

## Summary of Key Listing and Sales Metrics

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

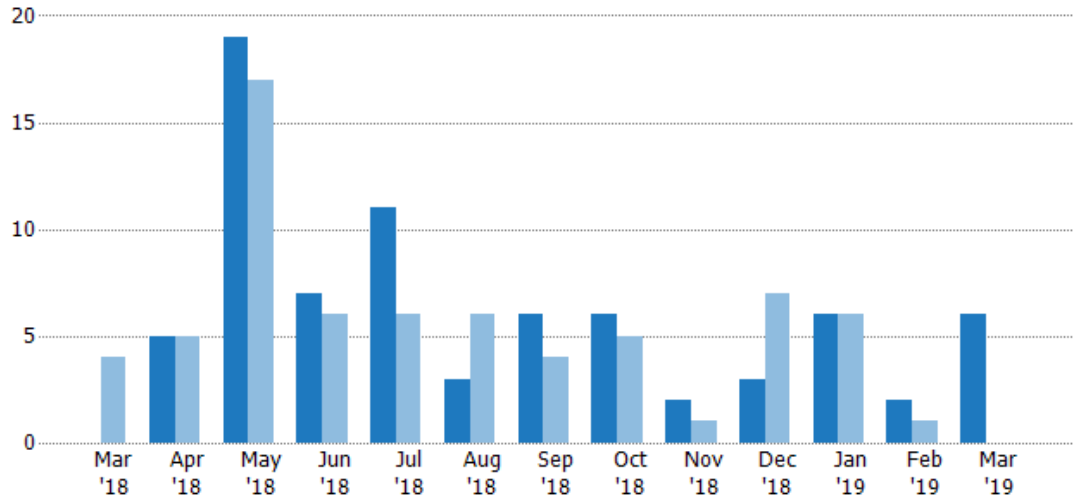
Key Metrics	Mar 2019	Mar 2018	+ / -	YTD 2019	YTD 2018	+ / -
<b>Listing Activity Charts Metrics</b>						
New Listing Count	6	–	–	14	7	+100%
New Listing Volume	\$1,484,900	–	–	\$2,340,500	\$1,247,400	+87.6%
Active Listing Count	33	36	-8.3%	N/A	N/A	
Active Listing Volume	\$6,420,400	\$7,571,650	-15.2%	N/A	N/A	
Average Listing Price	\$194,558	\$210,324	-7.5%	\$186,823	\$209,148	-10.7%
Median Listing Price	\$155,000	\$156,950	-1.2%	\$150,553	\$161,949	-7%
Median Days in RPR	173	230.5	-24.9%	150.5	200.25	-24.8%
Months of Inventory	11	36	-69.4%	23.5	10.4	+126.8%
Absorption Rate	9.09%	2.78%	+6.3%	4.26%	9.65%	-5.4%
<b>Sales Activity Charts Metrics</b>						
New Pending Sales Count	4	1	+300%	10	8	+25%
New Pending Sales Volume	\$604,600	\$193,000	+213.3%	\$1,388,000	\$1,374,700	+1%
Pending Sales Count	7	5	+40%	N/A	N/A	
Pending Sales Volume	\$1,170,600	\$1,020,500	+14.7%	N/A	N/A	
Closed Sales Count	3	2	+50%	9	4	+125%
Closed Sales Volume	\$352,000	\$247,800	+42.1%	\$1,474,000	\$521,300	+182.8%
Average Sales Price	\$117,333	\$123,900	-5.3%	\$163,778	\$130,325	+25.7%
Median Sales Price	\$125,000	\$123,900	+0.9%	\$154,000	\$130,325	+18.2%

## 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



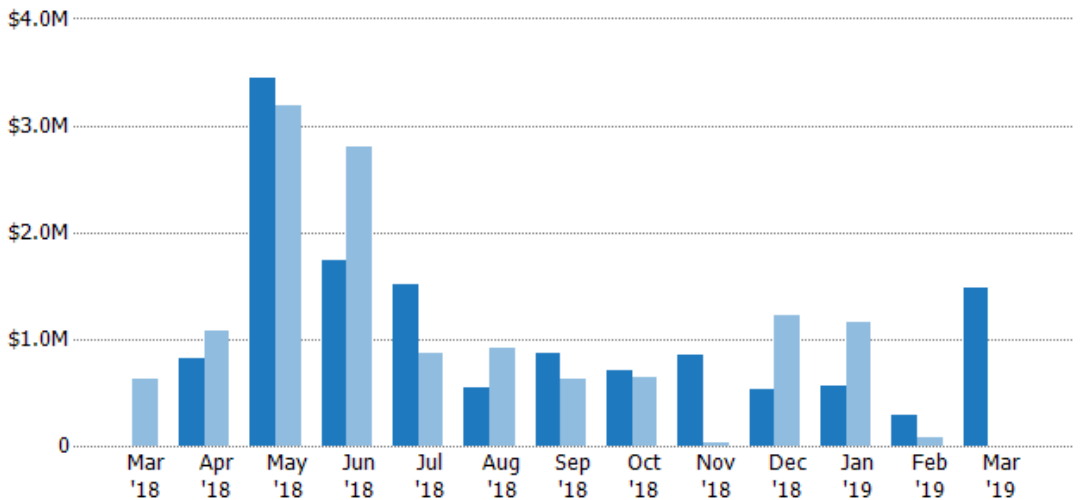
Current Year	-	5	19	7	11	3	6	6	2	3	6	2	6
Prior Year	4	5	17	6	6	6	4	5	1	7	6	1	-
Percent Change from Prior Year	-100%	0%	12%	17%	83%	-50%	50%	20%	100%	-57%	0%	100%	100%

## 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	-	\$821K	\$3.45M	\$1.74M	\$1.51M	\$545K	\$861K	\$702K	\$855K	\$525K	\$561K	\$295K	\$1.48M
Prior Year	\$633K	\$1.08M	\$3.18M	\$2.8M	\$862K	\$920K	\$628K	\$638K	\$34.9K	\$1.23M	\$1.16M	\$84K	-
Percent Change from Prior Year	-100%	-24%	8%	-38%	75%	-41%	37%	10%	2,350%	-57%	-52%	251%	100%

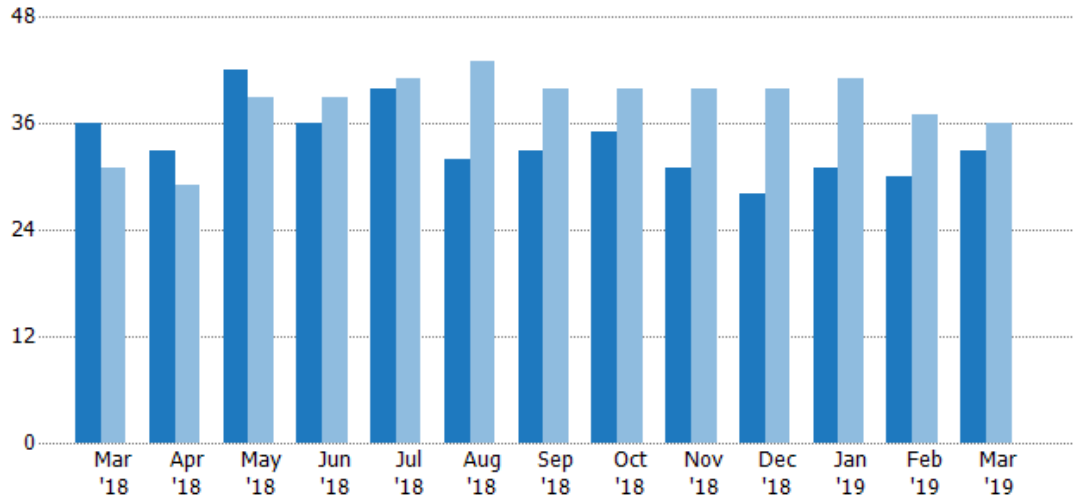
## Active Listings

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.
Mar '19	33	-8.3%
Mar '18	36	16.1%
Mar '17	31	25.8%



Current Year	36	33	42	36	40	32	33	35	31	28	31	30	33
Prior Year	31	29	39	39	41	43	40	40	40	40	41	37	36
Percent Change from Prior Year	16%	14%	8%	-8%	-2%	-26%	-18%	-13%	-23%	-30%	-24%	-19%	-8%

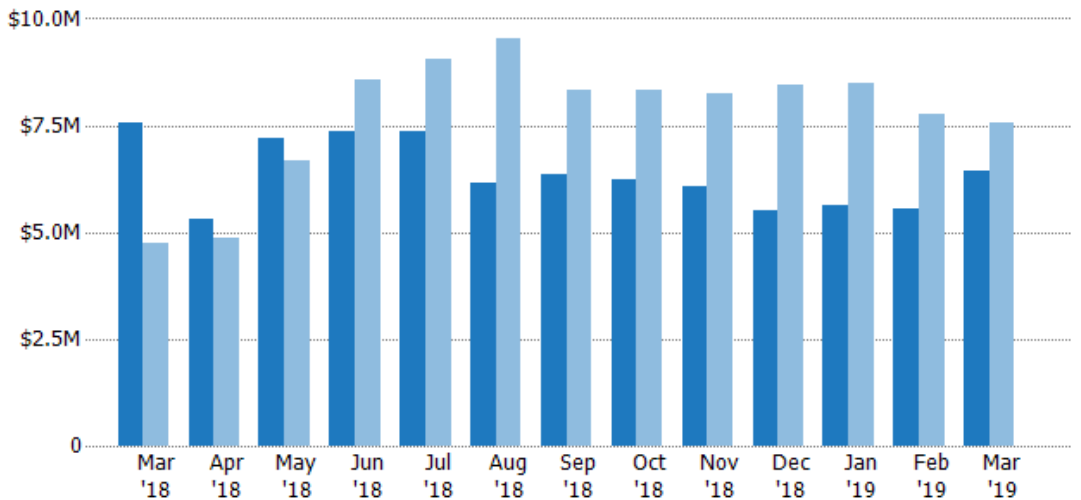
## Active Listing Volume

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.
Mar '19	\$6.42M	-15.2%
Mar '18	\$7.57M	59.9%
Mar '17	\$4.74M	92.6%



Current Year	\$7.57M	\$5.32M	\$7.18M	\$7.34M	\$7.34M	\$6.16M	\$6.36M	\$6.23M	\$6.08M	\$5.51M	\$5.61M	\$5.53M	\$6.42M
Prior Year	\$4.74M	\$4.86M	\$6.68M	\$8.58M	\$9.04M	\$9.53M	\$8.33M	\$8.33M	\$8.26M	\$8.45M	\$8.51M	\$7.76M	\$7.57M
Percent Change from Prior Year	60%	9%	7%	-14%	-19%	-35%	-24%	-25%	-26%	-35%	-34%	-29%	-15%

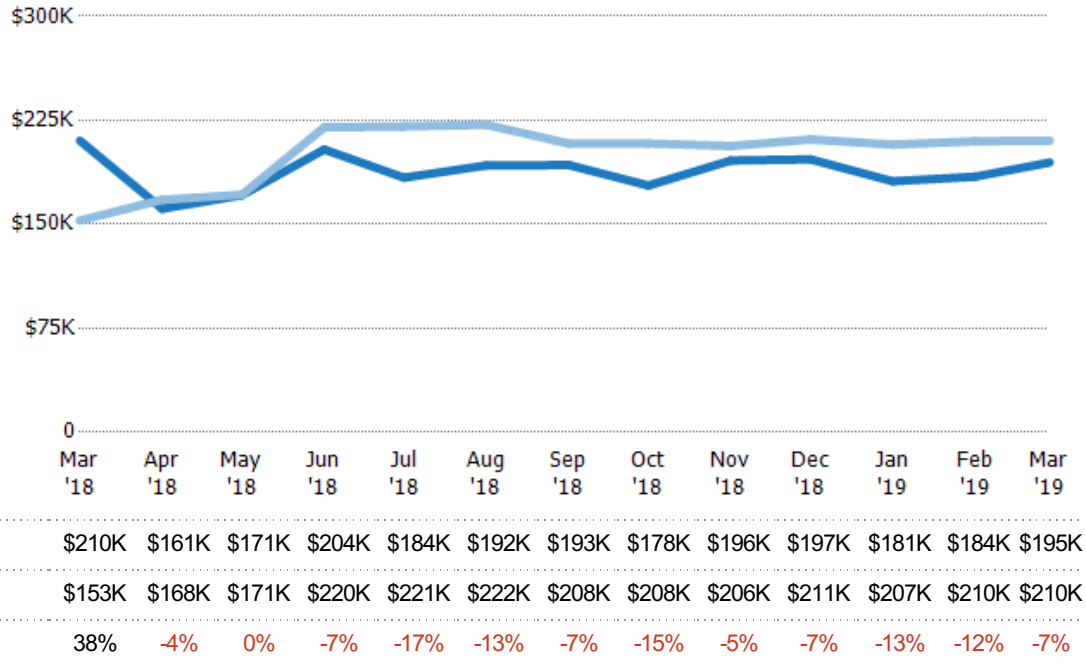
## Average Listing Price

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.
Mar '19	\$195K	-7.5%
Mar '18	\$210K	37.7%
Mar '17	\$153K	53.1%



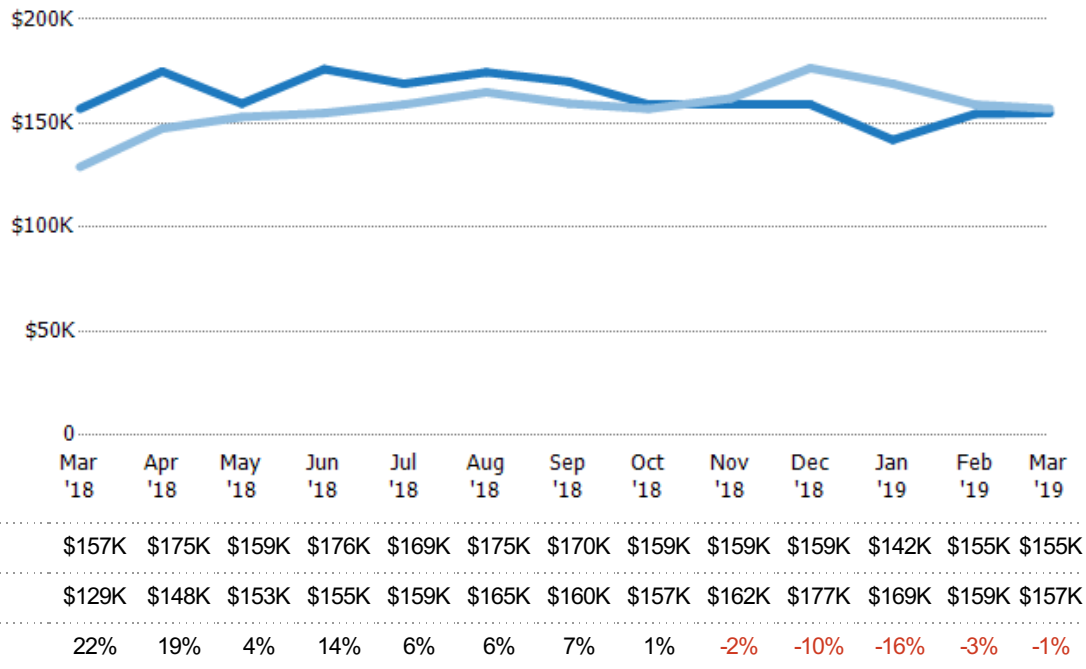
## Median Listing Price

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.
Mar '19	\$155K	-1.2%
Mar '18	\$157K	21.7%
Mar '17	\$129K	31%

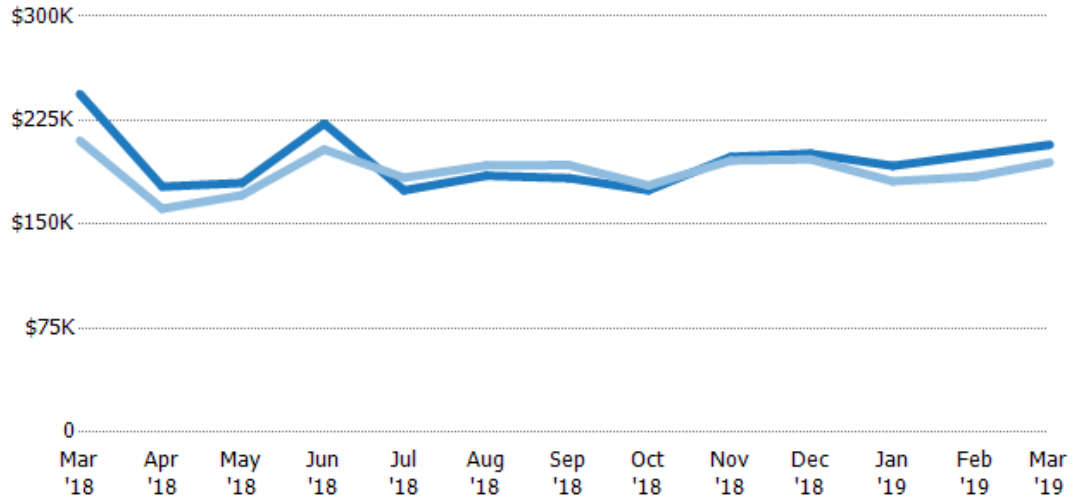


## Average Listing Price vs Average Est Value

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



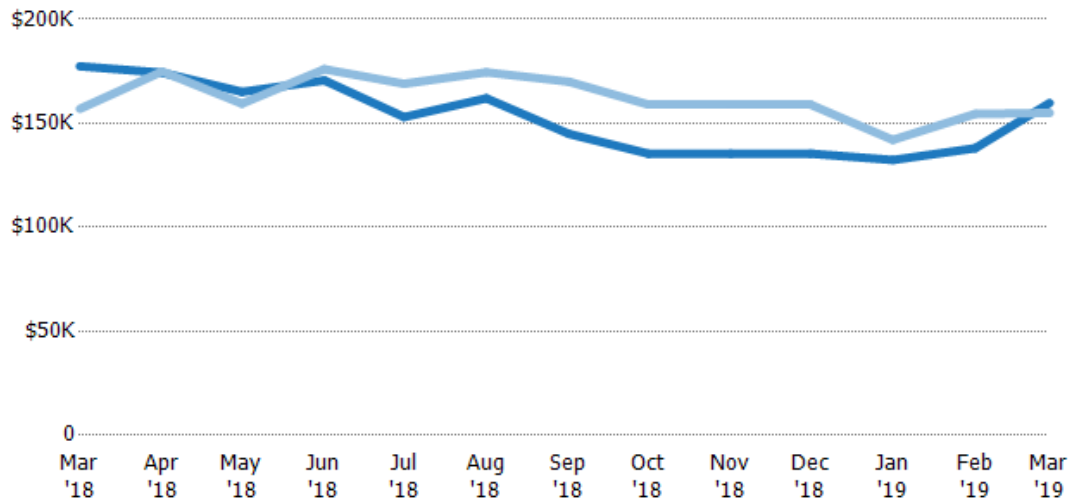
	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19
Avg Est Value	\$244K	\$177K	\$180K	\$223K	\$174K	\$185K	\$183K	\$175K	\$199K	\$201K	\$192K	\$200K	\$207K
Avg Listing Price	\$210K	\$161K	\$171K	\$204K	\$184K	\$192K	\$193K	\$178K	\$196K	\$197K	\$181K	\$184K	\$195K
Avg Listing Price as a % of Avg Est Value	86%	91%	95%	92%	105%	104%	105%	102%	99%	98%	94%	92%	94%

## 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



	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19
Median Est Value	\$177K	\$174K	\$165K	\$171K	\$153K	\$162K	\$145K	\$135K	\$135K	\$135K	\$132K	\$138K	\$160K
Median Listing Price	\$157K	\$175K	\$159K	\$176K	\$169K	\$175K	\$170K	\$159K	\$159K	\$159K	\$142K	\$155K	\$155K
Med Listing Price as a % of Med Est Value	88%	100%	97%	103%	110%	108%	117%	117%	117%	117%	107%	112%	97%

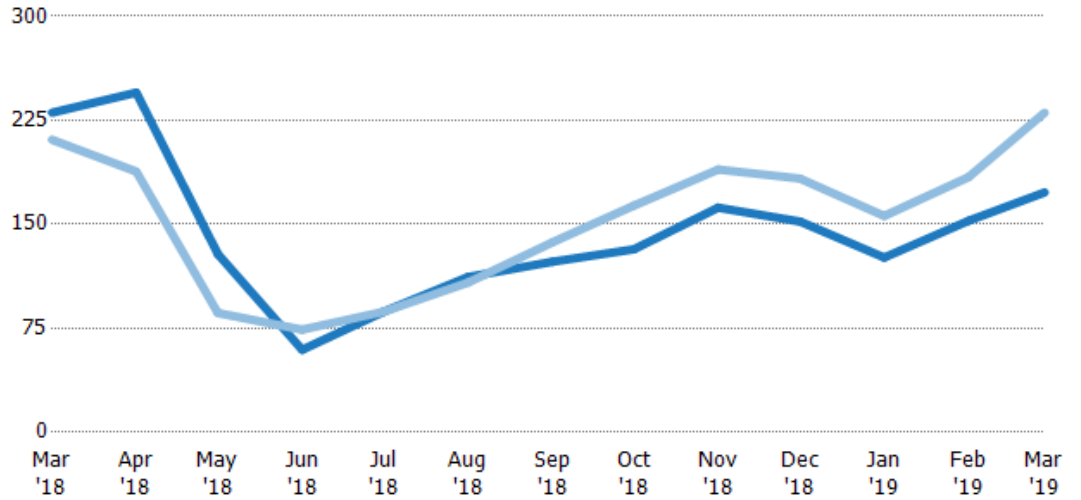
## Median Days in RPR

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.
Mar '19	173	-24.9%
Mar '18	231	9.2%
Mar '17	211	2.4%



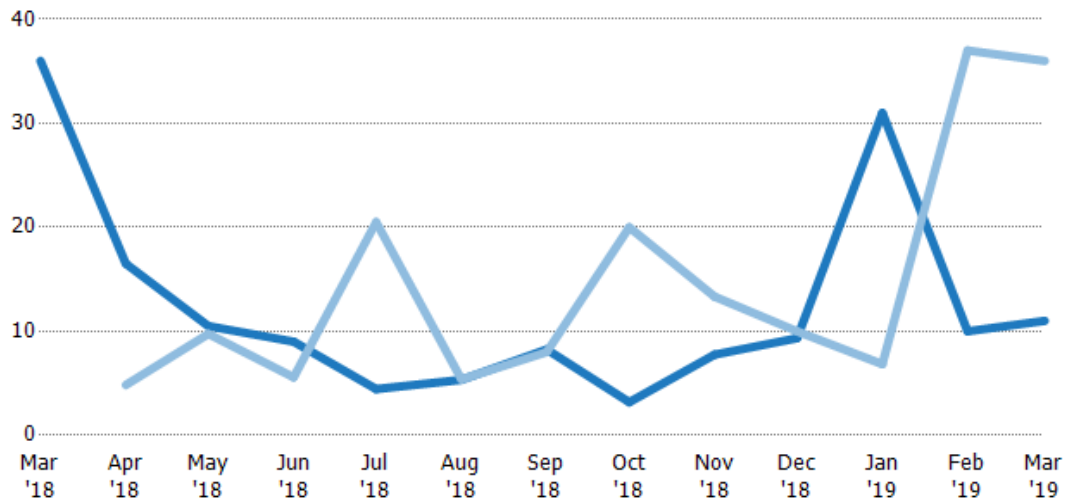
	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19
Current Year	231	245	129	59.5	87	112	123	132	162	152	126	153	173
Prior Year	211	188	86	74	87	108	137	164	190	183	156	184	231
Percent Change from Prior Year	9%	30%	49%	-20%	0%	4%	-10%	-19%	-15%	-17%	-19%	-17%	-25%

## 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



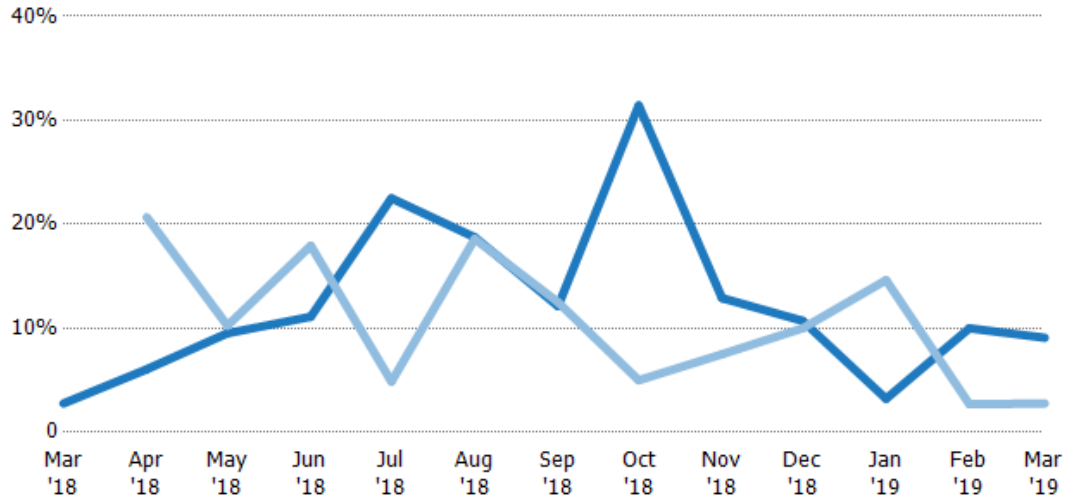
	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19
Current Year	36	16.5	10.5	9	4.44	5.33	8.25	3.18	7.75	9.33	31	10	11
Prior Year	-	4.83	9.75	5.57	20.5	5.38	8	20	13.3	10	6.83	37	36
Percent Change from Prior Year	100%	241%	8%	62%	-78%	-1%	3%	-84%	-42%	-7%	354%	-73%	-69%

## Absorption Rate

The percentage of inventory sold per month.

### Filters Used

ZIP: Lyndonville, VT 05851  
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 Family Residence



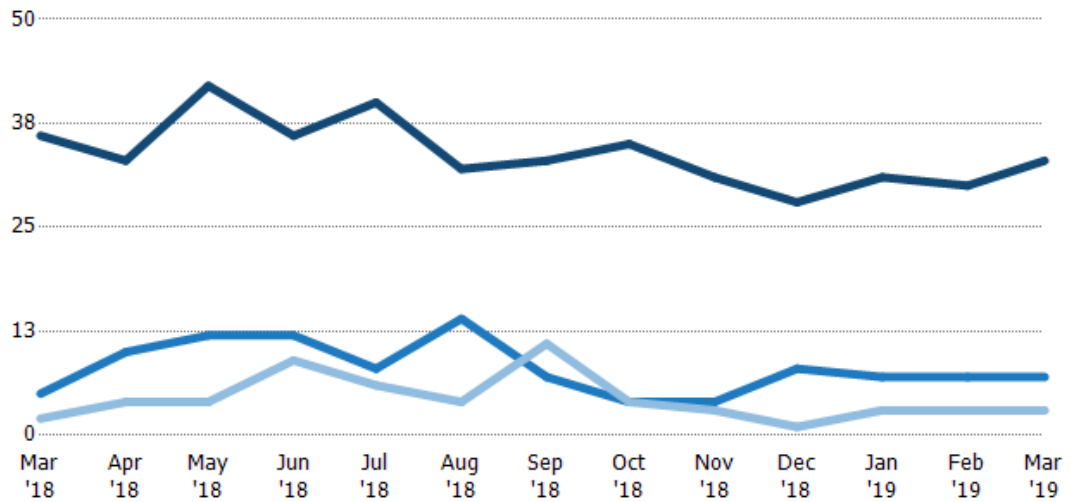
	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19
Current Year	3%	6%	10%	11%	23%	19%	12%	31%	13%	11%	3%	10%	9%
Prior Year	-	21%	10%	18%	5%	19%	13%	5%	8%	10%	15%	3%	3%
Change from Prior Year	-3%	15%	1%	7%	-18%	0%	0%	-26%	-5%	-1%	11%	-7%	-6%

## 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



	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19
Active	36	33	42	36	40	32	33	35	31	28	31	30	33
Pending	5	10	12	12	8	14	7	4	4	8	7	7	7
Sold	2	4	4	9	6	4	11	4	3	1	3	3	3

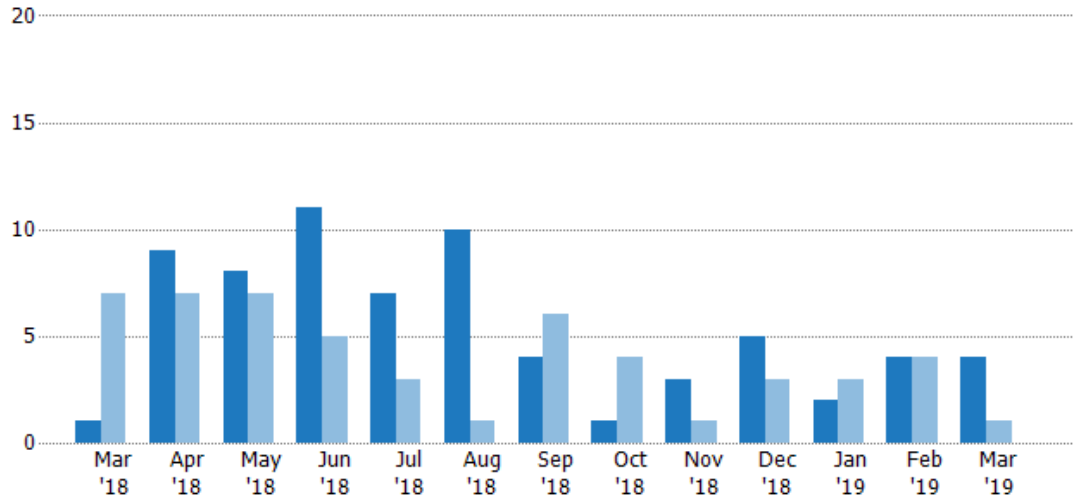
## New Pending Sales

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.
Mar '19	4	300%
Mar '18	1	-85.7%
Mar '17	7	-71.4%



Current Year	1	9	8	11	7	10	4	1	3	5	2	4	4
Prior Year	7	7	7	5	3	1	6	4	1	3	3	4	1
Percent Change from Prior Year	-86%	29%	14%	120%	133%	900%	-33%	-75%	200%	67%	-33%	0%	300%

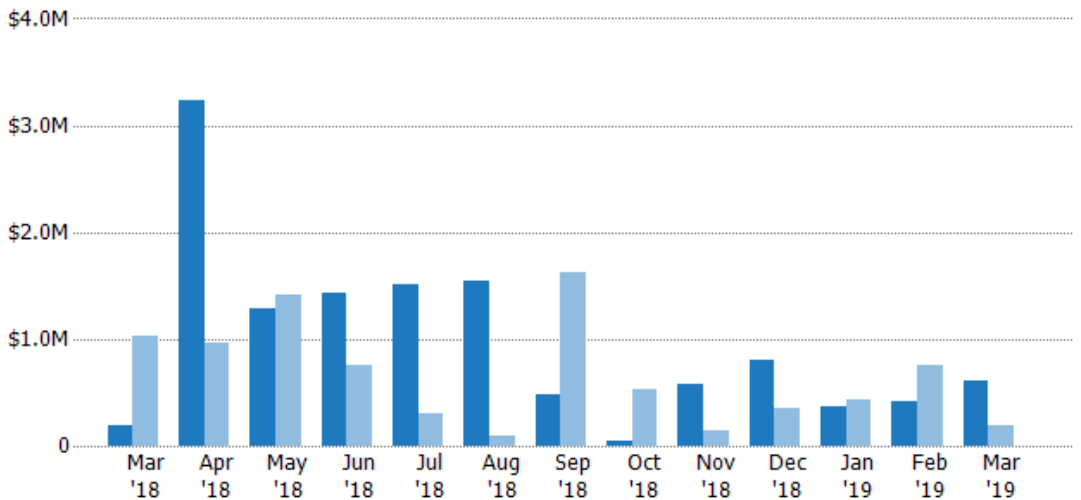
## New Pending Sales Volume

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.
Mar '19	\$605K	213.3%
Mar '18	\$193K	-81.2%
Mar '17	\$1.03M	-76.3%



Current Year	\$193K	\$3.23M	\$1.28M	\$1.44M	\$1.51M	\$1.54M	\$481K	\$49K	\$585K	\$800K	\$369K	\$415K	\$605K
Prior Year	\$1.03M	\$956K	\$1.41M	\$760K	\$296K	\$97K	\$1.62M	\$535K	\$149K	\$349K	\$425K	\$757K	\$193K
Percent Change from Prior Year	-81%	238%	-9%	89%	409%	1,488%	-70%	-91%	292%	129%	-13%	-45%	213%



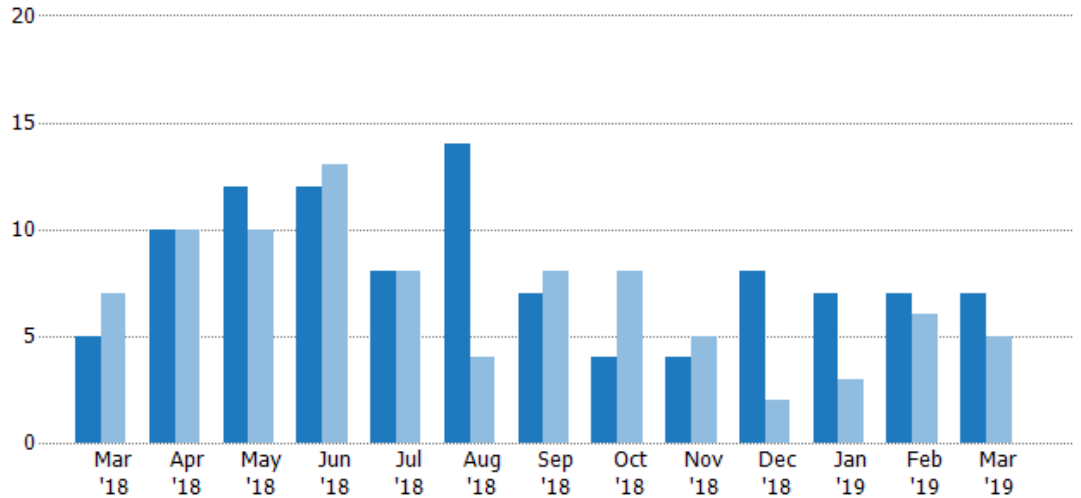
## Pending Sales

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.
Mar '19	7	40%
Mar '18	5	-28.6%
Mar '17	7	-57.1%



	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19
Current Year	5	10	12	12	8	14	7	4	4	8	7	7	7
Prior Year	7	10	10	13	8	4	8	8	5	2	3	6	5
Percent Change from Prior Year	-29%	0%	20%	-8%	0%	250%	-13%	-50%	-20%	300%	133%	17%	40%

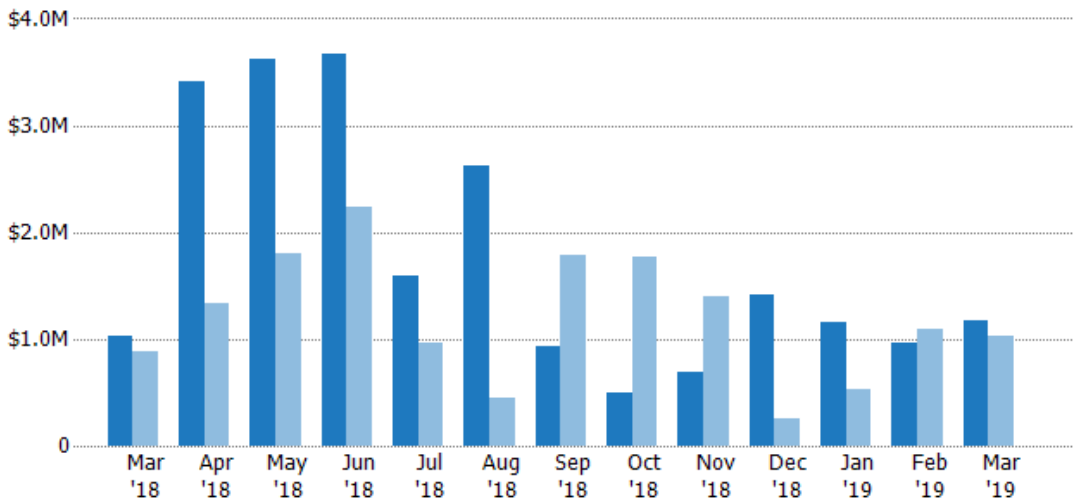
## Pending Sales Volume

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.
Mar '19	\$1.17M	14.7%
Mar '18	\$1.02M	16.4%
Mar '17	\$877K	-66.5%



	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19
Current Year	\$1.02M	\$3.42M	\$3.61M	\$3.67M	\$1.59M	\$2.63M	\$939K	\$495K	\$697K	\$1.41M	\$1.16M	\$968K	\$1.17M
Prior Year	\$877K	\$1.33M	\$1.8M	\$2.23M	\$967K	\$450K	\$1.78M	\$1.77M	\$1.39M	\$254K	\$529K	\$1.1M	\$1.02M
Percent Change from Prior Year	16%	158%	101%	65%	64%	484%	-47%	-72%	-50%	455%	120%	-12%	15%

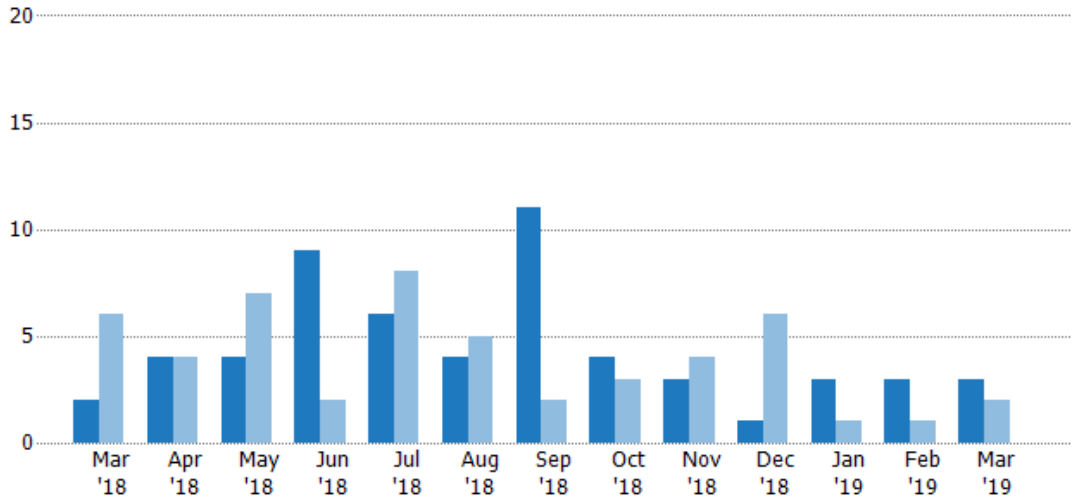
## Closed Sales

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.
Mar '19	3	50%
Mar '18	2	-66.7%
Mar '17	6	0%



	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19
Current Year	2	4	4	9	6	4	11	4	3	1	3	3	3
Prior Year	6	4	7	2	8	5	2	3	4	6	1	1	2
Percent Change from Prior Year	-67%	0%	-43%	350%	-25%	-20%	450%	33%	-25%	-83%	200%	200%	50%

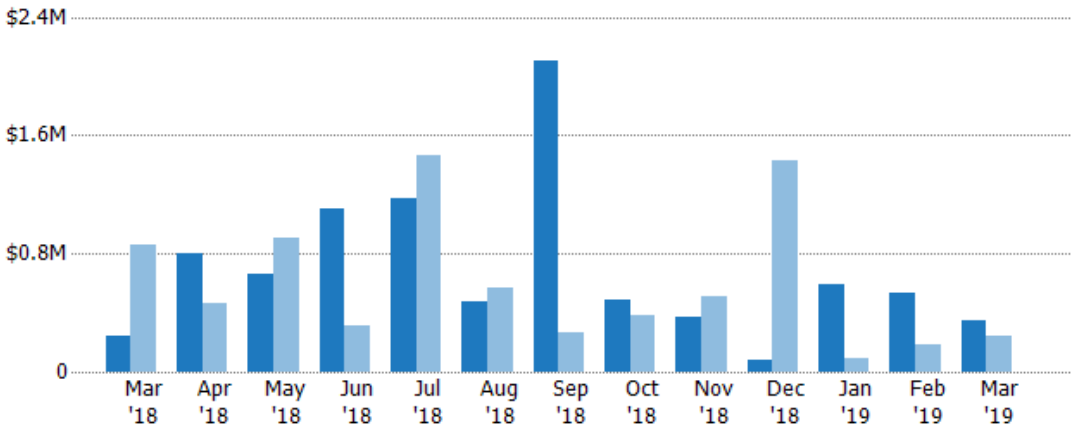
## Closed Sales Volume

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.
Mar '19	\$352K	42.1%
Mar '18	\$248K	-71.3%
Mar '17	\$863K	10.3%



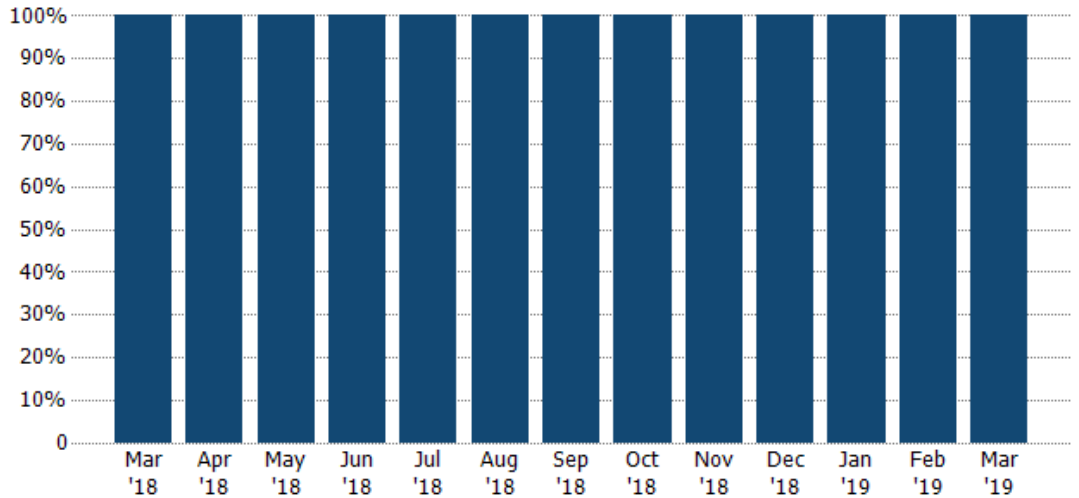
	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19
Current Year	\$248K	\$800K	\$656K	\$1.1M	\$1.17M	\$477K	\$2.1M	\$483K	\$374K	\$82.5K	\$594K	\$528K	\$352K
Prior Year	\$863K	\$465K	\$907K	\$312K	\$1.46M	\$574K	\$264K	\$384K	\$512K	\$1.43M	\$93.5K	\$180K	\$248K
Percent Change from Prior Year	-71%	72%	-28%	252%	-20%	-17%	696%	26%	-27%	-94%	535%	193%	42%

## 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

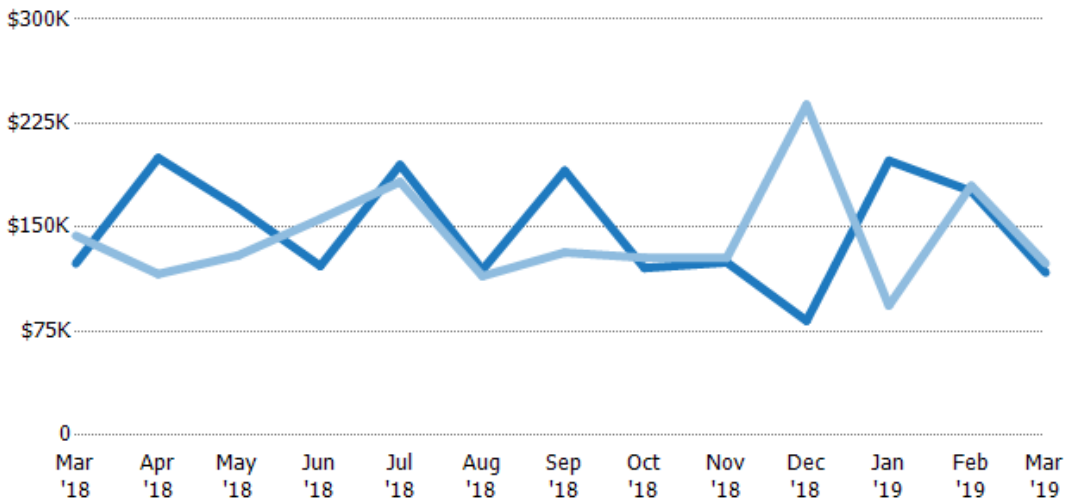
100% 100% 100% 100% 100% 100% 100% 100% 100% 100% 100% 100% 100%

## 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	\$124K	\$200K	\$164K	\$122K	\$195K	\$119K	\$191K	\$121K	\$125K	\$82.5K	\$198K	\$176K	\$117K
Prior Year	\$144K	\$116K	\$130K	\$156K	\$183K	\$115K	\$132K	\$128K	\$128K	\$238K	\$93.5K	\$180K	\$124K
Percent Change from Prior Year	-14%	72%	27%	-22%	7%	4%	45%	-6%	-3%	-65%	112%	-2%	-5%

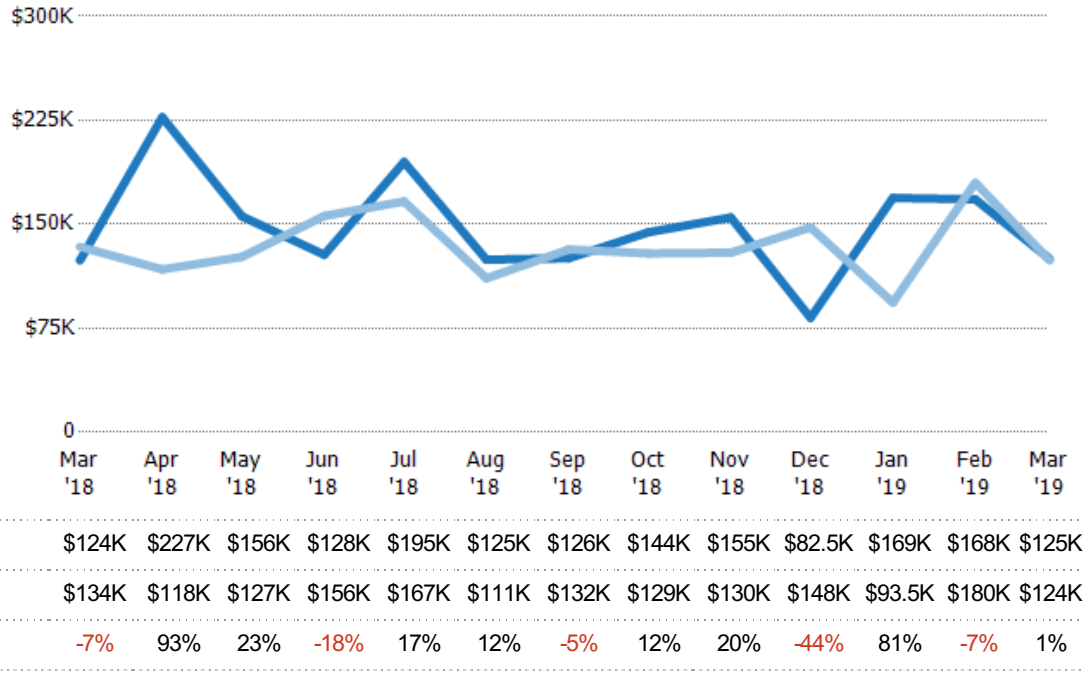
## Median Sales Price

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.
Mar '19	\$125K	0.9%
Mar '18	\$124K	-7.4%
Mar '17	\$134K	10.3%

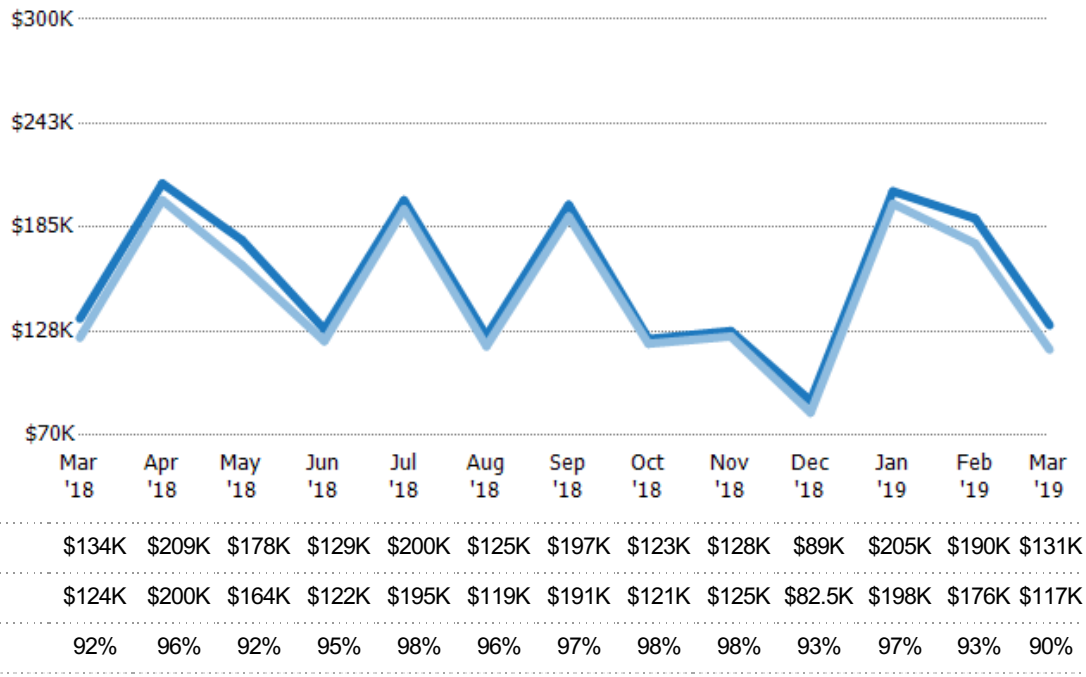


## Average Sales Price vs Average Listing Price

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

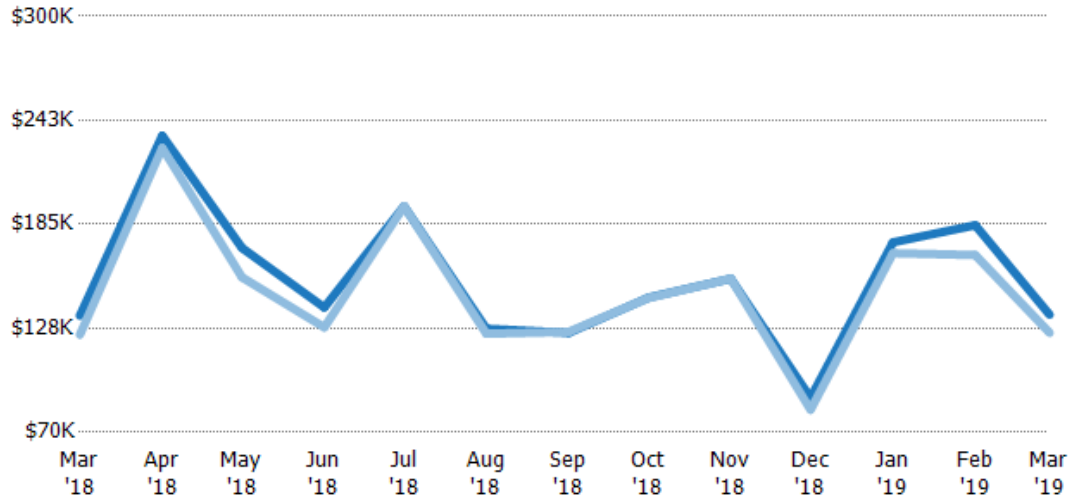


## Median Sales Price vs Median Listing Price

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



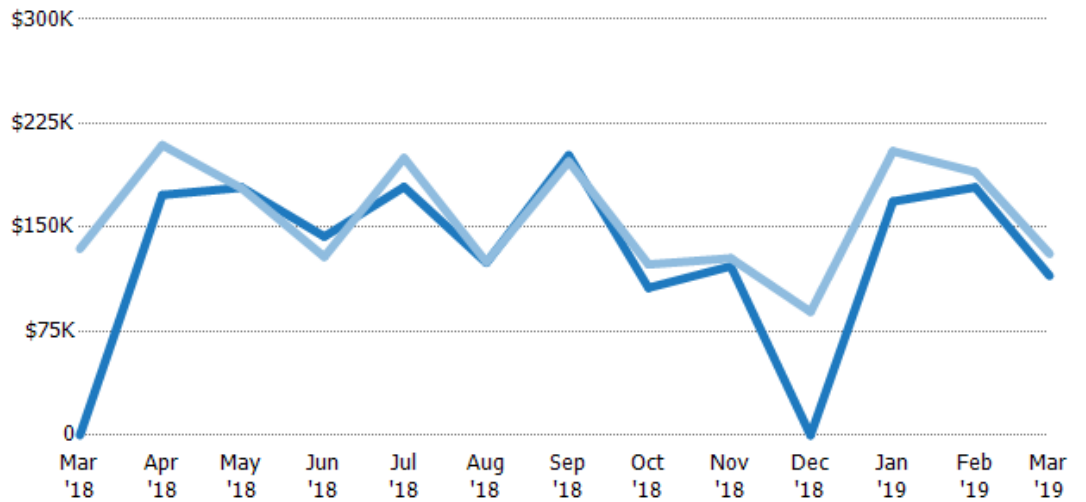
Median List Price	\$134K	\$234K	\$172K	\$139K	\$195K	\$127K	\$125K	\$144K	\$155K	\$89K	\$175K	\$185K	\$135K
Median Sales Price	\$124K	\$227K	\$156K	\$128K	\$195K	\$125K	\$126K	\$144K	\$155K	\$82.5K	\$169K	\$168K	\$125K
Med Sales Price as a % of Med List Price	92%	97%	91%	92%	100%	98%	100%	100%	100%	93%	97%	91%	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:  
 Condo/Townhouse/Apt, Single  
 Family Residence



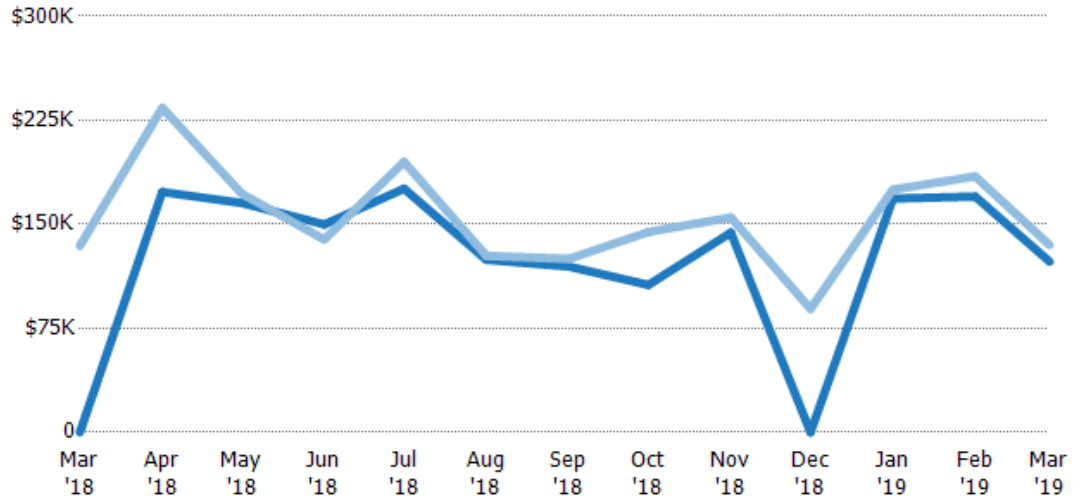
Avg Est Value	\$0	\$173K	\$179K	\$143K	\$179K	\$124K	\$202K	\$106K	\$122K	\$0	\$169K	\$179K	\$115K
Avg Sales Price	\$134K	\$209K	\$178K	\$129K	\$200K	\$125K	\$197K	\$123K	\$128K	\$89K	\$205K	\$190K	\$131K
Avg Sales Price as a % of Avg Est Value	100%	121%	100%	90%	112%	100%	98%	116%	105%	100%	122%	106%	114%

## 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	\$0	\$173K	\$165K	\$150K	\$176K	\$124K	\$120K	\$106K	\$144K	\$0	\$169K	\$170K	\$123K
Median Sales Price	\$134K	\$234K	\$172K	\$139K	\$195K	\$127K	\$125K	\$144K	\$155K	\$89K	\$175K	\$185K	\$135K
Med Sales Price as a % of Med Est Value	100%	135%	104%	93%	111%	102%	105%	136%	108%	100%	104%	109%	110%