

## 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 2020	Apr 2019	+ / -	YTD 2020	YTD 2019	+ / -
<b>Listing Activity Charts Metrics</b>						
New Listing Count	13	35	-62.9%	100	158	-36.7%
New Listing Volume	\$10,324,700	\$13,052,000	-20.9%	\$51,237,800	\$64,151,330	-20.1%
Active Listing Count	151	256	-41%	N/A	N/A	
Active Listing Volume	\$110,402,600	\$135,449,219	-18.5%	N/A	N/A	
Average Listing Price	\$731,143	\$529,099	+38.2%	\$687,560	\$510,522	+34.7%
Median Listing Price	\$350,000	\$325,000	+7.7%	\$344,012	\$313,708	+9.7%
Median Days in RPR	245	210.5	+16.4%	210.85	194.55	+8.4%
Months of Inventory	5.4	11.1	-51.5%	8.9	10.3	-13%
Absorption Rate	18.54%	8.98%	+9.6%	11.2%	9.74%	+1.5%
<b>Sales Activity Charts Metrics</b>						
New Pending Sales Count	24	35	-31.4%	138	124	+11.3%
New Pending Sales Volume	\$7,893,600	\$10,261,400	-23.1%	\$58,001,500	\$46,330,150	+25.2%
Pending Sales Count	52	54	-3.7%	N/A	N/A	
Pending Sales Volume	\$19,754,700	\$19,975,950	-1.1%	N/A	N/A	
Closed Sales Count	24	21	+14.3%	89	83	+7.2%
Closed Sales Volume	\$10,529,900	\$5,866,900	+79.5%	\$37,497,500	\$30,035,700	+24.8%
Average Sales Price	\$438,746	\$279,376	+57%	\$421,320	\$361,876	+16.4%
Median Sales Price	\$307,000	\$225,000	+36.4%	\$262,742	\$298,042	-11.8%

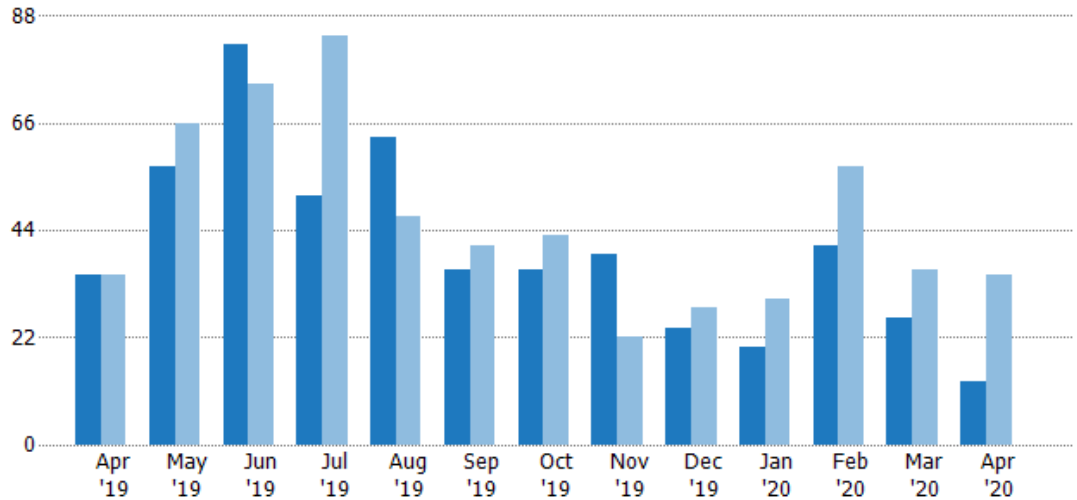
## New Listings

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.
Apr '20	13	-62.9%
Apr '19	35	0%
Apr '18	35	-5.7%



Current Year	35	57	82	51	63	36	36	39	24	20	41	26	13
Prior Year	35	66	74	84	47	41	43	22	28	30	57	36	35
Percent Change from Prior Year	0%	-14%	11%	-39%	34%	-12%	-16%	77%	-14%	-33%	-28%	-28%	-63%

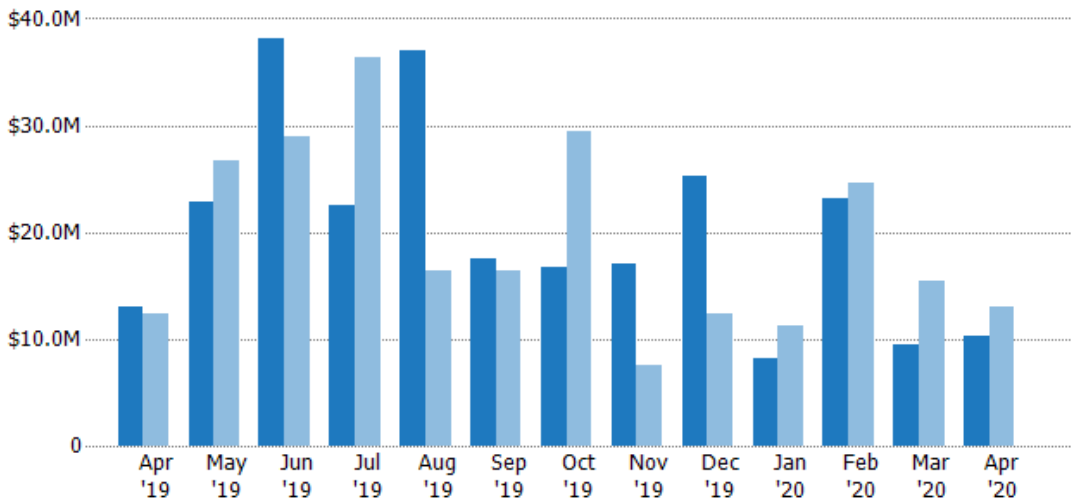
## New Listing Volume

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.
Apr '20	\$10.3M	-20.9%
Apr '19	\$13.1M	6.2%
Apr '18	\$12.3M	18.3%



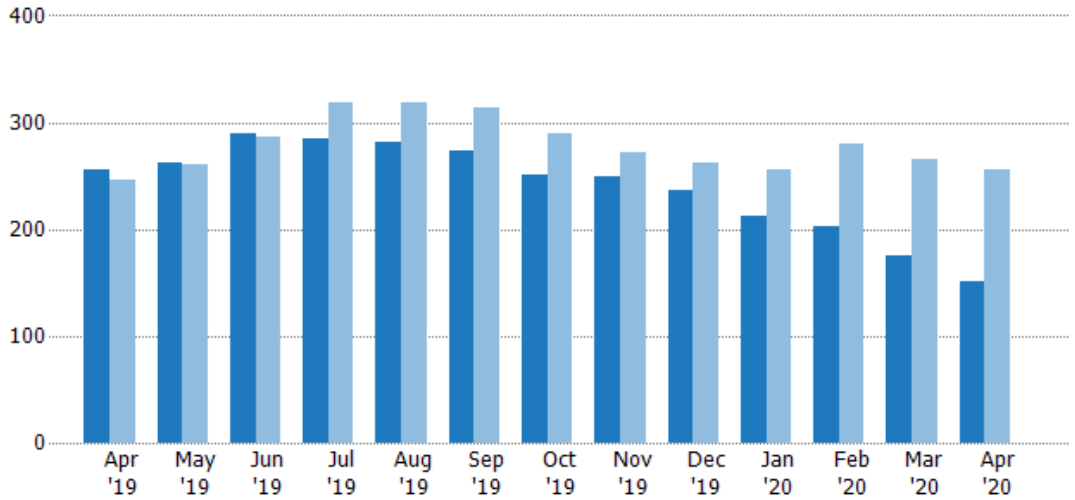
Current Year	\$13.1M	\$22.9M	\$38.2M	\$22.6M	\$37M	\$17.6M	\$16.7M	\$17.1M	\$25.3M	\$8.16M	\$23.2M	\$9.54M	\$10.3M
Prior Year	\$12.3M	\$26.7M	\$28.9M	\$36.3M	\$16.4M	\$16.4M	\$29.4M	\$7.55M	\$12.3M	\$11.2M	\$24.5M	\$15.4M	\$13.1M
Percent Change from Prior Year	6%	-14%	32%	-38%	125%	7%	-43%	126%	105%	-27%	-5%	-38%	-21%

## 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



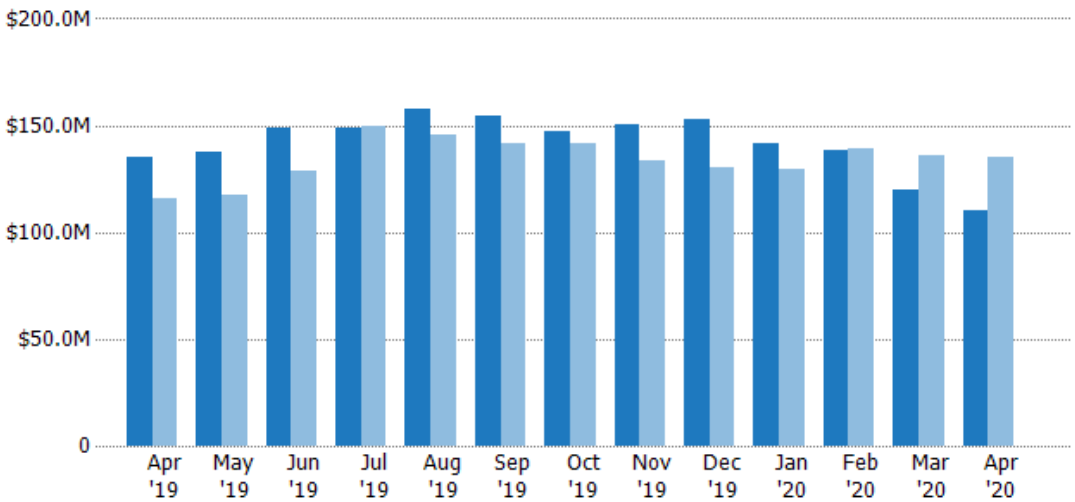
	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20
Current Year	256	262	289	284	282	273	251	250	236	213	202	175	151
Prior Year	246	260	287	318	319	313	290	272	262	255	280	266	256
Percent Change from Prior Year	4%	1%	1%	-11%	-12%	-13%	-13%	-8%	-10%	-16%	-28%	-34%	-41%

## 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



	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20
Current Year	\$135M	\$137M	\$149M	\$149M	\$157M	\$155M	\$147M	\$151M	\$153M	\$141M	\$138M	\$120M	\$110M
Prior Year	\$116M	\$118M	\$128M	\$150M	\$146M	\$142M	\$142M	\$134M	\$131M	\$129M	\$139M	\$136M	\$135M
Percent Change from Prior Year	17%	17%	16%	-1%	8%	9%	4%	13%	17%	9%	-1%	-12%	-18%

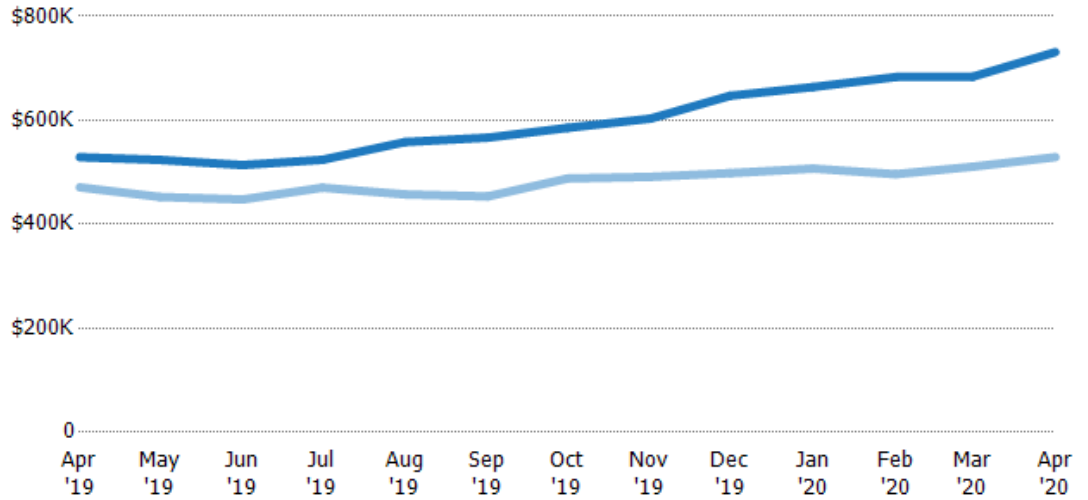
## Average Listing Price

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.
Apr '20	\$731K	38.2%
Apr '19	\$529K	12.3%
Apr '18	\$471K	-9.8%



Current Year	\$529K	\$524K	\$514K	\$524K	\$558K	\$567K	\$585K	\$603K	\$647K	\$664K	\$683K	\$684K	\$731K
Prior Year	\$471K	\$453K	\$448K	\$470K	\$457K	\$454K	\$488K	\$491K	\$498K	\$507K	\$496K	\$511K	\$529K
Percent Change from Prior Year	12%	16%	15%	11%	22%	25%	20%	23%	30%	31%	38%	34%	38%

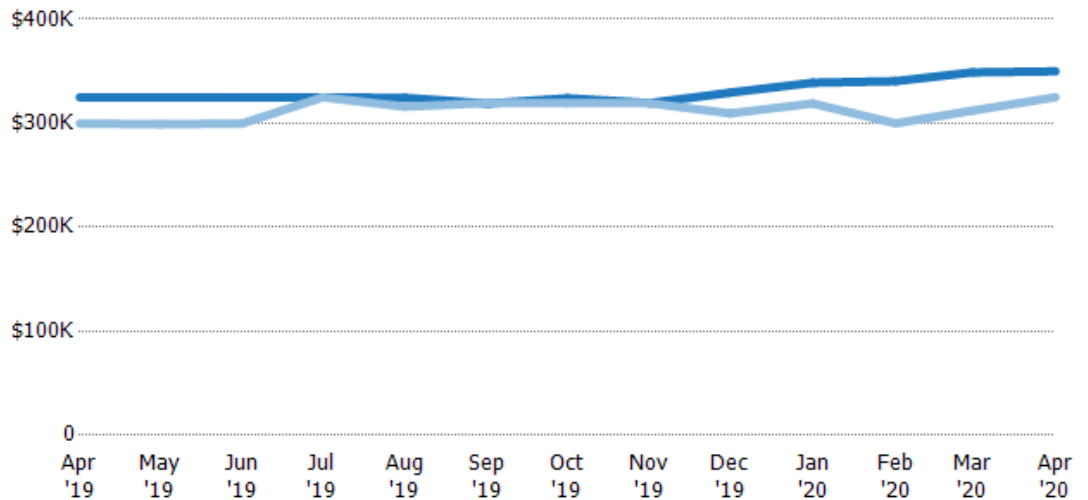
## Median Listing Price

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.
Apr '20	\$350K	7.7%
Apr '19	\$325K	8.4%
Apr '18	\$300K	-13.6%



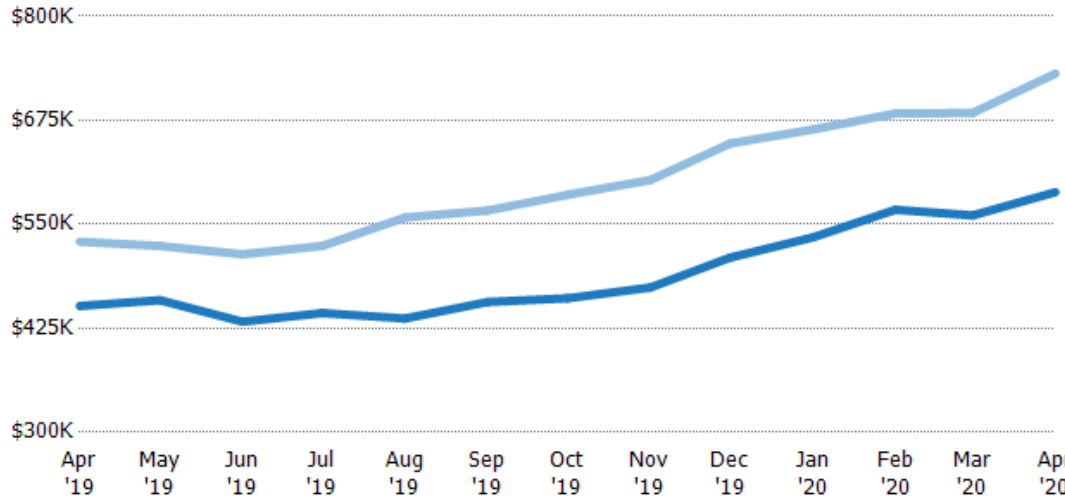
Current Year	\$325K	\$325K	\$325K	\$325K	\$325K	\$319K	\$324K	\$320K	\$330K	\$339K	\$341K	\$349K	\$350K
Prior Year	\$300K	\$299K	\$300K	\$325K	\$316K	\$320K	\$319K	\$319K	\$310K	\$319K	\$300K	\$312K	\$325K
Percent Change from Prior Year	8%	9%	8%	0%	3%	0%	1%	0%	6%	6%	14%	12%	8%

## 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



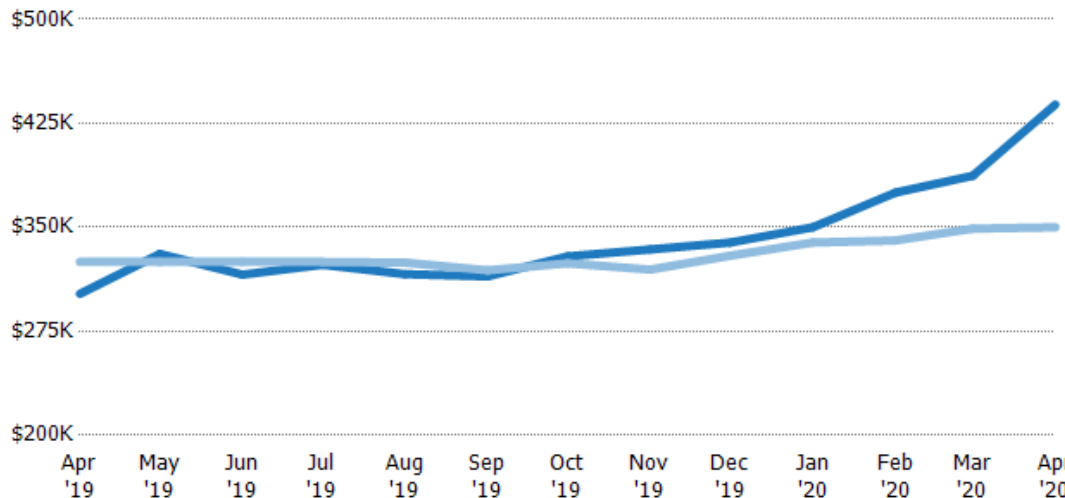
	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20
Avg Est Value	\$452K	\$459K	\$433K	\$443K	\$437K	\$457K	\$461K	\$474K	\$510K	\$534K	\$567K	\$561K	\$589K
Avg Listing Price	\$529K	\$524K	\$514K	\$524K	\$558K	\$567K	\$585K	\$603K	\$647K	\$664K	\$683K	\$684K	\$731K
Avg Listing Price as a % of Avg Est Value	117%	114%	119%	118%	128%	124%	127%	127%	127%	124%	120%	122%	124%

## 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



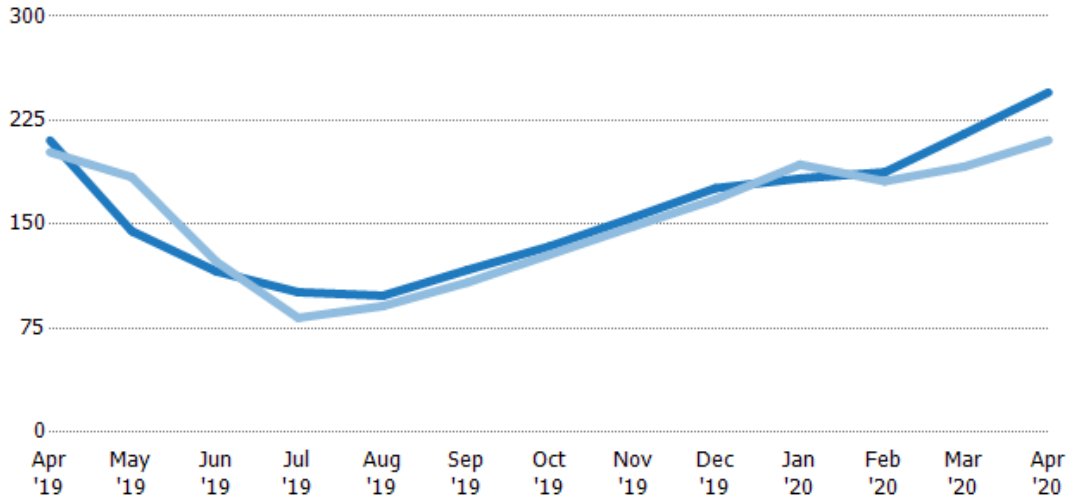
	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20
Median Est Value	\$302K	\$331K	\$316K	\$323K	\$316K	\$315K	\$329K	\$334K	\$339K	\$350K	\$375K	\$387K	\$439K
Median Listing Price	\$325K	\$325K	\$325K	\$325K	\$325K	\$319K	\$324K	\$320K	\$330K	\$339K	\$341K	\$349K	\$350K
Med Listing Price as a % of Med Est Value	108%	98%	103%	101%	103%	101%	98%	96%	97%	97%	91%	90%	80%

## 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



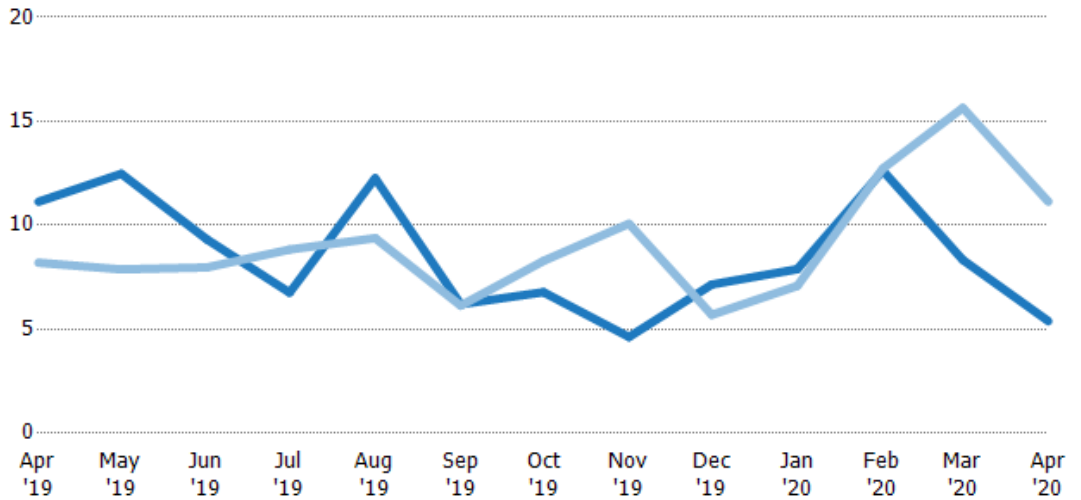
	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20
Current Year	211	145	116	101	98.5	117	134	155	176	183	188	215	245
Prior Year	202	184	123	82.5	91	108	128	149	168	193	181	192	211
Percent Change from Prior Year	4%	-21%	-6%	22%	8%	8%	5%	4%	5%	-5%	4%	12%	16%

## 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



	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20
Current Year	11.1	12.5	9.32	6.76	12.3	6.2	6.78	4.63	7.15	7.89	12.6	8.33	5.39
Prior Year	8.2	7.88	7.97	8.83	9.38	6.14	8.29	10.1	5.7	7.08	12.7	15.6	11.1
Percent Change from Prior Year	36%	58%	17%	-23%	31%	1%	-18%	-54%	26%	11%	-1%	-47%	-52%

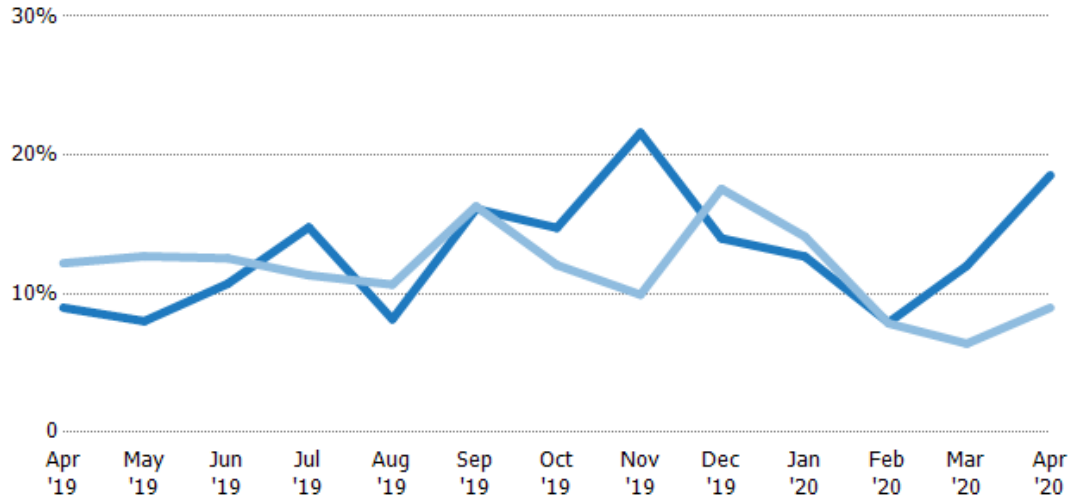
## Absorption Rate

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.
Apr '20	19%	-9.6%
Apr '19	9%	3.2%
Apr '18	12%	-34.3%



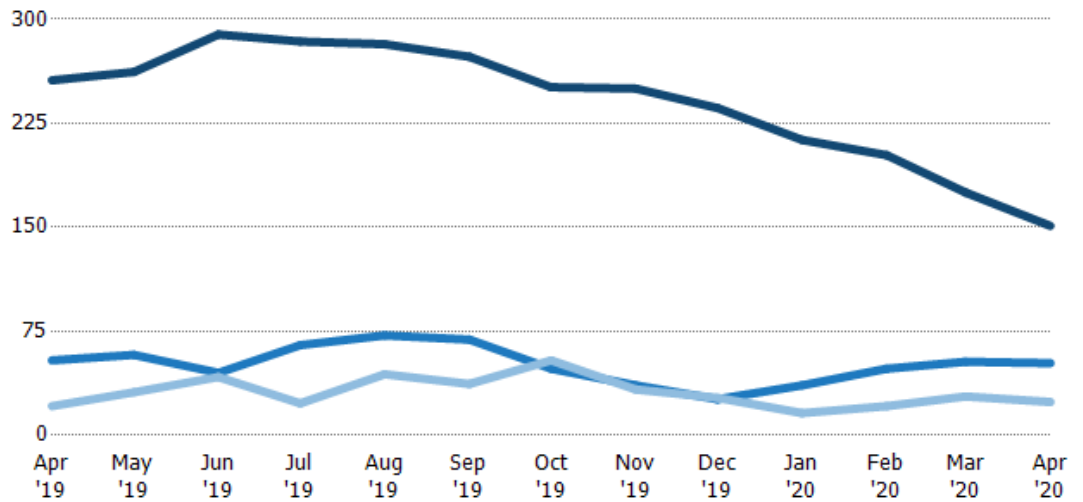
Current Year	9%	8%	11%	15%	8%	16%	15%	22%	14%	13%	8%	12%	19%
Prior Year	12%	13%	13%	11%	11%	16%	12%	10%	18%	14%	8%	6%	9%
Change from Prior Year	3%	5%	2%	-3%	3%	0%	-3%	-12%	4%	1%	0%	-6%	-10%

## 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	256	262	289	284	282	273	251	250	236	213	202	175	151
Pending	54	58	45	65	72	69	48	36	26	36	48	53	52
Sold	21	31	42	23	44	37	54	33	27	16	21	28	24

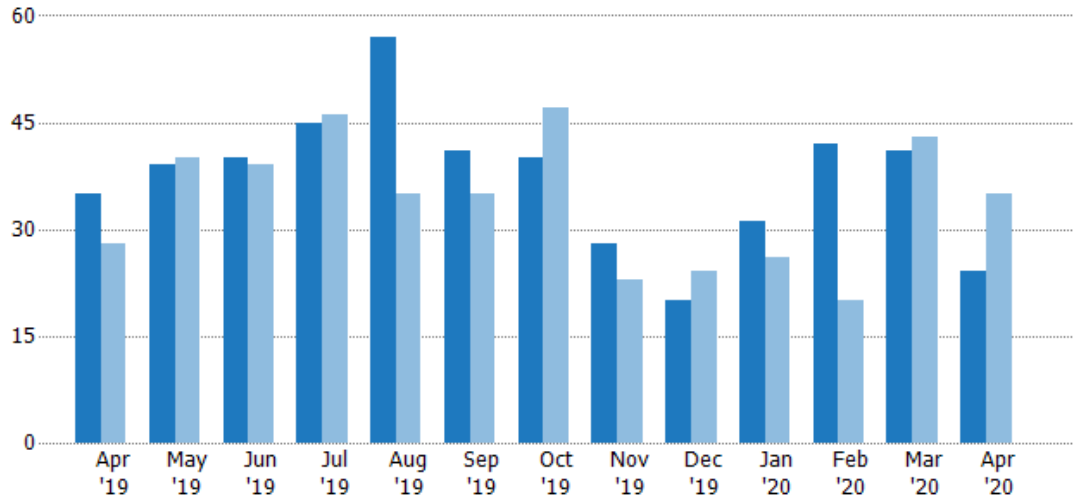
## New Pending Sales

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.
Apr '20	24	-31.4%
Apr '19	35	25%
Apr '18	28	-3.6%



Current Year	35	39	40	45	57	41	40	28	20	31	42	41	24
Prior Year	28	40	39	46	35	35	47	23	24	26	20	43	35
Percent Change from Prior Year	25%	-3%	3%	-2%	63%	17%	-15%	22%	-17%	19%	110%	-5%	-31%

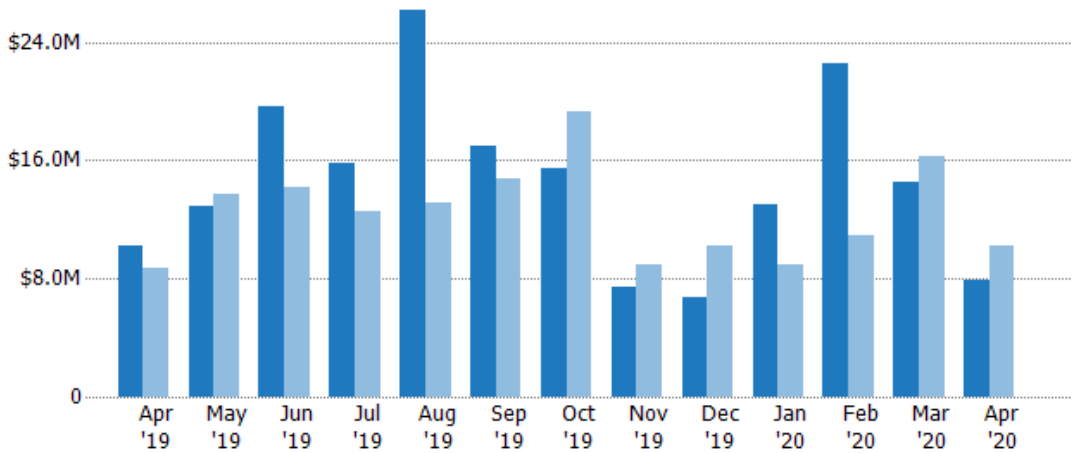
## New Pending Sales Volume

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.
Apr '20	\$7.89M	-23.1%
Apr '19	\$10.3M	17.8%
Apr '18	\$8.71M	-7.3%



Current Year	\$10.3M	\$12.9M	\$19.7M	\$15.8M	\$26.2M	\$17M	\$15.5M	\$7.45M	\$6.72M	\$13.1M	\$22.5M	\$14.5M	\$7.89M
Prior Year	\$8.71M	\$13.7M	\$14.1M	\$12.5M	\$13.1M	\$14.7M	\$19.3M	\$8.94M	\$10.2M	\$8.9M	\$10.9M	\$16.3M	\$10.3M
Percent Change from Prior Year	18%	-5%	39%	26%	100%	16%	-20%	-17%	-34%	47%	107%	-11%	-23%



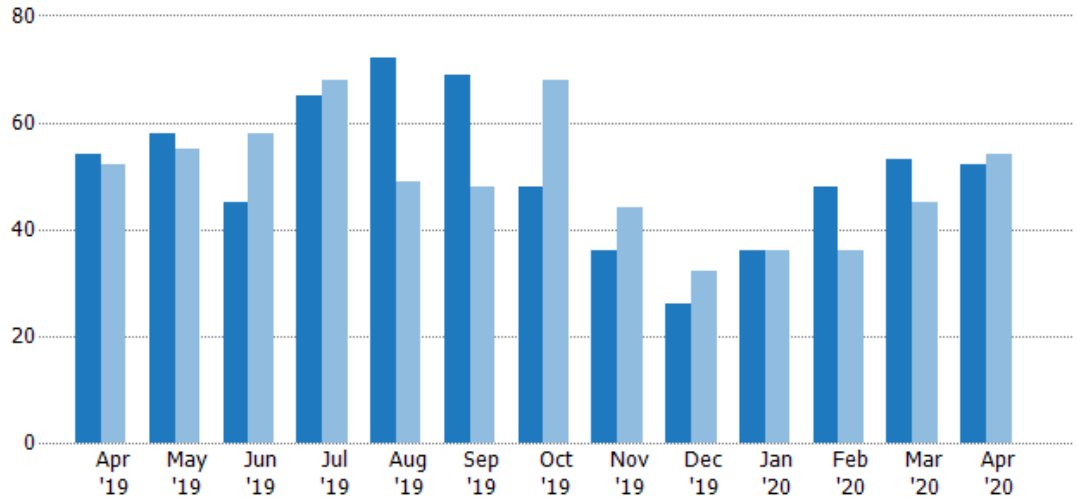
## Pending Sales

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.
Apr '20	52	-3.7%
Apr '19	54	3.8%
Apr '18	52	15.4%



Current Year	54	58	45	65	72	69	48	36	26	36	48	53	52
Prior Year	52	55	58	68	49	48	68	44	32	36	36	45	54
Percent Change from Prior Year	4%	5%	-22%	-4%	47%	44%	-29%	-18%	-19%	0%	33%	18%	-4%

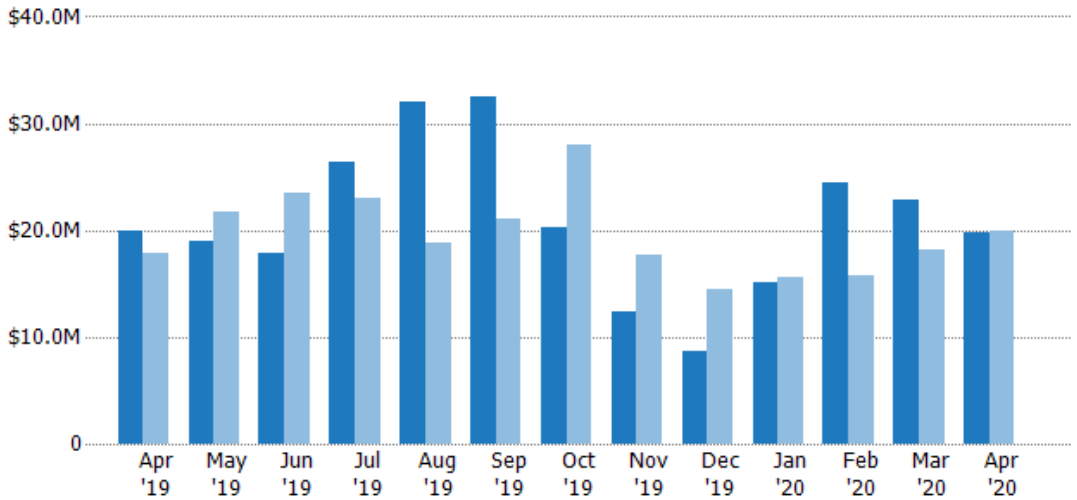
## Pending Sales Volume

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.
Apr '20	\$19.8M	-1.1%
Apr '19	\$20M	11.8%
Apr '18	\$17.9M	41.6%



Current Year	\$20M	\$19M	\$17.8M	\$26.3M	\$32M	\$32.5M	\$20.2M	\$12.3M	\$8.61M	\$15M	\$24.5M	\$22.9M	\$19.8M
Prior Year	\$17.9M	\$21.6M	\$23.5M	\$23M	\$18.8M	\$21.1M	\$28M	\$17.6M	\$14.5M	\$15.6M	\$15.7M	\$18.2M	\$20M
Percent Change from Prior Year	12%	-12%	-24%	14%	70%	54%	-28%	-30%	-40%	-4%	56%	26%	-1%

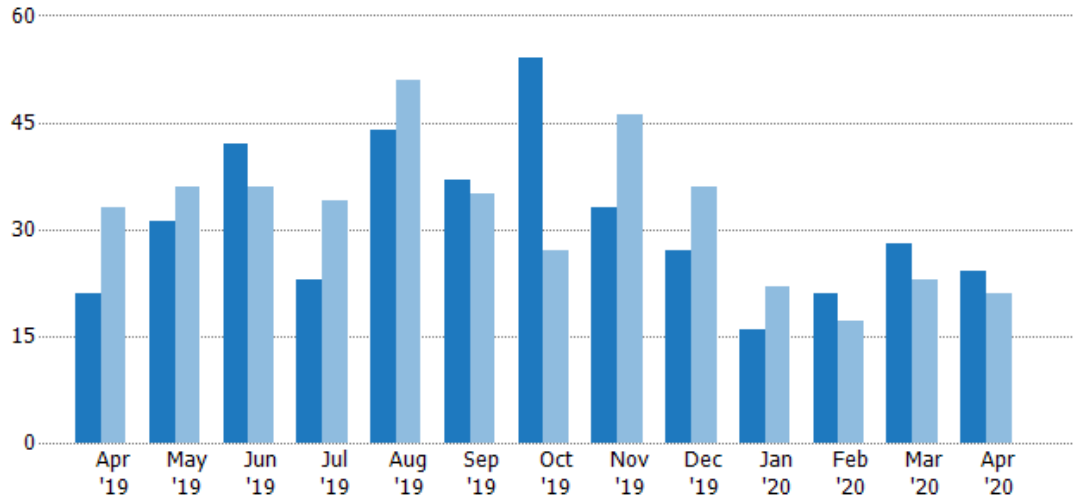
## Closed Sales

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.
Apr '20	24	14.3%
Apr '19	21	-36.4%
Apr '18	33	-30.3%



	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20
Current Year	21	31	42	23	44	37	54	33	27	16	21	28	24
Prior Year	33	36	36	34	51	35	27	46	36	22	17	23	21
Percent Change from Prior Year	-36%	-14%	17%	-32%	-14%	6%	100%	-28%	-25%	-27%	24%	22%	14%

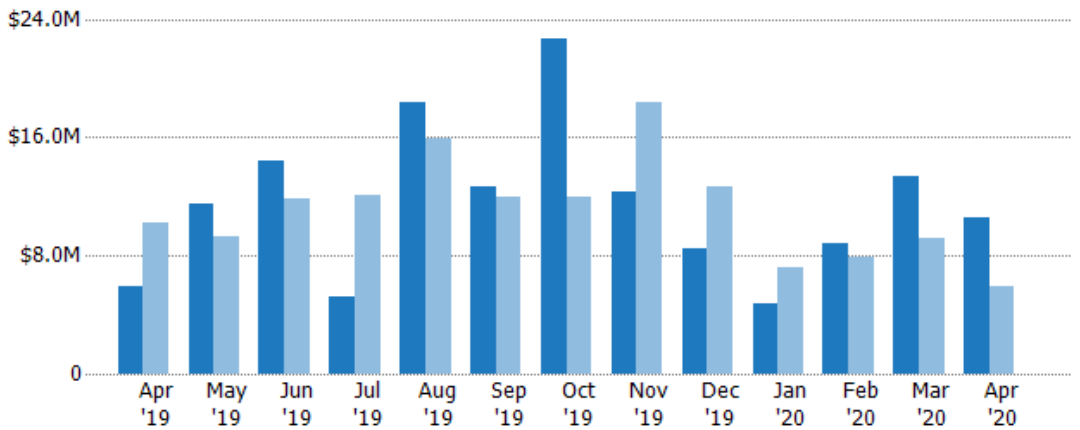
## Closed Sales Volume

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.
Apr '20	\$10.5M	79.5%
Apr '19	\$5.87M	-42.7%
Apr '18	\$10.2M	-38%



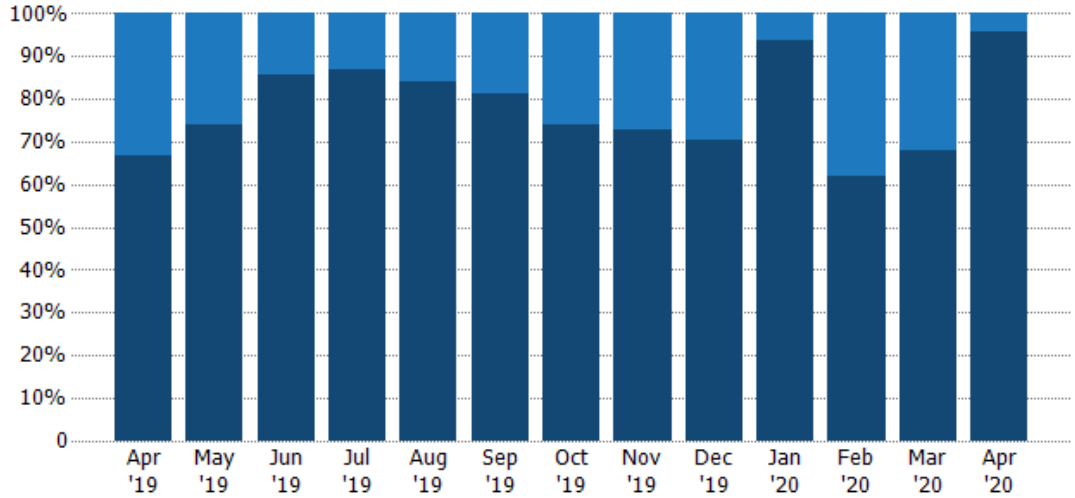
	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20
Current Year	\$5.87M	\$11.5M	\$14.4M	\$5.2M	\$18.3M	\$12.6M	\$22.6M	\$12.3M	\$8.48M	\$4.77M	\$8.88M	\$13.3M	\$10.5M
Prior Year	\$10.2M	\$9.29M	\$11.8M	\$12M	\$15.9M	\$11.9M	\$11.9M	\$18.3M	\$12.7M	\$7.14M	\$7.89M	\$9.14M	\$5.87M
Percent Change from Prior Year	-43%	24%	21%	-57%	15%	6%	90%	-33%	-33%	-33%	12%	46%	79%

## 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



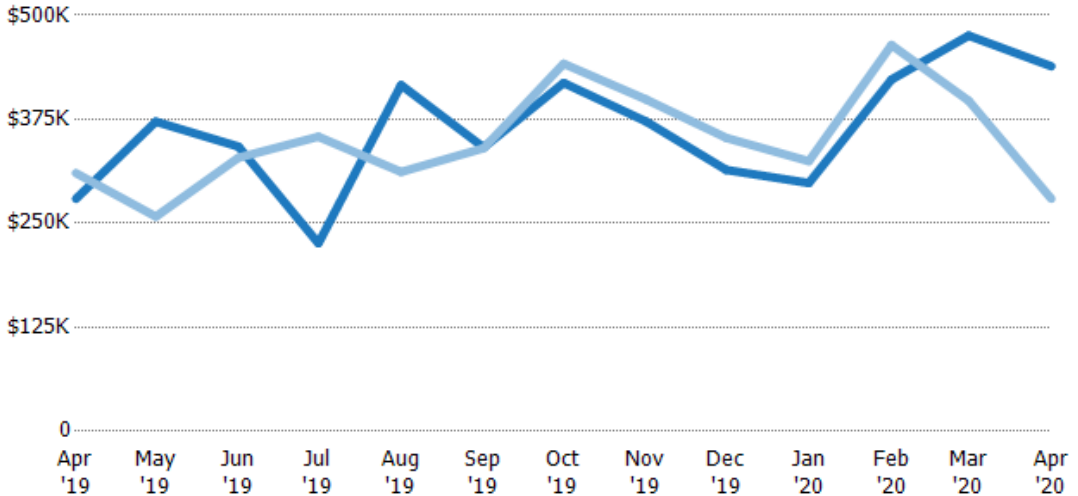
Condo/Townhouse	33%	26%	14%	13%	16%	19%	26%	27%	30%	6%	38%	32%	4%
Single Family Residence	67%	74%	86%	87%	84%	81%	74%	73%	70%	94%	62%	68%	96%

## 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



Current Year	\$279K	\$372K	\$342K	\$226K	\$416K	\$341K	\$419K	\$372K	\$314K	\$298K	\$423K	\$476K	\$439K
Prior Year	\$310K	\$258K	\$329K	\$354K	\$312K	\$340K	\$442K	\$399K	\$353K	\$325K	\$464K	\$397K	\$279K
Percent Change from Prior Year	-10%	44%	4%	-36%	33%	0%	-5%	-7%	-11%	-8%	-9%	20%	57%

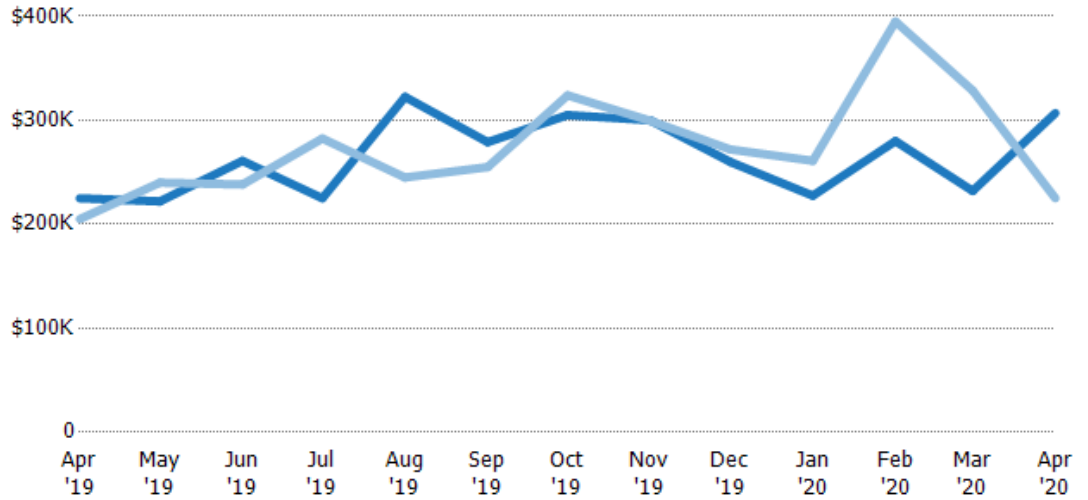
## Median Sales Price

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.
Apr '20	\$307K	36.4%
Apr '19	\$225K	9.8%
Apr '18	\$205K	-0.5%



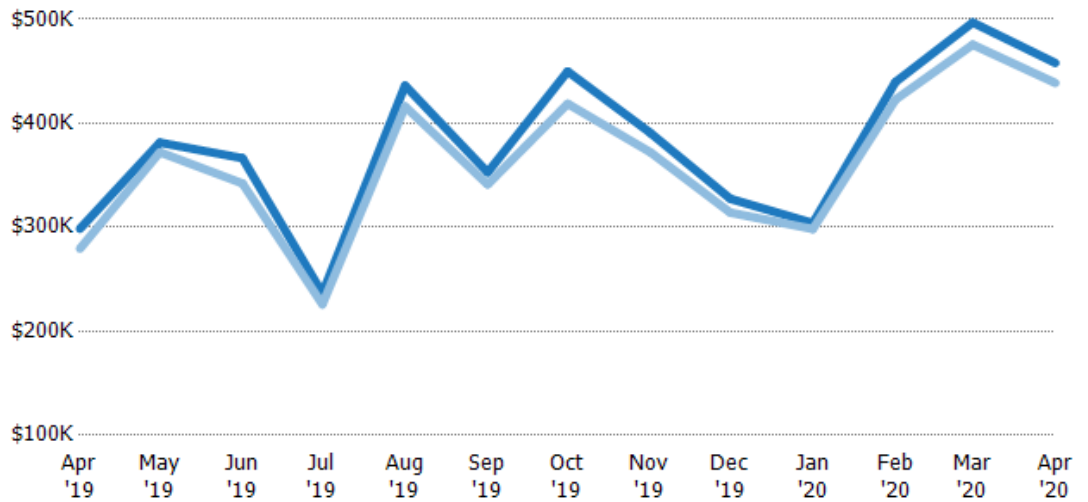
Current Year	\$225K	\$222K	\$261K	\$225K	\$323K	\$279K	\$305K	\$300K	\$260K	\$228K	\$280K	\$232K	\$307K
Prior Year	\$205K	\$240K	\$238K	\$283K	\$245K	\$255K	\$324K	\$300K	\$272K	\$261K	\$395K	\$329K	\$225K
Percent Change from Prior Year	10%	-8%	10%	-20%	32%	9%	-6%	0%	-4%	-13%	-29%	-29%	36%

## 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



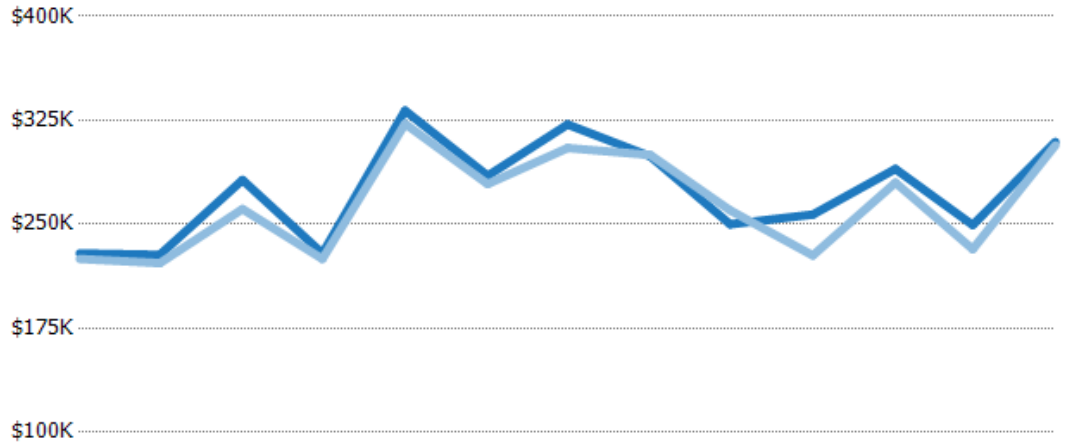
Avg List Price	\$299K	\$381K	\$366K	\$237K	\$436K	\$353K	\$450K	\$391K	\$327K	\$304K	\$440K	\$497K	\$458K
Avg Sales Price	\$279K	\$372K	\$342K	\$226K	\$416K	\$341K	\$419K	\$372K	\$314K	\$298K	\$423K	\$476K	\$439K
Avg Sales Price as a % of Avg List Price	94%	98%	93%	96%	95%	97%	93%	95%	96%	98%	96%	96%	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



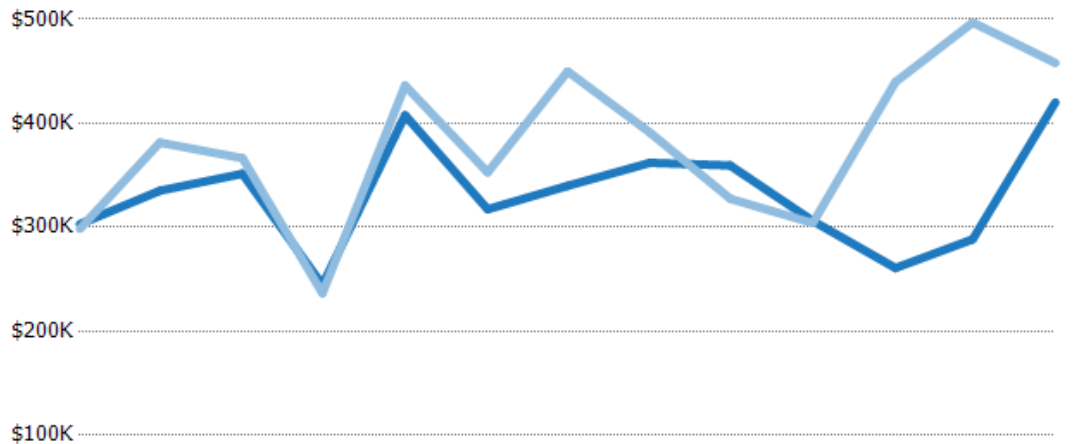
	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20
Median List Price	\$229K	\$228K	\$282K	\$229K	\$332K	\$285K	\$322K	\$299K	\$250K	\$257K	\$290K	\$249K	\$310K
Median Sales Price	\$225K	\$222K	\$261K	\$225K	\$323K	\$279K	\$305K	\$300K	\$260K	\$228K	\$280K	\$232K	\$307K
Med Sales Price as a % of Med List Price	98%	97%	93%	98%	97%	98%	95%	100%	104%	89%	97%	93%	99%

## 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



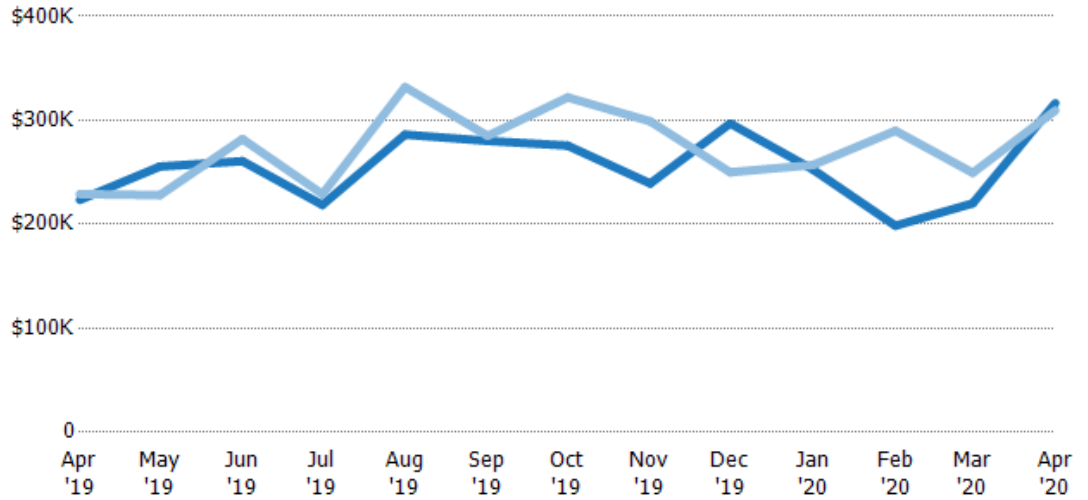
	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20
Avg Est Value	\$303K	\$335K	\$351K	\$245K	\$408K	\$317K	\$340K	\$362K	\$359K	\$306K	\$261K	\$288K	\$420K
Avg Sales Price	\$299K	\$381K	\$366K	\$237K	\$436K	\$353K	\$450K	\$391K	\$327K	\$304K	\$440K	\$497K	\$458K
Avg Sales Price as a % of Avg Est Value	99%	114%	104%	97%	107%	111%	132%	108%	91%	99%	169%	172%	109%

## 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



	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20
Median Est Value	\$224K	\$255K	\$261K	\$219K	\$286K	\$280K	\$276K	\$239K	\$297K	\$253K	\$199K	\$220K	\$317K
Median Sales Price	\$229K	\$228K	\$282K	\$229K	\$332K	\$285K	\$322K	\$299K	\$250K	\$257K	\$290K	\$249K	\$310K
Med Sales Price as a % of Med Est Value	102%	89%	108%	105%	116%	102%	117%	125%	84%	102%	146%	113%	98%