

Summary of Key Listing and Sales Metrics

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

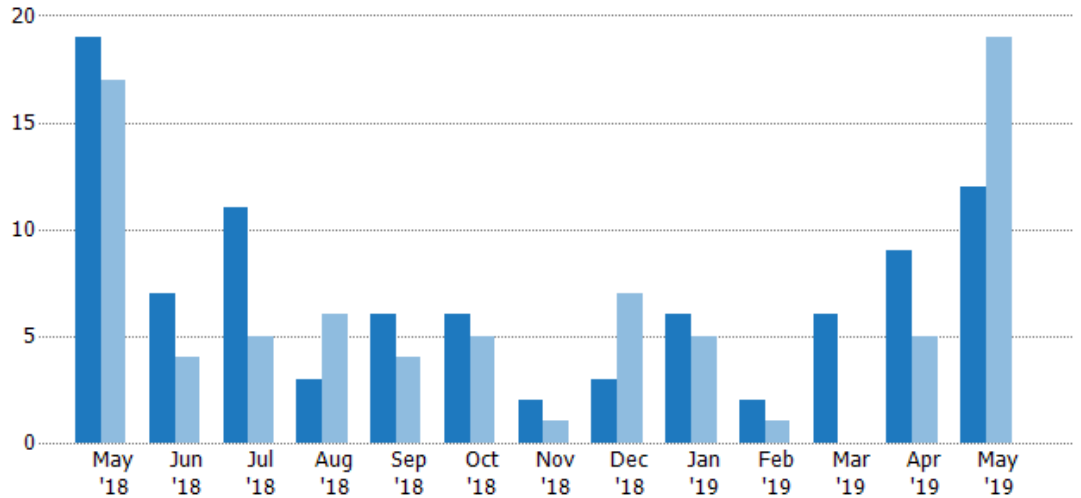
Key Metrics	May 2019	May 2018	+ / -	YTD 2019	YTD 2018	+ / -
Listing Activity Charts Metrics						
New Listing Count	12	19	-36.8%	35	30	+16.7%
New Listing Volume	\$2,593,800	\$3,446,800	-24.7%	\$7,353,100	\$5,226,200	+40.7%
Active Listing Count	37	41	-9.8%	N/A	N/A	
Active Listing Volume	\$8,684,400	\$7,126,750	+21.9%	N/A	N/A	
Average Listing Price	\$234,714	\$173,823	+35%	\$201,799	\$195,516	+3.2%
Median Listing Price	\$189,900	\$159,900	+18.8%	\$161,258	\$165,105	-2.3%
Median Days in RPR	78	128	-39.1%	124.55	177.73	-29.9%
Months of Inventory	9.3	13.7	-32.3%	15.6	8.3	+88%
Absorption Rate	10.81%	7.32%	+3.5%	6.4%	12.02%	-5.6%
Sales Activity Charts Metrics						
New Pending Sales Count	8	8	+—	23	25	-8%
New Pending Sales Volume	\$1,209,300	\$1,282,000	-5.7%	\$3,054,600	\$5,890,400	-48.1%
Pending Sales Count	8	11	-27.3%	N/A	N/A	
Pending Sales Volume	\$1,246,000	\$3,453,500	-63.9%	N/A	N/A	
Closed Sales Count	6	4	+50%	19	11	+72.7%
Closed Sales Volume	\$783,200	\$656,400	+19.3%	\$2,788,200	\$1,702,700	+63.8%
Average Sales Price	\$130,533	\$164,100	-20.5%	\$146,747	\$154,791	-5.2%
Median Sales Price	\$146,750	\$155,700	-5.7%	\$145,500	\$155,691	-6.5%

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



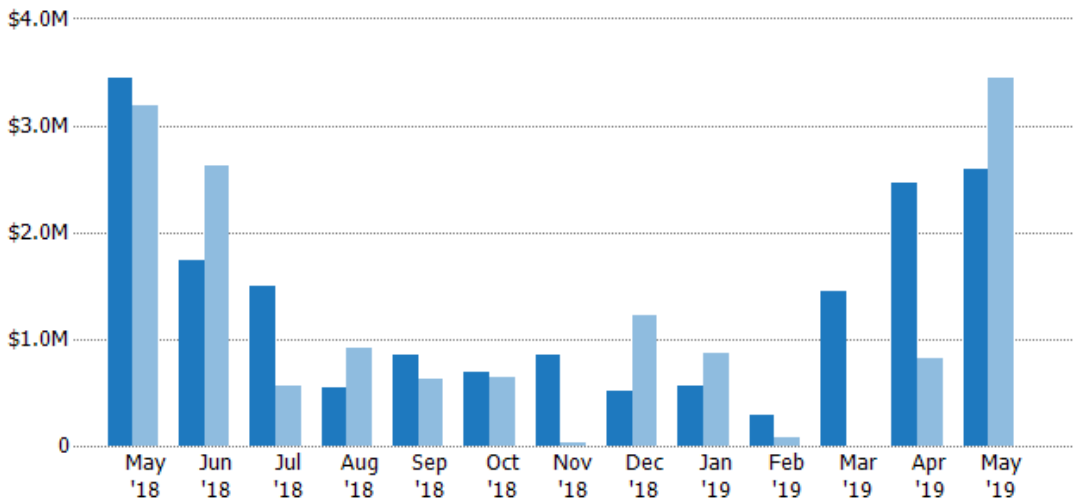
Current Year	19	7	11	3	6	6	2	3	6	2	6	9	12
Prior Year	17	4	5	6	4	5	1	7	5	1	-	5	19
Percent Change from Prior Year	12%	75%	120%	-50%	50%	20%	100%	-57%	20%	100%	100%	80%	-37%

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	\$3.45M	\$1.74M	\$1.5M	\$545K	\$854K	\$691K	\$855K	\$520K	\$559K	\$295K	\$1.44M	\$2.46M	\$2.59M
Prior Year	\$3.18M	\$2.62M	\$563K	\$920K	\$628K	\$638K	\$34.9K	\$1.23M	\$874K	\$84K	-	\$821K	\$3.45M
Percent Change from Prior Year	8%	-33%	166%	-41%	36%	8%	2,350%	-58%	-36%	251%	100%	200%	-25%

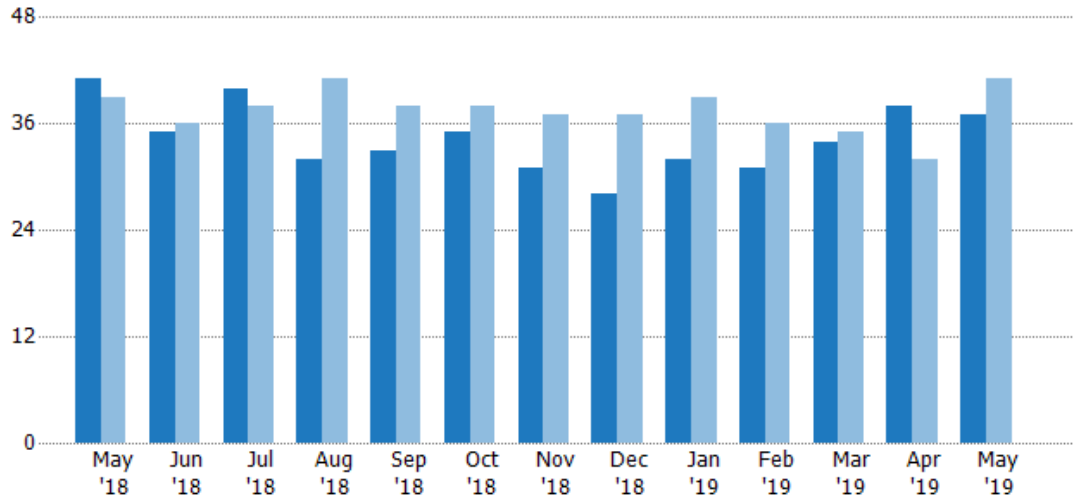
Active Listings

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

Month/ Year	Count	% Chg.
May '19	37	-9.8%
May '18	41	5.1%
May '17	39	15.4%



	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19
Current Year	41	35	40	32	33	35	31	28	32	31	34	38	37
Prior Year	39	36	38	41	38	38	37	37	39	36	35	32	41
Percent Change from Prior Year	5%	-3%	5%	-22%	-13%	-8%	-16%	-24%	-18%	-14%	-3%	19%	-10%

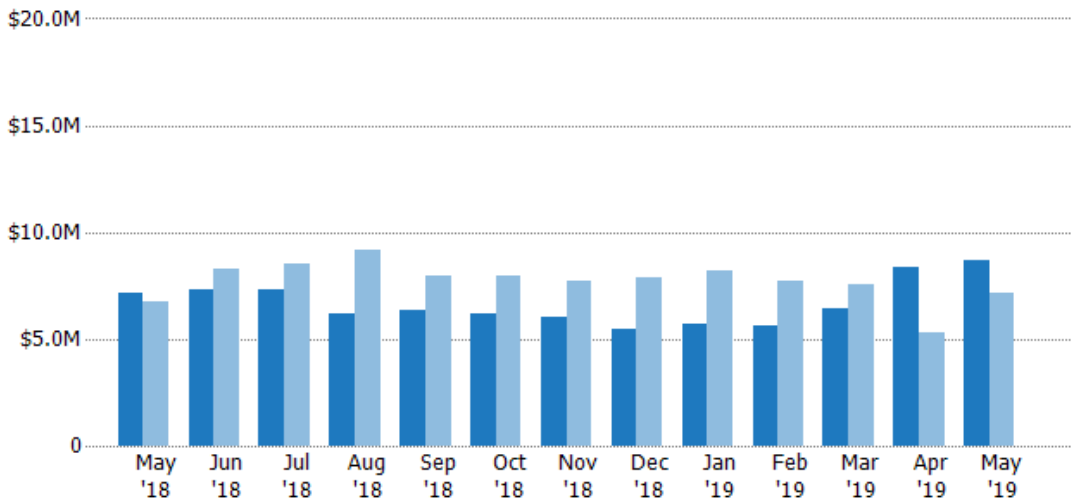
Active Listing Volume

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

Month/ Year	Volume	% Chg.
May '19	\$8.68M	21.9%
May '18	\$7.13M	6%
May '17	\$6.72M	60.1%



	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19
Current Year	\$7.13M	\$7.29M	\$7.33M	\$6.15M	\$6.34M	\$6.2M	\$6.05M	\$5.48M	\$5.67M	\$5.59M	\$6.44M	\$8.33M	\$8.68M
Prior Year	\$6.72M	\$8.25M	\$8.56M	\$9.18M	\$7.97M	\$7.98M	\$7.7M	\$7.89M	\$8.16M	\$7.71M	\$7.52M	\$5.26M	\$7.13M
Percent Change from Prior Year	6%	-12%	-14%	-33%	-20%	-22%	-21%	-31%	-31%	-28%	-14%	58%	22%

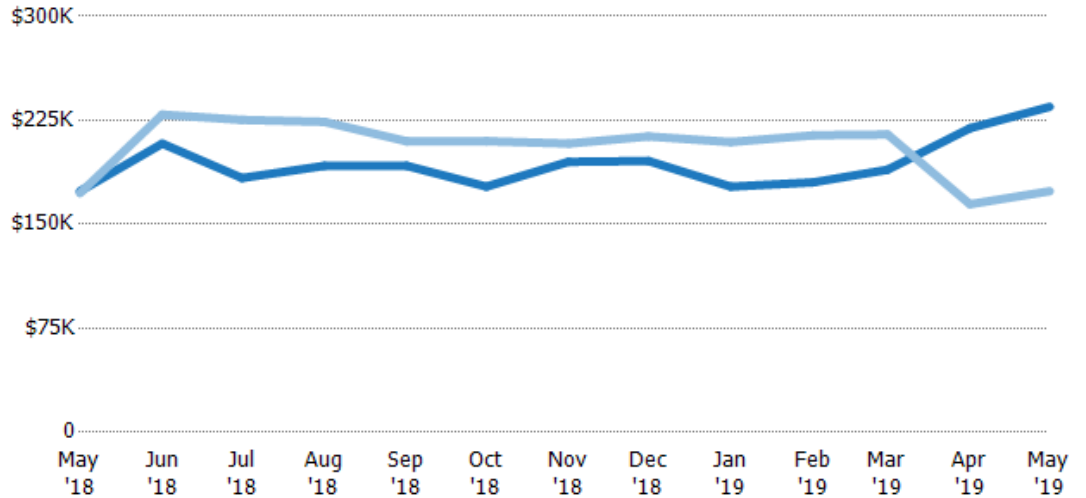
Average Listing Price

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

Month/ Year	Price	% Chg.
May '19	\$235K	35%
May '18	\$174K	0.9%
May '17	\$172K	38.7%



Current Year	\$174K	\$208K	\$183K	\$192K	\$192K	\$177K	\$195K	\$196K	\$177K	\$180K	\$189K	\$219K	\$235K
Prior Year	\$172K	\$229K	\$225K	\$224K	\$210K	\$210K	\$208K	\$213K	\$209K	\$214K	\$215K	\$164K	\$174K
Percent Change from Prior Year	1%	-9%	-19%	-14%	-8%	-16%	-6%	-8%	-15%	-16%	-12%	33%	35%

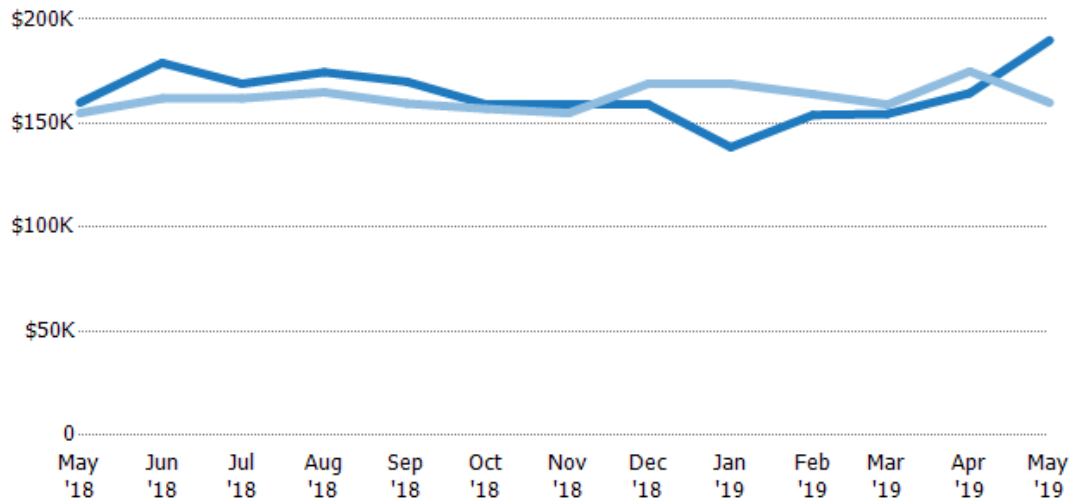
Median Listing Price

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

Month/ Year	Price	% Chg.
May '19	\$190K	18.8%
May '18	\$160K	3.2%
May '17	\$155K	13%



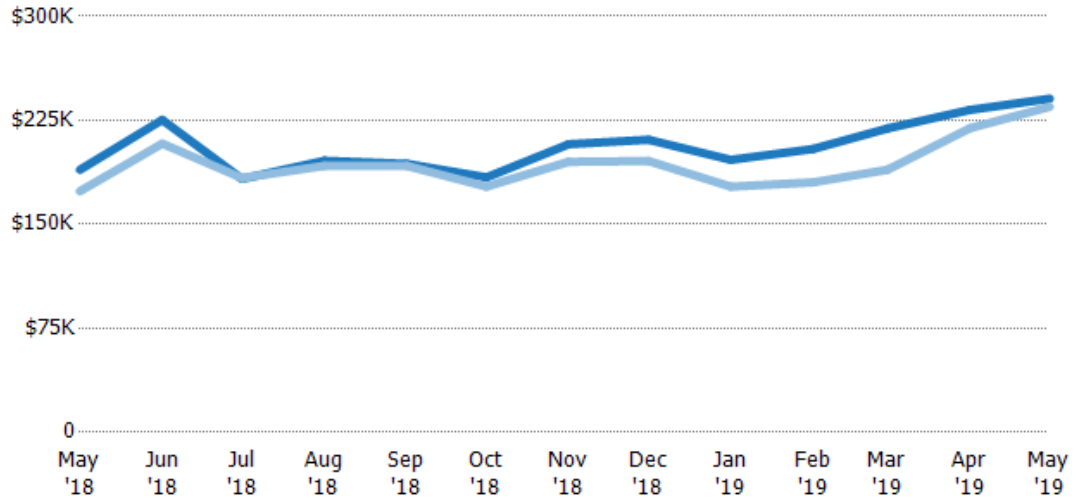
Current Year	\$160K	\$179K	\$169K	\$175K	\$170K	\$159K	\$159K	\$159K	\$139K	\$154K	\$155K	\$165K	\$190K
Prior Year	\$155K	\$162K	\$162K	\$165K	\$160K	\$157K	\$155K	\$169K	\$169K	\$164K	\$159K	\$175K	\$160K
Percent Change from Prior Year	3%	11%	4%	6%	7%	1%	3%	-6%	-18%	-6%	-3%	-6%	19%

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



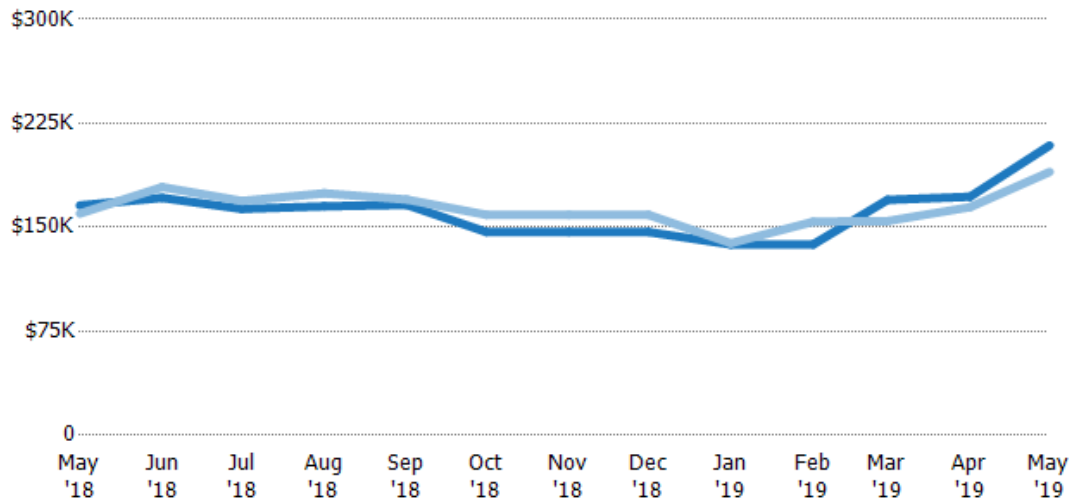
Avg Est Value	\$189K	\$225K	\$183K	\$196K	\$194K	\$184K	\$208K	\$211K	\$196K	\$204K	\$219K	\$232K	\$241K
Avg Listing Price	\$174K	\$208K	\$183K	\$192K	\$192K	\$177K	\$195K	\$196K	\$177K	\$180K	\$189K	\$219K	\$235K
Avg Listing Price as a % of Avg Est Value	92%	92%	100%	98%	99%	96%	94%	93%	90%	88%	86%	94%	98%

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	\$166K	\$171K	\$163K	\$165K	\$166K	\$147K	\$147K	\$147K	\$138K	\$138K	\$170K	\$172K	\$209K
Median Listing Price	\$160K	\$179K	\$169K	\$175K	\$170K	\$159K	\$159K	\$159K	\$139K	\$154K	\$155K	\$165K	\$190K
Med Listing Price as a % of Med Est Value	96%	105%	104%	106%	102%	108%	108%	108%	101%	112%	91%	96%	91%

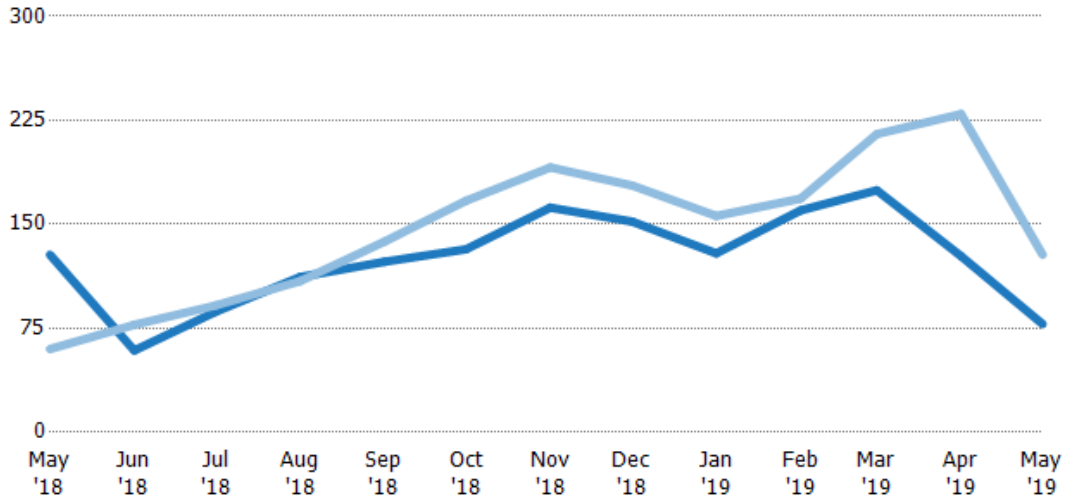
Median Days in RPR

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

Month/Year	Days	% Chg.
May '19	78	-39.1%
May '18	128	113.3%
May '17	60	126.7%



	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19
Current Year	128	59	87	112	123	132	162	152	129	160	175	127	78
Prior Year	60	77.5	91.5	109	138	167	191	178	156	169	215	230	128
Percent Change from Prior Year	113%	-24%	-5%	3%	-11%	-21%	-15%	-15%	-17%	-5%	-19%	-45%	-39%

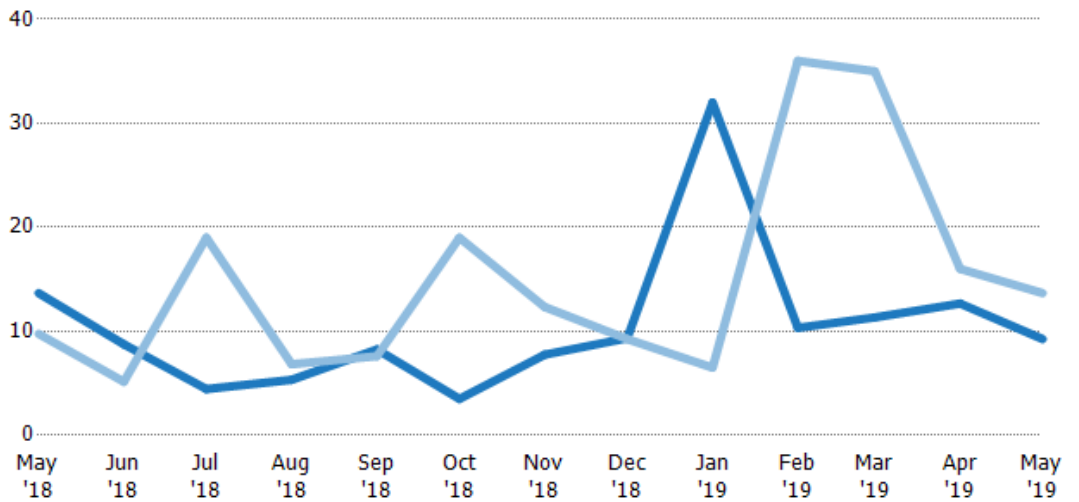
Months of Inventory

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

Filters Used

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

Month/Year	Months	% Chg.
May '19	9.25	-32.3%
May '18	13.7	40.2%
May '17	9.75	53.8%



	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19
Current Year	13.7	8.75	4.44	5.33	8.25	3.5	7.75	9.33	32	10.3	11.3	12.7	9.25
Prior Year	9.75	5.14	19	6.83	7.6	19	12.3	9.25	6.5	36	35	16	13.7
Percent Change from Prior Year	40%	70%	-77%	-22%	9%	-82%	-37%	1%	392%	-71%	-68%	-21%	-32%

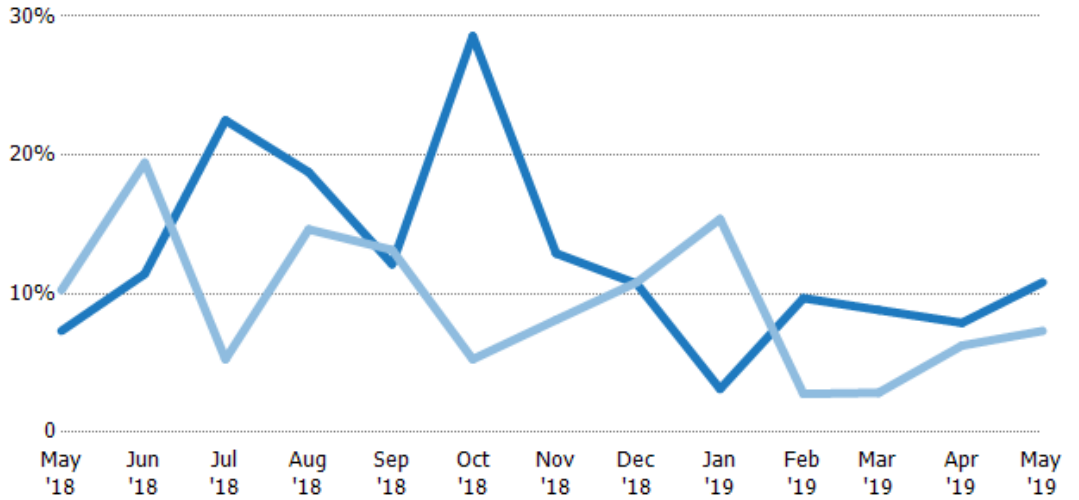
Absorption Rate

The percentage of inventory sold per month.

Filters Used

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

Month/ Year	Rate	Chg.
May '19	11%	-3.5%
May '18	7%	2.9%
May '17	10%	-35%



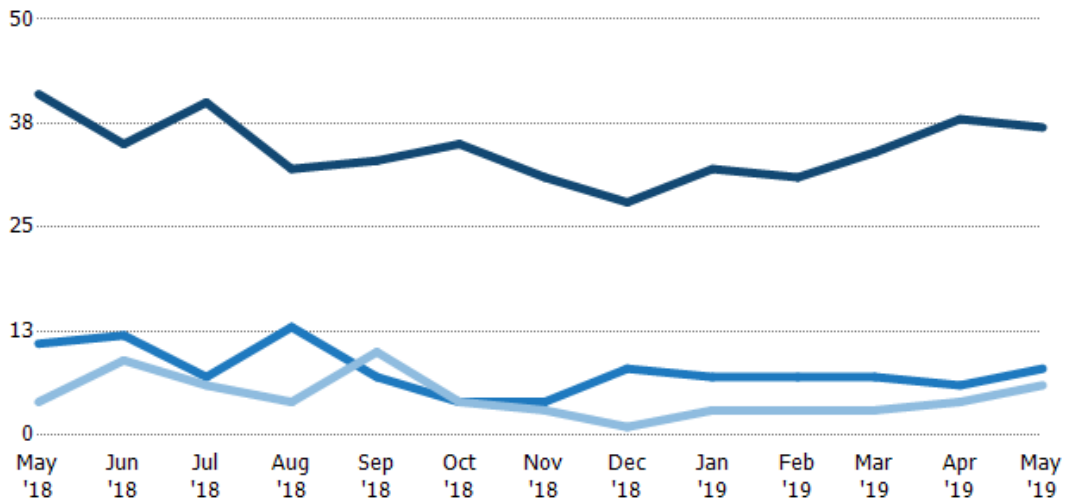
	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19
Current Year	7%	11%	23%	19%	12%	29%	13%	11%	3%	10%	9%	8%	11%
Prior Year	10%	19%	5%	15%	13%	5%	8%	11%	15%	3%	3%	6%	7%
Change from Prior Year	3%	8%	-17%	-4%	1%	-23%	-5%	0%	12%	-7%	-6%	-2%	-4%

Active/Pending/Sold Units

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

Filters Used

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



	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19
Active	41	35	40	32	33	35	31	28	32	31	34	38	37
Pending	11	12	7	13	7	4	4	8	7	7	7	6	8
Sold	4	9	6	4	10	4	3	1	3	3	3	4	6

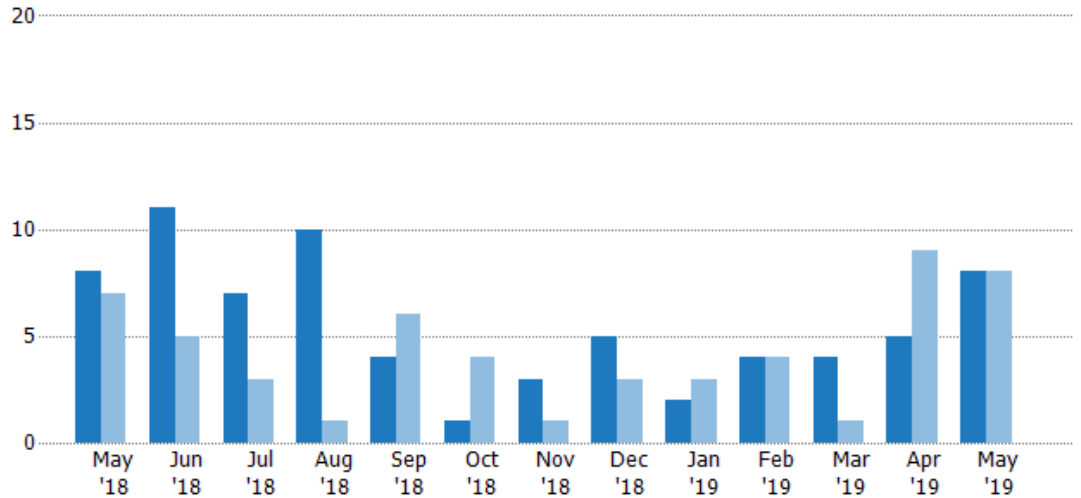
New Pending Sales

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.
May '19	8	0%
May '18	8	14.3%
May '17	7	-42.9%



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

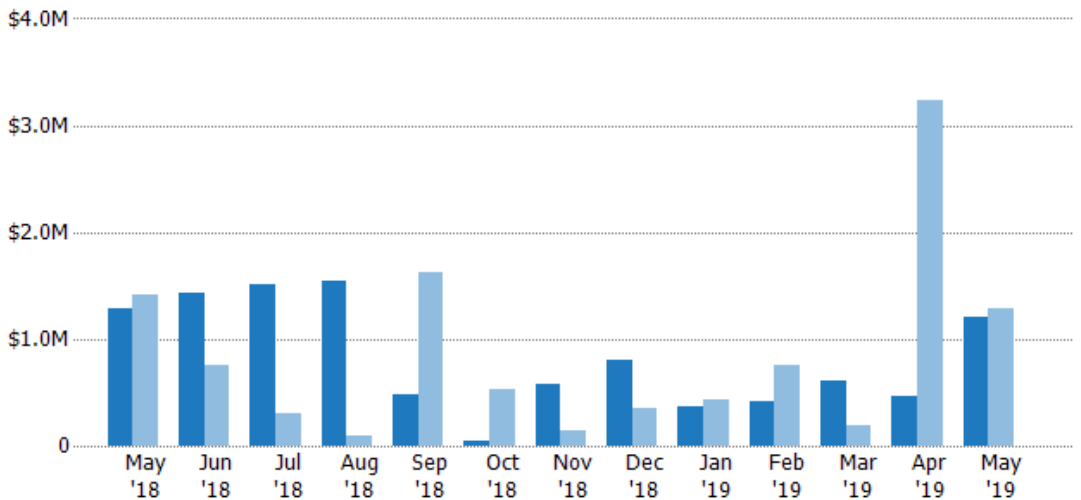
New Pending Sales Volume

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.
May '19	\$1.21M	-5.7%
May '18	\$1.28M	-9%
May '17	\$1.41M	-46.5%



	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19
Current Year	\$1.28M	\$1.44M	\$1.51M	\$1.54M	\$481K	\$49K	\$585K	\$800K	\$369K	\$415K	\$605K	\$457K	\$1.21M
Prior Year	\$1.41M	\$760K	\$296K	\$97K	\$1.62M	\$535K	\$149K	\$349K	\$425K	\$757K	\$193K	\$3.23M	\$1.28M
Percent Change from Prior Year	-9%	89%	409%	1,488%	-70%	-91%	292%	129%	-13%	-45%	213%	-86%	-6%

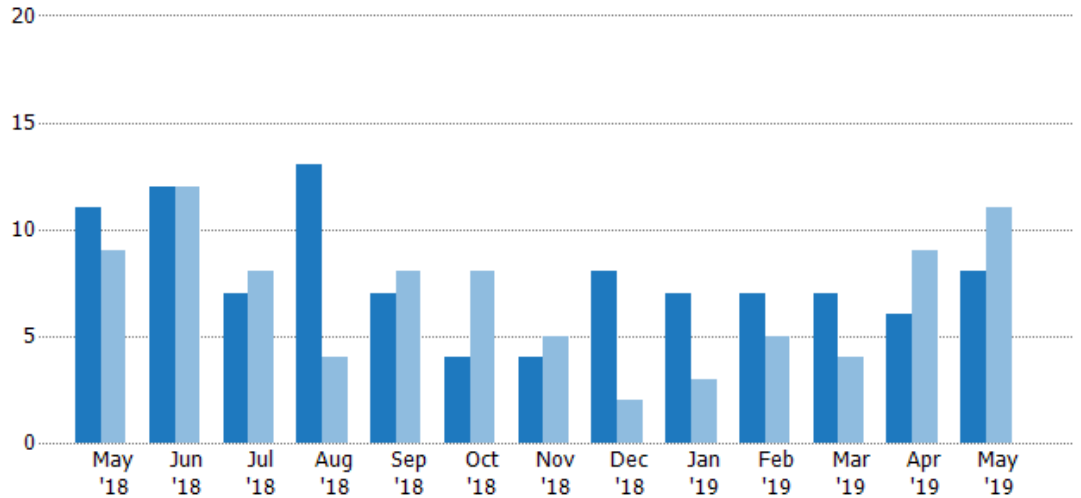
Pending Sales

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

Month/ Year	Count	% Chg.
May '19	8	-27.3%
May '18	11	22.2%
May '17	9	-33.3%



	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19
Current Year	11	12	7	13	7	4	4	8	7	7	7	6	8
Prior Year	9	12	8	4	8	8	5	2	3	5	4	9	11
Percent Change from Prior Year	22%	0%	-13%	225%	-13%	-50%	-20%	300%	133%	40%	75%	-33%	-27%

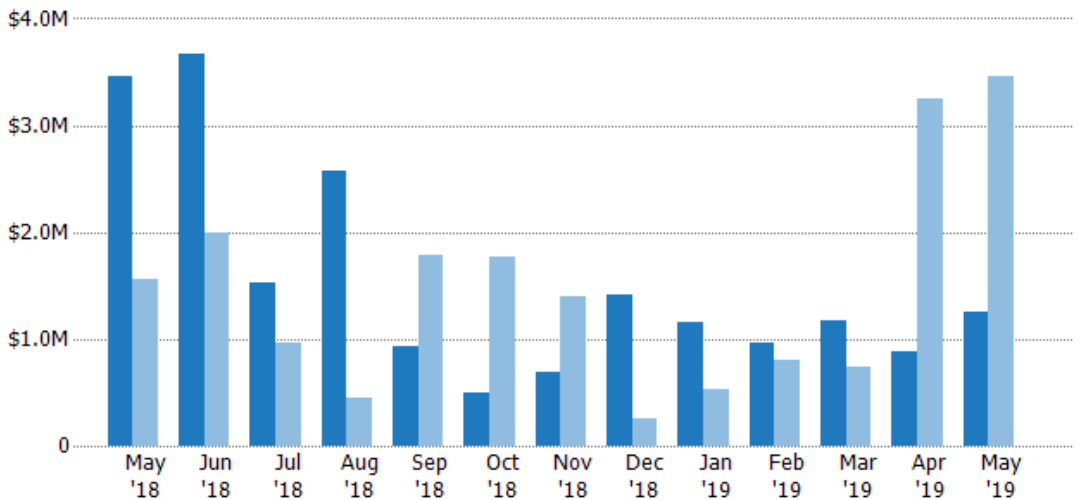
Pending Sales Volume

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

Month/ Year	Volume	% Chg.
May '19	\$1.25M	-63.9%
May '18	\$3.45M	120.4%
May '17	\$1.57M	-39.9%



	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19
Current Year	\$3.45M	\$3.67M	\$1.53M	\$2.57M	\$939K	\$495K	\$697K	\$1.41M	\$1.16M	\$968K	\$1.17M	\$877K	\$1.25M
Prior Year	\$1.57M	\$2M	\$967K	\$450K	\$1.78M	\$1.77M	\$1.39M	\$254K	\$529K	\$807K	\$732K	\$3.26M	\$3.45M
Percent Change from Prior Year	120%	83%	59%	472%	-47%	-72%	-50%	455%	120%	20%	60%	-73%	-64%

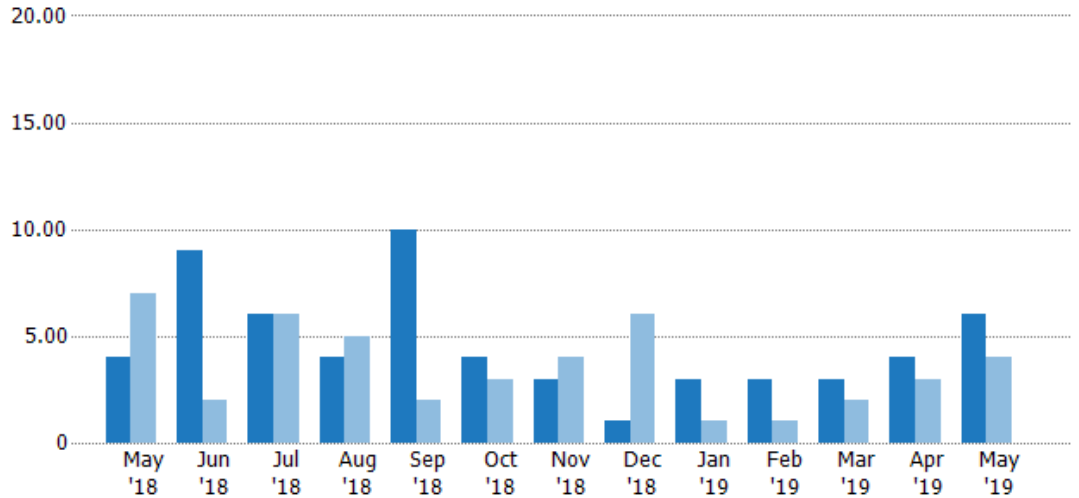
Closed Sales

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.
May '19	6	50%
May '18	4	-42.9%
May '17	7	-85.7%



Current Year	4	9	6	4	10	4	3	1	3	3	3	4	6
Prior Year	7	2	6	5	2	3	4	6	1	1	2	3	4
Percent Change from Prior Year	-43%	350%	0%	-20%	400%	33%	-25%	-83%	200%	200%	50%	33%	50%

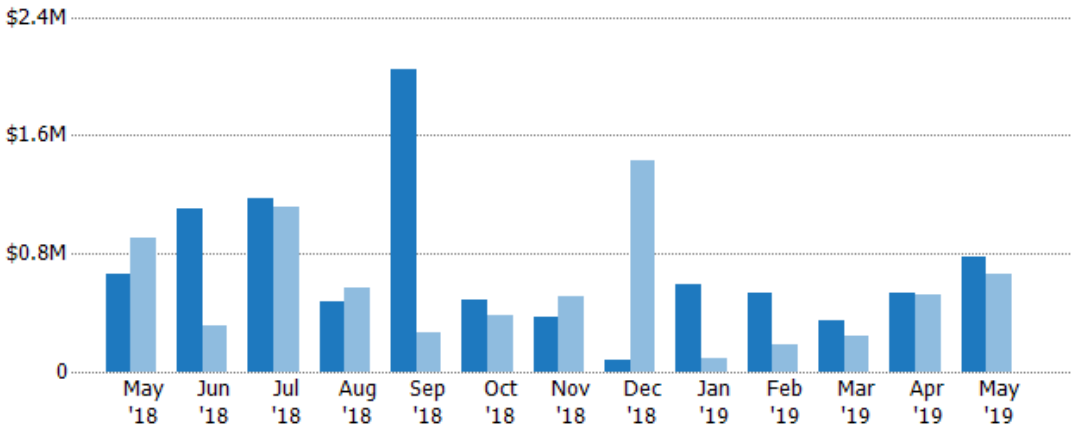
Closed Sales Volume

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.
May '19	\$783K	19.3%
May '18	\$656K	-27.7%
May '17	\$907K	-86.2%



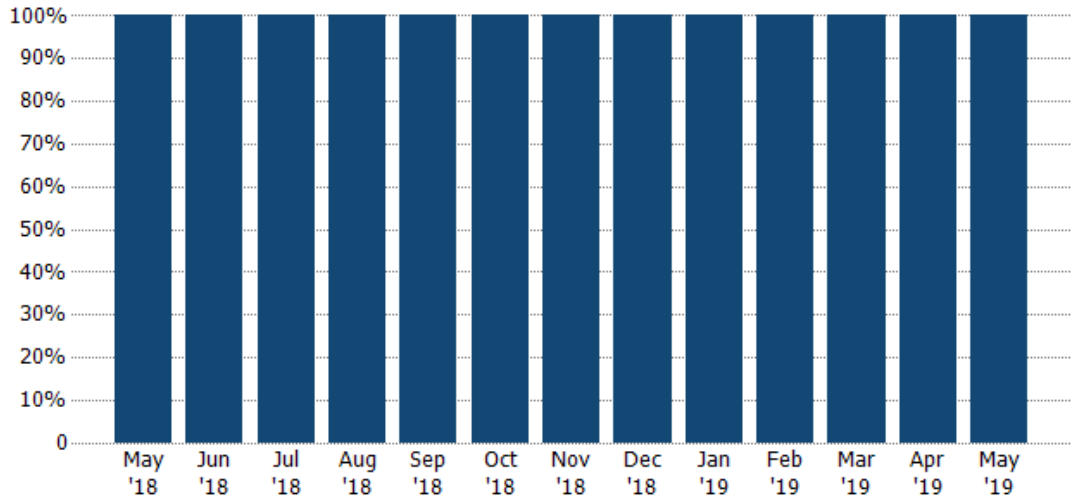
Current Year	\$656K	\$1.1M	\$1.17M	\$477K	\$2.05M	\$483K	\$374K	\$82.5K	\$594K	\$528K	\$352K	\$531K	\$783K
Prior Year	\$907K	\$312K	\$1.12M	\$574K	\$264K	\$384K	\$512K	\$1.43M	\$93.5K	\$180K	\$248K	\$525K	\$656K
Percent Change from Prior Year	-28%	252%	5%	-17%	677%	26%	-27%	-94%	535%	193%	42%	1%	19%

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

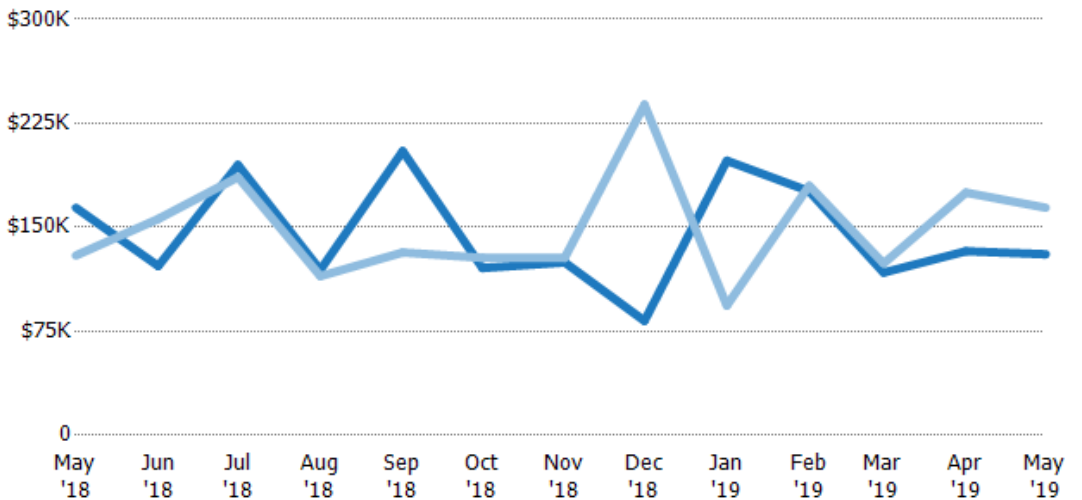
100% 100% 100% 100% 100% 100% 100% 100% 100% 100% 100% 100% 100%

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



■ Current Year

■ Prior Year

Percent Change from Prior Year

Current Year	\$164K	\$122K	\$195K	\$119K	\$205K	\$121K	\$125K	\$82.5K	\$198K	\$176K	\$117K	\$133K	\$131K
Prior Year	\$130K	\$156K	\$186K	\$115K	\$132K	\$128K	\$128K	\$238K	\$93.5K	\$180K	\$124K	\$175K	\$164K
Percent Change from Prior Year	27%	-22%	5%	4%	55%	-6%	-3%	-65%	112%	-2%	-5%	-24%	-20%

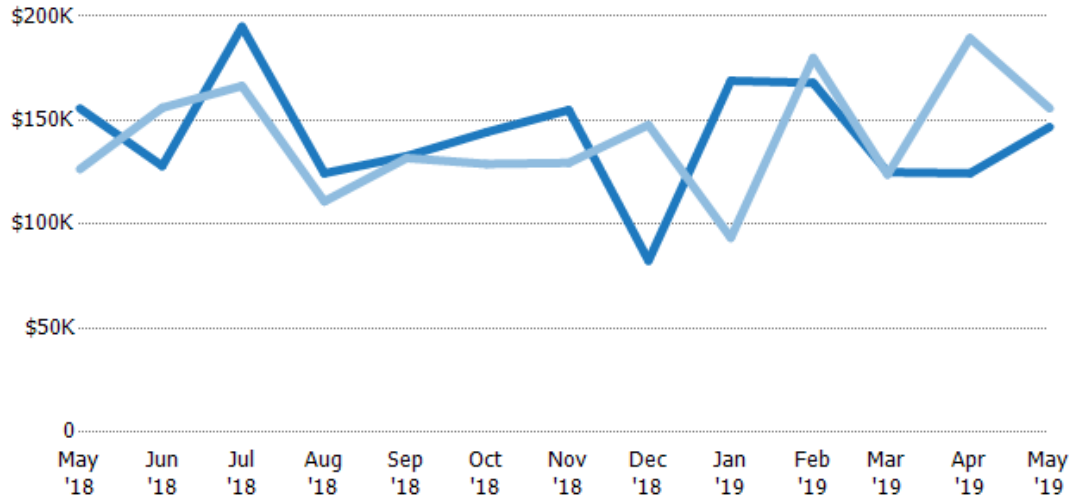
Median Sales Price

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.
May '19	\$147K	-5.7%
May '18	\$156K	23.1%
May '17	\$127K	-1.2%



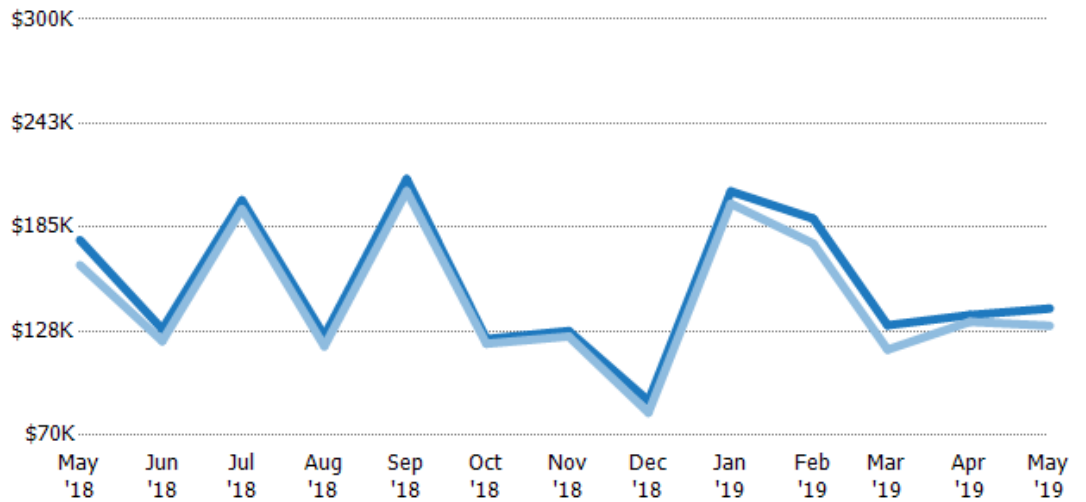
Current Year	\$156K	\$128K	\$195K	\$125K	\$133K	\$144K	\$155K	\$82.5K	\$169K	\$168K	\$125K	\$125K	\$147K
Prior Year	\$127K	\$156K	\$167K	\$111K	\$132K	\$129K	\$130K	\$148K	\$93.5K	\$180K	\$124K	\$190K	\$156K
Percent Change from Prior Year	23%	-18%	17%	12%	1%	12%	20%	-44%	81%	-7%	1%	-34%	-6%

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



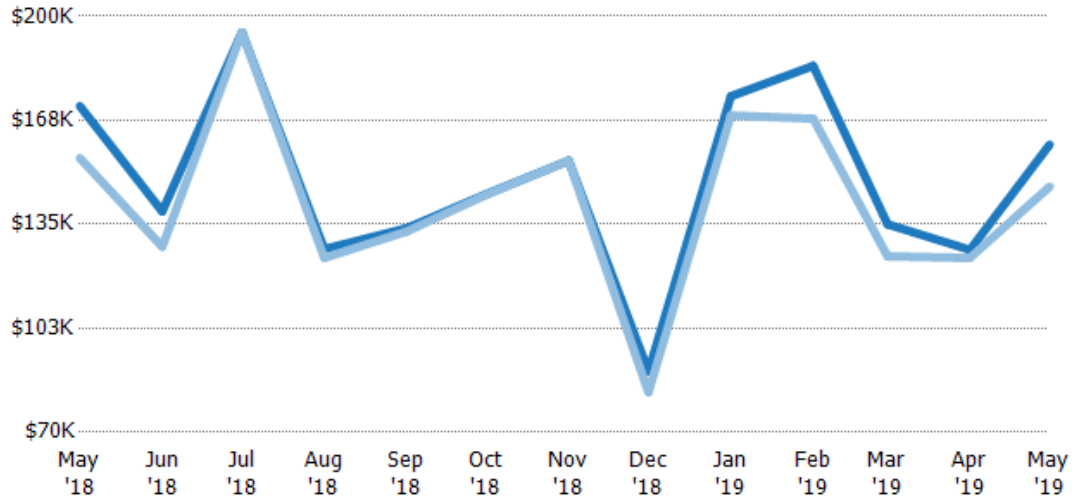
Avg List Price	\$178K	\$129K	\$200K	\$125K	\$212K	\$123K	\$128K	\$89K	\$205K	\$190K	\$131K	\$136K	\$140K
Avg Sales Price	\$164K	\$122K	\$195K	\$119K	\$205K	\$121K	\$125K	\$82.5K	\$198K	\$176K	\$117K	\$133K	\$131K
Avg Sales Price as a % of Avg List Price	92%	95%	98%	96%	97%	98%	98%	93%	97%	93%	90%	97%	93%

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



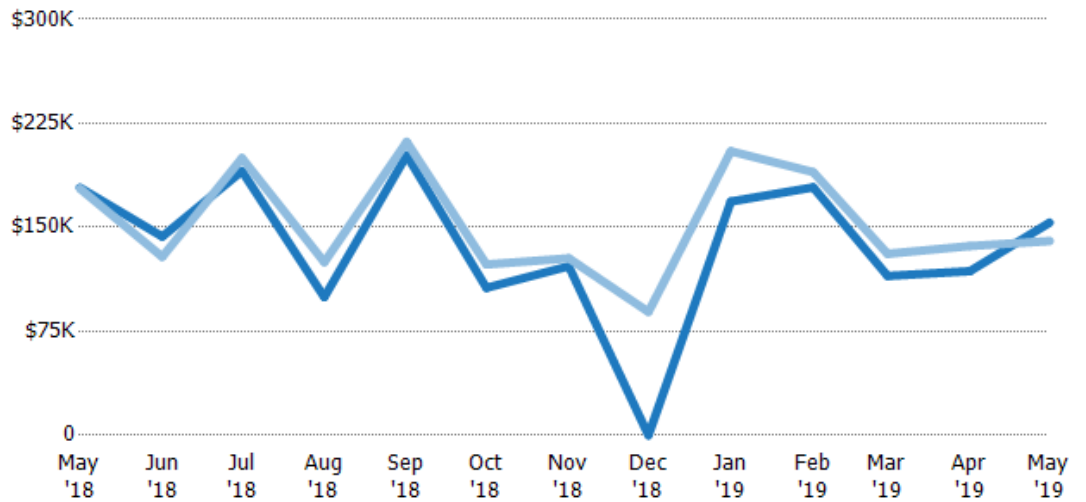
Median List Price	\$172K	\$139K	\$195K	\$127K	\$134K	\$144K	\$155K	\$89K	\$175K	\$185K	\$135K	\$127K	\$160K
Median Sales Price	\$156K	\$128K	\$195K	\$125K	\$133K	\$144K	\$155K	\$82.5K	\$169K	\$168K	\$125K	\$125K	\$147K
Med Sales Price as a % of Med List Price	91%	92%	100%	98%	99%	100%	100%	93%	97%	91%	93%	98%	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

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



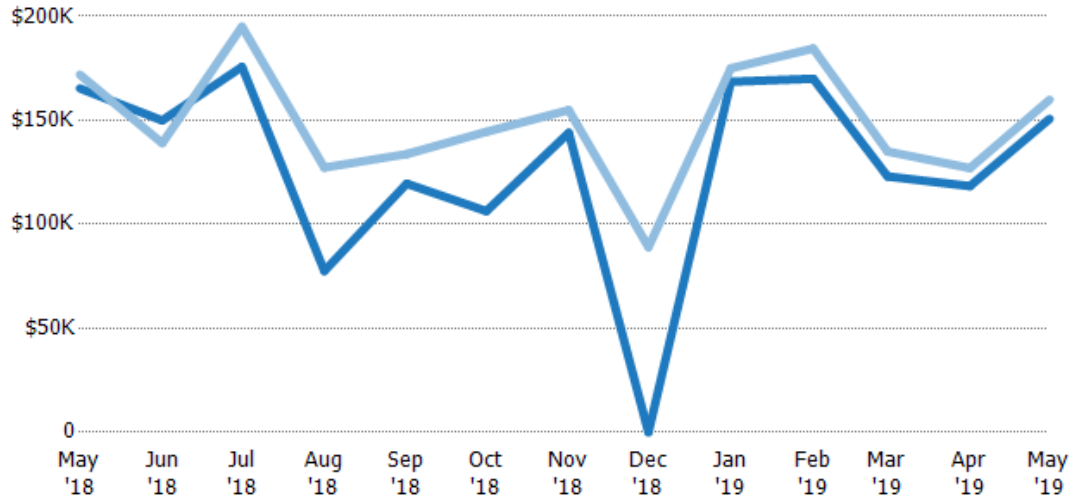
Avg Est Value	\$179K	\$143K	\$191K	\$100K	\$202K	\$106K	\$122K	\$0	\$169K	\$179K	\$115K	\$118K	\$153K
Avg Sales Price	\$178K	\$129K	\$200K	\$125K	\$212K	\$123K	\$128K	\$89K	\$205K	\$190K	\$131K	\$136K	\$140K
Avg Sales Price as a % of Avg Est Value	100%	90%	105%	125%	105%	116%	105%	100%	122%	106%	114%	115%	91%

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	\$165K	\$150K	\$176K	\$77.5K	\$120K	\$106K	\$144K	\$0	\$169K	\$170K	\$123K	\$118K	\$151K
Median Sales Price	\$172K	\$139K	\$195K	\$127K	\$134K	\$144K	\$155K	\$89K	\$175K	\$185K	\$135K	\$127K	\$160K
Med Sales Price as a % of Med Est Value	104%	93%	111%	164%	112%	136%	108%	100%	104%	109%	110%	107%	106%