

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	Apr 2021	Apr 2020	+ / -	YTD 2021	YTD 2020	+ / -
Listing Activity Charts Metrics						
New Listing Count	45	29	+55.2%	131	104	+26%
New Listing Volume	\$16,074,100	\$11,341,400	+41.7%	\$49,324,372	\$37,905,500	+30.1%
Active Listing Count	51	169	-69.8%	N/A	N/A	
Active Listing Volume	\$21,084,100	\$62,408,154	-66.2%	N/A	N/A	
Average Listing Price	\$413,414	\$369,279	+12%	\$447,308	\$364,990	+22.6%
Median Listing Price	\$327,700	\$315,000	+4%	\$365,866	\$299,264	+22.3%
Median Days in RPR	86	198	-56.6%	116.55	197.05	-40.9%
Months of Inventory	1.5	9.9	-84.5%	4.1	9	-54.3%
Absorption Rate	64.71%	10.06%	+54.6%	24.26%	11.08%	+13.2%
Sales Activity Charts Metrics						
New Pending Sales Count	54	29	+86.2%	159	105	+51.4%
New Pending Sales Volume	\$20,870,100	\$9,025,800	+131.2%	\$60,837,671	\$30,492,800	+99.5%
Pending Sales Count	78	38	+105.3%	N/A	N/A	
Pending Sales Volume	\$31,581,872	\$11,005,200	+187%	N/A	N/A	
Closed Sales Count	34	17	+100%	113	66	+71.2%
Closed Sales Volume	\$12,341,970	\$5,580,840	+121.1%	\$38,175,210	\$18,111,190	+110.8%
Average Sales Price	\$362,999	\$328,285	+10.6%	\$337,834	\$274,412	+23.1%
Median Sales Price	\$345,000	\$304,000	+13.5%	\$302,646	\$258,220	+17.2%

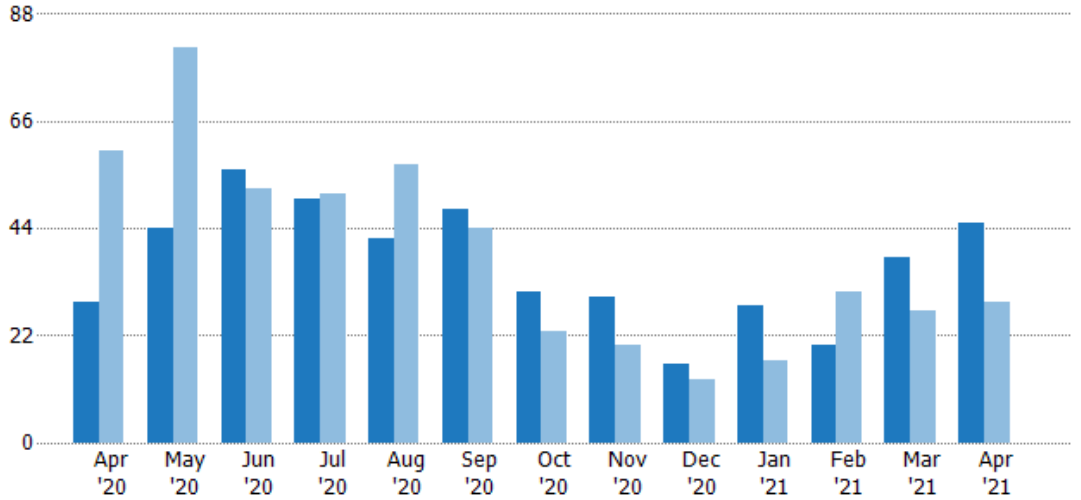
New Listings

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.
Apr '21	45	55.2%
Apr '20	29	-51.7%
Apr '19	60	-30%



	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21
Current Year	29	44	56	50	42	48	31	30	16	28	20	38	45
Prior Year	60	81	52	51	57	44	23	20	13	17	31	27	29
Percent Change from Prior Year	-52%	-46%	8%	-2%	-26%	9%	35%	50%	23%	65%	-35%	41%	55%

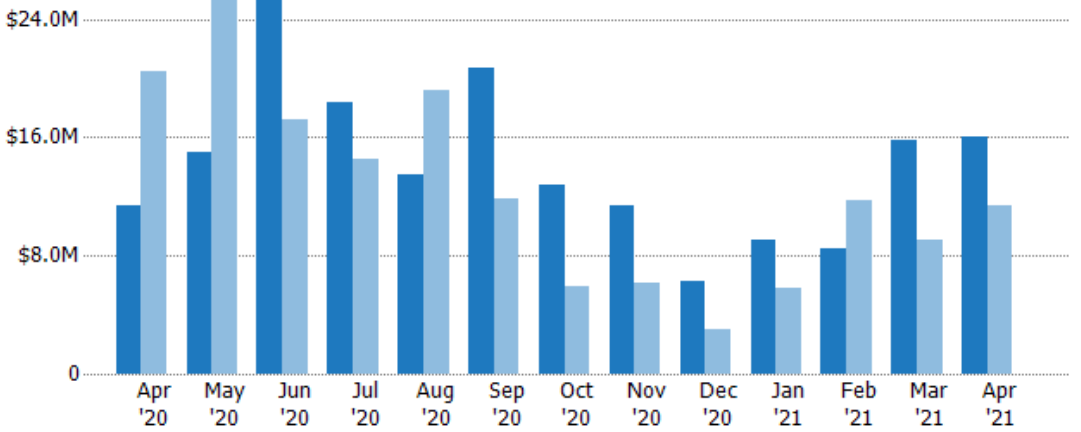
New Listing Volume

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.
Apr '21	\$16.1M	41.7%
Apr '20	\$11.3M	-44.6%
Apr '19	\$20.5M	-22.5%



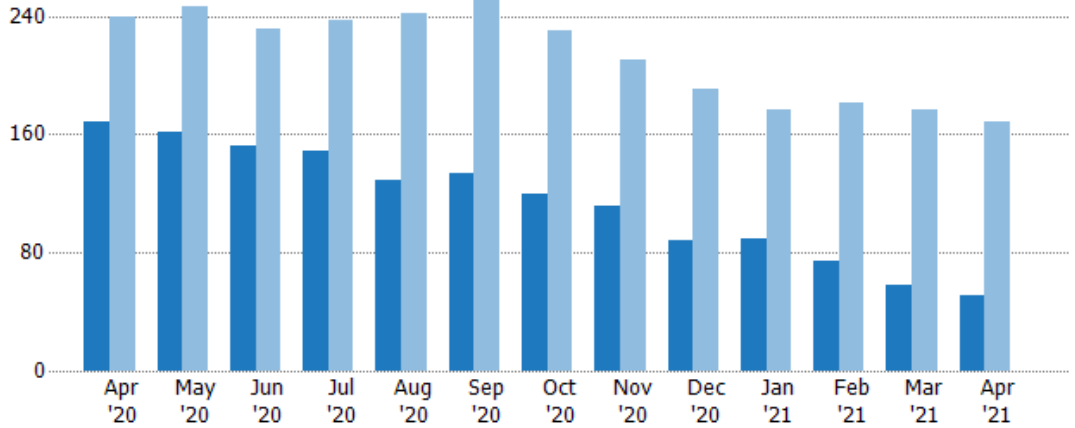
	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21
Current Year	\$11.3M	\$14.9M	\$26.6M	\$18.4M	\$13.4M	\$20.7M	\$12.8M	\$11.4M	\$6.23M	\$9.03M	\$8.44M	\$15.8M	\$16.1M
Prior Year	\$20.5M	\$25.6M	\$17.2M	\$14.5M	\$19.2M	\$11.9M	\$5.94M	\$6.1M	\$2.99M	\$5.76M	\$11.7M	\$9.11M	\$11.3M
Percent Change from Prior Year	-45%	-42%	55%	27%	-30%	74%	115%	87%	108%	57%	-28%	73%	42%

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



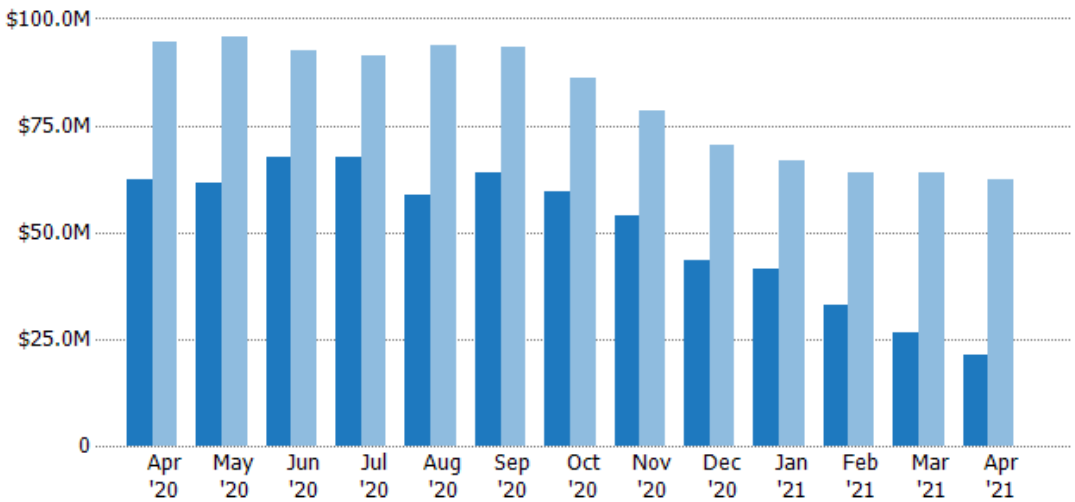
	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21
Current Year	169	162	152	149	129	134	120	111	88	89	74	58	51
Prior Year	239	247	231	237	242	251	230	210	191	177	181	177	169
Percent Change from Prior Year	-29%	-34%	-34%	-37%	-47%	-47%	-48%	-47%	-54%	-50%	-59%	-67%	-70%

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



	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21
Current Year	\$62.4M	\$61.7M	\$67.7M	\$67.4M	\$58.8M	\$63.9M	\$59.5M	\$53.9M	\$43.3M	\$41.4M	\$32.8M	\$26.4M	\$21.1M
Prior Year	\$94.5M	\$95.7M	\$92.5M	\$91.2M	\$93.8M	\$93.2M	\$86.1M	\$78.6M	\$70.3M	\$66.6M	\$64M	\$63.9M	\$62.4M
Percent Change from Prior Year	-34%	-36%	-27%	-26%	-37%	-31%	-31%	-31%	-38%	-38%	-49%	-59%	-66%

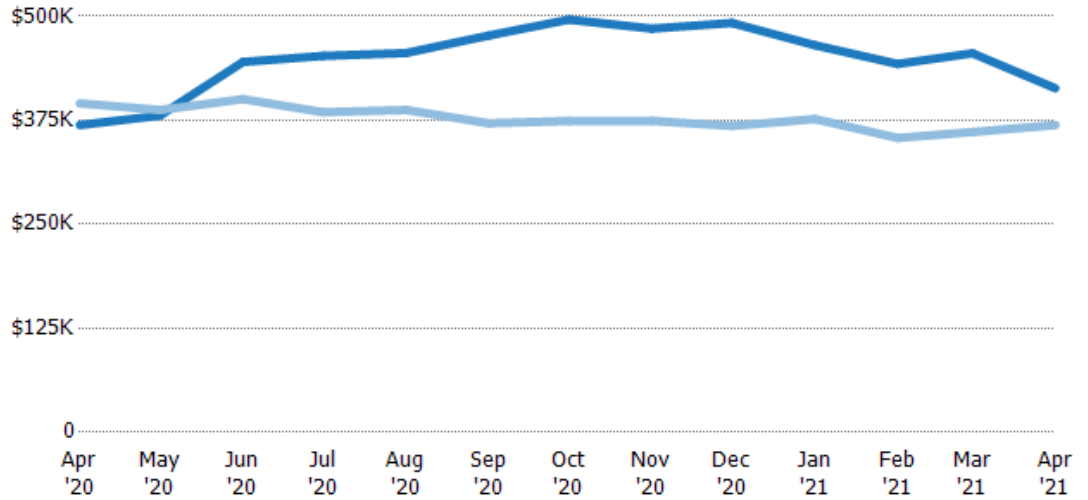
Average Listing Price

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.
Apr '21	\$413K	12%
Apr '20	\$369K	-6.6%
Apr '19	\$395K	3.7%



Current Year	\$369K	\$381K	\$445K	\$452K	\$456K	\$477K	\$496K	\$485K	\$492K	\$465K	\$443K	\$456K	\$413K
Prior Year	\$395K	\$387K	\$400K	\$385K	\$387K	\$371K	\$374K	\$374K	\$368K	\$376K	\$354K	\$361K	\$369K
Percent Change from Prior Year	-7%	-2%	11%	18%	18%	28%	33%	30%	34%	24%	25%	26%	12%

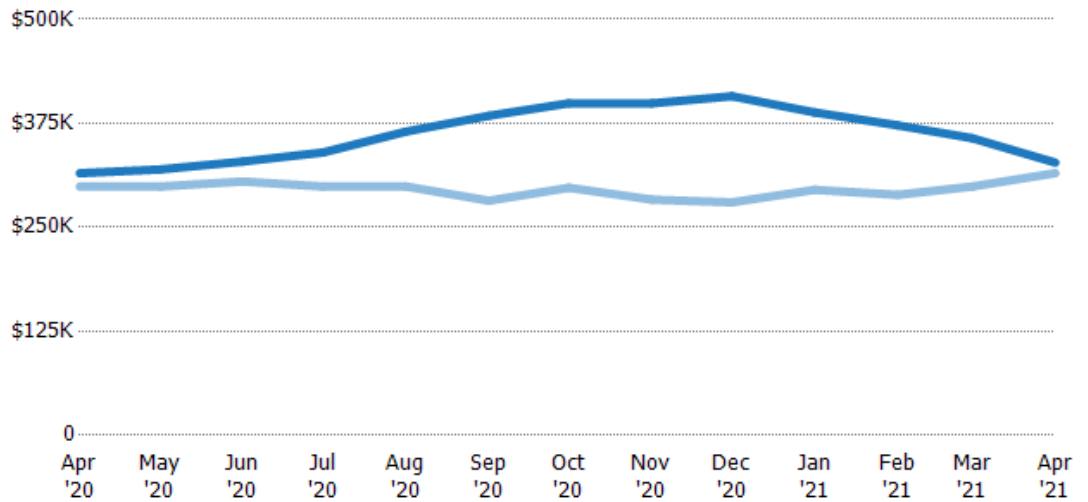
Median Listing Price

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.
Apr '21	\$328K	4%
Apr '20	\$315K	5.4%
Apr '19	\$299K	3.7%



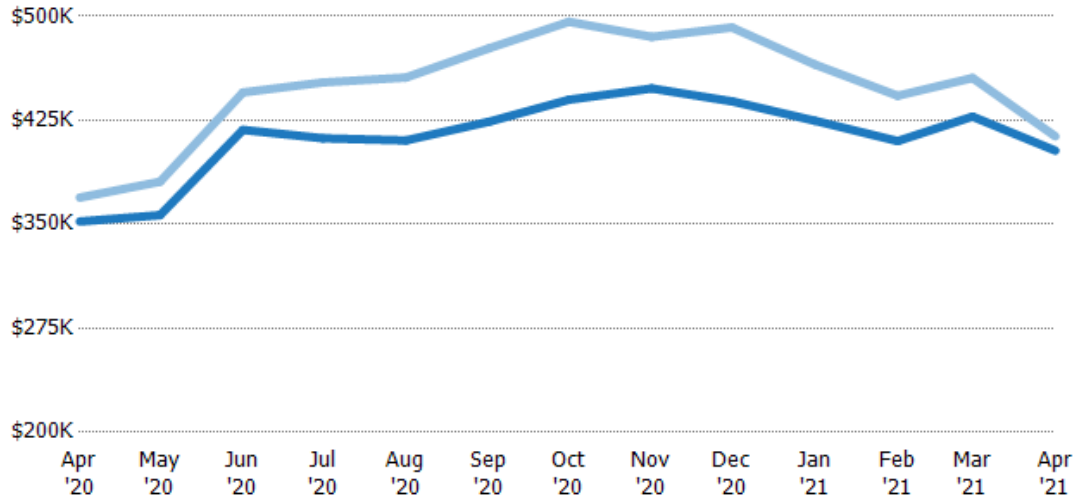
Current Year	\$315K	\$320K	\$329K	\$340K	\$365K	\$384K	\$399K	\$399K	\$408K	\$388K	\$372K	\$357K	\$328K
Prior Year	\$299K	\$299K	\$305K	\$299K	\$299K	\$282K	\$298K	\$283K	\$280K	\$295K	\$289K	\$299K	\$315K
Percent Change from Prior Year	5%	7%	8%	14%	22%	36%	34%	41%	46%	32%	29%	19%	4%

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



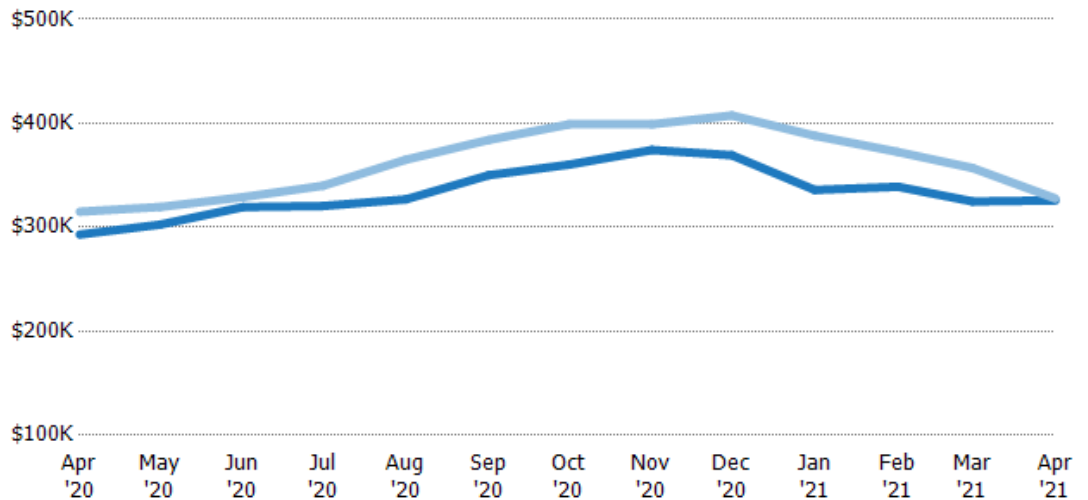
	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21
Avg Est Value	\$352K	\$357K	\$418K	\$412K	\$410K	\$424K	\$440K	\$448K	\$439K	\$425K	\$410K	\$428K	\$403K
Avg Listing Price	\$369K	\$381K	\$445K	\$452K	\$456K	\$477K	\$496K	\$485K	\$492K	\$465K	\$443K	\$456K	\$413K
Avg Listing Price as a % of Avg Est Value	105%	107%	106%	110%	111%	112%	113%	108%	112%	110%	108%	107%	103%

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



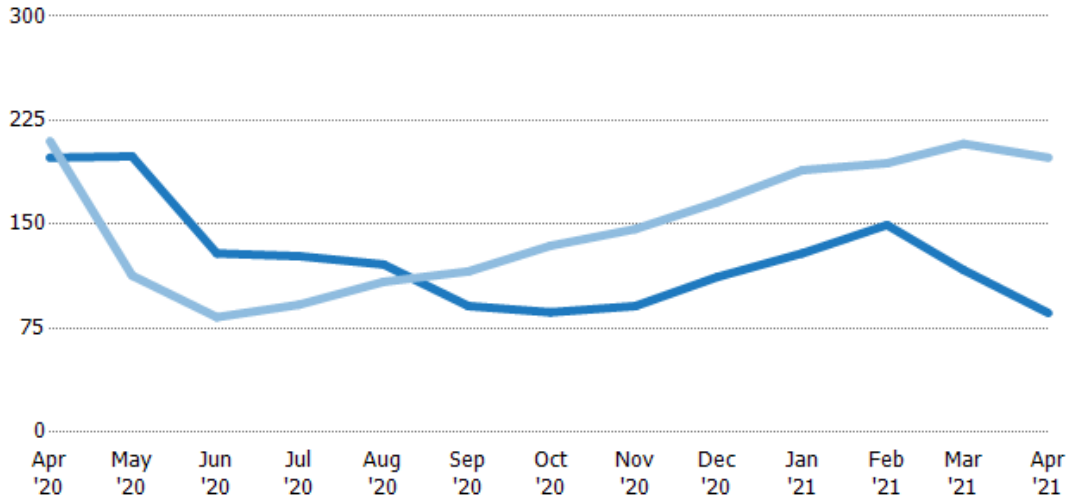
	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21
Median Est Value	\$293K	\$303K	\$319K	\$321K	\$327K	\$350K	\$360K	\$374K	\$369K	\$336K	\$339K	\$325K	\$326K
Median Listing Price	\$315K	\$320K	\$329K	\$340K	\$365K	\$384K	\$399K	\$399K	\$408K	\$388K	\$372K	\$357K	\$328K
Med Listing Price as a % of Med Est Value	108%	106%	103%	106%	112%	110%	111%	107%	110%	116%	110%	110%	101%

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



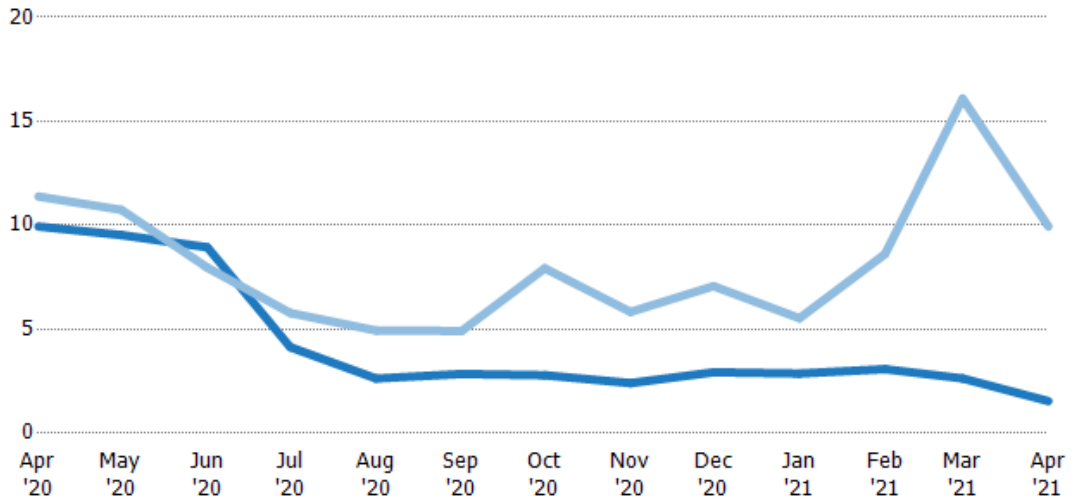
	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21
Current Year	198	199	129	127	121	91	86.5	91	112	129	150	117	86
Prior Year	210	113	83	92	109	116	135	147	166	189	194	208	198
Percent Change from Prior Year	-6%	76%	55%	38%	12%	-22%	-36%	-38%	-33%	-32%	-23%	-44%	-57%

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



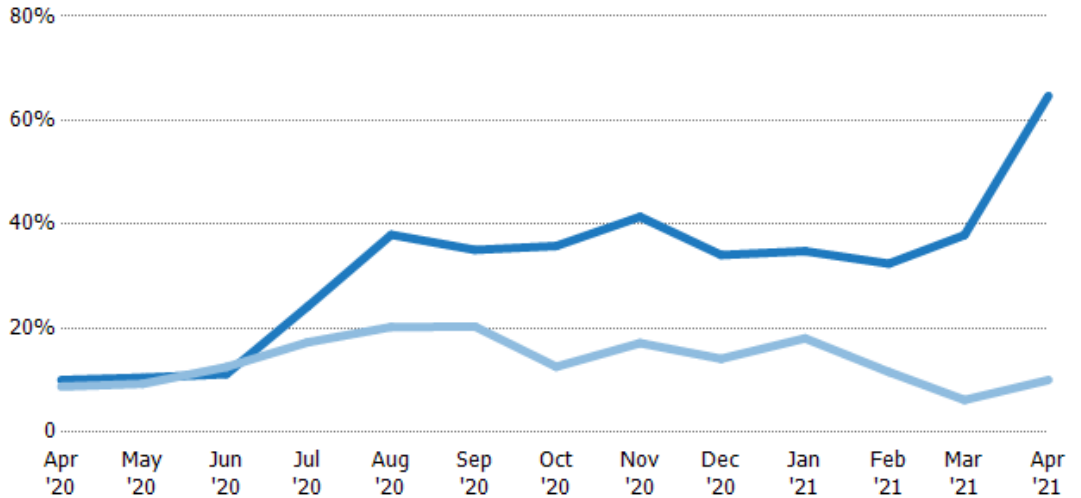
	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21
Current Year	9.94	9.53	8.94	4.14	2.63	2.85	2.79	2.41	2.93	2.87	3.08	2.64	1.55
Prior Year	11.4	10.7	7.97	5.78	4.94	4.92	7.93	5.83	7.07	5.53	8.62	16.1	9.94
Percent Change from Prior Year	-13%	-11%	12%	-28%	-47%	-42%	-65%	-59%	-59%	-48%	-64%	-84%	-84%

Absorption Rate

The percentage of inventory sold per month.

Filters Used

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



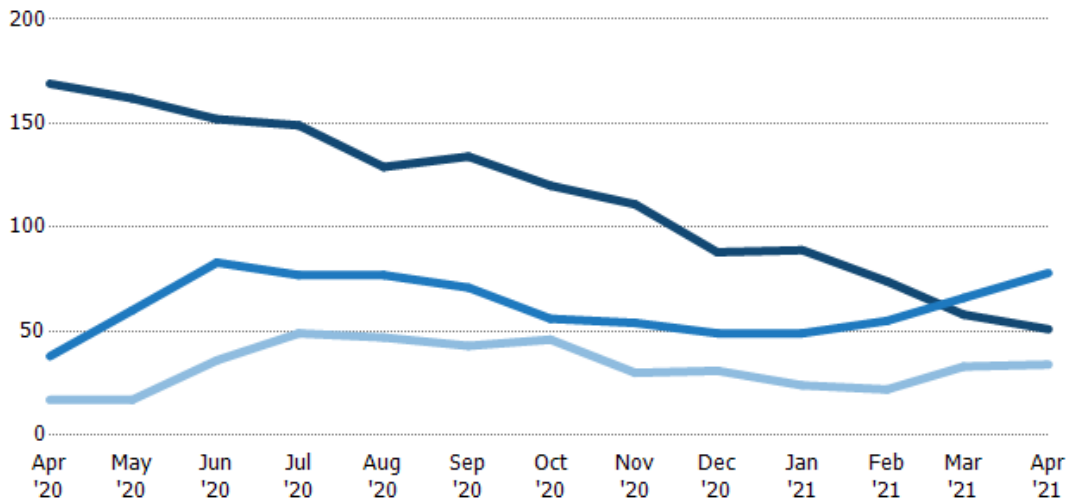
	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21
Current Year	10%	10%	11%	24%	38%	35%	36%	41%	34%	35%	32%	38%	65%
Prior Year	9%	9%	13%	17%	20%	20%	13%	17%	14%	18%	12%	6%	10%
Change from Prior Year	-1%	-1%	1%	-7%	-18%	-15%	-23%	-24%	-20%	-17%	-21%	-32%	-55%

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



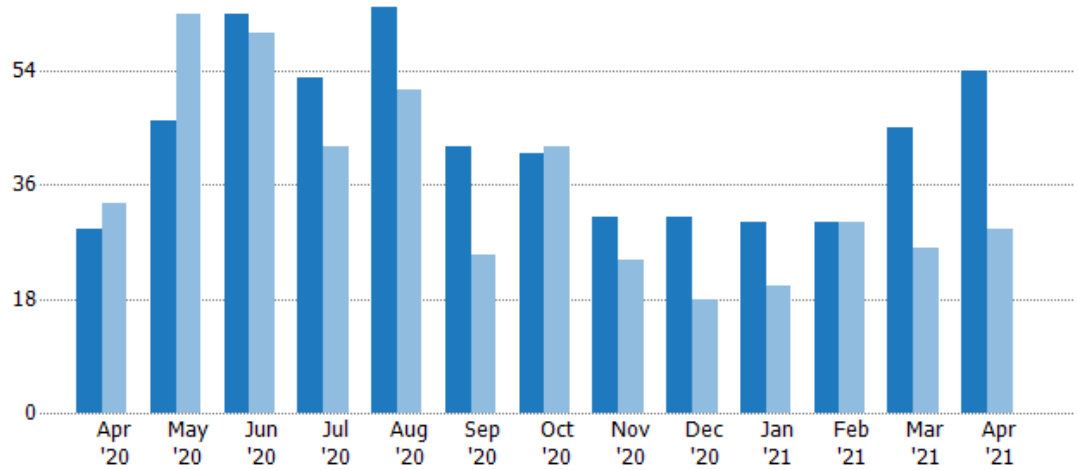
	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21
Active	169	162	152	149	129	134	120	111	88	89	74	58	51
Pending	38	60	83	77	77	71	56	54	49	49	55	66	78
Sold	17	17	36	49	47	43	46	30	31	24	22	33	34

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



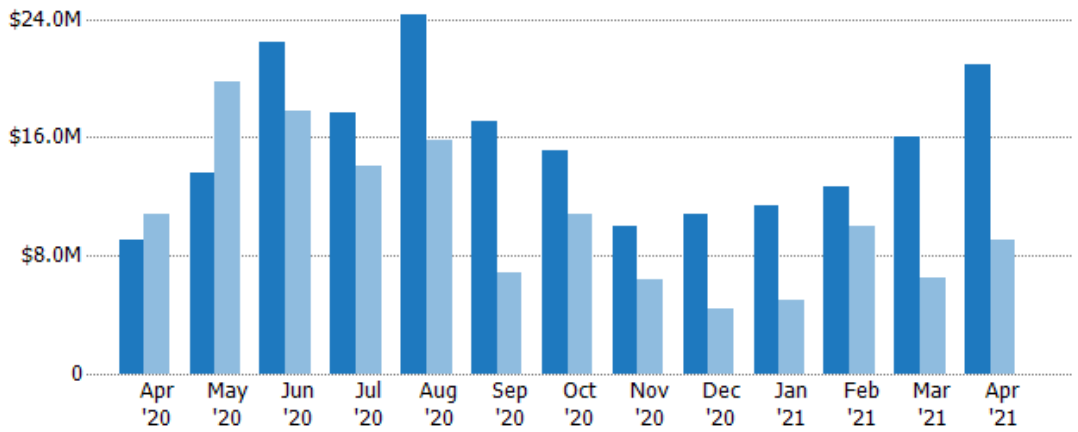
	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21
Current Year	29	46	63	53	64	42	41	31	31	30	30	45	54
Prior Year	33	63	60	42	51	25	42	24	18	20	30	26	29
Percent Change from Prior Year	-12%	-27%	5%	26%	25%	68%	-2%	29%	72%	50%	0%	73%	86%

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



	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21
Current Year	\$9.03M	\$13.6M	\$22.5M	\$17.7M	\$24.3M	\$17.1M	\$15.1M	\$9.98M	\$10.8M	\$11.3M	\$12.6M	\$16M	\$20.9M
Prior Year	\$10.8M	\$19.8M	\$17.8M	\$14.1M	\$15.8M	\$6.79M	\$10.8M	\$6.39M	\$4.37M	\$4.93M	\$10M	\$6.5M	\$9.03M
Percent Change from Prior Year	-16%	-31%	26%	26%	54%	151%	40%	56%	147%	130%	26%	146%	131%

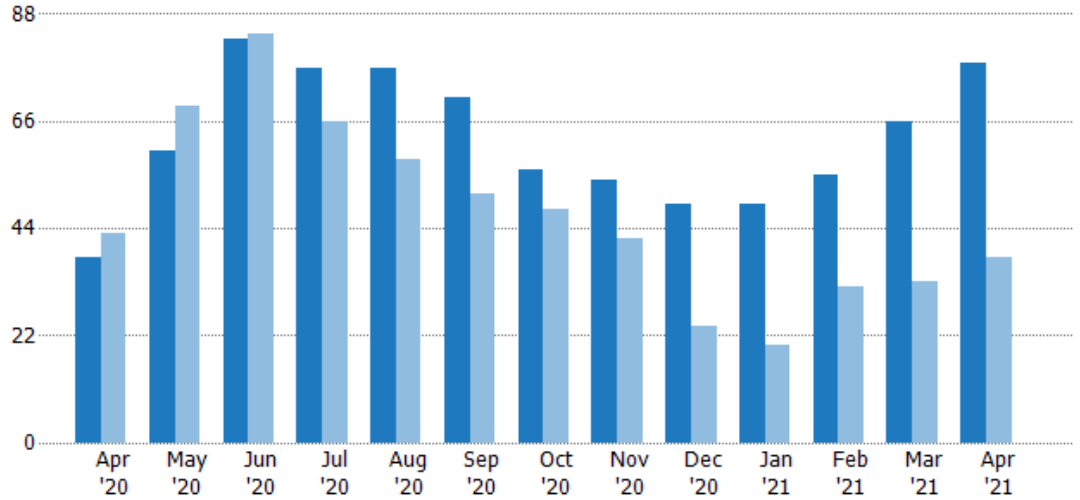
Pending Sales

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.
Apr '21	78	105.3%
Apr '20	38	-11.6%
Apr '19	43	46.5%



	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21
Current Year	38	60	83	77	77	71	56	54	49	49	55	66	78
Prior Year	43	69	84	66	58	51	48	42	24	20	32	33	38
Percent Change from Prior Year	-12%	-13%	-1%	17%	33%	39%	17%	29%	104%	145%	72%	100%	105%

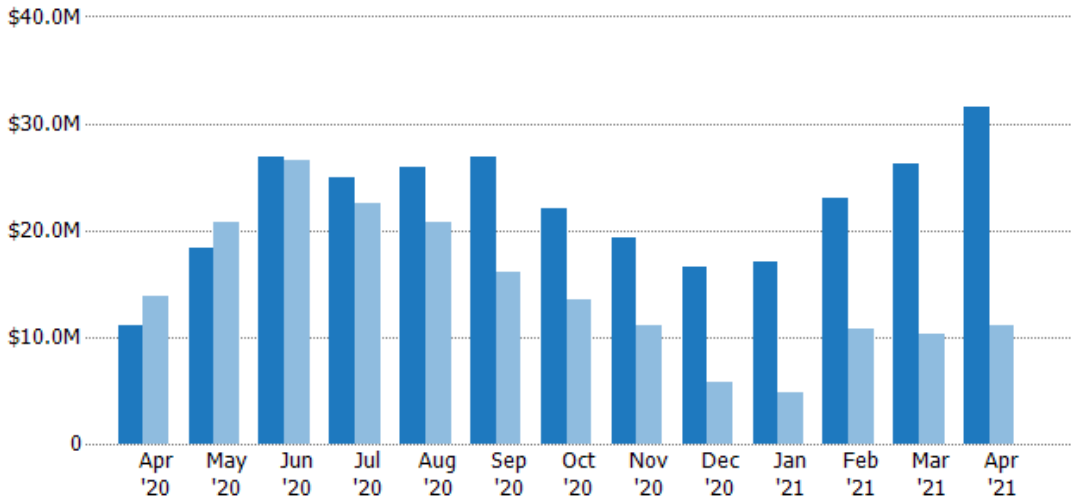
Pending Sales Volume

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.
Apr '21	\$31.6M	187%
Apr '20	\$11M	-20.2%
Apr '19	\$13.8M	41.3%



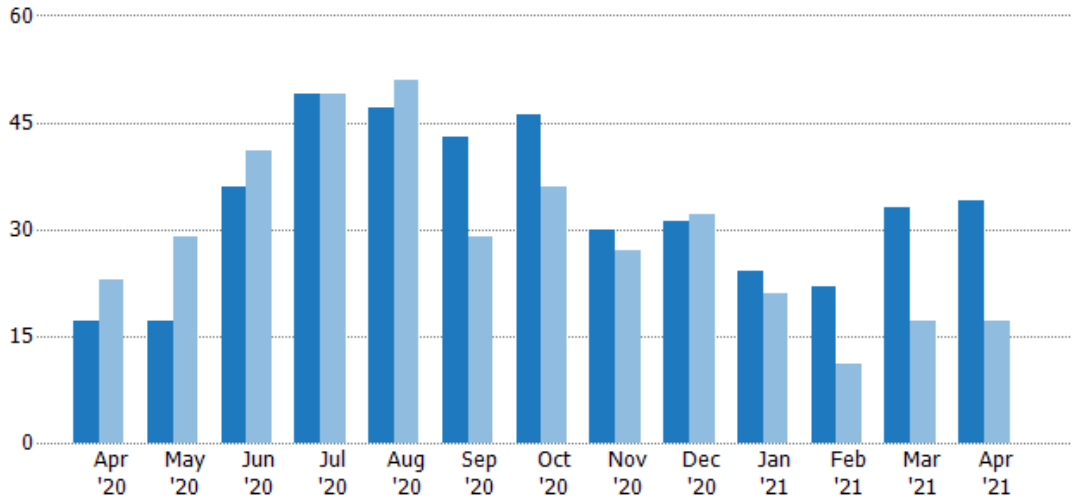
	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21
Current Year	\$11M	\$18.4M	\$26.8M	\$24.9M	\$25.8M	\$26.9M	\$22M	\$19.3M	\$16.5M	\$17M	\$23M	\$26.3M	\$31.6M
Prior Year	\$13.8M	\$20.8M	\$26.5M	\$22.5M	\$20.7M	\$16M	\$13.5M	\$11.1M	\$5.82M	\$4.81M	\$10.7M	\$10.2M	\$11M
Percent Change from Prior Year	-20%	-11%	1%	11%	25%	68%	63%	73%	183%	254%	115%	157%	187%

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.
Apr '21	34	100%
Apr '20	17	-26.1%
Apr '19	23	-21.7%

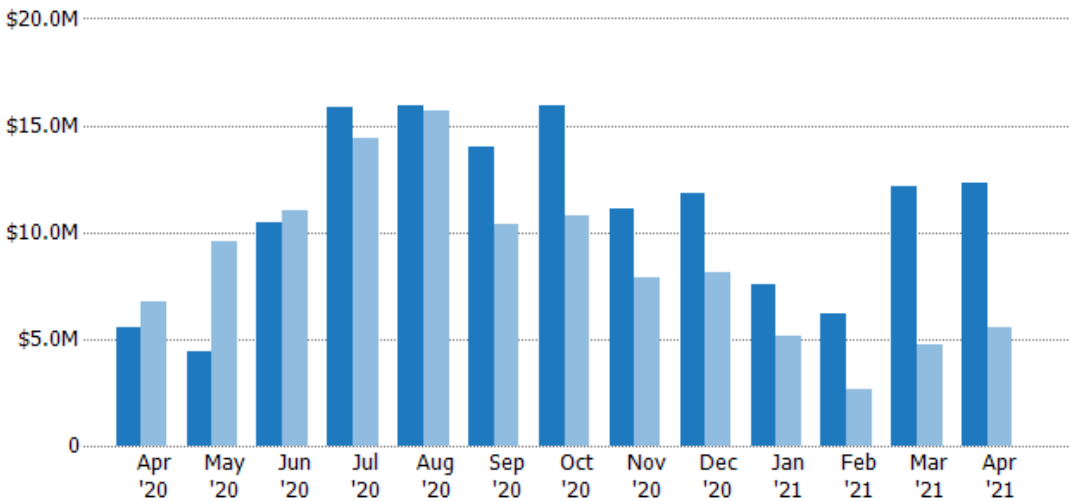
	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21
Current Year	17	17	36	49	47	43	46	30	31	24	22	33	34
Prior Year	23	29	41	49	51	29	36	27	32	21	11	17	17
Percent Change from Prior Year	-26%	-41%	-12%	0%	-8%	48%	28%	11%	-3%	14%	100%	94%	100%

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



Month/Year	Volume	% Chg.
Apr '21	\$12.3M	121.1%
Apr '20	\$5.58M	-17.3%
Apr '19	\$6.74M	-31%

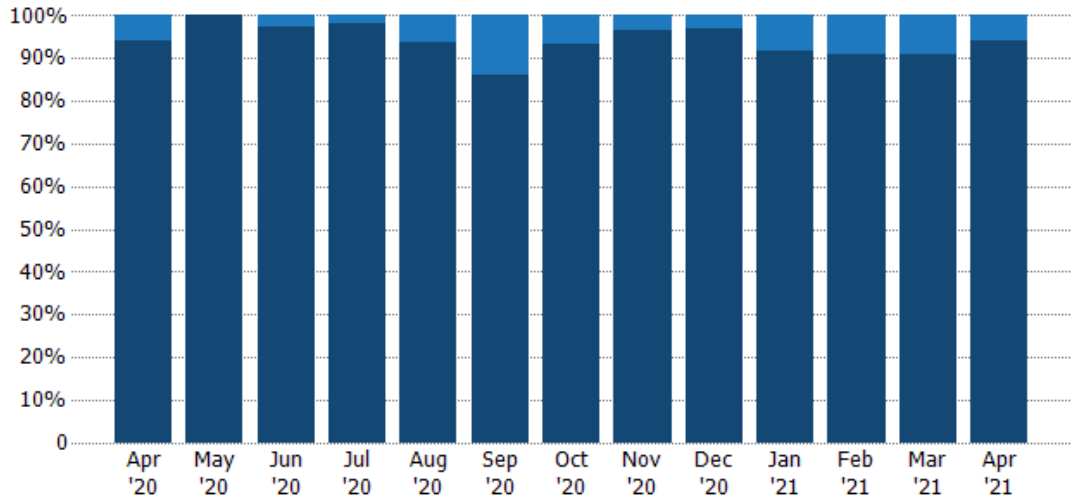
	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21
Current Year	\$5.58M	\$4.38M	\$10.5M	\$15.8M	\$15.9M	\$14M	\$15.9M	\$11.1M	\$11.8M	\$7.53M	\$6.19M	\$12.1M	\$12.3M
Prior Year	\$6.74M	\$9.55M	\$11M	\$14.4M	\$15.7M	\$10.4M	\$10.8M	\$7.85M	\$8.12M	\$5.15M	\$2.61M	\$4.77M	\$5.58M
Percent Change from Prior Year	-17%	-54%	-5%	10%	2%	35%	48%	41%	45%	46%	137%	154%	121%

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



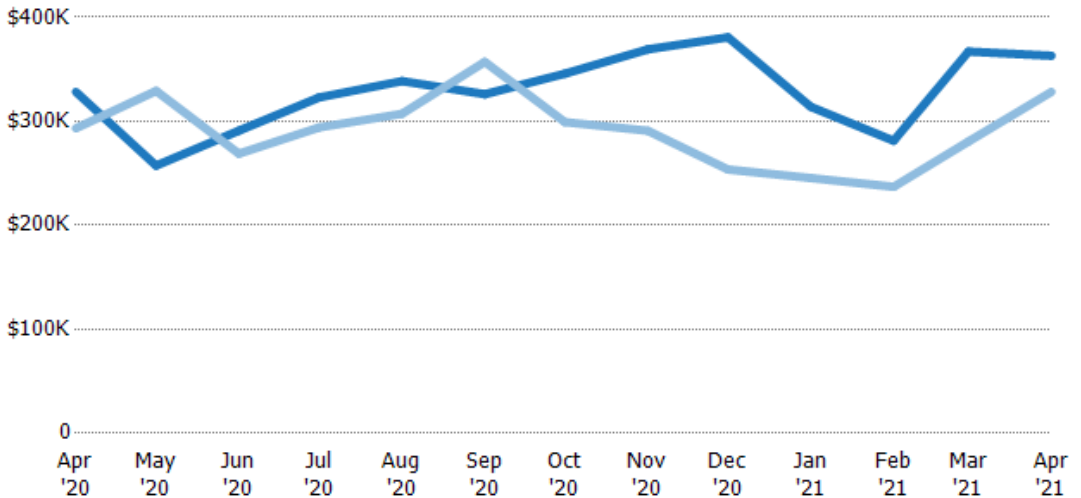
Condo/Townhouse	6%	-	3%	2%	6%	14%	7%	3%	3%	8%	9%	9%	6%
Single Family Residence	94%	100%	97%	98%	94%	86%	93%	97%	97%	92%	91%	91%	94%

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	\$328K	\$257K	\$291K	\$323K	\$339K	\$326K	\$346K	\$369K	\$381K	\$314K	\$281K	\$367K	\$363K
Prior Year	\$293K	\$329K	\$269K	\$294K	\$307K	\$357K	\$299K	\$291K	\$254K	\$245K	\$237K	\$281K	\$328K
Percent Change from Prior Year	12%	-22%	8%	10%	10%	-9%	16%	27%	50%	28%	19%	31%	11%

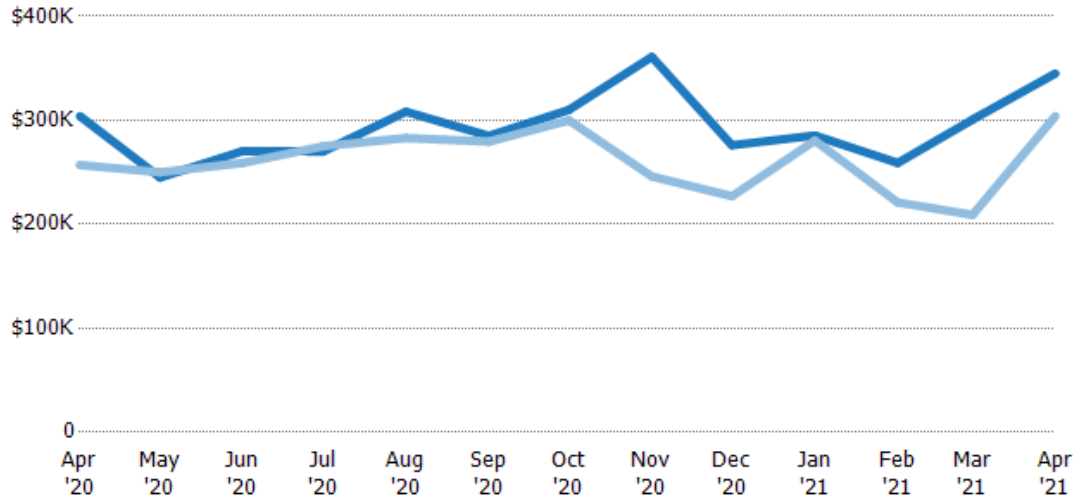
Median Sales Price

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.
Apr '21	\$345K	13.5%
Apr '20	\$304K	18.3%
Apr '19	\$257K	-6.2%



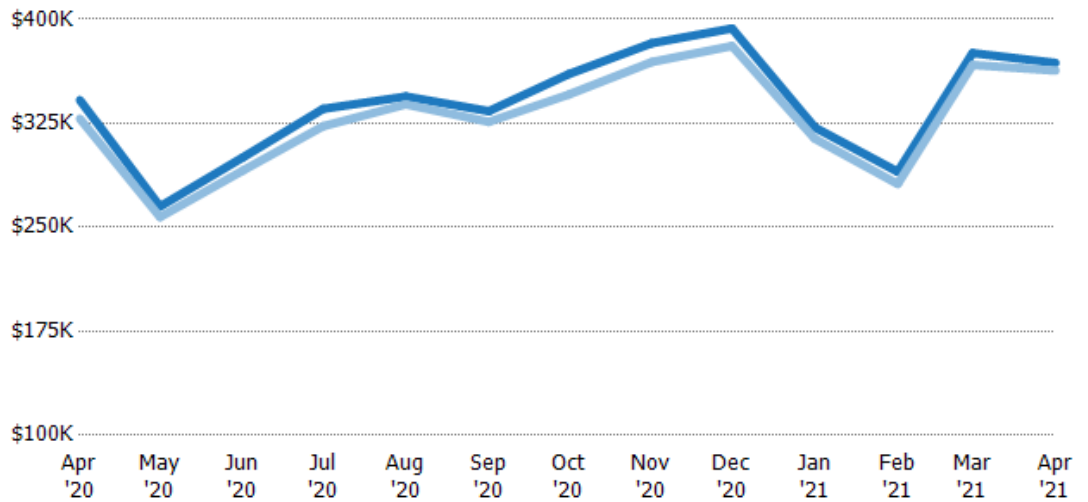
Current Year	\$304K	\$245K	\$271K	\$270K	\$308K	\$285K	\$310K	\$361K	\$276K	\$285K	\$259K	\$301K	\$345K
Prior Year	\$257K	\$250K	\$259K	\$275K	\$283K	\$280K	\$300K	\$246K	\$227K	\$281K	\$221K	\$209K	\$304K
Percent Change from Prior Year	18%	-2%	4%	-2%	9%	2%	3%	47%	22%	2%	17%	44%	13%

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



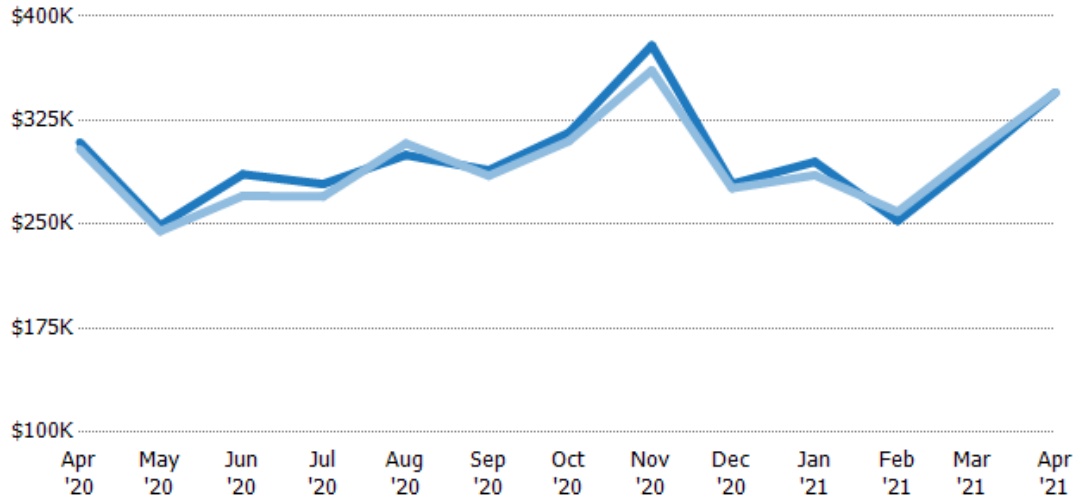
Avg List Price	\$342K	\$265K	\$300K	\$335K	\$344K	\$334K	\$361K	\$383K	\$393K	\$322K	\$290K	\$376K	\$369K
Avg Sales Price	\$328K	\$257K	\$291K	\$323K	\$339K	\$326K	\$346K	\$369K	\$381K	\$314K	\$281K	\$367K	\$363K
Avg Sales Price as a % of Avg List Price	96%	97%	97%	96%	98%	98%	96%	96%	97%	97%	97%	98%	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



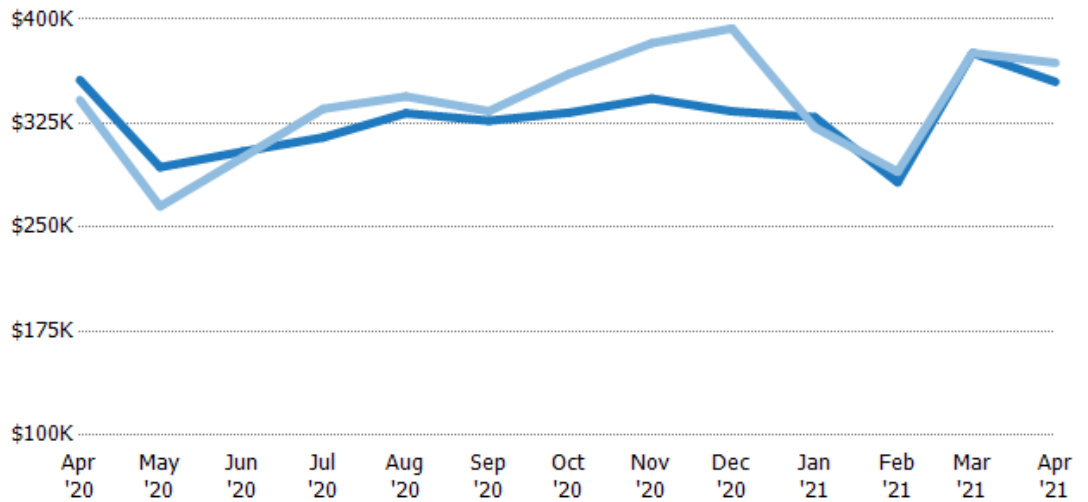
	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21
Median List Price	\$309K	\$249K	\$286K	\$279K	\$300K	\$289K	\$316K	\$379K	\$279K	\$295K	\$253K	\$295K	\$345K
Median Sales Price	\$304K	\$245K	\$271K	\$270K	\$308K	\$285K	\$310K	\$361K	\$276K	\$285K	\$259K	\$301K	\$345K
Med Sales Price as a % of Med List Price	98%	98%	95%	97%	103%	99%	98%	95%	99%	97%	103%	102%	100%

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



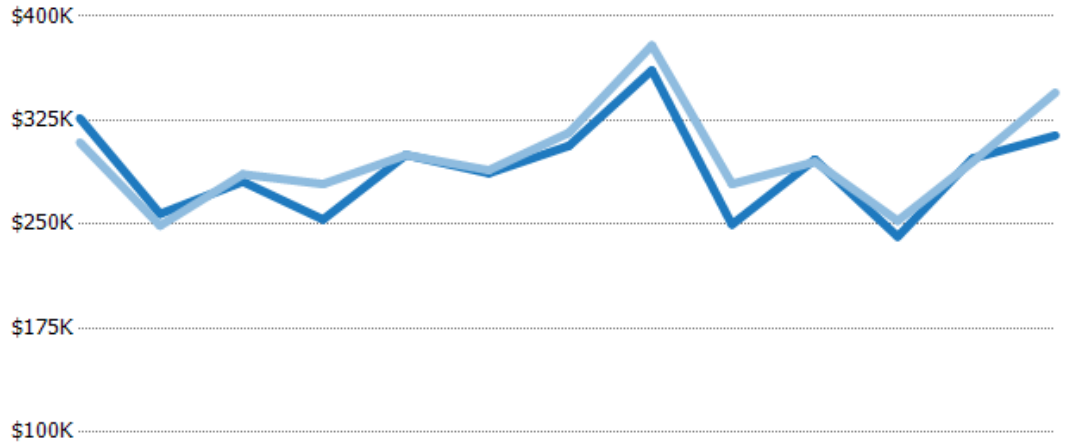
	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21
Avg Est Value	\$356K	\$293K	\$305K	\$315K	\$332K	\$327K	\$333K	\$343K	\$334K	\$329K	\$282K	\$376K	\$355K
Avg Sales Price	\$342K	\$265K	\$300K	\$335K	\$344K	\$334K	\$361K	\$383K	\$393K	\$322K	\$290K	\$376K	\$369K
Avg Sales Price as a % of Avg Est Value	96%	90%	99%	107%	104%	102%	108%	112%	118%	98%	103%	100%	104%

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



	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21
Median Est Value	\$326K	\$257K	\$281K	\$253K	\$300K	\$287K	\$307K	\$361K	\$250K	\$297K	\$241K	\$297K	\$314K
Median Sales Price	\$309K	\$249K	\$286K	\$279K	\$300K	\$289K	\$316K	\$379K	\$279K	\$295K	\$253K	\$295K	\$345K
Med Sales Price as a % of Med Est Value	95%	97%	102%	110%	100%	101%	103%	105%	112%	99%	105%	99%	110%