

Summary of Key Listing and Sales Metrics

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

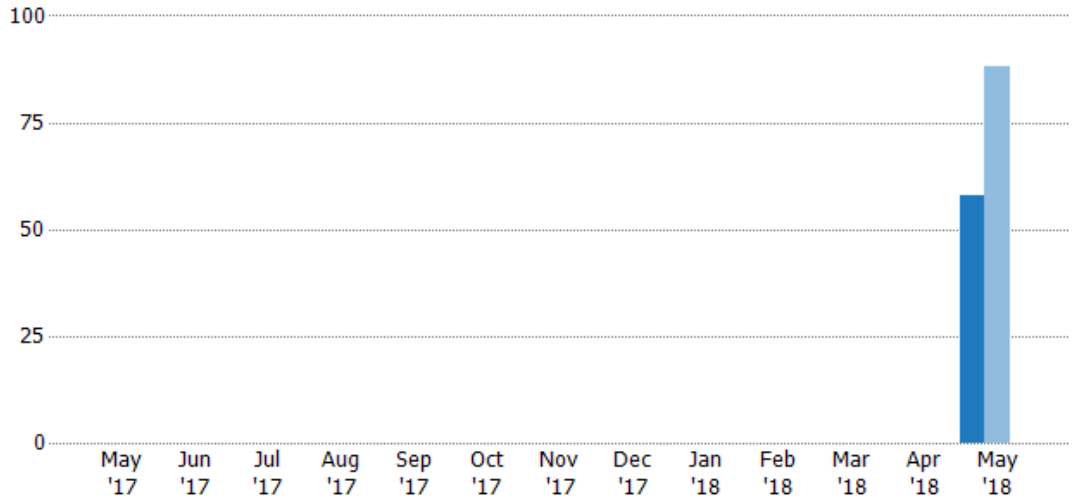
Key Metrics	May 2018	May 2017	+ / -	YTD 2018	YTD 2017	+ / -
Listing Activity Charts Metrics						
New Listing Count	58	88	-34.1%	58	88	-34.1%
New Listing Volume	\$22,670,800	\$37,839,000	-40.1%	\$22,670,800	\$37,839,000	-40.1%
Active Listing Count	246	381	-35.4%	246	381	-35.4%
Active Listing Volume	\$114,236,155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

New Listings

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

Filters Used

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



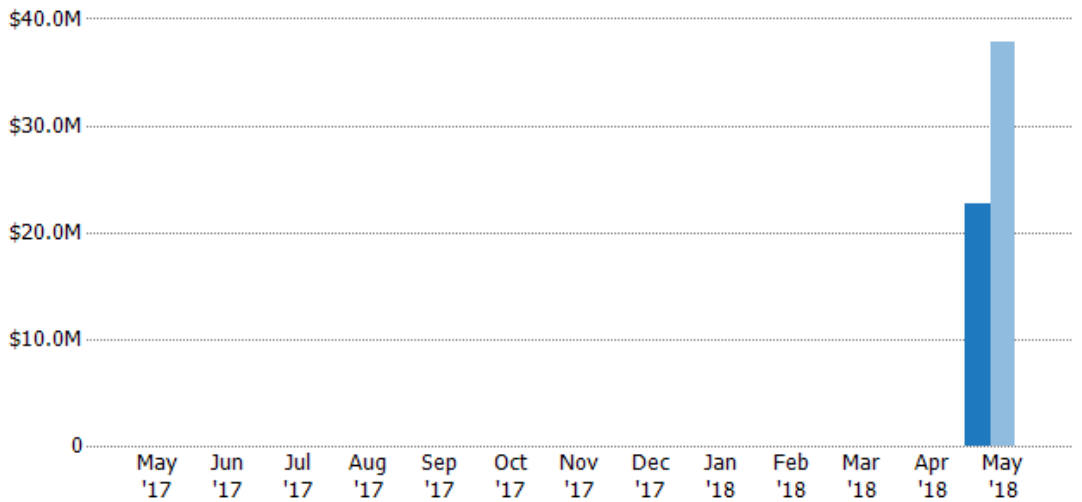
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	-	58
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-	88
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-	-34%

New Listing Volume

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

Filters Used

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



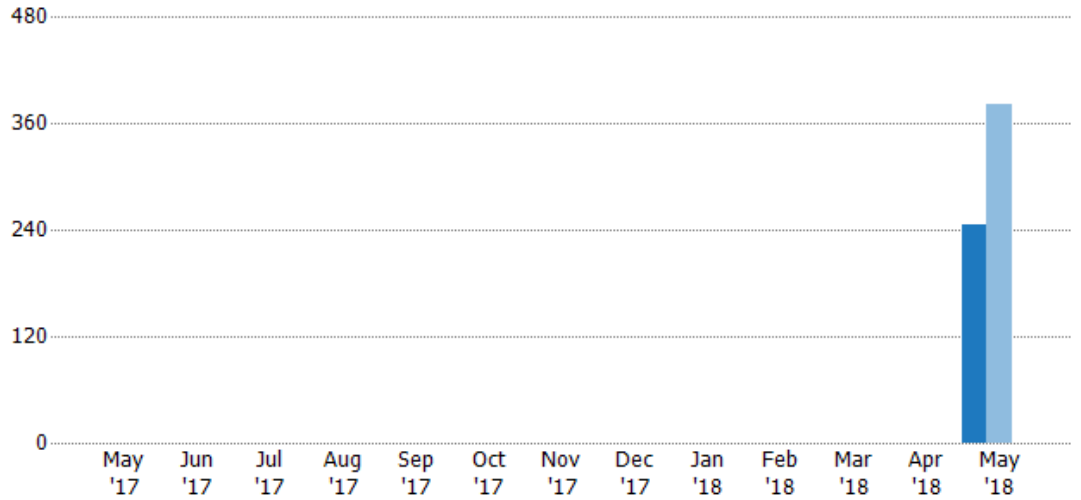
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	-	\$22.7M
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-	\$37.8M
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-	-40%

Active Listings

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

Filters Used

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



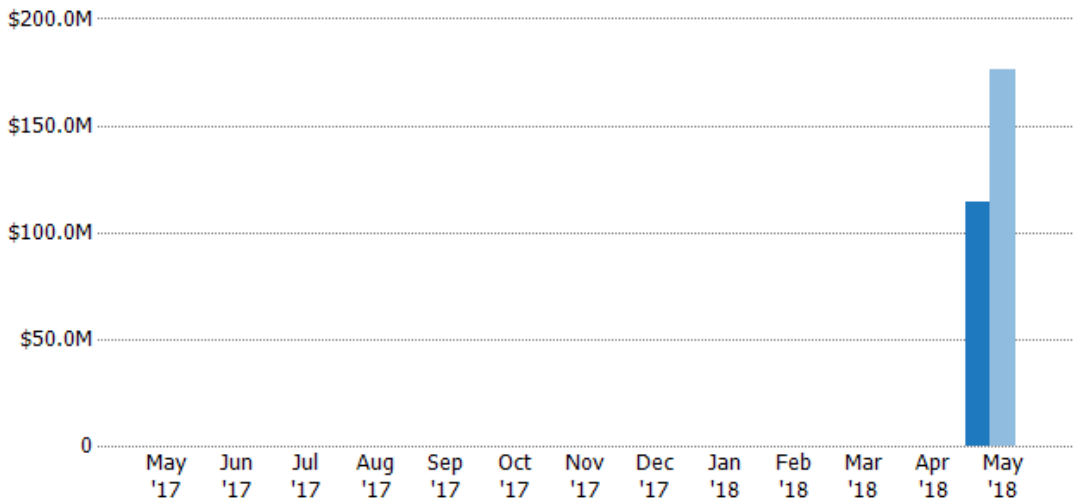
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	-	246
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-	381
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-	-35%

Active Listing Volume

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

Filters Used

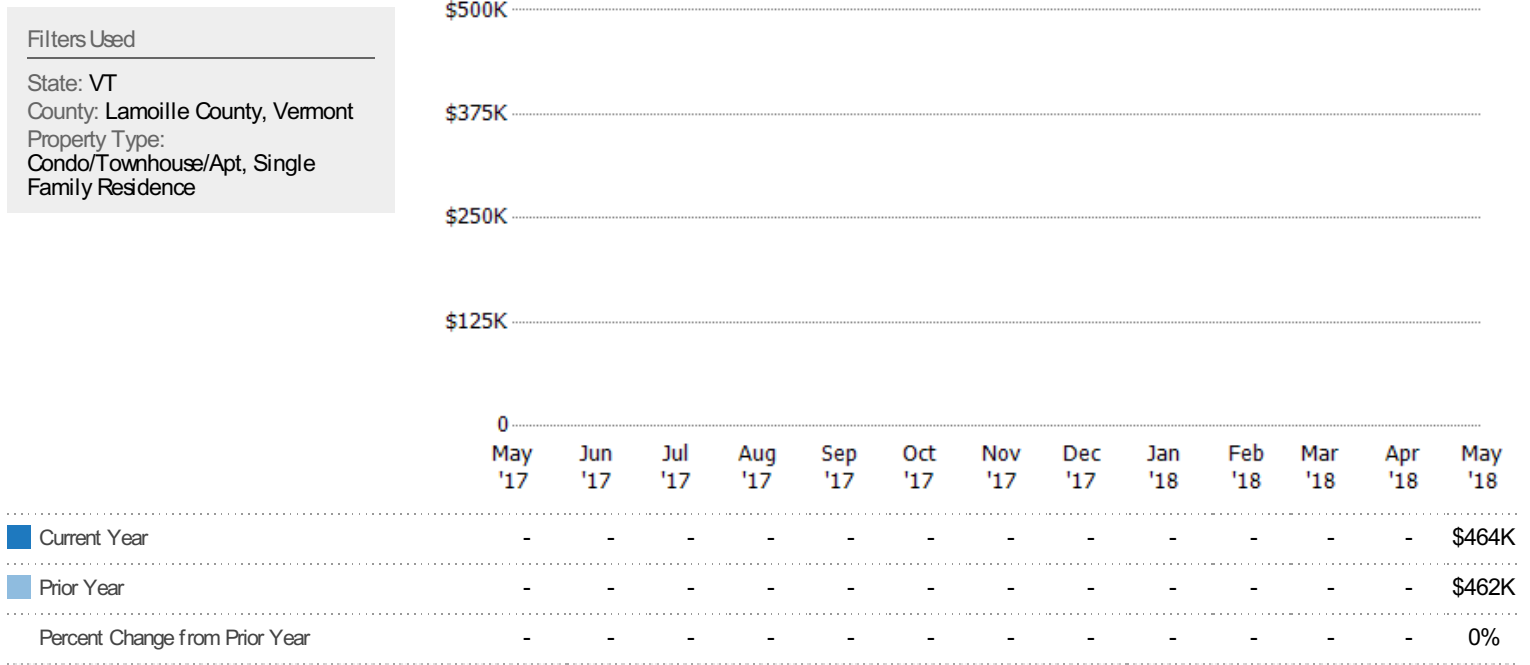
State: VT
 County: Lamoille County, Vermont
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence



Current Year	-	-	-	-	-	-	-	-	-	-	-	-	-	\$114M
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-	\$176M
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-	-35%

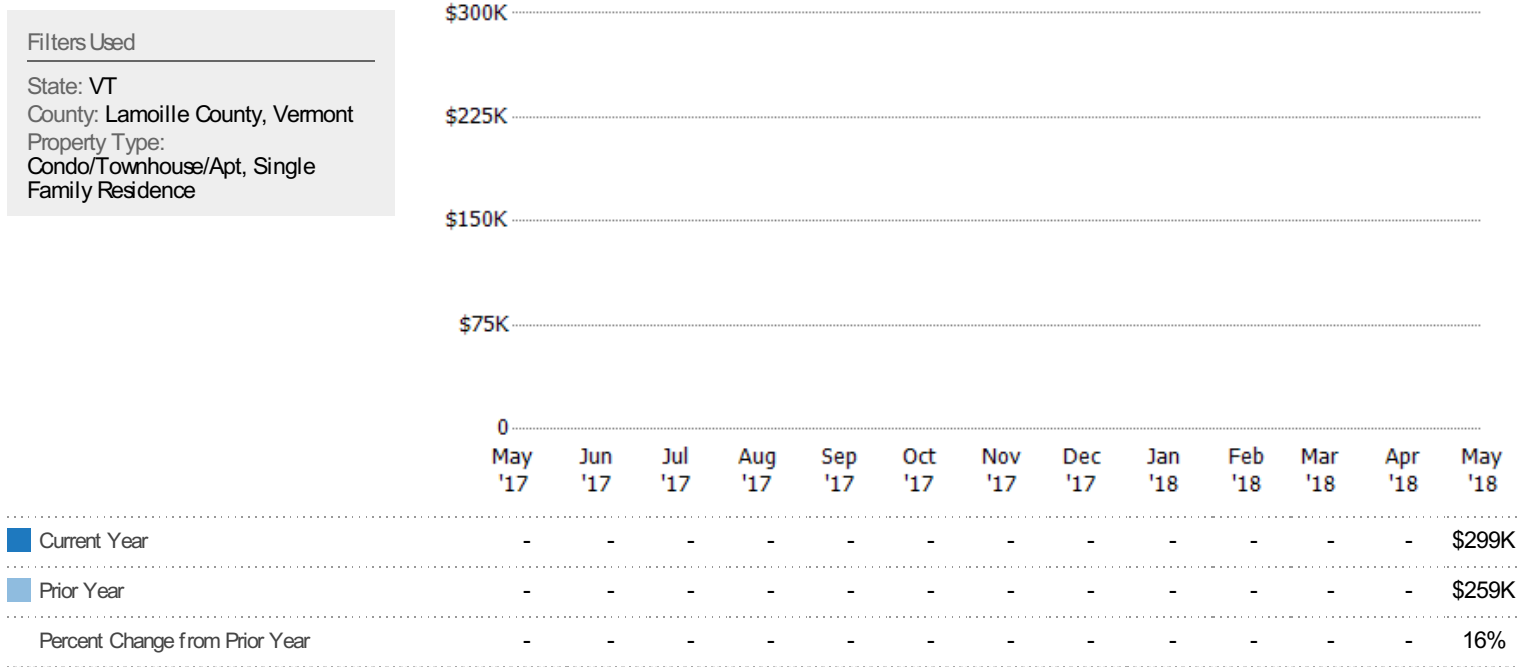
Average Listing Price

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



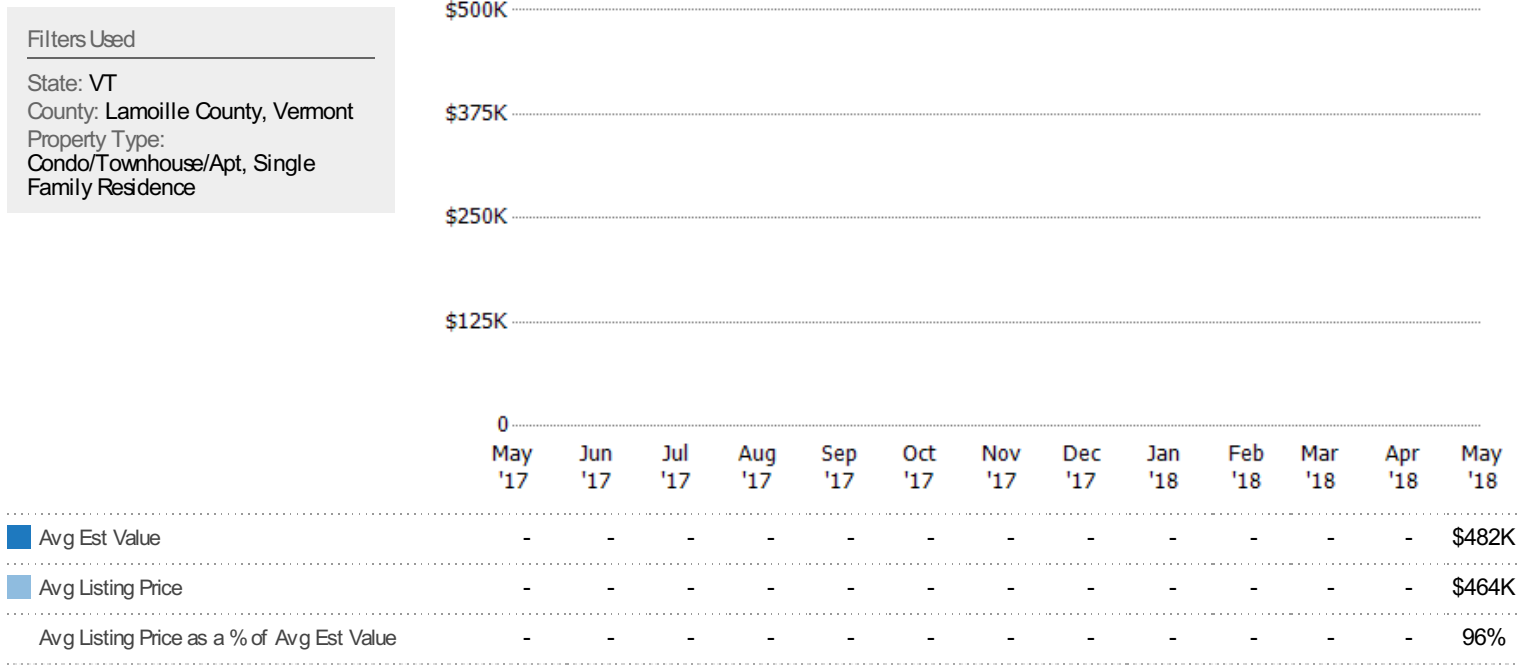
Median Listing Price

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



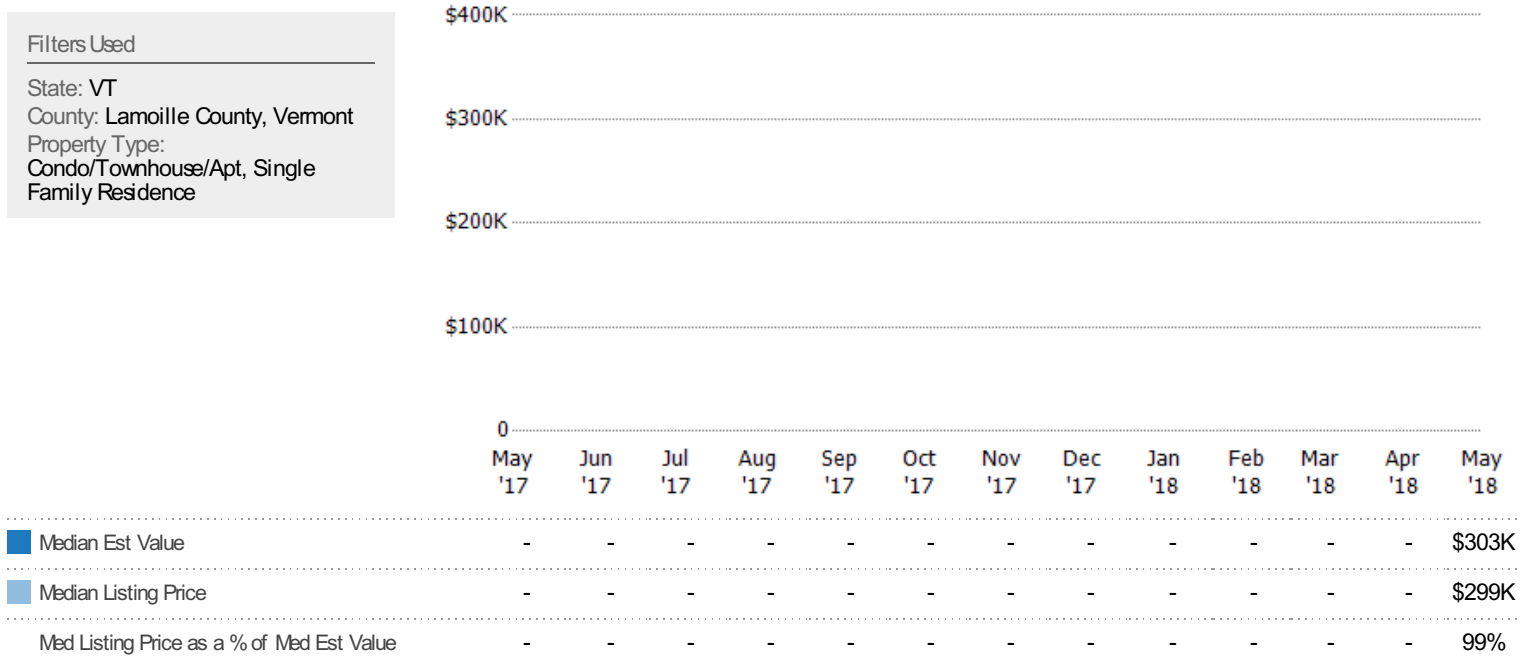
Average Listing Price vs Average Est Value

The average listing price as a percentage of the average AVM or RVM® valuation estimate for active listings each month.



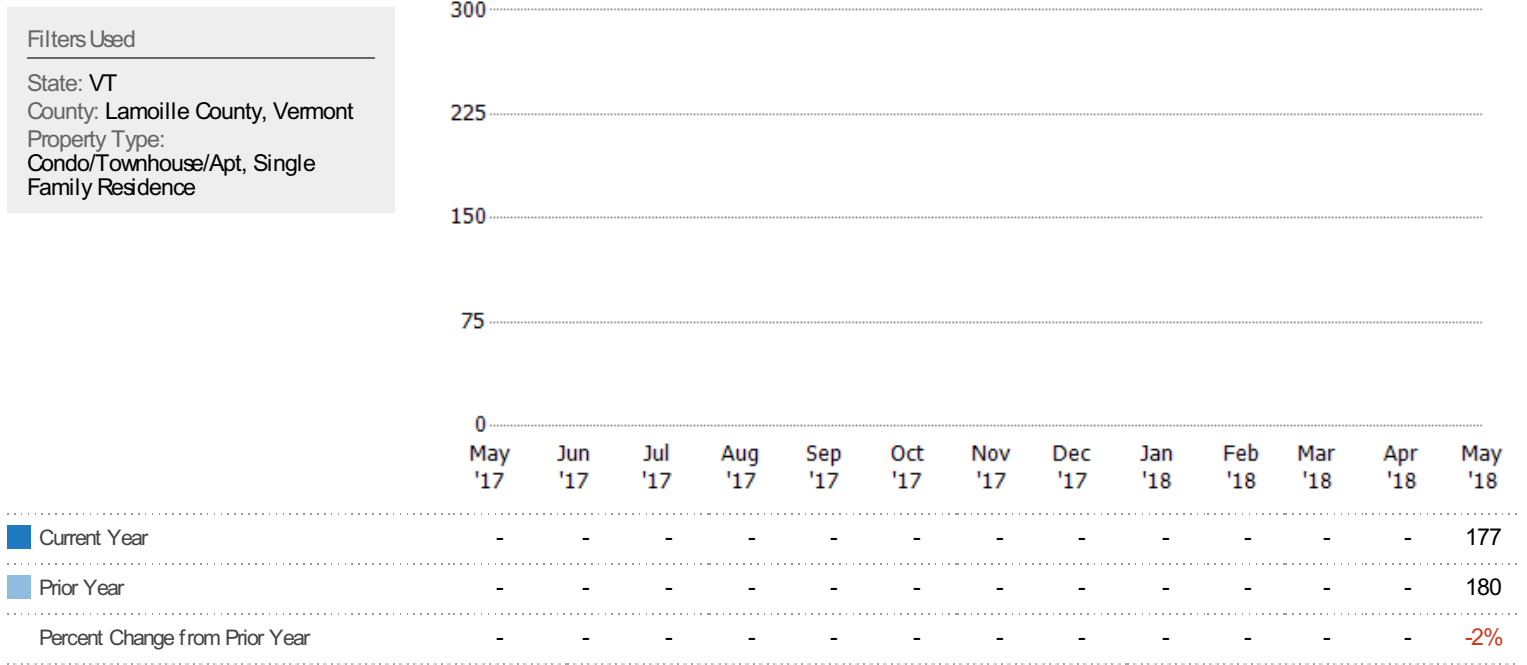
Median Listing Price vs Median Est Value

The median listing price as a percentage of the median AVM or RVM® valuation estimate for active listings each month.



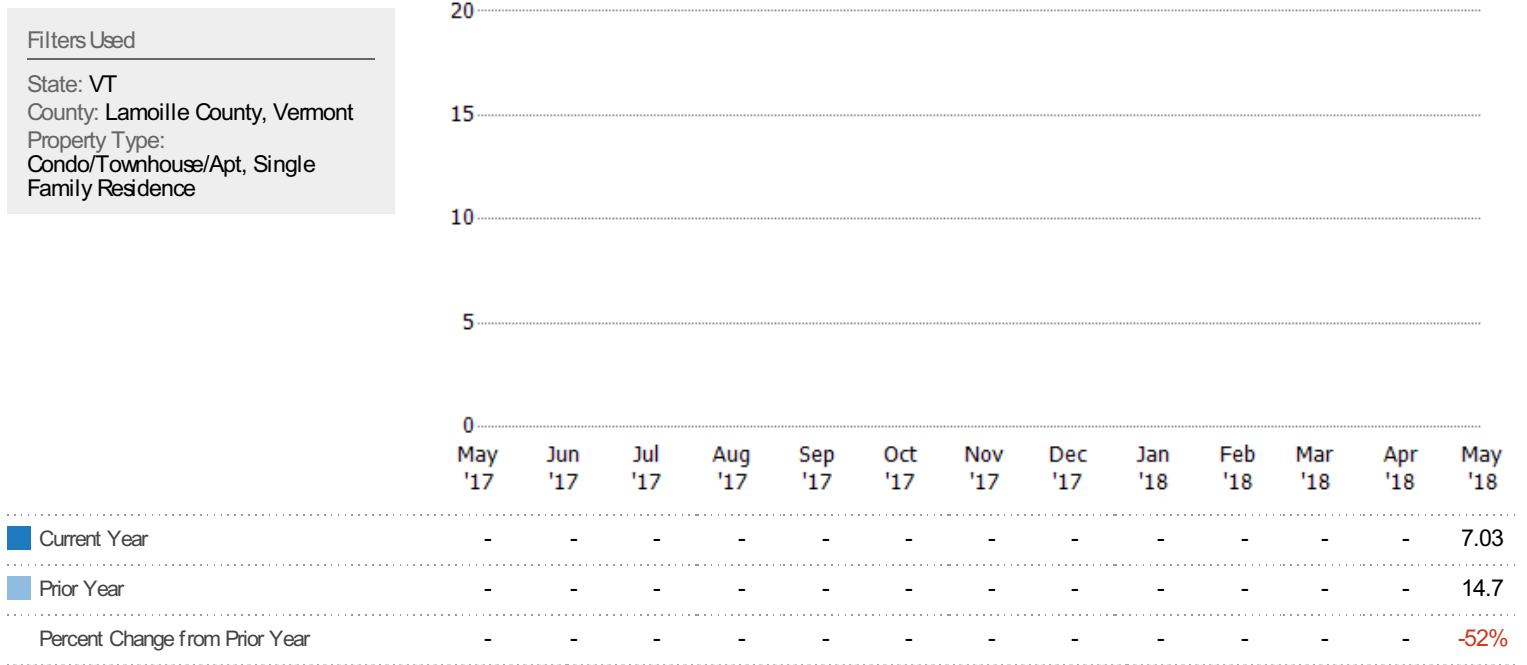
Median Days in RPR

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.



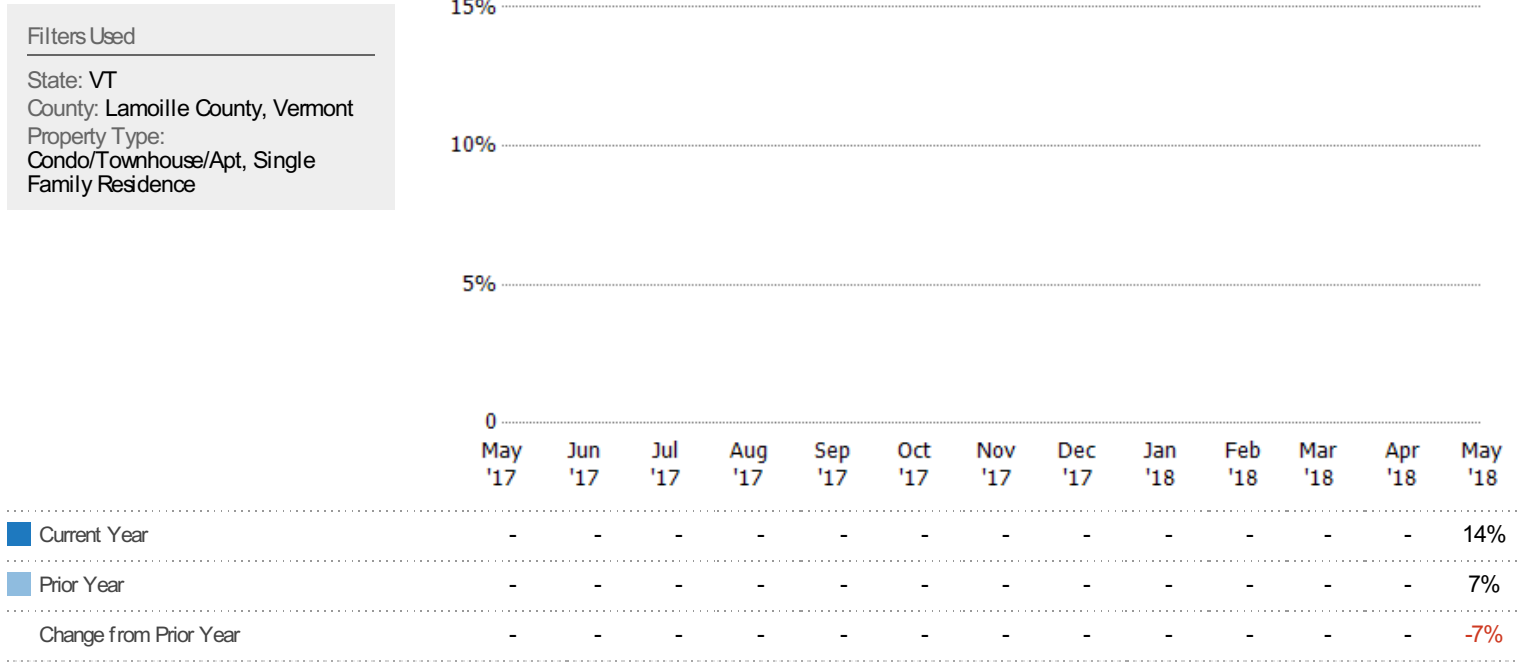
Months of Inventory

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



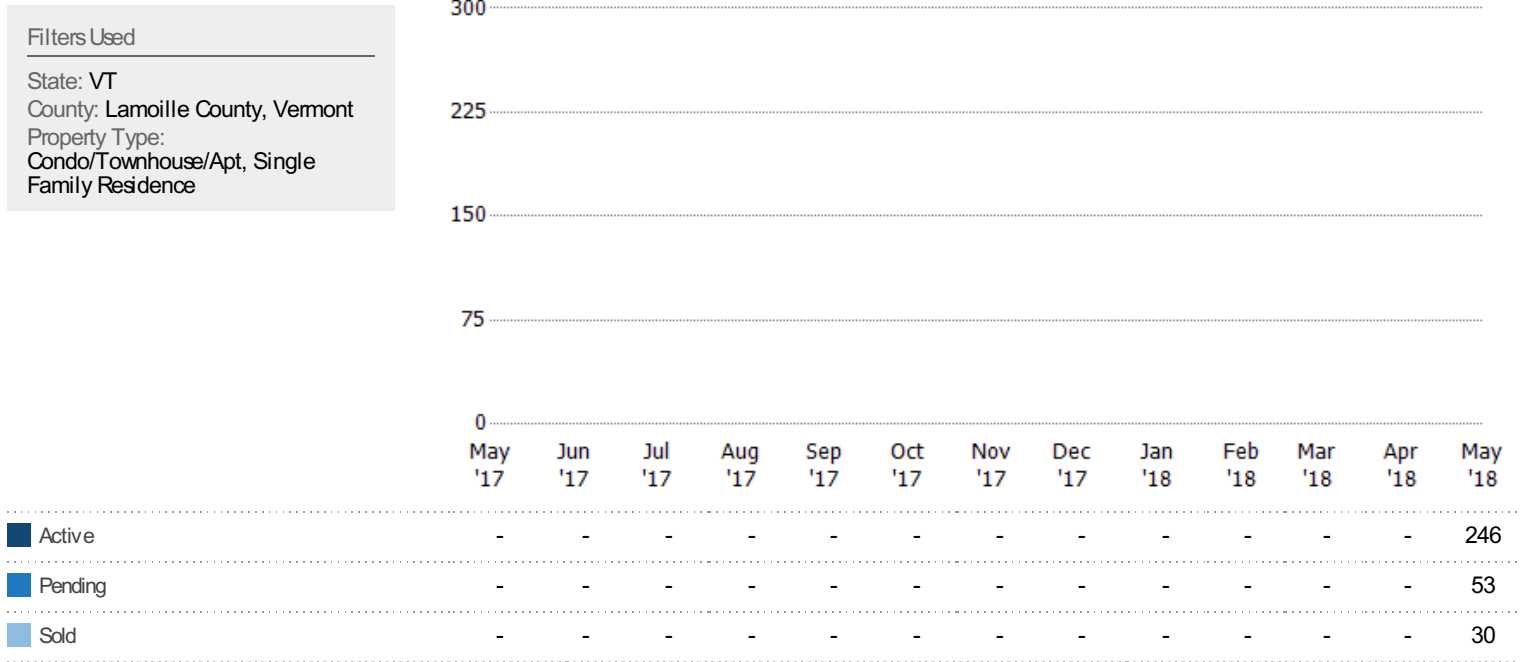
Absorption Rate

The percentage of inventory sold per month.



Active/Pending/Sold Units

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

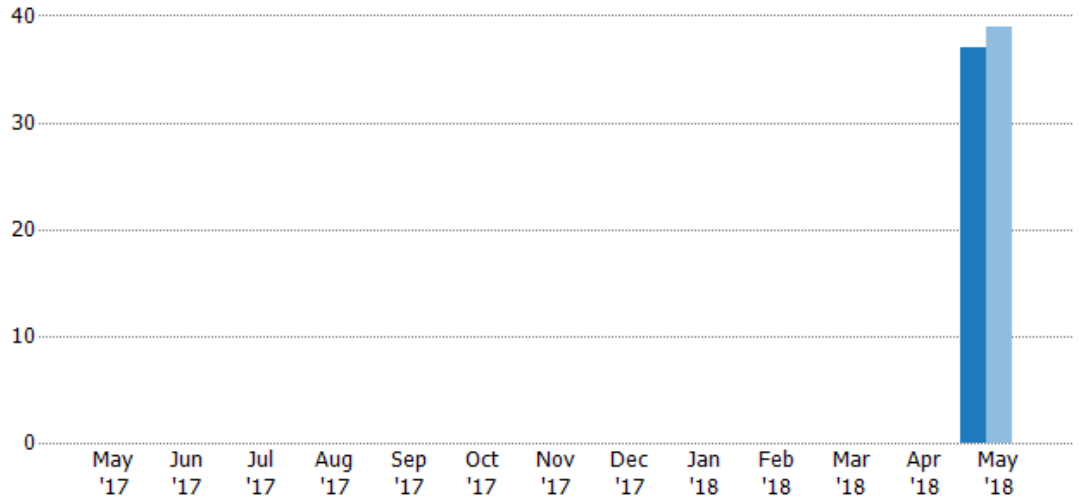


New Pending Sales

The number of single-family, condominium and townhome 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



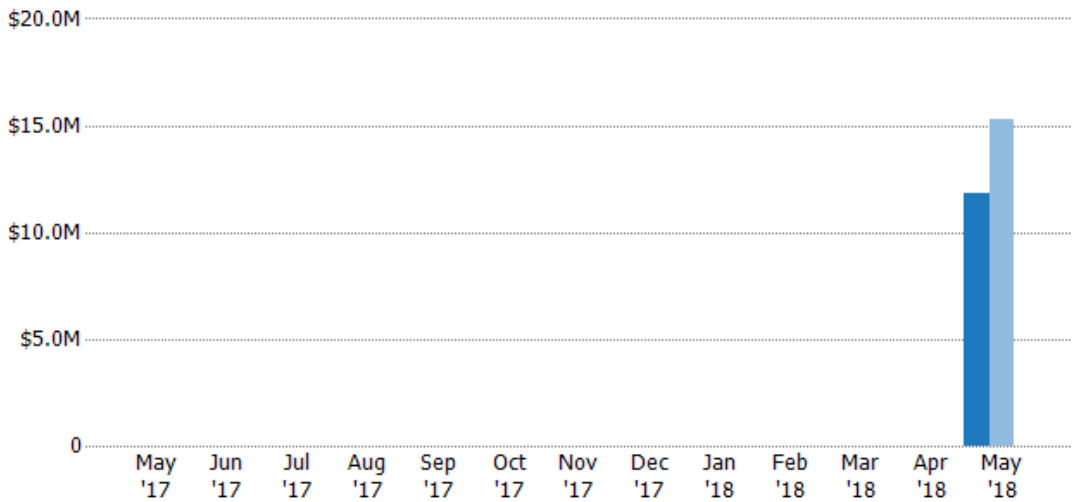
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	-	37
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-	39
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-	-5%

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.

Filters Used

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



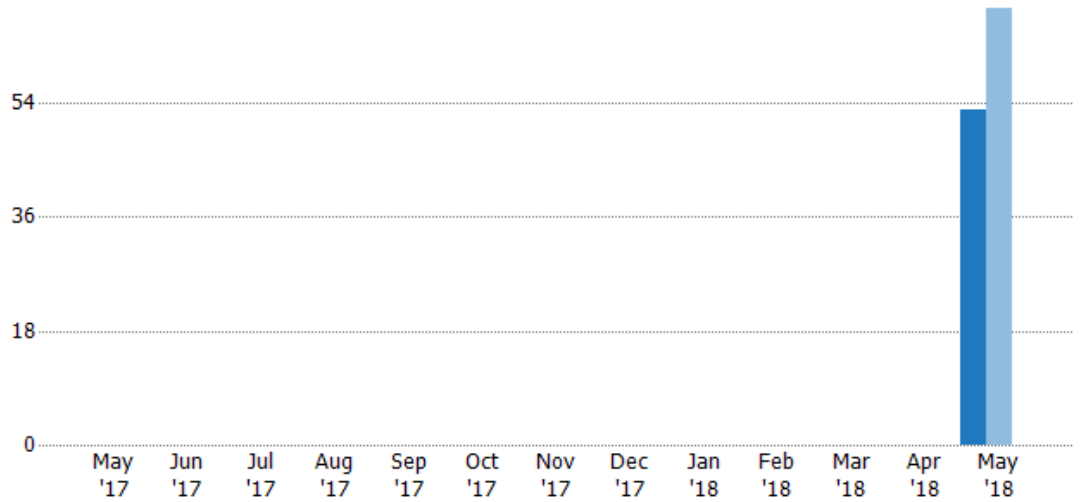
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	-	\$11.8M
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-	\$15.3M
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-	-23%

Pending Sales

The number of single-family, condominium and townhome 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



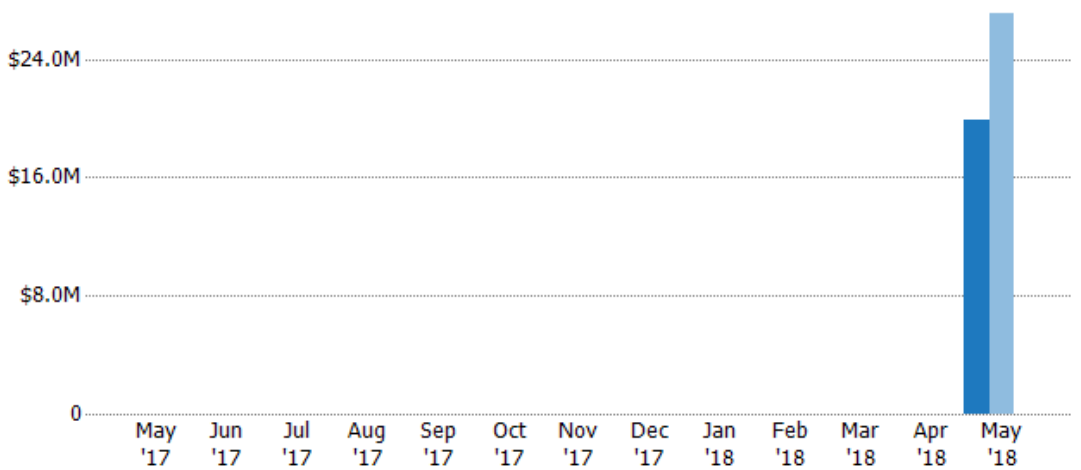
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	-	53
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-	69
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-	-23%

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



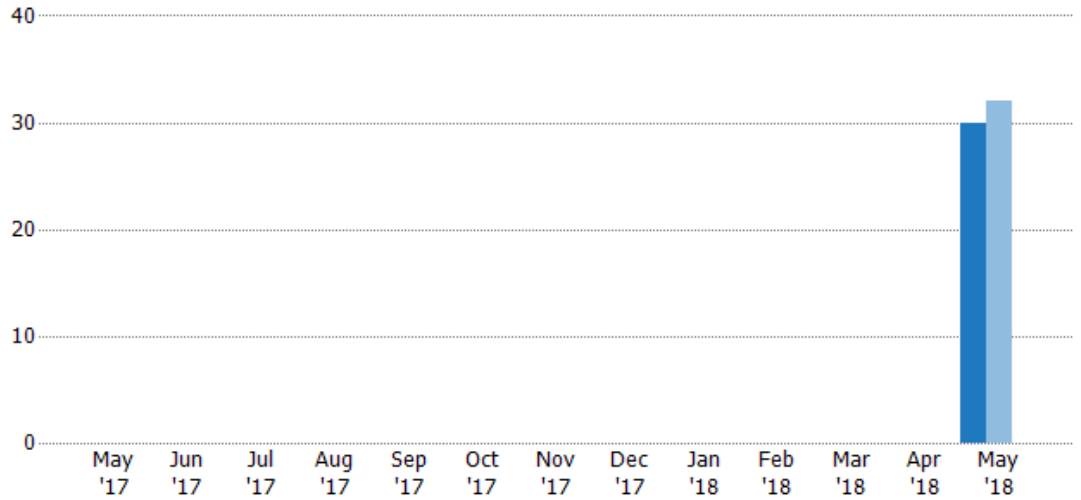
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	-	\$19.9M
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-	\$27M
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-	-27%

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



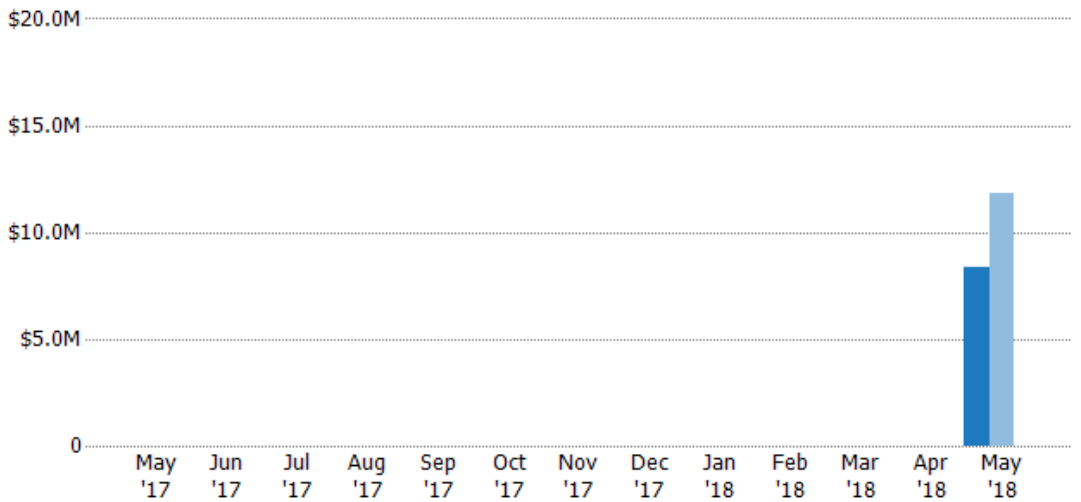
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	-	30
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-	32
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-	-6%

Closed Sales Volume

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

Filters Used

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



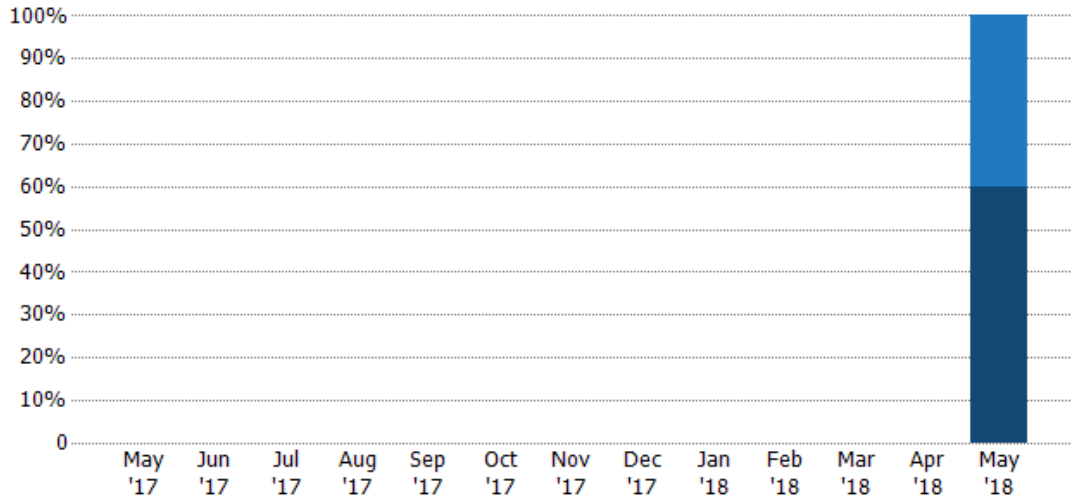
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	-	\$8.35M
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-	\$11.9M
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-	-30%

Closed Sales by Property Type

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

Filters Used

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



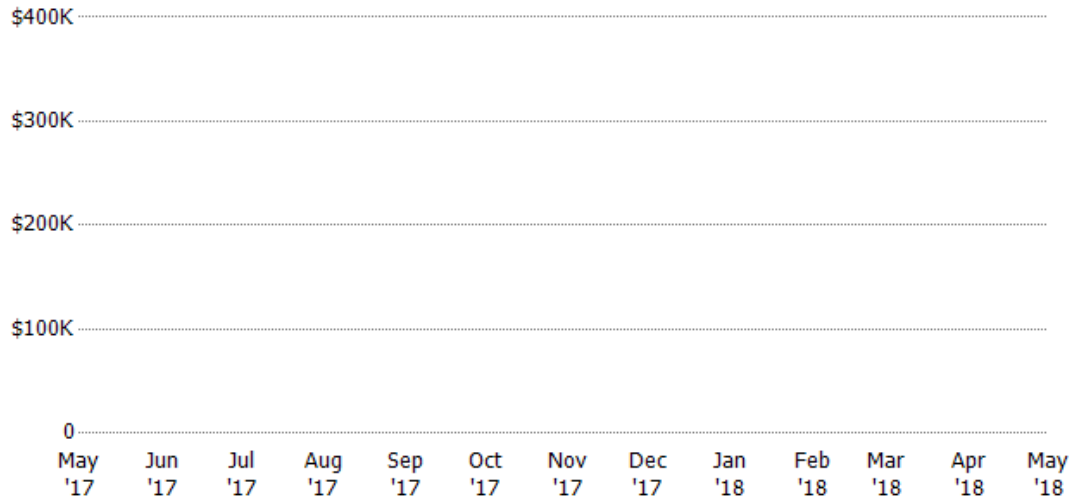
Property Type	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18
Condo/Townhouse	-	-	-	-	-	-	-	-	-	-	-	-	40%
Single Family Residence	-	-	-	-	-	-	-	-	-	-	-	-	60%

Average Sales Price

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

Filters Used

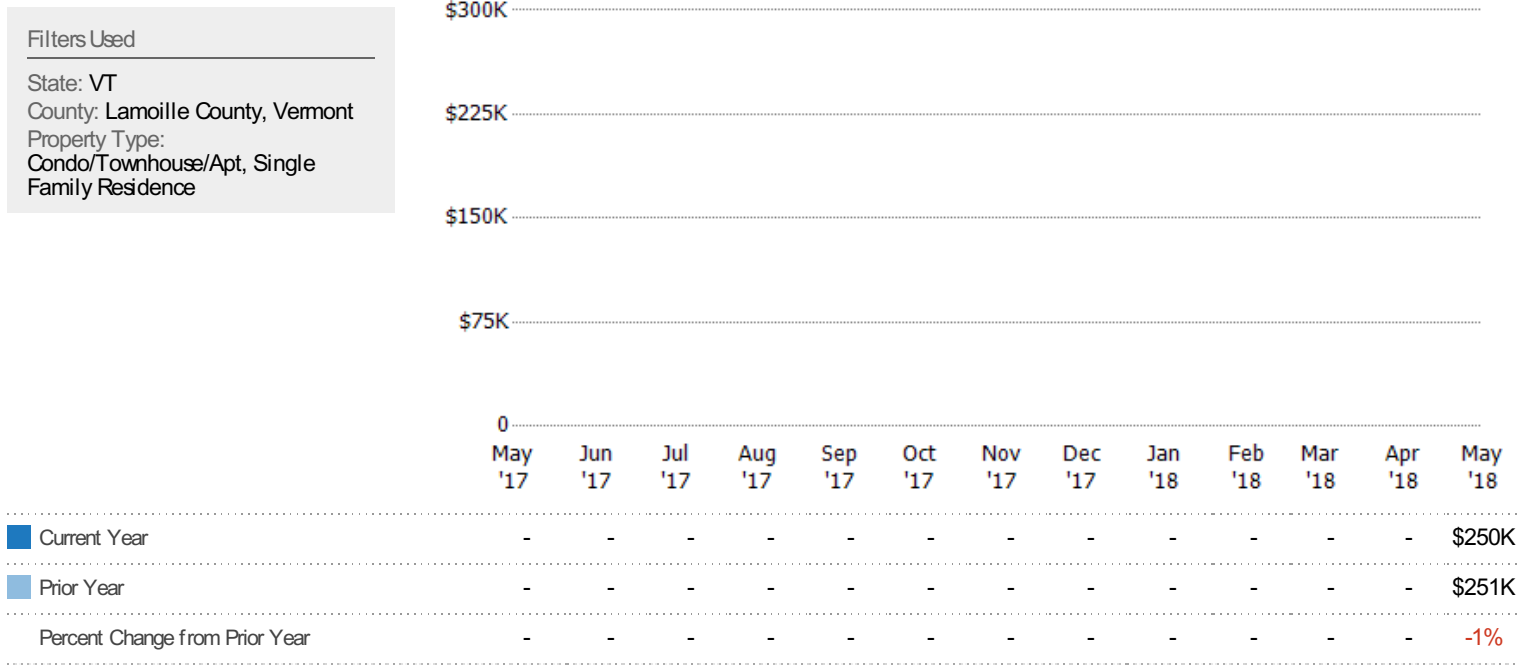
State: VT
 County: Lamoille County, Vermont
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence



Category	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$278K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$371K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-25%

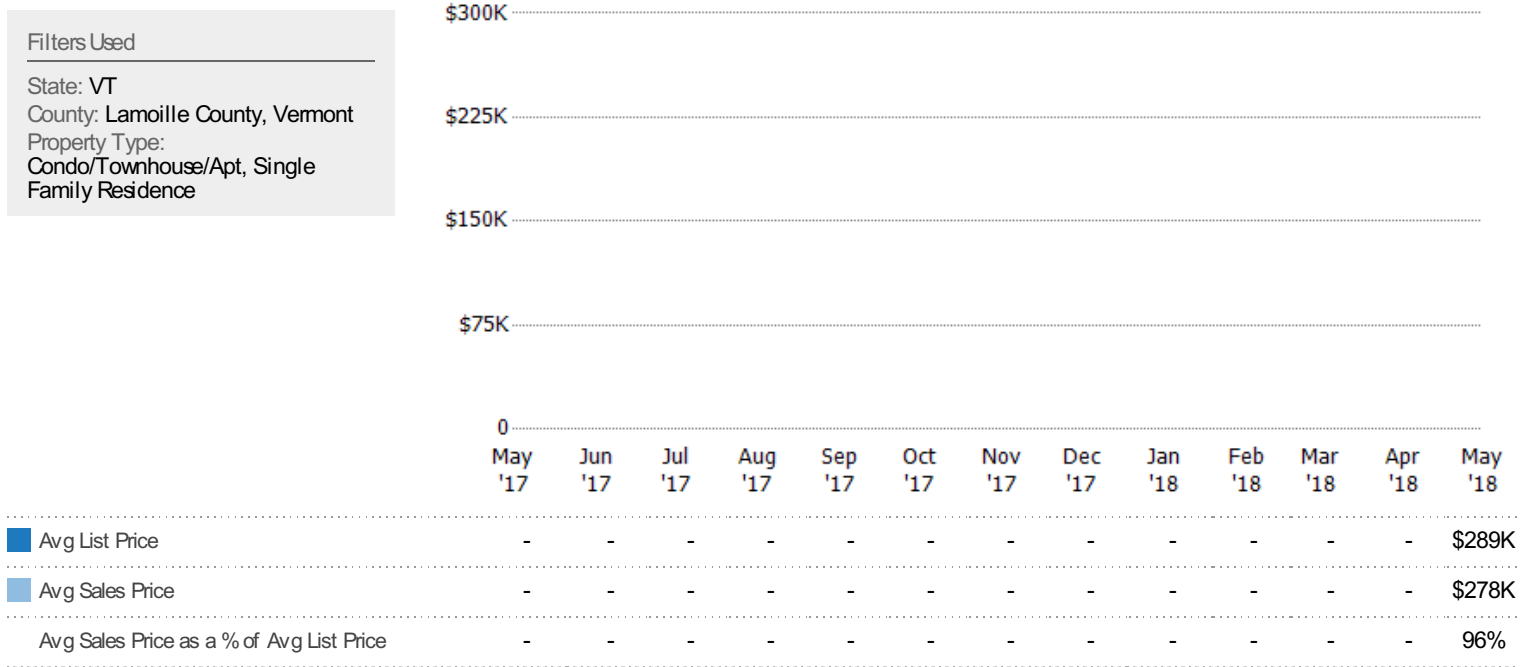
Median Sales Price

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



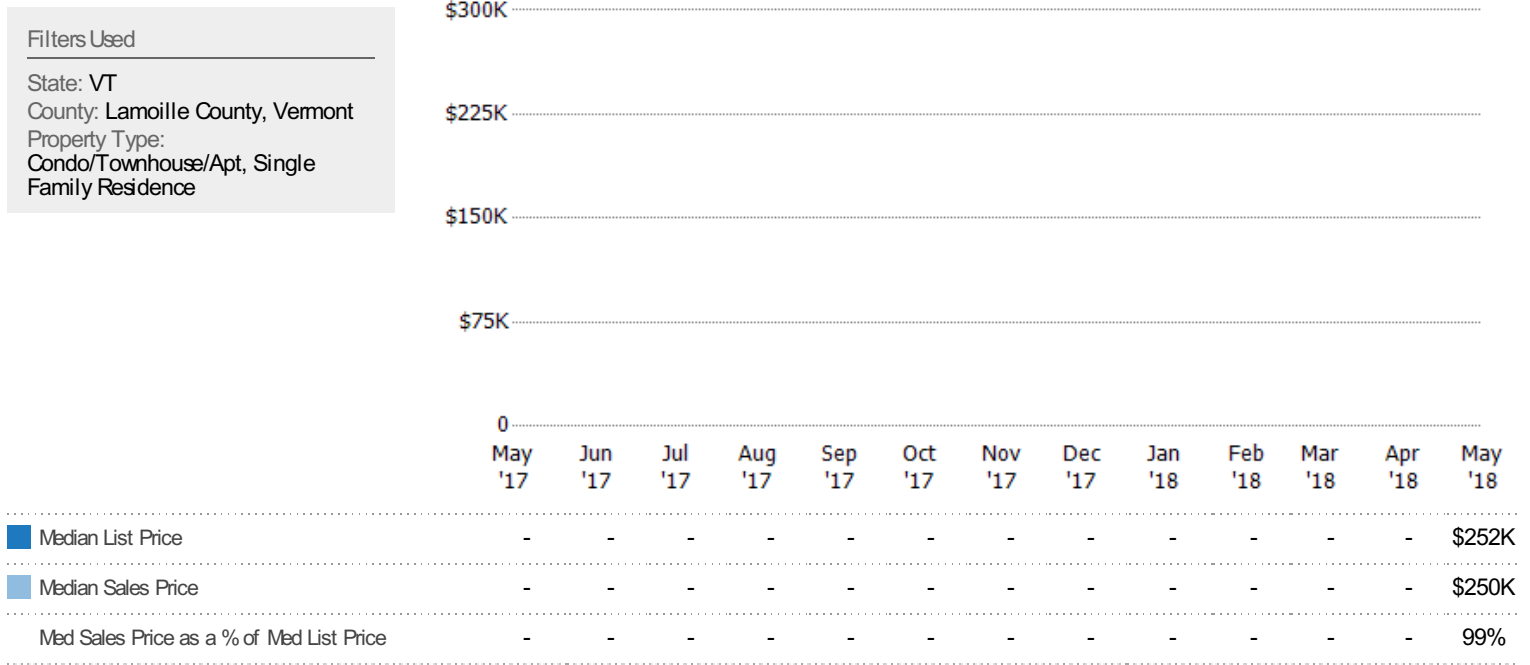
Average Sales Price vs Average Listing Price

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



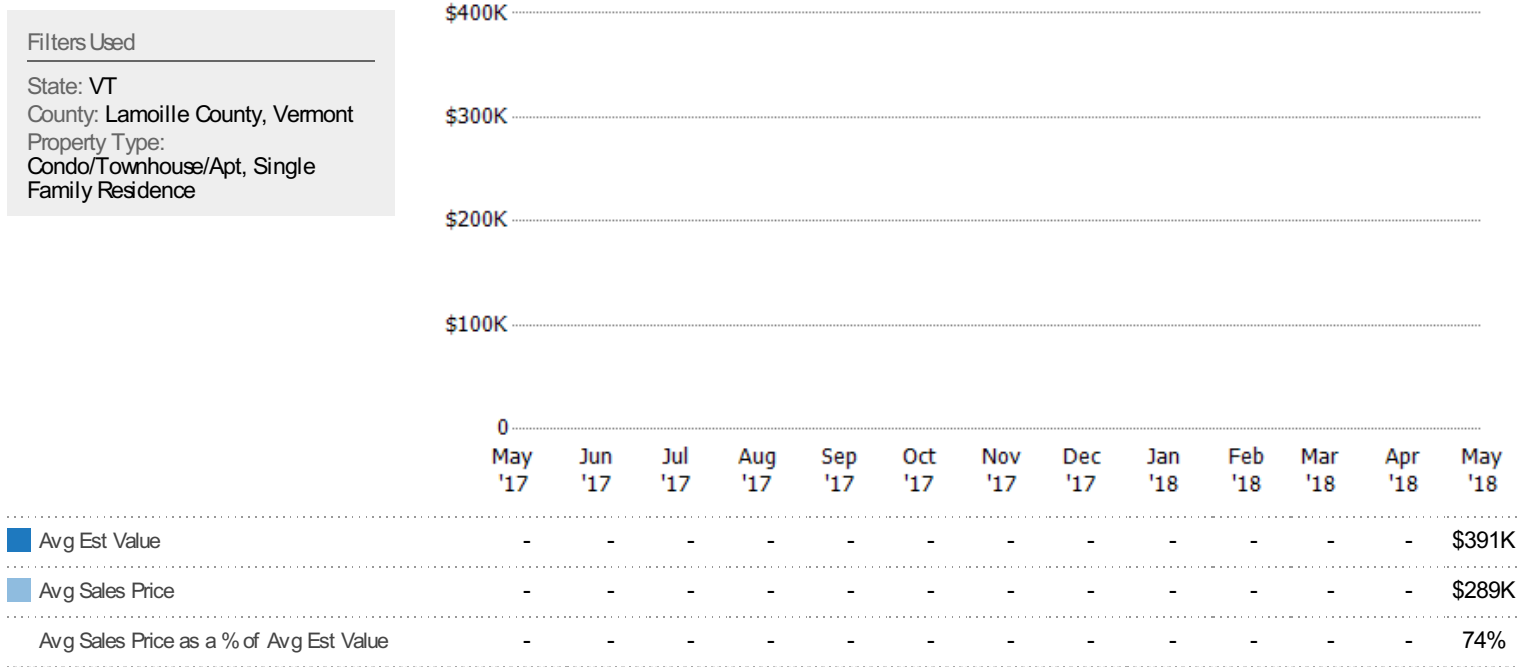
Median Sales Price vs Median Listing Price

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



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.

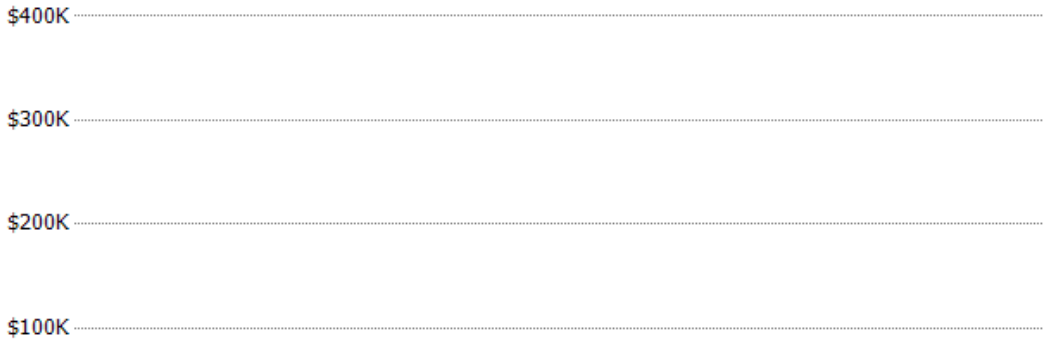


Median Sales Price vs Median Est Value

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



	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '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%