

## Summary of Key Listing and Sales Metrics

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

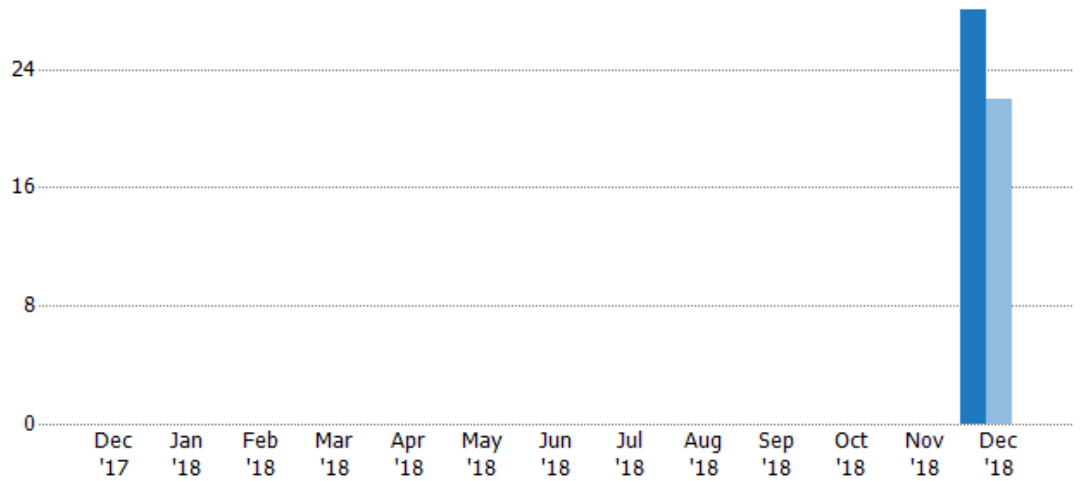
Key Metrics	Dec 2018	Dec 2017	+ / -	YTD 2018	YTD 2017	+ / -
<b>Listing Activity Charts Metrics</b>						
New Listing Count	28	22	+27.3%	28	22	+27.3%
New Listing Volume	\$12,942,900	\$12,574,699	+2.9%	\$12,942,900	\$12,574,699	+2.9%
Active Listing Count	239	252	-5.2%	N/A	N/A	
Active Listing Volume	\$126,945,789	\$128,020,599	-0.8%	N/A	N/A	
Average Listing Price	\$531,154	\$508,018	+4.6%	\$531,154	\$508,018	+4.6%
Median Listing Price	\$310,000	\$299,900	+3.4%	\$310,000	\$299,900	+3.4%
Median Days in RPR	166	170	-2.4%	166	170	-2.4%
Months of Inventory	-	-	-	12.6	15.8	-20.1%
Absorption Rate	-	-	+/-	7.95%	6.35%	+1.6%
<b>Sales Activity Charts Metrics</b>						
New Pending Sales Count	27	20	+35%	27	20	+35%
New Pending Sales Volume	\$11,085,800	\$8,858,700	+25.1%	\$11,085,800	\$8,858,700	+25.1%
Pending Sales Count	38	34	+11.8%	N/A	N/A	
Pending Sales Volume	\$18,745,600	\$13,190,400	+42.1%	N/A	N/A	
Closed Sales Count	35	19	+84.2%	35	19	+84.2%
Closed Sales Volume	\$12,237,425	\$4,498,709	+172%	\$12,237,425	\$4,498,709	+172%
Average Sales Price	\$349,641	\$236,774	+47.7%	\$349,641	\$236,774	+47.7%
Median Sales Price	\$261,000	\$210,000	+24.3%	\$261,000	\$210,000	+24.3%

## 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



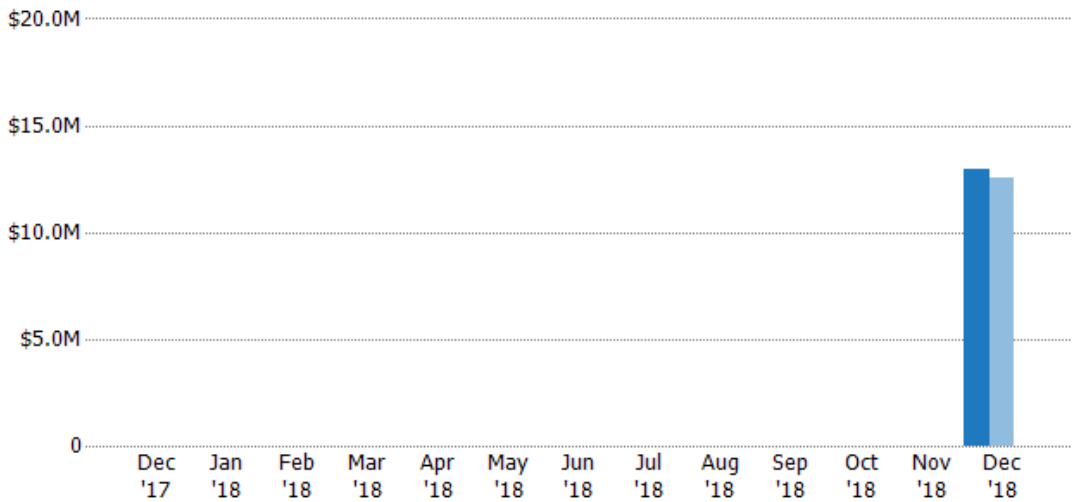
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	28
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	22
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	27%

## 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



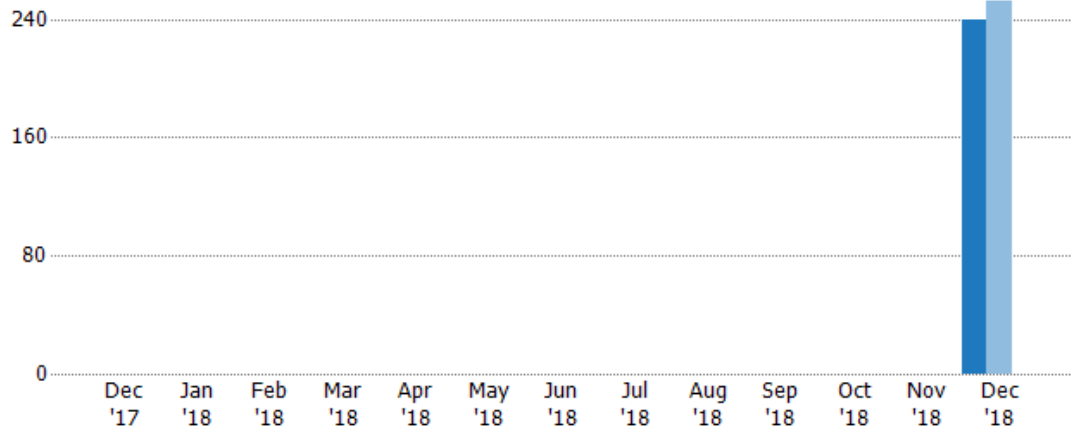
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$12.9M
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$12.6M
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	3%

## 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



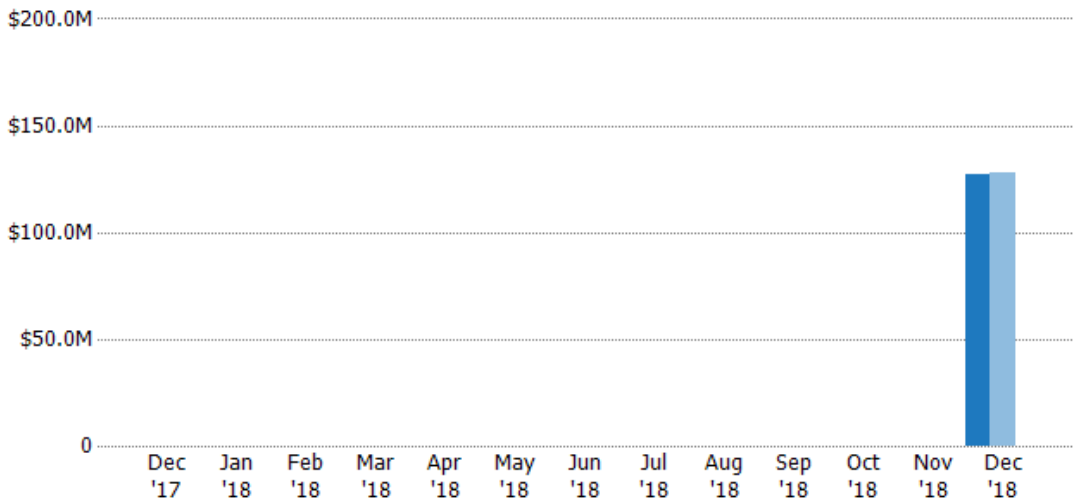
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	-	239
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-	252
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-	-5%

## Active Listing Volume

The sum of the listing price of active residential listings at the end of each month.

### Filters Used

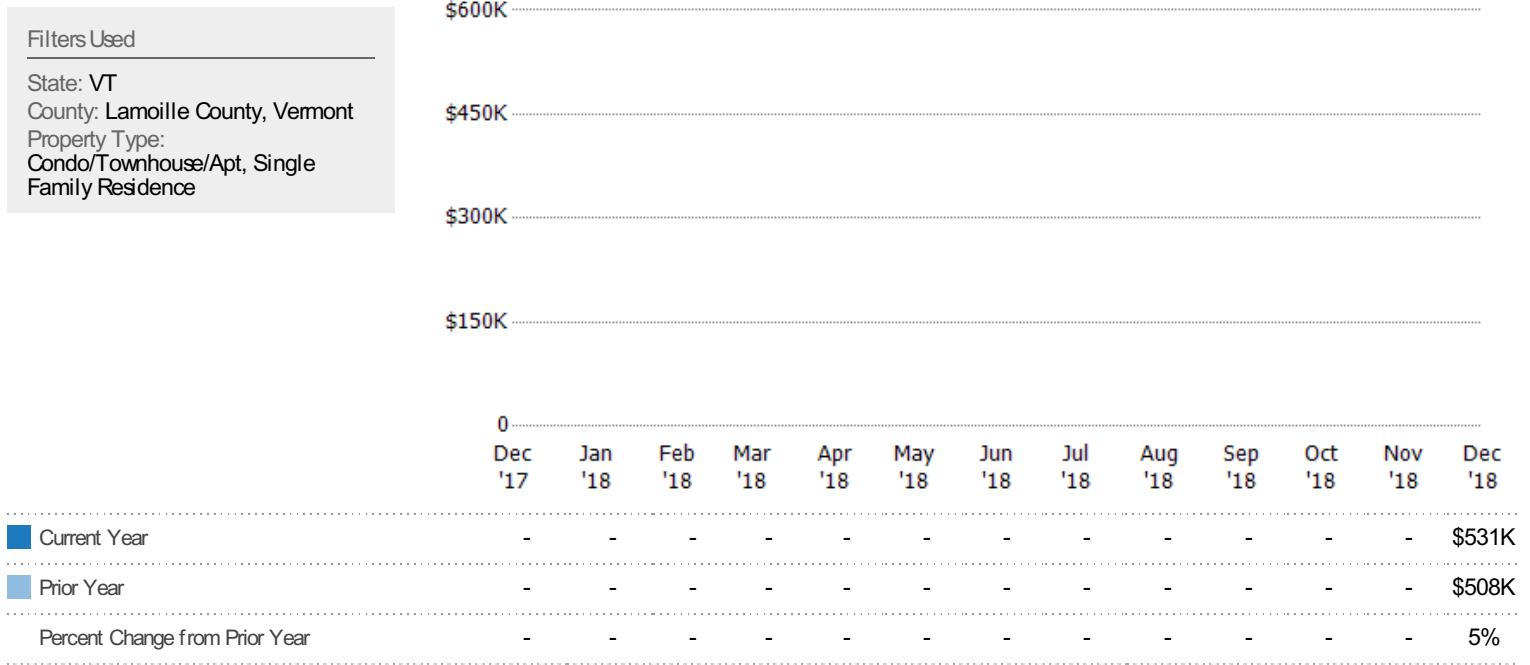
State: VT  
 County: Lamoille County, Vermont  
 Property Type:  
 Condo/Townhouse/Apt, Single  
 Family Residence



Current Year	-	-	-	-	-	-	-	-	-	-	-	-	-	\$127M
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-	\$128M
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-	-1%

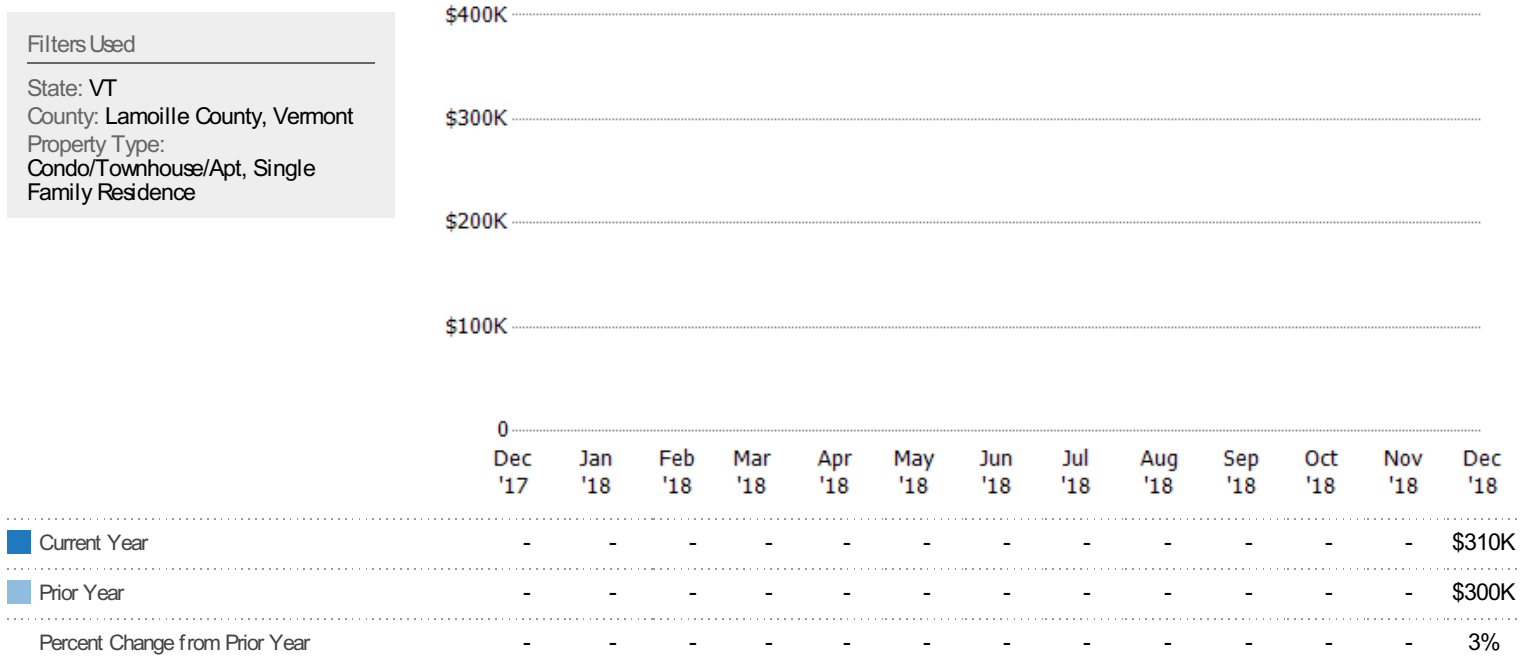
## Average Listing Price

The average listing price of active residential listings at the end of each month.



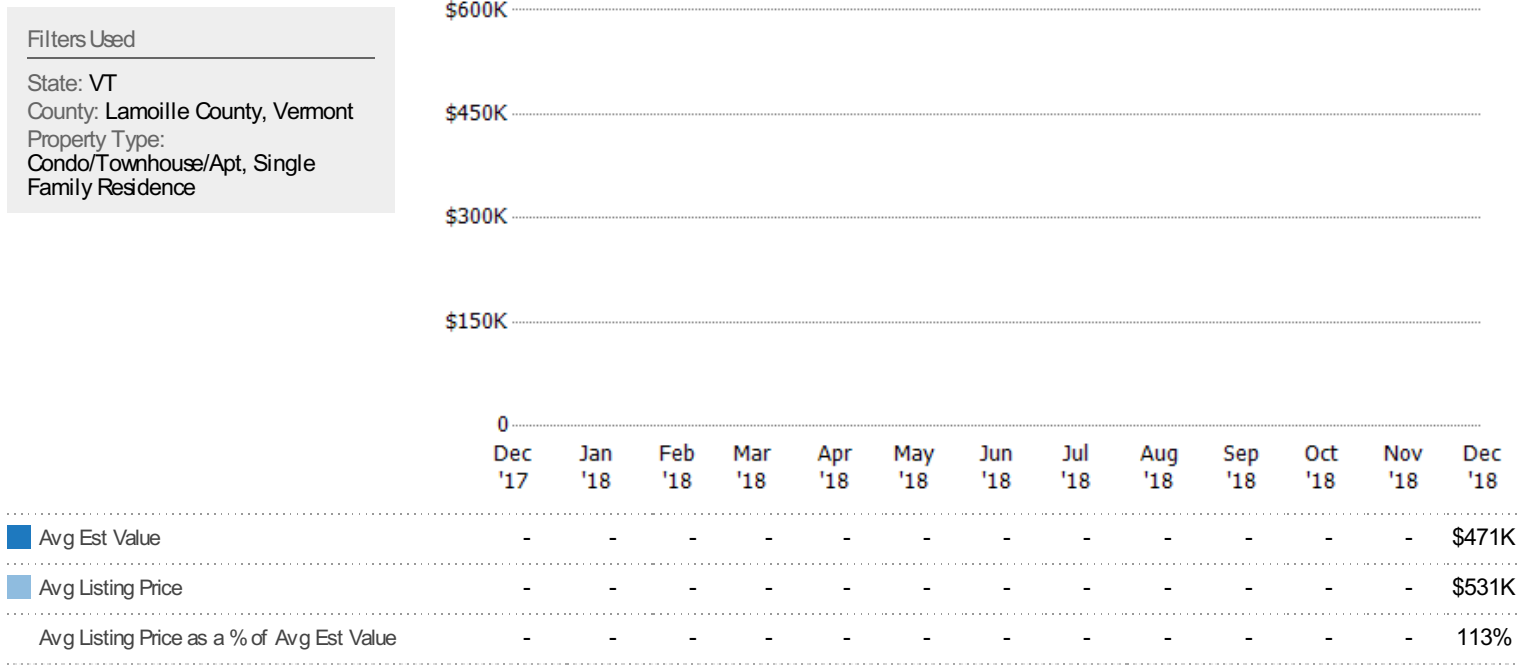
## Median Listing Price

The median listing price of active residential listings at the end of each month.



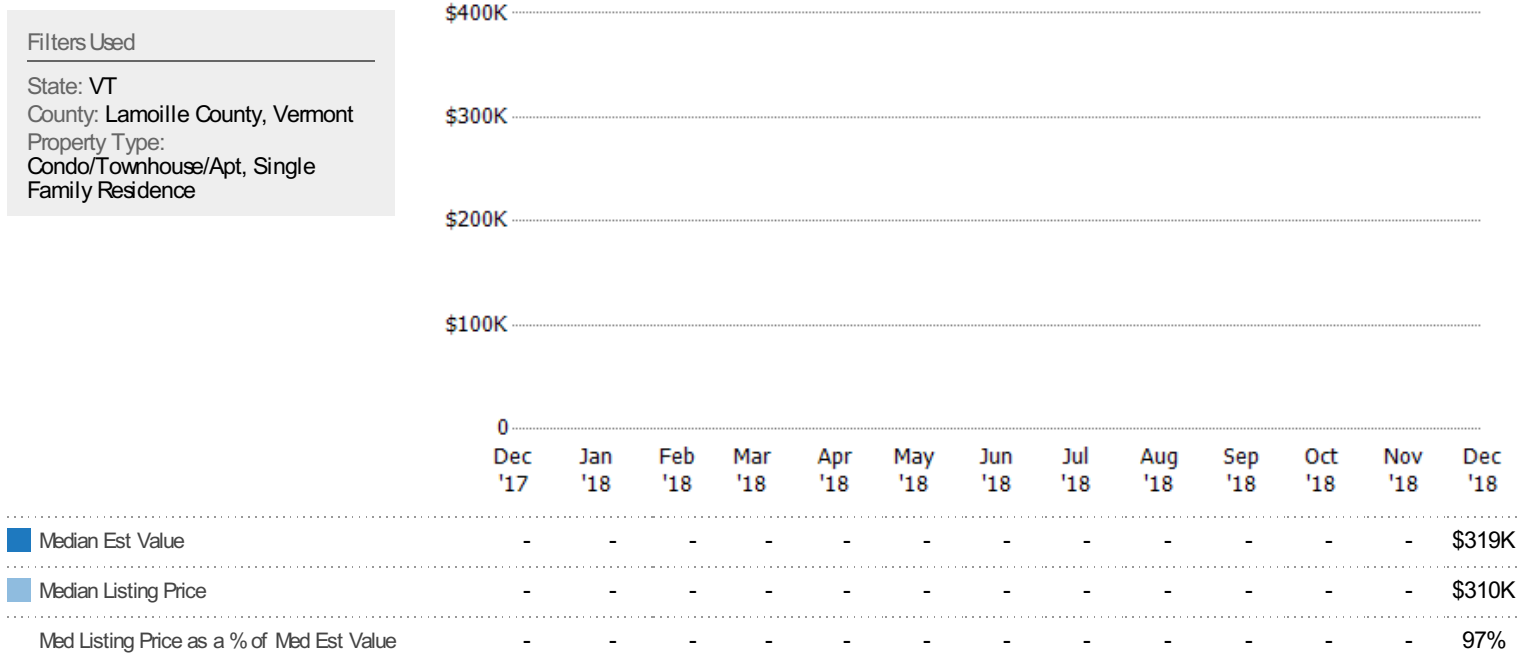
## Average Listing Price vs Average Est Value

The average listing price as a percentage of the average AVM or RVM® valuation estimate for active listings each month.



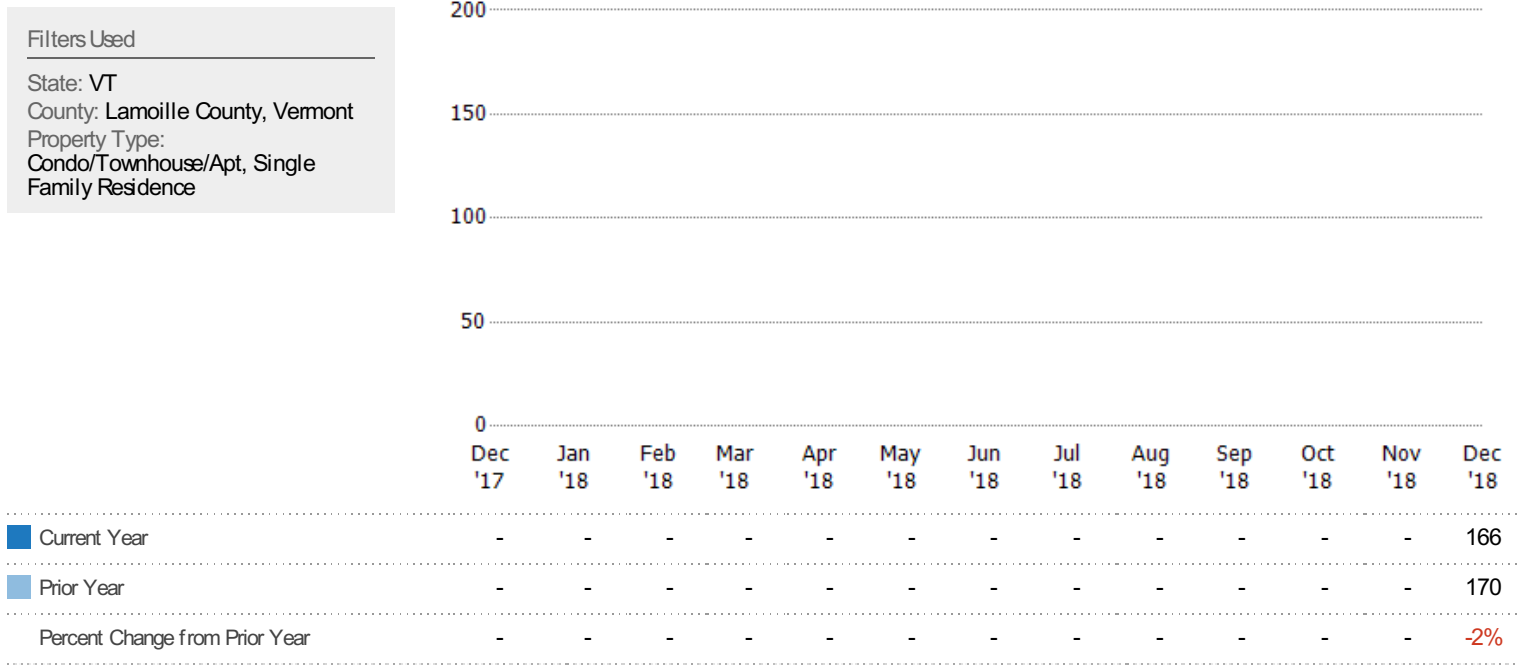
## Median Listing Price vs Median Est Value

The median listing price as a percentage of the median AVM or RVM® valuation estimate for active listings each month.



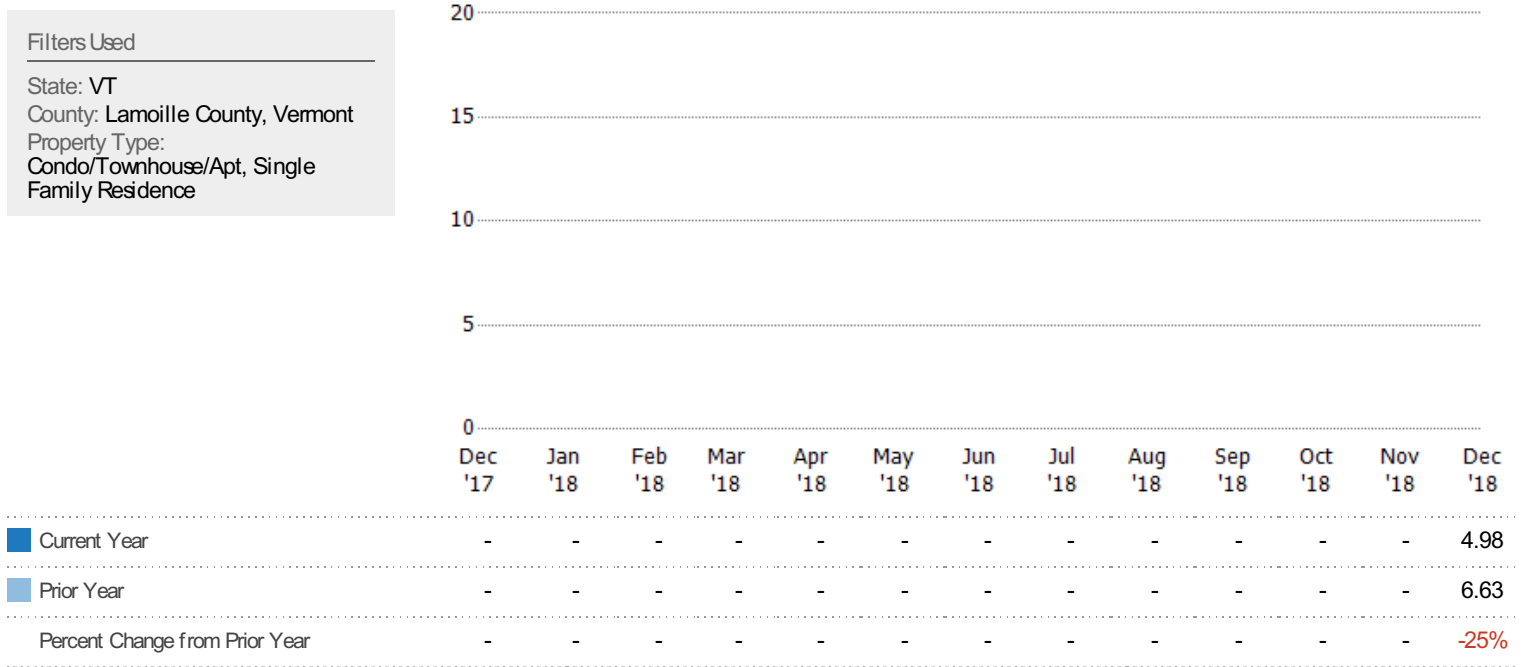
## Median Days in RPR

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.



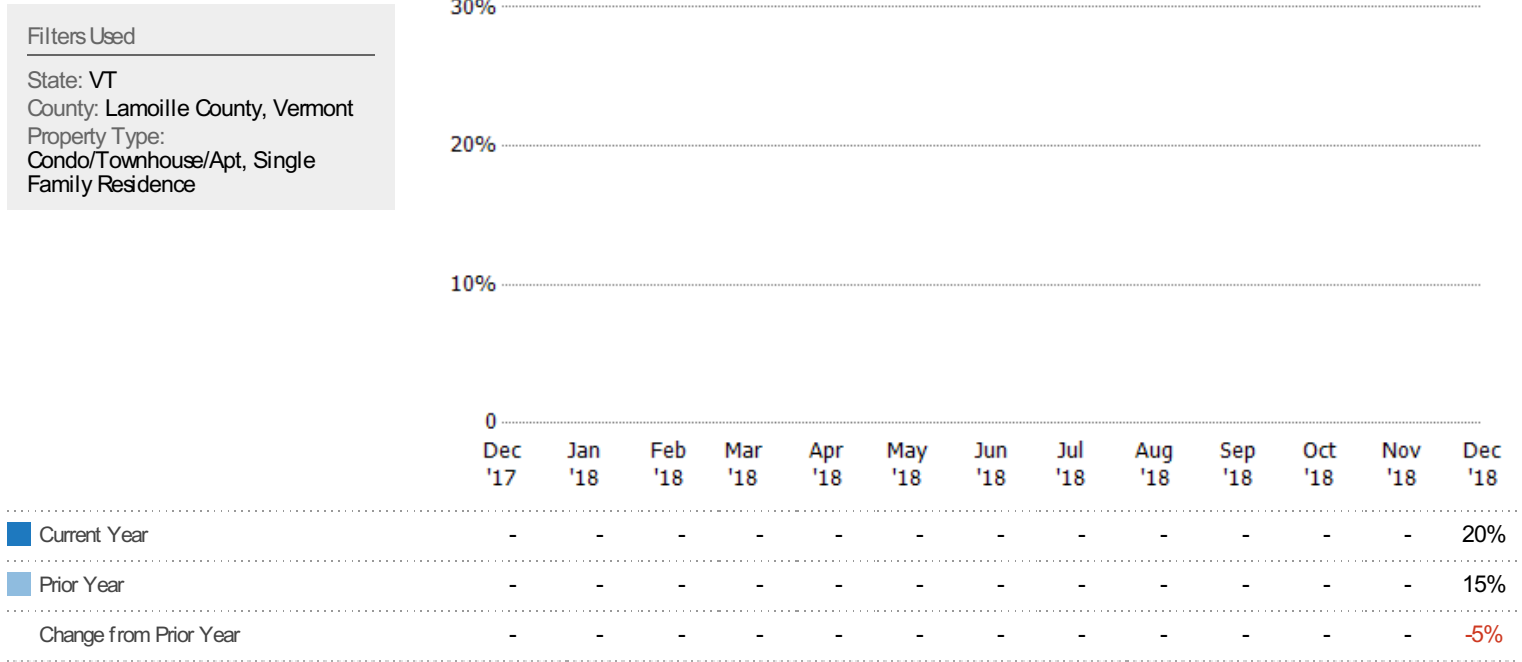
## Months of Inventory

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



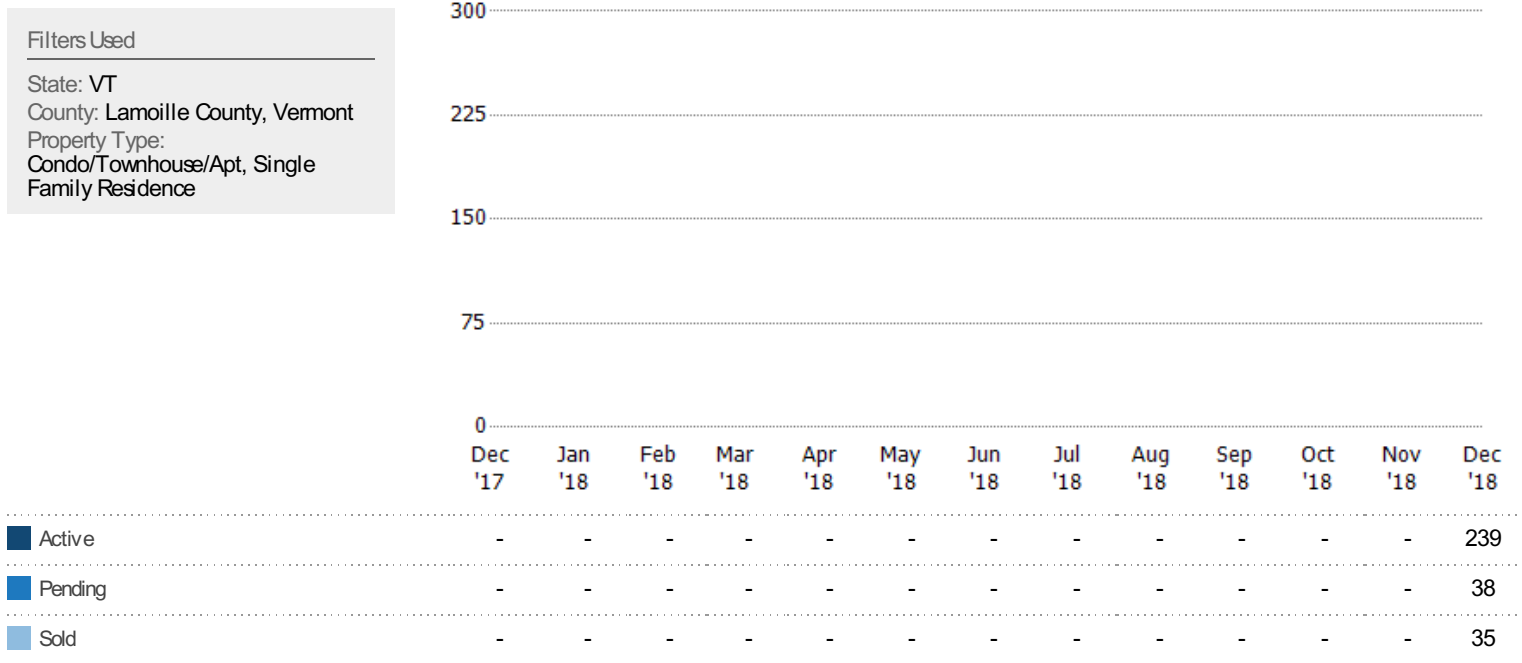
## Absorption Rate

The percentage of inventory sold per month.



## Active/Pending/Sold Units

The number of residential properties that were Active, Pending and Sold each month.

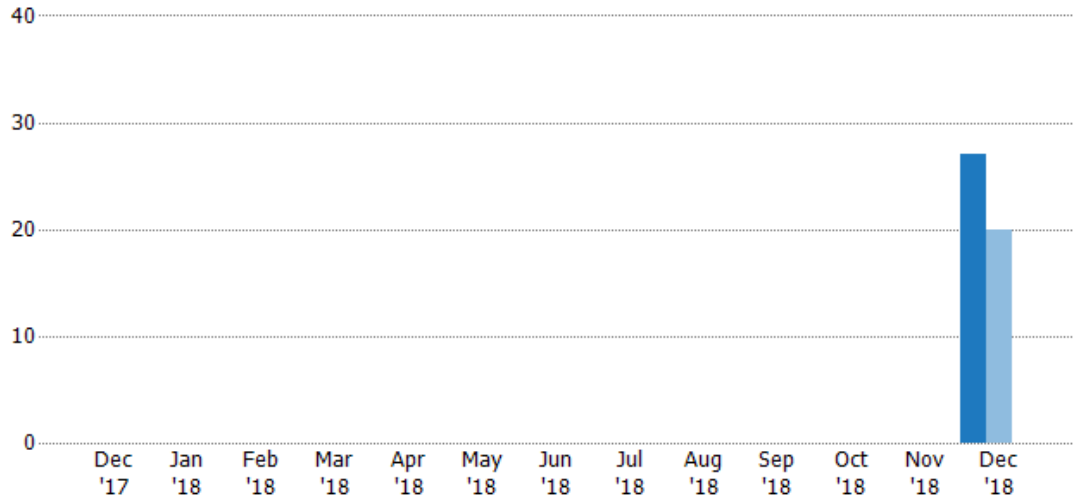


## New Pending Sales

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



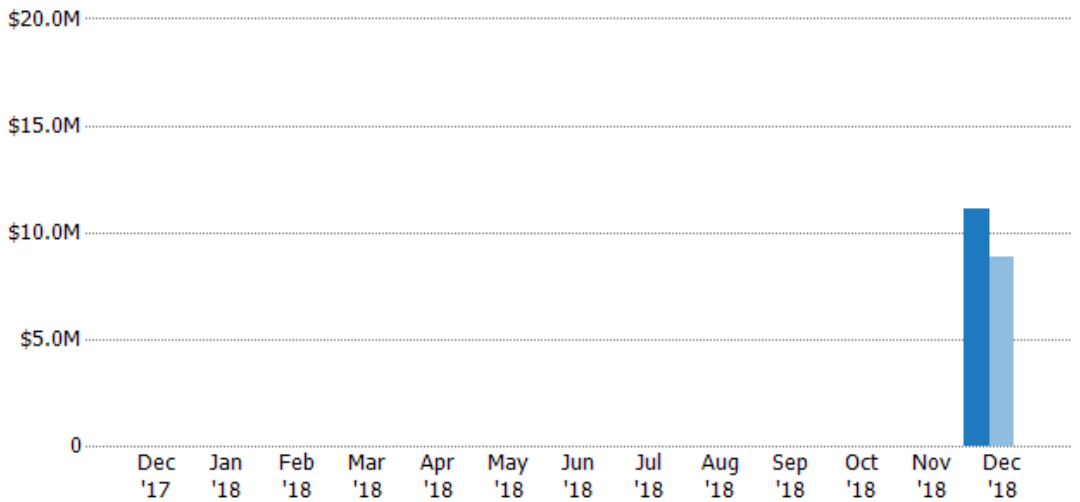
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	-	27
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-	20
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-	35%

## 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



Current Year	-	-	-	-	-	-	-	-	-	-	-	-	-	\$11.1M
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-	\$8.86M
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-	25%

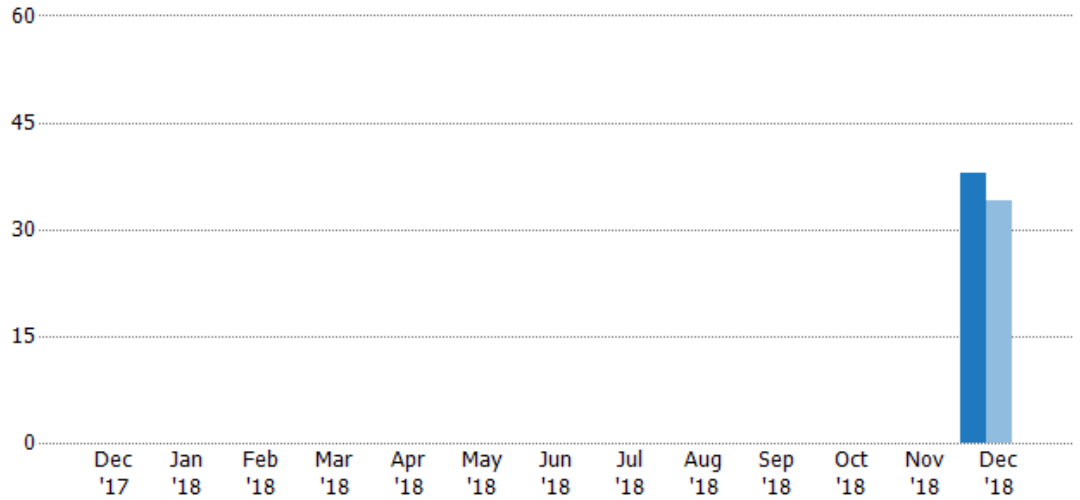


## Pending Sales

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



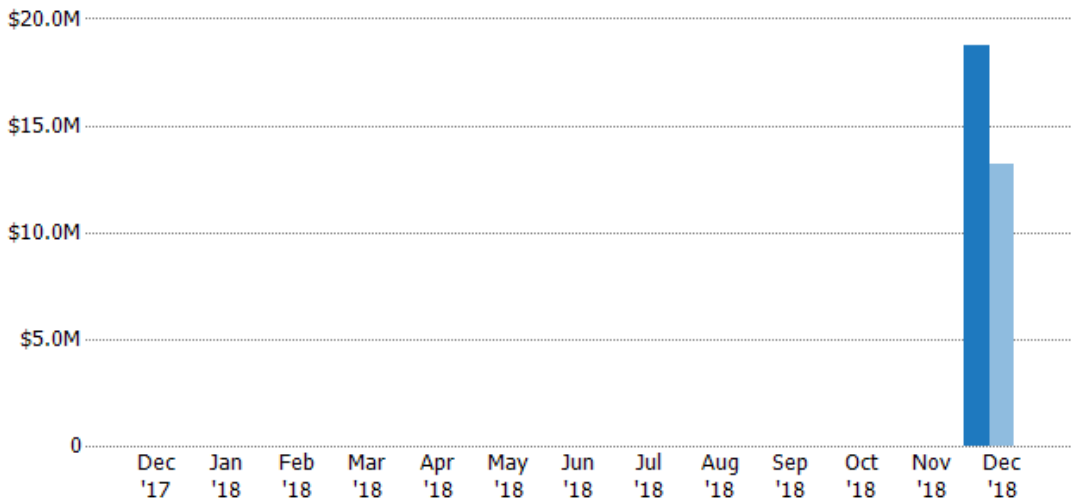
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	-	38
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-	34
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-	12%

## 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

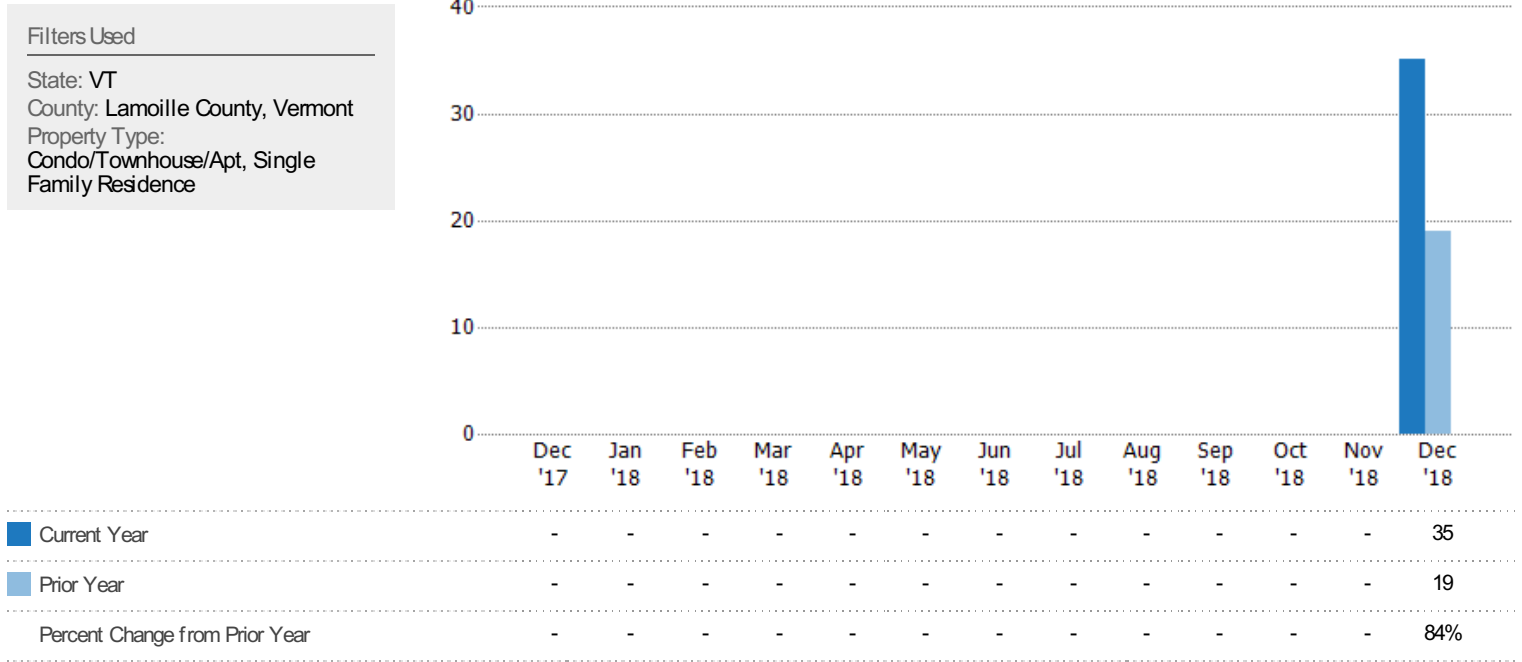
State: VT  
 County: Lamoille County, Vermont  
 Property Type:  
 Condo/Townhouse/Apt, Single  
 Family Residence



Current Year	-	-	-	-	-	-	-	-	-	-	-	-	-	\$18.7M
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-	\$13.2M
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-	42%

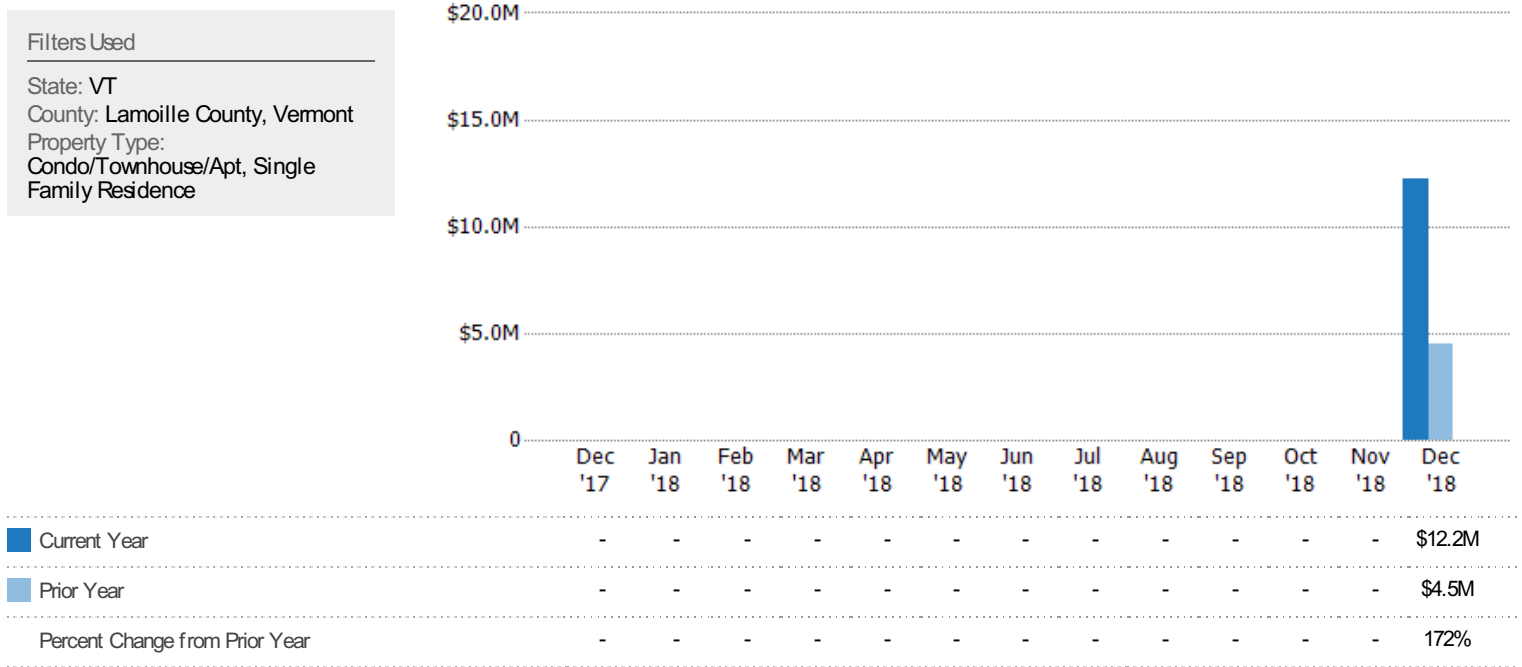
## Closed Sales

The total number of residential properties sold each month.



## Closed Sales Volume

The sum of the sales price of residential properties sold each month.

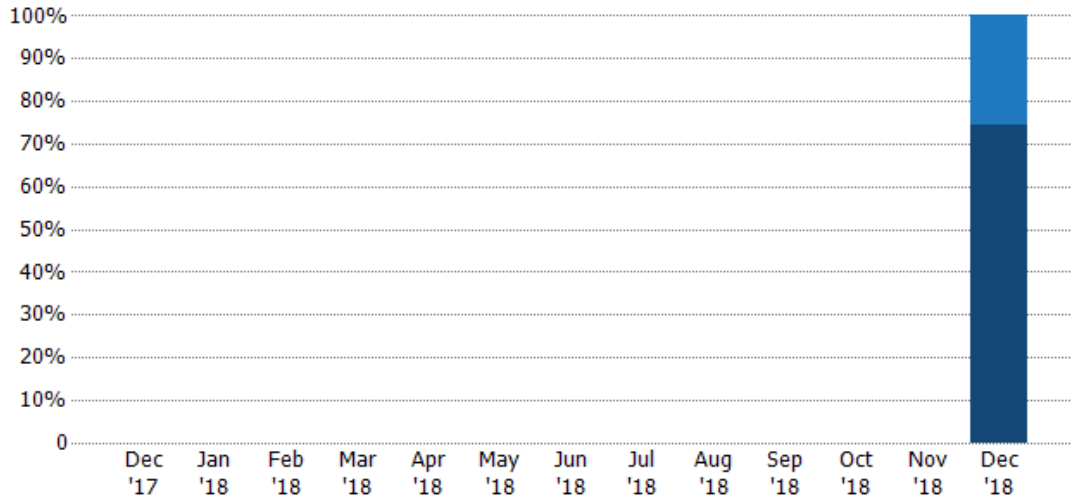


## Closed Sales by Property Type

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



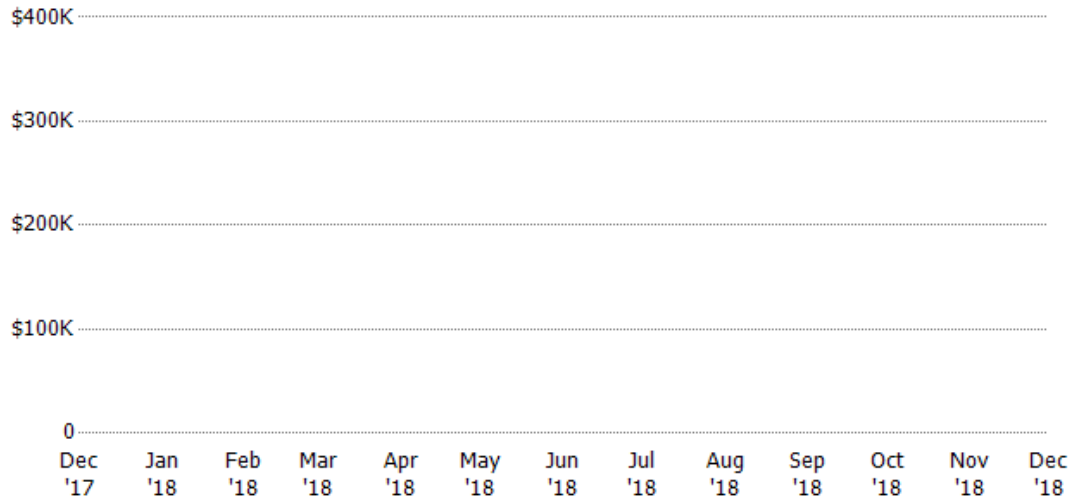
Property Type	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18
Condo/Townhouse	-	-	-	-	-	-	-	-	-	-	-	-	26%
Single Family Residence	-	-	-	-	-	-	-	-	-	-	-	-	74%

## Average Sales Price

The average sales price of the residential properties sold each month.

**Filters Used**

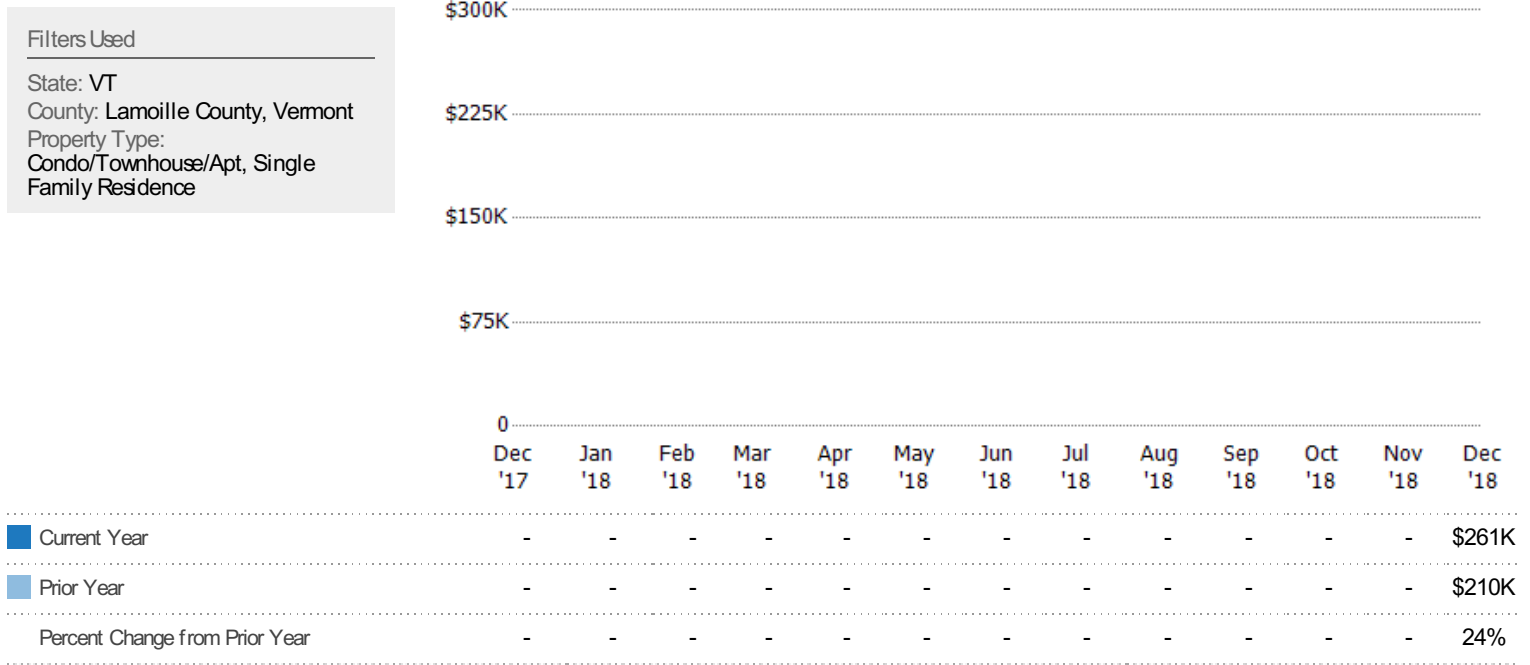
State: VT  
 County: Lamoille County, Vermont  
 Property Type:  
 Condo/Townhouse/Apt, Single  
 Family Residence



Category	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$350K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$237K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	48%

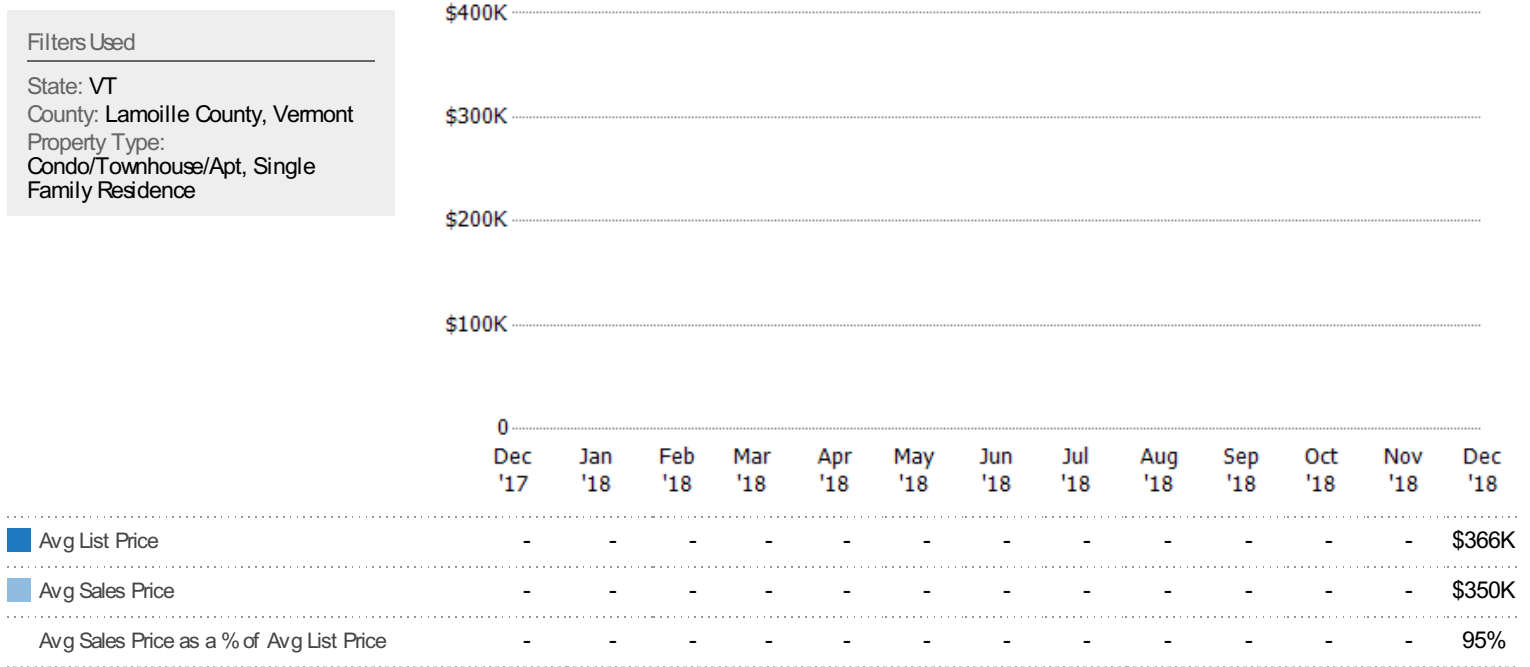
## Median Sales Price

The median sales price of the residential properties sold each month.



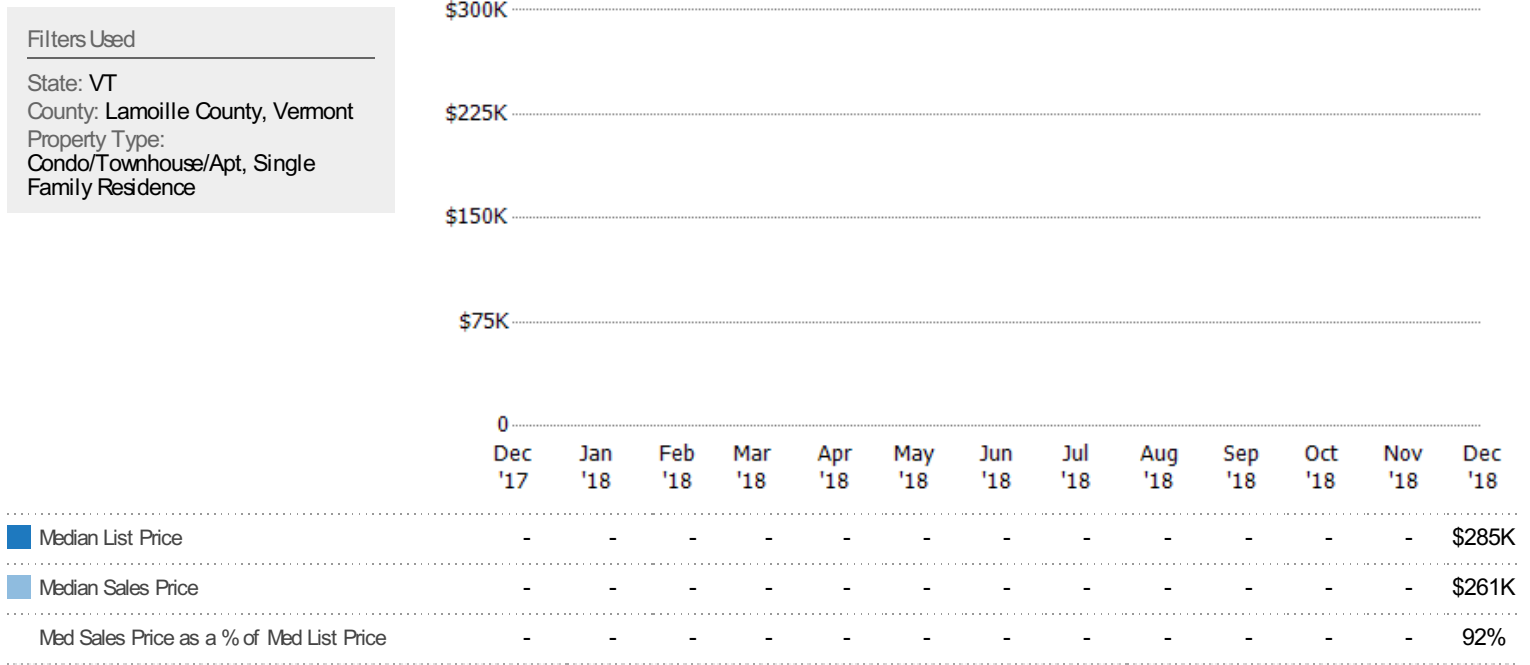
## Average Sales Price vs Average Listing Price

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



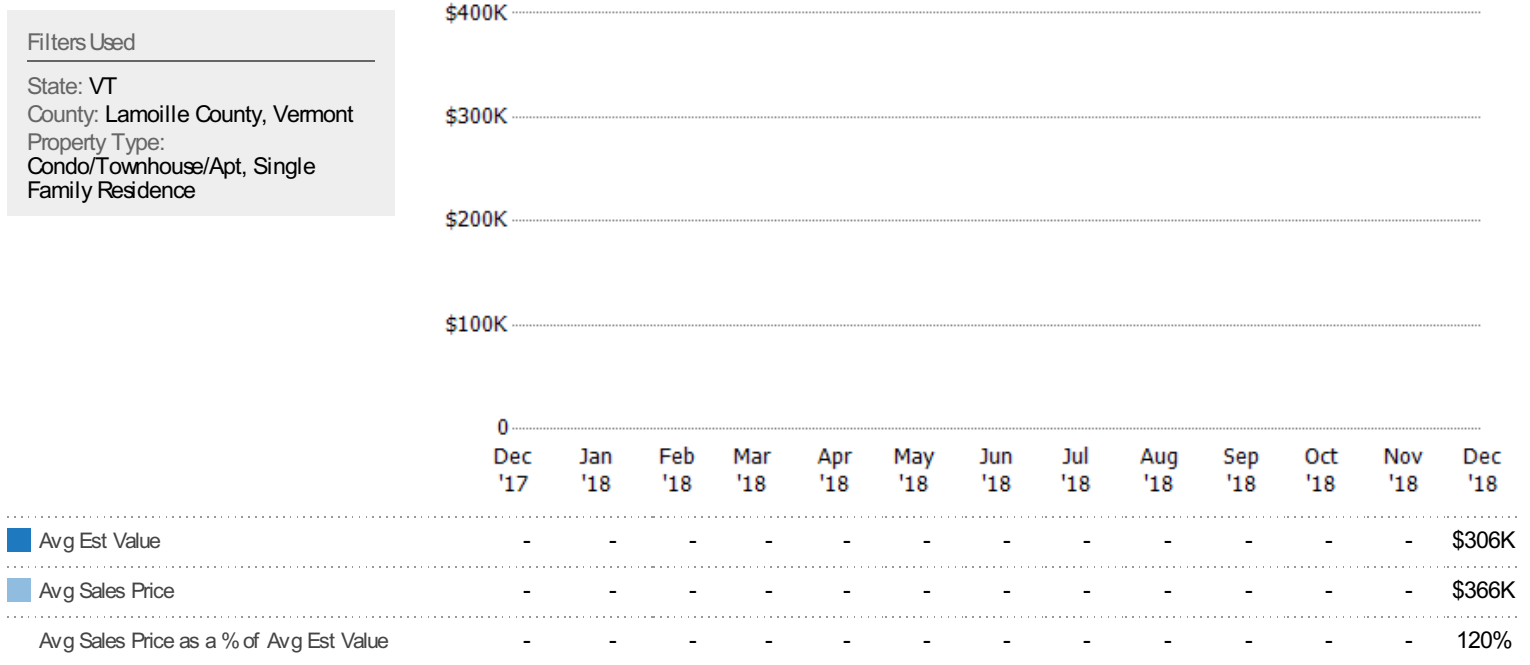
## Median Sales Price vs Median Listing Price

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



## 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.



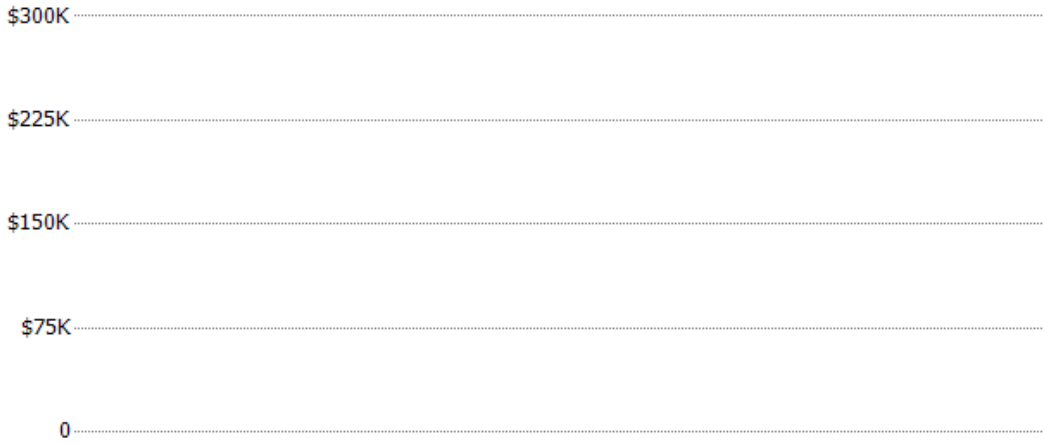
## Median Sales Price vs Median Est Value

The median sales price as a percent of the median AVM or RVM® valuation estimate for properties sold each month.

**Filters Used**

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



	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18
Median Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$281K
Median Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$285K
Med Sales Price as a % of Med Est Value	-	-	-	-	-	-	-	-	-	-	-	-	101%