

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	Nov 2018	Nov 2017	+ / -	YTD 2018	YTD 2017	+ / -
Listing Activity Charts Metrics						
New Listing Count	18	28	-35.7%	18	28	-35.7%
New Listing Volume	\$5,199,100	\$10,374,300	-49.9%	\$5,199,100	\$10,374,300	-49.9%
Active Listing Count	275	_	-	NA	N/A	
Active Listing Volume	\$142,013,850	_	-	NA	N/A	
Average Listing Price	\$516,414	_	-	\$516,414	_	_
Median Listing Price	\$295,000	_	-	\$295,000	_	_
Median Daysin RPR	155	_	-	155	_	_
Months of Inventory	_	_	-	_	12.5	_
Absorption Rate	_	_	-	_	8%	_
Sales Activity Charts Metrics						
New Pending Sales Count	26	29	-10.3%	26	29	-10.3%
New Pending Sales Volume	\$10,661,400	\$8,684,700	+22.8%	\$10,661,400	\$8,684,700	+22.8%
Pending Sales Count	36	_	-	N/A	N/A	
Pending Sales Volume	\$10,576,400	_	-	N/A	N/A	
Closed Sales Count	38	38	+_	38	38	+-
Cloæd Sales Volume	\$15,191,867	\$12,404,470	+22.5%	\$15,191,867	\$12,404,470	+22.5%
Average Sales Price	\$399,786	\$326,433	+22.5%	\$399,786	\$326,433	+22.5%
Median Sales Price	\$263,350	\$234,750	+12.2%	\$263,350	\$234,750	+12.2%



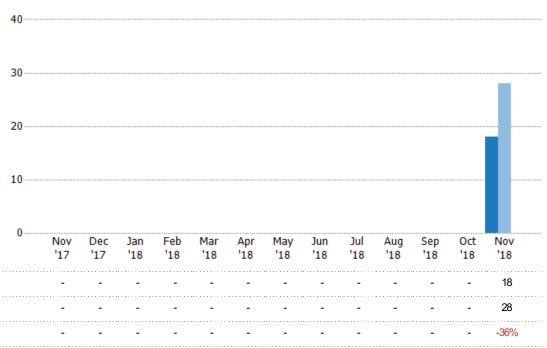




New Listings

The number of new residential listings that were added each month.

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



New Listing Volume

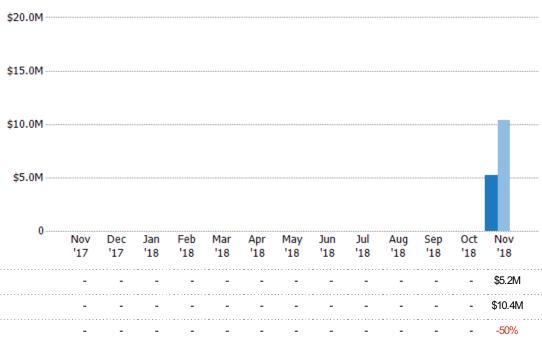
Percent Change from Prior Year

Current Year

Prior Year

The sum of the listing price of residential listings that were added each month.

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





Current Year

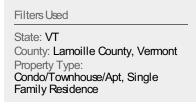
Percent Change from Prior Year

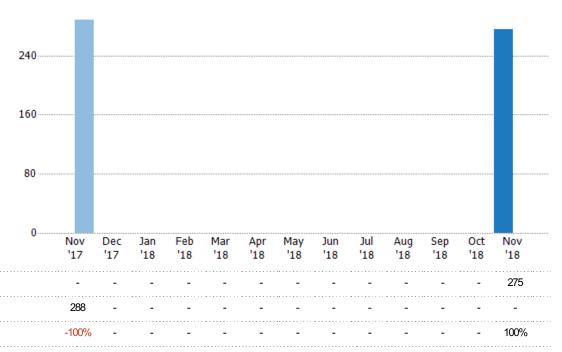




Active Listings

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





Active Listing Volume

Percent Change from Prior Year

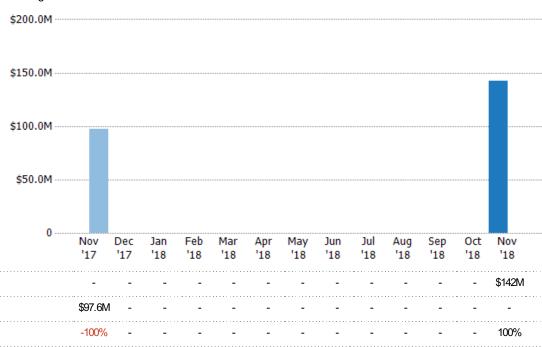
Current Year

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





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

\$300K	 	 	 	 	 	 •••••
±150V		 	 	 	 	

	'17	'17	'18	'18	'18	'18	'18	'18	'18	'18	'18	'18	'18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$516K
Prior Year	\$339K	-	-	-	-	-	-	-	-	-	-	-	-
Percent Change from Prior Year	-100%	-83%	-67%	-50%	-33%	-17%	0	17%	33%	50%	67%	83%	100%

Median Listing Price

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

Filters	Jsed
Propert Condo/	Lamoille County, Vermont

\$3001	(
\$225	(**********
\$150	(**********
\$75	ζ												
	_							_					
	Nov '17		Jan '18			Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18
	-		-	-	-	-	-	-		-	-	-	\$295K
;	\$250K	-	-	-	-	-	-	-	-	-	-	-	-
	-100%	-83%	-67%	-50%	-33%	-17%	0	17%	33%	50%	67%	83%	100%



Current Year
Prior Year

Percent Change from Prior Year





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												
	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	155
Prior Year	137	-	-	-	-	-	-	-	-	-	-	-	-
Percent Change from Prior Year	-100%	-83%	-67%	-50%	-33%	-17%	0	17%	33%	50%	67%	83%	100%

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 Nov	Dec	Jan	Feb	Mar	Apr	May		Jul	Aug	Sep	0ct	Nov
	'17	'17	'18	'18	'18	'18	'18	'18	'18	'18	'18	'18	'18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	5.85
Prior Year	15.2	-	-	-	-	-	-	-	-	-	-	-	-
Percent Change from Prior Year		-83%											





Current Year
Prior Year

Change from Prior Year

Market Data Report

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

	20%												
_	15%												
	10%												
	1070												
	5%												
	_									Aug '18			
			10			10				10			10
	-	-	-	-	- 	-	-	-	-	-	-	-	17%
	7%	-	-	-	-	-	-	-	-	-	-	-	-
	7%	5%	3%	1%	-1%	-3%	-5%	-7%	-9%	-11%	-13%	-15%	-17%

Active/Pending/Sold Units

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

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

40												
30												
20												
10												
•						May						
'17						May '18						
-	-	-	-	-	-	-	-	-	-	-	-	38



Sold





Current Year

Prior Year

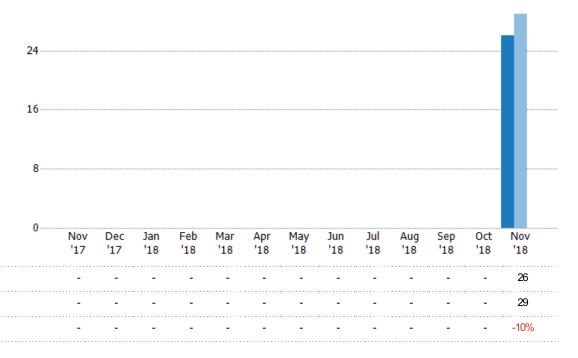
Market Data Report

New Pending Sales

The number of residential 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



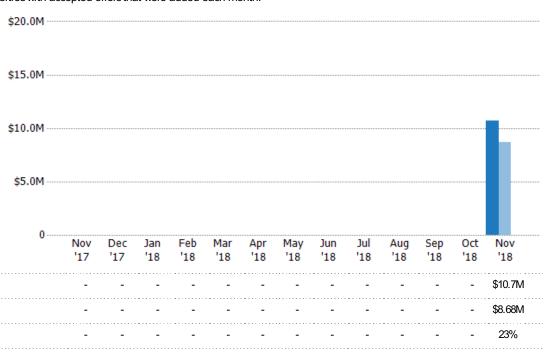
New Pending Sales Volume

Percent Change from Prior Year

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

Filters Used

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





Current Year

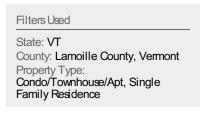
Percent Change from Prior Year

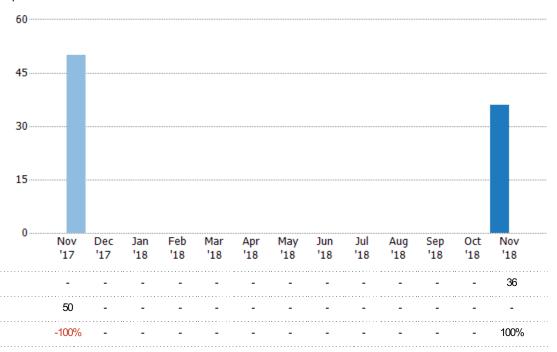




Pending Sales

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





Pending Sales Volume

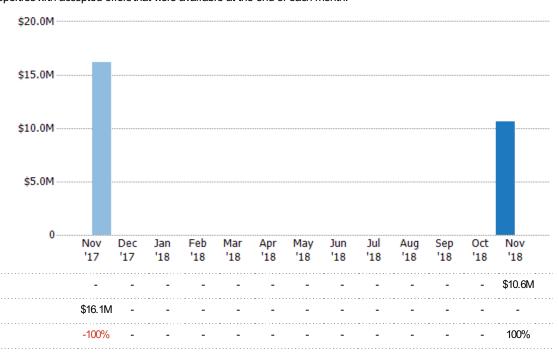
Percent Change from Prior Year

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

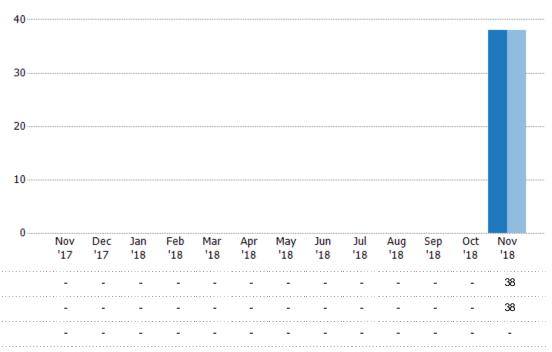
Percent Change from Prior Year



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

Current Year

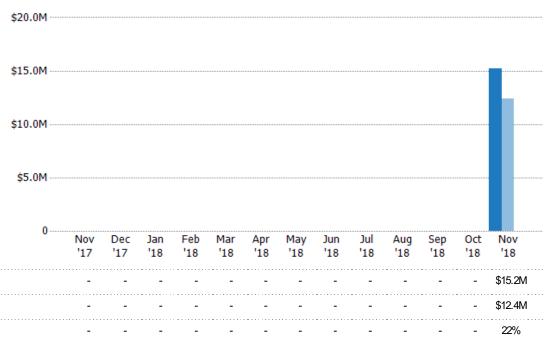
PriorExtra Year

Prior Year

The sum of the sales price of residential properties sold 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





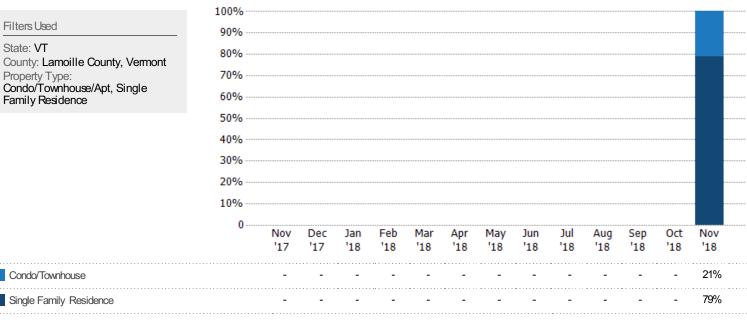
Closed Sales by Property Type

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

Filters Used

State: VT

Family Residence



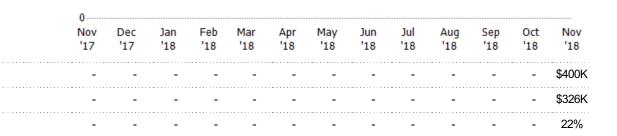
Average Sales Price

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





Current Year
Prior Year

Market Data Report

Median Sales Price

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

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

\$300K	
\$225K	
\$150K	

Nov	Dec	Jan	Feb	Mar	Δnr	May	Jun	Jul	Aug	Sen	0ct	Nov
'17	'17	'18		'18	'18	'18		'18	'18	'18	'18	'18
-	-	-	-	-	-	-	-	-	-	-	-	\$263
-	-	-	-	-	-	-	-	-	-	-	-	\$235

Average Sales Price vs Average Listing Price

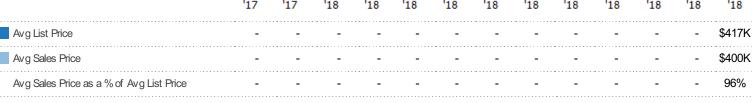
The average sales price as a percentage of the average listing price for properties sold each month.

\$75K

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

Percent Change from Prior Year

\$500K												
\$375K												
\$250K												
\$125K												
									Aug			
'17	'17	'18	'18	'18	'18	'18	'18	'18	Aug '18	'18	'18	Nov '18
												\$417K







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

0 Nov Dec Jan Feb Mar Apr May Jun '17 '17 '18 '18 '18 '18 '18 '18						
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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

\$500K												
\$375K												
\$250K												
\$125K												
0												
Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18
_	-	-	-	-	-	-	-	-	-	-	-	\$369K
-	-	-	-	-	-	-	_	-	-	-	-	\$417K
-	-	-	-	-	-	-	-	-	-	-	-	113%



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

2251/										
225K										
150K	 	 								
¢75K										
φ/ JIC		 								
0	 								Oct	
0	 								Oct	
0	 		Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18
0	 		Apr '18		Jun '18	Jul '18	Aug '18	Sep '18	0ct	Nov '18



