

## Summary of Key Listing and Sales Metrics

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

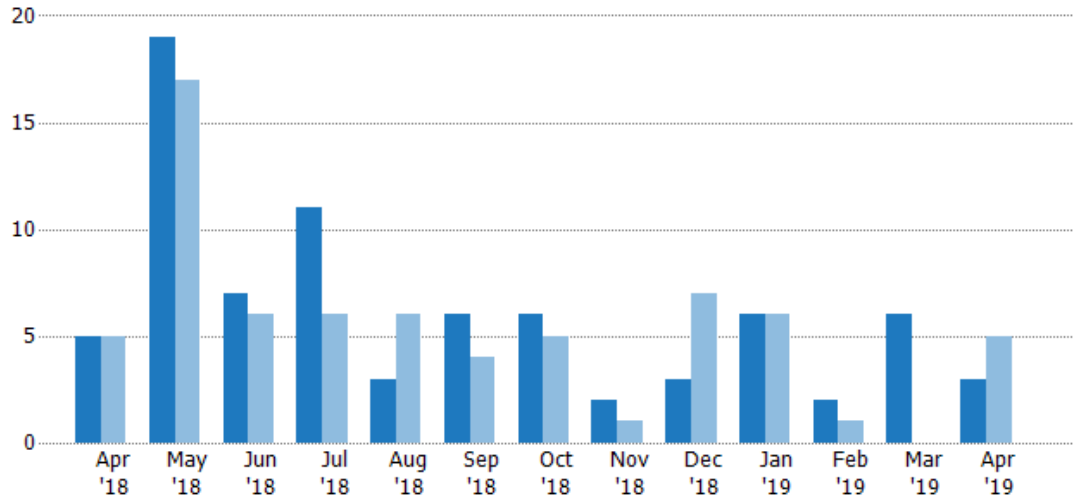
Key Metrics	Apr 2019	Apr 2018	+ / -	YTD 2019	YTD 2018	+ / -
<b>Listing Activity Charts Metrics</b>						
New Listing Count	3	5	-40%	17	12	+41.7%
New Listing Volume	\$333,900	\$821,000	-59.3%	\$2,674,400	\$2,068,400	+29.3%
Active Listing Count	—	33	—	N/A	N/A	
Active Listing Volume	—	\$5,318,850	—	N/A	N/A	
Average Listing Price	—	\$161,177	—	\$186,823	\$198,379	-5.8%
Median Listing Price	—	\$174,900	—	\$150,553	\$164,856	-8.7%
Median Days in RPR	—	245	—	112.88	222.63	-49.3%
Months of Inventory	—	16.5	-100%	11.8	9.8	+19.9%
Absorption Rate	—	6.06%	—	8.51%	10.2%	-1.7%
<b>Sales Activity Charts Metrics</b>						
New Pending Sales Count	5	9	-44.4%	15	17	-11.8%
New Pending Sales Volume	\$457,300	\$3,233,700	-85.9%	\$1,845,300	\$4,608,400	-60%
Pending Sales Count	—	10	—	N/A	N/A	
Pending Sales Volume	—	\$3,417,300	—	N/A	N/A	
Closed Sales Count	3	4	-25%	12	8	+50%
Closed Sales Volume	\$499,000	\$800,000	-37.6%	\$1,973,000	\$1,321,300	+49.3%
Average Sales Price	\$166,333	\$200,000	-16.8%	\$164,417	\$165,163	-0.5%
Median Sales Price	\$140,000	\$227,250	-38.4%	\$150,500	\$178,788	-15.8%

## New Listings

The number of new residential listings that were added each month.

### Filters Used

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



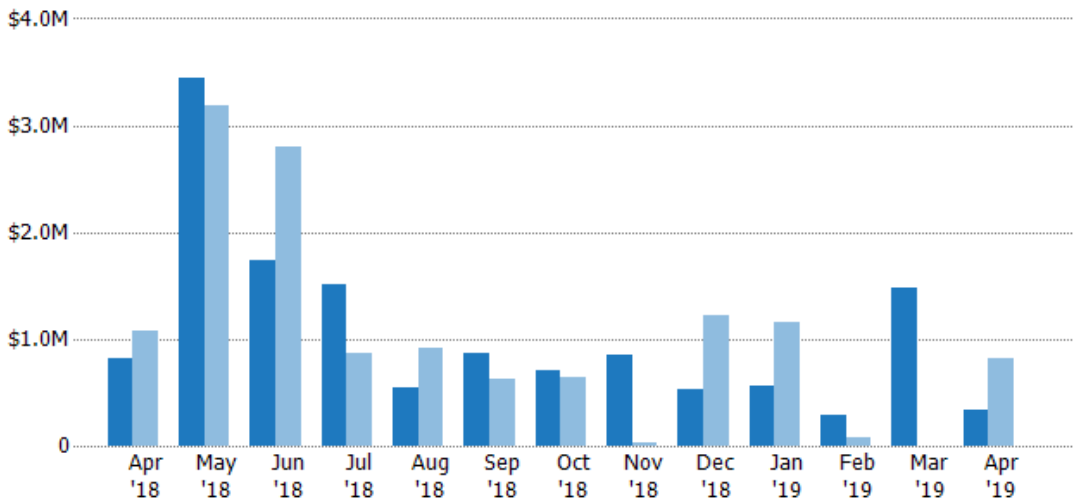
Current Year	5	19	7	11	3	6	6	2	3	6	2	6	3
Prior Year	5	17	6	6	6	4	5	1	7	6	1	-	5
Percent Change from Prior Year	0%	12%	17%	83%	-50%	50%	20%	100%	-57%	0%	100%	100%	-40%

## New Listing Volume

The sum of the listing price of residential listings that were added each month.

### Filters Used

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



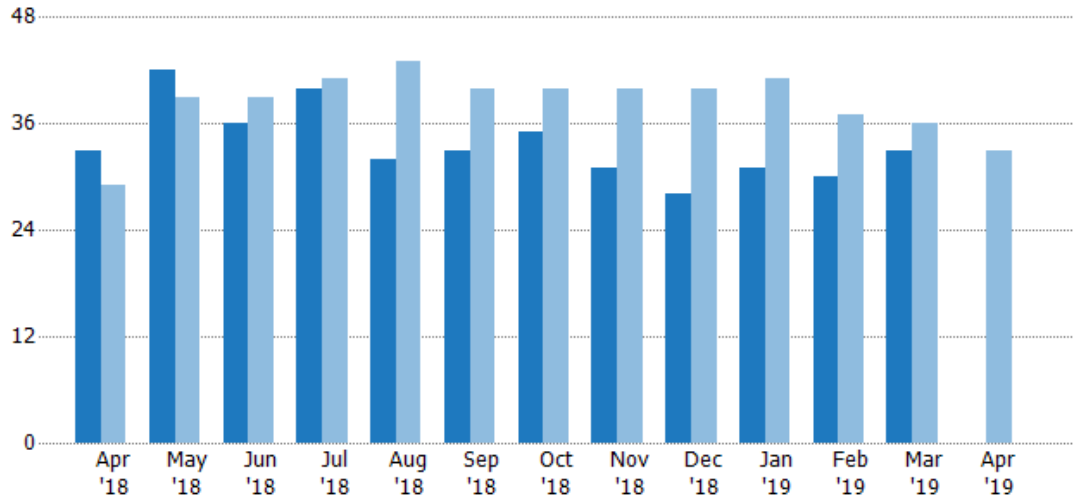
Current Year	\$821K	\$3.45M	\$1.74M	\$1.51M	\$545K	\$861K	\$702K	\$855K	\$525K	\$561K	\$295K	\$1.48M	\$334K
Prior Year	\$1.08M	\$3.18M	\$2.8M	\$862K	\$920K	\$628K	\$638K	\$34.9K	\$1.23M	\$1.16M	\$84K	-	\$821K
Percent Change from Prior Year	-24%	8%	-38%	75%	-41%	37%	10%	2,350%	-57%	-52%	251%	100%	-59%

## Active Listings

The number of active residential listings at the end of each month.

**Filters Used**

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



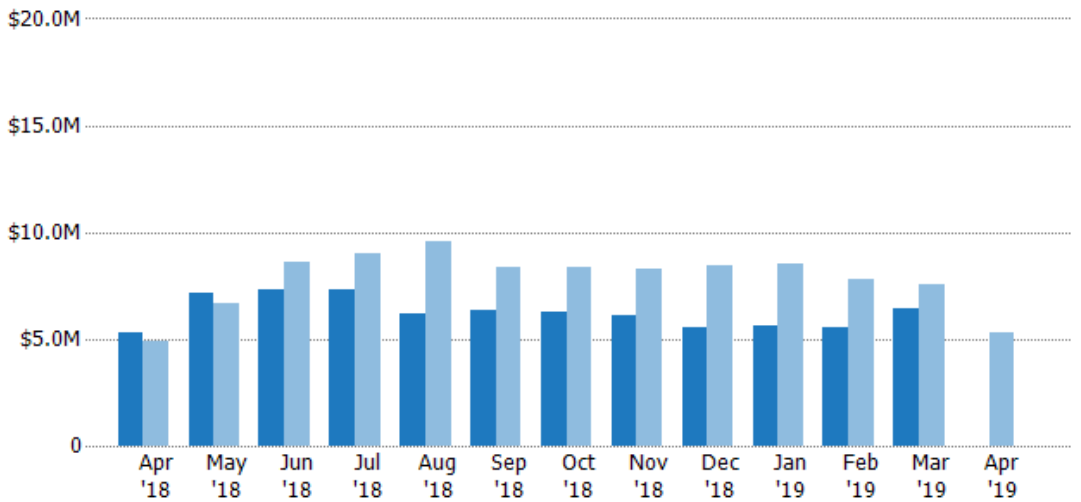
Current Year	33	42	36	40	32	33	35	31	28	31	30	33	-
Prior Year	29	39	39	41	43	40	40	40	40	41	37	36	33
Percent Change from Prior Year	14%	8%	-8%	-2%	-26%	-18%	-13%	-23%	-30%	-24%	-19%	-8%	-100%

## Active Listing Volume

The sum of the listing price of active residential listings at the end of each month.

**Filters Used**

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



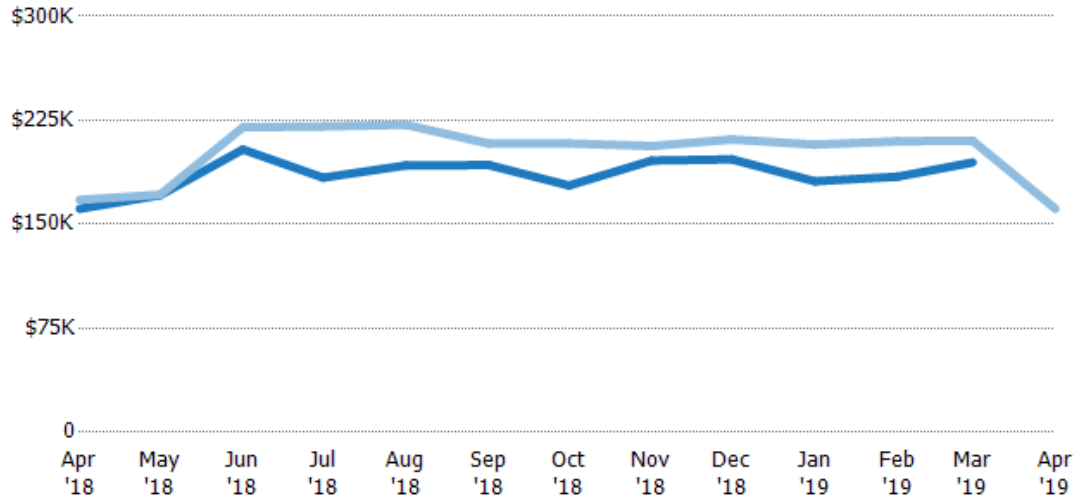
Current Year	\$5.32M	\$7.18M	\$7.34M	\$7.34M	\$6.16M	\$6.36M	\$6.23M	\$6.08M	\$5.51M	\$5.61M	\$5.53M	\$6.42M	-
Prior Year	\$4.86M	\$6.68M	\$8.58M	\$9.04M	\$9.53M	\$8.33M	\$8.33M	\$8.26M	\$8.45M	\$8.51M	\$7.76M	\$7.57M	\$5.32M
Percent Change from Prior Year	9%	7%	-14%	-19%	-35%	-24%	-25%	-26%	-35%	-34%	-29%	-15%	-100%

## Average Listing Price

The average listing price of active residential listings at the end of each month.

### Filters Used

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



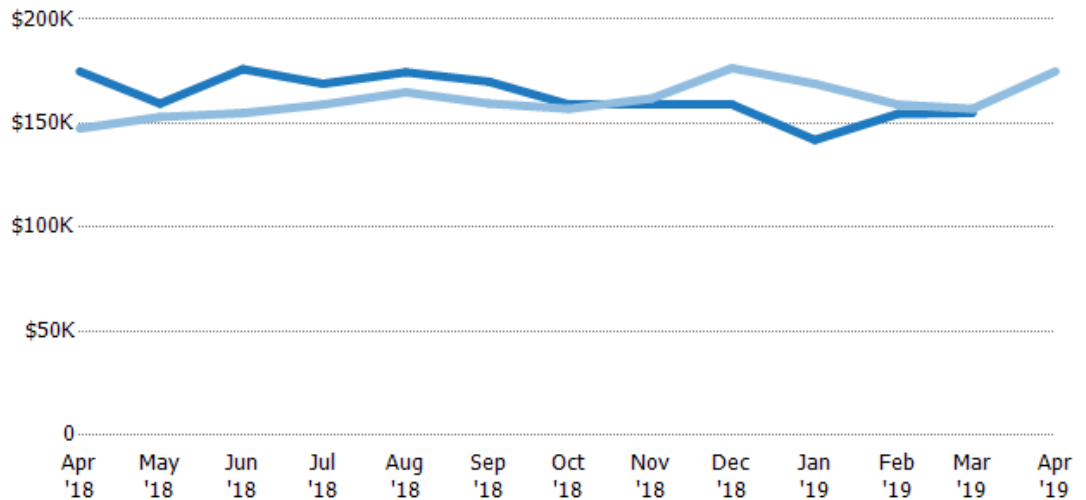
	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19
Current Year	\$161K	\$171K	\$204K	\$184K	\$192K	\$193K	\$178K	\$196K	\$197K	\$181K	\$184K	\$195K	-
Prior Year	\$168K	\$171K	\$220K	\$221K	\$222K	\$208K	\$208K	\$206K	\$211K	\$207K	\$210K	\$210K	\$161K
Percent Change from Prior Year	-4%	0%	-7%	-17%	-13%	-7%	-15%	-5%	-7%	-13%	-12%	-7%	-100%

## Median Listing Price

The median listing price of active residential listings at the end of each month.

### Filters Used

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



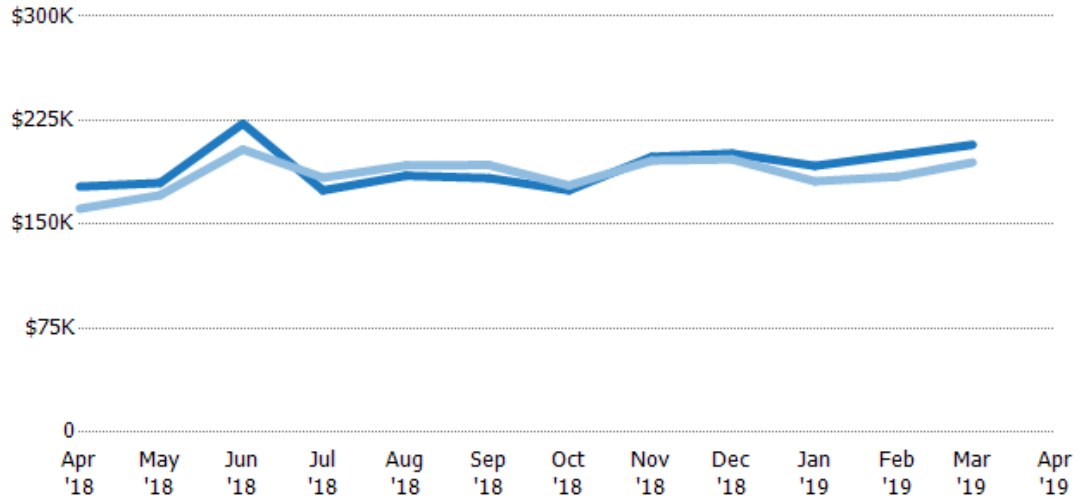
	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19
Current Year	\$175K	\$159K	\$176K	\$169K	\$175K	\$170K	\$159K	\$159K	\$159K	\$142K	\$155K	\$155K	-
Prior Year	\$148K	\$153K	\$155K	\$159K	\$165K	\$160K	\$157K	\$162K	\$177K	\$169K	\$159K	\$157K	\$175K
Percent Change from Prior Year	19%	4%	14%	6%	6%	7%	1%	-2%	-10%	-16%	-3%	-1%	-100%

## 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



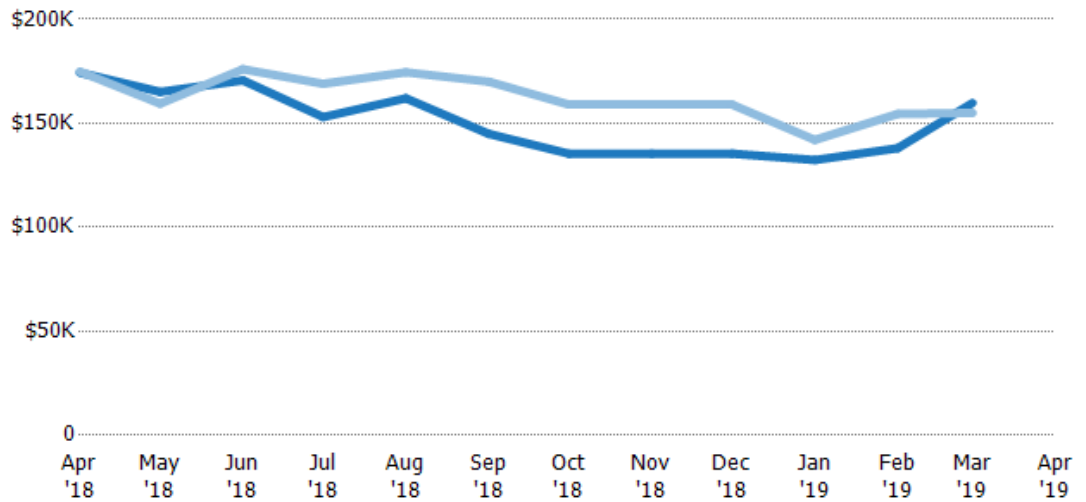
Avg Est Value	\$177K	\$180K	\$223K	\$174K	\$185K	\$183K	\$175K	\$199K	\$201K	\$192K	\$200K	\$207K	-
Avg Listing Price	\$161K	\$171K	\$204K	\$184K	\$192K	\$193K	\$178K	\$196K	\$197K	\$181K	\$184K	\$195K	-
Avg Listing Price as a % of Avg Est Value	91%	95%	92%	105%	104%	105%	102%	99%	98%	94%	92%	94%	-

## 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

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



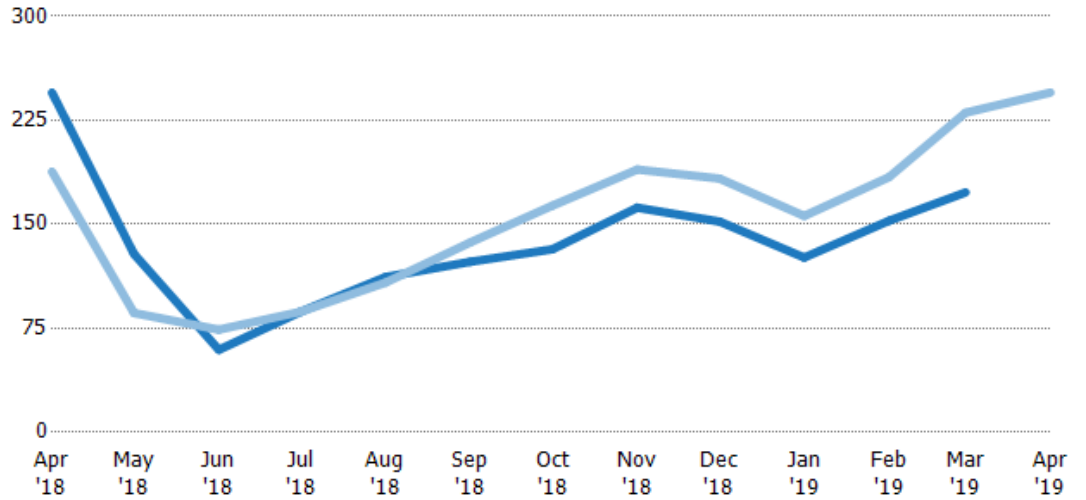
Median Est Value	\$174K	\$165K	\$171K	\$153K	\$162K	\$145K	\$135K	\$135K	\$135K	\$132K	\$138K	\$160K	-
Median Listing Price	\$175K	\$159K	\$176K	\$169K	\$175K	\$170K	\$159K	\$159K	\$159K	\$142K	\$155K	\$155K	-
Med Listing Price as a % of Med Est Value	100%	97%	103%	110%	108%	117%	117%	117%	117%	107%	112%	97%	-

## 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.

### Filters Used

ZIP: Lyndonville, VT 05851  
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 Family Residence



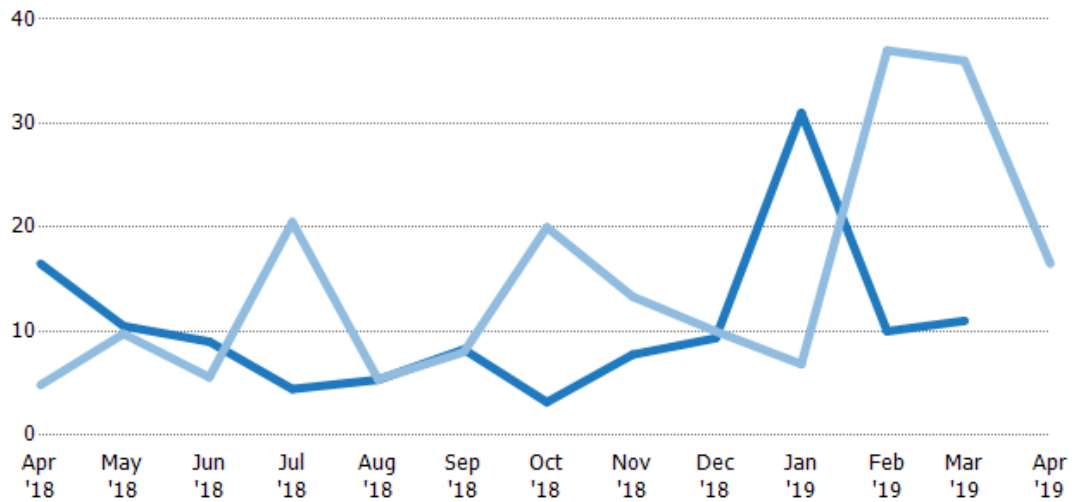
	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19
Current Year	245	129	59.5	87	112	123	132	162	152	126	153	173	-
Prior Year	188	86	74	87	108	137	164	190	183	156	184	231	245
Percent Change from Prior Year	30%	49%	-20%	0%	4%	-10%	-19%	-15%	-17%	-19%	-17%	-25%	-100%

## Months of Inventory

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

### Filters Used

ZIP: Lyndonville, VT 05851  
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 Family Residence



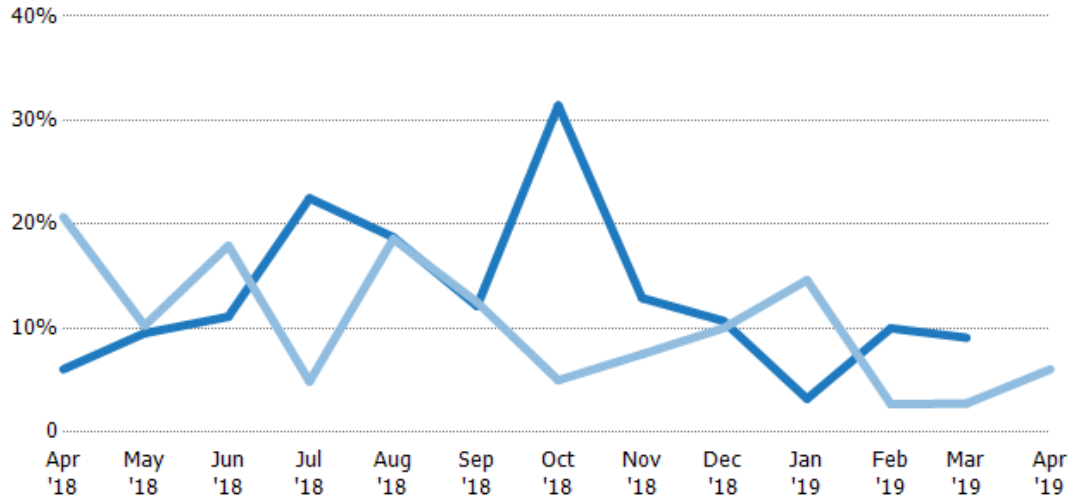
	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19
Current Year	16.5	10.5	9	4.44	5.33	8.25	3.18	7.75	9.33	31	10	11	-
Prior Year	4.83	9.75	5.57	20.5	5.38	8	20	13.3	10	6.83	37	36	16.5
Percent Change from Prior Year	241%	8%	62%	-78%	-1%	3%	-84%	-42%	-7%	354%	-73%	-69%	-100%

## Absorption Rate

The percentage of inventory sold per month.

### Filters Used

ZIP: Lyndonville, VT 05851  
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 Family Residence



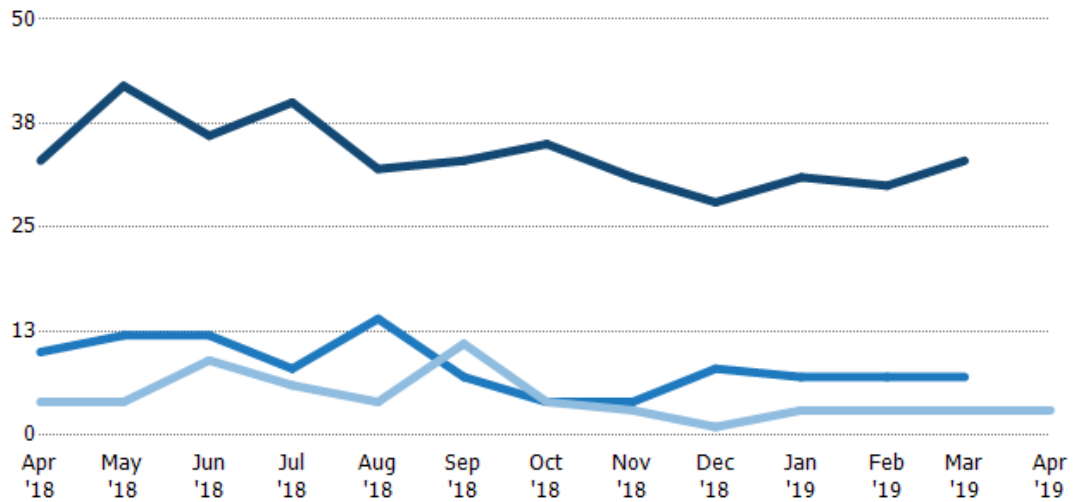
Current Year	6%	10%	11%	23%	19%	12%	31%	13%	11%	3%	10%	9%	-
Prior Year	21%	10%	18%	5%	19%	13%	5%	8%	10%	15%	3%	3%	6%
Change from Prior Year	15%	1%	7%	-18%	0%	0%	-26%	-5%	-1%	11%	-7%	-6%	6%

## Active/Pending/Sold Units

The number of residential properties that were Active, Pending and Sold each month.

### Filters Used

ZIP: Lyndonville, VT 05851  
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 Family Residence



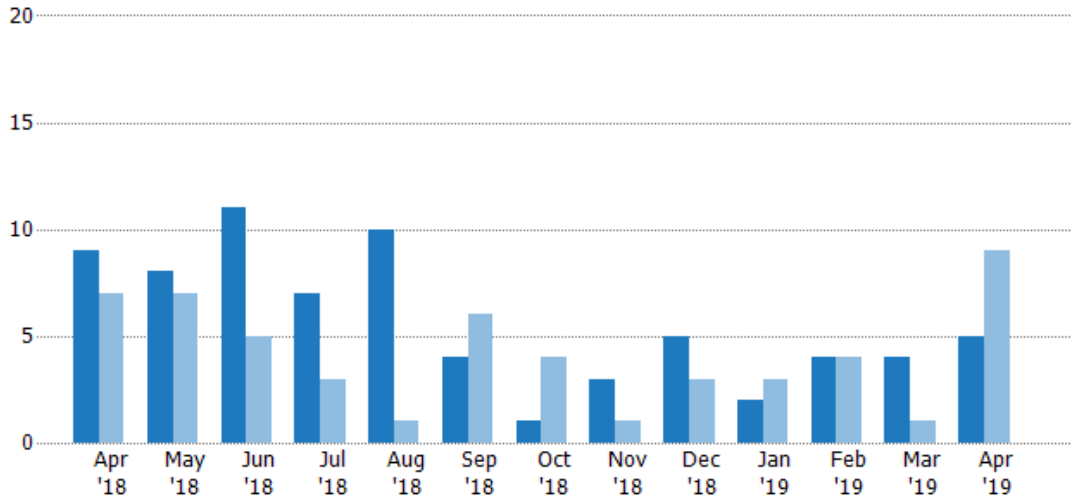
Active	33	42	36	40	32	33	35	31	28	31	30	33	-
Pending	10	12	12	8	14	7	4	4	8	7	7	7	-
Sold	4	4	9	6	4	11	4	3	1	3	3	3	3

## New Pending Sales

The number of residential properties with accepted offers that were added each month.

### Filters Used

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



Month/Year	Count	% Chg.
Apr '19	5	-44.4%
Apr '18	9	28.6%
Apr '17	7	-57.1%

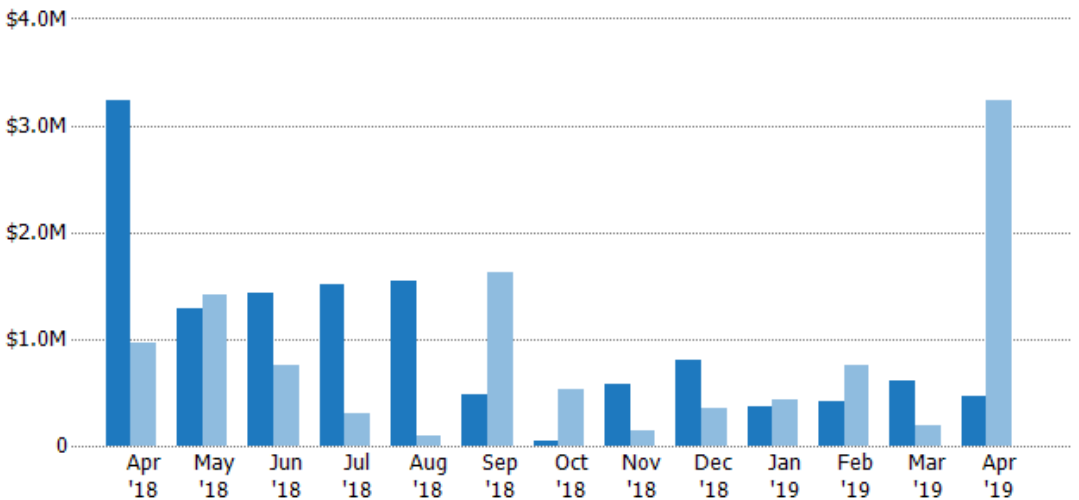
	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19
Current Year	9	8	11	7	10	4	1	3	5	2	4	4	5
Prior Year	7	7	5	3	1	6	4	1	3	3	4	1	9
Percent Change from Prior Year	29%	14%	120%	133%	900%	-33%	-75%	200%	67%	-33%	0%	300%	-44%

## New Pending Sales Volume

The sum of the sales price of residential properties with accepted offers that were added each month.

### Filters Used

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



Month/Year	Volume	% Chg.
Apr '19	\$457K	-85.9%
Apr '18	\$3.23M	238.4%
Apr '17	\$956K	-66.6%

	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19
Current Year	\$3.23M	\$1.28M	\$1.44M	\$1.51M	\$1.54M	\$481K	\$49K	\$585K	\$800K	\$369K	\$415K	\$605K	\$457K
Prior Year	\$956K	\$1.41M	\$760K	\$296K	\$97K	\$1.62M	\$535K	\$149K	\$349K	\$425K	\$757K	\$193K	\$3.23M
Percent Change from Prior Year	238%	-9%	89%	409%	1,488%	-70%	-91%	292%	129%	-13%	-45%	213%	-86%

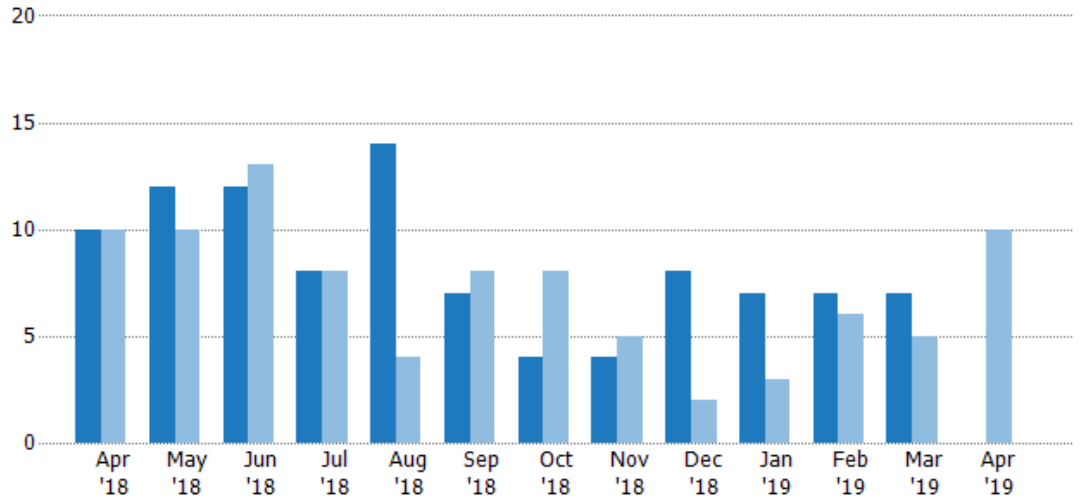


## Pending Sales

The number of residential properties with accepted offers that were available at the end each month.

### Filters Used

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



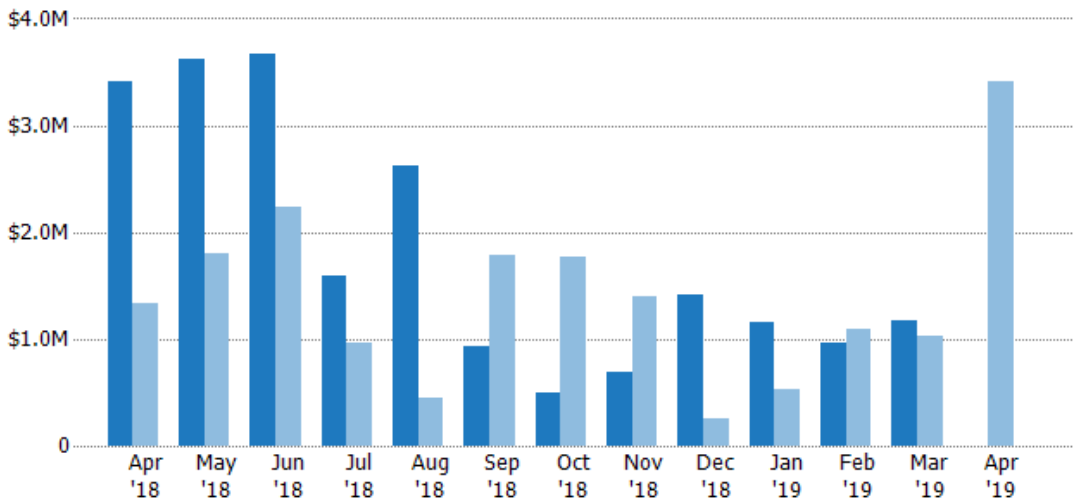
Current Year	10	12	12	8	14	7	4	4	8	7	7	7	-
Prior Year	10	10	13	8	4	8	8	5	2	3	6	5	10
Percent Change from Prior Year	0%	20%	-8%	0%	250%	-13%	-50%	-20%	300%	133%	17%	40%	-100%

## Pending Sales Volume

The sum of the sales price of residential 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	\$3.42M	\$3.61M	\$3.67M	\$1.59M	\$2.63M	\$939K	\$495K	\$697K	\$1.41M	\$1.16M	\$968K	\$1.17M	-
Prior Year	\$1.33M	\$1.8M	\$2.23M	\$967K	\$450K	\$1.78M	\$1.77M	\$1.39M	\$254K	\$529K	\$1.1M	\$1.02M	\$3.42M
Percent Change from Prior Year	158%	101%	65%	64%	484%	-47%	-72%	-50%	455%	120%	-12%	15%	-100%

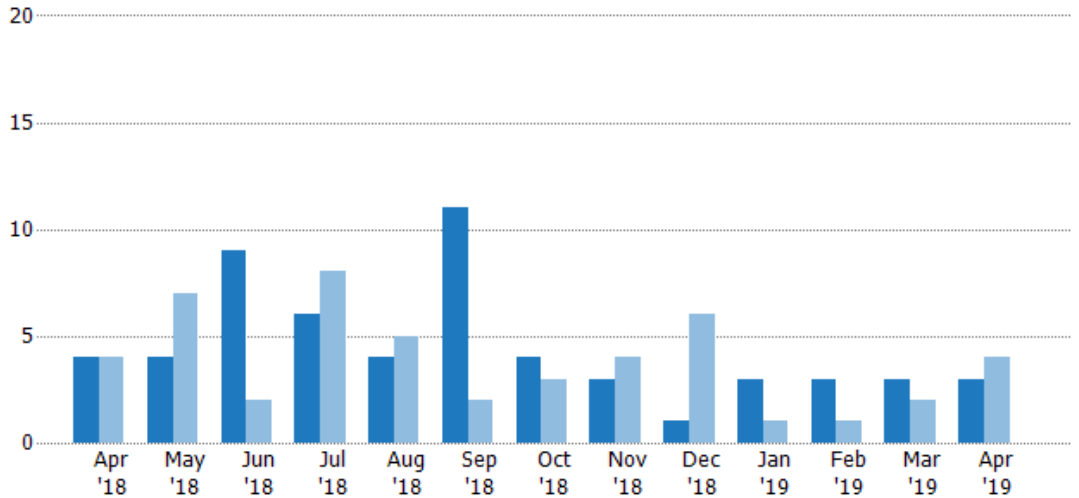
## Closed Sales

The total number of residential properties sold each month.

### Filters Used

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

Month/ Year	Count	% Chg.
Apr '19	3	-25%
Apr '18	4	0%
Apr '17	4	-25%



Current Year	4	4	9	6	4	11	4	3	1	3	3	3	3
Prior Year	4	7	2	8	5	2	3	4	6	1	1	2	4
Percent Change from Prior Year	0%	-43%	350%	-25%	-20%	450%	33%	-25%	-83%	200%	200%	50%	-25%

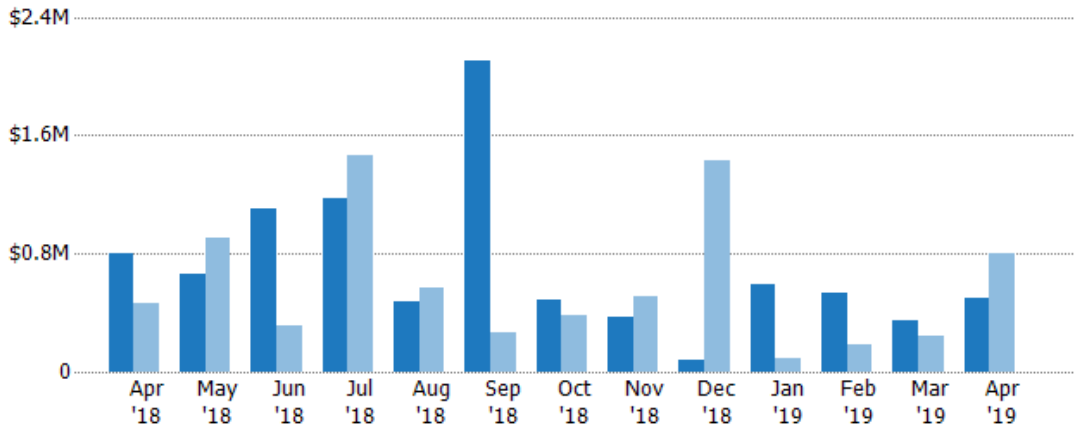
## Closed Sales Volume

The sum of the sales price of residential properties sold each month.

### Filters Used

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

Month/ Year	Volume	% Chg.
Apr '19	\$499K	-37.6%
Apr '18	\$800K	72%
Apr '17	\$465K	-46.7%



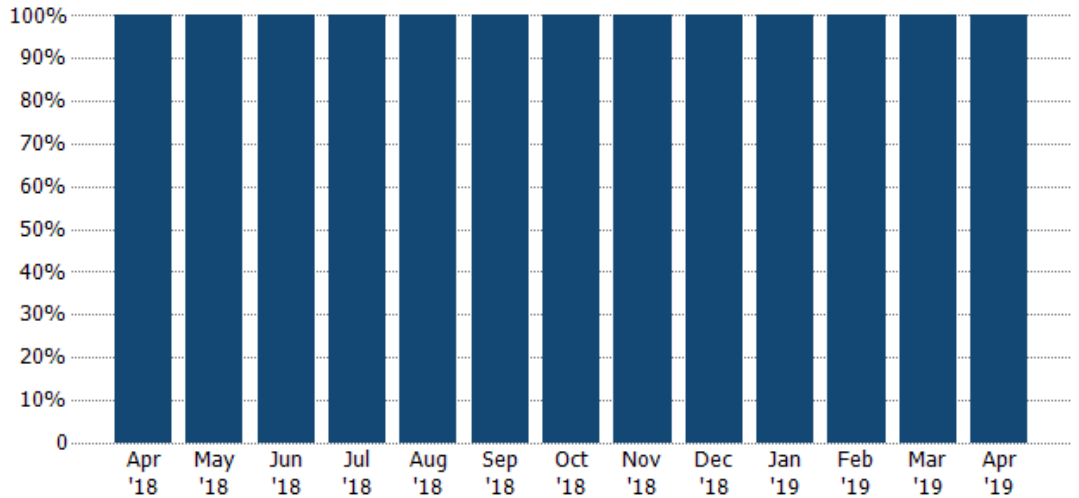
Current Year	\$800K	\$656K	\$1.1M	\$1.17M	\$477K	\$2.1M	\$483K	\$374K	\$82.5K	\$594K	\$528K	\$352K	\$499K
Prior Year	\$465K	\$907K	\$312K	\$1.46M	\$574K	\$264K	\$384K	\$512K	\$1.43M	\$93.5K	\$180K	\$248K	\$800K
Percent Change from Prior Year	72%	-28%	252%	-20%	-17%	696%	26%	-27%	-94%	535%	193%	42%	-38%

## Closed Sales by Property Type

The percentage of residential properties sold each month by property type.

**Filters Used**

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



■ Single Family Residence

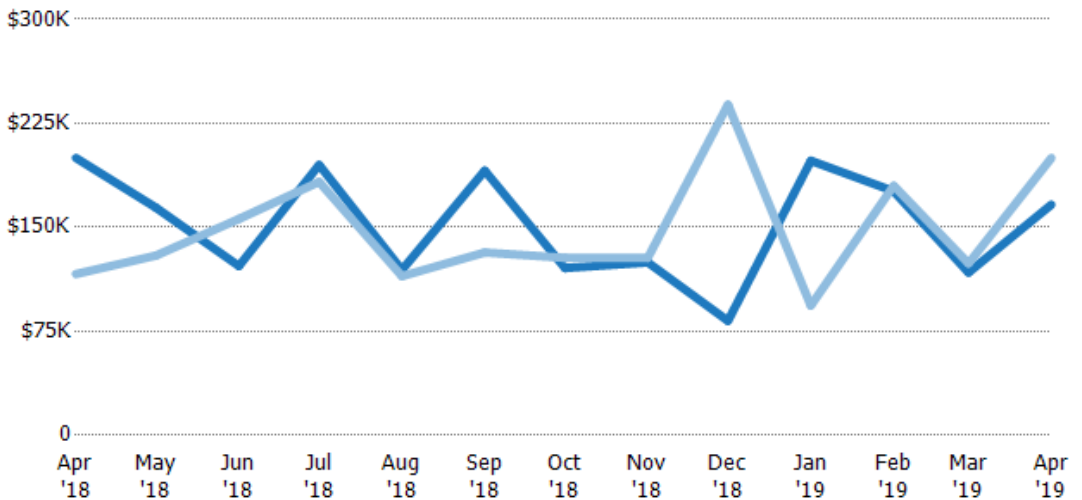
100% 100% 100% 100% 100% 100% 100% 100% 100% 100% 100% 100% 100%

## Average Sales Price

The average sales price of the residential properties sold each month.

**Filters Used**

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



Month/Year	Price	% Chg.
Apr '19	\$166K	-16.8%
Apr '18	\$200K	72%
Apr '17	\$116K	-28.9%

■ Current Year

■ Prior Year

Percent Change from Prior Year

\$200K	\$164K	\$122K	\$195K	\$119K	\$191K	\$121K	\$125K	\$82.5K	\$198K	\$176K	\$117K	\$166K
\$116K	\$130K	\$156K	\$183K	\$115K	\$132K	\$128K	\$128K	\$238K	\$93.5K	\$180K	\$124K	\$200K
72%	27%	-22%	7%	4%	45%	-6%	-3%	-65%	112%	-2%	-5%	-17%

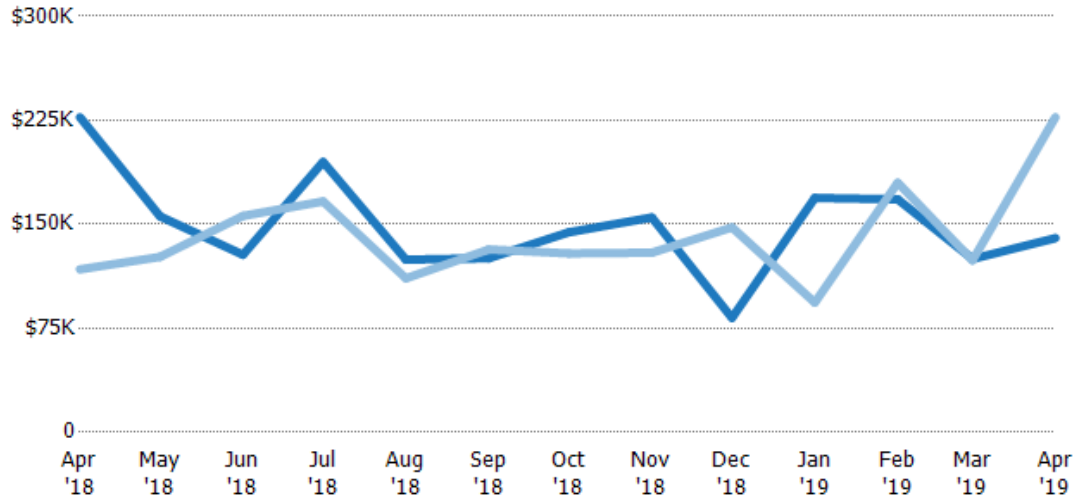
## Median Sales Price

The median sales price of the residential properties sold each month.

### Filters Used

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

Month/ Year	Price	% Chg.
Apr '19	\$140K	-38.4%
Apr '18	\$227K	93.4%
Apr '17	\$118K	-60%



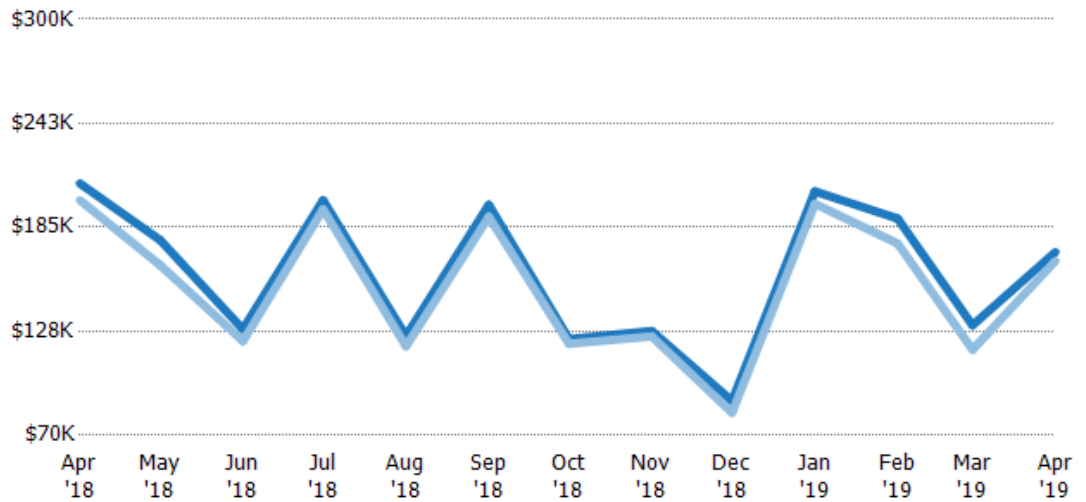
Current Year	\$227K	\$156K	\$128K	\$195K	\$125K	\$126K	\$144K	\$155K	\$82.5K	\$169K	\$168K	\$125K	\$140K
Prior Year	\$118K	\$127K	\$156K	\$167K	\$111K	\$132K	\$129K	\$130K	\$148K	\$93.5K	\$180K	\$124K	\$227K
Percent Change from Prior Year	93%	23%	-18%	17%	12%	-5%	12%	20%	-44%	81%	-7%	1%	-38%

## 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

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



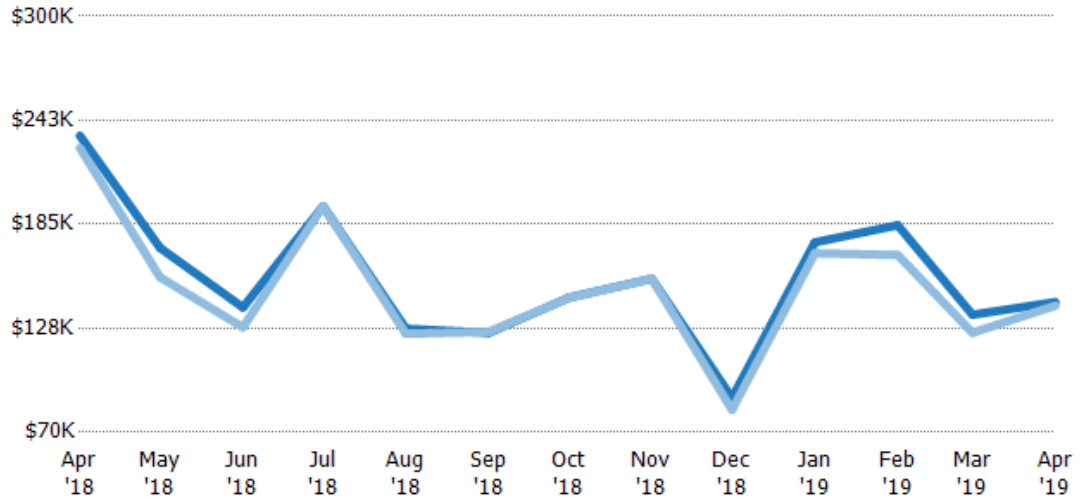
Avg List Price	\$209K	\$178K	\$129K	\$200K	\$125K	\$197K	\$123K	\$128K	\$89K	\$205K	\$190K	\$131K	\$171K
Avg Sales Price	\$200K	\$164K	\$122K	\$195K	\$119K	\$191K	\$121K	\$125K	\$82.5K	\$198K	\$176K	\$117K	\$166K
Avg Sales Price as a % of Avg List Price	96%	92%	95%	98%	96%	97%	98%	98%	93%	97%	93%	90%	97%

## 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:  
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 Family Residence



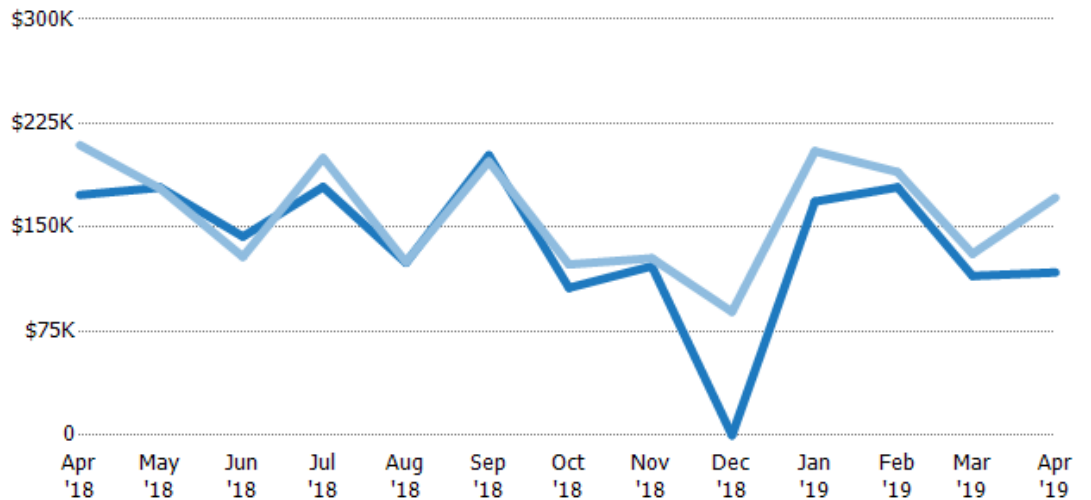
	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19
Median List Price	\$234K	\$172K	\$139K	\$195K	\$127K	\$125K	\$144K	\$155K	\$89K	\$175K	\$185K	\$135K	\$142K
Median Sales Price	\$227K	\$156K	\$128K	\$195K	\$125K	\$126K	\$144K	\$155K	\$82.5K	\$169K	\$168K	\$125K	\$140K
Med Sales Price as a % of Med List Price	97%	91%	92%	100%	98%	100%	100%	100%	93%	97%	91%	93%	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.

### Filters Used

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



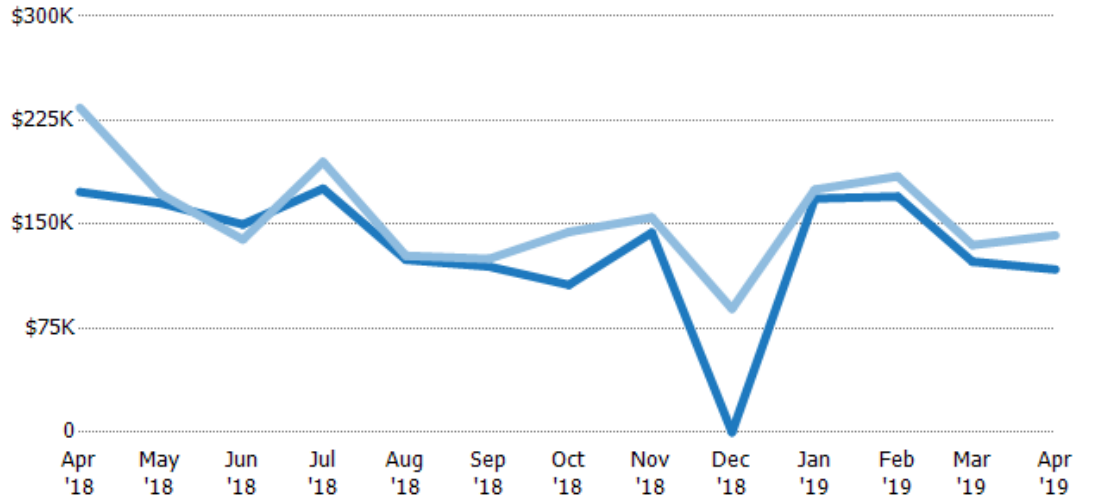
	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19
Avg Est Value	\$173K	\$179K	\$143K	\$179K	\$124K	\$202K	\$106K	\$122K	\$0	\$169K	\$179K	\$115K	\$117K
Avg Sales Price	\$209K	\$178K	\$129K	\$200K	\$125K	\$197K	\$123K	\$128K	\$89K	\$205K	\$190K	\$131K	\$171K
Avg Sales Price as a % of Avg Est Value	121%	100%	90%	112%	100%	98%	116%	105%	100%	122%	106%	114%	146%

## 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



	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19
Median Est Value	\$173K	\$165K	\$150K	\$176K	\$124K	\$120K	\$106K	\$144K	\$0	\$169K	\$170K	\$123K	\$117K
Median Sales Price	\$234K	\$172K	\$139K	\$195K	\$127K	\$125K	\$144K	\$155K	\$89K	\$175K	\$185K	\$135K	\$142K
Med Sales Price as a % of Med Est Value	135%	104%	93%	111%	102%	105%	136%	108%	100%	104%	109%	110%	121%