

Summary of Key Listing and Sales Metrics

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

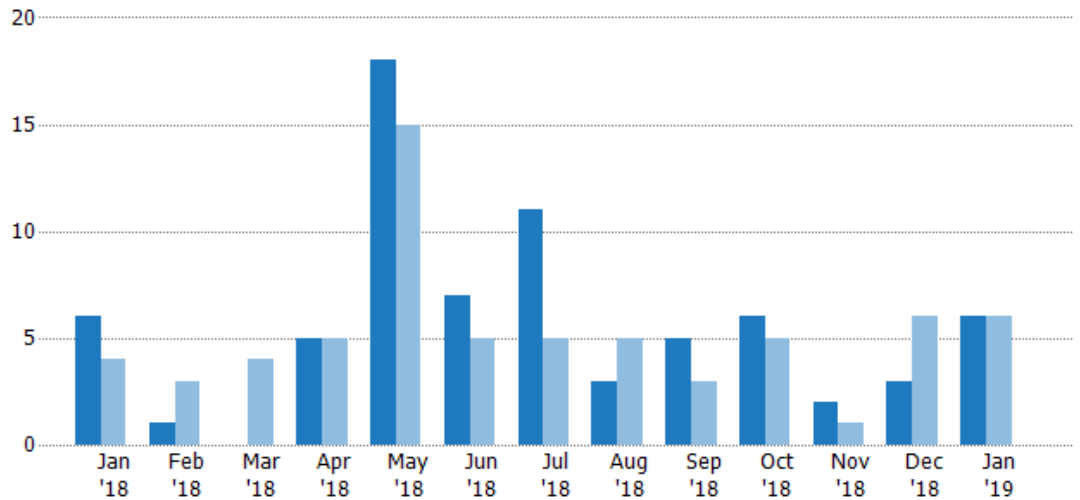
Key Metrics	Jan 2019	Jan 2018	+ / -	YTD 2019	YTD 2018	+ / -
Listing Activity Charts Metrics						
New Listing Count	6	6	+-	73	67	+9%
New Listing Volume	\$567,700	\$1,163,400	-51.2%	\$12,496,700	\$13,284,100	-5.9%
Active Listing Count	31	37	-16.2%	N/A	N/A	
Active Listing Volume	\$5,672,800	\$7,952,050	-28.7%	N/A	N/A	
Average Listing Price	\$182,994	\$214,920	-14.9%	\$192,847	\$201,749	-4.4%
Median Listing Price	\$142,000	\$174,900	-18.8%	\$163,064	\$156,162	+4.4%
Median Days in RPR	126	156	-19.2%	120.22	143.17	-16%
Months of Inventory	31	7.4	+318.9%	31	7.4	+318.9%
Absorption Rate	3.23%	13.51%	-10.3%	3.23%	13.51%	-10.3%
Sales Activity Charts Metrics						
New Pending Sales Count	3	3	+-	69	51	+35.3%
New Pending Sales Volume	\$527,900	\$424,800	+24.3%	\$12,782,150	\$8,277,400	+54.4%
Pending Sales Count	8	3	+166.7%	N/A	N/A	
Pending Sales Volume	\$1,306,200	\$528,500	+147.2%	N/A	N/A	
Closed Sales Count	3	1	+200%	51	45	+13.3%
Closed Sales Volume	\$594,000	\$93,500	+535.3%	\$8,177,466	\$6,624,300	+23.4%
Average Sales Price	\$198,000	\$93,500	+111.8%	\$160,342	\$147,207	+8.9%
Median Sales Price	\$169,000	\$93,500	+80.7%	\$151,212	\$135,704	+11.4%

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



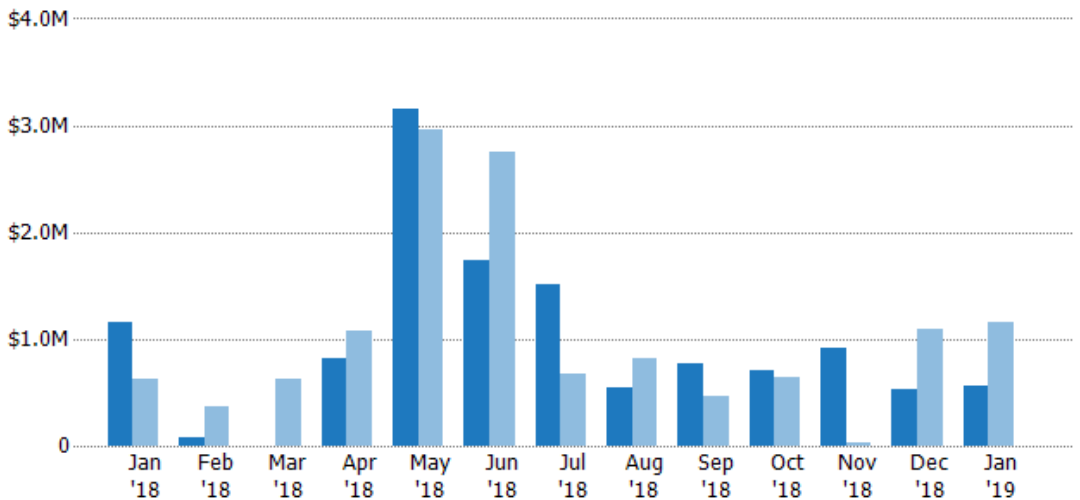
Current Year	6	1	-	5	18	7	11	3	5	6	2	3	6
Prior Year	4	3	4	5	15	5	5	5	3	5	1	6	6
Percent Change from Prior Year	50%	-67%	-100%	0%	20%	40%	120%	-40%	67%	20%	100%	-50%	0%

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	\$1.16M	\$84K	-	\$821K	\$3.16M	\$1.74M	\$1.51M	\$545K	\$769K	\$702K	\$910K	\$525K	\$568K
Prior Year	\$620K	\$372K	\$633K	\$1.08M	\$2.95M	\$2.75M	\$671K	\$823K	\$459K	\$638K	\$34.9K	\$1.09M	\$1.16M
Percent Change from Prior Year	88%	-77%	-100%	-24%	7%	-37%	125%	-34%	68%	10%	2,507%	-52%	-51%

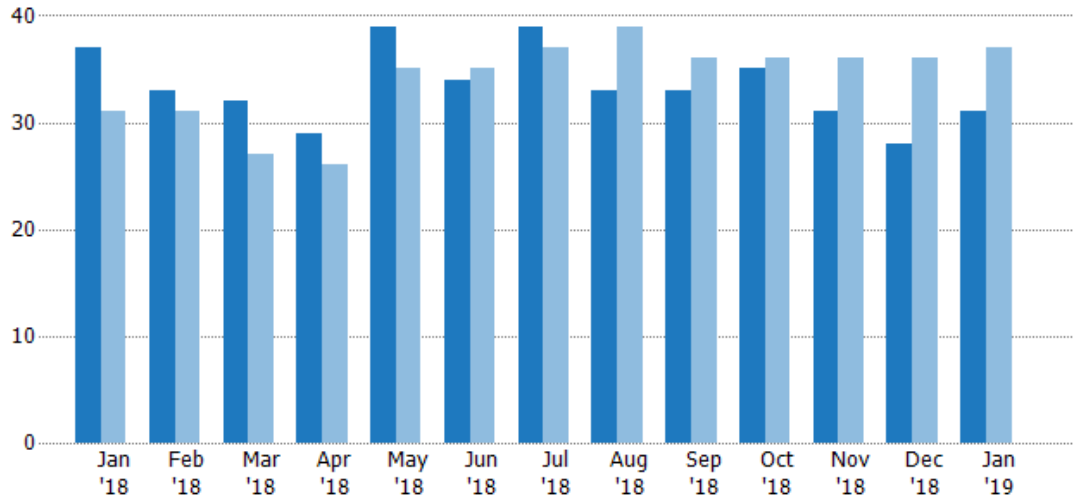
Active Listings

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.
Jan '19	31	-16.2%
Jan '18	37	19.4%
Jan '17	31	-6.5%



Current Year	37	33	32	29	39	34	39	33	33	35	31	28	31
Prior Year	31	31	27	26	35	35	37	39	36	36	36	36	37
Percent Change from Prior Year	19%	6%	19%	12%	11%	-3%	5%	-15%	-8%	-3%	-14%	-22%	-16%

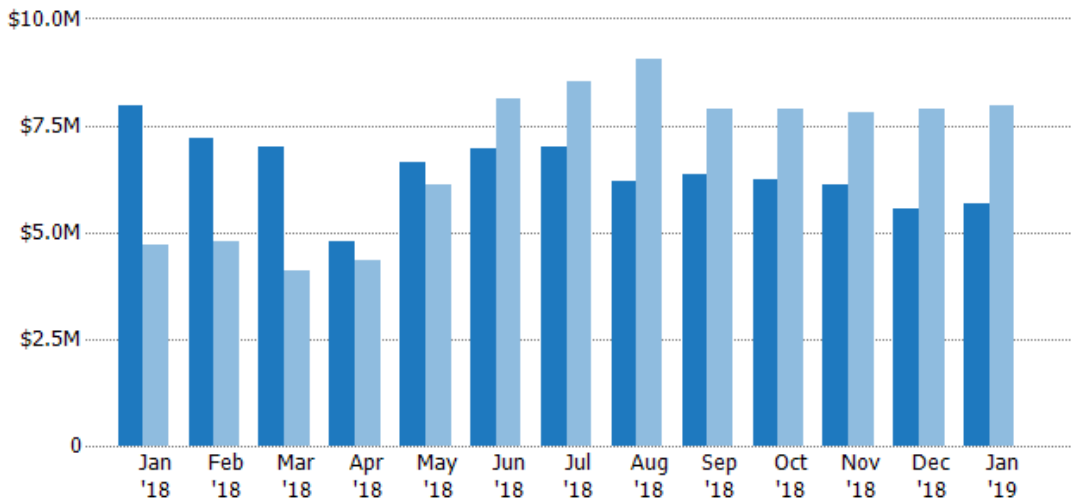
Active Listing Volume

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.
Jan '19	\$5.67M	-28.7%
Jan '18	\$7.95M	68.4%
Jan '17	\$4.72M	51%



Current Year	\$7.95M	\$7.21M	\$7.02M	\$4.76M	\$6.65M	\$6.95M	\$7.01M	\$6.18M	\$6.36M	\$6.23M	\$6.13M	\$5.57M	\$5.67M
Prior Year	\$4.72M	\$4.8M	\$4.1M	\$4.35M	\$6.13M	\$8.12M	\$8.54M	\$9.03M	\$7.87M	\$7.87M	\$7.8M	\$7.89M	\$7.95M
Percent Change from Prior Year	68%	50%	71%	9%	9%	-14%	-18%	-32%	-19%	-21%	-21%	-29%	-29%

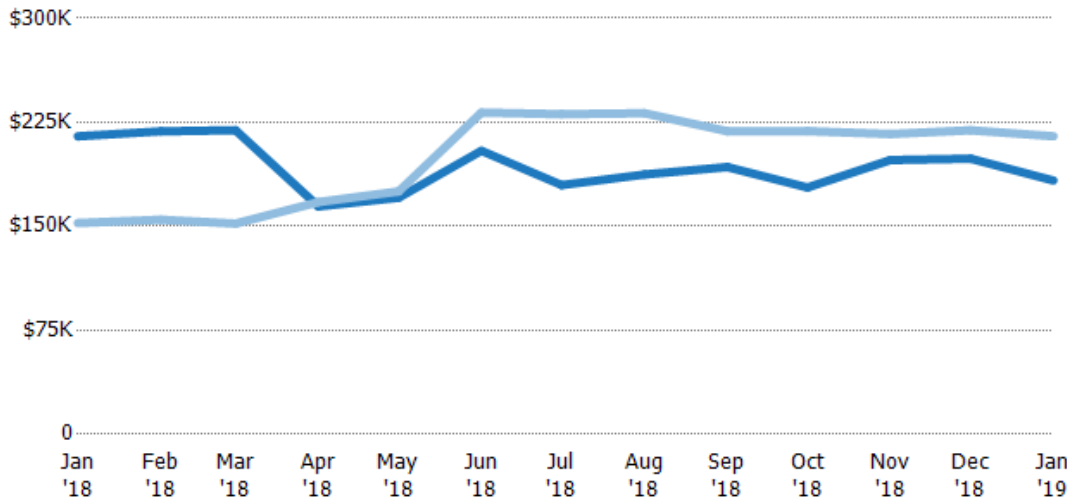
Average Listing Price

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.
Jan '19	\$183K	-14.9%
Jan '18	\$215K	41.1%
Jan '17	\$152K	61.4%



Current Year	\$215K	\$218K	\$219K	\$164K	\$171K	\$204K	\$180K	\$187K	\$193K	\$178K	\$198K	\$199K	\$183K
Prior Year	\$152K	\$155K	\$152K	\$167K	\$175K	\$232K	\$231K	\$232K	\$219K	\$219K	\$217K	\$219K	\$215K
Percent Change from Prior Year	41%	41%	44%	-2%	-3%	-12%	-22%	-19%	-12%	-19%	-9%	-9%	-15%

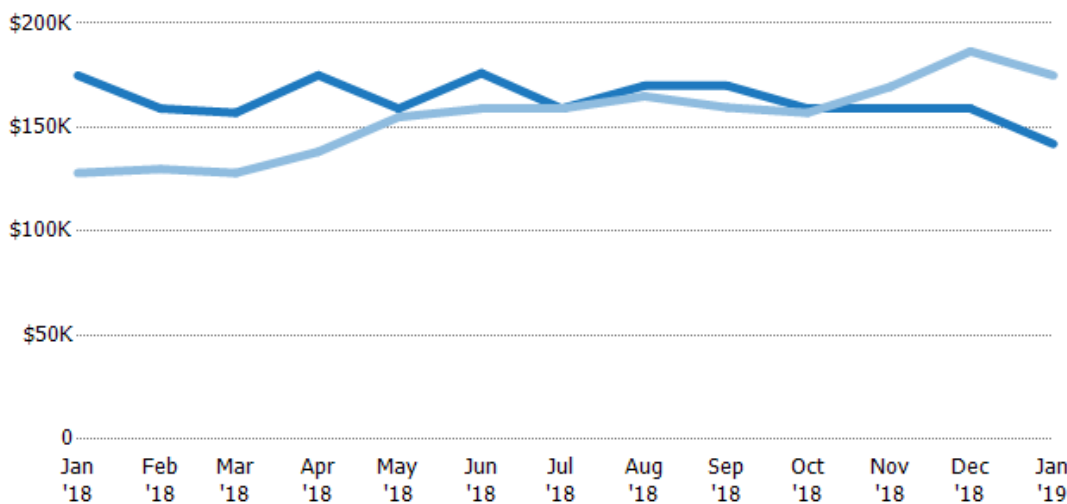
Median Listing Price

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.
Jan '19	\$142K	-18.8%
Jan '18	\$175K	36.6%
Jan '17	\$128K	21.1%



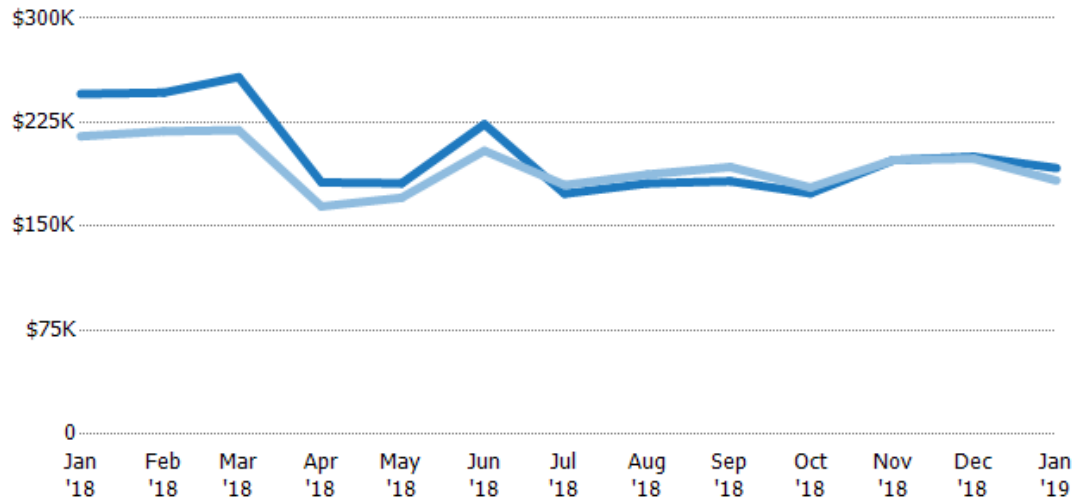
Current Year	\$175K	\$159K	\$157K	\$175K	\$159K	\$176K	\$159K	\$170K	\$170K	\$159K	\$159K	\$159K	\$142K
Prior Year	\$128K	\$130K	\$128K	\$138K	\$155K	\$159K	\$159K	\$165K	\$160K	\$157K	\$169K	\$187K	\$175K
Percent Change from Prior Year	37%	22%	23%	27%	3%	11%	0%	3%	7%	1%	-6%	-15%	-19%

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



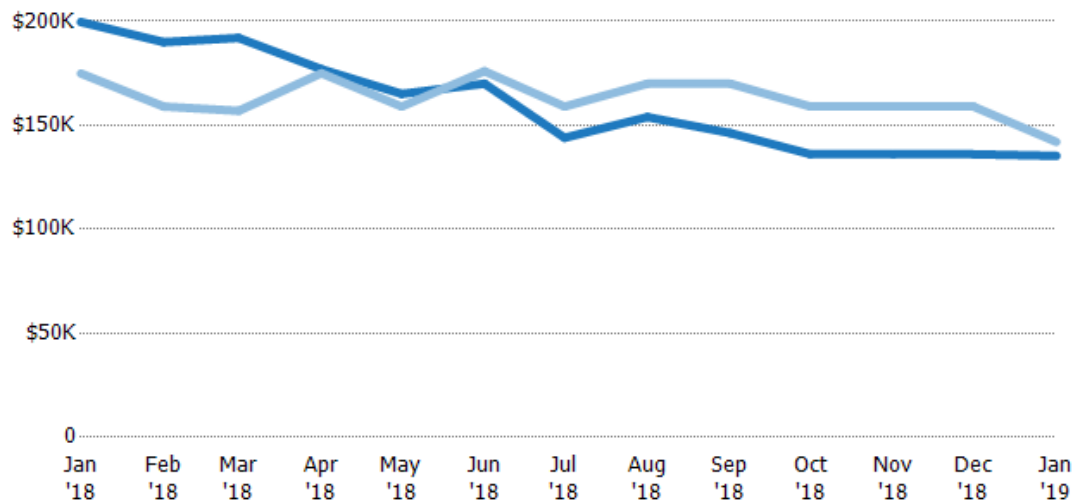
Avg Est Value	\$245K	\$246K	\$258K	\$182K	\$181K	\$224K	\$173K	\$181K	\$182K	\$174K	\$198K	\$200K	\$192K
Avg Listing Price	\$215K	\$218K	\$219K	\$164K	\$171K	\$204K	\$180K	\$187K	\$193K	\$178K	\$198K	\$199K	\$183K
Avg Listing Price as a % of Avg Est Value	88%	89%	85%	90%	94%	91%	104%	104%	106%	102%	100%	99%	95%

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	\$200K	\$190K	\$192K	\$177K	\$165K	\$170K	\$144K	\$154K	\$146K	\$136K	\$136K	\$136K	\$135K
Median Listing Price	\$175K	\$159K	\$157K	\$175K	\$159K	\$176K	\$159K	\$170K	\$170K	\$159K	\$159K	\$159K	\$142K
Med Listing Price as a % of Med Est Value	88%	84%	82%	99%	96%	104%	110%	110%	116%	117%	117%	117%	105%

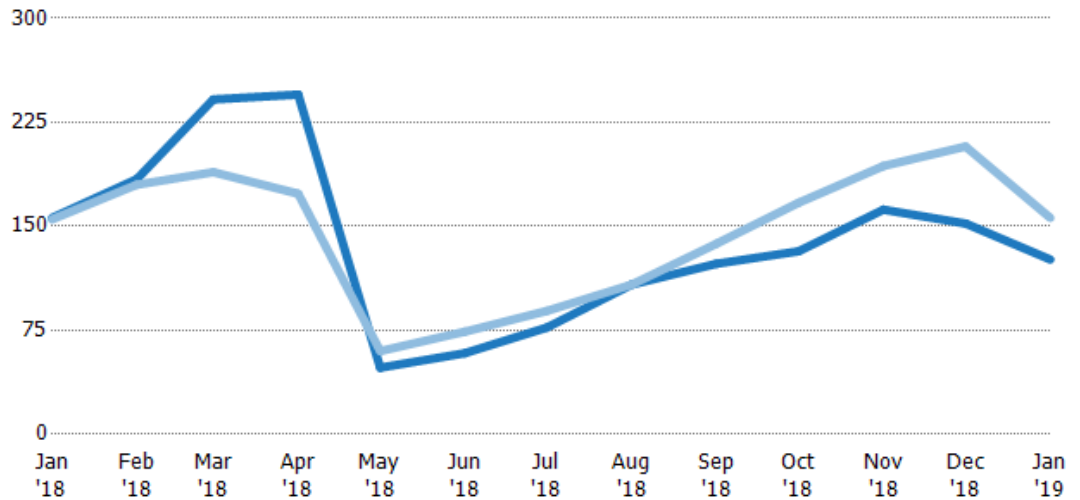
Median Days in RPR

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.
Jan '19	126	-19.2%
Jan '18	156	0.6%
Jan '17	155	10.3%



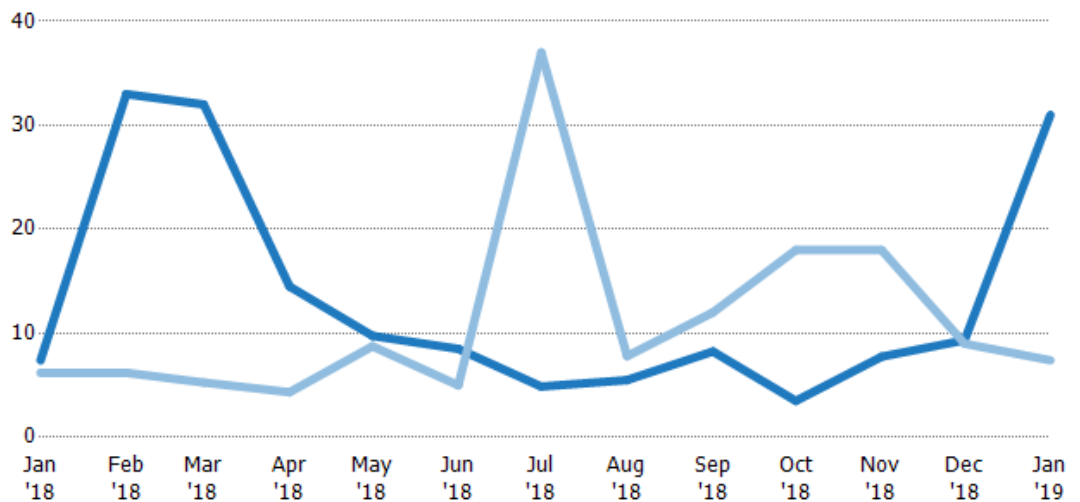
Current Year	156	184	242	245	48	58.5	77	108	123	132	162	152	126
Prior Year	155	180	189	174	60	74	89	108	138	167	194	208	156
Percent Change from Prior Year	1%	2%	28%	41%	-20%	-21%	-13%	0%	-11%	-21%	-16%	-27%	-19%

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



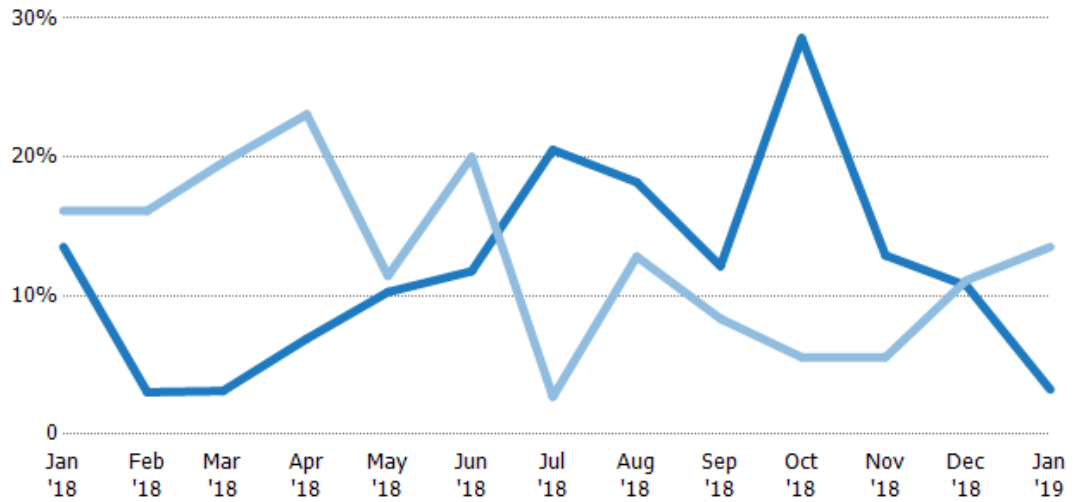
Current Year	7.4	33	32	14.5	9.75	8.5	4.88	5.5	8.25	3.5	7.75	9.33	31
Prior Year	6.2	6.2	5.27	4.33	8.75	5	37	7.8	12	18	18	9	7.4
Percent Change from Prior Year	19%	432%	100%	235%	11%	70%	-87%	-29%	-31%	-81%	-57%	4%	319%

Absorption Rate

The percentage of inventory sold per month.

Filters Used

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



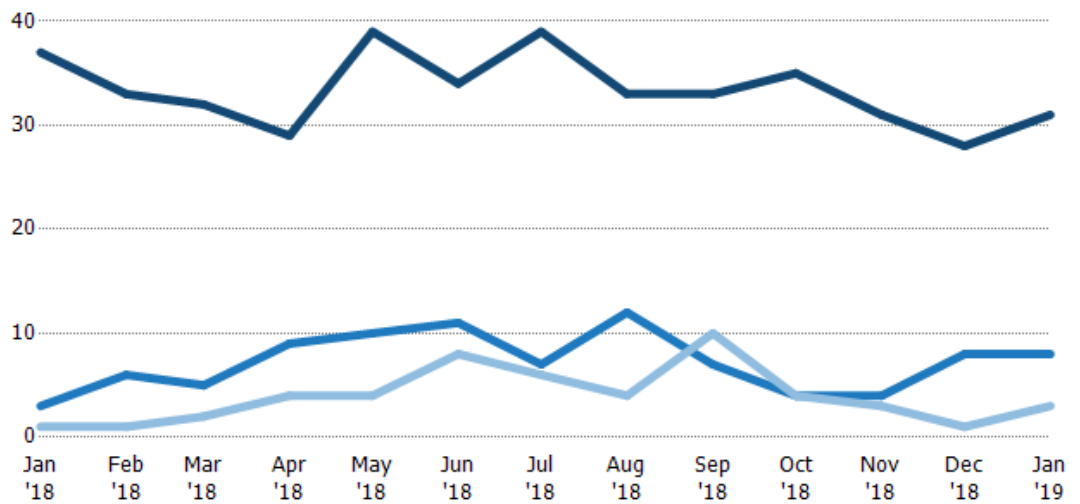
Current Year	14%	3%	3%	7%	10%	12%	21%	18%	12%	29%	13%	11%	3%
Prior Year	16%	16%	20%	23%	11%	20%	3%	13%	8%	6%	6%	11%	14%
Change from Prior Year	3%	13%	-3%	16%	1%	8%	-18%	-5%	-4%	-23%	-7%	0%	10%

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



Active	37	33	32	29	39	34	39	33	33	35	31	28	31
Pending	3	6	5	9	10	11	7	12	7	4	4	8	8
Sold	1	1	2	4	4	8	6	4	10	4	3	1	3

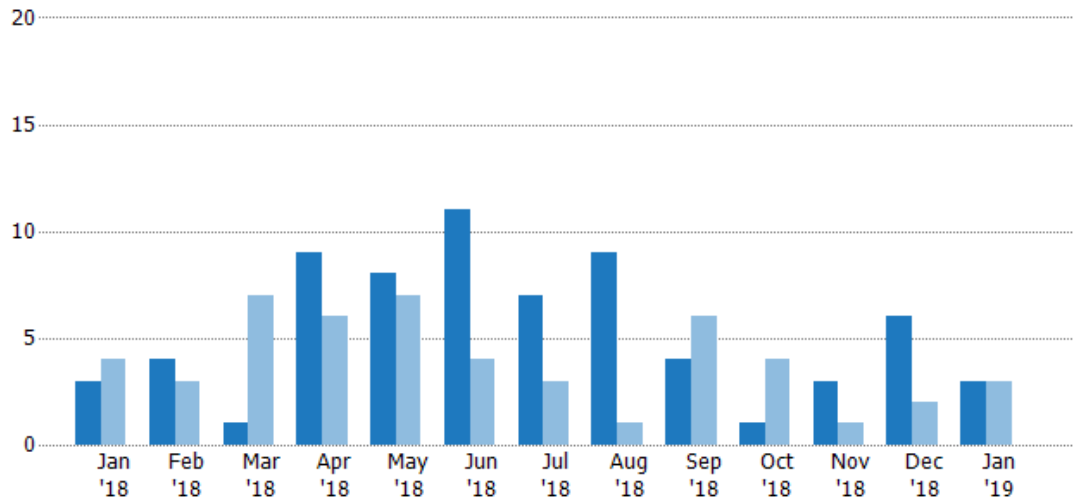
New Pending Sales

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.
Jan '19	3	0%
Jan '18	3	-25%
Jan '17	4	-25%



Current Year	3	4	1	9	8	11	7	9	4	1	3	6	3
Prior Year	4	3	7	6	7	4	3	1	6	4	1	2	3
Percent Change from Prior Year	-25%	33%	-86%	50%	14%	175%	133%	800%	-33%	-75%	200%	200%	0%

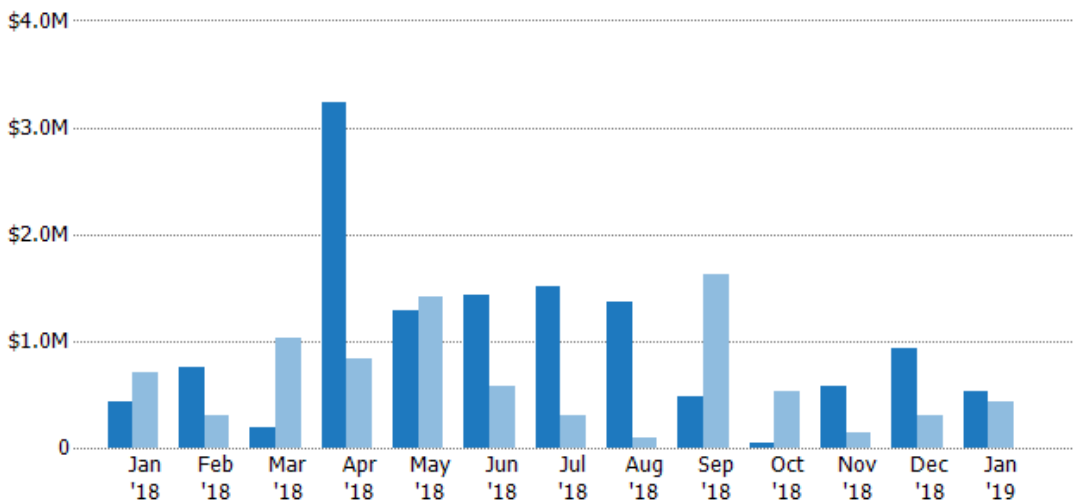
New Pending Sales Volume

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.
Jan '19	\$528K	24.3%
Jan '18	\$425K	-40%
Jan '17	\$708K	-18.2%



Current Year	\$425K	\$757K	\$193K	\$3.23M	\$1.28M	\$1.44M	\$1.51M	\$1.37M	\$481K	\$49K	\$585K	\$935K	\$528K
Prior Year	\$708K	\$298K	\$1.03M	\$832K	\$1.41M	\$575K	\$296K	\$97K	\$1.62M	\$535K	\$149K	\$304K	\$425K
Percent Change from Prior Year	-40%	154%	-81%	289%	-9%	150%	409%	1,314%	-70%	-91%	292%	208%	24%

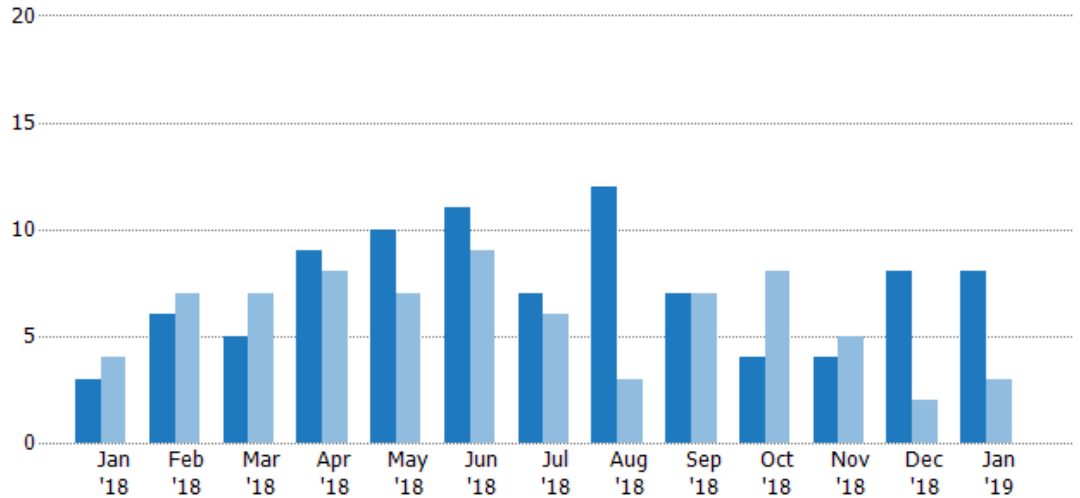
Pending Sales

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.
Jan '19	8	166.7%
Jan '18	3	-25%
Jan '17	4	25%



Current Year	3	6	5	9	10	11	7	12	7	4	4	8	8
Prior Year	4	7	7	8	7	9	6	3	7	8	5	2	3
Percent Change from Prior Year	-25%	-14%	-29%	13%	43%	22%	17%	300%	0%	-50%	-20%	300%	167%

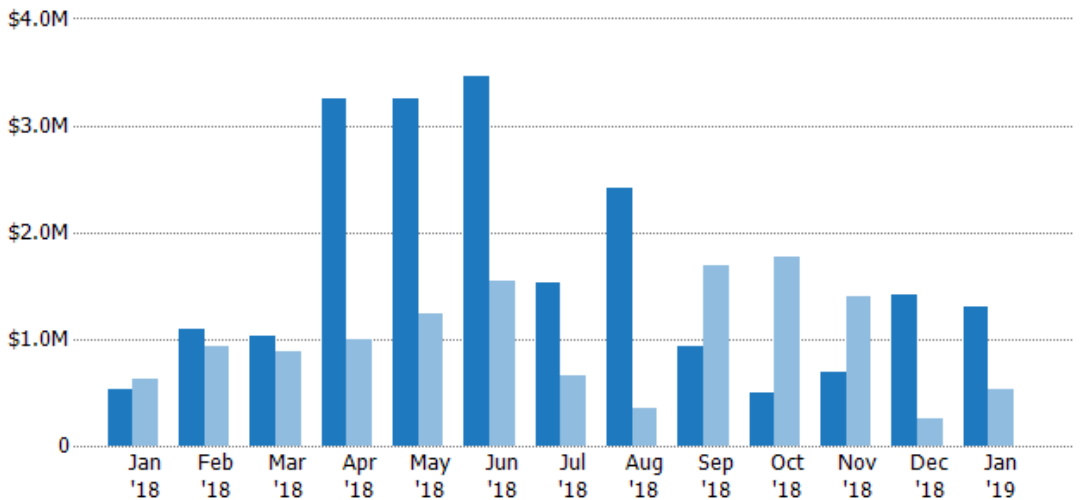
Pending Sales Volume

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.
Jan '19	\$1.31M	147.2%
Jan '18	\$529K	-15.9%
Jan '17	\$628K	35%



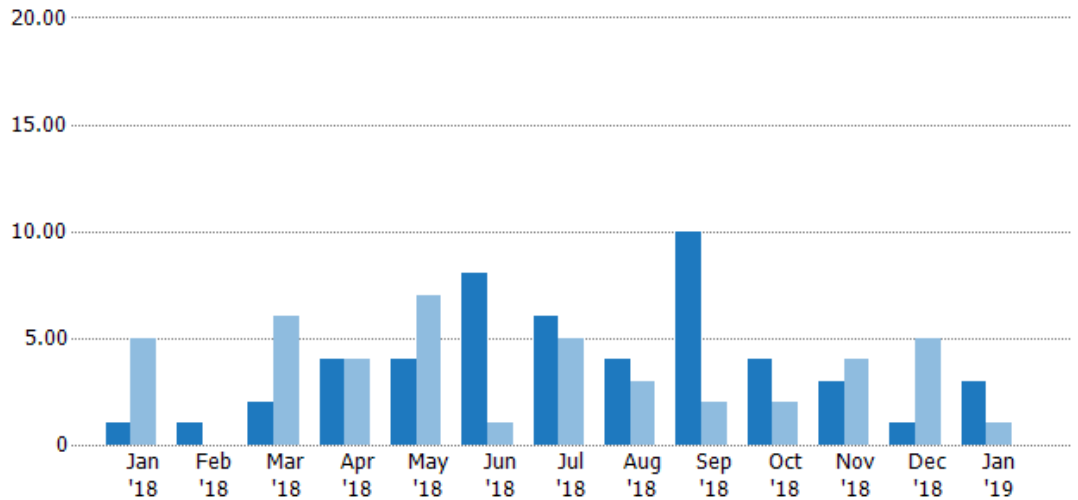
Current Year	\$529K	\$1.1M	\$1.02M	\$3.26M	\$3.25M	\$3.47M	\$1.53M	\$2.41M	\$939K	\$495K	\$697K	\$1.41M	\$1.31M
Prior Year	\$628K	\$926K	\$877K	\$1M	\$1.24M	\$1.54M	\$658K	\$353K	\$1.69M	\$1.77M	\$1.39M	\$254K	\$529K
Percent Change from Prior Year	-16%	18%	16%	225%	162%	126%	133%	581%	-44%	-72%	-50%	455%	147%

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



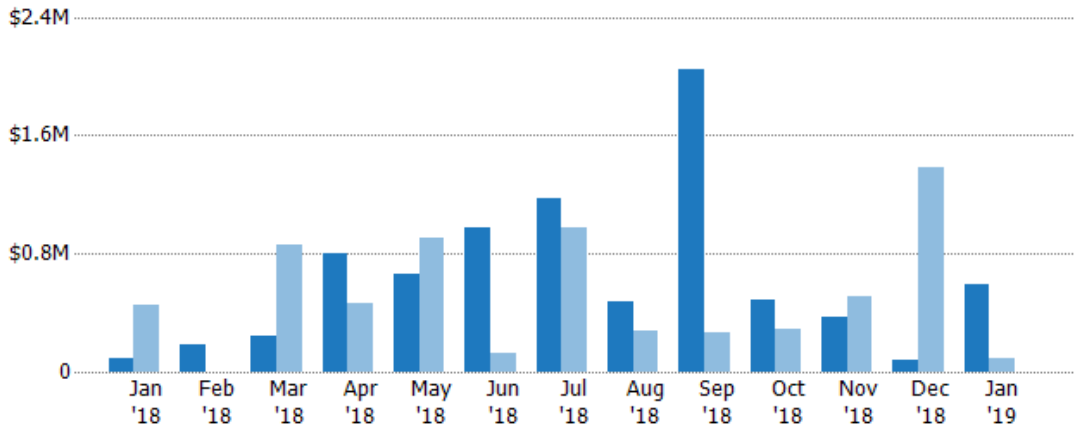
Current Year	1	1	2	4	4	8	6	4	10	4	3	1	3
Prior Year	5	-	6	4	7	1	5	3	2	2	4	5	1
Percent Change from Prior Year	-80%	100%	-67%	0%	-43%	700%	20%	33%	400%	100%	-25%	-80%	200%

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



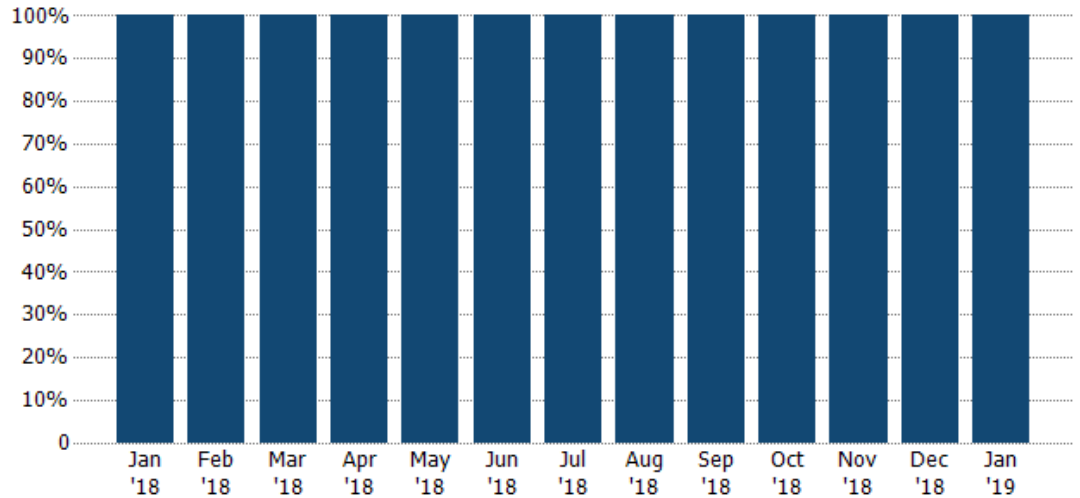
Current Year	\$93.5K	\$180K	\$248K	\$800K	\$656K	\$971K	\$1.17M	\$477K	\$2.05M	\$483K	\$374K	\$82.5K	\$594K
Prior Year	\$454K	-	\$863K	\$465K	\$907K	\$122K	\$979K	\$283K	\$264K	\$294K	\$512K	\$1.39M	\$93.5K
Percent Change from Prior Year	-79%	100%	-71%	72%	-28%	695%	20%	69%	677%	64%	-27%	-94%	535%

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



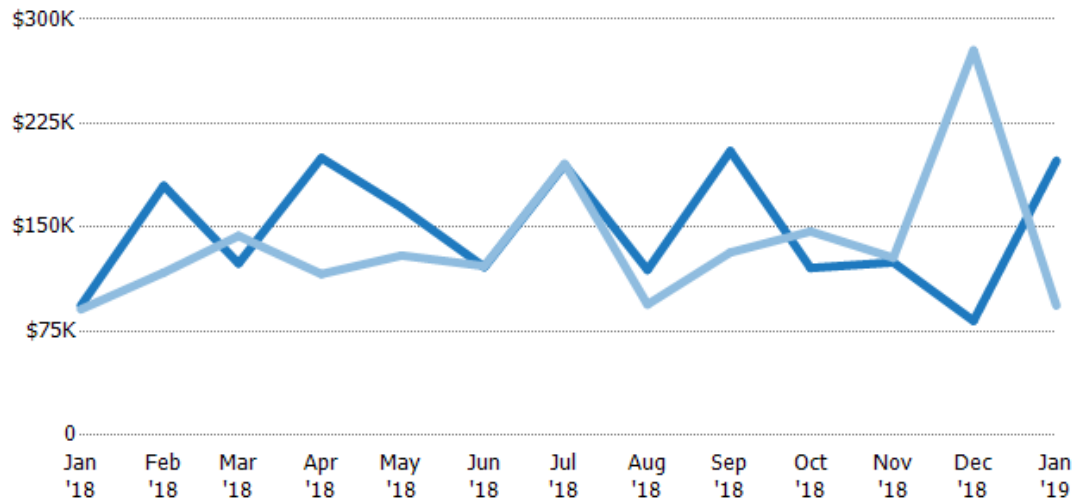
Single Family Residence

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



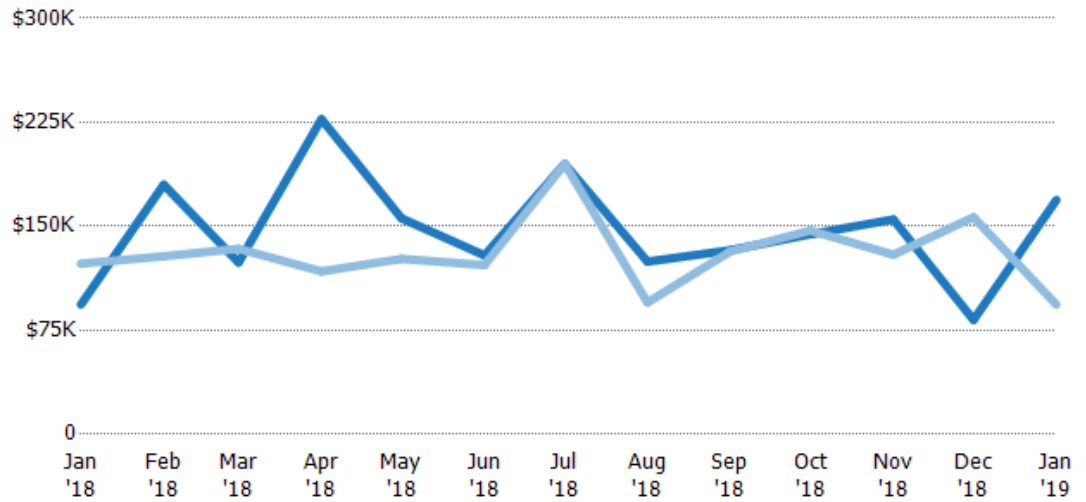
Current Year	\$93.5K	\$180K	\$124K	\$200K	\$164K	\$121K	\$195K	\$119K	\$205K	\$121K	\$125K	\$82.5K	\$198K
Prior Year	\$90.8K	\$117K	\$144K	\$116K	\$130K	\$122K	\$196K	\$94.3K	\$132K	\$147K	\$128K	\$278K	\$93.5K
Percent Change from Prior Year	3%	100%	-14%	72%	27%	-1%	0%	26%	55%	-18%	-3%	-70%	112%

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



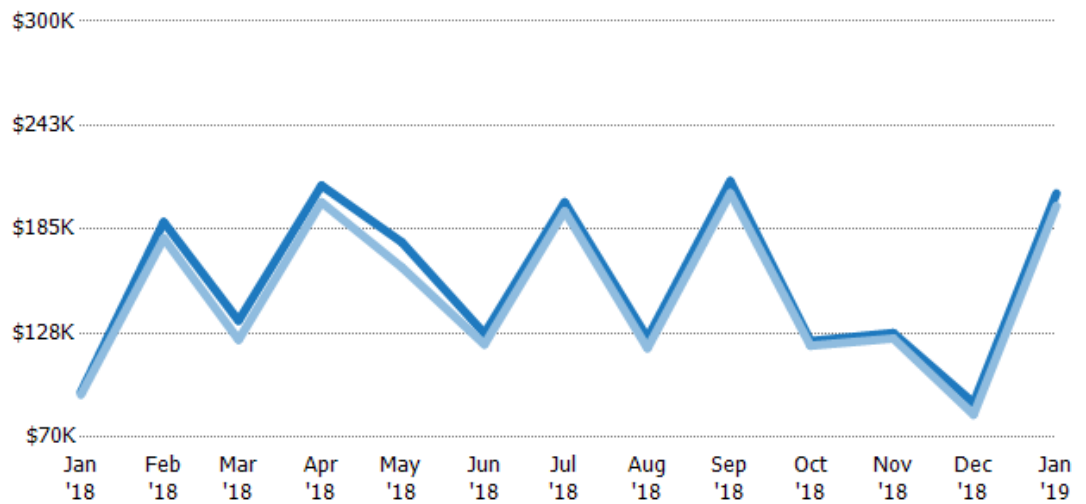
Current Year	\$93.5K	\$180K	\$124K	\$227K	\$156K	\$129K	\$195K	\$125K	\$133K	\$144K	\$155K	\$82.5K	\$169K
Prior Year	\$123K	\$128K	\$134K	\$118K	\$127K	\$122K	\$195K	\$95K	\$132K	\$147K	\$130K	\$157K	\$93.5K
Percent Change from Prior Year	-24%	100%	-7%	93%	23%	6%	0%	31%	1%	-2%	20%	-47%	81%

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



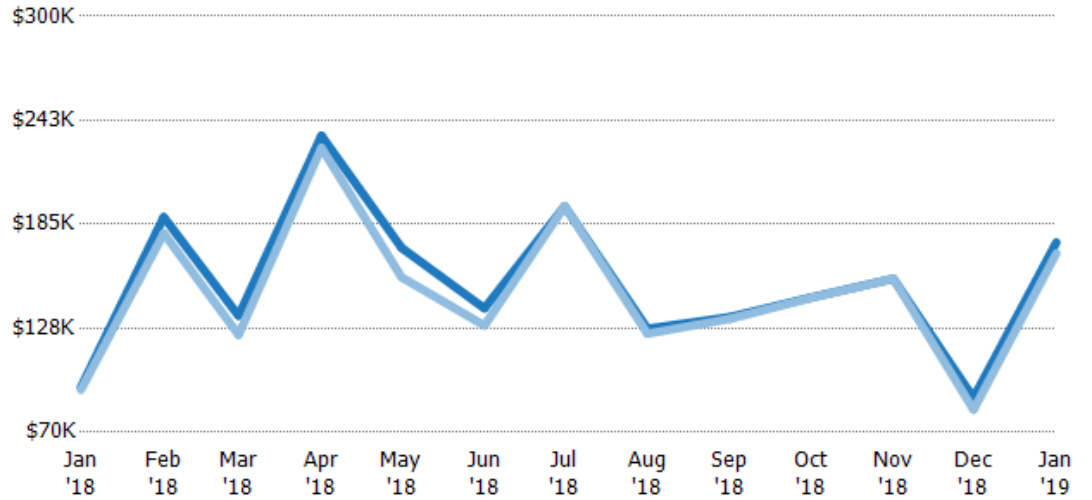
Avg List Price	\$94.9K	\$189K	\$134K	\$209K	\$178K	\$127K	\$200K	\$125K	\$212K	\$123K	\$128K	\$89K	\$205K
Avg Sales Price	\$93.5K	\$180K	\$124K	\$200K	\$164K	\$121K	\$195K	\$119K	\$205K	\$121K	\$125K	\$82.5K	\$198K
Avg Sales Price as a % of Avg List Price	99%	95%	92%	96%	92%	95%	98%	96%	97%	98%	98%	93%	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:
Condo/Townhouse/Apt, Single
Family Residence



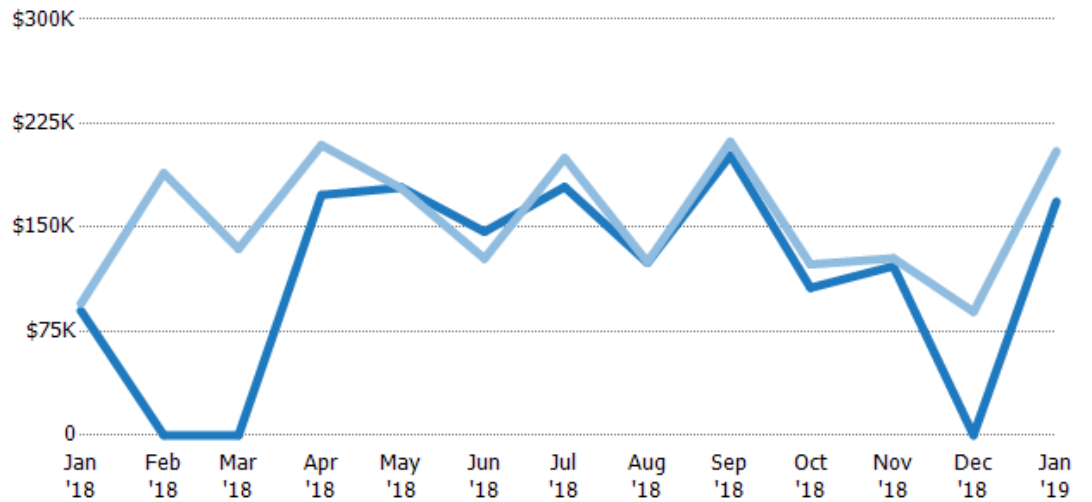
Median List Price	\$94.9K	\$189K	\$134K	\$234K	\$172K	\$139K	\$195K	\$127K	\$134K	\$144K	\$155K	\$89K	\$175K
Median Sales Price	\$93.5K	\$180K	\$124K	\$227K	\$156K	\$129K	\$195K	\$125K	\$133K	\$144K	\$155K	\$82.5K	\$169K
Med Sales Price as a % of Med List Price	99%	95%	92%	97%	91%	93%	100%	98%	99%	100%	100%	93%	97%

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



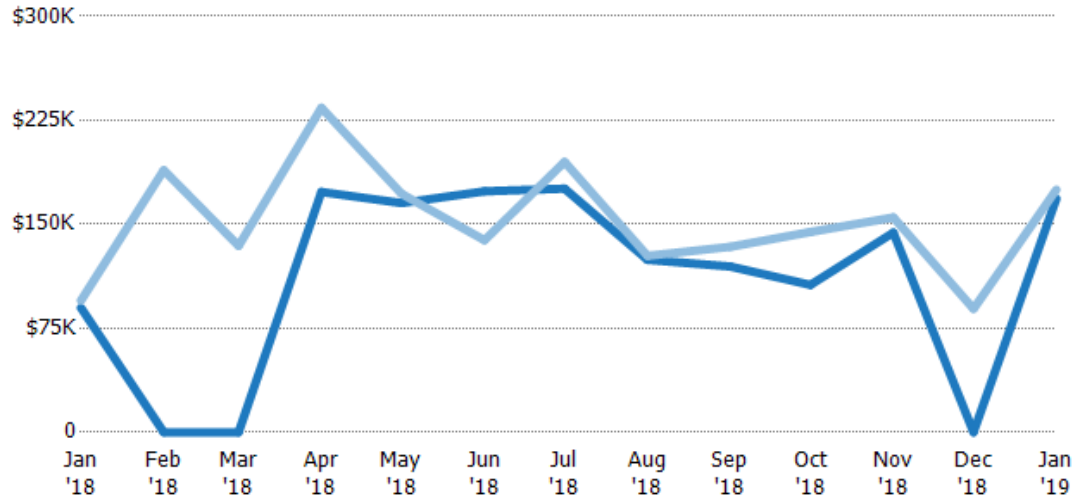
Avg Est Value	\$89.9K	\$0	\$0	\$173K	\$179K	\$147K	\$179K	\$124K	\$202K	\$106K	\$122K	\$0	\$169K
Avg Sales Price	\$94.9K	\$189K	\$134K	\$209K	\$178K	\$127K	\$200K	\$125K	\$212K	\$123K	\$128K	\$89K	\$205K
Avg Sales Price as a % of Avg Est Value	106%	100%	100%	121%	100%	87%	112%	100%	105%	116%	105%	100%	122%

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	\$89.9K	\$0	\$0	\$173K	\$165K	\$174K	\$176K	\$124K	\$120K	\$106K	\$144K	\$0	\$169K
Median Sales Price	\$94.9K	\$189K	\$134K	\$234K	\$172K	\$139K	\$195K	\$127K	\$134K	\$144K	\$155K	\$89K	\$175K
Med Sales Price as a % of Med Est Value	106%	100%	100%	135%	104%	80%	111%	102%	112%	136%	108%	100%	104%