

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	Aug 2019	Aug 2018	+ / -	YTD 2019	YTD 2018	+ / -
Listing Activity Charts Metrics						
New Listing Count	66	52	+26.9%	424	412	+2.9%
New Listing Volume	\$38,073,300	\$18,068,700	+110.7%	\$190,674,685	\$150,669,636	+26.6%
Active Listing Count	261	317	-17.7%	N/A	N/A	
Active Listing Volume	\$147,977,828	\$143,394,497	+3.2%	N/A	N/A	
Average Listing Price	\$566,965	\$452,349	+25.3%	\$526,392	\$454,924	+15.7%
Median Listing Price	\$329,000	\$309,000	+6.5%	\$328,194	\$301,800	+8.7%
Median Days in RPR	87	91	-4.4%	137.31	146.2	-6.1%
Months of Inventory	11.3	10.9	+3.8%	8.3	9.8	-15.9%
Absorption Rate	8.81%	9.15%	-0.3%	12.11%	10.19%	+1.9%
Sales Activity Charts Metrics						
New Pending Sales Count	57	35	+62.9%	312	282	+10.6%
New Pending Sales Volume	\$26,167,855	\$13,080,900	+100%	\$122,678,105	\$96,737,838	+26.8%
Pending Sales Count	77	51	+51%	N/A	N/A	
Pending Sales Volume	\$35,114,155	\$19,147,800	+83.4%	N/A	N/A	
Closed Sales Count	45	52	-13.5%	225	255	-11.8%
Closed Sales Volume	\$18,478,638	\$16,078,352	+14.9%	\$80,419,915	\$83,712,781	-3.9%
Average Sales Price	\$410,636	\$309,199	+32.8%	\$357,422	\$328,285	+8.9%
Median Sales Price	\$310,000	\$242,000	+28.1%	\$278,580	\$242,437	+14.9%

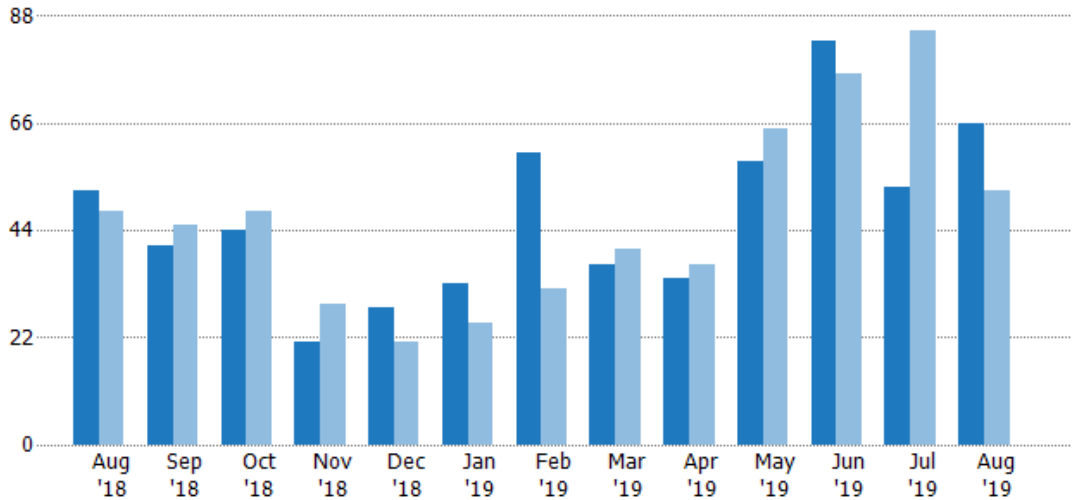
New Listings

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.
Aug '19	66	26.9%
Aug '18	52	8.3%
Aug '17	48	2.1%



Current Year	52	41	44	21	28	33	60	37	34	58	83	53	66
Prior Year	48	45	48	29	21	25	32	40	37	65	76	85	52
Percent Change from Prior Year	8%	-9%	-8%	-28%	33%	32%	88%	-8%	-8%	-11%	9%	-38%	27%

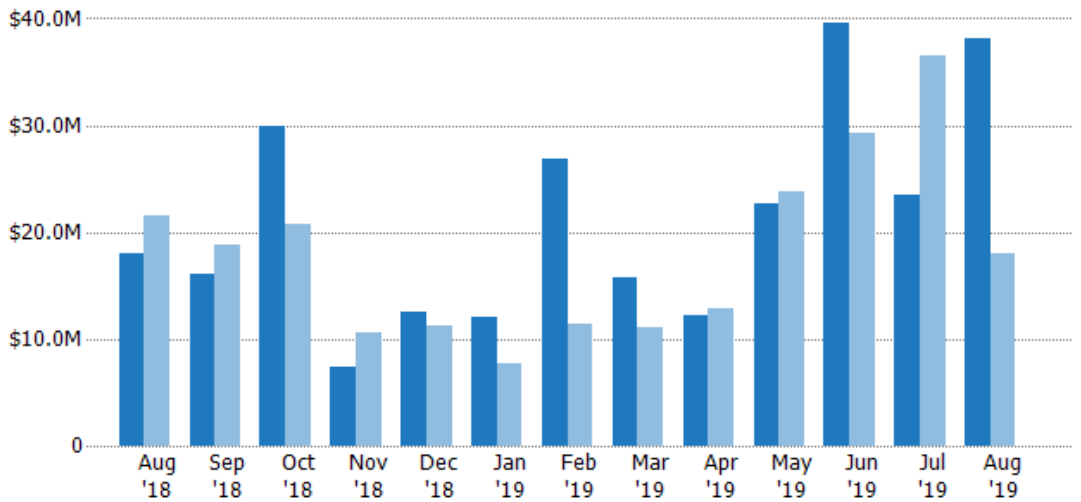
New Listing Volume

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.
Aug '19	\$38.1M	110.7%
Aug '18	\$18.1M	-15.9%
Aug '17	\$21.5M	-13.9%



Current Year	\$18.1M	\$16M	\$29.9M	\$7.41M	\$12.6M	\$12M	\$26.8M	\$15.8M	\$12.2M	\$22.7M	\$39.6M	\$23.4M	\$38.1M
Prior Year	\$21.5M	\$18.8M	\$20.7M	\$10.6M	\$11.2M	\$7.73M	\$11.4M	\$11.1M	\$12.8M	\$23.8M	\$29.3M	\$36.5M	\$18.1M
Percent Change from Prior Year	-16%	-15%	45%	-30%	13%	56%	136%	42%	-5%	-5%	35%	-36%	111%

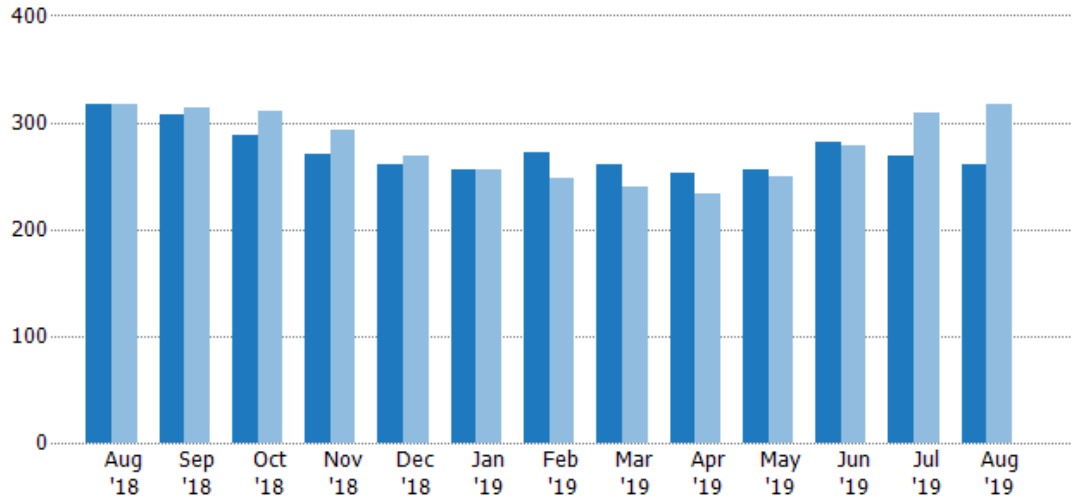
Active Listings

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.
Aug '19	261	-17.7%
Aug '18	317	0%
Aug '17	317	5.4%



Current Year	317	307	288	270	261	255	272	260	252	255	282	268	261
Prior Year	317	313	310	292	268	255	248	240	233	250	278	309	317
Percent Change from Prior Year	0%	-2%	-7%	-8%	-3%	0%	10%	8%	8%	2%	1%	-13%	-18%

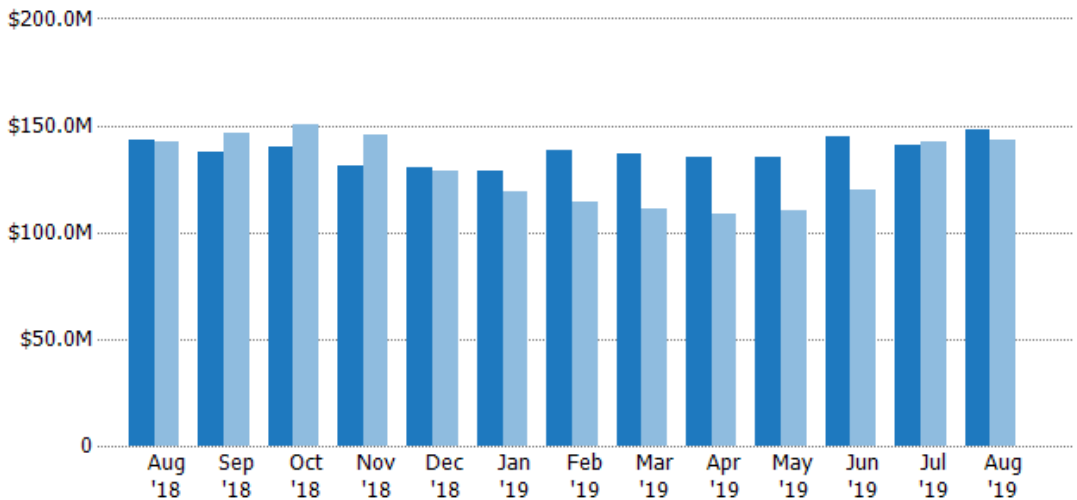
Active Listing Volume

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.
Aug '19	\$148M	3.2%
Aug '18	\$143M	0.5%
Aug '17	\$143M	-7.8%



Current Year	\$143M	\$138M	\$140M	\$131M	\$130M	\$129M	\$138M	\$137M	\$135M	\$135M	\$145M	\$141M	\$148M
Prior Year	\$143M	\$147M	\$150M	\$145M	\$129M	\$119M	\$114M	\$111M	\$108M	\$110M	\$120M	\$143M	\$143M
Percent Change from Prior Year	1%	-6%	-7%	-10%	1%	9%	21%	23%	24%	22%	20%	-1%	3%

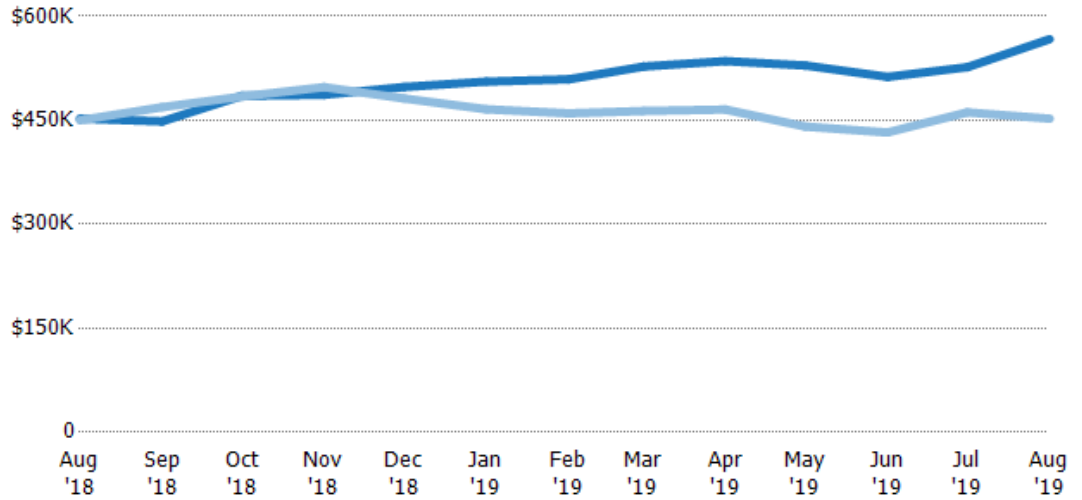
Average Listing Price

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.
Aug '19	\$567K	25.3%
Aug '18	\$452K	0.5%
Aug '17	\$450K	-12.4%



Current Year	\$452K	\$448K	\$485K	\$487K	\$498K	\$506K	\$509K	\$527K	\$535K	\$529K	\$513K	\$527K	\$567K
Prior Year	\$450K	\$469K	\$484K	\$498K	\$482K	\$466K	\$460K	\$463K	\$466K	\$441K	\$432K	\$461K	\$452K
Percent Change from Prior Year	1%	-4%	0%	-2%	3%	9%	11%	14%	15%	20%	19%	14%	25%

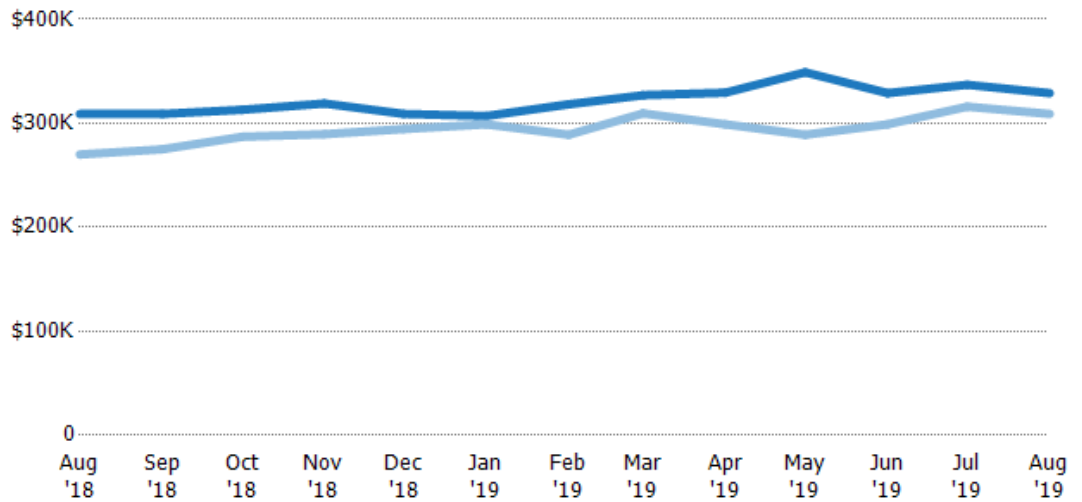
Median Listing Price

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.
Aug '19	\$329K	6.5%
Aug '18	\$309K	14.4%
Aug '17	\$270K	-4.8%



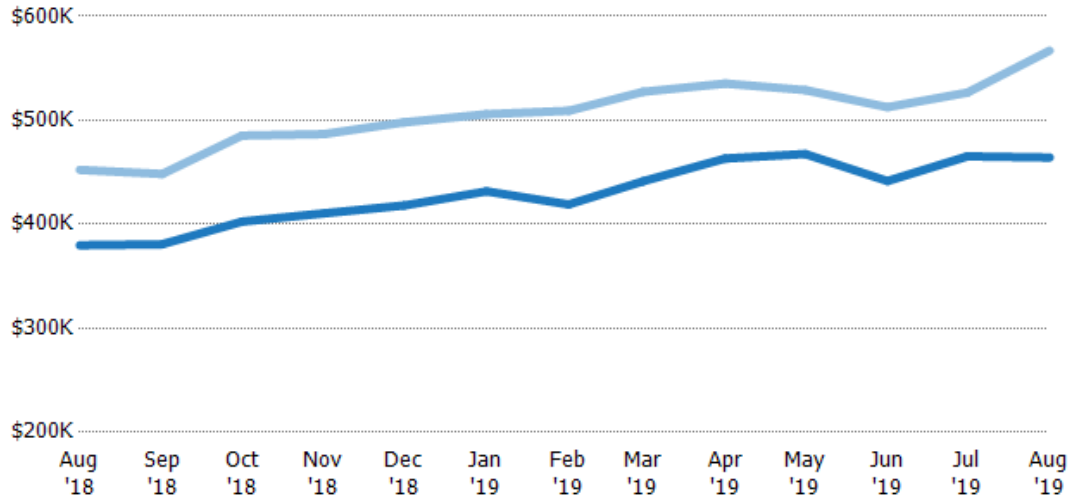
Current Year	\$309K	\$309K	\$313K	\$319K	\$309K	\$307K	\$318K	\$327K	\$329K	\$349K	\$329K	\$337K	\$329K
Prior Year	\$270K	\$275K	\$287K	\$290K	\$295K	\$299K	\$289K	\$310K	\$299K	\$289K	\$299K	\$316K	\$309K
Percent Change from Prior Year	14%	12%	9%	10%	5%	3%	10%	6%	10%	21%	10%	7%	6%

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



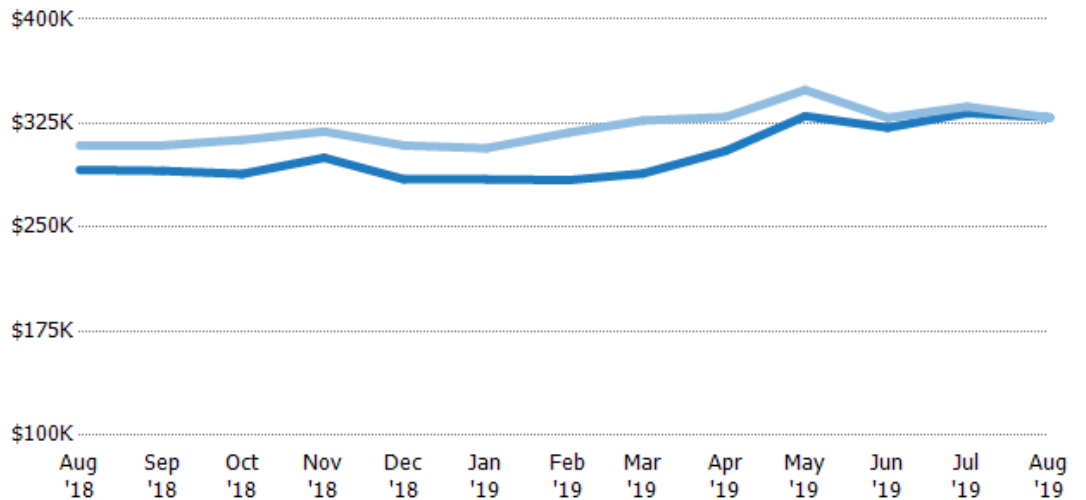
	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19
Avg Est Value	\$380K	\$381K	\$403K	\$411K	\$418K	\$432K	\$419K	\$441K	\$463K	\$468K	\$442K	\$465K	\$464K
Avg Listing Price	\$452K	\$448K	\$485K	\$487K	\$498K	\$506K	\$509K	\$527K	\$535K	\$529K	\$513K	\$527K	\$567K
Avg Listing Price as a % of Avg Est Value	119%	118%	121%	119%	119%	117%	121%	119%	116%	113%	116%	113%	122%

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



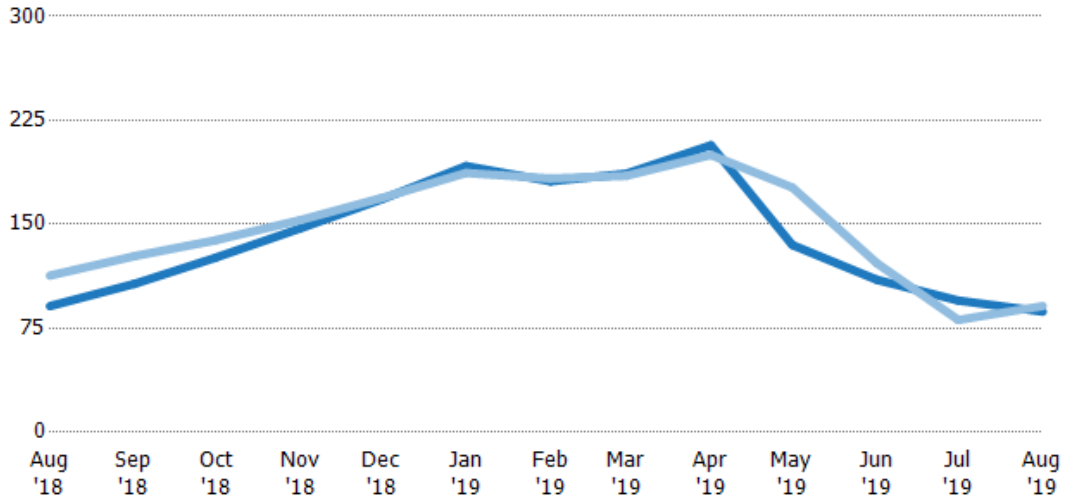
	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19
Median Est Value	\$291K	\$291K	\$288K	\$300K	\$285K	\$285K	\$284K	\$289K	\$305K	\$330K	\$322K	\$332K	\$329K
Median Listing Price	\$309K	\$309K	\$313K	\$319K	\$309K	\$307K	\$318K	\$327K	\$329K	\$349K	\$329K	\$337K	\$329K
Med Listing Price as a % of Med Est Value	106%	106%	109%	106%	109%	108%	112%	113%	108%	106%	102%	101%	100%

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.
Aug '19	87	-4.4%
Aug '18	91	-19.5%
Aug '17	113	4.4%

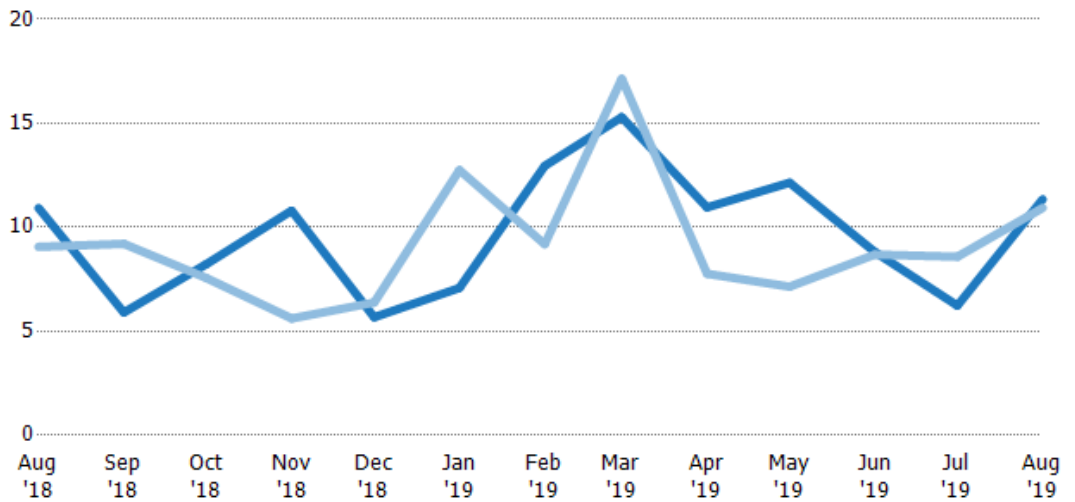
	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19
Current Year	91	107	126	147	168	192	181	187	207	135	110	95	87
Prior Year	113	127	139	153	169	187	183	185	200	177	122	81	91
Percent Change from Prior Year	-19%	-16%	-9%	-4%	-1%	3%	-1%	1%	4%	-24%	-10%	17%	-4%

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.
Aug '19	11.3	3.8%
Aug '18	10.9	20.7%
Aug '17	9.06	60.3%

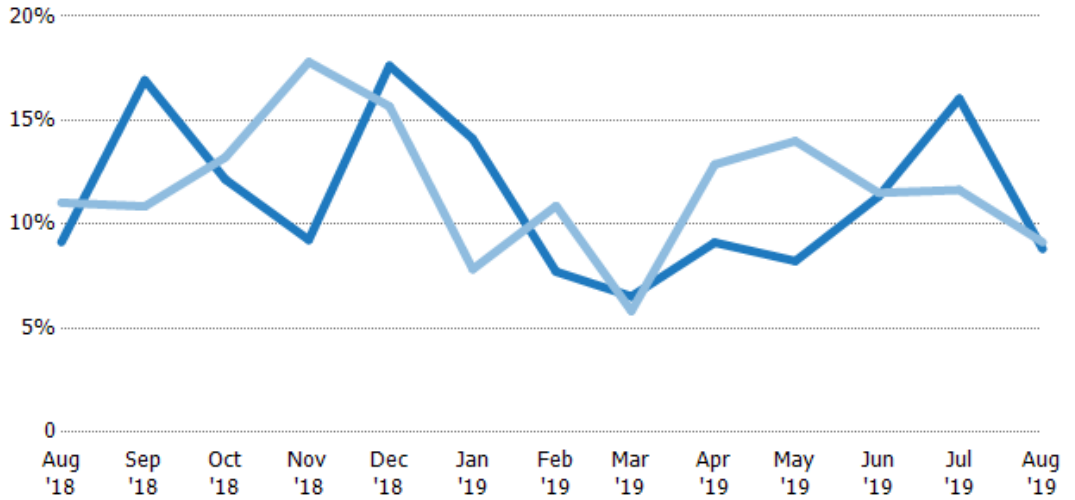
	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19
Current Year	10.9	5.9	8.23	10.8	5.67	7.08	13	15.3	11	12.1	8.81	6.23	11.3
Prior Year	9.06	9.21	7.56	5.62	6.38	12.8	9.19	17.1	7.77	7.14	8.69	8.58	10.9
Percent Change from Prior Year	21%	-36%	9%	92%	-11%	-44%	41%	-11%	41%	70%	1%	-27%	4%

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.
Aug '19	9%	0.3%
Aug '18	9%	1.9%
Aug '17	11%	-37.7%

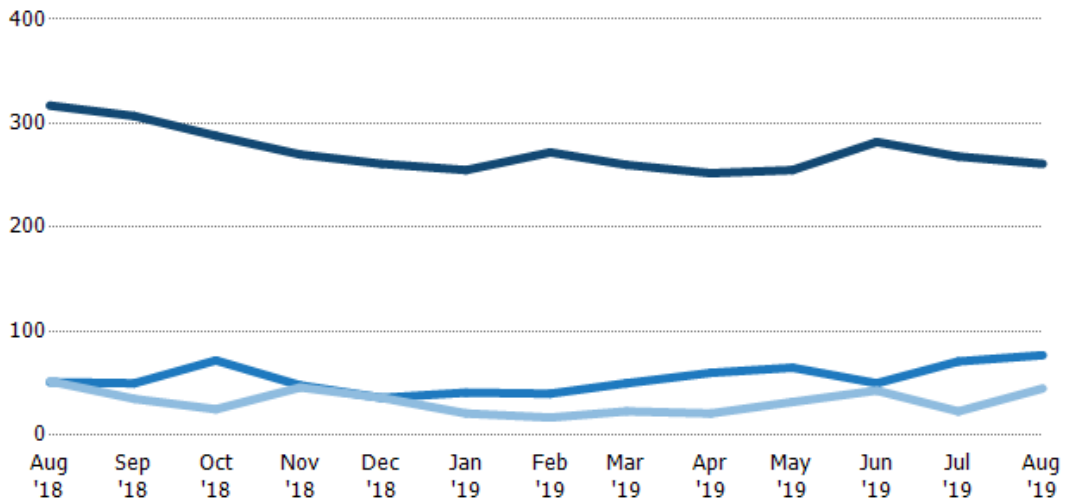
	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19
Current Year	9%	17%	12%	9%	18%	14%	8%	7%	9%	8%	11%	16%	9%
Prior Year	11%	11%	13%	18%	16%	8%	11%	6%	13%	14%	12%	12%	9%
Change from Prior Year	2%	-6%	1%	9%	-2%	-6%	3%	-1%	4%	6%	0%	-4%	0%

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



	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19
Active	317	307	288	270	261	255	272	260	252	255	282	268	261
Pending	51	50	72	48	36	41	40	50	60	65	50	71	77
Sold	52	35	25	46	36	21	17	23	21	32	43	23	45

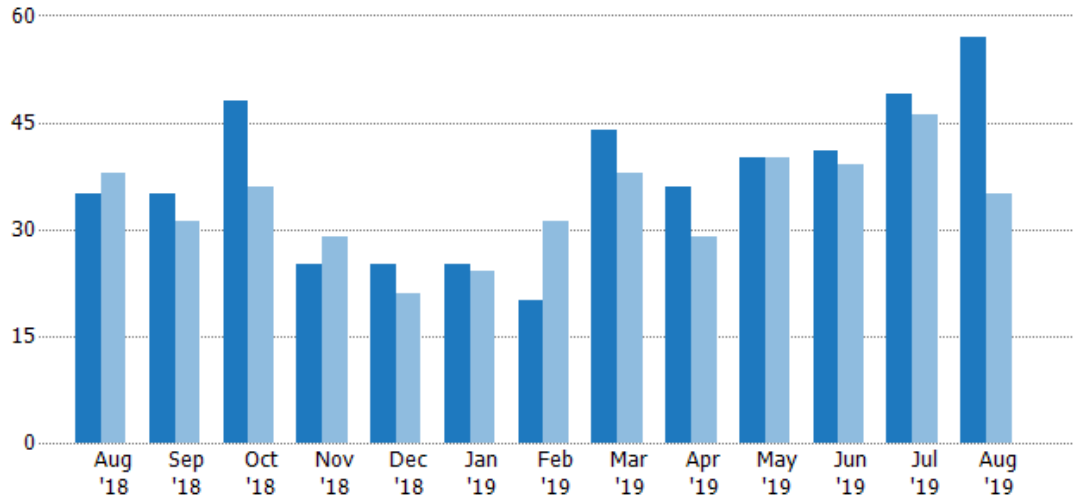
New Pending Sales

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.
Aug '19	57	62.9%
Aug '18	35	-7.9%
Aug '17	38	10.5%



	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19
Current Year	35	35	48	25	25	25	20	44	36	40	41	49	57
Prior Year	38	31	36	29	21	24	31	38	29	40	39	46	35
Percent Change from Prior Year	-8%	13%	33%	-14%	19%	4%	-35%	16%	24%	0%	5%	7%	63%

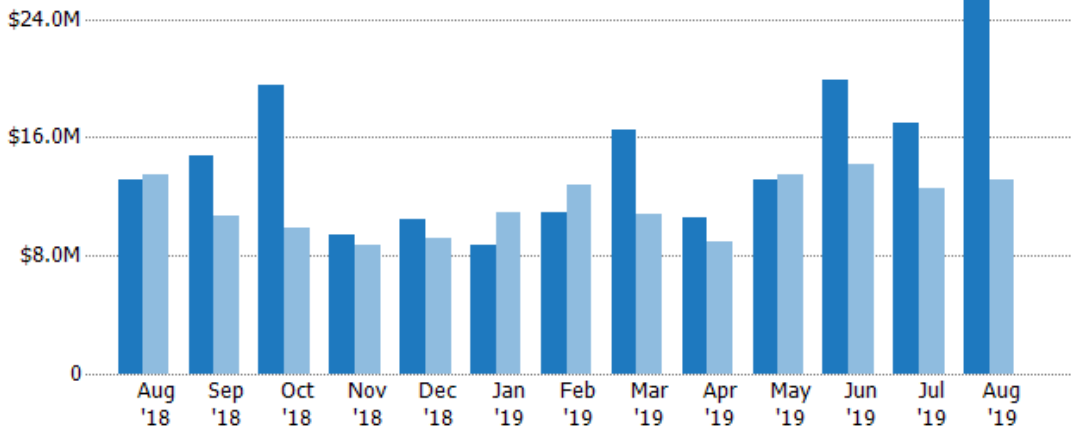
New Pending Sales Volume

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.
Aug '19	\$26.2M	100%
Aug '18	\$13.1M	-3.4%
Aug '17	\$13.5M	8.6%



	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19
Current Year	\$13.1M	\$14.7M	\$19.6M	\$9.45M	\$10.4M	\$8.74M	\$10.9M	\$16.5M	\$10.5M	\$13.1M	\$19.9M	\$16.9M	\$26.2M
Prior Year	\$13.5M	\$10.7M	\$9.89M	\$8.68M	\$9.16M	\$10.9M	\$12.8M	\$10.9M	\$8.98M	\$13.5M	\$14.1M	\$12.5M	\$13.1M
Percent Change from Prior Year	-3%	37%	98%	9%	14%	-20%	-15%	52%	17%	-3%	41%	35%	100%

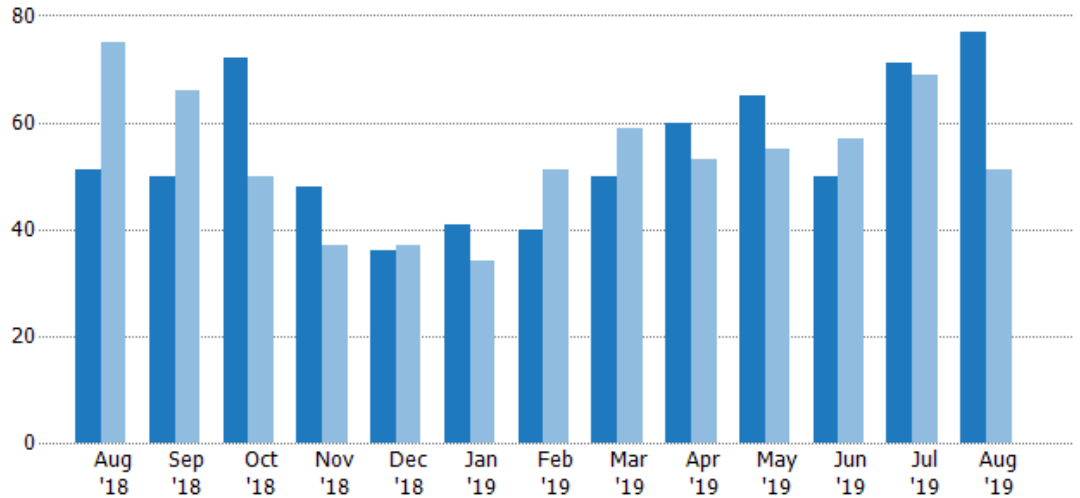
Pending Sales

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.
Aug '19	77	51%
Aug '18	51	-32%
Aug '17	75	-6.7%



	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19
Current Year	51	50	72	48	36	41	40	50	60	65	50	71	77
Prior Year	75	66	50	37	37	34	51	59	53	55	57	69	51
Percent Change from Prior Year	-32%	-24%	44%	30%	-3%	21%	-22%	-15%	13%	18%	-12%	3%	51%

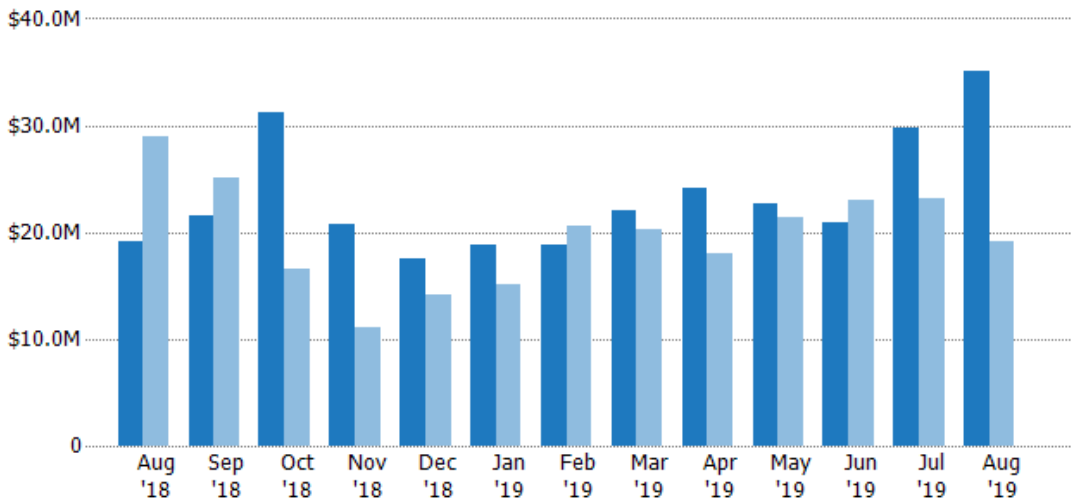
Pending Sales Volume

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.
Aug '19	\$35.1M	83.4%
Aug '18	\$19.1M	-33.9%
Aug '17	\$29M	-1%



	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19
Current Year	\$19.1M	\$21.5M	\$31.1M	\$20.8M	\$17.6M	\$18.9M	\$18.8M	\$22M	\$24.1M	\$22.7M	\$21M	\$29.7M	\$35.1M
Prior Year	\$29M	\$25M	\$16.5M	\$11M	\$14.2M	\$15M	\$20.5M	\$20.3M	\$18.1M	\$21.4M	\$22.9M	\$23.2M	\$19.1M
Percent Change from Prior Year	-34%	-14%	89%	88%	24%	26%	-8%	8%	33%	6%	-8%	28%	83%

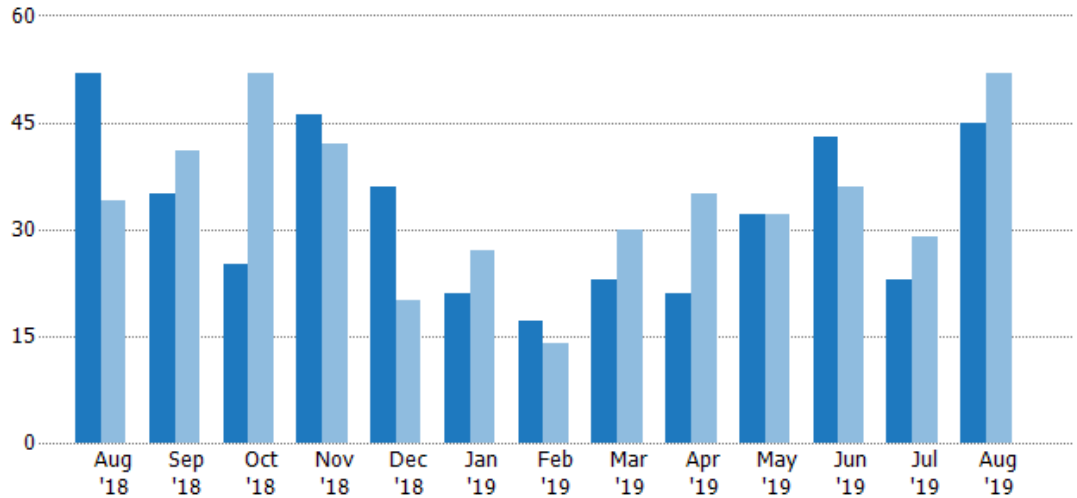
Closed Sales

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.
Aug '19	45	-13.5%
Aug '18	52	52.9%
Aug '17	34	-11.8%



	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19
Current Year	52	35	25	46	36	21	17	23	21	32	43	23	45
Prior Year	34	41	52	42	20	27	14	30	35	32	36	29	52
Percent Change from Prior Year	53%	-15%	-52%	10%	80%	-22%	21%	-23%	-40%	0%	19%	-21%	-13%

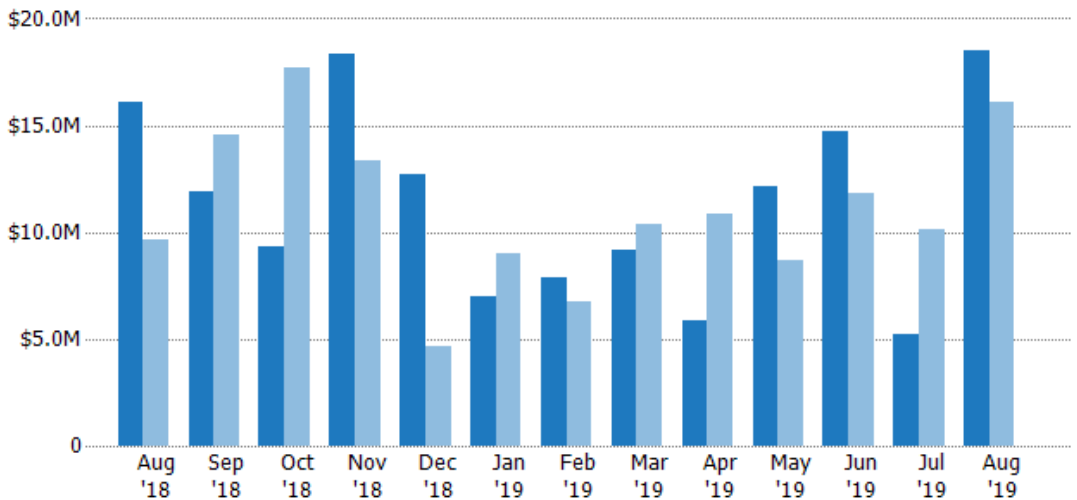
Closed Sales Volume

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.
Aug '19	\$18.5M	14.9%
Aug '18	\$16.1M	66.1%
Aug '17	\$9.68M	-1.8%



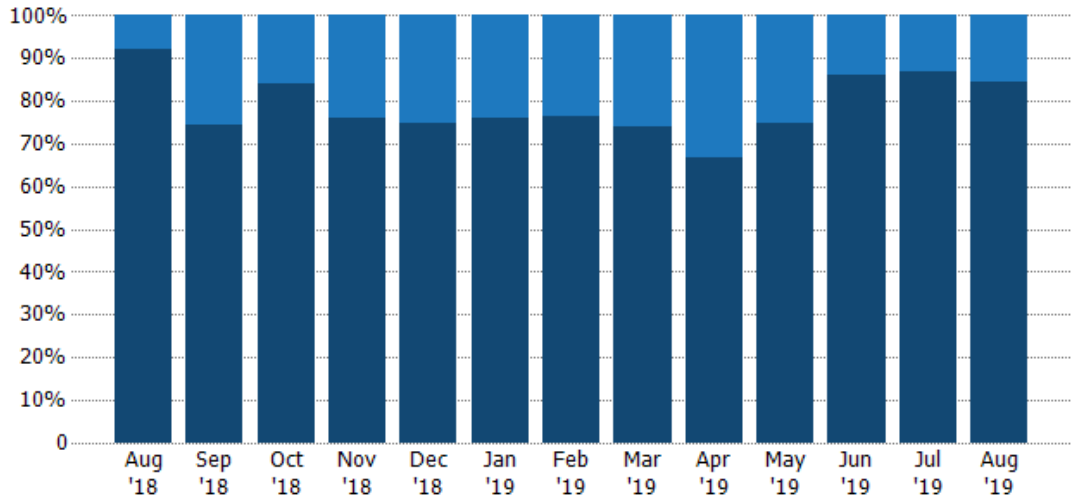
	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19
Current Year	\$16.1M	\$11.9M	\$9.33M	\$18.3M	\$12.7M	\$7M	\$7.89M	\$9.14M	\$5.87M	\$12.2M	\$14.7M	\$5.2M	\$18.5M
Prior Year	\$9.68M	\$14.5M	\$17.7M	\$13.4M	\$4.68M	\$8.99M	\$6.76M	\$10.4M	\$10.8M	\$8.66M	\$11.8M	\$10.1M	\$16.1M
Percent Change from Prior Year	66%	-18%	-47%	37%	171%	-22%	17%	-12%	-46%	41%	24%	-49%	15%

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



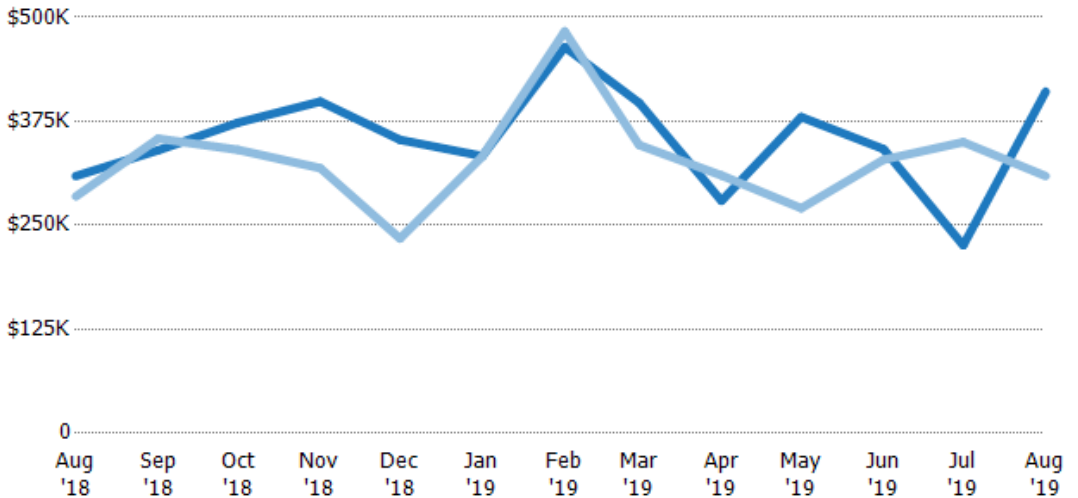
Condo/Townhouse	8%	26%	16%	24%	25%	24%	24%	26%	33%	25%	14%	13%	16%
Single Family Residence	92%	74%	84%	76%	75%	76%	76%	74%	67%	75%	86%	87%	84%

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	\$309K	\$340K	\$373K	\$399K	\$353K	\$333K	\$464K	\$397K	\$279K	\$380K	\$342K	\$226K	\$411K
Prior Year	\$285K	\$354K	\$341K	\$319K	\$234K	\$333K	\$483K	\$346K	\$310K	\$271K	\$329K	\$350K	\$309K
Percent Change from Prior Year	9%	-4%	10%	25%	51%	0%	-4%	15%	-10%	41%	4%	-35%	33%

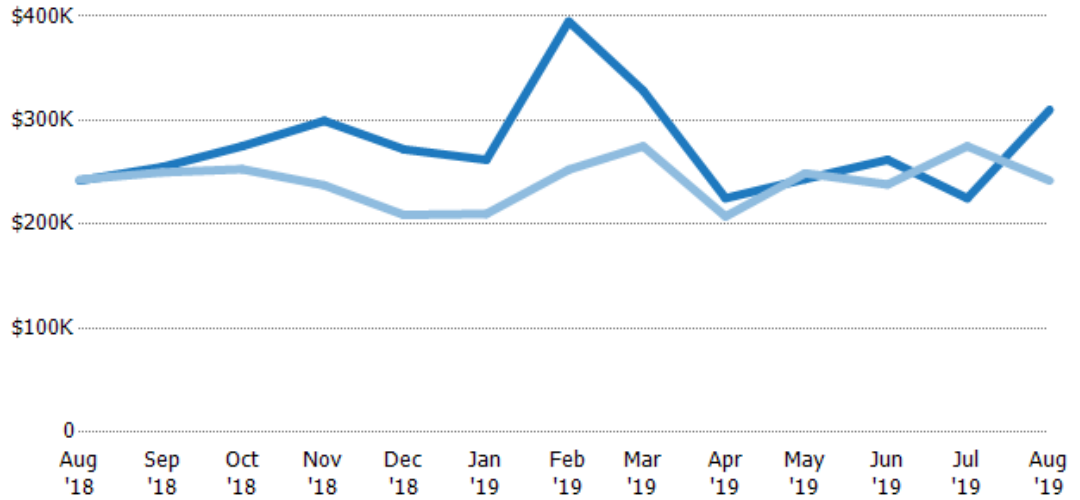
Median Sales Price

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.
Aug '19	\$310K	28.1%
Aug '18	\$242K	-0.4%
Aug '17	\$243K	-2.9%



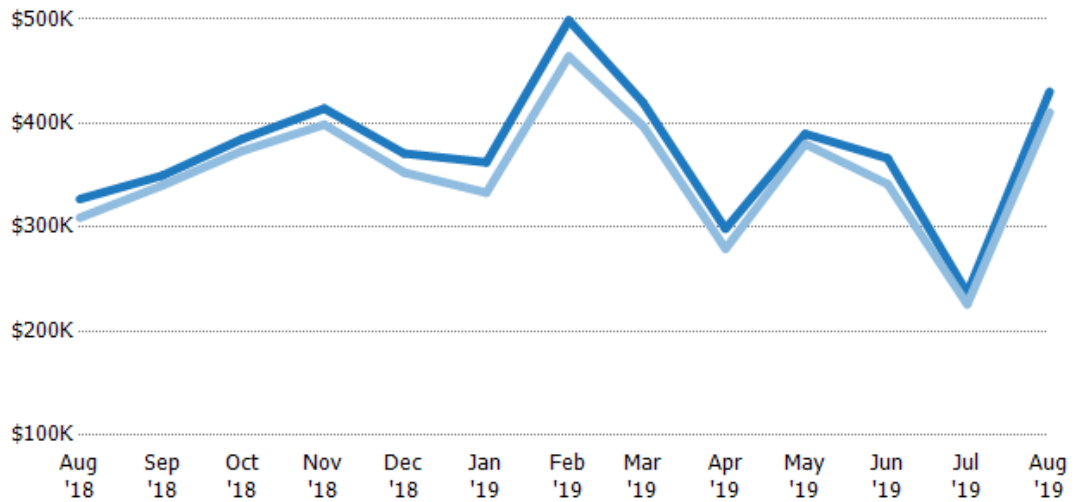
Current Year	\$242K	\$255K	\$275K	\$300K	\$272K	\$262K	\$395K	\$329K	\$225K	\$244K	\$262K	\$225K	\$310K
Prior Year	\$243K	\$250K	\$253K	\$238K	\$209K	\$210K	\$253K	\$275K	\$208K	\$249K	\$238K	\$275K	\$242K
Percent Change from Prior Year	0%	2%	9%	26%	30%	25%	56%	19%	8%	-2%	10%	-18%	28%

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



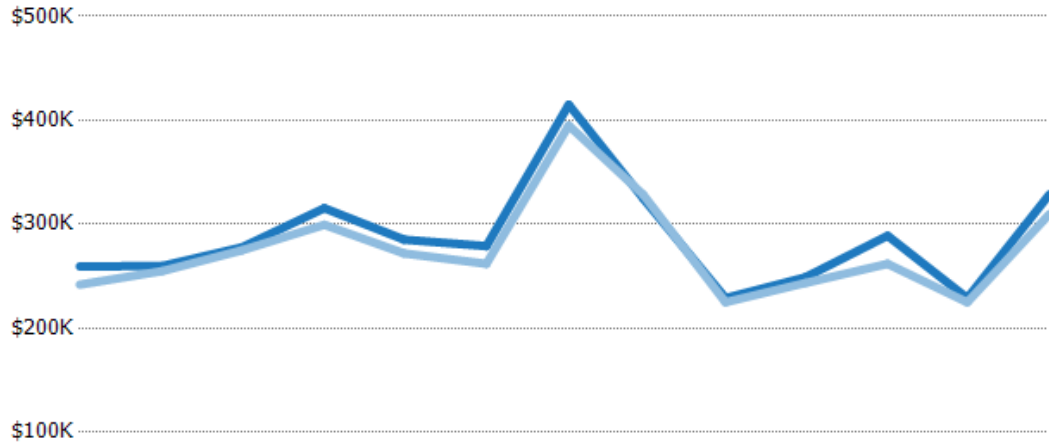
Avg List Price	\$327K	\$350K	\$385K	\$414K	\$371K	\$362K	\$499K	\$420K	\$299K	\$390K	\$366K	\$237K	\$430K
Avg Sales Price	\$309K	\$340K	\$373K	\$399K	\$353K	\$333K	\$464K	\$397K	\$279K	\$380K	\$342K	\$226K	\$411K
Avg Sales Price as a % of Avg List Price	95%	97%	97%	96%	95%	92%	93%	95%	94%	98%	93%	96%	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



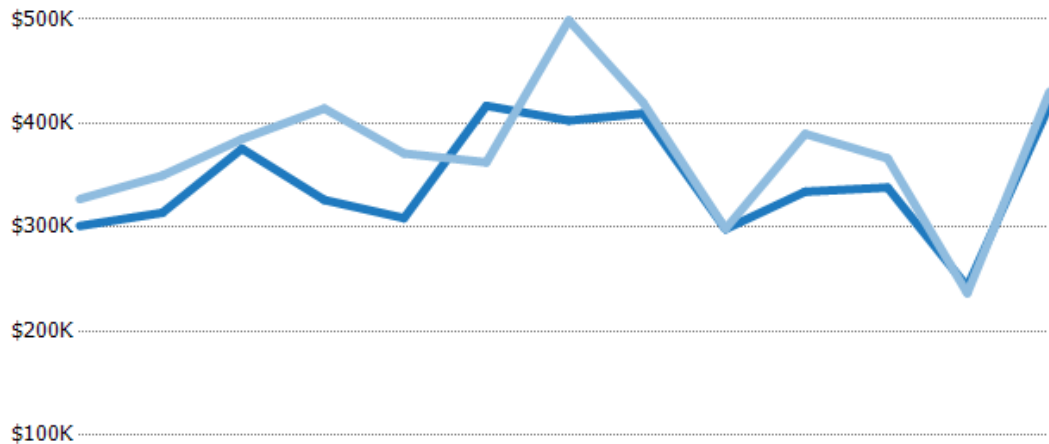
	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19
Median List Price	\$260K	\$260K	\$278K	\$316K	\$285K	\$279K	\$415K	\$325K	\$229K	\$249K	\$289K	\$229K	\$329K
Median Sales Price	\$242K	\$255K	\$275K	\$300K	\$272K	\$262K	\$395K	\$329K	\$225K	\$244K	\$262K	\$225K	\$310K
Med Sales Price as a % of Med List Price	93%	98%	99%	95%	95%	94%	95%	101%	98%	98%	91%	98%	94%

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



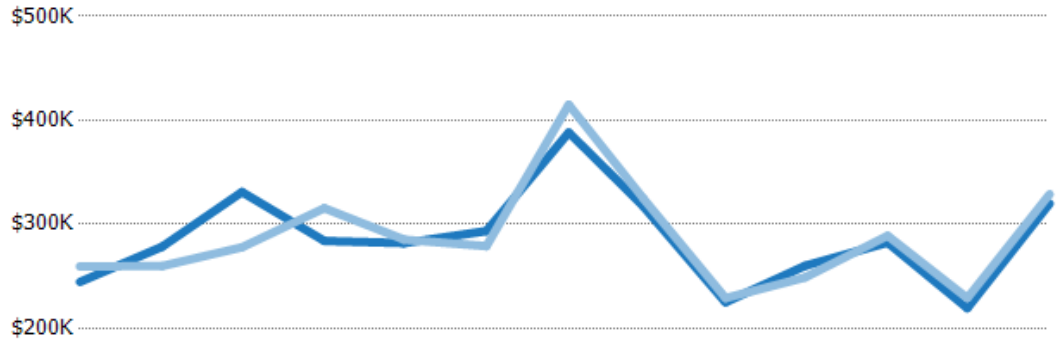
	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19
Avg Est Value	\$301K	\$314K	\$376K	\$326K	\$309K	\$417K	\$403K	\$409K	\$298K	\$334K	\$338K	\$243K	\$418K
Avg Sales Price	\$327K	\$350K	\$385K	\$414K	\$371K	\$362K	\$499K	\$420K	\$299K	\$390K	\$366K	\$237K	\$430K
Avg Sales Price as a % of Avg Est Value	109%	111%	102%	127%	120%	87%	124%	103%	100%	117%	108%	97%	103%

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



	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19
Median Est Value	\$245K	\$278K	\$331K	\$284K	\$282K	\$293K	\$388K	\$318K	\$225K	\$260K	\$282K	\$219K	\$320K
Median Sales Price	\$260K	\$260K	\$278K	\$316K	\$285K	\$279K	\$415K	\$325K	\$229K	\$249K	\$289K	\$229K	\$329K
Med Sales Price as a % of Med Est Value	106%	93%	84%	111%	101%	95%	107%	102%	102%	96%	102%	104%	103%