

# Summary of Key Listing and Sales Metrics

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

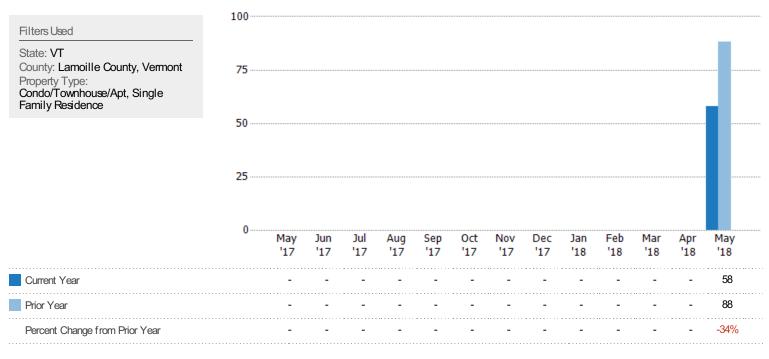
+/-	YTD 2017	YTD 2018	+/-	May 2017	May 2018	Key Metrics
						Listing Activity Charts Metrics
-34.1%	88	58	-34.1%	88	58	New Listing Count
-40.1%	\$37,839,000	\$22,670,800	-40.1%	\$37,839,000	\$22,670,800	New Listing Volume
-35.4%	381	246	-35.4%	381	246	Active Listing Count
-35.2%	\$176,175,088	\$114,236,155	-35.2%	\$176,175,088	\$114,236,155	Active Listing Volume
+0.4%	\$462,402	\$464,375	+0.4%	\$462,402	\$464,375	Average Listing Price
+15.6%	\$259,000	\$299,450	+15.6%	\$259,000	\$299,450	Median Listing Price
-1.9%	180	176.5	-1.9%	180	176.5	Median Daysin RPR
-35.4%	11.9	7.7	-	-	-	Months of Inventory
+4.6%	8.4%	13.01%	+	-	-	Absorption Rate
						Sales Activity Charts Metrics
-5.1%	39	37	-5.1%	39	37	New Pending Sales Count
-22.8%	\$15,318,600	\$11,828,250	-22.8%	\$15,318,600	\$11,828,250	New Pending Sales Volume
-23.2%	69	53	-23.2%	69	53	Pending Sales Count
-26.6%	\$27,042,700	\$19,854,650	-26.6%	\$27,042,700	\$19,854,650	Pending Sales Volume
-6.3%	32	30	-6.3%	32	30	Closed Sales Count
-29.6%	\$11,858,720	\$8,351,280	-29.6%	\$11,858,720	\$8,351,280	Closed Sales Volume
-24.9%	\$370,585	\$278,376	-24.9%	\$370,585	\$278,376	Average Sales Price
-0.7%	\$251,250	\$249,500	-0.7%	\$251,250	\$249,500	Median Sales Price





### New Listings

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



#### New Listing Volume

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

	\$40.0M ······													
Filters Used State: VT County: Lamoille County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	\$30.0M													
	\$20.0M ······													
	\$10.0M													
	_	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18
		17	17	17	17	17	17	17	17	10	10	16	10	10
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	\$22.7M
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	\$37.8M
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	-40%



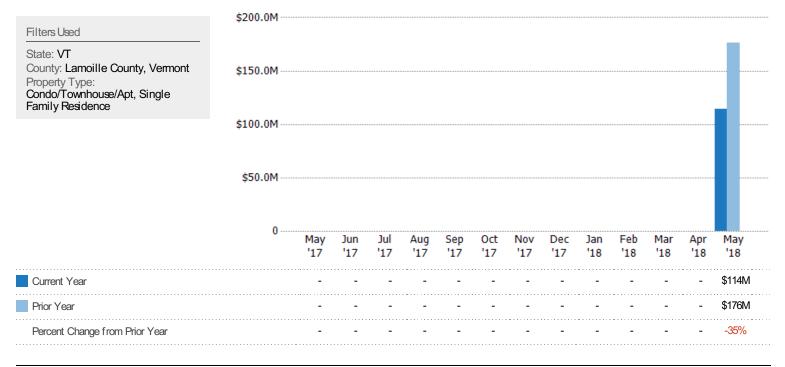
# Active Listings

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

Filters Used	480													
State: VT County: Lamoille County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	360													
	240													
	120													
	0	May '17	Jun '17			Sep '17		Nov '17	Dec '17	Jan '18		Mar '18	Apr '18	May '18
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	246
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	381
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	-35%

#### Active Listing Volume

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





#### Average Listing Price

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

	\$500K ······												
Filters Used State: VT County: Lamoille County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	\$375K												
	\$250K ······												
	•												
	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18
	17	17	17	17	17	17	17	17	10	10	10	10	10
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$464K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$462K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	0%

# Median Listing Price

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

					• • • • • • • • • • • • • •								
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$259K
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$299K
	0 May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18
	\$75K												
Property Type: Condo/Townhouse/Apt, Single Family Residence	\$150K												
Filters Used State: VT County: Lamoille County, Vermont	\$225K												
Elterna Llas d													





# 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.

	\$500K ······												
Filters Used													
State: VT County: Lamoille County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	\$375K												
	\$250K												
	ALO FIZ												
	\$125K												
	0		-										
	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18
Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$482K
Avg Listing Price	-	-	-	-	-	-	-	-	-	-	-	-	\$464K
Avg Listing Price as a % of Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	96%

#### 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	\$400K ······												
State: VT County: Lamoille County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	\$300K												
·	\$200K												
	\$100K												
	_												
	0 May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18
Median Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$303K
Median Listing Price	-	-	-	-	-	-	-	-	-	-	-	-	\$299K
Med Listing Price as a % of Med Est Value	-	-	-	-	-	-	-	-	-	-	-	-	99%





#### 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 0 May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18
Current Year	_			-	-					-			177
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	180
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-2%

#### Months of Inventory

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

	20												
Filters Used													
State: VT													
County: Lamoille County, Vermont	15												
Property Type: Condo/Townhouse/Apt, Single Family Residence													
Family Residence	10												
	5												
	2												
	0												
	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May
	'17	'17	'17	'17	'17	'17	'17	'17	'18	'18	'18	'18	'18
						•••••							7 02
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	7.03
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	14.7
Percent Change from Prior Year									_				-52%
	-		_			-	-	-	-		-	-	-02 /0





# Absorption Rate

The percentage of inventory sold per month.

Filters Used	15%												
State: VT County: Lamoille County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	10%												
	5%												
	0												
	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	14%
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	7%
Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-		-7%

# 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												
	0												
	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18
Active	-	-	-	-	-	-	-	-	-	-	-	-	246
Pending	-	-	-	-	-	-	-	-	-	-	-	-	53
Sold	-	-	-	-	-	-	-	-	-	-	-	-	30





#### New Pending Sales

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

	40													
Filters Used State: VT County: Lamoille County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	30													
	20													
	0													
	_	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan		Mar	Apr	May
		'17	'17	'17	'17	'17	'17	'17	'17	'18	'18	'18	'18	'18
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	37
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	39
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	-5%

#### New Pending Sales Volume

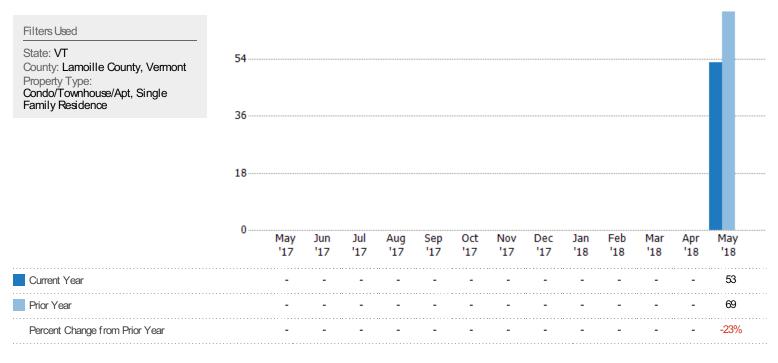
The sum of the sales price of single-family, condominium and townhome properties with accepted offers that were added each month.

Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	-23%
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	\$15.3M
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	\$11.8M
	0	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18
	\$5.0M													
Property Type: Condo/Townhouse/Apt, Single Family Residence	\$10.0M													
Filters Used State: VT County: Lamoille County, Vermont	\$15.0M													
	\$20.0M ······													



# 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

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.

Filters Used														
State: VT County: Lamoille County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	\$24.0M													
Family Residence	\$16.0M													
	\$8.0M													
	0													
	-	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	\$19.9M
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	\$27M
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-		-	-27%
														2170



# Closed Sales

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

Filters Used	40													
State: VT County: Lamoille County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	30													
	20													
	10													
	0	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	30
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	32
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	-6%

# **Closed Sales Volume**

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

Filters Used	\$20.0M ······													
State: VT County: Lamoille County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	\$15.0M													
	\$10.0M													
	\$5.0M													
	0	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	\$8.35M
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	\$11.9M
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	-30%



# Closed Sales by Property Type

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

	100%														
Filters Used	90%														
State: VT County: Lamoille County, Vermont	80%														
Property Type:	70%														
Condo/Townhouse/Apt, Single Family Residence	60%														
	50%														
	40%														
	30%														
	20%														
	10%														
	0	May '17	Jun '17	Jul '17	Aug '17		0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	
Condo/Townhouse		-	-	-	-	-	-	-	-	-	-	-	-	40%	
Single Family Residence		-	-	-	-	-	-	-	-	-	-	-	-	60%	

# Average Sales Price

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

	\$400K												
Filters Used State: VT County: Lamoille County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	\$300K												
	\$200K												
	\$100K												
	0 May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May
	'17	'17	'17	'17	'17	'17	'17	'17	'18	'18	'18	'18	'18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$278K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$371K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-25%





# Median Sales Price

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

	\$300K												
Filters Used													
State: VT County: Lamoille County, Vermont	\$225K												
Property Type: Condo/Townhouse/Apt, Single Family Residence													
	\$150K												
	\$75K												
	_												
	0 May	Jun	Jul	Aug	Sep	0ct	Nov	Dec	Jan	Feb	Mar	Apr	May
	'17	'17	'17	'17	Sep '17	'17	'17	'17	'18	'18	'18	'18	'18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$250K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$251K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-1%

#### Average Sales Price vs Average Listing Price

The average sales price as a percentage of the average listing price for properties sold each month.

Avg Sales Price as a % of Avg List Price													96%
Avg Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$278K
Avg List Price	-	-	-	-	-	-	-	-	-	-	-	-	\$289K
	\$75K 0 May '17	Jun '17	Jul '17	Aug '17		0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18
Property Type: Condo/Townhouse/Apt, Single Family Residence	\$150K												
Filters Used State: VT County: Lamoille County, Vermont Property Type:	\$225K												
	\$300K ······												





# Median Sales Price vs Median Listing Price

The median sales price as a percentage of the median listing price for properties sold each month.

	\$300K ······												
Filters Used													
State: VT County: Lamoille County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	\$225K												
	\$150K												
	\$75K												
	0												
	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18
	17	17	17	17	17	17	17	17	10	10	10	10	10
Median List Price	-	-	-	-	-	-	-	-	-	-	-	-	\$252K
Median Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$250K
Med Sales Price as a % of Med List Price	-	-	-	-	-	-	-	-	-	-	-	-	99%

#### 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.

Avg Sales Price as a % of Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	74%
Avg Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$289K
Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$391K
	0 May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18
	\$100K												
Property Type: Condo/Townhouse/Apt, Single Family Residence	\$200K												
State: VT County: Lamoille County, Vermont	\$300K												
Filters Used	\$400K												





# 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.

	\$400K ······												
Filters Used State: VT County: Lamoille County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	420011												
	\$200K												
	\$100K												
	May '17	Jun '17		Aug '17		0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18
Median Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$318K
Median Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$252K
Med Sales Price as a % of Med Est Value	_	-	-	-	-	-	-	-	-	-	-	-	79%
Ived Sales Price as a % of Ived Est value	-	-		-				-	-	-		-	79%

