

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	May 2021	May 2020	+ / -	YTD 2021	YTD 2020	+ / -
Listing Activity Charts Metrics						
New Listing Count	50	35	+42.9%	176	135	+30.4%
New Listing Volume	\$21,899,900	\$16,113,899	+35.9%	\$108,676,975	\$66,657,299	+63%
Active Listing Count	43	200	-78.5%	N/A	N/A	
Active Listing Volume	\$30,833,100	\$130,030,449	-76.3%	N/A	N/A	
Average Listing Price	\$717,049	\$650,152	+10.3%	\$958,931	\$631,190	+51.9%
Median Listing Price	\$475,000	\$349,950	+35.7%	\$425,758	\$340,783	+24.9%
Median Days in RPR	32	221	-85.5%	95.71	217.63	-56%
Months of Inventory	1	8.3	-87.4%	4.1	9.6	-57.5%
Absorption Rate	95.35%	12%	+83.3%	24.62%	10.46%	+14.2%
Sales Activity Charts Metrics						
New Pending Sales Count	50	37	+35.1%	191	172	+11%
New Pending Sales Volume	\$30,870,475	\$15,920,000	+93.9%	\$123,626,675	\$73,031,600	+69.3%
Pending Sales Count	24	47	-48.9%	N/A	N/A	
Pending Sales Volume	\$17,705,775	\$22,846,350	-22.5%	N/A	N/A	
Closed Sales Count	36	23	+56.5%	157	112	+40.2%
Closed Sales Volume	\$21,146,006	\$7,151,944	+195.7%	\$95,841,256	\$44,649,444	+114.7%
Average Sales Price	\$587,389	\$310,954	+88.9%	\$610,454	\$398,656	+53.1%
Median Sales Price	\$452,500	\$270,000	+67.6%	\$407,701	\$264,232	+54.3%

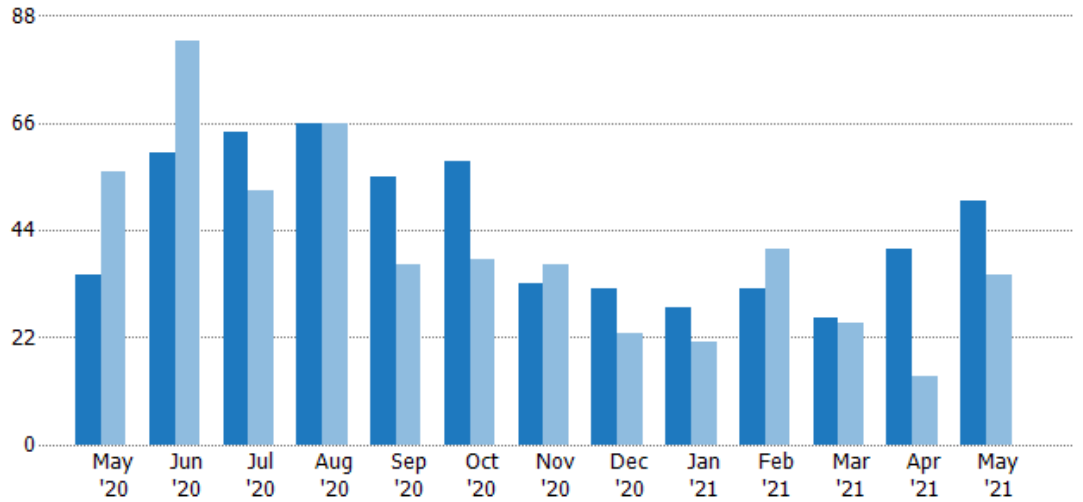
New Listings

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

Month/Year	Count	% Chg.
May '21	50	42.9%
May '20	35	-37.5%
May '19	56	23.2%



	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21
Current Year	35	60	64	66	55	58	33	32	28	32	26	40	50
Prior Year	56	83	52	66	37	38	37	23	21	40	25	14	35
Percent Change from Prior Year	-38%	-28%	23%	0%	49%	53%	-11%	39%	33%	-20%	4%	186%	43%

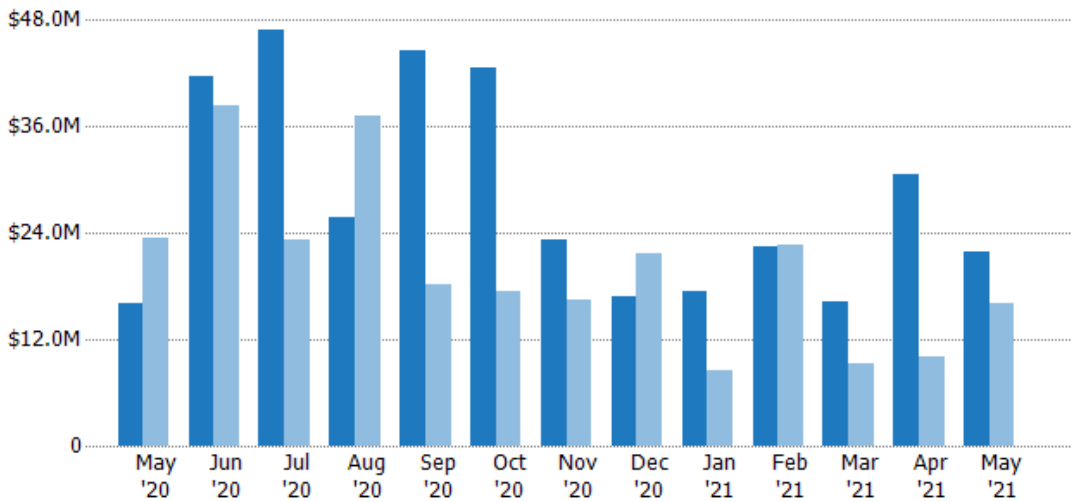
New Listing Volume

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.
May '21	\$21.9M	35.9%
May '20	\$16.1M	-31.5%
May '19	\$23.5M	19.3%



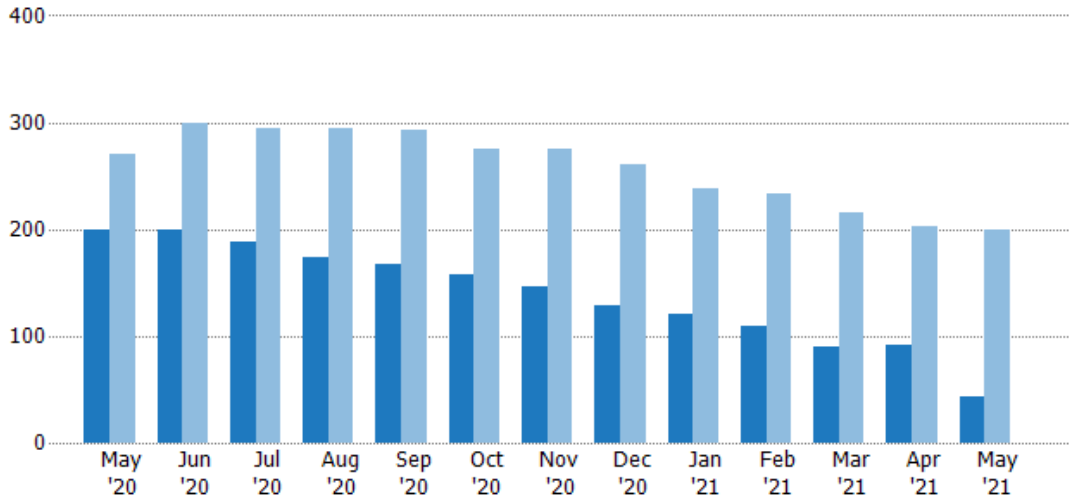
	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21
Current Year	\$16.1M	\$41.7M	\$46.9M	\$25.7M	\$44.5M	\$42.6M	\$23.2M	\$16.9M	\$17.4M	\$22.5M	\$16.2M	\$30.6M	\$21.9M
Prior Year	\$23.5M	\$38.3M	\$23.2M	\$37.2M	\$18.2M	\$17.4M	\$16.4M	\$21.6M	\$8.43M	\$22.6M	\$9.33M	\$10.1M	\$16.1M
Percent Change from Prior Year	-31%	9%	103%	-31%	145%	144%	41%	-22%	106%	0%	74%	202%	36%

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



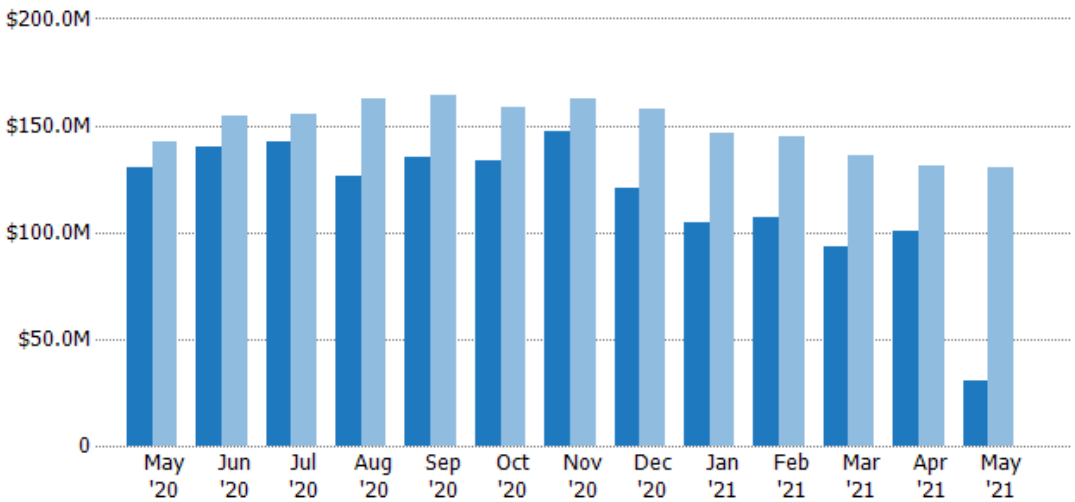
	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21
Current Year	200	199	188	174	168	158	147	128	120	110	90	92	43
Prior Year	270	300	295	295	293	275	275	261	238	233	216	203	200
Percent Change from Prior Year	-26%	-34%	-36%	-41%	-43%	-43%	-47%	-51%	-50%	-53%	-58%	-55%	-79%

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



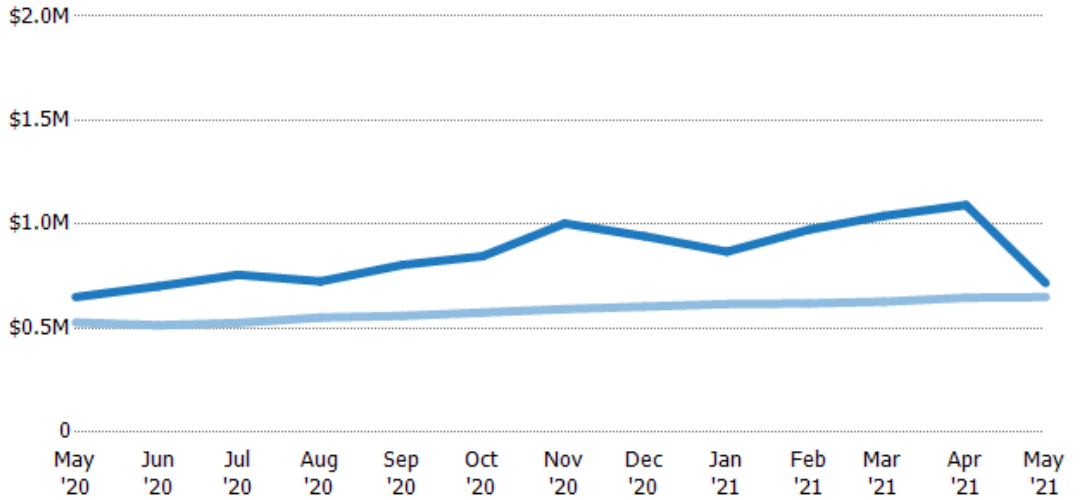
	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21
Current Year	\$130M	\$140M	\$142M	\$126M	\$135M	\$134M	\$148M	\$121M	\$104M	\$107M	\$93.6M	\$101M	\$30.8M
Prior Year	\$143M	\$154M	\$155M	\$163M	\$164M	\$158M	\$163M	\$158M	\$147M	\$144M	\$136M	\$131M	\$130M
Percent Change from Prior Year	-9%	-9%	-8%	-22%	-17%	-16%	-9%	-23%	-29%	-26%	-31%	-23%	-76%

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



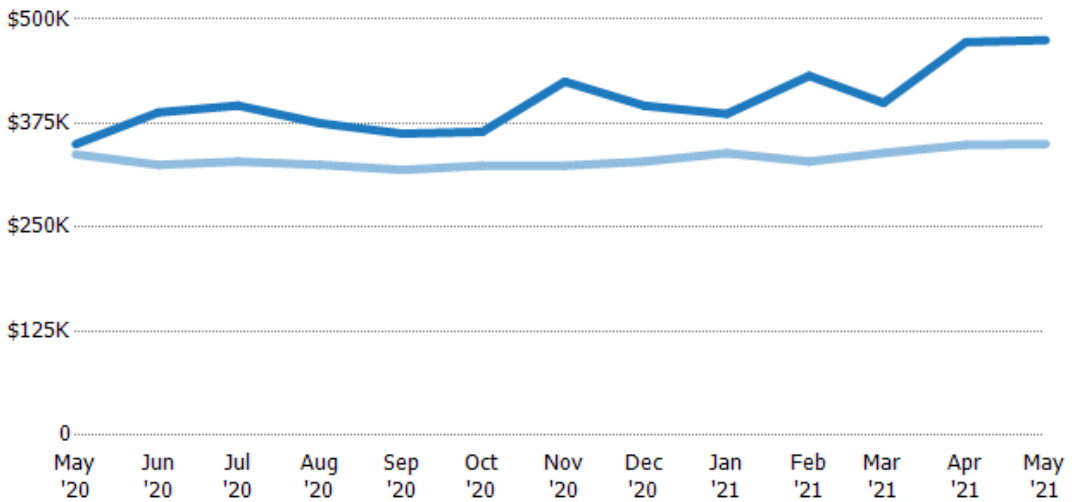
Current Year	\$650K	\$702K	\$757K	\$725K	\$805K	\$846K	\$1M	\$943K	\$868K	\$974K	\$1.04M	\$1.09M	\$717K
Prior Year	\$528K	\$514K	\$526K	\$551K	\$559K	\$576K	\$592K	\$604K	\$616K	\$620K	\$628K	\$647K	\$650K
Percent Change from Prior Year	23%	36%	44%	32%	44%	47%	70%	56%	41%	57%	66%	69%	10%

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



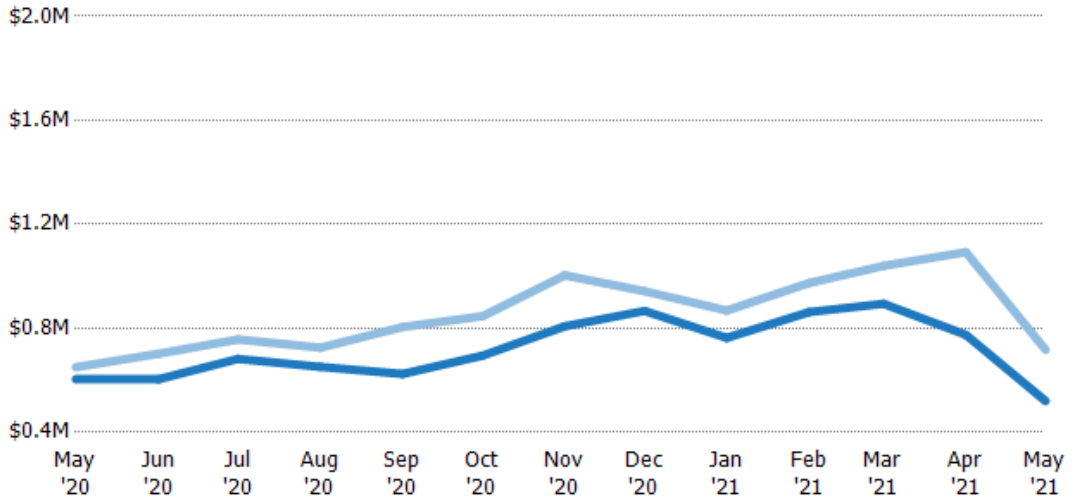
Current Year	\$350K	\$388K	\$396K	\$375K	\$363K	\$365K	\$425K	\$396K	\$386K	\$432K	\$400K	\$473K	\$475K
Prior Year	\$338K	\$325K	\$329K	\$325K	\$319K	\$324K	\$324K	\$329K	\$339K	\$329K	\$339K	\$349K	\$350K
Percent Change from Prior Year	4%	19%	20%	15%	14%	13%	31%	20%	14%	31%	18%	35%	36%

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



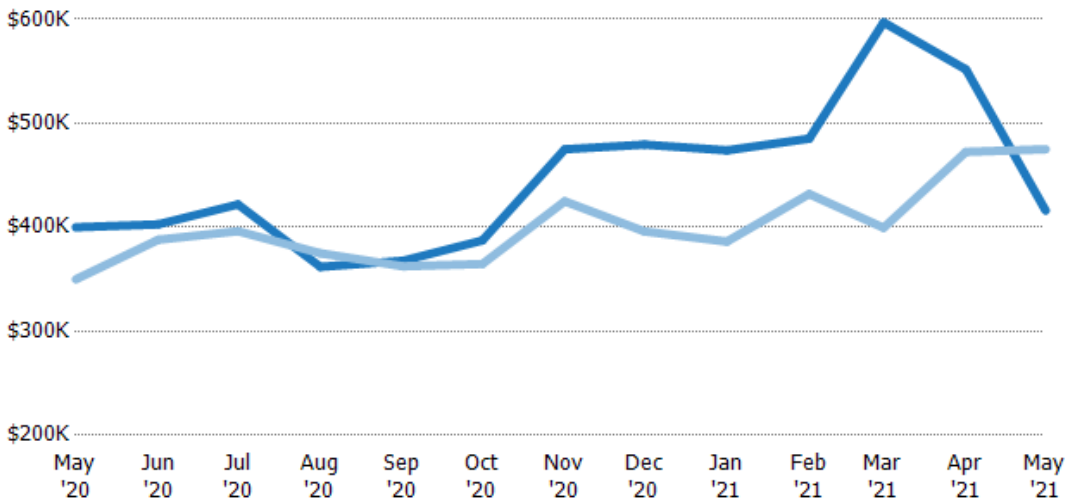
Avg Est Value	\$604K	\$604K	\$682K	\$652K	\$625K	\$695K	\$808K	\$867K	\$763K	\$862K	\$894K	\$775K	\$520K
Avg Listing Price	\$650K	\$702K	\$757K	\$725K	\$805K	\$846K	\$1M	\$943K	\$868K	\$974K	\$1.04M	\$1.09M	\$717K
Avg Listing Price as a % of Avg Est Value	108%	116%	111%	111%	129%	122%	124%	109%	114%	113%	116%	141%	138%

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



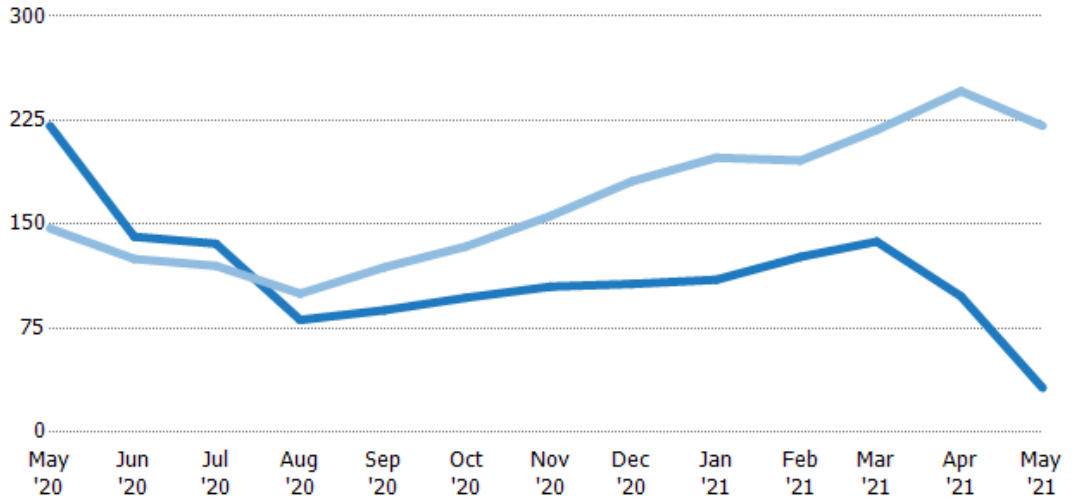
Median Est Value	\$400K	\$403K	\$422K	\$362K	\$368K	\$387K	\$475K	\$480K	\$474K	\$485K	\$597K	\$552K	\$416K
Median Listing Price	\$350K	\$388K	\$396K	\$375K	\$363K	\$365K	\$425K	\$396K	\$386K	\$432K	\$400K	\$473K	\$475K
Med Listing Price as a % of Med Est Value	87%	96%	94%	104%	99%	94%	89%	83%	81%	89%	67%	86%	114%

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



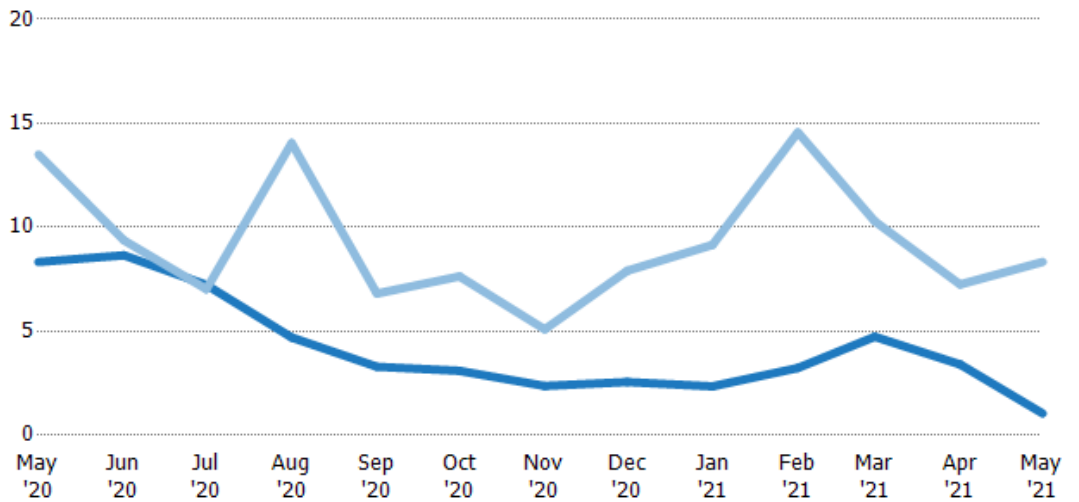
	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21
Current Year	221	141	136	81	88	97	105	107	110	127	138	98	32
Prior Year	147	125	120	100	119	134	156	181	198	196	218	246	221
Percent Change from Prior Year	50%	13%	13%	-19%	-26%	-28%	-33%	-41%	-44%	-35%	-37%	-60%	-86%

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



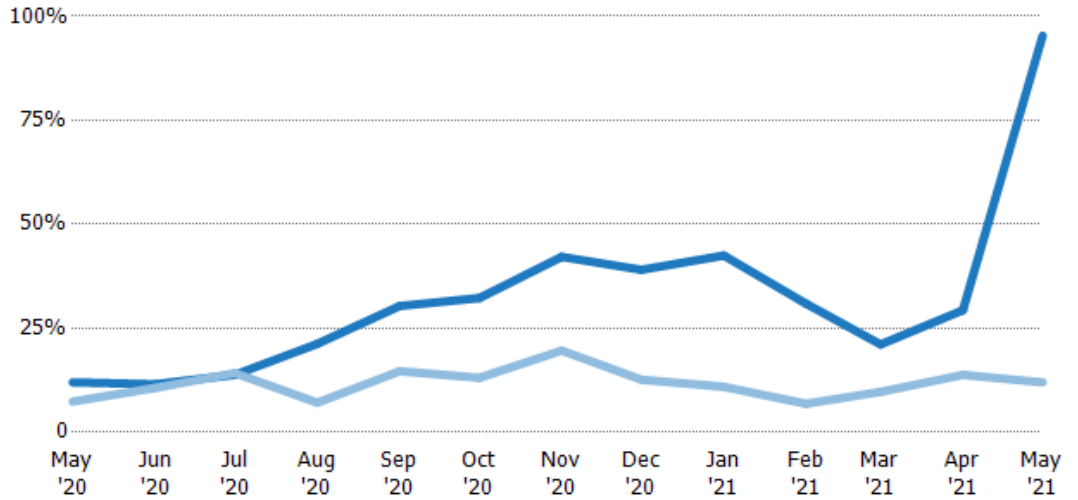
	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21
Current Year	8.33	8.65	7.23	4.7	3.29	3.1	2.37	2.56	2.35	3.24	4.74	3.41	1.05
Prior Year	13.5	9.38	7.02	14	6.81	7.64	5.09	7.91	9.15	14.6	10.3	7.25	8.33
Percent Change from Prior Year	-38%	-8%	3%	-67%	-52%	-59%	-53%	-68%	-74%	-78%	-54%	-53%	-87%

Absorption Rate

The percentage of inventory sold per month.

Filters Used

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



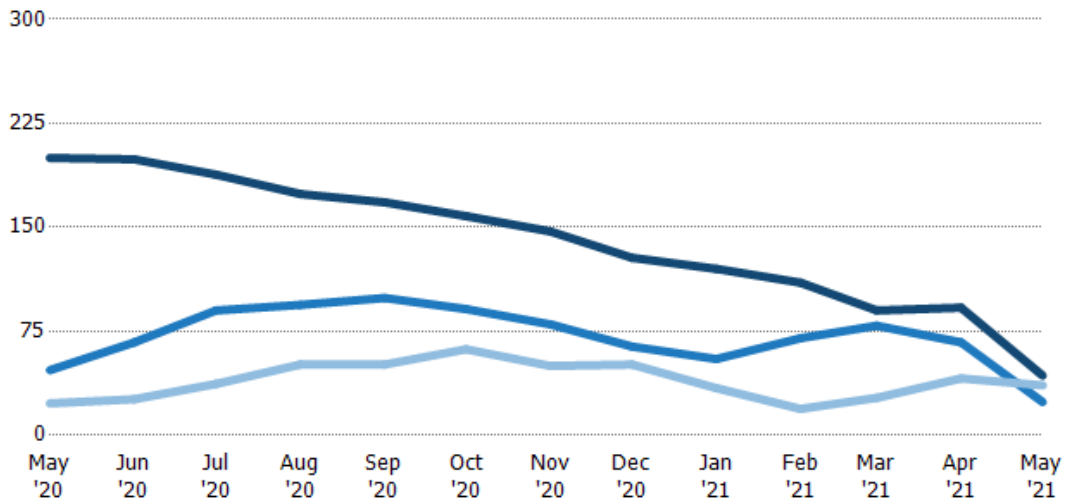
	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21
Current Year	12%	12%	14%	21%	30%	32%	42%	39%	43%	31%	21%	29%	95%
Prior Year	7%	11%	14%	7%	15%	13%	20%	13%	11%	7%	10%	14%	12%
Change from Prior Year	-5%	-1%	0%	-14%	-16%	-19%	-23%	-26%	-32%	-24%	-11%	-16%	-83%

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



	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21
Active	200	199	188	174	168	158	147	128	120	110	90	92	43
Pending	47	67	90	94	99	91	80	64	55	70	79	67	24
Sold	23	26	37	51	51	62	50	51	34	19	27	41	36

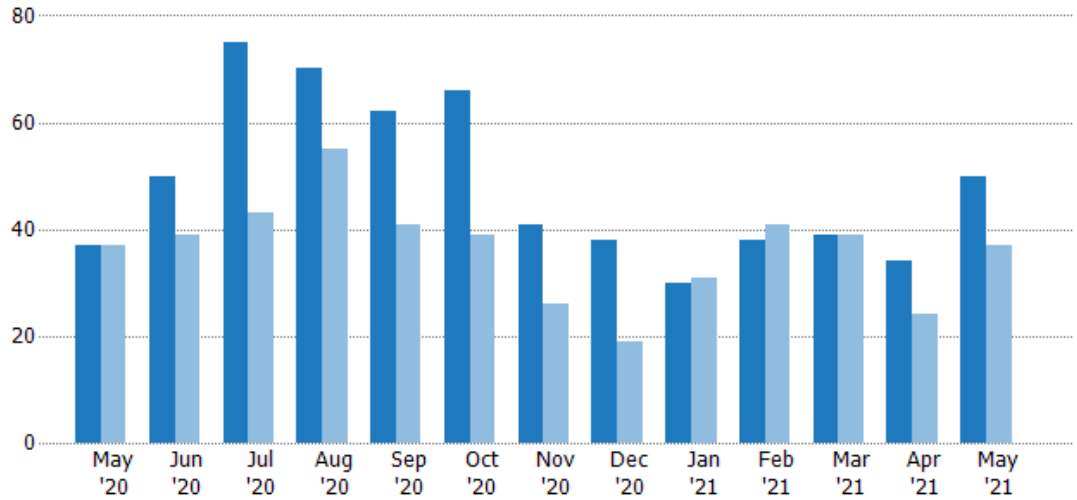
New Pending Sales

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.
May '21	50	35.1%
May '20	37	0%
May '19	37	5.4%



Current Year	37	50	75	70	62	66	41	38	30	38	39	34	50
Prior Year	37	39	43	55	41	39	26	19	31	41	39	24	37
Percent Change from Prior Year	0%	28%	74%	27%	51%	69%	58%	100%	-3%	-7%	0%	42%	35%

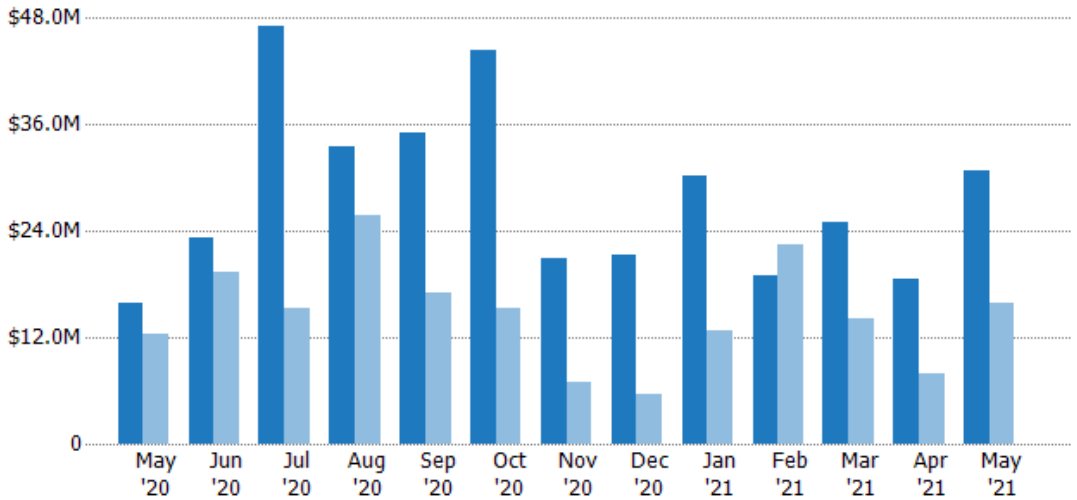
New Pending Sales Volume

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.
May '21	\$30.9M	93.9%
May '20	\$15.9M	28%
May '19	\$12.4M	7.3%



Current Year	\$15.9M	\$23.3M	\$47.1M	\$33.5M	\$35M	\$44.4M	\$20.9M	\$21.3M	\$30.2M	\$19M	\$25M	\$18.6M	\$30.9M
Prior Year	\$12.4M	\$19.4M	\$15.3M	\$25.7M	\$17M	\$15.3M	\$6.99M	\$5.62M	\$12.7M	\$22.4M	\$14.1M	\$7.89M	\$15.9M
Percent Change from Prior Year	28%	20%	207%	30%	106%	190%	199%	278%	138%	-15%	77%	135%	94%

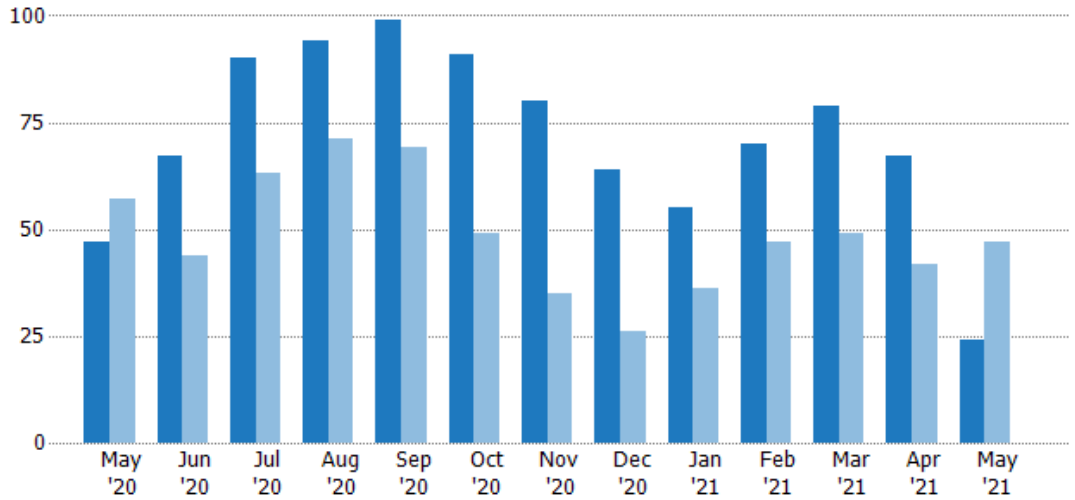
Pending Sales

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.
May '21	24	-48.9%
May '20	47	-17.5%
May '19	57	-10.5%



	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21
Current Year	47	67	90	94	99	91	80	64	55	70	79	67	24
Prior Year	57	44	63	71	69	49	35	26	36	47	49	42	47
Percent Change from Prior Year	-18%	52%	43%	32%	43%	86%	129%	146%	53%	49%	61%	60%	-49%

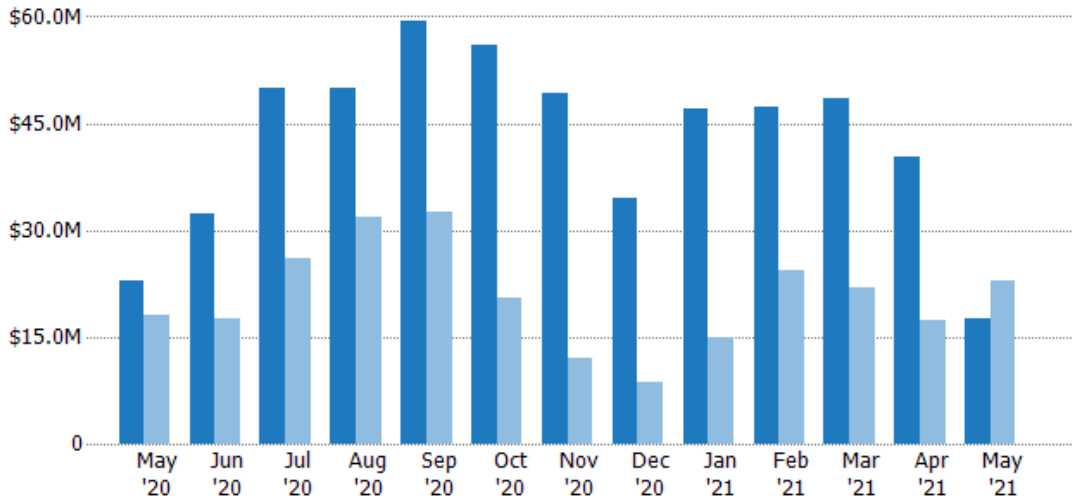
Pending Sales Volume

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.
May '21	\$17.7M	-22.5%
May '20	\$22.8M	26.2%
May '19	\$18.1M	6.6%



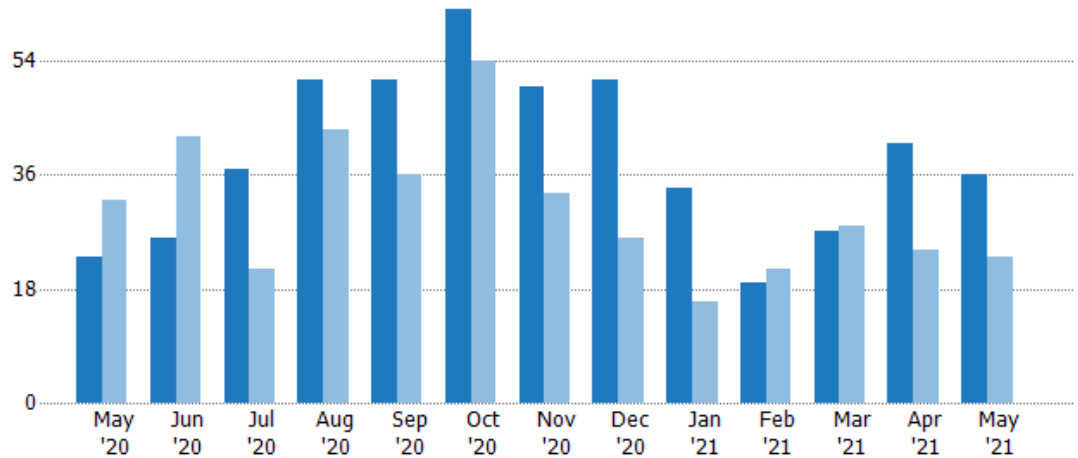
	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21
Current Year	\$22.8M	\$32.3M	\$50M	\$49.9M	\$59.4M	\$56M	\$49.2M	\$34.5M	\$46.9M	\$47.3M	\$48.5M	\$40.3M	\$17.7M
Prior Year	\$18.1M	\$17.5M	\$26M	\$31.8M	\$32.5M	\$20.5M	\$12.1M	\$8.61M	\$15M	\$24.3M	\$22M	\$17.4M	\$22.8M
Percent Change from Prior Year	26%	85%	92%	57%	83%	173%	306%	301%	212%	95%	121%	131%	-23%

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



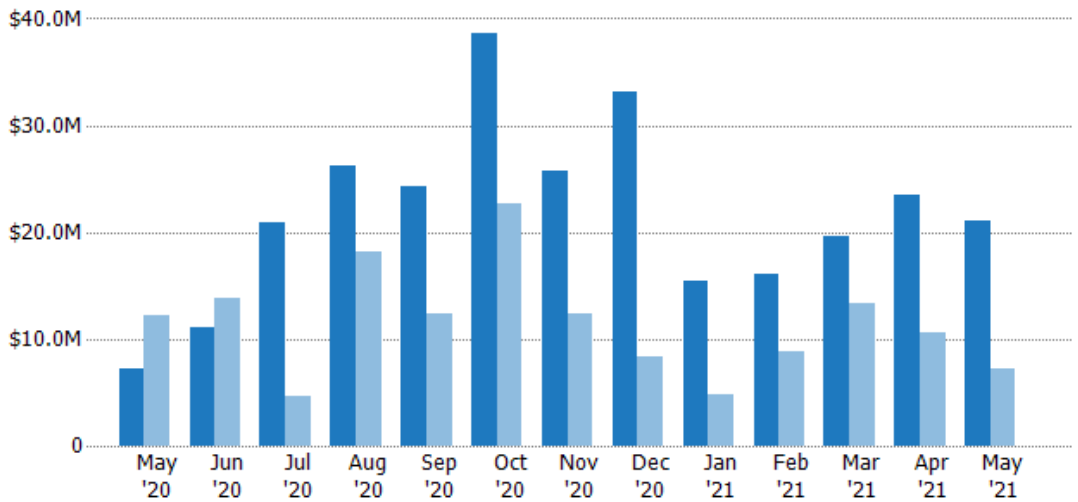
	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21
Current Year	23	26	37	51	51	62	50	51	34	19	27	41	36
Prior Year	32	42	21	43	36	54	33	26	16	21	28	24	23
Percent Change from Prior Year	-28%	-38%	76%	19%	42%	15%	52%	96%	113%	-10%	-4%	71%	57%

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



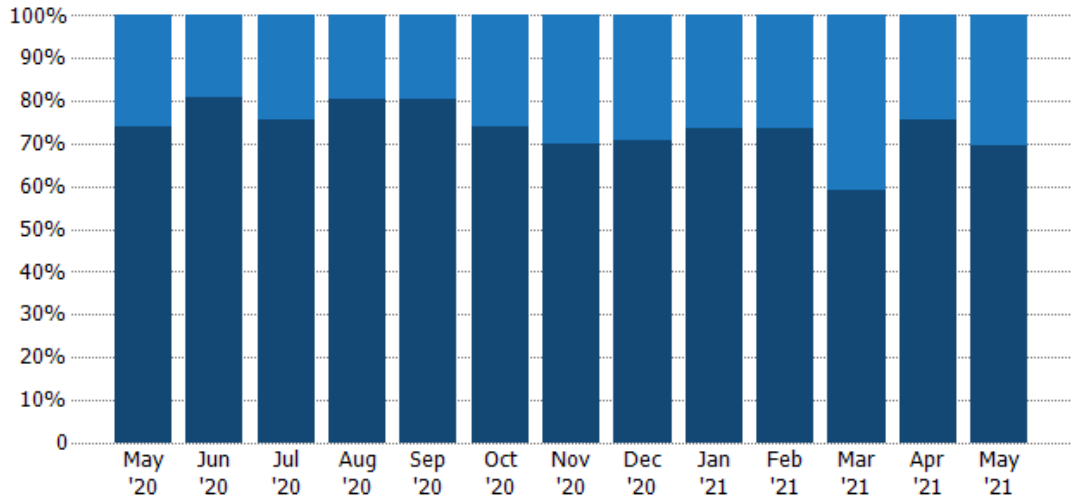
	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21
Current Year	\$7.15M	\$11.1M	\$20.9M	\$26.3M	\$24.3M	\$38.7M	\$25.7M	\$33.2M	\$15.5M	\$16.1M	\$19.6M	\$23.5M	\$21.1M
Prior Year	\$12.1M	\$13.8M	\$4.67M	\$18.2M	\$12.4M	\$22.6M	\$12.4M	\$8.28M	\$4.77M	\$8.88M	\$13.3M	\$10.5M	\$7.15M
Percent Change from Prior Year	-41%	-20%	347%	45%	96%	71%	108%	301%	225%	82%	47%	123%	196%

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



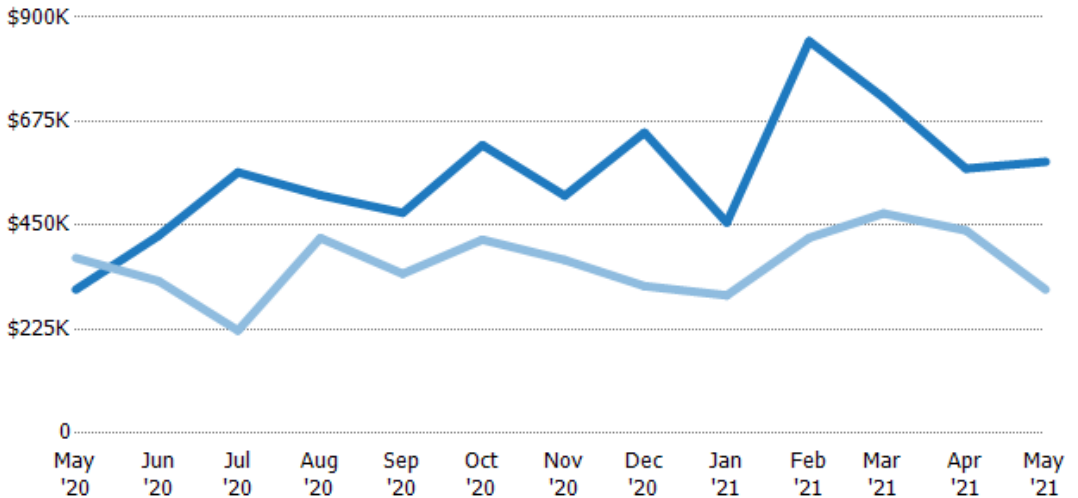
Property Type	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21
Condo/Townhouse	26%	19%	24%	20%	20%	26%	30%	29%	26%	26%	41%	24%	31%
Single Family Residence	74%	81%	76%	80%	80%	74%	70%	71%	74%	74%	59%	76%	69%

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.
May '21	\$587K	88.9%
May '20	\$311K	-18%
May '19	\$379K	-31%

Property Type	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21
Current Year	\$311K	\$427K	\$564K	\$515K	\$477K	\$624K	\$514K	\$651K	\$456K	\$848K	\$726K	\$573K	\$587K
Prior Year	\$379K	\$330K	\$222K	\$422K	\$345K	\$419K	\$375K	\$318K	\$298K	\$423K	\$476K	\$439K	\$311K
Percent Change from Prior Year	-18%	29%	154%	22%	38%	49%	37%	104%	53%	101%	53%	31%	89%

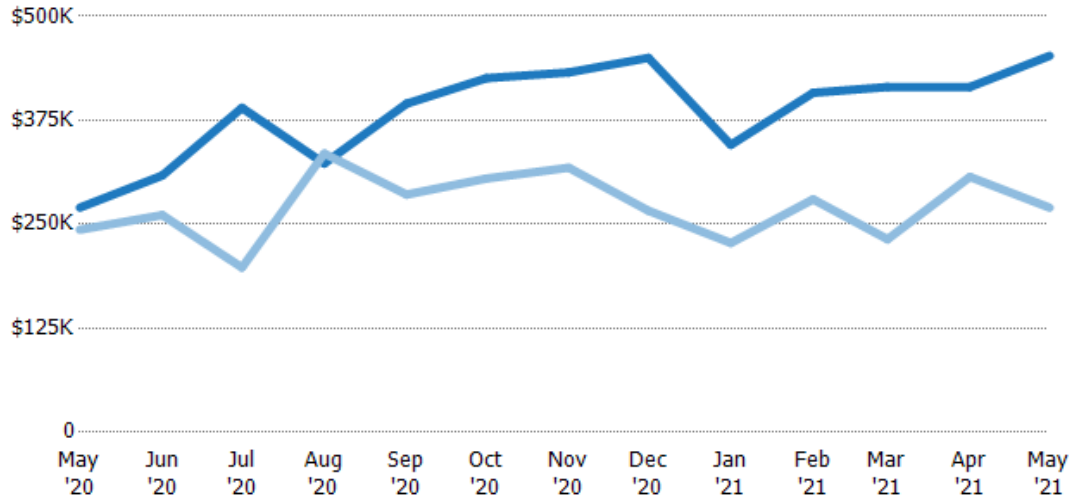
Median Sales Price

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.
May '21	\$453K	67.6%
May '20	\$270K	10.9%
May '19	\$244K	-1.4%



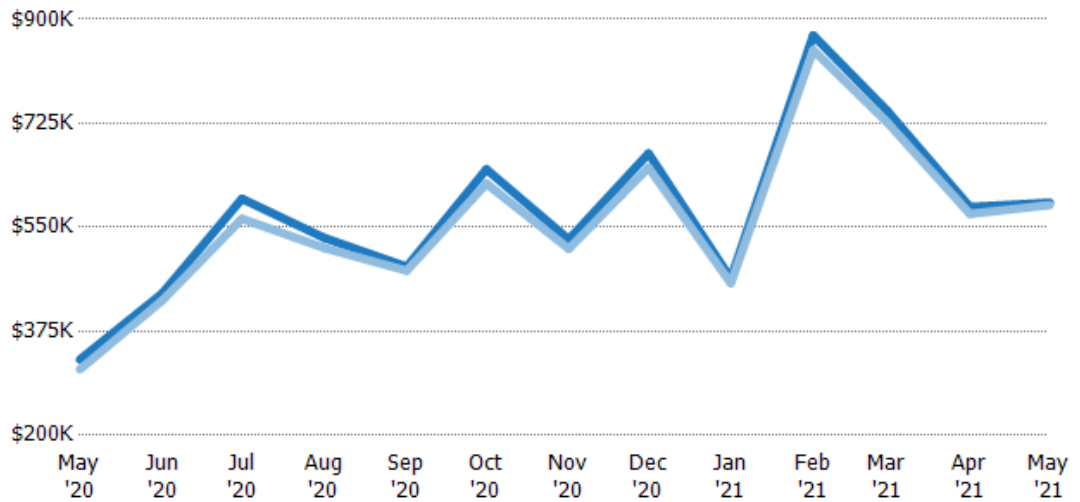
Current Year	\$270K	\$309K	\$390K	\$323K	\$395K	\$426K	\$433K	\$450K	\$346K	\$408K	\$415K	\$415K	\$453K
Prior Year	\$244K	\$261K	\$198K	\$335K	\$286K	\$305K	\$318K	\$266K	\$228K	\$280K	\$232K	\$307K	\$270K
Percent Change from Prior Year	11%	18%	97%	-4%	38%	40%	36%	69%	52%	46%	79%	35%	68%

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



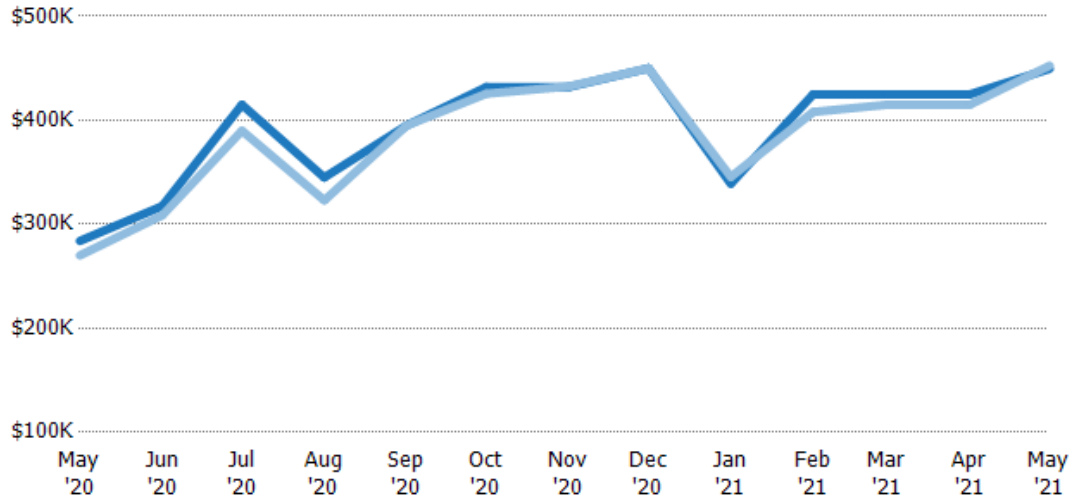
Avg List Price	\$327K	\$439K	\$598K	\$532K	\$484K	\$648K	\$530K	\$674K	\$464K	\$873K	\$745K	\$584K	\$591K
Avg Sales Price	\$311K	\$427K	\$564K	\$515K	\$477K	\$624K	\$514K	\$651K	\$456K	\$848K	\$726K	\$573K	\$587K
Avg Sales Price as a % of Avg List Price	95%	97%	94%	97%	99%	96%	97%	96%	98%	97%	97%	98%	99%

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

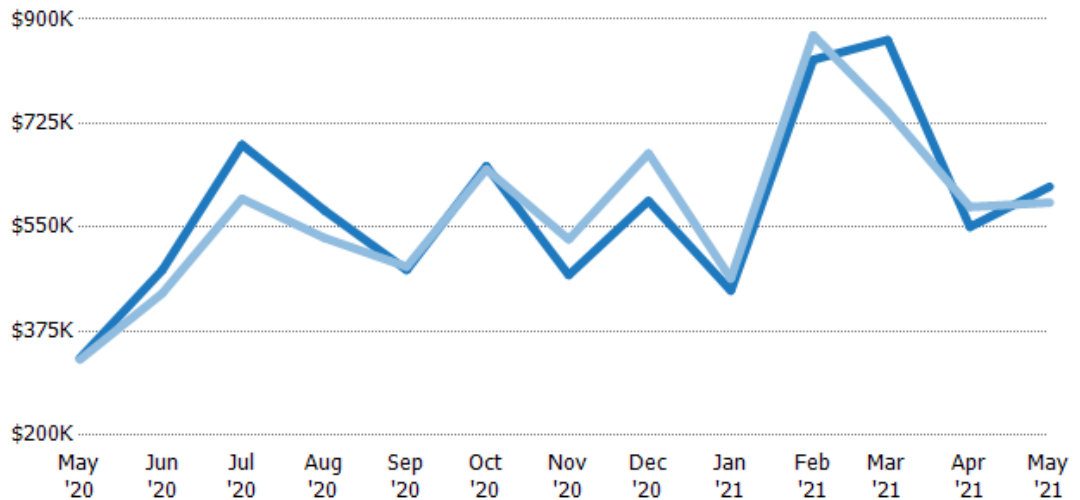


Average Sales Price vs Average Est Value

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

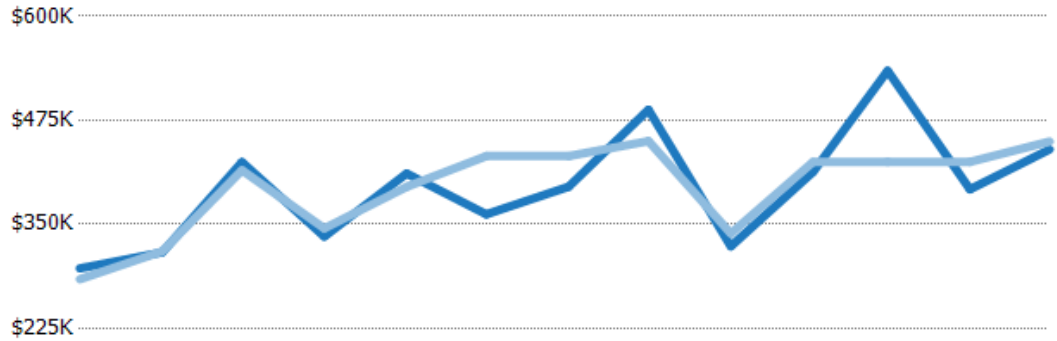


Median Sales Price vs Median Est Value

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



	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21
Median Est Value	\$297K	\$316K	\$425K	\$335K	\$411K	\$362K	\$395K	\$488K	\$324K	\$413K	\$535K	\$392K	\$440K
Median Sales Price	\$284K	\$318K	\$415K	\$345K	\$395K	\$432K	\$432K	\$450K	\$339K	\$425K	\$425K	\$425K	\$450K
Med Sales Price as a % of Med Est Value	96%	100%	98%	103%	96%	119%	109%	92%	105%	103%	80%	108%	102%