

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	Dec 2020	Dec 2019	+ / -	YTD 2020	YTD 2019	+ / -
Listing Activity Charts Metrics						
New Listing Count	16	13	+23.1%	416	483	-13.9%
New Listing Volume	\$6,298,700	\$2,992,300	+110.5%	\$160,174,921	\$153,811,396	+4.1%
Active Listing Count	72	177	-59.3%	N/A	N/A	
Active Listing Volume	\$34,055,495	\$65,484,730	-48%	N/A	N/A	
Average Listing Price	\$472,993	\$369,970	+27.8%	\$423,914	\$388,537	+9.1%
Median Listing Price	\$388,500	\$278,000	+39.7%	\$336,868	\$290,397	+16%
Median Days in RPR	108	161	-32.9%	121.42	134.83	-9.9%
Months of Inventory	2.4	6.6	-63.4%	4.3	8.1	-46.6%
Absorption Rate	41.67%	15.25%	+26.4%	23.08%	12.33%	+10.8%
Sales Activity Charts Metrics						
New Pending Sales Count	31	18	+72.2%	478	442	+8.1%
New Pending Sales Volume	\$10,787,100	\$4,367,200	+147%	\$163,279,661	\$132,174,750	+23.5%
Pending Sales Count	53	23	+130.4%	N/A	N/A	
Pending Sales Volume	\$17,934,500	\$5,700,600	+214.6%	N/A	N/A	
Closed Sales Count	31	31	+/-	356	367	-3%
Closed Sales Volume	\$11,802,750	\$7,697,122	+53.3%	\$114,109,614	\$106,568,102	+7.1%
Average Sales Price	\$380,734	\$248,294	+53.3%	\$320,533	\$290,376	+10.4%
Median Sales Price	\$276,000	\$225,000	+22.7%	\$284,823	\$261,059	+9.1%

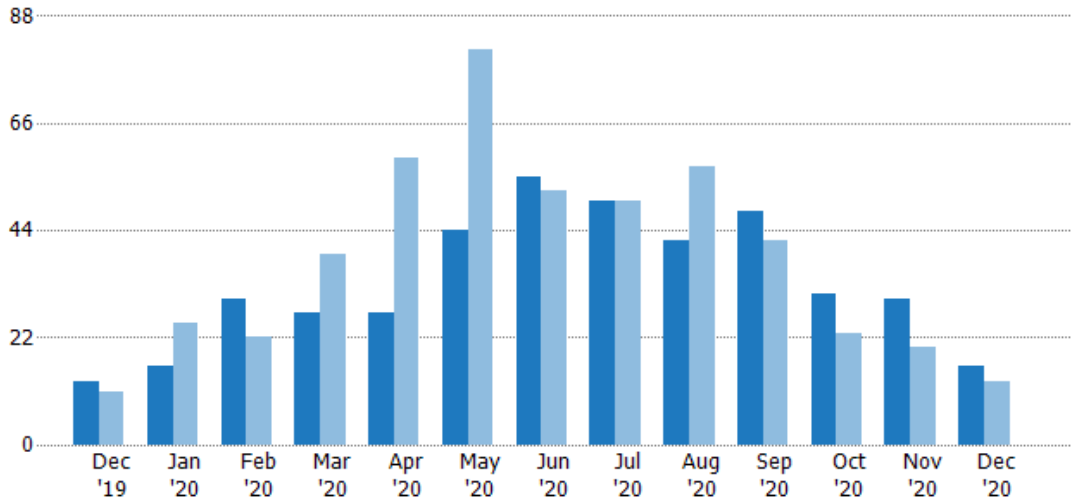
New Listings

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.
Dec '20	16	23.1%
Dec '19	13	18.2%
Dec '18	11	0%



Current Year	13	16	30	27	27	44	55	50	42	48	31	30	16
Prior Year	11	25	22	39	59	81	52	50	57	42	23	20	13
Percent Change from Prior Year	18%	-36%	36%	-31%	-54%	-46%	6%	0%	-26%	14%	35%	50%	23%

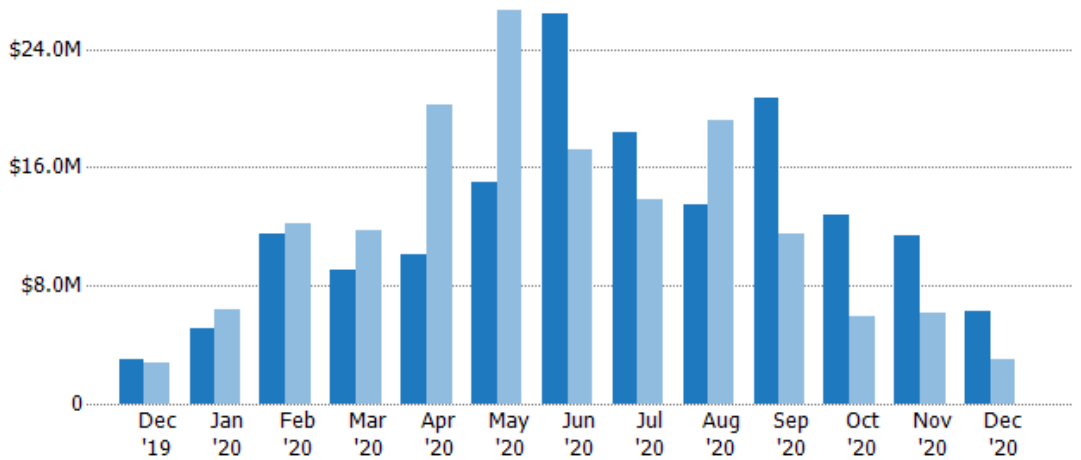
New Listing Volume

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.
Dec '20	\$6.3M	110.5%
Dec '19	\$2.99M	9.9%
Dec '18	\$2.72M	51.2%



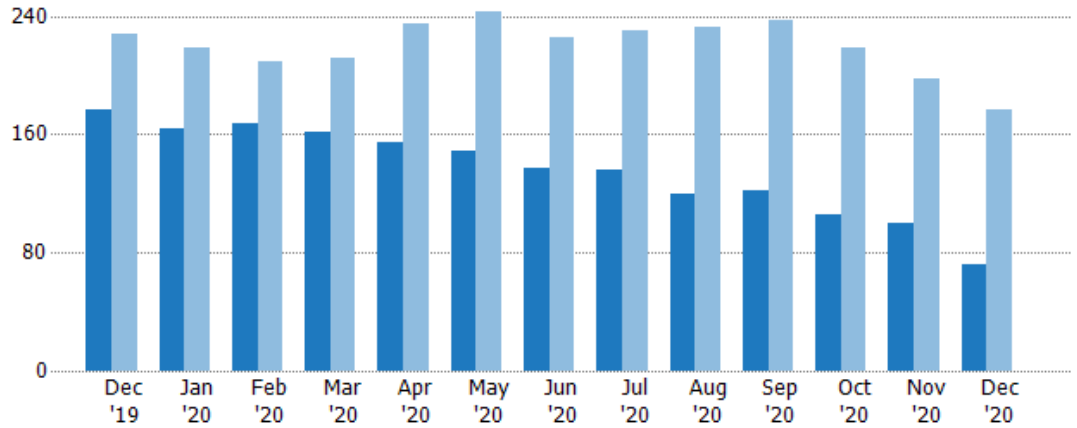
Current Year	\$2.99M	\$5.14M	\$11.5M	\$9.11M	\$10.1M	\$14.9M	\$26.4M	\$18.4M	\$13.4M	\$20.7M	\$12.8M	\$11.4M	\$6.3M
Prior Year	\$2.72M	\$6.35M	\$12.2M	\$11.7M	\$20.2M	\$26.6M	\$17.2M	\$13.8M	\$19.2M	\$11.5M	\$5.94M	\$6.1M	\$2.99M
Percent Change from Prior Year	10%	-19%	-6%	-22%	-50%	-44%	54%	33%	-30%	80%	116%	87%	110%

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



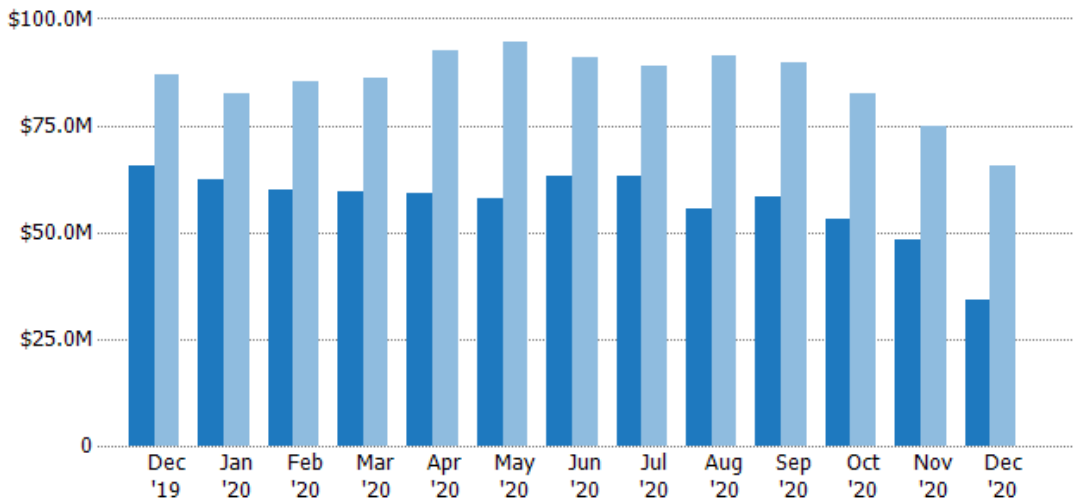
	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20
Current Year	177	164	167	162	155	149	137	136	120	122	106	100	72
Prior Year	228	219	209	212	235	243	225	230	233	237	218	198	177
Percent Change from Prior Year	-22%	-25%	-20%	-24%	-34%	-39%	-39%	-41%	-48%	-49%	-51%	-49%	-59%

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



	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20
Current Year	\$65.5M	\$62.3M	\$60.1M	\$59.5M	\$59M	\$57.8M	\$63.1M	\$63M	\$55.5M	\$58.2M	\$53.2M	\$48.2M	\$34.1M
Prior Year	\$87M	\$82.4M	\$85.2M	\$85.9M	\$92.4M	\$94.6M	\$90.9M	\$89M	\$91.3M	\$89.7M	\$82.4M	\$74.8M	\$65.5M
Percent Change from Prior Year	-25%	-24%	-29%	-31%	-36%	-39%	-31%	-29%	-39%	-35%	-35%	-36%	-48%

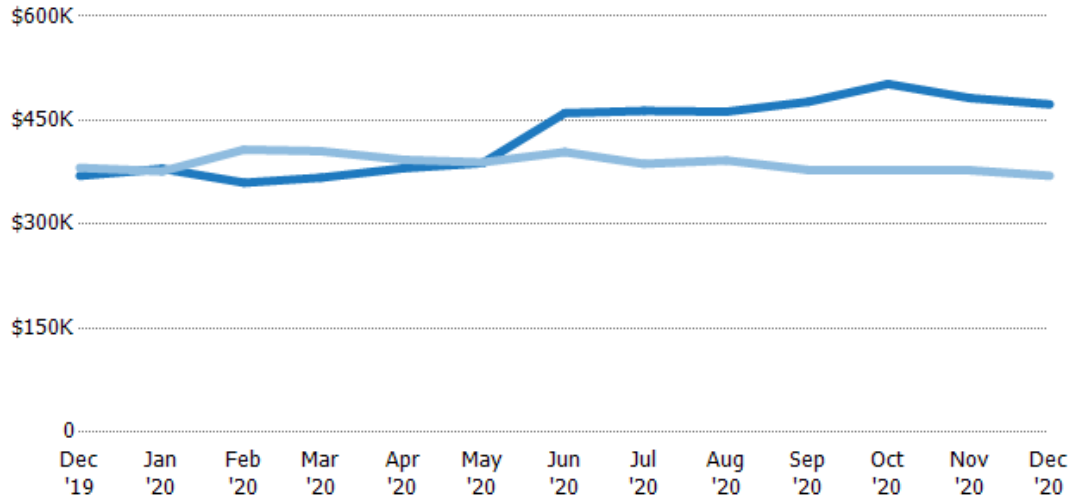
Average Listing Price

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.
Dec '20	\$473K	27.8%
Dec '19	\$370K	-3%
Dec '18	\$381K	-7.8%



Current Year	\$370K	\$380K	\$360K	\$367K	\$381K	\$388K	\$460K	\$464K	\$462K	\$477K	\$502K	\$482K	\$473K
Prior Year	\$381K	\$376K	\$408K	\$405K	\$393K	\$389K	\$404K	\$387K	\$392K	\$378K	\$378K	\$378K	\$370K
Percent Change from Prior Year	-3%	1%	-12%	-9%	-3%	0%	14%	20%	18%	26%	33%	28%	28%

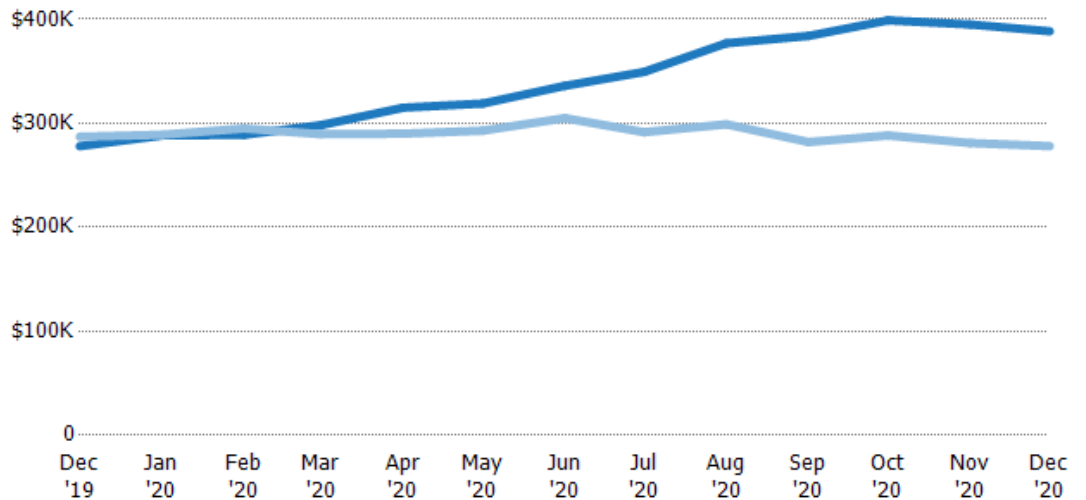
Median Listing Price

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.
Dec '20	\$389K	39.7%
Dec '19	\$278K	-3.1%
Dec '18	\$287K	0.3%



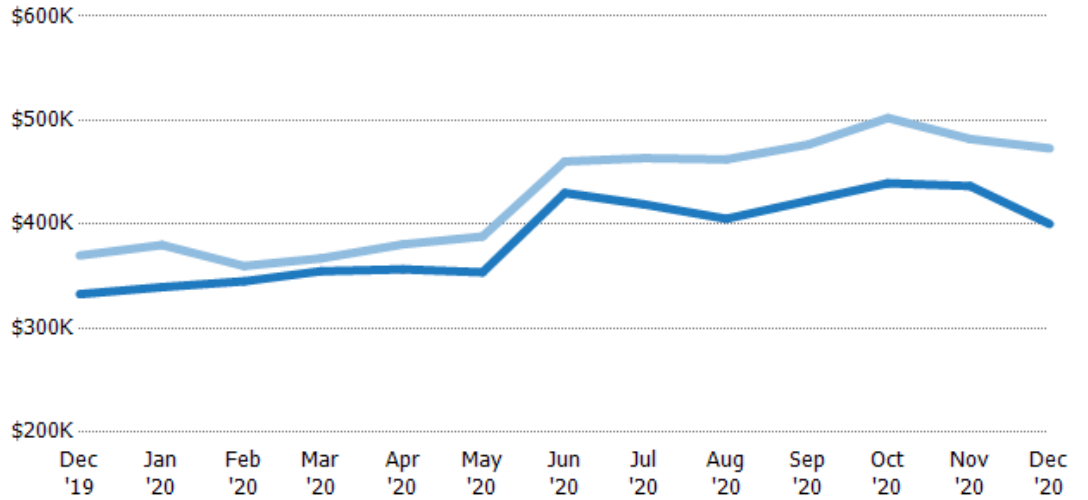
Current Year	\$278K	\$288K	\$289K	\$298K	\$315K	\$319K	\$336K	\$349K	\$377K	\$384K	\$399K	\$395K	\$389K
Prior Year	\$287K	\$289K	\$295K	\$290K	\$290K	\$293K	\$305K	\$291K	\$299K	\$282K	\$288K	\$281K	\$278K
Percent Change from Prior Year	-3%	0%	-2%	3%	9%	9%	10%	20%	26%	36%	38%	41%	40%

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



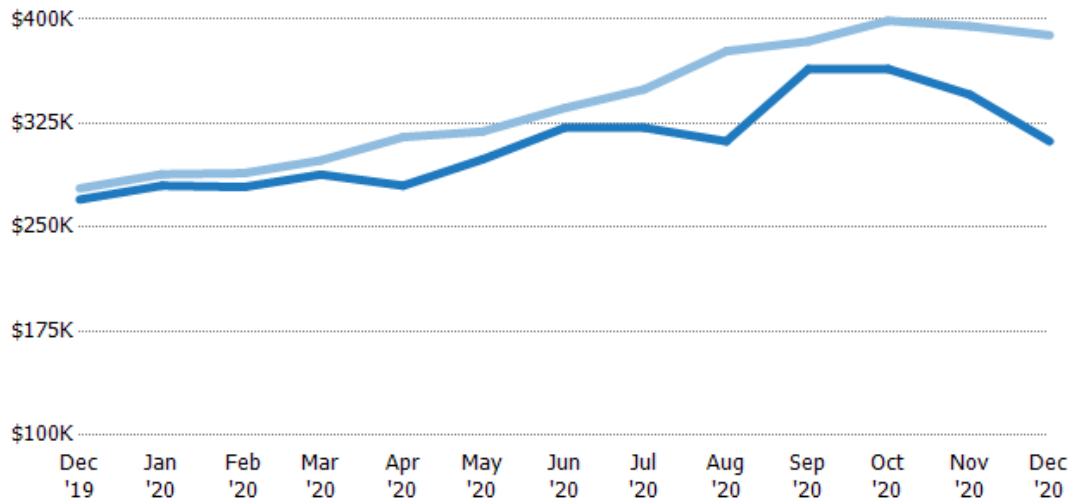
Avg Est Value	\$333K	\$340K	\$345K	\$355K	\$357K	\$354K	\$430K	\$419K	\$405K	\$423K	\$440K	\$437K	\$400K
Avg Listing Price	\$370K	\$380K	\$360K	\$367K	\$381K	\$388K	\$460K	\$464K	\$462K	\$477K	\$502K	\$482K	\$473K
Avg Listing Price as a % of Avg Est Value	111%	112%	104%	103%	107%	110%	107%	111%	114%	113%	114%	110%	118%

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



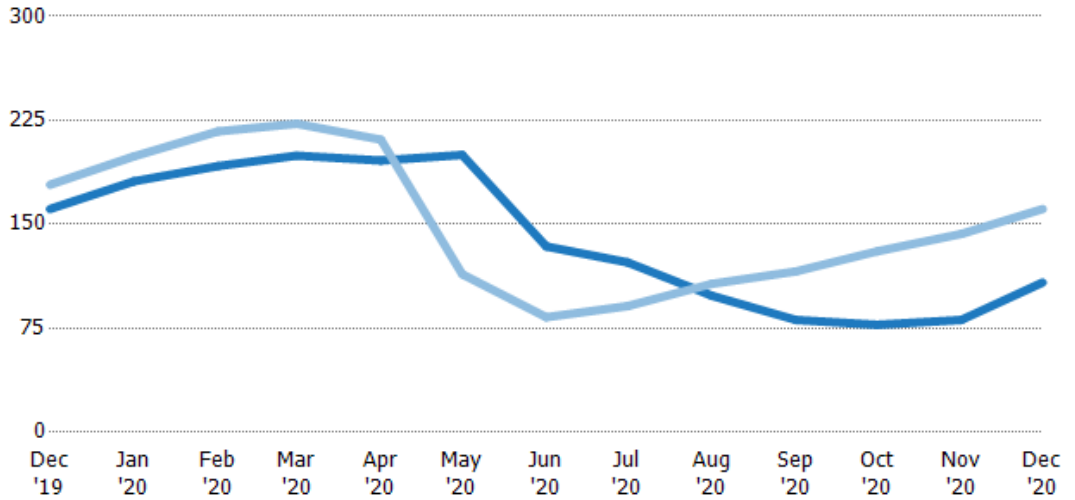
Median Est Value	\$270K	\$280K	\$279K	\$288K	\$280K	\$299K	\$322K	\$322K	\$312K	\$364K	\$364K	\$346K	\$312K
Median Listing Price	\$278K	\$288K	\$289K	\$298K	\$315K	\$319K	\$336K	\$349K	\$377K	\$384K	\$399K	\$395K	\$389K
Med Listing Price as a % of Med Est Value	103%	103%	104%	104%	113%	107%	104%	109%	121%	105%	110%	114%	125%

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



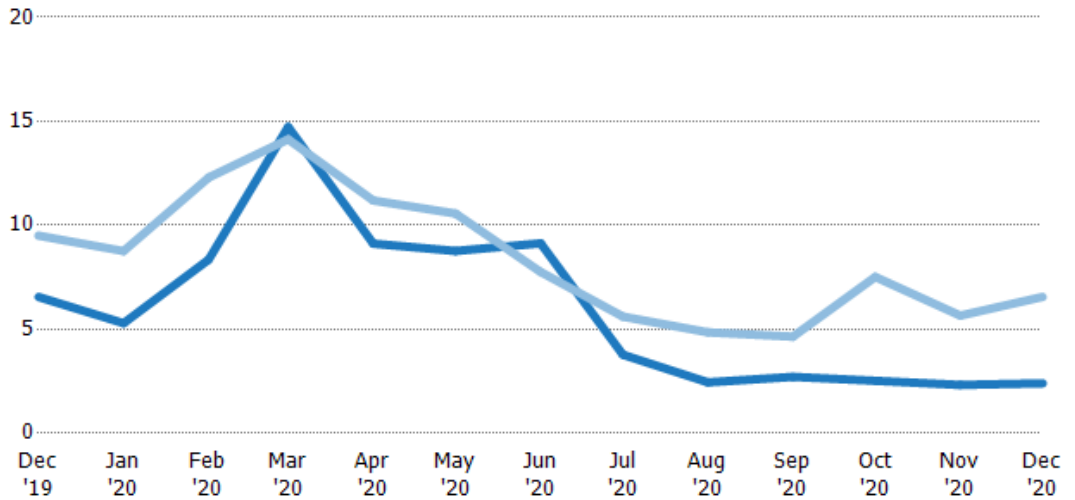
	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20
Current Year	161	181	192	200	196	200	134	123	98.5	81	77.5	81	108
Prior Year	179	199	217	223	211	114	83	91	107	116	131	143	161
Percent Change from Prior Year	-10%	-9%	-12%	-10%	-7%	75%	61%	35%	-8%	-30%	-41%	-43%	-33%

Months of Inventory

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

Filters Used

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



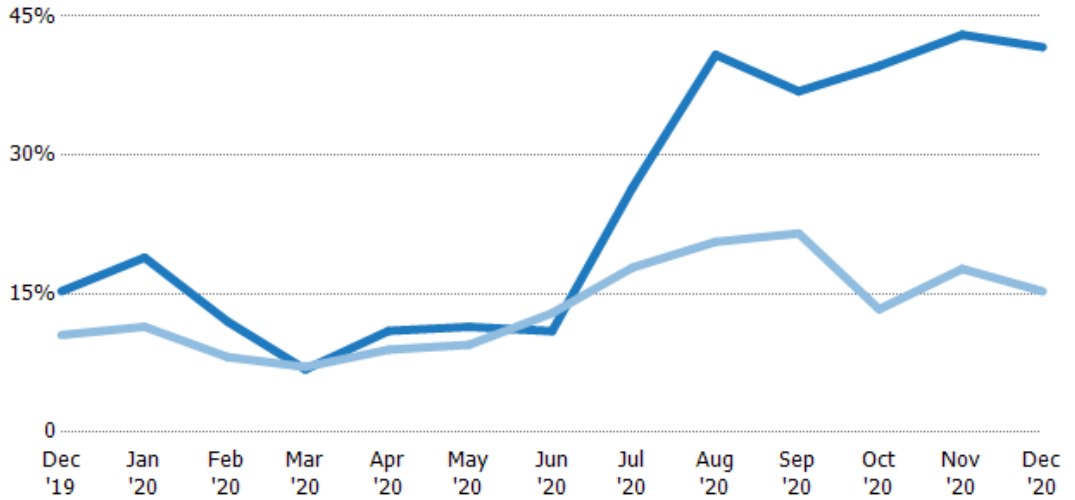
	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20
Current Year	6.56	5.29	8.35	14.7	9.12	8.76	9.13	3.78	2.45	2.71	2.52	2.33	2.4
Prior Year	9.5	8.76	12.3	14.1	11.2	10.6	7.76	5.61	4.85	4.65	7.52	5.66	6.56
Percent Change from Prior Year	-31%	-40%	-32%	4%	-19%	-17%	18%	-33%	-50%	-42%	-66%	-59%	-63%

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



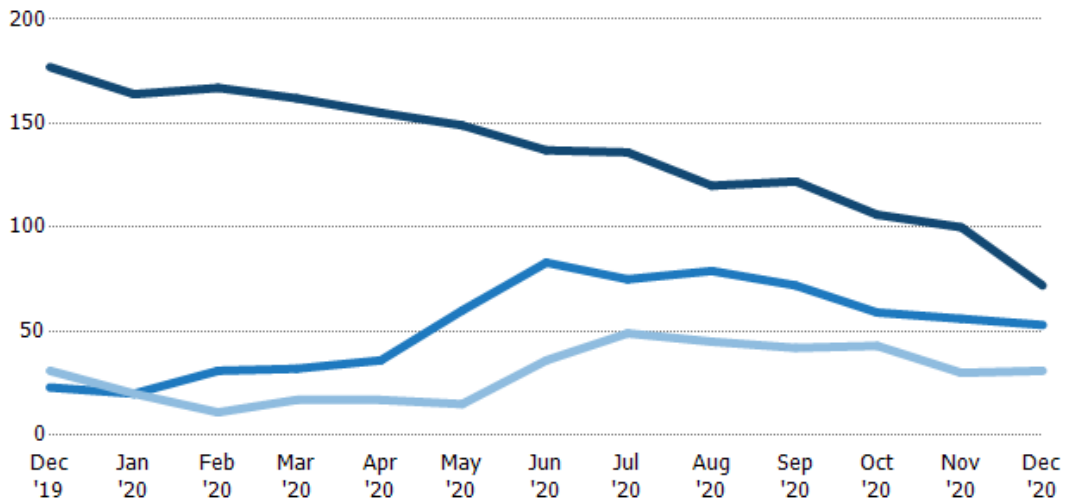
	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20
Current Year	15%	19%	12%	7%	11%	11%	11%	26%	41%	37%	40%	43%	42%
Prior Year	11%	11%	8%	7%	9%	9%	13%	18%	21%	22%	13%	18%	15%
Change from Prior Year	-5%	-7%	-4%	0%	-2%	-2%	2%	-9%	-20%	-15%	-26%	-25%	-26%

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



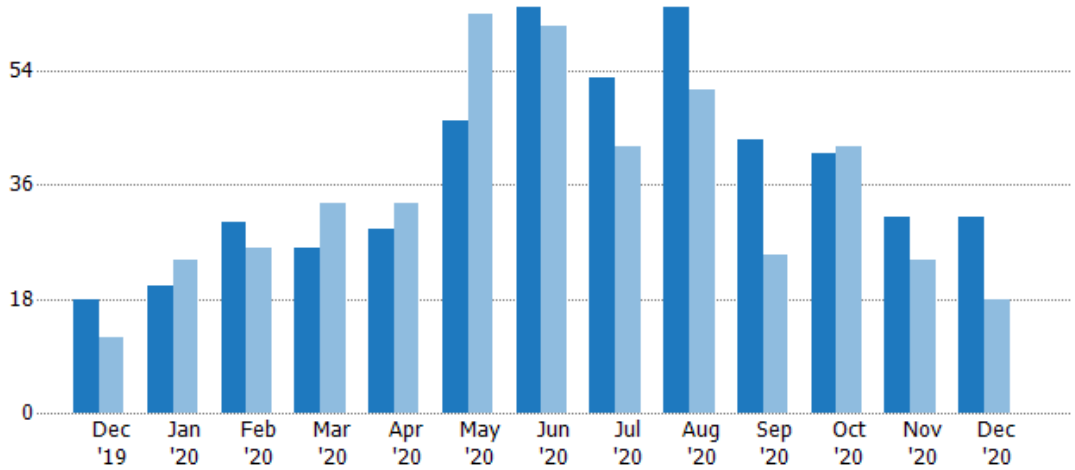
	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20
Active	177	164	167	162	155	149	137	136	120	122	106	100	72
Pending	23	20	31	32	36	60	83	75	79	72	59	56	53
Sold	31	20	11	17	17	15	36	49	45	42	43	30	31

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



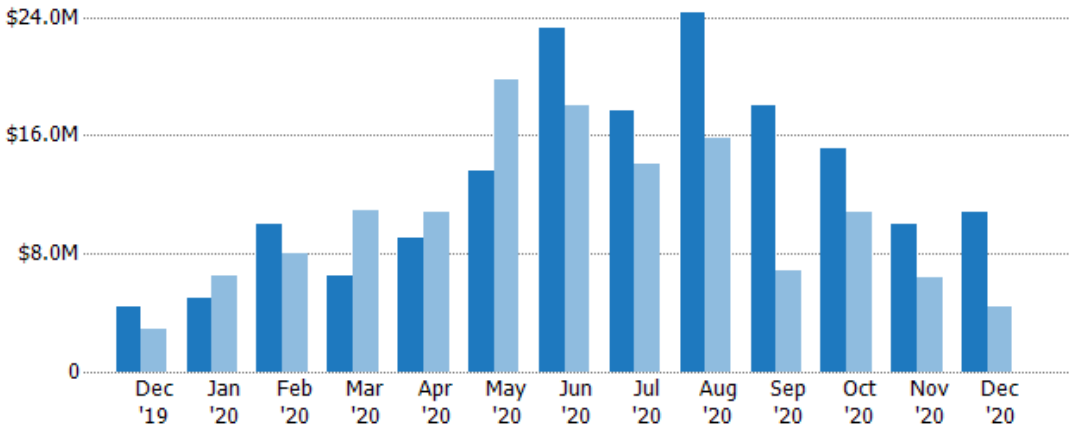
	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20
Current Year	18	20	30	26	29	46	64	53	64	43	41	31	31
Prior Year	12	24	26	33	33	63	61	42	51	25	42	24	18
Percent Change from Prior Year	50%	-17%	15%	-21%	-12%	-27%	5%	26%	25%	72%	-2%	29%	72%

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



	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20
Current Year	\$4.37M	\$4.93M	\$10M	\$6.5M	\$9.03M	\$13.6M	\$23.3M	\$17.7M	\$24.3M	\$18.1M	\$15.1M	\$9.98M	\$10.8M
Prior Year	\$2.88M	\$6.54M	\$7.95M	\$10.9M	\$10.8M	\$19.8M	\$18M	\$14.1M	\$15.8M	\$6.79M	\$10.8M	\$6.39M	\$4.37M
Percent Change from Prior Year	52%	-25%	26%	-40%	-16%	-31%	29%	26%	54%	166%	40%	56%	147%

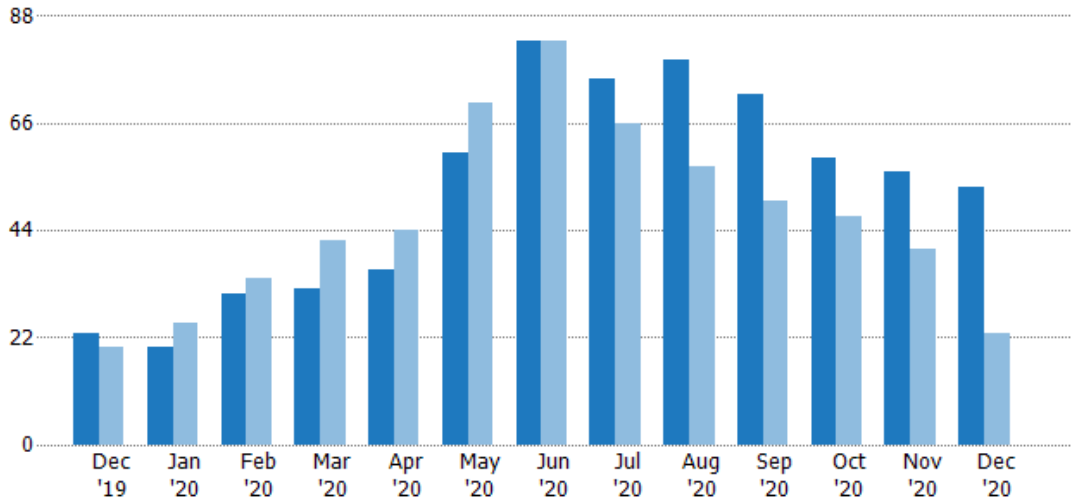
Pending Sales

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.
Dec '20	53	130.4%
Dec '19	23	15%
Dec '18	20	35%



Current Year	23	20	31	32	36	60	83	75	79	72	59	56	53
Prior Year	20	25	34	42	44	70	83	66	57	50	47	40	23
Percent Change from Prior Year	15%	-20%	-9%	-24%	-18%	-14%	0%	14%	39%	44%	26%	40%	130%

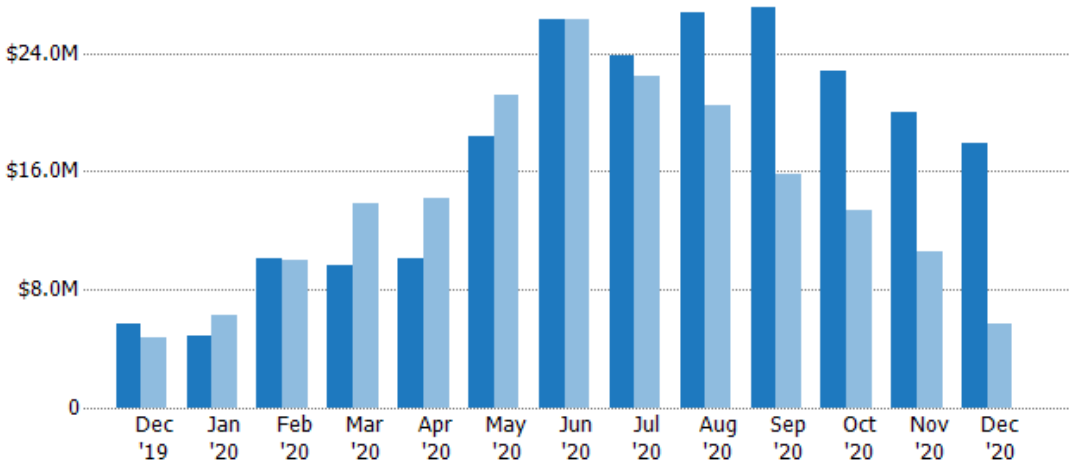
Pending Sales Volume

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.
Dec '20	\$17.9M	214.6%
Dec '19	\$5.7M	20.4%
Dec '18	\$4.74M	73.4%



Current Year	\$5.7M	\$4.81M	\$10.1M	\$9.6M	\$10.1M	\$18.4M	\$26.3M	\$23.8M	\$26.7M	\$27.1M	\$22.8M	\$20.1M	\$17.9M
Prior Year	\$4.74M	\$6.29M	\$9.94M	\$13.8M	\$14.1M	\$21.1M	\$26.3M	\$22.5M	\$20.5M	\$15.8M	\$13.3M	\$10.6M	\$5.7M
Percent Change from Prior Year	20%	-24%	1%	-31%	-28%	-13%	0%	6%	30%	72%	71%	90%	215%

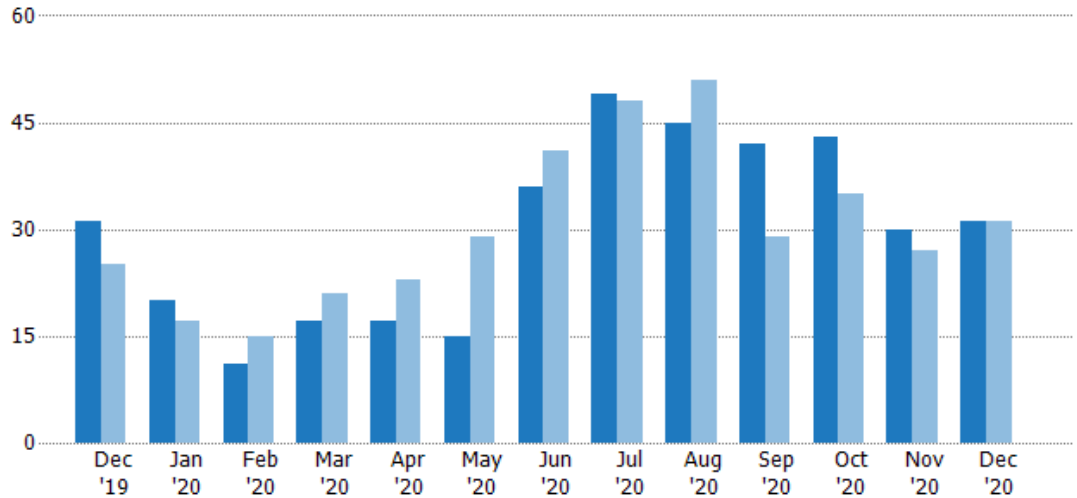
Closed Sales

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.
Dec '20	31	0%
Dec '19	31	24%
Dec '18	25	-16%



Current Year	31	20	11	17	17	15	36	49	45	42	43	30	31
Prior Year	25	17	15	21	23	29	41	48	51	29	35	27	31
Percent Change from Prior Year	24%	18%	-27%	-19%	-26%	-48%	-12%	2%	-12%	45%	23%	11%	0%

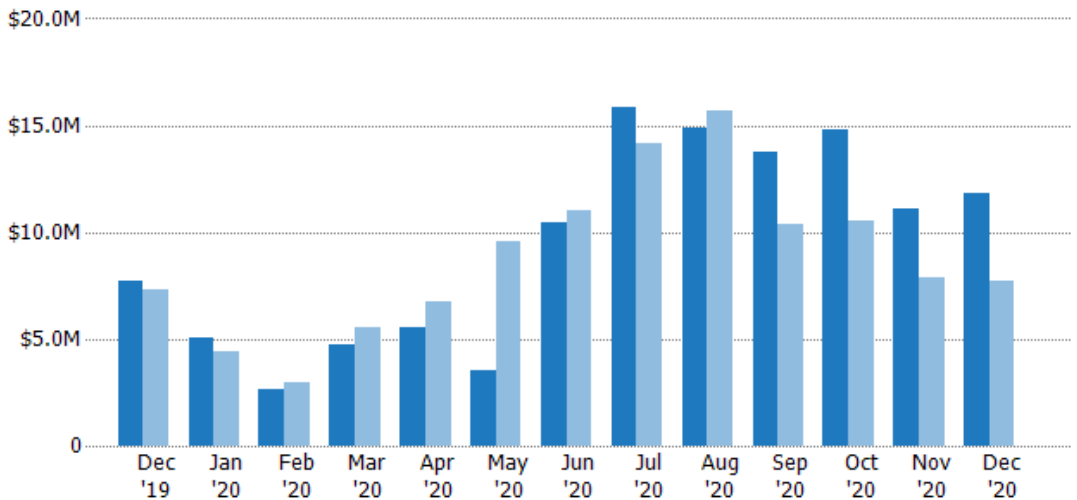
Closed Sales Volume

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.
Dec '20	\$11.8M	53.3%
Dec '19	\$7.7M	5%
Dec '18	\$7.33M	-25%



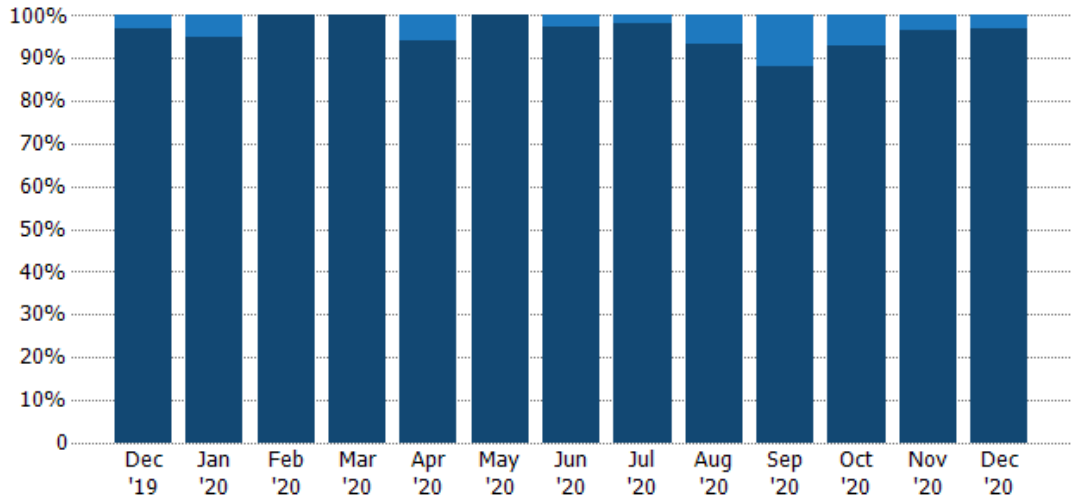
Current Year	\$7.7M	\$5.03M	\$2.61M	\$4.77M	\$5.58M	\$3.51M	\$10.5M	\$15.8M	\$14.9M	\$13.8M	\$14.8M	\$11.1M	\$11.8M
Prior Year	\$7.33M	\$4.44M	\$2.98M	\$5.52M	\$6.74M	\$9.55M	\$11M	\$14.2M	\$15.7M	\$10.4M	\$10.6M	\$7.85M	\$7.7M
Percent Change from Prior Year	5%	13%	-12%	-14%	-17%	-63%	-5%	12%	-5%	33%	40%	41%	53%

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



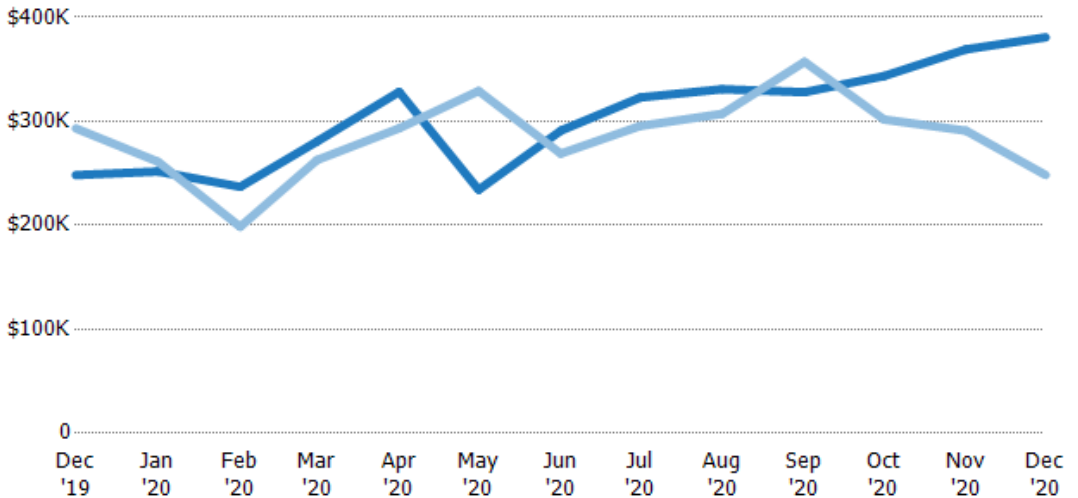
Condo/Townhouse	3%	5%	-	-	6%	-	3%	2%	7%	12%	7%	3%	3%
Single Family Residence	97%	95%	100%	100%	94%	100%	97%	98%	93%	88%	93%	97%	97%

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.
Dec '20	\$381K	53.3%
Dec '19	\$248K	-15.3%
Dec '18	\$293K	-10.8%

Current Year	\$248K	\$252K	\$237K	\$281K	\$328K	\$234K	\$291K	\$323K	\$331K	\$328K	\$343K	\$369K	\$381K
Prior Year	\$293K	\$261K	\$199K	\$263K	\$293K	\$329K	\$269K	\$296K	\$307K	\$357K	\$302K	\$291K	\$248K
Percent Change from Prior Year	-15%	-4%	19%	7%	12%	-29%	8%	9%	8%	-8%	14%	27%	53%

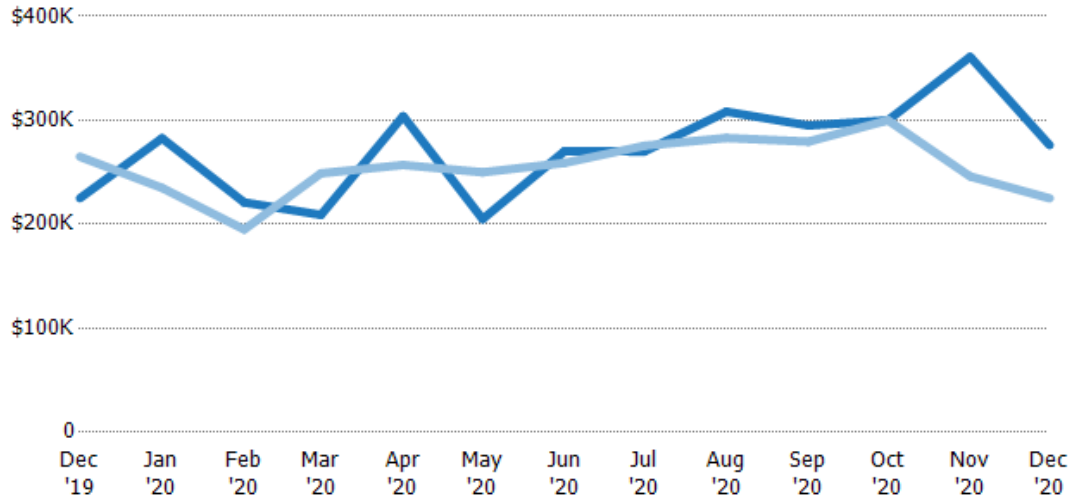
Median Sales Price

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.
Dec '20	\$276K	22.7%
Dec '19	\$225K	-15.1%
Dec '18	\$265K	-11.8%



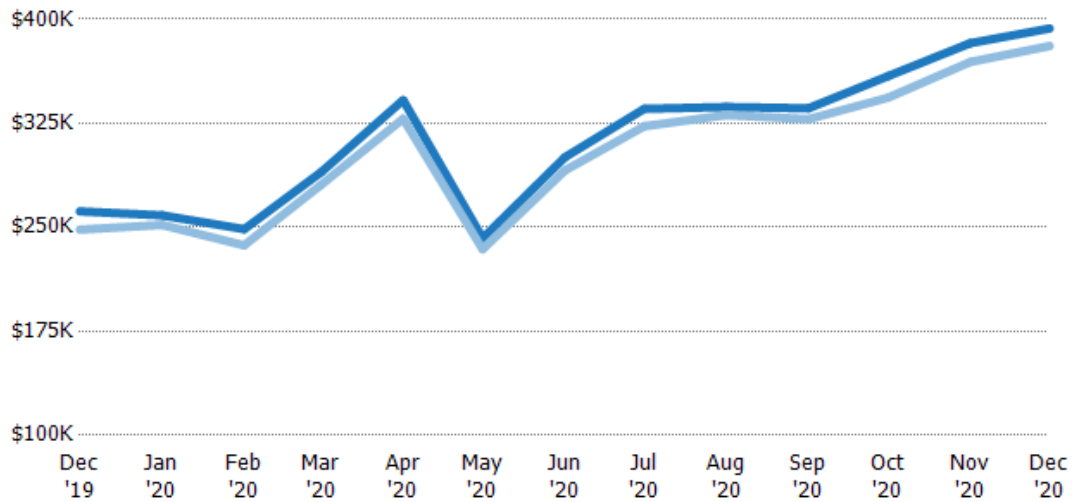
Current Year	\$225K	\$283K	\$221K	\$209K	\$304K	\$205K	\$271K	\$270K	\$308K	\$295K	\$300K	\$361K	\$276K
Prior Year	\$265K	\$235K	\$195K	\$249K	\$257K	\$250K	\$259K	\$276K	\$283K	\$280K	\$300K	\$246K	\$225K
Percent Change from Prior Year	-15%	20%	13%	-16%	18%	-18%	4%	-2%	9%	6%	0%	47%	23%

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



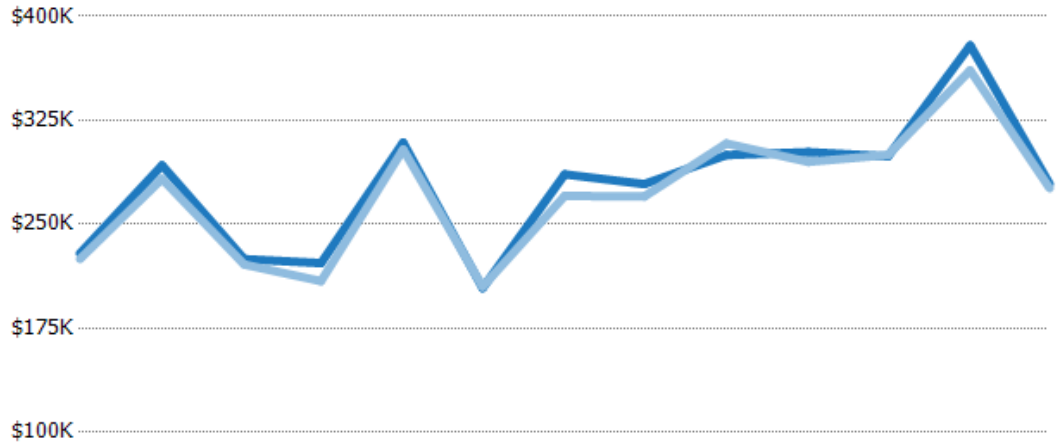
Avg List Price	\$261K	\$259K	\$249K	\$290K	\$342K	\$242K	\$300K	\$335K	\$337K	\$336K	\$359K	\$383K	\$393K
Avg Sales Price	\$248K	\$252K	\$237K	\$281K	\$328K	\$234K	\$291K	\$323K	\$331K	\$328K	\$343K	\$369K	\$381K
Avg Sales Price as a % of Avg List Price	95%	97%	95%	97%	96%	97%	97%	96%	98%	98%	96%	96%	97%

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



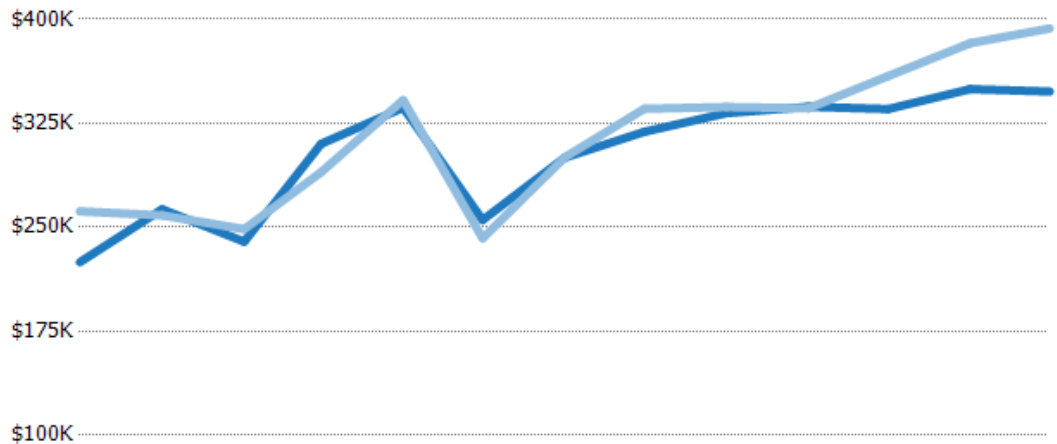
	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20
Median List Price	\$229K	\$293K	\$225K	\$222K	\$309K	\$204K	\$286K	\$279K	\$300K	\$302K	\$299K	\$379K	\$279K
Median Sales Price	\$225K	\$283K	\$221K	\$209K	\$304K	\$205K	\$271K	\$270K	\$308K	\$295K	\$300K	\$361K	\$276K
Med Sales Price as a % of Med List Price	98%	97%	98%	94%	98%	100%	95%	97%	103%	98%	100%	95%	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



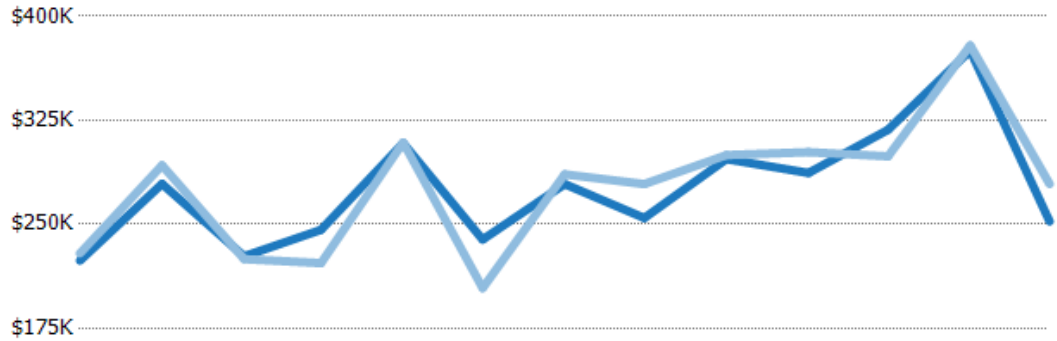
	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20
Avg Est Value	\$225K	\$263K	\$240K	\$310K	\$336K	\$255K	\$300K	\$319K	\$332K	\$337K	\$335K	\$350K	\$348K
Avg Sales Price	\$261K	\$259K	\$249K	\$290K	\$342K	\$242K	\$300K	\$335K	\$337K	\$336K	\$359K	\$383K	\$393K
Avg Sales Price as a % of Avg Est Value	116%	98%	104%	93%	102%	95%	100%	105%	101%	100%	107%	109%	113%

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



	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20
Median Est Value	\$224K	\$279K	\$227K	\$246K	\$309K	\$239K	\$279K	\$255K	\$297K	\$287K	\$318K	\$375K	\$252K
Median Sales Price	\$229K	\$293K	\$225K	\$222K	\$309K	\$204K	\$286K	\$279K	\$300K	\$302K	\$299K	\$379K	\$279K
Med Sales Price as a % of Med Est Value	102%	105%	99%	90%	100%	85%	103%	110%	101%	105%	94%	101%	111%