

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	Jul 2021	Jul 2020	+ / -	YTD 2021	YTD 2020	+ / -
Listing Activity Charts Metrics						
New Listing Count	46	65	-29.2%	282	262	+7.6%
New Listing Volume	\$25,434,300	\$47,655,899	-46.6%	\$174,771,274	\$156,689,088	+11.5%
Active Listing Count	5	186	-97.3%	N/A	N/A	
Active Listing Volume	\$2,619,000	\$136,639,000	-98.1%	N/A	N/A	
Average Listing Price	\$523,800	\$734,618	-28.7%	\$918,191	\$673,452	+36.3%
Median Listing Price	\$135,000	\$396,250	-65.9%	\$419,399	\$352,211	+19.1%
Median Days in RPR	344	134	+156.7%	137.28	180.7	-24%
Months of Inventory	0.2	7.2	-97.7%	3.7	8.2	-54.9%
Absorption Rate	600%	13.98%	+586%	27.13%	12.23%	+14.9%
Sales Activity Charts Metrics						
New Pending Sales Count	37	76	-51.3%	266	296	-10.1%
New Pending Sales Volume	\$21,375,700	\$47,315,238	-54.8%	\$169,783,874	\$142,481,838	+19.2%
Pending Sales Count	-	94	-	N/A	N/A	
Pending Sales Volume	-	\$52,297,138	-	N/A	N/A	
Closed Sales Count	28	38	-26.3%	216	175	+23.4%
Closed Sales Volume	\$18,470,000	\$21,161,087	-12.7%	\$139,145,073	\$76,295,053	+82.4%
Average Sales Price	\$659,643	\$556,871	+18.5%	\$644,190	\$435,972	+47.8%
Median Sales Price	\$525,750	\$389,000	+35.2%	\$423,943	\$294,534	+43.9%

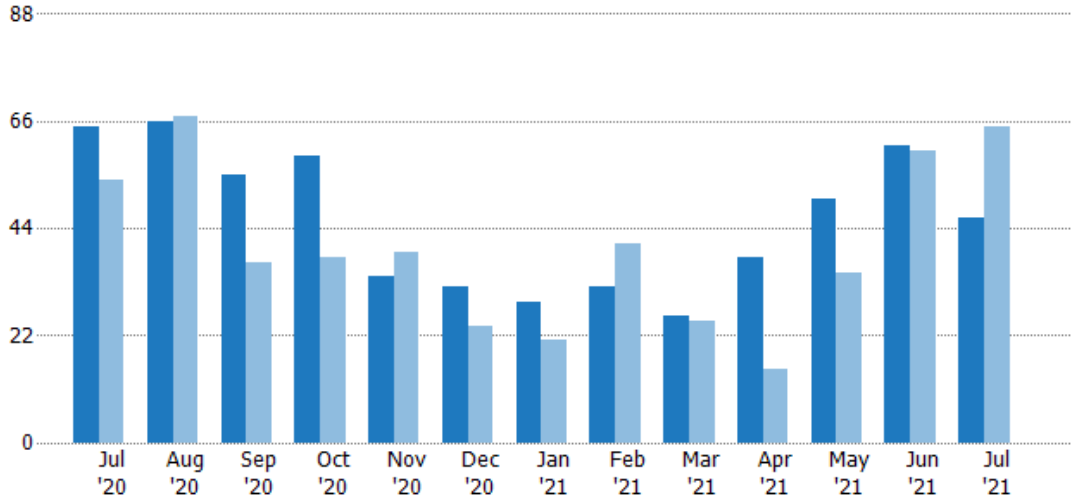
New Listings

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.
Jul '21	46	-29.2%
Jul '20	65	20.4%
Jul '19	54	57.4%



	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21
Current Year	65	66	55	59	34	32	29	32	26	38	50	61	46
Prior Year	54	67	37	38	39	24	21	41	25	15	35	60	65
Percent Change from Prior Year	20%	-1%	49%	55%	-13%	33%	38%	-22%	4%	153%	43%	2%	-29%

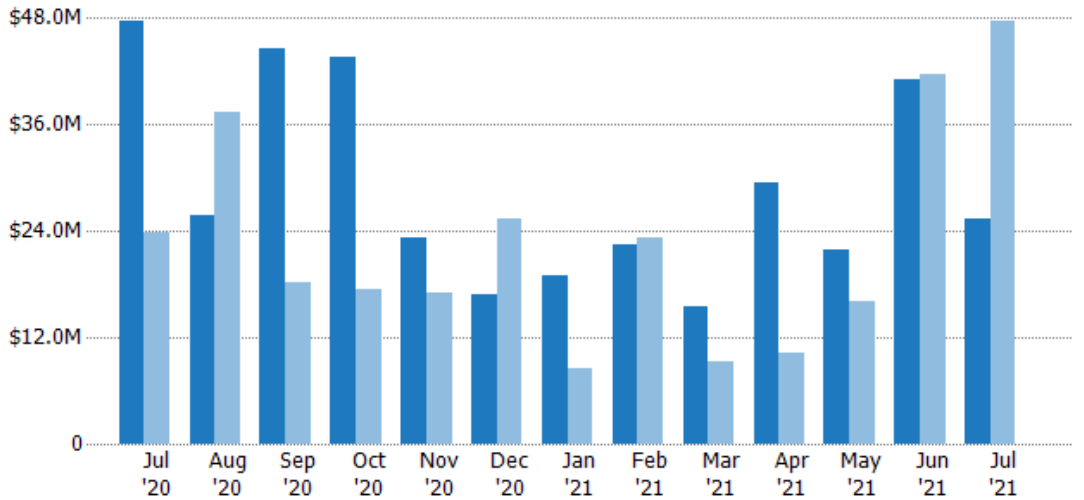
New Listing Volume

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.
Jul '21	\$25.4M	-46.6%
Jul '20	\$47.7M	99.3%
Jul '19	\$23.9M	52.4%



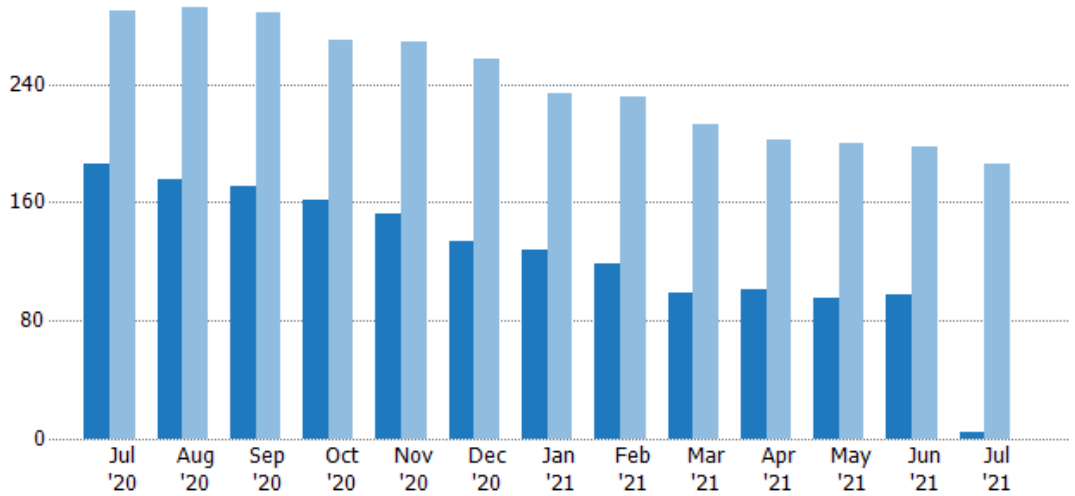
	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21
Current Year	\$47.7M	\$25.7M	\$44.5M	\$43.6M	\$23.3M	\$16.8M	\$18.9M	\$22.4M	\$15.6M	\$29.5M	\$21.9M	\$41M	\$25.4M
Prior Year	\$23.9M	\$37.4M	\$18.2M	\$17.4M	\$17M	\$25.3M	\$8.43M	\$23.2M	\$9.27M	\$10.3M	\$16.1M	\$41.7M	\$47.7M
Percent Change from Prior Year	99%	-31%	145%	150%	37%	-34%	125%	-3%	68%	187%	36%	-2%	-47%

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



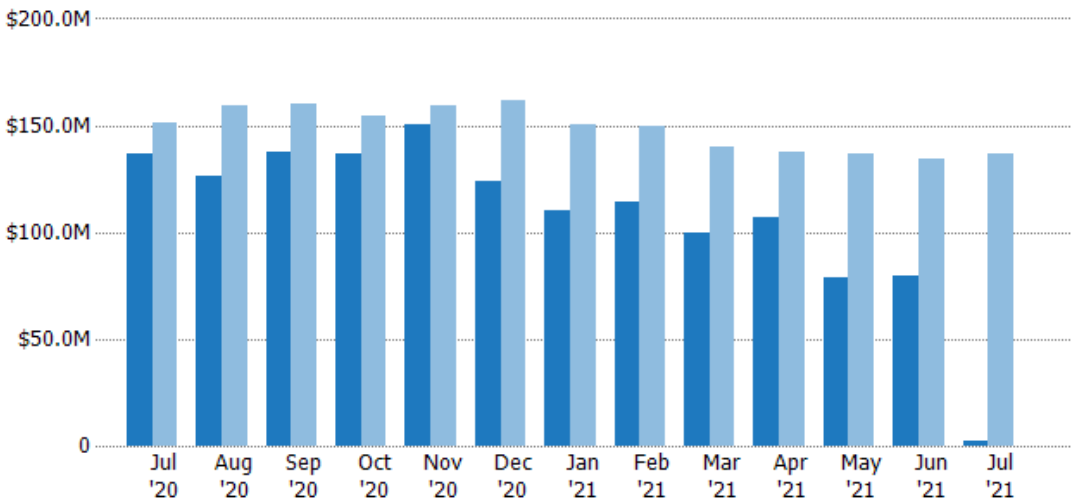
	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21
Current Year	186	176	171	162	152	134	128	119	99	101	95	98	5
Prior Year	290	292	288	270	269	257	234	231	213	202	200	198	186
Percent Change from Prior Year	-36%	-40%	-41%	-40%	-43%	-48%	-45%	-48%	-54%	-50%	-53%	-51%	-97%

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



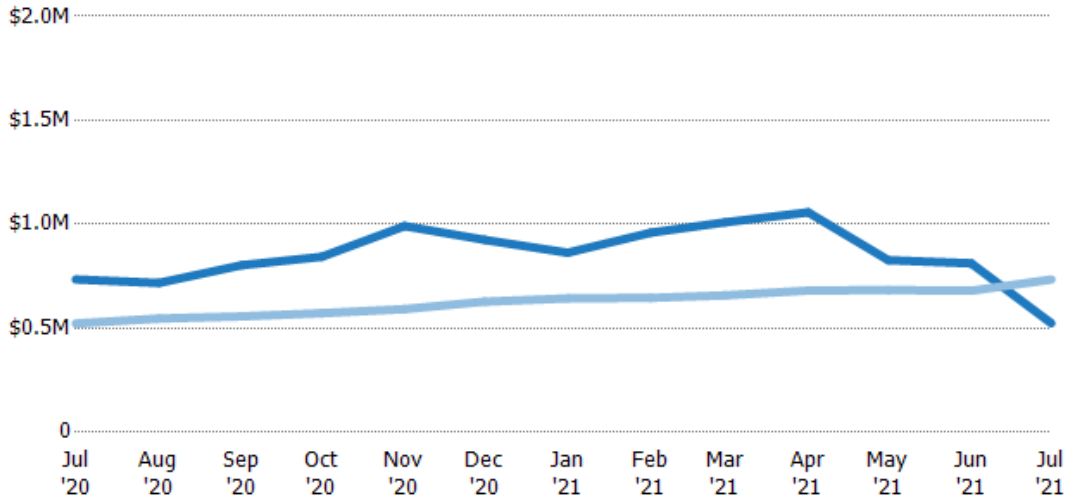
	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21
Current Year	\$137M	\$126M	\$137M	\$137M	\$151M	\$124M	\$110M	\$114M	\$100M	\$107M	\$78.6M	\$79.6M	\$2.62M
Prior Year	\$152M	\$160M	\$160M	\$155M	\$159M	\$161M	\$151M	\$149M	\$140M	\$138M	\$137M	\$135M	\$137M
Percent Change from Prior Year	-10%	-21%	-14%	-12%	-5%	-23%	-27%	-24%	-29%	-22%	-43%	-41%	-98%

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



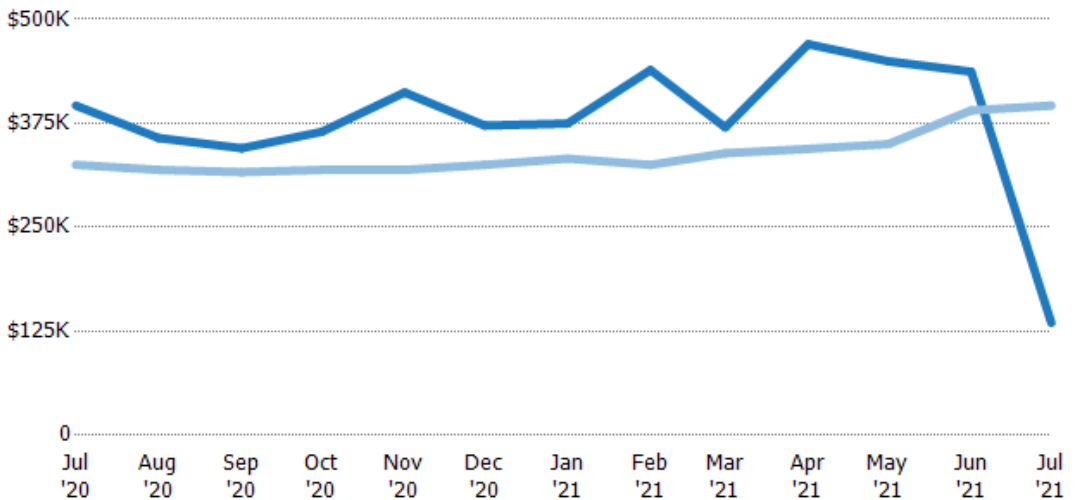
Current Year	\$735K	\$718K	\$803K	\$844K	\$992K	\$925K	\$863K	\$959K	\$1.01M	\$1.06M	\$827K	\$813K	\$524K
Prior Year	\$523K	\$547K	\$557K	\$573K	\$592K	\$628K	\$644K	\$646K	\$659K	\$681K	\$684K	\$680K	\$735K
Percent Change from Prior Year	41%	31%	44%	47%	67%	47%	34%	48%	53%	55%	21%	19%	-29%

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



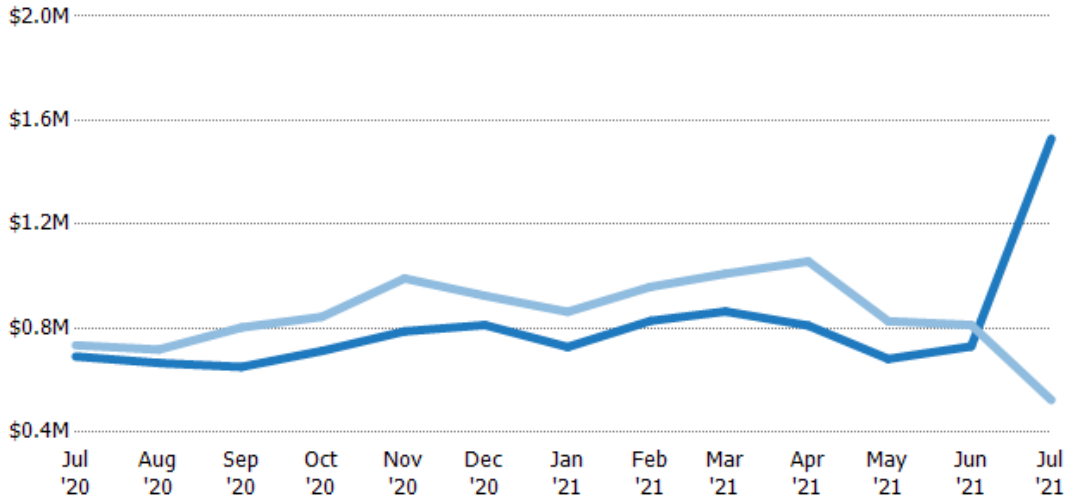
Current Year	\$396K	\$357K	\$345K	\$365K	\$412K	\$372K	\$375K	\$439K	\$370K	\$470K	\$450K	\$437K	\$135K
Prior Year	\$325K	\$319K	\$316K	\$319K	\$319K	\$325K	\$333K	\$325K	\$339K	\$344K	\$350K	\$391K	\$396K
Percent Change from Prior Year	22%	12%	9%	14%	29%	15%	13%	35%	9%	37%	28%	12%	-66%

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



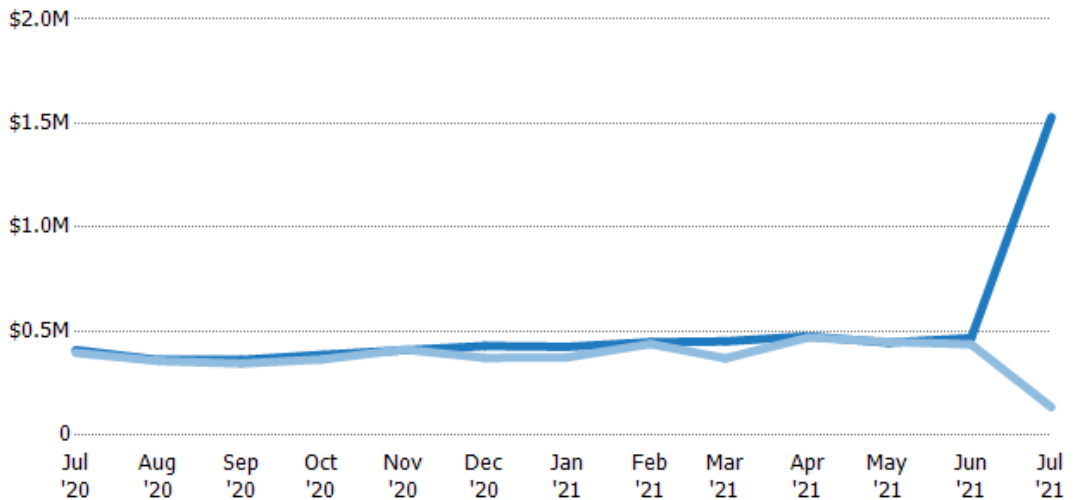
	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21
Avg Est Value	\$691K	\$666K	\$651K	\$713K	\$788K	\$812K	\$728K	\$828K	\$864K	\$810K	\$682K	\$730K	\$1.53M
Avg Listing Price	\$735K	\$718K	\$803K	\$844K	\$992K	\$925K	\$863K	\$959K	\$1.01M	\$1.06M	\$827K	\$813K	\$524K
Avg Listing Price as a % of Avg Est Value	106%	108%	123%	118%	126%	114%	119%	116%	117%	130%	121%	111%	34%

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



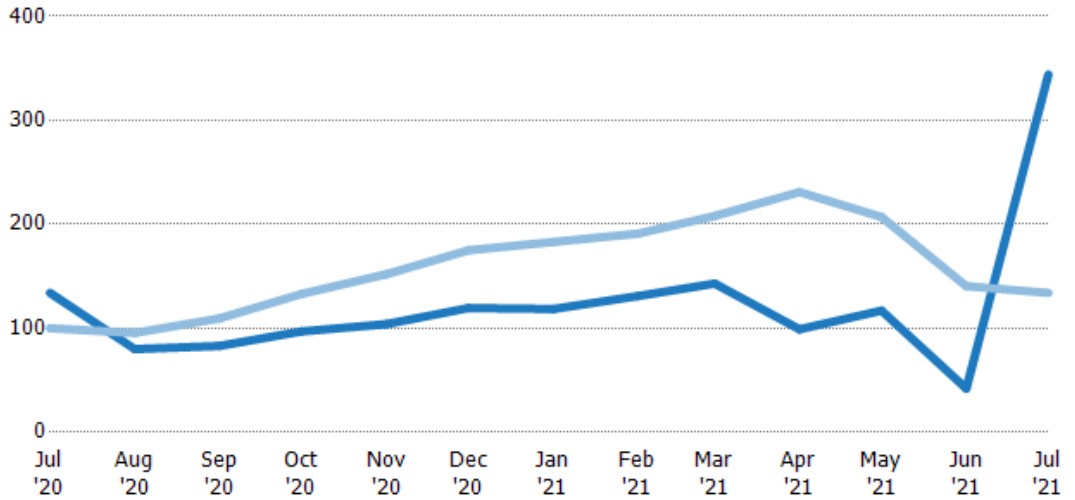
	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21
Median Est Value	\$409K	\$362K	\$362K	\$386K	\$409K	\$429K	\$426K	\$448K	\$452K	\$476K	\$446K	\$467K	\$1.53M
Median Listing Price	\$396K	\$357K	\$345K	\$365K	\$412K	\$372K	\$375K	\$439K	\$370K	\$470K	\$450K	\$437K	\$135K
Med Listing Price as a % of Med Est Value	97%	99%	95%	94%	101%	87%	88%	98%	82%	99%	101%	94%	9%

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.
Jul '21	344	156.7%
Jul '20	134	34%
Jul '19	100	-28.5%

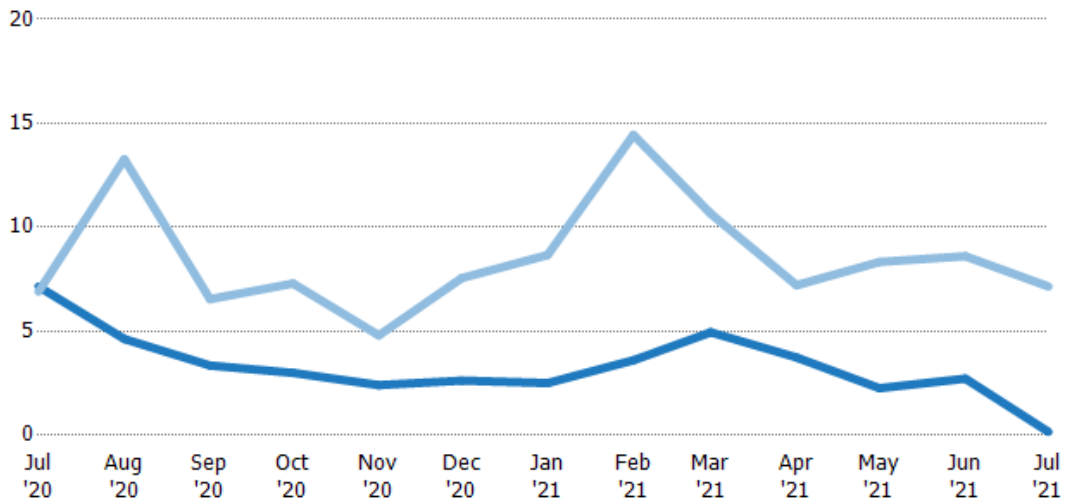
Current Year	134	80	83	97	104	120	119	131	143	99	117	42	344
Prior Year	100	95.5	110	133	152	175	183	191	208	231	207	141	134
Percent Change from Prior Year	34%	-16%	-24%	-27%	-32%	-32%	-35%	-31%	-31%	-57%	-43%	-70%	157%

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.
Jul '21	0	-97.7%
Jul '20	7.15	3.6%
Jul '19	6.9	57.7%

Current Year	7.15	4.63	3.35	3	2.41	2.63	2.51	3.61	4.95	3.74	2.26	2.72	0
Prior Year	6.9	13.3	6.55	7.3	4.8	7.56	8.67	14.4	10.7	7.21	8.33	8.61	7.15
Percent Change from Prior Year	4%	-65%	-49%	-59%	-50%	-65%	-71%	-75%	-54%	-48%	-73%	-68%	-98%

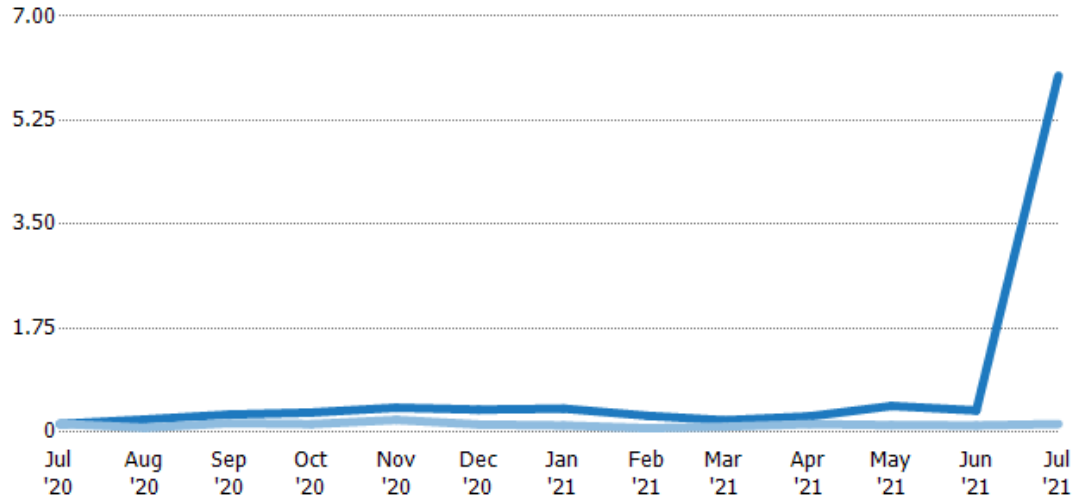
Absorption Rate

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.
Jul '21	600%	-586%
Jul '20	14%	0.5%
Jul '19	14%	-36.6%



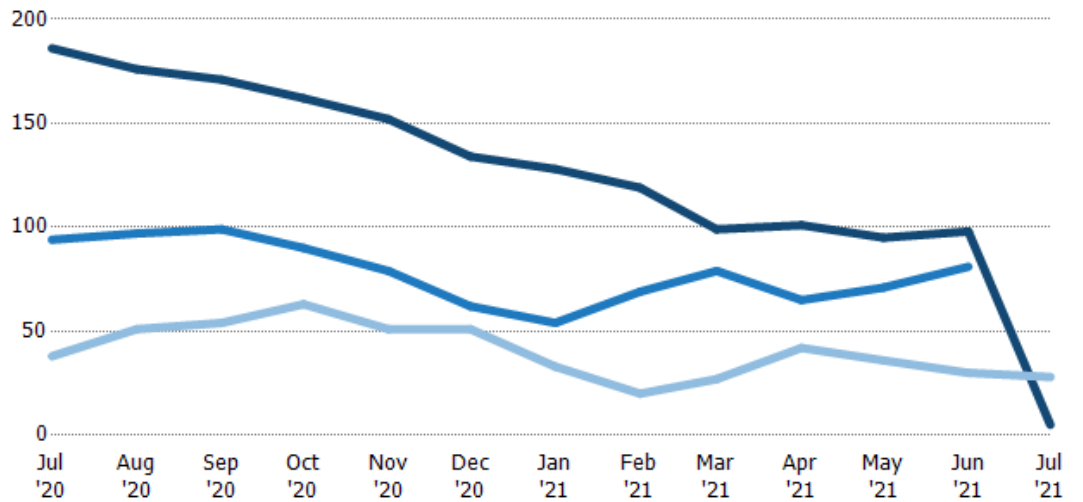
	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21
Current Year	14%	22%	30%	33%	41%	38%	40%	28%	20%	27%	44%	37%	600%
Prior Year	14%	8%	15%	14%	21%	13%	12%	7%	9%	14%	12%	12%	14%
Change from Prior Year	1%	-14%	-15%	-20%	-21%	-25%	-28%	-21%	-11%	-13%	-32%	-25%	-586%

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



	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21
Active	186	176	171	162	152	134	128	119	99	101	95	98	5
Pending	94	97	99	90	79	62	54	69	79	65	71	81	-
Sold	38	51	54	63	51	51	33	20	27	42	36	30	28

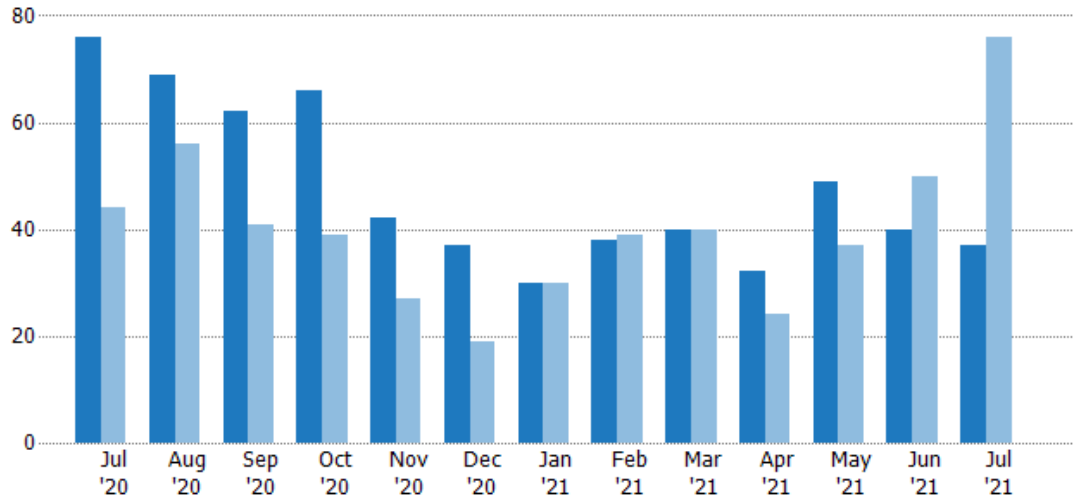
New Pending Sales

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.
Jul '21	37	-51.3%
Jul '20	76	72.7%
Jul '19	44	-6.8%



	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21
Current Year	76	69	62	66	42	37	30	38	40	32	49	40	37
Prior Year	44	56	41	39	27	19	30	39	40	24	37	50	76
Percent Change from Prior Year	73%	23%	51%	69%	56%	95%	0%	-3%	0%	33%	32%	-20%	-51%

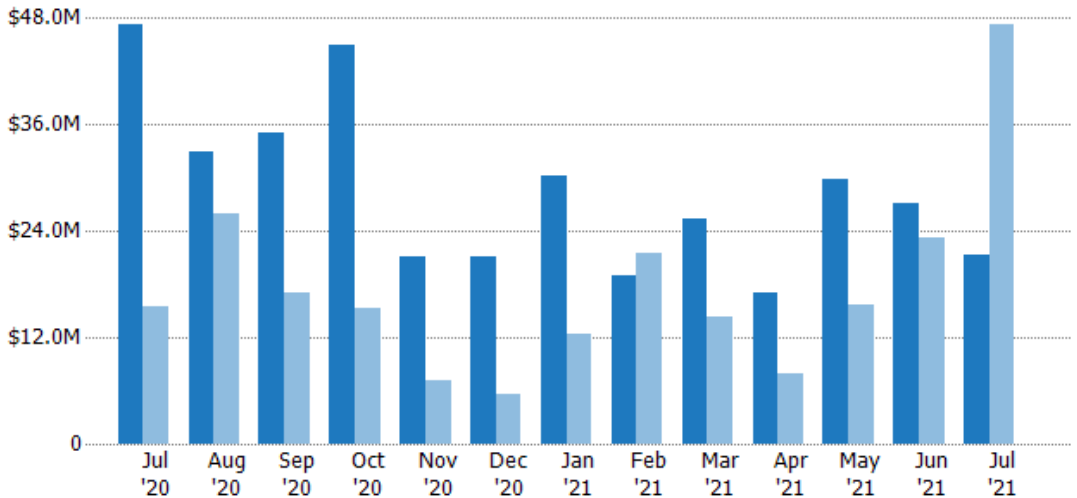
New Pending Sales Volume

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.
Jul '21	\$21.4M	-54.8%
Jul '20	\$47.3M	205.6%
Jul '19	\$15.5M	-30.9%



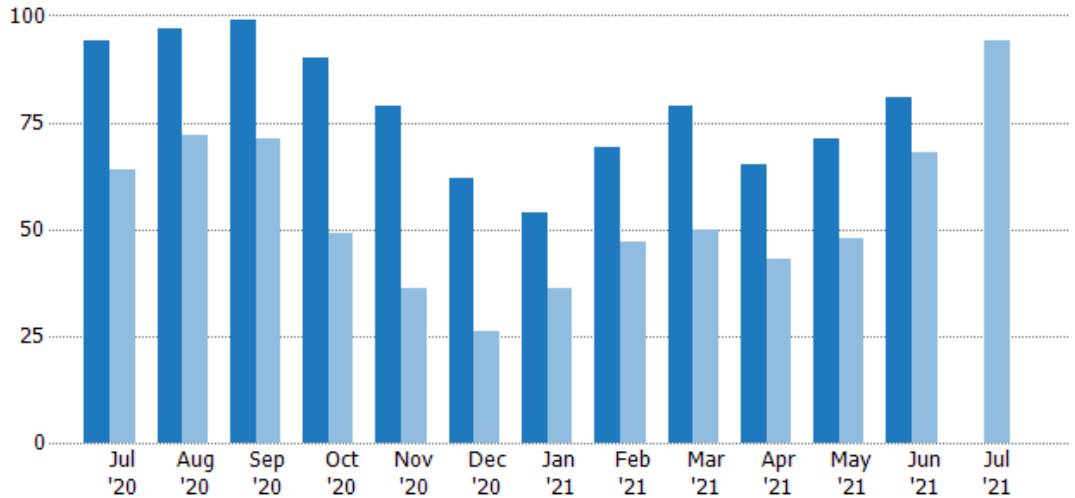
	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21
Current Year	\$47.3M	\$33M	\$35M	\$45M	\$21.1M	\$21.1M	\$30.2M	\$19M	\$25.3M	\$17M	\$29.9M	\$27.1M	\$21.4M
Prior Year	\$15.5M	\$25.9M	\$17M	\$15.3M	\$7.22M	\$5.62M	\$12.4M	\$21.5M	\$14.4M	\$7.89M	\$15.7M	\$23.3M	\$47.3M
Percent Change from Prior Year	206%	27%	106%	193%	192%	275%	144%	-12%	76%	115%	90%	16%	-55%

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



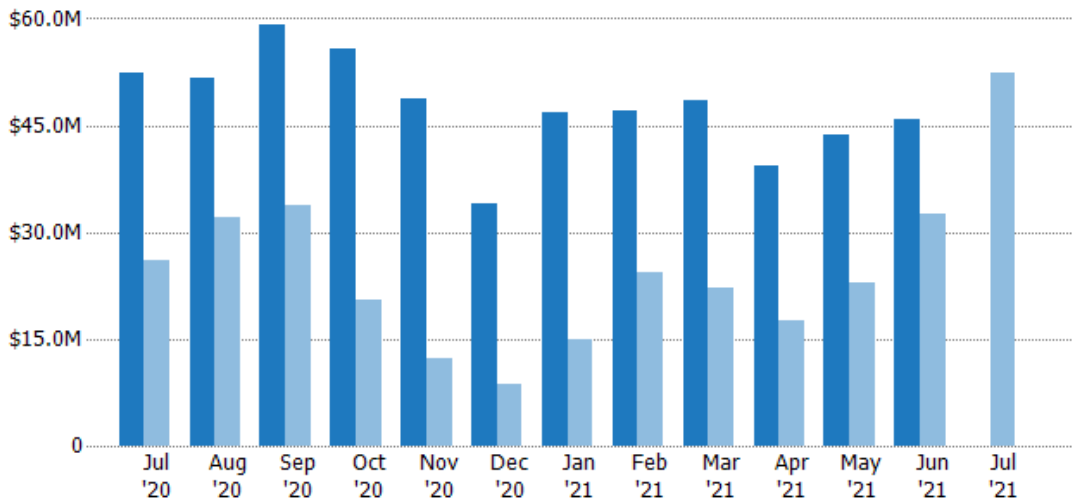
Current Year	94	97	99	90	79	62	54	69	79	65	71	81	-
Prior Year	64	72	71	49	36	26	36	47	50	43	48	68	94
Percent Change from Prior Year	47%	35%	39%	84%	119%	138%	50%	47%	58%	51%	48%	19%	-100%

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



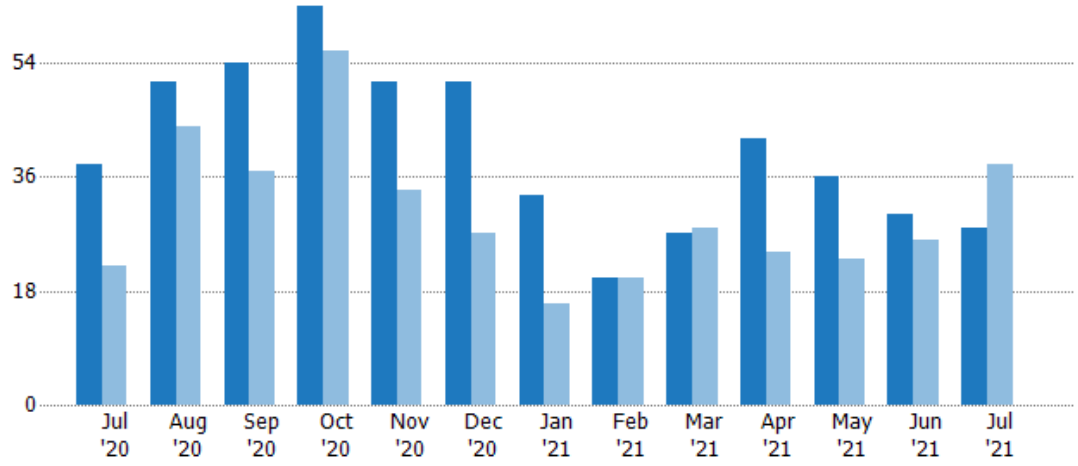
Current Year	\$52.3M	\$51.7M	\$59.1M	\$55.7M	\$48.8M	\$34M	\$46.7M	\$47M	\$48.5M	\$39.4M	\$43.7M	\$45.8M	-
Prior Year	\$26.2M	\$32M	\$33.7M	\$20.5M	\$12.3M	\$8.61M	\$15M	\$24.3M	\$22.2M	\$17.7M	\$22.9M	\$32.6M	\$52.3M
Percent Change from Prior Year	100%	62%	76%	171%	296%	294%	211%	94%	118%	123%	91%	41%	-100%

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



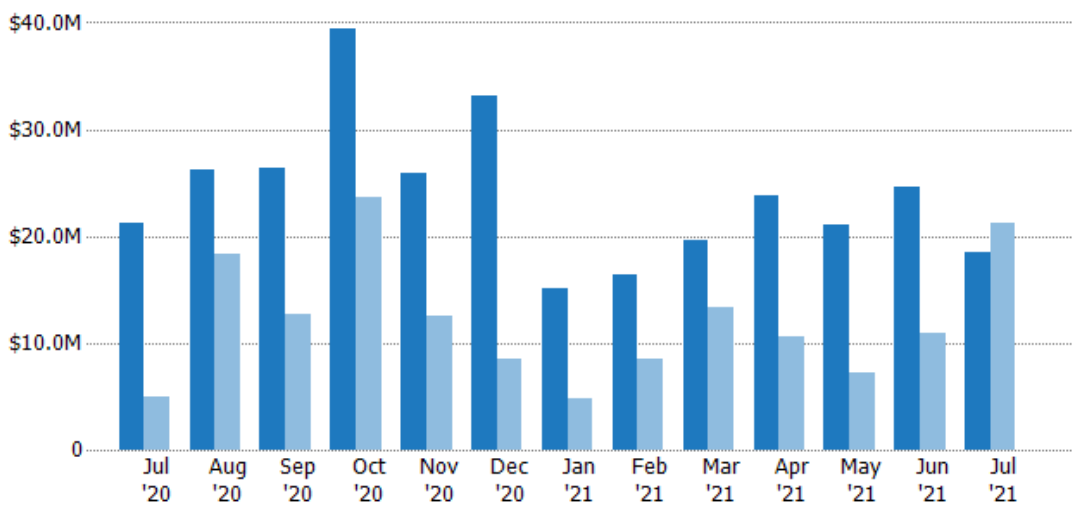
	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21
Current Year	38	51	54	63	51	51	33	20	27	42	36	30	28
Prior Year	22	44	37	56	34	27	16	20	28	24	23	26	38
Percent Change from Prior Year	73%	16%	46%	13%	50%	89%	106%	0%	-4%	75%	57%	15%	-26%

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



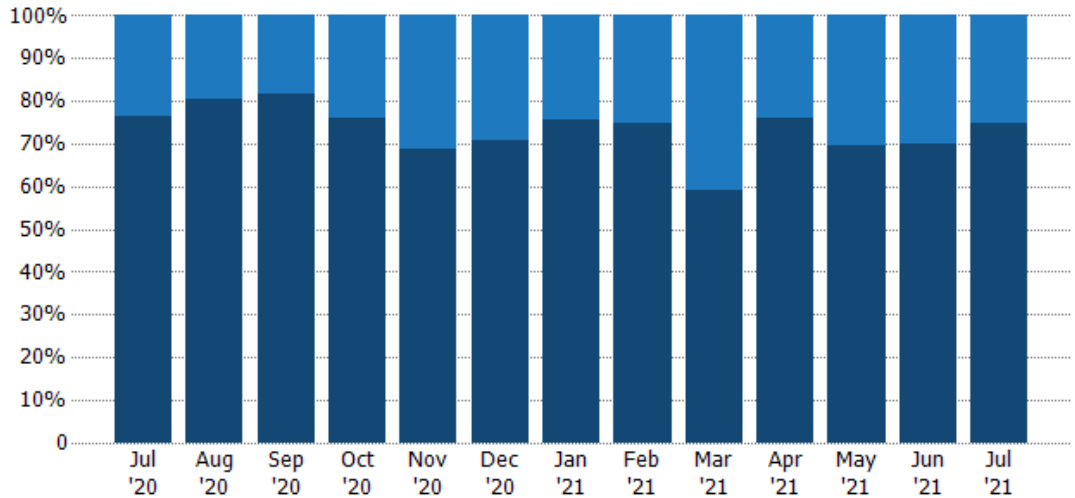
	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21
Current Year	\$21.2M	\$26.3M	\$26.3M	\$39.4M	\$25.9M	\$33.2M	\$15.1M	\$16.4M	\$19.6M	\$23.8M	\$21.1M	\$24.6M	\$18.5M
Prior Year	\$4.91M	\$18.3M	\$12.6M	\$23.7M	\$12.6M	\$8.48M	\$4.77M	\$8.45M	\$13.3M	\$10.5M	\$7.15M	\$10.9M	\$21.2M
Percent Change from Prior Year	331%	43%	109%	66%	105%	291%	217%	94%	47%	126%	196%	125%	-13%

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



Condo/Townhouse	24%	20%	19%	24%	31%	29%	24%	25%	41%	24%	31%	30%	25%
Single Family Residence	76%	80%	81%	76%	69%	71%	76%	75%	59%	76%	69%	70%	75%

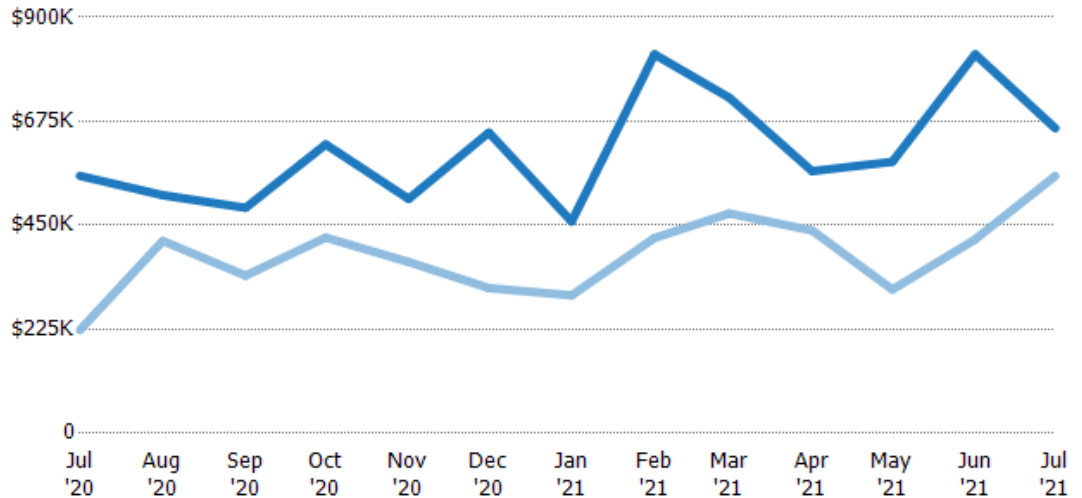
Average Sales Price

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.
Jul '21	\$660K	18.5%
Jul '20	\$557K	149.6%
Jul '19	\$223K	40.1%



Current Year	\$557K	\$515K	\$488K	\$625K	\$507K	\$651K	\$458K	\$820K	\$726K	\$567K	\$587K	\$820K	\$660K
Prior Year	\$223K	\$416K	\$341K	\$423K	\$371K	\$314K	\$298K	\$423K	\$476K	\$439K	\$311K	\$420K	\$557K
Percent Change from Prior Year	150%	24%	43%	48%	37%	107%	54%	94%	53%	29%	89%	95%	18%

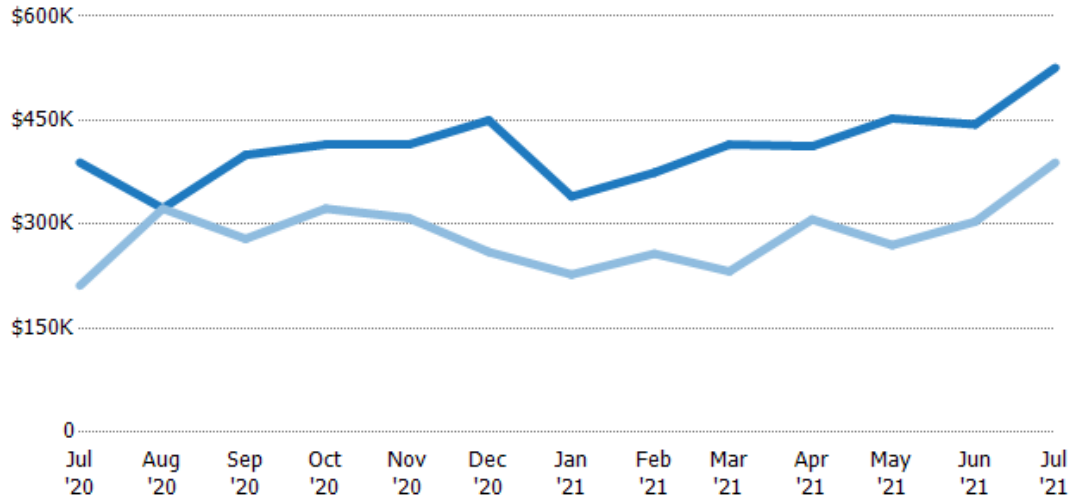
Median Sales Price

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.
Jul '21	\$526K	35.2%
Jul '20	\$389K	83.9%
Jul '19	\$212K	27.7%



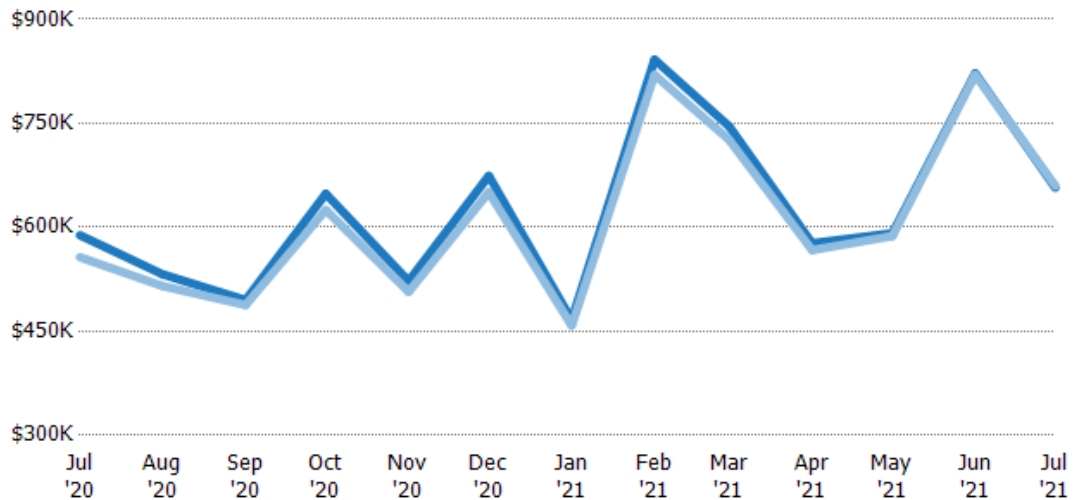
	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21
Current Year	\$389K	\$323K	\$400K	\$415K	\$415K	\$450K	\$340K	\$375K	\$415K	\$413K	\$453K	\$444K	\$526K
Prior Year	\$212K	\$323K	\$279K	\$323K	\$309K	\$260K	\$228K	\$258K	\$232K	\$307K	\$270K	\$304K	\$389K
Percent Change from Prior Year	84%	0%	43%	29%	34%	73%	49%	45%	79%	34%	68%	46%	35%

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



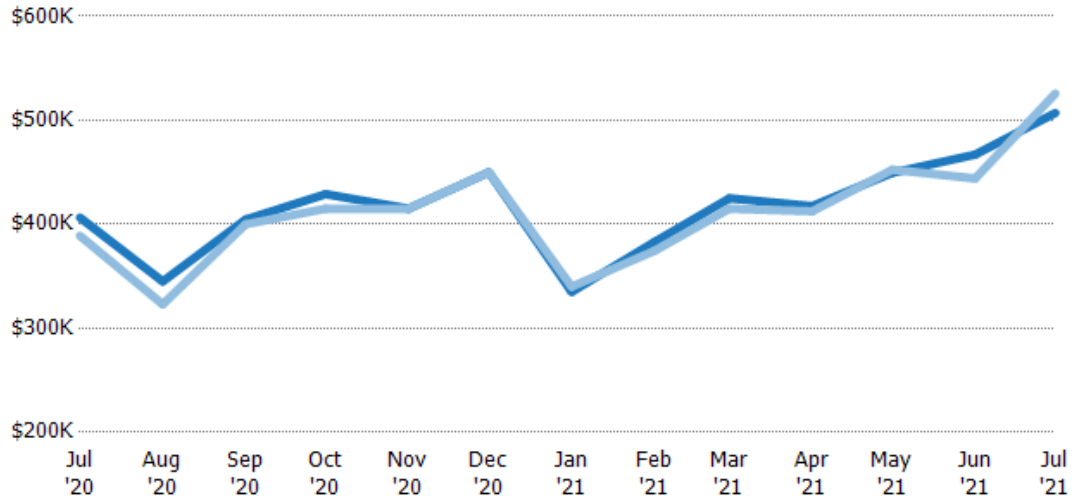
	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21
Avg List Price	\$589K	\$532K	\$495K	\$648K	\$522K	\$674K	\$466K	\$842K	\$745K	\$577K	\$591K	\$822K	\$657K
Avg Sales Price	\$557K	\$515K	\$488K	\$625K	\$507K	\$651K	\$458K	\$820K	\$726K	\$567K	\$587K	\$820K	\$660K
Avg Sales Price as a % of Avg List Price	95%	97%	99%	96%	97%	96%	98%	97%	97%	98%	99%	100%	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



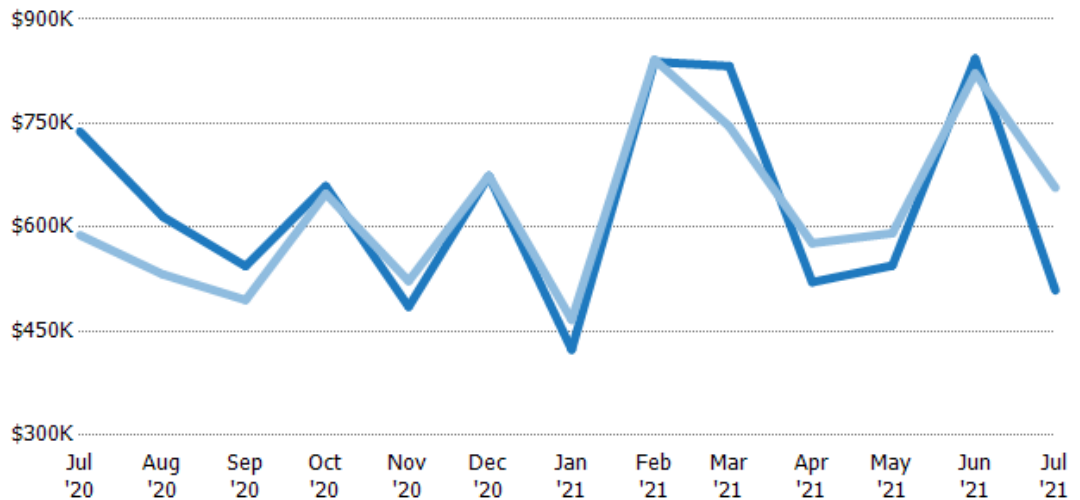
	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21
Median List Price	\$407K	\$345K	\$405K	\$429K	\$415K	\$450K	\$335K	\$383K	\$425K	\$418K	\$450K	\$467K	\$507K
Median Sales Price	\$389K	\$323K	\$400K	\$415K	\$415K	\$450K	\$340K	\$375K	\$415K	\$413K	\$453K	\$444K	\$526K
Med Sales Price as a % of Med List Price	96%	94%	99%	97%	100%	100%	101%	98%	98%	99%	101%	95%	104%

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



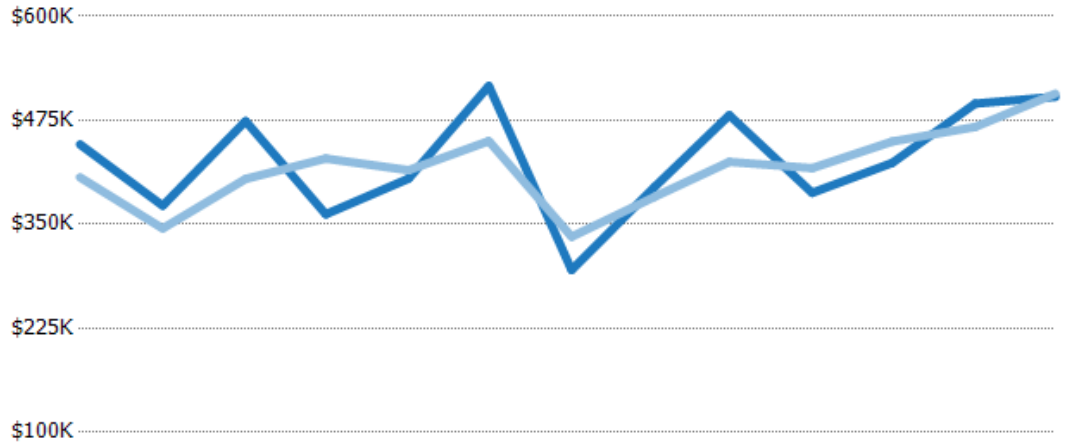
	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21
Avg Est Value	\$738K	\$615K	\$544K	\$659K	\$485K	\$674K	\$424K	\$839K	\$832K	\$521K	\$545K	\$843K	\$509K
Avg Sales Price	\$589K	\$532K	\$495K	\$648K	\$522K	\$674K	\$466K	\$842K	\$745K	\$577K	\$591K	\$822K	\$657K
Avg Sales Price as a % of Avg Est Value	80%	86%	91%	98%	108%	100%	110%	100%	90%	111%	109%	98%	129%

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



	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21
Median Est Value	\$446K	\$372K	\$474K	\$362K	\$405K	\$516K	\$295K	\$395K	\$481K	\$388K	\$424K	\$495K	\$503K
Median Sales Price	\$407K	\$345K	\$405K	\$429K	\$415K	\$450K	\$335K	\$383K	\$425K	\$418K	\$450K	\$467K	\$507K
Med Sales Price as a % of Med Est Value	91%	93%	85%	119%	102%	87%	114%	97%	88%	108%	106%	94%	101%