

Summary of Key Listing and Sales Metrics

A summary of the key metrics selected to be included in the report. MLS sources where licensed.

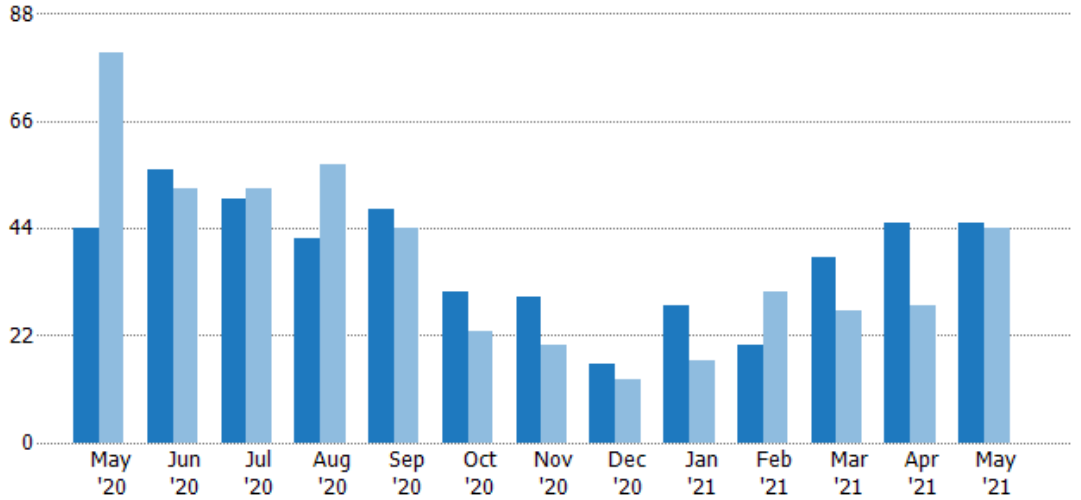
Key Metrics	May 2021	May 2020	+ / -	YTD 2021	YTD 2020	+ / -
Listing Activity Charts Metrics						
New Listing Count	45	44	+2.3%	176	147	+19.7%
New Listing Volume	\$21,017,700	\$14,938,340	+40.7%	\$70,342,072	\$52,474,840	+34%
Active Listing Count	33	165	-80%	N/A	N/A	
Active Listing Volume	\$17,873,600	\$62,705,611	-71.5%	N/A	N/A	
Average Listing Price	\$541,624	\$380,034	+42.5%	\$479,006	\$367,008	+30.5%
Median Listing Price	\$399,900	\$319,000	+25.4%	\$352,815	\$303,596	+16.2%
Median Days in RPR	46	197	-76.6%	117.43	195.54	-39.9%
Months of Inventory	1	9.7	-90%	4.2	8.2	-48.6%
Absorption Rate	103.03%	10.3%	+92.7%	23.77%	12.23%	+11.5%
Sales Activity Charts Metrics						
New Pending Sales Count	48	46	+4.3%	208	150	+38.7%
New Pending Sales Volume	\$19,888,500	\$13,612,400	+46.1%	\$81,026,171	\$43,736,200	+85.3%
Pending Sales Count	40	58	-31%	N/A	N/A	
Pending Sales Volume	\$15,986,600	\$17,770,700	-10%	N/A	N/A	
Closed Sales Count	28	17	+64.7%	141	82	+72%
Closed Sales Volume	\$11,639,514	\$4,375,400	+166%	\$49,814,724	\$22,366,590	+122.7%
Average Sales Price	\$415,697	\$257,376	+61.5%	\$353,296	\$272,763	+29.5%
Median Sales Price	\$308,750	\$245,000	+26%	\$303,858	\$255,756	+18.8%

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



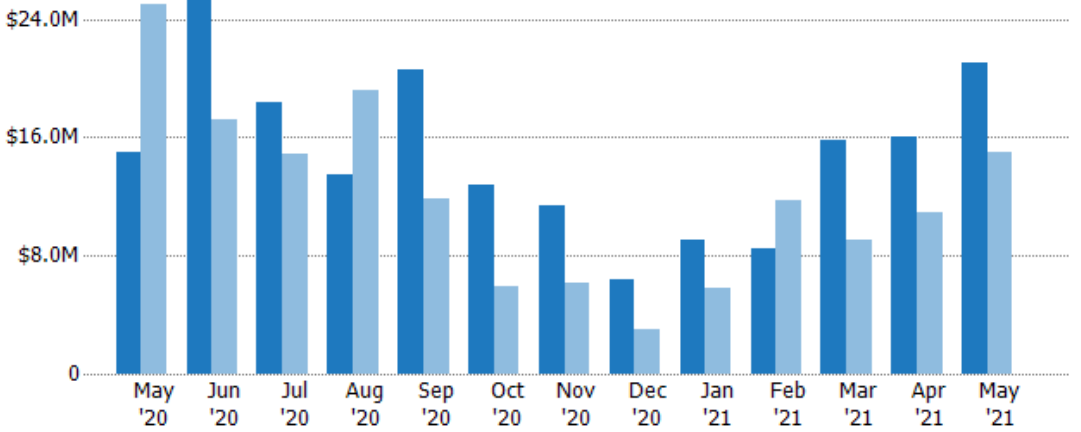
	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21
Current Year	44	56	50	42	48	31	30	16	28	20	38	45	45
Prior Year	80	52	52	57	44	23	20	13	17	31	27	28	44
Percent Change from Prior Year	-45%	8%	-4%	-26%	9%	35%	50%	23%	65%	-35%	41%	61%	2%

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



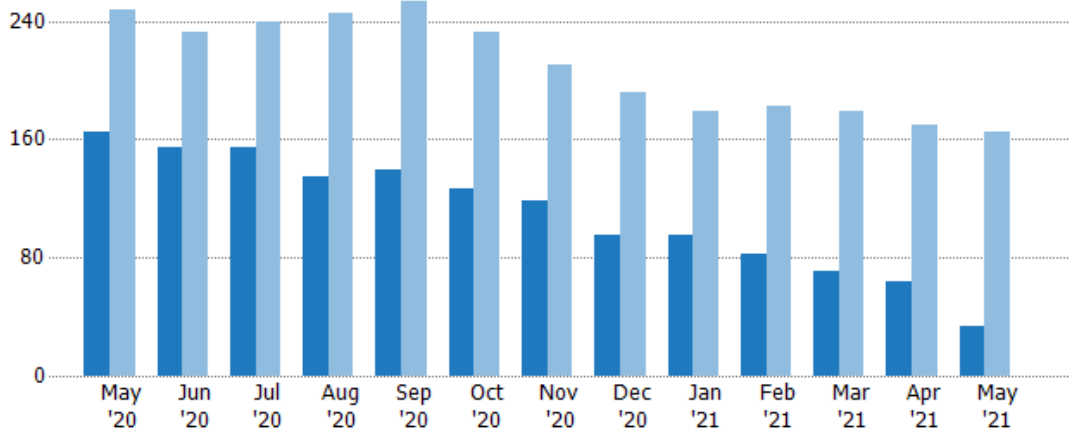
	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21
Current Year	\$14.9M	\$26.6M	\$18.4M	\$13.4M	\$20.6M	\$12.8M	\$11.4M	\$6.4M	\$9.03M	\$8.44M	\$15.8M	\$16.1M	\$21M
Prior Year	\$25M	\$17.2M	\$14.9M	\$19.2M	\$11.9M	\$5.94M	\$6.1M	\$2.99M	\$5.76M	\$11.7M	\$9.11M	\$11M	\$14.9M
Percent Change from Prior Year	-40%	55%	23%	-30%	73%	115%	87%	114%	57%	-28%	73%	46%	41%

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



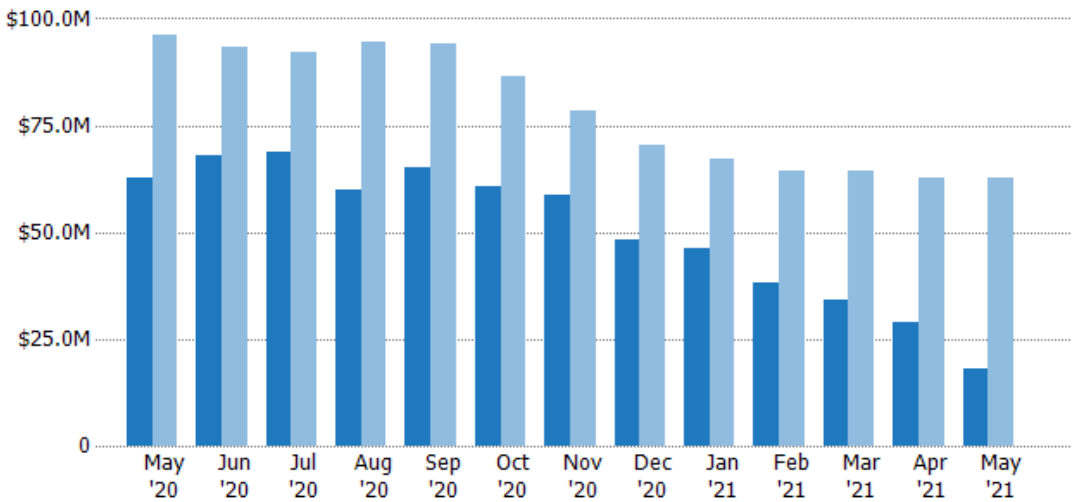
	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21
Current Year	165	155	155	135	140	127	118	95	95	82	71	64	33
Prior Year	248	233	240	245	254	232	210	192	179	182	179	170	165
Percent Change from Prior Year	-33%	-33%	-35%	-45%	-45%	-45%	-44%	-51%	-47%	-55%	-60%	-62%	-80%

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



	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21
Current Year	\$62.7M	\$68.2M	\$68.8M	\$60M	\$65M	\$60.9M	\$58.6M	\$48.2M	\$46.3M	\$38.1M	\$34.1M	\$28.9M	\$17.9M
Prior Year	\$96.3M	\$93.2M	\$92M	\$94.7M	\$94.2M	\$86.4M	\$78.4M	\$70.5M	\$67.1M	\$64.3M	\$64.4M	\$62.6M	\$62.7M
Percent Change from Prior Year	-35%	-27%	-25%	-37%	-31%	-30%	-25%	-32%	-31%	-41%	-47%	-54%	-71%

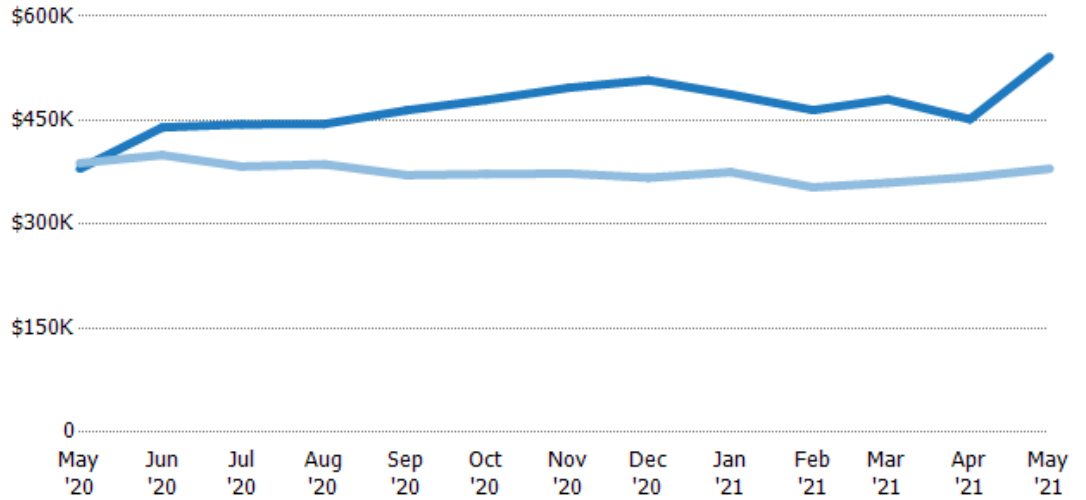
Average Listing Price

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.
May '21	\$542K	42.5%
May '20	\$380K	-2.1%
May '19	\$388K	6.2%



Current Year	\$380K	\$440K	\$444K	\$445K	\$464K	\$479K	\$497K	\$508K	\$487K	\$465K	\$480K	\$452K	\$542K
Prior Year	\$388K	\$400K	\$383K	\$387K	\$371K	\$372K	\$373K	\$367K	\$375K	\$353K	\$360K	\$368K	\$380K
Percent Change from Prior Year	-2%	10%	16%	15%	25%	29%	33%	38%	30%	32%	34%	23%	43%

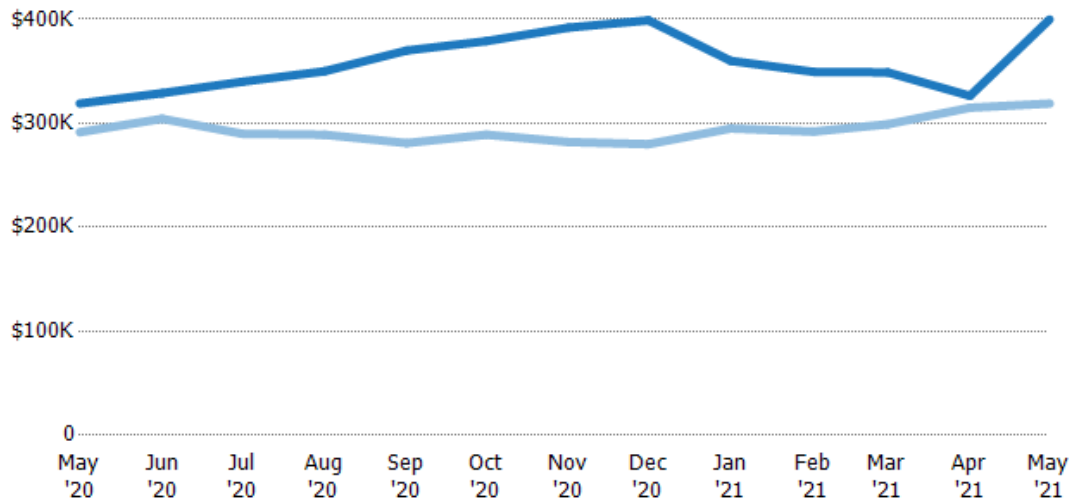
Median Listing Price

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.
May '21	\$400K	25.4%
May '20	\$319K	9.5%
May '19	\$291K	6.4%



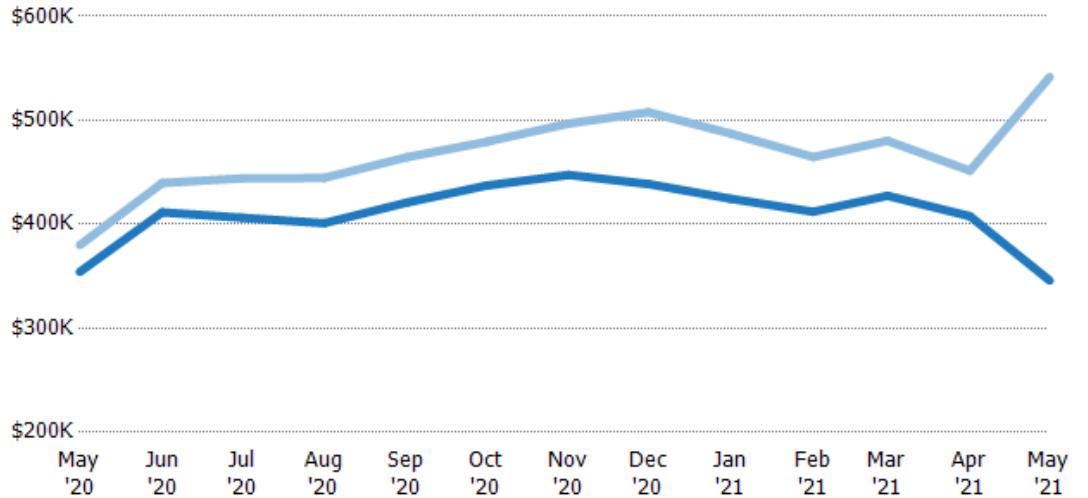
Current Year	\$319K	\$329K	\$340K	\$350K	\$370K	\$379K	\$392K	\$399K	\$360K	\$350K	\$349K	\$326K	\$400K
Prior Year	\$291K	\$304K	\$290K	\$289K	\$281K	\$289K	\$282K	\$280K	\$295K	\$292K	\$299K	\$315K	\$319K
Percent Change from Prior Year	9%	8%	17%	21%	32%	31%	39%	43%	22%	20%	17%	4%	25%

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



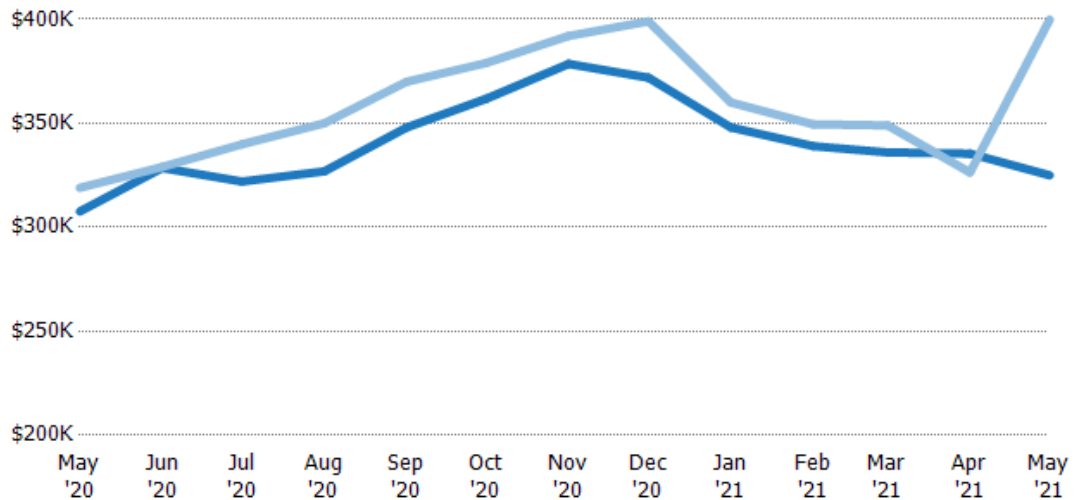
	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21
Avg Est Value	\$354K	\$411K	\$406K	\$401K	\$421K	\$437K	\$447K	\$439K	\$425K	\$412K	\$427K	\$408K	\$346K
Avg Listing Price	\$380K	\$440K	\$444K	\$445K	\$464K	\$479K	\$497K	\$508K	\$487K	\$465K	\$480K	\$452K	\$542K
Avg Listing Price as a % of Avg Est Value	107%	107%	109%	111%	110%	110%	111%	116%	115%	113%	112%	111%	157%

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



	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21
Median Est Value	\$308K	\$328K	\$322K	\$327K	\$348K	\$362K	\$379K	\$372K	\$348K	\$339K	\$336K	\$335K	\$325K
Median Listing Price	\$319K	\$329K	\$340K	\$350K	\$370K	\$379K	\$392K	\$399K	\$360K	\$350K	\$349K	\$326K	\$400K
Med Listing Price as a % of Med Est Value	104%	100%	106%	107%	106%	105%	104%	107%	103%	103%	104%	97%	123%

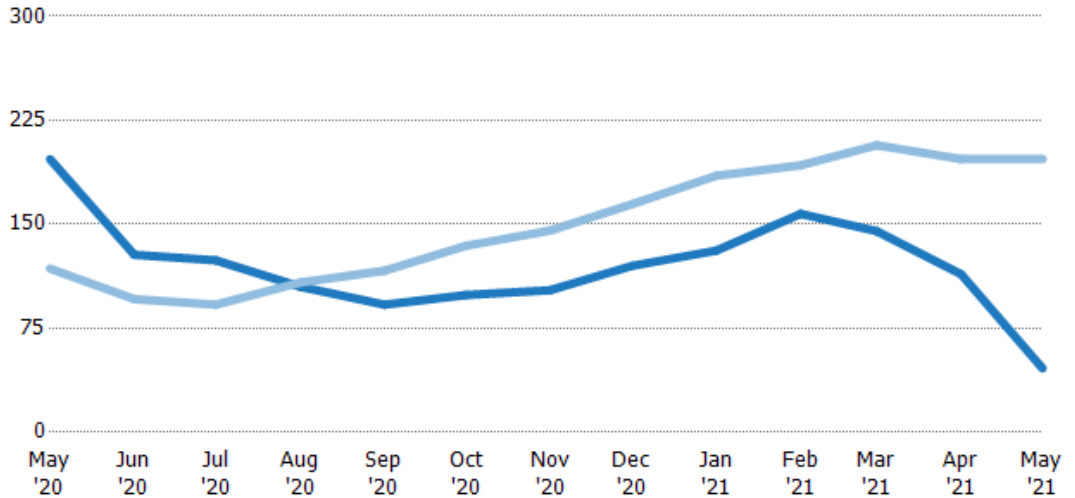
Median Days in RPR

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.
May '21	46	-76.6%
May '20	197	66.9%
May '19	118	13.6%



Current Year	197	128	124	105	92	99	103	120	131	158	145	114	46
Prior Year	118	96	92	108	117	135	146	165	185	193	207	197	197
Percent Change from Prior Year	67%	33%	35%	-3%	-21%	-26%	-30%	-27%	-29%	-18%	-30%	-42%	-77%

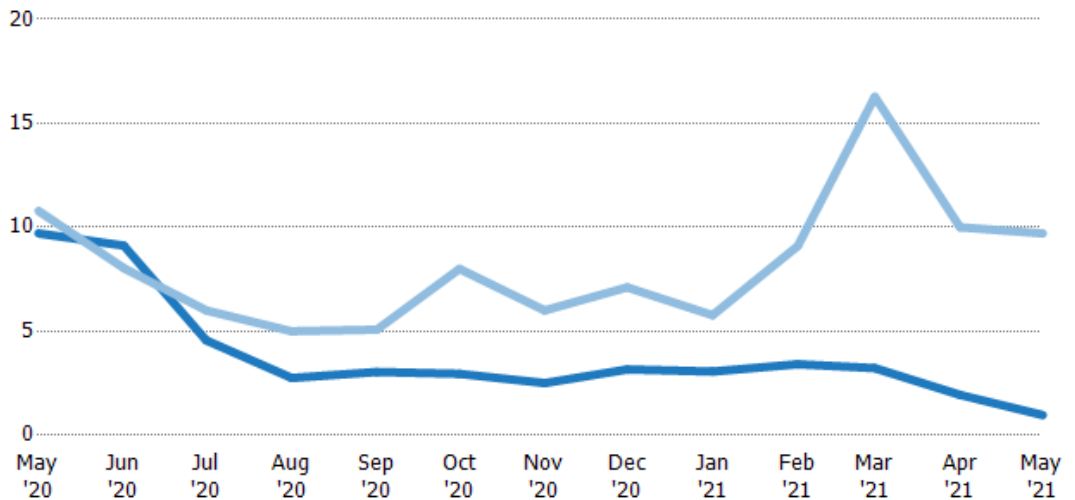
Months of Inventory

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.
May '21	0	-90%
May '20	9.71	-10%
May '19	10.8	17%



Current Year	9.71	9.12	4.56	2.76	3.04	2.95	2.51	3.17	3.06	3.42	3.23	1.94	0
Prior Year	10.8	8.03	6	5	5.08	8	6	7.11	5.77	9.1	16.3	10	9.71
Percent Change from Prior Year	-10%	13%	-24%	-45%	-40%	-63%	-58%	-55%	-47%	-62%	-80%	-81%	-90%

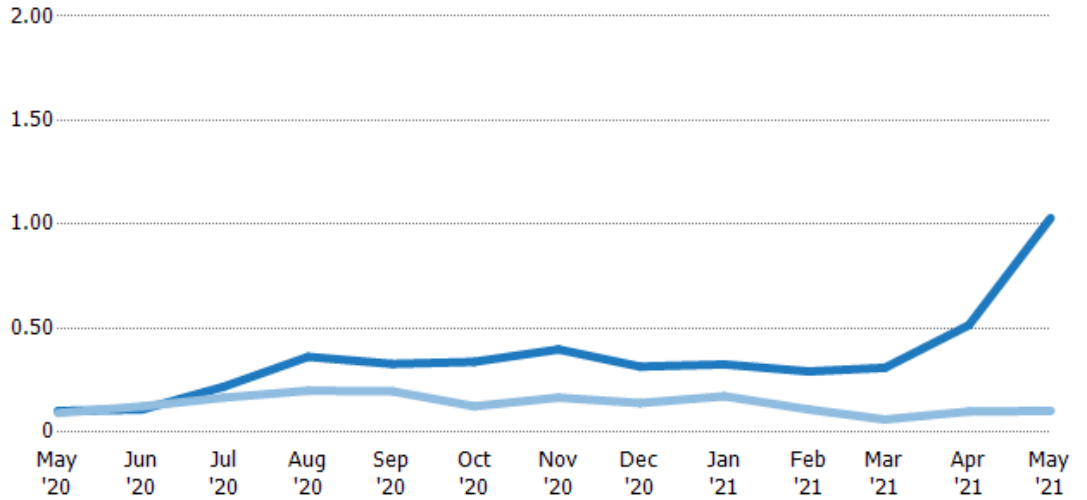
Absorption Rate

The percentage of inventory sold per month.

Filters Used

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

Month/Year	Rate	Chg.
May '21	103%	-92.7%
May '20	10%	-1%
May '19	9%	-14.6%



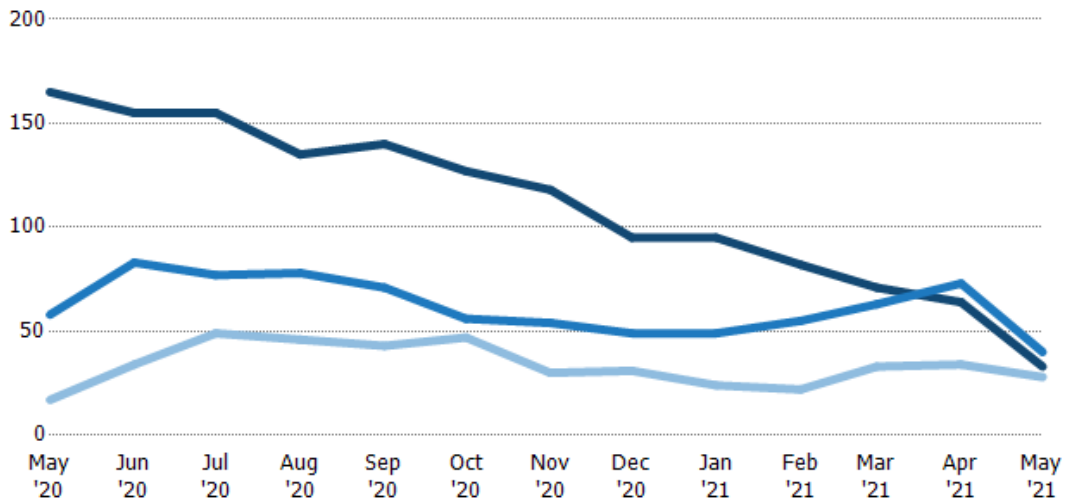
Current Year	10%	11%	22%	36%	33%	34%	40%	32%	33%	29%	31%	52%	103%
Prior Year	9%	12%	17%	20%	20%	13%	17%	14%	17%	11%	6%	10%	10%
Change from Prior Year	-1%	1%	-5%	-16%	-13%	-21%	-23%	-18%	-15%	-18%	-25%	-42%	-93%

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



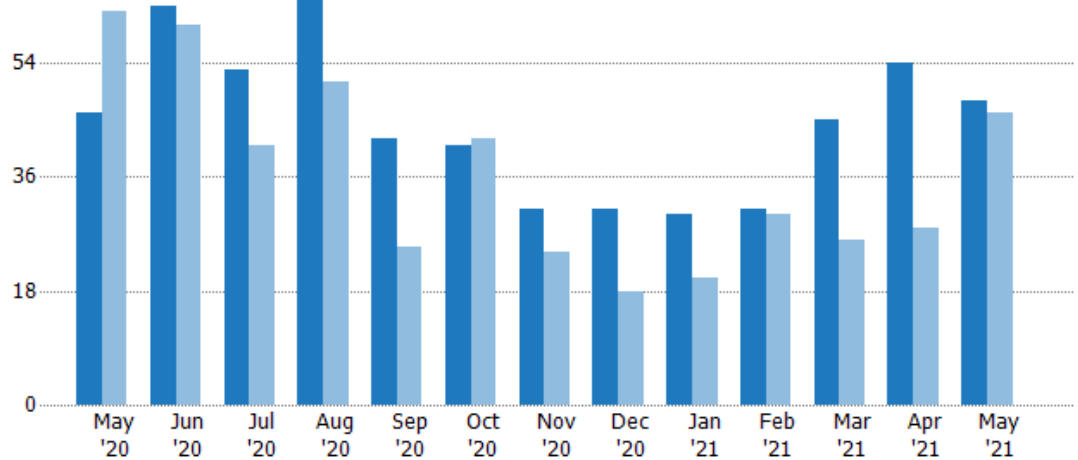
Active	165	155	155	135	140	127	118	95	95	82	71	64	33
Pending	58	83	77	78	71	56	54	49	49	55	63	73	40
Sold	17	34	49	46	43	47	30	31	24	22	33	34	28

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



Month/Year	Count	% Chg.
May '21	48	4.3%
May '20	46	-25.8%
May '19	62	-35.5%

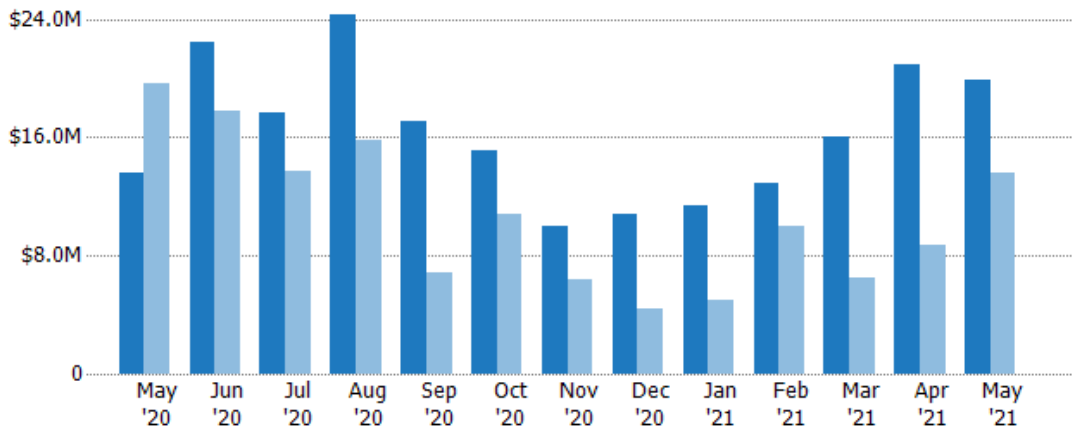
	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21
Current Year	46	63	53	64	42	41	31	31	30	31	45	54	48
Prior Year	62	60	41	51	25	42	24	18	20	30	26	28	46
Percent Change from Prior Year	-26%	5%	29%	25%	68%	-2%	29%	72%	50%	3%	73%	93%	4%

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



Month/Year	Volume	% Chg.
May '21	\$19.9M	46.1%
May '20	\$13.6M	-30.6%
May '19	\$19.6M	-32.7%

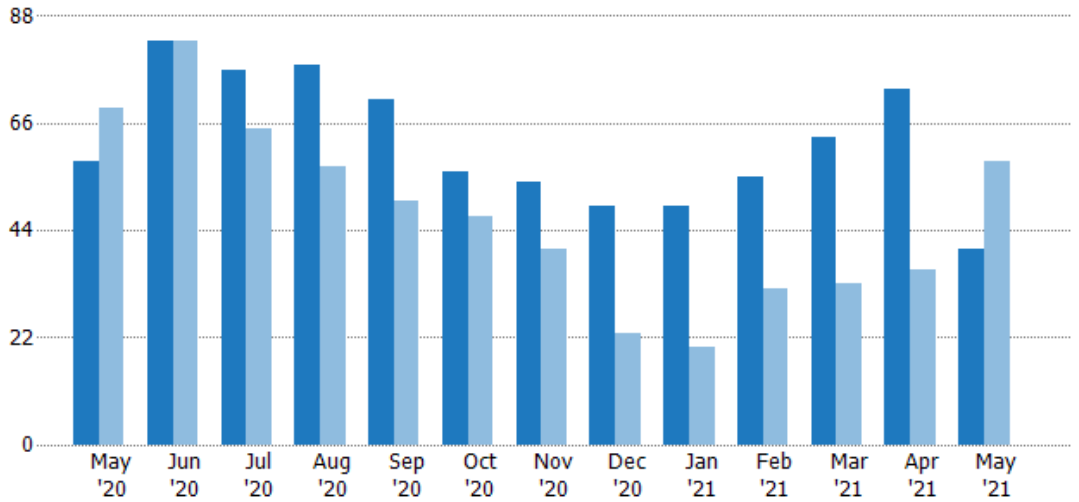
	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21
Current Year	\$13.6M	\$22.5M	\$17.7M	\$24.3M	\$17.1M	\$15.1M	\$9.98M	\$10.8M	\$11.3M	\$12.9M	\$16M	\$20.9M	\$19.9M
Prior Year	\$19.6M	\$17.8M	\$13.8M	\$15.8M	\$6.79M	\$10.8M	\$6.39M	\$4.37M	\$4.93M	\$10M	\$6.5M	\$8.66M	\$13.6M
Percent Change from Prior Year	-31%	26%	29%	54%	151%	40%	56%	147%	130%	29%	146%	141%	46%

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



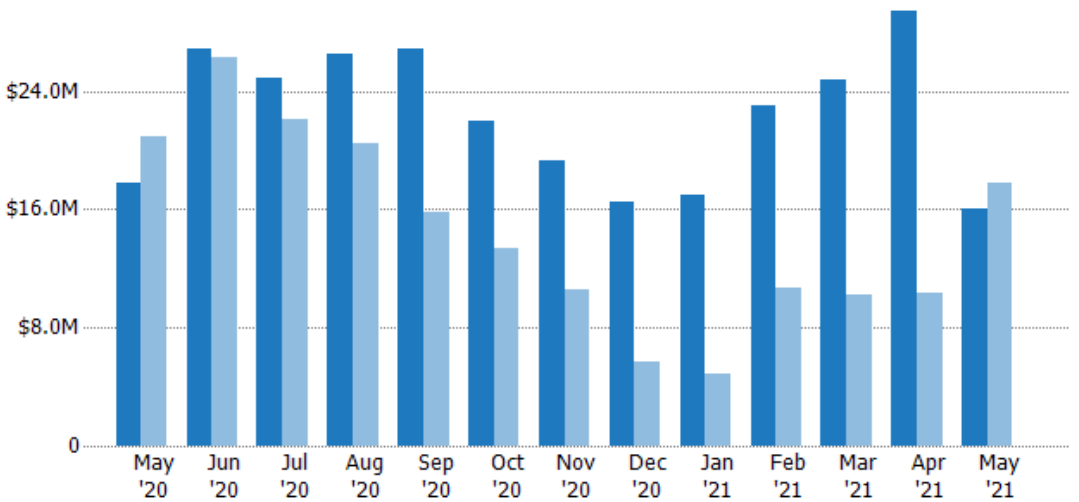
	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21
Current Year	58	83	77	78	71	56	54	49	49	55	63	73	40
Prior Year	69	83	65	57	50	47	40	23	20	32	33	36	58
Percent Change from Prior Year	-16%	0%	18%	37%	42%	19%	35%	113%	145%	72%	91%	103%	-31%

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



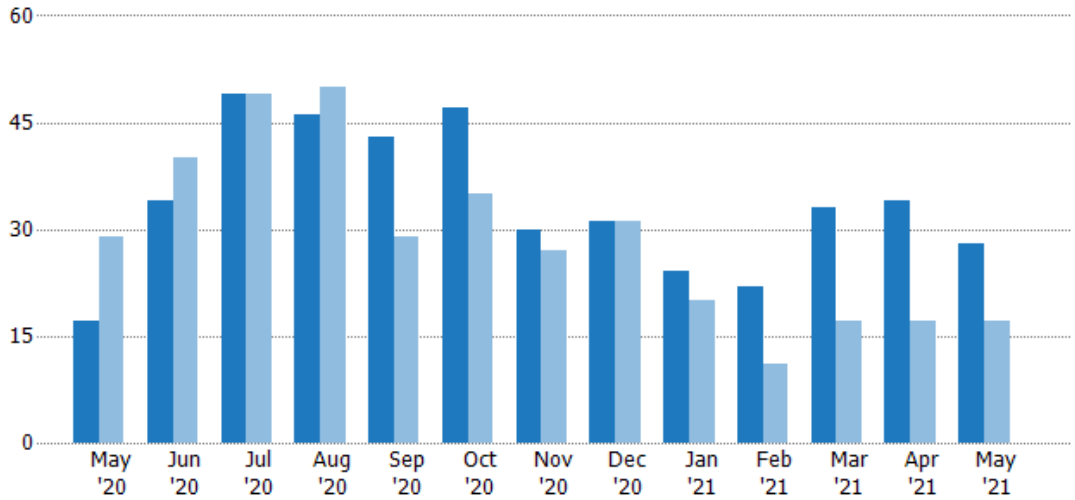
	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21
Current Year	\$17.8M	\$26.8M	\$24.9M	\$26.5M	\$26.9M	\$22M	\$19.3M	\$16.5M	\$17M	\$23M	\$24.7M	\$29.4M	\$16M
Prior Year	\$21M	\$26.3M	\$22.1M	\$20.5M	\$15.8M	\$13.3M	\$10.6M	\$5.7M	\$4.81M	\$10.7M	\$10.2M	\$10.4M	\$17.8M
Percent Change from Prior Year	-15%	2%	12%	30%	70%	65%	82%	189%	254%	115%	142%	183%	-10%

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



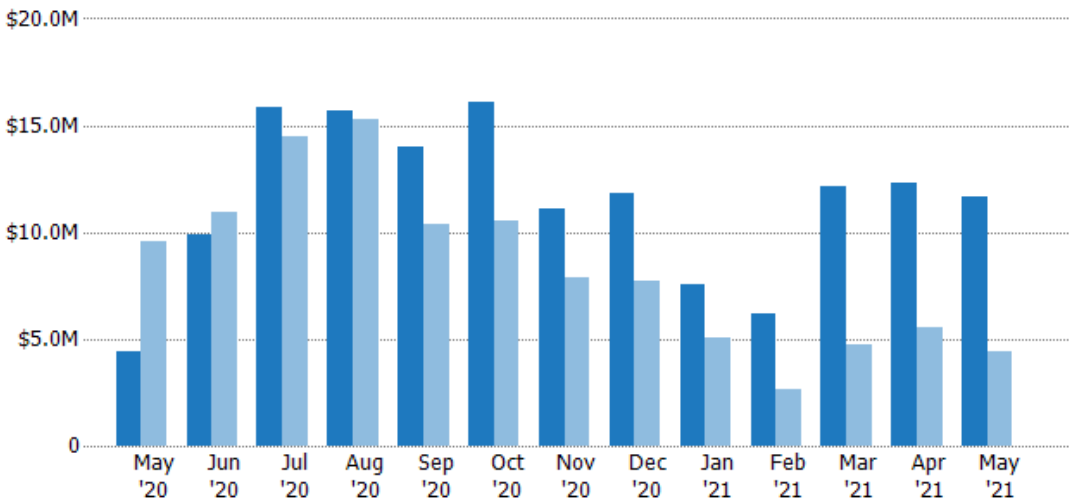
	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21
Current Year	17	34	49	46	43	47	30	31	24	22	33	34	28
Prior Year	29	40	49	50	29	35	27	31	20	11	17	17	17
Percent Change from Prior Year	-41%	-15%	0%	-8%	48%	34%	11%	0%	20%	100%	94%	100%	65%

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



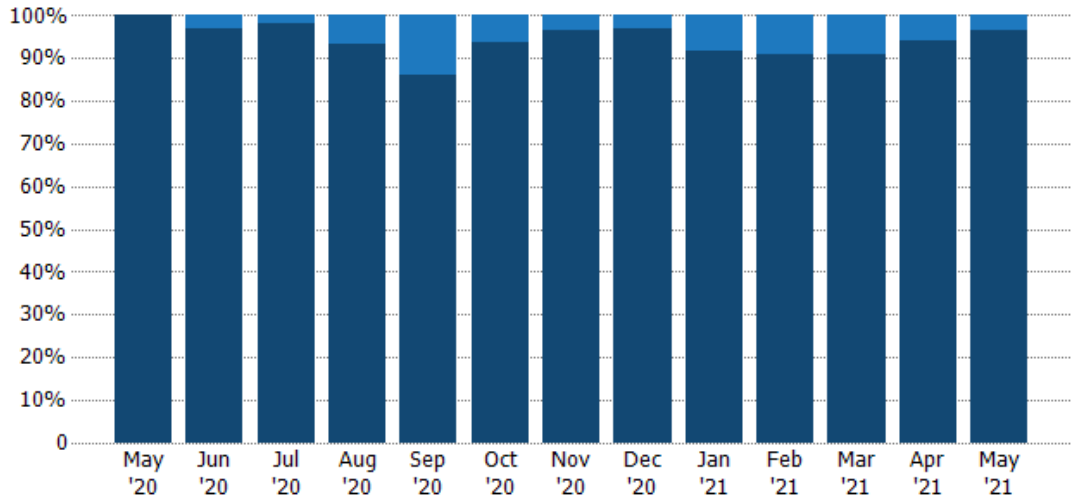
	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21
Current Year	\$4.38M	\$9.86M	\$15.8M	\$15.7M	\$14M	\$16.1M	\$11.1M	\$11.8M	\$7.53M	\$6.19M	\$12.1M	\$12.3M	\$11.6M
Prior Year	\$9.55M	\$10.9M	\$14.4M	\$15.3M	\$10.4M	\$10.6M	\$7.85M	\$7.7M	\$5.03M	\$2.61M	\$4.77M	\$5.58M	\$4.38M
Percent Change from Prior Year	-54%	-10%	9%	2%	35%	52%	41%	53%	50%	137%	154%	121%	166%

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



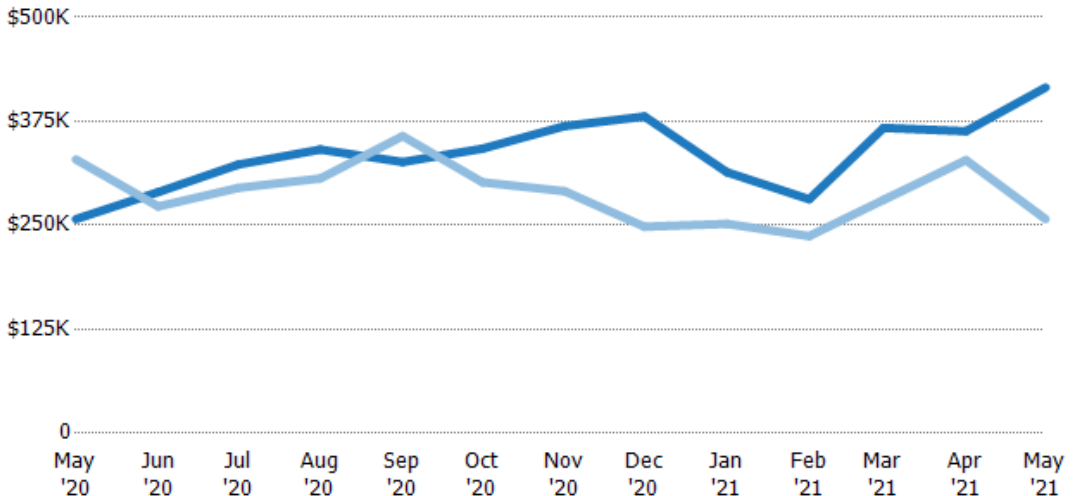
Property Type	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21
Condo/Townhouse	-	3%	2%	7%	14%	6%	3%	3%	8%	9%	9%	6%	4%
Single Family Residence	100%	97%	98%	93%	86%	94%	97%	97%	92%	91%	91%	94%	96%

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.
May '21	\$416K	61.5%
May '20	\$257K	-21.8%
May '19	\$329K	-8.1%

Property Type	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21
Current Year	\$257K	\$290K	\$323K	\$341K	\$326K	\$342K	\$369K	\$381K	\$314K	\$281K	\$367K	\$363K	\$416K
Prior Year	\$329K	\$273K	\$295K	\$306K	\$357K	\$302K	\$291K	\$248K	\$252K	\$237K	\$281K	\$328K	\$257K
Percent Change from Prior Year	-22%	6%	9%	11%	-9%	13%	27%	53%	25%	19%	31%	11%	62%

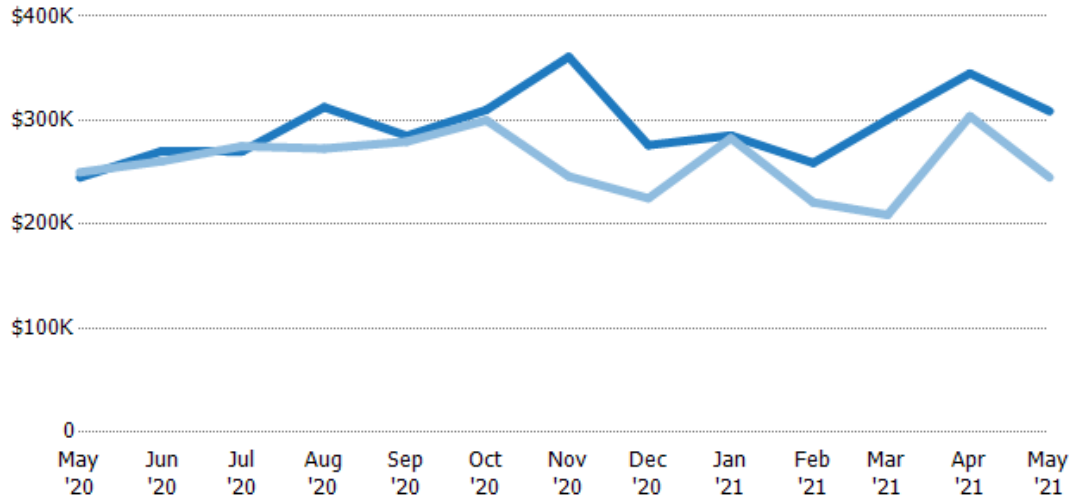
Median Sales Price

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.
May '21	\$309K	26%
May '20	\$245K	-2%
May '19	\$250K	14.5%



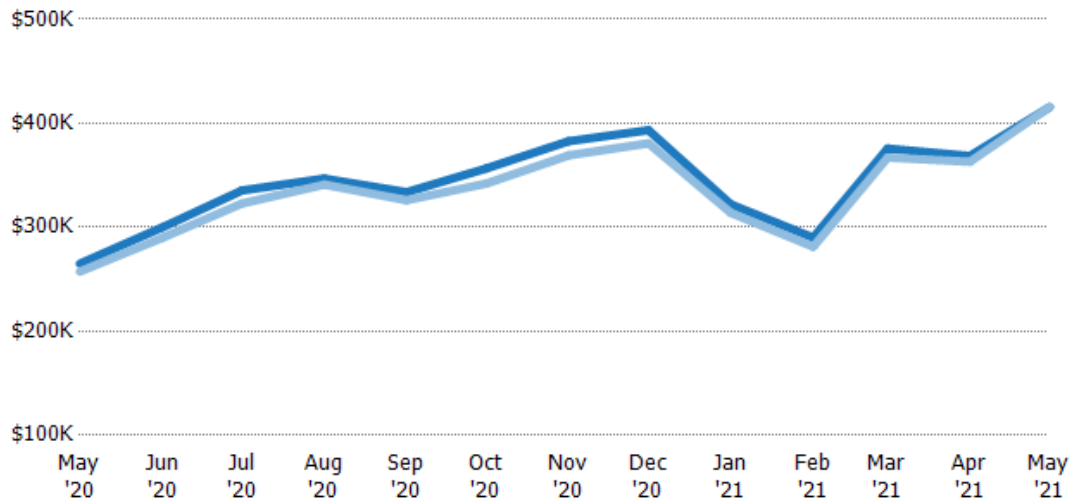
Current Year	\$245K	\$271K	\$270K	\$313K	\$285K	\$310K	\$361K	\$276K	\$285K	\$259K	\$301K	\$345K	\$309K
Prior Year	\$250K	\$261K	\$275K	\$273K	\$280K	\$300K	\$246K	\$225K	\$283K	\$221K	\$209K	\$304K	\$245K
Percent Change from Prior Year	-2%	4%	-2%	15%	2%	3%	47%	23%	1%	17%	44%	13%	26%

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



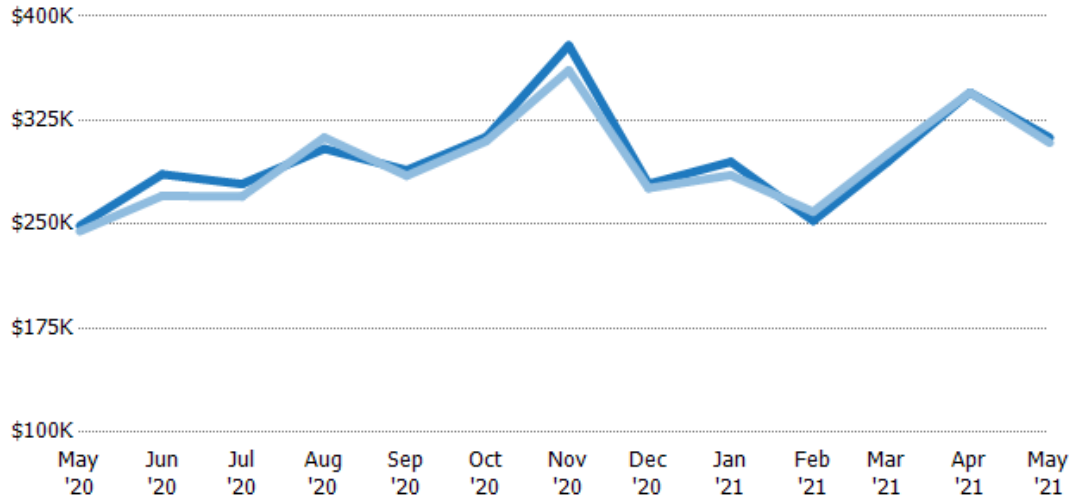
Avg List Price	\$265K	\$300K	\$335K	\$347K	\$334K	\$357K	\$383K	\$393K	\$322K	\$290K	\$376K	\$369K	\$416K
Avg Sales Price	\$257K	\$290K	\$323K	\$341K	\$326K	\$342K	\$369K	\$381K	\$314K	\$281K	\$367K	\$363K	\$416K
Avg Sales Price as a % of Avg List Price	97%	97%	96%	98%	98%	96%	96%	97%	97%	97%	98%	98%	100%

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



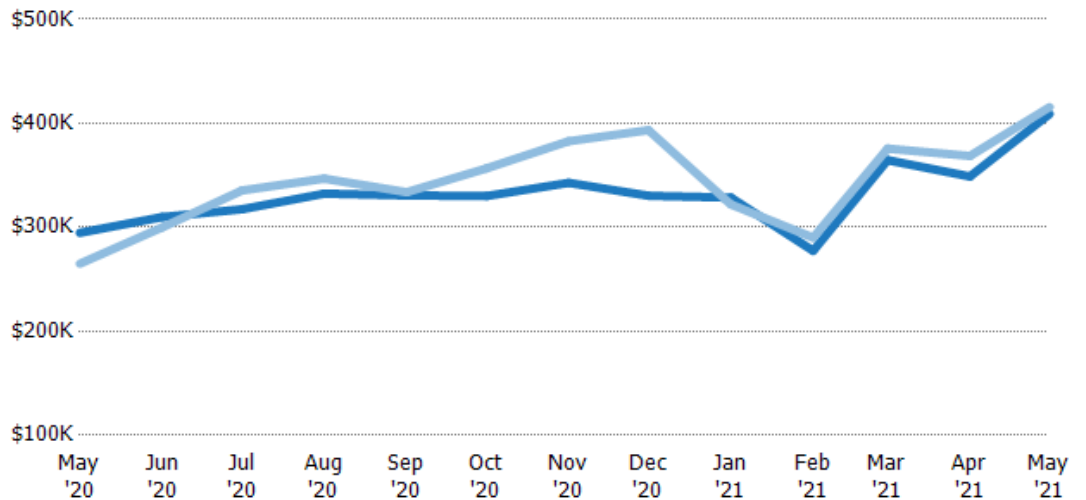
	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21
Median List Price	\$249K	\$286K	\$279K	\$304K	\$289K	\$313K	\$379K	\$279K	\$295K	\$253K	\$295K	\$345K	\$313K
Median Sales Price	\$245K	\$271K	\$270K	\$313K	\$285K	\$310K	\$361K	\$276K	\$285K	\$259K	\$301K	\$345K	\$309K
Med Sales Price as a % of Med List Price	98%	95%	97%	103%	99%	99%	95%	99%	97%	103%	102%	100%	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



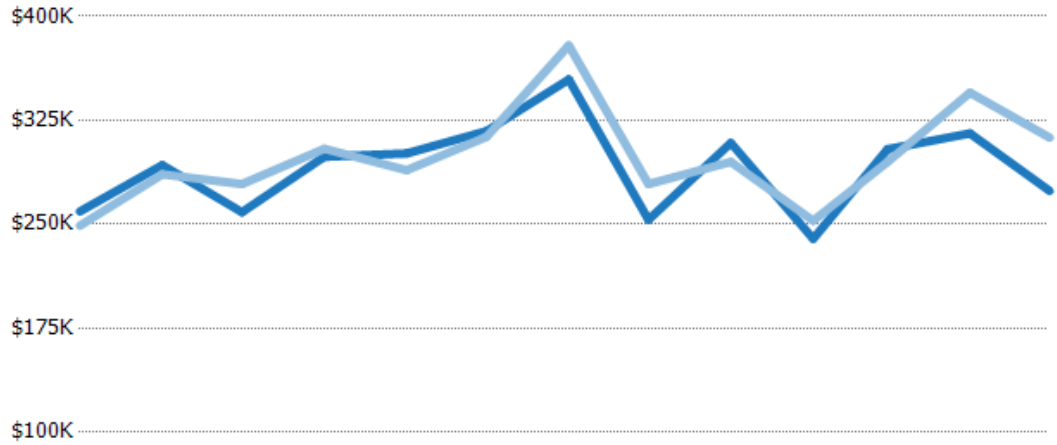
	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21
Avg Est Value	\$295K	\$310K	\$317K	\$332K	\$331K	\$330K	\$343K	\$330K	\$329K	\$277K	\$365K	\$349K	\$409K
Avg Sales Price	\$265K	\$300K	\$335K	\$347K	\$334K	\$357K	\$383K	\$393K	\$322K	\$290K	\$376K	\$369K	\$416K
Avg Sales Price as a % of Avg Est Value	90%	97%	106%	104%	101%	108%	112%	119%	98%	105%	103%	106%	102%

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



	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21
Median Est Value	\$259K	\$293K	\$259K	\$299K	\$301K	\$317K	\$354K	\$253K	\$309K	\$240K	\$304K	\$316K	\$274K
Median Sales Price	\$249K	\$286K	\$279K	\$304K	\$289K	\$313K	\$379K	\$279K	\$295K	\$253K	\$295K	\$345K	\$313K
Med Sales Price as a % of Med Est Value	96%	98%	108%	102%	96%	99%	107%	110%	96%	105%	97%	109%	114%