

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	Jul 2021	Jul 2020	+ / -	YTD 2021	YTD 2020	+ / -
Listing Activity Charts Metrics						
New Listing Count	55	50	+10%	298	256	+16.4%
New Listing Volume	\$23,754,550	\$18,483,300	+28.5%	\$121,950,921	\$100,385,226	+21.5%
Active Listing Count	6	158	-96.2%	N/A	N/A	
Active Listing Volume	\$2,764,000	\$72,889,859	-96.2%	N/A	N/A	
Average Listing Price	\$460,667	\$461,328	-0.1%	\$477,581	\$393,379	+21.4%
Median Listing Price	\$384,500	\$349,000	+10.2%	\$350,236	\$316,960	+10.5%
Median Days in RPR	353.5	127.5	+177.3%	146	163.09	-10.5%
Months of Inventory	0.1	4.4	-97.3%	2.9	6	-52.1%
Absorption Rate	850%	22.78%	+827.2%	34.99%	16.78%	+18.2%
Sales Activity Charts Metrics						
New Pending Sales Count	39	52	-25%	302	264	+14.4%
New Pending Sales Volume	\$13,825,600	\$17,406,600	-20.6%	\$116,195,571	\$82,180,214	+41.4%
Pending Sales Count	—	78	—	N/A	N/A	
Pending Sales Volume	—	\$25,299,862	—	N/A	N/A	
Closed Sales Count	24	49	-51%	221	169	+30.8%
Closed Sales Volume	\$8,800,400	\$15,335,067	-42.6%	\$82,689,724	\$48,425,947	+70.8%
Average Sales Price	\$366,683	\$312,961	+17.2%	\$374,162	\$286,544	+30.6%
Median Sales Price	\$355,000	\$266,000	+33.5%	\$324,897	\$260,725	+24.6%

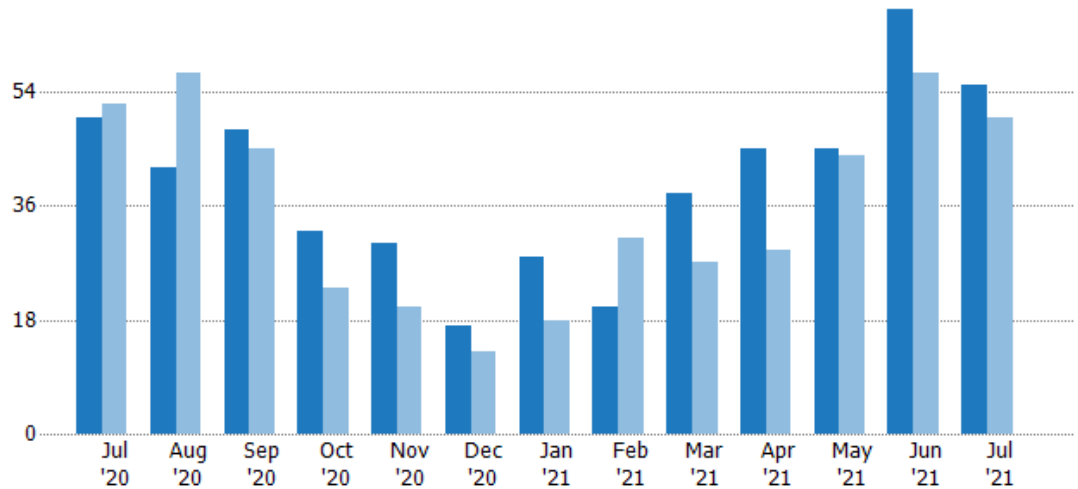
New Listings

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.
Jul '21	55	10%
Jul '20	50	-3.8%
Jul '19	52	9.6%



Current Year	50	42	48	32	30	17	28	20	38	45	45	67	55
Prior Year	52	57	45	23	20	13	18	31	27	29	44	57	50
Percent Change from Prior Year	-4%	-26%	7%	39%	50%	31%	56%	-35%	41%	55%	2%	18%	10%

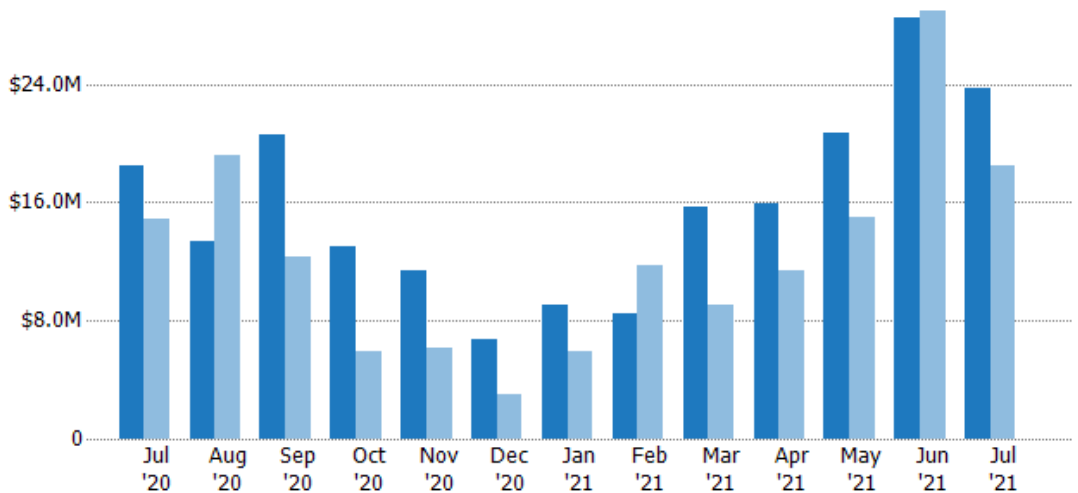
New Listing Volume

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.
Jul '21	\$23.8M	28.5%
Jul '20	\$18.5M	24.2%
Jul '19	\$14.9M	32.7%



Current Year	\$18.5M	\$13.4M	\$20.6M	\$13.1M	\$11.4M	\$6.72M	\$9M	\$8.44M	\$15.7M	\$15.9M	\$20.7M	\$28.4M	\$23.8M
Prior Year	\$14.9M	\$19.2M	\$12.3M	\$5.94M	\$6.1M	\$2.99M	\$5.89M	\$11.7M	\$9.11M	\$11.3M	\$14.9M	\$28.9M	\$18.5M
Percent Change from Prior Year	24%	-30%	68%	120%	87%	125%	53%	-28%	72%	41%	39%	-2%	29%

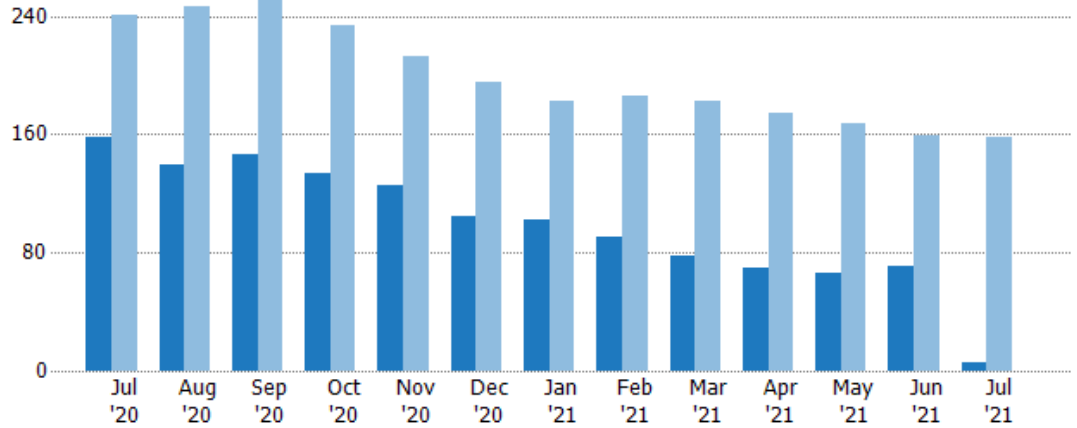
Active Listings

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.
Jul '21	6	-96.2%
Jul '20	158	-34.4%
Jul '19	241	5.8%



Current Year	158	139	146	134	126	104	102	90	78	70	66	71	6
Prior Year	241	246	258	234	213	195	183	186	183	174	167	159	158
Percent Change from Prior Year	-34%	-43%	-43%	-43%	-41%	-47%	-44%	-52%	-57%	-60%	-60%	-55%	-96%

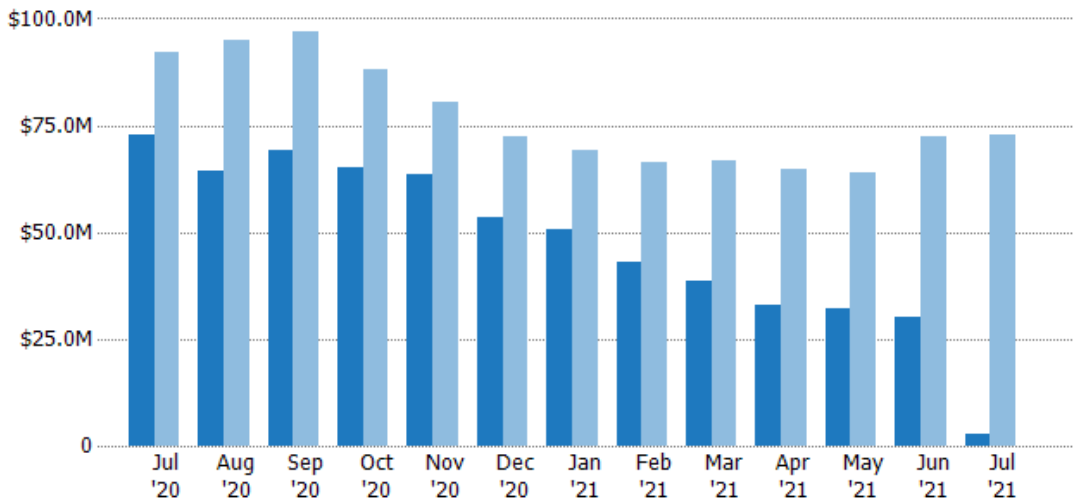
Active Listing Volume

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.
Jul '21	\$2.76M	-96.2%
Jul '20	\$72.9M	-20.8%
Jul '19	\$92.1M	8.4%



Current Year	\$72.9M	\$64.4M	\$69.2M	\$65.3M	\$63.6M	\$53.6M	\$50.8M	\$43.1M	\$38.6M	\$33.1M	\$32.3M	\$30M	\$2.76M
Prior Year	\$92.1M	\$94.8M	\$97.1M	\$87.9M	\$80.3M	\$72.4M	\$69.2M	\$66.5M	\$66.6M	\$64.6M	\$63.7M	\$72.5M	\$72.9M
Percent Change from Prior Year	-21%	-32%	-29%	-26%	-21%	-26%	-27%	-35%	-42%	-49%	-49%	-59%	-96%

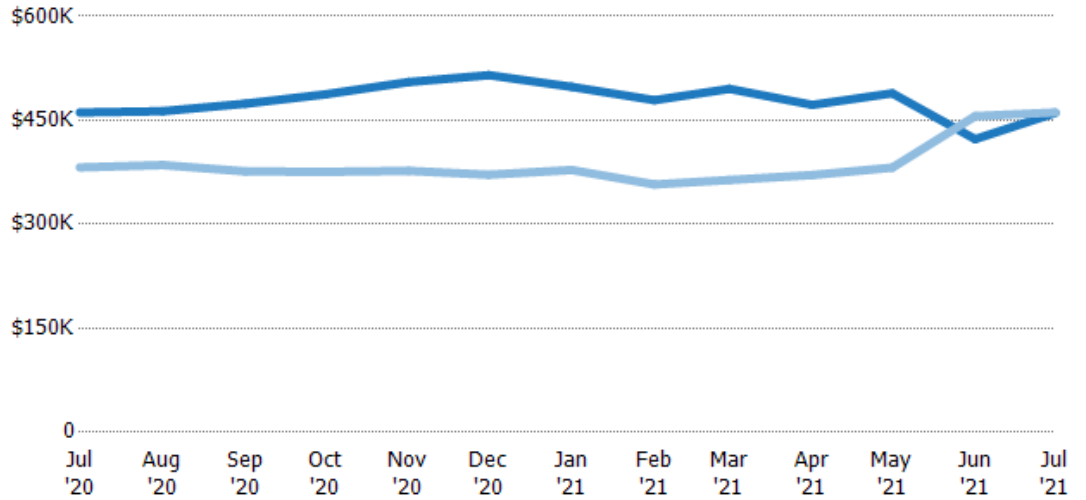
Average Listing Price

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.
Jul '21	\$461K	-0.1%
Jul '20	\$461K	20.7%
Jul '19	\$382K	2.5%



Current Year	\$461K	\$463K	\$474K	\$487K	\$505K	\$515K	\$498K	\$479K	\$495K	\$472K	\$489K	\$423K	\$461K
Prior Year	\$382K	\$385K	\$376K	\$376K	\$377K	\$371K	\$378K	\$357K	\$364K	\$371K	\$382K	\$456K	\$461K
Percent Change from Prior Year	21%	20%	26%	30%	34%	39%	32%	34%	36%	27%	28%	-7%	0%

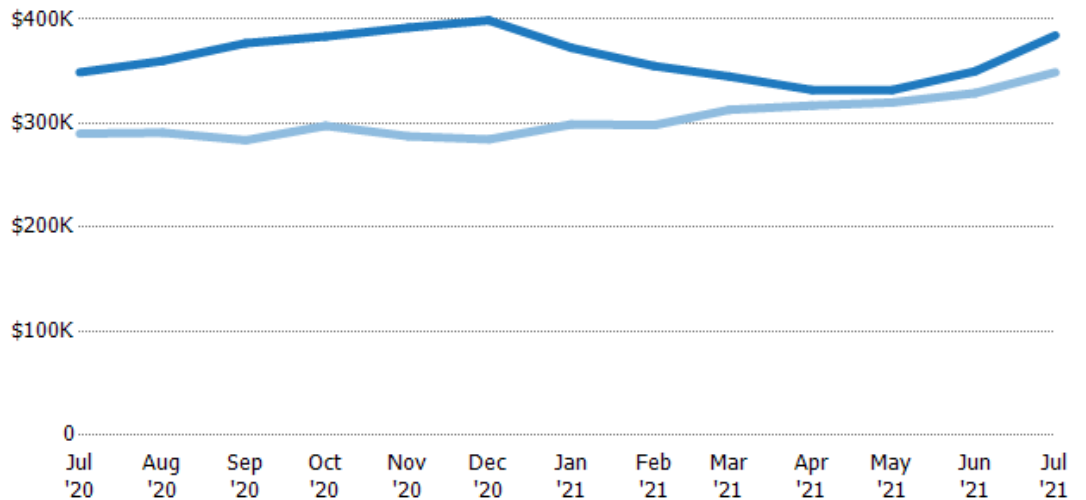
Median Listing Price

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.
Jul '21	\$385K	10.2%
Jul '20	\$349K	20.3%
Jul '19	\$290K	3.1%



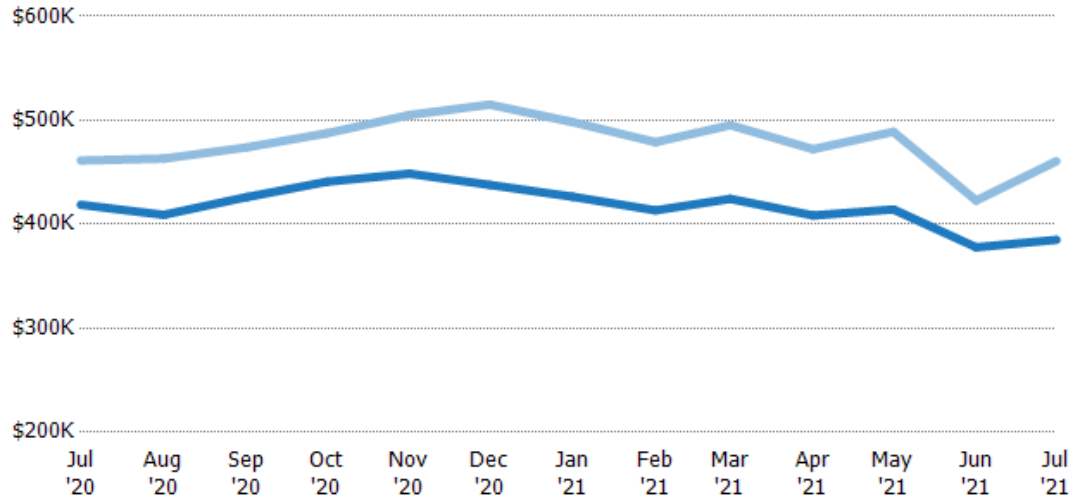
Current Year	\$349K	\$360K	\$377K	\$384K	\$392K	\$399K	\$372K	\$355K	\$345K	\$332K	\$332K	\$350K	\$385K
Prior Year	\$290K	\$291K	\$284K	\$298K	\$288K	\$285K	\$299K	\$298K	\$313K	\$317K	\$320K	\$329K	\$349K
Percent Change from Prior Year	20%	24%	33%	29%	36%	40%	25%	19%	10%	5%	4%	6%	10%

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

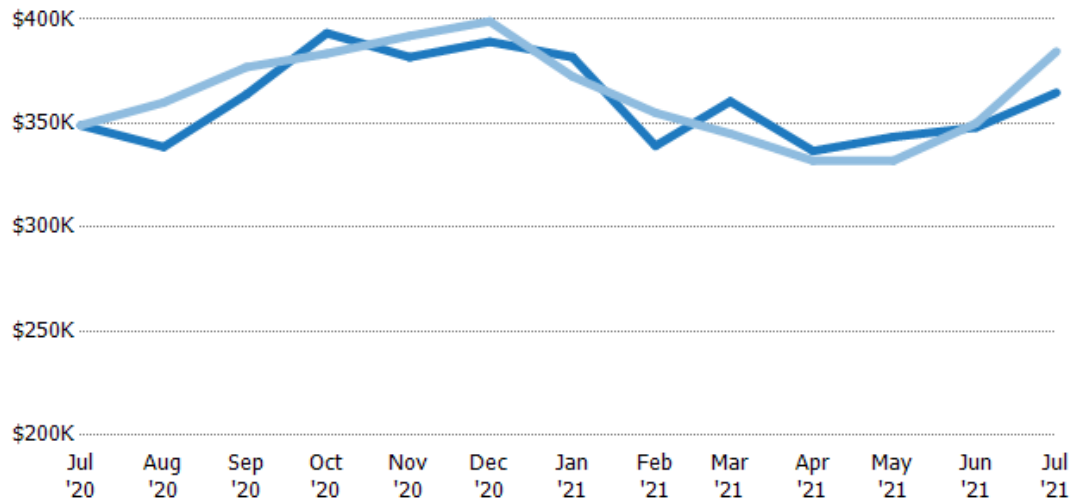


Median Listing Price vs Median Est Value

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



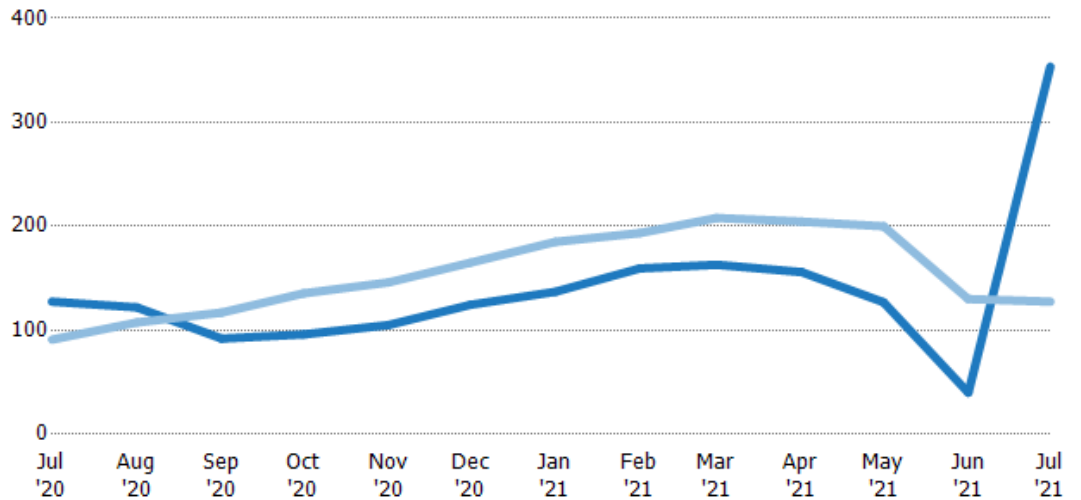
Median Days in RPR

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

Month/Year	Days	% Chg.
Jul '21	354	177.3%
Jul '20	128	40.1%
Jul '19	91	-18.7%



Current Year	128	122	92	96	105	125	137	160	163	156	127	40	354
Prior Year	91	108	117	136	146	165	185	194	208	205	200	130	128
Percent Change from Prior Year	40%	13%	-21%	-29%	-28%	-25%	-26%	-18%	-22%	-24%	-37%	-69%	177%

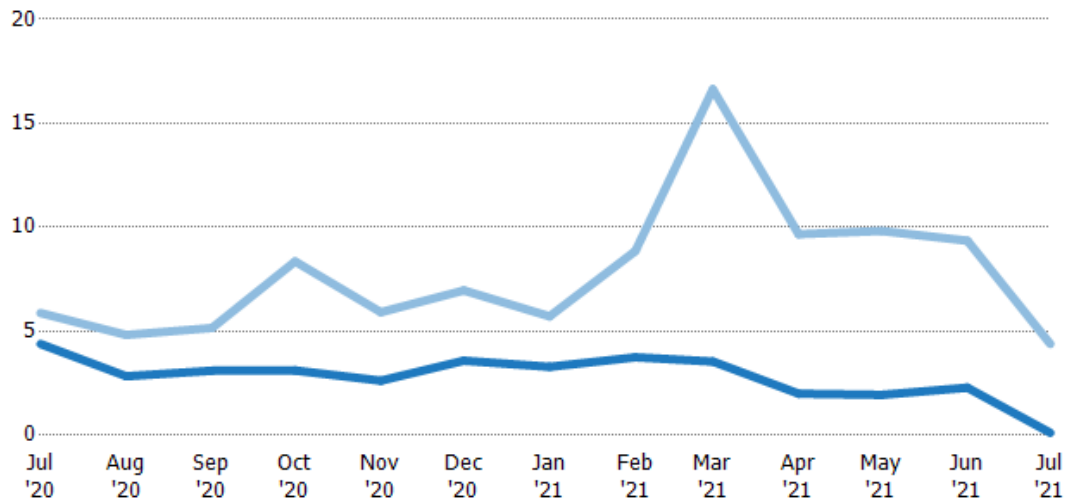
Months of Inventory

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.
Jul '21	0	-97.3%
Jul '20	4.39	-25.3%
Jul '19	5.88	44.6%



Current Year	4.39	2.84	3.11	3.12	2.63	3.59	3.29	3.75	3.55	2	1.94	2.29	0
Prior Year	5.88	4.82	5.16	8.36	5.92	6.96	5.72	8.86	16.6	9.67	9.82	9.35	4.39
Percent Change from Prior Year	-25%	-41%	-40%	-63%	-56%	-49%	-42%	-58%	-79%	-79%	-80%	-76%	-97%

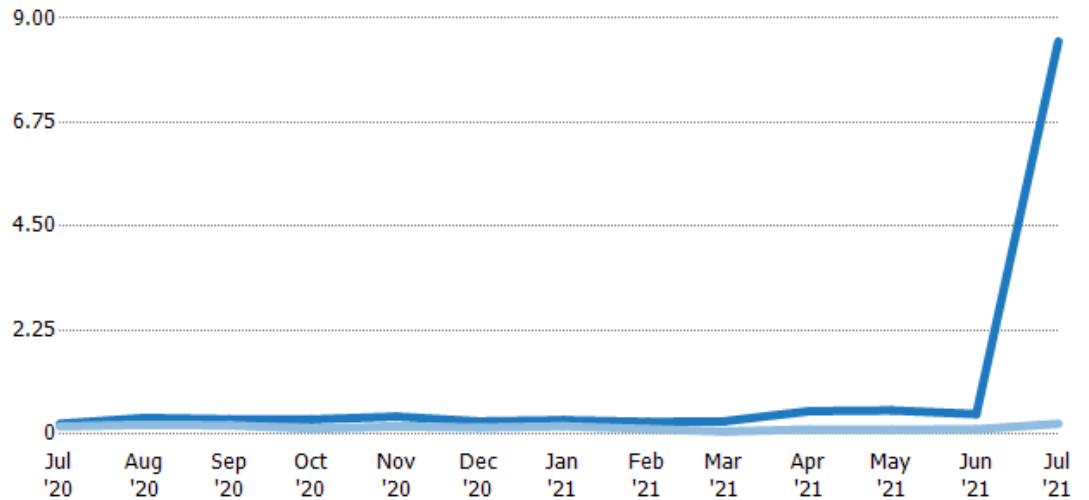
Absorption Rate

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.
Jul '21	850%	-827.2%
Jul '20	23%	-5.8%
Jul '19	17%	-30.9%



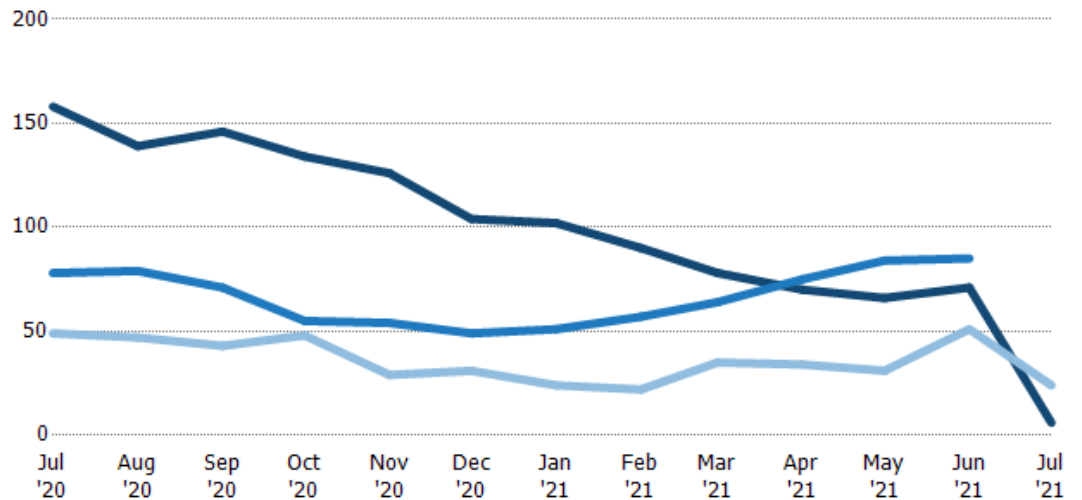
Current Year	23%	35%	32%	32%	38%	28%	30%	27%	28%	50%	52%	44%	850%
Prior Year	17%	21%	19%	12%	17%	14%	17%	11%	6%	10%	10%	11%	23%
Change from Prior Year	-6%	-15%	-13%	-20%	-21%	-14%	-13%	-15%	-22%	-40%	-41%	-33%	-827%

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	158	139	146	134	126	104	102	90	78	70	66	71	6
Pending	78	79	71	55	54	49	51	57	64	75	84	85	-
Sold	49	47	43	48	29	31	24	22	35	34	31	51	24

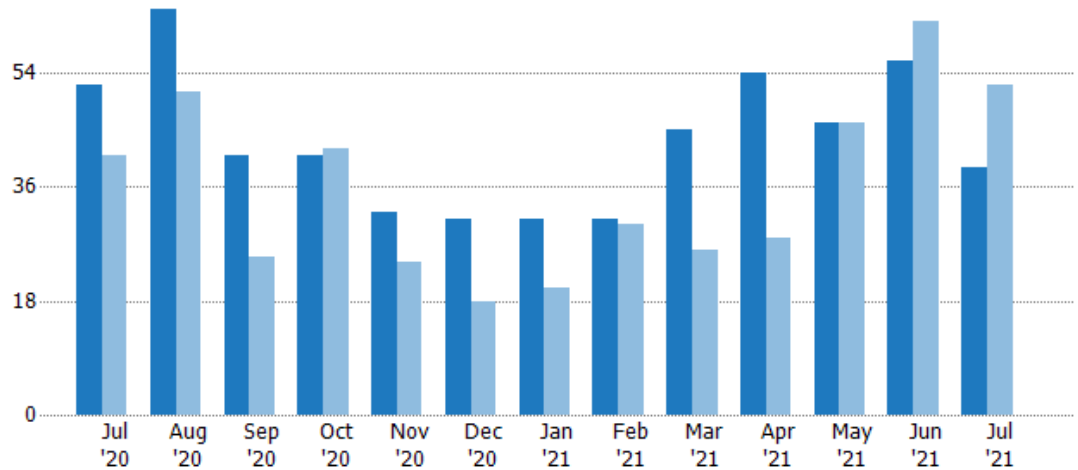
New Pending Sales

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.
Jul '21	39	-25%
Jul '20	52	26.8%
Jul '19	41	-24.4%



Current Year	52	64	41	41	32	31	31	31	45	54	46	56	39
Prior Year	41	51	25	42	24	18	20	30	26	28	46	62	52
Percent Change from Prior Year	27%	25%	64%	-2%	33%	72%	55%	3%	73%	93%	0%	-10%	-25%

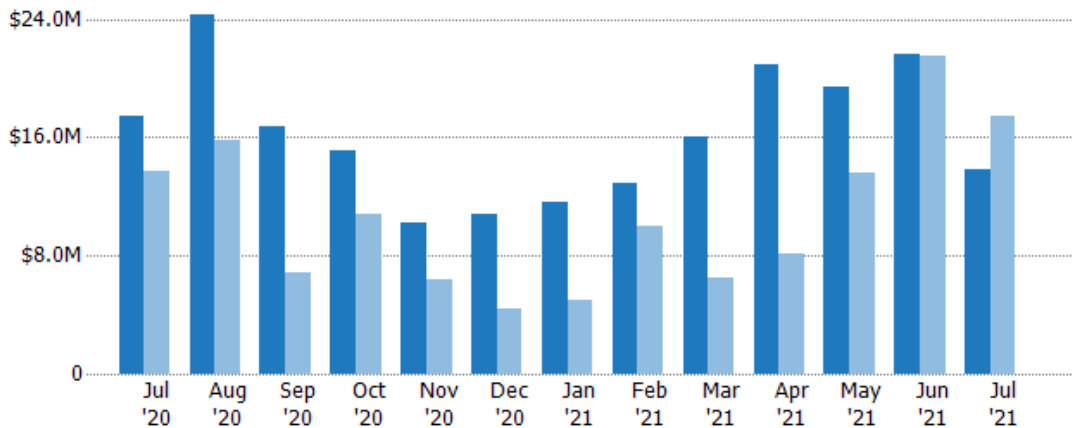
New Pending Sales Volume

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.
Jul '21	\$13.8M	-20.6%
Jul '20	\$17.4M	26.5%
Jul '19	\$13.8M	-31.5%



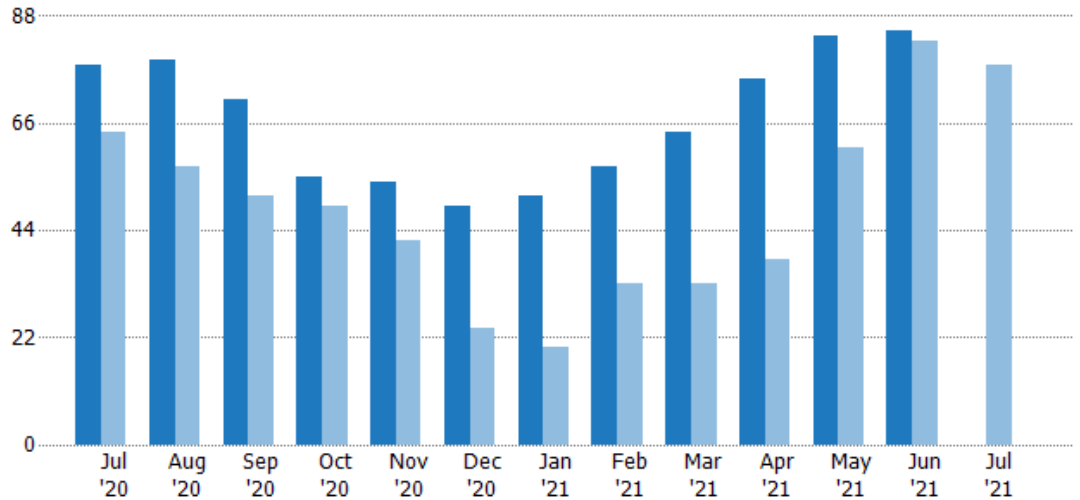
Current Year	\$17.4M	\$24.3M	\$16.8M	\$15.1M	\$10.3M	\$10.8M	\$11.6M	\$12.9M	\$16M	\$20.9M	\$19.4M	\$21.6M	\$13.8M
Prior Year	\$13.8M	\$15.8M	\$6.79M	\$10.8M	\$6.39M	\$4.37M	\$4.93M	\$10M	\$6.5M	\$8.13M	\$13.6M	\$21.6M	\$17.4M
Percent Change from Prior Year	26%	54%	147%	40%	60%	147%	135%	29%	146%	157%	42%	0%	-21%

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



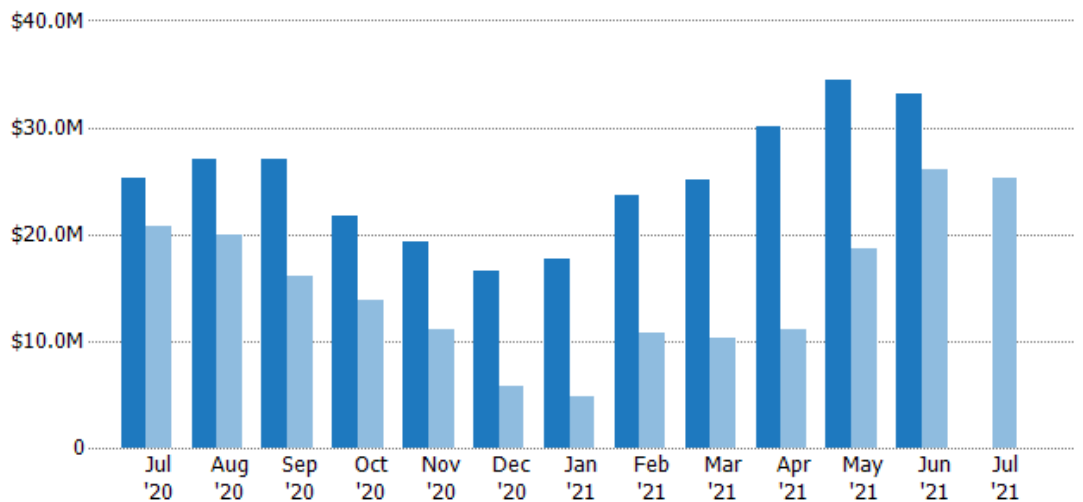
Current Year	78	79	71	55	54	49	51	57	64	75	84	85	-
Prior Year	64	57	51	49	42	24	20	33	33	38	61	83	78
Percent Change from Prior Year	22%	39%	39%	12%	29%	104%	155%	73%	94%	97%	38%	2%	-100%

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



Current Year	\$25.3M	\$27M	\$27M	\$21.7M	\$19.3M	\$16.5M	\$17.6M	\$23.6M	\$25.1M	\$30.1M	\$34.4M	\$33.1M	-
Prior Year	\$20.7M	\$19.9M	\$16M	\$13.9M	\$11.1M	\$5.82M	\$4.81M	\$10.8M	\$10.2M	\$11M	\$18.6M	\$26.1M	\$25.3M
Percent Change from Prior Year	22%	36%	69%	56%	73%	183%	266%	118%	146%	173%	85%	27%	-100%

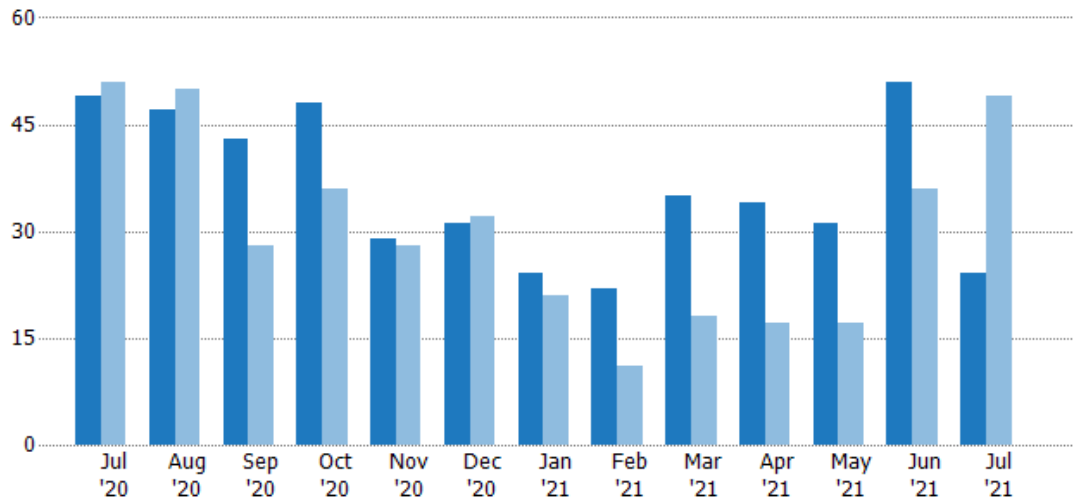
Closed Sales

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.
Jul '21	24	-51%
Jul '20	49	-3.9%
Jul '19	51	-17.6%



Current Year	49	47	43	48	29	31	24	22	35	34	31	51	24
Prior Year	51	50	28	36	28	32	21	11	18	17	17	36	49
Percent Change from Prior Year	-4%	-6%	54%	33%	4%	-3%	14%	100%	94%	100%	82%	42%	-51%

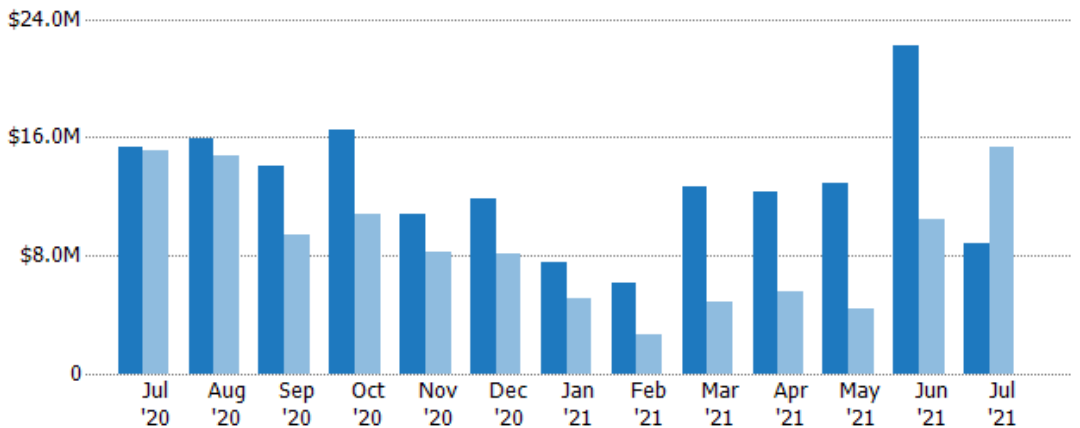
Closed Sales Volume

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.
Jul '21	\$8.8M	-42.6%
Jul '20	\$15.3M	1.5%
Jul '19	\$15.1M	-21.9%



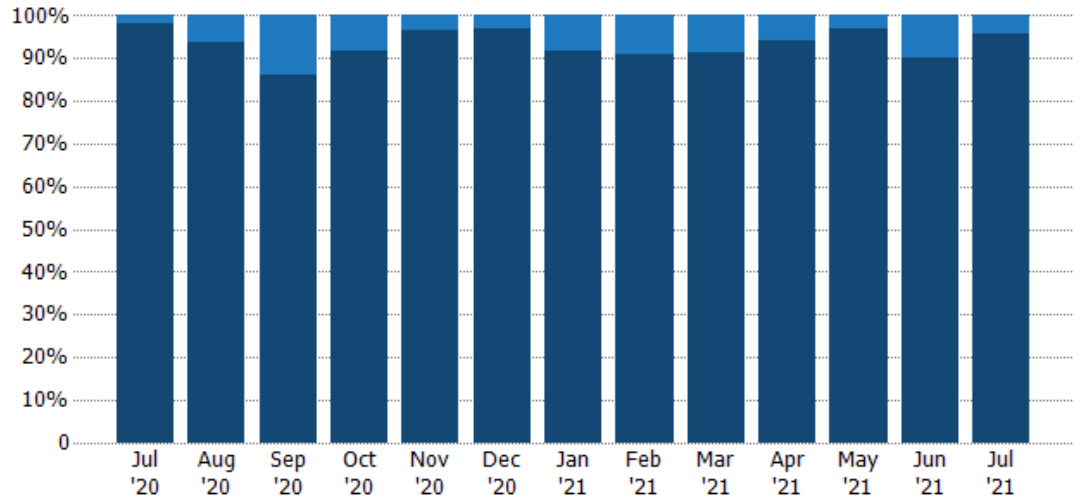
Current Year	\$15.3M	\$15.9M	\$14M	\$16.5M	\$10.8M	\$11.8M	\$7.53M	\$6.19M	\$12.7M	\$12.3M	\$12.9M	\$22.2M	\$8.8M
Prior Year	\$15.1M	\$14.8M	\$9.36M	\$10.8M	\$8.26M	\$8.12M	\$5.15M	\$2.61M	\$4.9M	\$5.58M	\$4.38M	\$10.5M	\$15.3M
Percent Change from Prior Year	2%	8%	50%	53%	31%	45%	46%	137%	159%	121%	194%	112%	-43%

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	2%	6%	14%	8%	3%	3%	8%	9%	9%	6%	3%	10%	4%
Single Family Residence	98%	94%	86%	92%	97%	97%	92%	91%	91%	94%	97%	90%	96%

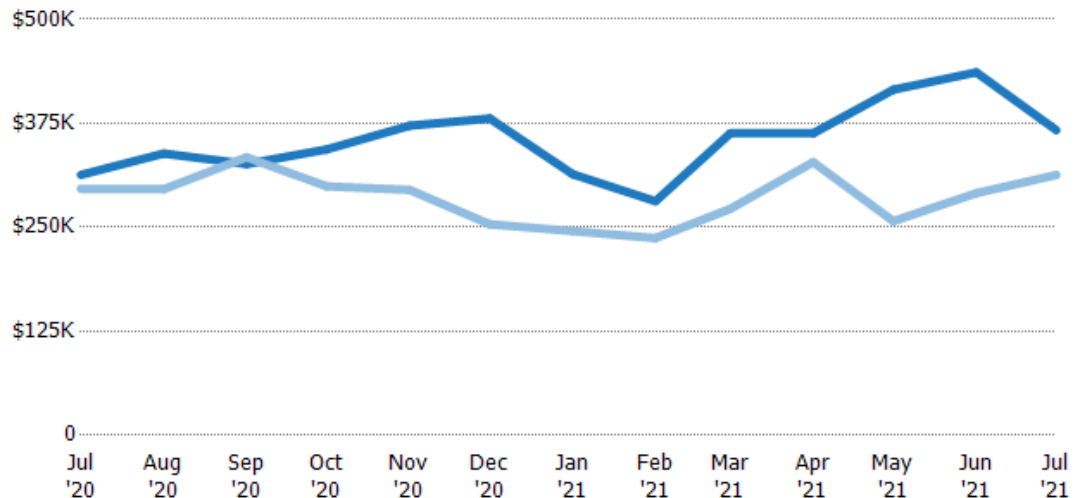
Average Sales Price

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.
Jul '21	\$367K	17.2%
Jul '20	\$313K	5.7%
Jul '19	\$296K	-5.2%



Current Year	\$313K	\$339K	\$326K	\$344K	\$372K	\$381K	\$314K	\$281K	\$363K	\$363K	\$415K	\$436K	\$367K
Prior Year	\$296K	\$296K	\$334K	\$299K	\$295K	\$254K	\$245K	\$237K	\$272K	\$328K	\$257K	\$291K	\$313K
Percent Change from Prior Year	6%	15%	-2%	15%	26%	50%	28%	19%	33%	11%	61%	50%	17%

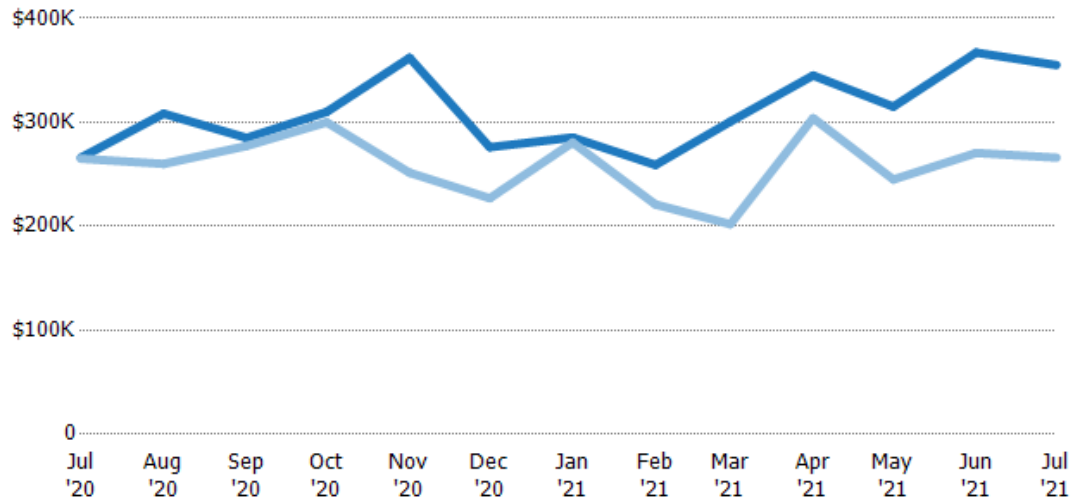
Median Sales Price

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.
Jul '21	\$355K	33.5%
Jul '20	\$266K	0.4%
Jul '19	\$265K	-5.8%



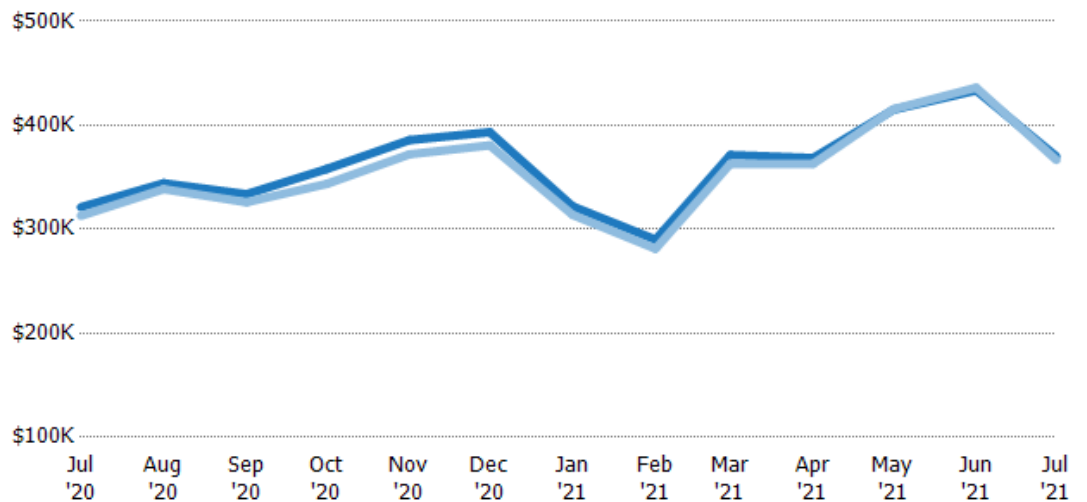
Current Year	\$266K	\$308K	\$285K	\$310K	\$362K	\$276K	\$285K	\$259K	\$301K	\$345K	\$315K	\$367K	\$355K
Prior Year	\$265K	\$260K	\$277K	\$300K	\$252K	\$227K	\$281K	\$221K	\$202K	\$304K	\$245K	\$271K	\$266K
Percent Change from Prior Year	0%	19%	3%	3%	44%	22%	2%	17%	49%	13%	29%	36%	33%

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



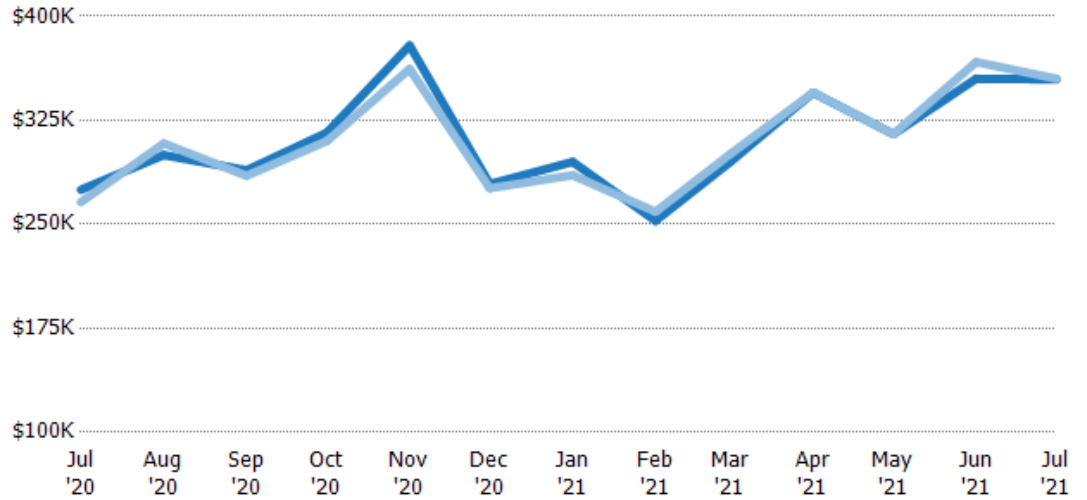
Avg List Price	\$321K	\$344K	\$334K	\$358K	\$386K	\$393K	\$322K	\$290K	\$371K	\$369K	\$415K	\$434K	\$370K
Avg Sales Price	\$313K	\$339K	\$326K	\$344K	\$372K	\$381K	\$314K	\$281K	\$363K	\$363K	\$415K	\$436K	\$367K
Avg Sales Price as a % of Avg List Price	97%	98%	98%	96%	96%	97%	97%	97%	98%	98%	100%	101%	99%

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

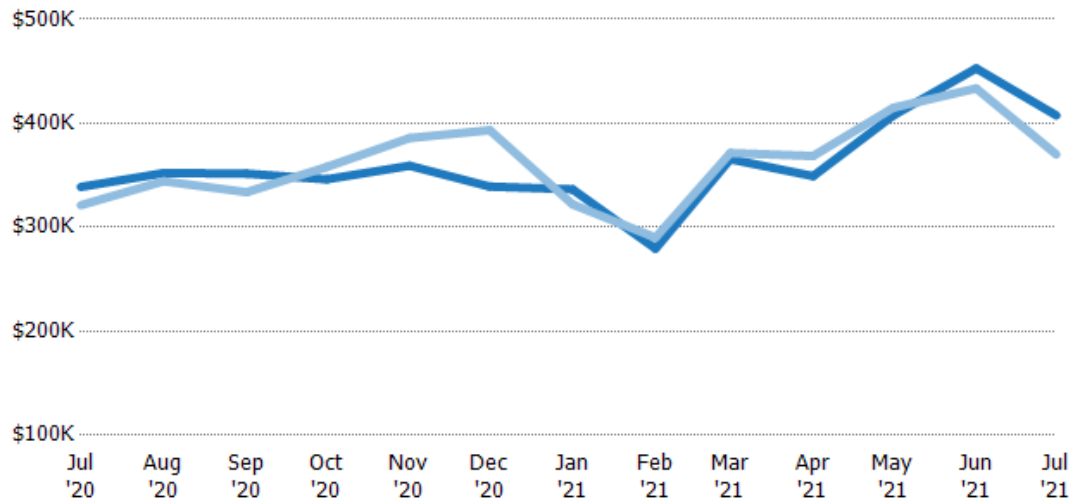


Average Sales Price vs Average Est Value

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

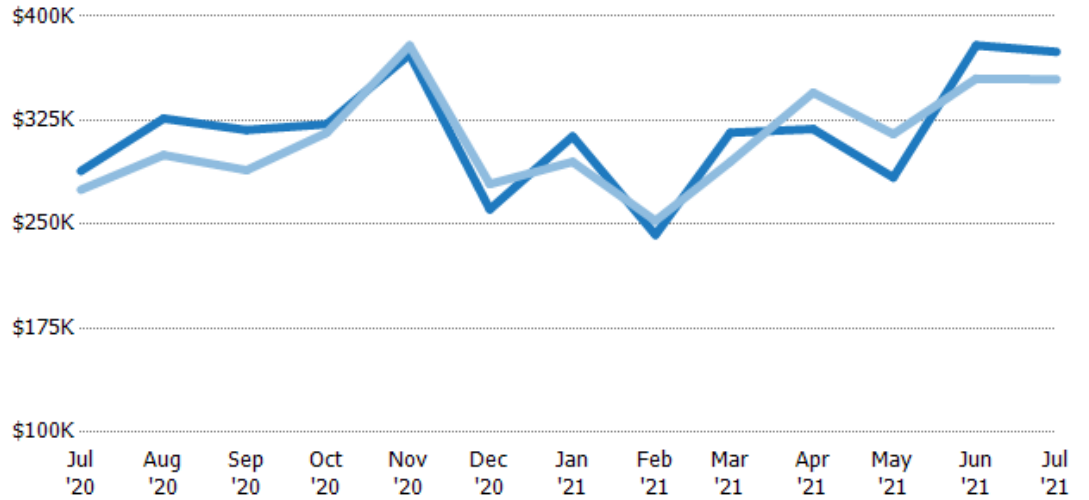


Median Sales Price vs Median Est Value

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



Median Est Value	\$288K	\$326K	\$318K	\$322K	\$373K	\$261K	\$313K	\$242K	\$316K	\$319K	\$284K	\$379K	\$374K
Median Sales Price	\$275K	\$300K	\$289K	\$316K	\$379K	\$279K	\$295K	\$253K	\$295K	\$345K	\$315K	\$355K	\$355K
Med Sales Price as a % of Med Est Value	95%	92%	91%	98%	102%	107%	94%	104%	93%	108%	111%	94%	95%