

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	Apr 2022	Apr 2021	+ / -	YTD 2022	YTD 2021	+ / -
Listing Activity Charts Metrics						
New Listing Count	32	35	-8.6%	118	117	+0.9%
New Listing Volume	\$21,614,500	\$26,763,000	-19.2%	\$101,368,300	\$78,833,175	+28.6%
Active Listing Count	84	104	-19.2%	N/A	N/A	
Active Listing Volume	\$80,255,600	\$112,385,775	-28.6%	N/A	N/A	
Average Listing Price	\$955,424	\$1,080,632	-11.6%	\$988,798	\$1,008,381	-1.9%
Median Listing Price	\$539,000	\$475,000	+13.5%	\$510,354	\$442,876	+15.2%
Median Days in RPR	48.5	134.5	-63.9%	94.66	135.28	-30%
Months of Inventory	2.8	4	-30%	2.4	5.4	-56.2%
Absorption Rate	35.71%	25%	+10.7%	41.88%	18.36%	+23.5%
Sales Activity Charts Metrics						
New Pending Sales Count	11	30	-63.3%	88	133	-33.8%
New Pending Sales Volume	\$10,054,000	\$16,662,700	-39.7%	\$58,076,700	\$85,671,400	-32.2%
Pending Sales Count	9	58	-84.5%	N/A	N/A	
Pending Sales Volume	\$5,738,000	\$34,879,300	-83.5%	N/A	N/A	
Closed Sales Count	41	40	+2.5%	116	116	+/-
Closed Sales Volume	\$28,299,276	\$23,279,750	+21.6%	\$81,110,990	\$71,737,050	+13.1%
Average Sales Price	\$690,226	\$581,994	+18.6%	\$699,233	\$618,423	+13.1%
Median Sales Price	\$510,000	\$417,500	+22.2%	\$475,345	\$396,483	+19.9%

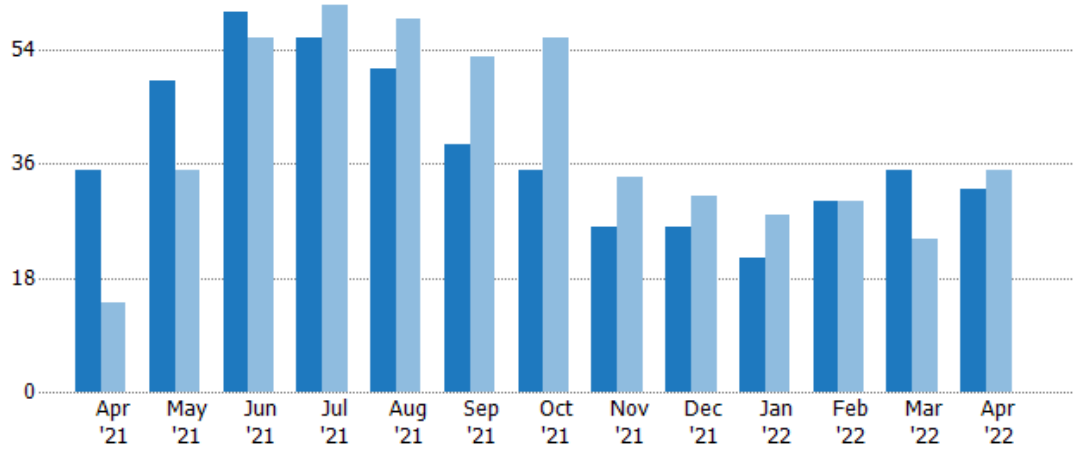
New Listings

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.
Apr '22	32	-8.6%
Apr '21	35	150%
Apr '20	14	128.6%



Current Year	35	49	60	56	51	39	35	26	26	21	30	35	32
Prior Year	14	35	56	61	59	53	56	34	31	28	30	24	35
Percent Change from Prior Year	150%	40%	7%	-8%	-14%	-26%	-38%	-24%	-16%	-25%	0%	46%	-9%

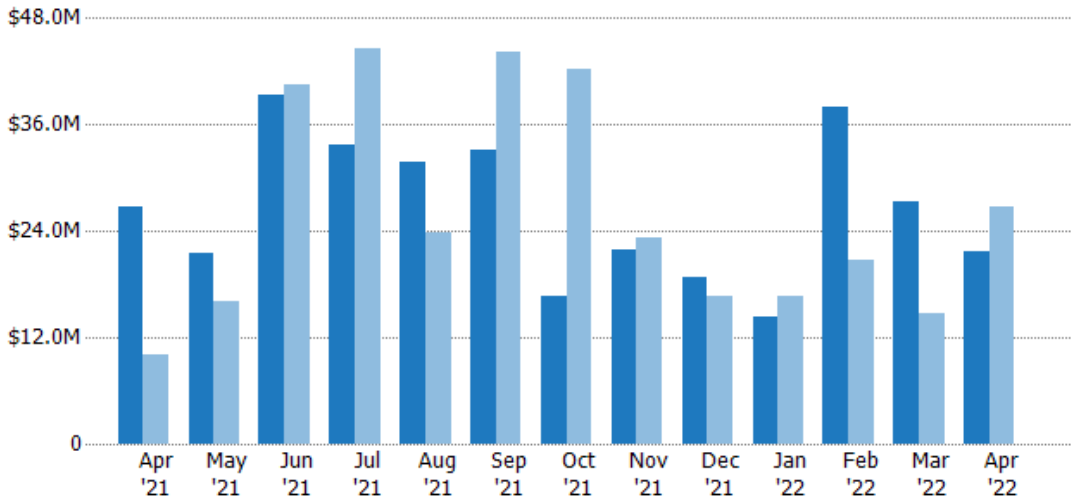
New Listing Volume

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.
Apr '22	\$21.6M	-19.2%
Apr '21	\$26.8M	166.1%
Apr '20	\$10.1M	23.3%



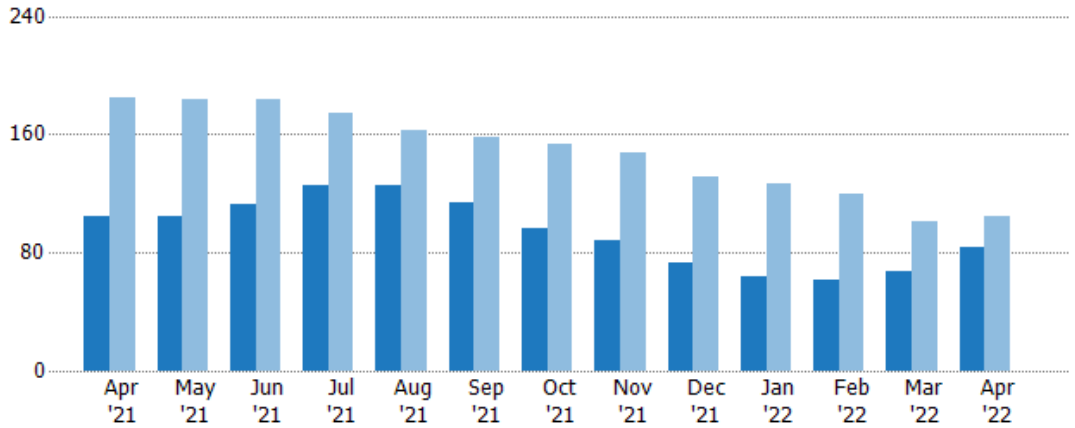
Current Year	\$26.8M	\$21.5M	\$39.4M	\$33.6M	\$31.9M	\$33.1M	\$16.7M	\$21.9M	\$18.8M	\$14.3M	\$38M	\$27.4M	\$21.6M
Prior Year	\$10.1M	\$16.1M	\$40.6M	\$44.6M	\$23.8M	\$44.1M	\$42.3M	\$23.3M	\$16.7M	\$16.7M	\$20.6M	\$14.7M	\$26.8M
Percent Change from Prior Year	166%	33%	-3%	-25%	34%	-25%	-61%	-6%	13%	-14%	84%	86%	-19%

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



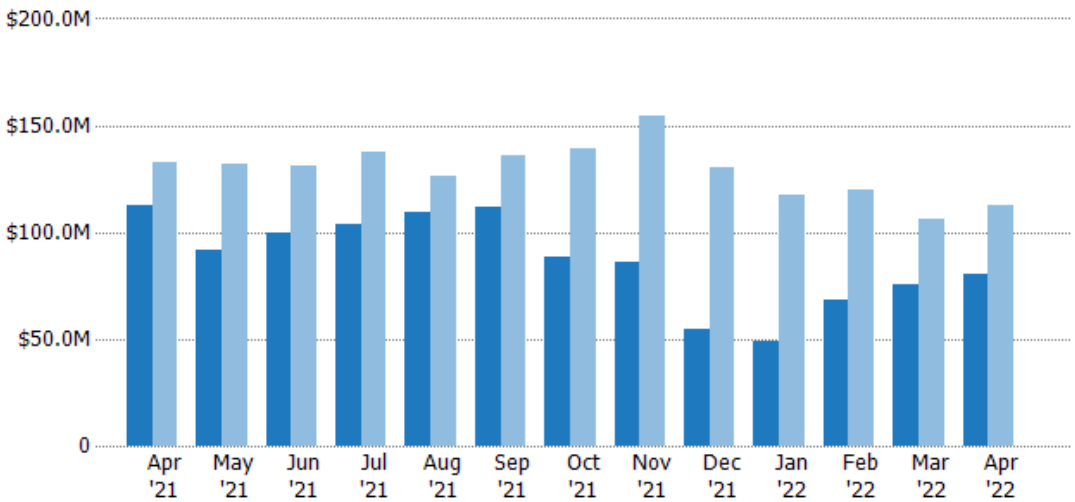
Month/Year	Current Year	Prior Year	Percent Change from Prior Year
Apr '21	104	185	-44%
May '21	104	184	-43%
Jun '21	113	184	-39%
Jul '21	125	174	-28%
Aug '21	125	163	-23%
Sep '21	114	158	-28%
Oct '21	96	153	-37%
Nov '21	88	148	-41%
Dec '21	73	131	-44%
Jan '22	64	127	-50%
Feb '22	62	120	-48%
Mar '22	67	101	-34%
Apr '22	84	104	-19%

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	Current Year	Prior Year	Percent Change from Prior Year
Apr '21	\$112M	\$133M	-15%
May '21	\$91.8M	\$132M	-31%
Jun '21	\$100M	\$131M	-24%
Jul '21	\$104M	\$138M	-25%
Aug '21	\$110M	\$126M	-13%
Sep '21	\$112M	\$136M	-18%
Oct '21	\$88.5M	\$139M	-37%
Nov '21	\$85.8M	\$155M	-44%
Dec '21	\$54.9M	\$130M	-58%
Jan '22	\$49.1M	\$117M	-58%
Feb '22	\$68.6M	\$120M	-43%
Mar '22	\$75.9M	\$106M	-29%
Apr '22	\$80.3M	\$112M	-29%

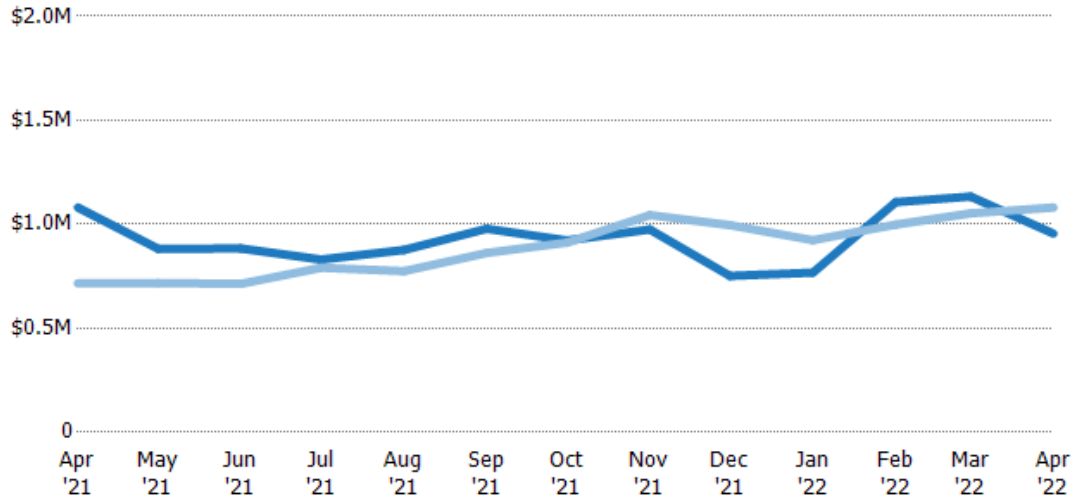
Average Listing Price

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.
Apr '22	\$955K	-11.6%
Apr '21	\$1.08M	50.8%
Apr '20	\$716K	-25.7%



Current Year	\$1.08M	\$882K	\$884K	\$830K	\$876K	\$979K	\$922K	\$975K	\$752K	\$767K	\$1.11M	\$1.13M	\$955K
Prior Year	\$716K	\$718K	\$714K	\$791K	\$775K	\$862K	\$912K	\$1.04M	\$996K	\$924K	\$998K	\$1.05M	\$1.08M
Percent Change from Prior Year	51%	23%	24%	5%	13%	14%	1%	-7%	-25%	-17%	11%	8%	-12%

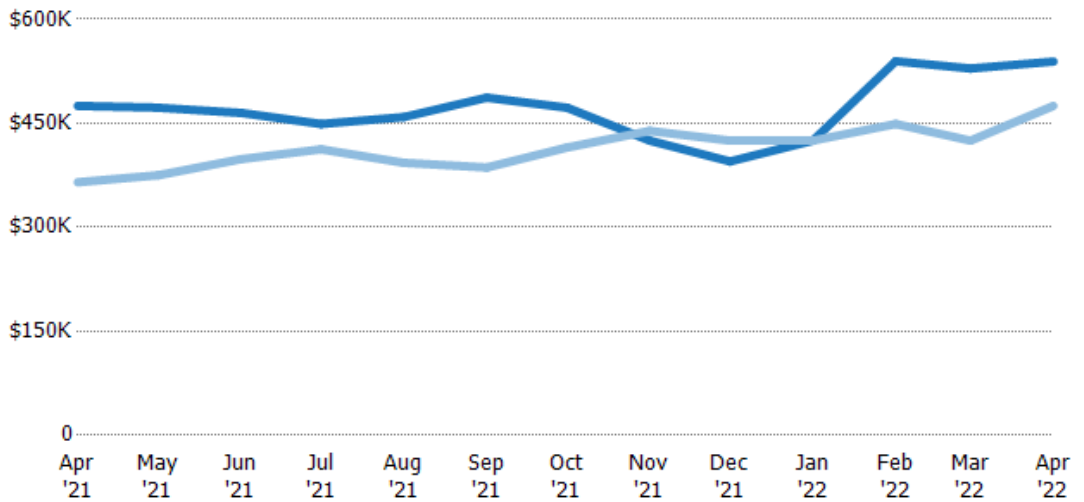
Median Listing Price

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.
Apr '22	\$539K	13.5%
Apr '21	\$475K	30.1%
Apr '20	\$365K	-11%



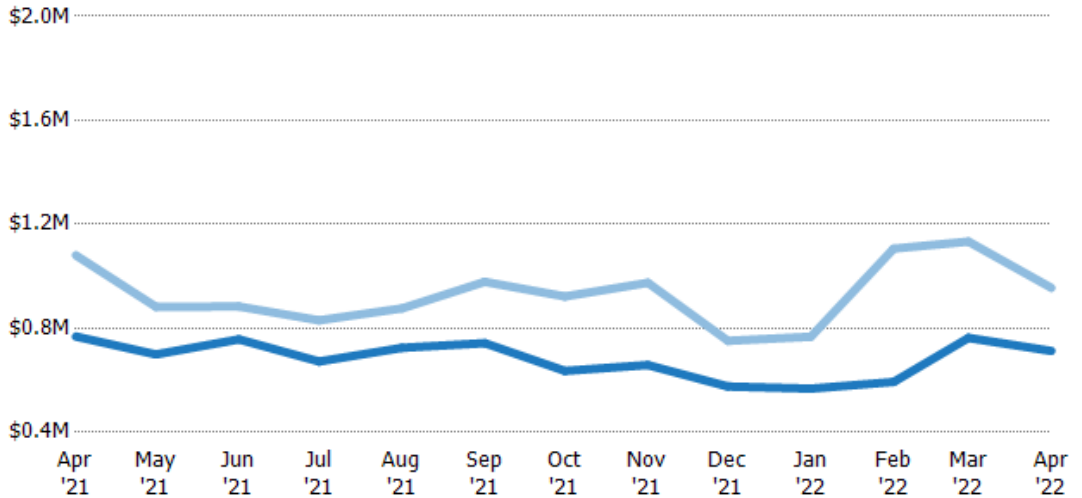
Current Year	\$475K	\$473K	\$465K	\$449K	\$459K	\$487K	\$473K	\$425K	\$395K	\$425K	\$540K	\$529K	\$539K
Prior Year	\$365K	\$375K	\$398K	\$413K	\$393K	\$386K	\$415K	\$439K	\$425K	\$425K	\$449K	\$425K	\$475K
Percent Change from Prior Year	30%	26%	17%	9%	17%	26%	14%	-3%	-7%	0%	20%	24%	13%

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



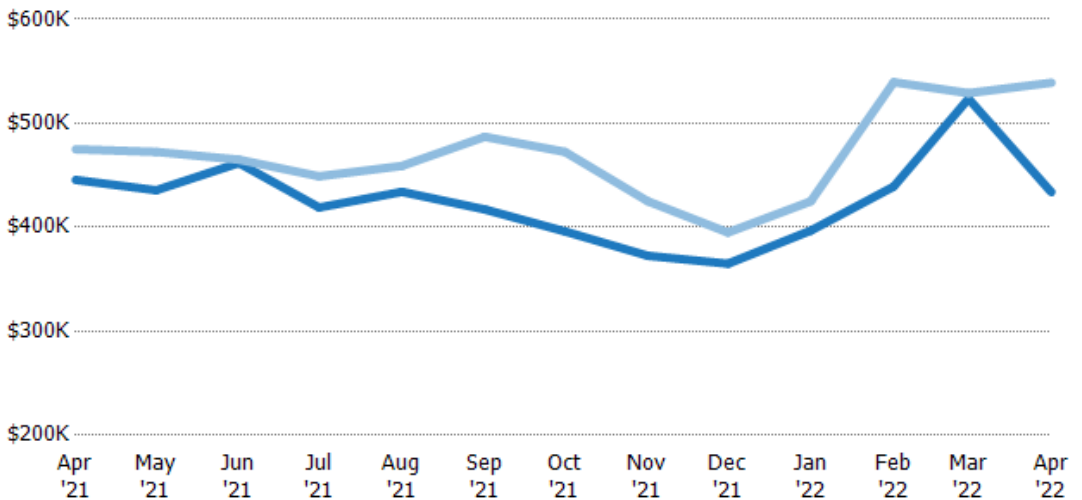
Avg Est Value	\$768K	\$699K	\$757K	\$672K	\$725K	\$743K	\$636K	\$659K	\$576K	\$568K	\$594K	\$763K	\$713K
Avg Listing Price	\$1.08M	\$882K	\$884K	\$830K	\$876K	\$979K	\$922K	\$975K	\$752K	\$767K	\$1.11M	\$1.13M	\$955K
Avg Listing Price as a % of Avg Est Value	141%	126%	117%	124%	121%	132%	145%	148%	131%	135%	186%	149%	134%

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



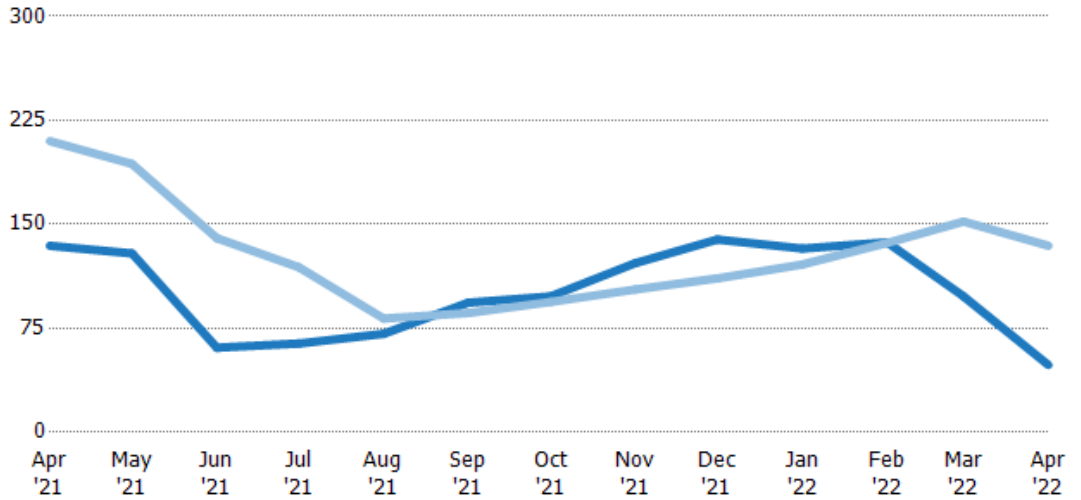
Median Est Value	\$446K	\$436K	\$462K	\$419K	\$434K	\$417K	\$396K	\$373K	\$365K	\$397K	\$439K	\$524K	\$434K
Median Listing Price	\$475K	\$473K	\$465K	\$449K	\$459K	\$487K	\$473K	\$425K	\$395K	\$425K	\$540K	\$529K	\$539K
Med Listing Price as a % of Med Est Value	107%	108%	101%	107%	106%	117%	119%	114%	108%	107%	123%	101%	124%

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



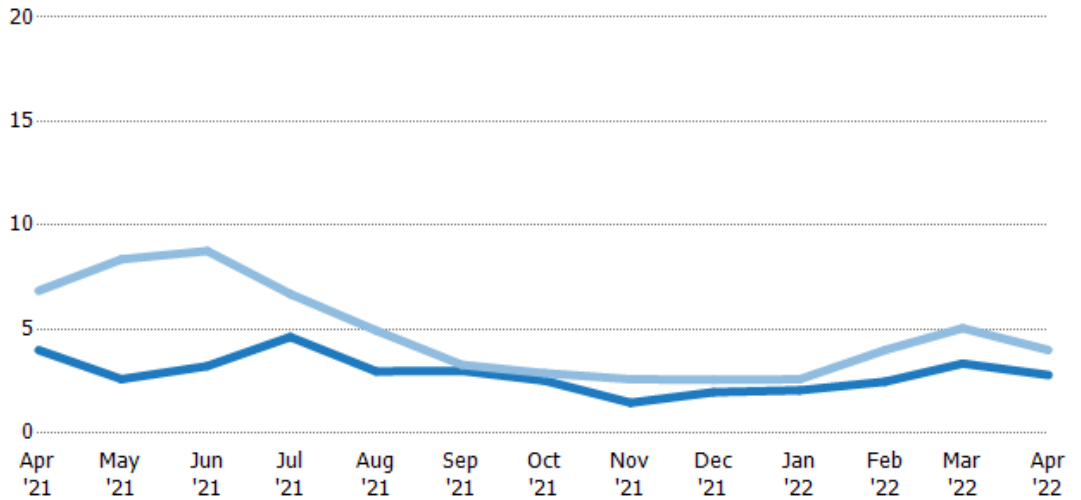
	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21	Jan '22	Feb '22	Mar '22	Apr '22
Current Year	135	129	61	64	71	93.5	98	122	139	133	137	98	48.5
Prior Year	210	194	140	119	82	86	94	103	111	121	137	152	135
Percent Change from Prior Year	-36%	-33%	-56%	-46%	-13%	9%	4%	18%	25%	10%	0%	-36%	-64%

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



	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21	Jan '22	Feb '22	Mar '22	Apr '22
Current Year	4	2.6	3.23	4.63	2.98	3	2.53	1.47	1.97	2.06	2.48	3.35	2.8
Prior Year	6.85	8.36	8.76	6.69	4.94	3.29	2.89	2.6	2.57	2.59	4	5.05	4
Percent Change from Prior Year	-42%	-69%	-63%	-31%	-40%	-9%	-12%	-44%	-23%	-20%	-38%	-34%	-30%

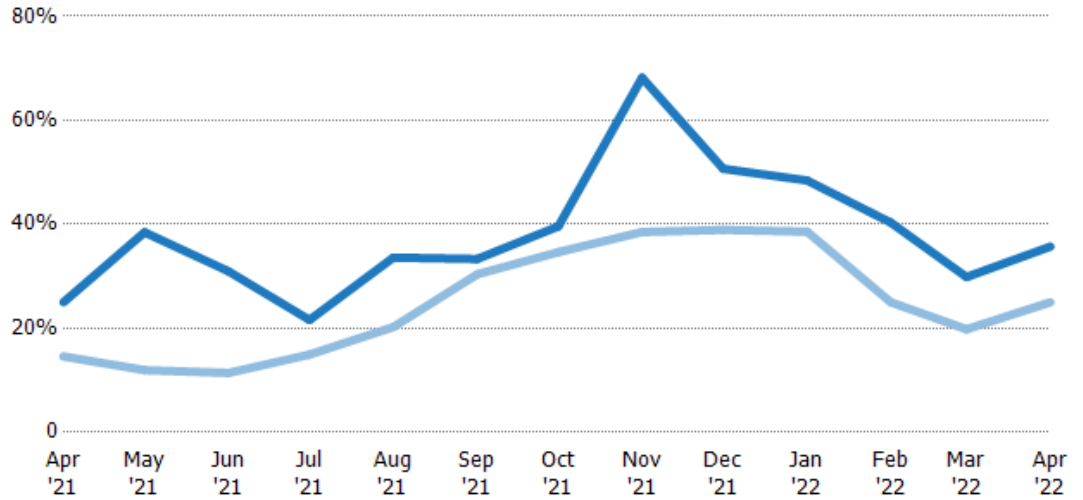
Absorption Rate

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.
Apr '22	36%	-10.7%
Apr '21	25%	-10.4%
Apr '20	15%	-35.5%



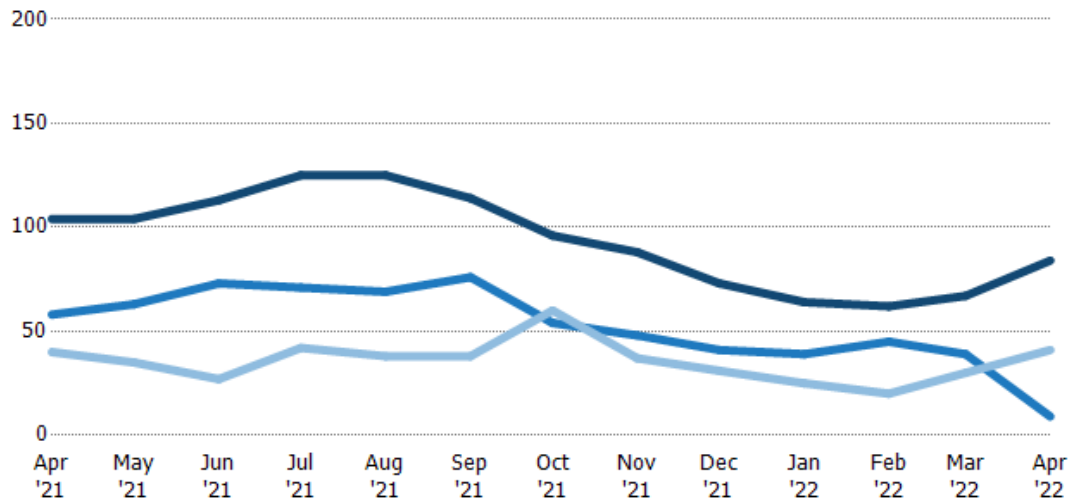
Current Year	25%	38%	31%	22%	34%	33%	40%	68%	51%	48%	40%	30%	36%
Prior Year	15%	12%	11%	15%	20%	30%	35%	39%	39%	39%	25%	20%	25%
Change from Prior Year	-10%	-27%	-20%	-7%	-13%	-3%	-5%	-30%	-12%	-10%	-15%	-10%	-11%

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	104	104	113	125	125	114	96	88	73	64	62	67	84
Pending	58	63	73	71	69	76	54	48	41	39	45	39	9
Sold	40	35	27	42	38	38	60	37	31	25	20	30	41

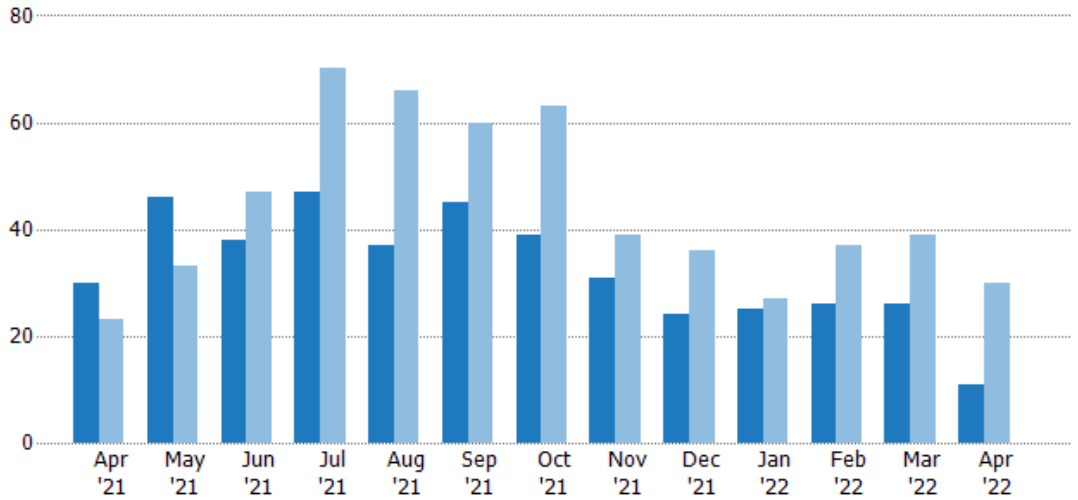
New Pending Sales

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.
Apr '22	11	-63.3%
Apr '21	30	30.4%
Apr '20	23	47.8%



Current Year	30	46	38	47	37	45	39	31	24	25	26	26	11
Prior Year	23	33	47	70	66	60	63	39	36	27	37	39	30
Percent Change from Prior Year	30%	39%	-19%	-33%	-44%	-25%	-38%	-21%	-33%	-7%	-30%	-33%	-63%

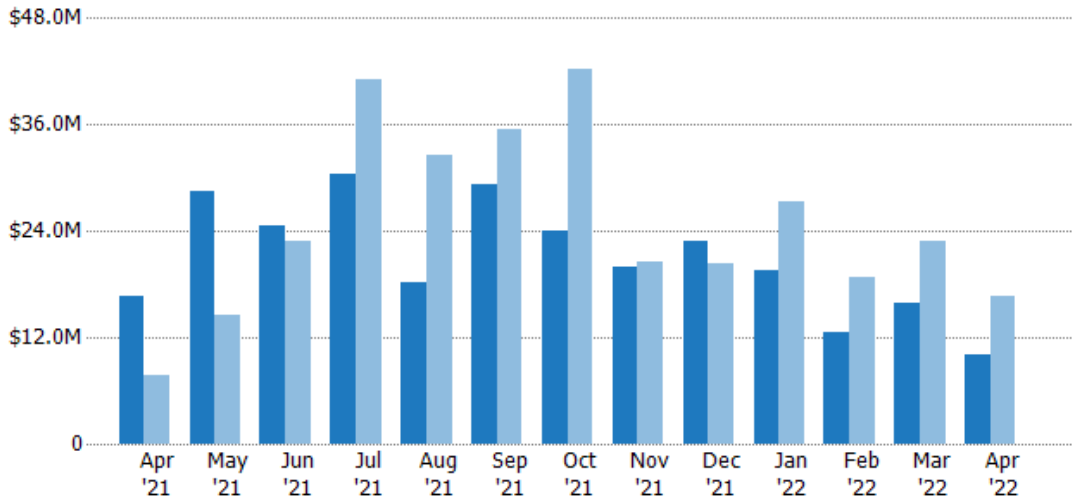
New Pending Sales Volume

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.
Apr '22	\$10.1M	-39.7%
Apr '21	\$16.7M	117.7%
Apr '20	\$7.65M	30.1%



Current Year	\$16.7M	\$28.5M	\$24.5M	\$30.3M	\$18.3M	\$29.3M	\$23.9M	\$19.9M	\$22.9M	\$19.6M	\$12.6M	\$15.8M	\$10.1M
Prior Year	\$7.65M	\$14.5M	\$22.9M	\$41.1M	\$32.5M	\$35.4M	\$42.2M	\$20.5M	\$20.4M	\$27.3M	\$18.7M	\$22.9M	\$16.7M
Percent Change from Prior Year	118%	96%	7%	-26%	-44%	-17%	-43%	-3%	12%	-28%	-33%	-31%	-40%

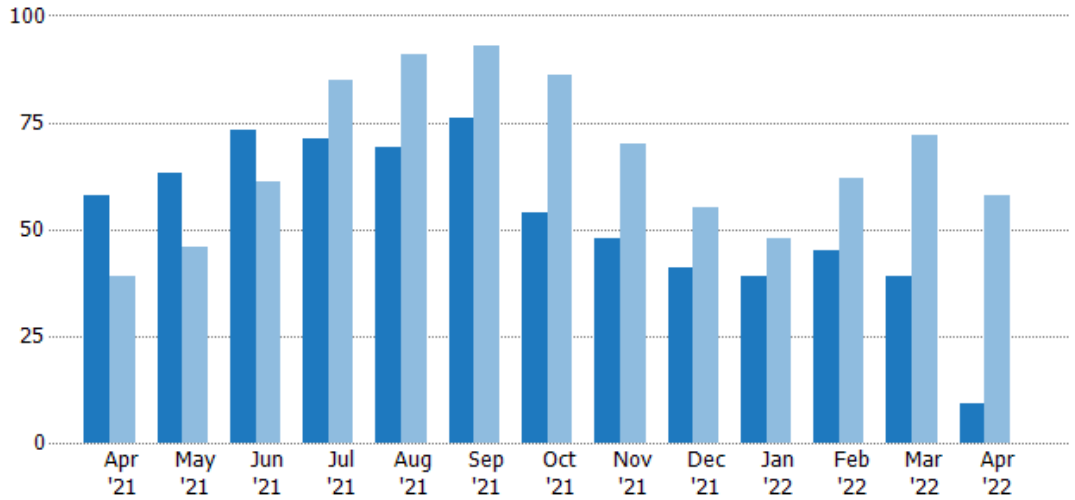
Pending Sales

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.
Apr '22	9	-84.5%
Apr '21	58	48.7%
Apr '20	39	35.9%



Current Year	58	63	73	71	69	76	54	48	41	39	45	39	9
Prior Year	39	46	61	85	91	93	86	70	55	48	62	72	58
Percent Change from Prior Year	49%	37%	20%	-16%	-24%	-18%	-37%	-31%	-25%	-19%	-27%	-46%	-84%

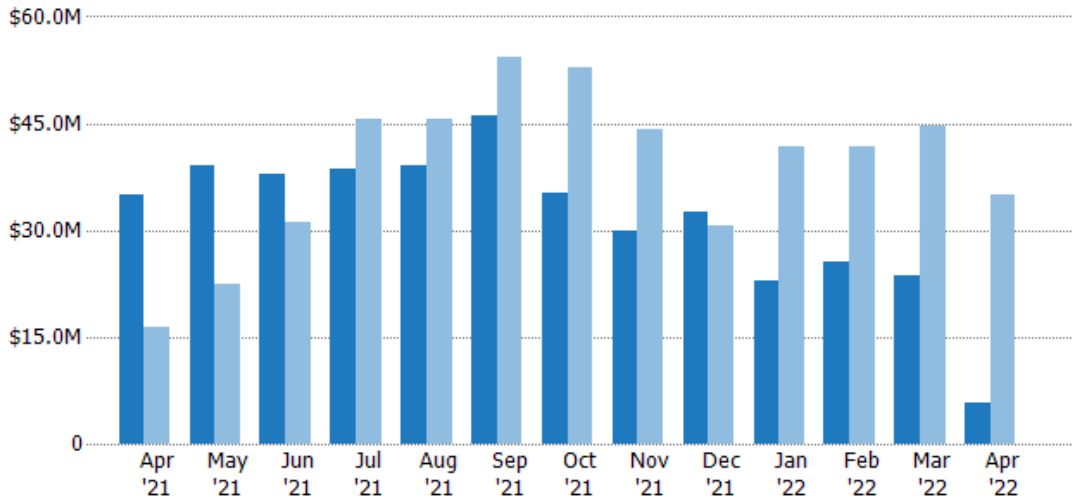
Pending Sales Volume

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.
Apr '22	\$5.74M	-83.5%
Apr '21	\$34.9M	111.3%
Apr '20	\$16.5M	19.3%



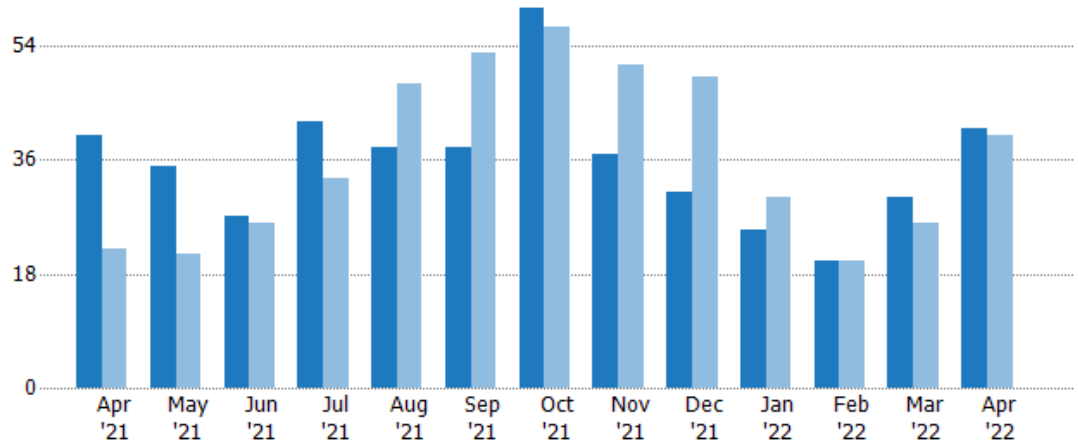
Current Year	\$34.9M	\$39M	\$37.8M	\$38.7M	\$39M	\$46.2M	\$35.3M	\$30M	\$32.6M	\$23M	\$25.5M	\$23.6M	\$5.74M
Prior Year	\$16.5M	\$22.5M	\$31M	\$45.5M	\$45.6M	\$54.2M	\$52.9M	\$44.2M	\$30.7M	\$41.7M	\$41.7M	\$44.5M	\$34.9M
Percent Change from Prior Year	111%	73%	22%	-15%	-14%	-15%	-33%	-32%	6%	-45%	-39%	-47%	-84%

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



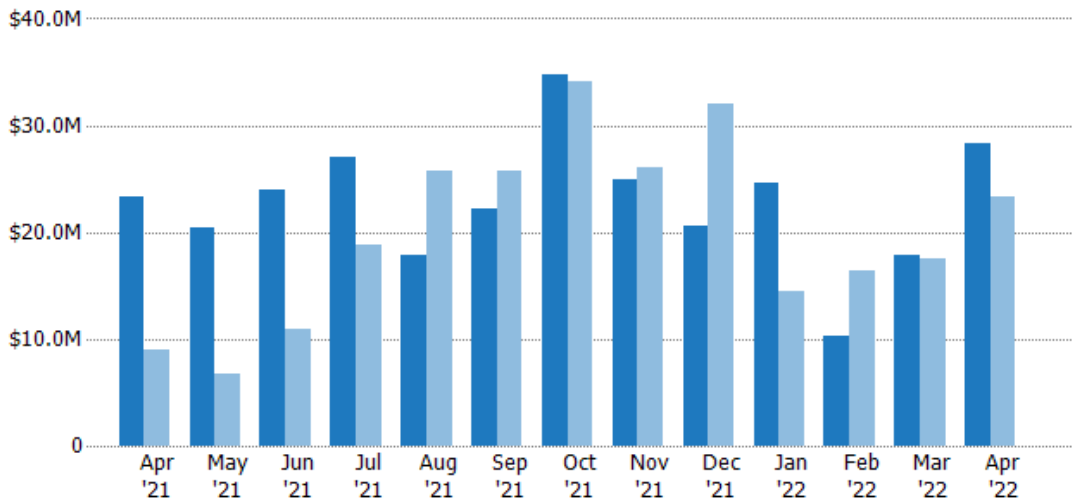
	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21	Jan '22	Feb '22	Mar '22	Apr '22
Current Year	40	35	27	42	38	38	60	37	31	25	20	30	41
Prior Year	22	21	26	33	48	53	57	51	49	30	20	26	40
Percent Change from Prior Year	82%	67%	4%	27%	-21%	-28%	5%	-27%	-37%	-17%	0%	15%	3%

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



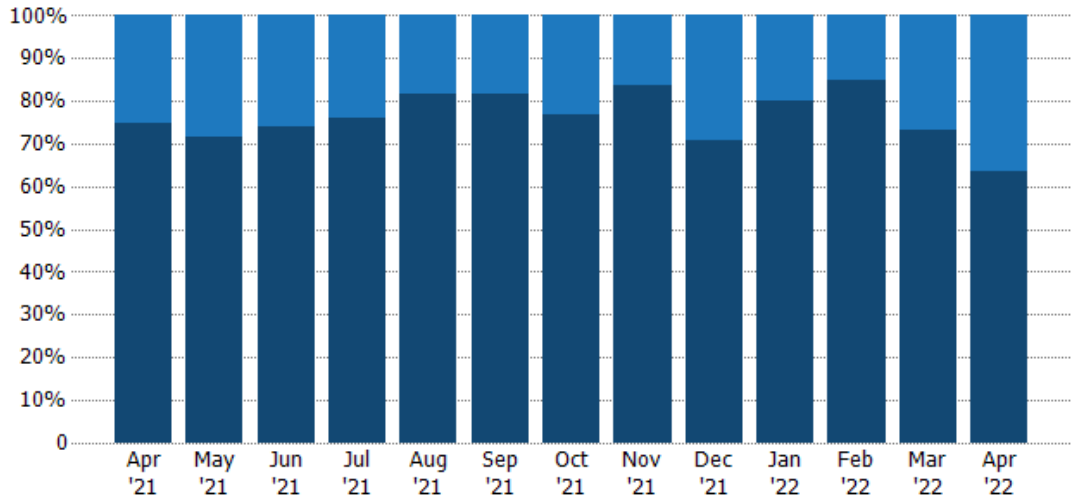
	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21	Jan '22	Feb '22	Mar '22	Apr '22
Current Year	\$23.3M	\$20.4M	\$23.9M	\$27.1M	\$17.9M	\$22.2M	\$34.8M	\$25M	\$20.6M	\$24.7M	\$10.3M	\$17.8M	\$28.3M
Prior Year	\$9.03M	\$6.74M	\$10.9M	\$18.7M	\$25.7M	\$25.7M	\$34.2M	\$26M	\$31.9M	\$14.5M	\$16.4M	\$17.5M	\$23.3M
Percent Change from Prior Year	158%	202%	119%	44%	-30%	-13%	2%	-4%	-36%	70%	-37%	2%	22%

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



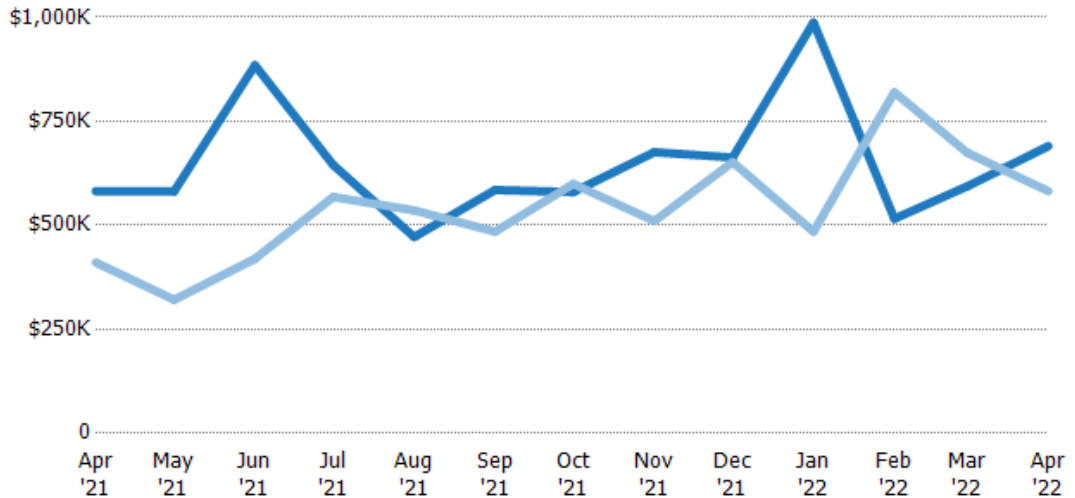
Property Type	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21	Jan '22	Feb '22	Mar '22	Apr '22
Condo/Townhouse	25%	29%	26%	24%	18%	18%	23%	16%	29%	20%	15%	27%	37%
Single Family Residence	75%	71%	74%	76%	82%	82%	77%	84%	71%	80%	85%	73%	63%

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.
Apr '22	\$690K	18.6%
Apr '21	\$582K	41.8%
Apr '20	\$411K	-31.9%

Property Type	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21	Jan '22	Feb '22	Mar '22	Apr '22
Current Year	\$582K	\$581K	\$885K	\$645K	\$472K	\$585K	\$580K	\$676K	\$663K	\$987K	\$516K	\$594K	\$690K
Prior Year	\$411K	\$321K	\$420K	\$568K	\$536K	\$485K	\$599K	\$510K	\$652K	\$485K	\$820K	\$674K	\$582K
Percent Change from Prior Year	42%	81%	111%	14%	-12%	21%	-3%	32%	2%	104%	-37%	-12%	19%

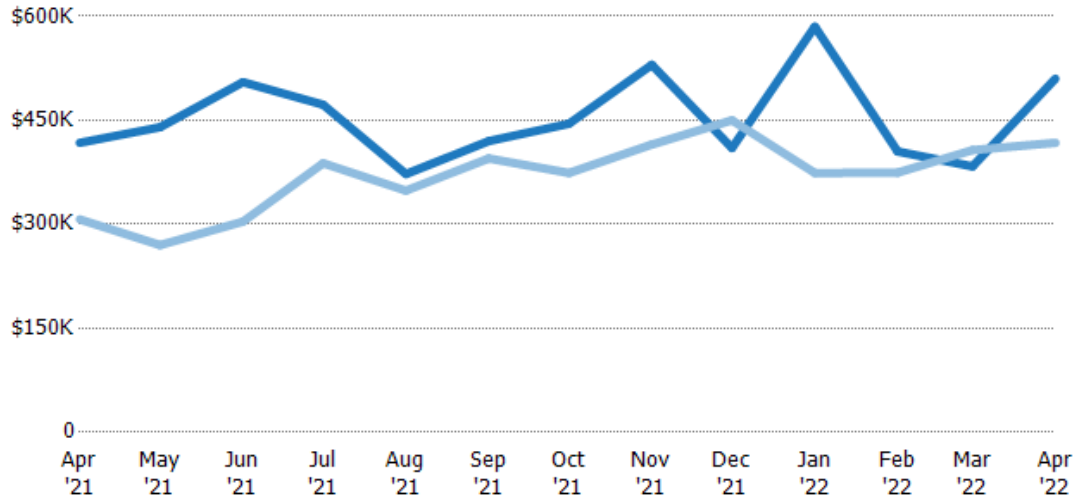
Median Sales Price

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.
Apr '22	\$510K	22.2%
Apr '21	\$418K	36%
Apr '20	\$307K	-26.7%



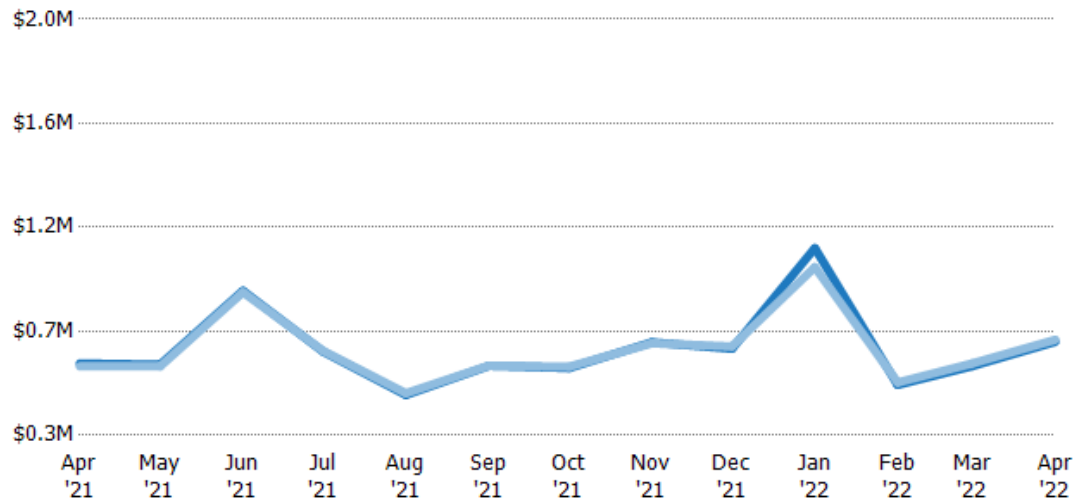
	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21	Jan '22	Feb '22	Mar '22	Apr '22
Current Year	\$418K	\$440K	\$505K	\$473K	\$373K	\$420K	\$445K	\$530K	\$410K	\$585K	\$405K	\$384K	\$510K
Prior Year	\$307K	\$270K	\$304K	\$388K	\$349K	\$395K	\$374K	\$415K	\$450K	\$374K	\$375K	\$407K	\$418K
Percent Change from Prior Year	36%	63%	66%	22%	7%	6%	19%	28%	-9%	56%	8%	-6%	22%

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



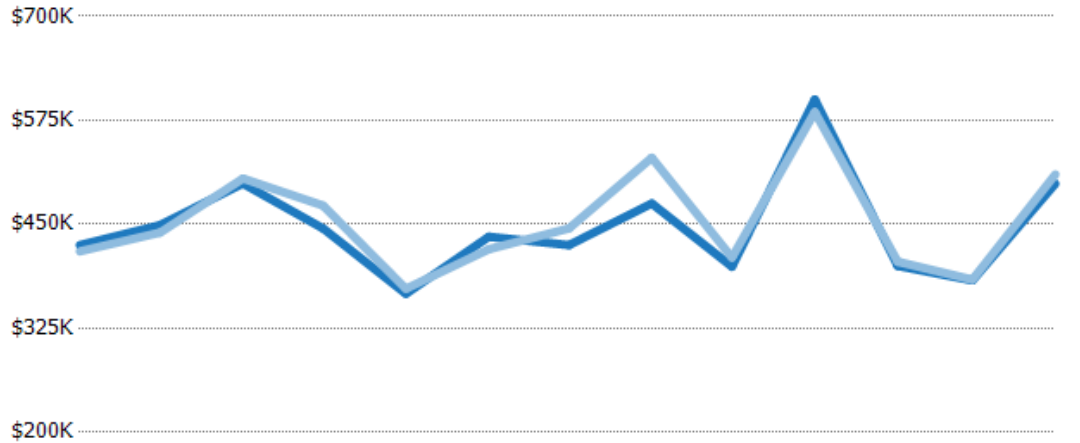
	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21	Jan '22	Feb '22	Mar '22	Apr '22
Avg List Price	\$593K	\$589K	\$891K	\$642K	\$465K	\$584K	\$575K	\$680K	\$654K	\$1.06M	\$506K	\$583K	\$682K
Avg Sales Price	\$582K	\$581K	\$885K	\$645K	\$472K	\$585K	\$580K	\$676K	\$663K	\$987K	\$516K	\$594K	\$690K
Avg Sales Price as a % of Avg List Price	98%	99%	99%	100%	101%	100%	101%	99%	101%	93%	102%	102%	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



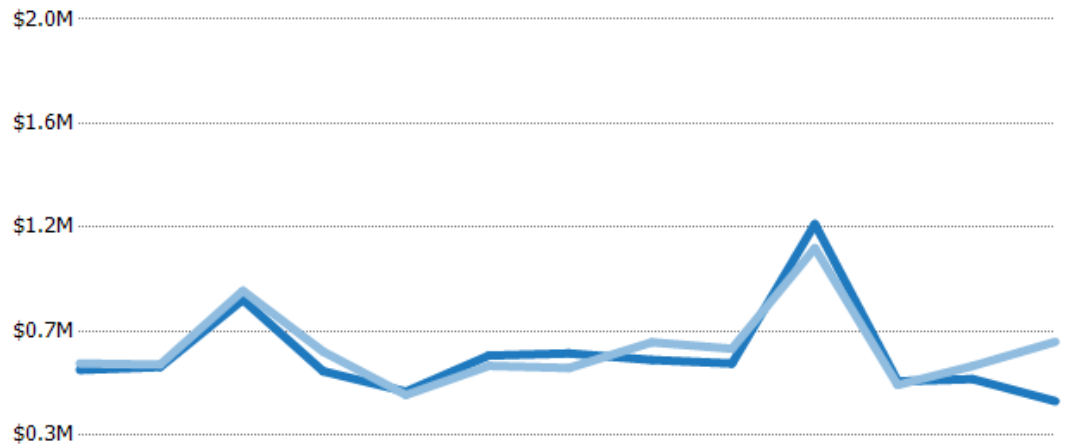
	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21	Jan '22	Feb '22	Mar '22	Apr '22
Median List Price	\$425K	\$449K	\$499K	\$445K	\$367K	\$435K	\$425K	\$475K	\$399K	\$600K	\$400K	\$383K	\$499K
Median Sales Price	\$418K	\$440K	\$505K	\$473K	\$373K	\$420K	\$445K	\$530K	\$410K	\$585K	\$405K	\$384K	\$510K
Med Sales Price as a % of Med List Price	98%	98%	101%	106%	102%	97%	105%	112%	103%	98%	101%	100%	102%

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



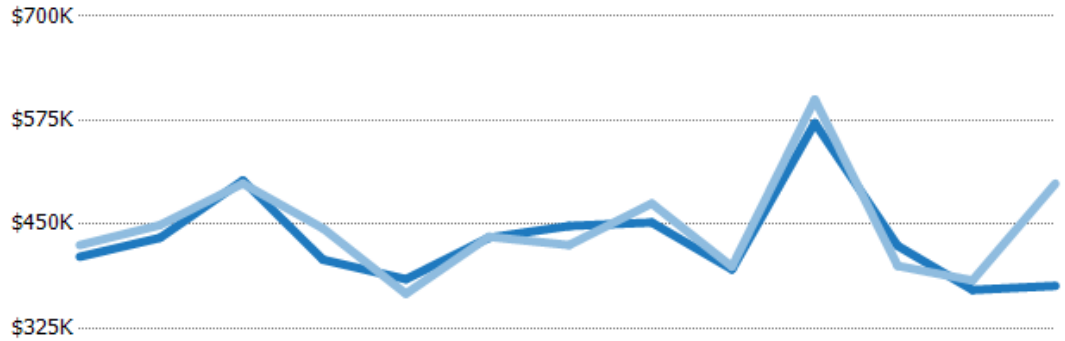
	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21	Jan '22	Feb '22	Mar '22	Apr '22
Avg Est Value	\$567K	\$579K	\$854K	\$562K	\$478K	\$626K	\$635K	\$608K	\$593K	\$1.16M	\$521K	\$530K	\$439K
Avg Sales Price	\$593K	\$589K	\$891K	\$642K	\$465K	\$584K	\$575K	\$680K	\$654K	\$1.06M	\$506K	\$583K	\$682K
Avg Sales Price as a % of Avg Est Value	105%	102%	104%	114%	97%	93%	91%	112%	110%	92%	97%	110%	155%

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



	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21	Jan '22	Feb '22	Mar '22	Apr '22
Median Est Value	\$411K	\$434K	\$503K	\$407K	\$384K	\$434K	\$448K	\$452K	\$396K	\$572K	\$424K	\$371K	\$376K
Median Sales Price	\$425K	\$449K	\$499K	\$445K	\$367K	\$435K	\$425K	\$475K	\$399K	\$600K	\$400K	\$383K	\$499K
Med Sales Price as a % of Med Est Value	103%	104%	99%	109%	95%	100%	95%	105%	101%	105%	94%	103%	133%