

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	Feb 2019	Feb 2018	+ / -	YTD 2019	YTD 2018	+ / -
Listing Activity Charts Metrics						
New Listing Count	61	33	+84.8%	94	59	+59.3%
New Listing Volume	\$27,360,250	\$12,879,600	+112.4%	\$39,242,350	\$20,763,300	+89%
Active Listing Count	259	254	+2%	N/A	N/A	
Active Listing Volume	\$134,753,989	\$121,421,399	+11%	N/A	N/A	
Average Listing Price	\$520,286	\$478,037	+8.8%	\$520,682	\$478,323	+8.9%
Median Listing Price	\$315,000	\$299,450	+5.2%	\$315,000	\$299,676	+5.1%
Median Days in RPR	164	186	-11.8%	174.5	184.05	-5.2%
Months of Inventory	12.3	9.8	+26.2%	12.6	18.3	-31%
Absorption Rate	8.11%	10.24%	-2.1%	7.94%	5.48%	+2.5%
Sales Activity Charts Metrics						
New Pending Sales Count	23	31	-25.8%	49	55	-10.9%
New Pending Sales Volume	\$12,532,300	\$12,822,900	-2.3%	\$21,471,500	\$23,697,700	-9.4%
Pending Sales Count	43	51	-15.7%	N/A	N/A	
Pending Sales Volume	\$22,154,100	\$20,533,700	+7.9%	N/A	N/A	
Closed Sales Count	17	14	+21.4%	38	40	-5%
Closed Sales Volume	\$7,892,650	\$6,763,312	+16.7%	\$14,890,550	\$15,341,449	-2.9%
Average Sales Price	\$464,274	\$483,094	-3.9%	\$391,857	\$383,536	+2.2%
Median Sales Price	\$395,000	\$252,500	+56.4%	\$321,500	\$221,625	+45.1%

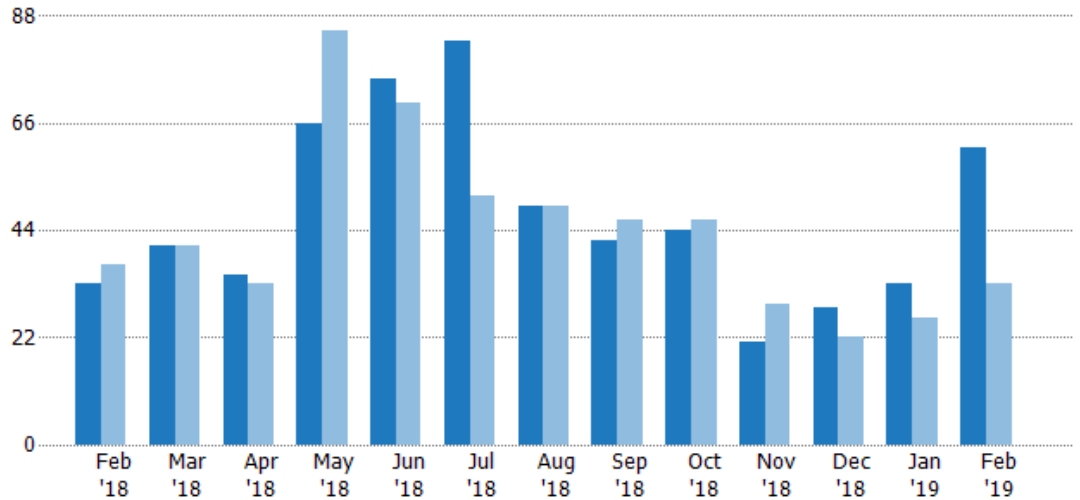
New Listings

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.
Feb '19	61	84.8%
Feb '18	33	-10.8%
Feb '17	37	-5.4%



Current Year	33	41	35	66	75	83	49	42	44	21	28	33	61
Prior Year	37	41	33	85	70	51	49	46	46	29	22	26	33
Percent Change from Prior Year	-11%	0%	6%	-22%	7%	63%	0%	-9%	-4%	-28%	27%	27%	85%

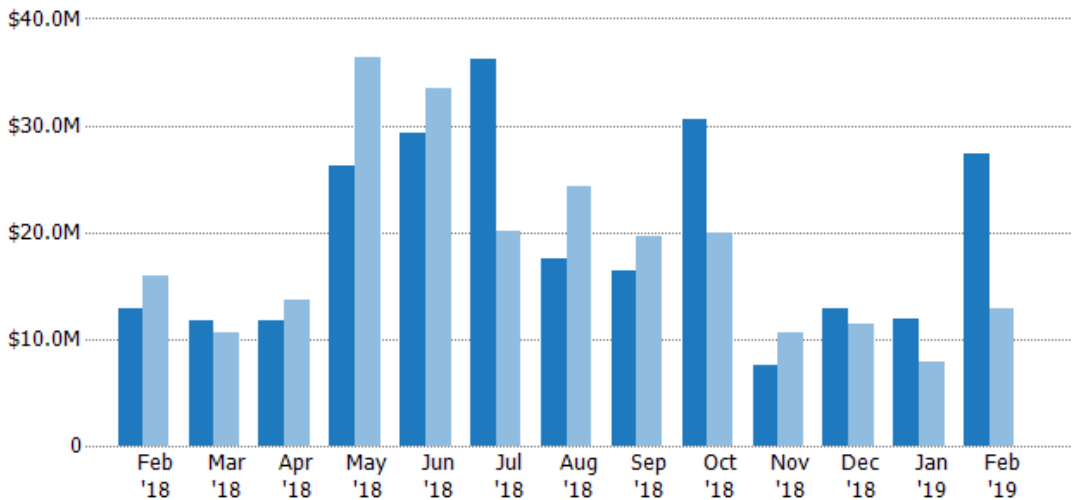
New Listing Volume

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.
Feb '19	\$27.4M	112.4%
Feb '18	\$12.9M	-19.1%
Feb '17	\$15.9M	17.9%



Current Year	\$12.9M	\$11.7M	\$11.8M	\$26.2M	\$29.4M	\$36.1M	\$17.6M	\$16.4M	\$30.6M	\$7.52M	\$12.8M	\$11.9M	\$27.4M
Prior Year	\$15.9M	\$10.6M	\$13.6M	\$36.4M	\$33.4M	\$20M	\$24.3M	\$19.6M	\$20M	\$10.6M	\$11.3M	\$7.88M	\$12.9M
Percent Change from Prior Year	-19%	10%	-14%	-28%	-12%	80%	-28%	-16%	53%	-29%	13%	51%	112%

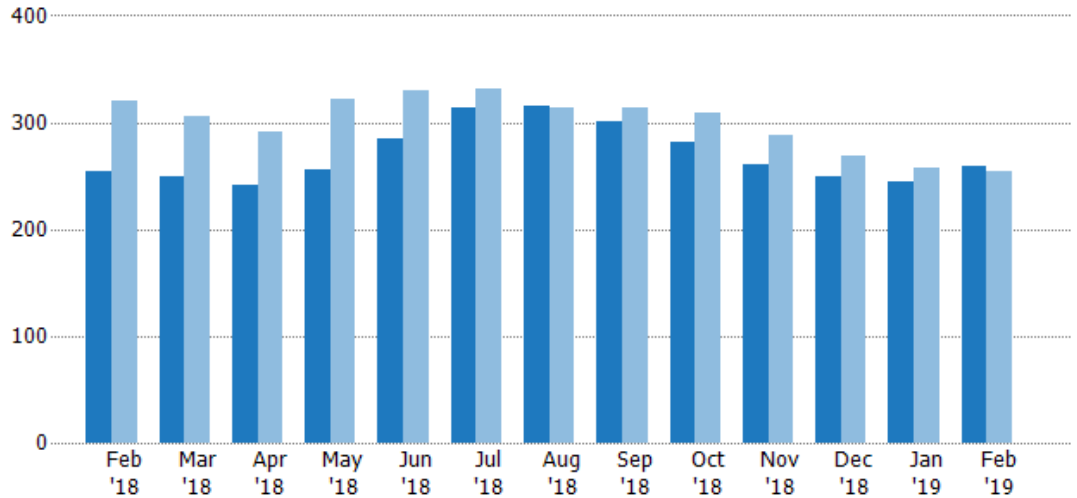
Active Listings

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.
Feb '19	259	2%
Feb '18	254	-20.6%
Feb '17	320	-1.6%



Current Year	254	249	241	256	284	314	315	301	281	261	249	245	259
Prior Year	320	306	291	322	330	331	313	313	309	288	268	257	254
Percent Change from Prior Year	-21%	-19%	-17%	-20%	-14%	-5%	1%	-4%	-9%	-9%	-7%	-5%	2%

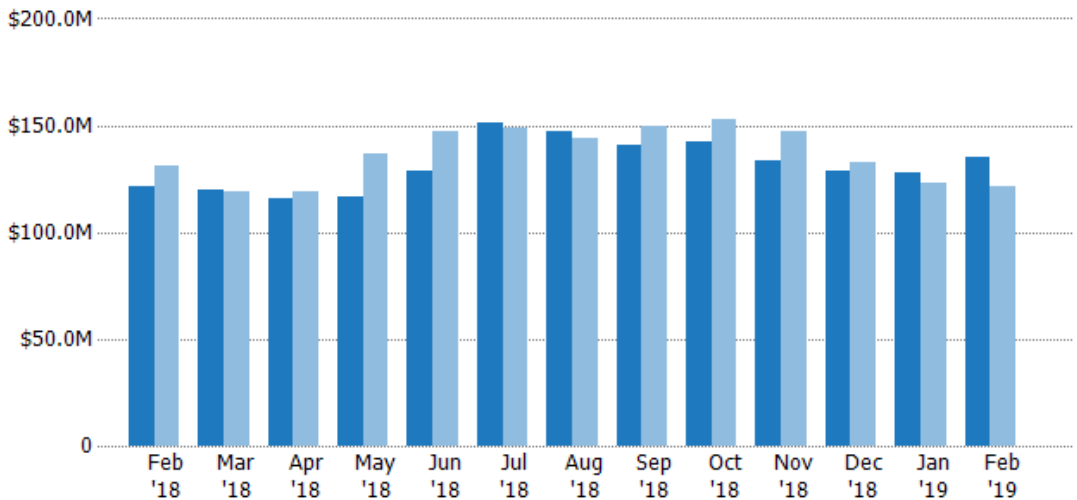
Active Listing Volume

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.
Feb '19	\$135M	11%
Feb '18	\$121M	-7.2%
Feb '17	\$131M	-14.5%



Current Year	\$121M	\$120M	\$115M	\$116M	\$129M	\$151M	\$147M	\$140M	\$142M	\$134M	\$129M	\$128M	\$135M
Prior Year	\$131M	\$119M	\$119M	\$136M	\$147M	\$149M	\$144M	\$149M	\$153M	\$148M	\$133M	\$123M	\$121M
Percent Change from Prior Year	-7%	0%	-3%	-15%	-12%	1%	2%	-6%	-7%	-9%	-3%	4%	11%

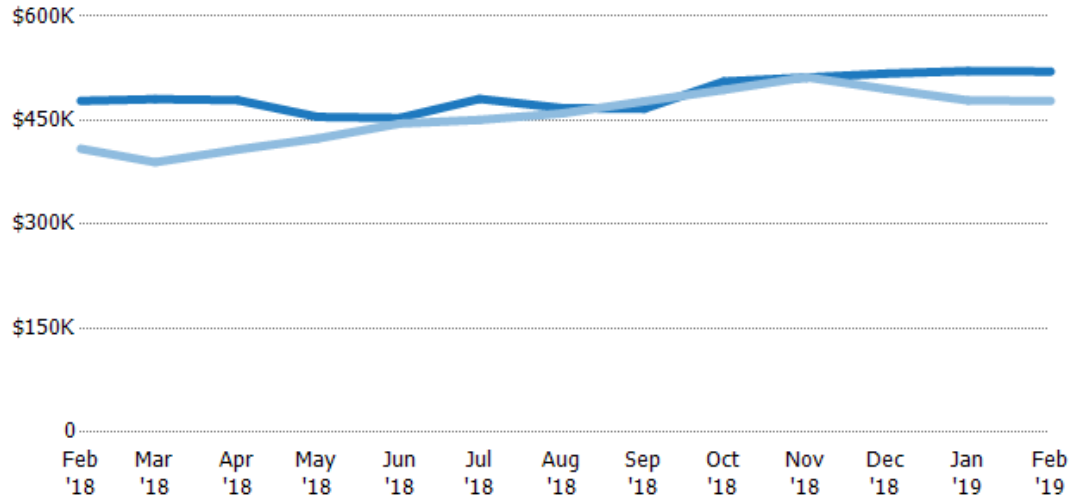
Average Listing Price

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

Month/ Year	Price	% Chg.
Feb '19	\$520K	8.8%
Feb '18	\$478K	16.9%
Feb '17	\$409K	-13.1%



Current Year	\$478K	\$480K	\$479K	\$455K	\$453K	\$481K	\$468K	\$467K	\$506K	\$512K	\$517K	\$521K	\$520K
Prior Year	\$409K	\$389K	\$408K	\$424K	\$445K	\$451K	\$460K	\$477K	\$494K	\$512K	\$495K	\$479K	\$478K
Percent Change from Prior Year	17%	23%	17%	7%	2%	7%	2%	-2%	2%	0%	4%	9%	9%

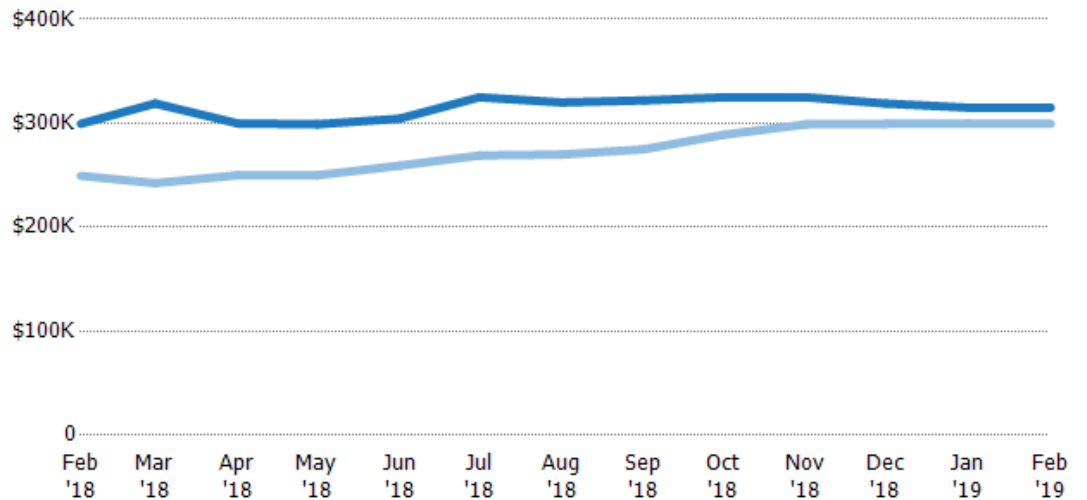
Median Listing Price

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

Month/ Year	Price	% Chg.
Feb '19	\$315K	5.2%
Feb '18	\$299K	20%
Feb '17	\$249K	-0.2%



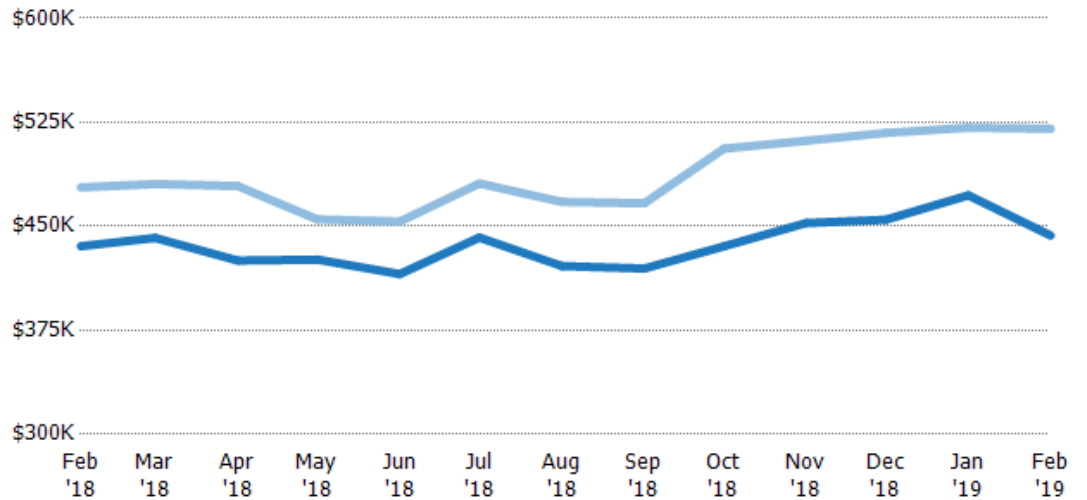
Current Year	\$299K	\$319K	\$300K	\$299K	\$304K	\$325K	\$320K	\$322K	\$325K	\$325K	\$319K	\$315K	\$315K
Prior Year	\$249K	\$242K	\$250K	\$250K	\$259K	\$269K	\$270K	\$275K	\$289K	\$299K	\$299K	\$300K	\$299K
Percent Change from Prior Year	20%	32%	20%	20%	17%	21%	19%	17%	12%	9%	7%	5%	5%

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



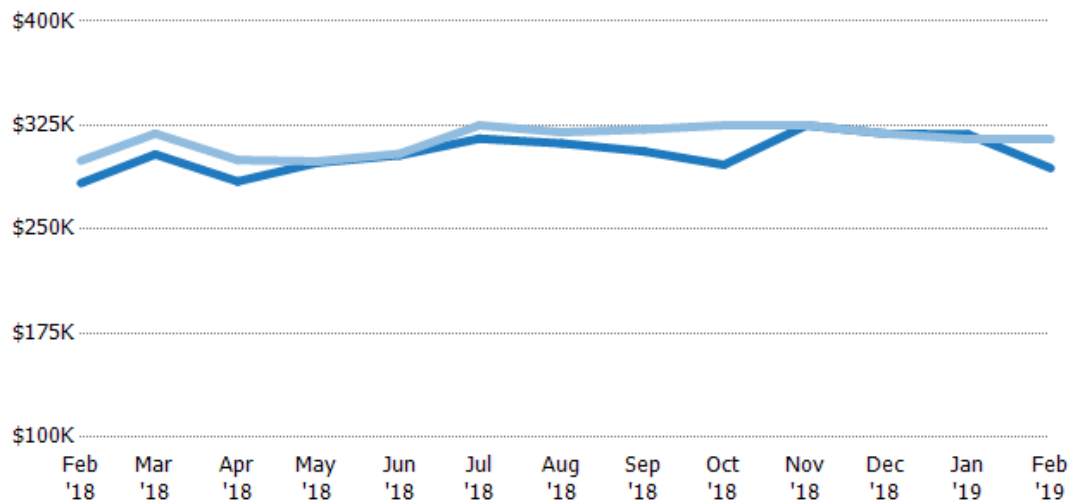
Avg Est Value	\$436K	\$442K	\$425K	\$426K	\$416K	\$442K	\$421K	\$420K	\$436K	\$452K	\$455K	\$472K	\$443K
Avg Listing Price	\$478K	\$480K	\$479K	\$455K	\$453K	\$481K	\$468K	\$467K	\$506K	\$512K	\$517K	\$521K	\$520K
Avg Listing Price as a % of Avg Est Value	110%	109%	113%	107%	109%	109%	111%	111%	116%	113%	114%	110%	117%

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



Median Est Value	\$283K	\$304K	\$285K	\$298K	\$303K	\$315K	\$312K	\$306K	\$296K	\$325K	\$319K	\$318K	\$294K
Median Listing Price	\$299K	\$319K	\$300K	\$299K	\$304K	\$325K	\$320K	\$322K	\$325K	\$325K	\$319K	\$315K	\$315K
Med Listing Price as a % of Med Est Value	106%	105%	105%	100%	100%	103%	103%	105%	110%	100%	100%	99%	107%

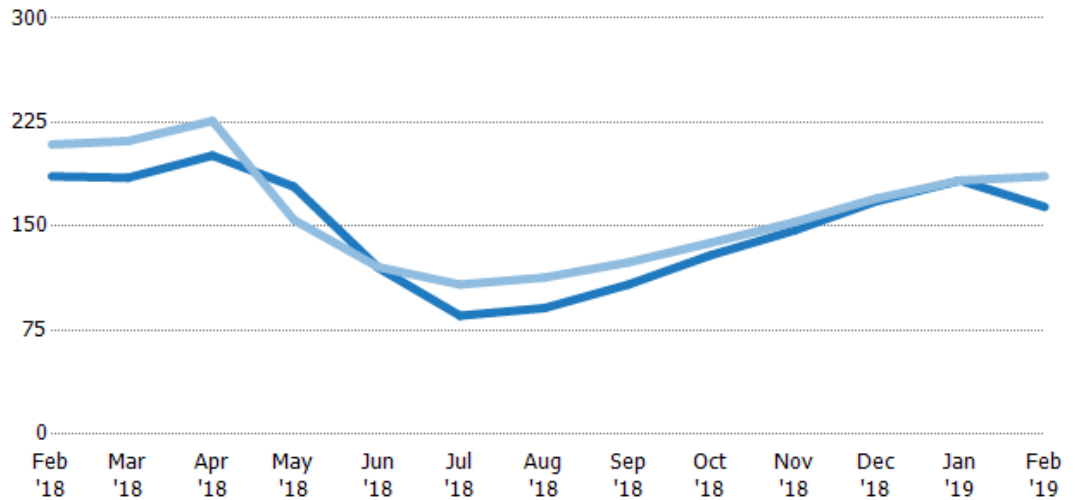
Median Days in RPR

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

Month/ Year	Days	% Chg.
Feb '19	164	-11.8%
Feb '18	186	-11%
Feb '17	209	-21.1%



Current Year	186	185	201	179	120	85.5	91	108	129	147	168	183	164
Prior Year	209	212	226	155	121	108	113	124	138	153	170	183	186
Percent Change from Prior Year	-11%	-13%	-11%	16%	0%	-21%	-19%	-13%	-7%	-4%	-1%	0%	-12%

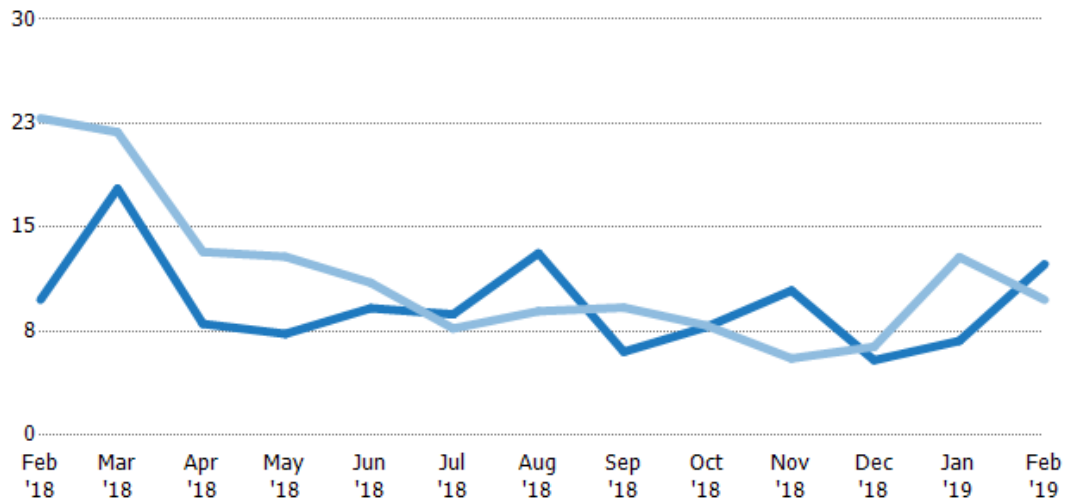
Months of Inventory

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

Month/ Year	Months	% Chg.
Feb '19	12.3	26.2%
Feb '18	9.77	-57.3%
Feb '17	22.9	-34.4%



Current Year	9.77	17.8	8.03	7.31	9.16	8.72	13.1	6.02	7.81	10.4	5.41	6.81	12.3
Prior Year	22.9	21.9	13.2	12.9	11	7.7	8.94	9.21	7.92	5.54	6.38	12.9	9.77
Percent Change from Prior Year	-57%	-19%	-39%	-43%	-17%	13%	47%	-35%	-1%	89%	-15%	-47%	26%

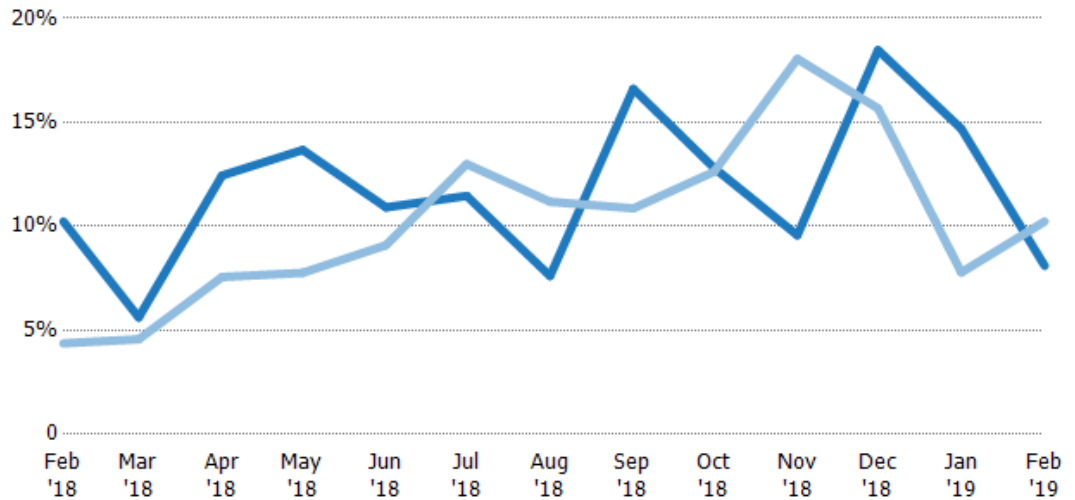
Absorption Rate

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.
Feb '19	8%	2.1%
Feb '18	10%	-5.9%
Feb '17	4%	52.4%



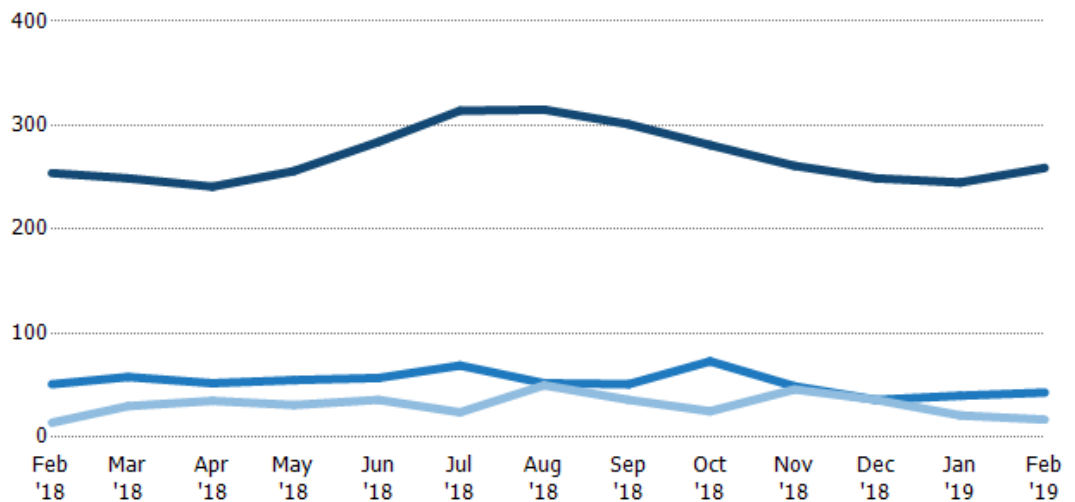
Current Year	10%	6%	12%	14%	11%	11%	8%	17%	13%	10%	18%	15%	8%
Prior Year	4%	5%	8%	8%	9%	13%	11%	11%	13%	18%	16%	8%	10%
Change from Prior Year	-6%	-1%	-5%	-6%	-2%	2%	4%	-6%	0%	8%	-3%	-7%	2%

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	254	249	241	256	284	314	315	301	281	261	249	245	259
Pending	51	58	52	55	57	69	52	51	73	49	36	40	43
Sold	14	30	35	31	36	24	50	36	25	46	36	21	17

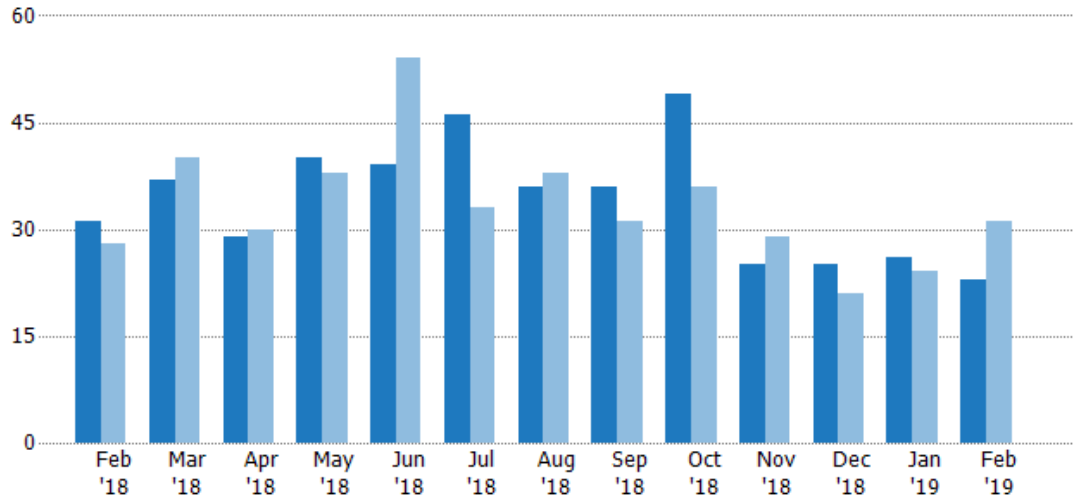
New Pending Sales

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.
Feb '19	23	-25.8%
Feb '18	31	10.7%
Feb '17	28	-17.9%



Current Year	31	37	29	40	39	46	36	36	49	25	25	26	23
Prior Year	28	40	30	38	54	33	38	31	36	29	21	24	31
Percent Change from Prior Year	11%	-8%	-3%	5%	-28%	39%	-5%	16%	36%	-14%	19%	8%	-26%

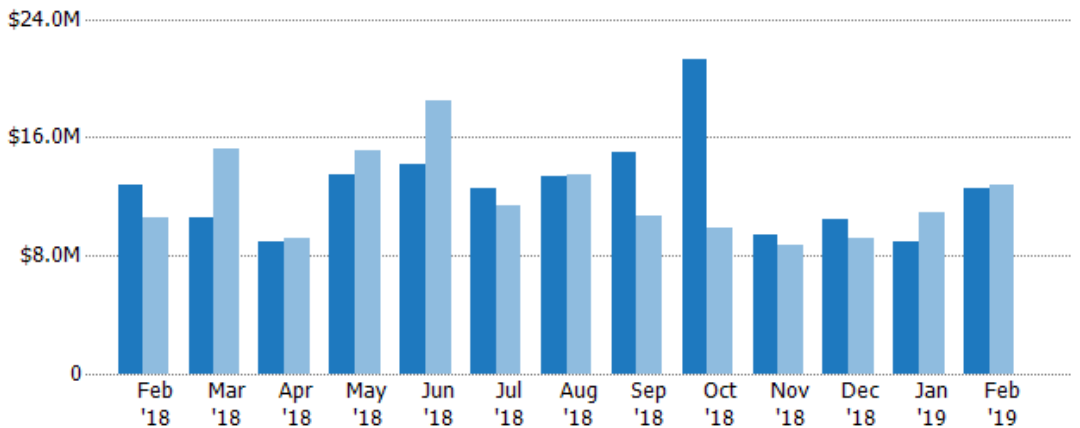
New Pending Sales Volume

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.
Feb '19	\$12.5M	-2.3%
Feb '18	\$12.8M	20.8%
Feb '17	\$10.6M	11.5%



Current Year	\$12.8M	\$10.6M	\$8.98M	\$13.5M	\$14.1M	\$12.5M	\$13.4M	\$15M	\$21.3M	\$9.45M	\$10.4M	\$8.94M	\$12.5M
Prior Year	\$10.6M	\$15.2M	\$9.14M	\$15.1M	\$18.5M	\$11.4M	\$13.5M	\$10.7M	\$9.89M	\$8.68M	\$9.16M	\$10.9M	\$12.8M
Percent Change from Prior Year	21%	-30%	-2%	-11%	-24%	10%	-1%	40%	116%	9%	14%	-18%	-2%

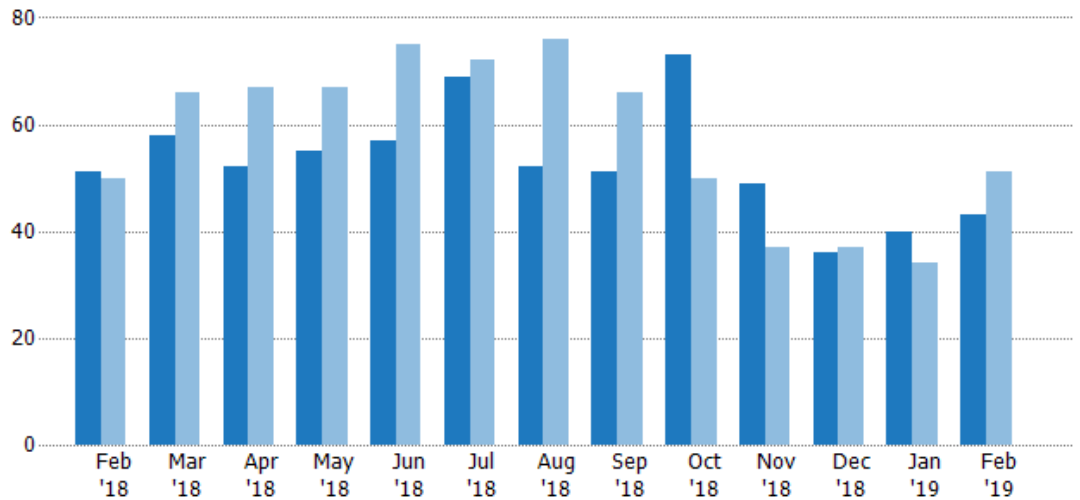
Pending Sales

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.
Feb '19	43	-15.7%
Feb '18	51	2%
Feb '17	50	12%



Current Year	51	58	52	55	57	69	52	51	73	49	36	40	43
Prior Year	50	66	67	67	75	72	76	66	50	37	37	34	51
Percent Change from Prior Year	2%	-12%	-22%	-18%	-24%	-4%	-32%	-23%	46%	32%	-3%	18%	-16%

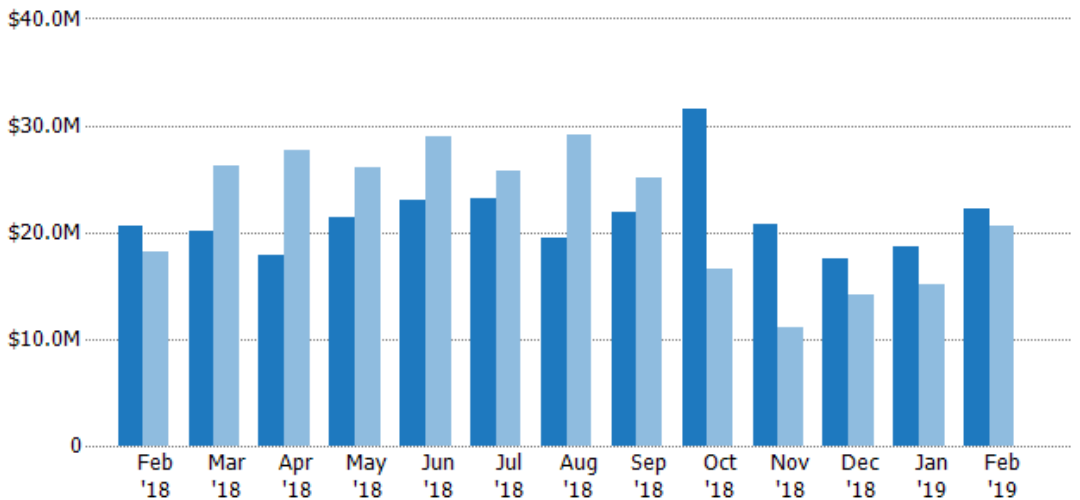
Pending Sales Volume

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.
Feb '19	\$22.2M	7.9%
Feb '18	\$20.5M	13.4%
Feb '17	\$18.1M	-0.3%



Current Year	\$20.5M	\$20.1M	\$17.8M	\$21.4M	\$22.9M	\$23.2M	\$19.5M	\$21.8M	\$31.5M	\$20.8M	\$17.6M	\$18.7M	\$22.2M
Prior Year	\$18.1M	\$26.2M	\$27.7M	\$26.1M	\$28.9M	\$25.7M	\$29.1M	\$25M	\$16.5M	\$11M	\$14.2M	\$15M	\$20.5M
Percent Change from Prior Year	13%	-23%	-36%	-18%	-21%	-10%	-33%	-13%	90%	89%	24%	24%	8%

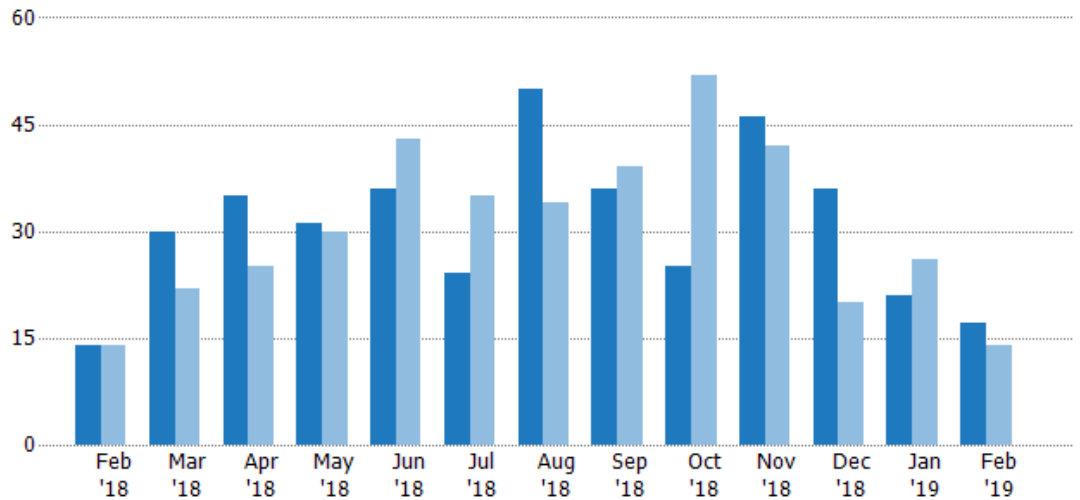
Closed Sales

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.
Feb '19	17	21.4%
Feb '18	14	0%
Feb '17	14	21.4%



Current Year	14	30	35	31	36	24	50	36	25	46	36	21	17
Prior Year	14	22	25	30	43	35	34	39	52	42	20	26	14
Percent Change from Prior Year	0%	36%	40%	3%	-16%	-31%	47%	-8%	-52%	10%	80%	-19%	21%

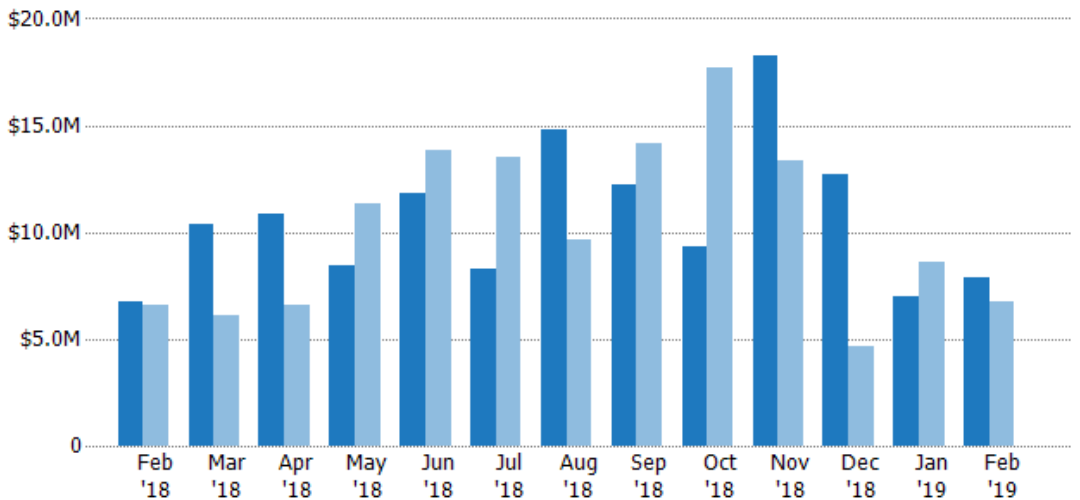
Closed Sales Volume

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.
Feb '19	\$7.89M	16.7%
Feb '18	\$6.76M	3.1%
Feb '17	\$6.56M	-14.1%



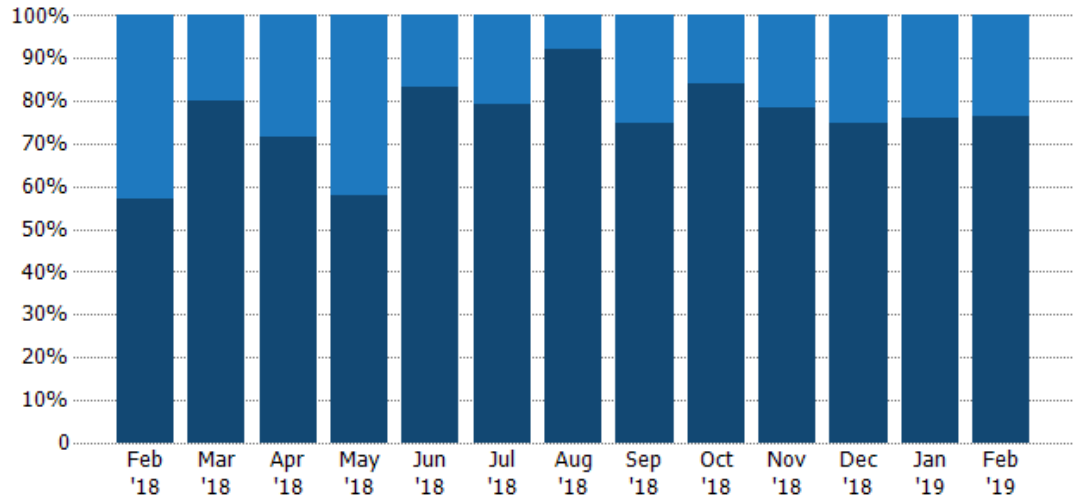
Current Year	\$6.76M	\$10.4M	\$10.8M	\$8.43M	\$11.8M	\$8.31M	\$14.8M	\$12.2M	\$9.33M	\$18.2M	\$12.7M	\$7M	\$7.89M
Prior Year	\$6.56M	\$6.13M	\$6.62M	\$11.4M	\$13.8M	\$13.5M	\$9.68M	\$14.1M	\$17.7M	\$13.4M	\$4.68M	\$8.58M	\$6.76M
Percent Change from Prior Year	3%	70%	64%	-26%	-14%	-39%	53%	-14%	-47%	36%	171%	-18%	17%

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



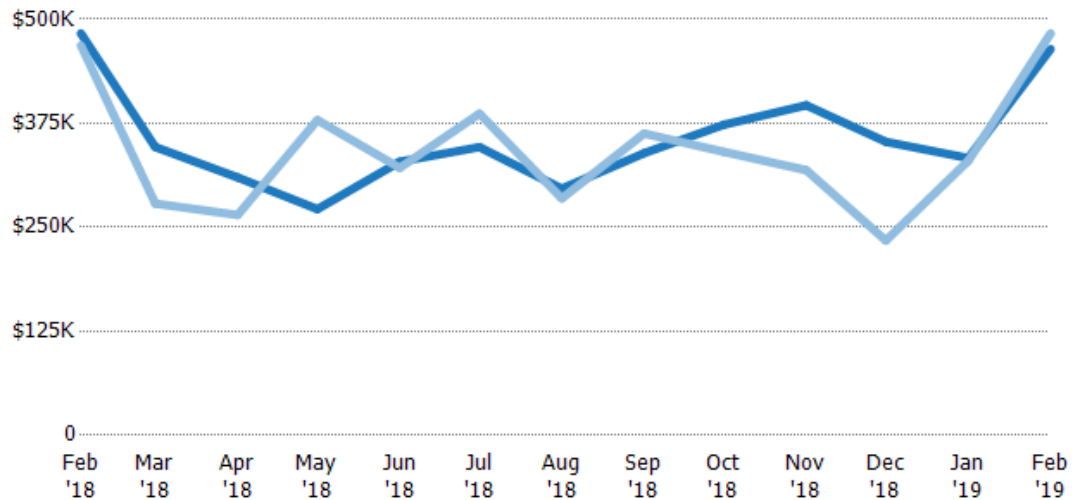
Condo/Townhouse	43%	20%	29%	42%	17%	21%	8%	25%	16%	22%	25%	24%	24%
Single Family Residence	57%	80%	71%	58%	83%	79%	92%	75%	84%	78%	75%	76%	76%

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	\$483K	\$346K	\$310K	\$272K	\$329K	\$346K	\$296K	\$339K	\$373K	\$397K	\$353K	\$333K	\$464K
Prior Year	\$469K	\$279K	\$265K	\$379K	\$321K	\$387K	\$285K	\$363K	\$341K	\$319K	\$234K	\$330K	\$483K
Percent Change from Prior Year	3%	24%	17%	-28%	2%	-10%	4%	-7%	10%	24%	51%	1%	-4%

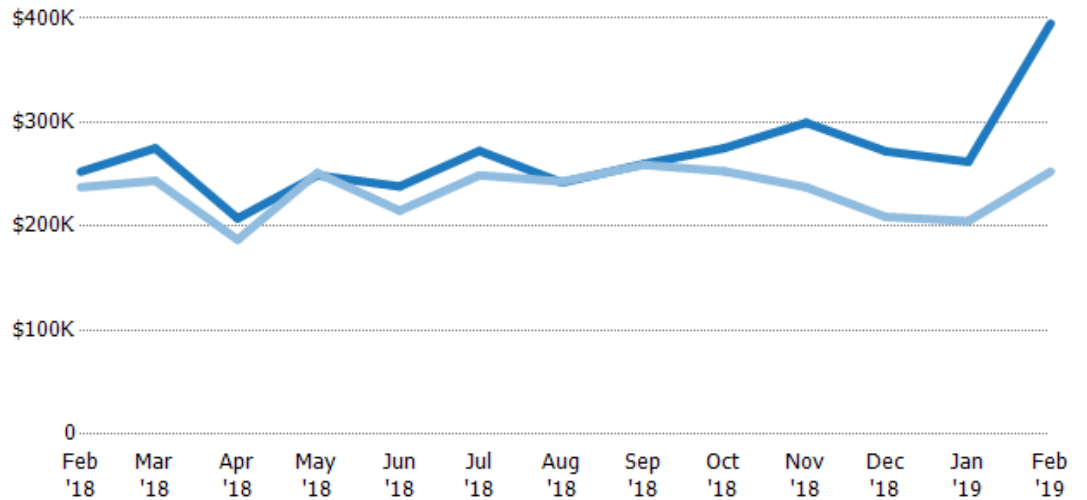
Median Sales Price

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.
Feb '19	\$395K	56.4%
Feb '18	\$253K	6.3%
Feb '17	\$238K	-3.2%



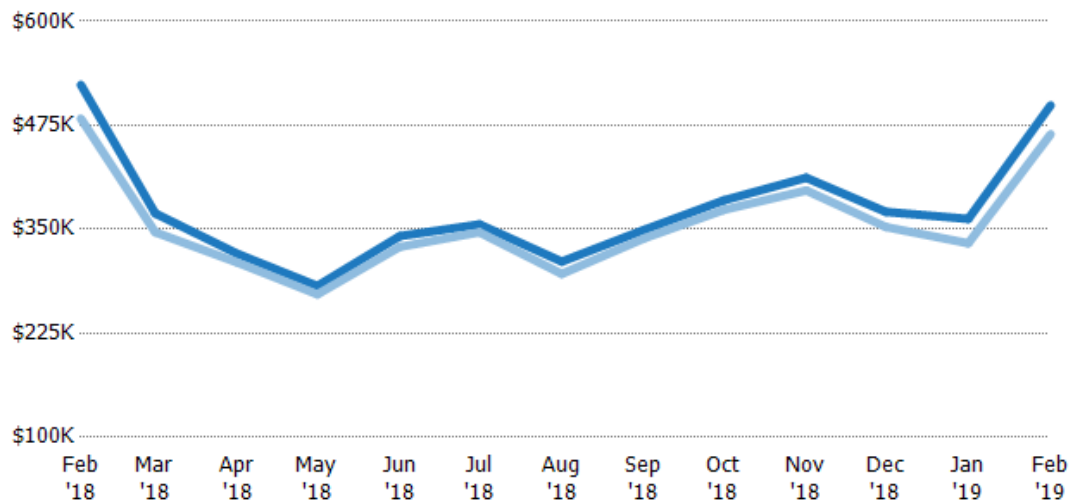
Current Year	\$253K	\$275K	\$208K	\$249K	\$238K	\$273K	\$242K	\$260K	\$275K	\$300K	\$272K	\$262K	\$395K
Prior Year	\$238K	\$244K	\$187K	\$251K	\$215K	\$249K	\$243K	\$259K	\$253K	\$238K	\$209K	\$205K	\$253K
Percent Change from Prior Year	6%	13%	11%	-1%	11%	9%	0%	0%	9%	26%	30%	28%	56%

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



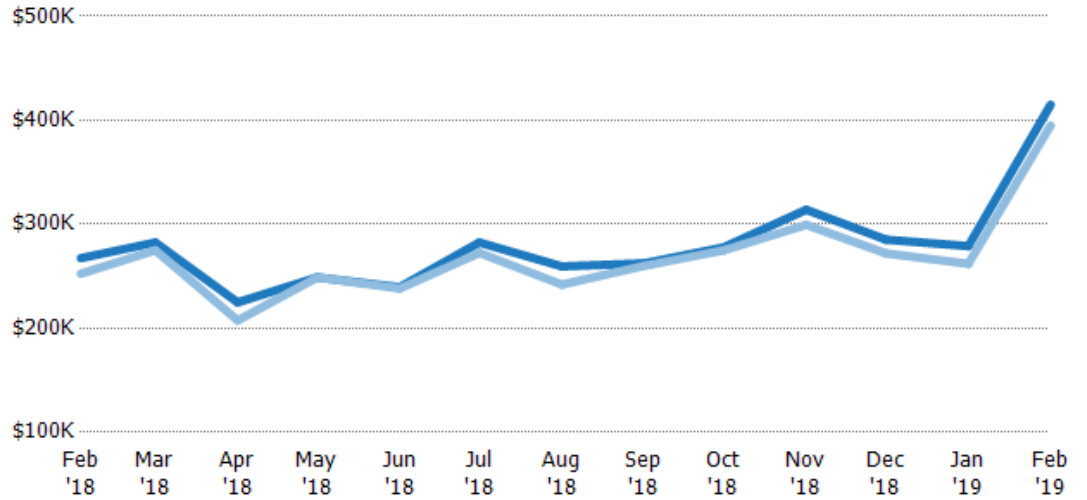
Avg List Price	\$524K	\$369K	\$320K	\$282K	\$342K	\$356K	\$311K	\$349K	\$385K	\$412K	\$371K	\$362K	\$499K
Avg Sales Price	\$483K	\$346K	\$310K	\$272K	\$329K	\$346K	\$296K	\$339K	\$373K	\$397K	\$353K	\$333K	\$464K
Avg Sales Price as a % of Avg List Price	92%	94%	97%	96%	96%	97%	95%	97%	97%	96%	95%	92%	93%

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



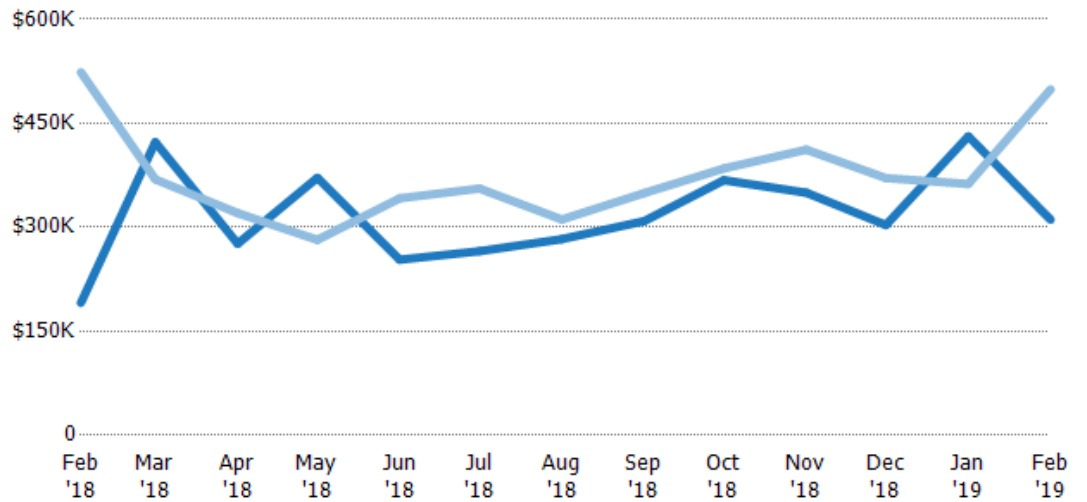
Median List Price	\$267K	\$283K	\$225K	\$249K	\$240K	\$283K	\$260K	\$262K	\$278K	\$314K	\$285K	\$279K	\$415K
Median Sales Price	\$253K	\$275K	\$208K	\$249K	\$238K	\$273K	\$242K	\$260K	\$275K	\$300K	\$272K	\$262K	\$395K
Med Sales Price as a % of Med List Price	94%	97%	92%	100%	99%	96%	93%	99%	99%	95%	95%	94%	95%

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



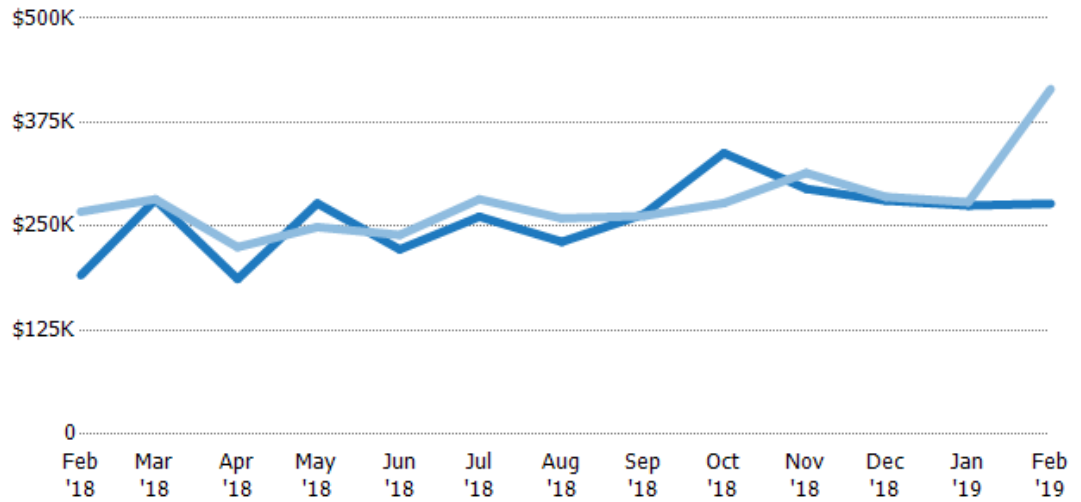
Avg Est Value	\$191K	\$423K	\$276K	\$371K	\$253K	\$265K	\$283K	\$309K	\$368K	\$350K	\$303K	\$431K	\$311K
Avg Sales Price	\$524K	\$369K	\$320K	\$282K	\$342K	\$356K	\$311K	\$349K	\$385K	\$412K	\$371K	\$362K	\$499K
Avg Sales Price as a % of Avg Est Value	274%	87%	116%	76%	135%	134%	110%	113%	105%	118%	122%	84%	161%

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



Median Est Value	\$191K	\$282K	\$187K	\$278K	\$222K	\$262K	\$231K	\$265K	\$338K	\$295K	\$281K	\$275K	\$277K
Median Sales Price	\$267K	\$283K	\$225K	\$249K	\$240K	\$283K	\$260K	\$262K	\$278K	\$314K	\$285K	\$279K	\$415K
Med Sales Price as a % of Med Est Value	140%	100%	121%	90%	108%	108%	112%	99%	82%	106%	102%	101%	150%