

## 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	Mar 2021	Mar 2020	+ / -	YTD 2021	YTD 2020	+ / -
<b>Listing Activity Charts Metrics</b>						
New Listing Count	39	27	+44.4%	87	74	+17.6%
New Listing Volume	\$16,270,900	\$9,108,100	+78.6%	\$33,776,072	\$26,365,100	+28.1%
Active Listing Count	54	176	-69.3%	N/A	N/A	
Active Listing Volume	\$24,003,500	\$63,678,354	-62.3%	N/A	N/A	
Average Listing Price	\$444,509	\$361,809	+22.9%	\$446,848	\$364,011	+22.8%
Median Listing Price	\$357,500	\$299,000	+19.6%	\$374,697	\$294,307	+27.3%
Median Days in RPR	100	208	-51.9%	120.91	197.22	-38.7%
Months of Inventory	2.5	16	-84.7%	4.4	9.9	-55.5%
Absorption Rate	40.74%	6.25%	+34.5%	22.75%	10.11%	+12.6%
<b>Sales Activity Charts Metrics</b>						
New Pending Sales Count	46	26	+76.9%	106	76	+39.5%
New Pending Sales Volume	\$16,441,499	\$6,498,600	+153%	\$40,415,571	\$21,467,000	+88.3%
Pending Sales Count	68	33	+106.1%	N/A	N/A	
Pending Sales Volume	\$27,055,671	\$10,221,100	+164.7%	N/A	N/A	
Closed Sales Count	33	17	+94.1%	79	48	+64.6%
Closed Sales Volume	\$12,112,190	\$4,769,500	+154%	\$25,833,240	\$12,410,350	+108.2%
Average Sales Price	\$367,036	\$280,559	+30.8%	\$327,003	\$258,549	+26.5%
Median Sales Price	\$300,665	\$209,000	+43.9%	\$284,417	\$242,479	+17.3%

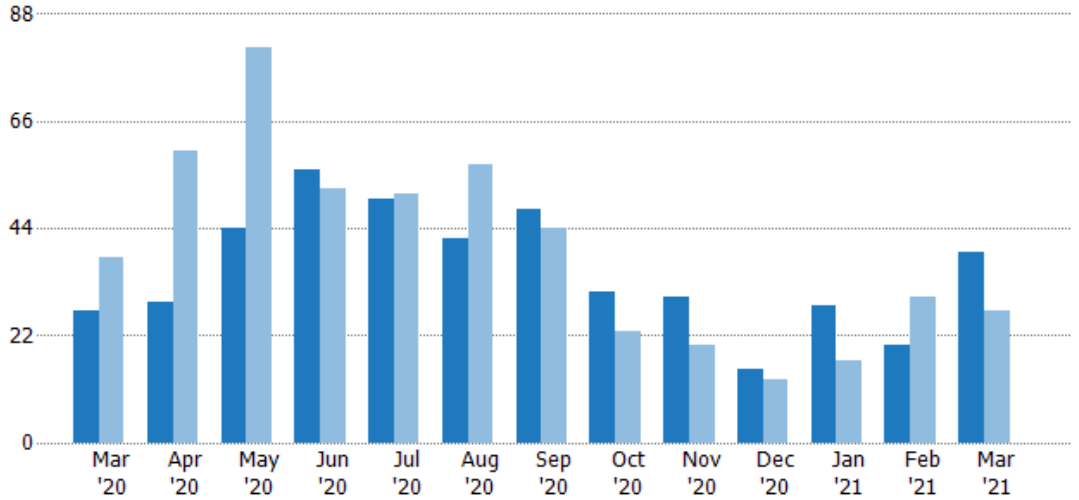
## New Listings

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

Month/Year	Count	% Chg.
Mar '21	39	44.4%
Mar '20	27	-28.9%
Mar '19	38	10.5%



	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21
Current Year	27	29	44	56	50	42	48	31	30	15	28	20	39
Prior Year	38	60	81	52	51	57	44	23	20	13	17	30	27
Percent Change from Prior Year	-29%	-52%	-46%	8%	-2%	-26%	9%	35%	50%	15%	65%	-33%	44%

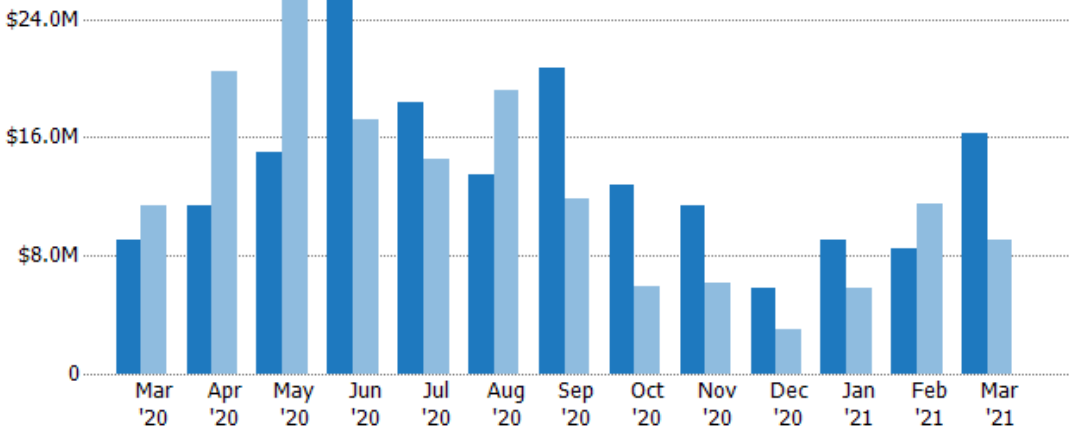
## New Listing Volume

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

Month/Year	Volume	% Chg.
Mar '21	\$16.3M	78.6%
Mar '20	\$9.11M	-19.9%
Mar '19	\$11.4M	19.6%



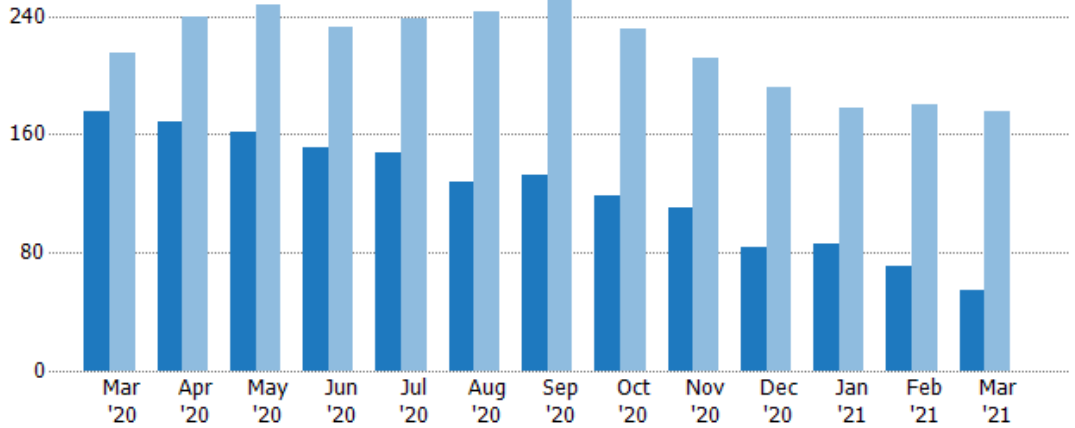
	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21
Current Year	\$9.11M	\$11.3M	\$14.9M	\$26.6M	\$18.4M	\$13.4M	\$20.7M	\$12.8M	\$11.4M	\$5.85M	\$9.05M	\$8.45M	\$16.3M
Prior Year	\$11.4M	\$20.5M	\$25.6M	\$17.2M	\$14.5M	\$19.2M	\$11.9M	\$5.94M	\$6.1M	\$2.99M	\$5.76M	\$11.5M	\$9.11M
Percent Change from Prior Year	-20%	-45%	-42%	55%	27%	-30%	74%	115%	87%	96%	57%	-26%	79%

## 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



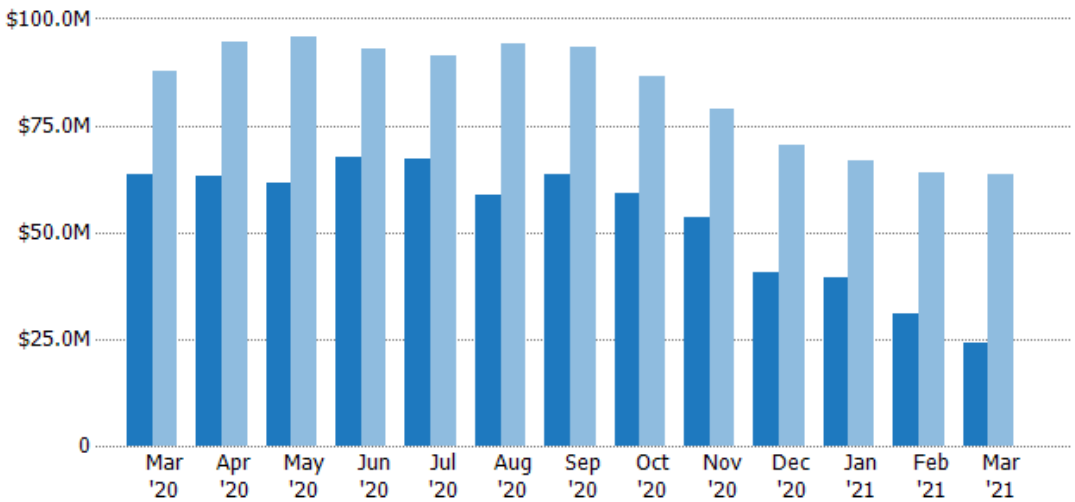
	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21
Current Year	176	169	161	151	148	128	133	119	110	84	86	71	54
Prior Year	215	240	248	232	238	243	252	231	211	192	178	180	176
Percent Change from Prior Year	-18%	-30%	-35%	-35%	-38%	-47%	-47%	-48%	-48%	-56%	-52%	-61%	-69%

## 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



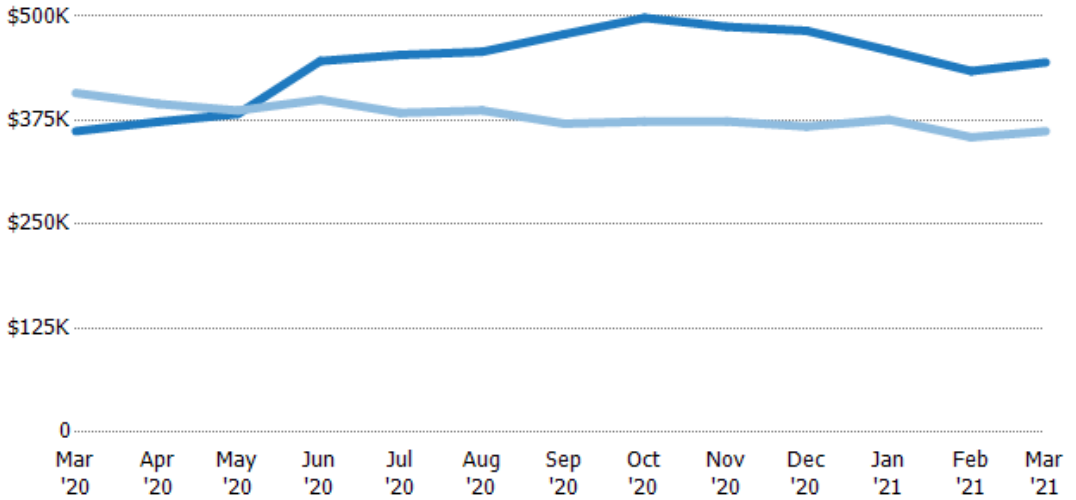
	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21
Current Year	\$63.7M	\$63.1M	\$61.6M	\$67.4M	\$67.1M	\$58.5M	\$63.7M	\$59.3M	\$53.6M	\$40.5M	\$39.5M	\$30.8M	\$24M
Prior Year	\$87.7M	\$94.7M	\$95.9M	\$92.7M	\$91.4M	\$94M	\$93.5M	\$86.3M	\$78.8M	\$70.6M	\$66.9M	\$63.8M	\$63.7M
Percent Change from Prior Year	-27%	-33%	-36%	-27%	-27%	-38%	-32%	-31%	-32%	-43%	-41%	-52%	-62%

## 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



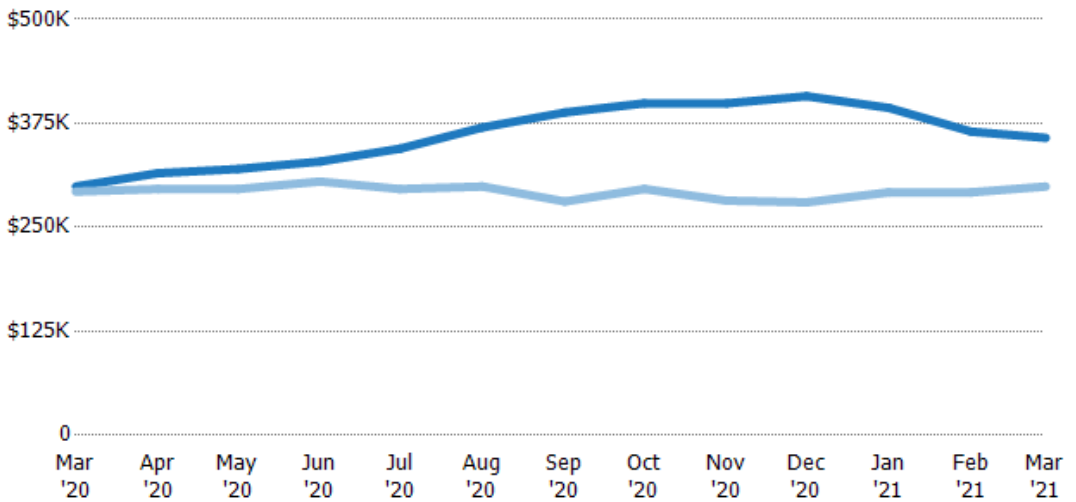
	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21
Current Year	\$362K	\$373K	\$383K	\$446K	\$453K	\$457K	\$479K	\$498K	\$487K	\$483K	\$459K	\$434K	\$445K
Prior Year	\$408K	\$395K	\$387K	\$400K	\$384K	\$387K	\$371K	\$374K	\$374K	\$367K	\$376K	\$355K	\$362K
Percent Change from Prior Year	-11%	-5%	-1%	12%	18%	18%	29%	33%	30%	31%	22%	22%	23%

## 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



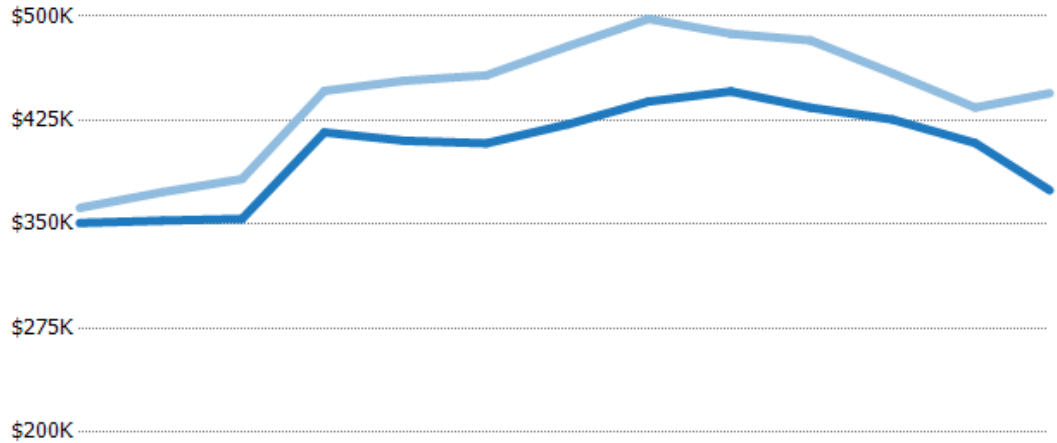
	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21
Current Year	\$299K	\$315K	\$320K	\$329K	\$344K	\$370K	\$388K	\$399K	\$399K	\$408K	\$394K	\$365K	\$358K
Prior Year	\$293K	\$296K	\$296K	\$305K	\$296K	\$299K	\$281K	\$296K	\$282K	\$280K	\$292K	\$292K	\$299K
Percent Change from Prior Year	2%	6%	8%	8%	16%	24%	38%	35%	41%	46%	35%	25%	20%

## 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



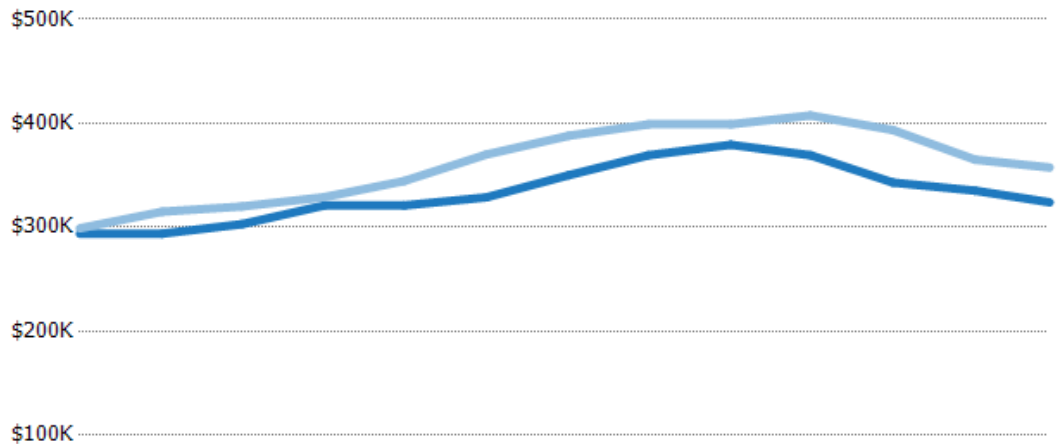
	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21
Avg Est Value	\$351K	\$353K	\$354K	\$416K	\$410K	\$408K	\$422K	\$439K	\$446K	\$434K	\$426K	\$409K	\$375K
Avg Listing Price	\$362K	\$373K	\$383K	\$446K	\$453K	\$457K	\$479K	\$498K	\$487K	\$483K	\$459K	\$434K	\$445K
Avg Listing Price as a % of Avg Est Value	103%	106%	108%	107%	111%	112%	113%	114%	109%	111%	108%	106%	119%

## 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



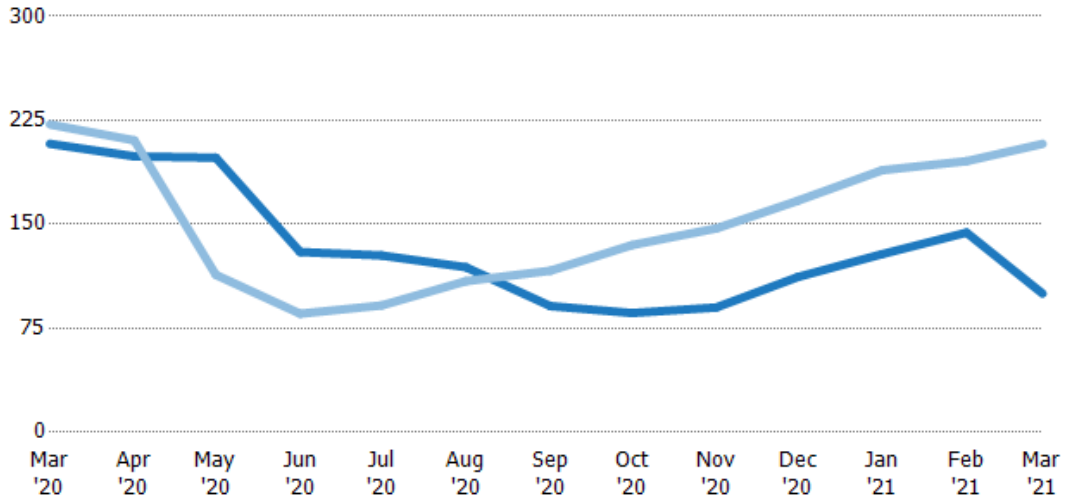
	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21
Median Est Value	\$294K	\$294K	\$303K	\$321K	\$321K	\$329K	\$350K	\$369K	\$379K	\$369K	\$343K	\$335K	\$324K
Median Listing Price	\$299K	\$315K	\$320K	\$329K	\$344K	\$370K	\$388K	\$399K	\$399K	\$408K	\$394K	\$365K	\$358K
Med Listing Price as a % of Med Est Value	102%	107%	106%	102%	107%	113%	111%	108%	105%	110%	115%	109%	110%

## 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



Month/Year	Days	% Chg.
Mar '21	100	-51.9%
Mar '20	208	-6.3%
Mar '19	222	-4.3%

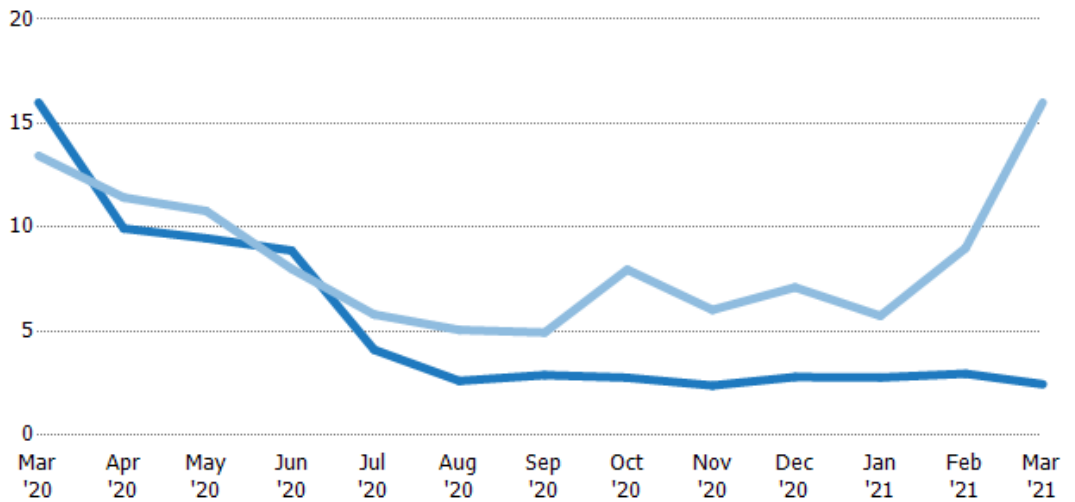
Current Year	208	199	198	130	128	119	91	86	90	112	129	144	100
Prior Year	222	211	114	85.5	91.5	109	117	135	147	167	189	196	208
Percent Change from Prior Year	-6%	-5%	74%	52%	39%	9%	-22%	-36%	-39%	-33%	-32%	-26%	-52%

## 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



Month/Year	Months	% Chg.
Mar '21	2.45	-84.7%
Mar '20	16	19.1%
Mar '19	13.4	-3.3%

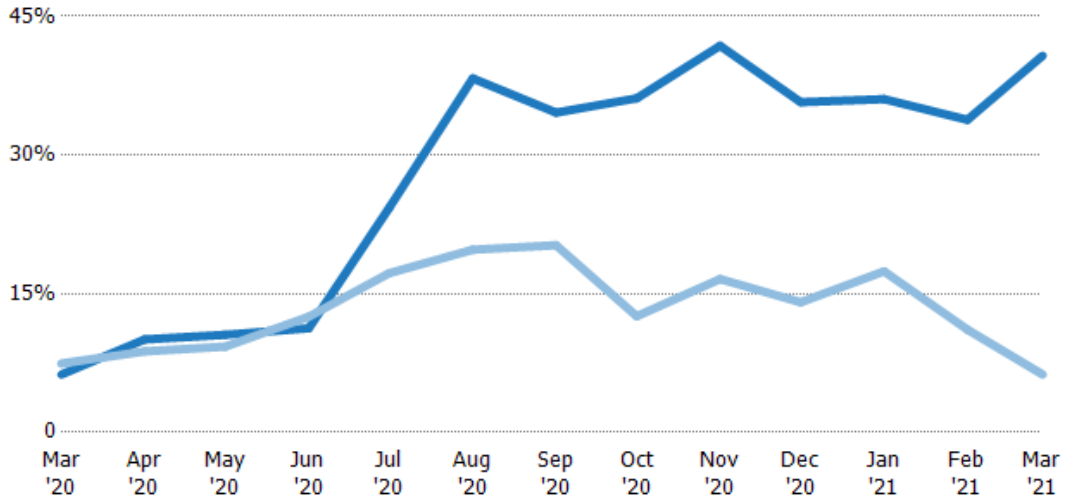
Current Year	16	9.94	9.47	8.88	4.11	2.61	2.89	2.77	2.39	2.8	2.77	2.96	2.45
Prior Year	13.4	11.4	10.8	8	5.8	5.06	4.94	7.97	6.03	7.11	5.74	9	16
Percent Change from Prior Year	19%	-13%	-12%	11%	-29%	-48%	-41%	-65%	-60%	-61%	-52%	-67%	-85%

## Absorption Rate

The percentage of inventory sold per month.

### Filters Used

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



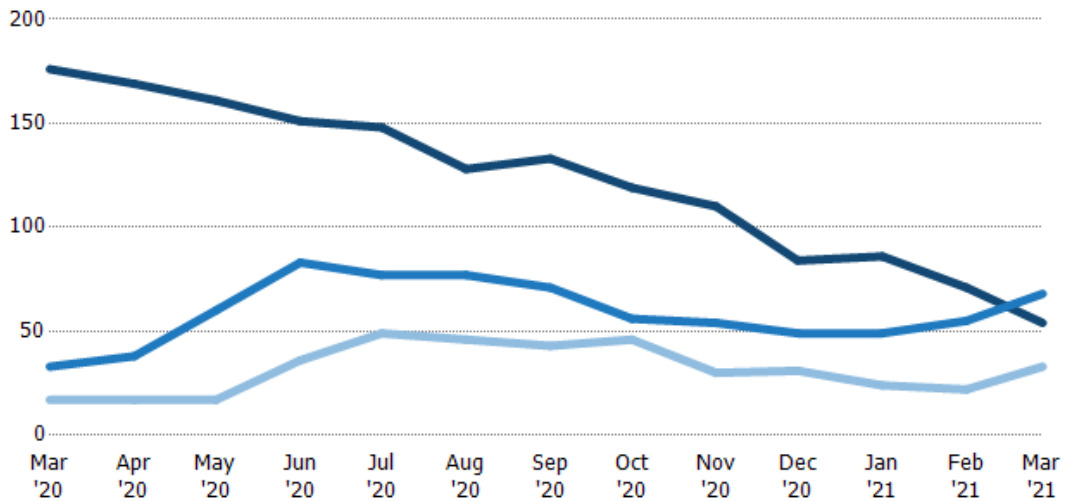
	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21
Current Year	6%	10%	11%	11%	24%	38%	35%	36%	42%	36%	36%	34%	41%
Prior Year	7%	9%	9%	13%	17%	20%	20%	13%	17%	14%	17%	11%	6%
Change from Prior Year	1%	-1%	-1%	1%	-7%	-19%	-14%	-24%	-25%	-22%	-19%	-23%	-34%

## 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



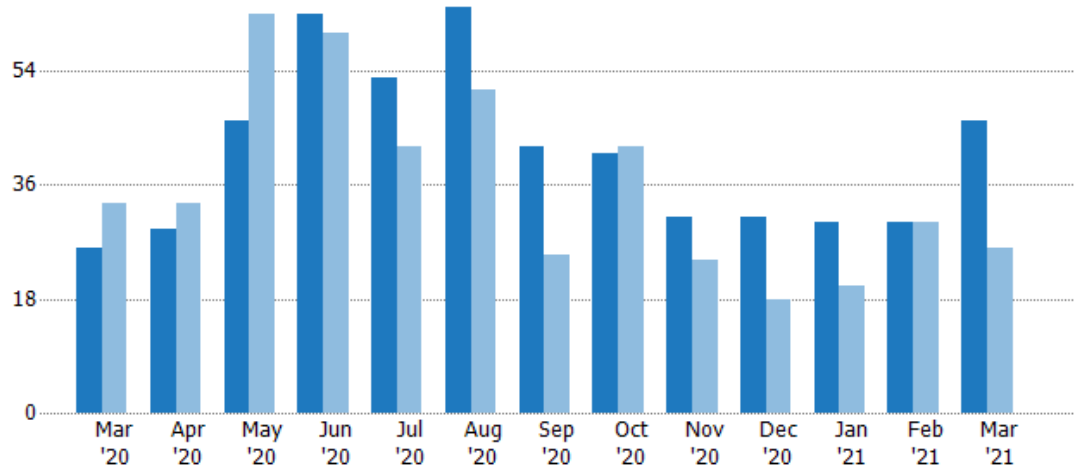
	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21
Active	176	169	161	151	148	128	133	119	110	84	86	71	54
Pending	33	38	60	83	77	77	71	56	54	49	49	55	68
Sold	17	17	17	36	49	46	43	46	30	31	24	22	33

## 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



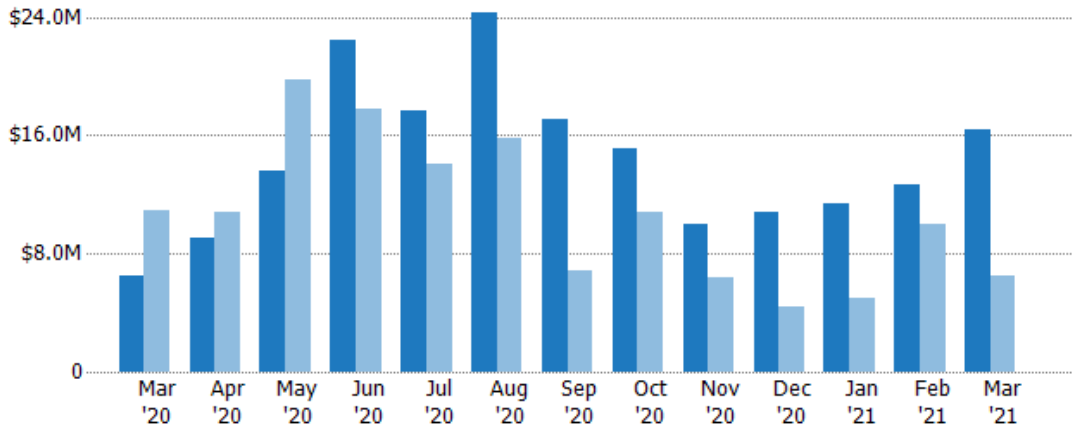
	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21
Current Year	26	29	46	63	53	64	42	41	31	31	30	30	46
Prior Year	33	33	63	60	42	51	25	42	24	18	20	30	26
Percent Change from Prior Year	-21%	-12%	-27%	5%	26%	25%	68%	-2%	29%	72%	50%	0%	77%

## 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



	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21
Current Year	\$6.5M	\$9.03M	\$13.6M	\$22.5M	\$17.7M	\$24.3M	\$17.1M	\$15.1M	\$9.98M	\$10.8M	\$11.3M	\$12.6M	\$16.4M
Prior Year	\$10.9M	\$10.8M	\$19.8M	\$17.8M	\$14.1M	\$15.8M	\$6.79M	\$10.8M	\$6.39M	\$4.37M	\$4.93M	\$10M	\$6.5M
Percent Change from Prior Year	-40%	-16%	-31%	26%	26%	54%	151%	40%	56%	147%	130%	26%	153%



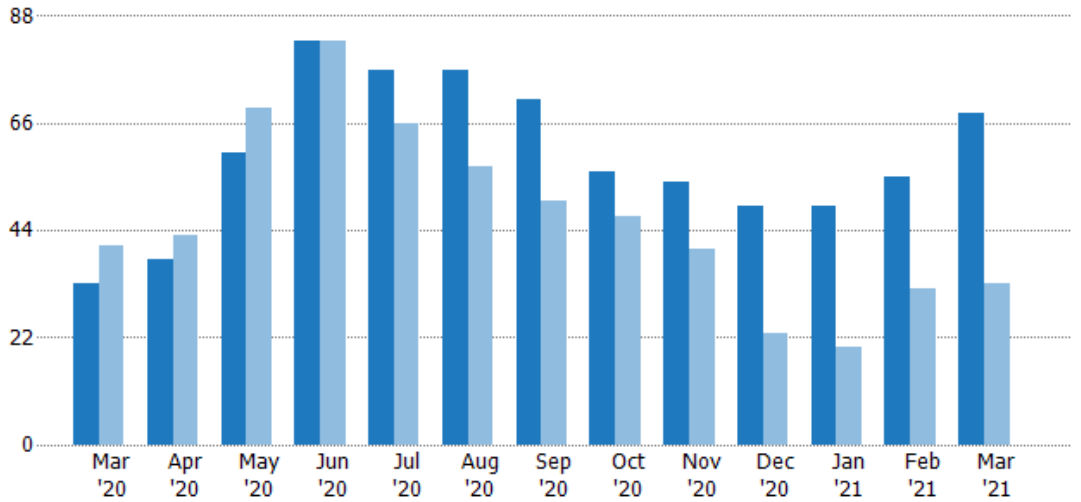
## Pending Sales

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

Month/Year	Count	% Chg.
Mar '21	68	106.1%
Mar '20	33	-19.5%
Mar '19	41	4.9%



	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21
Current Year	33	38	60	83	77	77	71	56	54	49	49	55	68
Prior Year	41	43	69	83	66	57	50	47	40	23	20	32	33
Percent Change from Prior Year	-20%	-12%	-13%	0%	17%	35%	42%	19%	35%	113%	145%	72%	106%

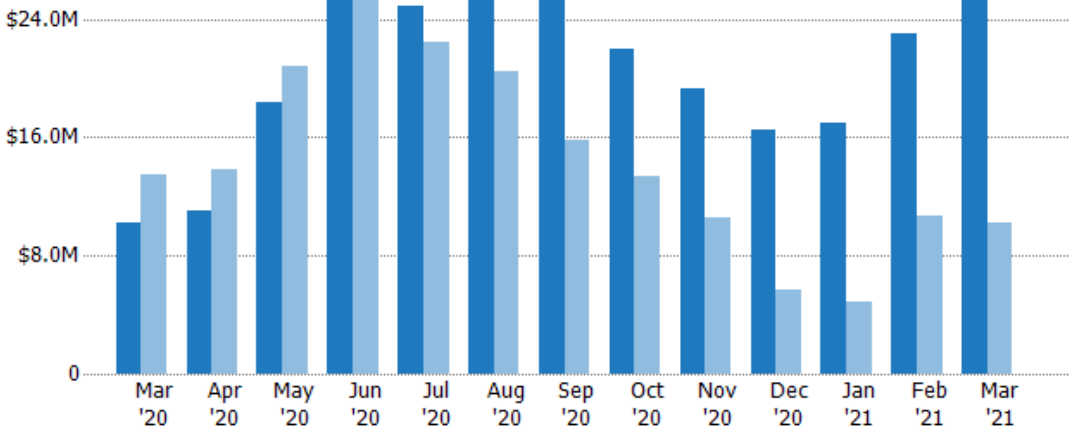
## Pending Sales Volume

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

Month/Year	Volume	% Chg.
Mar '21	\$27.1M	164.7%
Mar '20	\$10.2M	-24%
Mar '19	\$13.5M	3.4%



	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21
Current Year	\$10.2M	\$11M	\$18.4M	\$26.8M	\$24.9M	\$25.8M	\$26.9M	\$22M	\$19.3M	\$16.5M	\$17M	\$23M	\$27.1M
Prior Year	\$13.5M	\$13.8M	\$20.8M	\$26.3M	\$22.5M	\$20.5M	\$15.8M	\$13.3M	\$10.6M	\$5.7M	\$4.81M	\$10.7M	\$10.2M
Percent Change from Prior Year	-24%	-20%	-11%	2%	11%	26%	70%	65%	82%	189%	254%	115%	165%

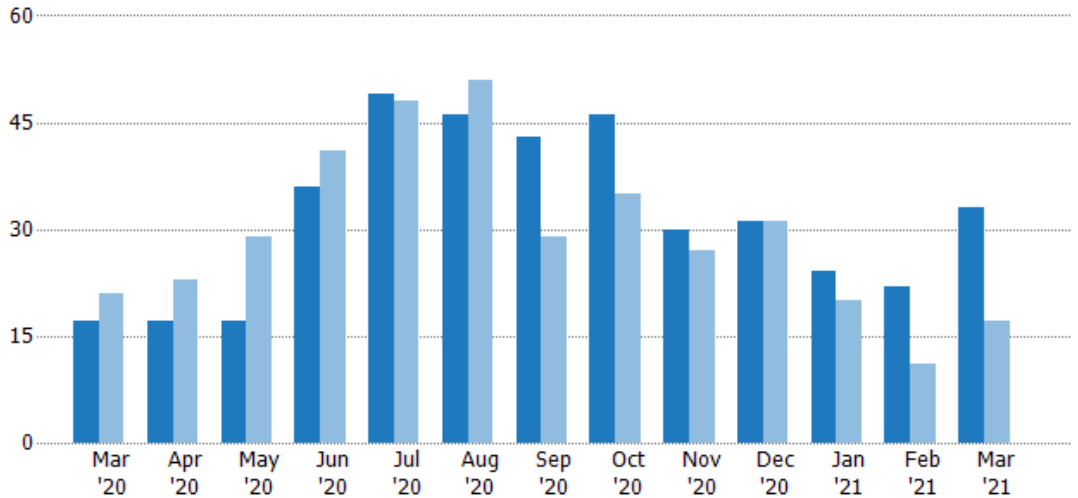
## Closed Sales

The total number of residential properties sold each month.

### Filters Used

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

Month/Year	Count	% Chg.
Mar '21	33	94.1%
Mar '20	17	-19%
Mar '19	21	-28.6%



	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21
Current Year	17	17	17	36	49	46	43	46	30	31	24	22	33
Prior Year	21	23	29	41	48	51	29	35	27	31	20	11	17
Percent Change from Prior Year	-19%	-26%	-41%	-12%	2%	-10%	48%	31%	11%	0%	20%	100%	94%

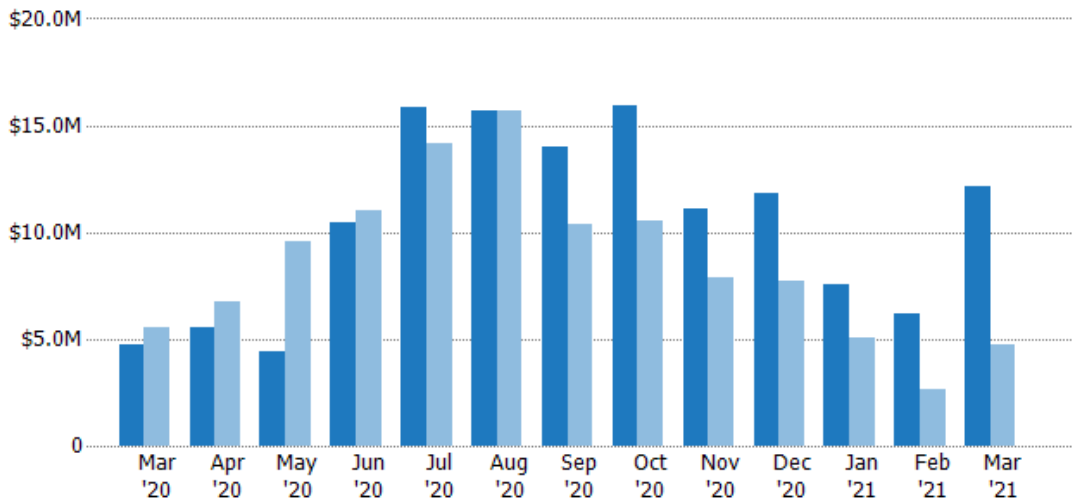
## Closed Sales Volume

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

Month/Year	Volume	% Chg.
Mar '21	\$12.1M	154%
Mar '20	\$4.77M	-13.6%
Mar '19	\$5.52M	-24.1%



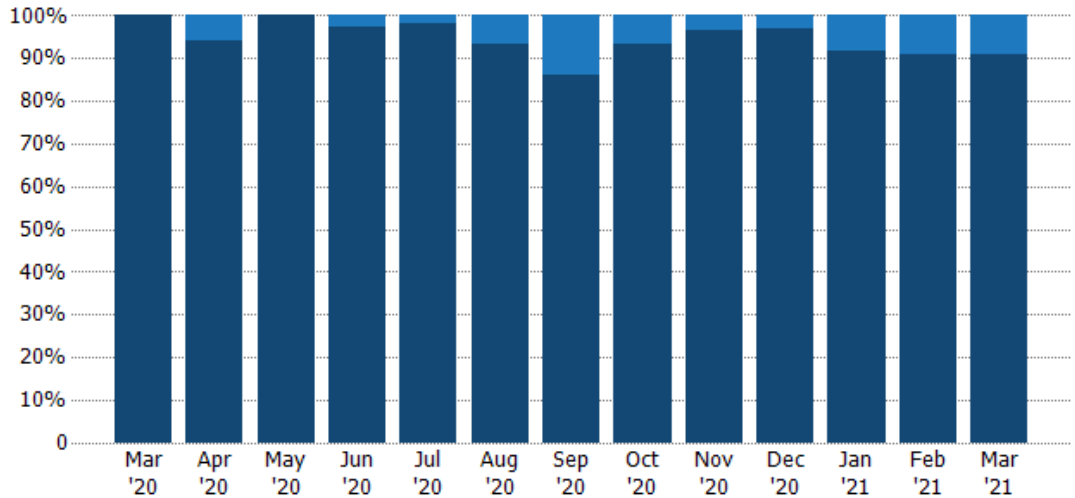
	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21
Current Year	\$4.77M	\$5.58M	\$4.38M	\$10.5M	\$15.8M	\$15.7M	\$14M	\$15.9M	\$11.1M	\$11.8M	\$7.53M	\$6.19M	\$12.1M
Prior Year	\$5.52M	\$6.74M	\$9.55M	\$11M	\$14.2M	\$15.7M	\$10.4M	\$10.6M	\$7.85M	\$7.7M	\$5.03M	\$2.61M	\$4.77M
Percent Change from Prior Year	-14%	-17%	-54%	-5%	12%	0%	35%	51%	41%	53%	50%	137%	154%

## 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



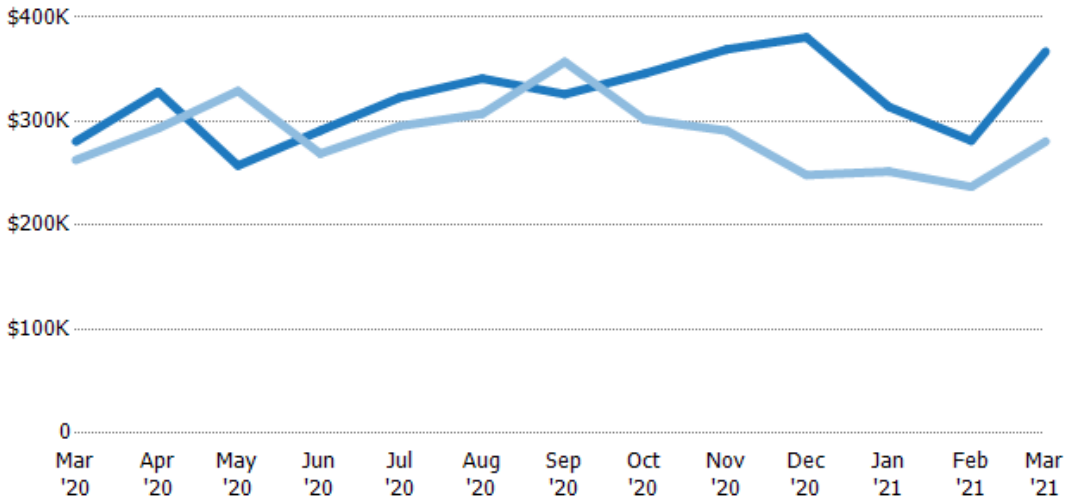
Condo/Townhouse	-	6%	-	3%	2%	7%	14%	7%	3%	3%	8%	9%	9%
Single Family Residence	100%	94%	100%	97%	98%	93%	86%	93%	97%	97%	92%	91%	91%

## 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



Current Year	\$281K	\$328K	\$257K	\$291K	\$323K	\$341K	\$326K	\$346K	\$369K	\$381K	\$314K	\$281K	\$367K
Prior Year	\$263K	\$293K	\$329K	\$269K	\$296K	\$307K	\$357K	\$302K	\$291K	\$248K	\$252K	\$237K	\$281K
Percent Change from Prior Year	7%	12%	-22%	8%	9%	11%	-9%	15%	27%	53%	25%	19%	31%

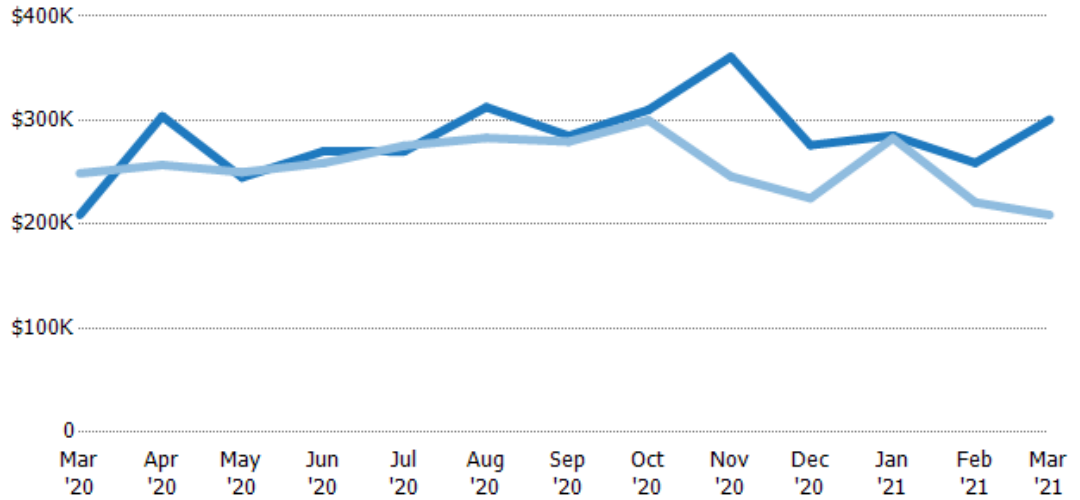
## Median Sales Price

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

Month/Year	Price	% Chg.
Mar '21	\$301K	43.9%
Mar '20	\$209K	-16.1%
Mar '19	\$249K	12.4%



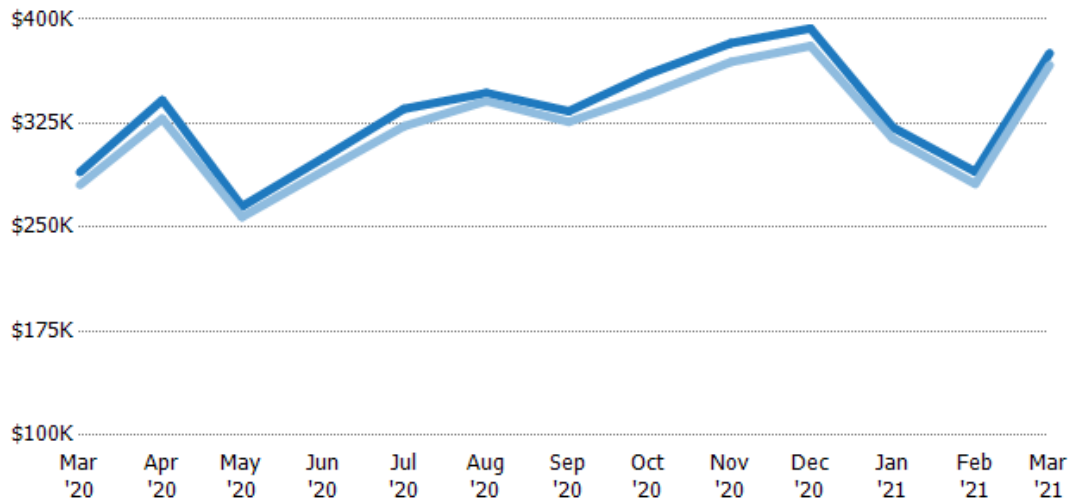
Current Year	\$209K	\$304K	\$245K	\$271K	\$270K	\$313K	\$285K	\$310K	\$361K	\$276K	\$285K	\$259K	\$301K
Prior Year	\$249K	\$257K	\$250K	\$259K	\$276K	\$283K	\$280K	\$300K	\$246K	\$225K	\$283K	\$221K	\$209K
Percent Change from Prior Year	-16%	18%	-2%	4%	-2%	10%	2%	3%	47%	23%	1%	17%	44%

## 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



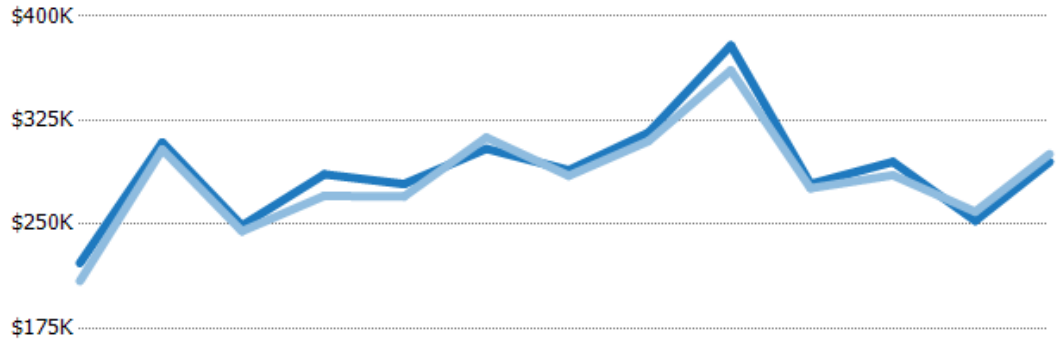
Avg List Price	\$290K	\$342K	\$265K	\$300K	\$335K	\$347K	\$334K	\$361K	\$383K	\$393K	\$322K	\$290K	\$376K
Avg Sales Price	\$281K	\$328K	\$257K	\$291K	\$323K	\$341K	\$326K	\$346K	\$369K	\$381K	\$314K	\$281K	\$367K
Avg Sales Price as a % of Avg List Price	97%	96%	97%	97%	96%	98%	98%	96%	96%	97%	97%	97%	98%

## 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



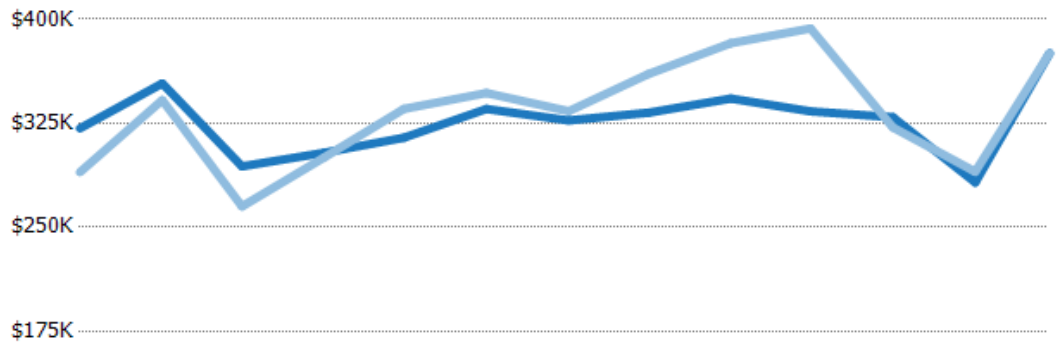
	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21
Median List Price	\$222K	\$309K	\$249K	\$286K	\$279K	\$304K	\$289K	\$316K	\$379K	\$279K	\$295K	\$253K	\$295K
Median Sales Price	\$209K	\$304K	\$245K	\$271K	\$270K	\$313K	\$285K	\$310K	\$361K	\$276K	\$285K	\$259K	\$301K
Med Sales Price as a % of Med List Price	94%	98%	98%	95%	97%	103%	99%	98%	95%	99%	97%	103%	102%

## 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



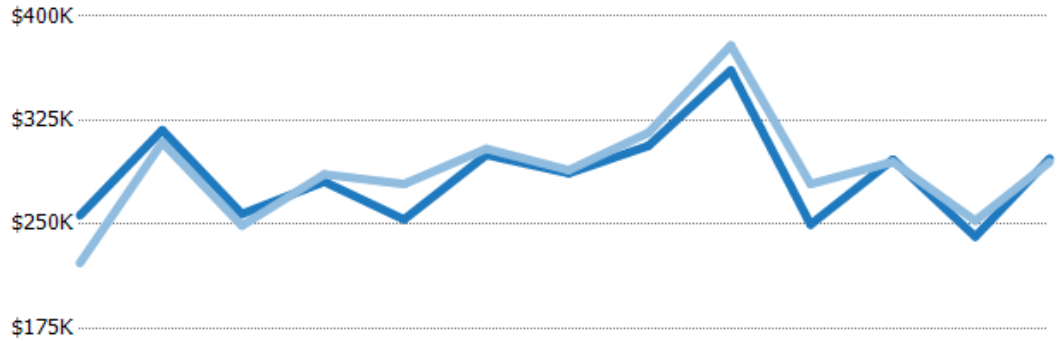
	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21
Avg Est Value	\$321K	\$354K	\$294K	\$304K	\$315K	\$335K	\$327K	\$333K	\$343K	\$334K	\$329K	\$282K	\$376K
Avg Sales Price	\$290K	\$342K	\$265K	\$300K	\$335K	\$347K	\$334K	\$361K	\$383K	\$393K	\$322K	\$290K	\$376K
Avg Sales Price as a % of Avg Est Value	90%	97%	90%	99%	107%	103%	102%	108%	112%	118%	98%	103%	100%

## 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



	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21
Median Est Value	\$256K	\$318K	\$257K	\$281K	\$253K	\$300K	\$287K	\$307K	\$361K	\$250K	\$297K	\$241K	\$297K
Median Sales Price	\$222K	\$309K	\$249K	\$286K	\$279K	\$304K	\$289K	\$316K	\$379K	\$279K	\$295K	\$253K	\$295K
Med Sales Price as a % of Med Est Value	87%	97%	97%	102%	110%	101%	101%	103%	105%	112%	99%	105%	99%