

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	Jun 2019	Jun 2018	+ / -	YTD 2019	YTD 2018	+ / -
Listing Activity Charts Metrics						
New Listing Count	83	75	+10.7%	303	270	+12.2%
New Listing Volume	\$40,182,800	\$29,046,887	+38.3%	\$129,562,505	\$93,429,136	+38.7%
Active Listing Count	273	277	-1.4%	N/A	N/A	
Active Listing Volume	\$143,259,094	\$120,317,685	+19.1%	N/A	N/A	
Average Listing Price	\$524,759	\$434,360	+20.8%	\$526,181	\$453,524	+16%
Median Listing Price	\$339,000	\$299,000	+13.4%	\$328,583	\$295,745	+11.1%
Median Days in RPR	103	121	-14.9%	156.78	171.78	-8.7%
Months of Inventory	9.1	9.2	-1.4%	9.1	10.3	-11.8%
Absorption Rate	10.99%	10.83%	+0.2%	11.03%	9.73%	+1.3%
Sales Activity Charts Metrics						
New Pending Sales Count	41	39	+5.1%	205	201	+2%
New Pending Sales Volume	\$19,909,600	\$14,122,600	+41%	\$79,531,350	\$71,121,850	+11.8%
Pending Sales Count	56	55	+1.8%	N/A	N/A	
Pending Sales Volume	\$23,748,900	\$21,640,450	+9.7%	N/A	N/A	
Closed Sales Count	43	36	+19.4%	152	171	-11.1%
Closed Sales Volume	\$14,688,327	\$11,837,850	+24.1%	\$53,611,777	\$56,871,629	-5.7%
Average Sales Price	\$341,589	\$328,829	+3.9%	\$352,709	\$332,583	+6.1%
Median Sales Price	\$262,000	\$238,250	+10%	\$269,490	\$237,102	+13.7%

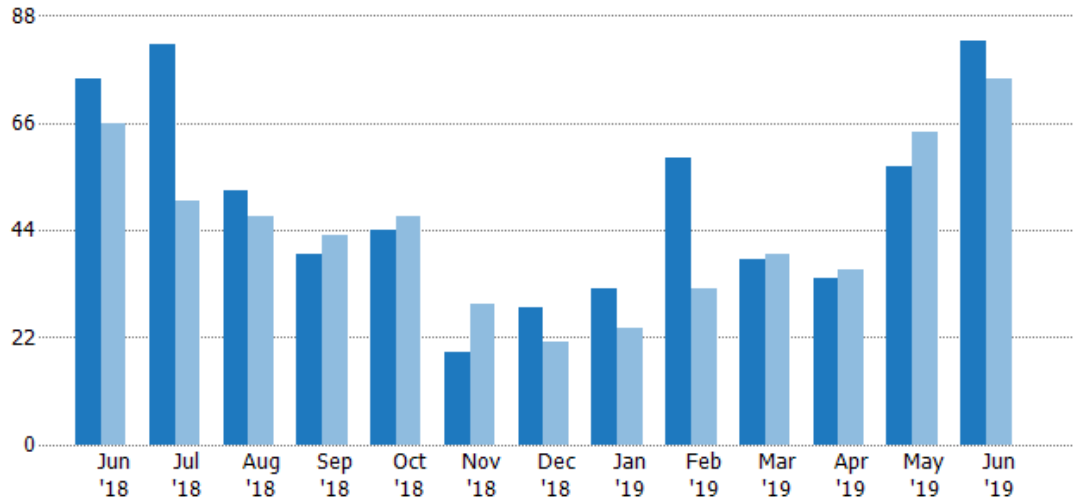
New Listings

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.
Jun '19	83	10.7%
Jun '18	75	13.6%
Jun '17	66	-6.1%



	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19
Current Year	75	82	52	39	44	19	28	32	59	38	34	57	83
Prior Year	66	50	47	43	47	29	21	24	32	39	36	64	75
Percent Change from Prior Year	14%	64%	11%	-9%	-6%	-34%	33%	33%	84%	-3%	-6%	-11%	11%

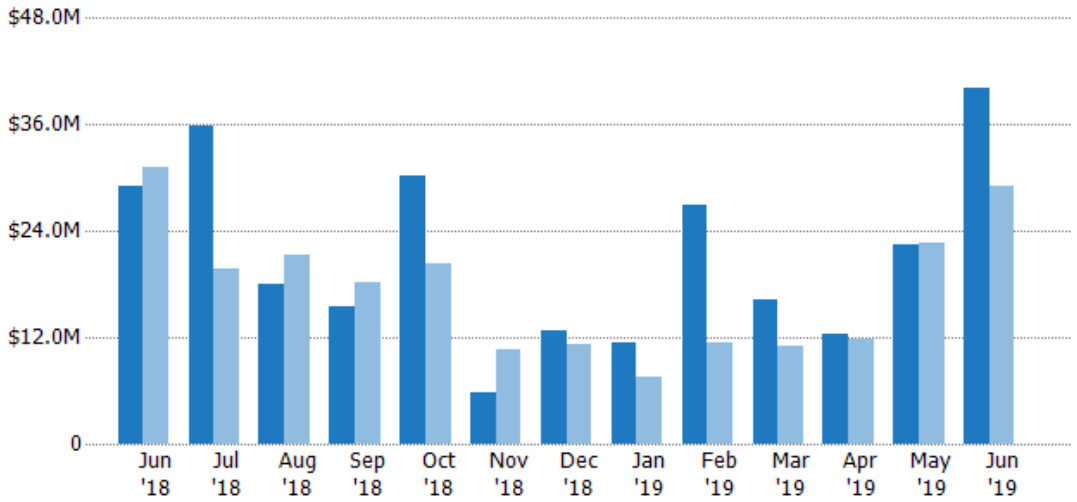
New Listing Volume

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.
Jun '19	\$40.2M	38.3%
Jun '18	\$29M	-6.9%
Jun '17	\$31.2M	10%



	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19
Current Year	\$29M	\$35.8M	\$18.1M	\$15.5M	\$30.3M	\$5.78M	\$12.7M	\$11.4M	\$26.9M	\$16.3M	\$12.3M	\$22.5M	\$40.2M
Prior Year	\$31.2M	\$19.8M	\$21.3M	\$18.3M	\$20.4M	\$10.6M	\$11.2M	\$7.45M	\$11.4M	\$11.1M	\$11.9M	\$22.6M	\$29M
Percent Change from Prior Year	-7%	81%	-15%	-15%	48%	-45%	13%	54%	136%	47%	3%	0%	38%

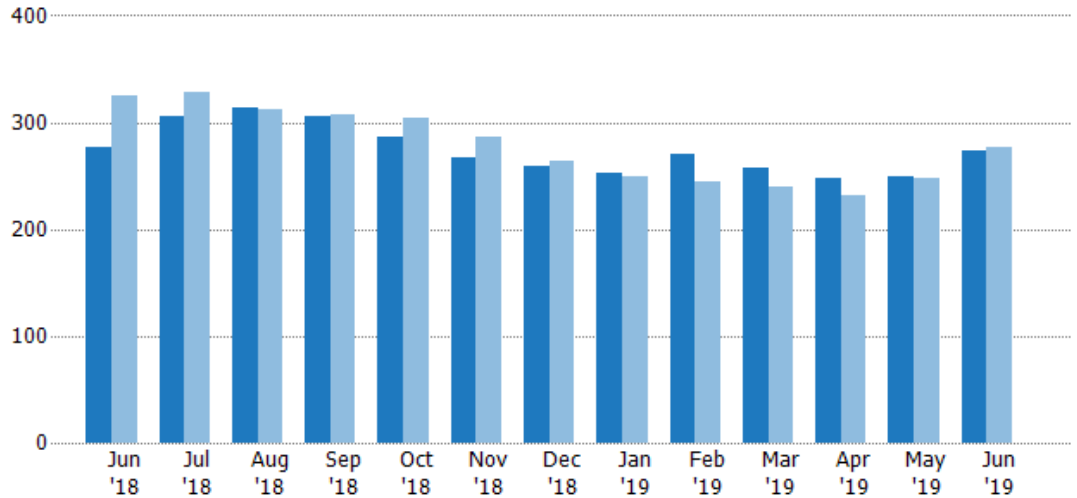
Active Listings

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.
Jun '19	273	-1.4%
Jun '18	277	-14.8%
Jun '17	325	0.9%



	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19
Current Year	277	306	314	305	286	267	259	253	270	257	248	249	273
Prior Year	325	329	312	307	304	287	264	250	245	239	231	248	277
Percent Change from Prior Year	-15%	-7%	1%	-1%	-6%	-7%	-2%	1%	10%	8%	7%	0%	-1%

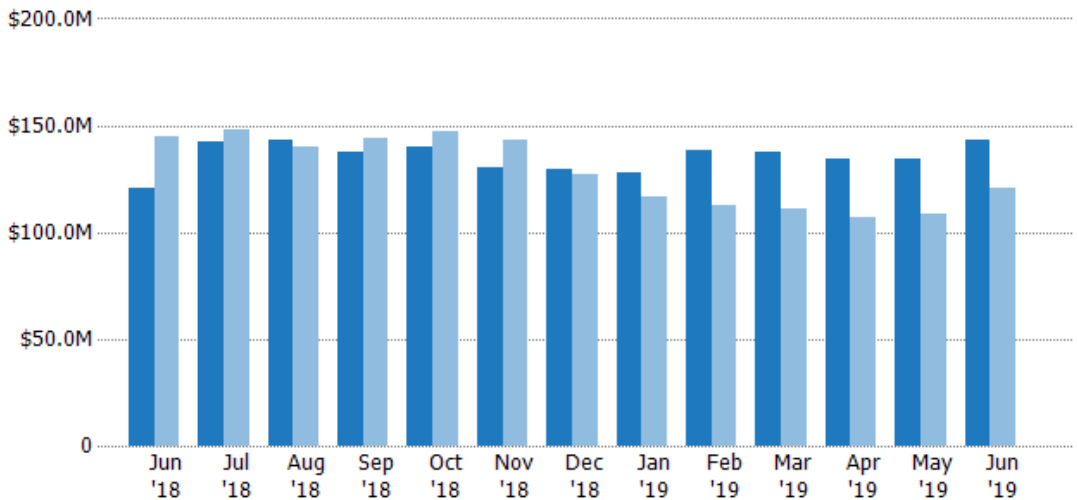
Active Listing Volume

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.
Jun '19	\$143M	19.1%
Jun '18	\$120M	-16.9%
Jun '17	\$145M	-10.5%



	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19
Current Year	\$120M	\$143M	\$143M	\$137M	\$140M	\$130M	\$129M	\$128M	\$139M	\$137M	\$134M	\$134M	\$143M
Prior Year	\$145M	\$148M	\$140M	\$144M	\$147M	\$143M	\$127M	\$116M	\$113M	\$111M	\$107M	\$108M	\$120M
Percent Change from Prior Year	-17%	-4%	2%	-5%	-5%	-9%	2%	10%	23%	24%	25%	24%	19%

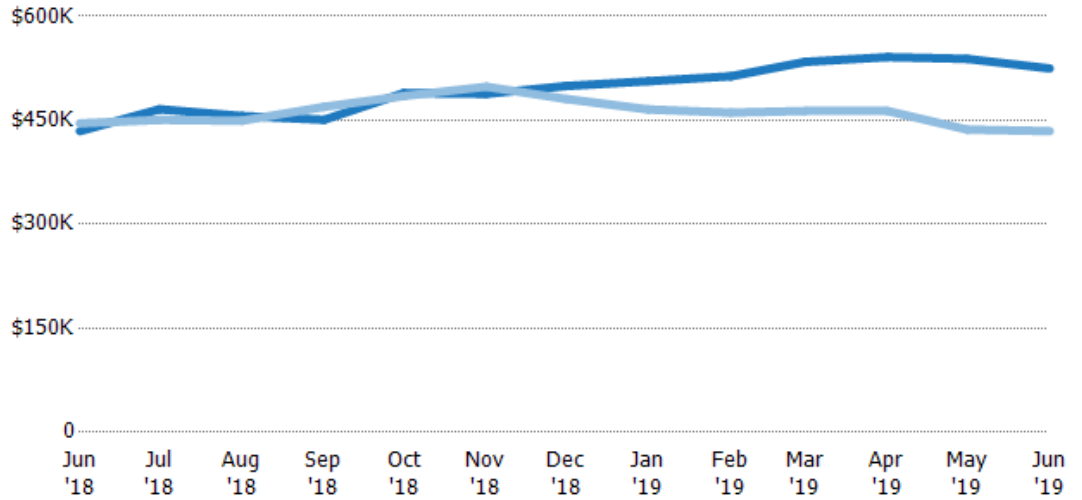
Average Listing Price

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.
Jun '19	\$525K	20.8%
Jun '18	\$434K	-2.5%
Jun '17	\$446K	-11.4%



Current Year	\$434K	\$466K	\$456K	\$451K	\$489K	\$488K	\$499K	\$506K	\$513K	\$534K	\$541K	\$539K	\$525K
Prior Year	\$446K	\$450K	\$449K	\$469K	\$485K	\$498K	\$481K	\$466K	\$461K	\$463K	\$463K	\$437K	\$434K
Percent Change from Prior Year	-3%	3%	2%	-4%	1%	-2%	4%	9%	11%	15%	17%	23%	21%

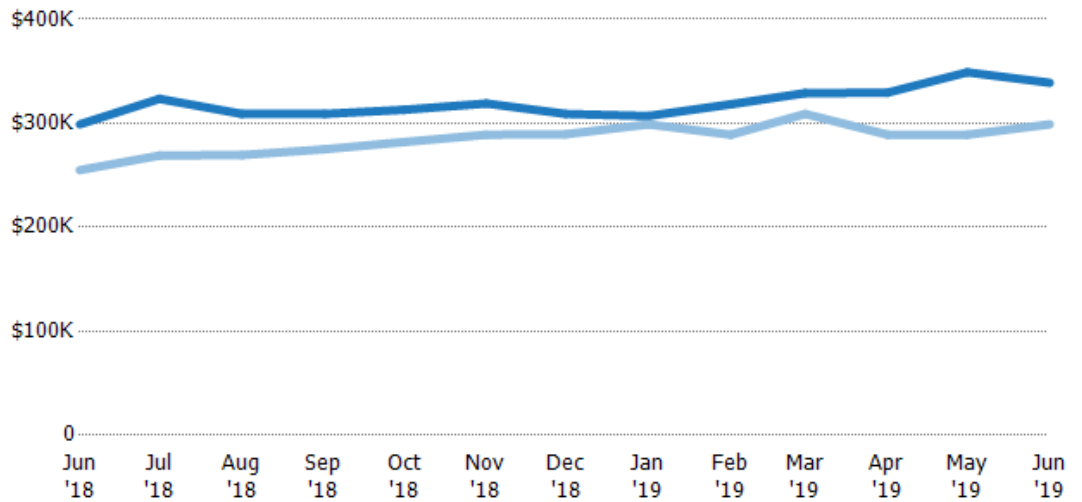
Median Listing Price

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.
Jun '19	\$339K	13.4%
Jun '18	\$299K	17.3%
Jun '17	\$255K	-2%



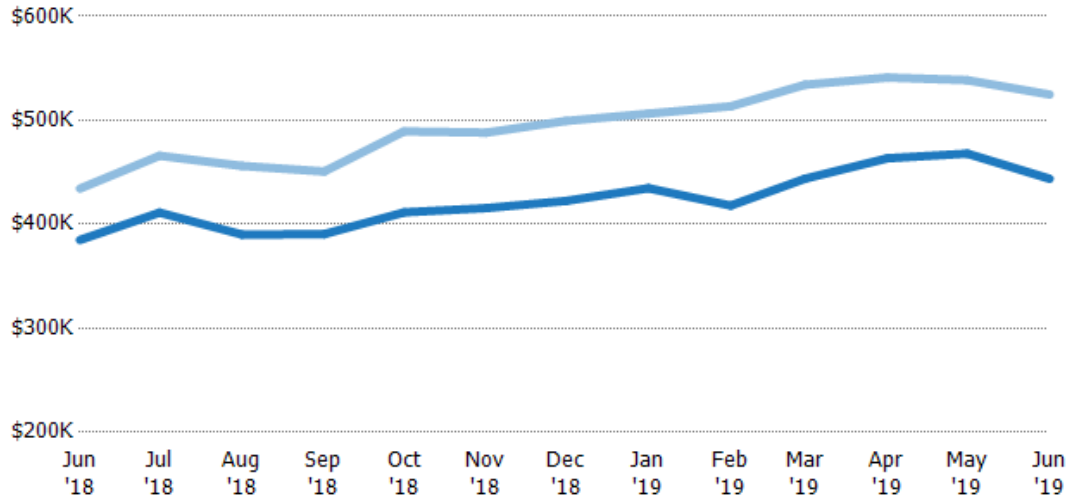
Current Year	\$299K	\$324K	\$309K	\$309K	\$313K	\$319K	\$309K	\$307K	\$318K	\$329K	\$329K	\$349K	\$339K
Prior Year	\$255K	\$269K	\$269K	\$275K	\$282K	\$289K	\$290K	\$299K	\$289K	\$309K	\$289K	\$289K	\$299K
Percent Change from Prior Year	17%	20%	15%	12%	11%	10%	7%	3%	10%	6%	14%	21%	13%

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



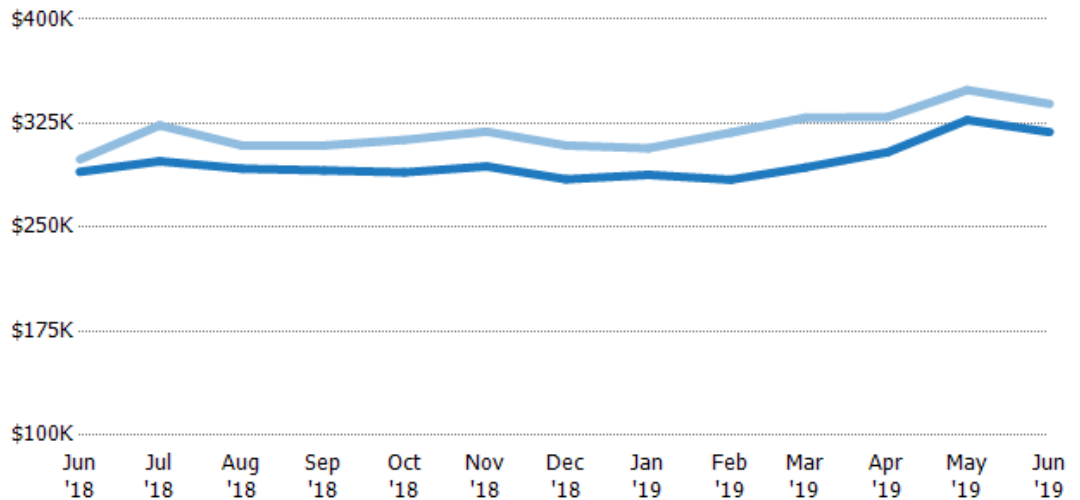
	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19
Avg Est Value	\$385K	\$411K	\$390K	\$391K	\$411K	\$416K	\$422K	\$435K	\$418K	\$444K	\$463K	\$468K	\$444K
Avg Listing Price	\$434K	\$466K	\$456K	\$451K	\$489K	\$488K	\$499K	\$506K	\$513K	\$534K	\$541K	\$539K	\$525K
Avg Listing Price as a % of Avg Est Value	113%	113%	117%	115%	119%	117%	118%	116%	123%	120%	117%	115%	118%

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



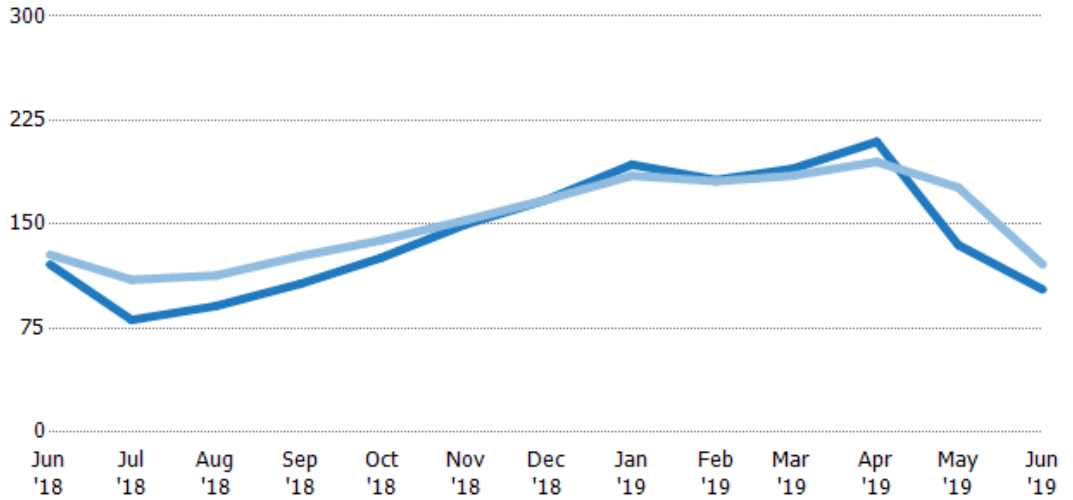
	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19
Median Est Value	\$290K	\$298K	\$292K	\$291K	\$290K	\$294K	\$285K	\$288K	\$284K	\$293K	\$304K	\$327K	\$319K
Median Listing Price	\$299K	\$324K	\$309K	\$309K	\$313K	\$319K	\$309K	\$307K	\$318K	\$329K	\$329K	\$349K	\$339K
Med Listing Price as a % of Med Est Value	103%	109%	106%	106%	108%	109%	109%	107%	112%	112%	108%	107%	106%

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



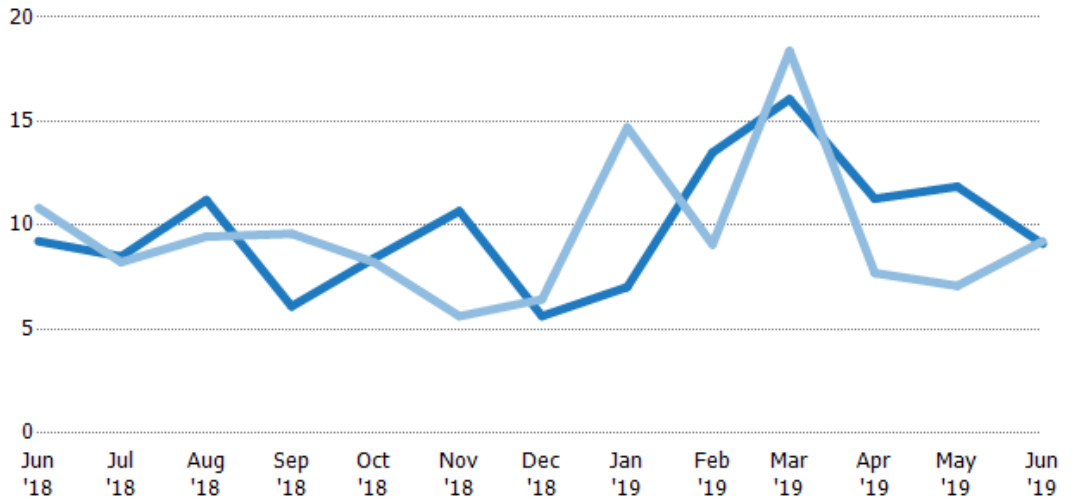
	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19
Current Year	121	81	91	107	126	150	168	193	182	190	210	135	103
Prior Year	128	110	113	127	139	153	168	185	181	185	195	177	121
Percent Change from Prior Year	-5%	-26%	-19%	-16%	-9%	-2%	0%	4%	1%	3%	7%	-24%	-15%

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



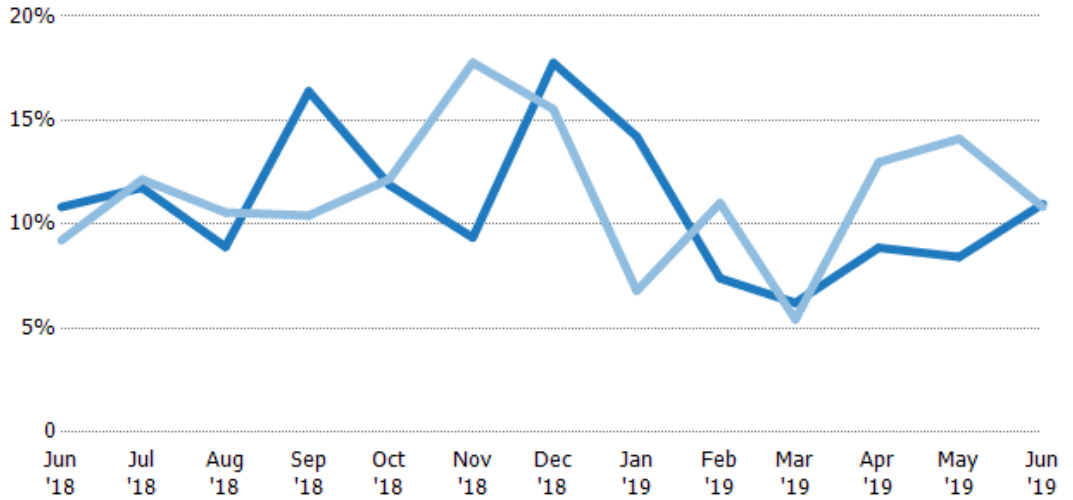
	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19
Current Year	9.23	8.5	11.2	6.1	8.41	10.7	5.63	7.03	13.5	16.1	11.3	11.9	9.1
Prior Year	10.8	8.23	9.45	9.59	8.22	5.63	6.44	14.7	9.07	18.4	7.7	7.09	9.23
Percent Change from Prior Year	-15%	3%	19%	-36%	2%	90%	-13%	-52%	49%	-13%	46%	67%	-1%

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.
Jun '19	11%	-0.2%
Jun '18	11%	-1.6%
Jun '17	9%	-14.2%

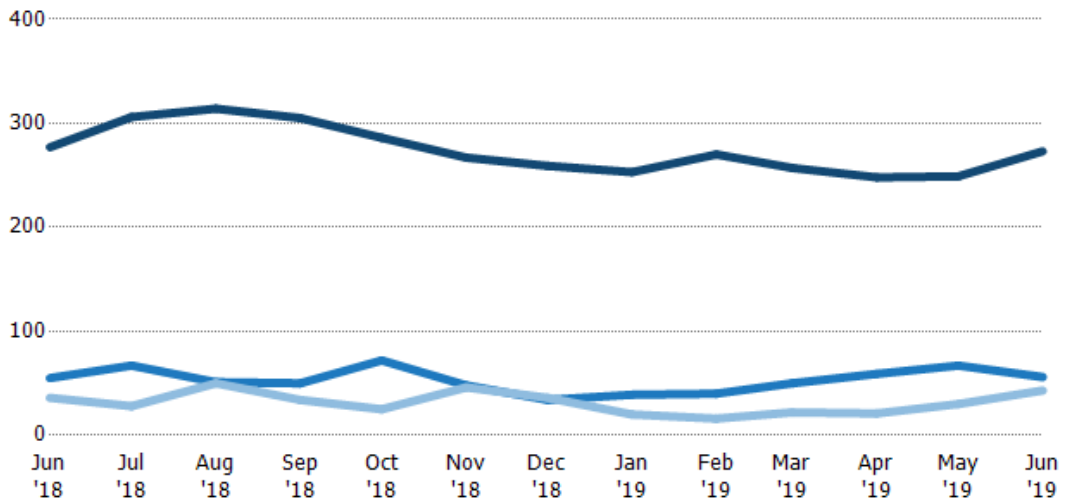
Current Year	11%	12%	9%	16%	12%	9%	18%	14%	7%	6%	9%	8%	11%
Prior Year	9%	12%	11%	10%	12%	18%	16%	7%	11%	5%	13%	14%	11%
Change from Prior Year	-2%	0%	2%	-6%	0%	8%	-2%	-7%	4%	-1%	4%	6%	0%

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



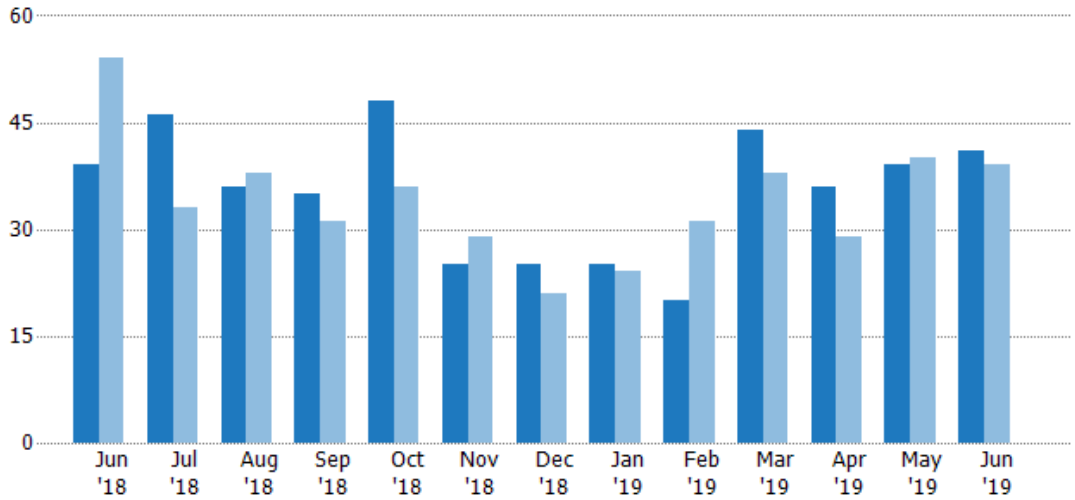
Active	277	306	314	305	286	267	259	253	270	257	248	249	273
Pending	55	67	51	50	72	48	34	39	40	50	59	67	56
Sold	36	28	50	34	25	46	36	20	16	22	21	30	43

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.
Jun '19	41	5.1%
Jun '18	39	-27.8%
Jun '17	54	-48.1%

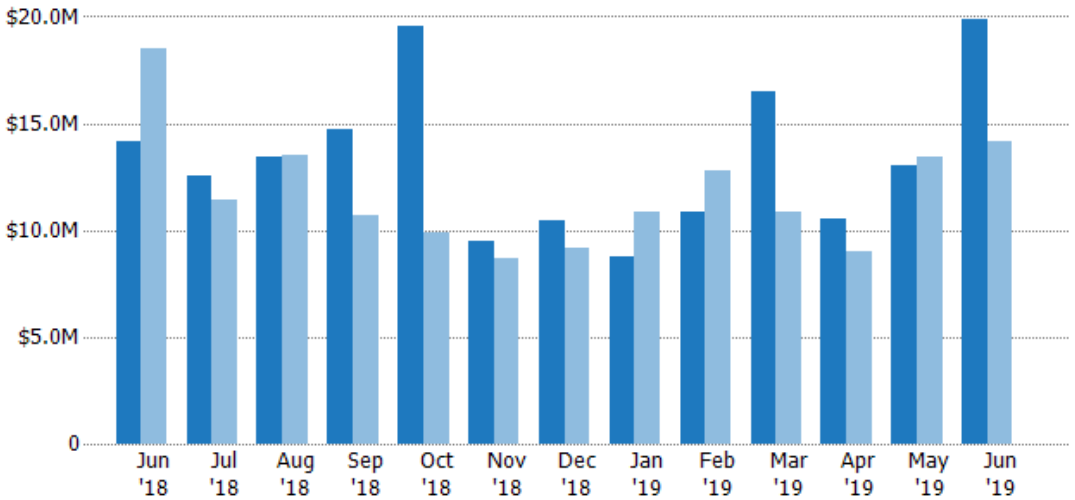
	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19
Current Year	39	46	36	35	48	25	25	25	20	44	36	39	41
Prior Year	54	33	38	31	36	29	21	24	31	38	29	40	39
Percent Change from Prior Year	-28%	39%	-5%	13%	33%	-14%	19%	4%	-35%	16%	24%	-3%	5%

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.
Jun '19	\$19.9M	41%
Jun '18	\$14.1M	-23.7%
Jun '17	\$18.5M	-53.5%

	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19
Current Year	\$14.1M	\$12.5M	\$13.4M	\$14.7M	\$19.6M	\$9.45M	\$10.4M	\$8.74M	\$10.9M	\$16.5M	\$10.5M	\$13M	\$19.9M
Prior Year	\$18.5M	\$11.4M	\$13.5M	\$10.7M	\$9.89M	\$8.68M	\$9.16M	\$10.9M	\$12.8M	\$10.9M	\$8.98M	\$13.5M	\$14.1M
Percent Change from Prior Year	-24%	10%	-1%	37%	98%	9%	14%	-20%	-15%	52%	17%	-3%	41%

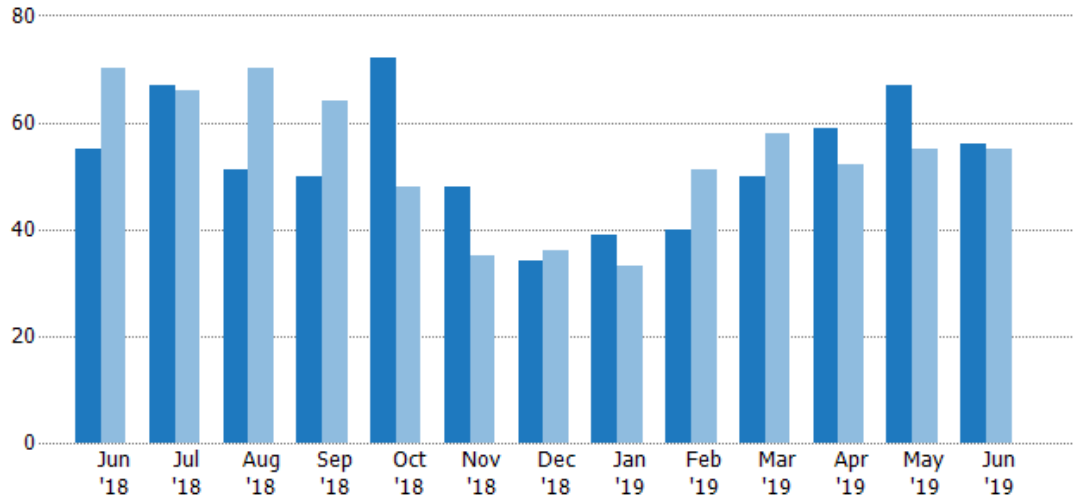
Pending Sales

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.
Jun '19	56	1.8%
Jun '18	55	-21.4%
Jun '17	70	-27.1%



	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19
Current Year	55	67	51	50	72	48	34	39	40	50	59	67	56
Prior Year	70	66	70	64	48	35	36	33	51	58	52	55	55
Percent Change from Prior Year	-21%	2%	-27%	-22%	50%	37%	-6%	18%	-22%	-14%	13%	22%	2%

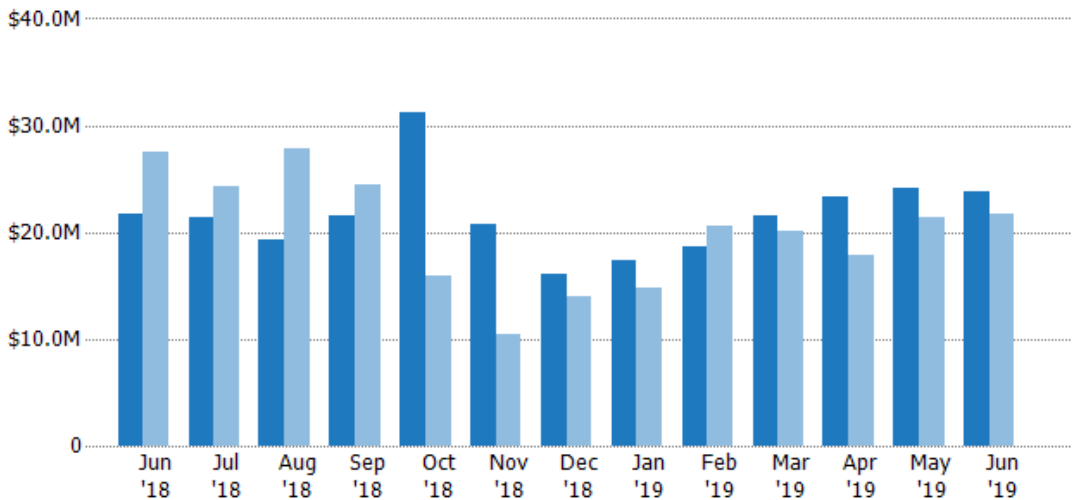
Pending Sales Volume

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.
Jun '19	\$23.7M	9.7%
Jun '18	\$21.6M	-21.2%
Jun '17	\$27.5M	-42.8%



	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19
Current Year	\$21.6M	\$21.4M	\$19.3M	\$21.5M	\$31.1M	\$20.8M	\$16.1M	\$17.4M	\$18.7M	\$21.6M	\$23.4M	\$24.2M	\$23.7M
Prior Year	\$27.5M	\$24.2M	\$27.9M	\$24.5M	\$15.9M	\$10.4M	\$14M	\$14.8M	\$20.5M	\$20M	\$17.8M	\$21.4M	\$21.6M
Percent Change from Prior Year	-21%	-12%	-31%	-12%	96%	99%	15%	17%	-9%	8%	31%	13%	10%

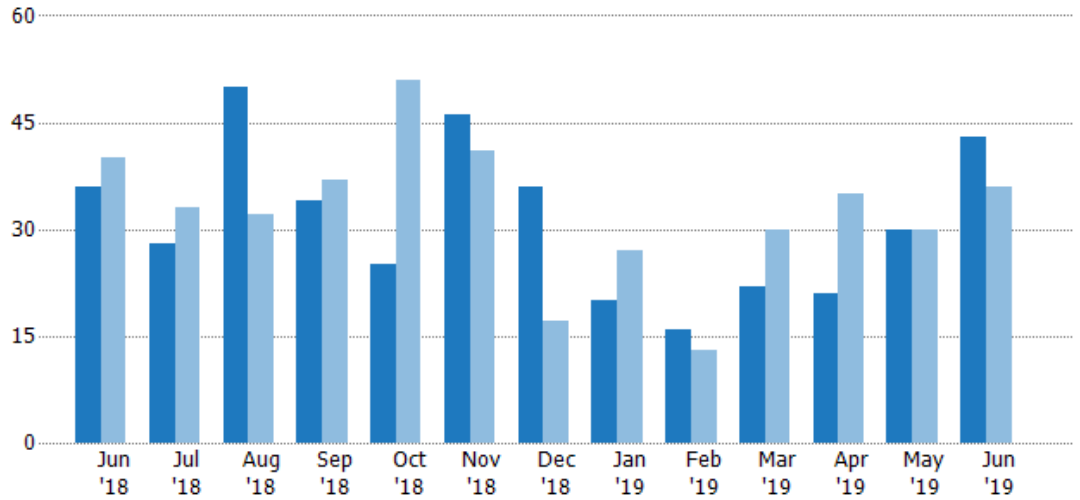
Closed Sales

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.
Jun '19	43	19.4%
Jun '18	36	-10%
Jun '17	40	-25%



	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19
Current Year	36	28	50	34	25	46	36	20	16	22	21	30	43
Prior Year	40	33	32	37	51	41	17	27	13	30	35	30	36
Percent Change from Prior Year	-10%	-15%	56%	-8%	-51%	12%	112%	-26%	23%	-27%	-40%	0%	19%

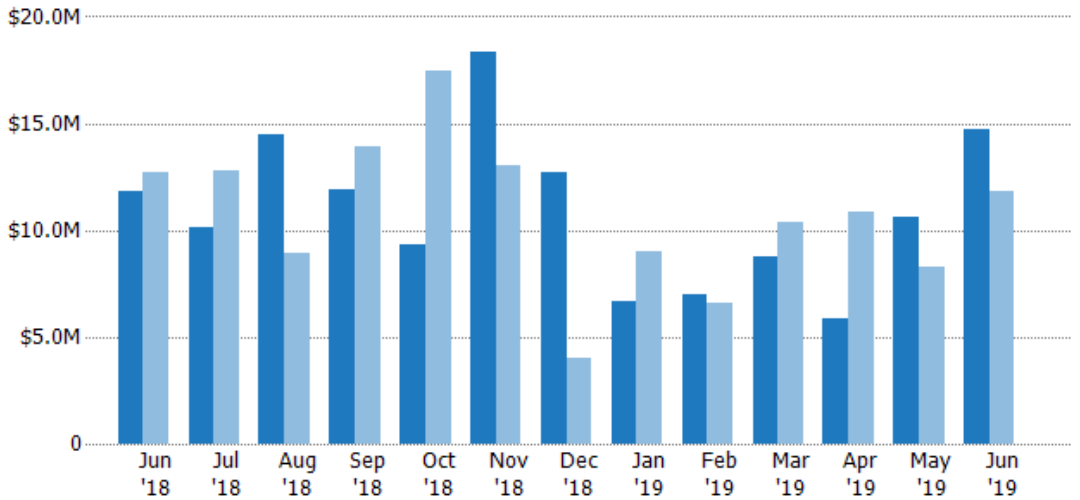
Closed Sales Volume

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.
Jun '19	\$14.7M	24.1%
Jun '18	\$11.8M	-6.7%
Jun '17	\$12.7M	-39%



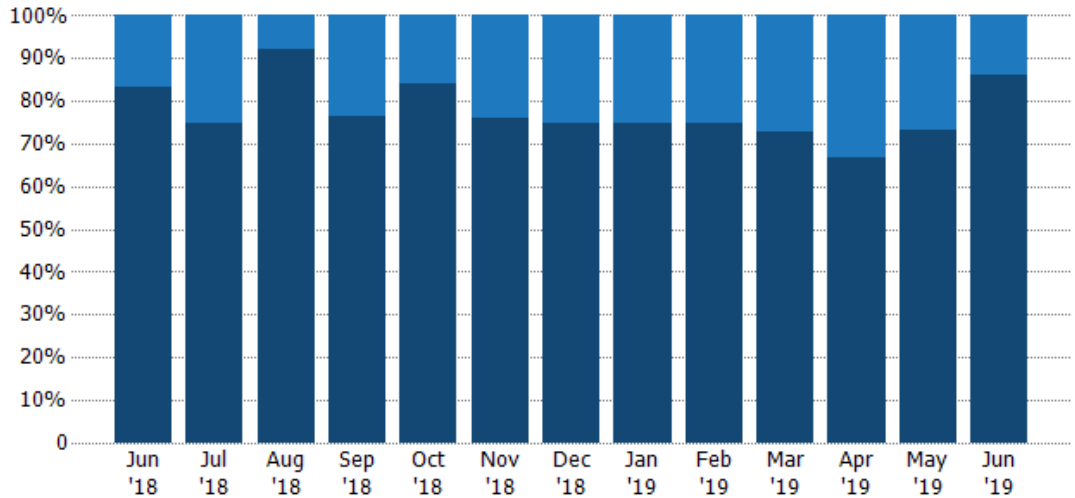
	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19
Current Year	\$11.8M	\$10.1M	\$14.5M	\$11.9M	\$9.33M	\$18.3M	\$12.7M	\$6.65M	\$7.01M	\$8.79M	\$5.87M	\$10.6M	\$14.7M
Prior Year	\$12.7M	\$12.8M	\$8.9M	\$13.9M	\$17.5M	\$13.1M	\$3.98M	\$8.99M	\$6.56M	\$10.4M	\$10.8M	\$8.24M	\$11.8M
Percent Change from Prior Year	-7%	-21%	63%	-14%	-47%	40%	219%	-26%	7%	-15%	-46%	29%	24%

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



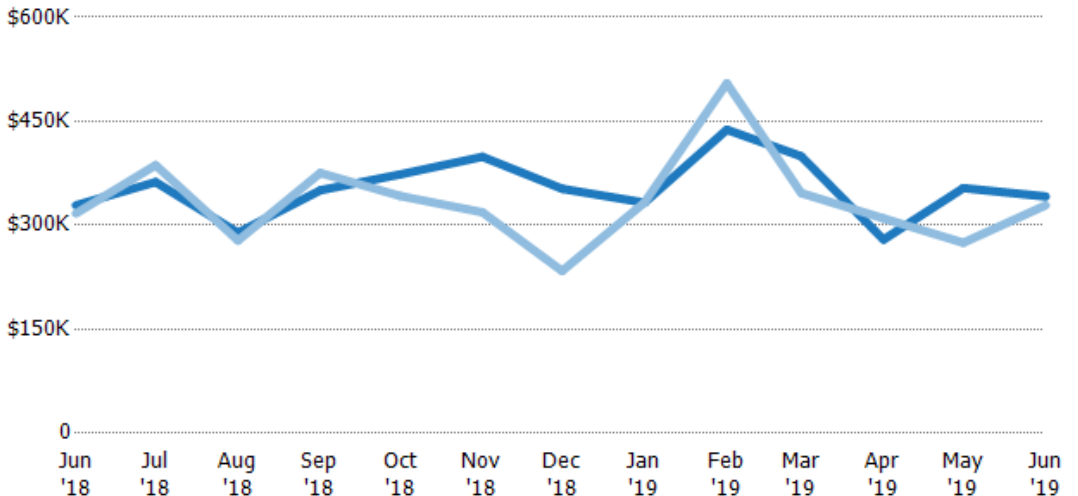
Condo/Townhouse	17%	25%	8%	24%	16%	24%	25%	25%	25%	27%	33%	27%	14%
Single Family Residence	83%	75%	92%	76%	84%	76%	75%	75%	75%	73%	67%	73%	86%

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	\$329K	\$362K	\$289K	\$350K	\$373K	\$399K	\$353K	\$333K	\$438K	\$400K	\$279K	\$354K	\$342K
Prior Year	\$317K	\$387K	\$278K	\$375K	\$342K	\$319K	\$234K	\$333K	\$505K	\$346K	\$310K	\$275K	\$329K
Percent Change from Prior Year	4%	-6%	4%	-7%	9%	25%	51%	0%	-13%	15%	-10%	29%	4%

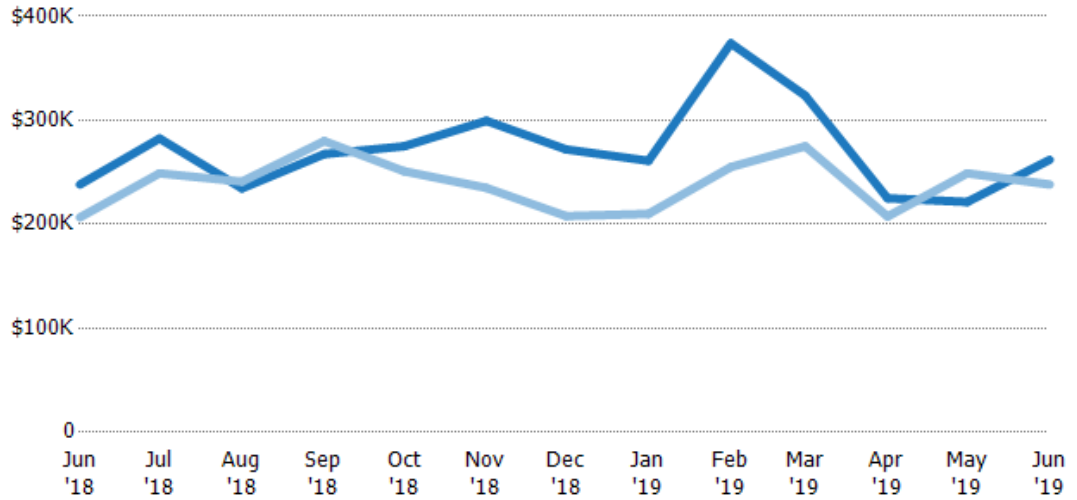
Median Sales Price

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.
Jun '19	\$262K	10%
Jun '18	\$238K	15.3%
Jun '17	\$207K	16.2%



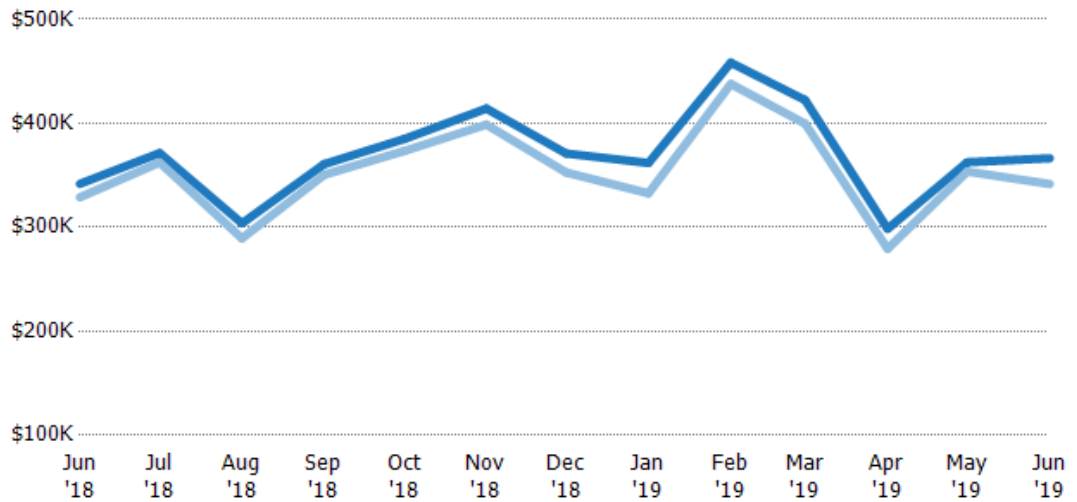
Current Year	\$238K	\$283K	\$235K	\$268K	\$275K	\$300K	\$272K	\$261K	\$374K	\$324K	\$225K	\$222K	\$262K
Prior Year	\$207K	\$249K	\$241K	\$280K	\$251K	\$235K	\$208K	\$210K	\$255K	\$275K	\$208K	\$249K	\$238K
Percent Change from Prior Year	15%	13%	-3%	-4%	10%	27%	31%	24%	47%	18%	8%	-11%	10%

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



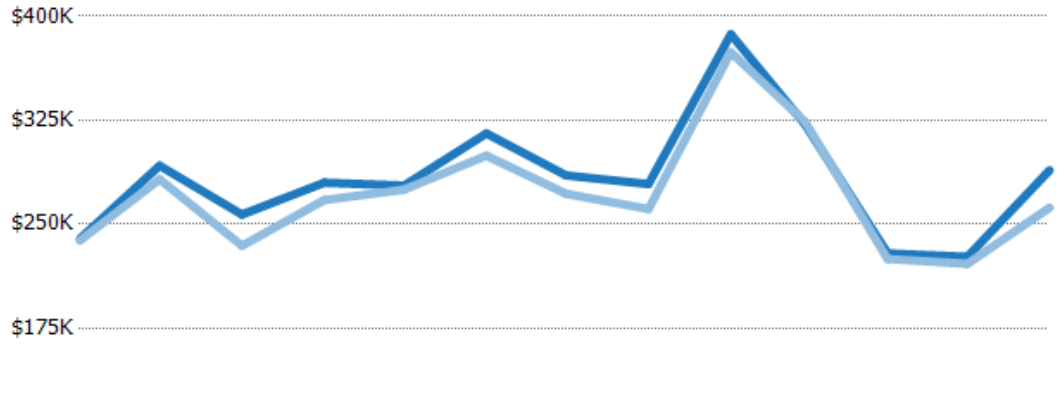
Avg List Price	\$342K	\$371K	\$304K	\$361K	\$385K	\$414K	\$371K	\$362K	\$458K	\$422K	\$299K	\$362K	\$366K
Avg Sales Price	\$329K	\$362K	\$289K	\$350K	\$373K	\$399K	\$353K	\$333K	\$438K	\$400K	\$279K	\$354K	\$342K
Avg Sales Price as a % of Avg List Price	96%	98%	95%	97%	97%	96%	95%	92%	96%	95%	94%	98%	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



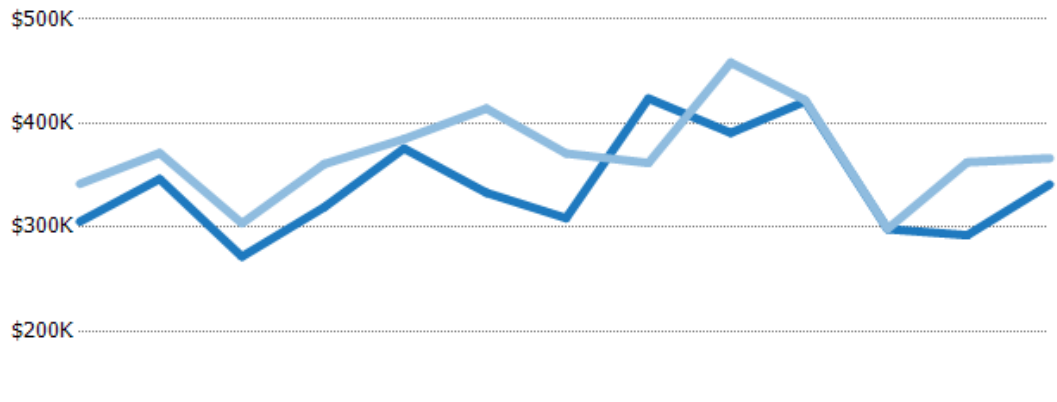
	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19
Median List Price	\$240K	\$292K	\$257K	\$280K	\$278K	\$316K	\$285K	\$279K	\$387K	\$322K	\$229K	\$227K	\$289K
Median Sales Price	\$238K	\$283K	\$235K	\$268K	\$275K	\$300K	\$272K	\$261K	\$374K	\$324K	\$225K	\$222K	\$262K
Med Sales Price as a % of Med List Price	99%	97%	91%	96%	99%	95%	95%	94%	97%	101%	98%	98%	91%

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



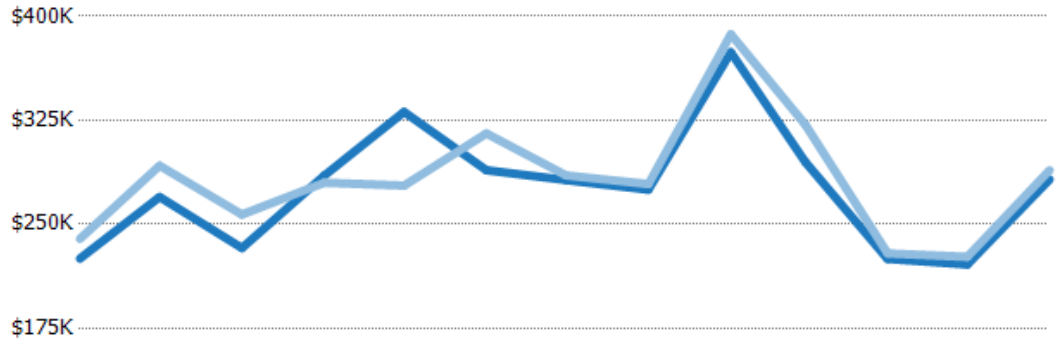
	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19
Avg Est Value	\$305K	\$346K	\$272K	\$319K	\$376K	\$333K	\$309K	\$424K	\$391K	\$421K	\$298K	\$292K	\$341K
Avg Sales Price	\$342K	\$371K	\$304K	\$361K	\$385K	\$414K	\$371K	\$362K	\$458K	\$422K	\$299K	\$362K	\$366K
Avg Sales Price as a % of Avg Est Value	112%	107%	112%	113%	102%	124%	120%	85%	117%	100%	100%	124%	107%

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



	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19
Median Est Value	\$225K	\$270K	\$233K	\$285K	\$331K	\$289K	\$282K	\$275K	\$374K	\$295K	\$225K	\$221K	\$282K
Median Sales Price	\$240K	\$292K	\$257K	\$280K	\$278K	\$316K	\$285K	\$279K	\$387K	\$322K	\$229K	\$227K	\$289K
Med Sales Price as a % of Med Est Value	106%	108%	110%	98%	84%	109%	101%	101%	103%	109%	102%	103%	102%