

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	Feb 2020	Feb 2019	+ / -	YTD 2020	YTD 2019	+ / -
Listing Activity Charts Metrics						
New Listing Count	41	58	-29.3%	62	89	-30.3%
New Listing Volume	\$23,247,050	\$25,696,180	-9.5%	\$31,695,550	\$37,319,680	-15.1%
Active Listing Count	194	286	-32.2%	N/A	N/A	
Active Listing Volume	\$130,772,450	\$141,463,719	-7.6%	N/A	N/A	
Average Listing Price	\$674,085	\$494,628	+36.3%	\$663,598	\$499,501	+32.9%
Median Listing Price	\$340,500	\$305,950	+11.3%	\$339,726	\$312,389	+8.8%
Median Days in RPR	187	182	+2.7%	185.27	188.77	-1.9%
Months of Inventory	12.1	13	-6.7%	10.3	13.6	-24.5%
Absorption Rate	8.25%	7.69%	+0.6%	9.73%	7.34%	+2.4%
Sales Activity Charts Metrics						
New Pending Sales Count	43	20	+115%	75	46	+63%
New Pending Sales Volume	\$22,546,900	\$10,863,300	+107.6%	\$35,946,600	\$19,762,500	+81.9%
Pending Sales Count	51	36	+41.7%	N/A	N/A	
Pending Sales Volume	\$26,545,300	\$15,673,100	+69.4%	N/A	N/A	
Closed Sales Count	21	17	+23.5%	37	39	-5.1%
Closed Sales Volume	\$8,878,000	\$7,892,650	+12.5%	\$13,651,200	\$15,033,050	-9.2%
Average Sales Price	\$422,762	\$464,274	-8.9%	\$368,951	\$385,463	-4.3%
Median Sales Price	\$280,000	\$395,000	-29.1%	\$257,297	\$319,410	-19.4%

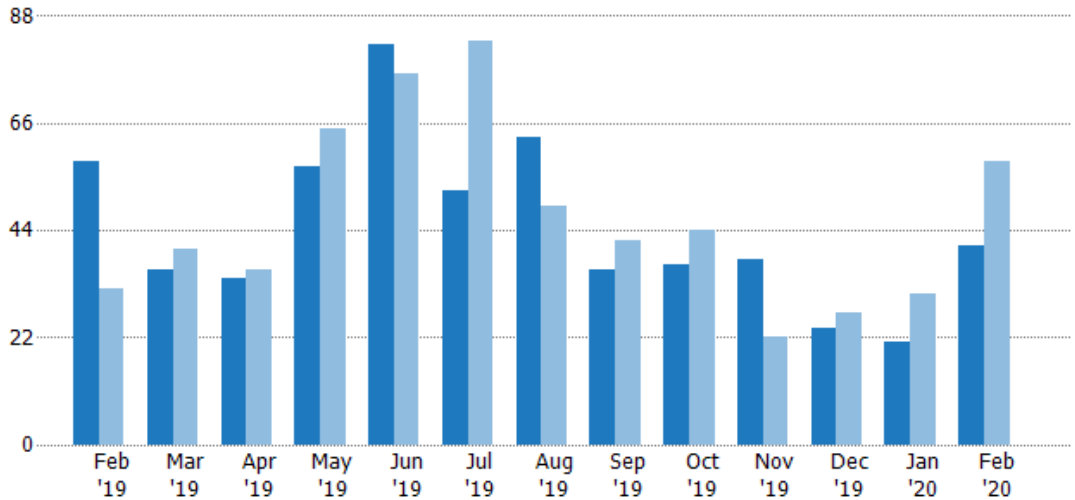
New Listings

The number of new residential listings that were added each month.

Filters Used

State: VT
 County: Lamoille County, Vermont
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence

Month/Year	Count	% Chg.
Feb '20	41	-29.3%
Feb '19	58	81.3%
Feb '18	32	31.3%



Current Year	58	36	34	57	82	52	63	36	37	38	24	21	41
Prior Year	32	40	36	65	76	83	49	42	44	22	27	31	58
Percent Change from Prior Year	81%	-10%	-6%	-12%	8%	-37%	29%	-14%	-16%	73%	-11%	-32%	-29%

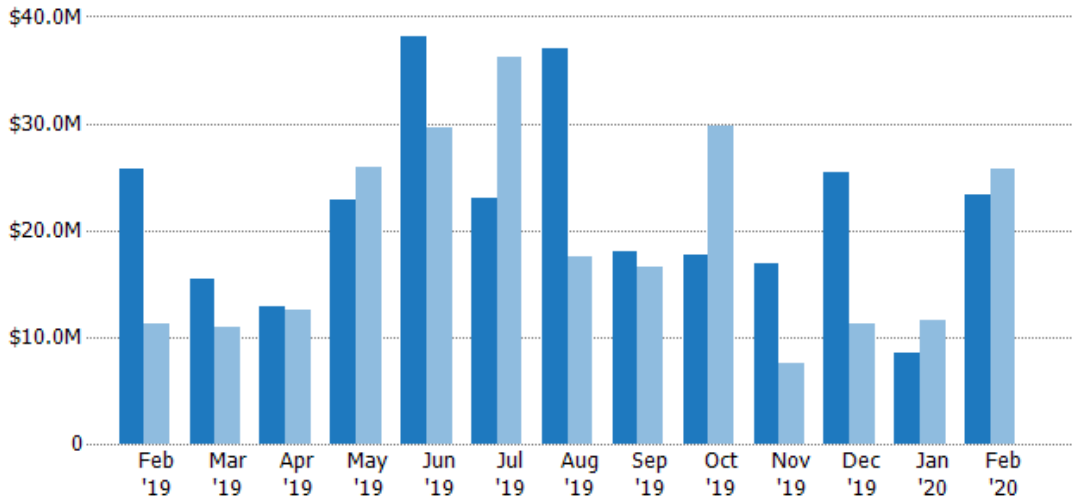
New Listing Volume

The sum of the listing price of residential listings that were added each month.

Filters Used

State: VT
 County: Lamoille County, Vermont
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence

Month/Year	Volume	% Chg.
Feb '20	\$23.2M	-9.5%
Feb '19	\$25.7M	129.8%
Feb '18	\$11.2M	61%



Current Year	\$25.7M	\$15.4M	\$12.8M	\$22.9M	\$38.2M	\$22.9M	\$37M	\$18M	\$17.7M	\$16.8M	\$25.3M	\$8.45M	\$23.2M
Prior Year	\$11.2M	\$11M	\$12.6M	\$25.8M	\$29.5M	\$36.2M	\$17.5M	\$16.6M	\$29.8M	\$7.55M	\$11.3M	\$11.6M	\$25.7M
Percent Change from Prior Year	130%	40%	2%	-11%	29%	-37%	112%	9%	-41%	123%	124%	-27%	-10%

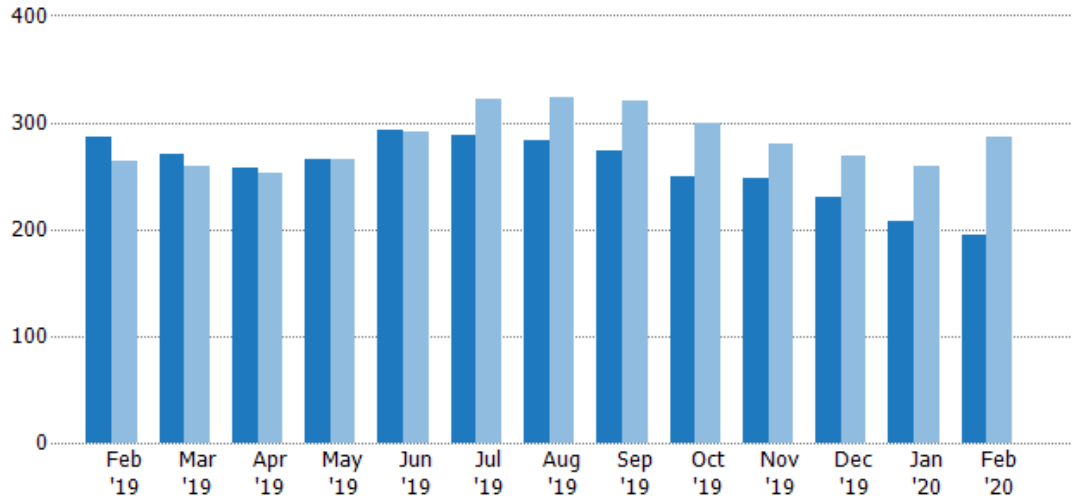
Active Listings

The number of active residential listings at the end of each month.

Filters Used

State: VT
 County: Lamoille County, Vermont
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence

Month/ Year	Count	% Chg.
Feb '20	194	-32.2%
Feb '19	286	8.3%
Feb '18	264	17.8%



Current Year	286	271	258	265	293	288	283	273	250	248	230	207	194
Prior Year	264	259	252	265	291	322	324	320	299	280	268	259	286
Percent Change from Prior Year	8%	5%	2%	0%	1%	-11%	-13%	-15%	-16%	-11%	-14%	-20%	-32%

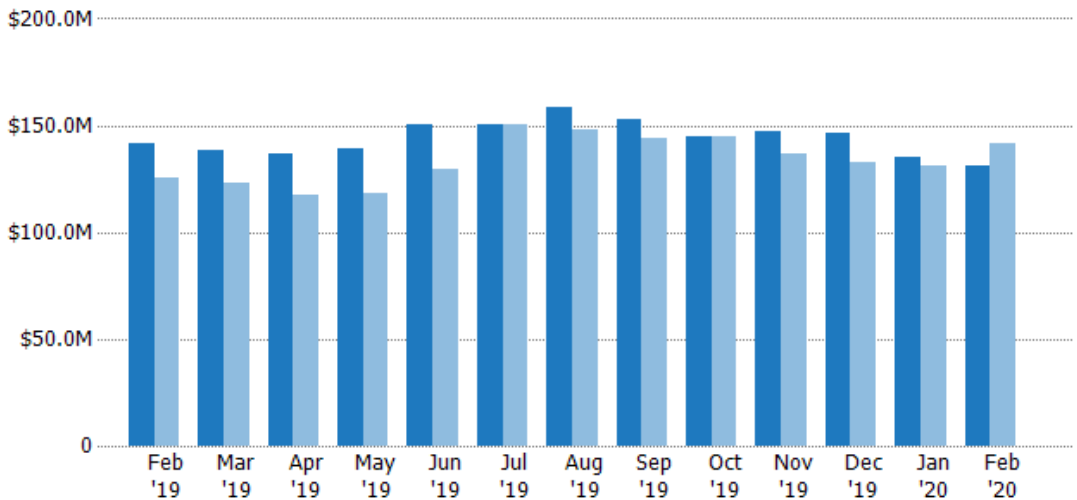
Active Listing Volume

The sum of the listing price of active residential listings at the end of each month.

Filters Used

State: VT
 County: Lamoille County, Vermont
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence

Month/ Year	Volume	% Chg.
Feb '20	\$131M	-7.6%
Feb '19	\$141M	13%
Feb '18	\$125M	6.4%



Current Year	\$141M	\$138M	\$137M	\$139M	\$150M	\$151M	\$158M	\$153M	\$145M	\$148M	\$146M	\$135M	\$131M
Prior Year	\$125M	\$123M	\$118M	\$119M	\$129M	\$151M	\$148M	\$144M	\$145M	\$137M	\$132M	\$131M	\$141M
Percent Change from Prior Year	13%	12%	16%	17%	16%	0%	7%	6%	0%	8%	11%	3%	-8%

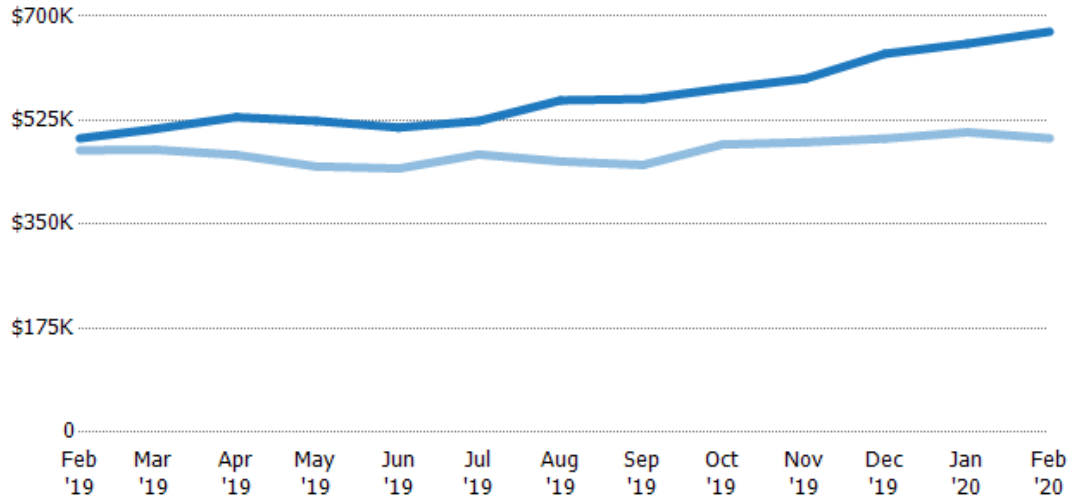
Average Listing Price

The average listing price of active residential listings at the end of each month.

Filters Used

State: VT
 County: Lamoille County, Vermont
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence

Month/ Year	Price	% Chg.
Feb '20	\$674K	36.3%
Feb '19	\$495K	4.3%
Feb '18	\$474K	-9.6%



Current Year	\$495K	\$510K	\$530K	\$524K	\$513K	\$524K	\$559K	\$561K	\$578K	\$595K	\$637K	\$654K	\$674K
Prior Year	\$474K	\$476K	\$467K	\$447K	\$444K	\$467K	\$456K	\$450K	\$484K	\$488K	\$494K	\$505K	\$495K
Percent Change from Prior Year	4%	7%	14%	17%	16%	12%	23%	25%	19%	22%	29%	29%	36%

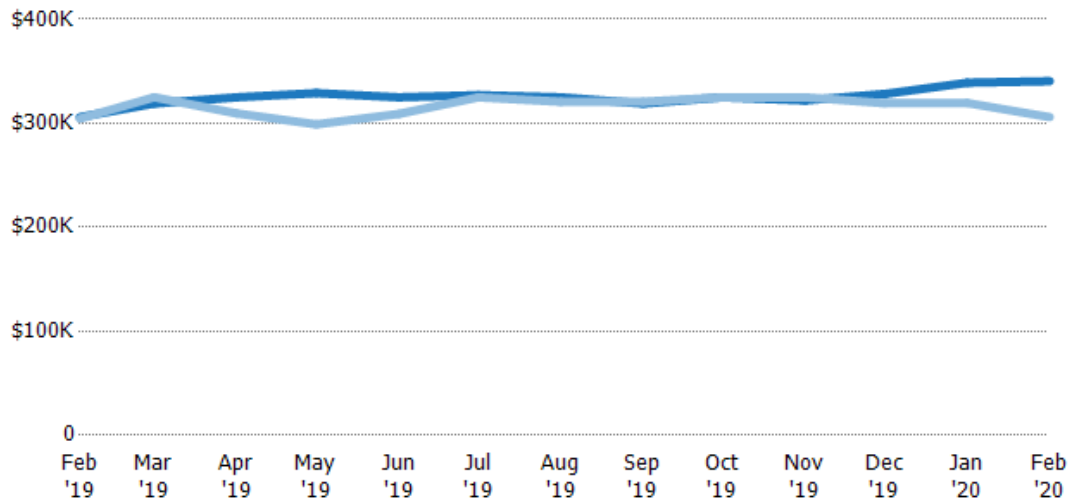
Median Listing Price

The median listing price of active residential listings at the end of each month.

Filters Used

State: VT
 County: Lamoille County, Vermont
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence

Month/ Year	Price	% Chg.
Feb '20	\$341K	11.3%
Feb '19	\$306K	0.5%
Feb '18	\$304K	-17.9%



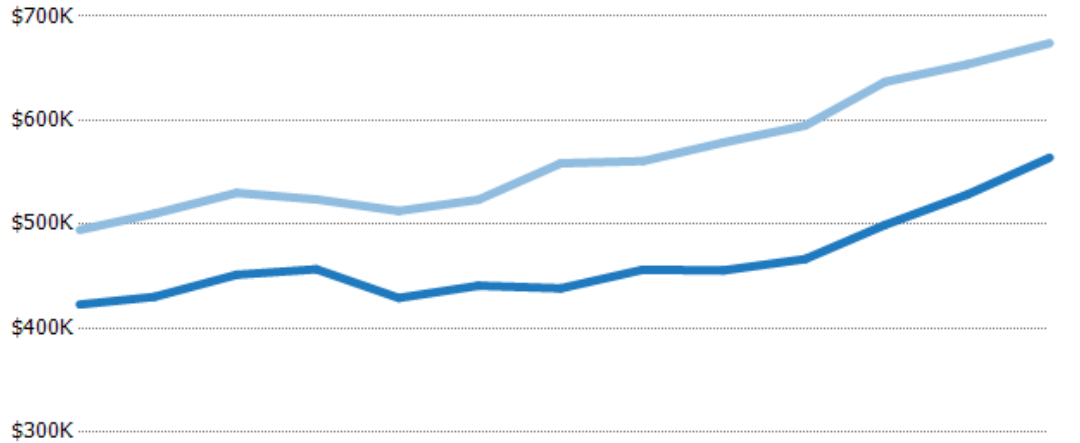
Current Year	\$306K	\$319K	\$325K	\$329K	\$325K	\$327K	\$325K	\$319K	\$325K	\$322K	\$328K	\$339K	\$341K
Prior Year	\$304K	\$325K	\$310K	\$299K	\$309K	\$325K	\$321K	\$321K	\$325K	\$325K	\$319K	\$320K	\$306K
Percent Change from Prior Year	0%	-2%	5%	10%	5%	1%	1%	-1%	0%	-1%	3%	6%	11%

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: Lamoille County, Vermont
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence



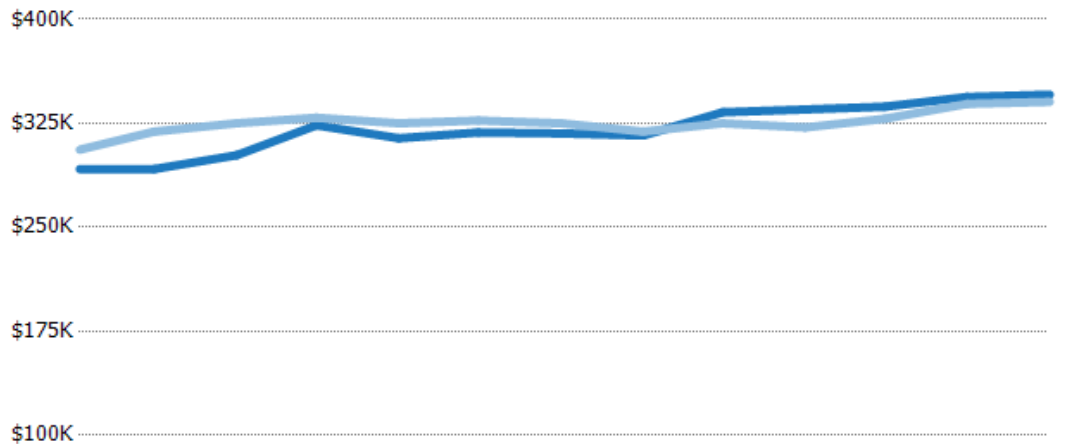
	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20
Avg Est Value	\$423K	\$430K	\$451K	\$457K	\$429K	\$441K	\$438K	\$456K	\$456K	\$467K	\$499K	\$529K	\$564K
Avg Listing Price	\$495K	\$510K	\$530K	\$524K	\$513K	\$524K	\$559K	\$561K	\$578K	\$595K	\$637K	\$654K	\$674K
Avg Listing Price as a % of Avg Est Value	117%	119%	117%	115%	119%	119%	127%	123%	127%	128%	128%	124%	120%

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: Lamoille County, Vermont
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence



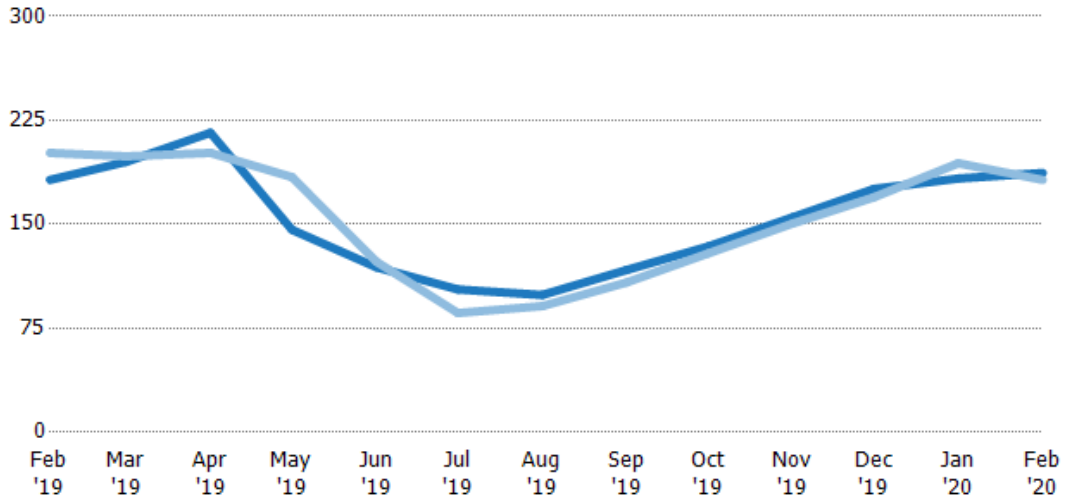
	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20
Median Est Value	\$292K	\$292K	\$302K	\$324K	\$314K	\$318K	\$318K	\$316K	\$333K	\$335K	\$337K	\$344K	\$346K
Median Listing Price	\$306K	\$319K	\$325K	\$329K	\$325K	\$327K	\$325K	\$319K	\$325K	\$322K	\$328K	\$339K	\$341K
Med Listing Price as a % of Med Est Value	105%	109%	108%	102%	103%	103%	102%	101%	98%	96%	97%	99%	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: Lamoille County, Vermont
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence



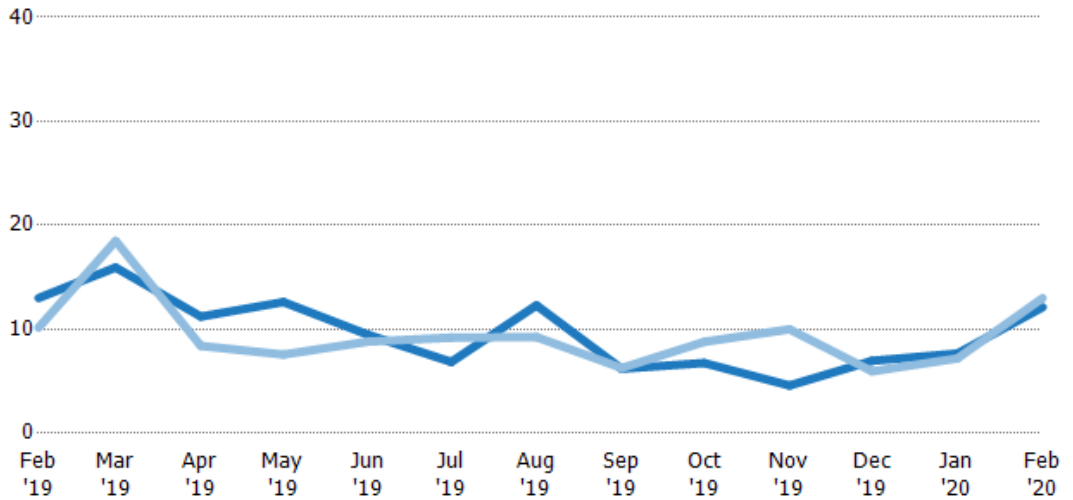
	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20
Current Year	182	195	216	146	119	103	99	117	134	155	176	183	187
Prior Year	202	199	202	184	123	86	91	108	129	151	170	194	182
Percent Change from Prior Year	-10%	-2%	7%	-21%	-3%	20%	9%	8%	4%	3%	4%	-6%	3%

Months of Inventory

The number of months it would take to exhaust active listings at the current sales rate.

Filters Used

State: VT
 County: Lamoille County, Vermont
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence



	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20
Current Year	13	15.9	11.2	12.6	9.45	6.86	12.3	6.2	6.76	4.59	6.97	7.67	12.1
Prior Year	10.2	18.5	8.4	7.57	8.82	9.2	9.26	6.27	8.79	10	5.96	7.19	13
Percent Change from Prior Year	28%	-14%	34%	67%	7%	-25%	33%	-1%	-23%	-54%	17%	7%	-7%

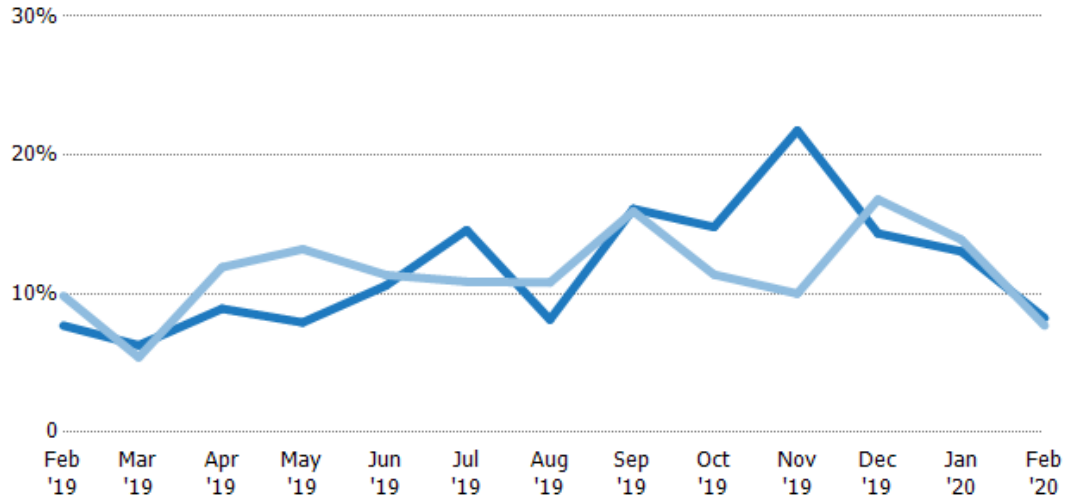
Absorption Rate

The percentage of inventory sold per month.

Filters Used

State: VT
 County: Lamoille County, Vermont
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence

Month/ Year	Rate	Chg.
Feb '20	8%	-0.6%
Feb '19	8%	2.2%
Feb '18	10%	-67.4%



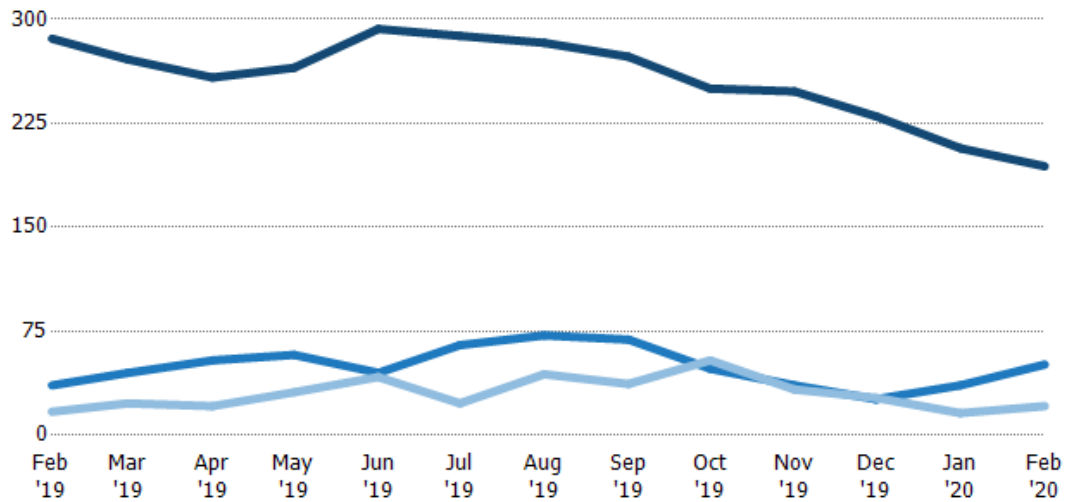
Current Year	8%	6%	9%	8%	11%	15%	8%	16%	15%	22%	14%	13%	8%
Prior Year	10%	5%	12%	13%	11%	11%	11%	16%	11%	10%	17%	14%	8%
Change from Prior Year	2%	-1%	3%	5%	1%	-4%	3%	0%	-3%	-12%	2%	1%	-1%

Active/Pending/Sold Units

The number of residential properties that were Active, Pending and Sold each month.

Filters Used

State: VT
 County: Lamoille County, Vermont
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence



Active	286	271	258	265	293	288	283	273	250	248	230	207	194
Pending	36	45	54	58	45	65	72	69	48	36	26	36	51
Sold	17	23	21	31	42	23	44	37	54	33	27	16	21

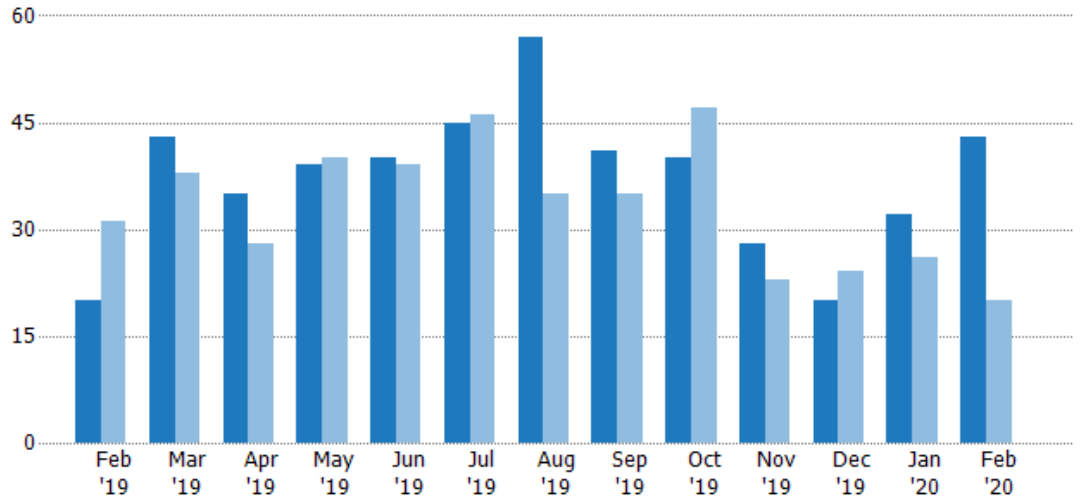
New Pending Sales

The number of residential properties with accepted offers that were added each month.

Filters Used

State: VT
 County: Lamoille County, Vermont
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence

Month/ Year	Count	% Chg.
Feb '20	43	115%
Feb '19	20	-35.5%
Feb '18	31	-16.1%



	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20
Current Year	20	43	35	39	40	45	57	41	40	28	20	32	43
Prior Year	31	38	28	40	39	46	35	35	47	23	24	26	20
Percent Change from Prior Year	-35%	13%	25%	-3%	3%	-2%	63%	17%	-15%	22%	-17%	23%	115%

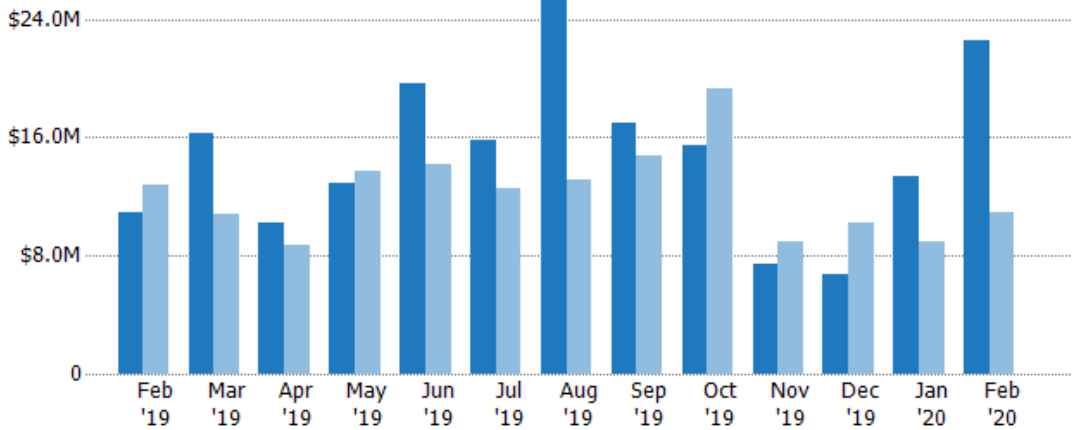
New Pending Sales Volume

The sum of the sales price of residential properties with accepted offers that were added each month.

Filters Used

State: VT
 County: Lamoille County, Vermont
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence

Month/ Year	Volume	% Chg.
Feb '20	\$22.5M	107.6%
Feb '19	\$10.9M	-15.3%
Feb '18	\$12.8M	-24.1%



	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20
Current Year	\$10.9M	\$16.3M	\$10.3M	\$12.9M	\$19.7M	\$15.8M	\$26.2M	\$17M	\$15.5M	\$7.45M	\$6.72M	\$13.4M	\$22.5M
Prior Year	\$12.8M	\$10.9M	\$8.71M	\$13.7M	\$14.1M	\$12.5M	\$13.1M	\$14.7M	\$19.3M	\$8.94M	\$10.2M	\$8.9M	\$10.9M
Percent Change from Prior Year	-15%	50%	18%	-5%	39%	26%	100%	16%	-20%	-17%	-34%	51%	108%

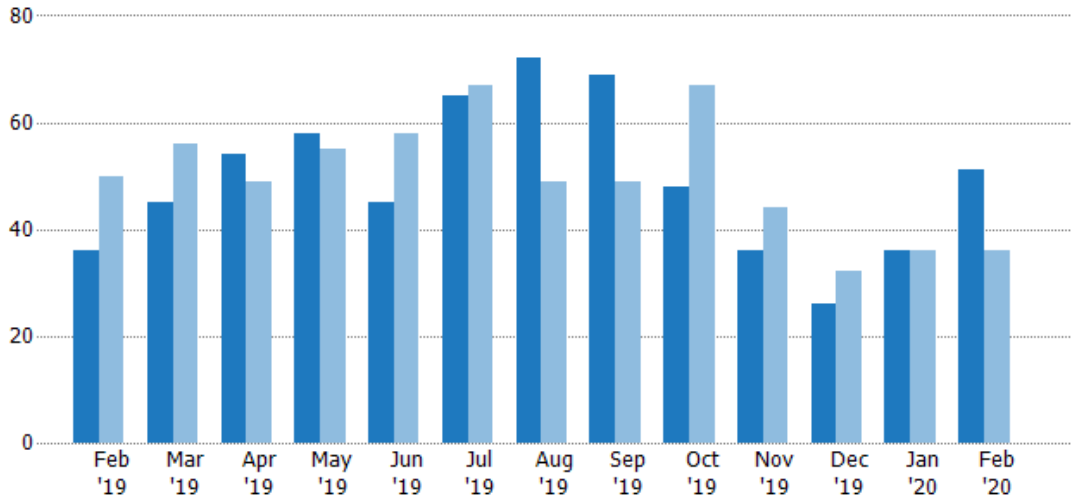
Pending Sales

The number of residential properties with accepted offers that were available at the end each month.

Filters Used

State: VT
 County: Lamoille County, Vermont
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence

Month/ Year	Count	% Chg.
Feb '20	51	41.7%
Feb '19	36	-28%
Feb '18	50	-8%



	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20
Current Year	36	45	54	58	45	65	72	69	48	36	26	36	51
Prior Year	50	56	49	55	58	67	49	49	67	44	32	36	36
Percent Change from Prior Year	-28%	-20%	10%	5%	-22%	-3%	47%	41%	-28%	-18%	-19%	0%	42%

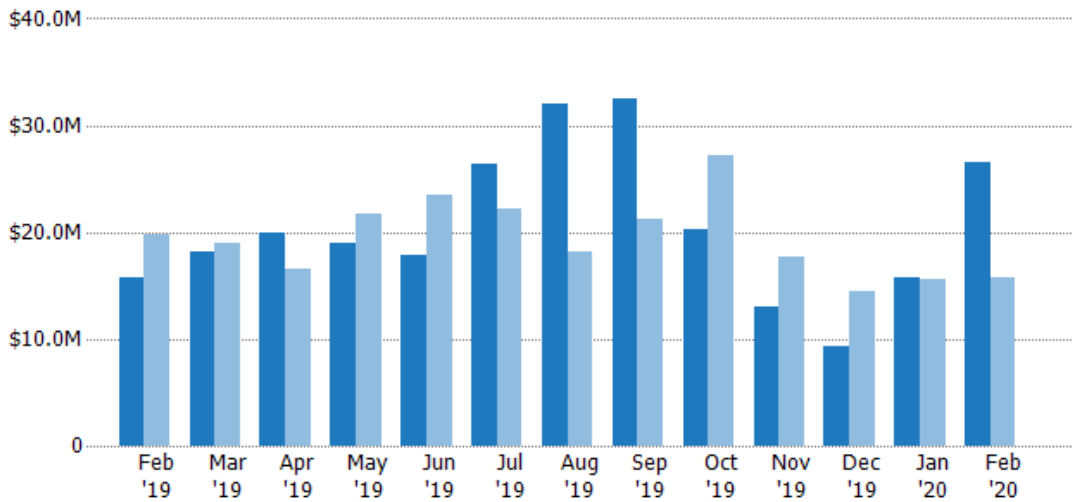
Pending Sales Volume

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: Lamoille County, Vermont
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence

Month/ Year	Volume	% Chg.
Feb '20	\$26.5M	69.4%
Feb '19	\$15.7M	-20.5%
Feb '18	\$19.7M	-15.6%



	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20
Current Year	\$15.7M	\$18.2M	\$20M	\$19M	\$17.8M	\$26.3M	\$32M	\$32.5M	\$20.2M	\$13.1M	\$9.37M	\$15.8M	\$26.5M
Prior Year	\$19.7M	\$19M	\$16.5M	\$21.6M	\$23.5M	\$22.2M	\$18.2M	\$21.3M	\$27.1M	\$17.6M	\$14.5M	\$15.6M	\$15.7M
Percent Change from Prior Year	-20%	-4%	21%	-12%	-24%	18%	76%	53%	-26%	-26%	-35%	1%	69%

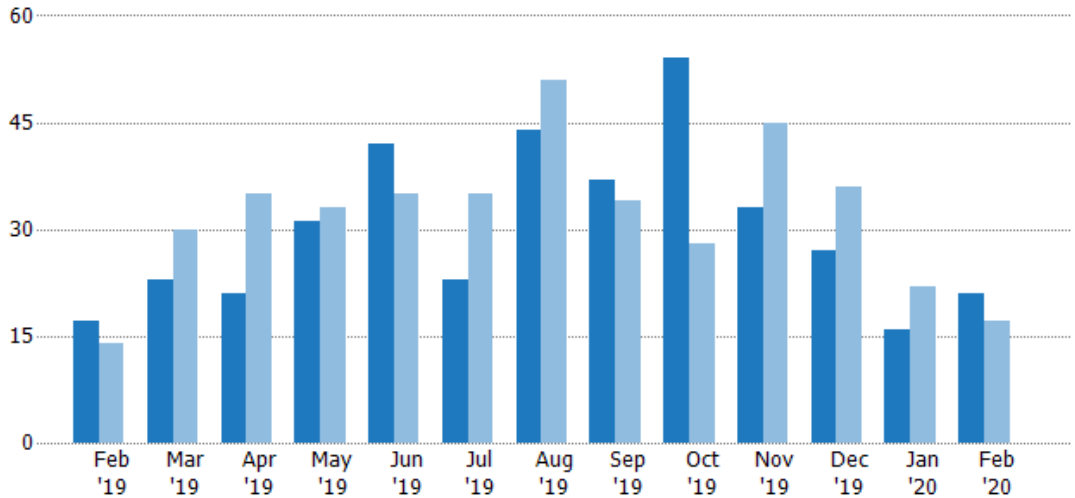
Closed Sales

The total number of residential properties sold each month.

Filters Used

State: VT
 County: Lamoille County, Vermont
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence

Month/ Year	Count	% Chg.
Feb '20	21	23.5%
Feb '19	17	21.4%
Feb '18	14	0%



Current Year	17	23	21	31	42	23	44	37	54	33	27	16	21
Prior Year	14	30	35	33	35	35	51	34	28	45	36	22	17
Percent Change from Prior Year	21%	-23%	-40%	-6%	20%	-34%	-14%	9%	93%	-27%	-25%	-27%	24%

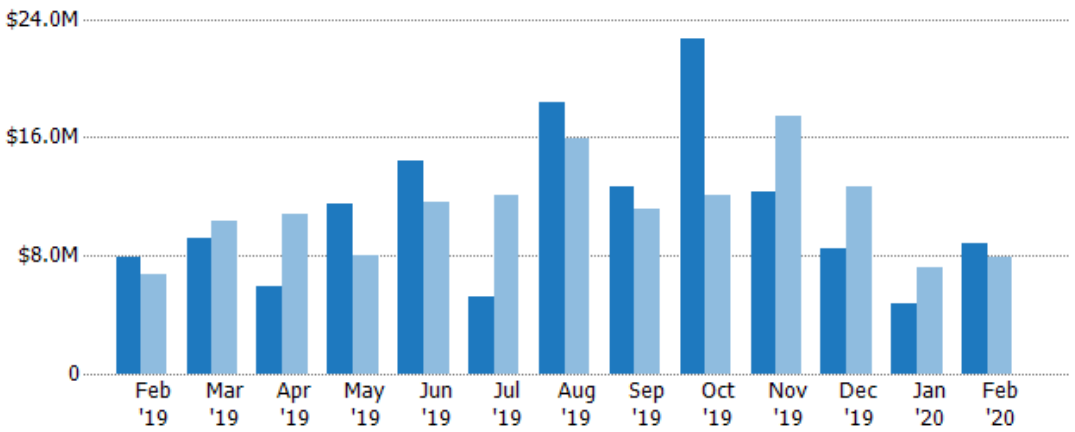
Closed Sales Volume

The sum of the sales price of residential properties sold each month.

Filters Used

State: VT
 County: Lamoille County, Vermont
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence

Month/ Year	Volume	% Chg.
Feb '20	\$8.88M	12.5%
Feb '19	\$7.89M	16.7%
Feb '18	\$6.76M	-3%



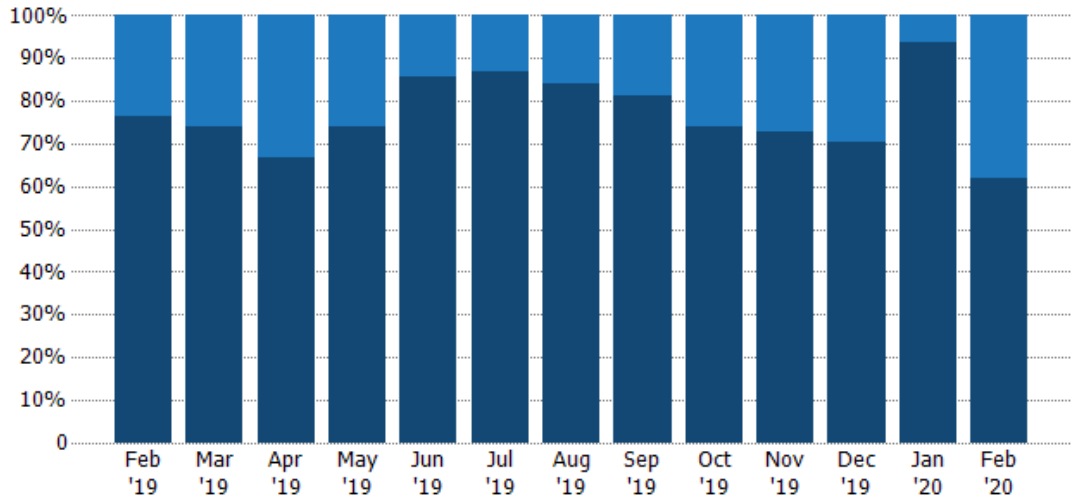
Current Year	\$7.89M	\$9.14M	\$5.87M	\$11.5M	\$14.4M	\$5.2M	\$18.3M	\$12.6M	\$22.6M	\$12.3M	\$8.48M	\$4.77M	\$8.88M
Prior Year	\$6.76M	\$10.4M	\$10.8M	\$7.96M	\$11.6M	\$12M	\$15.9M	\$11.1M	\$12.1M	\$17.4M	\$12.7M	\$7.14M	\$7.89M
Percent Change from Prior Year	17%	-12%	-46%	45%	23%	-57%	15%	14%	87%	-30%	-33%	-33%	12%

Closed Sales by Property Type

The percentage of residential properties sold each month by property type.

Filters Used

State: VT
 County: Lamoille County, Vermont
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence



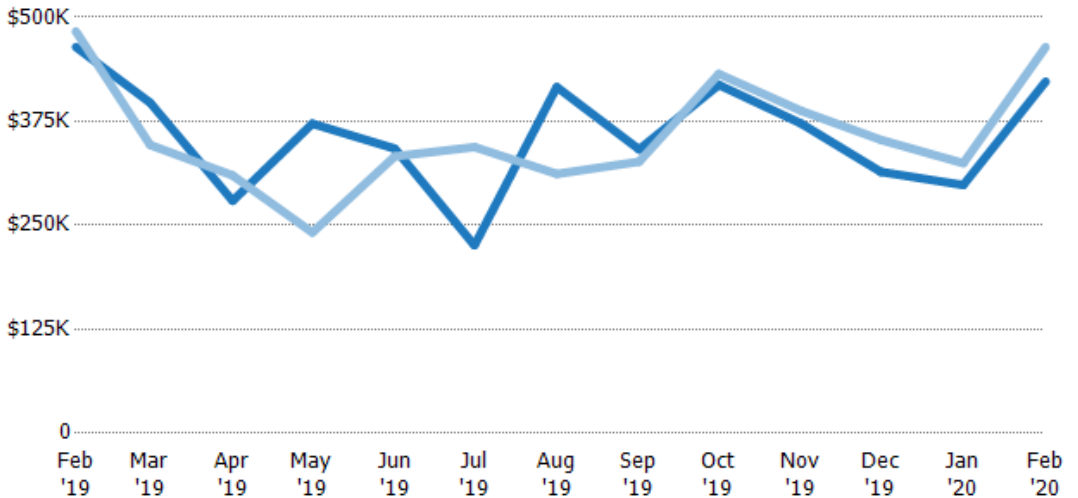
Property Type	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20
Condo/Townhouse	24%	26%	33%	26%	14%	13%	16%	19%	26%	27%	30%	6%	38%
Single Family Residence	76%	74%	67%	74%	86%	87%	84%	81%	74%	73%	70%	94%	62%

Average Sales Price

The average sales price of the residential properties sold each month.

Filters Used

State: VT
 County: Lamoille County, Vermont
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence



Month/Year	Price	% Chg.
Feb '20	\$423K	-8.9%
Feb '19	\$464K	-3.9%
Feb '18	\$483K	-3%

Property Type	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20
Current Year	\$464K	\$397K	\$279K	\$372K	\$342K	\$226K	\$416K	\$341K	\$419K	\$372K	\$314K	\$298K	\$423K
Prior Year	\$483K	\$346K	\$310K	\$241K	\$333K	\$344K	\$312K	\$326K	\$432K	\$388K	\$353K	\$325K	\$464K
Percent Change from Prior Year	-4%	15%	-10%	54%	3%	-34%	33%	5%	-3%	-4%	-11%	-8%	-9%

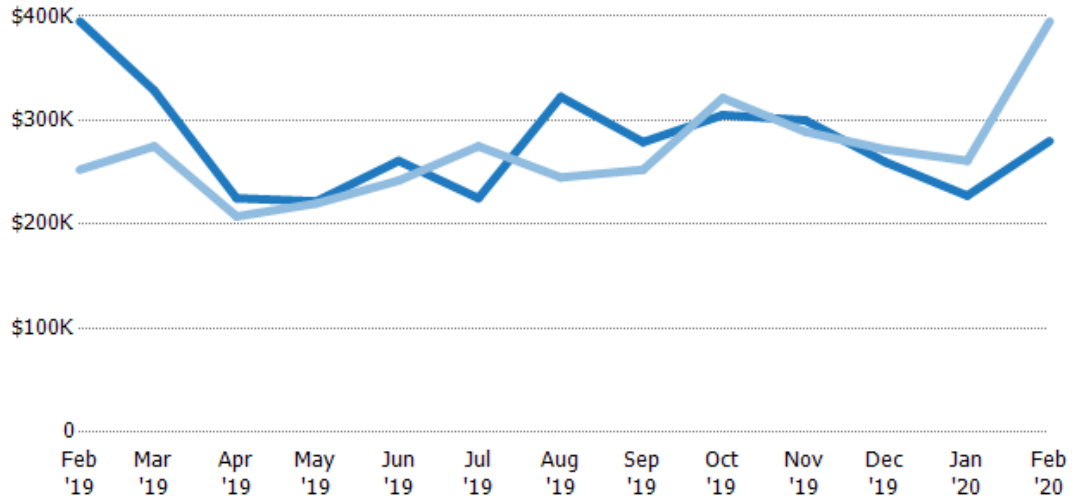
Median Sales Price

The median sales price of the residential properties sold each month.

Filters Used

State: VT
 County: Lamoille County, Vermont
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence

Month/ Year	Price	% Chg.
Feb '20	\$280K	-29.1%
Feb '19	\$395K	56.4%
Feb '18	\$253K	-5.9%



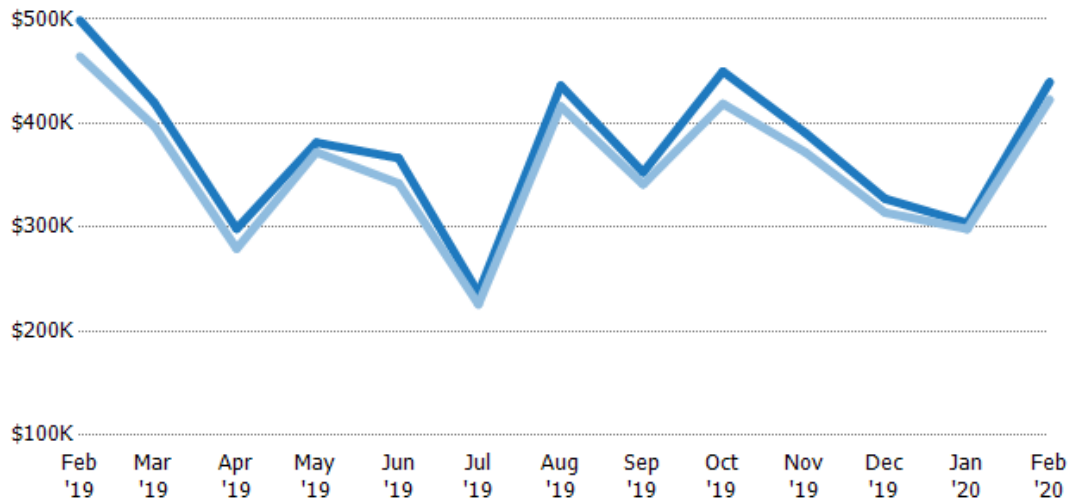
Current Year	\$395K	\$329K	\$225K	\$222K	\$261K	\$225K	\$323K	\$279K	\$305K	\$300K	\$260K	\$228K	\$280K
Prior Year	\$253K	\$275K	\$208K	\$220K	\$242K	\$275K	\$245K	\$252K	\$322K	\$289K	\$272K	\$261K	\$395K
Percent Change from Prior Year	56%	19%	8%	1%	8%	-18%	32%	11%	-5%	4%	-4%	-13%	-29%

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: Lamoille County, Vermont
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence



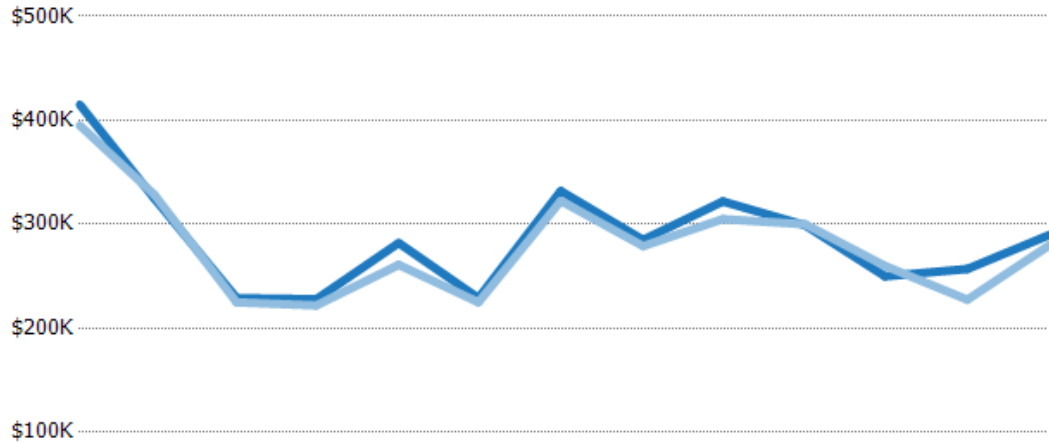
Avg List Price	\$499K	\$420K	\$299K	\$381K	\$366K	\$237K	\$436K	\$353K	\$450K	\$391K	\$327K	\$304K	\$440K
Avg Sales Price	\$464K	\$397K	\$279K	\$372K	\$342K	\$226K	\$416K	\$341K	\$419K	\$372K	\$314K	\$298K	\$423K
Avg Sales Price as a % of Avg List Price	93%	95%	94%	98%	93%	96%	95%	97%	93%	95%	96%	98%	96%

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: Lamoille County, Vermont
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence



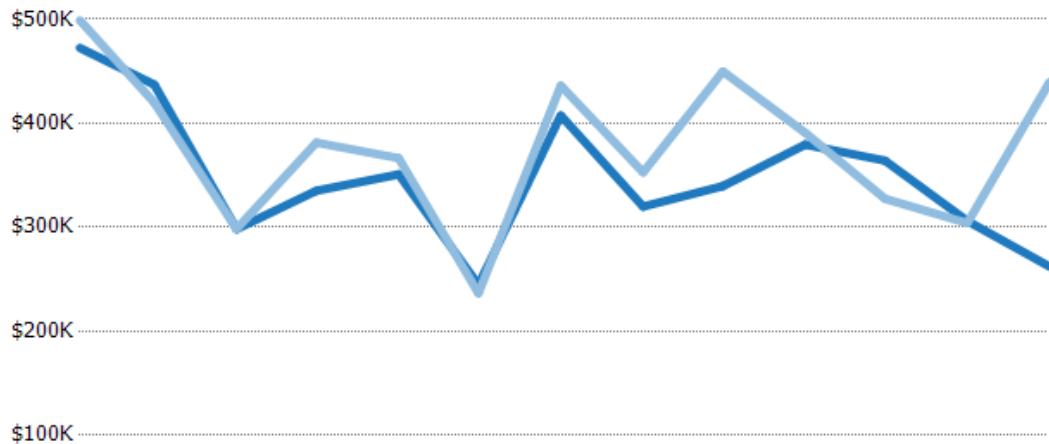
	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20
Median List Price	\$415K	\$325K	\$229K	\$228K	\$282K	\$229K	\$332K	\$285K	\$322K	\$299K	\$250K	\$257K	\$290K
Median Sales Price	\$395K	\$329K	\$225K	\$222K	\$261K	\$225K	\$323K	\$279K	\$305K	\$300K	\$260K	\$228K	\$280K
Med Sales Price as a % of Med List Price	95%	101%	98%	97%	93%	98%	97%	98%	95%	100%	104%	89%	97%

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: Lamoille County, Vermont
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence



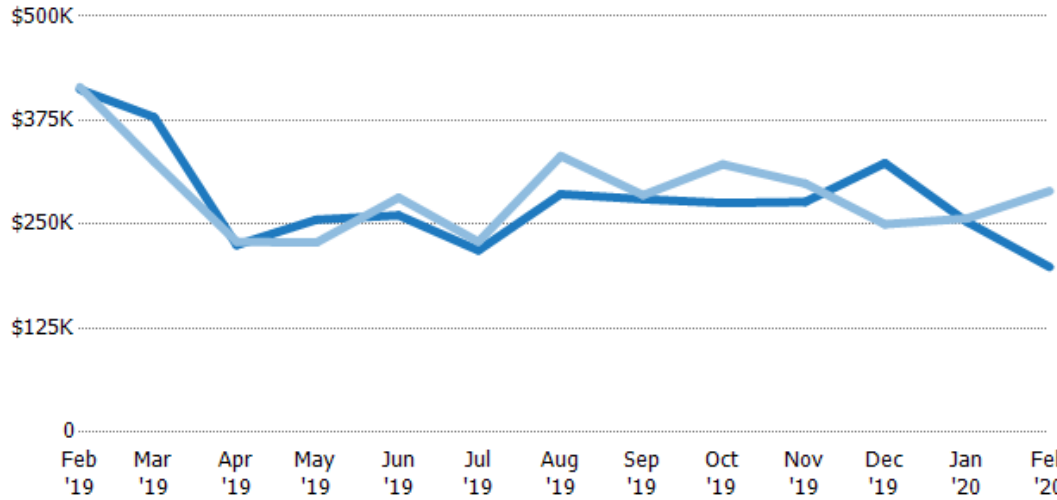
	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20
Avg Est Value	\$472K	\$437K	\$298K	\$335K	\$351K	\$245K	\$408K	\$320K	\$340K	\$379K	\$364K	\$306K	\$262K
Avg Sales Price	\$499K	\$420K	\$299K	\$381K	\$366K	\$237K	\$436K	\$353K	\$450K	\$391K	\$327K	\$304K	\$440K
Avg Sales Price as a % of Avg Est Value	106%	96%	100%	114%	104%	97%	107%	110%	132%	103%	90%	99%	168%

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: Lamoille County, Vermont
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence



	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20
Median Est Value	\$412K	\$379K	\$225K	\$255K	\$261K	\$219K	\$286K	\$280K	\$276K	\$277K	\$324K	\$253K	\$199K
Median Sales Price	\$415K	\$325K	\$229K	\$228K	\$282K	\$229K	\$332K	\$285K	\$322K	\$299K	\$250K	\$257K	\$290K
Med Sales Price as a % of Med Est Value	101%	86%	102%	89%	108%	105%	116%	102%	117%	108%	77%	102%	146%