

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	Mar 2018	Mar 2017	+ / -	YTD 2018	YTD 2017	+ / -
Listing Activity Charts Metrics						
New Listing Count	42	46	-8.7%	42	46	-8.7%
New Listing Volume	\$12,322,905	\$12,002,600	+2.7%	\$12,322,905	\$12,002,600	+2.7%
Active Listing Count	239	370	-35.4%	239	370	-35.4%
Active Listing Volume	\$117,674,604	\$159,225,988	-26.1%	\$117,674,604	\$159,225,988	-26.1%
Average Listing Price	\$492,362	\$430,341	+14.4%	\$492,362	\$430,341	+14.4%
Median Listing Price	\$325,000	\$249,500	+30.3%	\$325,000	\$249,500	+30.3%
Median Daysin RPR	191	239	-20.1%	191	239	-20.1%
Months of Inventory	_	_	-	8.2	12.8	-35.4%
Absorption Rate	_	_	+-	12.13%	7.84%	+4.3%
Sales Activity Charts Metrics						
New Pending Sales Count	40	41	-2.4%	40	41	-2.4%
New Pending Sales Volume	\$11,102,900	\$15,340,180	-27.6%	\$11,102,900	\$15,340,180	-27.6%
Pending Sales Count	64	70	-8.6%	64	70	-8.6%
Pending Sales Volume	\$21,383,400	\$28,011,156	-23.7%	\$21,383,400	\$28,011,156	-23.7%
Closed Sales Count	30	29	+3.4%	30	29	+3.4%
Closed Sales Volume	\$10,392,650	\$7,619,061	+36.4%	\$10,392,650	\$7,619,061	+36.4%
Average Sales Price	\$346,422	\$262,726	+31.9%	\$346,422	\$262,726	+31.9%
Median Sales Price	\$275,000	\$233,000	+18%	\$275,000	\$233,000	+18%



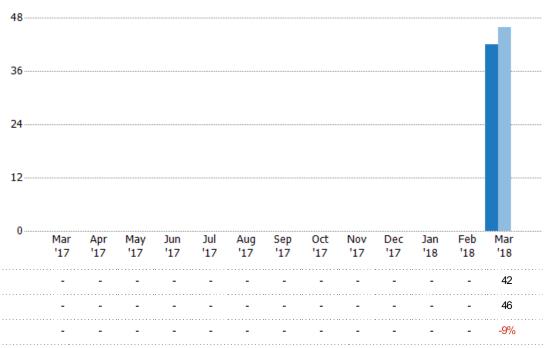




New Listings

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

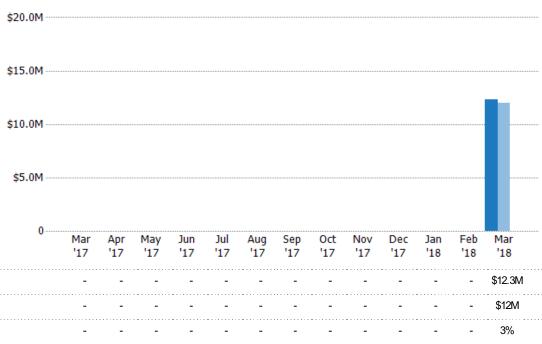
Percent Change from Prior Year

Current Year

Prior Year

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

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





Current Year

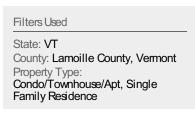
Percent Change from Prior Year

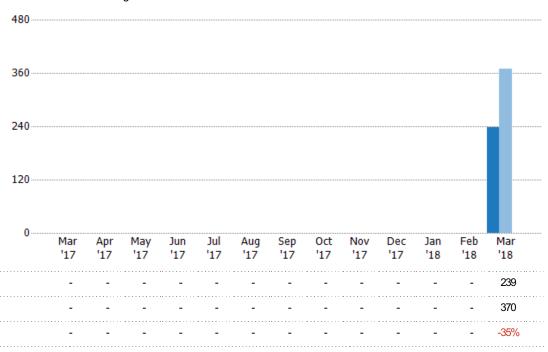




Active Listings

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





Active Listing Volume

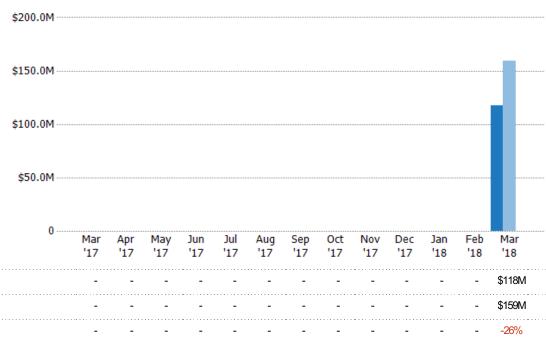
Percent Change from Prior Year

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.

Filters Used													
State: VT County: Lamoille County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	\$375K												
,	\$250K												**********
	¢125V												
	\$125K												
	\$125K												
	\$125K 0 Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18
Current Year	0 Mar	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17			'18 -	'18 -	Mar '18
Current Year Prior Year	0 Mar	Apr '17	May '17 -	Jun '17 -	Jul '17 -	Aug '17 -	Sep '17 -	Oct '17 -			'18 -	'18	'18

Median Listing Price

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

Filters Used	\$400K												
State: VT County: Lamoille County, Vermont Property Type: Condo/Townhouse/Apt, Single	\$300K												
Family Residence	\$200K												,
	\$100K												
		_											
	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18



Current Year

Percent Change from Prior Year

Prior Year



\$325K \$250K



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	\$450K												
	\$300K												
	\$150K												
	\$150K												
	\$150K												
	\$150K 0 Mar '17	Apr '17	May '17			Aug '17		Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18
Avg Est Value	0 Mar	Apr	May	Jun	Jul	Aug	Sep	0ct					
Avg Est Value Avg Listing Price	0 Mar	Apr '17	May '17	Jun	Jul	Aug	Sep '17	0ct				'18 -	'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 Used
State: VT County: Lamoille County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence

\$400K												
\$300K												
\$200K												
\$100K												
		May '17									Feb '18	Mar '18
- -	- -				- -		- -				-	\$350K
-	-	-	-	-	-	-	-	- -	-	-	-	\$325K



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	300												
State: VT County: Lamoille County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	225												
,	150												
	75												
	0 Mar		May						Nov	Dec	Jan	Feb	Mar
	•		May '17		Jul '17		Sep '17	0ct '17					Mar '18
Current Year	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	
Current Year Prior Year	Mar '17 -	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	'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 Property Type: Condo/Townhouse/Apt, Single Family Residence	23												
	15												
	8												
	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	Ma '1
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	17
Prior Year	_	-	-	-	-	-	-	-	-	-	-	-	24







Absorption Rate

Family Residence

The percentage of inventory sold per month.

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



	0												
	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	6%
Prior Year	-	_	-	-	-	-	-	-	-	-	-	-	4%
Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-2%

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

150										
75.										
,,,										
0										
0 Ma	ar Apr		Aug	Sep	0ct	Nov			Feb	Mar
	ar Apr		Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18
Ma	ar Apr		Aug '17	Sep '17	0ct '17 -	Nov '17	Dec '17		Feb '18	Mar '18
Ma	ar Apr		Aug '17 -	Sep '17 -	0ct '17 -	Nov '17 -	Dec '17	Jan '18	Feb '18	Mar '18



Active Pending

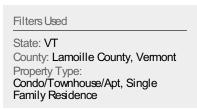
Sold

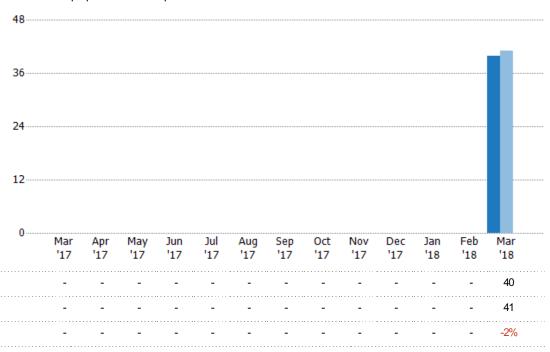




New Pending Sales

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





New Pending Sales Volume

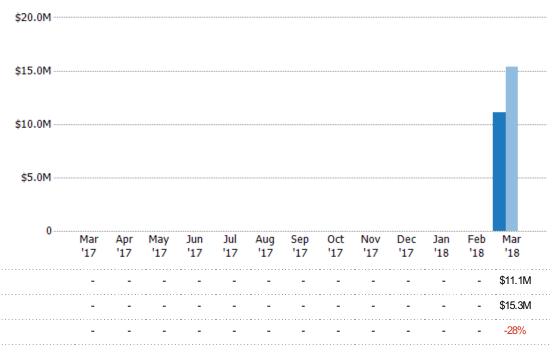
Percent Change from Prior Year

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

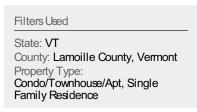
Percent Change from Prior Year

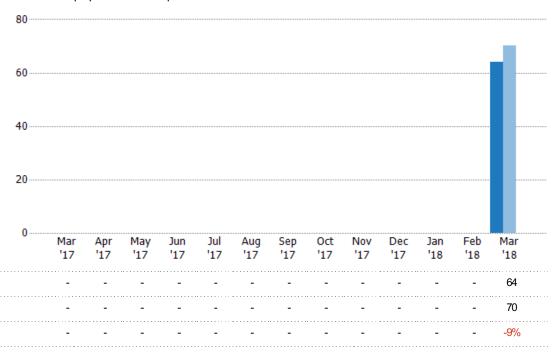




Pending Sales

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





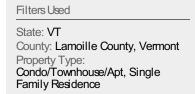
Pending Sales Volume

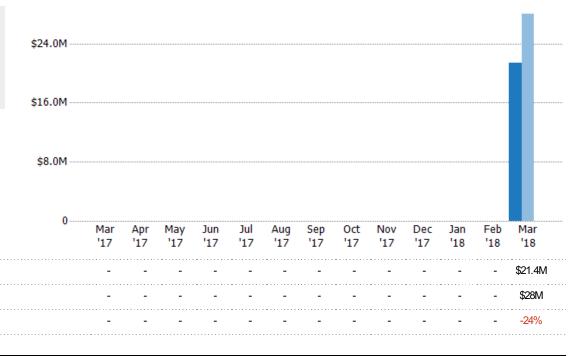
Percent Change from Prior Year

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

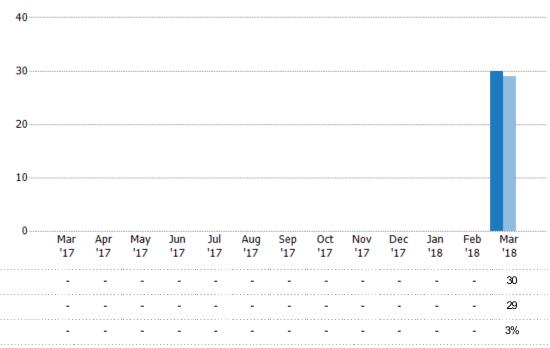




Closed Sales

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





Closed Sales Volume

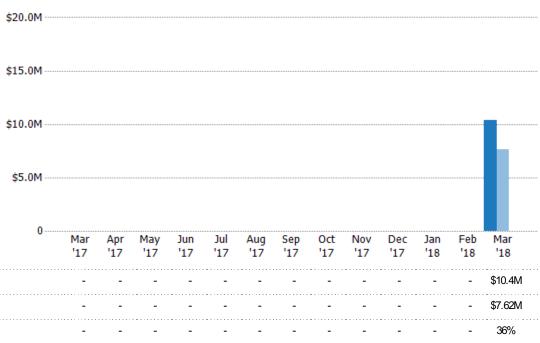
Percent Change from Prior Year

Current Year

Prior Year

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

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





Current Year

Percent Change from Prior Year





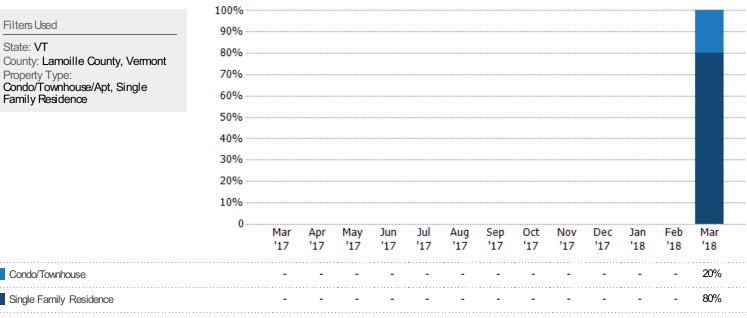
Closed Sales by Property Type

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

Filters Used

State: VT

Family Residence



Average Sales Price

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

200K
200K

	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$346K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$263K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	32%





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												
	4												
	0												**********
	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	Mar '18
Current Year						Aug '17 -	Sep '17			'17		'18	
Current Year Prior Year						Aug '17 -	Sep '17 -			'17	'18	'18	'18

Average Sales Price vs Average Listing Price

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

\$100K

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

\$400K

\$300K

0 Mar Apr May Jun Jul Aug Sep 0ct Νον Dec Jan Feb Mar '17 '17 '17 '17 '17 '18 Avg List Price \$369K Avg Sales Price \$346K Avg Sales Price as a % of Avg List Price 94%







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

\$300K												
\$225K												
\$150K												
\$75K												
0 Mar '17		May '17			Aug '17						Feb '18	Mar '18
-	-	-	-	-	-	-	-	-	-	-	-	\$283K
-	-	-	-	-	-	-	-	-	-	-	-	\$275K

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

0K												
5K												
JK												
0												
0				- 1	A	Con	Oct	Nov	Dec	lan	Feb	Mai
Mar '17	Apr '17	May '17	Jun '17	Jul '17	'17	'17	'17	'17	'17	'18	'18	'18
Mar	Apr '17	May '17	Jun '17 -	Jul '17	'17	'17 -	'17 -	'17 -	'17 -	'18	'18	'18
Mar	Apr '17	May '17	Jun '17 -	Jul '17 -	'17	- -	'17 - -	'17	'17	'18	'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

\$225K	 	 		 	 	 	
\$150K		 		 		 	
¢75V							
\$730							
0	 				 		M
0					 	Feb	M '1
0	 		Aug '17 -		 	Feb	



