

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 2019	Mar 2018	+ / -	YTD 2019	YTD 2018	+ / -
Listing Activity Charts Metrics						
New Listing Count	38	41	-7.3%	132	100	+32%
New Listing Volume	\$16,412,750	\$11,703,500	+40.2%	\$55,655,100	\$32,466,800	+71.4%
Active Listing Count	236	249	-5.2%	N/A	N/A	
Active Listing Volume	\$130,495,089	\$119,640,799	+9.1%	N/A	N/A	
Average Listing Price	\$552,945	\$480,485	+15.1%	\$530,971	\$479,031	+10.8%
Median Listing Price	\$335,500	\$319,000	+5.2%	\$321,538	\$306,007	+5.1%
Median Days in RPR	171	185	-7.6%	173.18	184.46	-6.1%
Months of Inventory	13.9	17.8	-21.9%	10.6	15.2	-30.5%
Absorption Rate	7.2%	5.62%	+1.6%	9.46%	6.58%	+2.9%
Sales Activity Charts Metrics						
New Pending Sales Count	48	37	+29.7%	97	92	+5.4%
New Pending Sales Volume	\$17,476,150	\$10,620,200	+64.6%	\$38,947,650	\$34,317,900	+13.5%
Pending Sales Count	63	58	+8.6%	N/A	N/A	
Pending Sales Volume	\$28,520,950	\$20,079,800	+42%	N/A	N/A	
Closed Sales Count	23	30	-23.3%	61	70	-12.9%
Closed Sales Volume	\$9,135,750	\$10,392,650	-12.1%	\$24,026,300	\$25,734,099	-6.6%
Average Sales Price	\$397,207	\$346,422	+14.7%	\$393,874	\$367,630	+7.1%
Median Sales Price	\$328,500	\$275,000	+19.5%	\$324,139	\$244,500	+32.6%

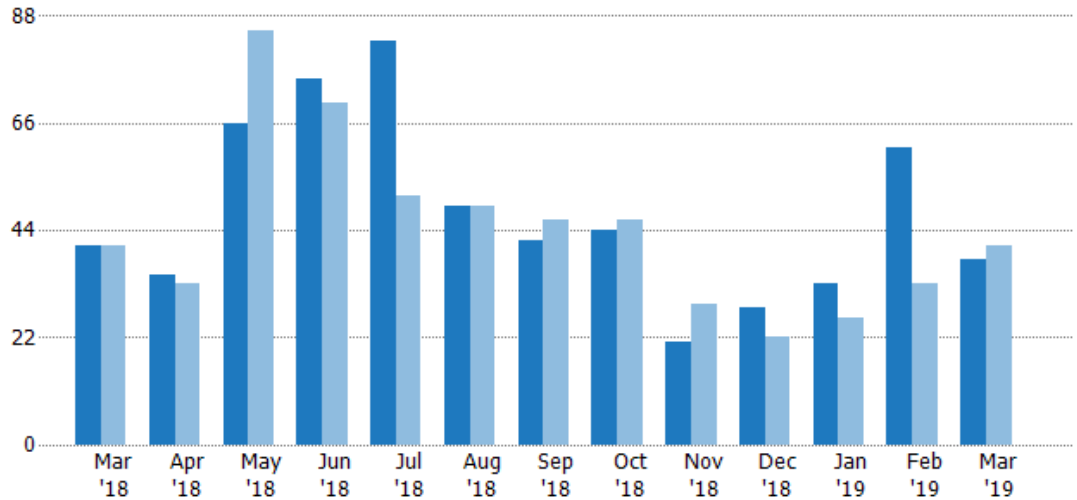
New Listings

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

Filters Used

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

Month/ Year	Count	% Chg.
Mar '19	38	-7.3%
Mar '18	41	0%
Mar '17	41	7.3%



Current Year	41	35	66	75	83	49	42	44	21	28	33	61	38
Prior Year	41	33	85	70	51	49	46	46	29	22	26	33	41
Percent Change from Prior Year	0%	6%	-22%	7%	63%	0%	-9%	-4%	-28%	27%	27%	85%	-7%

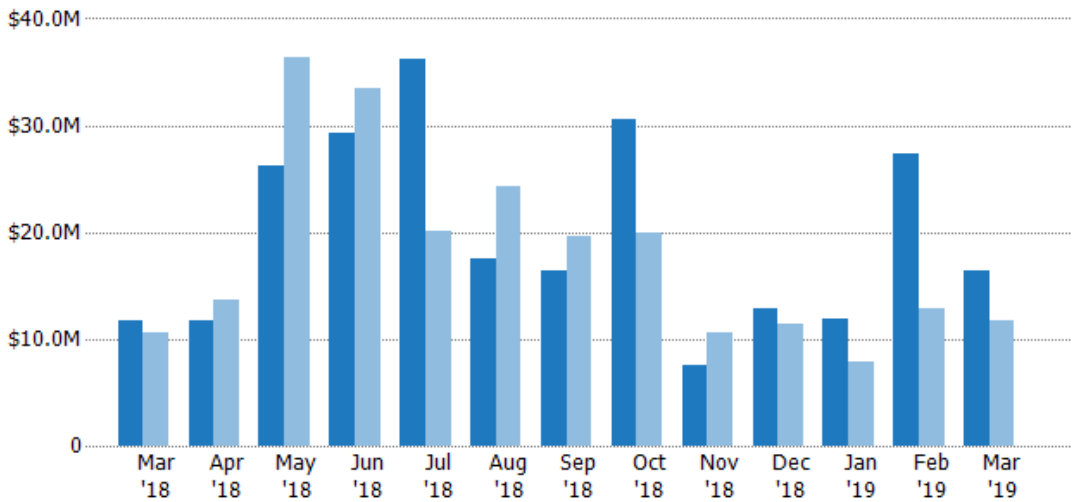
New Listing Volume

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

Month/ Year	Volume	% Chg.
Mar '19	\$16.4M	40.2%
Mar '18	\$11.7M	9.9%
Mar '17	\$10.6M	3.2%



Current Year	\$11.7M	\$11.8M	\$26.2M	\$29.4M	\$36.1M	\$17.6M	\$16.4M	\$30.6M	\$7.52M	\$12.8M	\$11.9M	\$27.4M	\$16.4M
Prior Year	\$10.6M	\$13.6M	\$36.4M	\$33.4M	\$20M	\$24.3M	\$19.6M	\$20M	\$10.6M	\$11.3M	\$7.88M	\$12.9M	\$11.7M
Percent Change from Prior Year	10%	-14%	-28%	-12%	80%	-28%	-16%	53%	-29%	13%	51%	112%	40%

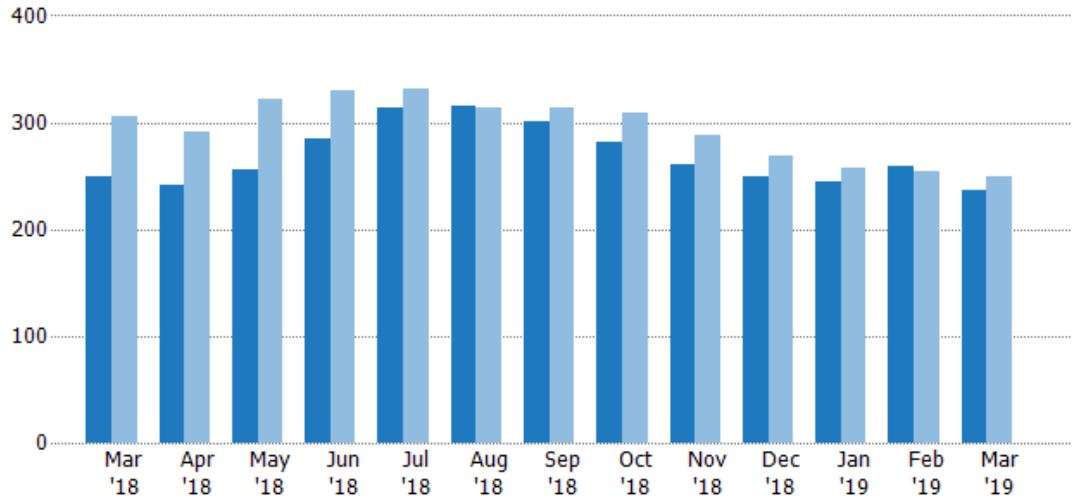
Active Listings

The number 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

Month/ Year	Count	% Chg.
Mar '19	236	-5.2%
Mar '18	249	-18.6%
Mar '17	306	-0.7%



Current Year	249	241	256	284	314	315	301	281	261	249	245	259	236
Prior Year	306	291	322	330	331	313	313	309	288	268	257	254	249
Percent Change from Prior Year	-19%	-17%	-20%	-14%	-5%	1%	-4%	-9%	-9%	-7%	-5%	2%	-5%

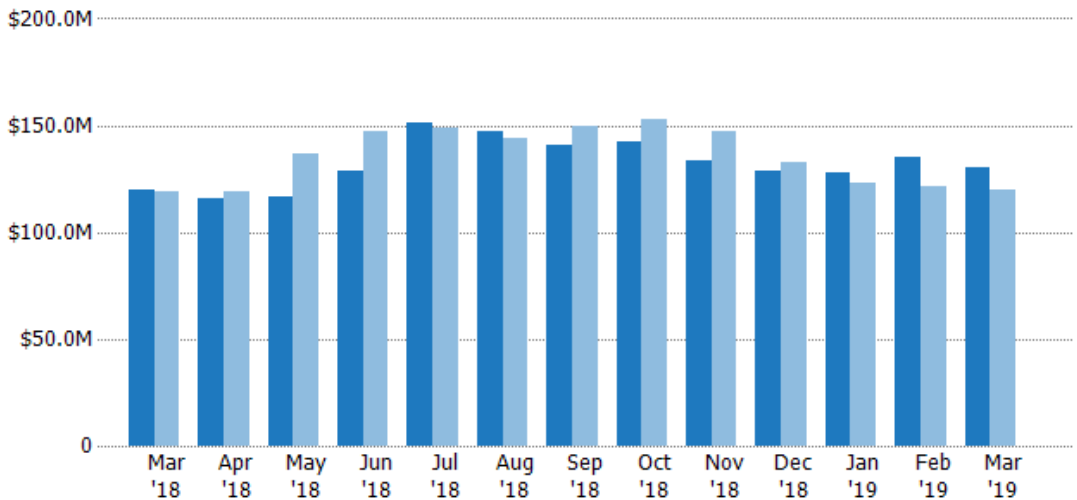
Active Listing Volume

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

Month/ Year	Volume	% Chg.
Mar '19	\$130M	9.1%
Mar '18	\$120M	0.4%
Mar '17	\$119M	-11.3%



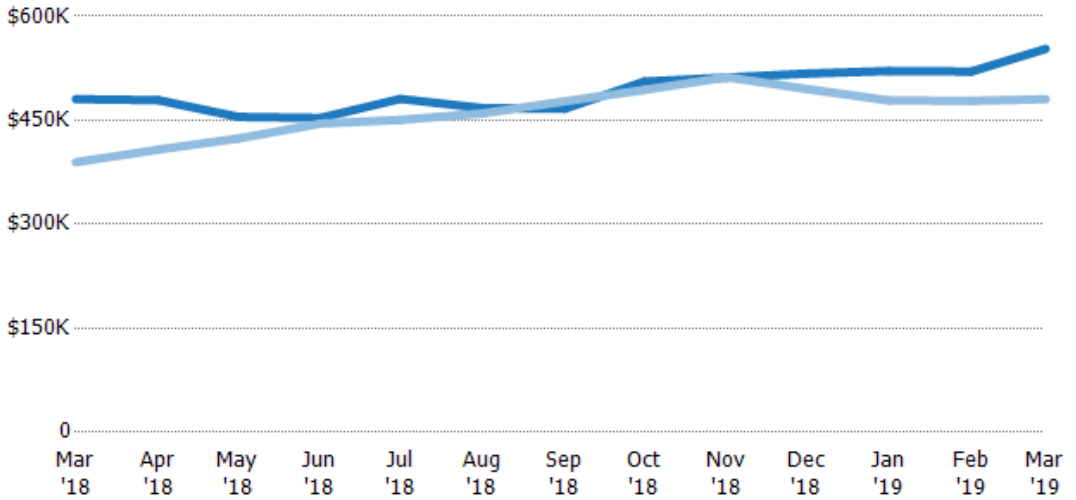
Current Year	\$120M	\$115M	\$116M	\$129M	\$151M	\$147M	\$140M	\$142M	\$134M	\$129M	\$128M	\$135M	\$130M
Prior Year	\$119M	\$119M	\$136M	\$147M	\$149M	\$144M	\$149M	\$153M	\$148M	\$133M	\$123M	\$121M	\$120M
Percent Change from Prior Year	0%	-3%	-15%	-12%	1%	2%	-6%	-7%	-9%	-3%	4%	11%	9%

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



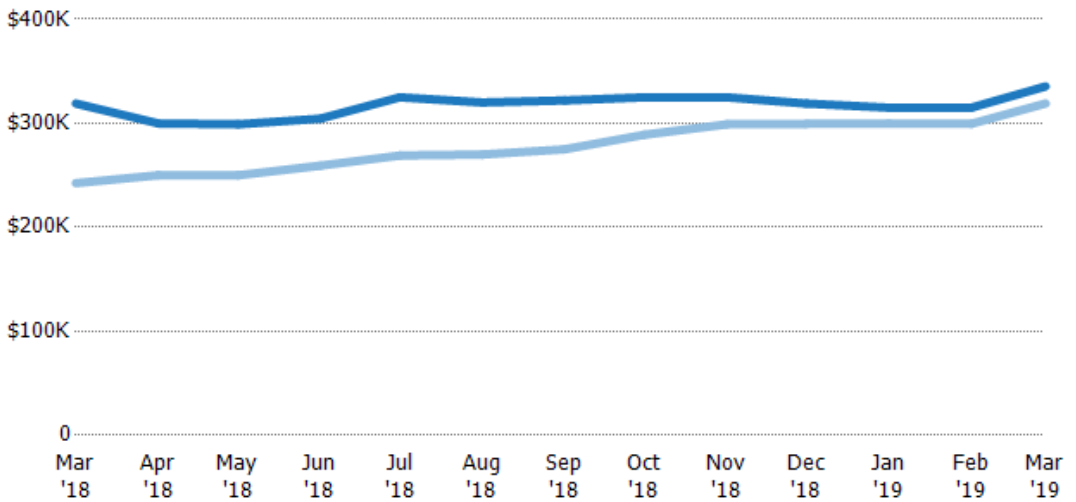
	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19
Current Year	\$480K	\$479K	\$455K	\$453K	\$481K	\$468K	\$467K	\$506K	\$512K	\$517K	\$521K	\$520K	\$553K
Prior Year	\$389K	\$408K	\$424K	\$445K	\$451K	\$460K	\$477K	\$494K	\$512K	\$495K	\$479K	\$478K	\$480K
Percent Change from Prior Year	23%	17%	7%	2%	7%	2%	-2%	2%	0%	4%	9%	9%	15%

Median Listing Price

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



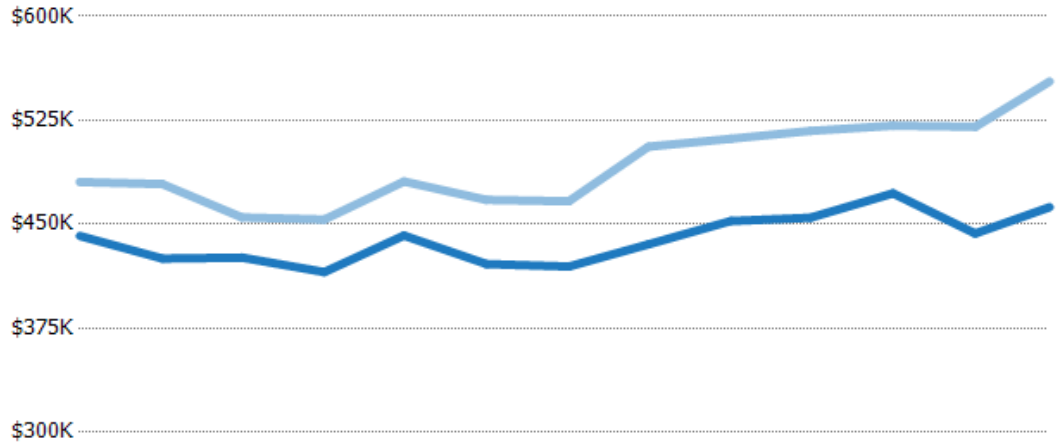
	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19
Current Year	\$319K	\$300K	\$299K	\$304K	\$325K	\$320K	\$322K	\$325K	\$325K	\$319K	\$315K	\$315K	\$336K
Prior Year	\$242K	\$250K	\$250K	\$259K	\$269K	\$270K	\$275K	\$289K	\$299K	\$299K	\$300K	\$299K	\$319K
Percent Change from Prior Year	32%	20%	20%	17%	21%	19%	17%	12%	9%	7%	5%	5%	5%

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



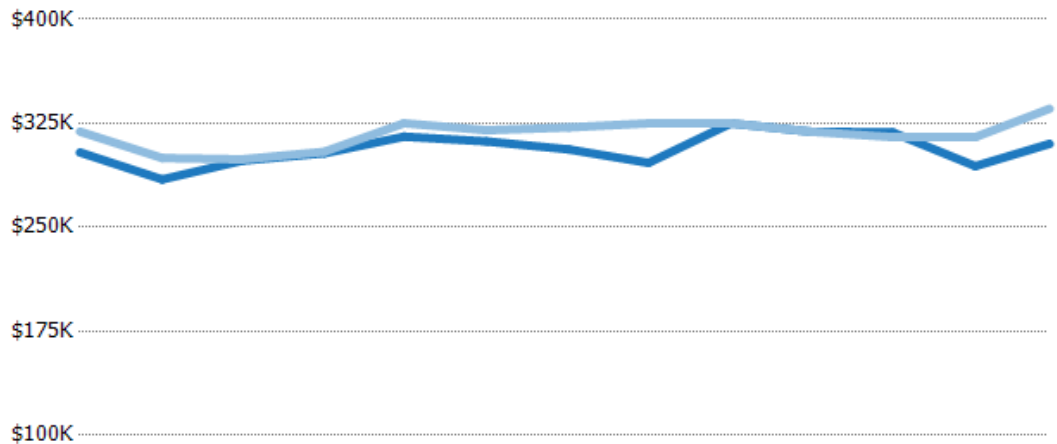
	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19
Avg Est Value	\$442K	\$425K	\$426K	\$416K	\$442K	\$421K	\$420K	\$436K	\$452K	\$455K	\$472K	\$443K	\$462K
Avg Listing Price	\$480K	\$479K	\$455K	\$453K	\$481K	\$468K	\$467K	\$506K	\$512K	\$517K	\$521K	\$520K	\$553K
Avg Listing Price as a % of Avg Est Value	109%	113%	107%	109%	109%	111%	111%	116%	113%	114%	110%	117%	120%

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



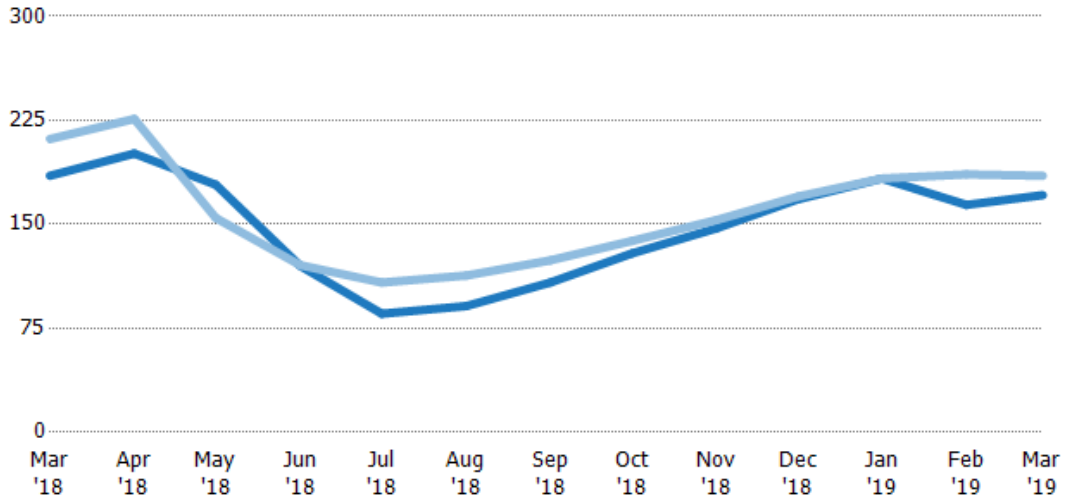
	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19
Median Est Value	\$304K	\$285K	\$298K	\$303K	\$315K	\$312K	\$306K	\$296K	\$325K	\$319K	\$318K	\$294K	\$310K
Median Listing Price	\$319K	\$300K	\$299K	\$304K	\$325K	\$320K	\$322K	\$325K	\$325K	\$319K	\$315K	\$315K	\$336K
Med Listing Price as a % of Med Est Value	105%	105%	100%	100%	103%	103%	105%	110%	100%	100%	99%	107%	108%

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



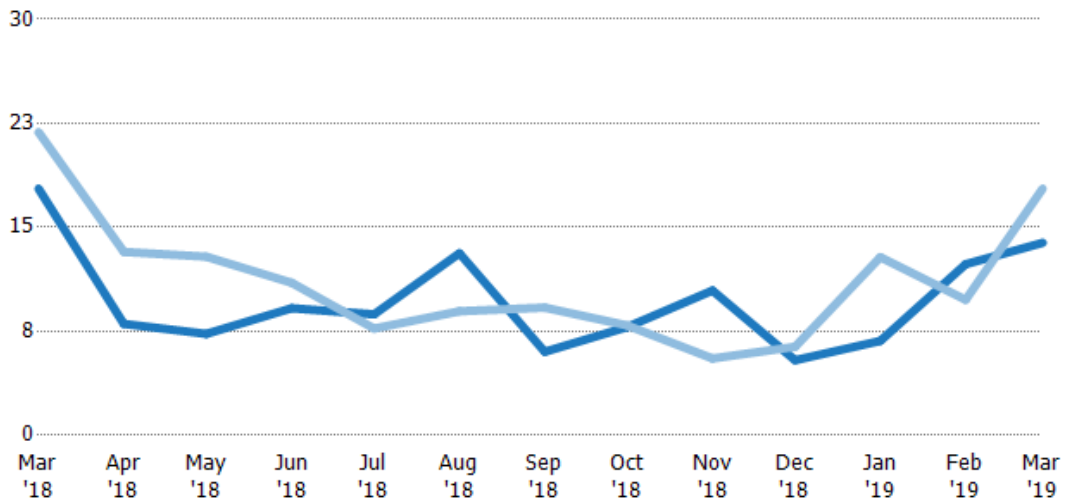
	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19
Current Year	185	201	179	120	85.5	91	108	129	147	168	183	164	171
Prior Year	212	226	155	121	108	113	124	138	153	170	183	186	185
Percent Change from Prior Year	-13%	-11%	16%	0%	-21%	-19%	-13%	-7%	-4%	-1%	0%	-12%	-8%

Months of Inventory

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

Filters Used

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



	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19
Current Year	17.8	8.03	7.31	9.16	8.72	13.1	6.02	7.81	10.4	5.41	6.81	12.3	13.9
Prior Year	21.9	13.2	12.9	11	7.7	8.94	9.21	7.92	5.54	6.38	12.9	9.77	17.8
Percent Change from Prior Year	-19%	-39%	-43%	-17%	13%	47%	-35%	-1%	89%	-15%	-47%	26%	-22%

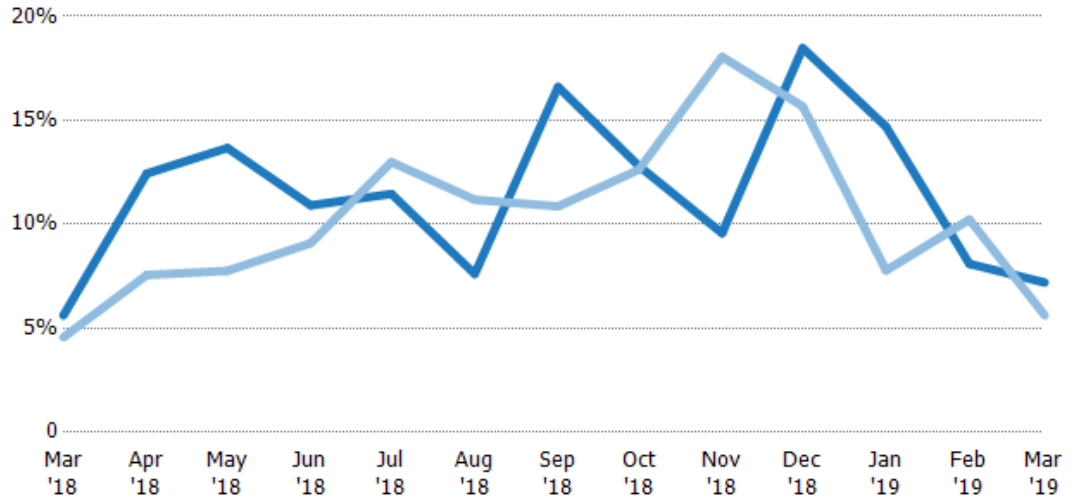
Absorption Rate

The percentage of inventory sold per month.

Filters Used

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

Month/ Year	Rate	Chg.
Mar '19	7%	-1.6%
Mar '18	6%	-1.1%
Mar '17	5%	22.3%



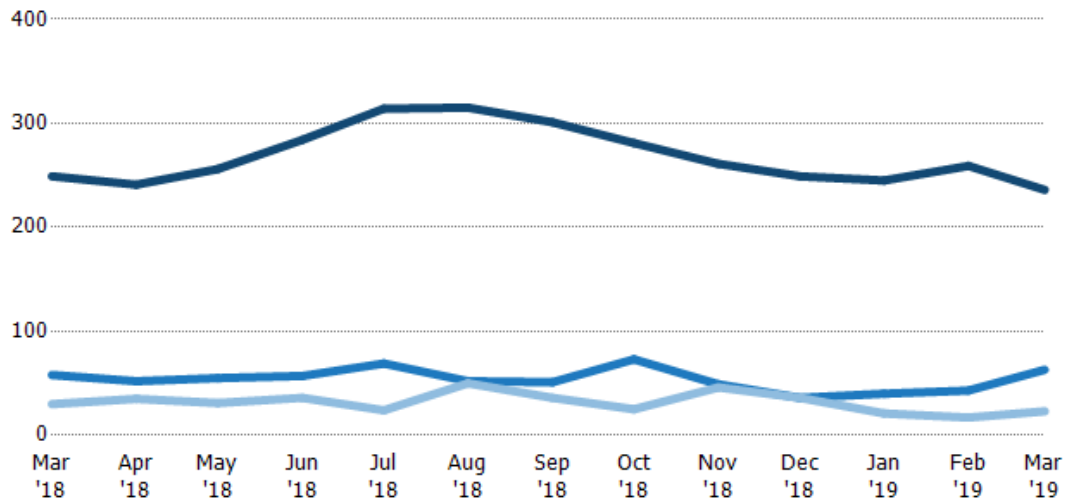
Current Year	6%	12%	14%	11%	11%	8%	17%	13%	10%	18%	15%	8%	7%
Prior Year	5%	8%	8%	9%	13%	11%	11%	13%	18%	16%	8%	10%	6%
Change from Prior Year	-1%	-5%	-6%	-2%	2%	4%	-6%	0%	8%	-3%	-7%	2%	-2%

Active/Pending/Sold Units

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

Filters Used

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



Active	249	241	256	284	314	315	301	281	261	249	245	259	236
Pending	58	52	55	57	69	52	51	73	49	36	40	43	63
Sold	30	35	31	36	24	50	36	25	46	36	21	17	23

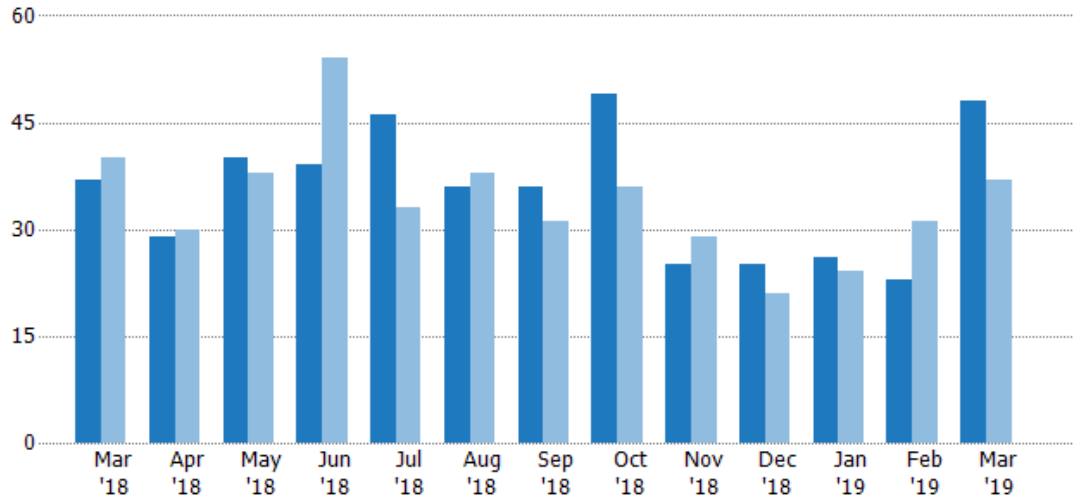
New Pending Sales

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

Month/ Year	Count	% Chg.
Mar '19	48	29.7%
Mar '18	37	-7.5%
Mar '17	40	-5%



	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19
Current Year	37	29	40	39	46	36	36	49	25	25	26	23	48
Prior Year	40	30	38	54	33	38	31	36	29	21	24	31	37
Percent Change from Prior Year	-8%	-3%	5%	-28%	39%	-5%	16%	36%	-14%	19%	8%	-26%	30%

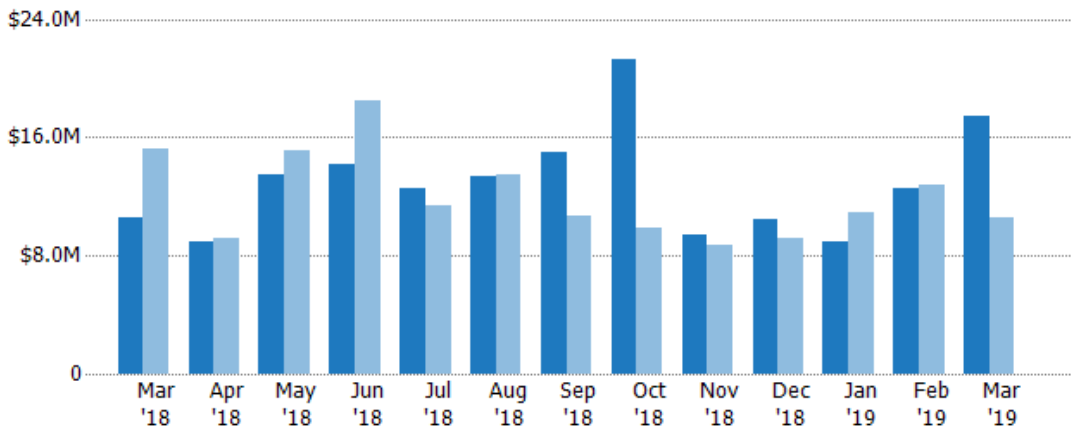
New Pending Sales Volume

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

Month/ Year	Volume	% Chg.
Mar '19	\$17.5M	64.6%
Mar '18	\$10.6M	-30.1%
Mar '17	\$15.2M	-16%



	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19
Current Year	\$10.6M	\$8.98M	\$13.5M	\$14.1M	\$12.5M	\$13.4M	\$15M	\$21.3M	\$9.45M	\$10.4M	\$8.94M	\$12.5M	\$17.5M
Prior Year	\$15.2M	\$9.14M	\$15.1M	\$18.5M	\$11.4M	\$13.5M	\$10.7M	\$9.89M	\$8.68M	\$9.16M	\$10.9M	\$12.8M	\$10.6M
Percent Change from Prior Year	-30%	-2%	-11%	-24%	10%	-1%	40%	116%	9%	14%	-18%	-2%	65%

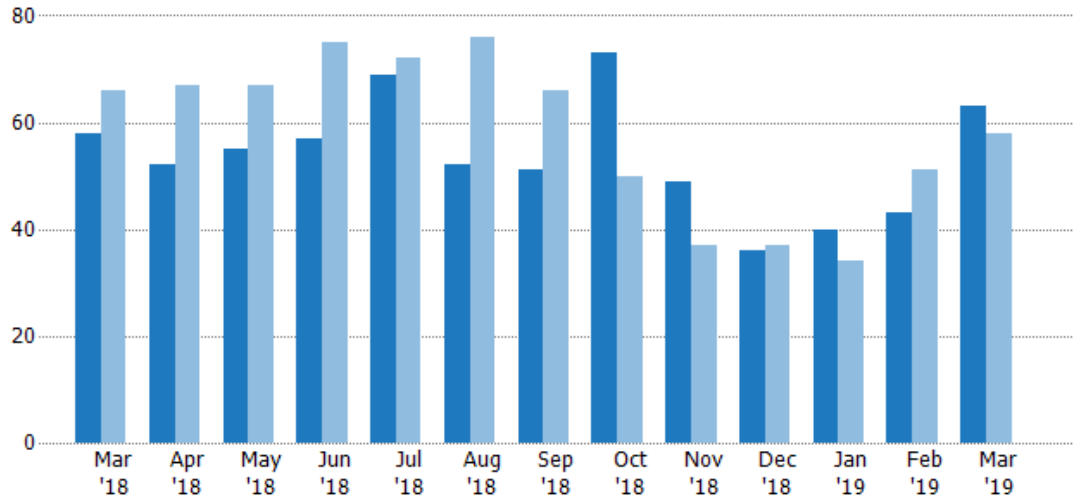
Pending Sales

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

Filters Used

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

Month/ Year	Count	% Chg.
Mar '19	63	8.6%
Mar '18	58	-12.1%
Mar '17	66	0%



	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19
Current Year	58	52	55	57	69	52	51	73	49	36	40	43	63
Prior Year	66	67	67	75	72	76	66	50	37	37	34	51	58
Percent Change from Prior Year	-12%	-22%	-18%	-24%	-4%	-32%	-23%	46%	32%	-3%	18%	-16%	9%

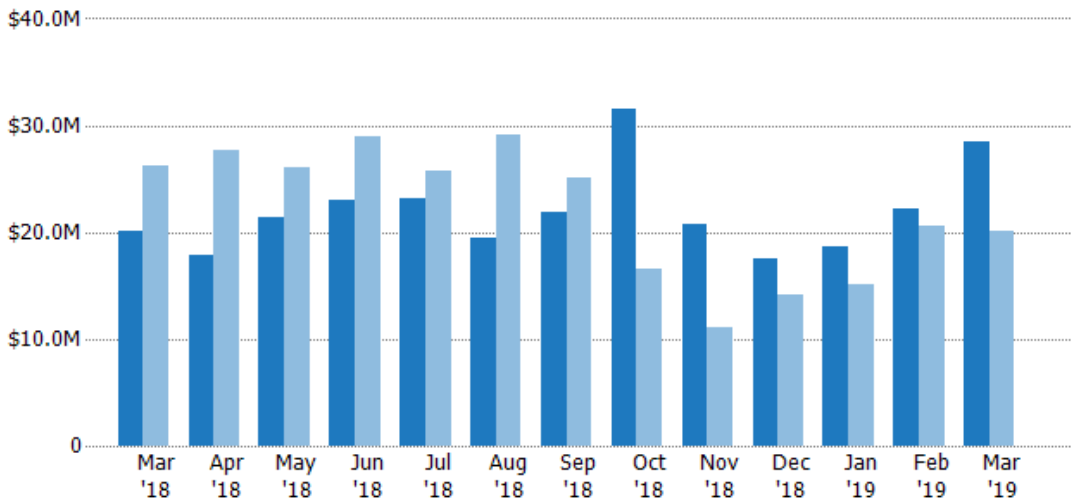
Pending Sales Volume

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

Filters Used

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

Month/ Year	Volume	% Chg.
Mar '19	\$28.5M	42%
Mar '18	\$20.1M	-23.4%
Mar '17	\$26.2M	-14%



	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19
Current Year	\$20.1M	\$17.8M	\$21.4M	\$22.9M	\$23.2M	\$19.5M	\$21.8M	\$31.5M	\$20.8M	\$17.6M	\$18.7M	\$22.2M	\$28.5M
Prior Year	\$26.2M	\$27.7M	\$26.1M	\$28.9M	\$25.7M	\$29.1M	\$25M	\$16.5M	\$11M	\$14.2M	\$15M	\$20.5M	\$20.1M
Percent Change from Prior Year	-23%	-36%	-18%	-21%	-10%	-33%	-13%	90%	89%	24%	24%	8%	42%

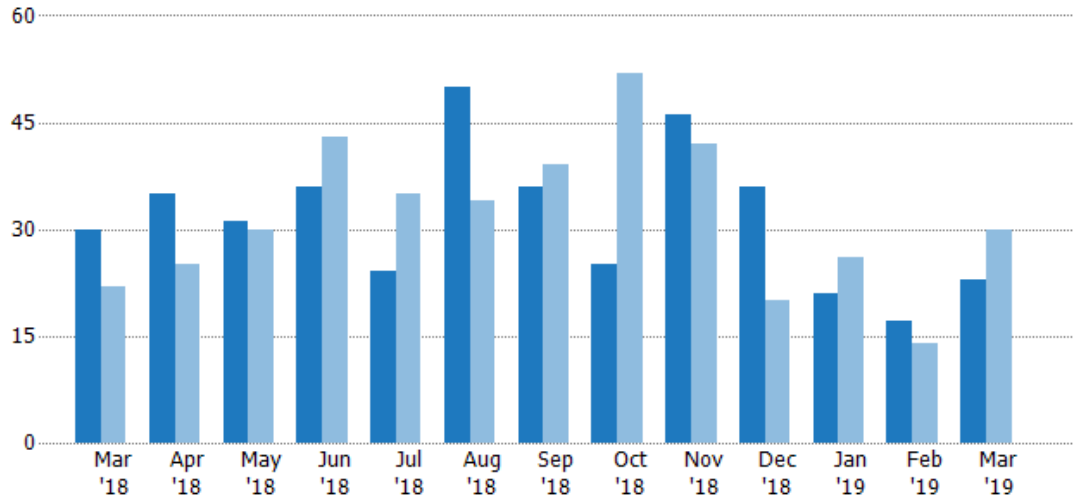
Closed Sales

The total number of residential properties sold each month.

Filters Used

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

Month/ Year	Count	% Chg.
Mar '19	23	-23.3%
Mar '18	30	36.4%
Mar '17	22	13.6%



Current Year	30	35	31	36	24	50	36	25	46	36	21	17	23
Prior Year	22	25	30	43	35	34	39	52	42	20	26	14	30
Percent Change from Prior Year	36%	40%	3%	-16%	-31%	47%	-8%	-52%	10%	80%	-19%	21%	-23%

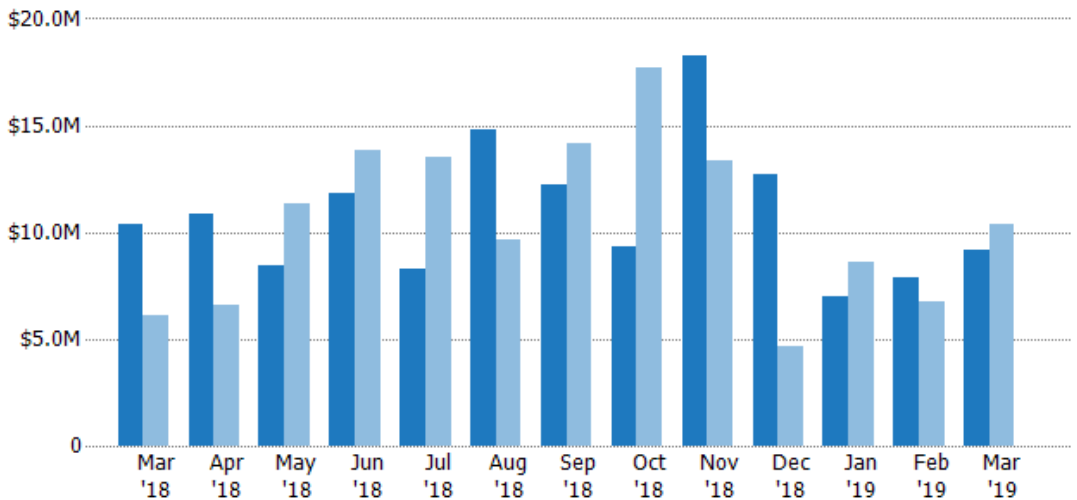
Closed Sales Volume

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

Month/ Year	Volume	% Chg.
Mar '19	\$9.14M	-12.1%
Mar '18	\$10.4M	69.6%
Mar '17	\$6.13M	34.1%



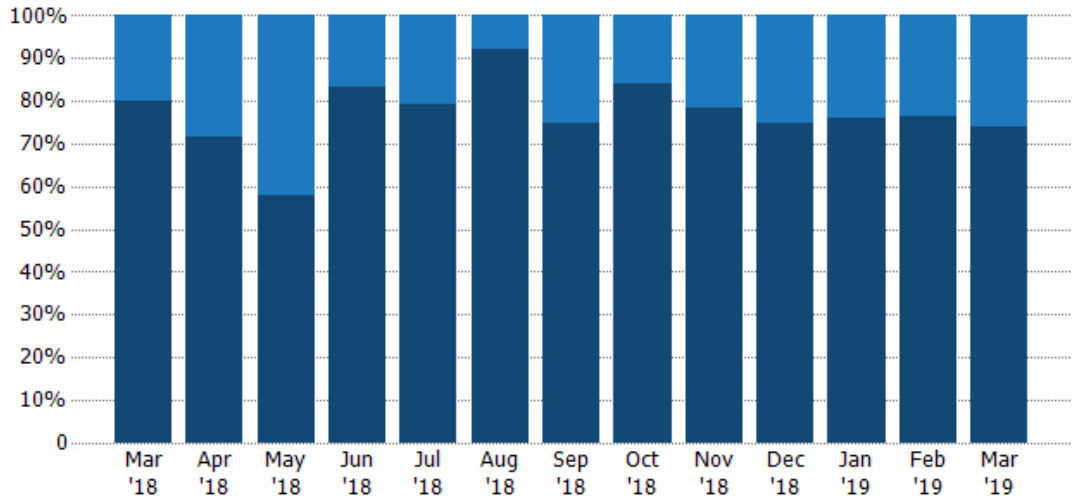
Current Year	\$10.4M	\$10.8M	\$8.43M	\$11.8M	\$8.31M	\$14.8M	\$12.2M	\$9.33M	\$18.2M	\$12.7M	\$7M	\$7.89M	\$9.14M
Prior Year	\$6.13M	\$6.62M	\$11.4M	\$13.8M	\$13.5M	\$9.68M	\$14.1M	\$17.7M	\$13.4M	\$4.68M	\$8.58M	\$6.76M	\$10.4M
Percent Change from Prior Year	70%	64%	-26%	-14%	-39%	53%	-14%	-47%	36%	171%	-18%	17%	-12%

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



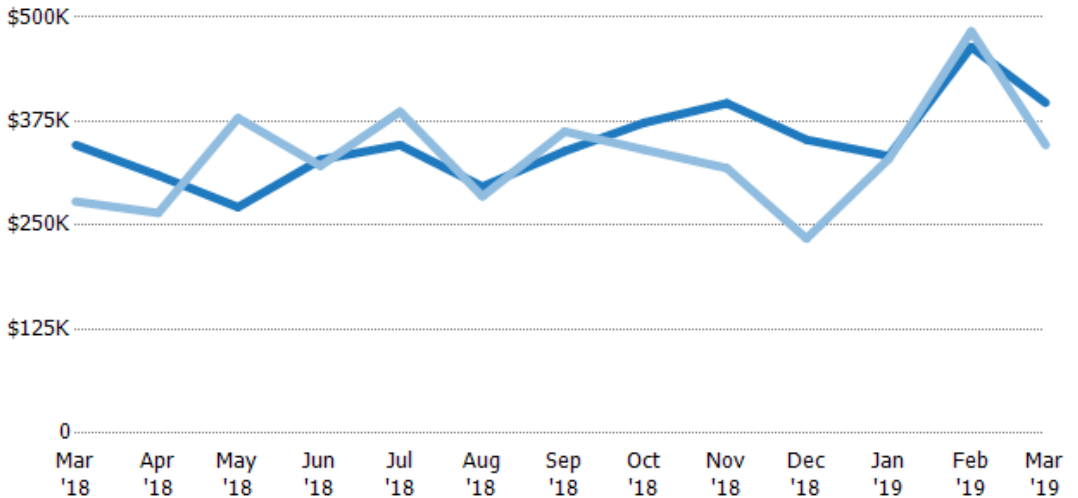
Condo/Townhouse	20%	29%	42%	17%	21%	8%	25%	16%	22%	25%	24%	24%	26%
Single Family Residence	80%	71%	58%	83%	79%	92%	75%	84%	78%	75%	76%	76%	74%

Average Sales Price

The average 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



Current Year	\$346K	\$310K	\$272K	\$329K	\$346K	\$296K	\$339K	\$373K	\$397K	\$353K	\$333K	\$464K	\$397K
Prior Year	\$279K	\$265K	\$379K	\$321K	\$387K	\$285K	\$363K	\$341K	\$319K	\$234K	\$330K	\$483K	\$346K
Percent Change from Prior Year	24%	17%	-28%	2%	-10%	4%	-7%	10%	24%	51%	1%	-4%	15%

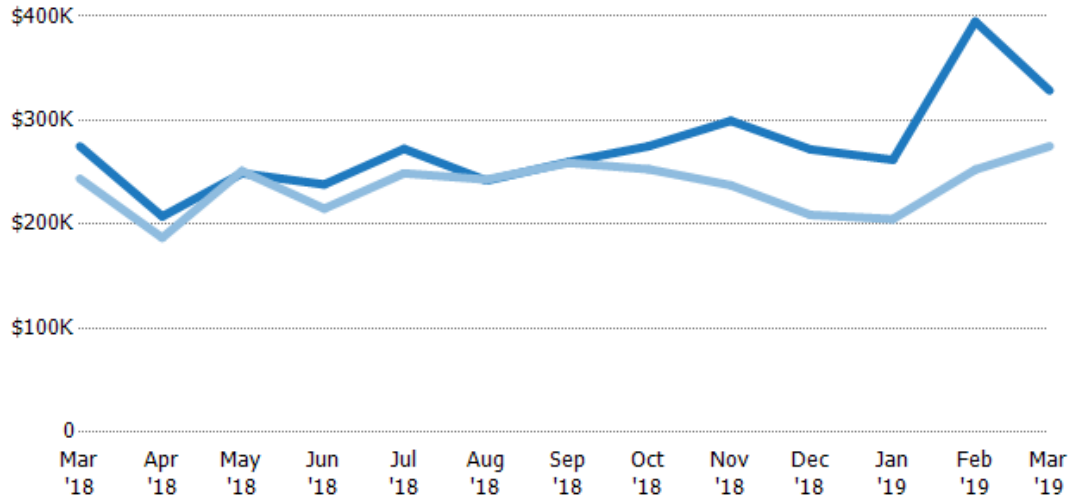
Median Sales Price

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

Month/ Year	Price	% Chg.
Mar '19	\$329K	19.5%
Mar '18	\$275K	12.8%
Mar '17	\$244K	14.9%



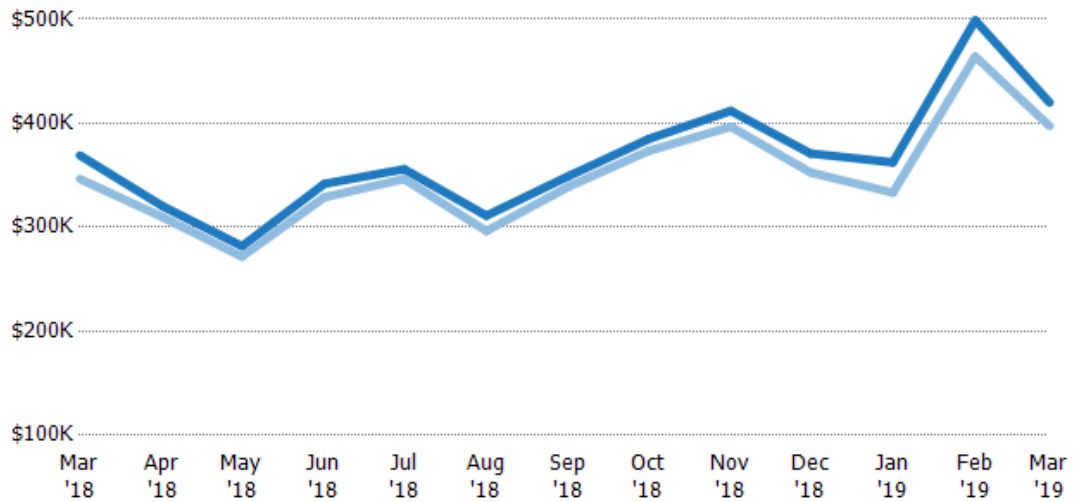
Current Year	\$275K	\$208K	\$249K	\$238K	\$273K	\$242K	\$260K	\$275K	\$300K	\$272K	\$262K	\$395K	\$329K
Prior Year	\$244K	\$187K	\$251K	\$215K	\$249K	\$243K	\$259K	\$253K	\$238K	\$209K	\$205K	\$253K	\$275K
Percent Change from Prior Year	13%	11%	-1%	11%	9%	0%	0%	9%	26%	30%	28%	56%	19%

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



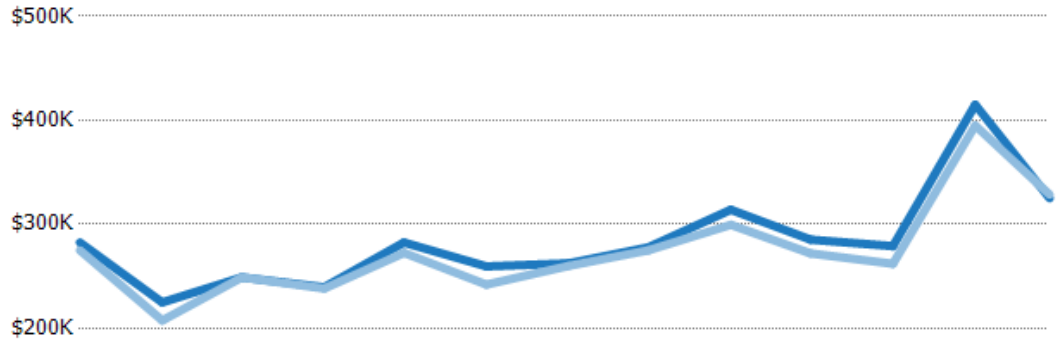
Avg List Price	\$369K	\$320K	\$282K	\$342K	\$356K	\$311K	\$349K	\$385K	\$412K	\$371K	\$362K	\$499K	\$420K
Avg Sales Price	\$346K	\$310K	\$272K	\$329K	\$346K	\$296K	\$339K	\$373K	\$397K	\$353K	\$333K	\$464K	\$397K
Avg Sales Price as a % of Avg List Price	94%	97%	96%	96%	97%	95%	97%	97%	96%	95%	92%	93%	95%

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



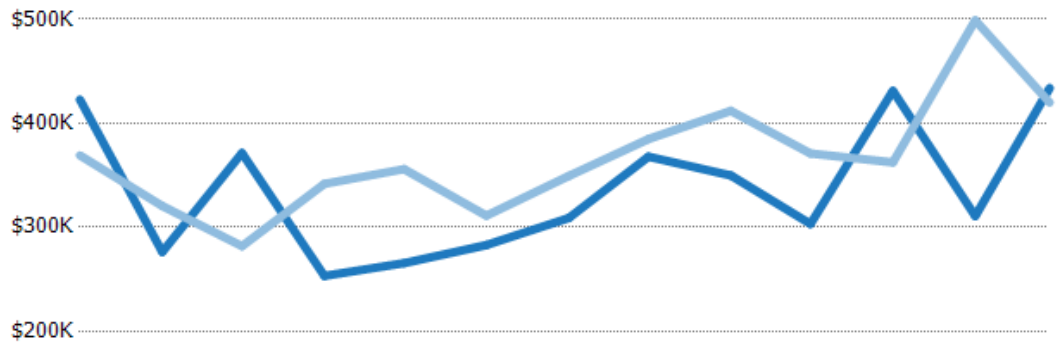
	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19
Median List Price	\$283K	\$225K	\$249K	\$240K	\$283K	\$260K	\$262K	\$278K	\$314K	\$285K	\$279K	\$415K	\$325K
Median Sales Price	\$275K	\$208K	\$249K	\$238K	\$273K	\$242K	\$260K	\$275K	\$300K	\$272K	\$262K	\$395K	\$329K
Med Sales Price as a % of Med List Price	97%	92%	100%	99%	96%	93%	99%	99%	95%	95%	94%	95%	101%

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.

Filters Used

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



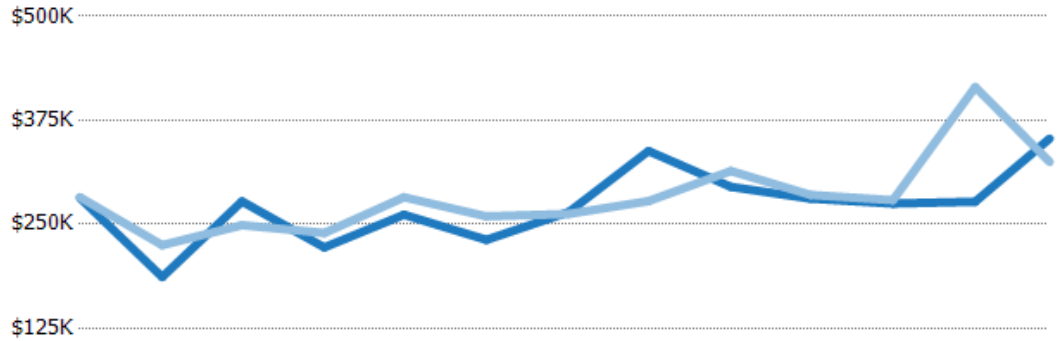
	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19
Avg Est Value	\$423K	\$276K	\$371K	\$253K	\$265K	\$283K	\$309K	\$368K	\$350K	\$303K	\$431K	\$311K	\$434K
Avg Sales Price	\$369K	\$320K	\$282K	\$342K	\$356K	\$311K	\$349K	\$385K	\$412K	\$371K	\$362K	\$499K	\$420K
Avg Sales Price as a % of Avg Est Value	87%	116%	76%	135%	134%	110%	113%	105%	118%	122%	84%	161%	97%

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



	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19
Median Est Value	\$282K	\$187K	\$278K	\$222K	\$262K	\$231K	\$265K	\$338K	\$295K	\$281K	\$275K	\$277K	\$353K
Median Sales Price	\$283K	\$225K	\$249K	\$240K	\$283K	\$260K	\$262K	\$278K	\$314K	\$285K	\$279K	\$415K	\$325K
Med Sales Price as a % of Med Est Value	100%	121%	90%	108%	108%	112%	99%	82%	106%	102%	101%	150%	92%