

## Summary of Key Listing and Sales Metrics

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

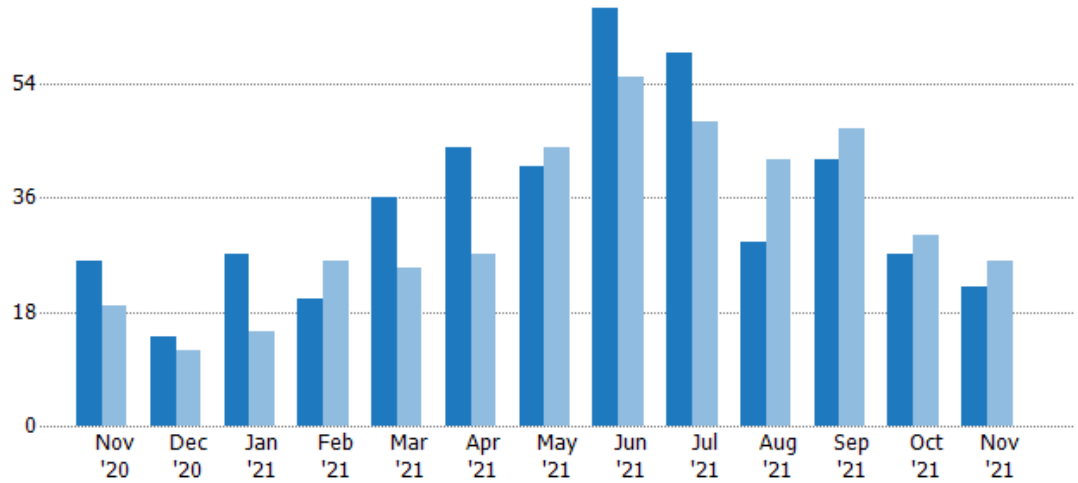
Key Metrics	Nov 2021	Nov 2020	+ / -	YTD 2021	YTD 2020	+ / -
<b>Listing Activity Charts Metrics</b>						
New Listing Count	22	26	-15.4%	413	385	+7.3%
New Listing Volume	\$8,884,900	\$9,827,700	-9.6%	\$171,004,320	\$148,073,826	+15.5%
Active Listing Count	95	125	-24%	N/A	N/A	
Active Listing Volume	\$41,524,900	\$62,249,772	-33.3%	N/A	N/A	
Average Listing Price	\$437,104	\$497,998	-12.2%	\$475,112	\$410,649	+15.7%
Median Listing Price	\$340,000	\$365,000	-6.8%	\$349,118	\$323,492	+7.9%
Median Days in RPR	65	103	-36.9%	94	130.57	-28%
Months of Inventory	2.6	2.7	-2.9%	3.1	5.2	-40.7%
Absorption Rate	37.89%	36.8%	+1.1%	32.65%	19.36%	+13.3%
<b>Sales Activity Charts Metrics</b>						
New Pending Sales Count	3	31	-90.3%	392	434	-9.7%
New Pending Sales Volume	\$1,050,000	\$9,650,900	-89.1%	\$150,784,370	\$144,929,761	+4%
Pending Sales Count	5	50	-90%	N/A	N/A	
Pending Sales Volume	\$1,859,000	\$17,365,100	-89.3%	N/A	N/A	
Closed Sales Count	34	27	+25.9%	377	317	+18.9%
Closed Sales Volume	\$13,883,400	\$8,965,500	+54.9%	\$144,337,710	\$97,229,414	+48.5%
Average Sales Price	\$408,335	\$332,056	+23%	\$382,859	\$306,717	+24.8%
Median Sales Price	\$340,000	\$360,000	-5.6%	\$328,301	\$283,620	+15.8%

## 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



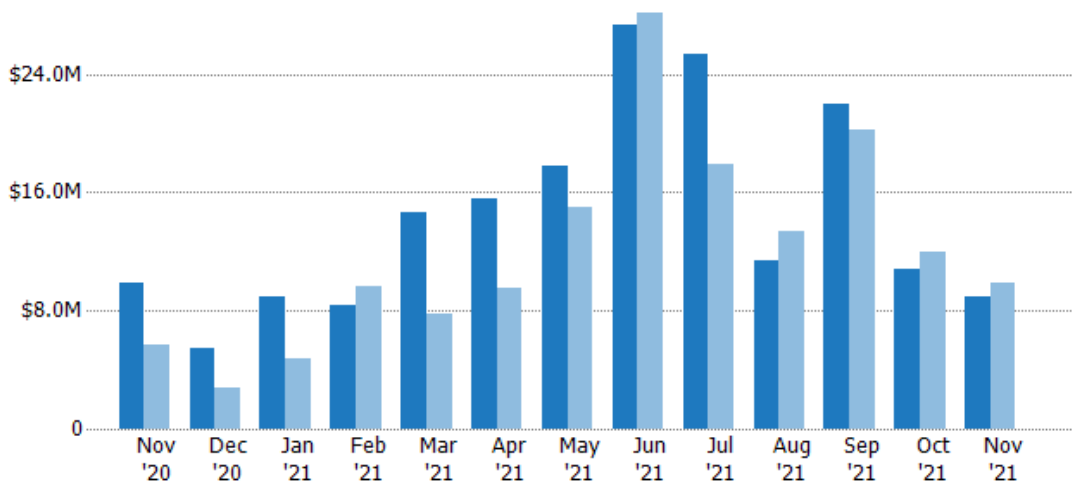
	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21
Current Year	26	14	27	20	36	44	41	66	59	29	42	27	22
Prior Year	19	12	15	26	25	27	44	55	48	42	47	30	26
Percent Change from Prior Year	37%	17%	80%	-23%	44%	63%	-7%	20%	23%	-31%	-11%	-10%	-15%

## 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



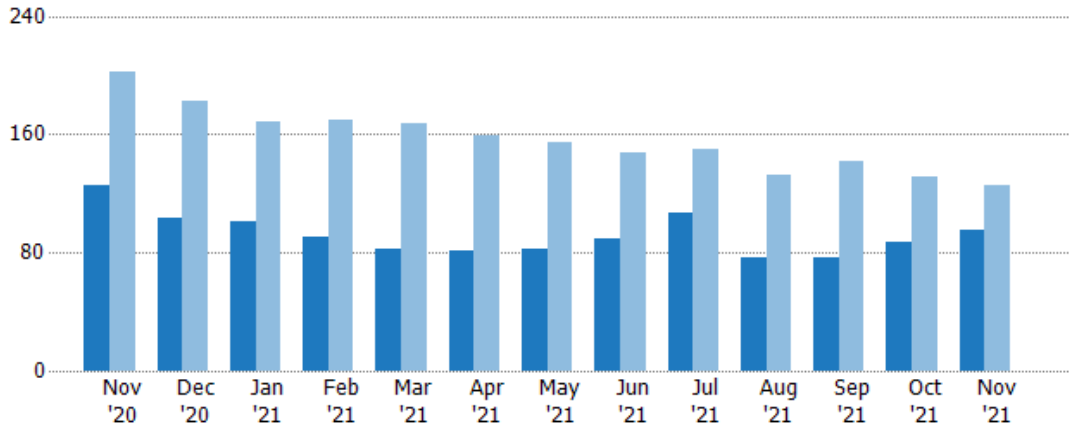
	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21
Current Year	\$9.83M	\$5.46M	\$8.89M	\$8.39M	\$14.6M	\$15.6M	\$17.8M	\$27.4M	\$25.4M	\$11.4M	\$21.9M	\$10.8M	\$8.88M
Prior Year	\$5.63M	\$2.74M	\$4.79M	\$9.6M	\$7.79M	\$9.55M	\$14.9M	\$28.2M	\$17.9M	\$13.4M	\$20.2M	\$11.9M	\$9.83M
Percent Change from Prior Year	74%	99%	86%	-13%	88%	63%	19%	-3%	42%	-15%	9%	-10%	-10%

## 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



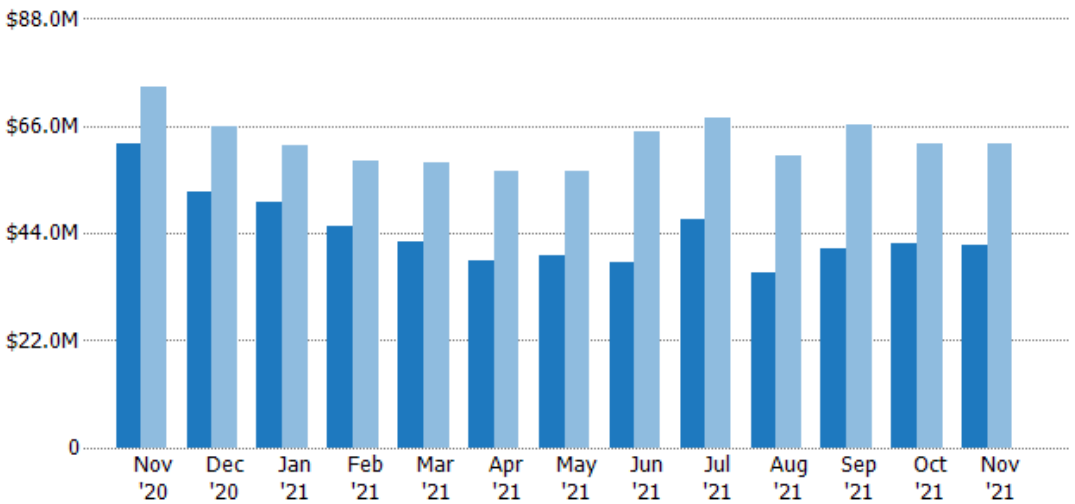
	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21
Current Year	125	103	101	91	83	81	83	89	107	77	77	87	95
Prior Year	202	183	169	170	167	159	155	148	150	132	142	131	125
Percent Change from Prior Year	-38%	-44%	-40%	-46%	-50%	-49%	-46%	-40%	-29%	-42%	-46%	-34%	-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



	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21
Current Year	\$62.2M	\$52.6M	\$50.2M	\$45.5M	\$42.2M	\$38.4M	\$39.4M	\$38.2M	\$47M	\$36.1M	\$41M	\$41.8M	\$41.5M
Prior Year	\$74.1M	\$66M	\$62M	\$59M	\$58.6M	\$56.9M	\$56.9M	\$64.9M	\$67.7M	\$59.8M	\$66.3M	\$62.3M	\$62.2M
Percent Change from Prior Year	-16%	-20%	-19%	-23%	-28%	-33%	-31%	-41%	-31%	-40%	-38%	-33%	-33%

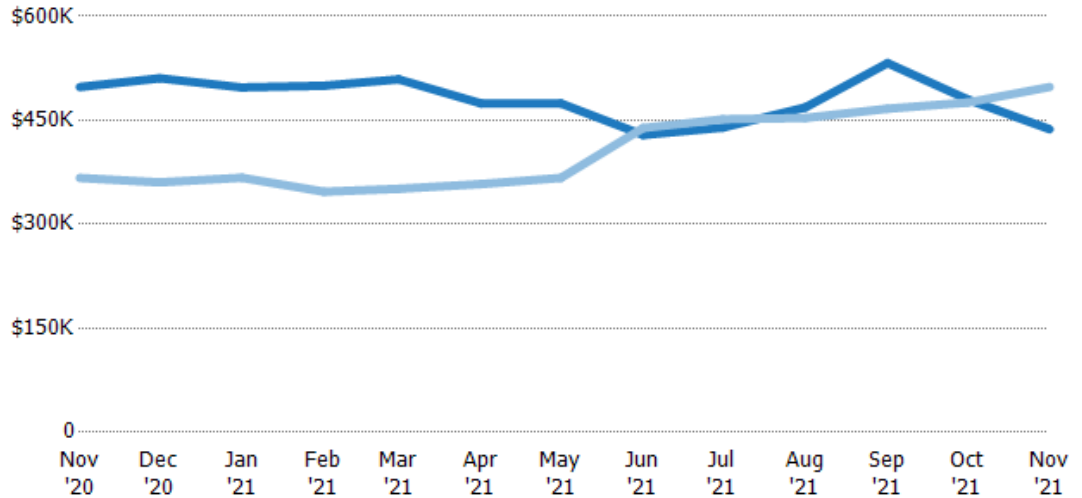
## Average Listing Price

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.
Nov '21	\$437K	-12.2%
Nov '20	\$498K	35.8%
Nov '19	\$367K	7.4%



Current Year	\$498K	\$511K	\$497K	\$500K	\$509K	\$474K	\$474K	\$429K	\$439K	\$468K	\$532K	\$480K	\$437K
Prior Year	\$367K	\$360K	\$367K	\$347K	\$351K	\$358K	\$367K	\$439K	\$451K	\$453K	\$467K	\$476K	\$498K
Percent Change from Prior Year	36%	42%	35%	44%	45%	32%	29%	-2%	-3%	3%	14%	1%	-12%

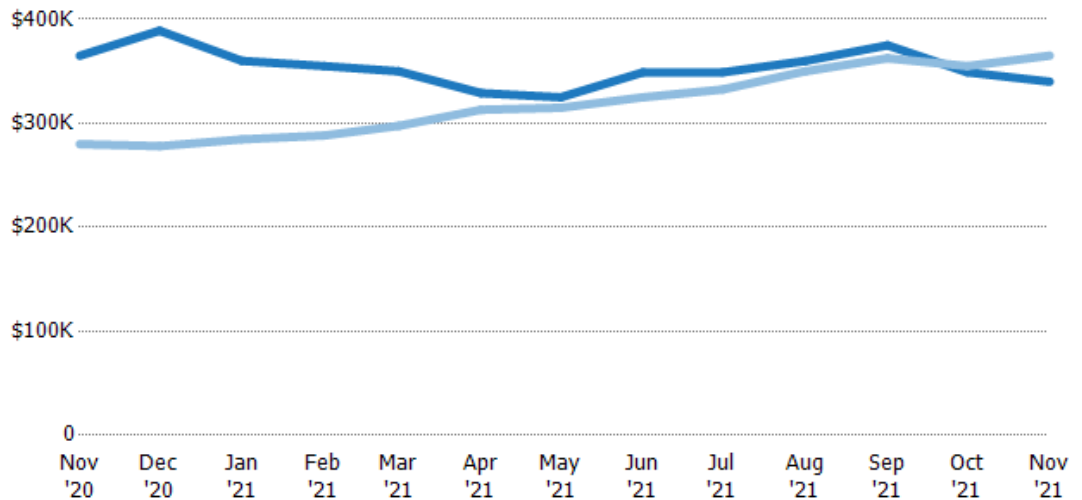
## Median Listing Price

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.
Nov '21	\$340K	-6.8%
Nov '20	\$365K	30.4%
Nov '19	\$280K	1.8%



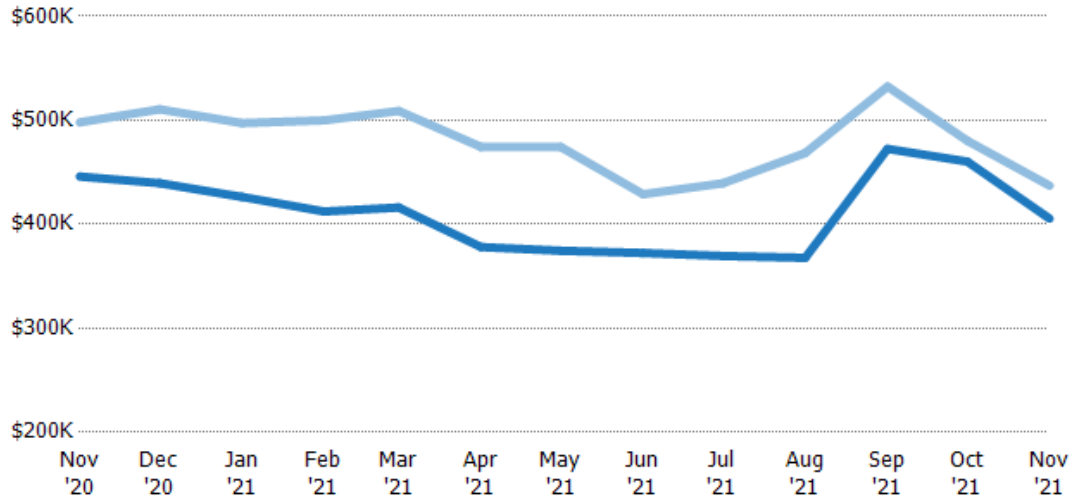
Current Year	\$365K	\$389K	\$360K	\$355K	\$350K	\$329K	\$325K	\$349K	\$349K	\$360K	\$375K	\$349K	\$340K
Prior Year	\$280K	\$278K	\$285K	\$288K	\$298K	\$313K	\$315K	\$325K	\$333K	\$350K	\$363K	\$355K	\$365K
Percent Change from Prior Year	30%	40%	27%	23%	18%	5%	3%	7%	5%	3%	3%	-2%	-7%

## 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



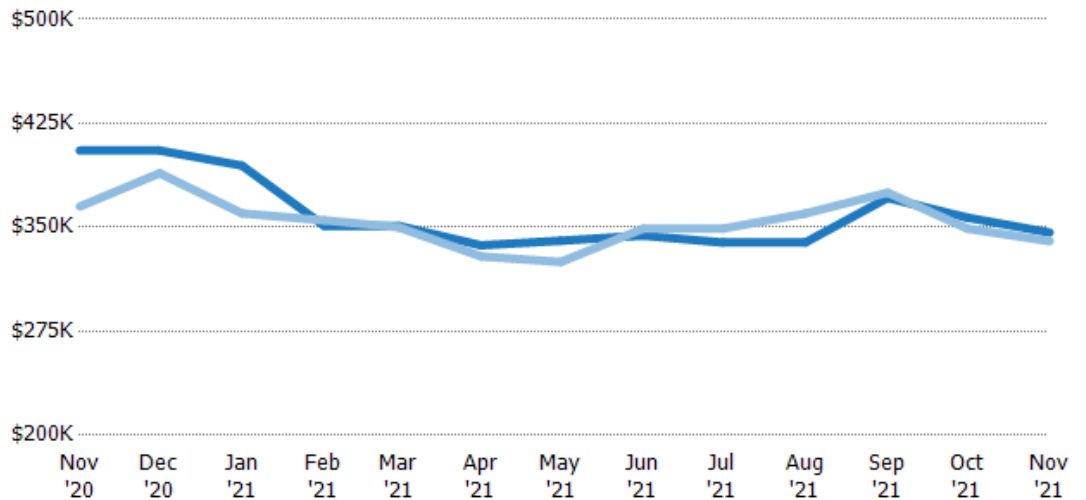
	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21
Avg Est Value	\$446K	\$440K	\$426K	\$412K	\$416K	\$378K	\$375K	\$372K	\$370K	\$368K	\$473K	\$460K	\$405K
Avg Listing Price	\$498K	\$511K	\$497K	\$500K	\$509K	\$474K	\$474K	\$429K	\$439K	\$468K	\$532K	\$480K	\$437K
Avg Listing Price as a % of Avg Est Value	112%	116%	117%	121%	122%	125%	127%	115%	119%	127%	113%	104%	108%

## 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



	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21
Median Est Value	\$405K	\$405K	\$395K	\$351K	\$351K	\$337K	\$340K	\$344K	\$339K	\$339K	\$371K	\$357K	\$346K
Median Listing Price	\$365K	\$389K	\$360K	\$355K	\$350K	\$329K	\$325K	\$349K	\$349K	\$360K	\$375K	\$349K	\$340K
Med Listing Price as a % of Med Est Value	90%	96%	91%	101%	100%	98%	95%	101%	103%	106%	101%	98%	98%

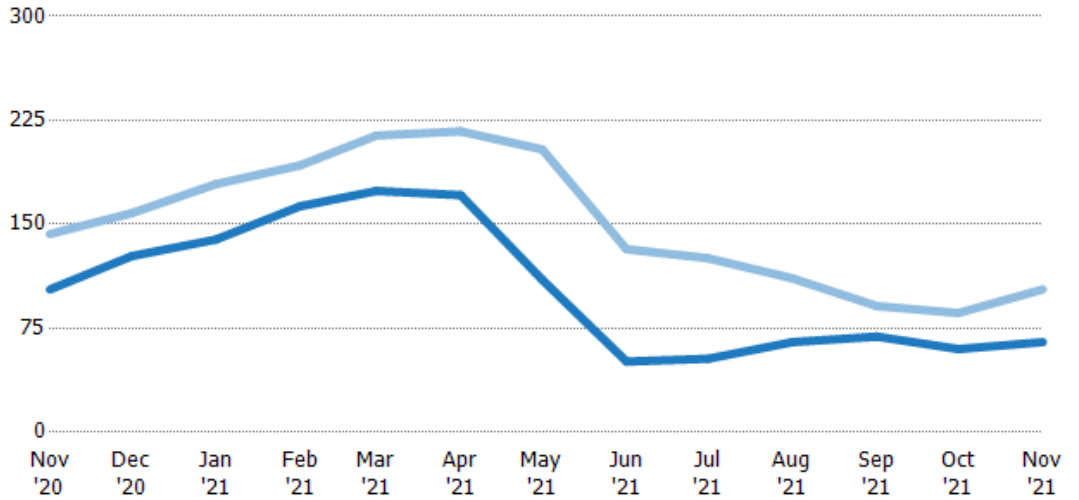
## Median Days in RPR

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.
Nov '21	65	-36.9%
Nov '20	103	-28%
Nov '19	143	5.6%



Current Year	103	127	139	163	174	171	110	51	53	65	69	60	65
Prior Year	143	158	179	193	214	217	204	132	126	111	91	86	103
Percent Change from Prior Year	-28%	-20%	-22%	-15%	-19%	-21%	-46%	-61%	-58%	-41%	-24%	-30%	-37%

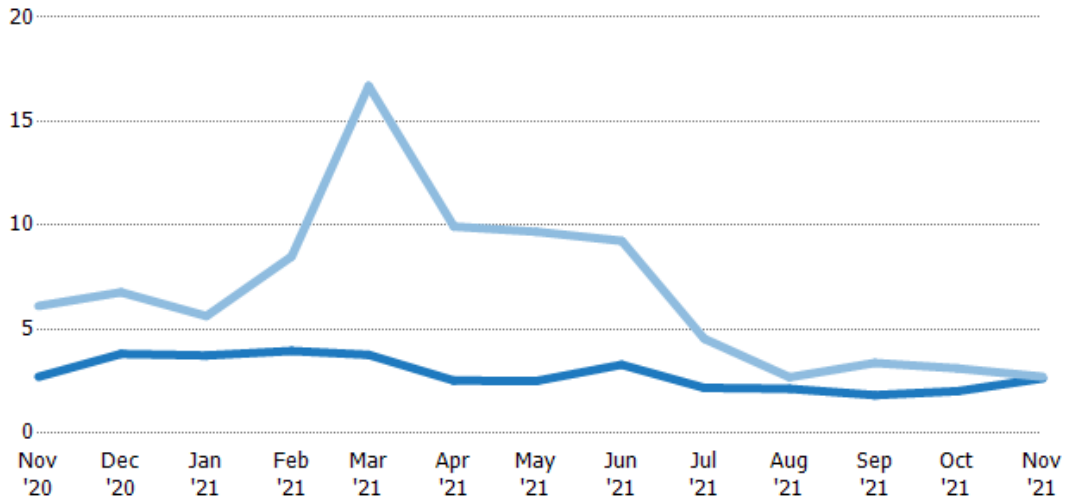
## Months of Inventory

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

Month/Year	Months	% Chg.
Nov '21	2.64	-2.9%
Nov '20	2.72	-55.6%
Nov '19	6.12	-0.7%



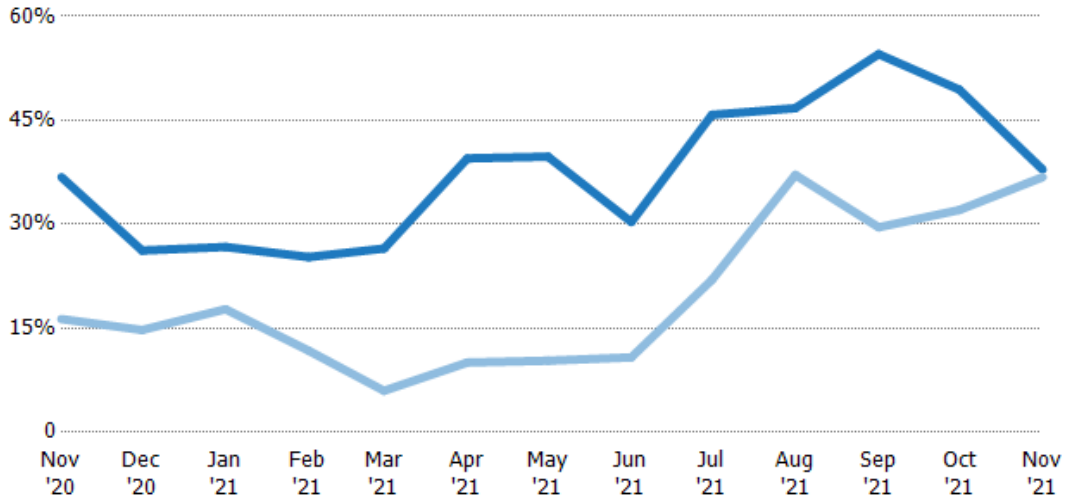
Current Year	2.72	3.81	3.74	3.96	3.77	2.53	2.52	3.3	2.18	2.14	1.83	2.02	2.64
Prior Year	6.12	6.78	5.63	8.5	16.7	9.94	9.69	9.25	4.55	2.69	3.38	3.12	2.72
Percent Change from Prior Year	-56%	-44%	-34%	-53%	-77%	-75%	-74%	-64%	-52%	-21%	-46%	-35%	-3%

## Absorption Rate

The percentage of inventory sold per month.

### Filters Used

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



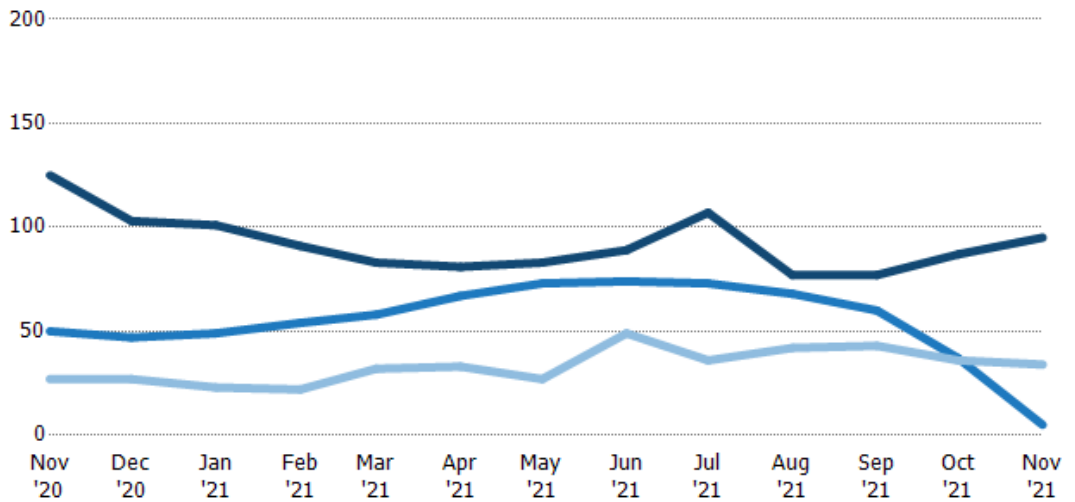
	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21
Current Year	37%	26%	27%	25%	27%	40%	40%	30%	46%	47%	55%	49%	38%
Prior Year	16%	15%	18%	12%	6%	10%	10%	11%	22%	37%	30%	32%	37%
Change from Prior Year	-20%	-11%	-9%	-14%	-21%	-29%	-29%	-20%	-24%	-10%	-25%	-17%	-1%

## 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



	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21
Active	125	103	101	91	83	81	83	89	107	77	77	87	95
Pending	50	47	49	54	58	67	73	74	73	68	60	37	5
Sold	27	27	23	22	32	33	27	49	36	42	43	36	34

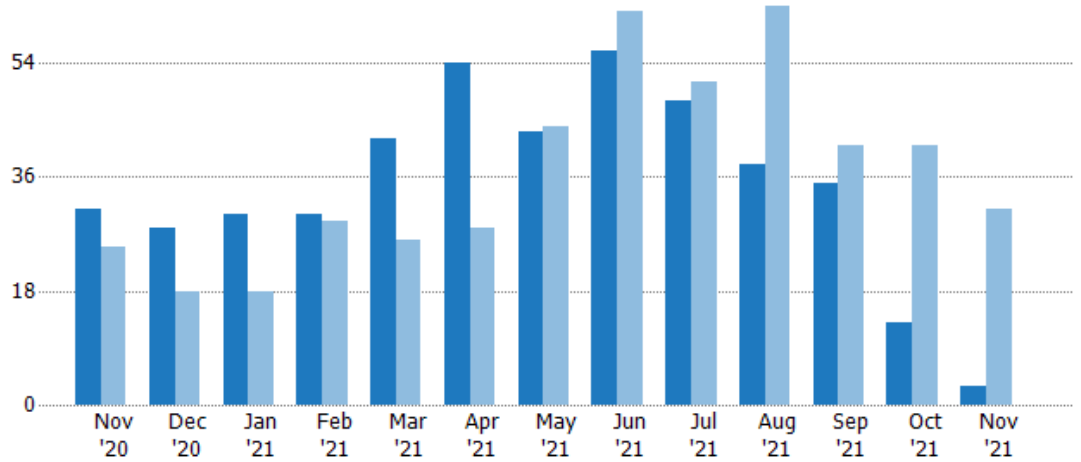
## New Pending Sales

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.
Nov '21	3	-90.3%
Nov '20	31	24%
Nov '19	25	-16%



Current Year	31	28	30	30	42	54	43	56	48	38	35	13	3
Prior Year	25	18	18	29	26	28	44	62	51	63	41	41	31
Percent Change from Prior Year	24%	56%	67%	3%	62%	93%	-2%	-10%	-6%	-40%	-15%	-68%	-90%

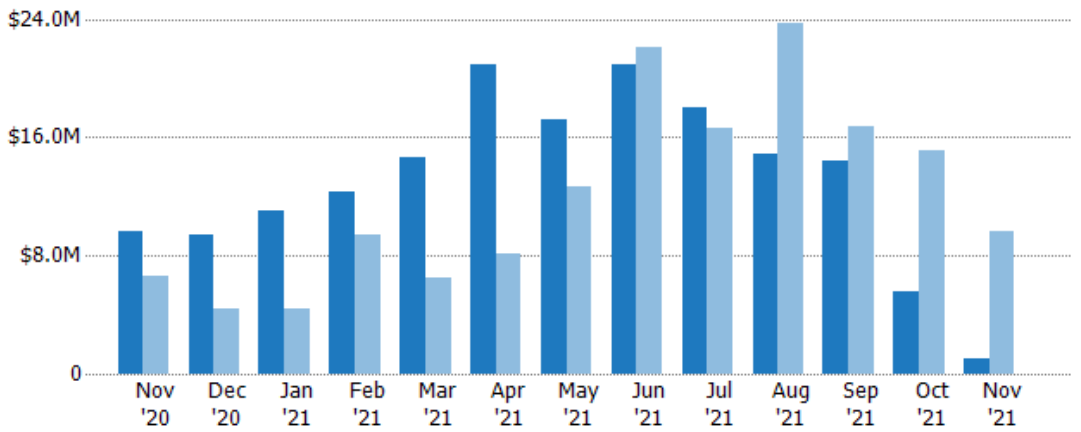
## New Pending Sales Volume

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.
Nov '21	\$1.05M	-89.1%
Nov '20	\$9.65M	45.7%
Nov '19	\$6.62M	16.4%



Current Year	\$9.65M	\$9.36M	\$11M	\$12.3M	\$14.7M	\$20.9M	\$17.2M	\$20.9M	\$18M	\$14.8M	\$14.4M	\$5.55M	\$1.05M
Prior Year	\$6.62M	\$4.37M	\$4.39M	\$9.39M	\$6.5M	\$8.13M	\$12.7M	\$22.1M	\$16.6M	\$23.7M	\$16.7M	\$15.1M	\$9.65M
Percent Change from Prior Year	46%	114%	151%	32%	126%	157%	36%	-6%	8%	-37%	-14%	-63%	-89%



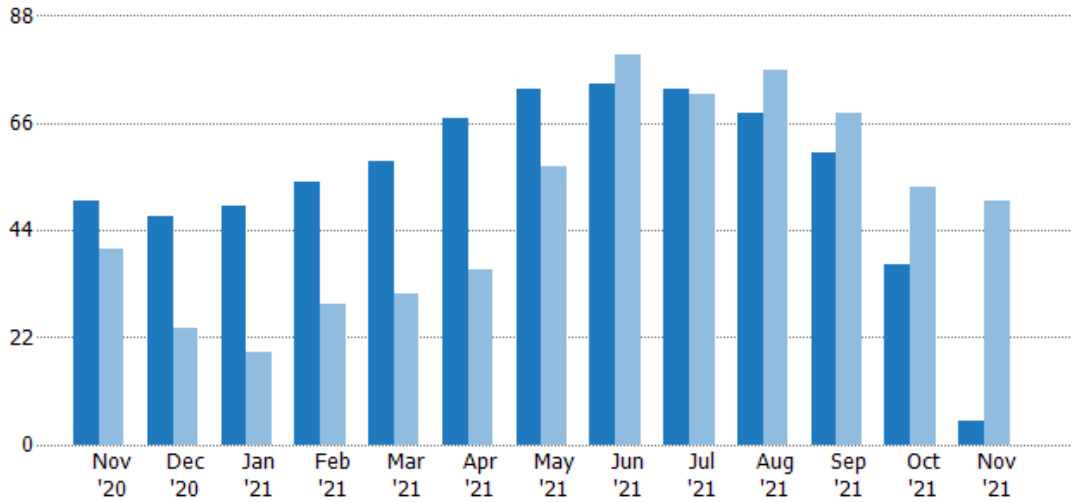
## Pending Sales

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.
Nov '21	5	-90%
Nov '20	50	25%
Nov '19	40	-20%



Current Year	50	47	49	54	58	67	73	74	73	68	60	37	5
Prior Year	40	24	19	29	31	36	57	80	72	77	68	53	50
Percent Change from Prior Year	25%	96%	158%	86%	87%	86%	28%	-8%	1%	-12%	-12%	-30%	-90%

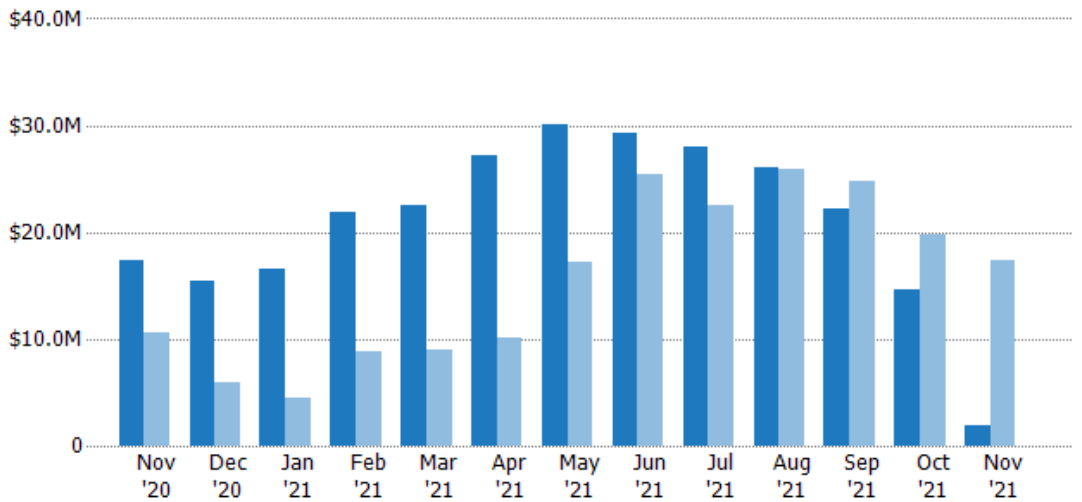
## Pending Sales Volume

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.
Nov '21	\$1.86M	-89.3%
Nov '20	\$17.4M	64.5%
Nov '19	\$10.6M	-9.5%



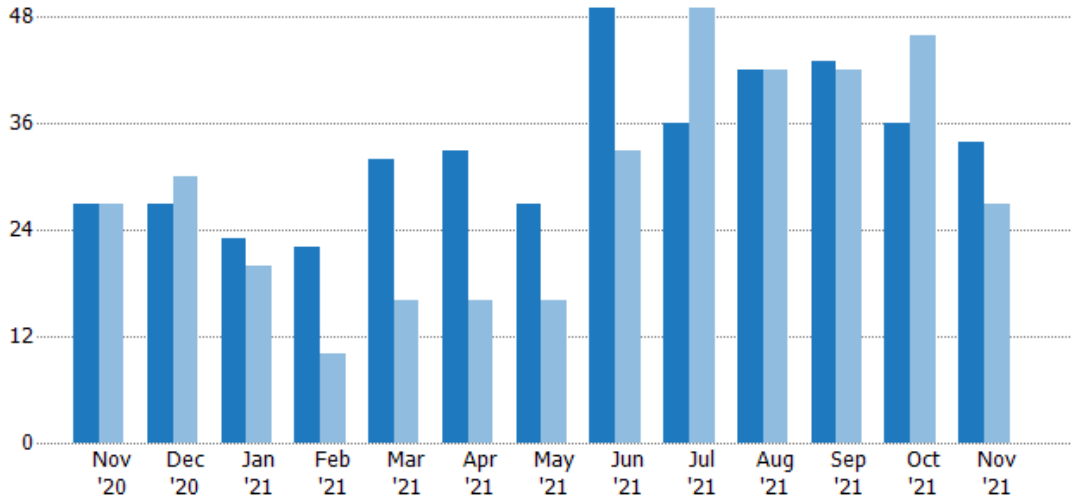
Current Year	\$17.4M	\$15.4M	\$16.5M	\$21.9M	\$22.6M	\$27.2M	\$30.1M	\$29.3M	\$27.9M	\$26.1M	\$22.2M	\$14.7M	\$1.86M
Prior Year	\$10.6M	\$5.93M	\$4.5M	\$8.83M	\$9M	\$10.1M	\$17.2M	\$25.5M	\$22.5M	\$25.9M	\$24.8M	\$19.7M	\$17.4M
Percent Change from Prior Year	64%	159%	268%	148%	151%	168%	74%	15%	24%	1%	-11%	-26%	-89%

## 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



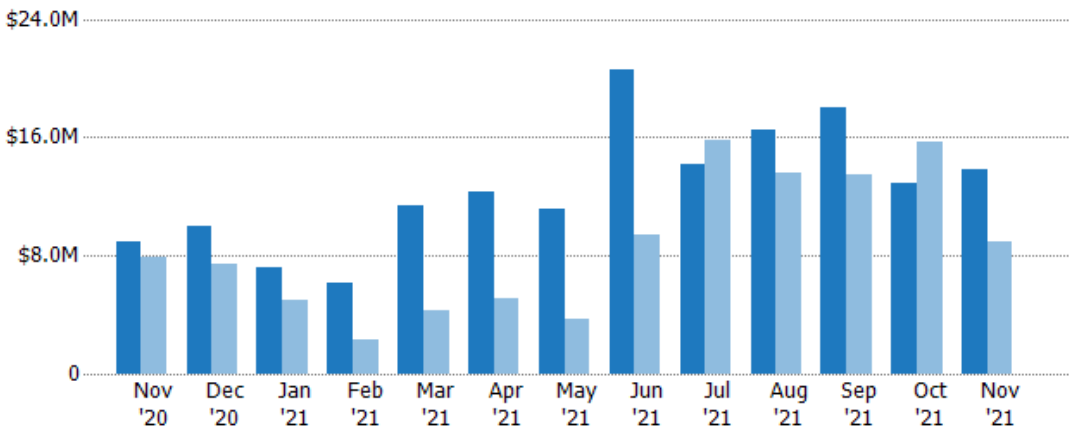
	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21
Current Year	27	27	23	22	32	33	27	49	36	42	43	36	34
Prior Year	27	30	20	10	16	16	16	33	49	42	42	46	27
Percent Change from Prior Year	0%	-10%	15%	120%	100%	106%	69%	48%	-27%	0%	2%	-22%	26%

## 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



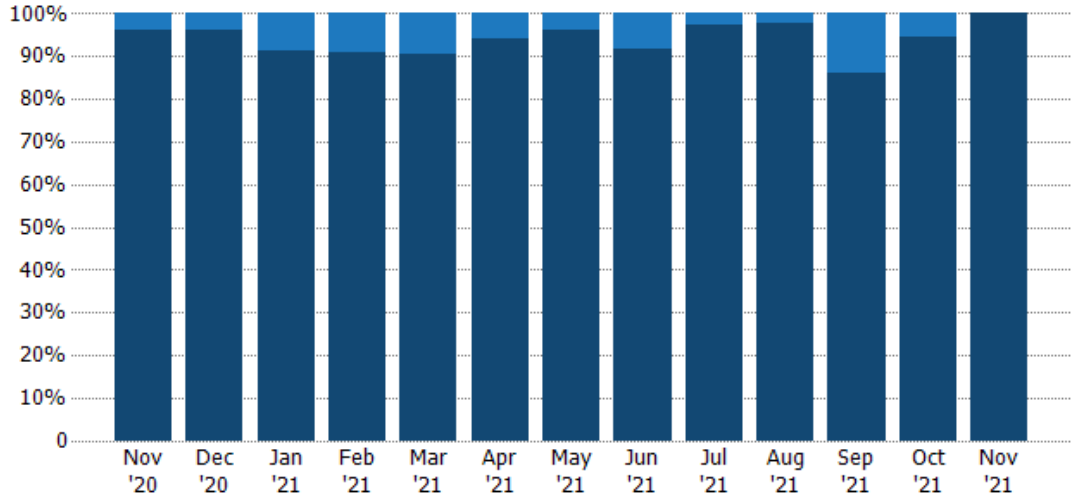
	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21
Current Year	\$8.97M	\$9.97M	\$7.15M	\$6.19M	\$11.4M	\$12.3M	\$11.2M	\$20.5M	\$14.2M	\$16.5M	\$18.1M	\$12.9M	\$13.9M
Prior Year	\$7.85M	\$7.45M	\$5.03M	\$2.3M	\$4.23M	\$5.06M	\$3.76M	\$9.36M	\$15.8M	\$13.5M	\$13.4M	\$15.7M	\$8.97M
Percent Change from Prior Year	14%	34%	42%	169%	169%	143%	197%	119%	-10%	22%	35%	-18%	55%

## 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



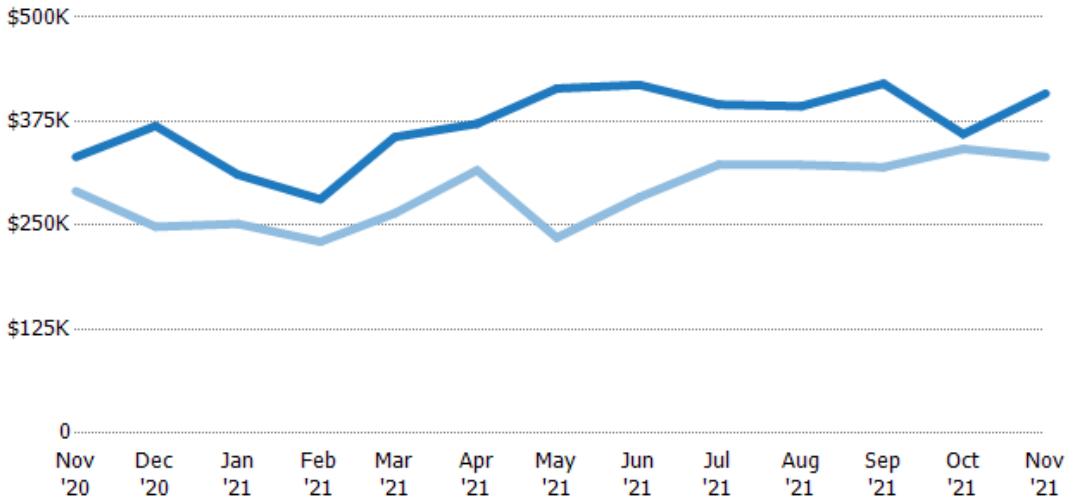
Condo/Townhouse	4%	4%	9%	9%	9%	6%	4%	8%	3%	2%	14%	6%	-
Single Family Residence	96%	96%	91%	91%	91%	94%	96%	92%	97%	98%	86%	94%	100%

## 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	\$332K	\$369K	\$311K	\$281K	\$356K	\$372K	\$414K	\$419K	\$395K	\$393K	\$420K	\$360K	\$408K
Prior Year	\$291K	\$248K	\$252K	\$230K	\$264K	\$316K	\$235K	\$284K	\$323K	\$323K	\$320K	\$342K	\$332K
Percent Change from Prior Year	14%	49%	23%	22%	35%	18%	76%	48%	22%	22%	31%	5%	23%

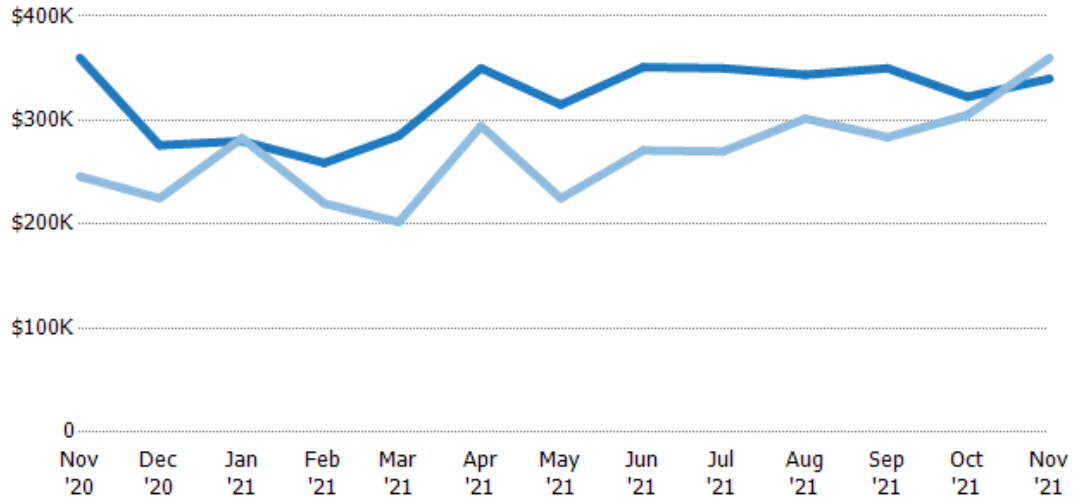
## Median Sales Price

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.
Nov '21	\$340K	-5.6%
Nov '20	\$360K	46.3%
Nov '19	\$246K	17.5%



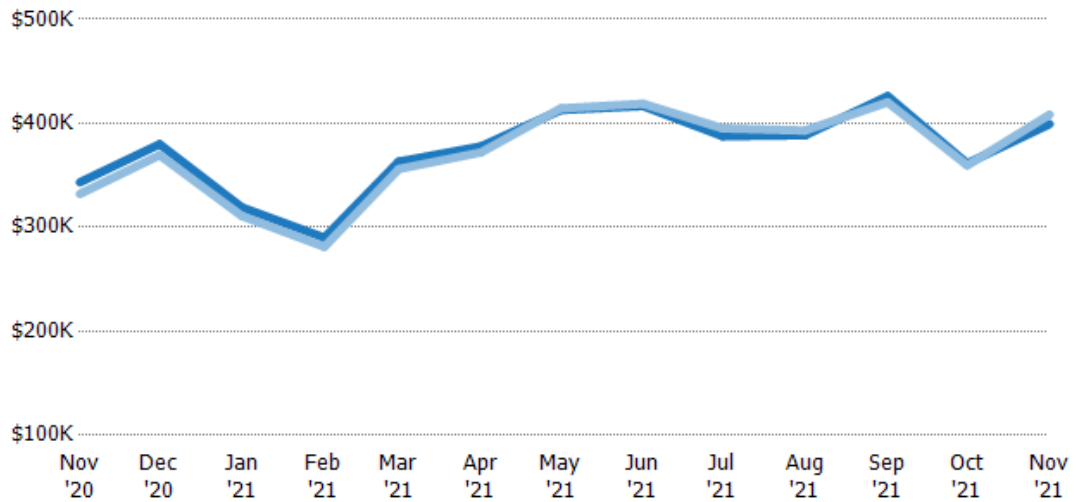
Current Year	\$360K	\$276K	\$280K	\$259K	\$285K	\$350K	\$315K	\$351K	\$350K	\$344K	\$350K	\$323K	\$340K
Prior Year	\$246K	\$225K	\$283K	\$220K	\$202K	\$295K	\$225K	\$271K	\$270K	\$302K	\$284K	\$305K	\$360K
Percent Change from Prior Year	46%	23%	-1%	18%	41%	19%	40%	30%	30%	14%	23%	6%	-6%

## 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



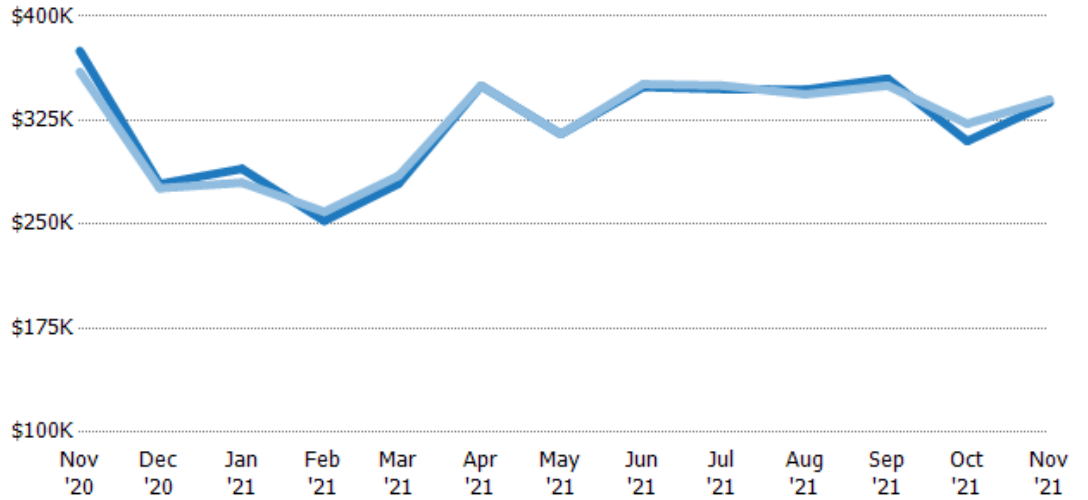
Avg List Price	\$343K	\$380K	\$319K	\$290K	\$363K	\$378K	\$413K	\$417K	\$388K	\$388K	\$426K	\$361K	\$399K
Avg Sales Price	\$332K	\$369K	\$311K	\$281K	\$356K	\$372K	\$414K	\$419K	\$395K	\$393K	\$420K	\$360K	\$408K
Avg Sales Price as a % of Avg List Price	97%	97%	97%	97%	98%	98%	100%	101%	102%	101%	99%	99%	102%

## 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



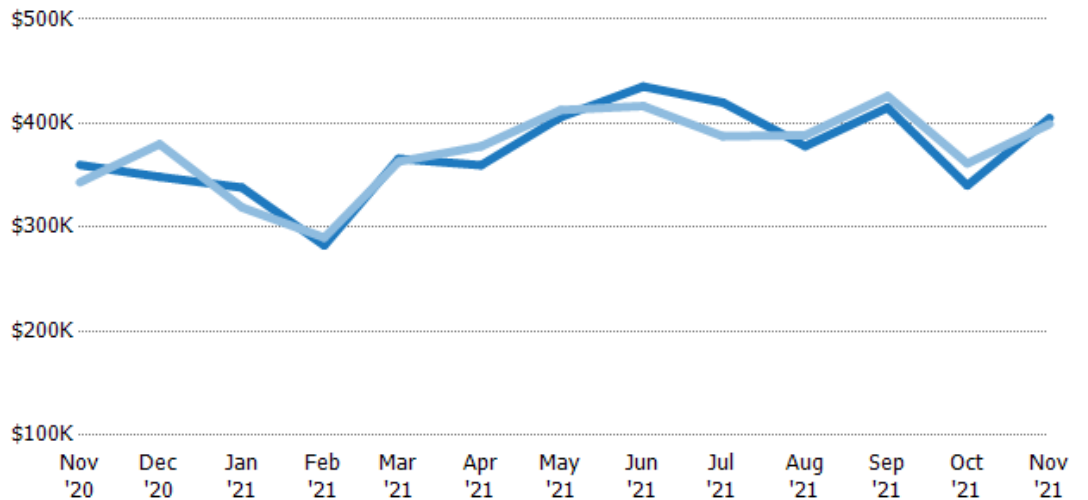
	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21
Median List Price	\$375K	\$279K	\$290K	\$253K	\$279K	\$350K	\$315K	\$349K	\$348K	\$347K	\$355K	\$310K	\$338K
Median Sales Price	\$360K	\$276K	\$280K	\$259K	\$285K	\$350K	\$315K	\$351K	\$350K	\$344K	\$350K	\$323K	\$340K
Med Sales Price as a % of Med List Price	96%	99%	97%	103%	102%	100%	100%	101%	101%	99%	99%	104%	101%

## 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



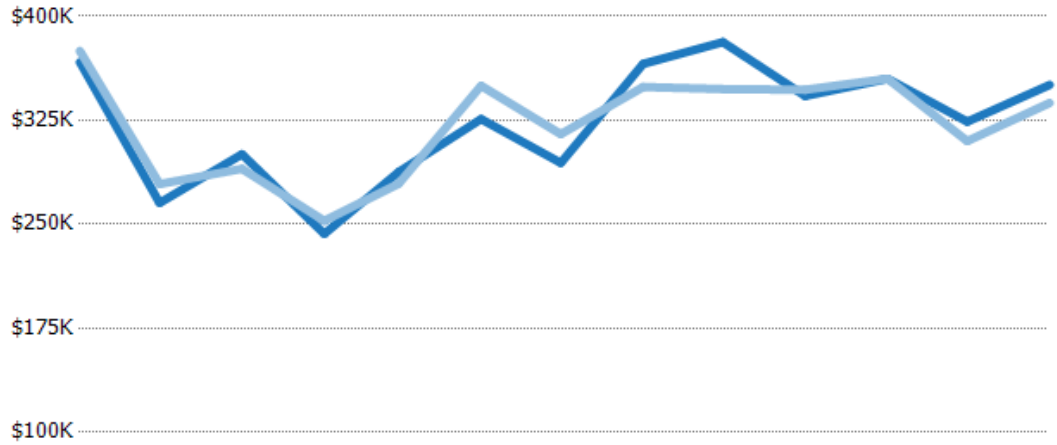
	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21
Avg Est Value	\$360K	\$348K	\$338K	\$283K	\$366K	\$360K	\$406K	\$435K	\$420K	\$378K	\$415K	\$340K	\$405K
Avg Sales Price	\$343K	\$380K	\$319K	\$290K	\$363K	\$378K	\$413K	\$417K	\$388K	\$388K	\$426K	\$361K	\$399K
Avg Sales Price as a % of Avg Est Value	95%	109%	94%	103%	99%	105%	102%	96%	92%	103%	103%	106%	99%

## 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



	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21
Median Est Value	\$367K	\$265K	\$301K	\$243K	\$288K	\$326K	\$294K	\$366K	\$381K	\$343K	\$355K	\$324K	\$351K
Median Sales Price	\$375K	\$279K	\$290K	\$253K	\$279K	\$350K	\$315K	\$349K	\$348K	\$347K	\$355K	\$310K	\$338K
Med Sales Price as a % of Med Est Value	102%	105%	97%	104%	97%	107%	107%	95%	91%	101%	100%	96%	96%