

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	Jul 2020	Jul 2019	+ / -	YTD 2020	YTD 2019	+ / -
Listing Activity Charts Metrics						
New Listing Count	62	51	+21.6%	257	344	-25.3%
New Listing Volume	\$44,555,799	\$22,405,300	+98.9%	\$155,223,888	\$145,396,185	+6.8%
Active Listing Count	161	281	-42.7%	N/A	N/A	
Active Listing Volume	\$127,519,300	\$148,415,374	-14.1%	N/A	N/A	
Average Listing Price	\$792,045	\$528,169	+50%	\$692,142	\$519,800	+33.2%
Median Listing Price	\$410,000	\$325,000	+26.2%	\$364,513	\$320,607	+13.7%
Median Days in RPR	85	100	-15%	176.92	159.98	+10.6%
Months of Inventory	6.2	6.7	-7.4%	7.4	9.2	-19.4%
Absorption Rate	16.15%	14.95%	+1.2%	13.46%	10.85%	+2.6%
Sales Activity Charts Metrics						
New Pending Sales Count	76	45	+68.9%	305	245	+24.5%
New Pending Sales Volume	\$47,745,838	\$15,780,400	+202.6%	\$146,648,338	\$92,970,950	+57.7%
Pending Sales Count	97	65	+49.2%	N/A	N/A	
Pending Sales Volume	\$53,260,038	\$26,313,900	+102.4%	N/A	N/A	
Closed Sales Count	35	23	+52.2%	173	177	-2.3%
Closed Sales Volume	\$18,866,087	\$5,196,000	+263.1%	\$74,614,553	\$60,095,055	+24.2%
Average Sales Price	\$539,031	\$225,913	+138.6%	\$431,298	\$339,520	+27%
Median Sales Price	\$388,000	\$225,000	+72.4%	\$295,938	\$266,025	+11.2%

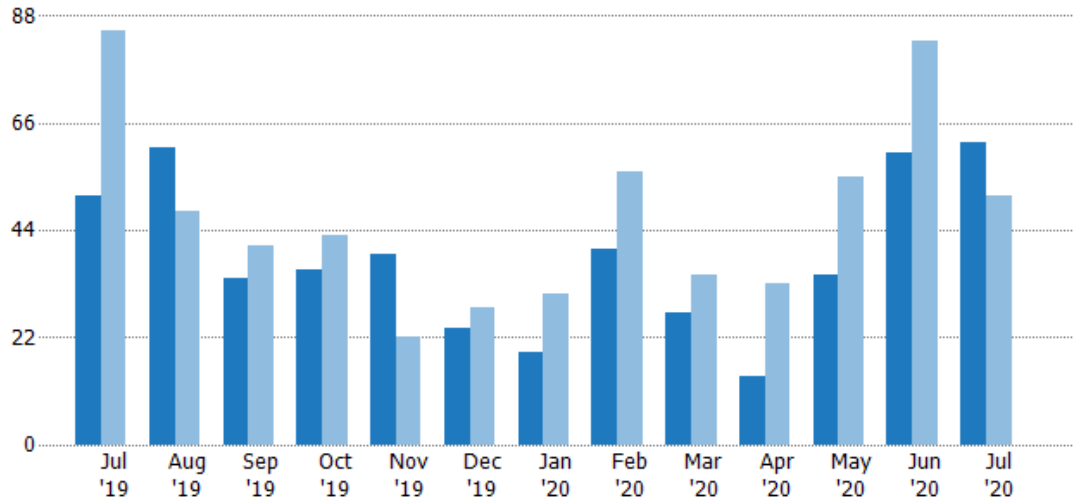
New Listings

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.
Jul '20	62	21.6%
Jul '19	51	-40%
Jul '18	85	-37.6%



	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20
Current Year	51	61	34	36	39	24	19	40	27	14	35	60	62
Prior Year	85	48	41	43	22	28	31	56	35	33	55	83	51
Percent Change from Prior Year	-40%	27%	-17%	-16%	77%	-14%	-39%	-29%	-23%	-58%	-36%	-28%	22%

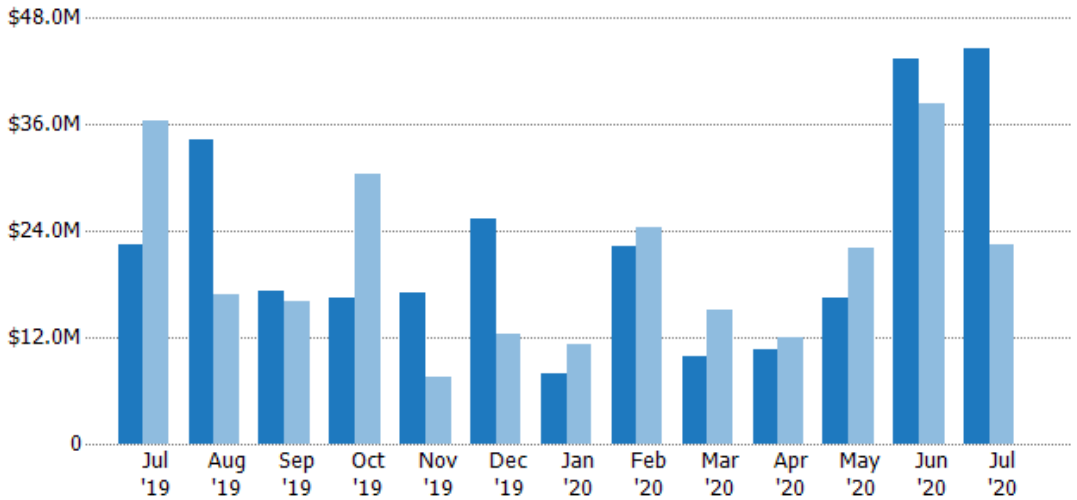
New Listing Volume

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.
Jul '20	\$44.6M	98.9%
Jul '19	\$22.4M	-38.6%
Jul '18	\$36.5M	-42.5%



	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20
Current Year	\$22.4M	\$34.2M	\$17.2M	\$16.5M	\$17M	\$25.3M	\$7.96M	\$22.3M	\$9.86M	\$10.6M	\$16.5M	\$43.4M	\$44.6M
Prior Year	\$36.5M	\$16.9M	\$16.1M	\$30.4M	\$7.54M	\$12.3M	\$11.3M	\$24.5M	\$15.1M	\$11.9M	\$22M	\$38.3M	\$22.4M
Percent Change from Prior Year	-39%	102%	7%	-46%	126%	105%	-29%	-9%	-34%	-11%	-25%	13%	99%

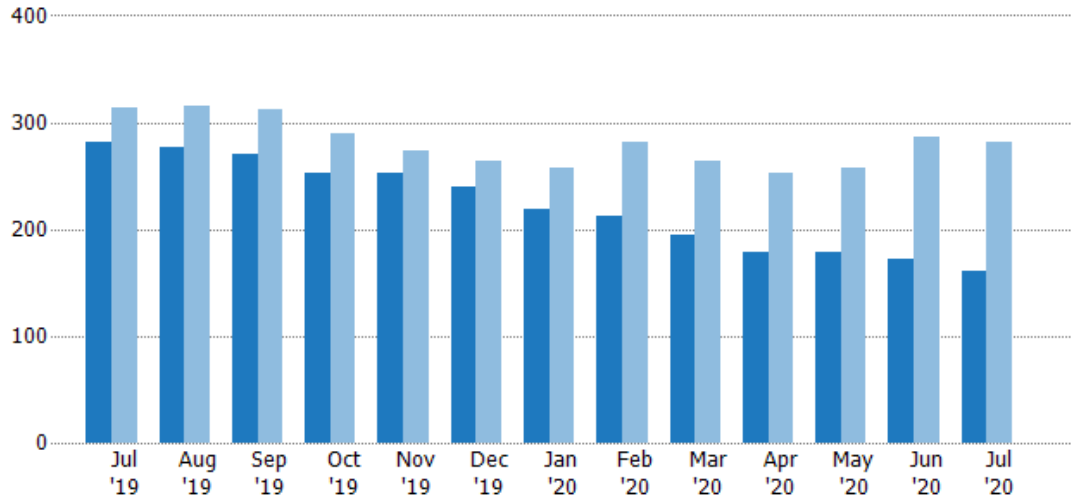
Active Listings

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.
Jul '20	161	-42.7%
Jul '19	281	-10.5%
Jul '18	314	2.5%



Current Year	281	277	271	252	252	239	218	212	195	179	178	172	161
Prior Year	314	316	312	289	274	264	257	281	264	252	258	287	281
Percent Change from Prior Year	-11%	-12%	-13%	-13%	-8%	-9%	-15%	-25%	-26%	-29%	-31%	-40%	-43%

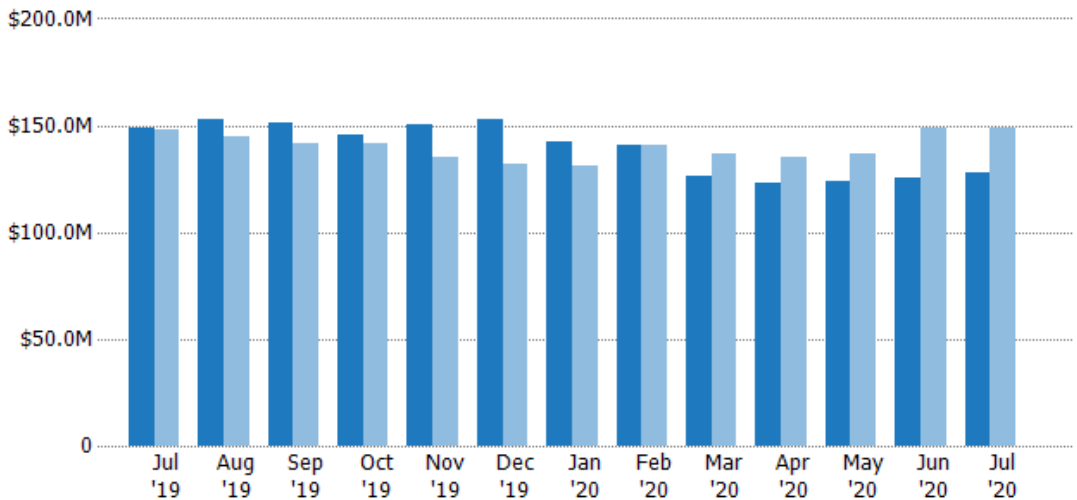
Active Listing Volume

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.
Jul '20	\$128M	-14.1%
Jul '19	\$148M	0.3%
Jul '18	\$148M	2.5%



Current Year	\$148M	\$153M	\$152M	\$146M	\$151M	\$153M	\$142M	\$140M	\$127M	\$123M	\$124M	\$126M	\$128M
Prior Year	\$148M	\$145M	\$141M	\$142M	\$135M	\$132M	\$131M	\$141M	\$137M	\$135M	\$137M	\$148M	\$148M
Percent Change from Prior Year	0%	6%	7%	3%	12%	16%	9%	0%	-7%	-9%	-9%	-15%	-14%

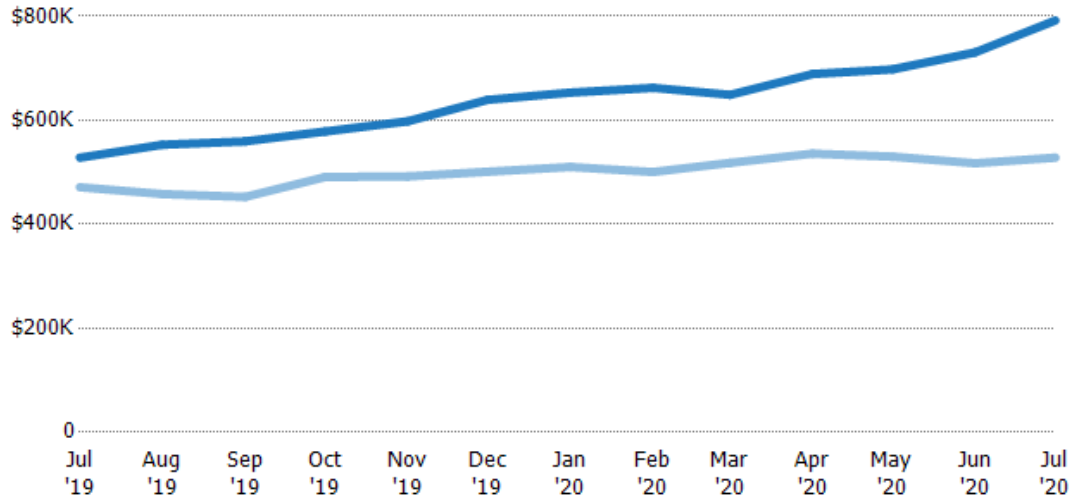
Average Listing Price

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.
Jul '20	\$792K	50%
Jul '19	\$528K	12.1%
Jul '18	\$471K	0%



Current Year	\$528K	\$553K	\$559K	\$578K	\$598K	\$639K	\$653K	\$662K	\$649K	\$689K	\$698K	\$731K	\$792K
Prior Year	\$471K	\$458K	\$453K	\$491K	\$492K	\$501K	\$510K	\$501K	\$518K	\$536K	\$530K	\$517K	\$528K
Percent Change from Prior Year	12%	21%	24%	18%	22%	28%	28%	32%	25%	29%	32%	41%	50%

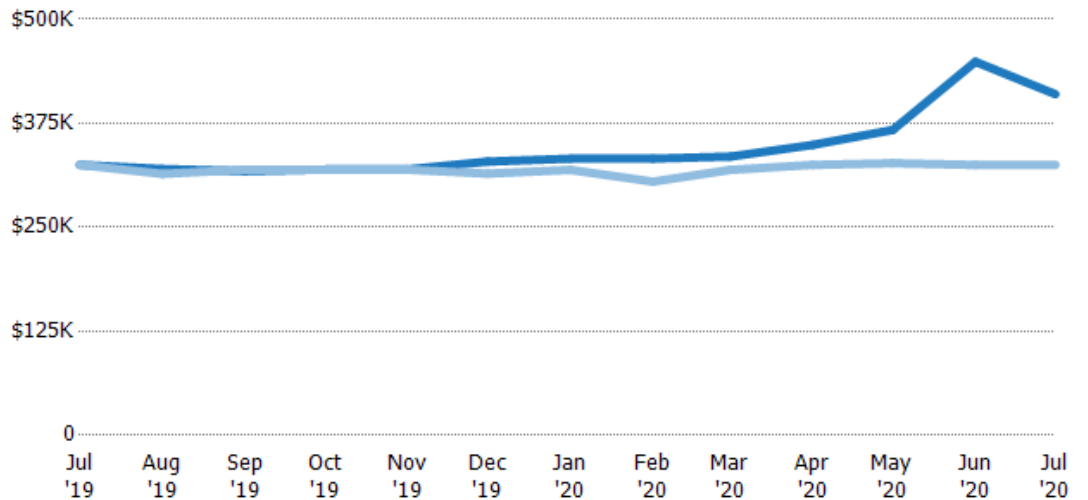
Median Listing Price

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.
Jul '20	\$410K	26.2%
Jul '19	\$325K	0%
Jul '18	\$325K	-14.2%



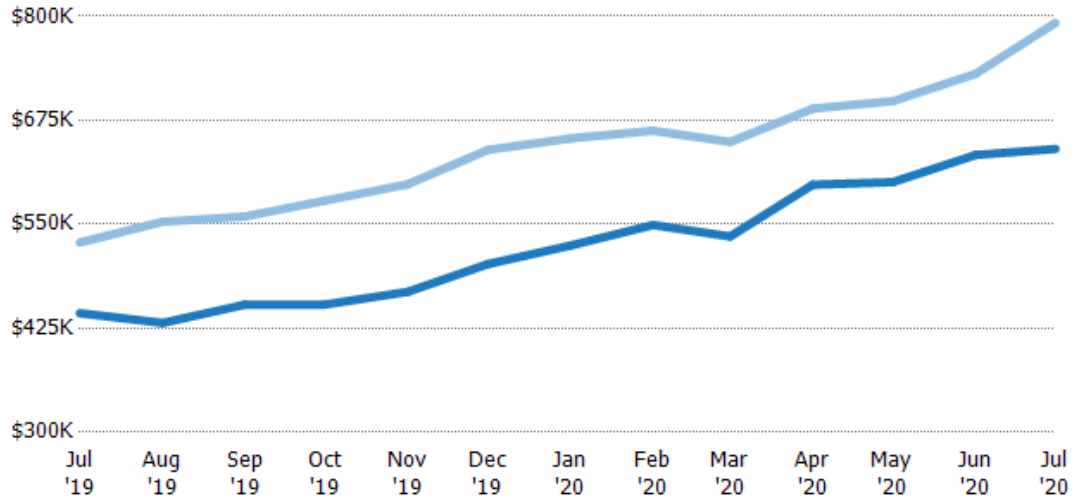
Current Year	\$325K	\$320K	\$318K	\$320K	\$320K	\$329K	\$333K	\$333K	\$335K	\$349K	\$367K	\$449K	\$410K
Prior Year	\$325K	\$314K	\$319K	\$320K	\$319K	\$315K	\$319K	\$305K	\$319K	\$325K	\$327K	\$325K	\$325K
Percent Change from Prior Year	0%	2%	-1%	0%	0%	5%	4%	9%	5%	7%	12%	38%	26%

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

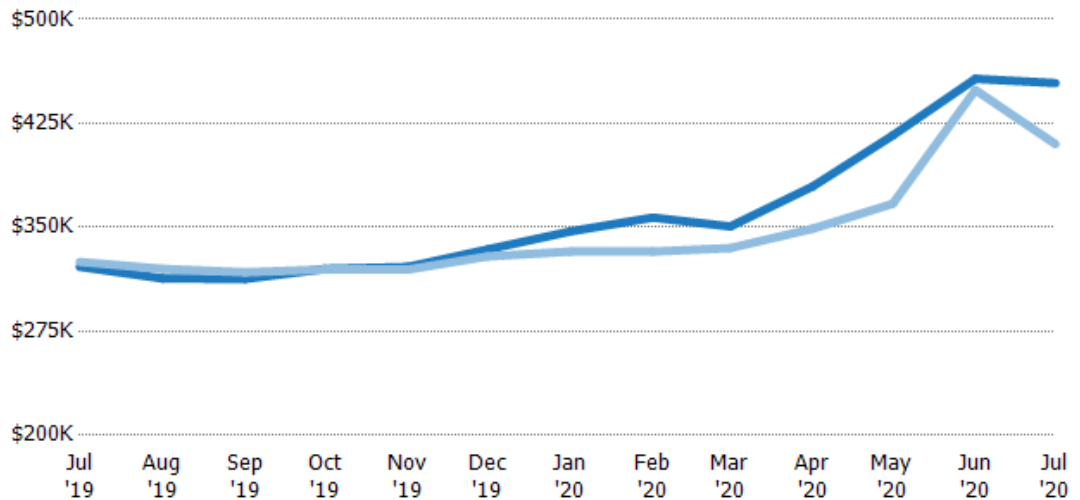


Median Listing Price vs Median Est Value

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

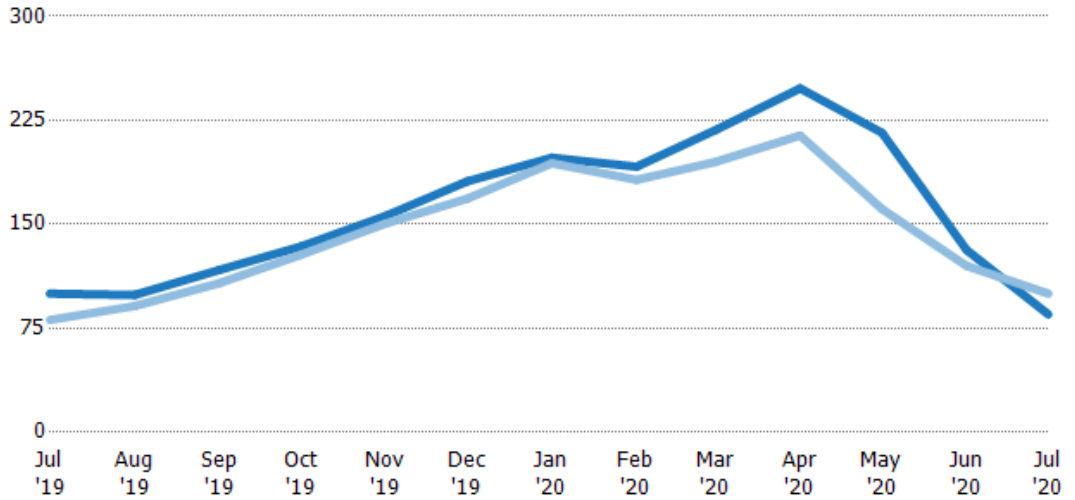


Median Days in RPR

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



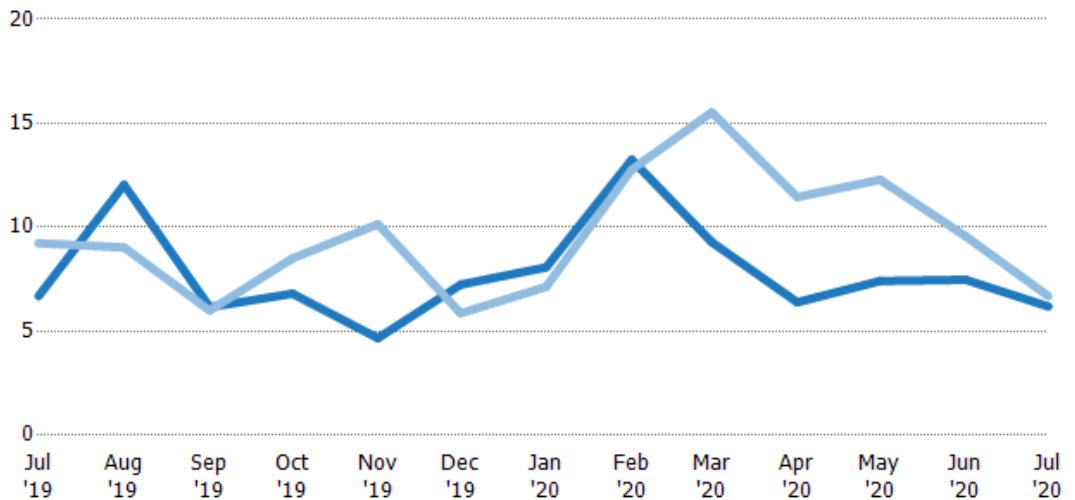
	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20
Current Year	100	99	117	134	156	181	198	192	218	248	216	132	85
Prior Year	81	91	108	128	151	169	194	182	195	214	161	120	100
Percent Change from Prior Year	23%	9%	9%	5%	4%	7%	2%	5%	12%	16%	34%	10%	-15%

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



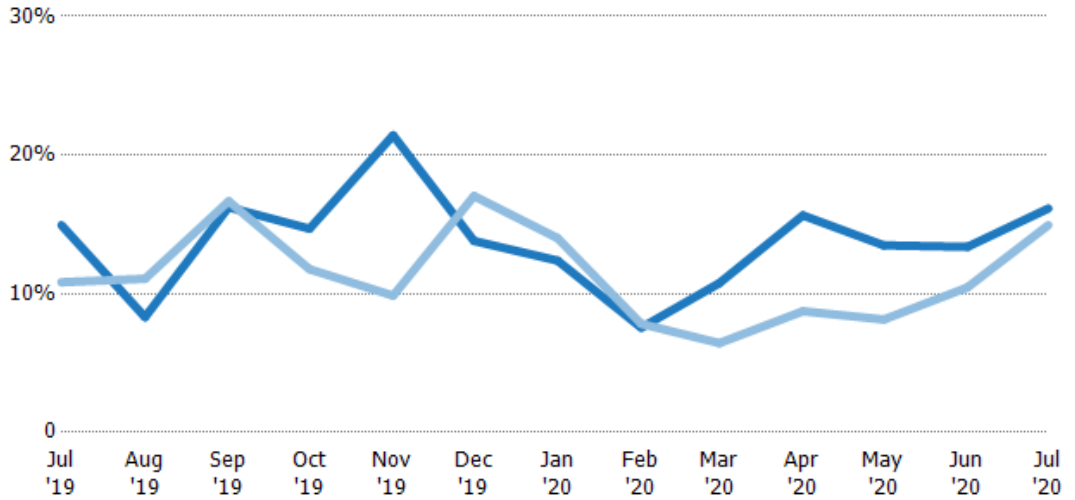
	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20
Current Year	6.69	12	6.16	6.81	4.67	7.24	8.07	13.3	9.29	6.39	7.42	7.48	6.19
Prior Year	9.24	9.03	6	8.5	10.1	5.87	7.14	12.8	15.5	11.5	12.3	9.57	6.69
Percent Change from Prior Year	-28%	33%	3%	-20%	-54%	23%	13%	4%	-40%	-44%	-40%	-22%	-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



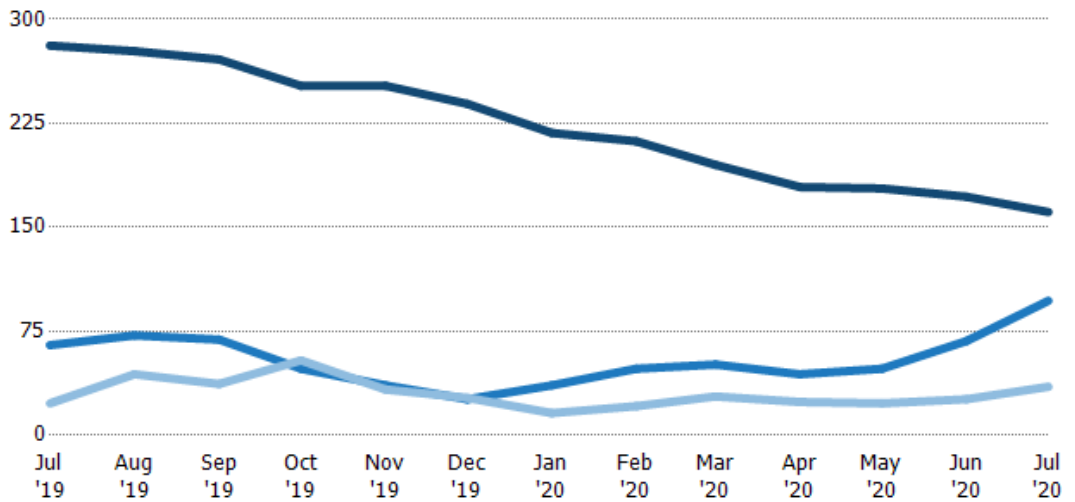
	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20
Current Year	15%	8%	16%	15%	21%	14%	12%	8%	11%	16%	13%	13%	16%
Prior Year	11%	11%	17%	12%	10%	17%	14%	8%	6%	9%	8%	10%	15%
Change from Prior Year	-4%	3%	0%	-3%	-12%	3%	2%	0%	-4%	-7%	-5%	-3%	-1%

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



	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20
Active	281	277	271	252	252	239	218	212	195	179	178	172	161
Pending	65	72	69	48	36	26	36	48	51	44	48	68	97
Sold	23	44	37	54	33	27	16	21	28	24	23	26	35

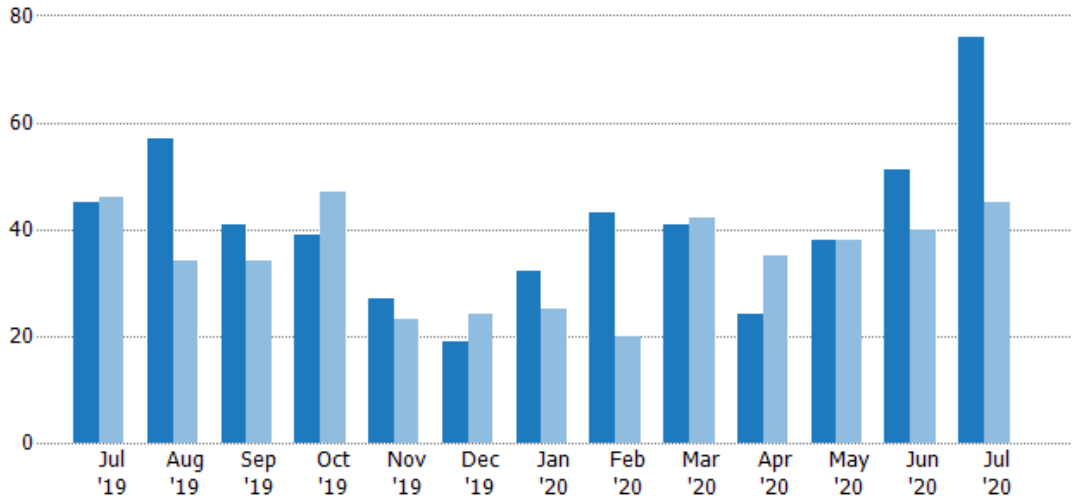
New Pending Sales

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.
Jul '20	76	68.9%
Jul '19	45	-2.2%
Jul '18	46	-32.6%



Current Year	45	57	41	39	27	19	32	43	41	24	38	51	76
Prior Year	46	34	34	47	23	24	25	20	42	35	38	40	45
Percent Change from Prior Year	-2%	68%	21%	-17%	17%	-21%	28%	115%	-2%	-31%	0%	28%	69%

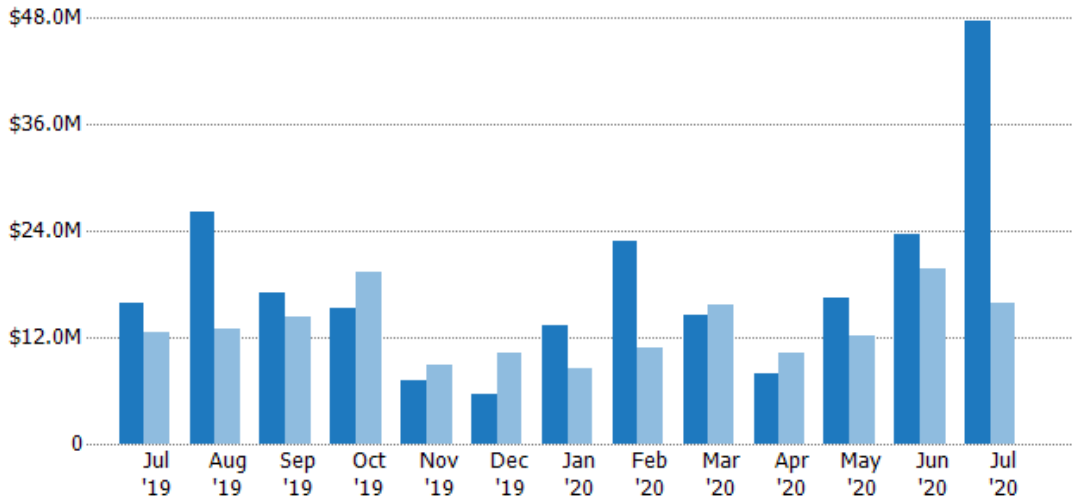
New Pending Sales Volume

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.
Jul '20	\$47.7M	202.6%
Jul '19	\$15.8M	25.9%
Jul '18	\$12.5M	-11.9%



Current Year	\$15.8M	\$26.2M	\$17M	\$15.3M	\$7.22M	\$5.62M	\$13.4M	\$22.9M	\$14.5M	\$7.89M	\$16.5M	\$23.7M	\$47.7M
Prior Year	\$12.5M	\$12.9M	\$14.2M	\$19.3M	\$8.94M	\$10.2M	\$8.45M	\$10.9M	\$15.7M	\$10.3M	\$12.3M	\$19.7M	\$15.8M
Percent Change from Prior Year	26%	103%	19%	-21%	-19%	-45%	59%	110%	-7%	-23%	35%	20%	203%

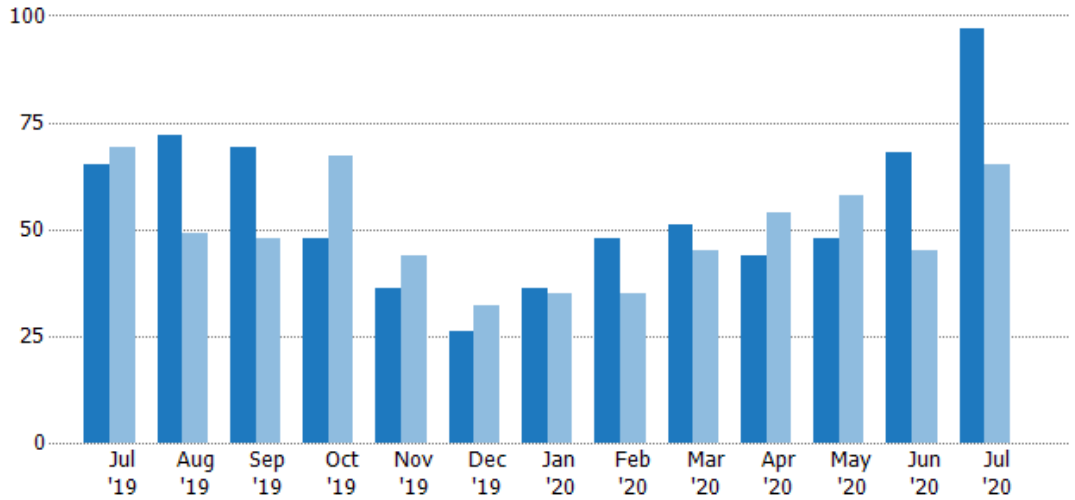
Pending Sales

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.
Jul '20	97	49.2%
Jul '19	65	-5.8%
Jul '18	69	-4.3%



	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20
Current Year	65	72	69	48	36	26	36	48	51	44	48	68	97
Prior Year	69	49	48	67	44	32	35	35	45	54	58	45	65
Percent Change from Prior Year	-6%	47%	44%	-28%	-18%	-19%	3%	37%	13%	-19%	-17%	51%	49%

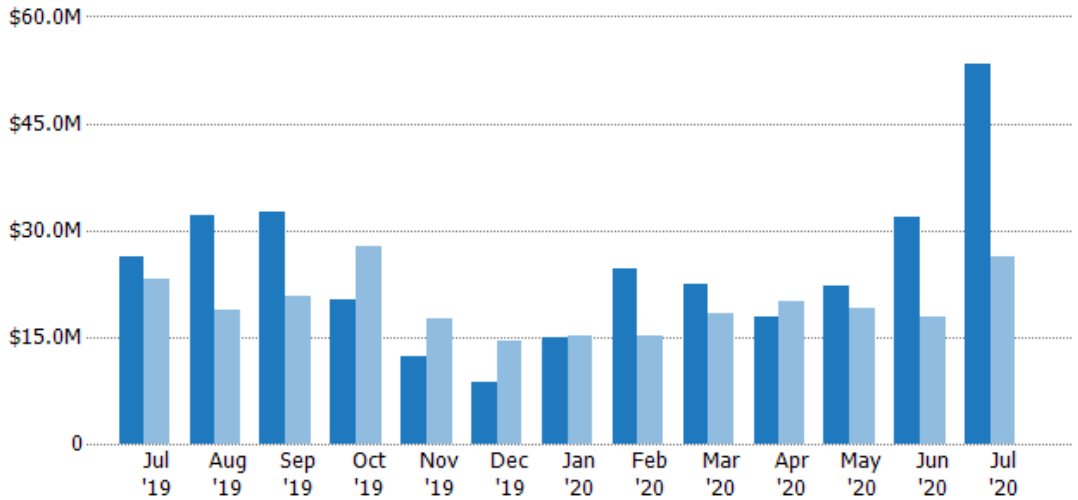
Pending Sales Volume

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.
Jul '20	\$53.3M	102.4%
Jul '19	\$26.3M	13.3%
Jul '18	\$23.2M	-3.8%



	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20
Current Year	\$26.3M	\$32M	\$32.5M	\$20.2M	\$12.3M	\$8.61M	\$15M	\$24.5M	\$22.5M	\$17.9M	\$22.2M	\$31.7M	\$53.3M
Prior Year	\$23.2M	\$18.8M	\$20.8M	\$27.7M	\$17.6M	\$14.5M	\$15.1M	\$15.2M	\$18.2M	\$20M	\$19M	\$17.8M	\$26.3M
Percent Change from Prior Year	13%	70%	56%	-27%	-30%	-40%	-1%	61%	23%	-10%	17%	78%	102%

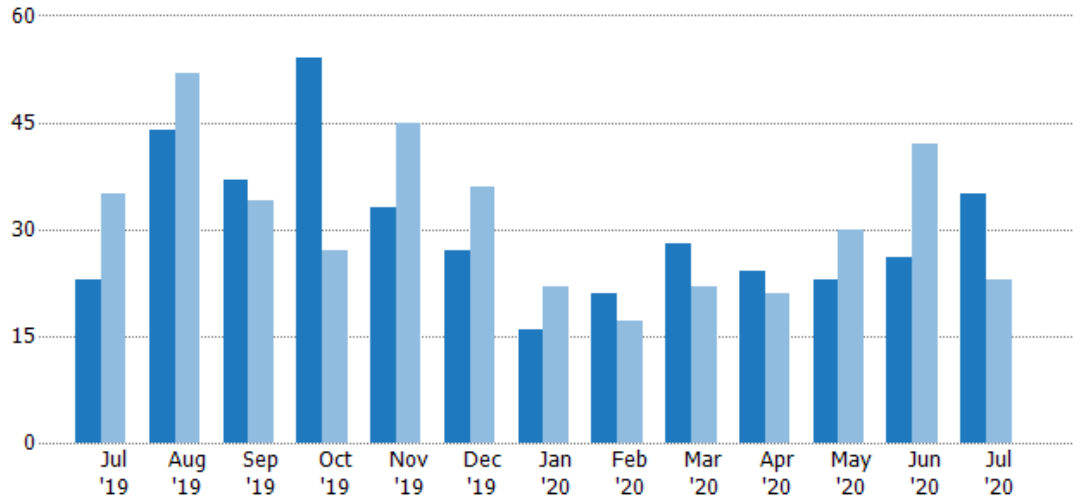
Closed Sales

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.
Jul '20	35	52.2%
Jul '19	23	-34.3%
Jul '18	35	-11.4%



Current Year	23	44	37	54	33	27	16	21	28	24	23	26	35
Prior Year	35	52	34	27	45	36	22	17	22	21	30	42	23
Percent Change from Prior Year	-34%	-15%	9%	100%	-27%	-25%	-27%	24%	27%	14%	-23%	-38%	52%

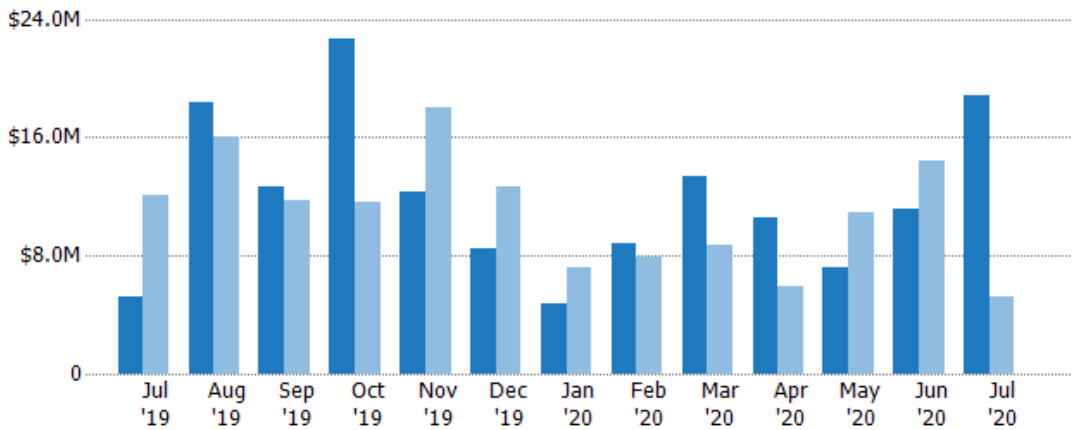
Closed Sales Volume

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.
Jul '20	\$18.9M	263.1%
Jul '19	\$5.2M	-56.8%
Jul '18	\$12M	4.6%



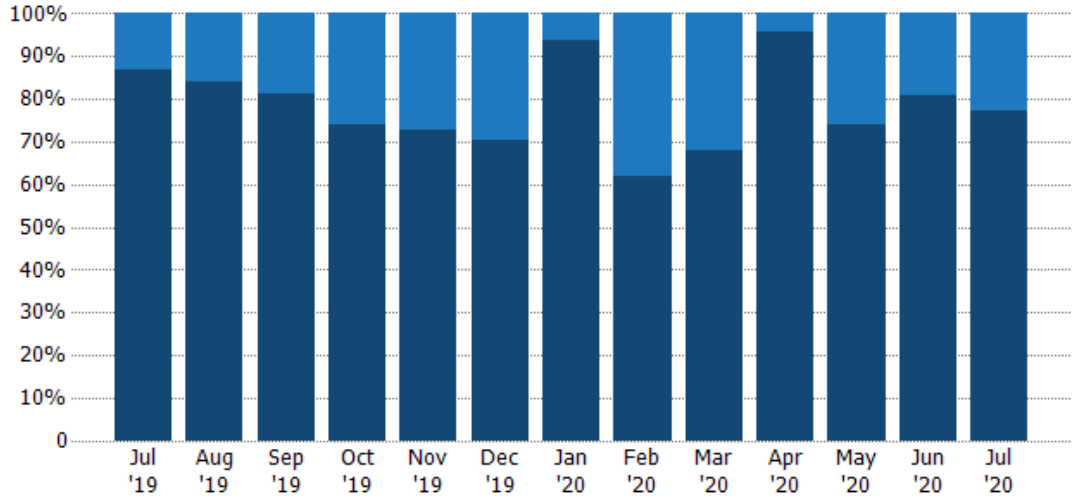
Current Year	\$5.2M	\$18.3M	\$12.6M	\$22.6M	\$12.3M	\$8.48M	\$4.77M	\$8.88M	\$13.3M	\$10.5M	\$7.15M	\$11.1M	\$18.9M
Prior Year	\$12M	\$16.1M	\$11.7M	\$11.6M	\$18M	\$12.7M	\$7.14M	\$7.89M	\$8.71M	\$5.87M	\$10.9M	\$14.4M	\$5.2M
Percent Change from Prior Year	-57%	14%	8%	94%	-32%	-33%	-33%	12%	53%	79%	-34%	-23%	263%

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



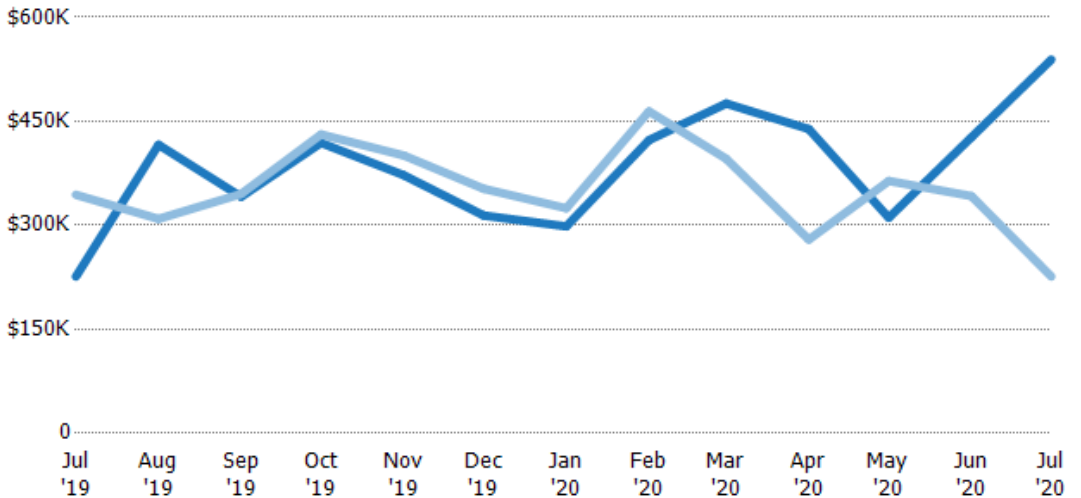
Condo/Townhouse	13%	16%	19%	26%	27%	30%	6%	38%	32%	4%	26%	19%	23%
Single Family Residence	87%	84%	81%	74%	73%	70%	94%	62%	68%	96%	74%	81%	77%

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	\$226K	\$416K	\$341K	\$419K	\$372K	\$314K	\$298K	\$423K	\$476K	\$439K	\$311K	\$427K	\$539K
Prior Year	\$344K	\$309K	\$345K	\$431K	\$401K	\$353K	\$325K	\$464K	\$396K	\$279K	\$364K	\$342K	\$226K
Percent Change from Prior Year	-34%	35%	-1%	-3%	-7%	-11%	-8%	-9%	20%	57%	-15%	25%	139%

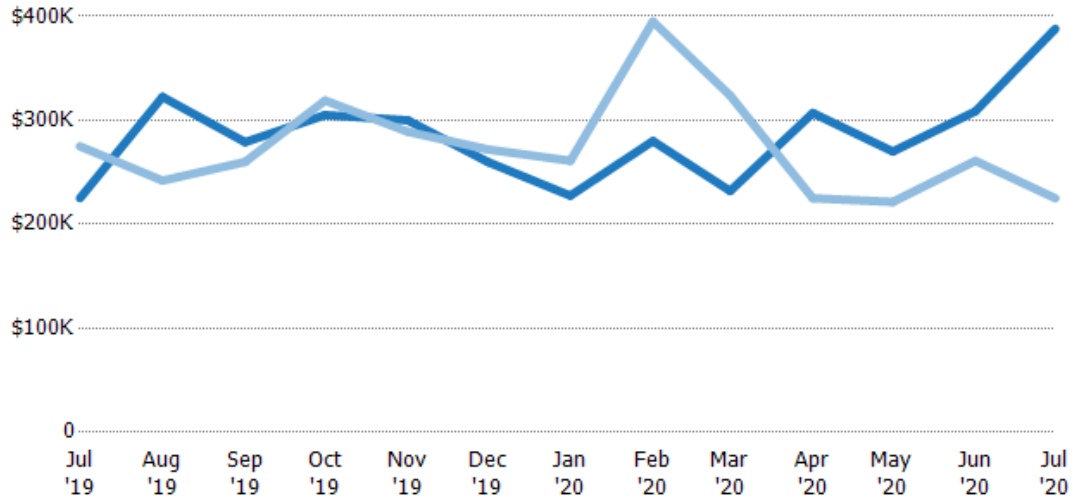
Median Sales Price

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.
Jul '20	\$388K	72.4%
Jul '19	\$225K	-18.2%
Jul '18	\$275K	-0.2%



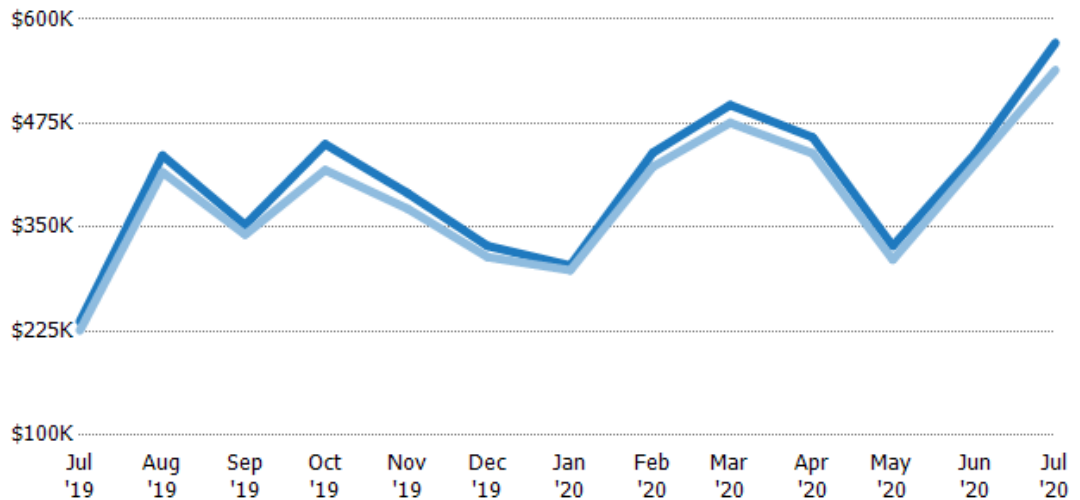
Current Year	\$225K	\$323K	\$279K	\$305K	\$300K	\$260K	\$228K	\$280K	\$232K	\$307K	\$270K	\$309K	\$388K
Prior Year	\$275K	\$242K	\$260K	\$319K	\$289K	\$272K	\$261K	\$395K	\$324K	\$225K	\$222K	\$261K	\$225K
Percent Change from Prior Year	-18%	33%	7%	-4%	4%	-4%	-13%	-29%	-28%	36%	22%	18%	72%

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



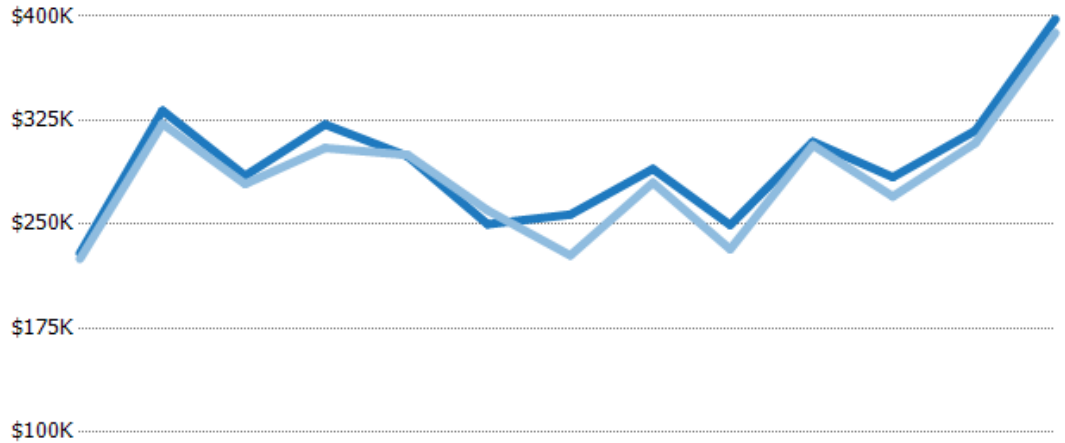
Avg List Price	\$237K	\$436K	\$353K	\$450K	\$391K	\$327K	\$304K	\$440K	\$497K	\$458K	\$327K	\$439K	\$572K
Avg Sales Price	\$226K	\$416K	\$341K	\$419K	\$372K	\$314K	\$298K	\$423K	\$476K	\$439K	\$311K	\$427K	\$539K
Avg Sales Price as a % of Avg List Price	96%	95%	97%	93%	95%	96%	98%	96%	96%	96%	95%	97%	94%

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



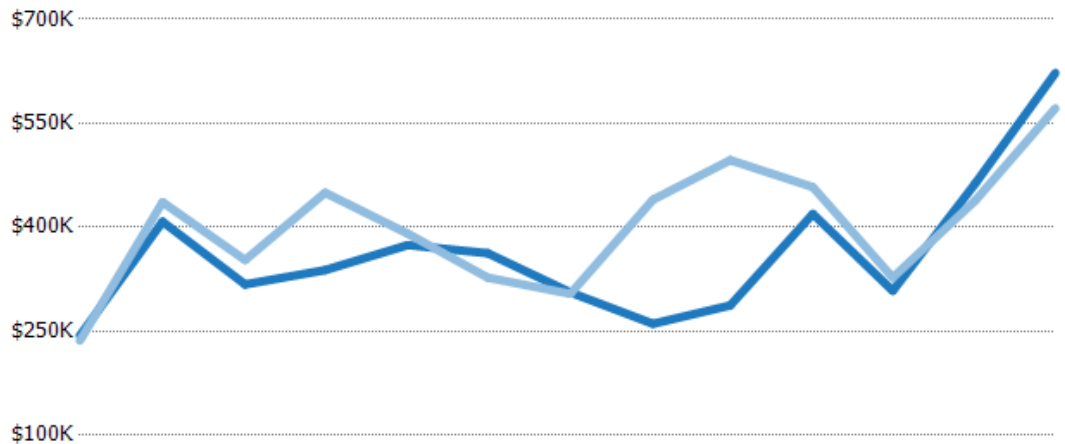
	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20
Median List Price	\$229K	\$332K	\$285K	\$322K	\$299K	\$250K	\$257K	\$290K	\$249K	\$310K	\$284K	\$318K	\$398K
Median Sales Price	\$225K	\$323K	\$279K	\$305K	\$300K	\$260K	\$228K	\$280K	\$232K	\$307K	\$270K	\$309K	\$388K
Med Sales Price as a % of Med List Price	98%	97%	98%	95%	100%	104%	89%	97%	93%	99%	95%	97%	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



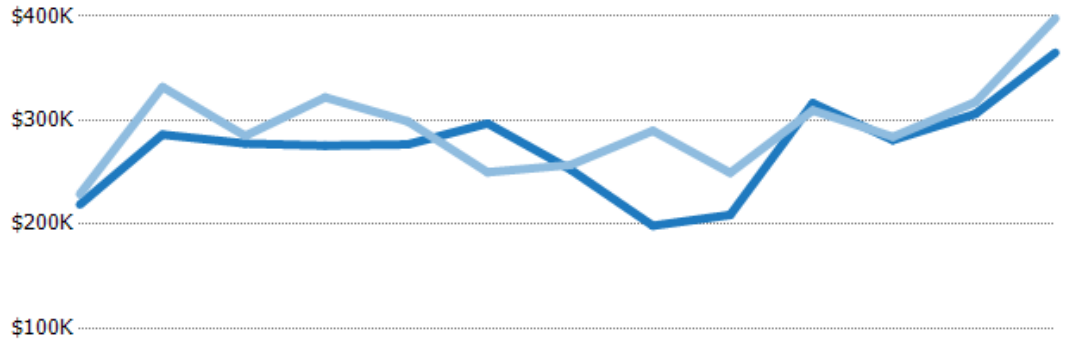
	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20
Avg Est Value	\$244K	\$408K	\$318K	\$338K	\$374K	\$363K	\$306K	\$261K	\$287K	\$419K	\$308K	\$463K	\$623K
Avg Sales Price	\$237K	\$436K	\$353K	\$450K	\$391K	\$327K	\$304K	\$440K	\$497K	\$458K	\$327K	\$439K	\$572K
Avg Sales Price as a % of Avg Est Value	97%	107%	111%	133%	104%	90%	99%	169%	173%	109%	106%	95%	92%

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



	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20
Median Est Value	\$219K	\$286K	\$278K	\$276K	\$277K	\$297K	\$253K	\$199K	\$209K	\$317K	\$281K	\$306K	\$365K
Median Sales Price	\$229K	\$332K	\$285K	\$322K	\$299K	\$250K	\$257K	\$290K	\$249K	\$310K	\$284K	\$318K	\$398K
Med Sales Price as a % of Med Est Value	105%	116%	103%	117%	108%	84%	102%	146%	119%	98%	101%	104%	109%

Sales Activity by Metro Area

Aug 2020

Metro	Pendings (Month End)	Pending Volume (Month End)	Sales	Sales Volume	Avg Sales Price	Median Sales Price	Avg Sales Price per Sq Ft	Median Sales Price per Sq Ft	Median Days In RPR
Claremont-Lebanon, NH-VT			1	\$323,000	\$323,000	\$323,000	\$270	\$270	53
Other	109	\$57,274,848	50	\$25,948,369	\$518,967	\$322,000	\$202	\$170	34