

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	Apr 2021	Apr 2020	+ / -	YTD 2021	YTD 2020	+ / -
Listing Activity Charts Metrics						
New Listing Count	39	14	+178.6%	125	100	+25%
New Listing Volume	\$30,511,900	\$10,142,800	+200.8%	\$84,692,075	\$50,557,400	+67.5%
Active Listing Count	76	199	-61.8%	N/A	N/A	
Active Listing Volume	\$88,251,275	\$131,883,700	-33.1%	N/A	N/A	
Average Listing Price	\$1,161,201	\$662,732	+75.2%	\$1,034,450	\$647,892	+59.7%
Median Listing Price	\$460,000	\$339,500	+35.5%	\$403,725	\$336,477	+20%
Median Days in RPR	85	246	-65.4%	101.02	217.01	-53.4%
Months of Inventory	2.9	7.1	-58.9%	3.9	10.6	-63%
Absorption Rate	34.21%	14.07%	+20.1%	25.5%	9.43%	+16.1%
Sales Activity Charts Metrics						
New Pending Sales Count	33	24	+37.5%	140	138	+1.4%
New Pending Sales Volume	\$18,455,600	\$7,893,600	+133.8%	\$92,717,200	\$58,290,600	+59.1%
Pending Sales Count	70	43	+62.8%	N/A	N/A	
Pending Sales Volume	\$42,289,200	\$17,672,900	+139.3%	N/A	N/A	
Closed Sales Count	42	24	+75%	121	89	+36%
Closed Sales Volume	\$23,800,200	\$10,529,900	+126%	\$74,792,500	\$37,497,500	+99.5%
Average Sales Price	\$566,671	\$438,746	+29.2%	\$618,120	\$421,320	+46.7%
Median Sales Price	\$412,500	\$307,000	+34.4%	\$394,579	\$262,742	+50.2%

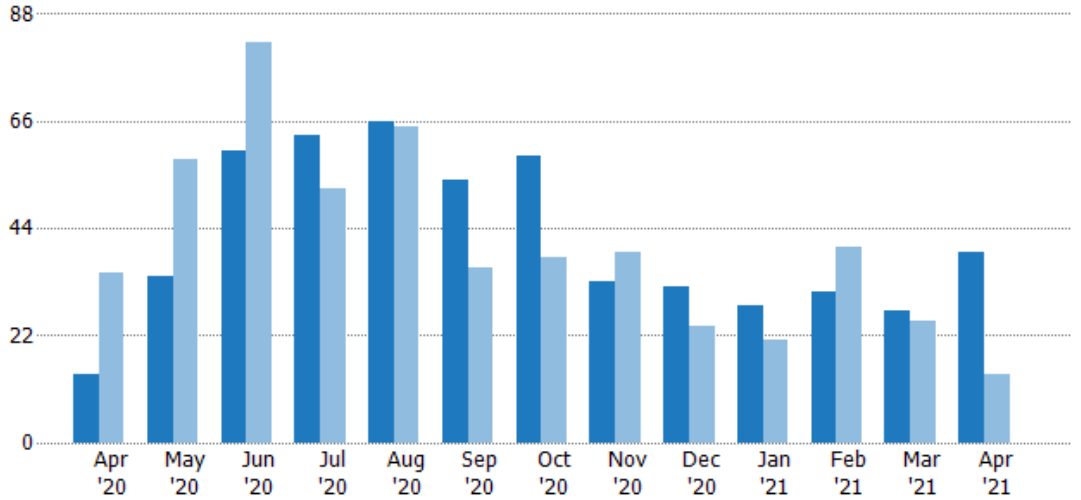
New Listings

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.
Apr '21	39	178.6%
Apr '20	14	-60%
Apr '19	35	8.6%



Current Year	14	34	60	63	66	54	59	33	32	28	31	27	39
Prior Year	35	58	82	52	65	36	38	39	24	21	40	25	14
Percent Change from Prior Year	-60%	-41%	-27%	21%	2%	50%	55%	-15%	33%	33%	-23%	8%	179%

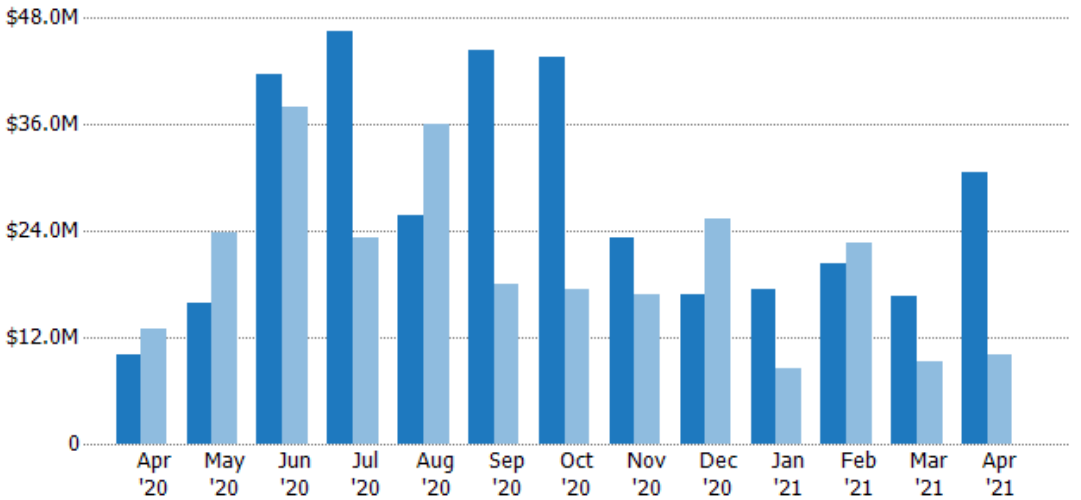
New Listing Volume

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.
Apr '21	\$30.5M	200.8%
Apr '20	\$10.1M	-22.3%
Apr '19	\$13.1M	-0.2%



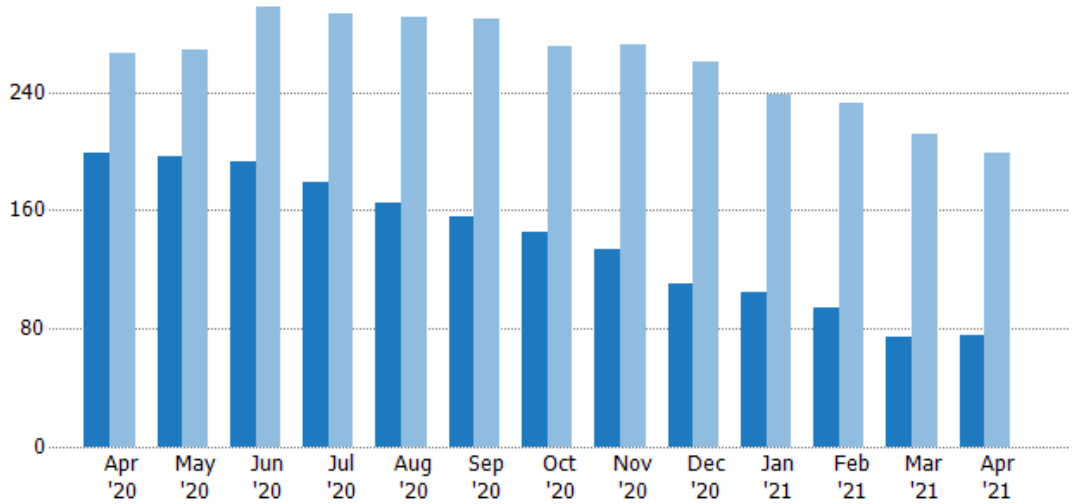
Current Year	\$10.1M	\$15.9M	\$41.7M	\$46.6M	\$25.7M	\$44.3M	\$43.6M	\$23.2M	\$16.9M	\$17.4M	\$20.2M	\$16.6M	\$30.5M
Prior Year	\$13.1M	\$23.8M	\$38M	\$23.3M	\$36M	\$18M	\$17.4M	\$16.9M	\$25.3M	\$8.43M	\$22.6M	\$9.34M	\$10.1M
Percent Change from Prior Year	-22%	-33%	10%	100%	-29%	146%	151%	37%	-33%	106%	-11%	77%	201%

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



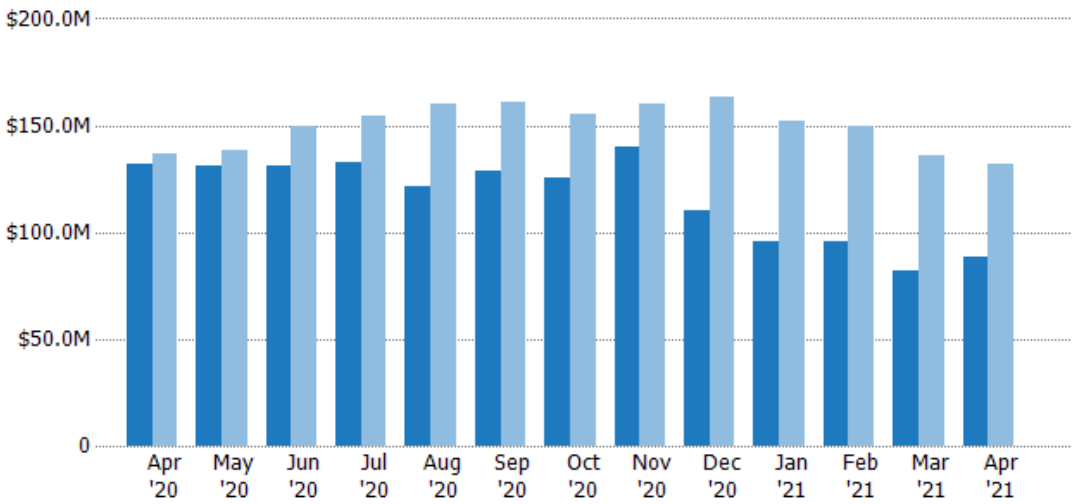
Month/Year	Count	% Chg.
Apr '21	76	-61.8%
Apr '20	199	-25.2%
Apr '19	266	-9%

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



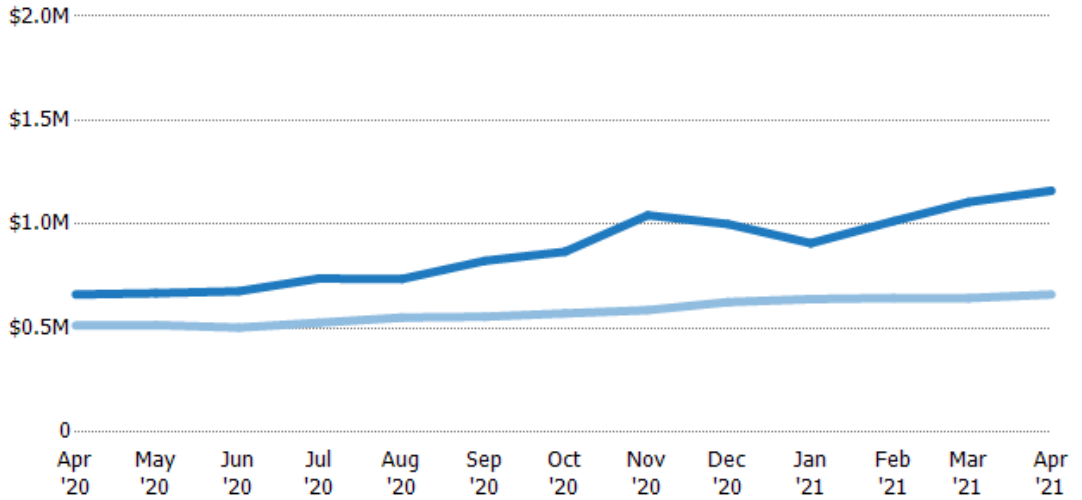
Month/Year	Volume	% Chg.
Apr '21	\$88.3M	-33.1%
Apr '20	\$132M	-3.4%
Apr '19	\$137M	-21.1%

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



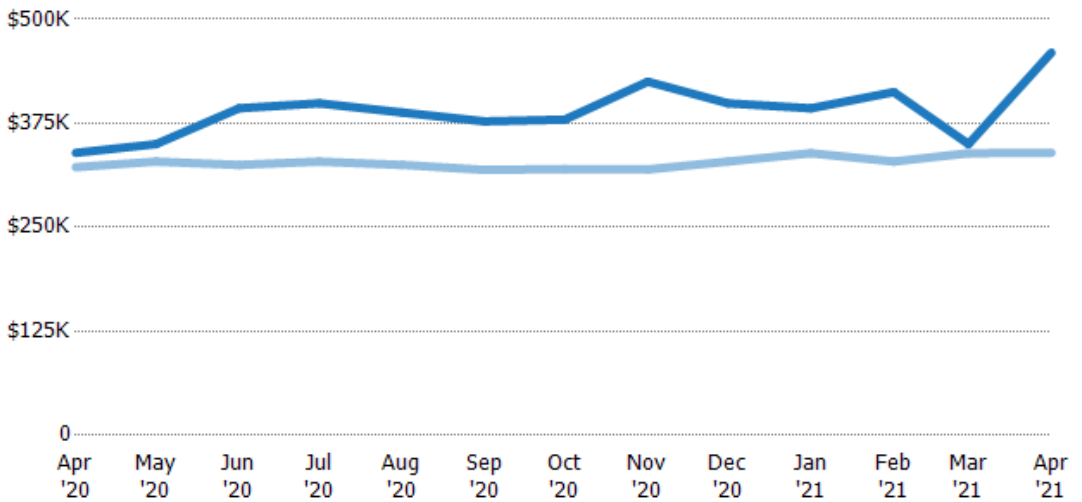
	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21
Current Year	\$663K	\$669K	\$678K	\$739K	\$737K	\$824K	\$868K	\$1.04M	\$1M	\$909K	\$1.02M	\$1.11M	\$1.16M
Prior Year	\$513K	\$515K	\$503K	\$526K	\$551K	\$555K	\$572K	\$587K	\$626K	\$640K	\$646K	\$645K	\$663K
Percent Change from Prior Year	29%	30%	35%	40%	34%	48%	52%	78%	60%	42%	57%	72%	75%

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



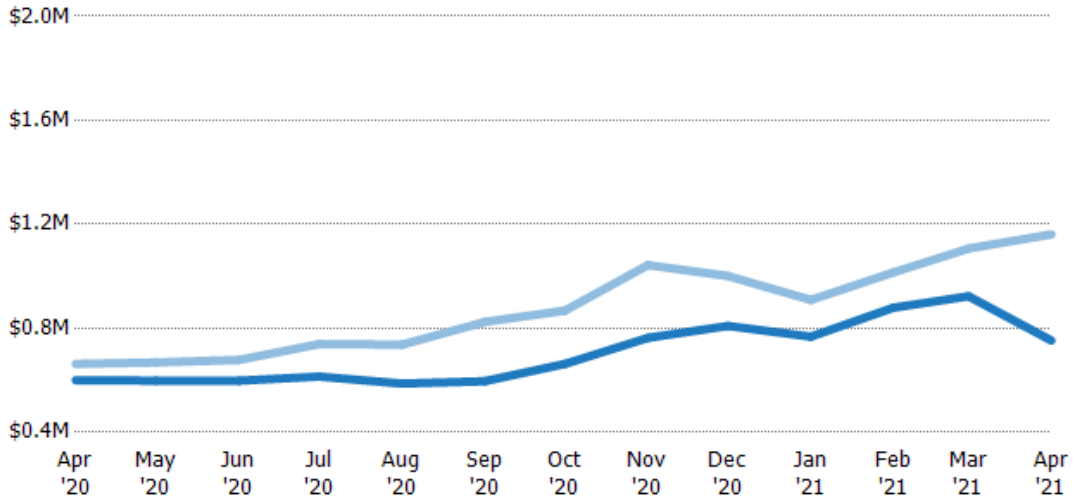
	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21
Current Year	\$340K	\$350K	\$393K	\$399K	\$388K	\$377K	\$380K	\$425K	\$399K	\$393K	\$413K	\$350K	\$460K
Prior Year	\$322K	\$329K	\$325K	\$329K	\$325K	\$319K	\$320K	\$320K	\$329K	\$339K	\$329K	\$339K	\$340K
Percent Change from Prior Year	5%	6%	21%	21%	19%	18%	19%	33%	21%	16%	25%	3%	35%

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



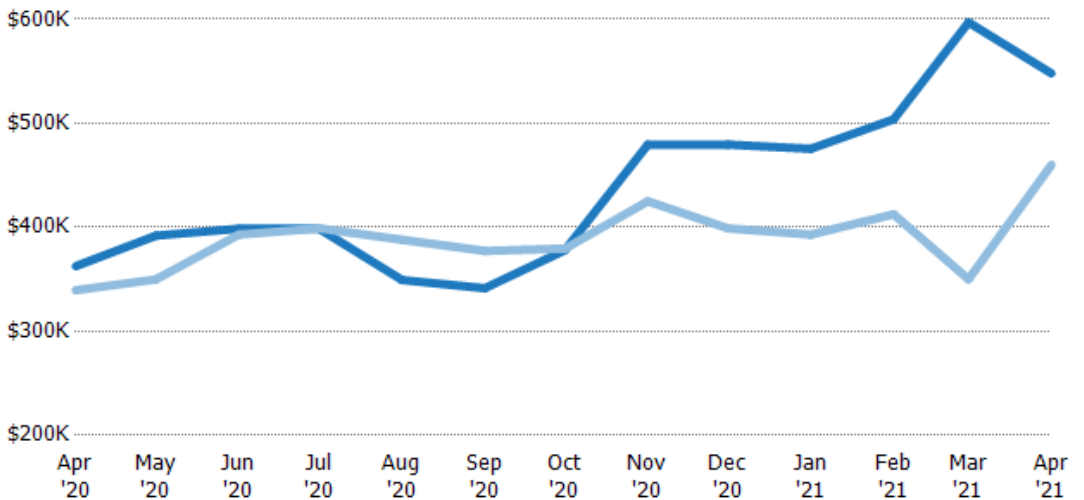
	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21
Avg Est Value	\$601K	\$598K	\$598K	\$614K	\$587K	\$597K	\$663K	\$763K	\$809K	\$768K	\$880K	\$923K	\$753K
Avg Listing Price	\$663K	\$669K	\$678K	\$739K	\$737K	\$824K	\$868K	\$1.04M	\$1M	\$909K	\$1.02M	\$1.11M	\$1.16M
Avg Listing Price as a % of Avg Est Value	110%	112%	113%	120%	125%	138%	131%	137%	124%	118%	115%	120%	154%

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



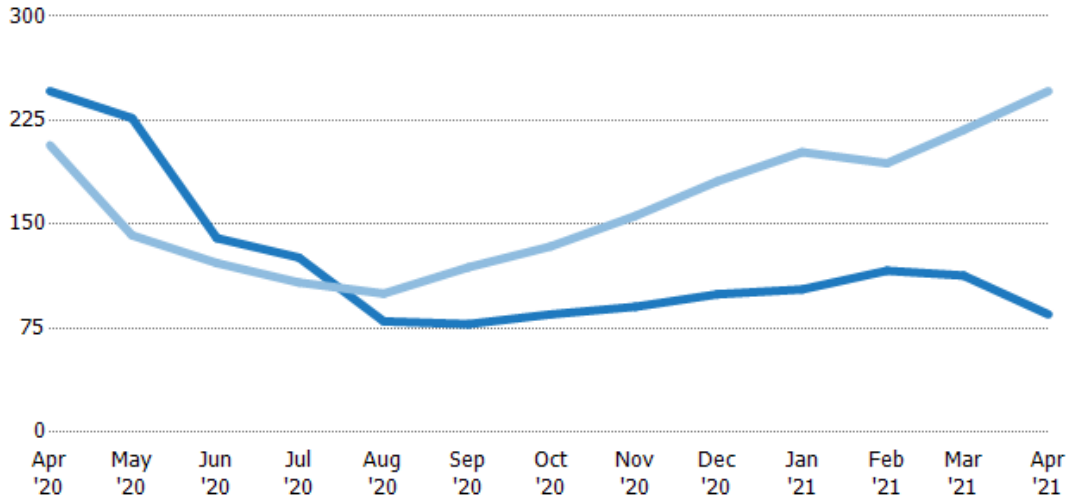
	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21
Median Est Value	\$363K	\$392K	\$399K	\$399K	\$349K	\$341K	\$378K	\$480K	\$480K	\$476K	\$504K	\$597K	\$548K
Median Listing Price	\$340K	\$350K	\$393K	\$399K	\$388K	\$377K	\$380K	\$425K	\$399K	\$393K	\$413K	\$350K	\$460K
Med Listing Price as a % of Med Est Value	94%	89%	99%	100%	111%	110%	100%	89%	83%	83%	82%	59%	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.
Apr '21	85	-65.4%
Apr '20	246	18.8%
Apr '19	207	-5.8%

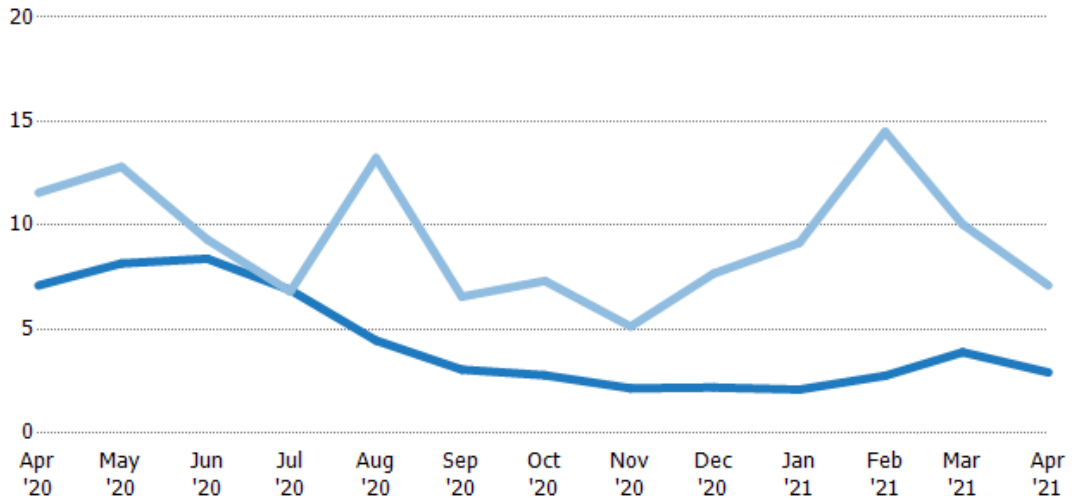
Current Year	246	227	140	126	80	78	85	90.5	100	103	117	113	85
Prior Year	207	142	122	108	100	119	134	156	181	202	194	218	246
Percent Change from Prior Year	19%	60%	15%	17%	-20%	-34%	-37%	-42%	-45%	-49%	-40%	-48%	-65%

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.
Apr '21	2.92	-58.9%
Apr '20	7.11	-38.5%
Apr '19	11.6	-30.3%

Current Year	7.11	8.17	8.39	6.88	4.46	3.06	2.79	2.16	2.2	2.1	2.76	3.89	2.92
Prior Year	11.6	12.8	9.31	6.81	13.2	6.57	7.32	5.13	7.68	9.15	14.5	10	7.11
Percent Change from Prior Year	-39%	-36%	-10%	1%	-66%	-53%	-62%	-58%	-71%	-77%	-81%	-61%	-59%

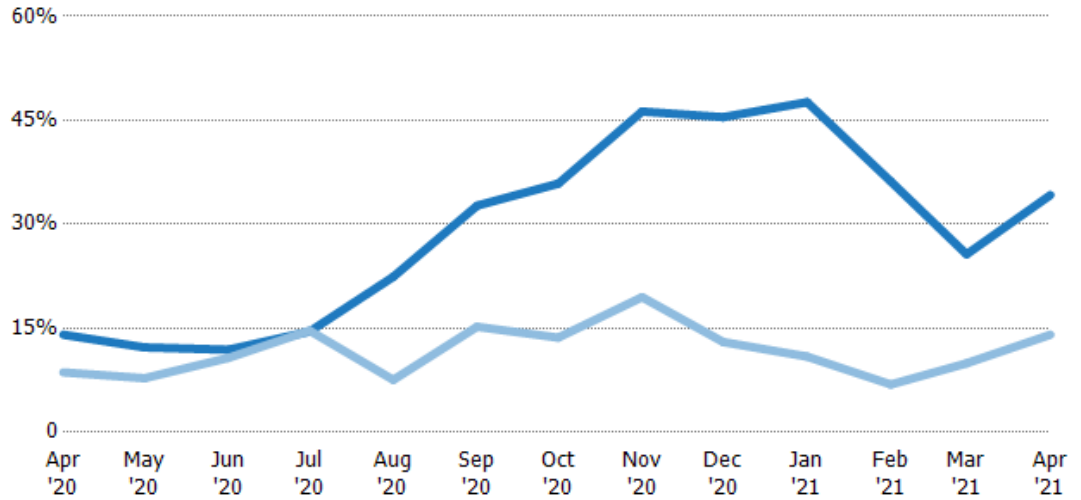
Absorption Rate

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.
Apr '21	34%	-20.1%
Apr '20	14%	-5.4%
Apr '19	9%	43.4%



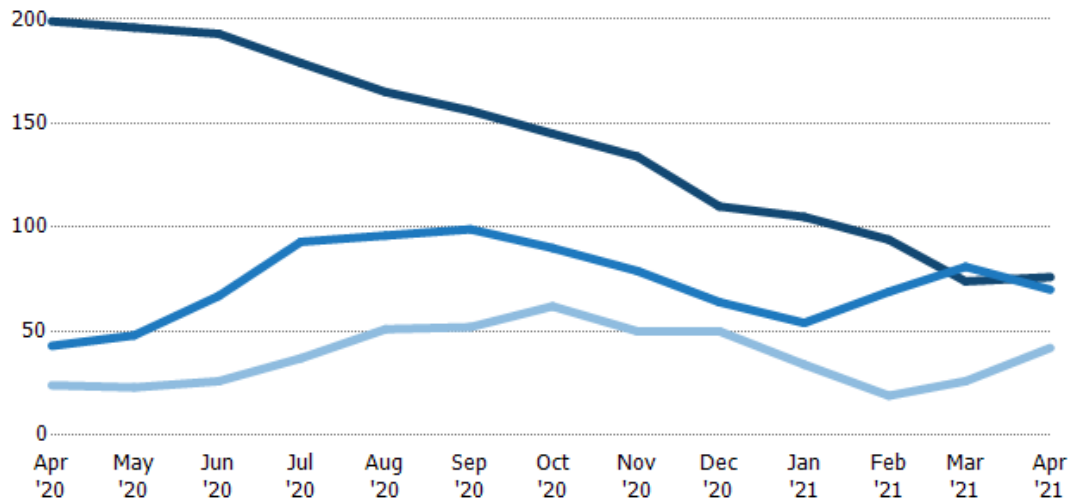
Current Year	14%	12%	12%	15%	22%	33%	36%	46%	45%	48%	36%	26%	34%
Prior Year	9%	8%	11%	15%	8%	15%	14%	19%	13%	11%	7%	10%	14%
Change from Prior Year	-5%	-4%	-1%	0%	-15%	-17%	-22%	-27%	-32%	-37%	-29%	-16%	-20%

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	199	196	193	179	165	156	145	134	110	105	94	74	76
Pending	43	48	67	93	96	99	90	79	64	54	69	81	70
Sold	24	23	26	37	51	52	62	50	50	34	19	26	42

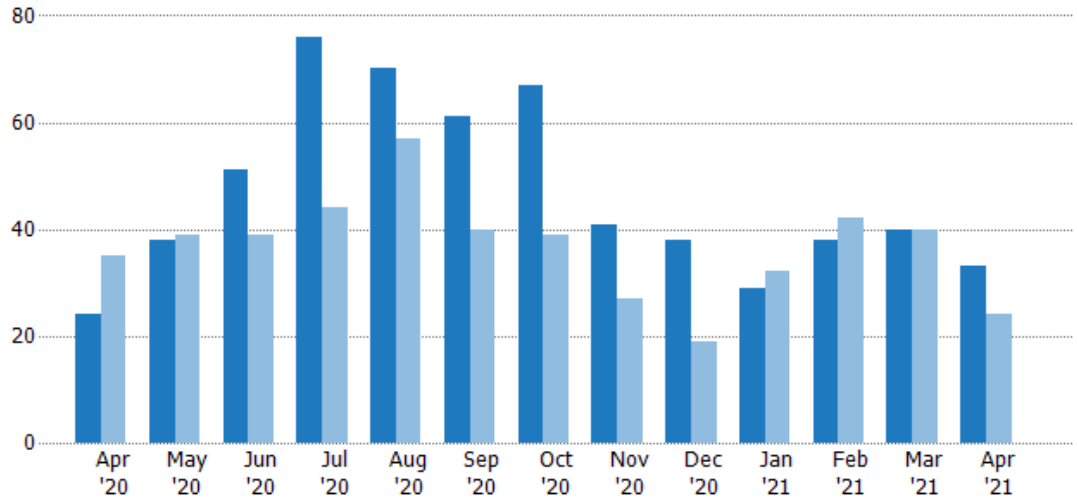
New Pending Sales

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.
Apr '21	33	37.5%
Apr '20	24	-31.4%
Apr '19	35	-28.6%



	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21
Current Year	24	38	51	76	70	61	67	41	38	29	38	40	33
Prior Year	35	39	39	44	57	40	39	27	19	32	42	40	24
Percent Change from Prior Year	-31%	-3%	31%	73%	23%	53%	72%	52%	100%	-9%	-10%	0%	38%

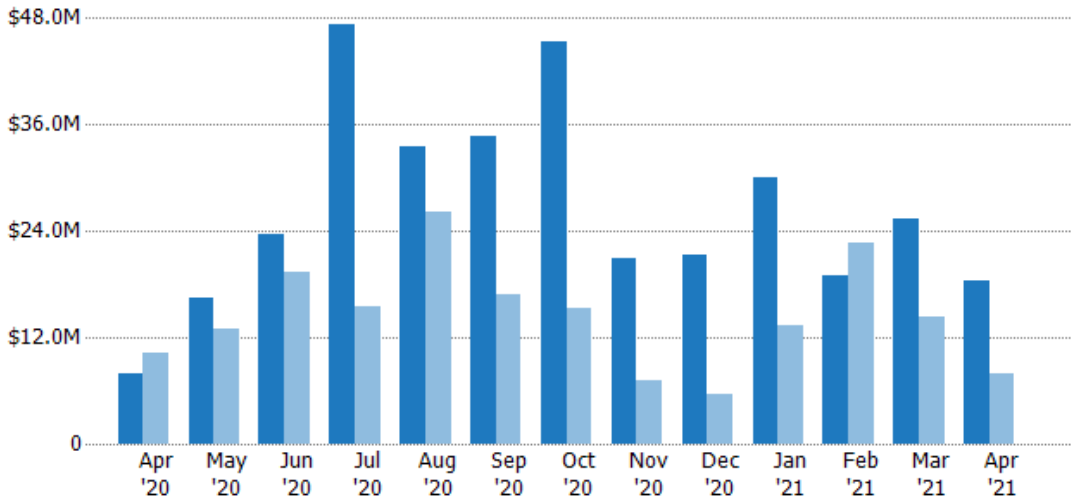
New Pending Sales Volume

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.
Apr '21	\$18.5M	133.8%
Apr '20	\$7.89M	-23.1%
Apr '19	\$10.3M	-29.4%



	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21
Current Year	\$7.89M	\$16.5M	\$23.7M	\$47.3M	\$33.5M	\$34.7M	\$45.4M	\$20.9M	\$21.3M	\$30M	\$19M	\$25.3M	\$18.5M
Prior Year	\$10.3M	\$12.9M	\$19.4M	\$15.5M	\$26.2M	\$16.9M	\$15.3M	\$7.22M	\$5.62M	\$13.4M	\$22.6M	\$14.4M	\$7.89M
Percent Change from Prior Year	-23%	28%	22%	206%	28%	105%	196%	190%	278%	124%	-16%	76%	134%

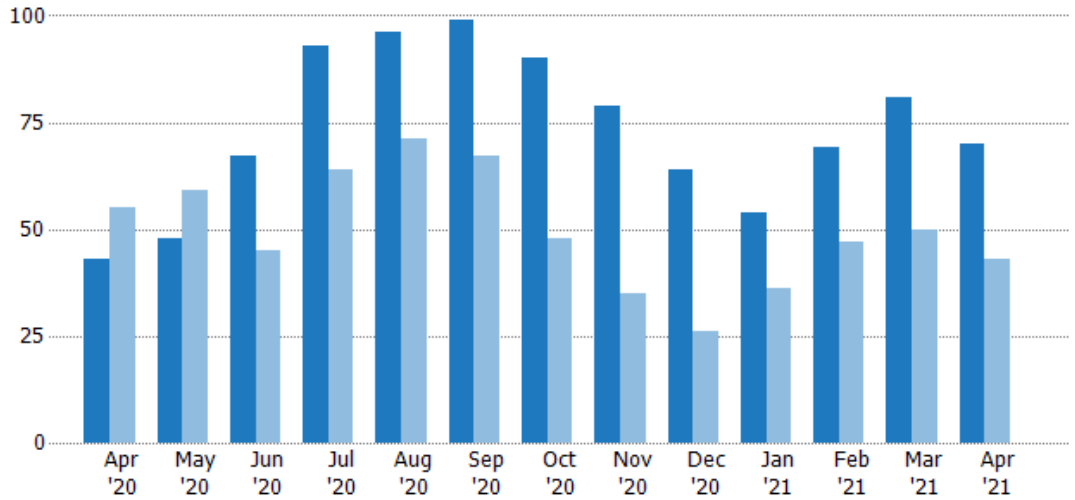
Pending Sales

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.
Apr '21	70	62.8%
Apr '20	43	-21.8%
Apr '19	55	-16.4%



Current Year	43	48	67	93	96	99	90	79	64	54	69	81	70
Prior Year	55	59	45	64	71	67	48	35	26	36	47	50	43
Percent Change from Prior Year	-22%	-19%	49%	45%	35%	48%	88%	126%	146%	50%	47%	62%	63%

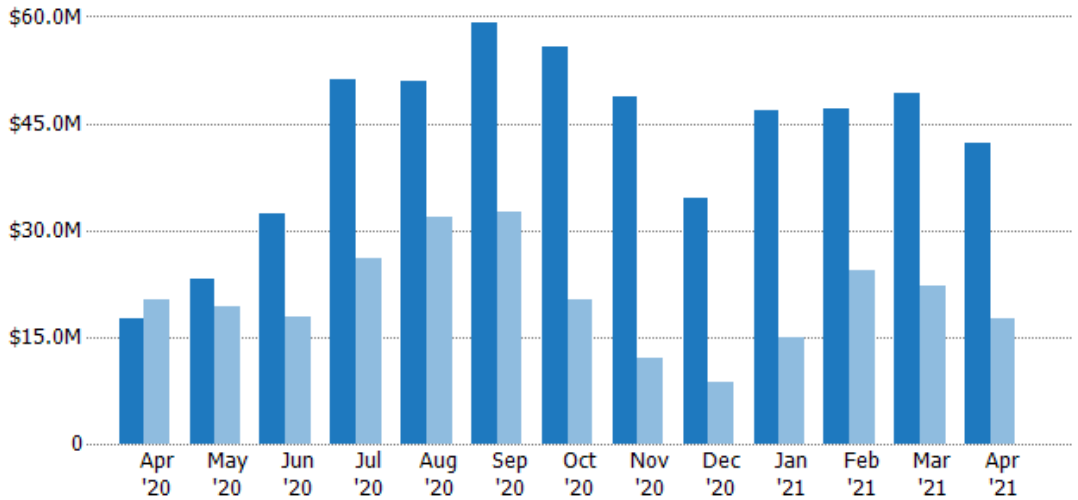
Pending Sales Volume

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.
Apr '21	\$42.3M	139.3%
Apr '20	\$17.7M	-13.1%
Apr '19	\$20.3M	-25.1%



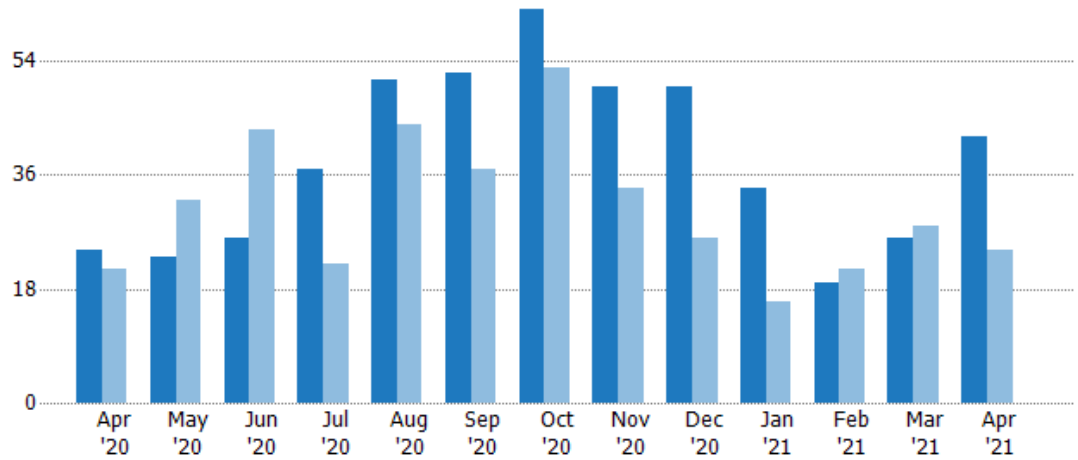
Current Year	\$17.7M	\$23.1M	\$32.4M	\$51.2M	\$51M	\$59.2M	\$55.7M	\$48.8M	\$34.5M	\$46.7M	\$47.1M	\$49.3M	\$42.3M
Prior Year	\$20.3M	\$19.4M	\$17.8M	\$26.2M	\$31.7M	\$32.6M	\$20.2M	\$12.1M	\$8.61M	\$15M	\$24.3M	\$22.2M	\$17.7M
Percent Change from Prior Year	-13%	19%	82%	96%	61%	82%	176%	303%	301%	211%	94%	122%	139%

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



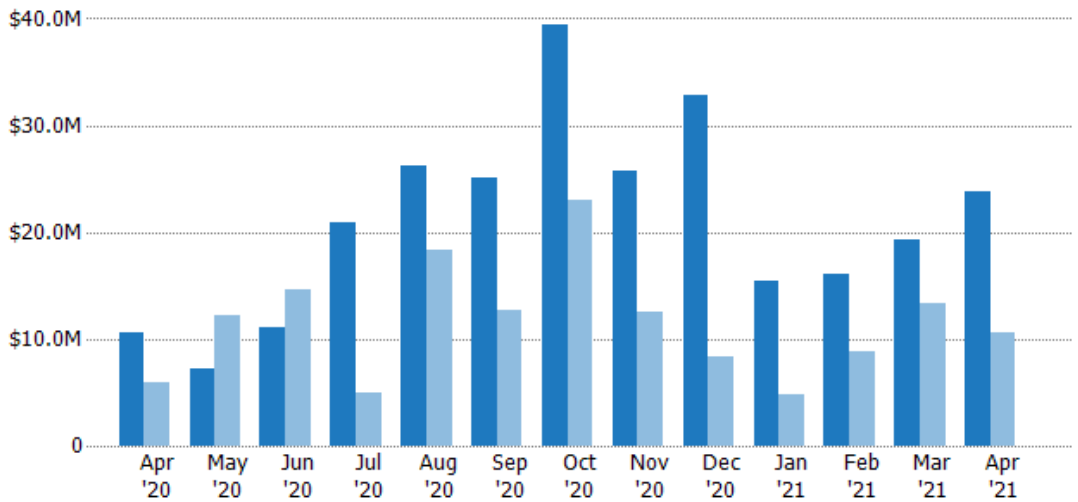
	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21
Current Year	24	23	26	37	51	52	62	50	50	34	19	26	42
Prior Year	21	32	43	22	44	37	53	34	26	16	21	28	24
Percent Change from Prior Year	14%	-28%	-40%	68%	16%	41%	17%	47%	92%	113%	-10%	-7%	75%

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



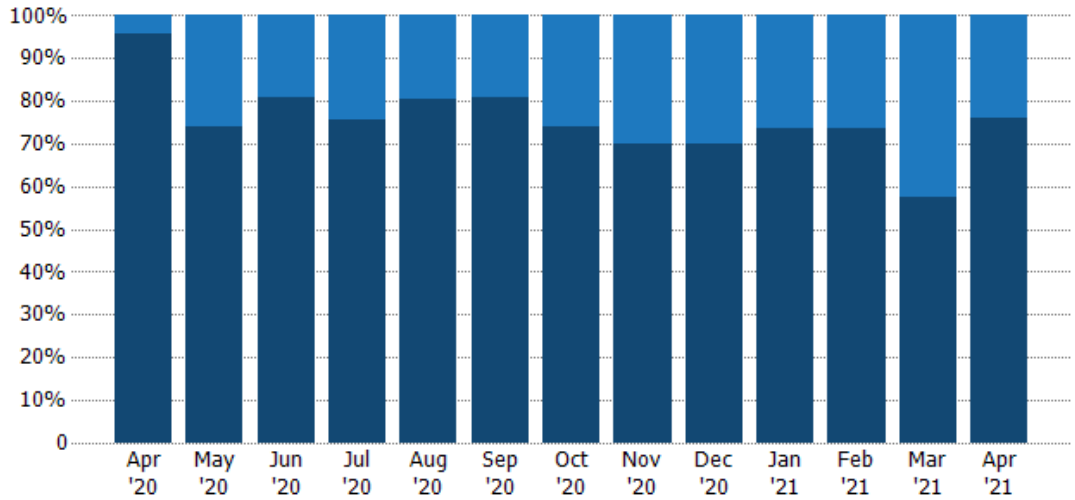
	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21
Current Year	\$10.5M	\$7.15M	\$11.1M	\$21M	\$26.3M	\$25.1M	\$39.4M	\$25.7M	\$32.8M	\$15.5M	\$16.1M	\$19.4M	\$23.8M
Prior Year	\$5.87M	\$12.1M	\$14.7M	\$4.91M	\$18.3M	\$12.6M	\$23M	\$12.6M	\$8.28M	\$4.77M	\$8.88M	\$13.3M	\$10.5M
Percent Change from Prior Year	79%	-41%	-25%	327%	43%	99%	71%	104%	296%	225%	82%	46%	126%

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	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21
Condo/Townhouse	4%	26%	19%	24%	20%	19%	26%	30%	30%	26%	26%	42%	24%
Single Family Residence	96%	74%	81%	76%	80%	81%	74%	70%	70%	74%	74%	58%	76%

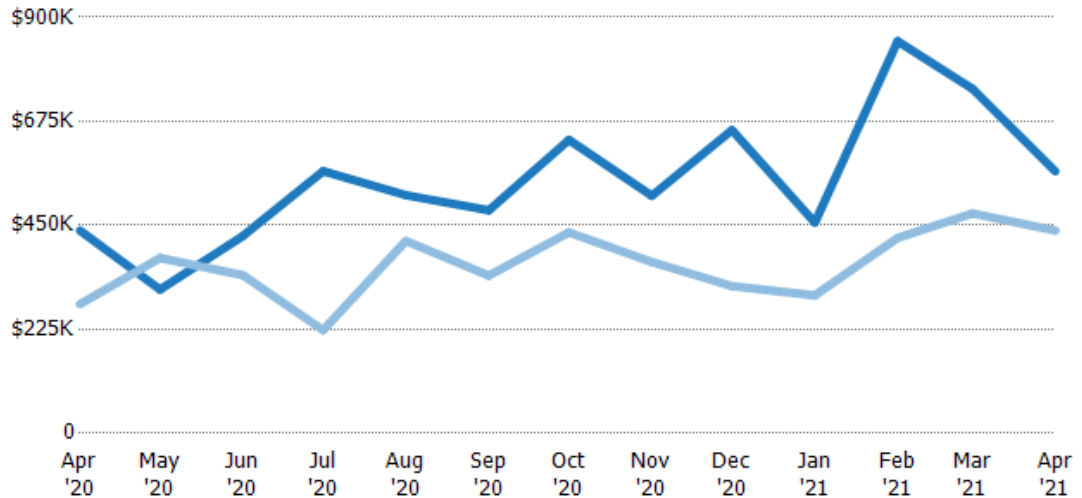
Average Sales Price

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.
Apr '21	\$567K	29.2%
Apr '20	\$439K	57%
Apr '19	\$279K	12.6%



Property Type	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21
Current Year	\$439K	\$311K	\$427K	\$567K	\$515K	\$482K	\$635K	\$514K	\$656K	\$456K	\$848K	\$745K	\$567K
Prior Year	\$279K	\$379K	\$342K	\$223K	\$416K	\$341K	\$435K	\$371K	\$318K	\$298K	\$423K	\$476K	\$439K
Percent Change from Prior Year	57%	-18%	25%	154%	24%	41%	46%	39%	106%	53%	101%	57%	29%

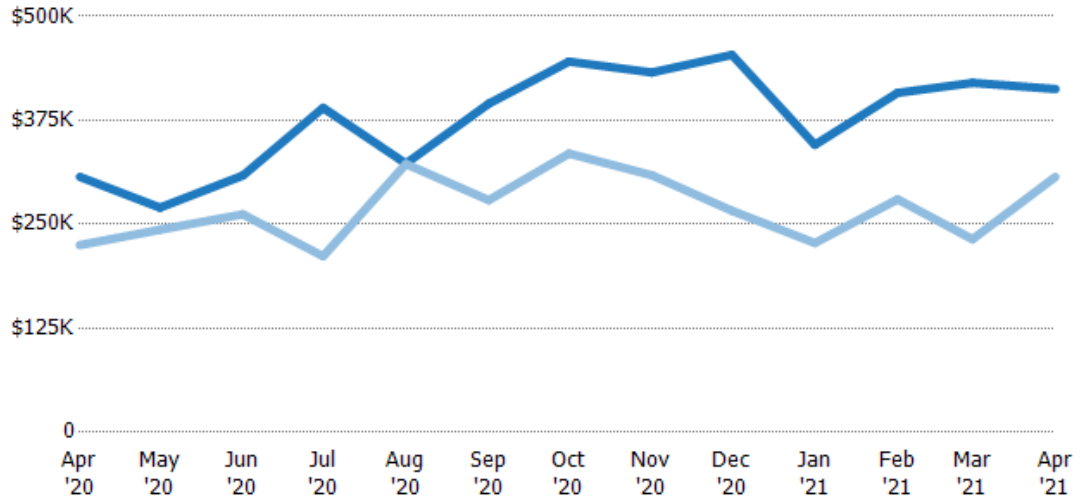
Median Sales Price

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.
Apr '21	\$413K	34.4%
Apr '20	\$307K	36.4%
Apr '19	\$225K	-7.8%



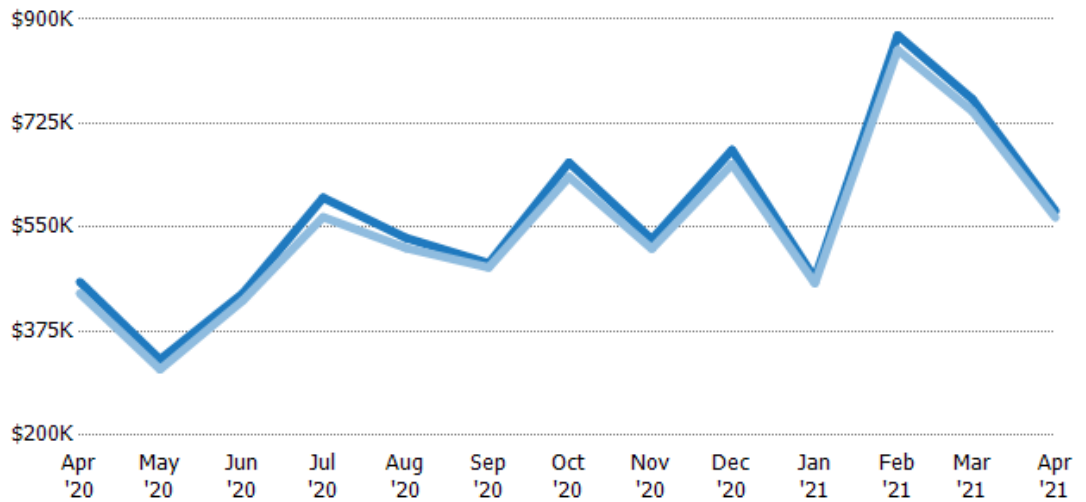
Current Year	\$307K	\$270K	\$309K	\$390K	\$323K	\$395K	\$446K	\$433K	\$454K	\$346K	\$408K	\$420K	\$413K
Prior Year	\$225K	\$244K	\$262K	\$212K	\$323K	\$279K	\$335K	\$309K	\$266K	\$228K	\$280K	\$232K	\$307K
Percent Change from Prior Year	36%	11%	18%	84%	0%	42%	33%	40%	70%	52%	46%	81%	34%

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



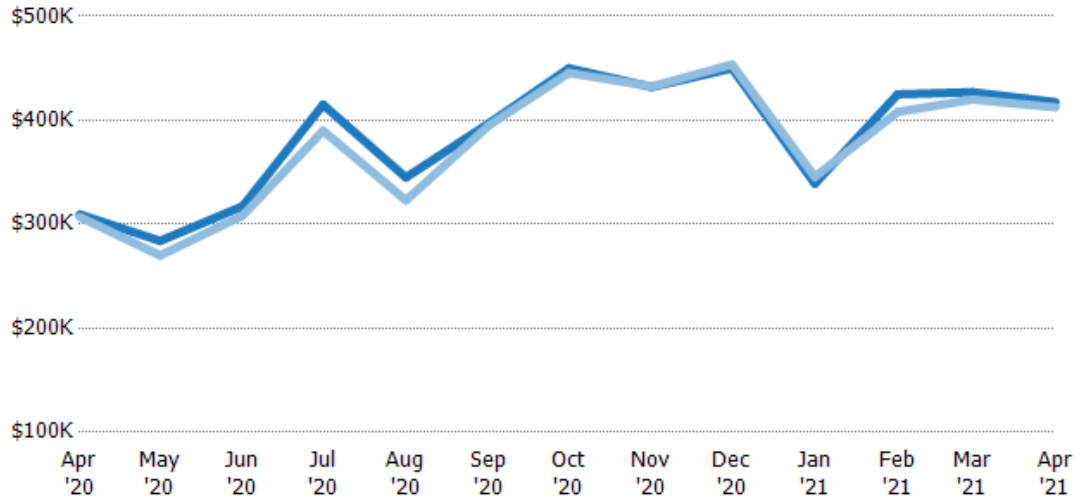
Avg List Price	\$458K	\$327K	\$439K	\$600K	\$532K	\$489K	\$659K	\$530K	\$680K	\$464K	\$873K	\$765K	\$578K
Avg Sales Price	\$439K	\$311K	\$427K	\$567K	\$515K	\$482K	\$635K	\$514K	\$656K	\$456K	\$848K	\$745K	\$567K
Avg Sales Price as a % of Avg List Price	96%	95%	97%	95%	97%	99%	96%	97%	96%	98%	97%	97%	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



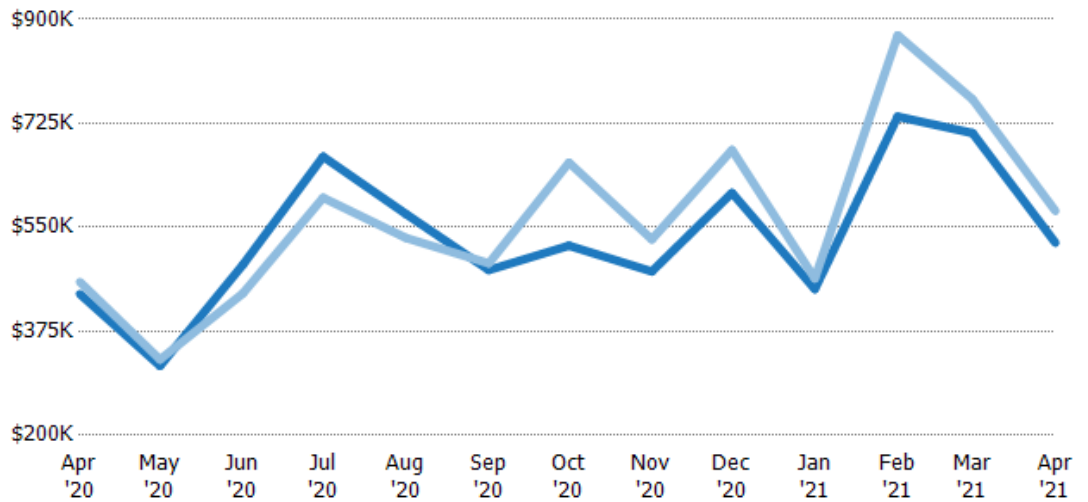
	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21
Median List Price	\$310K	\$284K	\$318K	\$415K	\$345K	\$397K	\$450K	\$432K	\$450K	\$339K	\$425K	\$427K	\$418K
Median Sales Price	\$307K	\$270K	\$309K	\$390K	\$323K	\$395K	\$446K	\$433K	\$454K	\$346K	\$408K	\$420K	\$413K
Med Sales Price as a % of Med List Price	99%	95%	97%	94%	94%	99%	99%	100%	101%	102%	96%	98%	99%

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



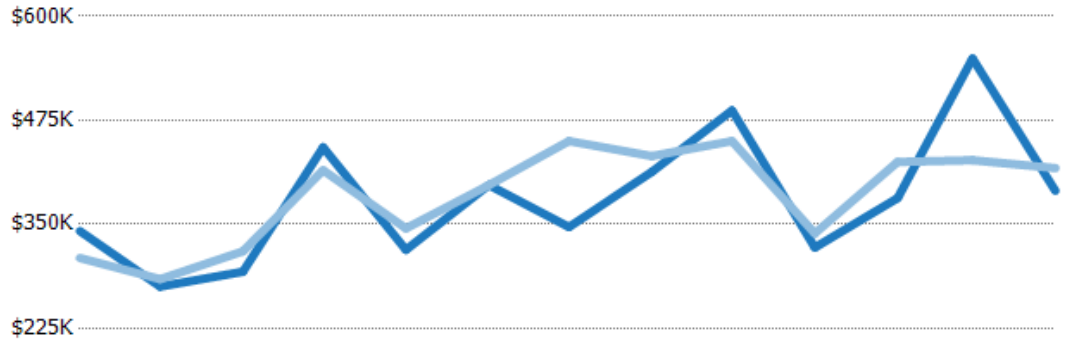
	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21
Avg Est Value	\$438K	\$317K	\$487K	\$669K	\$572K	\$478K	\$519K	\$476K	\$608K	\$446K	\$736K	\$709K	\$524K
Avg Sales Price	\$458K	\$327K	\$439K	\$600K	\$532K	\$489K	\$659K	\$530K	\$680K	\$464K	\$873K	\$765K	\$578K
Avg Sales Price as a % of Avg Est Value	105%	103%	90%	90%	93%	102%	127%	111%	112%	104%	119%	108%	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



	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21
Median Est Value	\$342K	\$275K	\$293K	\$442K	\$319K	\$397K	\$347K	\$413K	\$487K	\$322K	\$382K	\$549K	\$390K
Median Sales Price	\$310K	\$284K	\$318K	\$415K	\$345K	\$397K	\$450K	\$432K	\$450K	\$339K	\$425K	\$427K	\$418K
Med Sales Price as a % of Med Est Value	91%	103%	108%	94%	108%	100%	130%	105%	92%	105%	111%	78%	107%