

Summary of Key Listing and Sales Metrics

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

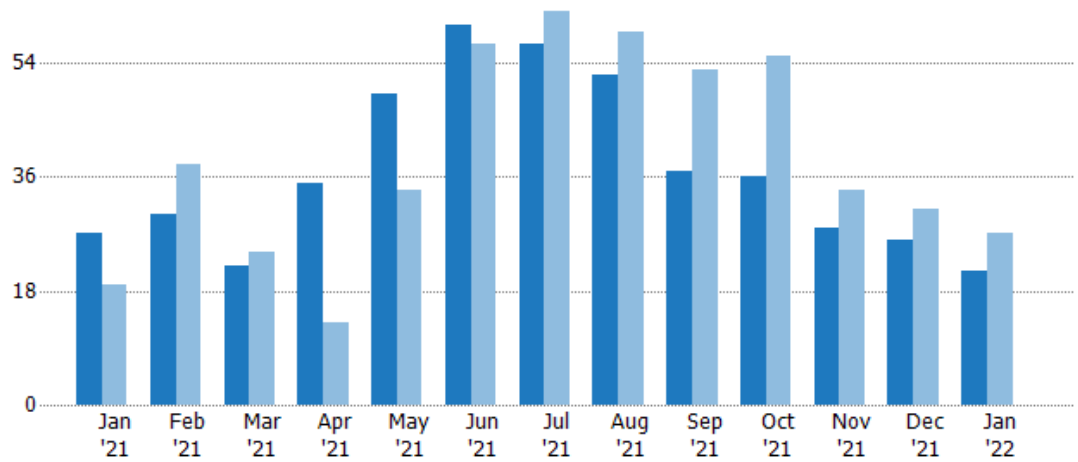
Key Metrics	Jan 2022	Jan 2021	+ / -	YTD 2022	YTD 2021	+ / -
Listing Activity Charts Metrics						
New Listing Count	21	27	-22.2%	480	506	-5.1%
New Listing Volume	\$14,345,900	\$13,788,700	+4%	\$306,093,364	\$312,458,399	-2%
Active Listing Count	38	126	-69.8%	N/A	N/A	
Active Listing Volume	\$20,424,800	\$114,336,900	-82.1%	N/A	N/A	
Average Listing Price	\$537,495	\$907,436	-40.8%	\$912,921	\$797,569	+14.5%
Median Listing Price	\$390,000	\$412,000	-5.3%	\$449,387	\$387,598	+15.9%
Median Days in RPR	71	121	-41.3%	102.06	122.3	-16.5%
Months of Inventory	1.3	2.6	-50.7%	1.2	7.9	-84.4%
Absorption Rate	78.95%	38.89%	+40.1%	81.58%	12.7%	+68.9%
Sales Activity Charts Metrics						
New Pending Sales Count	22	28	-21.4%	462	580	-20.3%
New Pending Sales Volume	\$17,962,000	\$27,786,800	-35.4%	\$300,075,264	\$315,918,949	-5%
Pending Sales Count	35	50	-30%	N/A	N/A	
Pending Sales Volume	\$21,259,800	\$42,662,600	-50.2%	N/A	N/A	
Closed Sales Count	25	31	-19.4%	448	452	-0.9%
Closed Sales Volume	\$24,680,233	\$14,735,700	+67.5%	\$286,434,698	\$228,797,087	+25.2%
Average Sales Price	\$987,209	\$475,345	+107.7%	\$639,363	\$506,188	+26.3%
Median Sales Price	\$585,000	\$351,000	+66.7%	\$442,183	\$350,008	+26.3%

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.
Jan '22	21	-22.2%
Jan '21	27	42.1%
Jan '20	19	63.2%

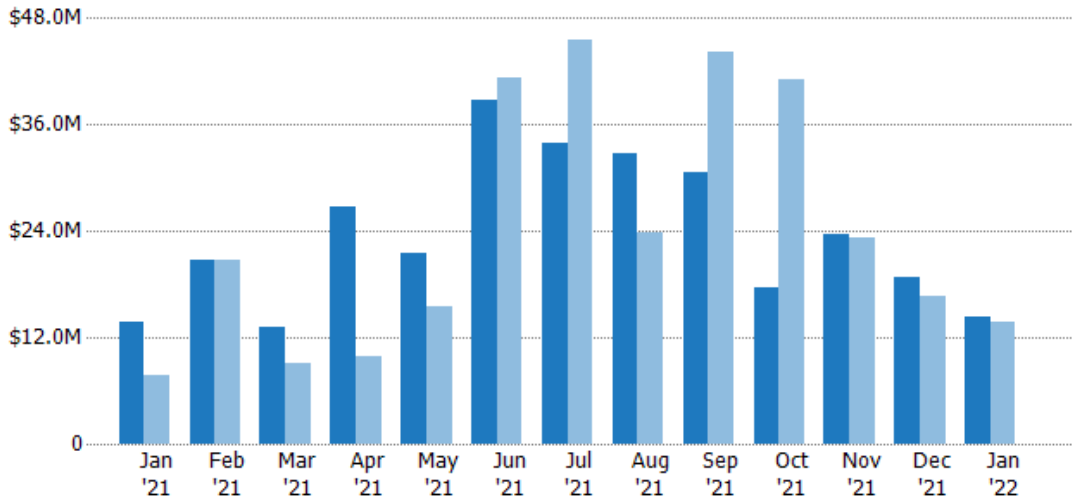
Current Year	27	30	22	35	49	60	57	52	37	36	28	26	21
Prior Year	19	38	24	13	34	57	62	59	53	55	34	31	27
Percent Change from Prior Year	42%	-21%	-8%	169%	44%	5%	-8%	-12%	-30%	-35%	-18%	-16%	-22%

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.
Jan '22	\$14.3M	4%
Jan '21	\$13.8M	77.2%
Jan '20	\$7.78M	48.1%

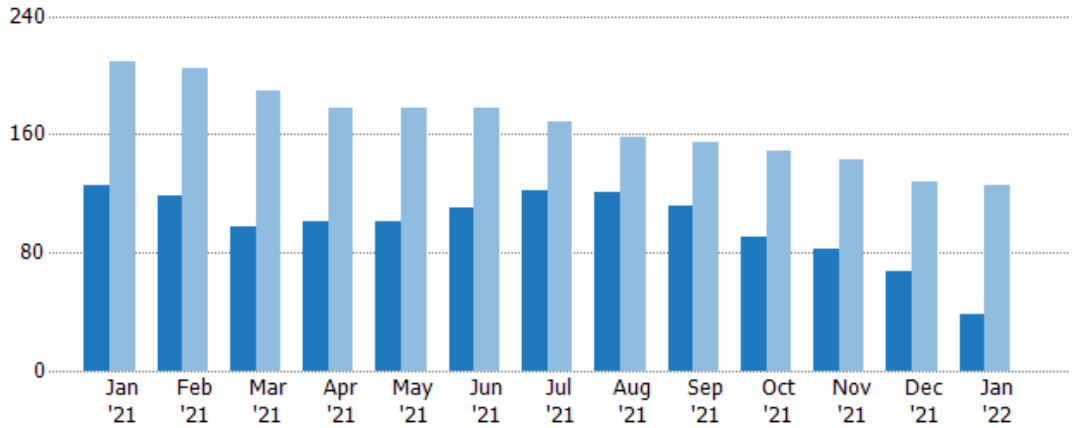
Current Year	\$13.8M	\$20.6M	\$13.1M	\$26.8M	\$21.5M	\$38.7M	\$33.9M	\$32.8M	\$30.5M	\$17.6M	\$23.5M	\$18.8M	\$14.3M
Prior Year	\$7.78M	\$20.7M	\$9.03M	\$9.83M	\$15.5M	\$41.3M	\$45.6M	\$23.8M	\$44.1M	\$41M	\$23.3M	\$16.7M	\$13.8M
Percent Change from Prior Year	77%	0%	46%	172%	38%	-6%	-26%	38%	-31%	-57%	1%	13%	4%

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



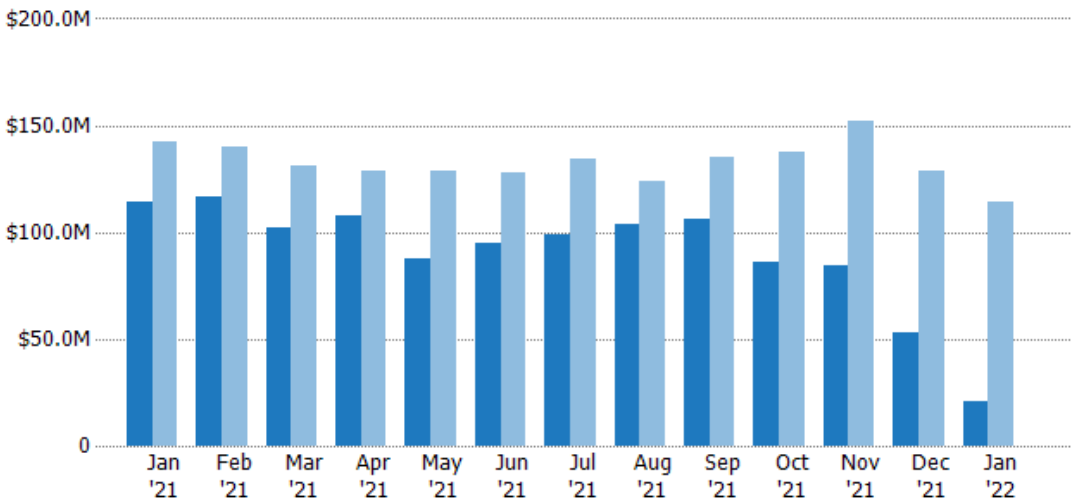
	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21	Jan '22
Current Year	126	119	98	101	101	110	122	121	111	91	83	67	38
Prior Year	209	205	189	178	178	178	168	158	155	149	143	128	126
Percent Change from Prior Year	-40%	-42%	-48%	-43%	-43%	-38%	-27%	-23%	-28%	-39%	-42%	-48%	-70%

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



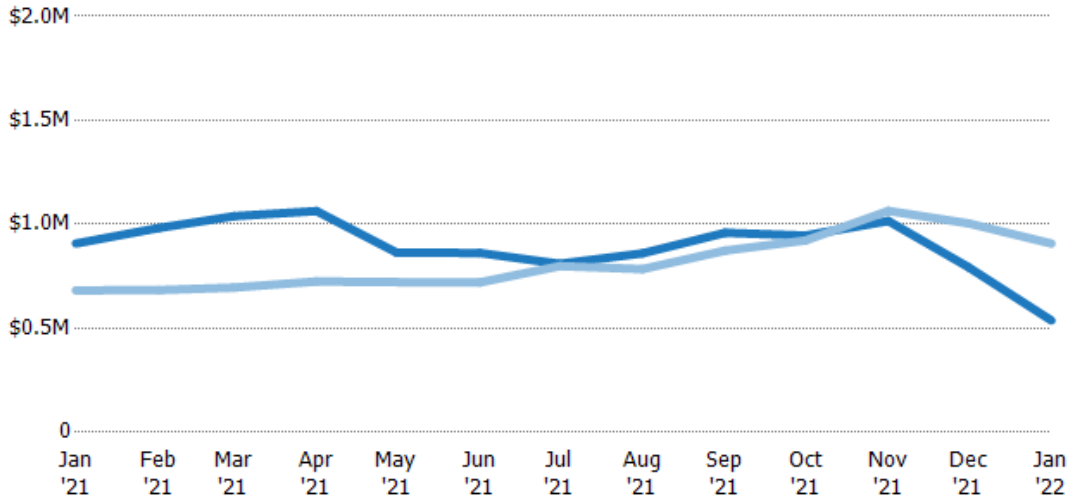
	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21	Jan '22
Current Year	\$114M	\$117M	\$102M	\$107M	\$87.3M	\$94.8M	\$98.8M	\$104M	\$106M	\$86.1M	\$84.3M	\$53.2M	\$20.4M
Prior Year	\$143M	\$140M	\$131M	\$129M	\$128M	\$128M	\$134M	\$124M	\$135M	\$137M	\$152M	\$129M	\$114M
Percent Change from Prior Year	-20%	-17%	-23%	-17%	-32%	-26%	-26%	-16%	-21%	-37%	-45%	-59%	-82%

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



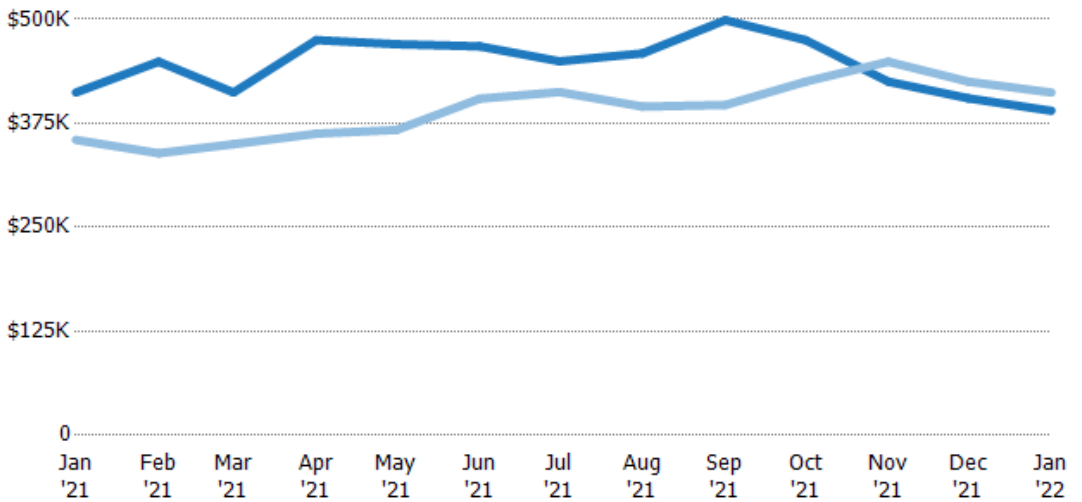
	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21	Jan '22
Current Year	\$907K	\$982K	\$1.04M	\$1.06M	\$864K	\$862K	\$810K	\$860K	\$959K	\$946K	\$1.02M	\$793K	\$537K
Prior Year	\$682K	\$684K	\$695K	\$725K	\$722K	\$720K	\$799K	\$784K	\$874K	\$922K	\$1.06M	\$1M	\$907K
Percent Change from Prior Year	33%	44%	49%	47%	20%	20%	1%	10%	10%	3%	-5%	-21%	-41%

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



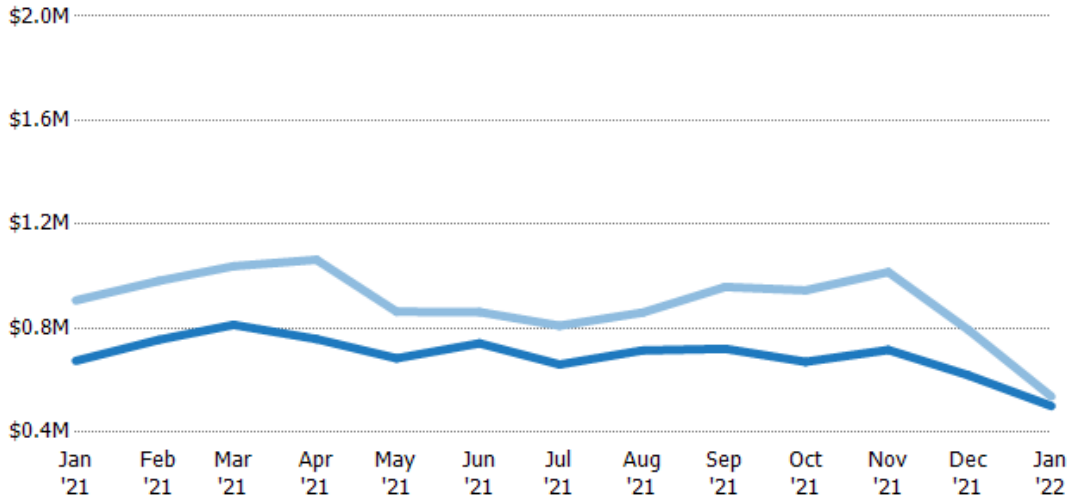
	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21	Jan '22
Current Year	\$412K	\$449K	\$412K	\$475K	\$470K	\$468K	\$450K	\$459K	\$499K	\$475K	\$425K	\$405K	\$390K
Prior Year	\$355K	\$339K	\$350K	\$363K	\$367K	\$405K	\$413K	\$395K	\$397K	\$425K	\$449K	\$425K	\$412K
Percent Change from Prior Year	16%	32%	18%	31%	28%	16%	9%	16%	26%	12%	-5%	-5%	-5%

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



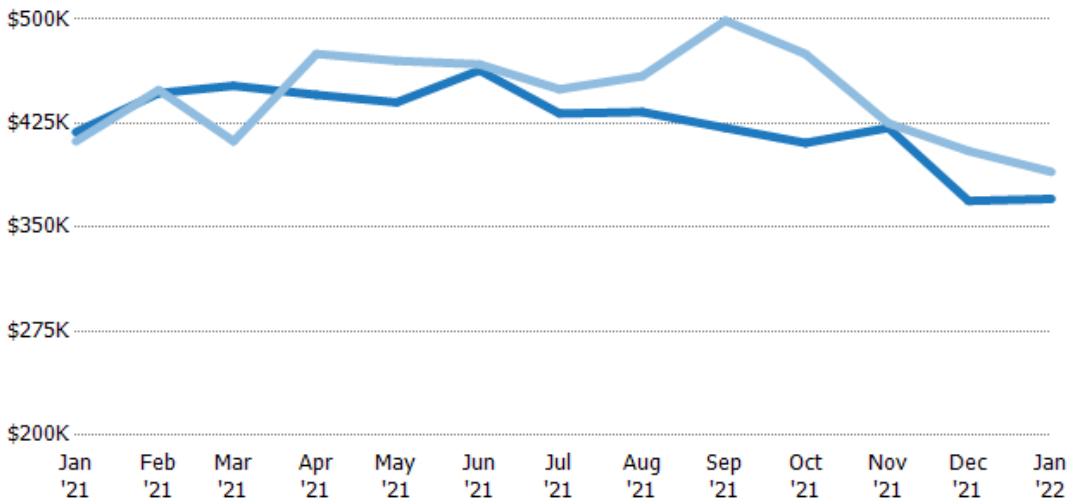
Avg Est Value	\$675K	\$756K	\$813K	\$759K	\$684K	\$742K	\$661K	\$715K	\$721K	\$671K	\$717K	\$619K	\$501K
Avg Listing Price	\$907K	\$982K	\$1.04M	\$1.06M	\$864K	\$862K	\$810K	\$860K	\$959K	\$946K	\$1.02M	\$793K	\$537K
Avg Listing Price as a % of Avg Est Value	135%	130%	128%	140%	126%	116%	123%	120%	133%	141%	142%	128%	107%

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



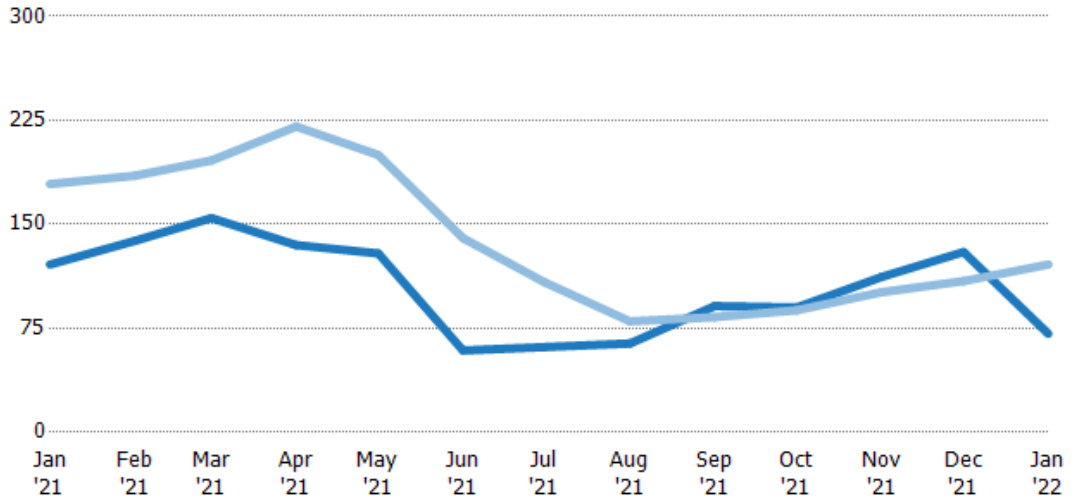
Median Est Value	\$419K	\$447K	\$452K	\$446K	\$440K	\$463K	\$432K	\$433K	\$422K	\$411K	\$422K	\$369K	\$370K
Median Listing Price	\$412K	\$449K	\$412K	\$475K	\$470K	\$468K	\$450K	\$459K	\$499K	\$475K	\$425K	\$405K	\$390K
Med Listing Price as a % of Med Est Value	98%	100%	91%	107%	107%	101%	104%	106%	118%	116%	101%	110%	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



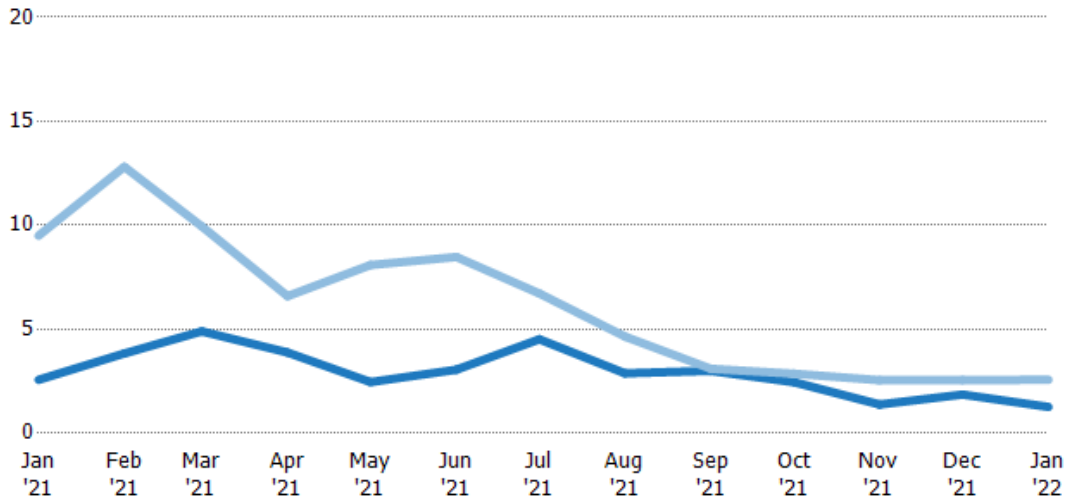
	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21	Jan '22
Current Year	121	138	155	135	129	59	61.5	64	91	90	112	130	71
Prior Year	179	185	196	221	200	140	108	80	83	88	101	109	121
Percent Change from Prior Year	-32%	-25%	-21%	-39%	-36%	-58%	-43%	-20%	10%	2%	11%	19%	-41%

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



	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21	Jan '22
Current Year	2.57	3.84	4.9	3.88	2.46	3.06	4.52	2.88	3	2.46	1.38	1.86	1.27
Prior Year	9.5	12.8	9.95	6.59	8.09	8.48	6.72	4.65	3.1	2.87	2.55	2.56	2.57
Percent Change from Prior Year	-73%	-70%	-51%	-41%	-70%	-64%	-33%	-38%	-3%	-14%	-46%	-27%	-51%

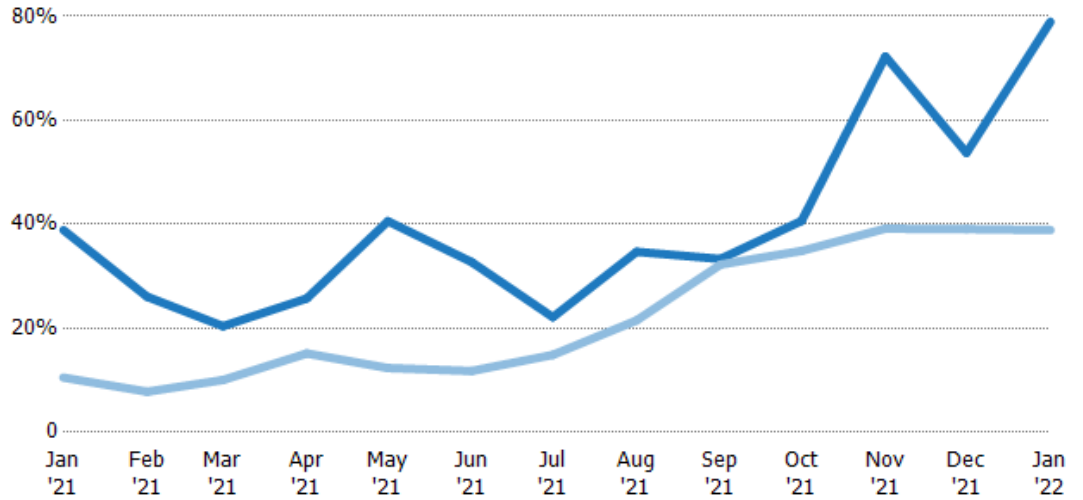
Absorption Rate

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.
Jan '22	79%	-40.1%
Jan '21	39%	-28.4%
Jan '20	11%	43.4%



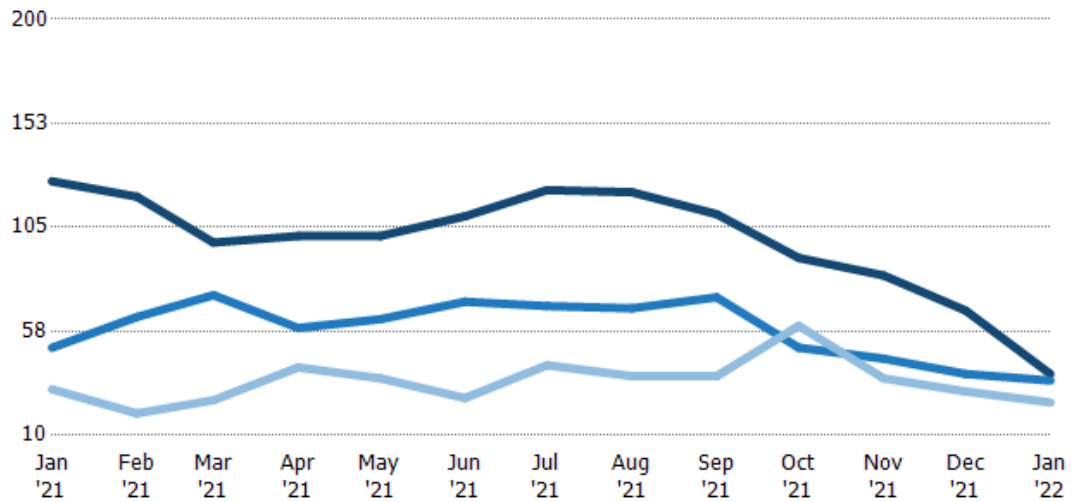
Current Year	39%	26%	20%	26%	41%	33%	22%	35%	33%	41%	72%	54%	79%
Prior Year	11%	8%	10%	15%	12%	12%	15%	22%	32%	35%	39%	39%	39%
Change from Prior Year	-28%	-18%	-10%	-11%	-28%	-21%	-7%	-13%	-1%	-6%	-33%	-15%	-40%

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



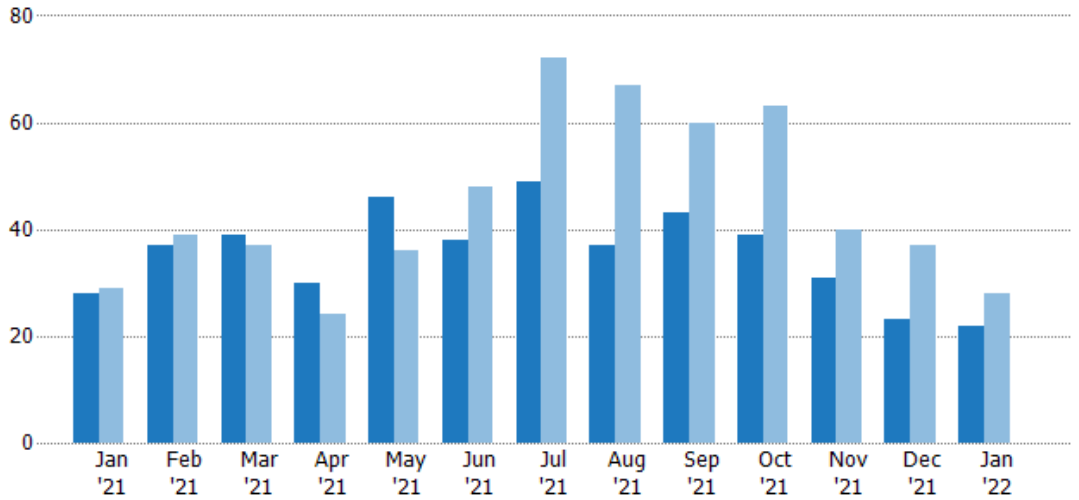
Active	126	119	98	101	101	110	122	121	111	91	83	67	38
Pending	50	64	74	59	63	71	69	68	73	50	45	38	35
Sold	31	20	26	41	36	27	42	37	37	60	36	30	25

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



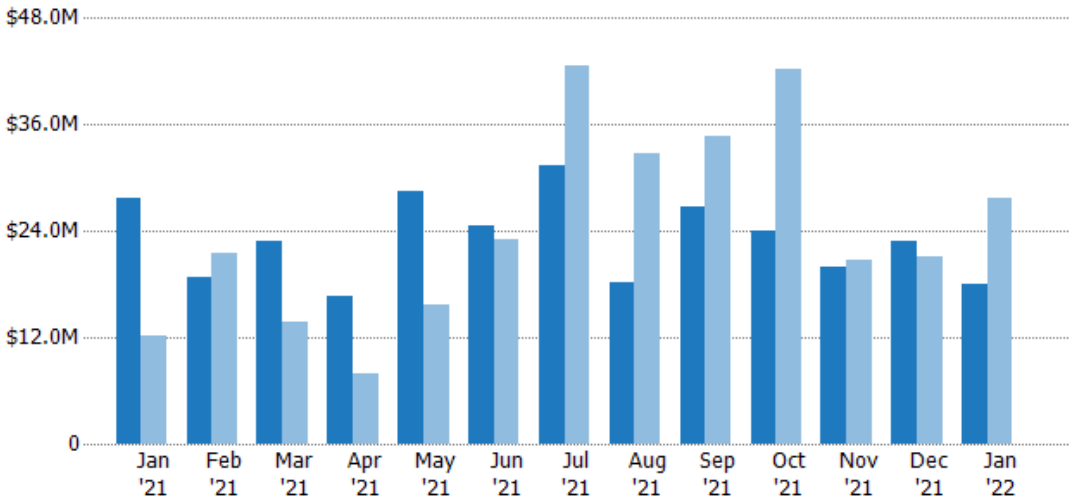
	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21	Jan '22
Current Year	28	37	39	30	46	38	49	37	43	39	31	23	22
Prior Year	29	39	37	24	36	48	72	67	60	63	40	37	28
Percent Change from Prior Year	-3%	-5%	5%	25%	28%	-21%	-32%	-45%	-28%	-38%	-23%	-38%	-21%

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



	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21	Jan '22
Current Year	\$27.8M	\$18.7M	\$22.9M	\$16.7M	\$28.5M	\$24.5M	\$31.4M	\$18.3M	\$26.7M	\$23.9M	\$19.9M	\$22.8M	\$18M
Prior Year	\$12.2M	\$21.5M	\$13.7M	\$7.89M	\$15.6M	\$23.1M	\$42.7M	\$32.7M	\$34.6M	\$42.2M	\$20.7M	\$21.1M	\$27.8M
Percent Change from Prior Year	127%	-13%	67%	111%	83%	6%	-26%	-44%	-23%	-43%	-4%	8%	-35%

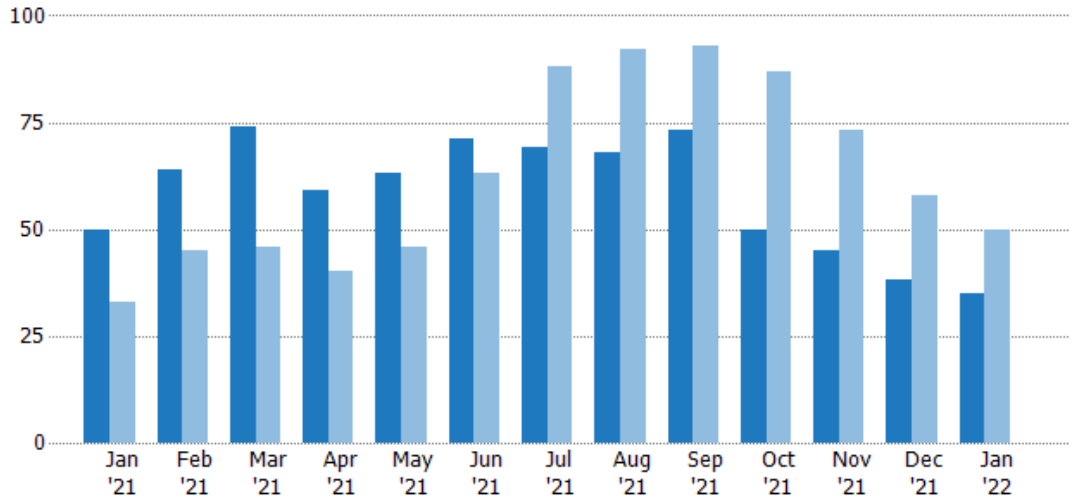
Pending Sales

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.
Jan '22	35	-30%
Jan '21	50	51.5%
Jan '20	33	0%



Current Year	50	64	74	59	63	71	69	68	73	50	45	38	35
Prior Year	33	45	46	40	46	63	88	92	93	87	73	58	50
Percent Change from Prior Year	52%	42%	61%	48%	37%	13%	-22%	-26%	-22%	-43%	-38%	-34%	-30%

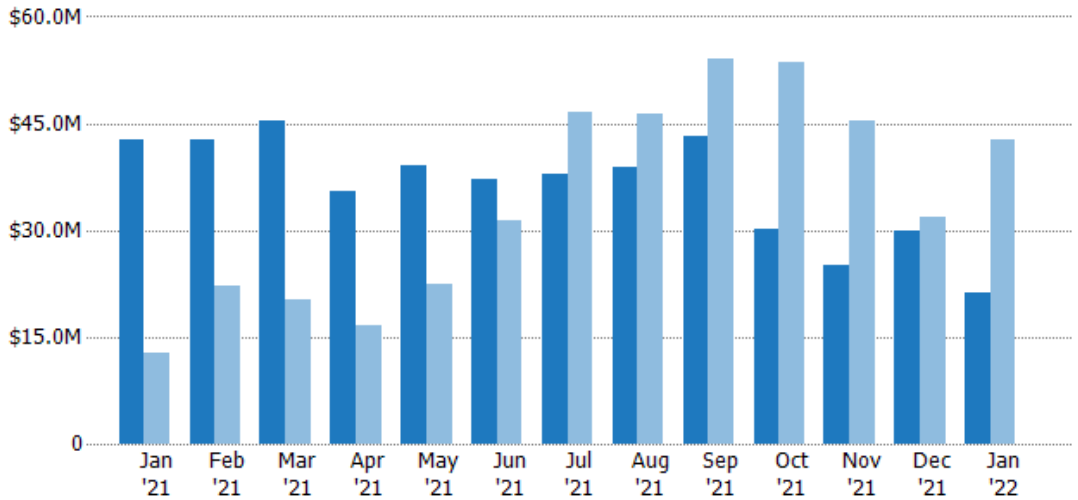
Pending Sales Volume

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.
Jan '22	\$21.3M	-50.2%
Jan '21	\$42.7M	234.3%
Jan '20	\$12.8M	13.5%



Current Year	\$42.7M	\$42.7M	\$45.5M	\$35.6M	\$39M	\$37.1M	\$38M	\$38.7M	\$43.2M	\$30.1M	\$25.1M	\$29.9M	\$21.3M
Prior Year	\$12.8M	\$22.3M	\$20.2M	\$16.7M	\$22.5M	\$31.4M	\$46.7M	\$46.3M	\$54.2M	\$53.5M	\$45.4M	\$31.9M	\$42.7M
Percent Change from Prior Year	234%	91%	125%	112%	73%	18%	-19%	-16%	-20%	-44%	-45%	-6%	-50%

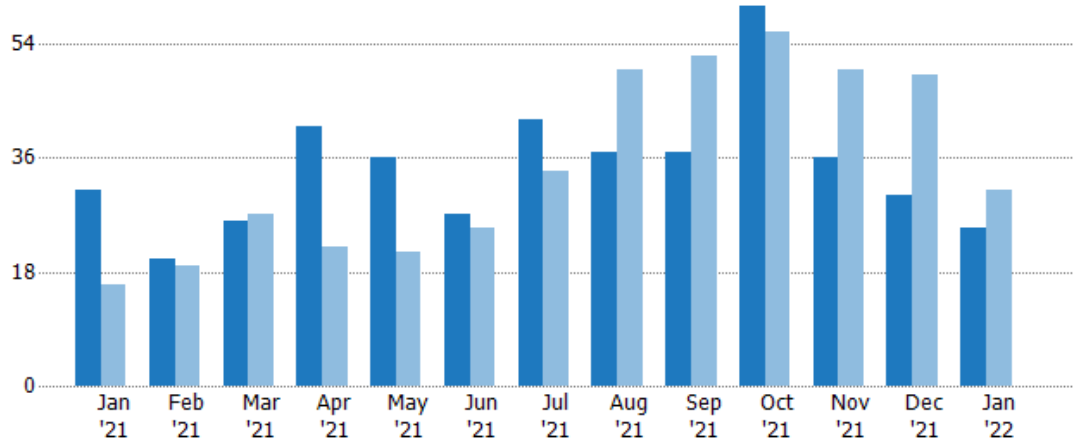
Closed Sales

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.
Jan '22	25	-19.4%
Jan '21	31	93.8%
Jan '20	16	0%



Current Year	31	20	26	41	36	27	42	37	37	60	36	30	25
Prior Year	16	19	27	22	21	25	34	50	52	56	50	49	31
Percent Change from Prior Year	94%	5%	-4%	86%	71%	8%	24%	-26%	-29%	7%	-28%	-39%	-19%

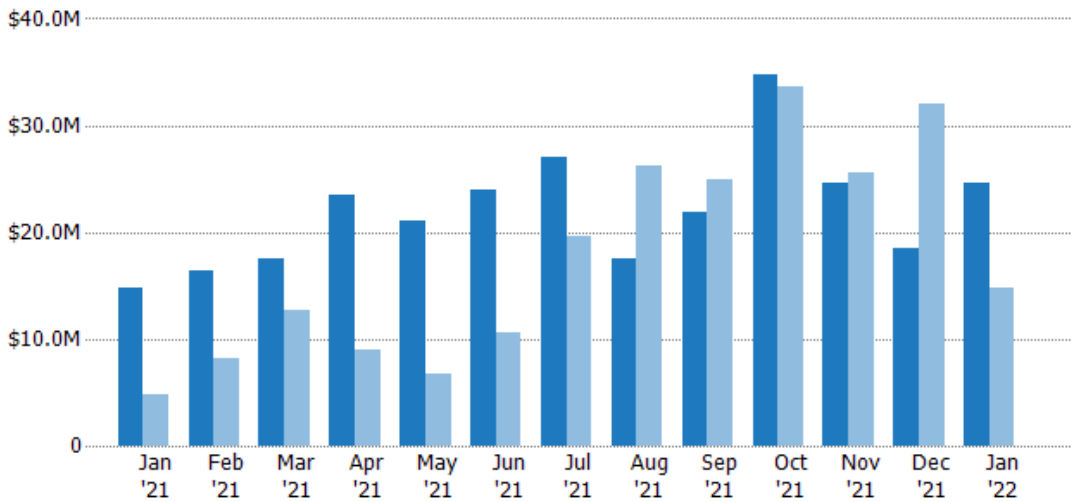
Closed Sales Volume

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.
Jan '22	\$24.7M	67.5%
Jan '21	\$14.7M	208.7%
Jan '20	\$4.77M	-12.4%



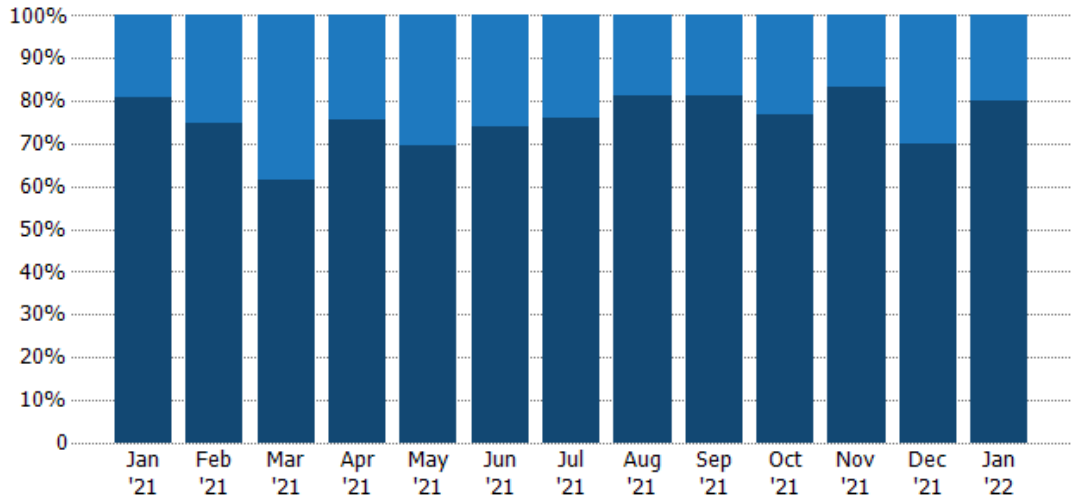
Current Year	\$14.7M	\$16.4M	\$17.5M	\$23.5M	\$21.1M	\$23.9M	\$27.1M	\$17.5M	\$21.9M	\$34.8M	\$24.6M	\$18.6M	\$24.7M
Prior Year	\$4.77M	\$8.15M	\$12.8M	\$9.03M	\$6.74M	\$10.7M	\$19.7M	\$26.2M	\$24.9M	\$33.6M	\$25.6M	\$31.9M	\$14.7M
Percent Change from Prior Year	209%	101%	37%	161%	214%	124%	38%	-33%	-12%	4%	-4%	-42%	67%

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



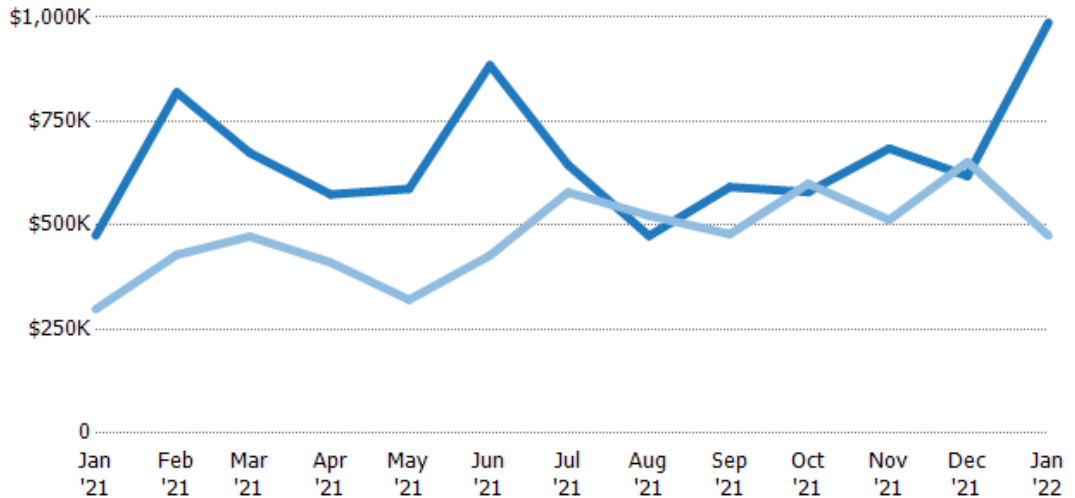
Condo/Townhouse	19%	25%	38%	24%	31%	26%	24%	19%	19%	23%	17%	30%	20%
Single Family Residence	81%	75%	62%	76%	69%	74%	76%	81%	81%	77%	83%	70%	80%

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	\$475K	\$820K	\$674K	\$574K	\$587K	\$885K	\$645K	\$474K	\$592K	\$580K	\$685K	\$618K	\$987K
Prior Year	\$298K	\$429K	\$473K	\$411K	\$321K	\$427K	\$579K	\$523K	\$479K	\$600K	\$513K	\$652K	\$475K
Percent Change from Prior Year	59%	91%	43%	40%	83%	107%	11%	-9%	24%	-3%	33%	-5%	108%

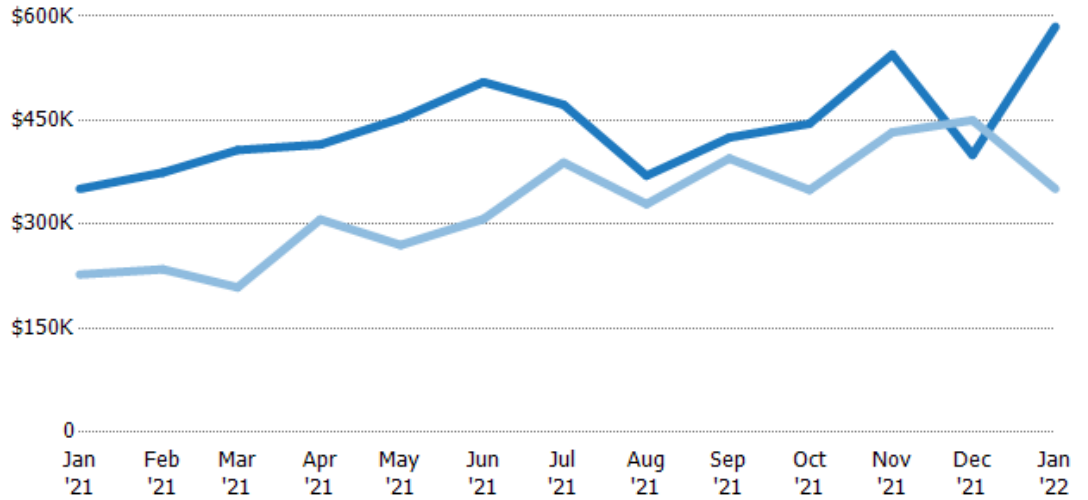
Median Sales Price

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.
Jan '22	\$585K	66.7%
Jan '21	\$351K	54.3%
Jan '20	\$228K	14.7%



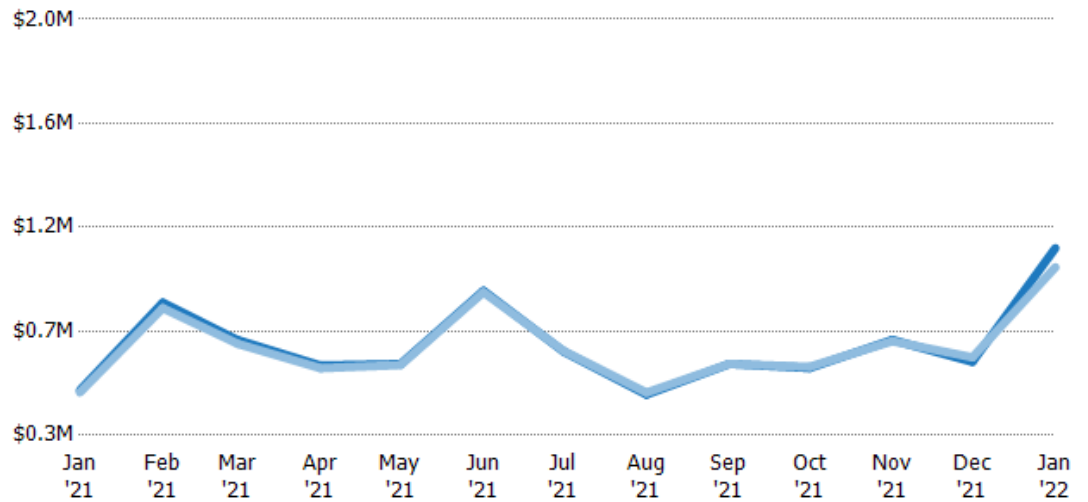
Current Year	\$351K	\$375K	\$407K	\$415K	\$453K	\$505K	\$473K	\$370K	\$425K	\$445K	\$545K	\$400K	\$585K
Prior Year	\$228K	\$235K	\$209K	\$307K	\$270K	\$308K	\$389K	\$329K	\$395K	\$350K	\$433K	\$450K	\$351K
Percent Change from Prior Year	54%	59%	95%	35%	68%	64%	21%	12%	8%	27%	26%	-11%	67%

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



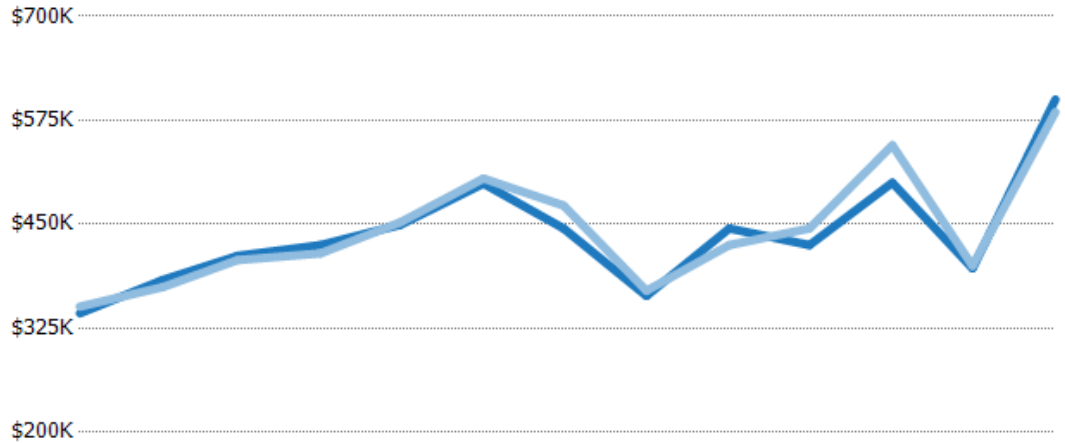
Avg List Price	\$484K	\$842K	\$689K	\$585K	\$591K	\$891K	\$642K	\$466K	\$591K	\$575K	\$690K	\$600K	\$1.06M
Avg Sales Price	\$475K	\$820K	\$674K	\$574K	\$587K	\$885K	\$645K	\$474K	\$592K	\$580K	\$685K	\$618K	\$987K
Avg Sales Price as a % of Avg List Price	98%	97%	98%	98%	99%	99%	100%	102%	100%	101%	99%	103%	93%

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



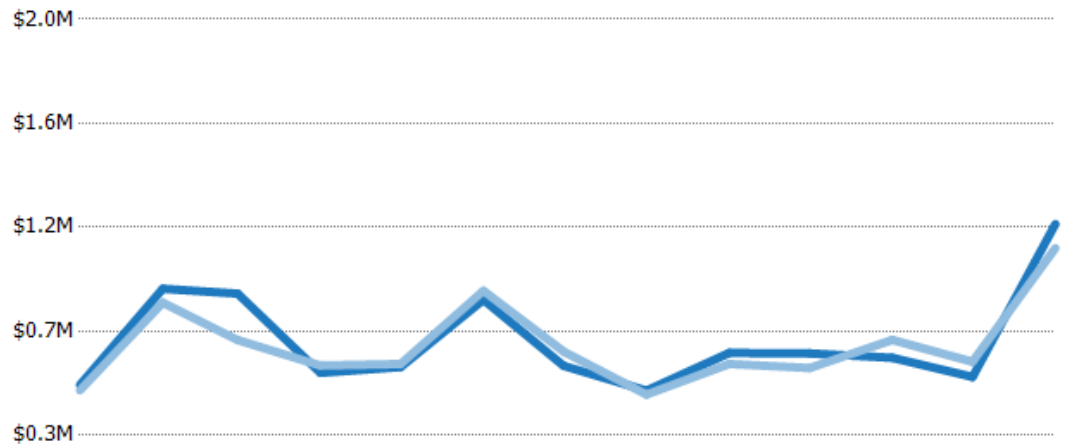
	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21	Jan '22
Median List Price	\$343K	\$383K	\$412K	\$425K	\$450K	\$499K	\$445K	\$364K	\$445K	\$425K	\$500K	\$397K	\$600K
Median Sales Price	\$351K	\$375K	\$407K	\$415K	\$453K	\$505K	\$473K	\$370K	\$425K	\$445K	\$545K	\$400K	\$585K
Med Sales Price as a % of Med List Price	102%	98%	99%	98%	101%	101%	106%	102%	96%	105%	109%	101%	98%

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



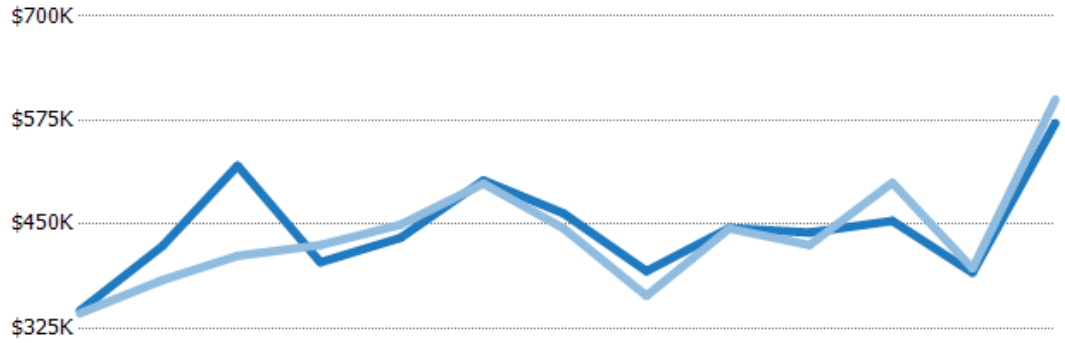
	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21	Jan '22
Avg Est Value	\$505K	\$899K	\$879K	\$555K	\$579K	\$854K	\$584K	\$482K	\$637K	\$635K	\$617K	\$538K	\$1.16M
Avg Sales Price	\$484K	\$842K	\$689K	\$585K	\$591K	\$891K	\$642K	\$466K	\$591K	\$575K	\$690K	\$600K	\$1.06M
Avg Sales Price as a % of Avg Est Value	96%	94%	78%	105%	102%	104%	110%	97%	93%	91%	112%	112%	92%

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



	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21	Jan '22
Median Est Value	\$346K	\$424K	\$520K	\$404K	\$434K	\$503K	\$463K	\$394K	\$446K	\$440K	\$454K	\$392K	\$572K
Median Sales Price	\$343K	\$383K	\$412K	\$425K	\$450K	\$499K	\$445K	\$364K	\$445K	\$425K	\$500K	\$397K	\$600K
Med Sales Price as a % of Med Est Value	99%	90%	79%	105%	104%	99%	96%	92%	100%	97%	110%	101%	105%