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	Sep 2018	Sep 2017	+ / -	YTD 2018	YTD 2017	+ / -
Listing Activity Charts Metrics						
New Listing Count	43	44	-2.3%	43	44	-2.3%
New Listing Volume	\$17,642,090	\$17,869,400	-1.3%	\$17,642,090	\$17,869,400	-1.3%
Active Listing Count	291	305	-4.6%	NA	NA	
Active Listing Volume	\$141,928,289	\$145,156,939	-2.2%	NA	NA	
Average Listing Price	\$487,726	\$475,924	+2.5%	\$487,726	\$475,924	+2.5%
Median Listing Price	\$329,000	\$275,000	+19.6%	\$329,000	\$275,000	+19.6%
Median Daysin RPR	104	128	-18.8%	104	128	-18.8%
Months of Inventory	_	_	-	7.9	8.5	-7.2%
Absorption Rate	_	_	+-	12.71%	11.8%	+0.9%
Sales Activity Charts Metrics					• • • • • • • • • • • • • • • • • • • •	
New Pending Sales Count	38	31	+22.6%	38	31	+22.6%
New Pending Sales Volume	\$15,477,298	\$10,734,550	+44.2%	\$15,477,298	\$10,734,550	+44.2%
Pending Sales Count	54	58	-6.9%	N/A	N/A	
Pending Sales Volume	\$22,374,998	\$22,589,750	-1%	N/A	N/A	
Cloæd Sales Count	36	37	-2.7%	36	37	-2.7%
Closed Sales Volume	\$12,207,870	\$12,912,990	-5.5%	\$12,207,870	\$12,912,990	-5.5%
Average Sales Price	\$339,108	\$349,000	-2.8%	\$339,108	\$349,000	-2.8%
Median Sales Price	\$260,000	\$259,000	+0.4%	\$260,000	\$259,000	+0.4%

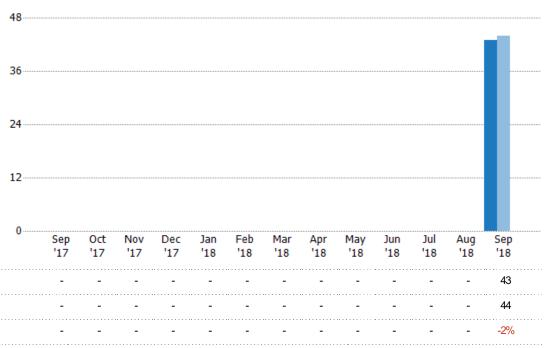




New Listings

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

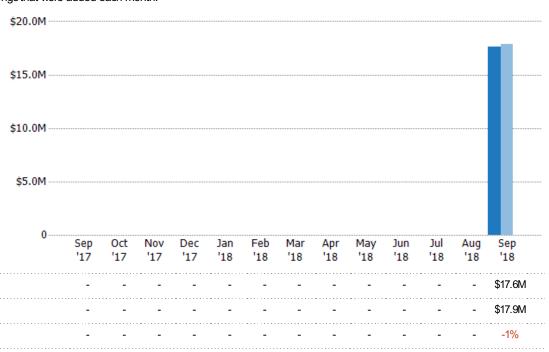
Percent Change from Prior Year

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

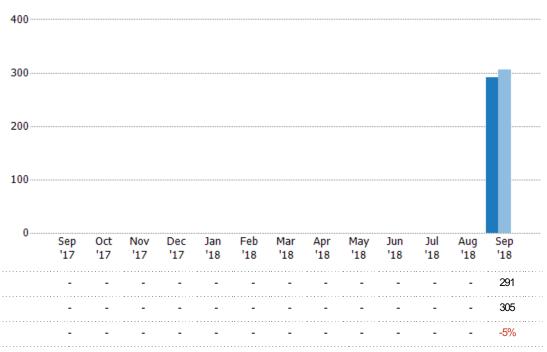
Percent Change from Prior Year



Active Listings

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

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



Active Listing Volume

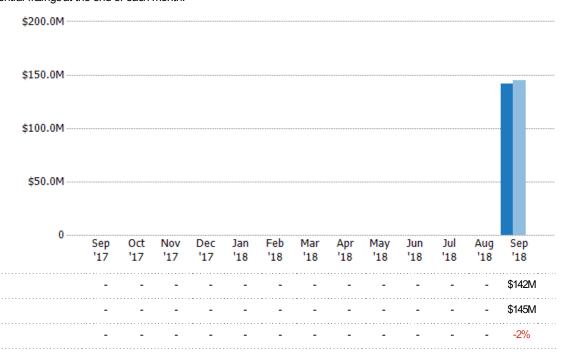
Percent Change from Prior Year

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

\$375K \$250K

\$125K

0 -Sep 0ct Feb Mar Apr May Jun Jul Aug Sep '18 '17 '17 '17 '17 '18 '18 '18 '18 '18 '18 '18 '18 \$488K \$476K

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.

Filters Used
State: VT
County: Lamoille County, Vermont

Property Type: Condo/Townhouse/Apt, Single

Family Residence

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

	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$329K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$275K
Percent Change from Prior Year	_	-	-		_	_		_	-	-	-	- -	20%





\$488K

107%

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												
Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18
-	- -	- -	-	-	-	-	-	-	-	-	-	\$455K

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

\$400K												
\$300K												
\$200K												
\$100K												
•								May				
'17	'17	'17	'17	'18	'18	'18	'18	May '18	'18	'18	'18	Sep '18
-	-	-	-	-	-	-	-	-	-	-	-	\$321K
-	-	-	-	-	-	-	-	-	-	-	-	\$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
State: VT County: Lamoille County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence

50												
)0												•••••
50												
0												
0 Sep	0ct	Nov		Jan	Feb	Mar		May				Se
•	0ct	Nov '17	Dec	Jan '18	Feb '18	Mar '18	Apr '18	May	Jun	Jul '18	Aug	Se '1

Months of Inventory

Percent Change from Prior Year

Current Year
Prior Year

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

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

10.00												
7.50												
5.00												
2.50												
•			Dec '17								Aug '18	Sep '18
-	-	-	-	-	-	-	-	-	-	-	-	6.06
-	-	-	-	-	-	-	-	-	-	-	-	9.53
-	-	-	-	-	-	-	-	-	-	-	-	-36%

Current Year
Prior Year

Percent Change from Prior Year





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%												
5%												
0												
Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18
-	-	-	-	-	-	-	-	-	-	-	-	16%
-	-	-	-	-	-	-	-	-	-	-	-	10%
-	-	-	-	-	-	-	-	-	-	-	-	-6%

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												
ramily Residence	150												
	75												
	0												
	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep
	'17	'17	'17	'17	'18	'18	'18	'18	'18	'18	'18	'18	'18
Active	_	-	-	-	-	-	-	-	-	-	-	-	291
Pending	-	-	-	-	-	-	-	-	-	-	-	-	
													54
Sold	-	-	-	-	-	-	-	-	-	-	-	-	36





Current Year

Prior Year

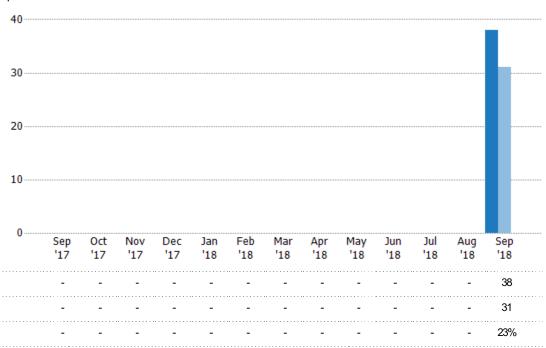
Market Data Report

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

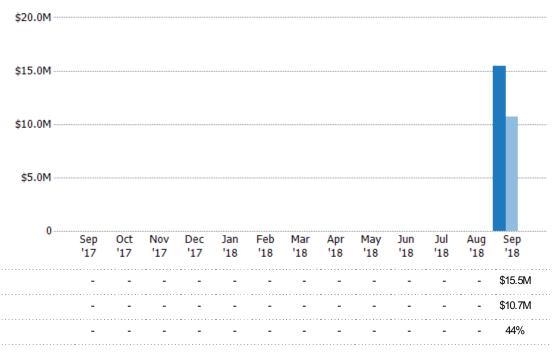


New Pending Sales Volume

Percent Change from Prior Year

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

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





Current Year

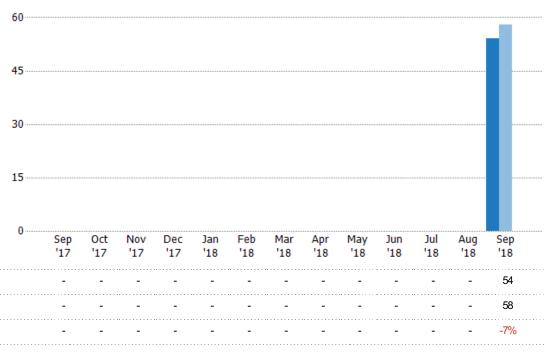
Percent Change from Prior Year



Pending Sales

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





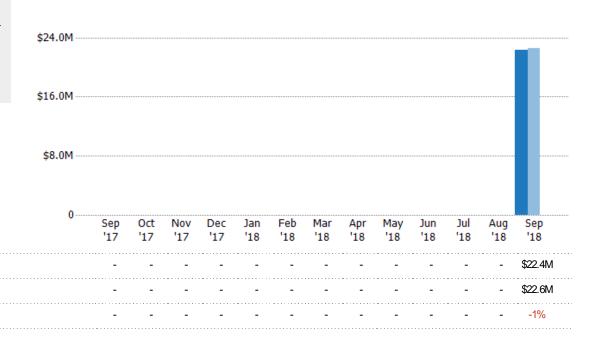
Pending Sales Volume

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

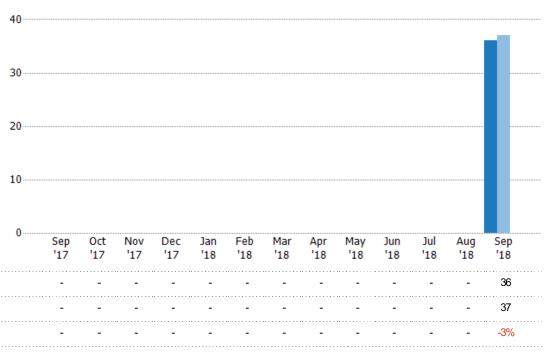
Percent Change from Prior Year



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



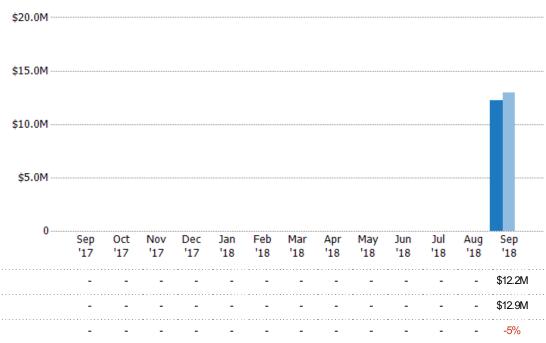
Closed Sales Volume

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

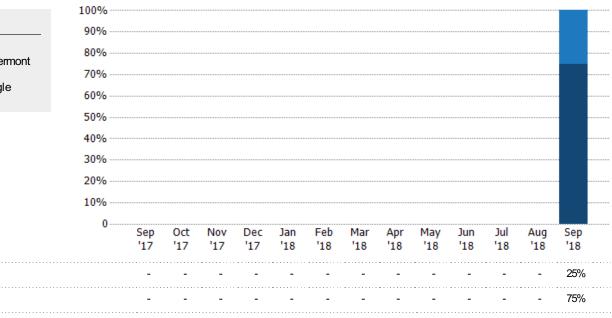
State: VT

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

Aug Sep 0ct Nov Dec Jan Feb Mar Apr May Jun Jul Sep '17 '17 '17 '18 '18 '18 '18 '18 '18 '18 '18 '18 \$339K \$349K -3%



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	
\$75K	

0												
Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep
'17	'17	'17	'17	'18	'18	'18	'18	'18	'18	'18	'18	'18
-	-	-	-	-	-	-	-	-	-	-	-	\$260
-	-	-	-	-	-	-	-	-	-	-	-	\$259
_	_	_	_		_		_			_		 0%

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

0K		 	 	 	 		
0K	 	 	 	 	 		
0K		 	 		 		
•							
0 Sep	 	 	 	 	 	Aug	Se
0	 		 	 	 		
0 Sep	 	 	 	 	 	Aug	



Avg List Price

Avg Sales Price



97%

\$260K

99%



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						
-						

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

)K	 	 								
JK	 									
0										
Sep	 	 	Feb	Mar	Apr	May	Jun	Jul	Aug	Se
	 		Feb	Mar	Apr		Jun	Jul		
Sep	 	 	Feb	Mar	Apr	May	Jun	Jul	Aug	Se



Avg Est Value

Avg Sales Price



98%



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

25K	 	 	 	 	 		
50K	 	 	 	 	 		
75K	 	 	 	 	 		
	 	 	 		 	Aug	Se
0 Sep	 	 	 	 	 	Aug	Se



