

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	Feb 2021	Feb 2020	+ / -	YTD 2021	YTD 2020	+ / -
Listing Activity Charts Metrics						
New Listing Count	31	40	-22.5%	59	61	-3.3%
New Listing Volume	\$20,231,775	\$22,644,250	-10.7%	\$37,176,475	\$31,072,750	+19.6%
Active Listing Count	90	232	-61.2%	N/A	N/A	
Active Listing Volume	\$93,022,300	\$149,737,050	-37.9%	N/A	N/A	
Average Listing Price	\$1,033,581	\$645,418	+60.1%	\$963,740	\$642,861	+49.9%
Median Listing Price	\$412,500	\$327,000	+26.1%	\$402,000	\$333,077	+20.7%
Median Days in RPR	121.5	194	-37.4%	109.63	195.73	-44%
Months of Inventory	2.6	14.5	-81.7%	5.3	12.1	-56.3%
Absorption Rate	37.78%	6.9%	+30.9%	18.97%	8.3%	+10.7%
Sales Activity Charts Metrics						
New Pending Sales Count	39	42	-7.1%	69	74	-6.8%
New Pending Sales Volume	\$19,057,375	\$22,643,900	-15.8%	\$49,283,075	\$36,043,600	+36.7%
Pending Sales Count	72	47	+53.2%	N/A	N/A	
Pending Sales Volume	\$47,969,275	\$24,266,200	+97.7%	N/A	N/A	
Closed Sales Count	19	21	-9.5%	53	37	+43.2%
Closed Sales Volume	\$16,116,200	\$8,878,000	+81.5%	\$31,616,900	\$13,651,200	+131.6%
Average Sales Price	\$848,221	\$422,762	+100.6%	\$596,545	\$368,951	+61.7%
Median Sales Price	\$408,000	\$280,000	+45.7%	\$367,906	\$257,297	+43%

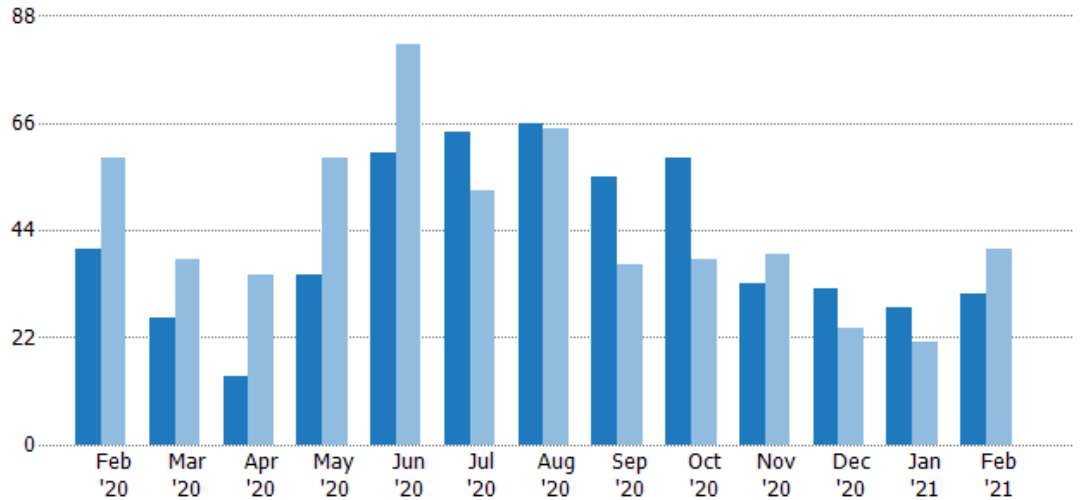
New Listings

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.
Feb '21	31	-22.5%
Feb '20	40	-32.2%
Feb '19	59	-47.5%



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

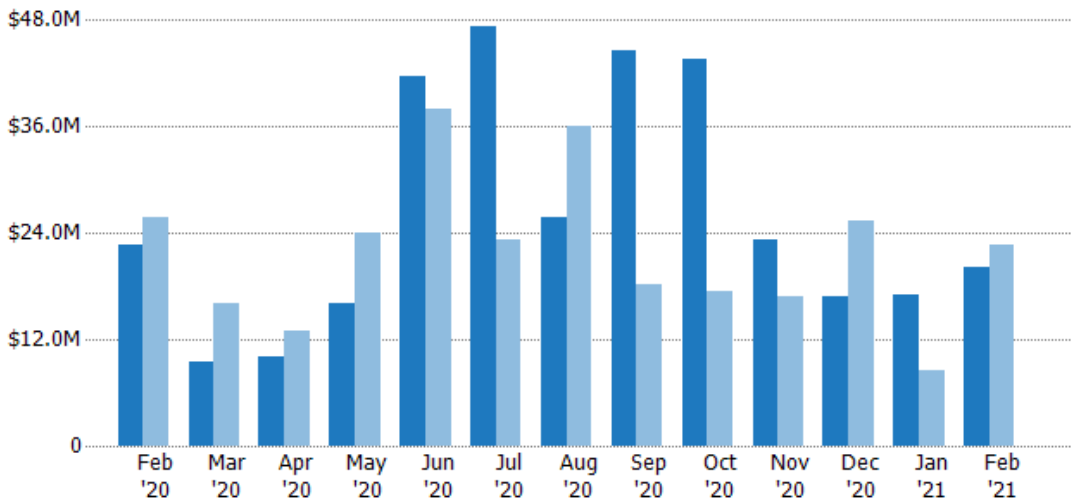
New Listing Volume

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.
Feb '21	\$20.2M	-10.7%
Feb '20	\$22.6M	-11.8%
Feb '19	\$25.7M	-56.4%



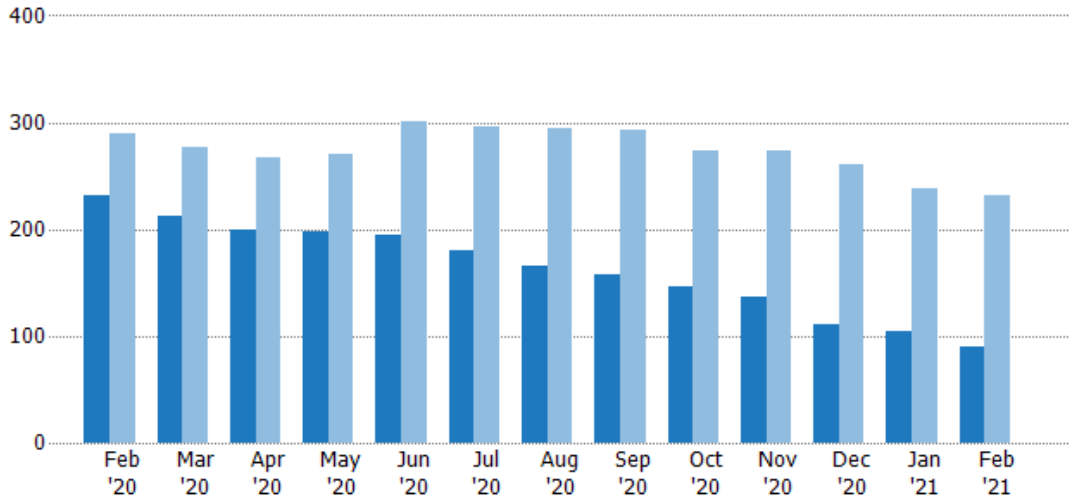
	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21
Current Year	\$22.6M	\$9.57M	\$10.1M	\$16.1M	\$41.7M	\$47.3M	\$25.7M	\$44.5M	\$43.6M	\$23.2M	\$16.9M	\$16.9M	\$20.2M
Prior Year	\$25.7M	\$16.1M	\$13.1M	\$24M	\$38M	\$23.3M	\$36M	\$18.2M	\$17.4M	\$16.9M	\$25.3M	\$8.43M	\$22.6M
Percent Change from Prior Year	-12%	-41%	-22%	-33%	10%	103%	-29%	145%	151%	37%	-33%	101%	-11%

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



Month/Year	Count	% Chg.
Feb '21	90	-61.2%
Feb '20	232	-20%
Feb '19	290	-14.1%

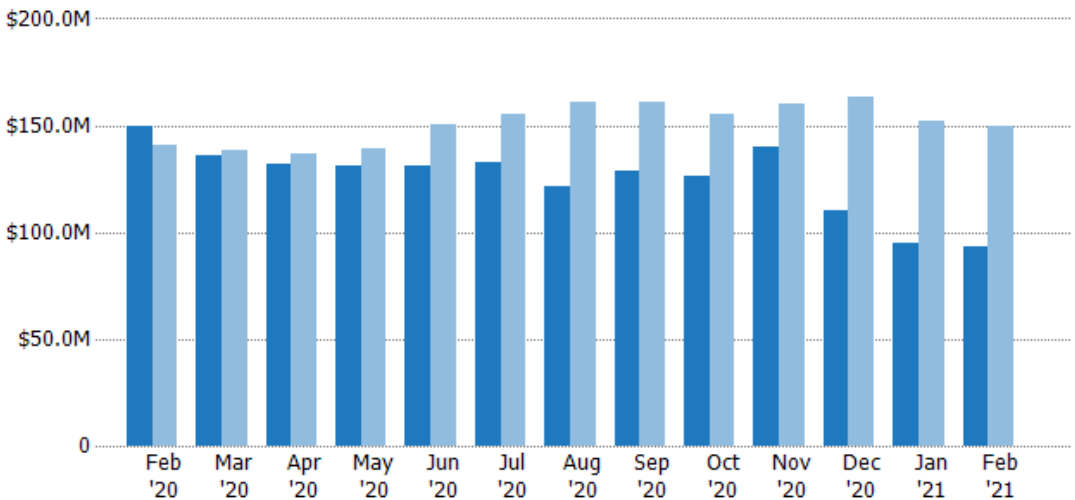
Month/Year	Count	% Chg.
Feb '21	90	-61.2%
Feb '20	232	-20%
Feb '19	290	-14.1%

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



Month/Year	Volume	% Chg.
Feb '21	\$93M	-37.9%
Feb '20	\$150M	6.4%
Feb '19	\$141M	-20.8%

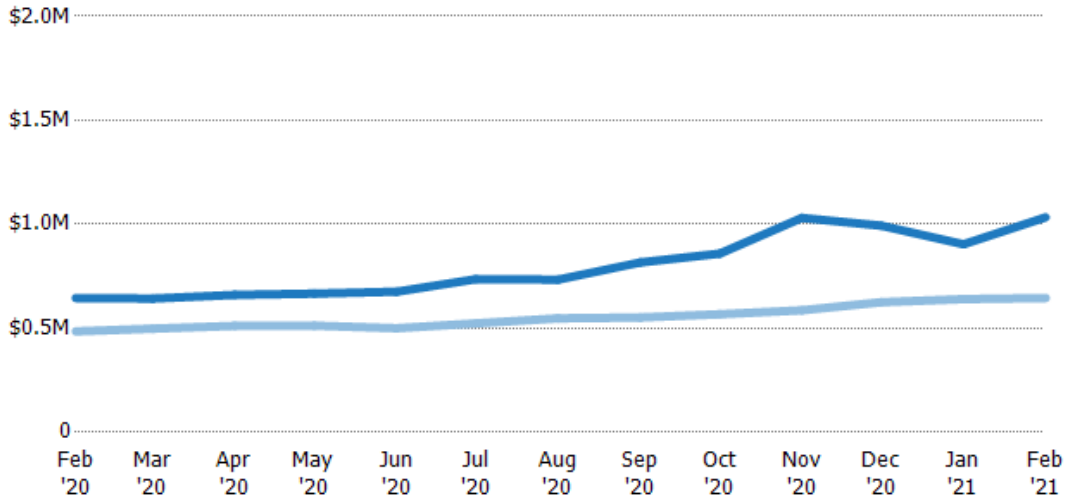
Month/Year	Volume	% Chg.
Feb '21	\$93M	-37.9%
Feb '20	\$150M	6.4%
Feb '19	\$141M	-20.8%

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



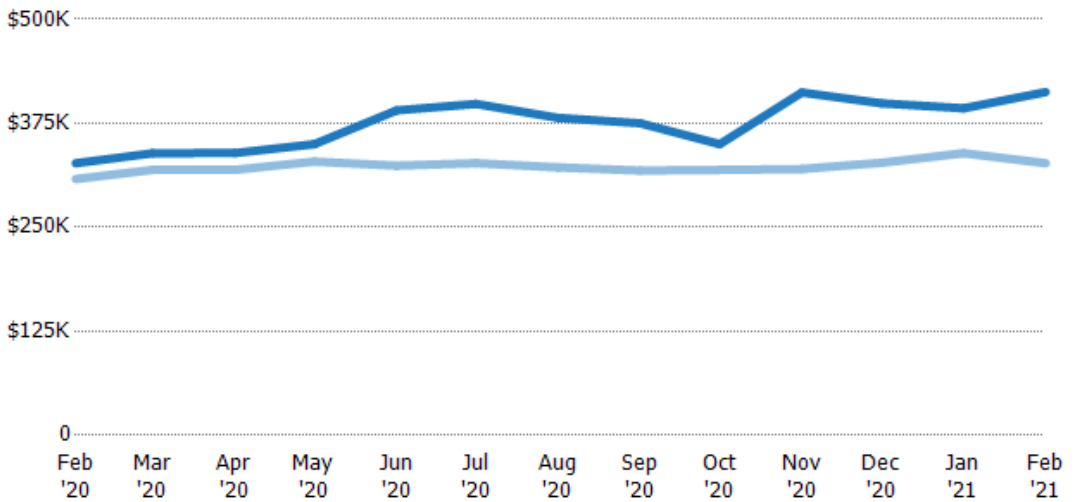
	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21
Current Year	\$645K	\$643K	\$661K	\$667K	\$676K	\$736K	\$734K	\$816K	\$859K	\$1.03M	\$993K	\$904K	\$1.03M
Prior Year	\$485K	\$498K	\$512K	\$512K	\$500K	\$523K	\$548K	\$552K	\$568K	\$586K	\$625K	\$640K	\$645K
Percent Change from Prior Year	33%	29%	29%	30%	35%	41%	34%	48%	51%	76%	59%	41%	60%

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



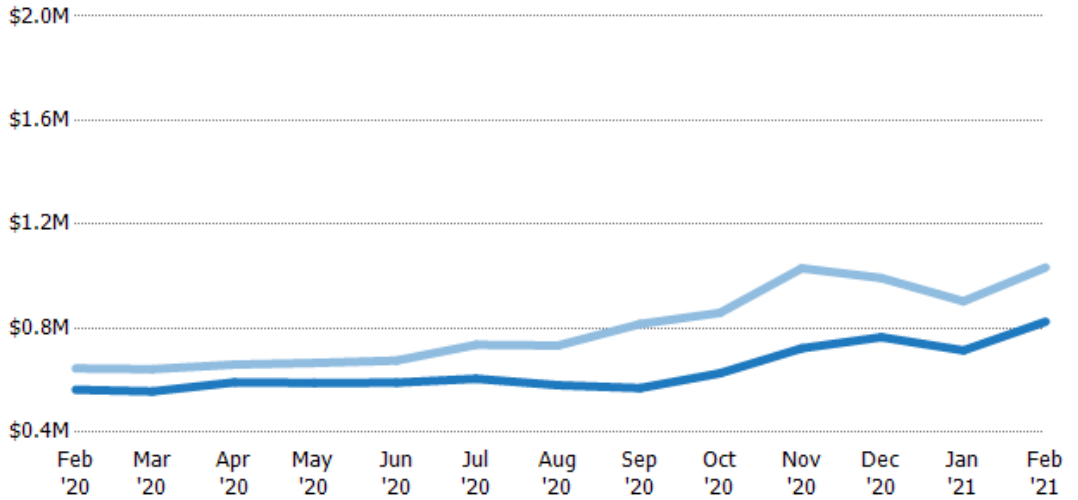
	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21
Current Year	\$327K	\$339K	\$339K	\$350K	\$391K	\$398K	\$382K	\$375K	\$350K	\$412K	\$399K	\$393K	\$413K
Prior Year	\$308K	\$319K	\$319K	\$329K	\$324K	\$327K	\$322K	\$318K	\$319K	\$320K	\$328K	\$339K	\$327K
Percent Change from Prior Year	6%	6%	6%	6%	21%	22%	18%	18%	10%	29%	22%	16%	26%

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



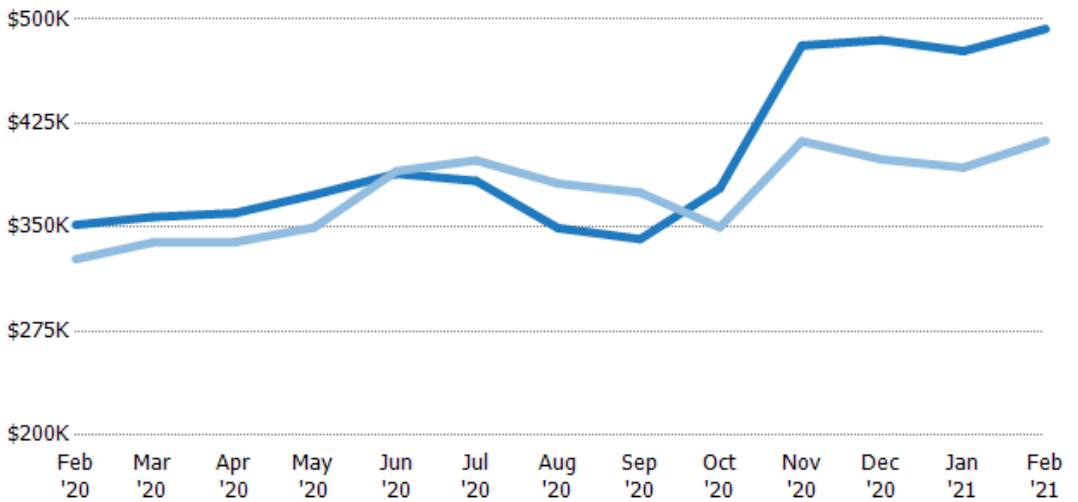
	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21
Avg Est Value	\$564K	\$557K	\$592K	\$590K	\$591K	\$606K	\$581K	\$570K	\$627K	\$723K	\$766K	\$715K	\$825K
Avg Listing Price	\$645K	\$643K	\$661K	\$667K	\$676K	\$736K	\$734K	\$816K	\$859K	\$1.03M	\$993K	\$904K	\$1.03M
Avg Listing Price as a % of Avg Est Value	115%	115%	112%	113%	114%	122%	126%	143%	137%	143%	130%	126%	125%

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



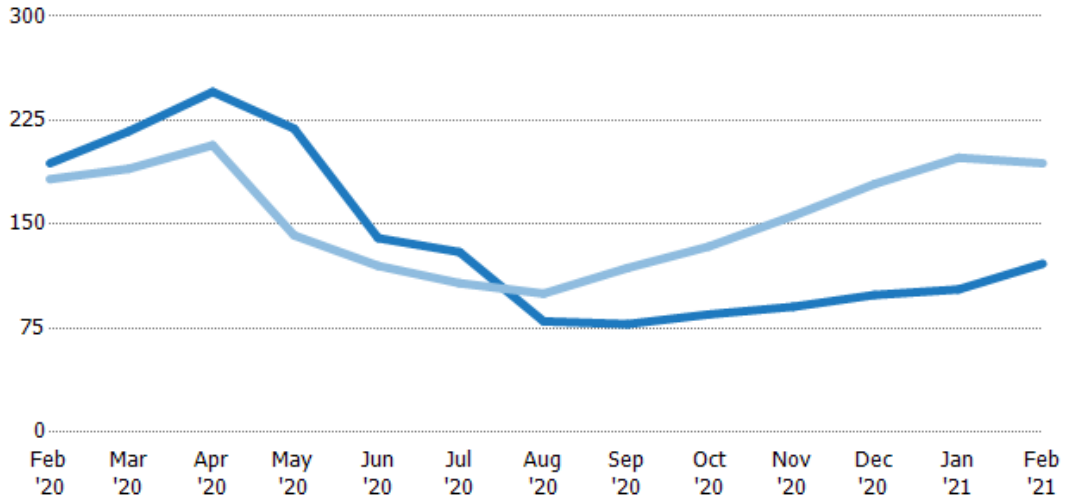
	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21
Median Est Value	\$352K	\$357K	\$360K	\$373K	\$389K	\$383K	\$349K	\$341K	\$378K	\$481K	\$485K	\$477K	\$493K
Median Listing Price	\$327K	\$339K	\$339K	\$350K	\$391K	\$398K	\$382K	\$375K	\$350K	\$412K	\$399K	\$393K	\$413K
Med Listing Price as a % of Med Est Value	93%	95%	94%	94%	100%	104%	109%	110%	93%	86%	82%	82%	84%

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



Month/Year	Days	% Chg.
Feb '21	122	-37.4%
Feb '20	194	6.3%
Feb '19	183	-3.6%

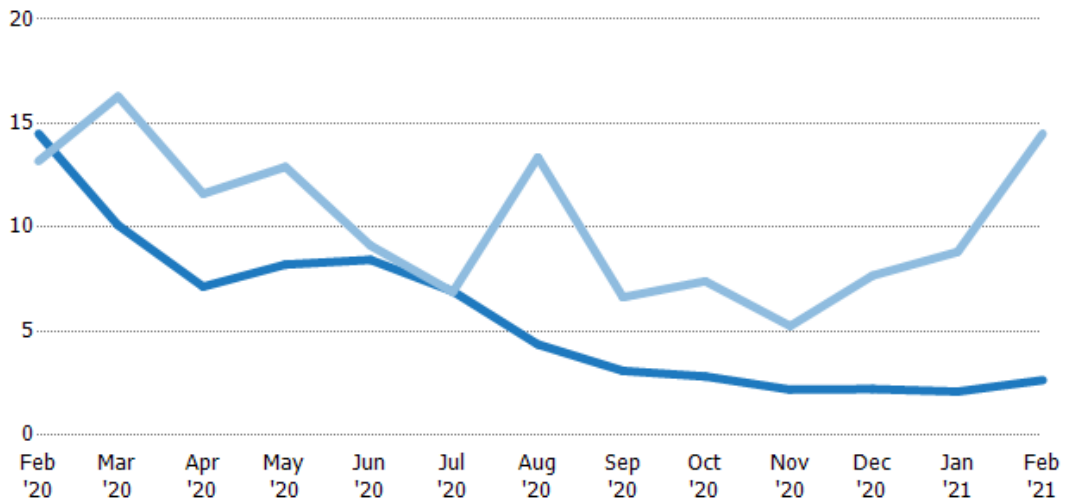
	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21
Current Year	194	217	246	219	140	130	80	78	85	90.5	99	103	122
Prior Year	183	190	207	142	120	108	100	119	134	156	179	198	194
Percent Change from Prior Year	6%	14%	19%	54%	17%	21%	-20%	-34%	-37%	-42%	-45%	-48%	-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



Month/Year	Months	% Chg.
Feb '21	2.65	-81.7%
Feb '20	14.5	10%
Feb '19	13.2	-14.1%

	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21
Current Year	14.5	10.1	7.14	8.21	8.43	6.92	4.37	3.1	2.83	2.19	2.22	2.1	2.65
Prior Year	13.2	16.3	11.6	12.9	9.12	6.88	13.4	6.64	7.41	5.25	7.68	8.81	14.5
Percent Change from Prior Year	10%	-38%	-38%	-36%	-8%	1%	-67%	-53%	-62%	-58%	-71%	-76%	-82%

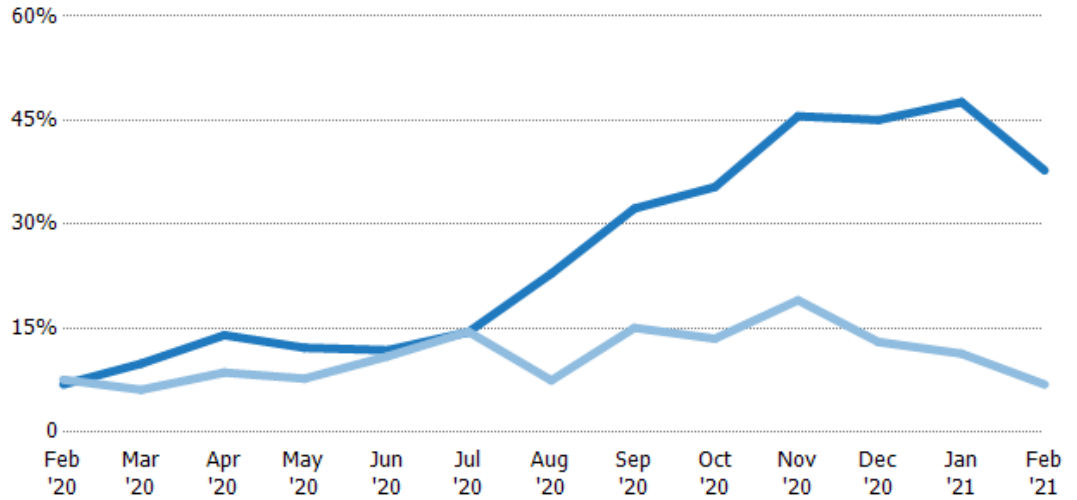
Absorption Rate

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.
Feb '21	38%	-30.9%
Feb '20	7%	0.7%
Feb '19	8%	16.5%



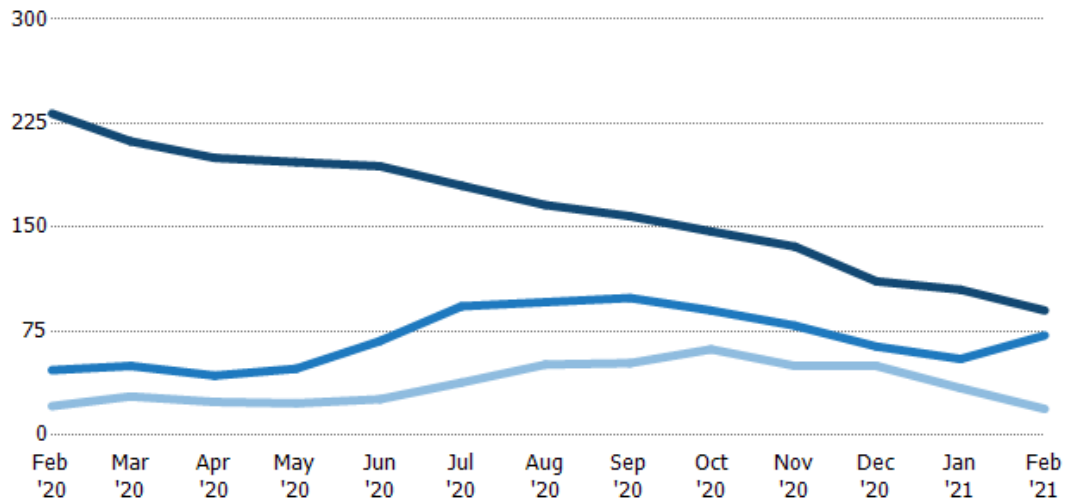
Current Year	7%	10%	14%	12%	12%	14%	23%	32%	35%	46%	45%	48%	38%
Prior Year	8%	6%	9%	8%	11%	15%	7%	15%	14%	19%	13%	11%	7%
Change from Prior Year	1%	-4%	-5%	-4%	-1%	0%	-15%	-17%	-22%	-27%	-32%	-36%	-31%

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	232	212	200	197	194	180	166	158	147	136	111	105	90
Pending	47	50	43	48	68	93	96	99	90	79	64	55	72
Sold	21	28	24	23	26	38	51	52	62	50	50	34	19

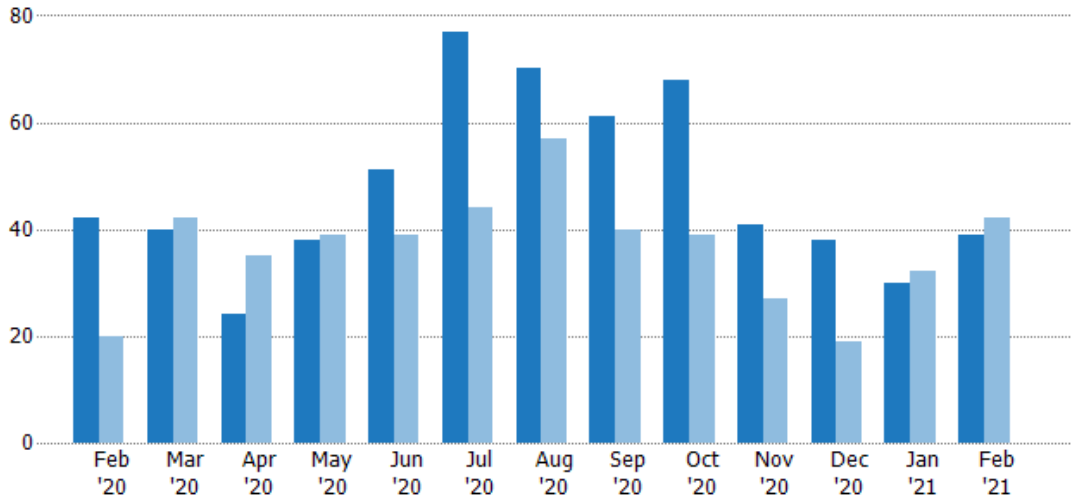
New Pending Sales

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.
Feb '21	39	-7.1%
Feb '20	42	110%
Feb '19	20	50%



	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21
Current Year	42	40	24	38	51	77	70	61	68	41	38	30	39
Prior Year	20	42	35	39	39	44	57	40	39	27	19	32	42
Percent Change from Prior Year	110%	-5%	-31%	-3%	31%	75%	23%	53%	74%	52%	100%	-6%	-7%

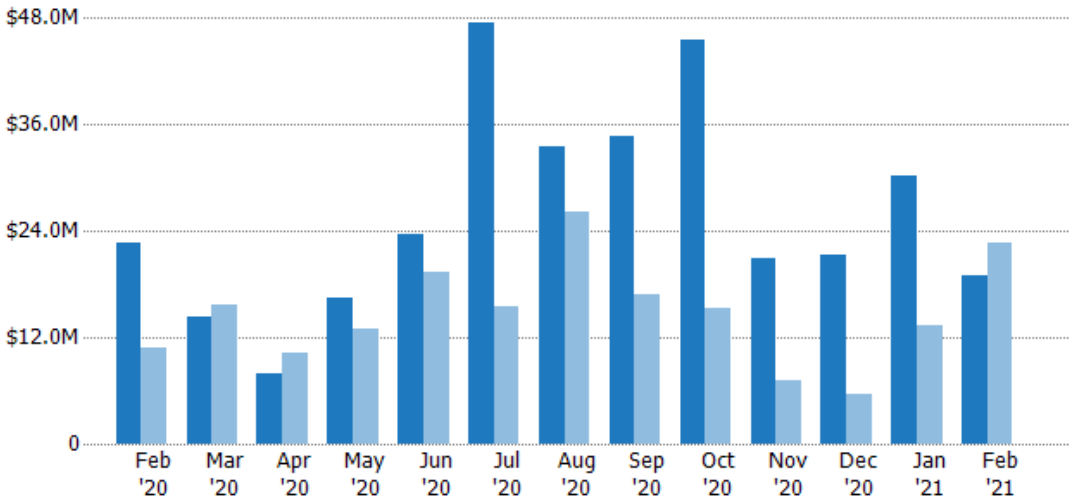
New Pending Sales Volume

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.
Feb '21	\$19.1M	-15.8%
Feb '20	\$22.6M	108.4%
Feb '19	\$10.9M	16%



	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21
Current Year	\$22.6M	\$14.4M	\$7.89M	\$16.5M	\$23.7M	\$47.5M	\$33.5M	\$34.7M	\$45.5M	\$20.9M	\$21.3M	\$30.2M	\$19.1M
Prior Year	\$10.9M	\$15.7M	\$10.3M	\$12.9M	\$19.4M	\$15.5M	\$26.2M	\$16.9M	\$15.3M	\$7.22M	\$5.62M	\$13.4M	\$22.6M
Percent Change from Prior Year	108%	-8%	-23%	28%	22%	207%	28%	105%	197%	190%	278%	126%	-16%

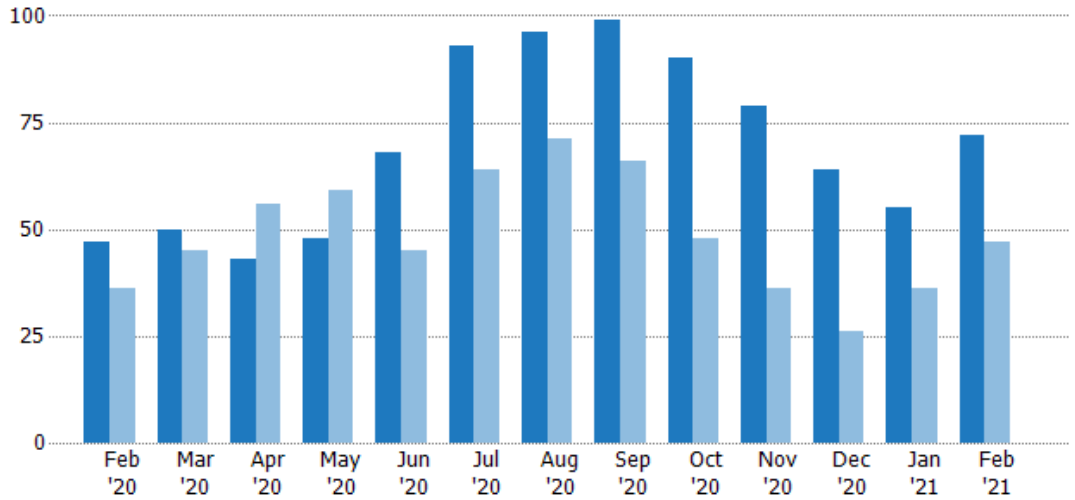
Pending Sales

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.
Feb '21	72	53.2%
Feb '20	47	30.6%
Feb '19	36	33.3%



	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21
Current Year	47	50	43	48	68	93	96	99	90	79	64	55	72
Prior Year	36	45	56	59	45	64	71	66	48	36	26	36	47
Percent Change from Prior Year	31%	11%	-23%	-19%	51%	45%	35%	50%	88%	119%	146%	53%	53%

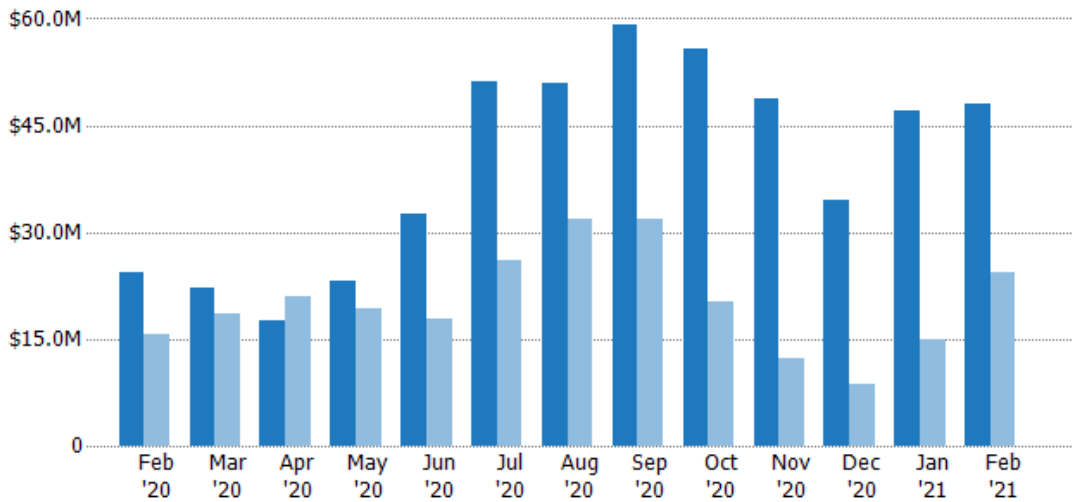
Pending Sales Volume

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.
Feb '21	\$48M	97.7%
Feb '20	\$24.3M	54.8%
Feb '19	\$15.7M	26.2%



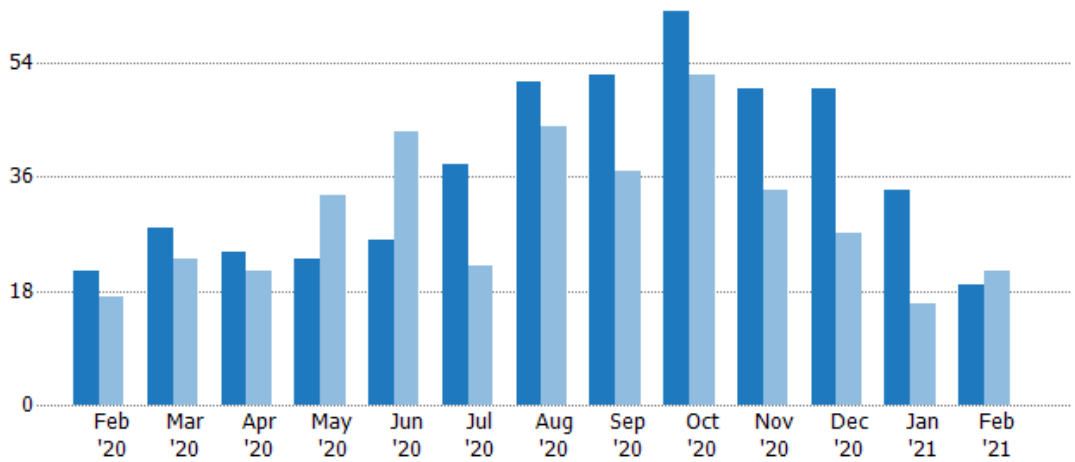
	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21
Current Year	\$24.3M	\$22.2M	\$17.7M	\$23.1M	\$32.6M	\$51.2M	\$50.9M	\$59.2M	\$55.7M	\$48.8M	\$34.5M	\$46.9M	\$48M
Prior Year	\$15.7M	\$18.5M	\$21M	\$19.4M	\$17.8M	\$26.2M	\$31.7M	\$31.8M	\$20.2M	\$12.3M	\$8.61M	\$15M	\$24.3M
Percent Change from Prior Year	55%	20%	-16%	19%	83%	96%	60%	86%	176%	296%	301%	212%	98%

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



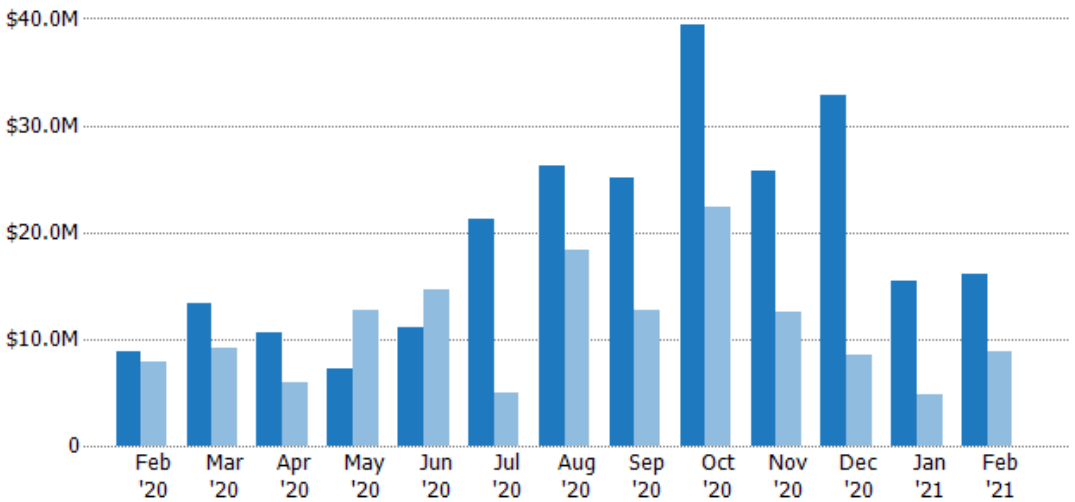
	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21
Current Year	21	28	24	23	26	38	51	52	62	50	50	34	19
Prior Year	17	23	21	33	43	22	44	37	52	34	27	16	21
Percent Change from Prior Year	24%	22%	14%	-30%	-40%	73%	16%	41%	19%	47%	85%	113%	-10%

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



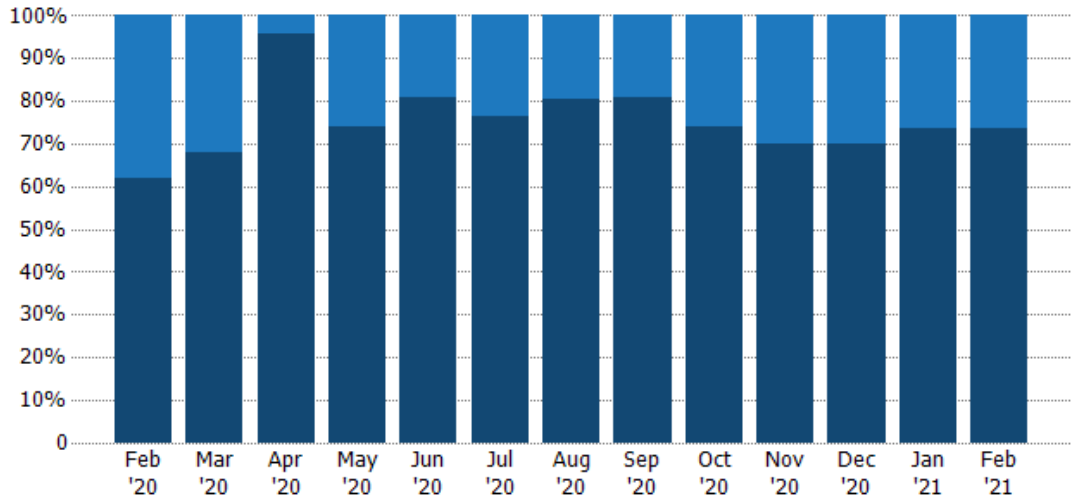
	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21
Current Year	\$8.88M	\$13.3M	\$10.5M	\$7.15M	\$11.1M	\$21.2M	\$26.3M	\$25M	\$39.4M	\$25.7M	\$32.8M	\$15.5M	\$16.1M
Prior Year	\$7.89M	\$9.14M	\$5.87M	\$12.8M	\$14.7M	\$4.91M	\$18.3M	\$12.6M	\$22.3M	\$12.6M	\$8.48M	\$4.77M	\$8.88M
Percent Change from Prior Year	12%	46%	79%	-44%	-25%	331%	43%	98%	76%	104%	287%	225%	82%

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

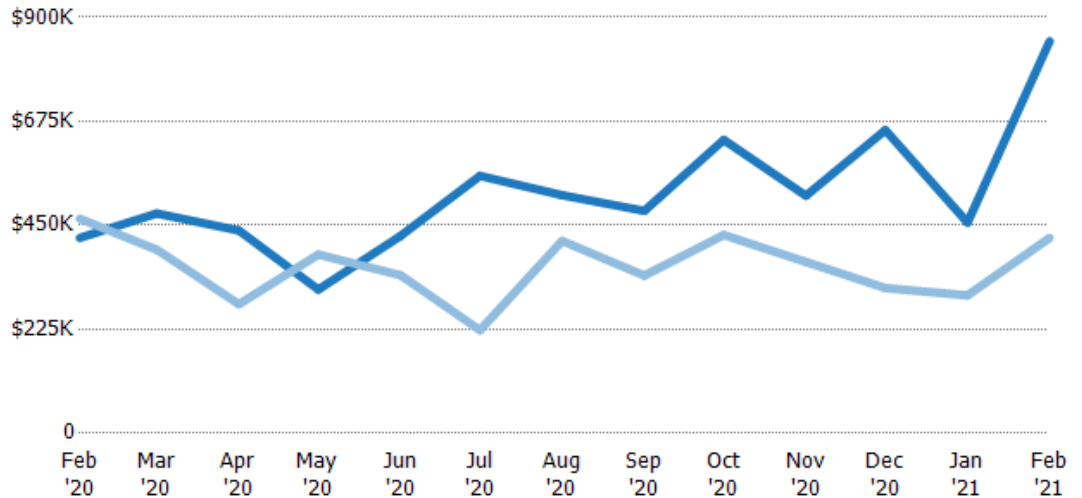
Average Sales Price

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

Month/Year	Price	% Chg.
Feb '21	\$848K	100.6%
Feb '20	\$423K	-8.9%
Feb '19	\$464K	4.1%



Property Type	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21
Current Year	\$423K	\$476K	\$439K	\$311K	\$427K	\$557K	\$515K	\$481K	\$635K	\$514K	\$656K	\$456K	\$848K
Prior Year	\$464K	\$397K	\$279K	\$387K	\$342K	\$223K	\$416K	\$341K	\$429K	\$371K	\$314K	\$298K	\$423K
Percent Change from Prior Year	-9%	20%	57%	-20%	25%	150%	24%	41%	48%	39%	109%	53%	101%

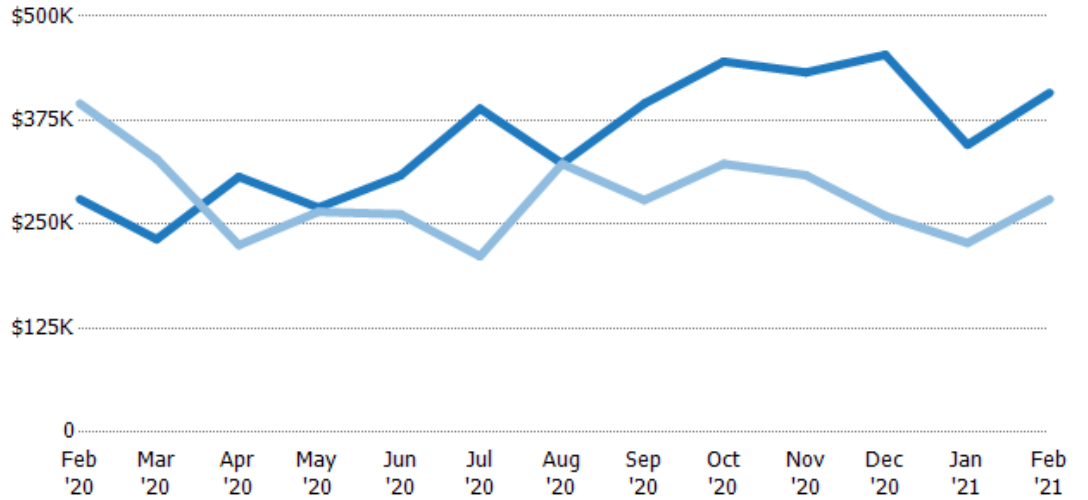
Median Sales Price

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.
Feb '21	\$408K	45.7%
Feb '20	\$280K	-29.1%
Feb '19	\$395K	-36.1%



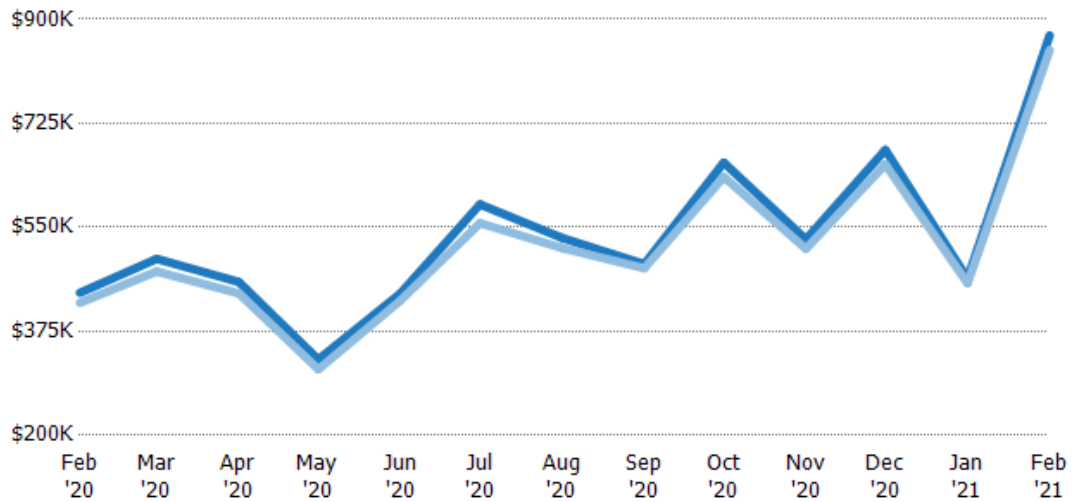
Current Year	\$280K	\$232K	\$307K	\$270K	\$309K	\$389K	\$323K	\$395K	\$446K	\$433K	\$454K	\$346K	\$408K
Prior Year	\$395K	\$329K	\$225K	\$265K	\$262K	\$212K	\$323K	\$279K	\$323K	\$309K	\$260K	\$228K	\$280K
Percent Change from Prior Year	-29%	-29%	36%	2%	18%	84%	0%	42%	38%	40%	74%	52%	46%

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



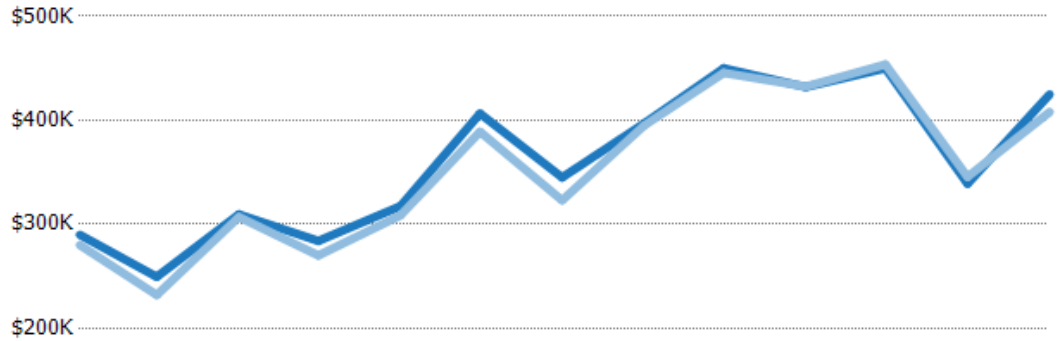
Avg List Price	\$440K	\$497K	\$458K	\$327K	\$439K	\$589K	\$532K	\$488K	\$659K	\$530K	\$680K	\$464K	\$873K
Avg Sales Price	\$423K	\$476K	\$439K	\$311K	\$427K	\$557K	\$515K	\$481K	\$635K	\$514K	\$656K	\$456K	\$848K
Avg Sales Price as a % of Avg List Price	96%	96%	96%	95%	97%	95%	97%	99%	96%	97%	96%	98%	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



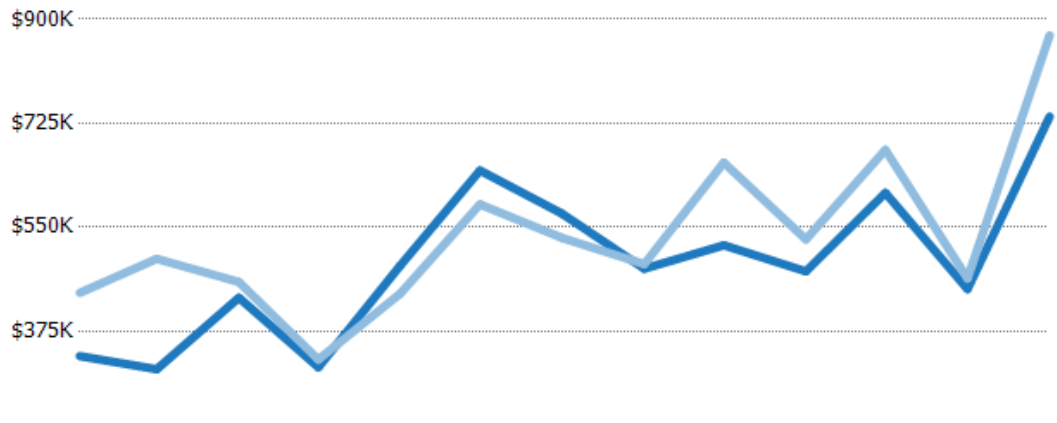
	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21
Median List Price	\$290K	\$249K	\$310K	\$284K	\$318K	\$407K	\$345K	\$397K	\$450K	\$432K	\$450K	\$339K	\$425K
Median Sales Price	\$280K	\$232K	\$307K	\$270K	\$309K	\$389K	\$323K	\$395K	\$446K	\$433K	\$454K	\$346K	\$408K
Med Sales Price as a % of Med List Price	97%	93%	99%	95%	97%	96%	94%	99%	99%	100%	101%	102%	96%

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



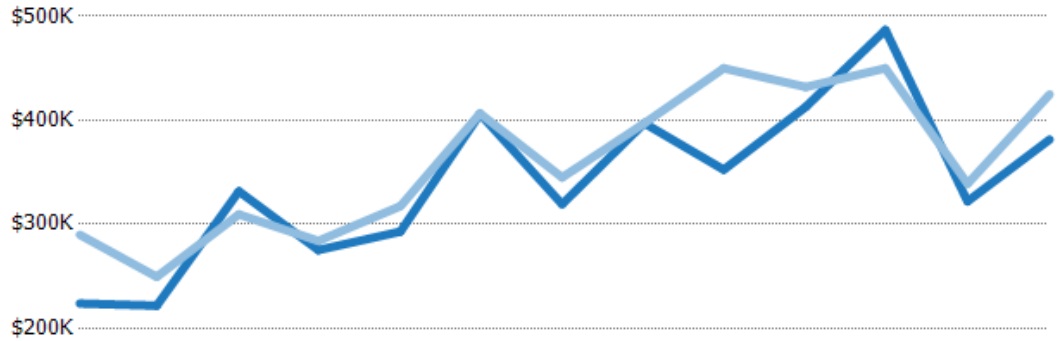
	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21
Avg Est Value	\$333K	\$311K	\$431K	\$314K	\$486K	\$646K	\$573K	\$480K	\$520K	\$476K	\$608K	\$446K	\$736K
Avg Sales Price	\$440K	\$497K	\$458K	\$327K	\$439K	\$589K	\$532K	\$488K	\$659K	\$530K	\$680K	\$464K	\$873K
Avg Sales Price as a % of Avg Est Value	132%	160%	106%	104%	90%	91%	93%	102%	127%	111%	112%	104%	119%

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



	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21
Median Est Value	\$224K	\$222K	\$332K	\$275K	\$293K	\$406K	\$319K	\$397K	\$353K	\$413K	\$487K	\$322K	\$382K
Median Sales Price	\$290K	\$249K	\$310K	\$284K	\$318K	\$407K	\$345K	\$397K	\$450K	\$432K	\$450K	\$339K	\$425K
Med Sales Price as a % of Med Est Value	130%	112%	93%	103%	108%	100%	108%	100%	128%	105%	92%	105%	111%