

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	Apr 2019	Apr 2018	+ / -	YTD 2019	YTD 2018	+ / -
Listing Activity Charts Metrics						
New Listing Count	16	35	-54.3%	148	135	+9.6%
New Listing Volume	\$4,812,900	\$11,788,450	-59.2%	\$60,468,000	\$44,255,250	+36.6%
Active Listing Count	—	241	—	N/A	N/A	
Active Listing Volume	—	\$115,445,449	—	N/A	N/A	
Average Listing Price	—	\$479,027	—	\$530,971	\$479,030	+10.8%
Median Listing Price	—	\$299,900	—	\$321,538	\$304,537	+5.6%
Median Days in RPR	—	201	—	153.1	189.97	-19.4%
Months of Inventory	—	8	-100%	7	13.3	-47.2%
Absorption Rate	—	12.45%	—	14.19%	7.49%	+6.7%
Sales Activity Charts Metrics						
New Pending Sales Count	17	29	-41.4%	114	121	-5.8%
New Pending Sales Volume	\$4,596,900	\$8,983,100	-48.8%	\$43,544,550	\$43,301,000	+0.6%
Pending Sales Count	—	52	—	N/A	N/A	
Pending Sales Volume	—	\$17,847,300	—	N/A	N/A	
Closed Sales Count	8	35	-77.1%	69	105	-34.3%
Closed Sales Volume	\$2,699,500	\$10,846,900	-75.1%	\$26,725,800	\$36,580,999	-26.9%
Average Sales Price	\$337,438	\$309,911	+8.9%	\$387,330	\$348,390	+11.2%
Median Sales Price	\$243,500	\$207,500	+17.3%	\$314,790	\$232,167	+35.6%

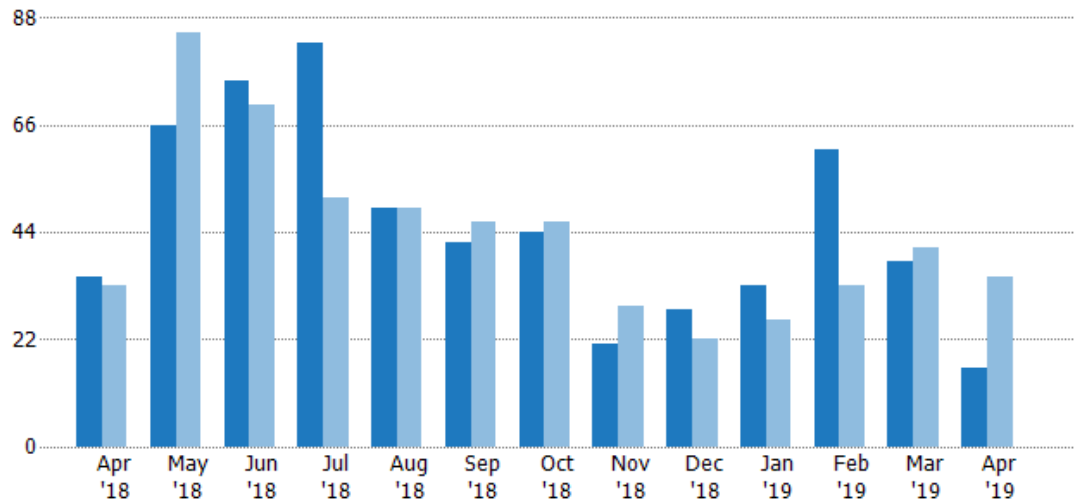
New Listings

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.
Apr '19	16	-54.3%
Apr '18	35	6.1%
Apr '17	33	72.7%



Current Year	35	66	75	83	49	42	44	21	28	33	61	38	16
Prior Year	33	85	70	51	49	46	46	29	22	26	33	41	35
Percent Change from Prior Year	6%	-22%	7%	63%	0%	-9%	-4%	-28%	27%	27%	85%	-7%	-54%

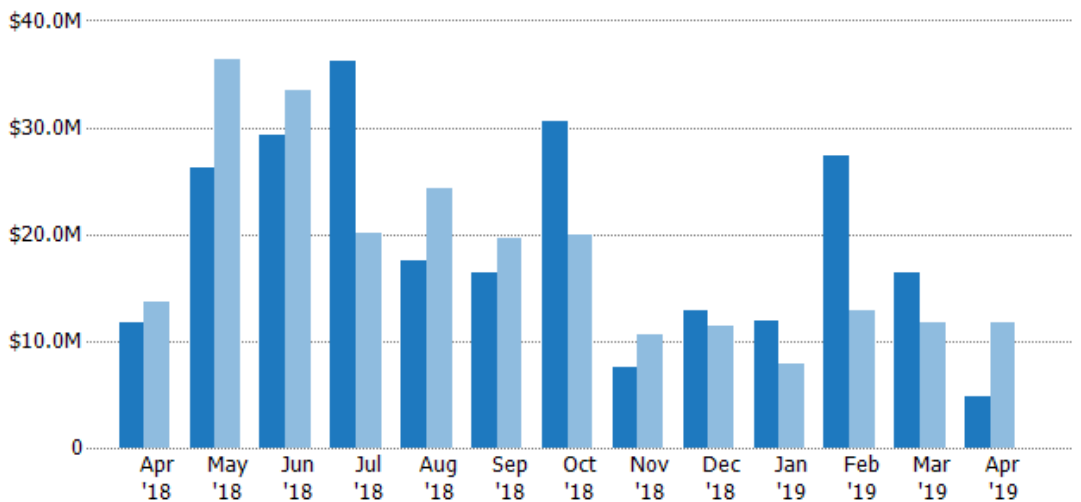
New Listing Volume

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.
Apr '19	\$4.81M	-59.2%
Apr '18	\$11.8M	-13.5%
Apr '17	\$13.6M	26.8%



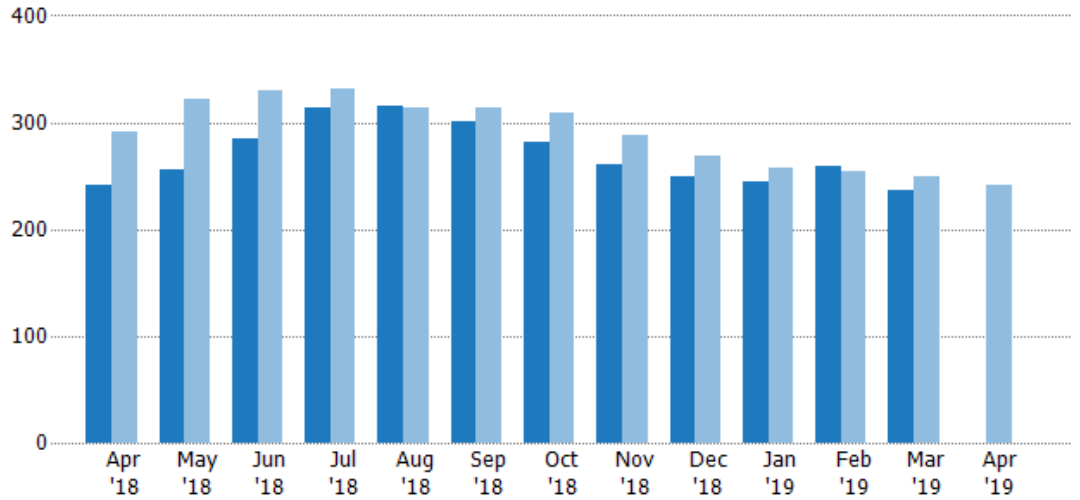
Current Year	\$11.8M	\$26.2M	\$29.4M	\$36.1M	\$17.6M	\$16.4M	\$30.6M	\$7.52M	\$12.8M	\$11.9M	\$27.4M	\$16.4M	\$4.81M
Prior Year	\$13.6M	\$36.4M	\$33.4M	\$20M	\$24.3M	\$19.6M	\$20M	\$10.6M	\$11.3M	\$7.88M	\$12.9M	\$11.7M	\$11.8M
Percent Change from Prior Year	-14%	-28%	-12%	80%	-28%	-16%	53%	-29%	13%	51%	112%	40%	-59%

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



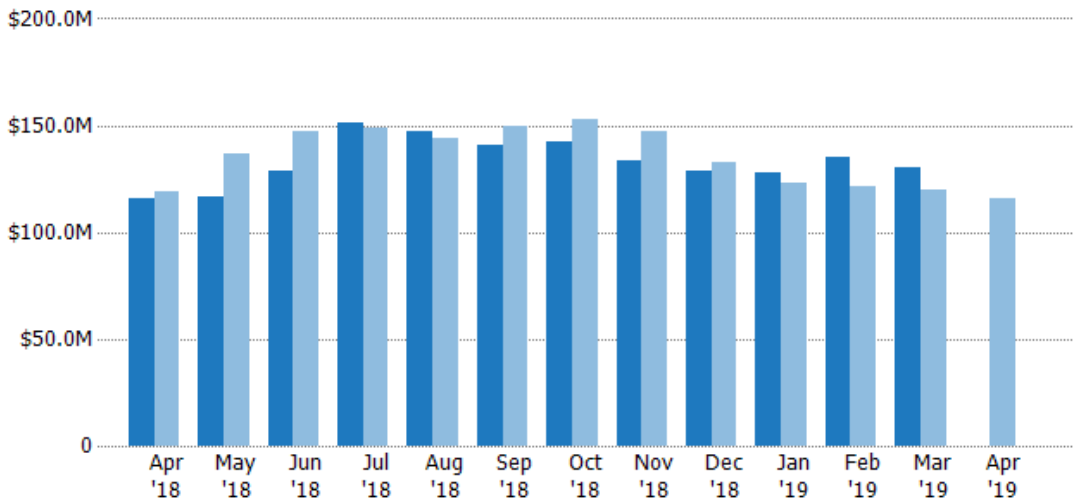
Current Year	241	256	284	314	315	301	281	261	249	245	259	236	-
Prior Year	291	322	330	331	313	313	309	288	268	257	254	249	241
Percent Change from Prior Year	-17%	-20%	-14%	-5%	1%	-4%	-9%	-9%	-7%	-5%	2%	-5%	-100%

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



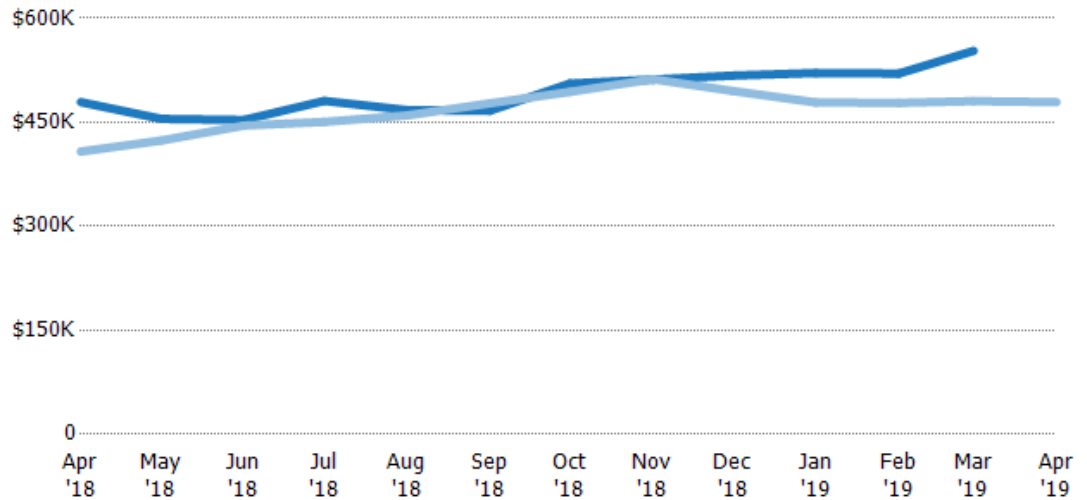
Current Year	\$115M	\$116M	\$129M	\$151M	\$147M	\$140M	\$142M	\$134M	\$129M	\$128M	\$135M	\$130M	-
Prior Year	\$119M	\$136M	\$147M	\$149M	\$144M	\$149M	\$153M	\$148M	\$133M	\$123M	\$121M	\$120M	\$115M
Percent Change from Prior Year	-3%	-15%	-12%	1%	2%	-6%	-7%	-9%	-3%	4%	11%	9%	-100%

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



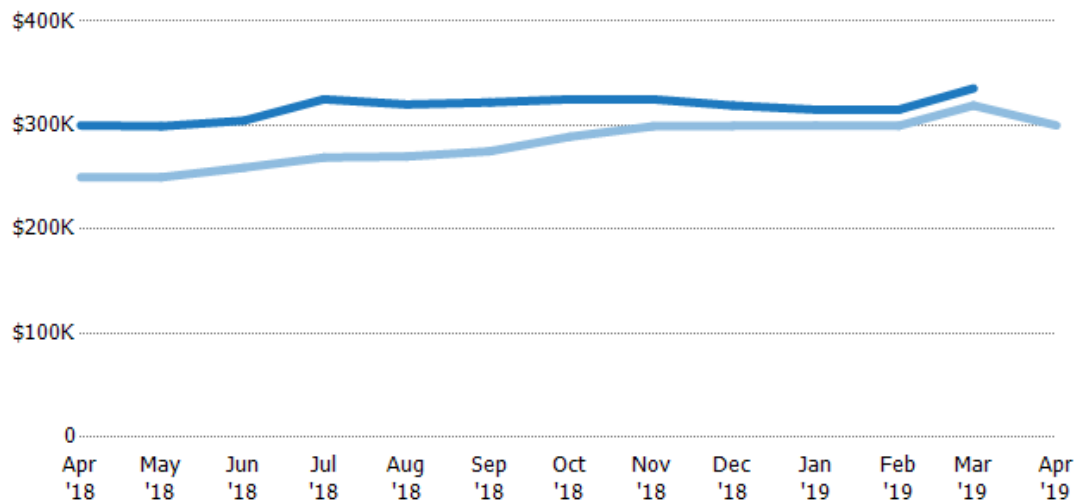
Current Year	\$479K	\$455K	\$453K	\$481K	\$468K	\$467K	\$506K	\$512K	\$517K	\$521K	\$520K	\$553K	-
Prior Year	\$408K	\$424K	\$445K	\$451K	\$460K	\$477K	\$494K	\$512K	\$495K	\$479K	\$478K	\$480K	\$479K
Percent Change from Prior Year	17%	7%	2%	7%	2%	-2%	2%	0%	4%	9%	9%	15%	-100%

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



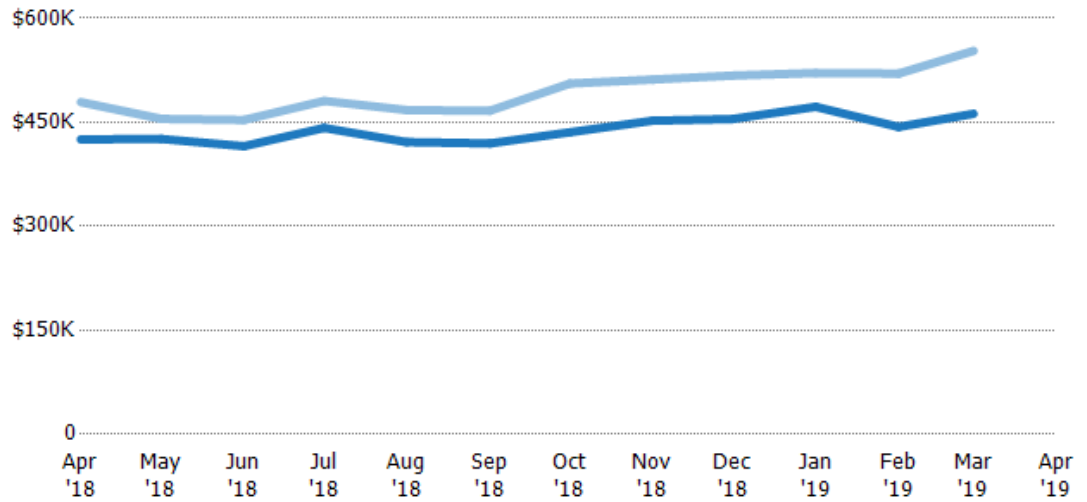
Current Year	\$300K	\$299K	\$304K	\$325K	\$320K	\$322K	\$325K	\$325K	\$319K	\$315K	\$315K	\$336K	-
Prior Year	\$250K	\$250K	\$259K	\$269K	\$270K	\$275K	\$289K	\$299K	\$299K	\$300K	\$299K	\$319K	\$300K
Percent Change from Prior Year	20%	20%	17%	21%	19%	17%	12%	9%	7%	5%	5%	5%	-100%

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



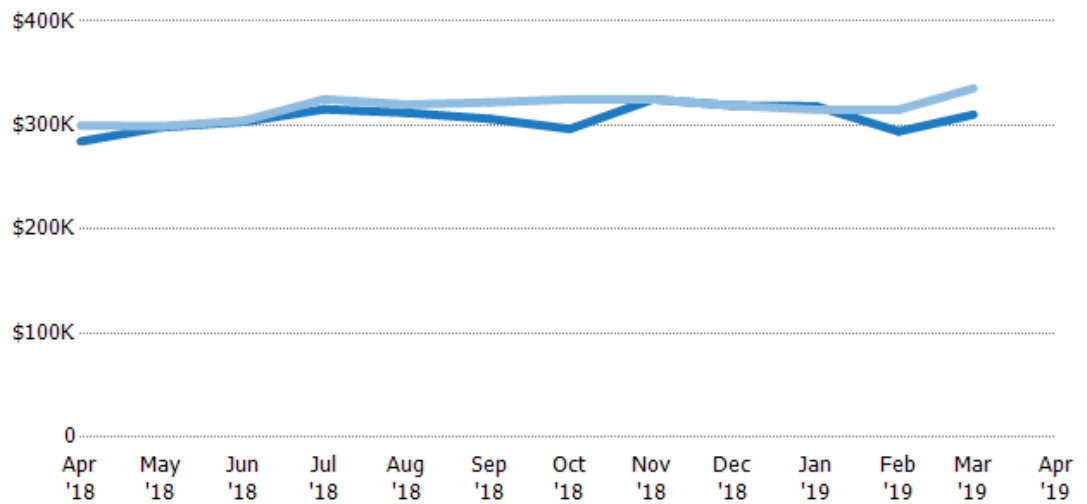
Avg Est Value	\$425K	\$426K	\$416K	\$442K	\$421K	\$420K	\$436K	\$452K	\$455K	\$472K	\$443K	\$462K	-
Avg Listing Price	\$479K	\$455K	\$453K	\$481K	\$468K	\$467K	\$506K	\$512K	\$517K	\$521K	\$520K	\$553K	-
Avg Listing Price as a % of Avg Est Value	113%	107%	109%	109%	111%	111%	116%	113%	114%	110%	117%	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



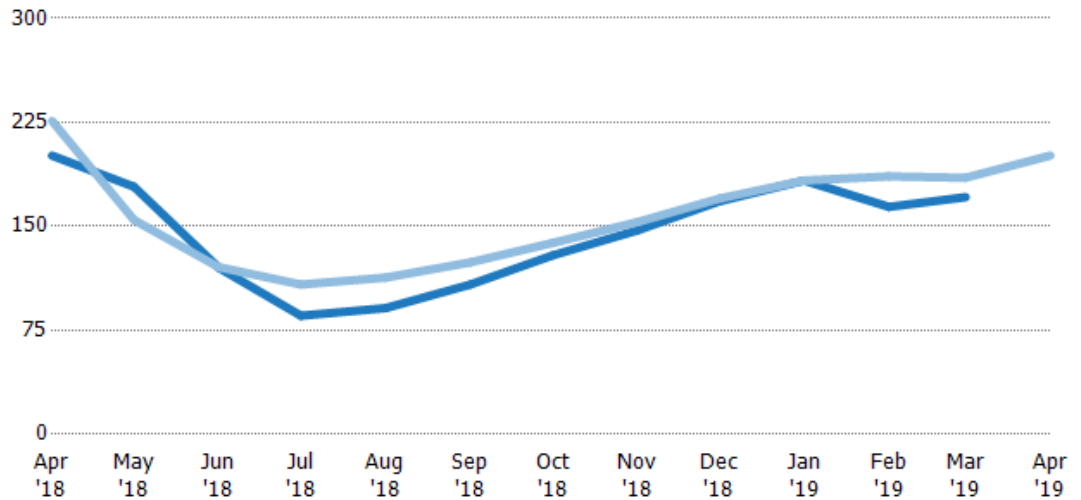
Median Est Value	\$285K	\$298K	\$303K	\$315K	\$312K	\$306K	\$296K	\$325K	\$319K	\$318K	\$294K	\$310K	-
Median Listing Price	\$300K	\$299K	\$304K	\$325K	\$320K	\$322K	\$325K	\$325K	\$319K	\$315K	\$315K	\$336K	-
Med Listing Price as a % of Med Est Value	105%	100%	100%	103%	103%	105%	110%	100%	100%	99%	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



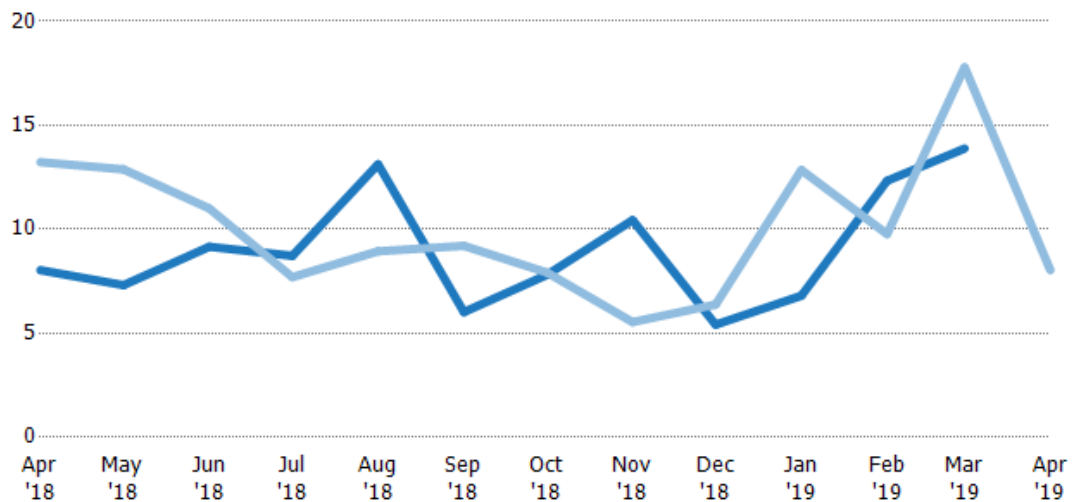
Current Year	201	179	120	85.5	91	108	129	147	168	183	164	171	-
Prior Year	226	155	121	108	113	124	138	153	170	183	186	185	201
Percent Change from Prior Year	-11%	16%	0%	-21%	-19%	-13%	-7%	-4%	-1%	0%	-12%	-8%	-100%

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



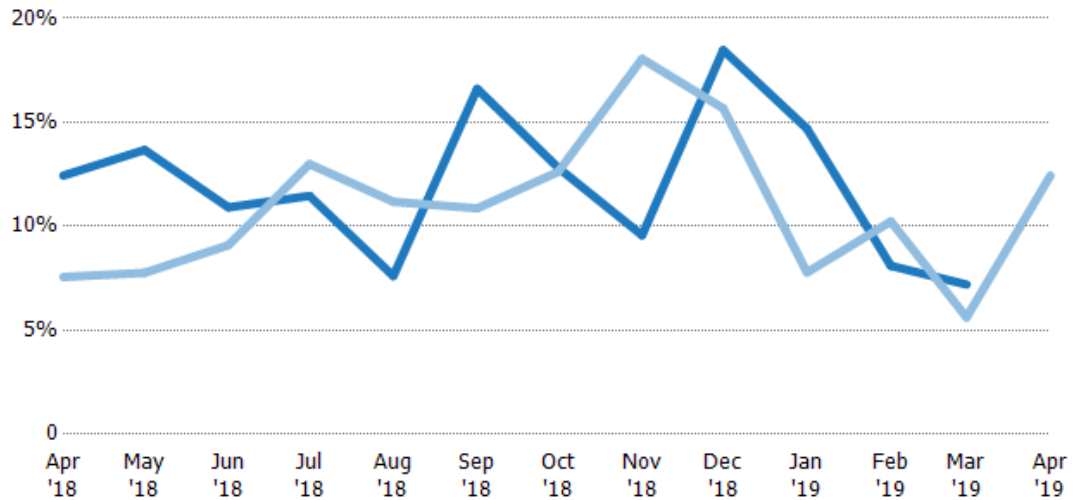
Current Year	8.03	7.31	9.16	8.72	13.1	6.02	7.81	10.4	5.41	6.81	12.3	13.9	-
Prior Year	13.2	12.9	11	7.7	8.94	9.21	7.92	5.54	6.38	12.9	9.77	17.8	8.03
Percent Change from Prior Year	-39%	-43%	-17%	13%	47%	-35%	-1%	89%	-15%	-47%	26%	-22%	-100%

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



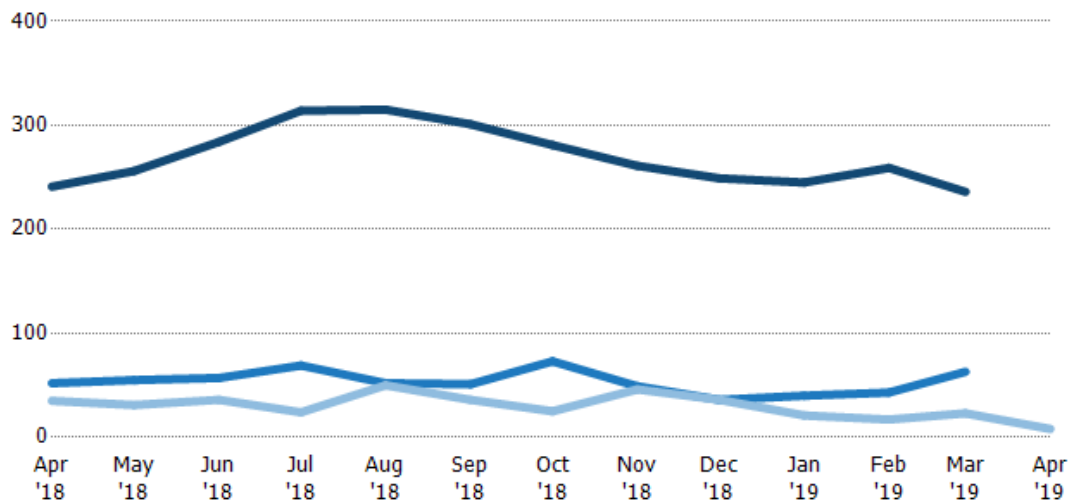
Current Year	12%	14%	11%	11%	8%	17%	13%	10%	18%	15%	8%	7%	-
Prior Year	8%	8%	9%	13%	11%	11%	13%	18%	16%	8%	10%	6%	12%
Change from Prior Year	-5%	-6%	-2%	2%	4%	-6%	0%	8%	-3%	-7%	2%	-2%	12%

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	241	256	284	314	315	301	281	261	249	245	259	236	-
Pending	52	55	57	69	52	51	73	49	36	40	43	63	-
Sold	35	31	36	24	50	36	25	46	36	21	17	23	8

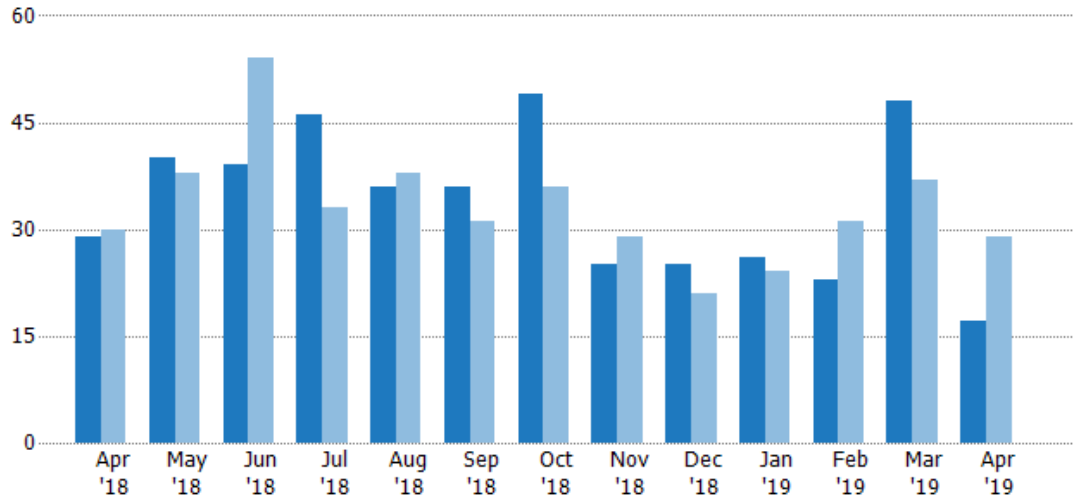
New Pending Sales

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.
Apr '19	17	-41.4%
Apr '18	29	-3.3%
Apr '17	30	-10%



Current Year	29	40	39	46	36	36	49	25	25	26	23	48	17
Prior Year	30	38	54	33	38	31	36	29	21	24	31	37	29
Percent Change from Prior Year	-3%	5%	-28%	39%	-5%	16%	36%	-14%	19%	8%	-26%	30%	-41%

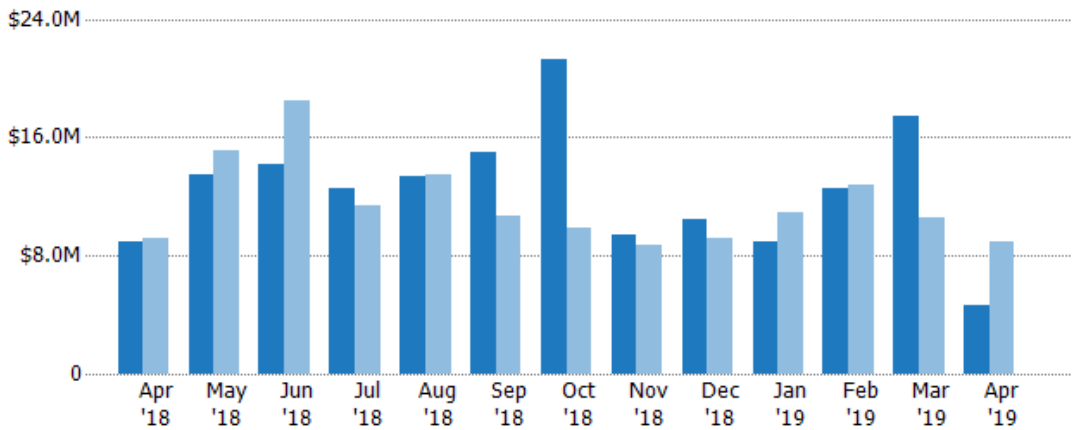
New Pending Sales Volume

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.
Apr '19	\$4.6M	-48.8%
Apr '18	\$8.98M	-1.7%
Apr '17	\$9.14M	-34.9%



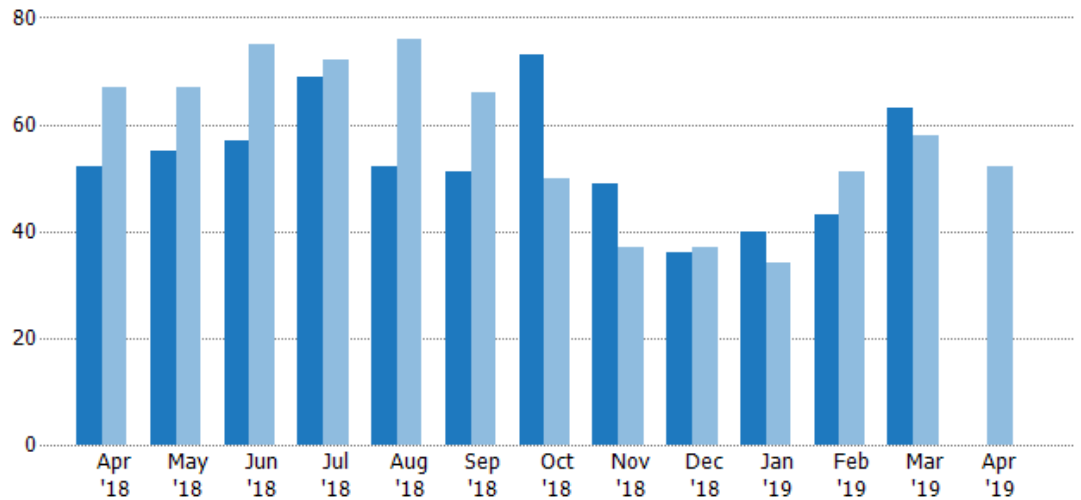
Current Year	\$8.98M	\$13.5M	\$14.1M	\$12.5M	\$13.4M	\$15M	\$21.3M	\$9.45M	\$10.4M	\$8.94M	\$12.5M	\$17.5M	\$4.6M
Prior Year	\$9.14M	\$15.1M	\$18.5M	\$11.4M	\$13.5M	\$10.7M	\$9.89M	\$8.68M	\$9.16M	\$10.9M	\$12.8M	\$10.6M	\$8.98M
Percent Change from Prior Year	-2%	-11%	-24%	10%	-1%	40%	116%	9%	14%	-18%	-2%	65%	-49%

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



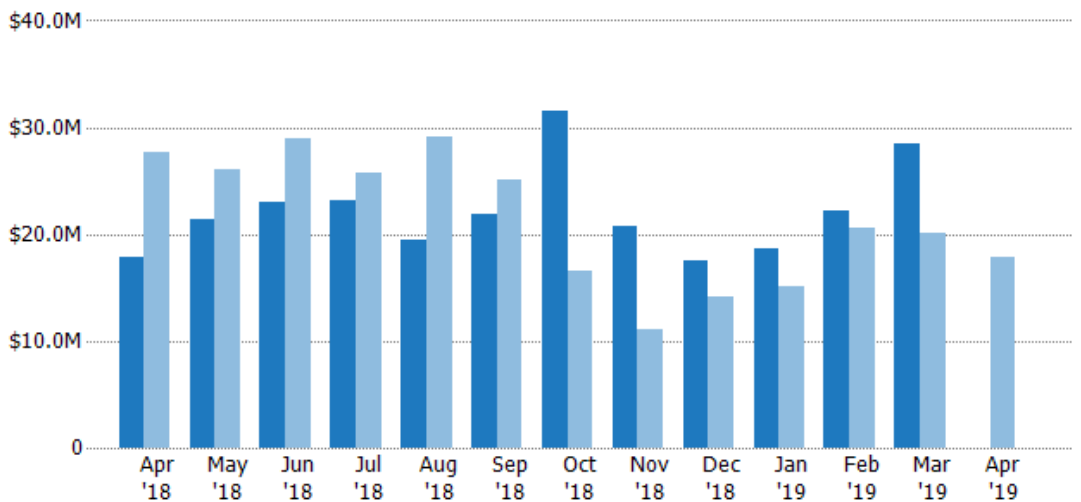
Current Year	52	55	57	69	52	51	73	49	36	40	43	63	-
Prior Year	67	67	75	72	76	66	50	37	37	34	51	58	52
Percent Change from Prior Year	-22%	-18%	-24%	-4%	-32%	-23%	46%	32%	-3%	18%	-16%	9%	-100%

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



Current Year	\$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	\$27.7M	\$26.1M	\$28.9M	\$25.7M	\$29.1M	\$25M	\$16.5M	\$11M	\$14.2M	\$15M	\$20.5M	\$20.1M	\$17.8M
Percent Change from Prior Year	-36%	-18%	-21%	-10%	-33%	-13%	90%	89%	24%	24%	8%	42%	-100%

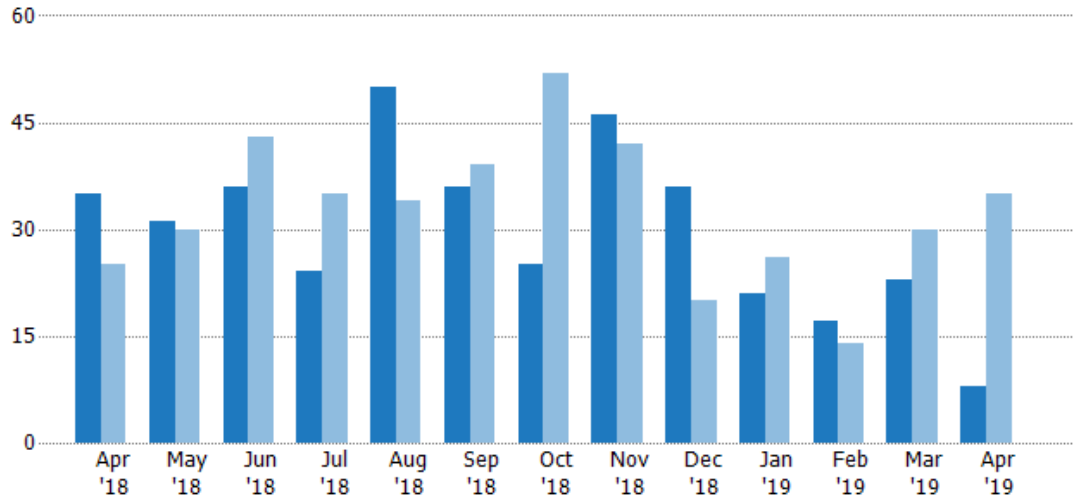
Closed Sales

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.
Apr '19	8	-77.1%
Apr '18	35	40%
Apr '17	25	0%



Current Year	35	31	36	24	50	36	25	46	36	21	17	23	8
Prior Year	25	30	43	35	34	39	52	42	20	26	14	30	35
Percent Change from Prior Year	40%	3%	-16%	-31%	47%	-8%	-52%	10%	80%	-19%	21%	-23%	-77%

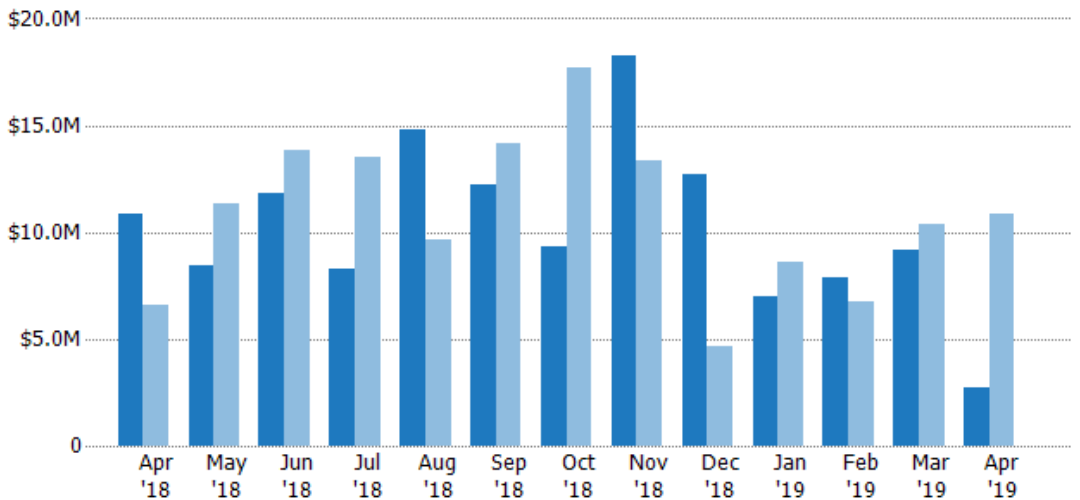
Closed Sales Volume

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.
Apr '19	\$2.7M	-75.1%
Apr '18	\$10.8M	63.9%
Apr '17	\$6.62M	18.3%



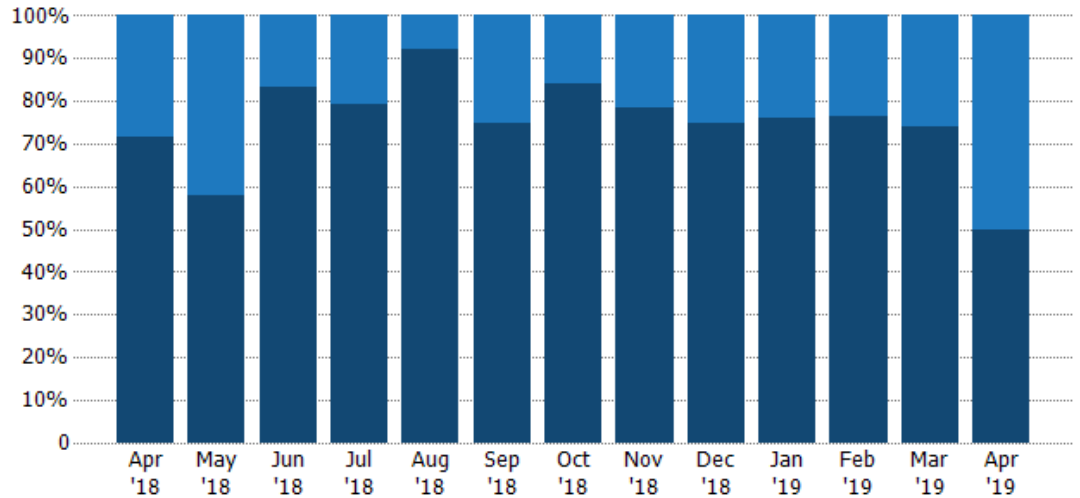
Current Year	\$10.8M	\$8.43M	\$11.8M	\$8.31M	\$14.8M	\$12.2M	\$9.33M	\$18.2M	\$12.7M	\$7M	\$7.89M	\$9.14M	\$2.7M
Prior Year	\$6.62M	\$11.4M	\$13.8M	\$13.5M	\$9.68M	\$14.1M	\$17.7M	\$13.4M	\$4.68M	\$8.58M	\$6.76M	\$10.4M	\$10.8M
Percent Change from Prior Year	64%	-26%	-14%	-39%	53%	-14%	-47%	36%	171%	-18%	17%	-12%	-75%

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	29%	42%	17%	21%	8%	25%	16%	22%	25%	24%	24%	26%	50%
Single Family Residence	71%	58%	83%	79%	92%	75%	84%	78%	75%	76%	76%	74%	50%

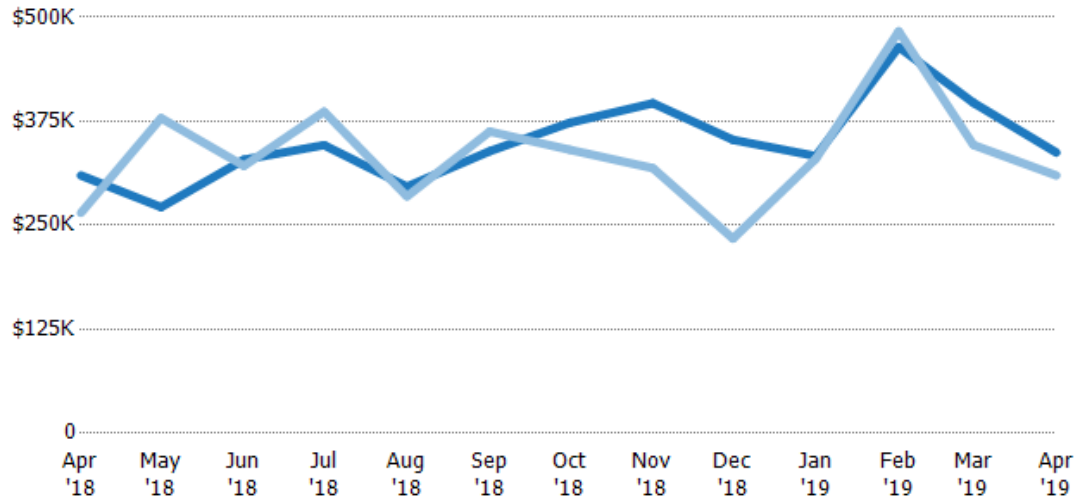
Average Sales Price

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

Month/ Year	Price	% Chg.
Apr '19	\$337K	8.9%
Apr '18	\$310K	17%
Apr '17	\$265K	18.3%



Current Year	\$310K	\$272K	\$329K	\$346K	\$296K	\$339K	\$373K	\$397K	\$353K	\$333K	\$464K	\$397K	\$337K
Prior Year	\$265K	\$379K	\$321K	\$387K	\$285K	\$363K	\$341K	\$319K	\$234K	\$330K	\$483K	\$346K	\$310K
Percent Change from Prior Year	17%	-28%	2%	-10%	4%	-7%	10%	24%	51%	1%	-4%	15%	9%

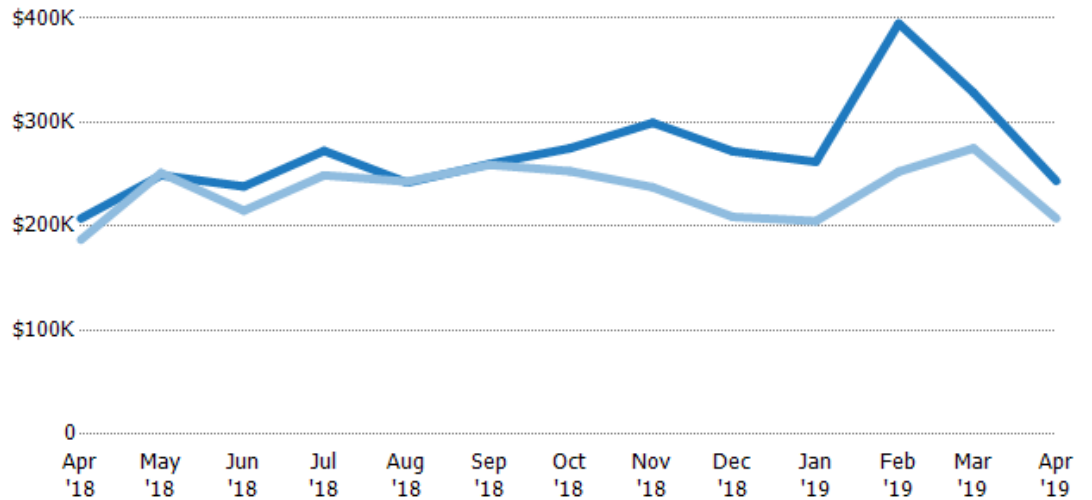
Median Sales Price

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.
Apr '19	\$244K	17.3%
Apr '18	\$208K	11%
Apr '17	\$187K	57.8%



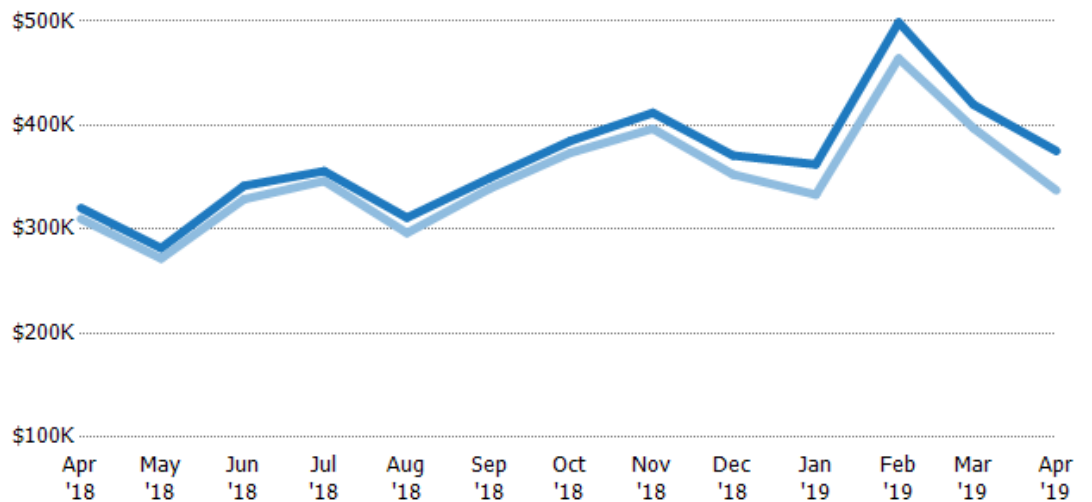
Current Year	\$208K	\$249K	\$238K	\$273K	\$242K	\$260K	\$275K	\$300K	\$272K	\$262K	\$395K	\$329K	\$244K
Prior Year	\$187K	\$251K	\$215K	\$249K	\$243K	\$259K	\$253K	\$238K	\$209K	\$205K	\$253K	\$275K	\$208K
Percent Change from Prior Year	11%	-1%	11%	9%	0%	0%	9%	26%	30%	28%	56%	19%	17%

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



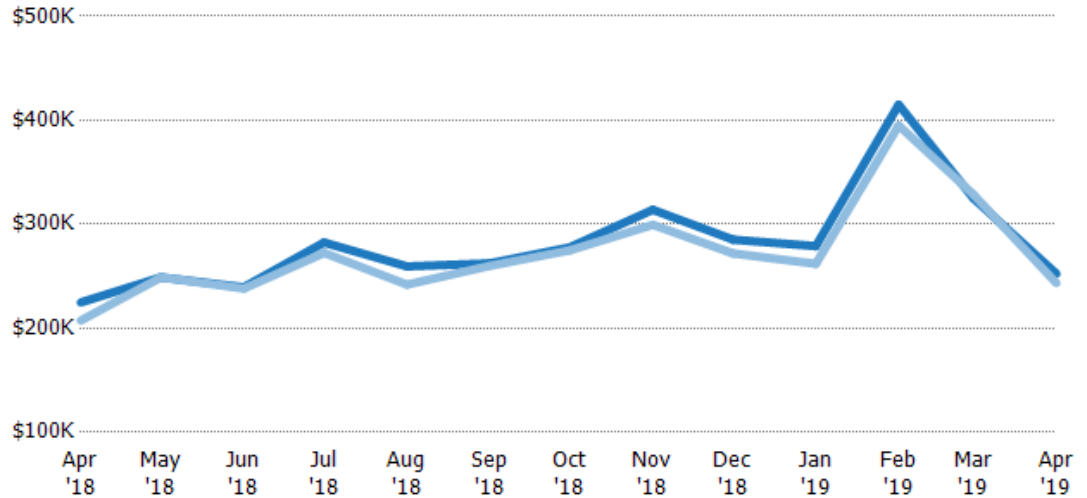
Avg List Price	\$320K	\$282K	\$342K	\$356K	\$311K	\$349K	\$385K	\$412K	\$371K	\$362K	\$499K	\$420K	\$375K
Avg Sales Price	\$310K	\$272K	\$329K	\$346K	\$296K	\$339K	\$373K	\$397K	\$353K	\$333K	\$464K	\$397K	\$337K
Avg Sales Price as a % of Avg List Price	97%	96%	96%	97%	95%	97%	97%	96%	95%	92%	93%	95%	90%

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



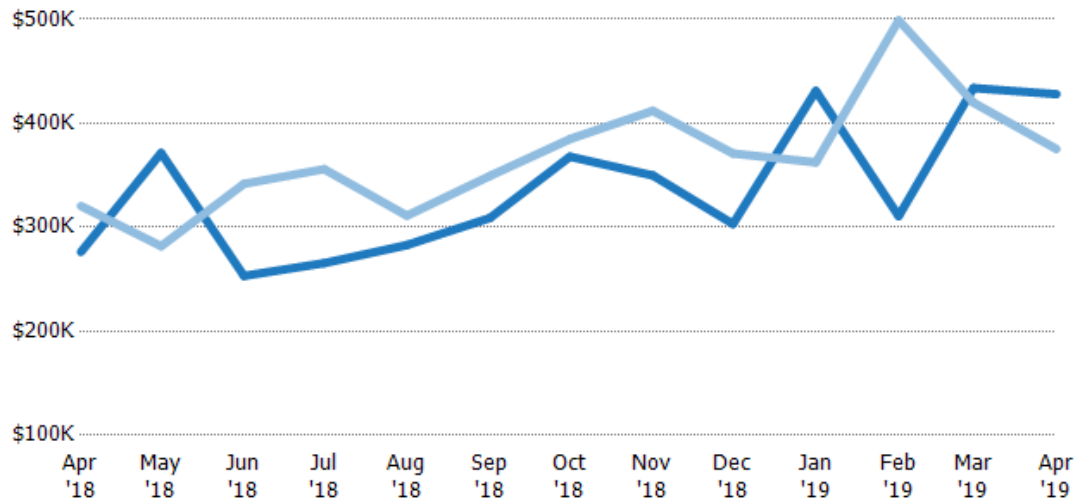
Median List Price	\$225K	\$249K	\$240K	\$283K	\$260K	\$262K	\$278K	\$314K	\$285K	\$279K	\$415K	\$325K	\$252K
Median Sales Price	\$208K	\$249K	\$238K	\$273K	\$242K	\$260K	\$275K	\$300K	\$272K	\$262K	\$395K	\$329K	\$244K
Med Sales Price as a % of Med List Price	92%	100%	99%	96%	93%	99%	99%	95%	95%	94%	95%	101%	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.

Filters Used

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



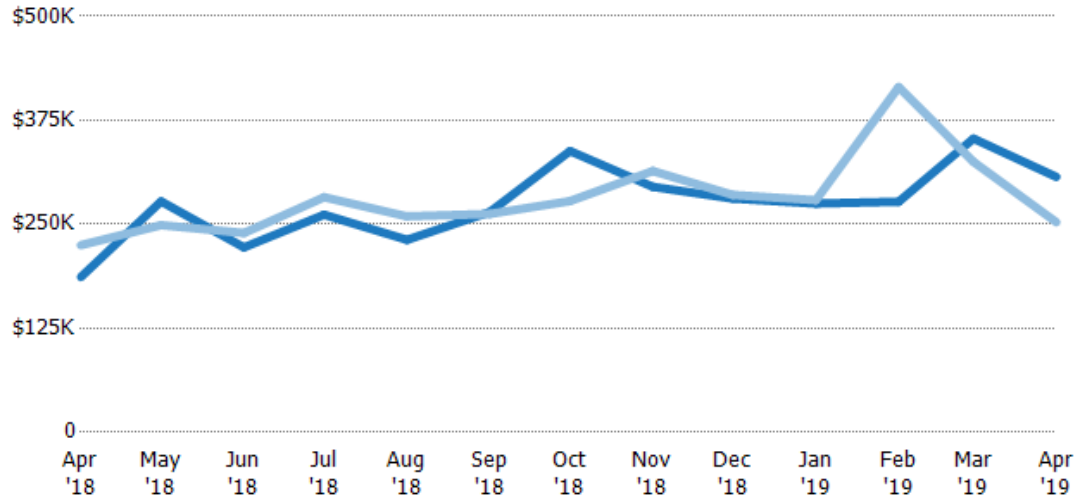
Avg Est Value	\$276K	\$371K	\$253K	\$265K	\$283K	\$309K	\$368K	\$350K	\$303K	\$431K	\$311K	\$434K	\$428K
Avg Sales Price	\$320K	\$282K	\$342K	\$356K	\$311K	\$349K	\$385K	\$412K	\$371K	\$362K	\$499K	\$420K	\$375K
Avg Sales Price as a % of Avg Est Value	116%	76%	135%	134%	110%	113%	105%	118%	122%	84%	161%	97%	88%

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	\$187K	\$278K	\$222K	\$262K	\$231K	\$265K	\$338K	\$295K	\$281K	\$275K	\$277K	\$353K	\$307K
Median Sales Price	\$225K	\$249K	\$240K	\$283K	\$260K	\$262K	\$278K	\$314K	\$285K	\$279K	\$415K	\$325K	\$252K
Med Sales Price as a % of Med Est Value	121%	90%	108%	108%	112%	99%	82%	106%	102%	101%	150%	92%	82%