Summary of Key Listing and Sales Metrics

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

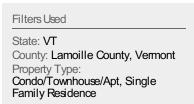
Key Metrics	Aug 2018	Aug 2017	+ / -	YTD 2018	YTD 2017	+ / -
Listing Activity Charts Metrics						
New Listing Count	51	48	+6.3%	51	48	+6.3%
New Listing Volume	\$18,277,800	\$24,430,540	-25.2%	\$18,277,800	\$24,430,540	-25.2%
Active Listing Count	297	344	-13.7%	297	344	-13.7%
Active Listing Volume	\$142,991,197	\$158,716,889	-9.9%	\$142,991,197	\$158,716,889	-9.9%
Average Listing Price	\$481,452	\$461,386	+4.3%	\$481,452	\$461,386	+4.3%
Median Listing Price	\$325,000	\$274,850	+18.2%	\$325,000	\$274,850	+18.2%
Median Days in RPR	91	121.5	-25.1%	91	121.5	-25.1%
Months of Inventory	_	_	-	8.3	9.1	-8.9%
Absorption Rate	_	_	+_	12.12%	11.05%	+1.1%
Sales Activity Charts Metrics		• • • • • • • • • • • • • • • • • • • •				
New Pending Sales Count	40	39	+2.6%	40	39	+2.6%
New Pending Sales Volume	\$14,215,300	\$13,834,540	+2.8%	\$14,215,300	\$13,834,540	+2.8%
Pending Sales Count	56	75	-25.3%	56	75	-25.3%
Pending Sales Volume	\$20,282,700	\$28,769,700	-29.5%	\$20,282,700	\$28,769,700	-29.5%
Cloæd Sales Count	47	36	+30.6%	47	36	+30.6%
Cloœd Sales Volume	\$15,005,452	\$10,490,710	+43%	\$15,005,452	\$10,490,710	+43%
Average Sales Price	\$319,265	\$291,409	+9.6%	\$319,265	\$291,409	+9.6%
Median Sales Price	\$252,000	\$245,750	+2.5%	\$252,000	\$245,750	+2.5%

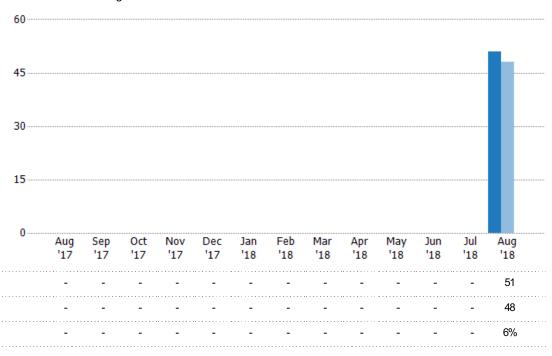




New Listings

The number of new single-family, condominium and townhome listings that were added each month.





New Listing Volume

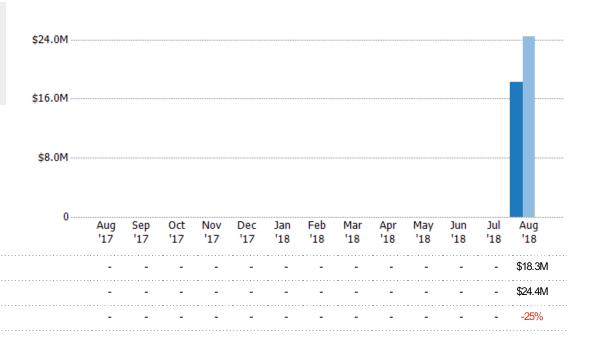
Percent Change from Prior Year

Current Year

Prior Year

The sum of the listing price of single-family, condominium and townhome listings that were added each month.

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





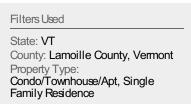
Current Year

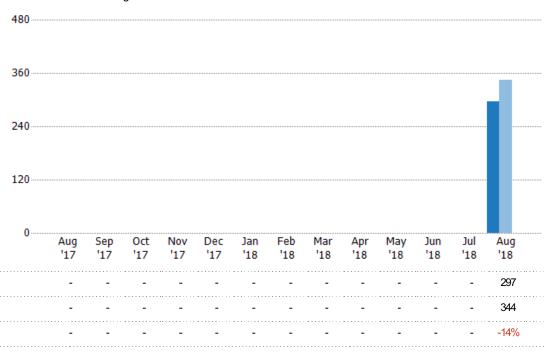
Percent Change from Prior Year



Active Listings

The number of active single-family, condominium and townhome listings at the end of each month.





Active Listing Volume

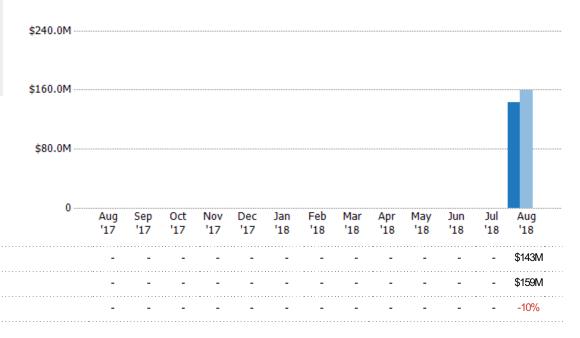
Percent Change from Prior Year

Current Year

Prior Year

The sum of the listing price of active single-family, condominium and townhome listings at the end of each month.





Current Year

Percent Change from Prior Year

\$481K

\$461K



Market Data Report

Average Listing Price

The average listing price of active single-family, condominium and townhome listings at the end of each month.

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

250K	Aug	Sep	Oct	Nov	Dec	Jan '18	Feb	Mar '18	Apr	May '18	Jun '18	Jul '18	Au '1
250K	0												
	125K												•••••
375K	250K												•••••
	375K												

Median Listing Price

Percent Change from Prior Year

Current Year

Prior Year

The median listing price of active single-family, condominium and townhome listings at the end of each month.

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

00K											
0K	 										
00K	 										
0											
0 Aug '17								May '18		Jul '18	Aug
Aug		Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18		Jun '18	Jul '18	Aug '18
Aug		Nov '17	Dec '17	Jan '18	Feb '18	Mar '18 -	Apr '18 -	May '18	Jun '18 -	Jul '18 -	\$325 \$275



Current Year
Prior Year

Percent Change from Prior Year



108%



Market Data Report

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	\$500K												
State: VT County: Lamoille County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	\$375K												
,	\$250K				•••••								
	\$125K												
	0												
	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18
Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$447K
Avg Listing Price	-	-	-	-	-	-	-	-	-	-	-	-	\$481K

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, Vermon Property Type: Condo/Townhouse/Apt, Single Family Residence	t

Avg Listing Price as a % of Avg Est Value

\$400K												
\$300K												
\$200K												
\$100K												
0 Aug '17	Sep '17	0ct '17			Jan	Feb	Mar	Apr	May '18	Jun	Jul	 Aug
17		1/	'1/	1/	'18	'18	'18	'18	'18	'18	'18	'18
	-	-	- 17	-17 	'18 -	'18 -	'18 -	'18 -	'18 -	'18 -	'18 -	
-	-	-	-	-	'18	'18 - -	'18 - -	'18 - -	'18 - -	'18 - -	'18 - -	'18



Median Est Value

Median Listing Price

Med Listing Price as a % of Med Est Value





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

Current Year	_		_			_	-	_	_		_	_	91
	0 Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18
	50												
Property Type: Condo/Townhouse/Apt, Single Family Residence	100												
State: VT County: Lamoille County, Vermont Property Type:	150												
Filters Used	200												
	200												

Months of Inventory

Percent Change from Prior Year

Percent Change from Prior Year

The number of months it would take to exhaust active listings at the current sales rate.

Filters Used	20												
State: VT County: Lamoille County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	15												
	10		•••••										
	5												
	0												
	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	11.9
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	9.56







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

15%	

10%

0												
Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18
-	-	-	-	-	-	-	-	-	-	-	-	8%
-	-	-	-	-	-	-	-	-	-	-	-	10%
-	-	-	-	-	-	-	-	-	-	-	-	2%

Active/Pending/Sold Units

The number of single-family, condominium and townhome properties that were Active, Pending and Sold each month.

Filters Used

Current Year Prior Year

Change from Prior Year

State: VT

County: Lamoille County, Vermont

Property Type:

Condo/	l ownhouse/	Apt,	Sing
Family F	Residence	-	

25												
50												
75												
•												
0 Aug	Sep	0ct	Nov	Dec	Jan	Feb	Mar	Apr		Jun	Jul	Au
0 Aug	Sep	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May	Jun '18	Jul '18	Au '1
0 Aug	Sep	0ct '17	Nov '17	Dec '17	Jan '18 -	Feb '18 -	Mar '18	Apr '18 -	May '18 -	Jun '18	Jul '18	Au '1



Active Pending

Sold



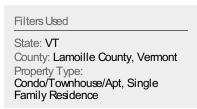
Current Year

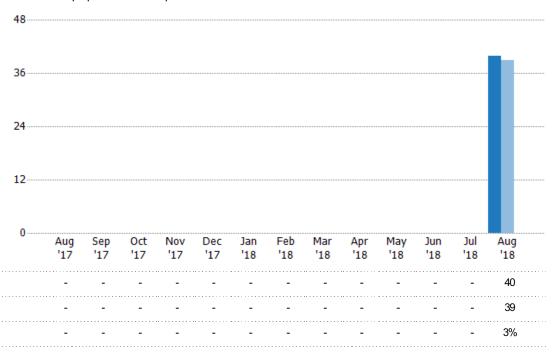
Prior Year

Market Data Report

New Pending Sales

The number of single-family, condominium and townhome properties with accepted offers that were added each month.



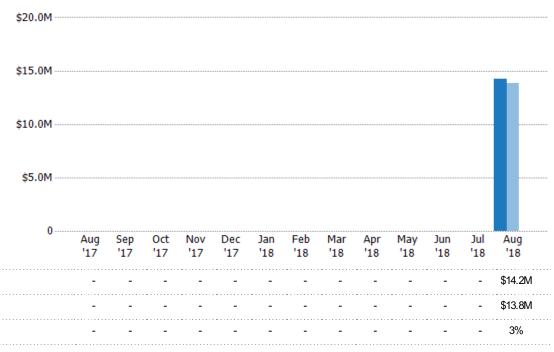


New Pending Sales Volume

Percent Change from Prior Year

The sum of the sales price of single-family, condominium and townhome properties with accepted offers that were added each month.

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



Current Year

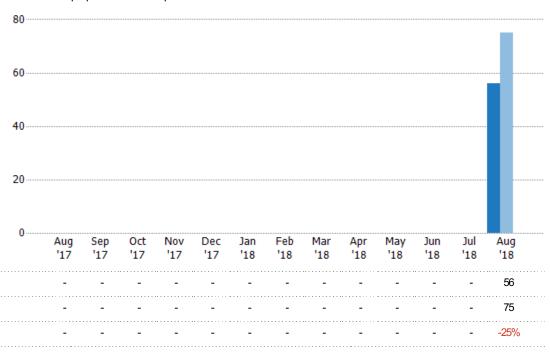
Percent Change from Prior Year



Pending Sales

The number of single-family, condominium and townhome properties with accepted offers that were available at the end each month.





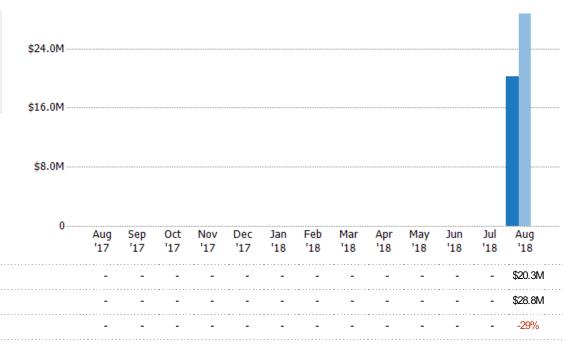
Pending Sales Volume

Percent Change from Prior Year

Current Year
Prior Year

The sum of the sales price of single-family, condominium and townhome properties with accepted offers that were available at the end of each month.

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



Current Year

Percent Change from Prior Year

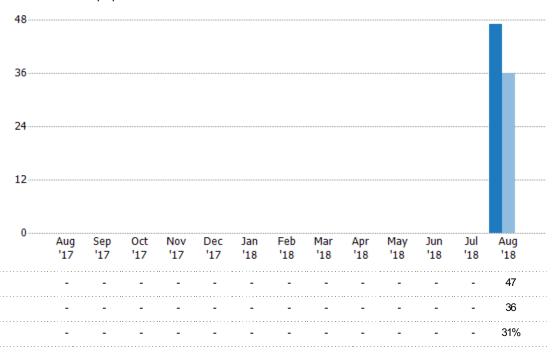


Closed Sales

The total number of single-family, condominium and townhome properties sold each month.

Filters Used

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



Closed Sales Volume

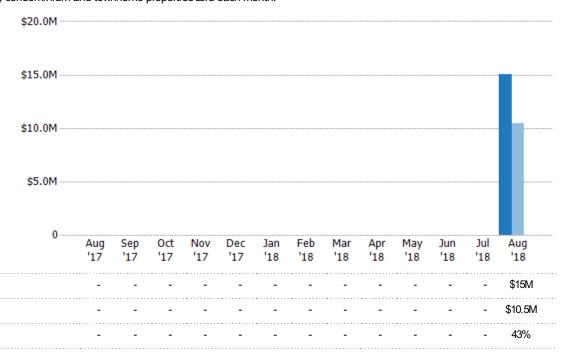
Percent Change from Prior Year

Current Year

Prior Year

The sum of the sales price of single-family, condominium and townhome properties sold each month.

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



Current Year

Percent Change from Prior Year



Closed Sales by Property Type

The percentage of single-family, condominium and townhome properties sold each month by property type.

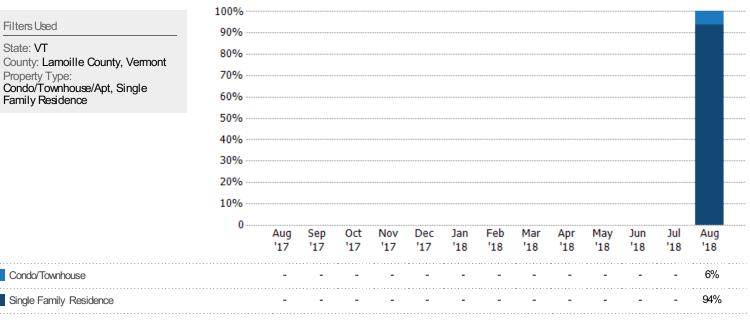
Filters Used

State: VT

County: Lamoille County, Vermont

Family Residence

Condo/Townhouse



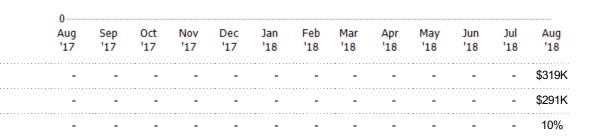
Average Sales Price

The average sales price of the single-family, condominium and townhome properties sold each month.

\$100K

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

\$400K \$300K \$200K



Current Year

Percent Change from Prior Year





Current Year

Market Data Report

Median Sales Price

The median sales price of the single-family, condominium and townhome properties sold each month.

\$75K

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

\$300K	
\$225K	
\$150K	

0 Aug Sep 0ct Nov Dec Jan Feb Mar Apr May Jun Jul Aug '17 '17 '17 '17 '18 '18 '18 '18 '18 '18 '18 '17 '18 \$252K

Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$246K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	3%

Average Sales Price vs Average Listing Price

The average sales price as a percentage of the average listing price for properties sold each month.

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

\$400K
\$300K
\$200K
\$100K

	0 Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18
Avg List Price	-	-	-	-	-	-	-	-	-	-	-	-	\$337K
Avg Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$319K
Avg Sales Price as a % of Avg List Price	-	-	-	-	-	-	-	-	-	-	-	-	95%







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

0	Sep	Oct			Mar		Jun	Aug
\$75K			 	 		 		
\$150K								
\$225K			 	 		 		

	'17	'17	'17	'17	'17	'18	'18	'18	'18	'18	'18	'18	'18
Median List Price	-	-	-	-	_	-	-	-	-	-	-	-	\$265K
Median Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$252K
Med Sales Price as a % of Med List Price	-	-	-	-	-	-	-	-	-	-	-	-	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.

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

Avg Sales Price as a % of Avg Est Value

0K	 									
0K	 									
0	 									
-			Dec	Jan	Feb	Mar	Apr	May	Jun	Α
-		Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Δ.
-			Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	



Avg Est Value

Avg Sales Price



115%



Median Est Value

Median Sales Price

Market Data Report

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

Med Sales Price as a % of Med Est Value

\$300K												
\$225K												
\$150K												
\$75K												
_									May			
'17	'17	'17	'17	'17	'18	'18	'18	'18	May '18	'18	Jul '18	Aug '18
-	-	-	-	-	-			-	-	-	-	\$231K
-	-	-	-	-	-	-	-	-	-	-	-	\$265K



