

Summary of Key Listing and Sales Metrics

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

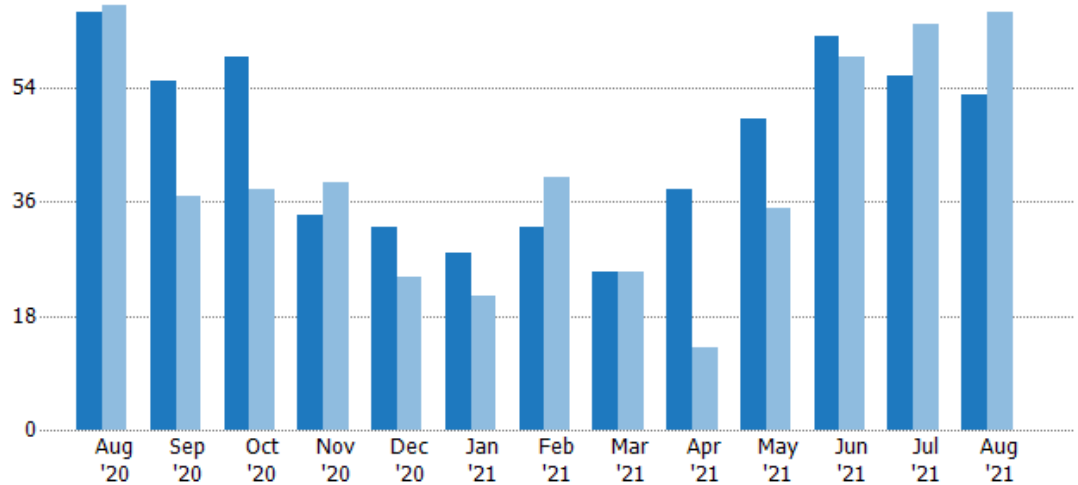
Key Metrics	Aug 2021	Aug 2020	+ / -	YTD 2021	YTD 2020	+ / -
Listing Activity Charts Metrics						
New Listing Count	53	66	-19.7%	343	323	+6.2%
New Listing Volume	\$33,005,890	\$25,734,600	+28.3%	\$211,064,364	\$180,025,688	+17.2%
Active Listing Count	128	176	-27.3%	N/A	N/A	
Active Listing Volume	\$103,989,190	\$130,496,900	-20.3%	N/A	N/A	
Average Listing Price	\$812,416	\$741,460	+9.6%	\$875,767	\$694,722	+26.1%
Median Listing Price	\$449,500	\$357,250	+25.8%	\$423,543	\$351,550	+20.5%
Median Days in RPR	65.5	80	-18.1%	100.26	157.83	-36.5%
Months of Inventory	3.2	4.6	-30.9%	4.3	7.3	-41.4%
Absorption Rate	31.25%	21.59%	+9.7%	23.31%	13.66%	+9.7%
Sales Activity Charts Metrics						
New Pending Sales Count	31	69	-55.1%	308	365	-15.6%
New Pending Sales Volume	\$14,363,000	\$32,971,500	-56.4%	\$193,609,974	\$175,453,338	+10.3%
Pending Sales Count	61	95	-35.8%	N/A	N/A	
Pending Sales Volume	\$34,223,900	\$50,222,348	-31.9%	N/A	N/A	
Closed Sales Count	39	51	-23.5%	266	224	+18.8%
Closed Sales Volume	\$20,149,480	\$26,271,369	-23.3%	\$163,289,842	\$100,933,422	+61.8%
Average Sales Price	\$516,653	\$515,125	+0.3%	\$613,872	\$450,596	+36.2%
Median Sales Price	\$375,000	\$323,000	+16.1%	\$412,838	\$300,904	+37.2%

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



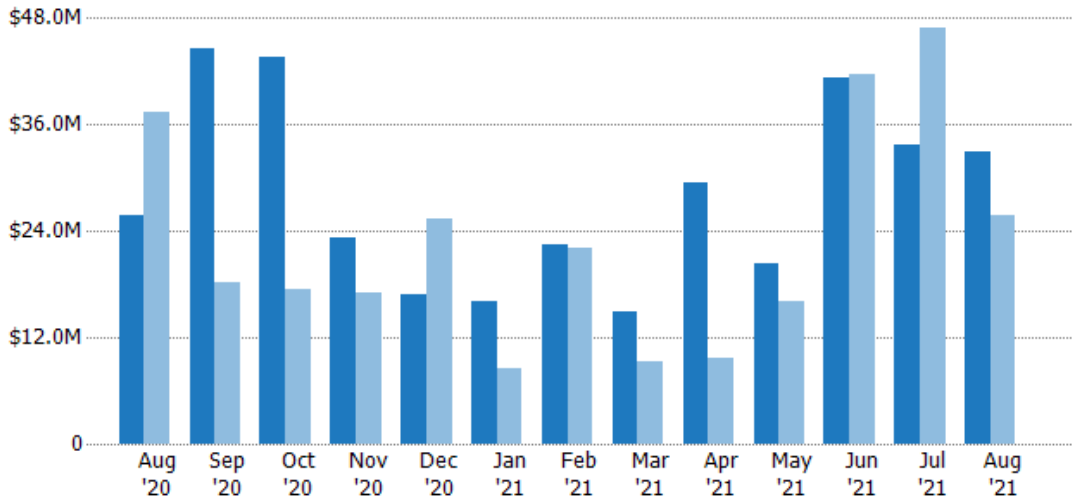
	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21
Current Year	66	55	59	34	32	28	32	25	38	49	62	56	53
Prior Year	67	37	38	39	24	21	40	25	13	35	59	64	66
Percent Change from Prior Year	-1%	49%	55%	-13%	33%	33%	-20%	0%	192%	40%	5%	-13%	-20%

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



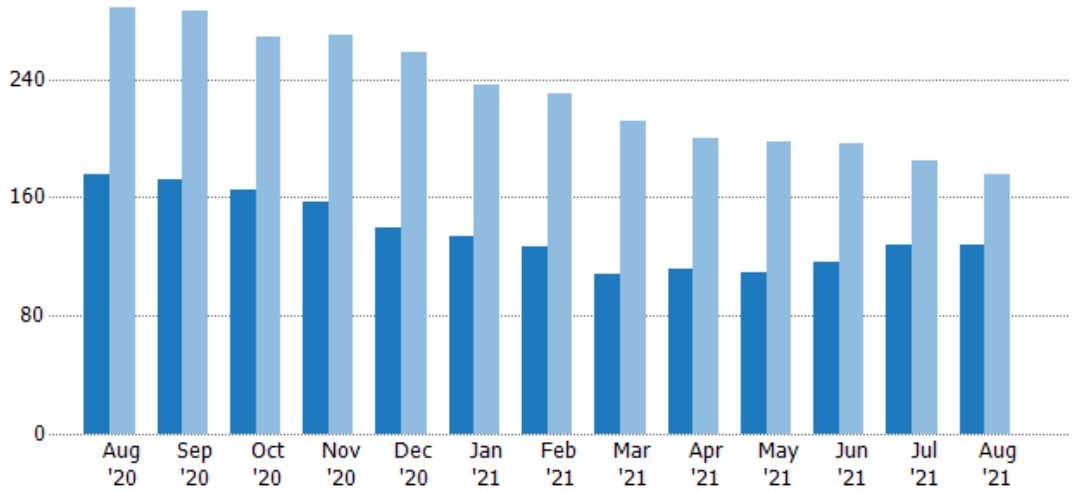
	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21
Current Year	\$25.7M	\$44.5M	\$43.6M	\$23.3M	\$16.8M	\$16M	\$22.4M	\$14.9M	\$29.5M	\$20.3M	\$41.3M	\$33.7M	\$33M
Prior Year	\$37.4M	\$18.2M	\$17.4M	\$17M	\$25.3M	\$8.43M	\$22.2M	\$9.27M	\$9.75M	\$16.1M	\$41.6M	\$46.9M	\$25.7M
Percent Change from Prior Year	-31%	145%	150%	37%	-34%	90%	1%	61%	202%	26%	-1%	-28%	28%

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



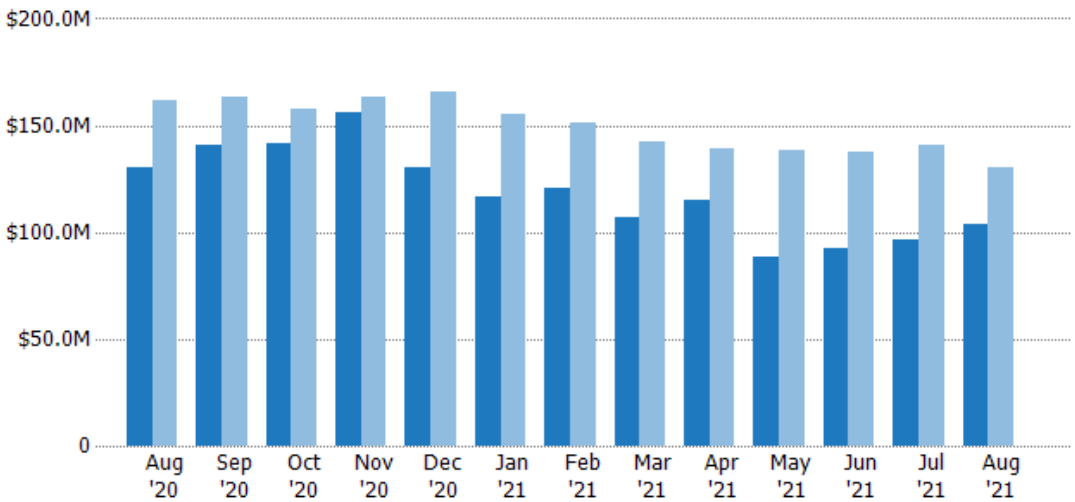
	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21
Current Year	176	172	165	157	140	134	127	108	111	109	116	128	128
Prior Year	288	286	269	270	258	236	230	212	200	198	196	185	176
Percent Change from Prior Year	-39%	-40%	-39%	-42%	-46%	-43%	-45%	-49%	-45%	-45%	-41%	-31%	-27%

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



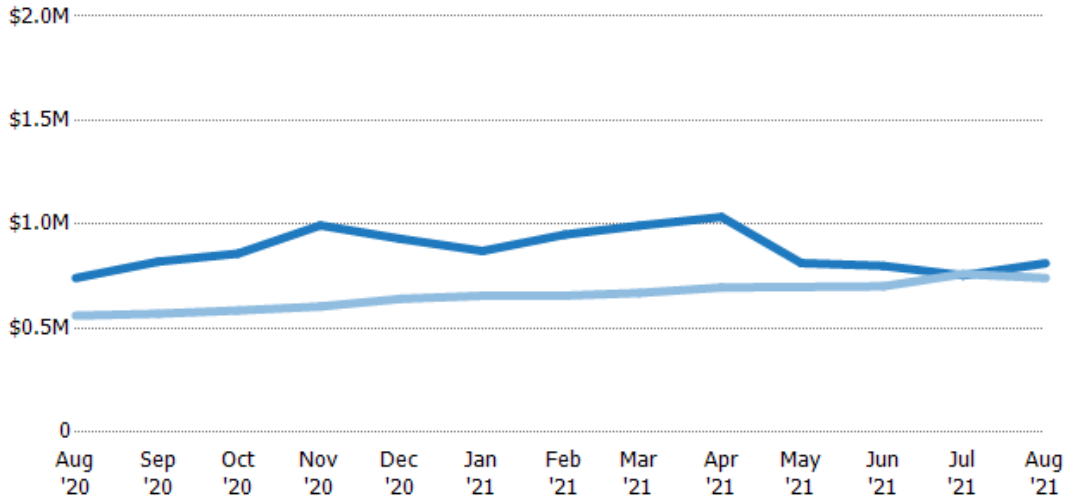
	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21
Current Year	\$130M	\$141M	\$142M	\$156M	\$130M	\$117M	\$121M	\$107M	\$115M	\$88.7M	\$92.8M	\$96.6M	\$104M
Prior Year	\$162M	\$163M	\$158M	\$163M	\$165M	\$155M	\$151M	\$142M	\$139M	\$138M	\$138M	\$141M	\$130M
Percent Change from Prior Year	-19%	-13%	-10%	-4%	-21%	-25%	-20%	-24%	-18%	-36%	-33%	-31%	-20%

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



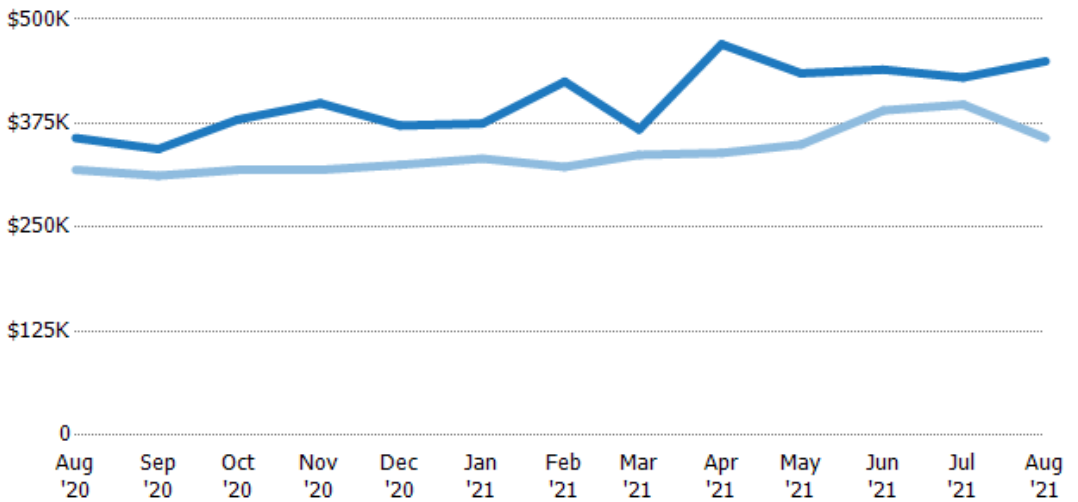
	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21
Current Year	\$741K	\$820K	\$859K	\$995K	\$930K	\$872K	\$950K	\$993K	\$1.03M	\$814K	\$800K	\$754K	\$812K
Prior Year	\$561K	\$570K	\$586K	\$605K	\$641K	\$656K	\$657K	\$670K	\$696K	\$699K	\$702K	\$761K	\$741K
Percent Change from Prior Year	32%	44%	47%	64%	45%	33%	45%	48%	49%	16%	14%	-1%	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



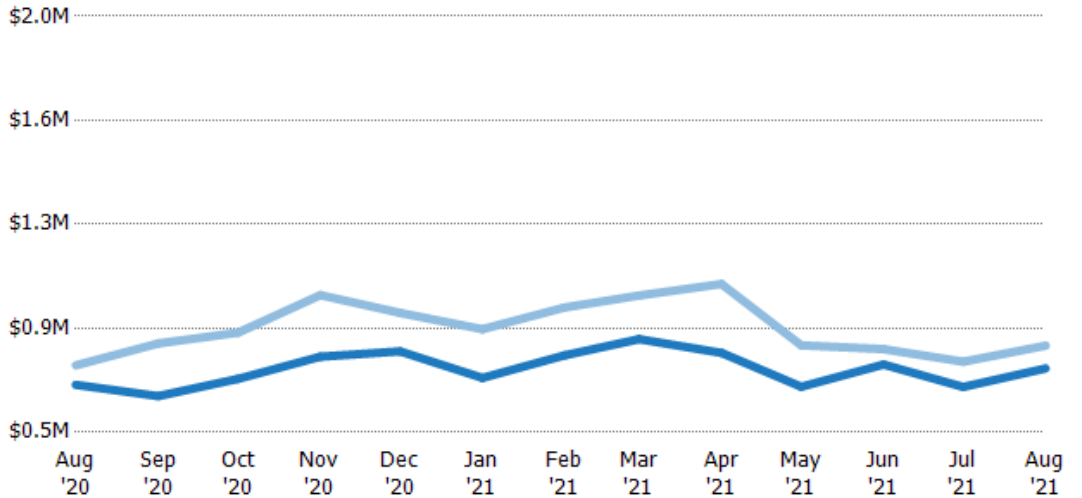
	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21
Current Year	\$357K	\$344K	\$380K	\$399K	\$372K	\$375K	\$425K	\$368K	\$470K	\$435K	\$440K	\$430K	\$450K
Prior Year	\$319K	\$312K	\$319K	\$319K	\$325K	\$333K	\$323K	\$337K	\$339K	\$349K	\$391K	\$398K	\$357K
Percent Change from Prior Year	12%	10%	19%	25%	15%	13%	32%	9%	39%	24%	13%	8%	26%

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



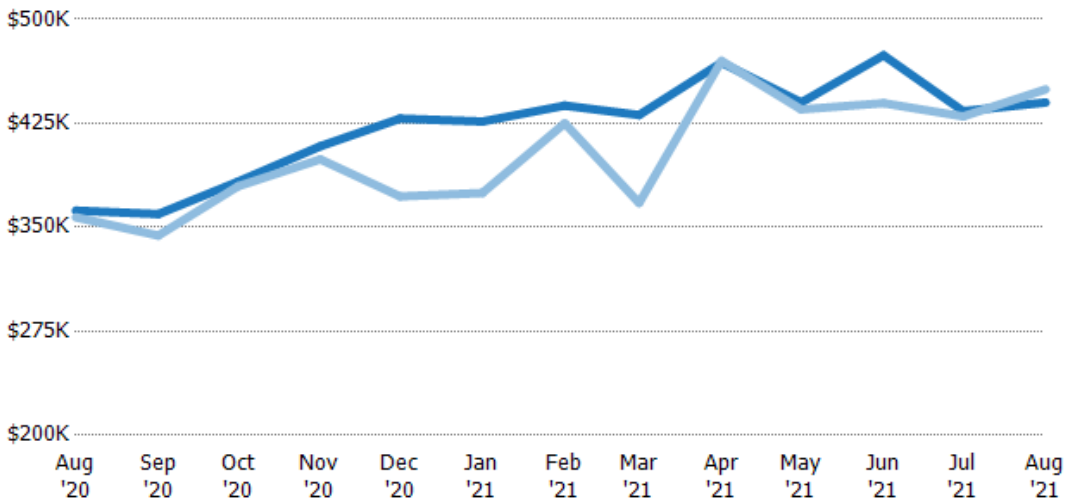
Avg Est Value	\$671K	\$630K	\$693K	\$772K	\$792K	\$696K	\$778K	\$836K	\$786K	\$664K	\$744K	\$663K	\$730K
Avg Listing Price	\$741K	\$820K	\$859K	\$995K	\$930K	\$872K	\$950K	\$993K	\$1.03M	\$814K	\$800K	\$754K	\$812K
Avg Listing Price as a % of Avg Est Value	110%	130%	124%	129%	118%	125%	122%	119%	132%	123%	107%	114%	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	\$362K	\$360K	\$383K	\$408K	\$428K	\$426K	\$438K	\$431K	\$469K	\$440K	\$474K	\$434K	\$440K
Median Listing Price	\$357K	\$344K	\$380K	\$399K	\$372K	\$375K	\$425K	\$368K	\$470K	\$435K	\$440K	\$430K	\$450K
Med Listing Price as a % of Med Est Value	99%	96%	99%	98%	87%	88%	97%	85%	100%	99%	93%	99%	102%

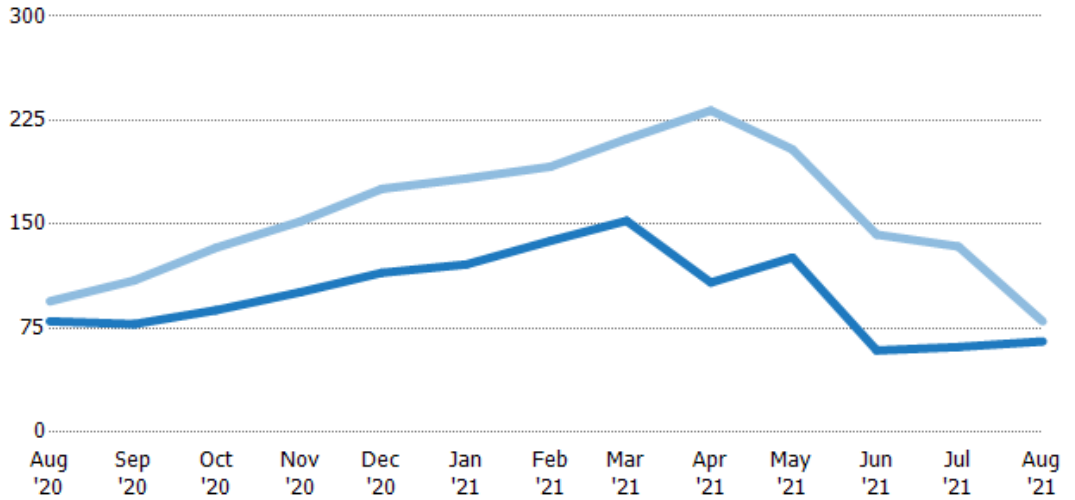
Median Days in RPR

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.
Aug '21	65.5	-18.1%
Aug '20	80	-15.3%
Aug '19	94.5	-15.3%



	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21
Current Year	80	78	88	101	115	121	138	153	108	126	59	61.5	65.5
Prior Year	94.5	110	133	152	176	183	192	212	232	204	143	134	80
Percent Change from Prior Year	-15%	-29%	-34%	-34%	-34%	-34%	-28%	-28%	-53%	-38%	-59%	-54%	-18%

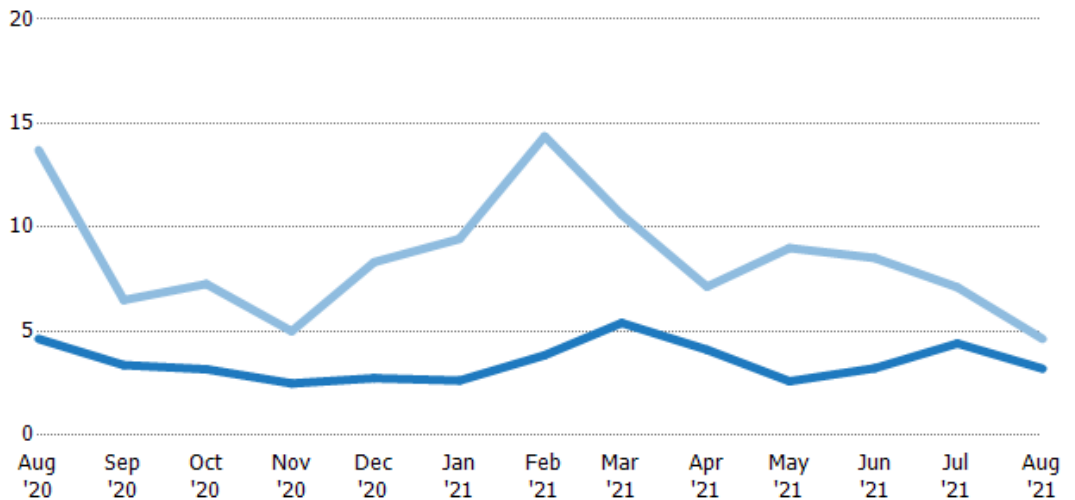
Months of Inventory

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.
Aug '21	3.2	-30.9%
Aug '20	4.63	-66.2%
Aug '19	13.7	-25.8%



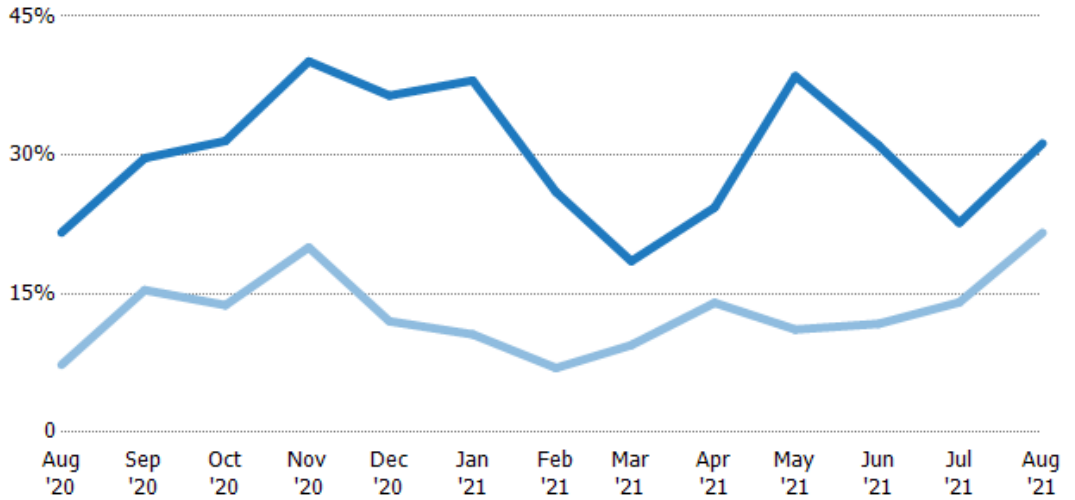
	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21
Current Year	4.63	3.37	3.17	2.49	2.75	2.63	3.85	5.4	4.11	2.6	3.22	4.41	3.2
Prior Year	13.7	6.5	7.27	5	8.32	9.44	14.4	10.6	7.14	9	8.52	7.12	4.63
Percent Change from Prior Year	-66%	-48%	-56%	-50%	-67%	-72%	-73%	-49%	-42%	-71%	-62%	-38%	-31%

Absorption Rate

The percentage of inventory sold per month.

Filters Used

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



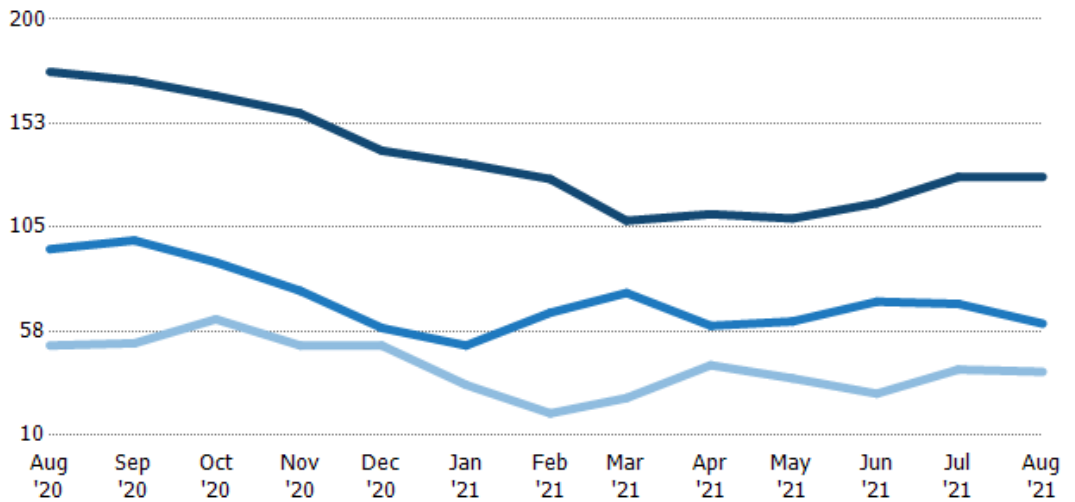
	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21
Current Year	22%	30%	32%	40%	36%	38%	26%	19%	24%	39%	31%	23%	31%
Prior Year	7%	15%	14%	20%	12%	11%	7%	9%	14%	11%	12%	14%	22%
Change from Prior Year	-14%	-14%	-18%	-20%	-24%	-27%	-19%	-9%	-10%	-27%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

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



	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21
Active	176	172	165	157	140	134	127	108	111	109	116	128	128
Pending	95	99	89	76	59	51	66	75	60	62	71	70	61
Sold	51	52	63	51	51	33	20	27	42	36	29	40	39

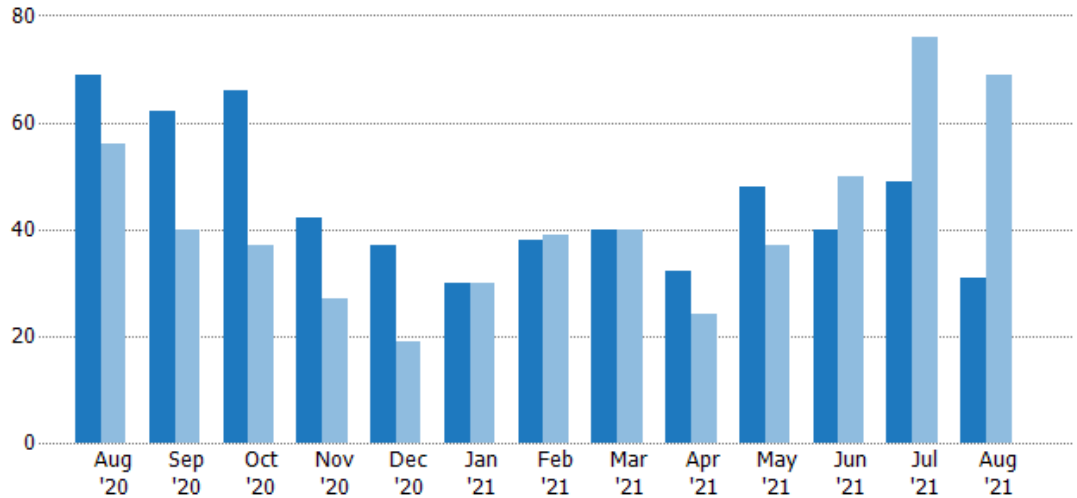
New Pending Sales

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.
Aug '21	31	-55.1%
Aug '20	69	23.2%
Aug '19	56	-42.9%



Current Year	69	62	66	42	37	30	38	40	32	48	40	49	31
Prior Year	56	40	37	27	19	30	39	40	24	37	50	76	69
Percent Change from Prior Year	23%	55%	78%	56%	95%	0%	-3%	0%	33%	30%	-20%	-36%	-55%

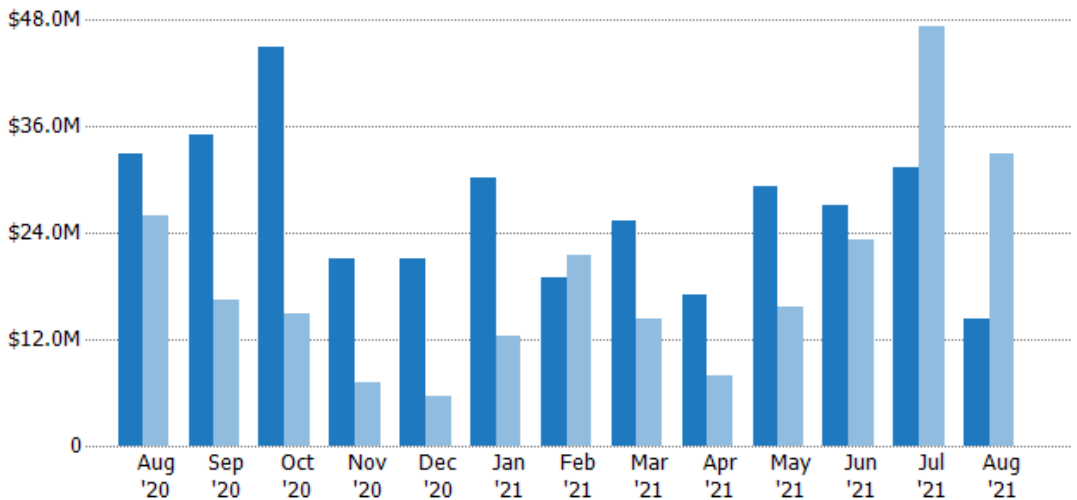
New Pending Sales Volume

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.
Aug '21	\$14.4M	-56.4%
Aug '20	\$33M	27.1%
Aug '19	\$25.9M	-53.8%



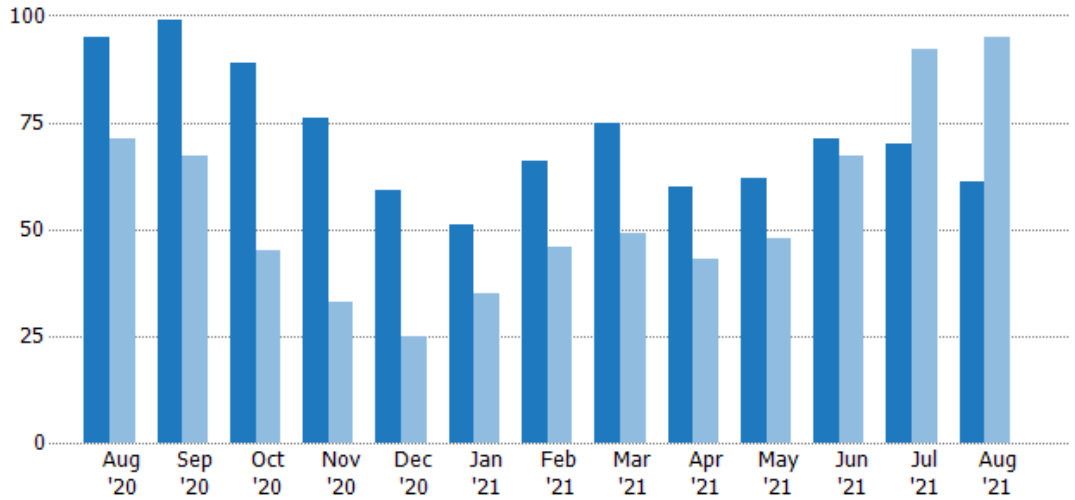
Current Year	\$33M	\$35M	\$45M	\$21.1M	\$21.1M	\$30.2M	\$19M	\$25.3M	\$17M	\$29.3M	\$27.1M	\$31.4M	\$14.4M
Prior Year	\$25.9M	\$16.5M	\$14.8M	\$7.22M	\$5.62M	\$12.4M	\$21.5M	\$14.4M	\$7.89M	\$15.7M	\$23.3M	\$47.3M	\$33M
Percent Change from Prior Year	27%	112%	203%	192%	275%	144%	-12%	76%	115%	87%	16%	-34%	-56%

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



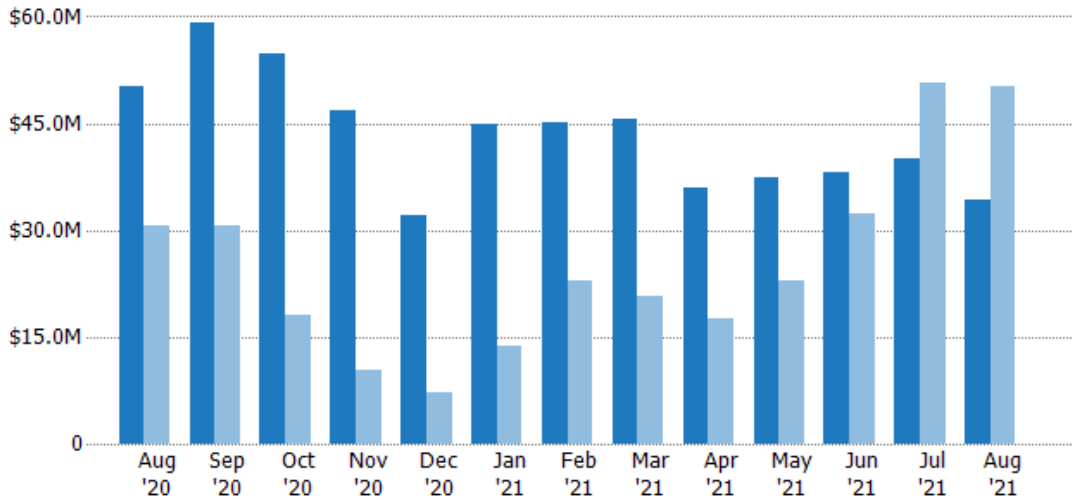
	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21
Current Year	95	99	89	76	59	51	66	75	60	62	71	70	61
Prior Year	71	67	45	33	25	35	46	49	43	48	67	92	95
Percent Change from Prior Year	34%	48%	98%	130%	136%	46%	43%	53%	40%	29%	6%	-24%	-36%

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



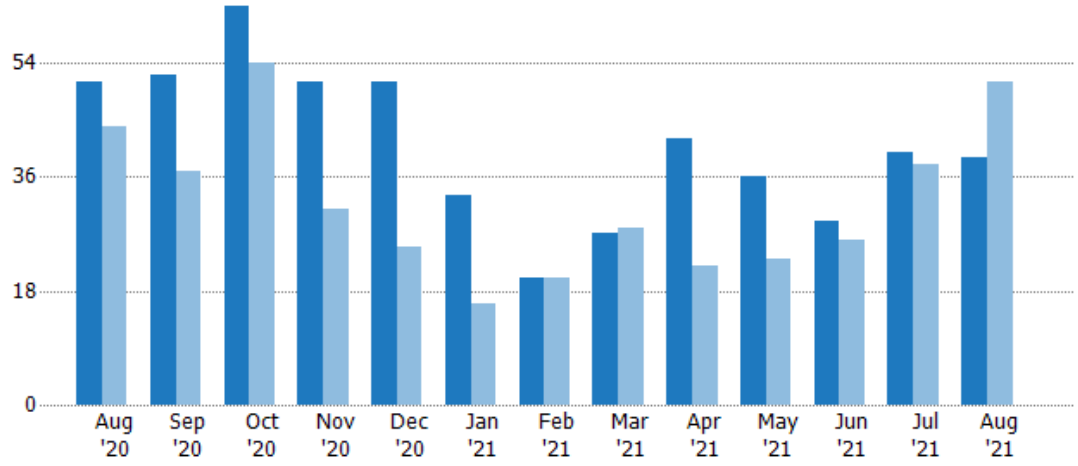
	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21
Current Year	\$50.2M	\$59.1M	\$54.9M	\$46.9M	\$32.1M	\$44.9M	\$45.1M	\$45.7M	\$35.8M	\$37.3M	\$38.1M	\$40M	\$34.2M
Prior Year	\$30.6M	\$30.6M	\$18.2M	\$10.2M	\$7.21M	\$13.6M	\$22.9M	\$20.8M	\$17.7M	\$22.9M	\$32.4M	\$50.8M	\$50.2M
Percent Change from Prior Year	64%	93%	202%	358%	345%	229%	97%	120%	103%	63%	18%	-21%	-32%

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



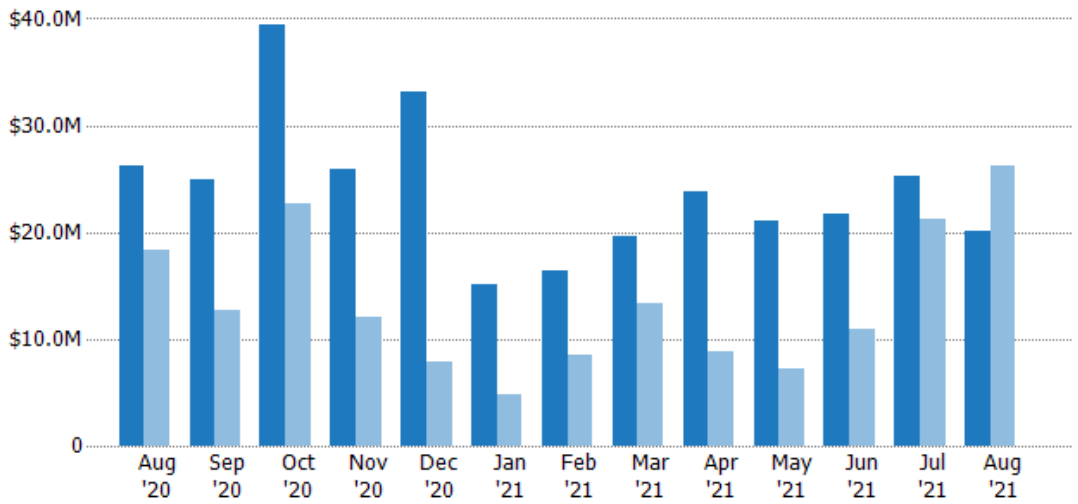
	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21
Current Year	51	52	63	51	51	33	20	27	42	36	29	40	39
Prior Year	44	37	54	31	25	16	20	28	22	23	26	38	51
Percent Change from Prior Year	16%	41%	17%	65%	104%	106%	0%	-4%	91%	57%	12%	5%	-24%

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



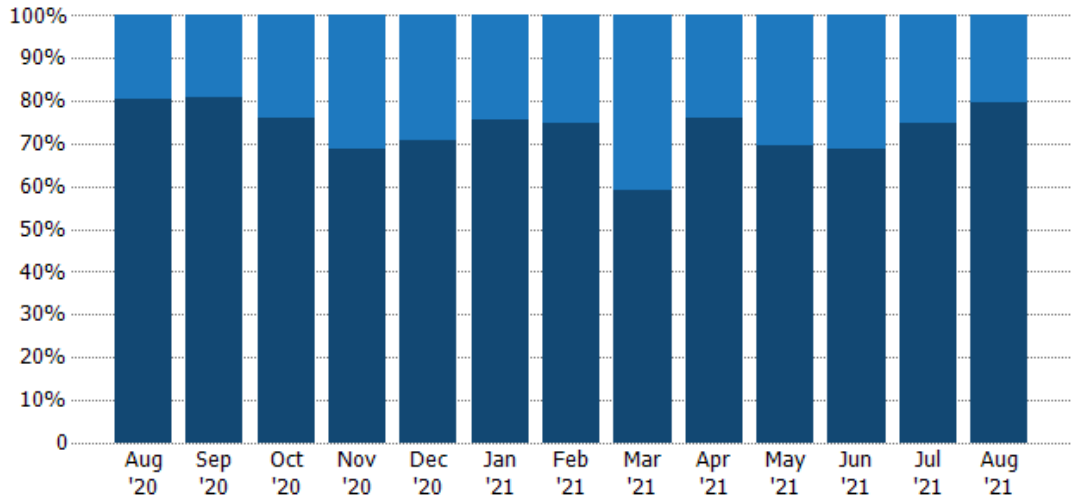
	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21
Current Year	\$26.3M	\$24.9M	\$39.4M	\$25.9M	\$33.2M	\$15.1M	\$16.4M	\$19.6M	\$23.8M	\$21.1M	\$21.7M	\$25.3M	\$20.1M
Prior Year	\$18.3M	\$12.6M	\$22.6M	\$12M	\$7.85M	\$4.77M	\$8.45M	\$13.3M	\$8.9M	\$7.15M	\$10.9M	\$21.2M	\$26.3M
Percent Change from Prior Year	43%	97%	74%	115%	322%	217%	94%	47%	168%	196%	99%	20%	-23%

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	20%	19%	24%	31%	29%	24%	25%	41%	24%	31%	31%	25%	21%
Single Family Residence	80%	81%	76%	69%	71%	76%	75%	59%	76%	69%	69%	75%	79%

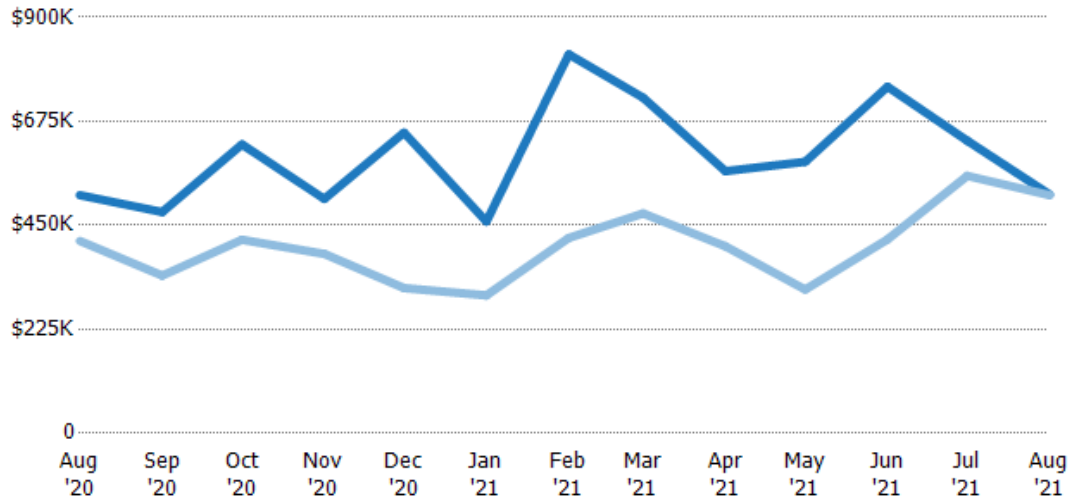
Average Sales Price

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.
Aug '21	\$517K	0.3%
Aug '20	\$515K	23.8%
Aug '19	\$416K	-22.3%



Current Year	\$515K	\$479K	\$625K	\$507K	\$651K	\$458K	\$820K	\$726K	\$567K	\$587K	\$750K	\$633K	\$517K
Prior Year	\$416K	\$341K	\$419K	\$388K	\$314K	\$298K	\$423K	\$476K	\$404K	\$311K	\$420K	\$557K	\$515K
Percent Change from Prior Year	24%	40%	49%	31%	107%	54%	94%	53%	40%	89%	79%	14%	0%

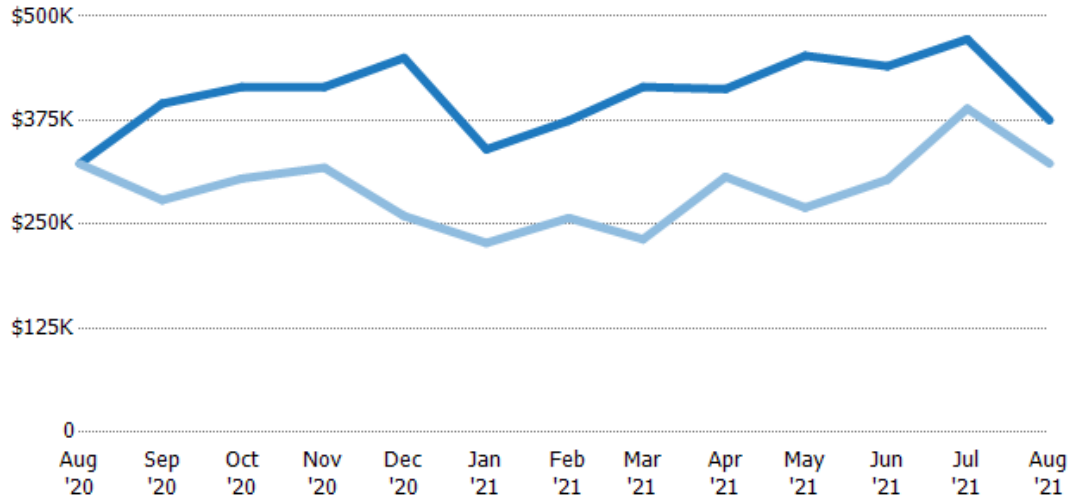
Median Sales Price

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.
Aug '21	\$375K	16.1%
Aug '20	\$323K	0.2%
Aug '19	\$323K	-22.9%



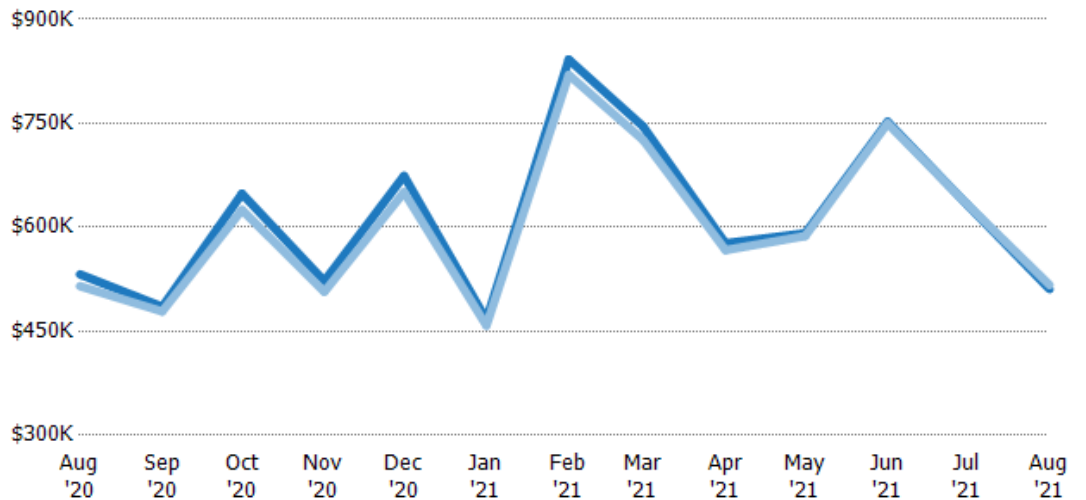
Current Year	\$323K	\$395K	\$415K	\$415K	\$450K	\$340K	\$375K	\$415K	\$413K	\$453K	\$440K	\$473K	\$375K
Prior Year	\$323K	\$279K	\$305K	\$318K	\$260K	\$228K	\$258K	\$232K	\$307K	\$270K	\$304K	\$389K	\$323K
Percent Change from Prior Year	0%	42%	36%	31%	73%	49%	45%	79%	34%	68%	45%	21%	16%

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



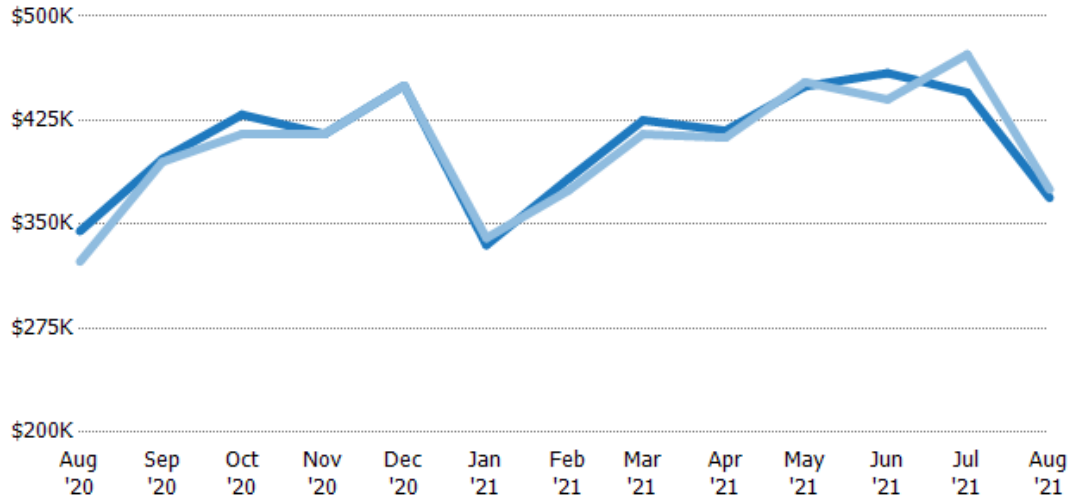
Avg List Price	\$532K	\$485K	\$648K	\$522K	\$674K	\$466K	\$842K	\$745K	\$577K	\$591K	\$752K	\$633K	\$511K
Avg Sales Price	\$515K	\$479K	\$625K	\$507K	\$651K	\$458K	\$820K	\$726K	\$567K	\$587K	\$750K	\$633K	\$517K
Avg Sales Price as a % of Avg List Price	97%	99%	96%	97%	96%	98%	97%	97%	98%	99%	100%	100%	101%

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



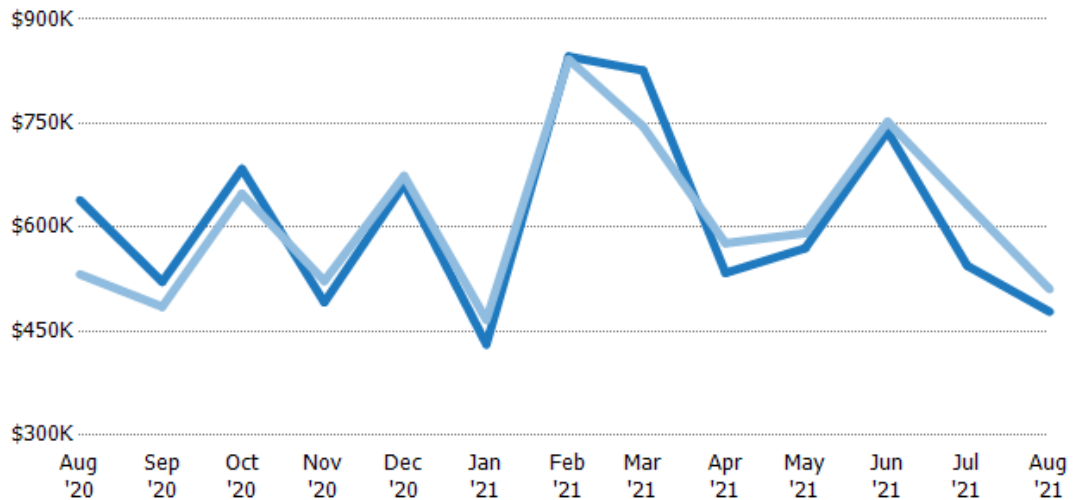
	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21
Median List Price	\$345K	\$397K	\$429K	\$415K	\$450K	\$335K	\$383K	\$425K	\$418K	\$450K	\$459K	\$445K	\$369K
Median Sales Price	\$323K	\$395K	\$415K	\$415K	\$450K	\$340K	\$375K	\$415K	\$413K	\$453K	\$440K	\$473K	\$375K
Med Sales Price as a % of Med List Price	94%	99%	97%	100%	100%	101%	98%	98%	99%	101%	96%	106%	102%

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



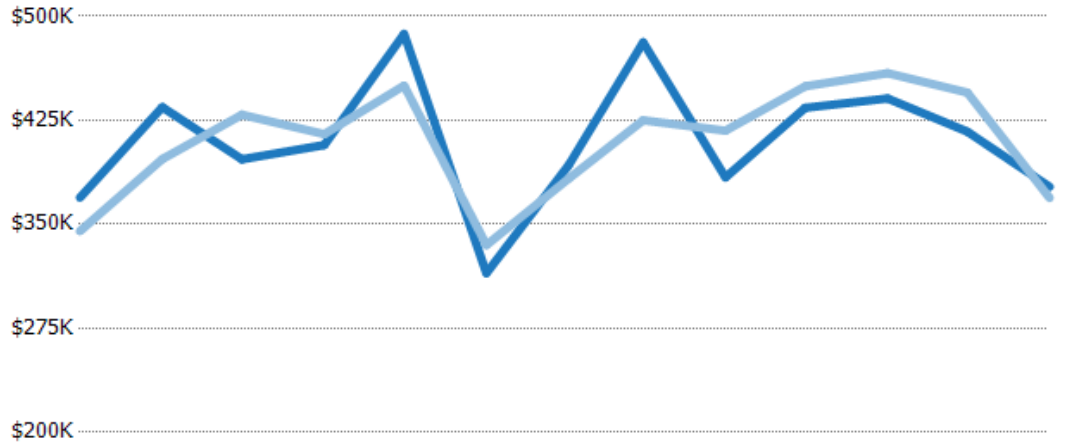
	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21
Avg Est Value	\$639K	\$521K	\$684K	\$492K	\$662K	\$431K	\$846K	\$826K	\$534K	\$570K	\$738K	\$544K	\$478K
Avg Sales Price	\$532K	\$485K	\$648K	\$522K	\$674K	\$466K	\$842K	\$745K	\$577K	\$591K	\$752K	\$633K	\$511K
Avg Sales Price as a % of Avg Est Value	83%	93%	95%	106%	102%	108%	100%	90%	108%	104%	102%	116%	107%

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



	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21
Median Est Value	\$369K	\$434K	\$397K	\$407K	\$487K	\$315K	\$393K	\$481K	\$384K	\$434K	\$441K	\$417K	\$377K
Median Sales Price	\$345K	\$397K	\$429K	\$415K	\$450K	\$335K	\$383K	\$425K	\$418K	\$450K	\$459K	\$445K	\$369K
Med Sales Price as a % of Med Est Value	93%	91%	108%	102%	92%	106%	98%	88%	109%	104%	104%	107%	98%