

## 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	Aug 2020	Aug 2019	+ / -	YTD 2020	YTD 2019	+ / -
<b>Listing Activity Charts Metrics</b>						
New Listing Count	65	61	+6.6%	322	405	-20.5%
New Listing Volume	\$25,471,295	\$34,208,700	-25.5%	\$180,685,183	\$179,604,885	+0.6%
Active Listing Count	140	277	-49.5%	N/A	N/A	
Active Listing Volume	\$110,932,995	\$153,180,419	-27.6%	N/A	N/A	
Average Listing Price	\$792,379	\$552,998	+43.3%	\$699,643	\$523,066	+33.8%
Median Listing Price	\$384,000	\$320,000	+20%	\$367,416	\$319,963	+14.8%
Median Days in RPR	74	99	-25.3%	152.77	147.89	+3.3%
Months of Inventory	3.9	12	-67.7%	6.6	8.4	-21.6%
Absorption Rate	25.71%	8.3%	+17.4%	15.1%	11.84%	+3.3%
<b>Sales Activity Charts Metrics</b>						
New Pending Sales Count	70	57	+22.8%	376	302	+24.5%
New Pending Sales Volume	\$33,496,500	\$26,167,855	+28%	\$180,453,838	\$119,138,805	+51.5%
Pending Sales Count	108	72	+50%	N/A	N/A	
Pending Sales Volume	\$56,830,748	\$31,965,155	+77.8%	N/A	N/A	
Closed Sales Count	51	44	+15.9%	225	221	+1.8%
Closed Sales Volume	\$26,271,369	\$18,310,638	+43.5%	\$101,180,922	\$78,405,693	+29%
Average Sales Price	\$515,125	\$416,151	+23.8%	\$449,693	\$354,777	+26.8%
Median Sales Price	\$323,000	\$322,500	+0.2%	\$299,895	\$277,269	+8.2%

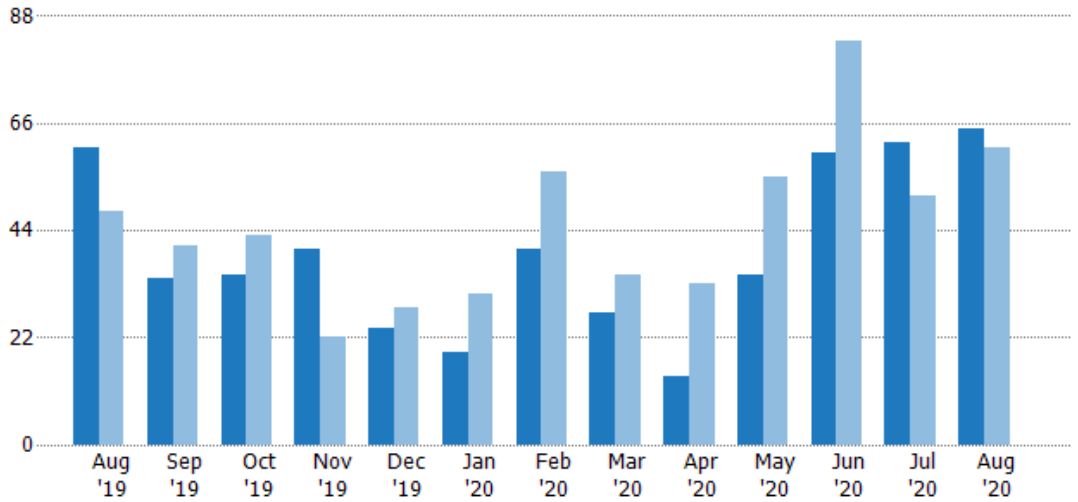
## New Listings

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.
Aug '20	65	6.6%
Aug '19	61	27.1%
Aug '18	48	2.1%



	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20
Current Year	61	34	35	40	24	19	40	27	14	35	60	62	65
Prior Year	48	41	43	22	28	31	56	35	33	55	83	51	61
Percent Change from Prior Year	27%	-17%	-19%	82%	-14%	-39%	-29%	-23%	-58%	-36%	-28%	22%	7%

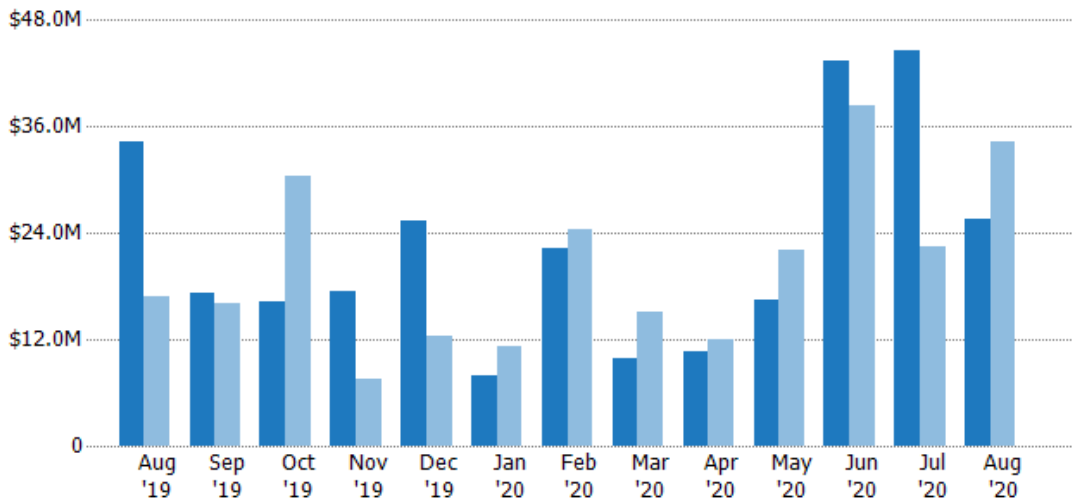
## New Listing Volume

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.
Aug '20	\$25.5M	-25.5%
Aug '19	\$34.2M	102.2%
Aug '18	\$16.9M	37.3%



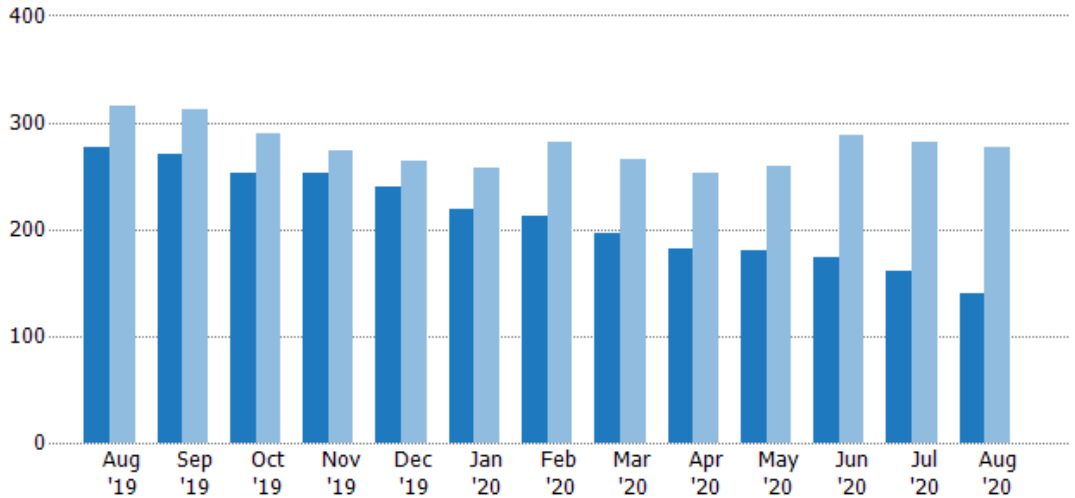
	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20
Current Year	\$34.2M	\$17.2M	\$16.3M	\$17.3M	\$25.3M	\$7.96M	\$22.3M	\$9.86M	\$10.6M	\$16.5M	\$43.4M	\$44.6M	\$25.5M
Prior Year	\$16.9M	\$16.1M	\$30.4M	\$7.54M	\$12.3M	\$11.3M	\$24.5M	\$15.1M	\$11.9M	\$22M	\$38.3M	\$22.4M	\$34.2M
Percent Change from Prior Year	102%	7%	-46%	130%	105%	-29%	-9%	-34%	-11%	-25%	13%	99%	-26%

## 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



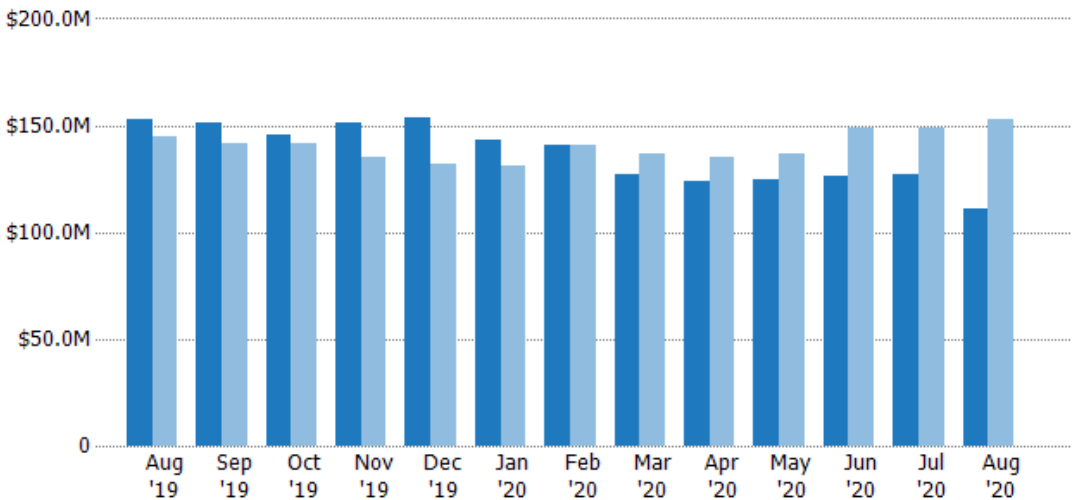
	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20
Current Year	277	271	252	253	240	219	213	196	181	180	174	161	140
Prior Year	316	312	289	274	264	257	282	265	253	259	288	281	277
Percent Change from Prior Year	-12%	-13%	-13%	-8%	-9%	-15%	-24%	-26%	-28%	-31%	-40%	-43%	-49%

## 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



	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20
Current Year	\$153M	\$152M	\$146M	\$151M	\$153M	\$143M	\$141M	\$127M	\$124M	\$125M	\$126M	\$127M	\$111M
Prior Year	\$145M	\$141M	\$142M	\$135M	\$132M	\$131M	\$141M	\$137M	\$135M	\$137M	\$149M	\$148M	\$153M
Percent Change from Prior Year	6%	7%	3%	12%	16%	9%	0%	-7%	-8%	-9%	-15%	-15%	-28%

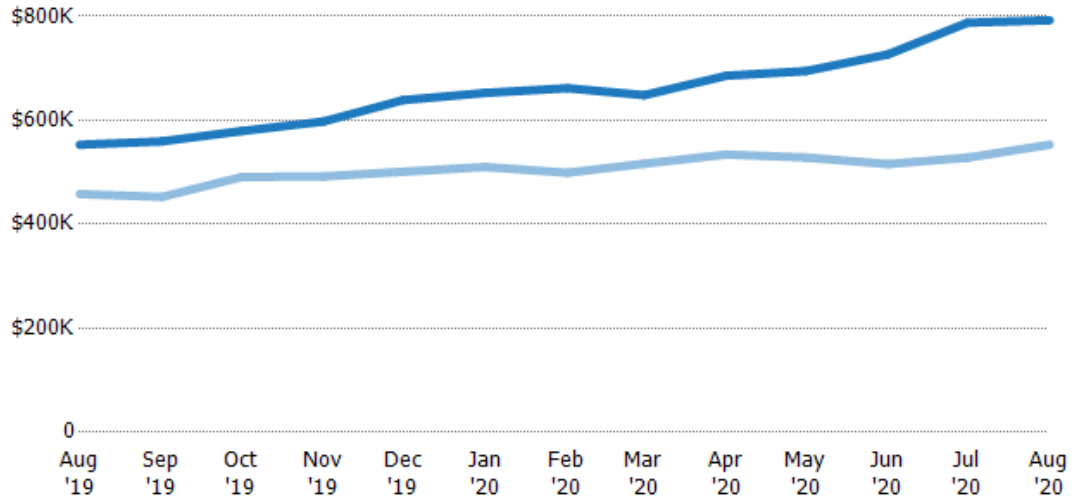
## Average Listing Price

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.
Aug '20	\$792K	43.3%
Aug '19	\$553K	20.7%
Aug '18	\$458K	3.6%



Current Year	\$553K	\$559K	\$579K	\$598K	\$639K	\$653K	\$662K	\$648K	\$686K	\$695K	\$727K	\$788K	\$792K
Prior Year	\$458K	\$453K	\$491K	\$492K	\$501K	\$510K	\$499K	\$517K	\$534K	\$528K	\$516K	\$528K	\$553K
Percent Change from Prior Year	21%	24%	18%	22%	27%	28%	33%	26%	28%	31%	41%	49%	43%

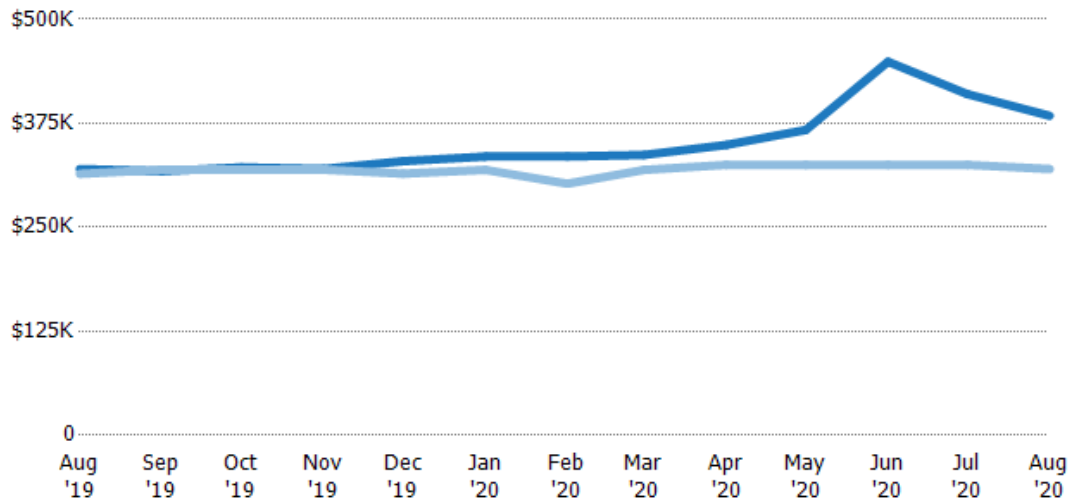
## Median Listing Price

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.
Aug '20	\$384K	20%
Aug '19	\$320K	1.8%
Aug '18	\$314K	-10.6%



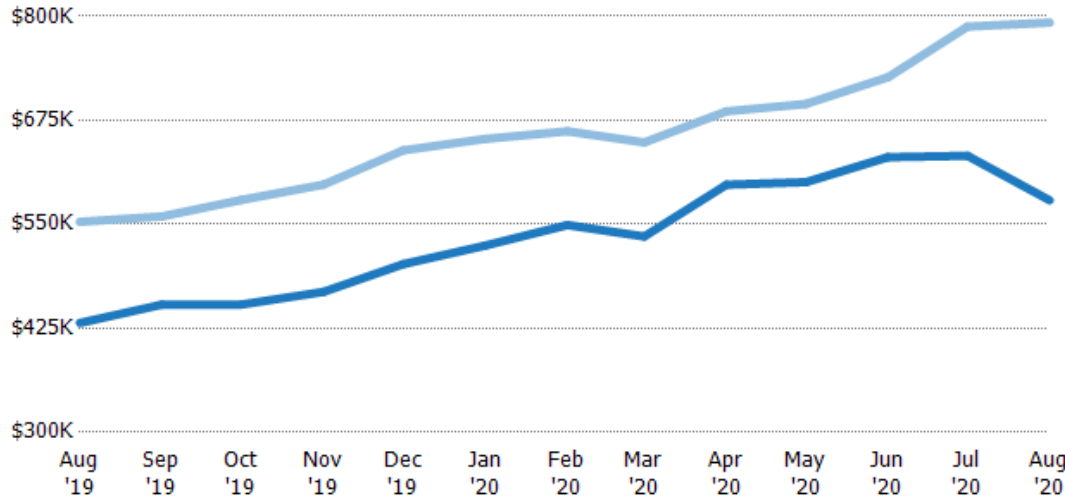
Current Year	\$320K	\$318K	\$322K	\$320K	\$330K	\$335K	\$335K	\$337K	\$349K	\$367K	\$449K	\$410K	\$384K
Prior Year	\$314K	\$319K	\$320K	\$319K	\$315K	\$319K	\$302K	\$319K	\$325K	\$325K	\$325K	\$325K	\$320K
Percent Change from Prior Year	2%	-1%	1%	0%	5%	5%	11%	6%	7%	13%	38%	26%	20%

## 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



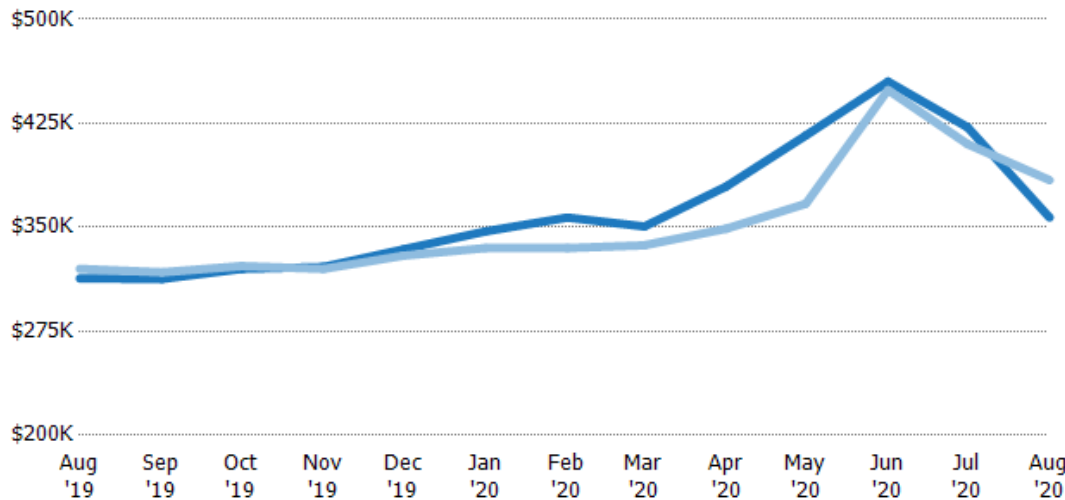
	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20
Avg Est Value	\$431K	\$453K	\$454K	\$469K	\$502K	\$524K	\$549K	\$535K	\$598K	\$601K	\$631K	\$632K	\$579K
Avg Listing Price	\$553K	\$559K	\$579K	\$598K	\$639K	\$653K	\$662K	\$648K	\$686K	\$695K	\$727K	\$788K	\$792K
Avg Listing Price as a % of Avg Est Value	128%	123%	128%	128%	127%	124%	121%	121%	115%	116%	115%	125%	137%

## 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



	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20
Median Est Value	\$313K	\$313K	\$320K	\$321K	\$334K	\$347K	\$357K	\$351K	\$380K	\$416K	\$455K	\$422K	\$357K
Median Listing Price	\$320K	\$318K	\$322K	\$320K	\$330K	\$335K	\$335K	\$337K	\$349K	\$367K	\$449K	\$410K	\$384K
Med Listing Price as a % of Med Est Value	102%	102%	101%	100%	99%	97%	94%	96%	92%	88%	99%	97%	108%

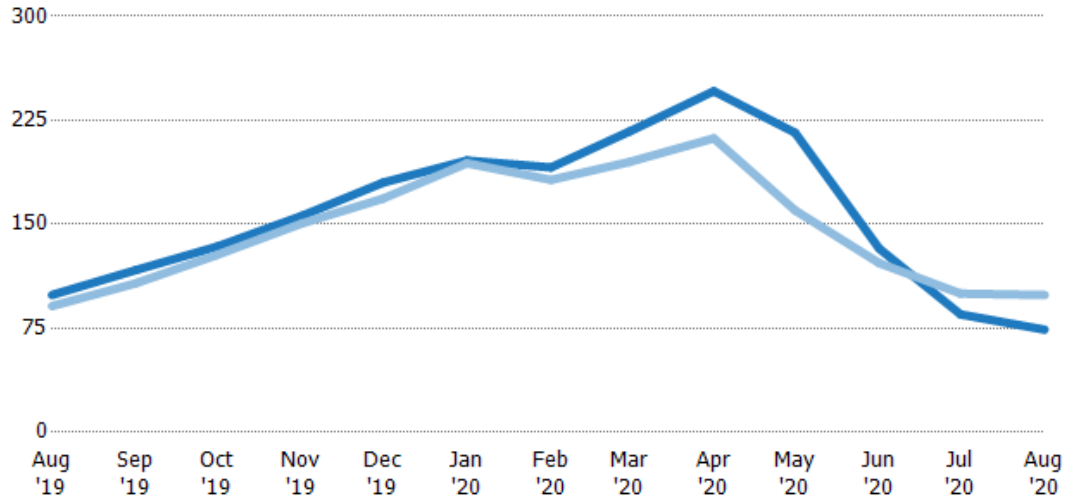
## Median Days in RPR

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

Month/ Year	Days	% Chg.
Aug '20	74	-25.3%
Aug '19	99	8.8%
Aug '18	91	16.5%



	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20
Current Year	99	117	134	156	180	196	191	217	246	216	133	85	74
Prior Year	91	108	128	151	169	194	182	195	212	160	122	100	99
Percent Change from Prior Year	9%	9%	5%	4%	7%	1%	5%	11%	16%	35%	9%	-15%	-25%

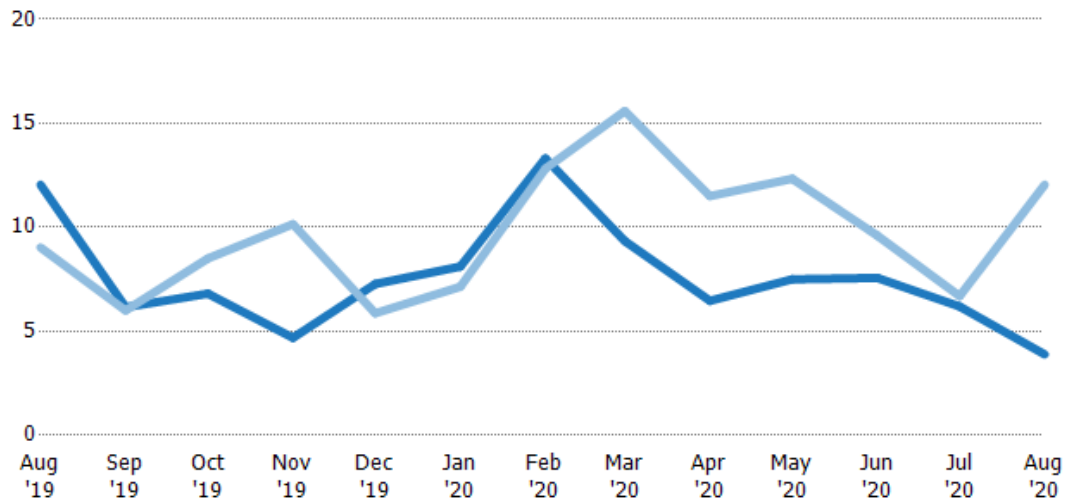
## Months of Inventory

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

Month/ Year	Months	% Chg.
Aug '20	3.89	-67.7%
Aug '19	12	33.4%
Aug '18	9.03	10.8%



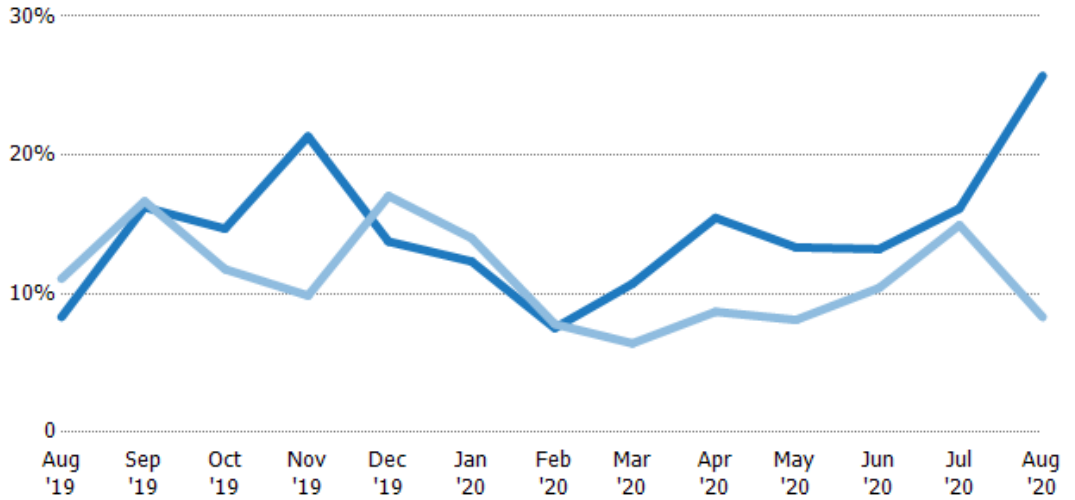
	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20
Current Year	12	6.16	6.81	4.69	7.27	8.11	13.3	9.33	6.46	7.5	7.57	6.19	3.89
Prior Year	9.03	6	8.5	10.1	5.87	7.14	12.8	15.6	11.5	12.3	9.6	6.69	12
Percent Change from Prior Year	33%	3%	-20%	-54%	24%	14%	4%	-40%	-44%	-39%	-21%	-7%	-68%

## 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



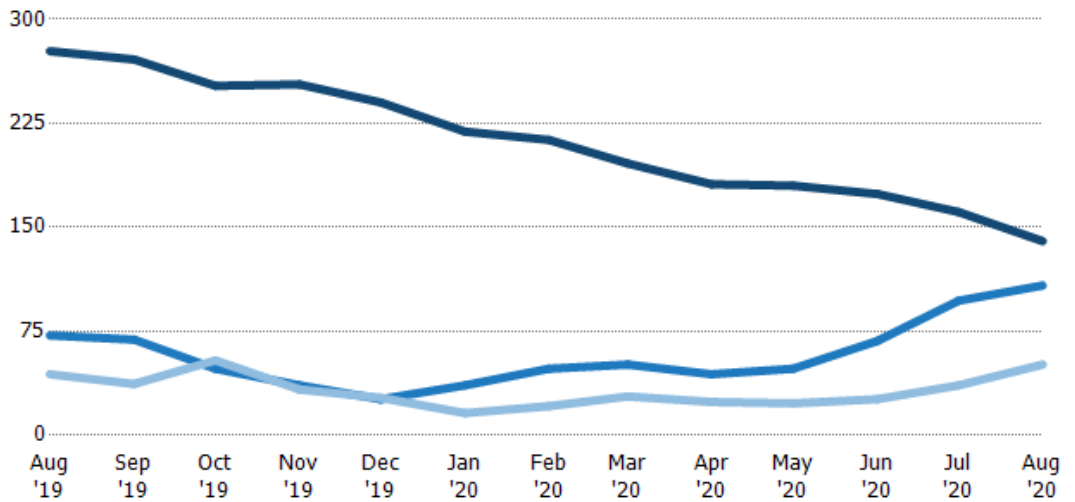
	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20
Current Year	8%	16%	15%	21%	14%	12%	8%	11%	15%	13%	13%	16%	26%
Prior Year	11%	17%	12%	10%	17%	14%	8%	6%	9%	8%	10%	15%	8%
Change from Prior Year	3%	0%	-3%	-11%	3%	2%	0%	-4%	-7%	-5%	-3%	-1%	-17%

## 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



	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20
Active	277	271	252	253	240	219	213	196	181	180	174	161	140
Pending	72	69	48	36	26	36	48	51	44	48	68	97	108
Sold	44	37	54	33	27	16	21	28	24	23	26	36	51

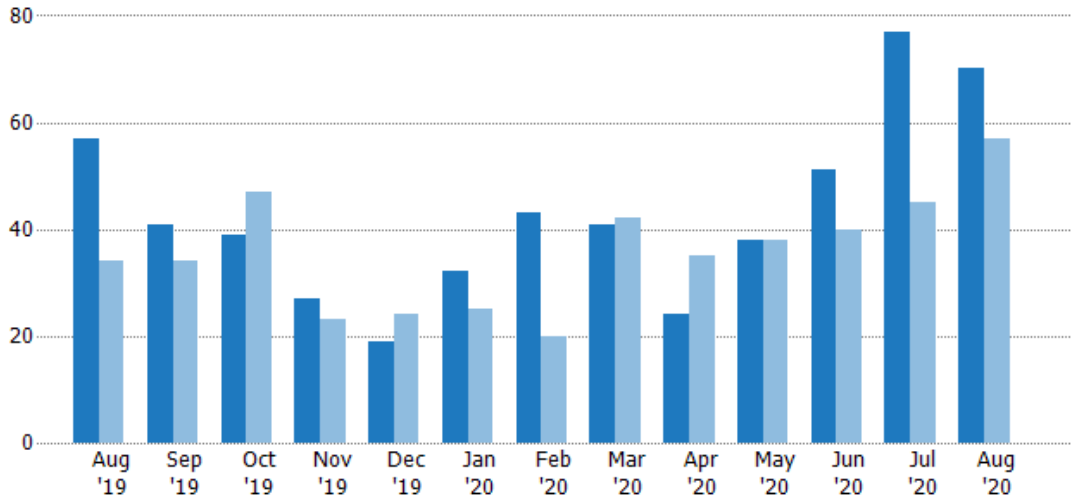
## New Pending Sales

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.
Aug '20	70	22.8%
Aug '19	57	67.6%
Aug '18	34	11.8%



	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20
Current Year	57	41	39	27	19	32	43	41	24	38	51	77	70
Prior Year	34	34	47	23	24	25	20	42	35	38	40	45	57
Percent Change from Prior Year	68%	21%	-17%	17%	-21%	28%	115%	-2%	-31%	0%	28%	71%	23%

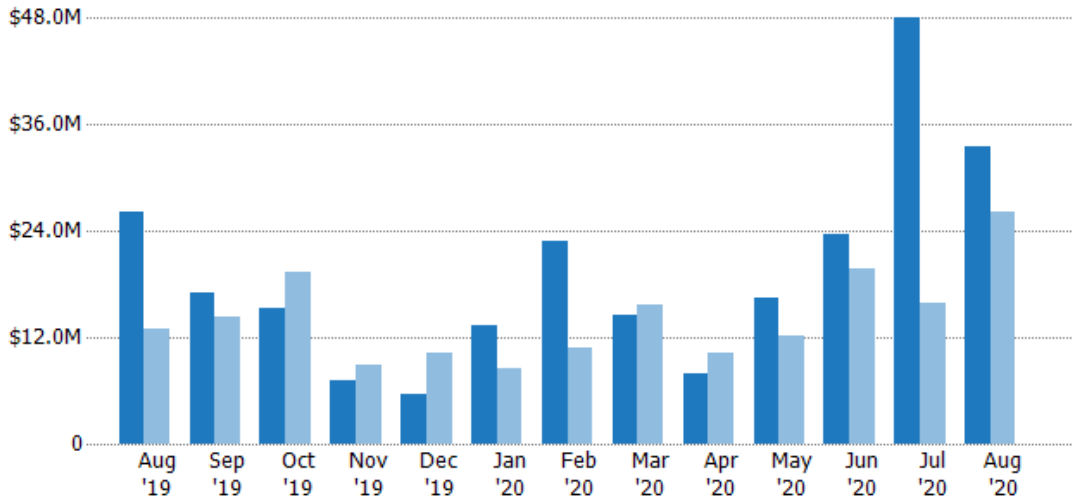
## New Pending Sales Volume

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.
Aug '20	\$33.5M	28%
Aug '19	\$26.2M	103.1%
Aug '18	\$12.9M	5.1%



	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20
Current Year	\$26.2M	\$17M	\$15.3M	\$7.22M	\$5.62M	\$13.4M	\$22.9M	\$14.5M	\$7.89M	\$16.5M	\$23.7M	\$48.1M	\$33.5M
Prior Year	\$12.9M	\$14.2M	\$19.3M	\$8.94M	\$10.2M	\$8.45M	\$10.9M	\$15.7M	\$10.3M	\$12.3M	\$19.7M	\$15.8M	\$26.2M
Percent Change from Prior Year	103%	19%	-21%	-19%	-45%	59%	110%	-7%	-23%	35%	20%	205%	28%

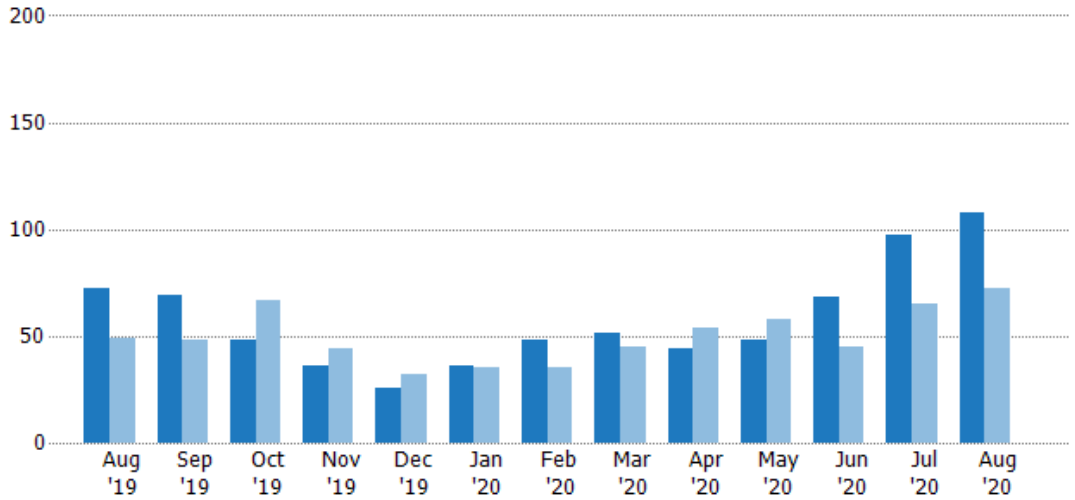


## Pending Sales

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



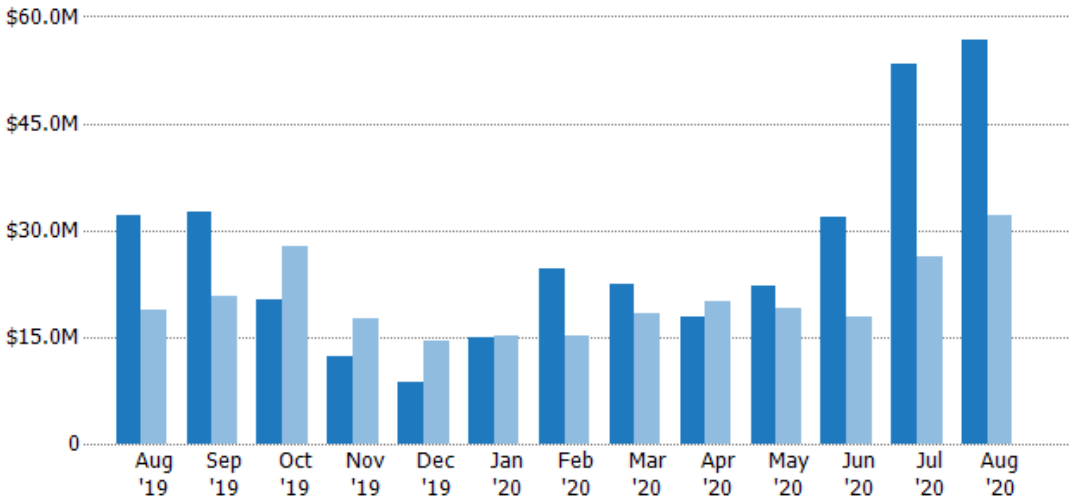
	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20
Current Year	72	69	48	36	26	36	48	51	44	48	68	97	108
Prior Year	49	48	67	44	32	35	35	45	54	58	45	65	72
Percent Change from Prior Year	47%	44%	-28%	-18%	-19%	3%	37%	13%	-19%	-17%	51%	49%	50%

## 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



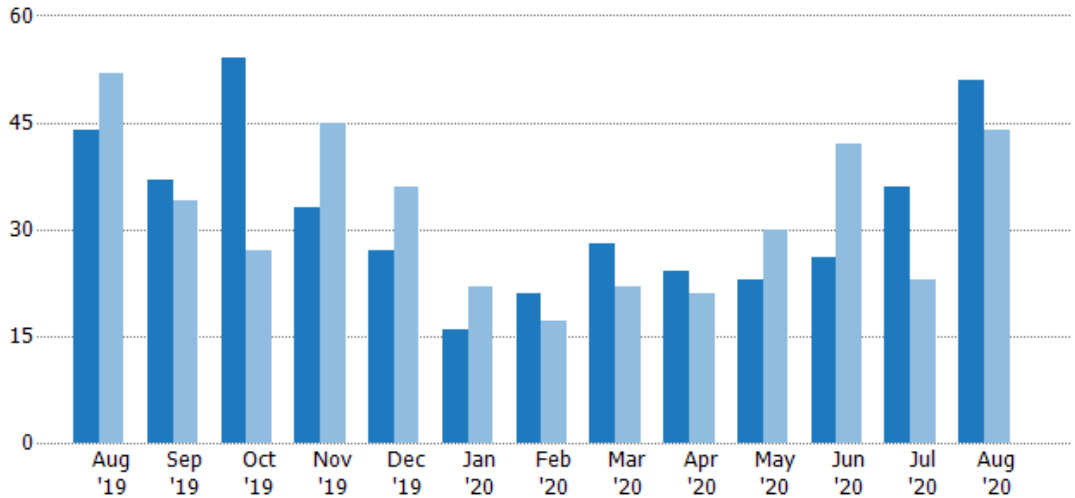
	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20
Current Year	\$32M	\$32.5M	\$20.2M	\$12.3M	\$8.61M	\$15M	\$24.5M	\$22.5M	\$17.9M	\$22.2M	\$31.7M	\$53.3M	\$56.8M
Prior Year	\$18.8M	\$20.8M	\$27.7M	\$17.6M	\$14.5M	\$15.1M	\$15.2M	\$18.2M	\$20M	\$19M	\$17.8M	\$26.3M	\$32M
Percent Change from Prior Year	70%	56%	-27%	-30%	-40%	-1%	61%	23%	-10%	17%	78%	102%	78%

## 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



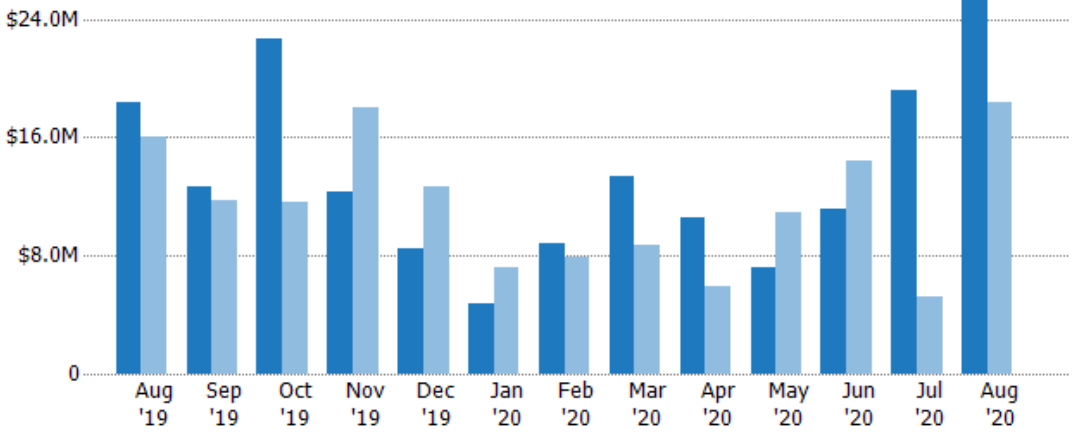
	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20
Current Year	44	37	54	33	27	16	21	28	24	23	26	36	51
Prior Year	52	34	27	45	36	22	17	22	21	30	42	23	44
Percent Change from Prior Year	-15%	9%	100%	-27%	-25%	-27%	24%	27%	14%	-23%	-38%	57%	16%

## 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



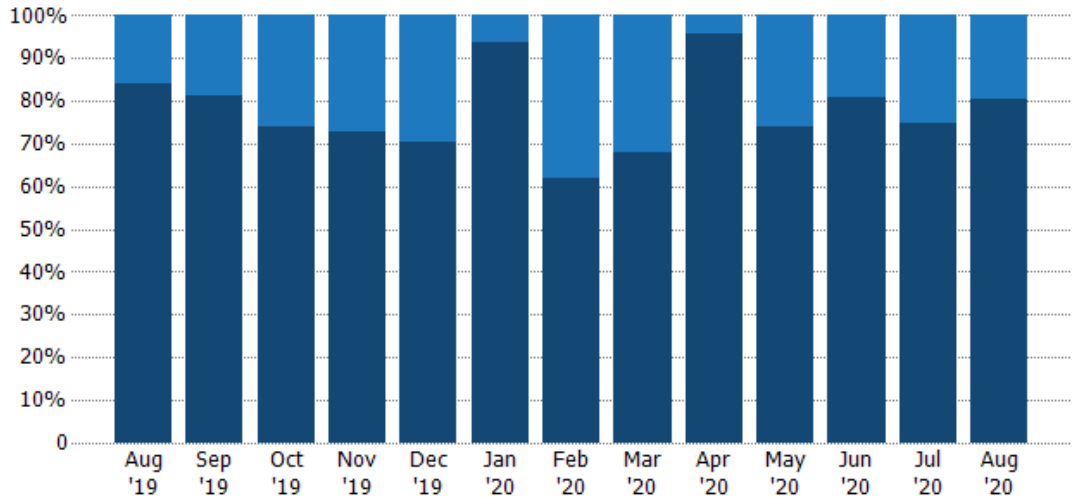
	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20
Current Year	\$18.3M	\$12.6M	\$22.6M	\$12.3M	\$8.48M	\$4.77M	\$8.88M	\$13.3M	\$10.5M	\$7.15M	\$11.1M	\$19.2M	\$26.3M
Prior Year	\$16.1M	\$11.7M	\$11.6M	\$18M	\$12.7M	\$7.14M	\$7.89M	\$8.71M	\$5.87M	\$10.9M	\$14.4M	\$5.2M	\$18.3M
Percent Change from Prior Year	14%	8%	94%	-32%	-33%	-33%	12%	53%	79%	-34%	-23%	269%	43%

## 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



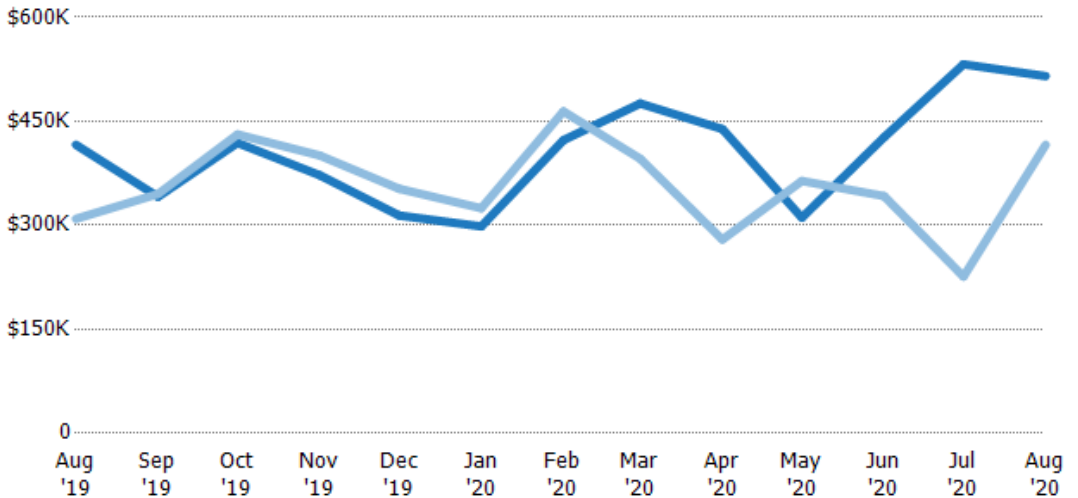
Condo/Townhouse	16%	19%	26%	27%	30%	6%	38%	32%	4%	26%	19%	25%	20%
Single Family Residence	84%	81%	74%	73%	70%	94%	62%	68%	96%	74%	81%	75%	80%

## 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	\$416K	\$341K	\$419K	\$372K	\$314K	\$298K	\$423K	\$476K	\$439K	\$311K	\$427K	\$532K	\$515K
Prior Year	\$309K	\$345K	\$431K	\$401K	\$353K	\$325K	\$464K	\$396K	\$279K	\$364K	\$342K	\$226K	\$416K
Percent Change from Prior Year	35%	-1%	-3%	-7%	-11%	-8%	-9%	20%	57%	-15%	25%	136%	24%

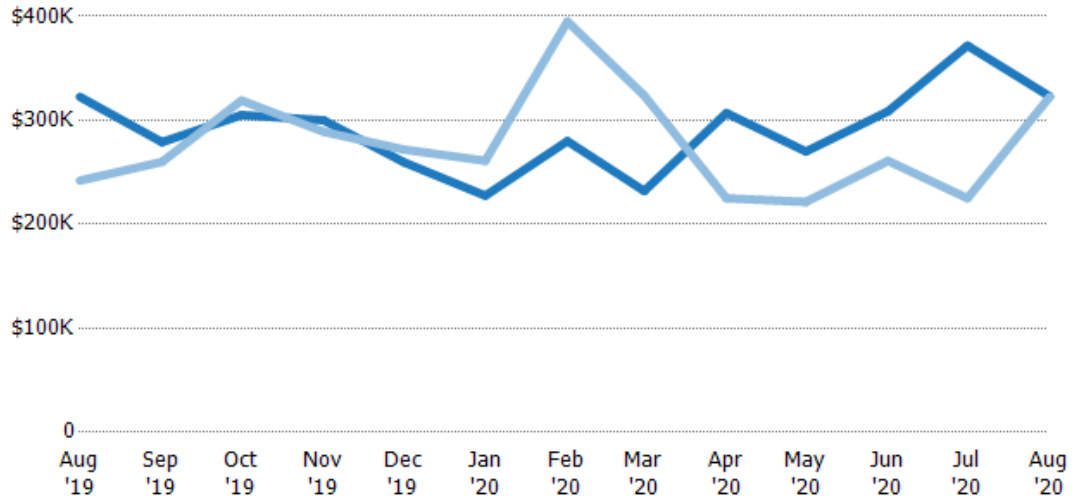
## Median Sales Price

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.
Aug '20	\$323K	0.2%
Aug '19	\$323K	33.3%
Aug '18	\$242K	0.4%



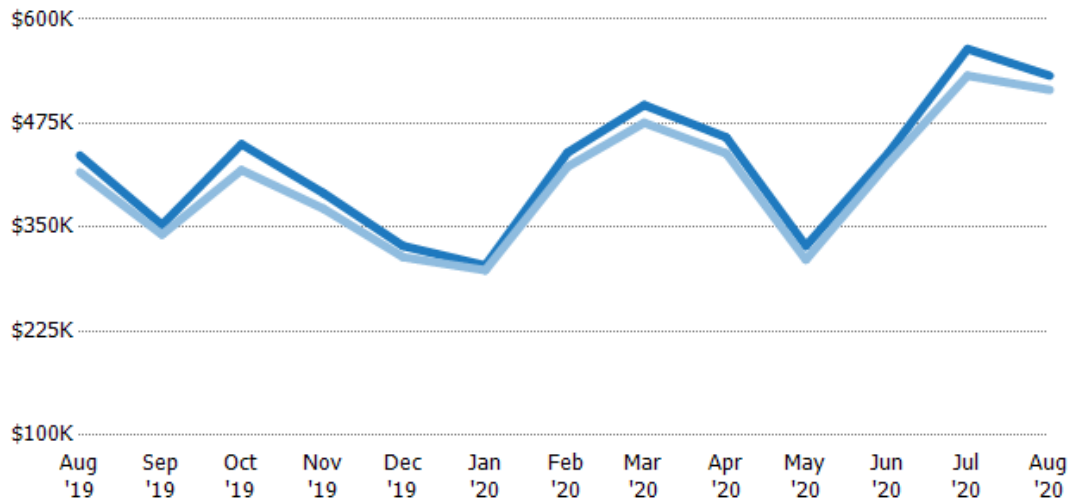
Current Year	\$323K	\$279K	\$305K	\$300K	\$260K	\$228K	\$280K	\$232K	\$307K	\$270K	\$309K	\$372K	\$323K
Prior Year	\$242K	\$260K	\$319K	\$289K	\$272K	\$261K	\$395K	\$324K	\$225K	\$222K	\$261K	\$225K	\$323K
Percent Change from Prior Year	33%	7%	-4%	4%	-4%	-13%	-29%	-28%	36%	22%	18%	65%	0%

## 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



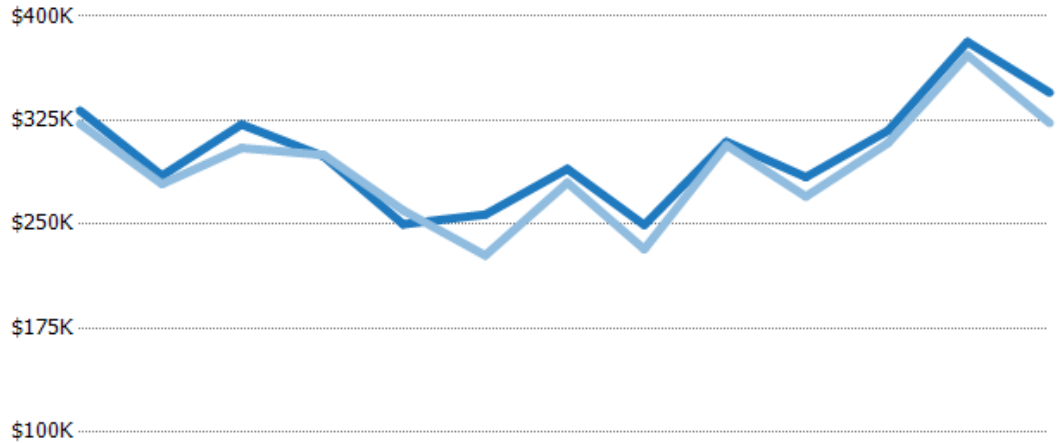
Avg List Price	\$436K	\$353K	\$450K	\$391K	\$327K	\$304K	\$440K	\$497K	\$458K	\$327K	\$439K	\$564K	\$532K
Avg Sales Price	\$416K	\$341K	\$419K	\$372K	\$314K	\$298K	\$423K	\$476K	\$439K	\$311K	\$427K	\$532K	\$515K
Avg Sales Price as a % of Avg List Price	95%	97%	93%	95%	96%	98%	96%	96%	96%	95%	97%	94%	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



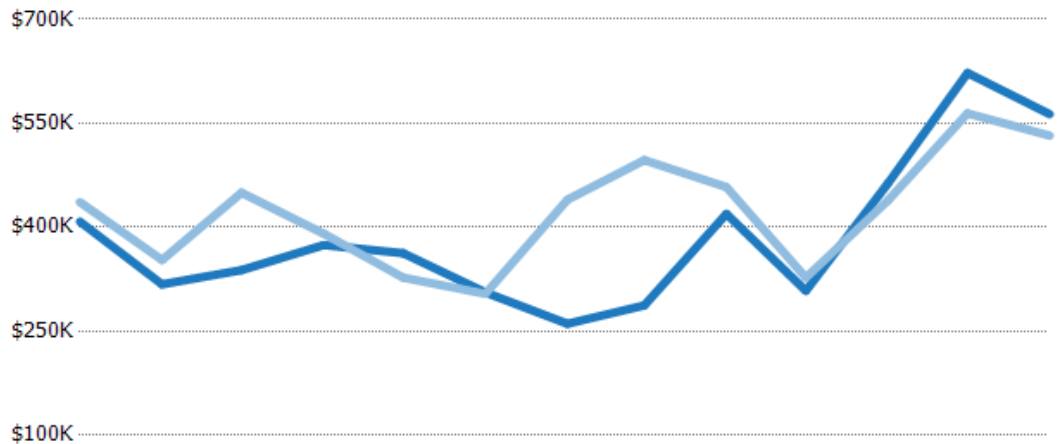
	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20
Median List Price	\$332K	\$285K	\$322K	\$299K	\$250K	\$257K	\$290K	\$249K	\$310K	\$284K	\$318K	\$382K	\$345K
Median Sales Price	\$323K	\$279K	\$305K	\$300K	\$260K	\$228K	\$280K	\$232K	\$307K	\$270K	\$309K	\$372K	\$323K
Med Sales Price as a % of Med List Price	97%	98%	95%	100%	104%	89%	97%	93%	99%	95%	97%	97%	94%

## 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



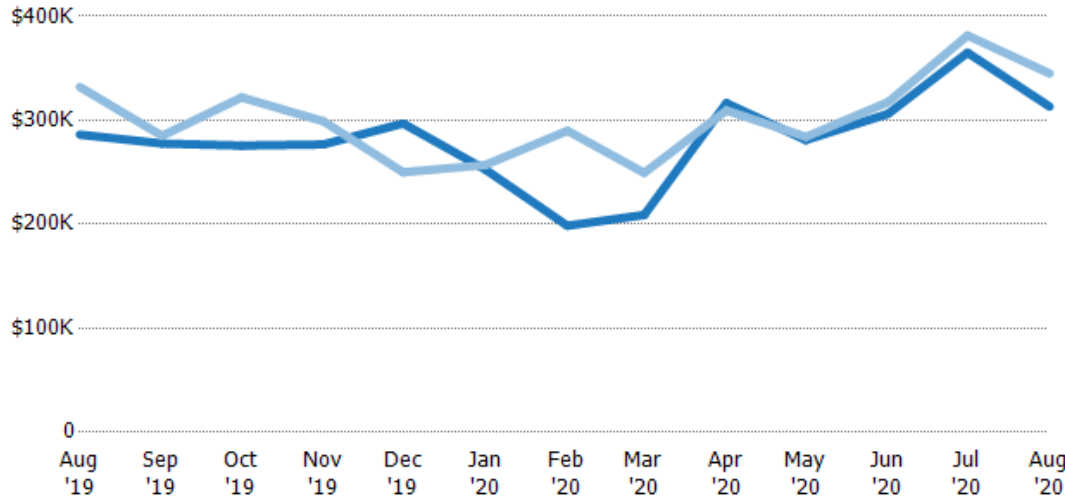
	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20
Avg Est Value	\$408K	\$318K	\$338K	\$374K	\$363K	\$306K	\$261K	\$287K	\$419K	\$308K	\$463K	\$623K	\$563K
Avg Sales Price	\$436K	\$353K	\$450K	\$391K	\$327K	\$304K	\$440K	\$497K	\$458K	\$327K	\$439K	\$564K	\$532K
Avg Sales Price as a % of Avg Est Value	107%	111%	133%	104%	90%	99%	169%	173%	109%	106%	95%	91%	94%

## 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



	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20
Median Est Value	\$286K	\$278K	\$276K	\$277K	\$297K	\$253K	\$199K	\$209K	\$317K	\$281K	\$306K	\$365K	\$313K
Median Sales Price	\$332K	\$285K	\$322K	\$299K	\$250K	\$257K	\$290K	\$249K	\$310K	\$284K	\$318K	\$382K	\$345K
Med Sales Price as a % of Med Est Value	116%	103%	117%	108%	84%	102%	146%	119%	98%	101%	104%	105%	110%