

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	Jun 2020	Jun 2019	+ / -	YTD 2020	YTD 2019	+ / -
Listing Activity Charts Metrics						
New Listing Count	60	83	-27.7%	197	298	-33.9%
New Listing Volume	\$43,512,590	\$38,266,300	+13.7%	\$111,777,189	\$125,428,385	-10.9%
Active Listing Count	164	291	-43.6%	N/A	N/A	
Active Listing Volume	\$123,577,039	\$149,079,344	-17.1%	N/A	N/A	
Average Listing Price	\$753,519	\$512,300	+47.1%	\$682,839	\$513,845	+32.9%
Median Listing Price	\$471,500	\$325,000	+45.1%	\$359,929	\$319,922	+12.5%
Median Days in RPR	128.5	116	+10.8%	202.46	165.24	+22.5%
Months of Inventory	7.1	9.4	-24%	7.4	9.4	-21.5%
Absorption Rate	14.02%	10.65%	+3.4%	13.6%	10.67%	+2.9%
Sales Activity Charts Metrics						
New Pending Sales Count	51	40	+27.5%	229	203	+12.8%
New Pending Sales Volume	\$23,668,000	\$19,669,700	+20.3%	\$98,902,500	\$78,920,550	+25.3%
Pending Sales Count	72	45	+60%	N/A	N/A	
Pending Sales Volume	\$32,475,900	\$17,779,100	+82.7%	N/A	N/A	
Closed Sales Count	26	42	-38.1%	138	156	-11.5%
Closed Sales Volume	\$11,099,022	\$14,371,105	-22.8%	\$55,748,466	\$55,944,055	-0.3%
Average Sales Price	\$426,885	\$342,169	+24.8%	\$403,974	\$358,616	+12.6%
Median Sales Price	\$308,586	\$261,000	+18.2%	\$272,589	\$272,958	-0.1%

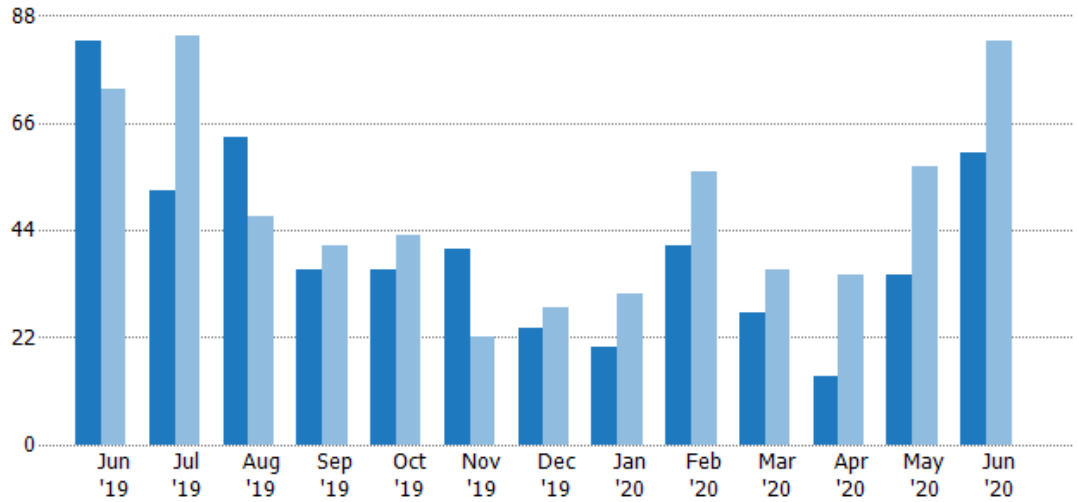
New Listings

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.
Jun '20	60	-27.7%
Jun '19	83	13.7%
Jun '18	73	1.4%



Current Year	83	52	63	36	36	40	24	20	41	27	14	35	60
Prior Year	73	84	47	41	43	22	28	31	56	36	35	57	83
Percent Change from Prior Year	14%	-38%	34%	-12%	-16%	82%	-14%	-35%	-27%	-25%	-60%	-39%	-28%

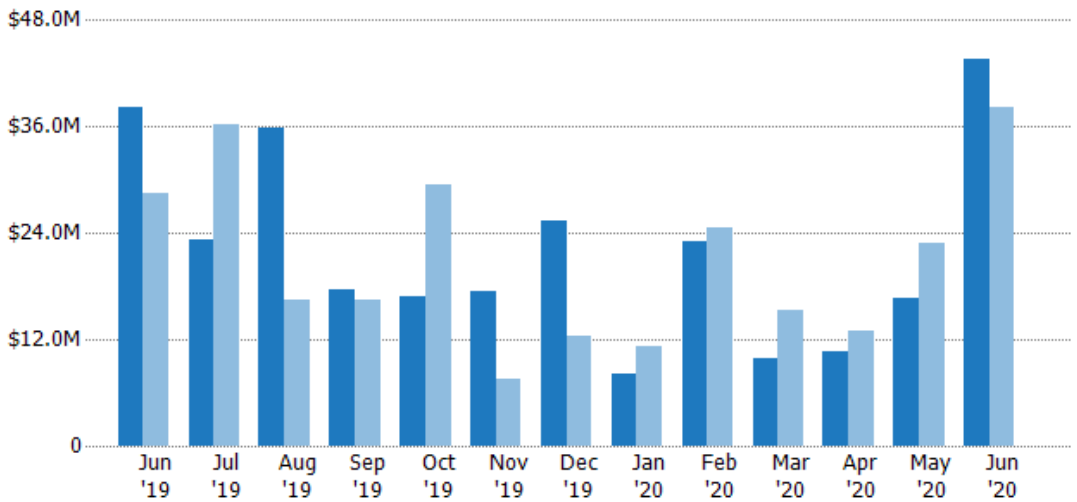
New Listing Volume

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.
Jun '20	\$43.5M	13.7%
Jun '19	\$38.3M	34.5%
Jun '18	\$28.5M	22.1%



Current Year	\$38.3M	\$23.2M	\$35.9M	\$17.6M	\$16.7M	\$17.4M	\$25.3M	\$8.16M	\$23M	\$9.86M	\$10.7M	\$16.6M	\$43.5M
Prior Year	\$28.5M	\$36.3M	\$16.4M	\$16.4M	\$29.4M	\$7.55M	\$12.3M	\$11.3M	\$24.6M	\$15.4M	\$13.1M	\$22.9M	\$38.3M
Percent Change from Prior Year	35%	-36%	118%	7%	-43%	130%	105%	-28%	-6%	-36%	-18%	-28%	14%

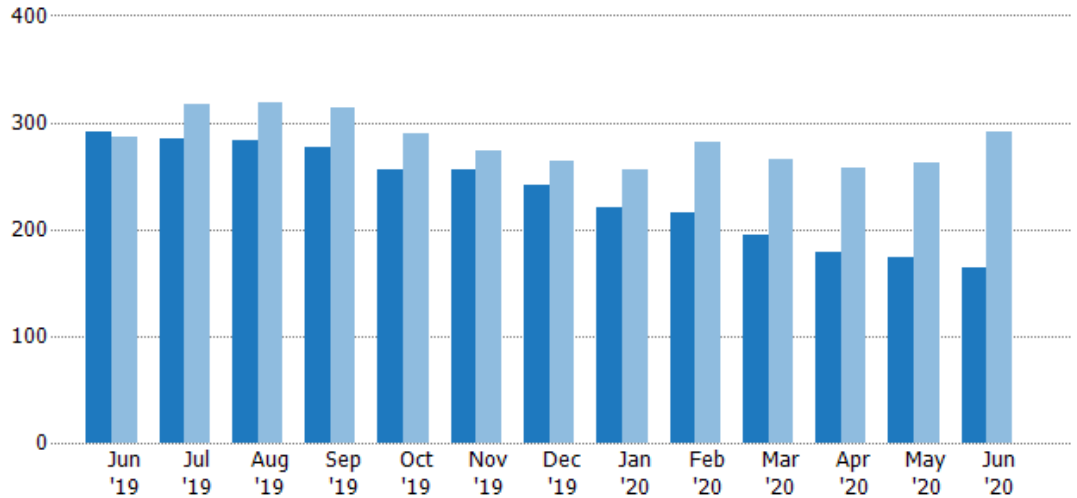
Active Listings

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.
Jun '20	164	-43.6%
Jun '19	291	1.7%
Jun '18	286	16.1%



Current Year	291	285	283	276	256	256	242	221	215	195	179	173	164
Prior Year	286	317	318	313	290	274	264	256	281	265	257	262	291
Percent Change from Prior Year	2%	-10%	-11%	-12%	-12%	-7%	-8%	-14%	-23%	-26%	-30%	-34%	-44%

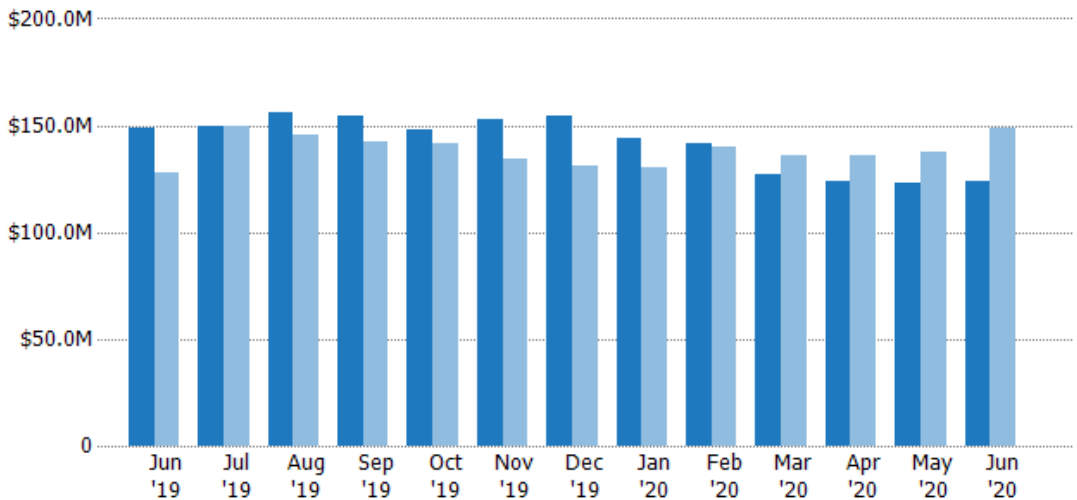
Active Listing Volume

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.
Jun '20	\$124M	-17.1%
Jun '19	\$149M	16.2%
Jun '18	\$128M	20.3%



Current Year	\$149M	\$149M	\$156M	\$154M	\$148M	\$153M	\$154M	\$144M	\$142M	\$127M	\$124M	\$123M	\$124M
Prior Year	\$128M	\$149M	\$146M	\$142M	\$142M	\$134M	\$131M	\$130M	\$140M	\$136M	\$136M	\$138M	\$149M
Percent Change from Prior Year	16%	0%	7%	9%	5%	14%	17%	11%	2%	-7%	-9%	-11%	-17%

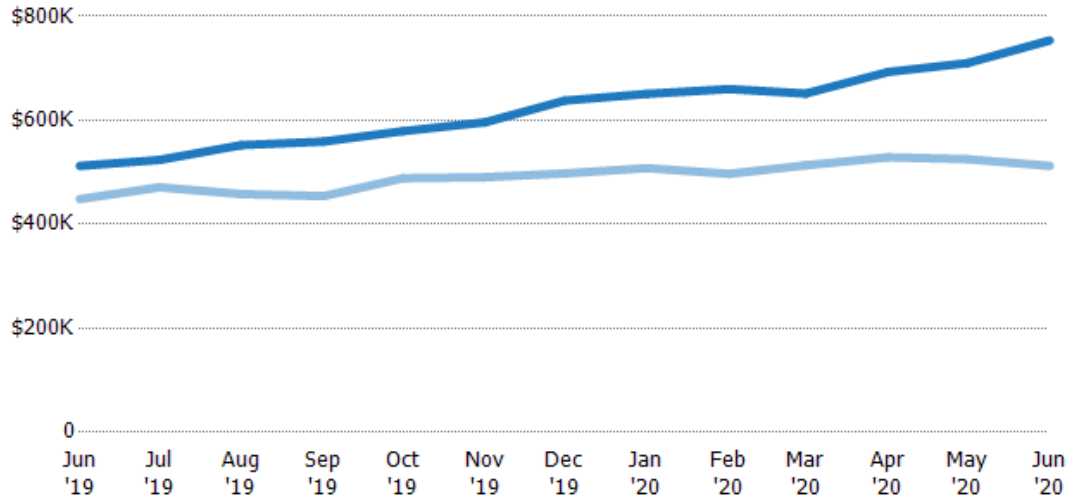
Average Listing Price

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.
Jun '20	\$754K	47.1%
Jun '19	\$512K	14.2%
Jun '18	\$448K	3.7%



Current Year	\$512K	\$524K	\$552K	\$559K	\$579K	\$596K	\$638K	\$651K	\$660K	\$651K	\$693K	\$710K	\$754K
Prior Year	\$448K	\$471K	\$458K	\$454K	\$489K	\$491K	\$498K	\$508K	\$497K	\$513K	\$529K	\$525K	\$512K
Percent Change from Prior Year	14%	11%	21%	23%	19%	22%	28%	28%	33%	27%	31%	35%	47%

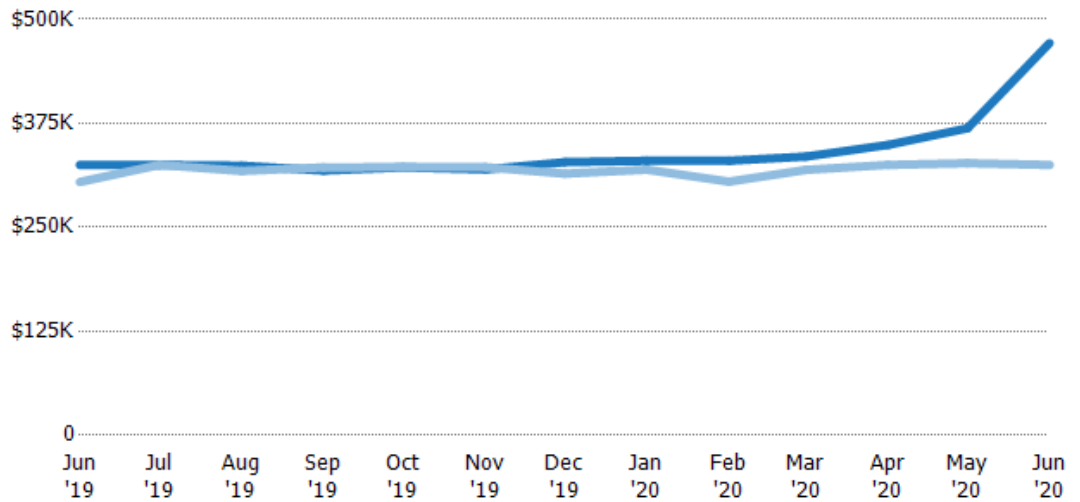
Median Listing Price

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.
Jun '20	\$472K	45.1%
Jun '19	\$325K	6.7%
Jun '18	\$304K	-14.6%



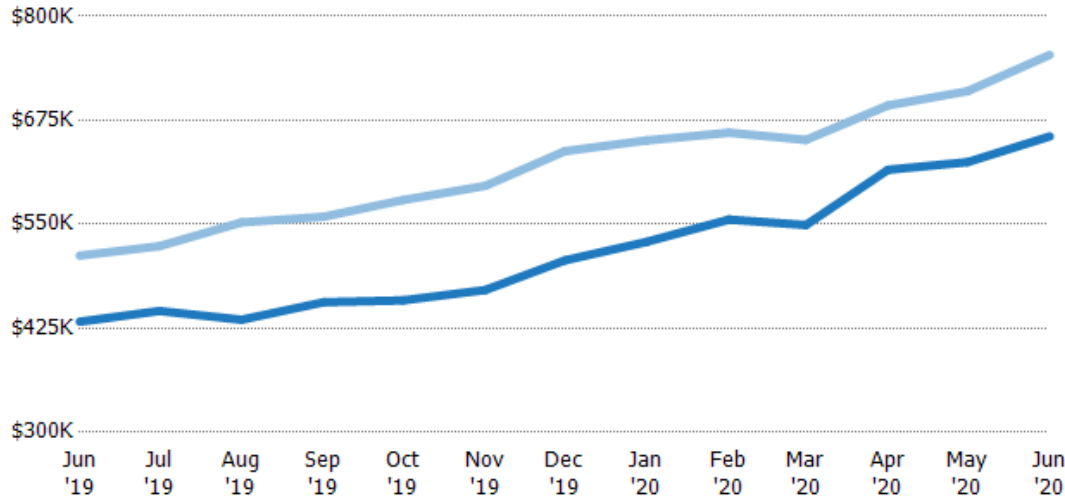
Current Year	\$325K	\$325K	\$324K	\$318K	\$322K	\$320K	\$328K	\$330K	\$330K	\$335K	\$349K	\$369K	\$472K
Prior Year	\$304K	\$325K	\$318K	\$322K	\$322K	\$322K	\$315K	\$319K	\$305K	\$319K	\$325K	\$327K	\$325K
Percent Change from Prior Year	7%	0%	2%	-1%	0%	-1%	4%	3%	8%	5%	7%	13%	45%

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



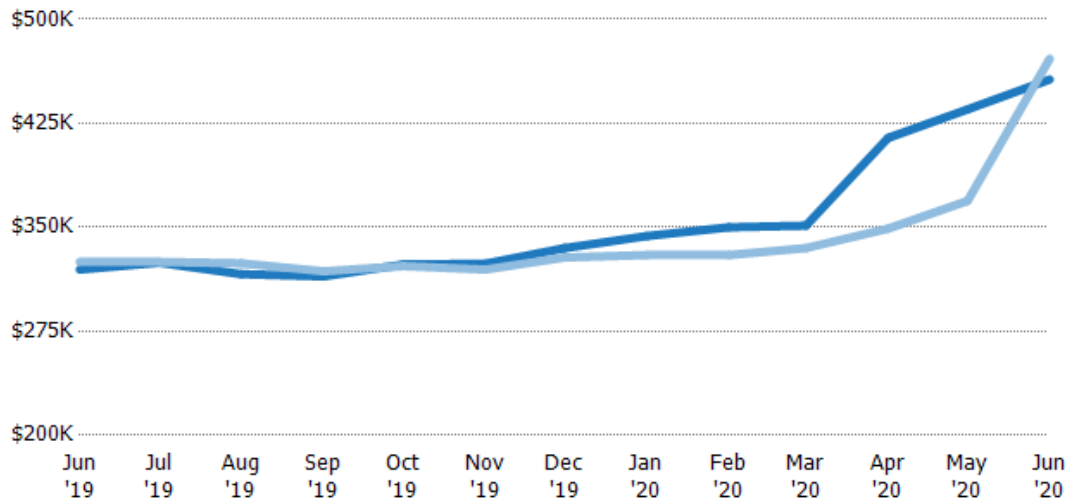
	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20
Avg Est Value	\$433K	\$446K	\$435K	\$456K	\$459K	\$471K	\$507K	\$529K	\$556K	\$549K	\$616K	\$625K	\$656K
Avg Listing Price	\$512K	\$524K	\$552K	\$559K	\$579K	\$596K	\$638K	\$651K	\$660K	\$651K	\$693K	\$710K	\$754K
Avg Listing Price as a % of Avg Est Value	118%	117%	127%	123%	126%	127%	126%	123%	119%	119%	113%	114%	115%

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



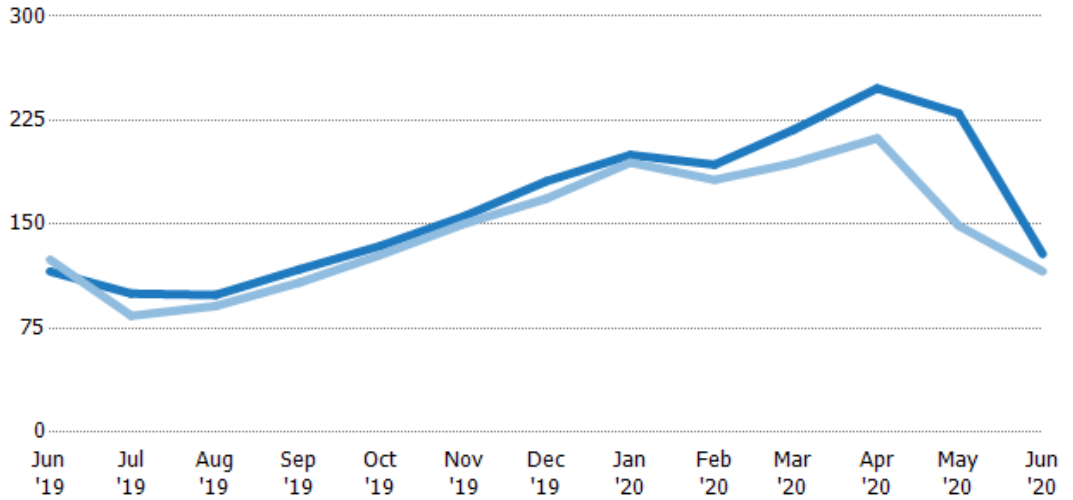
	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20
Median Est Value	\$320K	\$324K	\$316K	\$315K	\$323K	\$324K	\$335K	\$344K	\$350K	\$351K	\$414K	\$435K	\$457K
Median Listing Price	\$325K	\$325K	\$324K	\$318K	\$322K	\$320K	\$328K	\$330K	\$330K	\$335K	\$349K	\$369K	\$472K
Med Listing Price as a % of Med Est Value	102%	100%	102%	101%	100%	99%	98%	96%	94%	95%	84%	85%	103%

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



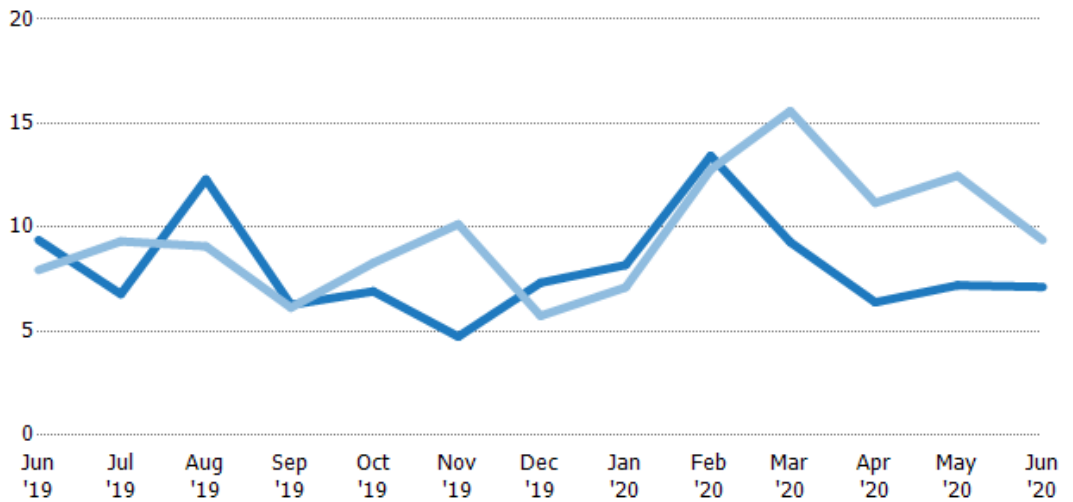
	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20
Current Year	116	100	99	118	135	156	181	200	193	218	248	230	129
Prior Year	125	84	91	108	128	151	169	195	182	194	212	149	116
Percent Change from Prior Year	-7%	19%	9%	9%	5%	4%	7%	3%	6%	12%	17%	54%	11%

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



	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20
Current Year	9.39	6.79	12.3	6.27	6.92	4.74	7.33	8.19	13.4	9.29	6.39	7.21	7.13
Prior Year	7.94	9.32	9.09	6.14	8.29	10.1	5.74	7.11	12.8	15.6	11.2	12.5	9.39
Percent Change from Prior Year	18%	-27%	35%	2%	-16%	-53%	28%	15%	5%	-40%	-43%	-42%	-24%

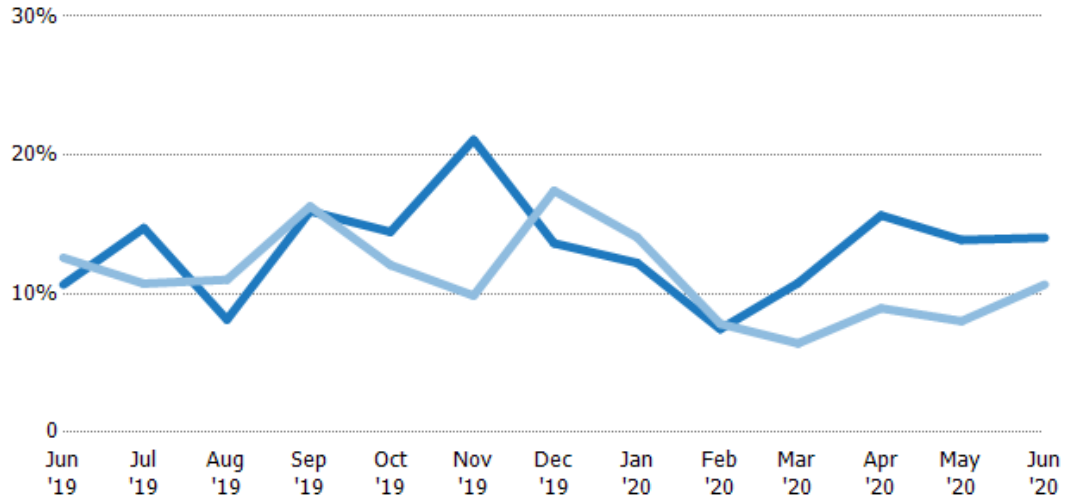
Absorption Rate

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.
Jun '20	14%	-3.4%
Jun '19	11%	1.9%
Jun '18	13%	-37.8%



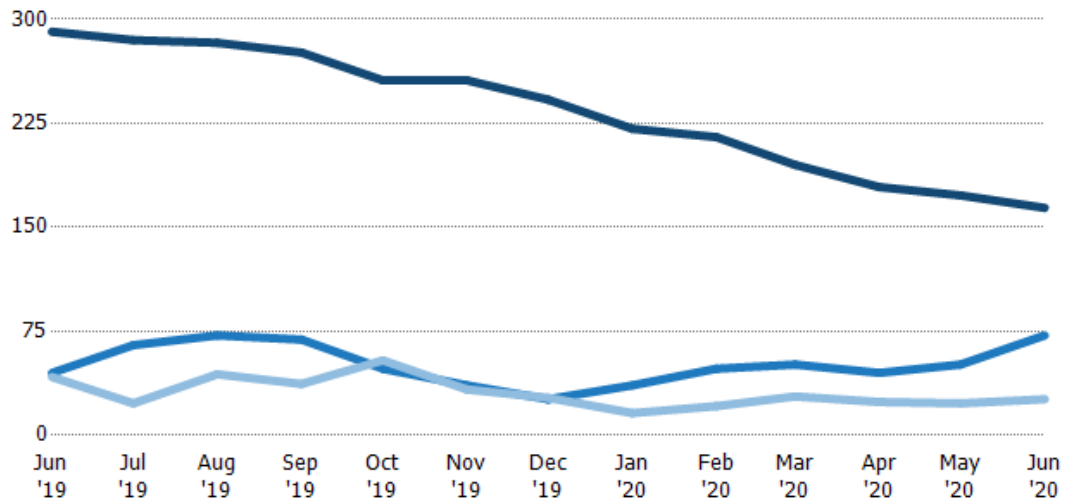
Current Year	11%	15%	8%	16%	14%	21%	14%	12%	7%	11%	16%	14%	14%
Prior Year	13%	11%	11%	16%	12%	10%	17%	14%	8%	6%	9%	8%	11%
Change from Prior Year	2%	-4%	3%	0%	-2%	-11%	4%	2%	0%	-4%	-7%	-6%	-3%

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	291	285	283	276	256	256	242	221	215	195	179	173	164
Pending	45	65	72	69	48	36	26	36	48	51	45	51	72
Sold	42	23	44	37	54	33	27	16	21	28	24	23	26

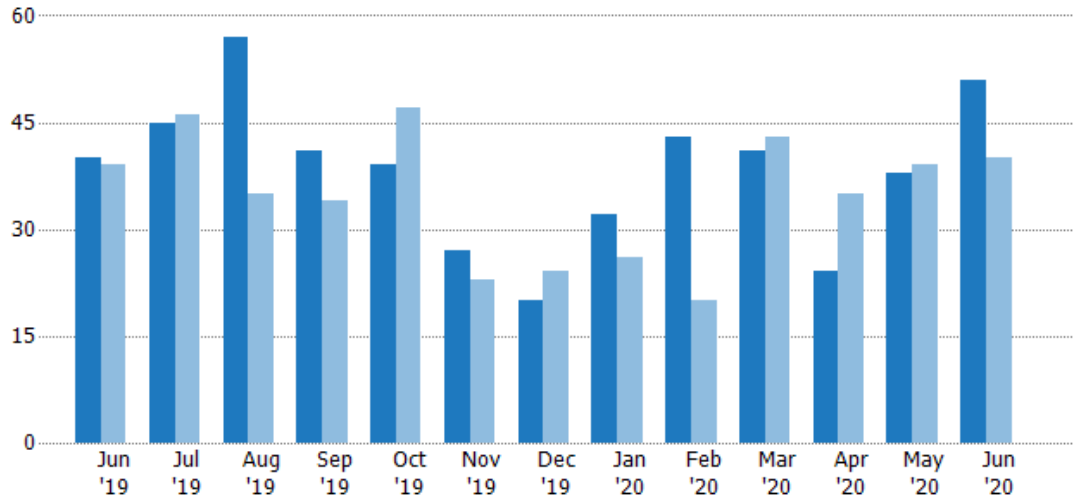
New Pending Sales

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.
Jun '20	51	27.5%
Jun '19	40	2.6%
Jun '18	39	33.3%



Current Year	40	45	57	41	39	27	20	32	43	41	24	38	51
Prior Year	39	46	35	34	47	23	24	26	20	43	35	39	40
Percent Change from Prior Year	3%	-2%	63%	21%	-17%	17%	-17%	23%	115%	-5%	-31%	-3%	28%

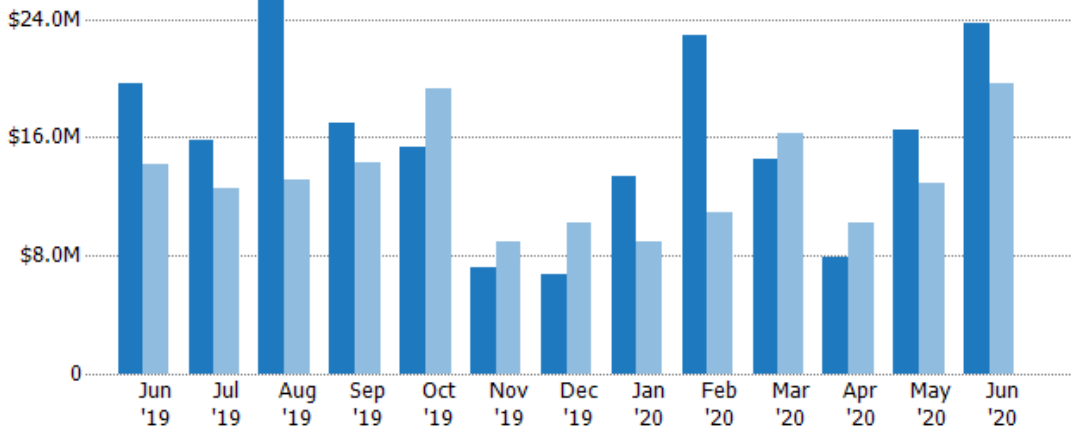
New Pending Sales Volume

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.
Jun '20	\$23.7M	20.3%
Jun '19	\$19.7M	39.3%
Jun '18	\$14.1M	25.8%



Current Year	\$19.7M	\$15.8M	\$26.2M	\$17M	\$15.3M	\$7.22M	\$6.72M	\$13.4M	\$22.9M	\$14.5M	\$7.89M	\$16.5M	\$23.7M
Prior Year	\$14.1M	\$12.5M	\$13.1M	\$14.2M	\$19.3M	\$8.94M	\$10.2M	\$8.9M	\$10.9M	\$16.3M	\$10.3M	\$12.9M	\$19.7M
Percent Change from Prior Year	39%	26%	100%	19%	-21%	-19%	-34%	51%	110%	-11%	-23%	28%	20%

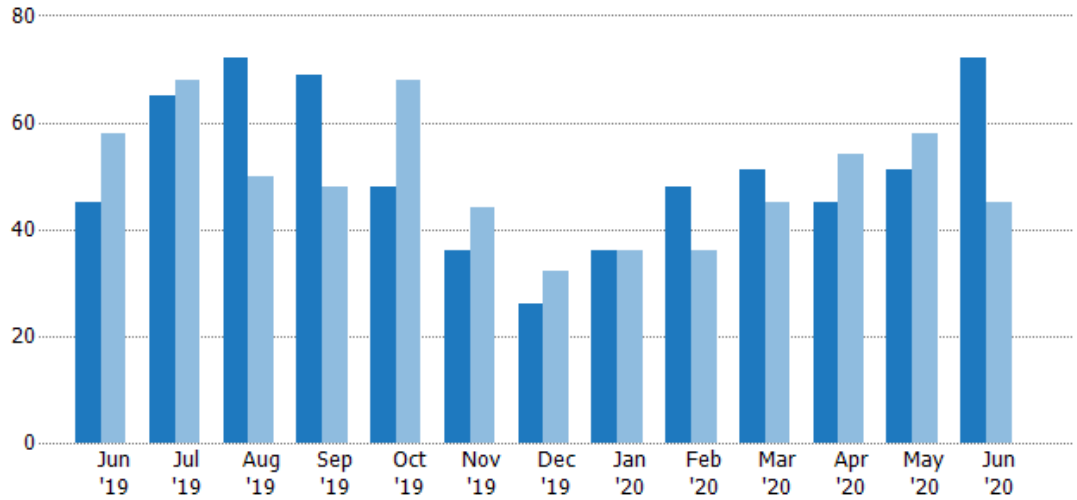
Pending Sales

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.
Jun '20	72	60%
Jun '19	45	-22.4%
Jun '18	58	22.4%



Current Year	45	65	72	69	48	36	26	36	48	51	45	51	72
Prior Year	58	68	50	48	68	44	32	36	36	45	54	58	45
Percent Change from Prior Year	-22%	-4%	44%	44%	-29%	-18%	-19%	0%	33%	13%	-17%	-12%	60%

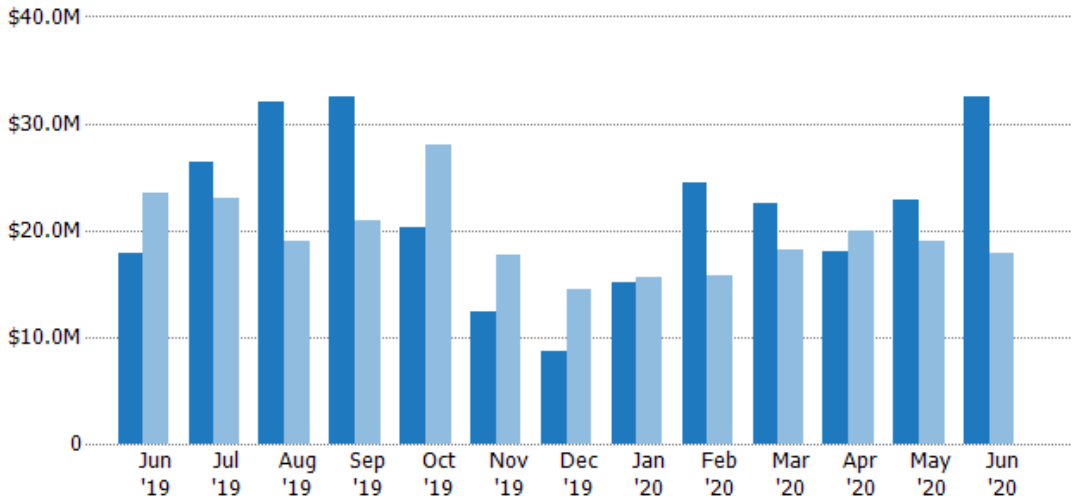
Pending Sales Volume

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.
Jun '20	\$32.5M	82.7%
Jun '19	\$17.8M	-24.3%
Jun '18	\$23.5M	14.7%



Current Year	\$17.8M	\$26.3M	\$32M	\$32.5M	\$20.2M	\$12.3M	\$8.61M	\$15M	\$24.5M	\$22.5M	\$18M	\$22.9M	\$32.5M
Prior Year	\$23.5M	\$23M	\$19M	\$20.8M	\$28M	\$17.6M	\$14.5M	\$15.6M	\$15.7M	\$18.2M	\$20M	\$19M	\$17.8M
Percent Change from Prior Year	-24%	14%	68%	56%	-28%	-30%	-40%	-4%	56%	23%	-10%	20%	83%

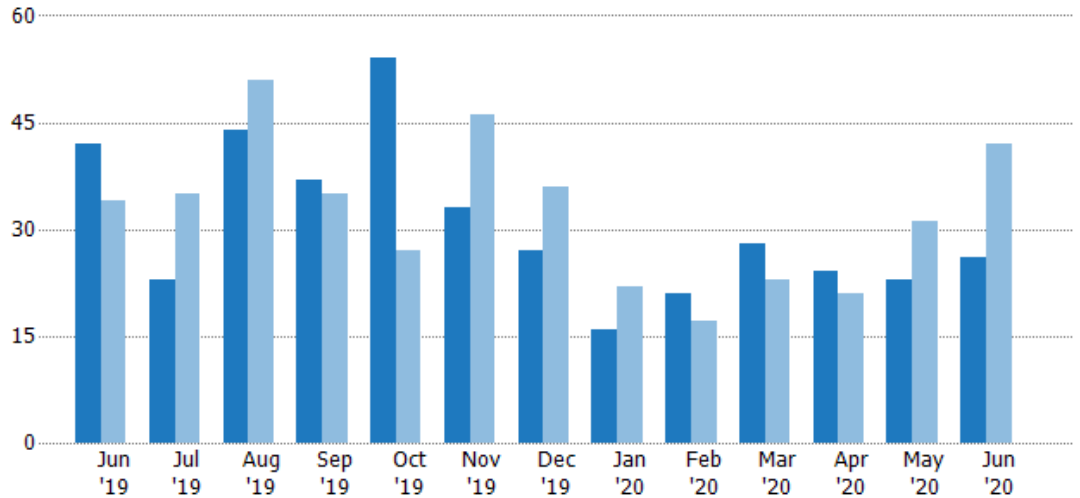
Closed Sales

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.
Jun '20	26	-38.1%
Jun '19	42	23.5%
Jun '18	34	11.8%



Current Year	42	23	44	37	54	33	27	16	21	28	24	23	26
Prior Year	34	35	51	35	27	46	36	22	17	23	21	31	42
Percent Change from Prior Year	24%	-34%	-14%	6%	100%	-28%	-25%	-27%	24%	22%	14%	-26%	-38%

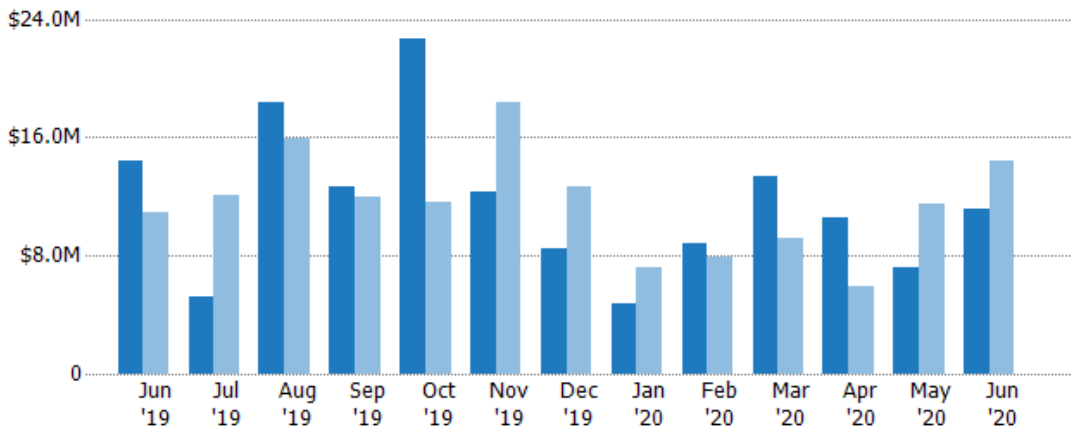
Closed Sales Volume

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.
Jun '20	\$11.1M	-22.8%
Jun '19	\$14.4M	31.4%
Jun '18	\$10.9M	-0.6%



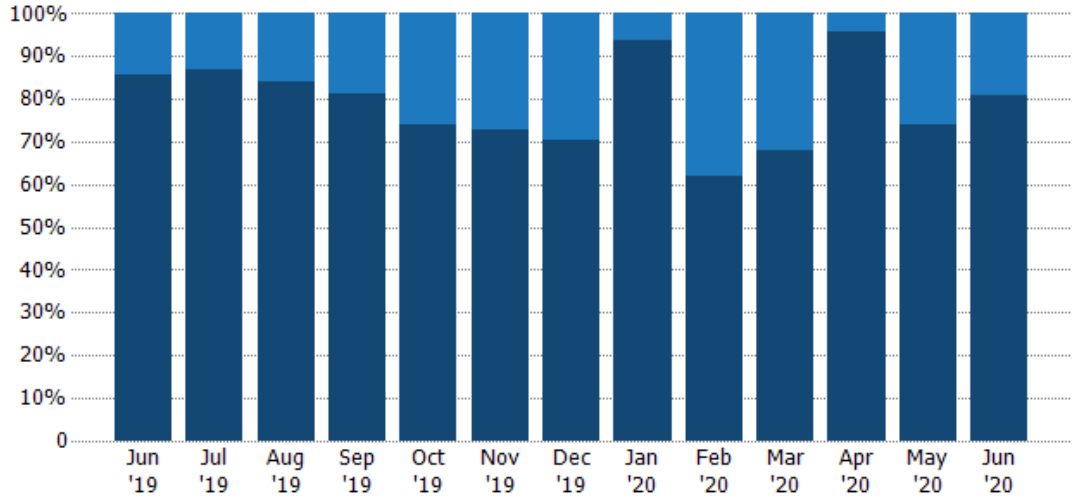
Current Year	\$14.4M	\$5.2M	\$18.3M	\$12.6M	\$22.6M	\$12.3M	\$8.48M	\$4.77M	\$8.88M	\$13.3M	\$10.5M	\$7.15M	\$11.1M
Prior Year	\$10.9M	\$12M	\$15.9M	\$11.9M	\$11.7M	\$18.3M	\$12.7M	\$7.14M	\$7.89M	\$9.14M	\$5.87M	\$11.5M	\$14.4M
Percent Change from Prior Year	31%	-57%	15%	6%	94%	-33%	-33%	-33%	12%	46%	79%	-38%	-23%

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



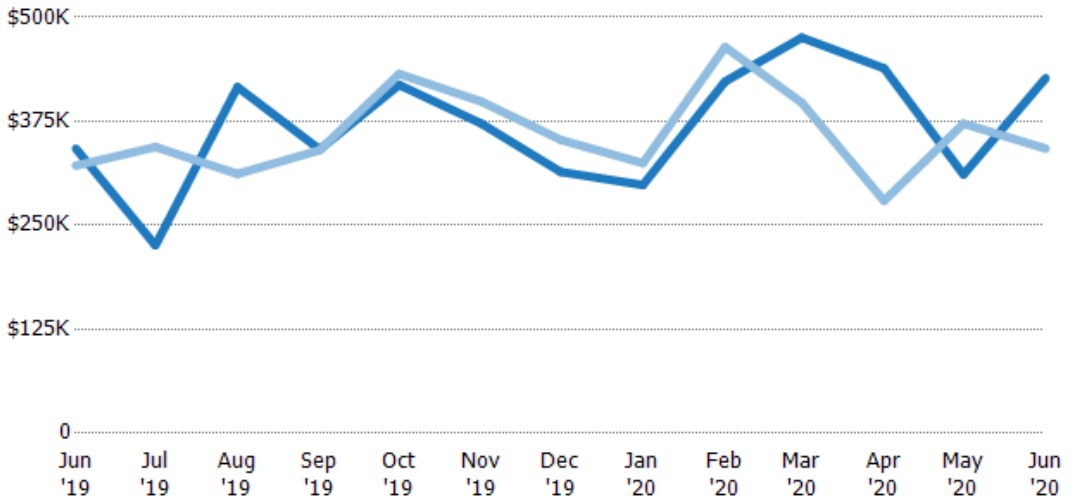
Condo/Townhouse	14%	13%	16%	19%	26%	27%	30%	6%	38%	32%	4%	26%	19%
Single Family Residence	86%	87%	84%	81%	74%	73%	70%	94%	62%	68%	96%	74%	81%

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	\$342K	\$226K	\$416K	\$341K	\$419K	\$372K	\$314K	\$298K	\$423K	\$476K	\$439K	\$311K	\$427K
Prior Year	\$322K	\$344K	\$312K	\$340K	\$432K	\$399K	\$353K	\$325K	\$464K	\$397K	\$279K	\$372K	\$342K
Percent Change from Prior Year	6%	-34%	33%	0%	-3%	-7%	-11%	-8%	-9%	20%	57%	-16%	25%

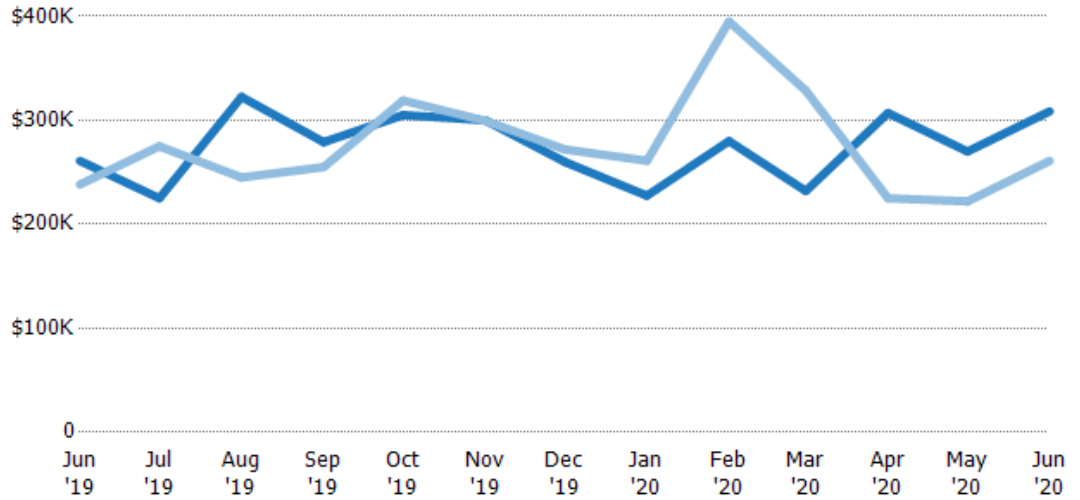
Median Sales Price

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.
Jun '20	\$309K	18.2%
Jun '19	\$261K	9.5%
Jun '18	\$238K	-13.3%



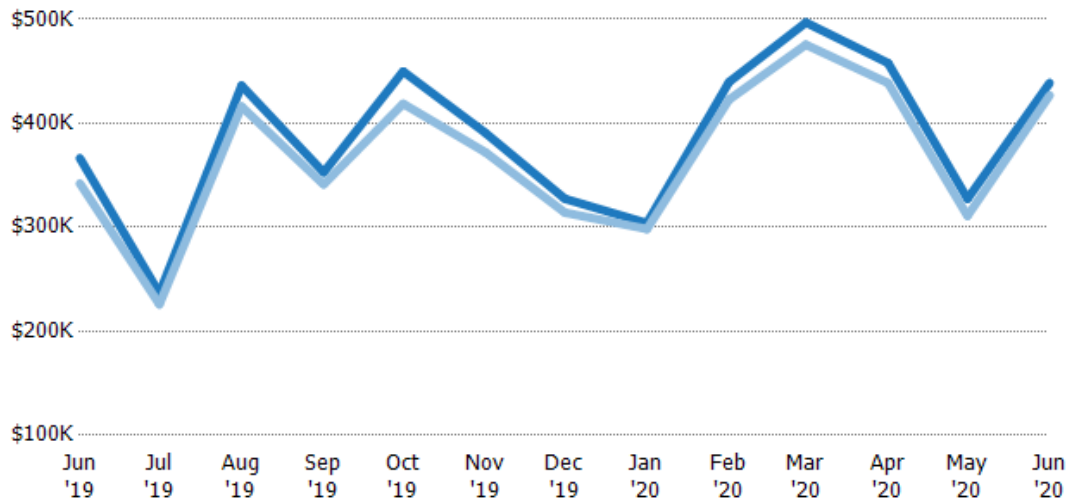
Current Year	\$261K	\$225K	\$323K	\$279K	\$305K	\$300K	\$260K	\$228K	\$280K	\$232K	\$307K	\$270K	\$309K
Prior Year	\$238K	\$275K	\$245K	\$255K	\$319K	\$300K	\$272K	\$261K	\$395K	\$329K	\$225K	\$222K	\$261K
Percent Change from Prior Year	10%	-18%	32%	9%	-4%	0%	-4%	-13%	-29%	-29%	36%	22%	18%

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



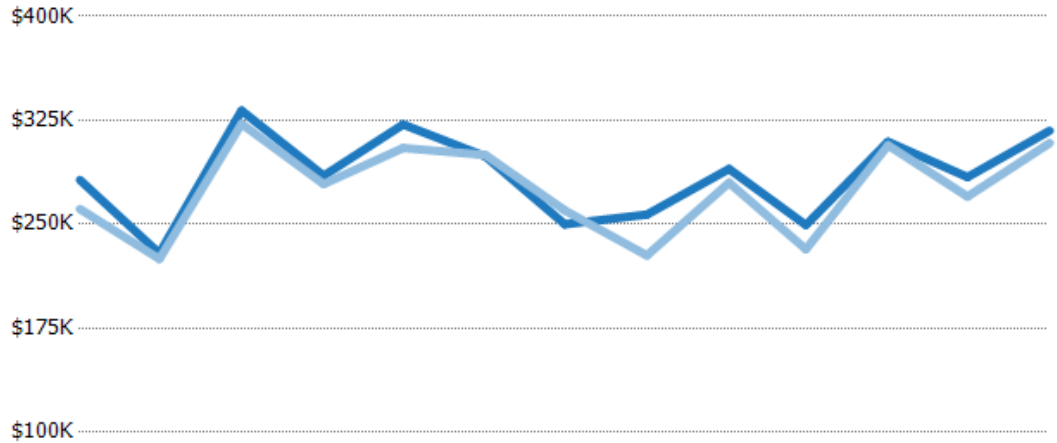
Avg List Price	\$366K	\$237K	\$436K	\$353K	\$450K	\$391K	\$327K	\$304K	\$440K	\$497K	\$458K	\$327K	\$439K
Avg Sales Price	\$342K	\$226K	\$416K	\$341K	\$419K	\$372K	\$314K	\$298K	\$423K	\$476K	\$439K	\$311K	\$427K
Avg Sales Price as a % of Avg List Price	93%	96%	95%	97%	93%	95%	96%	98%	96%	96%	96%	95%	97%

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



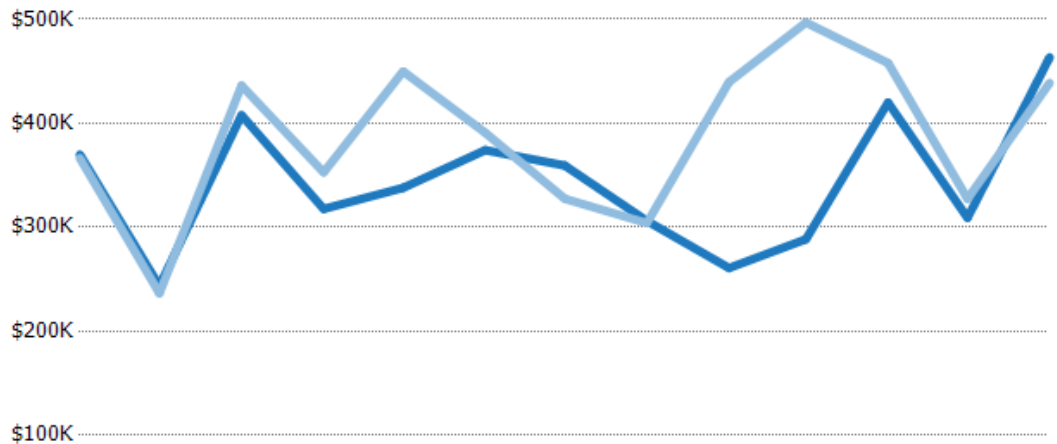
	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20
Median List Price	\$282K	\$229K	\$332K	\$285K	\$322K	\$299K	\$250K	\$257K	\$290K	\$249K	\$310K	\$284K	\$318K
Median Sales Price	\$261K	\$225K	\$323K	\$279K	\$305K	\$300K	\$260K	\$228K	\$280K	\$232K	\$307K	\$270K	\$309K
Med Sales Price as a % of Med List Price	93%	98%	97%	98%	95%	100%	104%	89%	97%	93%	99%	95%	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



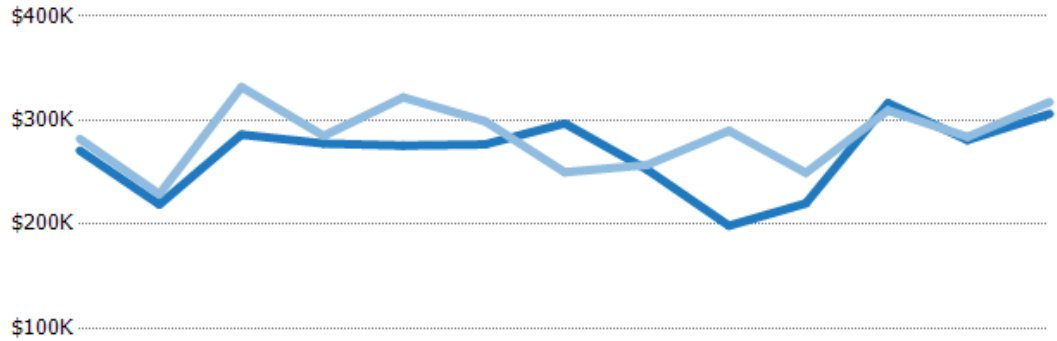
	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20
Avg Est Value	\$370K	\$244K	\$408K	\$318K	\$338K	\$374K	\$359K	\$306K	\$261K	\$288K	\$420K	\$309K	\$463K
Avg Sales Price	\$366K	\$237K	\$436K	\$353K	\$450K	\$391K	\$327K	\$304K	\$440K	\$497K	\$458K	\$327K	\$439K
Avg Sales Price as a % of Avg Est Value	99%	97%	107%	111%	133%	104%	91%	99%	169%	172%	109%	106%	95%

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



	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20
Median Est Value	\$271K	\$219K	\$286K	\$278K	\$276K	\$277K	\$297K	\$253K	\$199K	\$220K	\$317K	\$281K	\$306K
Median Sales Price	\$282K	\$229K	\$332K	\$285K	\$322K	\$299K	\$250K	\$257K	\$290K	\$249K	\$310K	\$284K	\$318K
Med Sales Price as a % of Med Est Value	104%	105%	116%	103%	117%	108%	84%	102%	146%	113%	98%	101%	104%