

Summary of Key Listing and Sales Metrics

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

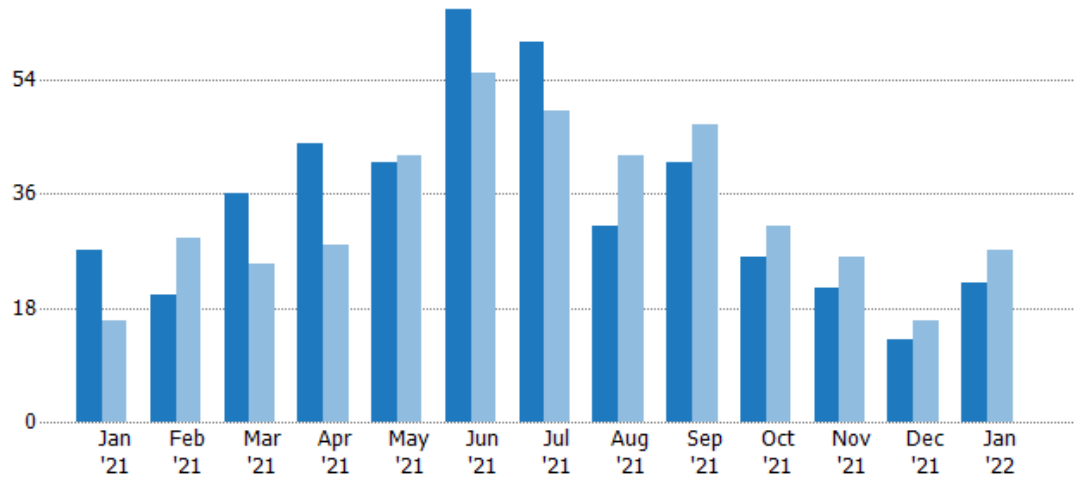
Key Metrics	Jan 2022	Jan 2021	+ / -	YTD 2022	YTD 2021	+ / -
Listing Activity Charts Metrics						
New Listing Count	22	27	-18.5%	447	433	+3.2%
New Listing Volume	\$8,356,900	\$8,886,200	-6%	\$182,936,060	\$165,180,825	+10.7%
Active Listing Count	32	100	-68%	N/A	N/A	
Active Listing Volume	\$18,704,650	\$48,965,099	-61.8%	N/A	N/A	
Average Listing Price	\$584,520	\$489,651	+19.4%	\$485,824	\$417,274	+16.4%
Median Listing Price	\$417,500	\$352,500	+18.4%	\$348,425	\$325,801	+6.9%
Median Days in RPR	111.5	136.5	-18.3%	103.29	125.74	-17.9%
Months of Inventory	1	3.6	-72%	1.3	5.6	-76%
Absorption Rate	100%	28%	+72%	75%	18%	+57%
Sales Activity Charts Metrics						
New Pending Sales Count	17	29	-41.4%	457	487	-6.2%
New Pending Sales Volume	\$6,085,900	\$10,643,400	-42.8%	\$176,389,370	\$164,294,261	+7.4%
Pending Sales Count	25	50	-50%	N/A	N/A	
Pending Sales Volume	\$8,646,300	\$16,863,800	-48.7%	N/A	N/A	
Closed Sales Count	17	24	-29.2%	428	371	+15.4%
Closed Sales Volume	\$6,060,794	\$7,533,150	-19.5%	\$164,434,254	\$118,653,814	+38.6%
Average Sales Price	\$356,517	\$313,881	+13.6%	\$384,192	\$319,822	+20.1%
Median Sales Price	\$345,000	\$285,375	+20.9%	\$329,721	\$286,950	+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



Month/Year	Count	% Chg.
Jan '22	22	-18.5%
Jan '21	27	68.8%
Jan '20	16	68.8%

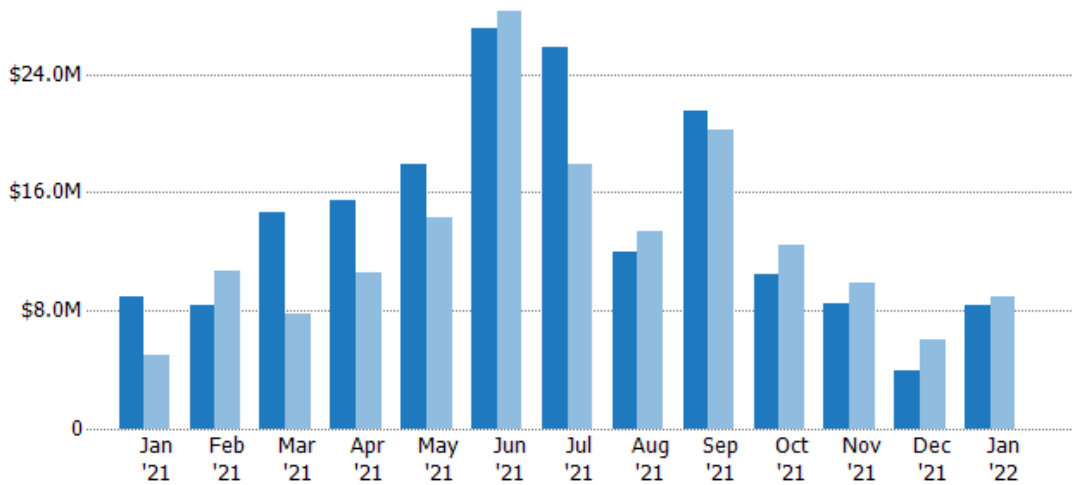
	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21	Jan '22
Current Year	27	20	36	44	41	65	60	31	41	26	21	13	22
Prior Year	16	29	25	28	42	55	49	42	47	31	26	16	27
Percent Change from Prior Year	69%	-31%	44%	57%	-2%	18%	22%	-26%	-13%	-16%	-19%	-19%	-19%

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.
Jan '22	\$8.36M	-6%
Jan '21	\$8.89M	77.8%
Jan '20	\$5M	37.7%

	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21	Jan '22
Current Year	\$8.89M	\$8.41M	\$14.6M	\$15.5M	\$17.9M	\$27.1M	\$25.8M	\$12M	\$21.5M	\$10.4M	\$8.47M	\$3.91M	\$8.36M
Prior Year	\$5M	\$10.6M	\$7.79M	\$10.6M	\$14.2M	\$28.2M	\$17.9M	\$13.4M	\$20.2M	\$12.5M	\$9.83M	\$6.01M	\$8.89M
Percent Change from Prior Year	78%	-21%	88%	47%	26%	-4%	44%	-10%	6%	-16%	-14%	-35%	-6%

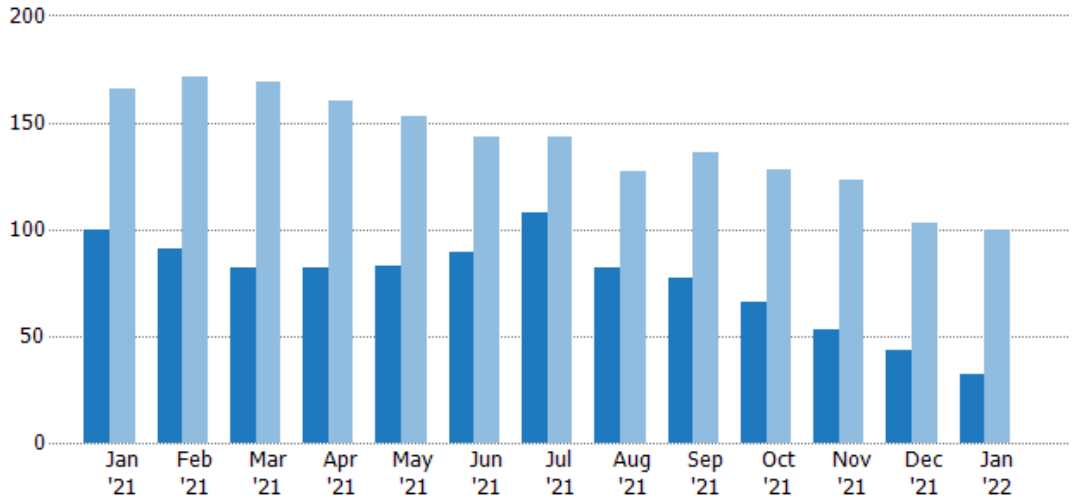
Active Listings

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.
Jan '22	32	-68%
Jan '21	100	-39.8%
Jan '20	166	13.3%



	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21	Jan '22
Current Year	100	91	82	82	83	89	108	82	77	66	53	43	32
Prior Year	166	171	169	160	153	143	143	127	136	128	123	103	100
Percent Change from Prior Year	-40%	-47%	-51%	-49%	-46%	-38%	-24%	-35%	-43%	-48%	-57%	-58%	-68%

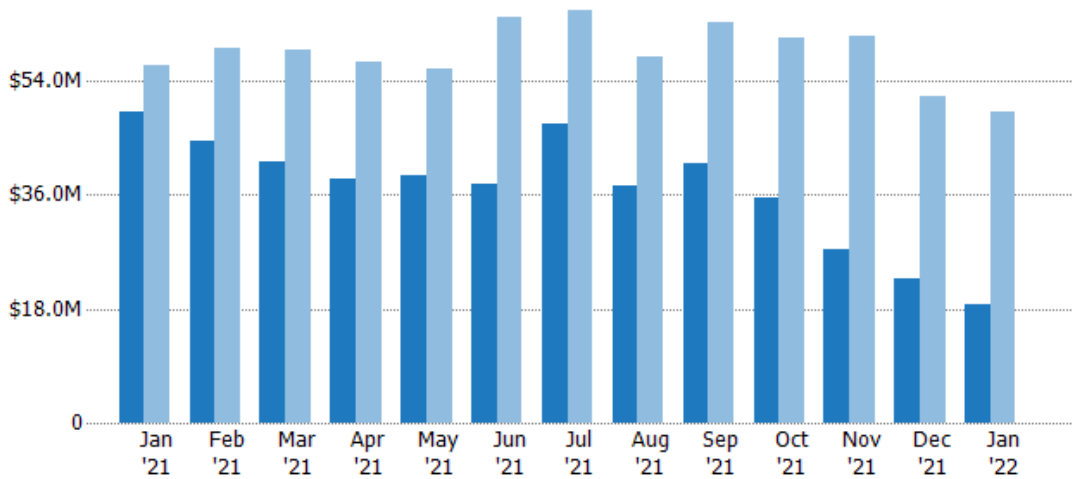
Active Listing Volume

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.
Jan '22	\$18.7M	-61.8%
Jan '21	\$49M	-13.2%
Jan '20	\$56.4M	15.2%



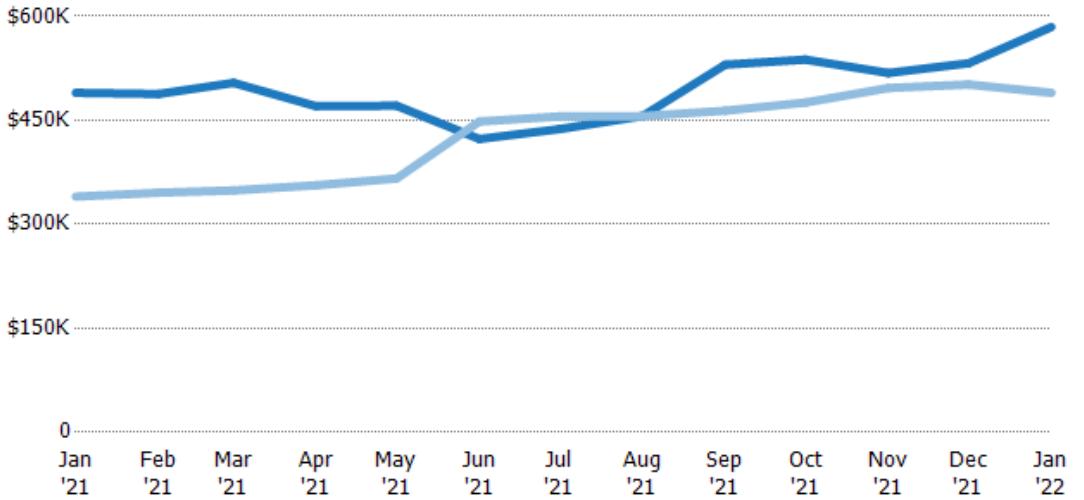
	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21	Jan '22
Current Year	\$49M	\$44.4M	\$41.3M	\$38.6M	\$39.1M	\$37.6M	\$47.2M	\$37.4M	\$40.8M	\$35.5M	\$27.5M	\$22.9M	\$18.7M
Prior Year	\$56.4M	\$59.1M	\$59M	\$57M	\$56M	\$64.1M	\$65.1M	\$57.9M	\$63.1M	\$60.9M	\$61.1M	\$51.7M	\$49M
Percent Change from Prior Year	-13%	-25%	-30%	-32%	-30%	-41%	-27%	-35%	-35%	-42%	-55%	-56%	-62%

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



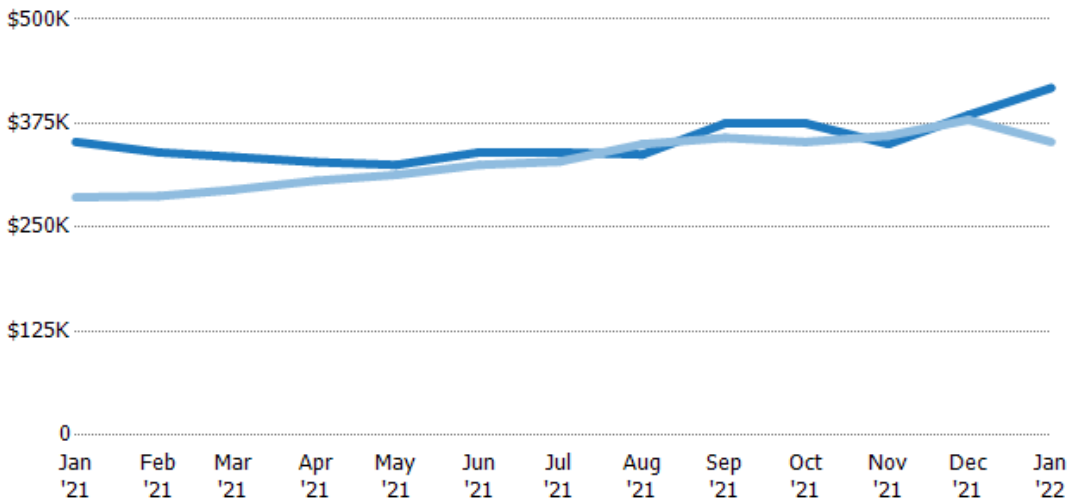
	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21	Jan '22
Current Year	\$490K	\$488K	\$504K	\$470K	\$471K	\$423K	\$437K	\$456K	\$530K	\$537K	\$518K	\$532K	\$585K
Prior Year	\$340K	\$346K	\$349K	\$356K	\$366K	\$448K	\$456K	\$456K	\$464K	\$476K	\$497K	\$502K	\$490K
Percent Change from Prior Year	44%	41%	44%	32%	29%	-6%	-4%	0%	14%	13%	4%	6%	19%

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



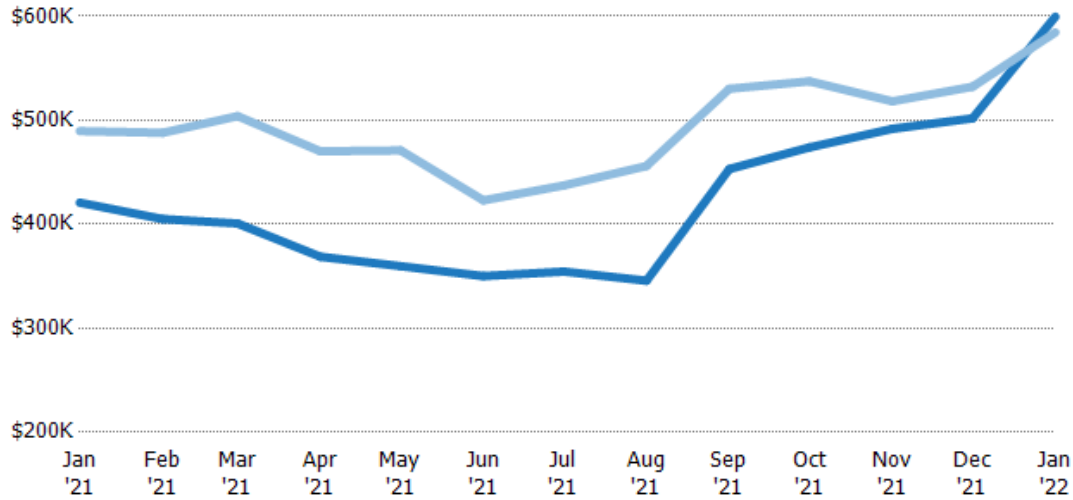
	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21	Jan '22
Current Year	\$353K	\$340K	\$335K	\$328K	\$325K	\$340K	\$340K	\$337K	\$375K	\$375K	\$350K	\$385K	\$418K
Prior Year	\$286K	\$288K	\$295K	\$306K	\$313K	\$325K	\$329K	\$350K	\$358K	\$353K	\$360K	\$379K	\$353K
Percent Change from Prior Year	23%	18%	13%	7%	4%	5%	3%	-4%	5%	6%	-3%	2%	18%

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



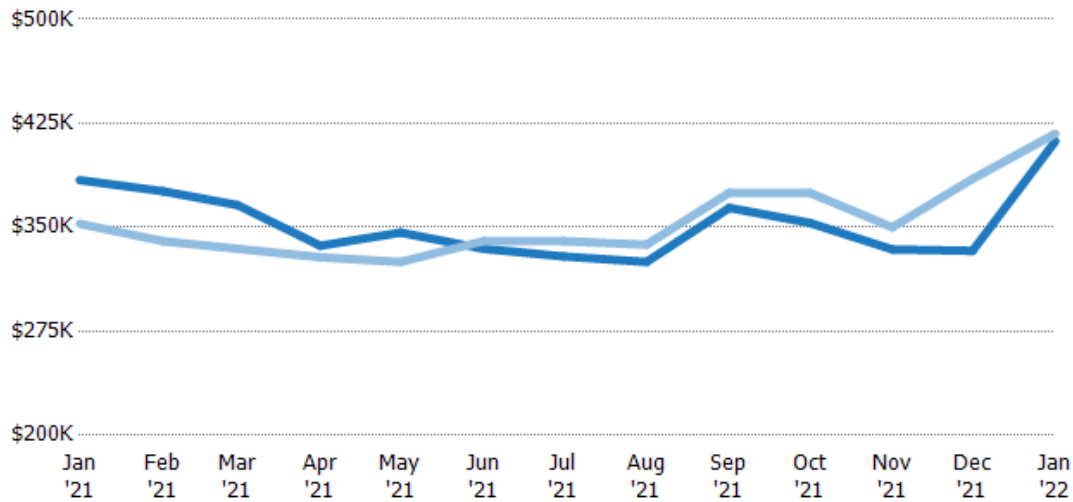
	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21	Jan '22
Avg Est Value	\$421K	\$405K	\$401K	\$369K	\$360K	\$350K	\$355K	\$346K	\$453K	\$474K	\$492K	\$502K	\$600K
Avg Listing Price	\$490K	\$488K	\$504K	\$470K	\$471K	\$423K	\$437K	\$456K	\$530K	\$537K	\$518K	\$532K	\$585K
Avg Listing Price as a % of Avg Est Value	116%	120%	126%	128%	131%	121%	123%	132%	117%	113%	105%	106%	97%

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



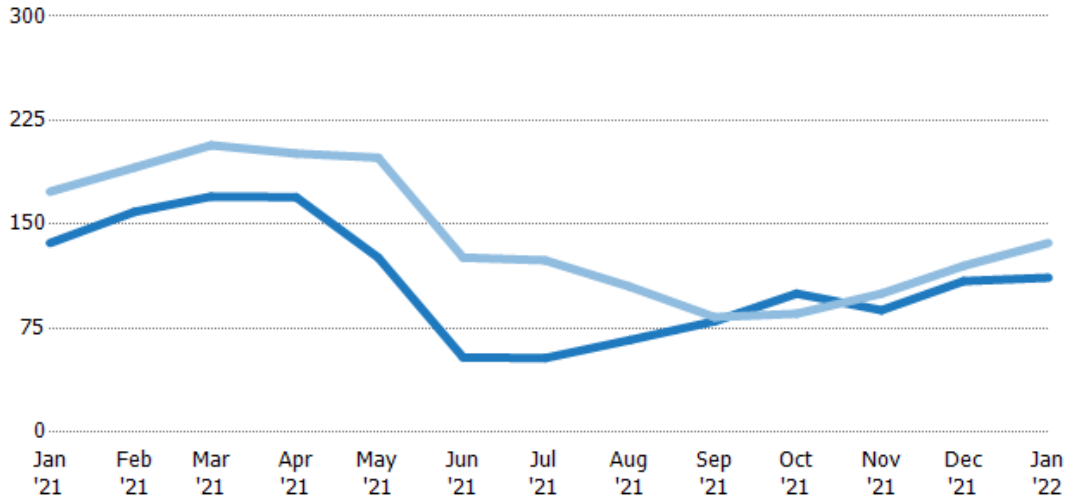
	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21	Jan '22
Median Est Value	\$384K	\$376K	\$366K	\$337K	\$346K	\$334K	\$329K	\$325K	\$364K	\$353K	\$334K	\$333K	\$412K
Median Listing Price	\$353K	\$340K	\$335K	\$328K	\$325K	\$340K	\$340K	\$337K	\$375K	\$375K	\$350K	\$385K	\$418K
Med Listing Price as a % of Med Est Value	92%	90%	91%	98%	94%	102%	103%	104%	103%	106%	105%	116%	101%

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.
Jan '22	112	-18.3%
Jan '21	137	-21.3%
Jan '20	174	-1.4%

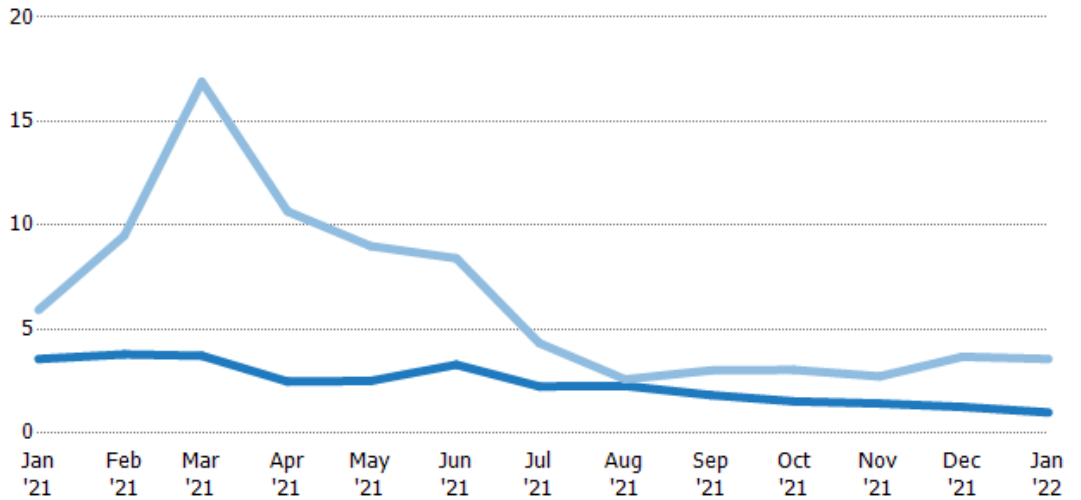
Current Year	137	159	170	170	126	54	53.5	66.5	80	100	88	109	112
Prior Year	174	191	207	201	198	126	124	105	83	85.5	100	120	137
Percent Change from Prior Year	-21%	-17%	-18%	-16%	-36%	-57%	-57%	-37%	-4%	17%	-12%	-9%	-18%

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.
Jan '22	1	-72%
Jan '21	3.57	-39.8%
Jan '20	5.93	32.1%

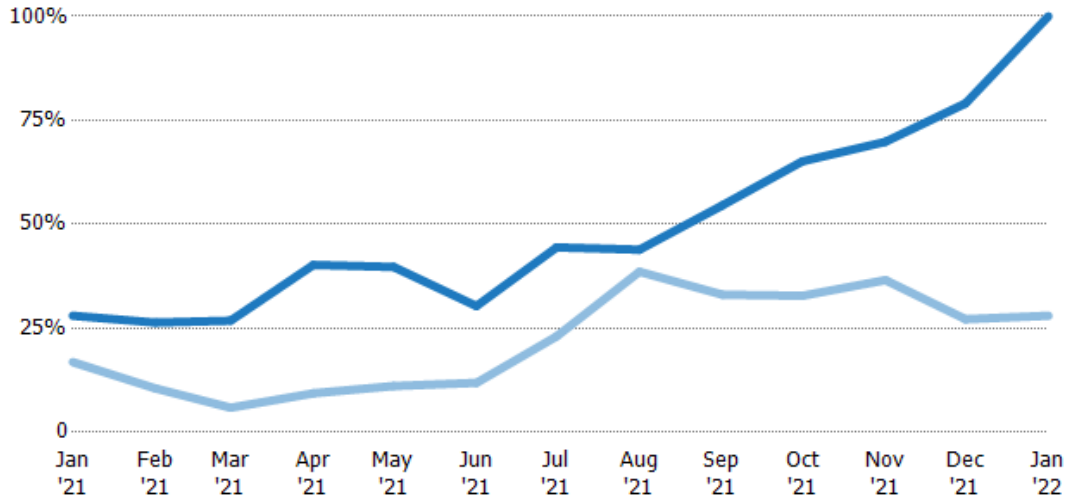
Current Year	3.57	3.79	3.73	2.48	2.52	3.3	2.25	2.28	1.83	1.53	1.43	1.26	1
Prior Year	5.93	9.5	16.9	10.7	9	8.41	4.33	2.59	3.02	3.05	2.73	3.68	3.57
Percent Change from Prior Year	-40%	-60%	-78%	-77%	-72%	-61%	-48%	-12%	-39%	-50%	-48%	-66%	-72%

Absorption Rate

The percentage of inventory sold per month.

Filters Used

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



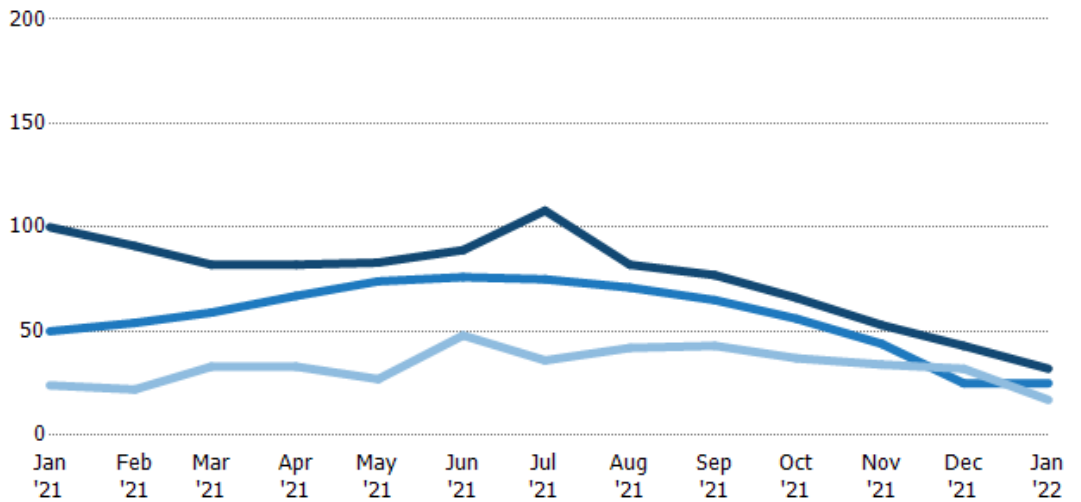
	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21	Jan '22
Current Year	28%	26%	27%	40%	40%	30%	44%	44%	55%	65%	70%	79%	100%
Prior Year	17%	11%	6%	9%	11%	12%	23%	39%	33%	33%	37%	27%	28%
Change from Prior Year	-11%	-16%	-21%	-31%	-29%	-18%	-21%	-5%	-21%	-32%	-33%	-52%	-72%

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



	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21	Jan '22
Active	100	91	82	82	83	89	108	82	77	66	53	43	32
Pending	50	54	59	67	74	76	75	71	65	56	44	25	25
Sold	24	22	33	33	27	48	36	42	43	37	34	32	17

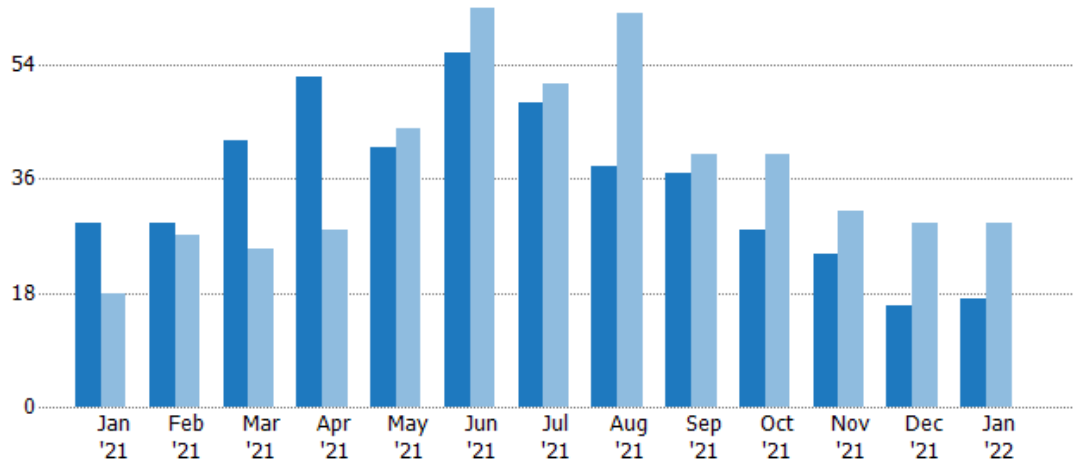
New Pending Sales

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.
Jan '22	17	-41.4%
Jan '21	29	61.1%
Jan '20	18	33.3%



Current Year	29	29	42	52	41	56	48	38	37	28	24	16	17
Prior Year	18	27	25	28	44	63	51	62	40	40	31	29	29
Percent Change from Prior Year	61%	7%	68%	86%	-7%	-11%	-6%	-39%	-8%	-30%	-23%	-45%	-41%

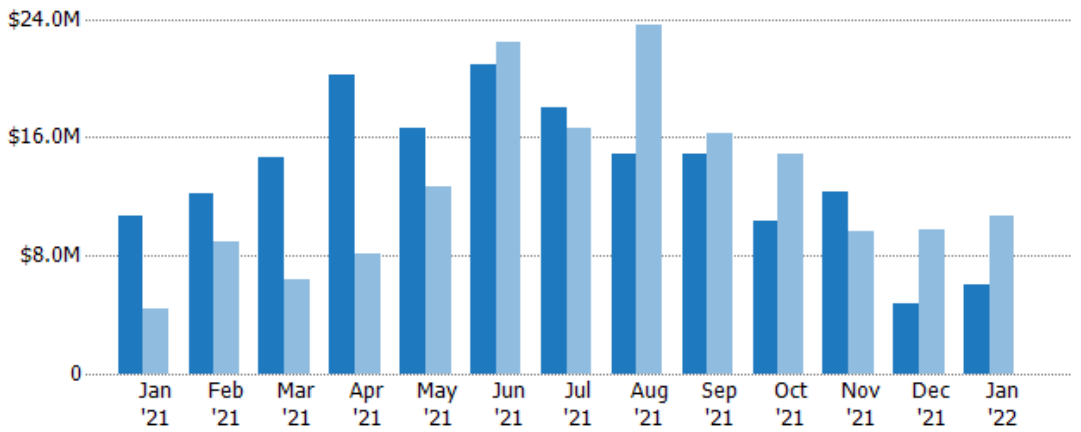
New Pending Sales Volume

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.
Jan '22	\$6.09M	-42.8%
Jan '21	\$10.6M	142.7%
Jan '20	\$4.39M	49.2%



Current Year	\$10.6M	\$12.2M	\$14.7M	\$20.2M	\$16.6M	\$20.9M	\$18M	\$14.8M	\$14.9M	\$10.3M	\$12.3M	\$4.72M	\$6.09M
Prior Year	\$4.39M	\$8.92M	\$6.36M	\$8.13M	\$12.7M	\$22.5M	\$16.6M	\$23.6M	\$16.3M	\$14.8M	\$9.65M	\$9.75M	\$10.6M
Percent Change from Prior Year	143%	37%	131%	149%	31%	-7%	8%	-37%	-9%	-31%	28%	-52%	-43%

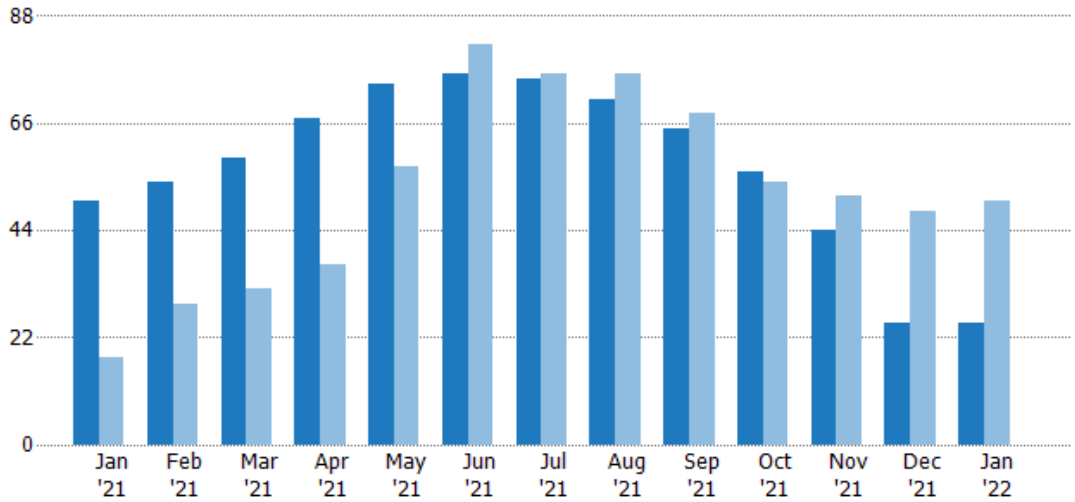
Pending Sales

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.
Jan '22	25	-50%
Jan '21	50	177.8%
Jan '20	18	38.9%



Current Year	50	54	59	67	74	76	75	71	65	56	44	25	25
Prior Year	18	29	32	37	57	82	76	76	68	54	51	48	50
Percent Change from Prior Year	178%	86%	84%	81%	30%	-7%	-1%	-7%	-4%	4%	-14%	-48%	-50%

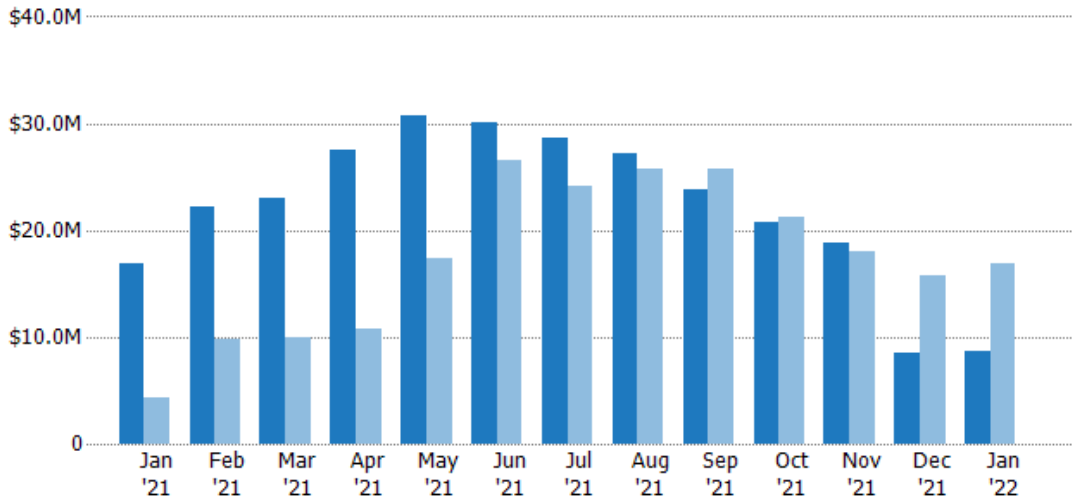
Pending Sales Volume

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.
Jan '22	\$8.65M	-48.7%
Jan '21	\$16.9M	285.8%
Jan '20	\$4.37M	49.6%



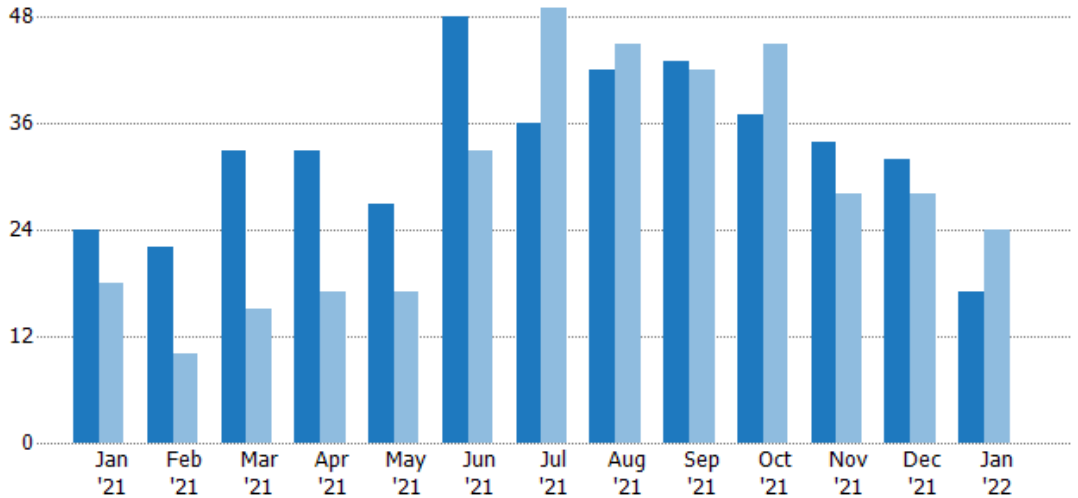
Current Year	\$16.9M	\$22.1M	\$23M	\$27.5M	\$30.7M	\$30.1M	\$28.7M	\$27.2M	\$23.8M	\$20.7M	\$18.9M	\$8.55M	\$8.65M
Prior Year	\$4.37M	\$9.73M	\$10M	\$10.8M	\$17.3M	\$26.5M	\$24.1M	\$25.8M	\$25.7M	\$21.2M	\$18M	\$15.7M	\$16.9M
Percent Change from Prior Year	286%	127%	129%	155%	77%	13%	19%	6%	-8%	-2%	5%	-46%	-49%

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



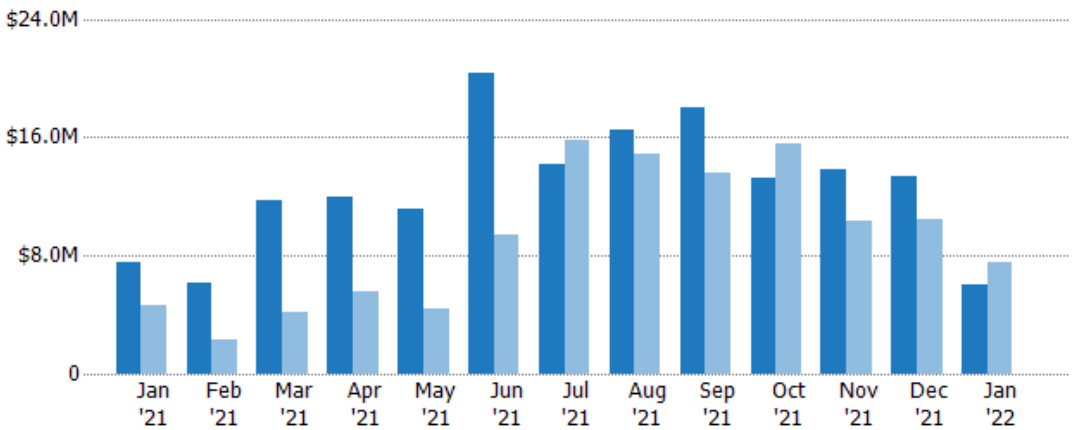
	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21	Jan '22
Current Year	24	22	33	33	27	48	36	42	43	37	34	32	17
Prior Year	18	10	15	17	17	33	49	45	42	45	28	28	24
Percent Change from Prior Year	33%	120%	120%	94%	59%	45%	-27%	-7%	2%	-18%	21%	14%	-29%

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



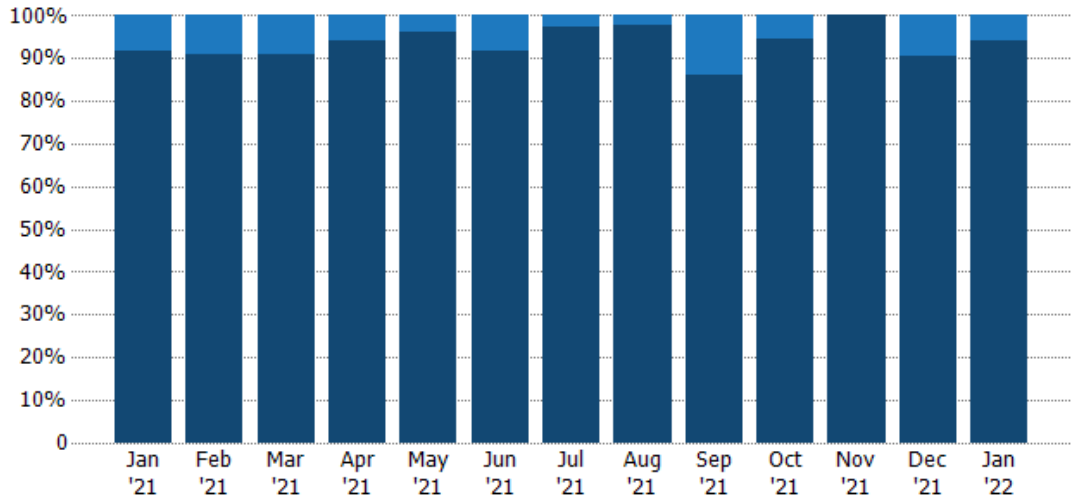
	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21	Jan '22
Current Year	\$7.53M	\$6.19M	\$11.7M	\$12M	\$11.2M	\$20.4M	\$14.2M	\$16.5M	\$18.1M	\$13.3M	\$13.9M	\$13.4M	\$6.06M
Prior Year	\$4.64M	\$2.3M	\$4.11M	\$5.58M	\$4.38M	\$9.43M	\$15.8M	\$14.9M	\$13.6M	\$15.5M	\$10.3M	\$10.5M	\$7.53M
Percent Change from Prior Year	62%	169%	185%	115%	156%	116%	-10%	11%	33%	-15%	35%	28%	-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



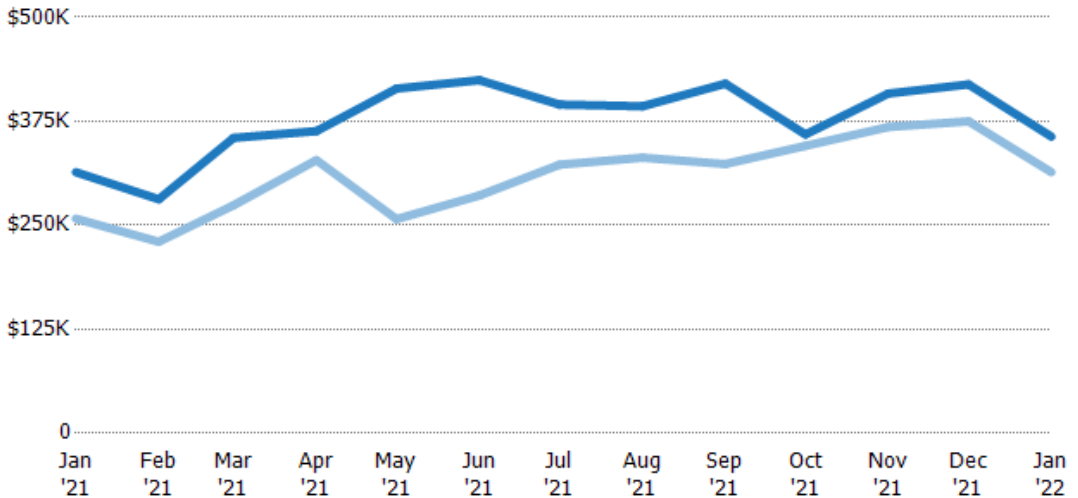
Condo/Townhouse	8%	9%	9%	6%	4%	8%	3%	2%	14%	5%	-	9%	6%
Single Family Residence	92%	91%	91%	94%	96%	92%	97%	98%	86%	95%	100%	91%	94%

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



Current Year	\$314K	\$281K	\$355K	\$363K	\$414K	\$424K	\$395K	\$393K	\$420K	\$359K	\$408K	\$419K	\$357K
Prior Year	\$258K	\$230K	\$274K	\$328K	\$257K	\$286K	\$323K	\$331K	\$324K	\$345K	\$368K	\$375K	\$314K
Percent Change from Prior Year	22%	22%	30%	11%	61%	48%	22%	19%	30%	4%	11%	12%	14%

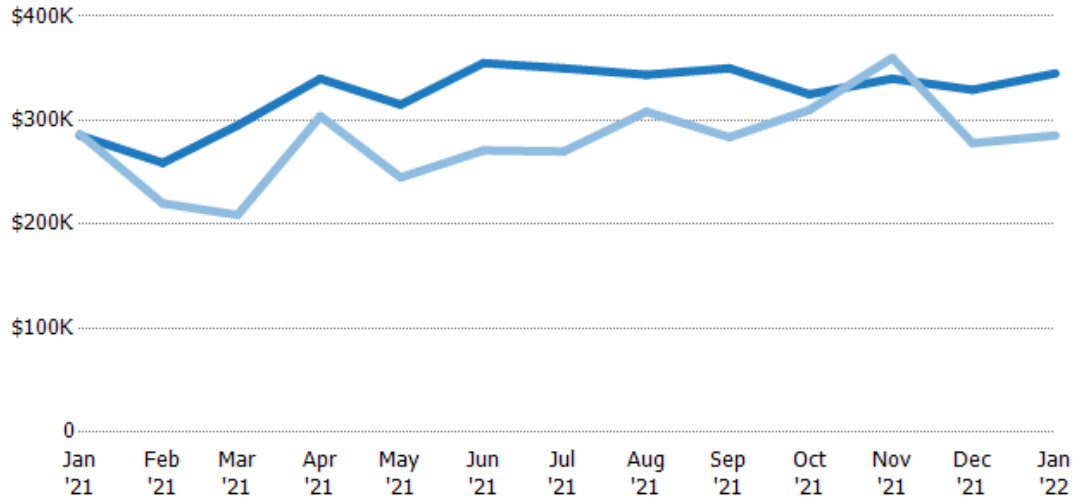
Median Sales Price

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.
Jan '22	\$345K	20.9%
Jan '21	\$285K	-0.6%
Jan '20	\$287K	-10.3%



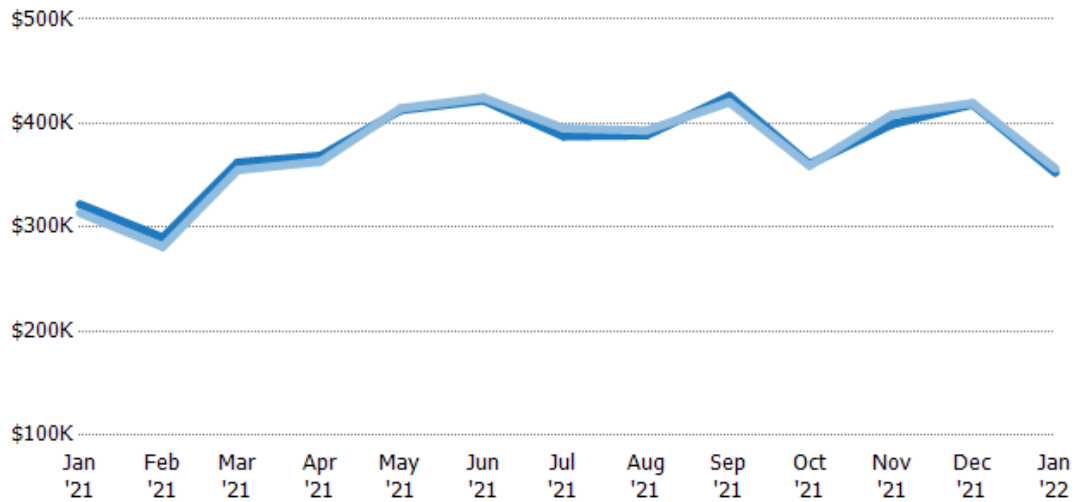
Current Year	\$285K	\$259K	\$295K	\$340K	\$315K	\$355K	\$350K	\$344K	\$350K	\$325K	\$340K	\$329K	\$345K
Prior Year	\$287K	\$220K	\$209K	\$304K	\$245K	\$271K	\$270K	\$308K	\$284K	\$310K	\$360K	\$278K	\$285K
Percent Change from Prior Year	-1%	18%	41%	12%	29%	31%	30%	12%	23%	5%	-6%	18%	21%

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



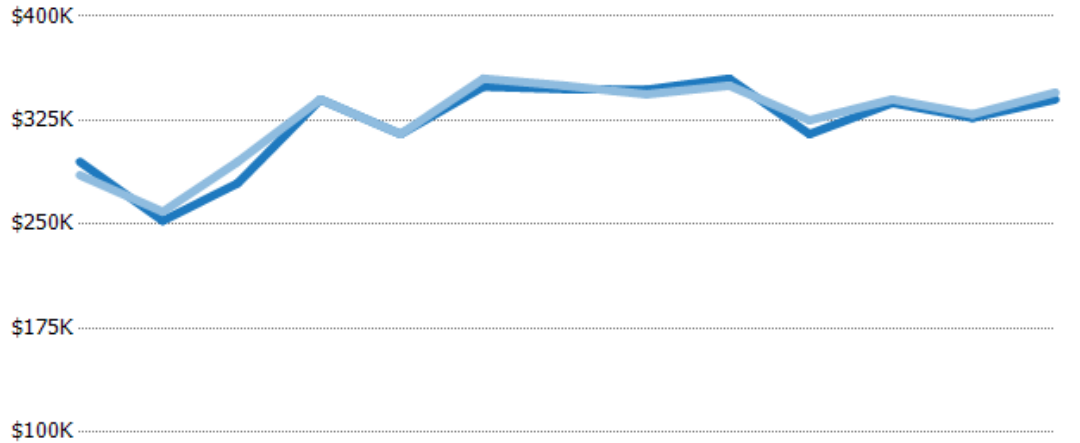
Avg List Price	\$322K	\$290K	\$362K	\$369K	\$413K	\$422K	\$388K	\$388K	\$426K	\$361K	\$399K	\$418K	\$353K
Avg Sales Price	\$314K	\$281K	\$355K	\$363K	\$414K	\$424K	\$395K	\$393K	\$420K	\$359K	\$408K	\$419K	\$357K
Avg Sales Price as a % of Avg List Price	97%	97%	98%	99%	100%	101%	102%	101%	99%	100%	102%	100%	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



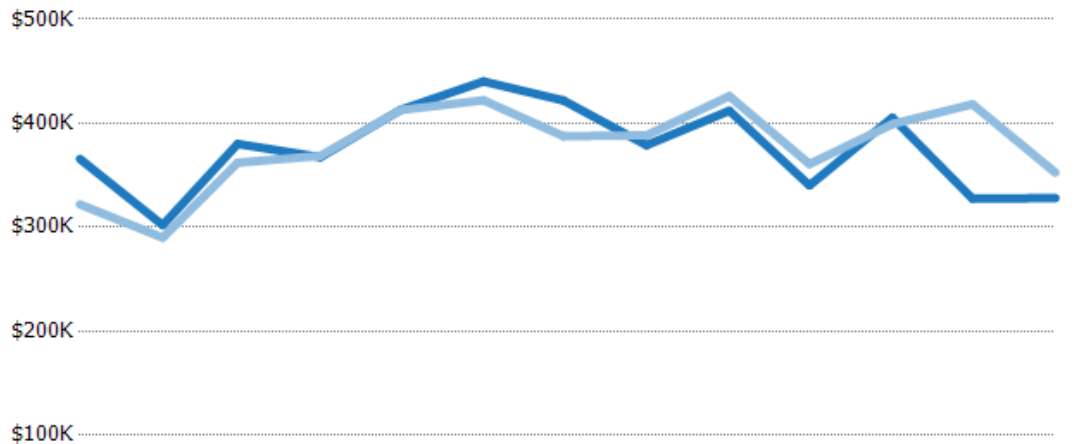
	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21	Jan '22
Median List Price	\$295K	\$253K	\$280K	\$340K	\$315K	\$349K	\$348K	\$347K	\$355K	\$315K	\$338K	\$327K	\$340K
Median Sales Price	\$285K	\$259K	\$295K	\$340K	\$315K	\$355K	\$350K	\$344K	\$350K	\$325K	\$340K	\$329K	\$345K
Med Sales Price as a % of Med List Price	97%	103%	106%	100%	100%	102%	101%	99%	99%	103%	101%	101%	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



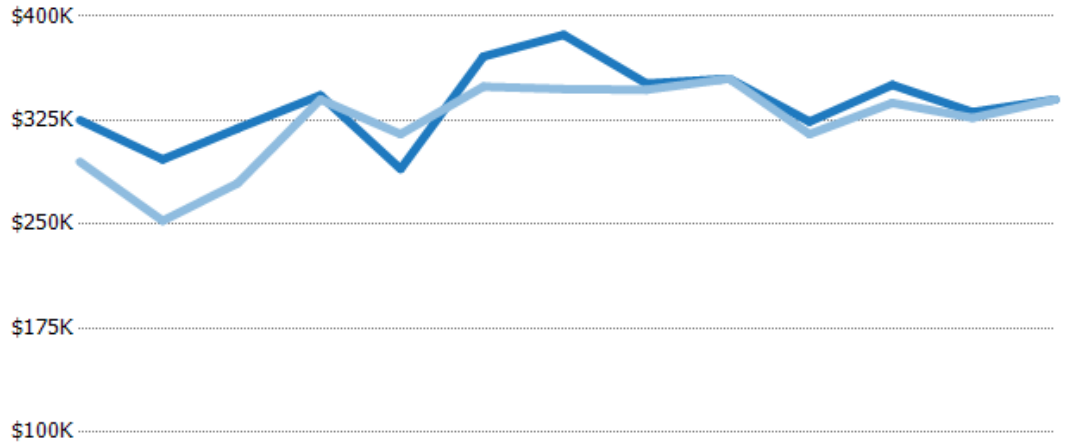
	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21	Jan '22
Avg Est Value	\$366K	\$302K	\$380K	\$367K	\$413K	\$440K	\$422K	\$379K	\$412K	\$340K	\$405K	\$328K	\$328K
Avg Sales Price	\$322K	\$290K	\$362K	\$369K	\$413K	\$422K	\$388K	\$388K	\$426K	\$361K	\$399K	\$418K	\$353K
Avg Sales Price as a % of Avg Est Value	88%	96%	95%	100%	100%	96%	92%	103%	103%	106%	98%	128%	107%

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



	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21	Jan '22
Median Est Value	\$325K	\$297K	\$319K	\$343K	\$290K	\$371K	\$387K	\$352K	\$355K	\$324K	\$351K	\$331K	\$340K
Median Sales Price	\$295K	\$253K	\$280K	\$340K	\$315K	\$349K	\$348K	\$347K	\$355K	\$315K	\$338K	\$327K	\$340K
Med Sales Price as a % of Med Est Value	91%	85%	88%	99%	109%	94%	90%	99%	100%	97%	96%	99%	100%