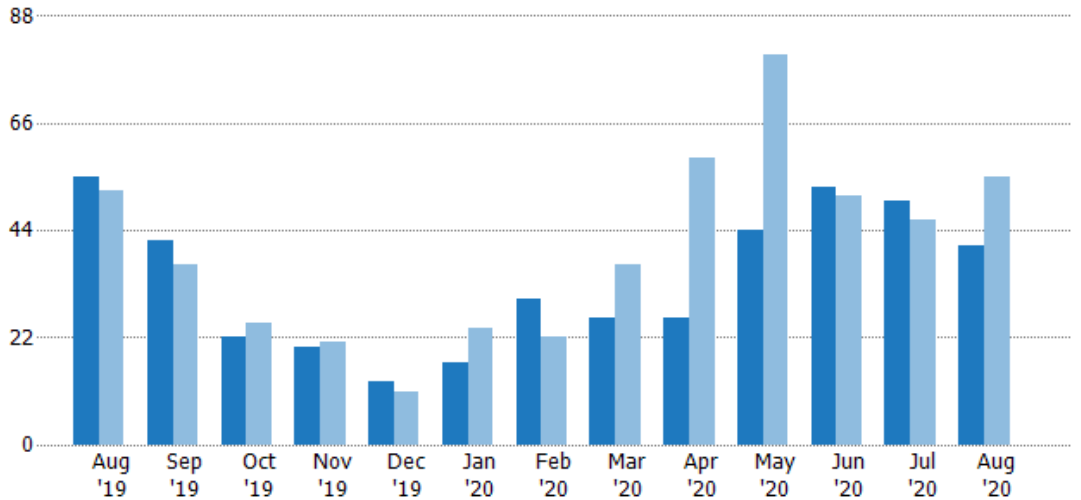
## New Listings

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.
Aug '20	41	-25.5%
Aug '19	55	5.8%
Aug '18	52	-5.8%



Current Year	55	42	22	20	13	17	30	26	26	44	53	50	41
Prior Year	52	37	25	21	11	24	22	37	59	80	51	46	55
Percent Change from Prior Year	6%	14%	-12%	-5%	18%	-29%	36%	-30%	-56%	-45%	4%	9%	-25%

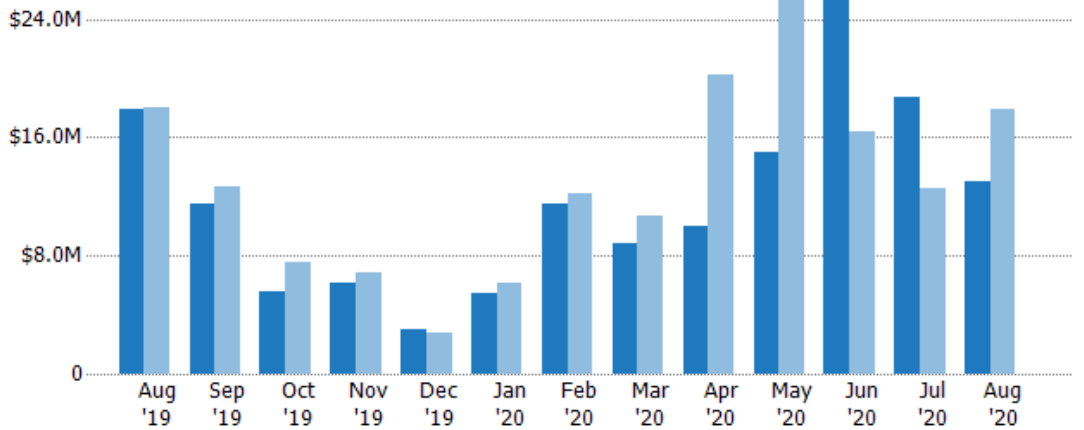
## New Listing Volume

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.
Aug '20	\$13M	-27.8%
Aug '19	\$18M	-0.4%
Aug '18	\$18M	-13.8%



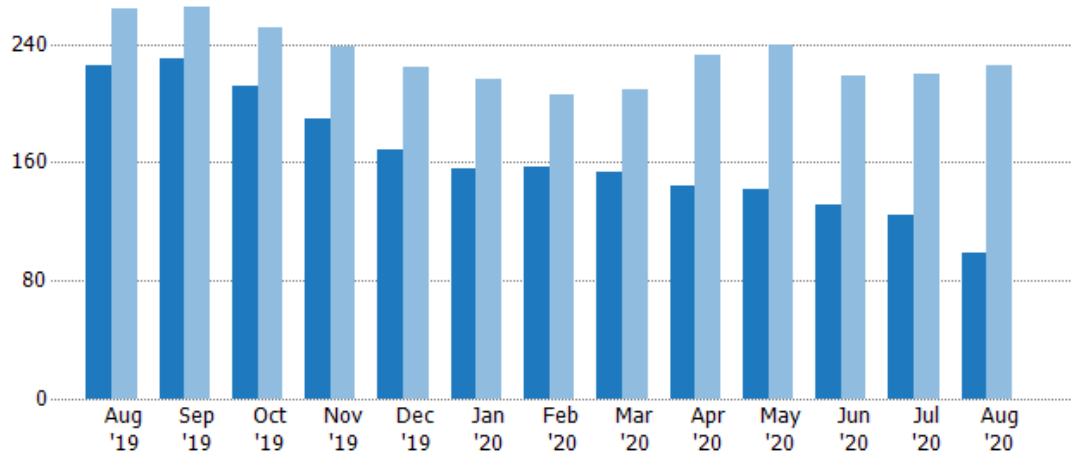
Current Year	\$18M	\$11.5M	\$5.59M	\$6.1M	\$2.99M	\$5.43M	\$11.5M	\$8.77M	\$9.98M	\$15M	\$25.5M	\$18.7M	\$13M
Prior Year	\$18M	\$12.7M	\$7.53M	\$6.84M	\$2.72M	\$6.13M	\$12.2M	\$10.6M	\$20.2M	\$25.5M	\$16.3M	\$12.6M	\$18M
Percent Change from Prior Year	0%	-9%	-26%	-11%	10%	-11%	-6%	-18%	-51%	-41%	56%	49%	-28%

## 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



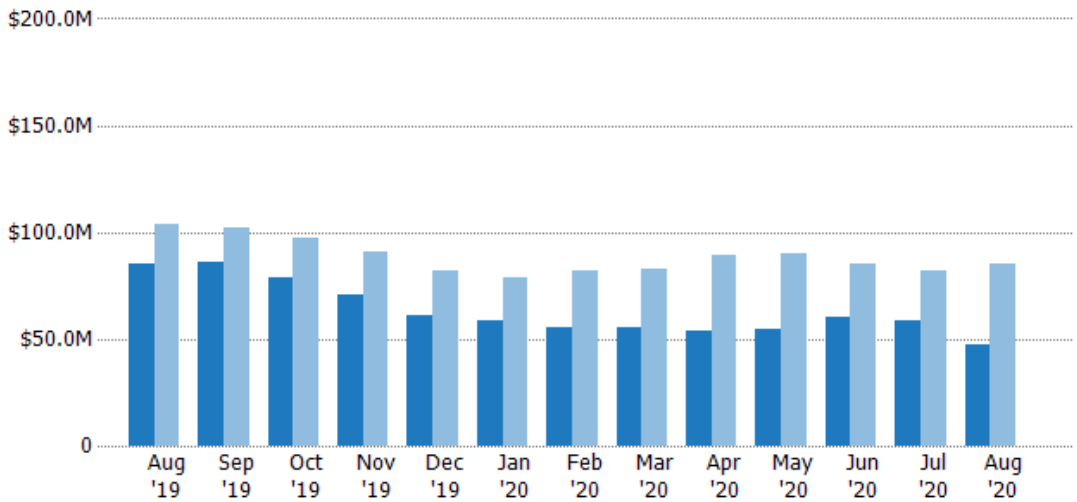
	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20
Current Year	225	230	211	190	168	156	157	153	144	142	131	124	99
Prior Year	264	265	251	238	224	216	206	209	232	239	218	220	225
Percent Change from Prior Year	-15%	-13%	-16%	-20%	-25%	-28%	-24%	-27%	-38%	-41%	-40%	-44%	-56%

## 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



	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20
Current Year	\$85.5M	\$85.9M	\$78.6M	\$71M	\$61.3M	\$58.5M	\$55.2M	\$55.4M	\$54.2M	\$55M	\$60.1M	\$58.7M	\$47.7M
Prior Year	\$104M	\$102M	\$97.1M	\$90.9M	\$82.4M	\$79.1M	\$81.9M	\$82.6M	\$89M	\$90.1M	\$85.2M	\$82.3M	\$85.5M
Percent Change from Prior Year	-17%	-16%	-19%	-22%	-26%	-26%	-33%	-33%	-39%	-39%	-29%	-29%	-44%

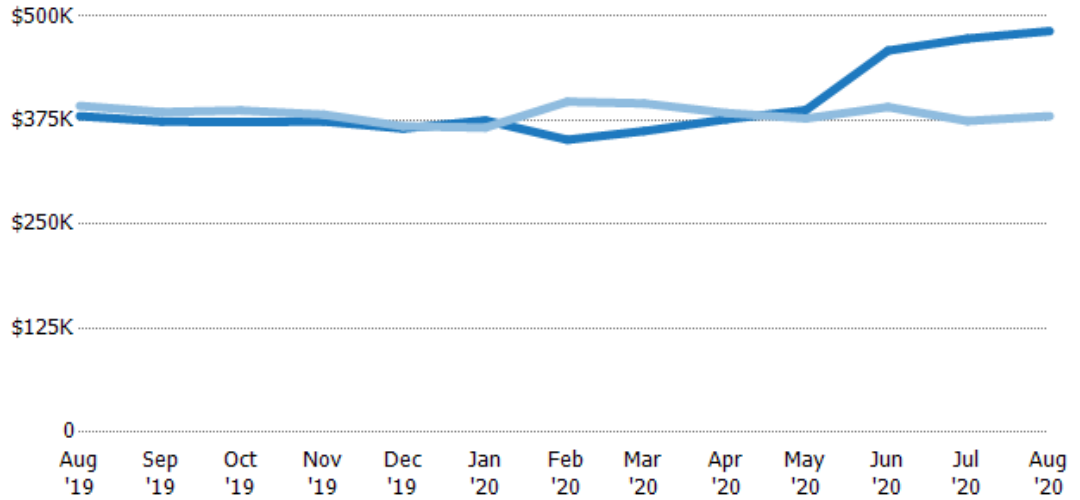
## Average Listing Price

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.
Aug '20	\$482K	26.9%
Aug '19	\$380K	-3.1%
Aug '18	\$392K	-4.8%



Current Year	\$380K	\$374K	\$373K	\$374K	\$365K	\$375K	\$352K	\$362K	\$376K	\$387K	\$459K	\$473K	\$482K
Prior Year	\$392K	\$385K	\$387K	\$382K	\$368K	\$366K	\$397K	\$395K	\$384K	\$377K	\$391K	\$374K	\$380K
Percent Change from Prior Year	-3%	-3%	-4%	-2%	-1%	2%	-12%	-8%	-2%	3%	17%	26%	27%

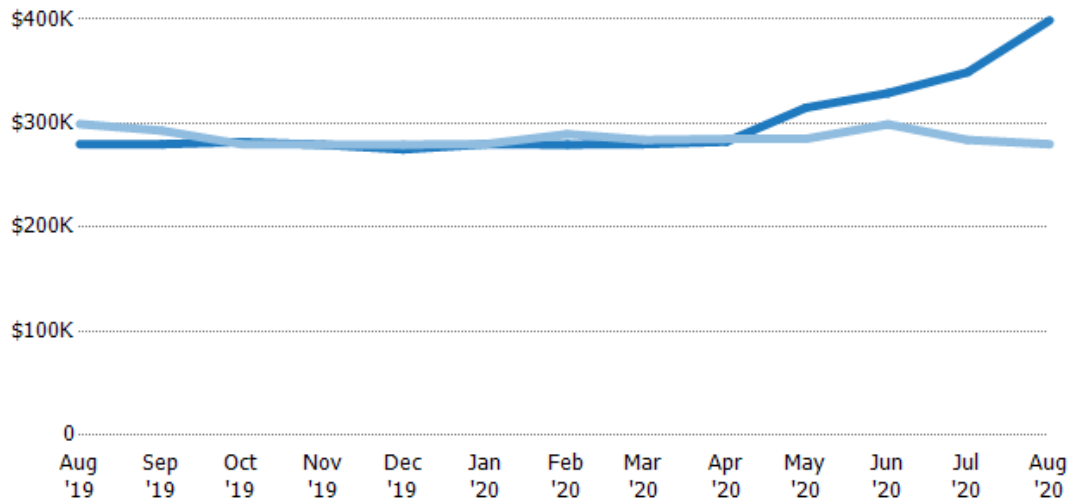
## Median Listing Price

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.
Aug '20	\$399K	42.6%
Aug '19	\$280K	-6.5%
Aug '18	\$299K	-1.4%



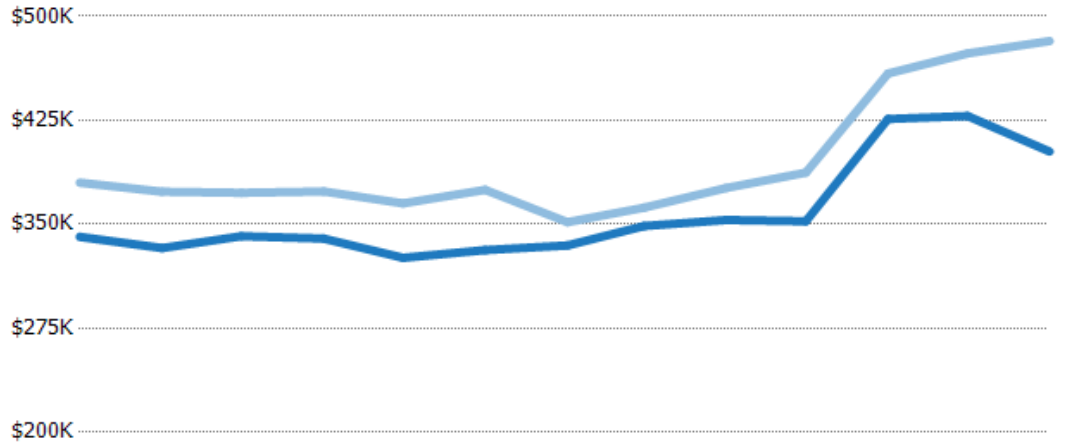
Current Year	\$280K	\$280K	\$282K	\$279K	\$275K	\$280K	\$280K	\$280K	\$282K	\$315K	\$329K	\$349K	\$399K
Prior Year	\$299K	\$293K	\$280K	\$279K	\$279K	\$280K	\$290K	\$284K	\$285K	\$285K	\$299K	\$284K	\$280K
Percent Change from Prior Year	-6%	-4%	1%	0%	-2%	0%	-3%	-1%	-1%	11%	10%	23%	43%

## 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



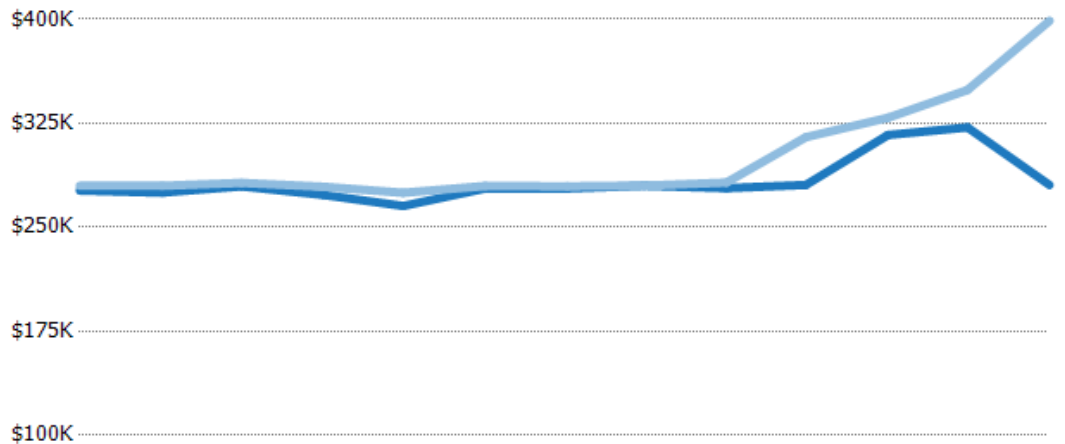
	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20
Avg Est Value	\$341K	\$333K	\$341K	\$340K	\$326K	\$331K	\$335K	\$349K	\$353K	\$352K	\$426K	\$428K	\$402K
Avg Listing Price	\$380K	\$374K	\$373K	\$374K	\$365K	\$375K	\$352K	\$362K	\$376K	\$387K	\$459K	\$473K	\$482K
Avg Listing Price as a % of Avg Est Value	111%	112%	109%	110%	112%	113%	105%	104%	107%	110%	108%	111%	120%

## 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



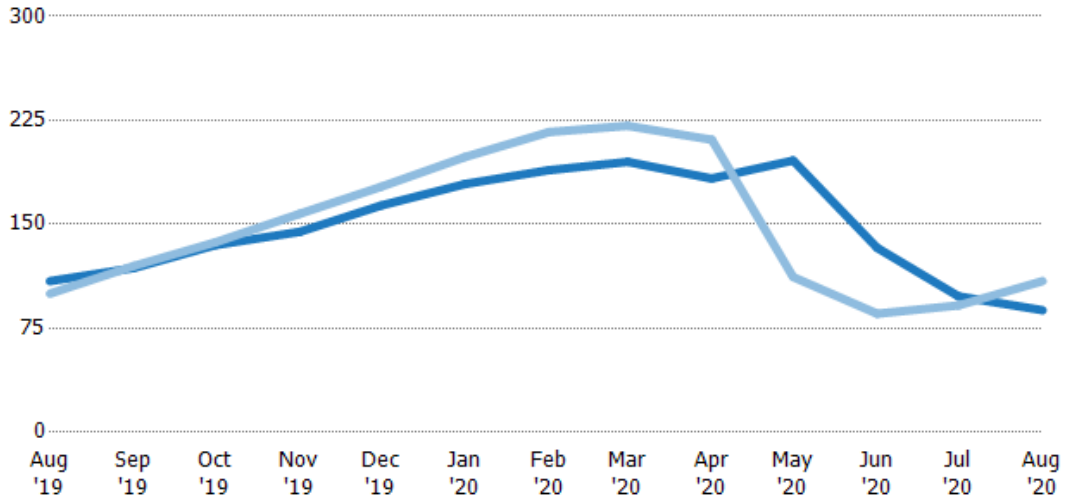
	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20
Median Est Value	\$277K	\$275K	\$280K	\$273K	\$265K	\$278K	\$278K	\$280K	\$278K	\$281K	\$317K	\$322K	\$280K
Median Listing Price	\$280K	\$280K	\$282K	\$279K	\$275K	\$280K	\$280K	\$280K	\$282K	\$315K	\$329K	\$349K	\$399K
Med Listing Price as a % of Med Est Value	101%	102%	101%	102%	104%	101%	101%	100%	101%	112%	104%	108%	142%

## 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



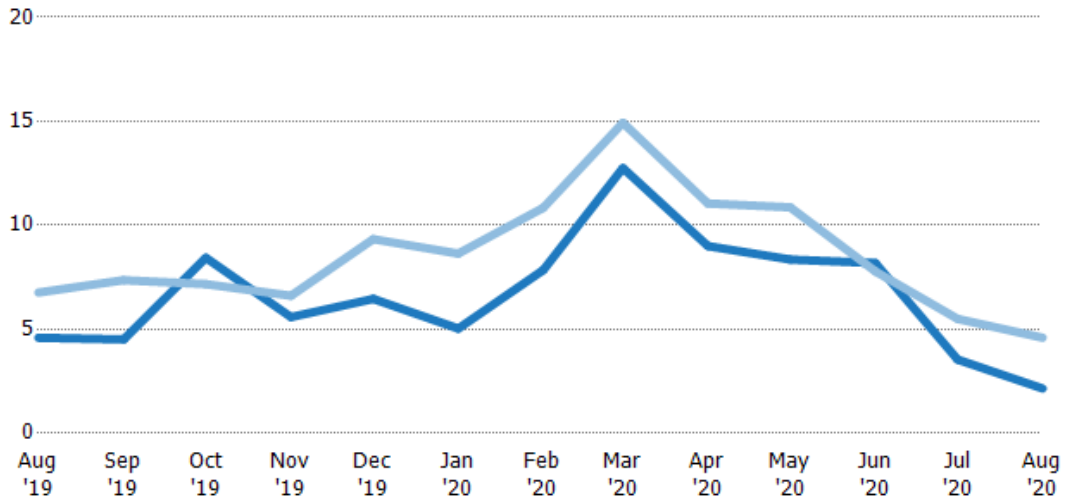
	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20
Current Year	109	119	135	145	164	179	189	195	183	196	133	98	88
Prior Year	100	120	137	158	177	199	217	221	211	112	85.5	91.5	109
Percent Change from Prior Year	9%	-1%	-1%	-8%	-8%	-10%	-13%	-12%	-13%	75%	56%	7%	-19%

## 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



	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20
Current Year	4.59	4.51	8.44	5.59	6.46	5.03	7.85	12.8	9	8.35	8.19	3.54	2.15
Prior Year	6.77	7.36	7.17	6.61	9.33	8.64	10.8	14.9	11	10.9	7.79	5.5	4.59
Percent Change from Prior Year	-32%	-39%	18%	-15%	-31%	-42%	-28%	-15%	-19%	-23%	5%	-36%	-53%

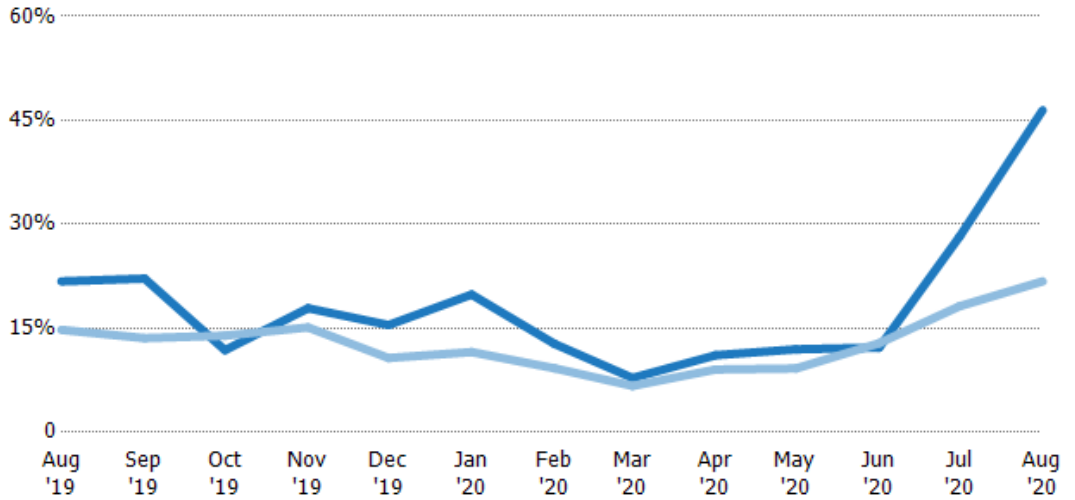
## Absorption Rate

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.
Aug '20	46%	-24.7%
Aug '19	22%	-7%
Aug '18	15%	11.6%



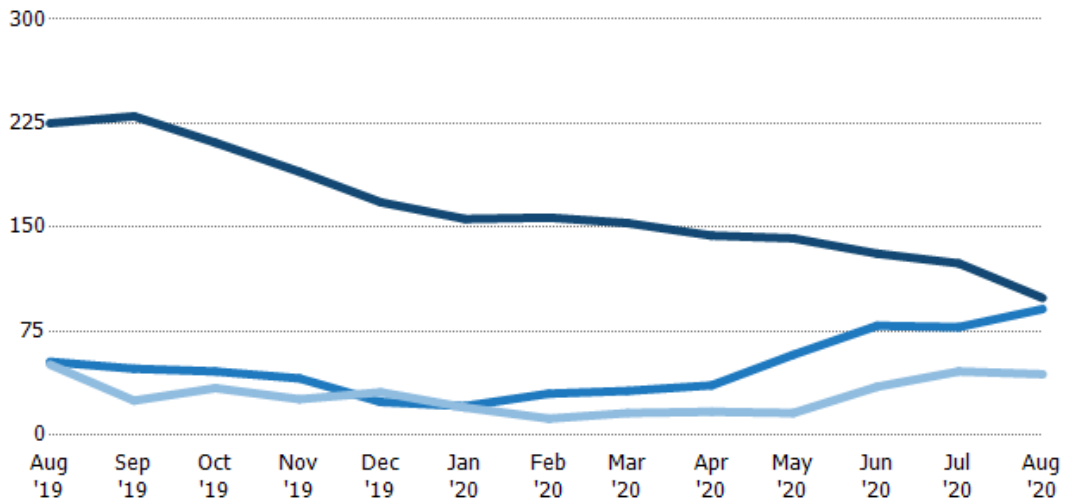
Current Year	22%	22%	12%	18%	15%	20%	13%	8%	11%	12%	12%	28%	46%
Prior Year	15%	14%	14%	15%	11%	12%	9%	7%	9%	9%	13%	18%	22%
Change from Prior Year	-7%	-9%	2%	-3%	-5%	-8%	-4%	-1%	-2%	-3%	1%	-10%	-25%

## 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



Active	225	230	211	190	168	156	157	153	144	142	131	124	99
Pending	53	48	46	41	24	21	30	32	36	58	79	78	91
Sold	51	25	34	26	31	20	12	16	17	16	35	46	44

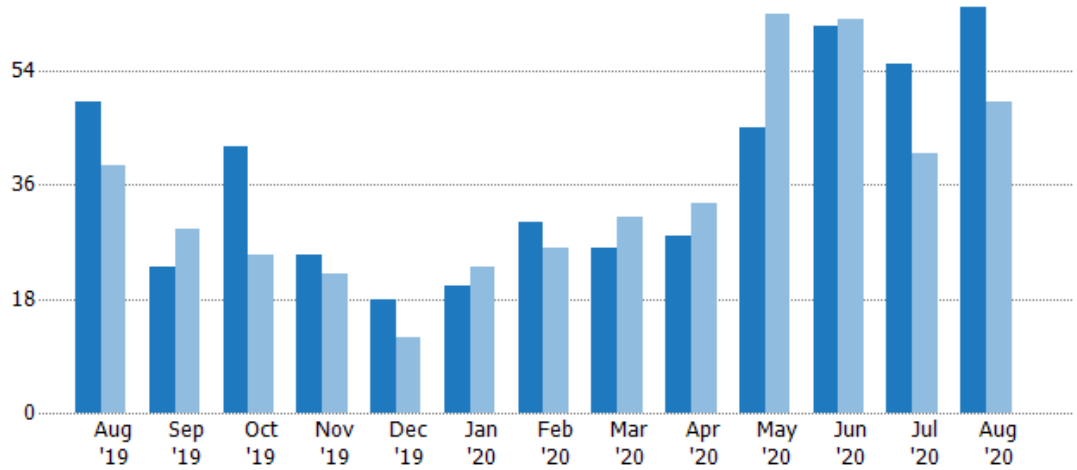
## New Pending Sales

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.
Aug '20	64	30.6%
Aug '19	49	25.6%
Aug '18	39	-5.1%



	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20
Current Year	49	23	42	25	18	20	30	26	28	45	61	55	64
Prior Year	39	29	25	22	12	23	26	31	33	63	62	41	49
Percent Change from Prior Year	26%	-21%	68%	14%	50%	-13%	15%	-16%	-15%	-29%	-2%	34%	31%

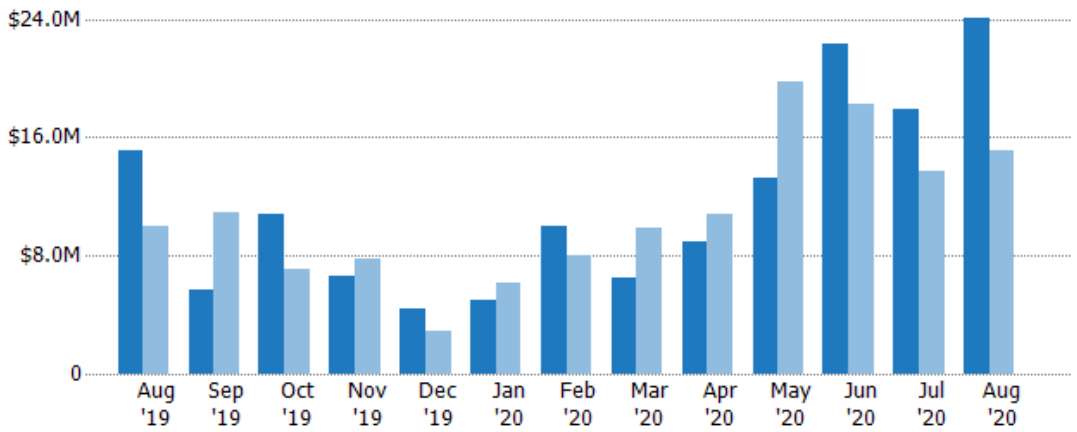
## New Pending Sales Volume

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.
Aug '20	\$24M	59.1%
Aug '19	\$15.1M	50.5%
Aug '18	\$10M	38.8%



	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20
Current Year	\$15.1M	\$5.64M	\$10.8M	\$6.62M	\$4.37M	\$4.93M	\$10M	\$6.5M	\$8.94M	\$13.2M	\$22.3M	\$17.9M	\$24M
Prior Year	\$10M	\$10.9M	\$7.04M	\$7.78M	\$2.88M	\$6.14M	\$7.95M	\$9.84M	\$10.8M	\$19.8M	\$18.3M	\$13.7M	\$15.1M
Percent Change from Prior Year	50%	-48%	53%	-15%	52%	-20%	26%	-34%	-17%	-33%	22%	31%	59%



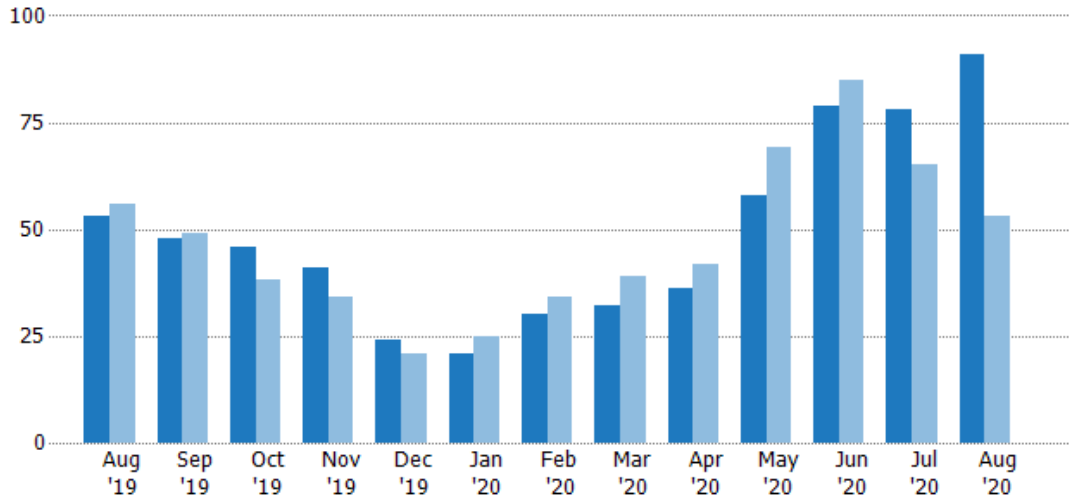
## Pending Sales

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.
Aug '20	91	71.7%
Aug '19	53	-5.4%
Aug '18	56	1.8%



	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20
Current Year	53	48	46	41	24	21	30	32	36	58	79	78	91
Prior Year	56	49	38	34	21	25	34	39	42	69	85	65	53
Percent Change from Prior Year	-5%	-2%	21%	21%	14%	-16%	-12%	-18%	-14%	-16%	-7%	20%	72%

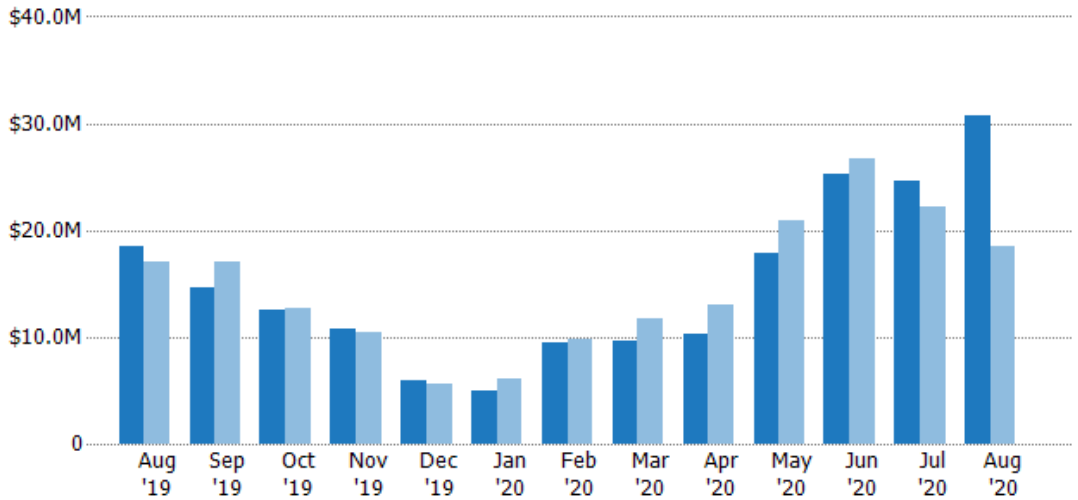
## Pending Sales Volume

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.
Aug '20	\$30.8M	66.3%
Aug '19	\$18.5M	8.4%
Aug '18	\$17.1M	6%



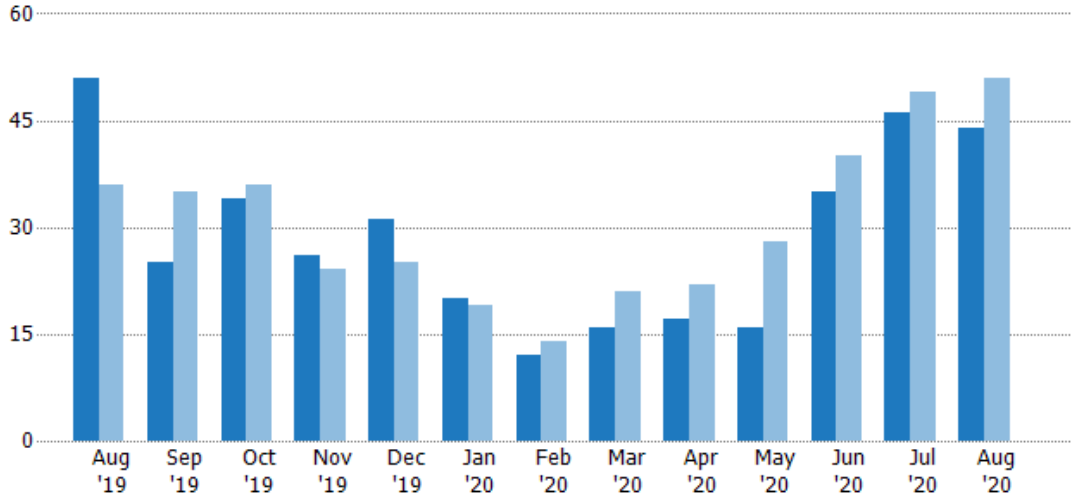
	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20
Current Year	\$18.5M	\$14.6M	\$12.5M	\$10.8M	\$5.93M	\$5.04M	\$9.43M	\$9.6M	\$10.3M	\$17.9M	\$25.2M	\$24.7M	\$30.8M
Prior Year	\$17.1M	\$17M	\$12.7M	\$10.4M	\$5.6M	\$6.09M	\$9.73M	\$11.8M	\$13.1M	\$20.9M	\$26.7M	\$22.1M	\$18.5M
Percent Change from Prior Year	8%	-14%	-2%	4%	6%	-17%	-3%	-18%	-21%	-14%	-6%	11%	66%

## 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



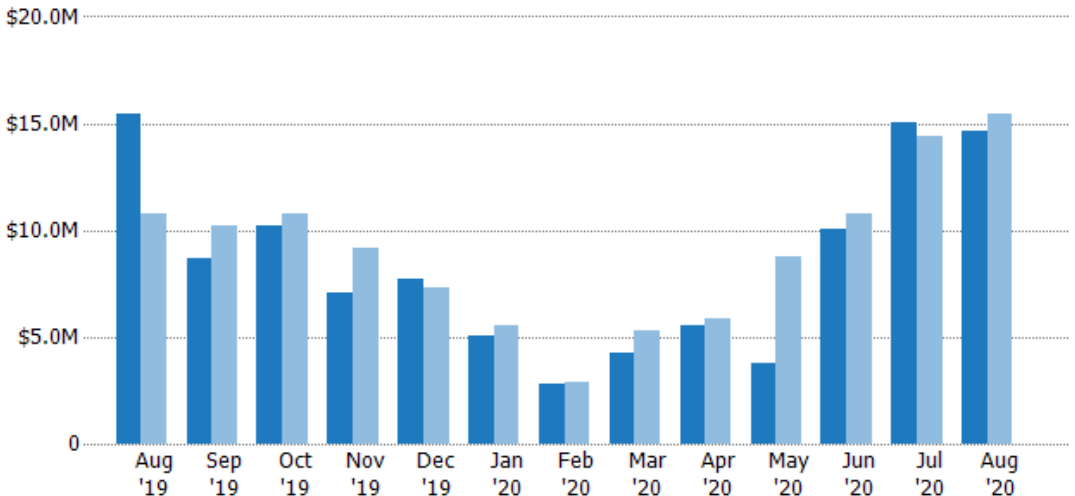
Month/Year	Count	% Chg.
Aug '20	44	-13.7%
Aug '19	51	41.7%
Aug '18	36	11.1%

## 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



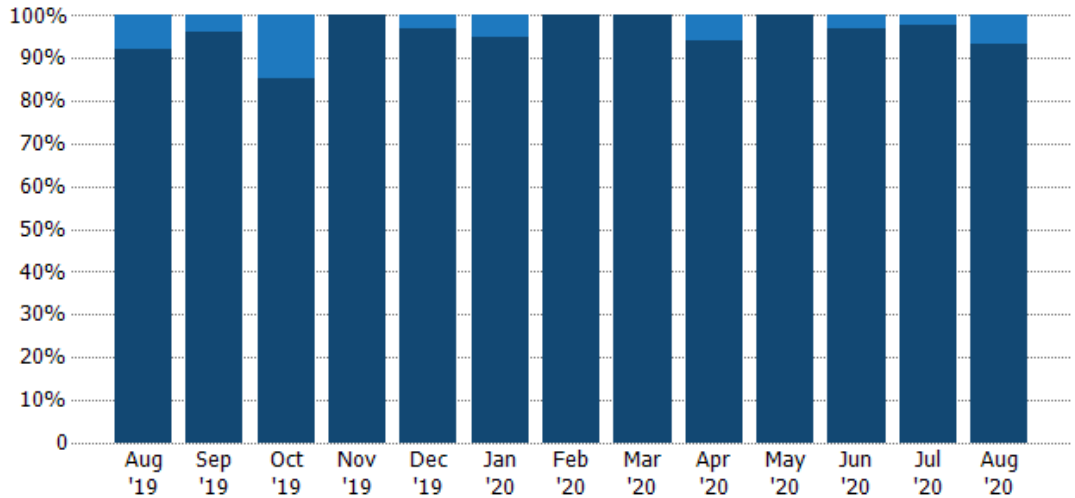
Month/Year	Volume	% Chg.
Aug '20	\$14.6M	-5.4%
Aug '19	\$15.5M	43.6%
Aug '18	\$10.8M	15.9%

## 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



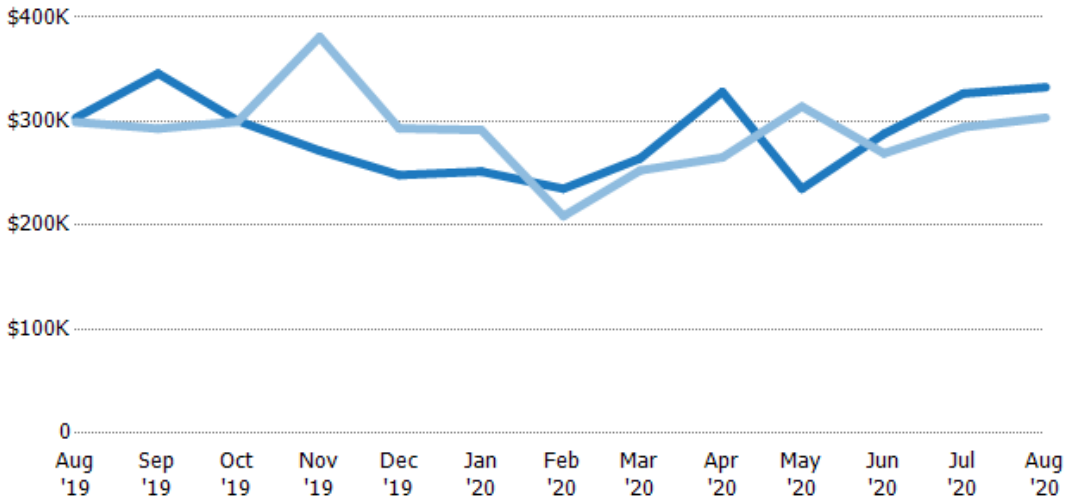
Condo/Townhouse	8%	4%	15%	-	3%	5%	-	-	6%	-	3%	2%	7%
Single Family Residence	92%	96%	85%	100%	97%	95%	100%	100%	94%	100%	97%	98%	93%

## 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	\$303K	\$346K	\$301K	\$272K	\$248K	\$252K	\$235K	\$264K	\$328K	\$235K	\$288K	\$327K	\$333K
Prior Year	\$299K	\$293K	\$300K	\$381K	\$293K	\$292K	\$209K	\$253K	\$265K	\$314K	\$269K	\$294K	\$303K
Percent Change from Prior Year	1%	18%	0%	-29%	-15%	-14%	13%	5%	24%	-25%	7%	11%	10%

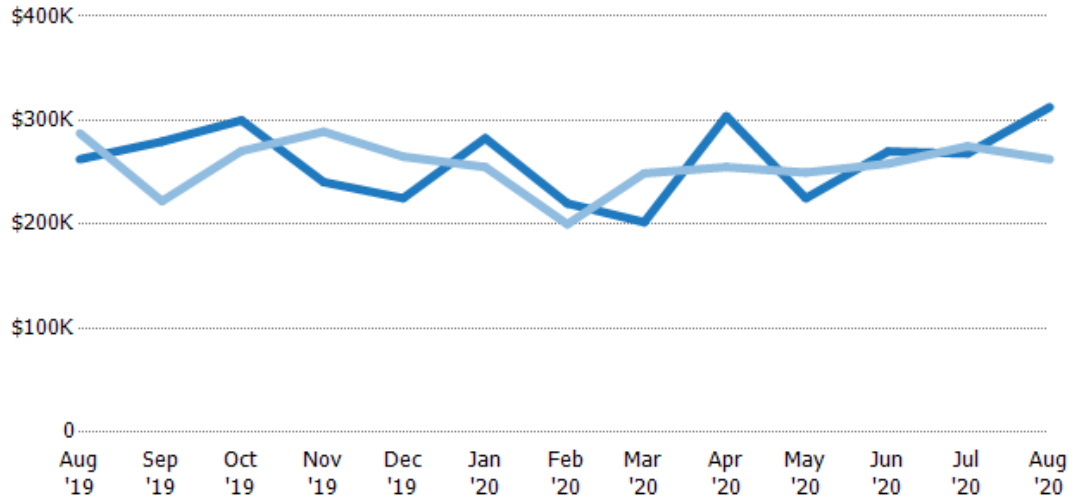
## Median Sales Price

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.
Aug '20	\$313K	19.1%
Aug '19	\$263K	-8.7%
Aug '18	\$288K	-6.5%



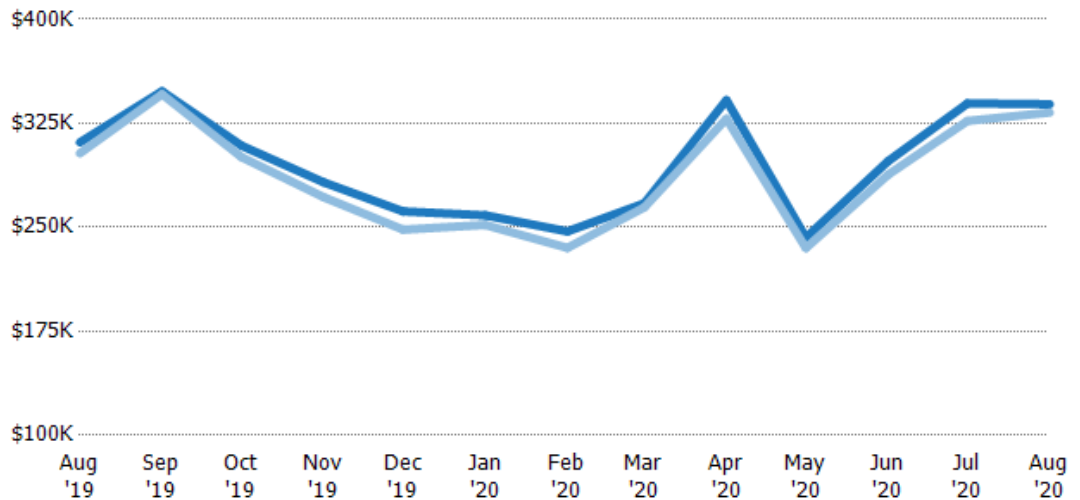
Current Year	\$263K	\$280K	\$300K	\$241K	\$225K	\$283K	\$220K	\$202K	\$304K	\$225K	\$270K	\$268K	\$313K
Prior Year	\$288K	\$222K	\$270K	\$289K	\$265K	\$255K	\$200K	\$249K	\$255K	\$250K	\$258K	\$275K	\$263K
Percent Change from Prior Year	-9%	26%	11%	-17%	-15%	11%	10%	-19%	19%	-10%	5%	-3%	19%

## 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



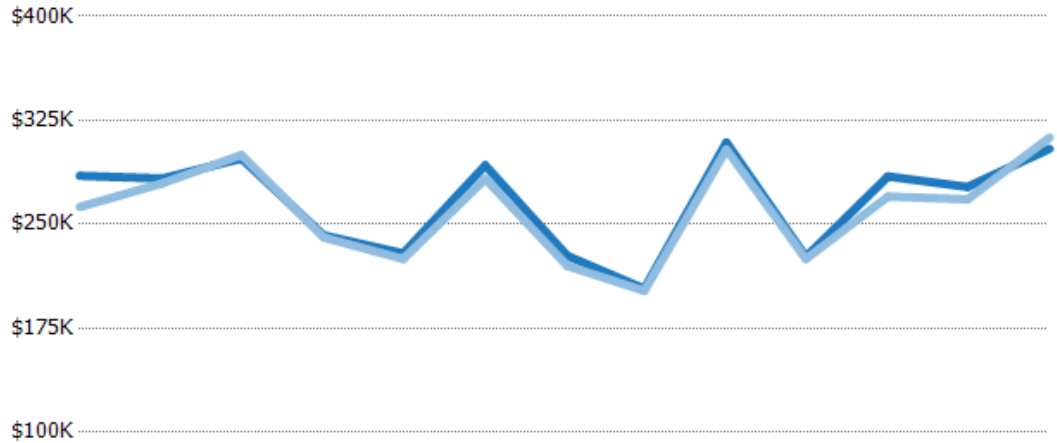
Avg List Price	\$311K	\$348K	\$309K	\$282K	\$261K	\$259K	\$247K	\$267K	\$342K	\$243K	\$298K	\$339K	\$339K
Avg Sales Price	\$303K	\$346K	\$301K	\$272K	\$248K	\$252K	\$235K	\$264K	\$328K	\$235K	\$288K	\$327K	\$333K
Avg Sales Price as a % of Avg List Price	97%	99%	97%	96%	95%	97%	95%	99%	96%	97%	97%	96%	98%

## 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



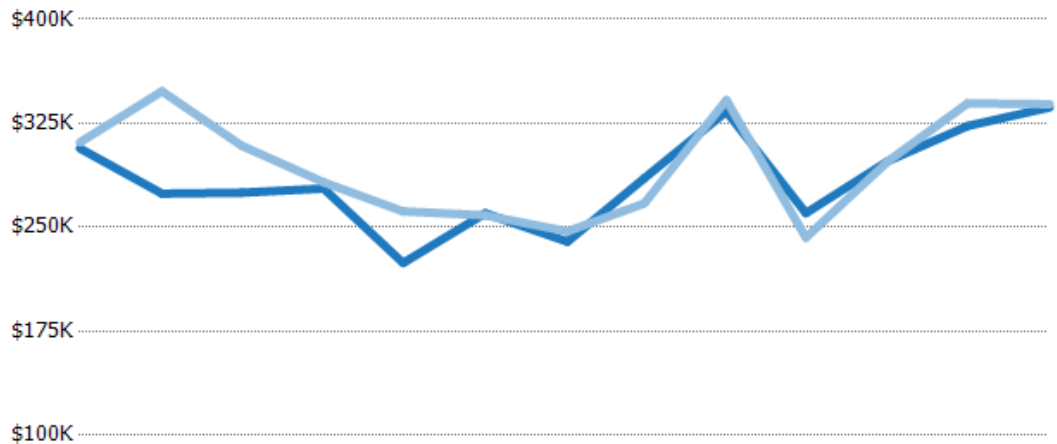
	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20
Median List Price	\$285K	\$283K	\$297K	\$242K	\$229K	\$293K	\$227K	\$204K	\$309K	\$227K	\$285K	\$277K	\$304K
Median Sales Price	\$263K	\$280K	\$300K	\$241K	\$225K	\$283K	\$220K	\$202K	\$304K	\$225K	\$270K	\$268K	\$313K
Med Sales Price as a % of Med List Price	92%	99%	101%	99%	98%	97%	97%	99%	98%	99%	95%	97%	103%

## 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



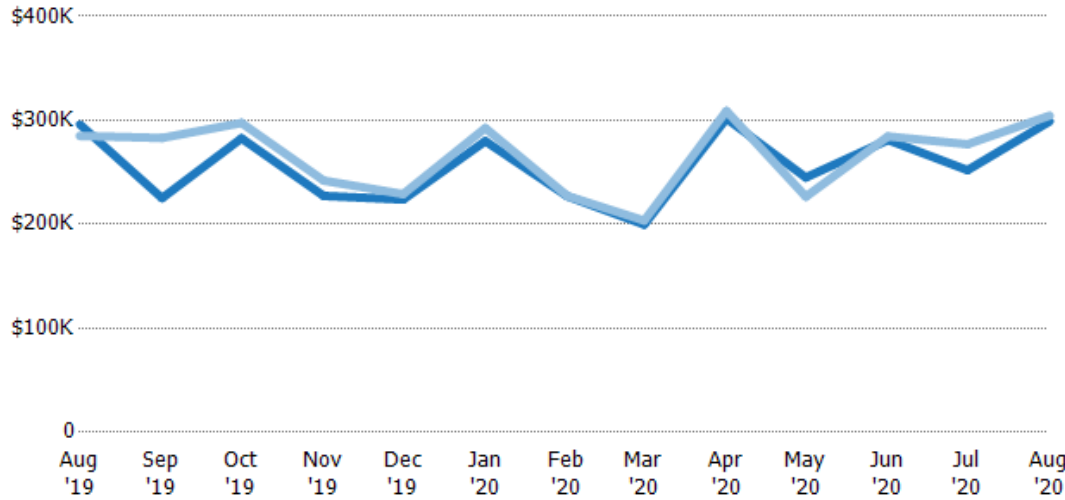
	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20
Avg Est Value	\$307K	\$274K	\$275K	\$278K	\$224K	\$260K	\$240K	\$285K	\$333K	\$260K	\$298K	\$323K	\$336K
Avg Sales Price	\$311K	\$348K	\$309K	\$282K	\$261K	\$259K	\$247K	\$267K	\$342K	\$243K	\$298K	\$339K	\$339K
Avg Sales Price as a % of Avg Est Value	101%	127%	112%	102%	117%	99%	103%	94%	102%	93%	100%	105%	101%

## 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



	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20
Median Est Value	\$296K	\$225K	\$283K	\$227K	\$224K	\$280K	\$227K	\$200K	\$302K	\$245K	\$281K	\$252K	\$299K
Median Sales Price	\$285K	\$283K	\$297K	\$242K	\$229K	\$293K	\$227K	\$204K	\$309K	\$227K	\$285K	\$277K	\$304K
Med Sales Price as a % of Med Est Value	96%	126%	105%	106%	102%	104%	100%	102%	102%	92%	101%	110%	102%