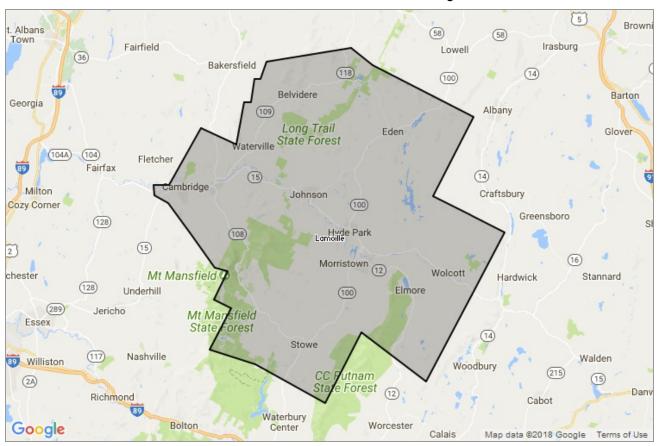


MARKET DATA REPORT

# Lamoille County



## **Report Characteristics**

Report Name: Lamoille County

Report Date Range:

1/2018 - 1/2018

Filters Used:

Property Type, Location

Avg/Med: Both

Include Metrics By: County

Run Date: 02/21/2018

Scheduled: No

Presented by

## Vermont REALTORS®

**REALTOR®** 

http://www.vermontrealtors.com/

148 State Street Montpelier, VT 05602







# Summary of Key Listing and Sales Metrics

A summary of the key metrics selected to be included in the report. MLS sources where licensed.

+ / -	YTD 2017	YTD 2018	+ / -	Jan 2017	Jan 2018	Key Metrics
						isting Activity Charts Metrics
+	27	27	+-	27	27	New Listing Count
+17.7%	\$7,312,080	\$8,607,600	+17.7%	\$7,312,080	\$8,607,600	New Listing Volume
-35.1%	393	255	-35.1%	393	255	Active Listing Count
-25.1%	\$170,707,646	\$127,887,100	-25.1%	\$170,707,646	\$127,887,100	Active Listing Volume
+15.5%	\$434,371	\$501,518	+15.5%	\$434,371	\$501,518	Average Listing Price
+23.2%	\$259,000	\$319,000	+23.2%	\$259,000	\$319,000	Median Listing Price
-12.7%	229	200	-12.7%	229	200	Median Days in RPR
+8.1%	15.7	17	-	_	_	Months of Inventory
-0.5%	6.36%	5.88%	+-	_	_	Absorption Rate
			: :			Sales Activity Charts Metrics
+30%	20	26	+30%	20	26	New Pending Sales Count
+20.4%	\$9,722,600	\$11,702,800	+20.4%	\$9,722,600	\$11,702,800	New Pending Sales Volume
-13.3%	45	39	-13.3%	45	39	Pending Sales Count
-7.3%	\$18,014,599	\$16,700,400	-7.3%	\$18,014,599	\$16,700,400	Pending Sales Volume
+80%	15	27	+80%	15	27	Closed Sales Count
+78.3%	\$5,041,300	\$8,988,137	+78.3%	\$5,041,300	\$8,988,137	Closed Sales Volume
-0.9%	\$336,087	\$332,894	-0.9%	\$336,087	\$332,894	Average Sales Price
-5.4%	\$222,000	\$210,000	-5.4%	\$222,000	\$210,000	Median Sales Price



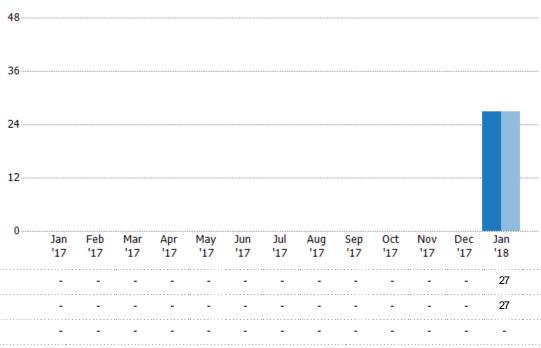




#### **New Listings**

The number of new single-family, condominium and townhome listings that were added each month.

State: VT
County: Lamoille County, Vermont
Property Type:
Condo/Townhouse/Apt, Single
Family Residence



### New Listing Volume

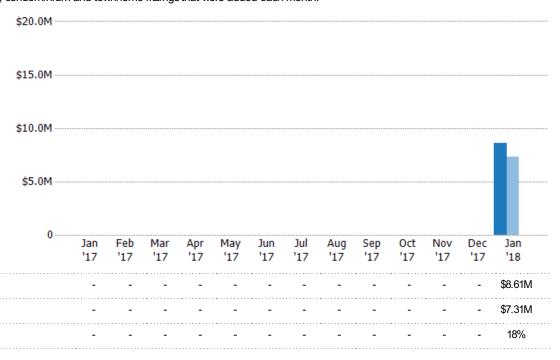
Current Year

PriorExtra Year

Prior Year

The sum of the listing price of single-family, condominium and townhome listings that were added each month.

State: VT
County: Lamoille County, Vermont
Property Type:
Condo/Townhouse/Apt, Single
Family Residence





Current Year

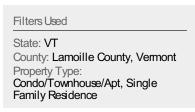
Percent Change from Prior Year

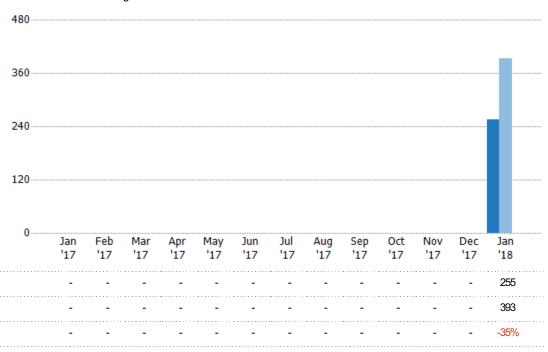




#### **Active Listings**

The number of active single-family, condominium and townhome listings at the end of each month.





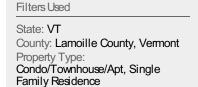
### **Active Listing Volume**

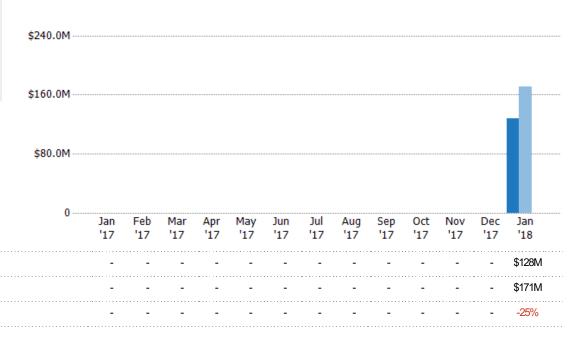
Percent Change from Prior Year

Current Year

Prior Year

The sum of the listing price of active single-family, condominium and townhome listings at the end of each month.





Current Year

Percent Change from Prior Year





### **Average Listing Price**

The average listing price of active single-family, condominium and townhome listings at the end of each month.

Filters Used													
State: VT County: Lamoille County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	\$450K												
	\$300K												
	\$150K												
	\$150K												•••••
	0												
	\$150K 0 Jan '17	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18
Current Year	0 Jan			Apr '17	May '17		Jul '17		Sep '17				
Current Year Prior Year	0 Jan			Apr '17 -	May '17 -		Jul '17 -		Sep '17 -		'17 -	'17	'18 \$502

## **Median Listing Price**

The median listing price of active single-family, condominium and townhome listings at the end of each month.

	\$400K												
Filters Used													
State: VT County: Lamoille County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	\$300K												•••••
Family Residence	\$200K			•••••									•••••
	\$100K												•••••
	0												
	Jan '17	Feb	Mar	Apr	May	Jun '17	Jul	Aug	Sep	0ct '17	Nov	Dec '17	Ja '1:

	'17	'17	'17	'17	'17	'17	'17	'17	'17	'17	'17	'17	'18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$319K
Prior Year	-	-	-	-	-	-	-	-	-		-	-	\$259K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	23%







### 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	\$450K												
	\$300K												
	+45016												
	\$150K												
	\$150K												
	\$150K 0 Jan '17	Feb '17	Mar '17	Apr '17			Jul '17		Sep '17	Oct '17	Nov '17	Dec '17	Jan '18
Avg Est Value	0 Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep '17				
Avg Est Value Avg Listing Price	0 Jan	Feb	Mar '17	Apr	May	Jun	Jul	Aug	Sep '17 -			'17	'18

## 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.

¢400K

Filters Used
State: VT County: Lamoille County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence

0K	 	 	 		 			
0K	 	 	 		 			
•				Διια				
•				Aug '17				
•						Nov '17		Jai '18
•						Nov '17	Dec '17	Jar '18



Median Est Value

Median Listing Price

Med Listing Price as a % of Med Est Value





#### 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.

	300	 	 	 					
Filters Used									
State: VT County: Lamoille County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	225								
	150	 	 	 		 			
	75	 	 	 		 			
	75	 	 	 		 			
			May '17		Aug '17	0ct '17	Nov '17	Dec '17	J
Current Year	0 Jan					0ct	Nov	Dec	j
Current Year Prior Year	0 Jan					0ct	Nov	Dec '17	]

#### Average Days in RPR (By County)

The average number of days between when residential properties are first displayed as active listings in RPR and when accepted offers have been noted in RPR by county.

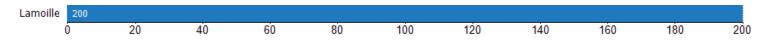
Filters Used: State: VT; County: Lamoille County, Vermont; Property Type: Condo/Townhouse/Apt, Single Family Residence



## Median Days in RPR (By County)

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 by county.

Filters Used: State: VT; County: Lamoille County, Vermont; Property Type: Condo/Townhouse/Apt, Single Family Residence







### Months of Inventory

The number of months it would take to exhaust active listings at the current sales rate.

Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	20.7
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	12.1
	Jan '17	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18
	8												
Family Residence	15												······································
State: VT County: Lamoille County, Vermont Property Type: Condo/Townhouse/Apt, Single	23												
Filters Used	30												

## **Absorption Rate**

The percentage of inventory sold per month.

State: VT

County: Lamoille County, Vermont

Property Type: Condo/Townhouse/Apt, Single

Family Residence

10%	

5%

	0												
	Jan '17	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	8%
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	5%
Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-3%







### Absorption Rate (By County)

The percentage of the inventory sold during the last month by county.

Filters Used: State: VT; County: Lamoille County, Vermont; Property Type: Condo/Townhouse/Apt, Single Family Residence

Lamoille	10.58 %										
(	Ó	1%	2%	3%	4%	5%	6%	7%	8%	9%	10%

## Active/Pending/Sold Units

The number of single-family, condominium and townhome properties that were Active. Pending and Sold each month

	300												
Filters Used													
State: VT													
County: Lamoille County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	225												
	150												
	75												
	75												
	75												•••••
	0												
	0 Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	0ct '17	Nov '17	Dec	
	0									0ct	Nov		
Active	0 Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	0ct	Nov	Dec	
Active Pending	0 Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	0ct	Nov	Dec	Jan '18 255

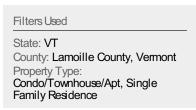


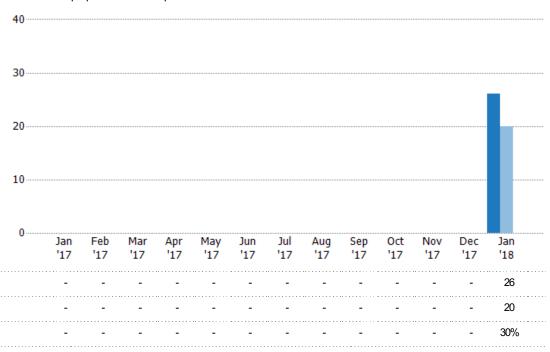




#### **New Pending Sales**

The number of single-family, condominium and townhome properties with accepted offers that were added each month.





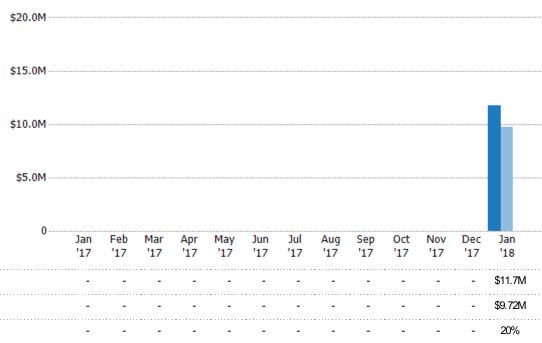
## New Pending Sales Volume

Percent Change from Prior Year

Current Year
Prior Year

The sum of the sales price of single-family, condominium and townhome properties with accepted offers that were added each month.

State: VT
County: Lamoille County, Vermont
Property Type:
Condo/Townhouse/Apt, Single
Family Residence





Current Year

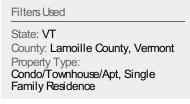
Percent Change from Prior Year

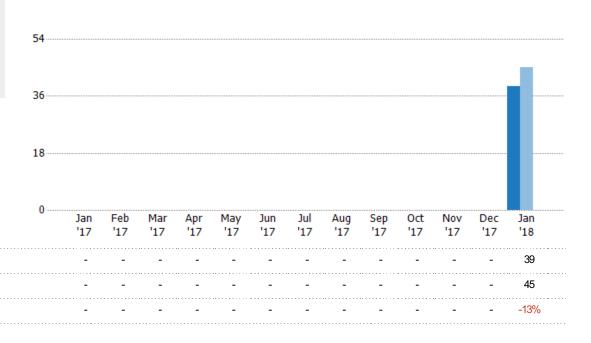




#### **Pending Sales**

The number of single-family, condominium and townhome properties with accepted offers that were available at the end each month.





## Pending Sales Volume

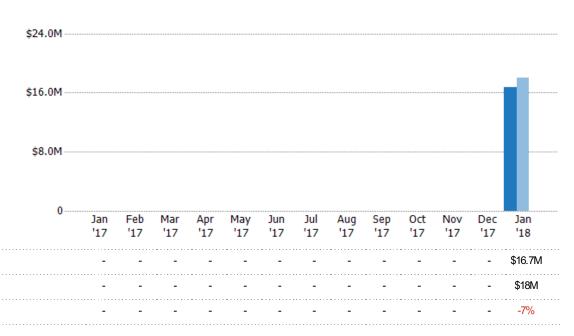
Percent Change from Prior Year

Current Year

Prior Year

The sum of the sales price of single-family, condominium and townhome properties with accepted offers that were available at the end of each month.







Current Year

Percent Change from Prior Year



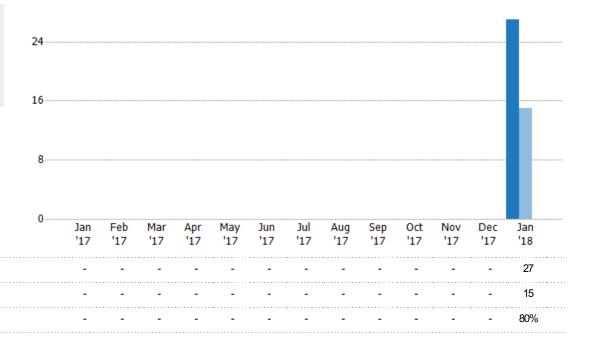


#### **Closed Sales**

The total number of single-family, condominium and townhome properties sold each month.

Filters Used

State: VT
County: Lamoille County, Vermont
Property Type:
Condo/Townhouse/Apt, Single
Family Residence



#### **Closed Sales Volume**

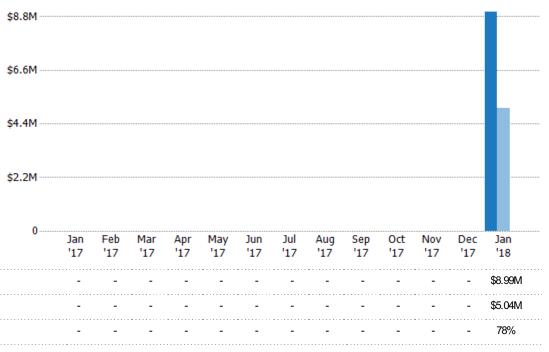
Percent Change from Prior Year

Current Year

Prior Year

The sum of the sales price of single-family, condominium and townhome properties sold each month.

Filters Used
State: VT
County: Lamoille County, Vermont
Property Type:
Condo/Townhouse/Apt, Single
Family Residence



Current Year

Percent Change from Prior Year

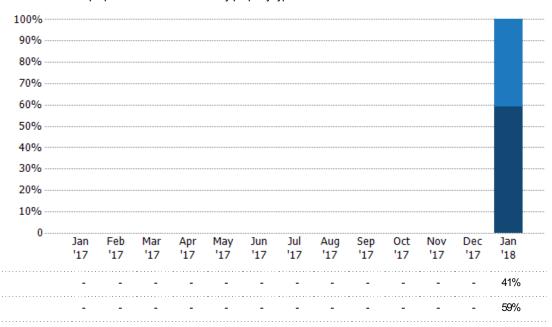




#### Closed Sales by Property Type

The percentage of single-family, condominium and townhome properties sold each month by property type.





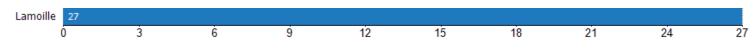
#### Closed Sales (By County)

Condo/Townhouse

Single Family Residence

The total number of single-family, condominium and townhome properties sold during the last month by county.

Filters Used: State: VT; County: Lamoille County, Vermont; Property Type: Condo/Townhouse/Apt, Single Family Residence







### **Average Sales Price**

The average sales price of the single-family, condominium and townhome properties sold each month.

Filters Used	\$600K												•••••
State: VT County: Lamoille County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	\$450K												
Taning reduction	\$300K												
	\$150K												
	0 Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	 Jan
	'17	'17	'17	17	'17	'17	17	'17	'17	'17	'17	'17	'18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$333K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$336K

#### Median Sales Price

The median sales price of the single-family, condominium and townhome properties sold each month.

Filters Used	\$400K												
State: VT County: Lamoille County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	\$300K												
• •	\$200K							•••••					
	\$100K												
	0												
	Jan '17	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$210K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$222K

Percent Change from Prior Year



-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	\$400K												
State: VT County: Lamoille County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	\$300K												
rammy residence	\$200K												
	\$100K												
	Jan '17	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18
Avg List Price	-	-	-	-	-	-	-	-	-	-	-	-	\$372K
Avg Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$333K

## 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

Avg Sales Price as a % of Avg List Price

•									 	
\$225K	 								 	
\$150K	 			***************************************					 	•••••
\$75K									 	
_						Aug				Jan
_	Mar '17		May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17		
_	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Dec '17	Jan '18



Median List Price

Median Sales Price

Med Sales Price as a % of Med List Price





#### 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.

	\$100K												
	\$100K												
	\$100K												
	\$100K												
	0 Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	0ct	Nov	Dec	Jar
	0									0ct '17	Nov '17	Dec '17	Jar '18
Aug Est Volus	0 Jan	Feb '17	Mar '17	Apr	May	Jun '17	Jul '17	Aug '17	Sep			'17	'18
Avg Est Value	0 Jan	Feb '17	Mar	Apr	May	Jun	Jul	Aug	Sep				
Avg Est Value  Avg Sales Price	0 Jan	Feb '17	Mar '17	Apr '17	May	Jun '17	Jul '17	Aug '17	Sep			'17	'1

#### 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

Med Sales Price as a % of Med Est Value

Κ	 						
K	 	 	 		 	 	
•							
•				Aug '17		Dec	Jar '18
•						Dec	Jar



Median Est Value

Median Sales Price





# Appendix

The metrics that are calculated by RPR® may show the same general trends as those published by other sources (i.e. MLS, Associations or vendors), but because of our processes and parcel-centric approach, some variation may occur. Data sources include MLS's, where licensed, and public records for more in-depth metrics on distressed properties.

Sales Types: All  Price Range: None  Distressed Charts Distressed Listings Distressed Listings Distressed Sales  Location Filters  State: All  County: Lamoille County, Vermont  ZIP Code: All  All  Avg/Med Sales Price vs Est Value  Distressed Charts Distressed Listings Distressed Listings Listings Distressed Sales  Listing Activity by ZIP Listing Activity by Metro Area Sales Activity by ZIP	Report Details	<b>S</b>			Listing Activity Charts
Scheduled: No Report Date Range: From 1/2018 To: 1/2018  Information Included  Information Included  Include Cover Sheet  Include Key Metric Summary*  Include Metrics By: County  The Key Metrics Table's YTD median calculations are calculated using a weighted average of the median values for each month that is included.  MLS Filter  MLS:  All  Listing Filters  Property Types:  Condo/Townhouse/Apt  Single Family Residence  Sales Types:  All  Price Range:  None  Distressed Charts  Distressed Sales  Data Tables  Using Price  Avg/Med Listing Price Avg/Med Listing Price of Median Days in RPR  Median Days in RPa  Median Days	Report Name: La	moille County			✓ New Listings
Report Date Range: From 1/2018 To: 1/2018    Avg/Med Listing Price per Sq Ft	Run Date: 02/21/2	2018			Active Listings
Information Included  Include Cover Sheet  Include Key Metric Summary* Include Appendix Include Metrics By: County Include Metrics By: Months of Inventory Include Metrics By: Months of Inventory Include Median Days in RPR Include Median Days in Reference  Sales Activity Charts  Include Median Days in Reference  Avg/Med Sales Price Pending Sales  Include Median Days in Reference  Avg/Med Sales Price Pareling Sales  Include Median Days in Reference  Avg/Med Sales Price Pareling	Scheduled: No				Avg/Med Listing Price
Information Included  Include Cover Sheet  Include Key Metric Summary* Include Appendix Include Metrics By: County  Include Metrics By: County  The Key Metrics Tables YTD median calculations are calculated using a weighted average of the median values for each month that is included.  MLS Filter  MLS: All  Listing Filters  Property Types: Condo/Townhouse/Apt Single Family Residence  Sales Types: All  Price Range: None  Location Filters  State: All  County: Lamoille County, Vermont  Median Days in RPR  Months of Inventory  Absorption Rate  Sales Activity Charts  New Pending Sales  Closed Sales  Closed Sales  Closed Sales  Avg/Med Sales Price	Report Date Rang	ge: From 1/2018 To: 1/2	2018		Avg/Med Listing Price per Sq Ft
✓ Include Key Metric Summary * ✓ Include Appendix ✓ Medians   ✓ Include Metrics By: County * The Key Metrics Table's YTD median calculations are calculated using a weighted average of the median values for each month that is included. Sales Activity Charts   ✓ MLS Filter ✓ New Pending Sales ✓ Pending Sales   ✓ MLS: All ✓ Closed Sales   ✓ Listing Filters ✓ Avg/Med Sales Price ✓ Avg/Med Sales Price per Sq Ft   ✓ Avg/Med Sales Price vs Listing Price ✓ Avg/Med Sales Price vs Est Value   ✓ Price Range: None Distressed Charts   Location Filters Distressed Listings Distressed Listings   State: All Data Tables Using 1/2018 data   Zip Code: All Sales Activity by Zip   Listing Activity by Jap Listing Activity by Jap	Information Inc	cluded			
Include Metrics By: County * The Key Metrics Table's YTD median calculations are calculated using a weighted average of the median values for each month that is included. Sales Activity Charts   MLS Filter ✓ Active/Pending/Sold   MLS: All   Listing Filters ✓ Pending Sales   Property Types: Condo/Townhouse/Apt Single Family Residence   Sales Types: All   Price Range: None   Location Filters Distressed Charts   Distressed Listings Distressed Sales   Distressed Sales   Data Tables Using 1/2018 data   Listing Activity by ZIP Listing Activity by ZIP   Listing Activity by ZIP Listing Activity by ZIP	✓ Include Cover	Sheet		Averages	Months of Inventory
*The Key Metrics Table's YTD median calculations are calculated using a weighted average of the median values for each month that is included.  MLS Filter  MLS: All  Listing Filters  Property Types: Condo/Townhouse/Apt Single Family Residence  Sales Types: All  Price Range: None  Location Filters  State: All  County: Lamoille County, Vermont  ZIP Code: All  Sales Activity Charts  Active/Pending/Sold  New Pending Sales  Pending Sales  Active/Pending/Sold  New Pending/Sold  Ney	✓ Include Key Me	etric Summary *	Include Appendix	✓ Medians	Absorption Rate
month that is included.  MLS Filter  MLS: All  Listing Filters  Property Types: Condo/Townhouse/Apt Single Family Residence  Sales Types: All  Price Range: None  Location Filters  State: All  County: Lamoille County, Vermont  ZIP Code: All  All  Active/Pending/Sold  New Pending Sales  Pending Sales  New Pending Sales  New Pending Sales  Av g/Med Sales  Av g/Med Sales Price  Av g/Med Sales Price per Sq Ft  Av g/Med Sales Price vs Listing Price  Av g/Med Sales Price vs Est Value  Distressed Charts  Distressed Charts  Distressed Listings  Data Tables Using 1/2018 data  Listing Activity by ZIP  Listing Activity by ZIP	✓ Include Metrics	s By: County			
MLS Filter  MLS: All  Listing Filters  Property Types: Condo/Townhouse/Apt Single Family Residence  Sales Types: All  Price Range: None  Location Filters  State: All  County: Lamoille County, Vermont  ZIP Code: All  Perding Sales  V Pending Sales  V Closed Sales  V Avg/Med Sales Price  Avg/Med Sales Price per Sq Ft  V Avg/Med Sales Price vs Listing Price  Avg/Med Sales Price vs Est Value  Distressed Charts  Distressed Listings  Distressed Sales  Listing Activity by ZIP  Listing Activity by Metro Area  Sales Activity by ZIP			s are calculated using a weighted average	of the median values for each	✓ Active/Pending/Sold
MLS: All  Listing Filters  Property Types: Condo/Townhouse/Apt Single Family Residence  Sales Types: All  Price Range: None  Location Filters  State: All  County: Lamoille County, Vermont  ZIP Code: All  Closed Sales  Closed Sales  Avg/Med Sales Price  Avg/Med Sales Price vs Listing Price  Avg/Med Sales Price vs Est Value  Distressed Charts  Distressed Listings  Distressed Sales  Listing Activity by ZIP  Listing Activity by Metro Area  Sales Activity by ZIP	MI S Filter				<u> </u>
Listing Filters  Property Types: Condo/Townhouse/Apt Single Family Residence  Sales Types: All  Price Range: None  Distressed Charts Distressed Listings Distressed Sales  Location Filters  State: All  County: Lamoille County, Vermont  ZIP Code: All  Condo/Townhouse/Apt Single Family Residence  Avg/Med Sales Price vs Listing Price Avg/Med Sales Price vs Est Value  Distressed Charts Distressed Listings Distressed Sales  Listing Activity by ZIP Listing Activity by ZIP		ΔΙΙ			
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Distressed Listings  Location Filters  State: All  Data Tables Using 1/2018 data  County: Lamoille County, Vermont  Listing Activity by ZIP  Listing Activity by Metro Area  Sales Activity by ZIP	Sales Types:	All			✓ Avg/Med Sales Price vs Est Value
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