

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	Sep 2020	Sep 2019	+ / -	YTD 2020	YTD 2019	+ / -
Listing Activity Charts Metrics						
New Listing Count	54	35	+54.3%	377	437	-13.7%
New Listing Volume	\$43,923,300	\$17,534,600	+150.5%	\$224,016,488	\$196,794,685	+13.8%
Active Listing Count	139	273	-49.1%	N/A	N/A	
Active Listing Volume	\$121,721,500	\$152,438,219	-20.2%	N/A	N/A	
Average Listing Price	\$875,694	\$558,382	+56.8%	\$710,823	\$527,905	+34.6%
Median Listing Price	\$393,000	\$319,000	+23.2%	\$370,059	\$321,594	+15.1%
Median Days in RPR	75	119	-37%	137.09	143.12	-4.2%
Months of Inventory	2.7	6.2	-56.1%	6.3	8.5	-25.9%
Absorption Rate	36.69%	16.12%	+20.6%	15.8%	11.7%	+4.1%
Sales Activity Charts Metrics						
New Pending Sales Count	61	39	+56.4%	437	338	+29.3%
New Pending Sales Volume	\$34,638,500	\$16,668,800	+107.8%	\$215,147,438	\$135,046,955	+59.3%
Pending Sales Count	108	65	+66.2%	N/A	N/A	
Pending Sales Volume	\$61,655,000	\$31,520,055	+95.6%	N/A	N/A	
Closed Sales Count	49	37	+32.4%	274	255	+7.5%
Closed Sales Volume	\$24,320,035	\$12,622,640	+92.7%	\$125,500,957	\$90,494,333	+38.7%
Average Sales Price	\$496,327	\$341,152	+45.5%	\$458,033	\$354,880	+29.1%
Median Sales Price	\$405,000	\$279,000	+45.2%	\$318,691	\$278,735	+14.3%

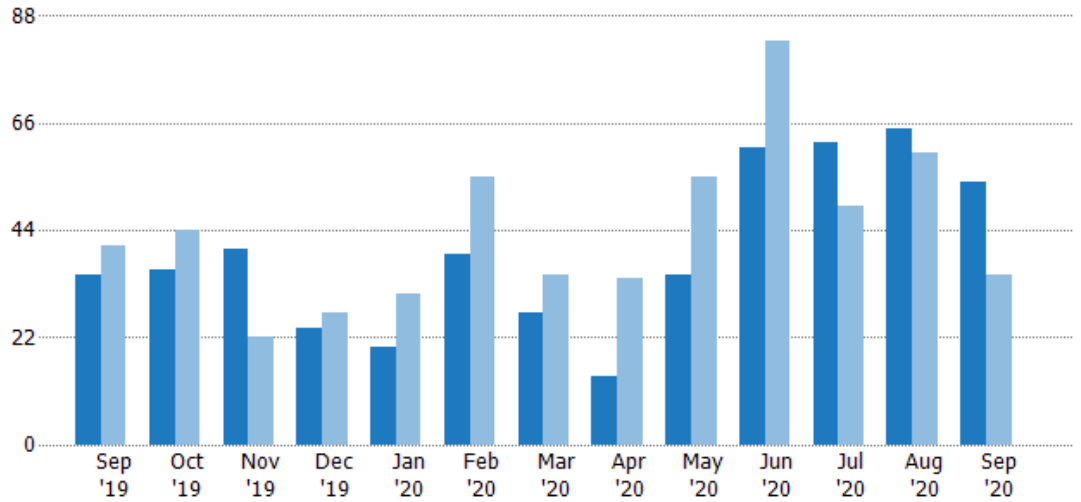
New Listings

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.
Sep '20	54	54.3%
Sep '19	35	-14.6%
Sep '18	41	14.6%



	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20
Current Year	35	36	40	24	20	39	27	14	35	61	62	65	54
Prior Year	41	44	22	27	31	55	35	34	55	83	49	60	35
Percent Change from Prior Year	-15%	-18%	82%	-11%	-35%	-29%	-23%	-59%	-36%	-27%	27%	8%	54%

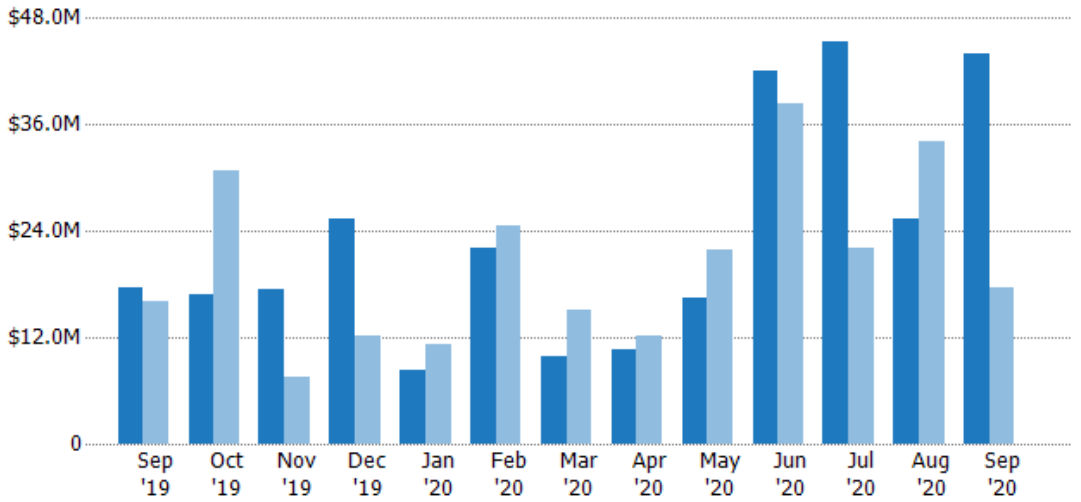
New Listing Volume

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.
Sep '20	\$43.9M	150.5%
Sep '19	\$17.5M	8.6%
Sep '18	\$16.1M	22.4%



	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20
Current Year	\$17.5M	\$16.7M	\$17.3M	\$25.3M	\$8.23M	\$22.2M	\$9.84M	\$10.6M	\$16.5M	\$42.1M	\$45.4M	\$25.3M	\$43.9M
Prior Year	\$16.1M	\$30.8M	\$7.54M	\$12.1M	\$11.3M	\$24.5M	\$15M	\$12.1M	\$21.9M	\$38.3M	\$22M	\$34.1M	\$17.5M
Percent Change from Prior Year	9%	-46%	130%	109%	-27%	-10%	-35%	-12%	-25%	10%	106%	-26%	150%

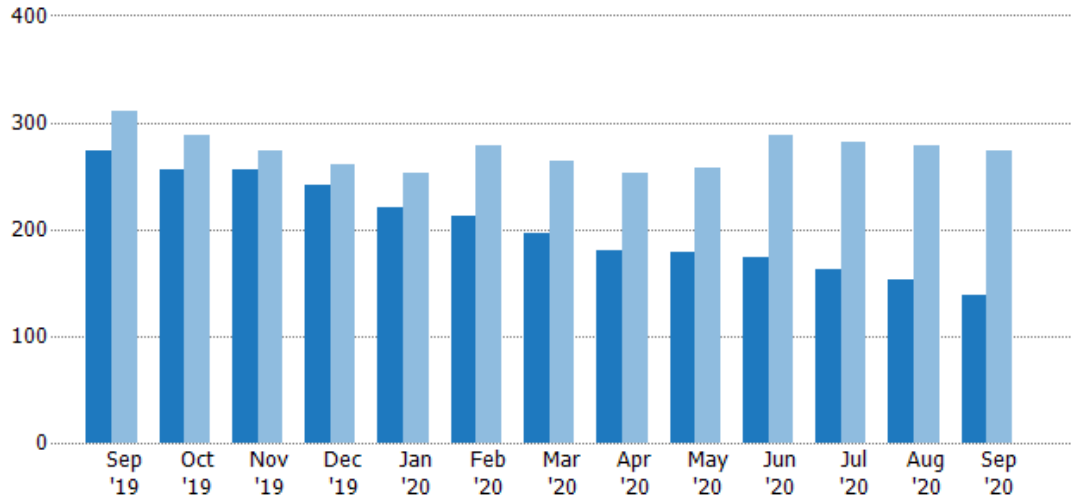
Active Listings

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.
Sep '20	139	-49.1%
Sep '19	273	-11.9%
Sep '18	310	-3.9%



Current Year	273	255	255	241	220	213	196	180	178	173	163	152	139
Prior Year	310	288	273	261	253	278	264	253	258	288	282	278	273
Percent Change from Prior Year	-12%	-11%	-7%	-8%	-13%	-23%	-26%	-29%	-31%	-40%	-42%	-45%	-49%

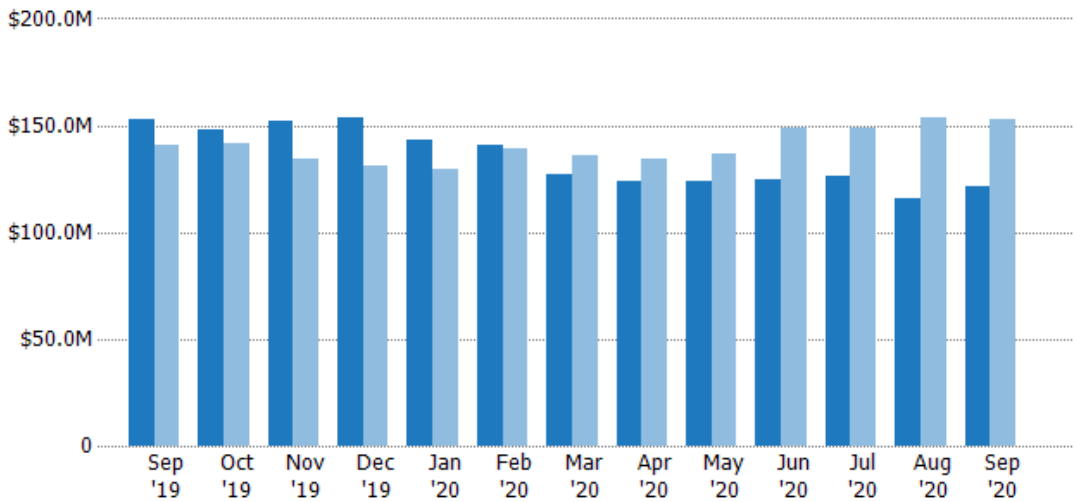
Active Listing Volume

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

Month/ Year	Volume	% Chg.
Sep '20	\$122M	-20.2%
Sep '19	\$152M	8.6%
Sep '18	\$140M	2.5%



Current Year	\$152M	\$148M	\$152M	\$154M	\$143M	\$141M	\$127M	\$124M	\$124M	\$124M	\$126M	\$116M	\$122M
Prior Year	\$140M	\$141M	\$134M	\$131M	\$130M	\$140M	\$136M	\$134M	\$137M	\$149M	\$149M	\$154M	\$152M
Percent Change from Prior Year	9%	4%	13%	17%	10%	1%	-7%	-8%	-9%	-16%	-15%	-25%	-20%

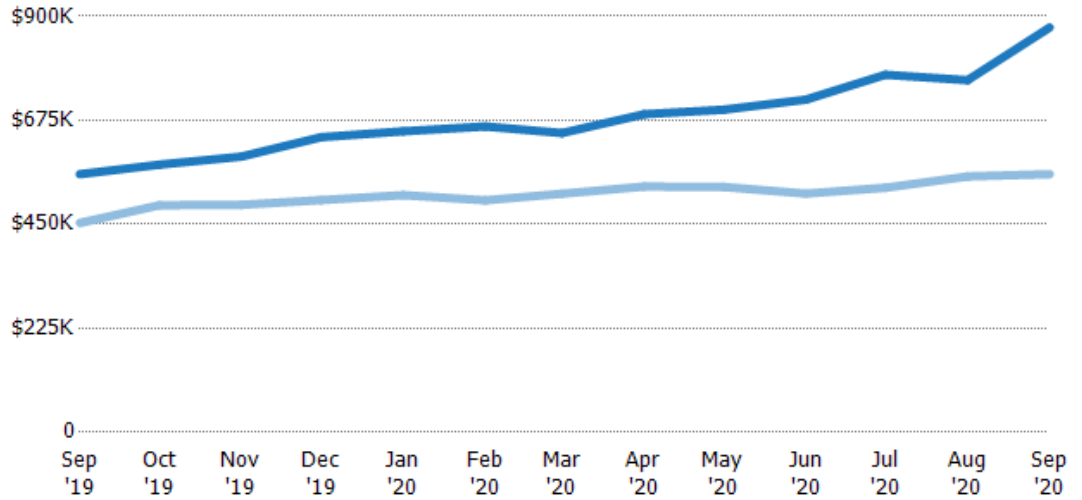
Average Listing Price

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.
Sep '20	\$876K	56.8%
Sep '19	\$558K	23.3%
Sep '18	\$453K	6.6%



Current Year	\$558K	\$579K	\$596K	\$638K	\$651K	\$662K	\$647K	\$688K	\$698K	\$720K	\$773K	\$762K	\$876K
Prior Year	\$453K	\$491K	\$492K	\$502K	\$513K	\$502K	\$516K	\$532K	\$531K	\$516K	\$529K	\$553K	\$558K
Percent Change from Prior Year	23%	18%	21%	27%	27%	32%	25%	29%	32%	39%	46%	38%	57%

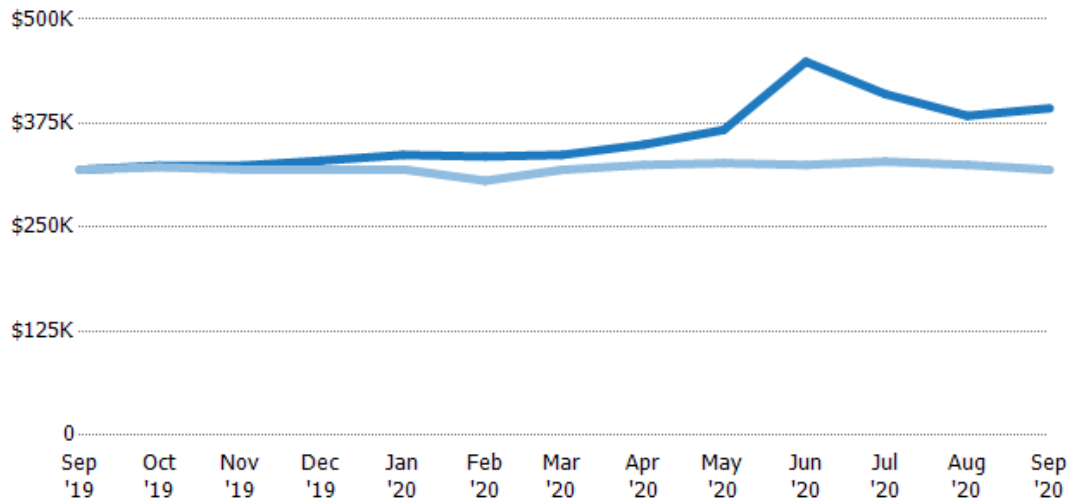
Median Listing Price

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.
Sep '20	\$393K	23.2%
Sep '19	\$319K	-0.1%
Sep '18	\$319K	-10.7%



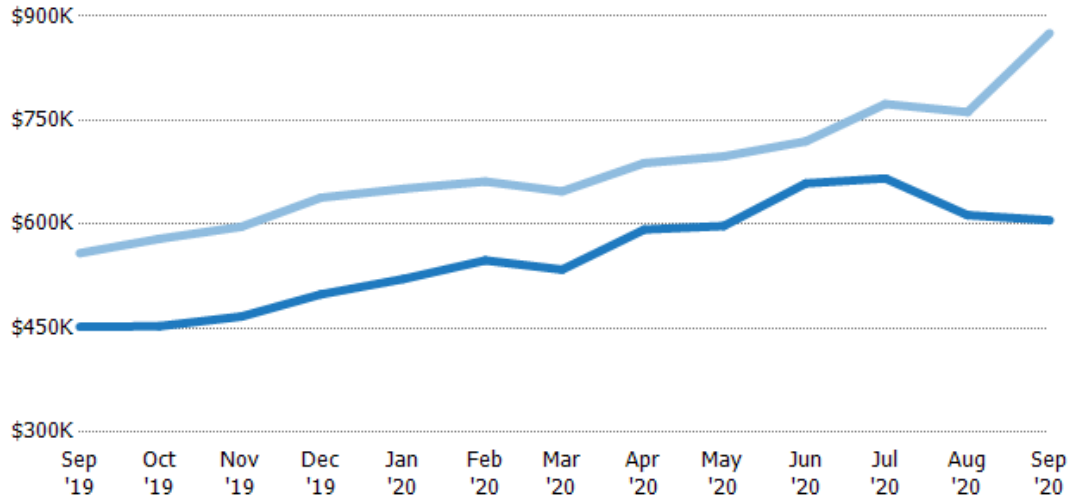
Current Year	\$319K	\$324K	\$324K	\$330K	\$337K	\$335K	\$337K	\$349K	\$367K	\$449K	\$410K	\$384K	\$393K
Prior Year	\$319K	\$322K	\$320K	\$319K	\$320K	\$306K	\$319K	\$325K	\$327K	\$325K	\$329K	\$325K	\$319K
Percent Change from Prior Year	0%	1%	1%	3%	5%	9%	6%	8%	12%	38%	25%	18%	23%

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



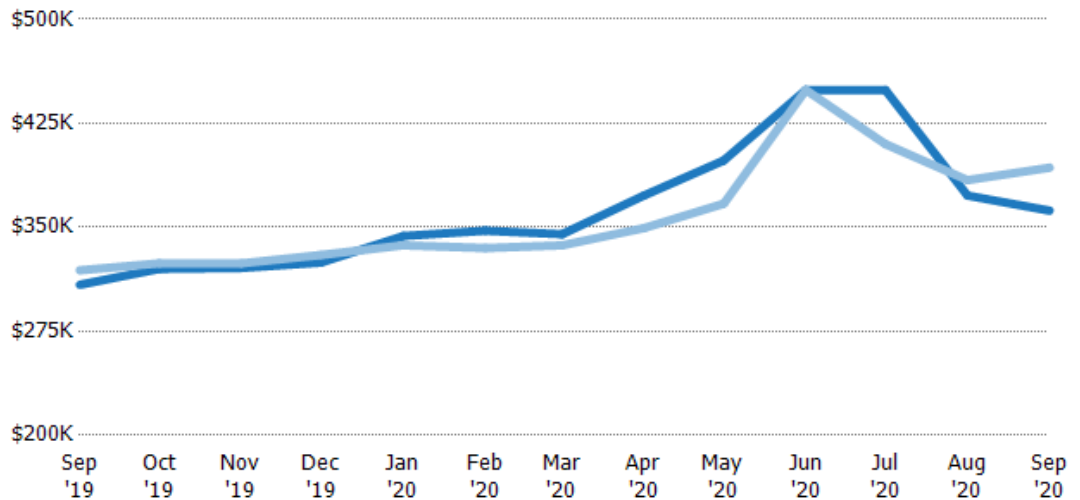
	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20
Avg Est Value	\$452K	\$453K	\$467K	\$499K	\$521K	\$548K	\$535K	\$592K	\$598K	\$659K	\$666K	\$613K	\$606K
Avg Listing Price	\$558K	\$579K	\$596K	\$638K	\$651K	\$662K	\$647K	\$688K	\$698K	\$720K	\$773K	\$762K	\$876K
Avg Listing Price as a % of Avg Est Value	124%	128%	128%	128%	125%	121%	121%	116%	117%	109%	116%	124%	145%

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



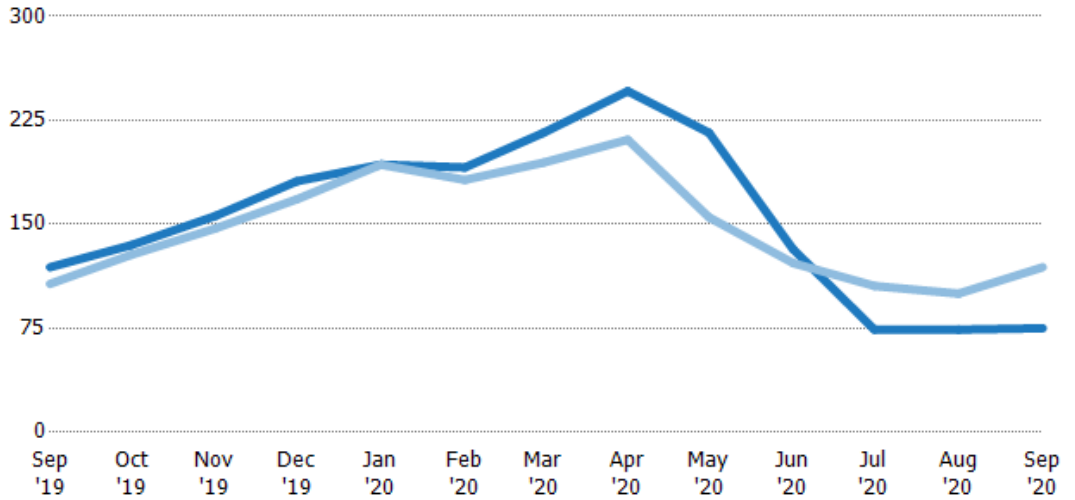
	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20
Median Est Value	\$309K	\$320K	\$321K	\$325K	\$344K	\$348K	\$345K	\$373K	\$398K	\$449K	\$449K	\$373K	\$362K
Median Listing Price	\$319K	\$324K	\$324K	\$330K	\$337K	\$335K	\$337K	\$349K	\$367K	\$449K	\$410K	\$384K	\$393K
Med Listing Price as a % of Med Est Value	103%	101%	101%	102%	98%	96%	98%	94%	92%	100%	91%	103%	109%

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.
Sep '20	75	-37%
Sep '19	119	11.2%
Sep '18	107	8.9%

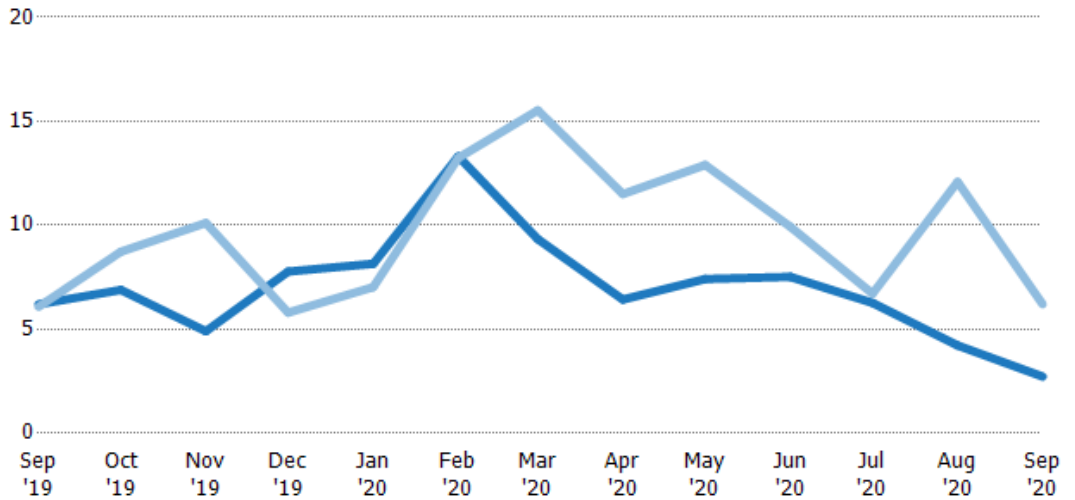
Current Year	119	135	156	181	193	191	216	246	216	132	74	74	75
Prior Year	107	128	147	168	193	182	195	211	155	122	106	100	119
Percent Change from Prior Year	11%	5%	6%	8%	0%	5%	11%	17%	39%	8%	-30%	-26%	-37%

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.
Sep '20	2.73	-56.1%
Sep '19	6.2	2.1%
Sep '18	6.08	53.2%

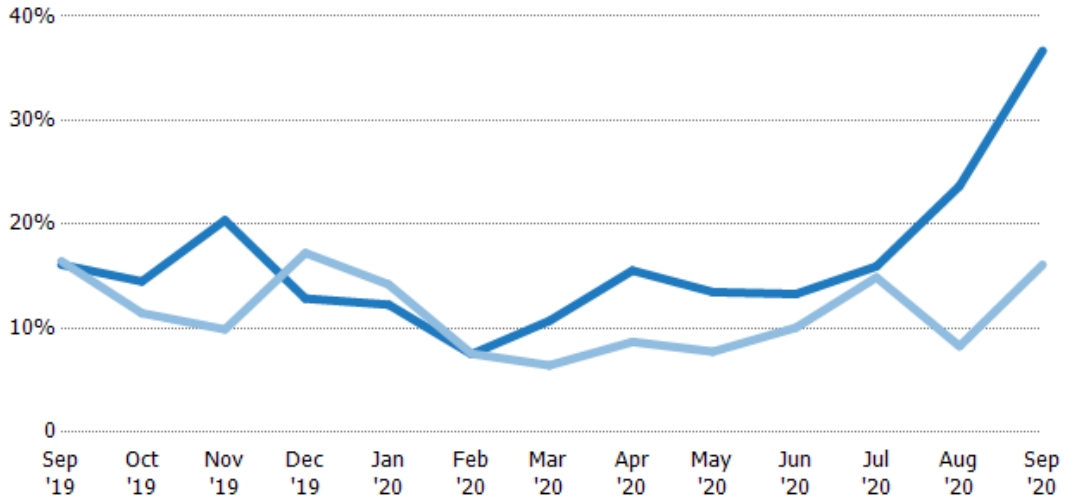
Current Year	6.2	6.89	4.9	7.77	8.15	13.3	9.33	6.43	7.42	7.52	6.27	4.22	2.73
Prior Year	6.08	8.73	10.1	5.8	7.03	13.2	15.5	11.5	12.9	9.93	6.71	12.1	6.2
Percent Change from Prior Year	2%	-21%	-52%	34%	16%	1%	-40%	-44%	-43%	-24%	-7%	-65%	-56%

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



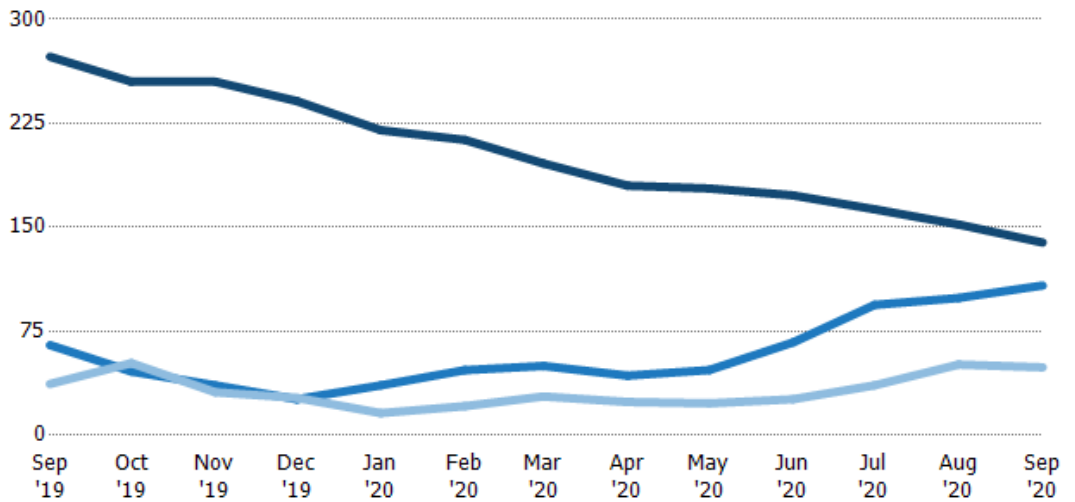
	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20
Current Year	16%	15%	20%	13%	12%	8%	11%	16%	13%	13%	16%	24%	37%
Prior Year	16%	11%	10%	17%	14%	8%	6%	9%	8%	10%	15%	8%	16%
Change from Prior Year	0%	-3%	-11%	4%	2%	0%	-4%	-7%	-6%	-3%	-1%	-15%	-21%

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



	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20
Active	273	255	255	241	220	213	196	180	178	173	163	152	139
Pending	65	46	36	26	36	47	50	43	47	67	94	99	108
Sold	37	52	31	27	16	21	28	24	23	26	36	51	49

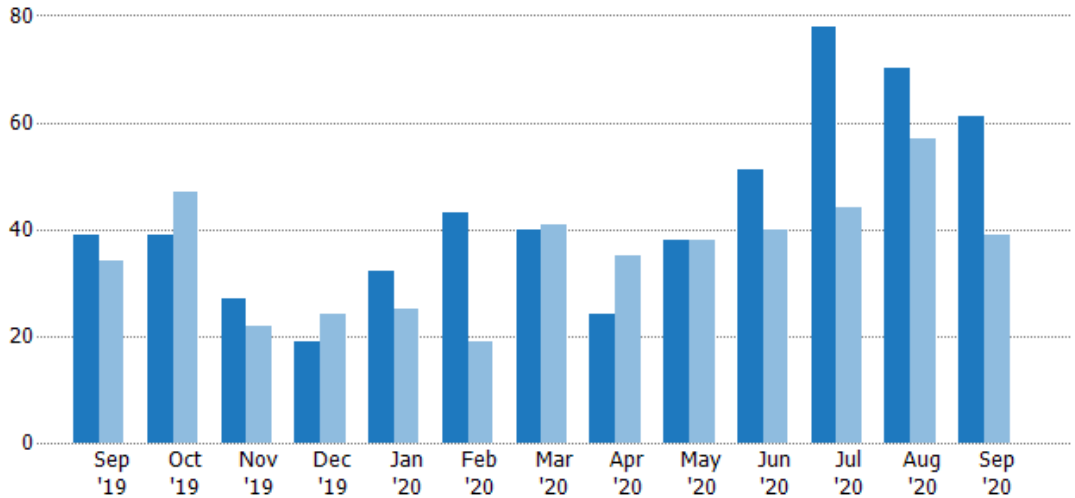
New Pending Sales

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.
Sep '20	61	56.4%
Sep '19	39	14.7%
Sep '18	34	-8.8%



	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20
Current Year	39	39	27	19	32	43	40	24	38	51	78	70	61
Prior Year	34	47	22	24	25	19	41	35	38	40	44	57	39
Percent Change from Prior Year	15%	-17%	23%	-21%	28%	126%	-2%	-31%	0%	28%	77%	23%	56%

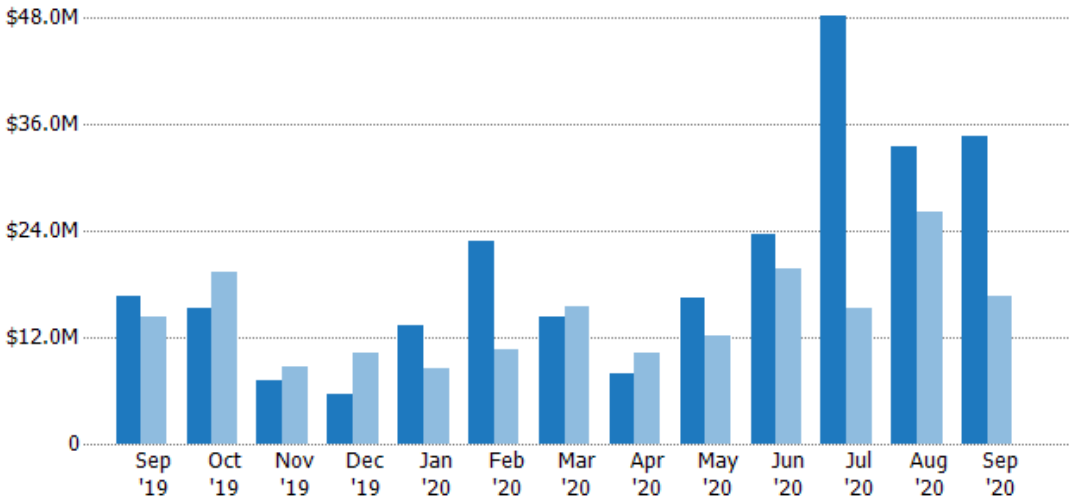
New Pending Sales Volume

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.
Sep '20	\$34.6M	107.8%
Sep '19	\$16.7M	17%
Sep '18	\$14.2M	-24.6%



	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20
Current Year	\$16.7M	\$15.3M	\$7.22M	\$5.62M	\$13.4M	\$22.9M	\$14.4M	\$7.89M	\$16.5M	\$23.7M	\$48.3M	\$33.5M	\$34.6M
Prior Year	\$14.2M	\$19.3M	\$8.74M	\$10.2M	\$8.45M	\$10.7M	\$15.5M	\$10.3M	\$12.3M	\$19.7M	\$15.4M	\$26.2M	\$16.7M
Percent Change from Prior Year	17%	-21%	-17%	-45%	59%	113%	-7%	-23%	35%	20%	215%	28%	108%

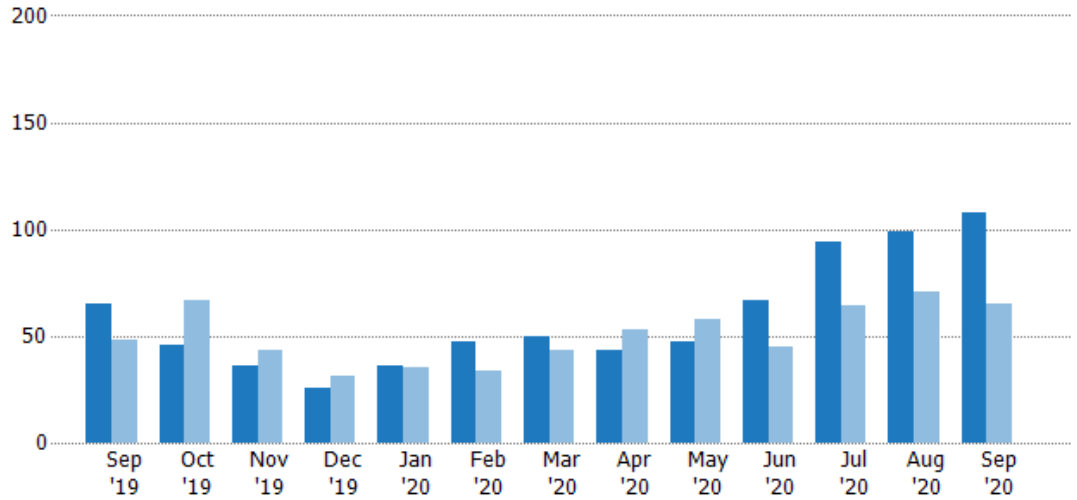
Pending Sales

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.
Sep '20	108	66.2%
Sep '19	65	35.4%
Sep '18	48	33.3%



Current Year	65	46	36	26	36	47	50	43	47	67	94	99	108
Prior Year	48	67	43	31	35	34	43	53	58	45	64	71	65
Percent Change from Prior Year	35%	-31%	-16%	-16%	3%	38%	16%	-19%	-19%	49%	47%	39%	66%

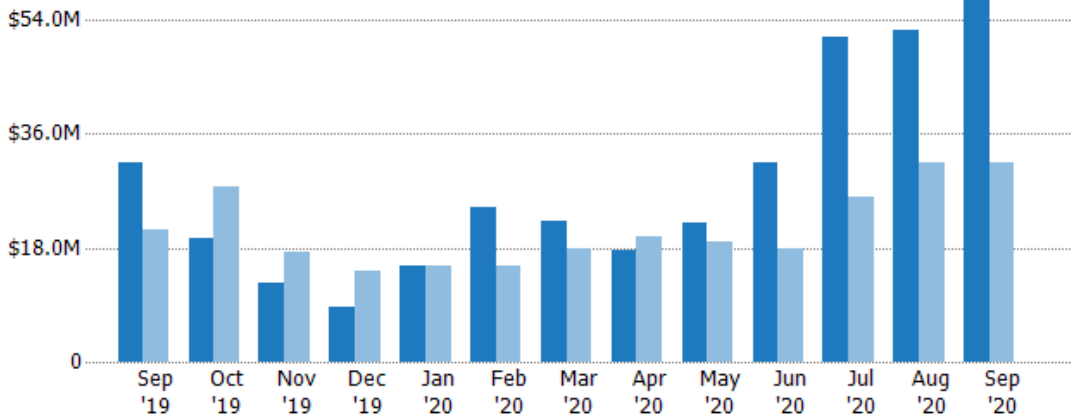
Pending Sales Volume

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.
Sep '20	\$61.7M	95.6%
Sep '19	\$31.5M	51.4%
Sep '18	\$20.8M	12.2%



Current Year	\$31.5M	\$19.5M	\$12.3M	\$8.61M	\$15M	\$24.3M	\$22.2M	\$17.7M	\$22M	\$31.5M	\$51.4M	\$52.2M	\$61.7M
Prior Year	\$20.8M	\$27.7M	\$17.4M	\$14.3M	\$15.1M	\$15.1M	\$17.9M	\$19.8M	\$19M	\$17.8M	\$25.9M	\$31.5M	\$31.5M
Percent Change from Prior Year	51%	-30%	-29%	-40%	-1%	61%	24%	-11%	16%	77%	98%	66%	96%

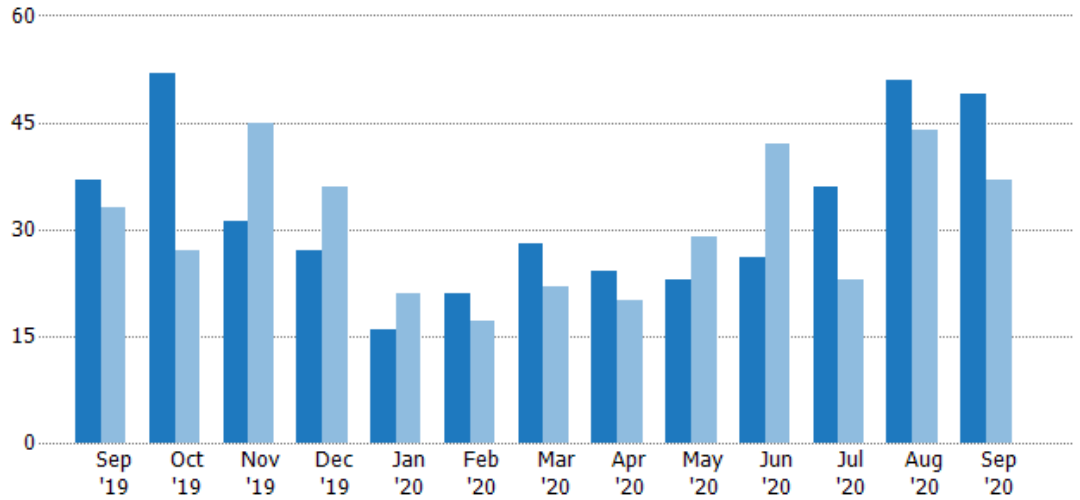
Closed Sales

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.
Sep '20	49	32.4%
Sep '19	37	12.1%
Sep '18	33	12.1%



	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20
Current Year	37	52	31	27	16	21	28	24	23	26	36	51	49
Prior Year	33	27	45	36	21	17	22	20	29	42	23	44	37
Percent Change from Prior Year	12%	93%	-31%	-25%	-24%	24%	27%	20%	-21%	-38%	57%	16%	32%

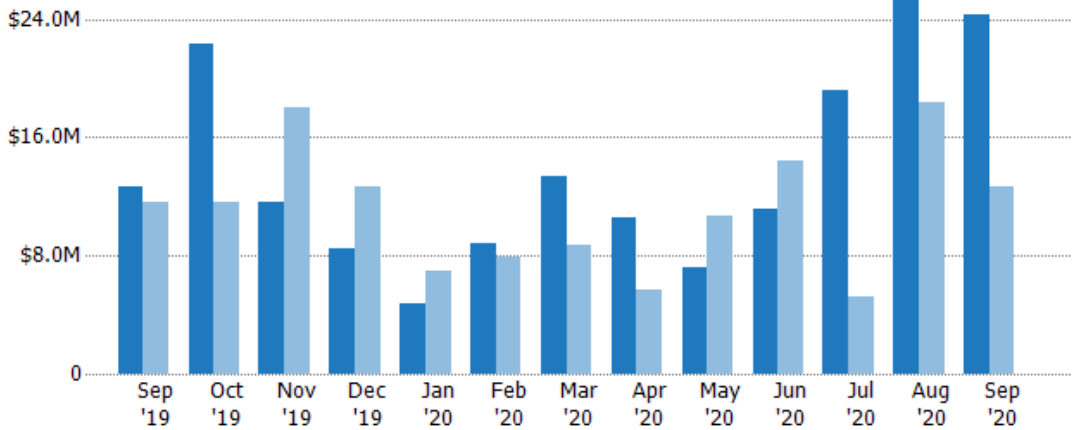
Closed Sales Volume

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.
Sep '20	\$24.3M	92.7%
Sep '19	\$12.6M	8.6%
Sep '18	\$11.6M	8.8%



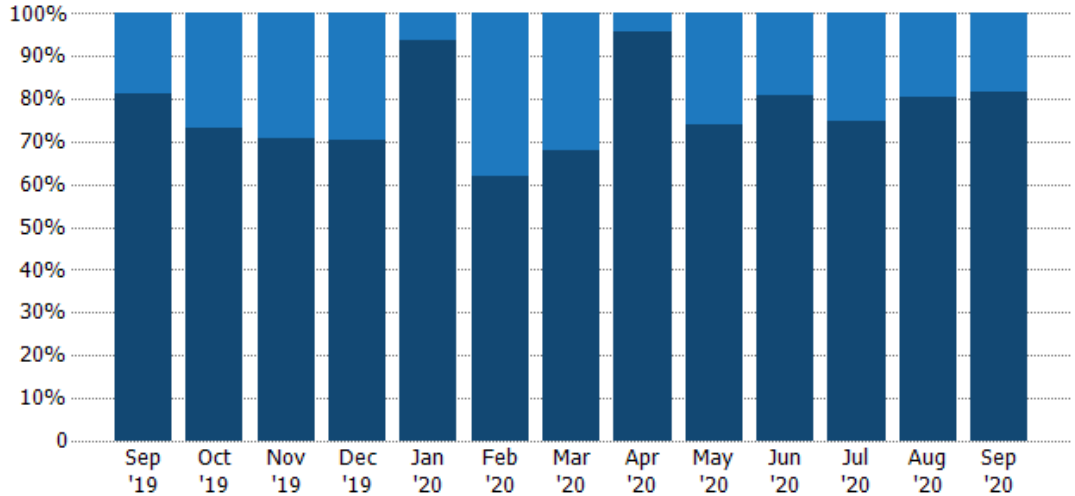
	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20
Current Year	\$12.6M	\$22.3M	\$11.7M	\$8.48M	\$4.77M	\$8.88M	\$13.3M	\$10.5M	\$7.15M	\$11.1M	\$19.2M	\$26.3M	\$24.3M
Prior Year	\$11.6M	\$11.6M	\$18M	\$12.7M	\$6.95M	\$7.89M	\$8.71M	\$5.73M	\$10.7M	\$14.4M	\$5.2M	\$18.3M	\$12.6M
Percent Change from Prior Year	9%	92%	-35%	-33%	-31%	12%	53%	84%	-33%	-23%	269%	43%	93%

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



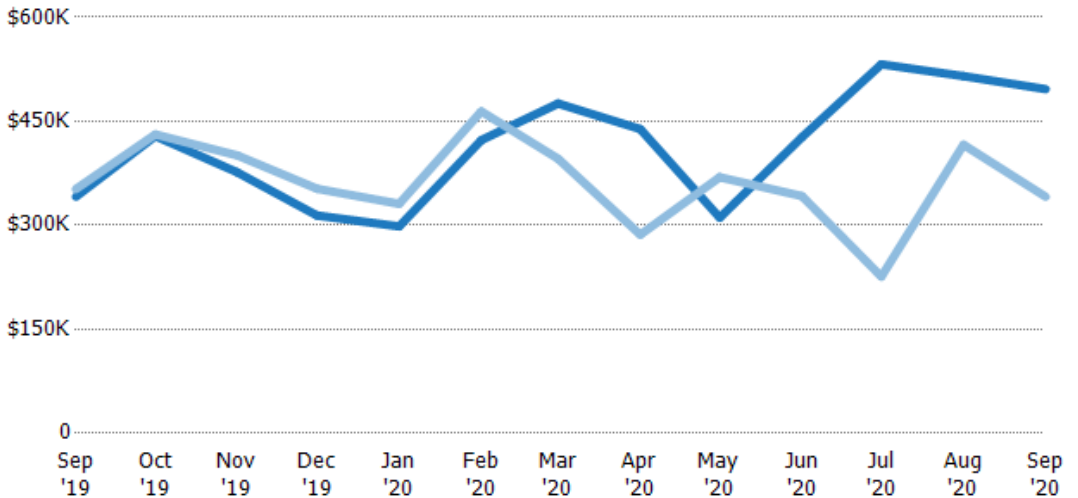
Property Type	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20
Condo/Townhouse	19%	27%	29%	30%	6%	38%	32%	4%	26%	19%	25%	20%	18%
Single Family Residence	81%	73%	71%	70%	94%	62%	68%	96%	74%	81%	75%	80%	82%

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.
Sep '20	\$496K	45.5%
Sep '19	\$341K	-3.1%
Sep '18	\$352K	-2.9%

Property Type	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20
Current Year	\$341K	\$429K	\$376K	\$314K	\$298K	\$423K	\$476K	\$439K	\$311K	\$427K	\$532K	\$515K	\$496K
Prior Year	\$352K	\$431K	\$401K	\$353K	\$331K	\$464K	\$396K	\$286K	\$369K	\$342K	\$226K	\$416K	\$341K
Percent Change from Prior Year	-3%	-1%	-6%	-11%	-10%	-9%	20%	53%	-16%	25%	136%	24%	45%

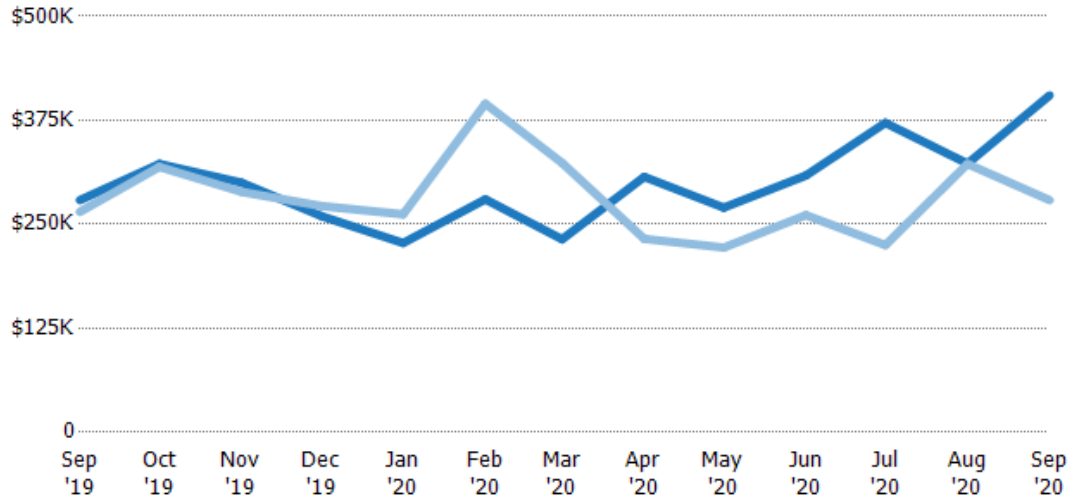
Median Sales Price

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.
Sep '20	\$405K	45.2%
Sep '19	\$279K	5.3%
Sep '18	\$265K	-13.2%



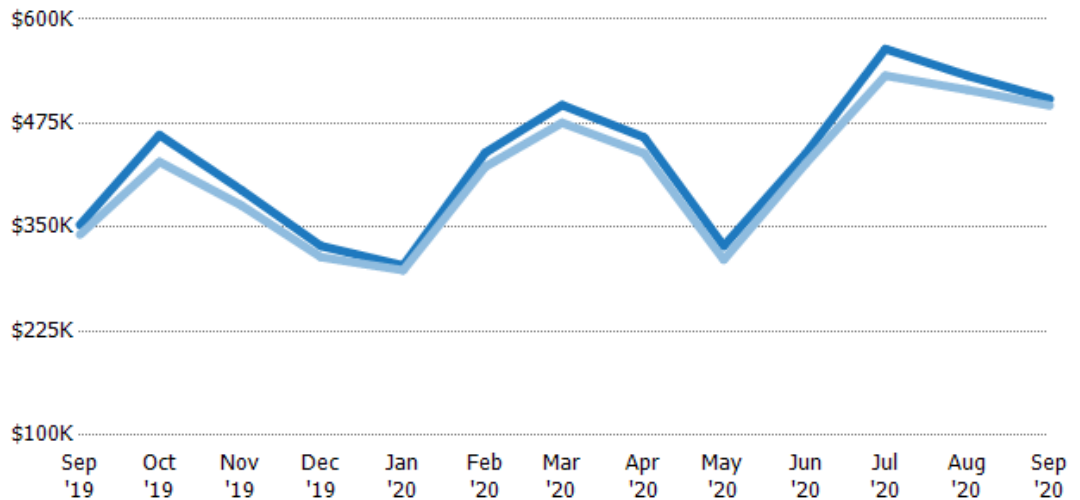
Current Year	\$279K	\$323K	\$300K	\$260K	\$228K	\$280K	\$232K	\$307K	\$270K	\$309K	\$372K	\$323K	\$405K
Prior Year	\$265K	\$319K	\$289K	\$272K	\$262K	\$395K	\$324K	\$233K	\$222K	\$261K	\$225K	\$323K	\$279K
Percent Change from Prior Year	5%	1%	4%	-4%	-13%	-29%	-28%	32%	22%	18%	65%	0%	45%

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



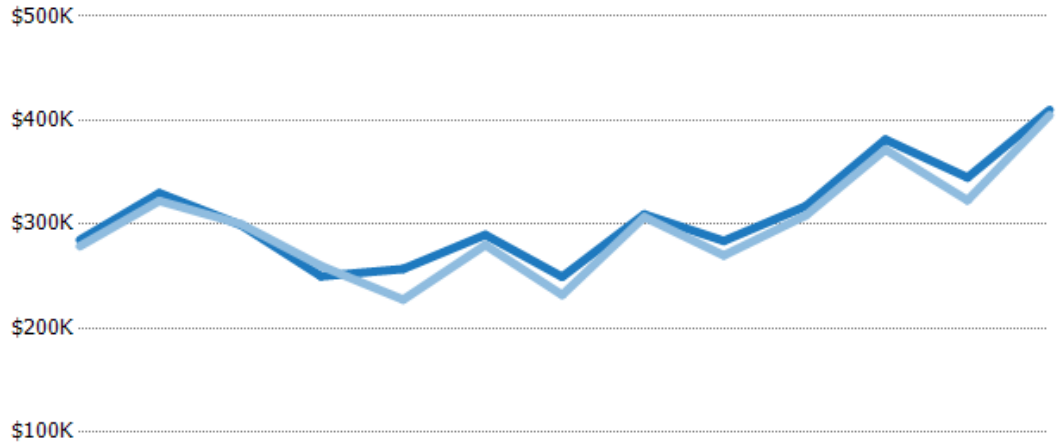
Avg List Price	\$353K	\$461K	\$395K	\$327K	\$304K	\$440K	\$497K	\$458K	\$327K	\$439K	\$564K	\$532K	\$504K
Avg Sales Price	\$341K	\$429K	\$376K	\$314K	\$298K	\$423K	\$476K	\$439K	\$311K	\$427K	\$532K	\$515K	\$496K
Avg Sales Price as a % of Avg List Price	97%	93%	95%	96%	98%	96%	96%	96%	95%	97%	94%	97%	98%

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



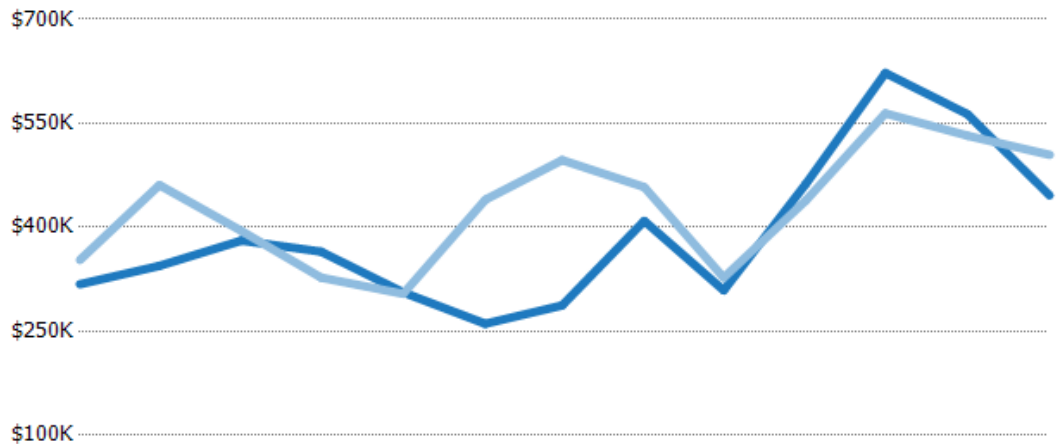
	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20
Median List Price	\$285K	\$330K	\$299K	\$250K	\$257K	\$290K	\$249K	\$310K	\$284K	\$318K	\$382K	\$345K	\$410K
Median Sales Price	\$279K	\$323K	\$300K	\$260K	\$228K	\$280K	\$232K	\$307K	\$270K	\$309K	\$372K	\$323K	\$405K
Med Sales Price as a % of Med List Price	98%	98%	100%	104%	89%	97%	93%	99%	95%	97%	97%	94%	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



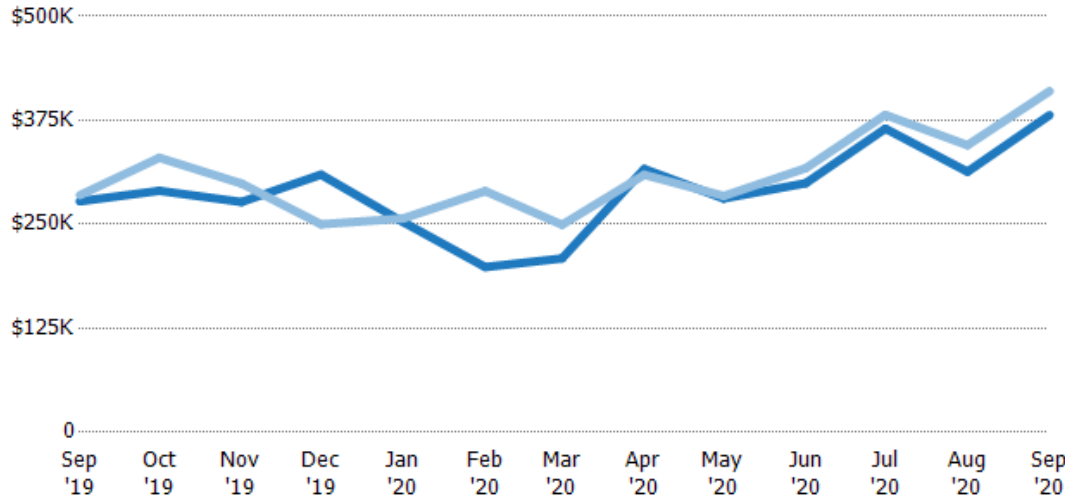
	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20
Avg Est Value	\$318K	\$344K	\$381K	\$365K	\$306K	\$261K	\$287K	\$409K	\$309K	\$463K	\$623K	\$563K	\$446K
Avg Sales Price	\$353K	\$461K	\$395K	\$327K	\$304K	\$440K	\$497K	\$458K	\$327K	\$439K	\$564K	\$532K	\$504K
Avg Sales Price as a % of Avg Est Value	111%	134%	104%	90%	99%	169%	173%	112%	106%	95%	91%	94%	113%

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



	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20
Median Est Value	\$278K	\$290K	\$277K	\$310K	\$253K	\$199K	\$209K	\$317K	\$281K	\$299K	\$365K	\$313K	\$381K
Median Sales Price	\$285K	\$330K	\$299K	\$250K	\$257K	\$290K	\$249K	\$310K	\$284K	\$318K	\$382K	\$345K	\$410K
Med Sales Price as a % of Med Est Value	103%	114%	108%	81%	102%	146%	119%	98%	101%	106%	105%	110%	108%