

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	Feb 2021	Feb 2020	+ / -	YTD 2021	YTD 2020	+ / -
Listing Activity Charts Metrics						
New Listing Count	20	30	-33.3%	48	47	+2.1%
New Listing Volume	\$8,452,672	\$11,494,100	-26.5%	\$17,505,172	\$17,257,000	+1.4%
Active Listing Count	71	180	-60.6%	N/A	N/A	
Active Listing Volume	\$30,824,800	\$63,827,954	-51.7%	N/A	N/A	
Average Listing Price	\$434,152	\$354,600	+22.4%	\$447,653	\$365,093	+22.6%
Median Listing Price	\$365,000	\$292,000	+25%	\$380,611	\$292,000	+30.3%
Median Days in RPR	144	195.5	-26.3%	135.91	191.31	-29%
Months of Inventory	3	9	-67.1%	5.1	10.8	-53.3%
Absorption Rate	33.8%	11.11%	+22.7%	19.75%	9.22%	+10.5%
Sales Activity Charts Metrics						
New Pending Sales Count	30	30	+/-	60	50	+20%
New Pending Sales Volume	\$12,646,672	\$10,037,100	+26%	\$23,974,072	\$14,968,400	+60.2%
Pending Sales Count	55	32	+71.9%	N/A	N/A	
Pending Sales Volume	\$23,009,972	\$10,705,900	+114.9%	N/A	N/A	
Closed Sales Count	22	11	+100%	46	31	+48.4%
Closed Sales Volume	\$6,187,900	\$2,606,900	+137.4%	\$13,721,050	\$7,640,850	+79.6%
Average Sales Price	\$281,268	\$236,991	+18.7%	\$298,284	\$246,479	+21%
Median Sales Price	\$259,000	\$221,000	+17.2%	\$272,761	\$260,839	+4.6%

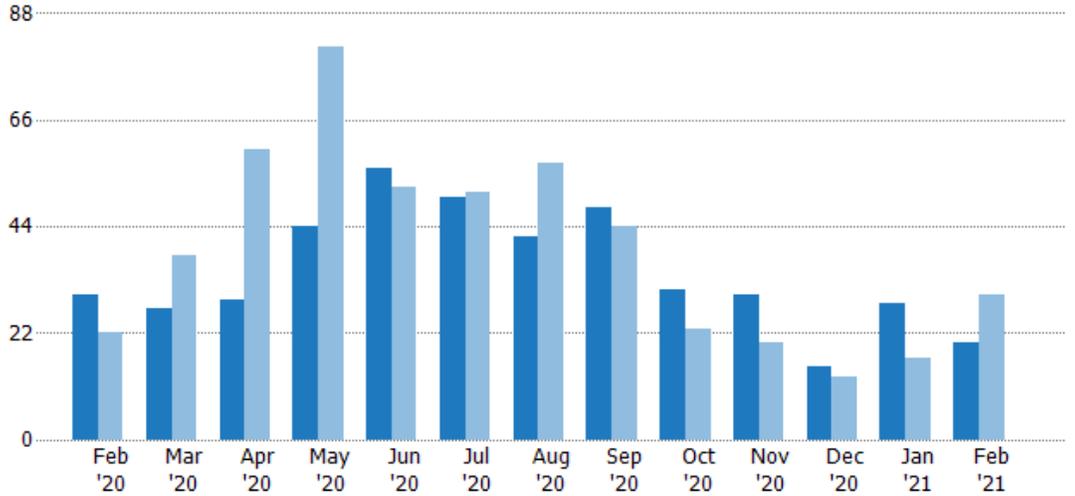
New Listings

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.
Feb '21	20	-33.3%
Feb '20	30	36.4%
Feb '19	22	-4.5%



Current Year	30	27	29	44	56	50	42	48	31	30	15	28	20
Prior Year	22	38	60	81	52	51	57	44	23	20	13	17	30
Percent Change from Prior Year	36%	-29%	-52%	-46%	8%	-2%	-26%	9%	35%	50%	15%	65%	-33%

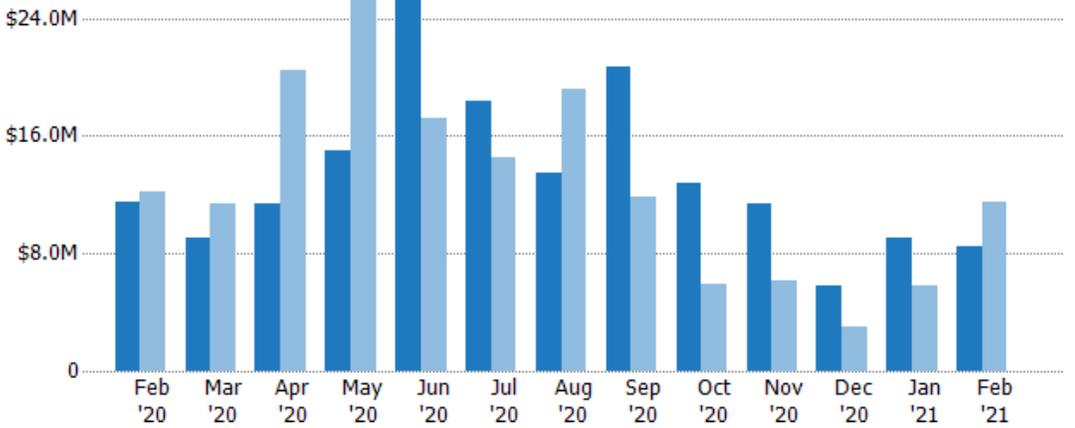
New Listing Volume

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.
Feb '21	\$8.45M	-26.5%
Feb '20	\$11.5M	-5.8%
Feb '19	\$12.2M	-43.8%



Current Year	\$11.5M	\$9.11M	\$11.3M	\$14.9M	\$26.6M	\$18.4M	\$13.4M	\$20.7M	\$12.8M	\$11.4M	\$5.85M	\$9.05M	\$8.45M
Prior Year	\$12.2M	\$11.4M	\$20.5M	\$25.6M	\$17.2M	\$14.5M	\$19.2M	\$11.9M	\$5.94M	\$6.1M	\$2.99M	\$5.76M	\$11.5M
Percent Change from Prior Year	-6%	-20%	-45%	-42%	55%	27%	-30%	74%	115%	87%	96%	57%	-26%

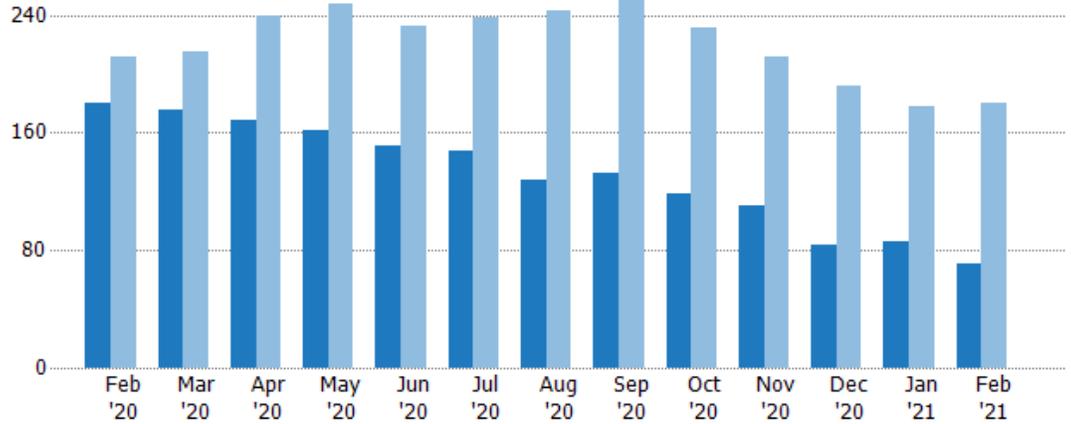
Active Listings

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

Month/Year	Count	% Chg.
Feb '21	71	-60.6%
Feb '20	180	-14.7%
Feb '19	211	-6.2%



Current Year	180	176	169	161	151	148	128	133	119	110	84	86	71
Prior Year	211	215	240	248	232	238	243	252	231	211	192	178	180
Percent Change from Prior Year	-15%	-18%	-30%	-35%	-35%	-38%	-47%	-47%	-48%	-48%	-56%	-52%	-61%

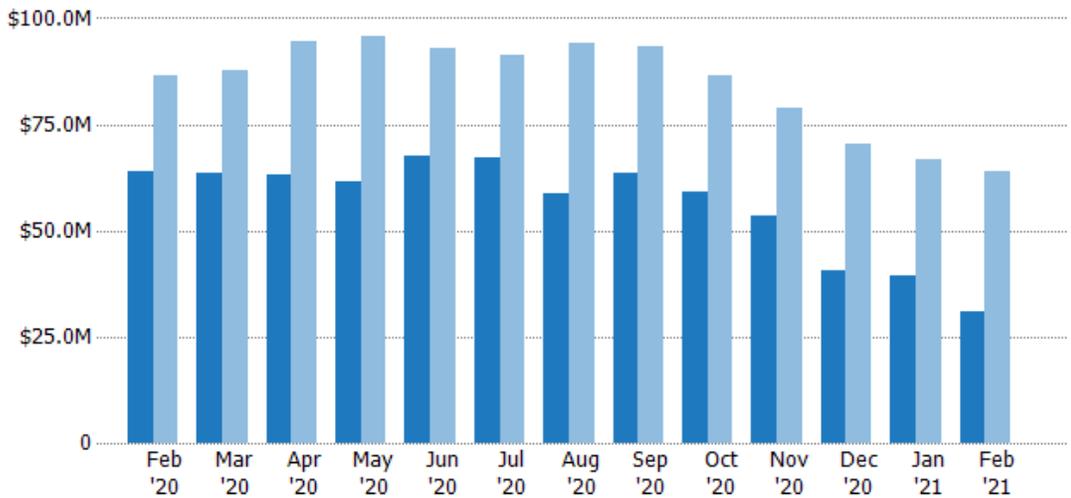
Active Listing Volume

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

Month/Year	Volume	% Chg.
Feb '21	\$30.8M	-51.7%
Feb '20	\$63.8M	-26.1%
Feb '19	\$86.4M	-9.7%



Current Year	\$63.8M	\$63.7M	\$63.1M	\$61.6M	\$67.4M	\$67.1M	\$58.5M	\$63.7M	\$59.3M	\$53.6M	\$40.5M	\$39.5M	\$30.8M
Prior Year	\$86.4M	\$87.7M	\$94.7M	\$95.9M	\$92.7M	\$91.4M	\$94M	\$93.5M	\$86.3M	\$78.8M	\$70.6M	\$66.9M	\$63.8M
Percent Change from Prior Year	-26%	-27%	-33%	-36%	-27%	-27%	-38%	-32%	-31%	-32%	-43%	-41%	-52%

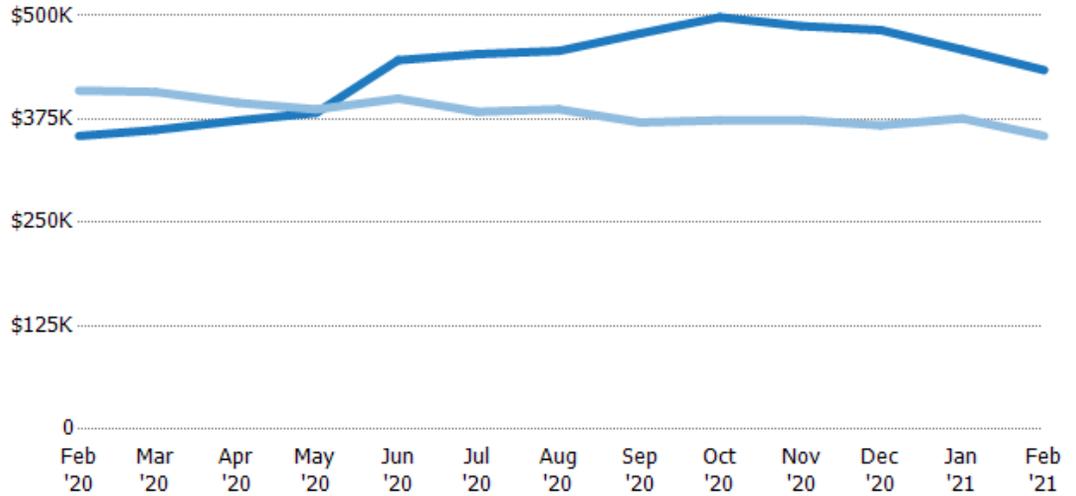
Average Listing Price

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

Month/Year	Price	% Chg.
Feb '21	\$434K	22.4%
Feb '20	\$355K	-13.4%
Feb '19	\$409K	-3.8%



Current Year	\$355K	\$362K	\$373K	\$383K	\$446K	\$453K	\$457K	\$479K	\$498K	\$487K	\$483K	\$459K	\$434K
Prior Year	\$409K	\$408K	\$395K	\$387K	\$400K	\$384K	\$387K	\$371K	\$374K	\$374K	\$367K	\$376K	\$355K
Percent Change from Prior Year	-13%	-11%	-5%	-1%	12%	18%	18%	29%	33%	30%	31%	22%	22%

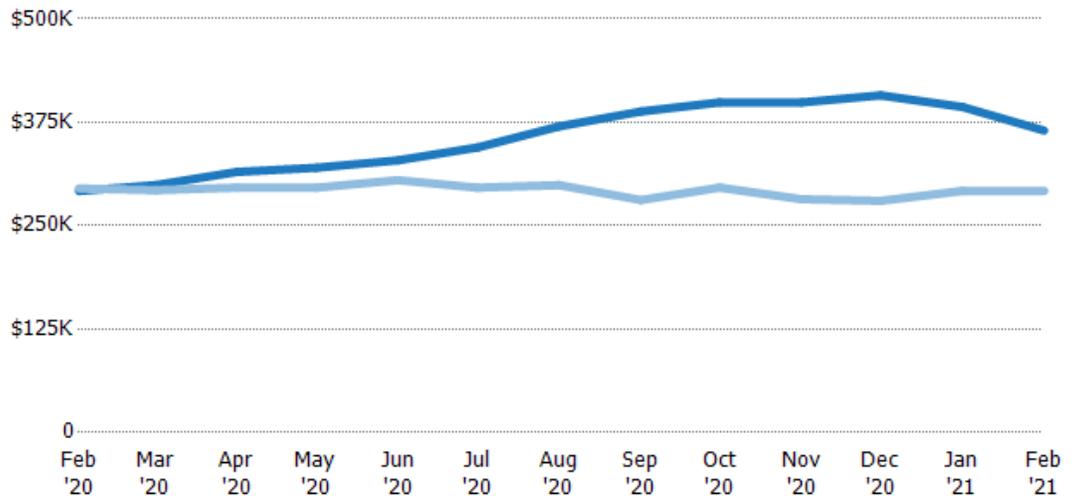
Median Listing Price

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

Month/Year	Price	% Chg.
Feb '21	\$365K	25%
Feb '20	\$292K	-1%
Feb '19	\$295K	-1.9%



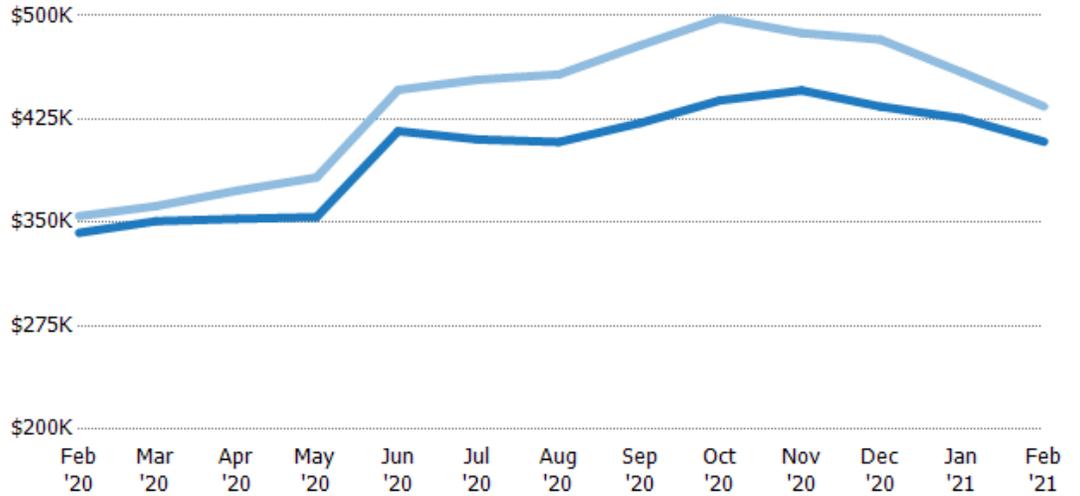
Current Year	\$292K	\$299K	\$315K	\$320K	\$329K	\$344K	\$370K	\$388K	\$399K	\$399K	\$408K	\$394K	\$365K
Prior Year	\$295K	\$293K	\$296K	\$296K	\$305K	\$296K	\$299K	\$281K	\$296K	\$282K	\$280K	\$292K	\$292K
Percent Change from Prior Year	-1%	2%	6%	8%	8%	16%	24%	38%	35%	41%	46%	35%	25%

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

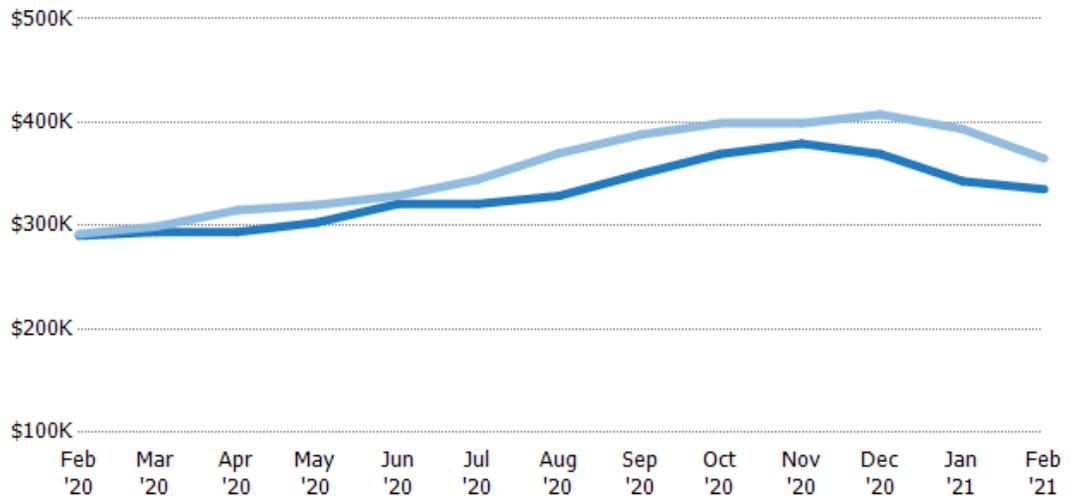


Median Listing Price vs Median Est Value

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

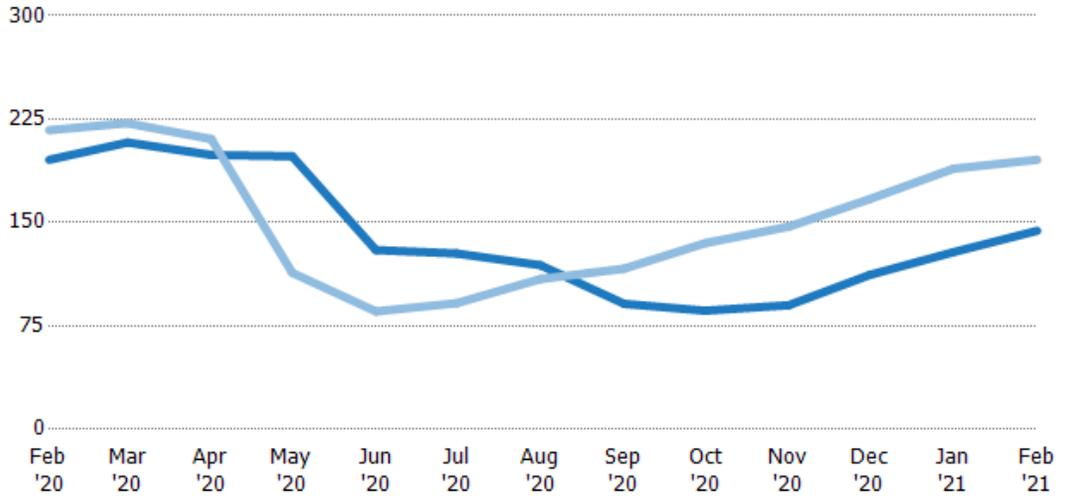


Median Days in RPR

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



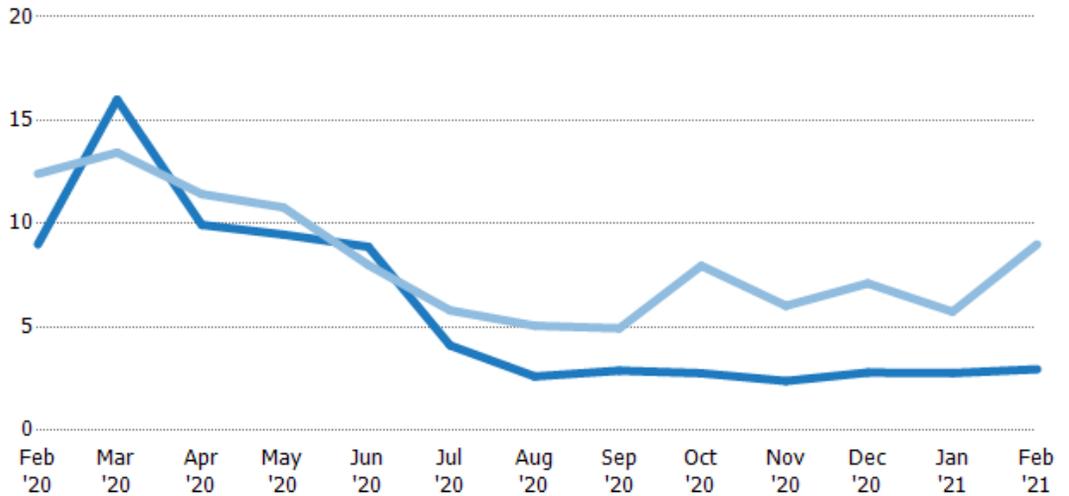
	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21
Current Year	196	208	199	198	130	128	119	91	86	90	112	129	144
Prior Year	217	222	211	114	85.5	91.5	109	117	135	147	167	189	196
Percent Change from Prior Year	-10%	-6%	-5%	74%	52%	39%	9%	-22%	-36%	-39%	-33%	-32%	-26%

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



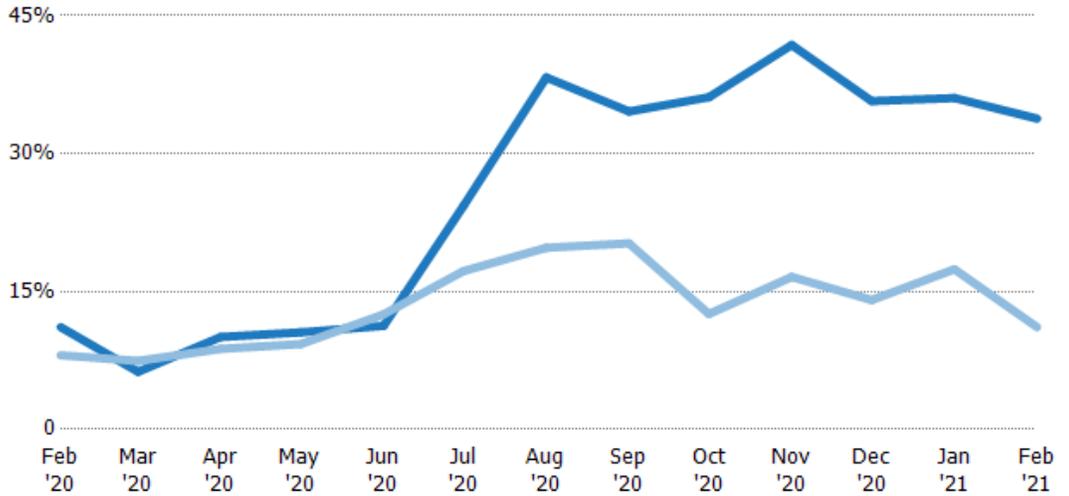
	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21
Current Year	9	16	9.94	9.47	8.88	4.11	2.61	2.89	2.77	2.39	2.8	2.77	2.96
Prior Year	12.4	13.4	11.4	10.8	8	5.8	5.06	4.94	7.97	6.03	7.11	5.74	9
Percent Change from Prior Year	-27%	19%	-13%	-12%	11%	-29%	-48%	-41%	-65%	-60%	-61%	-52%	-67%

Absorption Rate

The percentage of inventory sold per month.

Filters Used

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



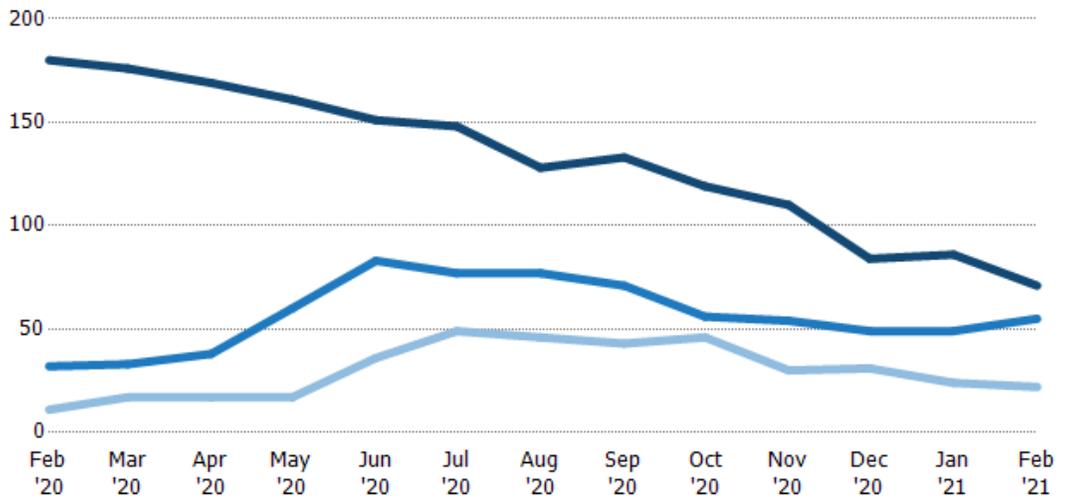
	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21
Current Year	11%	6%	10%	11%	11%	24%	38%	35%	36%	42%	36%	36%	34%
Prior Year	8%	7%	9%	9%	13%	17%	20%	20%	13%	17%	14%	17%	11%
Change from Prior Year	-3%	1%	-1%	-1%	1%	-7%	-19%	-14%	-24%	-25%	-22%	-19%	-23%

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



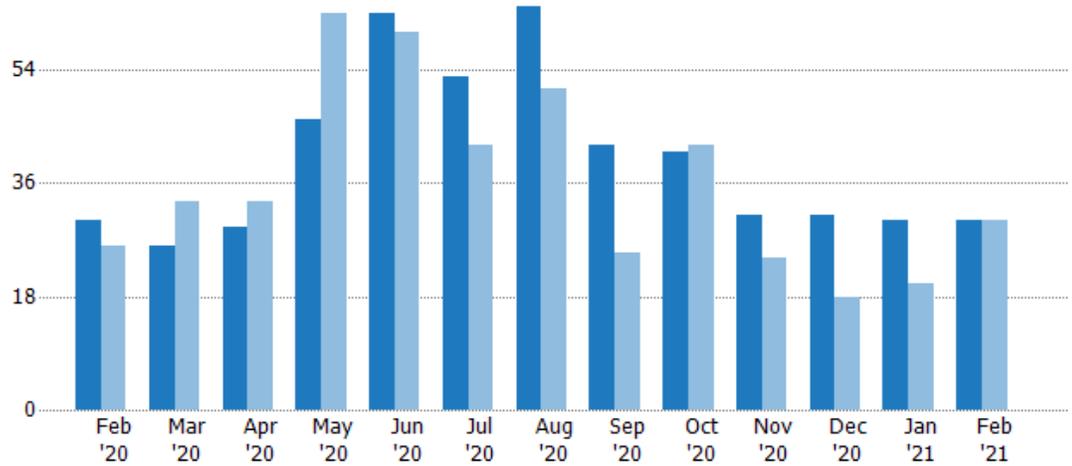
	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21
Active	180	176	169	161	151	148	128	133	119	110	84	86	71
Pending	32	33	38	60	83	77	77	71	56	54	49	49	55
Sold	11	17	17	17	36	49	46	43	46	30	31	24	22

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



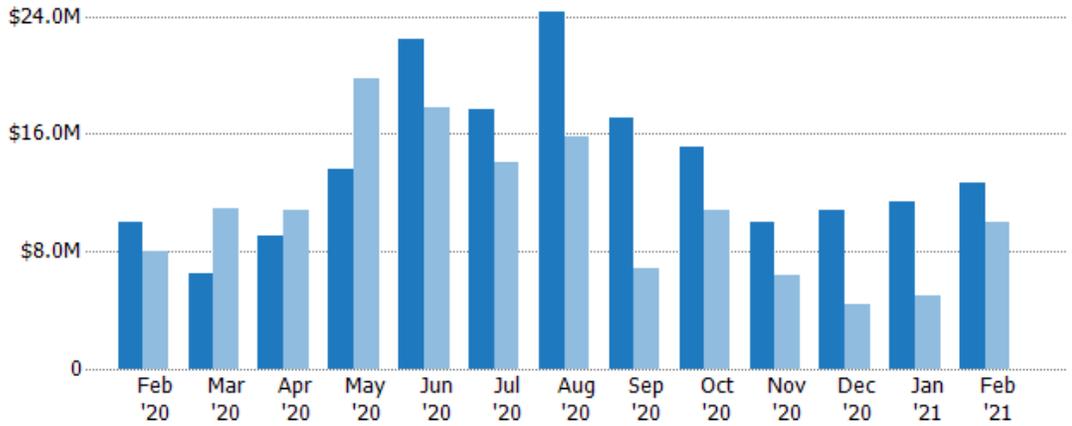
	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21
Current Year	30	26	29	46	63	53	64	42	41	31	31	30	30
Prior Year	26	33	33	63	60	42	51	25	42	24	18	20	30
Percent Change from Prior Year	15%	-21%	-12%	-27%	5%	26%	25%	68%	-2%	29%	72%	50%	0%

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



	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21
Current Year	\$10M	\$6.5M	\$9.03M	\$13.6M	\$22.5M	\$17.7M	\$24.3M	\$17.1M	\$15.1M	\$9.98M	\$10.8M	\$11.3M	\$12.6M
Prior Year	\$7.95M	\$10.9M	\$10.8M	\$19.8M	\$17.8M	\$14.1M	\$15.8M	\$6.79M	\$10.8M	\$6.39M	\$4.37M	\$4.93M	\$10M
Percent Change from Prior Year	26%	-40%	-16%	-31%	26%	26%	54%	151%	40%	56%	147%	130%	26%

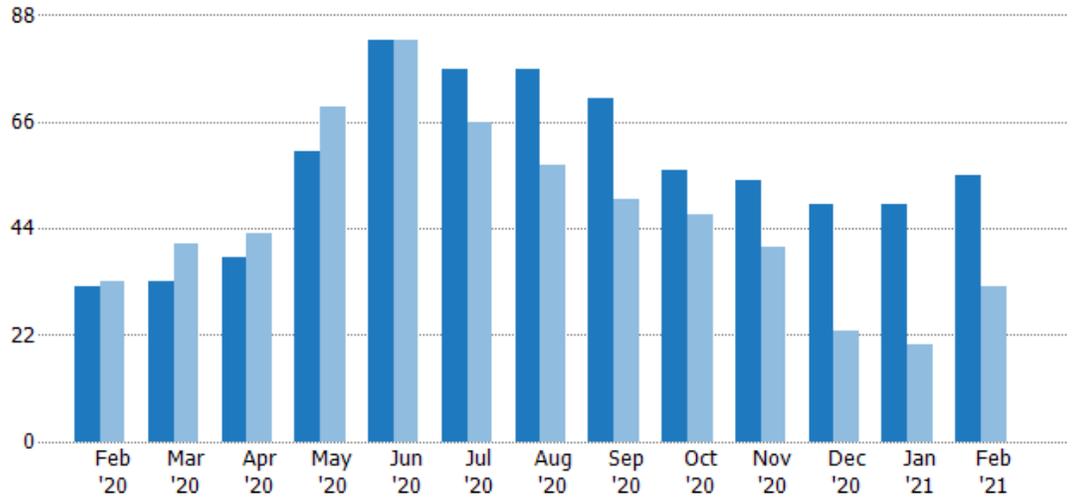
Pending Sales

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.
Feb '21	55	71.9%
Feb '20	32	-3%
Feb '19	33	0%



	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21
Current Year	32	33	38	60	83	77	77	71	56	54	49	49	55
Prior Year	33	41	43	69	83	66	57	50	47	40	23	20	32
Percent Change from Prior Year	-3%	-20%	-12%	-13%	0%	17%	35%	42%	19%	35%	113%	145%	72%

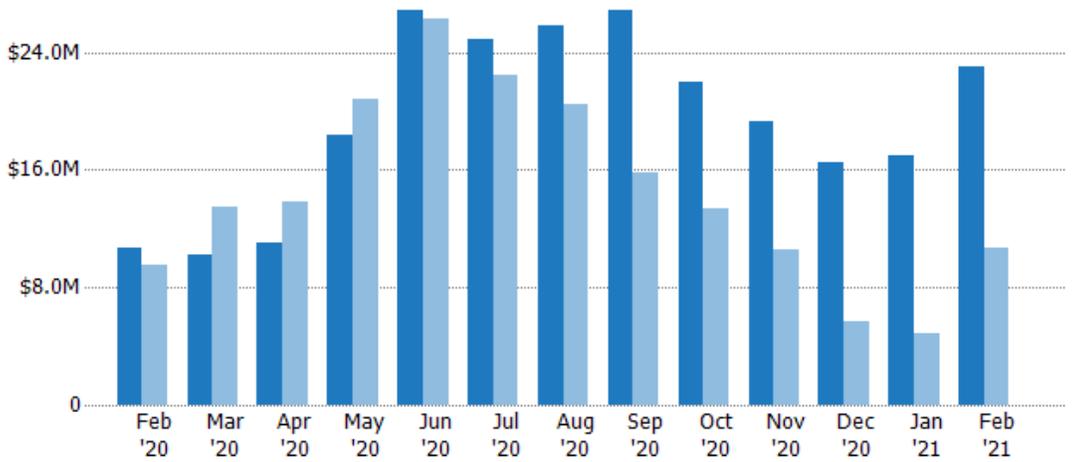
Pending Sales Volume

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.
Feb '21	\$23M	114.9%
Feb '20	\$10.7M	11.8%
Feb '19	\$9.58M	9.4%



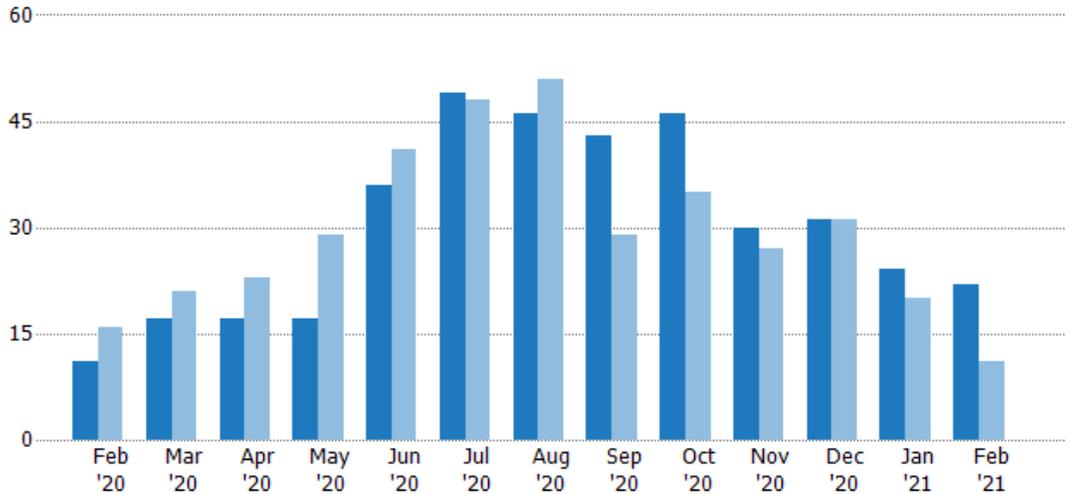
	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21
Current Year	\$10.7M	\$10.2M	\$11M	\$18.4M	\$26.8M	\$24.9M	\$25.8M	\$26.9M	\$22M	\$19.3M	\$16.5M	\$17M	\$23M
Prior Year	\$9.58M	\$13.5M	\$13.8M	\$20.8M	\$26.3M	\$22.5M	\$20.5M	\$15.8M	\$13.3M	\$10.6M	\$5.7M	\$4.81M	\$10.7M
Percent Change from Prior Year	12%	-24%	-20%	-11%	2%	11%	26%	70%	65%	82%	189%	254%	115%

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



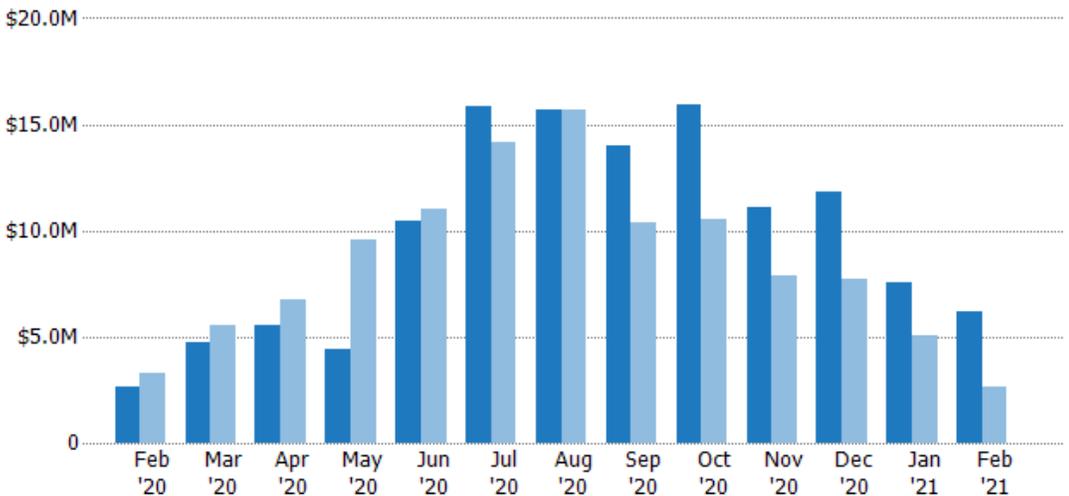
	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21
Current Year	11	17	17	17	36	49	46	43	46	30	31	24	22
Prior Year	16	21	23	29	41	48	51	29	35	27	31	20	11
Percent Change from Prior Year	-31%	-19%	-26%	-41%	-12%	2%	-10%	48%	31%	11%	0%	20%	100%

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



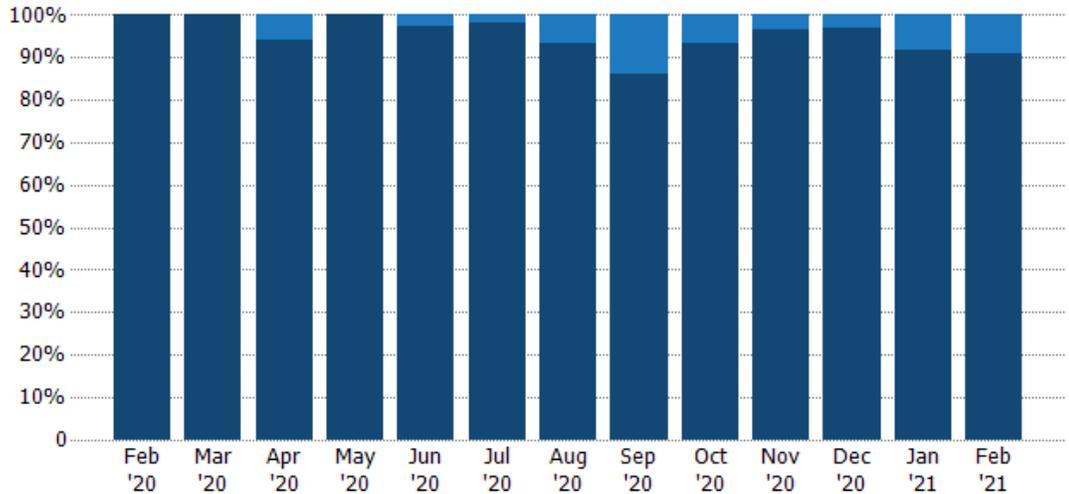
	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21
Current Year	\$2.61M	\$4.77M	\$5.58M	\$4.38M	\$10.5M	\$15.8M	\$15.7M	\$14M	\$15.9M	\$11.1M	\$11.8M	\$7.53M	\$6.19M
Prior Year	\$3.28M	\$5.52M	\$6.74M	\$9.55M	\$11M	\$14.2M	\$15.7M	\$10.4M	\$10.6M	\$7.85M	\$7.7M	\$5.03M	\$2.61M
Percent Change from Prior Year	-20%	-14%	-17%	-54%	-5%	12%	0%	35%	51%	41%	53%	50%	137%

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



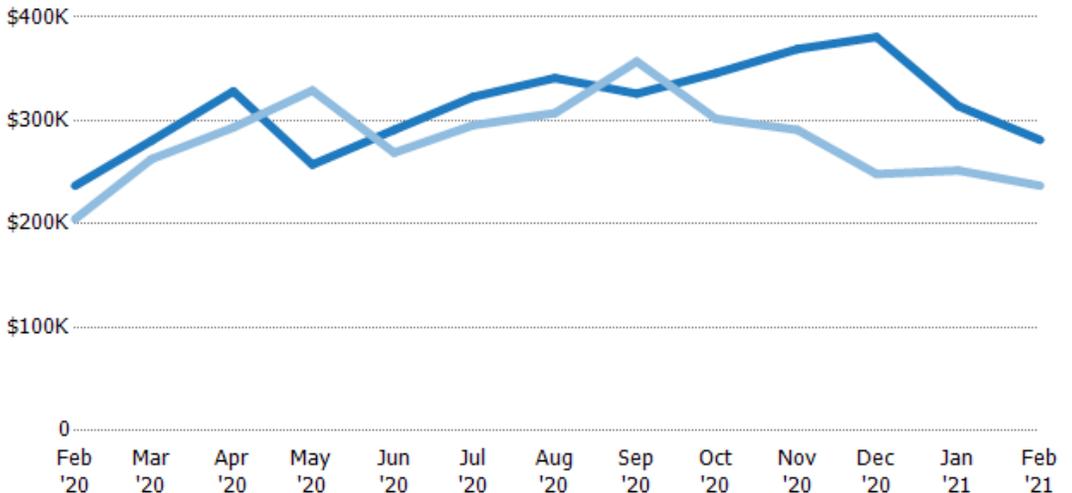
Property Type	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21
Condo/Townhouse	-	-	6%	-	3%	2%	7%	14%	7%	3%	3%	8%	9%
Single Family Residence	100%	100%	94%	100%	97%	98%	93%	86%	93%	97%	97%	92%	91%

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



Month/Year	Price	% Chg.
Feb '21	\$281K	18.7%
Feb '20	\$237K	15.7%
Feb '19	\$205K	14.5%

Property Type	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21
Current Year	\$237K	\$281K	\$328K	\$257K	\$291K	\$323K	\$341K	\$326K	\$346K	\$369K	\$381K	\$314K	\$281K
Prior Year	\$205K	\$263K	\$293K	\$329K	\$269K	\$296K	\$307K	\$357K	\$302K	\$291K	\$248K	\$252K	\$237K
Percent Change from Prior Year	16%	7%	12%	-22%	8%	9%	11%	-9%	15%	27%	53%	25%	19%

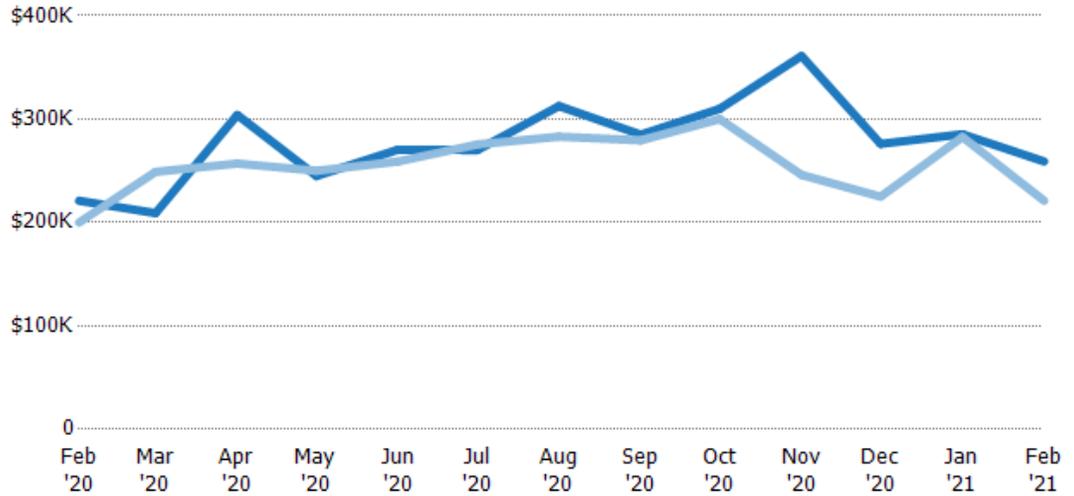
Median Sales Price

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.
Feb '21	\$259K	17.2%
Feb '20	\$221K	10.5%
Feb '19	\$200K	-0.8%



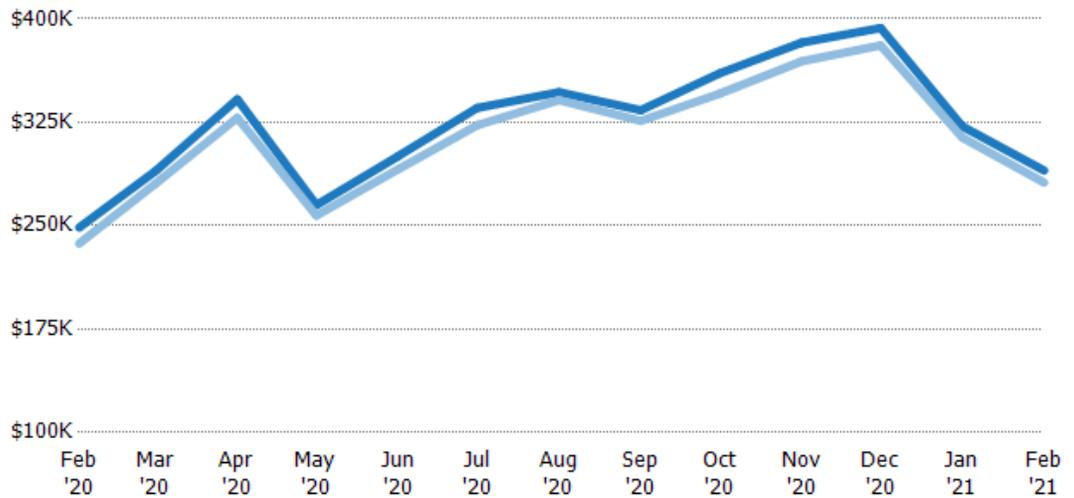
Current Year	\$221K	\$209K	\$304K	\$245K	\$271K	\$270K	\$313K	\$285K	\$310K	\$361K	\$276K	\$285K	\$259K
Prior Year	\$200K	\$249K	\$257K	\$250K	\$259K	\$276K	\$283K	\$280K	\$300K	\$246K	\$225K	\$283K	\$221K
Percent Change from Prior Year	11%	-16%	18%	-2%	4%	-2%	10%	2%	3%	47%	23%	1%	17%

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



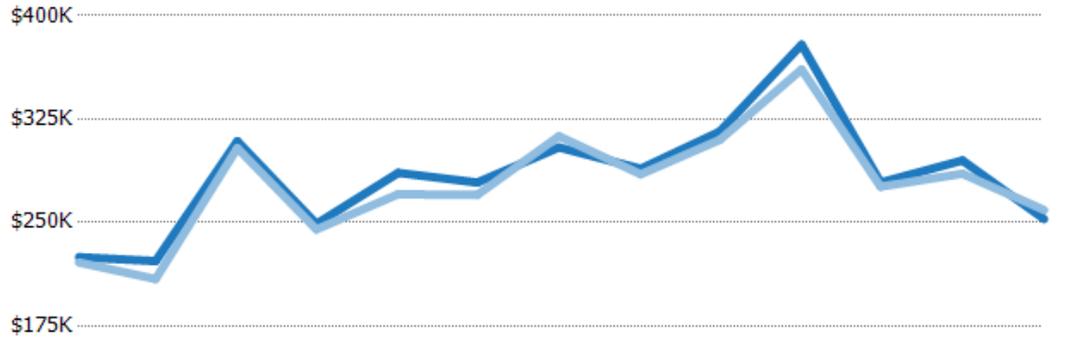
Avg List Price	\$249K	\$290K	\$342K	\$265K	\$300K	\$335K	\$347K	\$334K	\$361K	\$383K	\$393K	\$322K	\$290K
Avg Sales Price	\$237K	\$281K	\$328K	\$257K	\$291K	\$323K	\$341K	\$326K	\$346K	\$369K	\$381K	\$314K	\$281K
Avg Sales Price as a % of Avg List Price	95%	97%	96%	97%	97%	96%	98%	98%	96%	96%	97%	97%	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



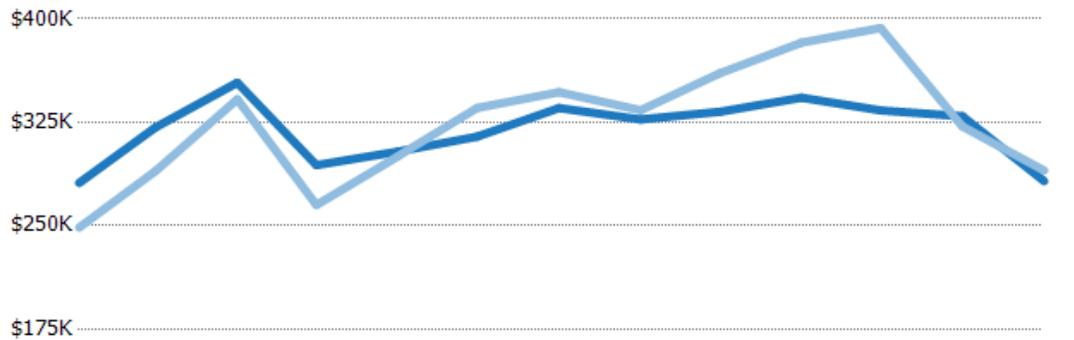
	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21
Median List Price	\$225K	\$222K	\$309K	\$249K	\$286K	\$279K	\$304K	\$289K	\$316K	\$379K	\$279K	\$295K	\$253K
Median Sales Price	\$221K	\$209K	\$304K	\$245K	\$271K	\$270K	\$313K	\$285K	\$310K	\$361K	\$276K	\$285K	\$259K
Med Sales Price as a % of Med List Price	98%	94%	98%	98%	95%	97%	103%	99%	98%	95%	99%	97%	103%

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



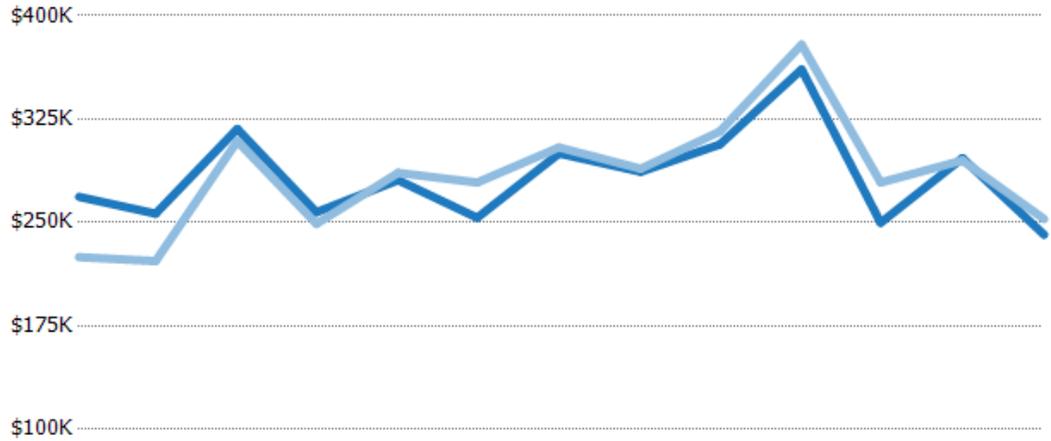
	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21
Avg Est Value	\$281K	\$321K	\$354K	\$294K	\$304K	\$315K	\$335K	\$327K	\$333K	\$343K	\$334K	\$329K	\$282K
Avg Sales Price	\$249K	\$290K	\$342K	\$265K	\$300K	\$335K	\$347K	\$334K	\$361K	\$383K	\$393K	\$322K	\$290K
Avg Sales Price as a % of Avg Est Value	88%	90%	97%	90%	99%	107%	103%	102%	108%	112%	118%	98%	103%

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



	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21
Median Est Value	\$269K	\$256K	\$318K	\$257K	\$281K	\$253K	\$300K	\$287K	\$307K	\$361K	\$250K	\$297K	\$241K
Median Sales Price	\$225K	\$222K	\$309K	\$249K	\$286K	\$279K	\$304K	\$289K	\$316K	\$379K	\$279K	\$295K	\$253K
Med Sales Price as a % of Med Est Value	84%	87%	97%	97%	102%	110%	101%	101%	103%	105%	112%	99%	105%