

## 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                     | Mar 2018    | Mar 2017    | + / -  | YTD 2018    | YTD 2017    | + / -  |
|---------------------------------|-------------|-------------|--------|-------------|-------------|--------|
| Listing Activity Charts Metrics |             |             |        |             |             |        |
| New Listing Count               | 5           | _           | -      | 5           | _           | _      |
| New Listing Volume              | \$752,900   | _           | -      | \$752,900   | _           | _      |
| Active Listing Count            | 38          | 37          | +2.7%  | 38          | 37          | +2.7%  |
| Active Listing Volume           | \$9,674,700 | \$5,926,950 | +63.2% | \$9,674,700 | \$5,926,950 | +63.2% |
| Average Listing Price           | \$254,597   | \$160,188   | +58.9% | \$254,597   | \$160,188   | +58.9% |
| Median Listing Price            | \$162,350   | \$137,000   | +18.5% | \$162,350   | \$137,000   | +18.5% |
| Median Daysin RPR               | 257         | 178         | +44.4% | 257         | 178         | +44.4% |
| Months of Inventory             | _           | _           | -      | 6.3         | 6.2         | +2.7%  |
| Absorption Rate                 |             | _           | +-     | 15.79%      | 16.22%      | -0.4%  |
| Sales Activity Charts Metrics   |             |             |        |             |             |        |
| New Pending Sales Count         | 1           | 7           | -85.7% | 1           | 7           | -85.7% |
| New Pending Sales Volume        | \$193,000   | \$1,027,700 | -81.2% | \$193,000   | \$1,027,700 | -81.2% |
| Pending Sales Count             | 6           | 7           | -14.3% | 6           | 7           | -14.3% |
| Pending Sales Volume            | \$1,075,400 | \$876,800   | +22.7% | \$1,075,400 | \$876,800   | +22.7% |
| Closed Sales Count              | 2           | 6           | -66.7% | 2           | 6           | -66.7% |
| Closed Sales Volume             | \$247,800   | \$862,950   | -71.3% | \$247,800   | \$862,950   | -71.3% |
| Average Sales Price             | \$123,900   | \$143,825   | -13.9% | \$123,900   | \$143,825   | -13.9% |
| Median Sales Price              | \$123,900   | \$133,775   | -7.4%  | \$123,900   | \$133,775   | -7.4%  |



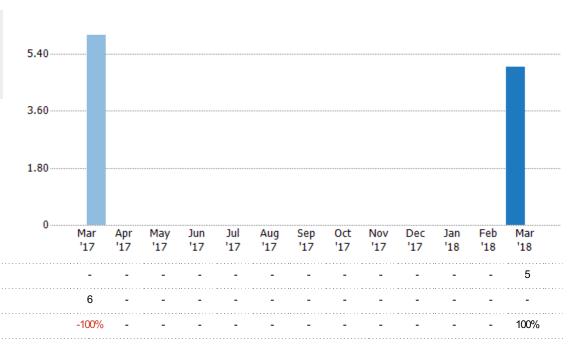




#### **New Listings**

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





### New Listing Volume

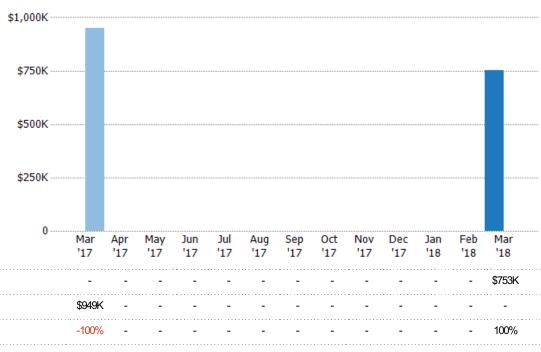
Percent Change from Prior Year

Current Year

Prior Year

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

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





Current Year

Percent Change from Prior Year

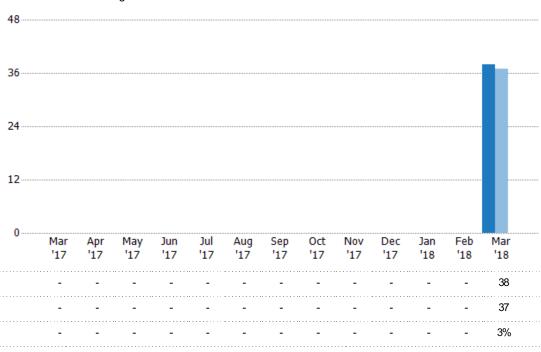




#### **Active Listings**

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

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



### **Active Listing Volume**

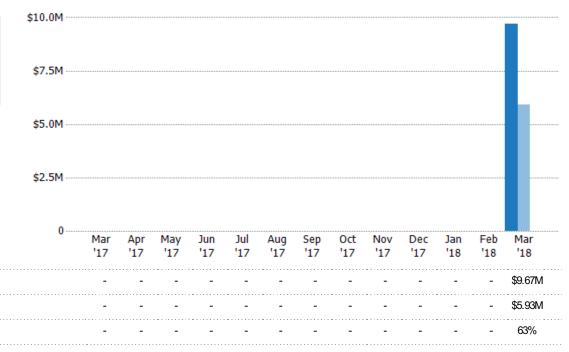
Percent Change from Prior Year

Current Year

Prior Year

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

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



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.

\$75K

| Filters Used  | \$300K |
|---|--------|
| ZIP: Lyndonville, VT 05851<br>Property Type:<br>Condo/Townhouse/Apt, Single<br>Family Residence | \$225K |
|   | \$150K |
|   |        |

|                                | Mar<br>'17 | Apr<br>'17 | May<br>'17 | Jun<br>'17 | Jul<br>'17 | Aug<br>'17 | Sep<br>'17 | 0ct<br>'17 | Nov<br>'17 | Dec<br>'17 | Jan<br>'18 | Feb<br>'18 | Mar<br>'18 |
|--------------------------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|
| Current Year                   | -          | -          | -          | -          | -          | -          | -          | -          | -          | -          | -          | -          | \$255K     |
| Prior Year                     | -          | -          | -          | -          | -          | -          | _          | -          |            |            | -          | -          | \$160K     |
| Percent Change from Prior Year | -          | -          | -          | -          | -          | -          | -          | -          | -          | -          | -          | -          | 59%        |

## **Median Listing Price**

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

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

| K               |     |     |     |            |            |            |            |            |            |            | •••••      | •••••    |
|-----------------|-----|-----|-----|------------|------------|------------|------------|------------|------------|------------|------------|----------|
|                 |     |     |     |            |            |            |            |            |            |            |            |          |
|                 |     |     |     |            |            |            |            |            |            |            |            |          |
| )K              |     |     |     |            |            |            |            |            |            |            |            |          |
|                 |     |     |     |            |            |            |            |            |            |            |            |          |
|                 |     |     |     |            |            |            |            |            |            |            |            |          |
| 0               |     |     |     |            |            |            |            |            |            |            |            |          |
| _               |     |     |     |            | Aua        |            |            |            |            |            |            |          |
| 0<br>Mar<br>'17 | Apr |     | Jun |            | Aug<br>'17 |            |            |            |            | Jan        |            | M:<br>'1 |
| Mar             | Apr | May | Jun | Jul<br>'17 |            | Sep<br>'17 | Oct<br>'17 | Nov<br>'17 | Dec<br>'17 | Jan<br>'18 | Feb<br>'18 | M        |



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  | \$300K          |            |            |            |            |            |            |            |            |            |            |            |            |
|---|-----------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|
| ZIP: Lyndonville, VT 05851<br>Property Type:<br>Condo/Townhouse/Apt, Single<br>Family Residence | \$225K          |            |            |            |            |            |            |            |            |            |            |            |            |
|   | \$150K          |            |            |            |            |            |            |            |            |            |            |            |            |
|   | \$75K           |            |            |            |            |            |            |            |            |            |            |            |            |
|   | 0<br>Mar<br>'17 | Apr<br>'17 | May<br>'17 | Jun<br>'17 | Jul<br>'17 | Aug<br>'17 | Sep<br>'17 | Oct<br>'17 | Nov<br>'17 | Dec<br>'17 | Jan<br>'18 | Feb<br>'18 | Mar<br>'18 |
| Avg Est Value   | -               | -          | -          | -          | -          | -<br>-     | -          | -<br>-     | -          | -          | -          | -          | \$294K     |
| Avg Listing Price   | -               | -          | -          | -          | -          | -          | -          | -          | -          | -          | -          | -          | \$255K     |
| Avg Listing Price as a % of Avg Est Value   | -               | -          | -          | -          | -          | -          | -          | -          | -          | -          | -          | -          | 87%        |

## 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

| 00K             | <br> | <br> |            |            |                 |            | <br>            |            |           |
|-----------------|------|------|------------|------------|-----------------|------------|-----------------|------------|-----------|
| 50K             | <br> | <br> |            |            |                 |            | <br>            |            |           |
|                 |      |      |            |            |                 |            |                 |            |           |
|                 |      |      |            |            |                 |            |                 |            |           |
| 0<br>Mar<br>'17 |      |      | Aug<br>'17 |            |                 |            |                 | Feb<br>'18 | Ma<br>'18 |
| Mar             |      |      |            | Sep<br>'17 | 0ct<br>'17<br>- | Nov<br>'17 | Jan<br>'18<br>- | Feb<br>'18 | Ma        |



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.

| The median number of days between whe   | ii ieaueiiliai p | лорение | sale ilis | uispiaye | u as activ | ve iisiirigs | o III I NE I N | aliu wiici | accepie | u oneisi | iave beei | moledi | III N-IX |
|---|------------------|---------|-----------|----------|------------|--------------|----------------|------------|---------|----------|-----------|--------|----------|
|   | 300              |         |           |          |            |              |                |            |         |          |           |        |          |
| Filters Used  |                  |         |           |          |            |              |                |            |         |          |           |        |          |
| ZIP: Lyndonville, VT 05851<br>Property Type:<br>Condo/Townhouse/Apt, Single<br>Family Residence | 225              |         |           |          |            |              |                |            |         |          |           |        | •••••    |
|   | 150              |         |           |          |            |              |                |            |         |          |           |        |          |
|   |                  |         |           |          |            |              |                |            |         |          |           |        |          |
|   |                  |         |           |          |            |              |                |            |         |          |           |        |          |
|   | 75               |         |           |          |            |              |                |            |         |          |           |        |          |
|   |                  |         |           |          |            |              |                |            |         |          |           |        |          |
|   | 0                |         |           |          |            |              |                |            |         |          |           |        |          |
|   | Mar              |         | May       |          | Jul        |              |                |            | Nov     | Dec      | Jan       | Feb    | Mar      |
|   | '17              | '17     | '17       | '17      | '17        | '17          | '17            | '17        | '17     | '17      | '18       | '18    | '18      |
| Current Year  | -                | -       | -         | -        | -          | -            | -              | -          | -       | -        | -         | -      | 257      |
| Prior Year  | -                | -       | -         | -        | -          | -            | -              | -          | -       | -        | -         | -      | 178      |

### Months of Inventory

Percent Change from Prior Year

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

| H | -ilters Used  |
|---|---|
| F | ZIP: Lyndonville, VT 05851<br>Property Type:<br>Condo/Townhouse/Apt, Single<br>Family Residence |
|   |   |

| 50  |    |     |   |   |   |   |            |   |   |   |     |      |
|-----|----|-----|---|---|---|---|------------|---|---|---|-----|------|
| 38  |    |     |   |   |   |   |            |   |   |   |     |      |
| 25  |    |     |   |   |   |   |            |   |   |   |     |      |
| 13  |    |     |   |   |   |   |            |   |   |   |     |      |
| -   |    |     |   |   |   |   | 0ct        |   |   |   | Feb | Mar  |
| '17 | 17 | '17 |   |   |   |   | 0ct<br>'17 |   |   |   | '18 | '18  |
| -   | -  | -   | - | - | - | - | -          | - | - | - | -   | 19   |
| 43  | -  | -   | - | - | - | - | -          | - | - | - | -   | -    |
|     |    |     |   |   |   |   | 17%        |   |   |   | 83% | 100% |



Current Year
Prior Year

Percent Change from Prior Year





### **Absorption Rate**

The percentage of inventory sold per month.

Filters Used

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

| 10% |
|-----|
|-----|

5%

|                        | 0          |            |            |            |            |            |            |            |            |            |            |            |            |
|------------------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|
|                        | Mar<br>'17 | Apr<br>'17 | May<br>'17 | Jun<br>'17 | Jul<br>'17 | Aug<br>'17 | Sep<br>'17 | Oct<br>'17 | Nov<br>'17 | Dec<br>'17 | Jan<br>'18 | Feb<br>'18 | Mar<br>'18 |
| Current Year           | -          | -          | -          | -          | -          | -          | -          | -          | -          | -          | _          | -          | 5%         |
| Prior Year             | 2%         |            |            |            |            | -          | -          | -          | -          | -          | -          | -          | -          |
| Change from Prior Year | 2%         | 2%         | 1%         | 0%         | 0%         | -1%        | -1%        | -2%        | -3%        | -3%        | -4%        | -5%        | -5%        |

## Active/Pending/Sold Units

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

10

Filters Used

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

| 40 |
|----|
|    |
| 30 |
|    |
| 20 |

Mar Apr May Jun Jul Aug Sep 0ct Νον Dec Jan Feb Mar '17 '17 '17 '17 '17 '17 '18 38 6



Active

Sold

Pending



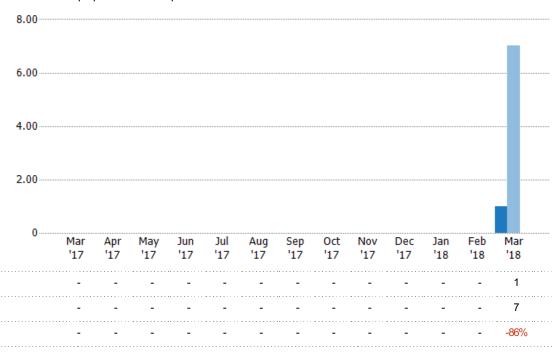
2



#### **New Pending Sales**

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





## New Pending Sales Volume

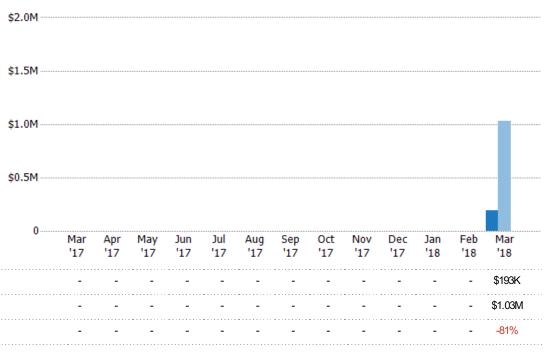
The sum of the sales price of single-family, condominium and townhome properties with accepted offers that were added each month.

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

Percent Change from Prior Year

Current Year

Prior Year





Current Year

Percent Change from Prior Year

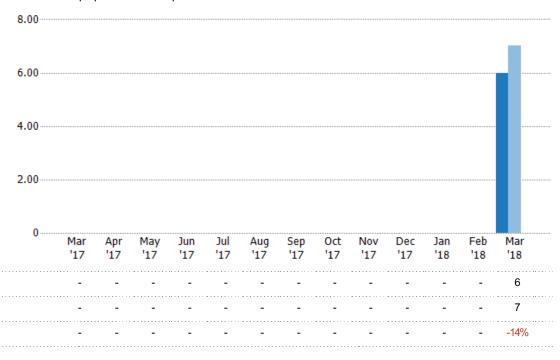




#### **Pending Sales**

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





## Pending Sales Volume

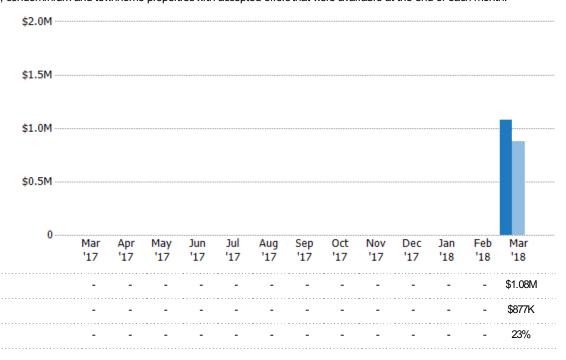
Percent Change from Prior Year

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.

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





Current Year

Percent Change from Prior Year





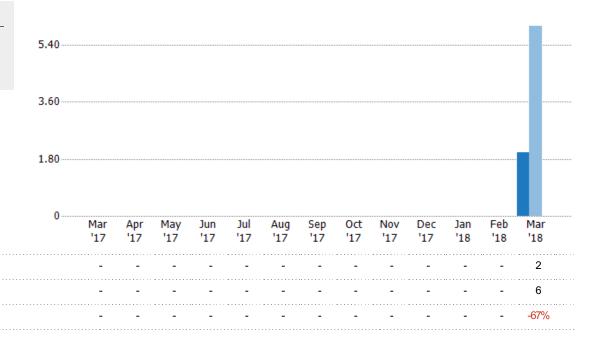
#### **Closed Sales**

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

Filters Used

ZIP: Lyndonville, VT 05851

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



#### **Closed Sales Volume**

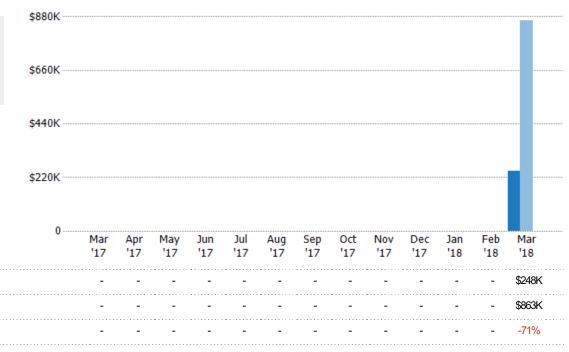
Percent Change from Prior Year

Current Year

Prior Year

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

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



Current Year

Percent Change from Prior Year



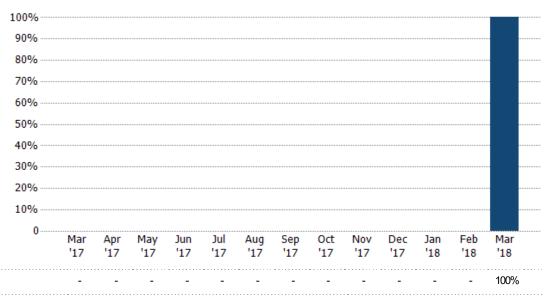


#### Closed Sales by Property Type

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



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.

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

\$200K \$150K \$100K \$50K Apr May Aug Sep 0ct Feb Mar '17 '17 '17 '17 '17 '17 '17 '18 \$124K \$144K



Current Year
Prior Year

Percent Change from Prior Year





#### Median Sales Price

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

| Filters Used  |
|---|
| ZIP: Lyndonville, VT 05851<br>Property Type:<br>Condo/Townhouse/Apt, Single<br>Family Residence |

| 200K     | <br>           | <br> |      |      | <br> |            |            |
|----------|----------------|------|------|------|------|------------|------------|
| 150K     | <br>           |      |      | <br> | <br> |            |            |
| 100K     | <br>           | <br> | <br> | <br> | <br> |            |            |
|          |                |      |      |      |      |            |            |
| \$50K    | <br>           | <br> | <br> | <br> | <br> |            |            |
| 0        | <br>May<br>'17 | <br> | <br> |      | <br> | Feb        | Mar        |
| 0<br>Mar | <br>           | <br> | <br> |      | <br> | Feb        | Mar<br>'18 |
| 0<br>Mar | <br>           | <br> | <br> |      | <br> | Feb<br>'18 | Mar        |

### 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

Current Year
Prior Year

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

Percent Change from Prior Year

| 0K  |            |            |     |        |            |        |        |        |     |              |          |     |
|-----|------------|------------|-----|--------|------------|--------|--------|--------|-----|--------------|----------|-----|
|     |            |            |     |        |            |        |        |        |     |              |          |     |
|     |            |            |     |        |            |        |        |        |     |              |          |     |
| 0K  |            |            |     |        |            |        |        |        |     |              |          |     |
|     |            |            |     |        |            |        |        |        |     |              |          |     |
|     |            |            |     |        |            |        |        |        |     |              |          |     |
| Mar | Apr        |            | Jun | Jul    | Aug        | Sep    | oct    | INOV   | Dec | Jan          | Feb      | Mai |
| Mar |            | May<br>'17 |     |        |            |        |        |        |     |              | '18      | '18 |
| Mar |            |            |     |        | Aug<br>'17 |        |        |        |     |              | '18      | '18 |
| Mar | Apr<br>'17 | May<br>'17 | -   | -<br>- |            | -<br>- | -<br>- | -<br>- |     | <del>-</del> | '18<br>- | '18 |



Avg List Price

Avg Sales Price

Avg Sales Price as a % of Avg List Price





### 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

ZIP: Lyndonville, VT 05851

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

| \$200K |   |            |   |   |        |   |   |            |            |            |            |            |
|--------|---|------------|---|---|--------|---|---|------------|------------|------------|------------|------------|
| \$150K |   |            |   |   |        |   |   |            |            |            |            |            |
| \$100K |   |            |   |   |        |   |   |            |            |            |            |            |
| \$50K  |   |            |   |   |        |   |   |            |            |            |            |            |
|        |   | May<br>'17 |   |   |        |   |   | Nov<br>'17 | Dec<br>'17 | Jan<br>'18 | Feb<br>'18 | Mar<br>'18 |
| -      | - | -          | - | - | -      | - | - | -          | -          | -          | -          | \$134K     |
| -      | - | -          | - | - | -<br>- | - | - | -          | -          | -          | -          | \$124K     |
| -      | - | _          | - | - | -      | - | - | -          | -          | -          | -          | 92%        |

### 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

| \$200K     |            |            |            |            |            |            |            |              |            |            |            |            |
|------------|------------|------------|------------|------------|------------|------------|------------|--------------|------------|------------|------------|------------|
| \$150K     |            |            |            |            |            |            |            |              |            |            |            |            |
| \$100K     |            |            |            |            |            |            |            |              |            |            |            |            |
| \$50K      |            |            |            |            |            |            |            |              |            |            |            |            |
| 0          |            |            |            |            |            |            |            |              |            |            |            |            |
| Mar<br>'17 | Apr<br>'17 | May<br>'17 | Jun<br>'17 | Jul<br>'17 | Aug<br>'17 | Sep<br>'17 | 0ct<br>'17 | Nov<br>'17   | Dec<br>'17 | Jan<br>'18 | Feb<br>'18 | Mar<br>'18 |
| -          | -          | -          | -          | -          | -          | -          | -          | -            | -          | -          | -          | \$0        |
|            |            |            |            |            |            |            |            |              |            |            |            |            |
| -          | -          | -          | -          | -          | -          | -          | -          | <del>-</del> | -          | -          | -          | \$134K     |



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

| \$200K        |               |          |     |          |      |          |          |            |          |            |            |            |
|---------------|---------------|----------|-----|----------|------|----------|----------|------------|----------|------------|------------|------------|
|               |               |          |     |          |      |          |          |            |          |            |            |            |
| \$150K        |               |          |     |          |      |          |          |            |          |            |            |            |
| \$100K        |               |          |     |          |      |          |          |            |          |            |            |            |
|               |               |          |     |          |      |          |          |            |          |            |            |            |
| \$50K         |               |          |     |          |      |          |          |            |          |            |            |            |
| 0             |               |          |     |          |      |          |          |            |          |            |            |            |
| Mar           | Apr           | May      | lun | 1ul      | Διια | Con      | Oct      | Nov        | Doc      | 155        |            |            |
| '17           | '17           | '17      | '17 | '17      | '17  | '17      | '17      | Nov<br>'17 | '17      | Jan<br>'18 | Feb<br>'18 | Mar<br>'18 |
| '17<br>-      | '17<br>-      | '17<br>- | '17 | '17      | '17  | '17      | '17<br>- | '17        | '17<br>- | '18        |            |            |
| '17<br>-<br>- | '17<br>-<br>- | '17      | '17 | '17<br>- | '17  | '17<br>- | '17      | '17<br>-   | '17<br>- | '18<br>-   |            | '18        |



