

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	Sep 2020	Sep 2019	+ / -	YTD 2020	YTD 2019	+ / -
Listing Activity Charts Metrics						
New Listing Count	43	42	+2.4%	331	413	-19.9%
New Listing Volume	\$17,816,500	\$11,503,647	+54.9%	\$126,163,776	\$132,418,196	-4.7%
Active Listing Count	109	227	-52%	N/A	N/A	
Active Listing Volume	\$52,550,722	\$85,162,329	-38.3%	N/A	N/A	
Average Listing Price	\$482,117	\$375,164	+28.5%	\$409,670	\$384,421	+6.6%
Median Listing Price	\$380,000	\$280,000	+35.7%	\$316,524	\$287,283	+10.2%
Median Days in RPR	76	117	-35%	126.94	130.97	-3.1%
Months of Inventory	2.5	4.5	-45.4%	4.7	8.4	-44.5%
Absorption Rate	40.37%	22.03%	+18.3%	21.37%	11.87%	+9.5%
Sales Activity Charts Metrics						
New Pending Sales Count	40	23	+73.9%	367	345	+6.4%
New Pending Sales Volume	\$17,102,347	\$5,642,000	+203.1%	\$124,495,561	\$105,673,750	+17.8%
Pending Sales Count	74	47	+57.4%	N/A	N/A	
Pending Sales Volume	\$28,030,047	\$14,210,600	+97.2%	N/A	N/A	
Closed Sales Count	40	25	+60%	245	262	-6.5%
Closed Sales Volume	\$12,599,930	\$8,649,150	+45.7%	\$73,556,864	\$75,852,925	-3%
Average Sales Price	\$314,998	\$345,966	-9%	\$300,232	\$289,515	+3.7%
Median Sales Price	\$283,750	\$279,500	+1.5%	\$273,336	\$260,219	+5%

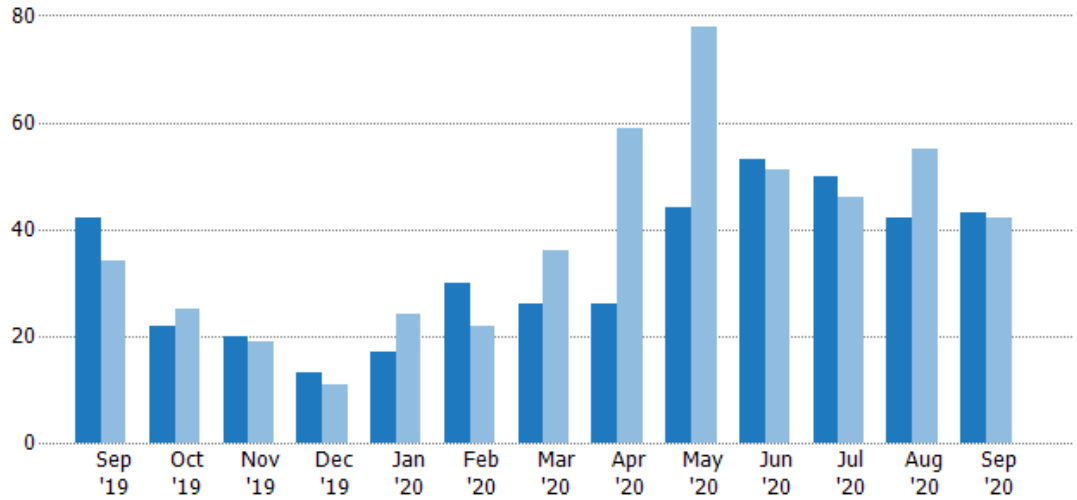
New Listings

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.
Sep '20	43	2.4%
Sep '19	42	23.5%
Sep '18	34	-8.8%



Current Year	42	22	20	13	17	30	26	26	44	53	50	42	43
Prior Year	34	25	19	11	24	22	36	59	78	51	46	55	42
Percent Change from Prior Year	24%	-12%	5%	18%	-29%	36%	-28%	-56%	-44%	4%	9%	-24%	2%

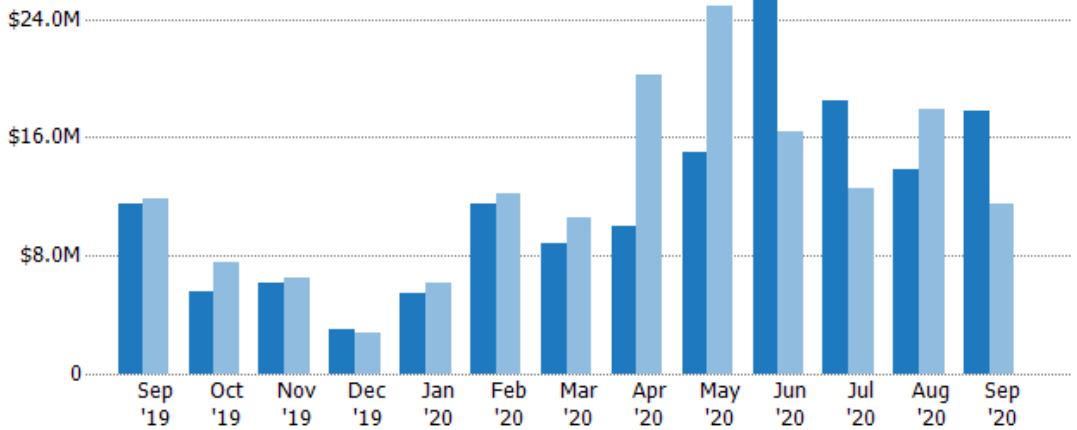
New Listing Volume

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.
Sep '20	\$17.8M	54.9%
Sep '19	\$11.5M	-2.7%
Sep '18	\$11.8M	-25.8%



Current Year	\$11.5M	\$5.59M	\$6.1M	\$2.99M	\$5.41M	\$11.5M	\$8.77M	\$9.98M	\$14.9M	\$25.5M	\$18.5M	\$13.8M	\$17.8M
Prior Year	\$11.8M	\$7.53M	\$6.53M	\$2.72M	\$6.13M	\$12.2M	\$10.6M	\$20.2M	\$24.9M	\$16.3M	\$12.6M	\$18M	\$11.5M
Percent Change from Prior Year	-3%	-26%	-7%	10%	-12%	-6%	-17%	-51%	-40%	56%	47%	-23%	55%

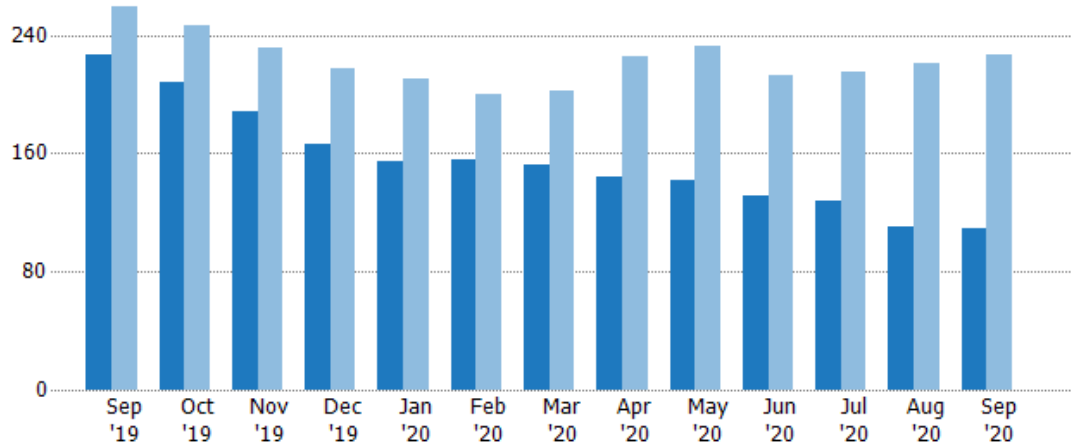
Active Listings

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.
Sep '20	109	-52%
Sep '19	227	-12.4%
Sep '18	259	-6.9%



Current Year	227	208	188	166	154	156	152	144	142	131	128	110	109
Prior Year	259	246	231	217	210	200	202	226	232	213	215	221	227
Percent Change from Prior Year	-12%	-15%	-19%	-24%	-27%	-22%	-25%	-36%	-39%	-38%	-40%	-50%	-52%

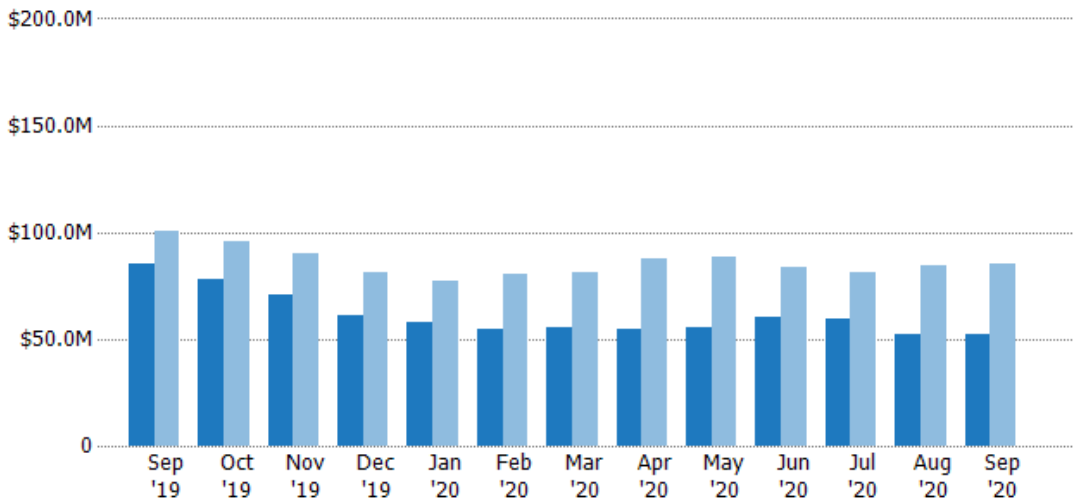
Active Listing Volume

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.
Sep '20	\$52.6M	-38.3%
Sep '19	\$85.2M	-15.5%
Sep '18	\$101M	-13.4%



Current Year	\$85.2M	\$77.9M	\$70.5M	\$60.8M	\$57.9M	\$54.9M	\$55.1M	\$54.3M	\$55.1M	\$60.2M	\$59.7M	\$52.5M	\$52.6M
Prior Year	\$101M	\$96M	\$89.9M	\$81.5M	\$77.4M	\$80.2M	\$80.9M	\$87.5M	\$88.1M	\$83.7M	\$80.8M	\$84.4M	\$85.2M
Percent Change from Prior Year	-16%	-19%	-22%	-25%	-25%	-32%	-32%	-38%	-37%	-28%	-26%	-38%	-38%

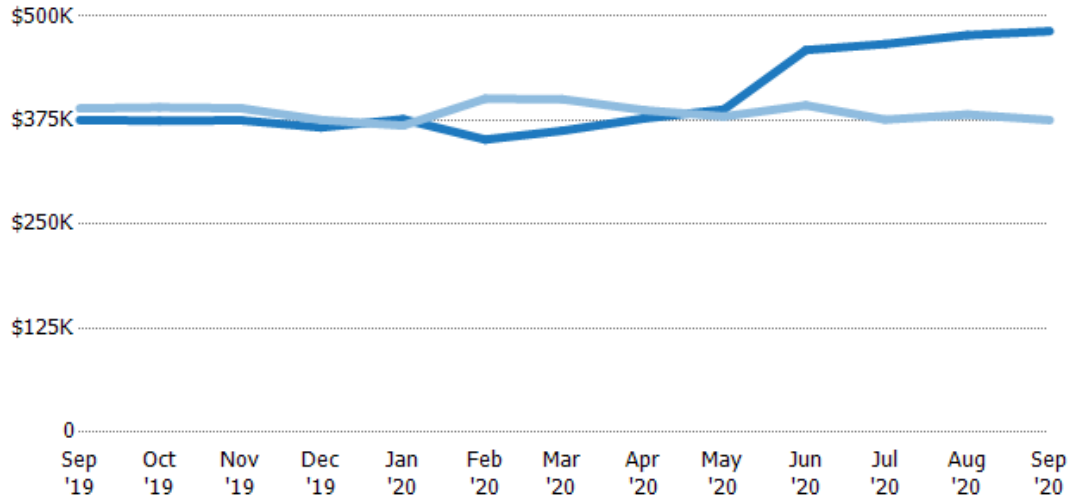
Average Listing Price

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.
Sep '20	\$482K	28.5%
Sep '19	\$375K	-3.6%
Sep '18	\$389K	-7%



Current Year	\$375K	\$375K	\$375K	\$366K	\$376K	\$352K	\$362K	\$377K	\$388K	\$459K	\$467K	\$477K	\$482K
Prior Year	\$389K	\$390K	\$389K	\$375K	\$369K	\$401K	\$400K	\$387K	\$380K	\$393K	\$376K	\$382K	\$375K
Percent Change from Prior Year	-4%	-4%	-4%	-2%	2%	-12%	-9%	-3%	2%	17%	24%	25%	29%

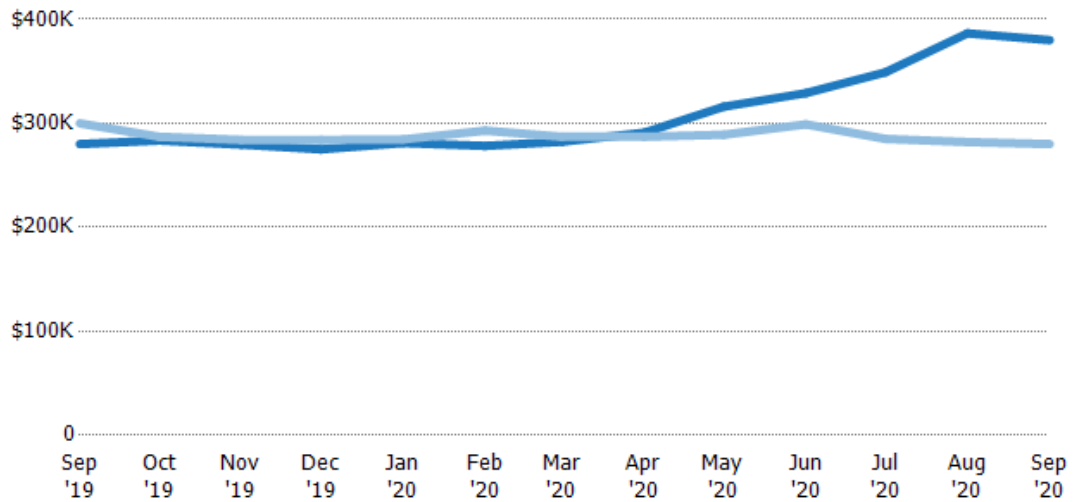
Median Listing Price

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.
Sep '20	\$380K	35.7%
Sep '19	\$280K	-6.6%
Sep '18	\$300K	-3.3%



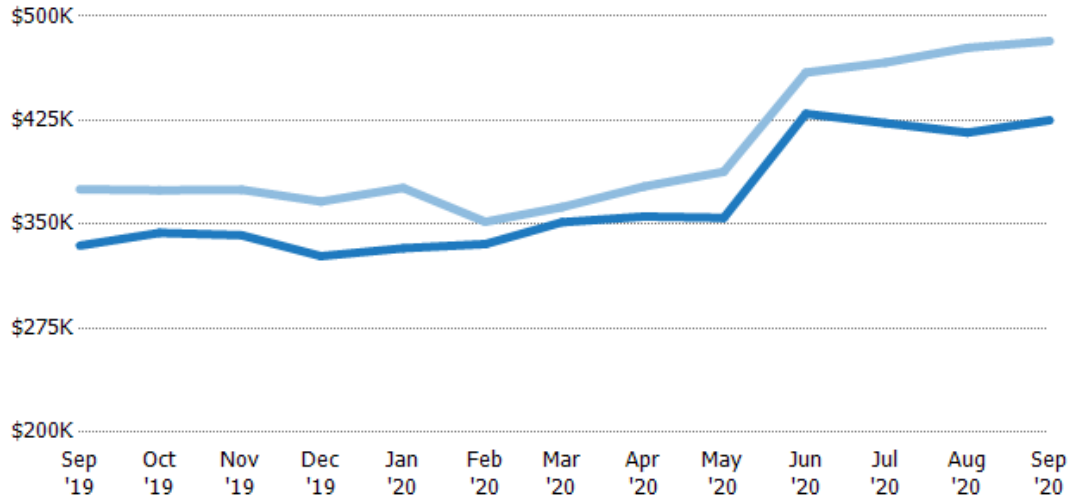
Current Year	\$280K	\$283K	\$279K	\$275K	\$281K	\$278K	\$282K	\$291K	\$316K	\$329K	\$349K	\$387K	\$380K
Prior Year	\$300K	\$287K	\$284K	\$284K	\$285K	\$293K	\$287K	\$287K	\$289K	\$299K	\$285K	\$282K	\$280K
Percent Change from Prior Year	-7%	-1%	-2%	-3%	-1%	-5%	-2%	1%	9%	10%	22%	37%	36%

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



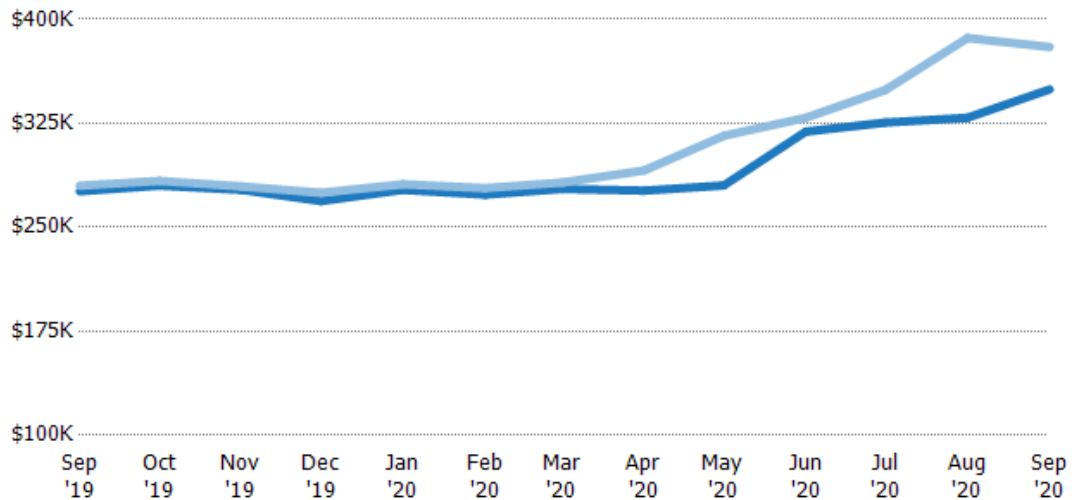
	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20
Avg Est Value	\$335K	\$344K	\$342K	\$327K	\$333K	\$336K	\$351K	\$356K	\$355K	\$430K	\$423K	\$416K	\$425K
Avg Listing Price	\$375K	\$375K	\$375K	\$366K	\$376K	\$352K	\$362K	\$377K	\$388K	\$459K	\$467K	\$477K	\$482K
Avg Listing Price as a % of Avg Est Value	112%	109%	110%	112%	113%	105%	103%	106%	109%	107%	110%	115%	113%

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



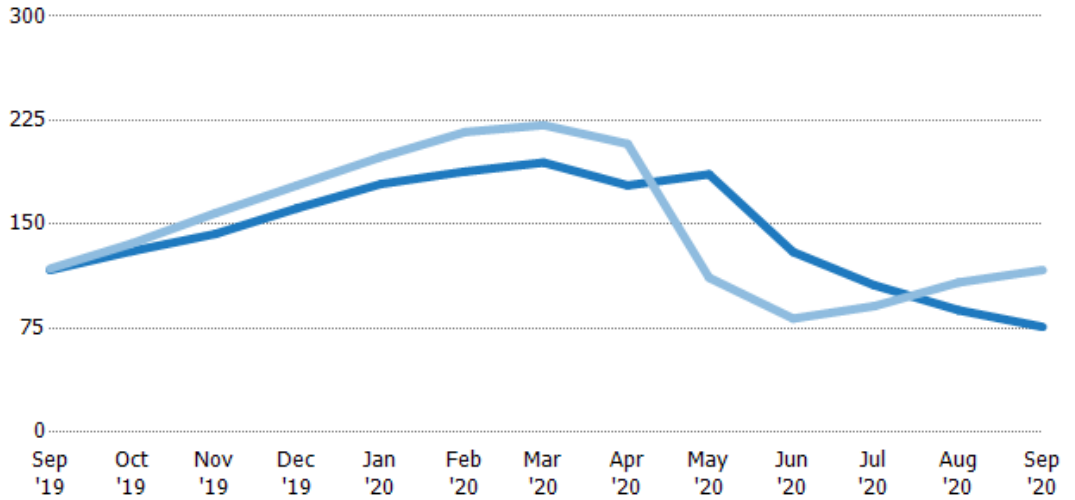
	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20
Median Est Value	\$276K	\$280K	\$277K	\$269K	\$277K	\$274K	\$278K	\$276K	\$280K	\$319K	\$325K	\$329K	\$349K
Median Listing Price	\$280K	\$283K	\$279K	\$275K	\$281K	\$278K	\$282K	\$291K	\$316K	\$329K	\$349K	\$387K	\$380K
Med Listing Price as a % of Med Est Value	101%	101%	101%	102%	101%	102%	102%	105%	113%	103%	107%	117%	109%

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



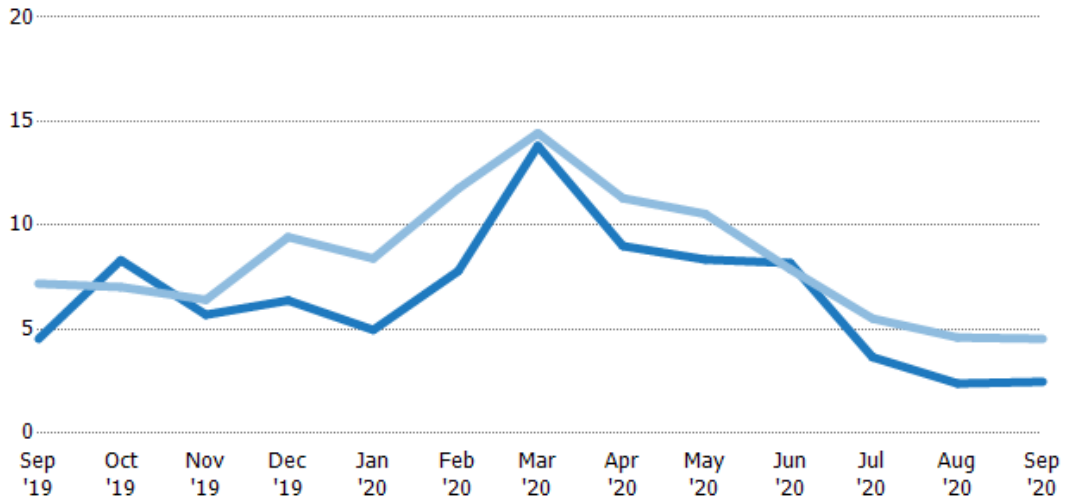
	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20
Current Year	117	131	143	162	179	188	195	178	186	130	106	88	76
Prior Year	118	136	158	178	199	217	222	208	112	82	91	108	117
Percent Change from Prior Year	-1%	-4%	-9%	-9%	-10%	-13%	-12%	-14%	67%	59%	16%	-19%	-35%

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



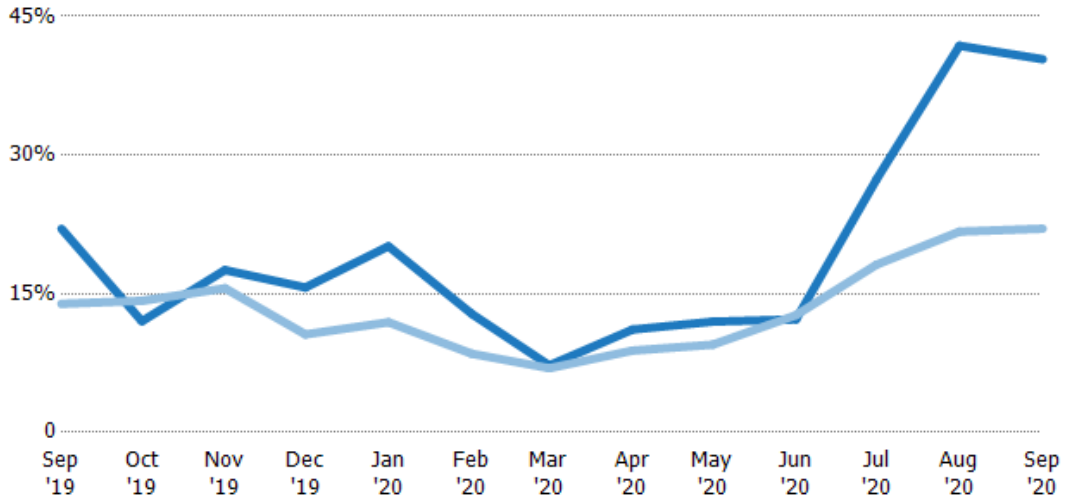
	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20
Current Year	4.54	8.32	5.7	6.38	4.97	7.8	13.8	9	8.35	8.19	3.66	2.39	2.48
Prior Year	7.19	7.03	6.42	9.43	8.4	11.8	14.4	11.3	10.5	7.89	5.51	4.6	4.54
Percent Change from Prior Year	-37%	18%	-11%	-32%	-41%	-34%	-4%	-20%	-21%	4%	-34%	-48%	-45%

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



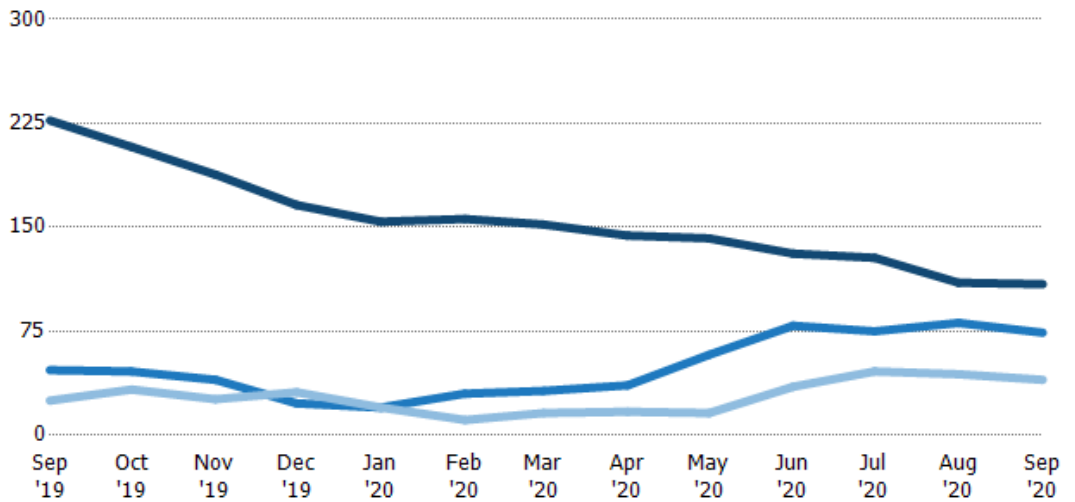
	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20
Current Year	22%	12%	18%	16%	20%	13%	7%	11%	12%	12%	27%	42%	40%
Prior Year	14%	14%	16%	11%	12%	9%	7%	9%	9%	13%	18%	22%	22%
Change from Prior Year	-8%	2%	-2%	-5%	-8%	-4%	0%	-2%	-2%	0%	-9%	-20%	-18%

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



	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20
Active	227	208	188	166	154	156	152	144	142	131	128	110	109
Pending	47	46	40	23	20	30	32	36	58	79	75	81	74
Sold	25	33	26	31	20	11	16	17	16	35	46	44	40

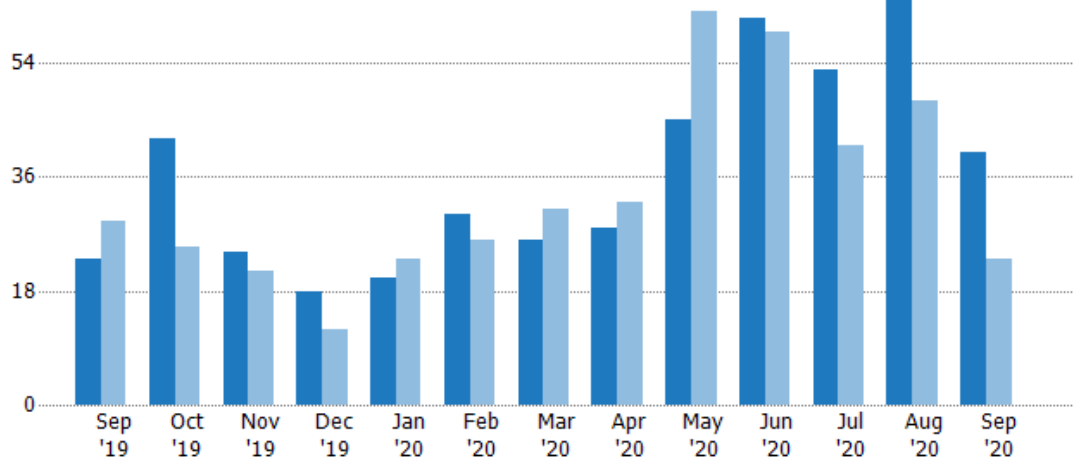
New Pending Sales

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.
Sep '20	40	73.9%
Sep '19	23	-20.7%
Sep '18	29	3.4%



Current Year	23	42	24	18	20	30	26	28	45	61	53	64	40
Prior Year	29	25	21	12	23	26	31	32	62	59	41	48	23
Percent Change from Prior Year	-21%	68%	14%	50%	-13%	15%	-16%	-13%	-27%	3%	29%	33%	74%

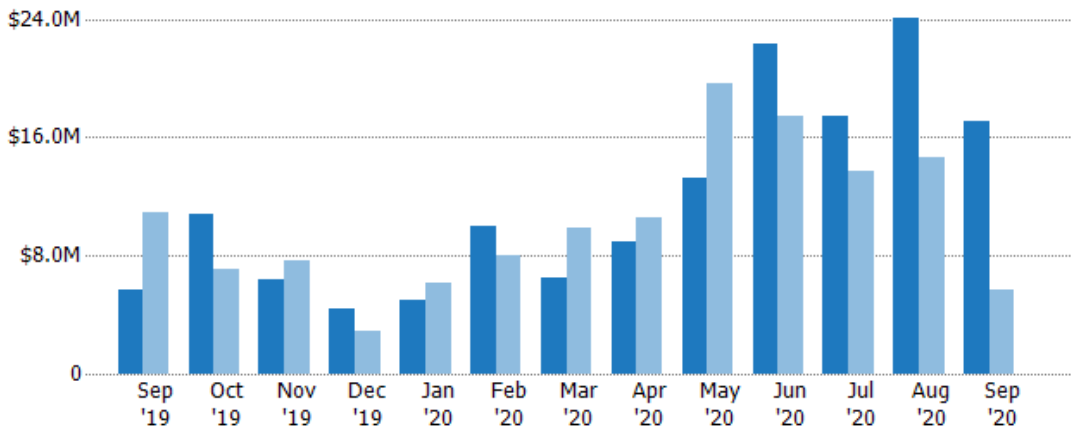
New Pending Sales Volume

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.
Sep '20	\$17.1M	203.1%
Sep '19	\$5.64M	-48.3%
Sep '18	\$10.9M	-1.4%



Current Year	\$5.64M	\$10.8M	\$6.39M	\$4.37M	\$4.93M	\$10M	\$6.5M	\$8.94M	\$13.2M	\$22.3M	\$17.5M	\$24M	\$17.1M
Prior Year	\$10.9M	\$7.04M	\$7.67M	\$2.88M	\$6.14M	\$7.95M	\$9.84M	\$10.6M	\$19.7M	\$17.4M	\$13.7M	\$14.7M	\$5.64M
Percent Change from Prior Year	-48%	53%	-17%	52%	-20%	26%	-34%	-16%	-33%	28%	28%	64%	203%

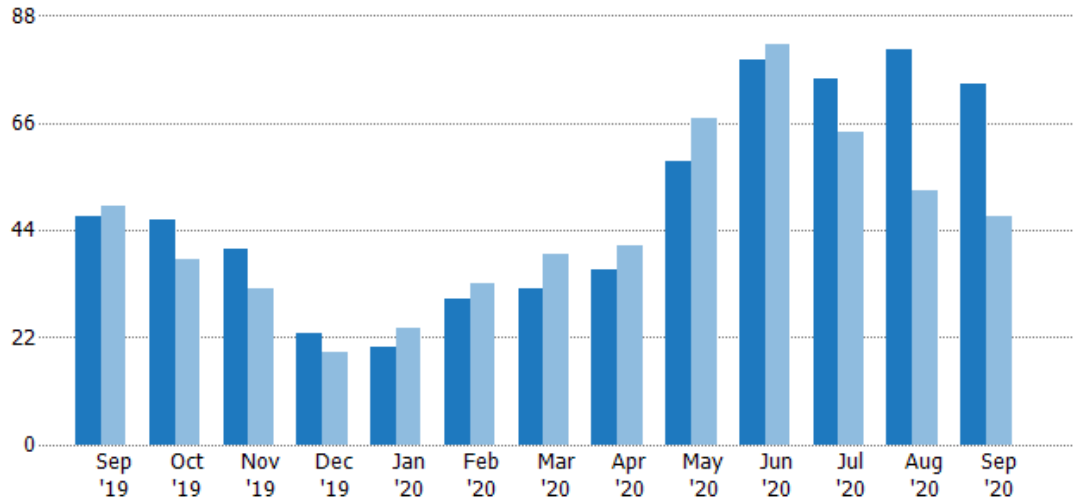
Pending Sales

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.
Sep '20	74	57.4%
Sep '19	47	-4.1%
Sep '18	49	14.3%



	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20
Current Year	47	46	40	23	20	30	32	36	58	79	75	81	74
Prior Year	49	38	32	19	24	33	39	41	67	82	64	52	47
Percent Change from Prior Year	-4%	21%	25%	21%	-17%	-9%	-18%	-12%	-13%	-4%	17%	56%	57%

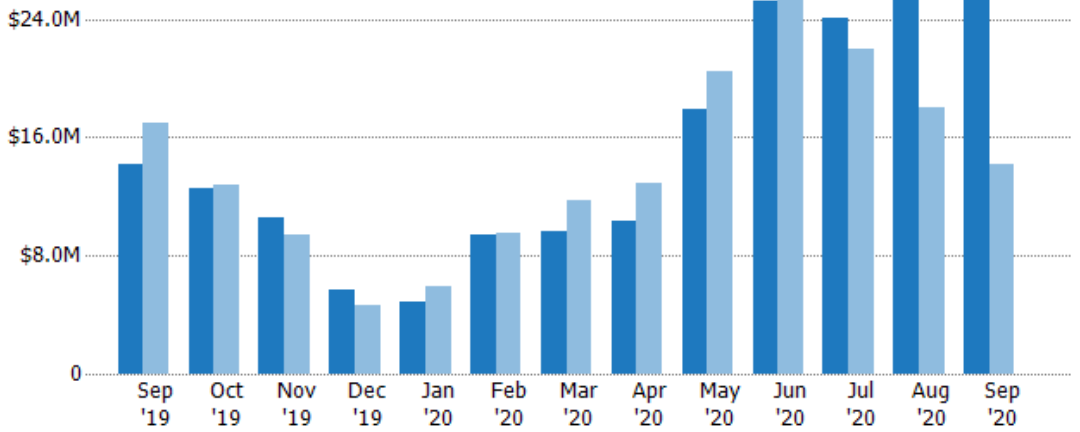
Pending Sales Volume

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.
Sep '20	\$28M	97.2%
Sep '19	\$14.2M	-16.3%
Sep '18	\$17M	10.9%



	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20
Current Year	\$14.2M	\$12.5M	\$10.6M	\$5.7M	\$4.81M	\$9.43M	\$9.6M	\$10.3M	\$17.9M	\$25.2M	\$24M	\$26.8M	\$28M
Prior Year	\$17M	\$12.7M	\$9.41M	\$4.62M	\$5.89M	\$9.54M	\$11.8M	\$12.9M	\$20.5M	\$25.8M	\$22M	\$18.1M	\$14.2M
Percent Change from Prior Year	-16%	-2%	12%	23%	-18%	-1%	-18%	-20%	-13%	-2%	9%	48%	97%

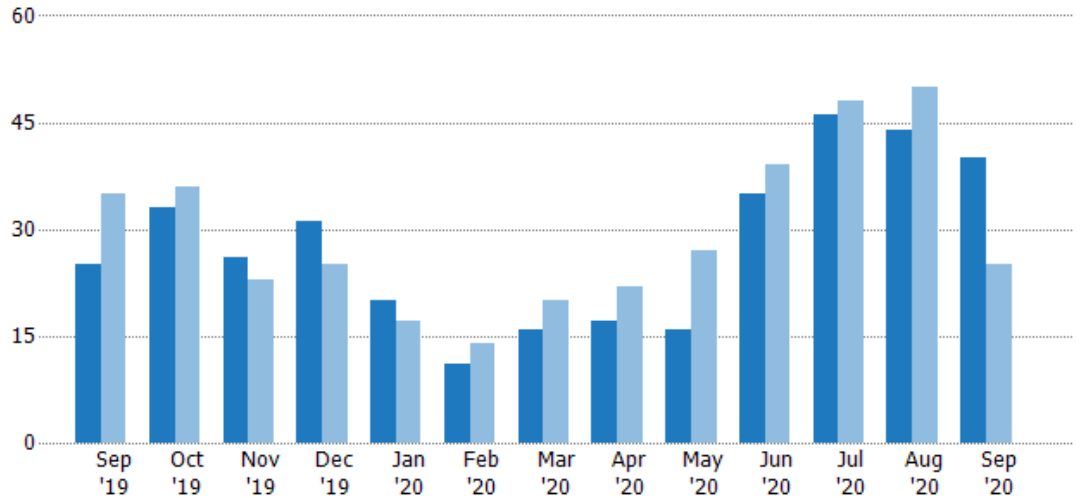
Closed Sales

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.
Sep '20	40	60%
Sep '19	25	-28.6%
Sep '18	35	-22.9%



	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20
Current Year	25	33	26	31	20	11	16	17	16	35	46	44	40
Prior Year	35	36	23	25	17	14	20	22	27	39	48	50	25
Percent Change from Prior Year	-29%	-8%	13%	24%	18%	-21%	-20%	-23%	-41%	-10%	-4%	-12%	60%

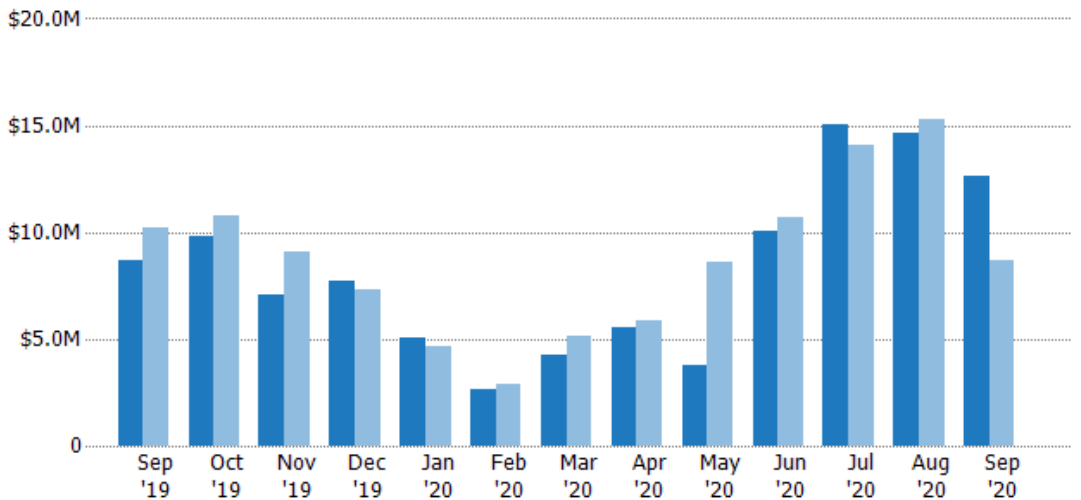
Closed Sales Volume

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.
Sep '20	\$12.6M	45.7%
Sep '19	\$8.65M	-15.6%
Sep '18	\$10.3M	-17.2%



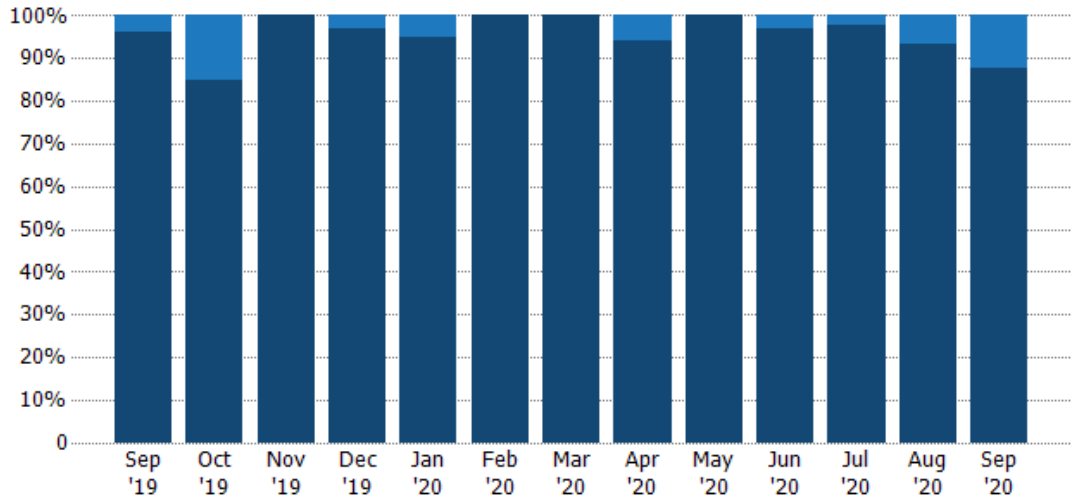
	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20
Current Year	\$8.65M	\$9.83M	\$7.06M	\$7.7M	\$5.03M	\$2.61M	\$4.23M	\$5.58M	\$3.76M	\$10.1M	\$15M	\$14.6M	\$12.6M
Prior Year	\$10.3M	\$10.8M	\$9.09M	\$7.33M	\$4.65M	\$2.92M	\$5.13M	\$5.83M	\$8.61M	\$10.7M	\$14M	\$15.3M	\$8.65M
Percent Change from Prior Year	-16%	-9%	-22%	5%	8%	-11%	-17%	-4%	-56%	-6%	7%	-4%	46%

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



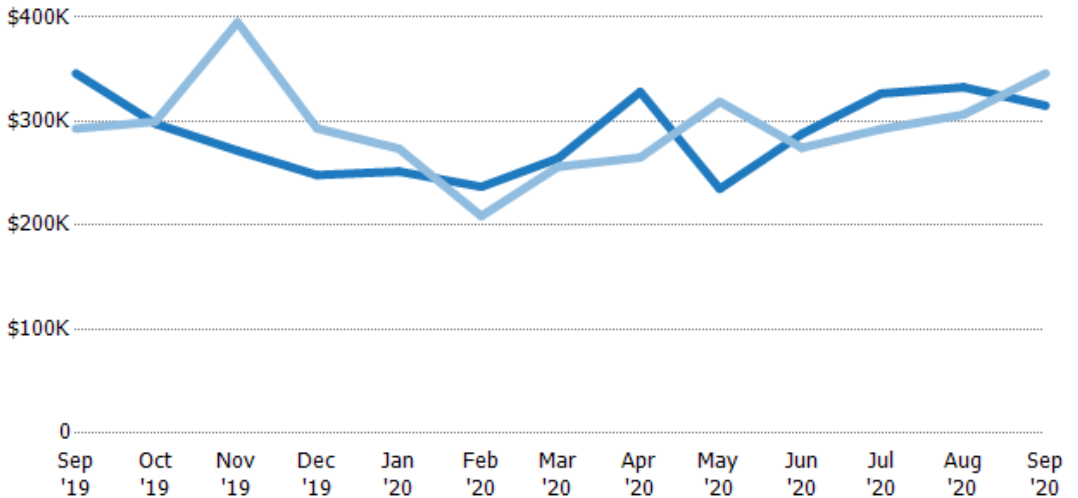
Property Type	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20
Condo/Townhouse	4%	15%	-	3%	5%	-	-	6%	-	3%	2%	7%	13%
Single Family Residence	96%	85%	100%	97%	95%	100%	100%	94%	100%	97%	98%	93%	88%

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.
Sep '20	\$315K	-9%
Sep '19	\$346K	18.1%
Sep '18	\$293K	7.3%

Property Type	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20
Current Year	\$346K	\$298K	\$272K	\$248K	\$252K	\$237K	\$264K	\$328K	\$235K	\$288K	\$327K	\$333K	\$315K
Prior Year	\$293K	\$300K	\$395K	\$293K	\$274K	\$209K	\$256K	\$265K	\$319K	\$274K	\$292K	\$306K	\$346K
Percent Change from Prior Year	18%	-1%	-31%	-15%	-8%	14%	3%	24%	-26%	5%	12%	9%	-9%

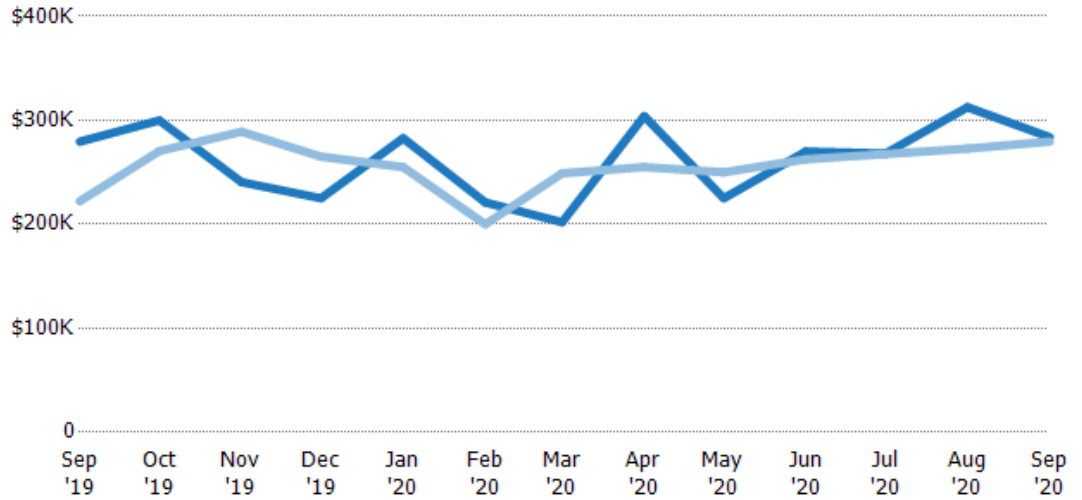
Median Sales Price

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.
Sep '20	\$284K	1.5%
Sep '19	\$280K	25.8%
Sep '18	\$222K	20.2%



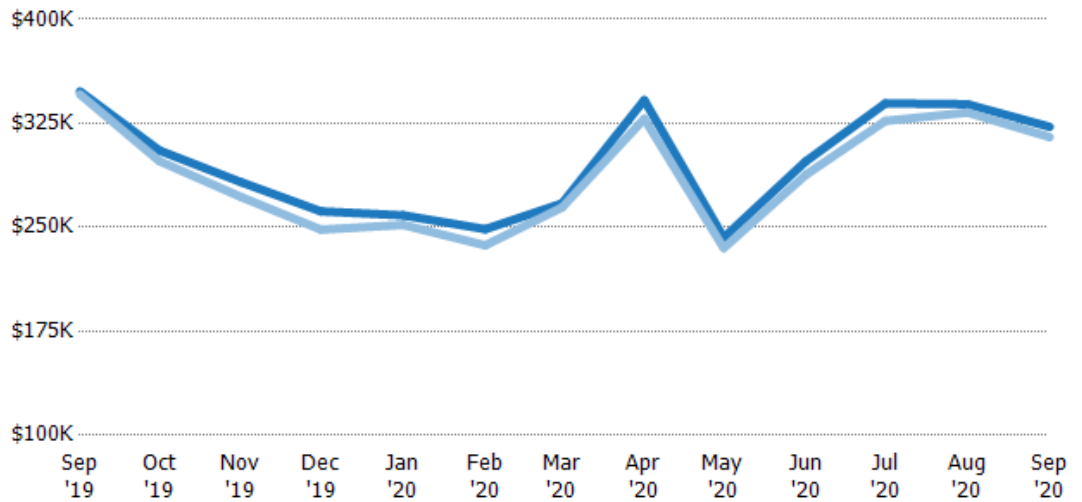
Current Year	\$280K	\$300K	\$241K	\$225K	\$283K	\$221K	\$202K	\$304K	\$225K	\$270K	\$268K	\$313K	\$284K
Prior Year	\$222K	\$270K	\$289K	\$265K	\$255K	\$200K	\$249K	\$255K	\$250K	\$263K	\$268K	\$273K	\$280K
Percent Change from Prior Year	26%	11%	-17%	-15%	11%	11%	-19%	19%	-10%	3%	0%	15%	2%

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



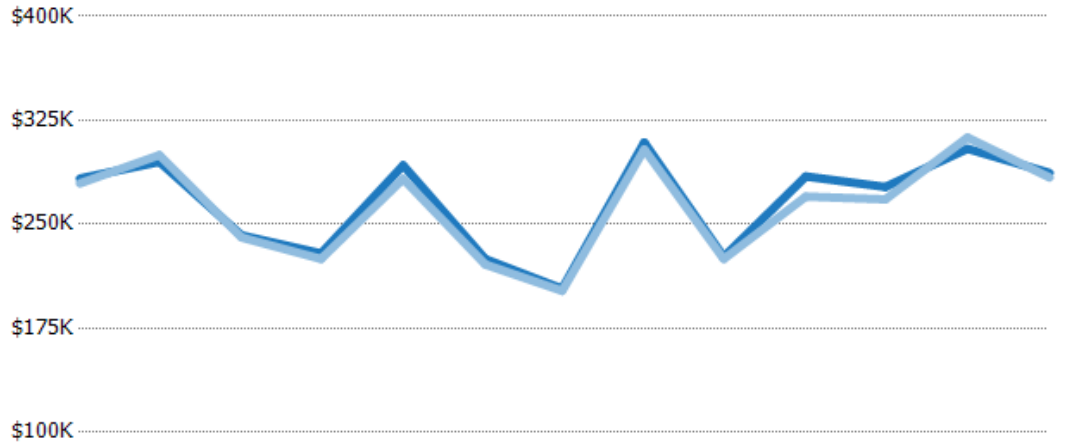
Avg List Price	\$348K	\$305K	\$282K	\$261K	\$259K	\$249K	\$267K	\$342K	\$243K	\$298K	\$339K	\$339K	\$322K
Avg Sales Price	\$346K	\$298K	\$272K	\$248K	\$252K	\$237K	\$264K	\$328K	\$235K	\$288K	\$327K	\$333K	\$315K
Avg Sales Price as a % of Avg List Price	99%	97%	96%	95%	97%	95%	99%	96%	97%	97%	96%	98%	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



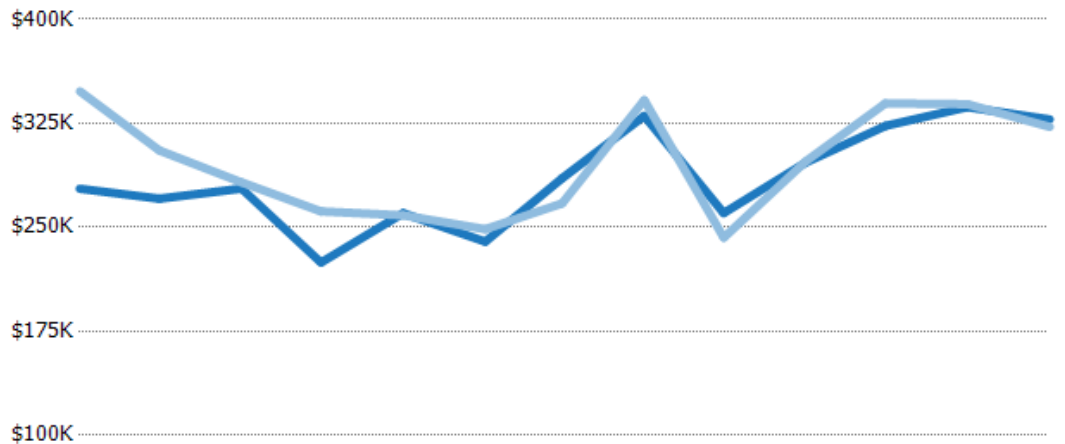
	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20
Median List Price	\$283K	\$295K	\$242K	\$229K	\$293K	\$225K	\$204K	\$309K	\$227K	\$285K	\$277K	\$304K	\$287K
Median Sales Price	\$280K	\$300K	\$241K	\$225K	\$283K	\$221K	\$202K	\$304K	\$225K	\$270K	\$268K	\$313K	\$284K
Med Sales Price as a % of Med List Price	99%	102%	99%	98%	97%	98%	99%	98%	99%	95%	97%	103%	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



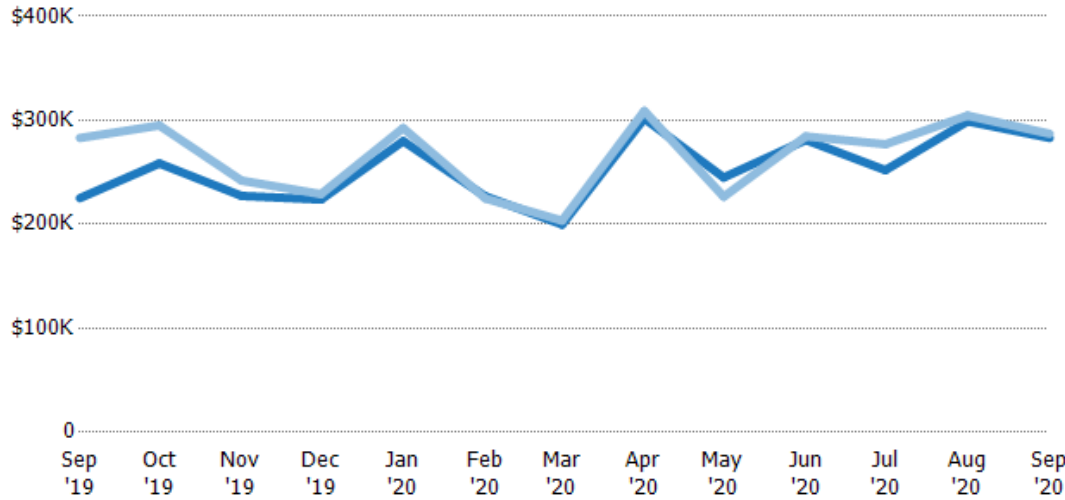
	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20
Avg Est Value	\$278K	\$271K	\$278K	\$225K	\$260K	\$240K	\$285K	\$330K	\$260K	\$297K	\$323K	\$337K	\$328K
Avg Sales Price	\$348K	\$305K	\$282K	\$261K	\$259K	\$249K	\$267K	\$342K	\$243K	\$298K	\$339K	\$339K	\$322K
Avg Sales Price as a % of Avg Est Value	125%	113%	102%	116%	99%	104%	94%	103%	93%	100%	105%	101%	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



	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20
Median Est Value	\$225K	\$259K	\$227K	\$224K	\$280K	\$227K	\$200K	\$302K	\$245K	\$281K	\$252K	\$299K	\$283K
Median Sales Price	\$283K	\$295K	\$242K	\$229K	\$293K	\$225K	\$204K	\$309K	\$227K	\$285K	\$277K	\$304K	\$287K
Med Sales Price as a % of Med Est Value	126%	114%	106%	102%	104%	99%	102%	102%	92%	101%	110%	102%	101%