

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 2018 | Jun 2017 | + / - | YTD 2018 | YTD 2017 | + / - |
|---------------------------------|--------------|---------------|--------|--------------|---------------|--------|
| Listing Activity Charts Metrics | | | | | | |
| New Listing Count | 79 | 80 | -1.3% | 79 | 80 | -1.3% |
| New Listing Volume | \$25,674,066 | \$33,677,564 | -23.8% | \$25,674,066 | \$33,677,564 | -23.8% |
| Active Listing Count | 211 | 292 | -27.7% | 211 | 292 | -27.7% |
| Active Listing Volume | \$93,577,976 | \$126,699,577 | -26.1% | \$93,577,976 | \$126,699,577 | -26.1% |
| Average Listing Price | \$443,498 | \$433,903 | +2.2% | \$443,498 | \$433,903 | +2.2% |
| Median Listing Price | \$319,000 | \$299,000 | +6.7% | \$319,000 | \$299,000 | +6.7% |
| Median Daysin RPR | 65 | 94 | -30.9% | 65 | 94 | -30.9% |
| Months of Inventory | _ | _ | - | 4.8 | 8.8 | -45.8% |
| Absorption Rate | _ | _ | +- | 20.85% | 11.3% | +9.6% |
| Sales Activity Charts Metrics | | | | | | |
| New Pending Sales Count | 37 | 50 | -26% | 37 | 50 | -26% |
| New Pending Sales Volume | \$11,081,249 | \$14,620,540 | -24.2% | \$11,081,249 | \$14,620,540 | -24.2% |
| Pending Sales Count | 76 | 80 | -5% | 76 | 80 | -5% |
| Pending Sales Volume | \$23,196,000 | \$22,922,565 | +1.2% | \$23,196,000 | \$22,922,565 | +1.2% |
| Cloæd Sales Count | 26 | 44 | -40.9% | 26 | 44 | -40.9% |
| Closed Sales Volume | \$7,598,765 | \$12,705,205 | -40.2% | \$7,598,765 | \$12,705,205 | -40.2% |
| Average Sales Price | \$292,260 | \$288,755 | +1.2% | \$292,260 | \$288,755 | +1.2% |
| Median Sales Price | \$273,750 | \$263,750 | +3.8% | \$273,750 | \$263,750 | +3.8% |

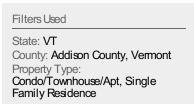


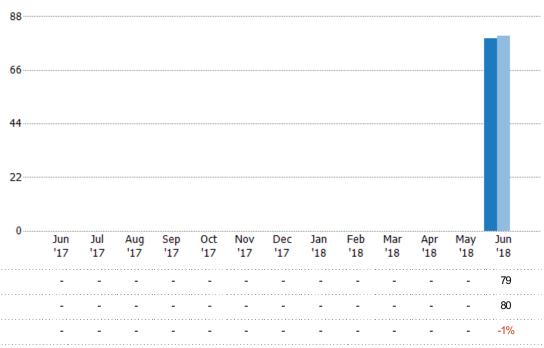




New Listings

The number of new single-family, condominium and townhome listings that were added each month.





New Listing Volume

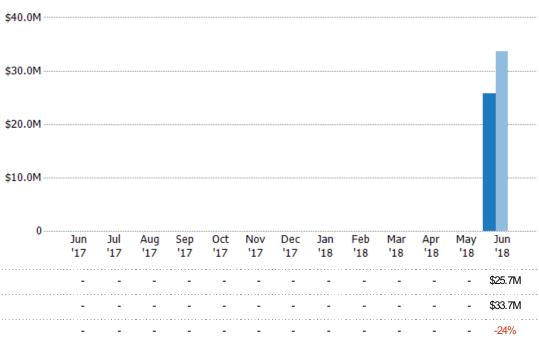
Percent Change from Prior Year

Current Year

Prior Year

The sum of the listing price of single-family, condominium and townhome listings that were added each month.

Filters Used
State: VT
County: Addison County, Vermont
Property Type:
Condo/Townhouse/Apt, Single
Family Residence



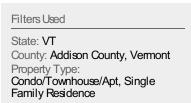
Current Year

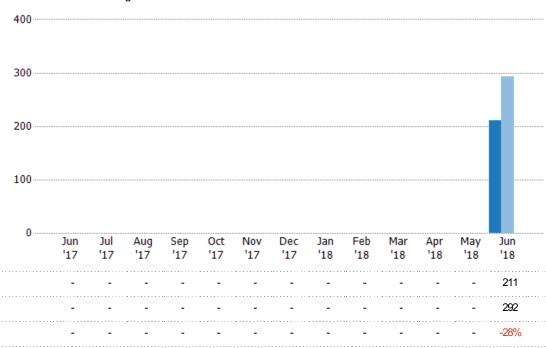
Percent Change from Prior Year



Active Listings

The number of active single-family, condominium and townhome listings at the end of each month.





Active Listing Volume

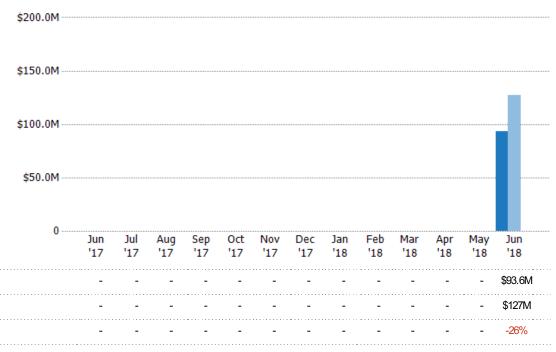
Percent Change from Prior Year

Current Year

Prior Year

The sum of the listing price of active single-family, condominium and townhome listings at the end of each month.

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



Current Year

Percent Change from Prior Year



Average Listing Price

The average listing price of active single-family, condominium and townhome listings at the end of each month.

| Filters Used |
|-------------------------------------------------------------------------------------------------------------------|
| State: VT County: Addison County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence |
| |

| \$500K |
|--------|
| \$375K |
| \$250K |
| \$125K |

| Jun '17 | Jul '17 | Aug '17 | Sep '17 | 0ct '17 | Nov '17 | Dec '17 | Jan '18 | Feb '18 | Mar '18 | Apr '18 | May '18 | Jun '18 |
|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|
| | - | - | - | - | - | - | - | - | - | - | - | \$443k |
| - | - | - | - | - | - | - | - | - | - | - | - | \$434 |

Median Listing Price

Percent Change from Prior Year

Current Year
Prior Year

The median listing price of active single-family, condominium and townhome listings at the end of each month.

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

\$300K \$200K \$100K

| | 0 | | | | | | | | | | | | |
|--------------------------------|------------|------------|------------|------------|---|---|------------|---|---|------------|------------|------------|------------|
| | Jun '17 | Jul '17 | Aug '17 | Sep '17 | | | Dec '17 | | | Mar '18 | Apr '18 | May '18 | Jun '18 |
| Current Year | - | - | - | | - | - | - | - | - | - | - | - | \$319K |
| Prior Year | - | - | - | - | - | - | - | - | - | - | - | - | \$299K |
| Percent Change from Prior Year | - | - | - | - | - | - | - | - | - | - | - | - | 7% |



\$443K

133%



Avg Listing Price

Avg Listing Price as a % of Avg Est Value

Market Data Report

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 | \$500K | | | | | | | | | | | | |
|-------------------------------------------------------------------------------------------------------|--------|-------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|--------|
| State: VT County: Addison County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence | \$375K | | | | | | | | | | | | |
| , | \$250K | | | | | | | | | | | | |
| | | | | | | | | | | | | | |
| | \$125K | ••••• | | | | | | | | | | | |
| | 0 | | | | | | | | | | | | |
| | Jun | Jul | Aug | Sep | Oct | Nov | Dec | Jan | Feb | Mar | Apr | May | Jun |
| | '17 | '17 | '17 | '17 | '17 | '17 | '17 | '18 | '18 | '18 | '18 | '18 | '18 |
| Avg Est Value | - | - | - | - | - | - | - | - | - | - | - | - | \$334K |

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.

| | \$400K |
|-------------------------------------------------------------------------------------------------------------------|--------|
| Filters Used | |
| State: VT County: Addison County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence | \$300K |
| | \$200K |

¢400K

| 00K | | | | | | | | | | | | |
|------------|----------------------|----------|------------|---------------|----------|----------|---------------|---------------|---------------|---------------|---------------|--------------|
| | | | | | | | | | | | | |
| | | | | | | | | | | | | |
| | | | | | | | | | | | | |
| 00K | | | | | | | | | | | | |
| | | | | | | | | | | | | |
| | | | | | | | | | | | | |
| 0 | | | | | | | | | | | | |
| - | | | San | Oct | Nov | Dec | Jan | Feb | Mar | Apr | May | Jun |
| | Jul '17 | Aug | '17 | '17 | '17 | '17 | '10 | '10 | '10 | '10 | '10 | '10 |
| Jun '17 | Jul '17 | '17 | Sep '17 | '17 | '17 | '17 | '18 | '18 | '18 | '18 | '18 | '18 |
| | Jul '17 | '17 | '17 | '17 | '17 | '17 | '18 | '18 | '18 | '18 | '18 | '1 |
| | Jul '17 - | '17 - | '17 - | '17 - | '17 - | '17 - | '18 - | '18 - | '18 - | '18 - | '18 - | '18 \$282 |
| | Jul '17 - | '17 | '17 - | '17 | '17 - | '17 - | '18 - | '18 | '18 - | '18 - | '18 - | \$2 |
| | Jul '17 - - | '17 - | '17 - | '17 - - | '17 - | - | '18 - - | '18 - - | '18 - - | '18 - - | '18 - - | \$28 \$31 |



Median Est Value

Median Listing Price

Med Listing Price as a % of Med Est Value





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 | 200 | | | | | | | | | | ••••• | | ••••• |
|-------------------------------------------------------------------------------------------------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|
| State: VT County: Addison County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence | 150 | | | | | | | | | | | | |
| , | 100 | | | | | | | | | | | | |
| | | | | | | | | | | | | | |
| | 50 | | | | | | | | | | | | |
| | | | | | | | | | | | | | |
| | 0 | | | | ···· | | | | | | | | |
| | Jun '17 | Jul '17 | Aug '17 | Sep '17 | 0ct '17 | Nov '17 | Dec '17 | Jan '18 | Feb '18 | Mar '18 | Apr '18 | May '18 | Jun '18 |
| Current Year | - | - | - | - | - | - | - | - | - | - | - | - | 65 |
| Prior Year | - | - | - | - | - - | - - | - - | - | - | - - | - | - - | 94 |

Months of Inventory

Percent Change from Prior Year

Percent Change from Prior Year

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

| Current Year | '17 - | | - | - | - - | - | - | - | - | - | - | - - | 8.4 |
|-------------------------------------------------------------------|----------|-----|-----|-----|--------|-----|-----|-----|-----|-----|-----|--------|-----|
| | 17 | | | | | | | | | | | | '1 |
| | 14.7 | '17 | '17 | '17 | '17 | '17 | '17 | '18 | '18 | '18 | '18 | '18 | |
| | Jun | Jul | Aug | Sep | Oct | Nov | Dec | Jan | Feb | Mar | Apr | May | Ju |
| | 0 | | | | | | | | | | | | |
| | | | | | | | | | | | | | |
| | 8 | | | | | | | | | | | | |
| | | | | | | | | | | | | | |
| | 15 | | | | | | | | | | | | |
| Property Type: Condo/Townhouse/Apt, Single Family Residence | | | | | | | | | | | | | |
| County: Addison County, Vermont | 23 | | | | | | | | | | | | |
| State: VT | | | | | | | | | | | | | |
| Filters Used | | | | | | | | | | | | | |
| | | | | | | | | | | | | | |





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

| 5% | |
|----|--|
| | |
| | |
| | |

10%

| 0 | | | | | | | | | | | | |
|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|-------------|
| Jun '17 | Jul '17 | Aug '17 | Sep '17 | Oct '17 | Nov '17 | Dec '17 | Jan '18 | Feb '18 | Mar '18 | Apr '18 | May '18 | Jun '18 |
| - | - | - | - | - | _ | | _ | | | | | 12% |
| - | - | - | - | - | - | - | - | | | - | - | 8% |
| _ | _ | _ | _ | _ | _ | _ | _ | _ | _ | _ | _ | - 4% |

Active/Pending/Sold Units

The number of single-family, condominium and townhome properties that were Active, Pending and Sold each month.

Filters Used

Current Year Prior Year

Change from Prior Year

State: VT

County: Addison County, Vermont

Property Type: Condo/Townhouse/Apt, Single

Family Residence

| 50 | | | | | | | |
|----|------|------|------|------|---------|-----|--|
| | | | | | | | |
| | | | | | | | |
| | | | | | | | |
| 75 | | | | | | | |
| | | | | | | | |
| | | | | | | | |
| 0 | | | | | | | |
| _ | | | | | Apr | May | |
| _ | | | | | | May | |



Active Pending

Sold



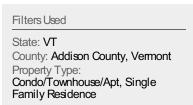
Current Year

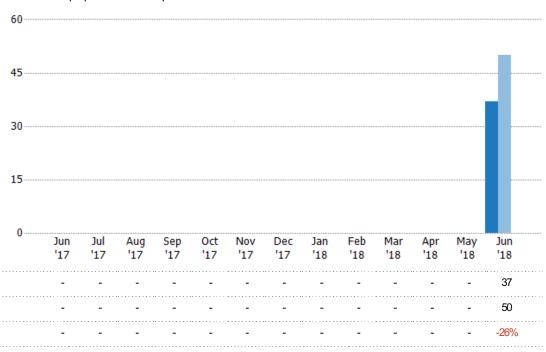
Prior Year

Market Data Report

New Pending Sales

The number of single-family, condominium and townhome properties with accepted offers that were added each month.



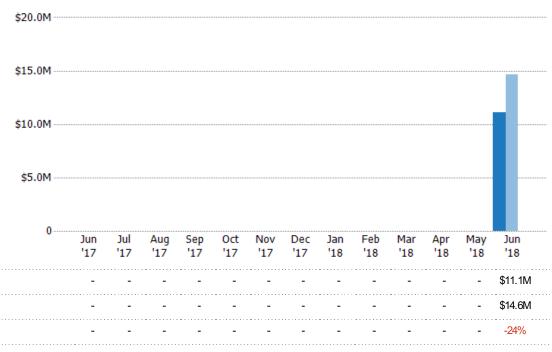


New Pending Sales Volume

Percent Change from Prior Year

The sum of the sales price of single-family, condominium and townhome properties with accepted offers that were added each month.

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





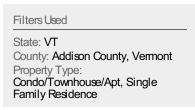
Current Year

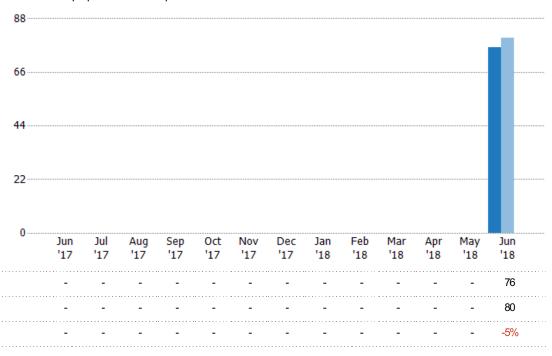
Percent Change from Prior Year



Pending Sales

The number of single-family, condominium and townhome properties with accepted offers that were available at the end each month.





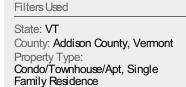
Pending Sales Volume

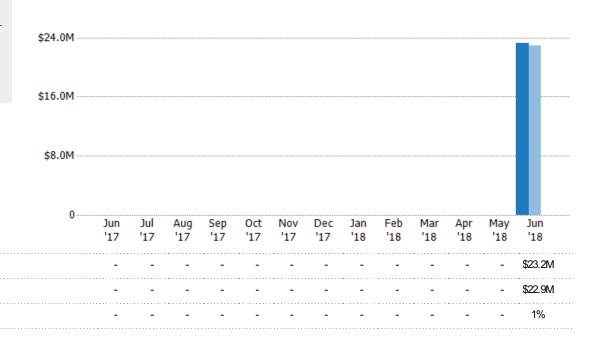
Percent Change from Prior Year

Current Year

Prior Year

The sum of the sales price of single-family, condominium and townhome properties with accepted offers that were available at the end of each month.





Current Year

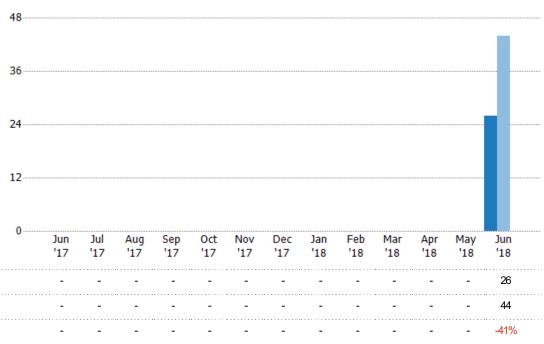
Percent Change from Prior Year



Closed Sales

The total number of single-family, condominium and townhome properties sold each month.

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



Closed Sales Volume

Percent Change from Prior Year

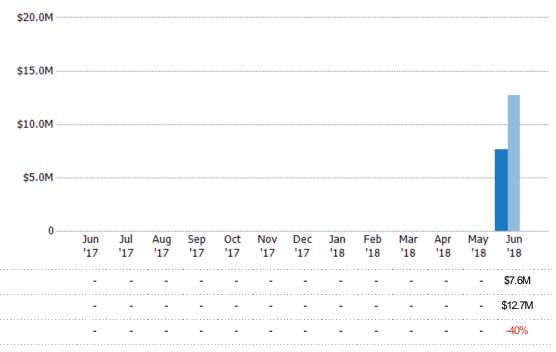
Current Year

Prior Year

The sum of the sales price of single-family, condominium and townhome properties sold each month.

Filters Used

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





Current Year

Percent Change from Prior Year





Closed Sales by Property Type

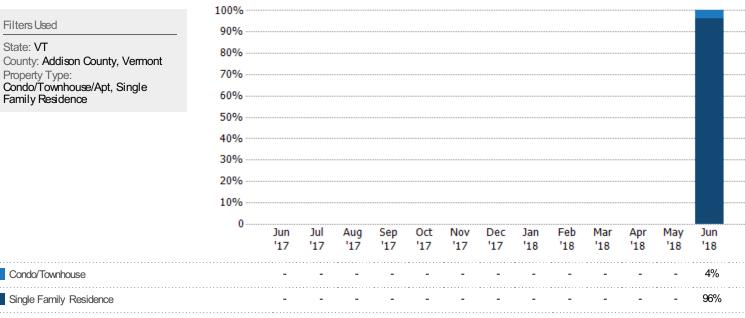
The percentage of single-family, condominium and townhome properties sold each month by property type.

Filters Used

State: VT

County: Addison County, Vermont

Family Residence



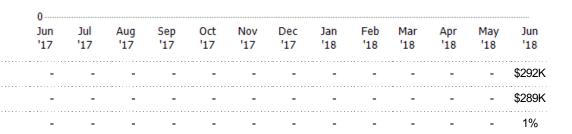
Average Sales Price

The average sales price of the single-family, condominium and townhome properties sold each month.

\$75K

Filters Used State: VT County: Addison County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence

\$300K \$225K \$150K





Current Year

Percent Change from Prior Year



\$264K

4%



Current Year
Prior Year

Market Data Report

Median Sales Price

The median sales price of the single-family, condominium and townhome properties sold each month.

| Filters Used |
|-------------------------------------------------------------------------------------------------------------------|
| State: VT County: Addison County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence |

| \$225K | | | | | | | | | | | |
|--------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|
| \$150K | | | | | | | | | | | |
| | | | | | | | | | | | |
| \$75K | | | | | | | | | | | |
| | | | | | | | | | | | |
| | Jul '17 | Sep '17 | 0ct '17 | Nov '17 | Dec '17 | Jan '18 | Feb '18 | Mar '18 | Apr '18 | May '18 | Jun '18 |

Average Sales Price vs Average Listing Price

The average sales price as a percentage of the average listing price for properties sold each month.

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

Percent Change from Prior Year

| \$400K | | | | | | | | | | |
|----------|-----|------------|---------------|------|------------|---|---|---|------|--------|
| \$300K | | | | | | | | | | |
| \$200K | | | | | | | | | | |
| \$100K | | | | | | | | | | |
| • | Jul | Aug '17 | | | Dec '17 | | | | May | Jun |
| <u>-</u> | | | - 17 - | - 17 | | - | - | - | | \$301K |

| Avg List Price | - | - | - | - | - | - | - | - | - | - | - | - | \$301K |
|------------------------------------------|---|---|---|---|---|---|---|---|---|---|---|---|--------|
| Avg Sales Price | - | - | - | - | - | - | - | - | - | - | - | - | \$292K |
| Avg Sales Price as a % of Avg List Price | - | - | - | - | - | - | - | - | - | - | - | - | 97% |



\$274K

94%



Median List Price

Median Sales Price

Market Data Report

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

| 5300K | | | | | | | | | | | | |
|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|
| 225K | | | | | ••••• | | | | | | | |
| \$150K | | | | | | | | | | | ••••• | |
| \$75K | | | | | | | | | | | | |
| 0 | | | | | | | | | | | | |
| Jun '17 | Jul '17 | Aug '17 | Sep '17 | Oct '17 | Nov '17 | Dec '17 | Jan '18 | Feb '18 | Mar '18 | Apr '18 | May '18 | Jun '18 |
| | | | | | | | | | | | | |

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.

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

Avg Sales Price as a % of Avg Est Value

Med Sales Price as a % of Med List Price

| \$300K | | | | | | | | | | |
|----------|------|----------------|------------|------------|------------|------------|------------|------------|------------|------------|
| \$200K | | | | | | | | | | |
| \$100K | | | | | | | | | | |
| 420011 | | | | | | | | | | |
| , | | | | | | | | | | |
| , | | | | | | | | | May | |
| 0 Jun | | 0ct '17 | Nov '17 | | Jan '18 | Feb '18 | Mar '18 | Apr '18 | May '18 | Jun '18 |
| 0 Jun | | 0ct '17 | Nov '17 | Dec '17 | Jan '18 | Feb '18 | Mar '18 | Apr '18 | May '18 | Jun '18 |



Avg Est Value

Avg Sales Price



131%



Median Est Value

Median Sales Price

Med Sales Price as a % of Med Est Value

Market Data Report

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 |

| \$225K | | | | | | | | |
|----------|------|------|------|----------------|------------|------------|------------|------------|
| \$150K | | | | | | | | |
| | | | | | | | | |
| \$75K | | | | | | | | |
| | | | | | | | | |
| | | | | | | | | |
| 0 Jun | | | | Feb '18 | Mar '18 | Apr '18 | May '18 | Jun '18 |
| 0 Jun | | | | Feb '18 | Mar '18 | Apr '18 | | Jun '18 |



