

Summary of Key Listing and Sales Metrics

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

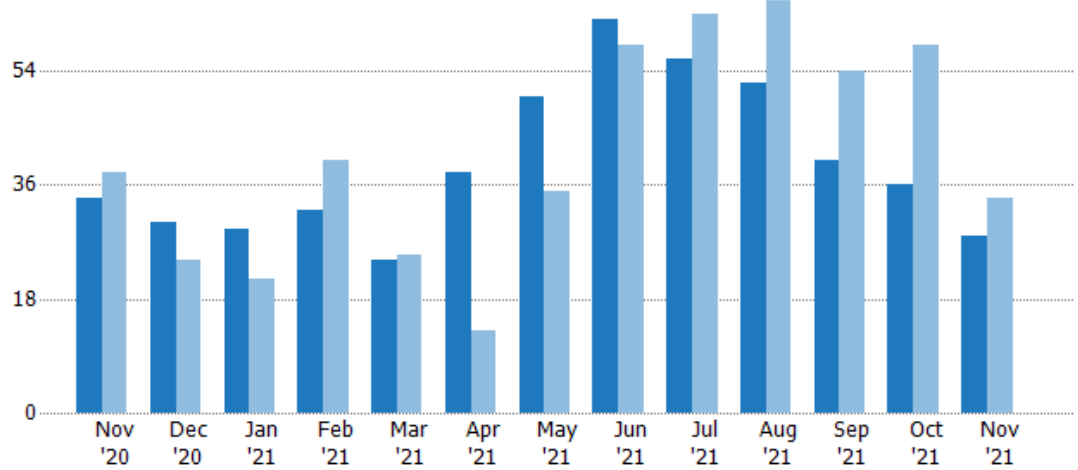
Key Metrics	Nov 2021	Nov 2020	+ / -	YTD 2021	YTD 2020	+ / -
Listing Activity Charts Metrics						
New Listing Count	28	34	-17.6%	447	466	-4.1%
New Listing Volume	\$23,594,200	\$23,326,300	+1.1%	\$289,697,964	\$288,519,509	+0.4%
Active Listing Count	120	155	-22.6%	N/A	N/A	
Active Listing Volume	\$107,085,700	\$155,490,400	-31.1%	N/A	N/A	
Average Listing Price	\$892,381	\$1,003,164	-11%	\$909,962	\$746,002	+22%
Median Listing Price	\$430,000	\$425,000	+1.2%	\$445,113	\$362,016	+23%
Median Days in RPR	90.5	101	-10.4%	95.15	125.78	-24.4%
Months of Inventory	2	2.5	-20%	3.3	6.1	-45.2%
Absorption Rate	50%	40%	+10%	30.02%	16.46%	+13.6%
Sales Activity Charts Metrics						
New Pending Sales Count	7	42	-83.3%	385	534	-27.9%
New Pending Sales Volume	\$6,807,000	\$21,106,600	-67.7%	\$245,213,564	\$275,402,659	-11%
Pending Sales Count	4	75	-94.7%	N/A	N/A	
Pending Sales Volume	\$4,564,000	\$46,705,400	-90.2%	N/A	N/A	
Closed Sales Count	37	49	-24.5%	399	381	+4.7%
Closed Sales Volume	\$25,003,945	\$24,983,757	+0.1%	\$247,832,704	\$185,547,835	+33.6%
Average Sales Price	\$675,782	\$509,873	+32.5%	\$621,135	\$487,002	+27.5%
Median Sales Price	\$530,000	\$415,000	+27.7%	\$434,979	\$340,638	+27.7%

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.
Nov '21	28	-17.6%
Nov '20	34	-10.5%
Nov '19	38	-42.1%

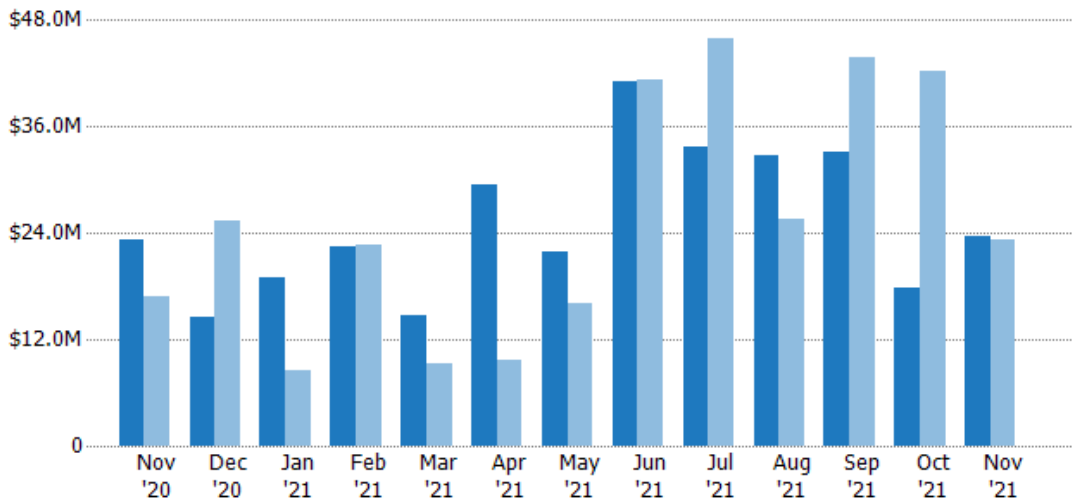
	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21
Current Year	34	30	29	32	24	38	50	62	56	52	40	36	28
Prior Year	38	24	21	40	25	13	35	58	63	65	54	58	34
Percent Change from Prior Year	-11%	25%	38%	-20%	-4%	192%	43%	7%	-11%	-20%	-26%	-38%	-18%

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.
Nov '21	\$23.6M	1.1%
Nov '20	\$23.3M	39%
Nov '19	\$16.8M	-55.1%

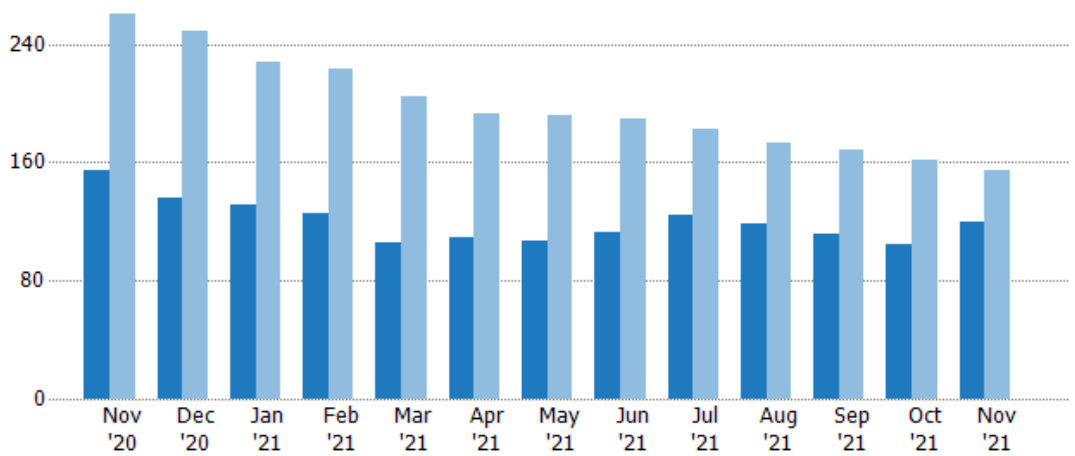
	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21
Current Year	\$23.3M	\$14.5M	\$18.9M	\$22.4M	\$14.8M	\$29.5M	\$21.9M	\$41M	\$33.7M	\$32.8M	\$33.2M	\$17.9M	\$23.6M
Prior Year	\$16.8M	\$25.3M	\$8.43M	\$22.6M	\$9.27M	\$9.75M	\$16.1M	\$41.4M	\$46M	\$25.6M	\$43.7M	\$42.3M	\$23.3M
Percent Change from Prior Year	39%	-43%	125%	-1%	60%	202%	36%	-1%	-27%	28%	-24%	-58%	1%

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



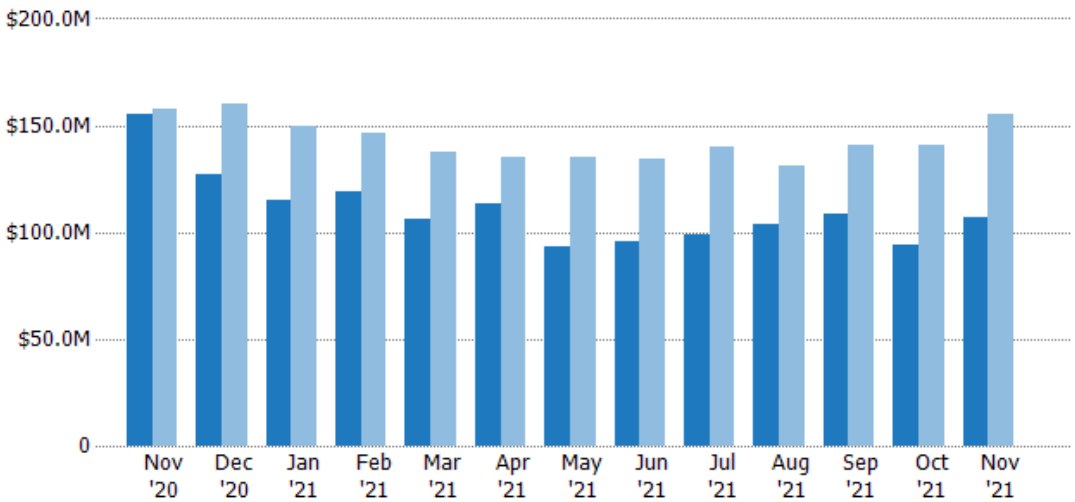
	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21
Current Year	155	136	131	125	106	109	107	113	124	119	111	104	120
Prior Year	260	249	228	223	205	193	192	190	182	173	169	162	155
Percent Change from Prior Year	-40%	-45%	-43%	-44%	-48%	-44%	-44%	-41%	-32%	-31%	-34%	-36%	-23%

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



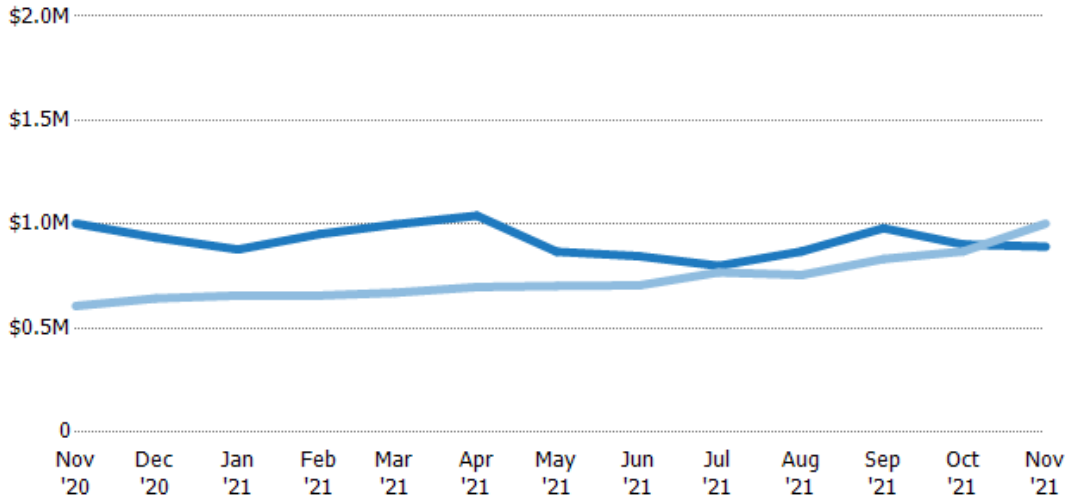
	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21
Current Year	\$155M	\$127M	\$115M	\$119M	\$106M	\$113M	\$92.9M	\$95.6M	\$99.3M	\$103M	\$109M	\$93.9M	\$107M
Prior Year	\$158M	\$160M	\$150M	\$147M	\$138M	\$135M	\$135M	\$134M	\$140M	\$131M	\$141M	\$141M	\$155M
Percent Change from Prior Year	-1%	-21%	-23%	-19%	-23%	-16%	-31%	-29%	-29%	-21%	-23%	-33%	-31%

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



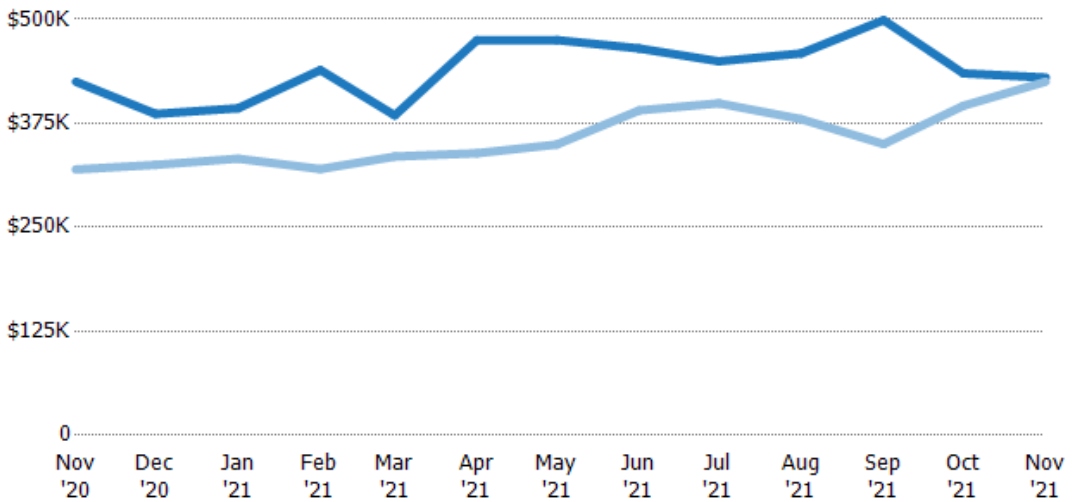
Current Year	\$1M	\$936K	\$879K	\$953K	\$999K	\$1.04M	\$868K	\$846K	\$801K	\$869K	\$981K	\$903K	\$892K
Prior Year	\$607K	\$643K	\$657K	\$658K	\$671K	\$698K	\$703K	\$706K	\$769K	\$756K	\$833K	\$869K	\$1M
Percent Change from Prior Year	65%	45%	34%	45%	49%	49%	23%	20%	4%	15%	18%	4%	-11%

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



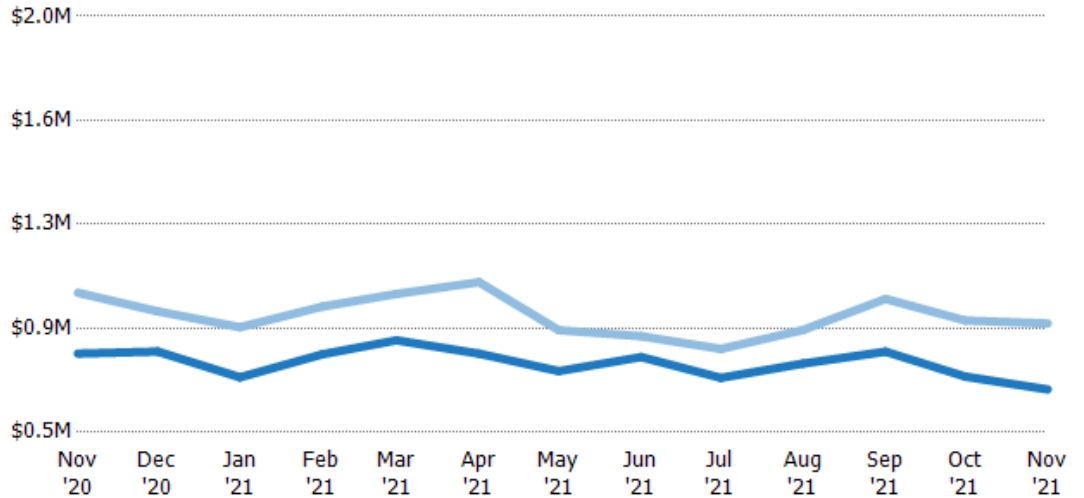
Current Year	\$425K	\$386K	\$393K	\$439K	\$385K	\$475K	\$475K	\$465K	\$450K	\$459K	\$499K	\$435K	\$430K
Prior Year	\$320K	\$325K	\$333K	\$320K	\$335K	\$339K	\$349K	\$391K	\$399K	\$380K	\$350K	\$396K	\$425K
Percent Change from Prior Year	33%	19%	18%	37%	15%	40%	36%	19%	13%	21%	43%	10%	1%

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



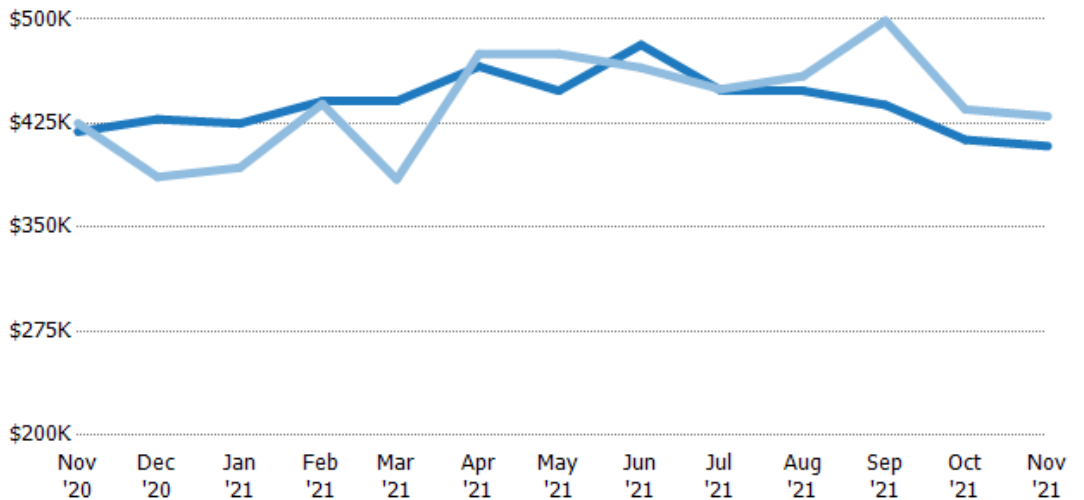
	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21
Avg Est Value	\$784K	\$791K	\$698K	\$781K	\$832K	\$784K	\$720K	\$771K	\$696K	\$748K	\$791K	\$701K	\$655K
Avg Listing Price	\$1M	\$936K	\$879K	\$953K	\$999K	\$1.04M	\$868K	\$846K	\$801K	\$869K	\$981K	\$903K	\$892K
Avg Listing Price as a % of Avg Est Value	128%	118%	126%	122%	120%	133%	120%	110%	115%	116%	124%	129%	136%

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



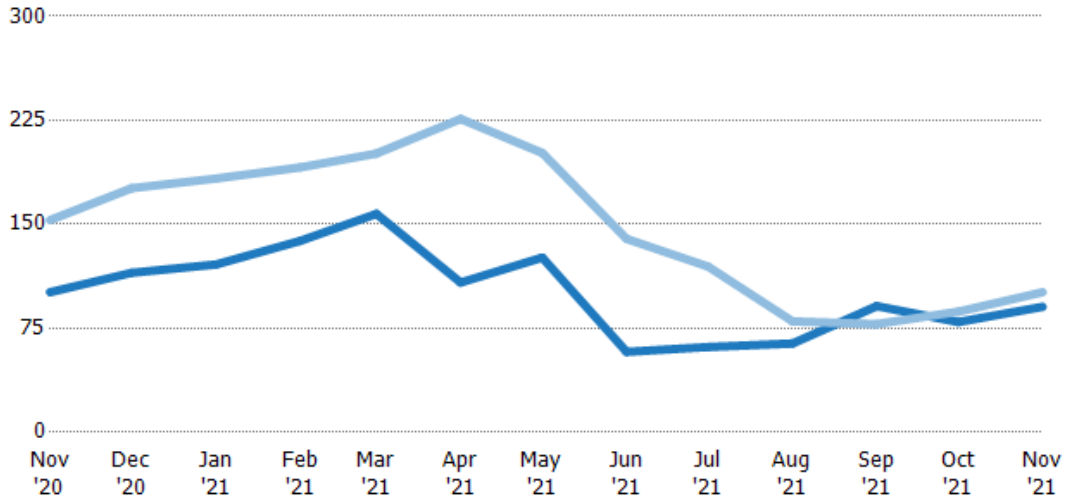
	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21
Median Est Value	\$419K	\$428K	\$425K	\$441K	\$441K	\$466K	\$448K	\$482K	\$449K	\$448K	\$438K	\$413K	\$409K
Median Listing Price	\$425K	\$386K	\$393K	\$439K	\$385K	\$475K	\$475K	\$465K	\$450K	\$459K	\$499K	\$435K	\$430K
Med Listing Price as a % of Med Est Value	101%	90%	93%	100%	87%	102%	106%	97%	100%	102%	114%	105%	105%

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



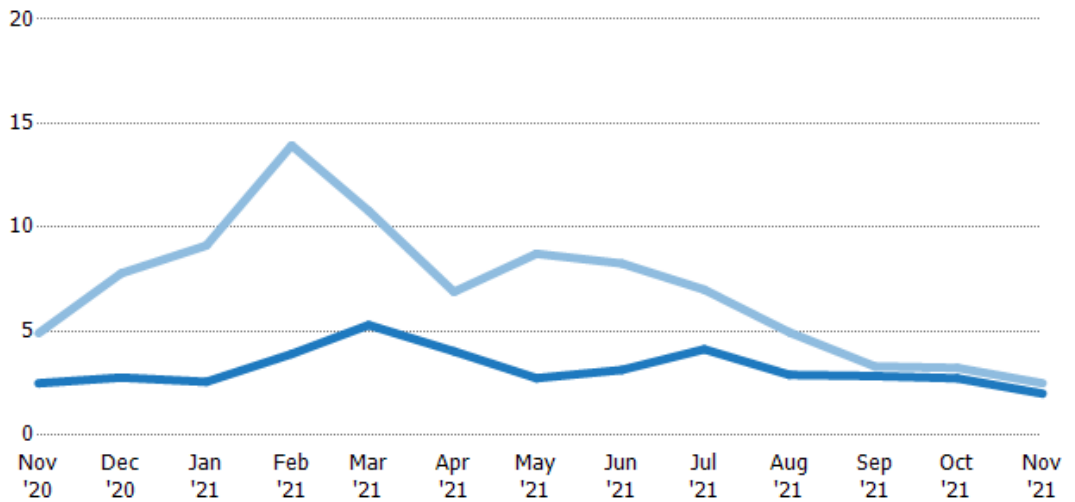
	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21
Current Year	101	115	121	138	158	108	126	58	61.5	64	91	79.5	90.5
Prior Year	153	176	183	191	201	226	202	140	120	80	78	87	101
Percent Change from Prior Year	-34%	-35%	-34%	-28%	-22%	-52%	-37%	-58%	-49%	-20%	17%	-9%	-10%

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



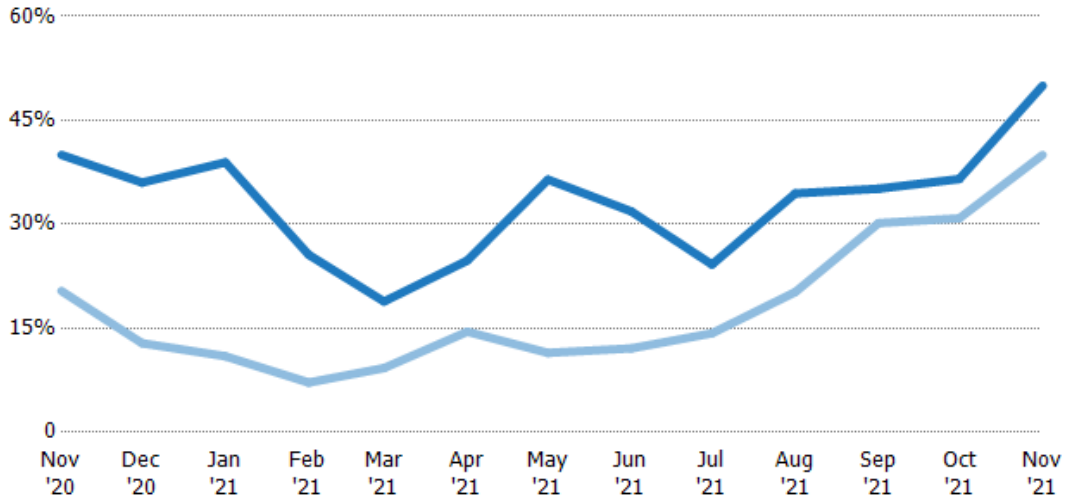
	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21
Current Year	2.5	2.78	2.57	3.91	5.3	4.04	2.74	3.14	4.13	2.9	2.85	2.74	2
Prior Year	4.91	7.78	9.12	13.9	10.8	6.89	8.73	8.26	7	4.94	3.31	3.24	2.5
Percent Change from Prior Year	-49%	-64%	-72%	-72%	-51%	-41%	-69%	-62%	-41%	-41%	-14%	-16%	-20%

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.
Nov '21	50%	-10%
Nov '20	40%	-19.6%
Nov '19	20%	-49.8%

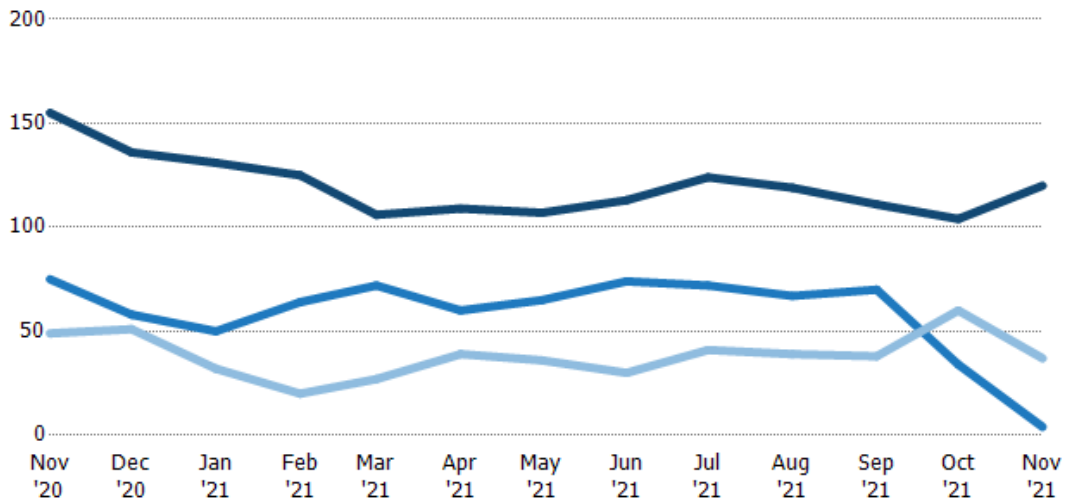
	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21
Current Year	40%	36%	39%	26%	19%	25%	36%	32%	24%	34%	35%	37%	50%
Prior Year	20%	13%	11%	7%	9%	15%	11%	12%	14%	20%	30%	31%	40%
Change from Prior Year	-20%	-23%	-28%	-18%	-10%	-10%	-25%	-20%	-10%	-14%	-5%	-6%	-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



	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21
Active	155	136	131	125	106	109	107	113	124	119	111	104	120
Pending	75	58	50	64	72	60	65	74	72	67	70	34	4
Sold	49	51	32	20	27	39	36	30	41	39	38	60	37

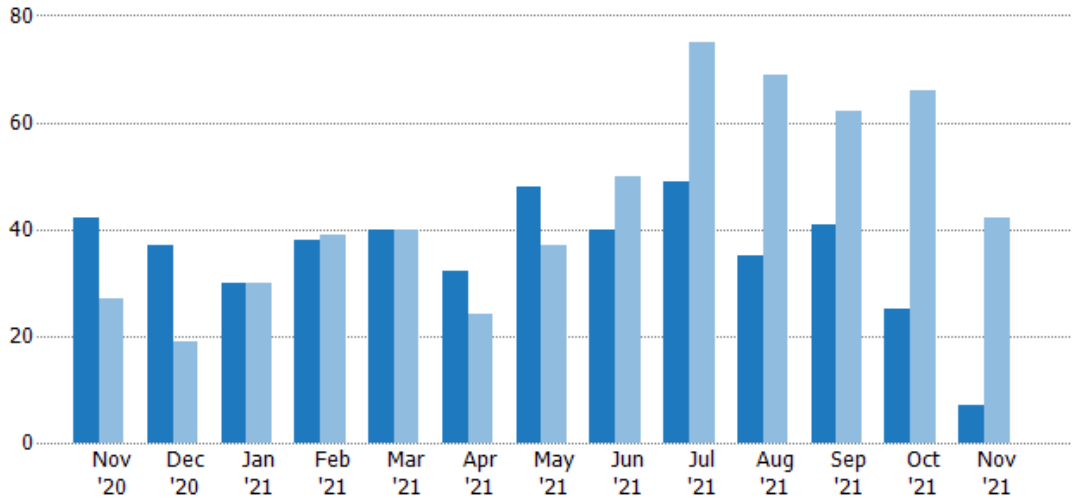
New Pending Sales

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.
Nov '21	7	-83.3%
Nov '20	42	55.6%
Nov '19	27	-18.5%



Current Year	42	37	30	38	40	32	48	40	49	35	41	25	7
Prior Year	27	19	30	39	40	24	37	50	75	69	62	66	42
Percent Change from Prior Year	56%	95%	0%	-3%	0%	33%	30%	-20%	-35%	-49%	-34%	-62%	-83%

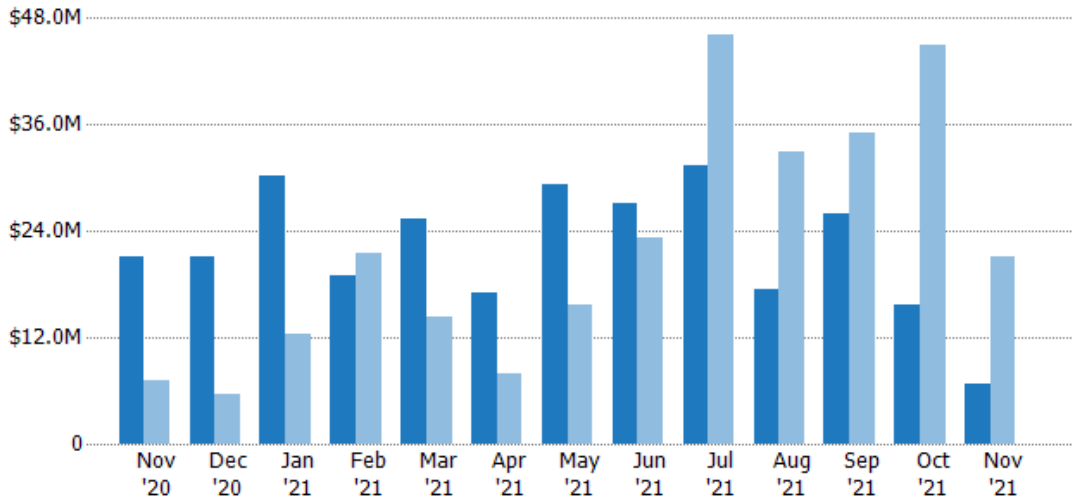
New Pending Sales Volume

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.
Nov '21	\$6.81M	-67.7%
Nov '20	\$21.1M	192.2%
Nov '19	\$7.22M	18.3%



Current Year	\$21.1M	\$21.1M	\$30.2M	\$19M	\$25.3M	\$17M	\$29.3M	\$27.1M	\$31.4M	\$17.4M	\$26M	\$15.7M	\$6.81M
Prior Year	\$7.22M	\$5.62M	\$12.4M	\$21.5M	\$14.4M	\$7.89M	\$15.7M	\$23.3M	\$46.1M	\$33M	\$35M	\$45M	\$21.1M
Percent Change from Prior Year	192%	275%	144%	-12%	76%	115%	87%	16%	-32%	-47%	-26%	-65%	-68%

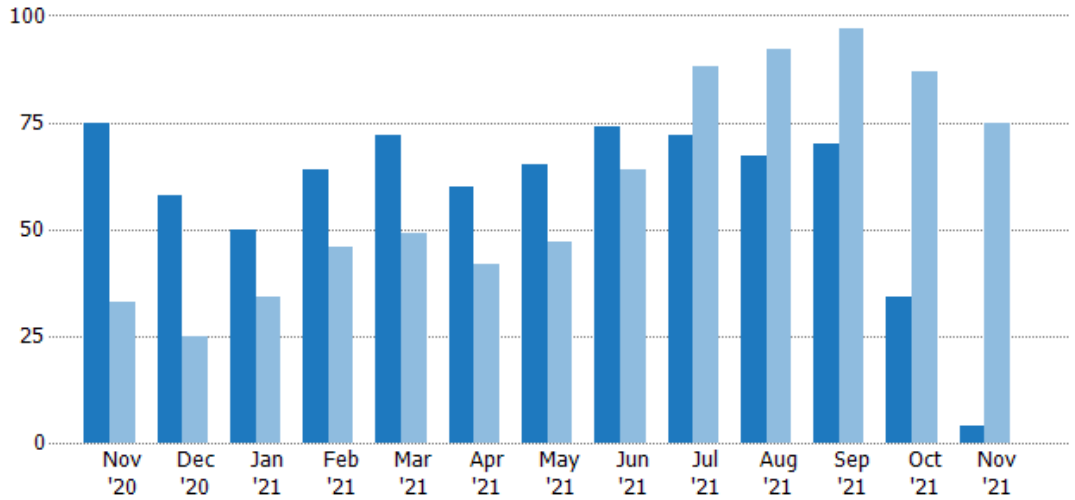
Pending Sales

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.
Nov '21	4	-94.7%
Nov '20	75	127.3%
Nov '19	33	33.3%



Current Year	75	58	50	64	72	60	65	74	72	67	70	34	4
Prior Year	33	25	34	46	49	42	47	64	88	92	97	87	75
Percent Change from Prior Year	127%	132%	47%	39%	47%	43%	38%	16%	-18%	-27%	-28%	-61%	-95%

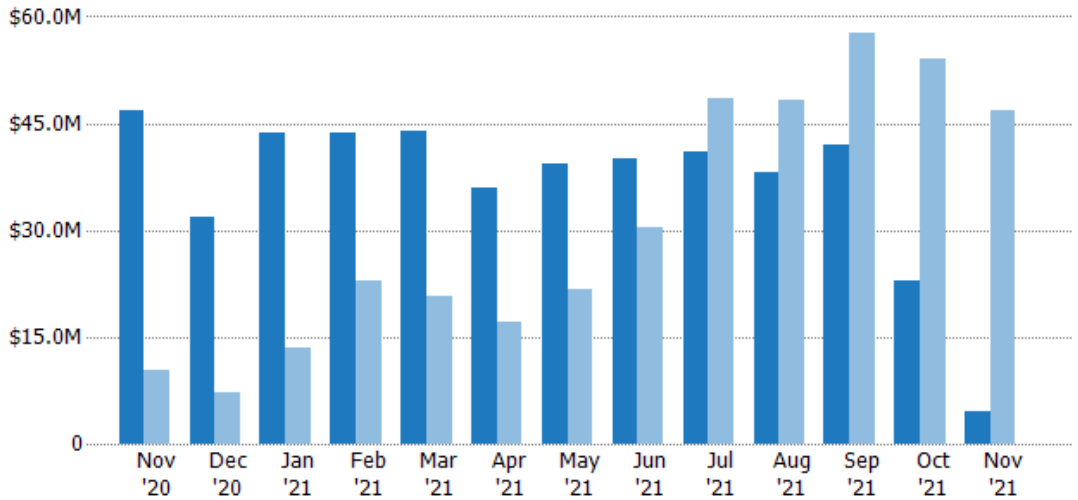
Pending Sales Volume

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.
Nov '21	\$4.56M	-90.2%
Nov '20	\$46.7M	356%
Nov '19	\$10.2M	70.9%



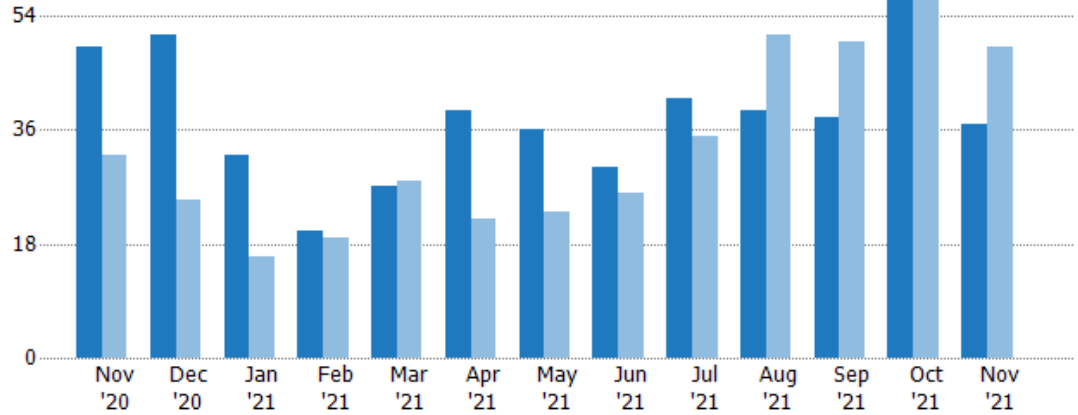
Current Year	\$46.7M	\$31.9M	\$43.6M	\$43.7M	\$44M	\$35.8M	\$39.3M	\$40.1M	\$40.9M	\$38.2M	\$42.1M	\$22.9M	\$4.56M
Prior Year	\$10.2M	\$7.21M	\$13.5M	\$22.9M	\$20.8M	\$17.2M	\$21.8M	\$30.5M	\$48.6M	\$48.2M	\$57.8M	\$54M	\$46.7M
Percent Change from Prior Year	356%	342%	223%	91%	111%	109%	81%	32%	-16%	-21%	-27%	-58%	-90%

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



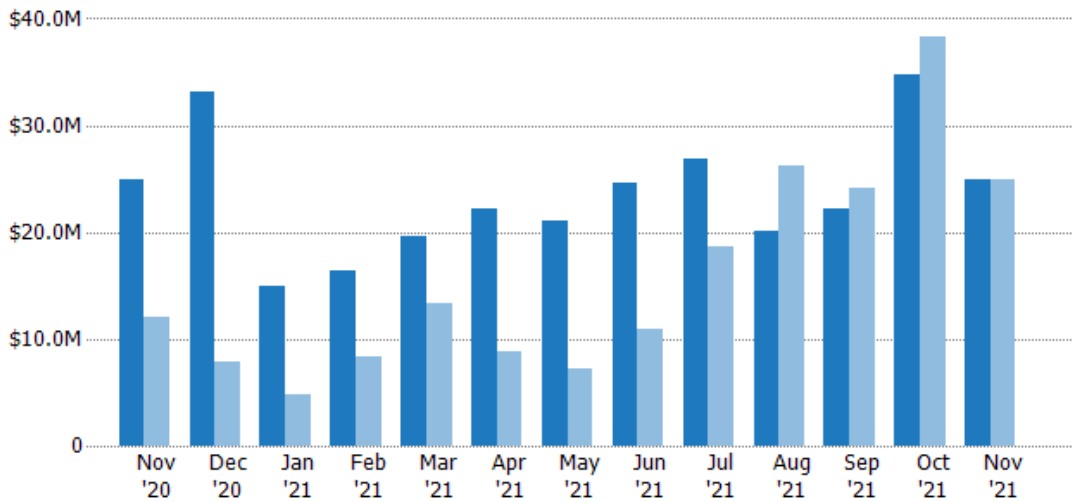
	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21
Current Year	49	51	32	20	27	39	36	30	41	39	38	60	37
Prior Year	32	25	16	19	28	22	23	26	35	51	50	62	49
Percent Change from Prior Year	53%	104%	100%	5%	-4%	77%	57%	15%	17%	-24%	-24%	-3%	-24%

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



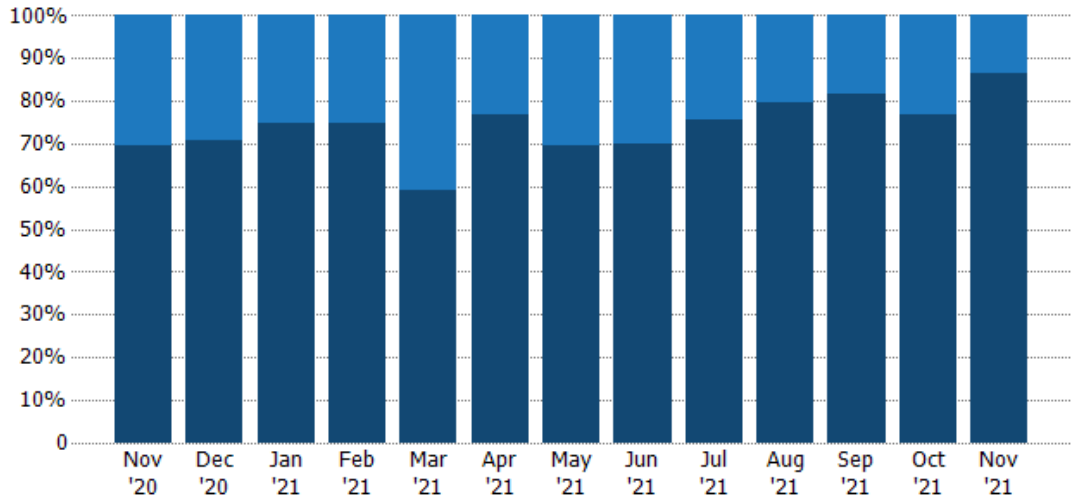
	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21
Current Year	\$25M	\$33.2M	\$14.9M	\$16.4M	\$19.6M	\$22.2M	\$21.1M	\$24.6M	\$26.8M	\$20.1M	\$22.2M	\$34.8M	\$25M
Prior Year	\$12.1M	\$7.85M	\$4.77M	\$8.3M	\$13.3M	\$8.9M	\$7.15M	\$10.9M	\$18.6M	\$26.3M	\$24.1M	\$38.3M	\$25M
Percent Change from Prior Year	107%	322%	213%	98%	47%	150%	196%	125%	44%	-23%	-8%	-9%	0%

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



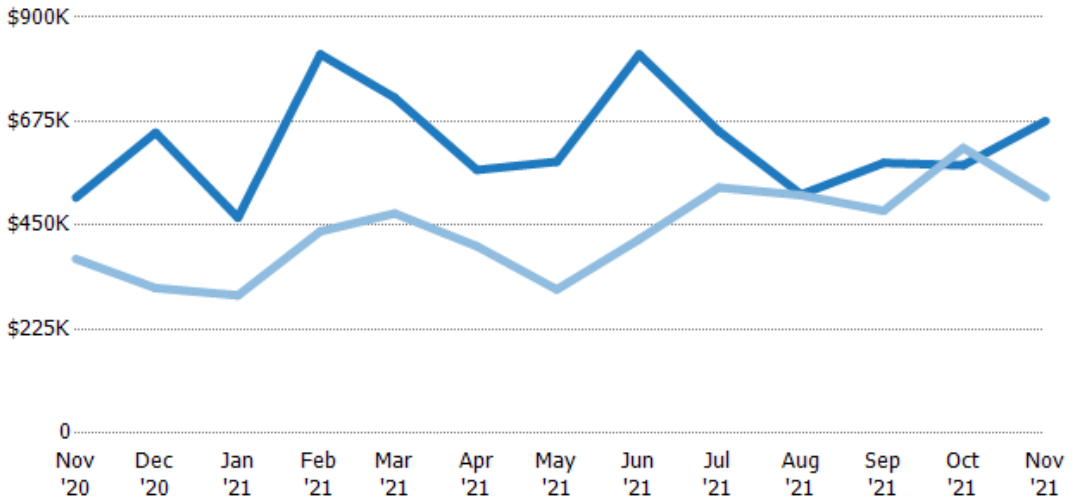
Property Type	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21
Condo/Townhouse	31%	29%	25%	25%	41%	23%	31%	30%	24%	21%	18%	23%	14%
Single Family Residence	69%	71%	75%	75%	59%	77%	69%	70%	76%	79%	82%	77%	86%

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.
Nov '21	\$676K	32.5%
Nov '20	\$510K	35.2%
Nov '19	\$377K	11.1%

Property Type	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21
Current Year	\$510K	\$651K	\$466K	\$820K	\$726K	\$570K	\$587K	\$820K	\$653K	\$517K	\$585K	\$580K	\$676K
Prior Year	\$377K	\$314K	\$298K	\$437K	\$476K	\$404K	\$311K	\$420K	\$532K	\$515K	\$481K	\$617K	\$510K
Percent Change from Prior Year	35%	107%	56%	88%	53%	41%	89%	95%	23%	0%	22%	-6%	33%

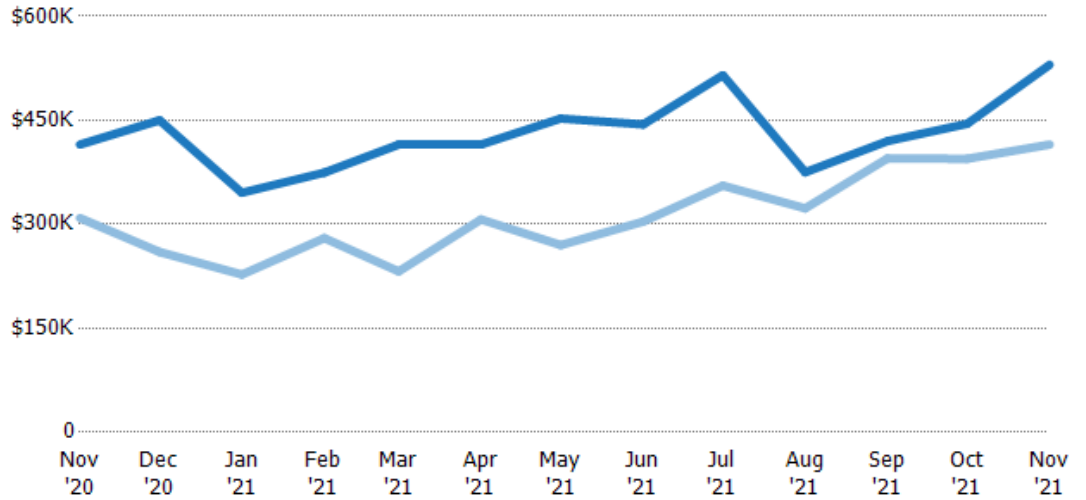
Median Sales Price

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.
Nov '21	\$530K	27.7%
Nov '20	\$415K	34.3%
Nov '19	\$309K	3.6%



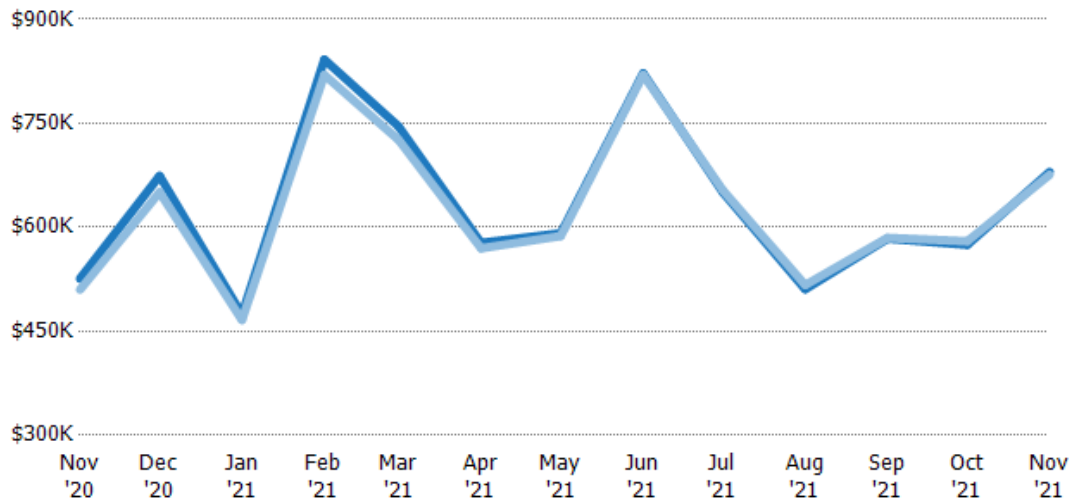
Current Year	\$415K	\$450K	\$346K	\$375K	\$415K	\$415K	\$453K	\$444K	\$515K	\$375K	\$420K	\$445K	\$530K
Prior Year	\$309K	\$260K	\$228K	\$280K	\$232K	\$307K	\$270K	\$304K	\$356K	\$323K	\$395K	\$395K	\$415K
Percent Change from Prior Year	34%	73%	52%	34%	79%	35%	68%	46%	45%	16%	6%	13%	28%

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



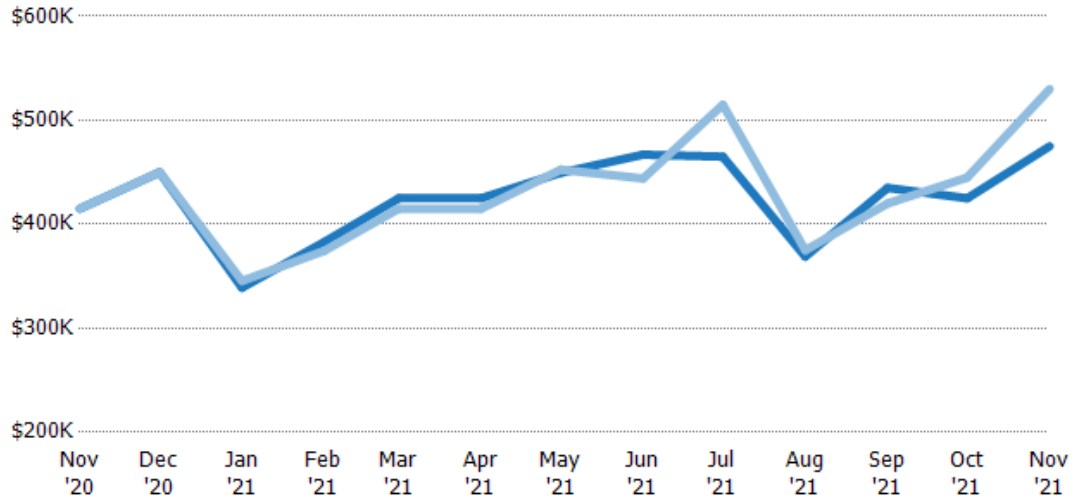
Avg List Price	\$526K	\$674K	\$474K	\$842K	\$745K	\$578K	\$591K	\$822K	\$650K	\$511K	\$584K	\$575K	\$680K
Avg Sales Price	\$510K	\$651K	\$466K	\$820K	\$726K	\$570K	\$587K	\$820K	\$653K	\$517K	\$585K	\$580K	\$676K
Avg Sales Price as a % of Avg List Price	97%	96%	98%	97%	97%	99%	99%	100%	100%	101%	100%	101%	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



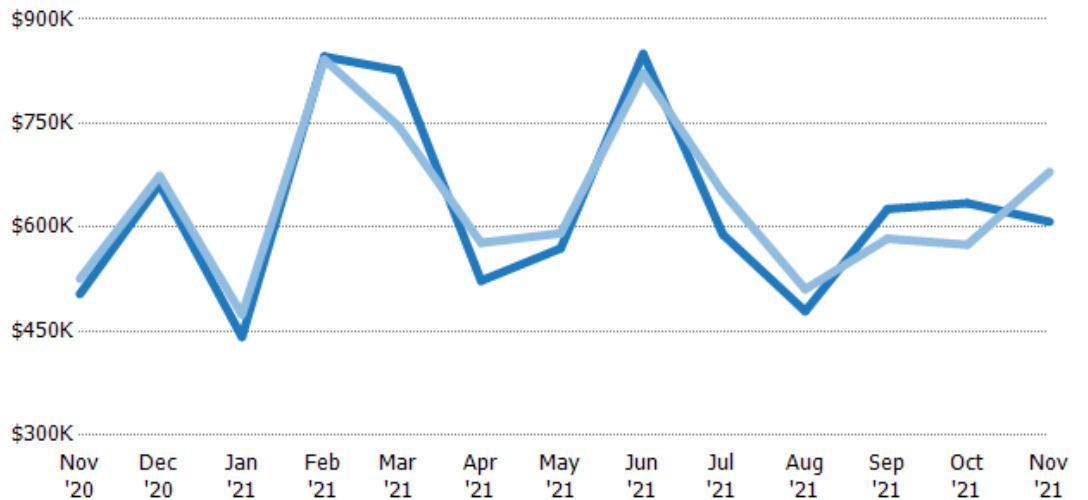
	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21
Median List Price	\$415K	\$450K	\$339K	\$383K	\$425K	\$425K	\$450K	\$467K	\$465K	\$369K	\$435K	\$425K	\$475K
Median Sales Price	\$415K	\$450K	\$346K	\$375K	\$415K	\$415K	\$453K	\$444K	\$515K	\$375K	\$420K	\$445K	\$530K
Med Sales Price as a % of Med List Price	100%	100%	102%	98%	98%	98%	101%	95%	111%	102%	97%	105%	112%

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



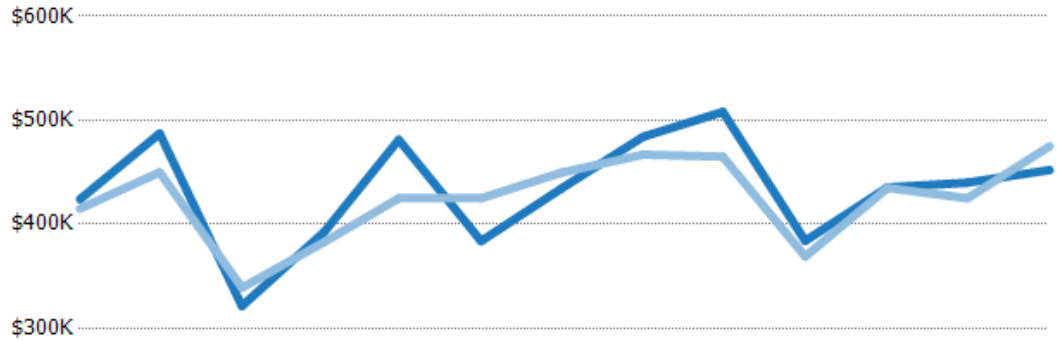
	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21
Avg Est Value	\$503K	\$662K	\$442K	\$846K	\$826K	\$523K	\$570K	\$850K	\$590K	\$479K	\$626K	\$635K	\$608K
Avg Sales Price	\$526K	\$674K	\$474K	\$842K	\$745K	\$578K	\$591K	\$822K	\$650K	\$511K	\$584K	\$575K	\$680K
Avg Sales Price as a % of Avg Est Value	104%	102%	107%	100%	90%	110%	104%	97%	110%	107%	93%	91%	112%

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



	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21
Median Est Value	\$424K	\$487K	\$321K	\$393K	\$481K	\$384K	\$434K	\$484K	\$508K	\$384K	\$435K	\$440K	\$452K
Median Sales Price	\$415K	\$450K	\$339K	\$383K	\$425K	\$425K	\$450K	\$467K	\$465K	\$369K	\$435K	\$425K	\$475K
Med Sales Price as a % of Med Est Value	98%	92%	105%	98%	88%	111%	104%	96%	92%	96%	100%	97%	105%