

Summary of Key Listing and Sales Metrics

A summary of the key metrics selected to be included in the report. MLS sources where licensed.

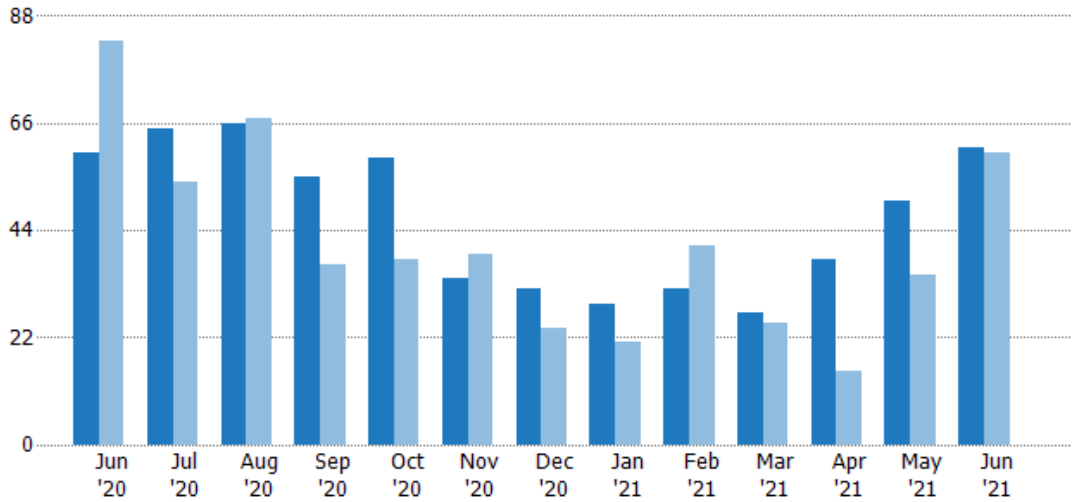
Key Metrics	Jun 2021	Jun 2020	+ / -	YTD 2021	YTD 2020	+ / -
Listing Activity Charts Metrics						
New Listing Count	61	60	+1.7%	237	197	+20.3%
New Listing Volume	\$41,019,899	\$41,727,890	-1.7%	\$150,311,974	\$109,033,189	+37.9%
Active Listing Count	98	202	-51.5%	N/A	N/A	
Active Listing Volume	\$79,627,800	\$135,864,939	-41.4%	N/A	N/A	
Average Listing Price	\$812,529	\$672,599	+20.8%	\$921,439	\$657,554	+40.1%
Median Listing Price	\$437,000	\$383,500	+14%	\$424,272	\$345,872	+22.7%
Median Days in RPR	42	145.5	-71.1%	106.19	199.83	-46.9%
Months of Inventory	2.7	8.8	-69%	4.6	8.2	-43.8%
Absorption Rate	36.73%	11.39%	+25.3%	21.65%	12.18%	+9.5%
Sales Activity Charts Metrics						
New Pending Sales Count	40	50	-20%	231	222	+4.1%
New Pending Sales Volume	\$27,064,499	\$23,319,000	+16.1%	\$150,358,174	\$96,024,600	+56.6%
Pending Sales Count	82	68	+20.6%	N/A	N/A	
Pending Sales Volume	\$46,803,674	\$32,584,900	+43.6%	N/A	N/A	
Closed Sales Count	30	27	+11.1%	190	139	+36.7%
Closed Sales Volume	\$24,595,567	\$11,232,022	+119%	\$121,175,073	\$55,881,466	+116.8%
Average Sales Price	\$819,852	\$416,001	+97.1%	\$637,764	\$402,025	+58.6%
Median Sales Price	\$444,025	\$307,500	+44.4%	\$408,857	\$272,637	+50%

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.
Jun '21	61	1.7%
Jun '20	60	-27.7%
Jun '19	83	-6%

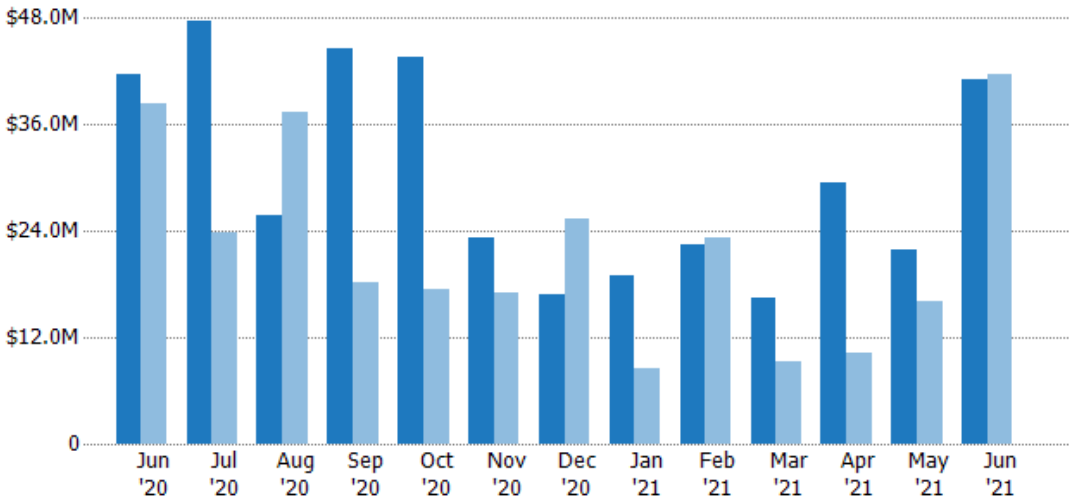
	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21
Current Year	60	65	66	55	59	34	32	29	32	27	38	50	61
Prior Year	83	54	67	37	38	39	24	21	41	25	15	35	60
Percent Change from Prior Year	-28%	20%	-1%	49%	55%	-13%	33%	38%	-22%	8%	153%	43%	2%

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.
Jun '21	\$41M	-1.7%
Jun '20	\$41.7M	9%
Jun '19	\$38.3M	-22.1%

	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21
Current Year	\$41.7M	\$47.7M	\$25.7M	\$44.5M	\$43.6M	\$23.3M	\$16.8M	\$18.9M	\$22.4M	\$16.5M	\$29.5M	\$21.9M	\$41M
Prior Year	\$38.3M	\$23.9M	\$37.4M	\$18.2M	\$17.4M	\$17M	\$25.3M	\$8.43M	\$23.2M	\$9.27M	\$10.3M	\$16.1M	\$41.7M
Percent Change from Prior Year	9%	99%	-31%	145%	150%	37%	-34%	125%	-3%	78%	187%	36%	-2%

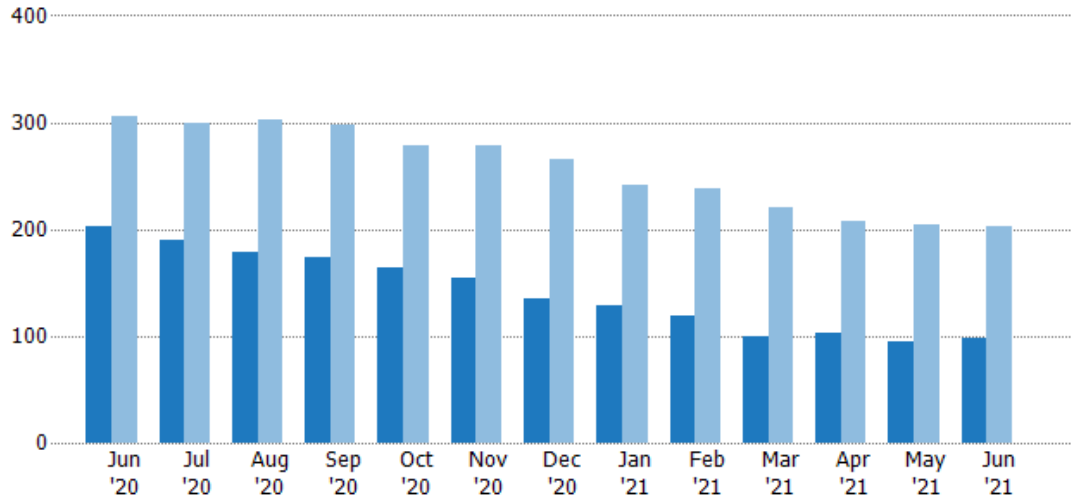
Active Listings

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.
Jun '21	98	-51.5%
Jun '20	202	-34%
Jun '19	306	-2.6%



Current Year	202	190	179	174	164	154	135	128	119	100	102	95	98
Prior Year	306	300	302	298	279	278	265	242	238	220	208	204	202
Percent Change from Prior Year	-34%	-37%	-41%	-42%	-41%	-45%	-49%	-47%	-50%	-55%	-51%	-53%	-51%

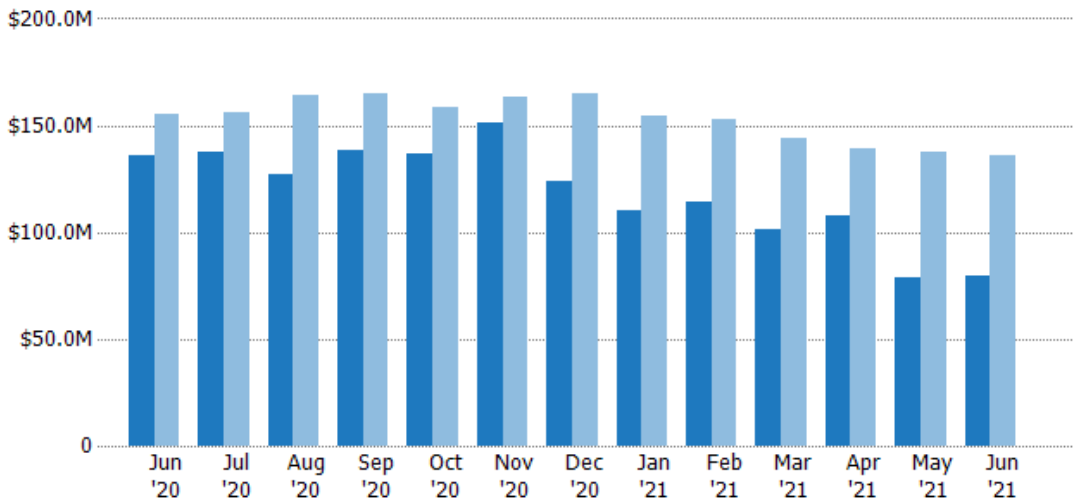
Active Listing Volume

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.
Jun '21	\$79.6M	-41.4%
Jun '20	\$136M	-12.4%
Jun '19	\$155M	-14%



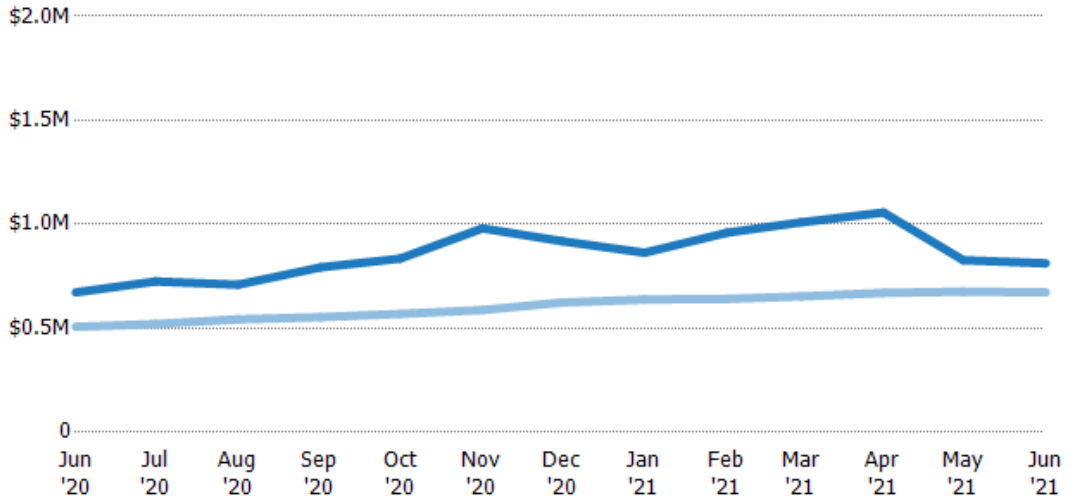
Current Year	\$136M	\$138M	\$127M	\$138M	\$137M	\$151M	\$124M	\$110M	\$114M	\$101M	\$108M	\$78.6M	\$79.6M
Prior Year	\$155M	\$156M	\$164M	\$165M	\$159M	\$163M	\$165M	\$155M	\$153M	\$144M	\$139M	\$138M	\$136M
Percent Change from Prior Year	-12%	-12%	-23%	-16%	-14%	-8%	-25%	-28%	-25%	-30%	-23%	-43%	-41%

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



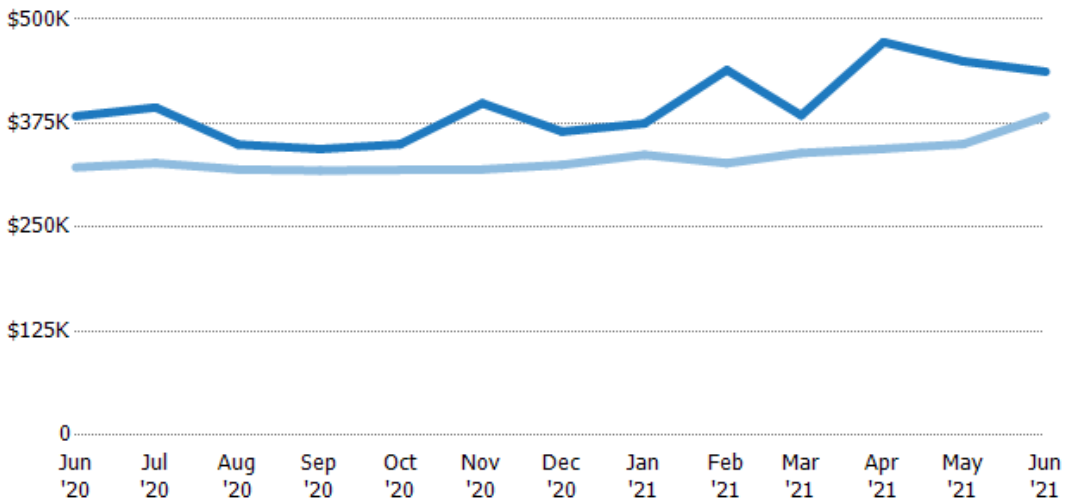
Current Year	\$673K	\$725K	\$709K	\$793K	\$835K	\$980K	\$919K	\$863K	\$959K	\$1.01M	\$1.06M	\$827K	\$813K
Prior Year	\$507K	\$520K	\$543K	\$553K	\$569K	\$588K	\$624K	\$638K	\$641K	\$653K	\$670K	\$676K	\$673K
Percent Change from Prior Year	33%	39%	31%	43%	47%	67%	47%	35%	50%	55%	58%	22%	21%

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



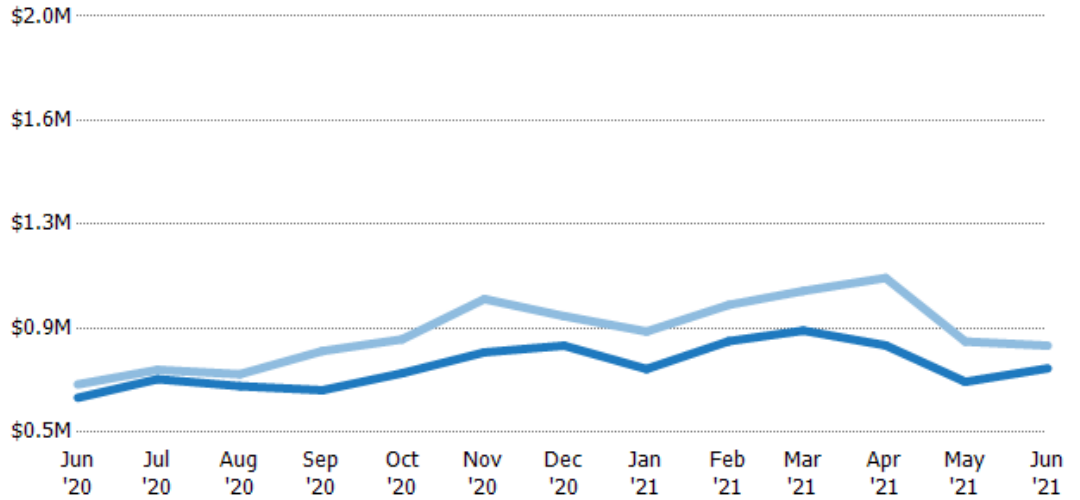
Current Year	\$384K	\$394K	\$350K	\$344K	\$350K	\$399K	\$365K	\$375K	\$439K	\$385K	\$473K	\$450K	\$437K
Prior Year	\$322K	\$327K	\$320K	\$318K	\$319K	\$320K	\$325K	\$337K	\$327K	\$339K	\$344K	\$350K	\$384K
Percent Change from Prior Year	19%	20%	9%	8%	10%	25%	12%	11%	34%	13%	37%	28%	14%

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



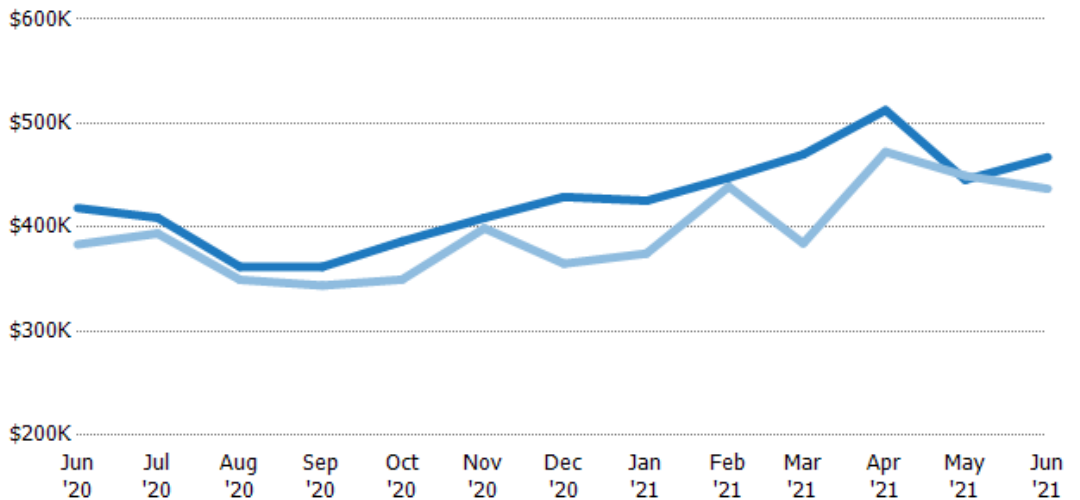
Avg Est Value	\$624K	\$691K	\$666K	\$651K	\$713K	\$788K	\$812K	\$728K	\$828K	\$867K	\$813K	\$682K	\$730K
Avg Listing Price	\$673K	\$725K	\$709K	\$793K	\$835K	\$980K	\$919K	\$863K	\$959K	\$1.01M	\$1.06M	\$827K	\$813K
Avg Listing Price as a % of Avg Est Value	108%	105%	106%	122%	117%	124%	113%	119%	116%	116%	130%	121%	111%

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	\$418K	\$409K	\$362K	\$362K	\$386K	\$409K	\$429K	\$426K	\$448K	\$470K	\$513K	\$446K	\$467K
Median Listing Price	\$384K	\$394K	\$350K	\$344K	\$350K	\$399K	\$365K	\$375K	\$439K	\$385K	\$473K	\$450K	\$437K
Med Listing Price as a % of Med Est Value	92%	96%	97%	95%	90%	98%	85%	88%	98%	82%	92%	101%	94%

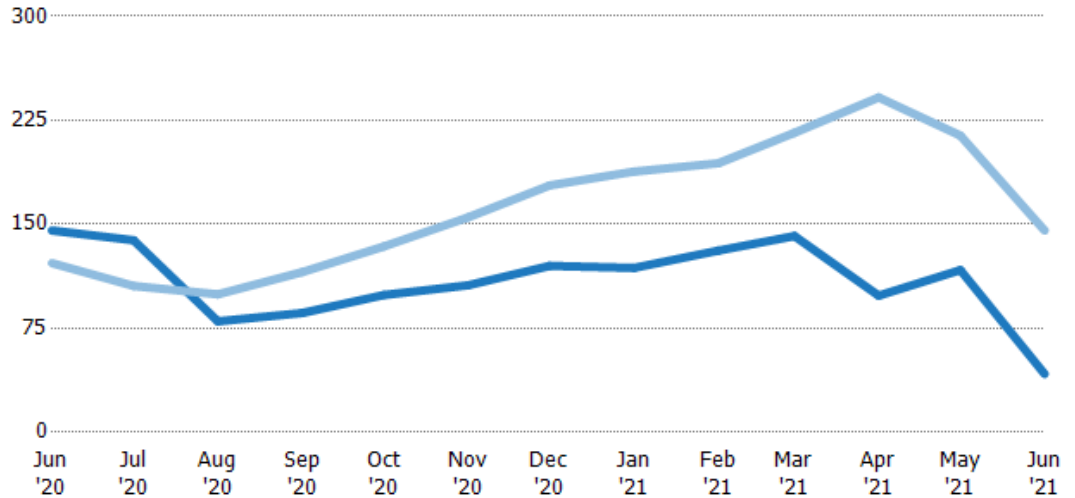
Median Days in RPR

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.
Jun '21	42	-71.1%
Jun '20	146	19.3%
Jun '19	122	-2.9%



Current Year	146	139	80	86	99	106	120	119	131	142	98.5	117	42
Prior Year	122	106	100	116	134	155	178	188	194	216	242	214	146
Percent Change from Prior Year	19%	31%	-20%	-26%	-26%	-32%	-33%	-37%	-32%	-34%	-59%	-45%	-71%

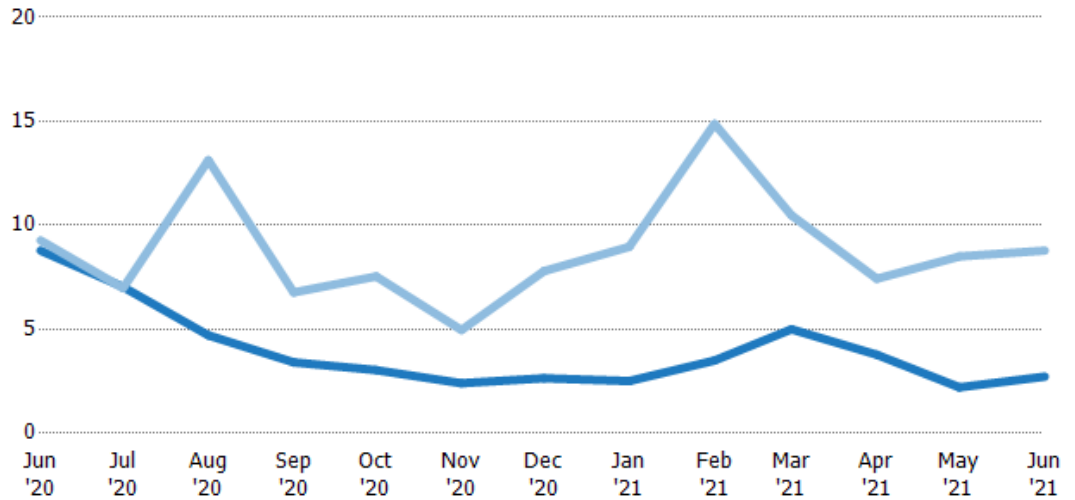
Months of Inventory

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.
Jun '21	2.72	-69%
Jun '20	8.78	-5.3%
Jun '19	9.27	-5.5%



Current Year	8.78	7.04	4.71	3.41	3.04	2.41	2.65	2.51	3.5	5	3.78	2.21	2.72
Prior Year	9.27	6.98	13.1	6.77	7.54	4.96	7.79	8.96	14.9	10.5	7.43	8.5	8.78
Percent Change from Prior Year	-5%	1%	-64%	-50%	-60%	-52%	-66%	-72%	-76%	-52%	-49%	-74%	-69%

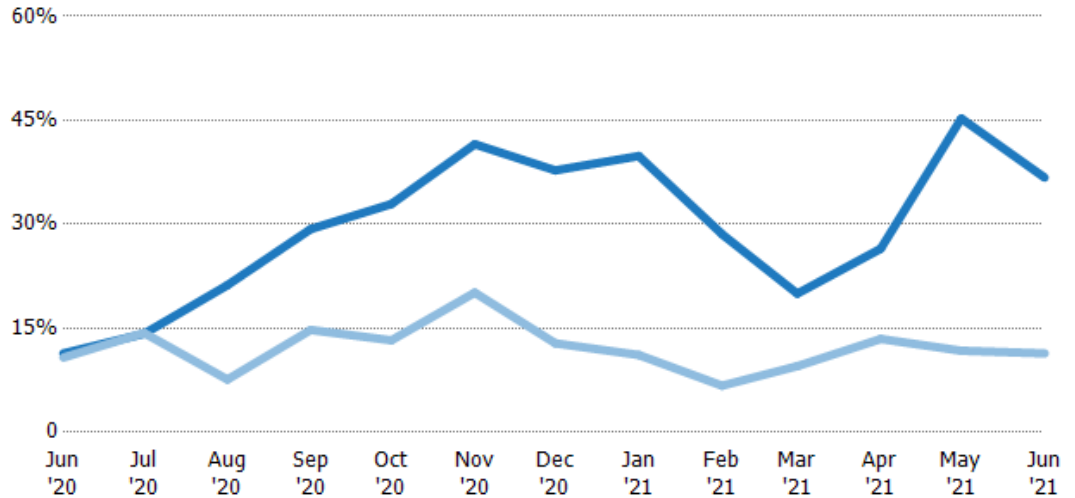
Absorption Rate

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.
Jun '21	37%	-25.4%
Jun '20	11%	-0.6%
Jun '19	11%	5.8%



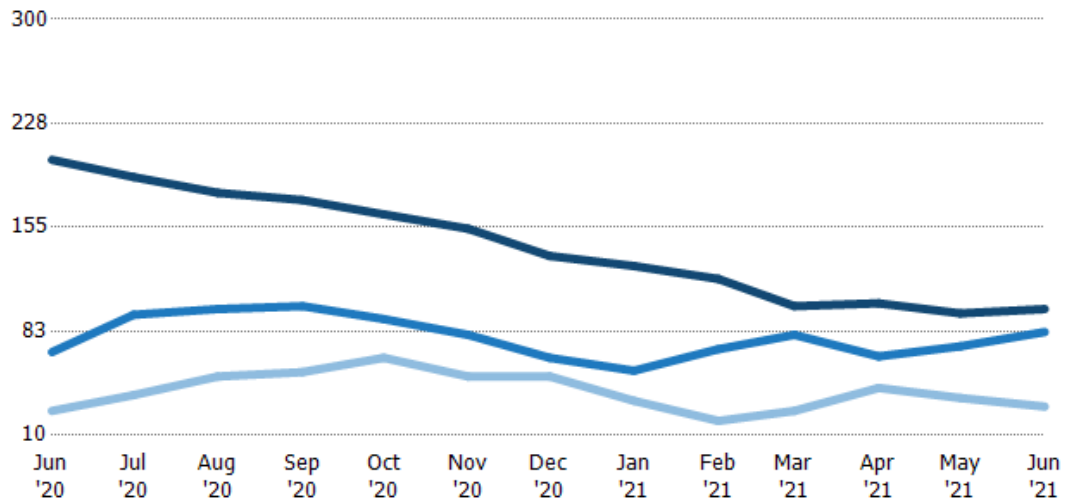
Current Year	11%	14%	21%	29%	33%	42%	38%	40%	29%	20%	26%	45%	37%
Prior Year	11%	14%	8%	15%	13%	20%	13%	11%	7%	10%	13%	12%	11%
Change from Prior Year	-1%	0%	-14%	-15%	-20%	-21%	-25%	-29%	-22%	-10%	-13%	-34%	-25%

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	202	190	179	174	164	154	135	128	119	100	102	95	98
Pending	68	94	98	100	91	80	64	55	70	80	65	72	82
Sold	27	38	51	54	64	51	51	34	20	27	43	36	30

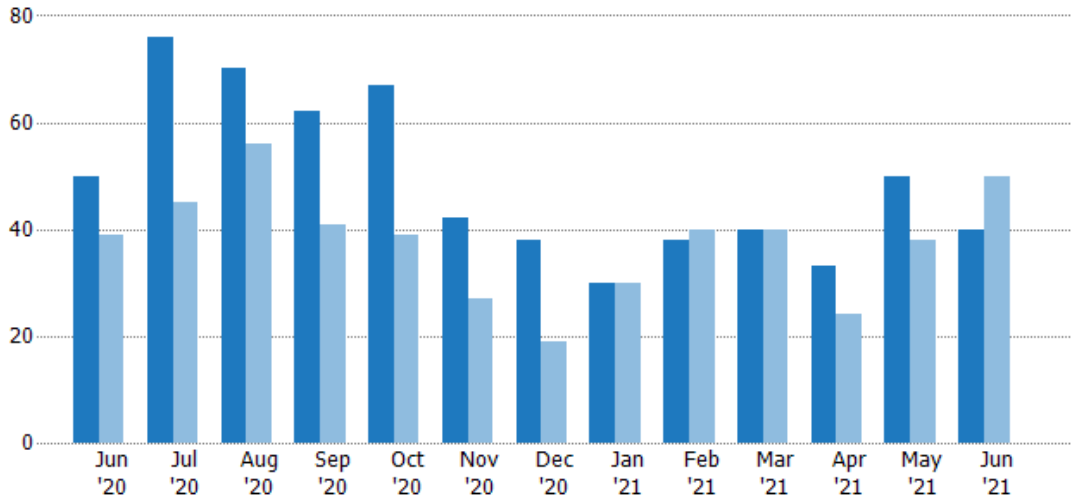
New Pending Sales

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.
Jun '21	40	-20%
Jun '20	50	28.2%
Jun '19	39	0%



	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21
Current Year	50	76	70	62	67	42	38	30	38	40	33	50	40
Prior Year	39	45	56	41	39	27	19	30	40	40	24	38	50
Percent Change from Prior Year	28%	69%	25%	51%	72%	56%	100%	0%	-5%	0%	38%	32%	-20%

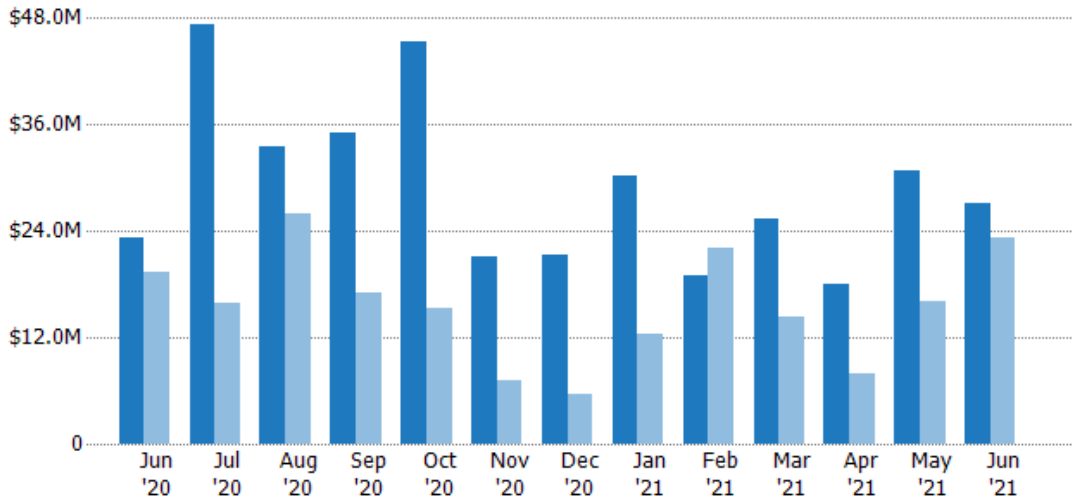
New Pending Sales Volume

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.
Jun '21	\$27.1M	16.1%
Jun '20	\$23.3M	20.4%
Jun '19	\$19.4M	-27.1%



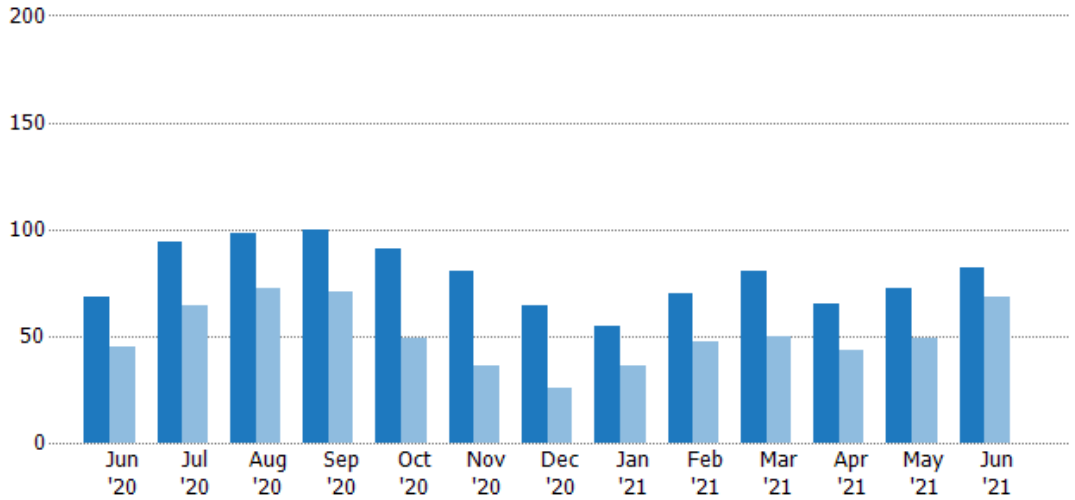
	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21
Current Year	\$23.3M	\$47.3M	\$33.5M	\$35M	\$45.4M	\$21.1M	\$21.3M	\$30.2M	\$19M	\$25.3M	\$18M	\$30.9M	\$27.1M
Prior Year	\$19.4M	\$15.8M	\$25.9M	\$17M	\$15.3M	\$7.22M	\$5.62M	\$12.4M	\$22M	\$14.4M	\$7.89M	\$16.1M	\$23.3M
Percent Change from Prior Year	20%	200%	29%	106%	196%	192%	278%	144%	-14%	76%	128%	92%	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.
Jun '21	82	20.6%
Jun '20	68	51.1%
Jun '19	45	24.4%

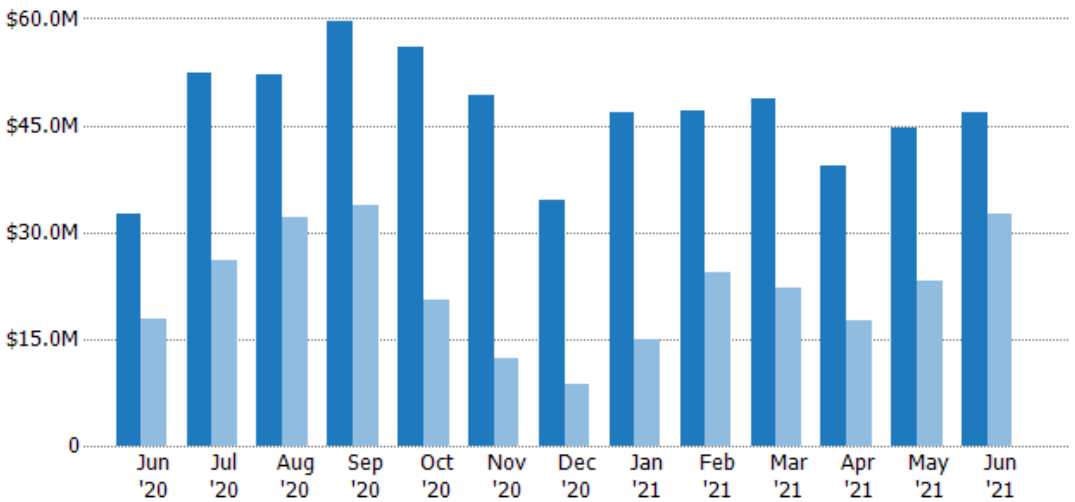
	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21
Current Year	68	94	98	100	91	80	64	55	70	80	65	72	82
Prior Year	45	64	72	71	49	36	26	36	47	50	43	49	68
Percent Change from Prior Year	51%	47%	36%	41%	86%	122%	146%	53%	49%	60%	51%	47%	21%

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.
Jun '21	\$46.8M	43.6%
Jun '20	\$32.6M	83.3%
Jun '19	\$17.8M	21%

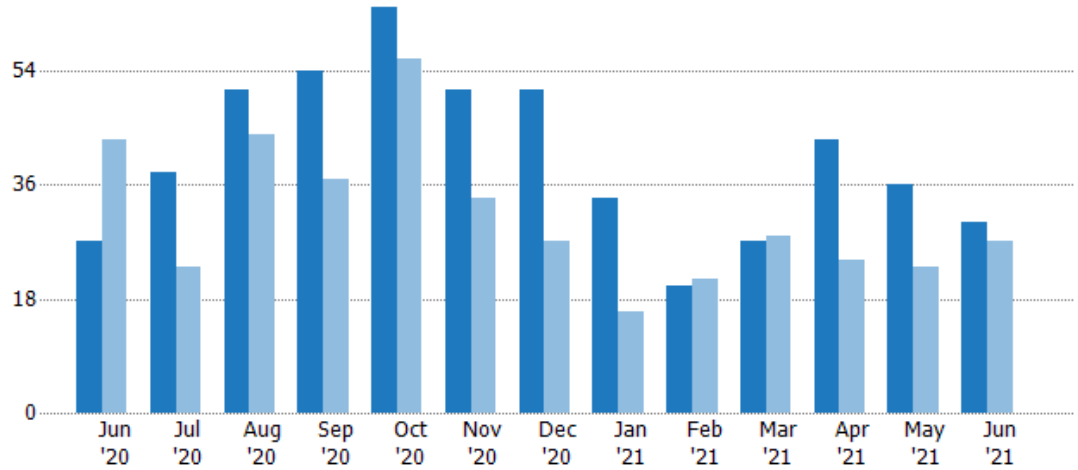
	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21
Current Year	\$32.6M	\$52.3M	\$52.2M	\$59.6M	\$56M	\$49.2M	\$34.5M	\$46.9M	\$47.1M	\$48.7M	\$39.4M	\$44.6M	\$46.8M
Prior Year	\$17.8M	\$26.2M	\$32M	\$33.7M	\$20.5M	\$12.3M	\$8.61M	\$15M	\$24.3M	\$22.2M	\$17.7M	\$23.2M	\$32.6M
Percent Change from Prior Year	83%	100%	63%	77%	173%	299%	301%	212%	94%	119%	123%	92%	44%

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.
Jun '21	30	11.1%
Jun '20	27	-37.2%
Jun '19	43	-27.9%

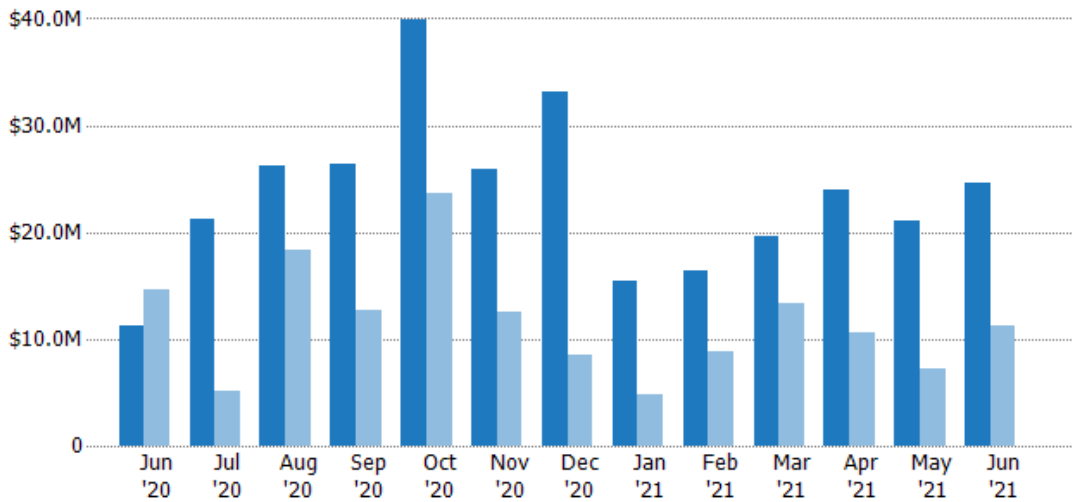
	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21
Current Year	27	38	51	54	64	51	51	34	20	27	43	36	30
Prior Year	43	23	44	37	56	34	27	16	21	28	24	23	27
Percent Change from Prior Year	-37%	65%	16%	46%	14%	50%	89%	113%	-5%	-4%	79%	57%	11%

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.
Jun '21	\$24.6M	119%
Jun '20	\$11.2M	-23.6%
Jun '19	\$14.7M	-34.7%

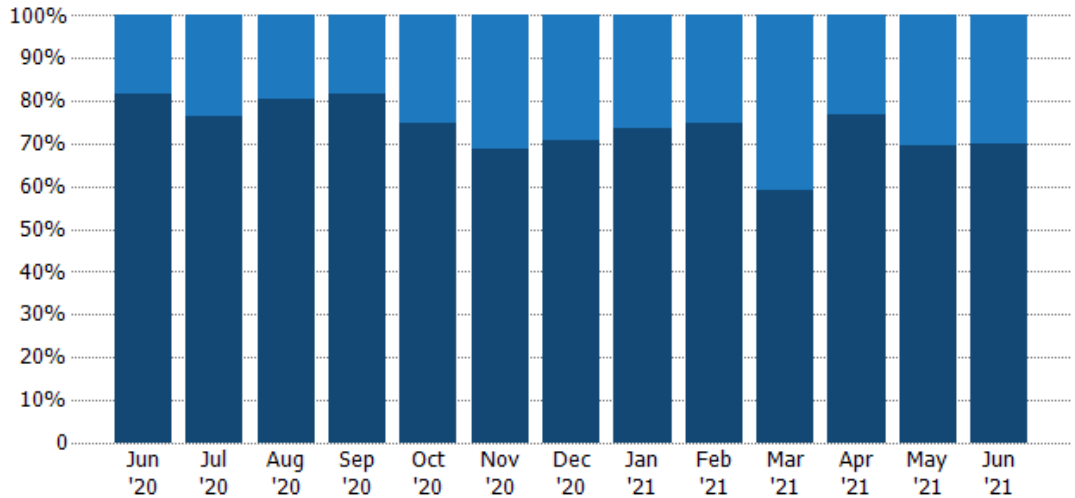
	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21
Current Year	\$11.2M	\$21.2M	\$26.3M	\$26.3M	\$39.9M	\$25.9M	\$33.2M	\$15.5M	\$16.4M	\$19.6M	\$23.9M	\$21.1M	\$24.6M
Prior Year	\$14.7M	\$5.2M	\$18.3M	\$12.6M	\$23.7M	\$12.6M	\$8.48M	\$4.77M	\$8.88M	\$13.3M	\$10.5M	\$7.15M	\$11.2M
Percent Change from Prior Year	-24%	307%	43%	109%	68%	105%	291%	225%	85%	47%	127%	196%	119%

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



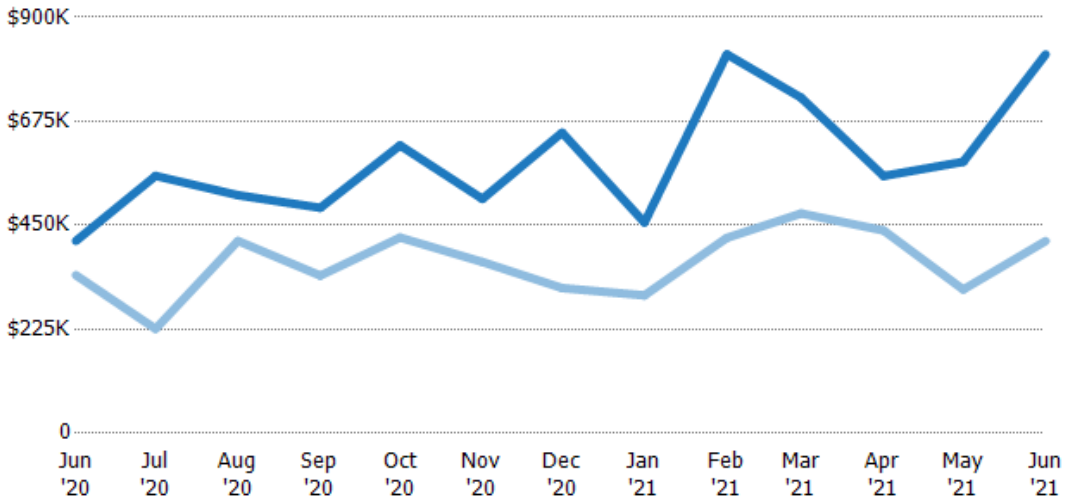
Property Type	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21
Condo/Townhouse	19%	24%	20%	19%	25%	31%	29%	26%	25%	41%	23%	31%	30%
Single Family Residence	81%	76%	80%	81%	75%	69%	71%	74%	75%	59%	77%	69%	70%

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.
Jun '21	\$820K	97.1%
Jun '20	\$416K	21.6%
Jun '19	\$342K	-9.4%

Property Type	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21
Current Year	\$416K	\$557K	\$515K	\$488K	\$623K	\$507K	\$651K	\$456K	\$820K	\$726K	\$557K	\$587K	\$820K
Prior Year	\$342K	\$226K	\$416K	\$341K	\$423K	\$371K	\$314K	\$298K	\$423K	\$476K	\$439K	\$311K	\$416K
Percent Change from Prior Year	22%	146%	24%	43%	47%	37%	107%	53%	94%	53%	27%	89%	97%

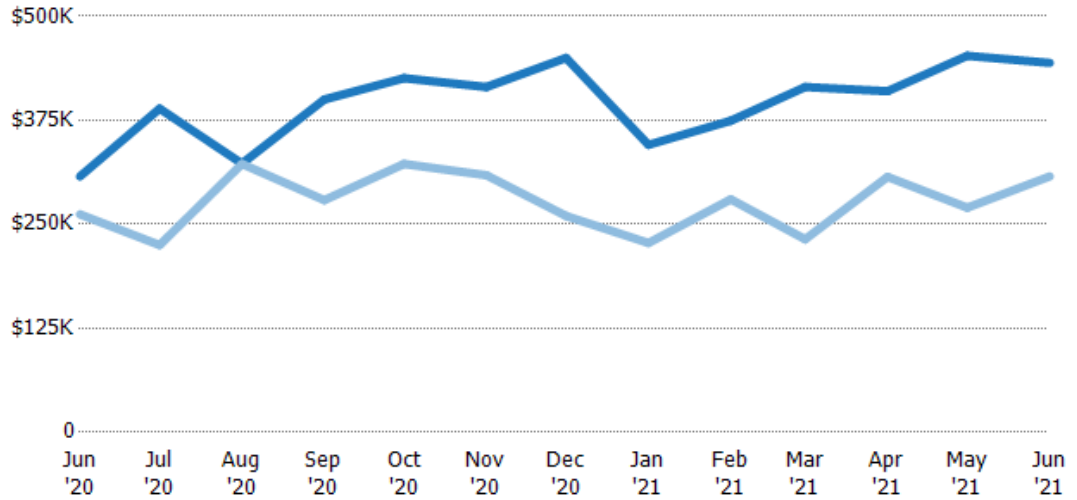
Median Sales Price

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.
Jun '21	\$444K	44.4%
Jun '20	\$308K	17.4%
Jun '19	\$262K	-10.5%



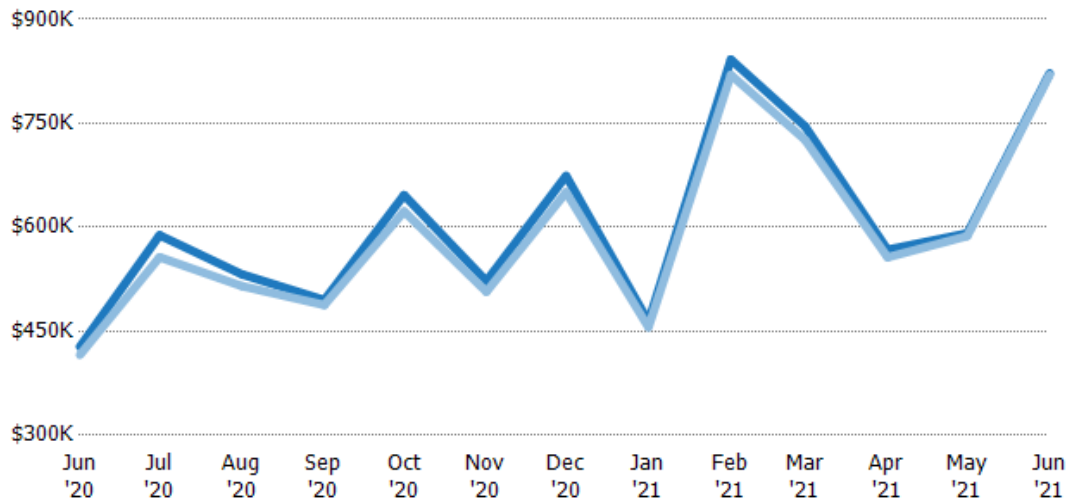
Current Year	\$308K	\$389K	\$323K	\$400K	\$426K	\$415K	\$450K	\$346K	\$375K	\$415K	\$410K	\$453K	\$444K
Prior Year	\$262K	\$225K	\$323K	\$279K	\$323K	\$309K	\$260K	\$228K	\$280K	\$232K	\$307K	\$270K	\$308K
Percent Change from Prior Year	17%	73%	0%	43%	32%	34%	73%	52%	34%	79%	34%	68%	44%

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



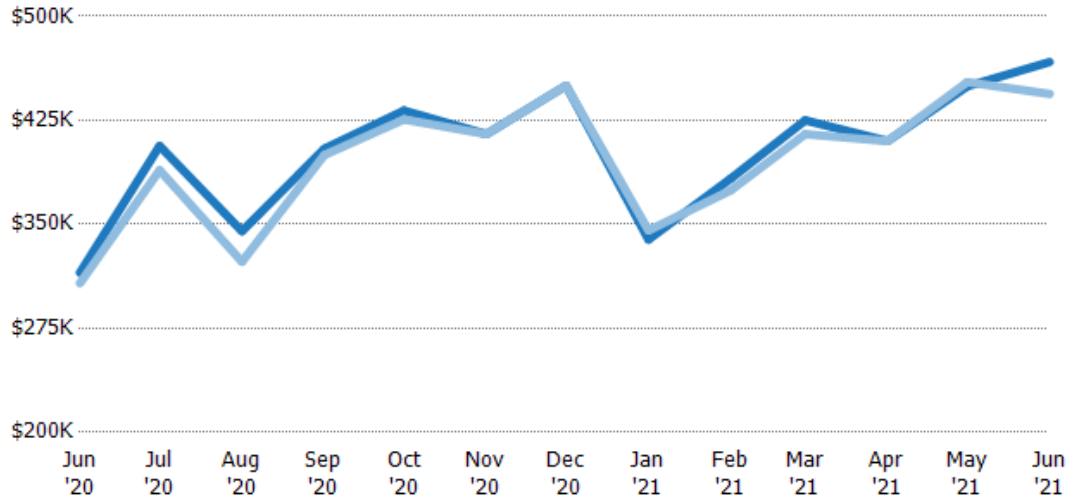
Avg List Price	\$427K	\$589K	\$532K	\$495K	\$647K	\$522K	\$674K	\$464K	\$842K	\$745K	\$568K	\$591K	\$822K
Avg Sales Price	\$416K	\$557K	\$515K	\$488K	\$623K	\$507K	\$651K	\$456K	\$820K	\$726K	\$557K	\$587K	\$820K
Avg Sales Price as a % of Avg List Price	97%	95%	97%	99%	96%	97%	96%	98%	97%	97%	98%	99%	100%

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



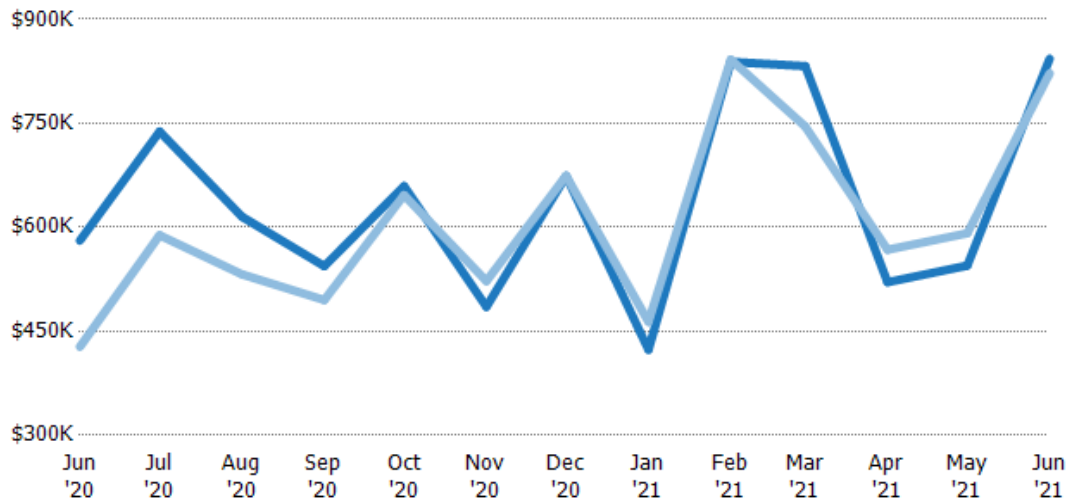
	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21
Median List Price	\$315K	\$407K	\$345K	\$405K	\$432K	\$415K	\$450K	\$339K	\$383K	\$425K	\$410K	\$450K	\$467K
Median Sales Price	\$308K	\$389K	\$323K	\$400K	\$426K	\$415K	\$450K	\$346K	\$375K	\$415K	\$410K	\$453K	\$444K
Med Sales Price as a % of Med List Price	98%	96%	94%	99%	99%	100%	100%	102%	98%	98%	100%	101%	95%

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



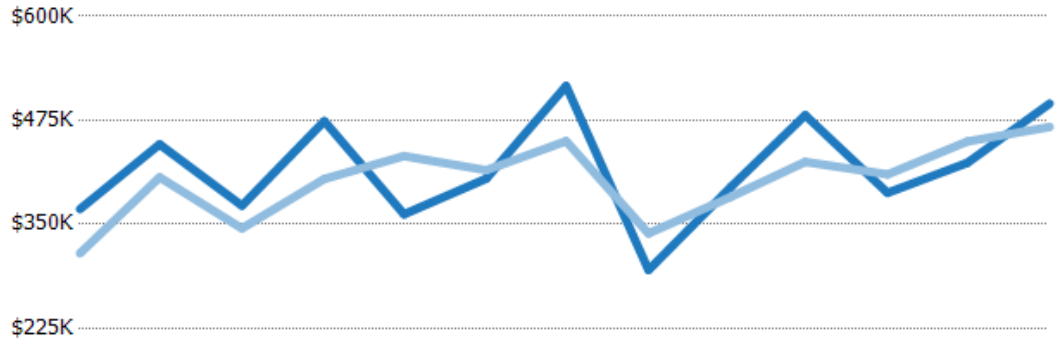
	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21
Avg Est Value	\$581K	\$738K	\$615K	\$544K	\$659K	\$485K	\$674K	\$424K	\$839K	\$832K	\$521K	\$545K	\$843K
Avg Sales Price	\$427K	\$589K	\$532K	\$495K	\$647K	\$522K	\$674K	\$464K	\$842K	\$745K	\$568K	\$591K	\$822K
Avg Sales Price as a % of Avg Est Value	74%	80%	86%	91%	98%	108%	100%	109%	100%	90%	109%	109%	98%

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



	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21
Median Est Value	\$368K	\$446K	\$372K	\$474K	\$362K	\$405K	\$516K	\$295K	\$395K	\$481K	\$388K	\$424K	\$495K
Median Sales Price	\$315K	\$407K	\$345K	\$405K	\$432K	\$415K	\$450K	\$339K	\$383K	\$425K	\$410K	\$450K	\$467K
Med Sales Price as a % of Med Est Value	86%	91%	93%	85%	119%	102%	87%	115%	97%	88%	106%	106%	94%