

## 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	May 2019	May 2018	+ / -	YTD 2019	YTD 2018	+ / -
<b>Listing Activity Charts Metrics</b>						
New Listing Count	60	66	-9.1%	225	200	+12.5%
New Listing Volume	\$24,895,955	\$24,680,499	+0.9%	\$92,986,955	\$67,422,749	+37.9%
Active Listing Count	239	255	-6.3%	N/A	N/A	
Active Listing Volume	\$127,706,444	\$114,229,798	+11.8%	N/A	N/A	
Average Listing Price	\$534,337	\$447,960	+19.3%	\$526,090	\$462,585	+13.7%
Median Listing Price	\$348,555	\$295,000	+18.2%	\$324,150	\$298,947	+8.4%
Median Days in RPR	119	177	-32.8%	166.72	186.37	-10.5%
Months of Inventory	11.4	7.3	+56.2%	9.2	11.3	-18.5%
Absorption Rate	8.79%	13.73%	-4.9%	10.9%	8.89%	+2%
<b>Sales Activity Charts Metrics</b>						
New Pending Sales Count	40	40	+/-	172	161	+6.8%
New Pending Sales Volume	\$13,103,700	\$13,462,250	-2.7%	\$62,300,750	\$56,763,250	+9.8%
Pending Sales Count	75	55	+36.4%	N/A	N/A	
Pending Sales Volume	\$27,700,000	\$21,369,650	+29.6%	N/A	N/A	
Closed Sales Count	30	30	+/-	111	135	-17.8%
Closed Sales Volume	\$11,778,750	\$8,151,280	+44.5%	\$41,421,950	\$44,940,279	-7.8%
Average Sales Price	\$392,625	\$271,709	+44.5%	\$373,171	\$332,891	+12.1%
Median Sales Price	\$243,500	\$249,000	-2.2%	\$285,284	\$236,796	+20.5%

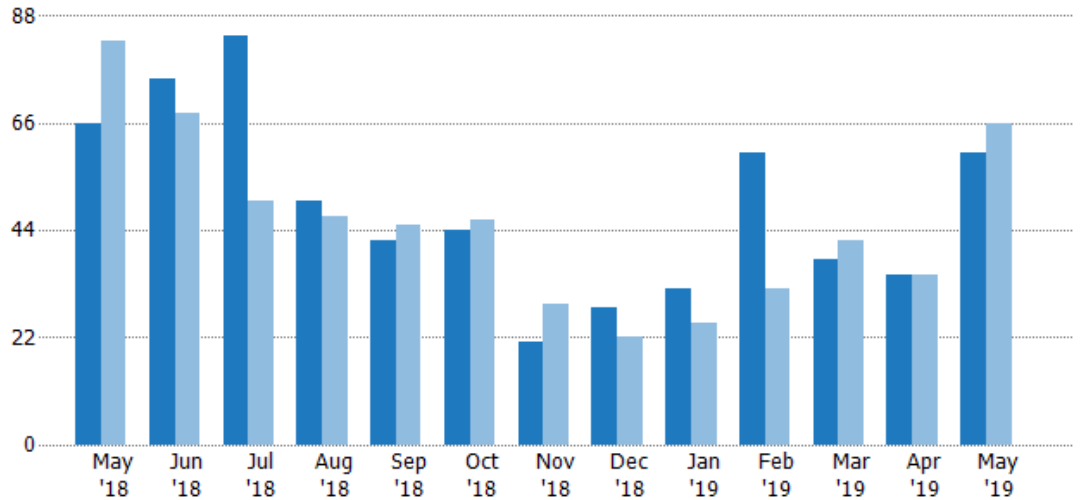
## New Listings

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.
May '19	60	-9.1%
May '18	66	-20.5%
May '17	83	-26.5%



Current Year	66	75	84	50	42	44	21	28	32	60	38	35	60
Prior Year	83	68	50	47	45	46	29	22	25	32	42	35	66
Percent Change from Prior Year	-20%	10%	68%	6%	-7%	-4%	-28%	27%	28%	88%	-10%	0%	-9%

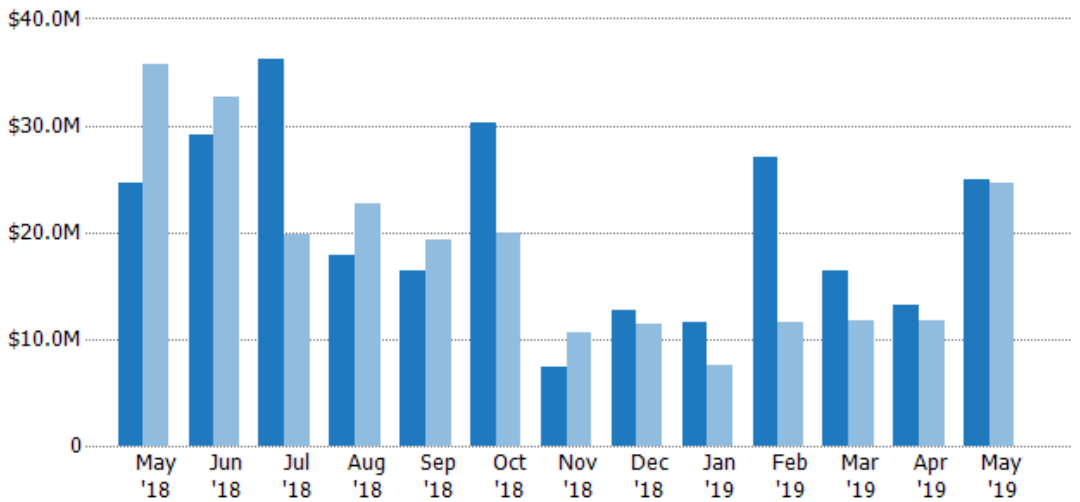
## New Listing Volume

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 Residence

Month/ Year	Volume	% Chg.
May '19	\$24.9M	0.9%
May '18	\$24.7M	-30.8%
May '17	\$35.7M	-32.1%



Current Year	\$24.7M	\$29M	\$36.2M	\$17.8M	\$16.4M	\$30.3M	\$7.44M	\$12.8M	\$11.6M	\$27M	\$16.3M	\$13.1M	\$24.9M
Prior Year	\$35.7M	\$32.7M	\$19.8M	\$22.7M	\$19.4M	\$20M	\$10.6M	\$11.3M	\$7.6M	\$11.6M	\$11.7M	\$11.8M	\$24.7M
Percent Change from Prior Year	-31%	-11%	83%	-21%	-15%	52%	-30%	13%	53%	132%	39%	11%	1%

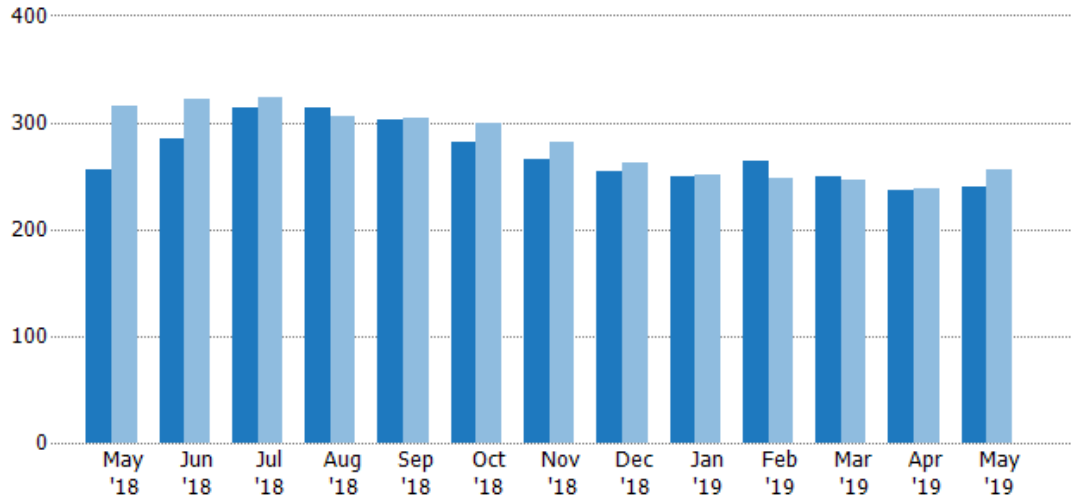
## Active Listings

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.
May '19	239	-6.3%
May '18	255	-19%
May '17	315	4.4%



	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19
Current Year	255	284	313	314	302	282	265	254	250	264	249	236	239
Prior Year	315	322	323	305	304	300	282	263	251	248	246	238	255
Percent Change from Prior Year	-19%	-12%	-3%	3%	-1%	-6%	-6%	-3%	0%	6%	1%	-1%	-6%

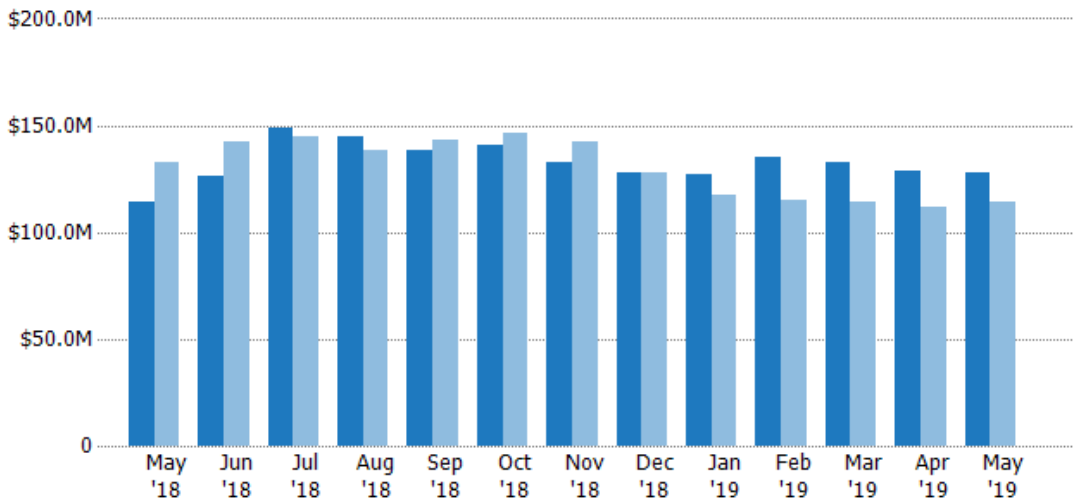
## Active Listing Volume

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.
May '19	\$128M	11.8%
May '18	\$114M	-13.7%
May '17	\$132M	-12.1%



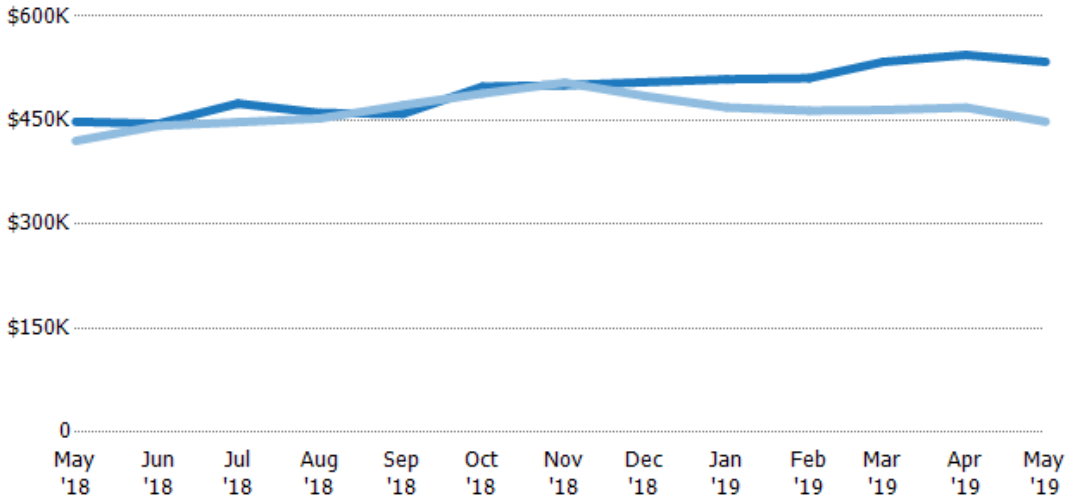
	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19
Current Year	\$114M	\$126M	\$148M	\$145M	\$139M	\$141M	\$133M	\$128M	\$127M	\$135M	\$133M	\$128M	\$128M
Prior Year	\$132M	\$142M	\$144M	\$138M	\$143M	\$147M	\$142M	\$128M	\$118M	\$115M	\$114M	\$111M	\$114M
Percent Change from Prior Year	-14%	-11%	3%	5%	-3%	-4%	-7%	1%	8%	17%	16%	15%	12%

## 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



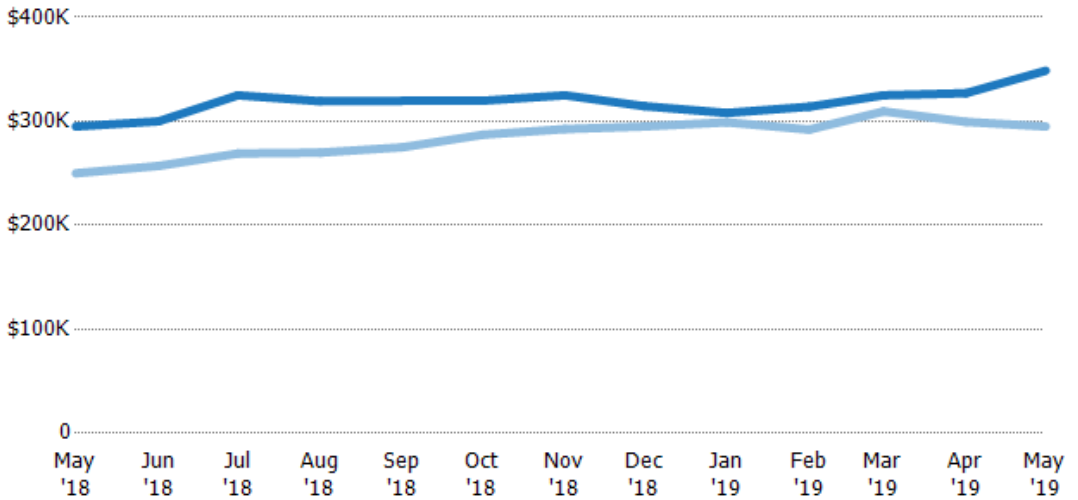
	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19
Current Year	\$448K	\$445K	\$474K	\$461K	\$459K	\$498K	\$501K	\$505K	\$509K	\$511K	\$534K	\$544K	\$534K
Prior Year	\$420K	\$442K	\$447K	\$453K	\$472K	\$489K	\$504K	\$485K	\$468K	\$464K	\$465K	\$468K	\$448K
Percent Change from Prior Year	7%	1%	6%	2%	-3%	2%	-1%	4%	9%	10%	15%	16%	19%

## 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



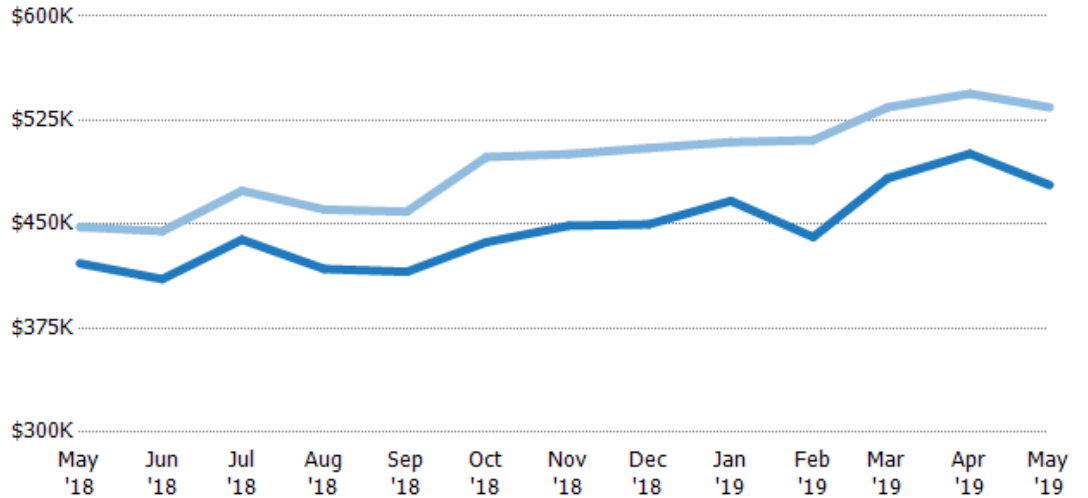
	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19
Current Year	\$295K	\$300K	\$325K	\$319K	\$320K	\$320K	\$325K	\$315K	\$308K	\$314K	\$325K	\$327K	\$349K
Prior Year	\$250K	\$257K	\$269K	\$270K	\$275K	\$287K	\$293K	\$295K	\$299K	\$292K	\$310K	\$299K	\$295K
Percent Change from Prior Year	18%	17%	21%	18%	16%	11%	11%	7%	3%	8%	5%	9%	18%

## 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

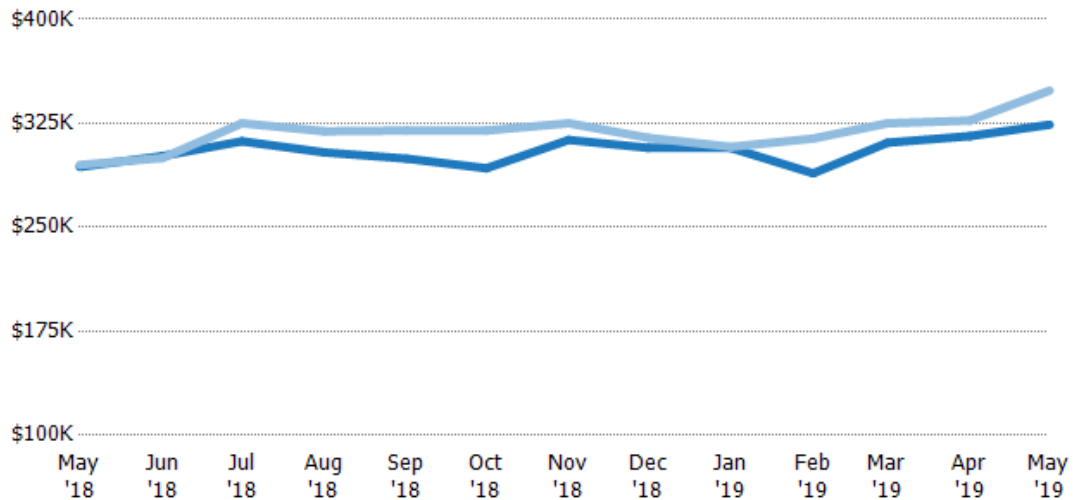


## Median Listing Price vs Median Est Value

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

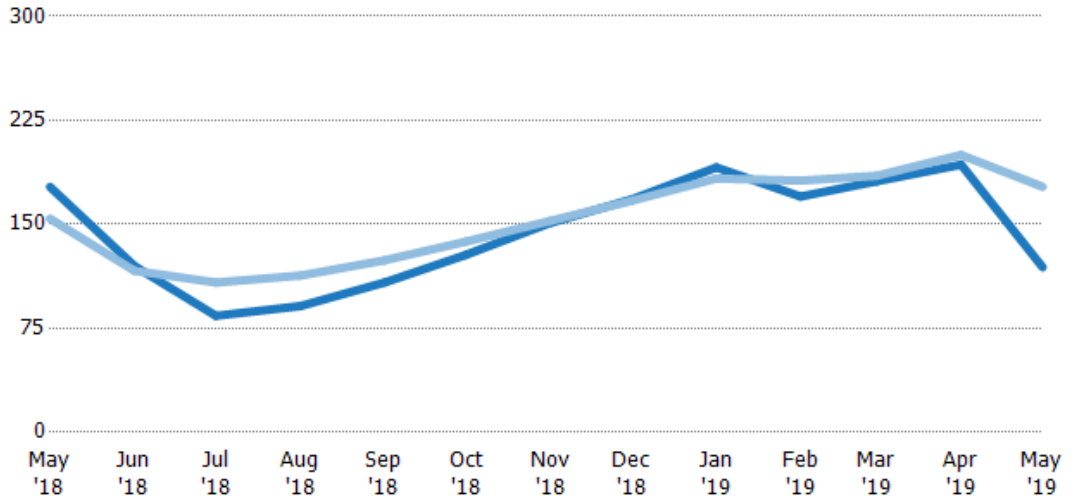


## Median Days in RPR

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



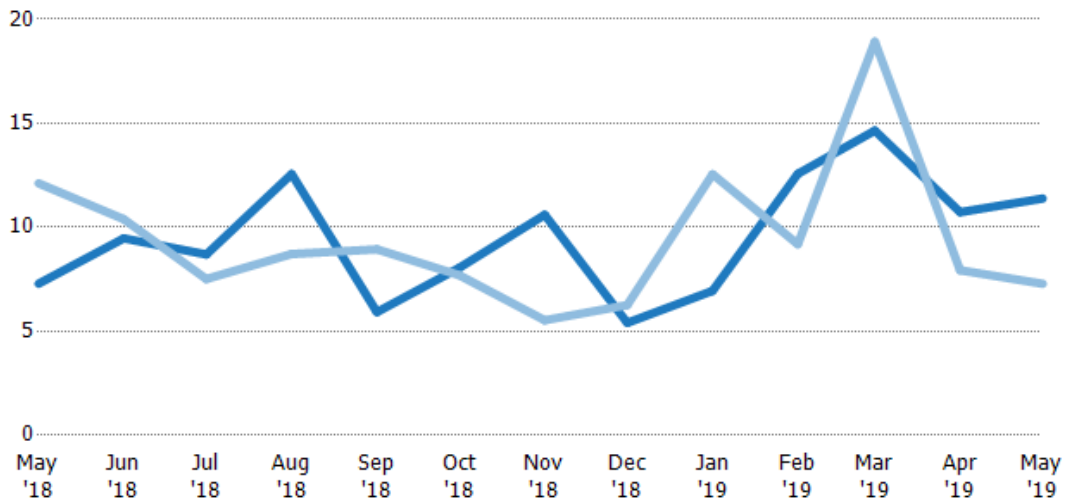
	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19
Current Year	177	120	84	91	108	128	151	168	191	170	181	193	119
Prior Year	154	117	108	113	124	138	153	167	183	182	185	200	177
Percent Change from Prior Year	15%	3%	-22%	-19%	-13%	-7%	-1%	1%	4%	-6%	-2%	-4%	-33%

## 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



	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19
Current Year	7.29	9.47	8.69	12.6	5.92	8.06	10.6	5.4	6.94	12.6	14.6	10.7	11.4
Prior Year	12.1	10.4	7.51	8.71	8.94	7.69	5.53	6.26	12.6	9.19	18.9	7.93	7.29
Percent Change from Prior Year	-40%	-9%	16%	44%	-34%	5%	92%	-14%	-45%	37%	-23%	35%	56%

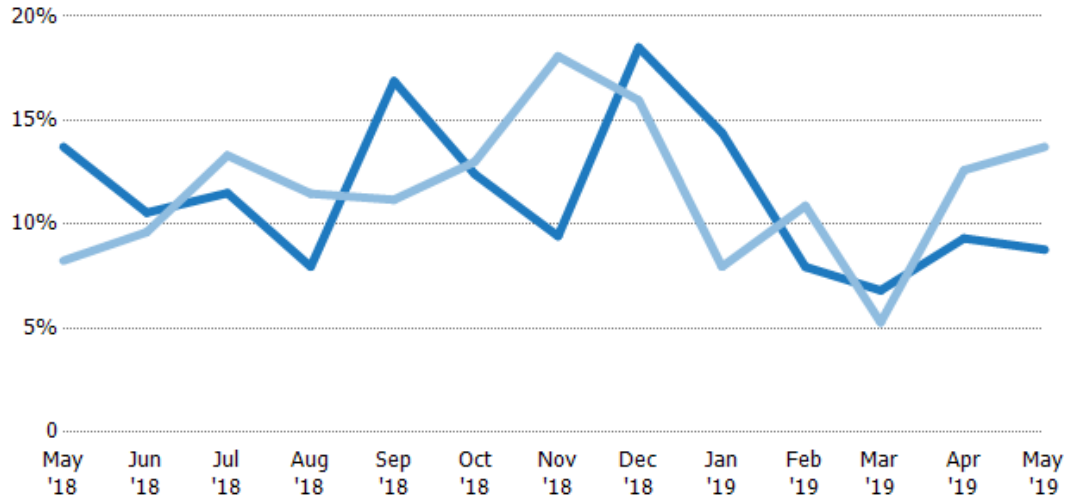
## Absorption Rate

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.
May '19	9%	4.9%
May '18	14%	-5.5%
May '17	8%	-8%



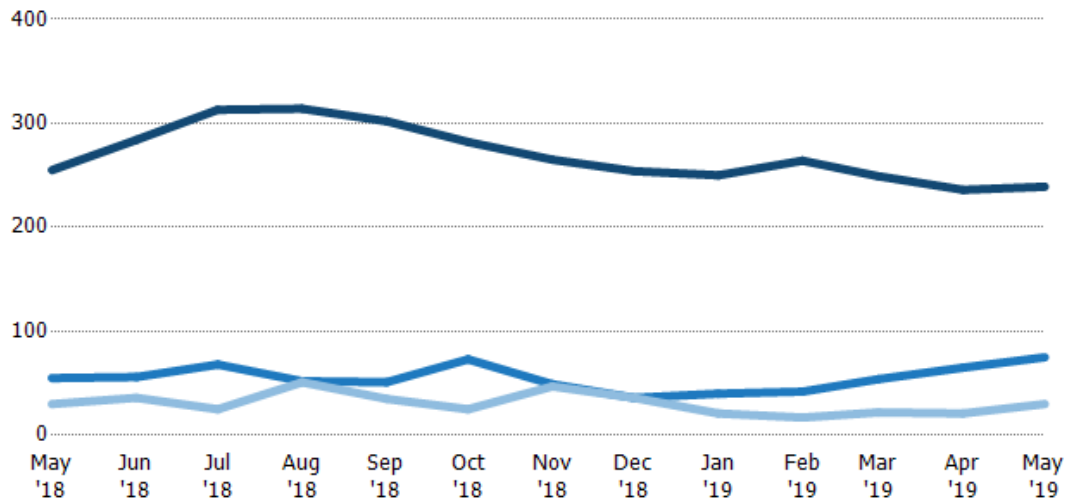
Current Year	14%	11%	12%	8%	17%	12%	9%	19%	14%	8%	7%	9%	9%
Prior Year	8%	10%	13%	11%	11%	13%	18%	16%	8%	11%	5%	13%	14%
Change from Prior Year	-5%	-1%	2%	4%	-6%	1%	9%	-3%	-6%	3%	-2%	3%	5%

## 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 Residence



Active	255	284	313	314	302	282	265	254	250	264	249	236	239
Pending	55	56	68	52	51	73	49	36	40	42	54	65	75
Sold	30	36	25	51	35	25	47	36	21	17	22	21	30

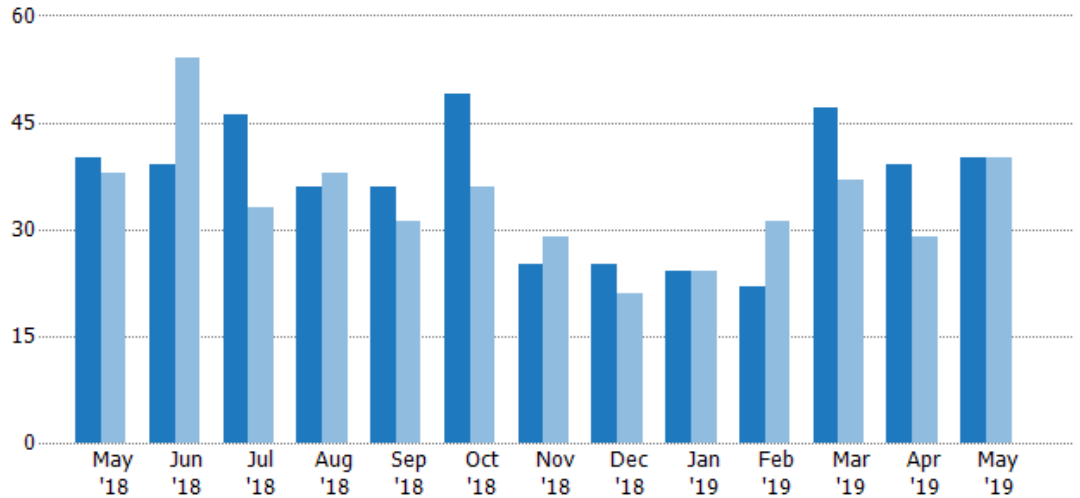
## New Pending Sales

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.
May '19	40	0%
May '18	40	5.3%
May '17	38	-21.1%



	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19
Current Year	40	39	46	36	36	49	25	25	24	22	47	39	40
Prior Year	38	54	33	38	31	36	29	21	24	31	37	29	40
Percent Change from Prior Year	5%	-28%	39%	-5%	16%	36%	-14%	19%	0%	-29%	27%	34%	0%

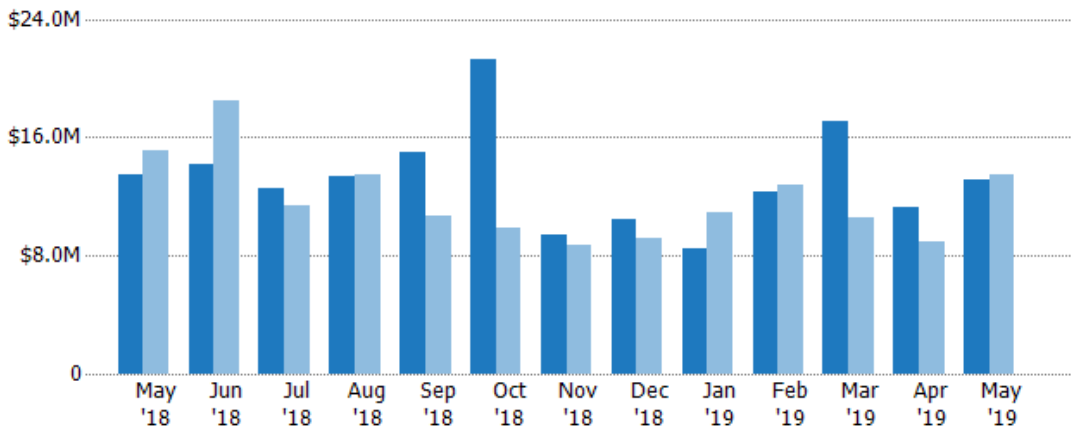
## New Pending Sales Volume

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.
May '19	\$13.1M	-2.7%
May '18	\$13.5M	-10.7%
May '17	\$15.1M	-36%



	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19
Current Year	\$13.5M	\$14.1M	\$12.5M	\$13.4M	\$15M	\$21.3M	\$9.45M	\$10.4M	\$8.5M	\$12.3M	\$17.1M	\$11.3M	\$13.1M
Prior Year	\$15.1M	\$18.5M	\$11.4M	\$13.5M	\$10.7M	\$9.89M	\$8.68M	\$9.16M	\$10.9M	\$12.8M	\$10.6M	\$8.98M	\$13.5M
Percent Change from Prior Year	-11%	-24%	10%	-1%	40%	116%	9%	14%	-22%	-4%	61%	25%	-3%



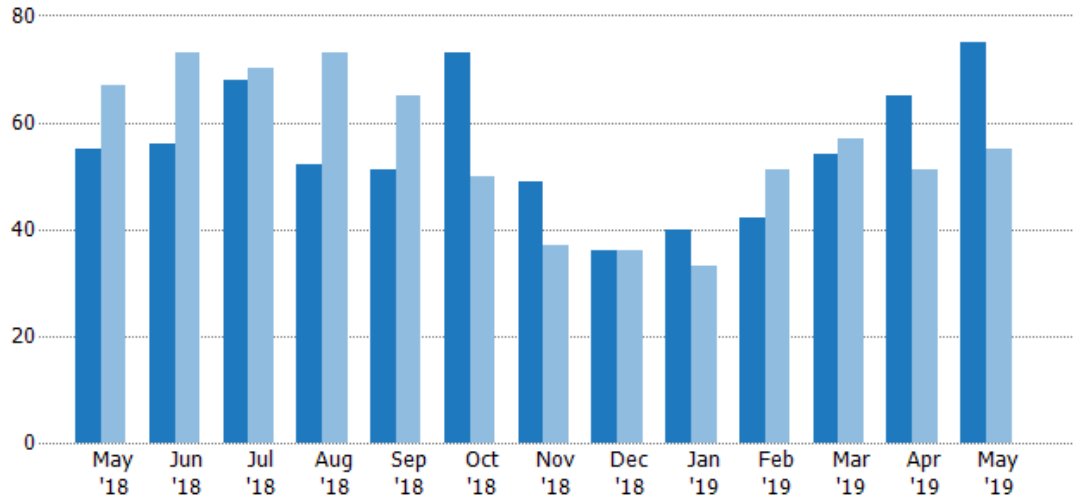
## Pending Sales

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.
May '19	75	36.4%
May '18	55	-17.9%
May '17	67	-11.9%



	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19
Current Year	55	56	68	52	51	73	49	36	40	42	54	65	75
Prior Year	67	73	70	73	65	50	37	36	33	51	57	51	55
Percent Change from Prior Year	-18%	-23%	-3%	-29%	-22%	46%	32%	0%	21%	-18%	-5%	27%	36%

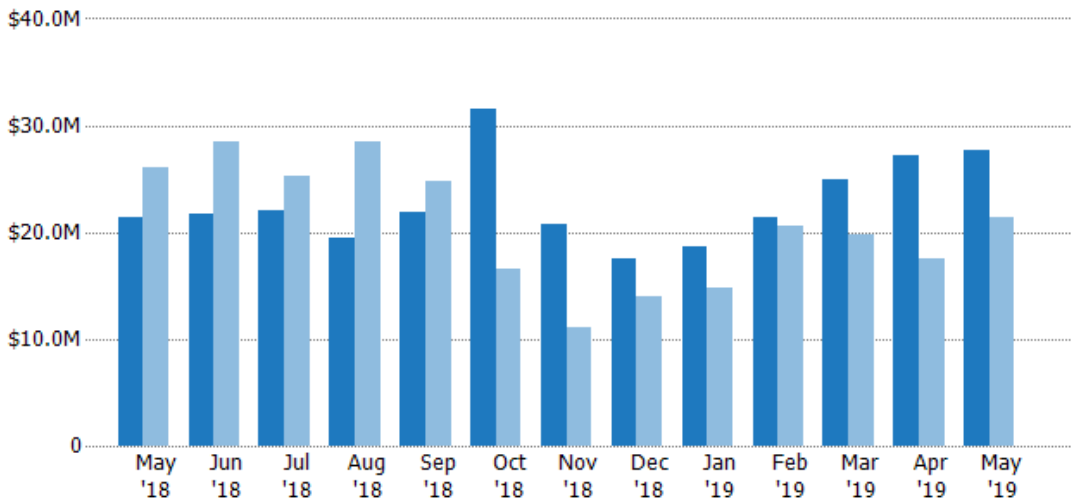
## Pending Sales Volume

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.
May '19	\$27.7M	29.6%
May '18	\$21.4M	-18.1%
May '17	\$26.1M	-32.8%



	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19
Current Year	\$21.4M	\$21.6M	\$22M	\$19.5M	\$21.8M	\$31.5M	\$20.8M	\$17.6M	\$18.7M	\$21.4M	\$24.9M	\$27.2M	\$27.7M
Prior Year	\$26.1M	\$28.5M	\$25.3M	\$28.4M	\$24.8M	\$16.5M	\$11M	\$14M	\$14.8M	\$20.5M	\$19.8M	\$17.6M	\$21.4M
Percent Change from Prior Year	-18%	-24%	-13%	-32%	-12%	90%	89%	26%	26%	4%	26%	55%	30%

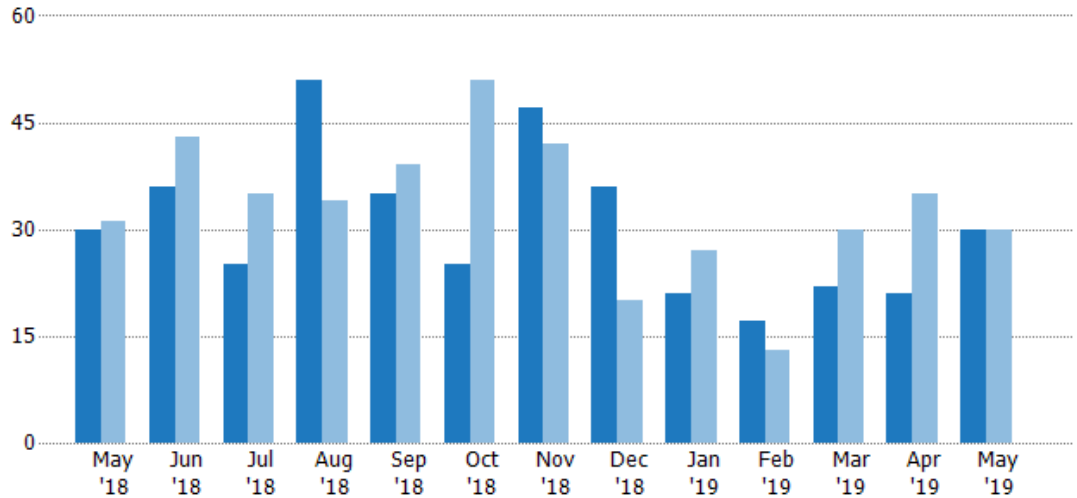
## Closed Sales

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.
May '19	30	0%
May '18	30	-3.2%
May '17	31	-9.7%



	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19
Current Year	30	36	25	51	35	25	47	36	21	17	22	21	30
Prior Year	31	43	35	34	39	51	42	20	27	13	30	35	30
Percent Change from Prior Year	-3%	-16%	-29%	50%	-10%	-51%	12%	80%	-22%	31%	-27%	-40%	0%

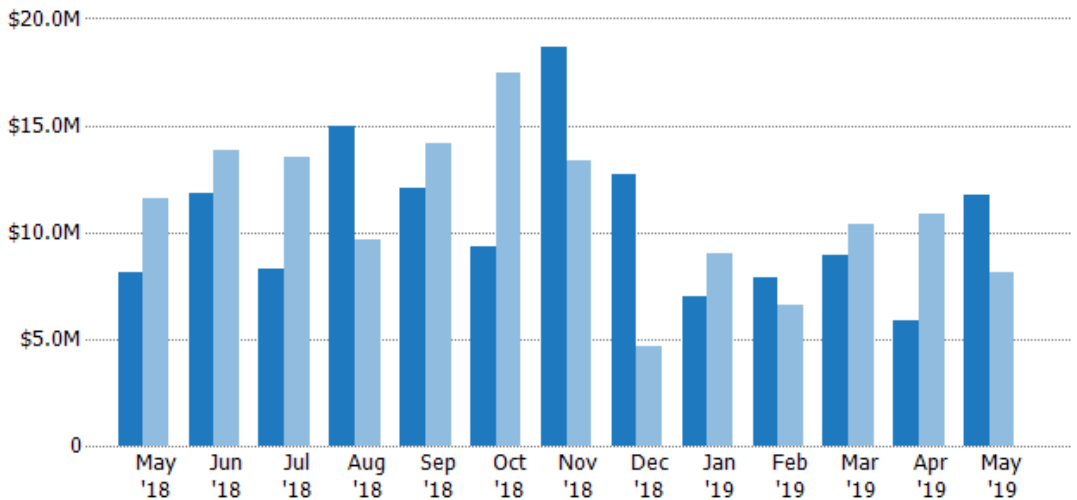
## Closed Sales Volume

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 Residence

Month/ Year	Volume	% Chg.
May '19	\$11.8M	44.5%
May '18	\$8.15M	-29.6%
May '17	\$11.6M	-24.2%



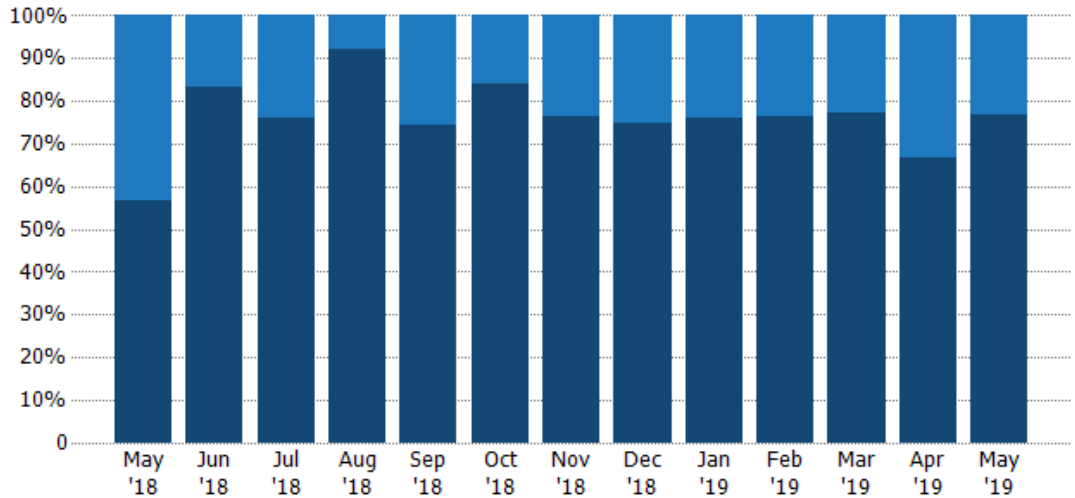
	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19
Current Year	\$8.15M	\$11.8M	\$8.32M	\$15M	\$12.1M	\$9.33M	\$18.7M	\$12.7M	\$7M	\$7.89M	\$8.89M	\$5.87M	\$11.8M
Prior Year	\$11.6M	\$13.8M	\$13.5M	\$9.68M	\$14.1M	\$17.5M	\$13.4M	\$4.68M	\$8.99M	\$6.56M	\$10.4M	\$10.8M	\$8.15M
Percent Change from Prior Year	-30%	-14%	-39%	55%	-15%	-47%	39%	171%	-22%	20%	-14%	-46%	45%

## 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



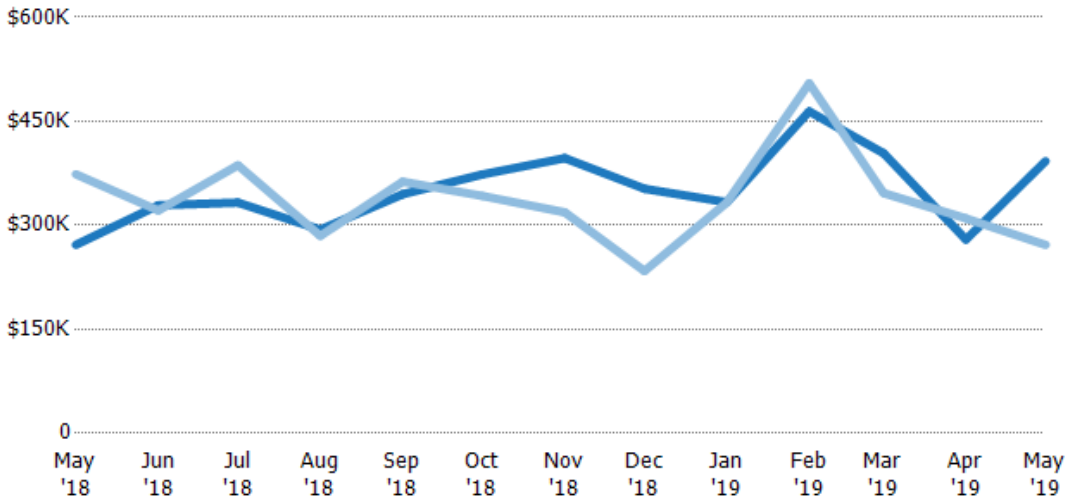
Property Type	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19
Condo/Townhouse	43%	17%	24%	8%	26%	16%	23%	25%	24%	24%	23%	33%	23%
Single Family Residence	57%	83%	76%	92%	74%	84%	77%	75%	76%	76%	77%	67%	77%

## 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



Month/Year	Price	% Chg.
May '19	\$393K	44.5%
May '18	\$272K	-27.3%
May '17	\$374K	-16.1%

Property Type	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19
Current Year	\$272K	\$329K	\$333K	\$294K	\$345K	\$373K	\$397K	\$353K	\$333K	\$464K	\$404K	\$279K	\$393K
Prior Year	\$374K	\$321K	\$387K	\$285K	\$363K	\$342K	\$319K	\$234K	\$333K	\$505K	\$346K	\$310K	\$272K
Percent Change from Prior Year	-27%	2%	-14%	3%	-5%	9%	25%	51%	0%	-8%	17%	-10%	45%

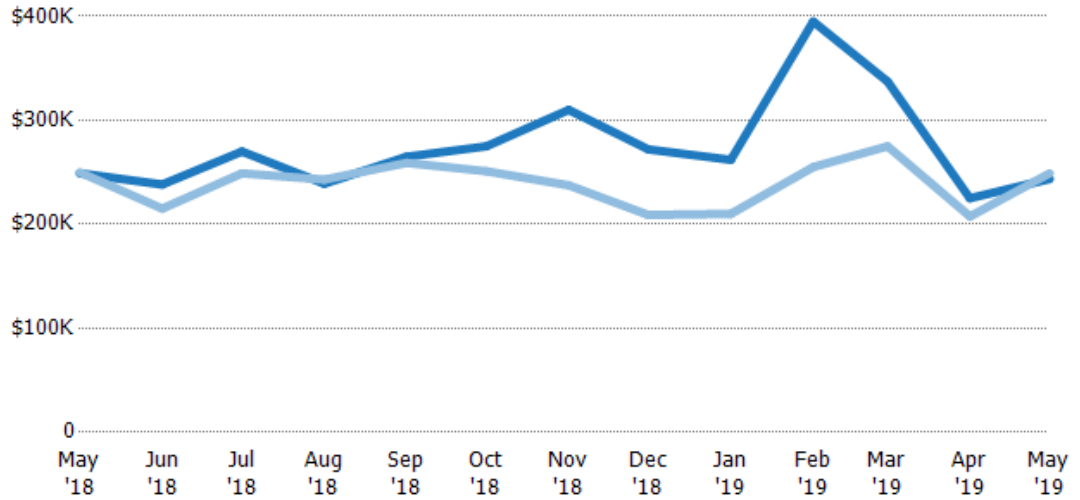
## Median Sales Price

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.
May '19	\$244K	-2.2%
May '18	\$249K	-0.4%
May '17	\$250K	-13.4%



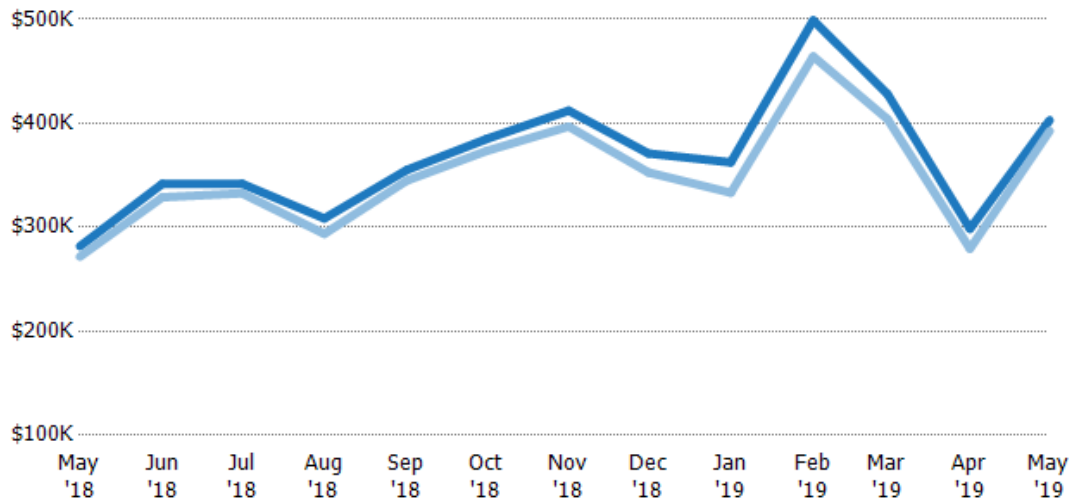
Current Year	\$249K	\$238K	\$270K	\$239K	\$265K	\$275K	\$310K	\$272K	\$262K	\$395K	\$337K	\$225K	\$244K
Prior Year	\$250K	\$215K	\$249K	\$243K	\$259K	\$251K	\$238K	\$209K	\$210K	\$255K	\$275K	\$208K	\$249K
Percent Change from Prior Year	0%	11%	8%	-2%	2%	10%	31%	30%	25%	55%	23%	8%	-2%

## 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



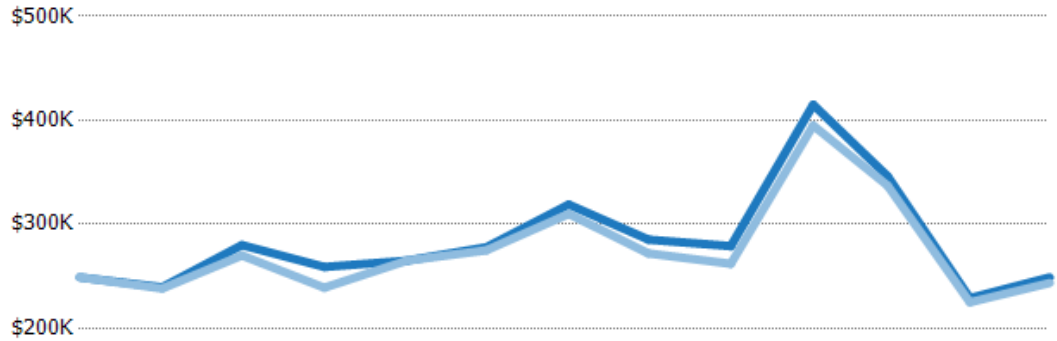
Avg List Price	\$282K	\$342K	\$342K	\$309K	\$355K	\$385K	\$412K	\$371K	\$362K	\$499K	\$428K	\$299K	\$403K
Avg Sales Price	\$272K	\$329K	\$333K	\$294K	\$345K	\$373K	\$397K	\$353K	\$333K	\$464K	\$404K	\$279K	\$393K
Avg Sales Price as a % of Avg List Price	96%	96%	97%	95%	97%	97%	96%	95%	92%	93%	94%	94%	97%

## 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



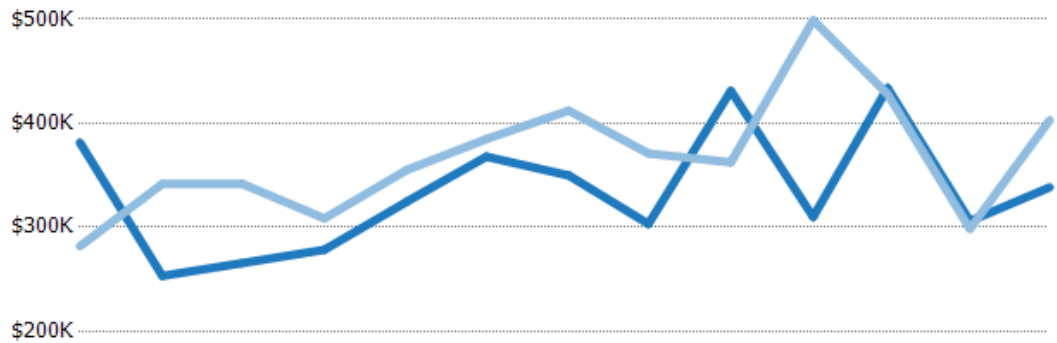
	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19
Median List Price	\$249K	\$240K	\$280K	\$259K	\$265K	\$278K	\$319K	\$285K	\$279K	\$415K	\$346K	\$229K	\$249K
Median Sales Price	\$249K	\$238K	\$270K	\$239K	\$265K	\$275K	\$310K	\$272K	\$262K	\$395K	\$337K	\$225K	\$244K
Med Sales Price as a % of Med List Price	100%	99%	96%	92%	100%	99%	97%	95%	94%	95%	97%	98%	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 Residence



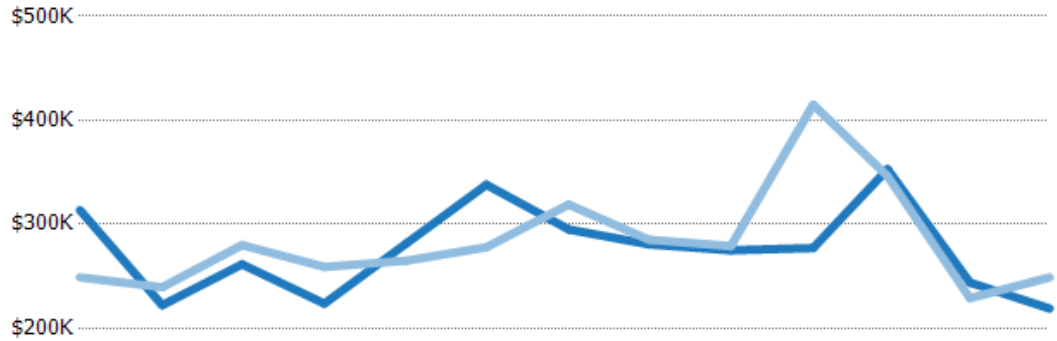
	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19
Avg Est Value	\$381K	\$253K	\$265K	\$278K	\$325K	\$368K	\$350K	\$303K	\$431K	\$310K	\$434K	\$306K	\$338K
Avg Sales Price	\$282K	\$342K	\$342K	\$309K	\$355K	\$385K	\$412K	\$371K	\$362K	\$499K	\$428K	\$299K	\$403K
Avg Sales Price as a % of Avg Est Value	74%	135%	129%	111%	109%	105%	118%	122%	84%	161%	99%	98%	119%

## 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



	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19
Median Est Value	\$314K	\$222K	\$262K	\$224K	\$282K	\$338K	\$295K	\$281K	\$275K	\$277K	\$353K	\$244K	\$219K
Median Sales Price	\$249K	\$240K	\$280K	\$259K	\$265K	\$278K	\$319K	\$285K	\$279K	\$415K	\$346K	\$229K	\$249K
Med Sales Price as a % of Med Est Value	79%	108%	107%	116%	94%	82%	108%	102%	101%	150%	98%	94%	114%