

## 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	Oct 2018	Oct 2017	+ / -	YTD 2018	YTD 2017	+ / -
Listing Activity Charts Metrics						
New Listing Count	6	5	+20%	6	5	+20%
New Listing Volume	\$707,500	\$637,700	+10.9%	\$707,500	\$637,700	+10.9%
Active Listing Count	36	38	-5.3%	NA	N/A	
Active Listing Volume	\$6,252,600	\$8,139,700	-23.2%	N/A	N/A	
Average Listing Price	\$173,683	\$214,203	-18.9%	\$173,683	\$214,203	-18.9%
Median Listing Price	\$149,500	\$156,950	-4.7%	\$149,500	\$156,950	-4.7%
Median Days in RPR	116	168	-31%	116	168	-31%
Months of Inventory	_	_	-	18	12.7	+42.1%
Absorption Rate	_	_	+-	5.56%	7.89%	-2.3%
Sales Activity Charts Metrics						
New Pending Sales Count	1	4	-75%	1	4	-75%
New Pending Sales Volume	\$49,000	\$534,800	-90.8%	\$49,000	\$534,800	-90.8%
Pending Sales Count	5	8	-37.5%	NA	N/A	
Pending Sales Volume	\$663,900	\$1,771,400	-62.5%	NA	N/A	
Closed Sales Count	3	2	+50%	3	2	+50%
Closed Sales Volume	\$320,500	\$293,900	+9.1%	\$320,500	\$293,900	+9.1%
Average Sales Price	\$106,833	\$146,950	-27.3%	\$106,833	\$146,950	-27.3%
Median Sales Price	\$130,000	\$146,950	-11.5%	\$130,000	\$146,950	-11.5%



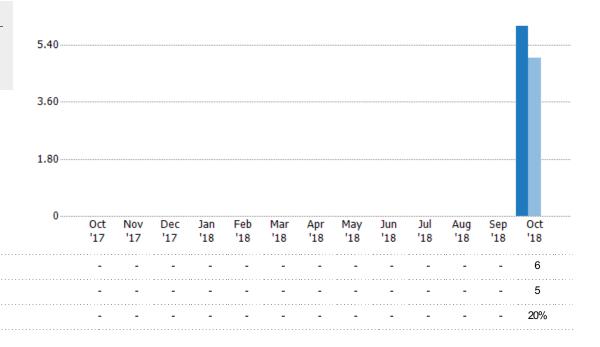




#### **New Listings**

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

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



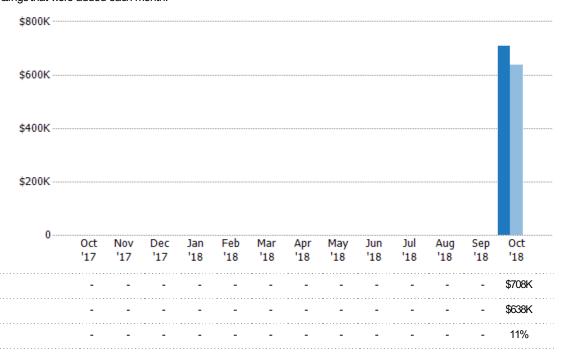
### **New Listing Volume**

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

Prior Year

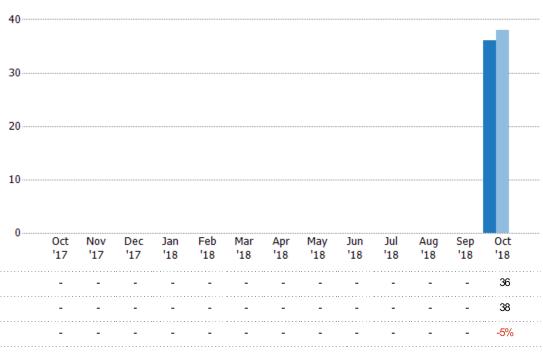




#### **Active Listings**

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

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



### **Active Listing Volume**

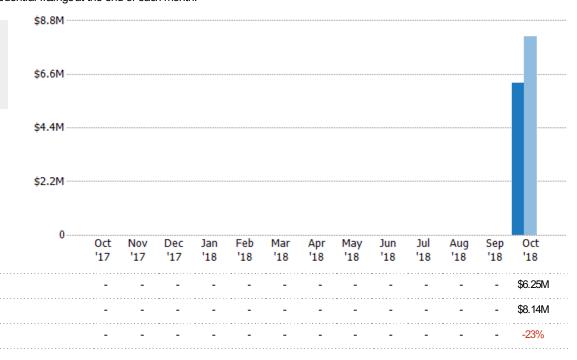
Percent Change from Prior Year

Current Year

Prior Year

The sum of the listing price of active 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

Prior Year





### **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

\$300K
\$225K
\$150K
\$75K

0												
Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18
 -	-	-	-	-	-	-	-	-	-	-	-	\$174K
 -	-	-	-	-	-	-	-	-	-	-	-	\$214K
 -	_	- -	_	_		- -	- -	- -	_	_		-19%

### **Median Listing Price**

Percent Change from Prior Year

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

Filters Used

Current Year
Prior Year

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

\$200K
\$150K
\$100K
\$50K

	0												
	Oct '17		Dec '17	Jan '18							Aug '18		Oct '18
Current Year	-	-	-	-	-	-		-	-		-	-	\$150K
Prior Year	-	-	-	_				-				-	\$157K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-5%





#### 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

50K												•••••
00K												•••••
50K												•••••
0												
0 Oct	Nov	Dec	Jan	Feb	Mar	Apr		Jun	Jul	Aug	Sep	 Oct
0 Oct	Nov	Dec	Jan	Feb	Mar	Apr '18	May	Jun	Jul '18	Aug	Sep '18	Oct '18
0 Oct	Nov	Dec	Jan '18 -	Feb '18 -	Mar	Apr '18	May '18 -	Jun	Jul '18	Aug '18	Sep '18	Oct '18

### 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

\$200K												
\$150K												
\$100K												
\$50K												
_												
Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18
-	-	-	-	-	-	-	-	-	-	-	-	\$123K
-	-	-	-	-	-	-	-	-	-	-	-	\$150K
-	-	-	-	-	-	-	-	-	-	-	-	122%



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.

,	200			, ,		Ü			•				
Filters Used	200												
ZIP: Lyndonville, VT 05851 Property Type: Condo/Townhouse/Apt, Single Family Residence	150												
	100												
	50												
	0												
	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18

Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	168
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-31%

## Months of Inventory

Current 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	

30	 						 			
20	 		•••••				 			
10	 						 			
•						May '18		Aug '18	Sep	Oct '18
•		Jan '18	Feb '18		Apr '18	May '18	Jul	Aug	Sep	0ct
•		Jan '18	Feb '18	Mar '18	Apr '18		Jul	Aug	Sep	Oct '18



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

20%

10%

	0												
	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18
Current Year	<del>-</del>	-	-	-	-	-	-	-	-	-	-	-	28%
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	5%
Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-23%

### 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 30

20

10

0												
Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18
-	-	-	-	-	-	-	-	-	-	-	-	36
-	-	-	-	-	-	-	-	-	-	-	-	5
-	-	-	-	-	-	-	-	-	-	-	-	3



Active Pending

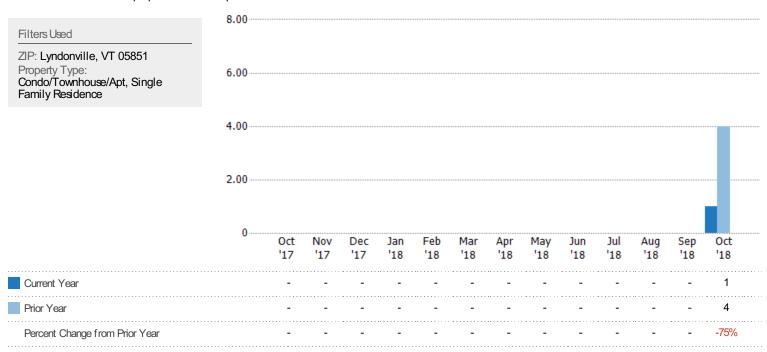
Sold





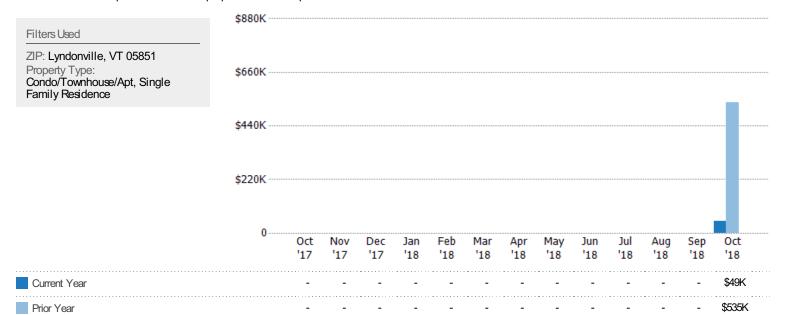
#### **New Pending Sales**

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



### New Pending Sales Volume

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



Percent Change from Prior Year





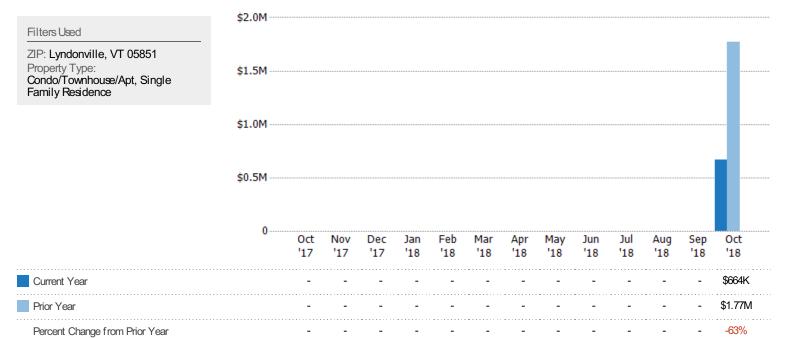
#### **Pending Sales**

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.



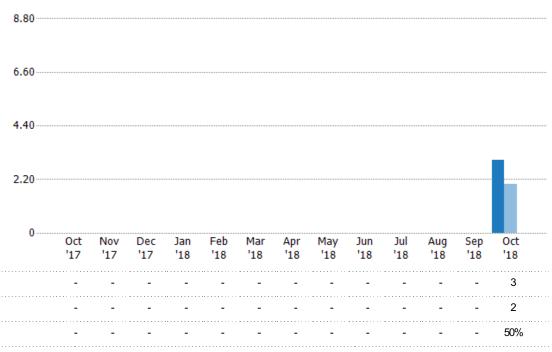


#### **Closed Sales**

The total number of residential properties sold each month.

Filters Used
ZIP: Lyndonville, VT 05851

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



#### **Closed Sales Volume**

Percent Change from Prior Year

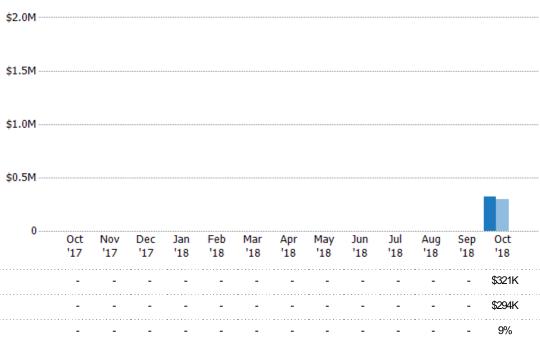
The sum of the sales price of residential properties sold each month.

Filters Used

Current Year

Prior Year

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





Current Year

Percent Change from Prior Year

Prior Year



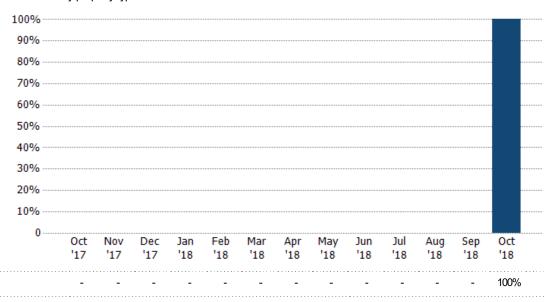


### Closed Sales by Property Type

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

\$200K												
\$150K												
\$100K												
\$50K												
0 Oct	Nov			Feb			May			Aug		 Oct
'17	'17	'17	'18	'18	'18		'18	'18	'18	'18		'18
-	-	-	-	-	-	-	-	-	-	-	-	\$107K
-	-	-	-	-	-	-	-	-	-	-	-	\$147K
-	-	-	-	-	-	-	-	-	-	-	-	-27%







#### **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	

			18	'18	'18	'18	'18	Jun '18	Jul '18	'18	'18	'18
-	-	-	-	-	-	-	-	-	-	-	-	\$130K
-	-	-	-							-		

### 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

\$200K												
\$150K												
\$100K												
\$50K												
0												
Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18
-	-	-	-	-	-	_	-	-	-	- -	-	\$108K
-	-	-	-	-	-	-	-	-	-	-	-	\$107K
-	-	-	-	-	-	-	-	-	-	-	-	99%



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.

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

\$200K												
\$150K												
\$100K												
\$50K												
0												
Oct '17	Nov '17	Dec '17	Jan '18		Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18
<del>-</del>	-	-	-	-	-	-	-	=.	-	-	-	\$130K
-	-	-	-	-	-	-	-	-	-	-	-	\$130K
-	-	-	-	-	-	-	-	-	-	-	-	100%

### 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

150K												
100K												
<b>ホロロア</b>												
-												
0	Nov	Dec	Jan	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18
0 Oct	Nov	Dec	Jan	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug	Sep '18	Oct '18
0 Oct	Nov	Dec	Jan	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18



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

\$200K												
\$150K												
\$100K												
\$50K												
Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct
'17	'17	'17	'18	'18	'18	'18	'18	'18		'18		
<del>-</del>	-	<del>-</del>	<del>-</del>	<del>-</del>	<b>-</b>	\$50K \$130K						
	<del>-</del>		<del>-</del>	<del>-</del>	<del>-</del>	<del>-</del>	-		- 	<del>-</del>	<b>-</b>	260%



