

Summary of Key Listing and Sales Metrics

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

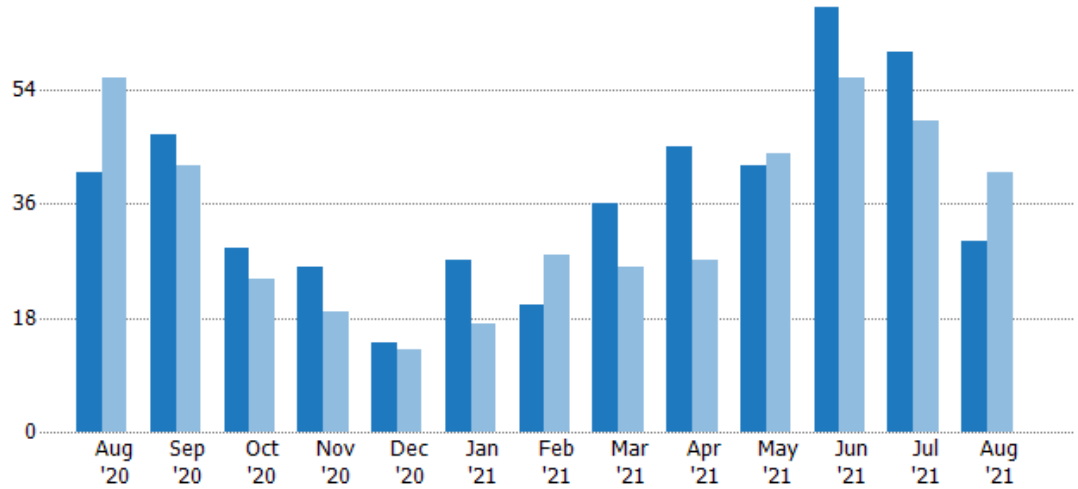
Key Metrics	Aug 2021	Aug 2020	+ / -	YTD 2021	YTD 2020	+ / -
Listing Activity Charts Metrics						
New Listing Count	30	41	-26.8%	327	288	+13.5%
New Listing Volume	\$11,643,699	\$12,827,000	-9.2%	\$131,864,420	\$107,662,226	+22.5%
Active Listing Count	85	133	-36.1%	N/A	N/A	
Active Listing Volume	\$38,434,950	\$59,949,759	-35.9%	N/A	N/A	
Average Listing Price	\$452,176	\$450,750	+0.3%	\$470,656	\$387,381	+21.5%
Median Listing Price	\$335,000	\$349,900	-4.3%	\$341,341	\$307,678	+10.9%
Median Days in RPR	57	121	-52.9%	104.03	152.94	-32%
Months of Inventory	2.4	2.7	-13%	3.5	5.3	-33.7%
Absorption Rate	42.35%	36.84%	+5.5%	28.49%	18.9%	+9.6%
Sales Activity Charts Metrics						
New Pending Sales Count	30	63	-52.4%	333	320	+4.1%
New Pending Sales Volume	\$12,177,599	\$23,686,600	-48.6%	\$127,157,270	\$103,152,914	+23.3%
Pending Sales Count	58	77	-24.7%	N/A	N/A	
Pending Sales Volume	\$22,813,599	\$25,926,700	-12%	N/A	N/A	
Closed Sales Count	42	43	-2.3%	264	204	+29.4%
Closed Sales Volume	\$16,507,400	\$13,769,887	+19.9%	\$98,817,624	\$60,161,934	+64.3%
Average Sales Price	\$393,033	\$320,230	+22.7%	\$374,309	\$294,911	+26.9%
Median Sales Price	\$343,750	\$295,000	+16.5%	\$323,672	\$269,564	+20.1%

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



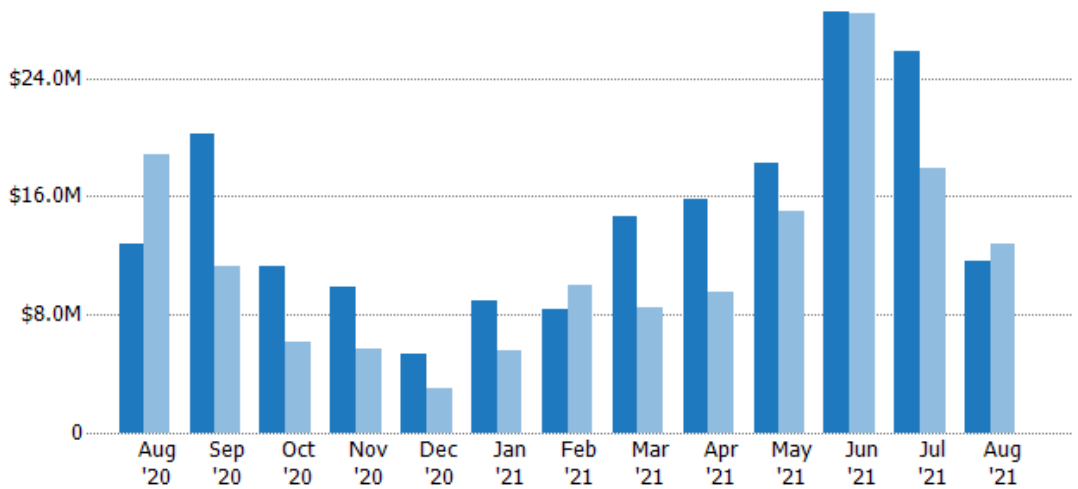
	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21
Current Year	41	47	29	26	14	27	20	36	45	42	67	60	30
Prior Year	56	42	24	19	13	17	28	26	27	44	56	49	41
Percent Change from Prior Year	-27%	12%	21%	37%	8%	59%	-29%	38%	67%	-5%	20%	22%	-27%

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



	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21
Current Year	\$12.8M	\$20.2M	\$11.3M	\$9.83M	\$5.29M	\$8.89M	\$8.39M	\$14.6M	\$15.8M	\$18.3M	\$28.5M	\$25.8M	\$11.6M
Prior Year	\$18.8M	\$11.3M	\$6.1M	\$5.63M	\$2.99M	\$5.54M	\$10M	\$8.43M	\$9.55M	\$14.9M	\$28.4M	\$18M	\$12.8M
Percent Change from Prior Year	-32%	79%	85%	74%	77%	60%	-16%	74%	65%	22%	0%	44%	-9%

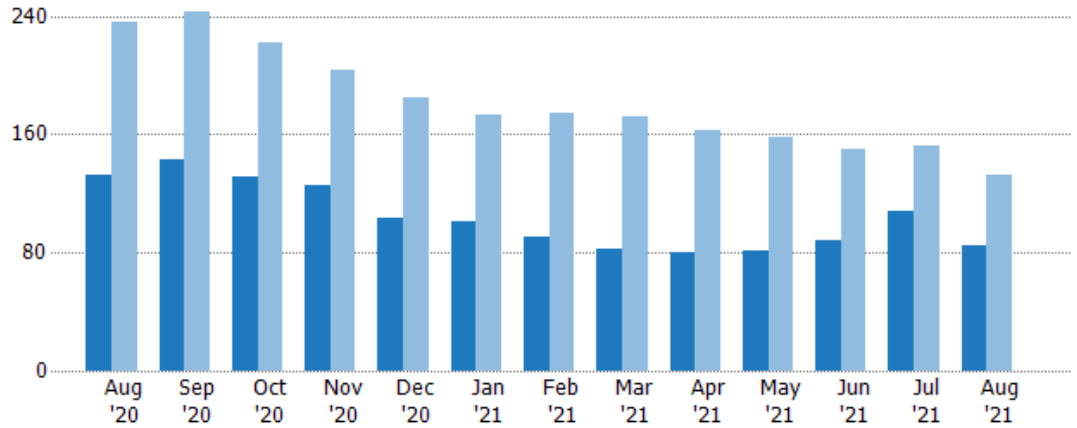
Active Listings

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

Month/Year	Count	% Chg.
Aug '21	85	-36.1%
Aug '20	133	-43.6%
Aug '19	236	9.3%



Current Year	133	143	131	125	103	101	91	82	80	81	88	108	85
Prior Year	236	243	222	203	185	173	174	172	163	158	150	152	133
Percent Change from Prior Year	-44%	-41%	-41%	-38%	-44%	-42%	-48%	-52%	-51%	-49%	-41%	-29%	-36%

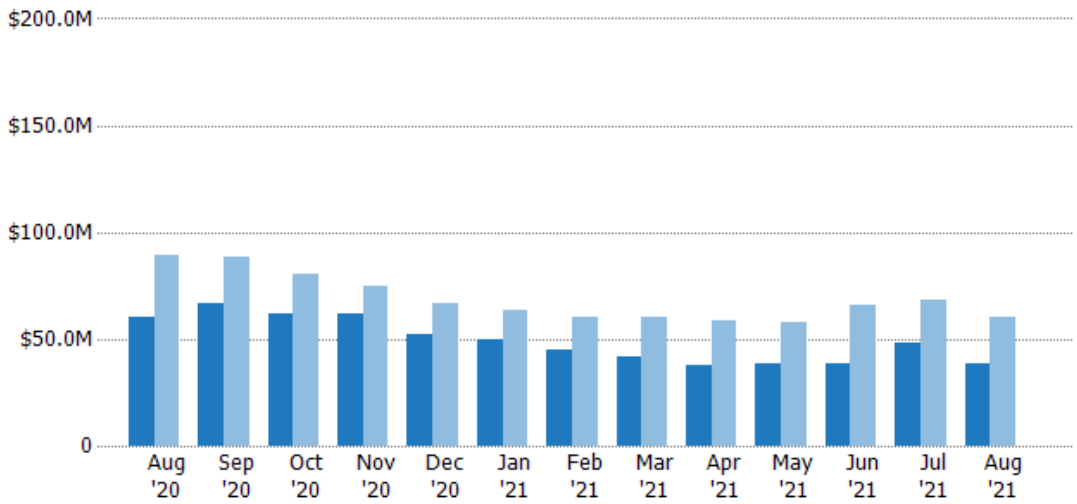
Active Listing Volume

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.
Aug '21	\$38.4M	-35.9%
Aug '20	\$59.9M	-33%
Aug '19	\$89.4M	13.3%



Current Year	\$59.9M	\$66.4M	\$61.7M	\$61.7M	\$52.1M	\$49.5M	\$45M	\$41.7M	\$37.8M	\$38.3M	\$38.3M	\$47.9M	\$38.4M
Prior Year	\$89.4M	\$88.5M	\$80.4M	\$74.4M	\$66.5M	\$63.4M	\$60M	\$60.2M	\$58.2M	\$58M	\$65.8M	\$68.4M	\$59.9M
Percent Change from Prior Year	-33%	-25%	-23%	-17%	-22%	-22%	-25%	-31%	-35%	-34%	-42%	-30%	-36%

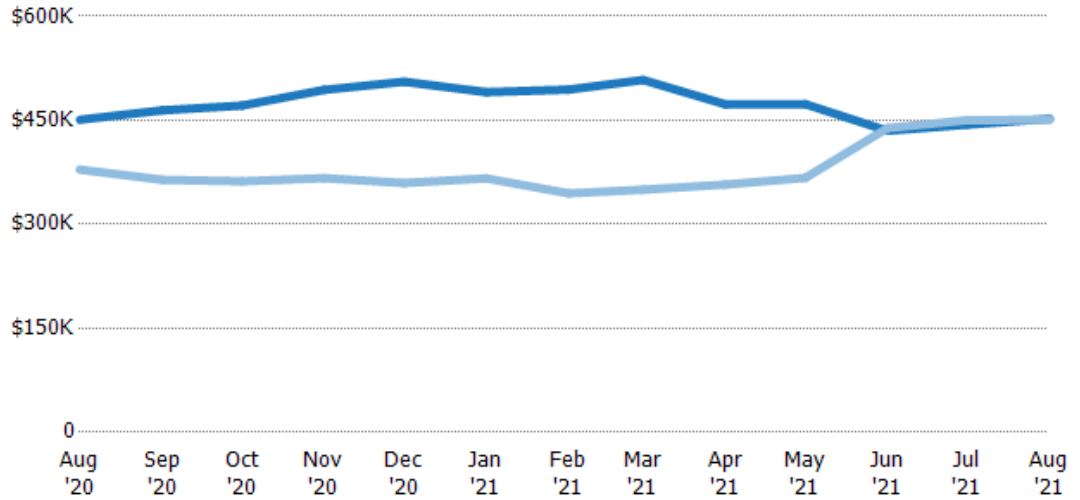
Average Listing Price

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.
Aug '21	\$452K	0.3%
Aug '20	\$451K	19%
Aug '19	\$379K	3.7%



Current Year	\$451K	\$464K	\$471K	\$494K	\$506K	\$491K	\$494K	\$508K	\$473K	\$473K	\$435K	\$444K	\$452K
Prior Year	\$379K	\$364K	\$362K	\$367K	\$360K	\$366K	\$345K	\$350K	\$357K	\$367K	\$439K	\$450K	\$451K
Percent Change from Prior Year	19%	27%	30%	35%	41%	34%	43%	45%	32%	29%	-1%	-1%	0%

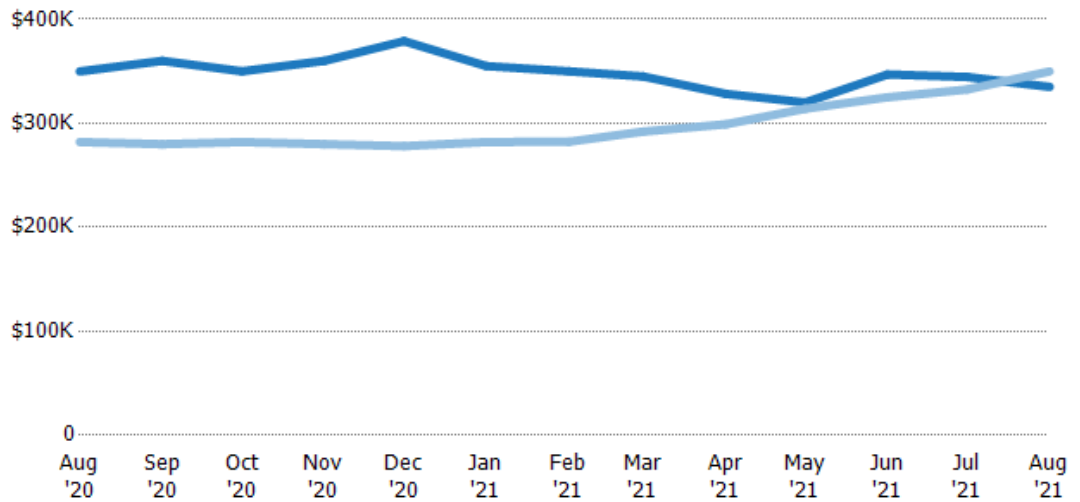
Median Listing Price

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.
Aug '21	\$335K	-4.3%
Aug '20	\$350K	24.1%
Aug '19	\$282K	6.3%



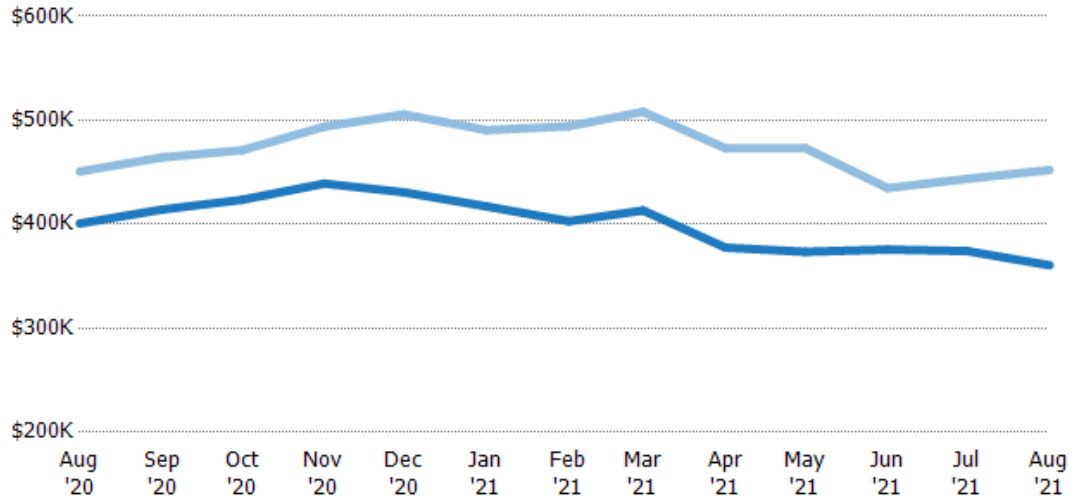
Current Year	\$350K	\$360K	\$350K	\$360K	\$379K	\$355K	\$350K	\$345K	\$328K	\$320K	\$347K	\$345K	\$335K
Prior Year	\$282K	\$280K	\$282K	\$280K	\$278K	\$282K	\$282K	\$292K	\$299K	\$314K	\$325K	\$333K	\$350K
Percent Change from Prior Year	24%	29%	24%	29%	36%	26%	24%	18%	10%	2%	7%	4%	-4%

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



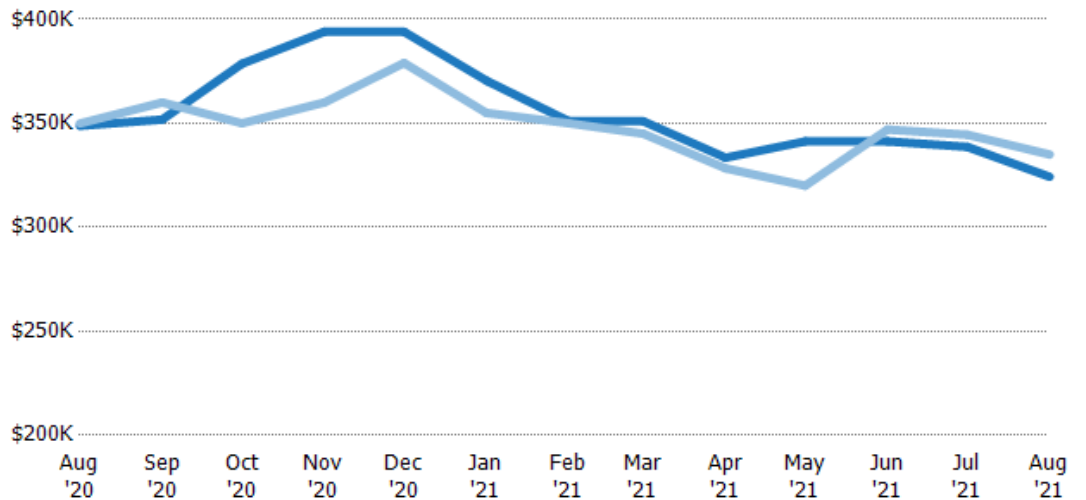
Avg Est Value	\$401K	\$414K	\$424K	\$439K	\$431K	\$417K	\$403K	\$413K	\$378K	\$374K	\$376K	\$374K	\$361K
Avg Listing Price	\$451K	\$464K	\$471K	\$494K	\$506K	\$491K	\$494K	\$508K	\$473K	\$473K	\$435K	\$444K	\$452K
Avg Listing Price as a % of Avg Est Value	112%	112%	111%	112%	117%	118%	123%	123%	125%	127%	116%	119%	125%

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



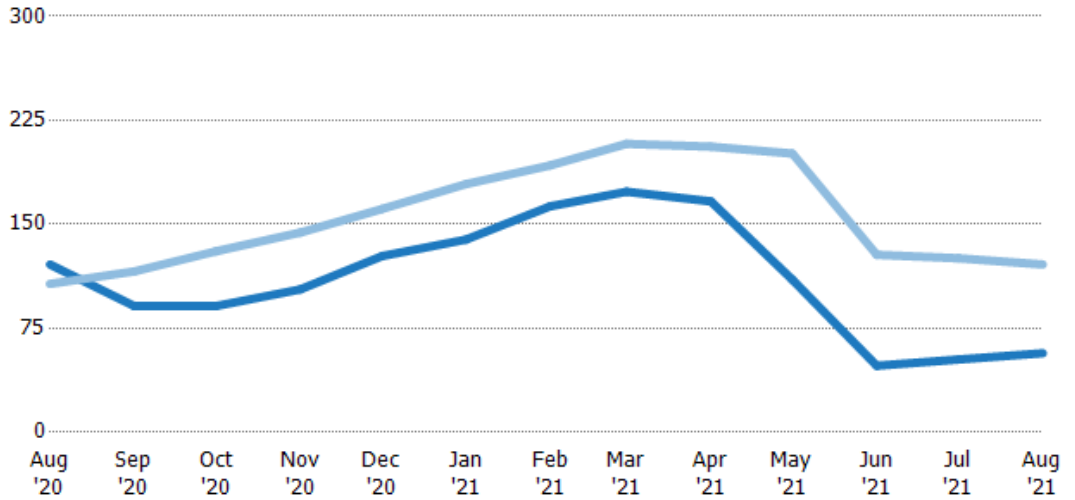
Median Est Value	\$349K	\$352K	\$379K	\$394K	\$394K	\$371K	\$351K	\$351K	\$333K	\$341K	\$341K	\$339K	\$324K
Median Listing Price	\$350K	\$360K	\$350K	\$360K	\$379K	\$355K	\$350K	\$345K	\$328K	\$320K	\$347K	\$345K	\$335K
Med Listing Price as a % of Med Est Value	100%	102%	92%	91%	96%	96%	100%	98%	98%	94%	102%	102%	103%

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



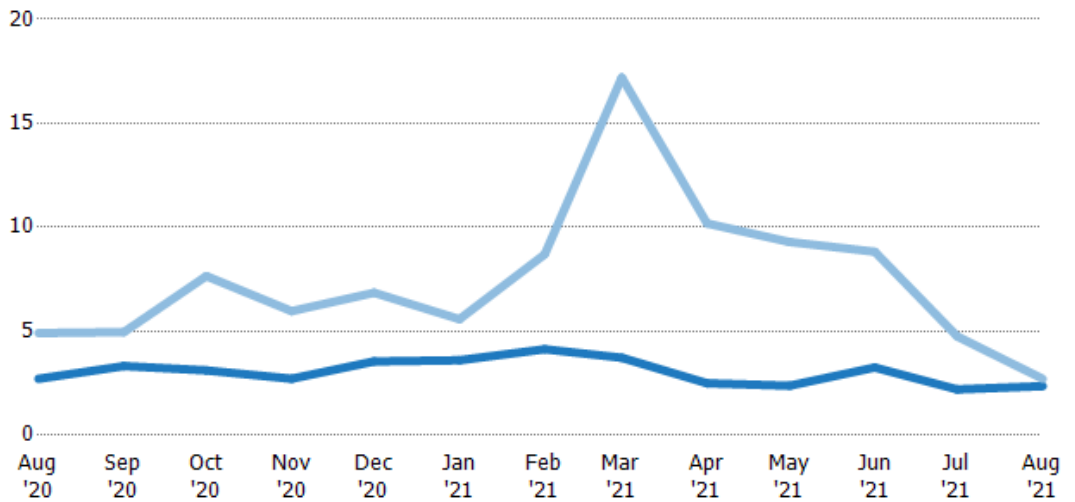
	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21
Current Year	121	91	91	103	127	139	163	174	167	110	48	52.5	57
Prior Year	107	116	131	144	161	179	193	208	206	201	128	126	121
Percent Change from Prior Year	13%	-22%	-30%	-28%	-21%	-22%	-15%	-17%	-19%	-45%	-63%	-58%	-53%

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



	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21
Current Year	2.71	3.33	3.12	2.72	3.55	3.61	4.14	3.73	2.5	2.38	3.26	2.2	2.36
Prior Year	4.92	4.96	7.66	5.97	6.85	5.58	8.7	17.2	10.2	9.29	8.82	4.75	2.71
Percent Change from Prior Year	-45%	-33%	-59%	-54%	-48%	-35%	-52%	-78%	-75%	-74%	-63%	-54%	-13%

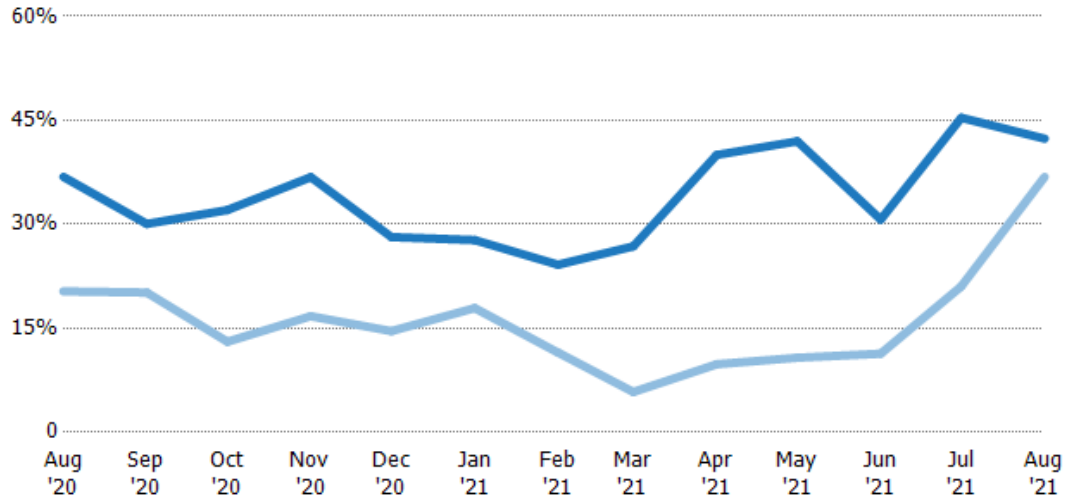
Absorption Rate

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.
Aug '21	42%	-5.5%
Aug '20	37%	-16.5%
Aug '19	20%	-27.6%



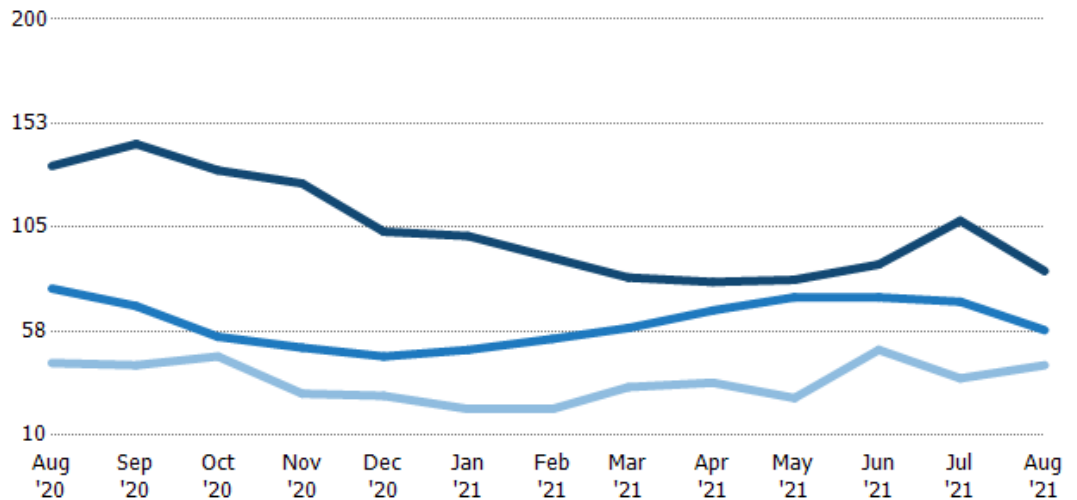
Current Year	37%	30%	32%	37%	28%	28%	24%	27%	40%	42%	31%	45%	42%
Prior Year	20%	20%	13%	17%	15%	18%	11%	6%	10%	11%	11%	21%	37%
Change from Prior Year	-17%	-10%	-19%	-20%	-14%	-10%	-13%	-21%	-30%	-31%	-19%	-24%	-6%

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



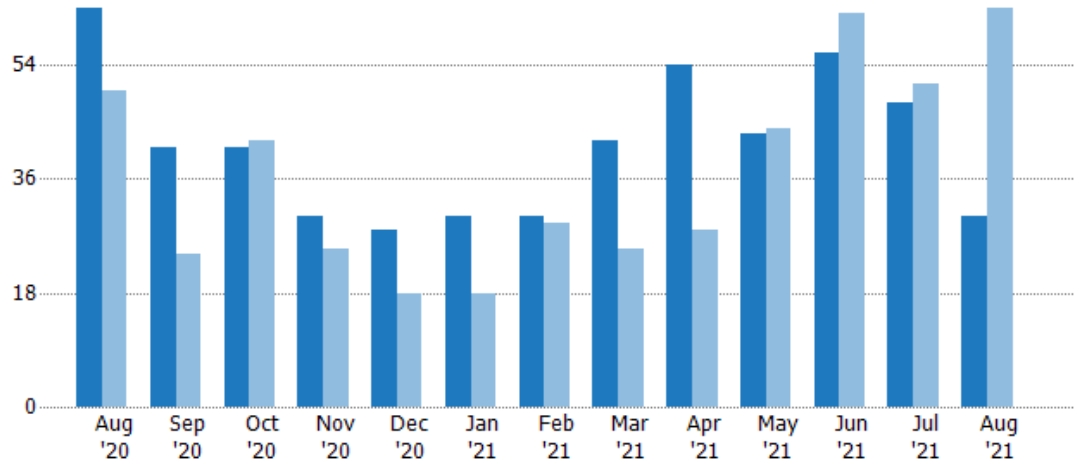
Active	133	143	131	125	103	101	91	82	80	81	88	108	85
Pending	77	69	55	50	46	49	54	59	67	73	73	71	58
Sold	43	42	46	29	28	22	22	32	34	27	49	36	42

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



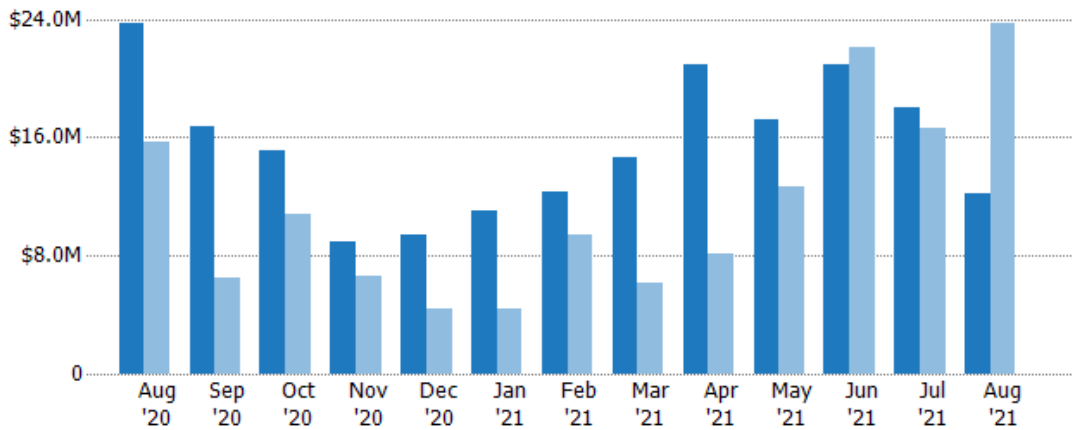
	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21
Current Year	63	41	41	30	28	30	30	42	54	43	56	48	30
Prior Year	50	24	42	25	18	18	29	25	28	44	62	51	63
Percent Change from Prior Year	26%	71%	-2%	20%	56%	67%	3%	68%	93%	-2%	-10%	-6%	-52%

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



	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21
Current Year	\$23.7M	\$16.7M	\$15.1M	\$8.95M	\$9.36M	\$11M	\$12.3M	\$14.7M	\$20.9M	\$17.2M	\$20.9M	\$18M	\$12.2M
Prior Year	\$15.7M	\$6.44M	\$10.8M	\$6.62M	\$4.37M	\$4.39M	\$9.39M	\$6.16M	\$8.13M	\$12.7M	\$22.1M	\$16.6M	\$23.7M
Percent Change from Prior Year	51%	159%	40%	35%	114%	151%	32%	138%	157%	36%	-6%	8%	-49%

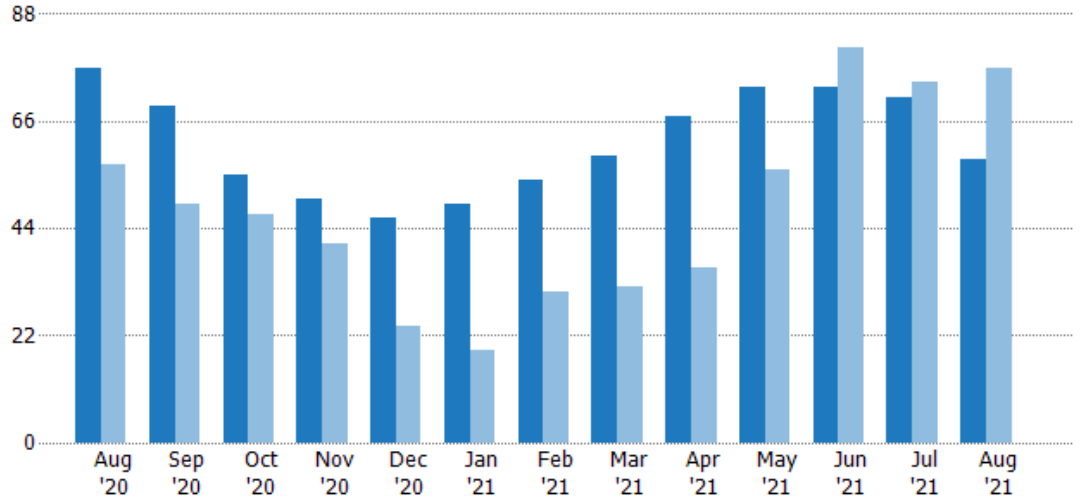
Pending Sales

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.
Aug '21	58	-24.7%
Aug '20	77	35.1%
Aug '19	57	-7%



	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21
Current Year	77	69	55	50	46	49	54	59	67	73	73	71	58
Prior Year	57	49	47	41	24	19	31	32	36	56	81	74	77
Percent Change from Prior Year	35%	41%	17%	22%	92%	158%	74%	84%	86%	30%	-10%	-4%	-25%

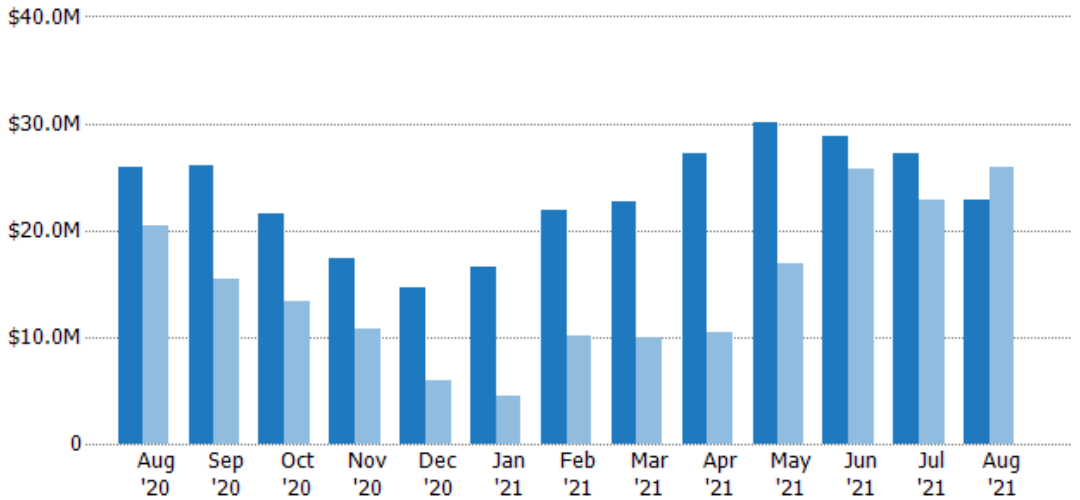
Pending Sales Volume

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.
Aug '21	\$22.8M	-12%
Aug '20	\$25.9M	26.5%
Aug '19	\$20.5M	-22.5%



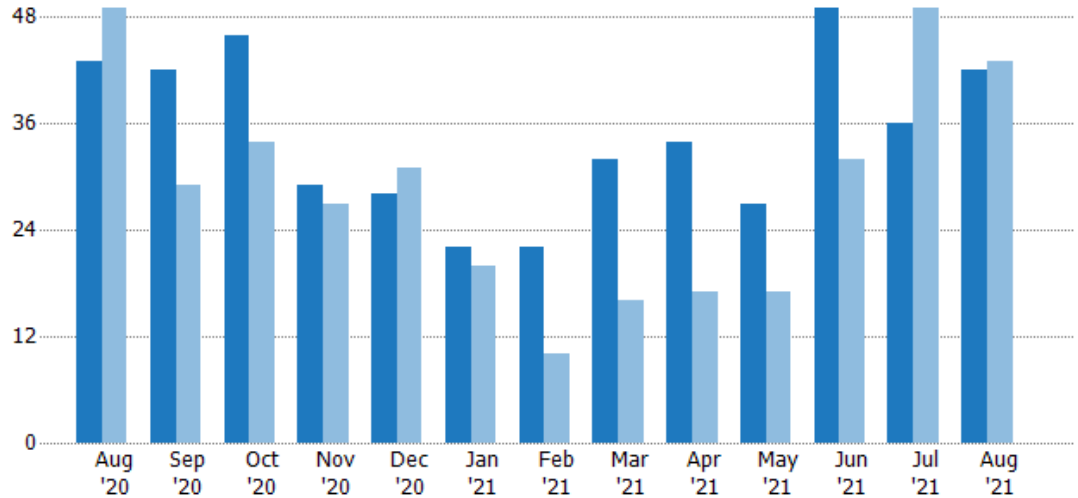
	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21
Current Year	\$25.9M	\$26.1M	\$21.6M	\$17.3M	\$14.7M	\$16.5M	\$21.9M	\$22.7M	\$27.2M	\$30.1M	\$28.7M	\$27.1M	\$22.8M
Prior Year	\$20.5M	\$15.4M	\$13.3M	\$10.8M	\$5.93M	\$4.5M	\$10.1M	\$9.88M	\$10.4M	\$16.9M	\$25.7M	\$22.9M	\$25.9M
Percent Change from Prior Year	27%	69%	62%	60%	147%	268%	118%	129%	161%	78%	12%	18%	-12%

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



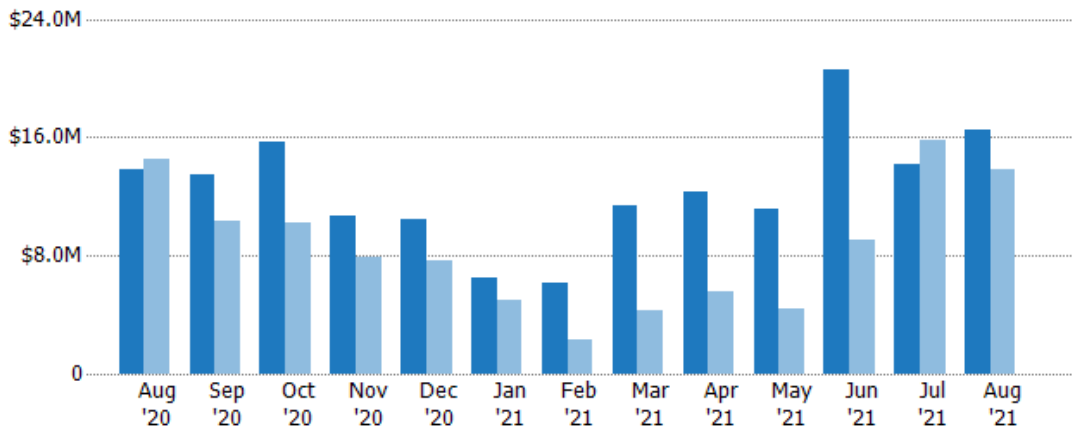
	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21
Current Year	43	42	46	29	28	22	22	32	34	27	49	36	42
Prior Year	49	29	34	27	31	20	10	16	17	17	32	49	43
Percent Change from Prior Year	-12%	45%	35%	7%	-10%	10%	120%	100%	100%	59%	53%	-27%	-2%

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



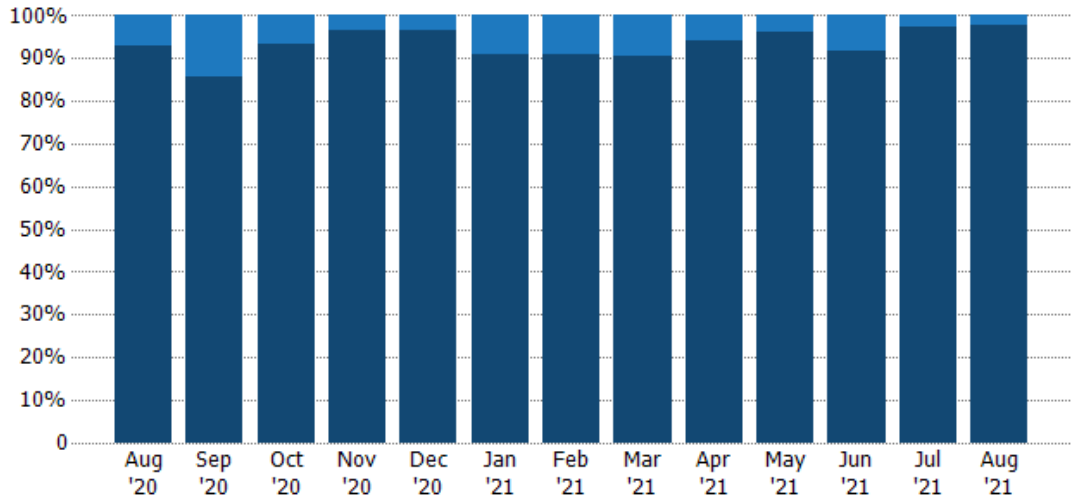
	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21
Current Year	\$13.8M	\$13.4M	\$15.7M	\$10.7M	\$10.5M	\$6.46M	\$6.19M	\$11.4M	\$12.3M	\$11.2M	\$20.5M	\$14.2M	\$16.5M
Prior Year	\$14.6M	\$10.4M	\$10.2M	\$7.85M	\$7.7M	\$5.03M	\$2.3M	\$4.23M	\$5.58M	\$4.38M	\$9.05M	\$15.8M	\$13.8M
Percent Change from Prior Year	-5%	30%	54%	36%	36%	28%	169%	169%	121%	156%	127%	-10%	20%

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



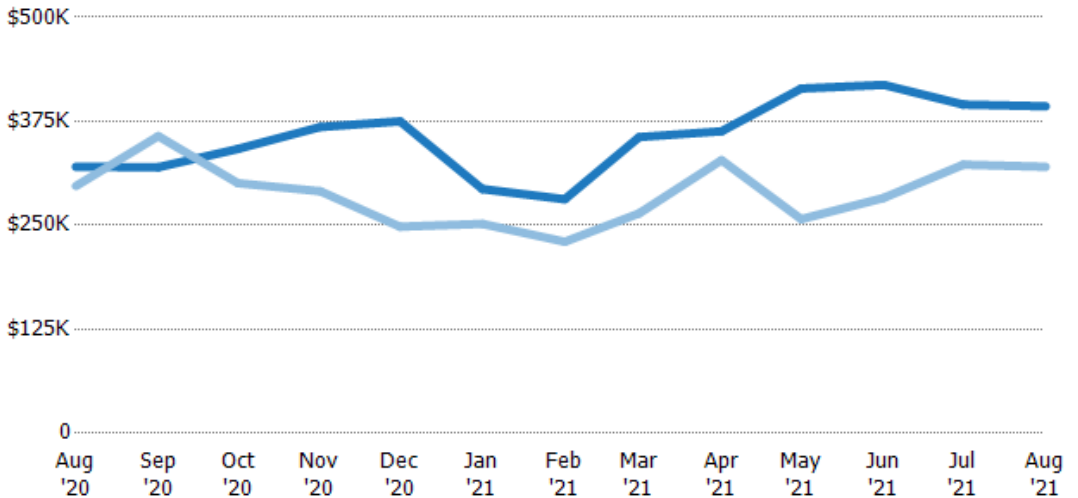
Condo/Townhouse	7%	14%	7%	3%	4%	9%	9%	9%	6%	4%	8%	3%	2%
Single Family Residence	93%	86%	93%	97%	96%	91%	91%	91%	94%	96%	92%	97%	98%

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	\$320K	\$320K	\$342K	\$368K	\$375K	\$294K	\$281K	\$356K	\$363K	\$414K	\$419K	\$395K	\$393K
Prior Year	\$297K	\$357K	\$301K	\$291K	\$248K	\$252K	\$230K	\$264K	\$328K	\$257K	\$283K	\$323K	\$320K
Percent Change from Prior Year	8%	-10%	14%	27%	51%	17%	22%	35%	11%	61%	48%	22%	23%

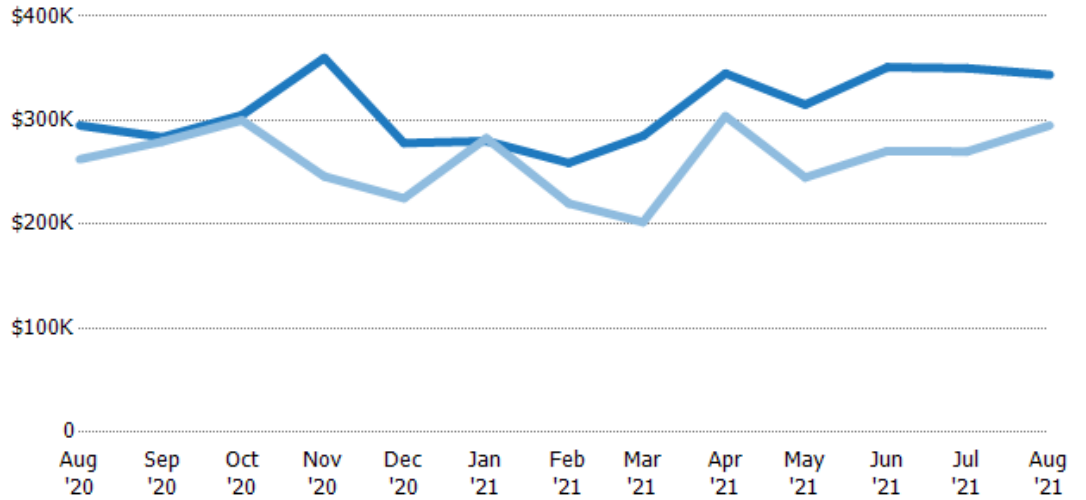
Median Sales Price

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.
Aug '21	\$344K	16.5%
Aug '20	\$295K	12.4%
Aug '19	\$263K	12.2%



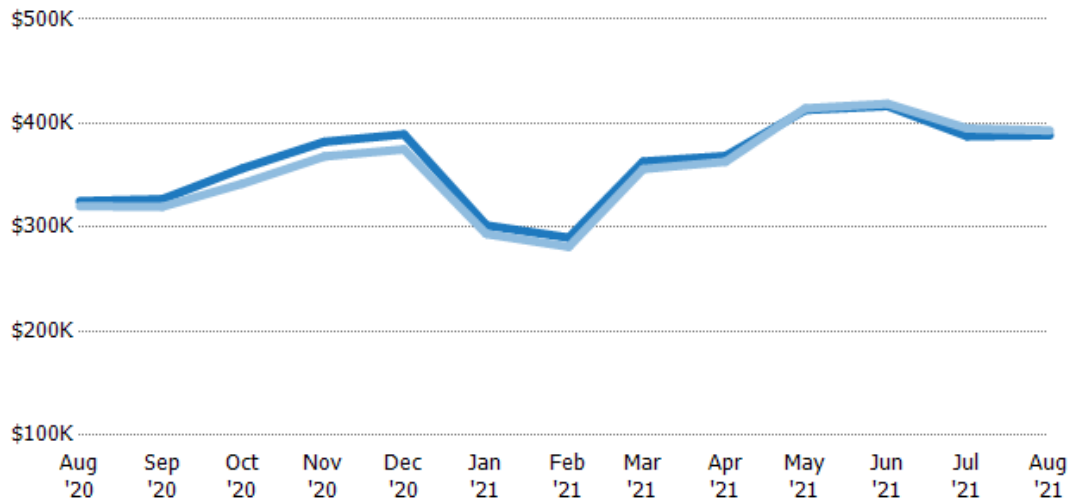
Current Year	\$295K	\$284K	\$305K	\$360K	\$278K	\$280K	\$259K	\$285K	\$345K	\$315K	\$351K	\$350K	\$344K
Prior Year	\$263K	\$280K	\$300K	\$246K	\$225K	\$283K	\$220K	\$202K	\$304K	\$245K	\$271K	\$270K	\$295K
Percent Change from Prior Year	12%	2%	2%	46%	24%	-1%	18%	41%	13%	29%	30%	30%	17%

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



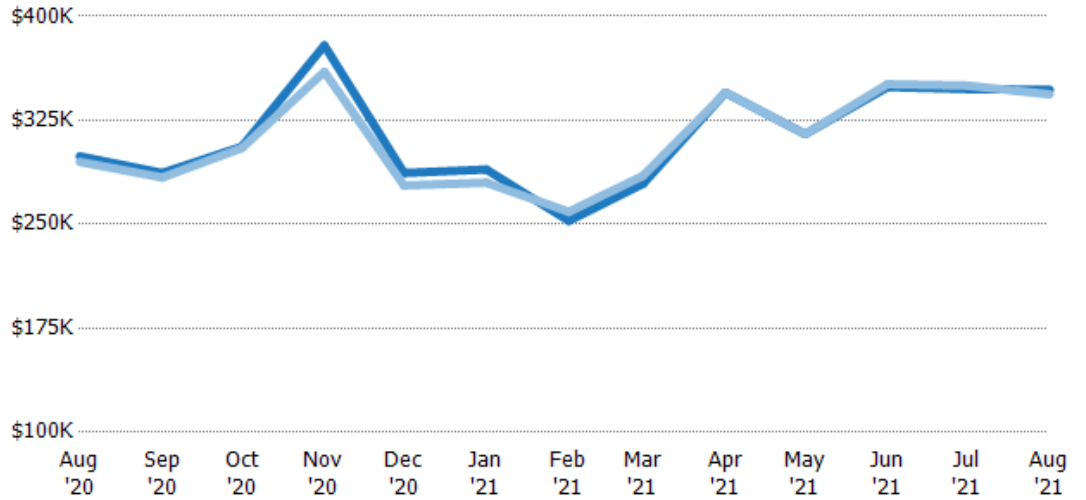
Avg List Price	\$325K	\$327K	\$356K	\$382K	\$389K	\$302K	\$290K	\$363K	\$369K	\$413K	\$417K	\$388K	\$388K
Avg Sales Price	\$320K	\$320K	\$342K	\$368K	\$375K	\$294K	\$281K	\$356K	\$363K	\$414K	\$419K	\$395K	\$393K
Avg Sales Price as a % of Avg List Price	98%	98%	96%	96%	96%	97%	97%	98%	98%	100%	101%	102%	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



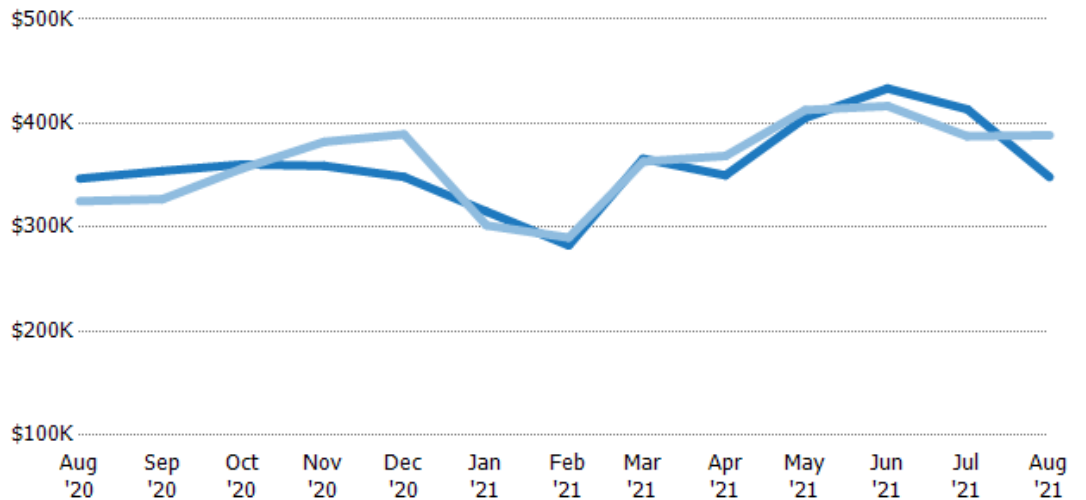
	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21
Median List Price	\$299K	\$287K	\$306K	\$379K	\$287K	\$290K	\$253K	\$279K	\$345K	\$315K	\$349K	\$348K	\$347K
Median Sales Price	\$295K	\$284K	\$305K	\$360K	\$278K	\$280K	\$259K	\$285K	\$345K	\$315K	\$351K	\$350K	\$344K
Med Sales Price as a % of Med List Price	99%	99%	100%	95%	97%	97%	103%	102%	100%	100%	101%	101%	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



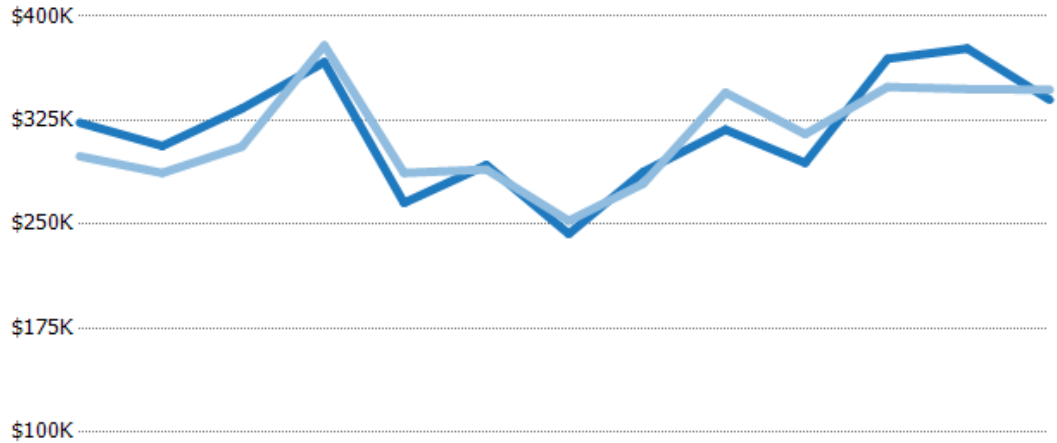
	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21
Avg Est Value	\$347K	\$354K	\$360K	\$359K	\$348K	\$315K	\$283K	\$366K	\$350K	\$405K	\$433K	\$413K	\$348K
Avg Sales Price	\$325K	\$327K	\$356K	\$382K	\$389K	\$302K	\$290K	\$363K	\$369K	\$413K	\$417K	\$388K	\$388K
Avg Sales Price as a % of Avg Est Value	94%	92%	99%	106%	112%	96%	103%	99%	105%	102%	96%	94%	112%

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



	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21
Median Est Value	\$323K	\$306K	\$333K	\$367K	\$265K	\$293K	\$243K	\$288K	\$318K	\$294K	\$369K	\$377K	\$340K
Median Sales Price	\$299K	\$287K	\$306K	\$379K	\$287K	\$290K	\$253K	\$279K	\$345K	\$315K	\$349K	\$348K	\$347K
Med Sales Price as a % of Med Est Value	92%	94%	92%	103%	108%	99%	104%	97%	108%	107%	94%	92%	102%