

Summary of Key Listing and Sales Metrics

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

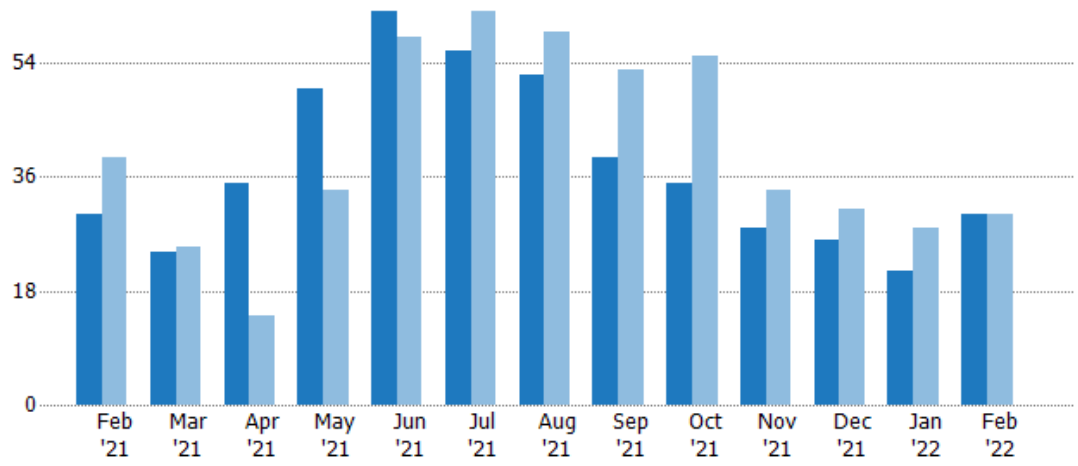
Key Metrics	Feb 2022	Feb 2021	+ / -	YTD 2022	YTD 2021	+ / -
Listing Activity Charts Metrics						
New Listing Count	30	30	+–	51	58	-12.1%
New Listing Volume	\$38,084,700	\$20,627,775	+84.6%	\$52,430,600	\$37,366,475	+40.3%
Active Listing Count	40	120	-66.7%	N/A	N/A	
Active Listing Volume	\$42,998,700	\$119,815,075	-64.1%	N/A	N/A	
Average Listing Price	\$1,074,968	\$998,459	+7.7%	\$833,419	\$959,927	-13.2%
Median Listing Price	\$427,000	\$449,000	-4.9%	\$416,000	\$436,660	-4.7%
Median Days in RPR	28.5	136.5	-79.1%	54.89	127.08	-56.8%
Months of Inventory	1.6	3.9	-58.7%	1.6	7.1	-77.8%
Absorption Rate	62.5%	25.83%	+36.7%	63.75%	14.17%	+49.6%
Sales Activity Charts Metrics						
New Pending Sales Count	3	37	-91.9%	25	65	-61.5%
New Pending Sales Volume	\$950,000	\$18,715,500	-94.9%	\$18,912,000	\$46,502,300	-59.3%
Pending Sales Count	17	62	-72.6%	N/A	N/A	
Pending Sales Volume	\$11,104,900	\$41,229,400	-73.1%	N/A	N/A	
Closed Sales Count	20	20	+–	45	51	-11.8%
Closed Sales Volume	\$10,314,826	\$16,396,200	-37.1%	\$34,995,059	\$31,131,900	+12.4%
Average Sales Price	\$515,741	\$819,810	-37.1%	\$777,668	\$610,429	+27.4%
Median Sales Price	\$405,000	\$374,500	+8.1%	\$505,000	\$360,216	+40.2%

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



Month/Year	Count	% Chg.
Feb '22	30	0%
Feb '21	30	-23.1%
Feb '20	39	28.2%

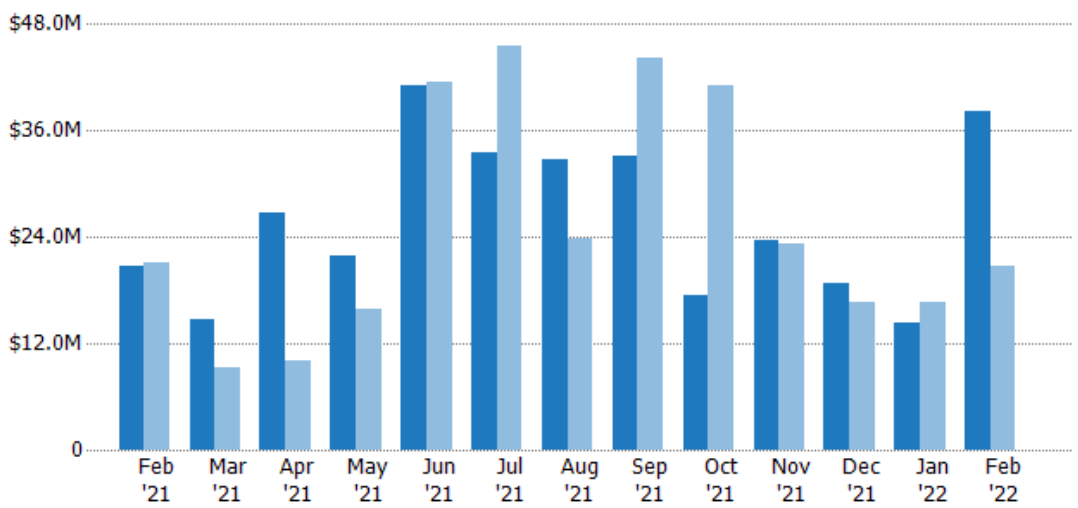
	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21	Jan '22	Feb '22
Current Year	30	24	35	50	62	56	52	39	35	28	26	21	30
Prior Year	39	25	14	34	58	62	59	53	55	34	31	28	30
Percent Change from Prior Year	-23%	-4%	150%	47%	7%	-10%	-12%	-26%	-36%	-18%	-16%	-25%	0%

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.
Feb '22	\$38.1M	84.6%
Feb '21	\$20.6M	-1.8%
Feb '20	\$21M	4.4%

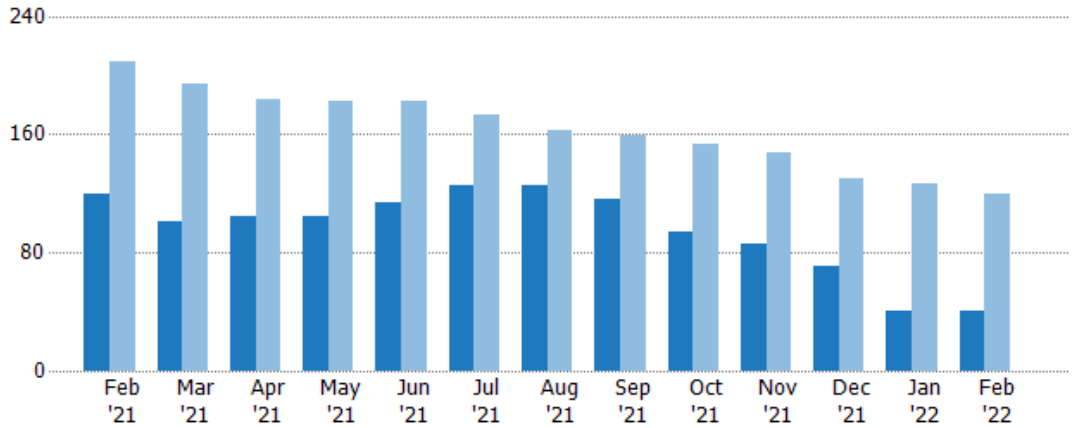
	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21	Jan '22	Feb '22
Current Year	\$20.6M	\$14.7M	\$26.8M	\$21.9M	\$41.1M	\$33.6M	\$32.8M	\$33.1M	\$17.3M	\$23.5M	\$18.8M	\$14.3M	\$38.1M
Prior Year	\$21M	\$9.27M	\$10.1M	\$15.8M	\$41.4M	\$45.6M	\$23.8M	\$44.1M	\$41M	\$23.3M	\$16.7M	\$16.7M	\$20.6M
Percent Change from Prior Year	-2%	59%	166%	39%	-1%	-26%	38%	-25%	-58%	1%	13%	-14%	85%

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



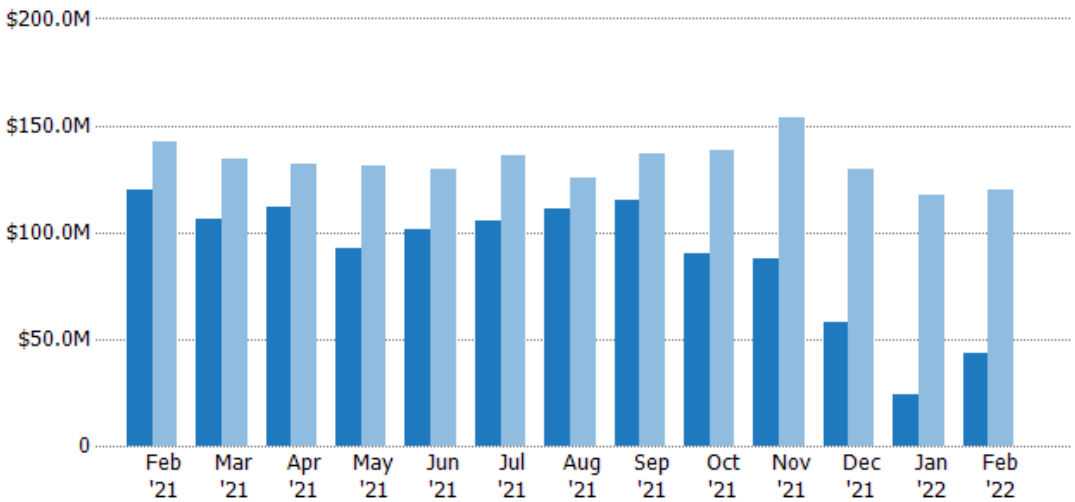
	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21	Jan '22	Feb '22
Current Year	120	101	104	105	114	125	125	116	94	86	71	40	40
Prior Year	209	194	184	183	183	173	163	159	153	147	130	127	120
Percent Change from Prior Year	-43%	-48%	-43%	-43%	-38%	-28%	-23%	-27%	-39%	-41%	-45%	-69%	-67%

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



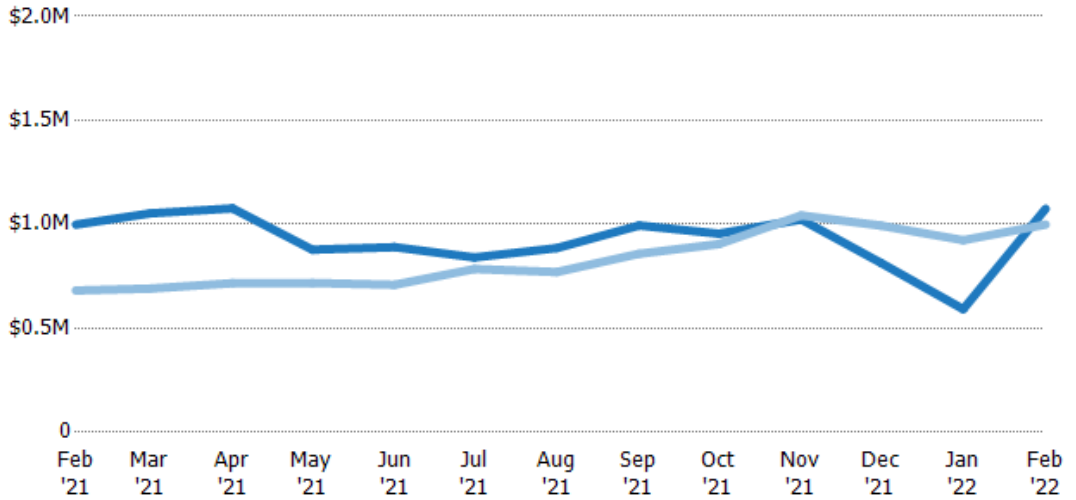
	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21	Jan '22	Feb '22
Current Year	\$120M	\$106M	\$112M	\$92.2M	\$101M	\$105M	\$111M	\$115M	\$89.8M	\$88M	\$57.8M	\$23.7M	\$43M
Prior Year	\$143M	\$134M	\$132M	\$131M	\$130M	\$136M	\$126M	\$136M	\$138M	\$153M	\$129M	\$117M	\$120M
Percent Change from Prior Year	-16%	-21%	-15%	-30%	-22%	-23%	-12%	-15%	-35%	-43%	-55%	-80%	-64%

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



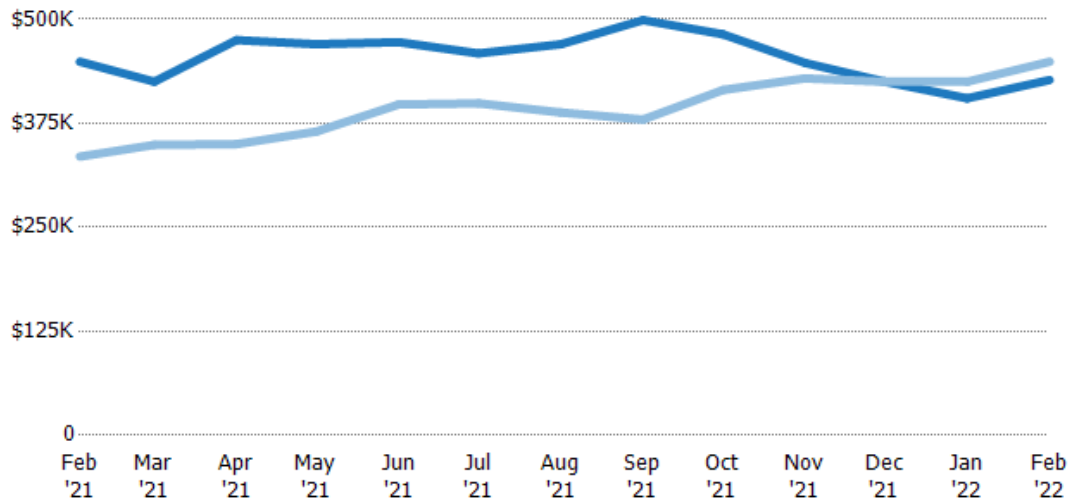
	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21	Jan '22	Feb '22
Current Year	\$998K	\$1.05M	\$1.08M	\$878K	\$890K	\$841K	\$886K	\$994K	\$955K	\$1.02M	\$814K	\$592K	\$1.07M
Prior Year	\$682K	\$691K	\$717K	\$718K	\$709K	\$785K	\$770K	\$858K	\$905K	\$1.04M	\$994K	\$924K	\$998K
Percent Change from Prior Year	46%	52%	50%	22%	25%	7%	15%	16%	6%	-2%	-18%	-36%	8%

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



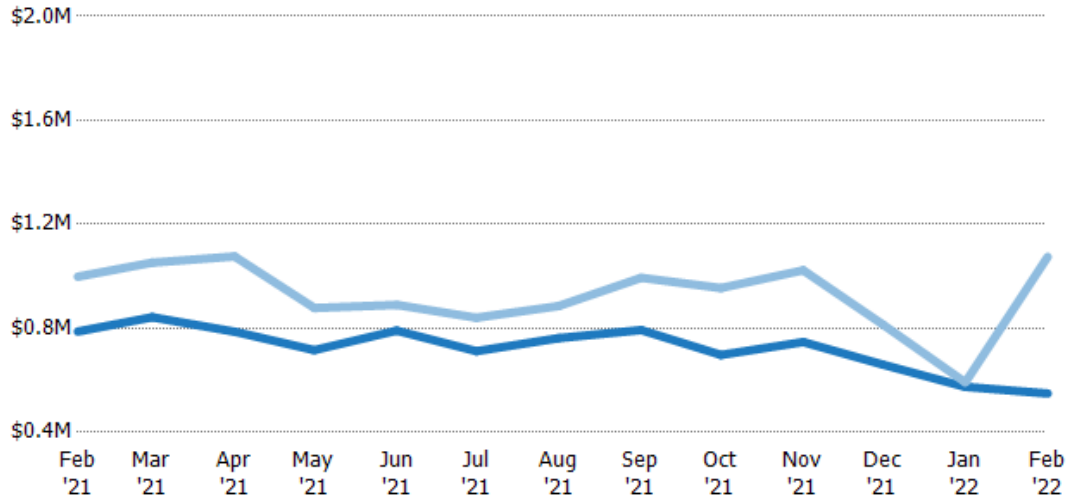
	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21	Jan '22	Feb '22
Current Year	\$449K	\$425K	\$475K	\$470K	\$473K	\$459K	\$470K	\$499K	\$482K	\$448K	\$425K	\$405K	\$427K
Prior Year	\$335K	\$349K	\$350K	\$365K	\$398K	\$399K	\$388K	\$380K	\$415K	\$429K	\$425K	\$425K	\$449K
Percent Change from Prior Year	34%	22%	36%	29%	19%	15%	21%	31%	16%	4%	0%	-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



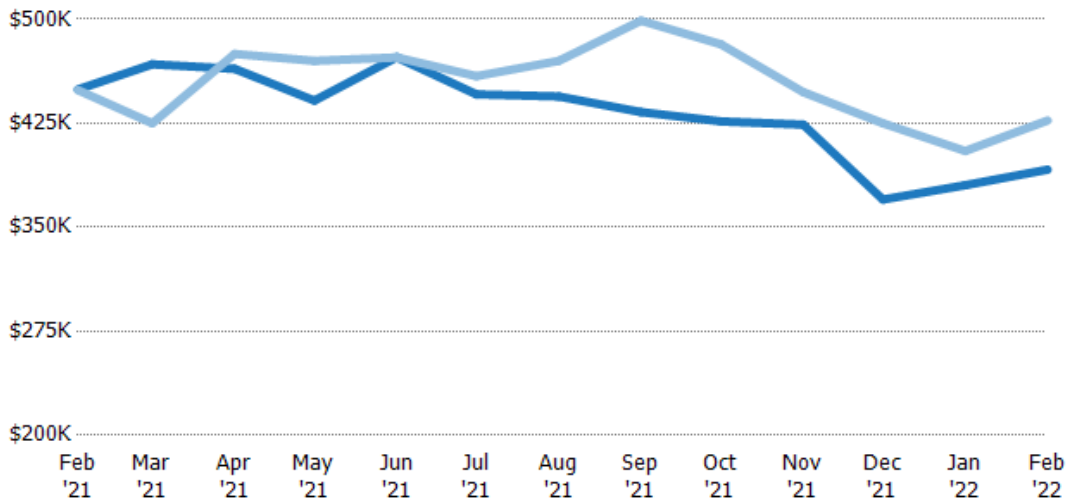
Avg Est Value	\$788K	\$842K	\$787K	\$716K	\$791K	\$712K	\$762K	\$793K	\$698K	\$747K	\$660K	\$575K	\$549K
Avg Listing Price	\$998K	\$1.05M	\$1.08M	\$878K	\$890K	\$841K	\$886K	\$994K	\$955K	\$1.02M	\$814K	\$592K	\$1.07M
Avg Listing Price as a % of Avg Est Value	127%	125%	137%	123%	113%	118%	116%	125%	137%	137%	123%	103%	196%

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



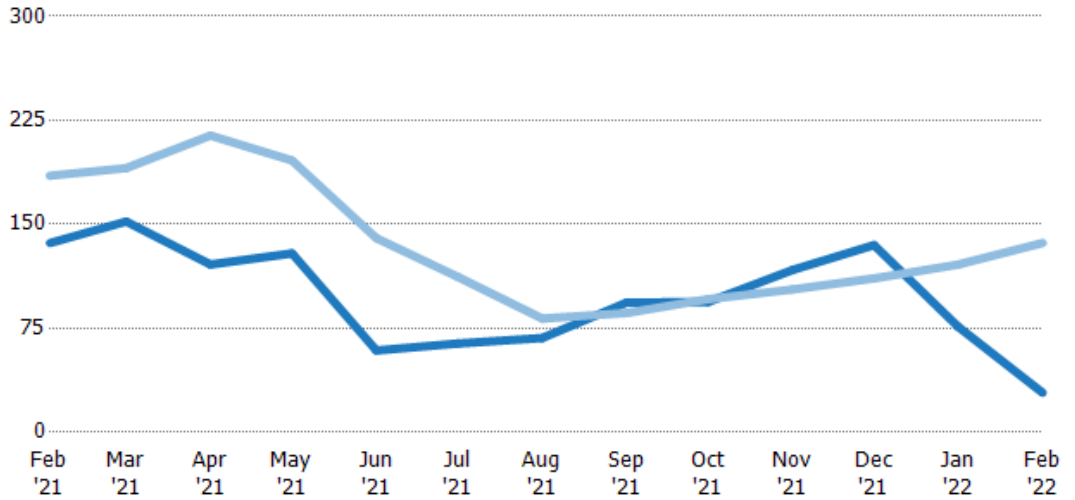
Median Est Value	\$449K	\$468K	\$464K	\$441K	\$473K	\$446K	\$444K	\$433K	\$426K	\$424K	\$370K	\$380K	\$392K
Median Listing Price	\$449K	\$425K	\$475K	\$470K	\$473K	\$459K	\$470K	\$499K	\$482K	\$448K	\$425K	\$405K	\$427K
Med Listing Price as a % of Med Est Value	100%	91%	102%	106%	100%	103%	106%	115%	113%	106%	115%	106%	109%

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



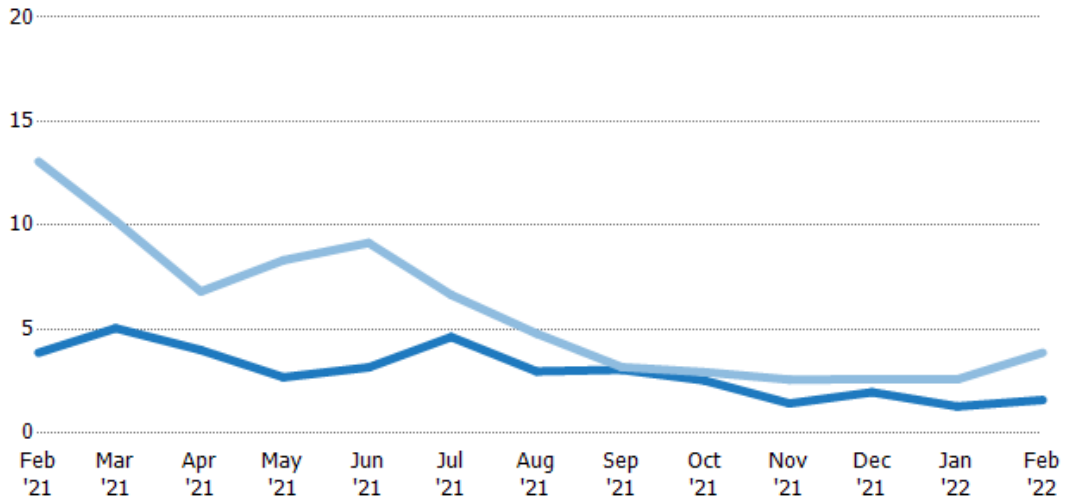
	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21	Jan '22	Feb '22
Current Year	137	152	121	129	59	64	68	93.5	94	117	135	76	28.5
Prior Year	185	191	214	196	140	112	82	86	96	103	111	121	137
Percent Change from Prior Year	-26%	-20%	-43%	-34%	-58%	-43%	-17%	9%	-2%	14%	22%	-37%	-79%

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



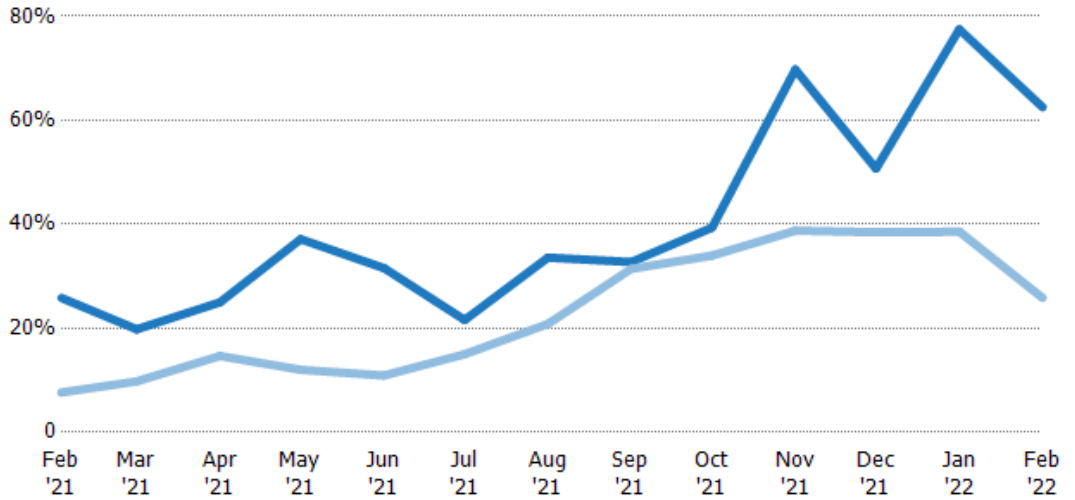
	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21	Jan '22	Feb '22
Current Year	3.87	5.05	4	2.69	3.17	4.63	2.98	3.05	2.54	1.43	1.97	1.29	1.6
Prior Year	13.1	10.2	6.81	8.32	9.15	6.65	4.79	3.18	2.94	2.58	2.6	2.59	3.87
Percent Change from Prior Year	-70%	-51%	-41%	-68%	-65%	-30%	-38%	-4%	-14%	-44%	-24%	-50%	-59%

Absorption Rate

The percentage of inventory sold per month.

Filters Used

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



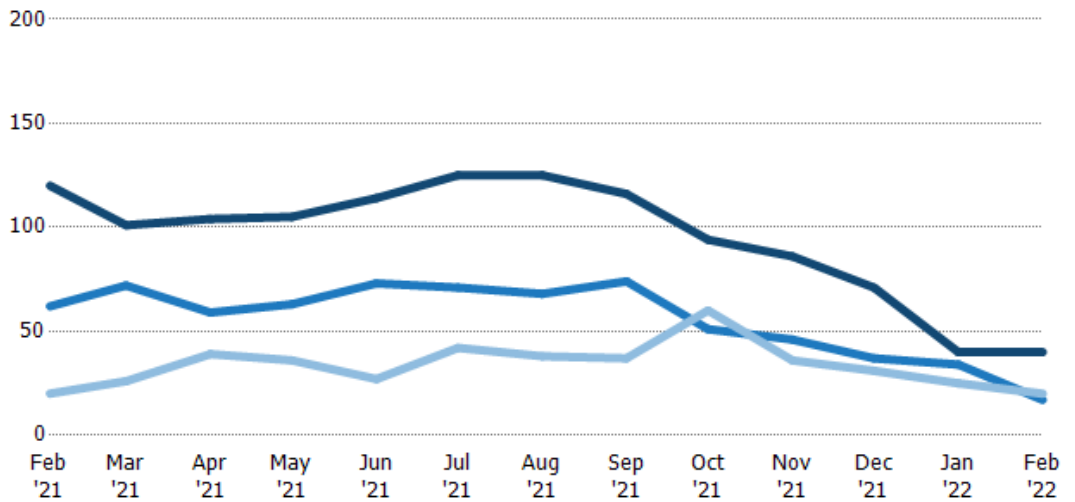
	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21	Jan '22	Feb '22
Current Year	26%	20%	25%	37%	32%	22%	34%	33%	39%	70%	51%	78%	63%
Prior Year	8%	10%	15%	12%	11%	15%	21%	31%	34%	39%	38%	39%	26%
Change from Prior Year	-18%	-10%	-10%	-25%	-21%	-7%	-13%	-1%	-5%	-31%	-12%	-39%	-37%

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



	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21	Jan '22	Feb '22
Active	120	101	104	105	114	125	125	116	94	86	71	40	40
Pending	62	72	59	63	73	71	68	74	51	46	37	34	17
Sold	20	26	39	36	27	42	38	37	60	36	31	25	20

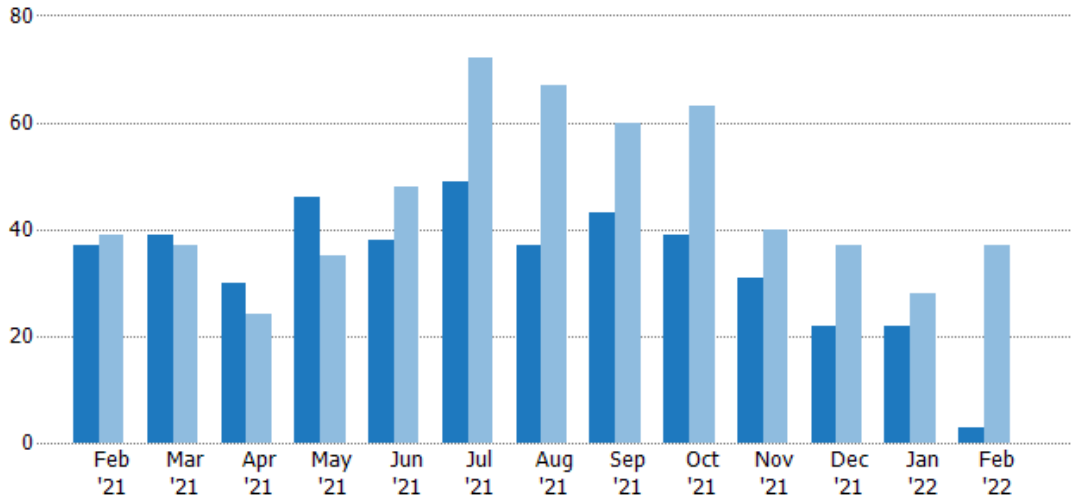
New Pending Sales

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.
Feb '22	3	-91.9%
Feb '21	37	-5.1%
Feb '20	39	-48.7%



	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21	Jan '22	Feb '22
Current Year	37	39	30	46	38	49	37	43	39	31	22	22	3
Prior Year	39	37	24	35	48	72	67	60	63	40	37	28	37
Percent Change from Prior Year	-5%	5%	25%	31%	-21%	-32%	-45%	-28%	-38%	-23%	-41%	-21%	-92%

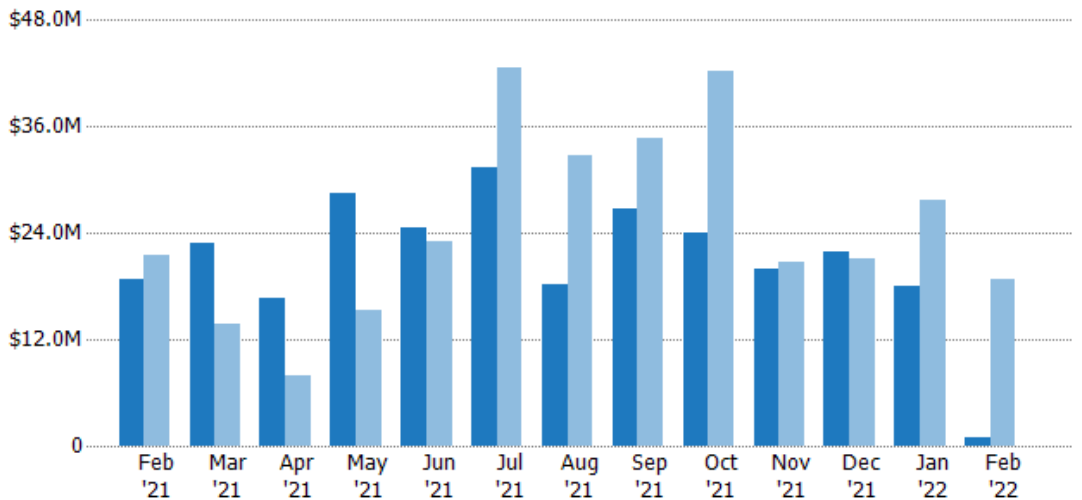
New Pending Sales Volume

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.
Feb '22	\$950K	-94.9%
Feb '21	\$18.7M	-13.1%
Feb '20	\$21.5M	-51.9%



	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21	Jan '22	Feb '22
Current Year	\$18.7M	\$22.9M	\$16.7M	\$28.5M	\$24.5M	\$31.4M	\$18.3M	\$26.7M	\$23.9M	\$19.9M	\$21.8M	\$18M	\$950K
Prior Year	\$21.5M	\$13.7M	\$7.89M	\$15.3M	\$23.1M	\$42.7M	\$32.7M	\$34.6M	\$42.2M	\$20.7M	\$21.1M	\$27.8M	\$18.7M
Percent Change from Prior Year	-13%	67%	111%	87%	6%	-26%	-44%	-23%	-43%	-4%	3%	-35%	-95%

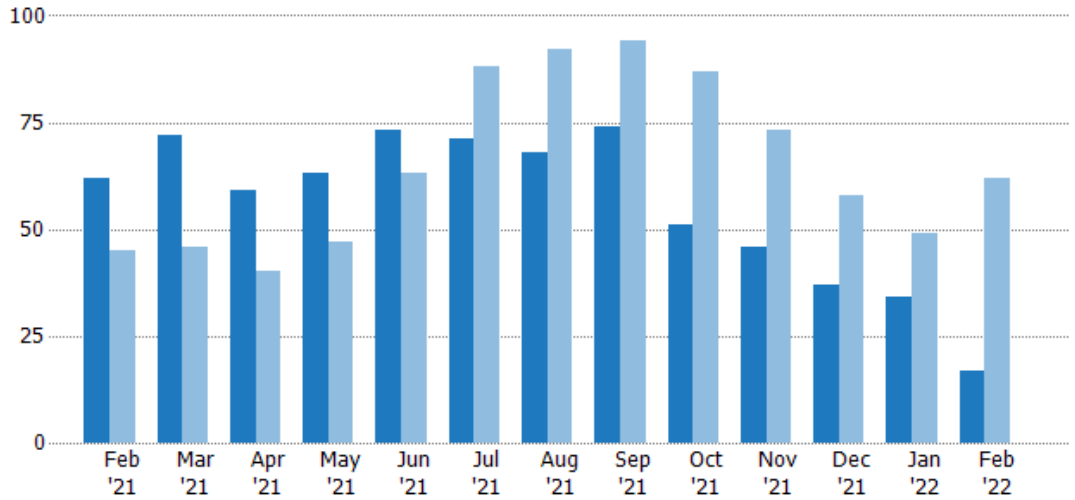
Pending Sales

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.
Feb '22	17	-72.6%
Feb '21	62	37.8%
Feb '20	45	-24.4%



	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21	Jan '22	Feb '22
Current Year	62	72	59	63	73	71	68	74	51	46	37	34	17
Prior Year	45	46	40	47	63	88	92	94	87	73	58	49	62
Percent Change from Prior Year	38%	57%	48%	34%	16%	-19%	-26%	-21%	-41%	-37%	-36%	-31%	-73%

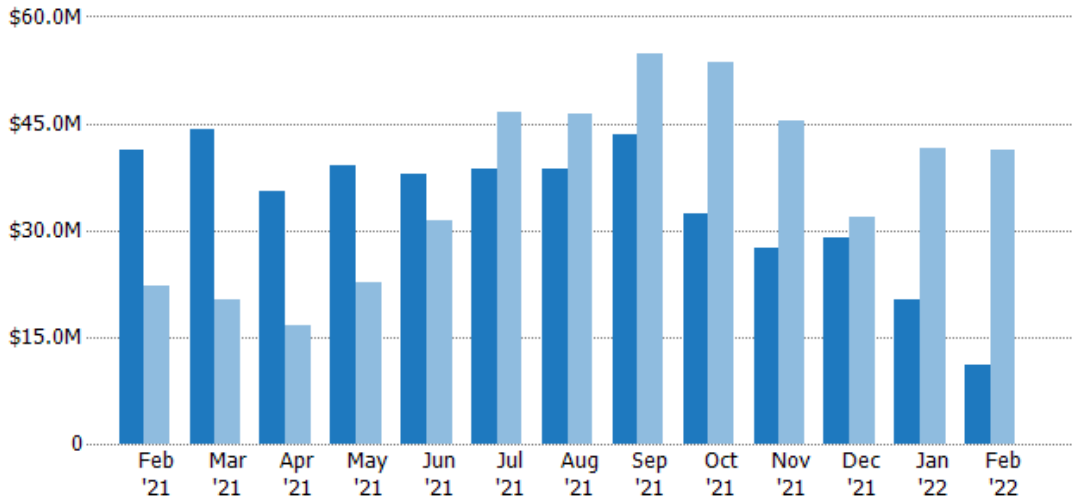
Pending Sales Volume

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.
Feb '22	\$11.1M	-73.1%
Feb '21	\$41.2M	84.9%
Feb '20	\$22.3M	-36.3%



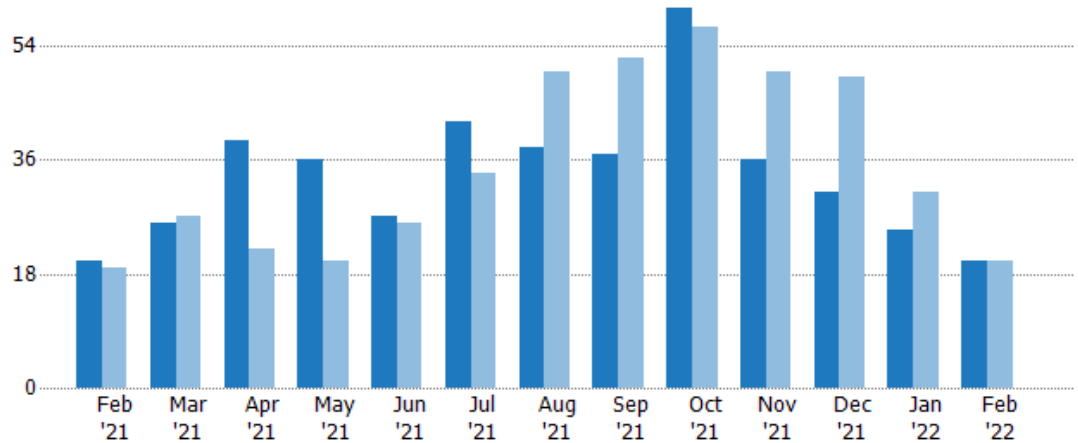
	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21	Jan '22	Feb '22
Current Year	\$41.2M	\$44.1M	\$35.6M	\$39M	\$37.8M	\$38.7M	\$38.7M	\$43.6M	\$32.4M	\$27.4M	\$28.9M	\$20.3M	\$11.1M
Prior Year	\$22.3M	\$20.2M	\$16.7M	\$22.8M	\$31.4M	\$46.7M	\$46.3M	\$54.8M	\$53.5M	\$45.4M	\$31.9M	\$41.4M	\$41.2M
Percent Change from Prior Year	85%	118%	112%	71%	20%	-17%	-16%	-20%	-40%	-40%	-9%	-51%	-73%

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



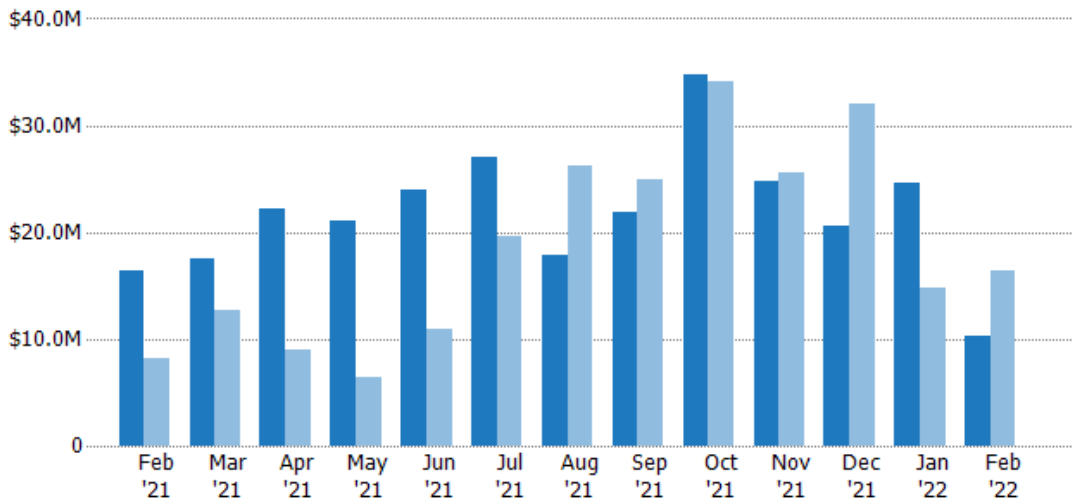
	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21	Jan '22	Feb '22
Current Year	20	26	39	36	27	42	38	37	60	36	31	25	20
Prior Year	19	27	22	20	26	34	50	52	57	50	49	31	20
Percent Change from Prior Year	5%	-4%	77%	80%	4%	24%	-24%	-29%	5%	-28%	-37%	-19%	0%

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



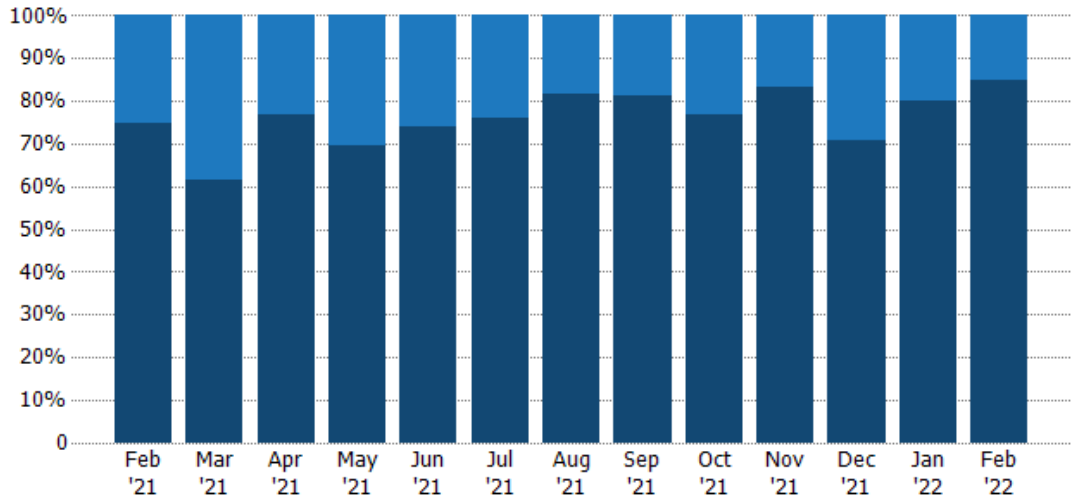
	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21	Jan '22	Feb '22
Current Year	\$16.4M	\$17.5M	\$22.2M	\$21.1M	\$23.9M	\$27.1M	\$17.9M	\$21.9M	\$34.8M	\$24.7M	\$20.6M	\$24.7M	\$10.3M
Prior Year	\$8.15M	\$12.8M	\$9.03M	\$6.41M	\$10.9M	\$19.7M	\$26.2M	\$24.9M	\$34.2M	\$25.6M	\$31.9M	\$14.7M	\$16.4M
Percent Change from Prior Year	101%	37%	146%	230%	119%	38%	-31%	-12%	2%	-4%	-36%	67%	-37%

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



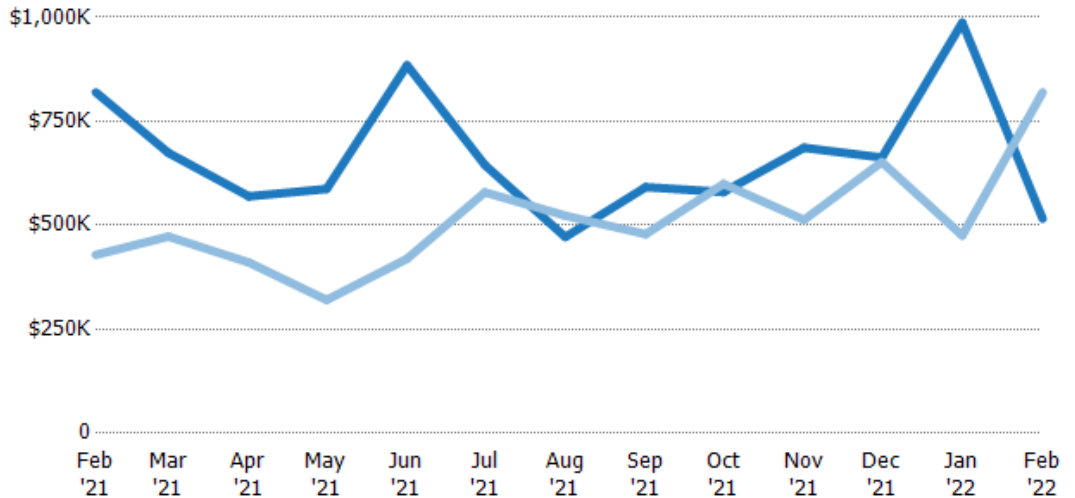
Property Type	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21	Jan '22	Feb '22
Condo/Townhouse	25%	38%	23%	31%	26%	24%	18%	19%	23%	17%	29%	20%	15%
Single Family Residence	75%	62%	77%	69%	74%	76%	82%	81%	77%	83%	71%	80%	85%

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.
Feb '22	\$516K	-37.1%
Feb '21	\$820K	91.1%
Feb '20	\$429K	13.3%

Property Type	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21	Jan '22	Feb '22
Current Year	\$820K	\$674K	\$569K	\$587K	\$885K	\$645K	\$472K	\$592K	\$580K	\$686K	\$663K	\$987K	\$516K
Prior Year	\$429K	\$473K	\$411K	\$320K	\$420K	\$579K	\$523K	\$479K	\$599K	\$513K	\$652K	\$475K	\$820K
Percent Change from Prior Year	91%	43%	39%	83%	111%	11%	-10%	24%	-3%	34%	2%	108%	-37%

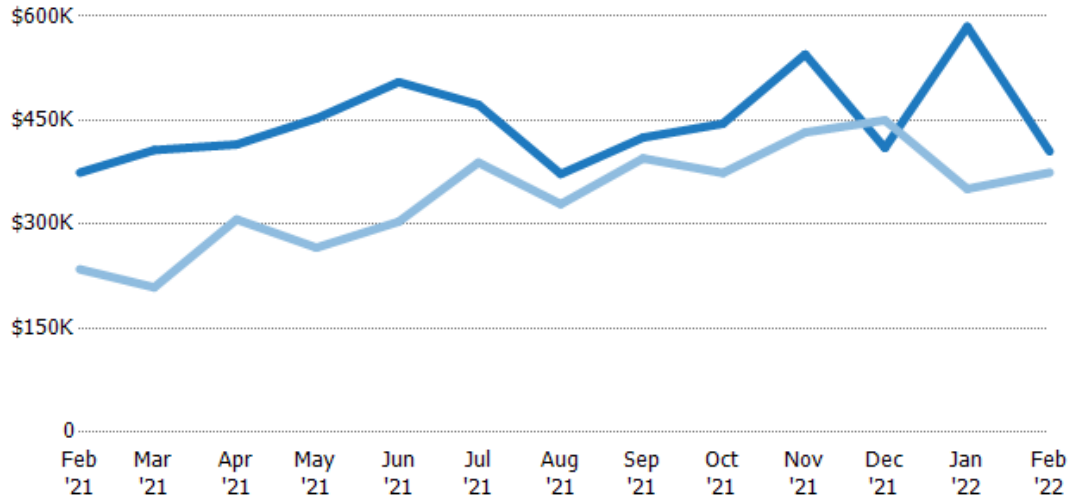
Median Sales Price

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.
Feb '22	\$405K	8.1%
Feb '21	\$375K	59.4%
Feb '20	\$235K	78.7%



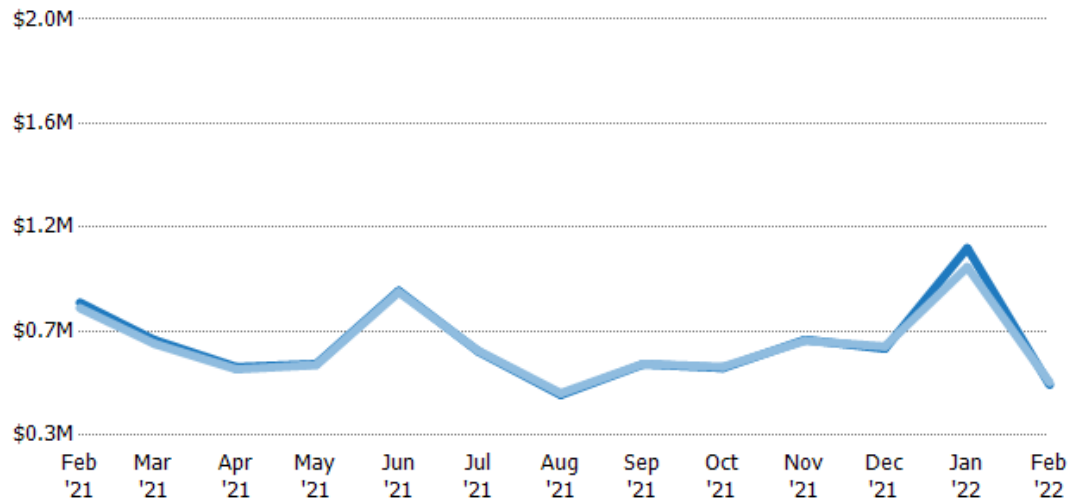
Current Year	\$375K	\$407K	\$415K	\$453K	\$505K	\$473K	\$373K	\$425K	\$445K	\$545K	\$410K	\$585K	\$405K
Prior Year	\$235K	\$209K	\$307K	\$266K	\$304K	\$389K	\$329K	\$395K	\$374K	\$433K	\$450K	\$351K	\$375K
Percent Change from Prior Year	59%	95%	35%	70%	66%	21%	13%	8%	19%	26%	-9%	67%	8%

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



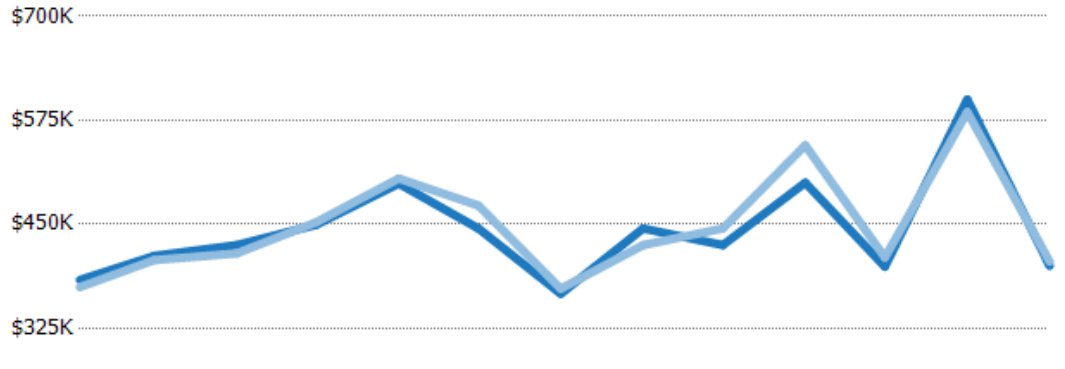
Avg List Price	\$842K	\$689K	\$578K	\$591K	\$891K	\$642K	\$465K	\$590K	\$575K	\$691K	\$654K	\$1.06M	\$506K
Avg Sales Price	\$820K	\$674K	\$569K	\$587K	\$885K	\$645K	\$472K	\$592K	\$580K	\$686K	\$663K	\$987K	\$516K
Avg Sales Price as a % of Avg List Price	97%	98%	98%	99%	99%	100%	101%	100%	101%	99%	101%	93%	102%

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



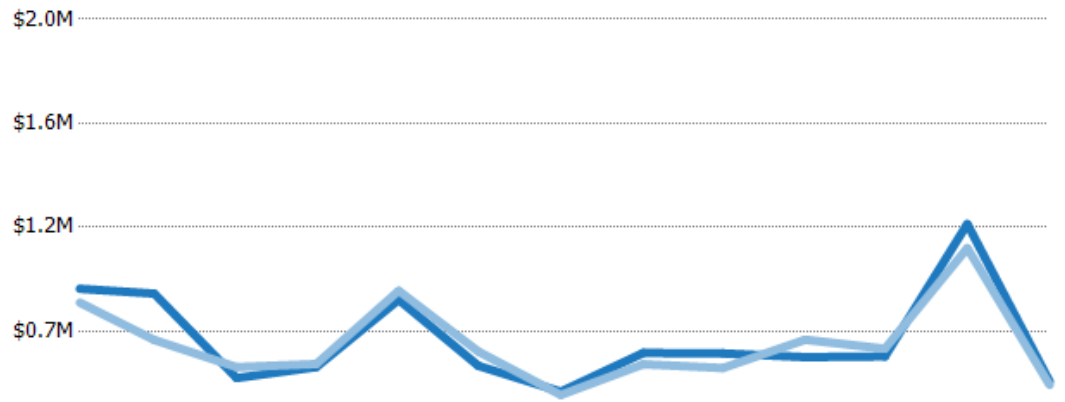
	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21	Jan '22	Feb '22
Median List Price	\$383K	\$412K	\$425K	\$450K	\$499K	\$445K	\$367K	\$445K	\$425K	\$500K	\$399K	\$600K	\$400K
Median Sales Price	\$375K	\$407K	\$415K	\$453K	\$505K	\$473K	\$373K	\$425K	\$445K	\$545K	\$410K	\$585K	\$405K
Med Sales Price as a % of Med List Price	98%	99%	98%	101%	101%	106%	102%	96%	105%	109%	103%	98%	101%

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



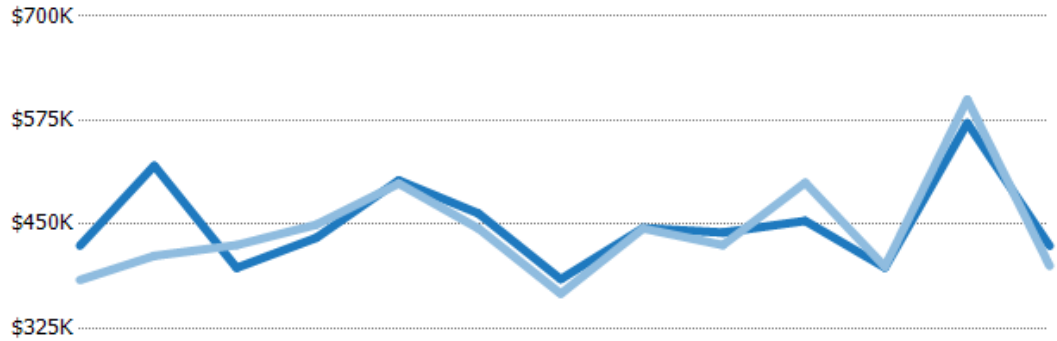
	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21	Jan '22	Feb '22
Avg Est Value	\$899K	\$879K	\$534K	\$579K	\$854K	\$584K	\$478K	\$636K	\$635K	\$619K	\$622K	\$1.16M	\$519K
Avg Sales Price	\$842K	\$689K	\$578K	\$591K	\$891K	\$642K	\$465K	\$590K	\$575K	\$691K	\$654K	\$1.06M	\$506K
Avg Sales Price as a % of Avg Est Value	94%	78%	108%	102%	104%	110%	97%	93%	91%	112%	105%	92%	97%

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



	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21	Jan '22	Feb '22
Median Est Value	\$424K	\$520K	\$398K	\$434K	\$503K	\$463K	\$384K	\$446K	\$440K	\$454K	\$398K	\$572K	\$424K
Median Sales Price	\$383K	\$412K	\$425K	\$450K	\$499K	\$445K	\$367K	\$445K	\$425K	\$500K	\$399K	\$600K	\$400K
Med Sales Price as a % of Med Est Value	90%	79%	107%	104%	99%	96%	95%	100%	97%	110%	100%	105%	94%