

## 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	Sep 2019	Sep 2018	+ / -	YTD 2019	YTD 2018	+ / -
<b>Listing Activity Charts Metrics</b>						
New Listing Count	36	42	-14.3%	446	446	+/-
New Listing Volume	\$18,470,100	\$16,614,590	+11.2%	\$202,559,685	\$163,845,926	+23.6%
Active Listing Count	252	307	-17.9%	N/A	N/A	
Active Listing Volume	\$142,471,229	\$137,956,389	+3.3%	N/A	N/A	
Average Listing Price	\$565,362	\$449,369	+25.8%	\$528,943	\$454,259	+16.4%
Median Listing Price	\$319,000	\$309,000	+3.2%	\$324,886	\$299,986	+8.3%
Median Days in RPR	105	107	-1.9%	134.19	140.56	-4.5%
Months of Inventory	5.6	5.9	-5.1%	8.1	9.6	-15.8%
Absorption Rate	17.86%	16.94%	+0.9%	12.36%	10.41%	+1.9%
<b>Sales Activity Charts Metrics</b>						
New Pending Sales Count	43	35	+22.9%	355	318	+11.6%
New Pending Sales Volume	\$17,313,300	\$14,720,698	+17.6%	\$139,991,405	\$111,938,436	+25.1%
Pending Sales Count	75	49	+53.1%	N/A	N/A	
Pending Sales Volume	\$36,472,955	\$21,291,398	+71.3%	N/A	N/A	
Closed Sales Count	37	35	+5.7%	260	292	-11%
Closed Sales Volume	\$12,622,640	\$11,907,870	+6%	\$92,652,555	\$96,108,151	-3.6%
Average Sales Price	\$341,152	\$340,225	+0.3%	\$356,356	\$329,138	+8.3%
Median Sales Price	\$279,000	\$255,000	+9.4%	\$279,487	\$245,167	+14%

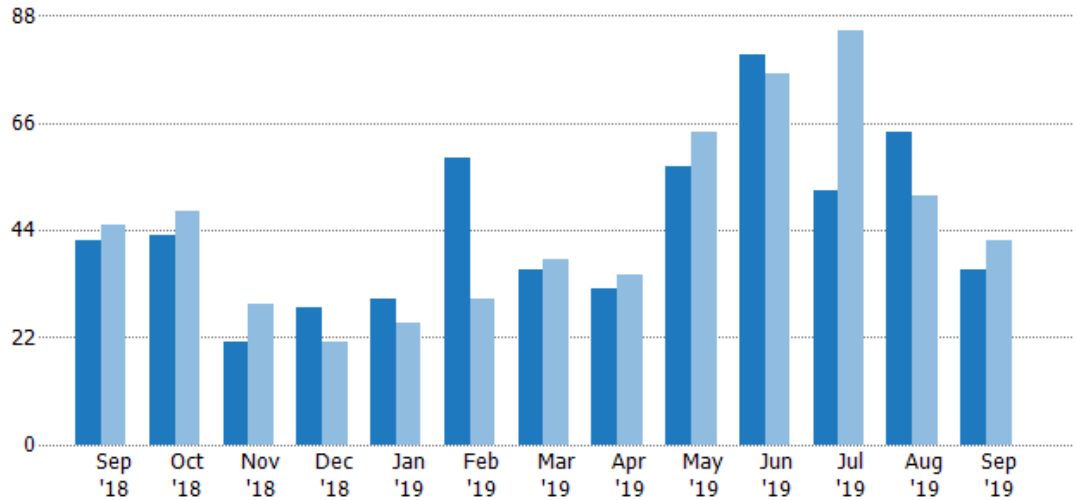
## New Listings

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.
Sep '19	36	-14.3%
Sep '18	42	-6.7%
Sep '17	45	-15.6%



	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19
Current Year	42	43	21	28	30	59	36	32	57	80	52	64	36
Prior Year	45	48	29	21	25	30	38	35	64	76	85	51	42
Percent Change from Prior Year	-7%	-10%	-28%	33%	20%	97%	-5%	-9%	-11%	5%	-39%	25%	-14%

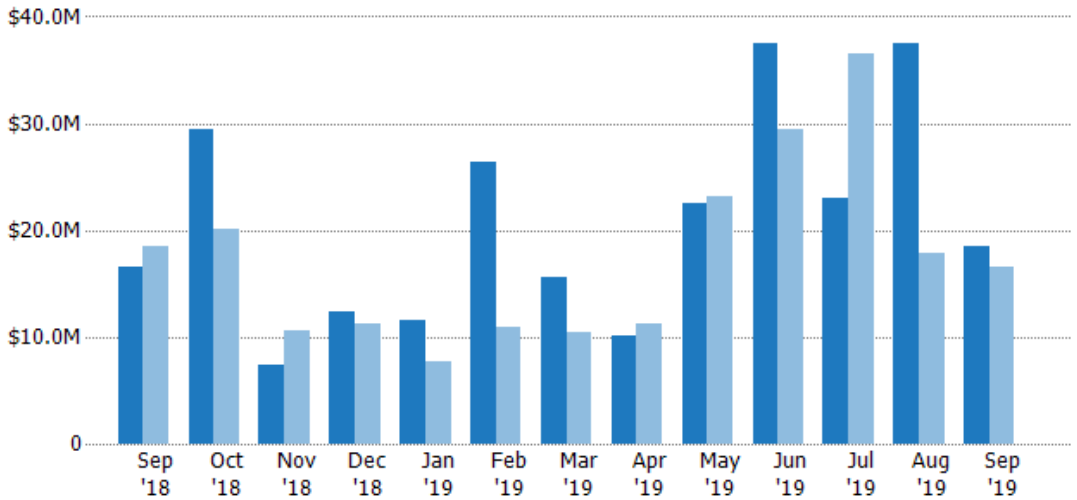
## New Listing Volume

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.
Sep '19	\$18.5M	11.2%
Sep '18	\$16.6M	-10.1%
Sep '17	\$18.5M	-29.5%



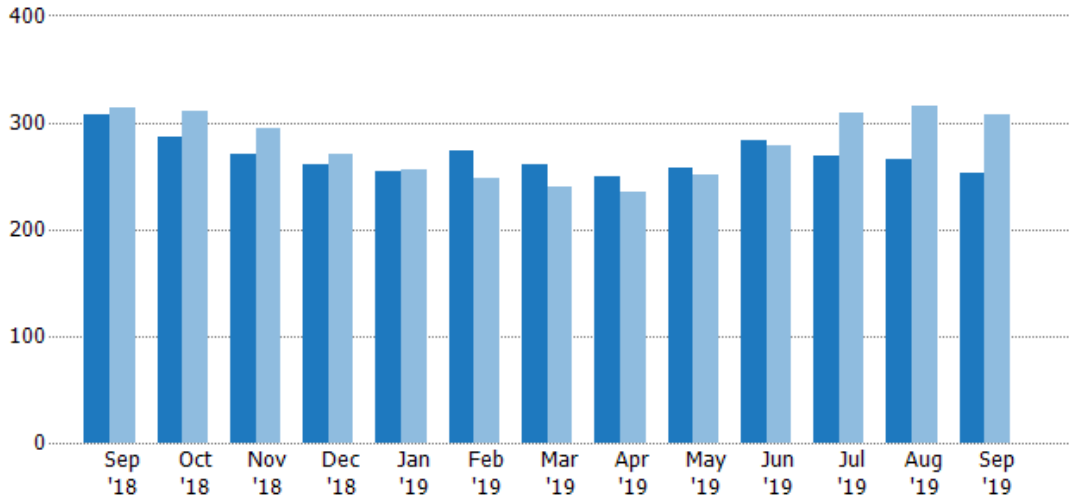
	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19
Current Year	\$16.6M	\$29.5M	\$7.41M	\$12.4M	\$11.6M	\$26.4M	\$15.7M	\$10M	\$22.5M	\$37.5M	\$22.9M	\$37.5M	\$18.5M
Prior Year	\$18.5M	\$20.2M	\$10.5M	\$11.2M	\$7.73M	\$10.9M	\$10.4M	\$11.3M	\$23.2M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

## 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



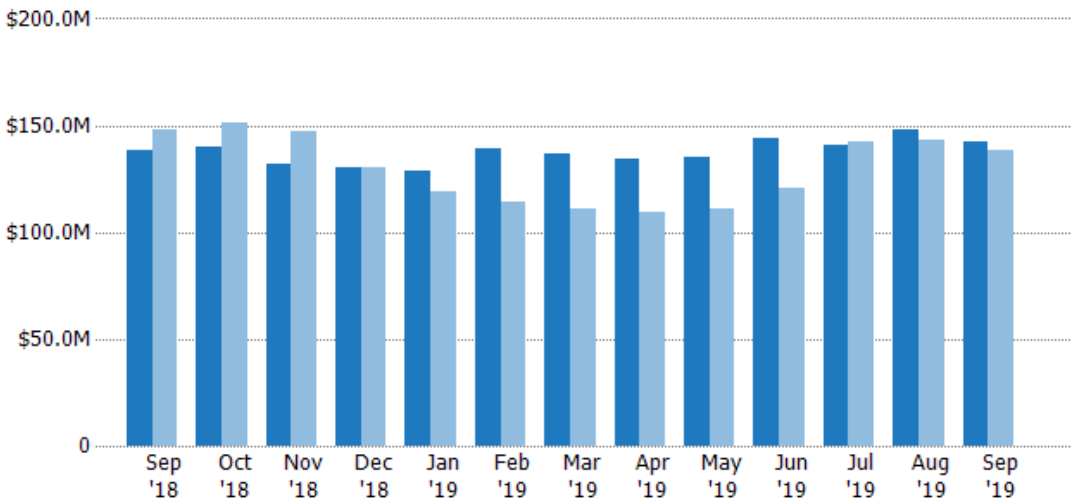
	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19
Current Year	307	287	270	260	254	273	260	250	257	283	269	265	252
Prior Year	314	311	295	270	255	248	240	235	251	279	309	316	307
Percent Change from Prior Year	-2%	-8%	-8%	-4%	0%	10%	8%	6%	2%	1%	-13%	-16%	-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



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

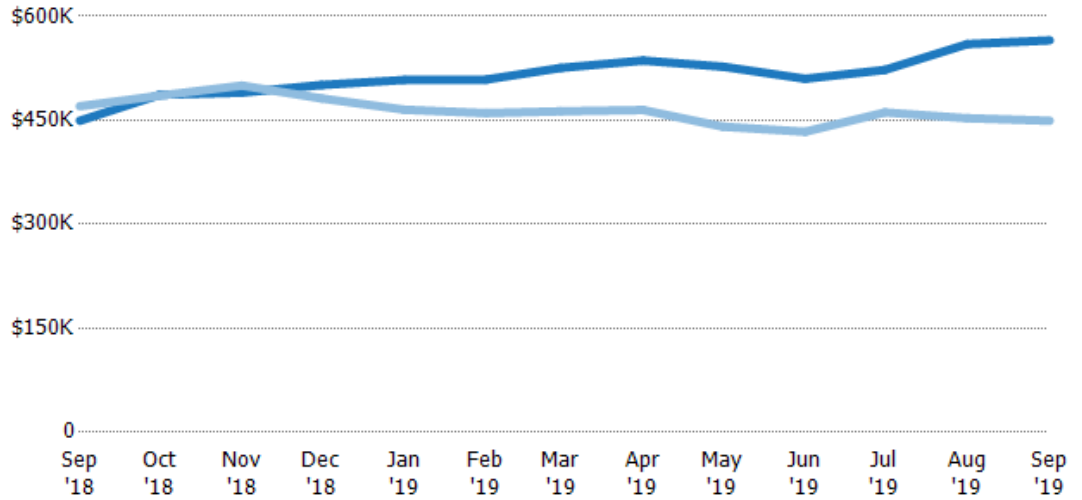
## Average Listing Price

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.
Sep '19	\$565K	25.8%
Sep '18	\$449K	-4.4%
Sep '17	\$470K	-12.5%



Current Year	\$449K	\$487K	\$490K	\$501K	\$508K	\$509K	\$526K	\$536K	\$527K	\$510K	\$523K	\$560K	\$565K
Prior Year	\$470K	\$486K	\$500K	\$482K	\$465K	\$460K	\$463K	\$465K	\$441K	\$434K	\$461K	\$453K	\$449K
Percent Change from Prior Year	-4%	0%	-2%	4%	9%	11%	14%	15%	20%	18%	13%	24%	26%

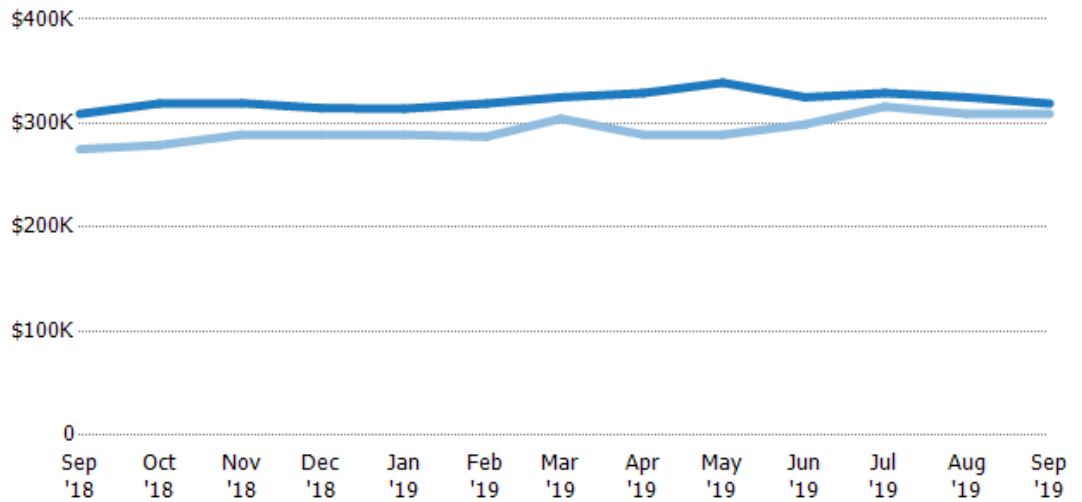
## Median Listing Price

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.
Sep '19	\$319K	3.2%
Sep '18	\$309K	12.4%
Sep '17	\$275K	-2.2%



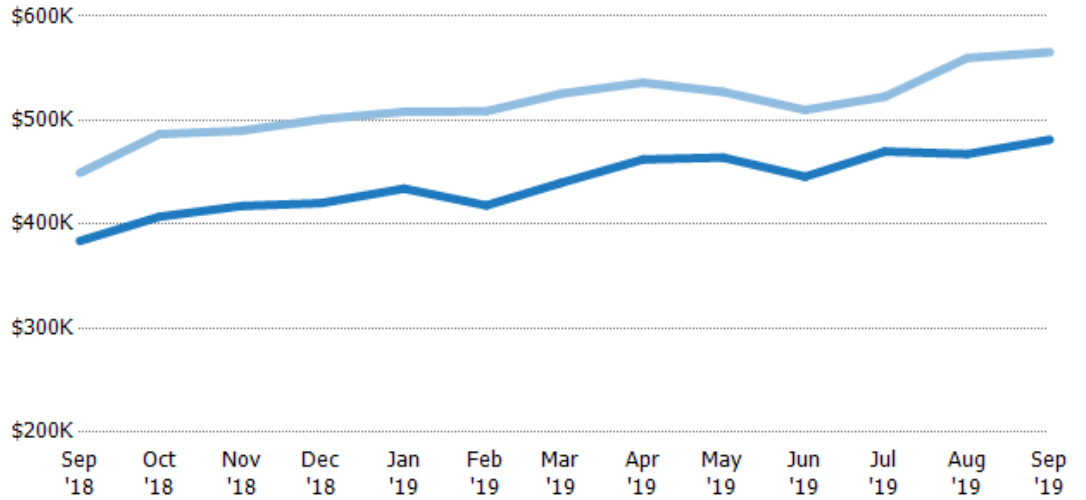
Current Year	\$309K	\$319K	\$319K	\$315K	\$314K	\$319K	\$325K	\$329K	\$339K	\$325K	\$329K	\$325K	\$319K
Prior Year	\$275K	\$279K	\$289K	\$289K	\$289K	\$287K	\$304K	\$289K	\$289K	\$299K	\$316K	\$309K	\$309K
Percent Change from Prior Year	12%	14%	10%	9%	9%	11%	7%	14%	17%	9%	4%	5%	3%

## 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



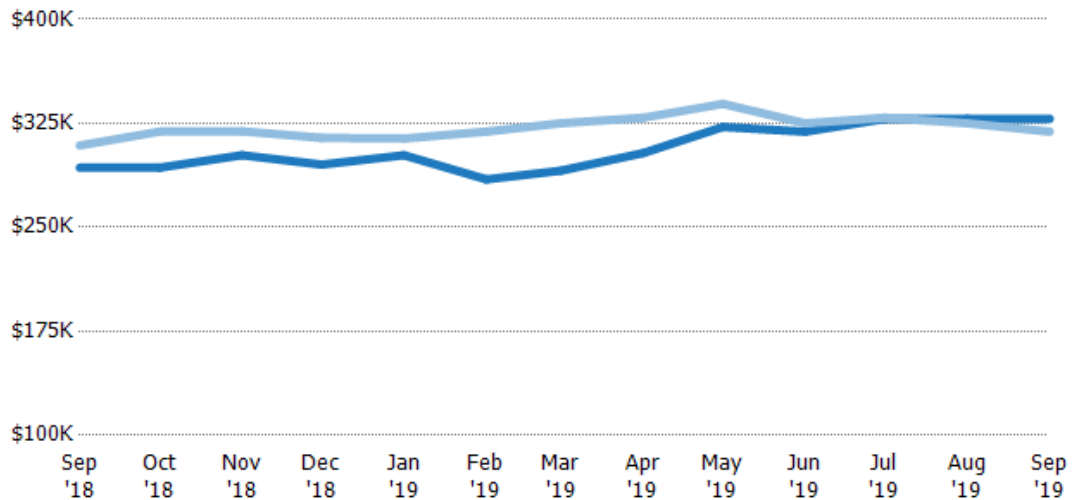
	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19
Avg Est Value	\$384K	\$407K	\$418K	\$420K	\$434K	\$418K	\$440K	\$462K	\$464K	\$446K	\$470K	\$468K	\$481K
Avg Listing Price	\$449K	\$487K	\$490K	\$501K	\$508K	\$509K	\$526K	\$536K	\$527K	\$510K	\$523K	\$560K	\$565K
Avg Listing Price as a % of Avg Est Value	117%	119%	117%	119%	117%	122%	120%	116%	114%	114%	111%	120%	117%

## 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



	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19
Median Est Value	\$293K	\$293K	\$302K	\$295K	\$302K	\$285K	\$291K	\$304K	\$322K	\$319K	\$328K	\$328K	\$328K
Median Listing Price	\$309K	\$319K	\$319K	\$315K	\$314K	\$319K	\$325K	\$329K	\$339K	\$325K	\$329K	\$325K	\$319K
Med Listing Price as a % of Med Est Value	105%	109%	106%	107%	104%	112%	112%	108%	105%	102%	100%	99%	97%

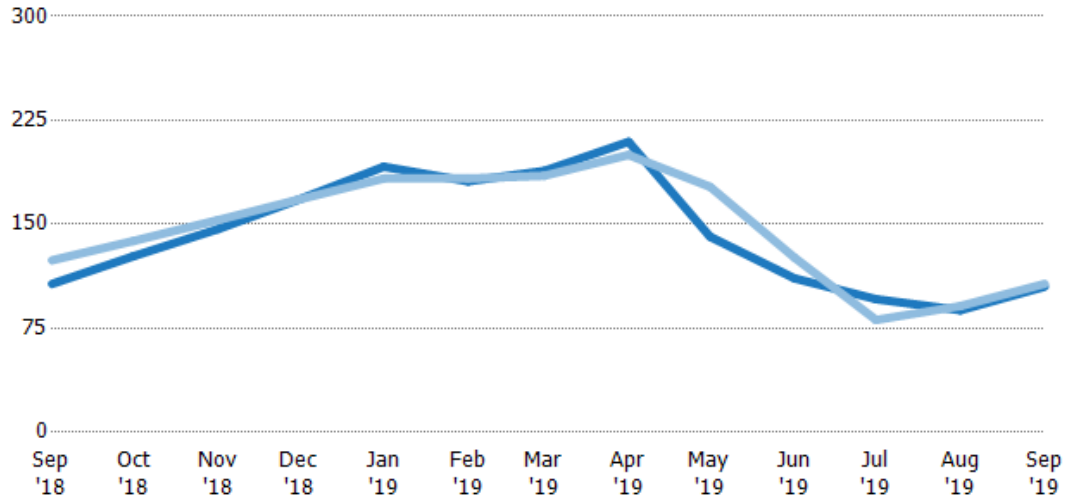
## Median Days in RPR

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.
Sep '19	105	-1.9%
Sep '18	107	-13.7%
Sep '17	124	-3.2%



Current Year	107	127	147	168	192	181	189	210	141	111	96	88	105
Prior Year	124	138	153	168	183	183	185	200	177	126	81	91	107
Percent Change from Prior Year	-14%	-8%	-4%	0%	5%	-1%	2%	5%	-20%	-12%	19%	-3%	-2%

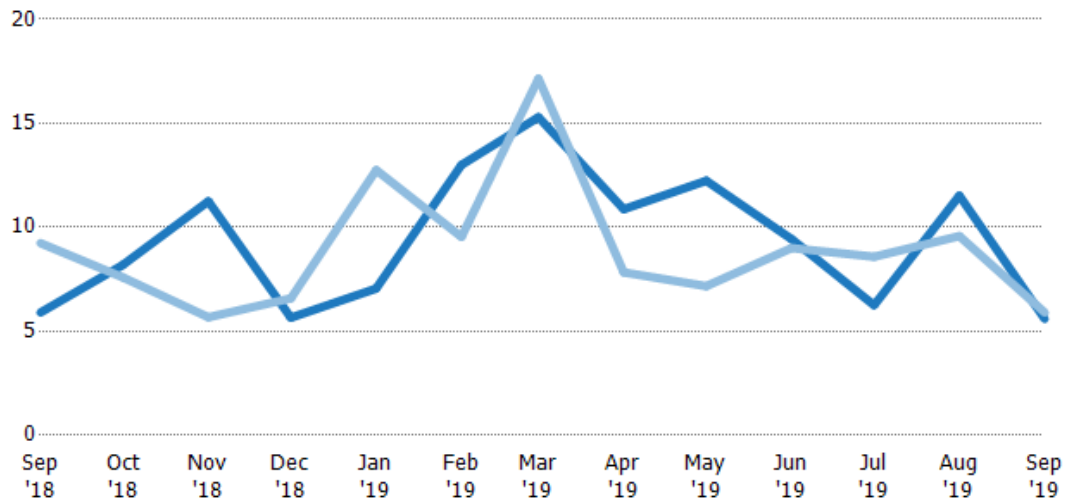
## Months of Inventory

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.
Sep '19	5.6	-5.1%
Sep '18	5.9	-36.1%
Sep '17	9.24	12.3%



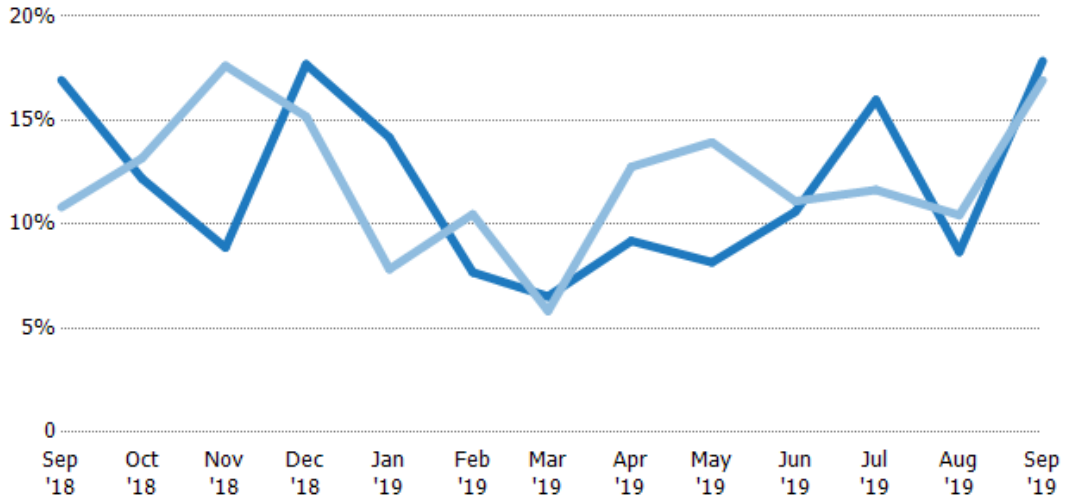
Current Year	5.9	8.2	11.3	5.65	7.06	13	15.3	10.9	12.2	9.43	6.26	11.5	5.6
Prior Year	9.24	7.59	5.67	6.59	12.8	9.54	17.1	7.83	7.17	9	8.58	9.58	5.9
Percent Change from Prior Year	-36%	8%	98%	-14%	-45%	36%	-11%	39%	71%	5%	-27%	20%	-5%

## 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.
Sep '19	18%	-0.9%
Sep '18	17%	-6.1%
Sep '17	11%	-10.9%

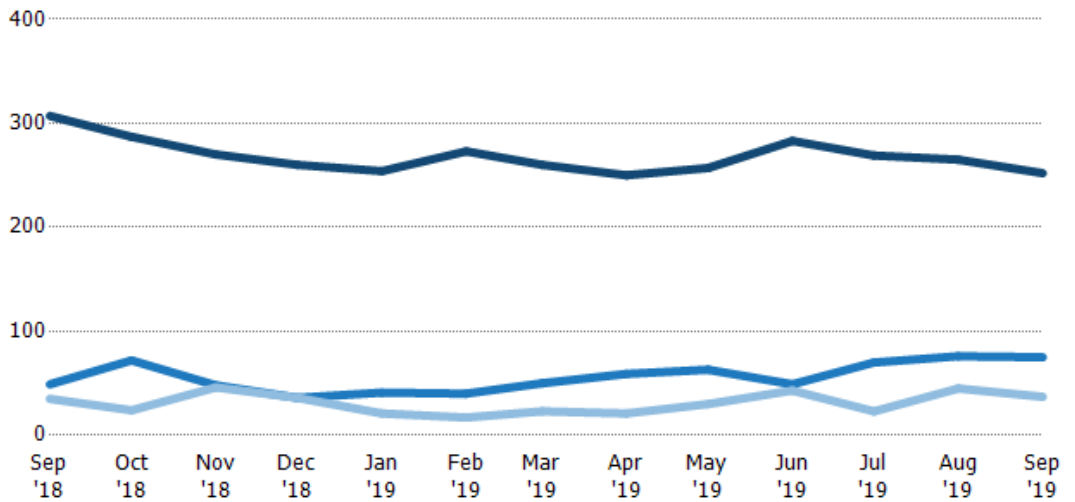
	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19
Current Year	17%	12%	9%	18%	14%	8%	7%	9%	8%	11%	16%	9%	18%
Prior Year	11%	13%	18%	15%	8%	10%	6%	13%	14%	11%	12%	10%	17%
Change from Prior Year	-6%	1%	9%	-3%	-6%	3%	-1%	4%	6%	1%	-4%	2%	-1%

## 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



	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19
Active	307	287	270	260	254	273	260	250	257	283	269	265	252
Pending	49	72	48	36	41	40	50	59	63	49	70	76	75
Sold	35	24	46	36	21	17	23	21	30	43	23	45	37

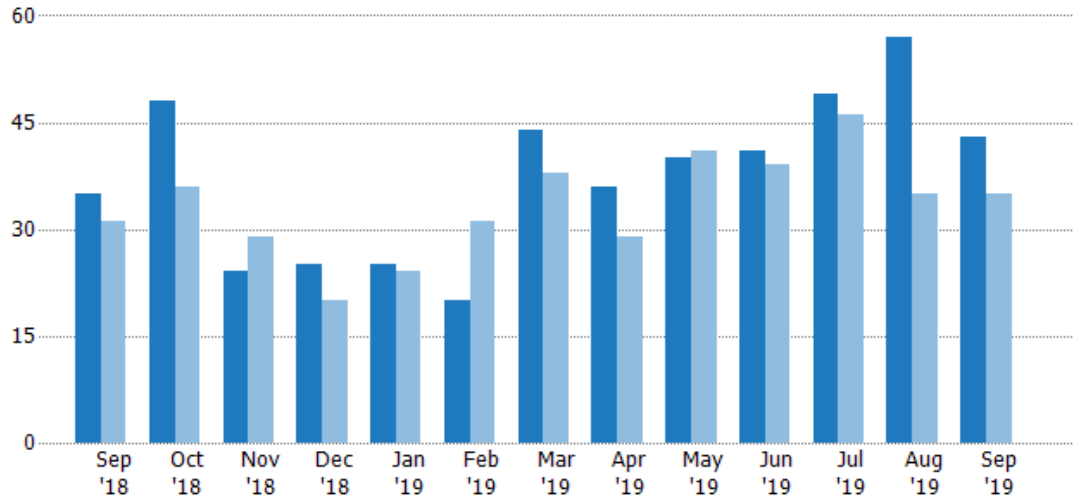
## New Pending Sales

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.
Sep '19	43	22.9%
Sep '18	35	12.9%
Sep '17	31	-16.1%



	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19
Current Year	35	48	24	25	25	20	44	36	40	41	49	57	43
Prior Year	31	36	29	20	24	31	38	29	41	39	46	35	35
Percent Change from Prior Year	13%	33%	-17%	25%	4%	-35%	16%	24%	-2%	5%	7%	63%	23%

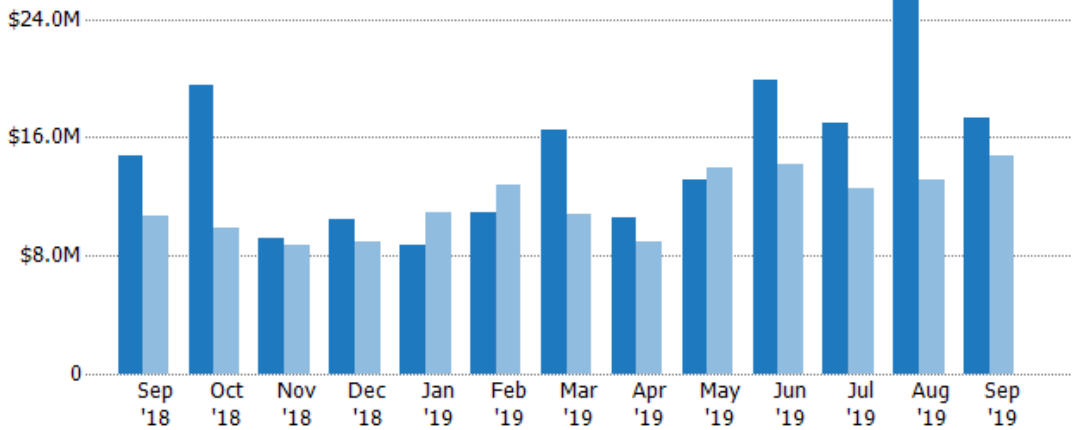
## New Pending Sales Volume

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.
Sep '19	\$17.3M	17.6%
Sep '18	\$14.7M	37.1%
Sep '17	\$10.7M	-26.7%



	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19
Current Year	\$14.7M	\$19.6M	\$9.22M	\$10.4M	\$8.74M	\$10.9M	\$16.5M	\$10.5M	\$13.1M	\$19.9M	\$16.9M	\$26.2M	\$17.3M
Prior Year	\$10.7M	\$9.89M	\$8.68M	\$8.98M	\$10.9M	\$12.8M	\$10.9M	\$8.98M	\$13.9M	\$14.1M	\$12.5M	\$13.1M	\$14.7M
Percent Change from Prior Year	37%	98%	6%	16%	-20%	-15%	52%	17%	-6%	41%	35%	100%	18%



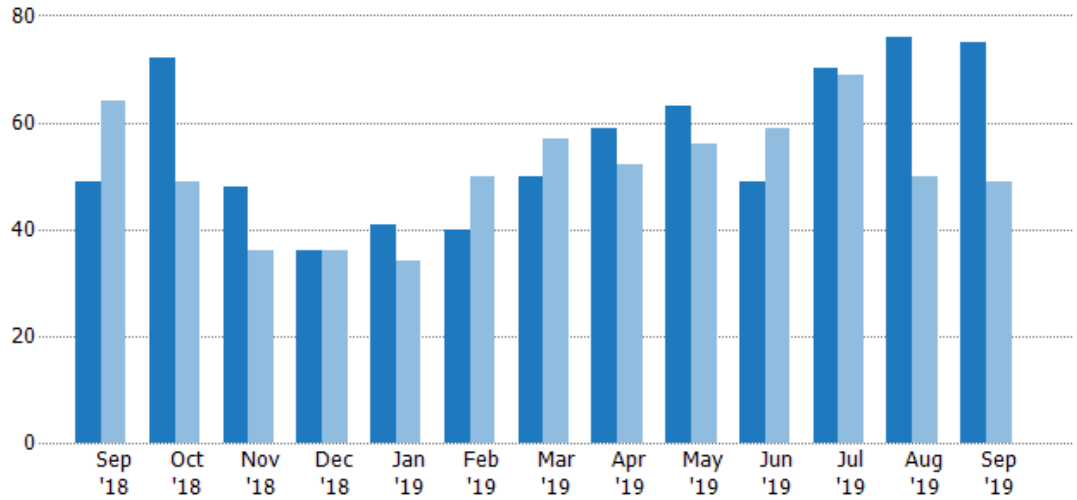
## Pending Sales

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.
Sep '19	75	53.1%
Sep '18	49	-23.4%
Sep '17	64	-15.6%



	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19
Current Year	49	72	48	36	41	40	50	59	63	49	70	76	75
Prior Year	64	49	36	36	34	50	57	52	56	59	69	50	49
Percent Change from Prior Year	-23%	47%	33%	0%	21%	-20%	-12%	13%	13%	-17%	1%	52%	53%

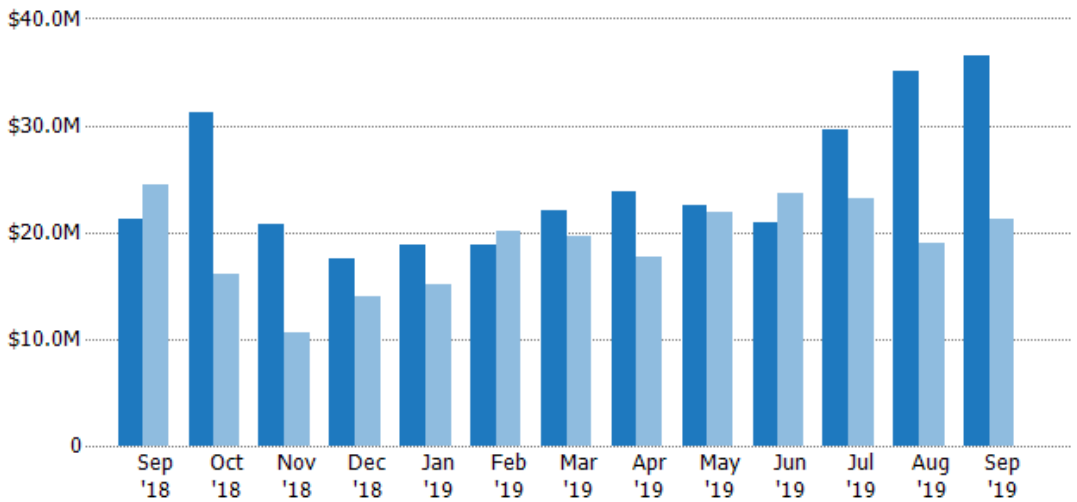
## Pending Sales Volume

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.
Sep '19	\$36.5M	71.3%
Sep '18	\$21.3M	-12.8%
Sep '17	\$24.4M	-35.3%



	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19
Current Year	\$21.3M	\$31.1M	\$20.8M	\$17.6M	\$18.9M	\$18.8M	\$22M	\$23.8M	\$22.5M	\$20.9M	\$29.6M	\$35.1M	\$36.5M
Prior Year	\$24.4M	\$16M	\$10.6M	\$14M	\$15M	\$20.2M	\$19.6M	\$17.7M	\$21.8M	\$23.7M	\$23.2M	\$19M	\$21.3M
Percent Change from Prior Year	-13%	94%	95%	25%	26%	-7%	13%	35%	3%	-12%	28%	85%	71%

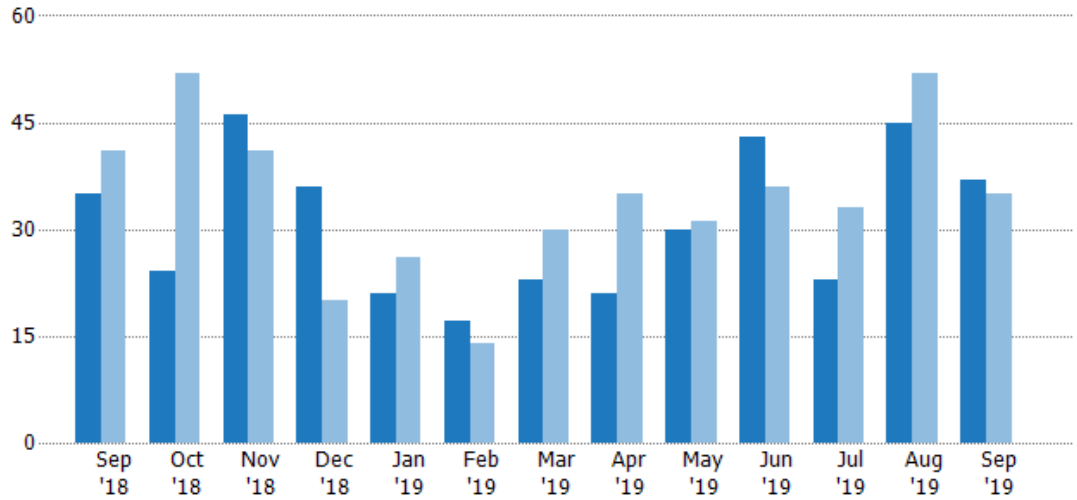
## Closed Sales

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.
Sep '19	37	5.7%
Sep '18	35	-14.6%
Sep '17	41	-17.1%



Current Year	35	24	46	36	21	17	23	21	30	43	23	45	37
Prior Year	41	52	41	20	26	14	30	35	31	36	33	52	35
Percent Change from Prior Year	-15%	-54%	12%	80%	-19%	21%	-23%	-40%	-3%	19%	-30%	-13%	6%

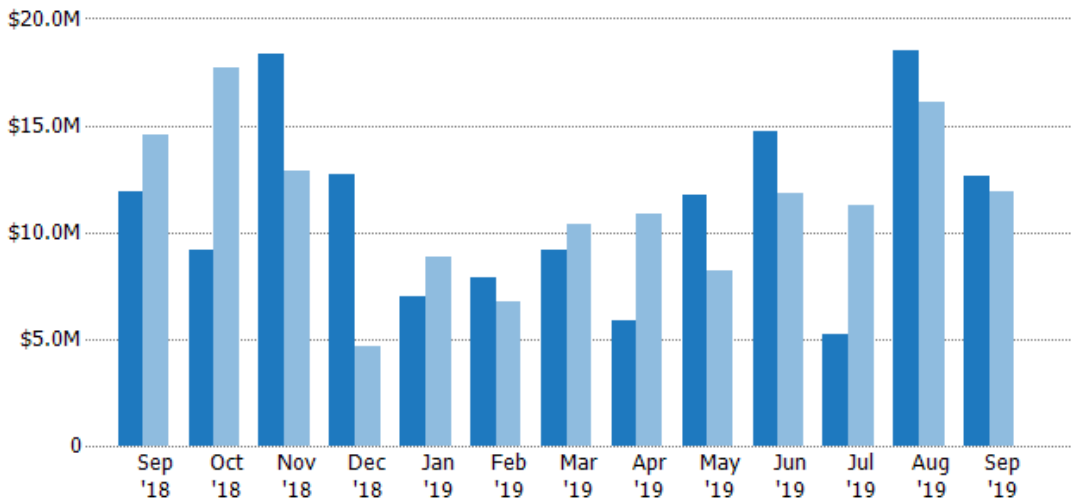
## Closed Sales Volume

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.
Sep '19	\$12.6M	6%
Sep '18	\$11.9M	-18%
Sep '17	\$14.5M	24.6%



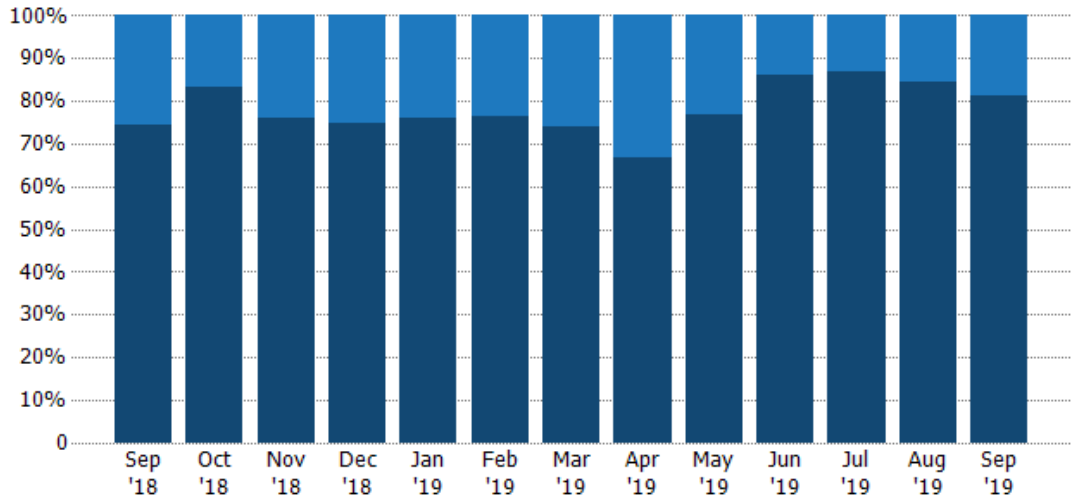
Current Year	\$11.9M	\$9.14M	\$18.3M	\$12.7M	\$7M	\$7.89M	\$9.14M	\$5.87M	\$11.8M	\$14.7M	\$5.2M	\$18.5M	\$12.6M
Prior Year	\$14.5M	\$17.7M	\$12.9M	\$4.68M	\$8.82M	\$6.76M	\$10.4M	\$10.8M	\$8.19M	\$11.8M	\$11.3M	\$16.1M	\$11.9M
Percent Change from Prior Year	-18%	-48%	42%	171%	-21%	17%	-12%	-46%	44%	24%	-54%	15%	6%

## 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	26%	17%	24%	25%	24%	24%	26%	33%	23%	14%	13%	16%	19%
Single Family Residence	74%	83%	76%	75%	76%	76%	74%	67%	77%	86%	87%	84%	81%

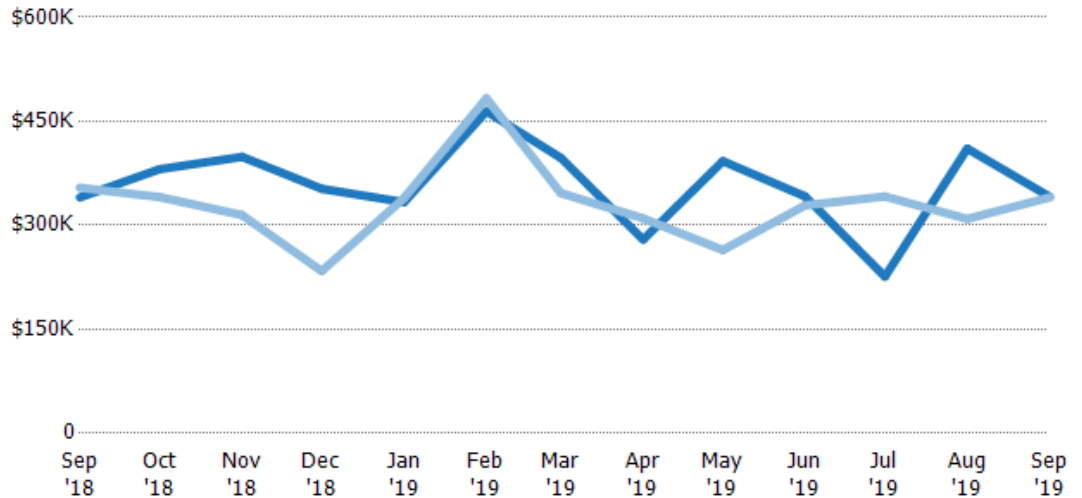
## Average Sales Price

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.
Sep '19	\$341K	0.3%
Sep '18	\$340K	-3.9%
Sep '17	\$354K	50.3%



Current Year	\$340K	\$381K	\$399K	\$353K	\$333K	\$464K	\$397K	\$279K	\$392K	\$342K	\$226K	\$411K	\$341K
Prior Year	\$354K	\$341K	\$315K	\$234K	\$339K	\$483K	\$346K	\$310K	\$264K	\$329K	\$342K	\$309K	\$340K
Percent Change from Prior Year	-4%	12%	27%	51%	-2%	-4%	15%	-10%	49%	4%	-34%	33%	0%

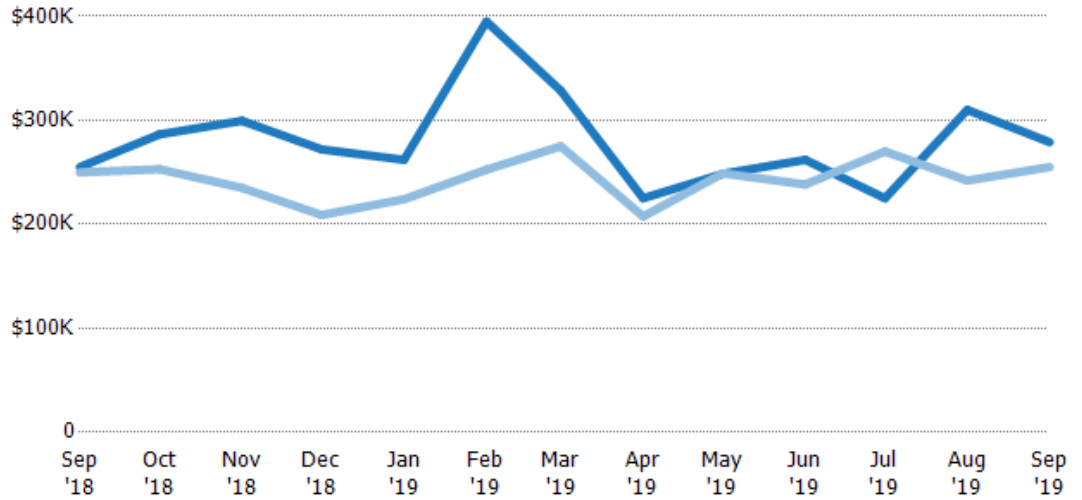
## Median Sales Price

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.
Sep '19	\$279K	9.4%
Sep '18	\$255K	2%
Sep '17	\$250K	2.7%



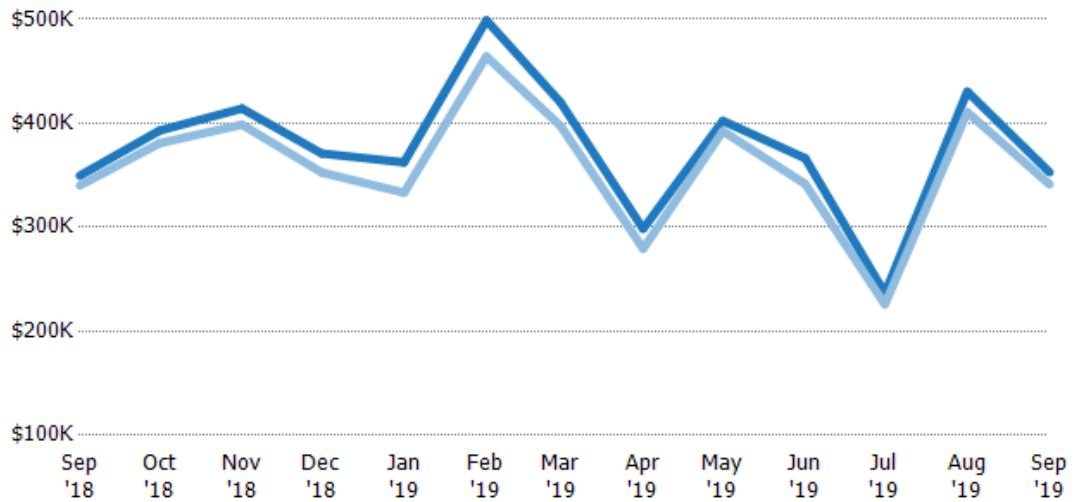
Current Year	\$255K	\$287K	\$300K	\$272K	\$262K	\$395K	\$329K	\$225K	\$249K	\$262K	\$225K	\$310K	\$279K
Prior Year	\$250K	\$253K	\$235K	\$209K	\$224K	\$253K	\$275K	\$208K	\$249K	\$238K	\$270K	\$242K	\$255K
Percent Change from Prior Year	2%	13%	27%	30%	17%	56%	19%	8%	0%	10%	-17%	28%	9%

## 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



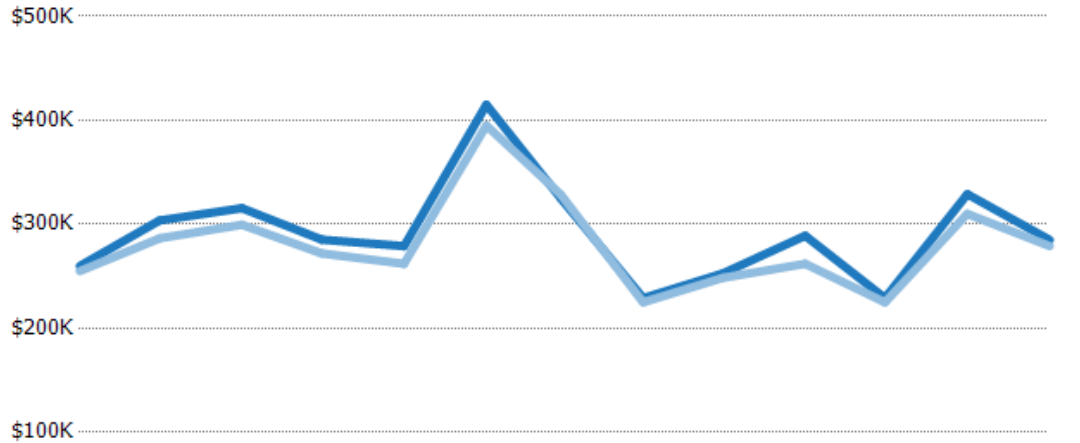
Avg List Price	\$350K	\$393K	\$414K	\$371K	\$362K	\$499K	\$420K	\$299K	\$402K	\$366K	\$237K	\$430K	\$353K
Avg Sales Price	\$340K	\$381K	\$399K	\$353K	\$333K	\$464K	\$397K	\$279K	\$392K	\$342K	\$226K	\$411K	\$341K
Avg Sales Price as a % of Avg List Price	97%	97%	96%	95%	92%	93%	95%	94%	98%	93%	96%	95%	97%

## 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



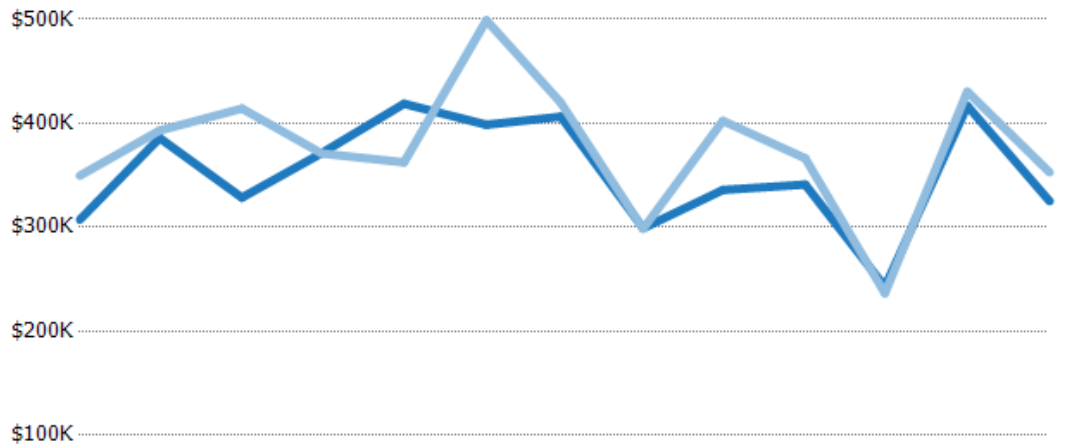
	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19
Median List Price	\$260K	\$304K	\$316K	\$285K	\$279K	\$415K	\$325K	\$229K	\$253K	\$289K	\$229K	\$329K	\$285K
Median Sales Price	\$255K	\$287K	\$300K	\$272K	\$262K	\$395K	\$329K	\$225K	\$249K	\$262K	\$225K	\$310K	\$279K
Med Sales Price as a % of Med List Price	98%	94%	95%	95%	94%	95%	101%	98%	98%	91%	98%	94%	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



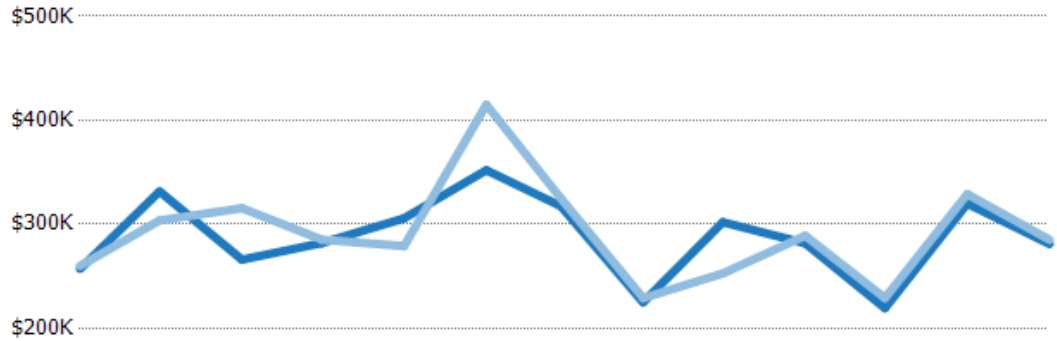
	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19
Avg Est Value	\$307K	\$386K	\$328K	\$371K	\$419K	\$399K	\$406K	\$299K	\$336K	\$341K	\$243K	\$417K	\$325K
Avg Sales Price	\$350K	\$393K	\$414K	\$371K	\$362K	\$499K	\$420K	\$299K	\$402K	\$366K	\$237K	\$430K	\$353K
Avg Sales Price as a % of Avg Est Value	114%	102%	126%	100%	87%	125%	103%	100%	120%	107%	97%	103%	109%

## 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



	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19
Median Est Value	\$257K	\$332K	\$266K	\$282K	\$306K	\$352K	\$318K	\$225K	\$302K	\$282K	\$219K	\$320K	\$281K
Median Sales Price	\$260K	\$304K	\$316K	\$285K	\$279K	\$415K	\$325K	\$229K	\$253K	\$289K	\$229K	\$329K	\$285K
Med Sales Price as a % of Med Est Value	101%	92%	119%	101%	91%	118%	102%	102%	84%	103%	104%	103%	101%