

Summary of Key Listing and Sales Metrics

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

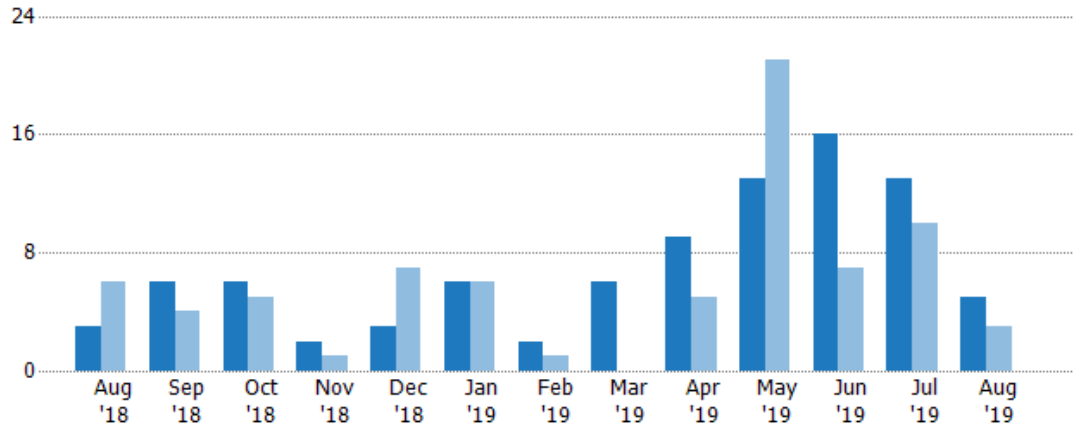
Key Metrics	Aug 2019	Aug 2018	+ / -	YTD 2019	YTD 2018	+ / -
Listing Activity Charts Metrics						
New Listing Count	5	3	+66.7%	70	53	+32.1%
New Listing Volume	\$543,800	\$544,700	-0.2%	\$14,266,055	\$9,772,199	+46%
Active Listing Count	51	31	+64.5%	N/A	N/A	
Active Listing Volume	\$11,440,054	\$6,345,299	+80.3%	N/A	N/A	
Average Listing Price	\$224,315	\$204,687	+9.6%	\$216,025	\$199,415	+8.3%
Median Listing Price	\$189,900	\$179,000	+6.1%	\$179,225	\$170,306	+5.2%
Median Days in RPR	102	111	-8.1%	103.17	105.69	-2.4%
Months of Inventory	7.3	5.2	+41%	10	8.3	+20.8%
Absorption Rate	13.73%	19.35%	-5.6%	9.97%	12.04%	-2.1%
Sales Activity Charts Metrics						
New Pending Sales Count	5	10	-50%	39	53	-26.4%
New Pending Sales Volume	\$943,800	\$1,540,200	-38.7%	\$5,961,700	\$10,373,550	-42.5%
Pending Sales Count	8	14	-42.9%	N/A	N/A	
Pending Sales Volume	\$1,457,700	\$2,629,200	-44.6%	N/A	N/A	
Closed Sales Count	5	4	+25%	32	32	+/-
Closed Sales Volume	\$1,012,500	\$477,000	+112.3%	\$4,995,700	\$4,913,066	+1.7%
Average Sales Price	\$202,500	\$119,250	+69.8%	\$156,116	\$153,533	+1.7%
Median Sales Price	\$180,000	\$124,500	+44.6%	\$145,766	\$159,384	-8.5%

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



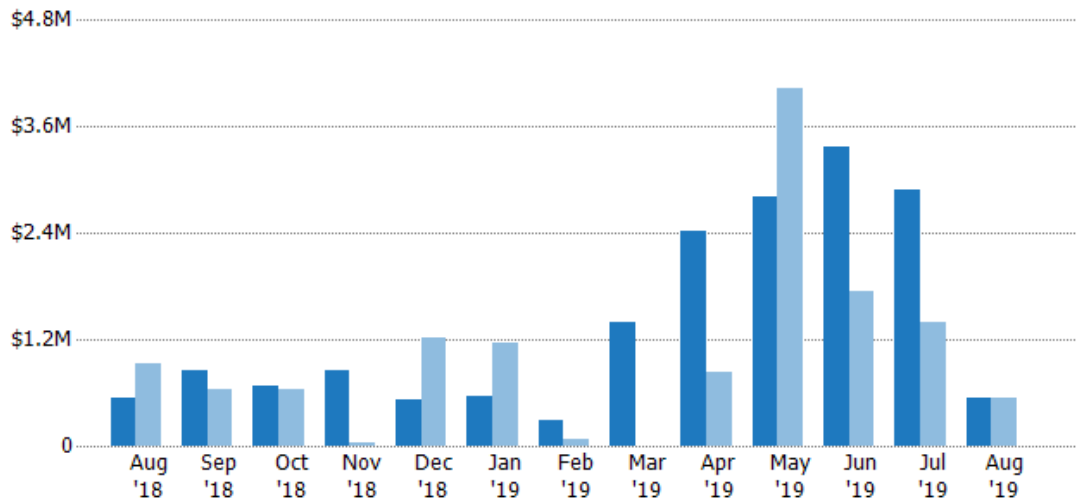
Current Year	3	6	6	2	3	6	2	6	9	13	16	13	5
Prior Year	6	4	5	1	7	6	1	-	5	21	7	10	3
Percent Change from Prior Year	-50%	50%	20%	100%	-57%	0%	100%	100%	80%	-38%	129%	30%	67%

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	\$545K	\$849K	\$673K	\$855K	\$516K	\$559K	\$290K	\$1.4M	\$2.42M	\$2.8M	\$3.36M	\$2.89M	\$544K
Prior Year	\$920K	\$628K	\$638K	\$34.9K	\$1.23M	\$1.16M	\$84K	-	\$821K	\$4.03M	\$1.74M	\$1.39M	\$545K
Percent Change from Prior Year	-41%	35%	5%	2,350%	-58%	-52%	245%	100%	195%	-30%	93%	108%	0%

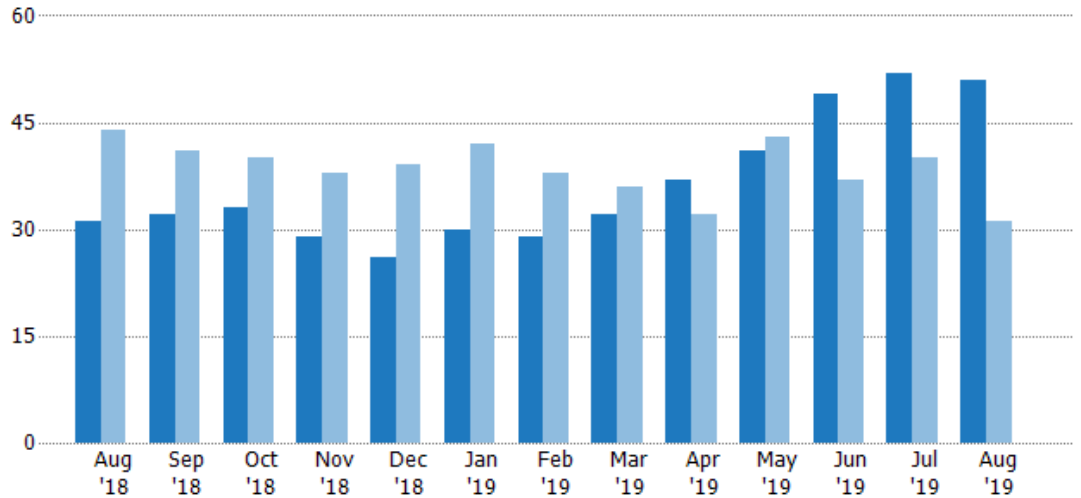
Active Listings

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.
Aug '19	51	64.5%
Aug '18	31	-29.5%
Aug '17	44	2.3%



	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19
Current Year	31	32	33	29	26	30	29	32	37	41	49	52	51
Prior Year	44	41	40	38	39	42	38	36	32	43	37	40	31
Percent Change from Prior Year	-30%	-22%	-18%	-24%	-33%	-29%	-24%	-11%	16%	-5%	32%	30%	65%

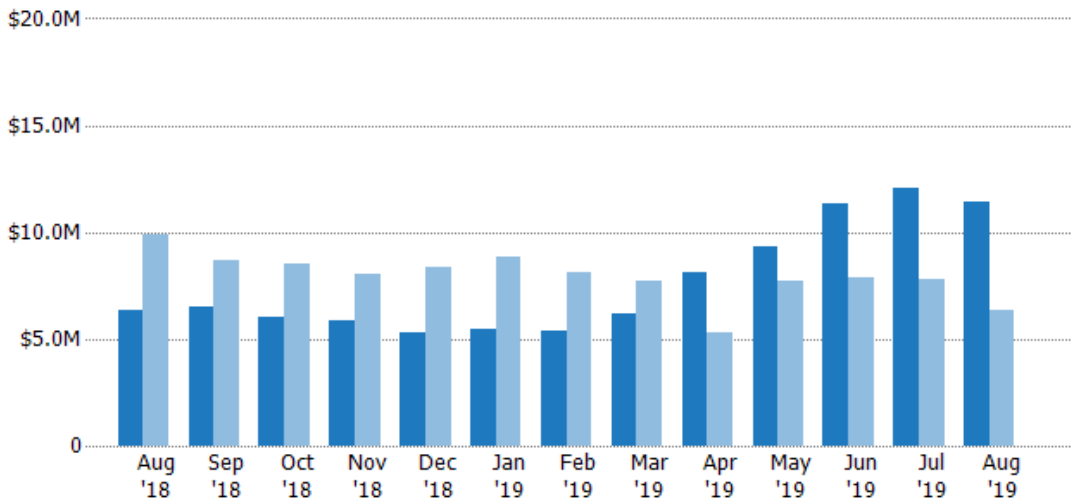
Active Listing Volume

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.
Aug '19	\$11.4M	80.3%
Aug '18	\$6.35M	-35.6%
Aug '17	\$9.86M	10%



	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19
Current Year	\$6.35M	\$6.53M	\$6.01M	\$5.85M	\$5.28M	\$5.47M	\$5.38M	\$6.18M	\$8.15M	\$9.3M	\$11.4M	\$12M	\$11.4M
Prior Year	\$9.86M	\$8.65M	\$8.48M	\$8.01M	\$8.36M	\$8.85M	\$8.11M	\$7.68M	\$5.27M	\$7.72M	\$7.88M	\$7.76M	\$6.35M
Percent Change from Prior Year	-36%	-24%	-29%	-27%	-37%	-38%	-34%	-19%	55%	20%	44%	55%	80%

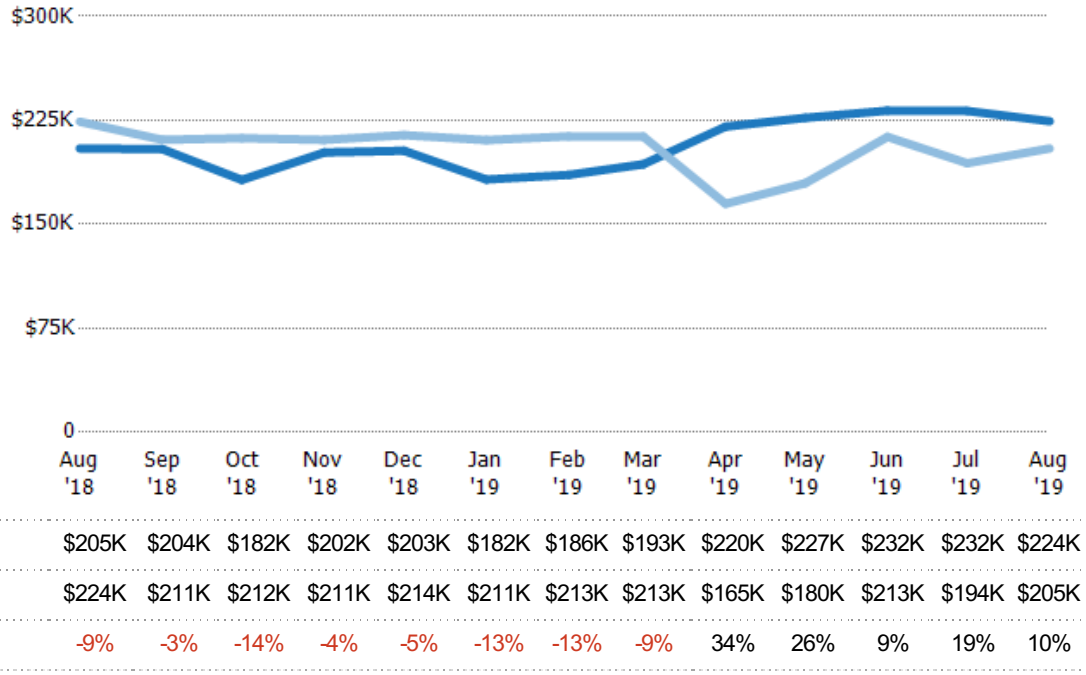
Average Listing Price

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.
Aug '19	\$224K	9.6%
Aug '18	\$205K	-8.6%
Aug '17	\$224K	7.6%



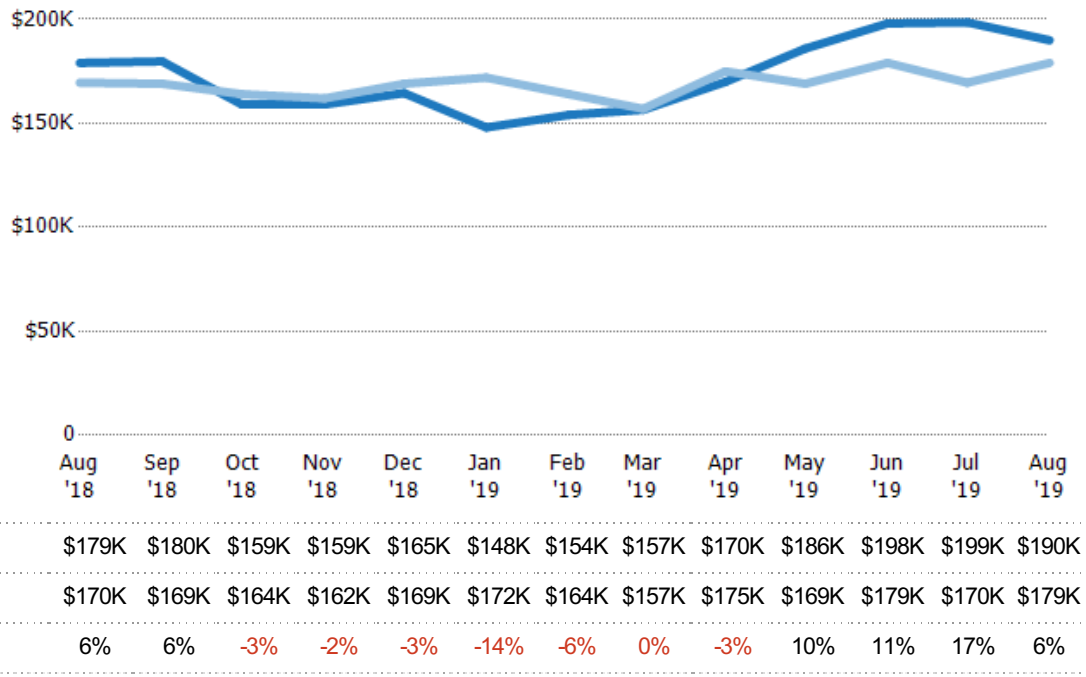
Median Listing Price

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.
Aug '19	\$190K	6.1%
Aug '18	\$179K	5.6%
Aug '17	\$170K	-13.9%

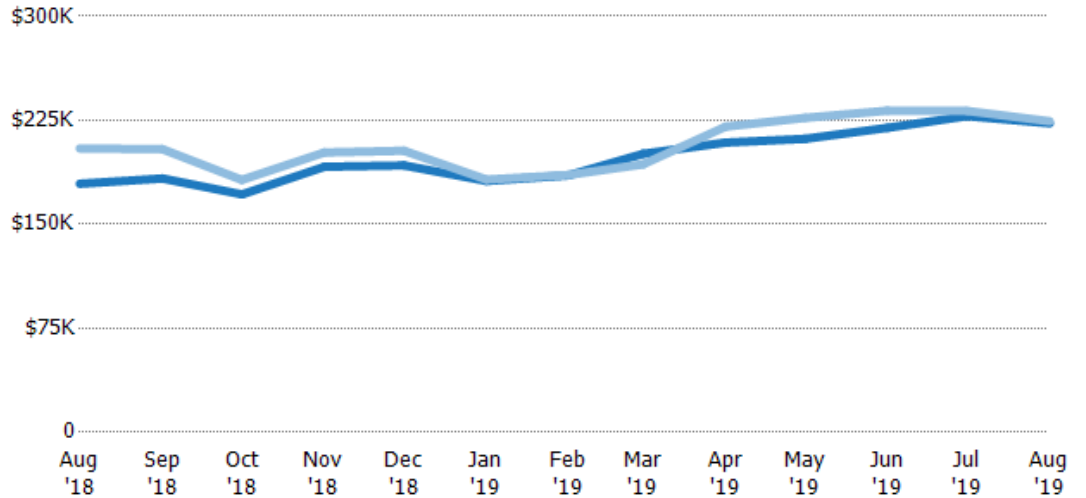


Average Listing Price vs Average Est Value

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



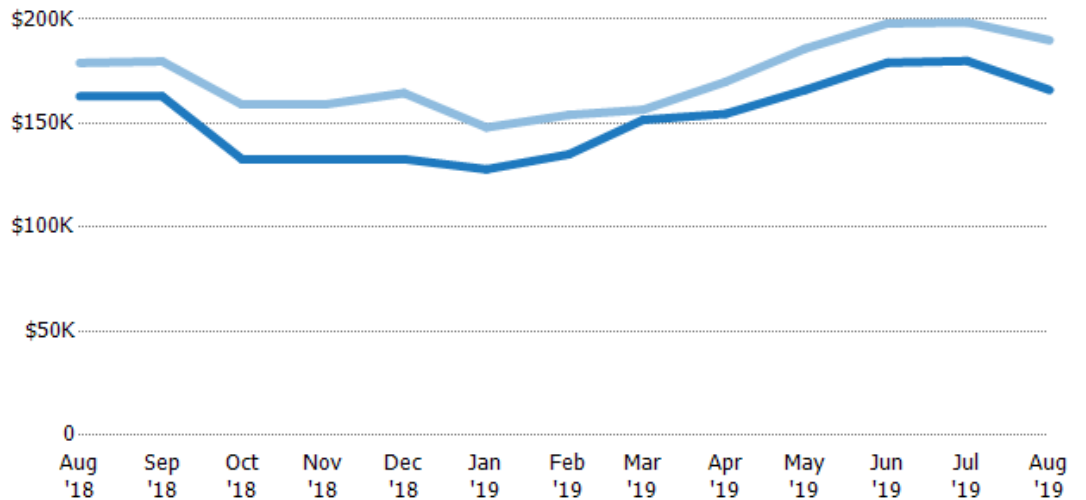
Avg Est Value	\$179K	\$183K	\$172K	\$191K	\$192K	\$181K	\$185K	\$201K	\$209K	\$212K	\$220K	\$228K	\$223K
Avg Listing Price	\$205K	\$204K	\$182K	\$202K	\$203K	\$182K	\$186K	\$193K	\$220K	\$227K	\$232K	\$232K	\$224K
Avg Listing Price as a % of Avg Est Value	114%	112%	106%	105%	106%	101%	100%	96%	105%	107%	106%	102%	101%

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	\$163K	\$163K	\$133K	\$133K	\$133K	\$128K	\$135K	\$152K	\$155K	\$166K	\$179K	\$180K	\$166K
Median Listing Price	\$179K	\$180K	\$159K	\$159K	\$165K	\$148K	\$154K	\$157K	\$170K	\$186K	\$198K	\$199K	\$190K
Med Listing Price as a % of Med Est Value	110%	110%	120%	120%	124%	116%	114%	103%	110%	112%	111%	110%	114%

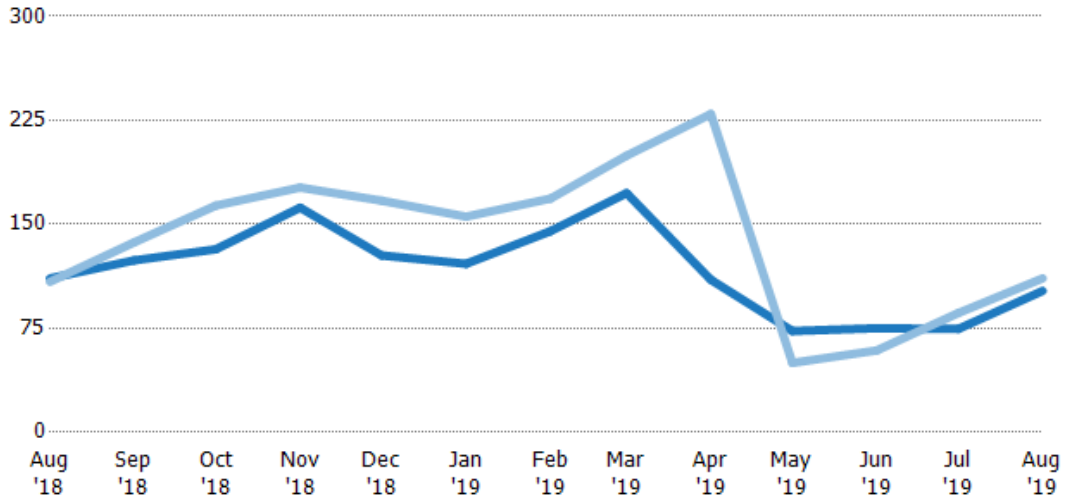
Median Days in RPR

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.
Aug '19	102	-8.1%
Aug '18	111	2.3%
Aug '17	109	15.2%



	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19
Current Year	111	124	132	162	128	122	145	173	110	73	75	74.5	102
Prior Year	109	137	164	177	167	156	169	200	230	50	59	86	111
Percent Change from Prior Year	2%	-9%	-19%	-8%	-24%	-22%	-14%	-14%	-52%	46%	27%	-13%	-8%

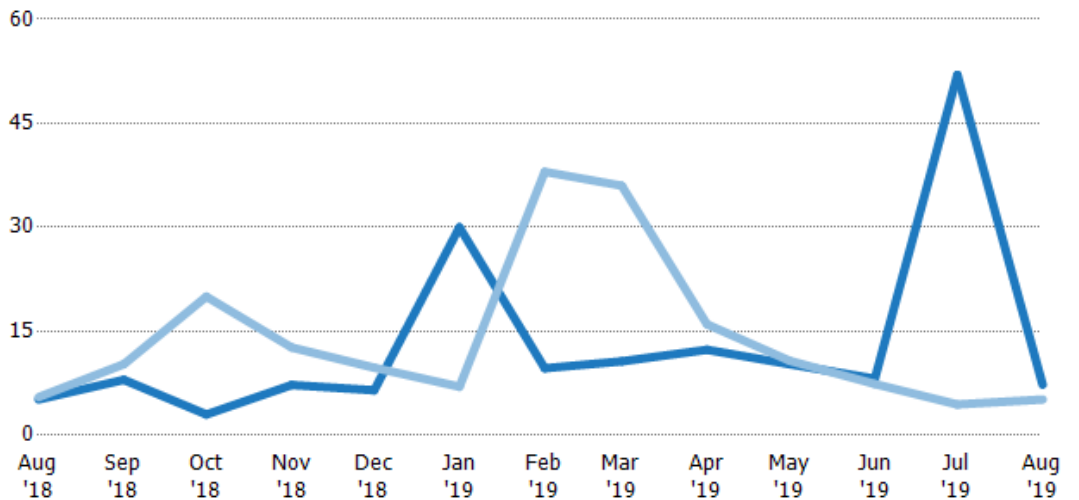
Months of Inventory

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.
Aug '19	7.29	41%
Aug '18	5.17	-6.1%
Aug '17	5.5	63.6%



	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19
Current Year	5.17	8	3	7.25	6.5	30	9.67	10.7	12.3	10.3	8.17	52	7.29
Prior Year	5.5	10.3	20	12.7	9.75	7	38	36	16	10.8	7.4	4.44	5.17
Percent Change from Prior Year	-6%	-22%	-85%	-43%	-33%	329%	-75%	-70%	-23%	-5%	10%	1,070%	41%

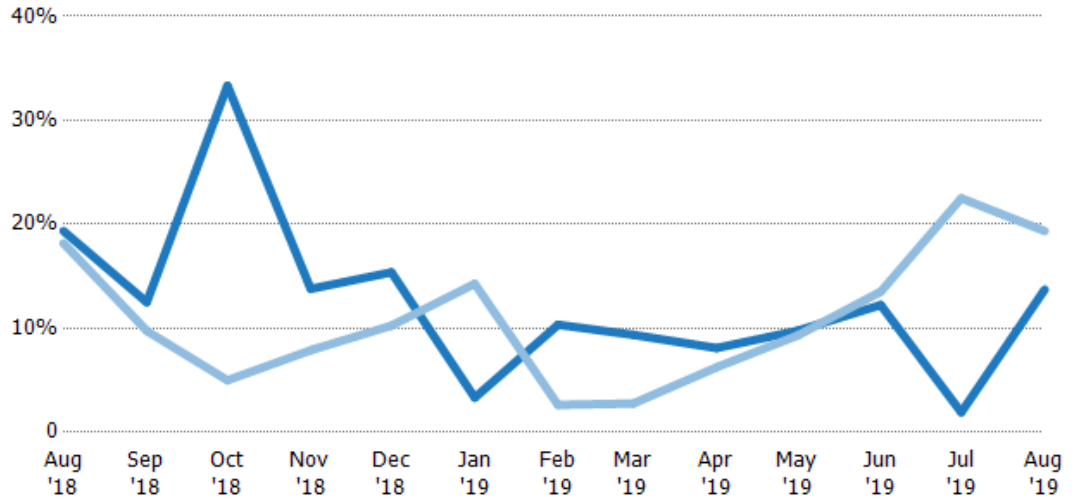
Absorption Rate

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.
Aug '19	14%	5.6%
Aug '18	19%	-1.2%
Aug '17	18%	-38.9%



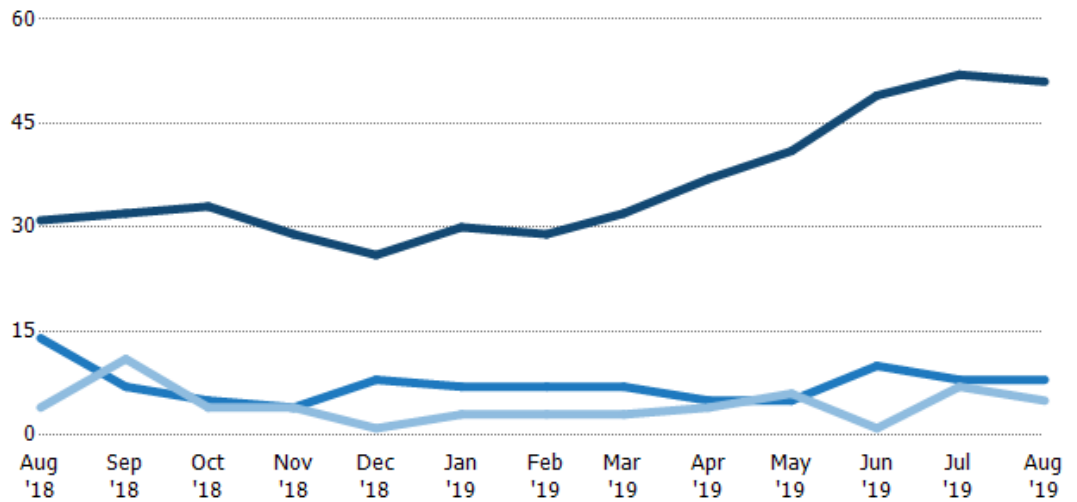
	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19
Current Year	19%	13%	33%	14%	15%	3%	10%	9%	8%	10%	12%	2%	14%
Prior Year	18%	10%	5%	8%	10%	14%	3%	3%	6%	9%	14%	23%	19%
Change from Prior Year	-1%	-3%	-28%	-6%	-5%	11%	-8%	-7%	-2%	0%	1%	21%	6%

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



	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19
Active	31	32	33	29	26	30	29	32	37	41	49	52	51
Pending	14	7	5	4	8	7	7	7	5	5	10	8	8
Sold	4	11	4	4	1	3	3	3	4	6	1	7	5

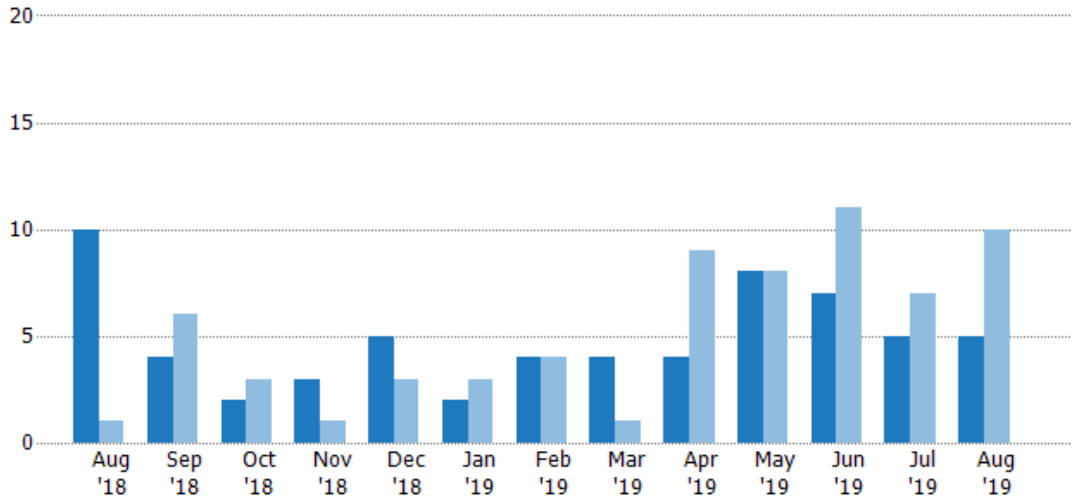
New Pending Sales

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.
Aug '19	5	-50%
Aug '18	10	900%
Aug '17	1	400%



Current Year	10	4	2	3	5	2	4	4	4	8	7	5	5
Prior Year	1	6	3	1	3	3	4	1	9	8	11	7	10
Percent Change from Prior Year	900%	-33%	-33%	200%	67%	-33%	0%	300%	-56%	0%	-36%	-29%	-50%

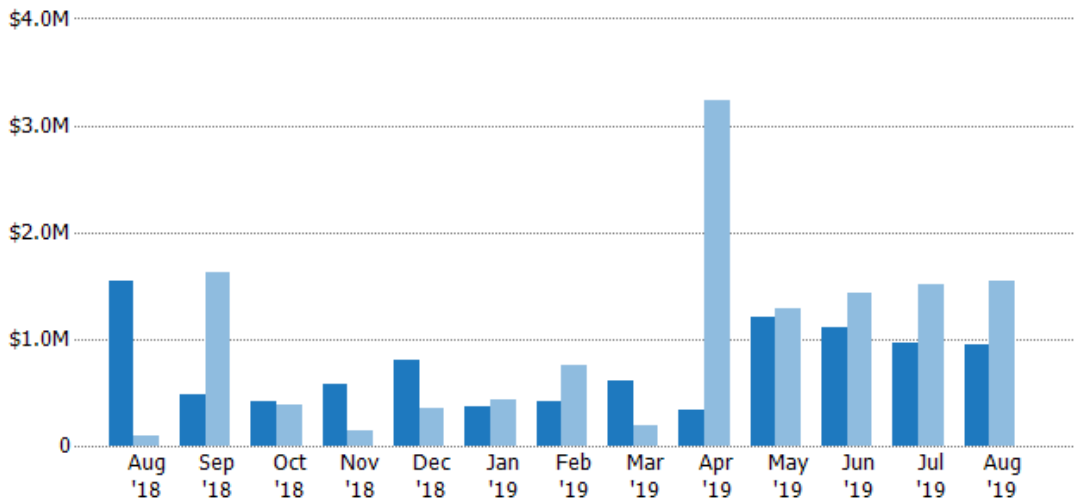
New Pending Sales Volume

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.
Aug '19	\$944K	-38.7%
Aug '18	\$1.54M	1,487.8%
Aug '17	\$97K	609.1%



Current Year	\$1.54M	\$481K	\$418K	\$585K	\$800K	\$369K	\$415K	\$605K	\$343K	\$1.21M	\$1.11M	\$964K	\$944K
Prior Year	\$97K	\$1.62M	\$380K	\$149K	\$349K	\$425K	\$757K	\$193K	\$3.23M	\$1.28M	\$1.44M	\$1.51M	\$1.54M
Percent Change from Prior Year	1,488%	-70%	10%	292%	129%	-13%	-45%	213%	-89%	-6%	-22%	-36%	-39%

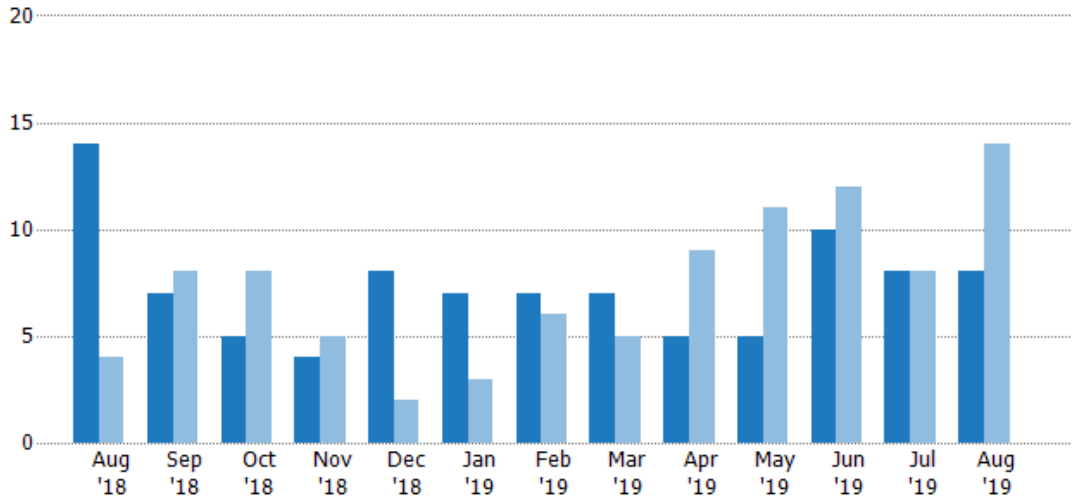
Pending Sales

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.
Aug '19	8	-42.9%
Aug '18	14	250%
Aug '17	4	125%



Current Year	14	7	5	4	8	7	7	7	5	5	10	8	8
Prior Year	4	8	8	5	2	3	6	5	9	11	12	8	14
Percent Change from Prior Year	250%	-13%	-38%	-20%	300%	133%	17%	40%	-44%	-55%	-17%	0%	-43%

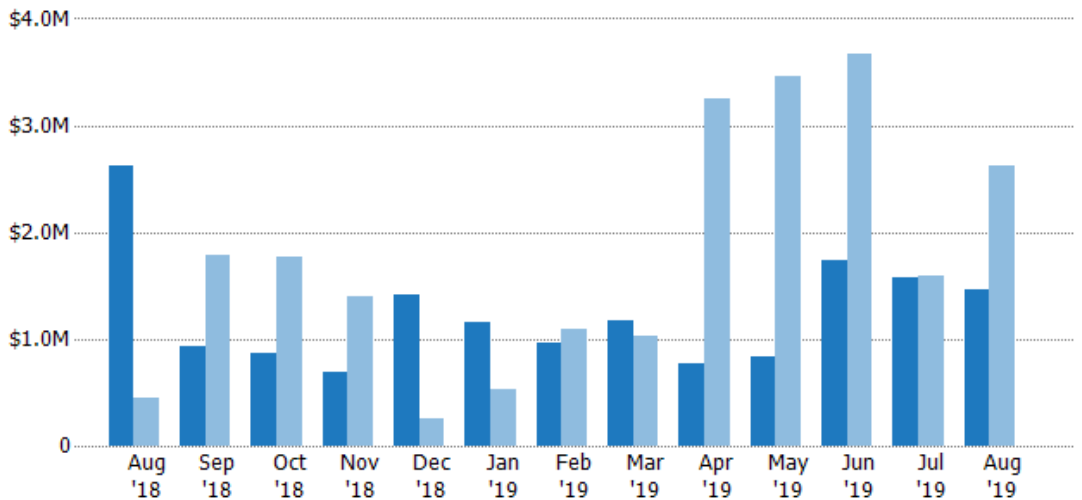
Pending Sales Volume

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.
Aug '19	\$1.46M	-44.6%
Aug '18	\$2.63M	483.7%
Aug '17	\$450K	278.8%



Current Year	\$2.63M	\$939K	\$864K	\$697K	\$1.41M	\$1.16M	\$968K	\$1.17M	\$763K	\$828K	\$1.73M	\$1.58M	\$1.46M
Prior Year	\$450K	\$1.78M	\$1.77M	\$1.39M	\$254K	\$529K	\$1.1M	\$1.02M	\$3.26M	\$3.45M	\$3.67M	\$1.59M	\$2.63M
Percent Change from Prior Year	484%	-47%	-51%	-50%	455%	120%	-12%	15%	-77%	-76%	-53%	-1%	-45%

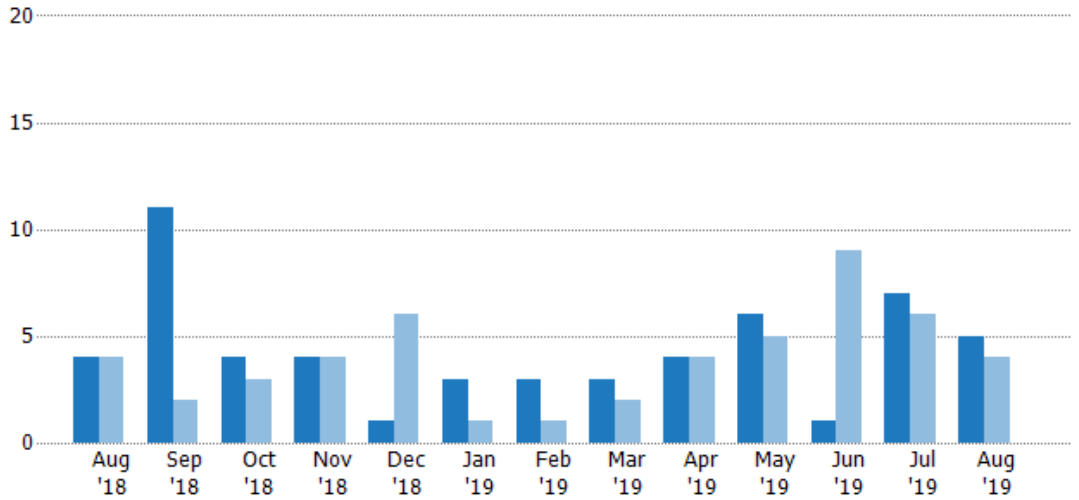
Closed Sales

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.
Aug '19	5	25%
Aug '18	4	0%
Aug '17	4	-50%



Current Year	4	11	4	4	1	3	3	3	4	6	1	7	5
Prior Year	4	2	3	4	6	1	1	2	4	5	9	6	4
Percent Change from Prior Year	0%	450%	33%	0%	-83%	200%	200%	50%	0%	20%	-89%	17%	25%

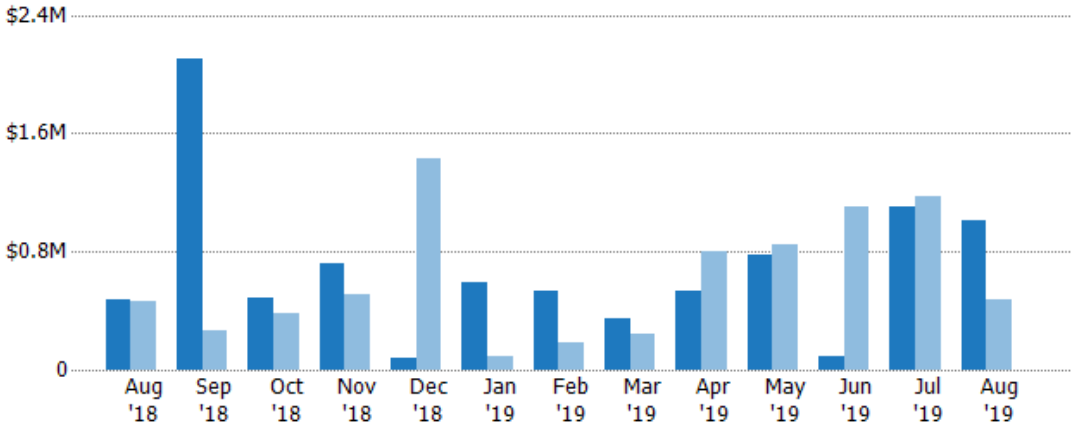
Closed Sales Volume

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.
Aug '19	\$1.01M	112.3%
Aug '18	\$477K	3%
Aug '17	\$463K	-53.6%



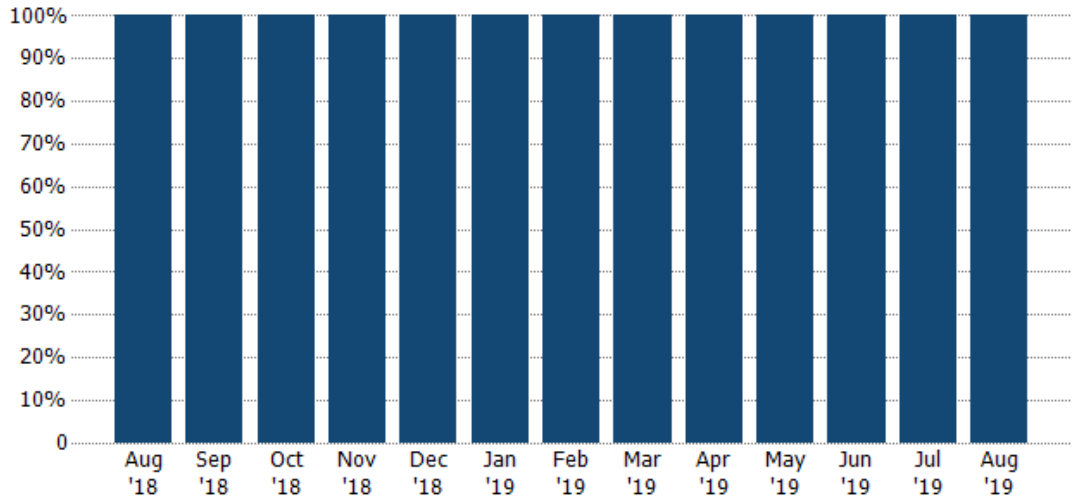
Current Year	\$477K	\$2.1M	\$483K	\$717K	\$82.5K	\$594K	\$528K	\$352K	\$531K	\$783K	\$90K	\$1.11M	\$1.01M
Prior Year	\$463K	\$264K	\$384K	\$512K	\$1.43M	\$93.5K	\$180K	\$248K	\$800K	\$846K	\$1.1M	\$1.17M	\$477K
Percent Change from Prior Year	3%	696%	26%	40%	-94%	535%	193%	42%	-34%	-7%	-92%	-6%	112%

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

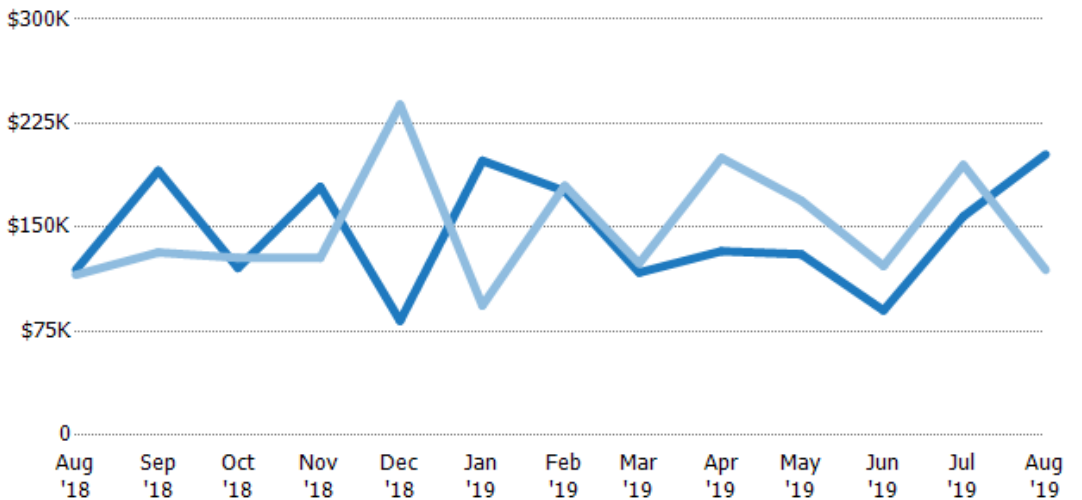
100% 100% 100% 100% 100% 100% 100% 100% 100% 100% 100% 100% 100%

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

\$119K	\$191K	\$121K	\$179K	\$82.5K	\$198K	\$176K	\$117K	\$133K	\$131K	\$90K	\$158K	\$203K
\$116K	\$132K	\$128K	\$128K	\$238K	\$93.5K	\$180K	\$124K	\$200K	\$169K	\$122K	\$195K	\$119K
3%	45%	-6%	40%	-65%	112%	-2%	-5%	-34%	-23%	-26%	-19%	70%

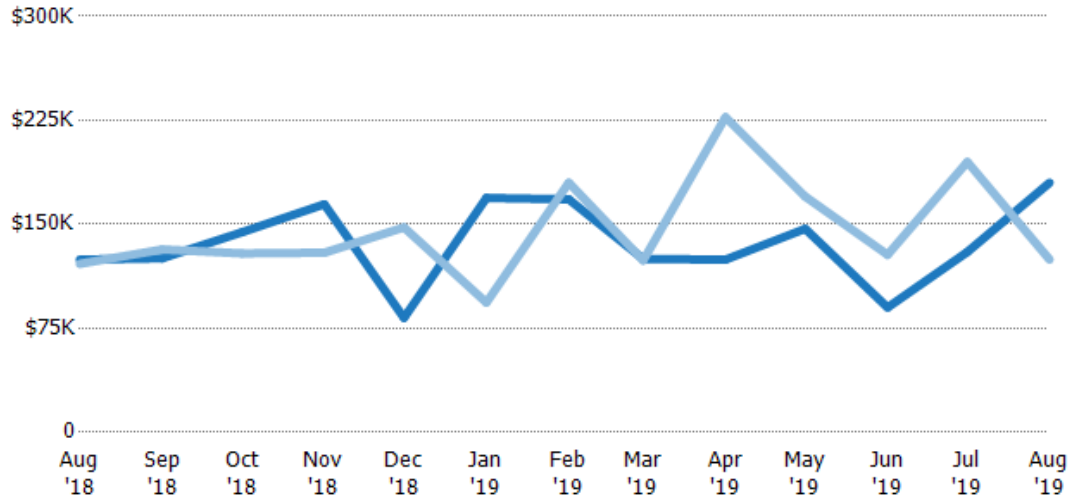
Median Sales Price

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.
Aug '19	\$180K	44.6%
Aug '18	\$125K	2.5%
Aug '17	\$122K	-11.5%



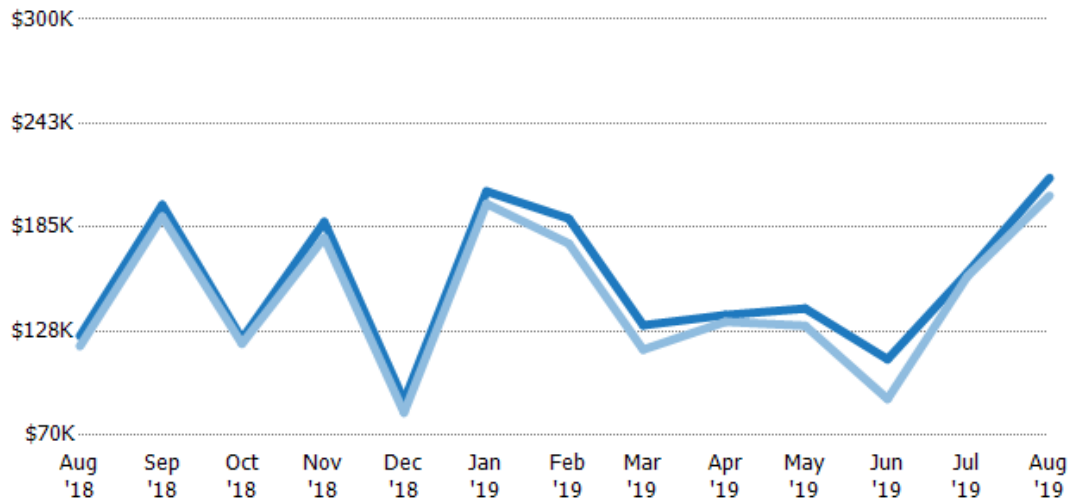
	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19
Current Year	\$125K	\$126K	\$144K	\$164K	\$82.5K	\$169K	\$168K	\$125K	\$125K	\$147K	\$90K	\$130K	\$180K
Prior Year	\$122K	\$132K	\$129K	\$130K	\$148K	\$93.5K	\$180K	\$124K	\$227K	\$170K	\$128K	\$195K	\$125K
Percent Change from Prior Year	2%	-5%	12%	27%	-44%	81%	-7%	1%	-45%	-14%	-30%	-33%	45%

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



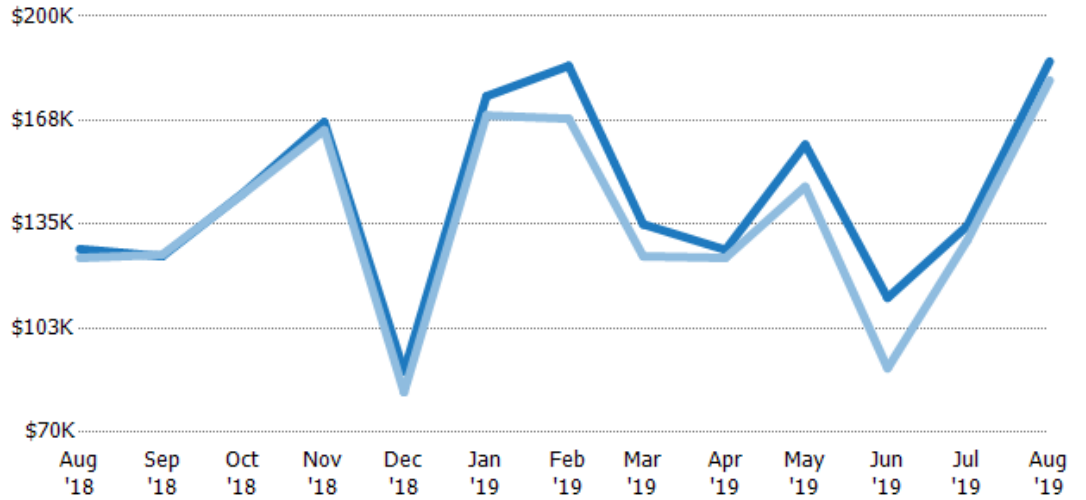
	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19
Avg List Price	\$125K	\$197K	\$123K	\$188K	\$89K	\$205K	\$190K	\$131K	\$136K	\$140K	\$112K	\$160K	\$212K
Avg Sales Price	\$119K	\$191K	\$121K	\$179K	\$82.5K	\$198K	\$176K	\$117K	\$133K	\$131K	\$90K	\$158K	\$203K
Avg Sales Price as a % of Avg List Price	96%	97%	98%	95%	93%	97%	93%	90%	97%	93%	80%	99%	95%

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



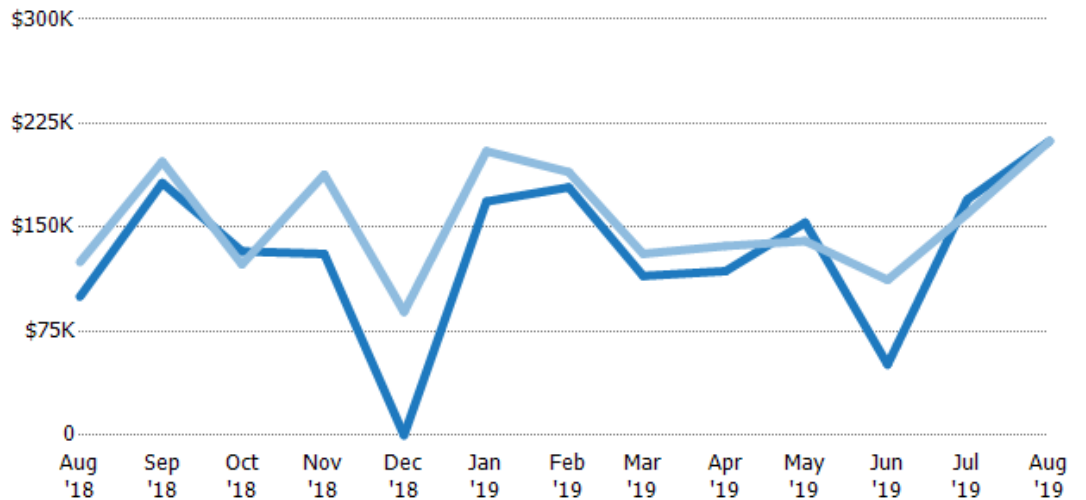
	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19
Median List Price	\$127K	\$125K	\$144K	\$167K	\$89K	\$175K	\$185K	\$135K	\$127K	\$160K	\$112K	\$135K	\$186K
Median Sales Price	\$125K	\$126K	\$144K	\$164K	\$82.5K	\$169K	\$168K	\$125K	\$125K	\$147K	\$90K	\$130K	\$180K
Med Sales Price as a % of Med List Price	98%	100%	100%	99%	93%	97%	91%	93%	98%	92%	80%	97%	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



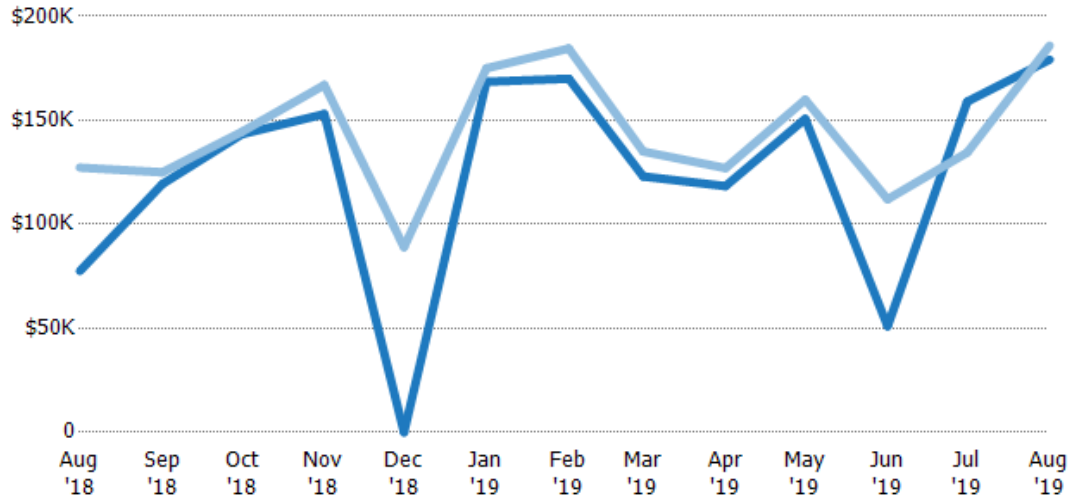
	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19
Avg Est Value	\$100K	\$182K	\$133K	\$131K	\$0	\$169K	\$179K	\$115K	\$118K	\$153K	\$51K	\$170K	\$212K
Avg Sales Price	\$125K	\$197K	\$123K	\$188K	\$89K	\$205K	\$190K	\$131K	\$136K	\$140K	\$112K	\$160K	\$212K
Avg Sales Price as a % of Avg Est Value	125%	108%	93%	144%	100%	122%	106%	114%	115%	91%	220%	94%	100%

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



	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19
Median Est Value	\$77.5K	\$119K	\$143K	\$153K	\$0	\$169K	\$170K	\$123K	\$118K	\$151K	\$51K	\$159K	\$179K
Median Sales Price	\$127K	\$125K	\$144K	\$167K	\$89K	\$175K	\$185K	\$135K	\$127K	\$160K	\$112K	\$135K	\$186K
Med Sales Price as a % of Med Est Value	164%	105%	101%	109%	100%	104%	109%	110%	107%	106%	220%	85%	104%