

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	Oct 2020	Oct 2019	+ / -	YTD 2020	YTD 2019	+ / -
Listing Activity Charts Metrics						
New Listing Count	59	35	+68.6%	437	475	-8%
New Listing Volume	\$43,621,021	\$15,956,300	+173.4%	\$268,165,509	\$214,352,485	+25.1%
Active Listing Count	126	256	-50.8%	N/A	N/A	
Active Listing Volume	\$116,709,300	\$148,794,499	-21.6%	N/A	N/A	
Average Listing Price	\$926,264	\$581,229	+59.4%	\$724,604	\$534,868	+35.5%
Median Listing Price	\$371,450	\$324,500	+14.5%	\$365,362	\$321,727	+13.6%
Median Days in RPR	78	134.5	-42%	130.42	140.54	-7.2%
Months of Inventory	2.6	6.9	-62.8%	5.7	8.5	-33.1%
Absorption Rate	38.89%	14.45%	+24.4%	17.5%	11.71%	+5.8%
Sales Activity Charts Metrics						
New Pending Sales Count	68	39	+74.4%	505	375	+34.7%
New Pending Sales Volume	\$45,515,721	\$15,327,830	+196.9%	\$260,841,659	\$149,774,985	+74.2%
Pending Sales Count	101	46	+119.6%	N/A	N/A	
Pending Sales Volume	\$59,761,700	\$19,518,230	+206.2%	N/A	N/A	
Closed Sales Count	60	53	+13.2%	334	307	+8.8%
Closed Sales Volume	\$38,001,121	\$22,514,200	+68.8%	\$163,502,078	\$112,721,033	+45.1%
Average Sales Price	\$633,352	\$424,796	+49.1%	\$489,527	\$367,169	+33.3%
Median Sales Price	\$425,600	\$310,000	+37.3%	\$337,896	\$283,340	+19.3%

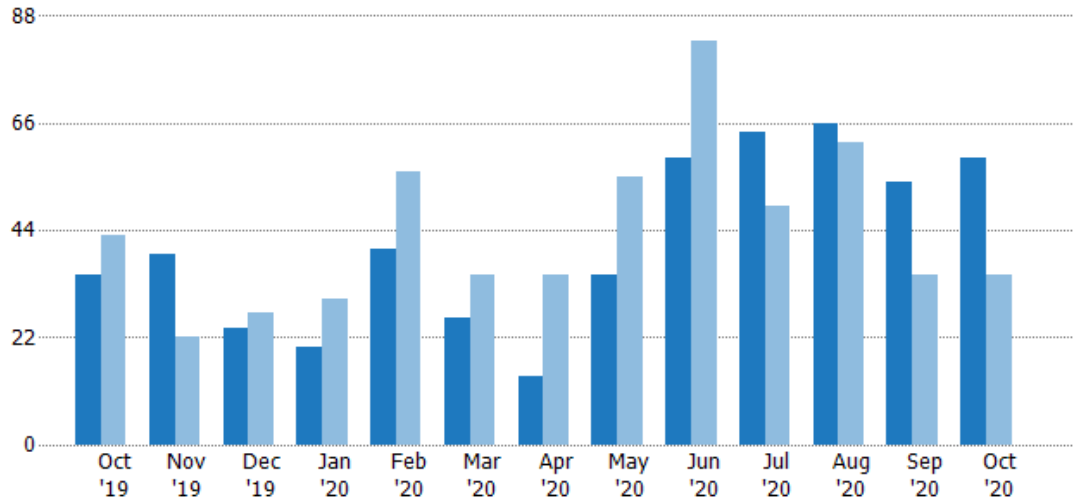
New Listings

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.
Oct '20	59	68.6%
Oct '19	35	-18.6%
Oct '18	43	14%



	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20
Current Year	35	39	24	20	40	26	14	35	59	64	66	54	59
Prior Year	43	22	27	30	56	35	35	55	83	49	62	35	35
Percent Change from Prior Year	-19%	77%	-11%	-33%	-29%	-26%	-60%	-36%	-29%	31%	6%	54%	69%

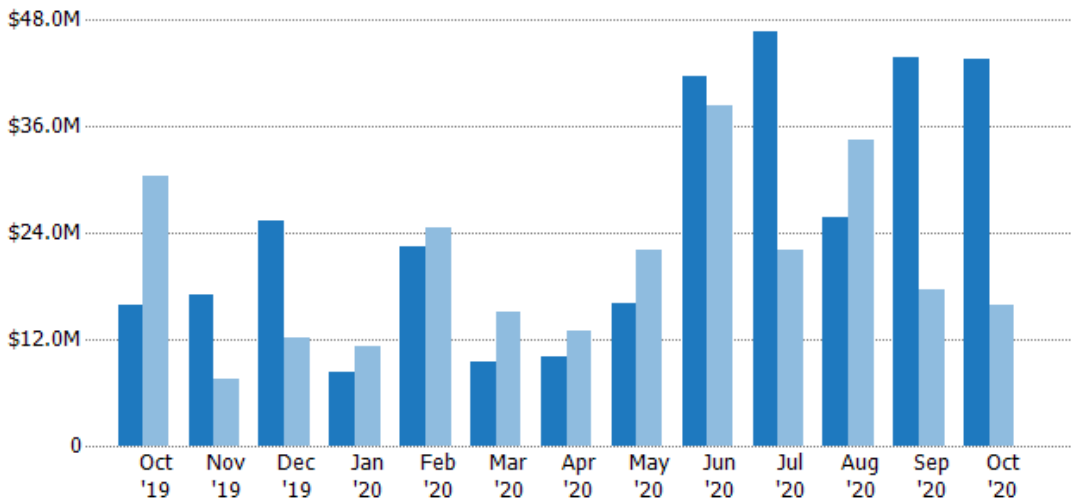
New Listing Volume

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.
Oct '20	\$43.6M	173.4%
Oct '19	\$16M	-47.5%
Oct '18	\$30.4M	-33.2%



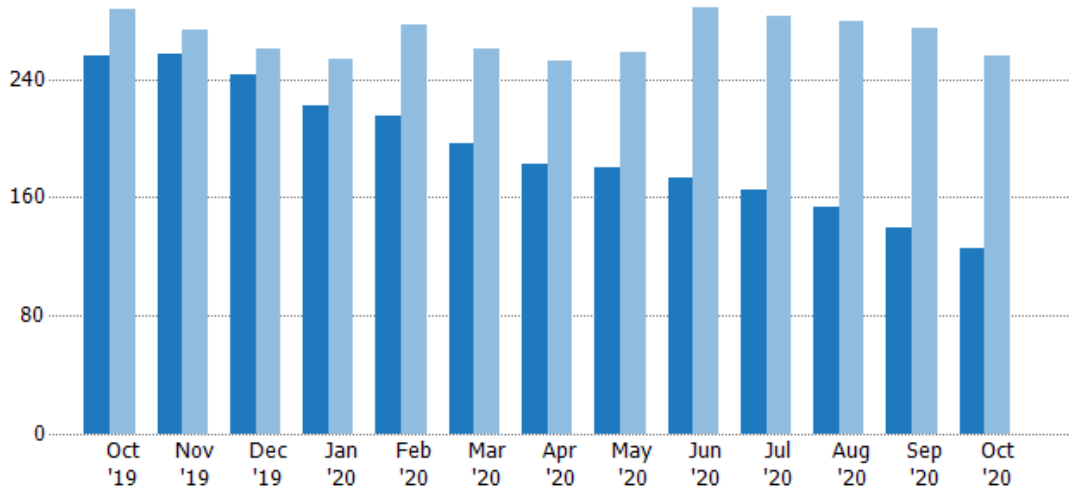
	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20
Current Year	\$16M	\$17M	\$25.3M	\$8.23M	\$22.5M	\$9.57M	\$10.1M	\$16.1M	\$41.6M	\$46.7M	\$25.7M	\$43.9M	\$43.6M
Prior Year	\$30.4M	\$7.54M	\$12.1M	\$11.2M	\$24.6M	\$15M	\$13.1M	\$22.1M	\$38.3M	\$22M	\$34.6M	\$17.5M	\$16M
Percent Change from Prior Year	-48%	125%	109%	-27%	-8%	-36%	-22%	-27%	9%	112%	-25%	150%	173%

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



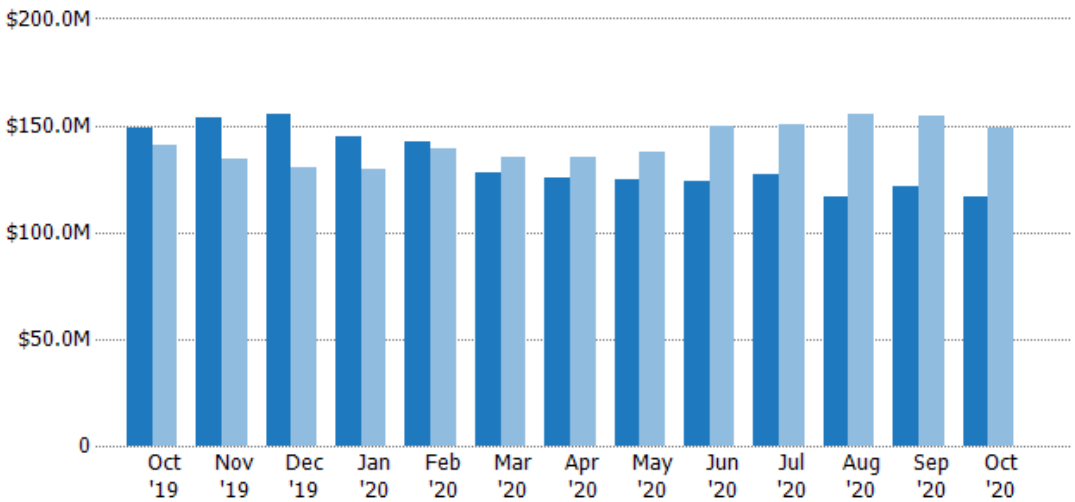
	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20
Current Year	256	257	243	222	215	197	183	180	173	165	153	140	126
Prior Year	287	273	260	253	277	261	252	258	288	283	279	274	256
Percent Change from Prior Year	-11%	-6%	-7%	-12%	-22%	-25%	-27%	-30%	-40%	-42%	-45%	-49%	-51%

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



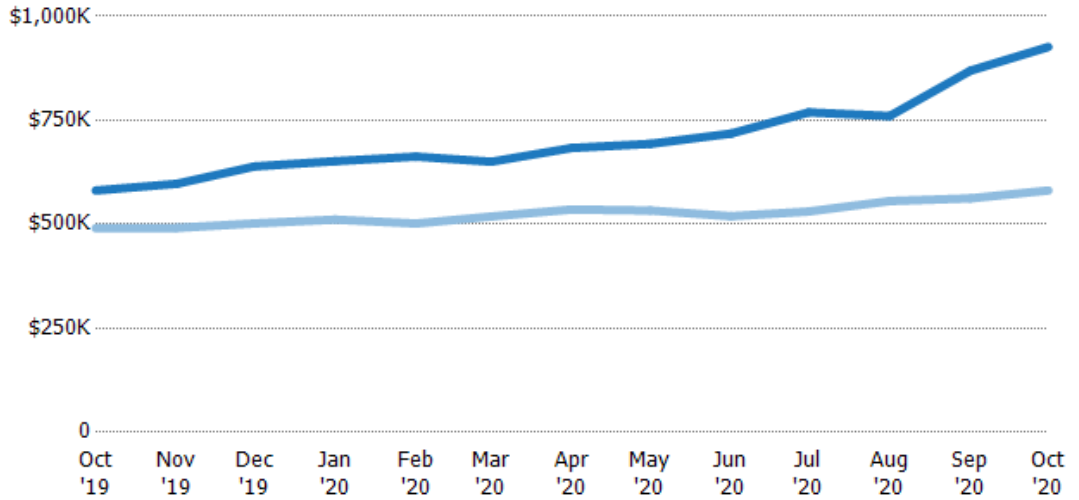
	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20
Current Year	\$149M	\$154M	\$155M	\$145M	\$142M	\$128M	\$125M	\$125M	\$124M	\$127M	\$116M	\$122M	\$117M
Prior Year	\$141M	\$134M	\$131M	\$129M	\$139M	\$135M	\$135M	\$138M	\$150M	\$150M	\$155M	\$154M	\$149M
Percent Change from Prior Year	6%	14%	19%	12%	3%	-5%	-7%	-9%	-17%	-16%	-25%	-21%	-22%

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



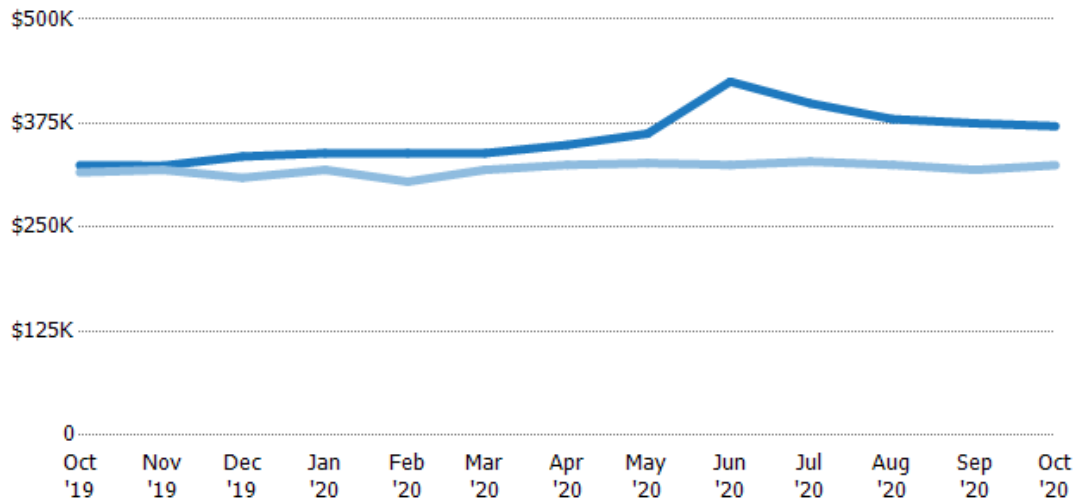
	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20
Current Year	\$581K	\$597K	\$639K	\$652K	\$663K	\$650K	\$684K	\$693K	\$718K	\$769K	\$760K	\$869K	\$926K
Prior Year	\$491K	\$491K	\$502K	\$511K	\$502K	\$519K	\$536K	\$533K	\$519K	\$531K	\$556K	\$562K	\$581K
Percent Change from Prior Year	18%	22%	27%	27%	32%	25%	28%	30%	38%	45%	37%	55%	59%

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



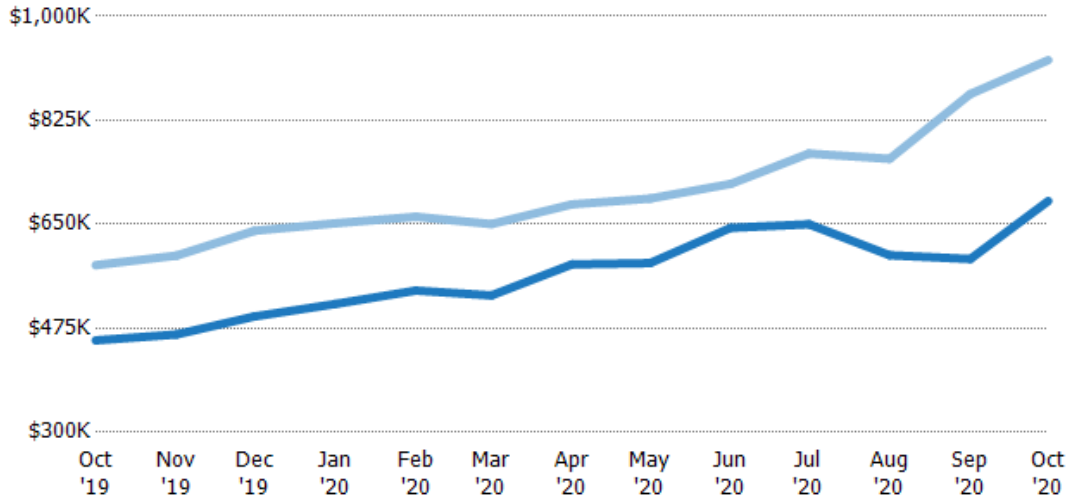
	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20
Current Year	\$325K	\$324K	\$335K	\$339K	\$339K	\$339K	\$349K	\$363K	\$425K	\$399K	\$380K	\$375K	\$371K
Prior Year	\$316K	\$319K	\$310K	\$319K	\$305K	\$319K	\$325K	\$327K	\$325K	\$329K	\$325K	\$319K	\$325K
Percent Change from Prior Year	3%	2%	8%	6%	11%	6%	7%	11%	31%	21%	17%	18%	14%

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



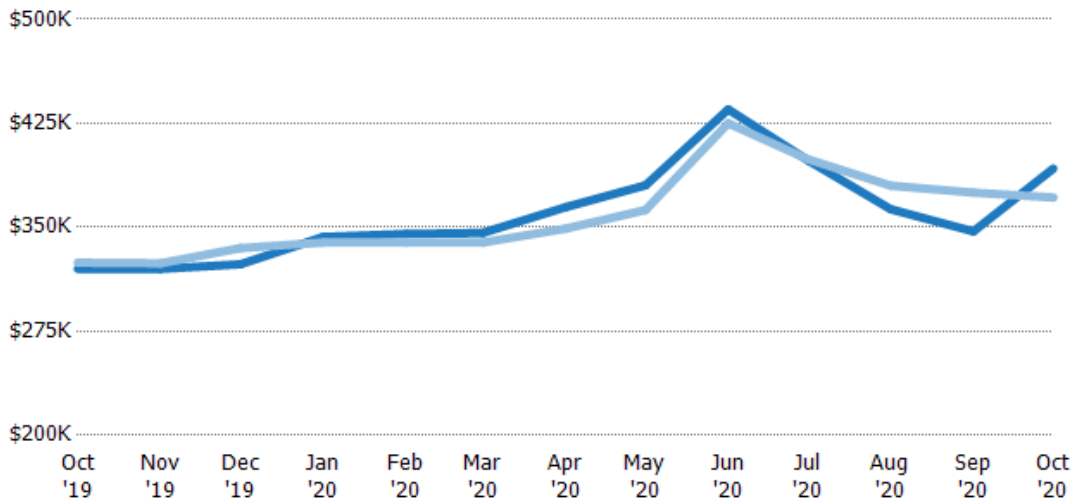
	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20
Avg Est Value	\$455K	\$465K	\$495K	\$516K	\$538K	\$530K	\$583K	\$585K	\$644K	\$650K	\$598K	\$592K	\$689K
Avg Listing Price	\$581K	\$597K	\$639K	\$652K	\$663K	\$650K	\$684K	\$693K	\$718K	\$769K	\$760K	\$869K	\$926K
Avg Listing Price as a % of Avg Est Value	128%	129%	129%	126%	123%	123%	117%	119%	111%	118%	127%	147%	134%

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



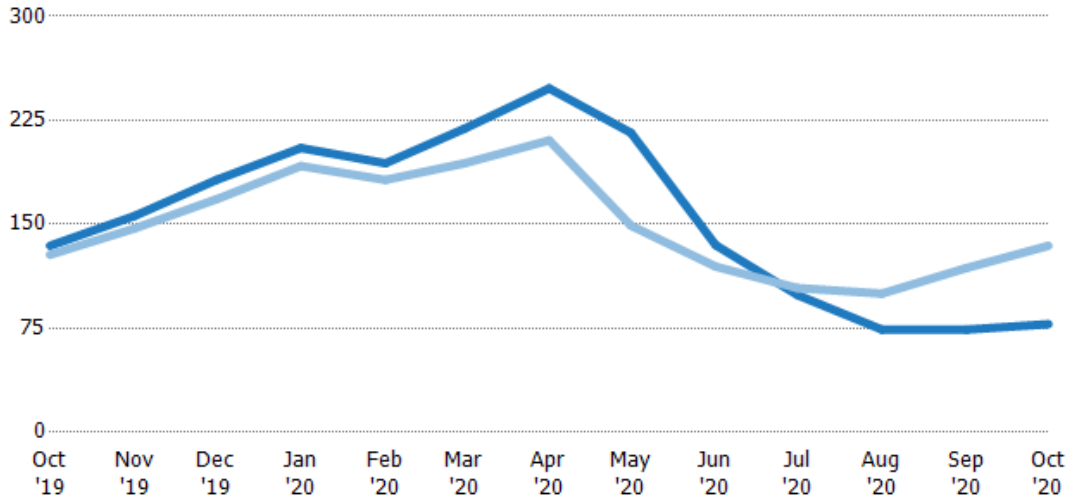
	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20
Median Est Value	\$320K	\$320K	\$323K	\$343K	\$345K	\$346K	\$365K	\$380K	\$435K	\$398K	\$363K	\$347K	\$392K
Median Listing Price	\$325K	\$324K	\$335K	\$339K	\$339K	\$339K	\$349K	\$363K	\$425K	\$399K	\$380K	\$375K	\$371K
Med Listing Price as a % of Med Est Value	101%	101%	104%	99%	98%	98%	96%	95%	98%	100%	105%	108%	95%

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



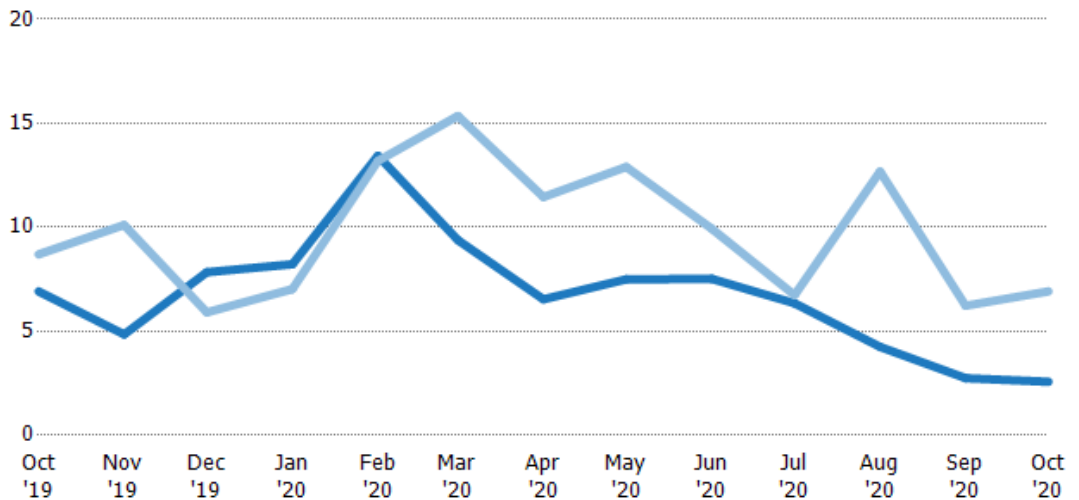
	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20
Current Year	135	156	182	205	194	219	248	216	135	99	74	74	78
Prior Year	128	147	168	192	182	194	211	149	120	104	100	119	135
Percent Change from Prior Year	5%	6%	8%	7%	7%	13%	18%	45%	13%	-5%	-26%	-38%	-42%

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



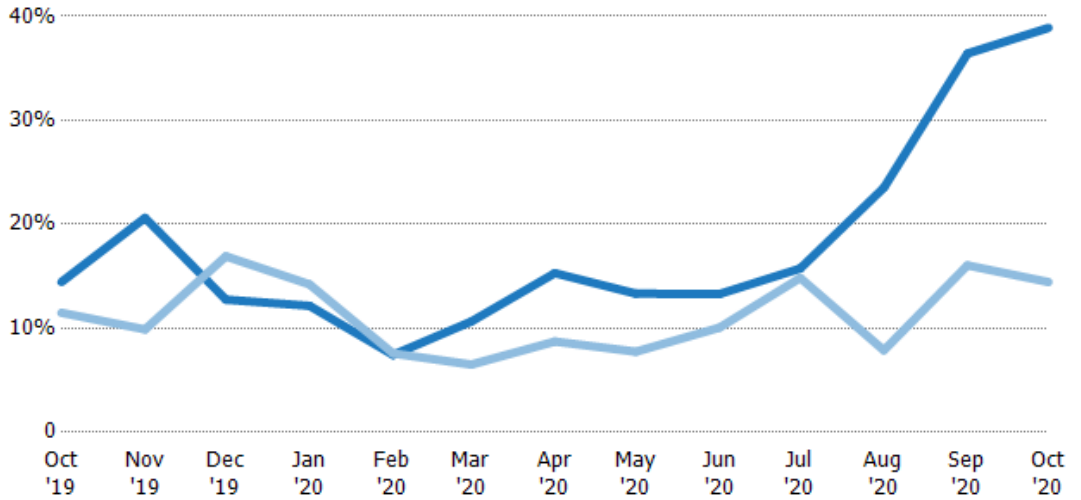
	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20
Current Year	6.92	4.85	7.84	8.22	13.4	9.38	6.54	7.5	7.52	6.35	4.25	2.75	2.57
Prior Year	8.7	10.1	5.91	7.03	13.2	15.4	11.5	12.9	9.93	6.74	12.7	6.23	6.92
Percent Change from Prior Year	-20%	-52%	33%	17%	2%	-39%	-43%	-42%	-24%	-6%	-66%	-56%	-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



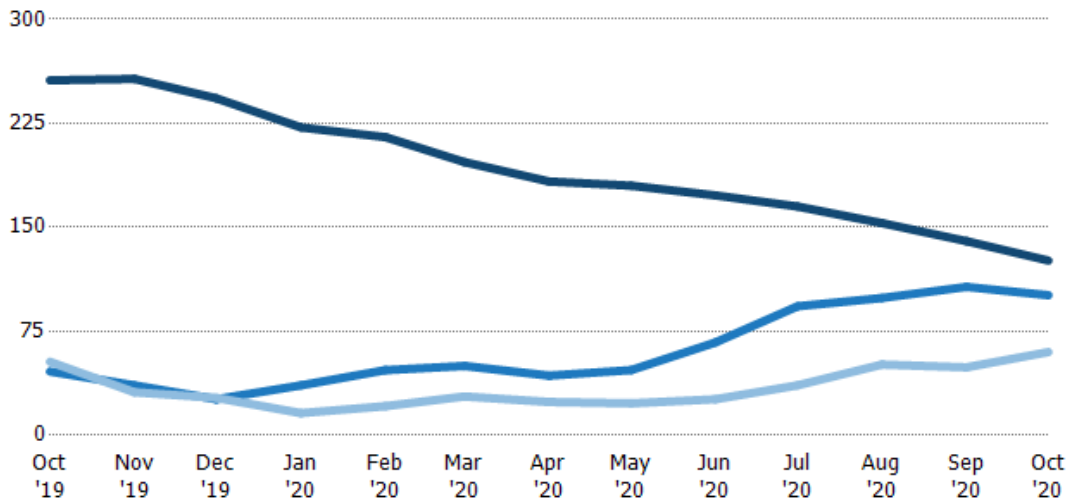
	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20
Current Year	14%	21%	13%	12%	7%	11%	15%	13%	13%	16%	24%	36%	39%
Prior Year	11%	10%	17%	14%	8%	7%	9%	8%	10%	15%	8%	16%	14%
Change from Prior Year	-3%	-11%	4%	2%	0%	-4%	-7%	-6%	-3%	-1%	-16%	-20%	-24%

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



	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20
Active	256	257	243	222	215	197	183	180	173	165	153	140	126
Pending	46	36	26	36	47	50	43	47	67	93	99	107	101
Sold	53	31	27	16	21	28	24	23	26	36	51	49	60

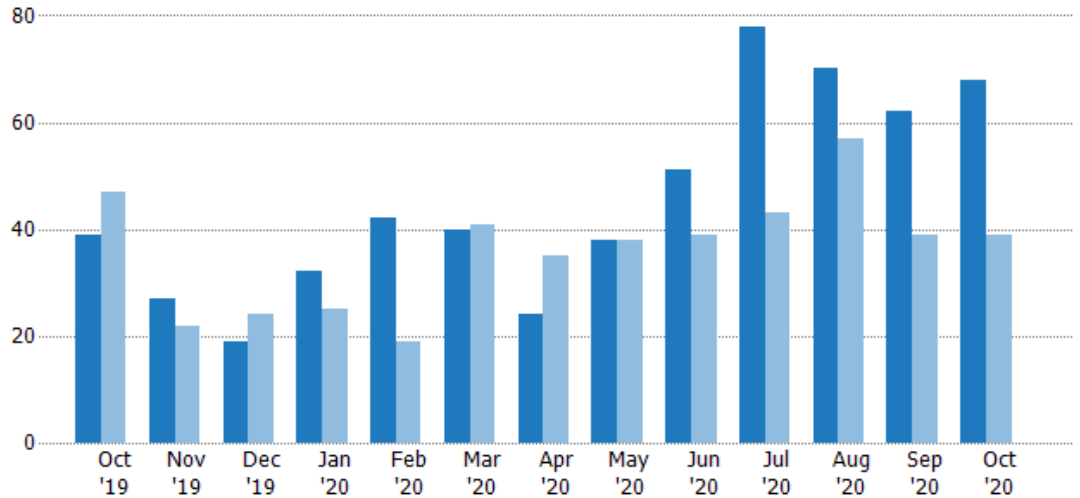
New Pending Sales

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.
Oct '20	68	74.4%
Oct '19	39	-17%
Oct '18	47	-23.4%



	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20
Current Year	39	27	19	32	42	40	24	38	51	78	70	62	68
Prior Year	47	22	24	25	19	41	35	38	39	43	57	39	39
Percent Change from Prior Year	-17%	23%	-21%	28%	121%	-2%	-31%	0%	31%	81%	23%	59%	74%

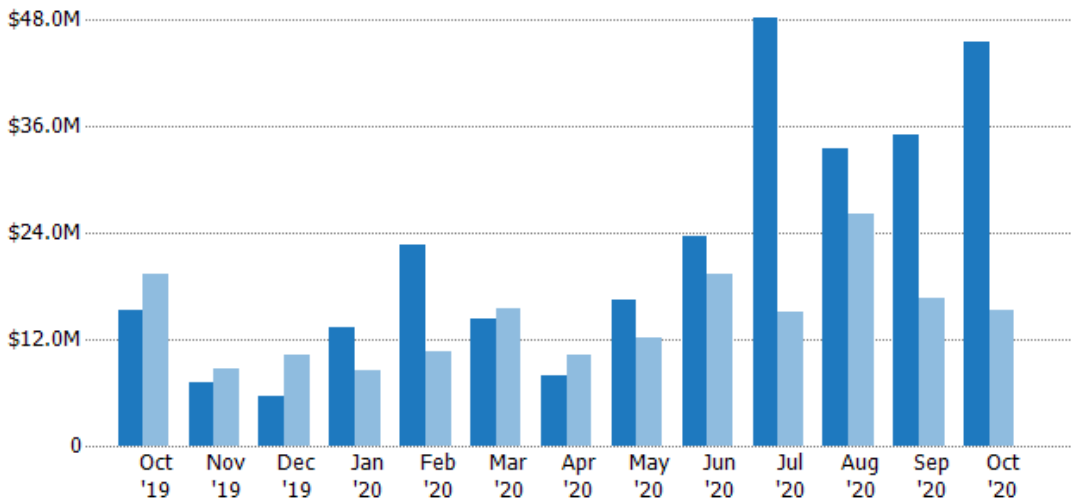
New Pending Sales Volume

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.
Oct '20	\$45.5M	196.9%
Oct '19	\$15.3M	-20.5%
Oct '18	\$19.3M	-48.7%



	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20
Current Year	\$15.3M	\$7.22M	\$5.62M	\$13.4M	\$22.6M	\$14.4M	\$7.89M	\$16.5M	\$23.7M	\$48.3M	\$33.5M	\$35M	\$45.5M
Prior Year	\$19.3M	\$8.74M	\$10.2M	\$8.45M	\$10.7M	\$15.5M	\$10.3M	\$12.3M	\$19.4M	\$15.1M	\$26.2M	\$16.7M	\$15.3M
Percent Change from Prior Year	-21%	-17%	-45%	59%	111%	-7%	-23%	35%	22%	221%	28%	110%	197%

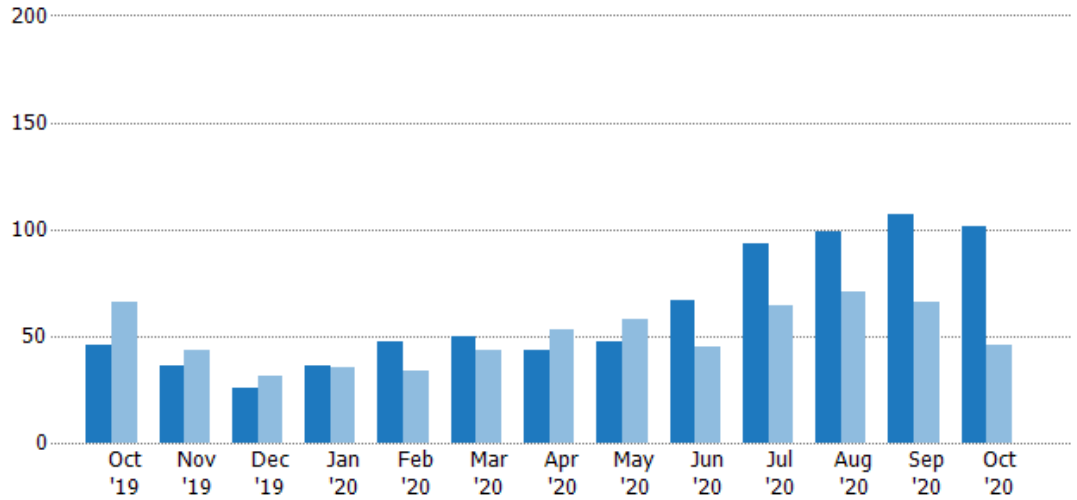
Pending Sales

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.
Oct '20	101	119.6%
Oct '19	46	-30.3%
Oct '18	66	-28.8%



	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20
Current Year	46	36	26	36	47	50	43	47	67	93	99	107	101
Prior Year	66	43	31	35	34	43	53	58	45	64	71	66	46
Percent Change from Prior Year	-30%	-16%	-16%	3%	38%	16%	-19%	-19%	49%	45%	39%	62%	120%

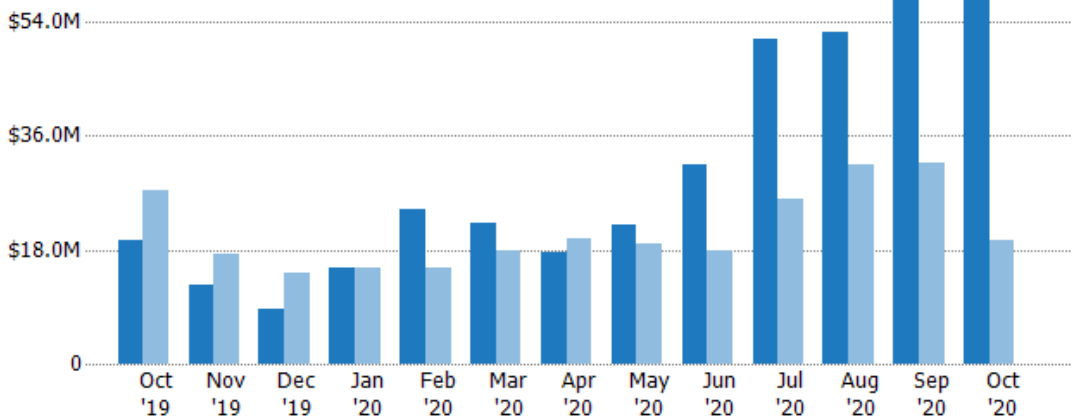
Pending Sales Volume

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.
Oct '20	\$59.8M	206.2%
Oct '19	\$19.5M	-29%
Oct '18	\$27.5M	-46.7%



	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20
Current Year	\$19.5M	\$12.3M	\$8.61M	\$15M	\$24.3M	\$22.2M	\$17.7M	\$22M	\$31.5M	\$51.2M	\$52.5M	\$62M	\$59.8M
Prior Year	\$27.5M	\$17.4M	\$14.3M	\$15.1M	\$15.1M	\$17.9M	\$19.8M	\$19M	\$17.8M	\$25.9M	\$31.5M	\$31.7M	\$19.5M
Percent Change from Prior Year	-29%	-29%	-40%	-1%	61%	24%	-11%	16%	77%	98%	66%	95%	206%

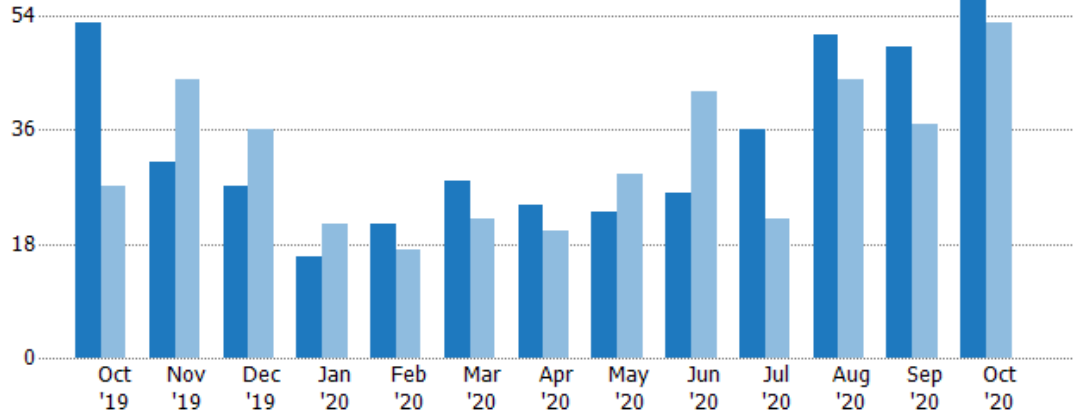
Closed Sales

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.
Oct '20	60	13.2%
Oct '19	53	96.3%
Oct '18	27	88.9%



Current Year	53	31	27	16	21	28	24	23	26	36	51	49	60
Prior Year	27	44	36	21	17	22	20	29	42	22	44	37	53
Percent Change from Prior Year	96%	-30%	-25%	-24%	24%	27%	20%	-21%	-38%	64%	16%	32%	13%

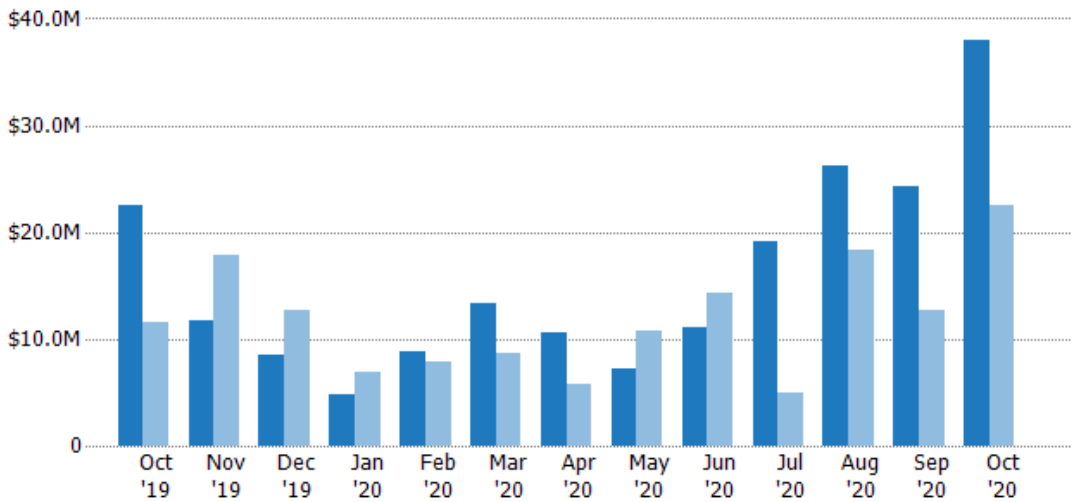
Closed Sales Volume

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.
Oct '20	\$38M	68.8%
Oct '19	\$22.5M	93.5%
Oct '18	\$11.6M	50.6%



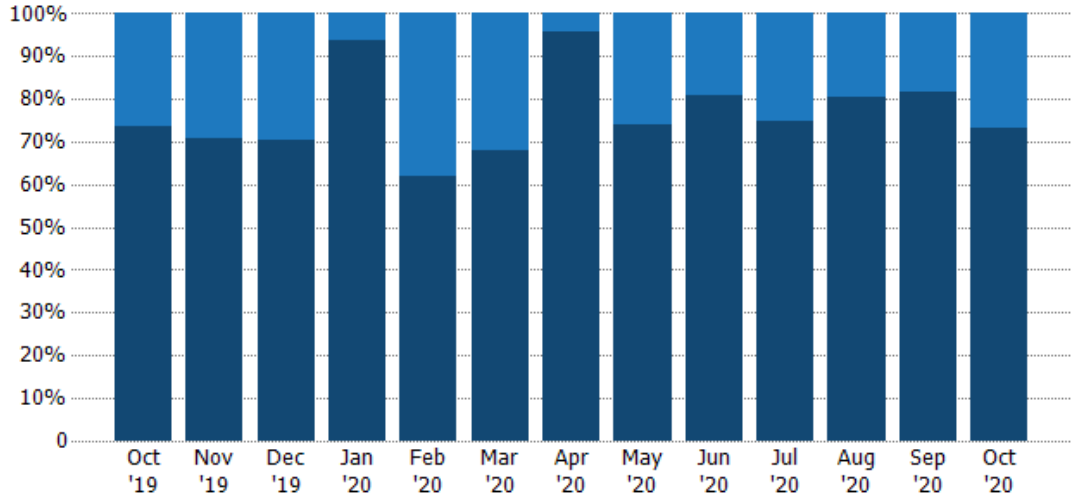
Current Year	\$22.5M	\$11.7M	\$8.48M	\$4.77M	\$8.88M	\$13.3M	\$10.5M	\$7.15M	\$11.1M	\$19.2M	\$26.3M	\$24.3M	\$38M
Prior Year	\$11.6M	\$17.8M	\$12.7M	\$6.95M	\$7.89M	\$8.71M	\$5.73M	\$10.7M	\$14.4M	\$4.91M	\$18.3M	\$12.6M	\$22.5M
Percent Change from Prior Year	93%	-35%	-33%	-31%	12%	53%	84%	-33%	-23%	290%	43%	93%	69%

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



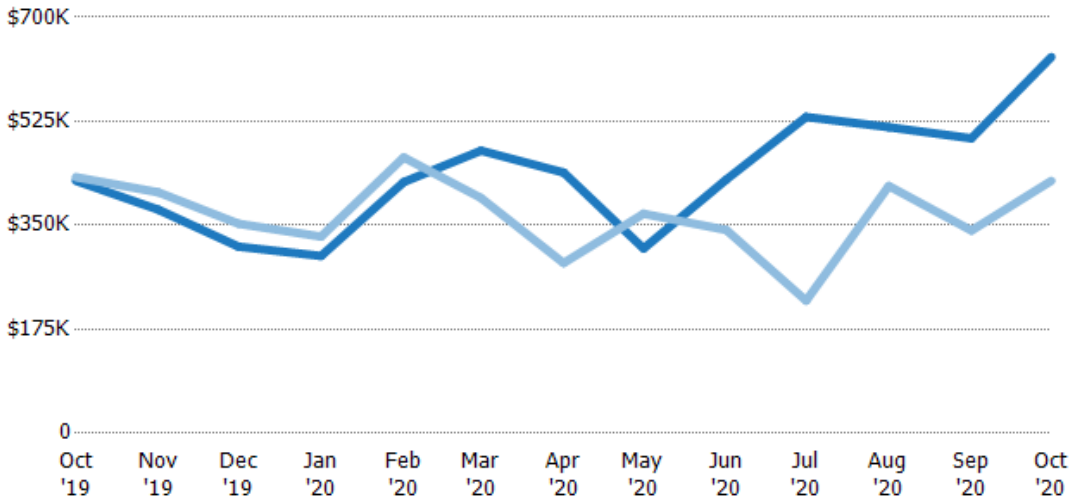
Property Type	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20
Condo/Townhouse	26%	29%	30%	6%	38%	32%	4%	26%	19%	25%	20%	18%	27%
Single Family Residence	74%	71%	70%	94%	62%	68%	96%	74%	81%	75%	80%	82%	73%

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.
Oct '20	\$633K	49.1%
Oct '19	\$425K	-1.4%
Oct '18	\$431K	-20.3%

Property Type	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20
Current Year	\$425K	\$376K	\$314K	\$298K	\$423K	\$476K	\$439K	\$311K	\$427K	\$532K	\$515K	\$496K	\$633K
Prior Year	\$431K	\$405K	\$353K	\$331K	\$464K	\$396K	\$286K	\$369K	\$342K	\$223K	\$416K	\$341K	\$425K
Percent Change from Prior Year	-1%	-7%	-11%	-10%	-9%	20%	53%	-16%	25%	139%	24%	45%	49%

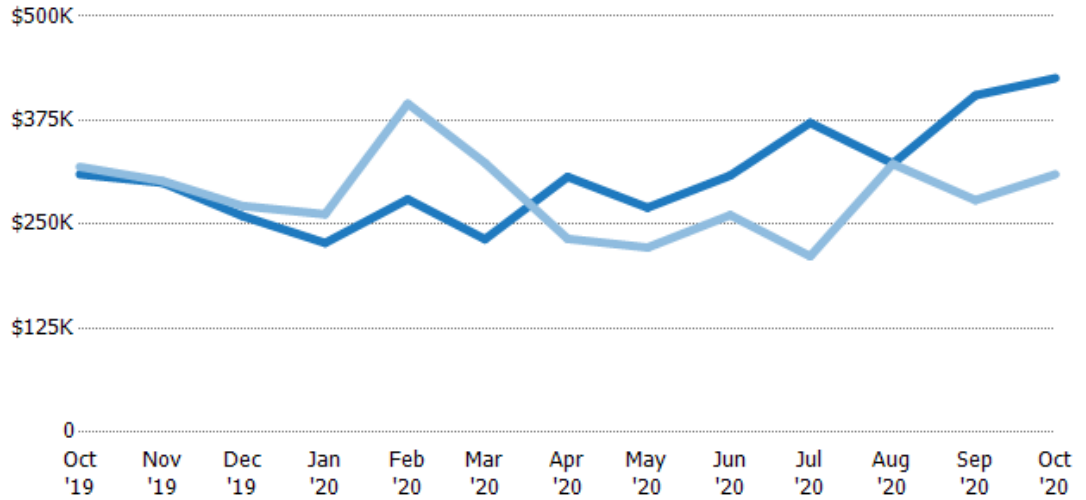
Median Sales Price

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.
Oct '20	\$426K	37.3%
Oct '19	\$310K	-2.8%
Oct '18	\$319K	-20.1%



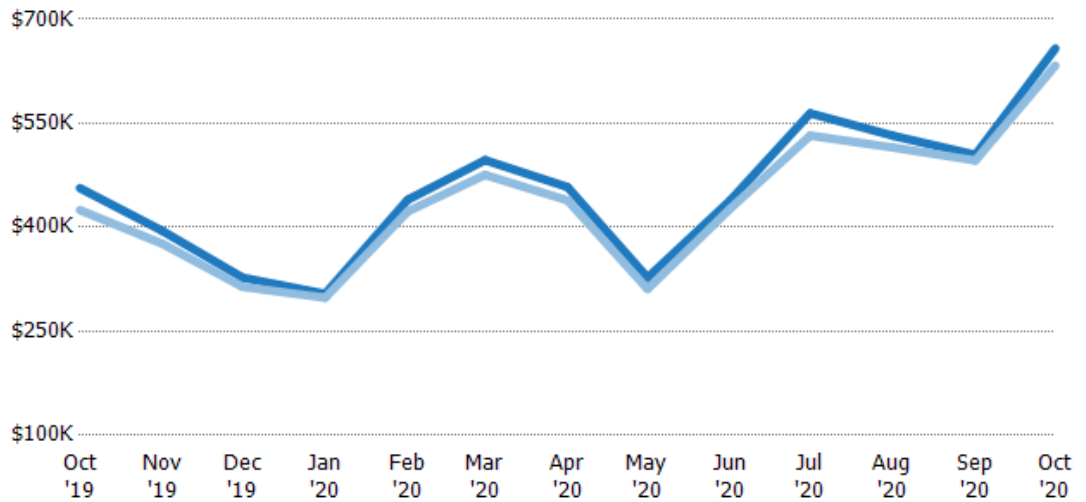
Current Year	\$310K	\$300K	\$260K	\$228K	\$280K	\$232K	\$307K	\$270K	\$309K	\$372K	\$323K	\$405K	\$426K
Prior Year	\$319K	\$302K	\$272K	\$262K	\$395K	\$324K	\$233K	\$222K	\$261K	\$212K	\$323K	\$279K	\$310K
Percent Change from Prior Year	-3%	-1%	-4%	-13%	-29%	-28%	32%	22%	18%	76%	0%	45%	37%

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



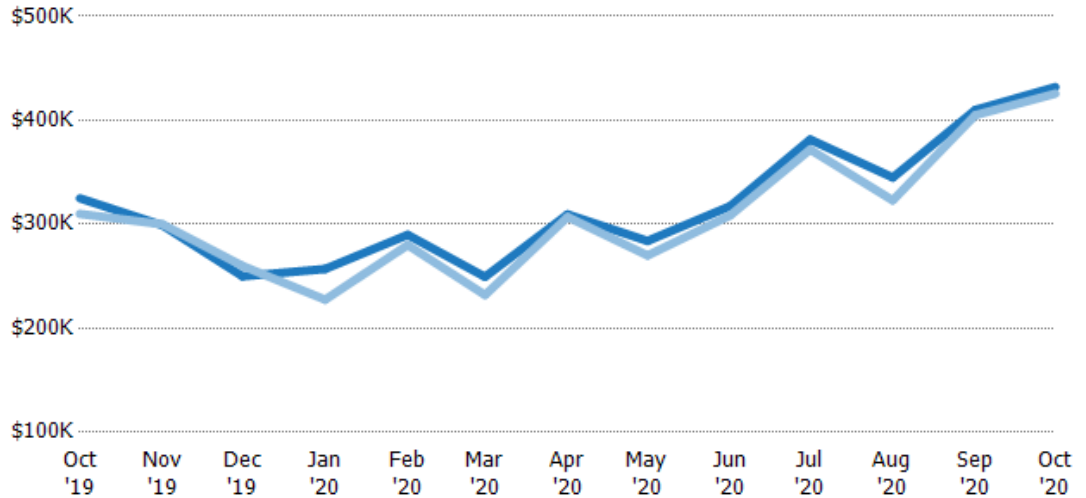
Avg List Price	\$457K	\$395K	\$327K	\$304K	\$440K	\$497K	\$458K	\$327K	\$439K	\$564K	\$532K	\$504K	\$658K
Avg Sales Price	\$425K	\$376K	\$314K	\$298K	\$423K	\$476K	\$439K	\$311K	\$427K	\$532K	\$515K	\$496K	\$633K
Avg Sales Price as a % of Avg List Price	93%	95%	96%	98%	96%	96%	96%	95%	97%	94%	97%	98%	96%

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

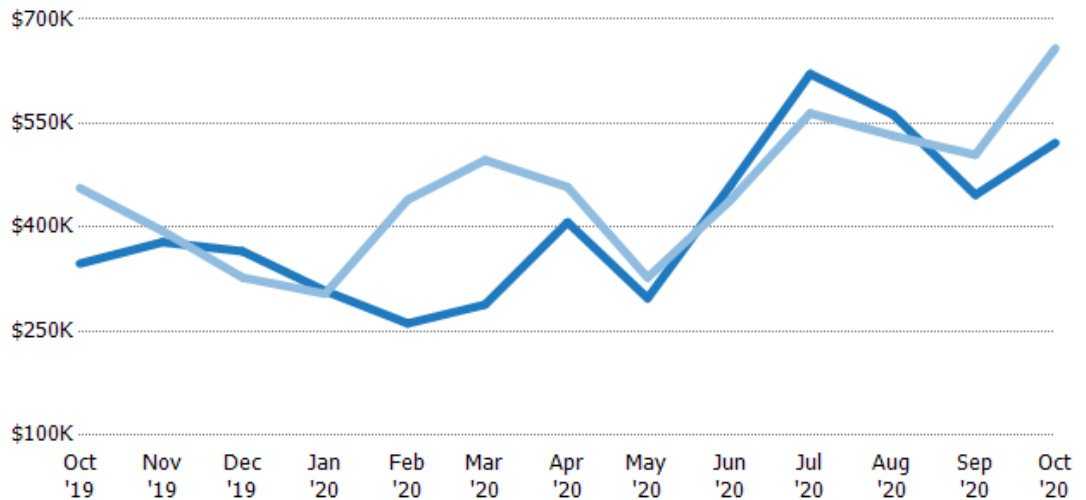


Average Sales Price vs Average Est Value

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

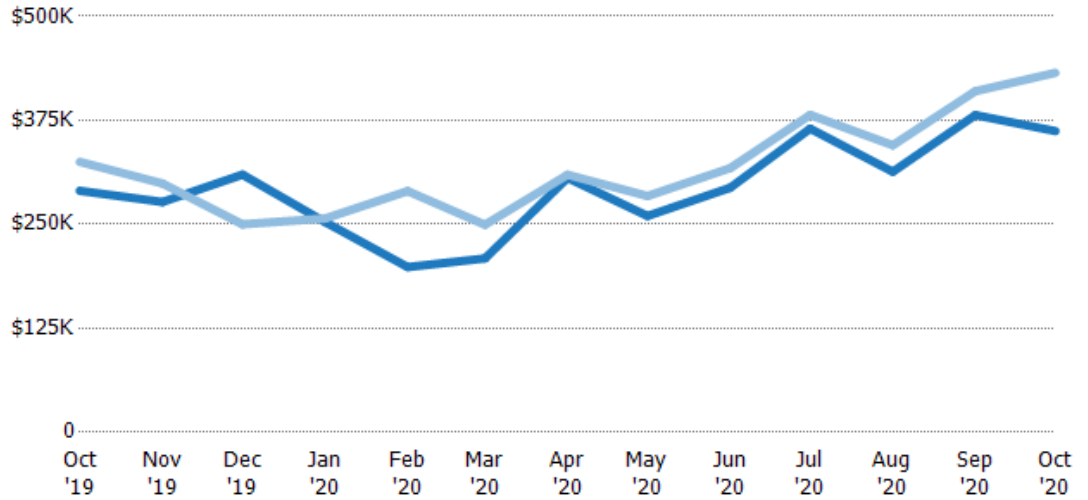


Median Sales Price vs Median Est Value

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



	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20
Median Est Value	\$290K	\$277K	\$310K	\$253K	\$199K	\$209K	\$306K	\$260K	\$294K	\$365K	\$313K	\$381K	\$362K
Median Sales Price	\$325K	\$299K	\$250K	\$257K	\$290K	\$249K	\$310K	\$284K	\$318K	\$382K	\$345K	\$410K	\$432K
Med Sales Price as a % of Med Est Value	112%	108%	81%	102%	146%	119%	101%	109%	108%	105%	110%	108%	119%