

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	Oct 2021	Oct 2020	+ / -	YTD 2021	YTD 2020	+ / -
Listing Activity Charts Metrics						
New Listing Count	27	30	-10%	391	359	+8.9%
New Listing Volume	\$10,754,200	\$11,917,200	-9.8%	\$162,119,420	\$138,246,126	+17.3%
Active Listing Count	87	131	-33.6%	N/A	N/A	
Active Listing Volume	\$41,788,400	\$62,296,412	-32.9%	N/A	N/A	
Average Listing Price	\$480,326	\$475,545	+1%	\$479,234	\$403,480	+18.8%
Median Listing Price	\$349,000	\$355,000	-1.7%	\$350,107	\$320,086	+9.4%
Median Days in RPR	60	86	-30.2%	96.87	133.14	-27.2%
Months of Inventory	2	3.1	-35.1%	3	5.2	-42.1%
Absorption Rate	49.43%	32.06%	+17.4%	33.11%	19.17%	+13.9%
Sales Activity Charts Metrics						
New Pending Sales Count	13	41	-68.3%	389	403	-3.5%
New Pending Sales Volume	\$5,547,000	\$15,086,600	-63.2%	\$149,734,370	\$135,278,861	+10.7%
Pending Sales Count	37	53	-30.2%	N/A	N/A	
Pending Sales Volume	\$14,702,800	\$19,749,147	-25.6%	N/A	N/A	
Closed Sales Count	36	46	-21.7%	343	290	+18.3%
Closed Sales Volume	\$12,942,000	\$15,722,050	-17.7%	\$130,454,310	\$88,263,914	+47.8%
Average Sales Price	\$359,500	\$341,784	+5.2%	\$380,333	\$304,358	+25%
Median Sales Price	\$322,500	\$305,000	+5.7%	\$327,141	\$276,509	+18.3%

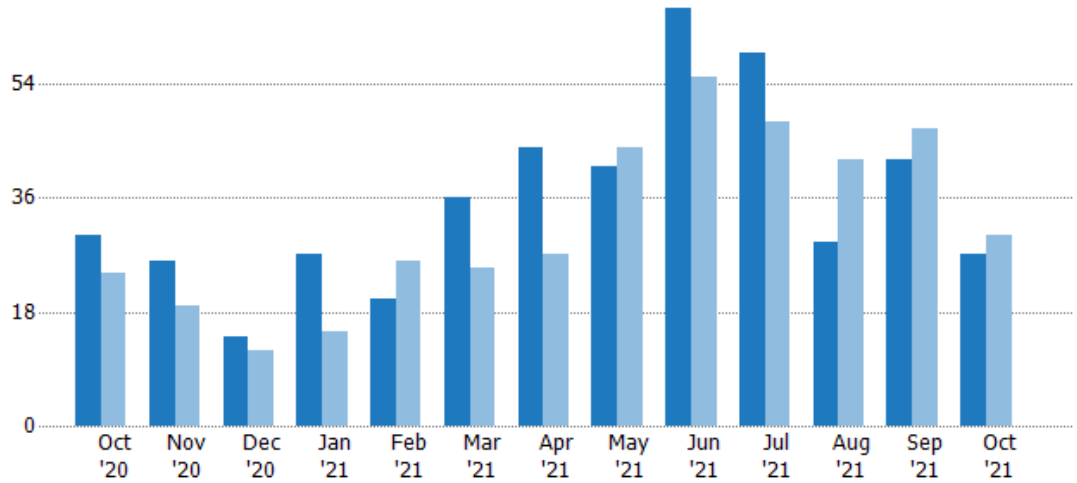
New Listings

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.
Oct '21	27	-10%
Oct '20	30	25%
Oct '19	24	0%



Current Year	30	26	14	27	20	36	44	41	66	59	29	42	27
Prior Year	24	19	12	15	26	25	27	44	55	48	42	47	30
Percent Change from Prior Year	25%	37%	17%	80%	-23%	44%	63%	-7%	20%	23%	-31%	-11%	-10%

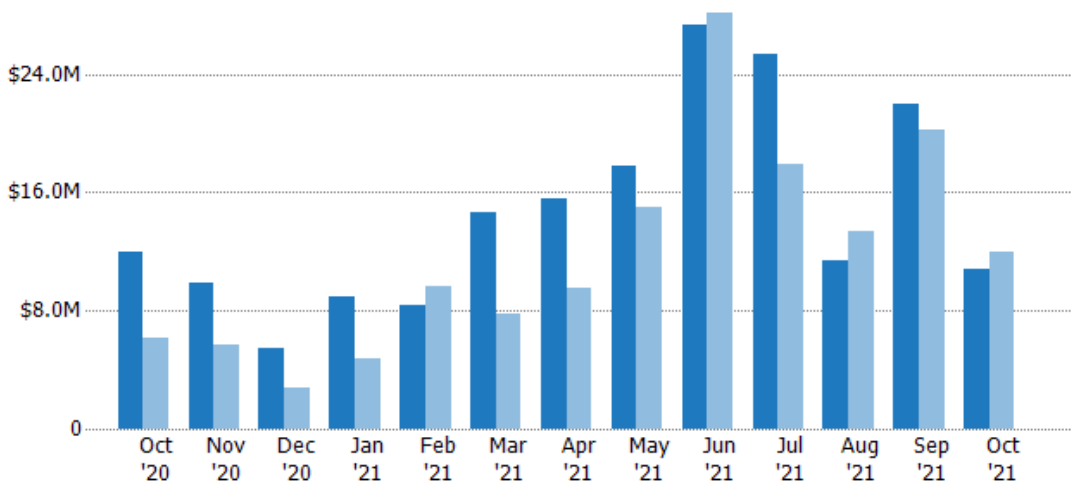
New Listing Volume

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.
Oct '21	\$10.8M	-9.8%
Oct '20	\$11.9M	95.4%
Oct '19	\$6.1M	8.3%



Current Year	\$11.9M	\$9.83M	\$5.46M	\$8.89M	\$8.39M	\$14.6M	\$15.6M	\$17.8M	\$27.4M	\$25.4M	\$11.4M	\$21.9M	\$10.8M
Prior Year	\$6.1M	\$5.63M	\$2.74M	\$4.79M	\$9.6M	\$7.79M	\$9.55M	\$14.9M	\$28.2M	\$17.9M	\$13.4M	\$20.2M	\$11.9M
Percent Change from Prior Year	95%	74%	99%	86%	-13%	88%	63%	19%	-3%	42%	-15%	9%	-10%

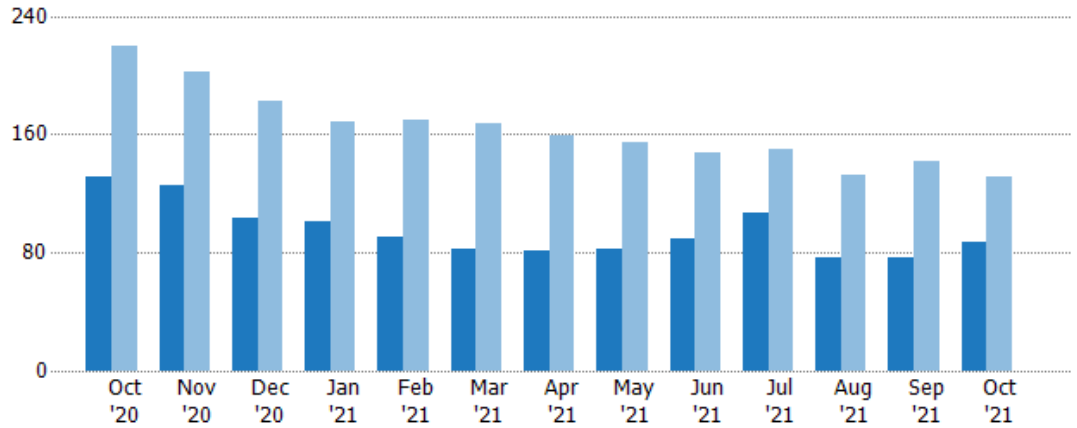
Active Listings

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

Month/Year	Count	% Chg.
Oct '21	87	-33.6%
Oct '20	131	-40.5%
Oct '19	220	6.8%



Current Year	131	125	103	101	91	83	81	83	89	107	77	77	87
Prior Year	220	202	183	169	170	167	159	155	148	150	132	142	131
Percent Change from Prior Year	-40%	-38%	-44%	-40%	-46%	-50%	-49%	-46%	-40%	-29%	-42%	-46%	-34%

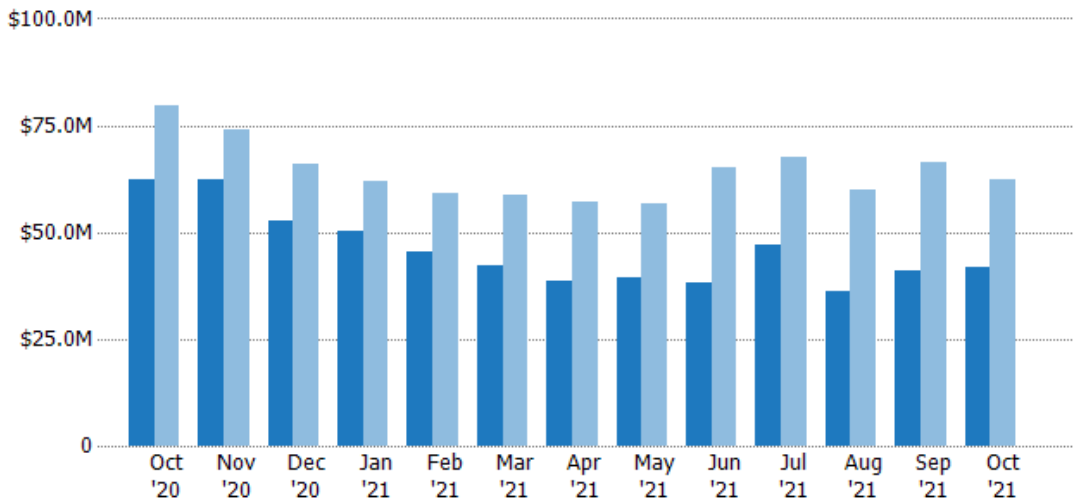
Active Listing Volume

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.
Oct '21	\$41.8M	-32.9%
Oct '20	\$62.3M	-21.8%
Oct '19	\$79.6M	18.1%



Current Year	\$62.3M	\$62.2M	\$52.6M	\$50.2M	\$45.5M	\$42.2M	\$38.4M	\$39.4M	\$38.2M	\$47M	\$36.1M	\$41M	\$41.8M
Prior Year	\$79.6M	\$74.1M	\$66M	\$62M	\$59M	\$58.6M	\$56.9M	\$56.9M	\$64.9M	\$67.7M	\$59.8M	\$66.3M	\$62.3M
Percent Change from Prior Year	-22%	-16%	-20%	-19%	-23%	-28%	-33%	-31%	-41%	-31%	-40%	-38%	-33%

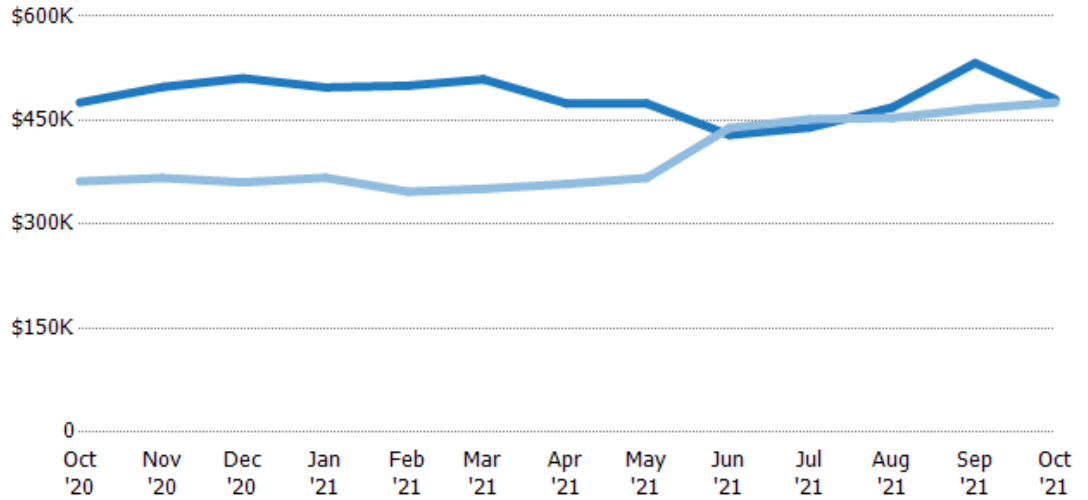
Average Listing Price

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.
Oct '21	\$480K	1%
Oct '20	\$476K	31.4%
Oct '19	\$362K	10.6%



Current Year	\$476K	\$498K	\$511K	\$497K	\$500K	\$509K	\$474K	\$474K	\$429K	\$439K	\$468K	\$532K	\$480K
Prior Year	\$362K	\$367K	\$360K	\$367K	\$347K	\$351K	\$358K	\$367K	\$439K	\$451K	\$453K	\$467K	\$476K
Percent Change from Prior Year	31%	36%	42%	35%	44%	45%	32%	29%	-2%	-3%	3%	14%	1%

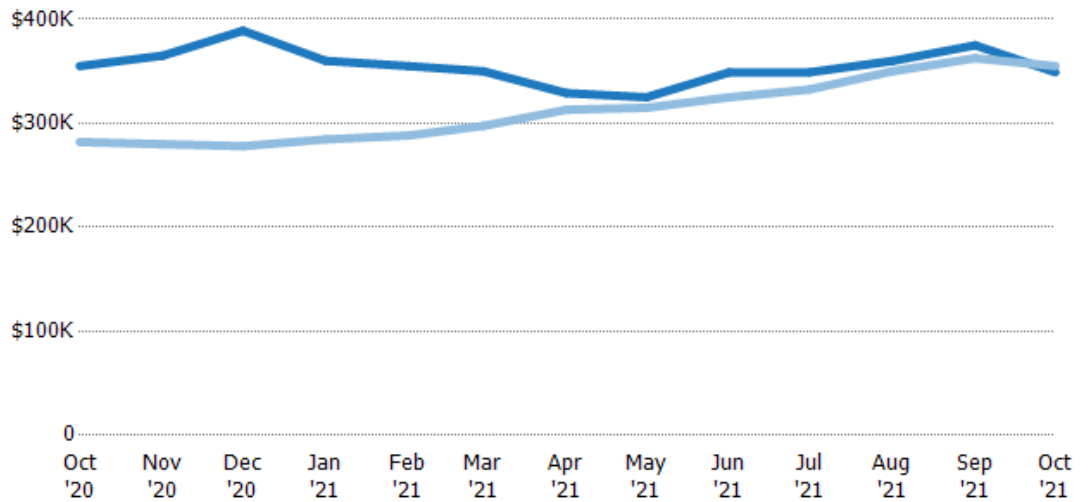
Median Listing Price

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.
Oct '21	\$349K	-1.7%
Oct '20	\$355K	25.9%
Oct '19	\$282K	3.9%



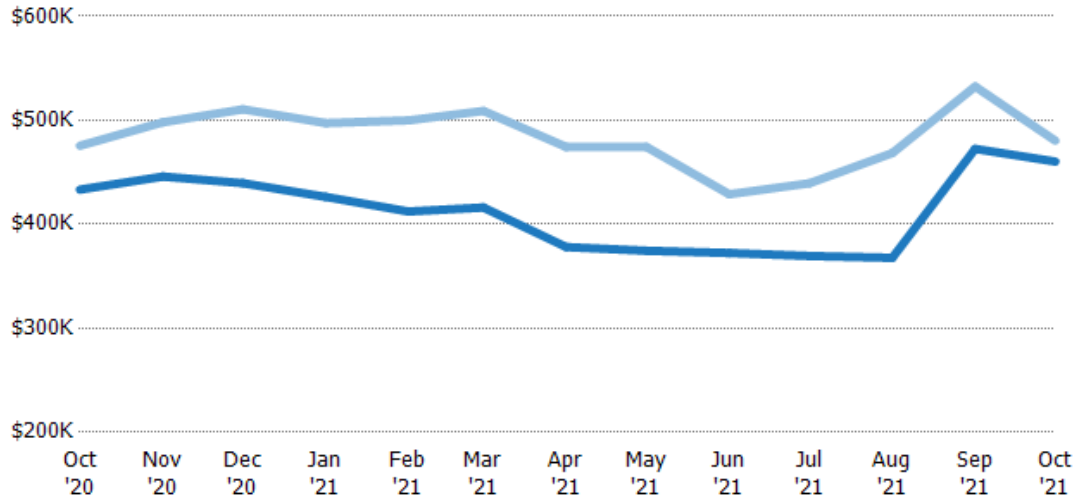
Current Year	\$355K	\$365K	\$389K	\$360K	\$355K	\$350K	\$329K	\$325K	\$349K	\$349K	\$360K	\$375K	\$349K
Prior Year	\$282K	\$280K	\$278K	\$285K	\$288K	\$298K	\$313K	\$315K	\$325K	\$333K	\$350K	\$363K	\$355K
Percent Change from Prior Year	26%	30%	40%	27%	23%	18%	5%	3%	7%	5%	3%	3%	-2%

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

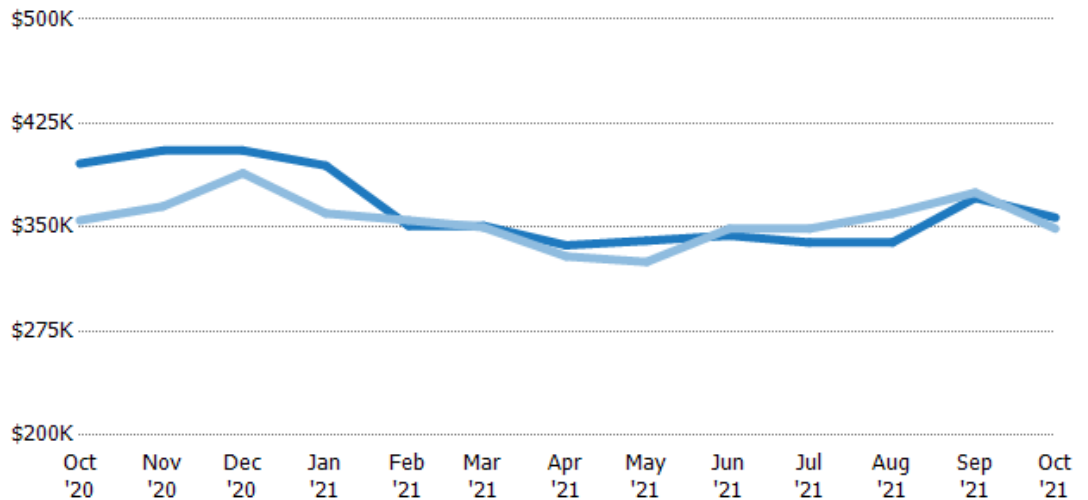


Median Listing Price vs Median Est Value

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



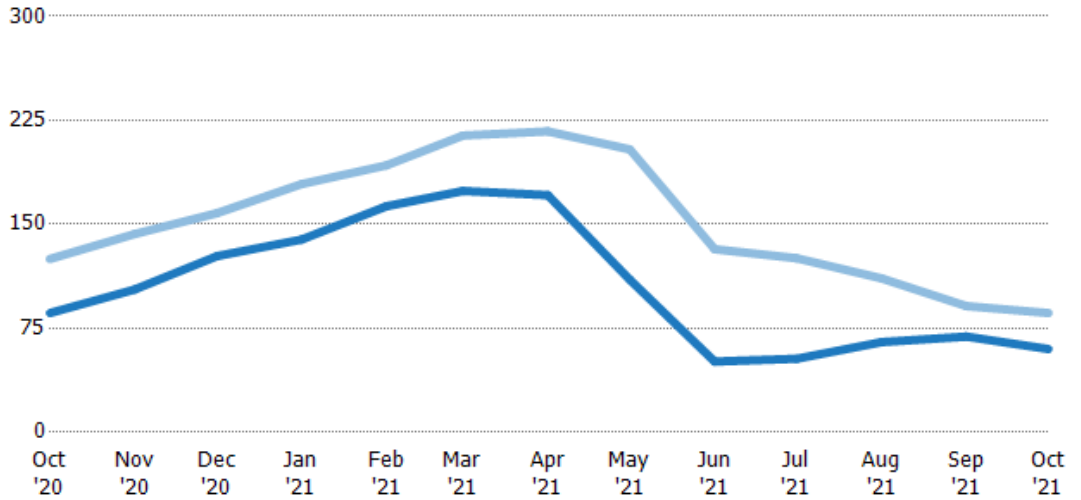
Median Days in RPR

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.
Oct '21	60	-30.2%
Oct '20	86	-31.2%
Oct '19	125	6.4%



Current Year	86	103	127	139	163	174	171	110	51	53	65	69	60
Prior Year	125	143	158	179	193	214	217	204	132	126	111	91	86
Percent Change from Prior Year	-31%	-28%	-20%	-22%	-15%	-19%	-21%	-46%	-61%	-58%	-41%	-24%	-30%

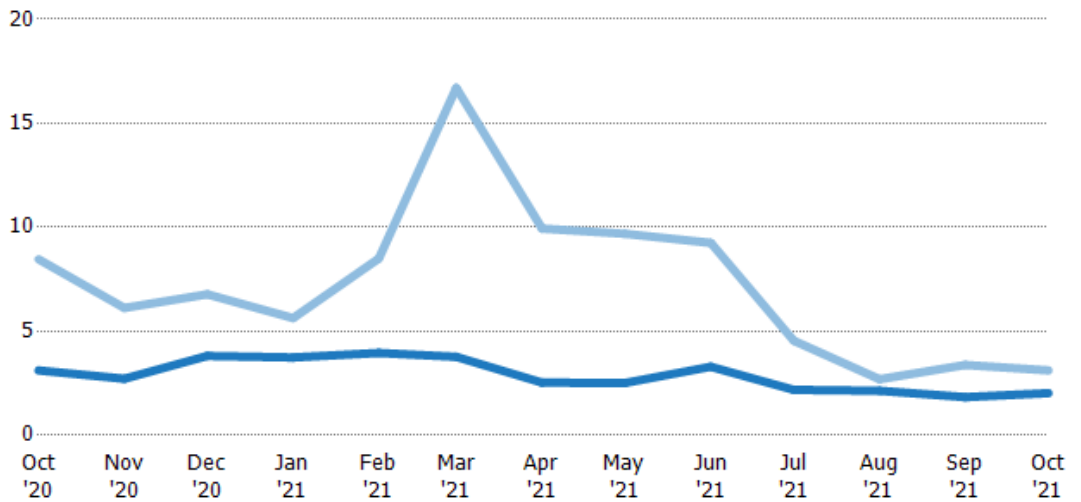
Months of Inventory

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.
Oct '21	2.02	-35.1%
Oct '20	3.12	-63.1%
Oct '19	8.46	-15.8%



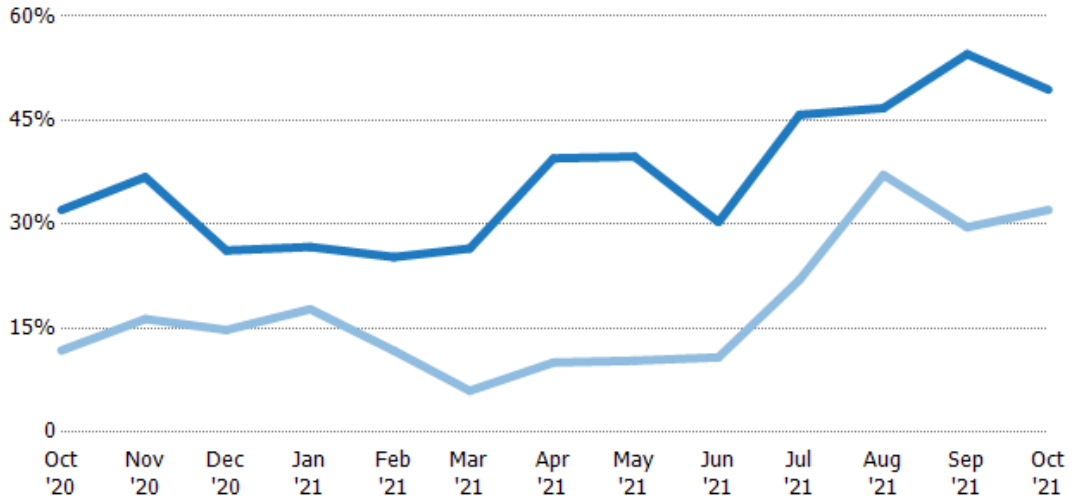
Current Year	3.12	2.72	3.81	3.74	3.96	3.77	2.53	2.52	3.3	2.18	2.14	1.83	2.02
Prior Year	8.46	6.12	6.78	5.63	8.5	16.7	9.94	9.69	9.25	4.55	2.69	3.38	3.12
Percent Change from Prior Year	-63%	-56%	-44%	-34%	-53%	-77%	-75%	-74%	-64%	-52%	-21%	-46%	-35%

Absorption Rate

The percentage of inventory sold per month.

Filters Used

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



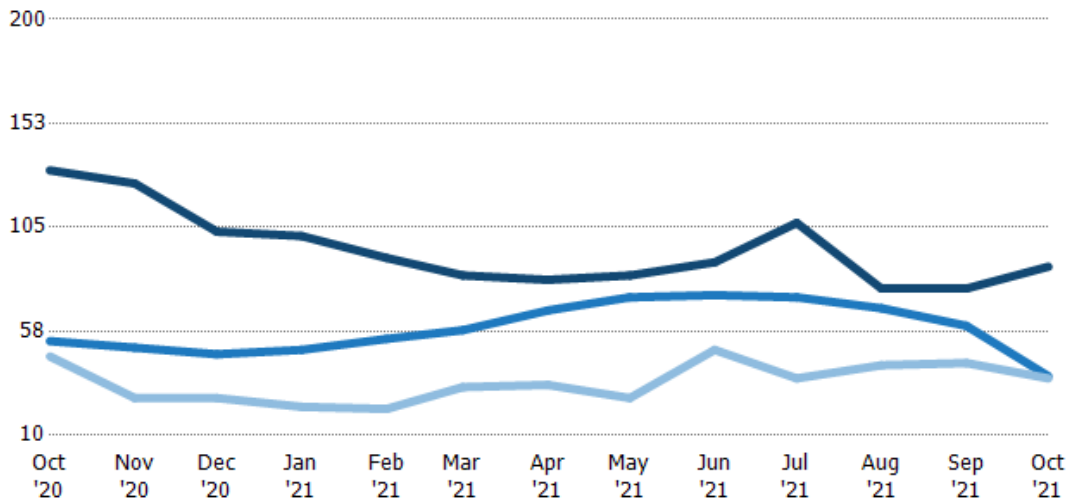
	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21
Current Year	32%	37%	26%	27%	25%	27%	40%	40%	30%	46%	47%	55%	49%
Prior Year	12%	16%	15%	18%	12%	6%	10%	10%	11%	22%	37%	30%	32%
Change from Prior Year	-20%	-20%	-11%	-9%	-14%	-21%	-29%	-29%	-20%	-24%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

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



	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21
Active	131	125	103	101	91	83	81	83	89	107	77	77	87
Pending	53	50	47	49	54	58	67	73	74	73	68	60	37
Sold	46	27	27	23	22	32	33	27	49	36	42	43	36

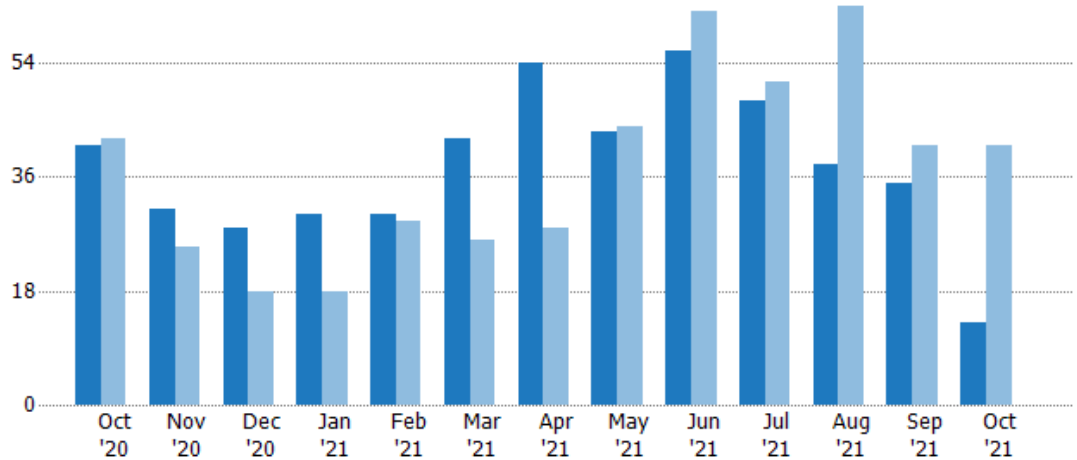
New Pending Sales

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.
Oct '21	13	-68.3%
Oct '20	41	-2.4%
Oct '19	42	-40.5%



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

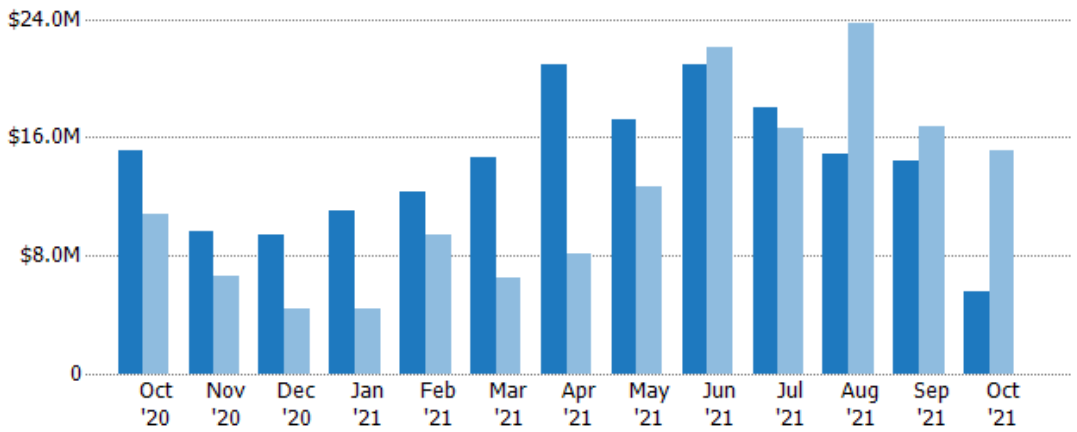
New Pending Sales Volume

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.
Oct '21	\$5.55M	-63.2%
Oct '20	\$15.1M	39.9%
Oct '19	\$10.8M	-34.7%



Current Year	\$15.1M	\$9.65M	\$9.36M	\$11M	\$12.3M	\$14.7M	\$20.9M	\$17.2M	\$20.9M	\$18M	\$14.8M	\$14.4M	\$5.55M
Prior Year	\$10.8M	\$6.62M	\$4.37M	\$4.39M	\$9.39M	\$6.5M	\$8.13M	\$12.7M	\$22.1M	\$16.6M	\$23.7M	\$16.7M	\$15.1M
Percent Change from Prior Year	40%	46%	114%	151%	32%	126%	157%	36%	-6%	8%	-37%	-14%	-63%

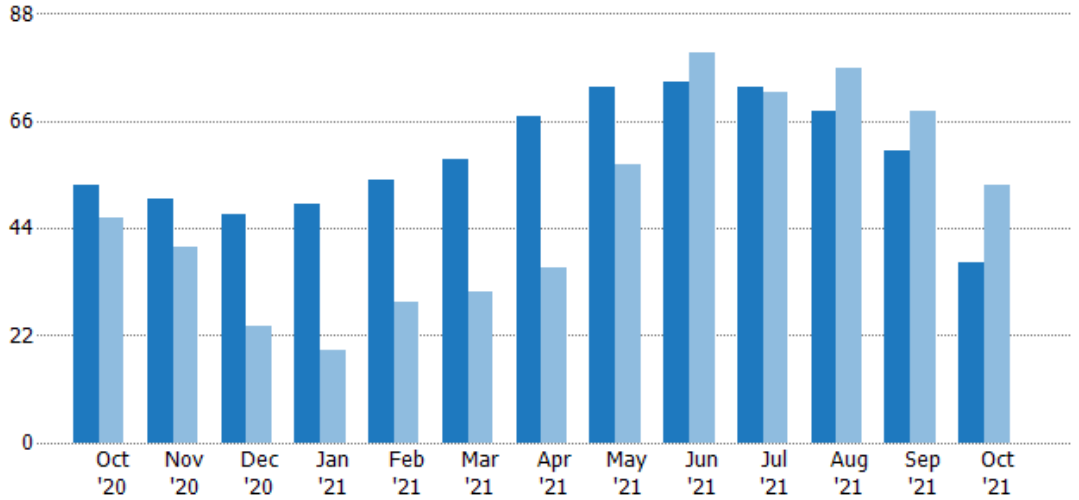
Pending Sales

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.
Oct '21	37	-30.2%
Oct '20	53	15.2%
Oct '19	46	-26.1%



Current Year	53	50	47	49	54	58	67	73	74	73	68	60	37
Prior Year	46	40	24	19	29	31	36	57	80	72	77	68	53
Percent Change from Prior Year	15%	25%	96%	158%	86%	87%	86%	28%	-8%	1%	-12%	-12%	-30%

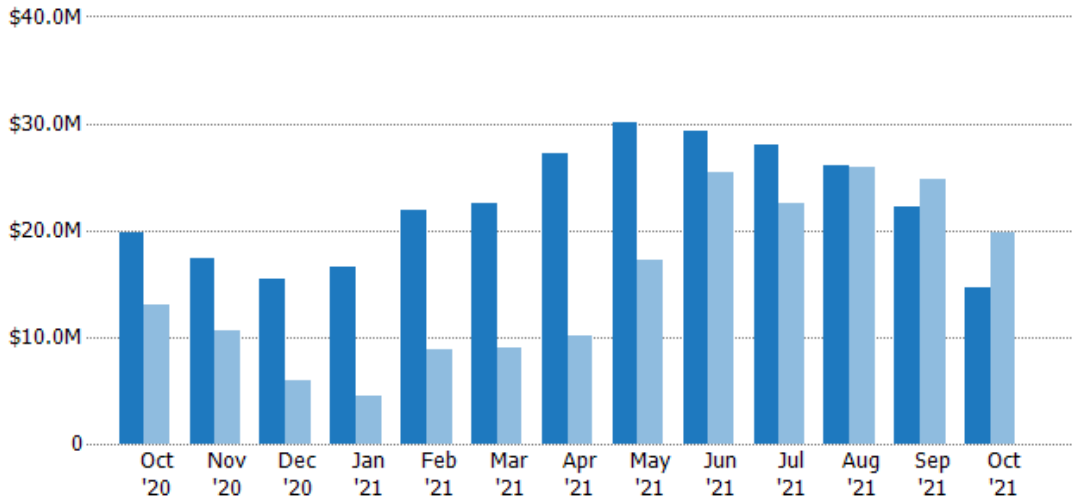
Pending Sales Volume

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.
Oct '21	\$14.7M	-25.6%
Oct '20	\$19.7M	50.9%
Oct '19	\$13.1M	-25.3%



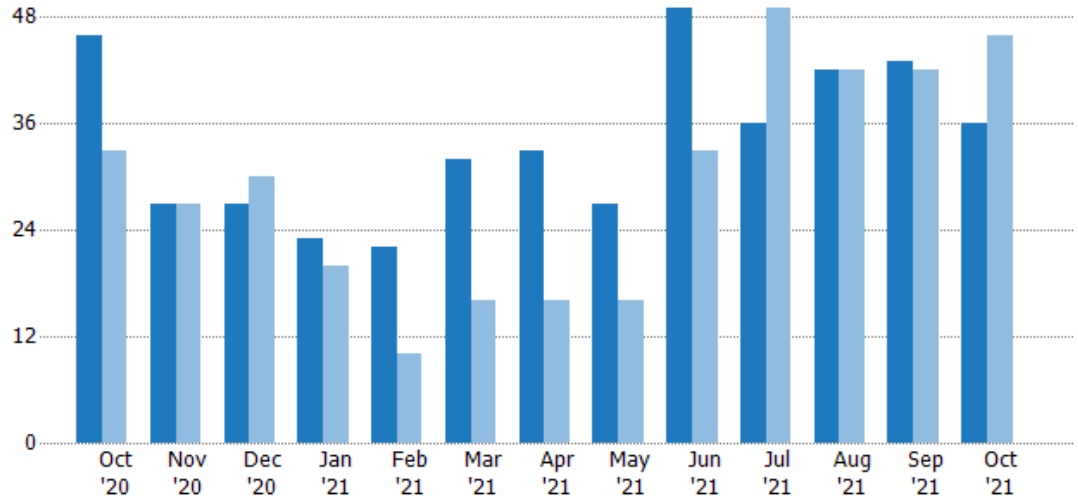
Current Year	\$19.7M	\$17.4M	\$15.4M	\$16.5M	\$21.9M	\$22.6M	\$27.2M	\$30.1M	\$29.3M	\$27.9M	\$26.1M	\$22.2M	\$14.7M
Prior Year	\$13.1M	\$10.6M	\$5.93M	\$4.5M	\$8.83M	\$9M	\$10.1M	\$17.2M	\$25.5M	\$22.5M	\$25.9M	\$24.8M	\$19.7M
Percent Change from Prior Year	51%	64%	159%	268%	148%	151%	168%	74%	15%	24%	1%	-11%	-26%

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.
Oct '21	36	-21.7%
Oct '20	46	39.4%
Oct '19	33	12.1%

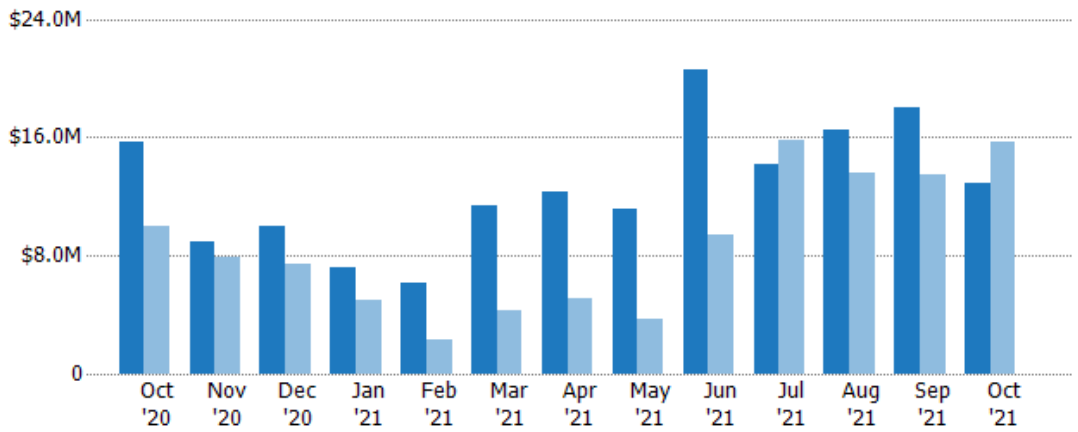
	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21
Current Year	46	27	27	23	22	32	33	27	49	36	42	43	36
Prior Year	33	27	30	20	10	16	16	16	33	49	42	42	46
Percent Change from Prior Year	39%	0%	-10%	15%	120%	100%	106%	69%	48%	-27%	0%	2%	-22%

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.
Oct '21	\$12.9M	-17.7%
Oct '20	\$15.7M	57.4%
Oct '19	\$9.99M	5.5%

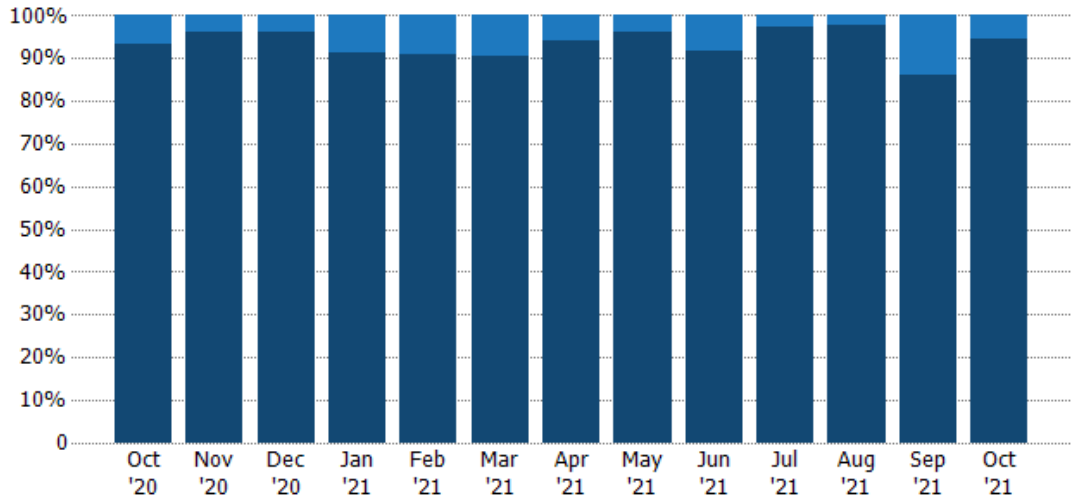
	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21
Current Year	\$15.7M	\$8.97M	\$9.97M	\$7.15M	\$6.19M	\$11.4M	\$12.3M	\$11.2M	\$20.5M	\$14.2M	\$16.5M	\$18.1M	\$12.9M
Prior Year	\$9.99M	\$7.85M	\$7.45M	\$5.03M	\$2.3M	\$4.23M	\$5.06M	\$3.76M	\$9.36M	\$15.8M	\$13.5M	\$13.4M	\$15.7M
Percent Change from Prior Year	57%	14%	34%	42%	169%	169%	143%	197%	119%	-10%	22%	35%	-18%

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



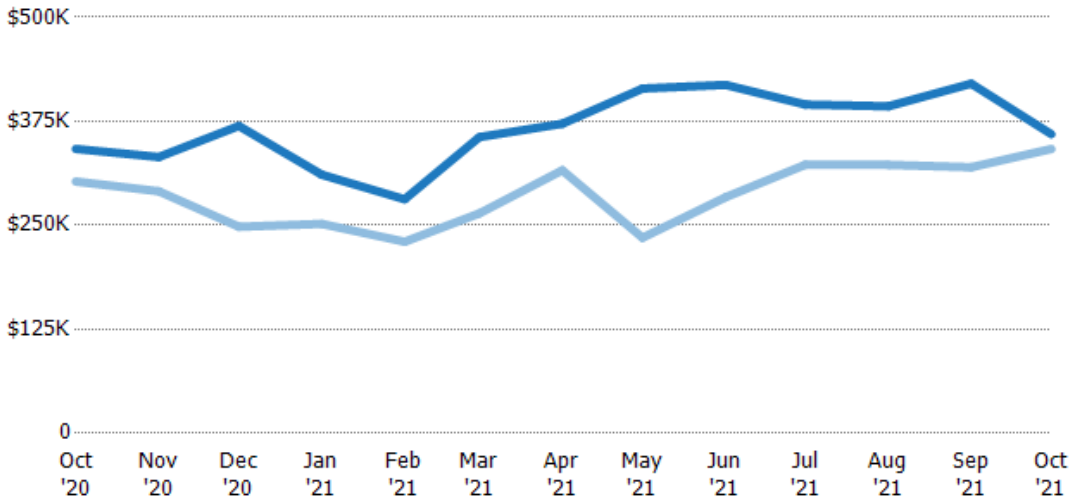
Condo/Townhouse	7%	4%	4%	9%	9%	9%	6%	4%	8%	3%	2%	14%	6%
Single Family Residence	93%	96%	96%	91%	91%	91%	94%	96%	92%	97%	98%	86%	94%

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.
Oct '21	\$360K	5.2%
Oct '20	\$342K	12.9%
Oct '19	\$303K	-5.9%

Current Year	\$342K	\$332K	\$369K	\$311K	\$281K	\$356K	\$372K	\$414K	\$419K	\$395K	\$393K	\$420K	\$360K
Prior Year	\$303K	\$291K	\$248K	\$252K	\$230K	\$264K	\$316K	\$235K	\$284K	\$323K	\$323K	\$320K	\$342K
Percent Change from Prior Year	13%	14%	49%	23%	22%	35%	18%	76%	48%	22%	22%	31%	5%

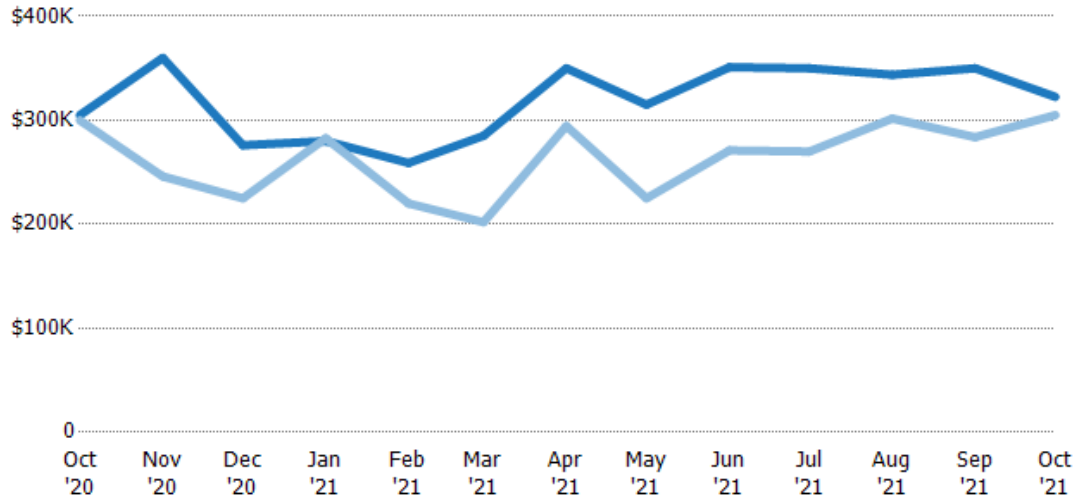
Median Sales Price

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.
Oct '21	\$323K	5.7%
Oct '20	\$305K	1.7%
Oct '19	\$300K	-13%



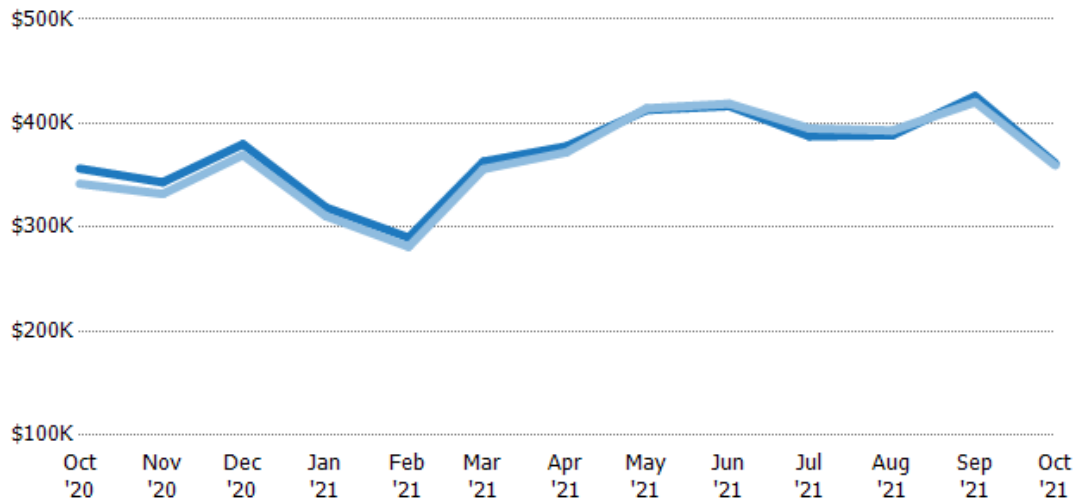
Current Year	\$305K	\$360K	\$276K	\$280K	\$259K	\$285K	\$350K	\$315K	\$351K	\$350K	\$344K	\$350K	\$323K
Prior Year	\$300K	\$246K	\$225K	\$283K	\$220K	\$202K	\$295K	\$225K	\$271K	\$270K	\$302K	\$284K	\$305K
Percent Change from Prior Year	2%	46%	23%	-1%	18%	41%	19%	40%	30%	30%	14%	23%	6%

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



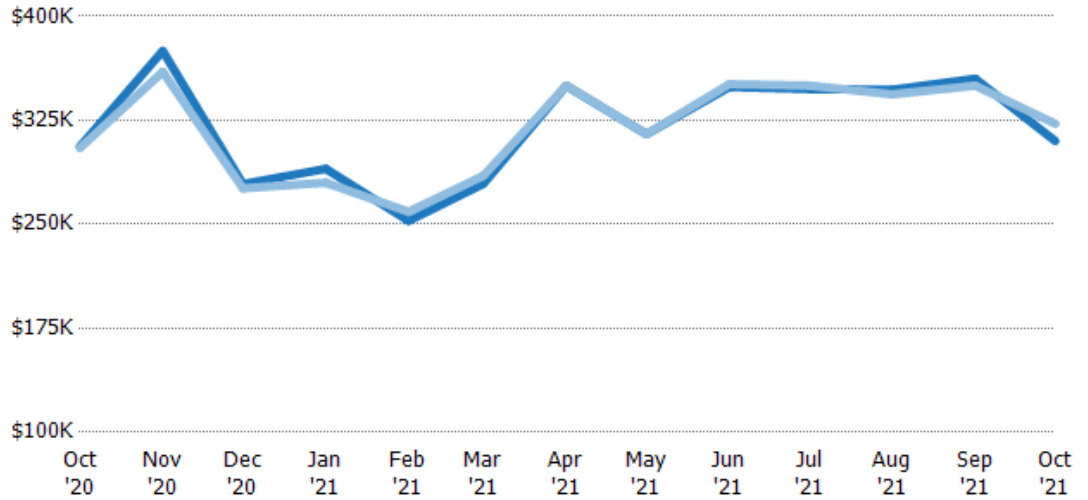
Avg List Price	\$356K	\$343K	\$380K	\$319K	\$290K	\$363K	\$378K	\$413K	\$417K	\$388K	\$388K	\$426K	\$361K
Avg Sales Price	\$342K	\$332K	\$369K	\$311K	\$281K	\$356K	\$372K	\$414K	\$419K	\$395K	\$393K	\$420K	\$360K
Avg Sales Price as a % of Avg List Price	96%	97%	97%	97%	97%	98%	98%	100%	101%	102%	101%	99%	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

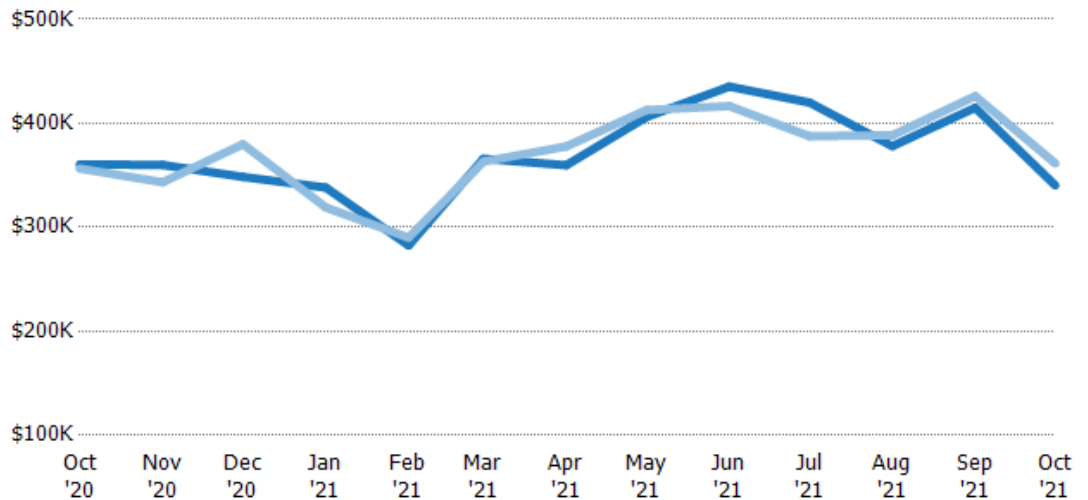


Average Sales Price vs Average Est Value

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

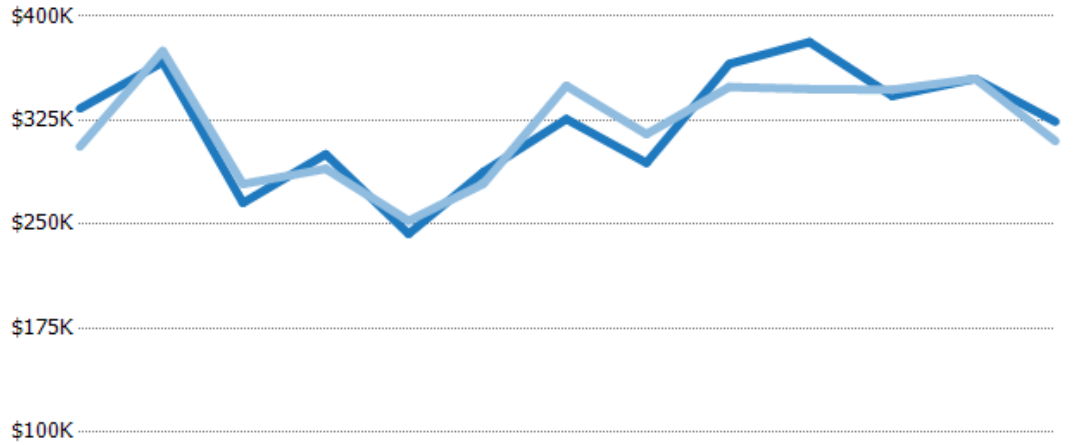


Median Sales Price vs Median Est Value

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



	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21
Median Est Value	\$333K	\$367K	\$265K	\$301K	\$243K	\$288K	\$326K	\$294K	\$366K	\$381K	\$343K	\$355K	\$324K
Median Sales Price	\$306K	\$375K	\$279K	\$290K	\$253K	\$279K	\$350K	\$315K	\$349K	\$348K	\$347K	\$355K	\$310K
Med Sales Price as a % of Med Est Value	92%	102%	105%	97%	104%	97%	107%	107%	95%	91%	101%	100%	96%