

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	Jan 2021	Jan 2020	+ / -	YTD 2021	YTD 2020	+ / -
Listing Activity Charts Metrics						
New Listing Count	28	17	+64.7%	446	502	-11.2%
New Listing Volume	\$9,180,100	\$5,762,900	+59.3%	\$170,041,121	\$159,923,296	+6.3%
Active Listing Count	71	165	-57%	N/A	N/A	
Active Listing Volume	\$33,125,395	\$62,953,930	-47.4%	N/A	N/A	
Average Listing Price	\$466,555	\$381,539	+22.3%	\$425,719	\$388,449	+9.6%
Median Listing Price	\$375,000	\$289,000	+29.8%	\$338,883	\$290,954	+16.5%
Median Days in RPR	108	179	-39.7%	120.42	136.88	-12%
Months of Inventory	2.3	5.3	-57%	3.6	9.7	-63.4%
Absorption Rate	43.66%	18.79%	+24.9%	28.17%	10.3%	+17.9%
Sales Activity Charts Metrics						
New Pending Sales Count	30	20	+50%	508	462	+10%
New Pending Sales Volume	\$11,327,400	\$4,931,300	+129.7%	\$174,607,061	\$137,106,050	+27.4%
Pending Sales Count	55	20	+175%	N/A	N/A	
Pending Sales Volume	\$19,365,800	\$4,811,300	+302.5%	N/A	N/A	
Closed Sales Count	24	20	+20%	381	387	-1.6%
Closed Sales Volume	\$7,533,150	\$5,033,950	+49.6%	\$122,257,764	\$111,602,052	+9.5%
Average Sales Price	\$313,881	\$251,698	+24.7%	\$320,887	\$288,377	+11.3%
Median Sales Price	\$285,375	\$282,750	+0.9%	\$285,488	\$262,180	+8.9%

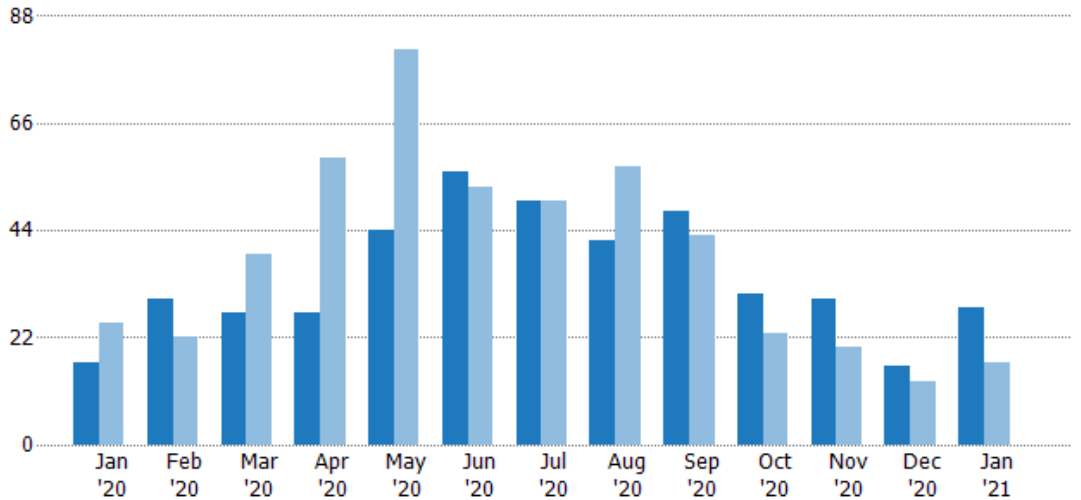
New Listings

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.
Jan '21	28	64.7%
Jan '20	17	-32%
Jan '19	25	-28%



Current Year	17	30	27	27	44	56	50	42	48	31	30	16	28
Prior Year	25	22	39	59	81	53	50	57	43	23	20	13	17
Percent Change from Prior Year	-32%	36%	-31%	-54%	-46%	6%	0%	-26%	12%	35%	50%	23%	65%

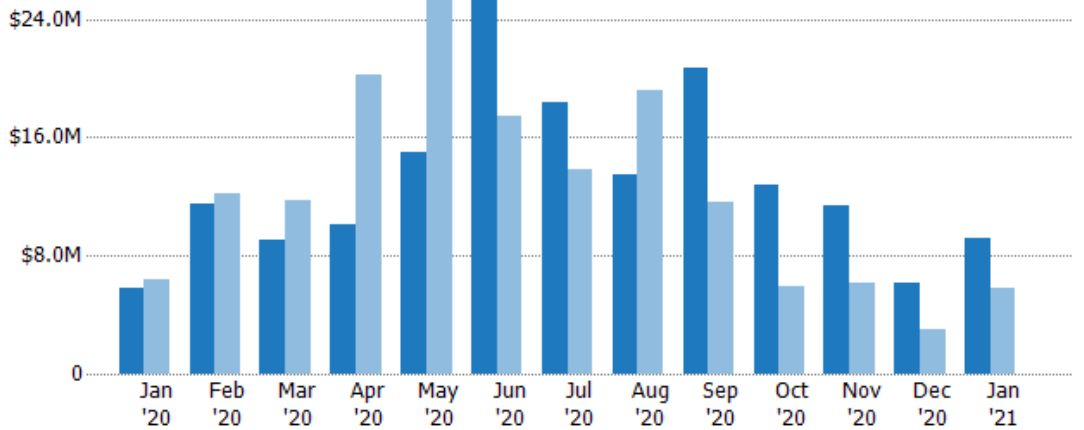
New Listing Volume

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.
Jan '21	\$9.18M	59.3%
Jan '20	\$5.76M	-9.3%
Jan '19	\$6.35M	55.3%



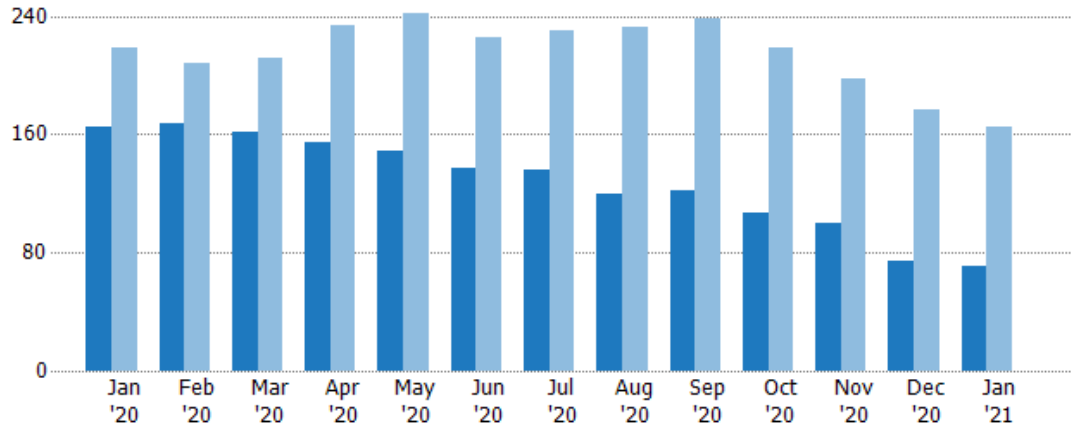
Current Year	\$5.76M	\$11.5M	\$9.11M	\$10.1M	\$14.9M	\$26.6M	\$18.4M	\$13.4M	\$20.7M	\$12.8M	\$11.4M	\$6.18M	\$9.18M
Prior Year	\$6.35M	\$12.2M	\$11.7M	\$20.2M	\$26.6M	\$17.4M	\$13.8M	\$19.2M	\$11.6M	\$5.94M	\$6.1M	\$2.99M	\$5.76M
Percent Change from Prior Year	-9%	-6%	-22%	-50%	-44%	53%	33%	-30%	78%	115%	87%	107%	59%

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



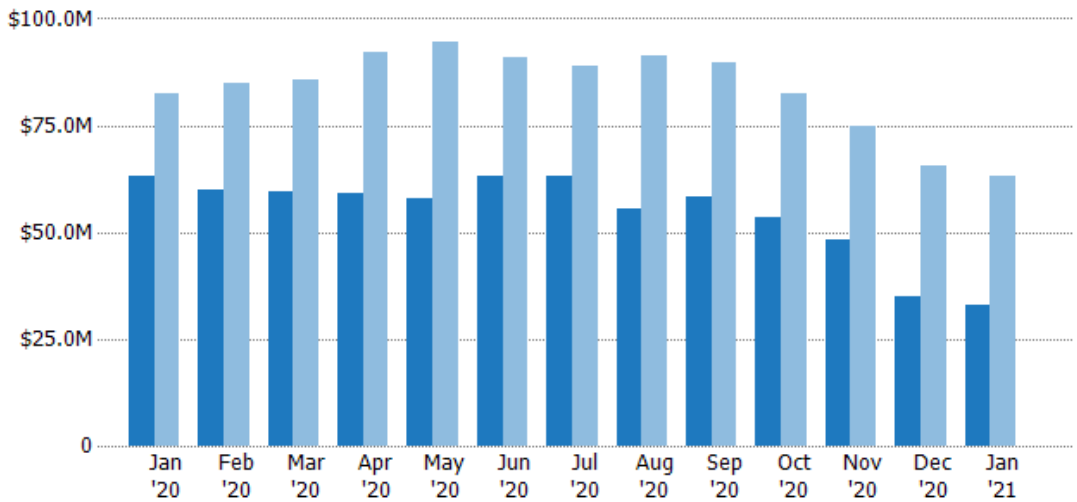
Month/Year	Count	% Chg.
Jan '21	71	-57%
Jan '20	165	-24.3%
Jan '19	218	-11%

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.
Jan '21	\$33.1M	-47.4%
Jan '20	\$63M	-23.5%
Jan '19	\$82.3M	-10.5%

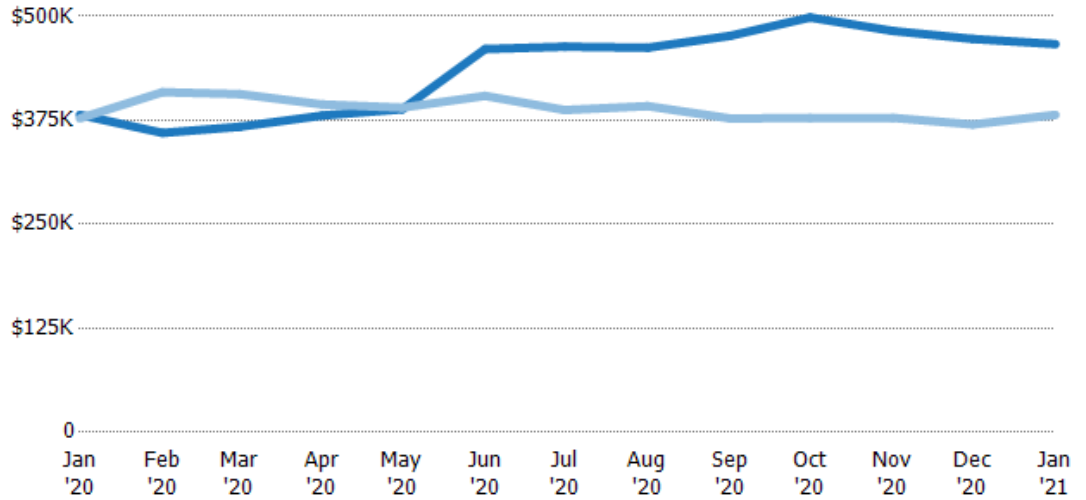
Average Listing Price

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.
Jan '21	\$467K	22.3%
Jan '20	\$382K	1.1%
Jan '19	\$377K	0.6%



Current Year	\$382K	\$360K	\$367K	\$381K	\$388K	\$461K	\$463K	\$462K	\$477K	\$499K	\$482K	\$473K	\$467K
Prior Year	\$377K	\$409K	\$406K	\$394K	\$390K	\$404K	\$387K	\$392K	\$377K	\$378K	\$378K	\$370K	\$382K
Percent Change from Prior Year	1%	-12%	-10%	-3%	-1%	14%	20%	18%	26%	32%	28%	28%	22%

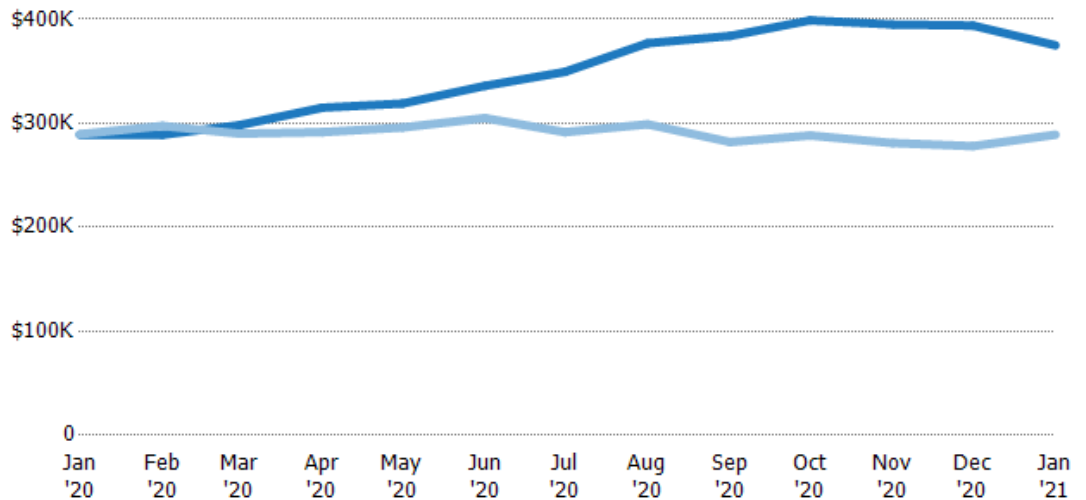
Median Listing Price

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.
Jan '21	\$375K	29.8%
Jan '20	\$289K	-0.2%
Jan '19	\$290K	-1.1%



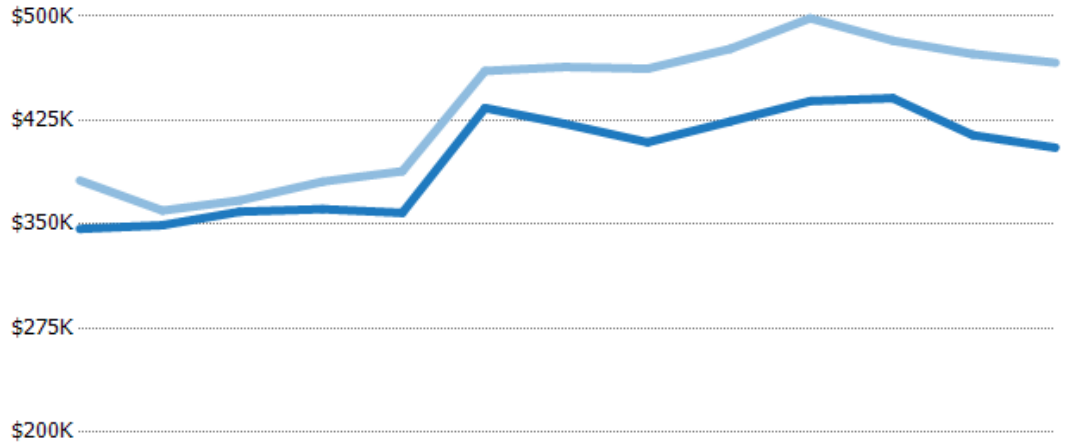
Current Year	\$289K	\$289K	\$298K	\$315K	\$319K	\$336K	\$349K	\$377K	\$384K	\$399K	\$395K	\$394K	\$375K
Prior Year	\$290K	\$297K	\$290K	\$291K	\$296K	\$305K	\$291K	\$299K	\$282K	\$288K	\$281K	\$278K	\$289K
Percent Change from Prior Year	0%	-3%	3%	8%	8%	10%	20%	26%	36%	38%	41%	42%	30%

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



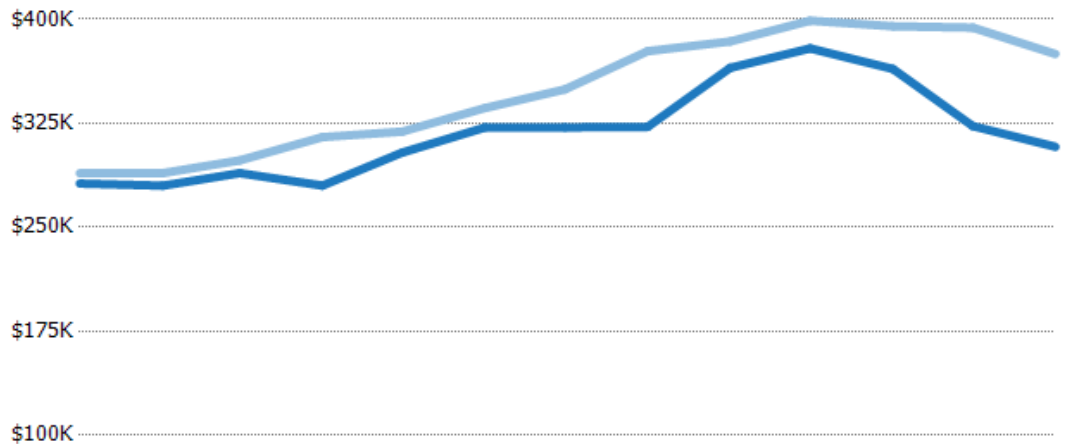
	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21
Avg Est Value	\$347K	\$349K	\$359K	\$361K	\$358K	\$434K	\$422K	\$409K	\$424K	\$439K	\$441K	\$414K	\$405K
Avg Listing Price	\$382K	\$360K	\$367K	\$381K	\$388K	\$461K	\$463K	\$462K	\$477K	\$499K	\$482K	\$473K	\$467K
Avg Listing Price as a % of Avg Est Value	110%	103%	102%	105%	108%	106%	110%	113%	112%	114%	109%	114%	115%

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



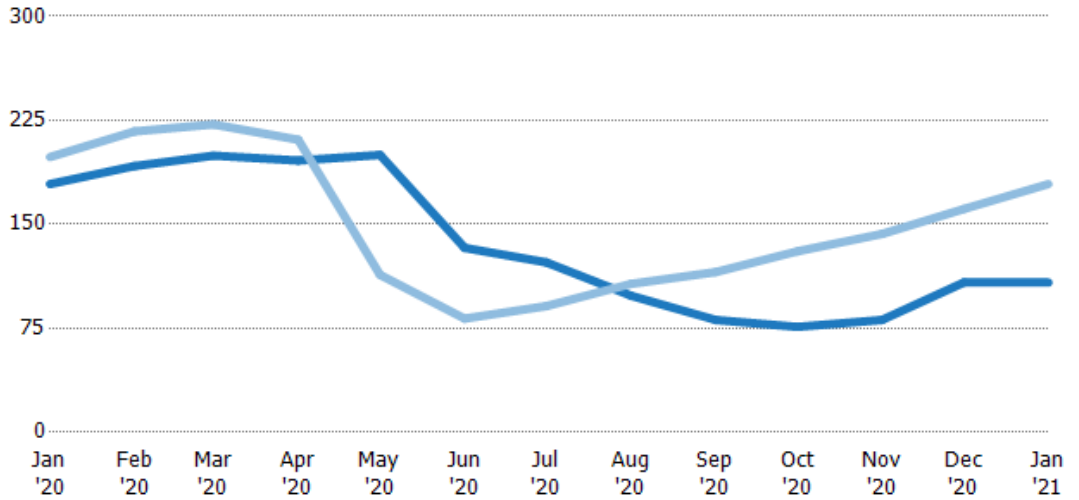
	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21
Median Est Value	\$282K	\$280K	\$289K	\$280K	\$304K	\$322K	\$322K	\$322K	\$365K	\$379K	\$364K	\$323K	\$308K
Median Listing Price	\$289K	\$289K	\$298K	\$315K	\$319K	\$336K	\$349K	\$377K	\$384K	\$399K	\$395K	\$394K	\$375K
Med Listing Price as a % of Med Est Value	103%	103%	103%	112%	105%	104%	109%	117%	105%	105%	108%	122%	122%

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



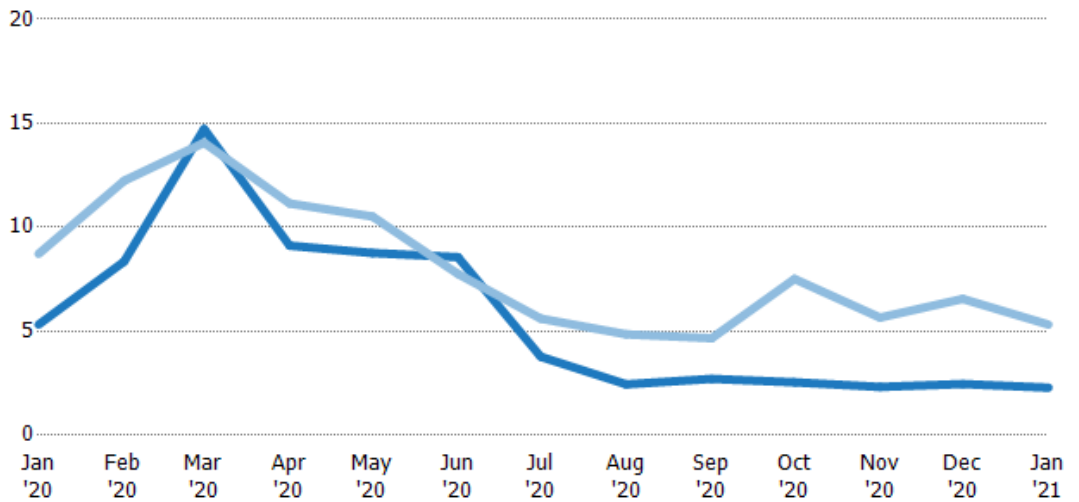
	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21
Current Year	179	192	200	196	200	133	123	98.5	81	76	81	108	108
Prior Year	199	217	222	211	114	82	91	107	116	131	143	161	179
Percent Change from Prior Year	-10%	-12%	-10%	-7%	76%	62%	35%	-8%	-30%	-42%	-43%	-33%	-40%

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



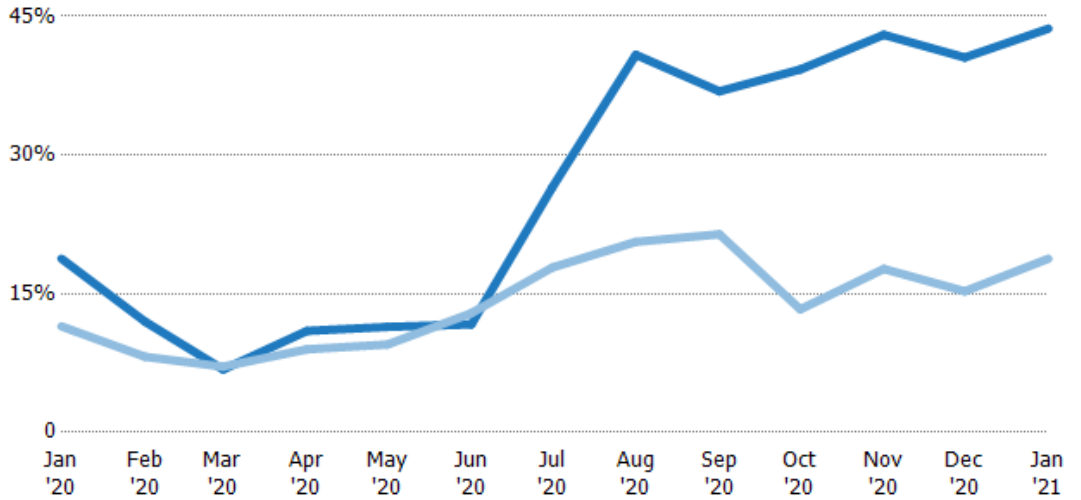
	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21
Current Year	5.32	8.35	14.7	9.12	8.76	8.56	3.78	2.45	2.71	2.55	2.33	2.47	2.29
Prior Year	8.72	12.2	14.1	11.1	10.5	7.76	5.61	4.85	4.67	7.52	5.66	6.56	5.32
Percent Change from Prior Year	-39%	-32%	5%	-18%	-17%	10%	-33%	-50%	-42%	-66%	-59%	-62%	-57%

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



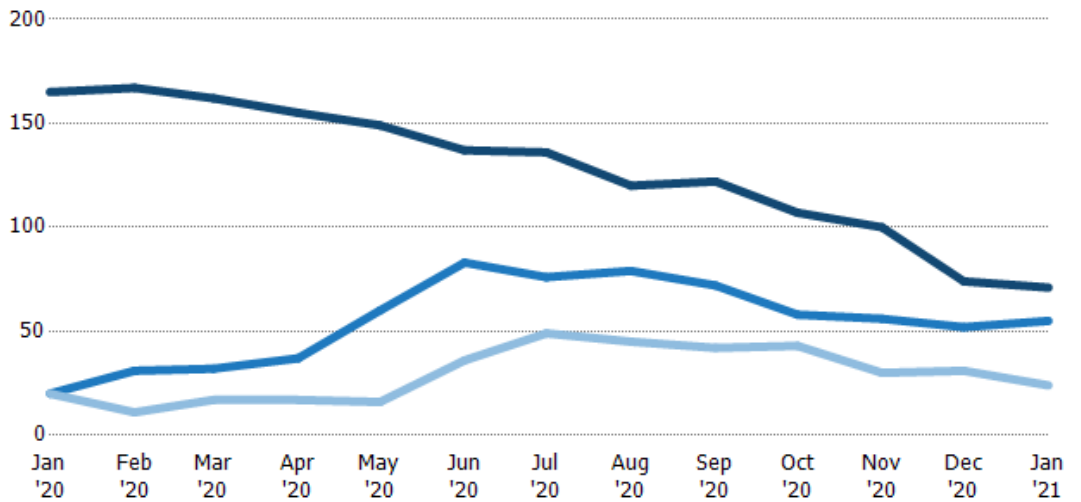
	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21
Current Year	19%	12%	7%	11%	11%	12%	26%	41%	37%	39%	43%	41%	44%
Prior Year	11%	8%	7%	9%	10%	13%	18%	21%	21%	13%	18%	15%	19%
Change from Prior Year	-7%	-4%	0%	-2%	-2%	1%	-9%	-20%	-15%	-26%	-25%	-25%	-25%

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



	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21
Active	165	167	162	155	149	137	136	120	122	107	100	74	71
Pending	20	31	32	37	60	83	76	79	72	58	56	52	55
Sold	20	11	17	17	16	36	49	45	42	43	30	31	24

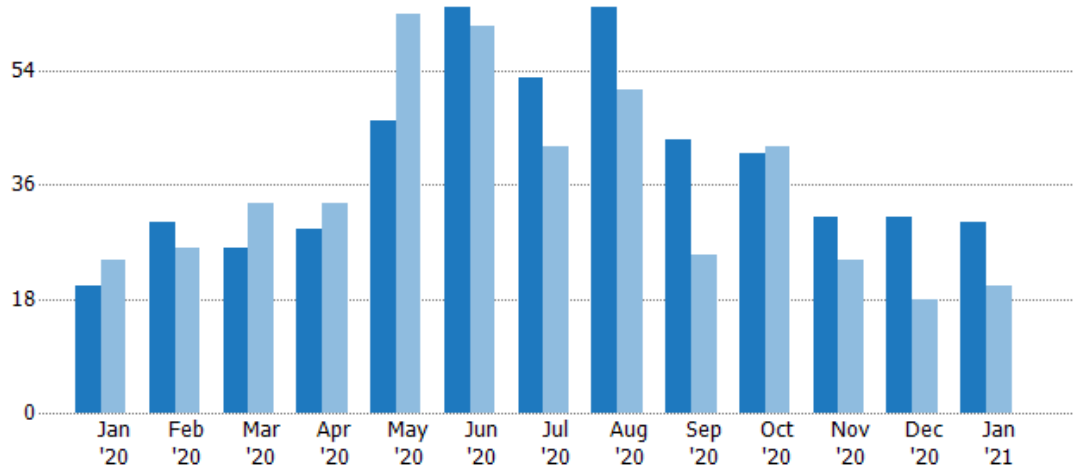
New Pending Sales

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.
Jan '21	30	50%
Jan '20	20	-16.7%
Jan '19	24	-20.8%



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

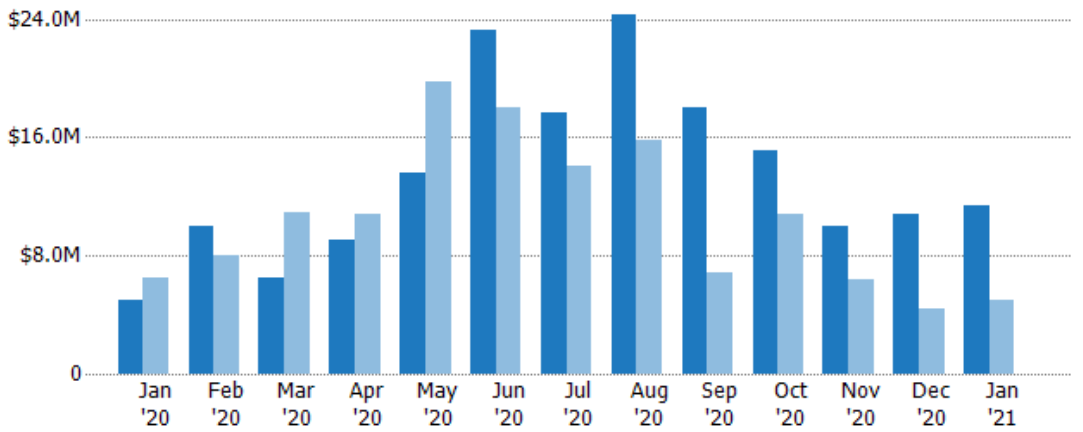
New Pending Sales Volume

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.
Jan '21	\$11.3M	129.7%
Jan '20	\$4.93M	-24.6%
Jan '19	\$6.54M	-11.4%



	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21
Current Year	\$4.93M	\$10M	\$6.5M	\$9.03M	\$13.6M	\$23.3M	\$17.7M	\$24.3M	\$18.1M	\$15.1M	\$9.98M	\$10.8M	\$11.3M
Prior Year	\$6.54M	\$7.95M	\$10.9M	\$10.8M	\$19.8M	\$18M	\$14.1M	\$15.8M	\$6.79M	\$10.8M	\$6.39M	\$4.37M	\$4.93M
Percent Change from Prior Year	-25%	26%	-40%	-16%	-31%	29%	26%	54%	166%	40%	56%	147%	130%

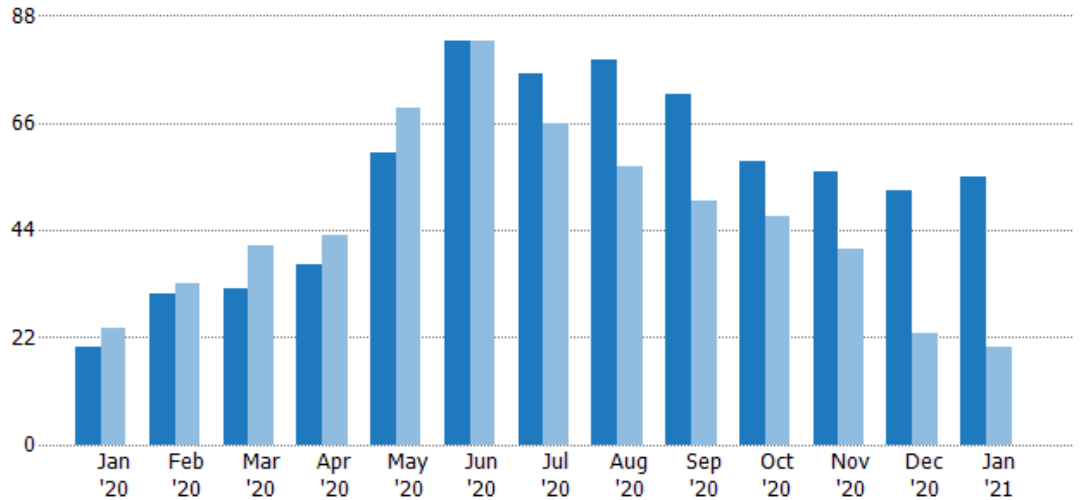
Pending Sales

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.
Jan '21	55	175%
Jan '20	20	-16.7%
Jan '19	24	29.2%



Current Year	20	31	32	37	60	83	76	79	72	58	56	52	55
Prior Year	24	33	41	43	69	83	66	57	50	47	40	23	20
Percent Change from Prior Year	-17%	-6%	-22%	-14%	-13%	0%	15%	39%	44%	23%	40%	126%	175%

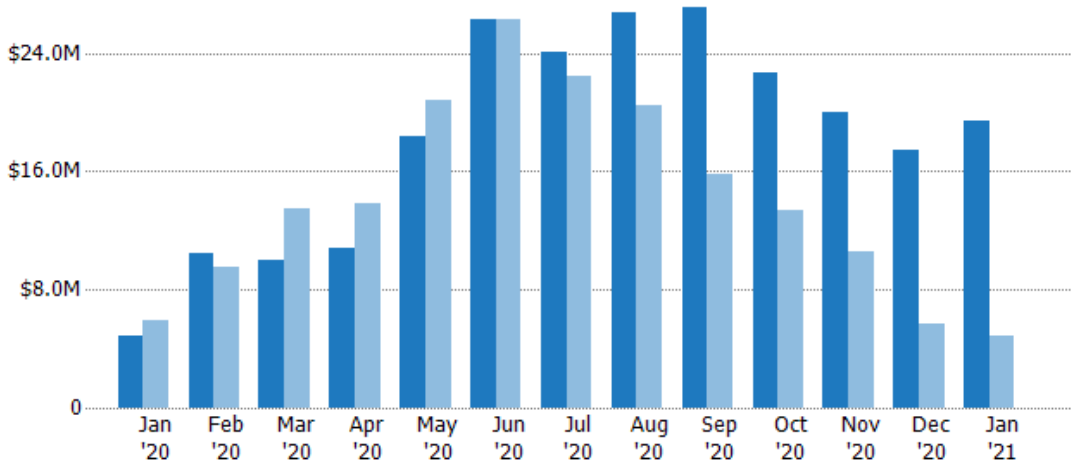
Pending Sales Volume

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.
Jan '21	\$19.4M	302.5%
Jan '20	\$4.81M	-18.9%
Jan '19	\$5.93M	64.2%



Current Year	\$4.81M	\$10.5M	\$9.99M	\$10.8M	\$18.4M	\$26.3M	\$24.1M	\$26.7M	\$27.1M	\$22.6M	\$20M	\$17.4M	\$19.4M
Prior Year	\$5.93M	\$9.58M	\$13.5M	\$13.8M	\$20.8M	\$26.3M	\$22.5M	\$20.5M	\$15.8M	\$13.3M	\$10.6M	\$5.7M	\$4.81M
Percent Change from Prior Year	-19%	9%	-26%	-22%	-11%	0%	7%	30%	72%	70%	89%	206%	303%

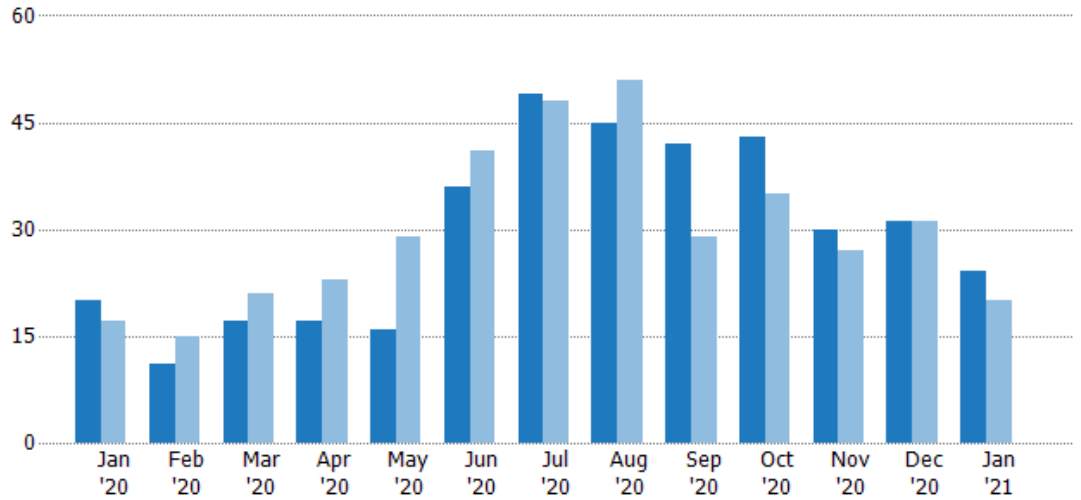
Closed Sales

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.
Jan '21	24	20%
Jan '20	20	17.6%
Jan '19	17	-35.3%



Current Year	20	11	17	17	16	36	49	45	42	43	30	31	24
Prior Year	17	15	21	23	29	41	48	51	29	35	27	31	20
Percent Change from Prior Year	18%	-27%	-19%	-26%	-45%	-12%	2%	-12%	45%	23%	11%	0%	20%

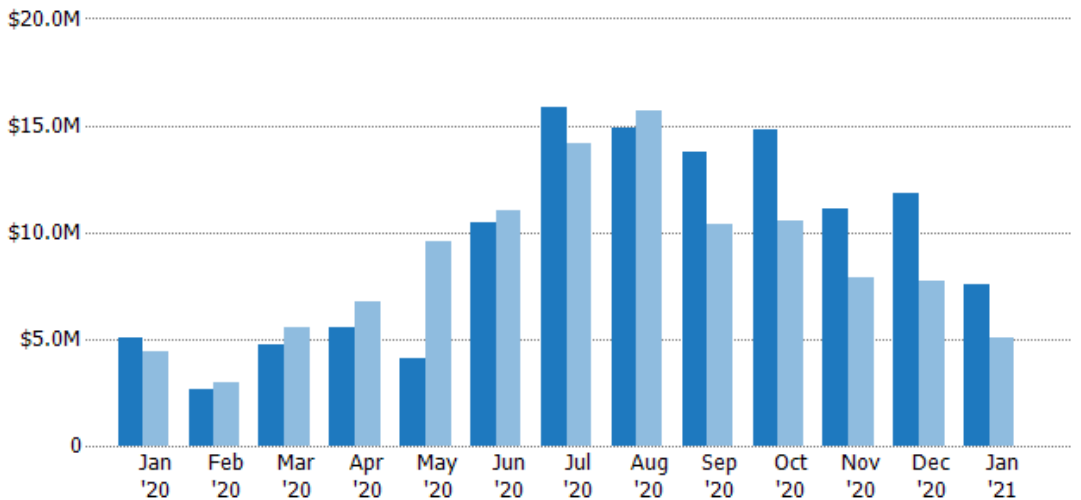
Closed Sales Volume

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.
Jan '21	\$7.53M	49.6%
Jan '20	\$5.03M	13.4%
Jan '19	\$4.44M	-33.4%



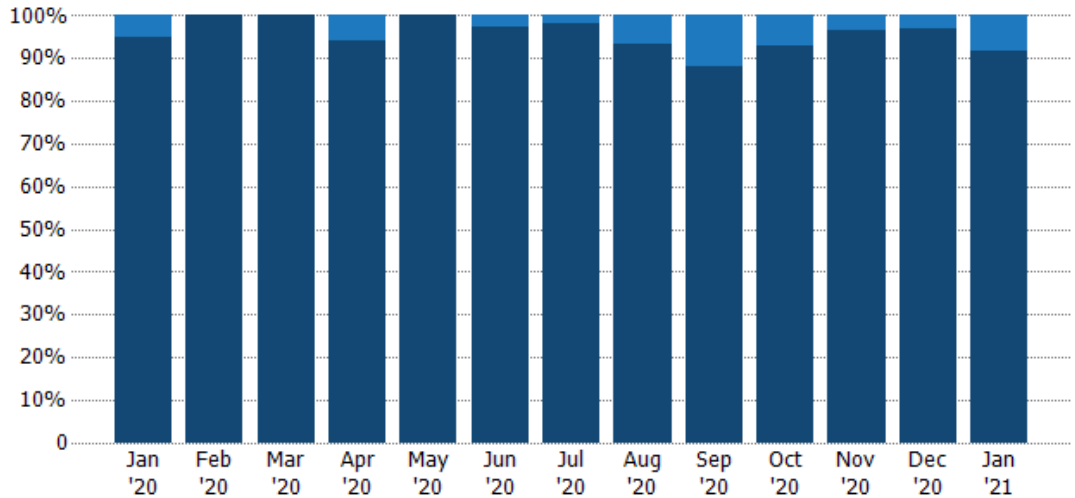
Current Year	\$5.03M	\$2.61M	\$4.77M	\$5.58M	\$4.13M	\$10.5M	\$15.8M	\$14.9M	\$13.8M	\$14.8M	\$11.1M	\$11.8M	\$7.53M
Prior Year	\$4.44M	\$2.98M	\$5.52M	\$6.74M	\$9.55M	\$11M	\$14.2M	\$15.7M	\$10.4M	\$10.6M	\$7.85M	\$7.7M	\$5.03M
Percent Change from Prior Year	13%	-12%	-14%	-17%	-57%	-5%	12%	-5%	33%	40%	41%	53%	50%

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



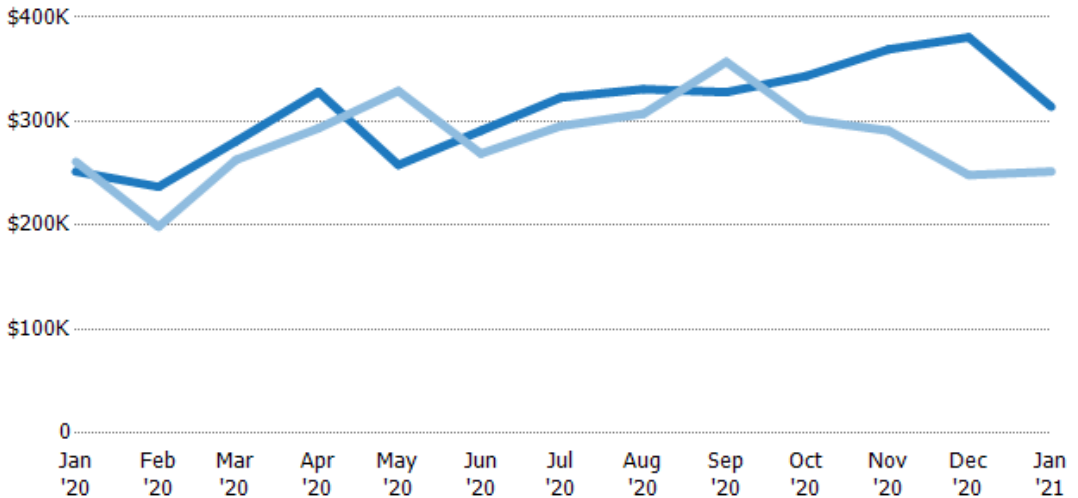
Condo/Townhouse	5%	-	-	6%	-	3%	2%	7%	12%	7%	3%	3%	8%
Single Family Residence	95%	100%	100%	94%	100%	97%	98%	93%	88%	93%	97%	97%	92%

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



Current Year	\$252K	\$237K	\$281K	\$328K	\$258K	\$291K	\$323K	\$331K	\$328K	\$343K	\$369K	\$381K	\$314K
Prior Year	\$261K	\$199K	\$263K	\$293K	\$329K	\$269K	\$296K	\$307K	\$357K	\$302K	\$291K	\$248K	\$252K
Percent Change from Prior Year	-4%	19%	7%	12%	-22%	8%	9%	8%	-8%	14%	27%	53%	25%

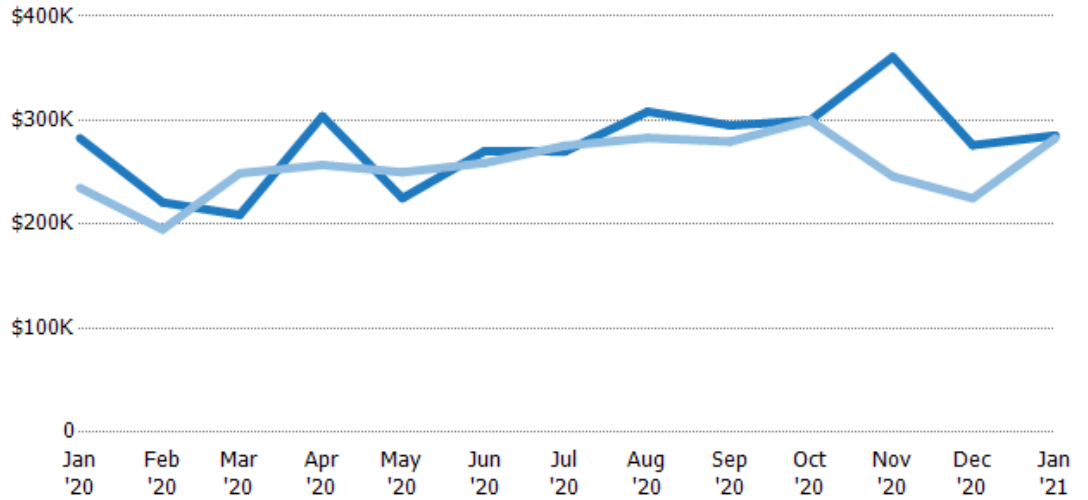
Median Sales Price

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.
Jan '21	\$285K	0.9%
Jan '20	\$283K	20.3%
Jan '19	\$235K	-4.7%



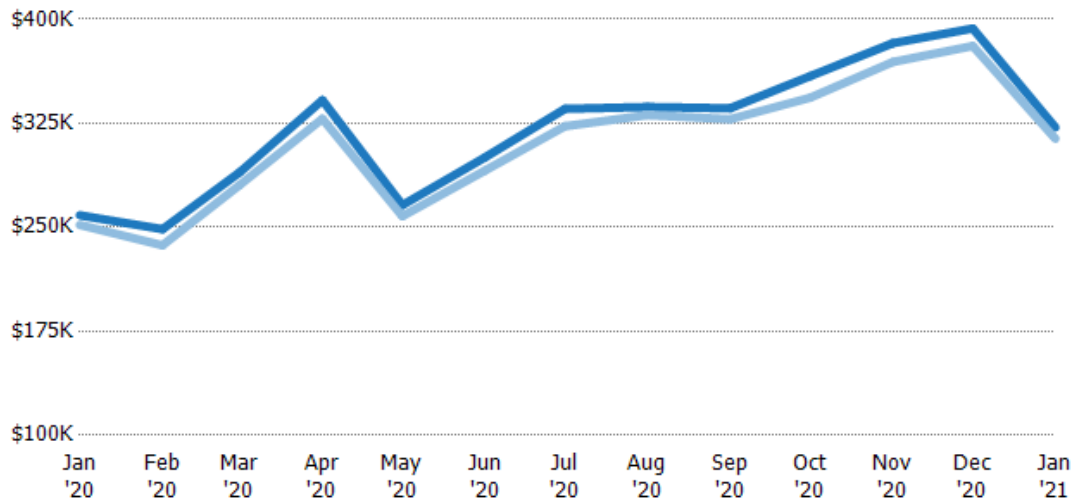
	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21
Current Year	\$283K	\$221K	\$209K	\$304K	\$225K	\$271K	\$270K	\$308K	\$295K	\$300K	\$361K	\$276K	\$285K
Prior Year	\$235K	\$195K	\$249K	\$257K	\$250K	\$259K	\$276K	\$283K	\$280K	\$300K	\$246K	\$225K	\$283K
Percent Change from Prior Year	20%	13%	-16%	18%	-10%	4%	-2%	9%	6%	0%	47%	23%	1%

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



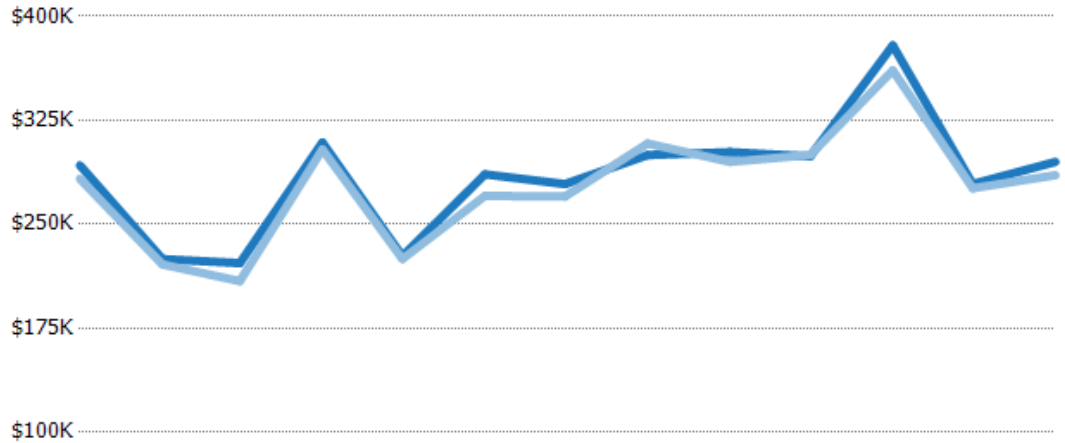
	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21
Avg List Price	\$259K	\$249K	\$290K	\$342K	\$266K	\$300K	\$335K	\$337K	\$336K	\$359K	\$383K	\$393K	\$322K
Avg Sales Price	\$252K	\$237K	\$281K	\$328K	\$258K	\$291K	\$323K	\$331K	\$328K	\$343K	\$369K	\$381K	\$314K
Avg Sales Price as a % of Avg List Price	97%	95%	97%	96%	97%	97%	96%	98%	98%	96%	96%	97%	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



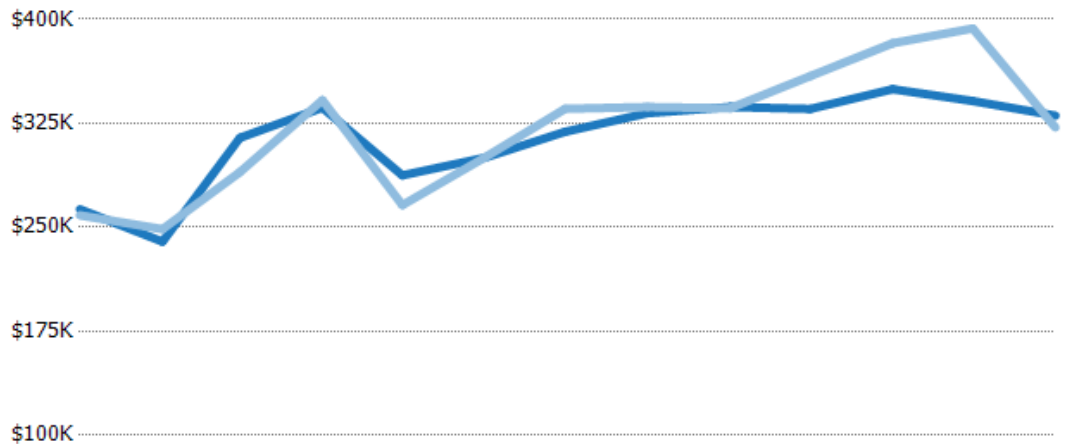
	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21
Median List Price	\$293K	\$225K	\$222K	\$309K	\$227K	\$286K	\$279K	\$300K	\$302K	\$299K	\$379K	\$279K	\$295K
Median Sales Price	\$283K	\$221K	\$209K	\$304K	\$225K	\$271K	\$270K	\$308K	\$295K	\$300K	\$361K	\$276K	\$285K
Med Sales Price as a % of Med List Price	97%	98%	94%	98%	99%	95%	97%	103%	98%	100%	95%	99%	97%

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



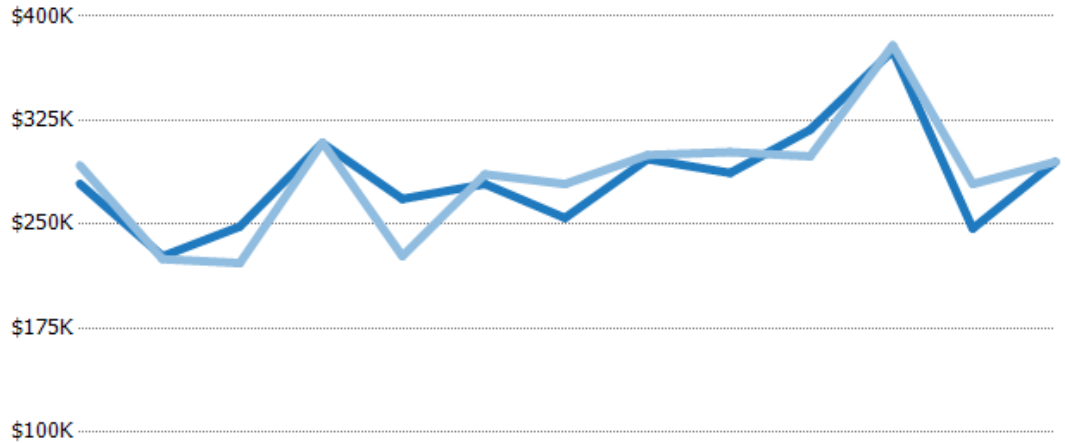
	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21
Avg Est Value	\$263K	\$240K	\$314K	\$336K	\$287K	\$300K	\$319K	\$332K	\$337K	\$335K	\$350K	\$341K	\$331K
Avg Sales Price	\$259K	\$249K	\$290K	\$342K	\$266K	\$300K	\$335K	\$337K	\$336K	\$359K	\$383K	\$393K	\$322K
Avg Sales Price as a % of Avg Est Value	98%	104%	92%	102%	93%	100%	105%	101%	100%	107%	109%	115%	97%

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



	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21
Median Est Value	\$279K	\$227K	\$248K	\$309K	\$268K	\$279K	\$255K	\$297K	\$287K	\$318K	\$375K	\$247K	\$295K
Median Sales Price	\$293K	\$225K	\$222K	\$309K	\$227K	\$286K	\$279K	\$300K	\$302K	\$299K	\$379K	\$279K	\$295K
Med Sales Price as a % of Med Est Value	105%	99%	89%	100%	85%	103%	110%	101%	105%	94%	101%	113%	100%