

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	Jul 2019	Jul 2018	+ / -	YTD 2019	YTD 2018	+ / -
Listing Activity Charts Metrics						
New Listing Count	53	85	-37.6%	357	360	-0.8%
New Listing Volume	\$23,530,800	\$36,485,800	-35.5%	\$152,614,385	\$132,600,936	+15.1%
Active Listing Count	268	309	-13.3%	N/A	N/A	
Active Listing Volume	\$141,121,473	\$142,567,497	-1%	N/A	N/A	
Average Listing Price	\$526,573	\$461,383	+14.1%	\$520,650	\$455,374	+14.3%
Median Listing Price	\$337,000	\$316,000	+6.6%	\$328,080	\$300,541	+9.2%
Median Days in RPR	95	81	+17.3%	149.89	160.26	-6.5%
Months of Inventory	6.2	8.6	-27.4%	9.1	9.9	-7.9%
Absorption Rate	16.04%	11.65%	+4.4%	10.95%	10.09%	+0.9%
Sales Activity Charts Metrics						
New Pending Sales Count	49	46	+6.5%	255	247	+3.2%
New Pending Sales Volume	\$16,916,900	\$12,535,088	+35%	\$96,510,250	\$83,656,938	+15.4%
Pending Sales Count	71	69	+2.9%	N/A	N/A	
Pending Sales Volume	\$29,683,900	\$23,231,588	+27.8%	N/A	N/A	
Closed Sales Count	23	29	-20.7%	180	202	-10.9%
Closed Sales Volume	\$5,196,000	\$10,148,300	-48.8%	\$61,941,277	\$67,496,929	-8.2%
Average Sales Price	\$225,913	\$349,941	-35.4%	\$344,118	\$334,143	+3%
Median Sales Price	\$225,000	\$275,000	-18.2%	\$270,725	\$242,517	+11.6%

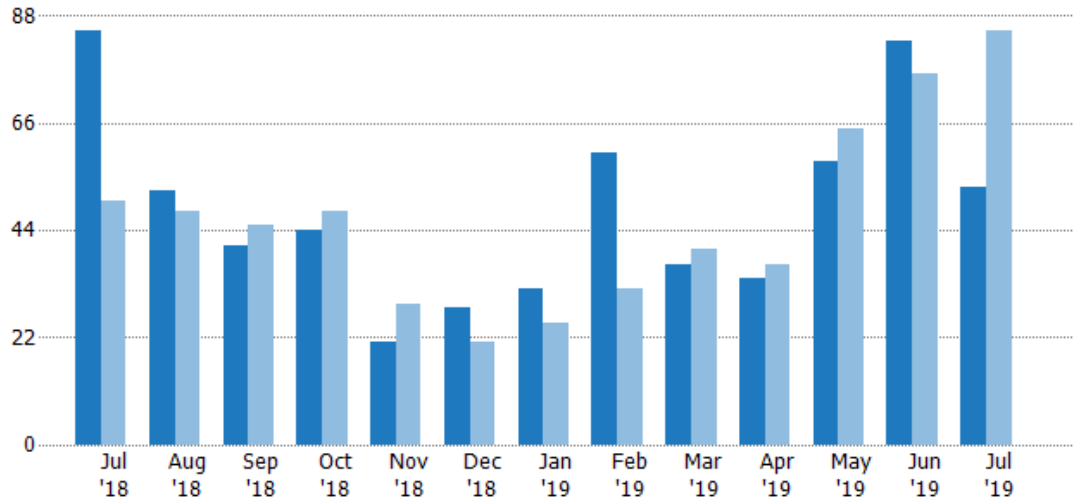
New Listings

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.
Jul '19	53	-37.6%
Jul '18	85	70%
Jul '17	50	14%



Current Year	85	52	41	44	21	28	32	60	37	34	58	83	53
Prior Year	50	48	45	48	29	21	25	32	40	37	65	76	85
Percent Change from Prior Year	70%	8%	-9%	-8%	-28%	33%	28%	88%	-8%	-8%	-11%	9%	-38%

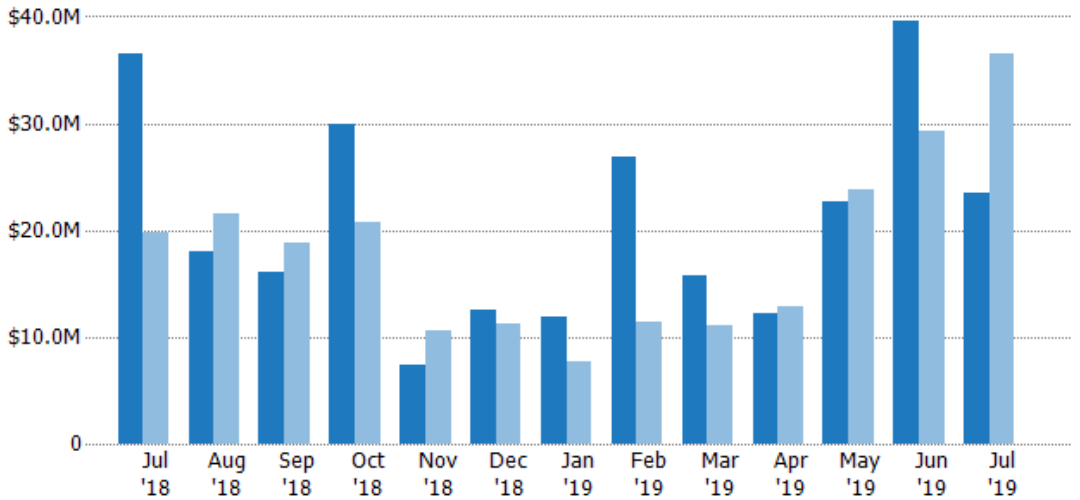
New Listing Volume

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.
Jul '19	\$23.5M	-35.5%
Jul '18	\$36.5M	84%
Jul '17	\$19.8M	1.7%



Current Year	\$36.5M	\$18.1M	\$16M	\$29.9M	\$7.42M	\$12.6M	\$12M	\$26.8M	\$15.8M	\$12.2M	\$22.7M	\$39.6M	\$23.5M
Prior Year	\$19.8M	\$21.5M	\$18.8M	\$20.7M	\$10.6M	\$11.2M	\$7.73M	\$11.4M	\$11.1M	\$12.8M	\$23.8M	\$29.3M	\$36.5M
Percent Change from Prior Year	84%	-16%	-15%	45%	-30%	13%	55%	136%	42%	-5%	-5%	35%	-36%

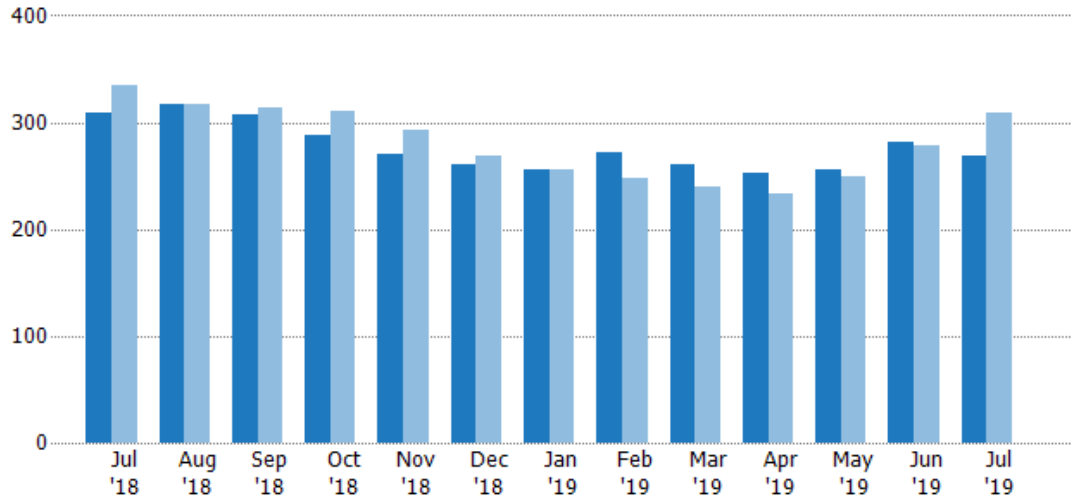
Active Listings

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.
Jul '19	268	-13.3%
Jul '18	309	-7.8%
Jul '17	335	3.3%



Current Year	309	317	307	288	270	261	255	272	260	252	255	282	268
Prior Year	335	317	313	310	292	268	255	248	240	233	250	278	309
Percent Change from Prior Year	-8%	0%	-2%	-7%	-8%	-3%	0%	10%	8%	8%	2%	1%	-13%

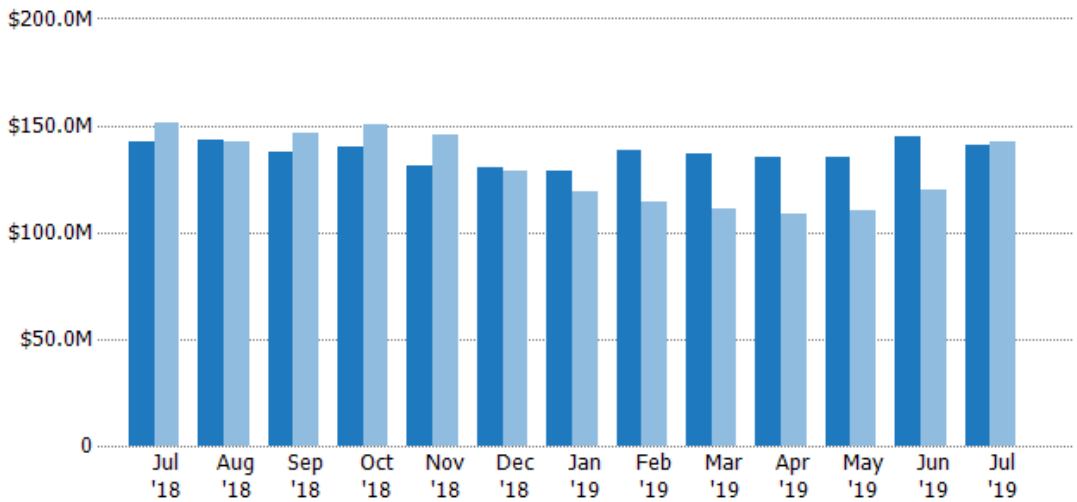
Active Listing Volume

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.
Jul '19	\$141M	-1%
Jul '18	\$143M	-5.6%
Jul '17	\$151M	-11.6%



Current Year	\$143M	\$143M	\$138M	\$140M	\$131M	\$130M	\$129M	\$138M	\$137M	\$135M	\$135M	\$145M	\$141M
Prior Year	\$151M	\$143M	\$147M	\$150M	\$145M	\$129M	\$119M	\$114M	\$111M	\$108M	\$110M	\$120M	\$143M
Percent Change from Prior Year	-6%	1%	-6%	-7%	-10%	1%	9%	21%	23%	24%	22%	20%	-1%

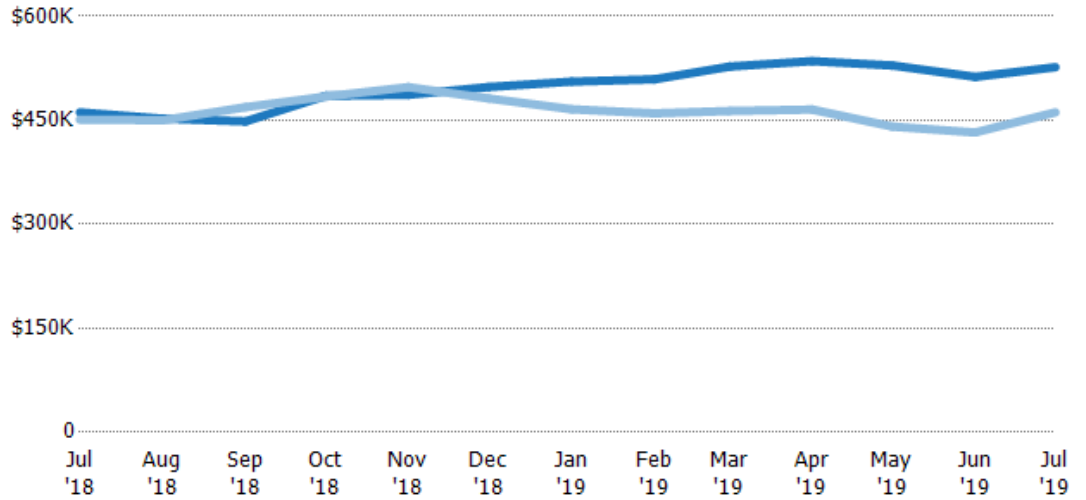
Average Listing Price

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.
Jul '19	\$527K	14.1%
Jul '18	\$461K	2.3%
Jul '17	\$451K	-14.4%



Current Year	\$461K	\$452K	\$448K	\$485K	\$487K	\$498K	\$506K	\$509K	\$527K	\$535K	\$529K	\$513K	\$527K
Prior Year	\$451K	\$450K	\$469K	\$484K	\$498K	\$482K	\$466K	\$460K	\$463K	\$466K	\$441K	\$432K	\$461K
Percent Change from Prior Year	2%	1%	-4%	0%	-2%	3%	9%	11%	14%	15%	20%	19%	14%

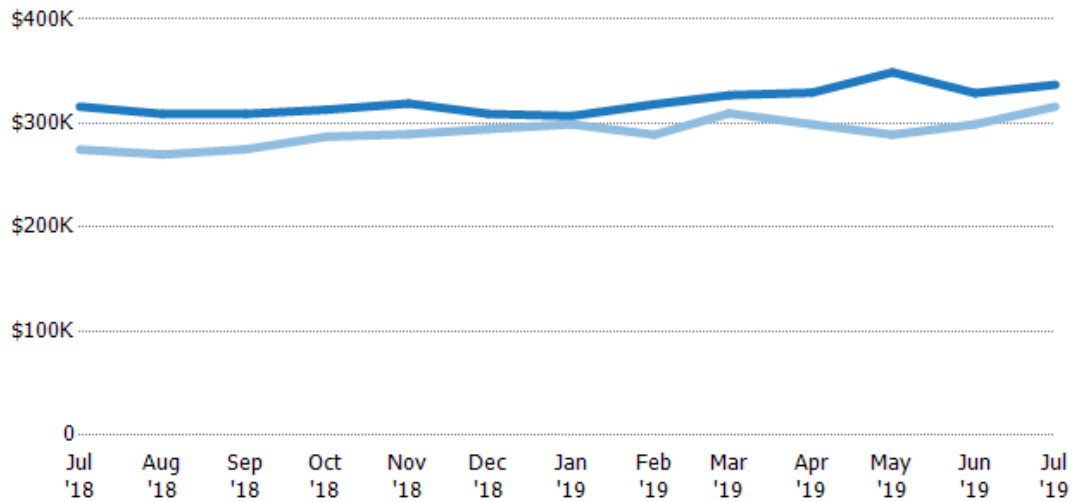
Median Listing Price

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.
Jul '19	\$337K	6.6%
Jul '18	\$316K	15%
Jul '17	\$275K	-9%



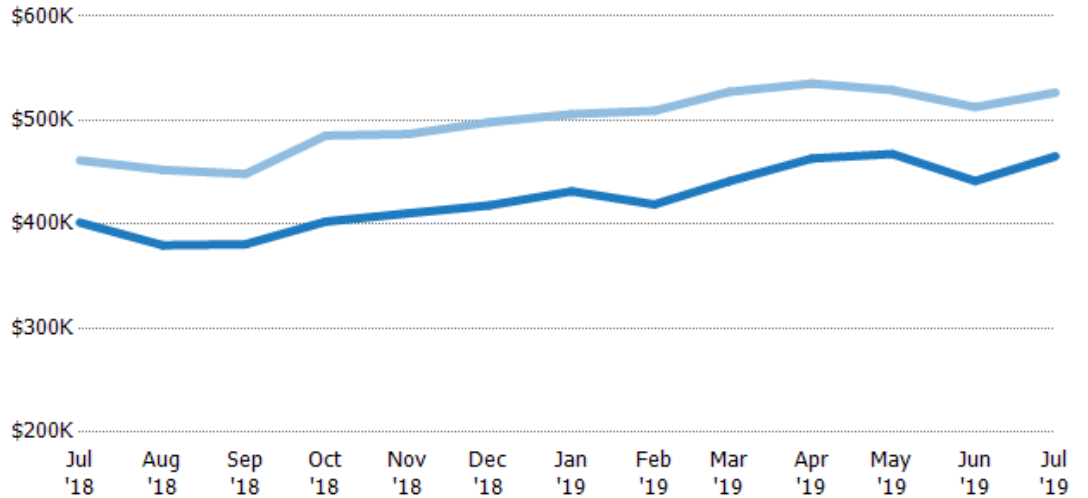
Current Year	\$316K	\$309K	\$309K	\$313K	\$319K	\$309K	\$307K	\$318K	\$327K	\$329K	\$349K	\$329K	\$337K
Prior Year	\$275K	\$270K	\$275K	\$287K	\$290K	\$295K	\$299K	\$289K	\$310K	\$299K	\$289K	\$299K	\$316K
Percent Change from Prior Year	15%	14%	12%	9%	10%	5%	3%	10%	6%	10%	21%	10%	7%

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

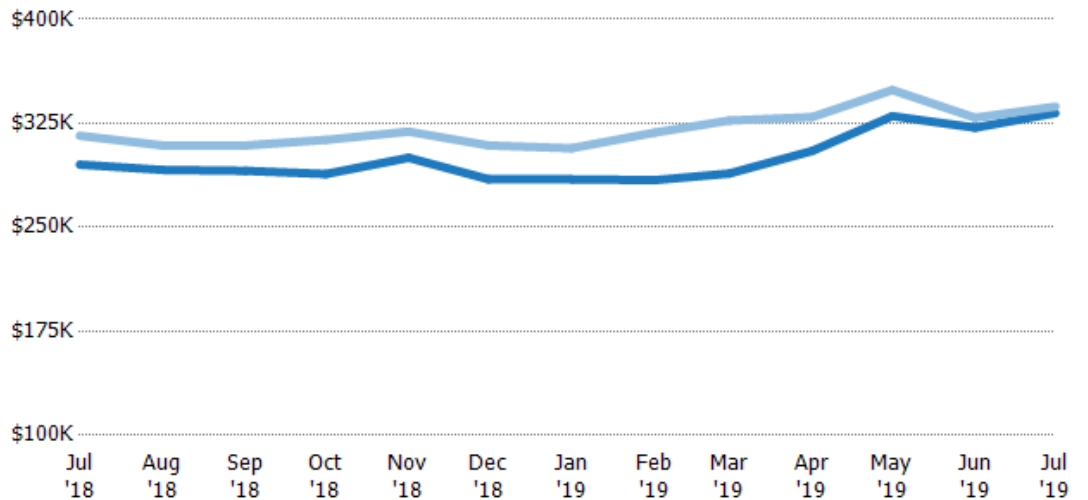


Median Listing Price vs Median Est Value

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

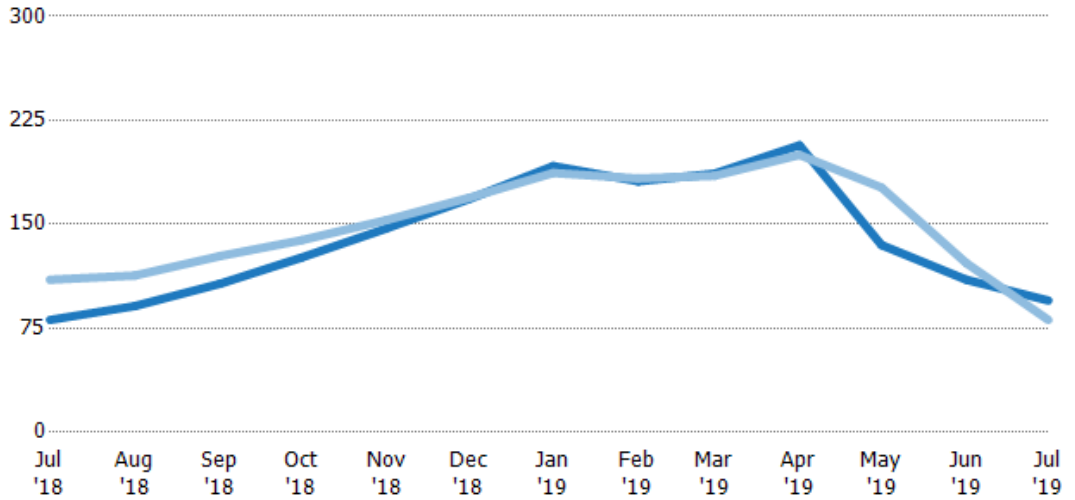


Median Days in RPR

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



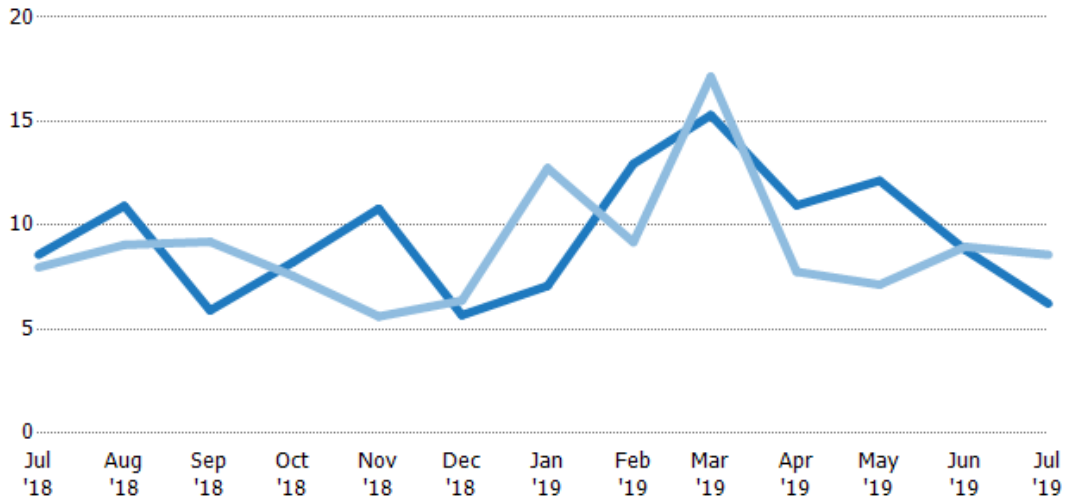
	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19
Current Year	81	91	107	126	147	168	192	181	187	207	135	110	95
Prior Year	110	113	127	139	153	169	187	183	185	200	177	122	81
Percent Change from Prior Year	-26%	-19%	-16%	-9%	-4%	-1%	3%	-1%	1%	4%	-24%	-10%	17%

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



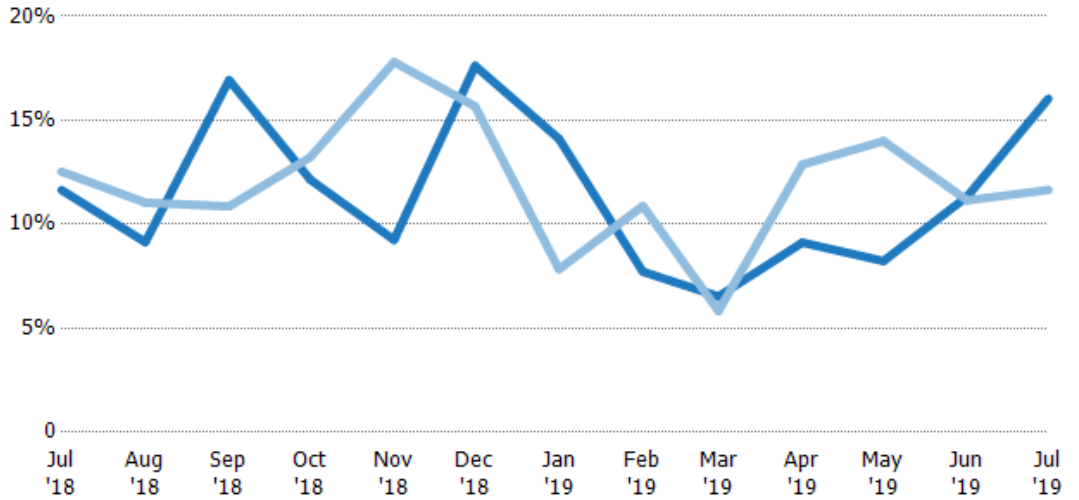
	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19
Current Year	8.58	10.9	5.9	8.23	10.8	5.67	7.08	13	15.3	11	12.1	8.81	6.23
Prior Year	7.98	9.06	9.21	7.56	5.62	6.38	12.8	9.19	17.1	7.77	7.14	8.97	8.58
Percent Change from Prior Year	8%	21%	-36%	9%	92%	-11%	-44%	41%	-11%	41%	70%	-2%	-27%

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



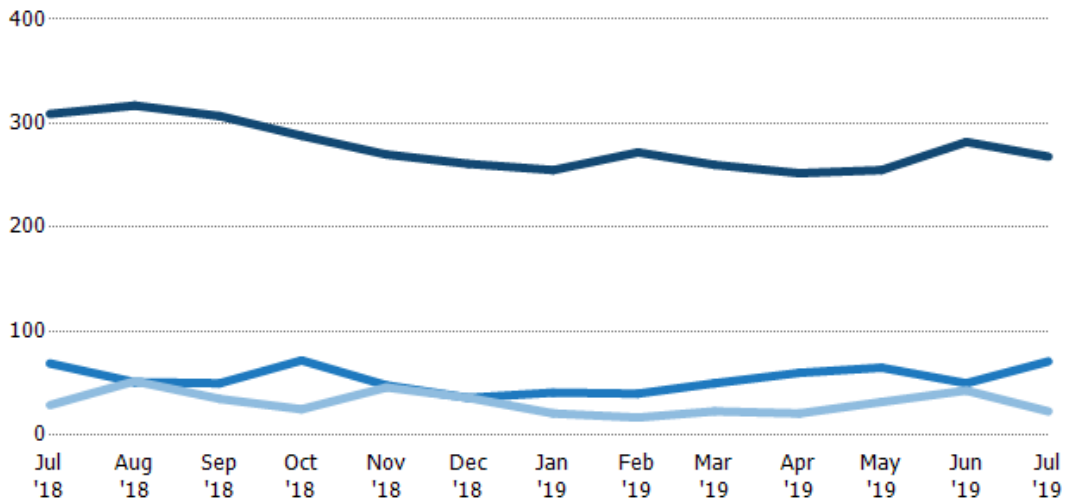
	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19
Current Year	12%	9%	17%	12%	9%	18%	14%	8%	7%	9%	8%	11%	16%
Prior Year	13%	11%	11%	13%	18%	16%	8%	11%	6%	13%	14%	11%	12%
Change from Prior Year	1%	2%	-6%	1%	9%	-2%	-6%	3%	-1%	4%	6%	0%	-4%

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



	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19
Active	309	317	307	288	270	261	255	272	260	252	255	282	268
Pending	69	51	50	72	48	36	41	40	50	60	65	50	71
Sold	29	52	35	25	46	36	21	17	23	21	32	43	23

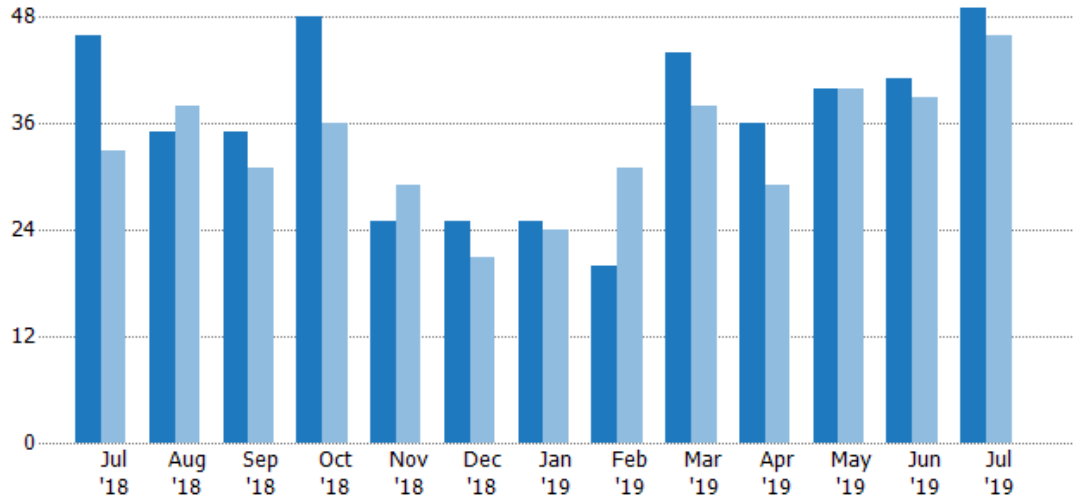
New Pending Sales

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.
Jul '19	49	6.5%
Jul '18	46	39.4%
Jul '17	33	0%



Current Year	46	35	35	48	25	25	25	20	44	36	40	41	49
Prior Year	33	38	31	36	29	21	24	31	38	29	40	39	46
Percent Change from Prior Year	39%	-8%	13%	33%	-14%	19%	4%	-35%	16%	24%	0%	5%	7%

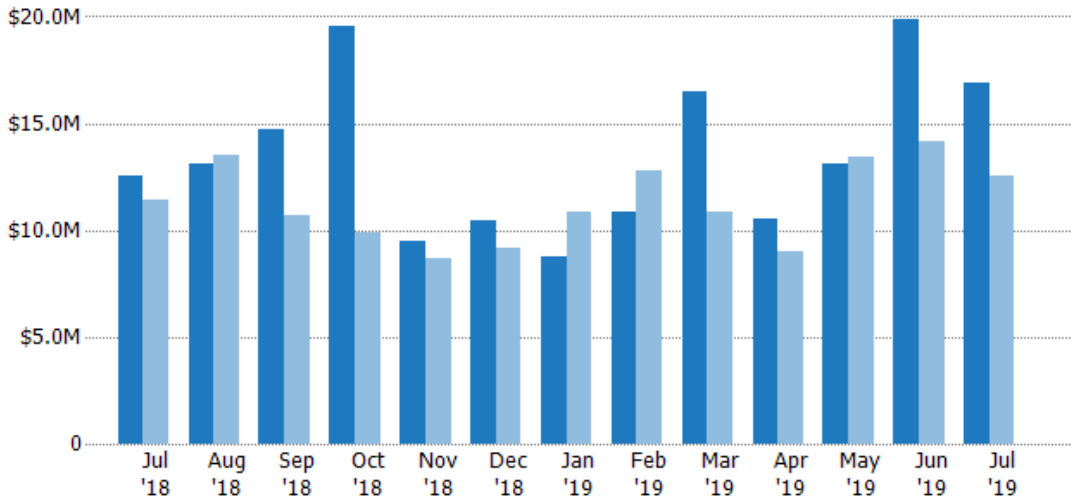
New Pending Sales Volume

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.
Jul '19	\$16.9M	35%
Jul '18	\$12.5M	9.8%
Jul '17	\$11.4M	55.4%



Current Year	\$12.5M	\$13.1M	\$14.7M	\$19.6M	\$9.45M	\$10.4M	\$8.74M	\$10.9M	\$16.5M	\$10.5M	\$13.1M	\$19.9M	\$16.9M
Prior Year	\$11.4M	\$13.5M	\$10.7M	\$9.89M	\$8.68M	\$9.16M	\$10.9M	\$12.8M	\$10.9M	\$8.98M	\$13.5M	\$14.1M	\$12.5M
Percent Change from Prior Year	10%	-3%	37%	98%	9%	14%	-20%	-15%	52%	17%	-3%	41%	35%

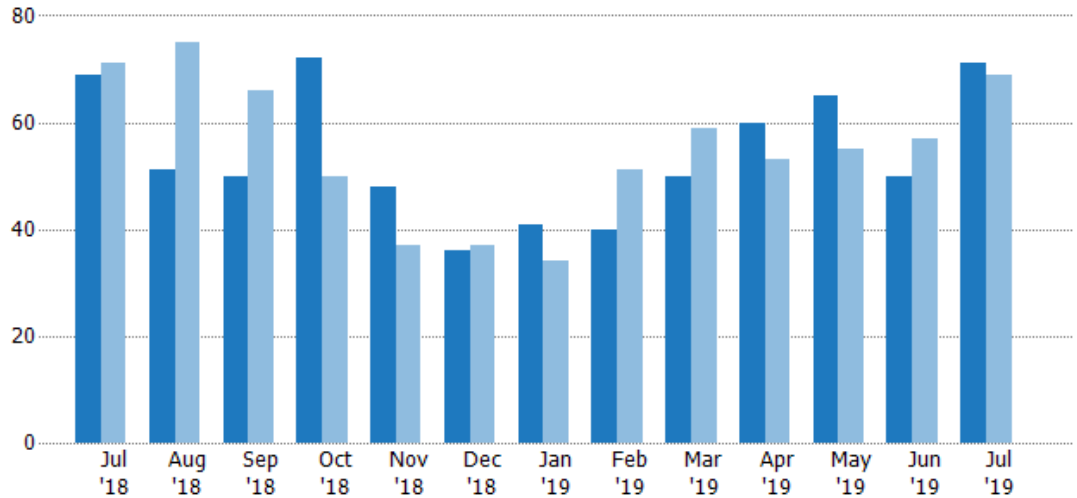
Pending Sales

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.
Jul '19	71	2.9%
Jul '18	69	-2.8%
Jul '17	71	-15.5%



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

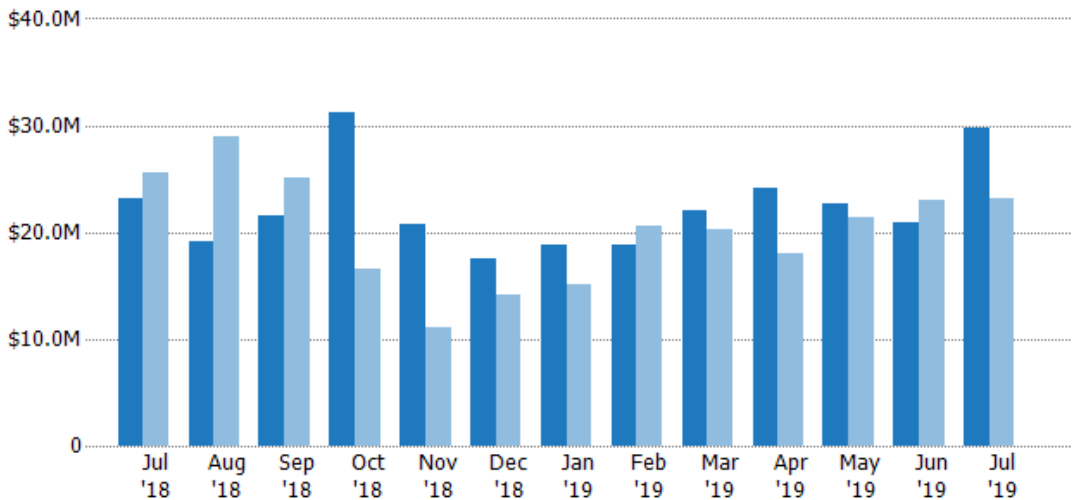
Pending Sales Volume

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.
Jul '19	\$29.7M	27.8%
Jul '18	\$23.2M	-9.3%
Jul '17	\$25.6M	-4.8%



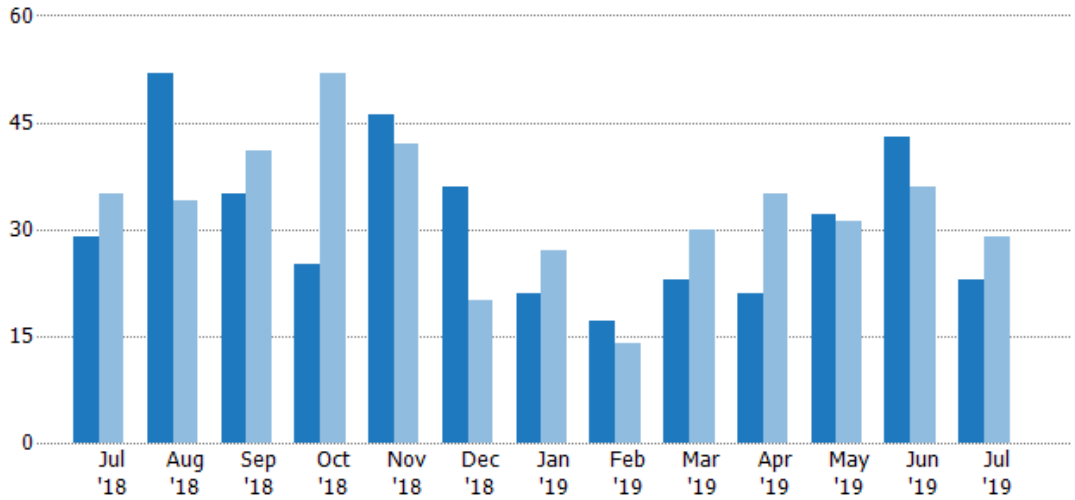
	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19
Current Year	\$23.2M	\$19.1M	\$21.5M	\$31.1M	\$20.8M	\$17.6M	\$18.9M	\$18.8M	\$22M	\$24.1M	\$22.7M	\$21M	\$29.7M
Prior Year	\$25.6M	\$29M	\$25M	\$16.5M	\$11M	\$14.2M	\$15M	\$20.5M	\$20.3M	\$18.1M	\$21.4M	\$22.9M	\$23.2M
Percent Change from Prior Year	-9%	-34%	-14%	89%	88%	24%	26%	-8%	8%	33%	6%	-8%	28%

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



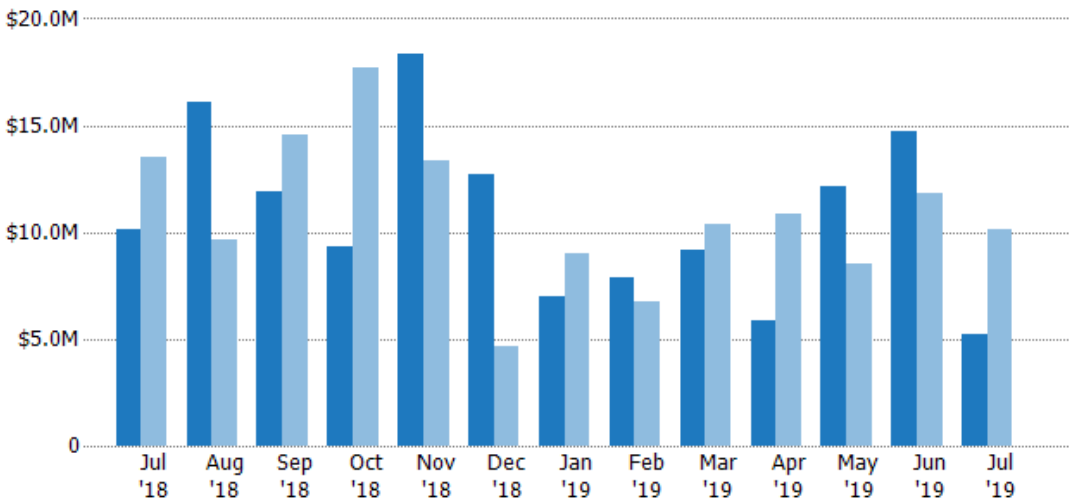
	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19
Current Year	29	52	35	25	46	36	21	17	23	21	32	43	23
Prior Year	35	34	41	52	42	20	27	14	30	35	31	36	29
Percent Change from Prior Year	-17%	53%	-15%	-52%	10%	80%	-22%	21%	-23%	-40%	3%	19%	-21%

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



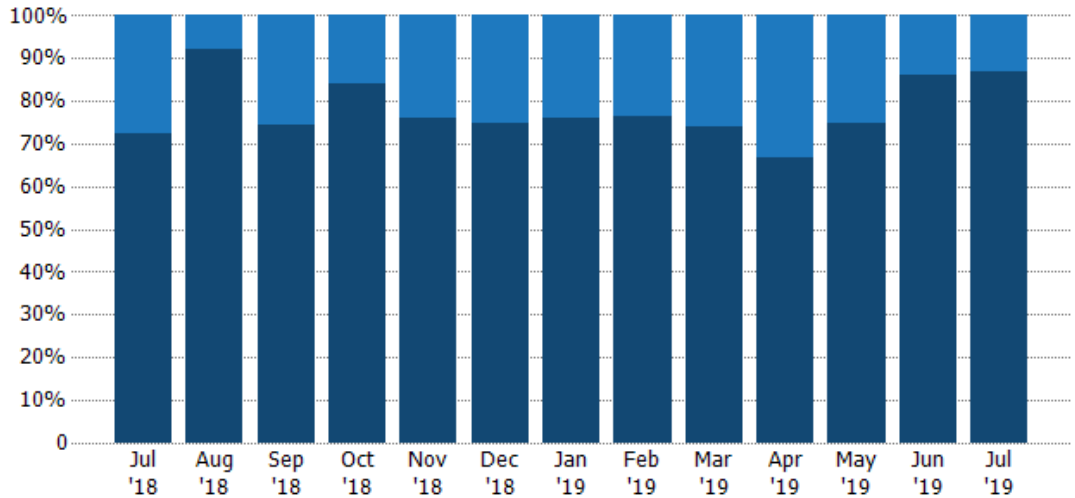
	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19
Current Year	\$10.1M	\$16.1M	\$11.9M	\$9.33M	\$18.3M	\$12.7M	\$7M	\$7.89M	\$9.14M	\$5.87M	\$12.2M	\$14.7M	\$5.2M
Prior Year	\$13.5M	\$9.68M	\$14.5M	\$17.7M	\$13.4M	\$4.68M	\$8.99M	\$6.76M	\$10.4M	\$10.8M	\$8.52M	\$11.8M	\$10.1M
Percent Change from Prior Year	-25%	66%	-18%	-47%	37%	171%	-22%	17%	-12%	-46%	43%	24%	-49%

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



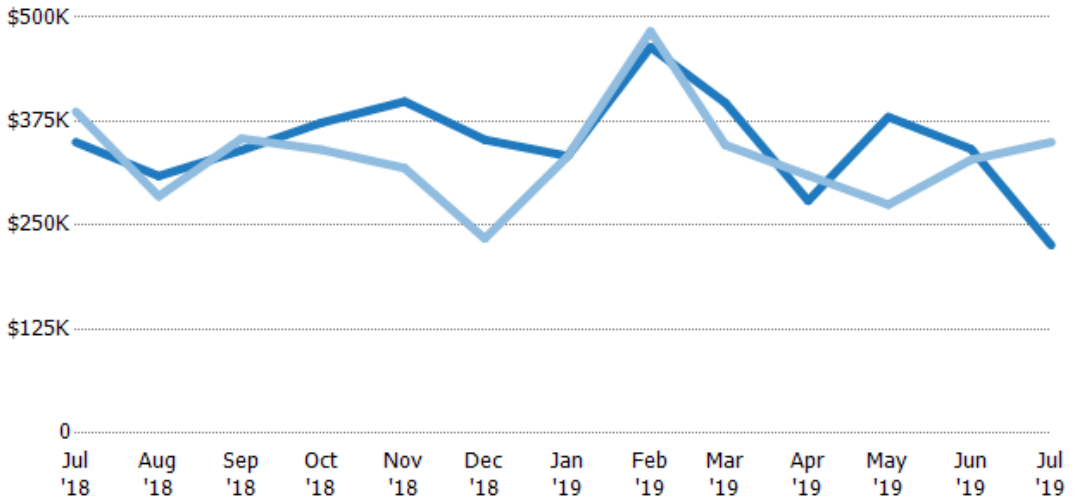
Condo/Townhouse	28%	8%	26%	16%	24%	25%	24%	24%	26%	33%	25%	14%	13%
Single Family Residence	72%	92%	74%	84%	76%	75%	76%	76%	74%	67%	75%	86%	87%

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	\$350K	\$309K	\$340K	\$373K	\$399K	\$353K	\$333K	\$464K	\$397K	\$279K	\$380K	\$342K	\$226K
Prior Year	\$387K	\$285K	\$354K	\$341K	\$319K	\$234K	\$333K	\$483K	\$346K	\$310K	\$275K	\$329K	\$350K
Percent Change from Prior Year	-9%	9%	-4%	10%	25%	51%	0%	-4%	15%	-10%	38%	4%	-35%

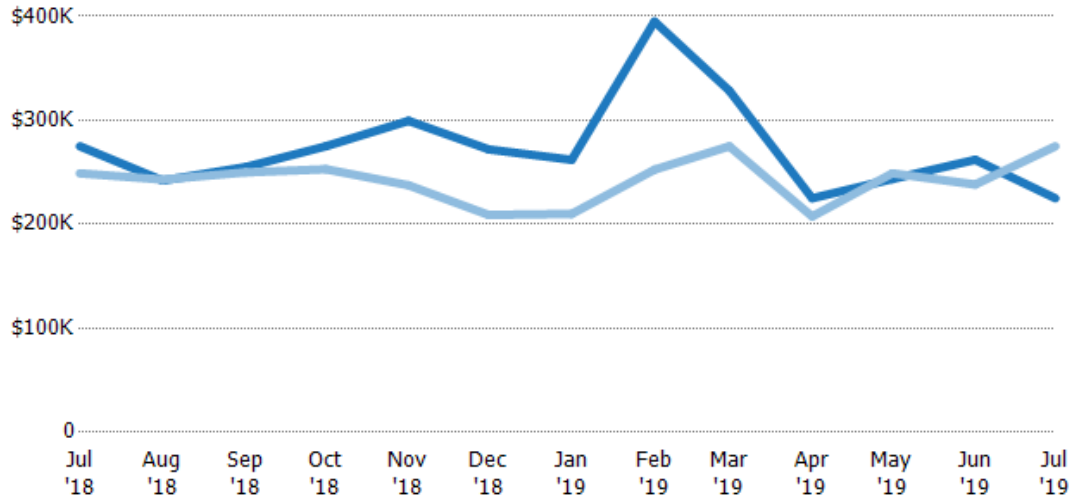
Median Sales Price

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.
Jul '19	\$225K	-18.2%
Jul '18	\$275K	10.4%
Jul '17	\$249K	2%



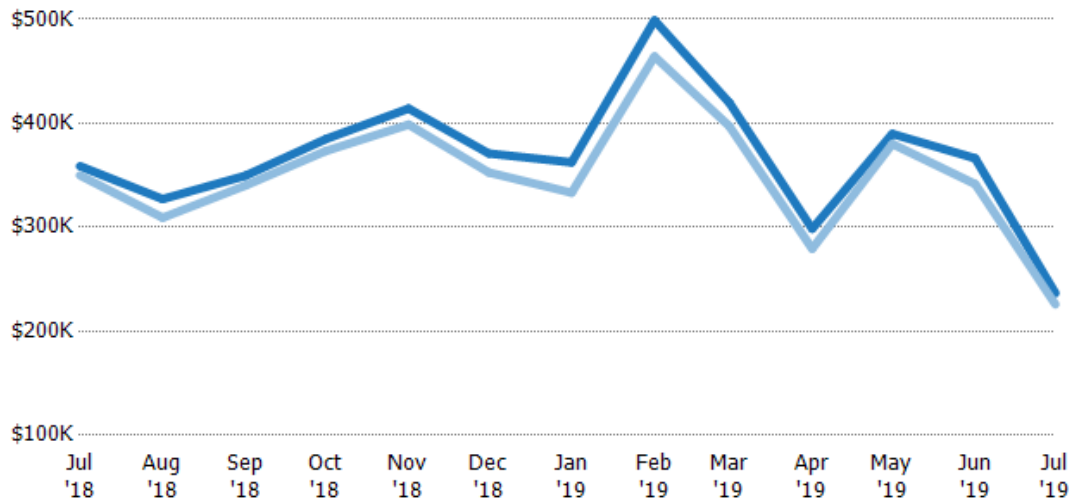
Current Year	\$275K	\$242K	\$255K	\$275K	\$300K	\$272K	\$262K	\$395K	\$329K	\$225K	\$244K	\$262K	\$225K
Prior Year	\$249K	\$243K	\$250K	\$253K	\$238K	\$209K	\$210K	\$253K	\$275K	\$208K	\$249K	\$238K	\$275K
Percent Change from Prior Year	10%	0%	2%	9%	26%	30%	25%	56%	19%	8%	-2%	10%	-18%

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



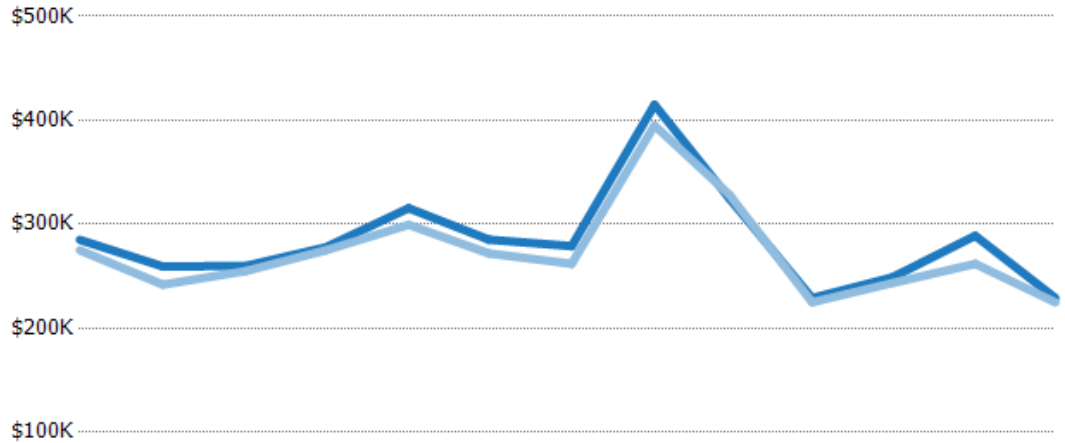
Avg List Price	\$359K	\$327K	\$350K	\$385K	\$414K	\$371K	\$362K	\$499K	\$420K	\$299K	\$390K	\$366K	\$237K
Avg Sales Price	\$350K	\$309K	\$340K	\$373K	\$399K	\$353K	\$333K	\$464K	\$397K	\$279K	\$380K	\$342K	\$226K
Avg Sales Price as a % of Avg List Price	98%	95%	97%	97%	96%	95%	92%	93%	95%	94%	98%	93%	96%

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



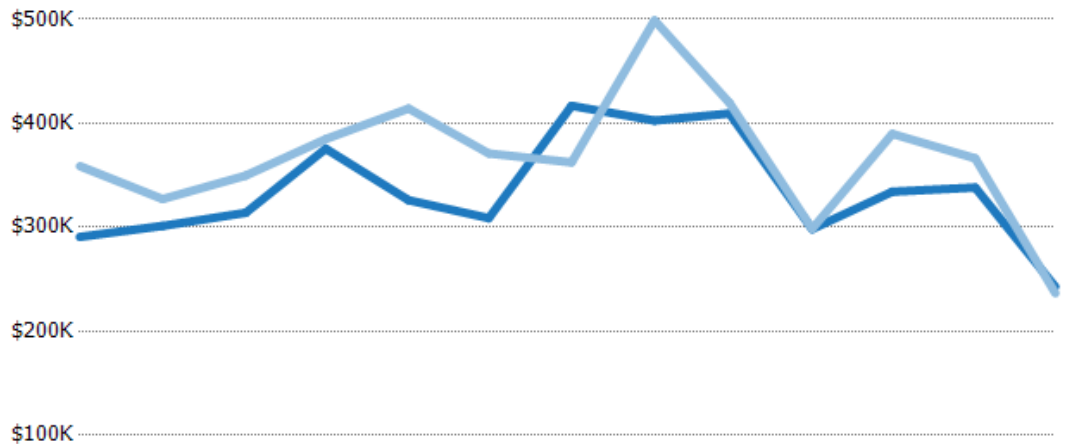
	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19
Median List Price	\$285K	\$260K	\$260K	\$278K	\$316K	\$285K	\$279K	\$415K	\$325K	\$229K	\$249K	\$289K	\$229K
Median Sales Price	\$275K	\$242K	\$255K	\$275K	\$300K	\$272K	\$262K	\$395K	\$329K	\$225K	\$244K	\$262K	\$225K
Med Sales Price as a % of Med List Price	96%	93%	98%	99%	95%	95%	94%	95%	101%	98%	98%	91%	98%

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



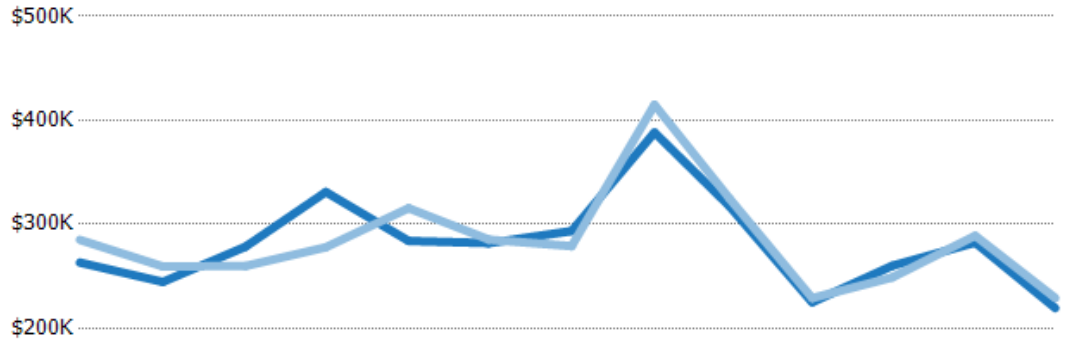
	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19
Avg Est Value	\$291K	\$301K	\$314K	\$376K	\$326K	\$309K	\$417K	\$403K	\$409K	\$298K	\$334K	\$338K	\$243K
Avg Sales Price	\$359K	\$327K	\$350K	\$385K	\$414K	\$371K	\$362K	\$499K	\$420K	\$299K	\$390K	\$366K	\$237K
Avg Sales Price as a % of Avg Est Value	123%	109%	111%	102%	127%	120%	87%	124%	103%	100%	117%	108%	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



	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19
Median Est Value	\$263K	\$245K	\$278K	\$331K	\$284K	\$282K	\$293K	\$388K	\$318K	\$225K	\$260K	\$282K	\$219K
Median Sales Price	\$285K	\$260K	\$260K	\$278K	\$316K	\$285K	\$279K	\$415K	\$325K	\$229K	\$249K	\$289K	\$229K
Med Sales Price as a % of Med Est Value	108%	106%	93%	84%	111%	101%	95%	107%	102%	102%	96%	102%	104%