

Summary of Key Listing and Sales Metrics

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

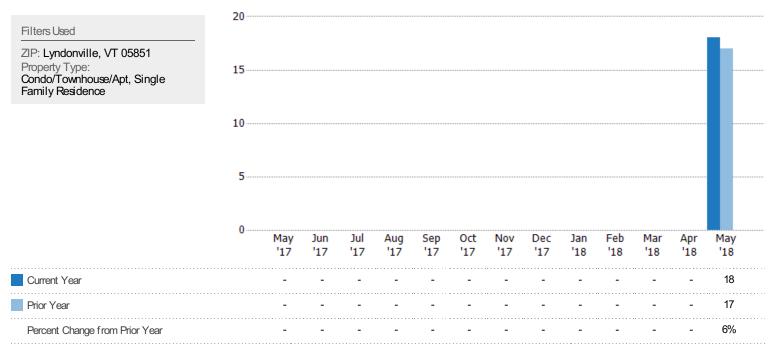
Key Metrics	May 2018	May 2017	+/-	YTD 2018	YTD 2017	+/-
isting Activity Charts Metrics						
New Listing Count	18	17	+5.9%	18	17	+5.9%
New Listing Volume	\$3,392,900	\$5,034,650	-32.6%	\$3,392,900	\$5,034,650	-32.6%
Active Listing Count	42	44	-4.5%	42	44	-4.5%
Active Listing Volume	\$8,847,550	\$9,110,550	-2.9%	\$8,847,550	\$9,110,550	-2.9%
Average Listing Price	\$210,656	\$207,058	+1.7%	\$210,656	\$207,058	+1.7%
Median Listing Price	\$159,450	\$153,950	+3.6%	\$159,450	\$153,950	+3.6%
Median Days in RPR	142	84.5	+68%	142	84.5	+68%
Months of Inventory	_	_	-	6	22	-72.7%
Absorption Rate	_	_	+	16.67%	4.55%	+12.1%
Sales Activity Charts Metrics						
New Pending Sales Count	9	7	+28.6%	9	7	+28.6%
New Pending Sales Volume	\$1,417,400	\$1,409,350	+0.6%	\$1,417,400	\$1,409,350	+0.6%
Pending Sales Count	14	10	+40%	14	10	+40%
Pending Sales Volume	\$3,923,800	\$1,796,850	+118.4%	\$3,923,800	\$1,796,850	+118.4%
Cloæd Sales Count	4	7	-42.9%	4	7	-42.9%
Closed Sales Volume	\$656,400	\$907,400	-27.7%	\$656,400	\$907,400	-27.7%
Average Sales Price	\$164,100	\$129,629	+26.6%	\$164,100	\$129,629	+26.6%
Median Sales Price	\$155,700	\$126,500	+23.1%	\$155,700	\$126,500	+23.1%





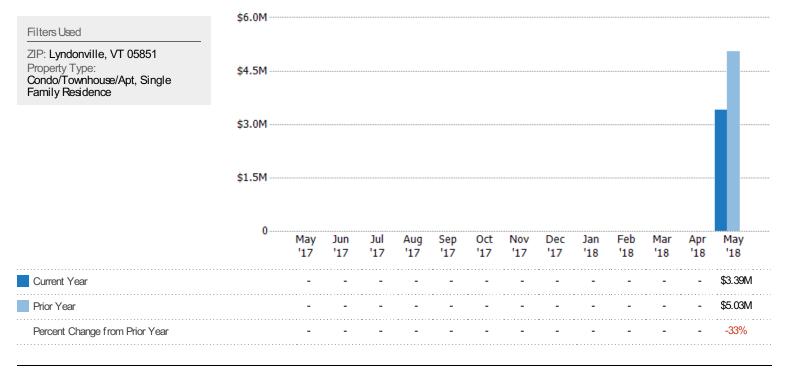
New Listings

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.



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Lyndonville

Active Listings

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

Filters Used	60													
ZIP: Lyndonville, VT 05851 Property Type: Condo/Townhouse/Apt, Single Family Residence	45													
	30													
	15													
	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		-	-	-	-	-	-	-	-	-	-	-	-	42
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	44
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	-5%

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	\$20.0M ······													
ZIP: Lyndonville, VT 05851 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		-	-	-	-	-	-	-	-	-	-	-	-	\$8.85M
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	\$9.11M
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	-3%



Average Listing Price

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

\$300K												
\$225K												
\$150K												
<i>q</i> 100m												
\$75K												
0	lun		Aug	Con	0.4	Nev	Dec	1-0	Eab	Mar	Apr	May
17	'17	'17	4ug '17	5ep '17	'17			'18	'18	18		May '18
-	-	-	-	-	-	-	-	-	-	-	-	\$211K
-	-	-	-	-	-	-	-	-	-	-	-	\$207K
	\$225K \$150K \$75K 0 May	\$225K \$150K \$75K 0	\$225K \$150K \$75K 0	\$225K \$150K \$75K 0	\$225K \$150K \$75K 0	\$225K \$150K \$75K 0 May Jun Jul Aug Sep Oct	\$225K \$150K \$75K 0	\$225K \$150K \$75K 0	\$225K \$150K \$75K 0	\$225K \$150K \$75K 0	\$225K \$150K \$75K 0	\$225K \$150K \$75K 0

Median Listing Price

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

Filters Used	\$200K												
ZIP: Lyndonville, VT 05851 Property Type: Condo/Townhouæ/Apt, Single Family Residence	\$150K												
	\$100K												
	\$50K												
	•			_									
	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	-	-	-	-	-	-	-	-	-	-	-	-	\$159K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$154K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	4%





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.

	\$300K ······												
Filters Used ZIP: Lyndonville, VT 05851 Property Type: Condo/Townhouse/Apt, Single Family Residence	\$225K												
	\$150K												
	\$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
Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$252K
Avg Listing Price	-	-	-	-	-	-	-	-	-	-	-	-	\$211K
Avg Listing Price as a % of Avg Est Value		-	-	-	-	-	-	-	-	-	-	-	83%

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	\$200K												
ZIP: Lyndonville, VT 05851 Property Type: Condo/Townhouse/Apt, Single Family Residence	\$150K												
	\$100K												
	\$50K												
	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	-	-	-	-	-	-	-	-	-	-	-	-	\$174K
Median Listing Price	-	-	-	-	-	-	-	-	-	-	-	-	\$159K
Med Listing Price as a % of Med Est Value		-	-	-	-	-	-	-	-	-	-	-	92%





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.

Percent Change from Prior Year		• • • • • • • • • • • • • • • • • • • •					• • • • • • • • • • • • • •						
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	84.5
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	142
	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
	100												
Family Residence	100												
Filters Used ZIP: Lyndonville, VT 05851 Property Type: Condo/Townhouse/Apt, Single Family Residence	150												
	200												

Months of Inventory

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

Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-24%
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	11
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	8.4
	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												
	10												
ZIP: Lyndonville, VT 05851 Property Type: Condo/Townhouse/Apt, Single Family Residence	15												
Filters Used	20												





Absorption Rate

The percentage of inventory sold per month.

	15%												
Filters Used ZIP: Lyndonville, VT 05851 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	-	-	-	-	-	-	-	-	-	-	-		12%
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	9%
Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-3%

Active/Pending/Sold Units

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

Active	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 42
			Jul '17	Aug '17	Sep '17	0ct '17							
	0												
	13												
	25												
ZIP: Lyndonville, VT 05851 Property Type: Condo/Townhouse/Apt, Single Family Residence	38												
Filters Used													





New Pending Sales

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

	10.00													
Filters Used ZIP: Lyndonville, VT 05851 Property Type: Condo/Townhouse/Apt, Single Family Residence	7.50													
	5.00													
	2.50													
	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		-	-	-	-	-	-	-	-	-	-	-	-	9
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	7
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	29%

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.

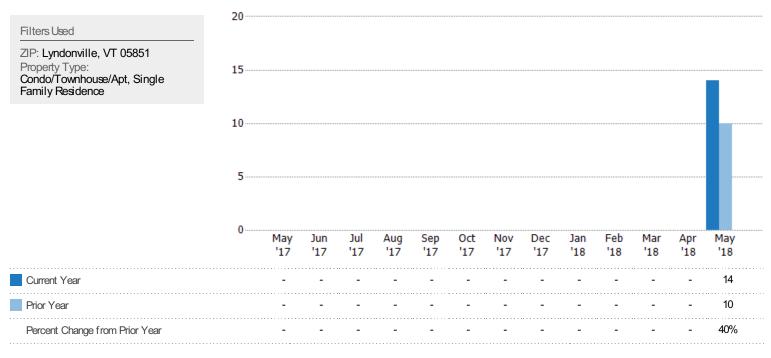
	\$2.0M ······													
Filters Used														
ZIP: Lyndonville, VT 05851 Property Type: Condo/Townhouse/Apt, Single Family Residence	\$1.5M													
	\$1.0M													
	\$1.00													
	\$0.5M ······													
	0													
	, i i i i i i i i i i i i i i i i i i i	May '17	Jun '17	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	1/	10	10	10	10	10
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	\$1.42M
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	\$1.41M
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	1%





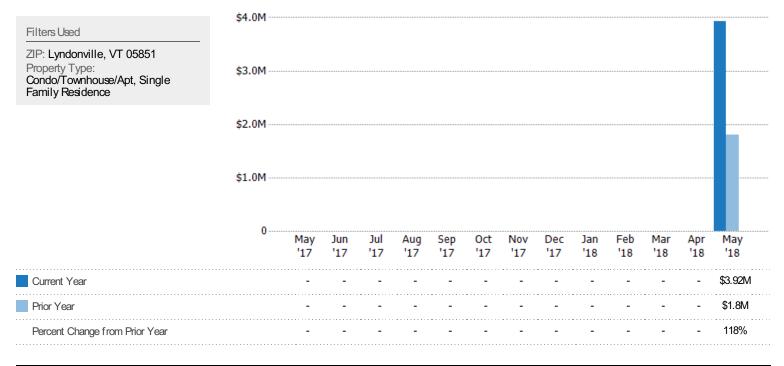
Pending Sales

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.



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Closed Sales

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

Filters Used	8.00													
ZIP: Lyndonville, VT 05851 Property Type: Condo/Townhouæ/Apt, Single Family Residence	6.00													
	4.00													
	2.00													
	0	Max	hus	1]	A	Can	0.4					Mag	Ann	Maria
		May '17	Jun '17	'17	'17	Sep '17	'17	Nov '17	'17	'18	Feb '18	Mar '18	Apr '18	May '18
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	4
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	7
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	-43%

Closed Sales Volume

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

Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	-28%
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	\$907K
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	\$656K
	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
	\$250K													
	\$500K													
ZIP: Lyndonville, VT 05851 Property Type: Condo/Townhouse/Apt, Single Family Residence	\$750K													
Filters Used	\$1,000K ·····													



Closed Sales by Property Type

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

	Мау '17	Jun '17	'17	'17	'17	'17	17	Dec '17	'18	'18	Mar '18	Apr '18	18 '18		
	0	May												May	
	10%														
	20%														
	30%														
	40%														
	50%														
ramily residence	60%														
Property Type: Condo/Townhouse/Apt, Single Family Residence	70%														
ZIP: Lyndonville, VT 05851 Property Type:	80%														
Filters Used	90%														
	100%														

Average Sales Price

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

	\$200K												
Filters Used ZIP: Lyndonville, VT 05851 Property Type: Condo/Townhouse/Apt, Single Family Residence	\$150K												
r annry readence	\$100K												
	\$50K												
	0 May	lun	Jul	Aug	Sen	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May
	'17	'17	'17	'17	'17	'17	'17	'17	'18	'18	'18	'18	'18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$164K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$130K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	27%





Median Sales Price

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

	\$200K ······												
Filters Used ZIP: Lyndonville, VT 05851 Property Type: Condo/Townhouse/Apt, Single Family Residence	\$150K												
	\$100K												
	\$50K 0 May '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	-	-	-	-	-	-	-	-	-	-	-	-	\$156K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$127K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	23%

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	\$200K ······												
ZIP: Lyndonville, VT 05851 Property Type: Condo/Townhouœ/Apt, Single Family Residence	\$150K												
	\$100K												
	\$50K												
	•			Aug									May
	'17	'17	'17	'17	'17	'17	'17	'17	'18	'18	18	'18	'18
Avg List Price	-	-	-	-	-	-	-	-	-	-	-	-	\$178K
Avg Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$164K
Avg Sales Price as a % of Avg List Price	-	-	-	-	-	-	-	-	-	-	-	-	92%
Avg Sales Price	0 May '17 -	Jun '17	Jul '17 -	Aug	Sep '17 -	Oct '17 -	Nov '17 -	Dec	Jan	Feb	Mar	Apr	\$178 \$164





Median Sales Price vs Median Listing Price

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

	\$200K ······												
Filters Used ZIP: Lyndonville, VT 05851 Property Type: Condo/Townhouse/Apt, Single Family Residence	\$150K												
	\$100K												
	\$50K												
	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 List Price		-	-	-	-	-	-	-	-	-	-	-	\$172K
Median Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$156K
Med Sales Price as a % of Med List Price	-	-	-	-	-	-	-	-	-	-	-	-	91%

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	\$200K ······												
ZIP: Lyndonville, VT 05851 Property Type: Condo/Townhouœ/Apt, Single Family Residence	\$150K												
	\$100K												
	\$50K												
	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	-	-	-	-	-	-	-	-	-	-	-	-	\$179K
Avg Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$178K
Avg Sales Price as a % of Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	100%





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.

	\$200K ······												
Filters Used ZIP: Lyndonville, VT 05851 Property Type: Condo/Townhouse/Apt, Single Family Residence	\$150K												
	\$100K												
	\$50K												
	0 May '17	Jun '17	Jul '17	'17			Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18
Median Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$165K
Median Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$172K
Med Sales Price as a % of Med Est Value	-	-	-	-	-	-	-	-	-	-	-	-	104%

