

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	Nov 2019	Nov 2018	+ / -	YTD 2019	YTD 2018	+ / -
Listing Activity Charts Metrics						
New Listing Count	38	21	+81%	526	512	+2.7%
New Listing Volume	\$16,900,600	\$7,411,600	+128%	\$238,216,285	\$201,407,726	+18.3%
Active Listing Count	223	271	-17.7%	N/A	N/A	
Active Listing Volume	\$133,725,149	\$132,534,589	+0.9%	N/A	N/A	
Average Listing Price	\$599,664	\$489,058	+22.6%	\$539,023	\$460,365	+17.1%
Median Listing Price	\$324,900	\$319,000	+1.8%	\$324,439	\$303,968	+6.7%
Median Days in RPR	144	146	-1.4%	133.93	140.49	-4.7%
Months of Inventory	4.2	11.3	-62.7%	7.8	8.6	-9.7%
Absorption Rate	23.77%	8.86%	+14.9%	12.84%	11.6%	+1.2%
Sales Activity Charts Metrics						
New Pending Sales Count	28	24	+16.7%	422	390	+8.2%
New Pending Sales Volume	\$7,323,100	\$9,223,200	-20.6%	\$162,445,335	\$140,733,536	+15.4%
Pending Sales Count	45	48	-6.3%	N/A	N/A	
Pending Sales Volume	\$18,530,030	\$20,759,000	-10.7%	N/A	N/A	
Closed Sales Count	32	46	-30.4%	346	363	-4.7%
Closed Sales Volume	\$12,053,900	\$18,341,867	-34.3%	\$127,235,655	\$123,986,018	+2.6%
Average Sales Price	\$376,684	\$398,736	-5.5%	\$367,733	\$341,559	+7.7%
Median Sales Price	\$322,500	\$299,500	+7.7%	\$287,996	\$254,795	+13%

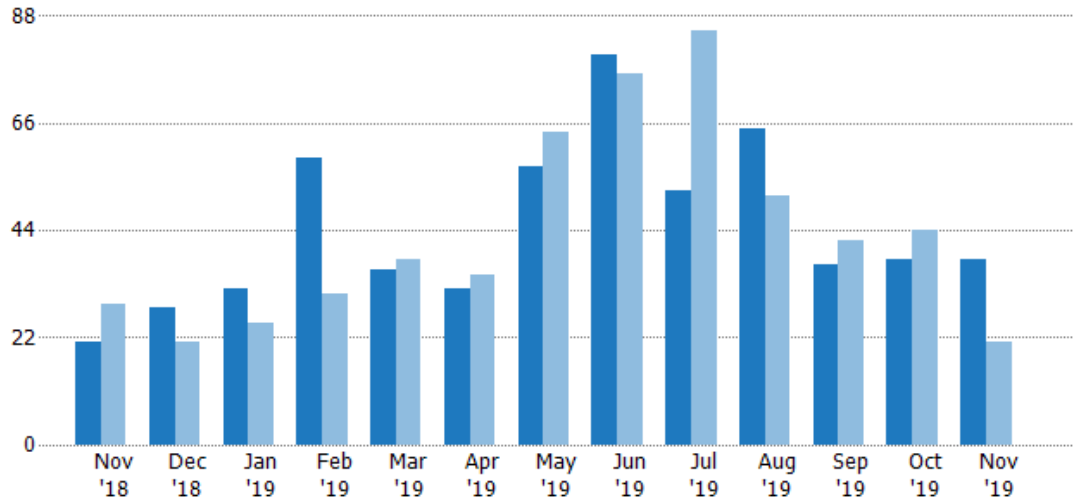
New Listings

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.
Nov '19	38	81%
Nov '18	21	-27.6%
Nov '17	29	-3.4%



	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Current Year	21	28	32	59	36	32	57	80	52	65	37	38	38
Prior Year	29	21	25	31	38	35	64	76	85	51	42	44	21
Percent Change from Prior Year	-28%	33%	28%	90%	-5%	-9%	-11%	5%	-39%	27%	-12%	-14%	81%

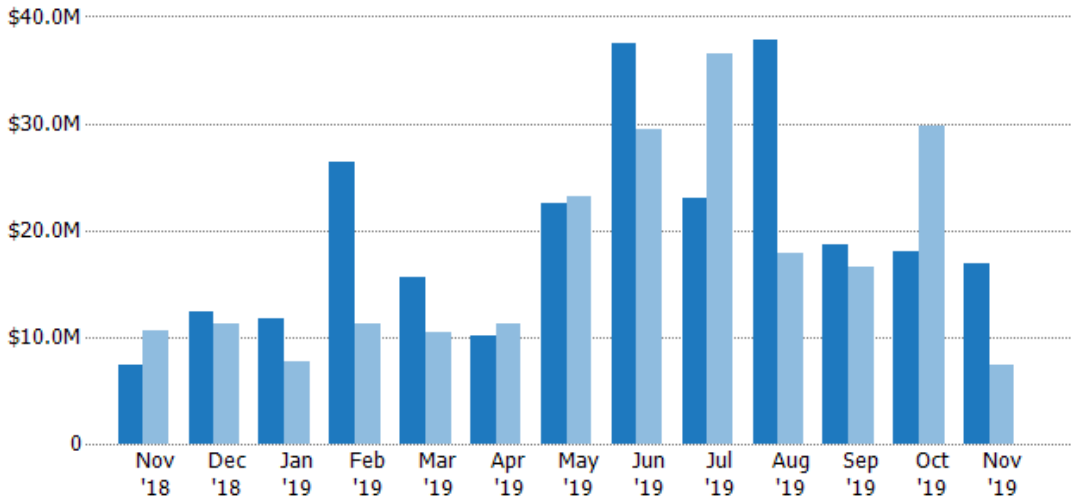
New Listing Volume

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.
Nov '19	\$16.9M	128%
Nov '18	\$7.41M	-29.6%
Nov '17	\$10.5M	31.9%



	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Current Year	\$7.41M	\$12.4M	\$11.8M	\$26.4M	\$15.7M	\$10M	\$22.5M	\$37.4M	\$22.9M	\$37.7M	\$18.7M	\$18.1M	\$16.9M
Prior Year	\$10.5M	\$11.2M	\$7.73M	\$11.3M	\$10.4M	\$11.3M	\$23.2M	\$29.4M	\$36.5M	\$17.8M	\$16.6M	\$29.8M	\$7.41M
Percent Change from Prior Year	-30%	11%	52%	133%	50%	-11%	-3%	28%	-37%	112%	13%	-39%	128%

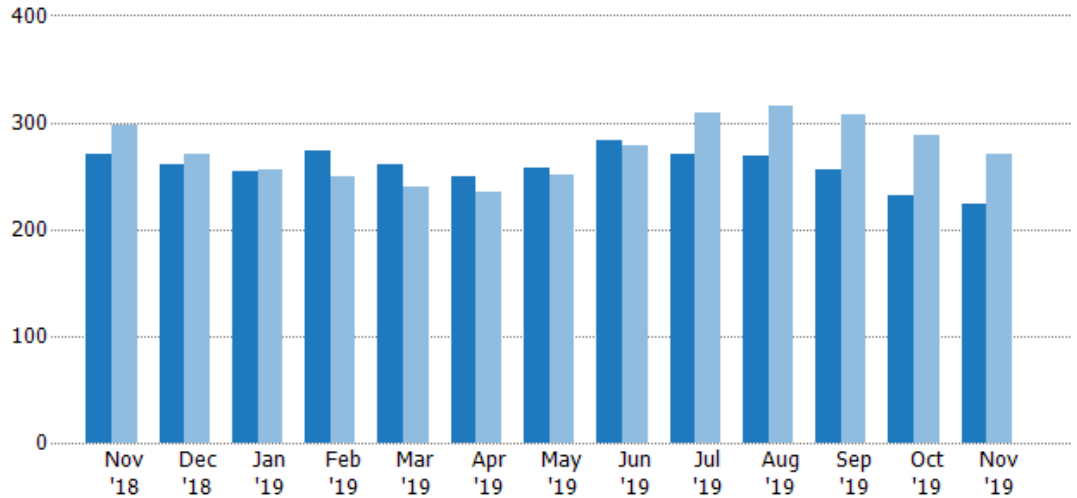
Active Listings

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.
Nov '19	223	-17.7%
Nov '18	271	-8.8%
Nov '17	297	8.8%



Current Year	271	261	254	274	261	250	257	283	271	268	256	231	223
Prior Year	297	271	256	249	240	235	251	279	309	316	307	288	271
Percent Change from Prior Year	-9%	-4%	-1%	10%	9%	6%	2%	1%	-12%	-15%	-17%	-20%	-18%

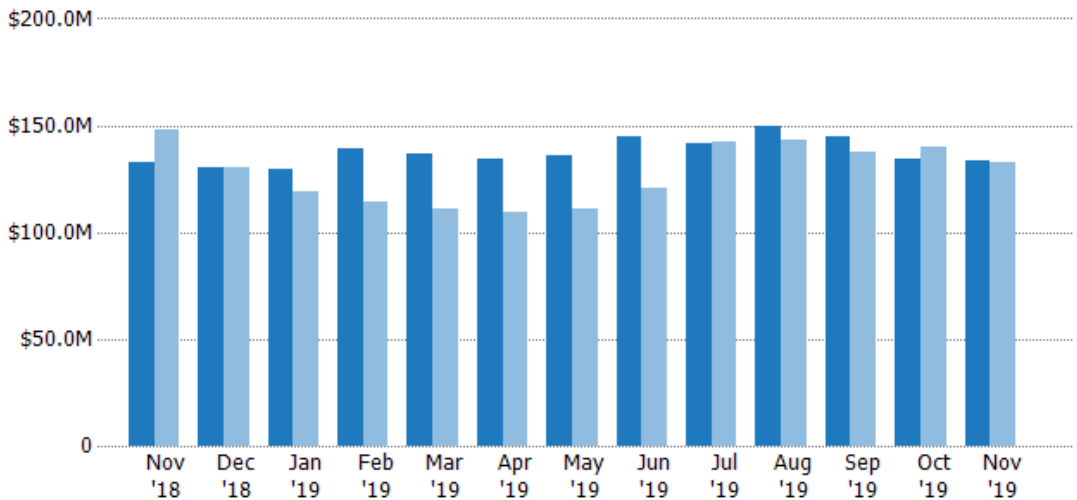
Active Listing Volume

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.
Nov '19	\$134M	0.9%
Nov '18	\$133M	-10.7%
Nov '17	\$148M	-11.1%



Current Year	\$133M	\$131M	\$129M	\$139M	\$137M	\$134M	\$136M	\$144M	\$142M	\$150M	\$145M	\$135M	\$134M
Prior Year	\$148M	\$130M	\$119M	\$115M	\$111M	\$109M	\$111M	\$121M	\$143M	\$143M	\$138M	\$140M	\$133M
Percent Change from Prior Year	-11%	0%	9%	22%	23%	23%	23%	19%	-1%	5%	5%	-4%	1%

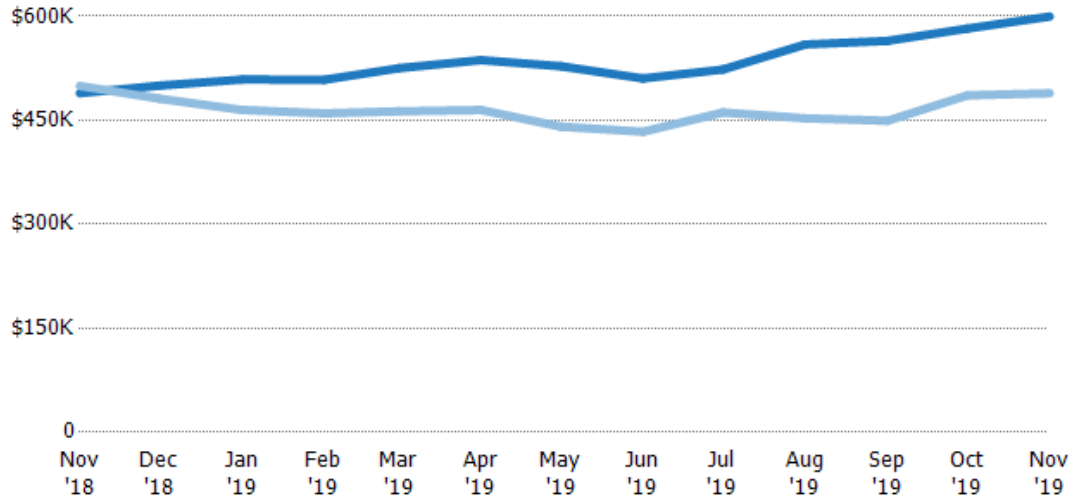
Average Listing Price

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.
Nov '19	\$600K	22.6%
Nov '18	\$489K	-2.1%
Nov '17	\$500K	-18.2%



Current Year	\$489K	\$500K	\$509K	\$508K	\$525K	\$537K	\$528K	\$510K	\$523K	\$559K	\$565K	\$582K	\$600K
Prior Year	\$500K	\$481K	\$465K	\$460K	\$463K	\$465K	\$441K	\$434K	\$461K	\$453K	\$449K	\$486K	\$489K
Percent Change from Prior Year	-2%	4%	9%	11%	13%	15%	20%	18%	13%	23%	26%	20%	23%

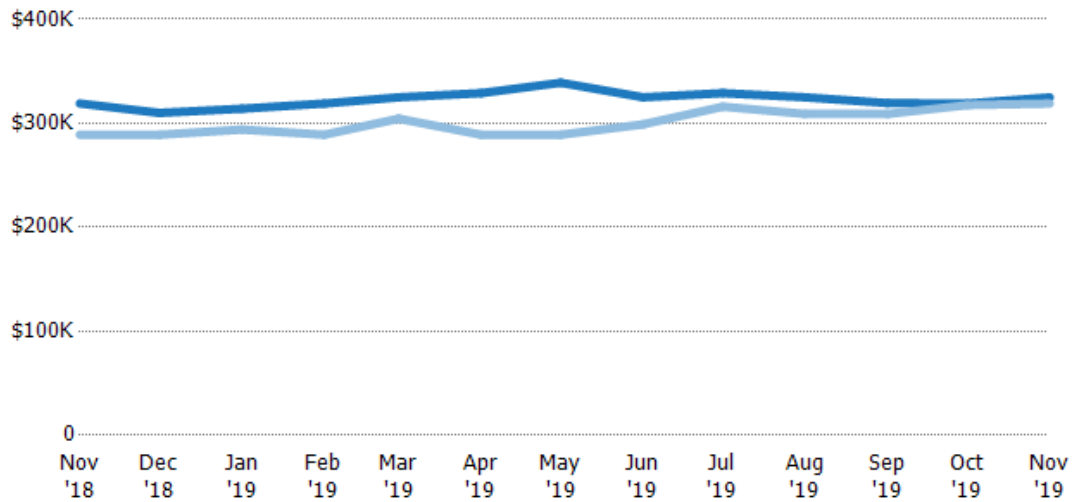
Median Listing Price

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.
Nov '19	\$325K	1.8%
Nov '18	\$319K	10.4%
Nov '17	\$289K	-8.3%



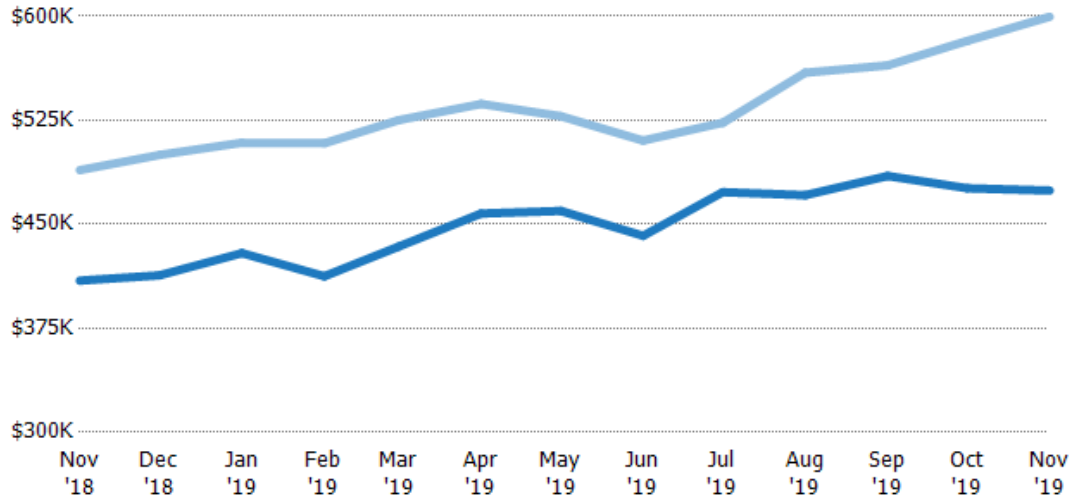
Current Year	\$319K	\$310K	\$314K	\$319K	\$325K	\$329K	\$339K	\$325K	\$329K	\$325K	\$319K	\$319K	\$325K
Prior Year	\$289K	\$289K	\$294K	\$289K	\$304K	\$289K	\$289K	\$299K	\$316K	\$309K	\$309K	\$318K	\$319K
Percent Change from Prior Year	10%	7%	7%	10%	7%	14%	17%	9%	4%	5%	3%	0%	2%

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



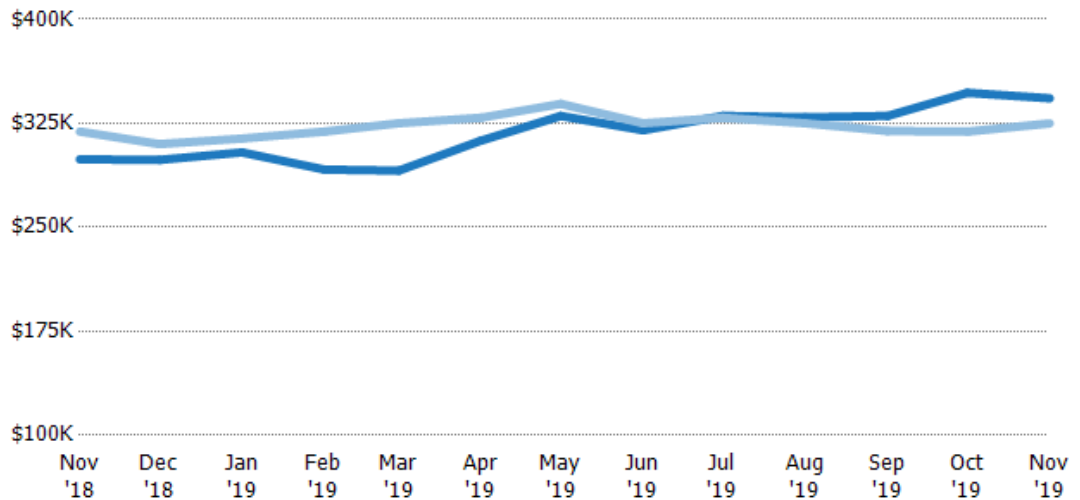
	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Avg Est Value	\$409K	\$413K	\$429K	\$413K	\$434K	\$458K	\$460K	\$442K	\$473K	\$471K	\$485K	\$476K	\$474K
Avg Listing Price	\$489K	\$500K	\$509K	\$508K	\$525K	\$537K	\$528K	\$510K	\$523K	\$559K	\$565K	\$582K	\$600K
Avg Listing Price as a % of Avg Est Value	119%	121%	119%	123%	121%	117%	115%	116%	111%	119%	116%	122%	126%

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



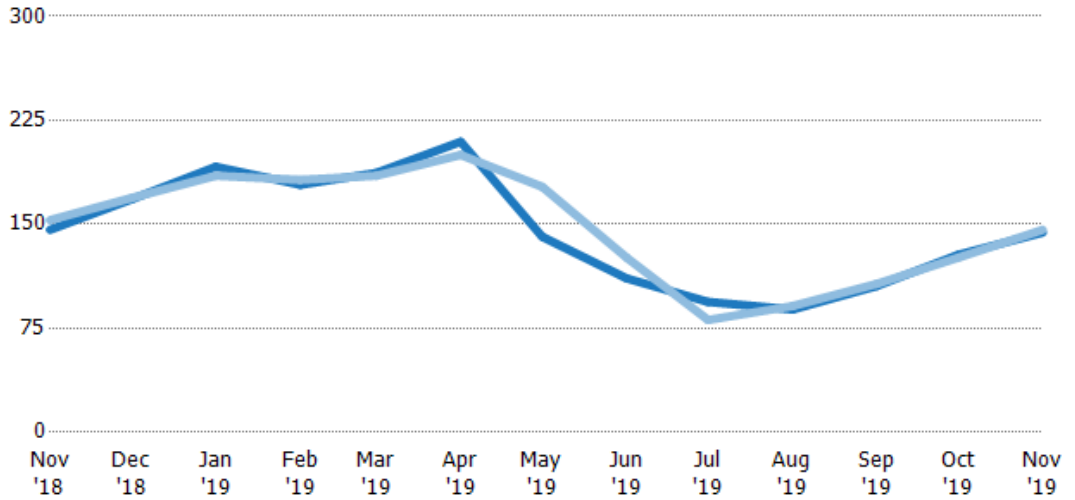
	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Median Est Value	\$299K	\$299K	\$304K	\$292K	\$291K	\$313K	\$330K	\$320K	\$330K	\$329K	\$330K	\$347K	\$343K
Median Listing Price	\$319K	\$310K	\$314K	\$319K	\$325K	\$329K	\$339K	\$325K	\$329K	\$325K	\$319K	\$319K	\$325K
Med Listing Price as a % of Med Est Value	107%	104%	103%	109%	112%	105%	103%	102%	100%	99%	97%	92%	95%

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



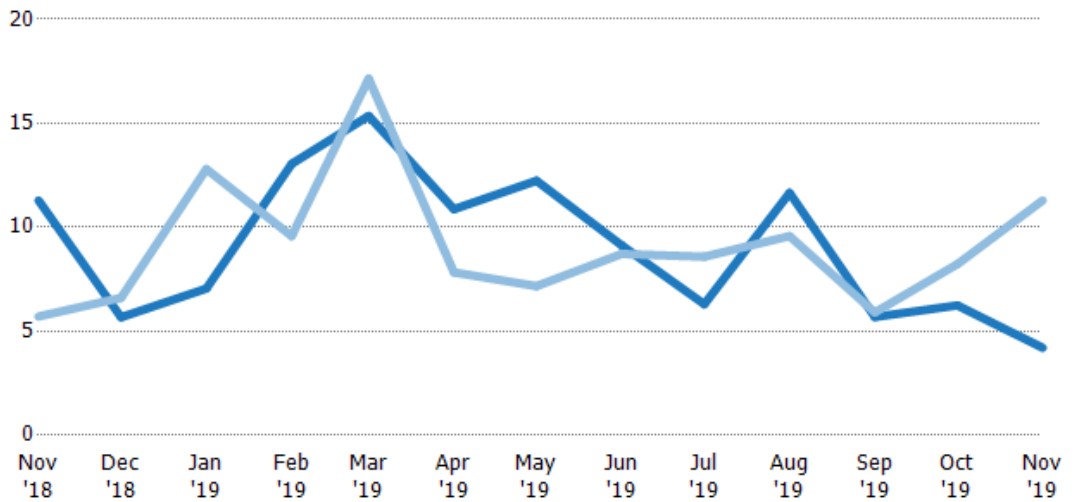
	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Current Year	146	168	192	179	187	210	141	111	94	88.5	106	128	144
Prior Year	153	169	185	182	185	200	177	126	81	91	107	126	146
Percent Change from Prior Year	-5%	-1%	4%	-2%	1%	5%	-20%	-12%	16%	-3%	-1%	2%	-1%

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



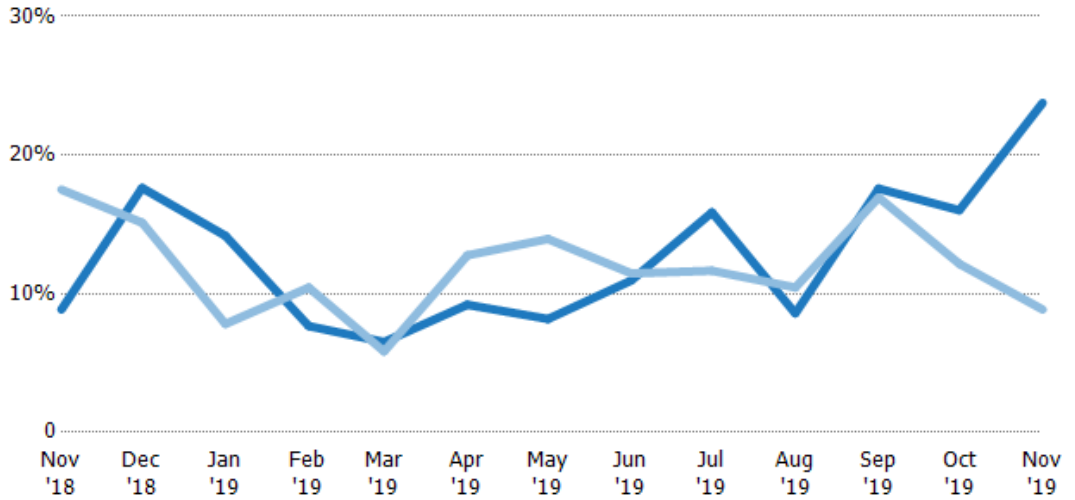
	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Current Year	11.3	5.67	7.06	13	15.4	10.9	12.2	9.13	6.3	11.7	5.69	6.24	4.21
Prior Year	5.71	6.61	12.8	9.58	17.1	7.83	7.17	8.72	8.58	9.58	5.9	8.23	11.3
Percent Change from Prior Year	98%	-14%	-45%	36%	-10%	39%	71%	5%	-27%	22%	-4%	-24%	-63%

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



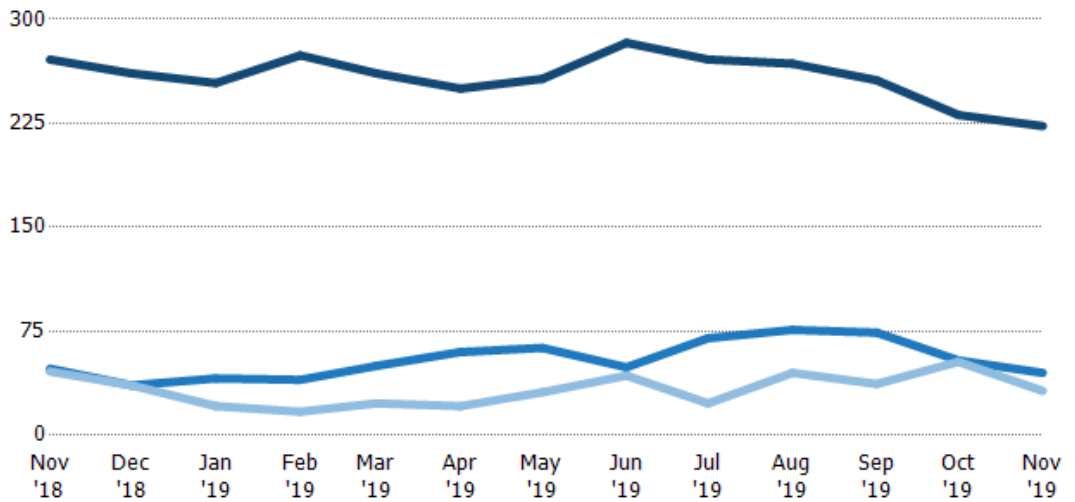
	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Current Year	9%	18%	14%	8%	7%	9%	8%	11%	16%	9%	18%	16%	24%
Prior Year	18%	15%	8%	10%	6%	13%	14%	11%	12%	10%	17%	12%	9%
Change from Prior Year	9%	-3%	-6%	3%	-1%	4%	6%	1%	-4%	2%	-1%	-4%	-15%

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



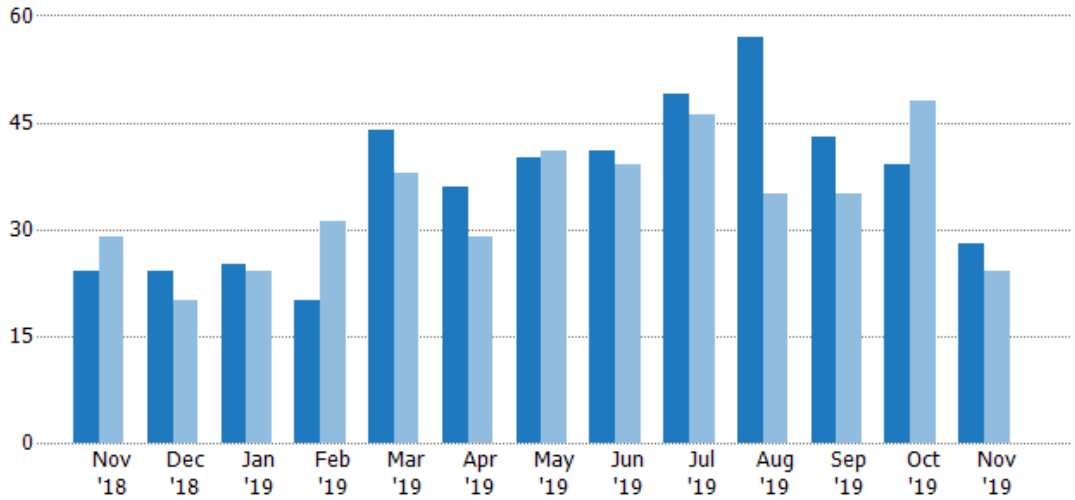
	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Active	271	261	254	274	261	250	257	283	271	268	256	231	223
Pending	48	36	41	40	50	60	63	49	70	76	74	54	45
Sold	46	36	21	17	23	21	31	43	23	45	37	53	32

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



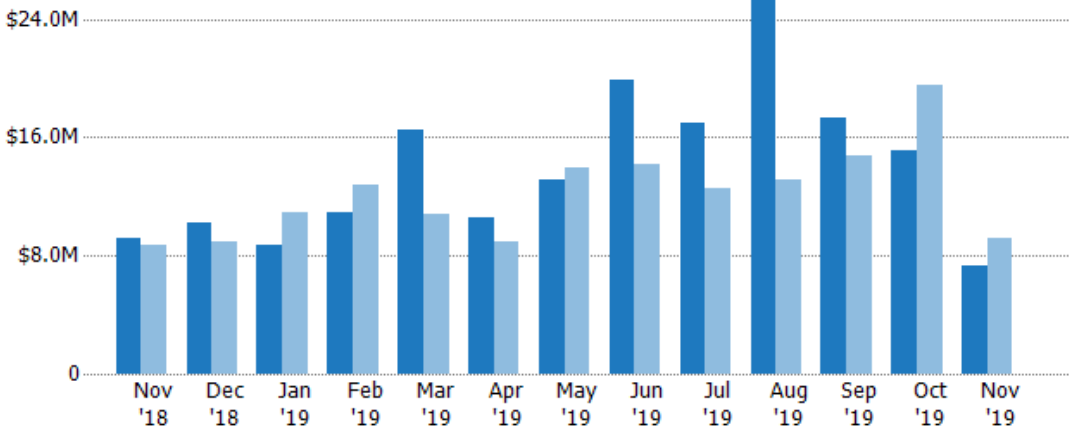
	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Current Year	24	24	25	20	44	36	40	41	49	57	43	39	28
Prior Year	29	20	24	31	38	29	41	39	46	35	35	48	24
Percent Change from Prior Year	-17%	20%	4%	-35%	16%	24%	-2%	5%	7%	63%	23%	-19%	17%

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



	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Current Year	\$9.22M	\$10.2M	\$8.74M	\$10.9M	\$16.5M	\$10.5M	\$13.1M	\$19.9M	\$16.9M	\$26.2M	\$17.3M	\$15.1M	\$7.32M
Prior Year	\$8.68M	\$8.98M	\$10.9M	\$12.8M	\$10.9M	\$8.98M	\$13.9M	\$14.1M	\$12.5M	\$13.1M	\$14.7M	\$19.6M	\$9.22M
Percent Change from Prior Year	6%	13%	-20%	-15%	52%	17%	-6%	41%	35%	100%	18%	-23%	-21%

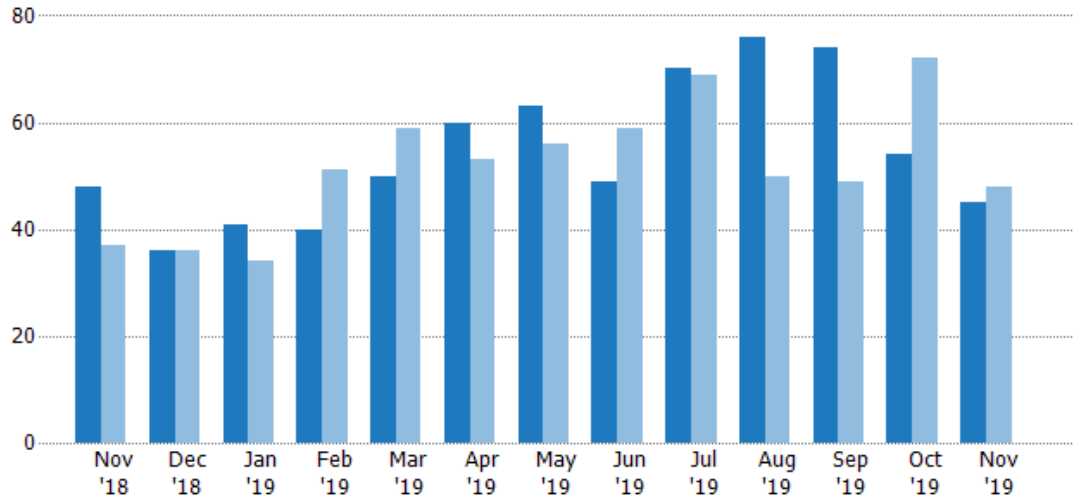
Pending Sales

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.
Nov '19	45	-6.3%
Nov '18	48	29.7%
Nov '17	37	-8.1%



	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Current Year	48	36	41	40	50	60	63	49	70	76	74	54	45
Prior Year	37	36	34	51	59	53	56	59	69	50	49	72	48
Percent Change from Prior Year	30%	0%	21%	-22%	-15%	13%	13%	-17%	1%	52%	51%	-25%	-6%

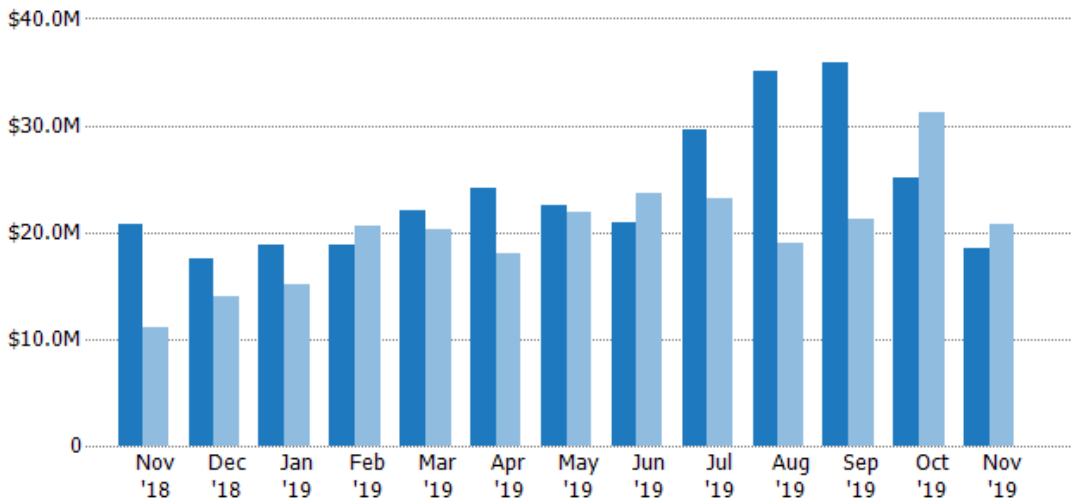
Pending Sales Volume

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.
Nov '19	\$18.5M	-10.7%
Nov '18	\$20.8M	88.3%
Nov '17	\$11M	-1.8%



	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Current Year	\$20.8M	\$17.6M	\$18.9M	\$18.8M	\$22M	\$24.1M	\$22.5M	\$20.9M	\$29.6M	\$35.1M	\$35.9M	\$25.1M	\$18.5M
Prior Year	\$11M	\$14M	\$15M	\$20.5M	\$20.3M	\$18.1M	\$21.8M	\$23.7M	\$23.2M	\$19M	\$21.3M	\$31.1M	\$20.8M
Percent Change from Prior Year	88%	25%	26%	-8%	8%	33%	3%	-12%	28%	85%	69%	-19%	-11%

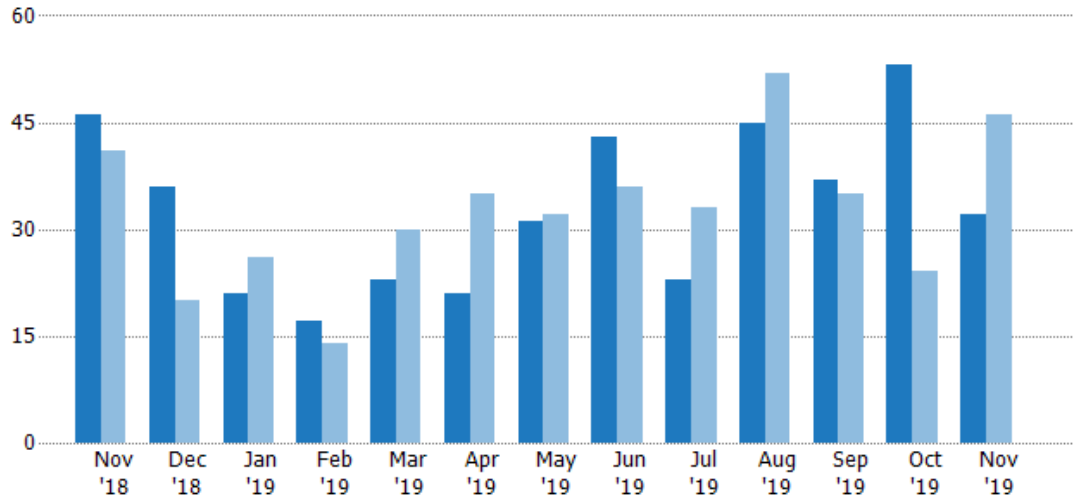
Closed Sales

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.
Nov '19	32	-30.4%
Nov '18	46	12.2%
Nov '17	41	-39%



	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Current Year	46	36	21	17	23	21	31	43	23	45	37	53	32
Prior Year	41	20	26	14	30	35	32	36	33	52	35	24	46
Percent Change from Prior Year	12%	80%	-19%	21%	-23%	-40%	-3%	19%	-30%	-13%	6%	121%	-30%

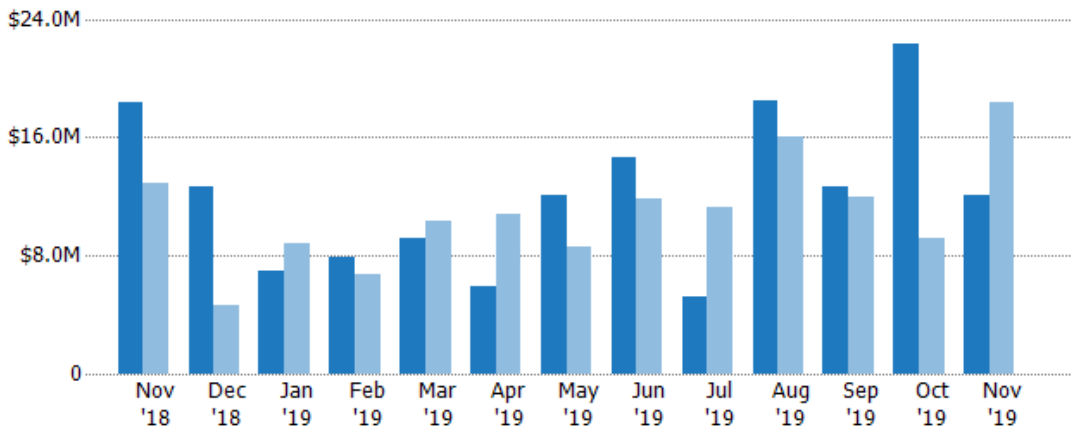
Closed Sales Volume

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.
Nov '19	\$12.1M	-34.3%
Nov '18	\$18.3M	42.1%
Nov '17	\$12.9M	-45.5%



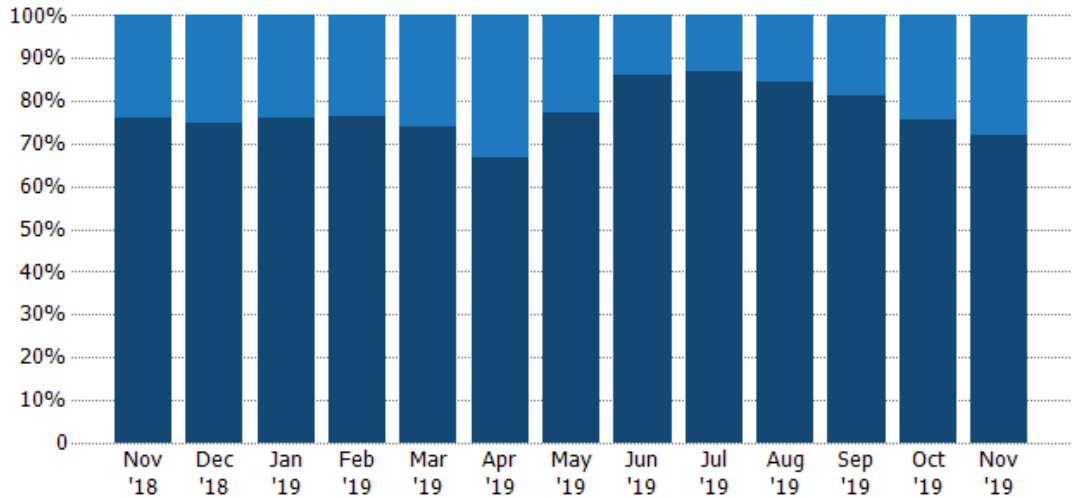
	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Current Year	\$18.3M	\$12.7M	\$7M	\$7.89M	\$9.14M	\$5.87M	\$12M	\$14.7M	\$5.2M	\$18.5M	\$12.6M	\$22.3M	\$12.1M
Prior Year	\$12.9M	\$4.68M	\$8.82M	\$6.76M	\$10.4M	\$10.8M	\$8.59M	\$11.8M	\$11.3M	\$16.1M	\$11.9M	\$9.14M	\$18.3M
Percent Change from Prior Year	42%	171%	-21%	17%	-12%	-46%	40%	24%	-54%	15%	6%	144%	-34%

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



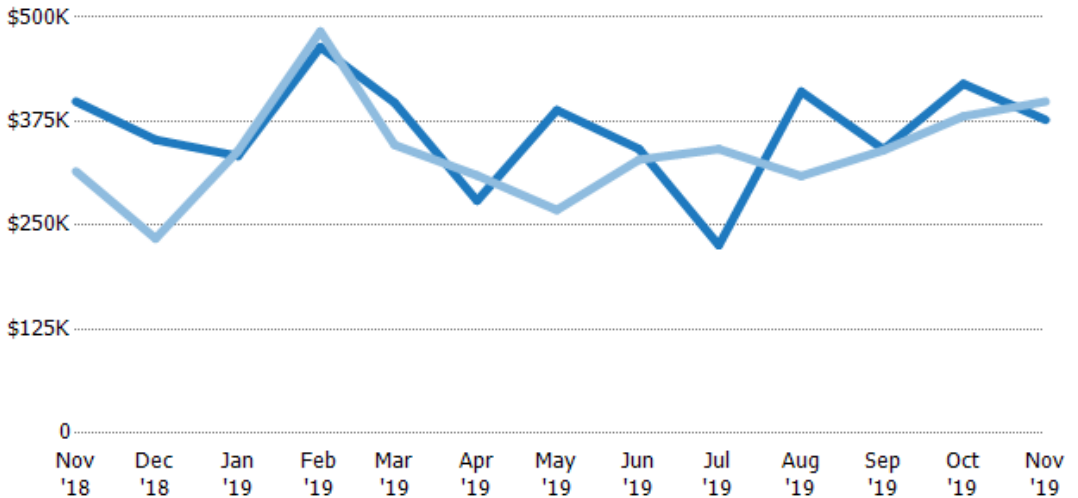
Condo/Townhouse	24%	25%	24%	24%	26%	33%	23%	14%	13%	16%	19%	25%	28%
Single Family Residence	76%	75%	76%	76%	74%	67%	77%	86%	87%	84%	81%	75%	72%

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	\$399K	\$353K	\$333K	\$464K	\$397K	\$279K	\$388K	\$342K	\$226K	\$411K	\$341K	\$420K	\$377K
Prior Year	\$315K	\$234K	\$339K	\$483K	\$346K	\$310K	\$268K	\$329K	\$342K	\$309K	\$340K	\$381K	\$399K
Percent Change from Prior Year	27%	51%	-2%	-4%	15%	-10%	45%	4%	-34%	33%	0%	10%	-6%

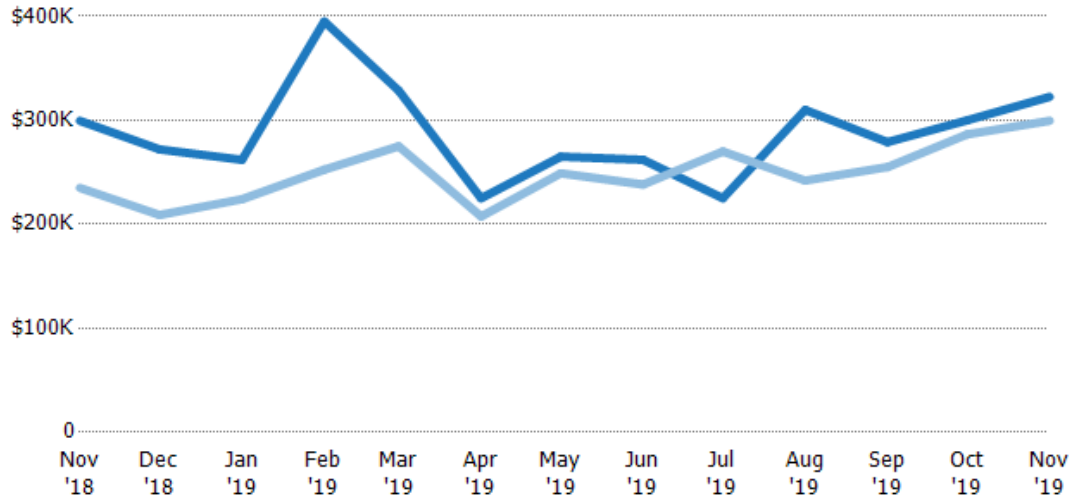
Median Sales Price

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.
Nov '19	\$323K	7.7%
Nov '18	\$300K	27.4%
Nov '17	\$235K	2.1%



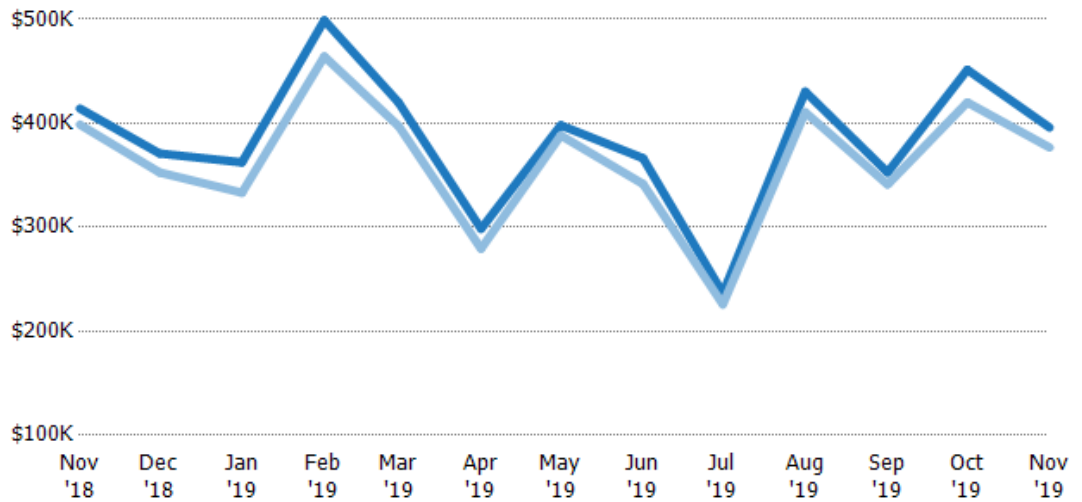
Current Year	\$300K	\$272K	\$262K	\$395K	\$329K	\$225K	\$265K	\$262K	\$225K	\$310K	\$279K	\$300K	\$323K
Prior Year	\$235K	\$209K	\$224K	\$253K	\$275K	\$208K	\$249K	\$238K	\$270K	\$242K	\$255K	\$287K	\$300K
Percent Change from Prior Year	27%	30%	17%	56%	19%	8%	6%	10%	-17%	28%	9%	5%	8%

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



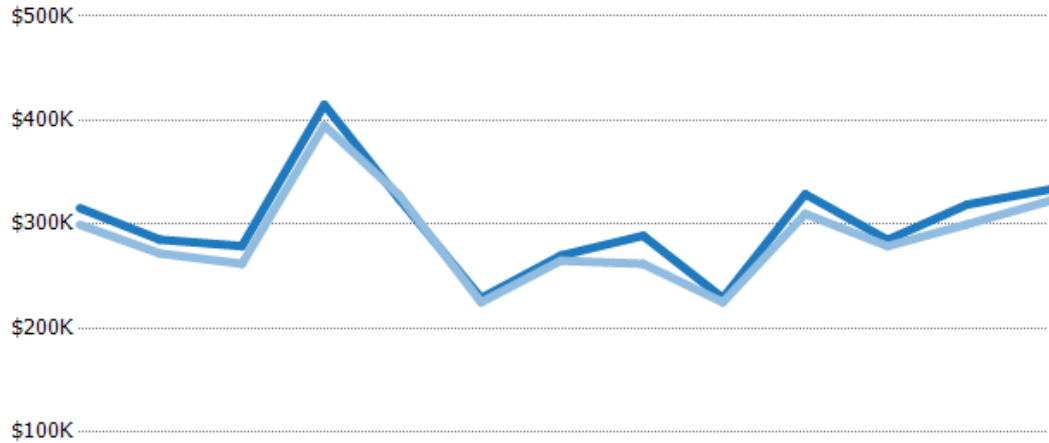
Avg List Price	\$414K	\$371K	\$362K	\$499K	\$420K	\$299K	\$398K	\$366K	\$237K	\$430K	\$353K	\$452K	\$396K
Avg Sales Price	\$399K	\$353K	\$333K	\$464K	\$397K	\$279K	\$388K	\$342K	\$226K	\$411K	\$341K	\$420K	\$377K
Avg Sales Price as a % of Avg List Price	96%	95%	92%	93%	95%	94%	98%	93%	96%	95%	97%	93%	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



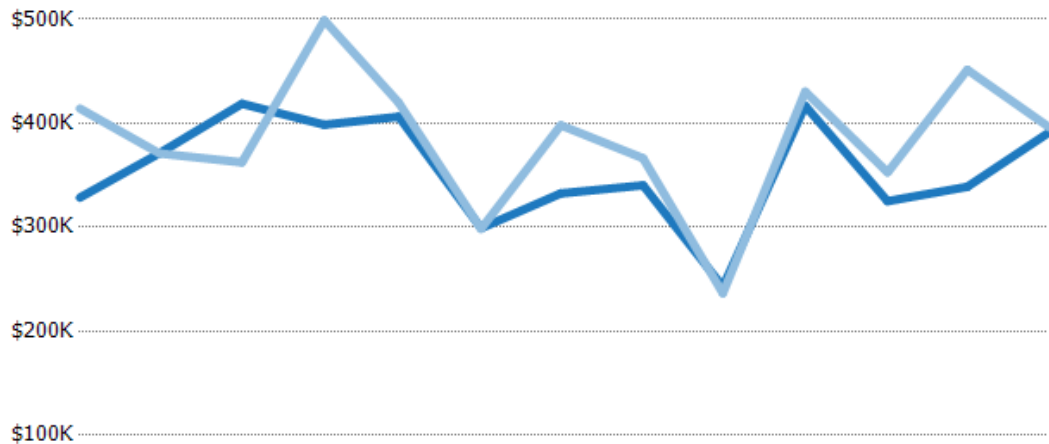
	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Median List Price	\$316K	\$285K	\$279K	\$415K	\$325K	\$229K	\$270K	\$289K	\$229K	\$329K	\$285K	\$319K	\$334K
Median Sales Price	\$300K	\$272K	\$262K	\$395K	\$329K	\$225K	\$265K	\$262K	\$225K	\$310K	\$279K	\$300K	\$323K
Med Sales Price as a % of Med List Price	95%	95%	94%	95%	101%	98%	98%	91%	98%	94%	98%	94%	97%

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



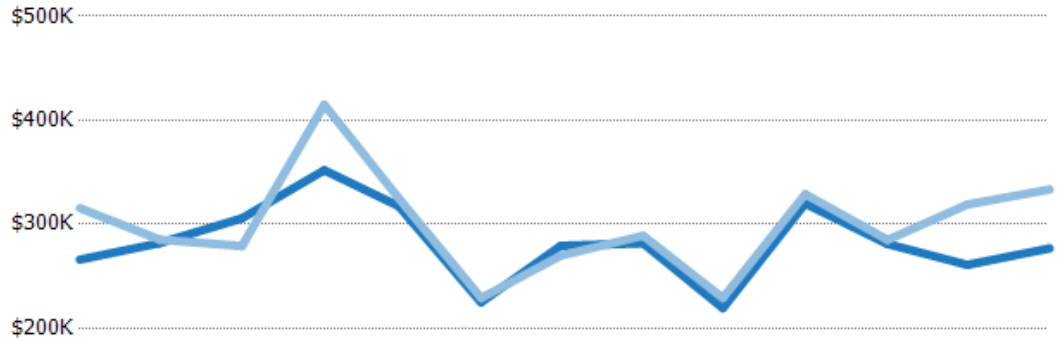
	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Avg Est Value	\$328K	\$371K	\$419K	\$399K	\$406K	\$299K	\$333K	\$340K	\$243K	\$417K	\$325K	\$339K	\$392K
Avg Sales Price	\$414K	\$371K	\$362K	\$499K	\$420K	\$299K	\$398K	\$366K	\$237K	\$430K	\$353K	\$452K	\$396K
Avg Sales Price as a % of Avg Est Value	126%	100%	87%	125%	103%	100%	120%	108%	97%	103%	109%	133%	101%

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



	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Median Est Value	\$266K	\$282K	\$306K	\$352K	\$318K	\$225K	\$279K	\$282K	\$219K	\$320K	\$281K	\$261K	\$277K
Median Sales Price	\$316K	\$285K	\$279K	\$415K	\$325K	\$229K	\$270K	\$289K	\$229K	\$329K	\$285K	\$319K	\$334K
Med Sales Price as a % of Med Est Value	119%	101%	91%	118%	102%	102%	97%	103%	104%	103%	101%	122%	120%