

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	Apr 2018	Apr 2017	+ / -	YTD 2018	YTD 2017	+ / -
Listing Activity Charts Metrics						
New Listing Count	5	8	-37.5%	5	8	-37.5%
New Listing Volume	\$861,000	\$1,625,700	-47%	\$861,000	\$1,625,700	-47%
Active Listing Count	32	35	-8.6%	32	35	-8.6%
Active Listing Volume	\$7,372,250	\$5,811,150	+26.9%	\$7,372,250	\$5,811,150	+26.9%
Average Listing Price	\$230,383	\$166,033	+38.8%	\$230,383	\$166,033	+38.8%
Median Listing Price	\$174,950	\$153,000	+14.3%	\$174,950	\$153,000	+14.3%
Median Days in RPR	303	150	+102%	303	150	+102%
Months of Inventory	_	_	-	8	11.7	-31.4%
Absorption Rate	_	_	+_	12.5%	8.57%	+3.9%
Sales Activity Charts Metrics						
New Pending Sales Count	11	7	+57.1%	11	7	+57.1%
New Pending Sales Volume	\$3,462,600	\$955,500	+262.4%	\$3,462,600	\$955,500	+262.4%
Pending Sales Count	12	10	+20%	12	10	+20%
Pending Sales Volume	\$3,646,200	\$1,325,800	+175%	\$3,646,200	\$1,325,800	+175%
Closed Sales Count	5	4	+25%	5	4	+25%
Closed Sales Volume	\$860,000	\$465,000	+84.9%	\$860,000	\$465,000	+84.9%
Average Sales Price	\$172,000	\$116,250	+48%	\$172,000	\$116,250	+48%
Median Sales Price	\$189,500	\$117,500	+61.3%	\$189,500	\$117,500	+61.3%



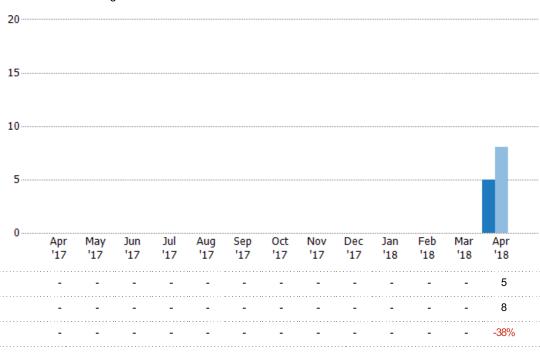




New Listings

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

Filters Used
ZIP: Lyndonville, VT 05851
Property Type:
Condo/Townhouse/Apt, Single
Family Residence



New Listing Volume

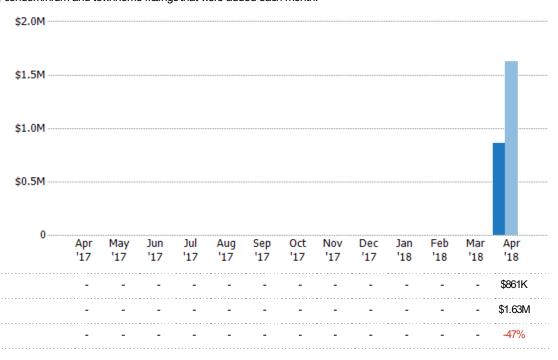
Percent Change from Prior Year

Current Year

Prior Year

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

Filters Used
ZIP: Lyndonville, VT 05851
Property Type:
Condo/Townhouse/Apt, Single
Family Residence





Current Year

Percent Change from Prior Year





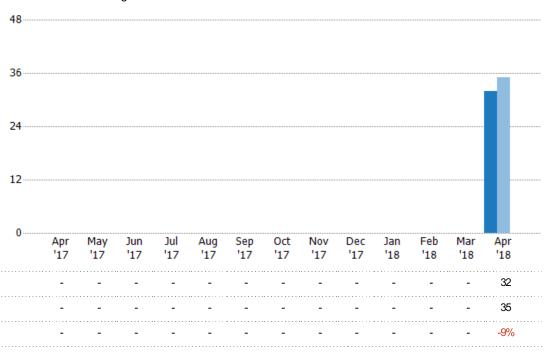
Active Listings

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

Filters Used

ZIP: Lyndonville, VT 05851

Property Type:
Condo/Townhouse/Apt, Single
Family Residence



Active Listing Volume

Percent Change from Prior Year

Current Year

Prior Year

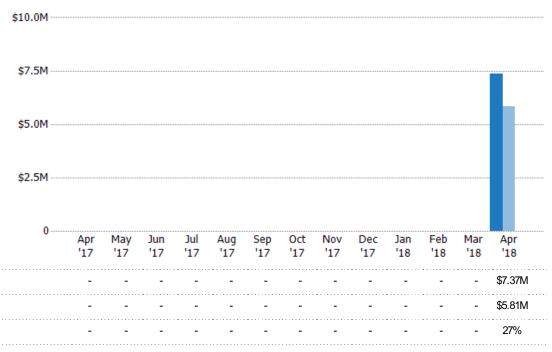
The sum of the listing price of active single-family, condominium and townhome listings at the end of each month.

Filters Used
ZIP: Lyndonville, VT 05851
Property Type:
Condo/Townhouse/Apt, Single

Family Residence

Current Year

Percent Change from Prior Year





39%



Market Data Report

Average Listing Price

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

Filters Used	\$300K												
ZIP: Lyndonville, VT 05851 Property Type: Condo/Townhouse/Apt, Single Family Residence	- \$225K												
	\$150K												
	\$75K												
	0 Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr
	'17	'17	'17	'17	'17	'17	'17	'17	'17	'18	'18	'18	'18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$230K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$166K

Median Listing Price

Percent Change from Prior Year

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

Filters Used

ZIP: Lyndonville, VT 05851

Property Type:
Condo/Townhouse/Apt, Single
Family Residence

200K											
150K	 										
100K	 										
\$50K	 										
0	 										
0		Jul '17		Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18
0	 Jun '17	Jul '17 -	Aug '17	Sep '17 -	Oct '17 -	Nov '17 -	Dec '17 -	Jan '18 -	Feb '18 -	Mar '18 -	Apr '18 \$175K \$153K



Current Year
Prior Year

Percent Change from Prior Year





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
ZIP: Lyndonville, VT 05851 Property Type: Condo/Townhouse/Apt, Single Family Residence

\$150K	 	 			 			
\$75K		 			 			
0								
0 Apr '17	Jun '17			Nov '17		Feb '18	Mar '18	Apr '18
Apr						Feb	Mar	
Apr			0ct '17 -			Feb	Mar	Apr '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.

ZIP: Lyndonville, VT 05851
Property Type:
Condo/Townhouse/Apt, Single
Family Residence

Avg Listing Price as a % of Avg Est Value

Avg Est Value

Avg Listing Price

Κ									
K	 	 			 				
0	 	 			 				
_		Aug '17					Feb '18	Mar '18	Ар '1
_			Sep '17	0ct '17	Dec '17	Jan '18 -	Feb '18	Mar '18	Ap



Median Est Value

Median Listing Price

Med Listing Price as a $\%\,\mathrm{of}\,$ 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.

	400					9-							
Filters Used													
ZIP: Lyndonville, VT 05851 Property Type: Condo/Townhouse/Apt, Single Family Residence	300												
	200												
	100												
	100												
	0												
	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	303
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	150
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	102%

Months of Inventory

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

	8												
	0												
	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	16
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	5.83
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	174%







Absorption Rate

The percentage of inventory sold per month

he percentage of inventory sold per mor	ith.												
Filters Used	20%												
ZIP: Lyndonville, VT 05851 Property Type: Condo/Townhouse/Apt, Single Family Residence	15%												
	10%												
	5%												
	0												
	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18
Current Year	-	-	- -	-	-	-	-	-	-	-	-	-	6%
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	17%
Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	11%

Active/Pending/Sold Units

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

Filters Used

ZIP: Lyndonville, VT 05851 Property Type: Condo/Townhouse/Apt, Single Family Residence

20 10 Apr May Jun Jul Aug Sep 0ct Nov Dec Jan Feb Mar Apr '17 '17 '17 '18 32 12 5



Active

Sold

Pending

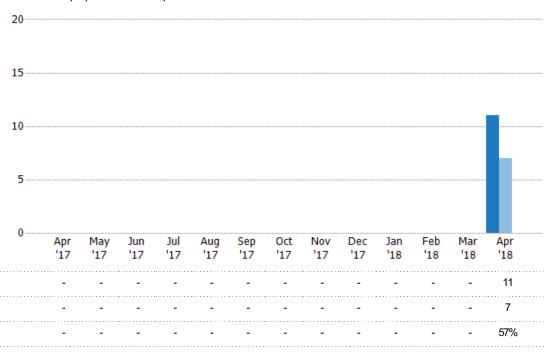




New Pending Sales

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

ZIP: Lyndonville, VT 05851
Property Type:
Condo/Townhouse/Apt, Single
Family Residence



New Pending Sales Volume

Percent Change from Prior Year

Current Year

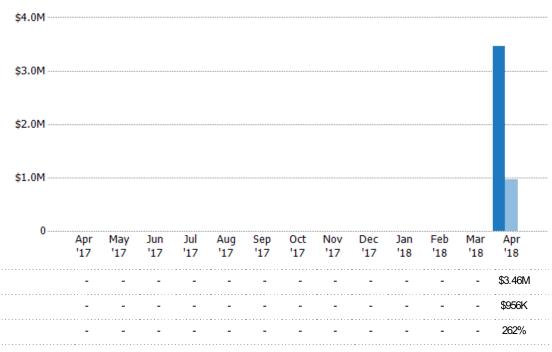
Prior Year

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

Filters Used

ZIP: Lyndonville, VT 05851

Property Type:
Condo/Townhouse/Apt, Single
Family Residence





Current Year

Percent Change from Prior Year

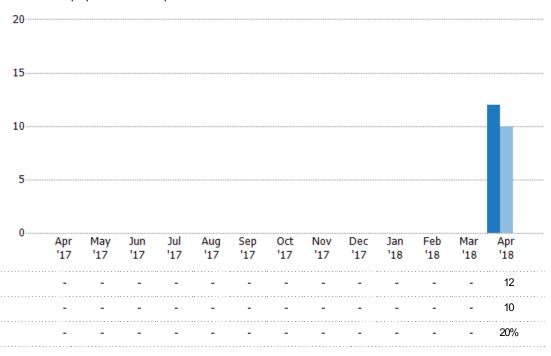




Pending Sales

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

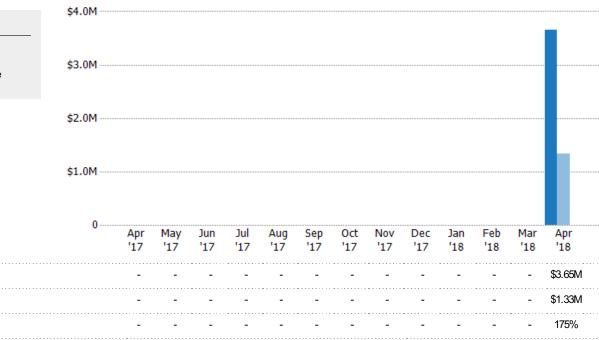
Prior Year

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.

Filters Used

ZIP: Lyndonville, VT 05851

Property Type:
Condo/Townhouse/Apt, Single
Family Residence



Current Year

Percent Change from Prior Year

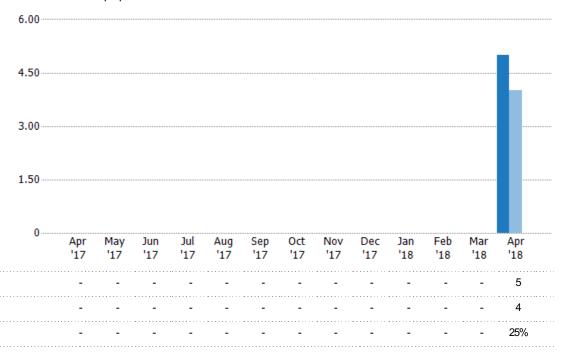




Closed Sales

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





Closed Sales Volume

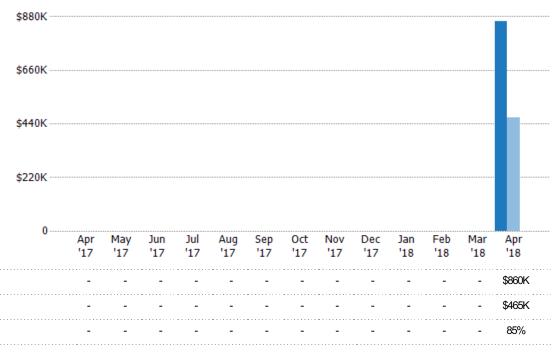
Percent Change from Prior Year

Current Year

Prior Year

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

ZIP: Lyndonville, VT 05851
Property Type:
Condo/Townhouse/Apt, Single
Family Residence



Current Year

Percent Change from Prior Year



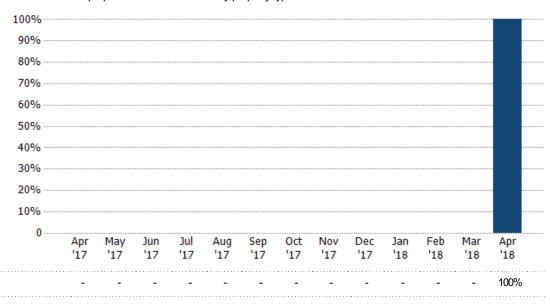


Closed Sales by Property Type

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

Filters Used

ZIP: Lyndonville, VT 05851 Property Type: Condo/Townhouse/Apt, Single Family Residence



Average Sales Price

Single Family Residence

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

Filters Used
ZIP: Lyndonville, VT 05851

Current Year
Prior Year

Property Type: Condo/Townhouse/Apt, Single Family Residence

Percent Change from Prior Year

420011	 	 	 	 	 		
\$225K			 		 		
\$150K	 	 	 	 	 		
\$75K		 					
0							
		Aug '17					
Apr							Apr
Apr				Dec '17		Mar '18	Apr '18







Median Sales Price

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

Filters Used
ZIP: Lyndonville, VT 05851 Property Type: Condo/Townhouse/Apt, Single Family Residence

\$200	K												
\$150	Κ												
\$100	Κ												
\$50	K												
	0												
	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18
	-	-	-	-	-	-	-	-	-	-	-	-	\$190K
	-	-	-	-	-	-	-	-	-	-	-	-	\$118K
													61%

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

Avg List Price

Avg Sales Price

Avg Sales Price as a % of Avg List Price

Current Year
Prior Year

ZIP: Lyndonville, VT 05851 Property Type: Condo/Townhouse/Apt, Single Family Residence

Percent Change from Prior Year

·oic												
0K												
0K												
_	May '17		Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	4
_	May '17	Jun '17	Jul '17 -	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18 -	Feb '18	Mar '18	\$1
_	May '17	Jun '17	Jul '17 -	Aug '17	Sep '17 -	0ct '17 -	Nov '17	Dec '17 -	Jan '18 - -	Feb '18 - -	Mar '18	\$1°







Median Sales Price vs Median Listing Price

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

ZIP: Lyndonville, VT 05851
Property Type:
Condo/Townhouse/Apt, Single
Family Residence

.50K	 		 			 	 	
100K	 		 			 	 	
FOL								
50K	 		 			 	 	
\$30K								
0			 			 		
0						 		Apr '18
0	Jun '17	Jul '17	 	0ct '17	Nov '17	 Jan '18	Mar '18	Apr '18

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

Median List Price

Median Sales Price

ZIP: Lyndonville, VT 05851 Property Type: Condo/Townhouse/Apt, Single Family Residence

Med Sales Price as a % of Med List Price

\$200)K												
\$150)K												
\$100)K												
\$50)K												
	•				Aug '17								Apr '18
	-	-	-	-	-	-			- 17				
	-	-	-	-	-	-	-	-	-	-	-	-	\$178K
	-	-	-	-	-	-	-	-	-	_	-	-	264%



Avg Est Value

Avg Sales Price

Avg Sales Price as a % of Avg Est Value





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

ZIP: Lyndonville, VT 05851

Property Type:
Condo/Townhouse/Apt, Single
Family Residence

Median Est Value

Median Sales Price

Med Sales Price as a % of Med Est Value

May Jun '17 '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apı '18
										\$67.6
	May Jun							May Jun Jul Aug Sep Oct Nov Dec Jan		May Jun Jul Aug Sep Oct Nov Dec Jan Feb Mar '17 '17 '17 '17 '17 '17 '18 '18 '18



