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	Jun 2018	Jun 2017	+ / -	YTD 2018	YTD 2017	+ / -
Listing Activity Charts Metrics						
New Listing Count	75	77	-2.6%	75	77	-2.6%
New Listing Volume	\$29,398,488	\$36,068,100	-18.5%	\$29,398,488	\$36,068,100	-18.5%
Active Listing Count	255	384	-33.6%	255	384	-33.6%
Active Listing Volume	\$116,279,543	\$186,056,888	-37.5%	\$116,279,543	\$186,056,888	-37.5%
Average Listing Price	\$455,998	\$484,523	-5.9%	\$455,998	\$484,523	-5.9%
Median Listing Price	\$300,000	\$259,950	+15.4%	\$300,000	\$259,950	+15.4%
Median Daysin RPR	119	145	-17.9%	119	145	-17.9%
Months of Inventory	_	_	-	5.9	10.7	-44.4%
Absorption Rate	_	_	+_	16.86%	9.38%	+7.5%
Sales Activity Charts Metrics						
New Pending Sales Count	43	53	-18.9%	43	53	-18.9%
New Pending Sales Volume	\$16,178,500	\$18,370,700	-11.9%	\$16,178,500	\$18,370,700	-11.9%
Pending Sales Count	66	78	-15.4%	66	78	-15.4%
Pending Sales Volume	\$25,697,150	\$30,006,400	-14.4%	\$25,697,150	\$30,006,400	-14.4%
Cloæd Sales Count	28	43	-34.9%	28	43	-34.9%
Closed Sales Volume	\$9,620,850	\$13,817,700	-30.4%	\$9,620,850	\$13,817,700	-30.4%
Average Sales Price	\$343,602	\$321,342	+6.9%	\$343,602	\$321,342	+6.9%
Median Sales Price	\$259,500	\$215,000	+20.7%	\$259,500	\$215,000	+20.7%

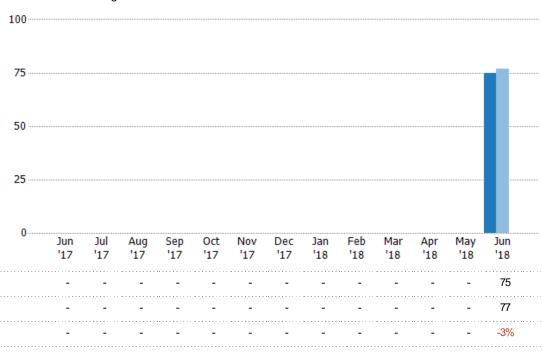




New Listings

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





New Listing Volume

Percent Change from Prior Year

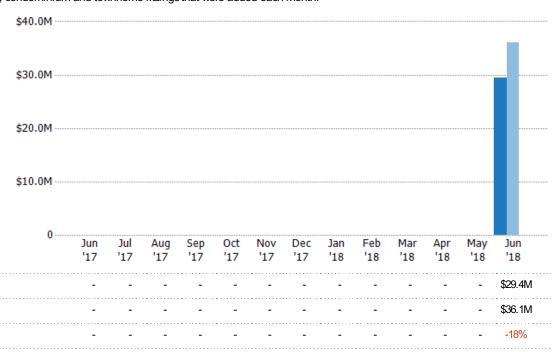
Current Year

Prior Year

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

Filters Used

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



Current Year

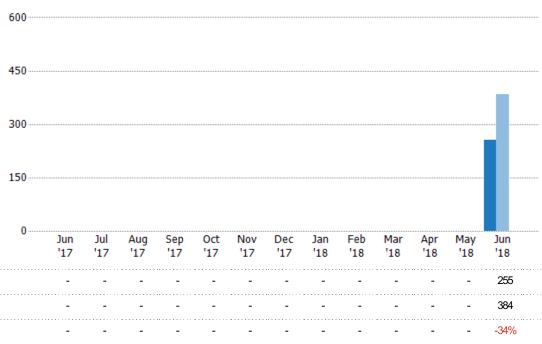
Percent Change from Prior Year



Active Listings

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





Active Listing Volume

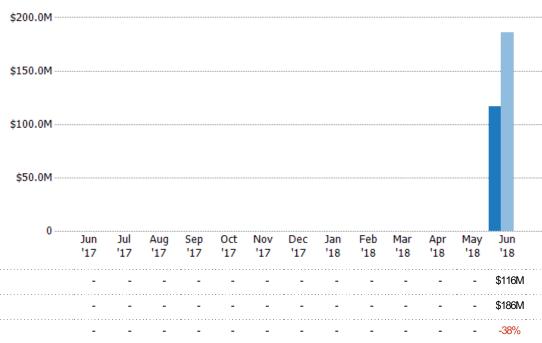
Percent Change from Prior Year

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.

\$500K

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

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

Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18
 -	-	-	-	-	-	-	-	-	-	-	-	\$456K
 -	-	-	-	-	-	-	-	-	-	-	-	\$485K
 -	-	-	-	-	-	-	-	-	-	-	-	-6%

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.

\$100K

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

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

	0												
	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$300K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$260K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	15%







Avg Est Value

Avg Listing Price

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

\$500K												
\$375K												
\$250K												
\$125K												
0 Jun		Aug '17								Apr	May	Jun
'17	'17	'17	'17	'17	'17	'17	'18	'18	'18	'18	'18	'18
- -	- - -	- - -	- -	- - -	- -	- -	- - -	- - -	- 	- -	- 	\$456K
-	-	- -	-	-	-	-	- -	-	-	-	- -	99%

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.

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

Avg Listing Price as a % of Avg Est Value

00K	 										
00K	 										
.00K	 										
.00K											
0	 										
0											
0	 	Sep '17		Nov '17		Jan '18		Mar '18	Apr '18		Jun '18
0	 	Sep '17	0ct '17	Nov '17	Dec '17 -	Jan '18	Feb '18 -	Mar '18 -	Apr '18	May '18	Jun '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.

Filters Used	200												
State: VT County: Lamoille County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	150												
	100												
	50												
	0 Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	119
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	145
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-18%

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	30												
State: VT County: Lamoille County, Vermont	23												
Property Type: Condo/Townhouse/Apt, Single Family Residence													
	13												
	8												
	0 Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18
Current Year						<u>-</u>		- -	-		-	-	8.5
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	12







Absorption Rate

The percentage of inventory sold per month.

Filters Used State: VT

County: Lamoille County, Vermont

Current Year Prior Year

Change from Prior Year

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

15%	

10%

0												
Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18
-	-	_	-	-	-	-	_	-		-	-	12%
-	-	-	-	-	-	-	-	-		-	-	8%
-	_	_	_	-		-	_	-	_	-	-	-3%

Active/Pending/Sold Units

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

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



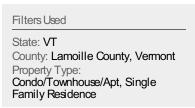
Current Year

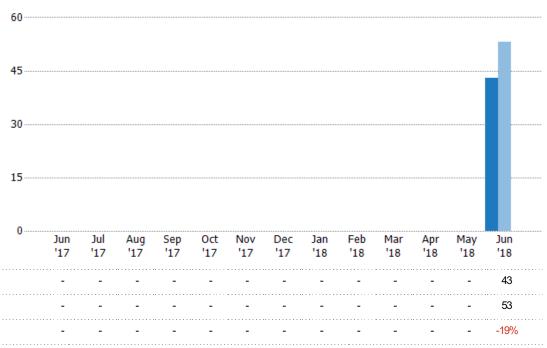
Prior Year

Market Data Report

New Pending Sales

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



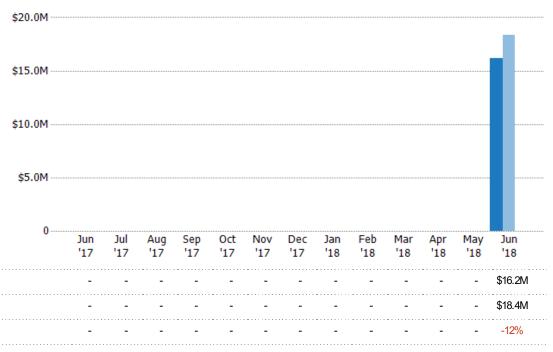


New Pending Sales Volume

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.

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



Current Year

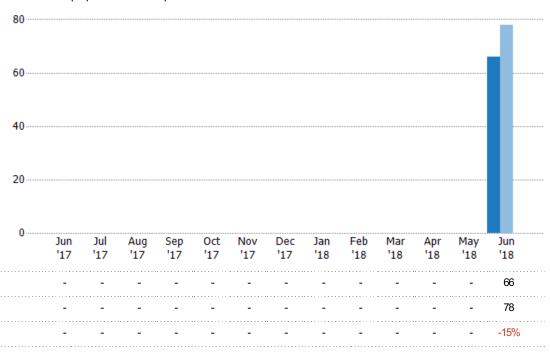
Percent Change from Prior Year



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

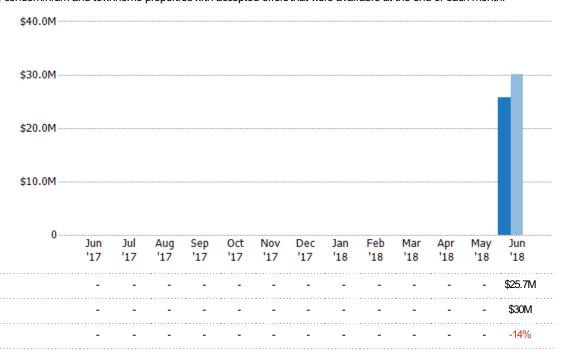
Percent Change from Prior Year

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

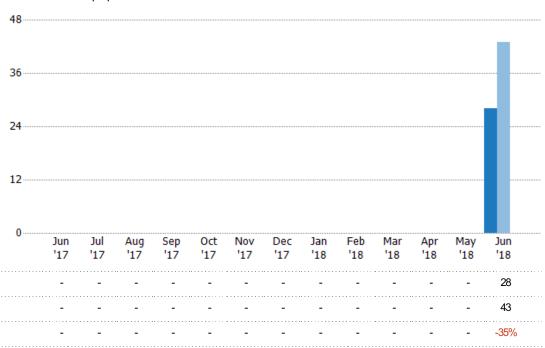


Closed Sales

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

Filters Used

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



Closed Sales Volume

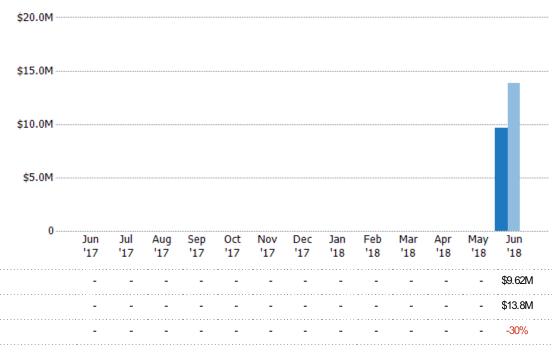
Percent Change from Prior Year

Current Year

Prior Year

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

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

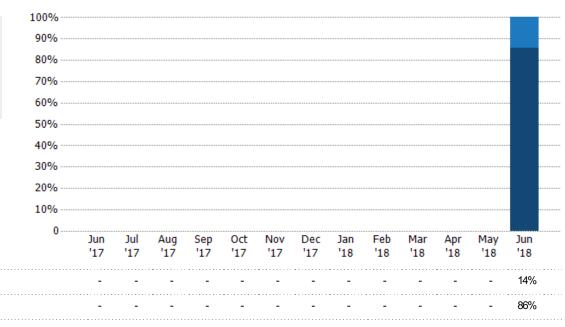
State: VT

County: Lamoille County, Vermont

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

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

0												
Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17		Feb '18	Mar '18	Apr '18	May '18	Jun '18
 -	-	-	-	-	-	-		-		-	-	\$344K
 -	-	-	-	-	-	-	-	-	-	-	-	\$321K
 -	-	-	-	-	-	-	-	-	-	-	-	7%



Current Year Prior Year

Percent Change from Prior Year





Current Year
Prior Year

Market Data Report

Median Sales Price

The median 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

\$300K												
\$225K												
\$150K												
\$75K												
0												
Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18
_	-	-	=	-	-	-	-	-	-	-	-	\$260K
_	-	-	-	-	-	-	-	-	-	-	-	\$215K
-	-	-	-	-	-	-	-	-	-	-	-	21%

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

Avg Sales Price as a % of Avg List Price

Percent Change from Prior Year

100K	
00K	
0K	
0	
Jun Jul Aug Sep Oct Nov Dec Jan Feb Mar Apr '17 '17 '17 '17 '17 '17 '18 '18 '18 '18	r May] 3 '18 '
1/ 1/ 1/ 1/ 1/ 1/ 1/ 1/ 10 10 10	



Avg List Price

Avg Sales Price





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

225K	 		 							
150K	 		 							
\$75K	 		 							
0										
									May	
0 Jun				Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May	 Jun
0 Jun		Sep '17		Dec '17		Feb '18	Mar '18	Apr '18	May	 Jun

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

\$400K												
\$300K												
\$200K												
\$100K												
0 Jun '17			Sep '17									
		- -						-	-		-	
-	-	-	-	-	-	-	-	-	-	-	-	\$359K
												*



Avg Est Value

Avg Sales Price



140%



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	 	 	 	 			
150K	 	 	 	 			
\$75K	 	 	 	 			
0 Jun	 	 	 	 			
0		 	 	 			
0 Jun	 	 	 	 Feb '18	Mar '18	Apr '18	 Jun '18



