

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	Sep 2021	Sep 2020	+ / -	YTD 2021	YTD 2020	+ / -
Listing Activity Charts Metrics						
New Listing Count	41	55	-25.5%	384	378	+1.6%
New Listing Volume	\$33,553,800	\$44,488,300	-24.6%	\$244,618,164	\$224,513,988	+9%
Active Listing Count	140	172	-18.6%	N/A	N/A	
Active Listing Volume	\$121,958,390	\$141,098,600	-13.6%	N/A	N/A	
Average Listing Price	\$871,131	\$820,341	+6.2%	\$875,178	\$706,693	+23.8%
Median Listing Price	\$462,000	\$344,000	+34.3%	\$428,433	\$350,831	+22.1%
Median Days in RPR	78	78	+—	97.47	142.79	-31.7%
Months of Inventory	3.6	3.4	+6.4%	4	6.9	-42.5%
Absorption Rate	27.86%	29.65%	-1.8%	25.07%	14.4%	+10.7%
Sales Activity Charts Metrics						
New Pending Sales Count	20	62	-67.7%	328	427	-23.2%
New Pending Sales Volume	\$13,278,900	\$35,036,000	-62.1%	\$206,888,874	\$210,489,338	-1.7%
Pending Sales Count	43	99	-56.6%	N/A	N/A	
Pending Sales Volume	\$25,326,500	\$59,077,300	-57.1%	N/A	N/A	
Closed Sales Count	38	52	-26.9%	304	276	+10.1%
Closed Sales Volume	\$22,223,197	\$24,888,535	-10.7%	\$185,513,039	\$125,821,957	+47.4%
Average Sales Price	\$584,821	\$478,626	+22.2%	\$610,240	\$455,877	+33.9%
Median Sales Price	\$420,000	\$395,000	+6.3%	\$413,734	\$318,632	+29.8%

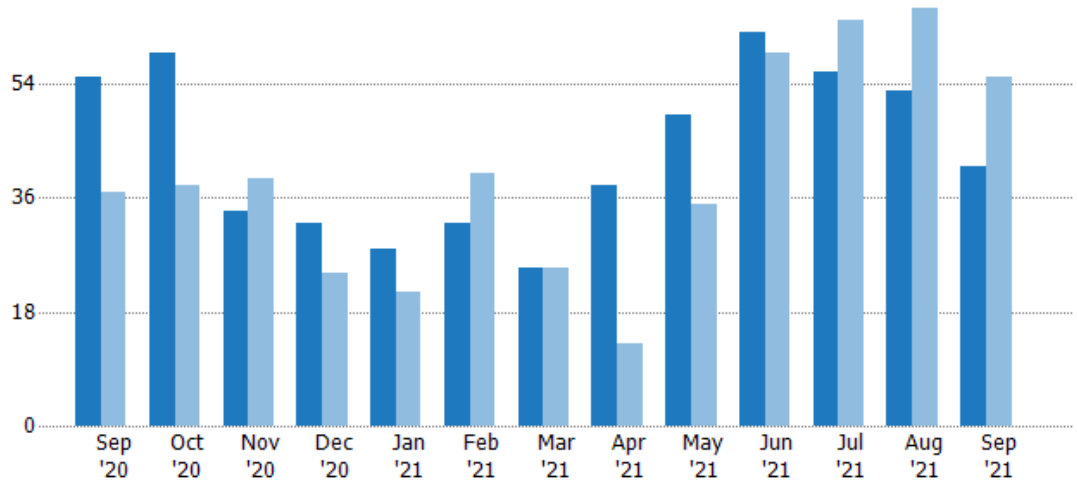
New Listings

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.
Sep '21	41	-25.5%
Sep '20	55	48.6%
Sep '19	37	13.5%



	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21
Current Year	55	59	34	32	28	32	25	38	49	62	56	53	41
Prior Year	37	38	39	24	21	40	25	13	35	59	64	66	55
Percent Change from Prior Year	49%	55%	-13%	33%	33%	-20%	0%	192%	40%	5%	-13%	-20%	-25%

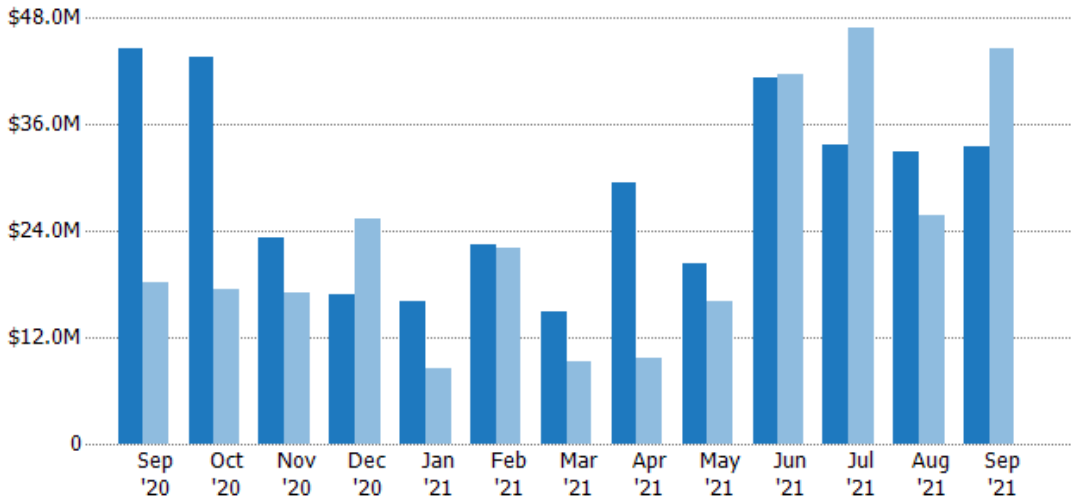
New Listing Volume

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.
Sep '21	\$33.6M	-24.6%
Sep '20	\$44.5M	144.6%
Sep '19	\$18.2M	-8.1%



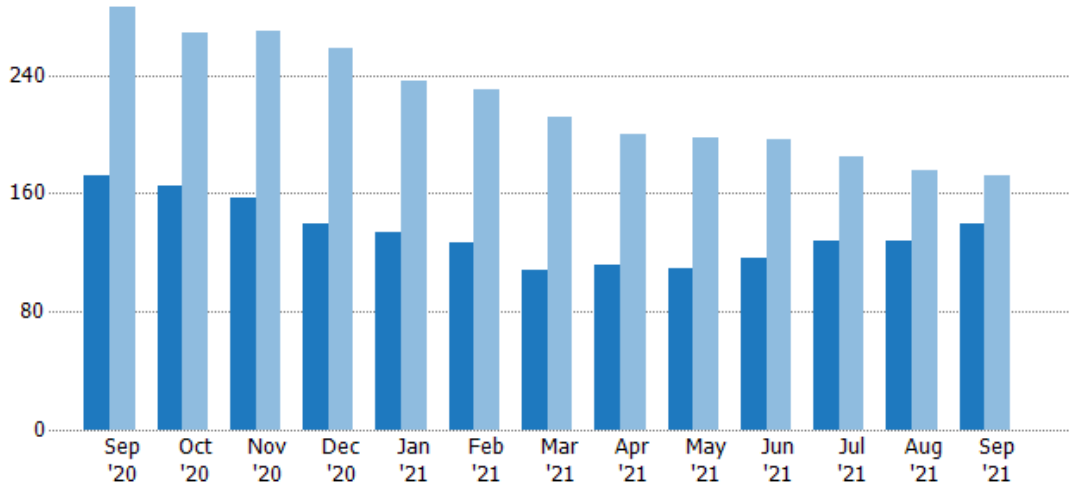
	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21
Current Year	\$44.5M	\$43.6M	\$23.3M	\$16.8M	\$16M	\$22.4M	\$14.9M	\$29.5M	\$20.3M	\$41.3M	\$33.7M	\$33M	\$33.6M
Prior Year	\$18.2M	\$17.4M	\$17M	\$25.3M	\$8.43M	\$22.2M	\$9.27M	\$9.75M	\$16.1M	\$41.6M	\$46.9M	\$25.7M	\$44.5M
Percent Change from Prior Year	145%	150%	37%	-34%	90%	1%	61%	202%	26%	-1%	-28%	28%	-25%

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



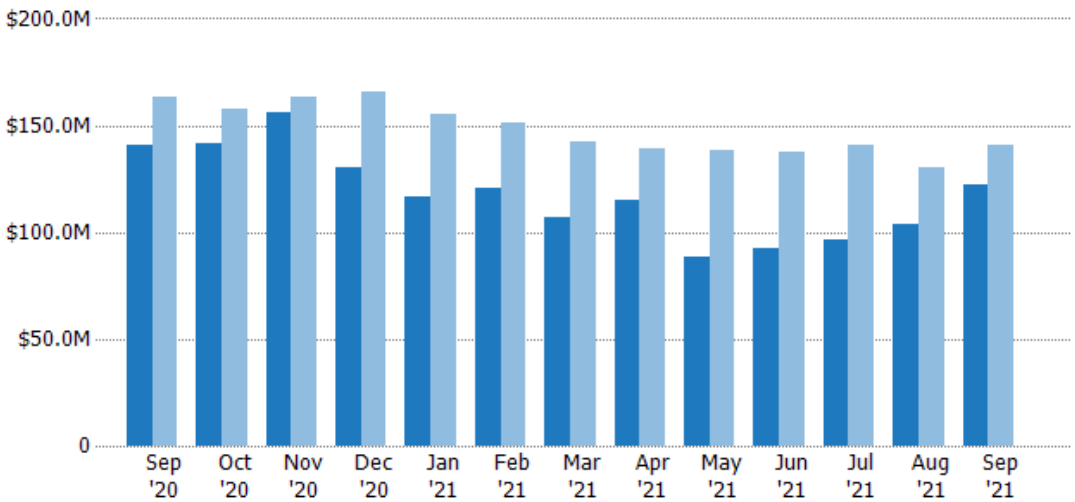
	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21
Current Year	172	165	157	140	134	127	108	111	109	116	128	128	140
Prior Year	286	269	270	258	236	230	212	200	198	196	185	176	172
Percent Change from Prior Year	-40%	-39%	-42%	-46%	-43%	-45%	-49%	-45%	-45%	-41%	-31%	-27%	-19%

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



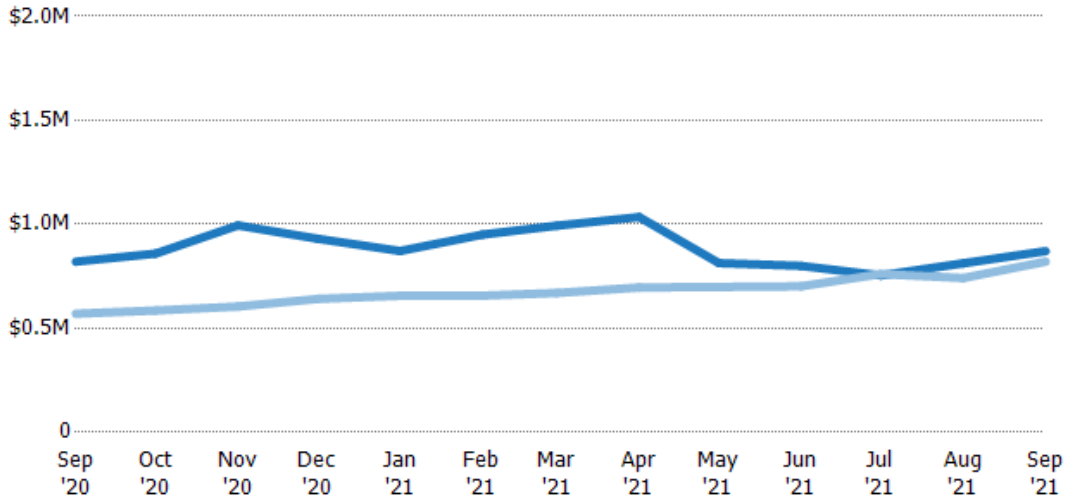
	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21
Current Year	\$141M	\$142M	\$156M	\$130M	\$117M	\$121M	\$107M	\$115M	\$88.7M	\$92.8M	\$96.6M	\$104M	\$122M
Prior Year	\$163M	\$158M	\$163M	\$165M	\$155M	\$151M	\$142M	\$139M	\$138M	\$138M	\$141M	\$130M	\$141M
Percent Change from Prior Year	-13%	-10%	-4%	-21%	-25%	-20%	-24%	-18%	-36%	-33%	-31%	-20%	-14%

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



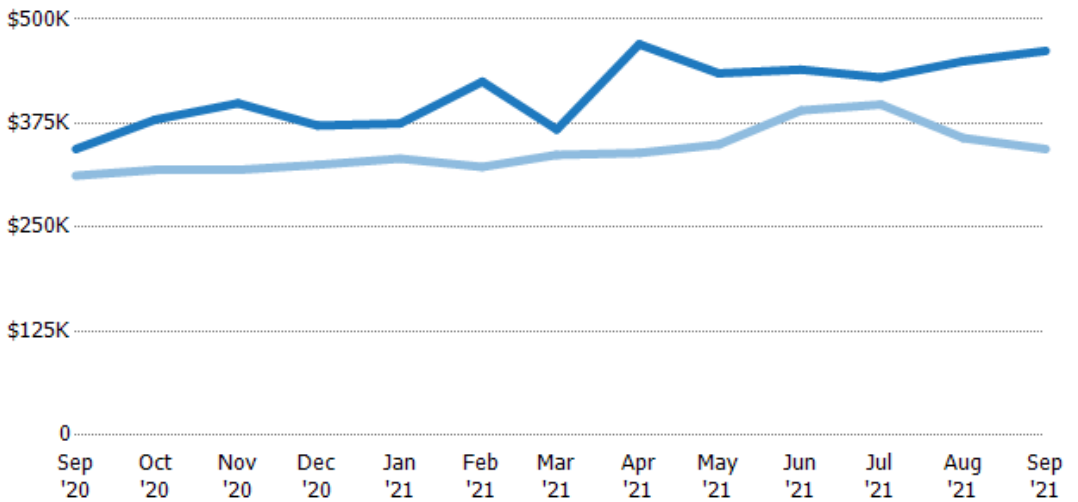
	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21
Current Year	\$820K	\$859K	\$995K	\$930K	\$872K	\$950K	\$993K	\$1.03M	\$814K	\$800K	\$754K	\$812K	\$871K
Prior Year	\$570K	\$586K	\$605K	\$641K	\$656K	\$657K	\$670K	\$696K	\$699K	\$702K	\$761K	\$741K	\$820K
Percent Change from Prior Year	44%	47%	64%	45%	33%	45%	48%	49%	16%	14%	-1%	10%	6%

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



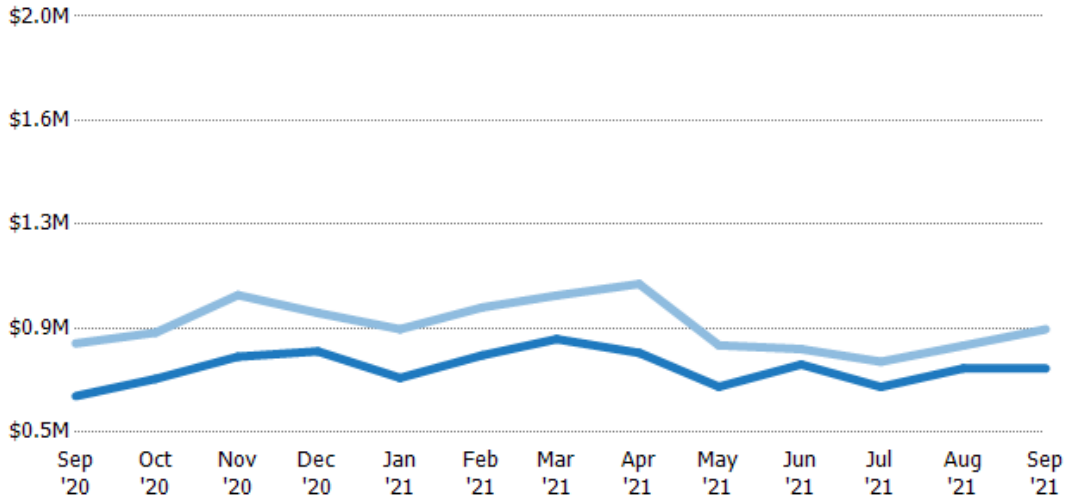
	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21
Current Year	\$344K	\$380K	\$399K	\$372K	\$375K	\$425K	\$368K	\$470K	\$435K	\$440K	\$430K	\$450K	\$462K
Prior Year	\$312K	\$319K	\$319K	\$325K	\$333K	\$323K	\$337K	\$339K	\$349K	\$391K	\$398K	\$357K	\$344K
Percent Change from Prior Year	10%	19%	25%	15%	13%	32%	9%	39%	24%	13%	8%	26%	34%

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



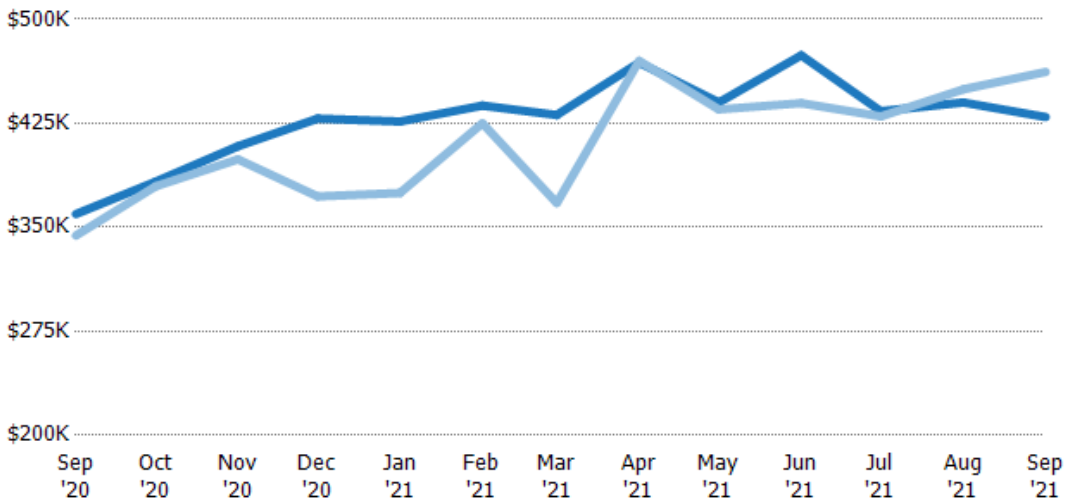
	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21
Avg Est Value	\$630K	\$693K	\$772K	\$792K	\$696K	\$778K	\$836K	\$786K	\$664K	\$744K	\$663K	\$730K	\$730K
Avg Listing Price	\$820K	\$859K	\$995K	\$930K	\$872K	\$950K	\$993K	\$1.03M	\$814K	\$800K	\$754K	\$812K	\$871K
Avg Listing Price as a % of Avg Est Value	130%	124%	129%	118%	125%	122%	119%	132%	123%	107%	114%	111%	119%

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



	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21
Median Est Value	\$360K	\$383K	\$408K	\$428K	\$426K	\$438K	\$431K	\$469K	\$440K	\$474K	\$434K	\$440K	\$430K
Median Listing Price	\$344K	\$380K	\$399K	\$372K	\$375K	\$425K	\$368K	\$470K	\$435K	\$440K	\$430K	\$450K	\$462K
Med Listing Price as a % of Med Est Value	96%	99%	98%	87%	88%	97%	85%	100%	99%	93%	99%	102%	108%

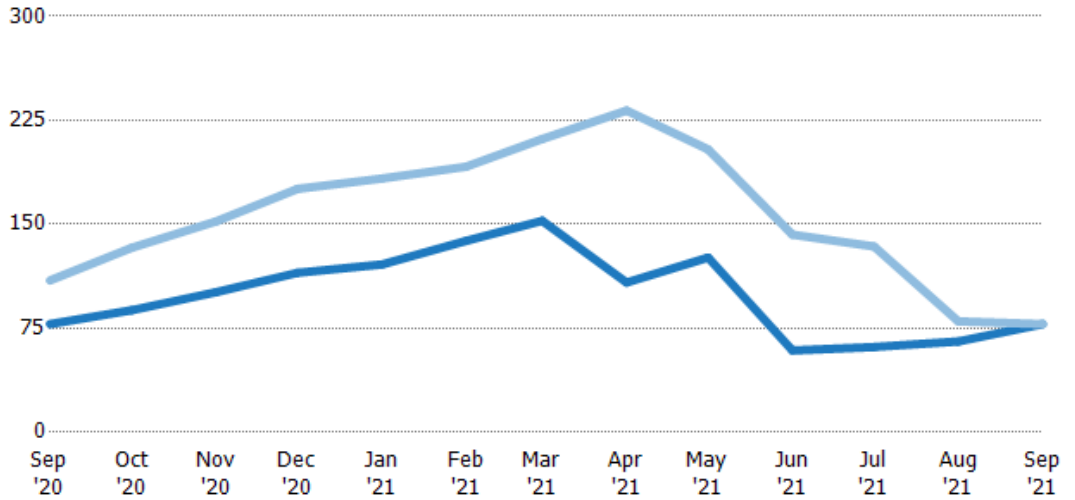
Median Days in RPR

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.
Sep '21	78	0%
Sep '20	78	-28.8%
Sep '19	110	-8.7%



Current Year	78	88	101	115	121	138	153	108	126	59	61.5	65.5	78
Prior Year	110	133	152	176	183	192	212	232	204	143	134	80	78
Percent Change from Prior Year	-29%	-34%	-34%	-34%	-34%	-28%	-28%	-53%	-38%	-59%	-54%	-18%	0%

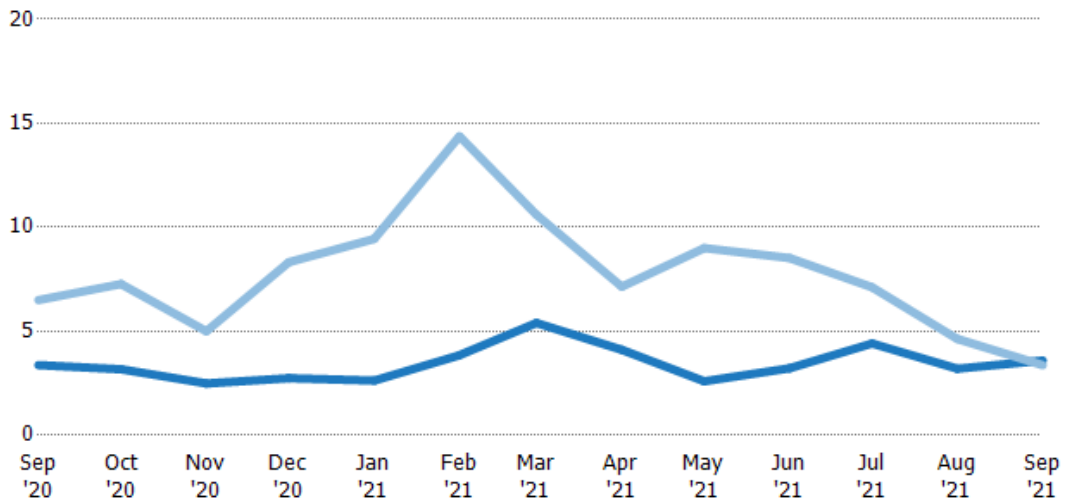
Months of Inventory

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.
Sep '21	3.59	6.4%
Sep '20	3.37	-48.1%
Sep '19	6.5	-2.3%



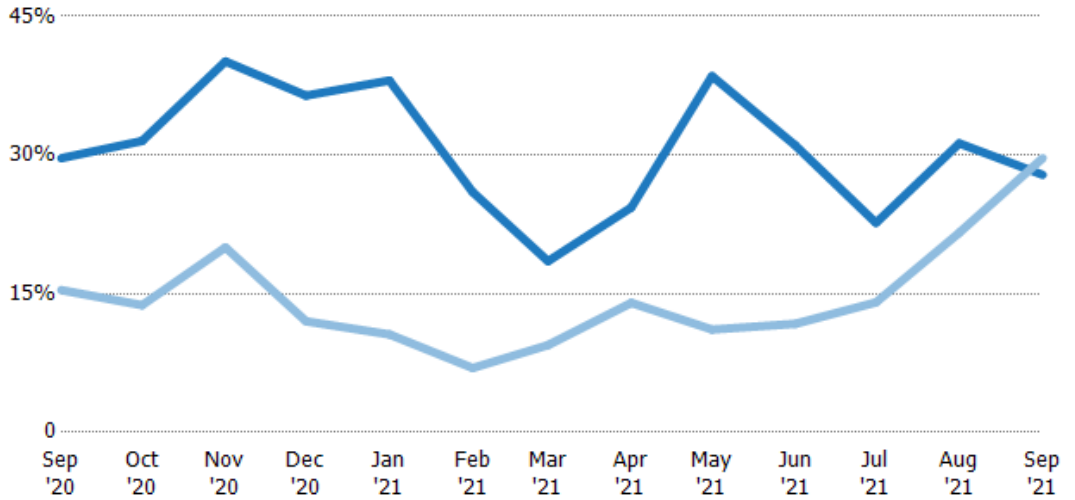
Current Year	3.37	3.17	2.49	2.75	2.63	3.85	5.4	4.11	2.6	3.22	4.41	3.2	3.59
Prior Year	6.5	7.27	5	8.32	9.44	14.4	10.6	7.14	9	8.52	7.12	4.63	3.37
Percent Change from Prior Year	-48%	-56%	-50%	-67%	-72%	-73%	-49%	-42%	-71%	-62%	-38%	-31%	6%

Absorption Rate

The percentage of inventory sold per month.

Filters Used

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



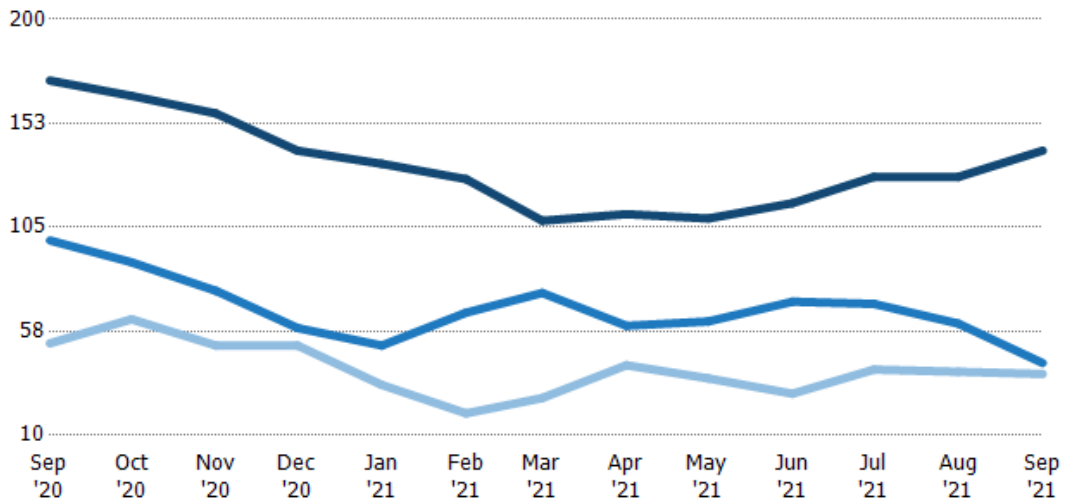
	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21
Current Year	30%	32%	40%	36%	38%	26%	19%	24%	39%	31%	23%	31%	28%
Prior Year	15%	14%	20%	12%	11%	7%	9%	14%	11%	12%	14%	22%	30%
Change from Prior Year	-14%	-18%	-20%	-24%	-27%	-19%	-9%	-10%	-27%	-19%	-9%	-10%	2%

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



	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21
Active	172	165	157	140	134	127	108	111	109	116	128	128	140
Pending	99	89	76	59	51	66	75	60	62	71	70	61	43
Sold	52	63	51	51	33	20	27	42	36	29	40	39	38

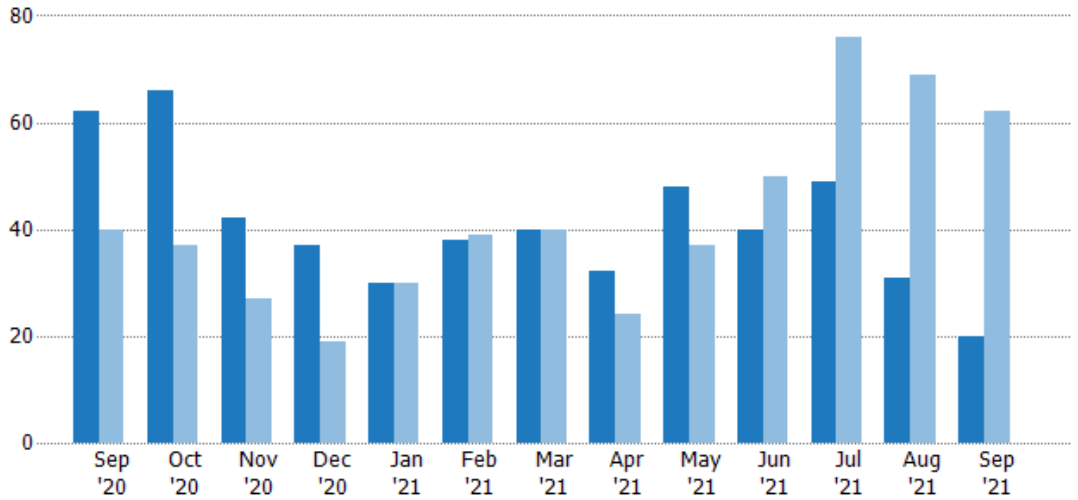
New Pending Sales

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.
Sep '21	20	-67.7%
Sep '20	62	55%
Sep '19	40	-15%



Current Year	62	66	42	37	30	38	40	32	48	40	49	31	20
Prior Year	40	37	27	19	30	39	40	24	37	50	76	69	62
Percent Change from Prior Year	55%	78%	56%	95%	0%	-3%	0%	33%	30%	-20%	-36%	-55%	-68%

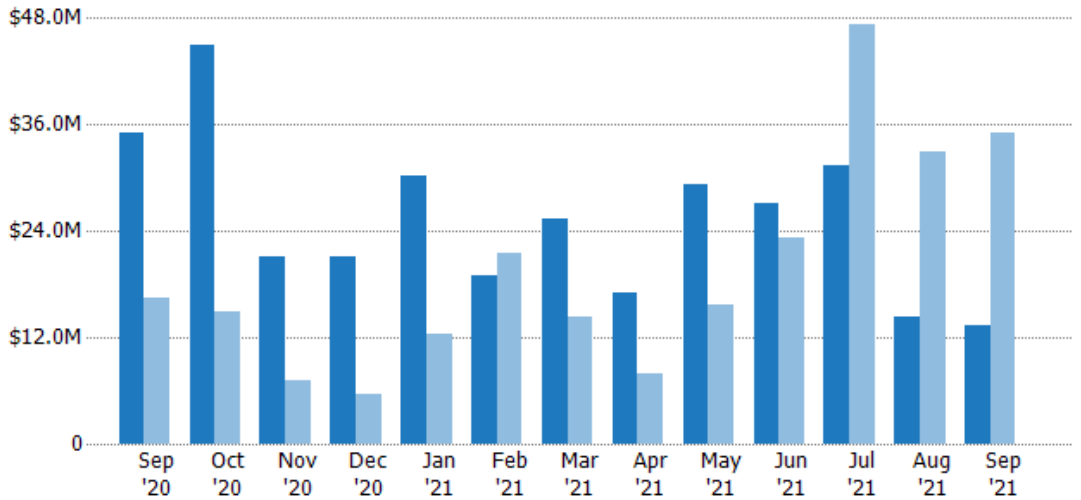
New Pending Sales Volume

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.
Sep '21	\$13.3M	-62.1%
Sep '20	\$35M	112%
Sep '19	\$16.5M	-11.8%



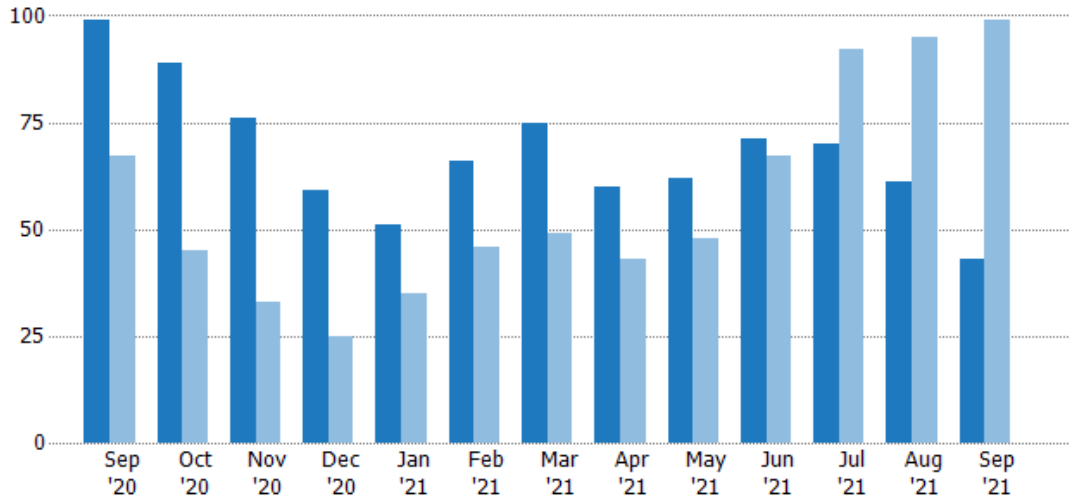
Current Year	\$35M	\$45M	\$21.1M	\$21.1M	\$30.2M	\$19M	\$25.3M	\$17M	\$29.3M	\$27.1M	\$31.4M	\$14.4M	\$13.3M
Prior Year	\$16.5M	\$14.8M	\$7.22M	\$5.62M	\$12.4M	\$21.5M	\$14.4M	\$7.89M	\$15.7M	\$23.3M	\$47.3M	\$33M	\$35M
Percent Change from Prior Year	112%	203%	192%	275%	144%	-12%	76%	115%	87%	16%	-34%	-56%	-62%

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



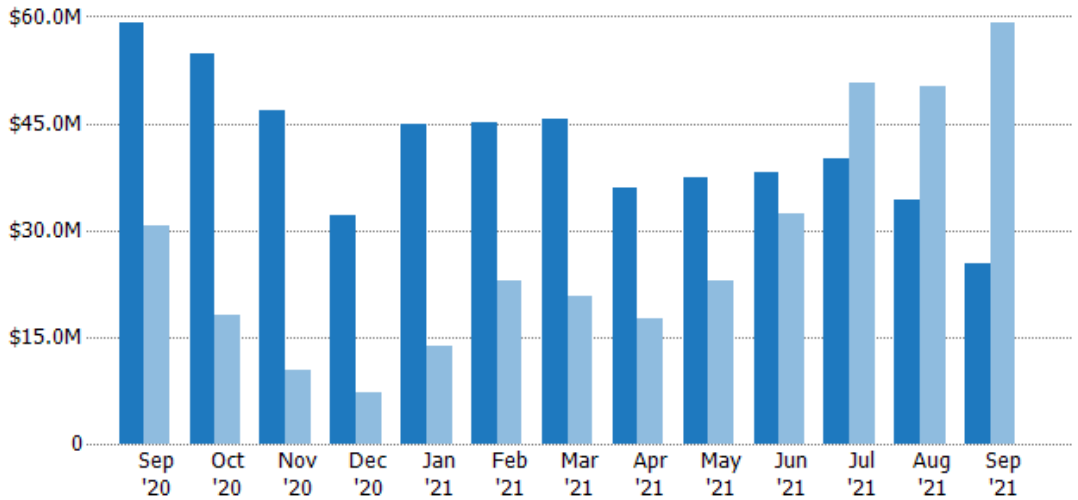
	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21
Current Year	99	89	76	59	51	66	75	60	62	71	70	61	43
Prior Year	67	45	33	25	35	46	49	43	48	67	92	95	99
Percent Change from Prior Year	48%	98%	130%	136%	46%	43%	53%	40%	29%	6%	-24%	-36%	-57%

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



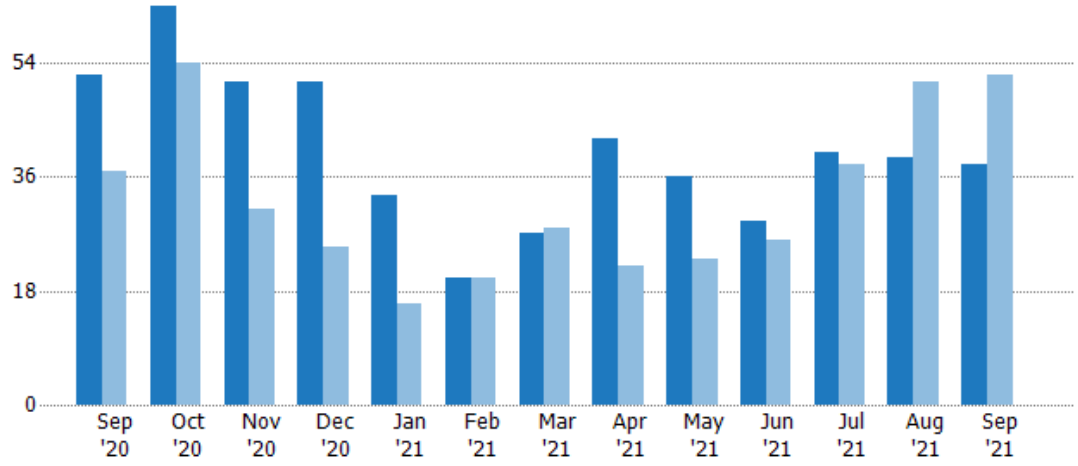
	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21
Current Year	\$59.1M	\$54.9M	\$46.9M	\$32.1M	\$44.9M	\$45.1M	\$45.7M	\$35.8M	\$37.3M	\$38.1M	\$40M	\$34.2M	\$25.3M
Prior Year	\$30.6M	\$18.2M	\$10.2M	\$7.21M	\$13.6M	\$22.9M	\$20.8M	\$17.7M	\$22.9M	\$32.4M	\$50.8M	\$50.2M	\$59.1M
Percent Change from Prior Year	93%	202%	358%	345%	229%	97%	120%	103%	63%	18%	-21%	-32%	-57%

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.
Sep '21	38	-26.9%
Sep '20	52	40.5%
Sep '19	37	-21.6%

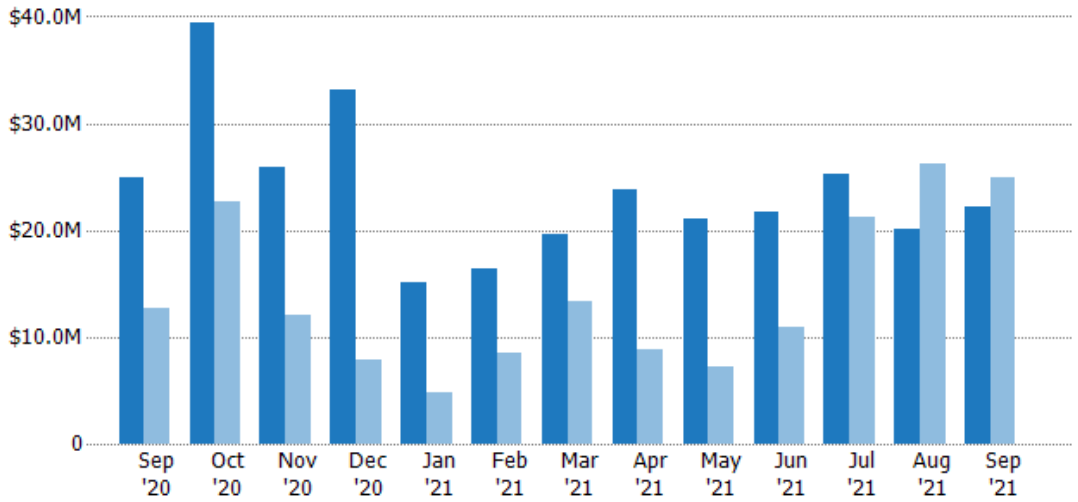
Current Year	52	63	51	51	33	20	27	42	36	29	40	39	38
Prior Year	37	54	31	25	16	20	28	22	23	26	38	51	52
Percent Change from Prior Year	41%	17%	65%	104%	106%	0%	-4%	91%	57%	12%	5%	-24%	-27%

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.
Sep '21	\$22.2M	-10.7%
Sep '20	\$24.9M	97.2%
Sep '19	\$12.6M	-21.5%

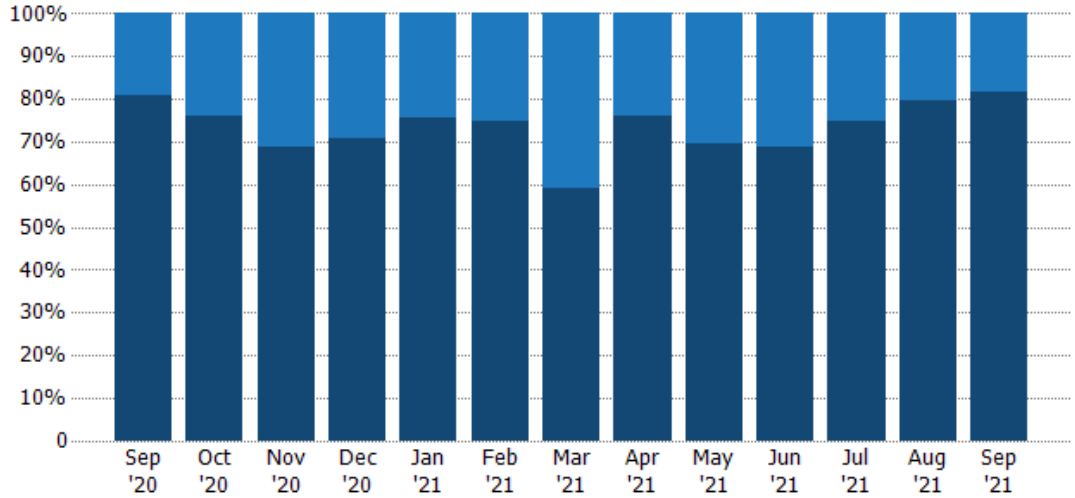
Current Year	\$24.9M	\$39.4M	\$25.9M	\$33.2M	\$15.1M	\$16.4M	\$19.6M	\$23.8M	\$21.1M	\$21.7M	\$25.3M	\$20.1M	\$22.2M
Prior Year	\$12.6M	\$22.6M	\$12M	\$7.85M	\$4.77M	\$8.45M	\$13.3M	\$8.9M	\$7.15M	\$10.9M	\$21.2M	\$26.3M	\$24.9M
Percent Change from Prior Year	97%	74%	115%	322%	217%	94%	47%	168%	196%	99%	20%	-23%	-11%

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



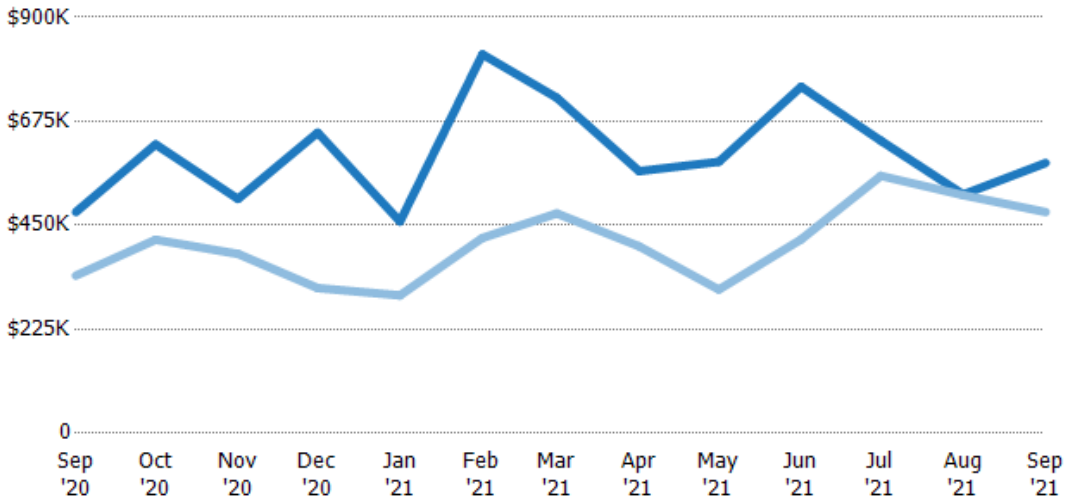
Condo/Townhouse	19%	24%	31%	29%	24%	25%	41%	24%	31%	31%	25%	21%	18%
Single Family Residence	81%	76%	69%	71%	76%	75%	59%	76%	69%	69%	75%	79%	82%

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



Current Year	\$479K	\$625K	\$507K	\$651K	\$458K	\$820K	\$726K	\$567K	\$587K	\$750K	\$633K	\$517K	\$585K
Prior Year	\$341K	\$419K	\$388K	\$314K	\$298K	\$423K	\$476K	\$404K	\$311K	\$420K	\$557K	\$515K	\$479K
Percent Change from Prior Year	40%	49%	31%	107%	54%	94%	53%	40%	89%	79%	14%	0%	22%

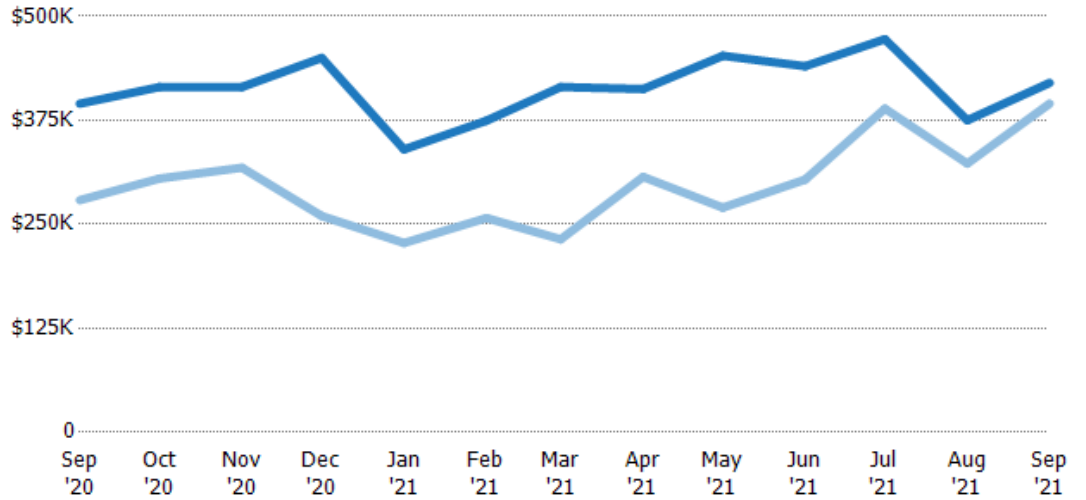
Median Sales Price

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.
Sep '21	\$420K	6.3%
Sep '20	\$395K	41.6%
Sep '19	\$279K	-8.6%



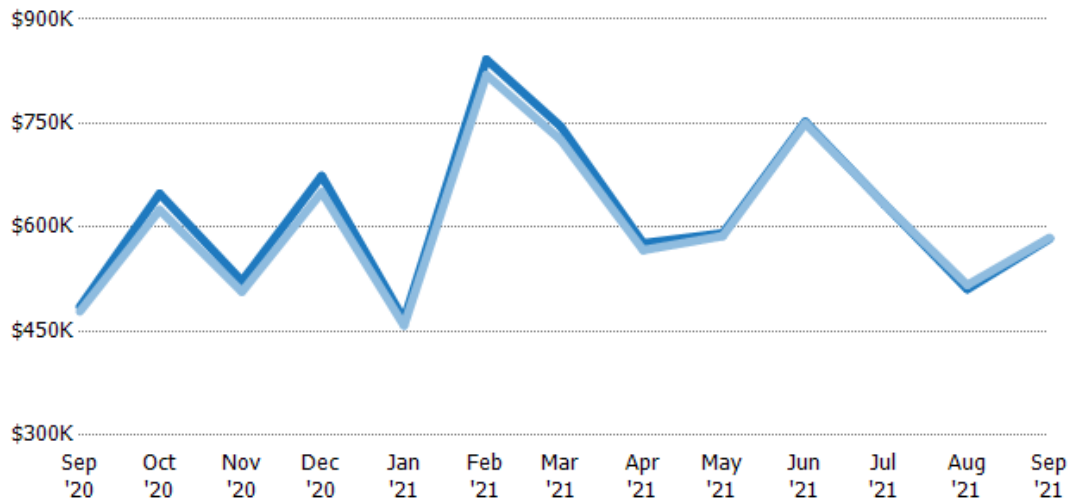
Current Year	\$395K	\$415K	\$415K	\$450K	\$340K	\$375K	\$415K	\$413K	\$453K	\$440K	\$473K	\$375K	\$420K
Prior Year	\$279K	\$305K	\$318K	\$260K	\$228K	\$258K	\$232K	\$307K	\$270K	\$304K	\$389K	\$323K	\$395K
Percent Change from Prior Year	42%	36%	31%	73%	49%	45%	79%	34%	68%	45%	21%	16%	6%

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



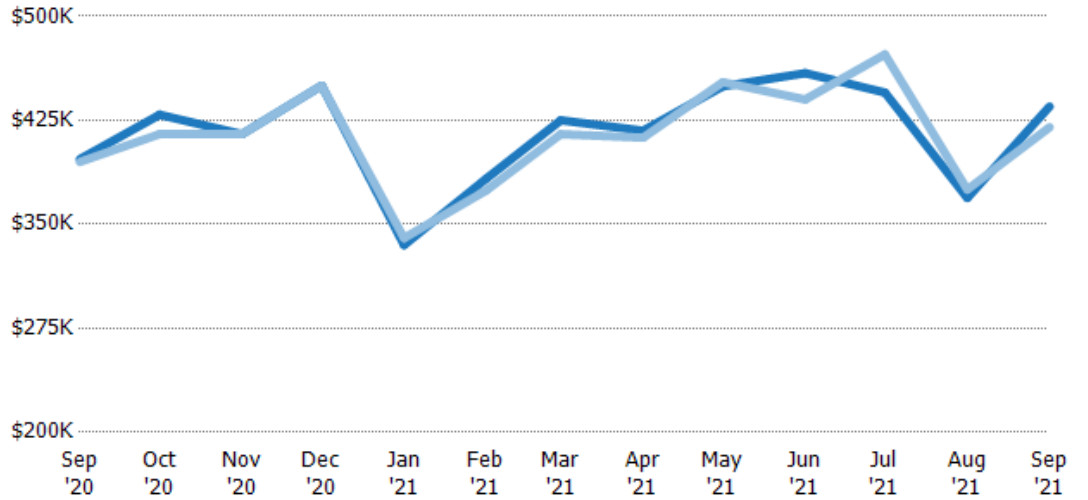
Avg List Price	\$485K	\$648K	\$522K	\$674K	\$466K	\$842K	\$745K	\$577K	\$591K	\$752K	\$633K	\$511K	\$584K
Avg Sales Price	\$479K	\$625K	\$507K	\$651K	\$458K	\$820K	\$726K	\$567K	\$587K	\$750K	\$633K	\$517K	\$585K
Avg Sales Price as a % of Avg List Price	99%	96%	97%	96%	98%	97%	97%	98%	99%	100%	100%	101%	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



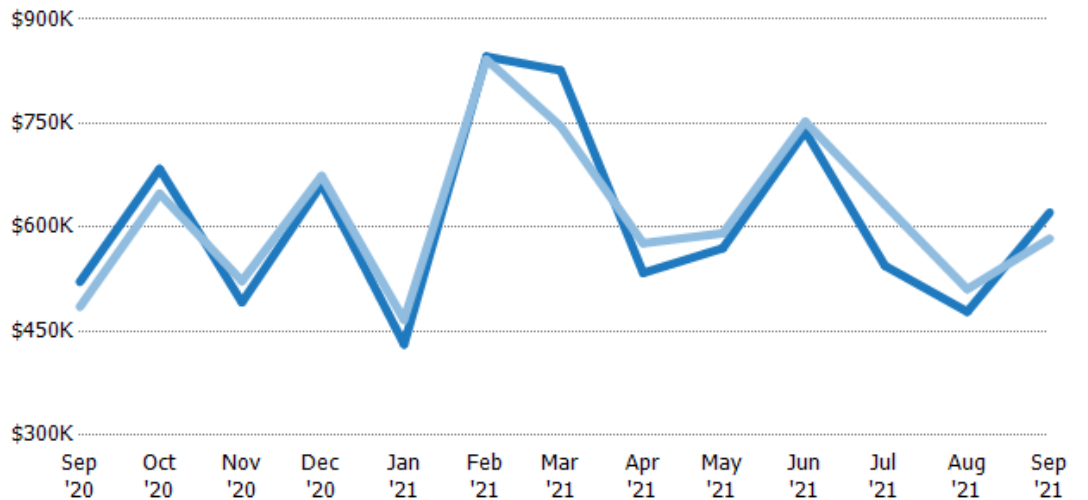
	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21
Median List Price	\$397K	\$429K	\$415K	\$450K	\$335K	\$383K	\$425K	\$418K	\$450K	\$459K	\$445K	\$369K	\$435K
Median Sales Price	\$395K	\$415K	\$415K	\$450K	\$340K	\$375K	\$415K	\$413K	\$453K	\$440K	\$473K	\$375K	\$420K
Med Sales Price as a % of Med List Price	99%	97%	100%	100%	101%	98%	98%	99%	101%	96%	106%	102%	97%

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



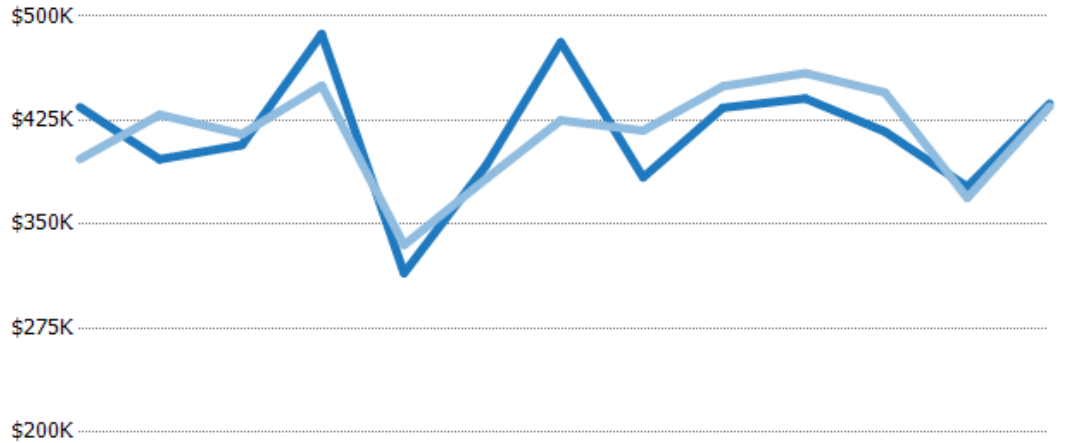
	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21
Avg Est Value	\$521K	\$684K	\$492K	\$662K	\$431K	\$846K	\$826K	\$534K	\$570K	\$738K	\$544K	\$478K	\$621K
Avg Sales Price	\$485K	\$648K	\$522K	\$674K	\$466K	\$842K	\$745K	\$577K	\$591K	\$752K	\$633K	\$511K	\$584K
Avg Sales Price as a % of Avg Est Value	93%	95%	106%	102%	108%	100%	90%	108%	104%	102%	116%	107%	94%

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



	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21
Median Est Value	\$434K	\$397K	\$407K	\$487K	\$315K	\$393K	\$481K	\$384K	\$434K	\$441K	\$417K	\$377K	\$437K
Median Sales Price	\$397K	\$429K	\$415K	\$450K	\$335K	\$383K	\$425K	\$418K	\$450K	\$459K	\$445K	\$369K	\$435K
Med Sales Price as a % of Med Est Value	91%	108%	102%	92%	106%	98%	88%	109%	104%	104%	107%	98%	100%