

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	Jan 2021	Jan 2020	+ / -	YTD 2021	YTD 2020	+ / -
Listing Activity Charts Metrics						
New Listing Count	28	20	+40%	531	566	-6.2%
New Listing Volume	\$16,993,800	\$8,230,500	+106.5%	\$326,383,099	\$268,056,485	+21.8%
Active Listing Count	98	224	-56.3%	N/A	N/A	
Active Listing Volume	\$86,592,500	\$145,813,650	-40.6%	N/A	N/A	
Average Listing Price	\$883,597	\$650,954	+35.7%	\$756,892	\$552,683	+36.9%
Median Listing Price	\$350,000	\$339,000	+3.2%	\$364,183	\$323,864	+12.4%
Median Days in RPR	98.5	205	-52%	121.05	148.47	-18.5%
Months of Inventory	2	8.3	-76.4%	6.1	10.2	-39.8%
Absorption Rate	51.02%	12.05%	+39%	16.33%	9.82%	+6.5%
Sales Activity Charts Metrics						
New Pending Sales Count	30	32	-6.3%	614	457	+34.4%
New Pending Sales Volume	\$30,225,700	\$13,399,700	+125.6%	\$333,212,749	\$177,021,435	+88.2%
Pending Sales Count	59	36	+63.9%	N/A	N/A	
Pending Sales Volume	\$48,371,000	\$15,029,100	+221.8%	N/A	N/A	
Closed Sales Count	34	16	+112.5%	471	387	+21.7%
Closed Sales Volume	\$15,500,700	\$4,773,200	+224.7%	\$239,810,337	\$139,111,677	+72.4%
Average Sales Price	\$455,903	\$298,325	+52.8%	\$509,151	\$359,462	+41.6%
Median Sales Price	\$345,500	\$227,500	+51.9%	\$361,914	\$280,810	+28.9%

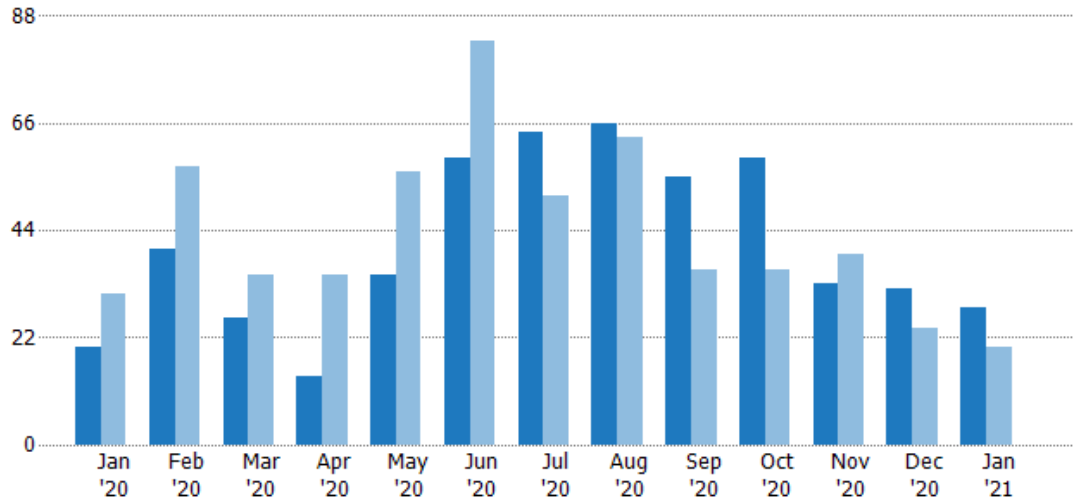
New Listings

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.
Jan '21	28	40%
Jan '20	20	-35.5%
Jan '19	31	-16.1%



	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21
Current Year	20	40	26	14	35	59	64	66	55	59	33	32	28
Prior Year	31	57	35	35	56	83	51	63	36	36	39	24	20
Percent Change from Prior Year	-35%	-30%	-26%	-60%	-38%	-29%	25%	5%	53%	64%	-15%	33%	40%

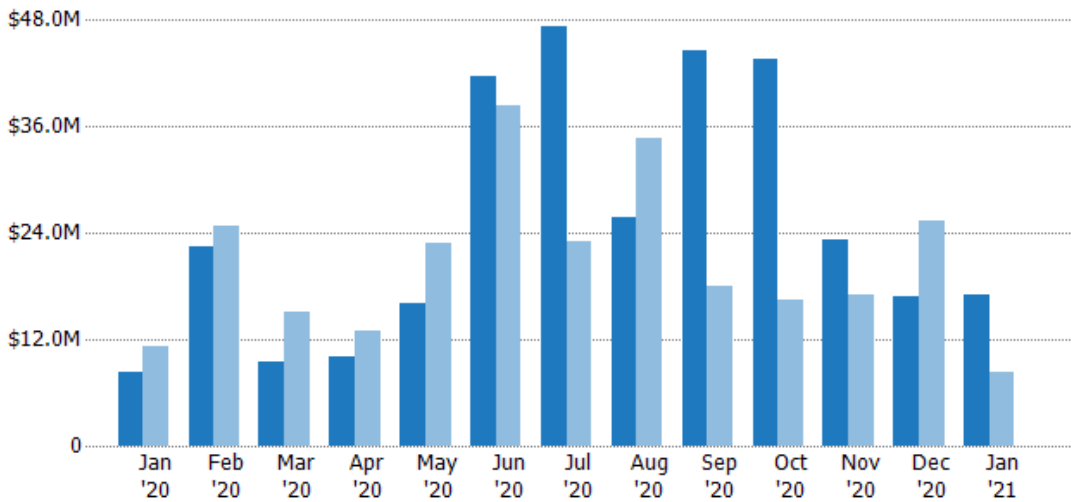
New Listing Volume

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.
Jan '21	\$17M	106.5%
Jan '20	\$8.23M	-27.1%
Jan '19	\$11.3M	-30.2%



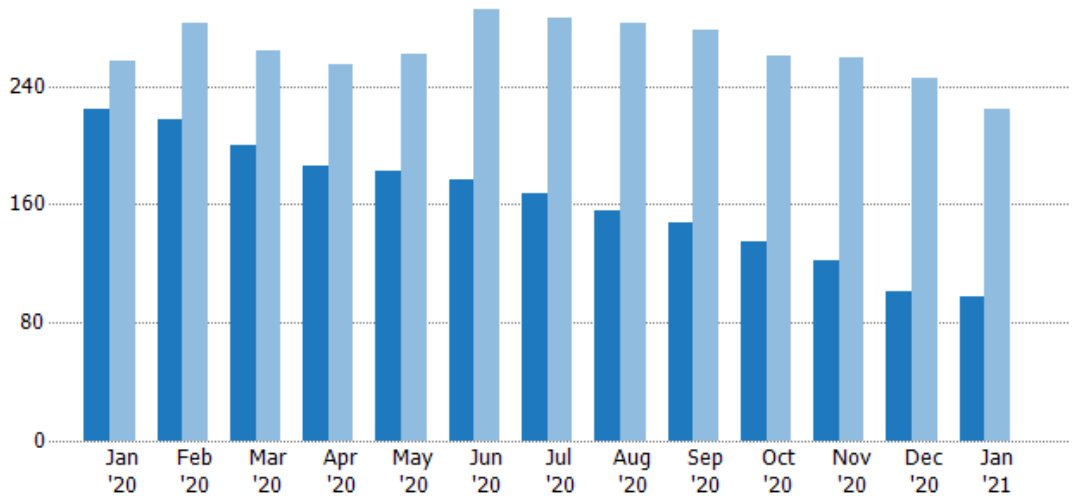
	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21
Current Year	\$8.23M	\$22.5M	\$9.57M	\$10.1M	\$16.1M	\$41.6M	\$47.3M	\$25.7M	\$44.5M	\$43.5M	\$23.3M	\$16.9M	\$17M
Prior Year	\$11.3M	\$24.8M	\$15M	\$13.1M	\$22.9M	\$38.3M	\$23M	\$34.7M	\$17.9M	\$16.5M	\$17M	\$25.3M	\$8.23M
Percent Change from Prior Year	-27%	-9%	-36%	-22%	-30%	9%	106%	-26%	148%	164%	37%	-33%	106%

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



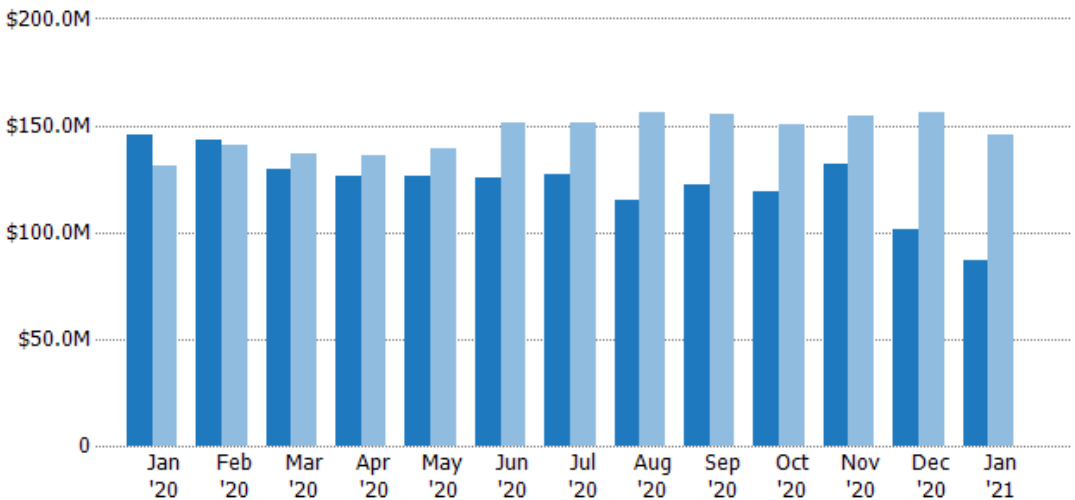
	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21
Current Year	224	217	200	186	183	177	167	156	148	135	122	101	98
Prior Year	257	282	264	255	262	292	286	283	278	260	259	245	224
Percent Change from Prior Year	-13%	-23%	-24%	-27%	-30%	-39%	-42%	-45%	-47%	-48%	-53%	-59%	-56%

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



	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21
Current Year	\$146M	\$143M	\$130M	\$126M	\$126M	\$126M	\$127M	\$115M	\$122M	\$119M	\$132M	\$101M	\$86.6M
Prior Year	\$131M	\$141M	\$136M	\$136M	\$139M	\$151M	\$151M	\$156M	\$156M	\$150M	\$155M	\$156M	\$146M
Percent Change from Prior Year	12%	2%	-5%	-7%	-9%	-17%	-16%	-26%	-22%	-21%	-15%	-35%	-41%

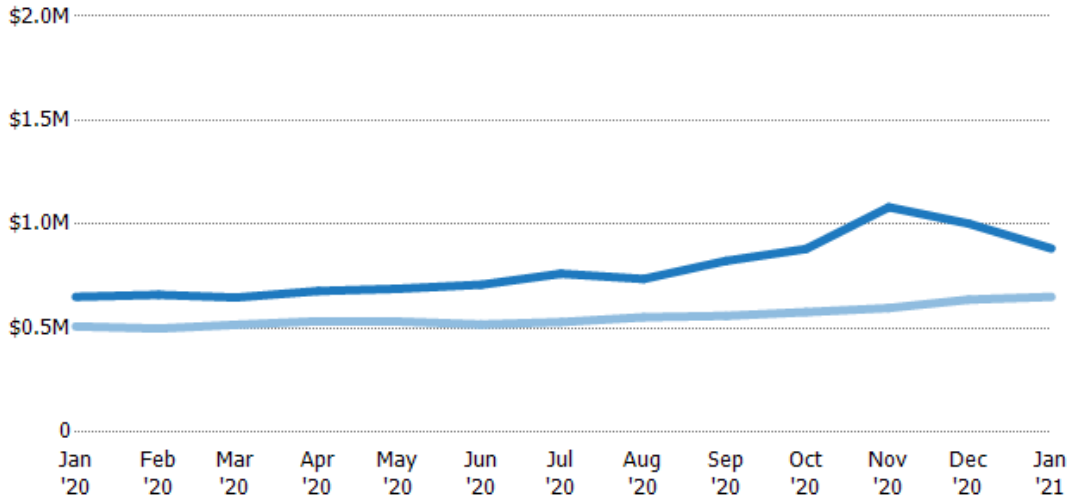
Average Listing Price

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.
Jan '21	\$884K	35.7%
Jan '20	\$651K	27.9%
Jan '19	\$509K	-7%



Current Year	\$651K	\$661K	\$648K	\$679K	\$690K	\$709K	\$762K	\$737K	\$824K	\$882K	\$1.08M	\$1M	\$884K
Prior Year	\$509K	\$499K	\$517K	\$534K	\$532K	\$519K	\$530K	\$553K	\$560K	\$578K	\$597K	\$638K	\$651K
Percent Change from Prior Year	28%	33%	25%	27%	30%	37%	44%	33%	47%	53%	81%	57%	36%

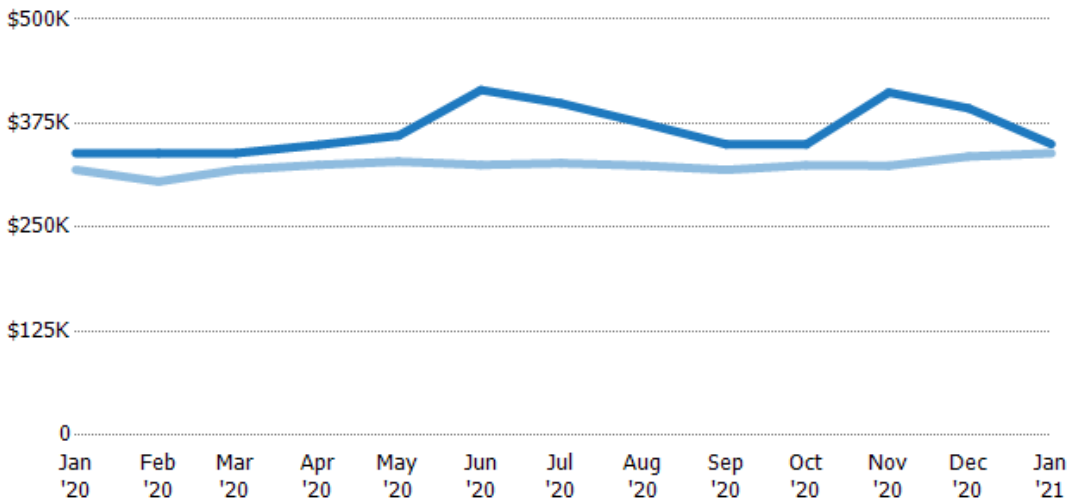
Median Listing Price

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.
Jan '21	\$350K	3.2%
Jan '20	\$339K	6.3%
Jan '19	\$319K	-6.1%



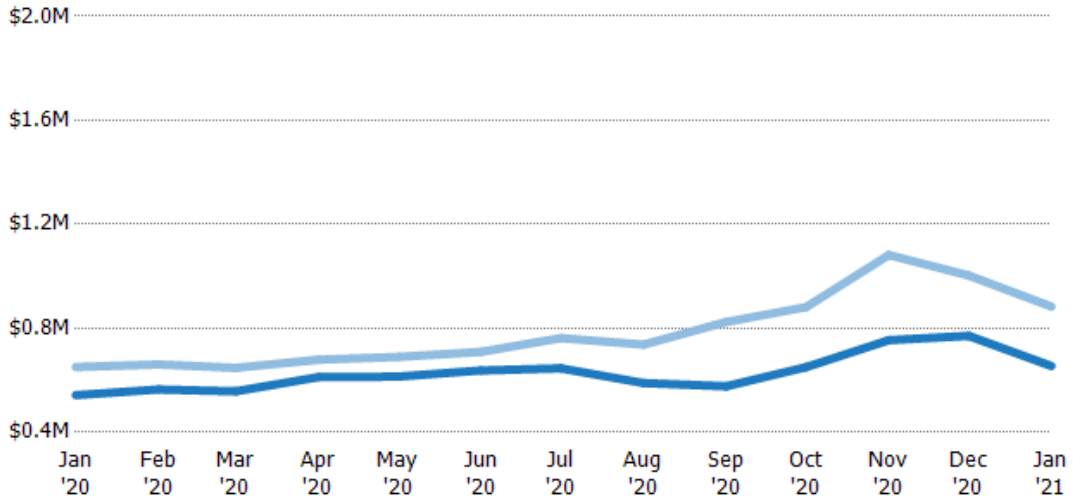
Current Year	\$339K	\$339K	\$339K	\$349K	\$360K	\$415K	\$399K	\$375K	\$350K	\$350K	\$412K	\$393K	\$350K
Prior Year	\$319K	\$305K	\$319K	\$325K	\$329K	\$325K	\$327K	\$324K	\$319K	\$325K	\$324K	\$335K	\$339K
Percent Change from Prior Year	6%	11%	6%	7%	9%	28%	22%	16%	10%	8%	27%	17%	3%

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



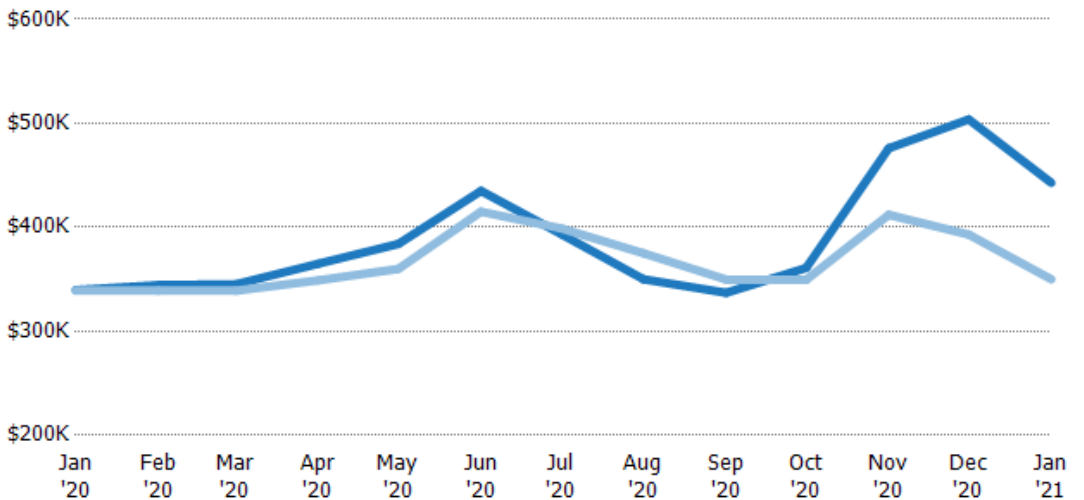
Avg Est Value	\$543K	\$565K	\$558K	\$612K	\$614K	\$638K	\$646K	\$589K	\$577K	\$651K	\$754K	\$771K	\$655K
Avg Listing Price	\$651K	\$661K	\$648K	\$679K	\$690K	\$709K	\$762K	\$737K	\$824K	\$882K	\$1.08M	\$1M	\$884K
Avg Listing Price as a % of Avg Est Value	120%	117%	116%	111%	112%	111%	118%	125%	143%	135%	143%	130%	135%

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



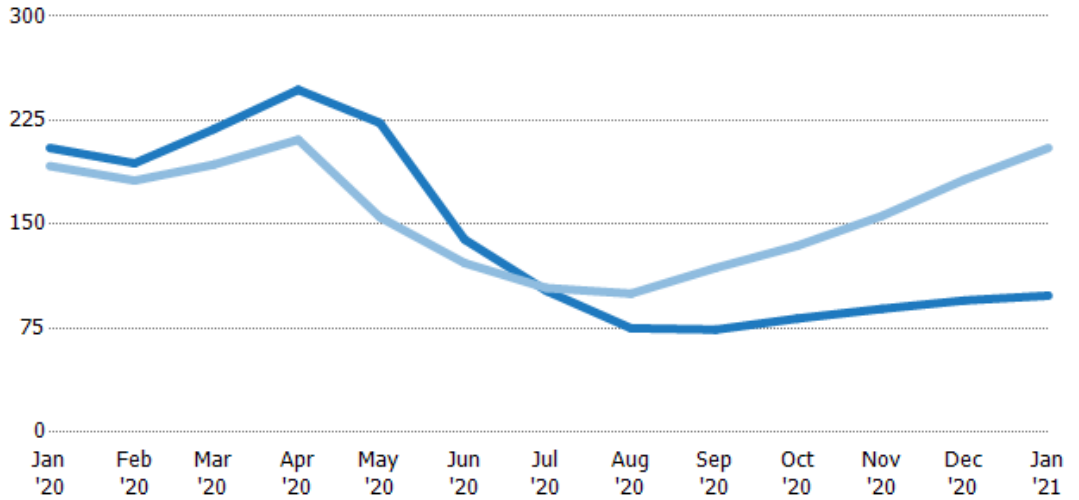
Median Est Value	\$340K	\$344K	\$345K	\$365K	\$384K	\$435K	\$394K	\$350K	\$337K	\$361K	\$476K	\$504K	\$443K
Median Listing Price	\$339K	\$339K	\$339K	\$349K	\$360K	\$415K	\$399K	\$375K	\$350K	\$350K	\$412K	\$393K	\$350K
Med Listing Price as a % of Med Est Value	100%	98%	98%	96%	94%	95%	101%	107%	104%	97%	87%	78%	79%

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



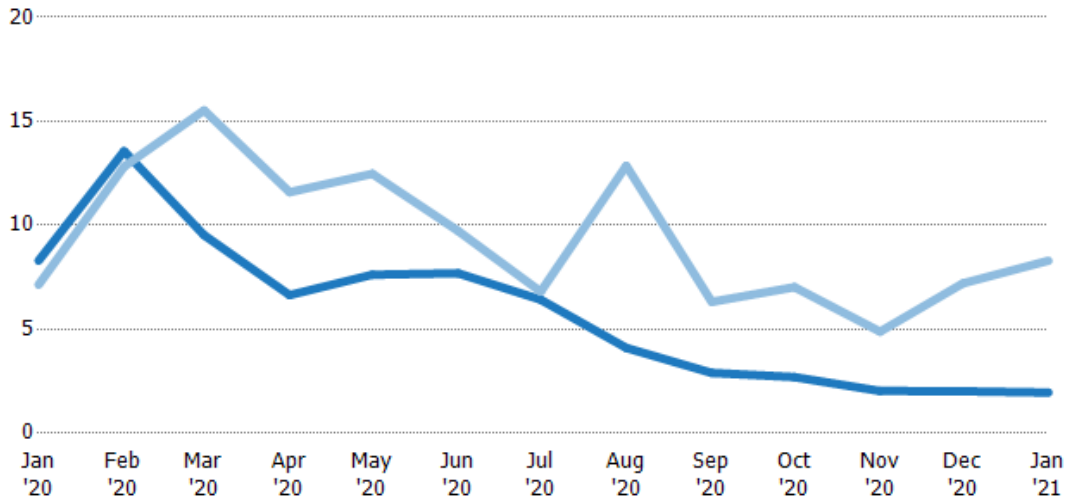
	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21
Current Year	205	194	219	247	223	139	102	75	74	82	89	95	98.5
Prior Year	192	182	193	211	155	122	104	100	119	135	156	182	205
Percent Change from Prior Year	7%	7%	13%	17%	44%	14%	-2%	-25%	-38%	-39%	-43%	-48%	-52%

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



	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21
Current Year	8.3	13.6	9.52	6.64	7.63	7.7	6.42	4.11	2.9	2.7	2.03	2.02	1.96
Prior Year	7.14	12.8	15.5	11.6	12.5	9.73	6.81	12.9	6.32	7.03	4.89	7.21	8.3
Percent Change from Prior Year	16%	6%	-39%	-43%	-39%	-21%	-6%	-68%	-54%	-62%	-58%	-72%	-76%

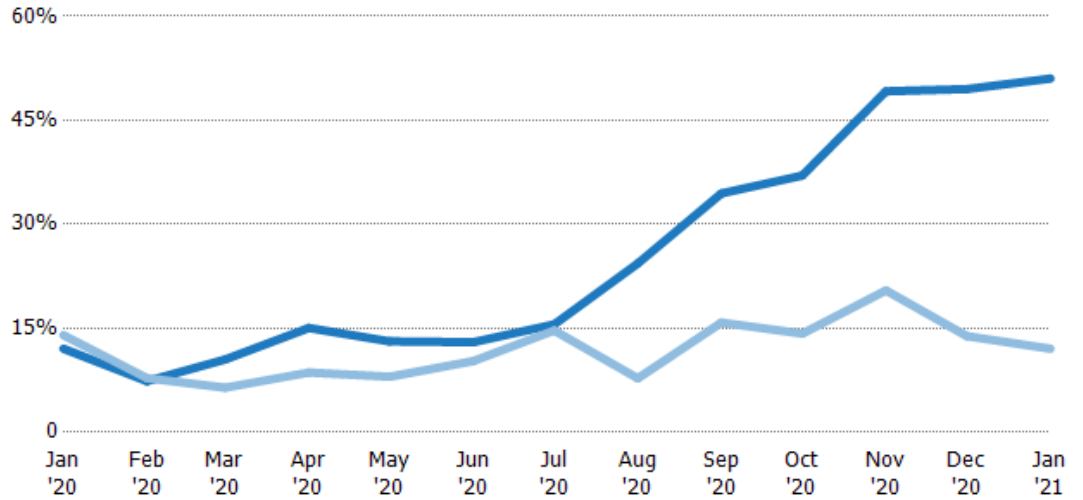
Absorption Rate

The percentage of inventory sold per month.

Filters Used

State: VT
 County: Lamoille County, Vermont
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence

Month/ Year	Rate	Chg.
Jan '21	51%	-39%
Jan '20	12%	2%
Jan '19	14%	-45.7%



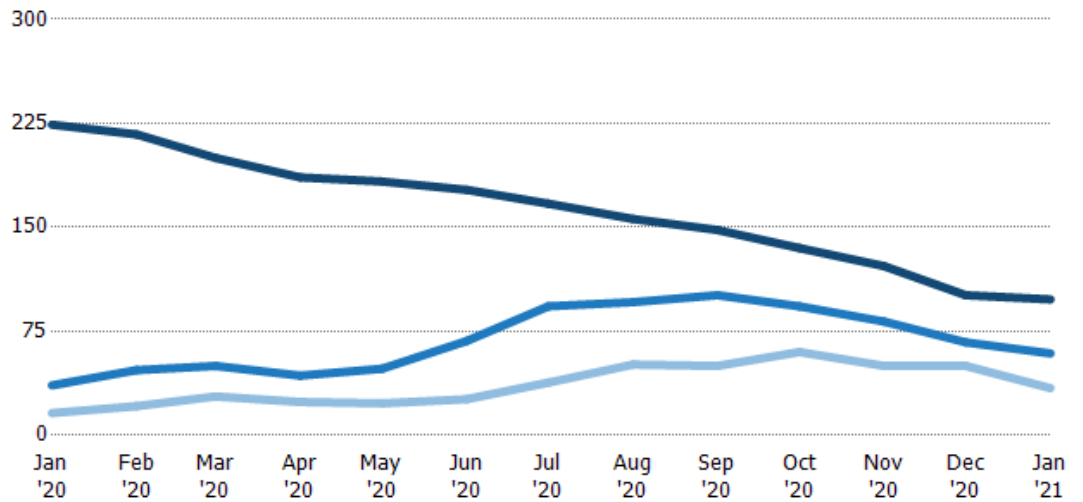
Current Year	12%	7%	11%	15%	13%	13%	16%	24%	34%	37%	49%	50%	51%
Prior Year	14%	8%	6%	9%	8%	10%	15%	8%	16%	14%	20%	14%	12%
Change from Prior Year	2%	0%	-4%	-6%	-5%	-3%	-1%	-17%	-19%	-23%	-29%	-36%	-39%

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



Active	224	217	200	186	183	177	167	156	148	135	122	101	98
Pending	36	47	50	43	48	68	93	96	101	93	82	67	59
Sold	16	21	28	24	23	26	38	51	50	60	50	50	34

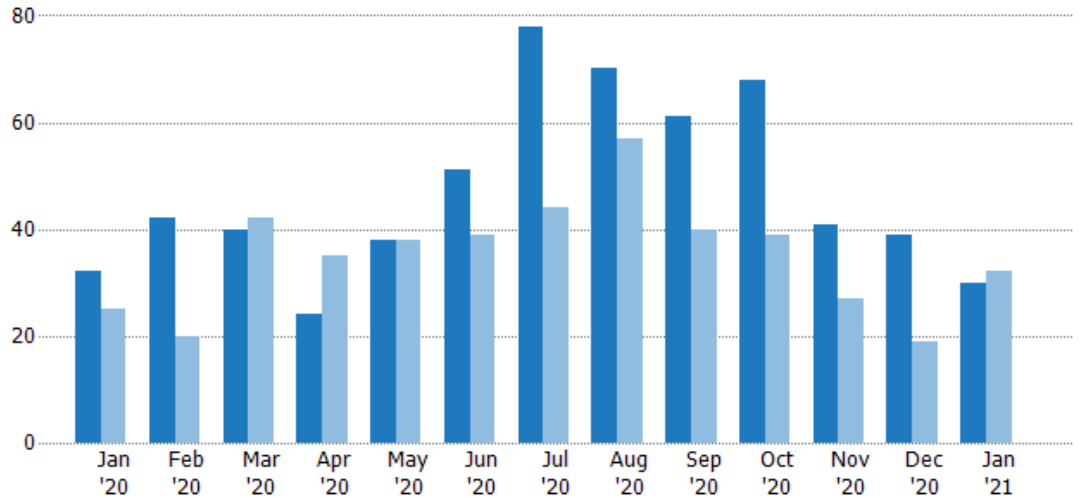
New Pending Sales

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.
Jan '21	30	-6.3%
Jan '20	32	28%
Jan '19	25	-12%



Current Year	32	42	40	24	38	51	78	70	61	68	41	39	30
Prior Year	25	20	42	35	38	39	44	57	40	39	27	19	32
Percent Change from Prior Year	28%	110%	-5%	-31%	0%	31%	77%	23%	53%	74%	52%	105%	-6%

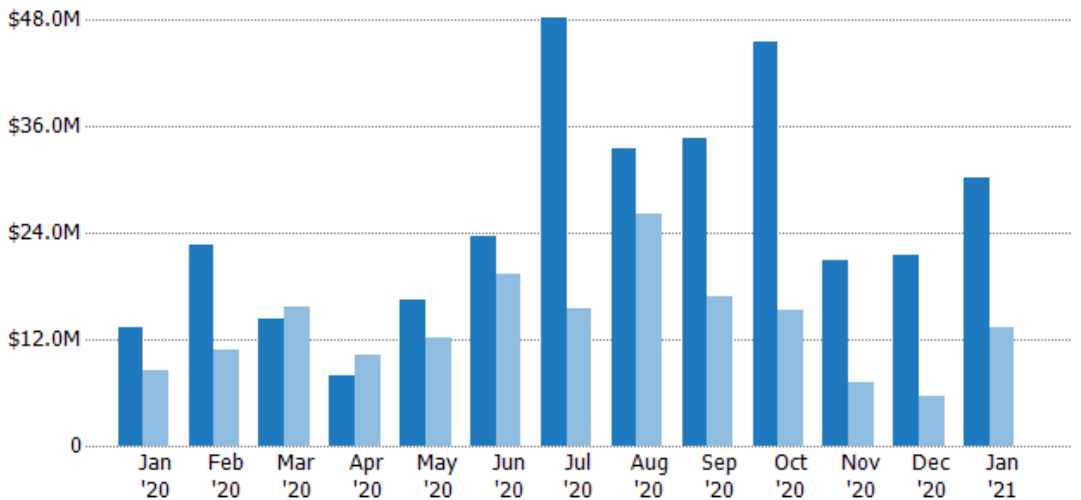
New Pending Sales Volume

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.
Jan '21	\$30.2M	125.6%
Jan '20	\$13.4M	58.6%
Jan '19	\$8.45M	26.5%



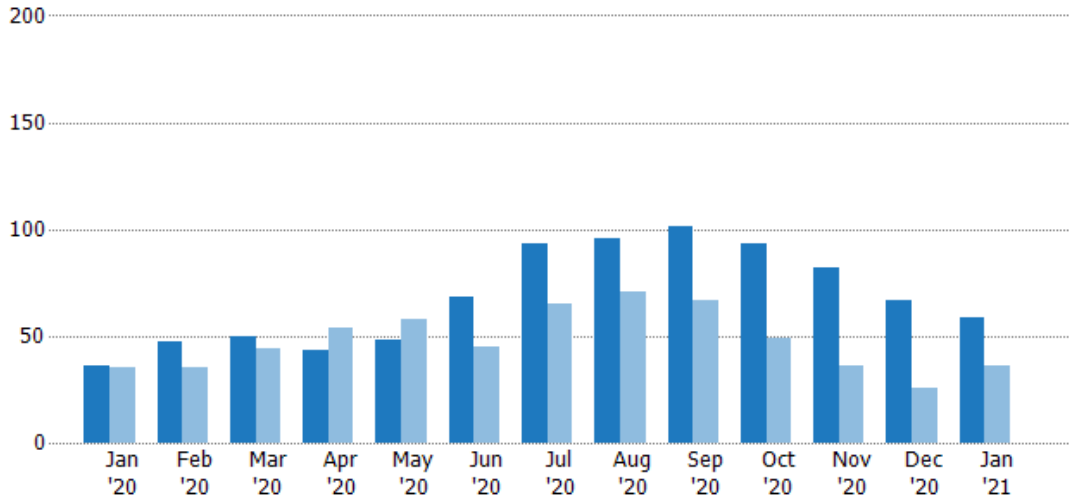
Current Year	\$13.4M	\$22.6M	\$14.4M	\$7.89M	\$16.5M	\$23.7M	\$48.3M	\$33.5M	\$34.7M	\$45.5M	\$20.9M	\$21.6M	\$30.2M
Prior Year	\$8.45M	\$10.9M	\$15.7M	\$10.3M	\$12.3M	\$19.4M	\$15.5M	\$26.2M	\$16.9M	\$15.3M	\$7.22M	\$5.62M	\$13.4M
Percent Change from Prior Year	59%	108%	-8%	-23%	35%	22%	212%	28%	105%	197%	190%	284%	126%

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



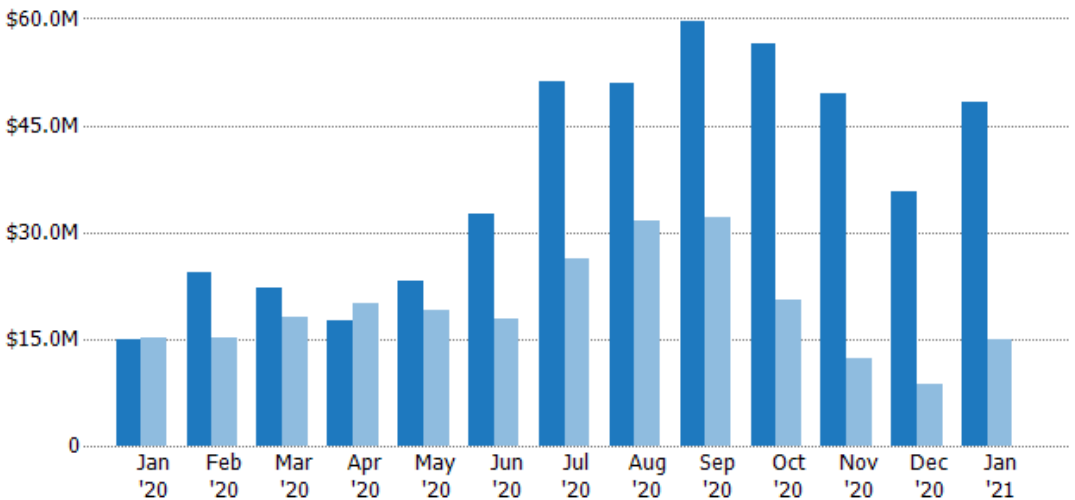
	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21
Current Year	36	47	50	43	48	68	93	96	101	93	82	67	59
Prior Year	35	35	44	54	58	45	65	71	67	49	36	26	36
Percent Change from Prior Year	3%	34%	14%	-20%	-17%	51%	43%	35%	51%	90%	128%	158%	64%

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



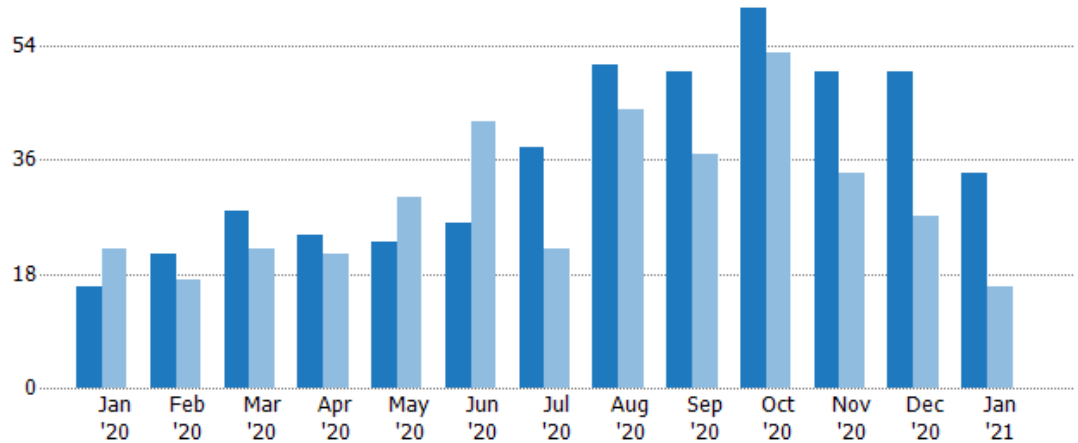
	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21
Current Year	\$15M	\$24.3M	\$22.2M	\$17.7M	\$23.1M	\$32.6M	\$51.2M	\$50.9M	\$59.6M	\$56.4M	\$49.5M	\$35.7M	\$48.4M
Prior Year	\$15.1M	\$15.2M	\$18.1M	\$20M	\$19M	\$17.8M	\$26.3M	\$31.6M	\$32.1M	\$20.5M	\$12.3M	\$8.61M	\$15M
Percent Change from Prior Year	-1%	59%	23%	-12%	22%	83%	95%	61%	86%	175%	302%	314%	222%

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



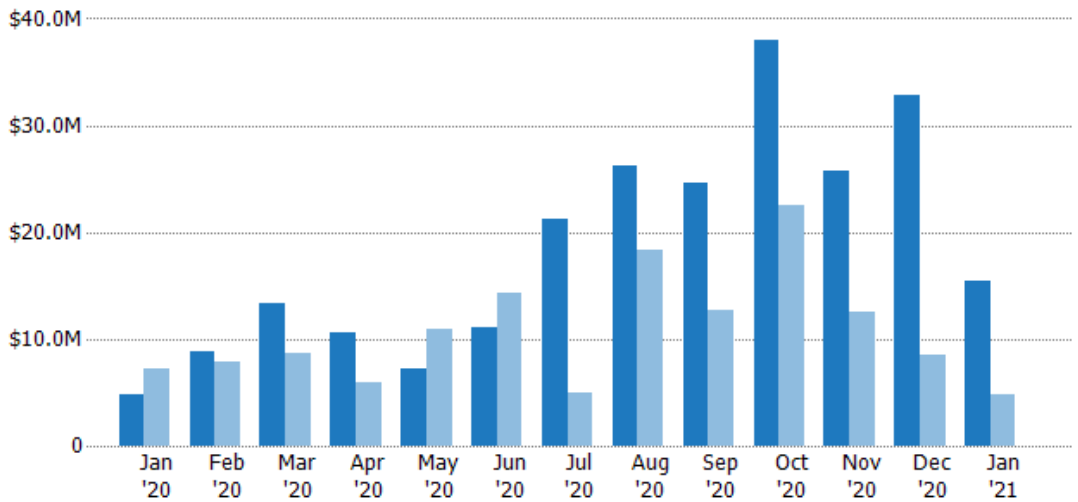
	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21
Current Year	16	21	28	24	23	26	38	51	50	60	50	50	34
Prior Year	22	17	22	21	30	42	22	44	37	53	34	27	16
Percent Change from Prior Year	-27%	24%	27%	14%	-23%	-38%	73%	16%	35%	13%	47%	85%	113%

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



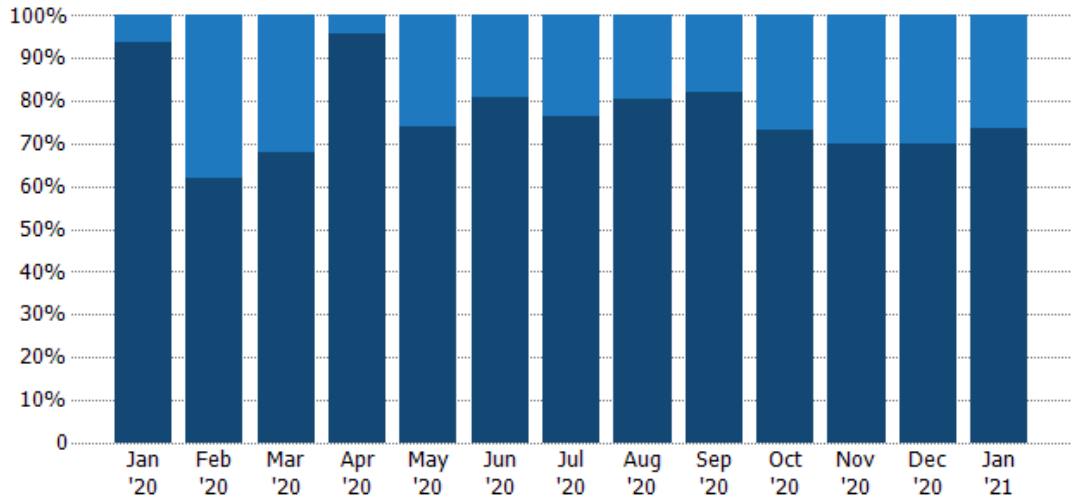
	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21
Current Year	\$4.77M	\$8.88M	\$13.3M	\$10.5M	\$7.15M	\$11.1M	\$21.2M	\$26.3M	\$24.6M	\$38M	\$25.7M	\$32.8M	\$15.5M
Prior Year	\$7.14M	\$7.89M	\$8.71M	\$5.87M	\$10.9M	\$14.4M	\$4.91M	\$18.3M	\$12.6M	\$22.5M	\$12.6M	\$8.48M	\$4.77M
Percent Change from Prior Year	-33%	12%	53%	79%	-34%	-23%	331%	43%	95%	69%	104%	287%	225%

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



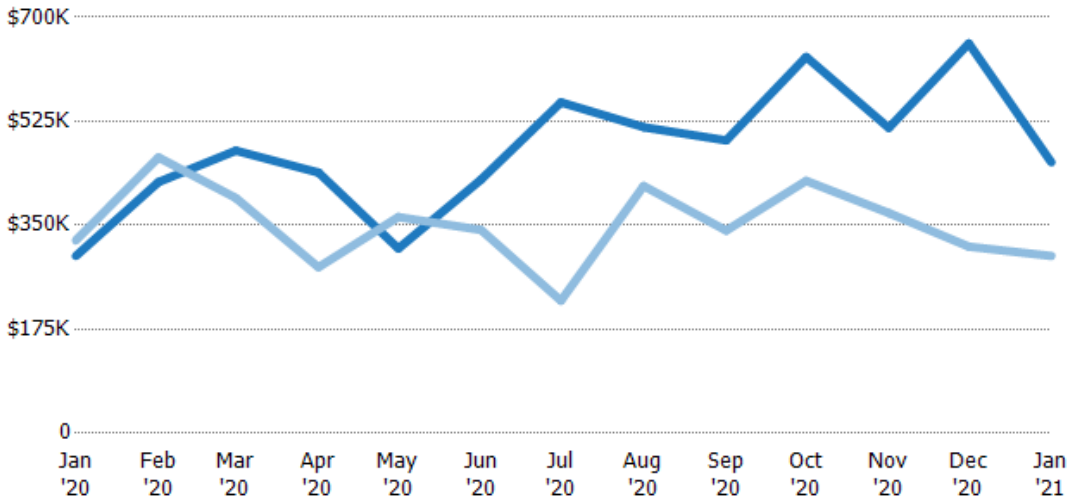
Property Type	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21
Condo/Townhouse	6%	38%	32%	4%	26%	19%	24%	20%	18%	27%	30%	30%	26%
Single Family Residence	94%	62%	68%	96%	74%	81%	76%	80%	82%	73%	70%	70%	74%

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.
Jan '21	\$456K	52.8%
Jan '20	\$298K	-8.1%
Jan '19	\$325K	17%

Property Type	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21
Current Year	\$298K	\$423K	\$476K	\$439K	\$311K	\$427K	\$557K	\$515K	\$493K	\$633K	\$514K	\$656K	\$456K
Prior Year	\$325K	\$464K	\$396K	\$279K	\$364K	\$342K	\$223K	\$416K	\$341K	\$425K	\$371K	\$314K	\$298K
Percent Change from Prior Year	-8%	-9%	20%	57%	-15%	25%	150%	24%	44%	49%	39%	109%	53%

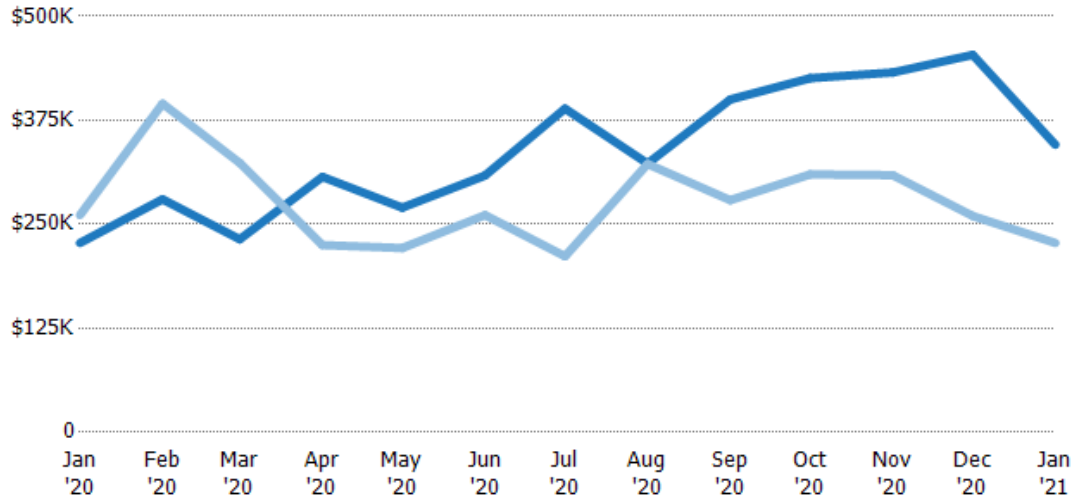
Median Sales Price

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.
Jan '21	\$346K	51.9%
Jan '20	\$228K	-12.8%
Jan '19	\$261K	-0.6%



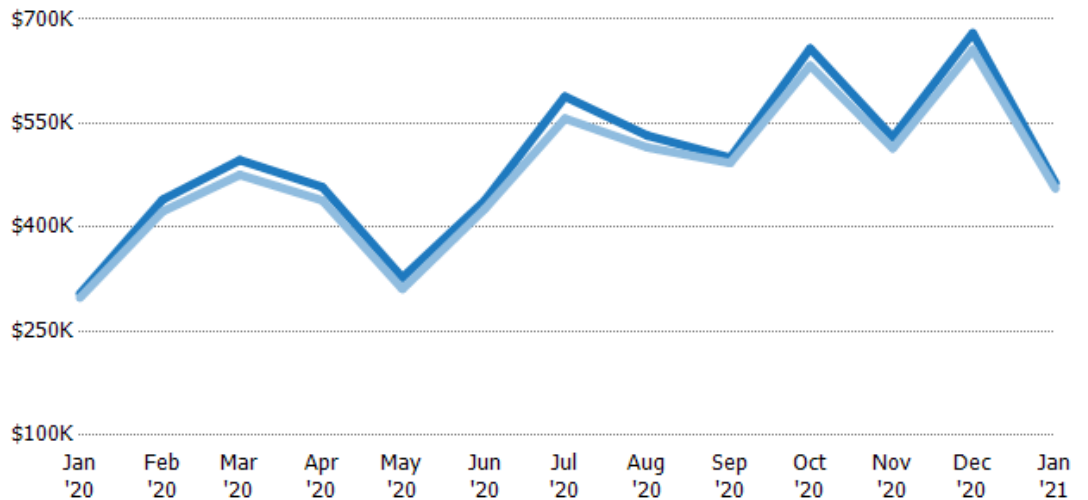
Current Year	\$228K	\$280K	\$232K	\$307K	\$270K	\$309K	\$389K	\$323K	\$400K	\$426K	\$433K	\$454K	\$346K
Prior Year	\$261K	\$395K	\$324K	\$225K	\$222K	\$261K	\$212K	\$323K	\$279K	\$310K	\$309K	\$260K	\$228K
Percent Change from Prior Year	-13%	-29%	-28%	36%	22%	18%	84%	0%	43%	37%	40%	74%	52%

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



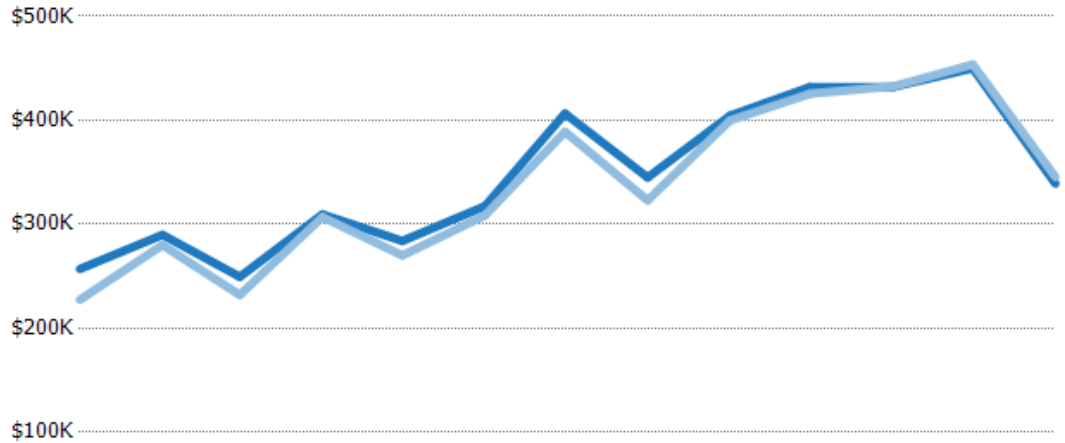
Avg List Price	\$304K	\$440K	\$497K	\$458K	\$327K	\$439K	\$589K	\$532K	\$500K	\$658K	\$530K	\$680K	\$464K
Avg Sales Price	\$298K	\$423K	\$476K	\$439K	\$311K	\$427K	\$557K	\$515K	\$493K	\$633K	\$514K	\$656K	\$456K
Avg Sales Price as a % of Avg List Price	98%	96%	96%	96%	95%	97%	95%	97%	99%	96%	97%	96%	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



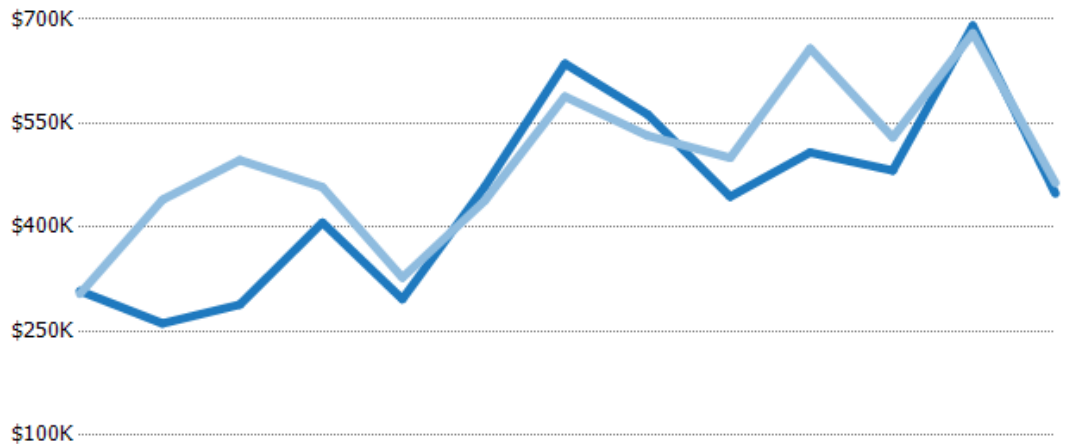
	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21
Median List Price	\$257K	\$290K	\$249K	\$310K	\$284K	\$318K	\$407K	\$345K	\$405K	\$432K	\$432K	\$450K	\$339K
Median Sales Price	\$228K	\$280K	\$232K	\$307K	\$270K	\$309K	\$389K	\$323K	\$400K	\$426K	\$433K	\$454K	\$346K
Med Sales Price as a % of Med List Price	89%	97%	93%	99%	95%	97%	96%	94%	99%	99%	100%	101%	102%

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



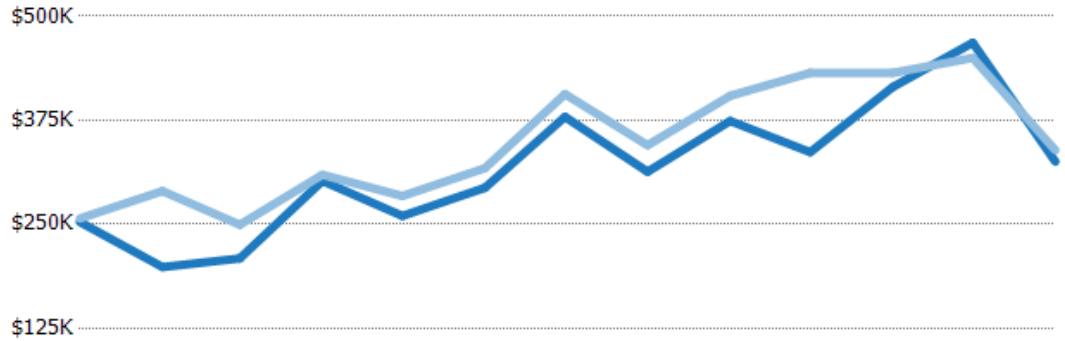
	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21
Avg Est Value	\$308K	\$261K	\$288K	\$407K	\$296K	\$459K	\$636K	\$563K	\$444K	\$508K	\$482K	\$691K	\$449K
Avg Sales Price	\$304K	\$440K	\$497K	\$458K	\$327K	\$439K	\$589K	\$532K	\$500K	\$658K	\$530K	\$680K	\$464K
Avg Sales Price as a % of Avg Est Value	99%	168%	172%	113%	110%	96%	93%	95%	113%	130%	110%	98%	103%

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



	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21
Median Est Value	\$253K	\$199K	\$209K	\$302K	\$260K	\$294K	\$379K	\$313K	\$374K	\$337K	\$415K	\$468K	\$325K
Median Sales Price	\$257K	\$290K	\$249K	\$310K	\$284K	\$318K	\$407K	\$345K	\$405K	\$432K	\$432K	\$450K	\$339K
Med Sales Price as a % of Med Est Value	102%	146%	119%	102%	109%	108%	107%	110%	108%	128%	104%	96%	104%