

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	May 2020	May 2019	+ / -	YTD 2020	YTD 2019	+ / -
Listing Activity Charts Metrics						
New Listing Count	34	56	-39.3%	135	215	-37.2%
New Listing Volume	\$15,932,899	\$22,088,755	-27.9%	\$67,045,549	\$86,568,085	-22.6%
Active Listing Count	155	262	-40.8%	N/A	N/A	
Active Listing Volume	\$113,453,299	\$136,837,244	-17.1%	N/A	N/A	
Average Listing Price	\$731,957	\$522,280	+40.1%	\$678,303	\$511,457	+32.6%
Median Listing Price	\$359,000	\$325,000	+10.5%	\$337,441	\$317,004	+6.4%
Median Days in RPR	201	149	+34.9%	211.38	182.46	+15.8%
Months of Inventory	6.5	12.5	-48.2%	8.2	9.6	-15%
Absorption Rate	15.48%	8.02%	+7.5%	12.24%	10.41%	+1.8%
Sales Activity Charts Metrics						
New Pending Sales Count	38	39	-2.6%	178	163	+9.2%
New Pending Sales Volume	\$16,535,000	\$12,920,700	+28%	\$75,234,500	\$59,250,850	+27%
Pending Sales Count	56	58	-3.4%	N/A	N/A	
Pending Sales Volume	\$24,524,350	\$18,992,000	+29.1%	N/A	N/A	
Closed Sales Count	23	31	-25.8%	112	114	-1.8%
Closed Sales Volume	\$7,151,944	\$11,537,250	-38%	\$44,649,444	\$41,572,950	+7.4%
Average Sales Price	\$310,954	\$372,169	-16.4%	\$398,656	\$364,675	+9.3%
Median Sales Price	\$270,000	\$222,000	+21.6%	\$264,232	\$277,364	-4.7%

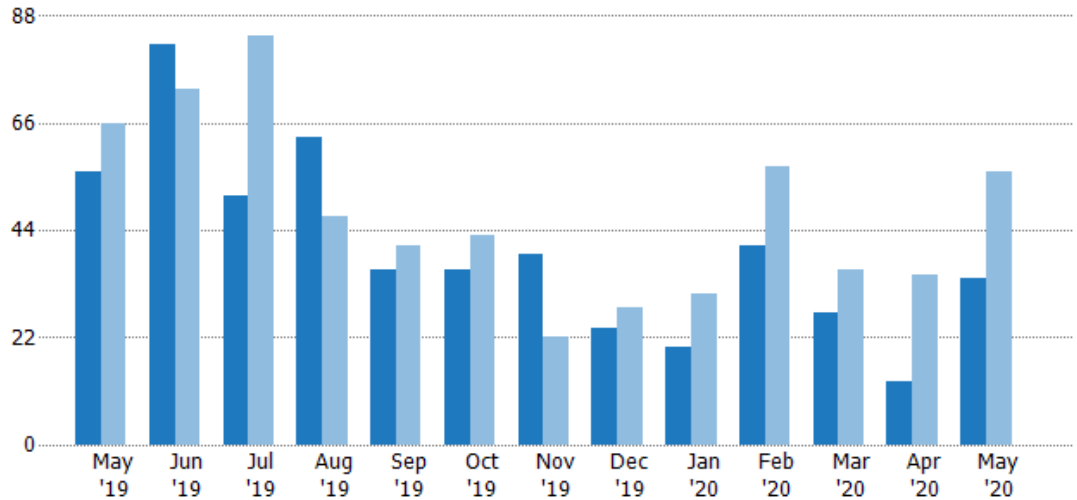
New Listings

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.
May '20	34	-39.3%
May '19	56	-15.2%
May '18	66	34.8%



Current Year	56	82	51	63	36	36	39	24	20	41	27	13	34
Prior Year	66	73	84	47	41	43	22	28	31	57	36	35	56
Percent Change from Prior Year	-15%	12%	-39%	34%	-12%	-16%	77%	-14%	-35%	-28%	-25%	-63%	-39%

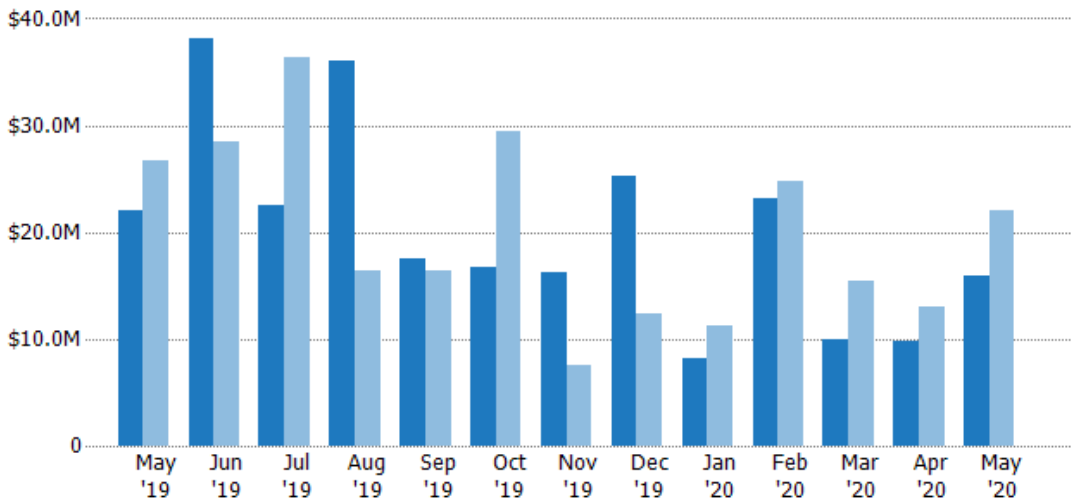
New Listing Volume

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.
May '20	\$15.9M	-27.9%
May '19	\$22.1M	-17.3%
May '18	\$26.7M	39.8%



Current Year	\$22.1M	\$38.2M	\$22.6M	\$36M	\$17.6M	\$16.7M	\$16.2M	\$25.3M	\$8.16M	\$23.2M	\$9.88M	\$9.86M	\$15.9M
Prior Year	\$26.7M	\$28.5M	\$36.3M	\$16.4M	\$16.4M	\$29.4M	\$7.55M	\$12.3M	\$11.3M	\$24.8M	\$15.4M	\$13.1M	\$22.1M
Percent Change from Prior Year	-17%	34%	-38%	119%	7%	-43%	115%	105%	-28%	-6%	-36%	-24%	-28%

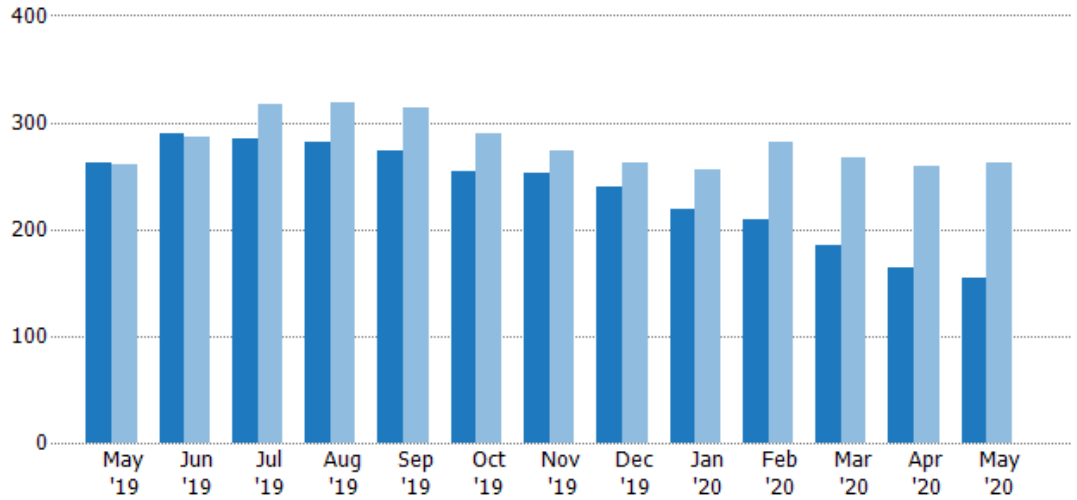
Active Listings

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.
May '20	155	-40.8%
May '19	262	0.4%
May '18	261	23.8%



Current Year	262	290	284	282	274	254	253	239	218	209	185	164	155
Prior Year	261	286	317	318	313	290	273	263	256	282	267	259	262
Percent Change from Prior Year	0%	1%	-10%	-11%	-12%	-12%	-7%	-9%	-15%	-26%	-31%	-37%	-41%

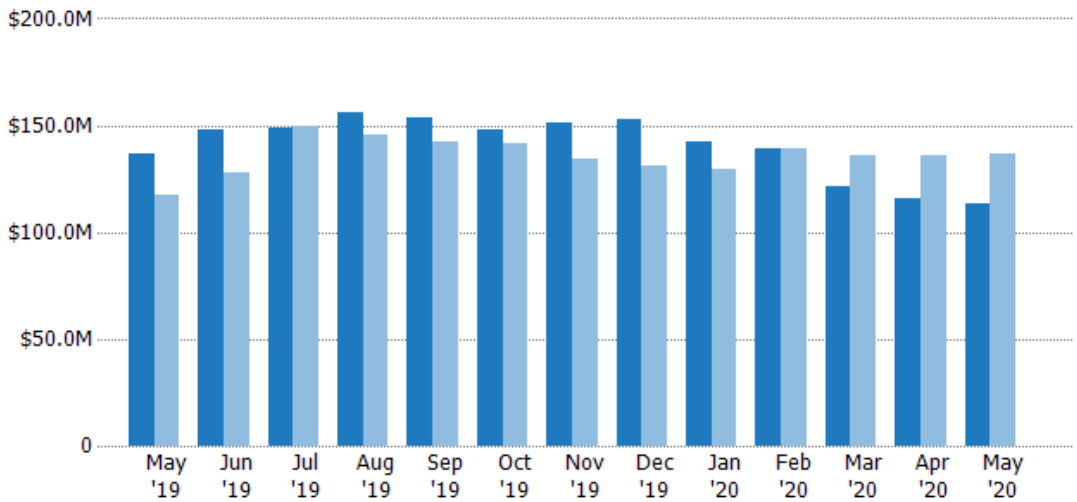
Active Listing Volume

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

Month/ Year	Volume	% Chg.
May '20	\$113M	-17.1%
May '19	\$137M	16.2%
May '18	\$118M	20.6%



Current Year	\$137M	\$148M	\$149M	\$156M	\$154M	\$148M	\$151M	\$153M	\$142M	\$139M	\$121M	\$116M	\$113M
Prior Year	\$118M	\$128M	\$149M	\$146M	\$142M	\$142M	\$134M	\$131M	\$130M	\$139M	\$136M	\$136M	\$137M
Percent Change from Prior Year	16%	16%	0%	7%	8%	4%	13%	16%	9%	0%	-11%	-15%	-17%

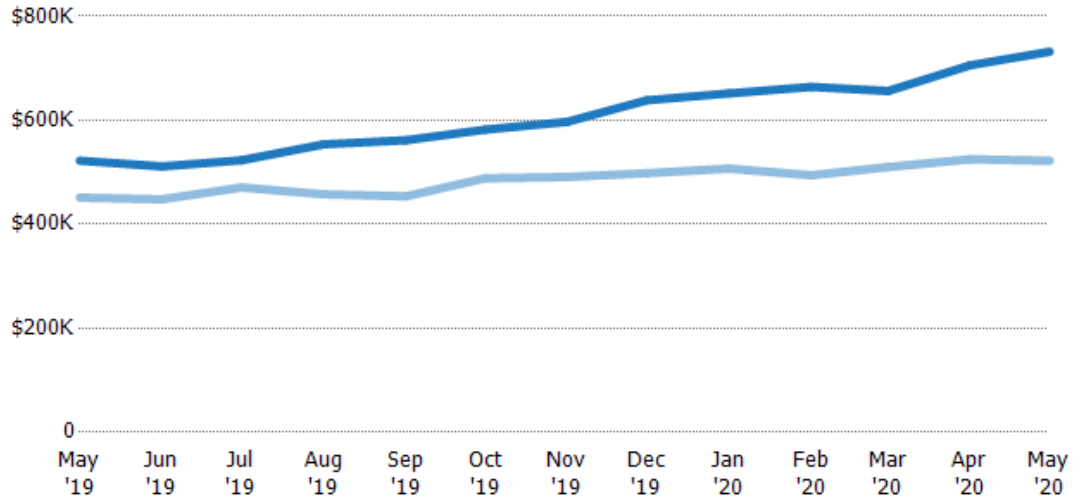
Average Listing Price

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.
May '20	\$732K	40.1%
May '19	\$522K	15.7%
May '18	\$451K	-2.6%



Current Year	\$522K	\$511K	\$523K	\$554K	\$562K	\$582K	\$597K	\$638K	\$652K	\$664K	\$656K	\$706K	\$732K
Prior Year	\$451K	\$448K	\$471K	\$458K	\$454K	\$488K	\$491K	\$498K	\$507K	\$494K	\$510K	\$525K	\$522K
Percent Change from Prior Year	16%	14%	11%	21%	24%	19%	22%	28%	29%	34%	29%	34%	40%

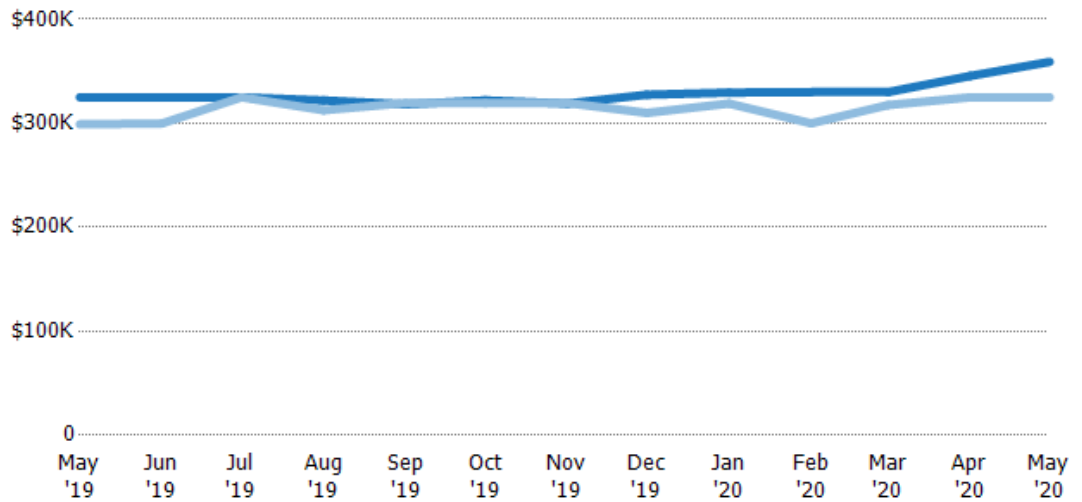
Median Listing Price

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.
May '20	\$359K	10.5%
May '19	\$325K	8.7%
May '18	\$299K	-13.4%



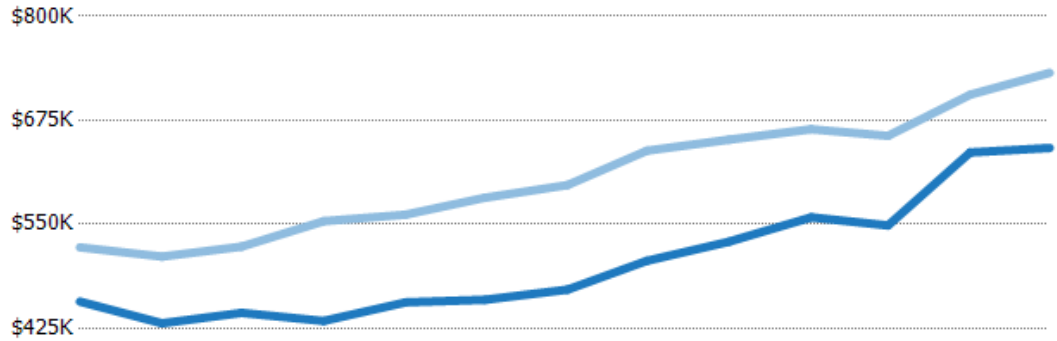
Current Year	\$325K	\$325K	\$325K	\$322K	\$318K	\$322K	\$319K	\$328K	\$330K	\$330K	\$330K	\$346K	\$359K
Prior Year	\$299K	\$300K	\$325K	\$313K	\$320K	\$319K	\$320K	\$310K	\$319K	\$300K	\$318K	\$325K	\$325K
Percent Change from Prior Year	9%	8%	0%	3%	0%	1%	0%	6%	3%	10%	4%	6%	10%

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



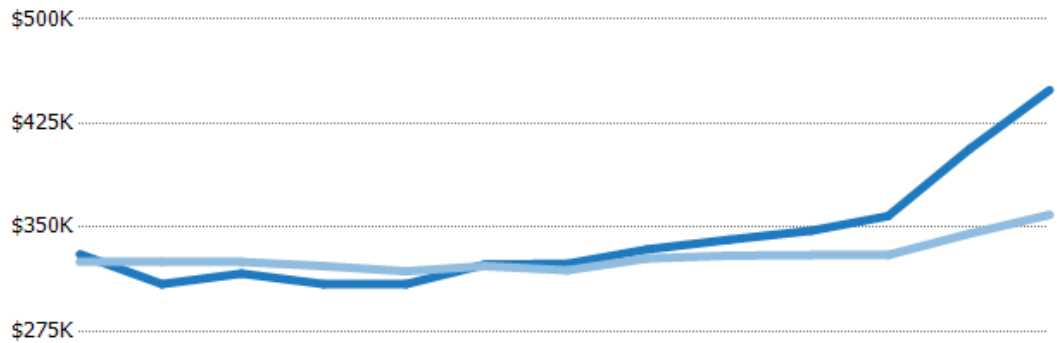
	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20
Avg Est Value	\$457K	\$431K	\$444K	\$434K	\$456K	\$459K	\$471K	\$506K	\$529K	\$558K	\$549K	\$636K	\$642K
Avg Listing Price	\$522K	\$511K	\$523K	\$554K	\$562K	\$582K	\$597K	\$638K	\$652K	\$664K	\$656K	\$706K	\$732K
Avg Listing Price as a % of Avg Est Value	114%	119%	118%	128%	123%	127%	127%	126%	123%	119%	120%	111%	114%

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



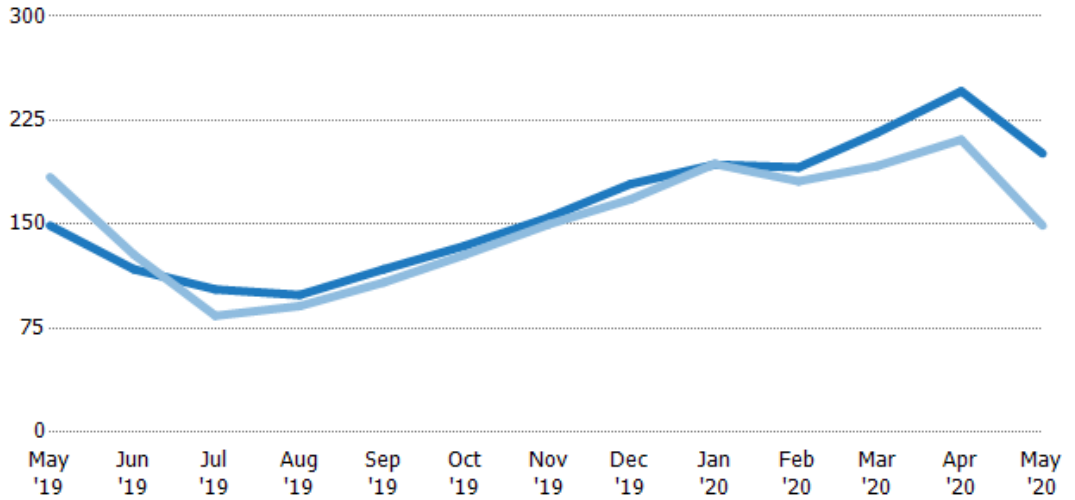
	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20
Median Est Value	\$331K	\$309K	\$317K	\$309K	\$309K	\$323K	\$324K	\$334K	\$341K	\$348K	\$358K	\$407K	\$449K
Median Listing Price	\$325K	\$325K	\$325K	\$322K	\$318K	\$322K	\$319K	\$328K	\$330K	\$330K	\$330K	\$346K	\$359K
Med Listing Price as a % of Med Est Value	98%	105%	103%	104%	103%	100%	99%	98%	97%	95%	92%	85%	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



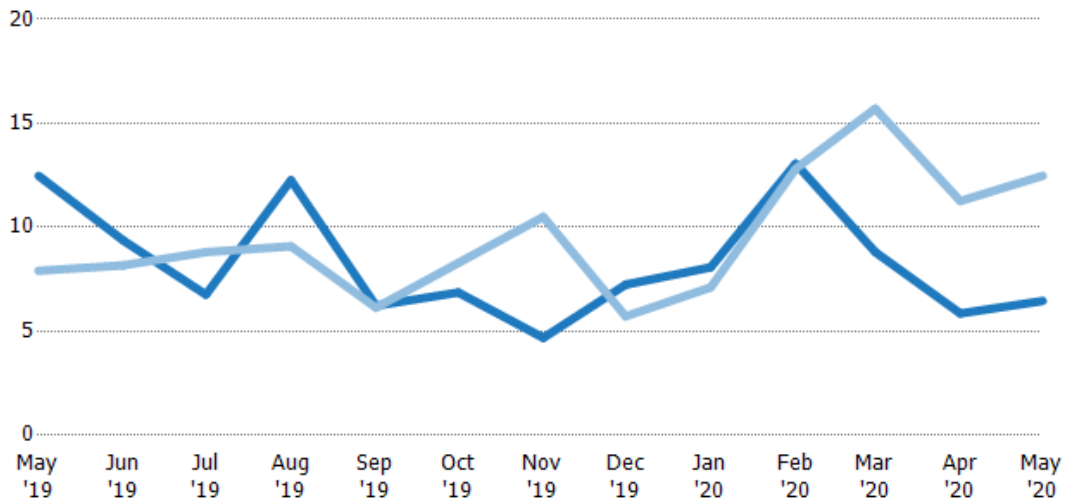
	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20
Current Year	149	118	103	99	118	135	155	179	193	191	216	246	201
Prior Year	184	128	84	91	108	128	150	168	194	181	192	211	149
Percent Change from Prior Year	-19%	-8%	23%	9%	9%	5%	3%	7%	0%	6%	13%	17%	35%

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



	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20
Current Year	12.5	9.35	6.76	12.3	6.23	6.86	4.69	7.24	8.07	13.1	8.81	5.86	6.46
Prior Year	7.91	8.17	8.81	9.09	6.14	8.29	10.5	5.72	7.11	12.8	15.7	11.3	12.5
Percent Change from Prior Year	58%	14%	-23%	35%	1%	-17%	-55%	27%	14%	2%	-44%	-48%	-48%

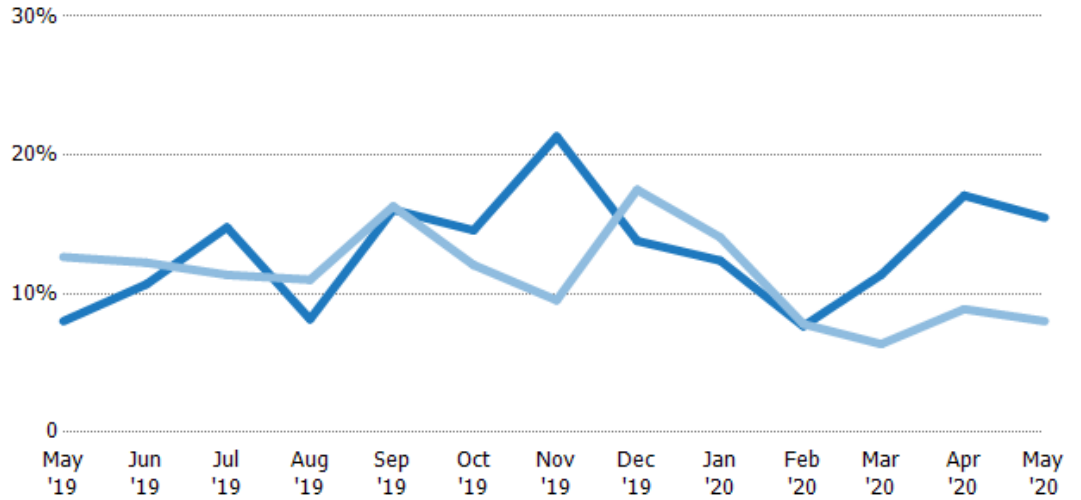
Absorption Rate

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.
May '20	15%	-7.5%
May '19	8%	4.6%
May '18	13%	-43.7%



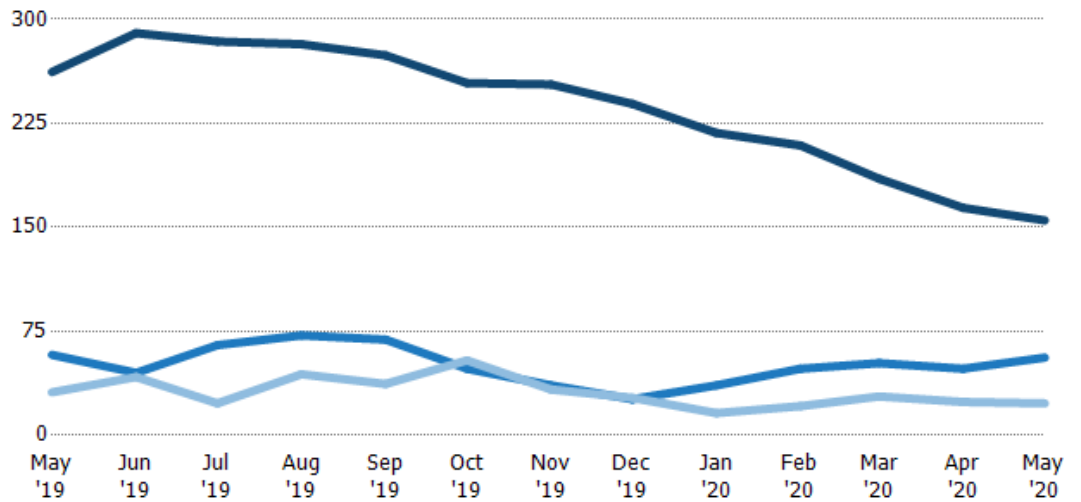
Current Year	8%	11%	15%	8%	16%	15%	21%	14%	12%	8%	11%	17%	15%
Prior Year	13%	12%	11%	11%	16%	12%	10%	17%	14%	8%	6%	9%	8%
Change from Prior Year	5%	2%	-3%	3%	0%	-3%	-12%	4%	2%	0%	-5%	-8%	-7%

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	262	290	284	282	274	254	253	239	218	209	185	164	155
Pending	58	45	65	72	69	48	36	26	36	48	52	48	56
Sold	31	42	23	44	37	54	33	27	16	21	28	24	23

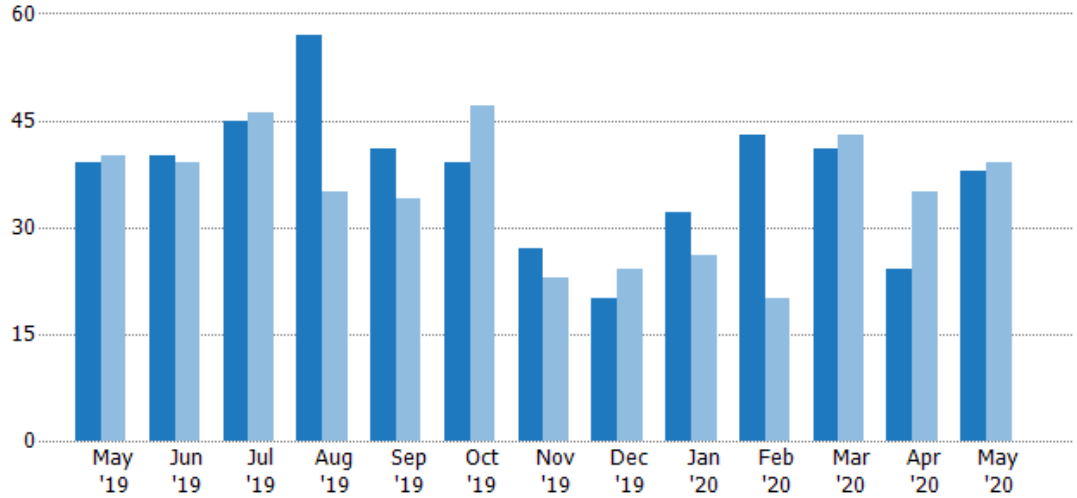
New Pending Sales

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.
May '20	38	-2.6%
May '19	39	-2.5%
May '18	40	-20%



	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20
Current Year	39	40	45	57	41	39	27	20	32	43	41	24	38
Prior Year	40	39	46	35	34	47	23	24	26	20	43	35	39
Percent Change from Prior Year	-3%	3%	-2%	63%	21%	-17%	17%	-17%	23%	115%	-5%	-31%	-3%

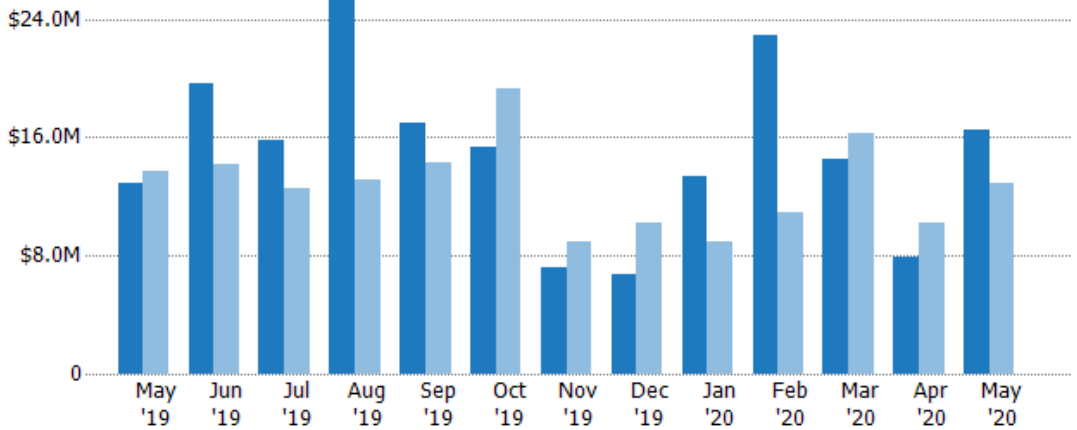
New Pending Sales Volume

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.
May '20	\$16.5M	28%
May '19	\$12.9M	-5.4%
May '18	\$13.7M	-29.3%



	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20
Current Year	\$12.9M	\$19.7M	\$15.8M	\$26.2M	\$17M	\$15.3M	\$7.22M	\$6.72M	\$13.4M	\$22.9M	\$14.5M	\$7.89M	\$16.5M
Prior Year	\$13.7M	\$14.1M	\$12.5M	\$13.1M	\$14.2M	\$19.3M	\$8.94M	\$10.2M	\$8.9M	\$10.9M	\$16.3M	\$10.3M	\$12.9M
Percent Change from Prior Year	-5%	39%	26%	100%	19%	-21%	-19%	-34%	51%	110%	-11%	-23%	28%

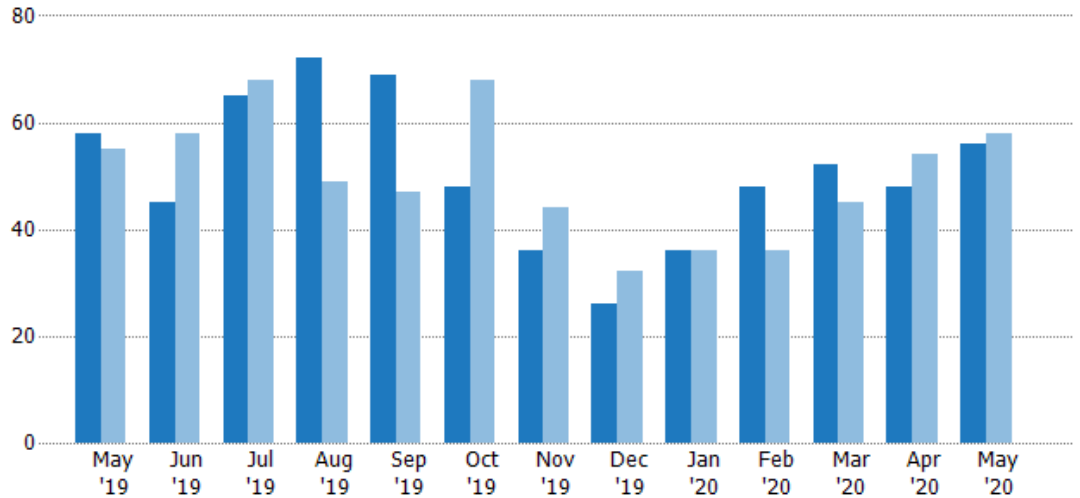
Pending Sales

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.
May '20	56	-3.4%
May '19	58	5.5%
May '18	55	7.3%



Current Year	58	45	65	72	69	48	36	26	36	48	52	48	56
Prior Year	55	58	68	49	47	68	44	32	36	36	45	54	58
Percent Change from Prior Year	5%	-22%	-4%	47%	47%	-29%	-18%	-19%	0%	33%	16%	-11%	-3%

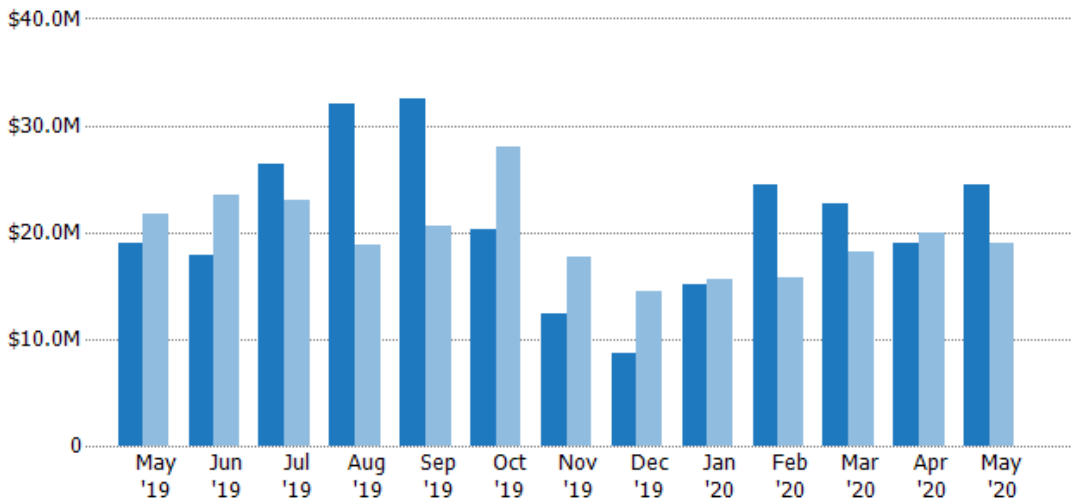
Pending Sales Volume

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.
May '20	\$24.5M	29.1%
May '19	\$19M	-12.2%
May '18	\$21.6M	-0.8%



Current Year	\$19M	\$17.8M	\$26.3M	\$32M	\$32.5M	\$20.2M	\$12.3M	\$8.61M	\$15M	\$24.5M	\$22.7M	\$19M	\$24.5M
Prior Year	\$21.6M	\$23.5M	\$23M	\$18.8M	\$20.6M	\$28M	\$17.6M	\$14.5M	\$15.6M	\$15.7M	\$18.2M	\$20M	\$19M
Percent Change from Prior Year	-12%	-24%	14%	70%	57%	-28%	-30%	-40%	-4%	56%	25%	-5%	29%

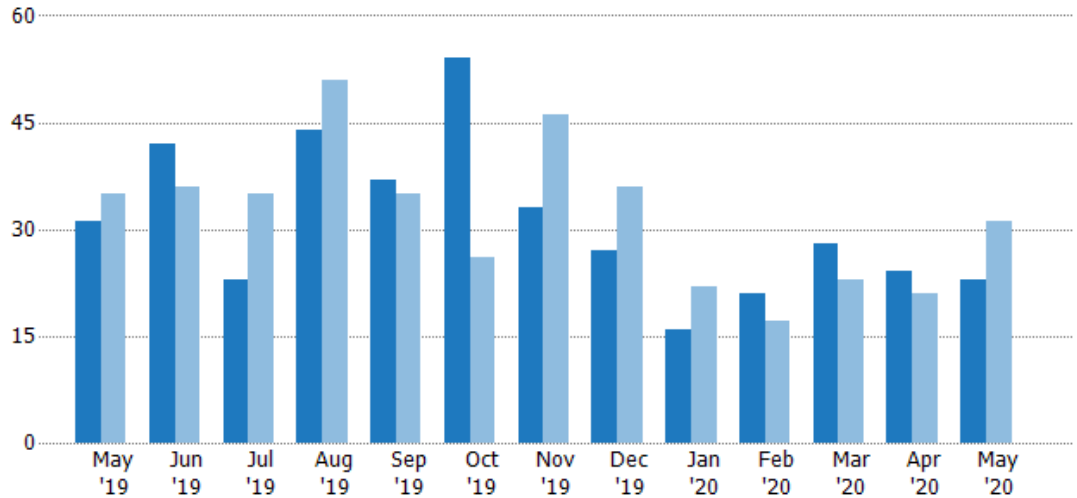
Closed Sales

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.
May '20	23	-25.8%
May '19	31	-11.4%
May '18	35	-22.9%



	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20
Current Year	31	42	23	44	37	54	33	27	16	21	28	24	23
Prior Year	35	36	35	51	35	26	46	36	22	17	23	21	31
Percent Change from Prior Year	-11%	17%	-34%	-14%	6%	108%	-28%	-25%	-27%	24%	22%	14%	-26%

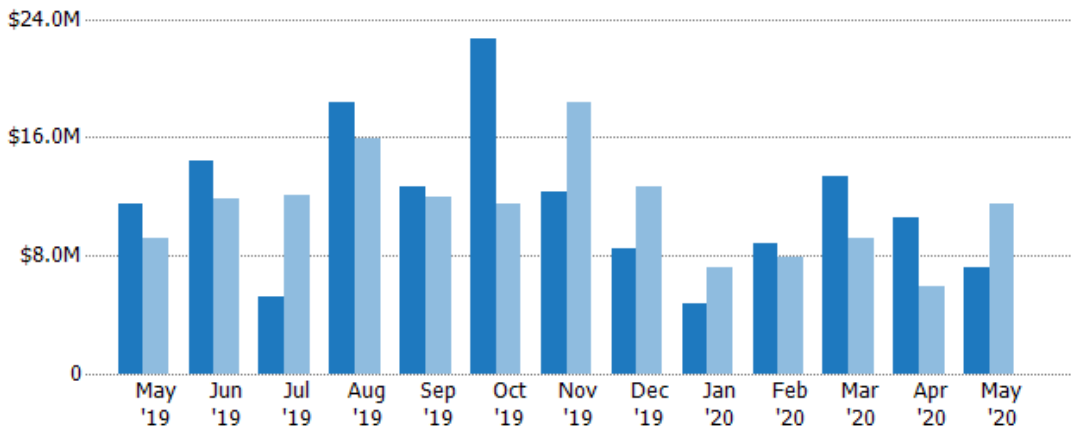
Closed Sales Volume

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.
May '20	\$7.15M	-38%
May '19	\$11.5M	25.6%
May '18	\$9.19M	18.7%



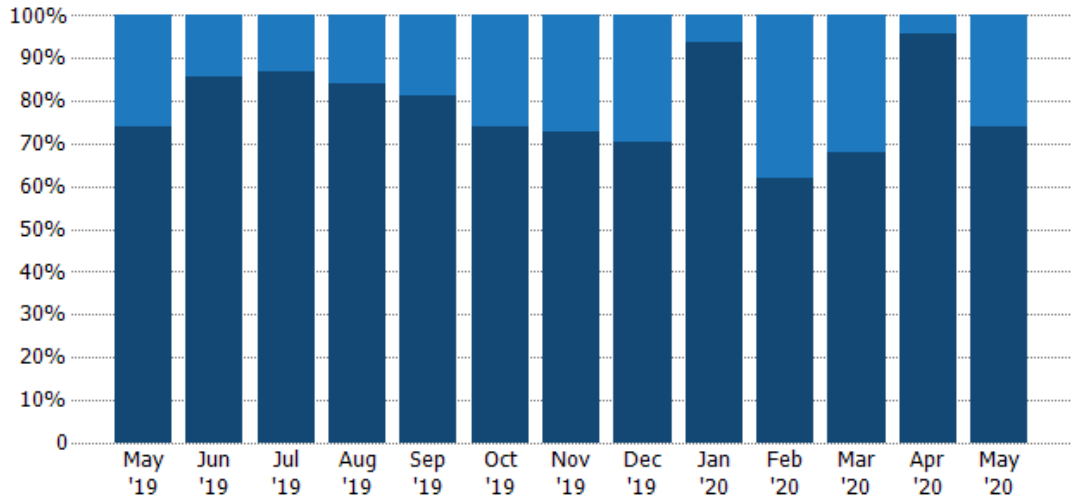
	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20
Current Year	\$11.5M	\$14.4M	\$5.2M	\$18.3M	\$12.6M	\$22.6M	\$12.3M	\$8.48M	\$4.77M	\$8.88M	\$13.3M	\$10.5M	\$7.15M
Prior Year	\$9.19M	\$11.8M	\$12M	\$15.9M	\$11.9M	\$11.5M	\$18.3M	\$12.7M	\$7.14M	\$7.89M	\$9.14M	\$5.87M	\$11.5M
Percent Change from Prior Year	26%	21%	-57%	15%	6%	97%	-33%	-33%	-33%	12%	46%	79%	-38%

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



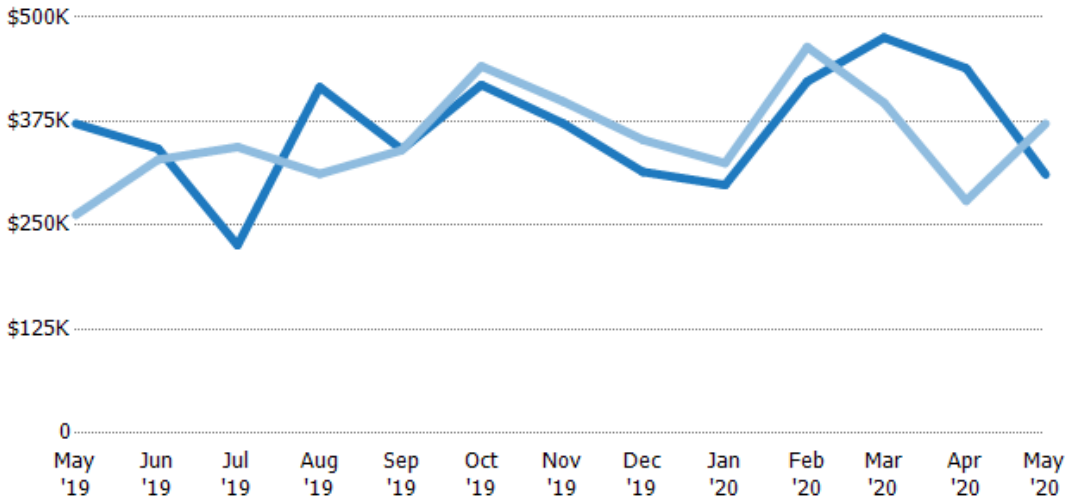
Property Type	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20
Condo/Townhouse	26%	14%	13%	16%	19%	26%	27%	30%	6%	38%	32%	4%	26%
Single Family Residence	74%	86%	87%	84%	81%	74%	73%	70%	94%	62%	68%	96%	74%

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.
May '20	\$311K	-16.4%
May '19	\$372K	41.8%
May '18	\$263K	53.8%

Property Type	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20
Current Year	\$372K	\$342K	\$226K	\$416K	\$341K	\$419K	\$372K	\$314K	\$298K	\$423K	\$476K	\$439K	\$311K
Prior Year	\$263K	\$329K	\$344K	\$312K	\$340K	\$441K	\$399K	\$353K	\$325K	\$464K	\$397K	\$279K	\$372K
Percent Change from Prior Year	42%	4%	-34%	33%	0%	-5%	-7%	-11%	-8%	-9%	20%	57%	-16%

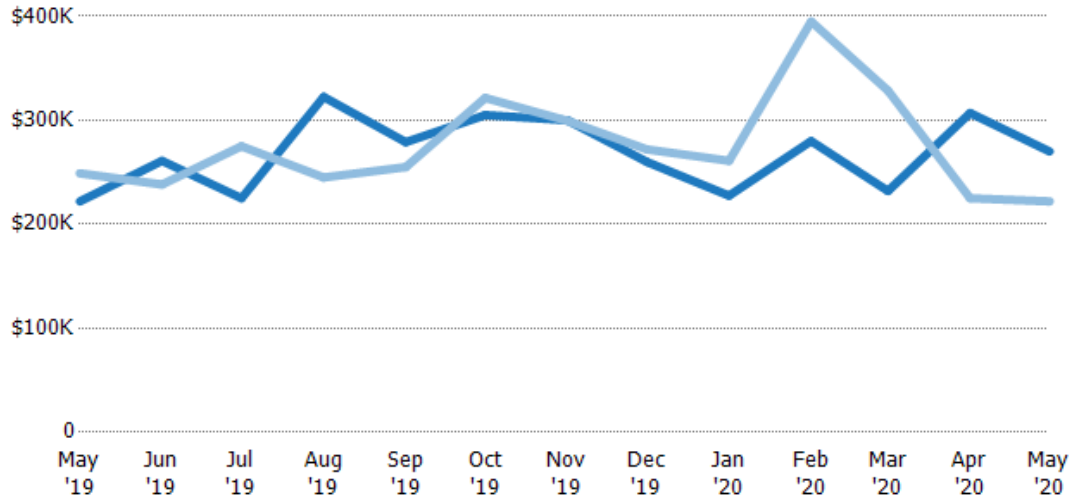
Median Sales Price

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.
May '20	\$270K	21.6%
May '19	\$222K	-10.8%
May '18	\$249K	1.4%



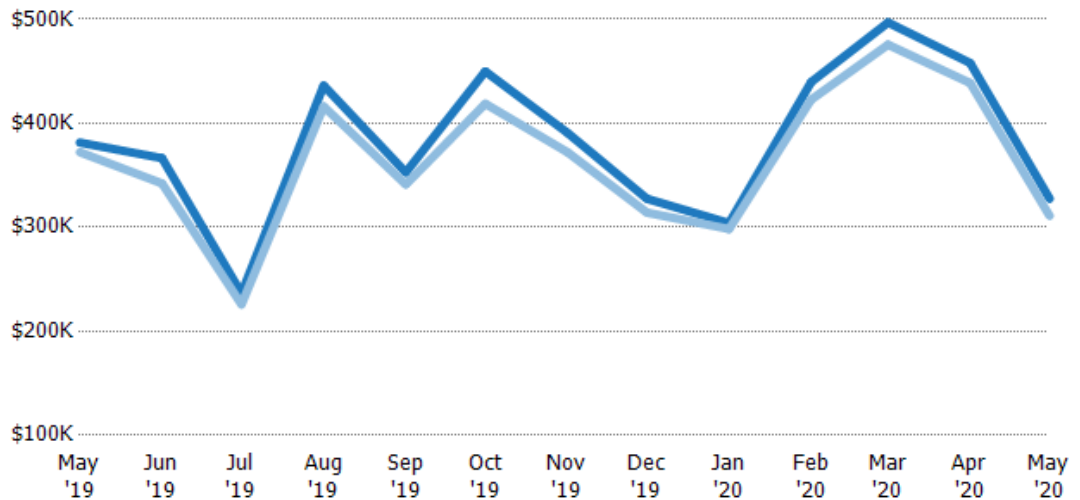
Current Year	\$222K	\$261K	\$225K	\$323K	\$279K	\$305K	\$300K	\$260K	\$228K	\$280K	\$232K	\$307K	\$270K
Prior Year	\$249K	\$238K	\$275K	\$245K	\$255K	\$322K	\$300K	\$272K	\$261K	\$395K	\$329K	\$225K	\$222K
Percent Change from Prior Year	-11%	10%	-18%	32%	9%	-5%	0%	-4%	-13%	-29%	-29%	36%	22%

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



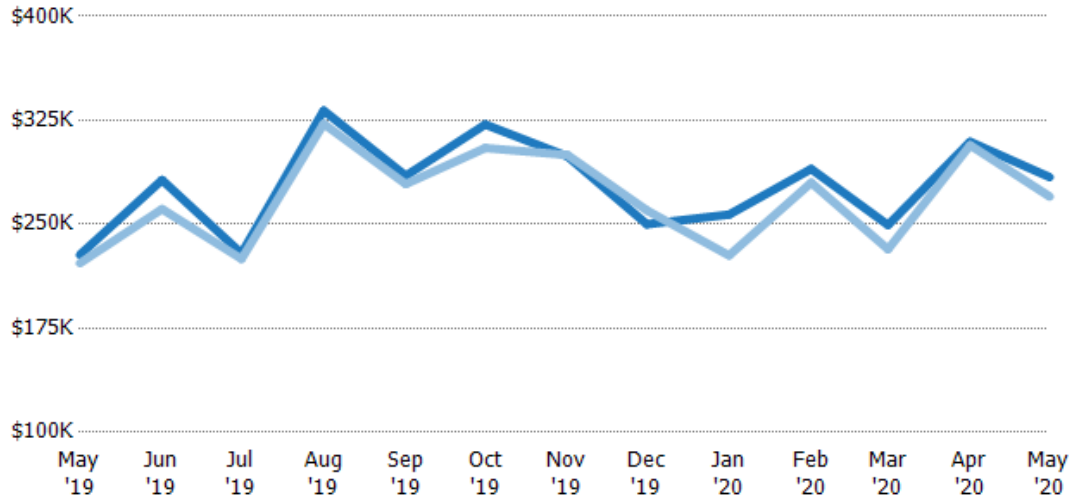
Avg List Price	\$381K	\$366K	\$237K	\$436K	\$353K	\$450K	\$391K	\$327K	\$304K	\$440K	\$497K	\$458K	\$327K
Avg Sales Price	\$372K	\$342K	\$226K	\$416K	\$341K	\$419K	\$372K	\$314K	\$298K	\$423K	\$476K	\$439K	\$311K
Avg Sales Price as a % of Avg List Price	98%	93%	96%	95%	97%	93%	95%	96%	98%	96%	96%	96%	95%

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



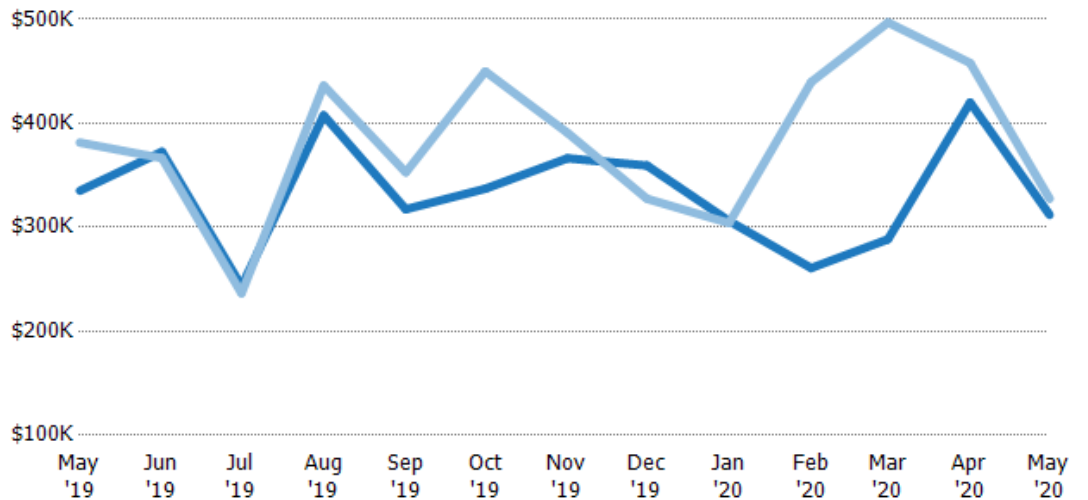
	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20
Median List Price	\$228K	\$282K	\$229K	\$332K	\$285K	\$322K	\$299K	\$250K	\$257K	\$290K	\$249K	\$310K	\$284K
Median Sales Price	\$222K	\$261K	\$225K	\$323K	\$279K	\$305K	\$300K	\$260K	\$228K	\$280K	\$232K	\$307K	\$270K
Med Sales Price as a % of Med List Price	97%	93%	98%	97%	98%	95%	100%	104%	89%	97%	93%	99%	95%

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



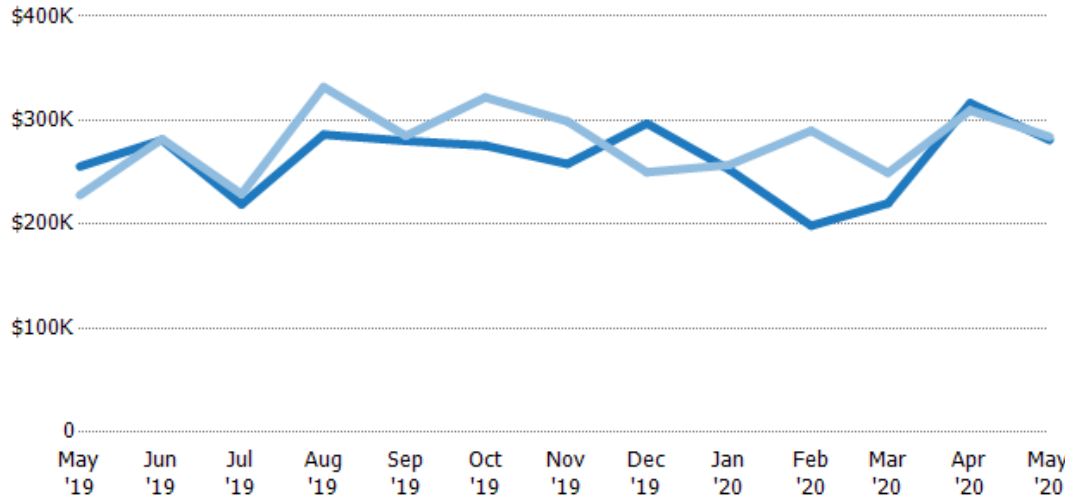
	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20
Avg Est Value	\$335K	\$373K	\$243K	\$408K	\$317K	\$337K	\$366K	\$359K	\$306K	\$261K	\$288K	\$420K	\$312K
Avg Sales Price	\$381K	\$366K	\$237K	\$436K	\$353K	\$450K	\$391K	\$327K	\$304K	\$440K	\$497K	\$458K	\$327K
Avg Sales Price as a % of Avg Est Value	114%	98%	97%	107%	111%	133%	107%	91%	99%	169%	172%	109%	105%

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



	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20
Median Est Value	\$255K	\$281K	\$219K	\$286K	\$280K	\$276K	\$258K	\$297K	\$253K	\$199K	\$220K	\$317K	\$281K
Median Sales Price	\$228K	\$282K	\$229K	\$332K	\$285K	\$322K	\$299K	\$250K	\$257K	\$290K	\$249K	\$310K	\$284K
Med Sales Price as a % of Med Est Value	89%	100%	105%	116%	102%	117%	116%	84%	102%	146%	113%	98%	101%