# 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	+ / -	Oct 2017	Oct 2018	Key Metrics
						Listing Activity Charts Metrics
-13.3%	45	39	-13.3%	45	39	New Listing Count
+44.1%	\$19,880,700	\$28,651,800	+44.1%	\$19,880,700	\$28,651,800	New Listing Volume
	NA	N/A	-5.4%	295	279	Active Listing Count
	NA	N/A	-1.9%	\$147,027,250	\$144,295,589	Active Listing Volume
+3.8%	\$498,397	\$517,188	+3.8%	\$498,397	\$517,188	Average Listing Price
+13.8%	\$289,000	\$329,000	+13.8%	\$289,000	\$329,000	Median Listing Price
-10.9%	138	123	-10.9%	138	123	Median Days in RPR
-53.7%	12.8	5.9	-	_	_	Months of Inventory
+9%	7.8%	16.85%	+_	_	_	Absorption Rate
	• • • • • • • • • • • • • • • • • • • •	• • • • • • • • • • • • • • • • • • • •	1			Sales Activity Charts Metrics
+	36	36	+-	36	36	New Pending Sales Count
+55.2%	\$9,890,989	\$15,352,200	+55.2%	\$9,890,989	\$15,352,200	New Pending Sales Volume
	N/A	N/A	+39.1%	46	64	Pending Sales Count
	N/A	N/A	+84.3%	\$15,466,839	\$28,509,199	Pending Sales Volume
-46.8%	47	25	-46.8%	47	25	Closed Sales Count
-47.7%	\$16,288,370	\$8,523,000	-47.7%	\$16,288,370	\$8,523,000	Closed Sales Volume
-1.6%	\$346,561	\$340,920	-1.6%	\$346,561	\$340,920	Average Sales Price
+1.6%	\$251,000	\$255,000	+1.6%	\$251,000	\$255,000	Median Sales Price

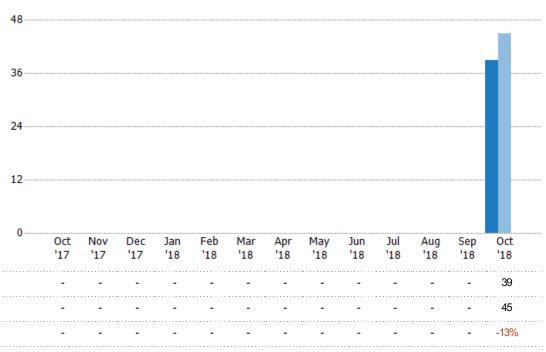




#### **New Listings**

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

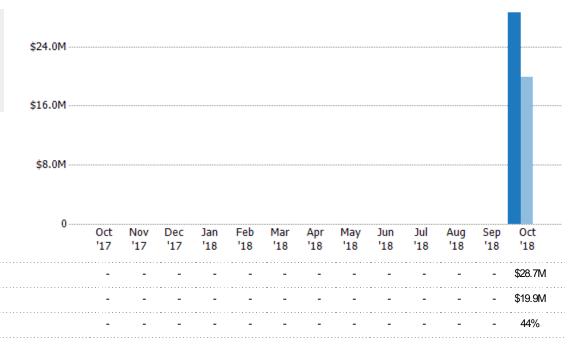
Current Year

Prior Year

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

Filters Used

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



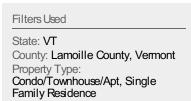
Current Year

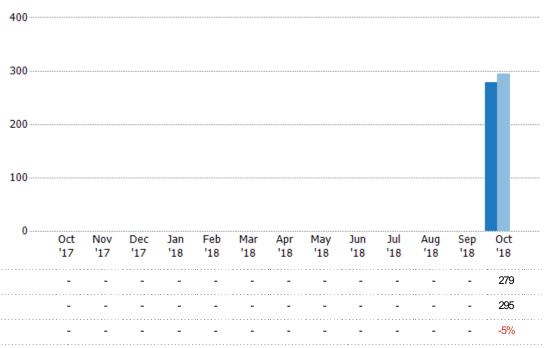
Percent Change from Prior Year



#### **Active Listings**

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





### **Active Listing Volume**

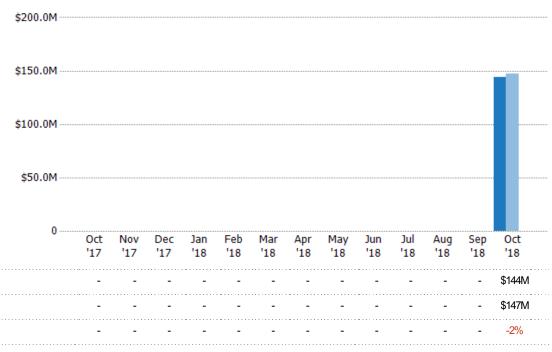
Percent Change from Prior Year

Current Year

Prior Year

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

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

\$000K
\$450K
\$300K
\$150K

0ct '17	Nov	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18
 -	-	-	-	-	-	-	-	-	-	-	-	\$517K
 -	-	-	-	-	-	-	-	-	-	-	-	\$498K
 - -	-	-	-	-	-	-	-	-	-	-	-	4%

## **Median Listing Price**

Percent Change from Prior Year

Current Year
Prior Year

The median listing price of active residential 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

	0ct '17	Nov '17	Dec '17								Aug '18		0ct
Current Year	-	-	-	-		-	-	-	-		-	-	\$329K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$289K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	14%





#### 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	\$600K												
State: VT County: Lamoille County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	\$450K												
·	\$300K												
	\$150K												
	0												
	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18
Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$449K
Avg Listing Price	-	-	-	-	-	-	-	-	-	-	-	-	\$517K
Avg Listing Price as a % of Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	115%

### 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

\$400	K												
\$300	K												
\$200	K												
\$100	K												
	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug '18	Sep	0ct
	-	-	-	-	-	-	-	-	-	-	-	-	\$318K
	-	-	-	-	-	-	-	-	-	-	-	- -	\$329K
	-	-	-	-	-	-	-	-	-	-	-	-	103%



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												
	Oct	Nov		Jan			Apr	May	Jun	Jul	Aug	Sep	Oct
	'17	'17	'17	'18	'18	'18	'18	'18	'18	'18	'18	'18	'18
Current Year	-	-	-	-	_	-	-	-	-	-	-	-	123
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	138

## Months of Inventory

Percent Change from Prior Year

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

	20												
Filters Used													
State: VT													
County: Lamoille County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	15												
•	10												
	5												
	J												
	0												
	0 Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	 0ct
	0 Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18
Current Year													'18
Current Year Prior Year													





#### **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

15%	
10%	

	0												
	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	13%
Prior Year	_	-	-	-	-	-	-	-	-	-	-	-	13%
Change from Prior Year	_	-	-	-	-	-	-	-	-	-	-	-	0%

### Active/Pending/Sold Units

The number of residential 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												
Family Residence	150												
	75												
	0										Δυα		
	0 Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18
<u></u>		Nov	Dec	Jan	Feb	Mar	Apr '18	May '18	Jun '18	Jul '18	Aug	Sep '18	'18
Active	'17 -	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18 -	Jul '18	Aug '18	Sep '18	'18 279
		Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18 -	Jul '18	Aug '18	Sep '18	'18 279
<del></del>	'17 -	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18 -	Jul '18	Aug '18	Sep '18	'18 279



Current Year

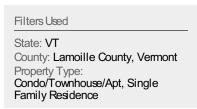
PriorExtra Year

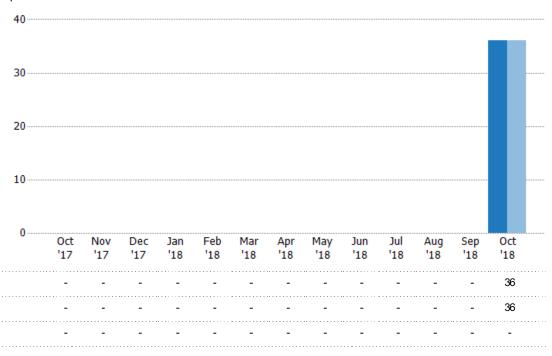
Prior Year

## Market Data Report

#### **New Pending Sales**

The number of residential properties with accepted offers that were added each month.

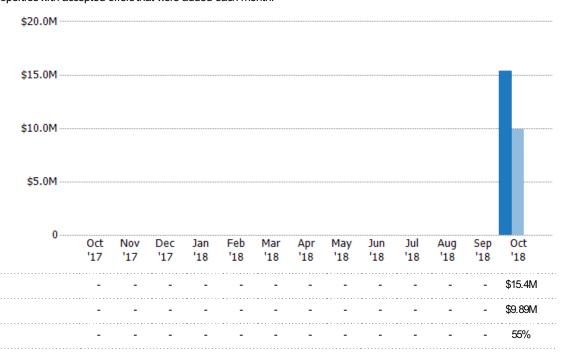




### New Pending Sales Volume

The sum of the sales price of residential 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

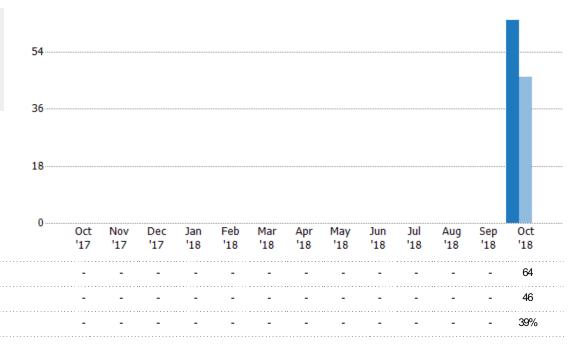
Percent Change from Prior Year



#### **Pending Sales**

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





### Pending Sales Volume

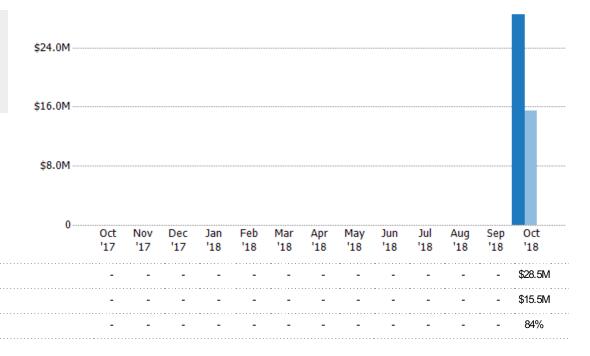
Percent Change from Prior Year

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

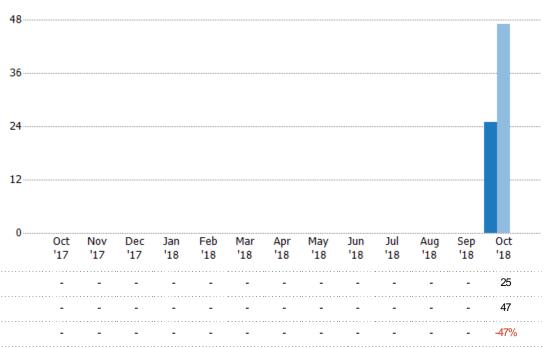
Percent Change from Prior Year



#### **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**

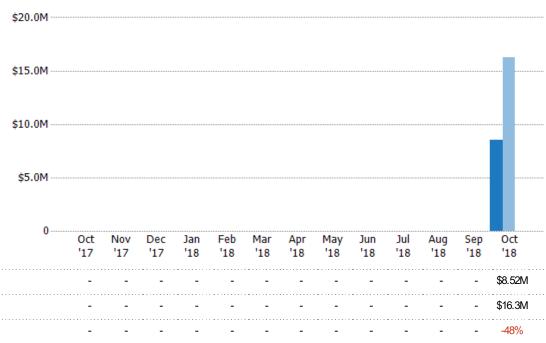
Percent Change from Prior Year

Current Year

Prior Year

The sum of the sales price of residential 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 residential properties sold each month by property type.

Filters Used

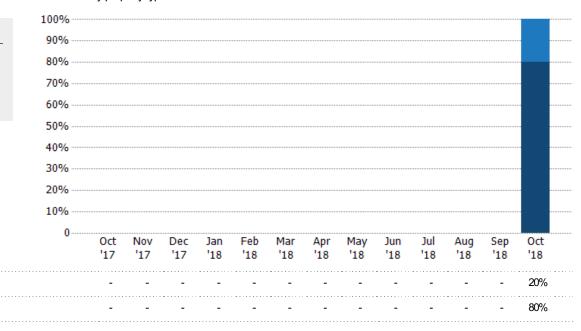
State: VT

County: Lamoille County, Vermont

Property Type: Condo/Townhouse/Apt, Single

Family Residence

Condo/Townhouse



#### **Average Sales Price**

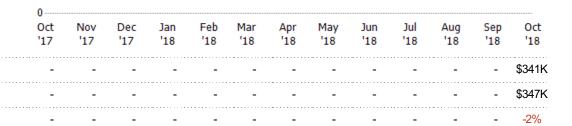
Single Family Residence

The average sales price of the 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





# 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
5225K
\$150K
\$75K
0

	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$255K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$251K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	2%

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


	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18
Avg List Price	-	-	-	_	-	-	-	-	-	-	-	-	\$353K
Avg Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$341K
Avg Sales Price as a % of Avg List Price	-	-	-	-	-	-	-	-	-	-	-	-	97%





### 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

	n												
	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18
Median List Price	-	_	-	-	-	-	-	-	-	-	_	-	\$265K
Median Sales Price	-	_	-	-	-	-	-	-	-	-	-	-	\$255K
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.

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

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

	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18
Avg Est Value	-	-	-	-	-	-	-	-	_	-	-	-	\$333K
Avg Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$353K
Avg Sales Price as a % of Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	106%





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

\$300K												
\$200K												
\$100K												
0												
0		Dec	Jan	Feb	Mar	Apr		Jun	Jul	Aug		
0	Nov	Dec	Jan	Feb	Mar	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep	 Oct
0	Nov	Dec	Jan	Feb	Mar	Apr '18	May	Jun '18	Jul '18	Aug '18	Sep	0ct '18



