

## 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	+ / -
Listing Activity Charts Metrics						
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%	NA	N/A	
Active Listing Volume	\$126,945,789	\$128,020,599	-0.8%	NA	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%
Sales Activity Charts Metrics						
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%	NA	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%





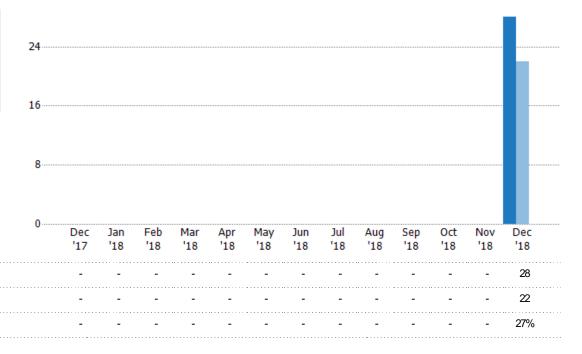


#### **New Listings**

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



### **New Listing Volume**

Percent Change from Prior Year

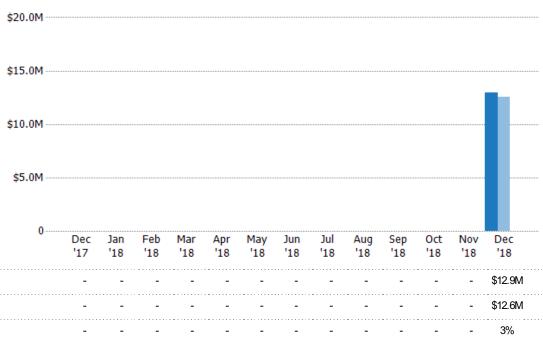
Current Year

Prior Year

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

Percent Change from Prior Year

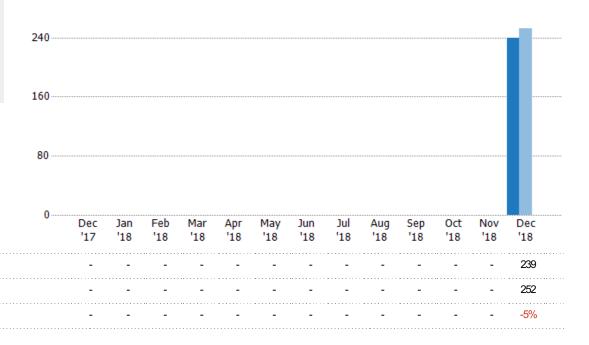




#### **Active Listings**

The number of active residential listings at the end of each month.





### **Active Listing Volume**

Percent Change from Prior Year

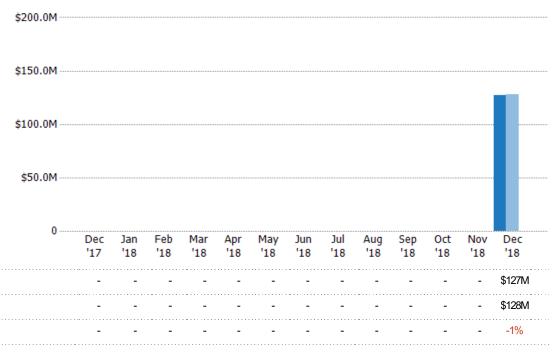
Current Year

Prior Year

The sum of the listing price of active 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

Percent Change from Prior Year



5%



## Market Data Report

### **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

July	 	 	 	 	 		
00K	 	 	 	 	 		
EOV							
JUK	 	 	 	 	 		
JUK		 	 				
0	 	 		 	 	Nov	
0 Dec	 	 	 	 	 	Nov	D

### **Median Listing Price**

Percent Change from Prior Year

Current Year
Prior Year

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

\$400K

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

\$300K												
\$200K												
•												
Dec '17		'18	Mar '18	Apr '18	May '18	'18	'18	Aug '18	Sep '18	Oct '18	Nov '18	'18
-	-	-	-	- -	-	- -	- -	- -	-	-	- -	\$310K
-	-	-	-	-	-	-	-	-	-	-	-	\$300K
-	-	-	-	-	-	-	-	-	-	-	-	3%



Current Year
Prior Year

Percent Change from Prior Year





### 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.

	\$150K	 	 	 	 	 	 •••••
·	\$300K	 	 	 	 	 	 
County: Lamoille County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	\$450K						 
State: VT	¢450K						

### 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

Med Listing Price as a % of Med Est Value

\$400K												
\$300K												
\$200K												
\$100K												
•												
Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	Мау '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18
-	-	-	-	-	-	- -	- -	-	-	-	-	\$319K
-	-	-	-	-	-	-	-	-	-	-	-	\$310K
-	-	-	-	-	-	-	-	-	-	-	-	97%



Median Est Value

Median Listing Price





### 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	200												
State: VT County: Lamoille County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	150												
	100												
	50												
	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	-	-	-	- -	- -	-	-		-	-	- -	-	166
Prior Year	-	-	_	-	-	-	-	-	-	-	-	-	170
Percent Change from Prior Year	-	-	- -	-	-	- -	-	-	-	-	-	-	-2%

### Months of Inventory

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 Dec '17	Jan '18	Feb '18	Mar '18	Apr			Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18
Current Year	-	-	-	-	-	-	-	-	_	-	-	-	4.98
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	6.63







#### **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

30%	

20%

10%

0												
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
 -	-	-	-	-	-		-			-	-	20%
 -	-	-	-	-	-	-	-	-	-	-	-	15%
 -	_	_	_	_	_	_	-		_	- -	_	-5%

### Active/Pending/Sold Units

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

Fil	ltare	П	haal

Current Year Prior Year

Change from Prior Year

State: VT

County: Lamoille County, Vermont

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

00								
25			 	 	 	 		
50			 		 	 		
75			 	 	 	 		
_			 	 	 			
_	Jan	Feb	 		 		Nov	
0 Dec	Jan	Feb	 	 	 		Nov	De
0 Dec	Jan	Feb	 	 	 		Nov	De '1



Active Pending

Sold



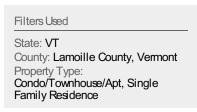


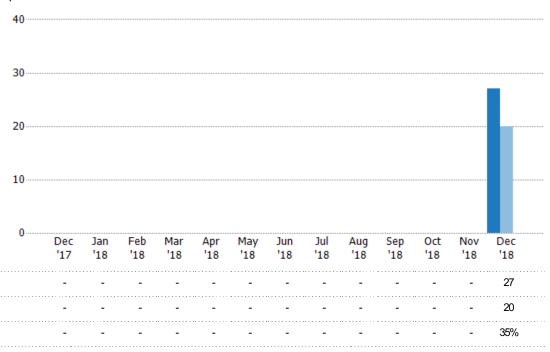
Current Year
Prior Year

## Market Data Report

#### **New Pending Sales**

The number of residential properties with accepted offers that were added each month.



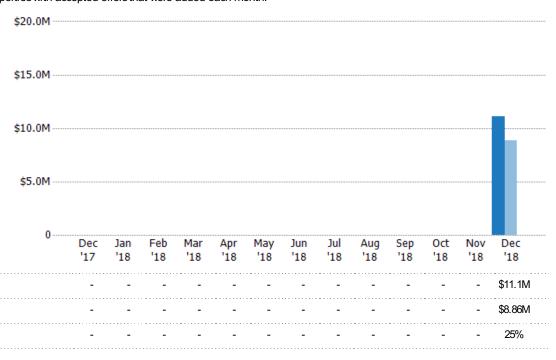


### New Pending Sales Volume

Percent Change from Prior Year

The sum of the sales price of residential properties with accepted offers that were added each month.

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



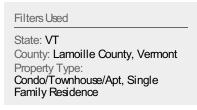
Current Year

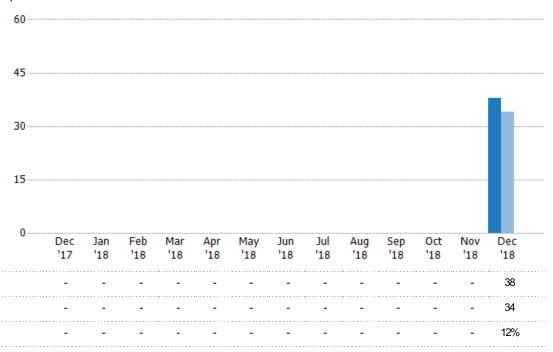
Percent Change from Prior Year



#### **Pending Sales**

The number of residential properties with accepted offers that were available at the end each month.





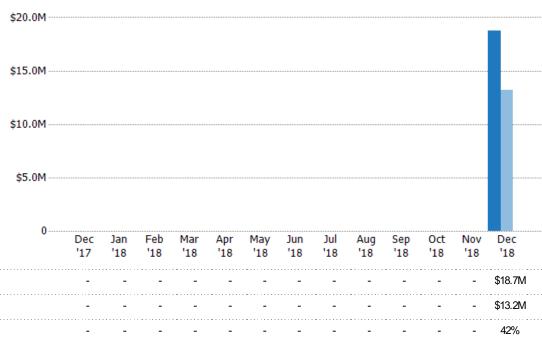
### Pending Sales Volume

Percent Change from Prior Year

Current Year
Prior Year

The sum of the sales price of residential 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

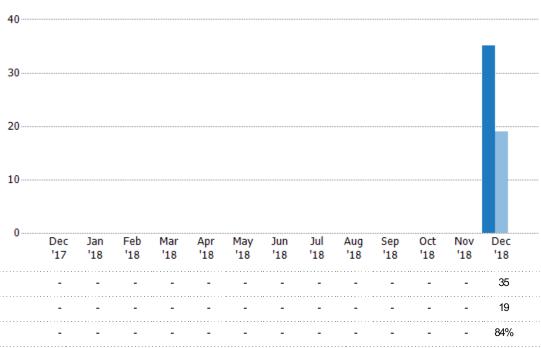




#### **Closed Sales**

The total number of residential properties sold each month.

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



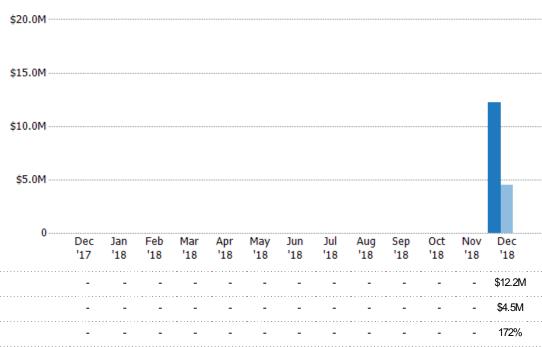
#### **Closed Sales Volume**

Percent Change from Prior Year

Current Year
Prior Year

The sum of the sales price of residential properties sold 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 by Property Type

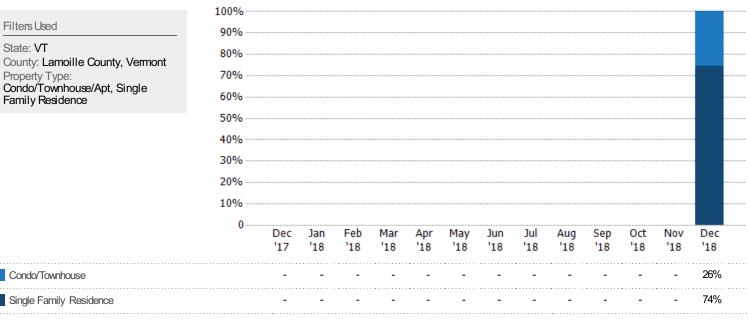
The percentage of residential properties sold each month by property type.

Filters Used

State: VT

County: Lamoille County, Vermont

Family Residence



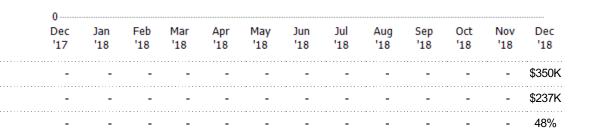
#### **Average Sales Price**

The average sales price of the residential 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



\$210K

24%



## Market Data Report

#### **Median Sales Price**

Percent Change from Prior Year

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

Filters Used	\$300K												
State: VT County: Lamoille County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	\$225K												
,	\$150K												
	\$75K												
	0												
	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	-	-	-	-	-	-	-	-	-	-	-	-	\$261K

### Average Sales Price vs Average Listing Price

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

\$400K

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

\$400K

	\$100K												
	_	_					_			_			_
	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
Avg List Price	-	-	-	-	-	-	-	-	-	-	-	-	\$366K
Avg Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$350K
Avg Sales Price as a % of Avg List Price	-	-	-	-	-	-	-	-	-	-	-	-	95%







Median List Price

Median Sales Price

## Market Data Report

### 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

25K				 			 			
50K				 			 			
7EV										
73K				 			 			
73K										
0 Dec	Jan	Feb		 			 		Nov	Dec
0	Jan	Feb					 		Nov	Dec
0 Dec	Jan	Feb		 			 		Nov	Dec '18
0 Dec	Jan	Feb	Mar '18	 May '18	Jun '18	Jul '18	 Sep '18	0ct '18	Nov	

### 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

Med Sales Price as a % of Med List Price

K											
K		 									
0											
-	Jan	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct		De
-		Mar '18	Apr '18	May '18	Jun '18	Jul '18	'18	Sep '18	Oct '18		
-		Mar '18	Apr '18	May '18	Jun '18	Jul '18	'18	Sep '18	0ct '18		'1
-		Mar '18	- -	May '18 -	- -	- -	-	- -		'18 -	<b>'1</b> \$30



Avg Est Value

Avg Sales Price





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

\$225K												
ΨΖΖΙΚ												
\$150K												***********
\$75K												
0												
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
-	-	-	-	-	-	-	-	-	-	-	-	\$281K
-	-	-	-	_	-	-	-	-	-	-	-	\$285K
												101%



