

## 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	Oct 2019	Oct 2018	+ / -	YTD 2019	YTD 2018	+ / -
<b>Listing Activity Charts Metrics</b>						
New Listing Count	38	43	-11.6%	484	489	-1%
New Listing Volume	\$18,087,700	\$29,504,400	-38.7%	\$220,647,385	\$193,350,326	+14.1%
Active Listing Count	227	287	-20.9%	N/A	N/A	
Active Listing Volume	\$132,464,199	\$139,675,589	-5.2%	N/A	N/A	
Average Listing Price	\$583,543	\$486,675	+19.9%	\$533,728	\$457,671	+16.6%
Median Listing Price	\$319,000	\$319,000	+-	\$324,370	\$301,987	+7.4%
Median Days in RPR	128	127	+0.8%	133.14	139.53	-4.6%
Months of Inventory	6.1	8.2	-25.2%	8.2	8.9	-8%
Absorption Rate	16.3%	12.2%	+4.1%	12.2%	11.22%	+1%
<b>Sales Activity Charts Metrics</b>						
New Pending Sales Count	39	48	-18.8%	394	366	+7.7%
New Pending Sales Volume	\$15,130,830	\$19,571,900	-22.7%	\$155,122,235	\$131,510,336	+18%
Pending Sales Count	55	72	-23.6%	N/A	N/A	
Pending Sales Volume	\$25,603,230	\$31,146,299	-17.8%	N/A	N/A	
Closed Sales Count	53	24	+120.8%	313	316	-0.9%
Closed Sales Volume	\$22,264,200	\$9,141,000	+143.6%	\$114,916,755	\$105,249,151	+9.2%
Average Sales Price	\$420,079	\$380,875	+10.3%	\$367,146	\$333,067	+10.2%
Median Sales Price	\$300,000	\$286,500	+4.7%	\$282,960	\$248,306	+14%

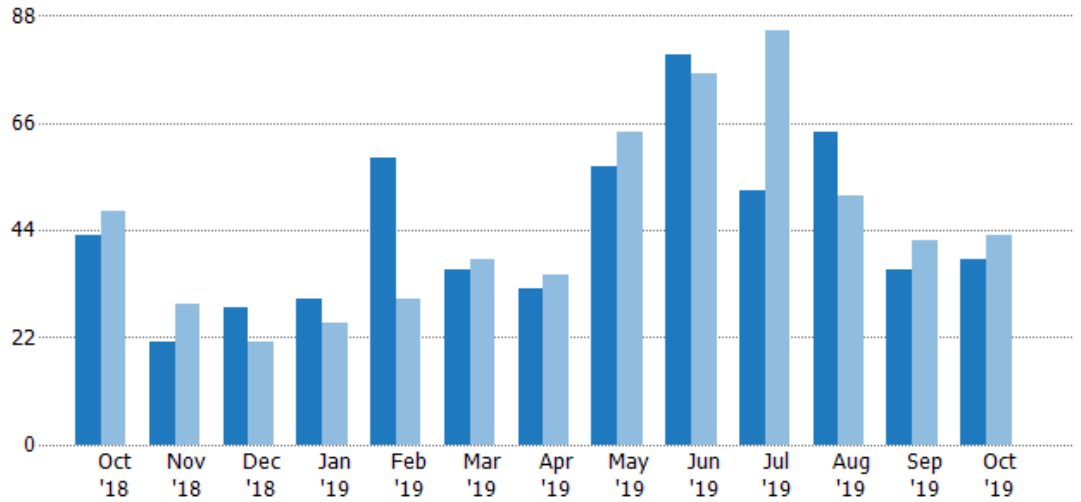
## New Listings

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.
Oct '19	38	-11.6%
Oct '18	43	-10.4%
Oct '17	48	-39.6%



	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19
Current Year	43	21	28	30	59	36	32	57	80	52	64	36	38
Prior Year	48	29	21	25	30	38	35	64	76	85	51	42	43
Percent Change from Prior Year	-10%	-28%	33%	20%	97%	-5%	-9%	-11%	5%	-39%	25%	-14%	-12%

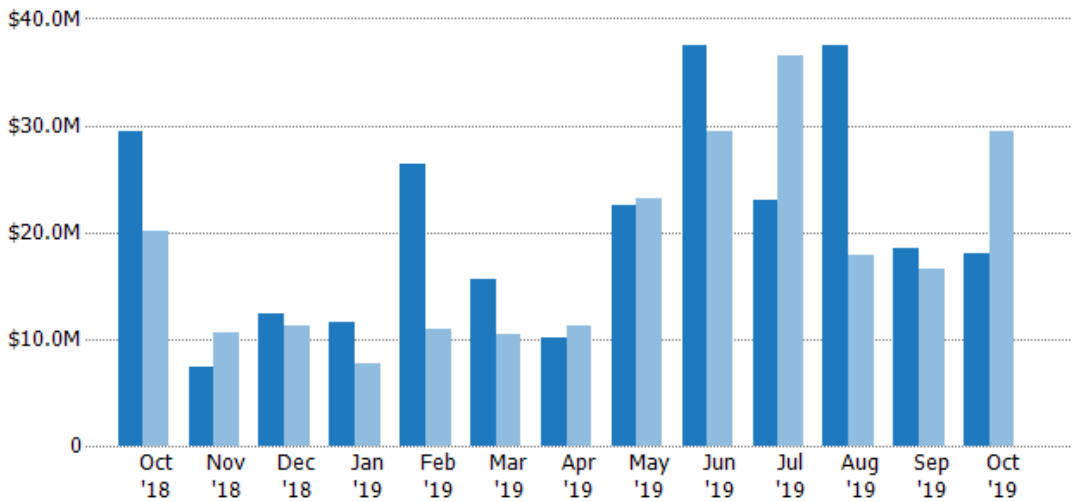
## New Listing Volume

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.
Oct '19	\$18.1M	-38.7%
Oct '18	\$29.5M	46.4%
Oct '17	\$20.2M	-36.9%



	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19
Current Year	\$29.5M	\$7.41M	\$12.4M	\$11.6M	\$26.4M	\$15.7M	\$10M	\$22.5M	\$37.5M	\$22.9M	\$37.5M	\$18.5M	\$18.1M
Prior Year	\$20.2M	\$10.5M	\$11.2M	\$7.73M	\$10.9M	\$10.4M	\$11.3M	\$23.2M	\$29.4M	\$36.5M	\$17.8M	\$16.6M	\$29.5M
Percent Change from Prior Year	46%	-30%	11%	50%	142%	50%	-11%	-3%	28%	-37%	111%	11%	-39%

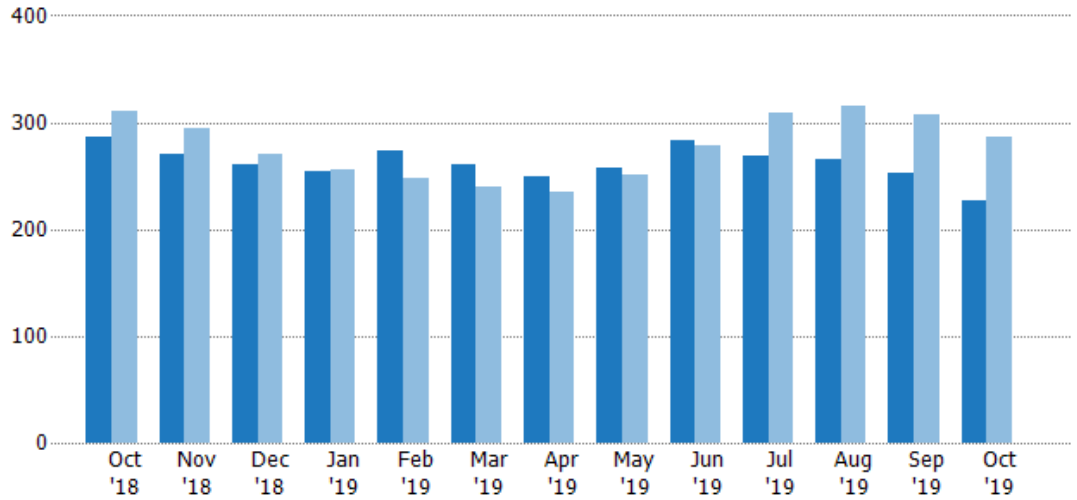
## Active Listings

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.
Oct '19	227	-20.9%
Oct '18	287	-7.7%
Oct '17	311	0.6%



	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19
Current Year	287	270	260	254	273	260	250	257	283	269	265	252	227
Prior Year	311	295	270	255	248	240	235	251	279	309	316	307	287
Percent Change from Prior Year	-8%	-8%	-4%	0%	10%	8%	6%	2%	1%	-13%	-16%	-18%	-21%

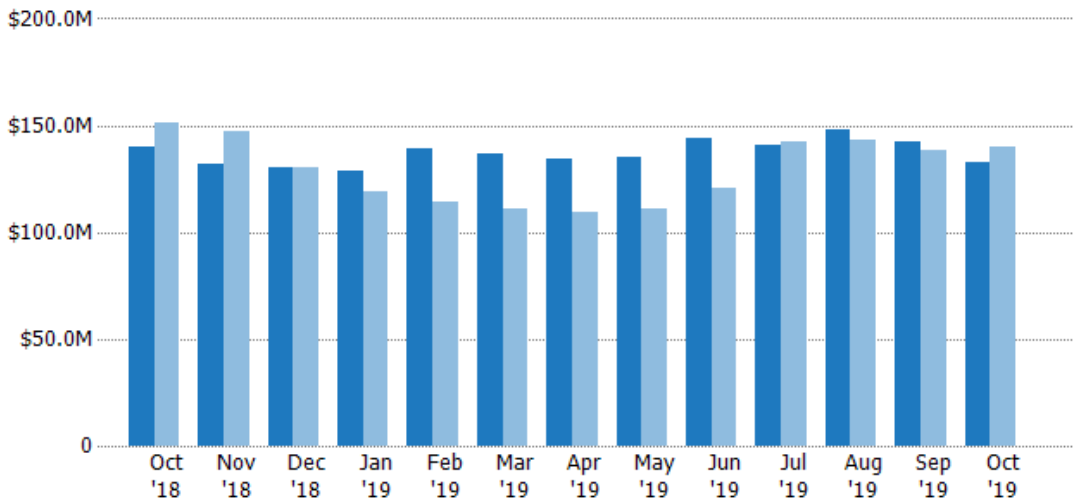
## Active Listing Volume

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.
Oct '19	\$132M	-5.2%
Oct '18	\$140M	-7.5%
Oct '17	\$151M	-15.9%



	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19
Current Year	\$140M	\$132M	\$130M	\$129M	\$139M	\$137M	\$134M	\$136M	\$144M	\$141M	\$148M	\$142M	\$132M
Prior Year	\$151M	\$148M	\$130M	\$119M	\$114M	\$111M	\$109M	\$111M	\$121M	\$143M	\$143M	\$138M	\$140M
Percent Change from Prior Year	-7%	-10%	0%	9%	22%	23%	23%	22%	19%	-1%	4%	3%	-5%

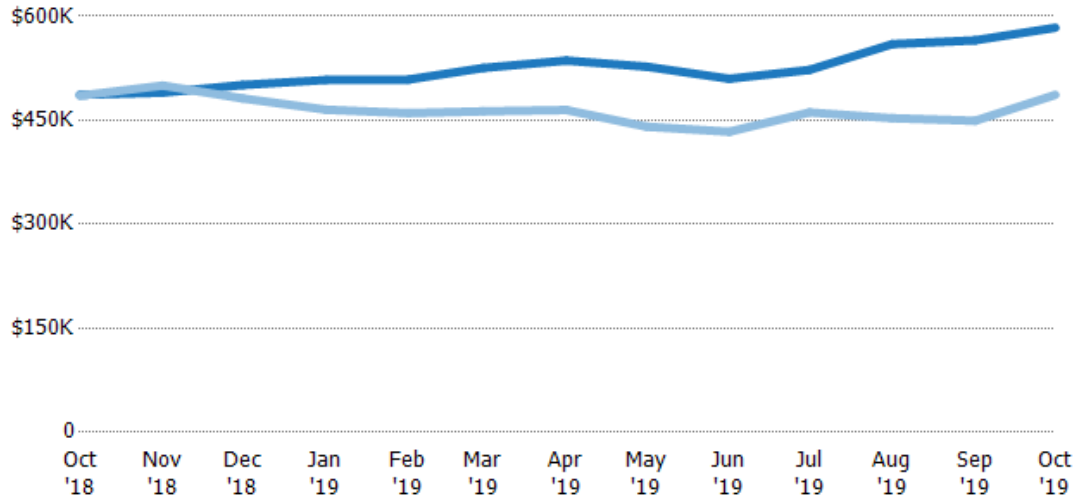
## Average Listing Price

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.
Oct '19	\$584K	19.9%
Oct '18	\$487K	0.2%
Oct '17	\$486K	-16.5%



Current Year	\$487K	\$490K	\$501K	\$508K	\$509K	\$526K	\$536K	\$527K	\$510K	\$523K	\$560K	\$565K	\$584K
Prior Year	\$486K	\$500K	\$482K	\$465K	\$460K	\$463K	\$465K	\$441K	\$434K	\$461K	\$453K	\$449K	\$487K
Percent Change from Prior Year	0%	-2%	4%	9%	11%	14%	15%	20%	18%	13%	24%	26%	20%

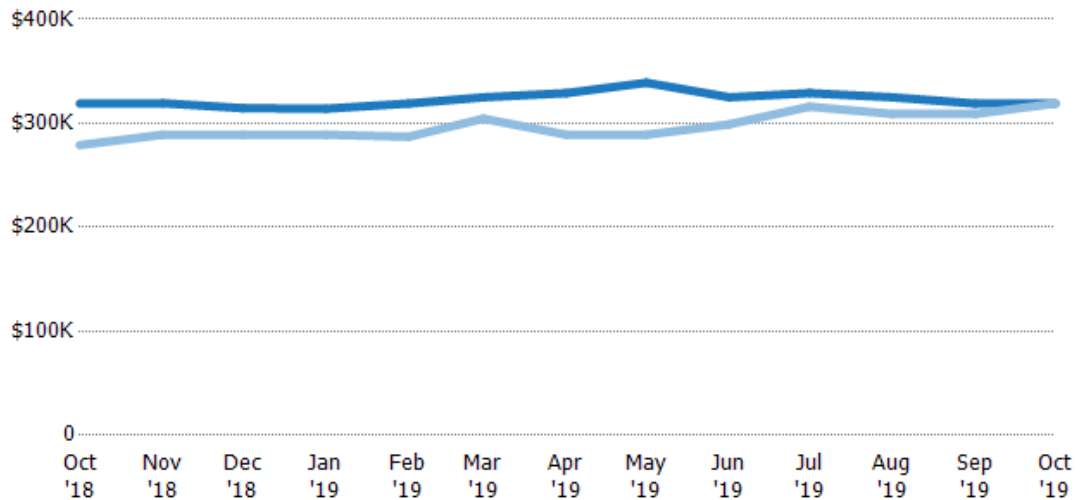
## Median Listing Price

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.
Oct '19	\$319K	0%
Oct '18	\$319K	14.3%
Oct '17	\$279K	-3.6%



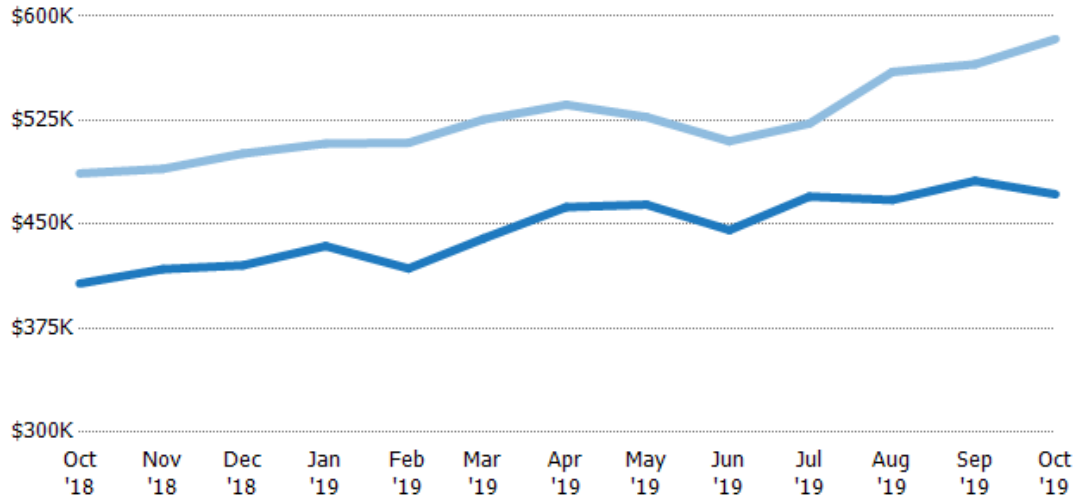
Current Year	\$319K	\$319K	\$315K	\$314K	\$319K	\$325K	\$329K	\$339K	\$325K	\$329K	\$325K	\$319K	\$319K
Prior Year	\$279K	\$289K	\$289K	\$289K	\$287K	\$304K	\$289K	\$289K	\$299K	\$316K	\$309K	\$309K	\$319K
Percent Change from Prior Year	14%	10%	9%	9%	11%	7%	14%	17%	9%	4%	5%	3%	0%

## 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

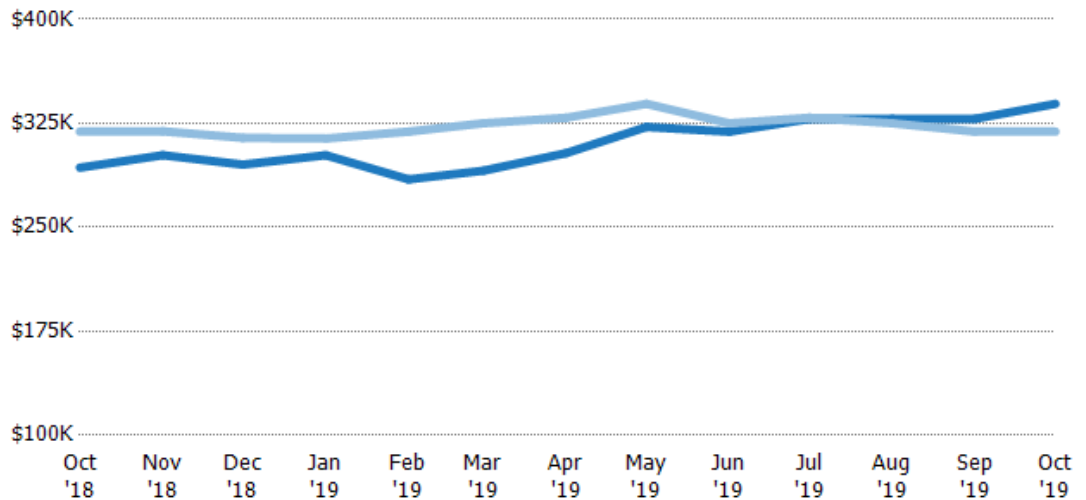


## Median Listing Price vs Median Est Value

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

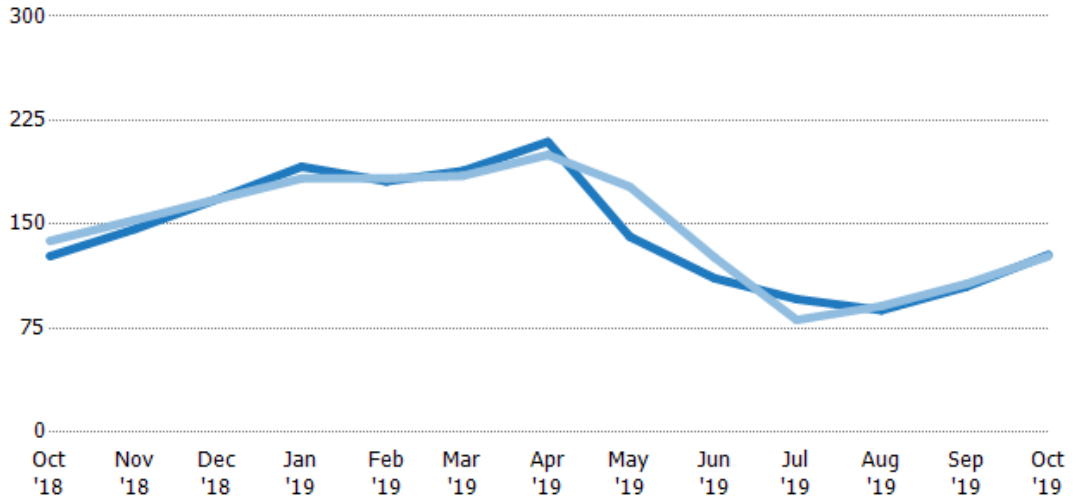


## Median Days in RPR

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



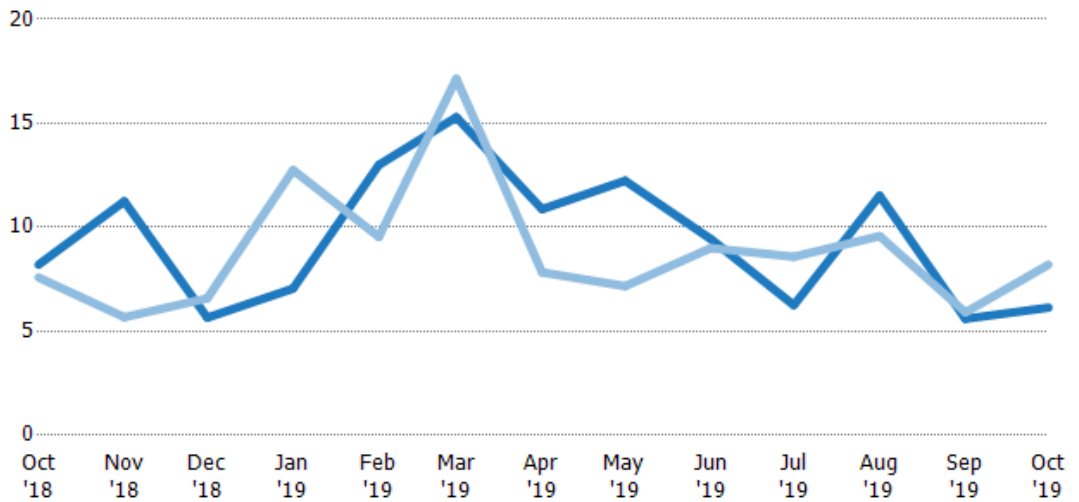
	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19
Current Year	127	147	168	192	181	189	210	141	111	96	88	105	128
Prior Year	138	153	168	183	183	185	200	177	126	81	91	107	127
Percent Change from Prior Year	-8%	-4%	0%	5%	-1%	2%	5%	-20%	-12%	19%	-3%	-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



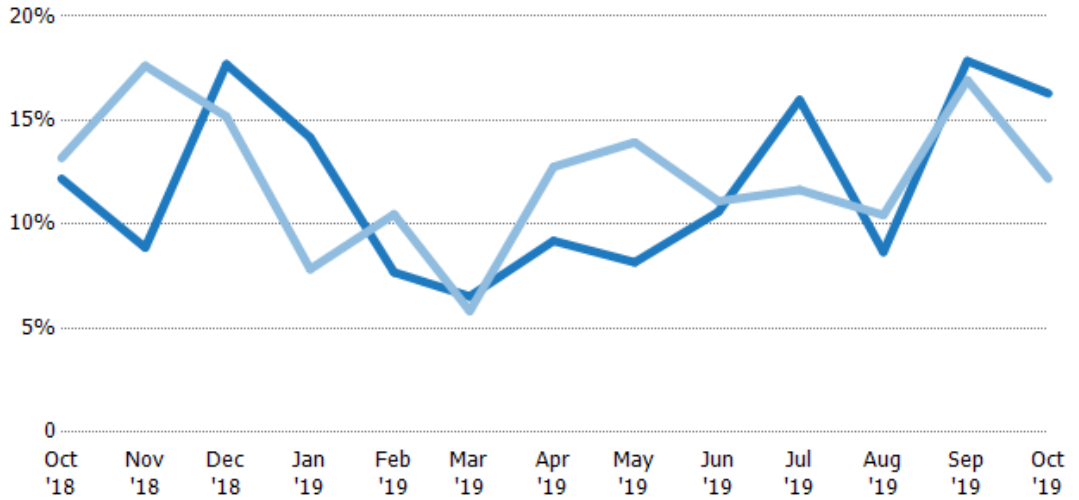
	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19
Current Year	8.2	11.3	5.65	7.06	13	15.3	10.9	12.2	9.43	6.26	11.5	5.6	6.14
Prior Year	7.59	5.67	6.59	12.8	9.54	17.1	7.83	7.17	9	8.58	9.58	5.9	8.2
Percent Change from Prior Year	8%	98%	-14%	-45%	36%	-11%	39%	71%	5%	-27%	20%	-5%	-25%

## 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.
Oct '19	16%	-4.1%
Oct '18	12%	1%
Oct '17	13%	-17.6%

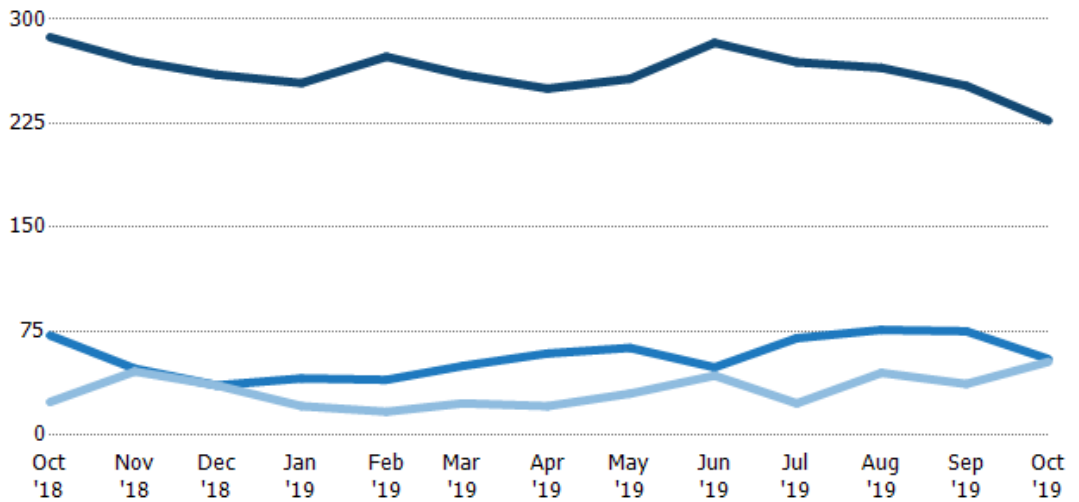
Current Year	12%	9%	18%	14%	8%	7%	9%	8%	11%	16%	9%	18%	16%
Prior Year	13%	18%	15%	8%	10%	6%	13%	14%	11%	12%	10%	17%	12%
Change from Prior Year	1%	9%	-3%	-6%	3%	-1%	4%	6%	1%	-4%	2%	-1%	-4%

## 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



Active	287	270	260	254	273	260	250	257	283	269	265	252	227
Pending	72	48	36	41	40	50	59	63	49	70	76	75	55
Sold	24	46	36	21	17	23	21	30	43	23	45	37	53

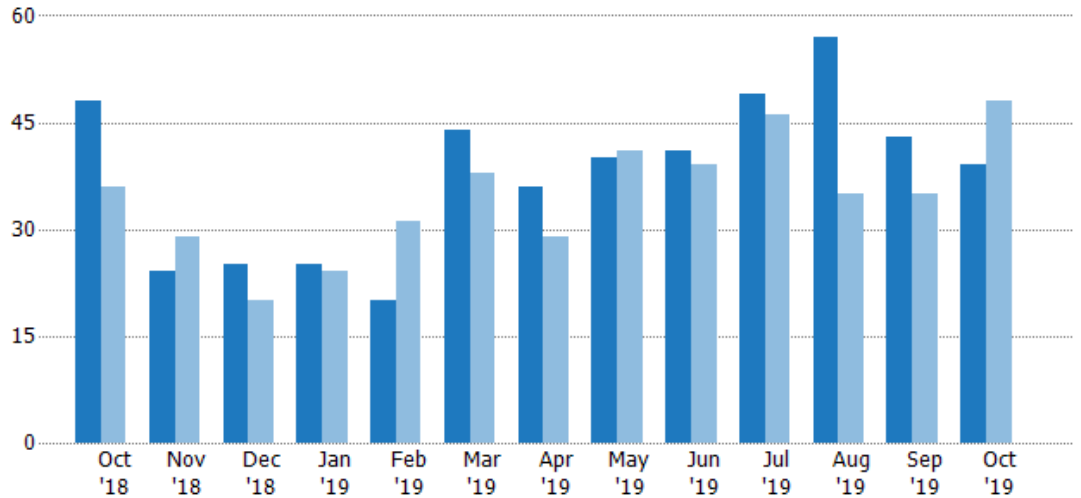
## New Pending Sales

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.
Oct '19	39	-18.8%
Oct '18	48	33.3%
Oct '17	36	-36.1%



	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19
Current Year	48	24	25	25	20	44	36	40	41	49	57	43	39
Prior Year	36	29	20	24	31	38	29	41	39	46	35	35	48
Percent Change from Prior Year	33%	-17%	25%	4%	-35%	16%	24%	-2%	5%	7%	63%	23%	-19%

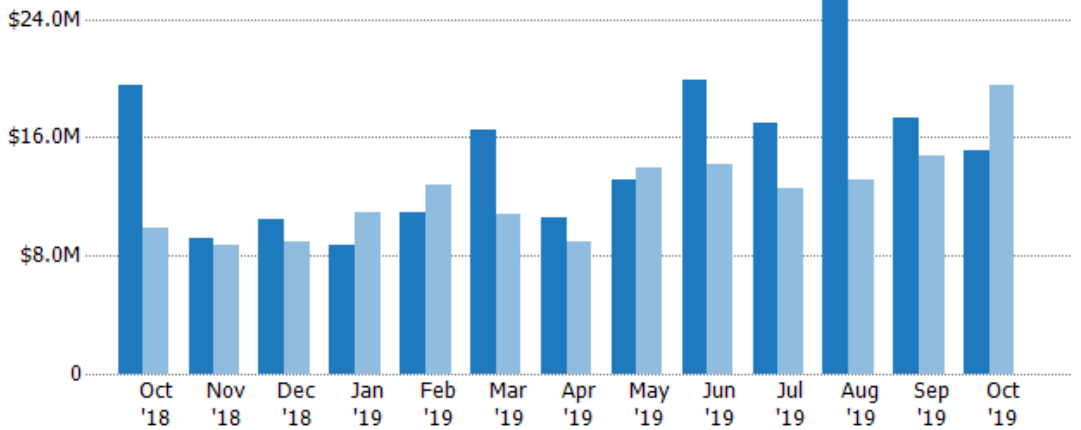
## New Pending Sales Volume

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.
Oct '19	\$15.1M	-22.7%
Oct '18	\$19.6M	97.9%
Oct '17	\$9.89M	1.2%



	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19
Current Year	\$19.6M	\$9.22M	\$10.4M	\$8.74M	\$10.9M	\$16.5M	\$10.5M	\$13.1M	\$19.9M	\$16.9M	\$26.2M	\$17.3M	\$15.1M
Prior Year	\$9.89M	\$8.68M	\$8.98M	\$10.9M	\$12.8M	\$10.9M	\$8.98M	\$13.9M	\$14.1M	\$12.5M	\$13.1M	\$14.7M	\$19.6M
Percent Change from Prior Year	98%	6%	16%	-20%	-15%	52%	17%	-6%	41%	35%	100%	18%	-23%



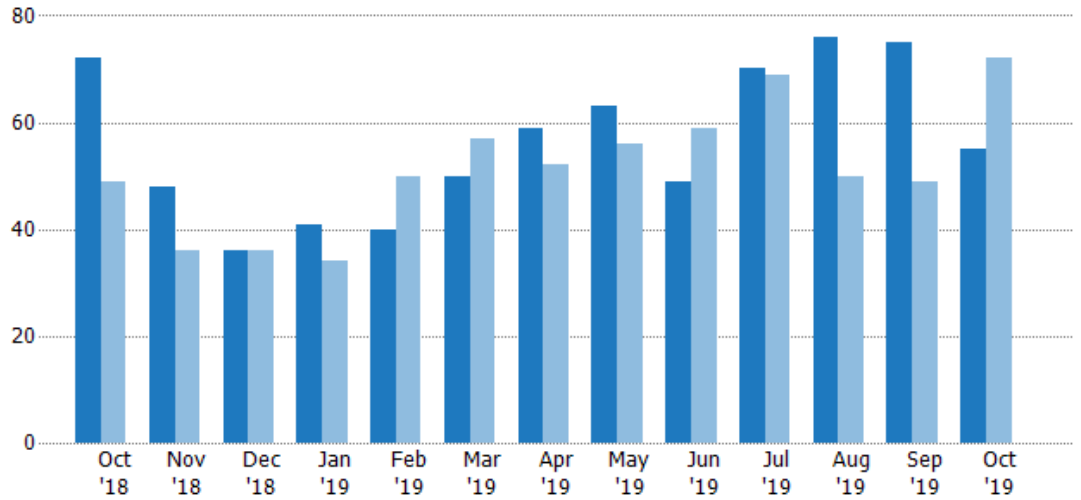
## Pending Sales

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.
Oct '19	55	-23.6%
Oct '18	72	46.9%
Oct '17	49	8.2%



	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19
Current Year	72	48	36	41	40	50	59	63	49	70	76	75	55
Prior Year	49	36	36	34	50	57	52	56	59	69	50	49	72
Percent Change from Prior Year	47%	33%	0%	21%	-20%	-12%	13%	13%	-17%	1%	52%	53%	-24%

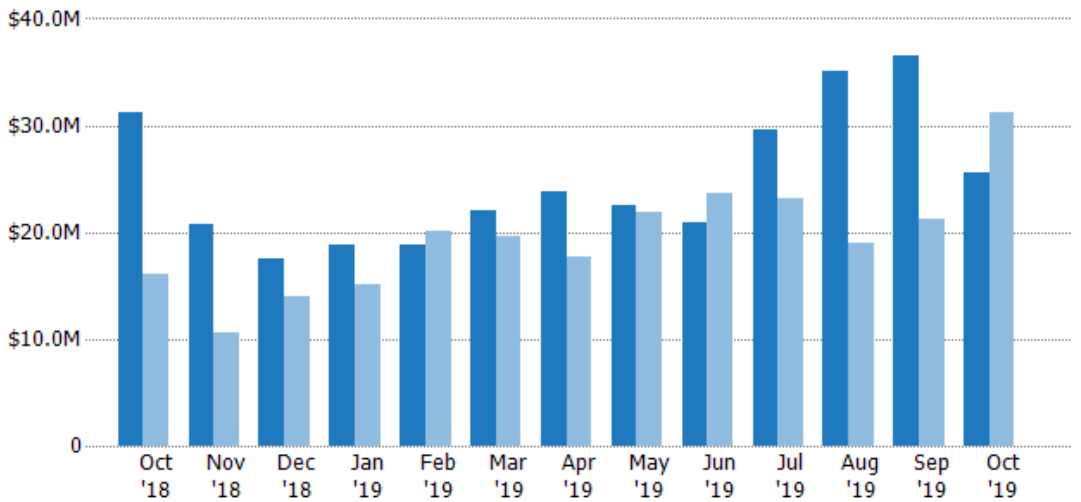
## Pending Sales Volume

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.
Oct '19	\$25.6M	-17.8%
Oct '18	\$31.1M	94.2%
Oct '17	\$16M	9.1%



	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19
Current Year	\$31.1M	\$20.8M	\$17.6M	\$18.9M	\$18.8M	\$22M	\$23.8M	\$22.5M	\$20.9M	\$29.6M	\$35.1M	\$36.5M	\$25.6M
Prior Year	\$16M	\$10.6M	\$14M	\$15M	\$20.2M	\$19.6M	\$17.7M	\$21.8M	\$23.7M	\$23.2M	\$19M	\$21.3M	\$31.1M
Percent Change from Prior Year	94%	95%	25%	26%	-7%	13%	35%	3%	-12%	28%	85%	71%	-18%

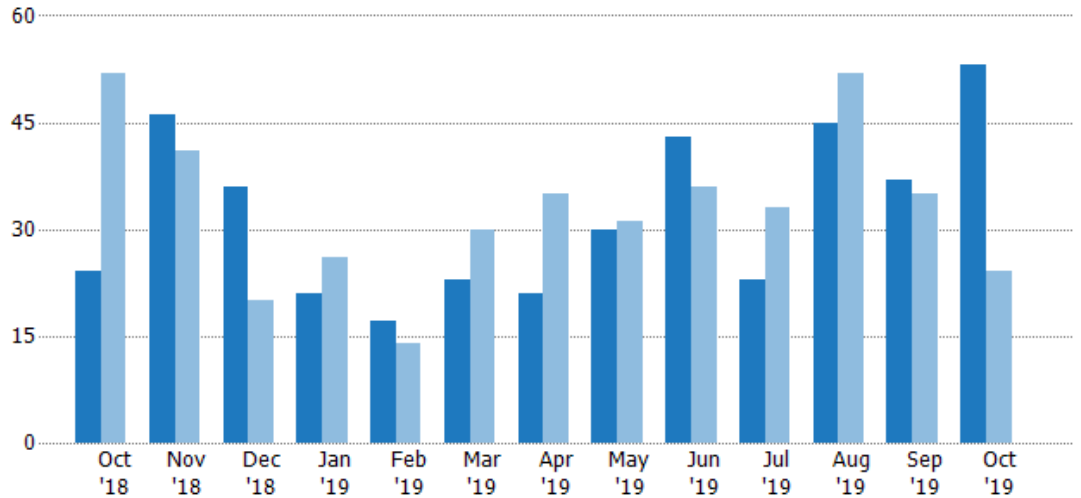
## Closed Sales

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.
Oct '19	53	120.8%
Oct '18	24	-53.8%
Oct '17	52	-55.8%



	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19
Current Year	24	46	36	21	17	23	21	30	43	23	45	37	53
Prior Year	52	41	20	26	14	30	35	31	36	33	52	35	24
Percent Change from Prior Year	-54%	12%	80%	-19%	21%	-23%	-40%	-3%	19%	-30%	-13%	6%	121%

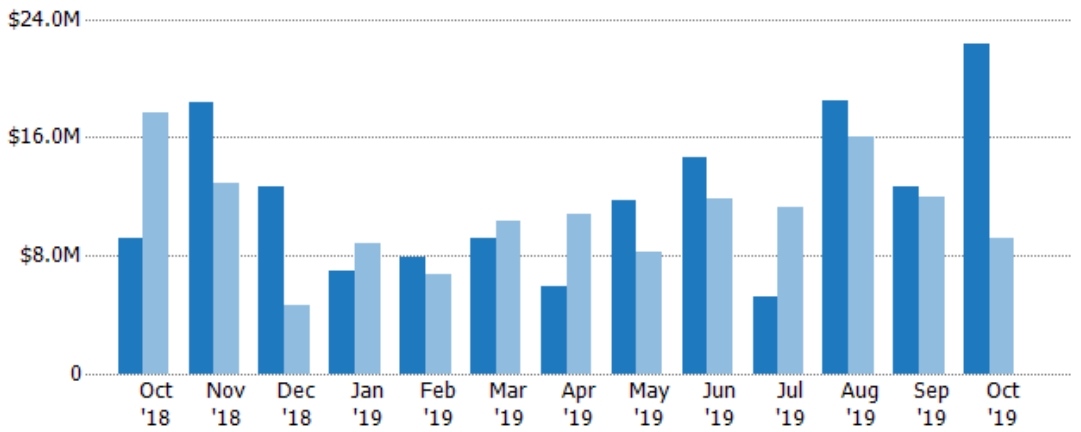
## Closed Sales Volume

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.
Oct '19	\$22.3M	143.6%
Oct '18	\$9.14M	-48.4%
Oct '17	\$17.7M	-43.4%



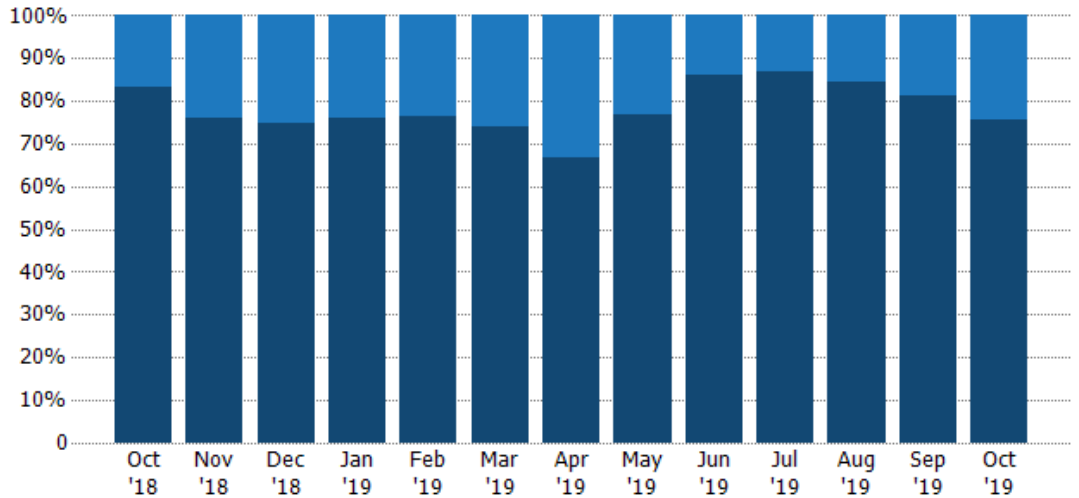
	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19
Current Year	\$9.14M	\$18.3M	\$12.7M	\$7M	\$7.89M	\$9.14M	\$5.87M	\$11.8M	\$14.7M	\$5.2M	\$18.5M	\$12.6M	\$22.3M
Prior Year	\$17.7M	\$12.9M	\$4.68M	\$8.82M	\$6.76M	\$10.4M	\$10.8M	\$8.19M	\$11.8M	\$11.3M	\$16.1M	\$11.9M	\$9.14M
Percent Change from Prior Year	-48%	42%	171%	-21%	17%	-12%	-46%	44%	24%	-54%	15%	6%	144%

## 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



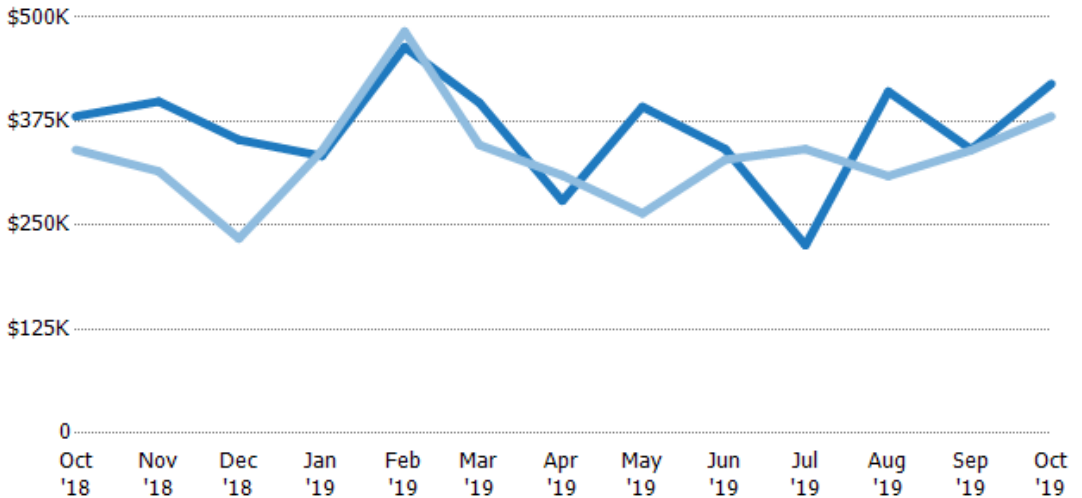
Property Type	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19
Condo/Townhouse	17%	24%	25%	24%	24%	26%	33%	23%	14%	13%	16%	19%	25%
Single Family Residence	83%	76%	75%	76%	76%	74%	67%	77%	86%	87%	84%	81%	75%

## 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.
Oct '19	\$420K	10.3%
Oct '18	\$381K	11.8%
Oct '17	\$341K	27.9%

Property Type	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19
Current Year	\$381K	\$399K	\$353K	\$333K	\$464K	\$397K	\$279K	\$392K	\$342K	\$226K	\$411K	\$341K	\$420K
Prior Year	\$341K	\$315K	\$234K	\$339K	\$483K	\$346K	\$310K	\$264K	\$329K	\$342K	\$309K	\$340K	\$381K
Percent Change from Prior Year	12%	27%	51%	-2%	-4%	15%	-10%	49%	4%	-34%	33%	0%	10%

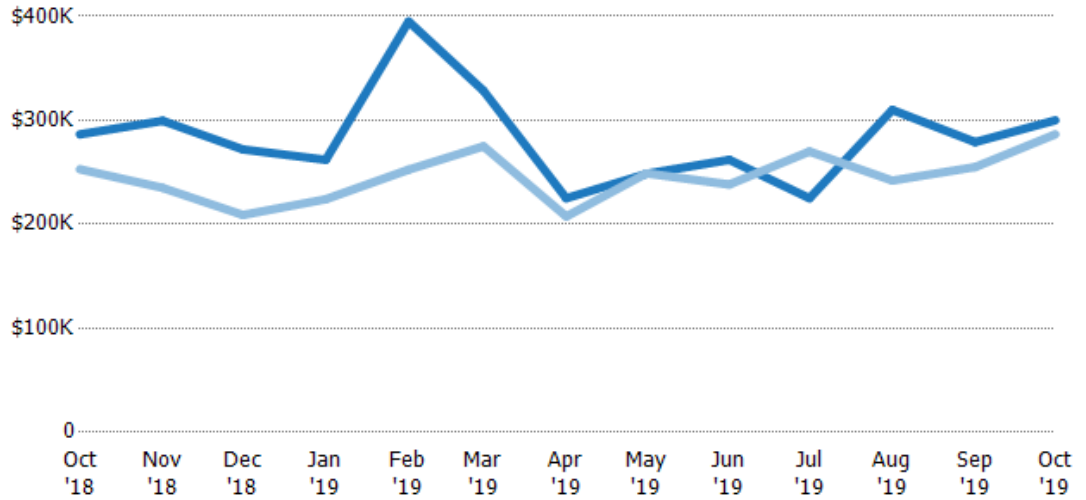
## Median Sales Price

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.
Oct '19	\$300K	4.7%
Oct '18	\$287K	13.3%
Oct '17	\$253K	-20.9%



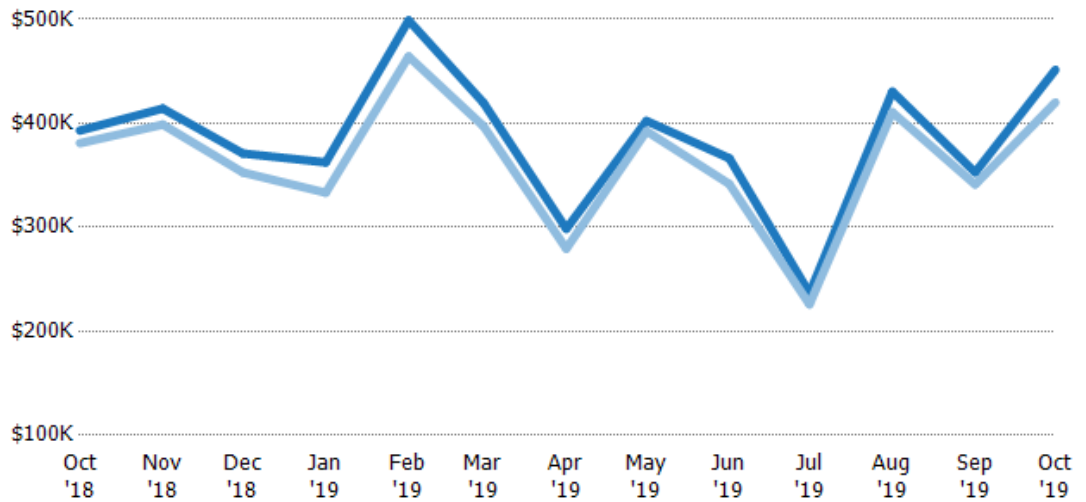
	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19
Current Year	\$287K	\$300K	\$272K	\$262K	\$395K	\$329K	\$225K	\$249K	\$262K	\$225K	\$310K	\$279K	\$300K
Prior Year	\$253K	\$235K	\$209K	\$224K	\$253K	\$275K	\$208K	\$249K	\$238K	\$270K	\$242K	\$255K	\$287K
Percent Change from Prior Year	13%	27%	30%	17%	56%	19%	8%	0%	10%	-17%	28%	9%	5%

## 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



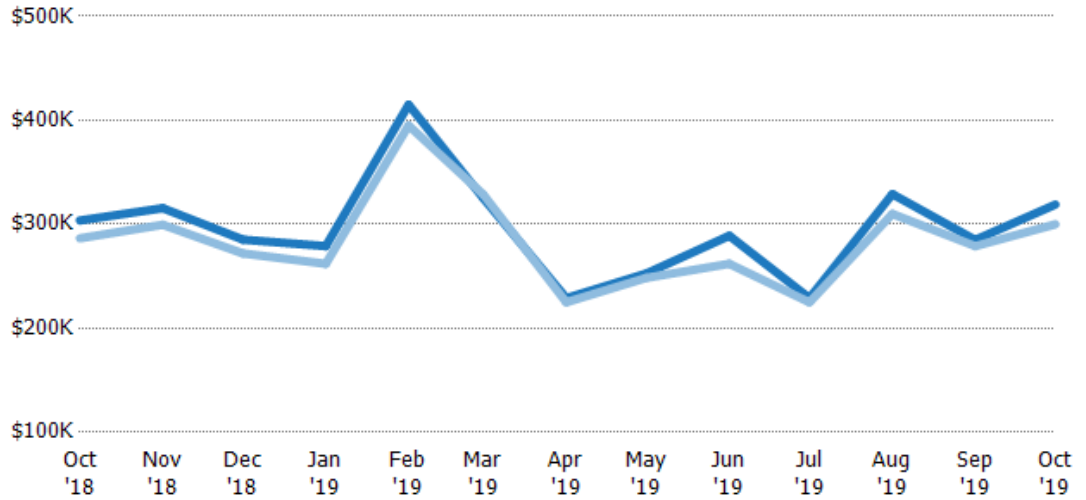
	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19
Avg List Price	\$393K	\$414K	\$371K	\$362K	\$499K	\$420K	\$299K	\$402K	\$366K	\$237K	\$430K	\$353K	\$452K
Avg Sales Price	\$381K	\$399K	\$353K	\$333K	\$464K	\$397K	\$279K	\$392K	\$342K	\$226K	\$411K	\$341K	\$420K
Avg Sales Price as a % of Avg List Price	97%	96%	95%	92%	93%	95%	94%	98%	93%	96%	95%	97%	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

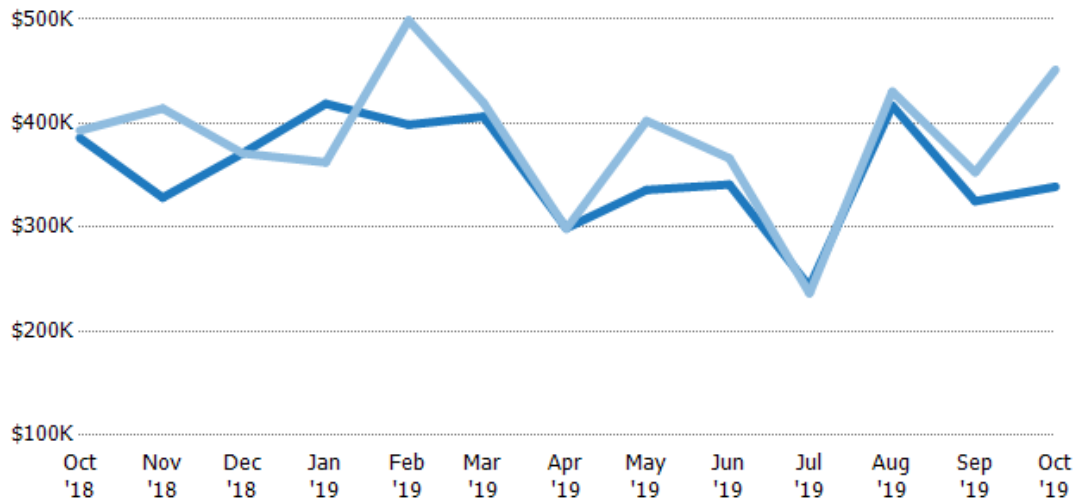


## Average Sales Price vs Average Est Value

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

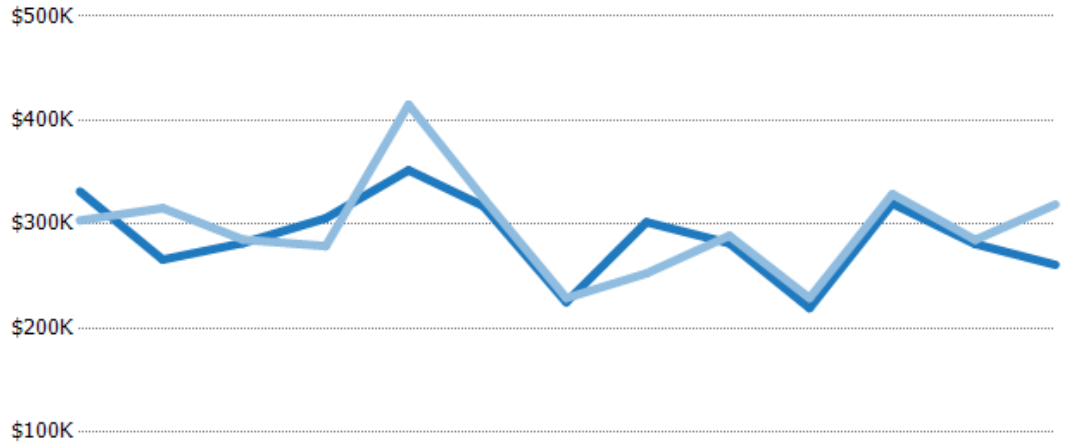


## Median Sales Price vs Median Est Value

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



	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19
Median Est Value	\$332K	\$266K	\$282K	\$306K	\$352K	\$318K	\$225K	\$302K	\$282K	\$219K	\$320K	\$281K	\$261K
Median Sales Price	\$304K	\$316K	\$285K	\$279K	\$415K	\$325K	\$229K	\$253K	\$289K	\$229K	\$329K	\$285K	\$319K
Med Sales Price as a % of Med Est Value	92%	119%	101%	91%	118%	102%	102%	84%	103%	104%	103%	101%	122%