

## Summary of Key Listing and Sales Metrics

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

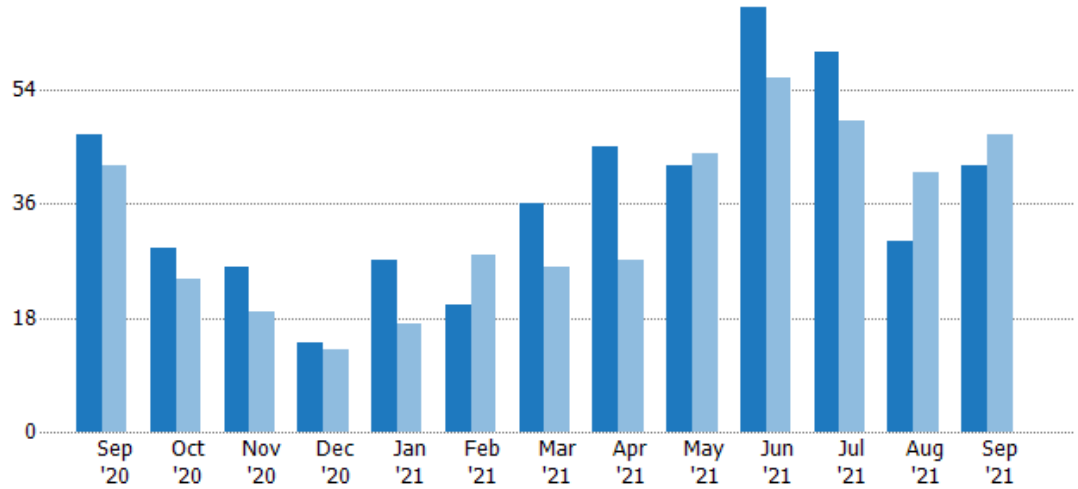
Key Metrics	Sep 2021	Sep 2020	+ / -	YTD 2021	YTD 2020	+ / -
<b>Listing Activity Charts Metrics</b>						
New Listing Count	42	47	-10.6%	369	335	+10.1%
New Listing Volume	\$21,944,300	\$20,202,600	+8.6%	\$153,808,720	\$127,864,826	+20.3%
Active Listing Count	108	143	-24.5%	N/A	N/A	
Active Listing Volume	\$52,438,050	\$66,397,412	-21%	N/A	N/A	
Average Listing Price	\$485,538	\$464,318	+4.6%	\$472,606	\$395,140	+19.6%
Median Listing Price	\$349,500	\$360,000	-2.9%	\$342,410	\$312,954	+9.4%
Median Days in RPR	57	91	-37.4%	97.44	142.37	-31.6%
Months of Inventory	2.6	3.3	-22.7%	3.3	5.3	-36.2%
Absorption Rate	38.89%	30.07%	+8.8%	29.85%	19.04%	+10.8%
<b>Sales Activity Charts Metrics</b>						
New Pending Sales Count	10	41	-75.6%	343	361	-5%
New Pending Sales Volume	\$5,253,400	\$16,700,347	-68.5%	\$132,410,670	\$119,853,261	+10.5%
Pending Sales Count	25	69	-63.8%	N/A	N/A	
Pending Sales Volume	\$9,744,099	\$26,086,147	-62.6%	N/A	N/A	
Closed Sales Count	43	42	+2.4%	307	246	+24.8%
Closed Sales Volume	\$18,069,686	\$13,429,430	+34.6%	\$116,887,310	\$73,591,364	+58.8%
Average Sales Price	\$420,225	\$319,748	+31.4%	\$380,740	\$299,152	+27.3%
Median Sales Price	\$350,000	\$283,750	+23.3%	\$327,360	\$271,986	+20.4%

## 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



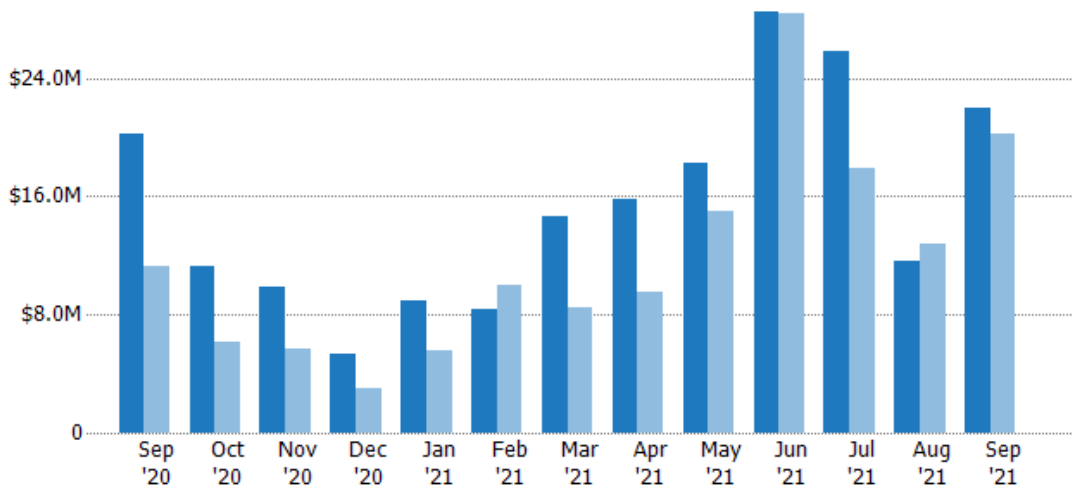
	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21
Current Year	47	29	26	14	27	20	36	45	42	67	60	30	42
Prior Year	42	24	19	13	17	28	26	27	44	56	49	41	47
Percent Change from Prior Year	12%	21%	37%	8%	59%	-29%	38%	67%	-5%	20%	22%	-27%	-11%

## 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



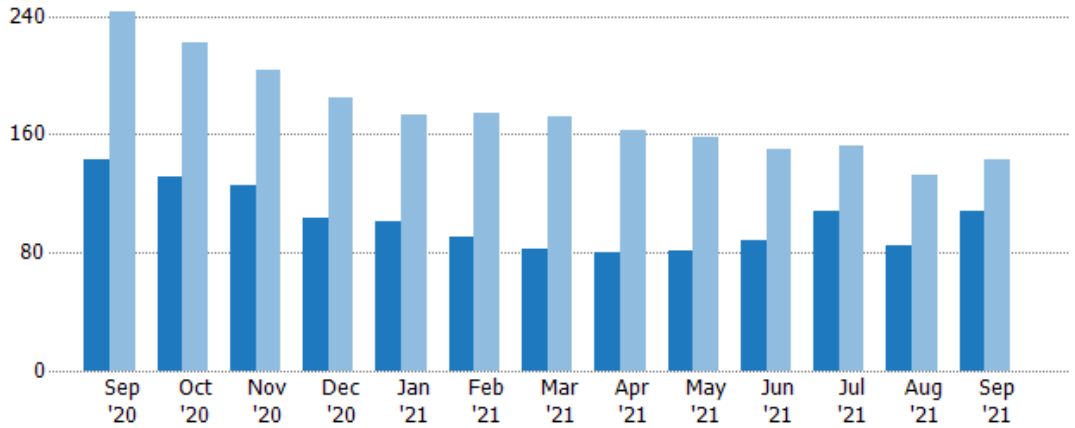
	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21
Current Year	\$20.2M	\$11.3M	\$9.83M	\$5.29M	\$8.89M	\$8.39M	\$14.6M	\$15.8M	\$18.3M	\$28.5M	\$25.8M	\$11.6M	\$21.9M
Prior Year	\$11.3M	\$6.1M	\$5.63M	\$2.99M	\$5.54M	\$10M	\$8.43M	\$9.55M	\$14.9M	\$28.4M	\$18M	\$12.8M	\$20.2M
Percent Change from Prior Year	79%	85%	74%	77%	60%	-16%	74%	65%	22%	0%	44%	-9%	9%

## 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



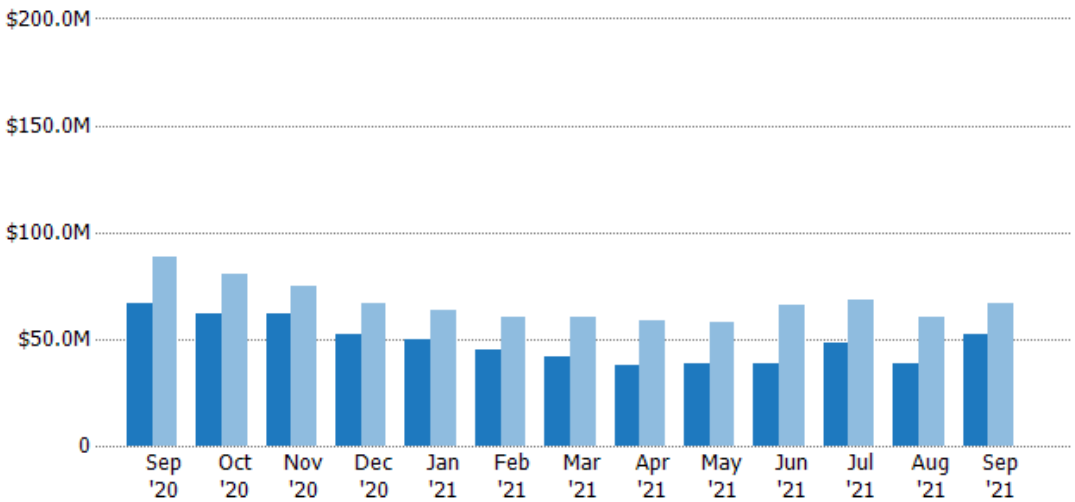
	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21
Current Year	143	131	125	103	101	91	82	80	81	88	108	85	108
Prior Year	243	222	203	185	173	174	172	163	158	150	152	133	143
Percent Change from Prior Year	-41%	-41%	-38%	-44%	-42%	-48%	-52%	-51%	-49%	-41%	-29%	-36%	-24%

## 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



	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21
Current Year	\$66.4M	\$61.7M	\$61.7M	\$52.1M	\$49.5M	\$45M	\$41.7M	\$37.8M	\$38.3M	\$38.3M	\$47.9M	\$38.4M	\$52.4M
Prior Year	\$88.5M	\$80.4M	\$74.4M	\$66.5M	\$63.4M	\$60M	\$60.2M	\$58.2M	\$58M	\$65.8M	\$68.4M	\$59.9M	\$66.4M
Percent Change from Prior Year	-25%	-23%	-17%	-22%	-22%	-25%	-31%	-35%	-34%	-42%	-30%	-36%	-21%

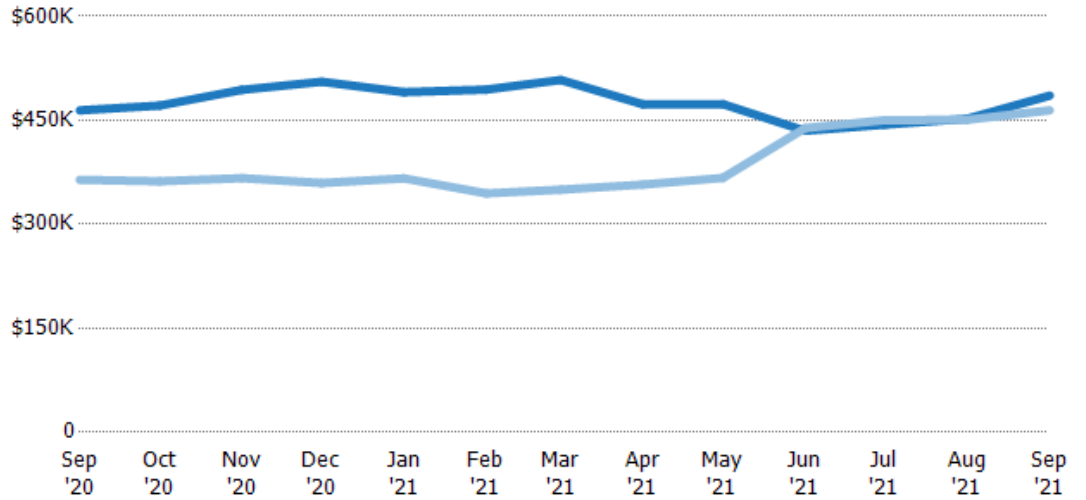
## Average Listing Price

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.
Sep '21	\$486K	4.6%
Sep '20	\$464K	27.5%
Sep '19	\$364K	7.3%



Current Year	\$464K	\$471K	\$494K	\$506K	\$491K	\$494K	\$508K	\$473K	\$473K	\$435K	\$444K	\$452K	\$486K
Prior Year	\$364K	\$362K	\$367K	\$360K	\$366K	\$345K	\$350K	\$357K	\$367K	\$439K	\$450K	\$451K	\$464K
Percent Change from Prior Year	27%	30%	35%	41%	34%	43%	45%	32%	29%	-1%	-1%	0%	5%

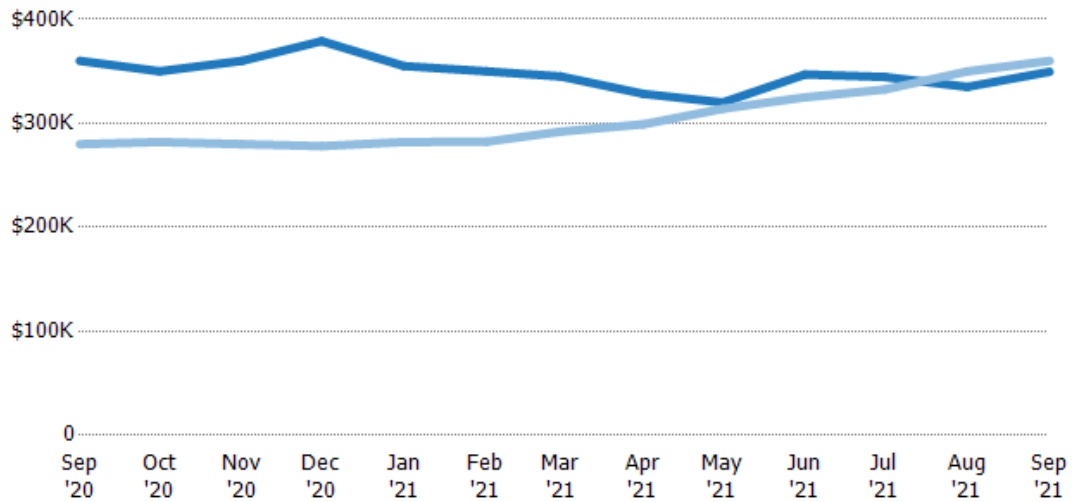
## Median Listing Price

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.
Sep '21	\$350K	-2.9%
Sep '20	\$360K	28.6%
Sep '19	\$280K	6.8%



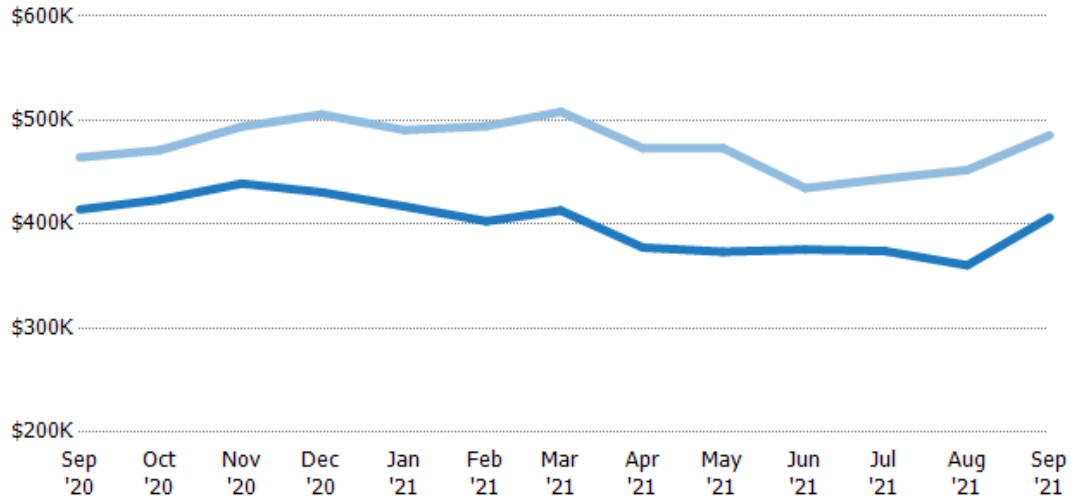
Current Year	\$360K	\$350K	\$360K	\$379K	\$355K	\$350K	\$345K	\$328K	\$320K	\$347K	\$345K	\$335K	\$350K
Prior Year	\$280K	\$282K	\$280K	\$278K	\$282K	\$282K	\$292K	\$299K	\$314K	\$325K	\$333K	\$350K	\$360K
Percent Change from Prior Year	29%	24%	29%	36%	26%	24%	18%	10%	2%	7%	4%	-4%	-3%

## 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



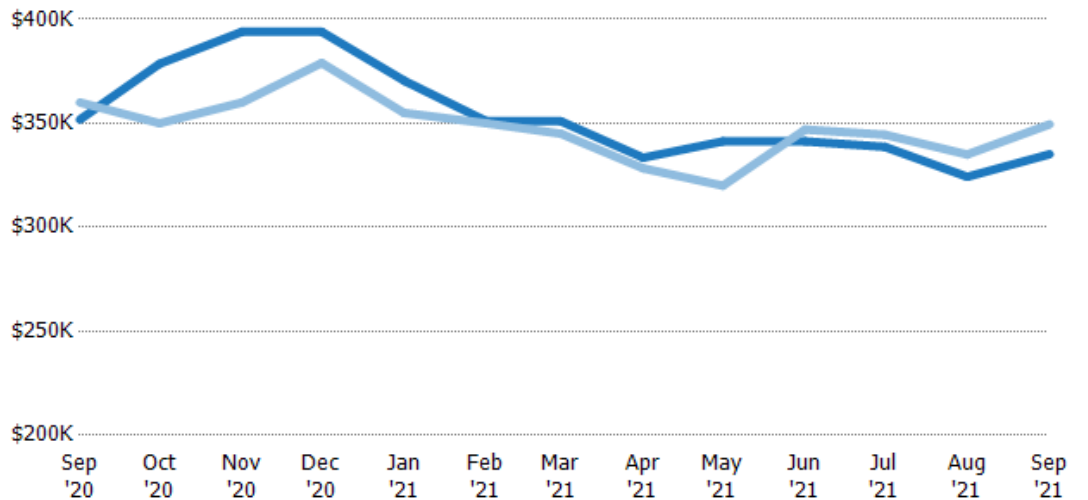
	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21
Avg Est Value	\$414K	\$424K	\$439K	\$431K	\$417K	\$403K	\$413K	\$378K	\$374K	\$376K	\$374K	\$361K	\$406K
Avg Listing Price	\$464K	\$471K	\$494K	\$506K	\$491K	\$494K	\$508K	\$473K	\$473K	\$435K	\$444K	\$452K	\$486K
Avg Listing Price as a % of Avg Est Value	112%	111%	112%	117%	118%	123%	123%	125%	127%	116%	119%	125%	119%

## 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



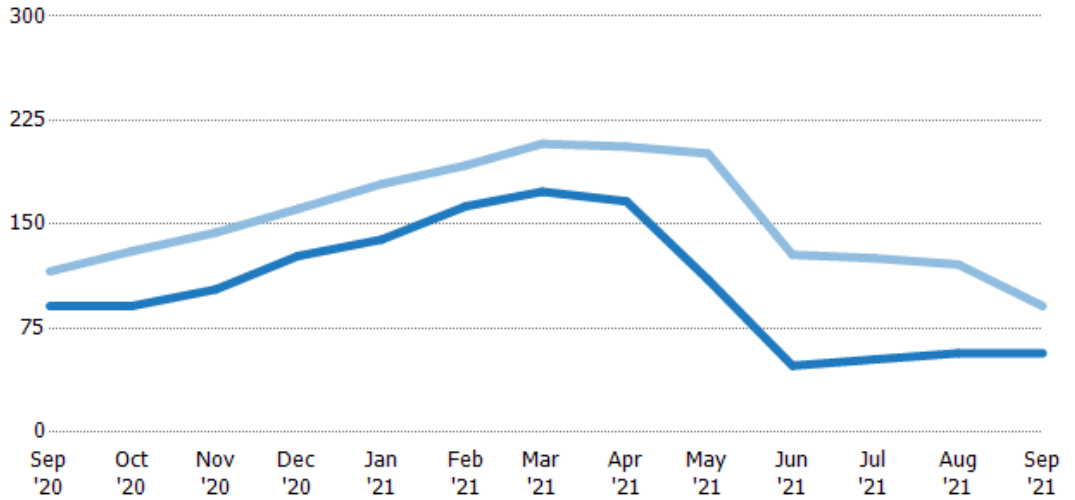
	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21
Median Est Value	\$352K	\$379K	\$394K	\$394K	\$371K	\$351K	\$351K	\$333K	\$341K	\$341K	\$339K	\$324K	\$335K
Median Listing Price	\$360K	\$350K	\$360K	\$379K	\$355K	\$350K	\$345K	\$328K	\$320K	\$347K	\$345K	\$335K	\$350K
Med Listing Price as a % of Med Est Value	102%	92%	91%	96%	96%	100%	98%	98%	94%	102%	102%	103%	104%

## 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



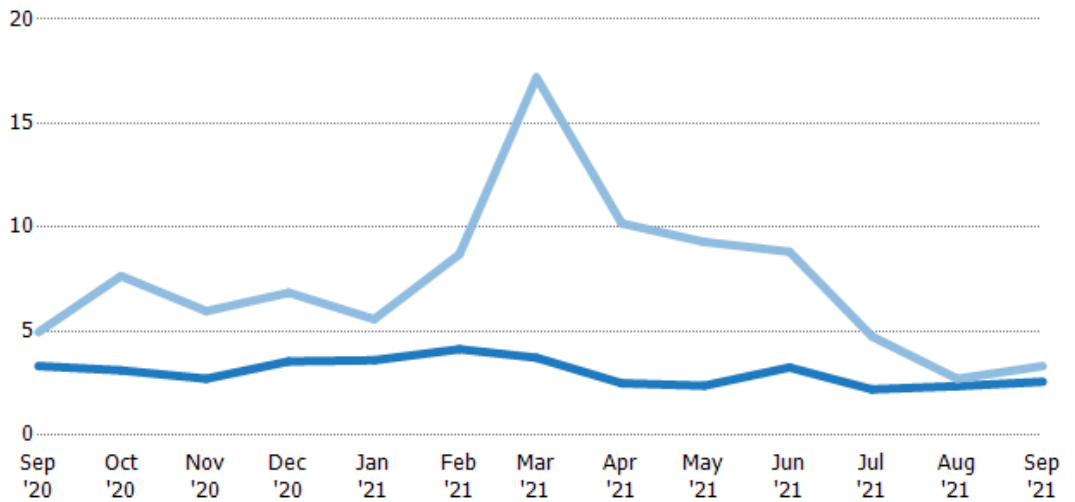
	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21
Current Year	91	91	103	127	139	163	174	167	110	48	52.5	57	57
Prior Year	116	131	144	161	179	193	208	206	201	128	126	121	91
Percent Change from Prior Year	-22%	-30%	-28%	-21%	-22%	-15%	-17%	-19%	-45%	-63%	-58%	-53%	-37%

## 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



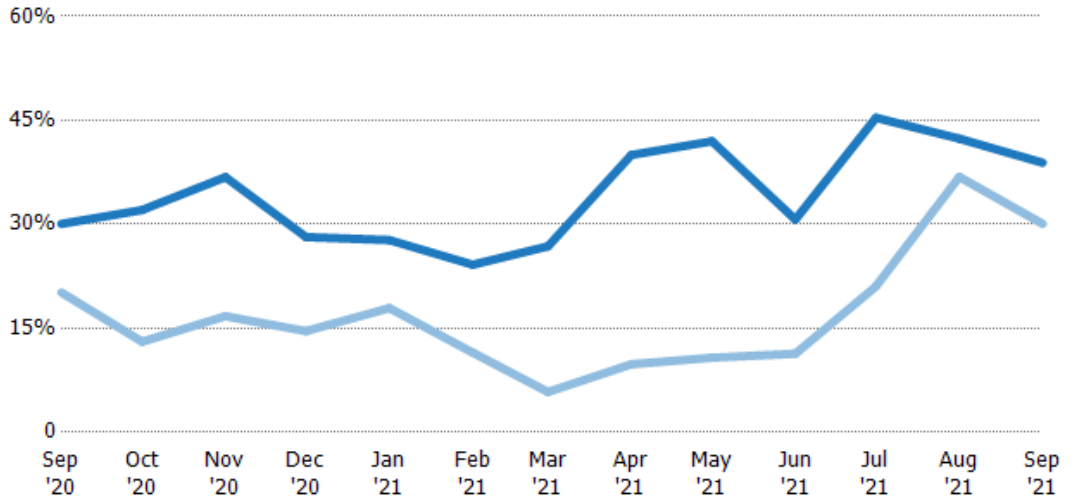
	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21
Current Year	3.33	3.12	2.72	3.55	3.61	4.14	3.73	2.5	2.38	3.26	2.2	2.36	2.57
Prior Year	4.96	7.66	5.97	6.85	5.58	8.7	17.2	10.2	9.29	8.82	4.75	2.71	3.33
Percent Change from Prior Year	-33%	-59%	-54%	-48%	-35%	-52%	-78%	-75%	-74%	-63%	-54%	-13%	-23%

## Absorption Rate

The percentage of inventory sold per month.

### Filters Used

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



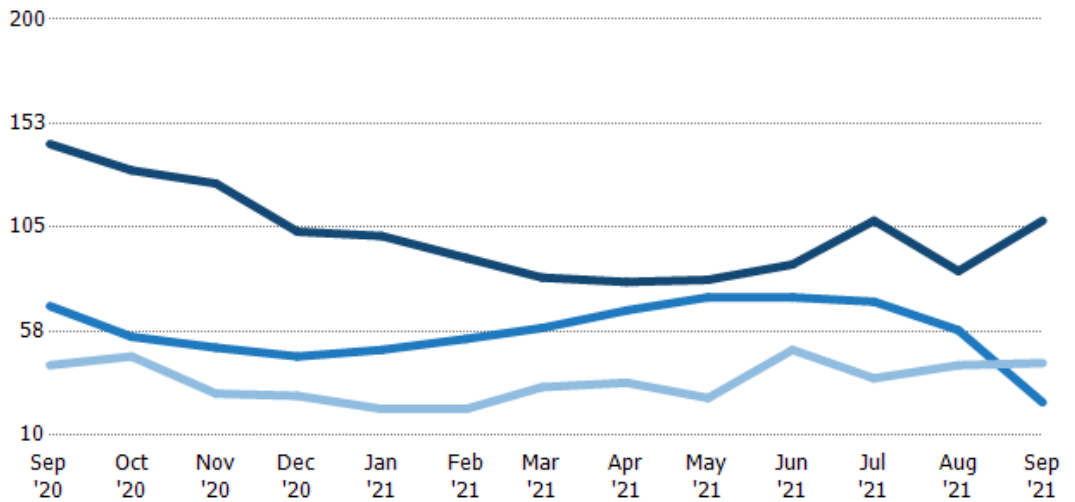
	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21
Current Year	30%	32%	37%	28%	28%	24%	27%	40%	42%	31%	45%	42%	39%
Prior Year	20%	13%	17%	15%	18%	11%	6%	10%	11%	11%	21%	37%	30%
Change from Prior Year	-10%	-19%	-20%	-14%	-10%	-13%	-21%	-30%	-31%	-19%	-24%	-6%	-9%

## 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



	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21
Active	143	131	125	103	101	91	82	80	81	88	108	85	108
Pending	69	55	50	46	49	54	59	67	73	73	71	58	25
Sold	42	46	29	28	22	22	32	34	27	49	36	42	43

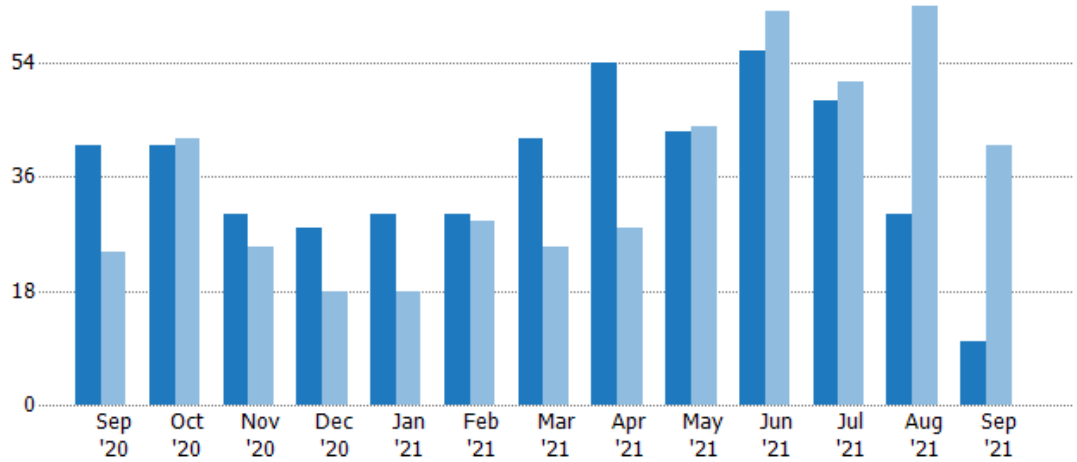
## New Pending Sales

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.
Sep '21	10	-75.6%
Sep '20	41	70.8%
Sep '19	24	29.2%



Current Year	41	41	30	28	30	30	42	54	43	56	48	30	10
Prior Year	24	42	25	18	18	29	25	28	44	62	51	63	41
Percent Change from Prior Year	71%	-2%	20%	56%	67%	3%	68%	93%	-2%	-10%	-6%	-52%	-76%

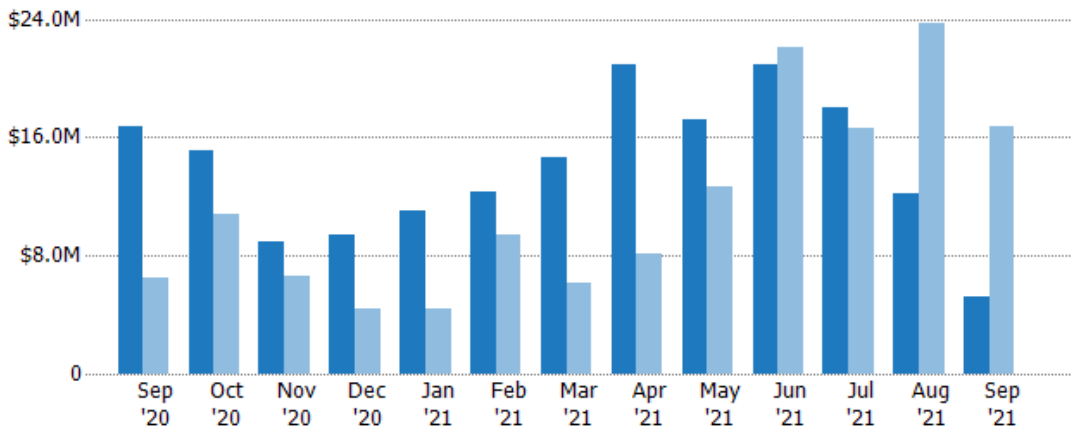
## New Pending Sales Volume

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.
Sep '21	\$5.25M	-68.5%
Sep '20	\$16.7M	159.3%
Sep '19	\$6.44M	80.5%



Current Year	\$16.7M	\$15.1M	\$8.95M	\$9.36M	\$11M	\$12.3M	\$14.7M	\$20.9M	\$17.2M	\$20.9M	\$18M	\$12.2M	\$5.25M
Prior Year	\$6.44M	\$10.8M	\$6.62M	\$4.37M	\$4.39M	\$9.39M	\$6.16M	\$8.13M	\$12.7M	\$22.1M	\$16.6M	\$23.7M	\$16.7M
Percent Change from Prior Year	159%	40%	35%	114%	151%	32%	138%	157%	36%	-6%	8%	-49%	-69%

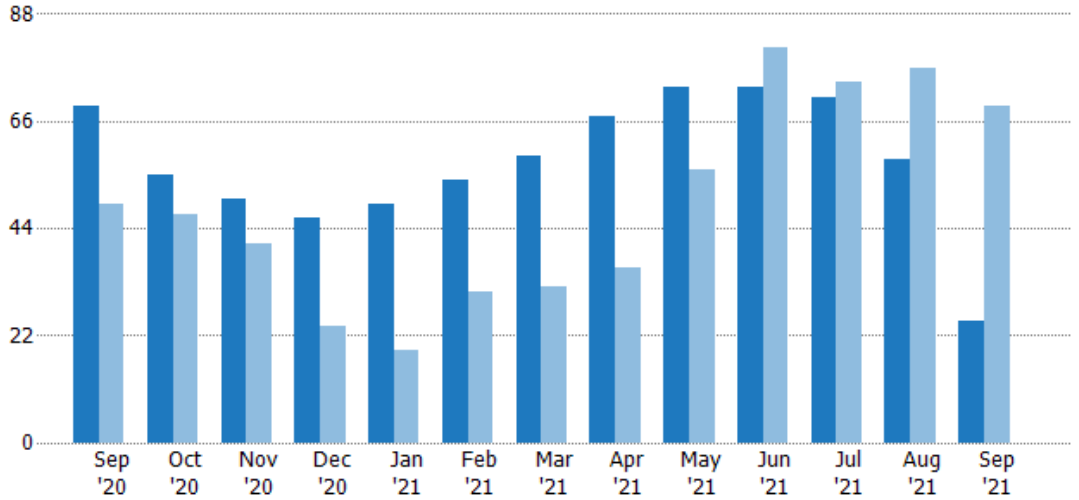


## Pending Sales

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.
Sep '21	25	-63.8%
Sep '20	69	40.8%
Sep '19	49	-4.1%

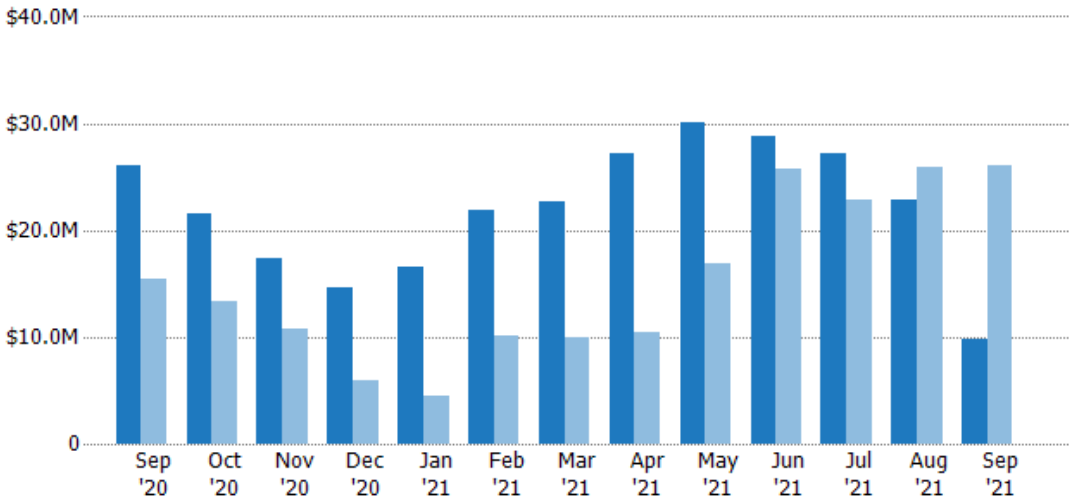
	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21
Current Year	69	55	50	46	49	54	59	67	73	73	71	58	25
Prior Year	49	47	41	24	19	31	32	36	56	81	74	77	69
Percent Change from Prior Year	41%	17%	22%	92%	158%	74%	84%	86%	30%	-10%	-4%	-25%	-64%

## 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.
Sep '21	\$9.74M	-62.6%
Sep '20	\$26.1M	69%
Sep '19	\$15.4M	-8%

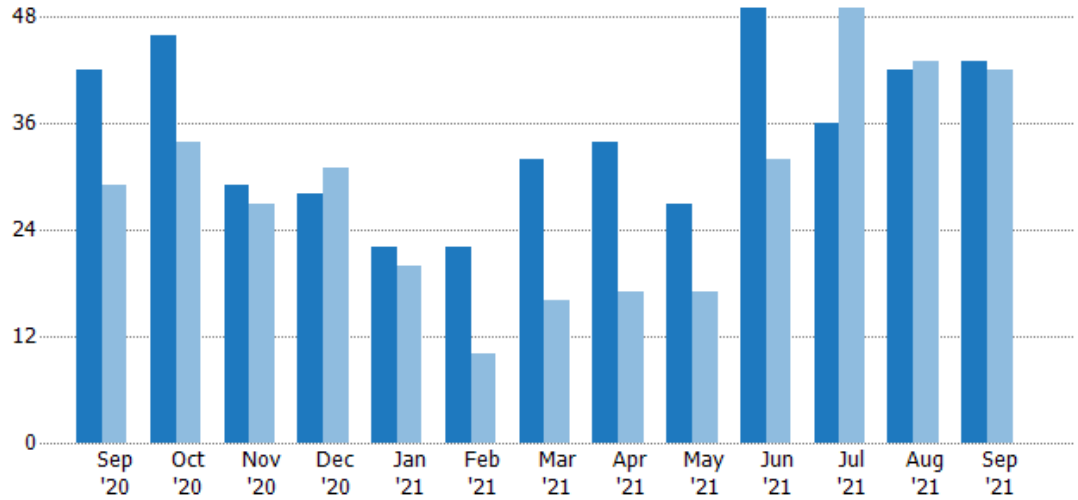
	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21
Current Year	\$26.1M	\$21.6M	\$17.3M	\$14.7M	\$16.5M	\$21.9M	\$22.7M	\$27.2M	\$30.1M	\$28.7M	\$27.1M	\$22.8M	\$9.74M
Prior Year	\$15.4M	\$13.3M	\$10.8M	\$5.93M	\$4.5M	\$10.1M	\$9.88M	\$10.4M	\$16.9M	\$25.7M	\$22.9M	\$25.9M	\$26.1M
Percent Change from Prior Year	69%	62%	60%	147%	268%	118%	129%	161%	78%	12%	18%	-12%	-63%

## 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



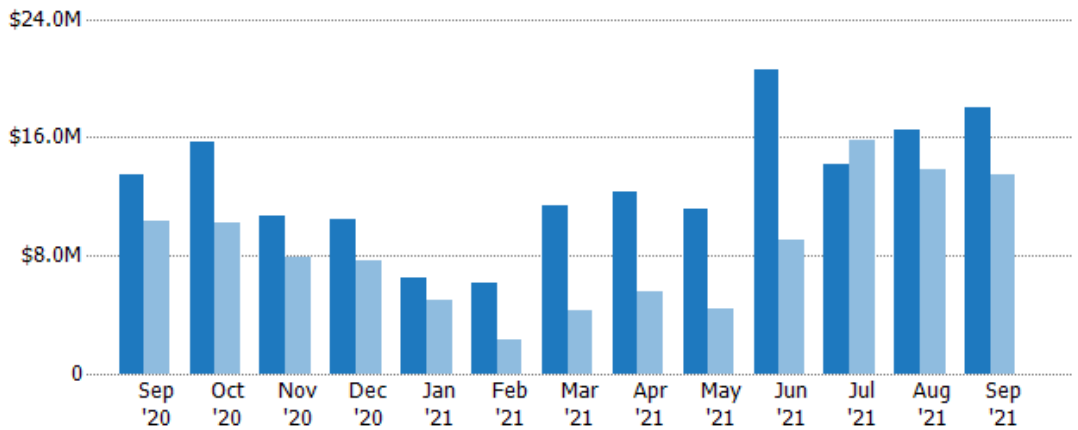
	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21
Current Year	42	46	29	28	22	22	32	34	27	49	36	42	43
Prior Year	29	34	27	31	20	10	16	17	17	32	49	43	42
Percent Change from Prior Year	45%	35%	7%	-10%	10%	120%	100%	100%	59%	53%	-27%	-2%	2%

## 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



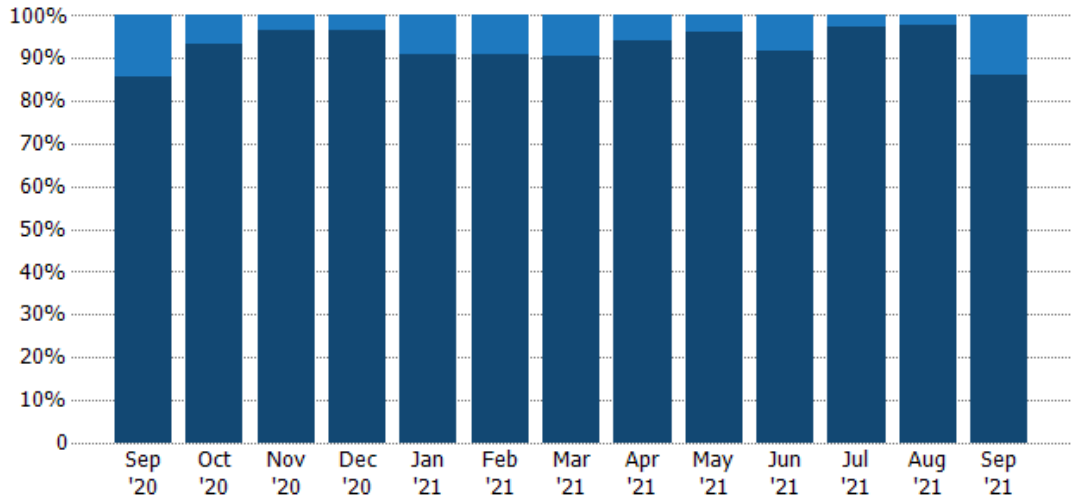
	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21
Current Year	\$13.4M	\$15.7M	\$10.7M	\$10.5M	\$6.46M	\$6.19M	\$11.4M	\$12.3M	\$11.2M	\$20.5M	\$14.2M	\$16.5M	\$18.1M
Prior Year	\$10.4M	\$10.2M	\$7.85M	\$7.7M	\$5.03M	\$2.3M	\$4.23M	\$5.58M	\$4.38M	\$9.05M	\$15.8M	\$13.8M	\$13.4M
Percent Change from Prior Year	30%	54%	36%	36%	28%	169%	169%	121%	156%	127%	-10%	20%	35%

## 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



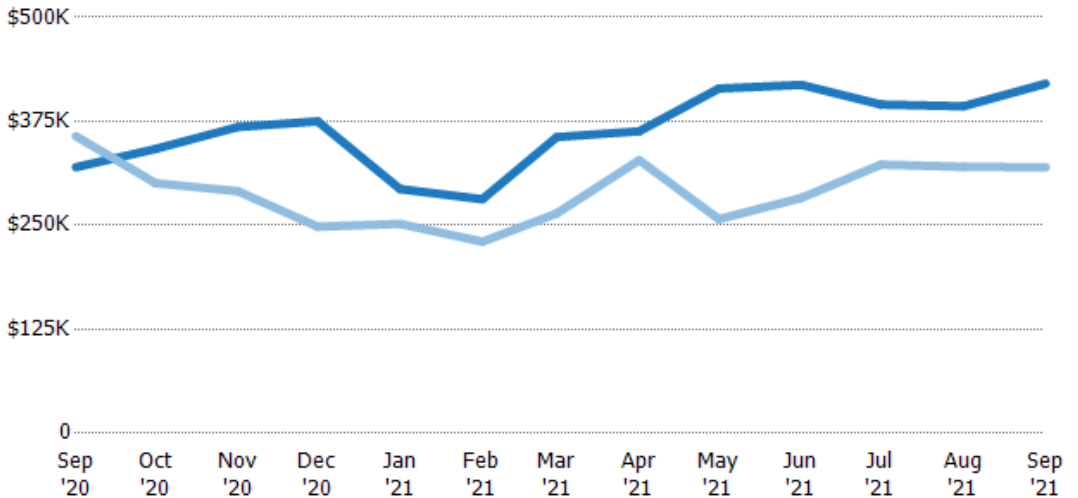
Condo/Townhouse	14%	7%	3%	4%	9%	9%	9%	6%	4%	8%	3%	2%	14%
Single Family Residence	86%	93%	97%	96%	91%	91%	91%	94%	96%	92%	97%	98%	86%

## 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.
Sep '21	\$420K	31.4%
Sep '20	\$320K	-10.5%
Sep '19	\$357K	-15.1%

Current Year	\$320K	\$342K	\$368K	\$375K	\$294K	\$281K	\$356K	\$363K	\$414K	\$419K	\$395K	\$393K	\$420K
Prior Year	\$357K	\$301K	\$291K	\$248K	\$252K	\$230K	\$264K	\$328K	\$257K	\$283K	\$323K	\$320K	\$320K
Percent Change from Prior Year	-10%	14%	27%	51%	17%	22%	35%	11%	61%	48%	22%	23%	31%

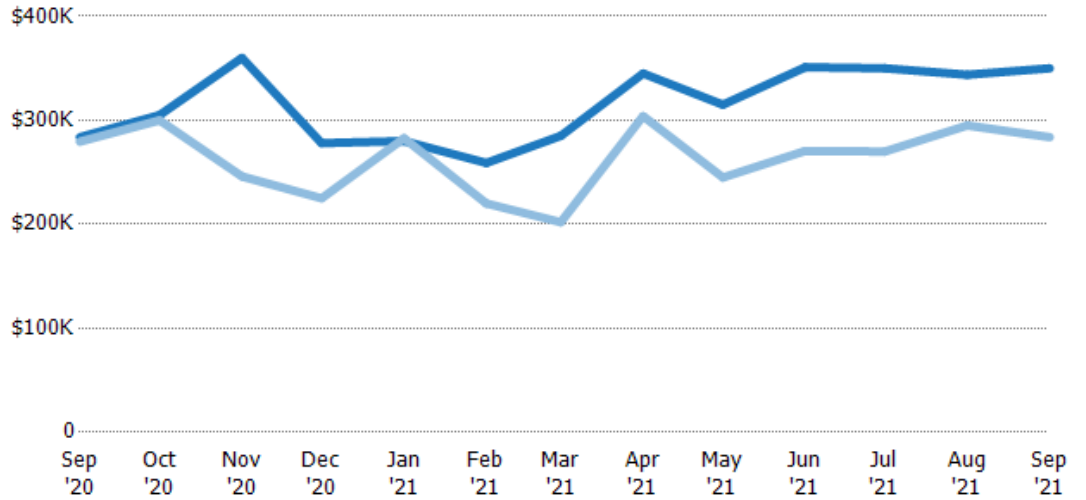
## Median Sales Price

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.
Sep '21	\$350K	23.3%
Sep '20	\$284K	1.5%
Sep '19	\$280K	-19.5%



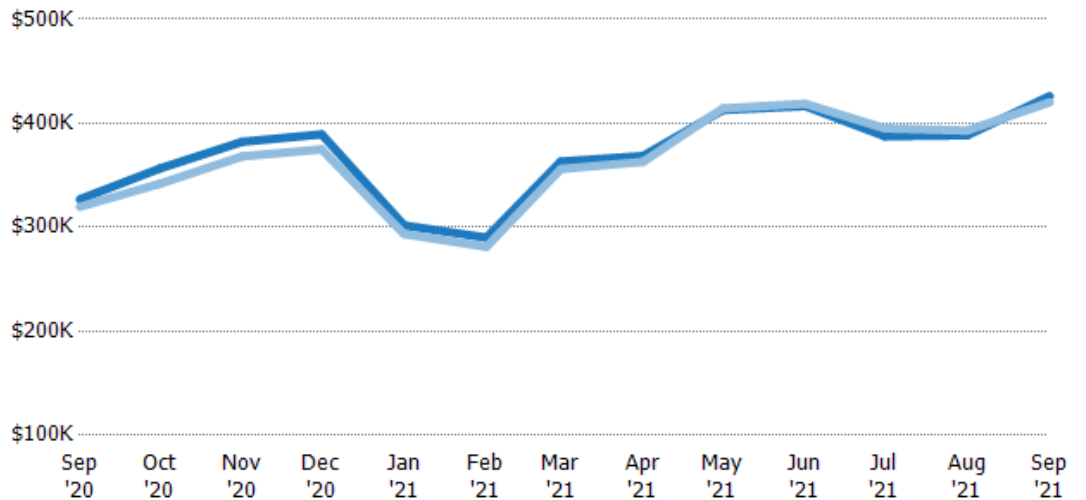
Current Year	\$284K	\$305K	\$360K	\$278K	\$280K	\$259K	\$285K	\$345K	\$315K	\$351K	\$350K	\$344K	\$350K
Prior Year	\$280K	\$300K	\$246K	\$225K	\$283K	\$220K	\$202K	\$304K	\$245K	\$271K	\$270K	\$295K	\$284K
Percent Change from Prior Year	2%	2%	46%	24%	-1%	18%	41%	13%	29%	30%	30%	17%	23%

## 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



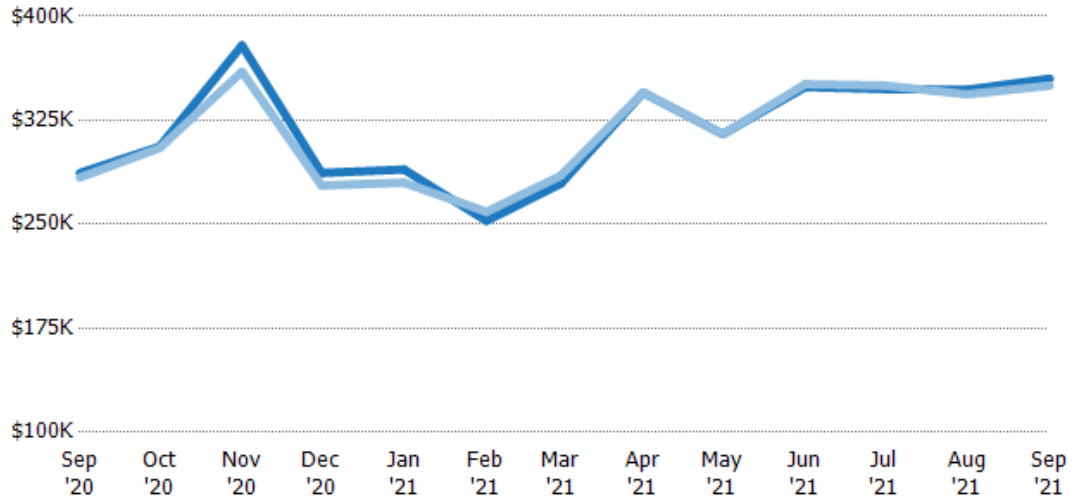
Avg List Price	\$327K	\$356K	\$382K	\$389K	\$302K	\$290K	\$363K	\$369K	\$413K	\$417K	\$388K	\$388K	\$426K
Avg Sales Price	\$320K	\$342K	\$368K	\$375K	\$294K	\$281K	\$356K	\$363K	\$414K	\$419K	\$395K	\$393K	\$420K
Avg Sales Price as a % of Avg List Price	98%	96%	96%	96%	97%	97%	98%	98%	100%	101%	102%	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



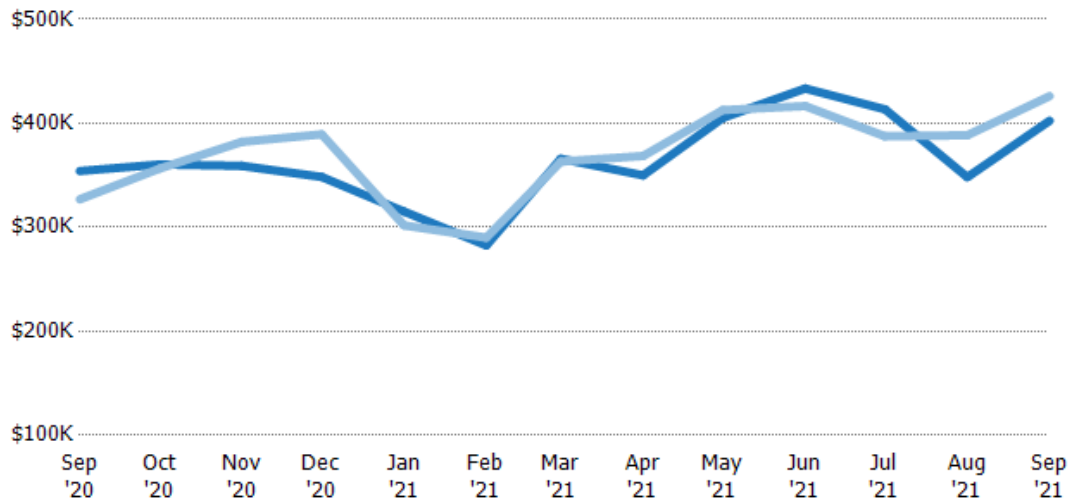
	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21
Median List Price	\$287K	\$306K	\$379K	\$287K	\$290K	\$253K	\$279K	\$345K	\$315K	\$349K	\$348K	\$347K	\$355K
Median Sales Price	\$284K	\$305K	\$360K	\$278K	\$280K	\$259K	\$285K	\$345K	\$315K	\$351K	\$350K	\$344K	\$350K
Med Sales Price as a % of Med List Price	99%	100%	95%	97%	97%	103%	102%	100%	100%	101%	101%	99%	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



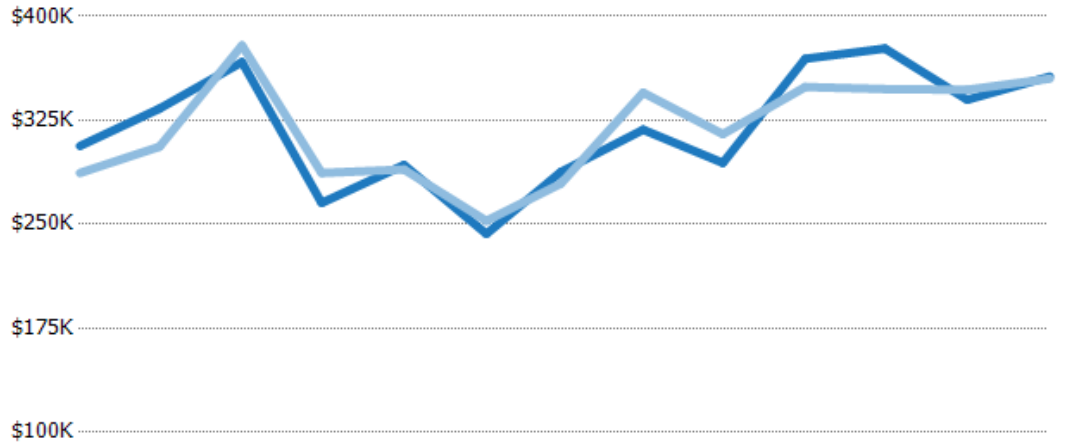
	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21
Avg Est Value	\$354K	\$360K	\$359K	\$348K	\$315K	\$283K	\$366K	\$350K	\$405K	\$433K	\$413K	\$348K	\$402K
Avg Sales Price	\$327K	\$356K	\$382K	\$389K	\$302K	\$290K	\$363K	\$369K	\$413K	\$417K	\$388K	\$388K	\$426K
Avg Sales Price as a % of Avg Est Value	92%	99%	106%	112%	96%	103%	99%	105%	102%	96%	94%	112%	106%

## 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



	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21
Median Est Value	\$306K	\$333K	\$367K	\$265K	\$293K	\$243K	\$288K	\$318K	\$294K	\$369K	\$377K	\$340K	\$357K
Median Sales Price	\$287K	\$306K	\$379K	\$287K	\$290K	\$253K	\$279K	\$345K	\$315K	\$349K	\$348K	\$347K	\$355K
Med Sales Price as a % of Med Est Value	94%	92%	103%	108%	99%	104%	97%	108%	107%	94%	92%	102%	100%