

## 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	Mar 2021	Mar 2020	+ / -	YTD 2021	YTD 2020	+ / -
<b>Listing Activity Charts Metrics</b>						
New Listing Count	27	26	+3.8%	86	87	-1.1%
New Listing Volume	\$16,597,800	\$9,566,850	+73.5%	\$53,774,275	\$40,639,600	+32.3%
Active Listing Count	70	212	-67%	N/A	N/A	
Active Listing Volume	\$79,516,200	\$136,281,500	-41.7%	N/A	N/A	
Average Listing Price	\$1,135,946	\$642,837	+76.7%	\$1,009,228	\$642,854	+57%
Median Listing Price	\$350,000	\$339,000	+3.2%	\$388,264	\$334,918	+15.9%
Median Days in RPR	113	217	-47.9%	110.77	204.89	-45.9%
Months of Inventory	3.7	10.1	-63.5%	4.1	11	-62.9%
Absorption Rate	27.14%	9.91%	+17.2%	24.53%	9.09%	+15.4%
<b>Sales Activity Charts Metrics</b>						
New Pending Sales Count	40	40	+/-	109	114	-4.4%
New Pending Sales Volume	\$25,295,400	\$14,353,400	+76.2%	\$74,578,475	\$50,397,000	+48%
Pending Sales Count	83	50	+66%	N/A	N/A	
Pending Sales Volume	\$49,991,475	\$22,225,000	+124.9%	N/A	N/A	
Closed Sales Count	27	28	-3.6%	80	65	+23.1%
Closed Sales Volume	\$19,600,400	\$13,316,400	+47.2%	\$51,217,300	\$26,967,600	+89.9%
Average Sales Price	\$725,941	\$475,586	+52.6%	\$640,216	\$414,886	+54.3%
Median Sales Price	\$415,000	\$232,000	+78.9%	\$383,800	\$246,400	+55.8%

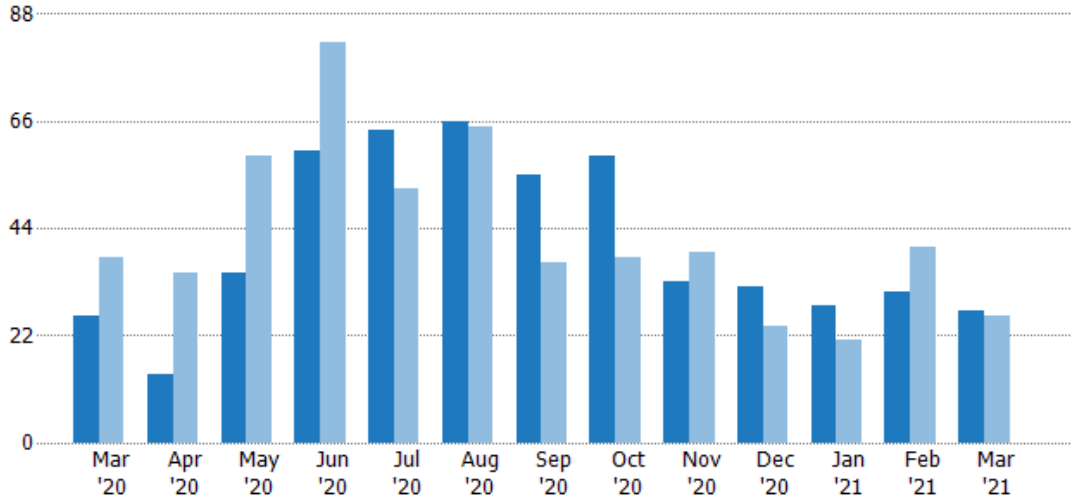
## New Listings

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

Month/Year	Count	% Chg.
Mar '21	27	3.8%
Mar '20	26	-31.6%
Mar '19	38	10.5%



	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21
Current Year	26	14	35	60	64	66	55	59	33	32	28	31	27
Prior Year	38	35	59	82	52	65	37	38	39	24	21	40	26
Percent Change from Prior Year	-32%	-60%	-41%	-27%	23%	2%	49%	55%	-15%	33%	33%	-23%	4%

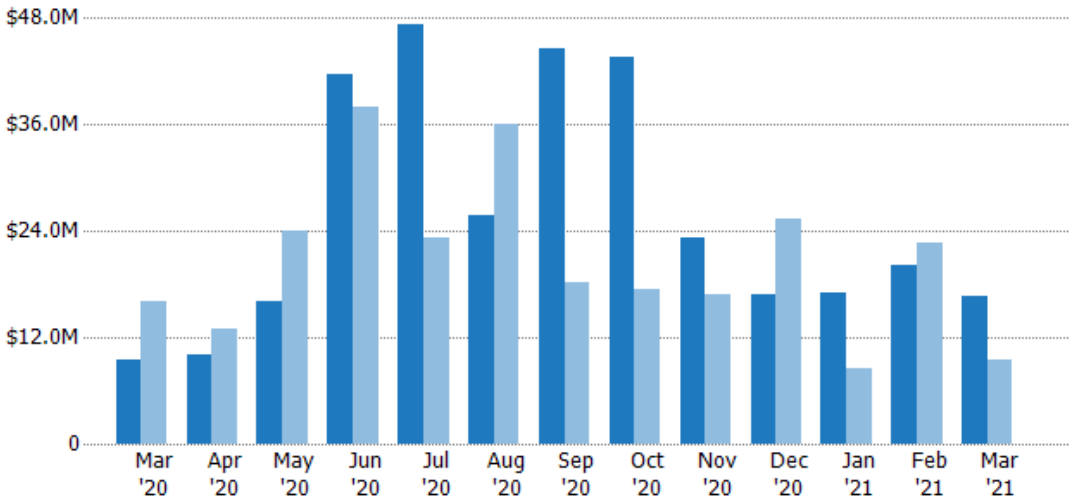
## New Listing Volume

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

Month/Year	Volume	% Chg.
Mar '21	\$16.6M	73.5%
Mar '20	\$9.57M	-40.6%
Mar '19	\$16.1M	-27.4%



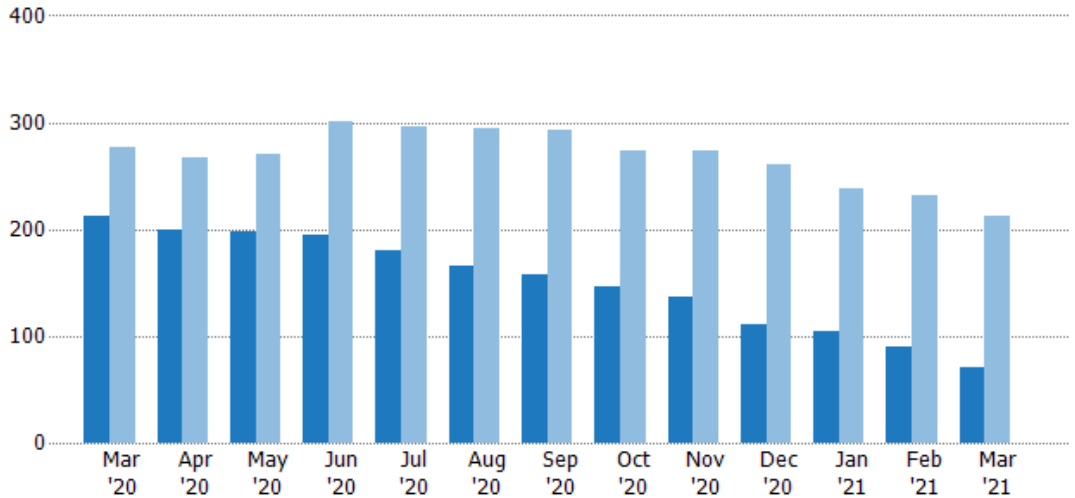
	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21
Current Year	\$9.57M	\$10.1M	\$16.1M	\$41.7M	\$47.3M	\$25.7M	\$44.5M	\$43.6M	\$23.2M	\$16.9M	\$16.9M	\$20.2M	\$16.6M
Prior Year	\$16.1M	\$13.1M	\$24M	\$38M	\$23.3M	\$36M	\$18.2M	\$17.4M	\$16.9M	\$25.3M	\$8.43M	\$22.6M	\$9.57M
Percent Change from Prior Year	-41%	-22%	-33%	10%	103%	-29%	145%	151%	37%	-33%	101%	-11%	73%

## 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



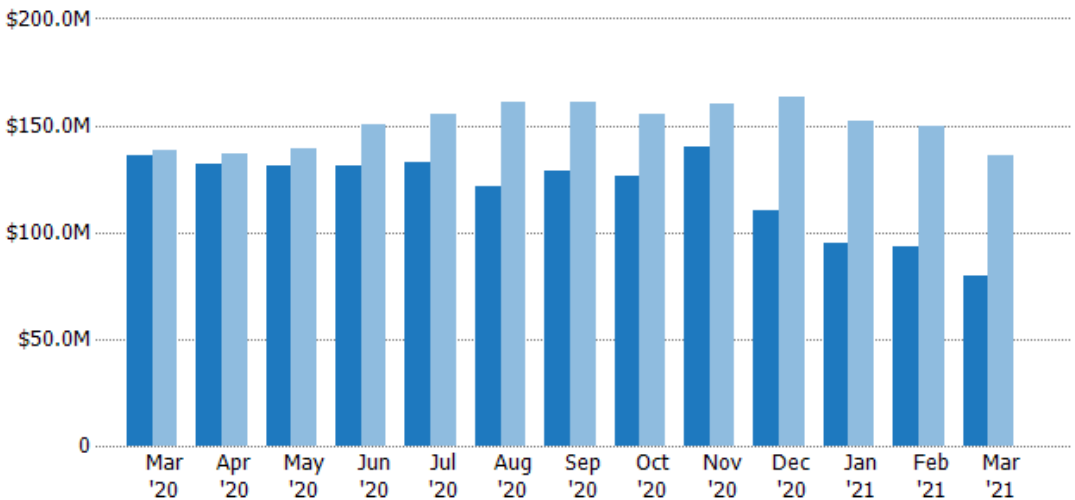
	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21
Current Year	212	200	197	194	180	166	158	147	136	111	105	90	70
Prior Year	277	267	271	301	296	294	292	274	273	261	238	232	212
Percent Change from Prior Year	-23%	-25%	-27%	-36%	-39%	-44%	-46%	-46%	-50%	-57%	-56%	-61%	-67%

## 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



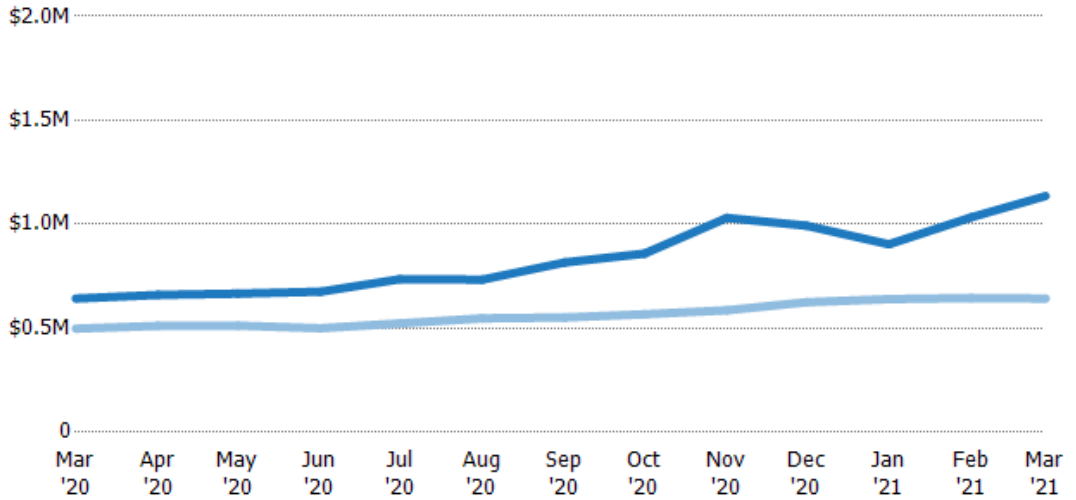
	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21
Current Year	\$136M	\$132M	\$131M	\$131M	\$133M	\$122M	\$129M	\$126M	\$140M	\$110M	\$94.9M	\$93M	\$79.5M
Prior Year	\$138M	\$137M	\$139M	\$151M	\$155M	\$161M	\$161M	\$156M	\$160M	\$163M	\$152M	\$150M	\$136M
Percent Change from Prior Year	-1%	-3%	-5%	-13%	-14%	-24%	-20%	-19%	-12%	-32%	-38%	-38%	-42%

## 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



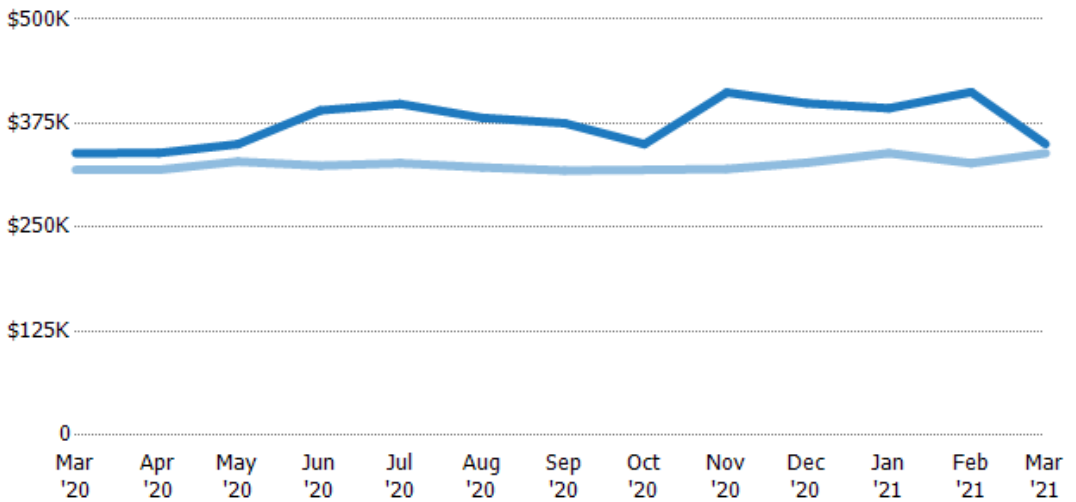
Current Year	\$643K	\$661K	\$667K	\$676K	\$736K	\$734K	\$816K	\$859K	\$1.03M	\$993K	\$904K	\$1.03M	\$1.14M
Prior Year	\$498K	\$512K	\$512K	\$500K	\$523K	\$548K	\$552K	\$568K	\$586K	\$625K	\$640K	\$645K	\$643K
Percent Change from Prior Year	29%	29%	30%	35%	41%	34%	48%	51%	76%	59%	41%	60%	77%

## 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



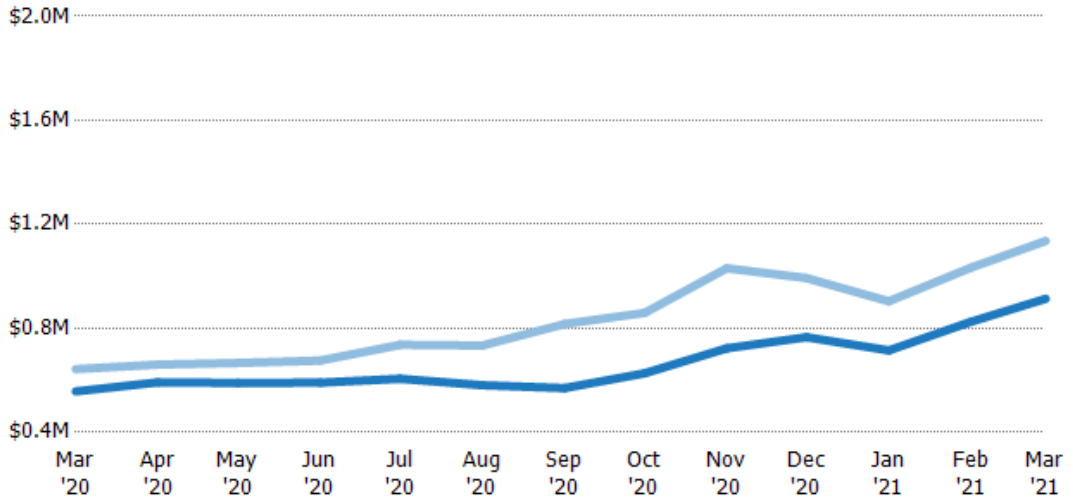
Current Year	\$339K	\$339K	\$350K	\$391K	\$398K	\$382K	\$375K	\$350K	\$412K	\$399K	\$393K	\$413K	\$350K
Prior Year	\$319K	\$319K	\$329K	\$324K	\$327K	\$322K	\$318K	\$319K	\$320K	\$328K	\$339K	\$327K	\$339K
Percent Change from Prior Year	6%	6%	6%	21%	22%	18%	18%	10%	29%	22%	16%	26%	3%

## 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



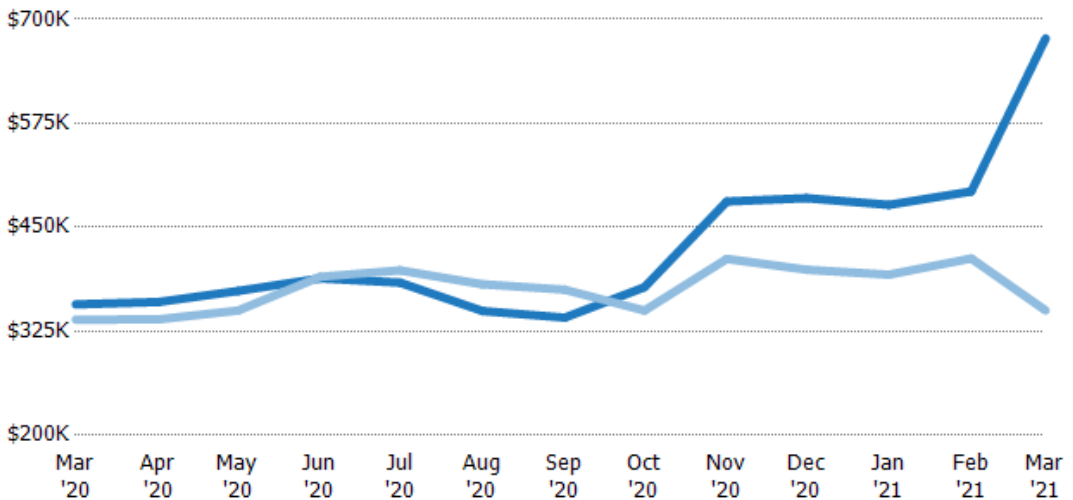
Avg Est Value	\$557K	\$592K	\$590K	\$591K	\$606K	\$581K	\$570K	\$627K	\$723K	\$766K	\$715K	\$825K	\$914K
Avg Listing Price	\$643K	\$661K	\$667K	\$676K	\$736K	\$734K	\$816K	\$859K	\$1.03M	\$993K	\$904K	\$1.03M	\$1.14M
Avg Listing Price as a % of Avg Est Value	115%	112%	113%	114%	122%	126%	143%	137%	143%	130%	126%	125%	124%

## 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



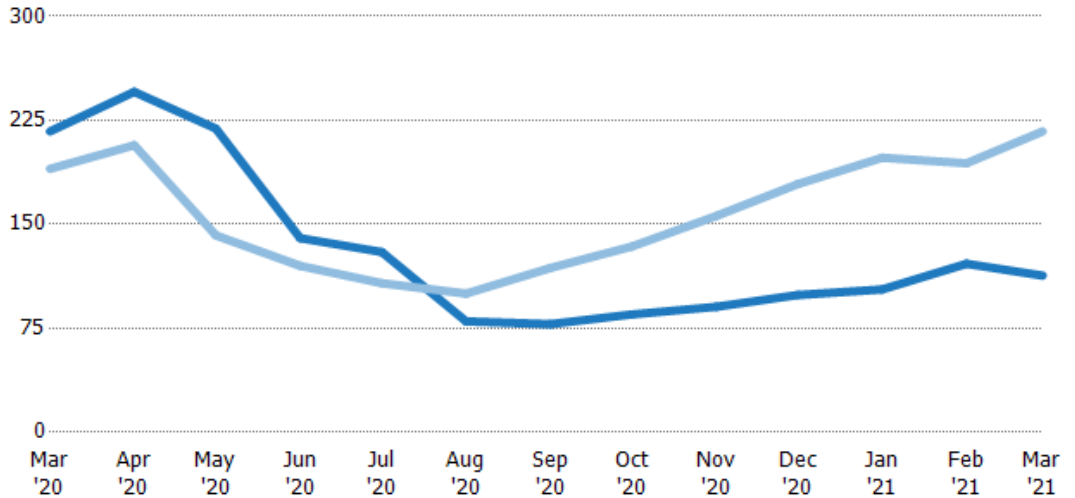
Median Est Value	\$357K	\$360K	\$373K	\$389K	\$383K	\$349K	\$341K	\$378K	\$481K	\$485K	\$477K	\$493K	\$677K
Median Listing Price	\$339K	\$339K	\$350K	\$391K	\$398K	\$382K	\$375K	\$350K	\$412K	\$399K	\$393K	\$413K	\$350K
Med Listing Price as a % of Med Est Value	95%	94%	94%	100%	104%	109%	110%	93%	86%	82%	82%	84%	52%

## 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



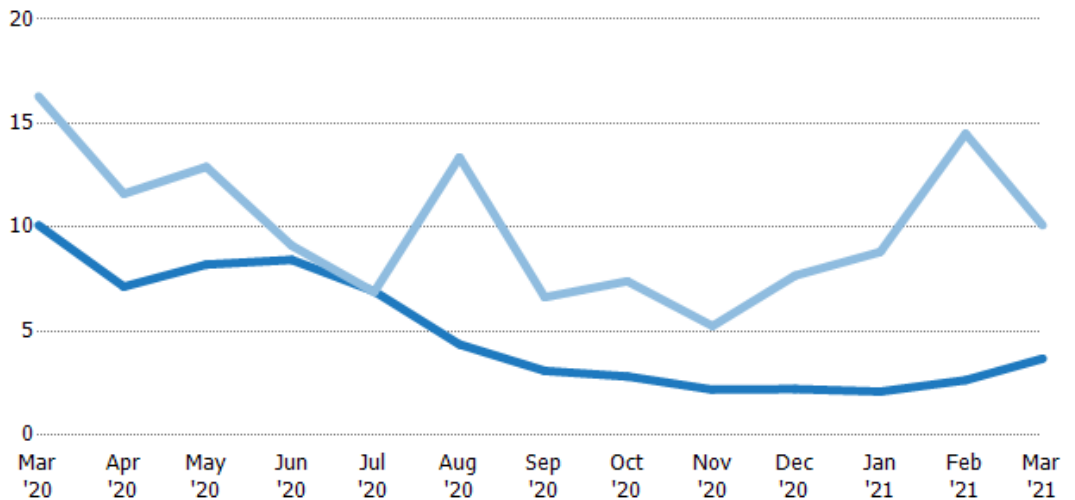
	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21
Current Year	217	246	219	140	130	80	78	85	90.5	99	103	122	113
Prior Year	190	207	142	120	108	100	119	134	156	179	198	194	217
Percent Change from Prior Year	14%	19%	54%	17%	21%	-20%	-34%	-37%	-42%	-45%	-48%	-37%	-48%

## 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



	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21
Current Year	10.1	7.14	8.21	8.43	6.92	4.37	3.1	2.83	2.19	2.22	2.1	2.65	3.68
Prior Year	16.3	11.6	12.9	9.12	6.88	13.4	6.64	7.41	5.25	7.68	8.81	14.5	10.1
Percent Change from Prior Year	-38%	-38%	-36%	-8%	1%	-67%	-53%	-62%	-58%	-71%	-76%	-82%	-64%

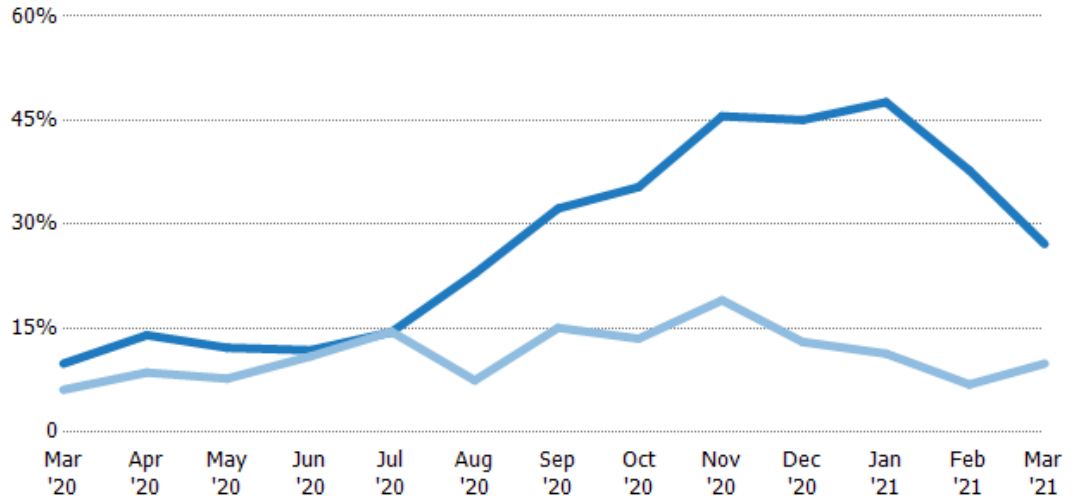
## Absorption Rate

The percentage of inventory sold per month.

### Filters Used

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

Month/Year	Rate	Chg.
Mar '21	27%	-17.2%
Mar '20	10%	-3.8%
Mar '19	6%	-8%



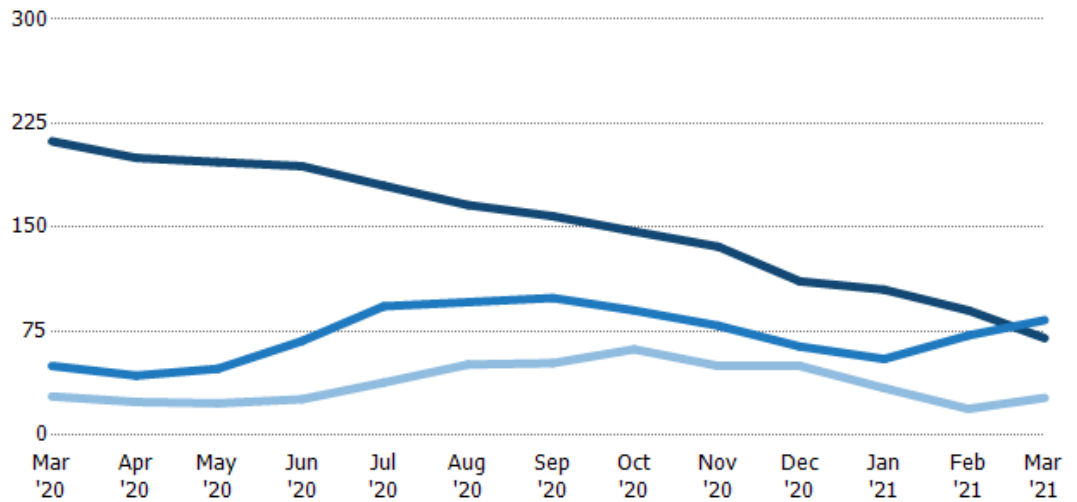
Current Year	10%	14%	12%	12%	14%	23%	32%	35%	46%	45%	48%	38%	27%
Prior Year	6%	9%	8%	11%	15%	7%	15%	14%	19%	13%	11%	7%	10%
Change from Prior Year	-4%	-5%	-4%	-1%	0%	-15%	-17%	-22%	-27%	-32%	-36%	-31%	-17%

## 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



Active	212	200	197	194	180	166	158	147	136	111	105	90	70
Pending	50	43	48	68	93	96	99	90	79	64	55	72	83
Sold	28	24	23	26	38	51	52	62	50	50	34	19	27

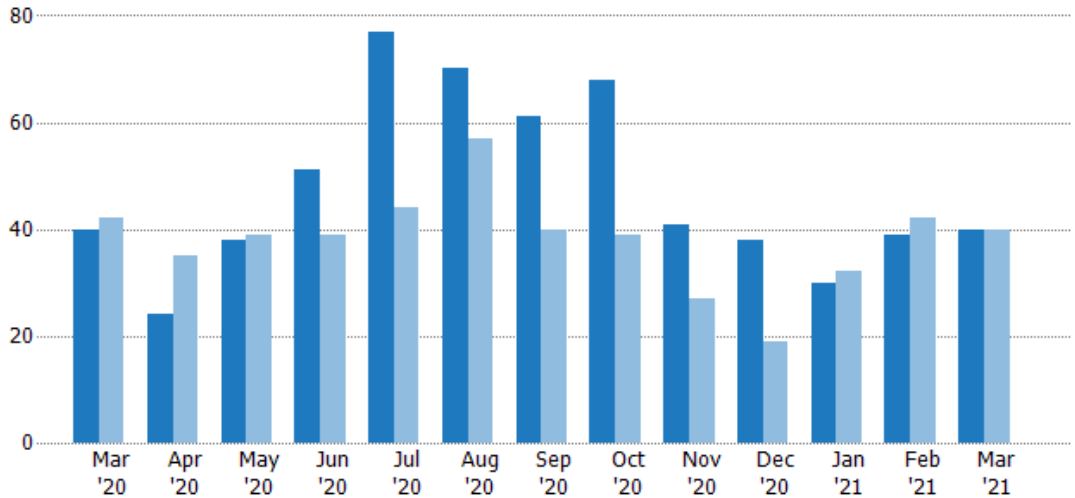
## New Pending Sales

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

Month/Year	Count	% Chg.
Mar '21	40	0%
Mar '20	40	-4.8%
Mar '19	42	-14.3%



	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21
Current Year	40	24	38	51	77	70	61	68	41	38	30	39	40
Prior Year	42	35	39	39	44	57	40	39	27	19	32	42	40
Percent Change from Prior Year	-5%	-31%	-3%	31%	75%	23%	53%	74%	52%	100%	-6%	-7%	0%

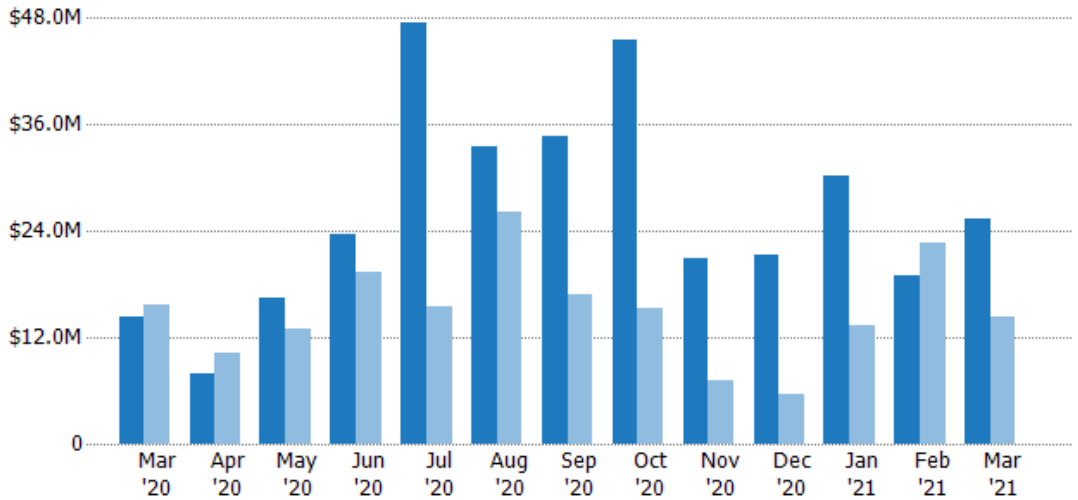
## New Pending Sales Volume

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

Month/Year	Volume	% Chg.
Mar '21	\$25.3M	76.2%
Mar '20	\$14.4M	-8.4%
Mar '19	\$15.7M	-37.2%



	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21
Current Year	\$14.4M	\$7.89M	\$16.5M	\$23.7M	\$47.5M	\$33.5M	\$34.7M	\$45.5M	\$20.9M	\$21.3M	\$30.2M	\$19.1M	\$25.3M
Prior Year	\$15.7M	\$10.3M	\$12.9M	\$19.4M	\$15.5M	\$26.2M	\$16.9M	\$15.3M	\$7.22M	\$5.62M	\$13.4M	\$22.6M	\$14.4M
Percent Change from Prior Year	-8%	-23%	28%	22%	207%	28%	105%	197%	190%	278%	126%	-16%	76%



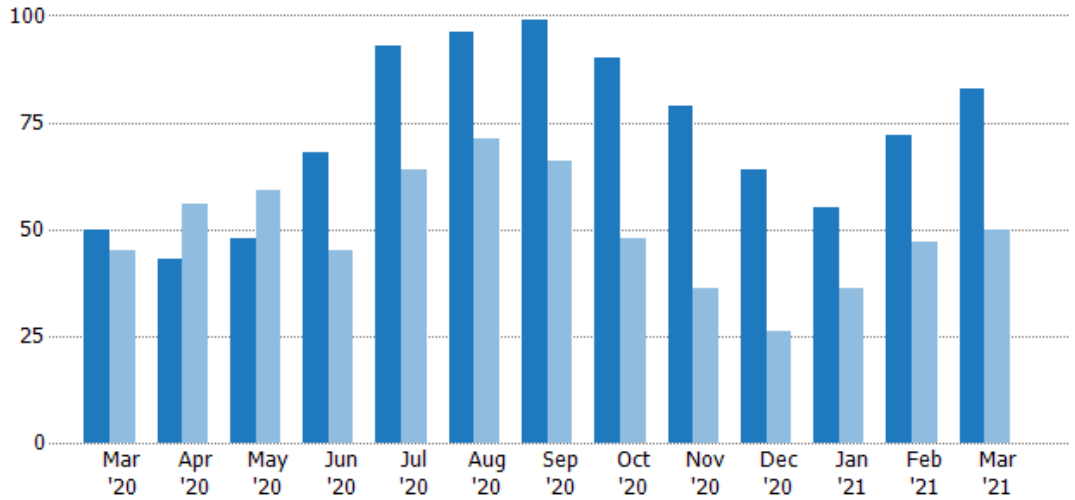
## Pending Sales

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

Month/Year	Count	% Chg.
Mar '21	83	66%
Mar '20	50	11.1%
Mar '19	45	22.2%



	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21
Current Year	50	43	48	68	93	96	99	90	79	64	55	72	83
Prior Year	45	56	59	45	64	71	66	48	36	26	36	47	50
Percent Change from Prior Year	11%	-23%	-19%	51%	45%	35%	50%	88%	119%	146%	53%	53%	66%

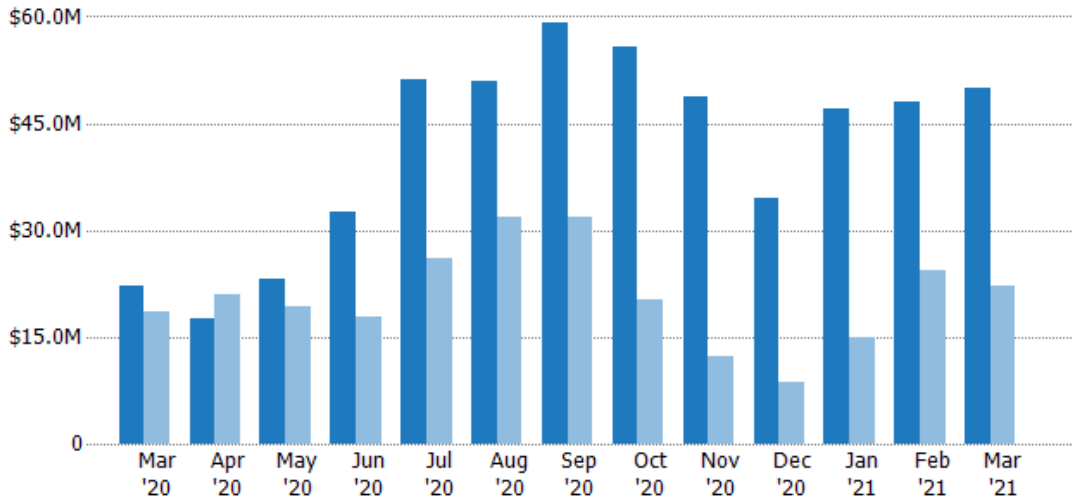
## Pending Sales Volume

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

Month/Year	Volume	% Chg.
Mar '21	\$50M	124.9%
Mar '20	\$22.2M	20%
Mar '19	\$18.5M	2.2%



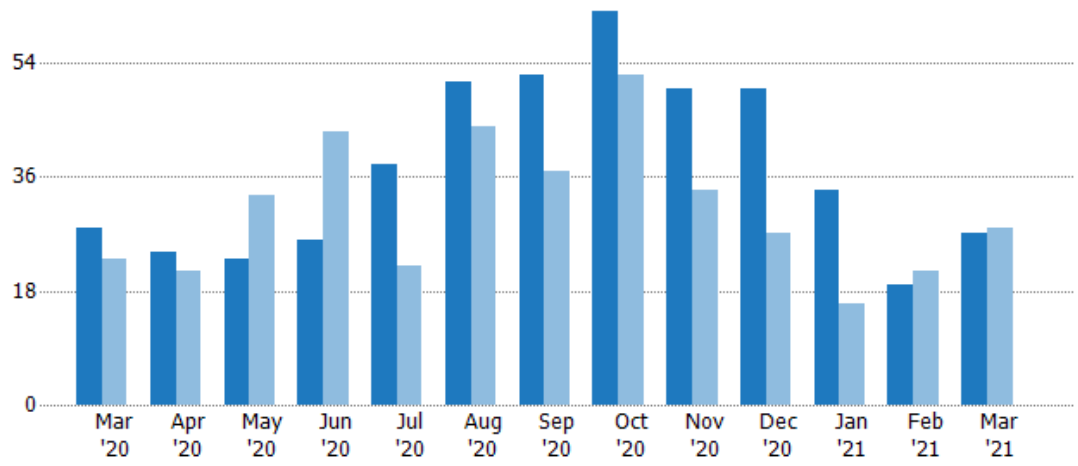
	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21
Current Year	\$22.2M	\$17.7M	\$23.1M	\$32.6M	\$51.2M	\$50.9M	\$59.2M	\$55.7M	\$48.8M	\$34.5M	\$46.9M	\$48M	\$50M
Prior Year	\$18.5M	\$21M	\$19.4M	\$17.8M	\$26.2M	\$31.7M	\$31.8M	\$20.2M	\$12.3M	\$8.61M	\$15M	\$24.3M	\$22.2M
Percent Change from Prior Year	20%	-16%	19%	83%	96%	60%	86%	176%	296%	301%	212%	98%	125%

## 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



Month/Year	Count	% Chg.
Mar '21	27	-3.6%
Mar '20	28	21.7%
Mar '19	23	30.4%

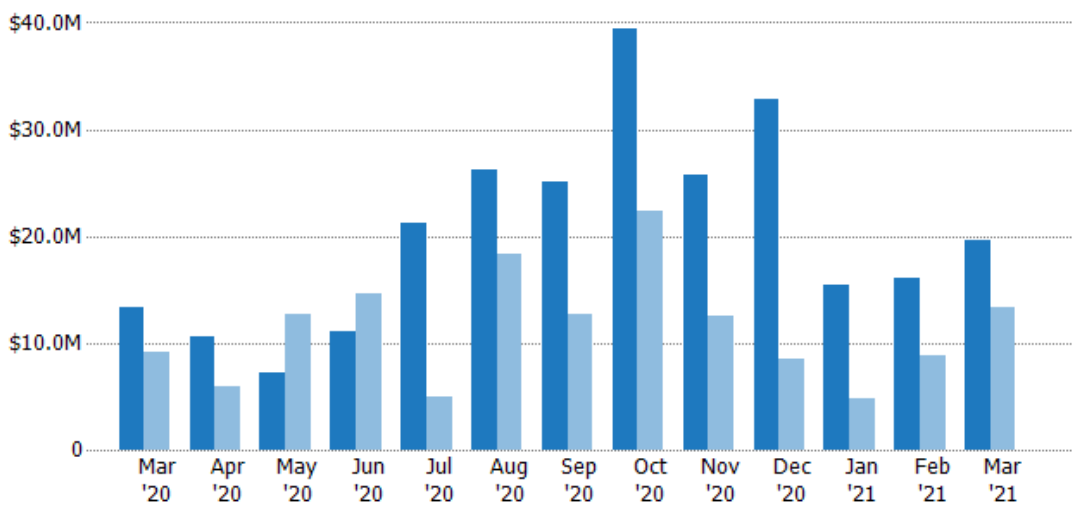
	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21
Current Year	28	24	23	26	38	51	52	62	50	50	34	19	27
Prior Year	23	21	33	43	22	44	37	52	34	27	16	21	28
Percent Change from Prior Year	22%	14%	-30%	-40%	73%	16%	41%	19%	47%	85%	113%	-10%	-4%

## 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



Month/Year	Volume	% Chg.
Mar '21	\$19.6M	47.2%
Mar '20	\$13.3M	45.8%
Mar '19	\$9.14M	13.8%

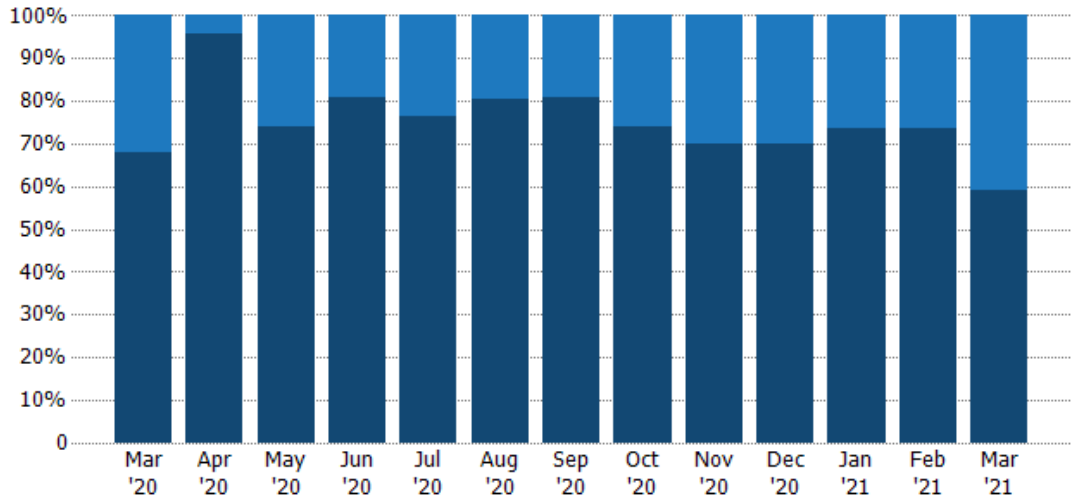
	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21
Current Year	\$13.3M	\$10.5M	\$7.15M	\$11.1M	\$21.2M	\$26.3M	\$25M	\$39.4M	\$25.7M	\$32.8M	\$15.5M	\$16.1M	\$19.6M
Prior Year	\$9.14M	\$5.87M	\$12.8M	\$14.7M	\$4.91M	\$18.3M	\$12.6M	\$22.3M	\$12.6M	\$8.48M	\$4.77M	\$8.88M	\$13.3M
Percent Change from Prior Year	46%	79%	-44%	-25%	331%	43%	98%	76%	104%	287%	225%	82%	47%

## 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



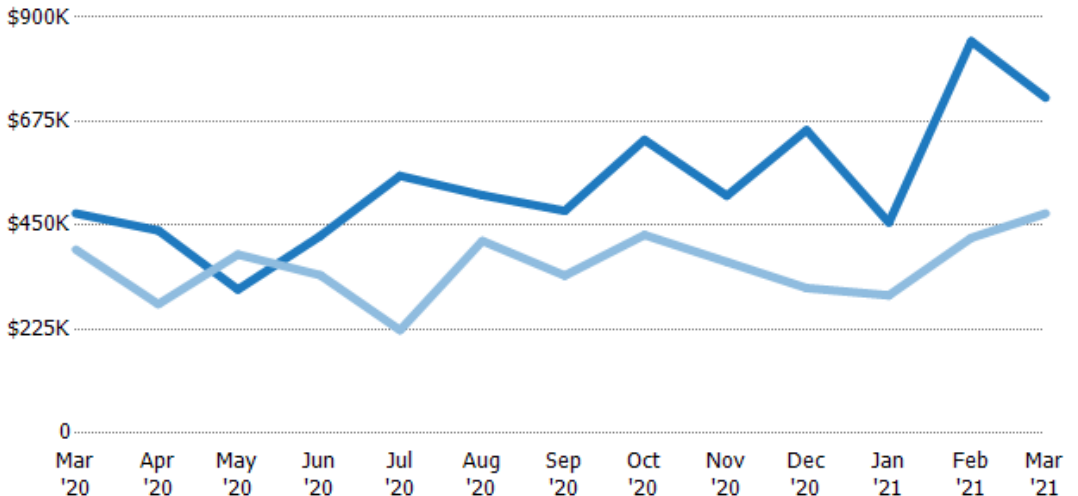
Property Type	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21
Condo/Townhouse	32%	4%	26%	19%	24%	20%	19%	26%	30%	30%	26%	26%	41%
Single Family Residence	68%	96%	74%	81%	76%	80%	81%	74%	70%	70%	74%	74%	59%

## 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



Month/Year	Price	% Chg.
Mar '21	\$726K	52.6%
Mar '20	\$476K	19.7%
Mar '19	\$397K	-12.8%

Property Type	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21
Current Year	\$476K	\$439K	\$311K	\$427K	\$557K	\$515K	\$481K	\$635K	\$514K	\$656K	\$456K	\$848K	\$726K
Prior Year	\$397K	\$279K	\$387K	\$342K	\$223K	\$416K	\$341K	\$429K	\$371K	\$314K	\$298K	\$423K	\$476K
Percent Change from Prior Year	20%	57%	-20%	25%	150%	24%	41%	48%	39%	109%	53%	101%	53%

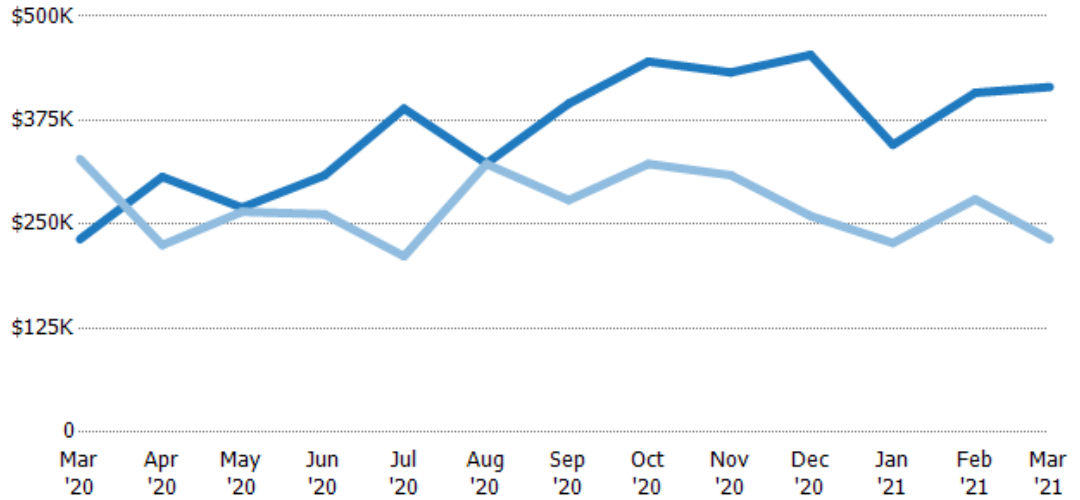
## Median Sales Price

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

Month/Year	Price	% Chg.
Mar '21	\$415K	78.9%
Mar '20	\$232K	-29.4%
Mar '19	\$329K	-16.3%



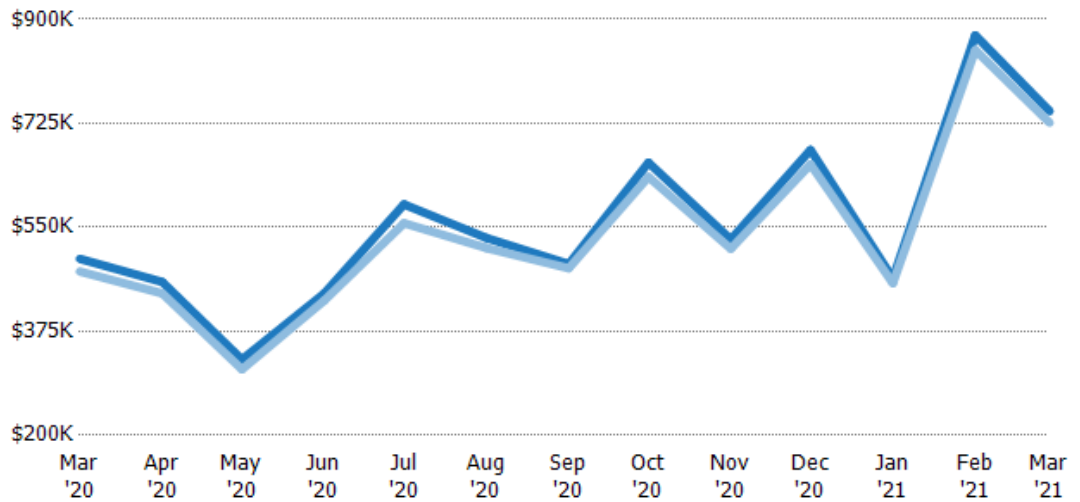
Current Year	\$232K	\$307K	\$270K	\$309K	\$389K	\$323K	\$395K	\$446K	\$433K	\$454K	\$346K	\$408K	\$415K
Prior Year	\$329K	\$225K	\$265K	\$262K	\$212K	\$323K	\$279K	\$323K	\$309K	\$260K	\$228K	\$280K	\$232K
Percent Change from Prior Year	-29%	36%	2%	18%	84%	0%	42%	38%	40%	74%	52%	46%	79%

## 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



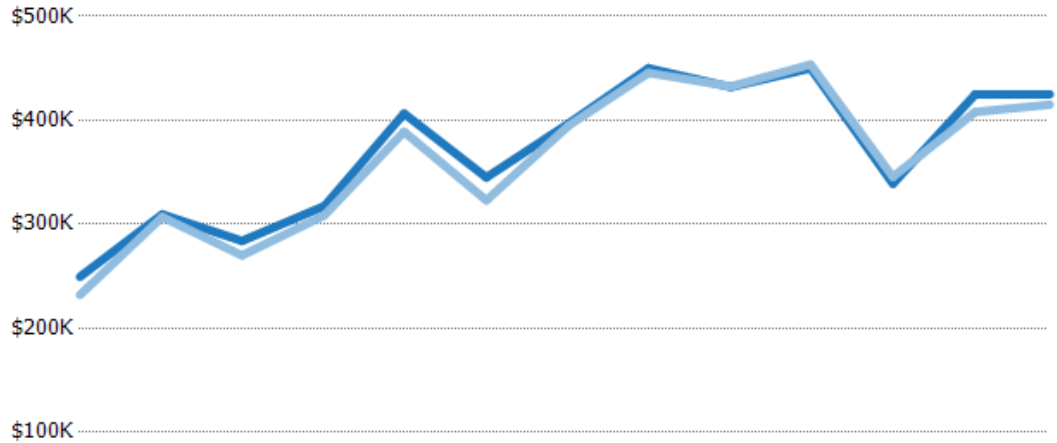
Avg List Price	\$497K	\$458K	\$327K	\$439K	\$589K	\$532K	\$488K	\$659K	\$530K	\$680K	\$464K	\$873K	\$745K
Avg Sales Price	\$476K	\$439K	\$311K	\$427K	\$557K	\$515K	\$481K	\$635K	\$514K	\$656K	\$456K	\$848K	\$726K
Avg Sales Price as a % of Avg List Price	96%	96%	95%	97%	95%	97%	99%	96%	97%	96%	98%	97%	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



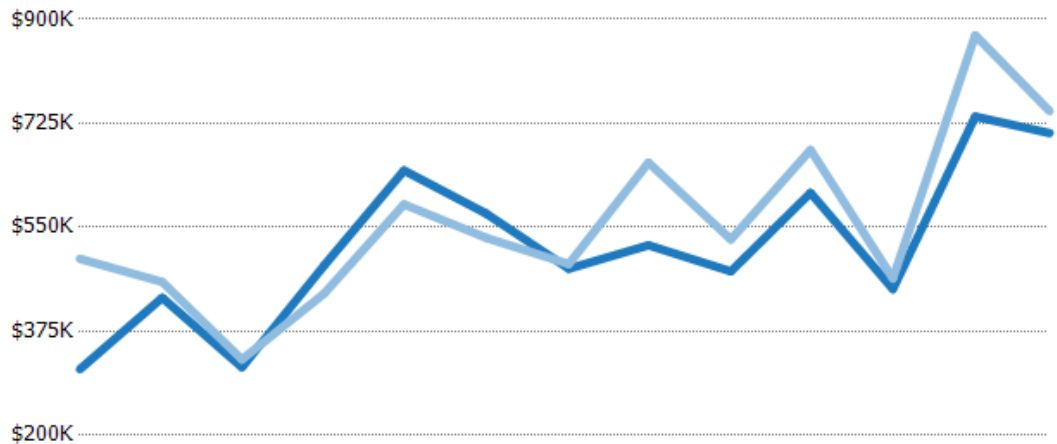
	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21
Median List Price	\$249K	\$310K	\$284K	\$318K	\$407K	\$345K	\$397K	\$450K	\$432K	\$450K	\$339K	\$425K	\$425K
Median Sales Price	\$232K	\$307K	\$270K	\$309K	\$389K	\$323K	\$395K	\$446K	\$433K	\$454K	\$346K	\$408K	\$415K
Med Sales Price as a % of Med List Price	93%	99%	95%	97%	96%	94%	99%	99%	100%	101%	102%	96%	98%

## 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



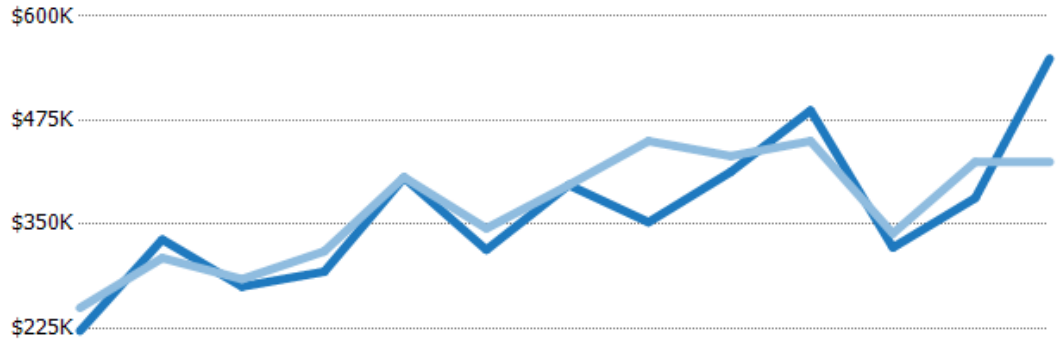
	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21
Avg Est Value	\$311K	\$431K	\$314K	\$486K	\$646K	\$573K	\$480K	\$520K	\$476K	\$608K	\$446K	\$736K	\$709K
Avg Sales Price	\$497K	\$458K	\$327K	\$439K	\$589K	\$532K	\$488K	\$659K	\$530K	\$680K	\$464K	\$873K	\$745K
Avg Sales Price as a % of Avg Est Value	160%	106%	104%	90%	91%	93%	102%	127%	111%	112%	104%	119%	105%

## 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



	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21
Median Est Value	\$222K	\$332K	\$275K	\$293K	\$406K	\$319K	\$397K	\$353K	\$413K	\$487K	\$322K	\$382K	\$549K
Median Sales Price	\$249K	\$310K	\$284K	\$318K	\$407K	\$345K	\$397K	\$450K	\$432K	\$450K	\$339K	\$425K	\$425K
Med Sales Price as a % of Med Est Value	112%	93%	103%	108%	100%	108%	100%	128%	105%	92%	105%	111%	77%