

Summary of Key Listing and Sales Metrics

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

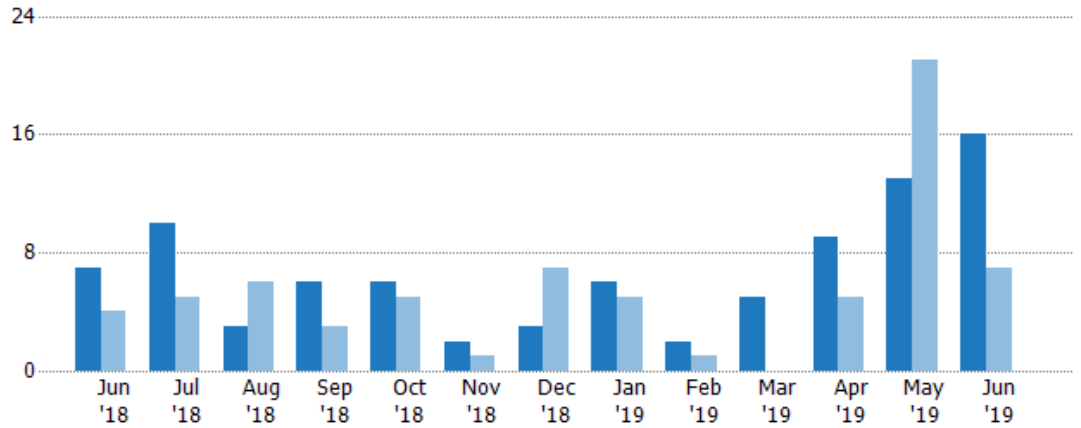
Key Metrics	Jun 2019	Jun 2018	+ / -	YTD 2019	YTD 2018	+ / -
Listing Activity Charts Metrics						
New Listing Count	16	7	+128.6%	51	39	+30.8%
New Listing Volume	\$3,403,155	\$1,739,900	+95.6%	\$10,655,455	\$7,558,100	+41%
Active Listing Count	49	37	+32.4%	N/A	N/A	
Active Listing Volume	\$11,378,955	\$7,875,700	+44.5%	N/A	N/A	
Average Listing Price	\$232,224	\$212,857	+9.1%	\$207,824	\$198,972	+4.4%
Median Listing Price	\$198,000	\$179,000	+10.6%	\$166,654	\$168,721	-1.2%
Median Days in RPR	75	59	+27.1%	118.78	104.43	+13.7%
Months of Inventory	8.2	7.4	+10.4%	10.6	9.5	+11.8%
Absorption Rate	12.24%	13.51%	-1.3%	9.46%	10.57%	-1.1%
Sales Activity Charts Metrics						
New Pending Sales Count	7	11	-36.4%	29	36	-19.4%
New Pending Sales Volume	\$1,113,900	\$1,436,050	-22.4%	\$4,054,000	\$7,326,450	-44.7%
Pending Sales Count	10	12	-16.7%	N/A	N/A	
Pending Sales Volume	\$1,730,400	\$3,667,050	-52.8%	N/A	N/A	
Closed Sales Count	1	9	-88.9%	20	21	-4.8%
Closed Sales Volume	\$90,000	\$1,098,500	-91.8%	\$2,878,200	\$2,991,100	-3.8%
Average Sales Price	\$90,000	\$122,056	-26.3%	\$143,910	\$142,433	+1%
Median Sales Price	\$90,000	\$128,000	-29.7%	\$142,725	\$147,229	-3.1%

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



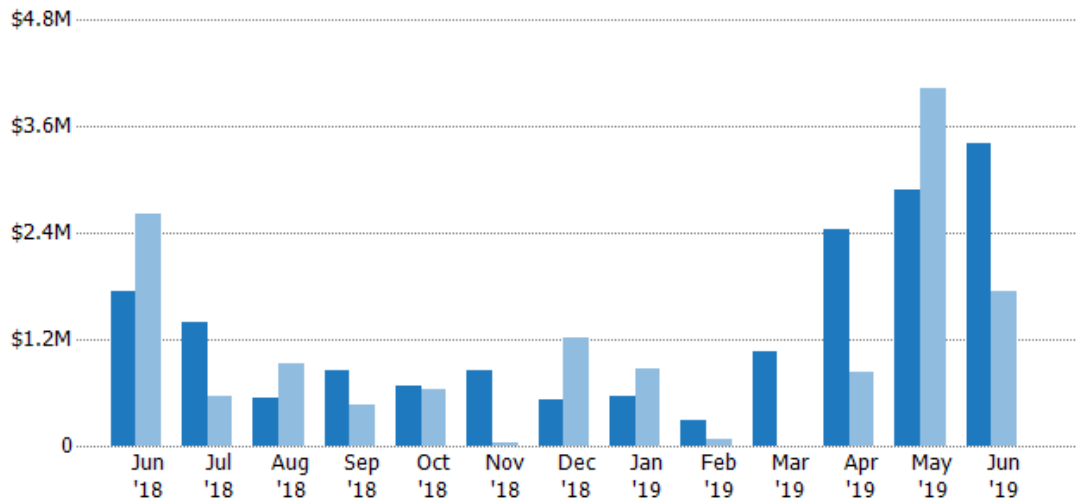
Current Year	7	10	3	6	6	2	3	6	2	5	9	13	16
Prior Year	4	5	6	3	5	1	7	5	1	-	5	21	7
Percent Change from Prior Year	75%	100%	-50%	100%	20%	100%	-57%	20%	100%	100%	80%	-38%	129%

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	\$1.74M	\$1.39M	\$545K	\$854K	\$673K	\$855K	\$516K	\$559K	\$295K	\$1.07M	\$2.44M	\$2.88M	\$3.4M
Prior Year	\$2.62M	\$563K	\$920K	\$468K	\$638K	\$34.9K	\$1.23M	\$874K	\$84K	-	\$821K	\$4.04M	\$1.74M
Percent Change from Prior Year	-33%	146%	-41%	83%	5%	2,350%	-58%	-36%	251%	100%	198%	-29%	96%

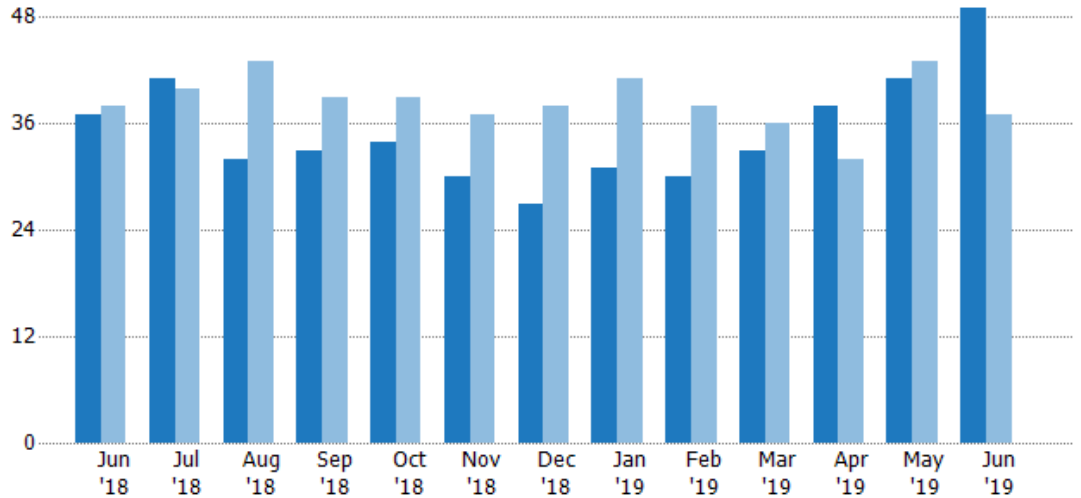
Active Listings

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.
Jun '19	49	32.4%
Jun '18	37	-2.6%
Jun '17	38	23.7%



Current Year	37	41	32	33	34	30	27	31	30	33	38	41	49
Prior Year	38	40	43	39	39	37	38	41	38	36	32	43	37
Percent Change from Prior Year	-3%	3%	-26%	-15%	-13%	-19%	-29%	-24%	-21%	-8%	19%	-5%	32%

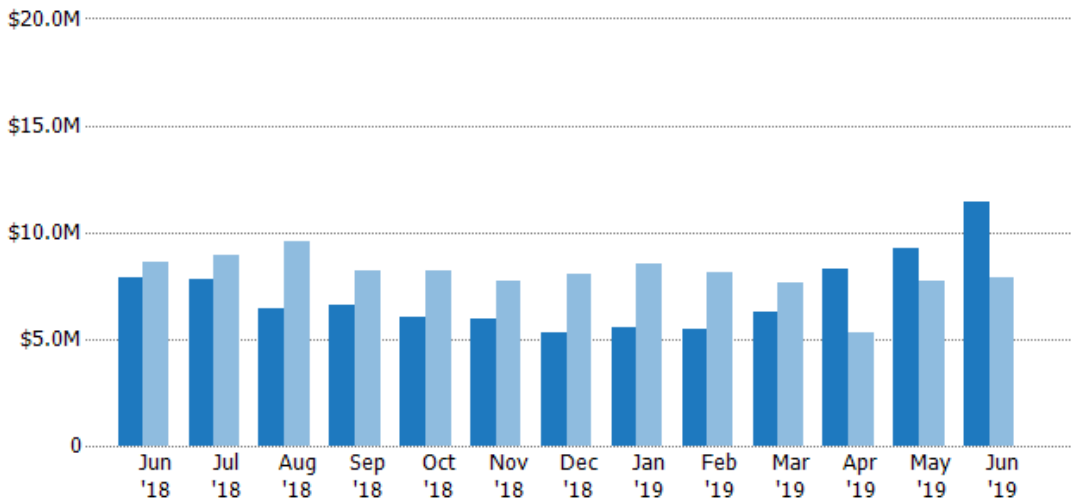
Active Listing Volume

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.
Jun '19	\$11.4M	44.5%
Jun '18	\$7.88M	-8.5%
Jun '17	\$8.61M	34.3%



Current Year	\$7.88M	\$7.81M	\$6.39M	\$6.59M	\$6.06M	\$5.9M	\$5.33M	\$5.52M	\$5.44M	\$6.27M	\$8.26M	\$9.27M	\$11.4M
Prior Year	\$8.61M	\$8.93M	\$9.54M	\$8.18M	\$8.17M	\$7.7M	\$8.04M	\$8.55M	\$8.1M	\$7.67M	\$5.26M	\$7.72M	\$7.88M
Percent Change from Prior Year	-9%	-13%	-33%	-19%	-26%	-23%	-34%	-35%	-33%	-18%	57%	20%	44%

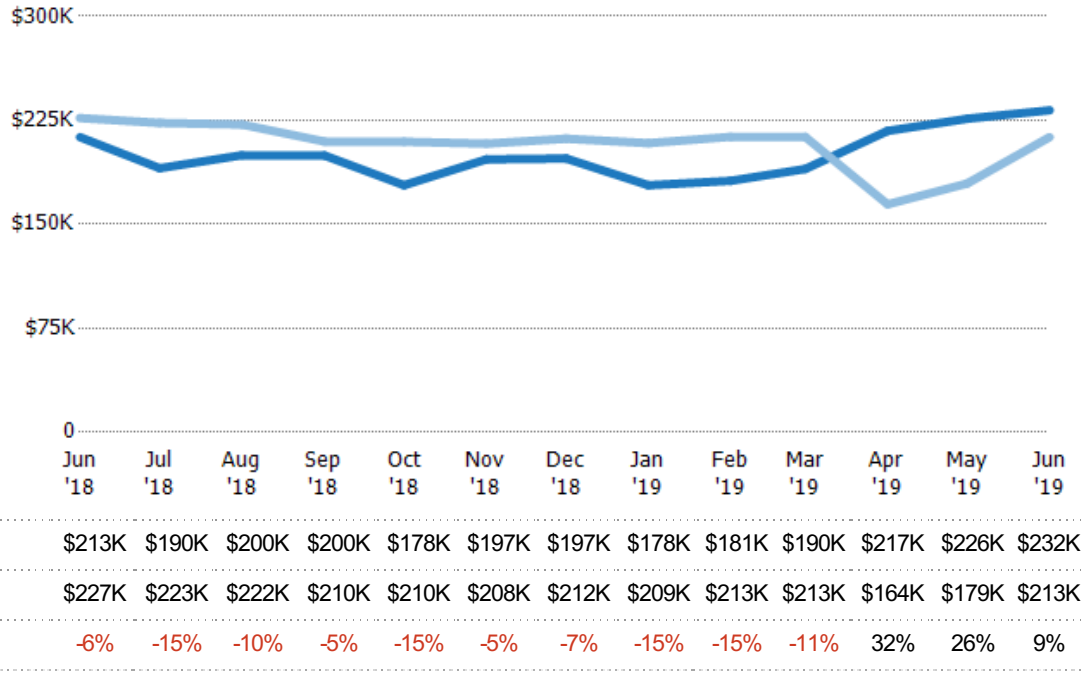
Average Listing Price

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.
Jun '19	\$232K	9.1%
Jun '18	\$213K	-6.1%
Jun '17	\$227K	8.6%



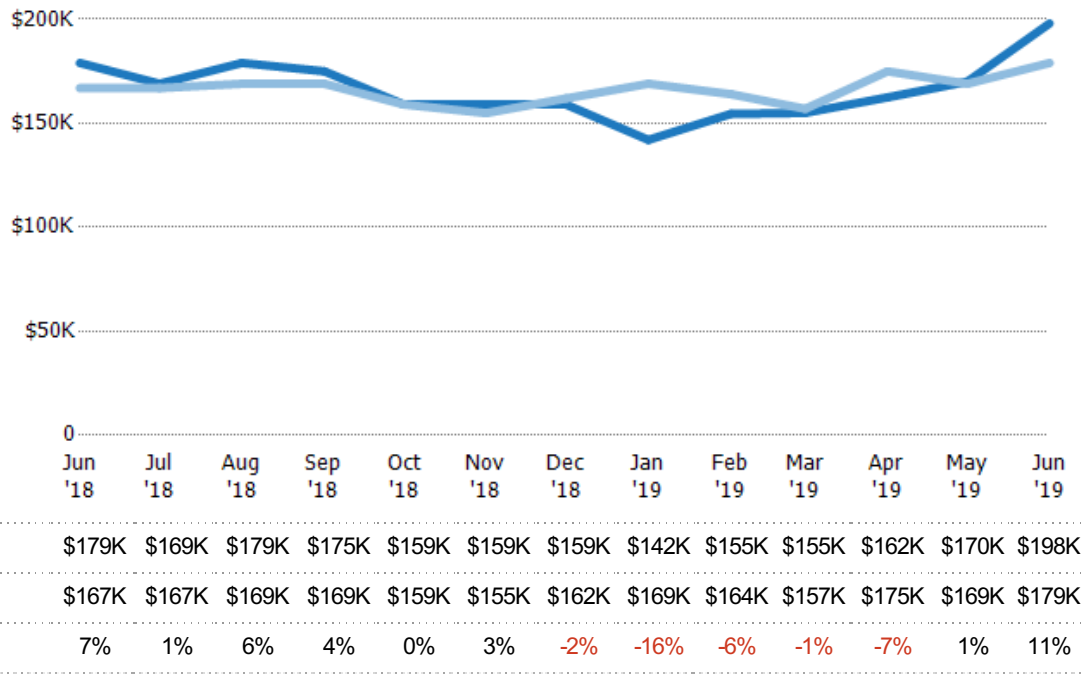
Median Listing Price

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.
Jun '19	\$198K	10.6%
Jun '18	\$179K	7.2%
Jun '17	\$167K	-1.8%

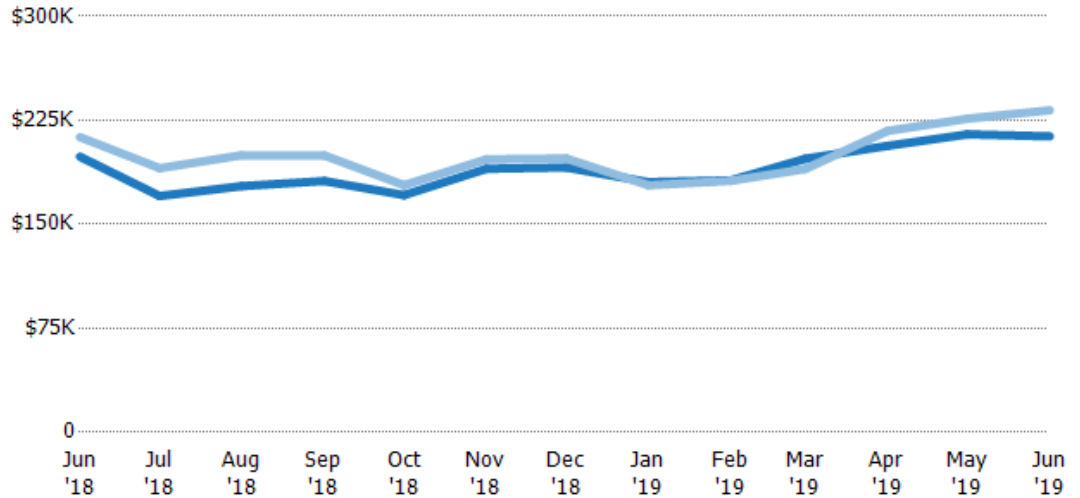


Average Listing Price vs Average Est Value

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



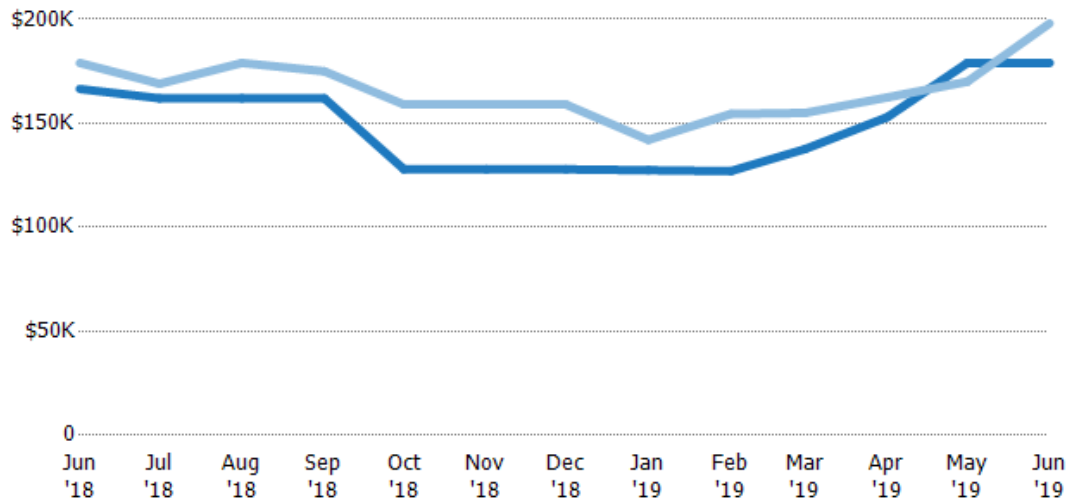
	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19
Avg Est Value	\$199K	\$170K	\$178K	\$181K	\$171K	\$190K	\$191K	\$180K	\$182K	\$197K	\$207K	\$215K	\$213K
Avg Listing Price	\$213K	\$190K	\$200K	\$200K	\$178K	\$197K	\$197K	\$178K	\$181K	\$190K	\$217K	\$226K	\$232K
Avg Listing Price as a % of Avg Est Value	107%	112%	113%	110%	104%	104%	103%	99%	100%	96%	105%	105%	109%

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



	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19
Median Est Value	\$167K	\$162K	\$162K	\$162K	\$128K	\$128K	\$128K	\$127K	\$127K	\$138K	\$153K	\$179K	\$179K
Median Listing Price	\$179K	\$169K	\$179K	\$175K	\$159K	\$159K	\$159K	\$142K	\$155K	\$155K	\$162K	\$170K	\$198K
Med Listing Price as a % of Med Est Value	108%	104%	110%	108%	124%	124%	124%	111%	122%	113%	106%	95%	111%

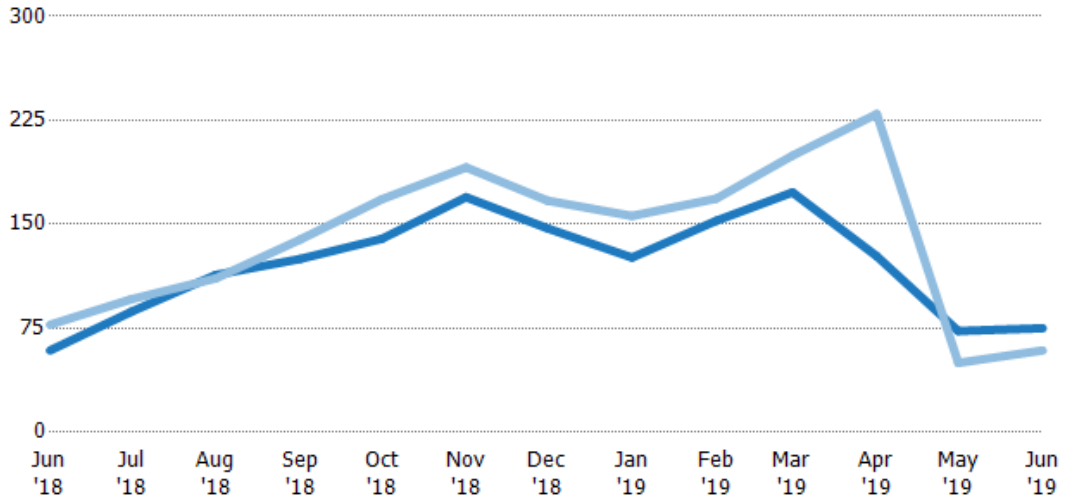
Median Days in RPR

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.
Jun '19	75	27.1%
Jun '18	59	-23.9%
Jun '17	77.5	45.8%



	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19
Current Year	59	87	114	125	140	170	147	126	153	173	127	73	75
Prior Year	77.5	96	111	139	168	191	167	156	169	200	230	50	59
Percent Change from Prior Year	-24%	-9%	2%	-10%	-17%	-11%	-12%	-19%	-9%	-13%	-45%	46%	27%

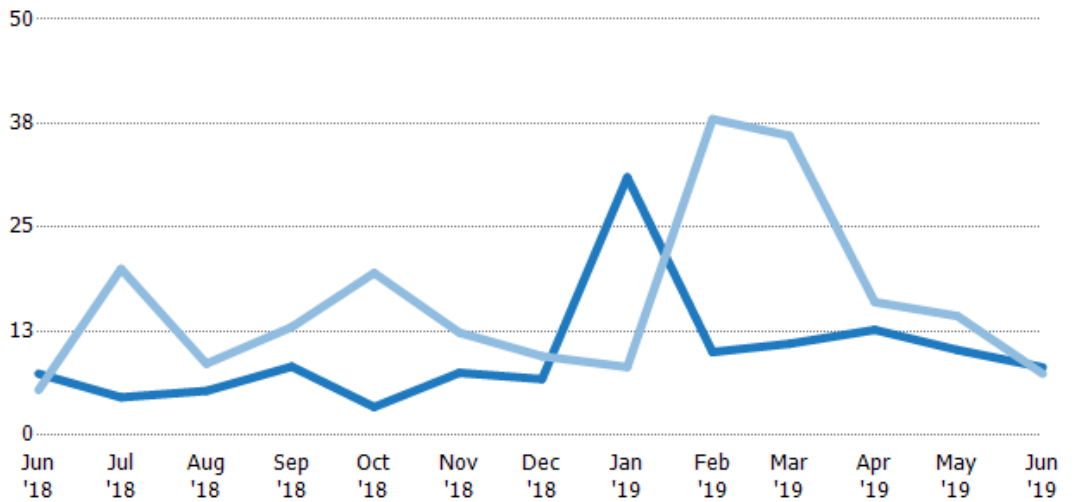
Months of Inventory

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

Month/Year	Months	% Chg.
Jun '19	8.17	10.4%
Jun '18	7.4	36.3%
Jun '17	5.43	765.8%



	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19
Current Year	7.4	4.56	5.33	8.25	3.4	7.5	6.75	31	10	11	12.7	10.3	8.17
Prior Year	5.43	20	8.6	13	19.5	12.3	9.5	8.2	38	36	16	14.3	7.4
Percent Change from Prior Year	36%	-77%	-38%	-37%	-83%	-39%	-29%	278%	-74%	-69%	-21%	-28%	10%

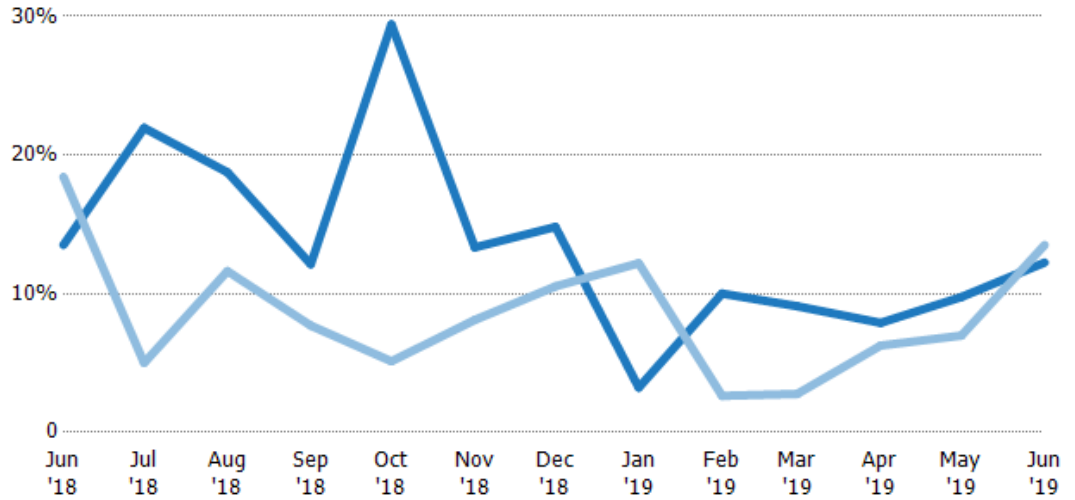
Absorption Rate

The percentage of inventory sold per month.

Filters Used

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

Month/ Year	Rate	Chg.
Jun '19	12%	1.3%
Jun '18	14%	4.9%
Jun '17	18%	-88.5%



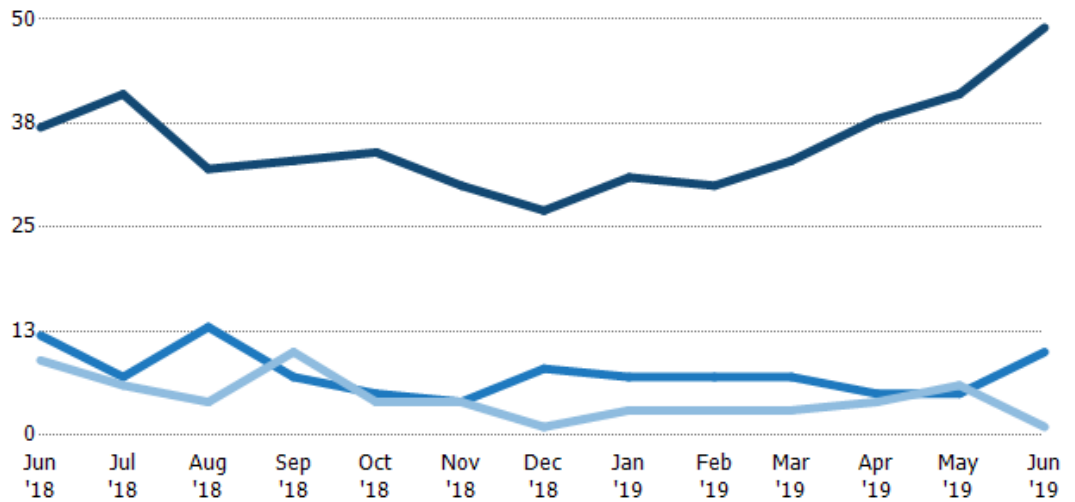
Current Year	14%	22%	19%	12%	29%	13%	15%	3%	10%	9%	8%	10%	12%
Prior Year	18%	5%	12%	8%	5%	8%	11%	12%	3%	3%	6%	7%	14%
Change from Prior Year	5%	-17%	-7%	-4%	-24%	-5%	-4%	9%	-7%	-6%	-2%	-3%	1%

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	41	32	33	34	30	27	31	30	33	38	41	49
Pending	12	7	13	7	5	4	8	7	7	7	5	5	10
Sold	9	6	4	10	4	4	1	3	3	3	4	6	1

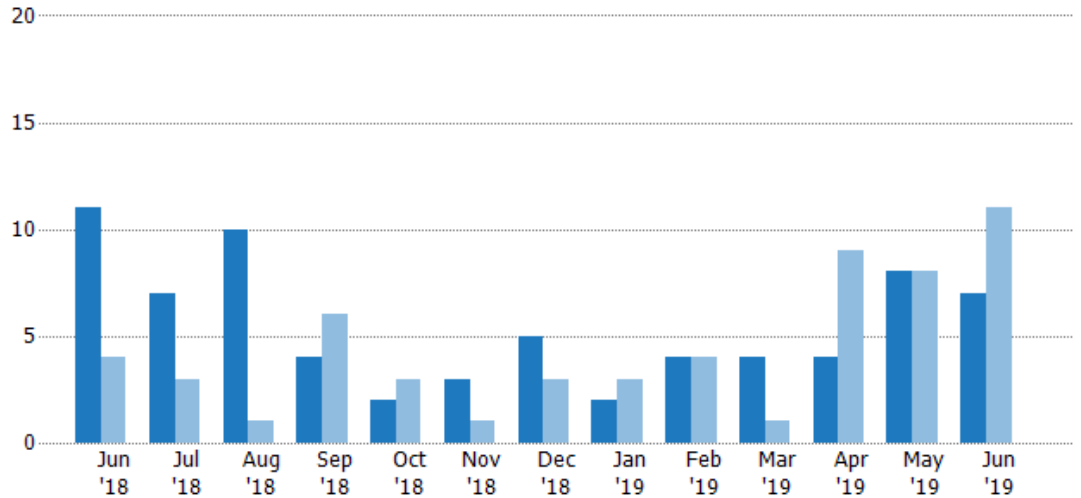
New Pending Sales

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.
Jun '19	7	-36.4%
Jun '18	11	175%
Jun '17	4	-25%



	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19
Current Year	11	7	10	4	2	3	5	2	4	4	4	8	7
Prior Year	4	3	1	6	3	1	3	3	4	1	9	8	11
Percent Change from Prior Year	175%	133%	900%	-33%	-33%	200%	67%	-33%	0%	300%	-56%	0%	-36%

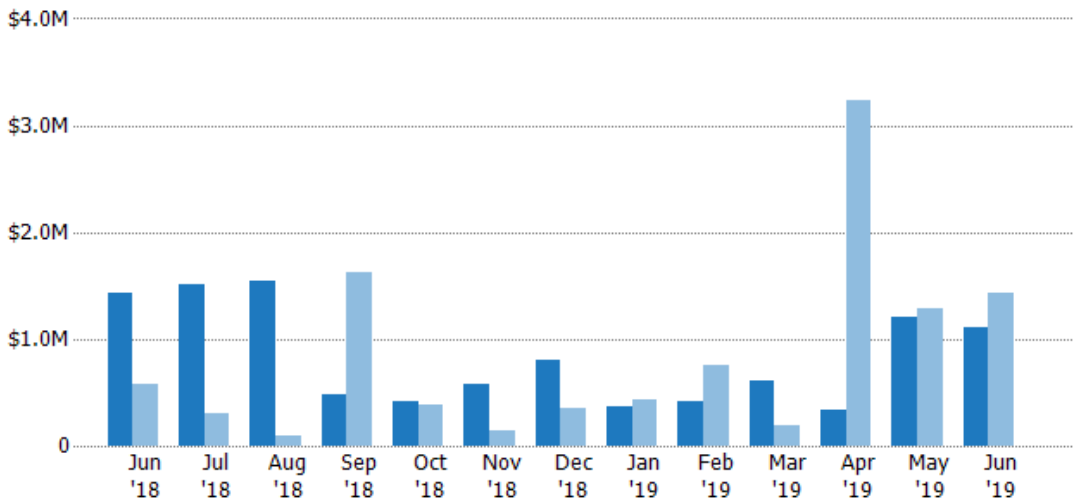
New Pending Sales Volume

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.
Jun '19	\$1.11M	-22.4%
Jun '18	\$1.44M	149.9%
Jun '17	\$575K	-28.5%



	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19
Current Year	\$1.44M	\$1.51M	\$1.54M	\$481K	\$418K	\$585K	\$800K	\$369K	\$415K	\$605K	\$343K	\$1.21M	\$1.11M
Prior Year	\$575K	\$296K	\$97K	\$1.62M	\$380K	\$149K	\$349K	\$425K	\$757K	\$193K	\$3.23M	\$1.28M	\$1.44M
Percent Change from Prior Year	150%	409%	1,488%	-70%	10%	292%	129%	-13%	-45%	213%	-89%	-6%	-22%

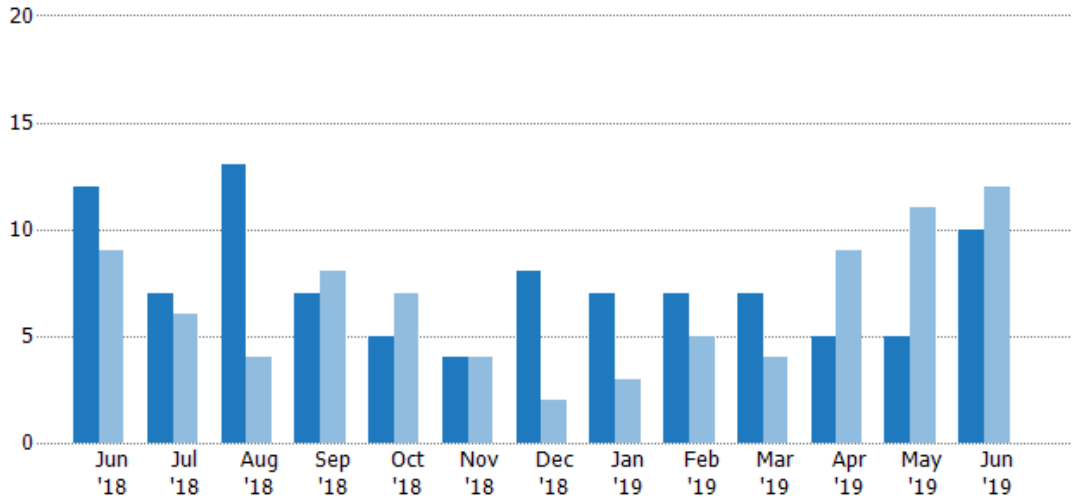
Pending Sales

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.
Jun '19	10	-16.7%
Jun '18	12	33.3%
Jun '17	9	-33.3%



Current Year	12	7	13	7	5	4	8	7	7	7	5	5	10
Prior Year	9	6	4	8	7	4	2	3	5	4	9	11	12
Percent Change from Prior Year	33%	17%	225%	-13%	-29%	0%	300%	133%	40%	75%	-44%	-55%	-17%

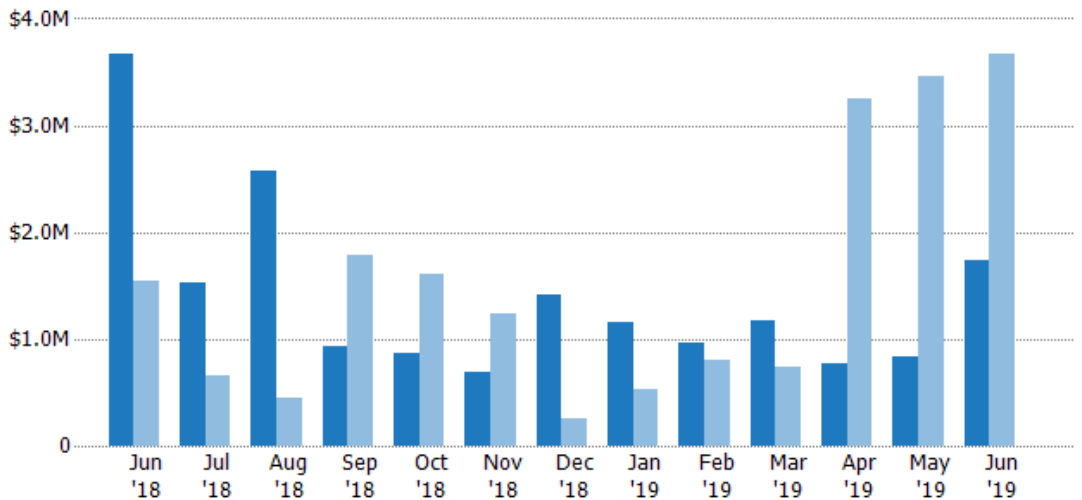
Pending Sales Volume

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.
Jun '19	\$1.73M	-52.8%
Jun '18	\$3.67M	138.6%
Jun '17	\$1.54M	-42.1%



Current Year	\$3.67M	\$1.53M	\$2.57M	\$939K	\$864K	\$697K	\$1.41M	\$1.16M	\$968K	\$1.17M	\$763K	\$828K	\$1.73M
Prior Year	\$1.54M	\$658K	\$450K	\$1.78M	\$1.61M	\$1.23M	\$254K	\$529K	\$807K	\$732K	\$3.26M	\$3.45M	\$3.67M
Percent Change from Prior Year	139%	133%	472%	-47%	-46%	-43%	455%	120%	20%	60%	-77%	-76%	-53%

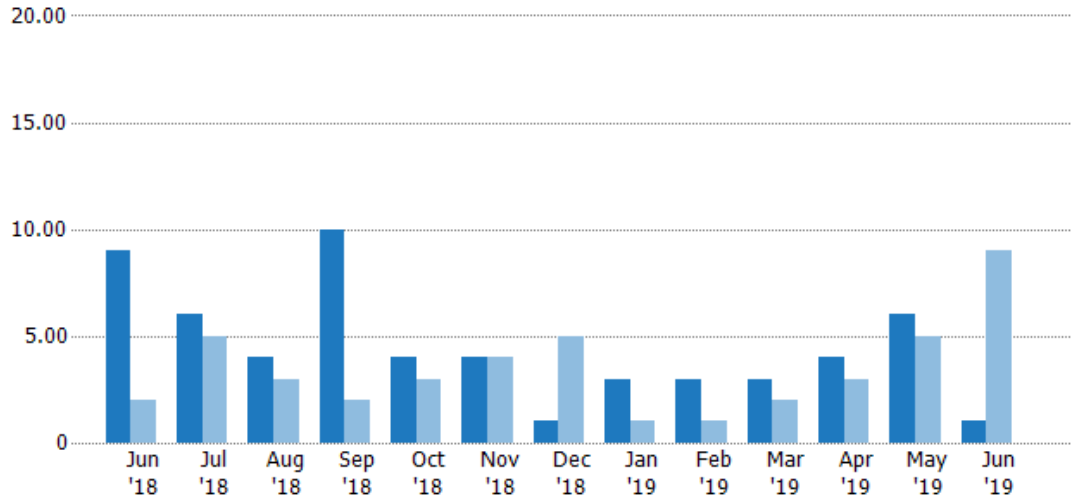
Closed Sales

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.
Jun '19	1	-88.9%
Jun '18	9	350%
Jun '17	2	0%



Current Year	9	6	4	10	4	4	1	3	3	3	4	6	1
Prior Year	2	5	3	2	3	4	5	1	1	2	3	5	9
Percent Change from Prior Year	350%	20%	33%	400%	33%	0%	-80%	200%	200%	50%	33%	20%	-89%

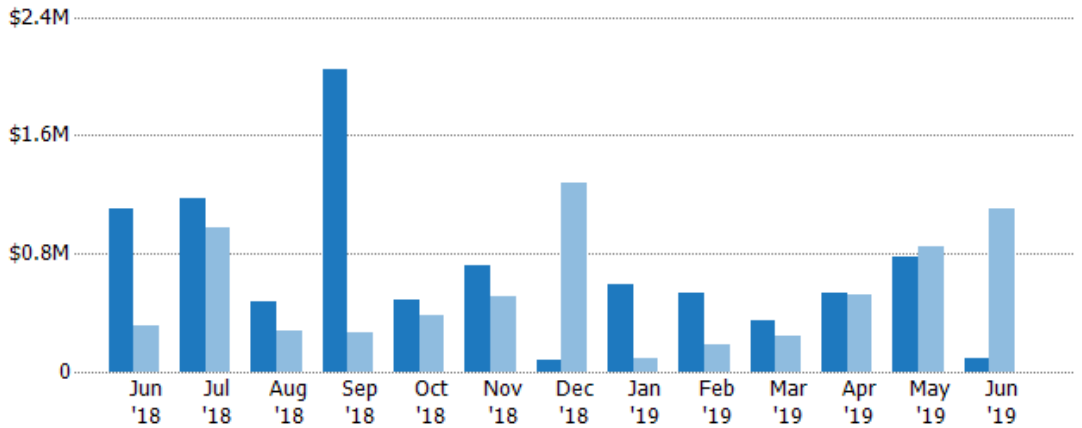
Closed Sales Volume

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.
Jun '19	\$90K	-91.8%
Jun '18	\$1.1M	252.1%
Jun '17	\$312K	7.5%



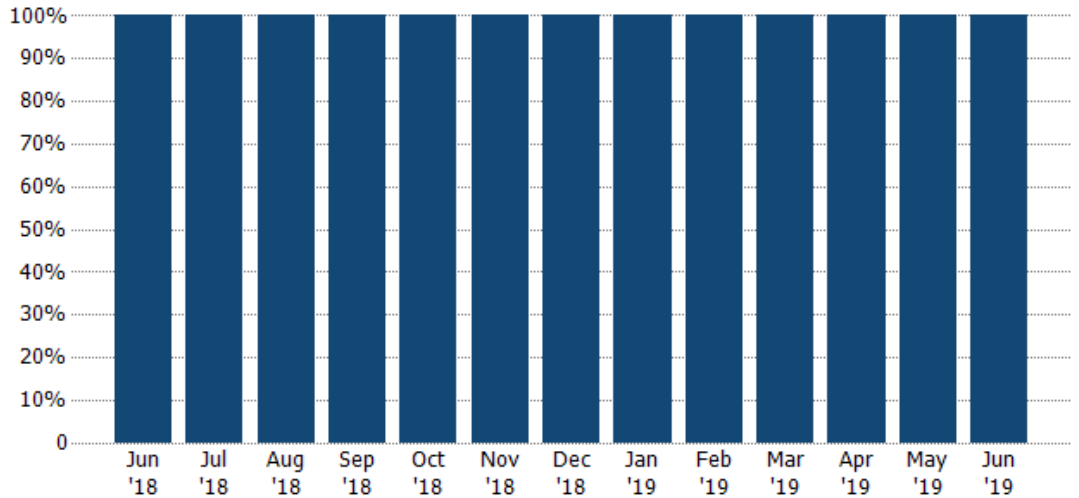
Current Year	\$1.1M	\$1.17M	\$477K	\$2.05M	\$483K	\$717K	\$82.5K	\$594K	\$528K	\$352K	\$531K	\$783K	\$90K
Prior Year	\$312K	\$979K	\$283K	\$264K	\$384K	\$512K	\$1.27M	\$93.5K	\$180K	\$248K	\$525K	\$846K	\$1.1M
Percent Change from Prior Year	252%	20%	69%	677%	26%	40%	-94%	535%	193%	42%	1%	-7%	-92%

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

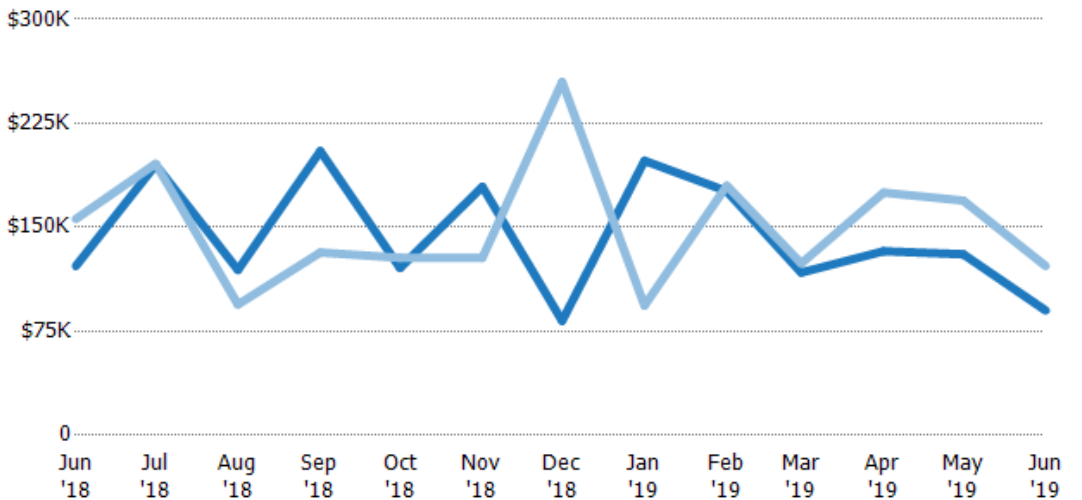
100% 100% 100% 100% 100% 100% 100% 100% 100% 100% 100% 100% 100%

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	\$122K	\$195K	\$119K	\$205K	\$121K	\$179K	\$82.5K	\$198K	\$176K	\$117K	\$133K	\$131K	\$90K
Prior Year	\$156K	\$196K	\$94.3K	\$132K	\$128K	\$128K	\$255K	\$93.5K	\$180K	\$124K	\$175K	\$169K	\$122K
Percent Change from Prior Year	-22%	0%	26%	55%	-6%	40%	-68%	112%	-2%	-5%	-24%	-23%	-26%

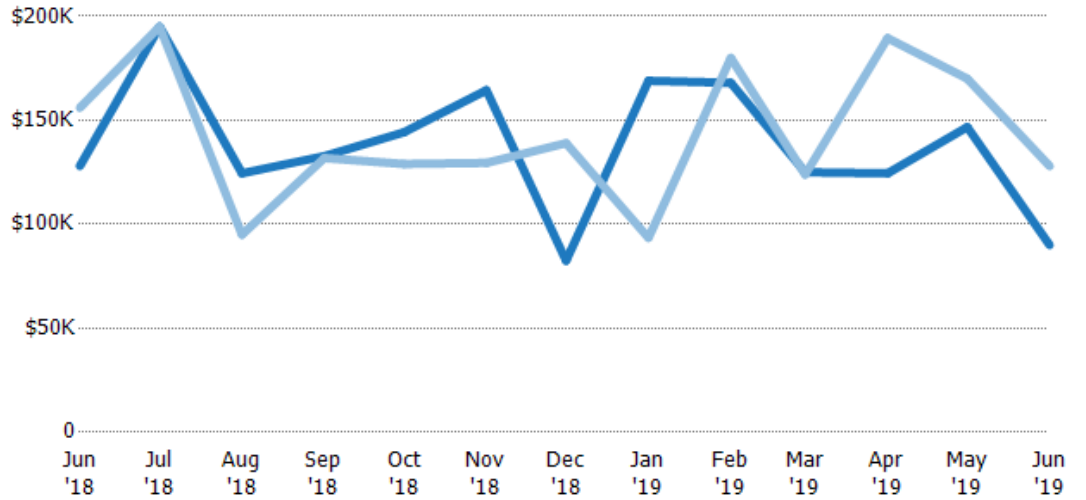
Median Sales Price

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.
Jun '19	\$90K	-29.7%
Jun '18	\$128K	-17.9%
Jun '17	\$156K	7.5%



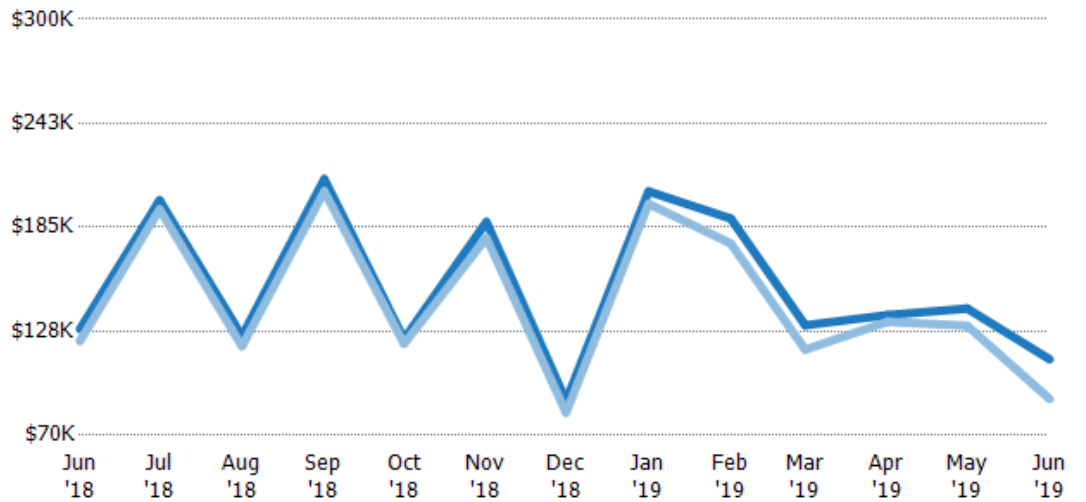
Current Year	\$128K	\$195K	\$125K	\$133K	\$144K	\$164K	\$82.5K	\$169K	\$168K	\$125K	\$125K	\$147K	\$90K
Prior Year	\$156K	\$195K	\$95K	\$132K	\$129K	\$130K	\$139K	\$93.5K	\$180K	\$124K	\$190K	\$170K	\$128K
Percent Change from Prior Year	-18%	0%	31%	1%	12%	27%	-41%	81%	-7%	1%	-34%	-14%	-30%

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



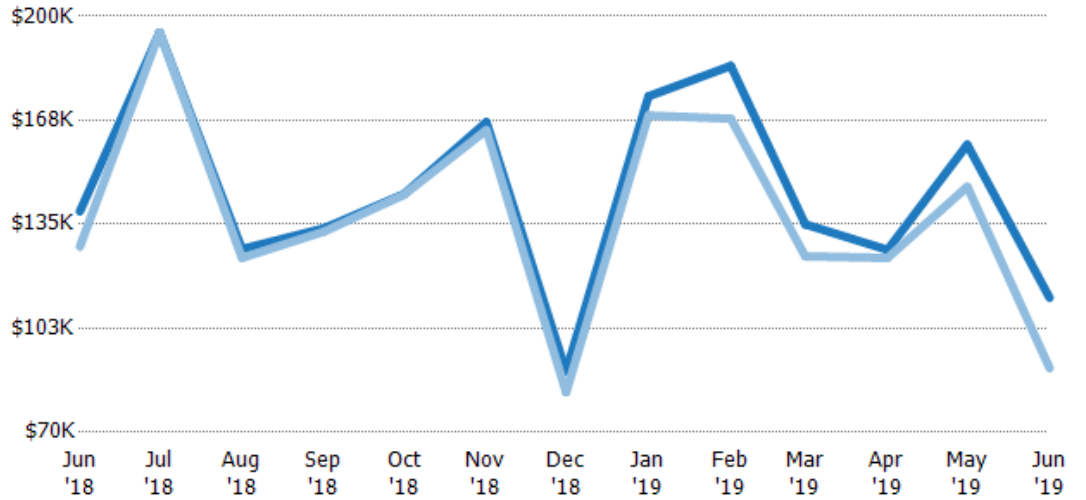
Avg List Price	\$129K	\$200K	\$125K	\$212K	\$123K	\$188K	\$89K	\$205K	\$190K	\$131K	\$136K	\$140K	\$112K
Avg Sales Price	\$122K	\$195K	\$119K	\$205K	\$121K	\$179K	\$82.5K	\$198K	\$176K	\$117K	\$133K	\$131K	\$90K
Avg Sales Price as a % of Avg List Price	95%	98%	96%	97%	98%	95%	93%	97%	93%	90%	97%	93%	80%

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



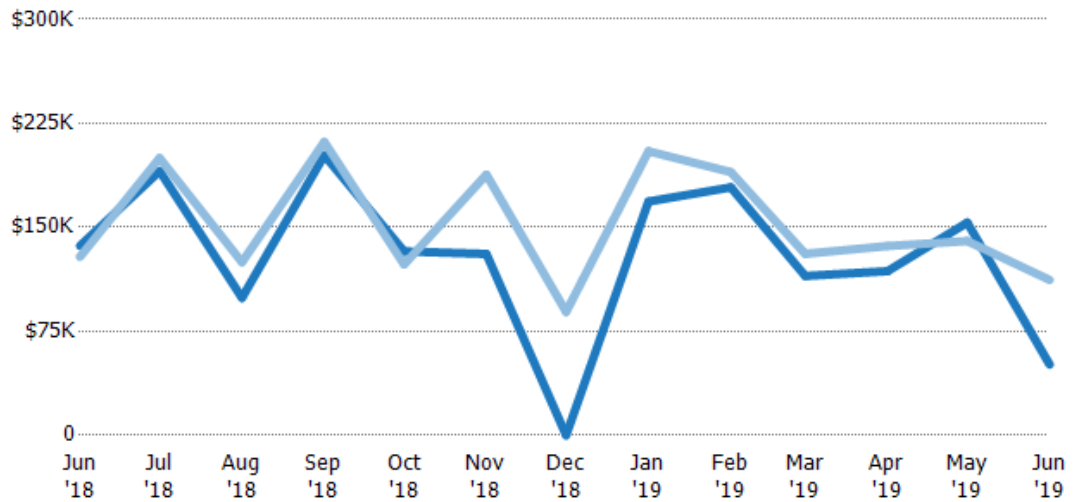
Median List Price	\$139K	\$195K	\$127K	\$134K	\$144K	\$167K	\$89K	\$175K	\$185K	\$135K	\$127K	\$160K	\$112K
Median Sales Price	\$128K	\$195K	\$125K	\$133K	\$144K	\$164K	\$82.5K	\$169K	\$168K	\$125K	\$125K	\$147K	\$90K
Med Sales Price as a % of Med List Price	92%	100%	98%	99%	100%	99%	93%	97%	91%	93%	98%	92%	80%

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



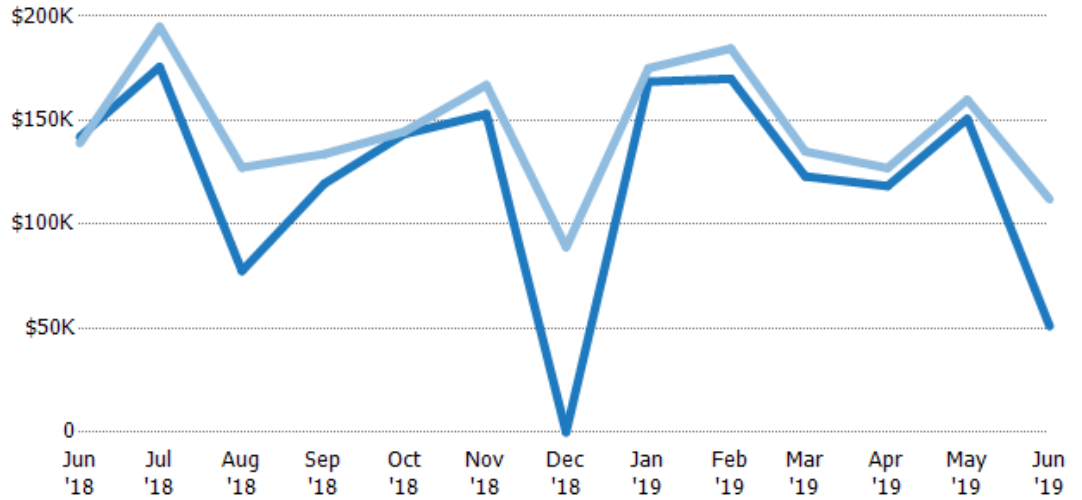
Avg Est Value	\$137K	\$191K	\$99.2K	\$202K	\$133K	\$131K	\$0	\$169K	\$179K	\$115K	\$118K	\$153K	\$51K
Avg Sales Price	\$129K	\$200K	\$125K	\$212K	\$123K	\$188K	\$89K	\$205K	\$190K	\$131K	\$136K	\$140K	\$112K
Avg Sales Price as a % of Avg Est Value	94%	105%	126%	105%	93%	144%	100%	122%	106%	114%	115%	91%	220%

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	\$142K	\$176K	\$77.5K	\$120K	\$143K	\$153K	\$0	\$169K	\$170K	\$123K	\$118K	\$151K	\$51K
Median Sales Price	\$139K	\$195K	\$127K	\$134K	\$144K	\$167K	\$89K	\$175K	\$185K	\$135K	\$127K	\$160K	\$112K
Med Sales Price as a % of Med Est Value	98%	111%	164%	112%	101%	109%	100%	104%	109%	110%	107%	106%	220%