

# Summary of Key Listing and Sales Metrics

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

+/-	YTD 2017	YTD 2018	+ / -	Sep 2017	Sep 2018	Key Metrics
						Listing Activity Charts Metrics
+100%	3	6	+100%	3	6	New Listing Count
+88.3%	\$458,950	\$864,400	+88.3%	\$458,950	\$864,400	New Listing Volume
	NA	N⁄A	-20%	40	32	Active Listing Count
	NA	N⁄A	-22.6%	\$10,086,900	\$7,812,300	Active Listing Volume
-3.2%	\$252,173	\$244,134	-3.2%	\$252,173	\$244,134	Average Listing Price
+6.3%	\$159,450	\$169,500	+6.3%	\$159,450	\$169,500	Median Listing Price
-6.5%	137.5	128.5	-6.5%	137.5	128.5	Median Days in RPR
+140%	6.7	16	-	_	_	Months of Inventory
-8.8%	15%	6.25%	+	_	_	Absorption Rate
						Sales Activity Charts Metrics
-16.7%	6	5	-16.7%	6	5	New Pending Sales Count
-63.6%	\$1,623,400	\$590,700	-63.6%	\$1,623,400	\$590,700	New Pending Sales Volume
	N⁄A	N⁄A	+14.3%	7	8	Pending Sales Count
	N⁄A	N∕A	-37.9%	\$1,687,900	\$1,048,600	Pending Sales Volume
+450%	2	11	+450%	2	11	Closed Sales Count
+696.3%	\$263,650	\$2,099,400	+696.3%	\$263,650	\$2,099,400	Cloæd Sales Volume
+44.8%	\$131,825	\$190,855	+44.8%	\$131,825	\$190,855	Average Sales Price
-4.8%	\$131,825	\$125,500	-4.8%	\$131,825	\$125,500	Median Sales Price





## 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	5.40													
	3.60													
	1.80													
	0													
	, in the second s	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	6
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	3
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	100%

#### New Listing Volume

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

Filters Used	\$880K													
ZIP: Lyndonville, VT 05851 Property Type: Condo/Townhouse/Apt, Single Family Residence	\$660K													
	\$440K													
	\$220K													
	0	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	\$864K
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	\$459K
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	88%

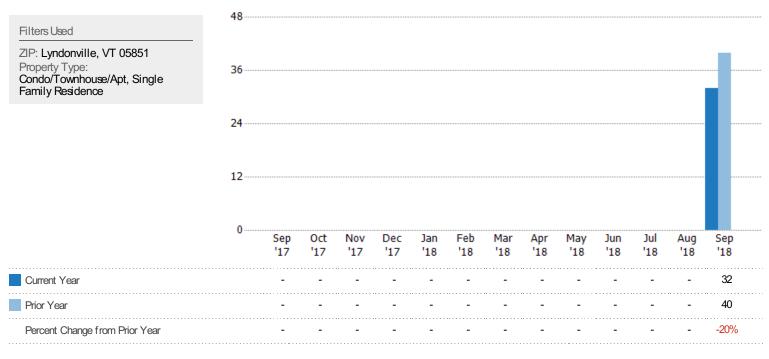




Lyndonville

## Active Listings

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



#### Active Listing Volume

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

Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	-23%
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	\$10.1M
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	\$7.81M
	\$5.0M 0	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18
	\$10.0M													
ZIP: Lyndonville, VT 05851 Property Type: Condo/Townhouse/Apt, Single Family Residence	\$15.0M													
Filters Used	\$20.0M ······													





#### Average Listing Price

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

	\$300K												
Filters Used ZIP: Lyndonville, VT 05851 Property Type: Condo/Townhouse/Apt, Single Family Residence	\$225K												
	\$150K												
	\$75K												
	0	<b>0</b> +		<b>D</b>	•	<b>F</b> - <b>L</b>			•••	•	<b>7</b> l		
	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	⊦eb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18
Current Year		-	-	-	-	-	-	-	-	-	-	-	\$244K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$252K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-3%

#### Median Listing Price

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

ZIP: Lyndonville, VT 05851 Property Type: Condo/Townhouse/Apt, Single Family Residence	\$150K												
Family Residence													
	\$100K												
	\$50K												
	400IC												
	ŞUUN												
	0												
	0 Sep '17	0ct '17										Aug '18	Sep '18
Current Year	0 Sep	0ct '17	Nov '17	Dec	Jan '18	Feb '18	Mar '18	Apr '18	May	Jun '18	Jul	Aug	
Current Year Prior Year	0 Sep	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul	Aug '18	'18





# 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 Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18
Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$268K
Avg Listing Price	-	-	-	-	-	-	-	-	-	-	-	-	\$244K
Avg Listing Price as a % of Avg Est Value		-	-	-	-	-	-	-	-	-	-	-	91%

### 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/Townhouœ/Apt, Single Family Residence	\$150K												
	\$100K												
	\$50K												
	0												
	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18
Median Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$164K
Median Listing Price	-	-	-	-	-	-	-	-	-	-	-	-	\$170K
Med Listing Price as a % of Med Est Value	ə -	-	-	-	-	-	-	-	-	-	-	-	103%





## 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												
Filters Used ZIP: Lyndonville, VT 05851 Property Type: Condo/Townhouse/Apt, Single Family Residence	150												
	100												
	50												
	0												
	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18
Current Year	-	-	-	-	-	-		-	-		-	-	129
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	138
Percent Change from Prior Year	_	-	-	-	-	-	-	-	-	-	-	-	-7%

### Months of Inventory

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

Percent Change from Prior Year													-40%
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	13.3
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	8
	0 Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18
	5												
	10												
ZIP: Lyndonville, VT 05851 Property Type: Condo/Townhouse/Apt, Single Family Residence	15												
Filters Used													





#### 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 Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	13%
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	8%
Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-5%

# Active/Pending/Sold Units

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

Filtern I load	40												
Filters Used ZIP: Lyndonville, VT 05851 Property Type: Condo/Townhouse/Apt, Single Family Residence	30												
	20												
	10												
	0 Sep '17	0ct '17	Nov '17	Dec '17		Feb '18		Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18
Active	-	-	-	-	-	-	-	-	-	-	-	-	32
Pending	-	-	-	-	-	-	-	-	-	-	-	-	8
Sold	-	-	-	-	-	-	-	-	-	-	-	-	11





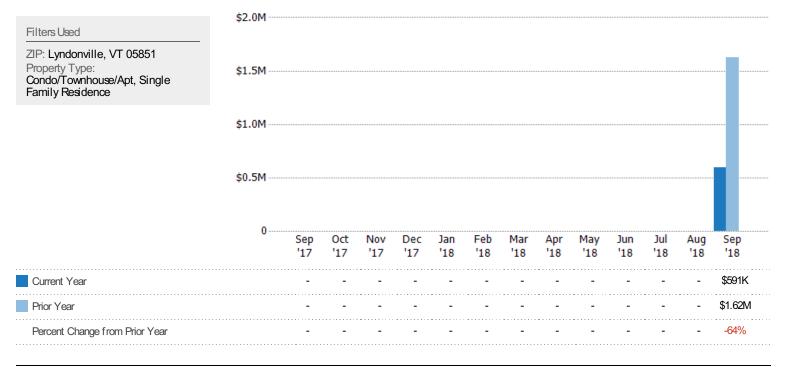
## New Pending Sales

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	5.40														
	3.60														
	1.80														
	0	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	5	
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	6	
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	-17%	

### New Pending Sales Volume

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



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# Pending Sales

The number of residential properties with accepted offers that were available at the end 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	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18			Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	8	
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	7	
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	14%	

## 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	\$2.0M													
ZIP: Lyndonville, VT 05851 Property Type: Condo/Townhouse/Apt, Single Family Residence	\$1.5M													
	\$1.0M													
	\$0.5M													
	0	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	\$1.05M
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	\$1.69M
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	-38%

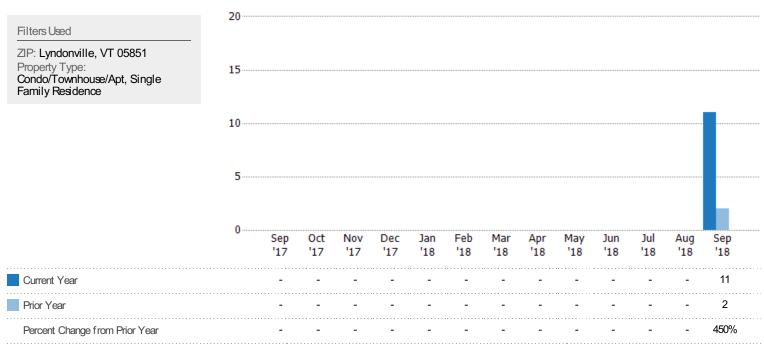




Lyndonville

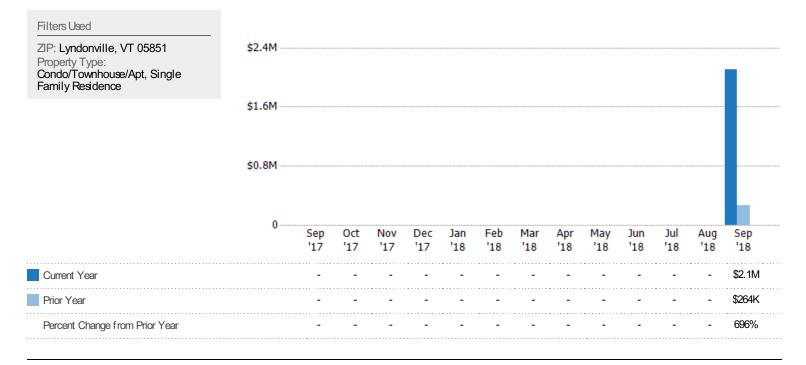
## Closed Sales

The total number of residential properties sold each month.



## **Closed Sales Volume**

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







# Closed Sales by Property Type

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

Single Family Residence		-	-	-	-	-	-	-	-	-	-	-	-	100%	
	0	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	
	0														
	10%														
	20%														
	30%														
	40%														
	50%														
	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 residential properties sold each month.

	\$200K ······												
Filters Used ZIP: Lyndonville, VT 05851 Property Type: Condo/Townhouse/Apt, Single Family Residence	\$150K												
	\$100K												
	\$50K												
	0												
	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$191K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$132K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	45%





#### Median Sales Price

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

Filters Used	\$200K												
ZIP: Lyndonville, VT 05851 Property Type: Condo/Townhouse/Apt, Single Family Residence	\$150K												
	\$100K												
	\$50K												
	0 Sep '17	0ct '17	Nov '17	Dec '17		Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18
Current Year	-	-	-	-	-	-	-	-	-	-	-		\$126K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$132K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-5%

### 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												
	0												
	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18
Avg List Price	-	-	-	-	-	-	-	-	-	-	-	-	\$197K
Avg Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$191K
Avg Sales Price as a % of Avg List Price	-	-	-	-	-	-	-	-	-	-	-	-	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.

	\$200K ······												
Filters Used ZIP: Lyndonville, VT 05851 Property Type: Condo/Townhouse/Apt, Single Family Residence	\$150K												
	\$100K												
	\$50K												
	0 Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18
Median List Price	-	-	-	-	-	-	-	-	-	-	-	-	\$125K
Median Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$126K
Med Sales Price as a % of Med List Price	-	-	-	-	-	-	-	-	-	-	-	-	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.

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Filters Used	\$300K ······												
ZIP: Lyndonville, VT 05851 Property Type: Condo/Townhouse/Apt, Single Family Residence	\$225K												
	\$150K												
	\$75K												
	0												
	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18
Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$201K
Avg Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$197K
Avg Sales Price as a % of Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	98%





# 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 Sep	0ct	Nov	Dec		Feb	Mar	Apr	May	Jun	Jul	Aug	Sep
	'17	'17	'17	'17	'18	'18	'18	'18	'18	'18	'18	'18	'18
Median Est Value		-	-	-	-	-	-	-	-	-	-	-	\$118K
Median Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$125K
Med Sales Price as a % of Med Est Value	-	-	-	-	-	-	-	-	-	-	-	-	106%

