

## Summary of Key Listing and Sales Metrics

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

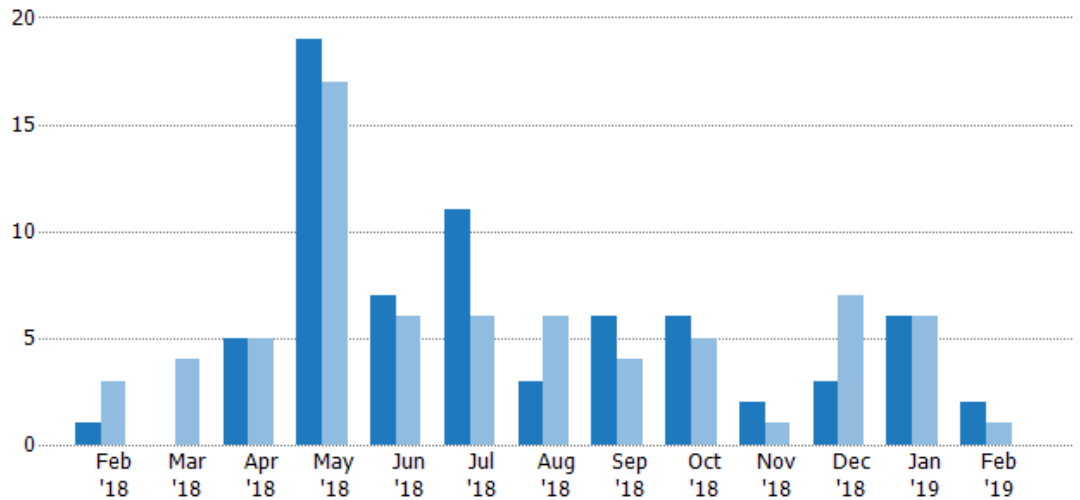
Key Metrics	Feb 2019	Feb 2018	+ / -	YTD 2019	YTD 2018	+ / -
<b>Listing Activity Charts Metrics</b>						
New Listing Count	2	1	+100%	8	7	+14.3%
New Listing Volume	\$294,900	\$84,000	+251.1%	\$855,600	\$1,247,400	-31.4%
Active Listing Count	30	37	-18.9%	N/A	N/A	
Active Listing Volume	\$5,530,200	\$7,764,650	-28.8%	N/A	N/A	
Average Listing Price	\$184,340	\$209,855	-12.2%	\$182,639	\$208,605	-12.4%
Median Listing Price	\$154,500	\$159,000	-2.8%	\$148,148	\$164,256	-9.8%
Median Days in RPR	152.5	184	-17.1%	139.25	170	-18.1%
Months of Inventory	10	37	-73%	30.5	15.6	+95.5%
Absorption Rate	10%	2.7%	+7.3%	3.28%	6.41%	-3.1%
<b>Sales Activity Charts Metrics</b>						
New Pending Sales Count	4	4	±	6	7	-14.3%
New Pending Sales Volume	\$414,500	\$756,900	-45.2%	\$783,400	\$1,181,700	-33.7%
Pending Sales Count	7	6	+16.7%	N/A	N/A	
Pending Sales Volume	\$968,400	\$1,096,400	-11.7%	N/A	N/A	
Closed Sales Count	3	1	+200%	6	2	+200%
Closed Sales Volume	\$528,000	\$180,000	+193.3%	\$1,122,000	\$273,500	+310.2%
Average Sales Price	\$176,000	\$180,000	-2.2%	\$187,000	\$136,750	+36.7%
Median Sales Price	\$168,000	\$180,000	-6.7%	\$168,500	\$136,750	+23.2%

## 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



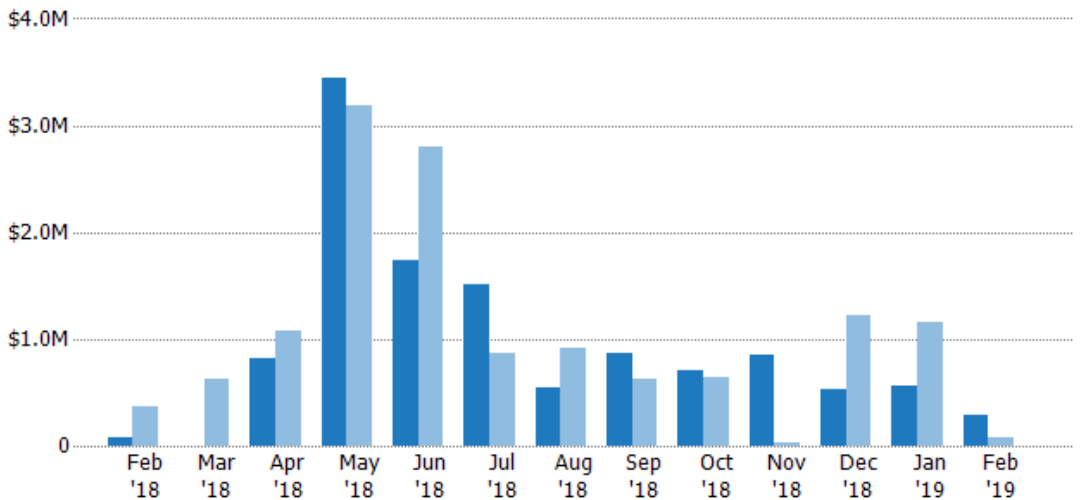
Current Year	1	-	5	19	7	11	3	6	6	2	3	6	2
Prior Year	3	4	5	17	6	6	6	4	5	1	7	6	1
Percent Change from Prior Year	-67%	-100%	0%	12%	17%	83%	-50%	50%	20%	100%	-57%	0%	100%

## 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	\$84K	-	\$821K	\$3.45M	\$1.74M	\$1.51M	\$545K	\$861K	\$702K	\$855K	\$525K	\$561K	\$295K
Prior Year	\$372K	\$633K	\$1.08M	\$3.18M	\$2.8M	\$862K	\$920K	\$628K	\$638K	\$34.9K	\$1.23M	\$1.16M	\$84K
Percent Change from Prior Year	-77%	-100%	-24%	8%	-38%	75%	-41%	37%	10%	2,350%	-57%	-52%	251%

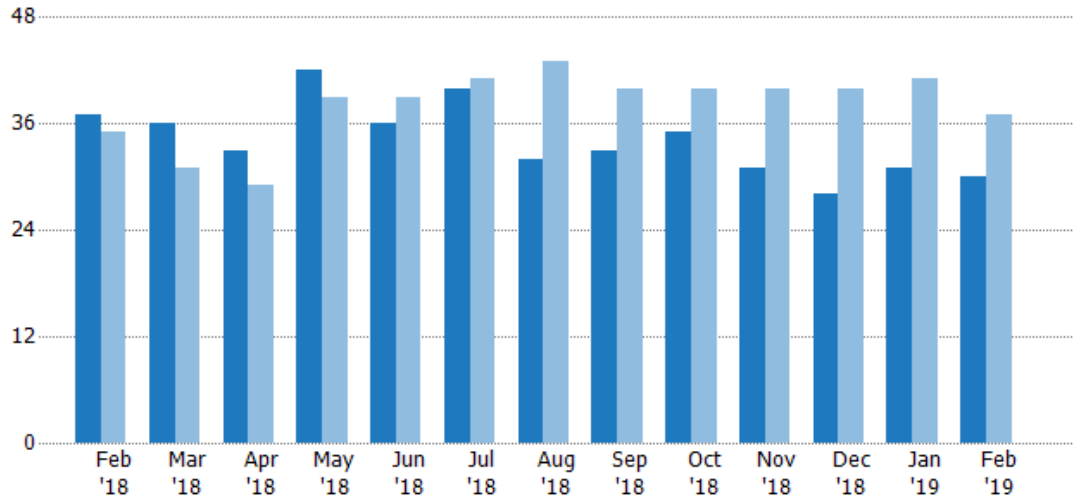
## Active Listings

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.
Feb '19	30	-18.9%
Feb '18	37	5.7%
Feb '17	35	2.9%



Current Year	37	36	33	42	36	40	32	33	35	31	28	31	30
Prior Year	35	31	29	39	39	41	43	40	40	40	40	41	37
Percent Change from Prior Year	6%	16%	14%	8%	-8%	-2%	-26%	-18%	-13%	-23%	-30%	-24%	-19%

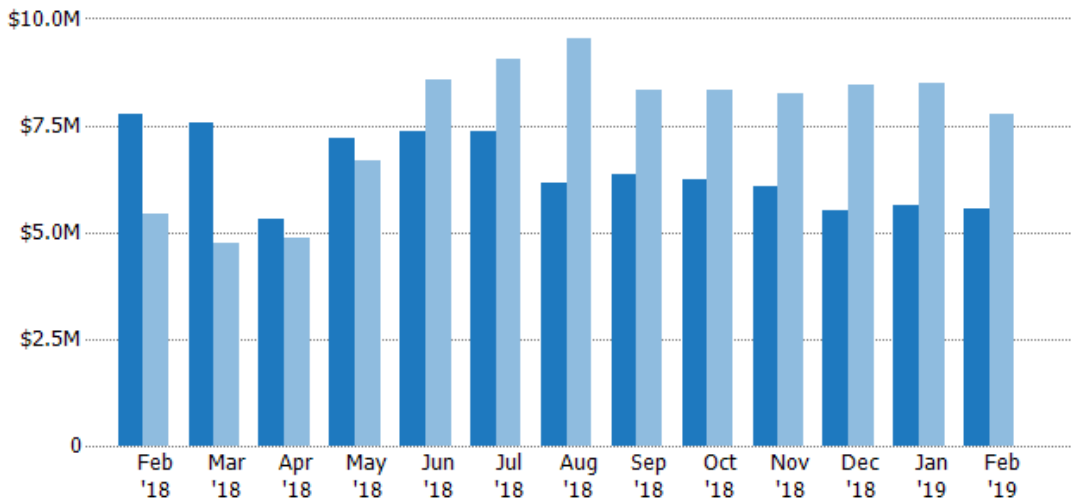
## Active Listing Volume

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.
Feb '19	\$5.53M	-28.8%
Feb '18	\$7.76M	43%
Feb '17	\$5.43M	58.6%



Current Year	\$7.76M	\$7.57M	\$5.32M	\$7.18M	\$7.34M	\$7.34M	\$6.16M	\$6.36M	\$6.23M	\$6.08M	\$5.51M	\$5.61M	\$5.53M
Prior Year	\$5.43M	\$4.74M	\$4.86M	\$6.68M	\$8.58M	\$9.04M	\$9.53M	\$8.33M	\$8.33M	\$8.26M	\$8.45M	\$8.51M	\$7.76M
Percent Change from Prior Year	43%	60%	9%	7%	-14%	-19%	-35%	-24%	-25%	-26%	-35%	-34%	-29%

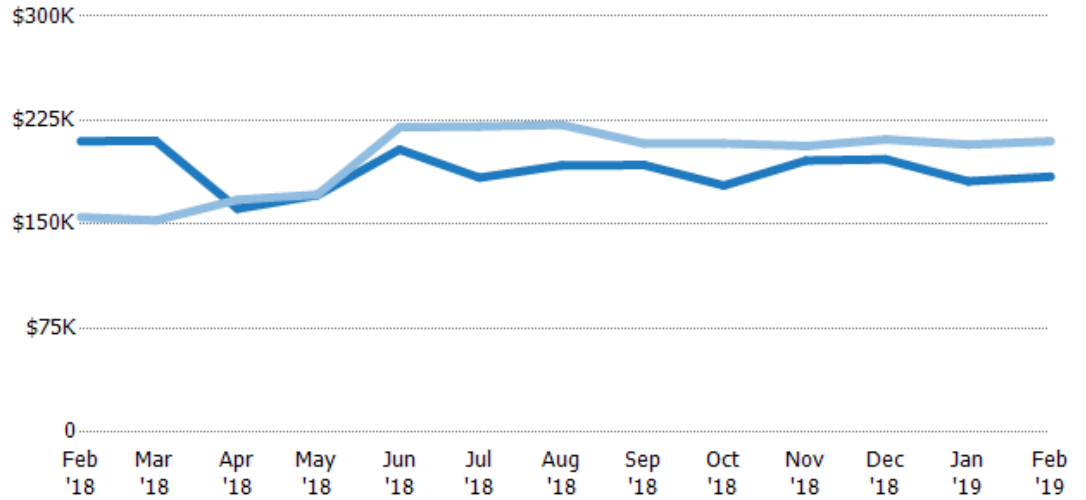
## Average Listing Price

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.
Feb '19	\$184K	-12.2%
Feb '18	\$210K	35.3%
Feb '17	\$155K	54.2%



Current Year	\$210K	\$210K	\$161K	\$171K	\$204K	\$184K	\$192K	\$193K	\$178K	\$196K	\$197K	\$181K	\$184K
Prior Year	\$155K	\$153K	\$168K	\$171K	\$220K	\$221K	\$222K	\$208K	\$208K	\$206K	\$211K	\$207K	\$210K
Percent Change from Prior Year	35%	38%	-4%	0%	-7%	-17%	-13%	-7%	-15%	-5%	-7%	-13%	-12%

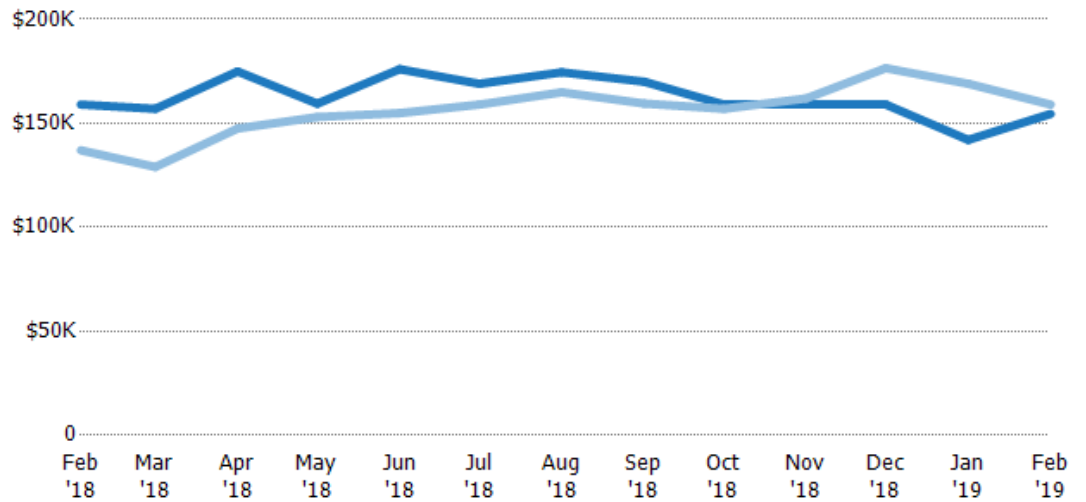
## Median Listing Price

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.
Feb '19	\$155K	-2.8%
Feb '18	\$159K	16.1%
Feb '17	\$137K	23.5%



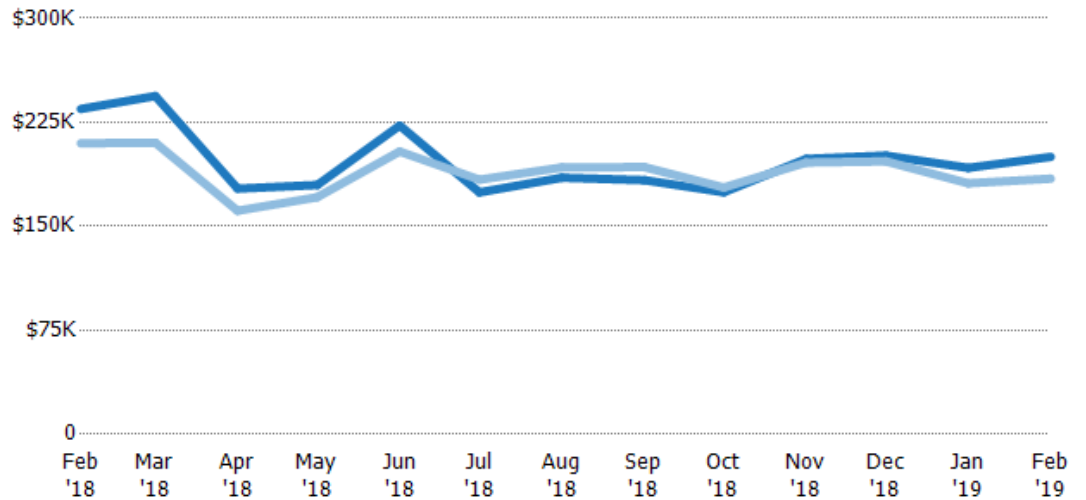
Current Year	\$159K	\$157K	\$175K	\$159K	\$176K	\$169K	\$175K	\$170K	\$159K	\$159K	\$159K	\$142K	\$155K
Prior Year	\$137K	\$129K	\$148K	\$153K	\$155K	\$159K	\$165K	\$160K	\$157K	\$162K	\$177K	\$169K	\$159K
Percent Change from Prior Year	16%	22%	19%	4%	14%	6%	6%	7%	1%	-2%	-10%	-16%	-3%

## 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



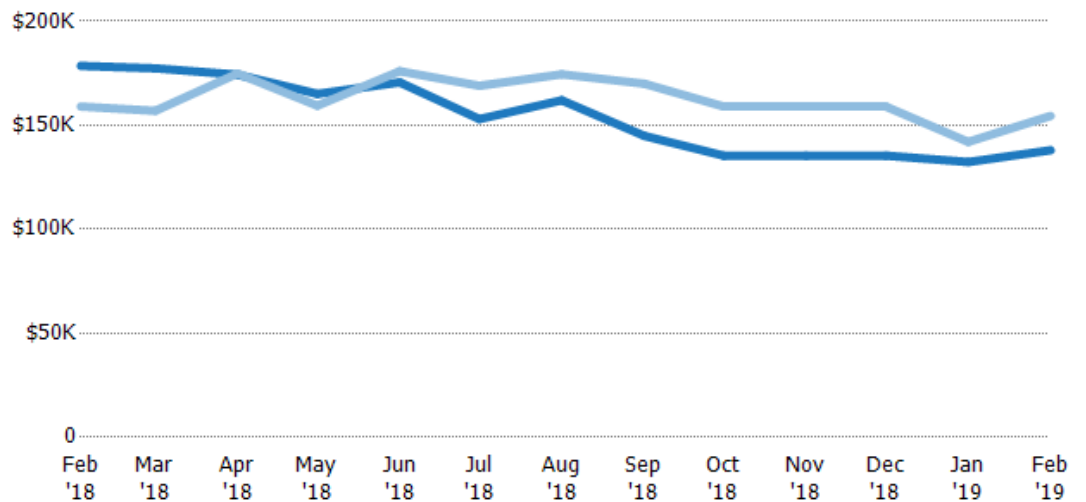
Avg Est Value	\$235K	\$244K	\$177K	\$180K	\$223K	\$174K	\$185K	\$183K	\$175K	\$199K	\$201K	\$192K	\$200K
Avg Listing Price	\$210K	\$210K	\$161K	\$171K	\$204K	\$184K	\$192K	\$193K	\$178K	\$196K	\$197K	\$181K	\$184K
Avg Listing Price as a % of Avg Est Value	89%	86%	91%	95%	92%	105%	104%	105%	102%	99%	98%	94%	92%

## 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	\$179K	\$177K	\$174K	\$165K	\$171K	\$153K	\$162K	\$145K	\$135K	\$135K	\$135K	\$132K	\$138K
Median Listing Price	\$159K	\$157K	\$175K	\$159K	\$176K	\$169K	\$175K	\$170K	\$159K	\$159K	\$159K	\$142K	\$155K
Med Listing Price as a % of Med Est Value	89%	88%	100%	97%	103%	110%	108%	117%	117%	117%	117%	107%	112%

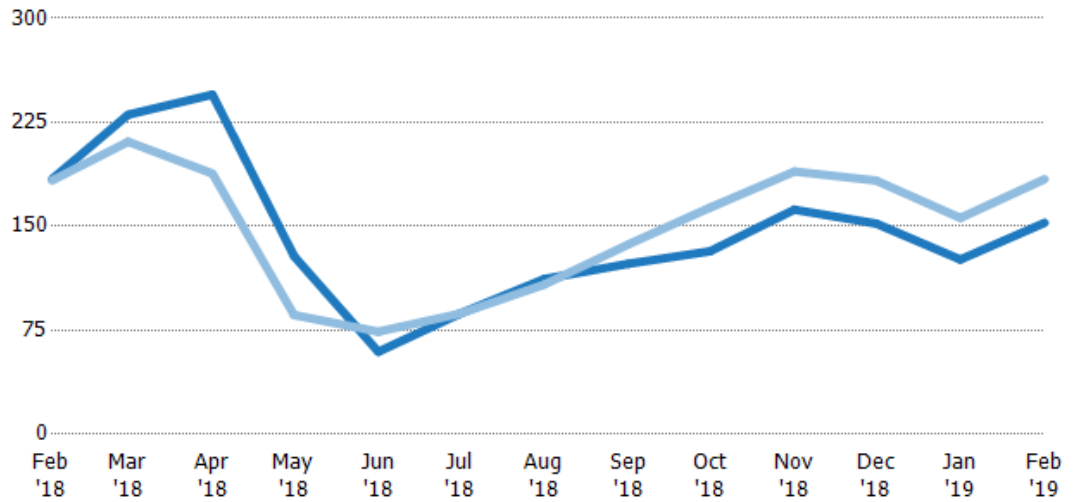
## Median Days in RPR

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.
Feb '19	153	-17.1%
Feb '18	184	0.5%
Feb '17	183	11.5%



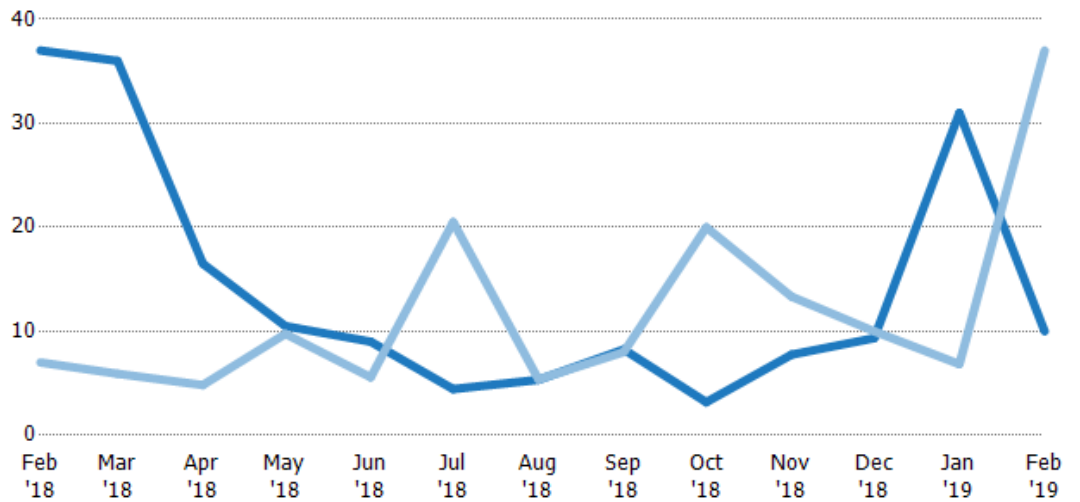
Current Year	184	231	245	129	59.5	87	112	123	132	162	152	126	153
Prior Year	183	211	188	86	74	87	108	137	164	190	183	156	184
Percent Change from Prior Year	1%	9%	30%	49%	-20%	0%	4%	-10%	-19%	-15%	-17%	-19%	-17%

## 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



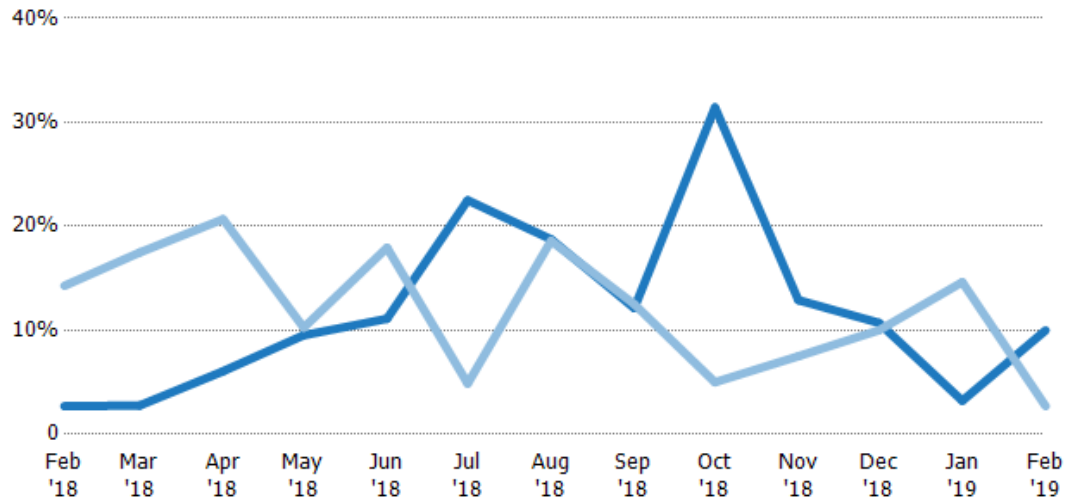
Current Year	37	36	16.5	10.5	9	4.44	5.33	8.25	3.18	7.75	9.33	31	10
Prior Year	7	5.92	4.83	9.75	5.57	20.5	5.38	8	20	13.3	10	6.83	37
Percent Change from Prior Year	429%	100%	241%	8%	62%	-78%	-1%	3%	-84%	-42%	-7%	354%	-73%

## Absorption Rate

The percentage of inventory sold per month.

### Filters Used

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



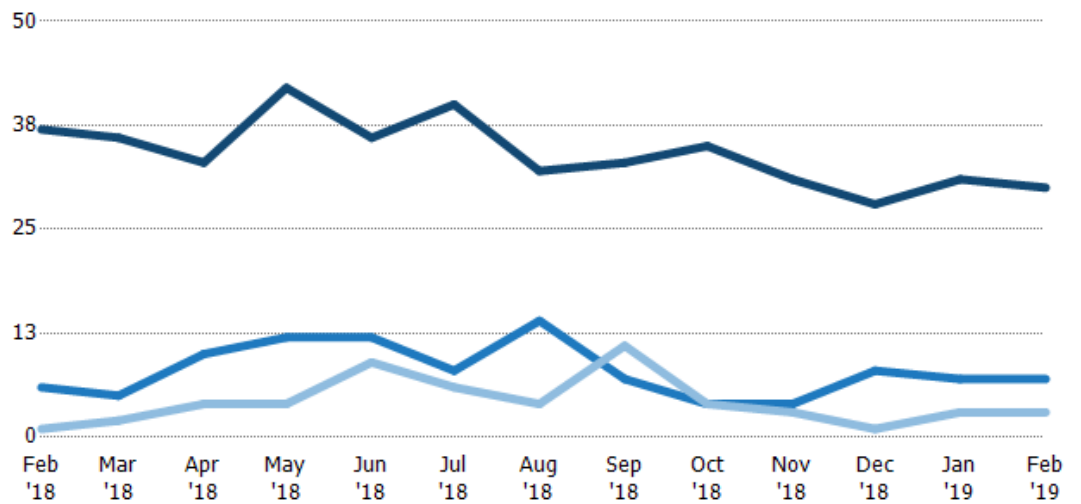
Current Year	3%	3%	6%	10%	11%	23%	19%	12%	31%	13%	11%	3%	10%
Prior Year	14%	17%	21%	10%	18%	5%	19%	13%	5%	8%	10%	15%	3%
Change from Prior Year	12%	-3%	15%	1%	7%	-18%	0%	0%	-26%	-5%	-1%	11%	-7%

## 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	36	33	42	36	40	32	33	35	31	28	31	30
Pending	6	5	10	12	12	8	14	7	4	4	8	7	7
Sold	1	2	4	4	9	6	4	11	4	3	1	3	3

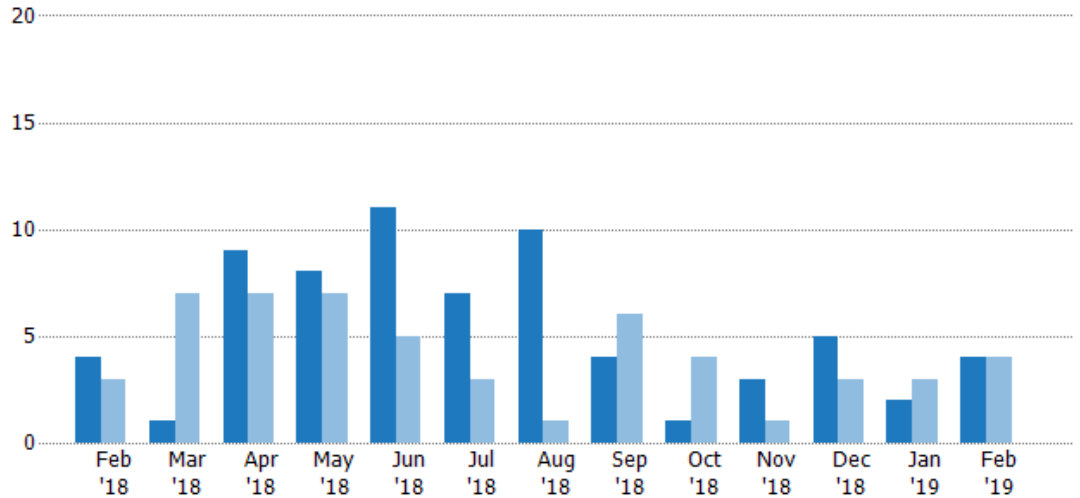
## New Pending Sales

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.
Feb '19	4	0%
Feb '18	4	33.3%
Feb '17	3	-33.3%



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

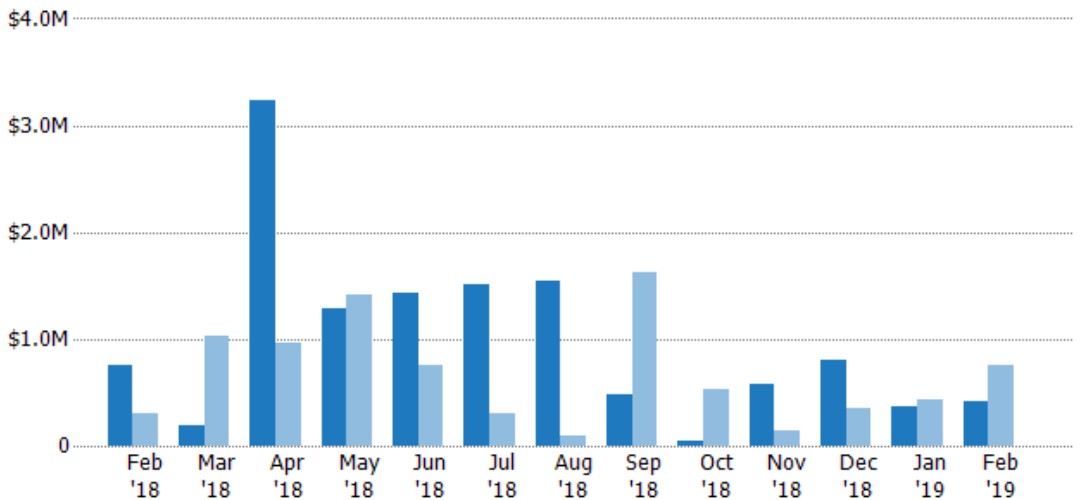
## New Pending Sales Volume

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.
Feb '19	\$415K	-45.2%
Feb '18	\$757K	154.4%
Feb '17	\$298K	-33%



Current Year	\$757K	\$193K	\$3.23M	\$1.28M	\$1.44M	\$1.51M	\$1.54M	\$481K	\$49K	\$585K	\$800K	\$369K	\$415K
Prior Year	\$298K	\$1.03M	\$956K	\$1.41M	\$760K	\$296K	\$97K	\$1.62M	\$535K	\$149K	\$349K	\$425K	\$757K
Percent Change from Prior Year	154%	-81%	238%	-9%	89%	409%	1,488%	-70%	-91%	292%	129%	-13%	-45%



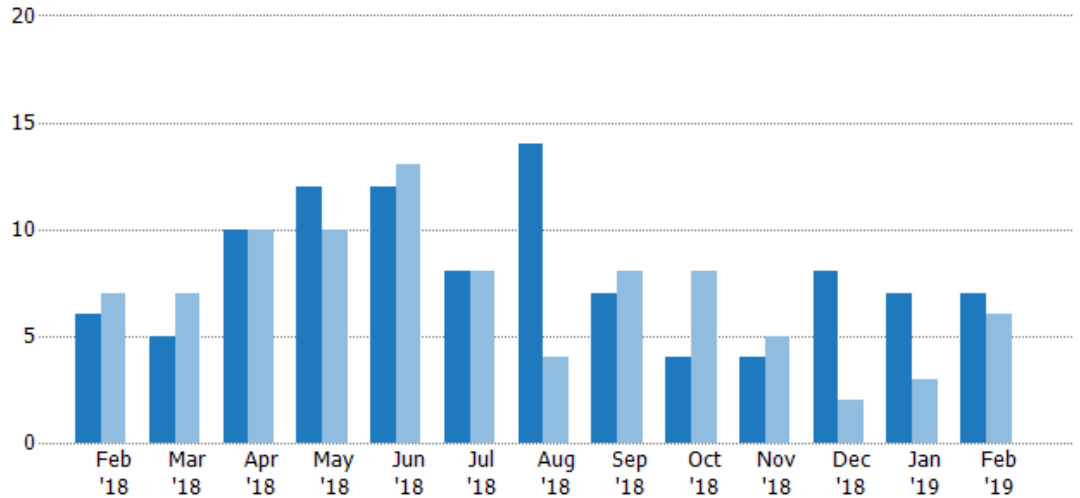
## Pending Sales

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.
Feb '19	7	16.7%
Feb '18	6	-14.3%
Feb '17	7	0%



Current Year	6	5	10	12	12	8	14	7	4	4	8	7	7
Prior Year	7	7	10	10	13	8	4	8	8	5	2	3	6
Percent Change from Prior Year	-14%	-29%	0%	20%	-8%	0%	250%	-13%	-50%	-20%	300%	133%	17%

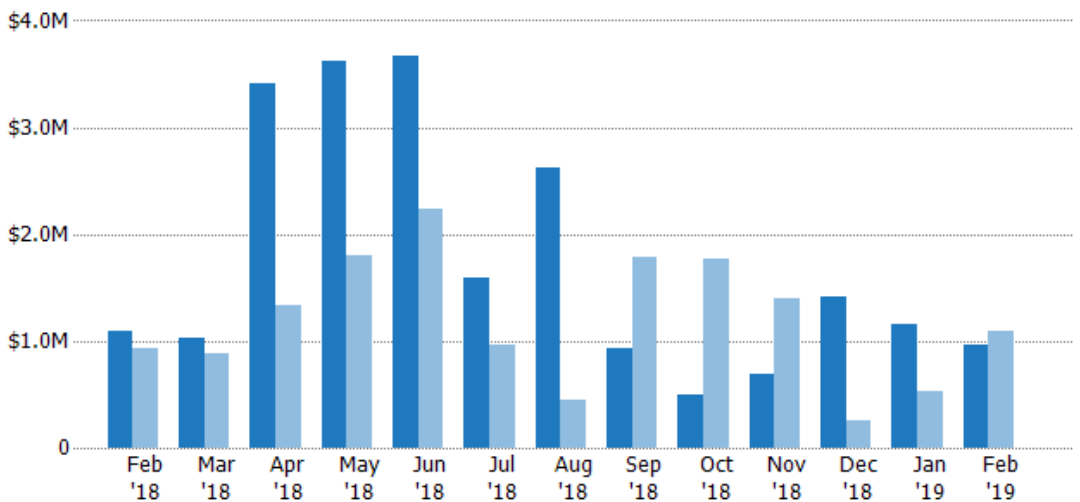
## Pending Sales Volume

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.
Feb '19	\$968K	-11.7%
Feb '18	\$1.1M	18.4%
Feb '17	\$926K	13.2%



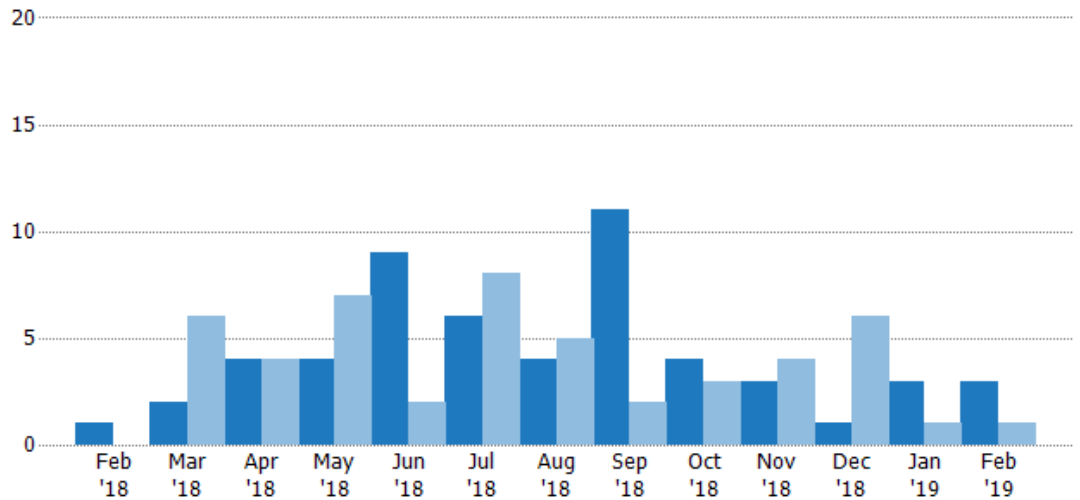
Current Year	\$1.1M	\$1.02M	\$3.42M	\$3.61M	\$3.67M	\$1.59M	\$2.63M	\$939K	\$495K	\$697K	\$1.41M	\$1.16M	\$968K
Prior Year	\$926K	\$877K	\$1.33M	\$1.8M	\$2.23M	\$967K	\$450K	\$1.78M	\$1.77M	\$1.39M	\$254K	\$529K	\$1.1M
Percent Change from Prior Year	18%	16%	158%	101%	65%	64%	484%	-47%	-72%	-50%	455%	120%	-12%

## 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



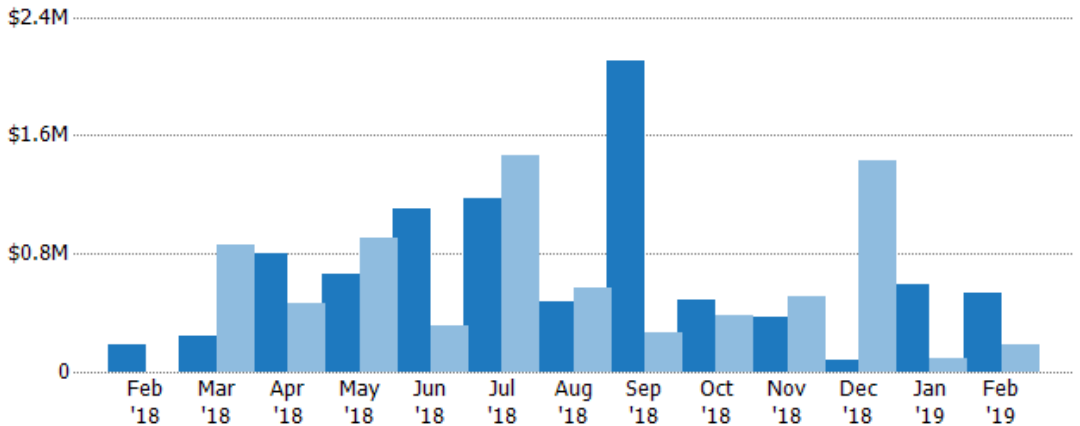
Current Year	1	2	4	4	9	6	4	11	4	3	1	3	3
Prior Year	-	6	4	7	2	8	5	2	3	4	6	1	1
Percent Change from Prior Year	100%	-67%	0%	-43%	350%	-25%	-20%	450%	33%	-25%	-83%	200%	200%

## 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



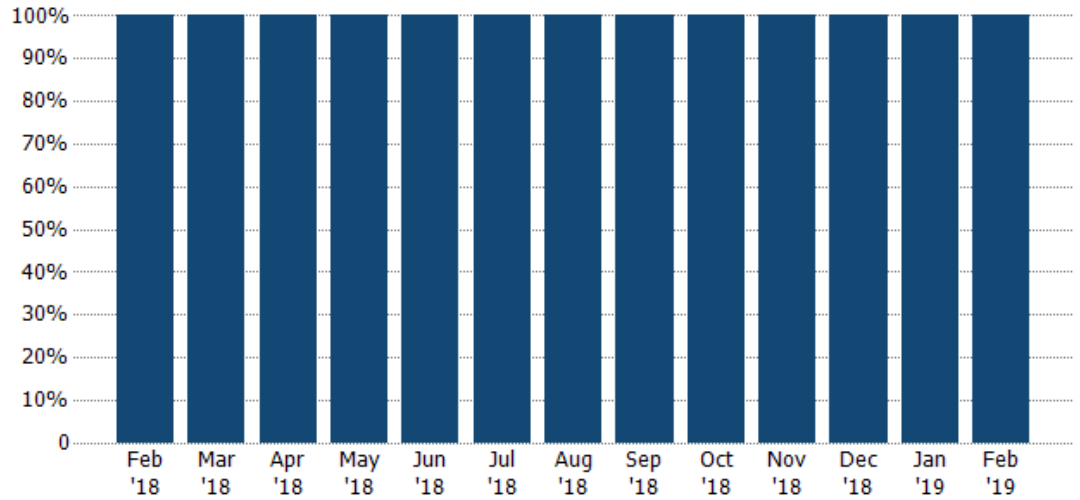
Current Year	\$180K	\$248K	\$800K	\$656K	\$1.1M	\$1.17M	\$477K	\$2.1M	\$483K	\$374K	\$82.5K	\$594K	\$528K
Prior Year	-	\$863K	\$465K	\$907K	\$312K	\$1.46M	\$574K	\$264K	\$384K	\$512K	\$1.43M	\$93.5K	\$180K
Percent Change from Prior Year	100%	-71%	72%	-28%	252%	-20%	-17%	696%	26%	-27%	-94%	535%	193%

## 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



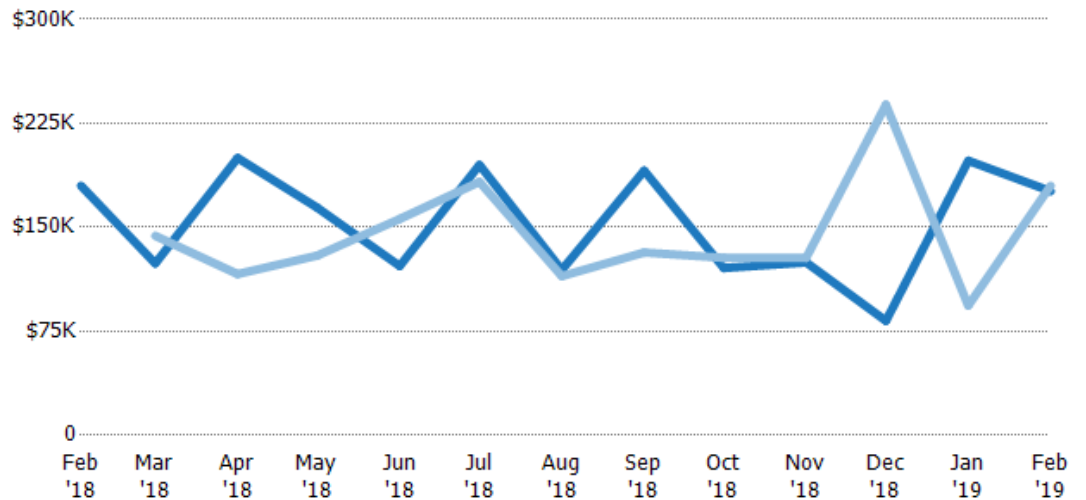
Single Family Residence

## 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

Prior Year

Percent Change from Prior Year

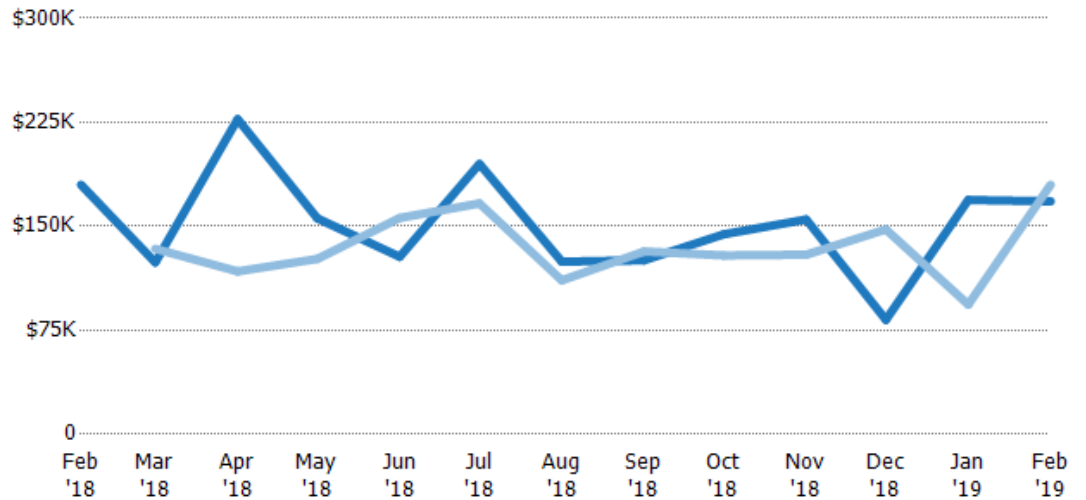
\$180K	\$124K	\$200K	\$164K	\$122K	\$195K	\$119K	\$191K	\$121K	\$125K	\$82.5K	\$198K	\$176K
-	\$144K	\$116K	\$130K	\$156K	\$183K	\$115K	\$132K	\$128K	\$128K	\$238K	\$93.5K	\$180K
100%	-14%	72%	27%	-22%	7%	4%	45%	-6%	-3%	-65%	112%	-2%

## 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



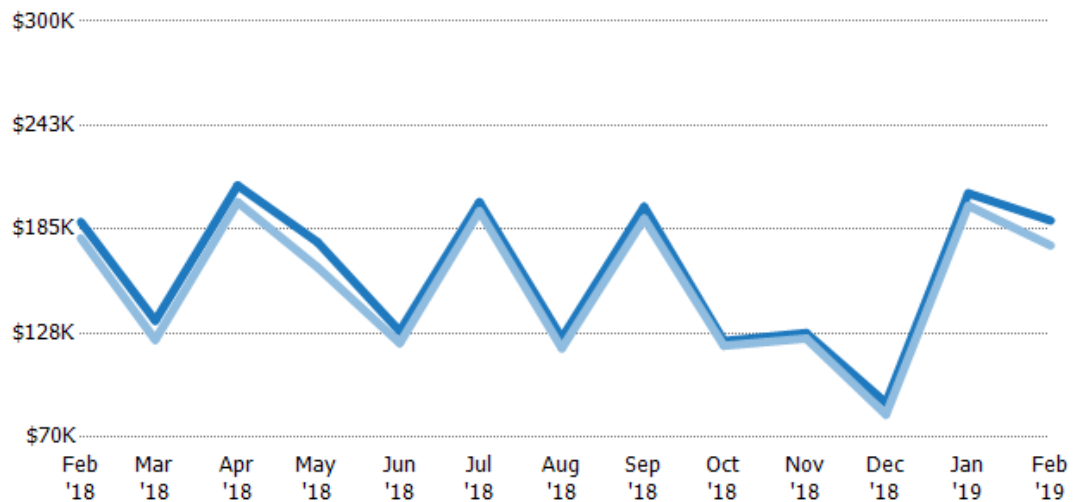
Current Year	\$180K	\$124K	\$227K	\$156K	\$128K	\$195K	\$125K	\$126K	\$144K	\$155K	\$82.5K	\$169K	\$168K
Prior Year	-	\$134K	\$118K	\$127K	\$156K	\$167K	\$111K	\$132K	\$129K	\$130K	\$148K	\$93.5K	\$180K
Percent Change from Prior Year	100%	-7%	93%	23%	-18%	17%	12%	-5%	12%	20%	-44%	81%	-7%

## 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



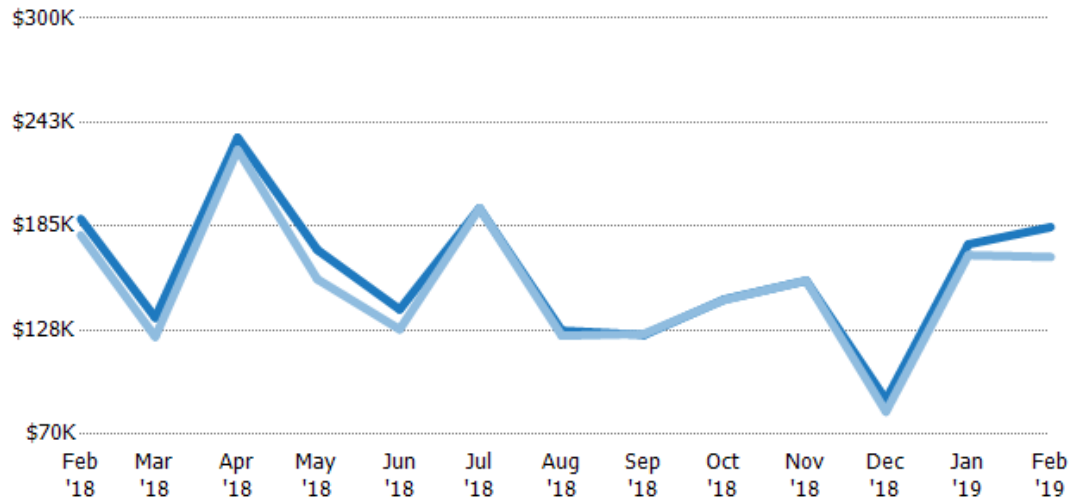
Avg List Price	\$189K	\$134K	\$209K	\$178K	\$129K	\$200K	\$125K	\$197K	\$123K	\$128K	\$89K	\$205K	\$190K
Avg Sales Price	\$180K	\$124K	\$200K	\$164K	\$122K	\$195K	\$119K	\$191K	\$121K	\$125K	\$82.5K	\$198K	\$176K
Avg Sales Price as a % of Avg List Price	95%	92%	96%	92%	95%	98%	96%	97%	98%	98%	93%	97%	93%

## 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



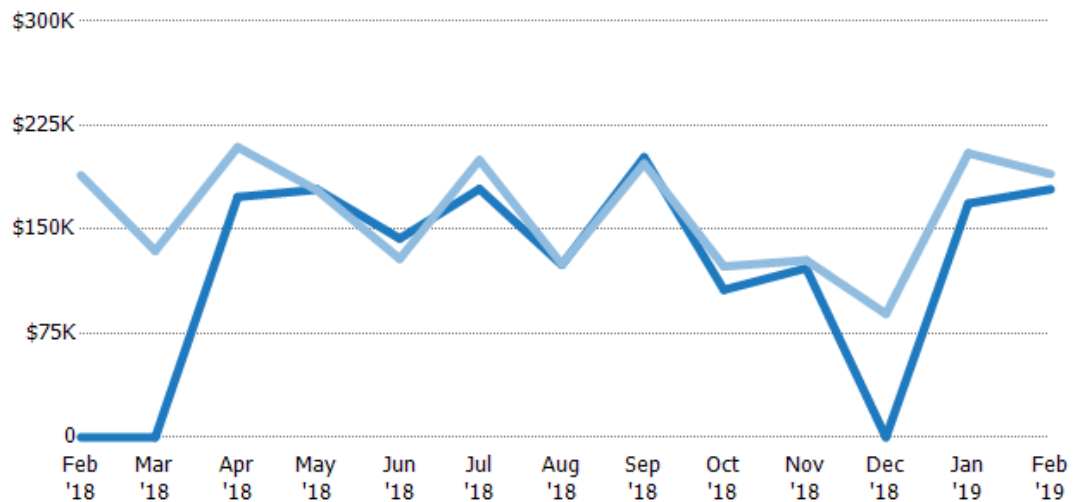
Median List Price	\$189K	\$134K	\$234K	\$172K	\$139K	\$195K	\$127K	\$125K	\$144K	\$155K	\$89K	\$175K	\$185K
Median Sales Price	\$180K	\$124K	\$227K	\$156K	\$128K	\$195K	\$125K	\$126K	\$144K	\$155K	\$82.5K	\$169K	\$168K
Med Sales Price as a % of Med List Price	95%	92%	97%	91%	92%	100%	98%	100%	100%	100%	93%	97%	91%

## 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



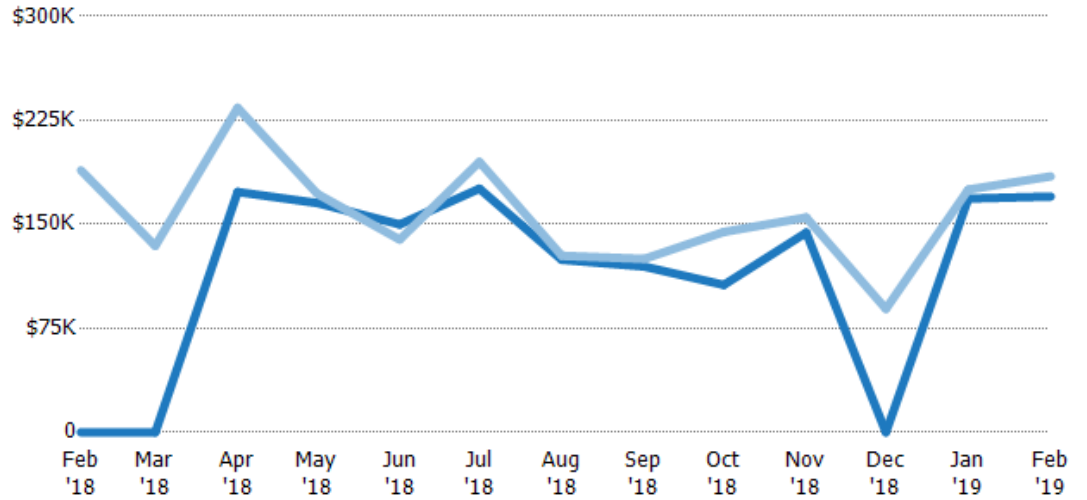
Avg Est Value	\$0	\$0	\$173K	\$179K	\$143K	\$179K	\$124K	\$202K	\$106K	\$122K	\$0	\$169K	\$179K
Avg Sales Price	\$189K	\$134K	\$209K	\$178K	\$129K	\$200K	\$125K	\$197K	\$123K	\$128K	\$89K	\$205K	\$190K
Avg Sales Price as a % of Avg Est Value	100%	100%	121%	100%	90%	112%	100%	98%	116%	105%	100%	122%	106%

## 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	\$0	\$173K	\$165K	\$150K	\$176K	\$124K	\$120K	\$106K	\$144K	\$0	\$169K	\$170K
Median Sales Price	\$189K	\$134K	\$234K	\$172K	\$139K	\$195K	\$127K	\$125K	\$144K	\$155K	\$89K	\$175K	\$185K
Med Sales Price as a % of Med Est Value	100%	100%	135%	104%	93%	111%	102%	105%	136%	108%	100%	104%	109%