

## 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	Nov 2020	Nov 2019	+ / -	YTD 2020	YTD 2019	+ / -
<b>Listing Activity Charts Metrics</b>						
New Listing Count	33	39	-15.4%	470	514	-8.6%
New Listing Volume	\$23,908,300	\$16,999,700	+40.6%	\$292,073,809	\$231,352,185	+26.2%
Active Listing Count	109	257	-57.6%	N/A	N/A	
Active Listing Volume	\$117,407,200	\$153,500,949	-23.5%	N/A	N/A	
Average Listing Price	\$1,077,130	\$597,280	+80.3%	\$745,229	\$540,327	+37.9%
Median Listing Price	\$490,000	\$324,000	+51.2%	\$372,655	\$321,926	+15.8%
Median Days in RPR	80	156	-48.7%	123.85	141.96	-12.8%
Months of Inventory	1.8	4.8	-62.5%	5.5	8.2	-32.8%
Absorption Rate	55.05%	20.62%	+34.4%	18.14%	12.19%	+6%
<b>Sales Activity Charts Metrics</b>						
New Pending Sales Count	41	27	+51.9%	546	402	+35.8%
New Pending Sales Volume	\$20,941,600	\$7,223,100	+189.9%	\$281,783,259	\$156,998,085	+79.5%
Pending Sales Count	91	36	+152.8%	N/A	N/A	
Pending Sales Volume	\$53,427,800	\$12,309,030	+334.1%	N/A	N/A	
Closed Sales Count	50	31	+61.3%	384	338	+13.6%
Closed Sales Volume	\$25,692,657	\$11,661,400	+120.3%	\$189,194,735	\$124,382,433	+52.1%
Average Sales Price	\$513,853	\$376,174	+36.6%	\$492,695	\$367,995	+33.9%
Median Sales Price	\$432,500	\$300,000	+44.2%	\$350,214	\$284,868	+22.9%

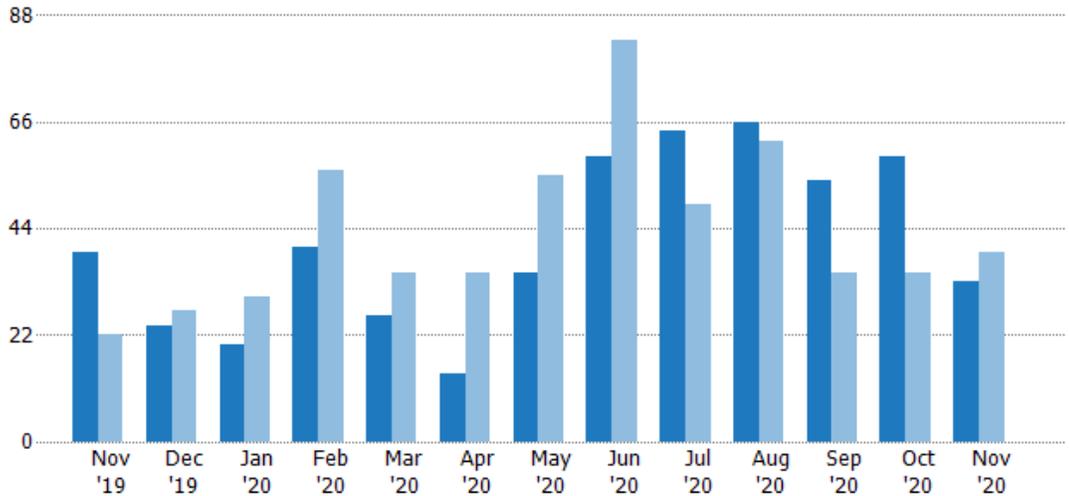
## New Listings

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.
Nov '20	33	-15.4%
Nov '19	39	77.3%
Nov '18	22	36.4%



Current Year	39	24	20	40	26	14	35	59	64	66	54	59	33
Prior Year	22	27	30	56	35	35	55	83	49	62	35	35	39
Percent Change from Prior Year	77%	-11%	-33%	-29%	-26%	-60%	-36%	-29%	31%	6%	54%	69%	-15%

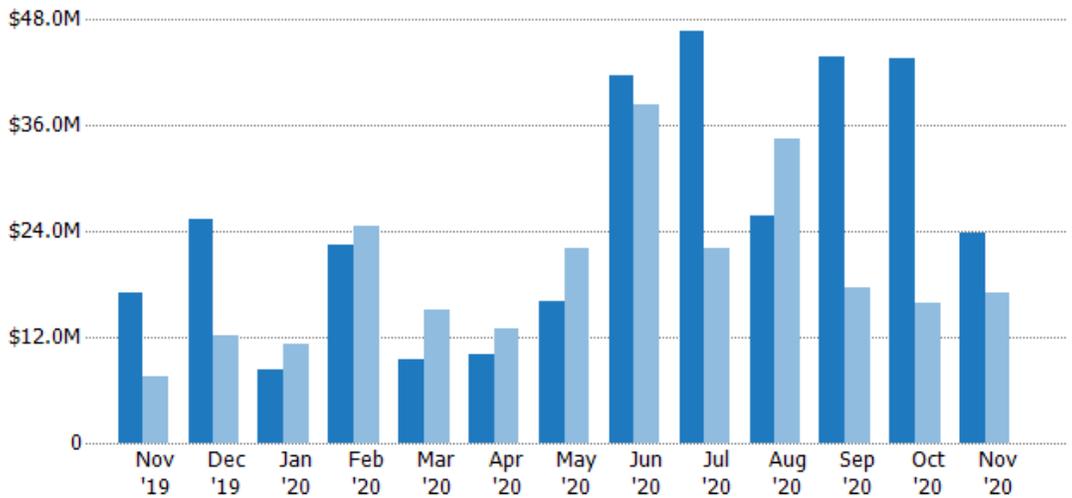
## New Listing Volume

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.
Nov '20	\$23.9M	40.6%
Nov '19	\$17M	125.4%
Nov '18	\$7.54M	48.9%



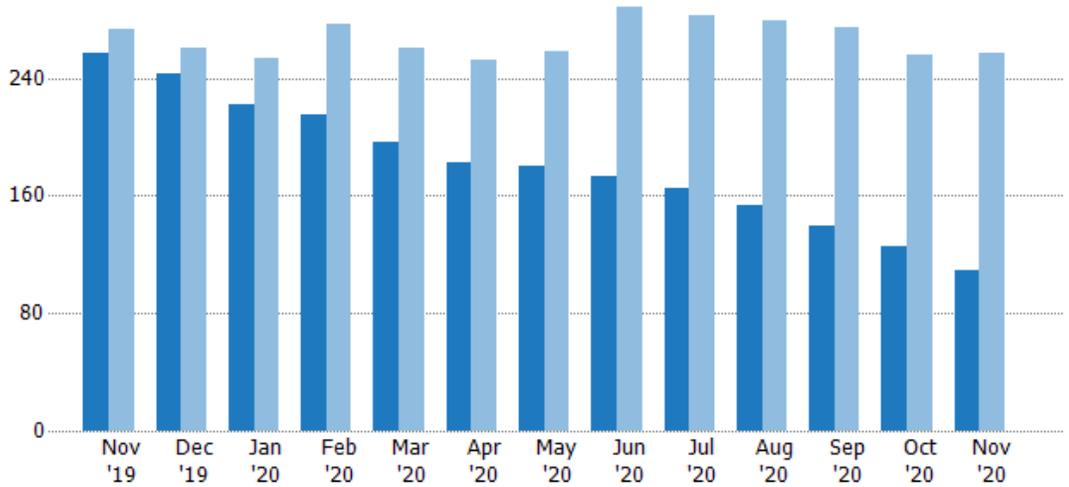
Current Year	\$17M	\$25.3M	\$8.23M	\$22.5M	\$9.57M	\$10.1M	\$16.1M	\$41.6M	\$46.7M	\$25.7M	\$43.9M	\$43.6M	\$23.9M
Prior Year	\$7.54M	\$12.1M	\$11.2M	\$24.6M	\$15M	\$13.1M	\$22.1M	\$38.3M	\$22M	\$34.6M	\$17.5M	\$16M	\$17M
Percent Change from Prior Year	125%	109%	-27%	-8%	-36%	-22%	-27%	9%	112%	-25%	150%	173%	41%

## 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



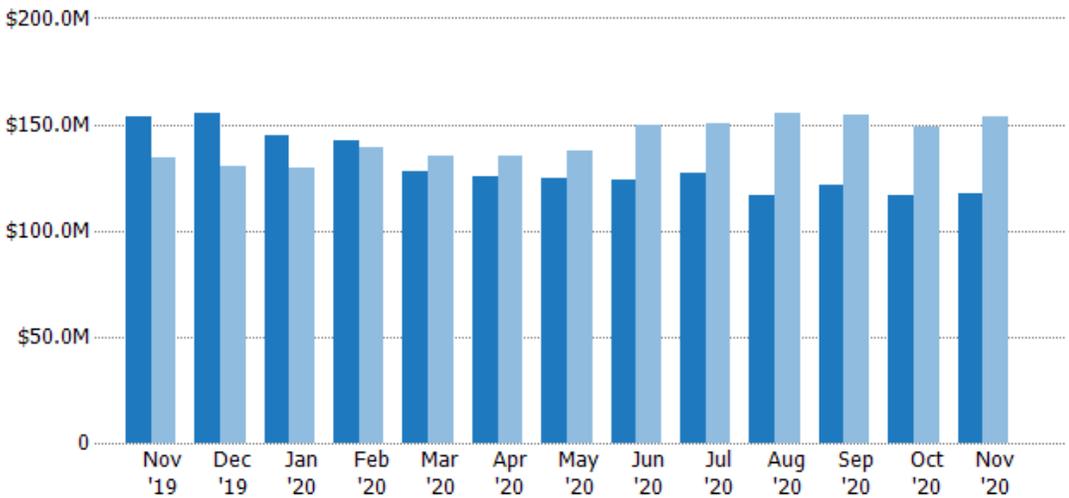
	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20
Current Year	257	243	222	215	197	183	180	173	165	153	140	126	109
Prior Year	273	260	253	277	261	252	258	288	283	279	274	256	257
Percent Change from Prior Year	-6%	-7%	-12%	-22%	-25%	-27%	-30%	-40%	-42%	-45%	-49%	-51%	-58%

## 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



	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20
Current Year	\$154M	\$155M	\$145M	\$142M	\$128M	\$125M	\$125M	\$124M	\$127M	\$116M	\$122M	\$117M	\$117M
Prior Year	\$134M	\$131M	\$129M	\$139M	\$135M	\$135M	\$138M	\$150M	\$150M	\$155M	\$154M	\$149M	\$154M
Percent Change from Prior Year	14%	19%	12%	3%	-5%	-7%	-9%	-17%	-16%	-25%	-21%	-22%	-24%

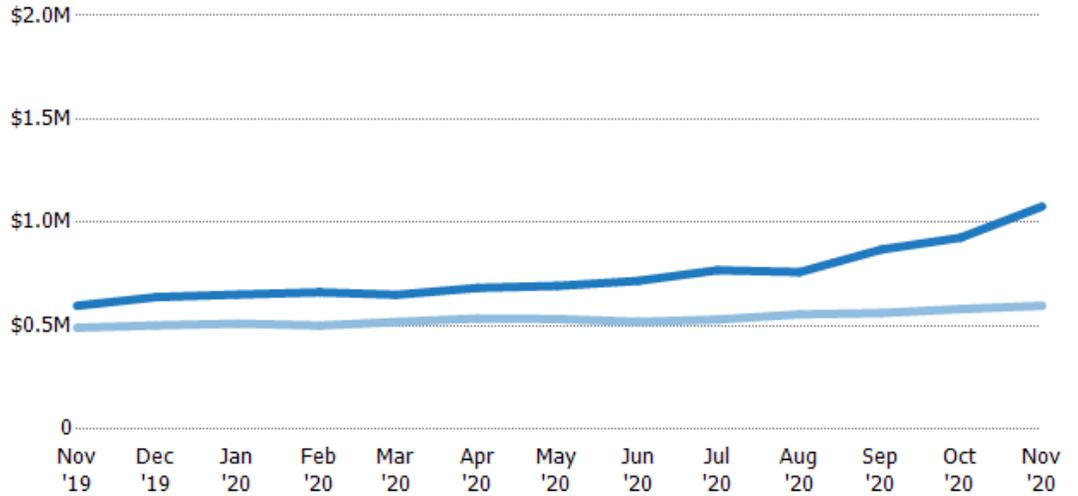
## Average Listing Price

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.
Nov '20	\$1.08M	80.3%
Nov '19	\$597K	21.6%
Nov '18	\$491K	3.7%



Current Year	\$597K	\$639K	\$652K	\$663K	\$650K	\$684K	\$693K	\$718K	\$769K	\$760K	\$869K	\$926K	\$1.08M
Prior Year	\$491K	\$502K	\$511K	\$502K	\$519K	\$536K	\$533K	\$519K	\$531K	\$556K	\$562K	\$581K	\$597K
Percent Change from Prior Year	22%	27%	27%	32%	25%	28%	30%	38%	45%	37%	55%	59%	80%

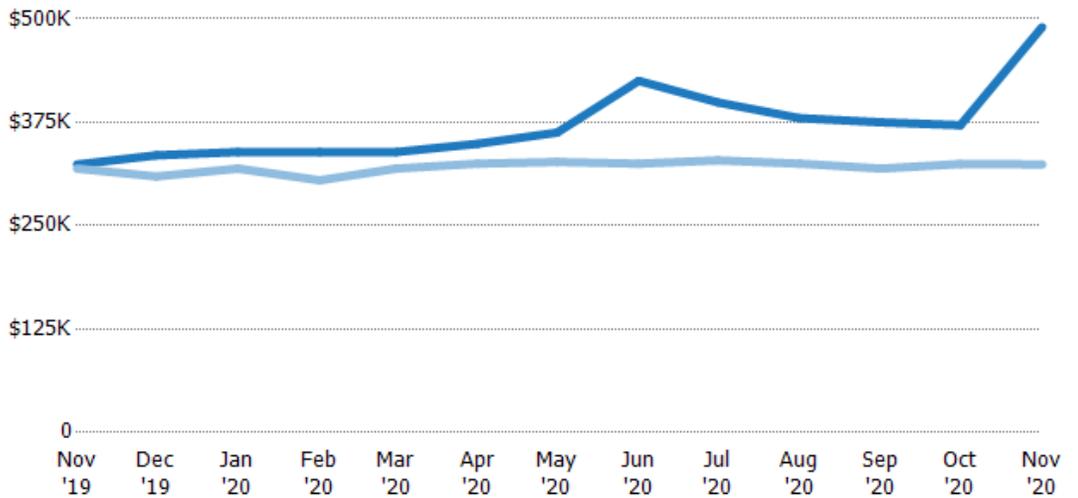
## Median Listing Price

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.
Nov '20	\$490K	51.2%
Nov '19	\$324K	1.6%
Nov '18	\$319K	-6.3%



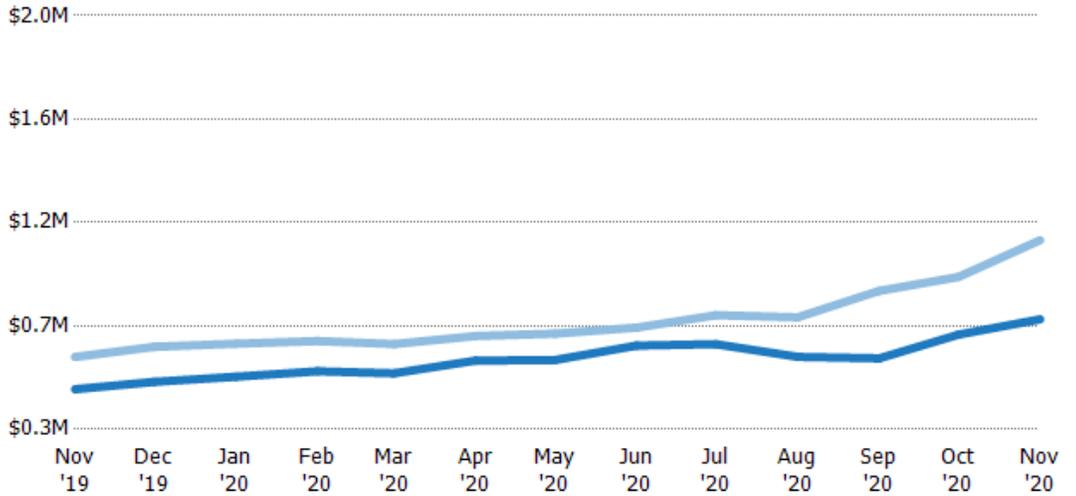
Current Year	\$324K	\$335K	\$339K	\$339K	\$339K	\$349K	\$363K	\$425K	\$399K	\$380K	\$375K	\$371K	\$490K
Prior Year	\$319K	\$310K	\$319K	\$305K	\$319K	\$325K	\$327K	\$325K	\$329K	\$325K	\$319K	\$325K	\$324K
Percent Change from Prior Year	2%	8%	6%	11%	6%	7%	11%	31%	21%	17%	18%	14%	51%

## 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



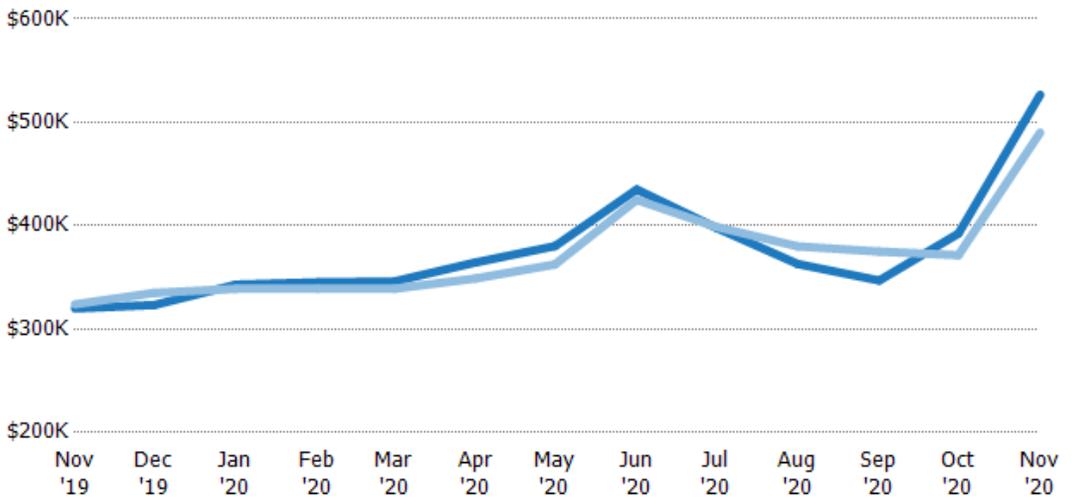
	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20
Avg Est Value	\$465K	\$495K	\$516K	\$538K	\$530K	\$583K	\$585K	\$644K	\$650K	\$598K	\$592K	\$689K	\$752K
Avg Listing Price	\$597K	\$639K	\$652K	\$663K	\$650K	\$684K	\$693K	\$718K	\$769K	\$760K	\$869K	\$926K	\$1.08M
Avg Listing Price as a % of Avg Est Value	129%	129%	126%	123%	123%	117%	119%	111%	118%	127%	147%	134%	143%

## 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



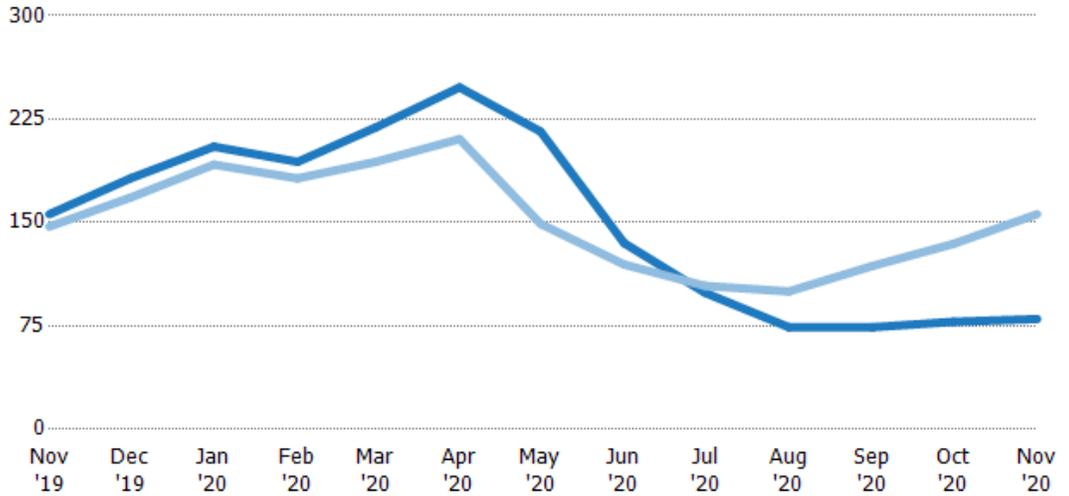
	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20
Median Est Value	\$320K	\$323K	\$343K	\$345K	\$346K	\$365K	\$380K	\$435K	\$398K	\$363K	\$347K	\$392K	\$527K
Median Listing Price	\$324K	\$335K	\$339K	\$339K	\$339K	\$349K	\$363K	\$425K	\$399K	\$380K	\$375K	\$371K	\$490K
Med Listing Price as a % of Med Est Value	101%	104%	99%	98%	98%	96%	95%	98%	100%	105%	108%	95%	93%

## 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  
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 Property Type:  
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 Family Residence



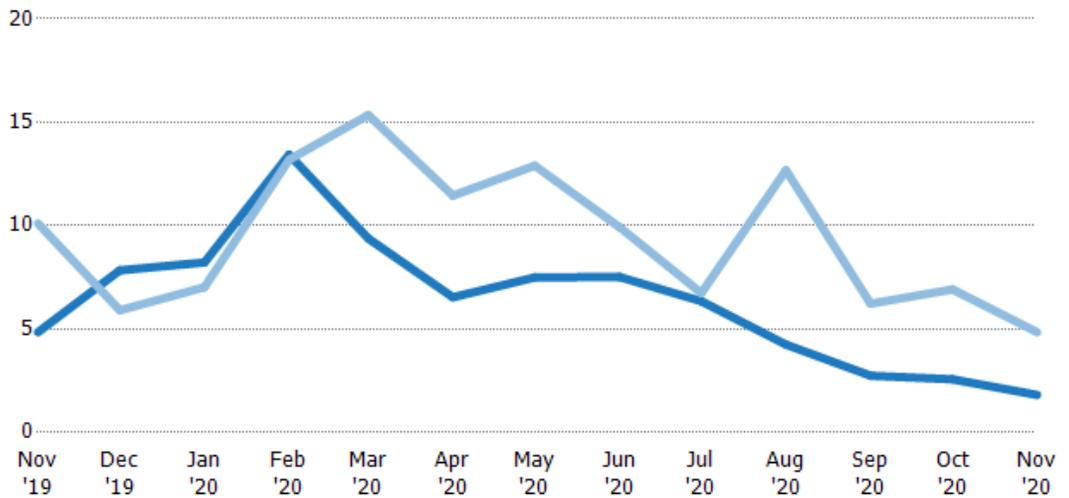
	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20
Current Year	156	182	205	194	219	248	216	135	99	74	74	78	80
Prior Year	147	168	192	182	194	211	149	120	104	100	119	135	156
Percent Change from Prior Year	6%	8%	7%	7%	13%	18%	45%	13%	-5%	-26%	-38%	-42%	-49%

## 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



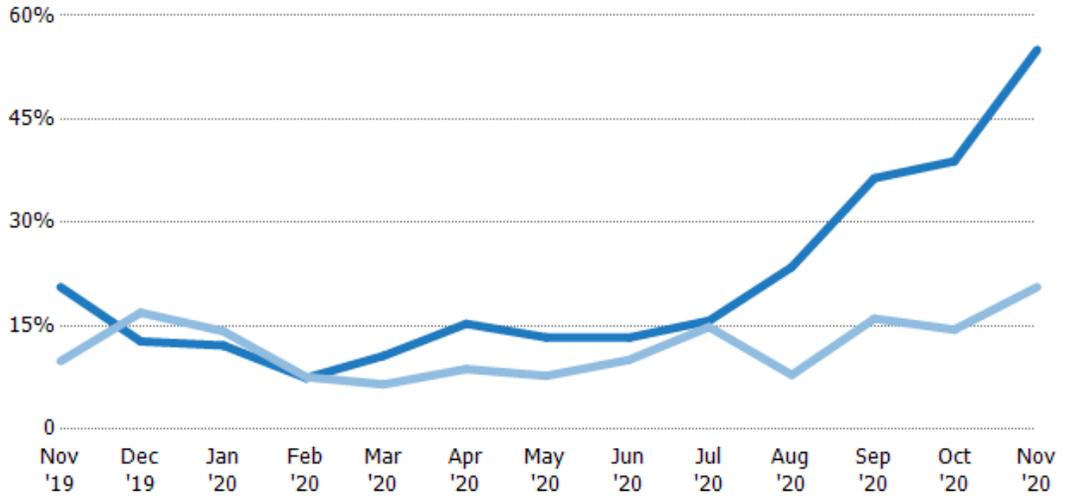
	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20
Current Year	4.85	7.84	8.22	13.4	9.38	6.54	7.5	7.52	6.35	4.25	2.75	2.57	1.82
Prior Year	10.1	5.91	7.03	13.2	15.4	11.5	12.9	9.93	6.74	12.7	6.23	6.92	4.85
Percent Change from Prior Year	-52%	33%	17%	2%	-39%	-43%	-42%	-24%	-6%	-66%	-56%	-63%	-63%

## 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



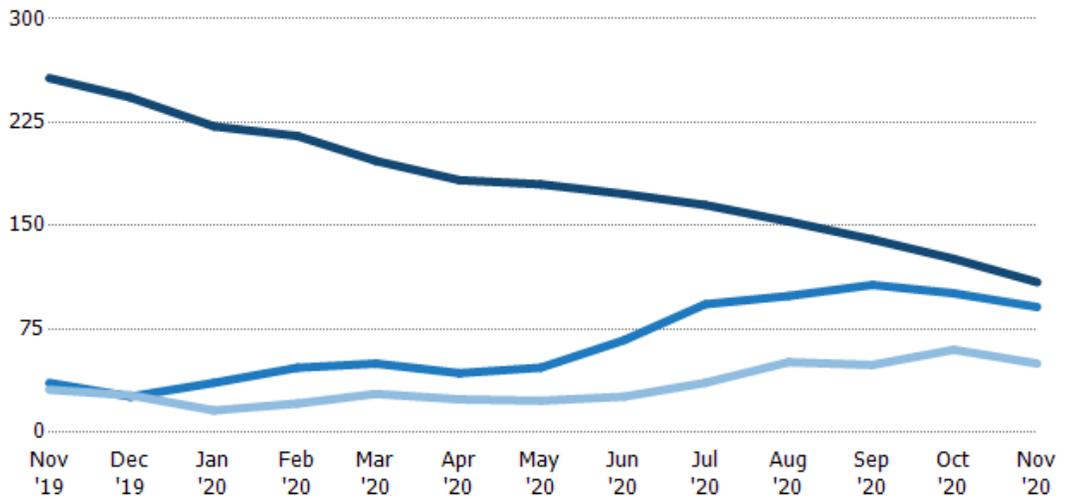
	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20
Current Year	21%	13%	12%	7%	11%	15%	13%	13%	16%	24%	36%	39%	55%
Prior Year	10%	17%	14%	8%	7%	9%	8%	10%	15%	8%	16%	14%	21%
Change from Prior Year	-11%	4%	2%	0%	-4%	-7%	-6%	-3%	-1%	-16%	-20%	-24%	-34%

## 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



	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20
Active	257	243	222	215	197	183	180	173	165	153	140	126	109
Pending	36	26	36	47	50	43	47	67	93	99	107	101	91
Sold	31	27	16	21	28	24	23	26	36	51	49	60	50

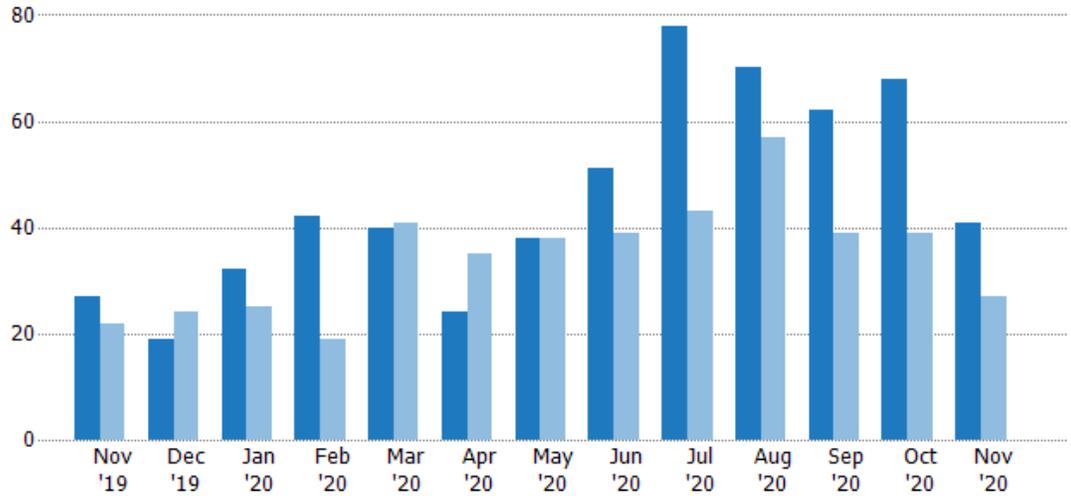
## New Pending Sales

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.
Nov '20	41	51.9%
Nov '19	27	22.7%
Nov '18	22	22.7%



Current Year	27	19	32	42	40	24	38	51	78	70	62	68	41
Prior Year	22	24	25	19	41	35	38	39	43	57	39	39	27
Percent Change from Prior Year	23%	-21%	28%	121%	-2%	-31%	0%	31%	81%	23%	59%	74%	52%

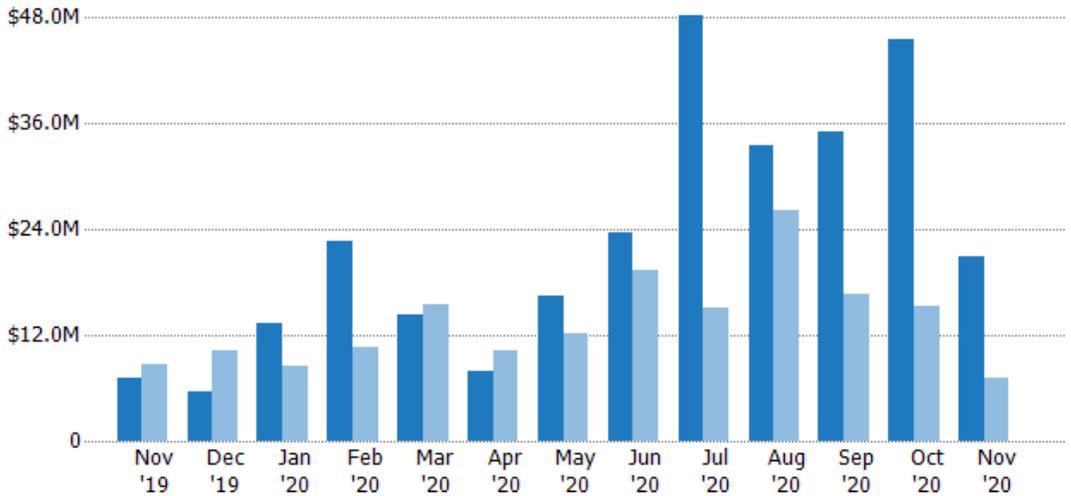
## New Pending Sales Volume

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.
Nov '20	\$20.9M	189.9%
Nov '19	\$7.22M	-17.4%
Nov '18	\$8.74M	-14.1%



Current Year	\$7.22M	\$5.62M	\$13.4M	\$22.6M	\$14.4M	\$7.89M	\$16.5M	\$23.7M	\$48.3M	\$33.5M	\$35M	\$45.5M	\$20.9M
Prior Year	\$8.74M	\$10.2M	\$8.45M	\$10.7M	\$15.5M	\$10.3M	\$12.3M	\$19.4M	\$15.1M	\$26.2M	\$16.7M	\$15.3M	\$7.22M
Percent Change from Prior Year	-17%	-45%	59%	111%	-7%	-23%	35%	22%	221%	28%	110%	197%	190%

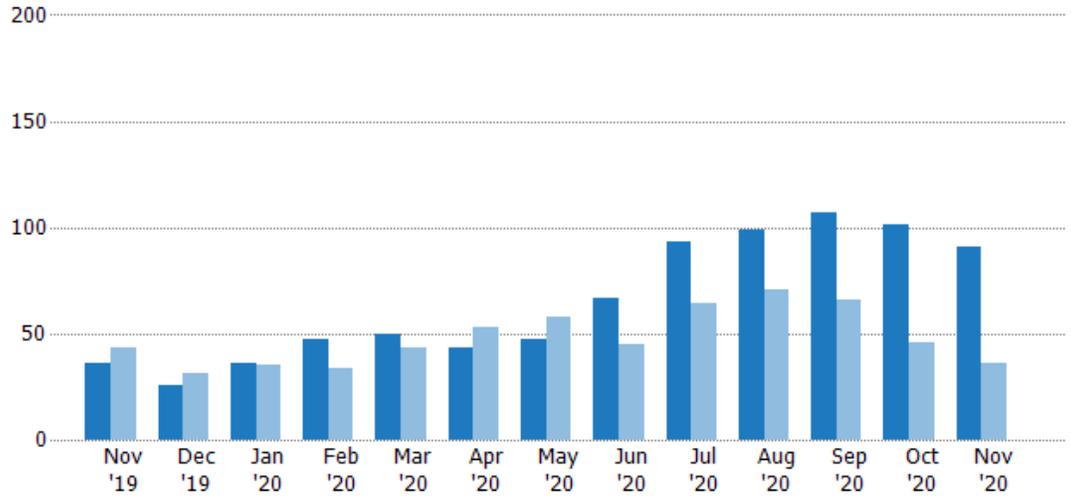
## Pending Sales

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.
Nov '20	91	152.8%
Nov '19	36	-16.3%
Nov '18	43	-20.9%



	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20
Current Year	36	26	36	47	50	43	47	67	93	99	107	101	91
Prior Year	43	31	35	34	43	53	58	45	64	71	66	46	36
Percent Change from Prior Year	-16%	-16%	3%	38%	16%	-19%	-19%	49%	45%	39%	62%	120%	153%

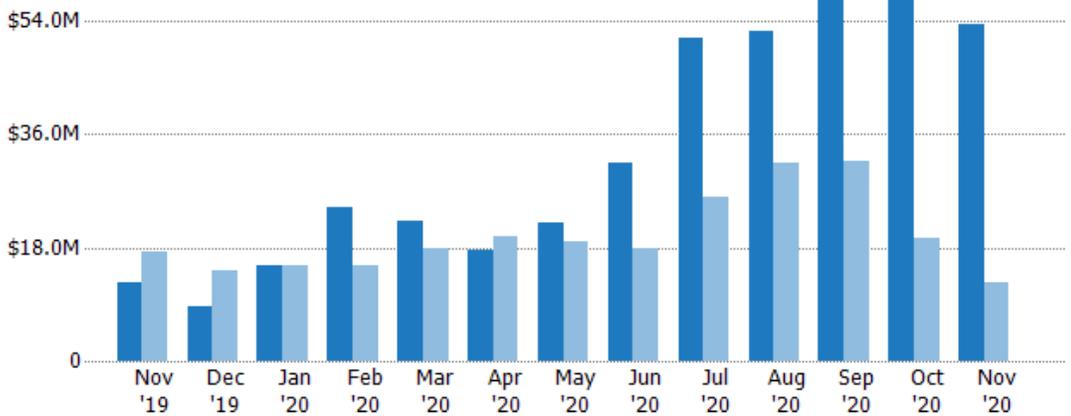
## Pending Sales Volume

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.
Nov '20	\$53.4M	334.1%
Nov '19	\$12.3M	-29.4%
Nov '18	\$17.4M	-46.2%



	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20
Current Year	\$12.3M	\$8.61M	\$15M	\$24.3M	\$22.2M	\$17.7M	\$22M	\$31.5M	\$51.2M	\$52.5M	\$62M	\$59.8M	\$53.4M
Prior Year	\$17.4M	\$14.3M	\$15.1M	\$15.1M	\$17.9M	\$19.8M	\$19M	\$17.8M	\$25.9M	\$31.5M	\$31.7M	\$19.5M	\$12.3M
Percent Change from Prior Year	-29%	-40%	-1%	61%	24%	-11%	16%	77%	98%	66%	95%	206%	334%

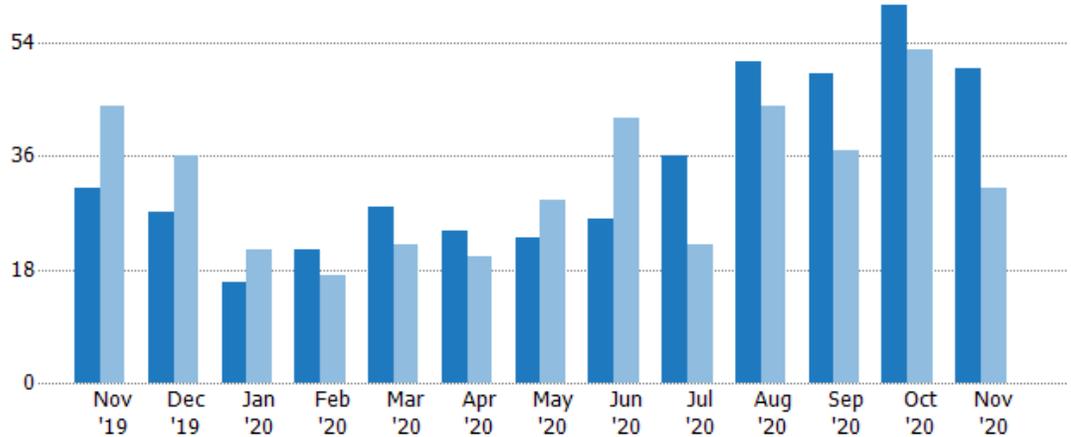
## Closed Sales

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.
Nov '20	50	61.3%
Nov '19	31	-29.5%
Nov '18	44	-9.1%



	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20
Current Year	31	27	16	21	28	24	23	26	36	51	49	60	50
Prior Year	44	36	21	17	22	20	29	42	22	44	37	53	31
Percent Change from Prior Year	-30%	-25%	-24%	24%	27%	20%	-21%	-38%	64%	16%	32%	13%	61%

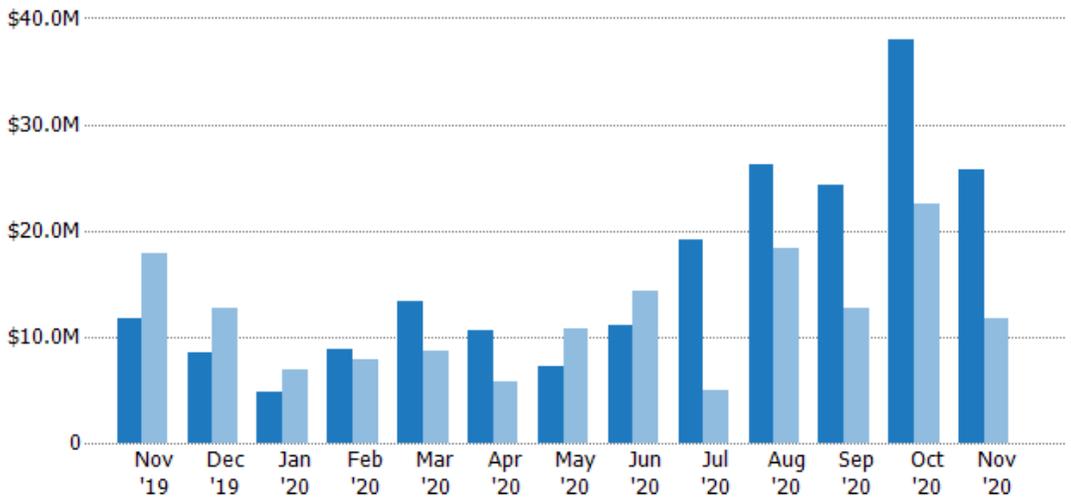
## Closed Sales Volume

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.
Nov '20	\$25.7M	120.3%
Nov '19	\$11.7M	-34.6%
Nov '18	\$17.8M	-31.9%



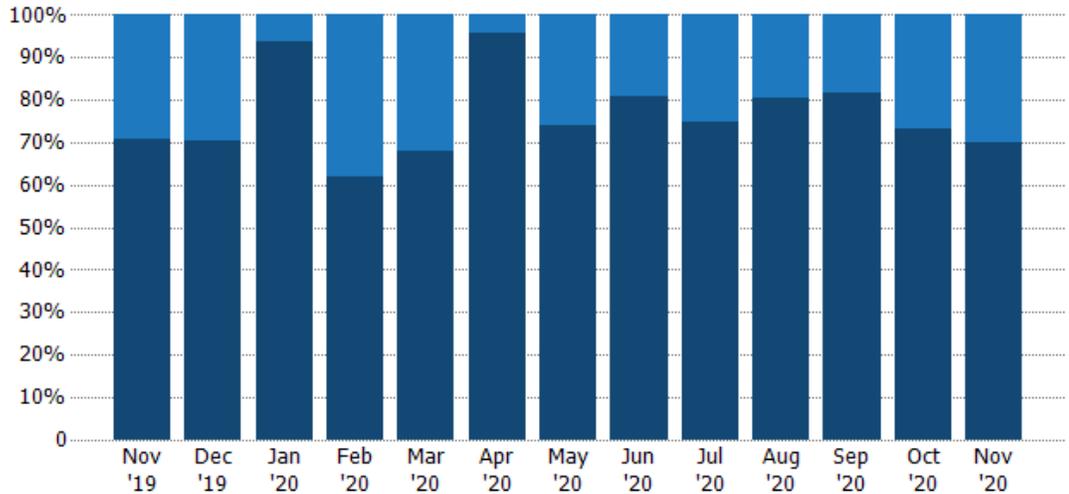
	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20
Current Year	\$11.7M	\$8.48M	\$4.77M	\$8.88M	\$13.3M	\$10.5M	\$7.15M	\$11.1M	\$19.2M	\$26.3M	\$24.3M	\$38M	\$25.7M
Prior Year	\$17.8M	\$12.7M	\$6.95M	\$7.89M	\$8.71M	\$5.73M	\$10.7M	\$14.4M	\$4.91M	\$18.3M	\$12.6M	\$22.5M	\$11.7M
Percent Change from Prior Year	-35%	-33%	-31%	12%	53%	84%	-33%	-23%	290%	43%	93%	69%	120%

## 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



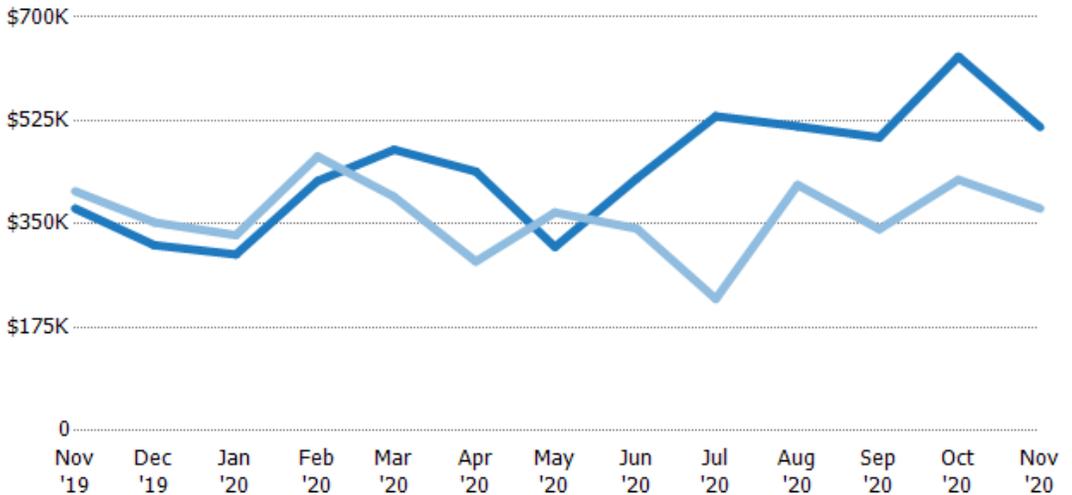
Property Type	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20
Condo/Townhouse	29%	30%	6%	38%	32%	4%	26%	19%	25%	20%	18%	27%	30%
Single Family Residence	71%	70%	94%	62%	68%	96%	74%	81%	75%	80%	82%	73%	70%

## 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.
Nov '20	\$514K	36.6%
Nov '19	\$376K	-7.2%
Nov '18	\$405K	-25.1%

Property Type	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20
Current Year	\$376K	\$314K	\$298K	\$423K	\$476K	\$439K	\$311K	\$427K	\$532K	\$515K	\$496K	\$633K	\$514K
Prior Year	\$405K	\$353K	\$331K	\$464K	\$396K	\$286K	\$369K	\$342K	\$223K	\$416K	\$341K	\$425K	\$376K
Percent Change from Prior Year	-7%	-11%	-10%	-9%	20%	53%	-16%	25%	139%	24%	45%	49%	37%

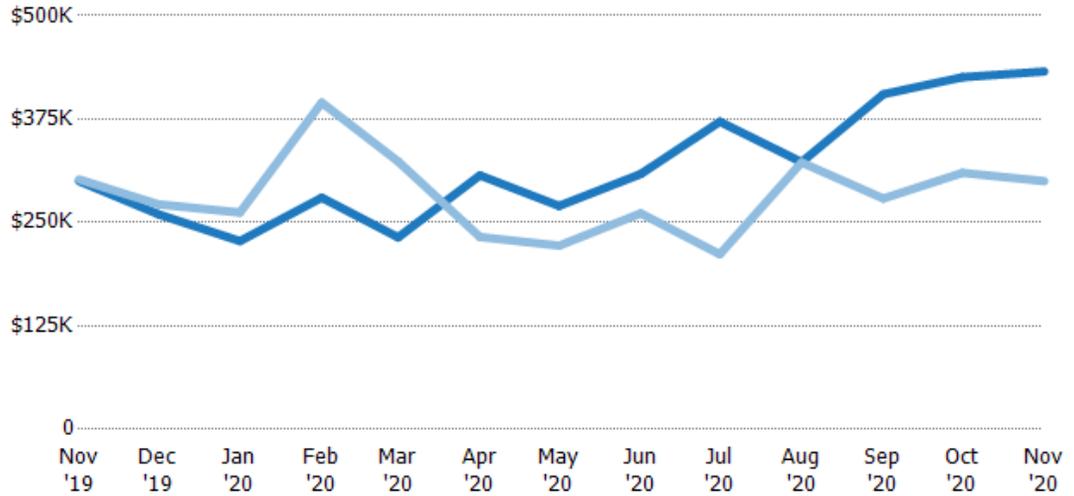
## Median Sales Price

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.
Nov '20	\$433K	44.2%
Nov '19	\$300K	-0.7%
Nov '18	\$302K	-22.3%



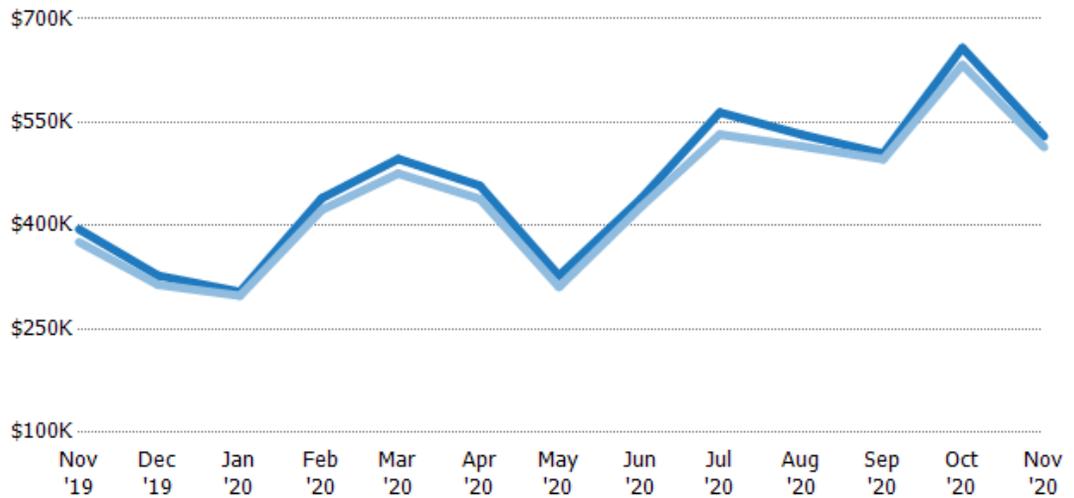
Current Year	\$300K	\$260K	\$228K	\$280K	\$232K	\$307K	\$270K	\$309K	\$372K	\$323K	\$405K	\$426K	\$433K
Prior Year	\$302K	\$272K	\$262K	\$395K	\$324K	\$233K	\$222K	\$261K	\$212K	\$323K	\$279K	\$310K	\$300K
Percent Change from Prior Year	-1%	-4%	-13%	-29%	-28%	32%	22%	18%	76%	0%	45%	37%	44%

## 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



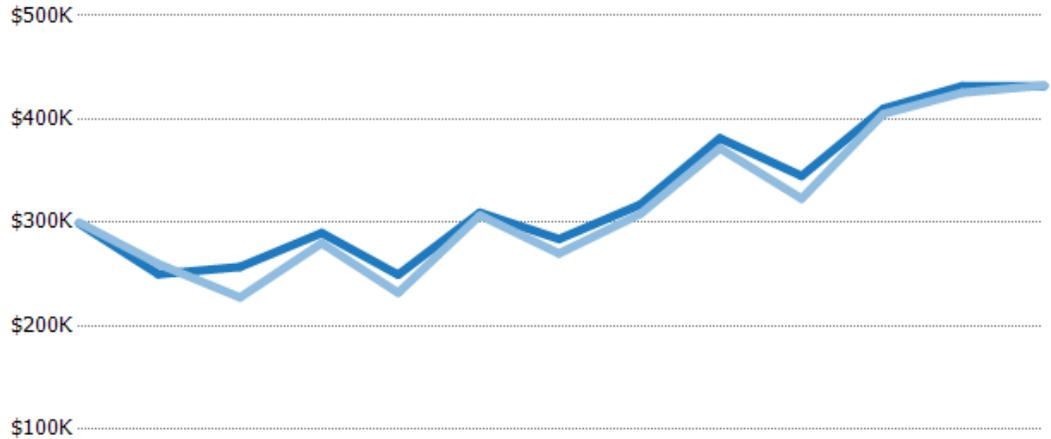
Avg List Price	\$395K	\$327K	\$304K	\$440K	\$497K	\$458K	\$327K	\$439K	\$564K	\$532K	\$504K	\$658K	\$530K
Avg Sales Price	\$376K	\$314K	\$298K	\$423K	\$476K	\$439K	\$311K	\$427K	\$532K	\$515K	\$496K	\$633K	\$514K
Avg Sales Price as a % of Avg List Price	95%	96%	98%	96%	96%	96%	95%	97%	94%	97%	98%	96%	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



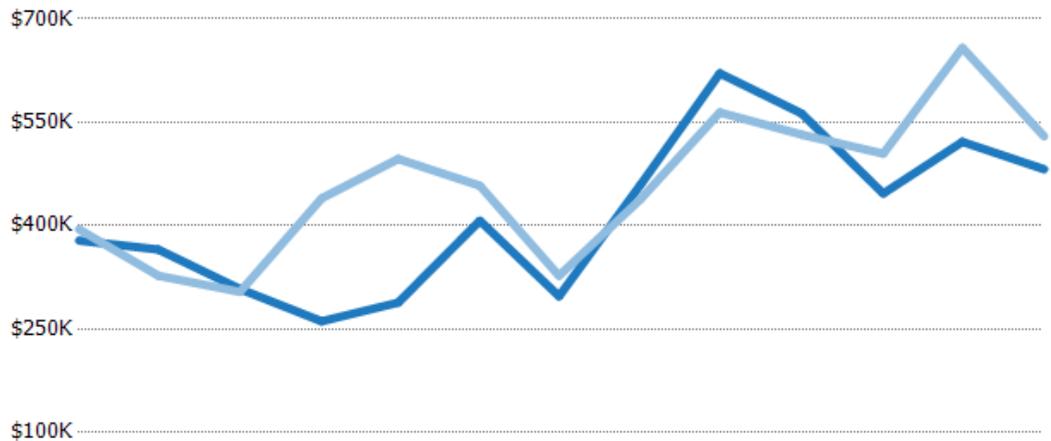
	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20
Median List Price	\$299K	\$250K	\$257K	\$290K	\$249K	\$310K	\$284K	\$318K	\$382K	\$345K	\$410K	\$432K	\$432K
Median Sales Price	\$300K	\$260K	\$228K	\$280K	\$232K	\$307K	\$270K	\$309K	\$372K	\$323K	\$405K	\$426K	\$433K
Med Sales Price as a % of Med List Price	100%	104%	89%	97%	93%	99%	95%	97%	97%	94%	99%	99%	100%

## 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



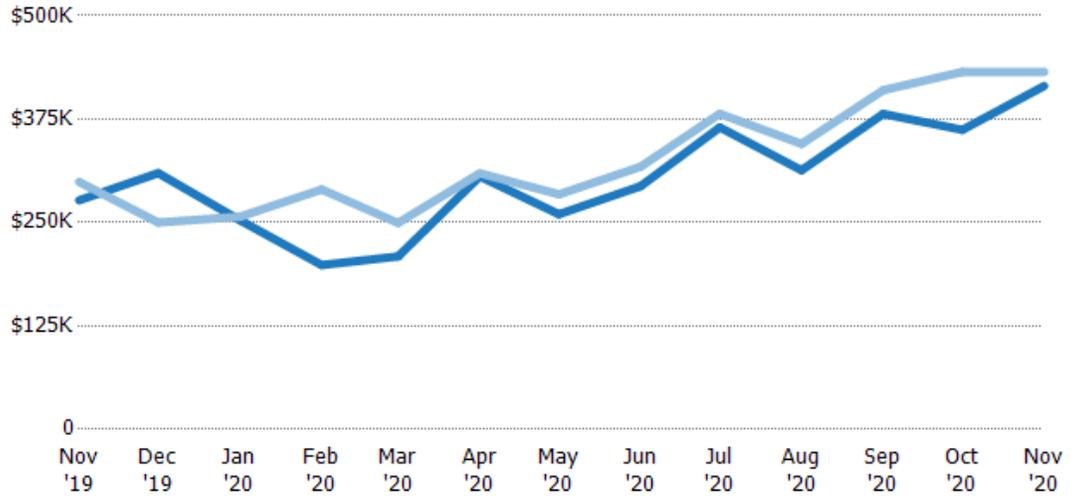
	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20
Avg Est Value	\$378K	\$365K	\$308K	\$261K	\$288K	\$407K	\$298K	\$460K	\$621K	\$563K	\$447K	\$522K	\$482K
Avg Sales Price	\$395K	\$327K	\$304K	\$440K	\$497K	\$458K	\$327K	\$439K	\$564K	\$532K	\$504K	\$658K	\$530K
Avg Sales Price as a % of Avg Est Value	104%	90%	99%	168%	172%	112%	110%	95%	91%	95%	113%	126%	110%

## 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



	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20
Median Est Value	\$277K	\$310K	\$253K	\$199K	\$209K	\$306K	\$260K	\$294K	\$365K	\$313K	\$381K	\$362K	\$415K
Median Sales Price	\$299K	\$250K	\$257K	\$290K	\$249K	\$310K	\$284K	\$318K	\$382K	\$345K	\$410K	\$432K	\$432K
Med Sales Price as a % of Med Est Value	108%	81%	102%	146%	119%	101%	109%	108%	105%	110%	108%	119%	104%