

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	May 2018	May 2017	+ / -	YTD 2018	YTD 2017	+ / -
Listing Activity Charts Metrics						
New Listing Count	58	73	-20.5%	58	73	-20.5%
New Listing Volume	\$21,372,549	\$23,979,194	-10.9%	\$21,372,549	\$23,979,194	-10.9%
Active Listing Count	189	278	-32%	189	278	-32%
Active Listing Volume	\$87,150,559	\$114,099,853	-23.6%	\$87,150,559	\$114,099,853	-23.6%
Average Listing Price	\$461,114	\$410,431	+12.3%	\$461,114	\$410,431	+12.3%
Median Listing Price	\$320,000	\$295,000	+8.5%	\$320,000	\$295,000	+8.5%
Median Daysin RPR	138	120	+15%	138	120	+15%
Months of Inventory	_	_	-	8.6	11.1	-22.7%
Absorption Rate	_	_	+-	11.64%	8.99%	+2.6%
Sales Activity Charts Metrics		•••••				
New Pending Sales Count	37	48	-22.9%	37	48	-22.9%
New Pending Sales Volume	\$11,672,299	\$14,152,225	-17.5%	\$11,672,299	\$14,152,225	-17.5%
Pending Sales Count	69	77	-10.4%	69	77	-10.4%
Pending Sales Volume	\$21,300,050	\$22,611,125	-5.8%	\$21,300,050	\$22,611,125	-5.8%
Cloæd Sales Count	25	22	+13.6%	25	22	+13.6%
Closed Sales Volume	\$7,491,000	\$6,613,100	+13.3%	\$7,491,000	\$6,613,100	+13.3%
Average Sales Price	\$299,640	\$300,595	-0.3%	\$299,640	\$300,595	-0.3%
Median Sales Price	\$291,000	\$258,750	+12.5%	\$291,000	\$258,750	+12.5%

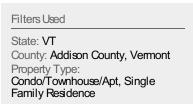


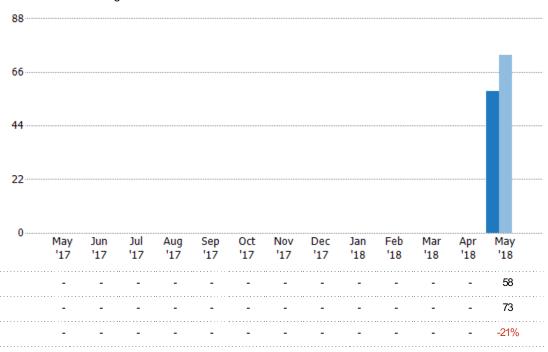




New Listings

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

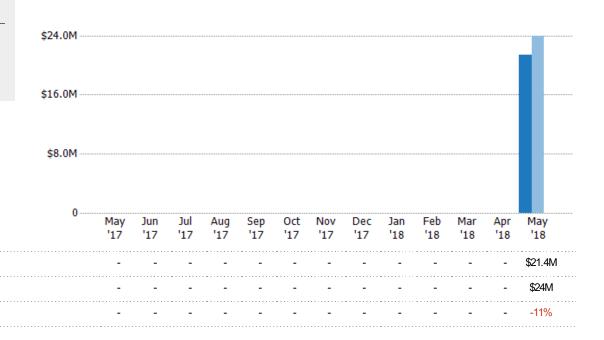
The sum of the listing price of single-family, condominium and townhome listings that were added each month.

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

Family Residence

Current Year

Percent Change from Prior Year



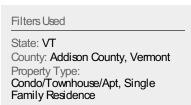


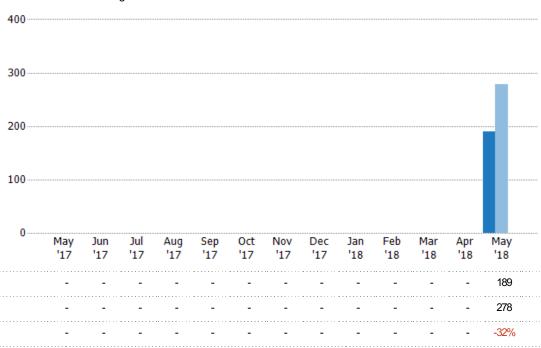




Active Listings

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





Active Listing Volume

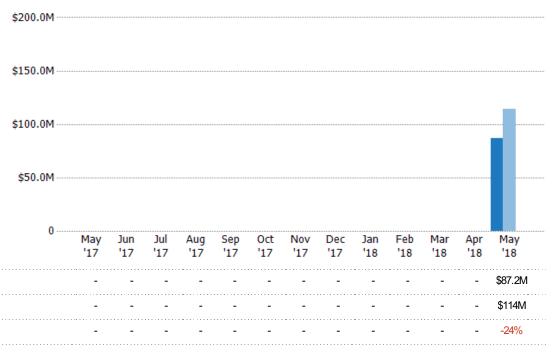
Percent Change from Prior Year

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

May			Aug '17									May
 -	-	-	-	-	-	-	-	-	-	-	-	\$461K
 -	-	-	-	-	-			_		_		\$410K
 -	-	-	-	-	-	-	-	-	-	-	-	12%

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.

\$100K

State: VT County: Addison County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence 0 May Jun Jul Aug Sep 0ct Νον Dec Jan Feb Mar Apr May '17 '17 '17 '17 '17 '17 '18 '18 \$320K \$295K



Current Year

Percent Change from Prior Year





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.

\$500K

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

\$250K

\$125K

	0												
	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18
Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$349K
Avg Listing Price	-	-	-	-	-	-	-	-	-	-	-	-	\$461K
Avg Listing Price as a % of Avg Est Value	_	-	_	-	_	-	_	-	-	-	-	-	132%

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.

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

\$400K \$300K \$200K \$100K

	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	
Median Est Value	-	-	-	-	-	-	-	-	_	-	-	-	\$270K	
Median Listing Price	-	-	-	-	-	-	-	-	-	-	-	-	\$320K	
Med Listing Price as a % of Med Est Value	-	-	-	-	-	-	-	-	-	-	-	-	119%	





15%



Market Data Report

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

·	200												
Filters Used													
State: VT													
County: Addison County, Vermont	150												
Property Type: Condo/Townhouse/Apt, Single Family Residence													
Tarring Residence	100												
	50												
	50												
	0												
	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May
	'17	'17	Jul '17	'17	'17	Oct '17	'17	'17	'18	'18	'18	'18	'18
Current Year													138
Guitetik i eai	- 		-	- 	-	-	-		- 	- 	. .	-	
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	120

Months of Inventory

Percent Change from Prior Year

Percent Change from Prior Year

	20												
Filters Used													
State: VT County: Addison County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	15												
,	10												
	5												
	0												
	May		Jul '17	Aug	Sep '17	Oct '17	Nov	Dec	Jan	Feb	Mar	Apr	Ma
	'17	'17	1/	'17	1/	1/	'17	'17	'18	'18	'18	'18	'1
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	12





5%

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

10%	

	0												
	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	8%
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	5%
Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-3%

Active/Pending/Sold Units

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

200

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

0												
n												
0												
•												
May	Jun	Jul	Aug '17	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr '18	Ma '18
и Мау	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	Ма '1
•	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	Ma



Active Pending

Sold



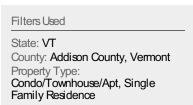
Current Year

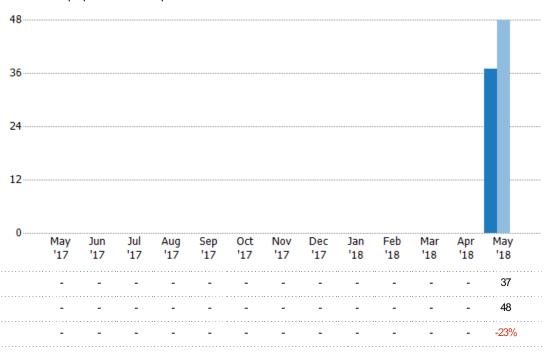
Prior Year

Market Data Report

New Pending Sales

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



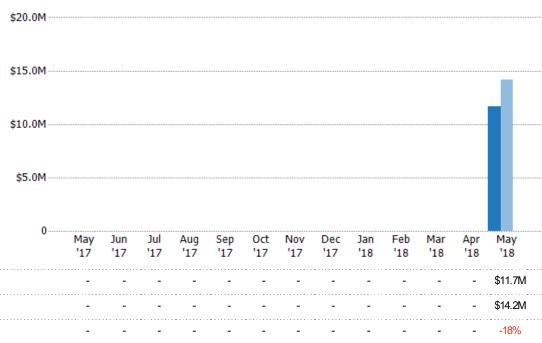


New Pending Sales Volume

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





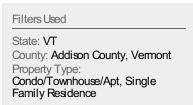
Current Year

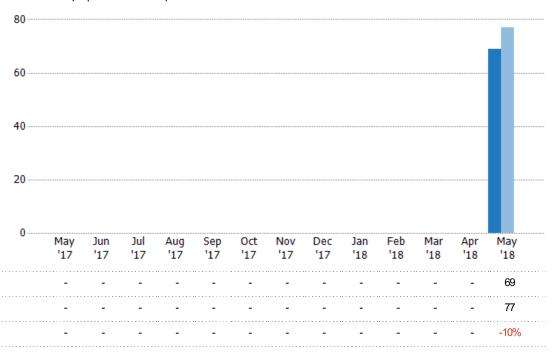
Percent Change from Prior Year



Pending Sales

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





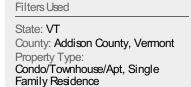
Pending Sales Volume

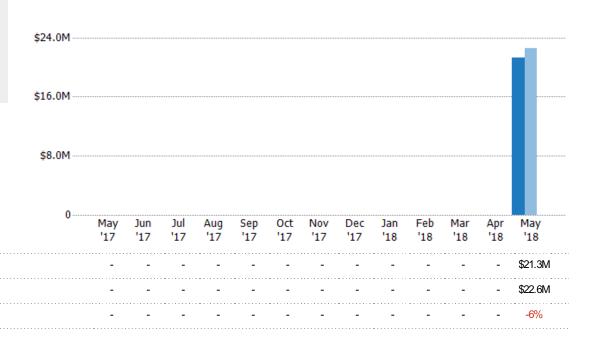
Percent Change from Prior Year

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



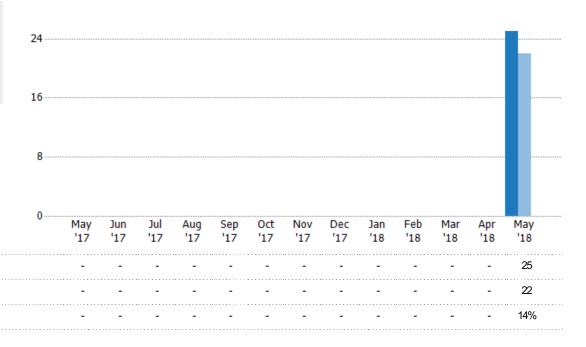


Closed Sales

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

Filters Used

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



Closed Sales Volume

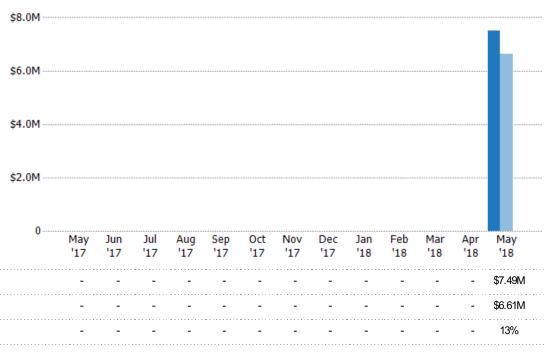
Percent Change from Prior Year

Current Year

Prior Year

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

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.

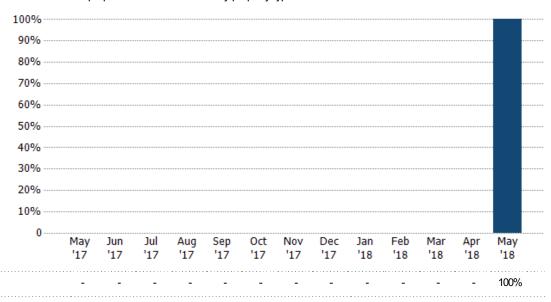


State: VT

County: Addison County, Vermont

Property Type: Condo/Townhouse/Apt, Single

Family Residence



Average Sales Price

Family Residence

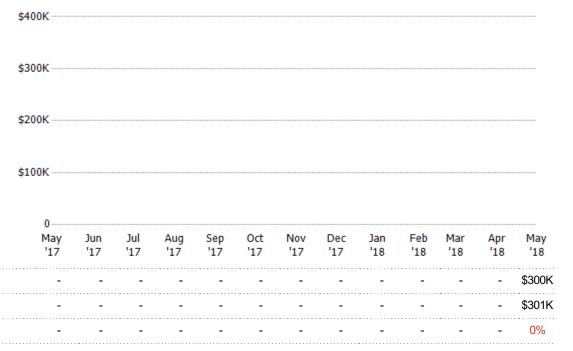
Current Year Prior Year

Percent Change from Prior Year

Single Family Residence

The average 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









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

\$300K	
\$225K	
\$150K	
\$75K	

May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18
 -	-	-	-	-	-	-		-			-	\$291K
 -	-	-	-	-	-	-	-	-	-	-	-	\$259K

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

100K	
300K	
200K	
.00K	

	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18
Avg List Price	-	-	-	-	-	-	-	-	-	-	-	-	\$315K
Avg Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$300K
Avg Sales Price as a % of Avg List Price	-	-	-	-	-	-	-	-	-	-	-	-	95%







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

\$300K	
\$225K	
\$150K	
\$75K	

Jan		Dec		Oct	Sep	Aua	Jul	Jun	Mav
'18	'17 '1	'17	Nov '17	'17	'17	'17	'17	'17	'17
-	-	-	- -	-	- -	-	- -		- -
	- 	- -	- 	- - -	- 	- -	- 	- 	- -

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.

¢400K

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

Med Sales Price as a % of Med List Price

71000	
\$300K	
\$200K	
\$100K	

	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	
Avg Est Value	-	-	-	-	-	-	-	-	_	-	-	-	\$248K	
Avg Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$315K	
Avg Sales Price as a % of Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	127%	







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

JIV.							
0K	 •••••						
'5K	 		 	 	 	 	
75K	 				 		
0	 	Aug '17	 	 	 	 	



