

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 2018	Feb 2017	+ / -	YTD 2018	YTD 2017	+ / -
Listing Activity Charts Metrics			1			
New Listing Count	33	42	-21.4%	33	42	-21.4%
New Listing Volume	\$13,253,099	\$19,159,100	-30.8%	\$13,253,099	\$19,159,100	-30.8%
Active Listing Count	246	387	-36.4%	246	387	-36.4%
Active Listing Volume	\$120,873,999	\$174,959,267	-30.9%	\$120,873,999	\$174,959,267	-30.9%
Average Listing Price	\$491,358	\$452,091	+8.7%	\$491,358	\$452,091	+8.7%
Median Listing Price	\$299,450	\$250,000	+19.8%	\$299,450	\$250,000	+19.8%
Median Daysin RPR	201.5	232	-13.1%	201.5	232	-13.1%
Months of Inventory	_	_	-	16.4	16.1	+1.7%
Absorption Rate	_	_	+-	6.1%	6.2%	-0.1%
Sales Activity Charts Metrics						
New Pending Sales Count	34	33	+3%	34	33	+3%
New Pending Sales Volume	\$14,402,900	\$11,815,375	+21.9%	\$14,402,900	\$11,815,375	+21.9%
Pending Sales Count	56	58	-3.4%	56	58	-3.4%
Pending Sales Volume	\$22,778,600	\$20,826,675	+9.4%	\$22,778,600	\$20,826,675	+9.4%
Cloæd Sales Count	14	15	-6.7%	14	15	-6.7%
Closed Sales Volume	\$6,763,312	\$6,881,000	-1.7%	\$6,763,312	\$6,881,000	-1.7%
Average Sales Price	\$483,094	\$458,733	+5.3%	\$483,094	\$458,733	+5.3%
Median Sales Price	\$252,500	\$245,000	+3.1%	\$252,500	\$245,000	+3.1%



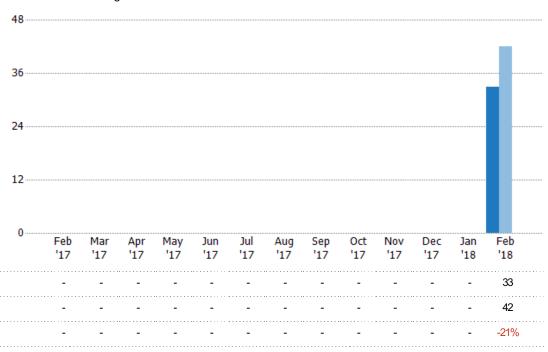




New Listings

The number of new 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



New Listing Volume

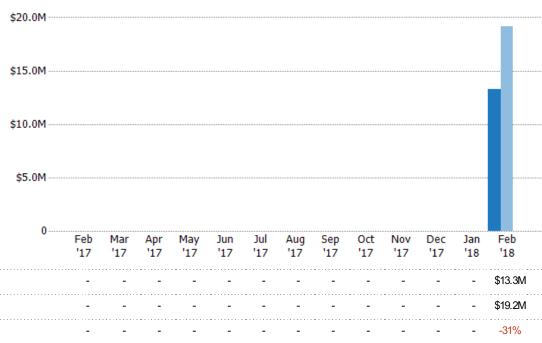
Percent Change from Prior Year

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

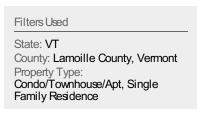
Percent Change from Prior Year

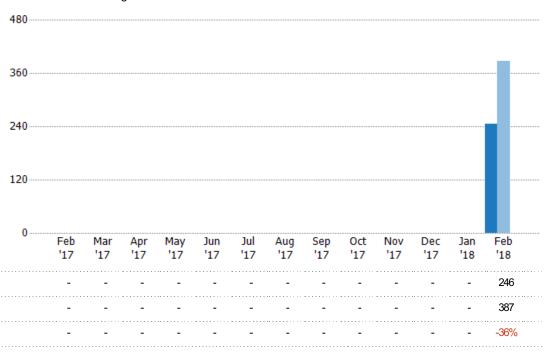




Active Listings

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





Active Listing Volume

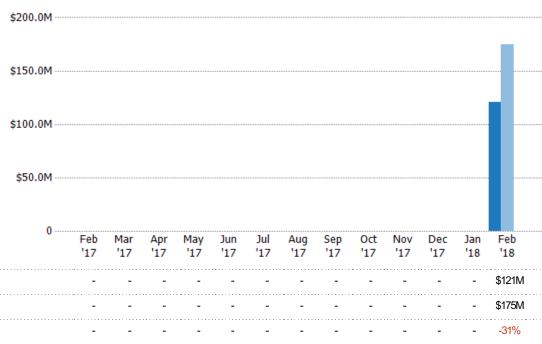
Percent Change from Prior Year

Current Year

Prior Year

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

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



Current Year

Percent Change from Prior Year





Average Listing Price

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

Element de	\$500K												
State: VT County: Lamoille County, Vermont Property Type:	\$375K												
Condo/Townhouse/Apt, Single Family Residence	\$250K												
	\$125K												
	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$491K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$452K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	9%

Median Listing Price

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

Filters Used	\$300K ······												
State: VT County: Lamoille County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	\$225K												
Family Residence	\$150K												
	\$75K												
	0												
	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18



Current Year

Percent Change from Prior Year

Prior Year



\$299K \$250K

20%



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	\$375K												
	\$250K												••••••
	\$125K												
	\$125K												
	\$125K 0 Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18
Avg Est Value	0 Feb		Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17					
Avg Est Value Avg Listing Price	0 Feb		Apr '17 -	May '17 -	Jun '17 -	Jul '17 -	Aug '17 -	Sep '17 -					'18

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	ked	\$400K
State: \		
-	: Lamoille County, Vermont y Type:	\$300K
Condo/	Townhouse/Apt, Single Residence	
		\$200K

K												
0												
0 Feb '17	Mar '17	Apr '17	May	Jun '17	Jul '17	Aug '17	Sep		Nov	Dec	Jan '18	Fe '1
Feb	Mar	Apr	May	Jun '17	Jul '17 -	Aug			Nov	Dec	Jan	Fe
Feb	Mar	Apr	May	Jun '17 -	Jul '17 -	Aug	Sep '17	0ct '17 -	Nov '17	Dec	Jan '18	F6 '1



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.

Filters Used													
State: VT County: Lamoille County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	225												
	150												•••••
	75												
	75												
	75 0 Feb '17	Mar '17					Aug '17					Jan '18	
Current Year	0 Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	0ct	Nov	Dec	Jan	'18
Current Year Prior Year	0 Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	0ct	Nov	Dec	Jan	Feb '18 202

Months of Inventory

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

	30												
Filters Used													
State: VT County: Lamoille County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	23												
,	15												
	8												
	0												
	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct			Jan	Feb
	'17	'17	'17	'17	'17	'17	'17	'17	'17	'17	'17	'18	'18
													10
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	9.11
Current Year Prior Year	- -	- -	- -	-	- - -	- -	- -	-	-	-	-	- -	





Absorption Rate

The percentage of inventory sold per month.

Filters Used	
State: \/T	

County: Lamoille County, Vermont

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

15%	

10%

0												
Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18
-	_	-	-	-	-	-			-		-	11%
-	-	-	-	-	-	-	-		-	-	-	4%
_	_	_	_	_	_	_	_	_	_	_	_	-7%

Active/Pending/Sold Units

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

Current Year Prior Year

Change from Prior Year

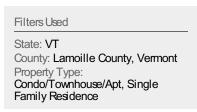
	300												
State: VT County: Lamoille County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	225												
	150												
	75												
	75												
	75												
	0												
	0 Feb	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb
	0	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18
Active	0 Feb		Apr '17	May '17 -			Aug '17	Sep '17					
	0 Feb		Apr '17	May '17 -			Aug '17 -	Sep '17					'18 246
Active Pending	0 Feb		Apr '17	May '17 - -			Aug '17 -	Sep '17 -					'18
	0 Feb		Apr '17	May '17 - -			Aug '17 -	Sep '17					'18 246

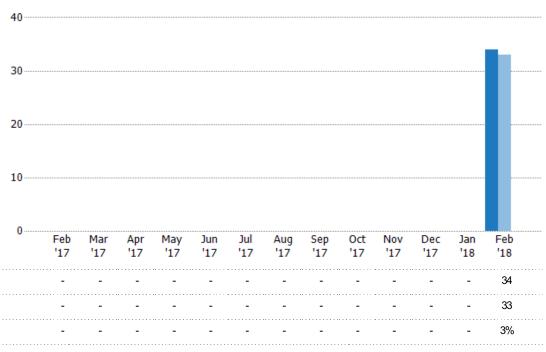




New Pending Sales

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





New Pending Sales Volume

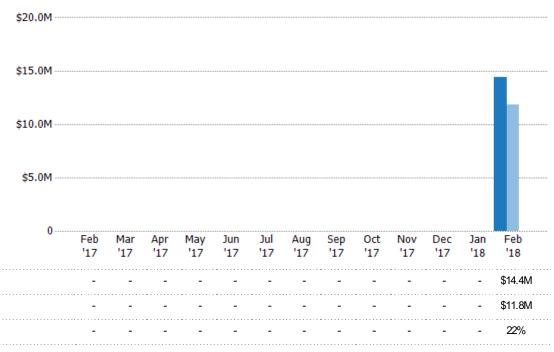
Percent Change from Prior Year

Current Year

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

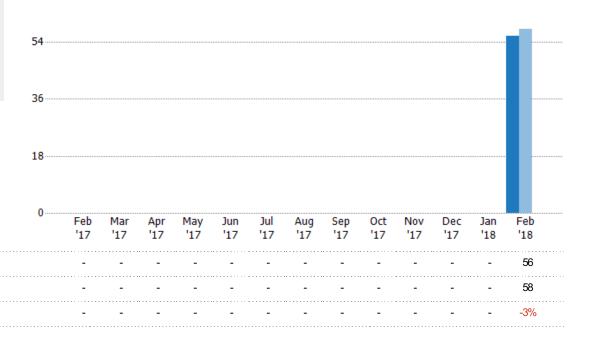




Pending Sales

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





Pending Sales Volume

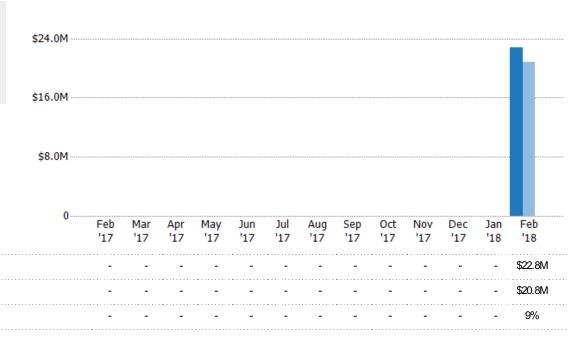
Percent Change from Prior Year

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.





Current Year

Percent Change from Prior Year

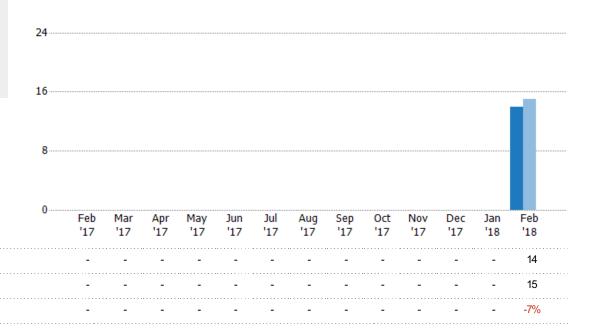




Closed Sales

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





Closed Sales Volume

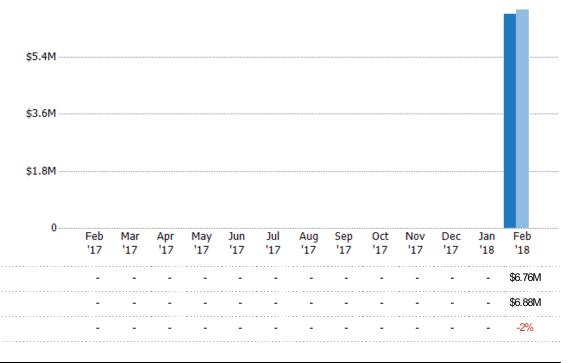
Percent Change from Prior Year

Current Year

Prior Year

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





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

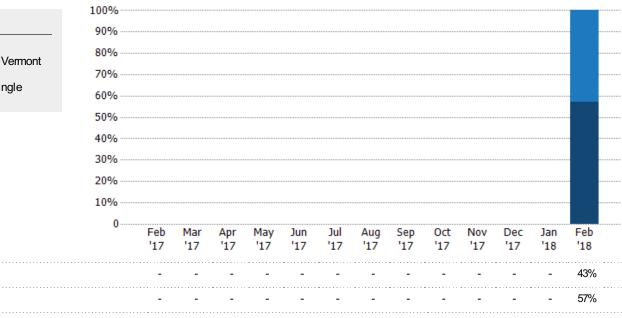
State: VT

County: Lamoille County, Vermont

Property Type: Condo/Townhouse/Apt, Single

Family Residence

Condo/Townhouse



Average Sales Price

Single Family Residence

The average sales price of the 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

\$500K \$375K \$250K \$125K

	0												
	Feb '17	Mar '17	Apr '17	May '17						Nov '17			Feb '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$483K
Prior Year	-	-						-	-	-	-	_	\$459K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	5%







Median Sales Price

The median sales price of the single-family, condominium and townhome 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												
	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18
Current Year	-	-	-	-	-	-	-	-		-	-	-	\$253K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$245K
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.

	0Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb
	\$150K												
Family Residence	\$300K												
State: VT County: Lamoille County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	\$450K												
Filters Used	\$600K												

Avg List Price	-	- -	-	-	-	- -	-	-	-	-	-	-	\$524K
Avg Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$483K
Avg Sales Price as a % of Avg List Price	-	-	-	-	-	-	-	-	-	-	-	-	92%





'18

'18



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	 	 	 	 	 		
F01/							
50K	 	 	 	 	 		
7EV							
/3K	 	 	 	 	 		
/3K	 	 		 	 		***************************************
0 Feb		 	 		 	Jan	
0			 		 	Jan	Feb
0Feb		 	 		 	Jan	Feb '18
0 Feb		 	 Aug '17		 	Jan	Feb

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

Median List Price

Median Sales Price

K											
K	 										
0											
-											
-		May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Fe '18
-		May '17	Jun '17	Jul '17		Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Fe '18



Avg Est Value

Avg Sales Price





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

Median Est Value

Median Sales Price

\$300K												
\$225K												
\$150K												
\$75K												
_												
Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18
-	-	-	-	-	-	-	-	-	-	-	-	\$131K
-	-	-	-	-	-	-	-	-	-	-	-	\$267K
-	-	-	-	-	- -	-	-	-	-	-	-	204%



