

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	Oct 2021	Oct 2020	+ / -	YTD 2021	YTD 2020	+ / -
Listing Activity Charts Metrics						
New Listing Count	36	58	-37.9%	419	432	-3%
New Listing Volume	\$17,897,700	\$42,283,021	-57.7%	\$266,103,764	\$265,193,209	+0.3%
Active Listing Count	104	162	-35.8%	N/A	N/A	
Active Listing Volume	\$93,907,300	\$140,851,200	-33.3%	N/A	N/A	
Average Listing Price	\$902,955	\$869,452	+3.9%	\$911,798	\$725,209	+25.7%
Median Listing Price	\$435,000	\$396,000	+9.8%	\$446,691	\$356,923	+25.2%
Median Days in RPR	79.5	87	-8.6%	95.63	129.44	-26.1%
Months of Inventory	2.7	3.2	-15.5%	3.5	6.2	-44.2%
Absorption Rate	36.54%	30.86%	+5.7%	28.89%	16.12%	+12.8%
Sales Activity Charts Metrics						
New Pending Sales Count	25	66	-62.1%	378	492	-23.2%
New Pending Sales Volume	\$15,681,990	\$44,981,721	-65.1%	\$238,406,564	\$254,296,059	-6.2%
Pending Sales Count	34	87	-60.9%	N/A	N/A	
Pending Sales Volume	\$22,912,700	\$54,023,400	-57.6%	N/A	N/A	
Closed Sales Count	60	62	-3.2%	362	332	+9%
Closed Sales Volume	\$34,792,720	\$38,277,121	-9.1%	\$222,828,759	\$160,564,078	+38.8%
Average Sales Price	\$579,879	\$617,373	-6.1%	\$615,549	\$483,627	+27.3%
Median Sales Price	\$445,000	\$394,500	+12.8%	\$425,267	\$329,663	+29%

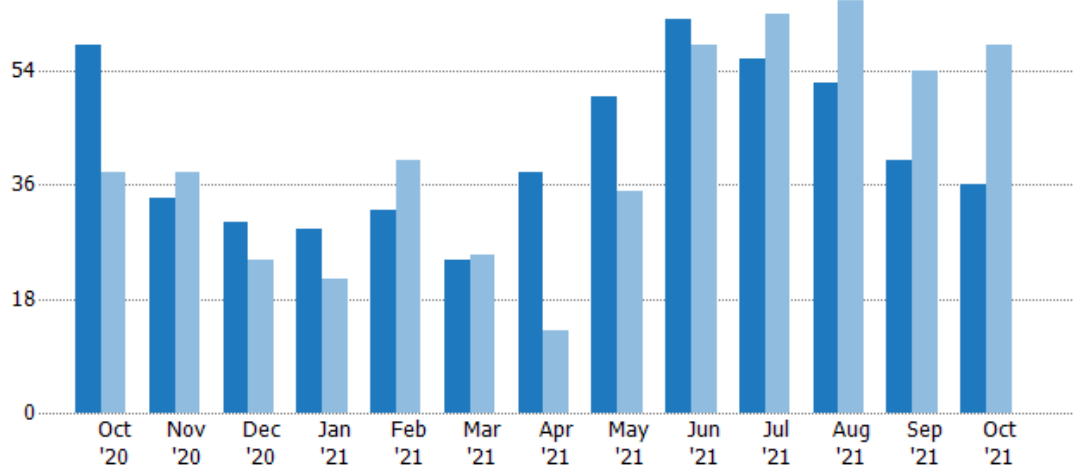
New Listings

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.
Oct '21	36	-37.9%
Oct '20	58	52.6%
Oct '19	38	15.8%



	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21
Current Year	58	34	30	29	32	24	38	50	62	56	52	40	36
Prior Year	38	38	24	21	40	25	13	35	58	63	65	54	58
Percent Change from Prior Year	53%	-11%	25%	38%	-20%	-4%	192%	43%	7%	-11%	-20%	-26%	-38%

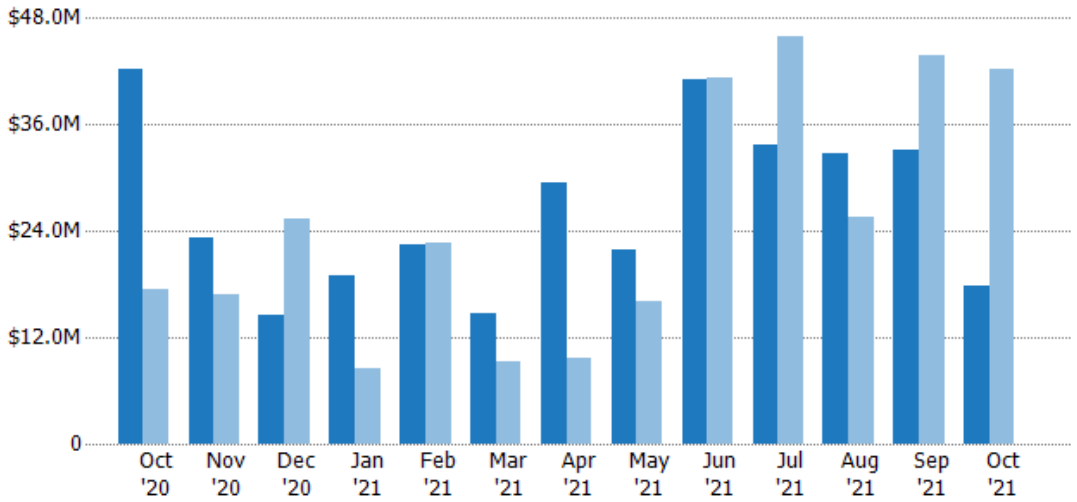
New Listing Volume

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.
Oct '21	\$17.9M	-57.7%
Oct '20	\$42.3M	142.7%
Oct '19	\$17.4M	99.9%



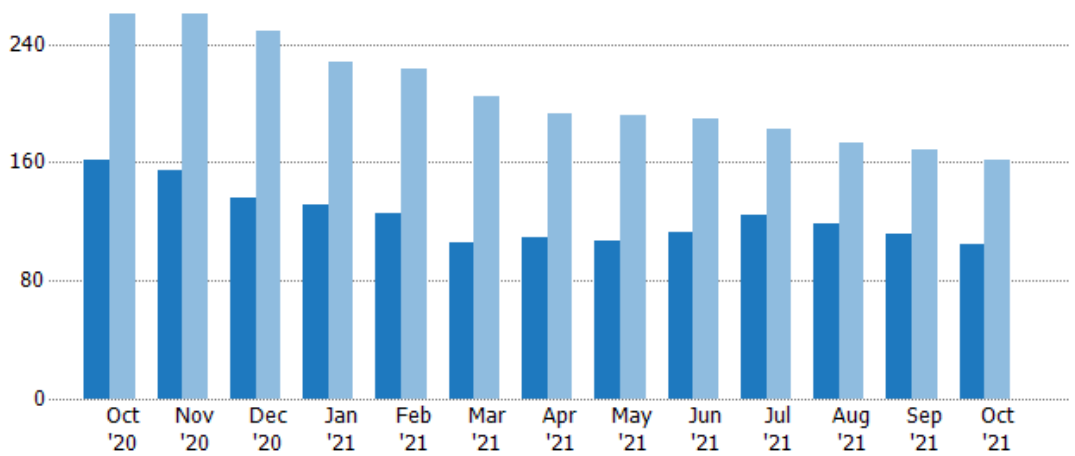
	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21
Current Year	\$42.3M	\$23.3M	\$14.5M	\$18.9M	\$22.4M	\$14.8M	\$29.5M	\$21.9M	\$41M	\$33.7M	\$32.8M	\$33.2M	\$17.9M
Prior Year	\$17.4M	\$16.8M	\$25.3M	\$8.43M	\$22.6M	\$9.27M	\$9.75M	\$16.1M	\$41.4M	\$46M	\$25.6M	\$43.7M	\$42.3M
Percent Change from Prior Year	143%	39%	-43%	125%	-1%	60%	202%	36%	-1%	-27%	28%	-24%	-58%

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



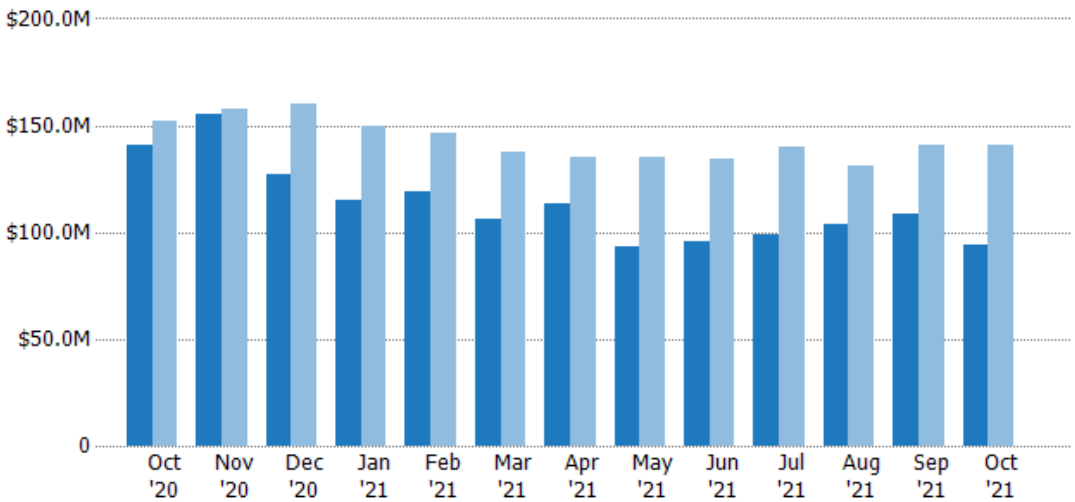
	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21
Current Year	162	155	136	131	125	106	109	107	113	124	119	111	104
Prior Year	260	260	249	228	223	205	193	192	190	182	173	169	162
Percent Change from Prior Year	-38%	-40%	-45%	-43%	-44%	-48%	-44%	-44%	-41%	-32%	-31%	-34%	-36%

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



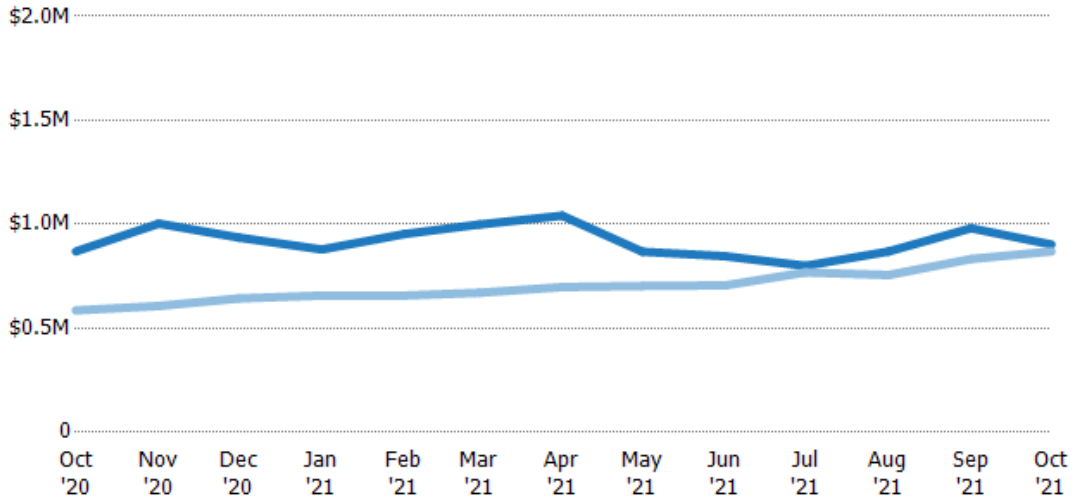
	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21
Current Year	\$141M	\$155M	\$127M	\$115M	\$119M	\$106M	\$113M	\$92.9M	\$95.6M	\$99.3M	\$103M	\$109M	\$93.9M
Prior Year	\$152M	\$158M	\$160M	\$150M	\$147M	\$138M	\$135M	\$135M	\$134M	\$140M	\$131M	\$141M	\$141M
Percent Change from Prior Year	-8%	-1%	-21%	-23%	-19%	-23%	-16%	-31%	-29%	-29%	-21%	-23%	-33%

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



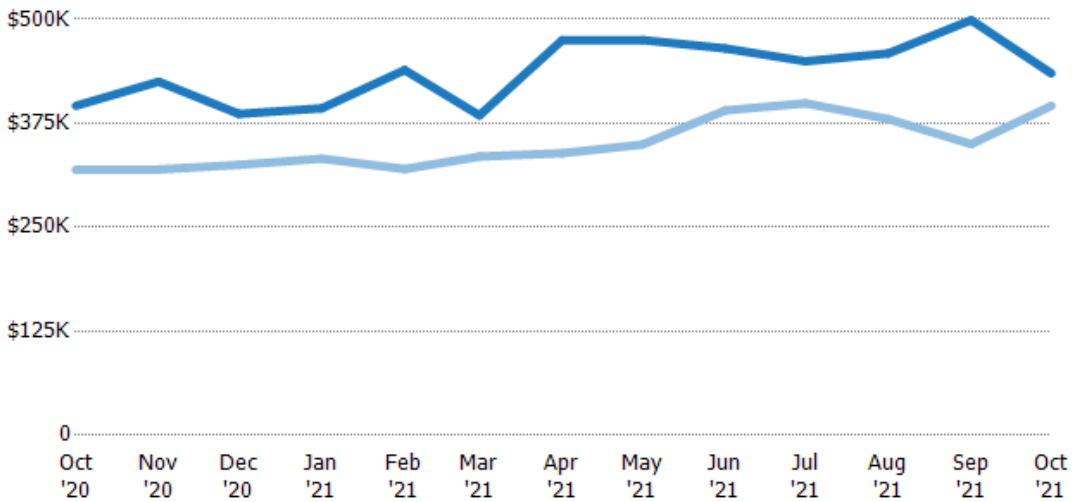
	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21
Current Year	\$869K	\$1M	\$936K	\$879K	\$953K	\$999K	\$1.04M	\$868K	\$846K	\$801K	\$869K	\$981K	\$903K
Prior Year	\$586K	\$607K	\$643K	\$657K	\$658K	\$671K	\$698K	\$703K	\$706K	\$769K	\$756K	\$833K	\$869K
Percent Change from Prior Year	48%	65%	45%	34%	45%	49%	49%	23%	20%	4%	15%	18%	4%

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



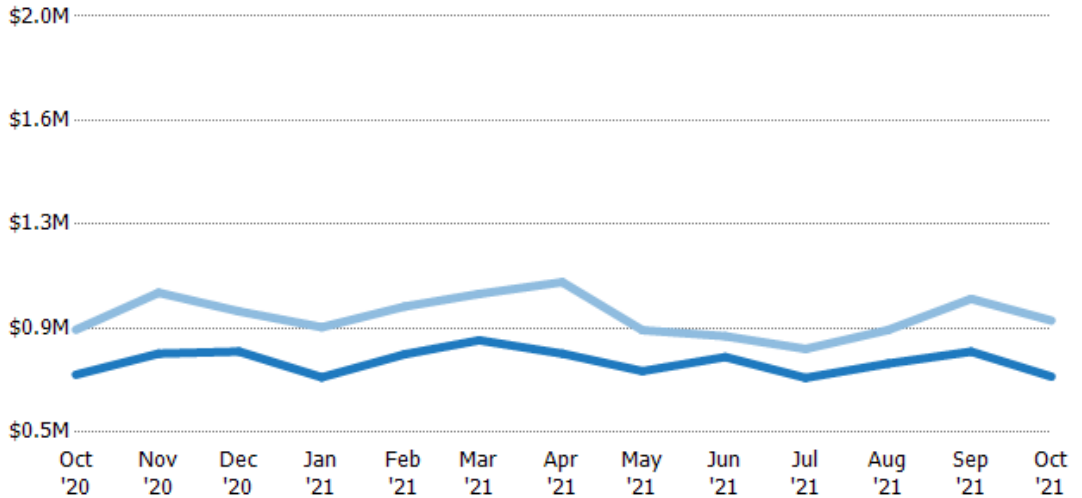
	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21
Current Year	\$396K	\$425K	\$386K	\$393K	\$439K	\$385K	\$475K	\$475K	\$465K	\$450K	\$459K	\$499K	\$435K
Prior Year	\$319K	\$320K	\$325K	\$333K	\$320K	\$335K	\$339K	\$349K	\$391K	\$399K	\$380K	\$350K	\$396K
Percent Change from Prior Year	24%	33%	19%	18%	37%	15%	40%	36%	19%	13%	21%	43%	10%

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



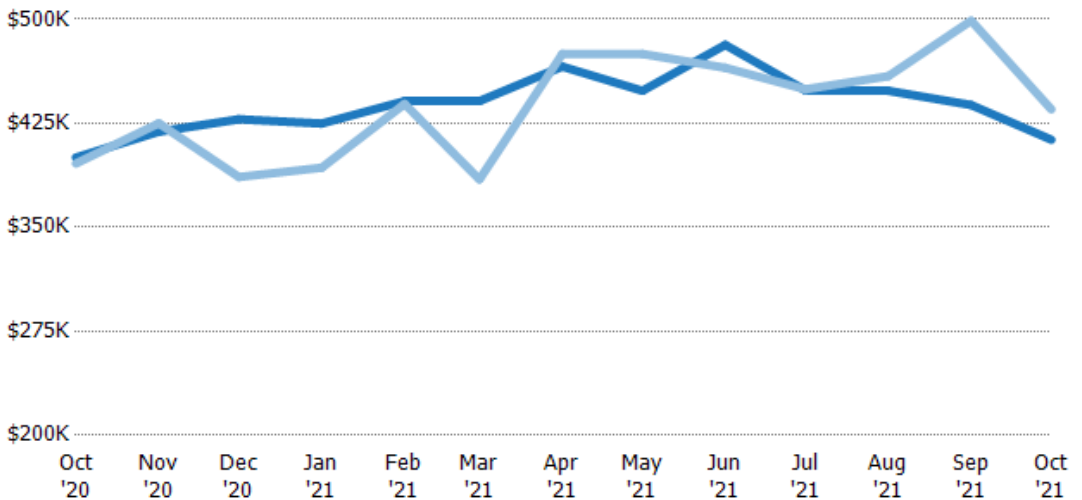
Avg Est Value	\$707K	\$784K	\$791K	\$698K	\$781K	\$832K	\$784K	\$720K	\$771K	\$696K	\$748K	\$791K	\$701K
Avg Listing Price	\$869K	\$1M	\$936K	\$879K	\$953K	\$999K	\$1.04M	\$868K	\$846K	\$801K	\$869K	\$981K	\$903K
Avg Listing Price as a % of Avg Est Value	123%	128%	118%	126%	122%	120%	133%	120%	110%	115%	116%	124%	129%

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	\$400K	\$419K	\$428K	\$425K	\$441K	\$441K	\$466K	\$448K	\$482K	\$449K	\$448K	\$438K	\$413K
Median Listing Price	\$396K	\$425K	\$386K	\$393K	\$439K	\$385K	\$475K	\$475K	\$465K	\$450K	\$459K	\$499K	\$435K
Med Listing Price as a % of Med Est Value	99%	101%	90%	93%	100%	87%	102%	106%	97%	100%	102%	114%	105%

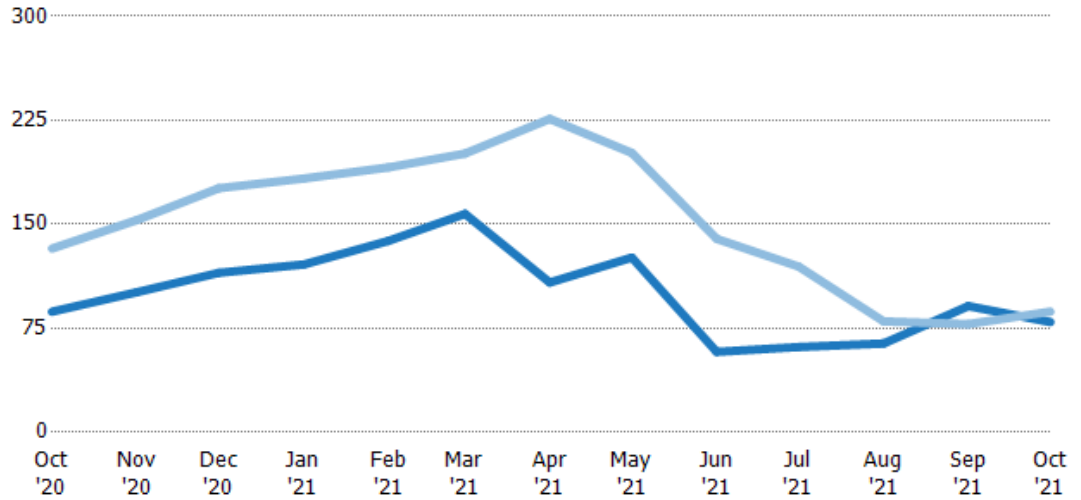
Median Days in RPR

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

Month/Year	Days	% Chg.
Oct '21	79.5	-8.6%
Oct '20	87	-34.3%
Oct '19	133	-12.5%



	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21
Current Year	87	101	115	121	138	158	108	126	58	61.5	64	91	79.5
Prior Year	133	153	176	183	191	201	226	202	140	120	80	78	87
Percent Change from Prior Year	-34%	-34%	-35%	-34%	-28%	-22%	-52%	-37%	-58%	-49%	-20%	17%	-9%

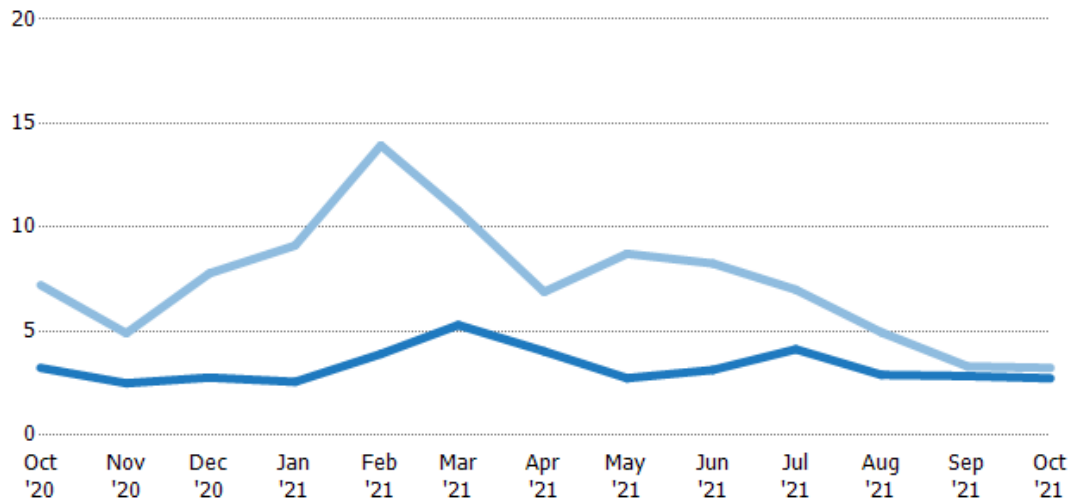
Months of Inventory

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.
Oct '21	2.74	-15.5%
Oct '20	3.24	-55.1%
Oct '19	7.22	32%



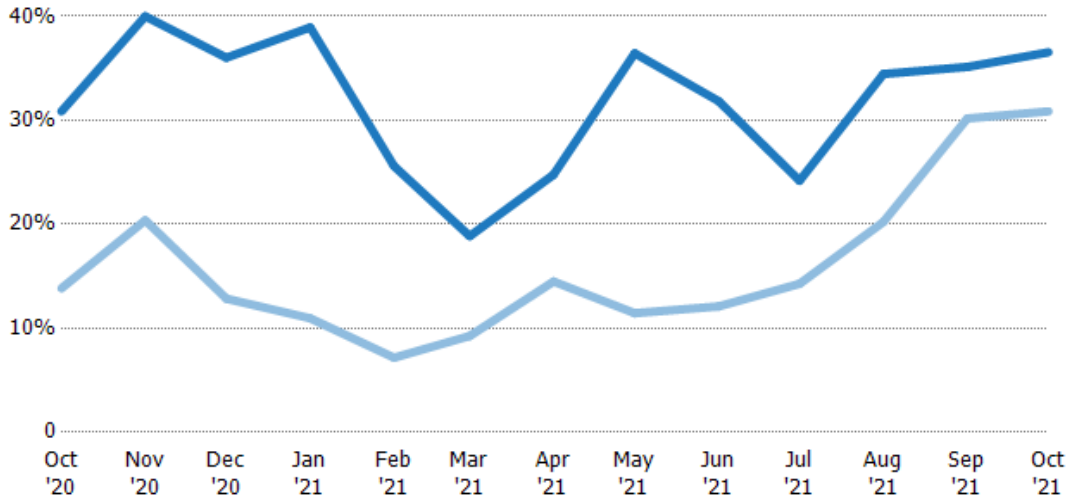
	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21
Current Year	3.24	2.5	2.78	2.57	3.91	5.3	4.04	2.74	3.14	4.13	2.9	2.85	2.74
Prior Year	7.22	4.91	7.78	9.12	13.9	10.8	6.89	8.73	8.26	7	4.94	3.31	3.24
Percent Change from Prior Year	-55%	-49%	-64%	-72%	-72%	-51%	-41%	-69%	-62%	-41%	-41%	-14%	-16%

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.
Oct '21	37%	-5.7%
Oct '20	31%	-17%
Oct '19	14%	-24.3%

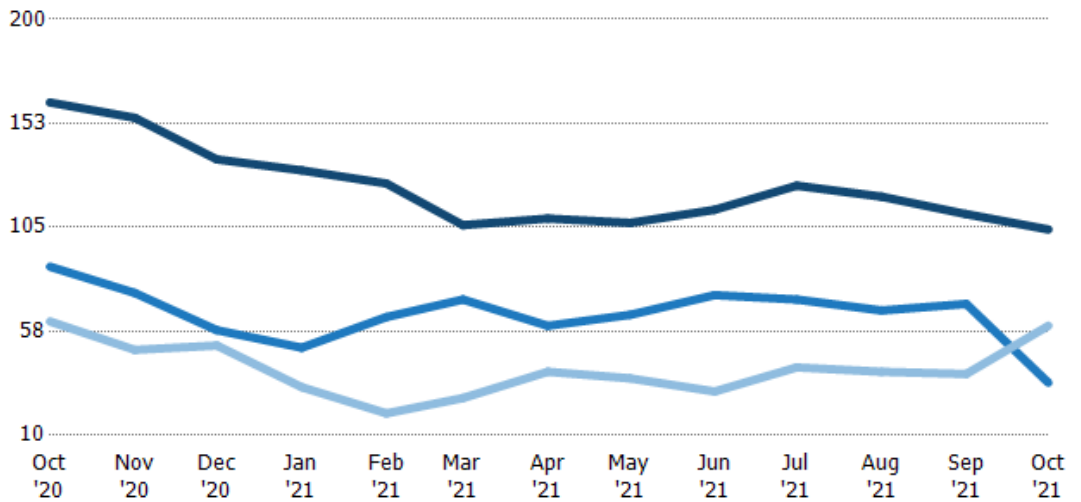
	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21
Current Year	31%	40%	36%	39%	26%	19%	25%	36%	32%	24%	34%	35%	37%
Prior Year	14%	20%	13%	11%	7%	9%	15%	11%	12%	14%	20%	30%	31%
Change from Prior Year	-17%	-20%	-23%	-28%	-18%	-10%	-10%	-25%	-20%	-10%	-14%	-5%	-6%

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



	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21
Active	162	155	136	131	125	106	109	107	113	124	119	111	104
Pending	87	75	58	50	64	72	60	65	74	72	67	70	34
Sold	62	49	51	32	20	27	39	36	30	41	39	38	60

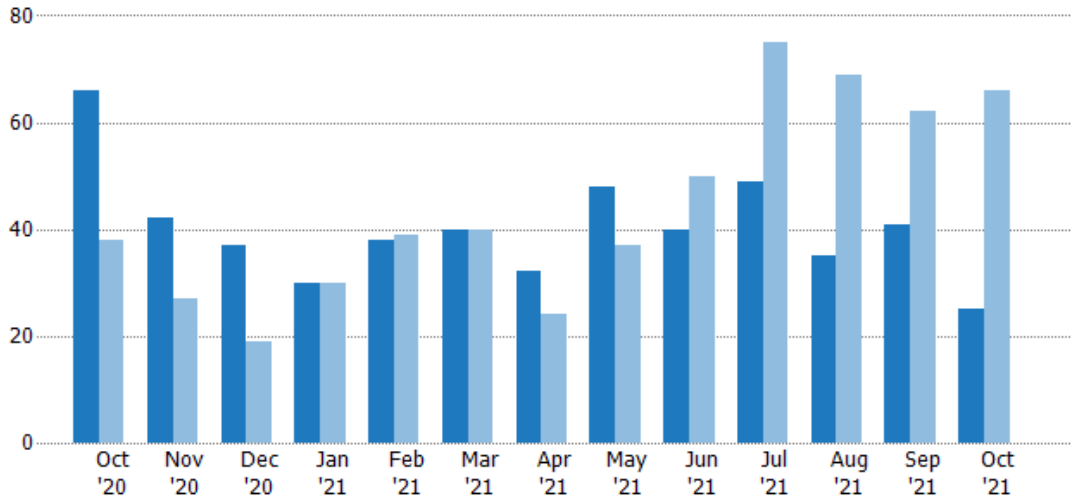
New Pending Sales

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.
Oct '21	25	-62.1%
Oct '20	66	73.7%
Oct '19	38	18.4%



Current Year	66	42	37	30	38	40	32	48	40	49	35	41	25
Prior Year	38	27	19	30	39	40	24	37	50	75	69	62	66
Percent Change from Prior Year	74%	56%	95%	0%	-3%	0%	33%	30%	-20%	-35%	-49%	-34%	-62%

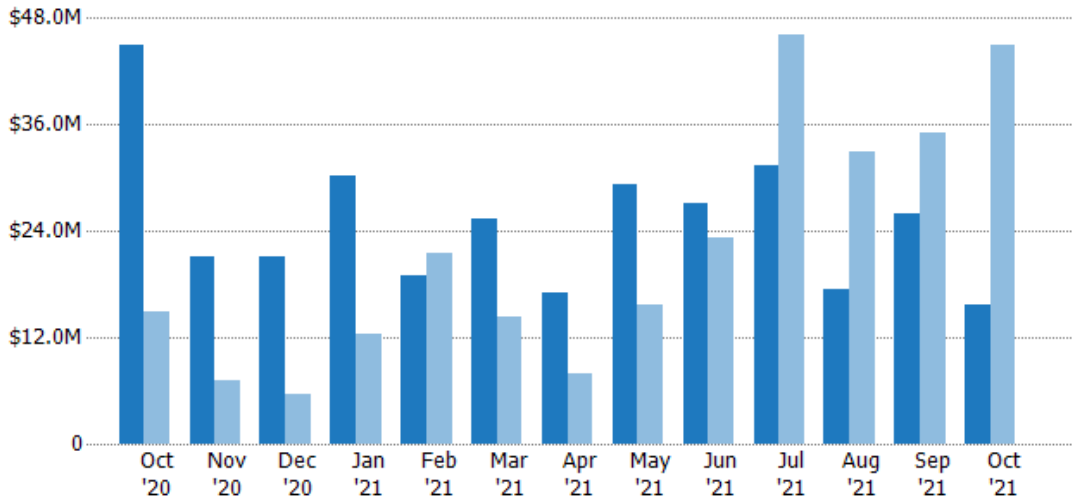
New Pending Sales Volume

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.
Oct '21	\$15.7M	-65.1%
Oct '20	\$45M	202.7%
Oct '19	\$14.9M	23.8%



Current Year	\$45M	\$21.1M	\$21.1M	\$30.2M	\$19M	\$25.3M	\$17M	\$29.3M	\$27.1M	\$31.4M	\$17.4M	\$26M	\$15.7M
Prior Year	\$14.9M	\$7.22M	\$5.62M	\$12.4M	\$21.5M	\$14.4M	\$7.89M	\$15.7M	\$23.3M	\$46.1M	\$33M	\$35M	\$45M
Percent Change from Prior Year	203%	192%	275%	144%	-12%	76%	115%	87%	16%	-32%	-47%	-26%	-65%

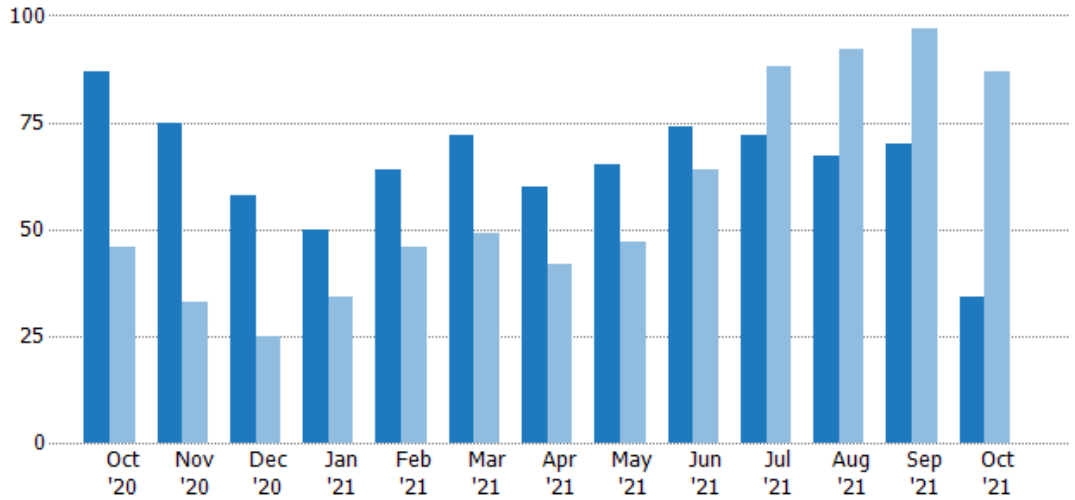
Pending Sales

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.
Oct '21	34	-60.9%
Oct '20	87	89.1%
Oct '19	46	34.8%



	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21
Current Year	87	75	58	50	64	72	60	65	74	72	67	70	34
Prior Year	46	33	25	34	46	49	42	47	64	88	92	97	87
Percent Change from Prior Year	89%	127%	132%	47%	39%	47%	43%	38%	16%	-18%	-27%	-28%	-61%

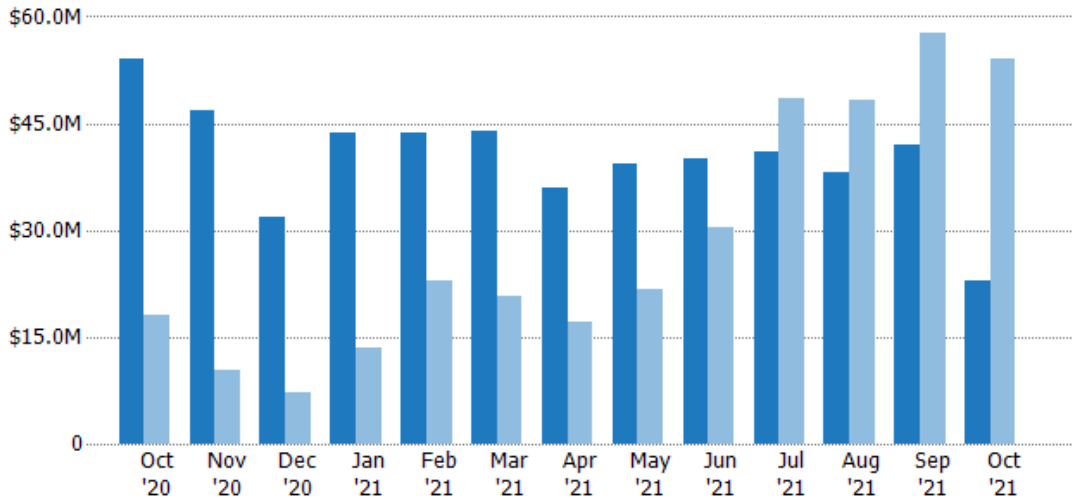
Pending Sales Volume

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.
Oct '21	\$22.9M	-57.6%
Oct '20	\$54M	197%
Oct '19	\$18.2M	45%



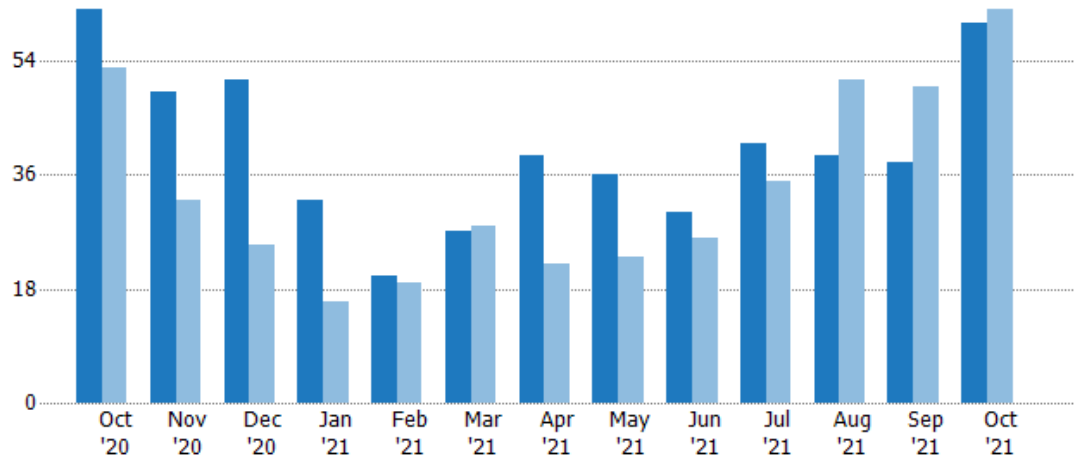
	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21
Current Year	\$54M	\$46.7M	\$31.9M	\$43.6M	\$43.7M	\$44M	\$35.8M	\$39.3M	\$40.1M	\$40.9M	\$38.2M	\$42.1M	\$22.9M
Prior Year	\$18.2M	\$10.2M	\$7.21M	\$13.5M	\$22.9M	\$20.8M	\$17.2M	\$21.8M	\$30.5M	\$48.6M	\$48.2M	\$57.8M	\$54M
Percent Change from Prior Year	197%	356%	342%	223%	91%	111%	109%	81%	32%	-16%	-21%	-27%	-58%

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



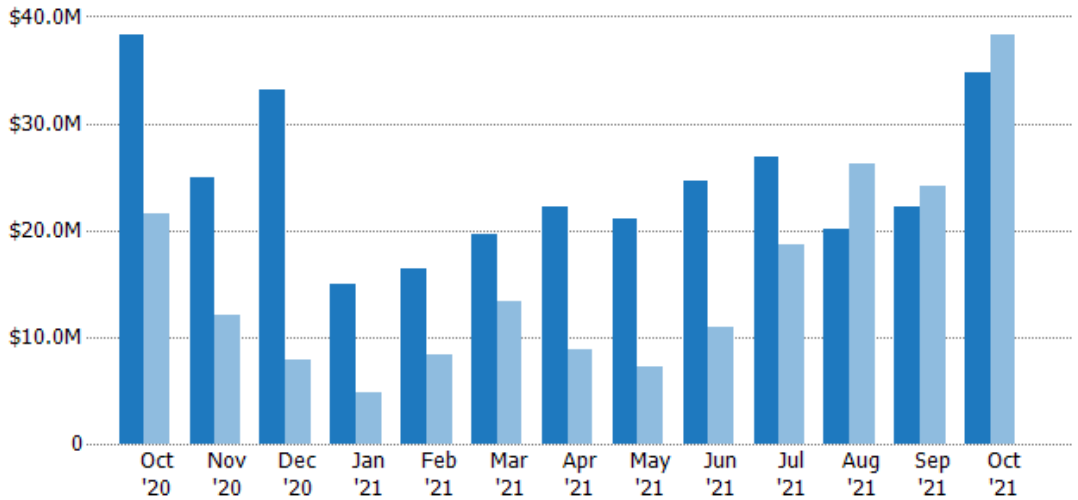
	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21
Current Year	62	49	51	32	20	27	39	36	30	41	39	38	60
Prior Year	53	32	25	16	19	28	22	23	26	35	51	50	62
Percent Change from Prior Year	17%	53%	104%	100%	5%	-4%	77%	57%	15%	17%	-24%	-24%	-3%

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



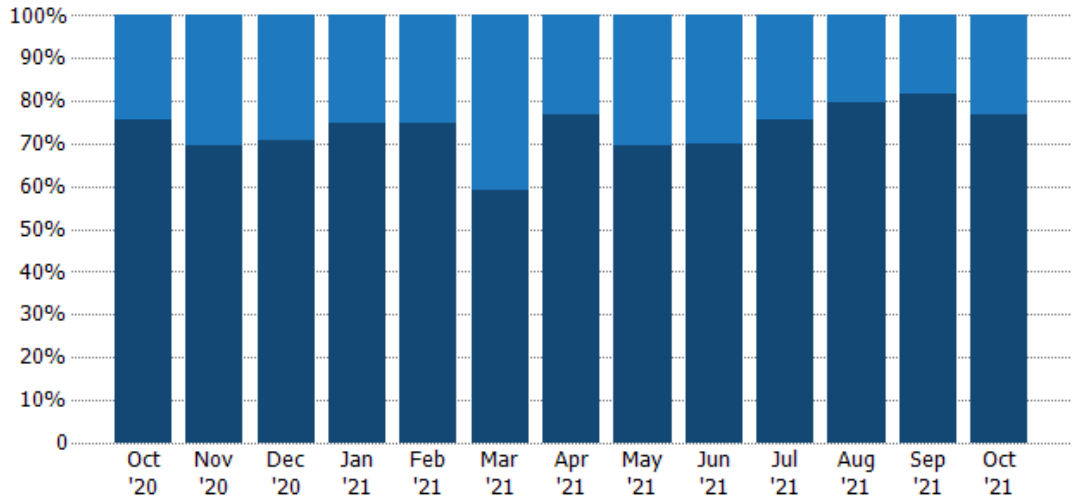
	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21
Current Year	\$38.3M	\$25M	\$33.2M	\$14.9M	\$16.4M	\$19.6M	\$22.2M	\$21.1M	\$24.6M	\$26.8M	\$20.1M	\$22.2M	\$34.8M
Prior Year	\$21.6M	\$12.1M	\$7.85M	\$4.77M	\$8.3M	\$13.3M	\$8.9M	\$7.15M	\$10.9M	\$18.6M	\$26.3M	\$24.1M	\$38.3M
Percent Change from Prior Year	77%	107%	322%	213%	98%	47%	150%	196%	125%	44%	-23%	-8%	-9%

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%	31%	29%	25%	25%	41%	23%	31%	30%	24%	21%	18%	23%
Single Family Residence	76%	69%	71%	75%	75%	59%	77%	69%	70%	76%	79%	82%	77%

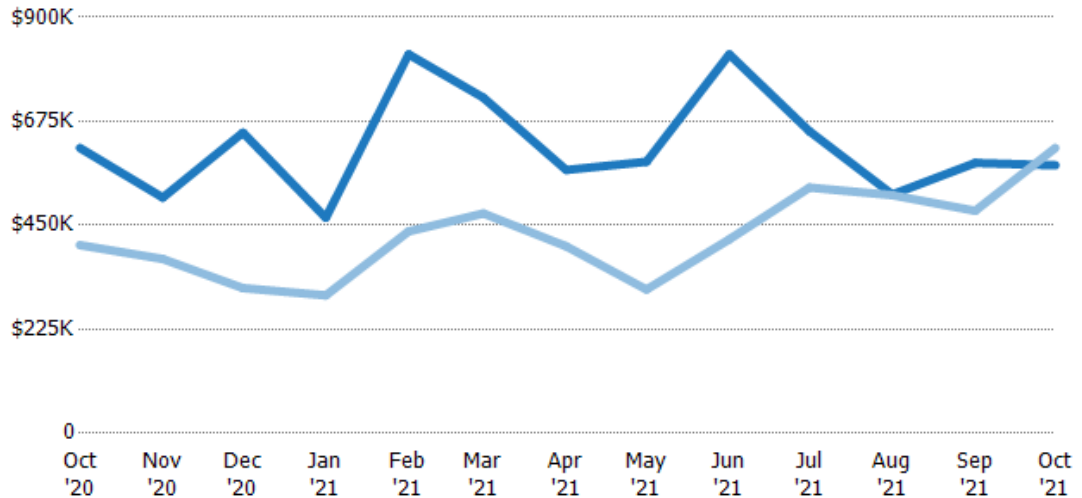
Average Sales Price

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.
Oct '21	\$580K	-6.1%
Oct '20	\$617K	51.6%
Oct '19	\$407K	5.9%



Current Year	\$617K	\$510K	\$651K	\$466K	\$820K	\$726K	\$570K	\$587K	\$820K	\$653K	\$517K	\$585K	\$580K
Prior Year	\$407K	\$377K	\$314K	\$298K	\$437K	\$476K	\$404K	\$311K	\$420K	\$532K	\$515K	\$481K	\$617K
Percent Change from Prior Year	52%	35%	107%	56%	88%	53%	41%	89%	95%	23%	0%	22%	-6%

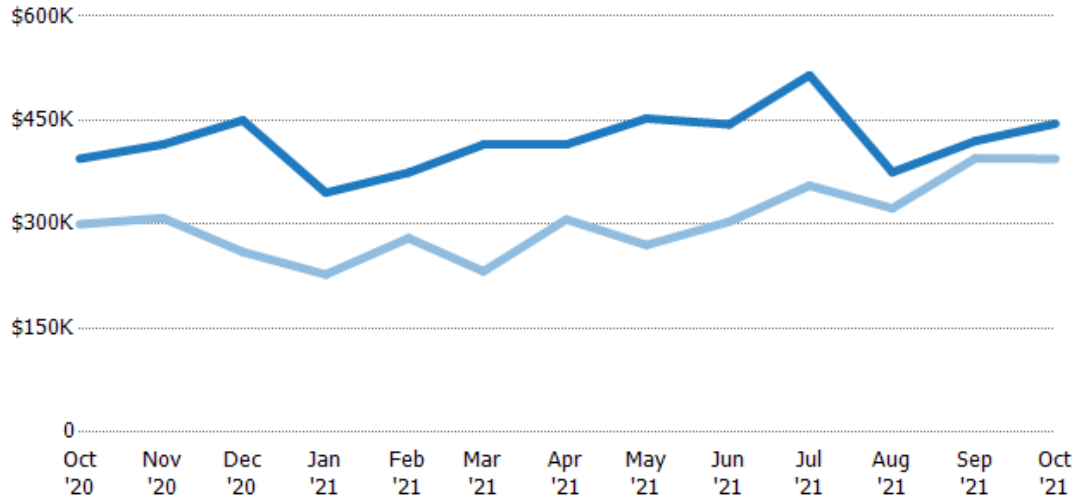
Median Sales Price

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.
Oct '21	\$445K	12.8%
Oct '20	\$395K	31.5%
Oct '19	\$300K	7.2%



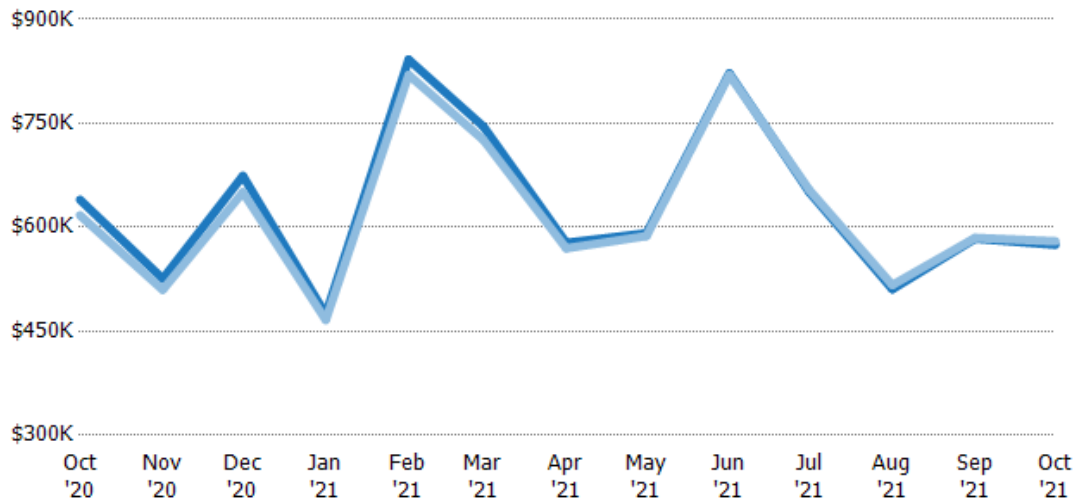
Current Year	\$395K	\$415K	\$450K	\$346K	\$375K	\$415K	\$415K	\$453K	\$444K	\$515K	\$375K	\$420K	\$445K
Prior Year	\$300K	\$309K	\$260K	\$228K	\$280K	\$232K	\$307K	\$270K	\$304K	\$356K	\$323K	\$395K	\$395K
Percent Change from Prior Year	32%	34%	73%	52%	34%	79%	35%	68%	46%	45%	16%	6%	13%

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



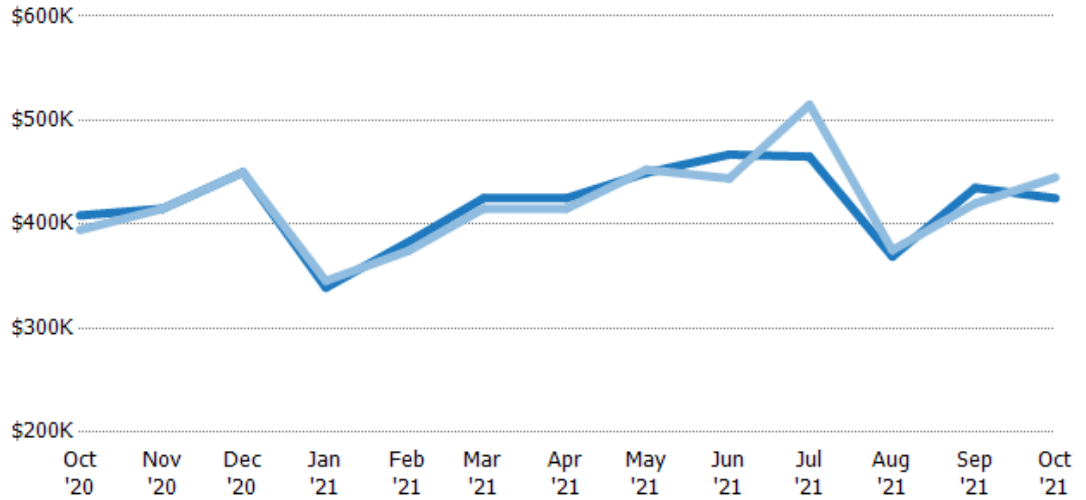
Avg List Price	\$640K	\$526K	\$674K	\$474K	\$842K	\$745K	\$578K	\$591K	\$822K	\$650K	\$511K	\$584K	\$575K
Avg Sales Price	\$617K	\$510K	\$651K	\$466K	\$820K	\$726K	\$570K	\$587K	\$820K	\$653K	\$517K	\$585K	\$580K
Avg Sales Price as a % of Avg List Price	96%	97%	96%	98%	97%	97%	99%	99%	100%	100%	101%	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

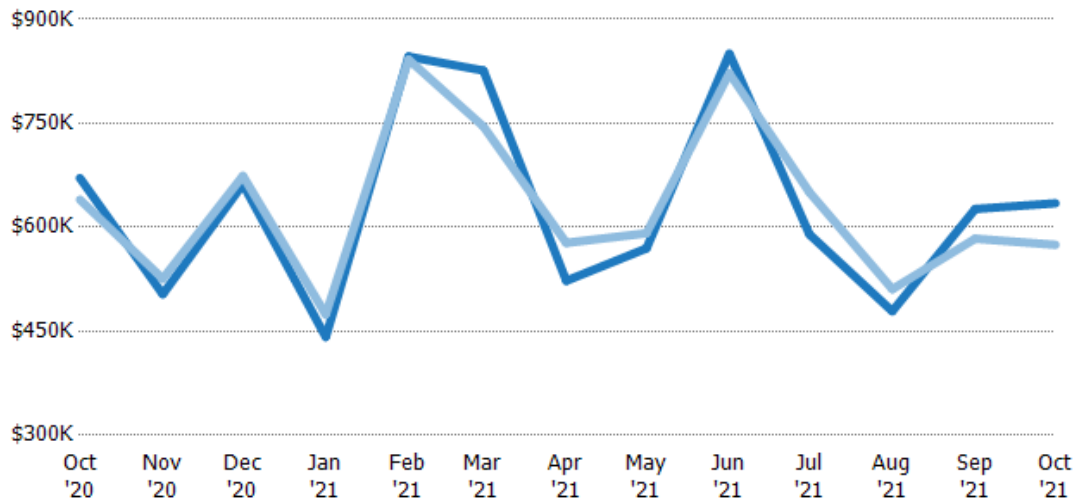


Average Sales Price vs Average Est Value

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

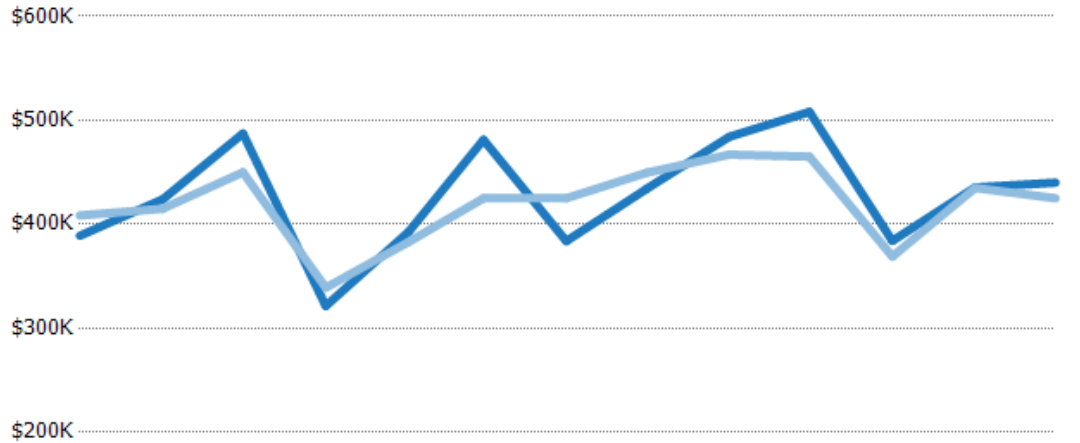


Median Sales Price vs Median Est Value

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



	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21
Median Est Value	\$389K	\$424K	\$487K	\$321K	\$393K	\$481K	\$384K	\$434K	\$484K	\$508K	\$384K	\$435K	\$440K
Median Sales Price	\$409K	\$415K	\$450K	\$339K	\$383K	\$425K	\$425K	\$450K	\$467K	\$465K	\$369K	\$435K	\$425K
Med Sales Price as a % of Med Est Value	105%	98%	92%	105%	98%	88%	111%	104%	96%	92%	96%	100%	97%