

Summary of Key Listing and Sales Metrics

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

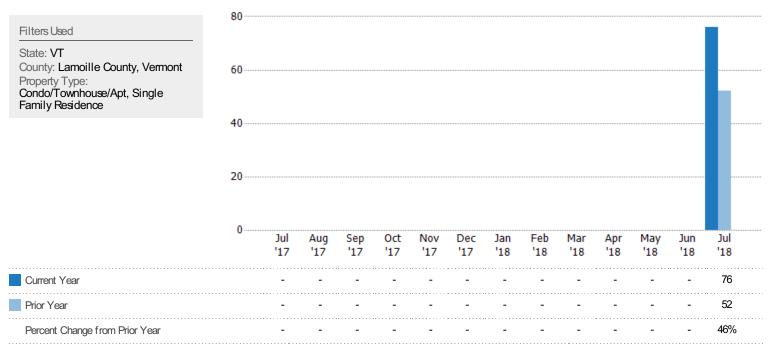
+ / -	YTD 2017	YTD 2018	+/-	Jul 2017	Jul 2018	Key Metrics
						Listing Activity Charts Metrics
+46.2%	52	76	+46.2%	52	76	New Listing Count
+64.5%	\$20,532,700	\$33,784,800	+64.5%	\$20,532,700	\$33,784,800	New Listing Volume
-24.7%	376	283	-24.7%	376	283	Active Listing Count
-19%	\$173,089,688	\$140,144,698	-19%	\$173,089,688	\$140,144,698	Active Listing Volume
+7.6%	\$460,345	\$495,211	+7.6%	\$460,345	\$495,211	Average Listing Price
+22.1%	\$269,950	\$329,500	+22.1%	\$269,950	\$329,500	Median Listing Price
-38.6%	132	81	-38.6%	132	81	Median Daysin RPR
-37.3%	12.5	7.9	-	_	_	Months of Inventory
+4.7%	7.98%	12.72%	+	_	_	Absorption Rate
						Sales Activity Charts Metrics
+26.5%	34	43	+26.5%	34	43	New Pending Sales Count
-2.3%	\$11,990,700	\$11,717,688	-2.3%	\$11,990,700	\$11,717,688	New Pending Sales Volume
-13.7%	73	63	-13.7%	73	63	Pending Sales Count
-17.6%	\$26,771,700	\$22,049,288	-17.6%	\$26,771,700	\$22,049,288	Pending Sales Volume
-30.6%	36	25	-30.6%	36	25	Closed Sales Count
-39.6%	\$13,761,549	\$8,316,300	-39.6%	\$13,761,549	\$8,316,300	Closed Sales Volume
-13%	\$382,265	\$332,652	-13%	\$382,265	\$332,652	Average Sales Price
+8.5%	\$248,888	\$270,000	+8.5%	\$248,888	\$270,000	Median Sales Price





New Listings

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



New Listing Volume

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

Filters Used	\$40.0M ······													
State: VT County: Lamoille County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	\$30.0M													
	\$20.0M													
	\$10.0M													
	0	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul
		'17	'17	'17	'17	'17	'17	'18	'18	'18	'18	'18	'18	'18
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	\$33.8M
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	\$20.5M
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	65%



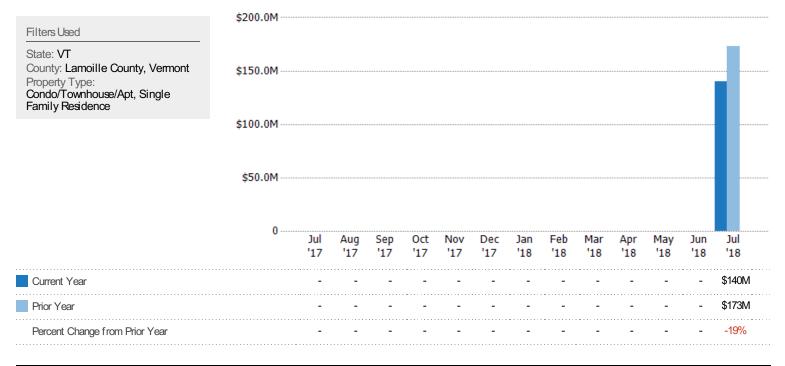
Active Listings

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

Filters Used	600													
State: VT County: Lamoille County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	450													
	300													
	150													
	0	Jul	Aug	Sep	0ct	Nov		Jan	Feb	Mar	Apr	May	Jun	Jul
		'17	'17	'17	'17	'17	'17	'18	'18	'18	'18	'18	'18	'18
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	283
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	376
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	-25%

Active Listing Volume

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





Average Listing Price

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

	\$500K												
Filters Used State: VT County: Lamoille County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	\$375K												
	\$250K												
	\$125K 0 Jul					Dec		Feb	Mar	Apr	Мау	Jun	
	'17	Aug '17	Sep '17	0ct '17	17	'17	'18	'18	18 ¹	Apr '18	18 ¹	'18	'18
<u></u>													
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$495K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$460K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	8%

Median Listing Price

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

Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	22%
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$270K
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$330K
	0 Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18
	\$100K												
Property Type: Condo/Townhouse/Apt, Single Family Residence	\$200K												
State: VT County: Lamoille County, Vermont Property Type:	\$300K												
Filters Used	\$400K ······												





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.

	\$500K												
Filters Used													
State: VT County: Lamoille County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	\$375K												
	\$250K												
	\$125K												
	0												
	Jul	Aug '17	Sep '17	0ct '17	Nov '17	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul
	'17	17	17	17	17	'17	'18	'18	'18	'18	'18	'18	'18
Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$495K
Avg Listing Price	-	-	-	-	-	-	-	-	-	-	-	-	\$495K
Avg Listing Price as a % of Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	100%

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.

	\$400K ······												
Filters Used													
State: VT County: Lamoille County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	\$300K												
Family Residence	\$200K												
	\$100K												
	0												
	Jul	Aug	Sep	0ct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul
	'17	'17	'17	'17	'17	'17	'18	'18	'18	'18	'18	'18	'18
Median Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$344K
Median Listing Price	-	-	-	-	-	-	-	-	-	-	-	-	\$330K
Med Listing Price as a % of Med Est Value	-	-	-	-	-	-	-	-	-	-	-	-	96%





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.

	200												
Filters Used													
State: VT County: Lamoille County, Vermont	150												
Property Type: Condo/Townhouse/Apt, Single Family Residence													
Family Residence	100												
	50												
	50												
	0												
	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul
	'17	'17	'17	'17	'17	'17	'18	'18	'18	'18	'18	'18	'18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	81
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	132
Percent Change from Prior Year													
i oloolik olioliyo liolii lioli lool	-	-	-	-	-	-	-	-	-	-	-	-	-39%

Months of Inventory

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 Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	7.86
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	8.74
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-10%



Absorption Rate

The percentage of inventory sold per month.

	15%												
Filters Used State: VT County: Lamoille County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	10%												
	5%												
	0												
	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	13%
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	11%
Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-1%

Active/Pending/Sold Units

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

	300												
Filters Used State: VT County: Lamoille County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	225												
	150												
	75												
	0												
	Jul '17	Aug '17			Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18
	17	17	17	17	17	17	10	10	10	10	10	10	
Active	-	-	-	-	-	-	-	-	-	-	-	-	283
Pending	-	-	-	-	-	-	-	-	-	-	-	-	63
Sold	-	-	-	-	-	-	-	-	-	-	-	-	25

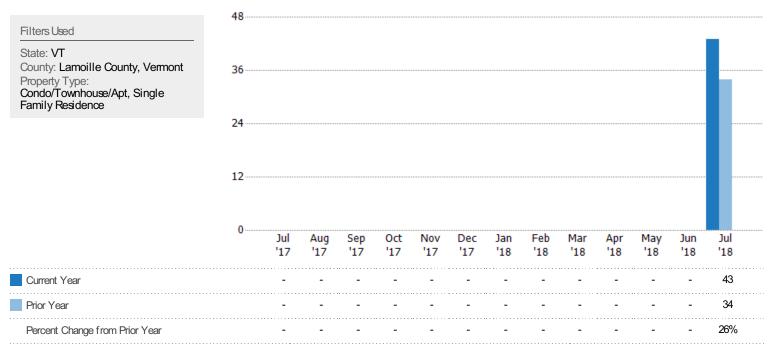






New Pending Sales

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



New Pending Sales Volume

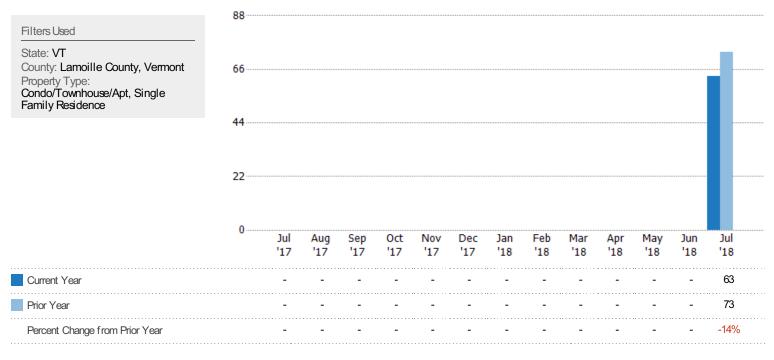
The sum of the sales price of single-family, condominium and townhome properties with accepted offers that were added each month.

Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	-2%
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	\$12M
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	\$11.7M
	\$5.0M 0	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18
Property Type: Condo/Townhouse/Apt, Single Family Residence	\$10.0M													
State: VT County: Lamoille County, Vermont	\$15.0M													
Filters Used	\$20.0M													



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

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.

Filters Used State: VT County: Lamoille County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	\$24.0M													
Family Residence	\$16.0M													
	\$8.0M													
	0	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr	May	Jun	Jul
		17	17	17	17	17	17	18	18	18	'18	'18	'18	'18
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	\$22M
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	\$26.8M
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	-18%

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Closed Sales

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

40														
30														
20														
10														
0	•					Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	
	'17	'17	'17	'17	'17	'17	'18	'18	'18	'18	'18	'18	'18	
	-	-	-	-	-	-	-	-	-	-	-	-	25	
	-	-	-	-	-	-	-	-	-	-	-	-	36	
	-	-	-	-	-	-	-	-	-	-	-	-	-31%	
	20	20	20	20	20	20	20	20	20 10 0 Jul Aug Sep Oct Nov Dec Jan Feb	20 10 0 Jul Aug Sep Oct Nov Dec Jan Feb Mar	20 10 0 Jul Aug Sep Oct Nov Dec Jan Feb Mar Apr	20 10 0 Jul Aug Sep Oct Nov Dec Jan Feb Mar Apr May	20 10 0. Jul Aug Sep Oct Nov Dec Jan Feb Mar Apr May Jun	$\begin{array}{cccccccccccccccccccccccccccccccccccc$

Closed Sales Volume

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

Filters Used	\$20.0M ······													
State: VT County: Lamoille County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	\$15.0M													
Tanity readone	\$10.0M													
	\$5.0M													
	0	Jul '17	Aug '17	Sep '17	0ct '17	Nov	Dec '17	Jan	Feb	Mar	Apr	May	Jun	Jul
			.17	.17	.17	'17	.17	'18	'18	'18	'18	'18	'18	'18
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	\$8.32M
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	\$13.8M
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	-40%



Closed Sales by Property Type

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

	100%														
Filters Used	90%														
State: VT County: Lamoille County, Vermont	80%														
Property Type: Condo/Townhouse/Apt, Single	70%														
Condo/Townhouse/Apt, Single Family Residence	60%														
	50%														
	40%														
	30%														
	20%														
	10%														
	0	Jul	Aug	Sep	0ct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	
		'17	'17	'17	'17	'17	'17	'18	'18	'18	'18	'18	'18	'18	
Condo/Townhouse		-	-	-	-	-	-	-	-	-	-	-	-	24%	
Single Family Residence		-	-	-	-	-	-	-	-	-	-	-	-	76%	

Average Sales Price

Percent Change from Prior Year

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

	\$400K ······												
Filters Used													
State: VT													
County: Lamoille County, Vermont Property Type:	\$300K												
Property Type: Condo/Townhouse/Apt, Single Family Residence													
	\$200K												
	\$100K												
	0 Jul	Aug	Con	0.4	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul
	'17	Aug '17	Sep '17	0ct '17	'17	'17	'18	'18	18	Apr '18	May '18	'18	'18
Current Year									<u>-</u>			<u>-</u>	\$333K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$382K

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-13%

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Median Sales Price

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

	\$300K												
Filters Used State: VT County: Lamoille County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	\$225K												
Family Residence													
	\$150K												
	\$75K												
	0												
	Jul	Aug	Sep	Oct	Nov	Dec		Feb	Mar	Apr	May	Jun	Jul
	'17	'17	'17	'17	'17	'17	'18	'18	'18	'18	'18	'18	'18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$270K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$249K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	8%

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	\$400K												
State: VT County: Lamoille County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	\$300K												
	\$200K												
	\$100K												
	0 Jul	Aug	Sep	0ct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul
	'17	'17	'17	'17	'17	'17	'18	'18	'18	'18	'18	'18	'18
•••••••••••••••••••••••••••••••••••••••	• • • • • • • • • • • • • • • • • • • •												നവ പവഗ
Avg List Price	-	-	-	-	-			_	-	-			\$342K
Avg List Price Avg Sales Price	-		-	-	-	-	-	-		-	-	-	\$342K \$333K
				-	-	 		-			-		





Median Sales Price vs Median Listing Price

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

	\$300K ······												
Filters Used													
State: VT County: Lamoille County, Vermont Property Type: Condo/Townhouse/Apt, Single	\$225K												
Family Residence													
	\$150K												
	\$75K												
	0 Jul	Aug	Sep	0ct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul
	'17	'17	'17	'17	'17	'17	'18	'18	'18	'18	'18	'18	'18
Median List Price	-	-	-	-	-	-		-	-	-			\$280K
Madian Salas Drias													\$270K
Median Sales Price	-	-		-	-	-	-	-	-	-		-	φ270r
Med Sales Price as a % of Med List Price	-	-	-	-	-	-	-	-	-	-	-	-	96%

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.

Avg Est Value Avg Sales Price	-	-	-	-	-	-	-	-		- -	- -	-	\$268K \$342K
Avg Est Value	_	-	-	-	-	-	-	-	-	-	-	-	\$268K
	0 Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18
	\$200K												
Property Type: Condo/Townhouse/Apt, Single Family Residence													
State: VT County: Lamoille County, Vermont	\$300K												
Filters Used													





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.

	\$300K ······												
Filters Used													
State: VT County: Lamoille County, Vermont Property Type: Condo/Townhouse/Apt, Single	\$225K												
Family Residence	\$150K												
	φ150N												
	\$75K												
	0												
	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18
					1/	17	10	10	10	10	10	10	10
Median Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$271K
Median Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$280K
Med Sales Price as a % of Med Est Value	-	-	-	-	-	-	-	-	-	-	-	-	103%

