

Summary of Key Listing and Sales Metrics

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

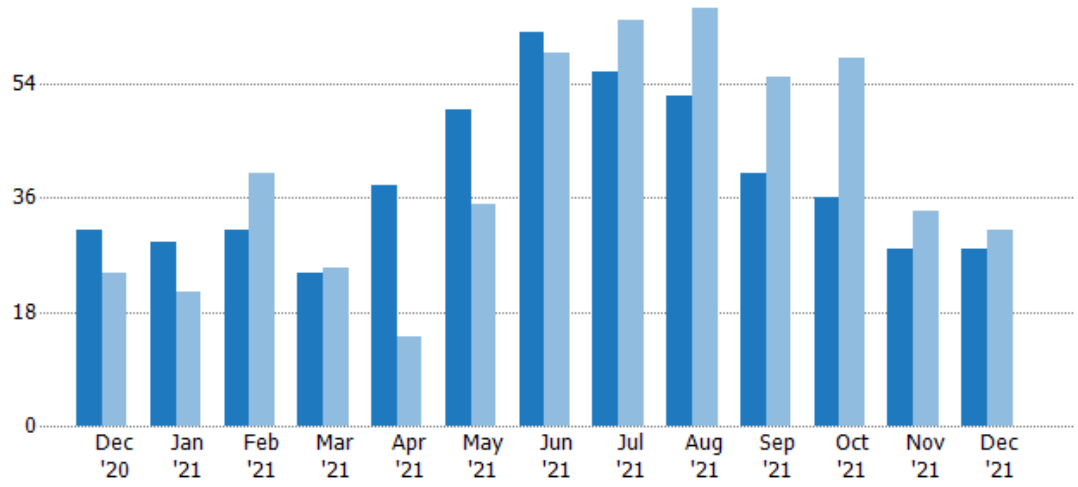
Key Metrics	Dec 2021	Dec 2020	+ / -	YTD 2021	YTD 2020	+ / -
Listing Activity Charts Metrics						
New Listing Count	28	31	-9.7%	474	502	-5.6%
New Listing Volume	\$19,914,800	\$16,657,990	+19.6%	\$307,615,664	\$307,005,299	+0.2%
Active Listing Count	87	137	-36.5%	N/A	N/A	
Active Listing Volume	\$64,942,700	\$128,662,200	-49.5%	N/A	N/A	
Average Listing Price	\$746,468	\$939,140	-20.5%	\$909,318	\$747,927	+21.6%
Median Listing Price	\$425,000	\$379,500	+12%	\$446,706	\$357,982	+24.8%
Median Days in RPR	121	111	+9%	104.3	126.89	-17.8%
Months of Inventory	2.4	2.7	-12.5%	3	6.1	-50.4%
Absorption Rate	42.53%	37.23%	+5.3%	32.88%	16.31%	+16.6%
Sales Activity Charts Metrics						
New Pending Sales Count	15	37	-59.5%	434	571	-24%
New Pending Sales Volume	\$17,858,000	\$21,089,790	-15.3%	\$279,233,164	\$296,492,449	-5.8%
Pending Sales Count	24	59	-59.3%	N/A	N/A	
Pending Sales Volume	\$22,920,300	\$32,104,890	-28.6%	N/A	N/A	
Closed Sales Count	31	51	-39.2%	433	439	-1.4%
Closed Sales Volume	\$20,550,761	\$33,178,402	-38.1%	\$267,969,465	\$222,580,137	+20.4%
Average Sales Price	\$662,928	\$650,557	+1.9%	\$618,867	\$507,016	+22.1%
Median Sales Price	\$410,000	\$450,000	-8.9%	\$428,628	\$355,559	+20.6%

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.
Dec '21	28	-9.7%
Dec '20	31	29.2%
Dec '19	24	16.7%

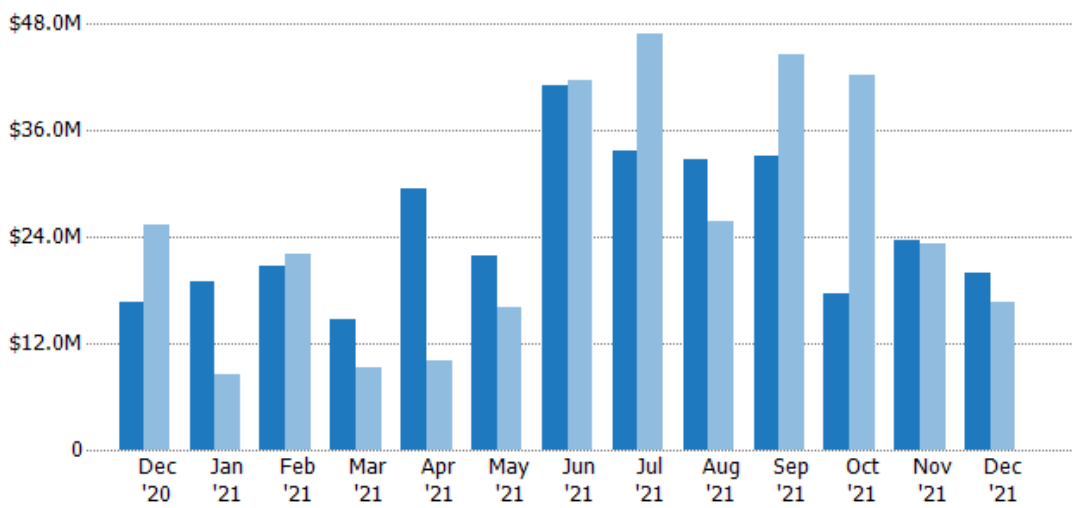
	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21
Current Year	31	29	31	24	38	50	62	56	52	40	36	28	28
Prior Year	24	21	40	25	14	35	59	64	66	55	58	34	31
Percent Change from Prior Year	29%	38%	-23%	-4%	171%	43%	5%	-13%	-21%	-27%	-38%	-18%	-10%

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.
Dec '21	\$19.9M	19.6%
Dec '20	\$16.7M	-34.2%
Dec '19	\$25.3M	-51.3%

	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21
Current Year	\$16.7M	\$18.9M	\$20.7M	\$14.7M	\$29.5M	\$21.9M	\$41.1M	\$33.7M	\$32.8M	\$33.2M	\$17.6M	\$23.6M	\$19.9M
Prior Year	\$25.3M	\$8.43M	\$22.2M	\$9.27M	\$9.98M	\$16.1M	\$41.6M	\$46.9M	\$25.7M	\$44.5M	\$42.3M	\$23.3M	\$16.7M
Percent Change from Prior Year	-34%	125%	-7%	59%	196%	36%	-1%	-28%	27%	-25%	-58%	1%	20%

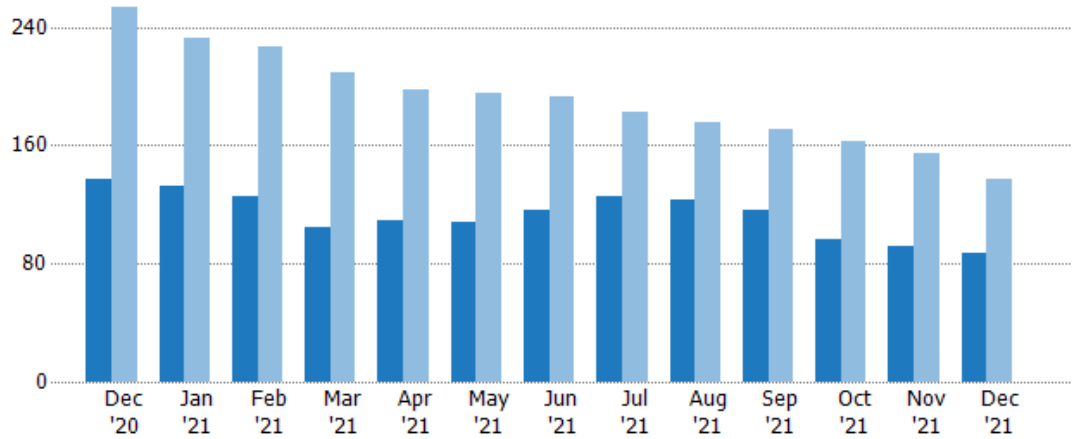
Active Listings

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

Month/Year	Count	% Chg.
Dec '21	87	-36.5%
Dec '20	137	-45.8%
Dec '19	253	-4.3%



	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21
Current Year	137	132	125	105	109	108	116	126	123	116	96	92	87
Prior Year	253	232	227	209	198	195	193	183	175	171	163	155	137
Percent Change from Prior Year	-46%	-43%	-45%	-50%	-45%	-45%	-40%	-31%	-30%	-32%	-41%	-41%	-36%

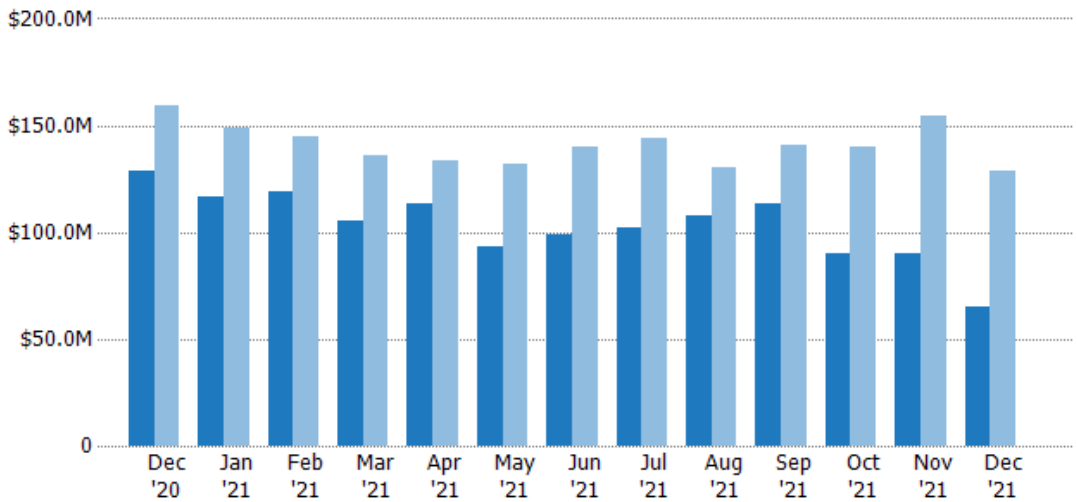
Active Listing Volume

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

Month/Year	Volume	% Chg.
Dec '21	\$64.9M	-49.5%
Dec '20	\$129M	-19.1%
Dec '19	\$159M	-25.3%



	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21
Current Year	\$129M	\$116M	\$119M	\$105M	\$113M	\$92.9M	\$99.1M	\$102M	\$107M	\$113M	\$90.3M	\$90.1M	\$64.9M
Prior Year	\$159M	\$149M	\$145M	\$136M	\$133M	\$132M	\$140M	\$144M	\$130M	\$141M	\$140M	\$155M	\$129M
Percent Change from Prior Year	-19%	-22%	-18%	-23%	-15%	-30%	-29%	-29%	-18%	-20%	-36%	-42%	-50%

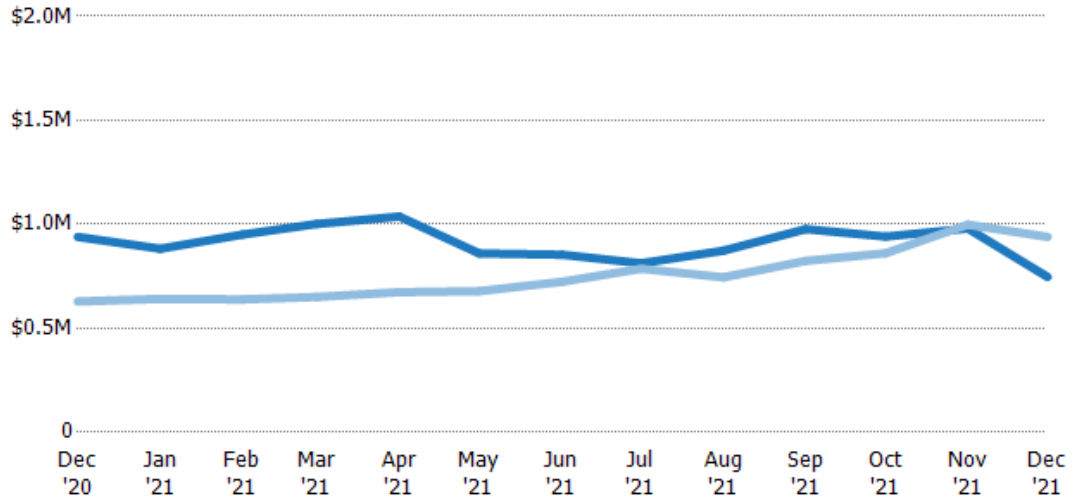
Average Listing Price

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

Month/Year	Price	% Chg.
Dec '21	\$746K	-20.5%
Dec '20	\$939K	49.4%
Dec '19	\$629K	-21.9%



Current Year	\$939K	\$882K	\$950K	\$1M	\$1.04M	\$860K	\$854K	\$813K	\$873K	\$977K	\$941K	\$979K	\$746K
Prior Year	\$629K	\$641K	\$639K	\$650K	\$674K	\$678K	\$723K	\$786K	\$745K	\$824K	\$861K	\$998K	\$939K
Percent Change from Prior Year	49%	38%	49%	54%	54%	27%	18%	3%	17%	18%	9%	-2%	-21%

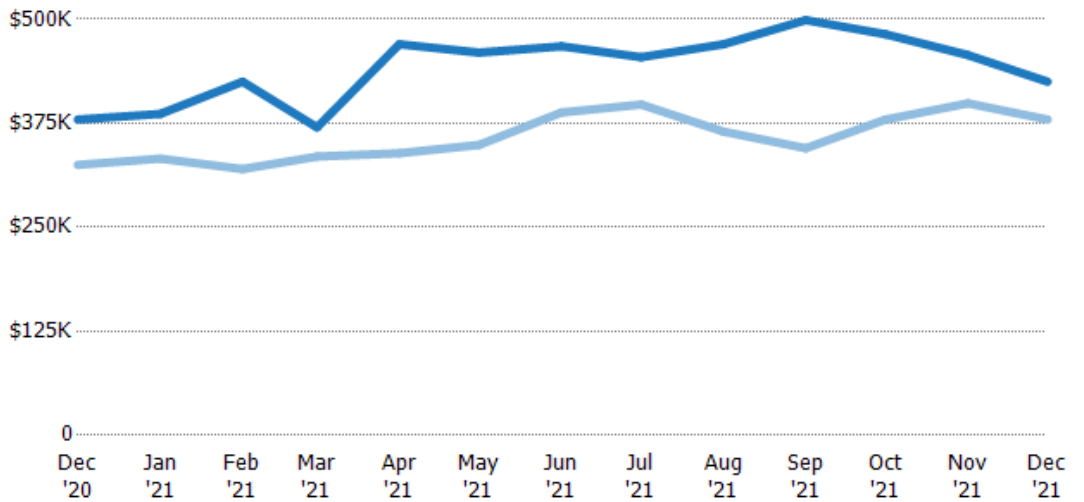
Median Listing Price

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

Month/Year	Price	% Chg.
Dec '21	\$425K	12%
Dec '20	\$380K	16.8%
Dec '19	\$325K	-5.8%



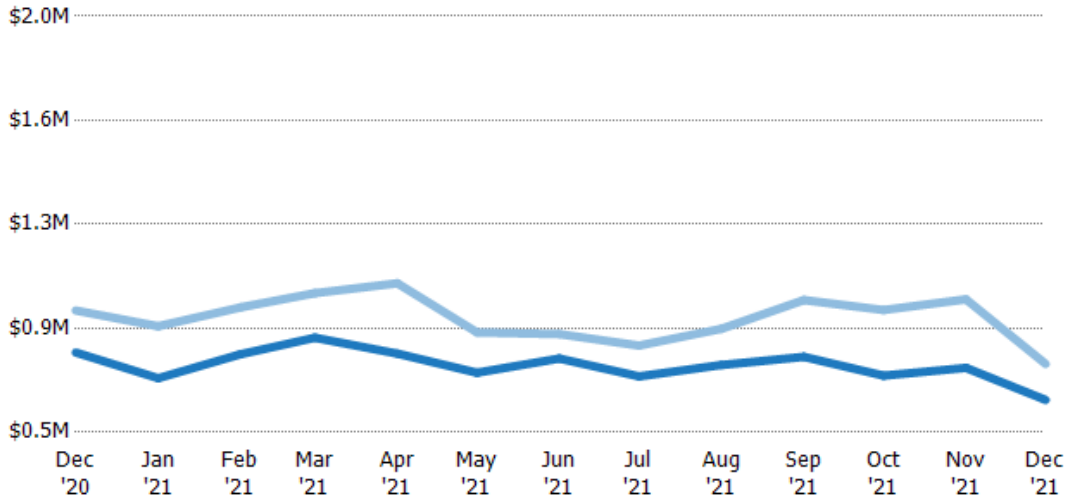
Current Year	\$380K	\$386K	\$425K	\$370K	\$470K	\$460K	\$468K	\$455K	\$470K	\$499K	\$482K	\$457K	\$425K
Prior Year	\$325K	\$333K	\$320K	\$335K	\$339K	\$349K	\$388K	\$398K	\$365K	\$345K	\$380K	\$399K	\$380K
Percent Change from Prior Year	17%	16%	33%	10%	39%	32%	20%	14%	29%	45%	27%	15%	12%

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



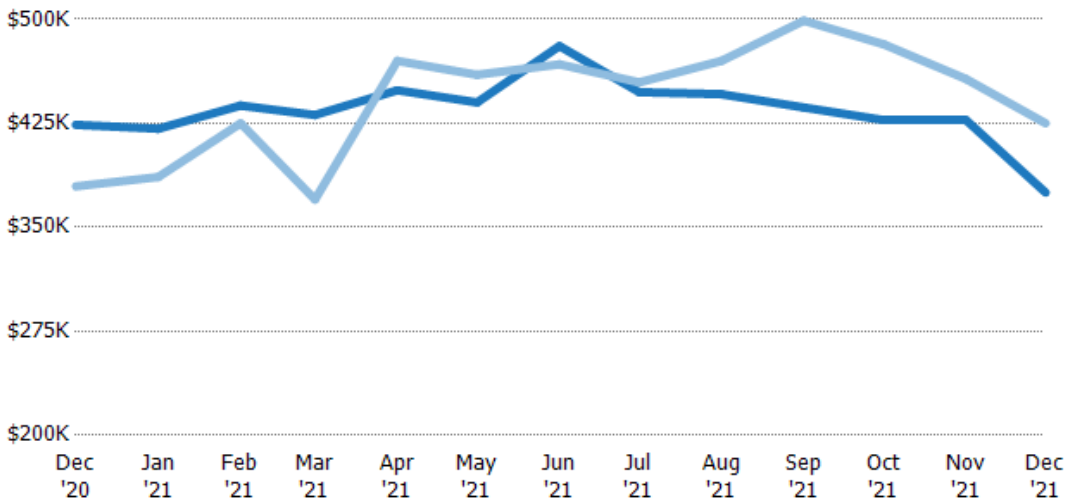
Avg Est Value	\$787K	\$695K	\$781K	\$841K	\$784K	\$715K	\$766K	\$701K	\$743K	\$772K	\$704K	\$732K	\$616K
Avg Listing Price	\$939K	\$882K	\$950K	\$1M	\$1.04M	\$860K	\$854K	\$813K	\$873K	\$977K	\$941K	\$979K	\$746K
Avg Listing Price as a % of Avg Est Value	119%	127%	122%	119%	132%	120%	111%	116%	118%	127%	134%	134%	121%

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



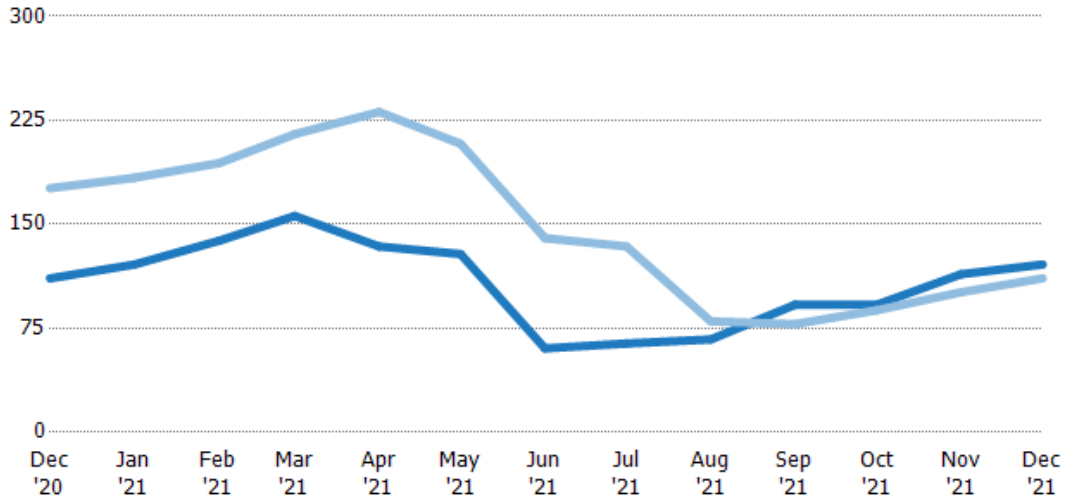
Median Est Value	\$424K	\$421K	\$438K	\$431K	\$449K	\$440K	\$481K	\$447K	\$446K	\$436K	\$427K	\$427K	\$375K
Median Listing Price	\$380K	\$386K	\$425K	\$370K	\$470K	\$460K	\$468K	\$455K	\$470K	\$499K	\$482K	\$457K	\$425K
Med Listing Price as a % of Med Est Value	90%	92%	97%	86%	105%	105%	97%	102%	105%	114%	113%	107%	113%

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



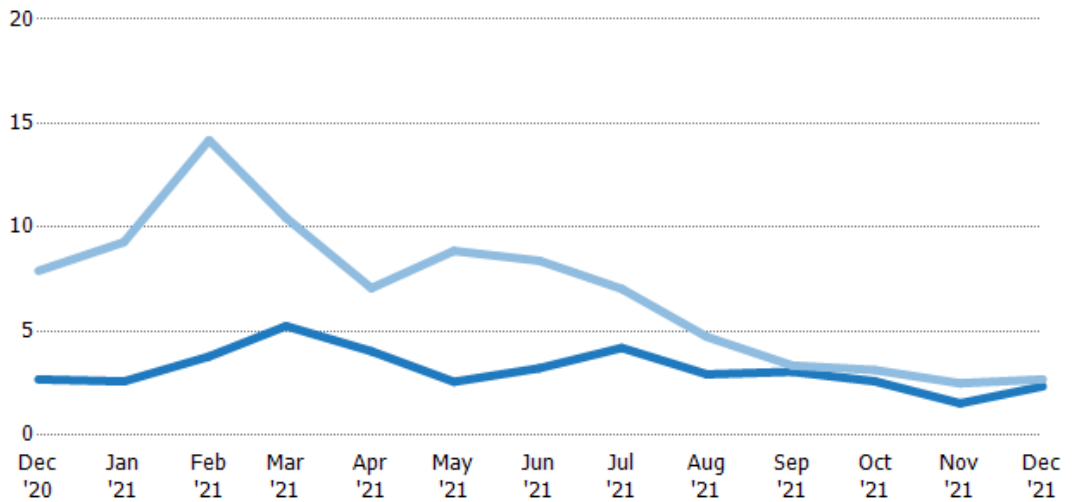
	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21
Current Year	111	121	138	156	134	129	60.5	64	67	92	92	114	121
Prior Year	176	184	194	215	231	208	140	134	80	78	88	101	111
Percent Change from Prior Year	-37%	-34%	-29%	-27%	-42%	-38%	-57%	-52%	-16%	18%	5%	13%	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



	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21
Current Year	2.69	2.59	3.79	5.25	4.04	2.57	3.22	4.2	2.93	3.05	2.59	1.53	2.35
Prior Year	7.91	9.28	14.2	10.5	7.07	8.86	8.39	7.04	4.73	3.35	3.13	2.5	2.69
Percent Change from Prior Year	-66%	-72%	-73%	-50%	-43%	-71%	-62%	-40%	-38%	-9%	-17%	-39%	-12%

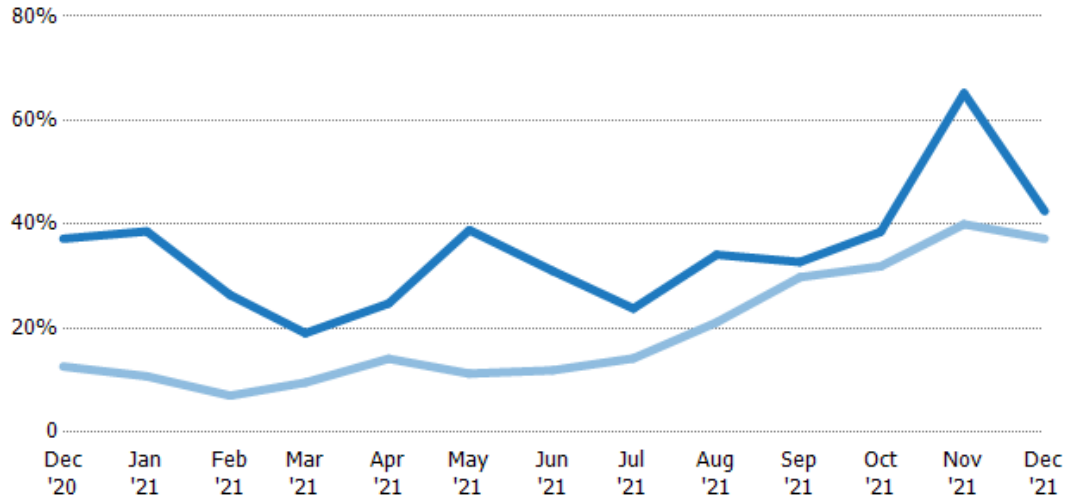
Absorption Rate

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.
Dec '21	43%	-5.3%
Dec '20	37%	-24.6%
Dec '19	13%	34%



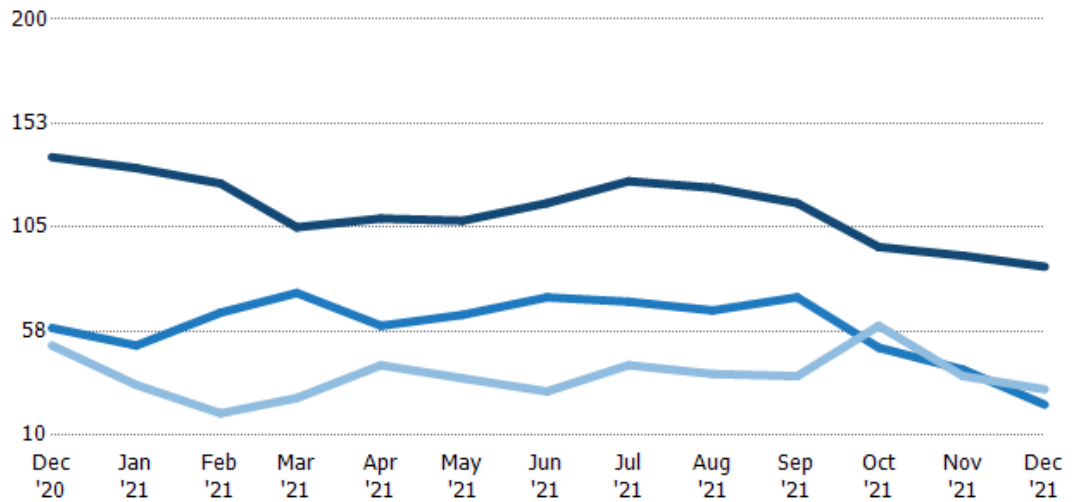
Current Year	37%	39%	26%	19%	25%	39%	31%	24%	34%	33%	39%	65%	43%
Prior Year	13%	11%	7%	10%	14%	11%	12%	14%	21%	30%	32%	40%	37%
Change from Prior Year	-25%	-28%	-19%	-9%	-11%	-28%	-19%	-10%	-13%	-3%	-7%	-25%	-5%

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



Active	137	132	125	105	109	108	116	126	123	116	96	92	87
Pending	59	51	66	75	60	65	73	71	67	73	50	40	24
Sold	51	33	20	27	42	36	30	42	38	37	60	37	31

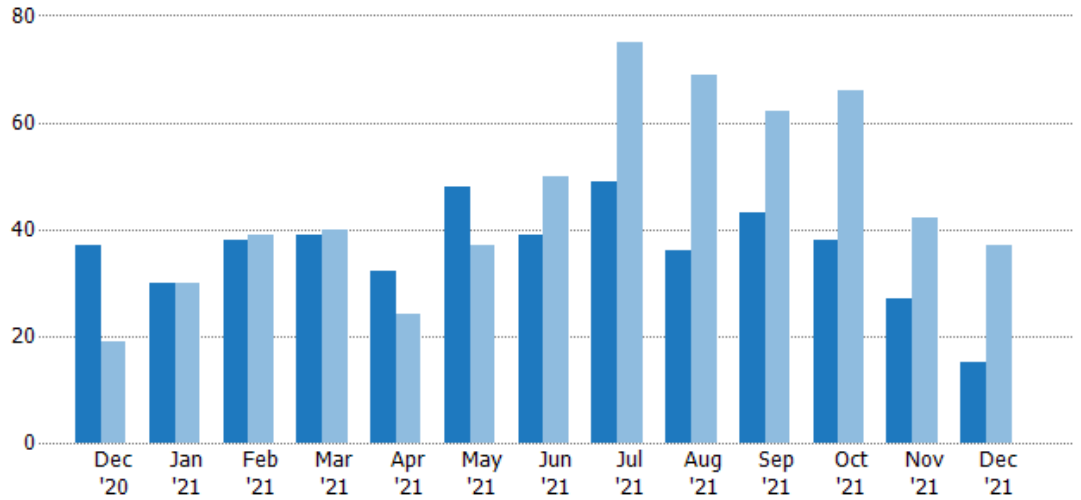
New Pending Sales

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.
Dec '21	15	-59.5%
Dec '20	37	94.7%
Dec '19	19	15.8%



Current Year	37	30	38	39	32	48	39	49	36	43	38	27	15
Prior Year	19	30	39	40	24	37	50	75	69	62	66	42	37
Percent Change from Prior Year	95%	0%	-3%	-3%	33%	30%	-22%	-35%	-48%	-31%	-42%	-36%	-59%

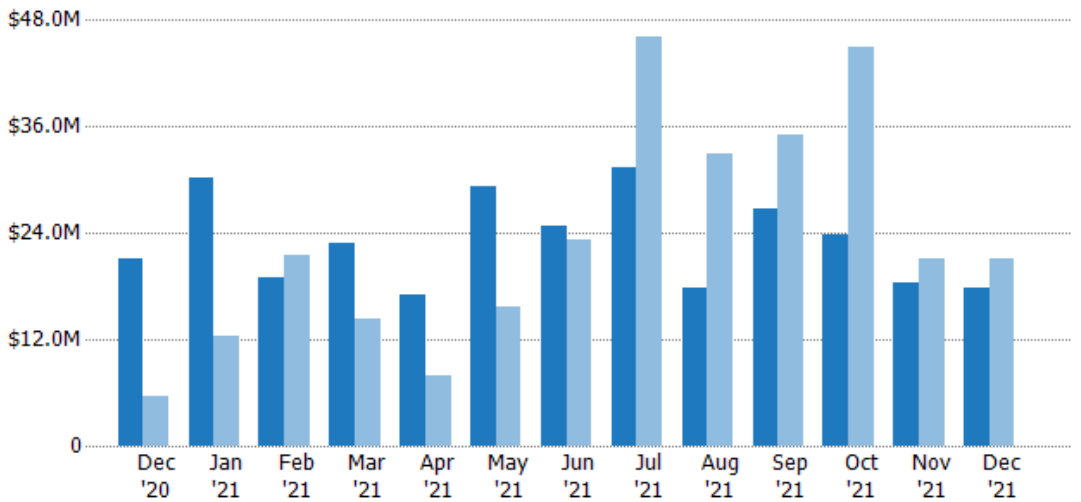
New Pending Sales Volume

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.
Dec '21	\$17.9M	-15.3%
Dec '20	\$21.1M	275%
Dec '19	\$5.62M	54.9%



Current Year	\$21.1M	\$30.2M	\$19M	\$22.9M	\$17M	\$29.3M	\$24.8M	\$31.4M	\$17.8M	\$26.7M	\$23.8M	\$18.4M	\$17.9M
Prior Year	\$5.62M	\$12.4M	\$21.5M	\$14.4M	\$7.89M	\$15.7M	\$23.3M	\$46.1M	\$33M	\$35M	\$45M	\$21.1M	\$21.1M
Percent Change from Prior Year	275%	144%	-12%	60%	115%	87%	6%	-32%	-46%	-24%	-47%	-13%	-15%

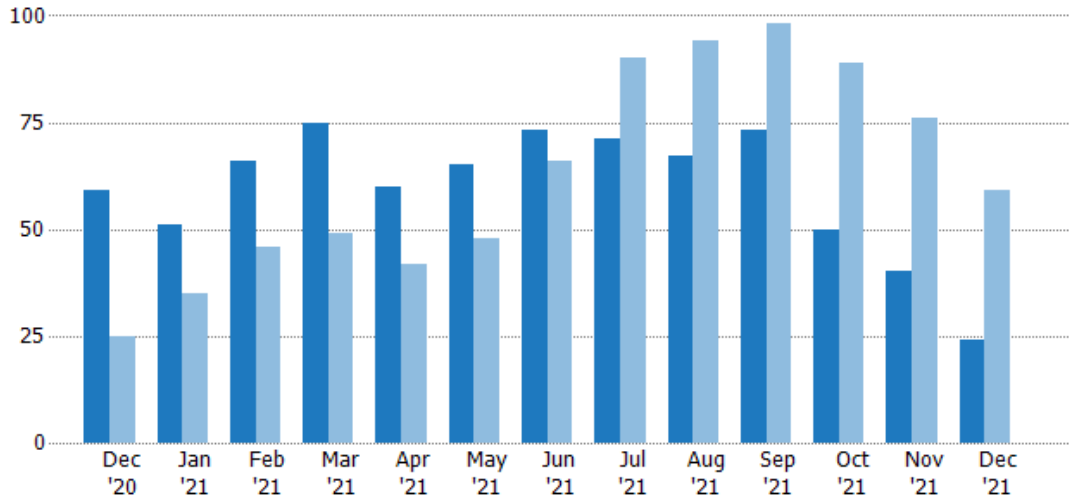
Pending Sales

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.
Dec '21	24	-59.3%
Dec '20	59	136%
Dec '19	25	20%



Current Year	59	51	66	75	60	65	73	71	67	73	50	40	24
Prior Year	25	35	46	49	42	48	66	90	94	98	89	76	59
Percent Change from Prior Year	136%	46%	43%	53%	43%	35%	11%	-21%	-29%	-26%	-44%	-47%	-59%

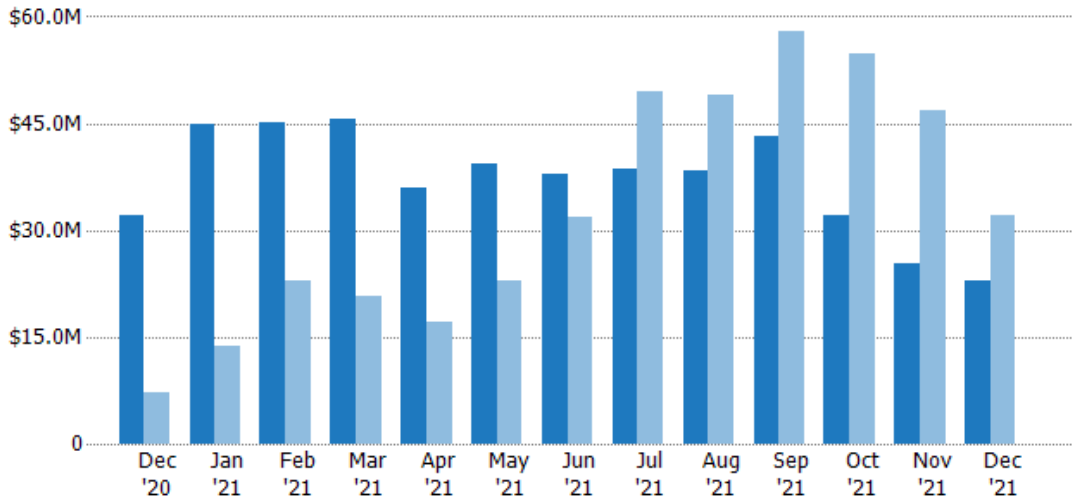
Pending Sales Volume

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.
Dec '21	\$22.9M	-28.6%
Dec '20	\$32.1M	345%
Dec '19	\$7.21M	79.9%



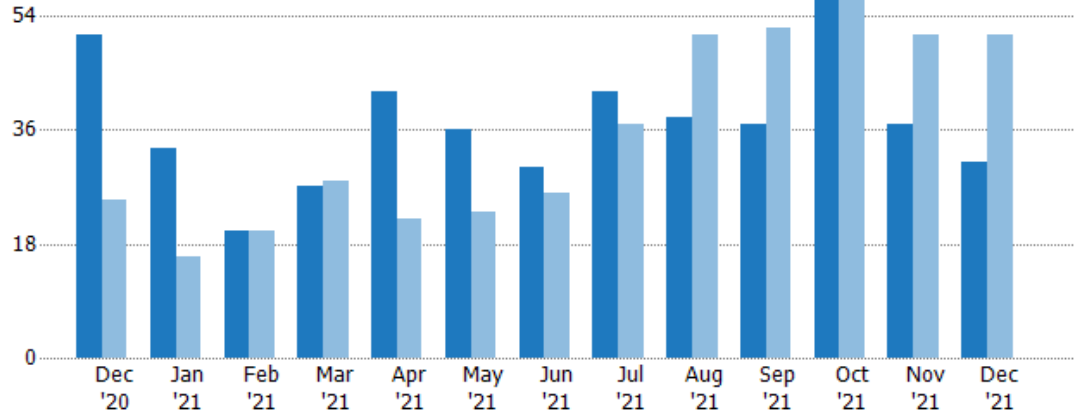
Current Year	\$32.1M	\$44.9M	\$45.1M	\$45.7M	\$35.8M	\$39.3M	\$37.8M	\$38.7M	\$38.3M	\$43.1M	\$32.1M	\$25.3M	\$22.9M
Prior Year	\$7.21M	\$13.6M	\$22.9M	\$20.8M	\$17.2M	\$22.9M	\$31.8M	\$49.4M	\$49M	\$57.9M	\$54.9M	\$46.9M	\$32.1M
Percent Change from Prior Year	345%	229%	97%	120%	109%	72%	19%	-22%	-22%	-26%	-41%	-46%	-29%

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



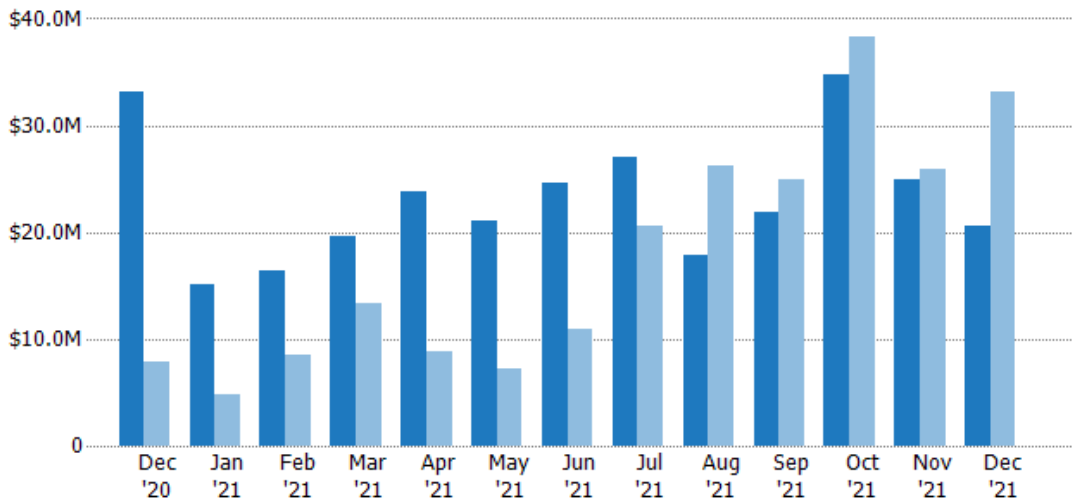
	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21
Current Year	51	33	20	27	42	36	30	42	38	37	60	37	31
Prior Year	25	16	20	28	22	23	26	37	51	52	62	51	51
Percent Change from Prior Year	104%	106%	0%	-4%	91%	57%	15%	14%	-25%	-29%	-3%	-27%	-39%

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



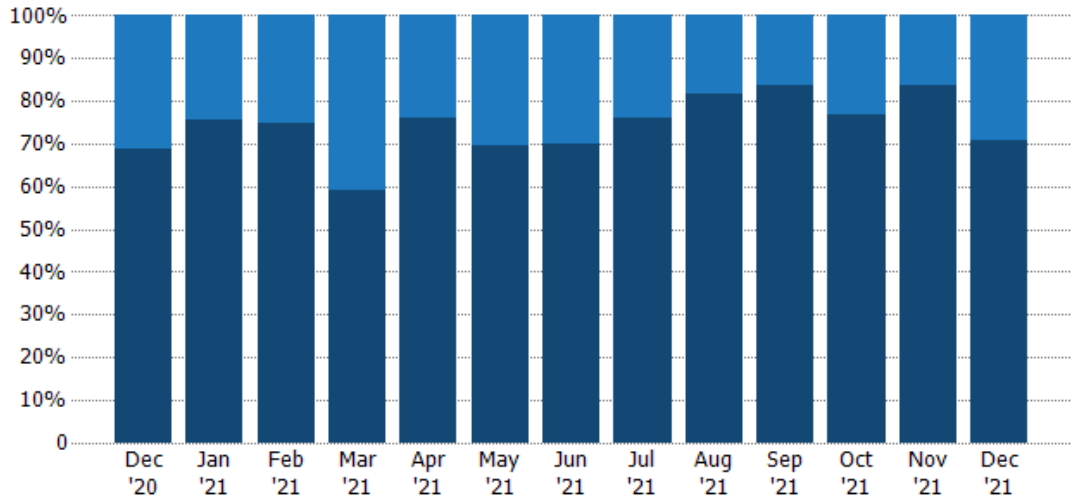
	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21
Current Year	\$33.2M	\$15.1M	\$16.4M	\$19.6M	\$23.8M	\$21.1M	\$24.6M	\$27.1M	\$17.9M	\$21.9M	\$34.8M	\$25M	\$20.6M
Prior Year	\$7.85M	\$4.77M	\$8.45M	\$13.3M	\$8.9M	\$7.15M	\$10.9M	\$20.6M	\$26.3M	\$24.9M	\$38.3M	\$25.9M	\$33.2M
Percent Change from Prior Year	322%	217%	94%	47%	168%	196%	125%	31%	-32%	-12%	-9%	-3%	-38%

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



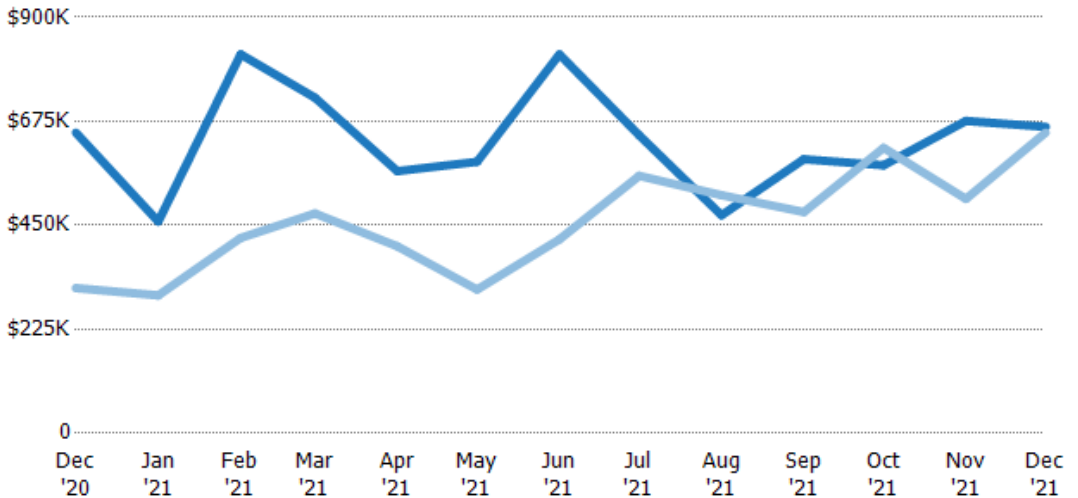
Property Type	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21
Condo/Townhouse	31%	24%	25%	41%	24%	31%	30%	24%	18%	16%	23%	16%	29%
Single Family Residence	69%	76%	75%	59%	76%	69%	70%	76%	82%	84%	77%	84%	71%

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



Property Type	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21
Current Year	\$651K	\$458K	\$820K	\$726K	\$567K	\$587K	\$820K	\$645K	\$472K	\$593K	\$580K	\$676K	\$663K
Prior Year	\$314K	\$298K	\$423K	\$476K	\$404K	\$311K	\$420K	\$557K	\$515K	\$479K	\$617K	\$507K	\$651K
Percent Change from Prior Year	107%	54%	94%	53%	40%	89%	95%	16%	-8%	24%	-6%	33%	2%

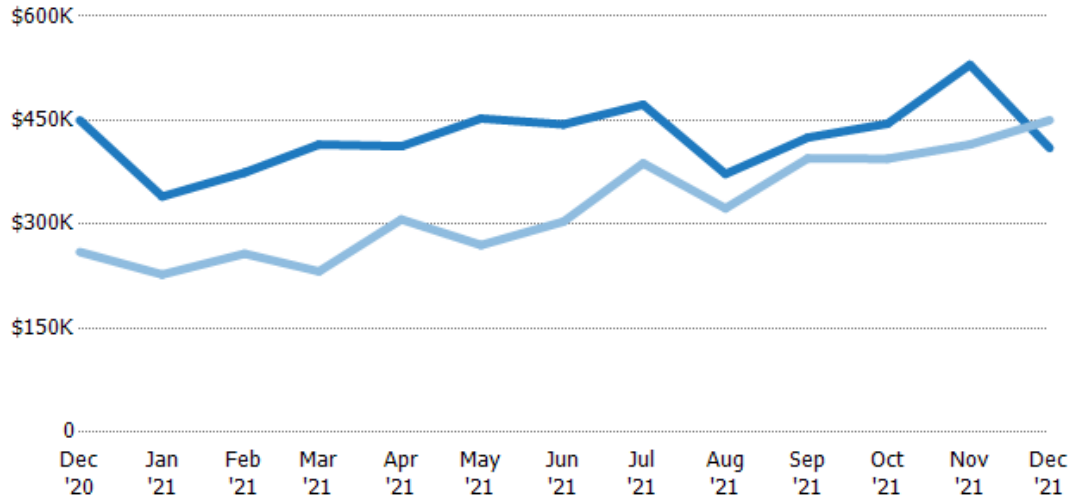
Median Sales Price

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.
Dec '21	\$410K	-8.9%
Dec '20	\$450K	73.1%
Dec '19	\$260K	9.6%



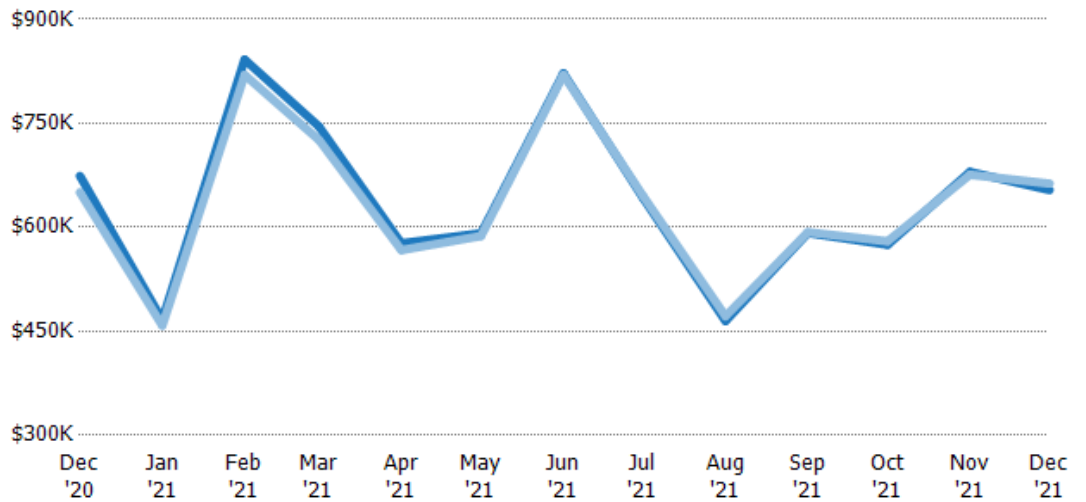
Current Year	\$450K	\$340K	\$375K	\$415K	\$413K	\$453K	\$444K	\$473K	\$373K	\$425K	\$445K	\$530K	\$410K
Prior Year	\$260K	\$228K	\$258K	\$232K	\$307K	\$270K	\$304K	\$388K	\$323K	\$395K	\$395K	\$415K	\$450K
Percent Change from Prior Year	73%	49%	45%	79%	34%	68%	46%	22%	15%	8%	13%	28%	-9%

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



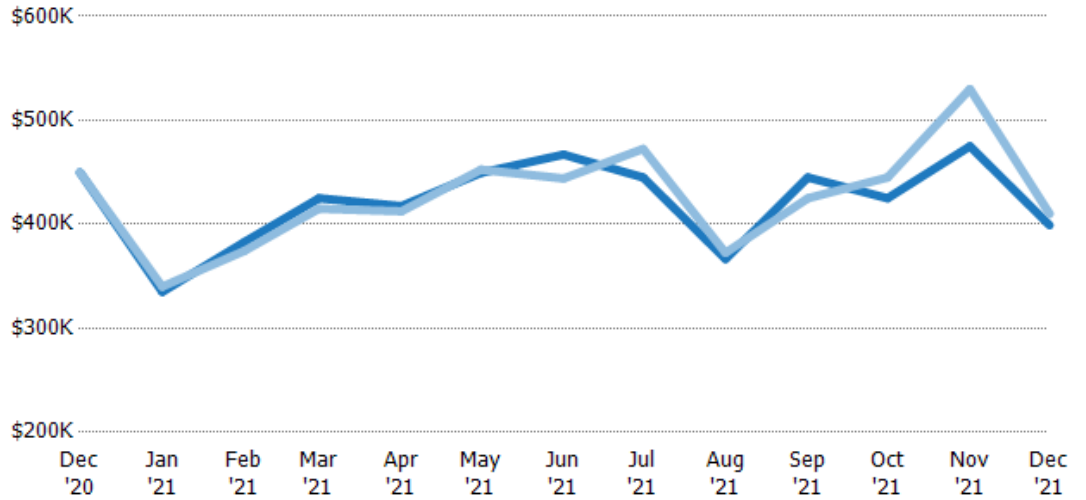
Avg List Price	\$674K	\$466K	\$842K	\$745K	\$577K	\$591K	\$822K	\$642K	\$465K	\$592K	\$575K	\$680K	\$654K
Avg Sales Price	\$651K	\$458K	\$820K	\$726K	\$567K	\$587K	\$820K	\$645K	\$472K	\$593K	\$580K	\$676K	\$663K
Avg Sales Price as a % of Avg List Price	96%	98%	97%	97%	98%	99%	100%	100%	101%	100%	101%	99%	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

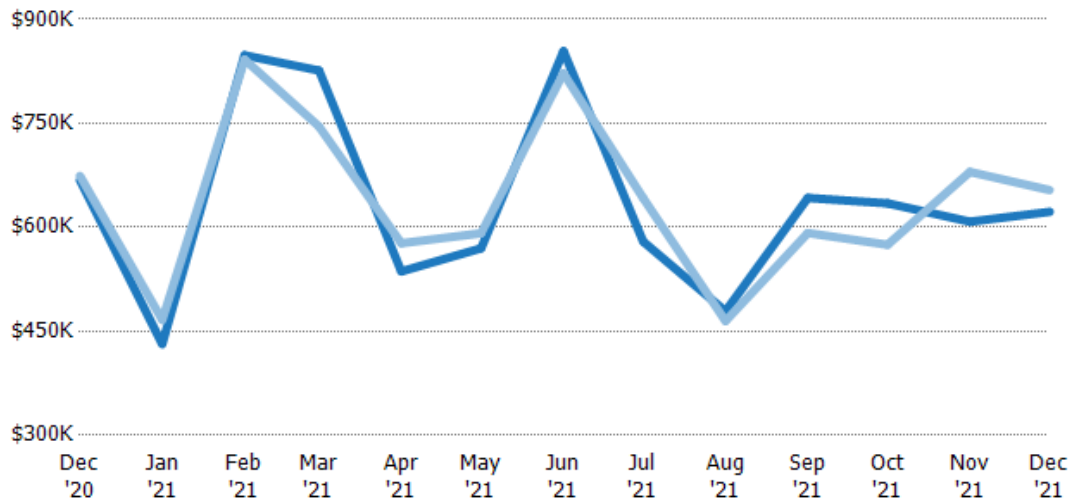


Average Sales Price vs Average Est Value

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

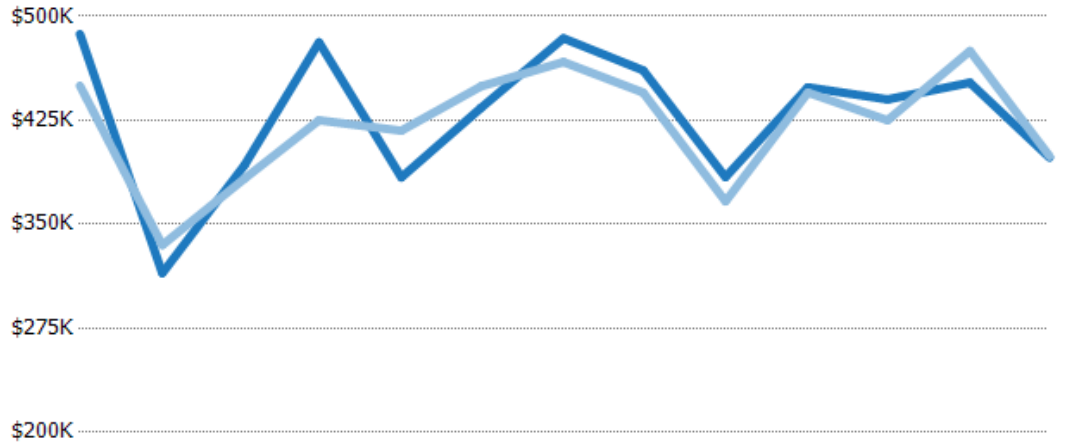


Median Sales Price vs Median Est Value

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



	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21
Median Est Value	\$487K	\$315K	\$393K	\$481K	\$384K	\$434K	\$484K	\$461K	\$384K	\$449K	\$440K	\$452K	\$398K
Median Sales Price	\$450K	\$335K	\$383K	\$425K	\$418K	\$450K	\$467K	\$445K	\$367K	\$445K	\$425K	\$475K	\$399K
Med Sales Price as a % of Med Est Value	92%	106%	98%	88%	109%	104%	96%	97%	95%	99%	97%	105%	100%