

Summary of Key Listing and Sales Metrics

A summary of the key metrics selected to be included in the report. MLS sources where licensed.

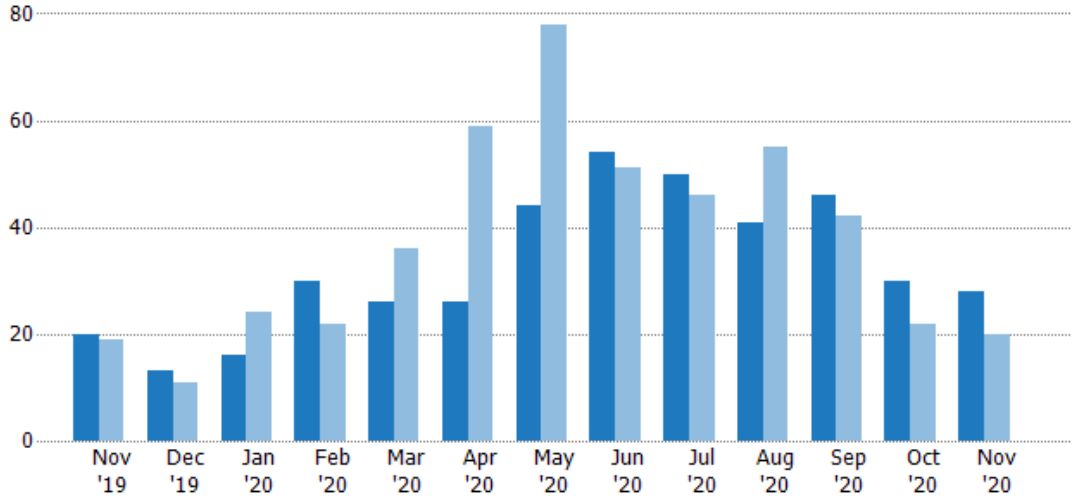
Key Metrics	Nov 2020	Nov 2019	+ / -	YTD 2020	YTD 2019	+ / -
Listing Activity Charts Metrics						
New Listing Count	28	20	+40%	391	455	-14.1%
New Listing Volume	\$10,854,695	\$6,098,900	+78%	\$149,676,721	\$144,048,796	+3.9%
Active Listing Count	89	192	-53.6%	N/A	N/A	
Active Listing Volume	\$43,291,267	\$71,551,529	-39.5%	N/A	N/A	
Average Listing Price	\$486,419	\$372,664	+30.5%	\$417,624	\$381,669	+9.4%
Median Listing Price	\$389,000	\$278,500	+39.7%	\$325,991	\$285,577	+14.2%
Median Days in RPR	82	144.5	-43.3%	119.84	132.27	-9.4%
Months of Inventory	2.1	5.8	-64.4%	4.5	8.1	-44.3%
Absorption Rate	48.31%	17.19%	+31.1%	22.21%	12.37%	+9.8%
Sales Activity Charts Metrics						
New Pending Sales Count	29	24	+20.8%	440	412	+6.8%
New Pending Sales Volume	\$9,036,900	\$6,392,700	+41.4%	\$149,611,061	\$123,063,150	+21.6%
Pending Sales Count	60	40	+50%	N/A	N/A	
Pending Sales Volume	\$21,035,500	\$10,579,500	+98.8%	N/A	N/A	
Closed Sales Count	30	26	+15.4%	318	321	-0.9%
Closed Sales Volume	\$11,075,500	\$7,064,305	+56.8%	\$99,401,864	\$92,625,130	+7.3%
Average Sales Price	\$369,183	\$271,704	+35.9%	\$312,584	\$288,552	+8.3%
Median Sales Price	\$361,000	\$240,500	+50.1%	\$283,931	\$262,097	+8.3%

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



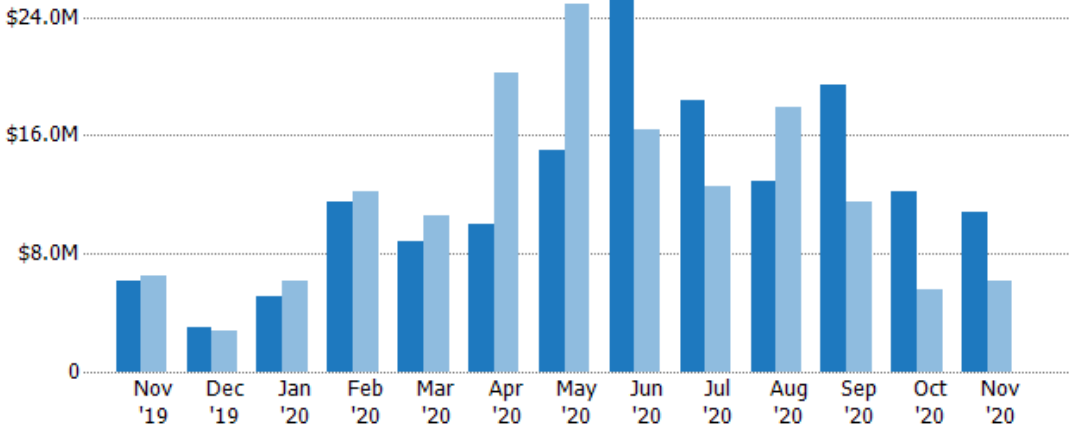
	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20
Current Year	20	13	16	30	26	26	44	54	50	41	46	30	28
Prior Year	19	11	24	22	36	59	78	51	46	55	42	22	20
Percent Change from Prior Year	5%	18%	-33%	36%	-28%	-56%	-44%	6%	9%	-25%	10%	36%	40%

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



	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20
Current Year	\$6.1M	\$2.99M	\$5.14M	\$11.5M	\$8.77M	\$10M	\$14.9M	\$25.7M	\$18.4M	\$12.9M	\$19.4M	\$12.1M	\$10.9M
Prior Year	\$6.53M	\$2.72M	\$6.13M	\$12.2M	\$10.6M	\$20.2M	\$24.9M	\$16.3M	\$12.5M	\$18M	\$11.5M	\$5.59M	\$6.1M
Percent Change from Prior Year	-7%	10%	-16%	-6%	-17%	-51%	-40%	57%	47%	-28%	69%	117%	78%

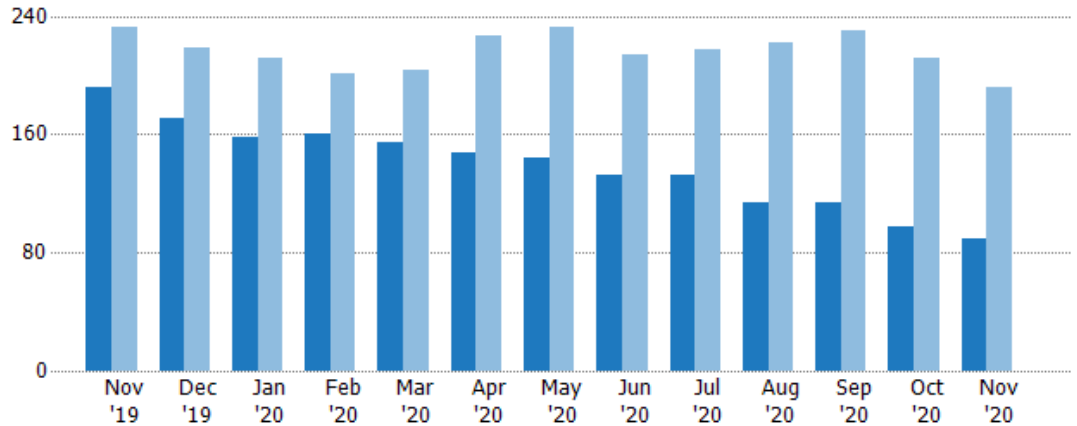
Active Listings

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.
Nov '20	89	-53.6%
Nov '19	192	-17.2%
Nov '18	232	-1.7%



Current Year	192	171	158	160	155	148	144	133	132	114	114	98	89
Prior Year	232	219	211	201	203	227	233	214	217	222	230	211	192
Percent Change from Prior Year	-17%	-22%	-25%	-20%	-24%	-35%	-38%	-38%	-39%	-49%	-50%	-54%	-54%

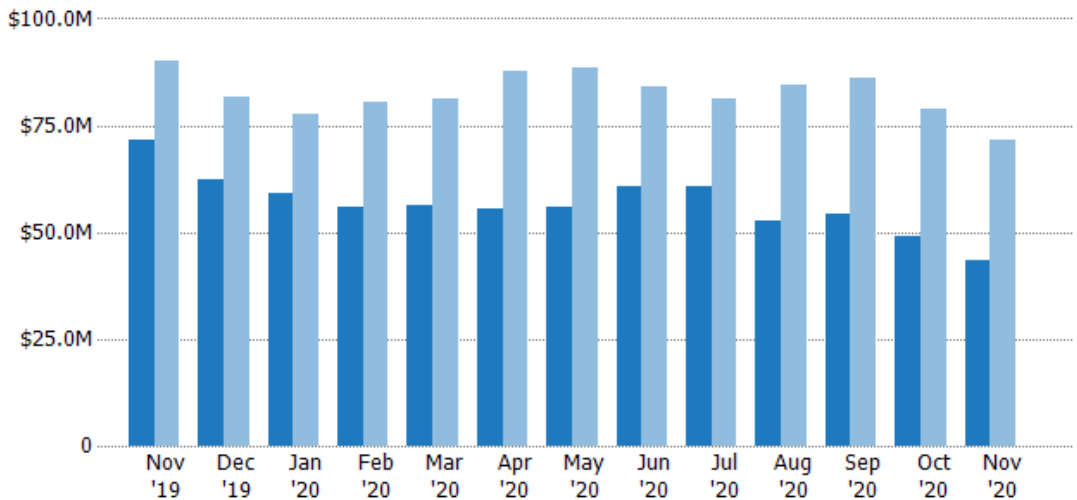
Active Listing Volume

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.
Nov '20	\$43.3M	-39.5%
Nov '19	\$71.6M	-20.7%
Nov '18	\$90.2M	-12.3%



Current Year	\$71.6M	\$62.2M	\$59.1M	\$56.1M	\$56.1M	\$55.6M	\$55.7M	\$60.8M	\$60.8M	\$52.8M	\$54.2M	\$48.9M	\$43.3M
Prior Year	\$90.2M	\$81.8M	\$77.7M	\$80.4M	\$81.1M	\$87.7M	\$88.3M	\$83.9M	\$81.2M	\$84.6M	\$85.9M	\$78.6M	\$71.6M
Percent Change from Prior Year	-21%	-24%	-24%	-30%	-31%	-37%	-37%	-28%	-25%	-38%	-37%	-38%	-39%

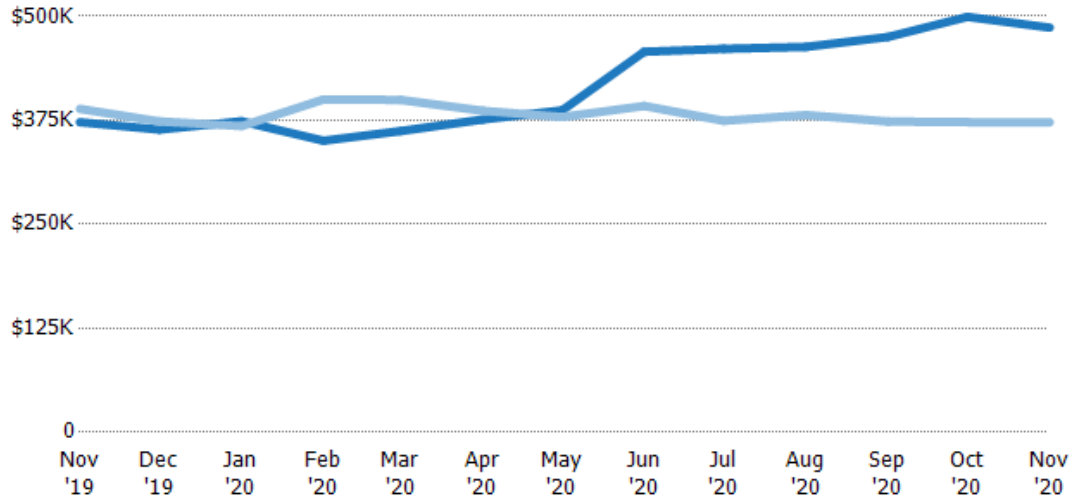
Average Listing Price

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.
Nov '20	\$486K	30.5%
Nov '19	\$373K	-4.1%
Nov '18	\$389K	-10.8%



Current Year	\$373K	\$364K	\$374K	\$350K	\$362K	\$376K	\$387K	\$457K	\$461K	\$463K	\$475K	\$499K	\$486K
Prior Year	\$389K	\$374K	\$368K	\$400K	\$399K	\$386K	\$379K	\$392K	\$374K	\$381K	\$374K	\$373K	\$373K
Percent Change from Prior Year	-4%	-3%	2%	-12%	-9%	-3%	2%	17%	23%	21%	27%	34%	31%

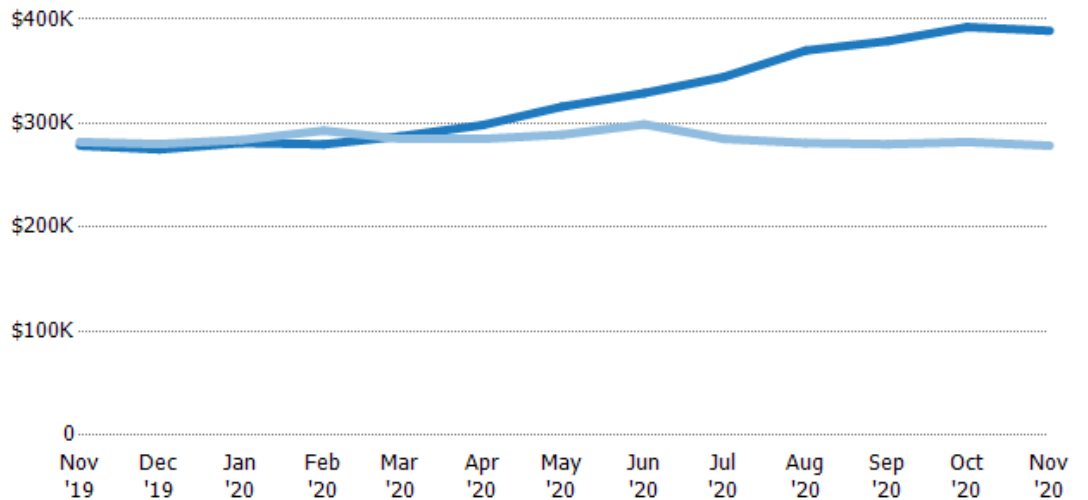
Median Listing Price

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.
Nov '20	\$389K	39.7%
Nov '19	\$279K	-1.2%
Nov '18	\$282K	0.2%



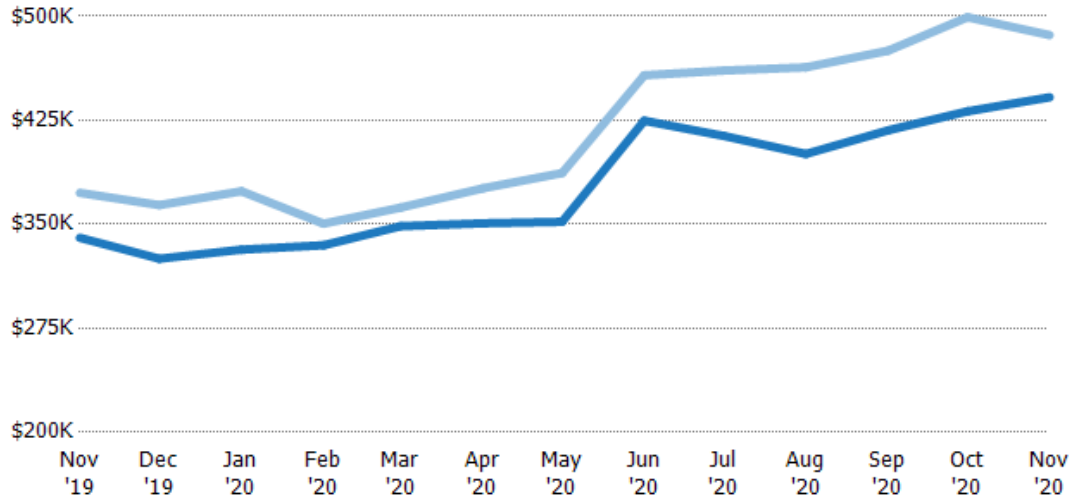
Current Year	\$279K	\$275K	\$281K	\$280K	\$288K	\$298K	\$316K	\$329K	\$344K	\$370K	\$379K	\$393K	\$389K
Prior Year	\$282K	\$280K	\$284K	\$293K	\$285K	\$285K	\$289K	\$299K	\$285K	\$281K	\$280K	\$282K	\$279K
Percent Change from Prior Year	-1%	-2%	-1%	-4%	1%	5%	9%	10%	21%	32%	35%	39%	40%

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



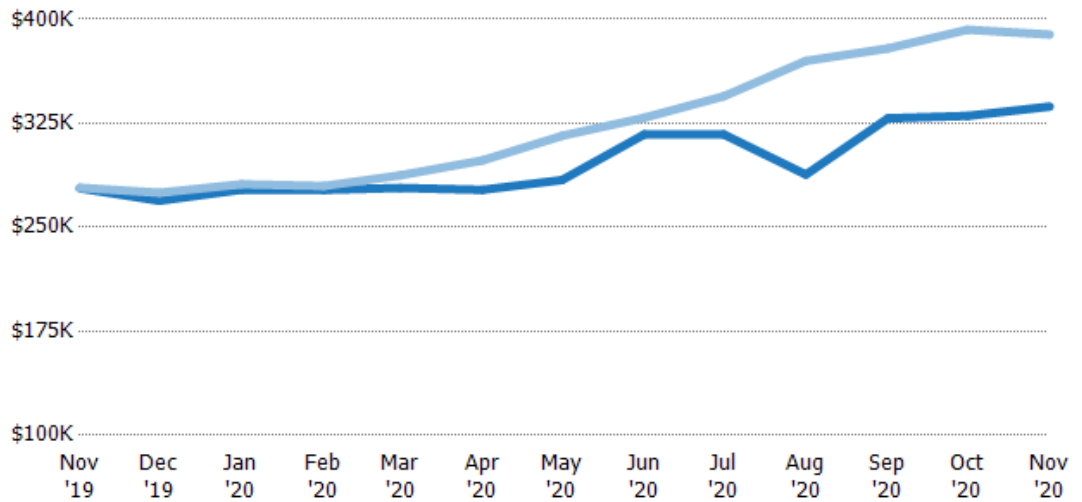
	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20
Avg Est Value	\$340K	\$325K	\$332K	\$335K	\$349K	\$351K	\$352K	\$425K	\$414K	\$401K	\$418K	\$431K	\$442K
Avg Listing Price	\$373K	\$364K	\$374K	\$350K	\$362K	\$376K	\$387K	\$457K	\$461K	\$463K	\$475K	\$499K	\$486K
Avg Listing Price as a % of Avg Est Value	110%	112%	113%	105%	104%	107%	110%	108%	111%	116%	114%	116%	110%

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



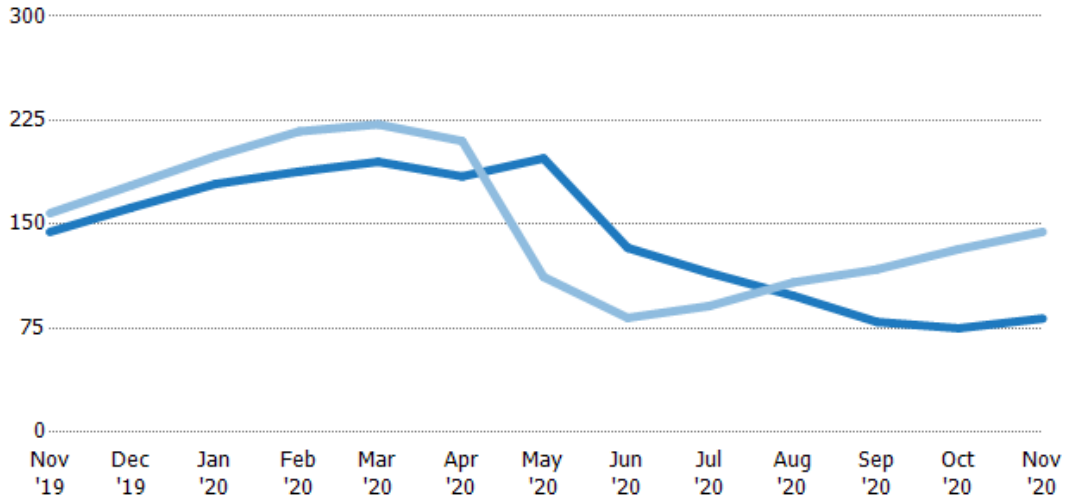
	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20
Median Est Value	\$278K	\$269K	\$277K	\$277K	\$278K	\$277K	\$284K	\$317K	\$317K	\$288K	\$329K	\$330K	\$337K
Median Listing Price	\$279K	\$275K	\$281K	\$280K	\$288K	\$298K	\$316K	\$329K	\$344K	\$370K	\$379K	\$393K	\$389K
Med Listing Price as a % of Med Est Value	100%	102%	101%	101%	103%	108%	111%	104%	109%	128%	115%	119%	115%

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



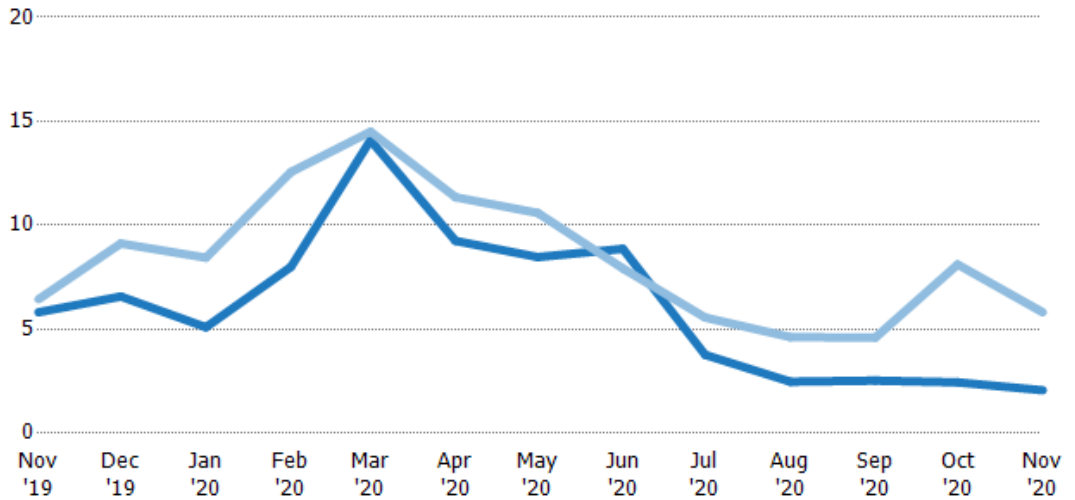
	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20
Current Year	145	162	179	188	195	185	198	133	115	98.5	79.5	75	82
Prior Year	158	178	199	217	222	210	112	82.5	91	108	118	132	145
Percent Change from Prior Year	-9%	-9%	-10%	-13%	-12%	-12%	76%	61%	26%	-9%	-32%	-43%	-43%

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



	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20
Current Year	5.82	6.58	5.1	8	14.1	9.25	8.47	8.87	3.77	2.48	2.53	2.45	2.07
Prior Year	6.44	9.13	8.44	12.6	14.5	11.4	10.6	7.93	5.56	4.63	4.6	8.12	5.82
Percent Change from Prior Year	-10%	-28%	-40%	-36%	-3%	-19%	-20%	12%	-32%	-46%	-45%	-70%	-64%

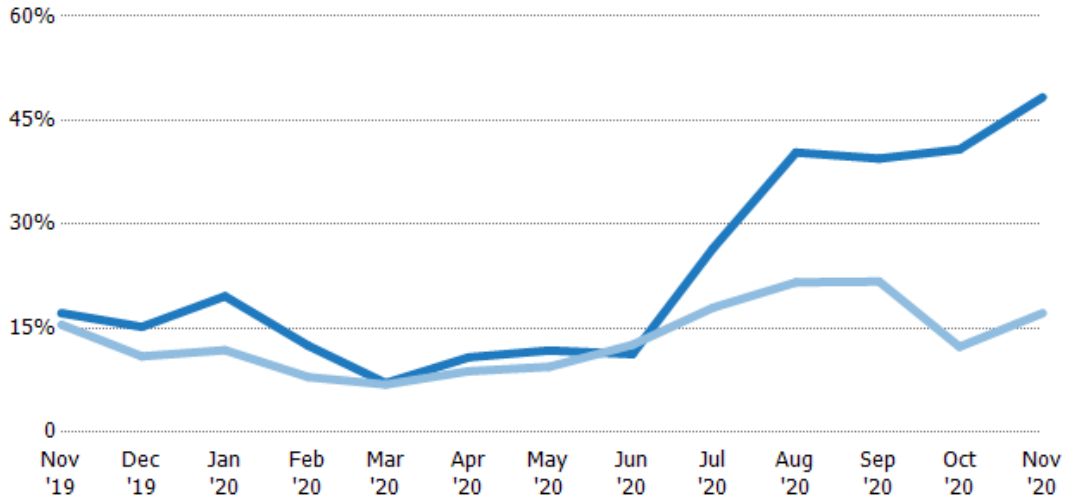
Absorption Rate

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.
Nov '20	48%	-31.1%
Nov '19	17%	-1.7%
Nov '18	16%	-12.4%



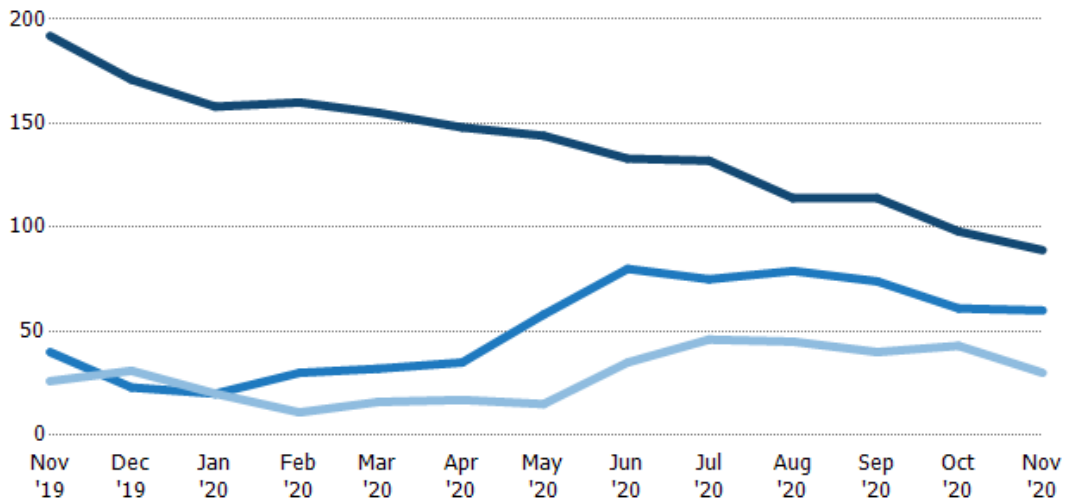
Current Year	17%	15%	20%	13%	7%	11%	12%	11%	27%	40%	39%	41%	48%
Prior Year	16%	11%	12%	8%	7%	9%	9%	13%	18%	22%	22%	12%	17%
Change from Prior Year	-2%	-4%	-8%	-5%	0%	-2%	-2%	1%	-9%	-19%	-18%	-28%	-31%

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



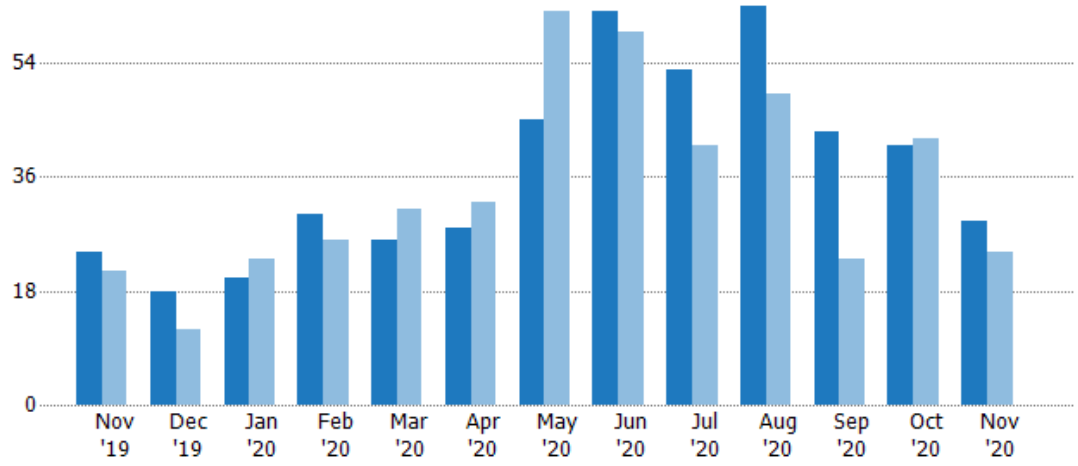
Active	192	171	158	160	155	148	144	133	132	114	114	98	89
Pending	40	23	20	30	32	35	58	80	75	79	74	61	60
Sold	26	31	20	11	16	17	15	35	46	45	40	43	30

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



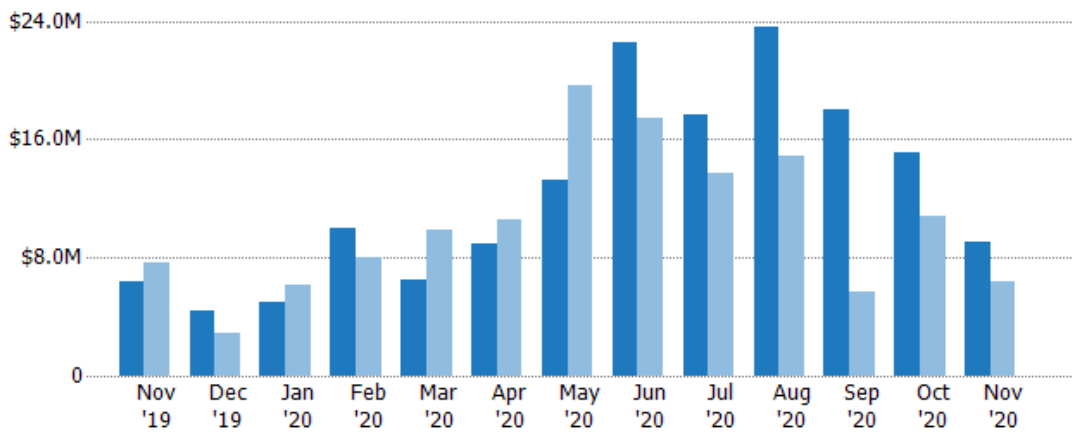
	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20
Current Year	24	18	20	30	26	28	45	62	53	63	43	41	29
Prior Year	21	12	23	26	31	32	62	59	41	49	23	42	24
Percent Change from Prior Year	14%	50%	-13%	15%	-16%	-13%	-27%	5%	29%	29%	87%	-2%	21%

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



	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20
Current Year	\$6.39M	\$4.37M	\$4.93M	\$10M	\$6.5M	\$8.94M	\$13.2M	\$22.5M	\$17.7M	\$23.6M	\$18.1M	\$15.1M	\$9.04M
Prior Year	\$7.67M	\$2.88M	\$6.14M	\$7.95M	\$9.84M	\$10.6M	\$19.7M	\$17.4M	\$13.7M	\$14.9M	\$5.64M	\$10.8M	\$6.39M
Percent Change from Prior Year	-17%	52%	-20%	26%	-34%	-16%	-33%	29%	29%	58%	220%	40%	41%

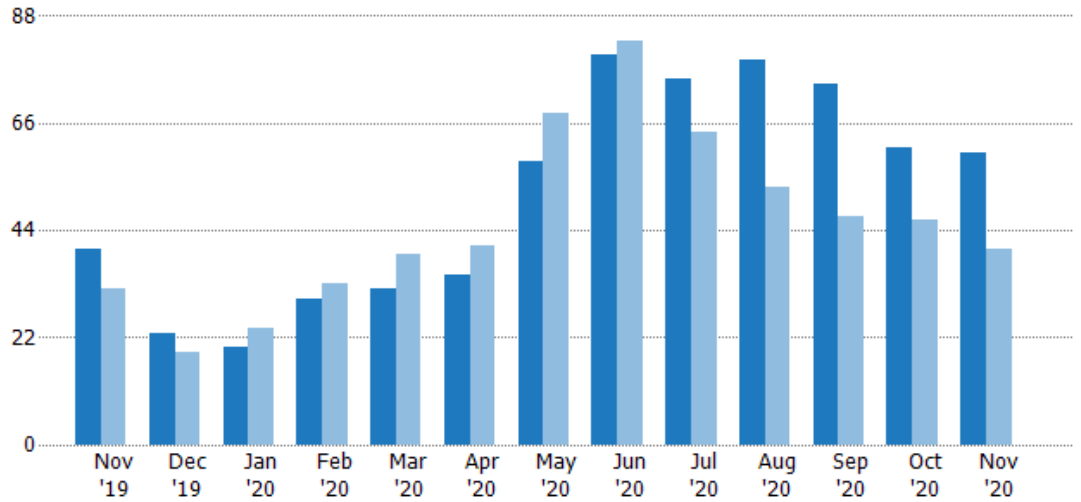
Pending Sales

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.
Nov '20	60	50%
Nov '19	40	25%
Nov '18	32	-3.1%



	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20
Current Year	40	23	20	30	32	35	58	80	75	79	74	61	60
Prior Year	32	19	24	33	39	41	68	83	64	53	47	46	40
Percent Change from Prior Year	25%	21%	-17%	-9%	-18%	-15%	-15%	-4%	17%	49%	57%	33%	50%

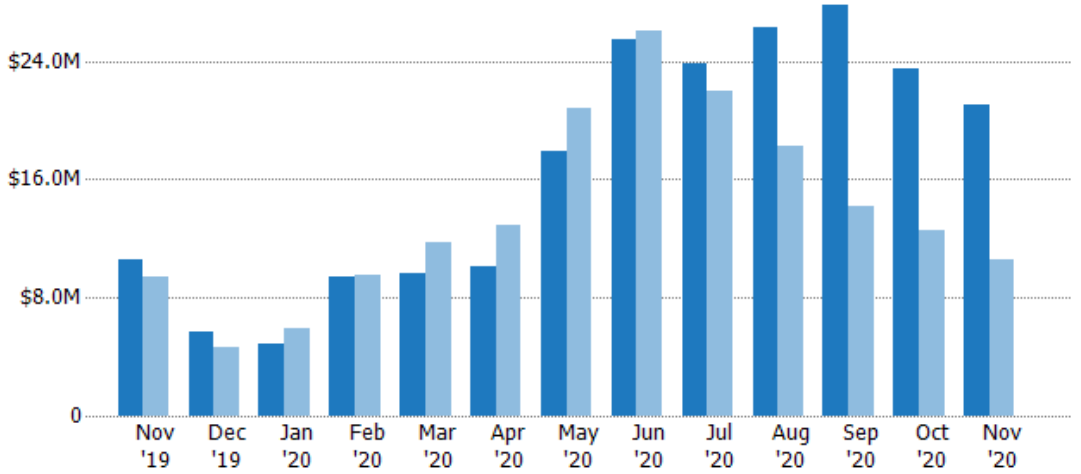
Pending Sales Volume

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.
Nov '20	\$21M	98.8%
Nov '19	\$10.6M	12.4%
Nov '18	\$9.41M	-3.7%



	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20
Current Year	\$10.6M	\$5.7M	\$4.81M	\$9.43M	\$9.6M	\$10M	\$17.9M	\$25.4M	\$23.8M	\$26.2M	\$27.8M	\$23.5M	\$21M
Prior Year	\$9.41M	\$4.62M	\$5.89M	\$9.54M	\$11.8M	\$12.9M	\$20.8M	\$26.1M	\$22M	\$18.3M	\$14.2M	\$12.5M	\$10.6M
Percent Change from Prior Year	12%	23%	-18%	-1%	-18%	-22%	-14%	-3%	8%	43%	96%	87%	99%

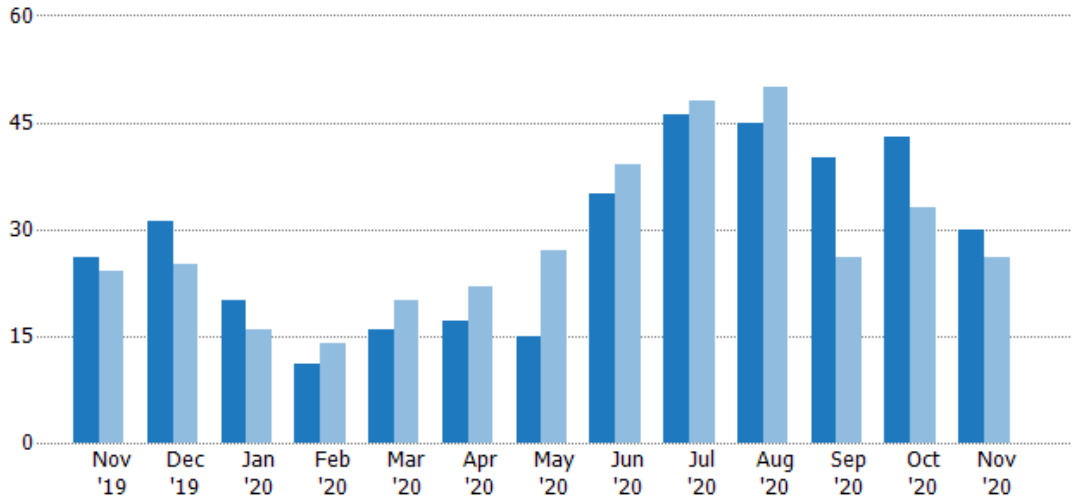
Closed Sales

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.
Nov '20	30	15.4%
Nov '19	26	8.3%
Nov '18	24	33.3%



Current Year	26	31	20	11	16	17	15	35	46	45	40	43	30
Prior Year	24	25	16	14	20	22	27	39	48	50	26	33	26
Percent Change from Prior Year	8%	24%	25%	-21%	-20%	-23%	-44%	-10%	-4%	-10%	54%	30%	15%

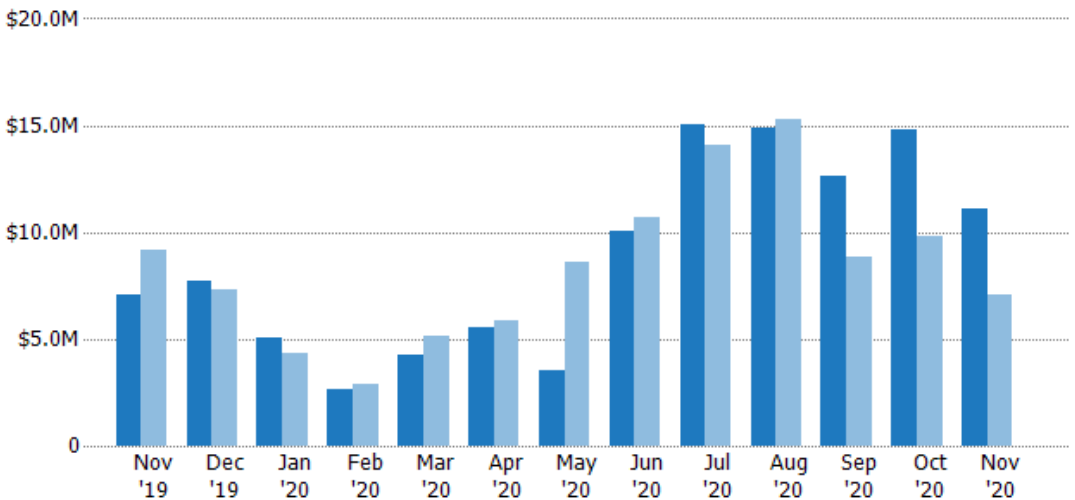
Closed Sales Volume

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.
Nov '20	\$11.1M	56.8%
Nov '19	\$7.06M	-22.8%
Nov '18	\$9.15M	17.1%



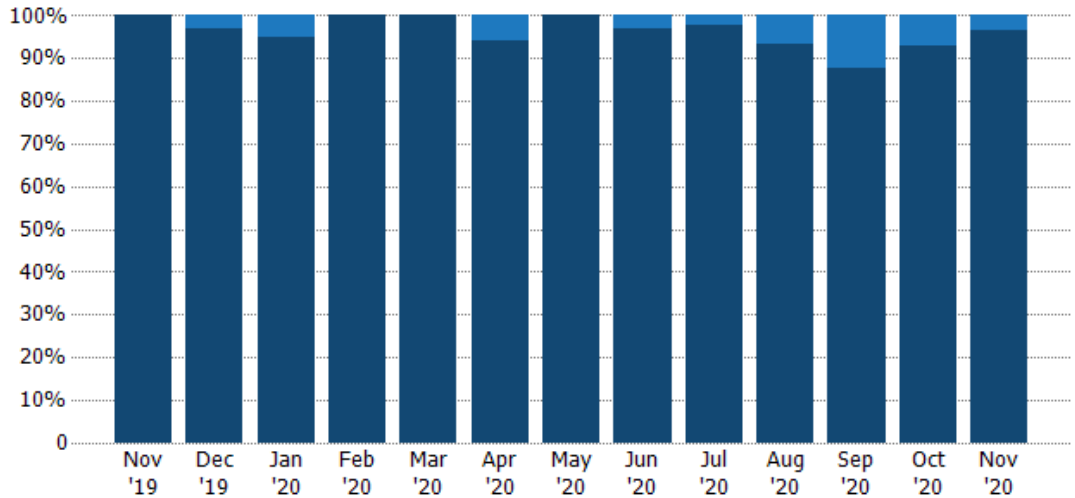
Current Year	\$7.06M	\$7.7M	\$5.03M	\$2.61M	\$4.23M	\$5.58M	\$3.51M	\$10.1M	\$15M	\$14.9M	\$12.6M	\$14.8M	\$11.1M
Prior Year	\$9.15M	\$7.33M	\$4.32M	\$2.92M	\$5.13M	\$5.83M	\$8.61M	\$10.7M	\$14M	\$15.3M	\$8.86M	\$9.83M	\$7.06M
Percent Change from Prior Year	-23%	5%	16%	-11%	-17%	-4%	-59%	-6%	7%	-3%	42%	50%	57%

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



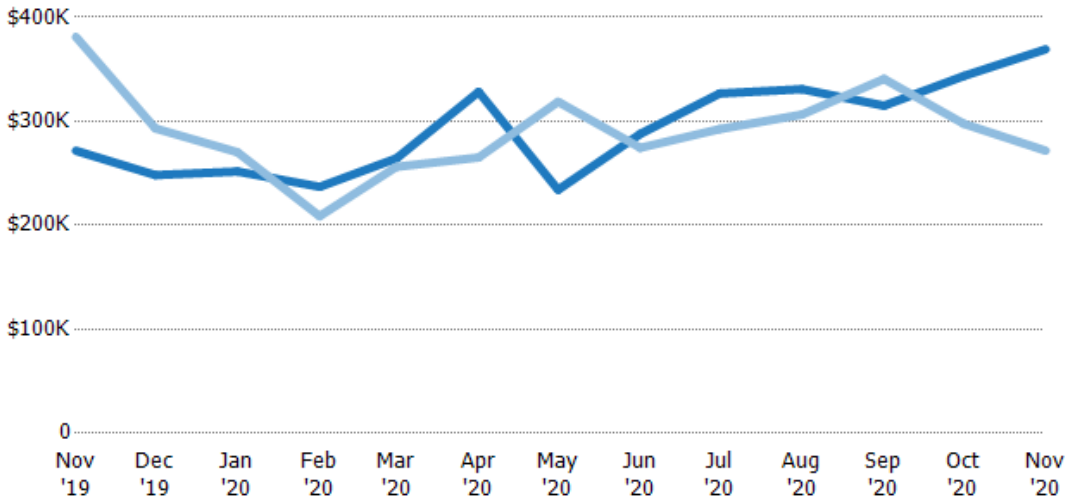
Property Type	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20
Condo/Townhouse	-	3%	5%	-	-	6%	-	3%	2%	7%	13%	7%	3%
Single Family Residence	100%	97%	95%	100%	100%	94%	100%	97%	98%	93%	88%	93%	97%

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.
Nov '20	\$369K	35.9%
Nov '19	\$272K	-28.7%
Nov '18	\$381K	-12.1%

Property Type	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20
Current Year	\$272K	\$248K	\$252K	\$237K	\$264K	\$328K	\$234K	\$288K	\$327K	\$331K	\$315K	\$343K	\$369K
Prior Year	\$381K	\$293K	\$270K	\$209K	\$256K	\$265K	\$319K	\$274K	\$292K	\$306K	\$341K	\$298K	\$272K
Percent Change from Prior Year	-29%	-15%	-7%	14%	3%	24%	-27%	5%	12%	8%	-8%	15%	36%

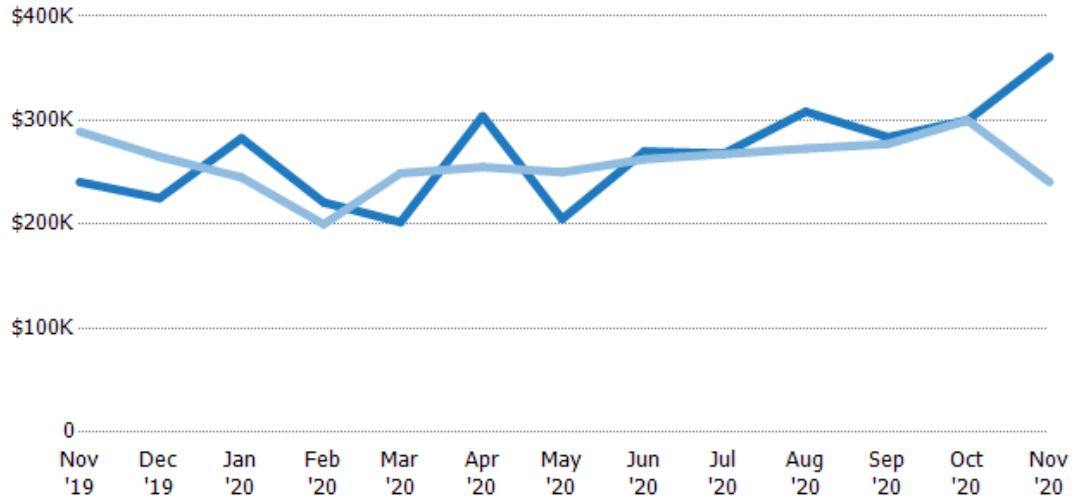
Median Sales Price

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.
Nov '20	\$361K	50.1%
Nov '19	\$241K	-16.8%
Nov '18	\$289K	-3.1%



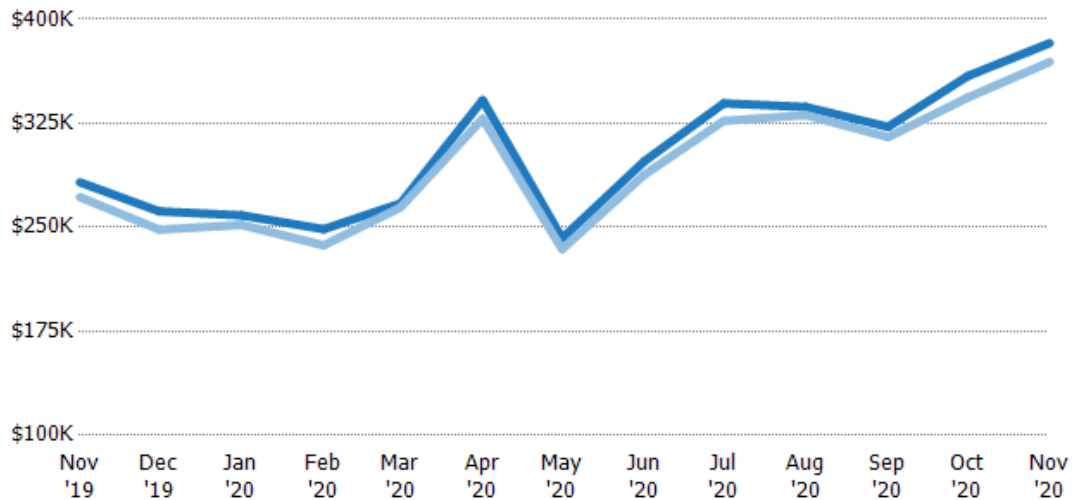
Current Year	\$241K	\$225K	\$283K	\$221K	\$202K	\$304K	\$205K	\$270K	\$268K	\$308K	\$284K	\$300K	\$361K
Prior Year	\$289K	\$265K	\$245K	\$200K	\$249K	\$255K	\$250K	\$263K	\$268K	\$273K	\$277K	\$300K	\$241K
Percent Change from Prior Year	-17%	-15%	15%	11%	-19%	19%	-18%	3%	0%	13%	2%	0%	50%

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



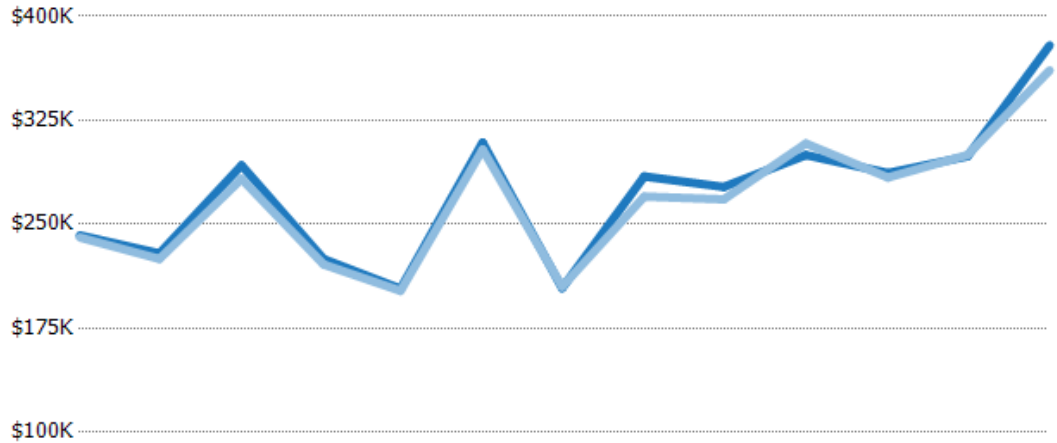
Avg List Price	\$282K	\$261K	\$259K	\$249K	\$267K	\$342K	\$242K	\$298K	\$339K	\$337K	\$322K	\$359K	\$383K
Avg Sales Price	\$272K	\$248K	\$252K	\$237K	\$264K	\$328K	\$234K	\$288K	\$327K	\$331K	\$315K	\$343K	\$369K
Avg Sales Price as a % of Avg List Price	96%	95%	97%	95%	99%	96%	97%	97%	96%	98%	98%	96%	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



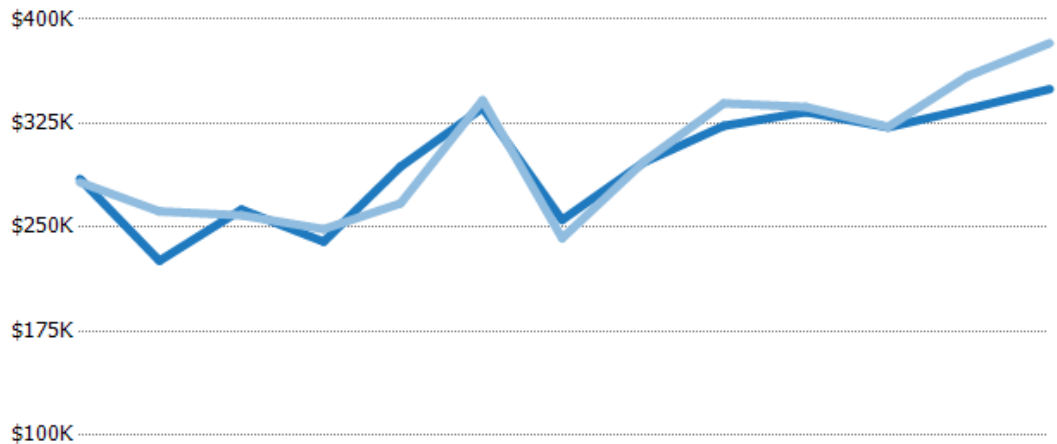
	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20
Median List Price	\$242K	\$229K	\$293K	\$225K	\$204K	\$309K	\$204K	\$285K	\$277K	\$300K	\$287K	\$299K	\$379K
Median Sales Price	\$241K	\$225K	\$283K	\$221K	\$202K	\$304K	\$205K	\$270K	\$268K	\$308K	\$284K	\$300K	\$361K
Med Sales Price as a % of Med List Price	99%	98%	97%	98%	99%	98%	100%	95%	97%	103%	99%	100%	95%

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



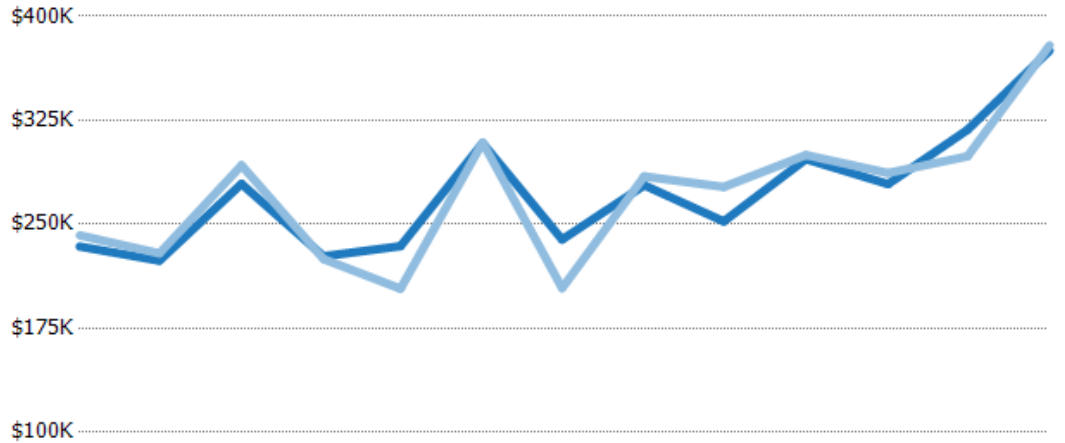
	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20
Avg Est Value	\$285K	\$226K	\$263K	\$240K	\$294K	\$336K	\$255K	\$297K	\$323K	\$333K	\$322K	\$335K	\$350K
Avg Sales Price	\$282K	\$261K	\$259K	\$249K	\$267K	\$342K	\$242K	\$298K	\$339K	\$337K	\$322K	\$359K	\$383K
Avg Sales Price as a % of Avg Est Value	99%	116%	98%	104%	91%	102%	95%	100%	105%	101%	100%	107%	109%

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



	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20
Median Est Value	\$234K	\$224K	\$279K	\$227K	\$234K	\$309K	\$239K	\$278K	\$252K	\$297K	\$279K	\$318K	\$375K
Median Sales Price	\$242K	\$229K	\$293K	\$225K	\$204K	\$309K	\$204K	\$285K	\$277K	\$300K	\$287K	\$299K	\$379K
Med Sales Price as a % of Med Est Value	103%	102%	105%	99%	87%	100%	85%	102%	110%	101%	103%	94%	101%