

## 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	Dec 2018	Dec 2017	+ / -	YTD 2018	YTD 2017	+ / -
Listing Activity Charts Metrics						
New Listing Count	3	6	-50%	3	6	-50%
New Listing Volume	\$533,800	\$1,086,400	-50.9%	\$533,800	\$1,086,400	-50.9%
Active Listing Count	29	38	-23.7%	N/A	N/A	
Active Listing Volume	\$5,698,100	\$8,161,250	-30.2%	N/A	N/A	
Average Listing Price	\$196,486	\$214,770	-8.5%	\$196,486	\$214,770	-8.5%
Median Listing Price	\$159,000	\$171,950	-7.5%	\$159,000	\$171,950	-7.5%
Median Daysin RPR	157	220.5	-28.8%	157	220.5	-28.8%
Months of Inventory	_	_	-	5.8	7.6	-23.7%
Absorption Rate	_	_	+-	17.24%	13.16%	+4.1%
Sales Activity Charts Metrics						
New Pending Sales Count	6	2	+200%	6	2	+200%
New Pending Sales Volume	\$935,400	\$303,950	+207.7%	\$935,400	\$303,950	+207.7%
Pending Sales Count	8	2	+300%	N/A	N/A	
Pending Sales Volume	\$1,407,900	\$253,500	+455.4%	N/A	N/A	
Closed Sales Count	1	5	-80%	1	5	-80%
Closed Sales Volume	\$82,500	\$1,388,000	-94.1%	\$82,500	\$1,388,000	-94.1%
Average Sales Price	\$82,500	\$277,600	-70.3%	\$82,500	\$277,600	-70.3%
Median Sales Price	\$82,500	\$156,500	-47.3%	\$82,500	\$156,500	-47.3%







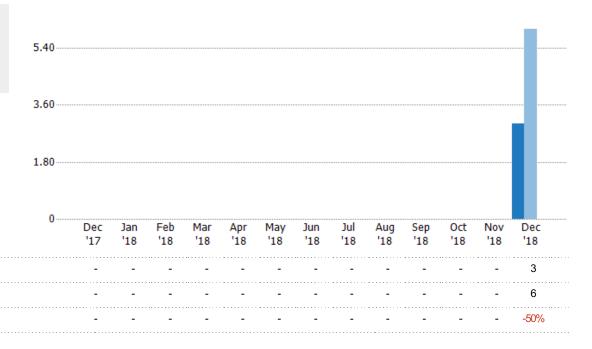
#### **New Listings**

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



### **New Listing Volume**

Percent Change from Prior Year

Current Year

Prior Year

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

Filters Used

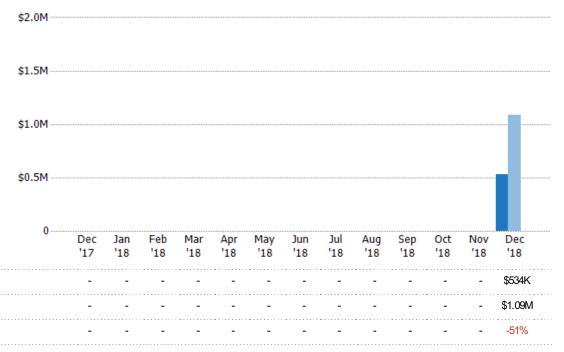
ZIP: Lyndonville, VT 05851

Property Type:
Condo/Townhouse/Apt, Single

Family Residence

Current Year

Percent Change from Prior Year









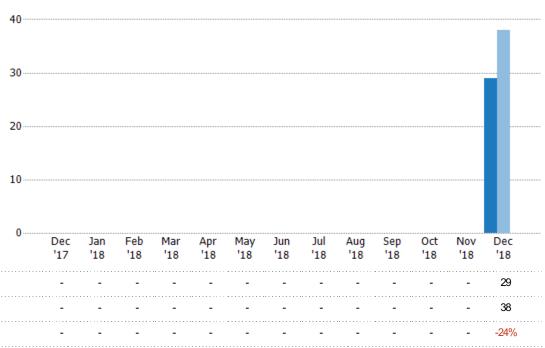
#### **Active Listings**

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



### **Active Listing Volume**

Percent Change from Prior Year

Current Year

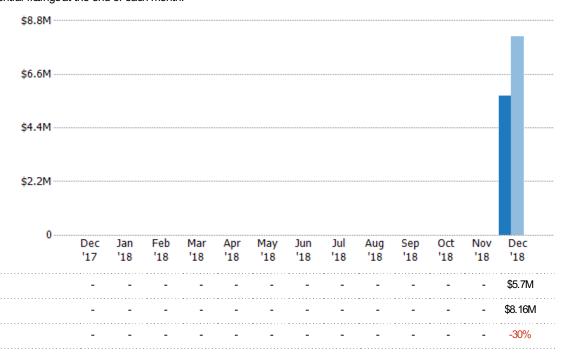
Prior Year

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

Percent Change from Prior Year





### **Average Listing Price**

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

\$75K

Filters Used

ZIP: Lyndonville, VT 05851

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

\$300K
\$225K
\$150K

Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18
-	-	-	-	-	-	-	-	-	-		-	\$196K
-	-	-	-	-	-	-	-	-	-	-	-	\$215K
-	-	-	-		-	-	-	-	-	-	-	-9%

### **Median Listing Price**

Percent Change from Prior Year

The median listing price of active residential listings at the end of 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

150K												
100K												
\$50K												
0 Dec												Dec
0 Dec	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18
0 Dec	Jan '18	Feb '18	Mar '18 -	Apr '18 -	May '18	Jun '18 -	Jul '18 -	Aug '18 -	Sep '18 -	Oct '18 -	Nov '18	Dec '18 \$159



Current Year
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.

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

\$200K												
\$150K												
\$100K												
\$50K												
0												
Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18
-	-	-	_	-	-	-	-	-	-	-	-	\$195K
-	-	-	-	-	-	-	-	-	-	-	-	\$196K
-	-	-	-	-	-	-	-	-	-	-	-	101%

### 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

Avg Est Value

Avg Listing Price

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

Avg Listing Price as a % of Avg Est Value

¢100V											
\$100K											
\$50K	 										
0											
0 Dec '17				May '18						Nov	
Dec		Mar '18	Apr '18		Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18
Dec		Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18



Median Est Value

Median Listing Price

Med Listing Price as a % 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

ne median number of days between w		-				_						iiiioleai	IIIV
Filters Used	300												
ZIP: Lyndonville, VT 05851 Property Type: Condo/Townhouse/Apt, Single Family Residence	225												
	150												
	75												
	0												
	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18
Current Year	<del>-</del>	-	-	- -	-	-	-	-	_	-	-	-	157
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	22

### Months of Inventory

Percent Change from Prior Year

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



Current 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

15%	

10%

% ......

0												
Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18
-	-	-	-	-	-	-	-	-	-	-	-	10%
-	-	-	-	-	-	-	-	-		-	-	11%
-	-	-	-	-	-	-	-	-	-	-	-	0%

### Active/Pending/Sold Units

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

Filters Used

Current Year
Prior Year

Change from Prior Year

ZIP: Lyndonville, VT 05851 Property Type: Condo/Townhouse/Apt, Single Family Residence 23

15

8------

0												
Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18
 -	-	-	-	-	-	-	-	-	-	-	-	29
 -	-	-	-	-	-	-	-	-	_	_	-	8
 -	-	-	-	-	-	-	-	-	-	-	-	1



Active Pending

Sold





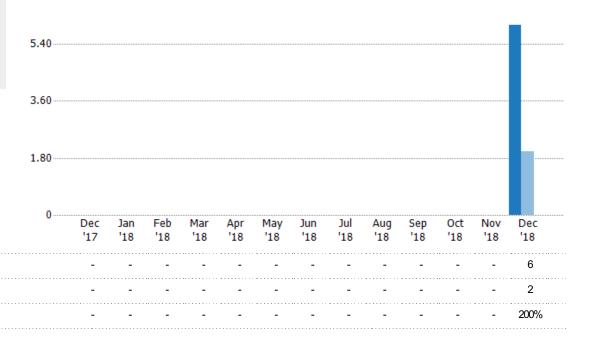
Current Year
Prior Year

## Market Data Report

#### **New Pending Sales**

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

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

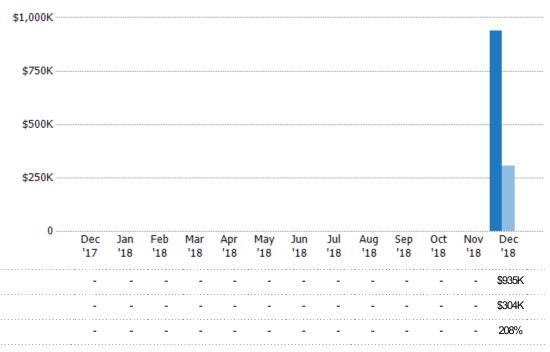


### New Pending Sales Volume

Percent Change from Prior Year

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

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



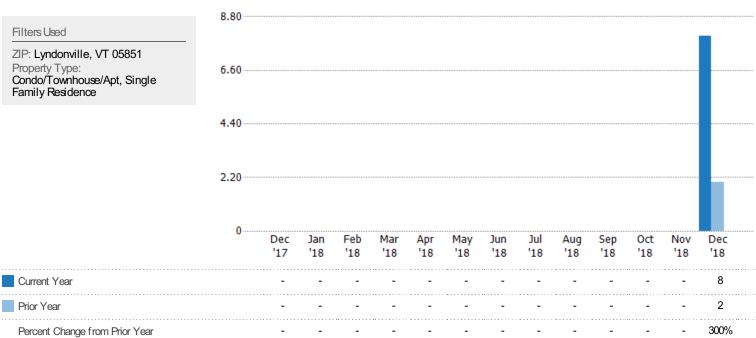
Current Year

Percent Change from Prior Year



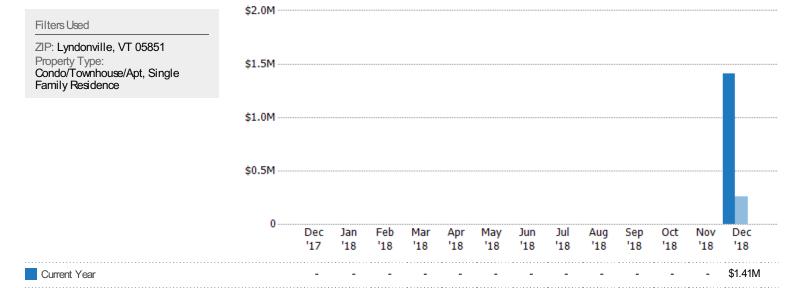
#### **Pending Sales**

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



### Pending Sales Volume

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





Prior Year

Percent Change from Prior Year



\$254K



#### **Closed Sales**

The total number of residential properties sold each month.



'17

'18

'18

'18

'18

'18

'18

#### **Closed Sales Volume**

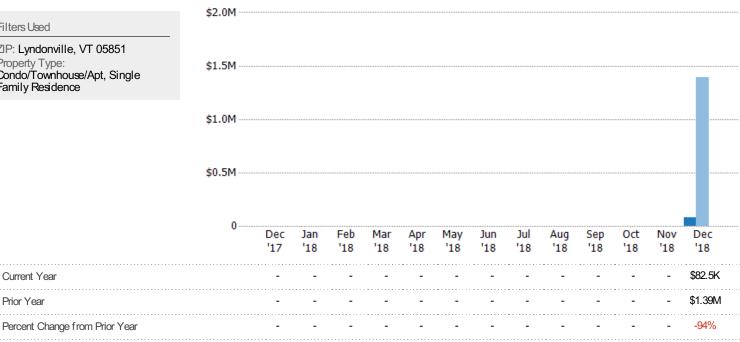
Percent Change from Prior Year

Current Year

Prior Year

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





Current Year

Prior Year



Aug

'18

'18

Sep

'18

0ct

'18

Nov

'18

Dec

'18

1

5

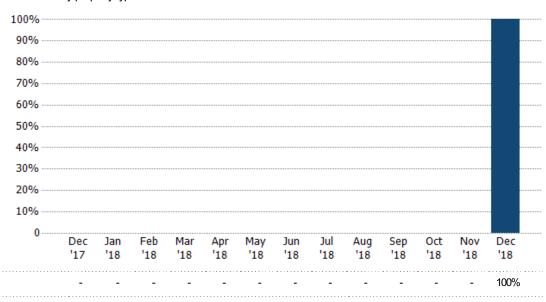


### Closed Sales by Property Type

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



#### **Average Sales Price**

Single Family Residence

The average sales price of the residential 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

Dec '17	Jan '18 -	-	-		-	-	-		- -	- -		\$82.5K
Dec '17												
0		Feh	Mar	Apr	May	Jun	Jul '18	Aug '18	Sep	0ct '18	Nov '18	Dec
)K												•••••
5Κ												







Current Year
Prior Year

## Market Data Report

#### **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

\$200K												
\$150K												
\$100K												
\$50K												
0												
Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18
-	-	-	-	-	-	-	-	-	-	-	-	\$82.5K
-	-	-	-	-	-	-	-	-	-	-	-	\$157K
-	-	-	-	-	-	-	-	-	-	-	- -	-47%

### 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

Percent Change from Prior Year

8K					 		
5K	 	 	 	 	 		
3K	 	 	 	 	 		
3K	 		 		 		
	 	 		 	 		De
0 Dec	 	 	 	 	 	Nov	D <sub>1</sub>
0 Dec	 	 	 	 	 	Nov	D:



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

\$90K												
\$68K												
\$45K												
\$23K												
0 Dec					Mav			Διια	Sen	Oct	Nov	Dec
	'18	'18	'18	'18	May '18	'18	'18	'18	'18	'18	'18	'18
-	-		-	-	-	-	-	-	-		-	\$89K
-	-	-	-	-	-	-	-	-	-	-	-	\$82.5K
-	-	-	-	-	-	-	-	-	-	-	-	93%

### 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:

Med Sales Price as a % of Med List Price

Median List Price

Median Sales Price

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

8K											
5K					 						
3K											
JIV.					 						
SIC .					 						
0					 						
	Jan	Feb								Nov	D '1
0 Dec	Jan	Feb '18	Mar '18	Apr '18	 Jun '18	Jul '18	Aug '18	Sep '18	0ct '18	Nov '18	D ':



Avg Est Value

Avg Sales Price

Avg Sales Price as a % of Avg Est Value





Median Est Value

Median Sales Price

Med Sales Price as a % of Med Est Value

## Market Data Report

#### 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

8K			 		 	 	 	
·5K								
3K					 			
0								
Dec	Jan	Feb '18		May '18			Nov	Dec '18
Dec	Jan	Feb					Nov	Dec
Dec	Jan	Feb					Nov	Dec '18



