

## 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 2019	Feb 2018	+ / -	YTD 2019	YTD 2018	+ / -
<b>Listing Activity Charts Metrics</b>						
New Listing Count	60	30	+100%	93	56	+66.1%
New Listing Volume	\$27,131,850	\$12,545,100	+116.3%	\$39,092,950	\$20,428,800	+91.4%
Active Listing Count	251	237	+5.9%	N/A	N/A	
Active Listing Volume	\$134,387,539	\$117,527,499	+14.3%	N/A	N/A	
Average Listing Price	\$535,409	\$495,897	+8%	\$531,105	\$492,719	+7.8%
Median Listing Price	\$325,000	\$299,900	+8.4%	\$322,049	\$299,900	+7.4%
Median Days in RPR	164	180	-8.9%	173.59	178.11	-2.5%
Months of Inventory	11.4	9.9	+15.5%	13	19.1	-32%
Absorption Rate	8.76%	10.13%	-1.4%	7.69%	5.23%	+2.5%
<b>Sales Activity Charts Metrics</b>						
New Pending Sales Count	26	31	-16.1%	56	55	+1.8%
New Pending Sales Volume	\$12,965,200	\$12,822,900	+1.1%	\$23,188,300	\$23,697,700	-2.1%
Pending Sales Count	48	48	+/-	N/A	N/A	
Pending Sales Volume	\$23,641,000	\$18,783,700	+25.9%	N/A	N/A	
Closed Sales Count	17	14	+21.4%	39	38	+2.6%
Closed Sales Volume	\$7,892,650	\$6,763,312	+16.7%	\$15,033,050	\$15,076,277	-0.3%
Average Sales Price	\$464,274	\$483,094	-3.9%	\$385,463	\$396,744	-2.8%
Median Sales Price	\$395,000	\$252,500	+56.4%	\$319,410	\$222,500	+43.6%

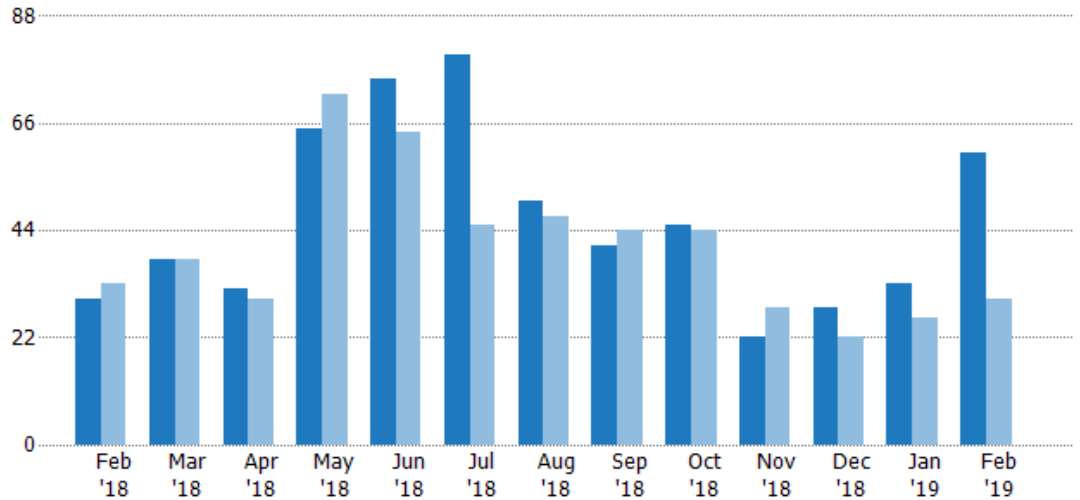
## New Listings

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 Residence

Month/ Year	Count	% Chg.
Feb '19	60	100%
Feb '18	30	-9.1%
Feb '17	33	-15.2%



	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19
Current Year	30	38	32	65	75	80	50	41	45	22	28	33	60
Prior Year	33	38	30	72	64	45	47	44	44	28	22	26	30
Percent Change from Prior Year	-9%	0%	7%	-10%	17%	78%	6%	-7%	2%	-21%	27%	27%	100%

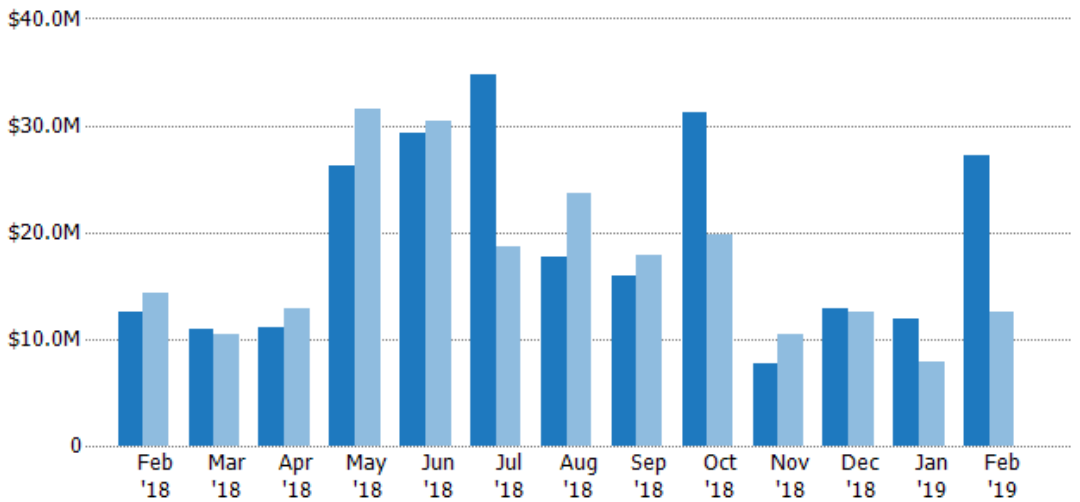
## New Listing Volume

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 Residence

Month/ Year	Volume	% Chg.
Feb '19	\$27.1M	116.3%
Feb '18	\$12.5M	-12.1%
Feb '17	\$14.3M	18.2%



	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19
Current Year	\$12.5M	\$10.9M	\$11.1M	\$26.2M	\$29.2M	\$34.8M	\$17.8M	\$16M	\$31.2M	\$7.66M	\$12.9M	\$12M	\$27.1M
Prior Year	\$14.3M	\$10.4M	\$12.9M	\$31.5M	\$30.4M	\$18.6M	\$23.7M	\$17.9M	\$19.8M	\$10.4M	\$12.6M	\$7.88M	\$12.5M
Percent Change from Prior Year	-12%	5%	-14%	-17%	-4%	87%	-25%	-11%	58%	-26%	3%	52%	116%

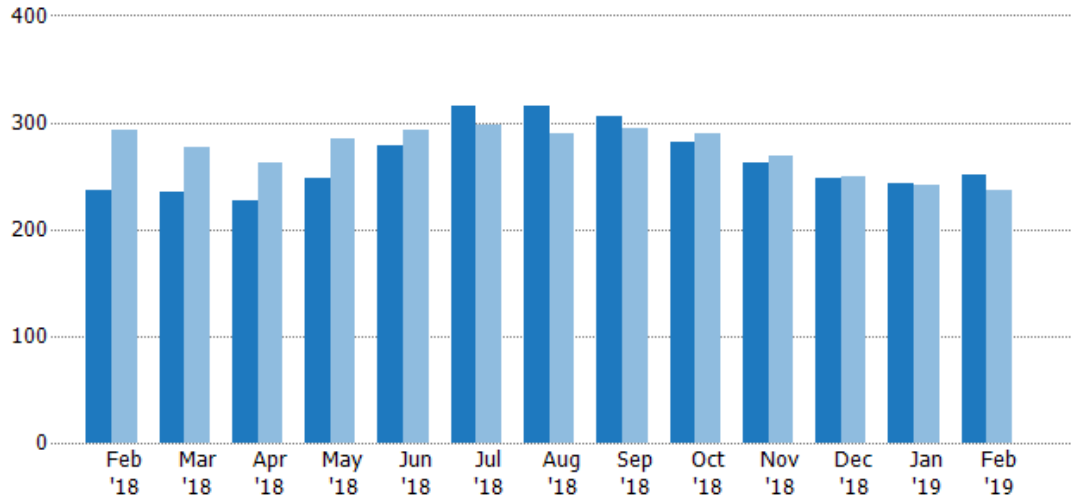
## Active Listings

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 Residence

Month/ Year	Count	% Chg.
Feb '19	251	5.9%
Feb '18	237	-18.8%
Feb '17	292	-8.2%



	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19
Current Year	237	235	227	247	279	315	316	305	282	263	248	243	251
Prior Year	292	276	263	284	293	297	289	294	290	269	250	241	237
Percent Change from Prior Year	-19%	-15%	-14%	-13%	-5%	6%	9%	4%	-3%	-2%	-1%	1%	6%

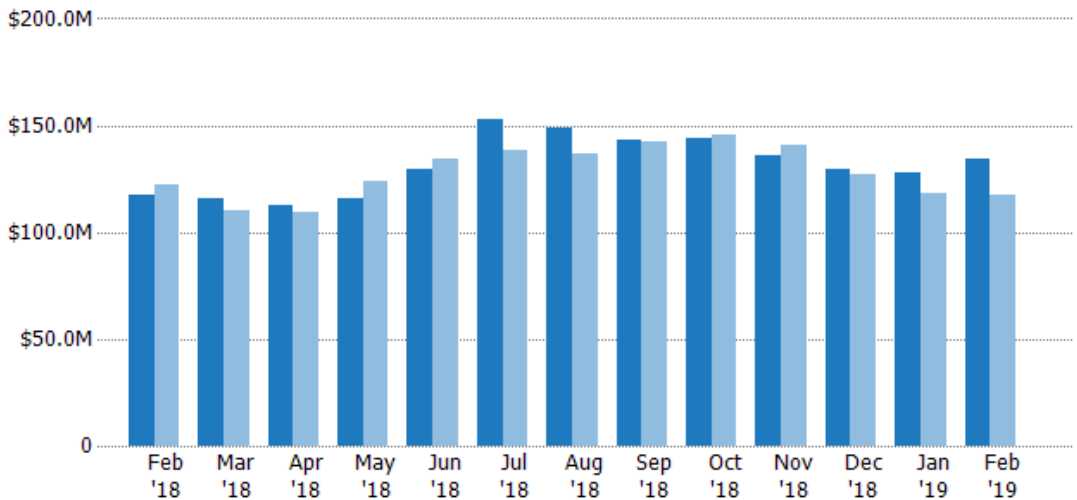
## Active Listing Volume

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 Residence

Month/ Year	Volume	% Chg.
Feb '19	\$134M	14.3%
Feb '18	\$118M	-3.8%
Feb '17	\$122M	-19.6%



	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19
Current Year	\$118M	\$116M	\$112M	\$116M	\$129M	\$153M	\$149M	\$143M	\$144M	\$136M	\$129M	\$128M	\$134M
Prior Year	\$122M	\$110M	\$110M	\$124M	\$134M	\$138M	\$137M	\$142M	\$146M	\$140M	\$127M	\$118M	\$118M
Percent Change from Prior Year	-4%	5%	2%	-7%	-4%	11%	9%	1%	-1%	-3%	2%	8%	14%

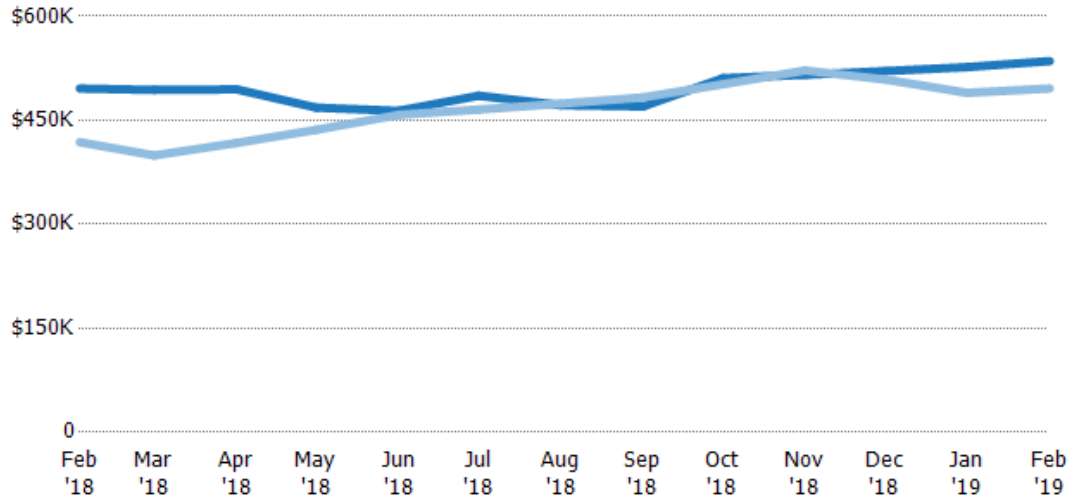
## Average Listing Price

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 Residence

Month/ Year	Price	% Chg.
Feb '19	\$535K	8%
Feb '18	\$496K	18.5%
Feb '17	\$418K	-12.4%



Current Year	\$496K	\$494K	\$495K	\$468K	\$464K	\$485K	\$472K	\$470K	\$511K	\$516K	\$521K	\$527K	\$535K
Prior Year	\$418K	\$399K	\$417K	\$436K	\$458K	\$465K	\$474K	\$483K	\$502K	\$522K	\$509K	\$490K	\$496K
Percent Change from Prior Year	19%	24%	19%	7%	1%	4%	0%	-3%	2%	-1%	2%	8%	8%

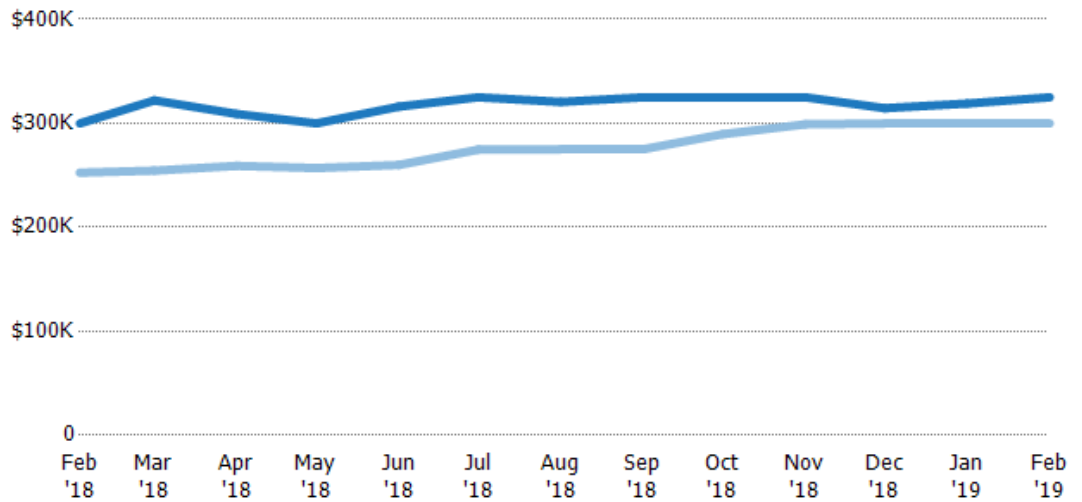
## Median Listing Price

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 Residence

Month/ Year	Price	% Chg.
Feb '19	\$325K	8.4%
Feb '18	\$300K	18.8%
Feb '17	\$253K	-1.2%



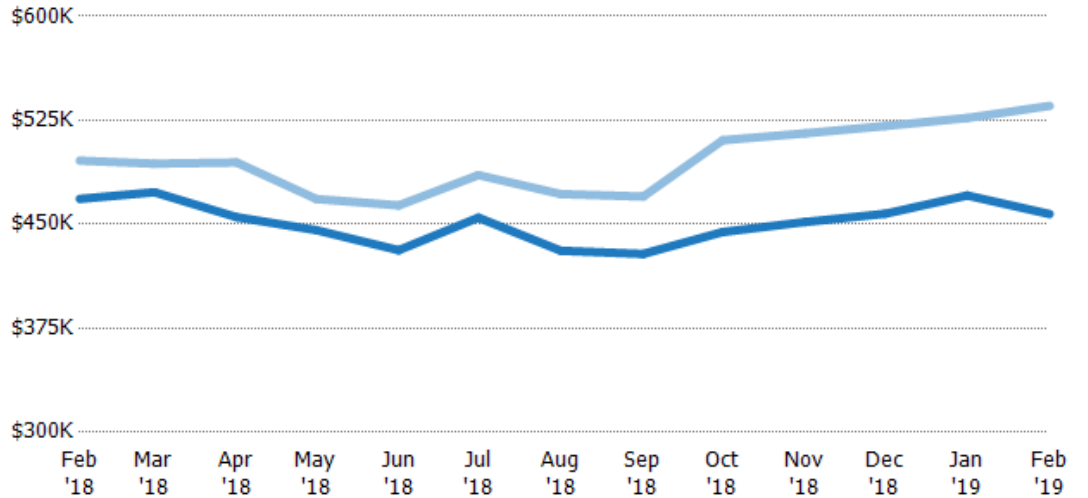
Current Year	\$300K	\$322K	\$309K	\$300K	\$316K	\$325K	\$321K	\$325K	\$325K	\$325K	\$315K	\$319K	\$325K
Prior Year	\$253K	\$255K	\$259K	\$257K	\$260K	\$275K	\$275K	\$275K	\$290K	\$299K	\$300K	\$300K	\$300K
Percent Change from Prior Year	19%	27%	19%	17%	22%	18%	17%	18%	12%	9%	5%	6%	8%

## 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 Residence



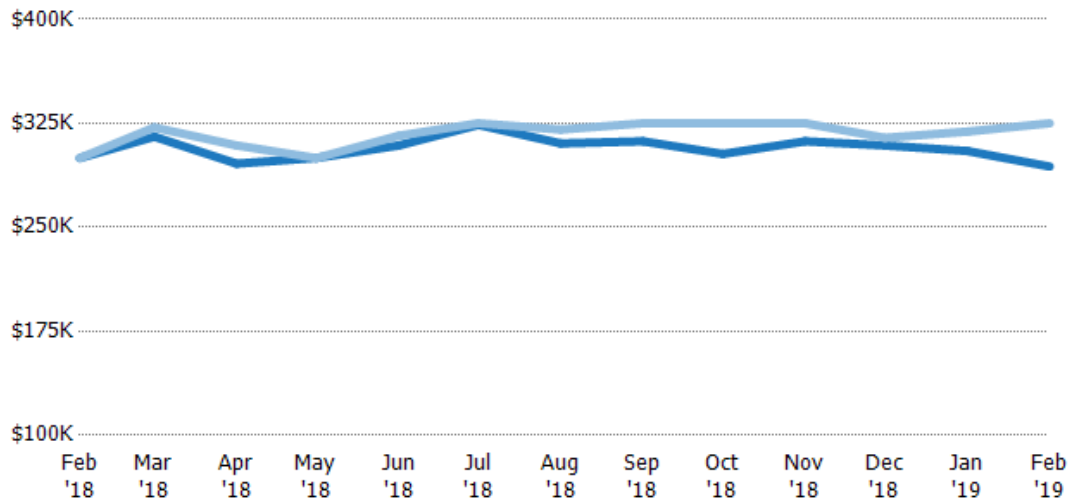
	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19
Avg Est Value	\$468K	\$473K	\$455K	\$446K	\$431K	\$455K	\$431K	\$429K	\$444K	\$452K	\$458K	\$471K	\$457K
Avg Listing Price	\$496K	\$494K	\$495K	\$468K	\$464K	\$485K	\$472K	\$470K	\$511K	\$516K	\$521K	\$527K	\$535K
Avg Listing Price as a % of Avg Est Value	106%	104%	109%	105%	107%	107%	109%	110%	115%	114%	114%	112%	117%

## 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 Residence



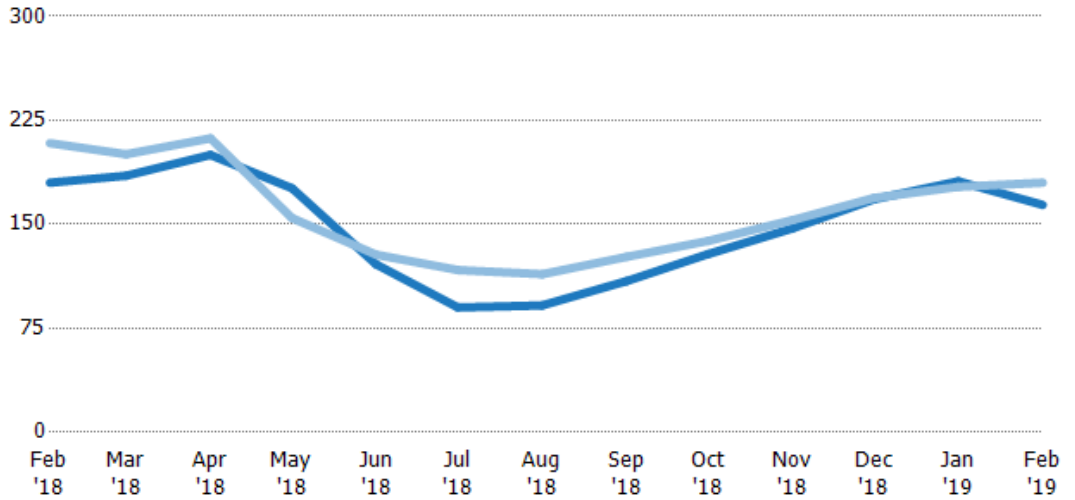
	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19
Median Est Value	\$300K	\$315K	\$296K	\$300K	\$309K	\$324K	\$311K	\$312K	\$303K	\$312K	\$309K	\$305K	\$294K
Median Listing Price	\$300K	\$322K	\$309K	\$300K	\$316K	\$325K	\$321K	\$325K	\$325K	\$325K	\$315K	\$319K	\$325K
Med Listing Price as a % of Med Est Value	100%	102%	104%	100%	102%	100%	103%	104%	107%	104%	102%	105%	111%

## 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 Residence



Month/Year	Days	% Chg.
Feb '19	164	-8.9%
Feb '18	180	-13.7%
Feb '17	209	-20.9%

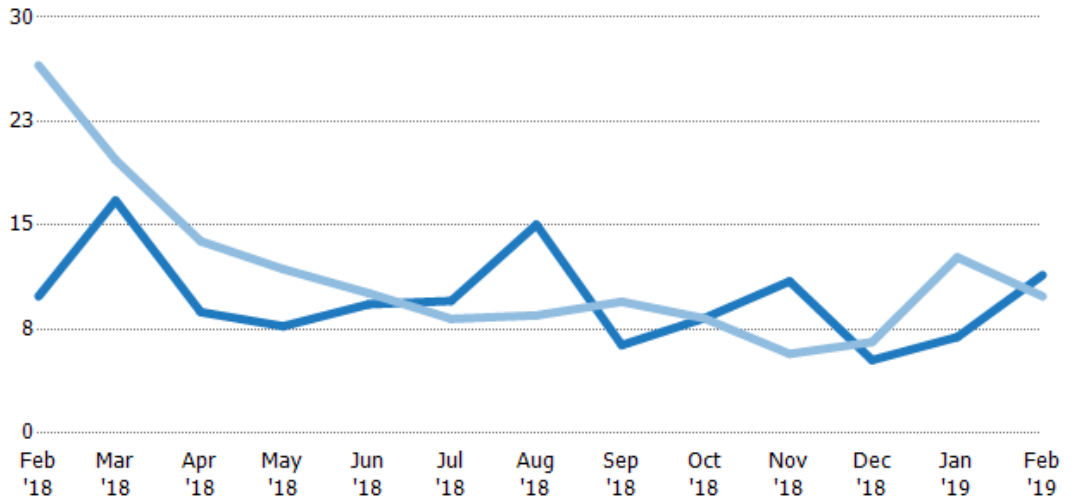
	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19
Current Year	180	185	200	176	121	90	91.5	109	129	147	168	181	164
Prior Year	209	201	212	155	128	117	114	127	138	153	169	177	180
Percent Change from Prior Year	-14%	-8%	-6%	14%	-5%	-23%	-20%	-14%	-7%	-4%	-1%	2%	-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 Residence



Month/Year	Months	% Chg.
Feb '19	11.4	15.5%
Feb '18	9.88	-62.8%
Feb '17	26.5	-43.9%

	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19
Current Year	9.88	16.8	8.73	7.72	9.3	9.55	15	6.35	8.29	11	5.28	6.94	11.4
Prior Year	26.5	19.7	13.8	11.8	10.1	8.25	8.5	9.48	8.29	5.72	6.58	12.7	9.88
Percent Change from Prior Year	-63%	-15%	-37%	-35%	-8%	16%	77%	-33%	0%	91%	-20%	-45%	16%

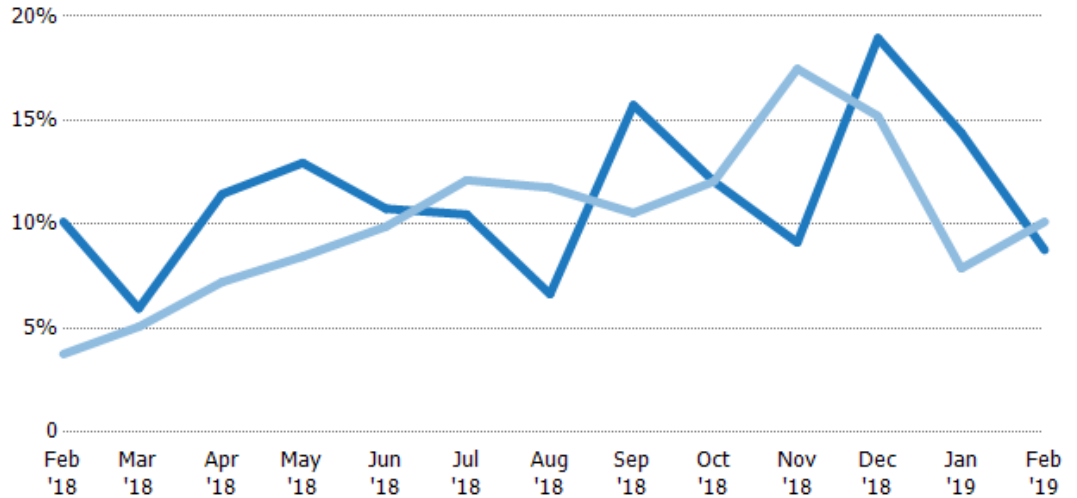
## Absorption Rate

The percentage of inventory sold per month.

### Filters Used

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

Month/ Year	Rate	Chg.
Feb '19	9%	1.4%
Feb '18	10%	-6.4%
Feb '17	4%	78.5%



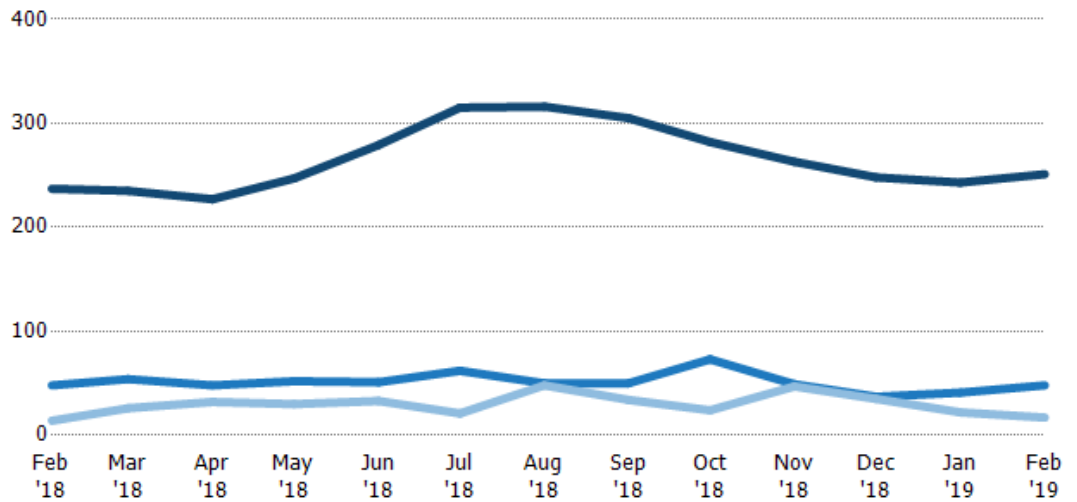
Current Year	10%	6%	11%	13%	11%	10%	7%	16%	12%	9%	19%	14%	9%
Prior Year	4%	5%	7%	8%	10%	12%	12%	11%	12%	17%	15%	8%	10%
Change from Prior Year	-6%	-1%	-4%	-5%	-1%	2%	5%	-5%	0%	8%	-4%	-7%	1%

## 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 Residence



Active	237	235	227	247	279	315	316	305	282	263	248	243	251
Pending	48	54	48	52	51	62	50	50	73	49	37	41	48
Sold	14	26	32	30	33	21	48	34	24	47	35	22	17

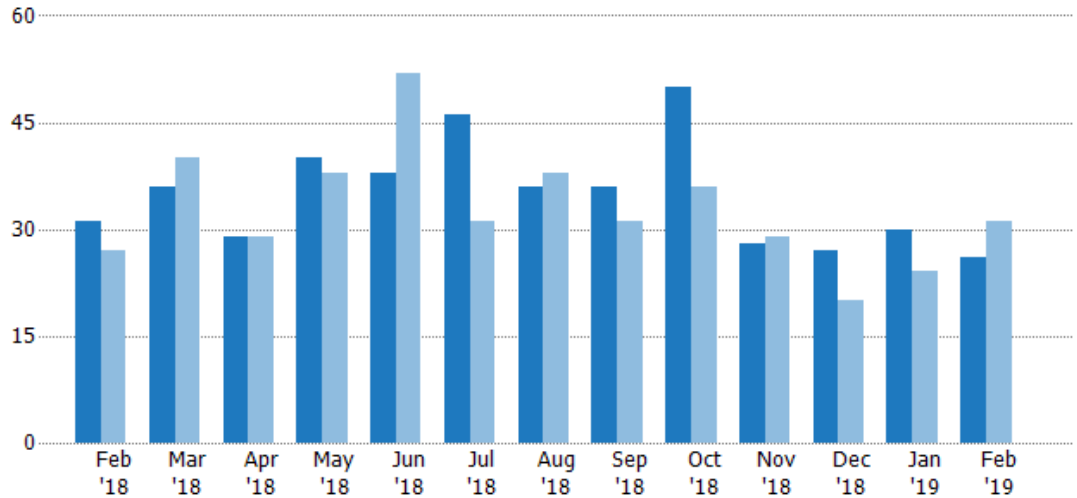
## New Pending Sales

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 Residence

Month/ Year	Count	% Chg.
Feb '19	26	-16.1%
Feb '18	31	14.8%
Feb '17	27	-14.8%



	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19
Current Year	31	36	29	40	38	46	36	36	50	28	27	30	26
Prior Year	27	40	29	38	52	31	38	31	36	29	20	24	31
Percent Change from Prior Year	15%	-10%	0%	5%	-27%	48%	-5%	16%	39%	-3%	35%	25%	-16%

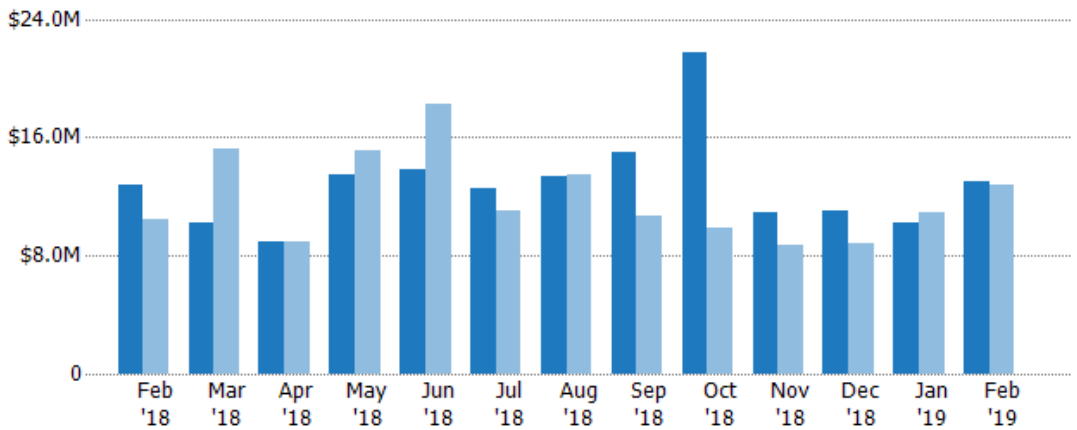
## New Pending Sales Volume

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 Residence

Month/ Year	Volume	% Chg.
Feb '19	\$13M	1.1%
Feb '18	\$12.8M	22.1%
Feb '17	\$10.5M	12.6%



	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19
Current Year	\$12.8M	\$10.2M	\$8.98M	\$13.5M	\$13.9M	\$12.5M	\$13.4M	\$15M	\$21.7M	\$10.9M	\$11.1M	\$10.2M	\$13M
Prior Year	\$10.5M	\$15.2M	\$8.91M	\$15.1M	\$18.3M	\$11M	\$13.5M	\$10.7M	\$9.89M	\$8.68M	\$8.86M	\$10.9M	\$12.8M
Percent Change from Prior Year	22%	-33%	1%	-11%	-24%	14%	-1%	40%	120%	26%	25%	-6%	1%



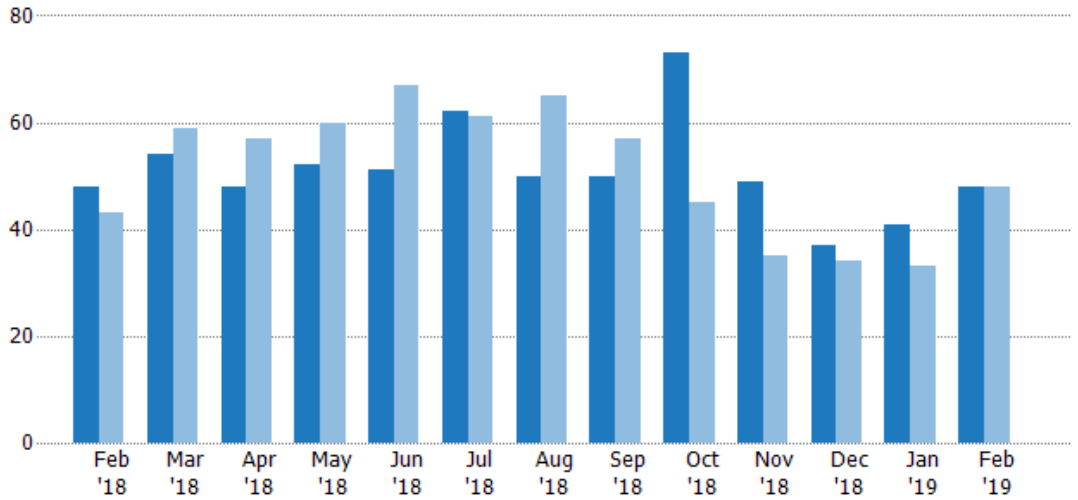
## Pending Sales

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 Residence

Month/ Year	Count	% Chg.
Feb '19	48	0%
Feb '18	48	11.6%
Feb '17	43	14%



Current Year	48	54	48	52	51	62	50	50	73	49	37	41	48
Prior Year	43	59	57	60	67	61	65	57	45	35	34	33	48
Percent Change from Prior Year	12%	-8%	-16%	-13%	-24%	2%	-23%	-12%	62%	40%	9%	24%	0%

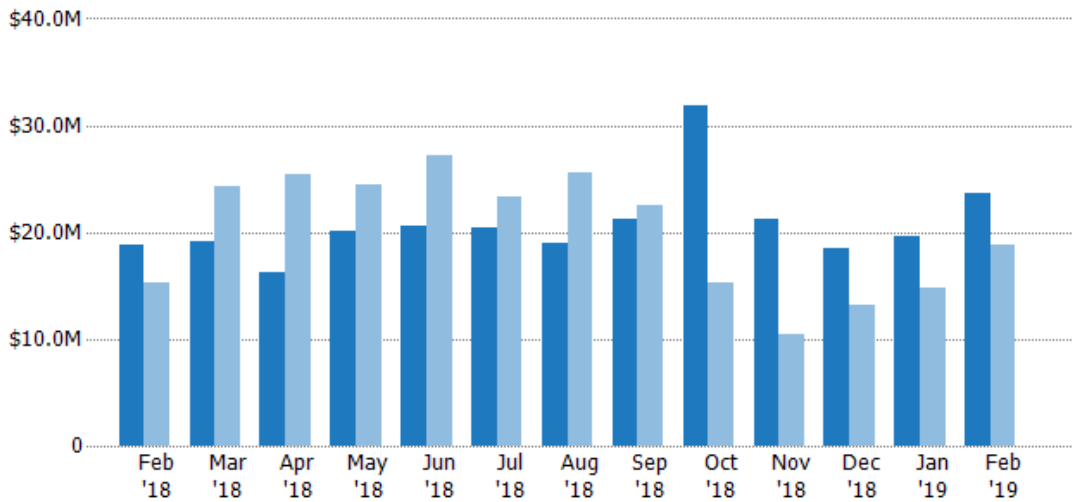
## Pending Sales Volume

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 Residence

Month/ Year	Volume	% Chg.
Feb '19	\$23.6M	25.9%
Feb '18	\$18.8M	23.7%
Feb '17	\$15.2M	1.2%



Current Year	\$18.8M	\$19.2M	\$16.2M	\$20.2M	\$20.6M	\$20.4M	\$19M	\$21.3M	\$31.8M	\$21.2M	\$18.5M	\$19.5M	\$23.6M
Prior Year	\$15.2M	\$24.4M	\$25.4M	\$24.4M	\$27.1M	\$23.3M	\$25.6M	\$22.5M	\$15.3M	\$10.4M	\$13.2M	\$14.7M	\$18.8M
Percent Change from Prior Year	24%	-21%	-36%	-17%	-24%	-12%	-26%	-5%	108%	104%	40%	33%	26%

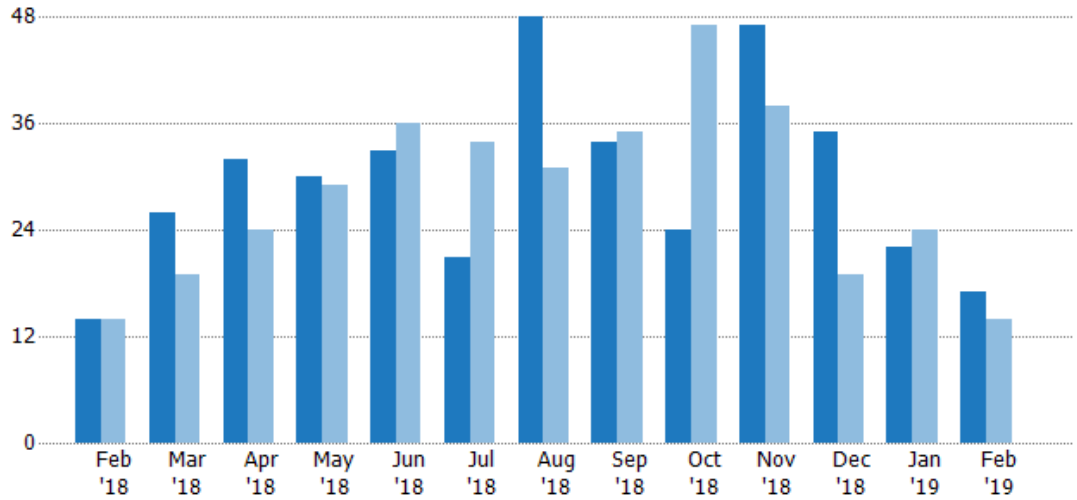
## Closed Sales

The total number of residential properties sold each month.

### Filters Used

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

Month/ Year	Count	% Chg.
Feb '19	17	21.4%
Feb '18	14	0%
Feb '17	14	7.1%



	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19
Current Year	14	26	32	30	33	21	48	34	24	47	35	22	17
Prior Year	14	19	24	29	36	34	31	35	47	38	19	24	14
Percent Change from Prior Year	0%	37%	33%	3%	-8%	-38%	55%	-3%	-49%	24%	84%	-8%	21%

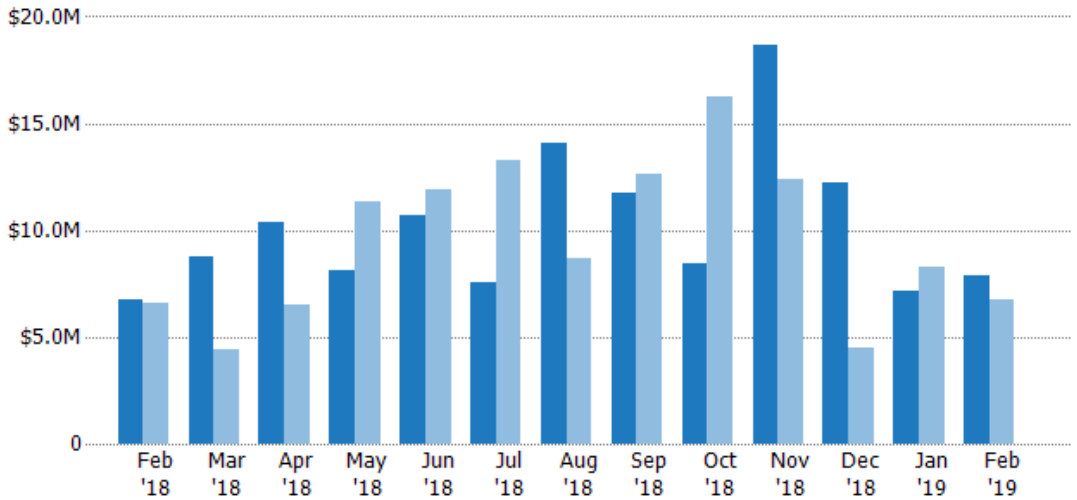
## Closed Sales Volume

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 Residence

Month/ Year	Volume	% Chg.
Feb '19	\$7.89M	16.7%
Feb '18	\$6.76M	3.1%
Feb '17	\$6.56M	-36.1%



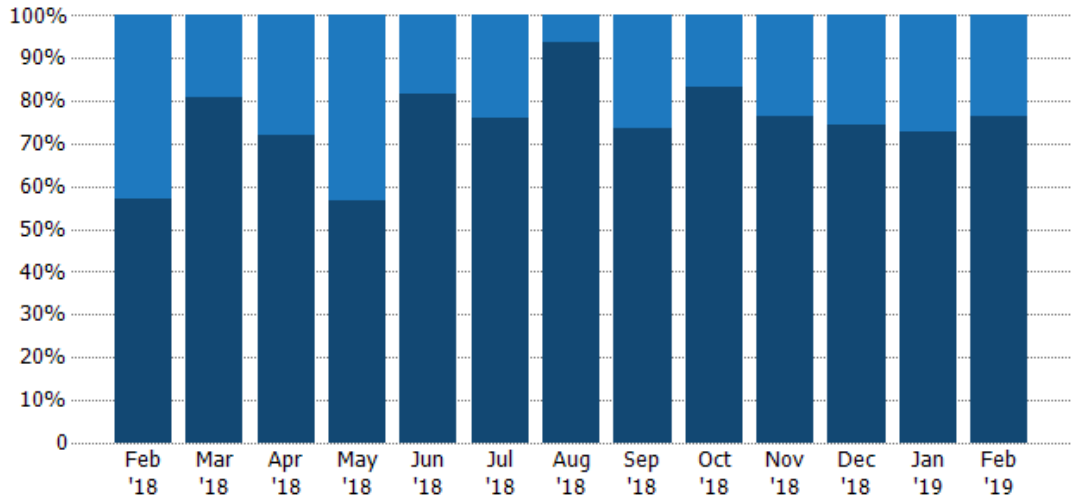
	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19
Current Year	\$6.76M	\$8.79M	\$10.4M	\$8.14M	\$10.7M	\$7.59M	\$14.1M	\$11.7M	\$8.44M	\$18.7M	\$12.2M	\$7.14M	\$7.89M
Prior Year	\$6.56M	\$4.43M	\$6.47M	\$11.3M	\$11.9M	\$13.3M	\$8.69M	\$12.7M	\$16.3M	\$12.4M	\$4.5M	\$8.31M	\$6.76M
Percent Change from Prior Year	3%	98%	61%	-28%	-10%	-43%	62%	-7%	-48%	50%	172%	-14%	17%

## 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 Residence



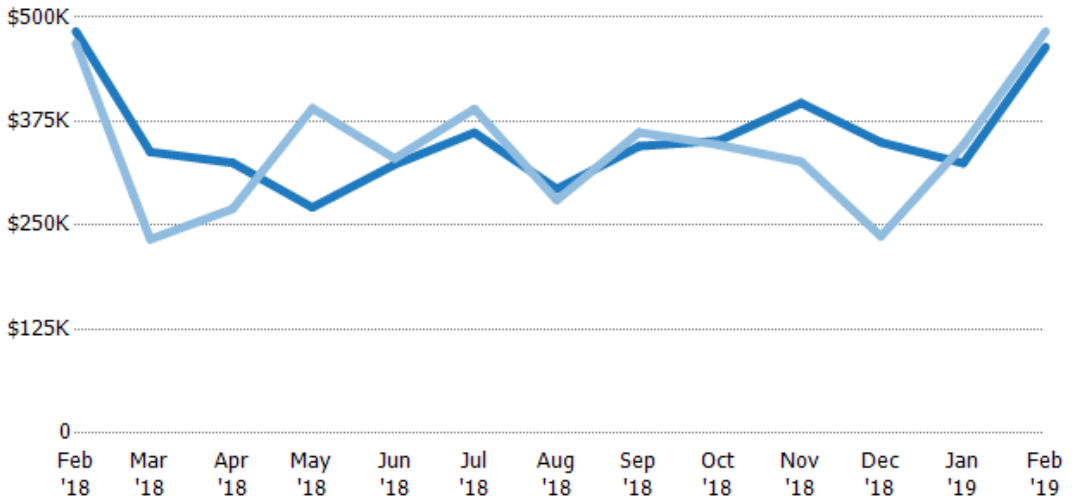
Condo/Townhouse	43%	19%	28%	43%	18%	24%	6%	26%	17%	23%	26%	27%	24%
Single Family Residence	57%	81%	72%	57%	82%	76%	94%	74%	83%	77%	74%	73%	76%

## 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 Residence



Current Year	\$483K	\$338K	\$325K	\$271K	\$323K	\$361K	\$294K	\$345K	\$352K	\$397K	\$350K	\$325K	\$464K
Prior Year	\$469K	\$233K	\$270K	\$391K	\$330K	\$390K	\$280K	\$362K	\$347K	\$326K	\$237K	\$346K	\$483K
Percent Change from Prior Year	3%	45%	21%	-31%	-2%	-7%	5%	-5%	1%	22%	48%	-6%	-4%

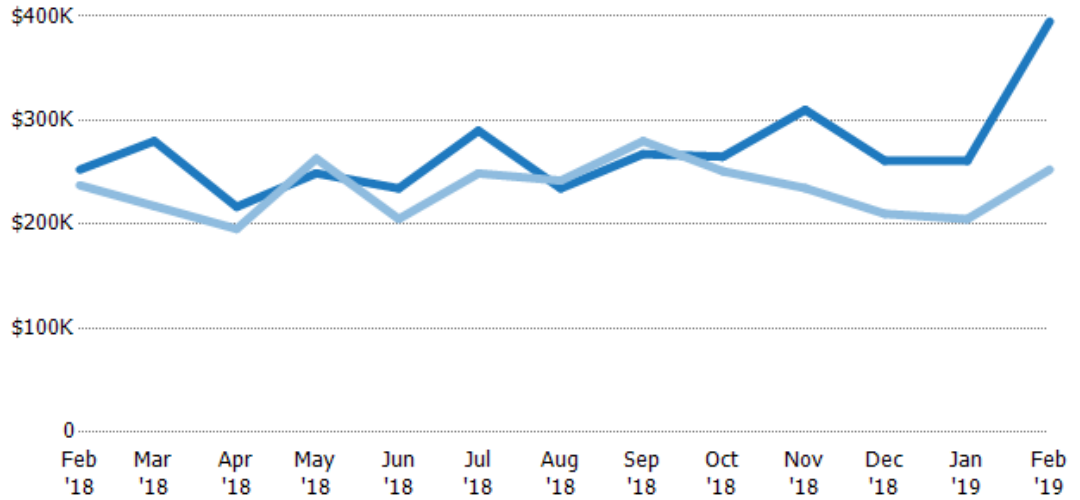
## Median Sales Price

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 Residence

Month/ Year	Price	% Chg.
Feb '19	\$395K	56.4%
Feb '18	\$253K	6.3%
Feb '17	\$238K	-13.7%



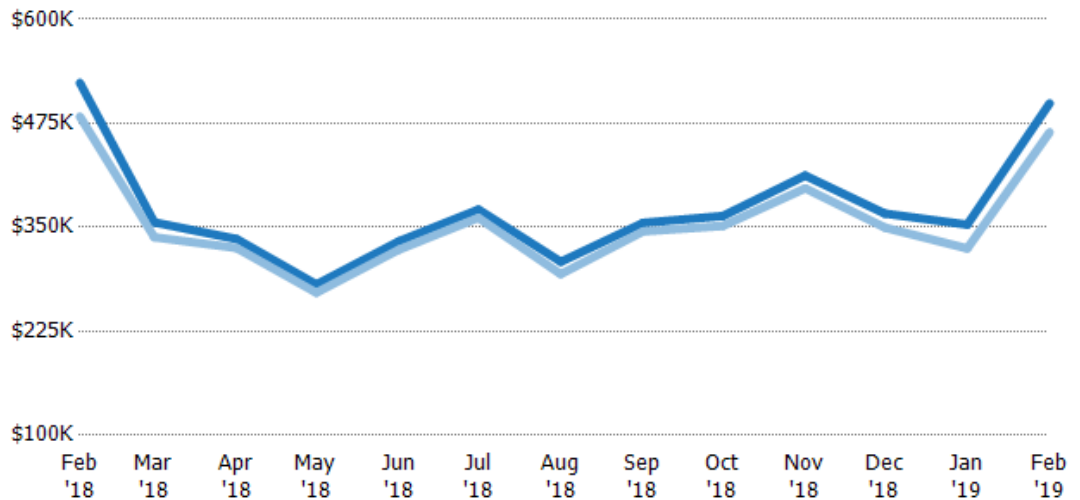
Current Year	\$253K	\$280K	\$217K	\$249K	\$235K	\$290K	\$235K	\$268K	\$265K	\$310K	\$261K	\$261K	\$395K
Prior Year	\$238K	\$218K	\$196K	\$263K	\$205K	\$249K	\$242K	\$280K	\$251K	\$235K	\$210K	\$205K	\$253K
Percent Change from Prior Year	6%	29%	11%	-5%	14%	17%	-3%	-4%	6%	32%	24%	27%	56%

## 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 Residence



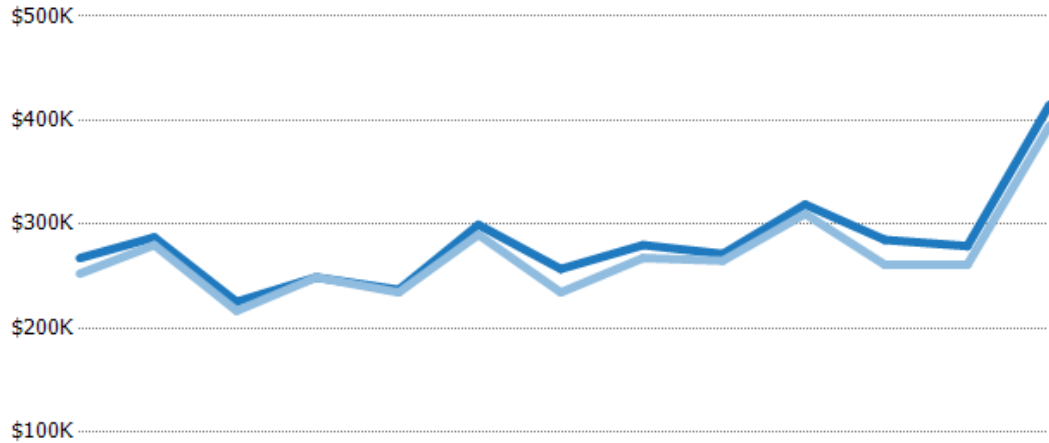
Avg List Price	\$524K	\$356K	\$336K	\$281K	\$333K	\$371K	\$309K	\$355K	\$364K	\$412K	\$366K	\$353K	\$499K
Avg Sales Price	\$483K	\$338K	\$325K	\$271K	\$323K	\$361K	\$294K	\$345K	\$352K	\$397K	\$350K	\$325K	\$464K
Avg Sales Price as a % of Avg List Price	92%	95%	97%	96%	97%	97%	95%	97%	97%	96%	95%	92%	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 Residence



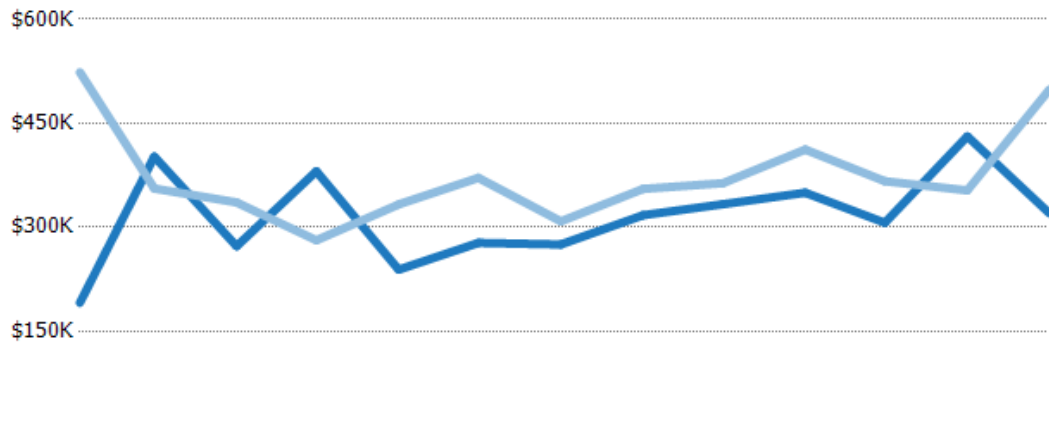
	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19
Median List Price	\$267K	\$287K	\$225K	\$249K	\$237K	\$300K	\$257K	\$280K	\$271K	\$319K	\$285K	\$279K	\$415K
Median Sales Price	\$253K	\$280K	\$217K	\$249K	\$235K	\$290K	\$235K	\$268K	\$265K	\$310K	\$261K	\$261K	\$395K
Med Sales Price as a % of Med List Price	94%	97%	96%	100%	99%	97%	91%	96%	98%	97%	92%	94%	95%

## 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 Residence



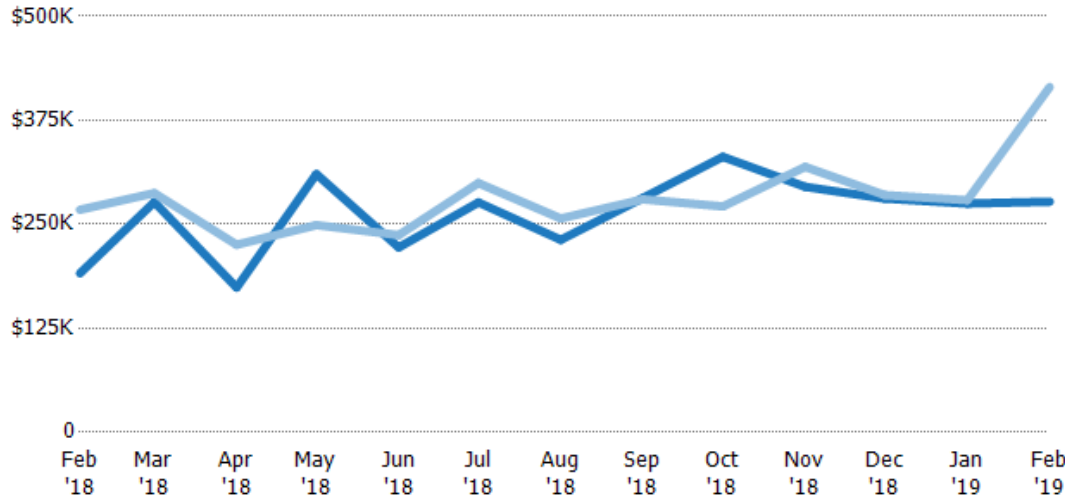
	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19
Avg Est Value	\$191K	\$402K	\$273K	\$381K	\$239K	\$277K	\$275K	\$317K	\$333K	\$350K	\$307K	\$431K	\$320K
Avg Sales Price	\$524K	\$356K	\$336K	\$281K	\$333K	\$371K	\$309K	\$355K	\$364K	\$412K	\$366K	\$353K	\$499K
Avg Sales Price as a % of Avg Est Value	274%	89%	123%	74%	139%	134%	112%	112%	109%	118%	120%	82%	156%

## 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 Residence



	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19
Median Est Value	\$191K	\$277K	\$174K	\$310K	\$222K	\$276K	\$231K	\$282K	\$331K	\$295K	\$281K	\$275K	\$277K
Median Sales Price	\$267K	\$287K	\$225K	\$249K	\$237K	\$300K	\$257K	\$280K	\$271K	\$319K	\$285K	\$279K	\$415K
Med Sales Price as a % of Med Est Value	140%	104%	130%	80%	107%	108%	111%	99%	82%	108%	101%	101%	150%