

## 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	Jun 2021	Jun 2020	+ / -	YTD 2021	YTD 2020	+ / -
<b>Listing Activity Charts Metrics</b>						
New Listing Count	68	57	+19.3%	244	206	+18.4%
New Listing Volume	\$29,110,999	\$28,928,186	+0.6%	\$98,866,371	\$81,901,926	+20.7%
Active Listing Count	72	159	-54.7%	N/A	N/A	
Active Listing Volume	\$30,691,499	\$72,502,883	-57.7%	N/A	N/A	
Average Listing Price	\$426,271	\$455,993	-6.5%	\$477,667	\$385,452	+23.9%
Median Listing Price	\$350,000	\$329,000	+6.4%	\$349,348	\$313,148	+11.6%
Median Days in RPR	37	130	-71.5%	119.79	178.99	-33.1%
Months of Inventory	2.3	9.4	-75.2%	4	6.9	-42.4%
Absorption Rate	43.06%	10.69%	+32.4%	25.26%	14.56%	+10.7%
<b>Sales Activity Charts Metrics</b>						
New Pending Sales Count	56	63	-11.1%	264	214	+23.4%
New Pending Sales Volume	\$21,582,800	\$22,458,414	-3.9%	\$102,594,971	\$66,563,614	+54.1%
Pending Sales Count	85	84	+1.2%	N/A	N/A	
Pending Sales Volume	\$33,126,600	\$27,027,314	+22.6%	N/A	N/A	
Closed Sales Count	51	36	+41.7%	197	121	+62.8%
Closed Sales Volume	\$22,247,100	\$10,474,390	+112.4%	\$73,889,324	\$33,305,880	+121.9%
Average Sales Price	\$436,218	\$290,955	+49.9%	\$375,073	\$275,255	+36.3%
Median Sales Price	\$367,000	\$270,500	+35.7%	\$321,230	\$258,161	+24.4%

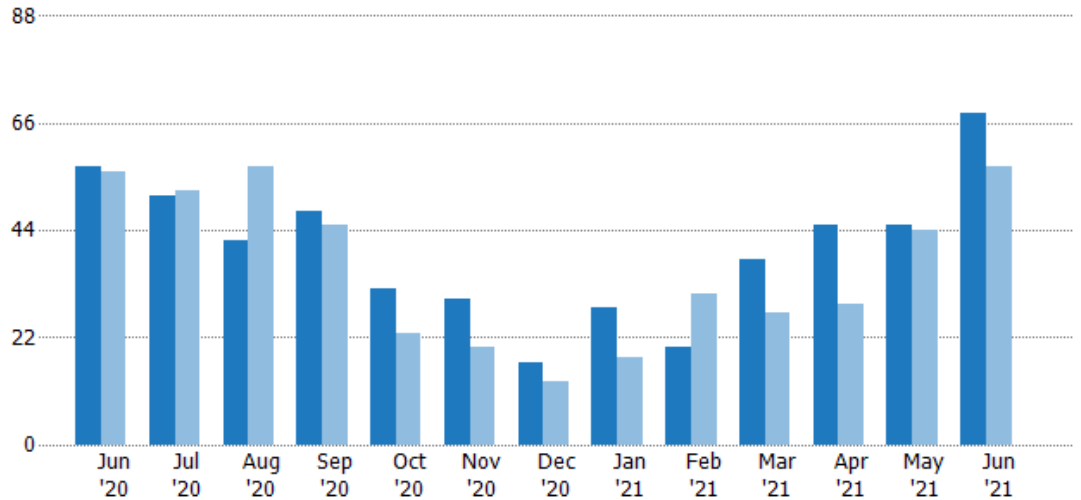
## New Listings

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.
Jun '21	68	19.3%
Jun '20	57	1.8%
Jun '19	56	44.6%



	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21
Current Year	57	51	42	48	32	30	17	28	20	38	45	45	68
Prior Year	56	52	57	45	23	20	13	18	31	27	29	44	57
Percent Change from Prior Year	2%	-2%	-26%	7%	39%	50%	31%	56%	-35%	41%	55%	2%	19%

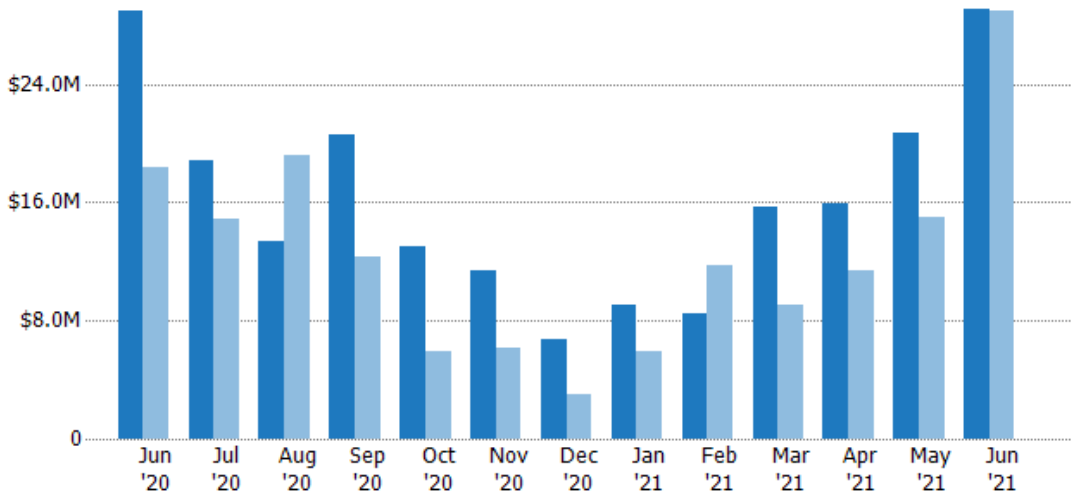
## New Listing Volume

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.
Jun '21	\$29.1M	0.6%
Jun '20	\$28.9M	57.8%
Jun '19	\$18.3M	41.1%



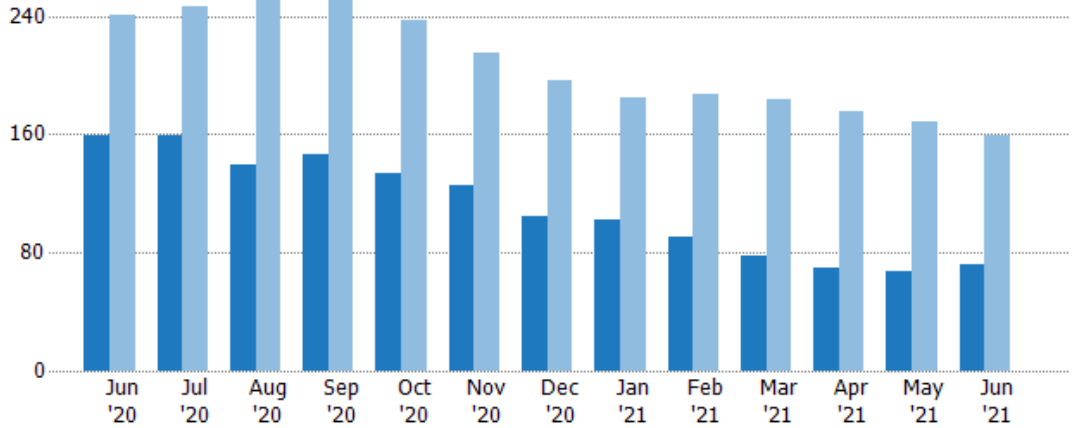
	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21
Current Year	\$28.9M	\$18.8M	\$13.4M	\$20.6M	\$13.1M	\$11.4M	\$6.72M	\$9M	\$8.44M	\$15.7M	\$15.9M	\$20.7M	\$29.1M
Prior Year	\$18.3M	\$14.9M	\$19.2M	\$12.3M	\$5.94M	\$6.1M	\$2.99M	\$5.89M	\$11.7M	\$9.11M	\$11.3M	\$14.9M	\$28.9M
Percent Change from Prior Year	58%	26%	-30%	68%	120%	87%	125%	53%	-28%	72%	41%	39%	1%

## 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.
Jun '21	72	-54.7%
Jun '20	159	-34%
Jun '19	241	14.1%

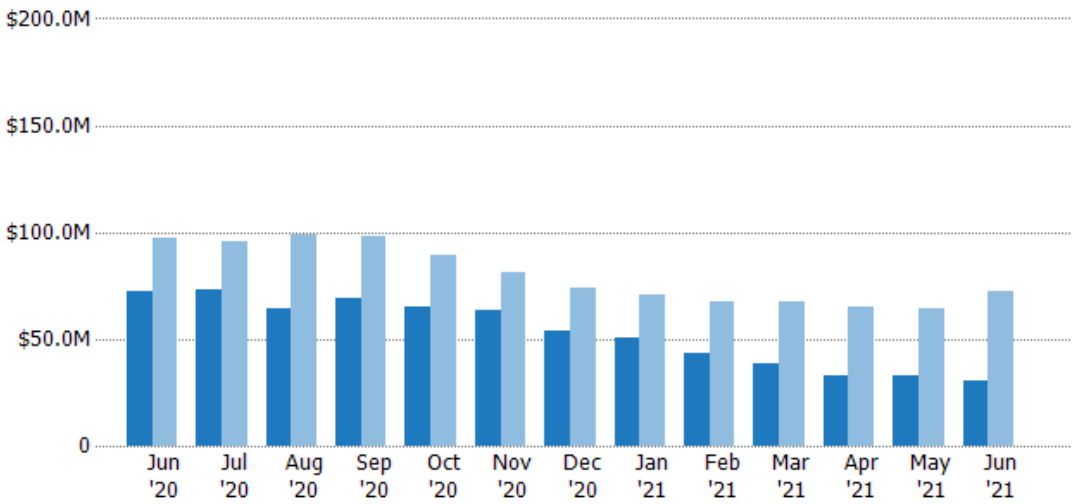
	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21
Current Year	159	159	140	146	134	126	104	102	90	78	70	67	72
Prior Year	241	247	252	261	237	215	197	185	187	184	175	168	159
Percent Change from Prior Year	-34%	-36%	-44%	-44%	-43%	-41%	-47%	-45%	-52%	-58%	-60%	-60%	-55%

## 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.
Jun '21	\$30.7M	-57.7%
Jun '20	\$72.5M	-25.7%
Jun '19	\$97.5M	9.8%

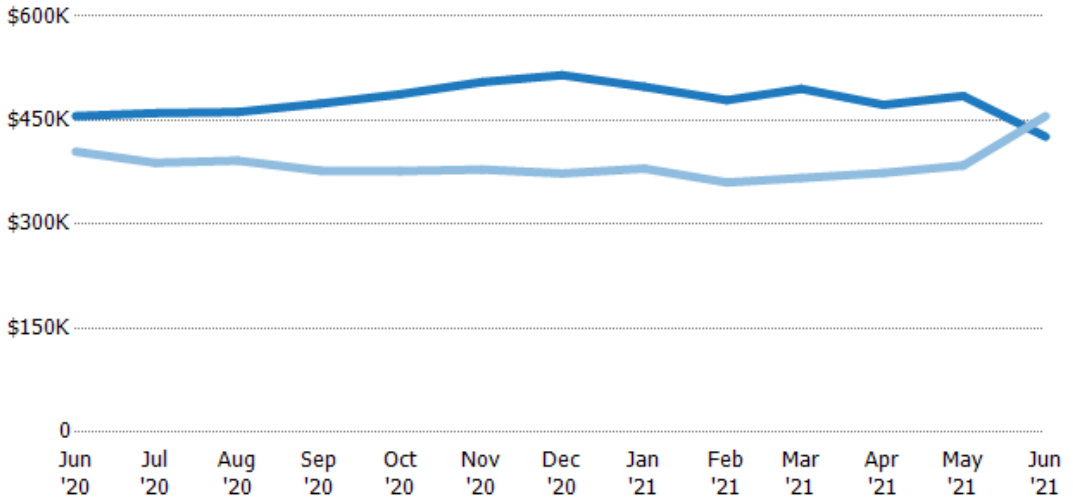
	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21
Current Year	\$72.5M	\$73.2M	\$64.7M	\$69.2M	\$65.3M	\$63.6M	\$53.6M	\$50.8M	\$43.1M	\$38.6M	\$33.1M	\$32.5M	\$30.7M
Prior Year	\$97.5M	\$96M	\$98.7M	\$98.5M	\$89.3M	\$81.5M	\$73.6M	\$70.4M	\$67.4M	\$67.5M	\$65.5M	\$64.6M	\$72.5M
Percent Change from Prior Year	-26%	-24%	-34%	-30%	-27%	-22%	-27%	-28%	-36%	-43%	-49%	-50%	-58%

## 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



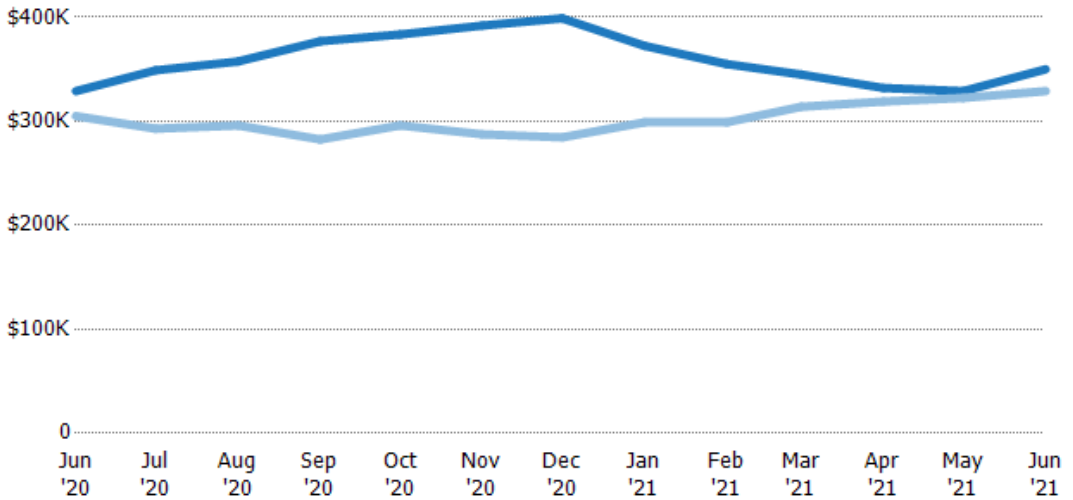
	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21
Current Year	\$456K	\$460K	\$462K	\$474K	\$487K	\$505K	\$515K	\$498K	\$479K	\$495K	\$472K	\$485K	\$426K
Prior Year	\$405K	\$389K	\$392K	\$377K	\$377K	\$379K	\$373K	\$380K	\$360K	\$367K	\$374K	\$385K	\$456K
Percent Change from Prior Year	13%	18%	18%	26%	29%	33%	38%	31%	33%	35%	26%	26%	-7%

## 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



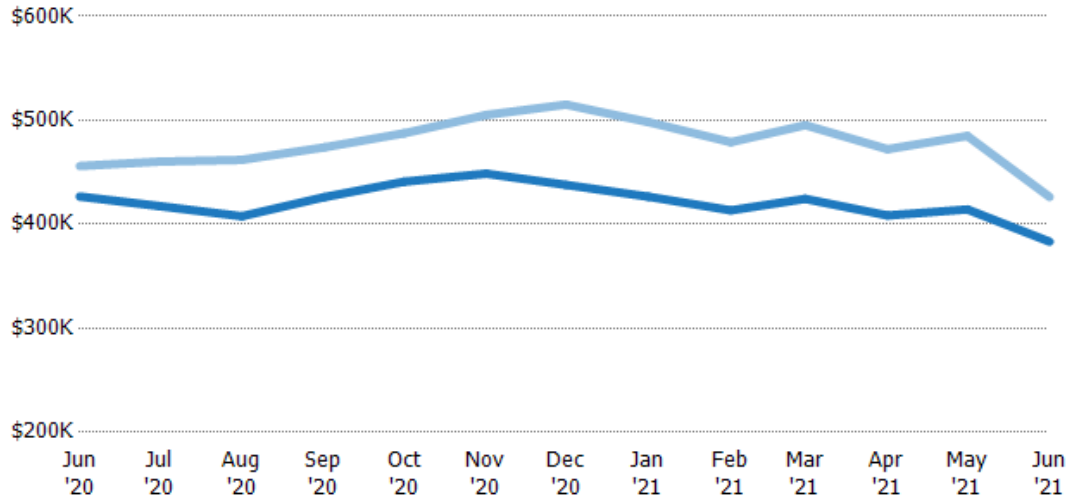
	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21
Current Year	\$329K	\$349K	\$358K	\$377K	\$384K	\$392K	\$399K	\$372K	\$355K	\$345K	\$332K	\$329K	\$350K
Prior Year	\$305K	\$293K	\$296K	\$283K	\$296K	\$288K	\$285K	\$299K	\$299K	\$314K	\$319K	\$323K	\$329K
Percent Change from Prior Year	8%	19%	21%	33%	30%	36%	40%	25%	19%	10%	4%	2%	6%

## 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



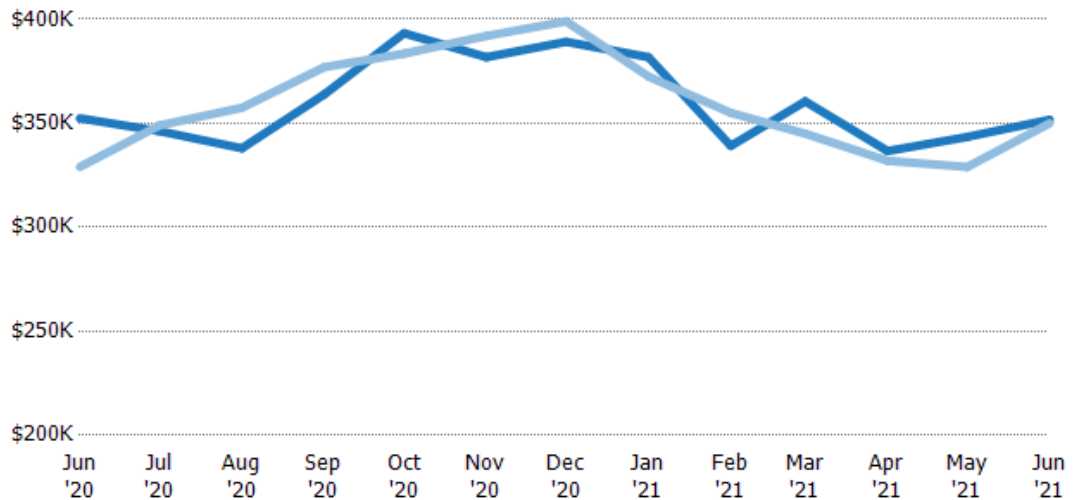
	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21
Avg Est Value	\$427K	\$417K	\$408K	\$426K	\$441K	\$449K	\$438K	\$426K	\$413K	\$424K	\$408K	\$414K	\$383K
Avg Listing Price	\$456K	\$460K	\$462K	\$474K	\$487K	\$505K	\$515K	\$498K	\$479K	\$495K	\$472K	\$485K	\$426K
Avg Listing Price as a % of Avg Est Value	107%	110%	113%	111%	111%	113%	118%	117%	116%	117%	116%	117%	111%

## 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



	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21
Median Est Value	\$352K	\$346K	\$338K	\$364K	\$393K	\$382K	\$389K	\$382K	\$339K	\$361K	\$337K	\$343K	\$352K
Median Listing Price	\$329K	\$349K	\$358K	\$377K	\$384K	\$392K	\$399K	\$372K	\$355K	\$345K	\$332K	\$329K	\$350K
Med Listing Price as a % of Med Est Value	93%	101%	106%	104%	98%	103%	103%	98%	105%	96%	99%	96%	100%

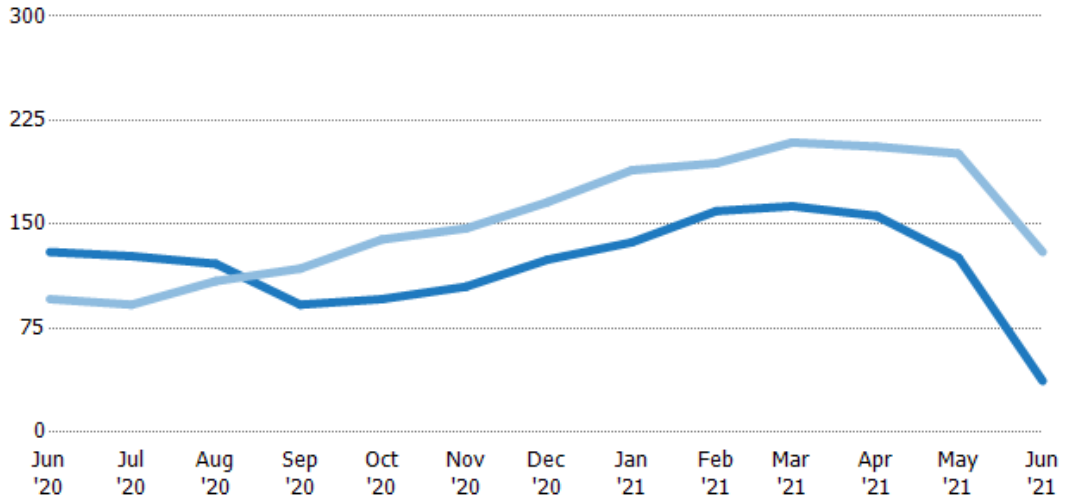
## Median Days in RPR

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.
Jun '21	37	-71.5%
Jun '20	130	35.4%
Jun '19	96	-9.4%



Current Year	130	127	122	92	96	105	125	137	160	163	156	126	37
Prior Year	96	92	109	118	139	147	166	189	194	209	206	201	130
Percent Change from Prior Year	35%	38%	11%	-22%	-31%	-29%	-25%	-28%	-18%	-22%	-24%	-37%	-72%

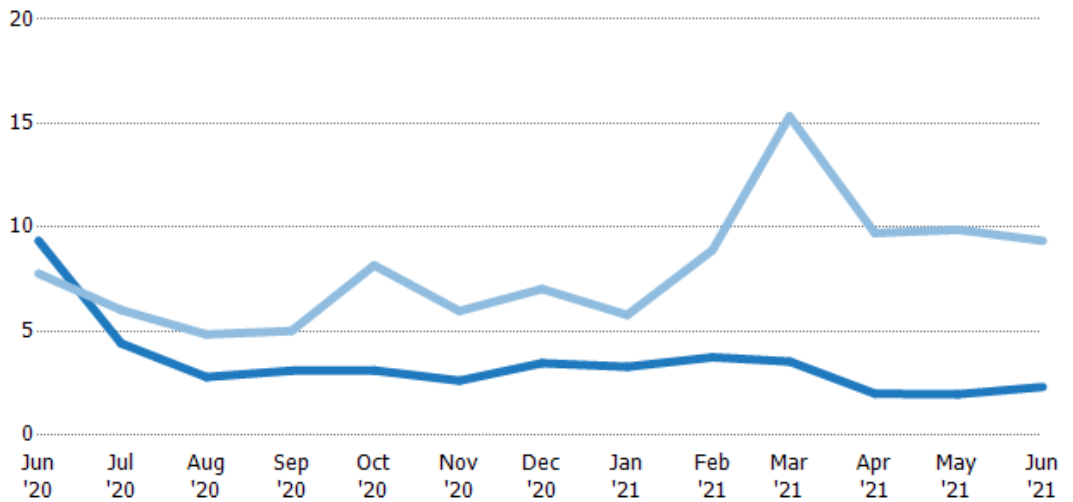
## Months of Inventory

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.
Jun '21	2.32	-75.2%
Jun '20	9.35	20.3%
Jun '19	7.77	1.1%



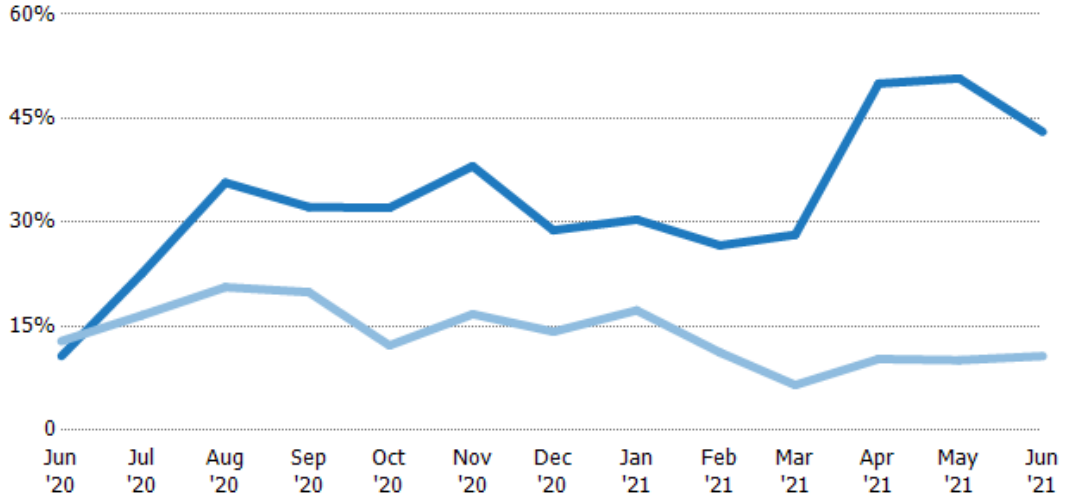
Current Year	9.35	4.42	2.8	3.11	3.12	2.63	3.47	3.29	3.75	3.55	2	1.97	2.32
Prior Year	7.77	6.02	4.85	5.02	8.17	5.97	7.04	5.78	8.9	15.3	9.72	9.88	9.35
Percent Change from Prior Year	20%	-27%	-42%	-38%	-62%	-56%	-51%	-43%	-58%	-77%	-79%	-80%	-75%

## 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.
Jun '21	43%	-32.4%
Jun '20	11%	2.2%
Jun '19	13%	-1.1%

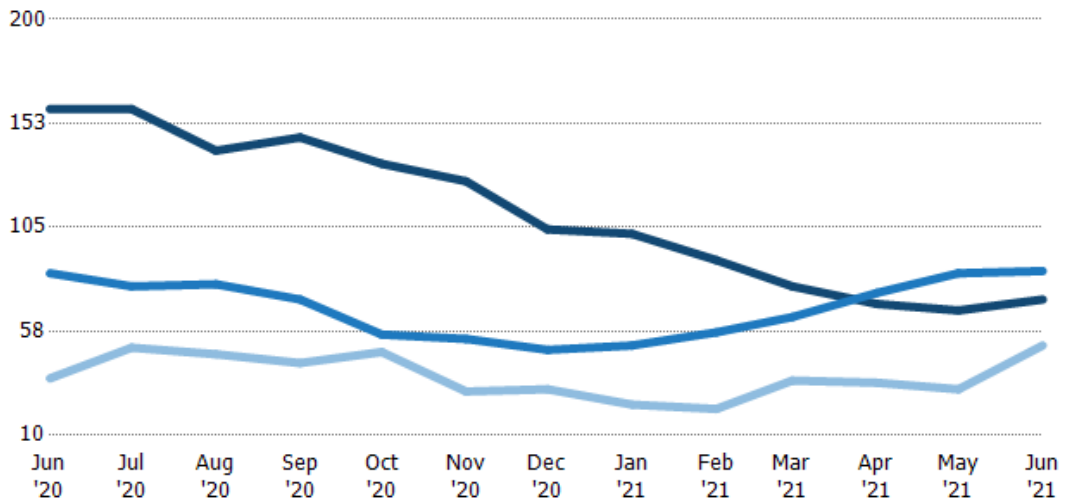
Current Year	11%	23%	36%	32%	32%	38%	29%	30%	27%	28%	50%	51%	43%
Prior Year	13%	17%	21%	20%	12%	17%	14%	17%	11%	7%	10%	10%	11%
Change from Prior Year	2%	-6%	-15%	-12%	-20%	-21%	-15%	-13%	-15%	-22%	-40%	-41%	-32%

## 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



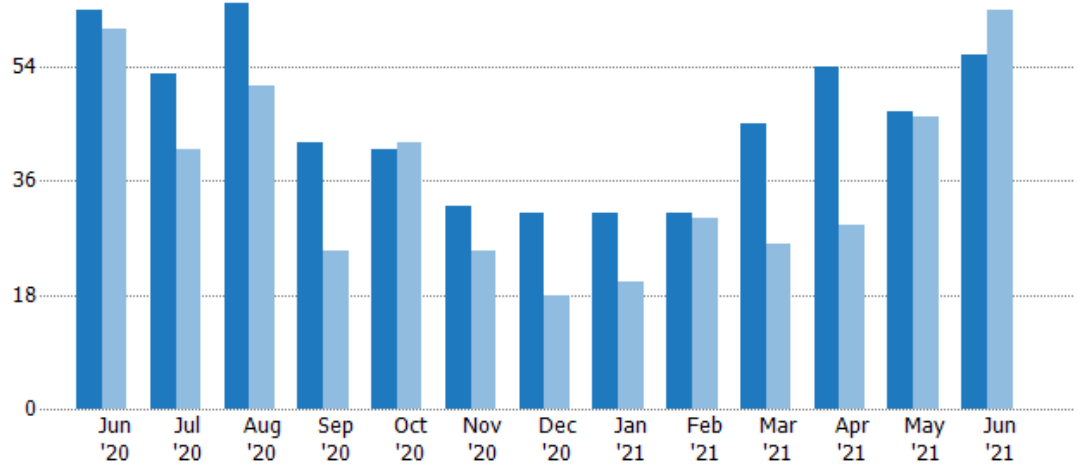
Active	159	159	140	146	134	126	104	102	90	78	70	67	72
Pending	84	78	79	72	56	54	49	51	57	64	75	84	85
Sold	36	50	47	43	48	30	31	24	22	35	34	31	51

## 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.
Jun '21	56	-11.1%
Jun '20	63	5%
Jun '19	60	-50%

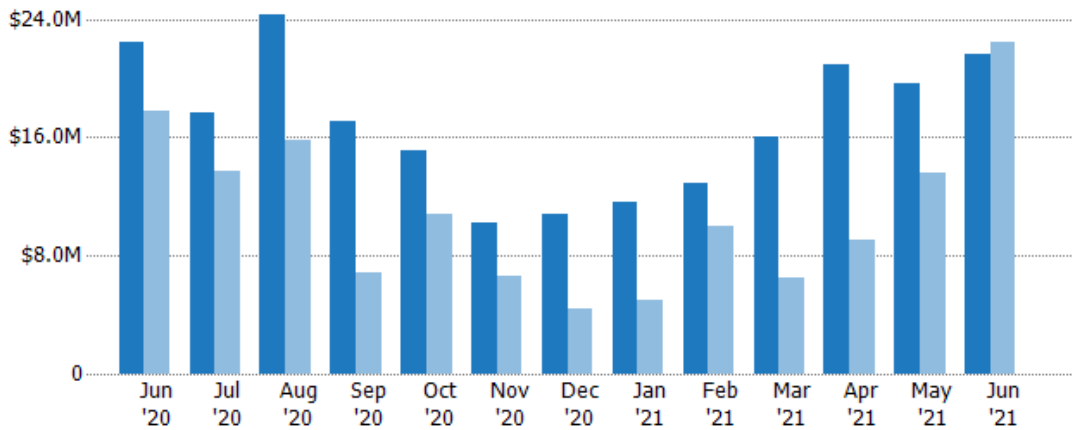
	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21
Current Year	63	53	64	42	41	32	31	31	31	45	54	47	56
Prior Year	60	41	51	25	42	25	18	20	30	26	29	46	63
Percent Change from Prior Year	5%	29%	25%	68%	-2%	28%	72%	55%	3%	73%	86%	2%	-11%

## 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.
Jun '21	\$21.6M	-3.9%
Jun '20	\$22.5M	25.9%
Jun '19	\$17.8M	-51.3%

	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21
Current Year	\$22.5M	\$17.7M	\$24.3M	\$17.1M	\$15.1M	\$10.3M	\$10.8M	\$11.6M	\$12.9M	\$16M	\$20.9M	\$19.6M	\$21.6M
Prior Year	\$17.8M	\$13.8M	\$15.8M	\$6.79M	\$10.8M	\$6.62M	\$4.37M	\$4.93M	\$10M	\$6.5M	\$9.03M	\$13.6M	\$22.5M
Percent Change from Prior Year	26%	29%	54%	151%	40%	55%	147%	135%	29%	146%	131%	44%	-4%



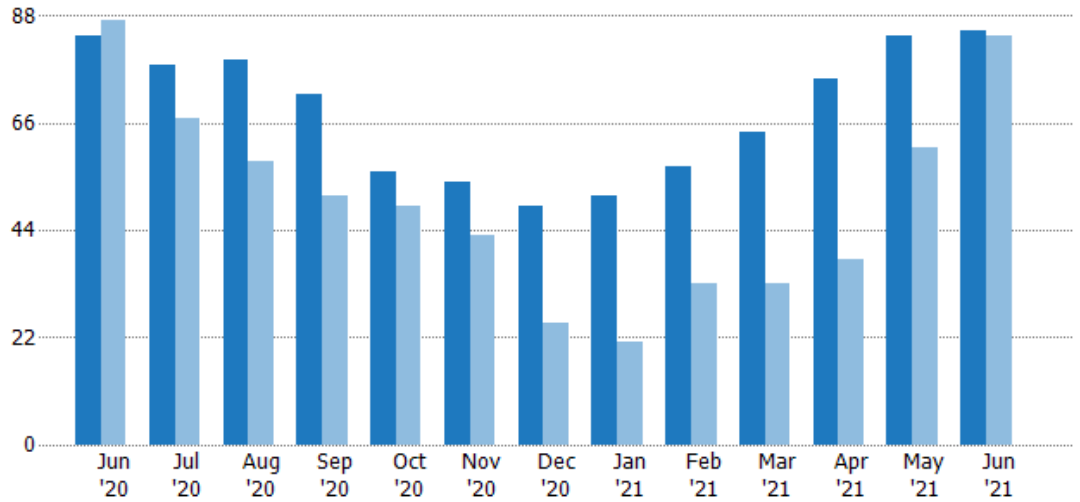
## Pending Sales

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.
Jun '21	85	1.2%
Jun '20	84	-3.4%
Jun '19	87	-25.3%



	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21
Current Year	84	78	79	72	56	54	49	51	57	64	75	84	85
Prior Year	87	67	58	51	49	43	25	21	33	33	38	61	84
Percent Change from Prior Year	-3%	16%	36%	41%	14%	26%	96%	143%	73%	94%	97%	38%	1%

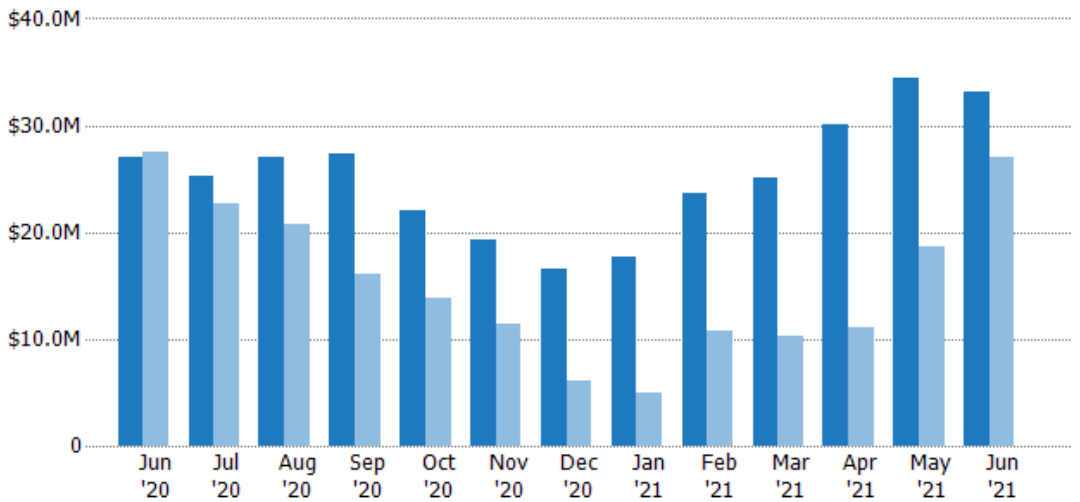
## Pending Sales Volume

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.
Jun '21	\$33.1M	22.6%
Jun '20	\$27M	-1.7%
Jun '19	\$27.5M	-24.1%



	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21
Current Year	\$27M	\$25.3M	\$27M	\$27.3M	\$22M	\$19.3M	\$16.5M	\$17.6M	\$23.6M	\$25.1M	\$30.1M	\$34.4M	\$33.1M
Prior Year	\$27.5M	\$22.7M	\$20.7M	\$16M	\$13.9M	\$11.4M	\$6.05M	\$5.04M	\$10.8M	\$10.2M	\$11M	\$18.6M	\$27M
Percent Change from Prior Year	-2%	12%	30%	70%	58%	70%	173%	249%	118%	146%	173%	85%	23%

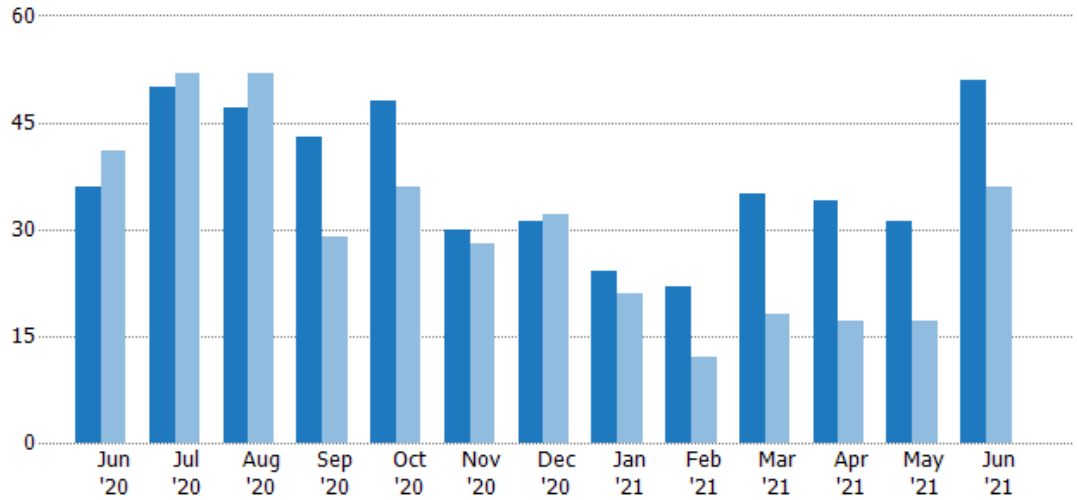
## Closed Sales

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.
Jun '21	51	41.7%
Jun '20	36	-12.2%
Jun '19	41	-19.5%



Current Year	36	50	47	43	48	30	31	24	22	35	34	31	51
Prior Year	41	52	52	29	36	28	32	21	12	18	17	17	36
Percent Change from Prior Year	-12%	-4%	-10%	48%	33%	7%	-3%	14%	83%	94%	100%	82%	42%

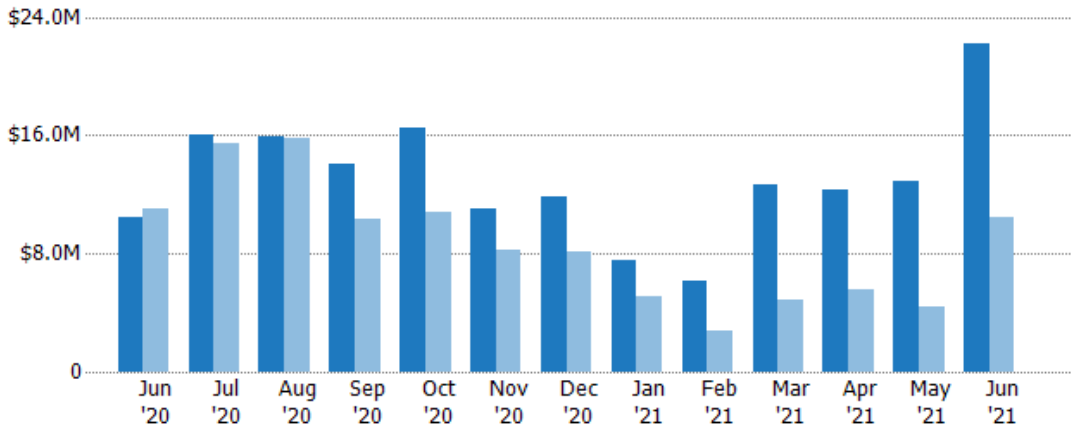
## Closed Sales Volume

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.
Jun '21	\$22.2M	112.4%
Jun '20	\$10.5M	-5%
Jun '19	\$11M	-15.5%



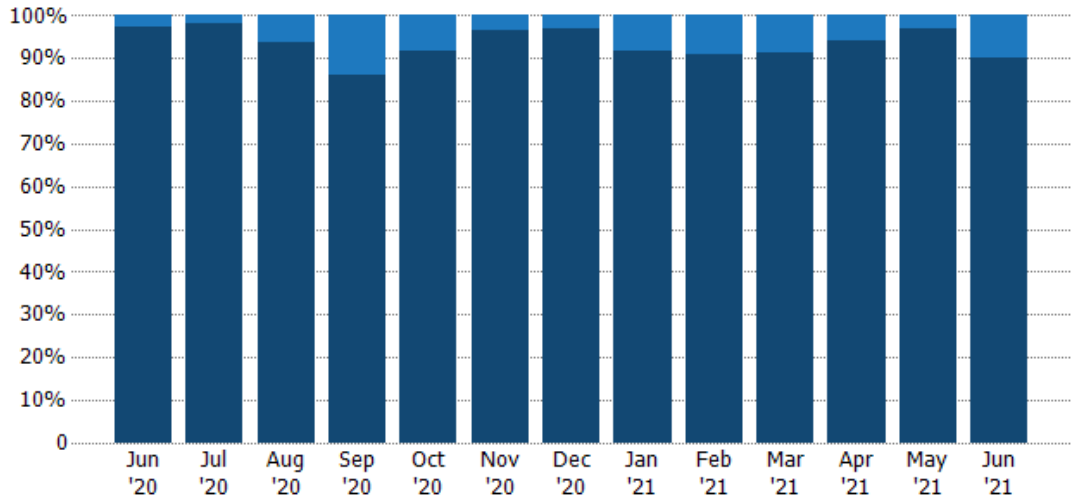
Current Year	\$10.5M	\$16M	\$15.9M	\$14M	\$16.5M	\$11.1M	\$11.8M	\$7.53M	\$6.19M	\$12.7M	\$12.3M	\$12.9M	\$22.2M
Prior Year	\$11M	\$15.5M	\$15.8M	\$10.4M	\$10.8M	\$8.26M	\$8.12M	\$5.15M	\$2.82M	\$4.9M	\$5.58M	\$4.38M	\$10.5M
Percent Change from Prior Year	-5%	3%	0%	35%	53%	34%	45%	46%	119%	159%	121%	194%	112%

## 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



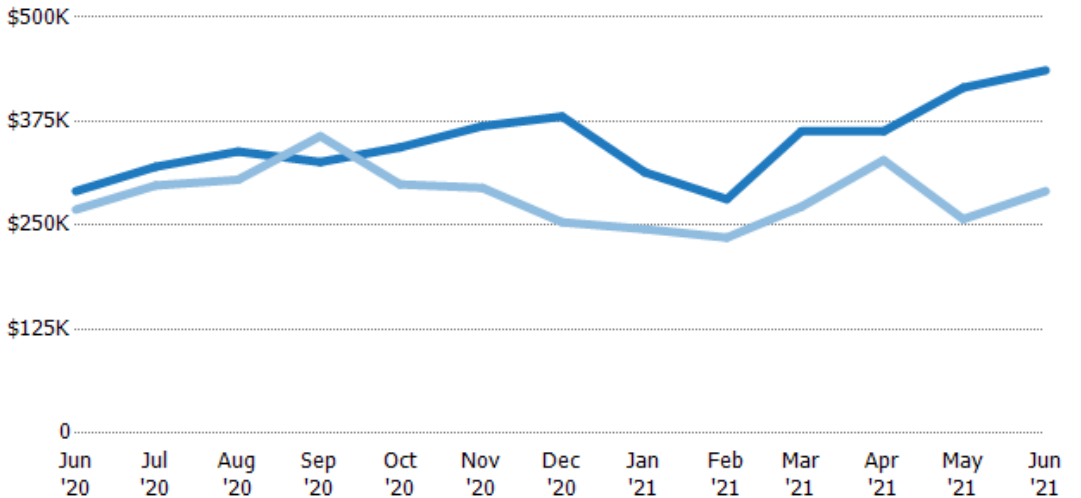
Condo/Townhouse	3%	2%	6%	14%	8%	3%	3%	8%	9%	9%	6%	3%	10%
Single Family Residence	97%	98%	94%	86%	92%	97%	97%	92%	91%	91%	94%	97%	90%

## 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	\$291K	\$320K	\$339K	\$326K	\$344K	\$369K	\$381K	\$314K	\$281K	\$363K	\$363K	\$415K	\$436K
Prior Year	\$269K	\$298K	\$305K	\$357K	\$299K	\$295K	\$254K	\$245K	\$235K	\$272K	\$328K	\$257K	\$291K
Percent Change from Prior Year	8%	8%	11%	-9%	15%	25%	50%	28%	20%	33%	11%	61%	50%

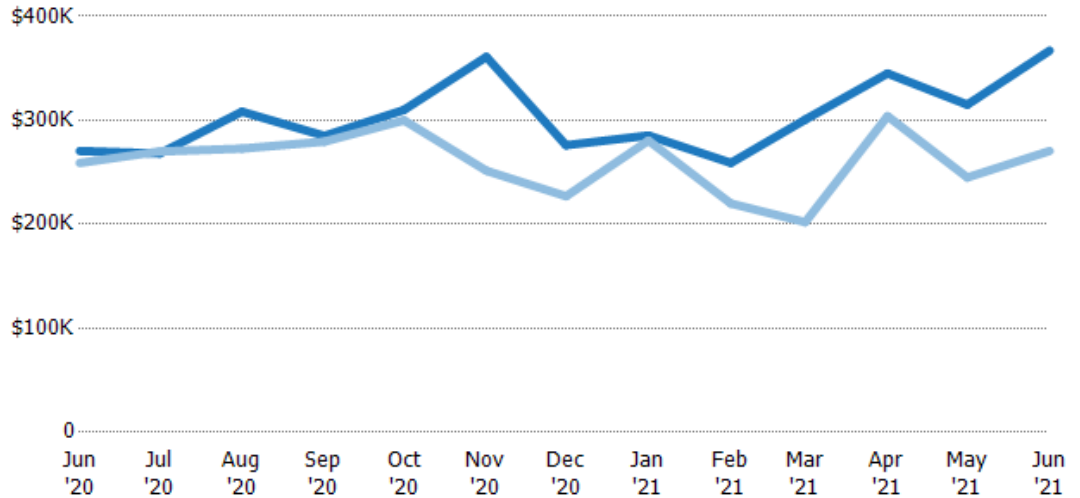
## Median Sales Price

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.
Jun '21	\$367K	35.7%
Jun '20	\$271K	4.4%
Jun '19	\$259K	3.9%



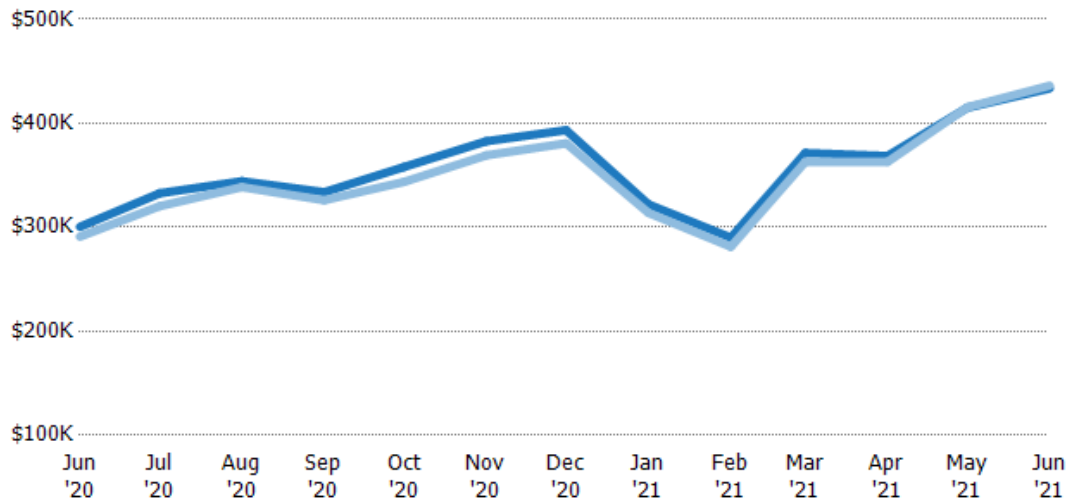
Current Year	\$271K	\$268K	\$308K	\$285K	\$310K	\$361K	\$276K	\$285K	\$259K	\$301K	\$345K	\$315K	\$367K
Prior Year	\$259K	\$270K	\$273K	\$280K	\$300K	\$252K	\$227K	\$281K	\$220K	\$202K	\$304K	\$245K	\$271K
Percent Change from Prior Year	4%	-1%	13%	2%	3%	44%	22%	2%	18%	49%	13%	29%	36%

## 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



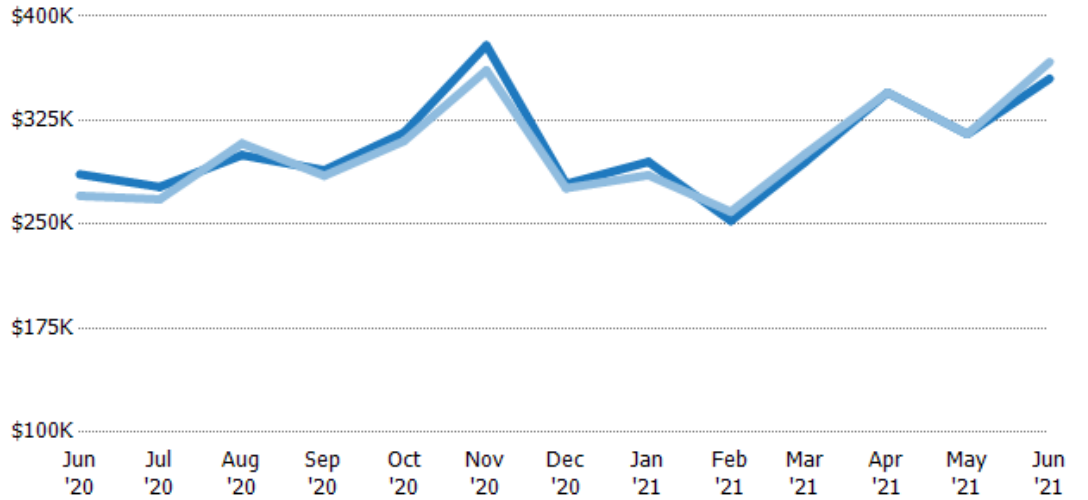
Avg List Price	\$300K	\$333K	\$344K	\$334K	\$358K	\$383K	\$393K	\$322K	\$290K	\$371K	\$369K	\$415K	\$434K
Avg Sales Price	\$291K	\$320K	\$339K	\$326K	\$344K	\$369K	\$381K	\$314K	\$281K	\$363K	\$363K	\$415K	\$436K
Avg Sales Price as a % of Avg List Price	97%	96%	98%	98%	96%	96%	97%	97%	97%	98%	98%	100%	101%

## 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

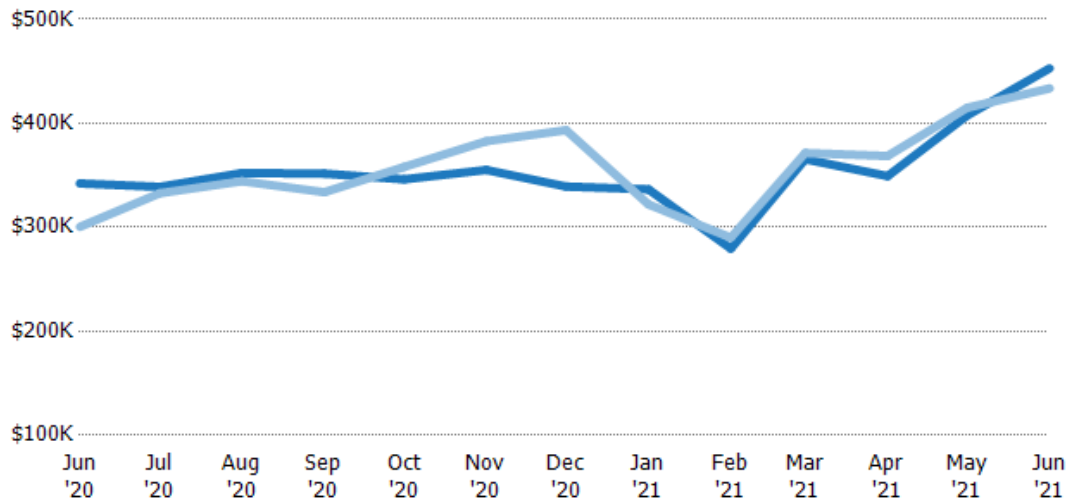


## Average Sales Price vs Average Est Value

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

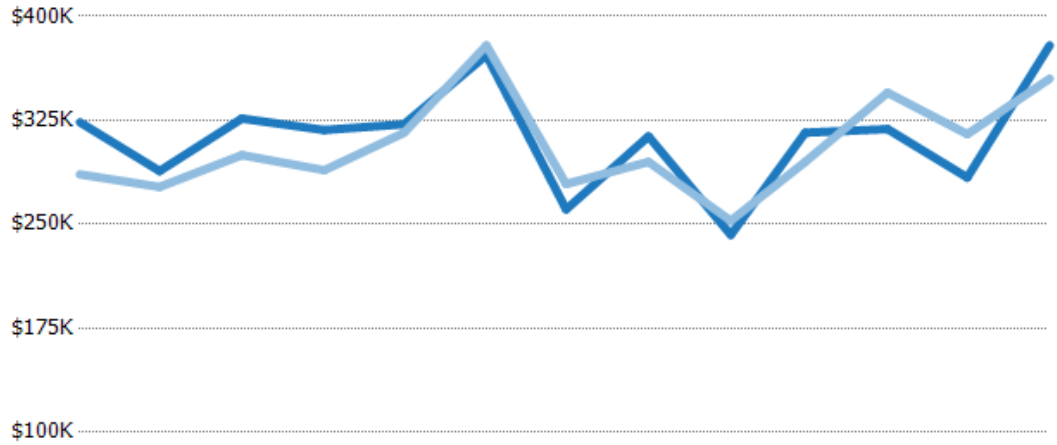


## Median Sales Price vs Median Est Value

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



	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21
Median Est Value	\$324K	\$288K	\$326K	\$318K	\$322K	\$372K	\$261K	\$313K	\$242K	\$316K	\$319K	\$284K	\$379K
Median Sales Price	\$286K	\$277K	\$300K	\$289K	\$316K	\$379K	\$279K	\$295K	\$253K	\$295K	\$345K	\$315K	\$355K
Med Sales Price as a % of Med Est Value	88%	96%	92%	91%	98%	102%	107%	94%	104%	93%	108%	111%	94%