

## Summary of Key Listing and Sales Metrics

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

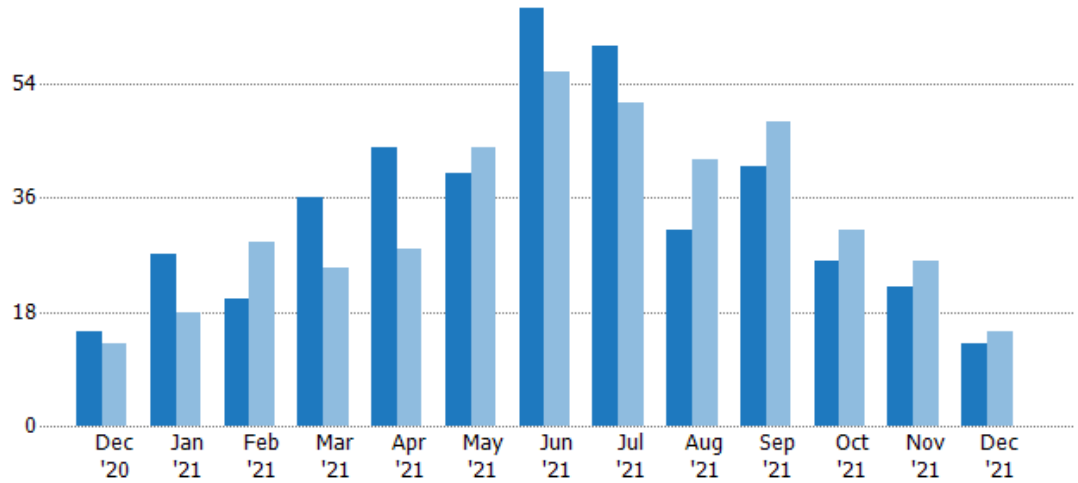
Key Metrics	Dec 2021	Dec 2020	+ / -	YTD 2021	YTD 2020	+ / -
<b>Listing Activity Charts Metrics</b>						
New Listing Count	13	15	-13.3%	426	413	+3.1%
New Listing Volume	\$3,911,440	\$5,851,900	-33.2%	\$174,465,160	\$159,089,626	+9.7%
Active Listing Count	48	104	-53.8%	N/A	N/A	
Active Listing Volume	\$21,277,540	\$52,219,800	-59.3%	N/A	N/A	
Average Listing Price	\$443,282	\$502,113	-11.7%	\$480,415	\$415,044	+15.8%
Median Listing Price	\$344,950	\$383,500	-10.1%	\$351,327	\$325,946	+7.8%
Median Days in RPR	101.5	129	-21.3%	100.63	128.25	-21.5%
Months of Inventory	1.4	3.6	-60.6%	2.7	5.1	-46.7%
Absorption Rate	70.83%	27.88%	+42.9%	36.97%	19.72%	+17.2%
<b>Sales Activity Charts Metrics</b>						
New Pending Sales Count	9	29	-69%	433	461	-6.1%
New Pending Sales Volume	\$2,892,300	\$9,749,100	-70.3%	\$167,427,670	\$154,673,861	+8.2%
Pending Sales Count	17	48	-64.6%	N/A	N/A	
Pending Sales Volume	\$5,986,600	\$15,742,900	-62%	N/A	N/A	
Closed Sales Count	31	28	+10.7%	411	349	+17.8%
Closed Sales Volume	\$13,313,750	\$10,498,250	+26.8%	\$157,849,460	\$111,329,164	+41.8%
Average Sales Price	\$429,476	\$374,938	+14.5%	\$384,062	\$318,995	+20.4%
Median Sales Price	\$335,000	\$278,000	+20.5%	\$329,176	\$286,505	+14.9%

## 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



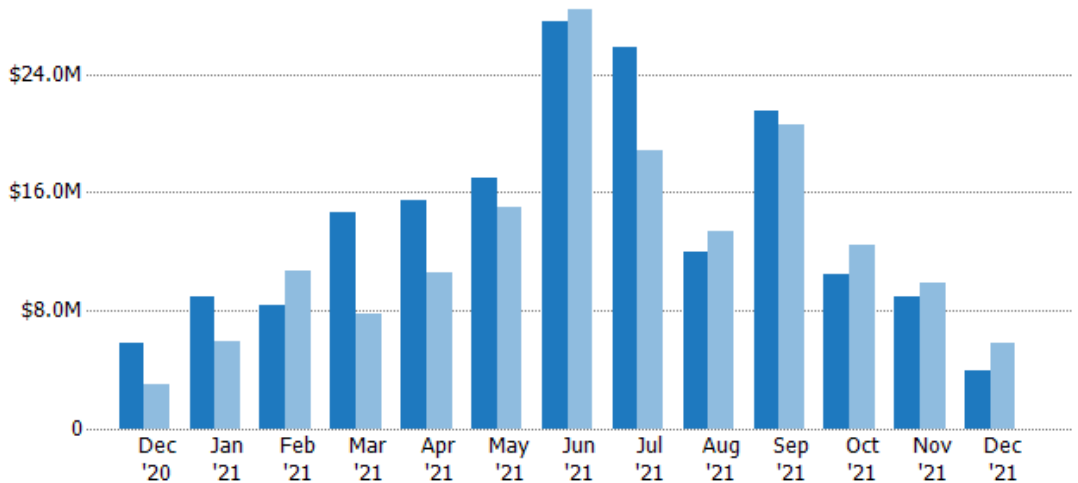
	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21
Current Year	15	27	20	36	44	40	66	60	31	41	26	22	13
Prior Year	13	18	29	25	28	44	56	51	42	48	31	26	15
Percent Change from Prior Year	15%	50%	-31%	44%	57%	-9%	18%	18%	-26%	-15%	-16%	-15%	-13%

## 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



	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21
Current Year	\$5.85M	\$8.89M	\$8.41M	\$14.6M	\$15.5M	\$17M	\$27.5M	\$25.8M	\$12M	\$21.5M	\$10.5M	\$8.88M	\$3.91M
Prior Year	\$2.99M	\$5.89M	\$10.6M	\$7.79M	\$10.6M	\$14.9M	\$28.4M	\$18.8M	\$13.4M	\$20.6M	\$12.5M	\$9.83M	\$5.85M
Percent Change from Prior Year	96%	51%	-21%	88%	47%	14%	-3%	37%	-10%	4%	-16%	-10%	-33%

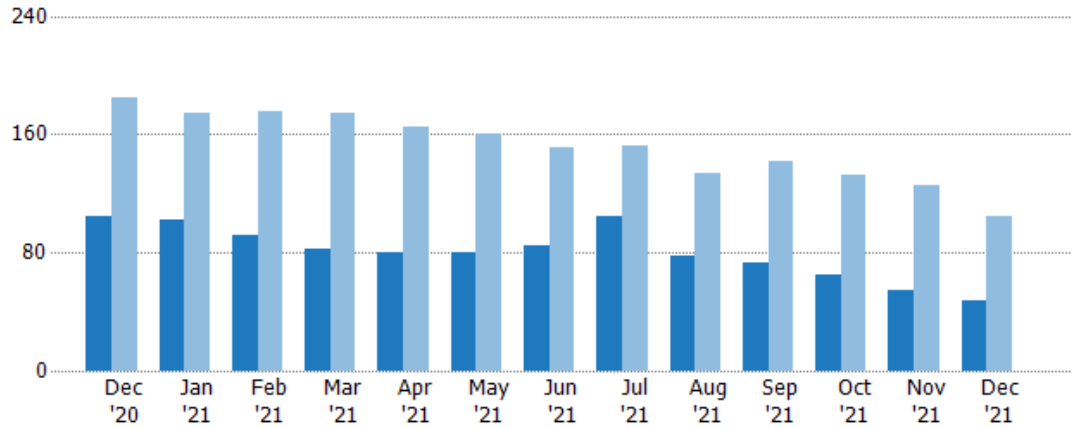
## Active Listings

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.
Dec '21	48	-53.8%
Dec '20	104	-43.8%
Dec '19	185	16.8%



Current Year	104	102	92	82	80	80	85	105	78	73	65	54	48
Prior Year	185	174	176	174	165	160	151	152	134	142	132	126	104
Percent Change from Prior Year	-44%	-41%	-48%	-53%	-52%	-50%	-44%	-31%	-42%	-49%	-51%	-57%	-54%

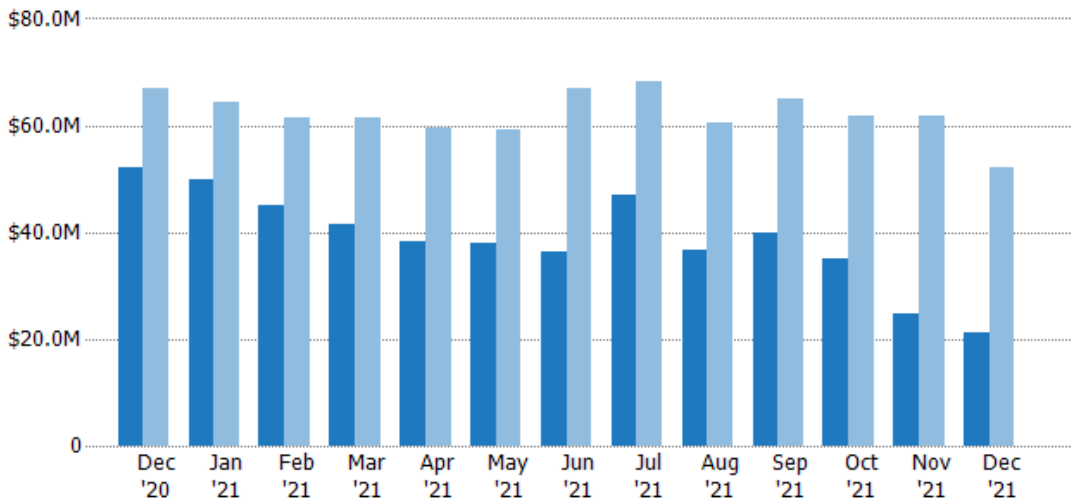
## Active Listing Volume

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.
Dec '21	\$21.3M	-59.3%
Dec '20	\$52.2M	-22.2%
Dec '19	\$67.1M	18.6%



Current Year	\$52.2M	\$49.9M	\$45.1M	\$41.5M	\$38.2M	\$37.9M	\$36.3M	\$46.9M	\$36.6M	\$39.9M	\$35.1M	\$24.7M	\$21.3M
Prior Year	\$67.1M	\$64.3M	\$61.5M	\$61.4M	\$59.6M	\$59.4M	\$66.9M	\$68.4M	\$60.4M	\$65.1M	\$61.9M	\$61.9M	\$52.2M
Percent Change from Prior Year	-22%	-22%	-27%	-32%	-36%	-36%	-46%	-31%	-39%	-39%	-43%	-60%	-59%

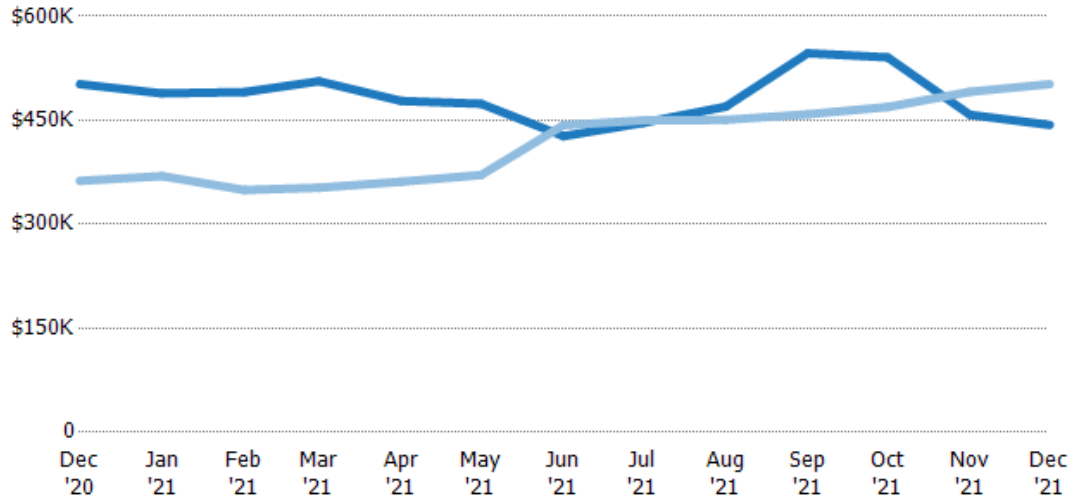
## Average Listing Price

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.
Dec '21	\$443K	-11.7%
Dec '20	\$502K	38.5%
Dec '19	\$363K	1.6%



Current Year	\$502K	\$489K	\$491K	\$506K	\$478K	\$474K	\$427K	\$446K	\$470K	\$547K	\$541K	\$458K	\$443K
Prior Year	\$363K	\$369K	\$349K	\$353K	\$361K	\$371K	\$443K	\$450K	\$451K	\$459K	\$469K	\$491K	\$502K
Percent Change from Prior Year	38%	32%	40%	44%	32%	28%	-4%	-1%	4%	19%	15%	-7%	-12%

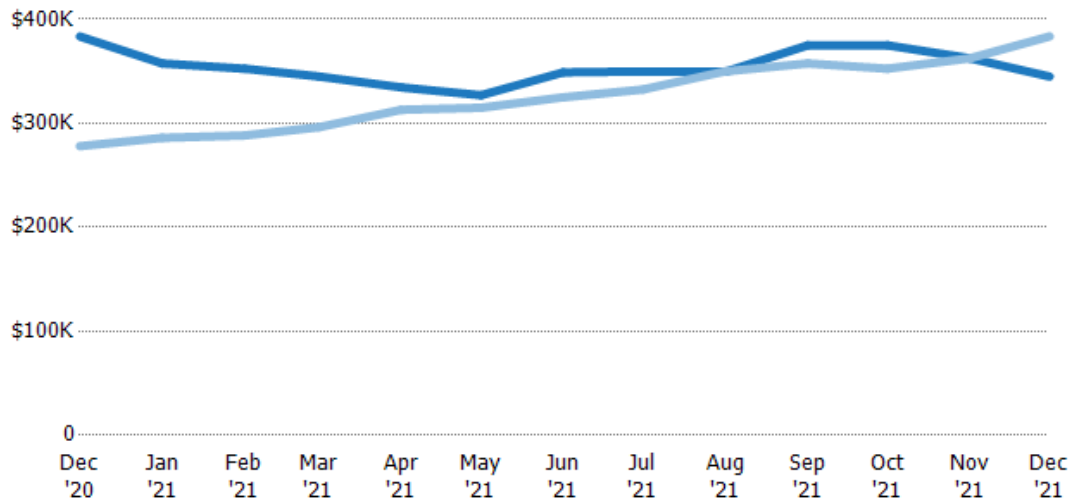
## Median Listing Price

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.
Dec '21	\$345K	-10.1%
Dec '20	\$384K	37.9%
Dec '19	\$278K	0.4%



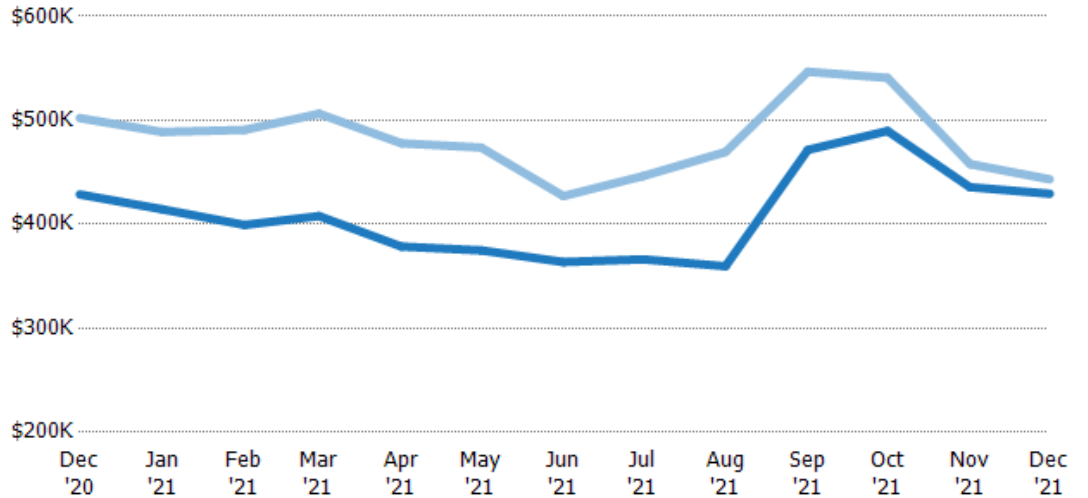
Current Year	\$384K	\$358K	\$353K	\$345K	\$335K	\$327K	\$349K	\$350K	\$350K	\$375K	\$375K	\$363K	\$345K
Prior Year	\$278K	\$286K	\$288K	\$296K	\$313K	\$315K	\$325K	\$333K	\$350K	\$358K	\$353K	\$363K	\$384K
Percent Change from Prior Year	38%	25%	22%	16%	7%	4%	7%	5%	0%	5%	6%	0%	-10%

## 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



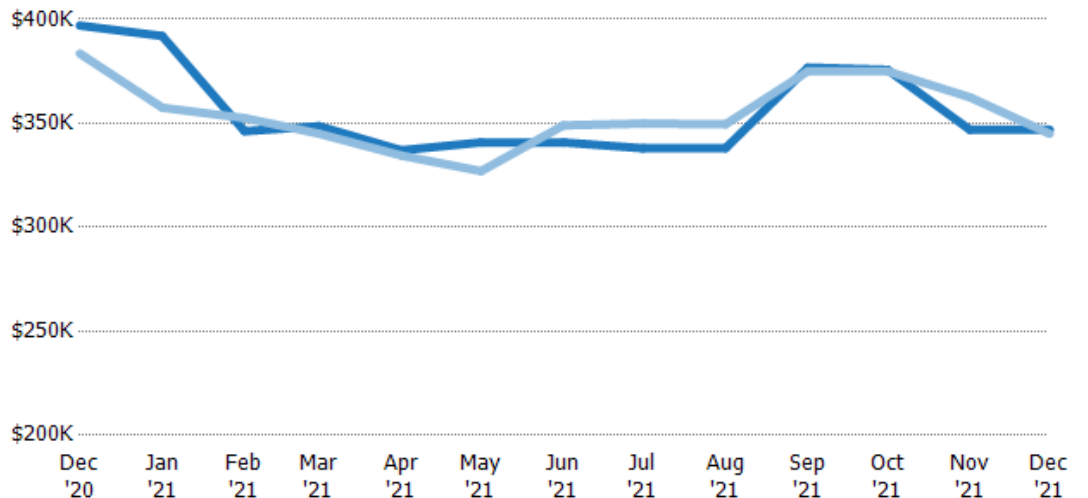
Avg Est Value	\$429K	\$414K	\$399K	\$408K	\$379K	\$375K	\$364K	\$366K	\$360K	\$472K	\$490K	\$436K	\$429K
Avg Listing Price	\$502K	\$489K	\$491K	\$506K	\$478K	\$474K	\$427K	\$446K	\$470K	\$547K	\$541K	\$458K	\$443K
Avg Listing Price as a % of Avg Est Value	117%	118%	123%	124%	126%	126%	117%	122%	131%	116%	110%	105%	103%

## 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	\$397K	\$392K	\$346K	\$349K	\$337K	\$341K	\$341K	\$338K	\$338K	\$377K	\$376K	\$347K	\$347K
Median Listing Price	\$384K	\$358K	\$353K	\$345K	\$335K	\$327K	\$349K	\$350K	\$350K	\$375K	\$375K	\$363K	\$345K
Med Listing Price as a % of Med Est Value	97%	91%	102%	99%	99%	96%	102%	104%	103%	100%	100%	105%	99%

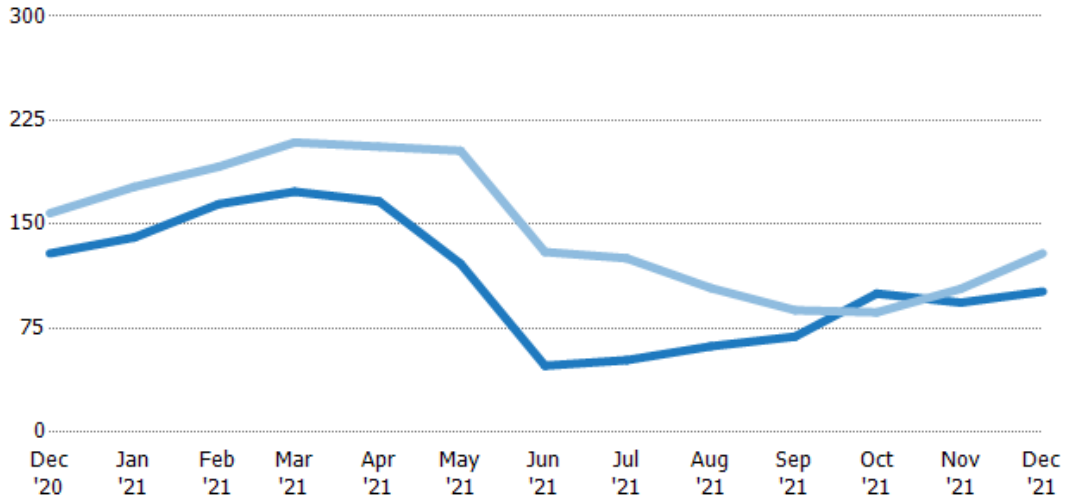
## Median Days in RPR

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.
Dec '21	102	-21.3%
Dec '20	129	-18.4%
Dec '19	158	5.1%



Current Year	129	141	165	174	167	122	48	52	62	69	100	93.5	102
Prior Year	158	177	192	209	206	203	130	126	104	88	86.5	104	129
Percent Change from Prior Year	-18%	-21%	-14%	-17%	-19%	-40%	-63%	-59%	-40%	-22%	16%	-10%	-21%

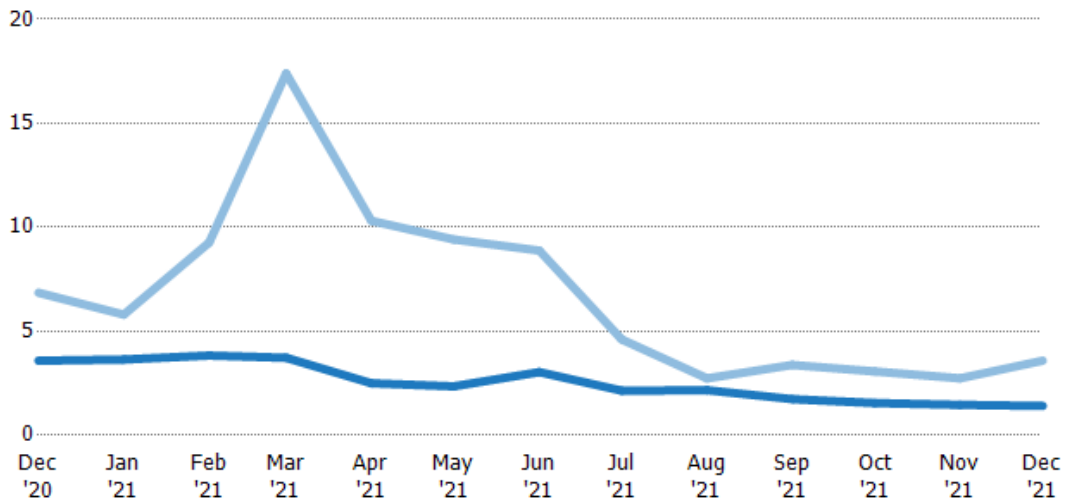
## Months of Inventory

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.
Dec '21	1.41	-60.6%
Dec '20	3.59	-47.7%
Dec '19	6.85	57.6%



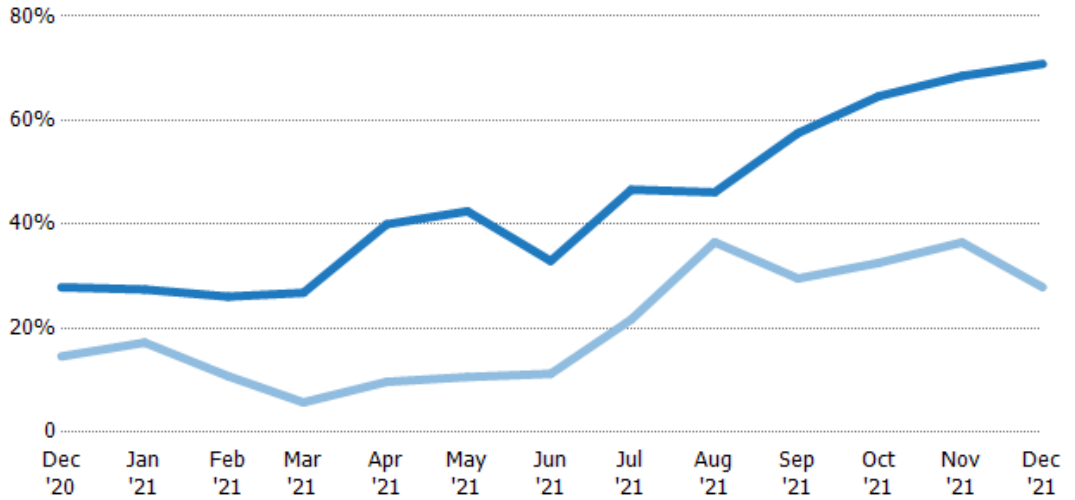
Current Year	3.59	3.64	3.83	3.73	2.5	2.35	3.04	2.14	2.17	1.74	1.55	1.46	1.41
Prior Year	6.85	5.8	9.26	17.4	10.3	9.41	8.88	4.61	2.73	3.38	3.07	2.74	3.59
Percent Change from Prior Year	-48%	-37%	-59%	-79%	-76%	-75%	-66%	-53%	-21%	-49%	-50%	-47%	-61%

## Absorption Rate

The percentage of inventory sold per month.

### Filters Used

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



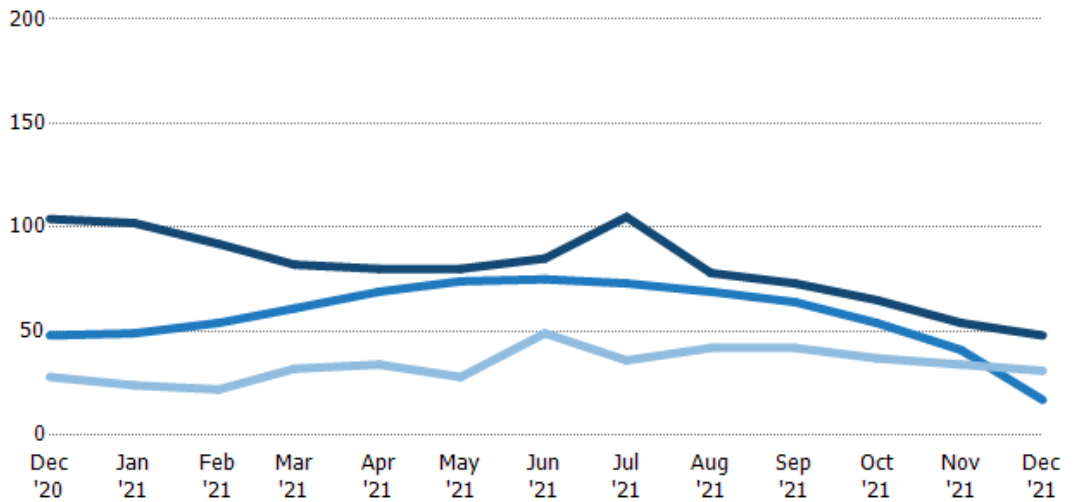
	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21
Current Year	28%	27%	26%	27%	40%	43%	33%	47%	46%	58%	65%	69%	71%
Prior Year	15%	17%	11%	6%	10%	11%	11%	22%	37%	30%	33%	37%	28%
Change from Prior Year	-13%	-10%	-15%	-21%	-30%	-32%	-22%	-25%	-10%	-28%	-32%	-32%	-43%

## 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



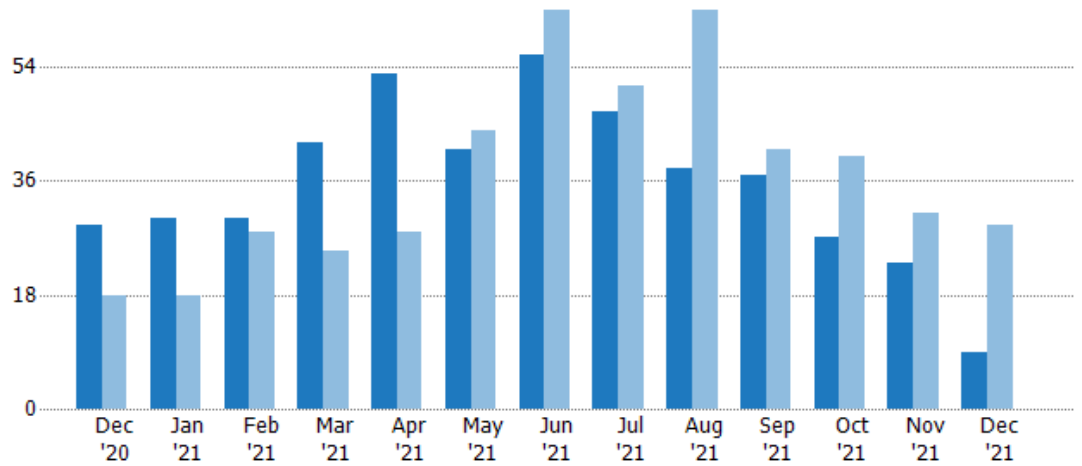
	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21
Active	104	102	92	82	80	80	85	105	78	73	65	54	48
Pending	48	49	54	61	69	74	75	73	69	64	54	41	17
Sold	28	24	22	32	34	28	49	36	42	42	37	34	31

## 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



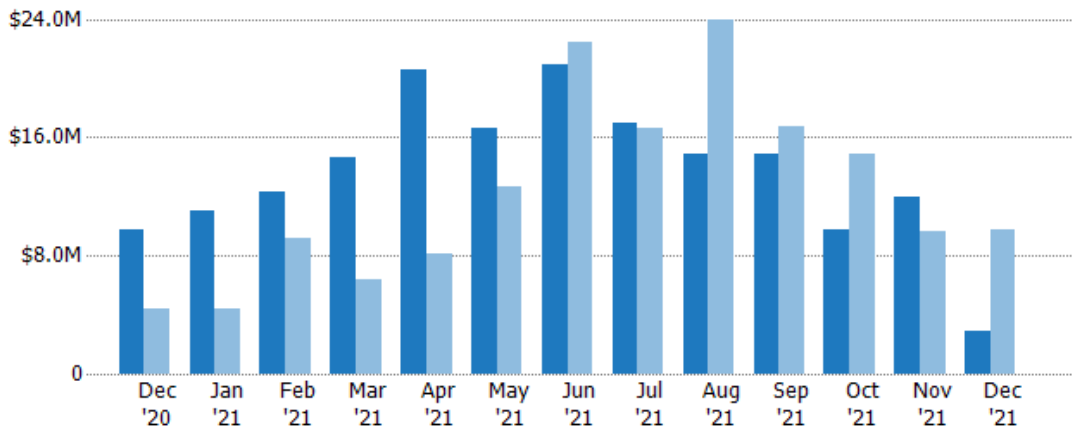
	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21
Current Year	29	30	30	42	53	41	56	47	38	37	27	23	9
Prior Year	18	18	28	25	28	44	63	51	63	41	40	31	29
Percent Change from Prior Year	61%	67%	7%	68%	89%	-7%	-11%	-8%	-40%	-10%	-33%	-26%	-69%

## 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



	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21
Current Year	\$9.75M	\$11M	\$12.3M	\$14.7M	\$20.6M	\$16.6M	\$20.9M	\$17M	\$14.8M	\$14.9M	\$9.72M	\$11.9M	\$2.89M
Prior Year	\$4.37M	\$4.39M	\$9.12M	\$6.36M	\$8.13M	\$12.7M	\$22.5M	\$16.6M	\$24M	\$16.7M	\$14.8M	\$9.65M	\$9.75M
Percent Change from Prior Year	123%	151%	35%	131%	153%	31%	-7%	2%	-38%	-11%	-34%	24%	-70%

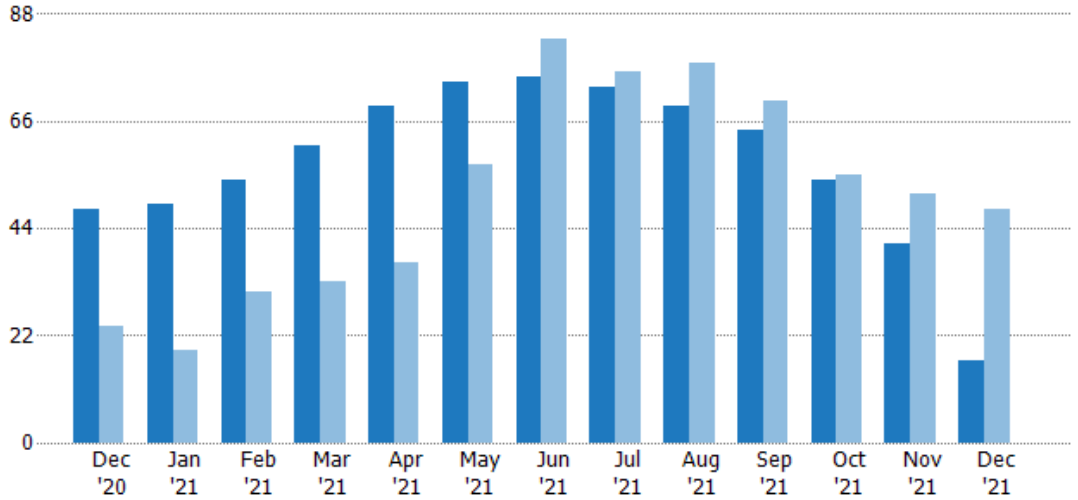


## Pending Sales

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



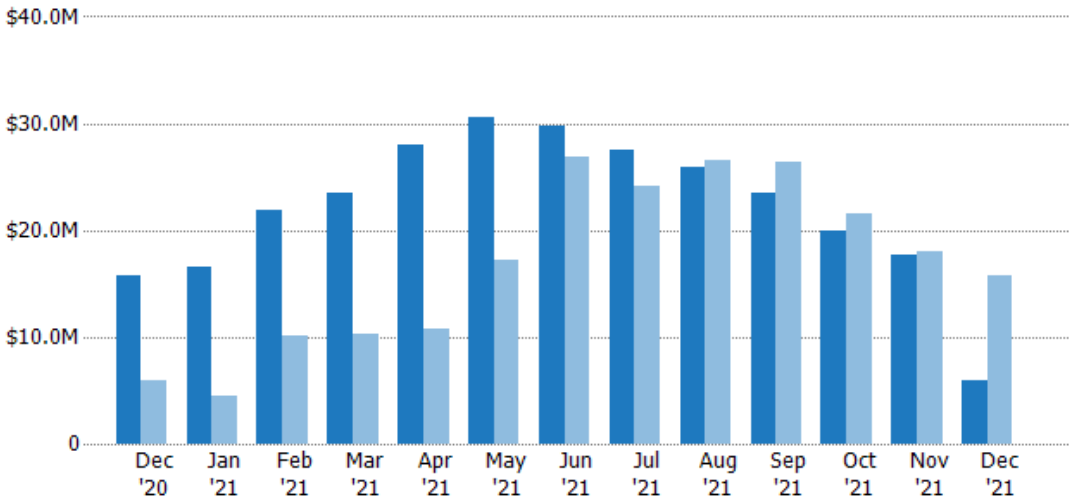
	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21
Current Year	48	49	54	61	69	74	75	73	69	64	54	41	17
Prior Year	24	19	31	33	37	57	83	76	78	70	55	51	48
Percent Change from Prior Year	100%	158%	74%	85%	86%	30%	-10%	-4%	-12%	-9%	-2%	-20%	-65%

## 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



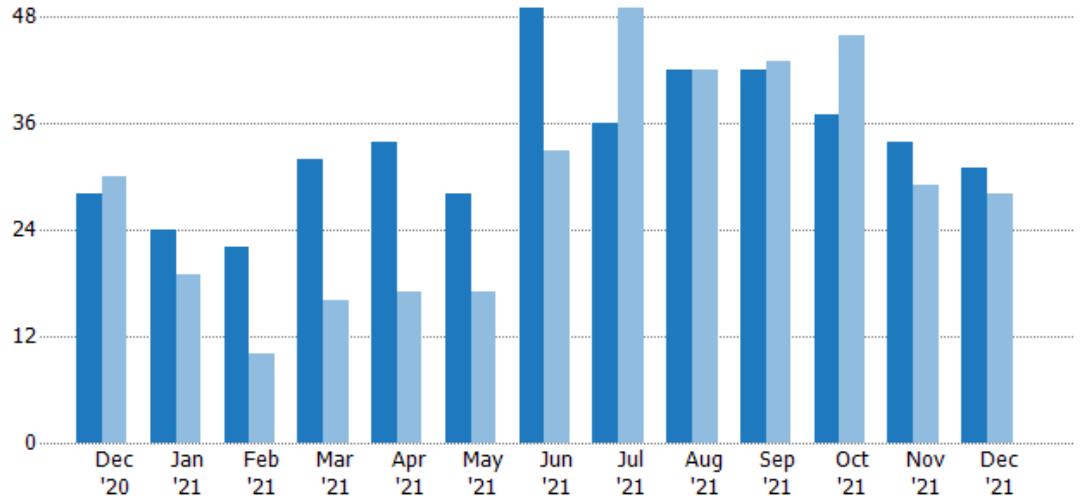
	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21
Current Year	\$15.7M	\$16.5M	\$21.9M	\$23.5M	\$28M	\$30.5M	\$29.8M	\$27.4M	\$25.9M	\$23.5M	\$19.9M	\$17.6M	\$5.99M
Prior Year	\$5.93M	\$4.5M	\$10.1M	\$10.2M	\$10.8M	\$17.2M	\$26.8M	\$24.1M	\$26.5M	\$26.5M	\$21.6M	\$18M	\$15.7M
Percent Change from Prior Year	165%	268%	118%	130%	161%	77%	11%	14%	-2%	-11%	-8%	-2%	-62%

## 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



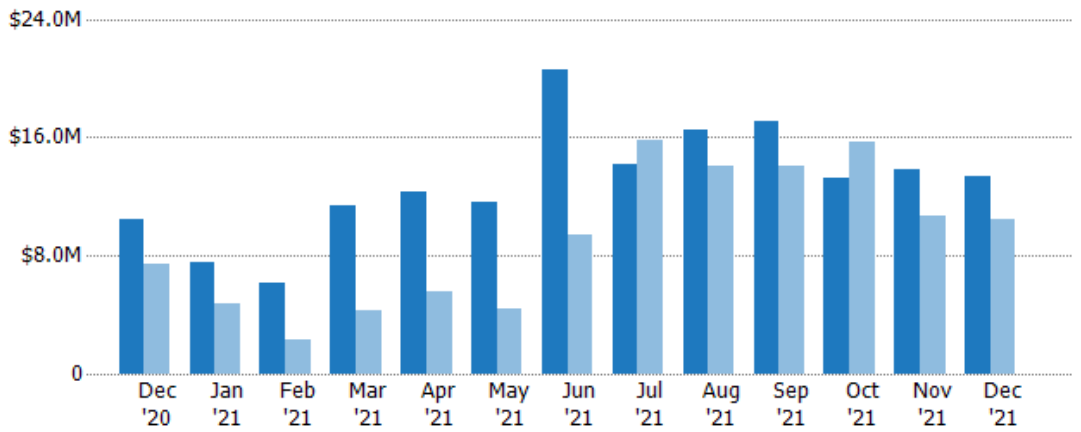
	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21
Current Year	28	24	22	32	34	28	49	36	42	42	37	34	31
Prior Year	30	19	10	16	17	17	33	49	42	43	46	29	28
Percent Change from Prior Year	-7%	26%	120%	100%	100%	65%	48%	-27%	0%	-2%	-20%	17%	11%

## 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



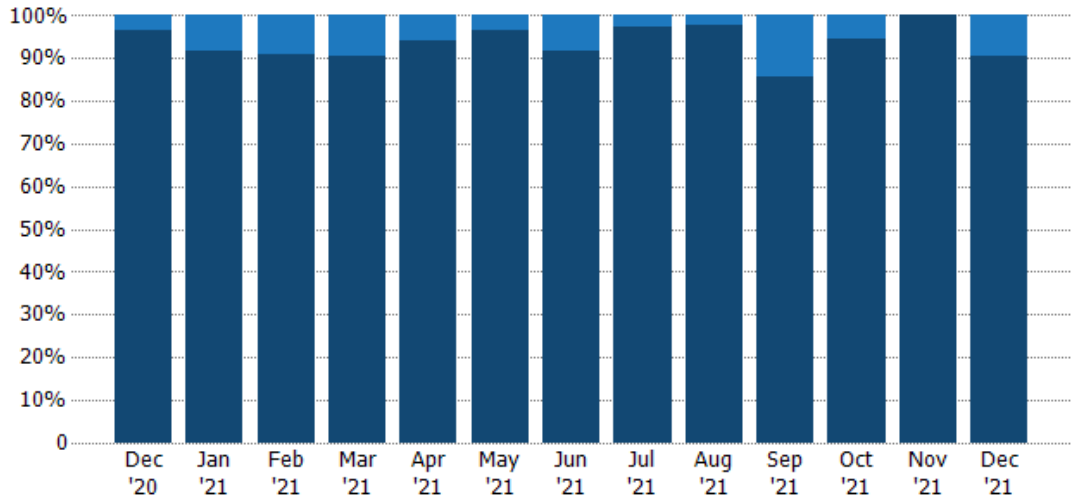
	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21
Current Year	\$10.5M	\$7.53M	\$6.19M	\$11.4M	\$12.3M	\$11.6M	\$20.5M	\$14.2M	\$16.5M	\$17.1M	\$13.3M	\$13.9M	\$13.3M
Prior Year	\$7.45M	\$4.78M	\$2.3M	\$4.23M	\$5.58M	\$4.38M	\$9.36M	\$15.8M	\$14M	\$14M	\$15.7M	\$10.7M	\$10.5M
Percent Change from Prior Year	41%	58%	169%	169%	121%	165%	119%	-10%	18%	22%	-15%	30%	27%

## 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



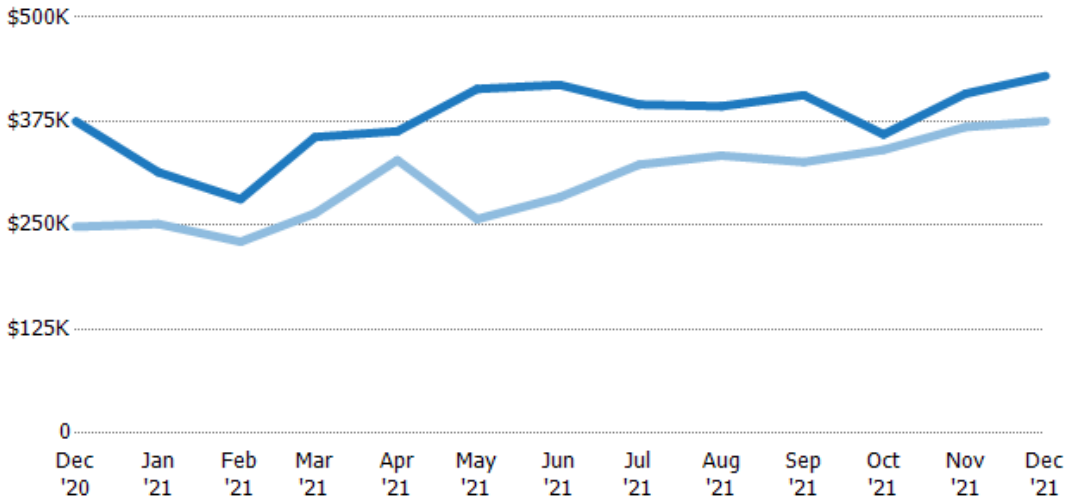
Condo/Townhouse	4%	8%	9%	9%	6%	4%	8%	3%	2%	14%	5%	-	10%
Single Family Residence	96%	92%	91%	91%	94%	96%	92%	97%	98%	86%	95%	100%	90%

## 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	\$375K	\$314K	\$281K	\$356K	\$363K	\$414K	\$419K	\$395K	\$393K	\$406K	\$359K	\$408K	\$429K
Prior Year	\$248K	\$252K	\$230K	\$264K	\$328K	\$257K	\$284K	\$323K	\$334K	\$326K	\$341K	\$368K	\$375K
Percent Change from Prior Year	51%	25%	22%	35%	11%	61%	48%	22%	18%	25%	5%	11%	15%

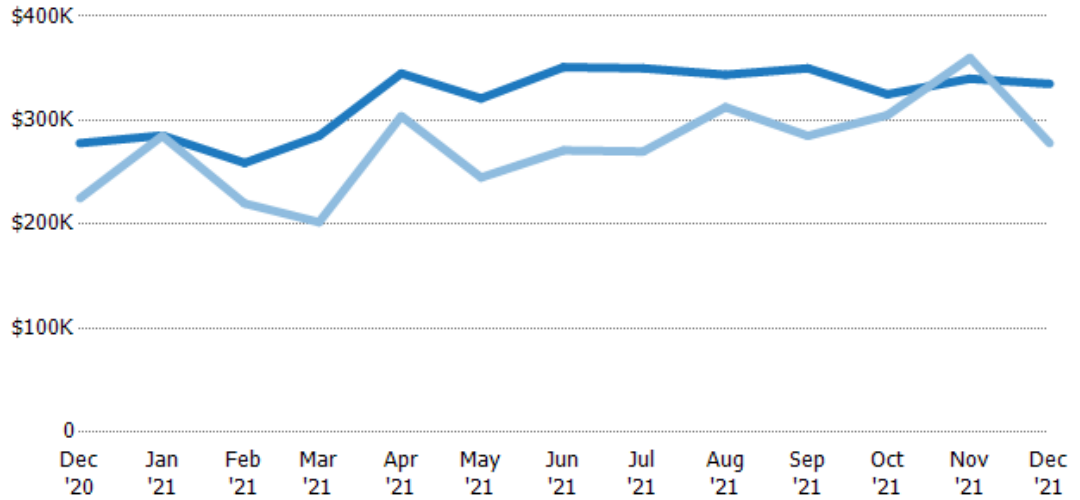
## Median Sales Price

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.
Dec '21	\$335K	20.5%
Dec '20	\$278K	23.6%
Dec '19	\$225K	17.8%



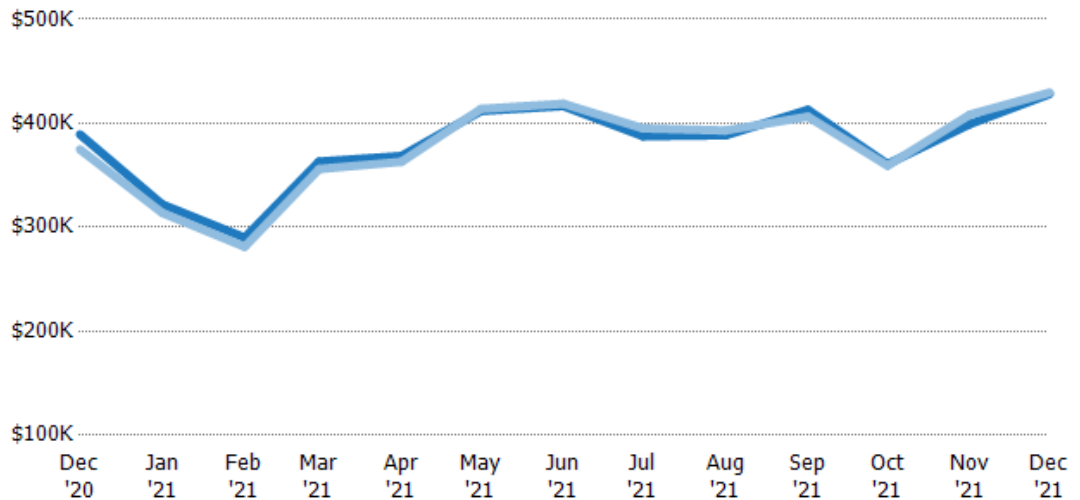
Current Year	\$278K	\$285K	\$259K	\$285K	\$345K	\$321K	\$351K	\$350K	\$344K	\$350K	\$325K	\$340K	\$335K
Prior Year	\$225K	\$285K	\$220K	\$202K	\$304K	\$245K	\$271K	\$270K	\$313K	\$285K	\$305K	\$360K	\$278K
Percent Change from Prior Year	24%	0%	18%	41%	13%	31%	30%	30%	10%	23%	7%	-6%	21%

## 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



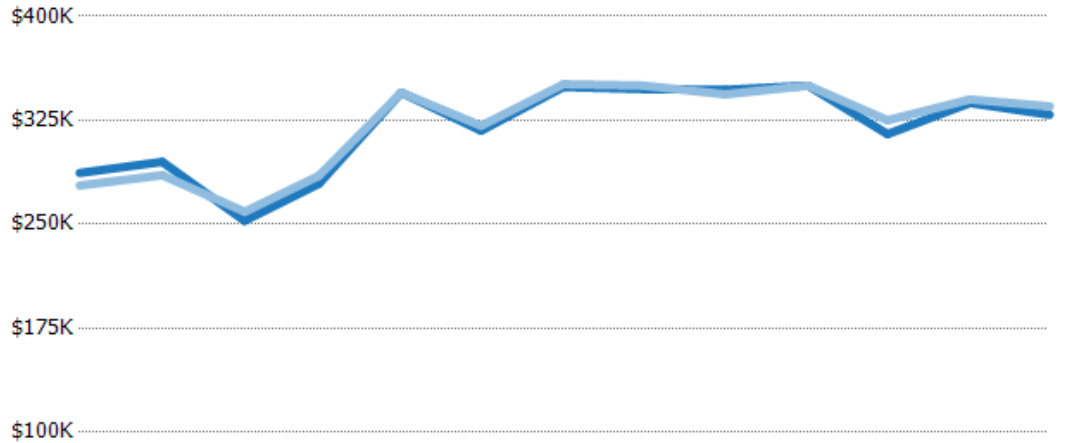
Avg List Price	\$389K	\$322K	\$290K	\$363K	\$369K	\$412K	\$417K	\$388K	\$388K	\$413K	\$361K	\$399K	\$428K
Avg Sales Price	\$375K	\$314K	\$281K	\$356K	\$363K	\$414K	\$419K	\$395K	\$393K	\$406K	\$359K	\$408K	\$429K
Avg Sales Price as a % of Avg List Price	96%	97%	97%	98%	98%	100%	101%	102%	101%	98%	100%	102%	100%

## 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



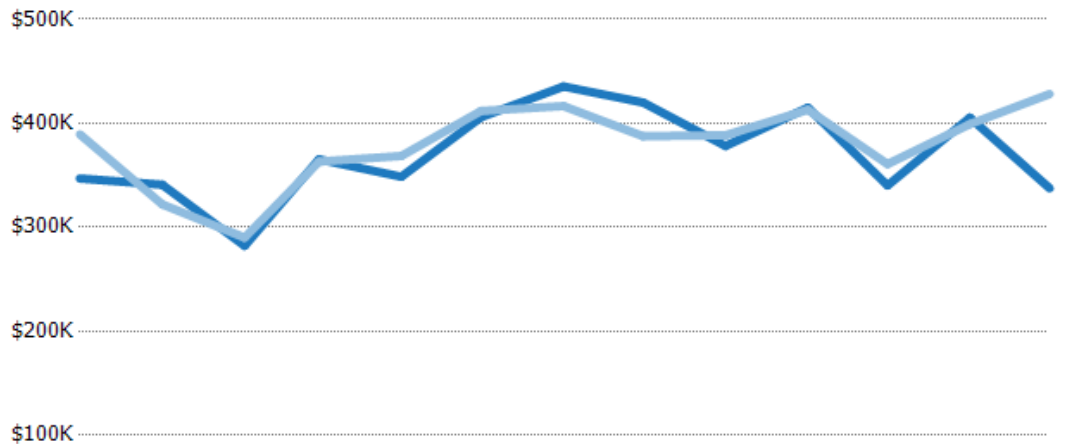
	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21
Median List Price	\$287K	\$295K	\$253K	\$279K	\$345K	\$318K	\$349K	\$348K	\$347K	\$350K	\$315K	\$338K	\$329K
Median Sales Price	\$278K	\$285K	\$259K	\$285K	\$345K	\$321K	\$351K	\$350K	\$344K	\$350K	\$325K	\$340K	\$335K
Med Sales Price as a % of Med List Price	97%	97%	103%	102%	100%	101%	101%	101%	99%	100%	103%	101%	102%

## 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



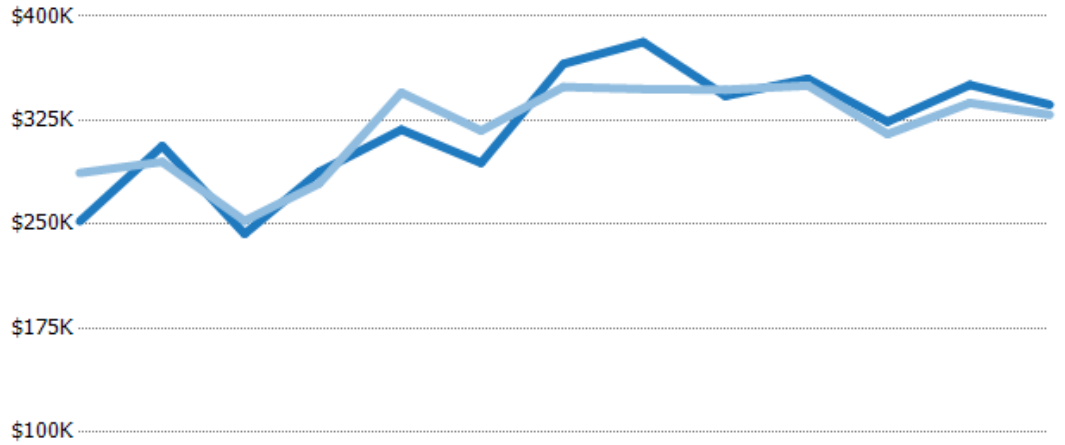
	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21
Avg Est Value	\$347K	\$341K	\$282K	\$365K	\$349K	\$406K	\$435K	\$420K	\$378K	\$415K	\$340K	\$405K	\$338K
Avg Sales Price	\$389K	\$322K	\$290K	\$363K	\$369K	\$412K	\$417K	\$388K	\$388K	\$413K	\$361K	\$399K	\$428K
Avg Sales Price as a % of Avg Est Value	112%	94%	103%	99%	106%	101%	96%	92%	103%	100%	106%	98%	127%

## 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



	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21
Median Est Value	\$252K	\$306K	\$243K	\$288K	\$318K	\$294K	\$366K	\$381K	\$343K	\$355K	\$324K	\$351K	\$336K
Median Sales Price	\$287K	\$295K	\$253K	\$279K	\$345K	\$318K	\$349K	\$348K	\$347K	\$350K	\$315K	\$338K	\$329K
Med Sales Price as a % of Med Est Value	114%	96%	104%	97%	108%	108%	95%	91%	101%	99%	97%	96%	98%