

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	Apr 2022	Apr 2021	+ / -	YTD 2022	YTD 2021	+ / -
Listing Activity Charts Metrics						
New Listing Count	27	45	-40%	101	129	-21.7%
New Listing Volume	\$11,004,600	\$15,912,500	-30.8%	\$45,803,500	\$48,756,472	-6.1%
Active Listing Count	69	83	-16.9%	N/A	N/A	
Active Listing Volume	\$30,804,300	\$39,040,100	-21.1%	N/A	N/A	
Average Listing Price	\$446,439	\$470,363	-5.1%	\$481,404	\$486,421	-1%
Median Listing Price	\$375,000	\$329,000	+14%	\$393,783	\$340,501	+15.6%
Median Days in RPR	41	168	-75.6%	65.8	159.93	-58.9%
Months of Inventory	3.5	2.4	+45.5%	1.7	5.6	-70%
Absorption Rate	28.99%	42.17%	-13.2%	59.07%	17.73%	+41.3%
Sales Activity Charts Metrics						
New Pending Sales Count	3	51	-94.1%	56	155	-63.9%
New Pending Sales Volume	\$1,138,000	\$20,115,200	-94.3%	\$24,856,800	\$59,860,771	-58.5%
Pending Sales Count	8	69	-88.4%	N/A	N/A	
Pending Sales Volume	\$4,154,800	\$28,463,172	-85.4%	N/A	N/A	
Closed Sales Count	25	33	-24.2%	76	114	-33.3%
Closed Sales Volume	\$13,414,920	\$11,984,970	+11.9%	\$30,883,664	\$38,408,210	-19.6%
Average Sales Price	\$536,597	\$363,181	+47.7%	\$406,364	\$336,914	+20.6%
Median Sales Price	\$375,000	\$340,000	+10.3%	\$339,550	\$300,792	+12.9%

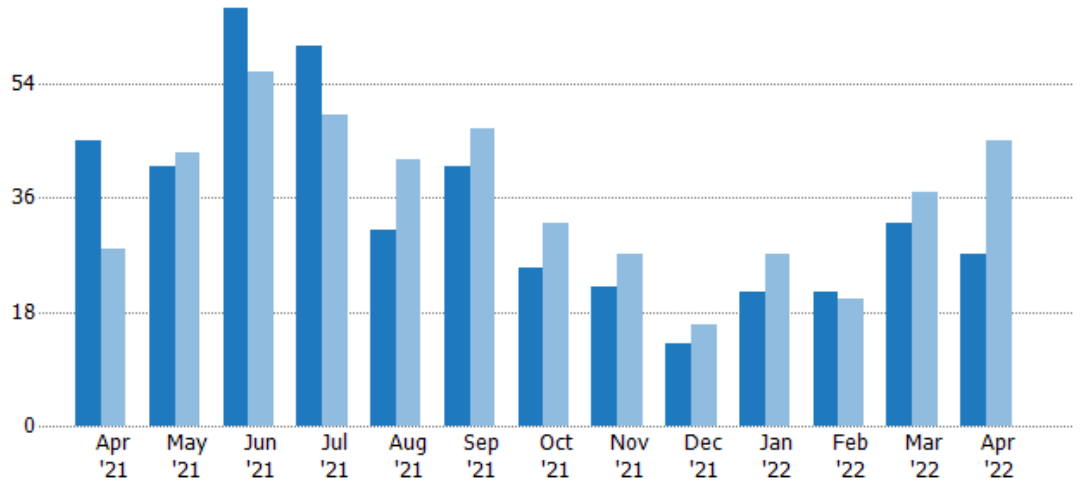
New Listings

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.
Apr '22	27	-40%
Apr '21	45	60.7%
Apr '20	28	89.3%



Current Year	45	41	66	60	31	41	25	22	13	21	21	32	27
Prior Year	28	43	56	49	42	47	32	27	16	27	20	37	45
Percent Change from Prior Year	61%	-5%	18%	22%	-26%	-13%	-22%	-19%	-19%	-22%	5%	-14%	-40%

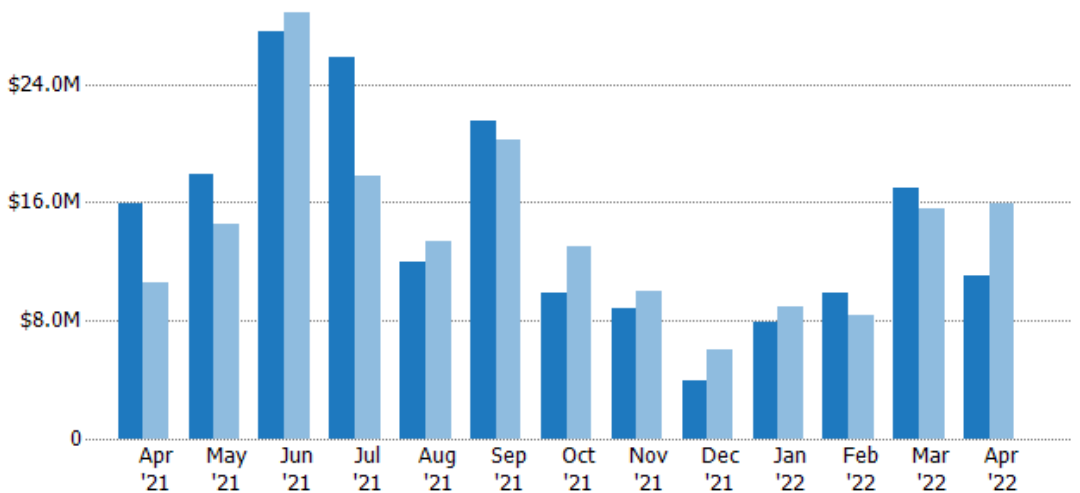
New Listing Volume

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.
Apr '22	\$11M	-30.8%
Apr '21	\$15.9M	50.8%
Apr '20	\$10.6M	63.9%



Current Year	\$15.9M	\$17.9M	\$27.5M	\$25.8M	\$12M	\$21.5M	\$9.85M	\$8.85M	\$3.91M	\$7.94M	\$9.85M	\$17M	\$11M
Prior Year	\$10.6M	\$14.6M	\$28.8M	\$17.8M	\$13.4M	\$20.2M	\$13.1M	\$10M	\$6.01M	\$8.89M	\$8.41M	\$15.5M	\$15.9M
Percent Change from Prior Year	51%	23%	-4%	45%	-10%	6%	-25%	-12%	-35%	-11%	17%	9%	-31%

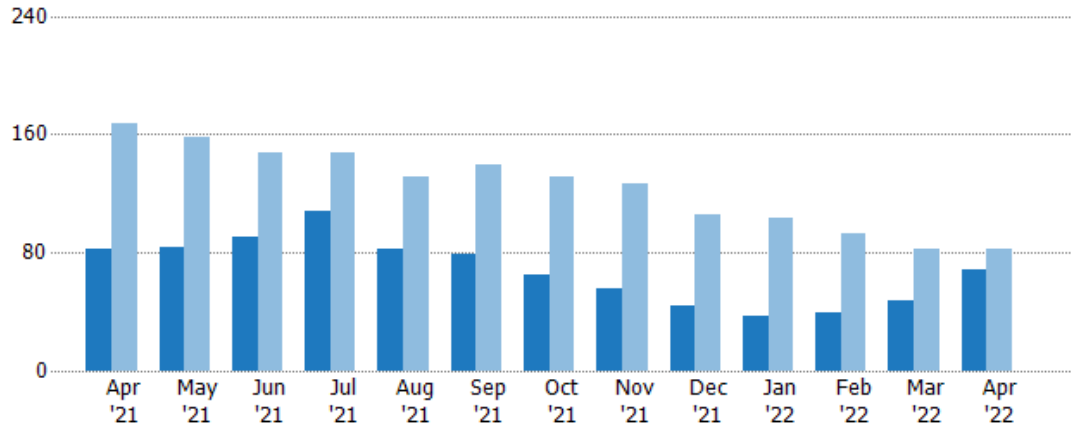
Active Listings

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.
Apr '22	69	-16.9%
Apr '21	83	-50.3%
Apr '20	167	29.3%



Current Year	83	84	91	108	82	79	65	56	44	37	39	48	69
Prior Year	167	158	148	148	131	139	131	127	106	103	93	82	83
Percent Change from Prior Year	-50%	-47%	-39%	-27%	-37%	-43%	-50%	-56%	-58%	-64%	-58%	-41%	-17%

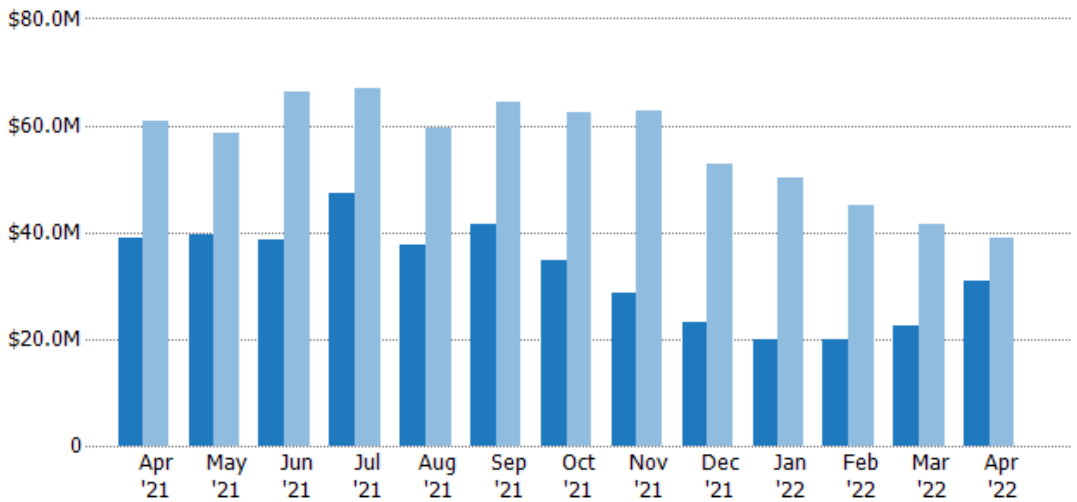
Active Listing Volume

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.
Apr '22	\$30.8M	-21.1%
Apr '21	\$39M	-35.7%
Apr '20	\$60.7M	29.9%



Current Year	\$39M	\$39.6M	\$38.5M	\$47.4M	\$37.6M	\$41.6M	\$34.7M	\$28.8M	\$23.1M	\$19.9M	\$19.8M	\$22.4M	\$30.8M
Prior Year	\$60.7M	\$58.7M	\$66.4M	\$67M	\$59.5M	\$64.2M	\$62.4M	\$62.8M	\$52.8M	\$50.2M	\$45M	\$41.4M	\$39M
Percent Change from Prior Year	-36%	-33%	-42%	-29%	-37%	-35%	-44%	-54%	-56%	-60%	-56%	-46%	-21%

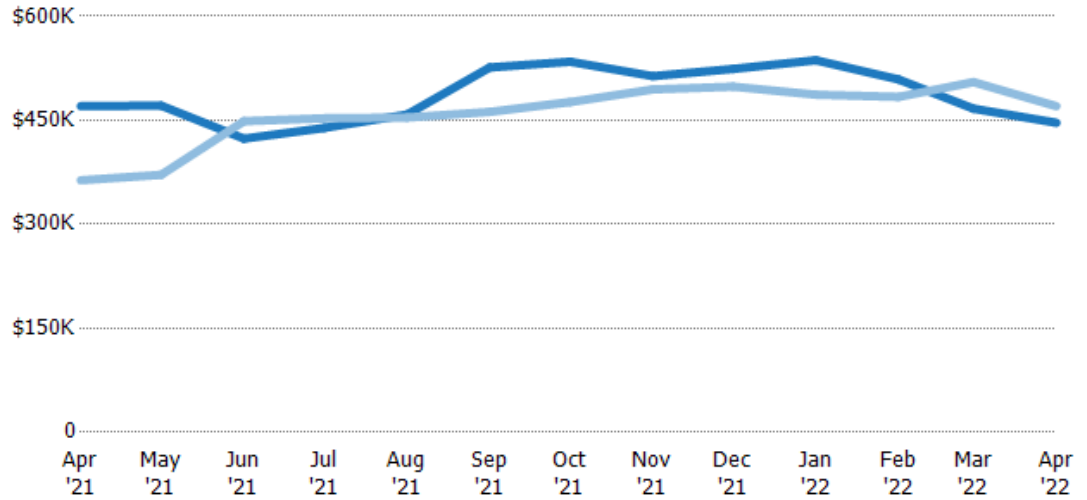
Average Listing Price

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.
Apr '22	\$446K	-5.1%
Apr '21	\$470K	29.4%
Apr '20	\$364K	0.5%



Current Year	\$470K	\$471K	\$424K	\$439K	\$458K	\$526K	\$534K	\$514K	\$524K	\$537K	\$509K	\$467K	\$446K
Prior Year	\$364K	\$371K	\$449K	\$453K	\$454K	\$462K	\$476K	\$495K	\$499K	\$487K	\$484K	\$505K	\$470K
Percent Change from Prior Year	29%	27%	-6%	-3%	1%	14%	12%	4%	5%	10%	5%	-8%	-5%

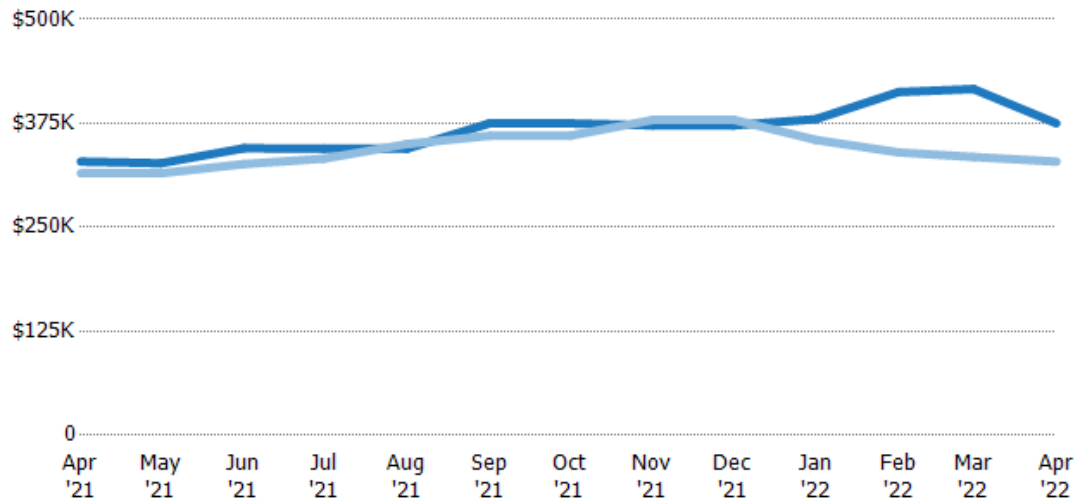
Median Listing Price

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.
Apr '22	\$375K	14%
Apr '21	\$329K	4.5%
Apr '20	\$315K	-8.9%



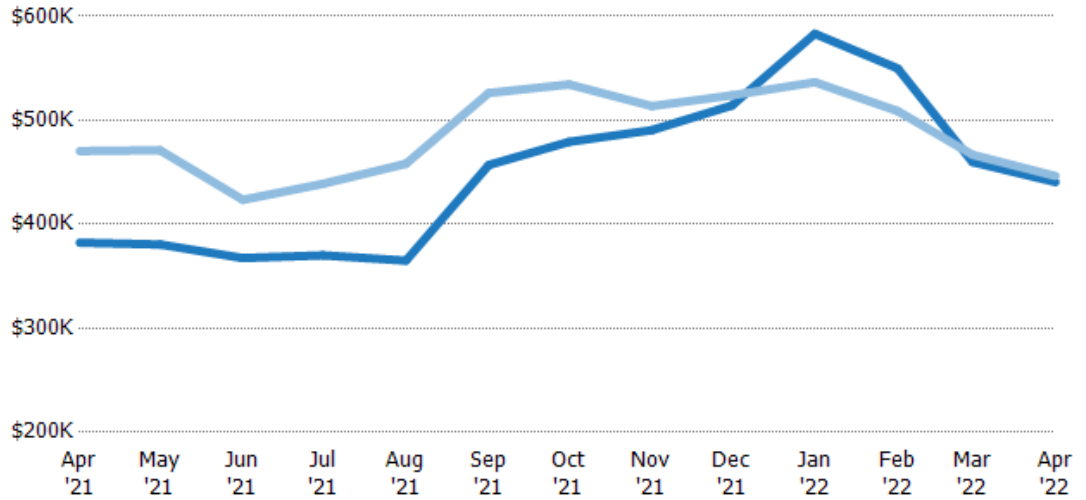
Current Year	\$329K	\$327K	\$345K	\$345K	\$344K	\$375K	\$375K	\$372K	\$372K	\$380K	\$413K	\$416K	\$375K
Prior Year	\$315K	\$315K	\$326K	\$333K	\$350K	\$360K	\$360K	\$379K	\$379K	\$355K	\$340K	\$335K	\$329K
Percent Change from Prior Year	4%	4%	6%	4%	-2%	4%	4%	-2%	-2%	7%	21%	24%	14%

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

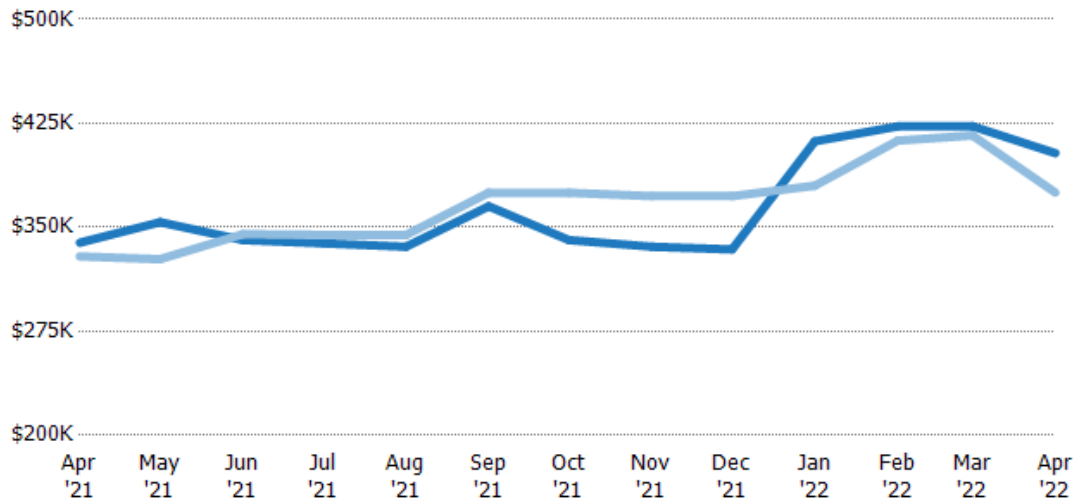


Median Listing Price vs Median Est Value

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



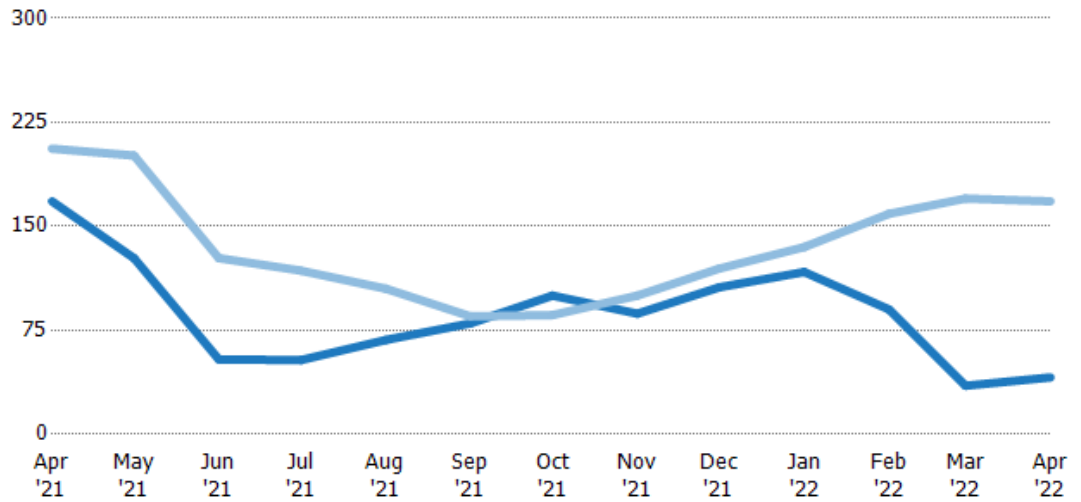
Median Days in RPR

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.
Apr '22	41	-75.6%
Apr '21	168	-18.4%
Apr '20	206	-6.8%



Current Year	168	127	54	53.5	68	80	100	87	106	117	90	35	41
Prior Year	206	201	127	118	105	85	86	100	120	135	159	170	168
Percent Change from Prior Year	-18%	-37%	-57%	-55%	-35%	-6%	16%	-13%	-11%	-13%	-43%	-79%	-76%

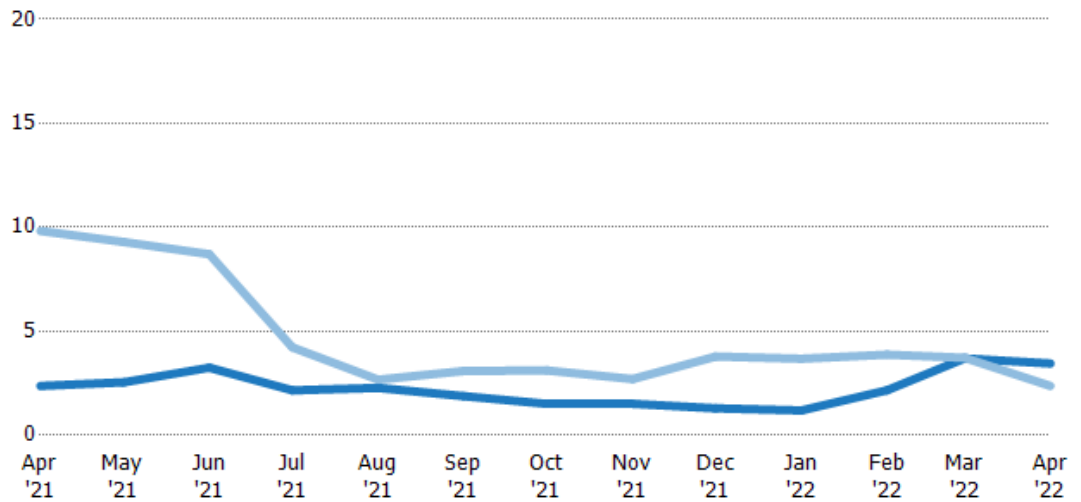
Months of Inventory

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.
Apr '22	3.45	45.5%
Apr '21	2.37	-75.9%
Apr '20	9.82	4.7%



Current Year	2.37	2.55	3.25	2.16	2.28	1.88	1.51	1.51	1.29	1.19	2.17	3.69	3.45
Prior Year	9.82	9.29	8.71	4.23	2.67	3.09	3.12	2.7	3.79	3.68	3.88	3.73	2.37
Percent Change from Prior Year	-76%	-73%	-63%	-49%	-15%	-39%	-52%	-44%	-66%	-68%	-44%	-1%	45%

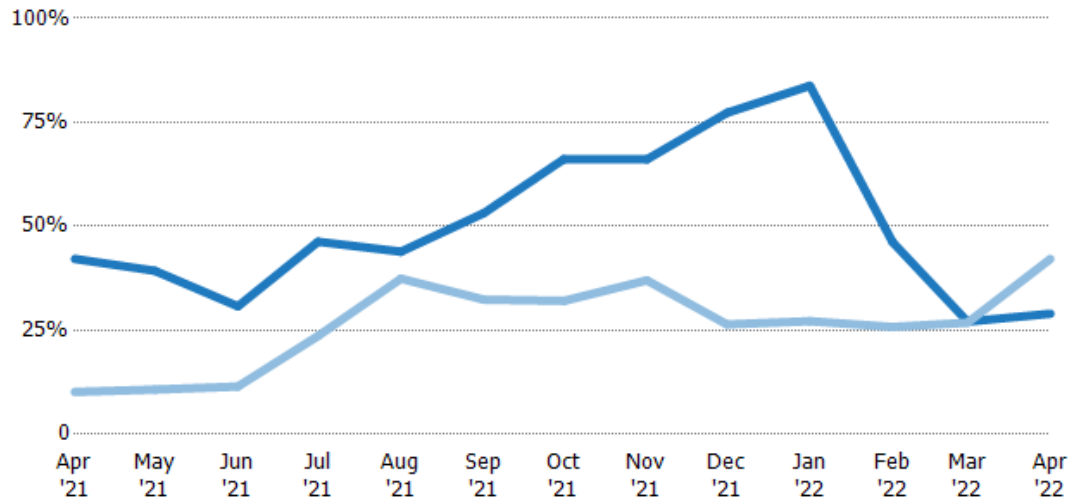
Absorption Rate

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.
Apr '22	29%	13.2%
Apr '21	42%	-32%
Apr '20	10%	-4.4%



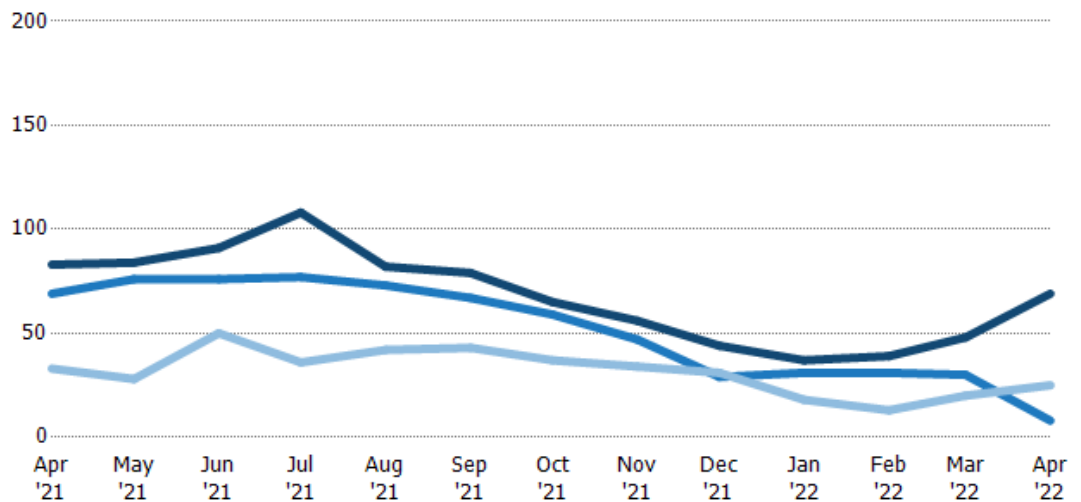
Current Year	42%	39%	31%	46%	44%	53%	66%	66%	77%	84%	46%	27%	29%
Prior Year	10%	11%	11%	24%	37%	32%	32%	37%	26%	27%	26%	27%	42%
Change from Prior Year	-32%	-29%	-19%	-23%	-7%	-21%	-34%	-29%	-51%	-57%	-20%	0%	13%

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	83	84	91	108	82	79	65	56	44	37	39	48	69
Pending	69	76	76	77	73	67	59	47	29	31	31	30	8
Sold	33	28	50	36	42	43	37	34	31	18	13	20	25

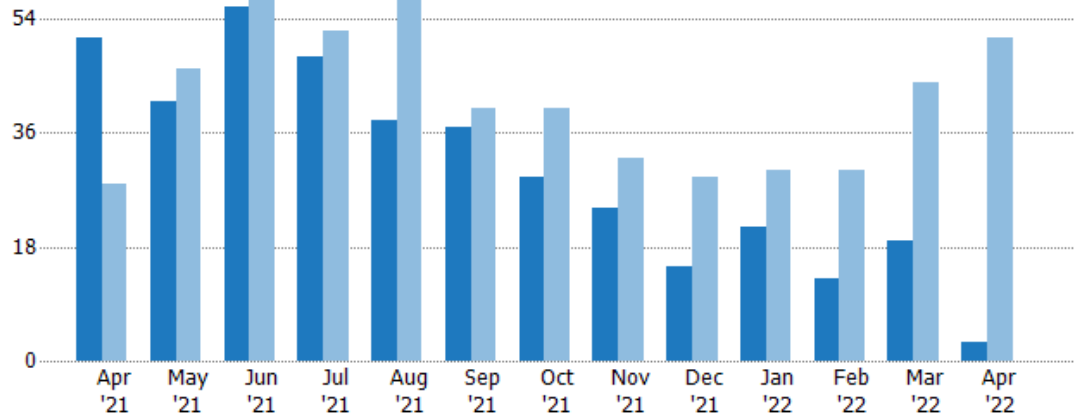
New Pending Sales

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.
Apr '22	3	-94.1%
Apr '21	51	82.1%
Apr '20	28	10.7%



Current Year	51	41	56	48	38	37	29	24	15	21	13	19	3
Prior Year	28	46	63	52	61	40	40	32	29	30	30	44	51
Percent Change from Prior Year	82%	-11%	-11%	-8%	-38%	-8%	-28%	-25%	-48%	-30%	-57%	-57%	-94%

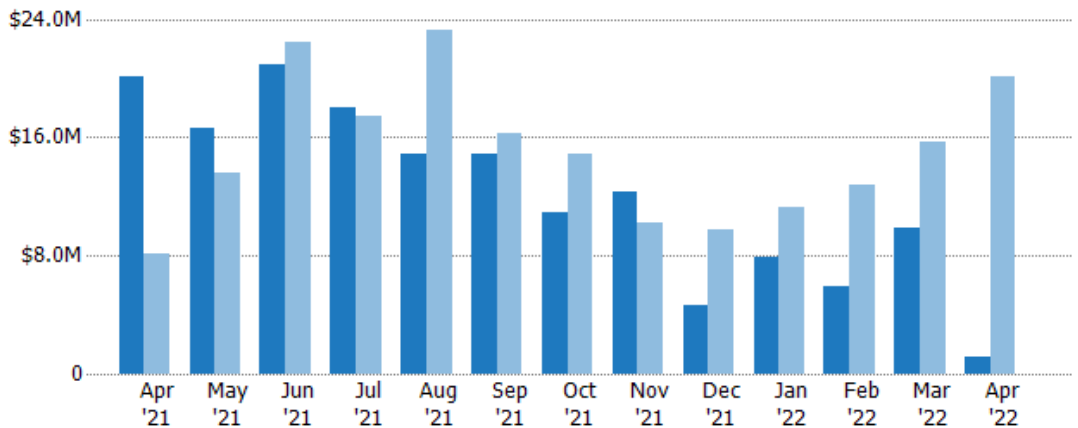
New Pending Sales Volume

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.
Apr '22	\$1.14M	-94.3%
Apr '21	\$20.1M	147.4%
Apr '20	\$8.13M	26.6%



Current Year	\$20.1M	\$16.6M	\$20.9M	\$18M	\$14.8M	\$14.9M	\$10.9M	\$12.3M	\$4.61M	\$7.93M	\$5.91M	\$9.87M	\$1.14M
Prior Year	\$8.13M	\$13.6M	\$22.5M	\$17.4M	\$23.2M	\$16.3M	\$14.8M	\$10.3M	\$9.75M	\$11.2M	\$12.8M	\$15.7M	\$20.1M
Percent Change from Prior Year	147%	22%	-7%	3%	-36%	-9%	-26%	20%	-53%	-29%	-54%	-37%	-94%

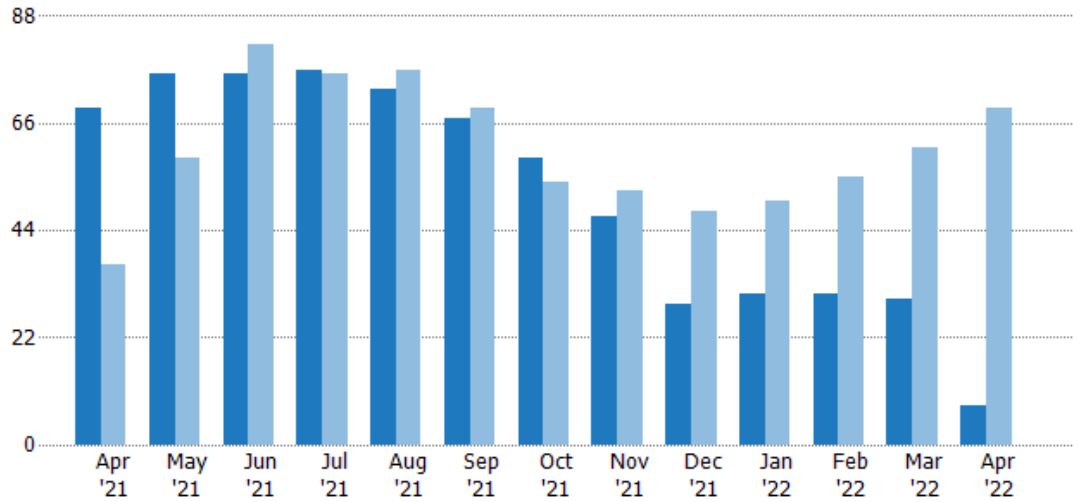
Pending Sales

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.
Apr '22	8	-88.4%
Apr '21	69	86.5%
Apr '20	37	24.3%



Current Year	69	76	76	77	73	67	59	47	29	31	31	30	8
Prior Year	37	59	82	76	77	69	54	52	48	50	55	61	69
Percent Change from Prior Year	86%	29%	-7%	1%	-5%	-3%	9%	-10%	-40%	-38%	-44%	-51%	-88%

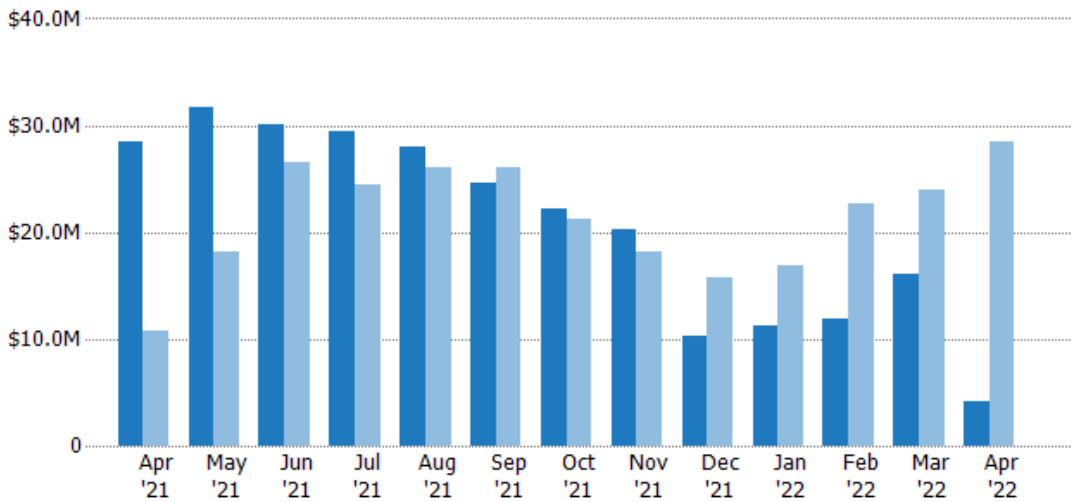
Pending Sales Volume

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.
Apr '22	\$4.15M	-85.4%
Apr '21	\$28.5M	163.5%
Apr '20	\$10.8M	40.4%



Current Year	\$28.5M	\$31.7M	\$30.1M	\$29.4M	\$27.9M	\$24.5M	\$22.1M	\$20.3M	\$10.3M	\$11.2M	\$11.9M	\$16.1M	\$4.15M
Prior Year	\$10.8M	\$18.2M	\$26.5M	\$24.4M	\$26.1M	\$26.1M	\$21.2M	\$18.2M	\$15.7M	\$16.9M	\$22.7M	\$23.9M	\$28.5M
Percent Change from Prior Year	164%	74%	13%	21%	7%	-6%	4%	11%	-34%	-33%	-47%	-33%	-85%

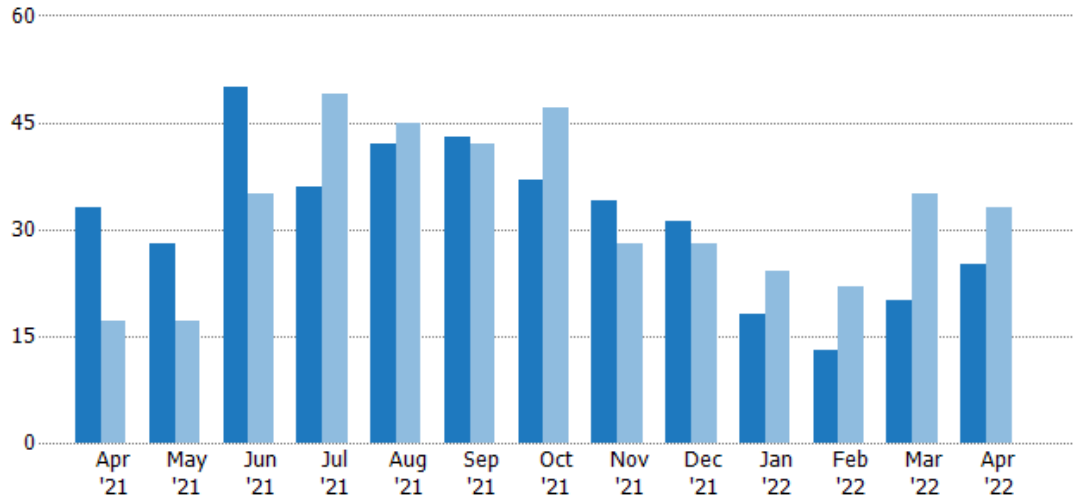
Closed Sales

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.
Apr '22	25	-24.2%
Apr '21	33	94.1%
Apr '20	17	35.3%



Current Year	33	28	50	36	42	43	37	34	31	18	13	20	25
Prior Year	17	17	35	49	45	42	47	28	28	24	22	35	33
Percent Change from Prior Year	94%	65%	43%	-27%	-7%	2%	-21%	21%	11%	-25%	-41%	-43%	-24%

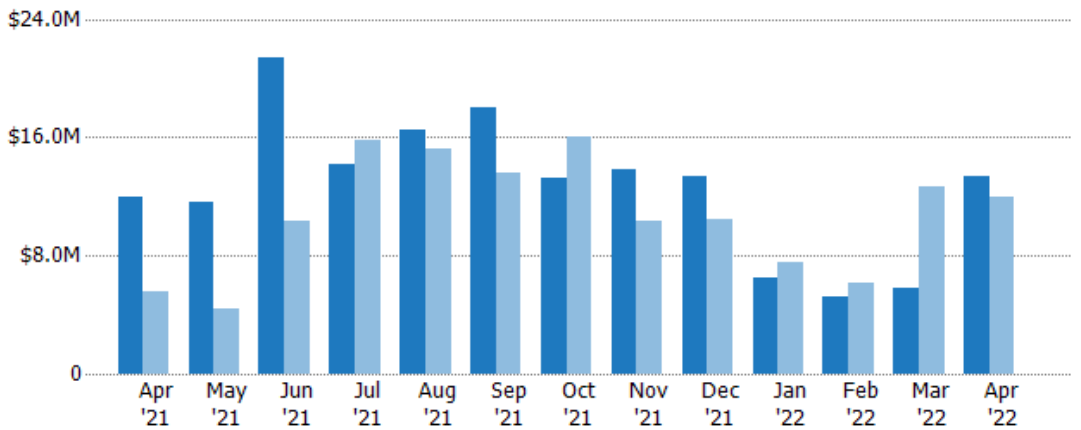
Closed Sales Volume

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.
Apr '22	\$13.4M	11.9%
Apr '21	\$12M	114.8%
Apr '20	\$5.58M	20.8%



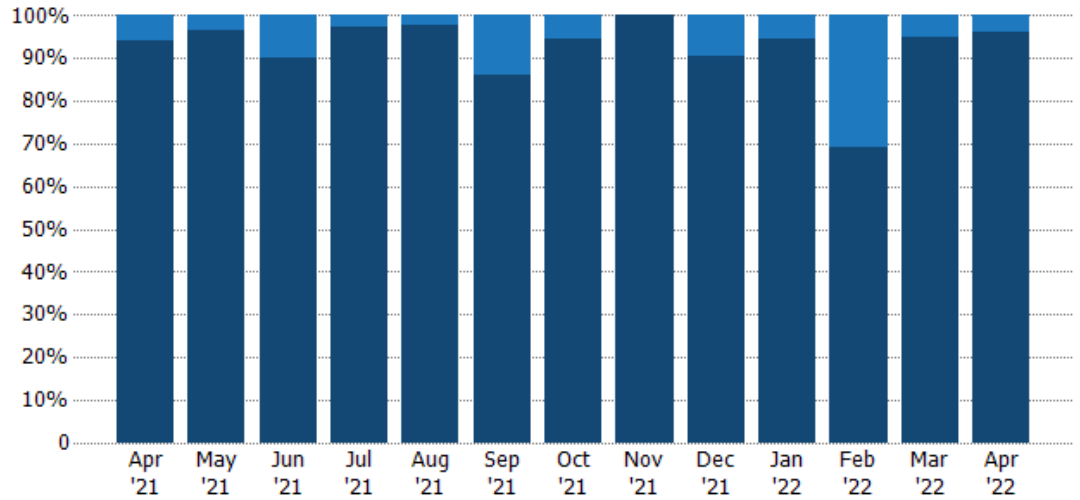
Current Year	\$12M	\$11.6M	\$21.4M	\$14.2M	\$16.5M	\$18.1M	\$13.3M	\$13.9M	\$13.3M	\$6.47M	\$5.23M	\$5.76M	\$13.4M
Prior Year	\$5.58M	\$4.38M	\$10.3M	\$15.8M	\$15.2M	\$13.6M	\$16.1M	\$10.3M	\$10.5M	\$7.53M	\$6.19M	\$12.7M	\$12M
Percent Change from Prior Year	115%	165%	108%	-10%	9%	33%	-17%	35%	27%	-14%	-15%	-55%	12%

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	6%	4%	10%	3%	2%	14%	5%	-	10%	6%	31%	5%	4%
Single Family Residence	94%	96%	90%	97%	98%	86%	95%	100%	90%	94%	69%	95%	96%

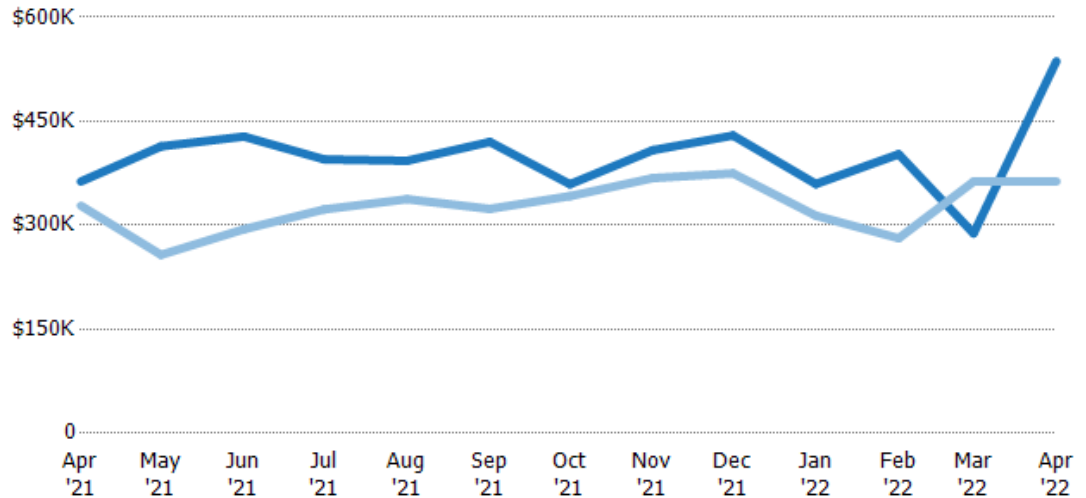
Average Sales Price

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.
Apr '22	\$537K	47.7%
Apr '21	\$363K	10.6%
Apr '20	\$328K	-10.7%



Current Year	\$363K	\$414K	\$428K	\$395K	\$393K	\$420K	\$359K	\$408K	\$429K	\$360K	\$402K	\$288K	\$537K
Prior Year	\$328K	\$257K	\$294K	\$323K	\$338K	\$324K	\$342K	\$368K	\$375K	\$314K	\$281K	\$363K	\$363K
Percent Change from Prior Year	11%	61%	45%	22%	16%	30%	5%	11%	15%	15%	43%	-21%	48%

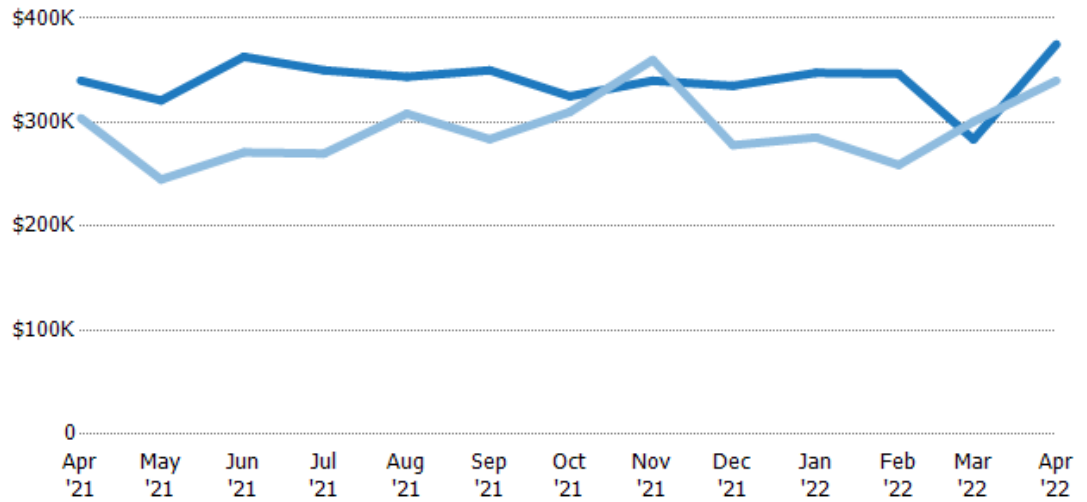
Median Sales Price

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.
Apr '22	\$375K	10.3%
Apr '21	\$340K	11.8%
Apr '20	\$304K	-15.5%



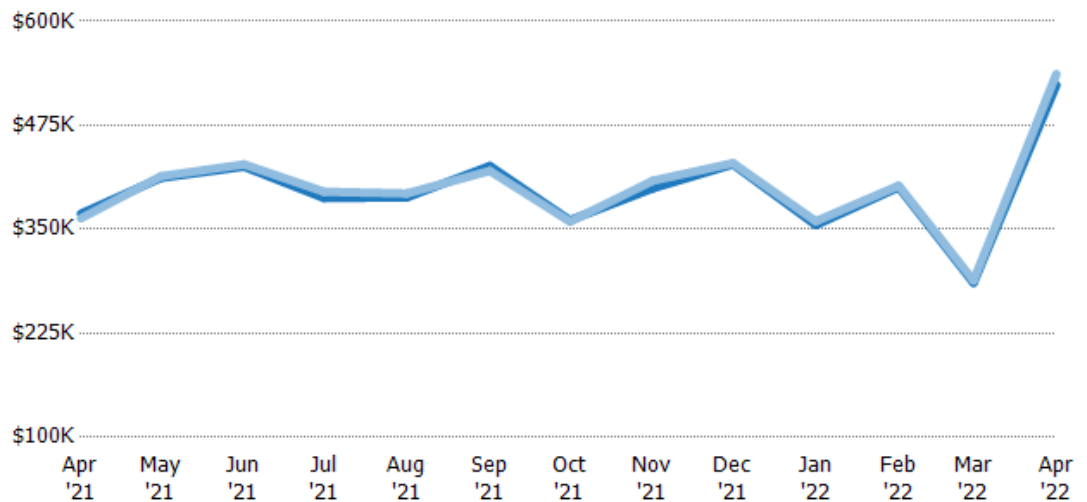
Current Year	\$340K	\$321K	\$363K	\$350K	\$344K	\$350K	\$325K	\$340K	\$335K	\$348K	\$347K	\$284K	\$375K
Prior Year	\$304K	\$245K	\$271K	\$270K	\$308K	\$284K	\$310K	\$360K	\$278K	\$285K	\$259K	\$301K	\$340K
Percent Change from Prior Year	12%	31%	34%	30%	12%	23%	5%	-6%	21%	22%	34%	-6%	10%

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



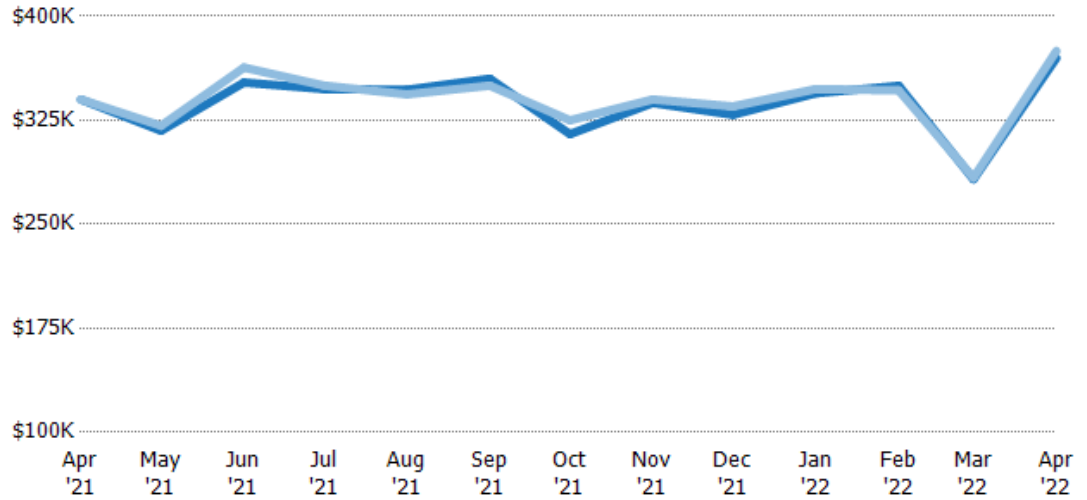
Avg List Price	\$369K	\$412K	\$425K	\$388K	\$388K	\$426K	\$361K	\$399K	\$428K	\$355K	\$401K	\$286K	\$523K
Avg Sales Price	\$363K	\$414K	\$428K	\$395K	\$393K	\$420K	\$359K	\$408K	\$429K	\$360K	\$402K	\$288K	\$537K
Avg Sales Price as a % of Avg List Price	99%	100%	101%	102%	101%	99%	100%	102%	100%	101%	100%	101%	103%

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

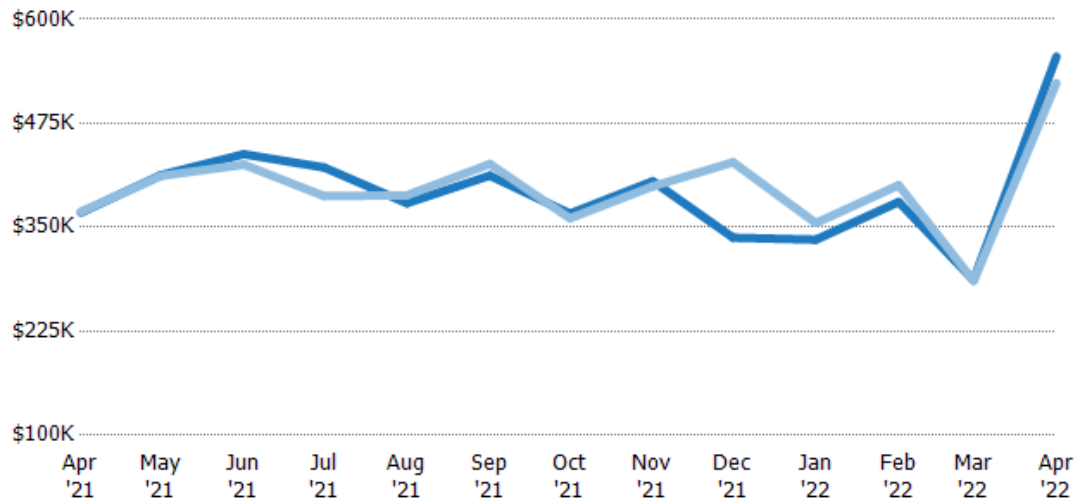


Average Sales Price vs Average Est Value

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

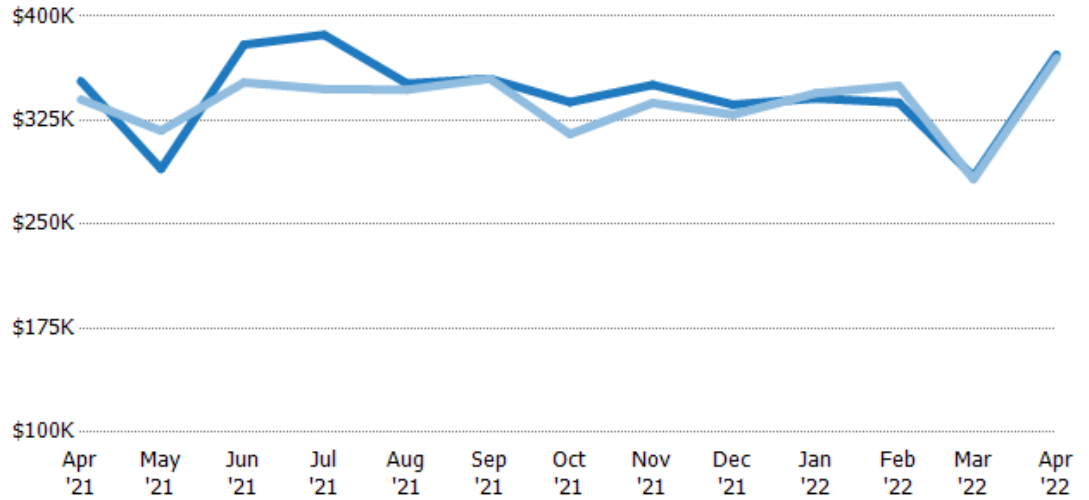


Median Sales Price vs Median Est Value

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



Median Est Value	\$353K	\$290K	\$380K	\$387K	\$352K	\$355K	\$338K	\$351K	\$336K	\$341K	\$338K	\$284K	\$372K
Median Sales Price	\$340K	\$318K	\$352K	\$348K	\$347K	\$355K	\$315K	\$338K	\$329K	\$345K	\$350K	\$283K	\$370K
Med Sales Price as a % of Med Est Value	96%	110%	93%	90%	99%	100%	93%	96%	98%	101%	104%	99%	99%