

## Summary of Key Listing and Sales Metrics

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

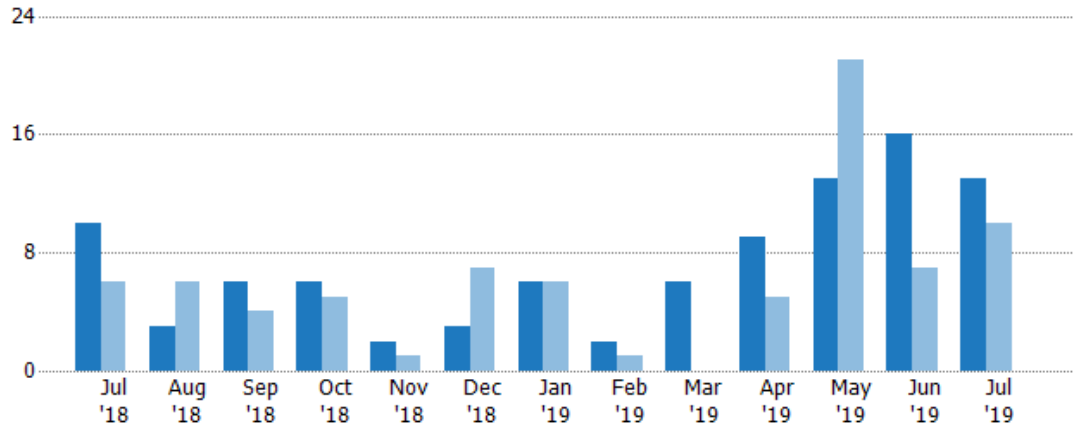
Key Metrics	Jul 2019	Jul 2018	+ / -	YTD 2019	YTD 2018	+ / -
<b>Listing Activity Charts Metrics</b>						
New Listing Count	13	10	+30%	65	50	+30%
New Listing Volume	\$2,887,400	\$1,385,300	+108.4%	\$13,722,255	\$9,227,499	+48.7%
Active Listing Count	52	40	+30%	N/A	N/A	
Active Listing Volume	\$12,049,954	\$7,761,299	+55.3%	N/A	N/A	
Average Listing Price	\$231,730	\$194,032	+19.4%	\$214,460	\$198,805	+7.9%
Median Listing Price	\$198,500	\$169,500	+17.1%	\$177,208	\$169,300	+4.7%
Median Days in RPR	74.5	86	-13.4%	103.39	104.93	-1.5%
Months of Inventory	52	4.4	+1,070%	9.6	8.4	+15.1%
Absorption Rate	1.92%	22.5%	-20.6%	10.37%	11.94%	-1.6%
<b>Sales Activity Charts Metrics</b>						
New Pending Sales Count	5	7	-28.6%	34	43	-20.9%
New Pending Sales Volume	\$963,900	\$1,506,900	-36%	\$5,017,900	\$8,833,350	-43.2%
Pending Sales Count	8	8	±	N/A	N/A	
Pending Sales Volume	\$1,575,300	\$1,588,400	-0.8%	N/A	N/A	
Closed Sales Count	7	6	+16.7%	27	28	-3.6%
Closed Sales Volume	\$1,105,000	\$1,169,966	-5.6%	\$3,983,200	\$4,436,066	-10.2%
Average Sales Price	\$157,857	\$194,994	-19%	\$147,526	\$158,431	-6.9%
Median Sales Price	\$130,000	\$195,000	-33.3%	\$139,426	\$164,368	-15.2%

## 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



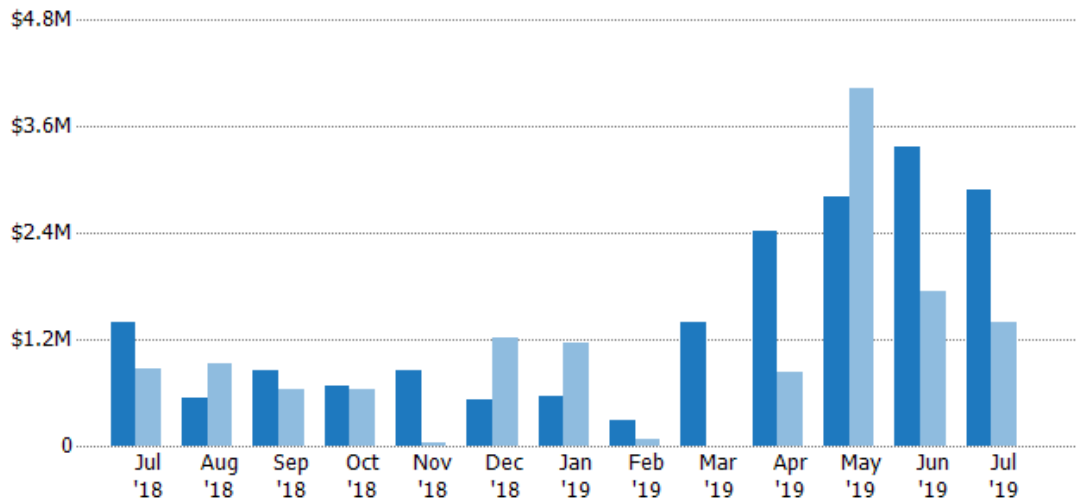
Current Year	10	3	6	6	2	3	6	2	6	9	13	16	13
Prior Year	6	6	4	5	1	7	6	1	-	5	21	7	10
Percent Change from Prior Year	67%	-50%	50%	20%	100%	-57%	0%	100%	100%	80%	-38%	129%	30%

## 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	\$1.39M	\$545K	\$849K	\$673K	\$855K	\$516K	\$559K	\$290K	\$1.4M	\$2.42M	\$2.8M	\$3.36M	\$2.89M
Prior Year	\$862K	\$920K	\$628K	\$638K	\$34.9K	\$1.23M	\$1.16M	\$84K	-	\$821K	\$4.03M	\$1.74M	\$1.39M
Percent Change from Prior Year	61%	-41%	35%	5%	2,350%	-58%	-52%	245%	100%	195%	-30%	93%	108%

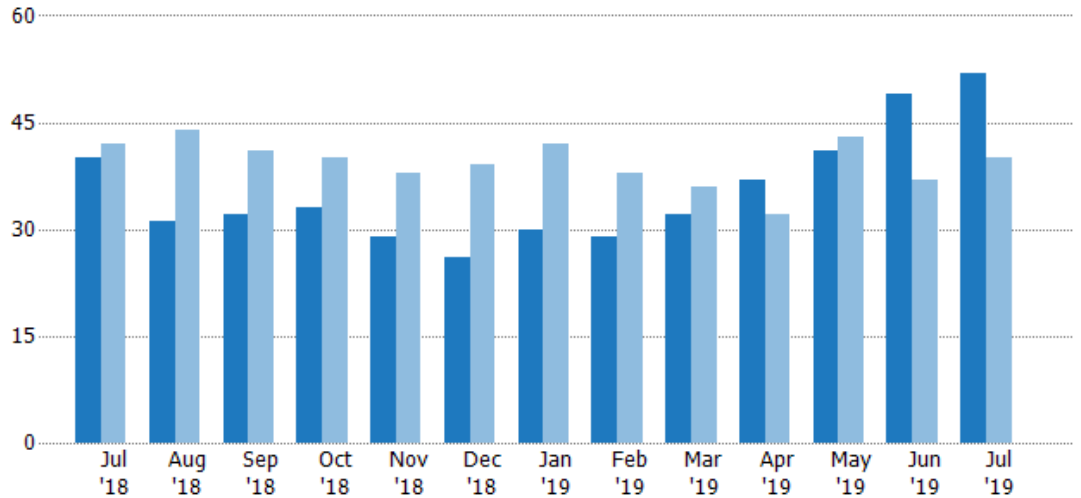
## Active Listings

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.
Jul '19	52	30%
Jul '18	40	-4.8%
Jul '17	42	11.9%



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

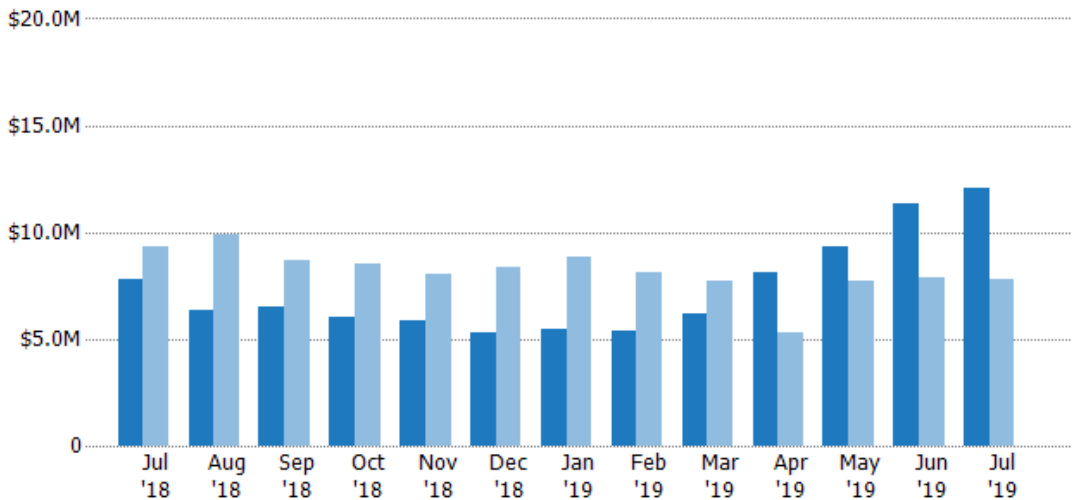
## Active Listing Volume

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.
Jul '19	\$12M	55.3%
Jul '18	\$7.76M	-17.1%
Jul '17	\$9.37M	-2.7%



	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19
Current Year	\$7.76M	\$6.35M	\$6.53M	\$6.01M	\$5.85M	\$5.28M	\$5.47M	\$5.38M	\$6.18M	\$8.15M	\$9.3M	\$11.4M	\$12M
Prior Year	\$9.37M	\$9.86M	\$8.65M	\$8.48M	\$8.01M	\$8.36M	\$8.85M	\$8.11M	\$7.68M	\$5.27M	\$7.72M	\$7.88M	\$7.76M
Percent Change from Prior Year	-17%	-36%	-24%	-29%	-27%	-37%	-38%	-34%	-19%	55%	20%	44%	55%

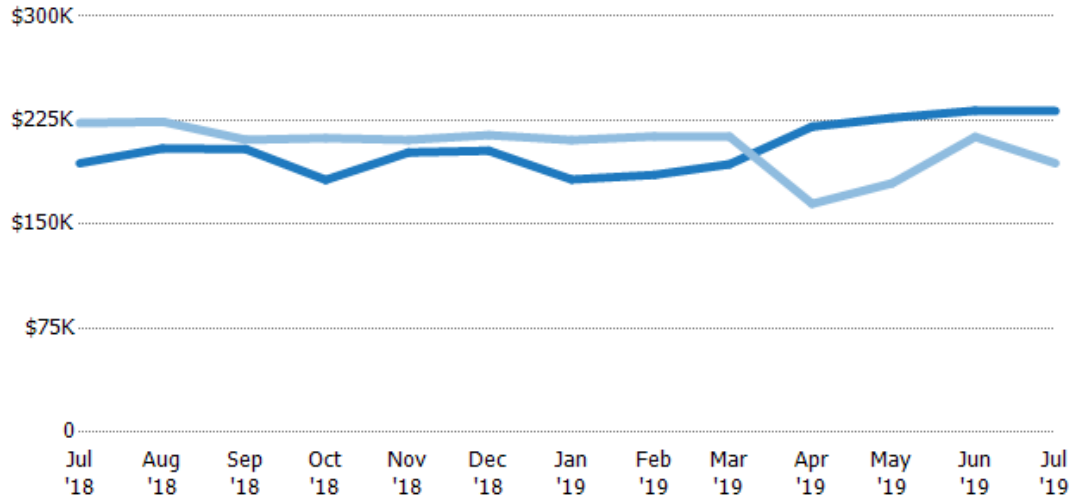
## Average Listing Price

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.
Jul '19	\$232K	19.4%
Jul '18	\$194K	-13%
Jul '17	\$223K	-13.1%



Current Year	\$194K	\$205K	\$204K	\$182K	\$202K	\$203K	\$182K	\$186K	\$193K	\$220K	\$227K	\$232K	\$232K
Prior Year	\$223K	\$224K	\$211K	\$212K	\$211K	\$214K	\$211K	\$213K	\$213K	\$165K	\$180K	\$213K	\$194K
Percent Change from Prior Year	-13%	-9%	-3%	-14%	-4%	-5%	-13%	-13%	-9%	34%	26%	9%	19%

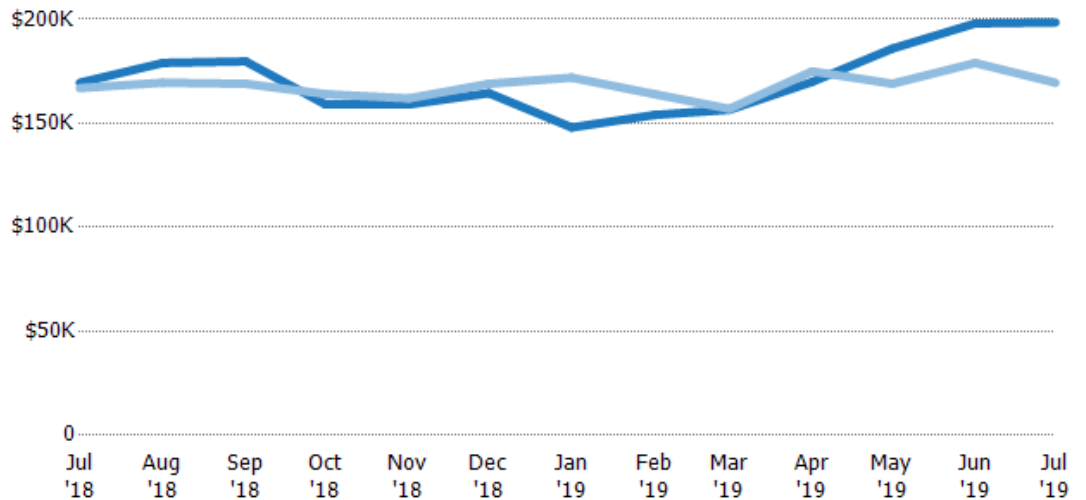
## Median Listing Price

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.
Jul '19	\$199K	17.1%
Jul '18	\$170K	1.5%
Jul '17	\$167K	-12.5%



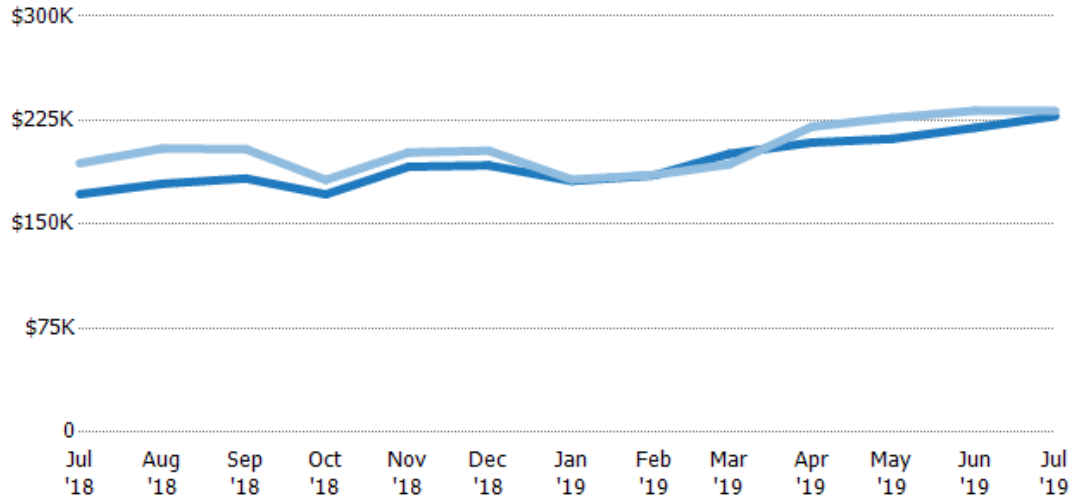
Current Year	\$170K	\$179K	\$180K	\$159K	\$159K	\$165K	\$148K	\$154K	\$157K	\$170K	\$186K	\$198K	\$199K
Prior Year	\$167K	\$170K	\$169K	\$164K	\$162K	\$169K	\$172K	\$164K	\$157K	\$175K	\$169K	\$179K	\$170K
Percent Change from Prior Year	2%	6%	6%	-3%	-2%	-3%	-14%	-6%	0%	-3%	10%	11%	17%

## 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



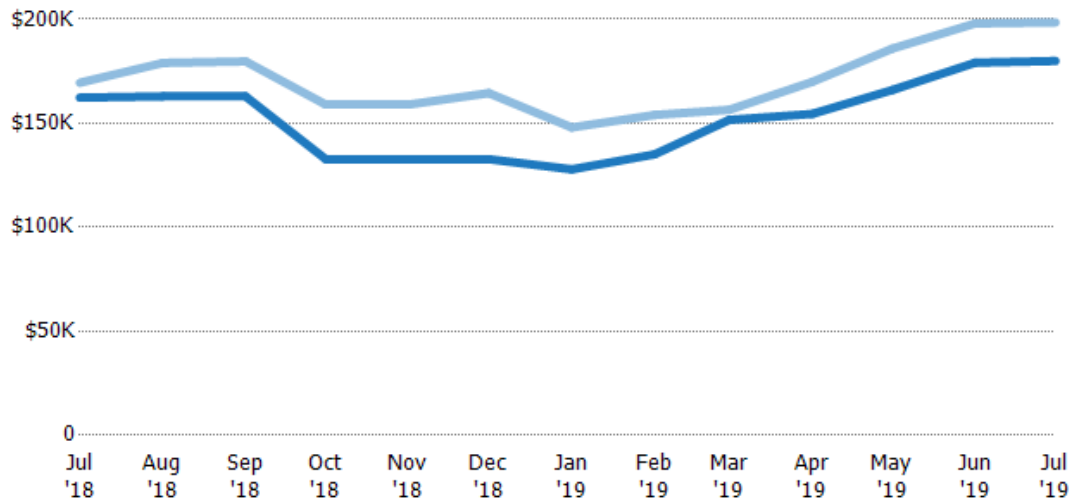
	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19
Avg Est Value	\$172K	\$179K	\$183K	\$172K	\$191K	\$192K	\$181K	\$185K	\$201K	\$209K	\$212K	\$220K	\$228K
Avg Listing Price	\$194K	\$205K	\$204K	\$182K	\$202K	\$203K	\$182K	\$186K	\$193K	\$220K	\$227K	\$232K	\$232K
Avg Listing Price as a % of Avg Est Value	113%	114%	112%	106%	105%	106%	101%	100%	96%	105%	107%	106%	102%

## 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



	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19
Median Est Value	\$162K	\$163K	\$163K	\$133K	\$133K	\$133K	\$128K	\$135K	\$152K	\$155K	\$166K	\$179K	\$180K
Median Listing Price	\$170K	\$179K	\$180K	\$159K	\$159K	\$165K	\$148K	\$154K	\$157K	\$170K	\$186K	\$198K	\$199K
Med Listing Price as a % of Med Est Value	104%	110%	110%	120%	120%	124%	116%	114%	103%	110%	112%	111%	110%

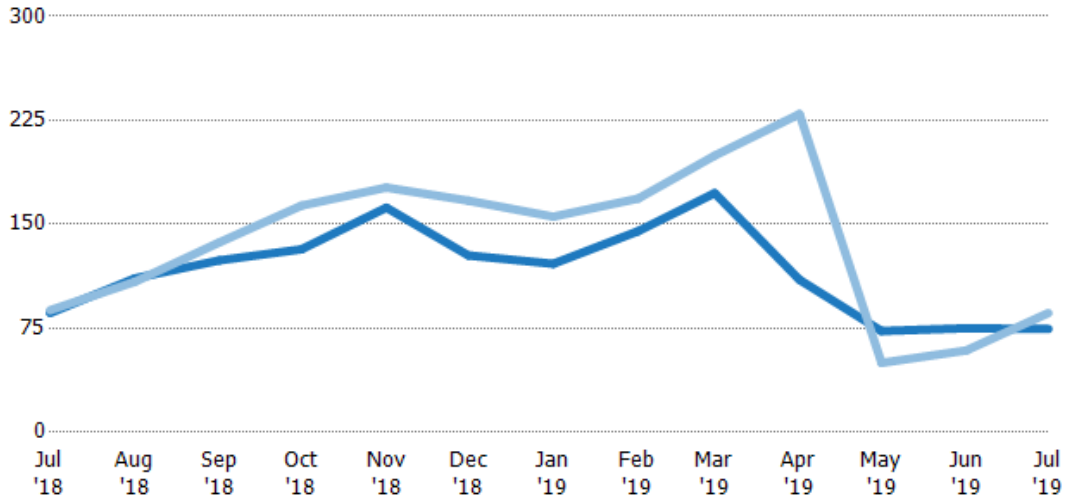
## Median Days in RPR

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.
Jul '19	74.5	-13.4%
Jul '18	86	-2.3%
Jul '17	88	18.2%



	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19
Current Year	86	111	124	132	162	128	122	145	173	110	73	75	74.5
Prior Year	88	109	137	164	177	167	156	169	200	230	50	59	86
Percent Change from Prior Year	-2%	2%	-9%	-19%	-8%	-24%	-22%	-14%	-14%	-52%	46%	27%	-13%

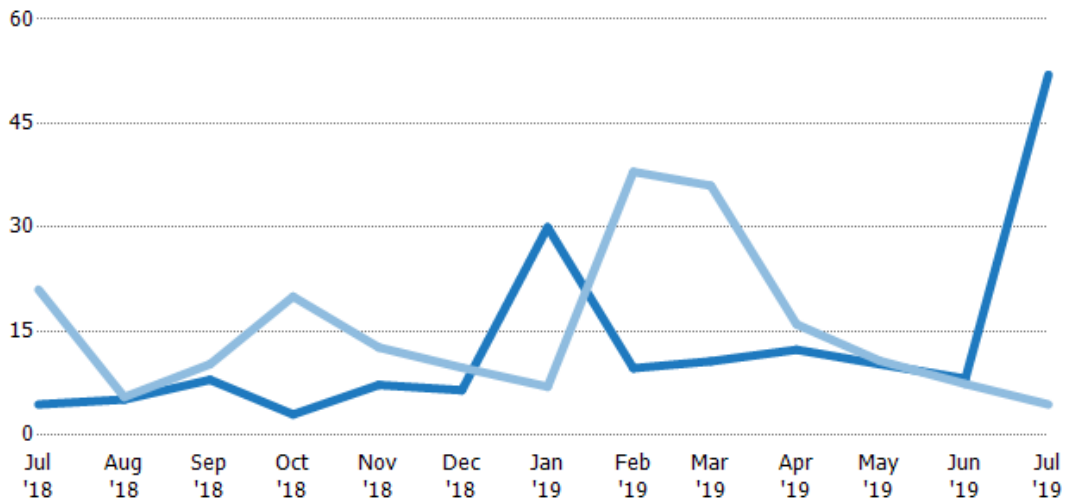
## Months of Inventory

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.
Jul '19	52	1,070%
Jul '18	4.44	-78.8%
Jul '17	21	11.9%



	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19
Current Year	4.44	5.17	8	3	7.25	6.5	30	9.67	10.7	12.3	10.3	8.17	52
Prior Year	21	5.5	10.3	20	12.7	9.75	7	38	36	16	10.8	7.4	4.44
Percent Change from Prior Year	-79%	-6%	-22%	-85%	-43%	-33%	329%	-75%	-70%	-23%	-5%	10%	1,070%

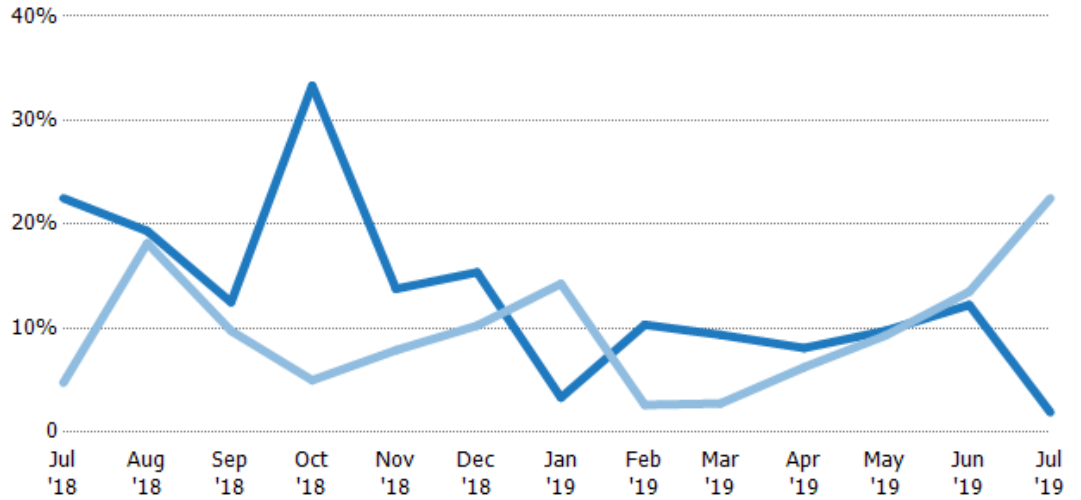
## Absorption Rate

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.
Jul '19	2%	20.6%
Jul '18	23%	-17.7%
Jul '17	5%	-10.7%



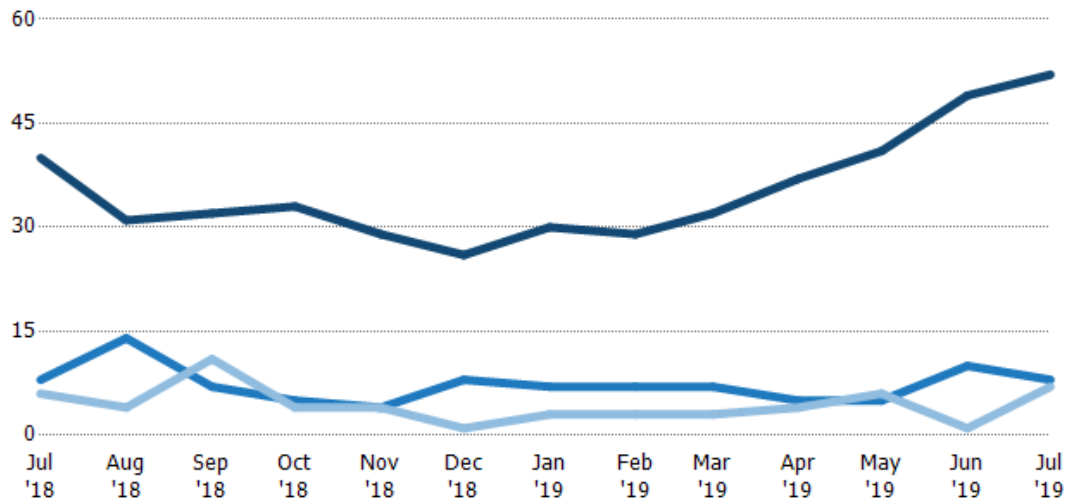
Current Year	23%	19%	13%	33%	14%	15%	3%	10%	9%	8%	10%	12%	2%
Prior Year	5%	18%	10%	5%	8%	10%	14%	3%	3%	6%	9%	14%	23%
Change from Prior Year	-18%	-1%	-3%	-28%	-6%	-5%	11%	-8%	-7%	-2%	0%	1%	21%

## 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	40	31	32	33	29	26	30	29	32	37	41	49	52
Pending	8	14	7	5	4	8	7	7	7	5	5	10	8
Sold	6	4	11	4	4	1	3	3	3	4	6	1	7

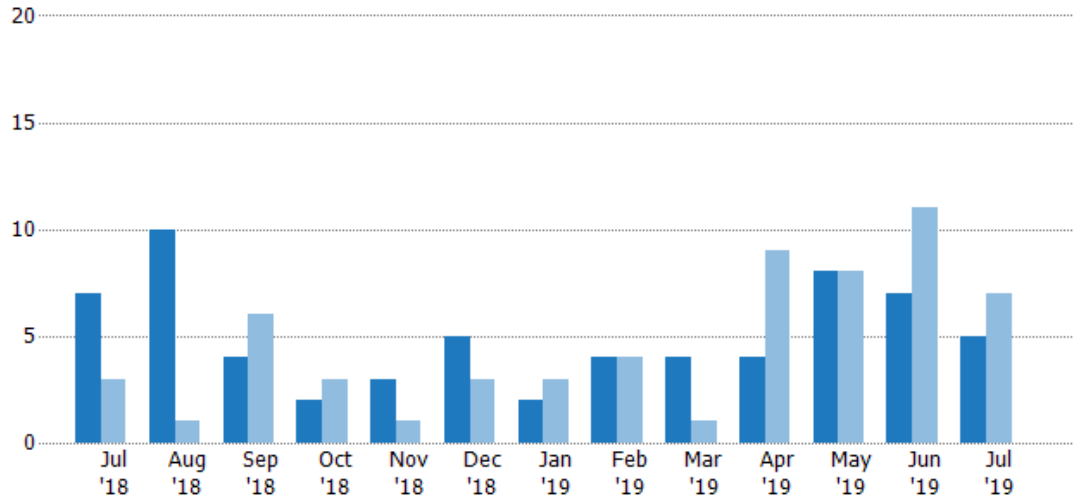
## New Pending Sales

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.
Jul '19	5	-28.6%
Jul '18	7	133.3%
Jul '17	3	133.3%



Current Year	7	10	4	2	3	5	2	4	4	4	8	7	5
Prior Year	3	1	6	3	1	3	3	4	1	9	8	11	7
Percent Change from Prior Year	133%	900%	-33%	-33%	200%	67%	-33%	0%	300%	-56%	0%	-36%	-29%

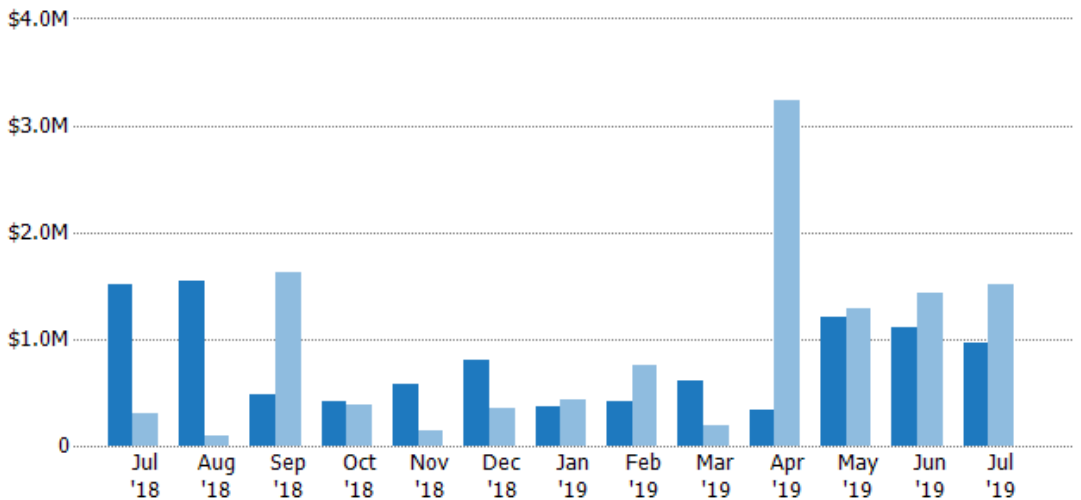
## New Pending Sales Volume

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.
Jul '19	\$964K	-36%
Jul '18	\$1.51M	409.3%
Jul '17	\$296K	408.1%



Current Year	\$1.51M	\$1.54M	\$481K	\$418K	\$585K	\$800K	\$369K	\$415K	\$605K	\$343K	\$1.21M	\$1.11M	\$964K
Prior Year	\$296K	\$97K	\$1.62M	\$380K	\$149K	\$349K	\$425K	\$757K	\$193K	\$3.23M	\$1.28M	\$1.44M	\$1.51M
Percent Change from Prior Year	409%	1,488%	-70%	10%	292%	129%	-13%	-45%	213%	-89%	-6%	-22%	-36%



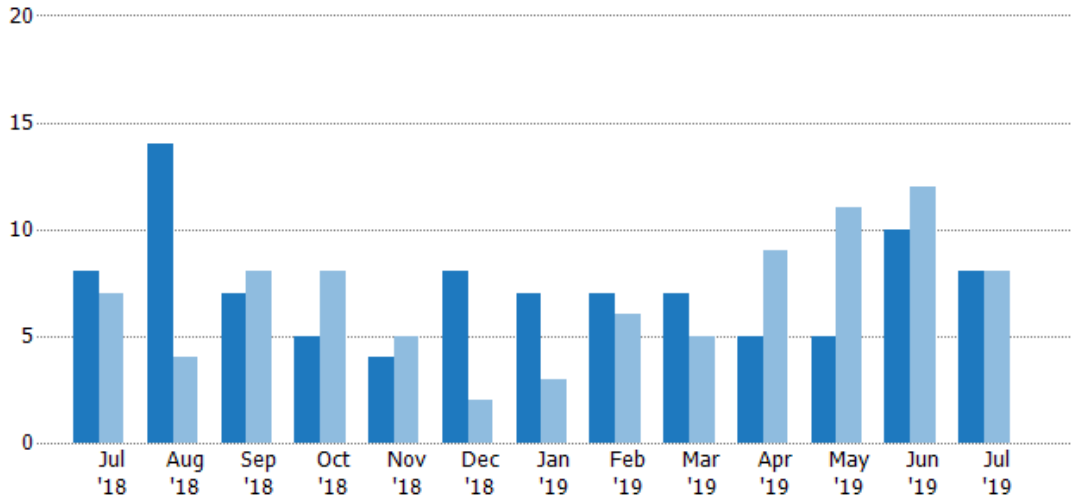
## Pending Sales

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.
Jul '19	8	0%
Jul '18	8	14.3%
Jul '17	7	-14.3%



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

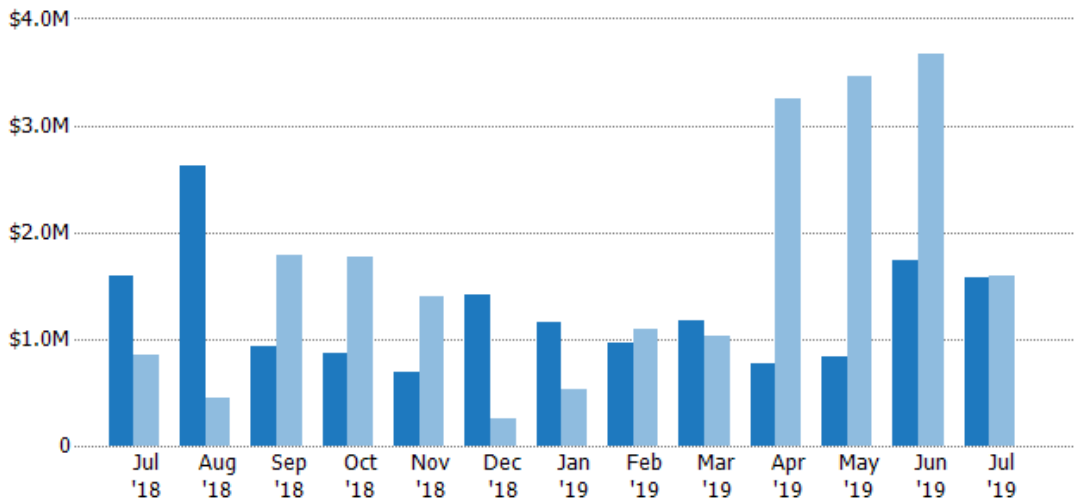
## Pending Sales Volume

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.
Jul '19	\$1.58M	-0.8%
Jul '18	\$1.59M	88.4%
Jul '17	\$843K	46.9%



Current Year	\$1.59M	\$2.63M	\$939K	\$864K	\$697K	\$1.41M	\$1.16M	\$968K	\$1.17M	\$763K	\$828K	\$1.73M	\$1.58M
Prior Year	\$843K	\$450K	\$1.78M	\$1.77M	\$1.39M	\$254K	\$529K	\$1.1M	\$1.02M	\$3.26M	\$3.45M	\$3.67M	\$1.59M
Percent Change from Prior Year	88%	484%	-47%	-51%	-50%	455%	120%	-12%	15%	-77%	-76%	-53%	-1%

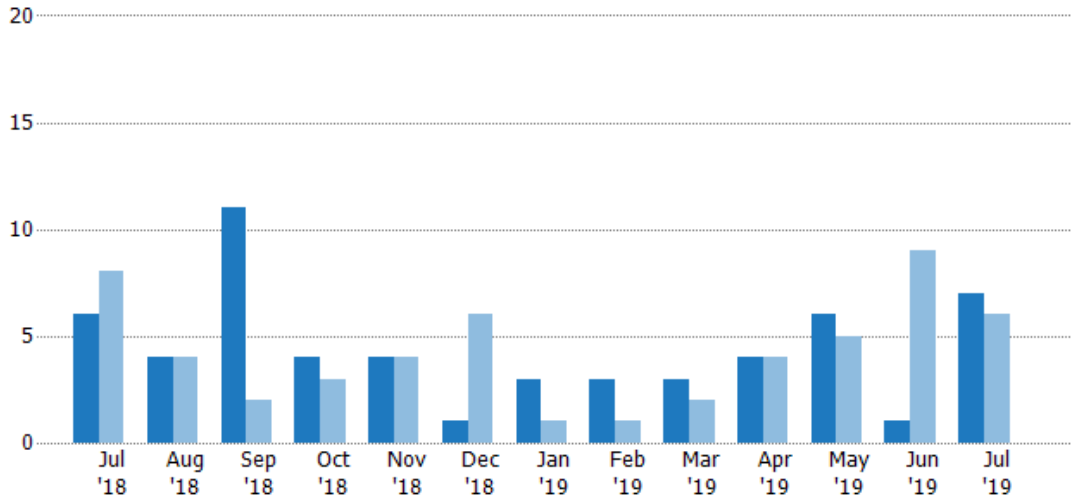
## Closed Sales

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.
Jul '19	7	16.7%
Jul '18	6	-25%
Jul '17	8	-37.5%



Current Year	6	4	11	4	4	1	3	3	3	4	6	1	7
Prior Year	8	4	2	3	4	6	1	1	2	4	5	9	6
Percent Change from Prior Year	-25%	0%	450%	33%	0%	-83%	200%	200%	50%	0%	20%	-89%	17%

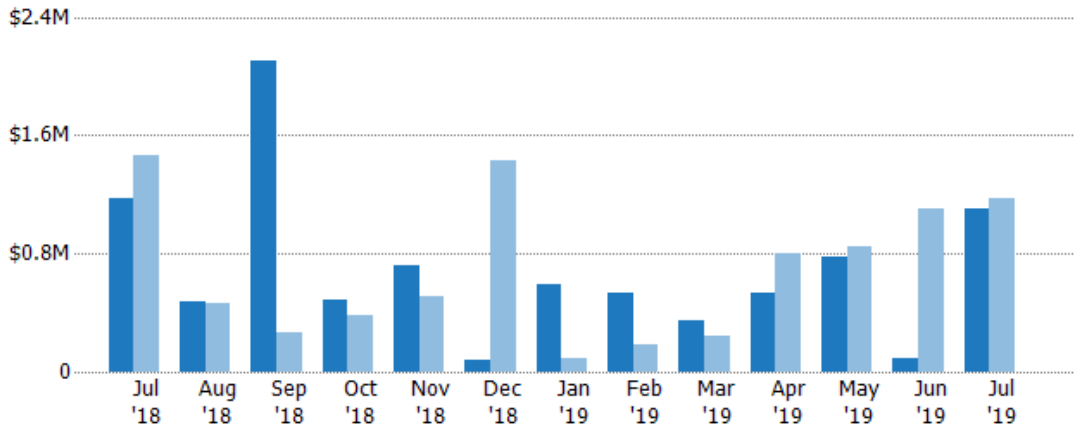
## Closed Sales Volume

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.
Jul '19	\$1.11M	-5.6%
Jul '18	\$1.17M	-20%
Jul '17	\$1.46M	-52.5%



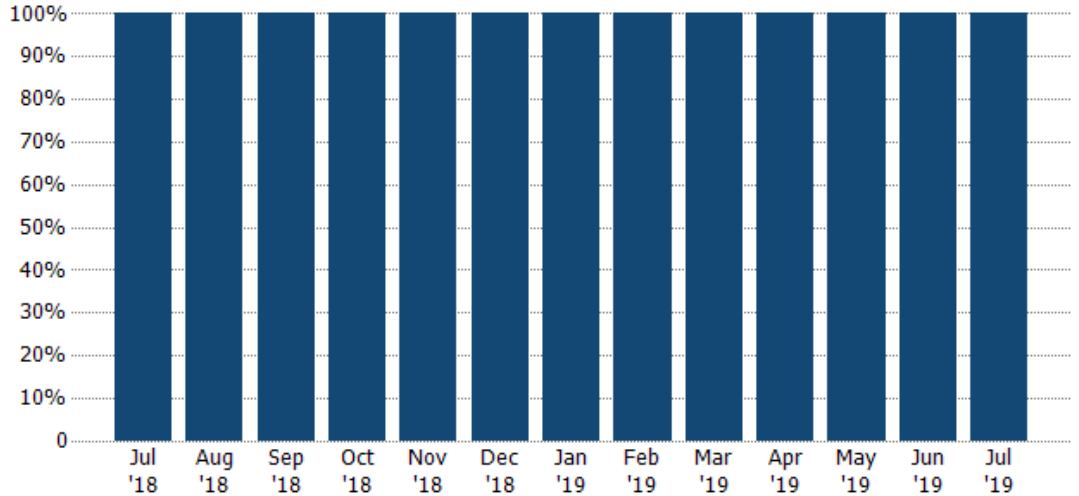
Current Year	\$1.17M	\$477K	\$2.1M	\$483K	\$717K	\$82.5K	\$594K	\$528K	\$352K	\$531K	\$783K	\$90K	\$1.11M
Prior Year	\$1.46M	\$463K	\$264K	\$384K	\$512K	\$1.43M	\$93.5K	\$180K	\$248K	\$800K	\$846K	\$1.1M	\$1.17M
Percent Change from Prior Year	-20%	3%	696%	26%	40%	-94%	535%	193%	42%	-34%	-7%	-92%	-6%

## 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

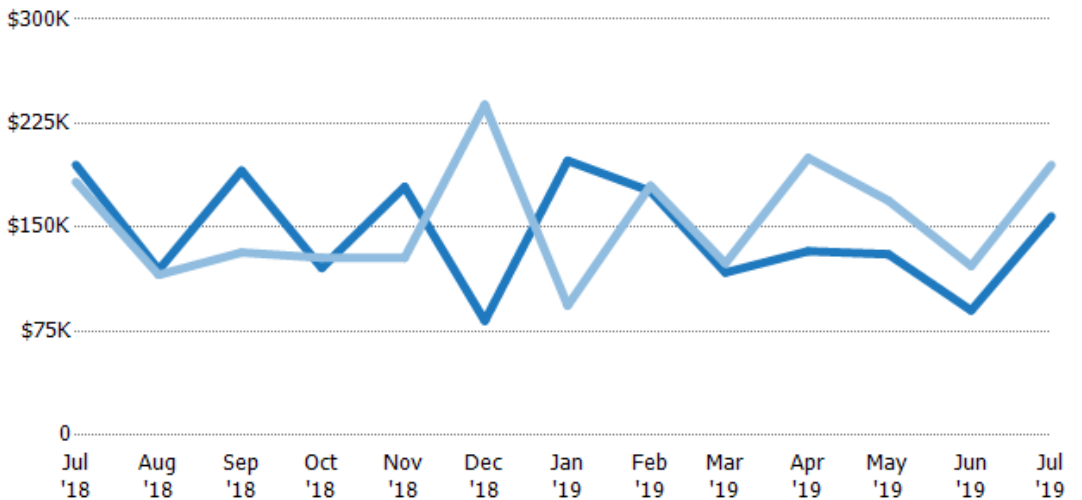
100% 100% 100% 100% 100% 100% 100% 100% 100% 100% 100% 100% 100%

## 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

\$195K \$119K \$191K \$121K \$179K \$82.5K \$198K \$176K \$117K \$133K \$131K \$90K \$158K  
 \$183K \$116K \$132K \$128K \$128K \$238K \$93.5K \$180K \$124K \$200K \$169K \$122K \$195K  
 7% 3% 45% -6% 40% -65% 112% -2% -5% -34% -23% -26% -19%

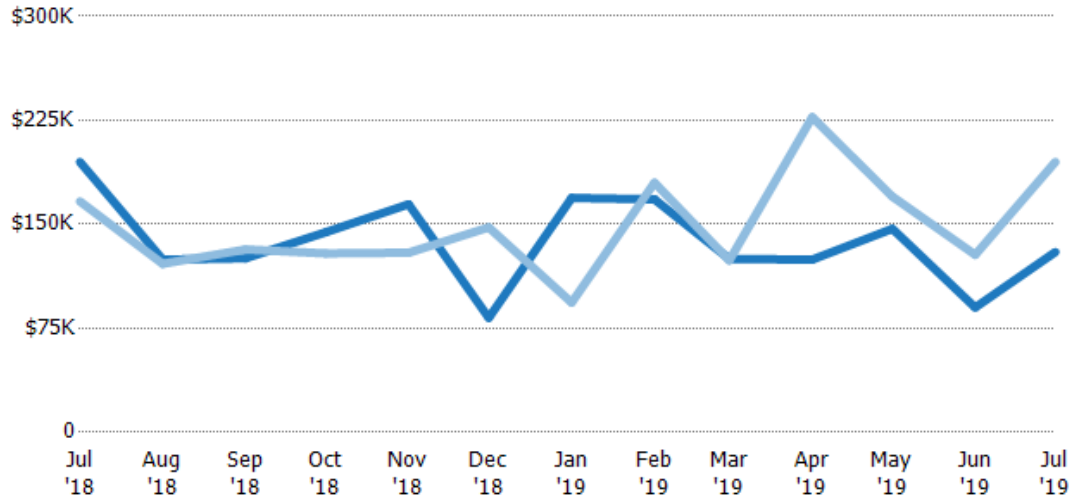
## Median Sales Price

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.
Jul '19	\$130K	-33.3%
Jul '18	\$195K	17.1%
Jul '17	\$167K	1.8%



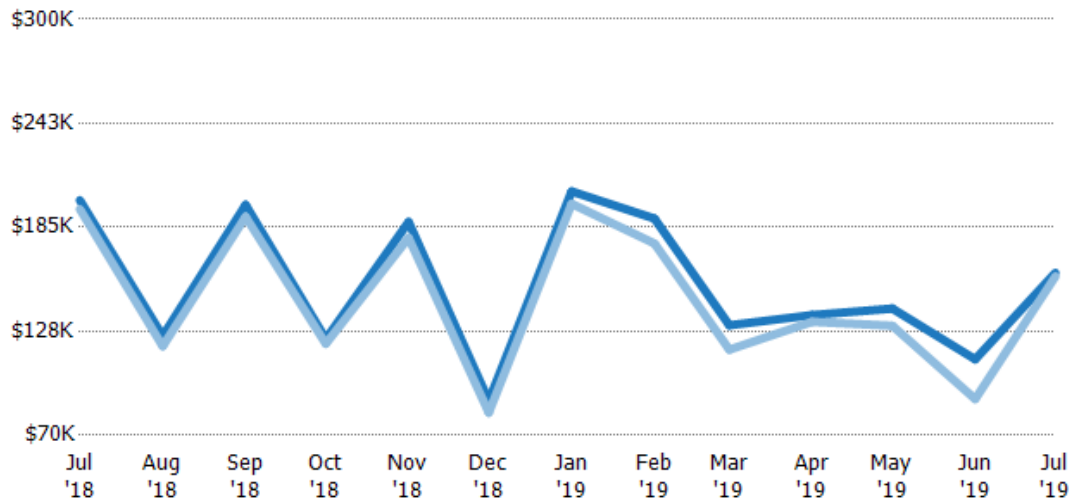
Current Year	\$195K	\$125K	\$126K	\$144K	\$164K	\$82.5K	\$169K	\$168K	\$125K	\$125K	\$147K	\$90K	\$130K
Prior Year	\$167K	\$122K	\$132K	\$129K	\$130K	\$148K	\$93.5K	\$180K	\$124K	\$227K	\$170K	\$128K	\$195K
Percent Change from Prior Year	17%	2%	-5%	12%	27%	-44%	81%	-7%	1%	-45%	-14%	-30%	-33%

## 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



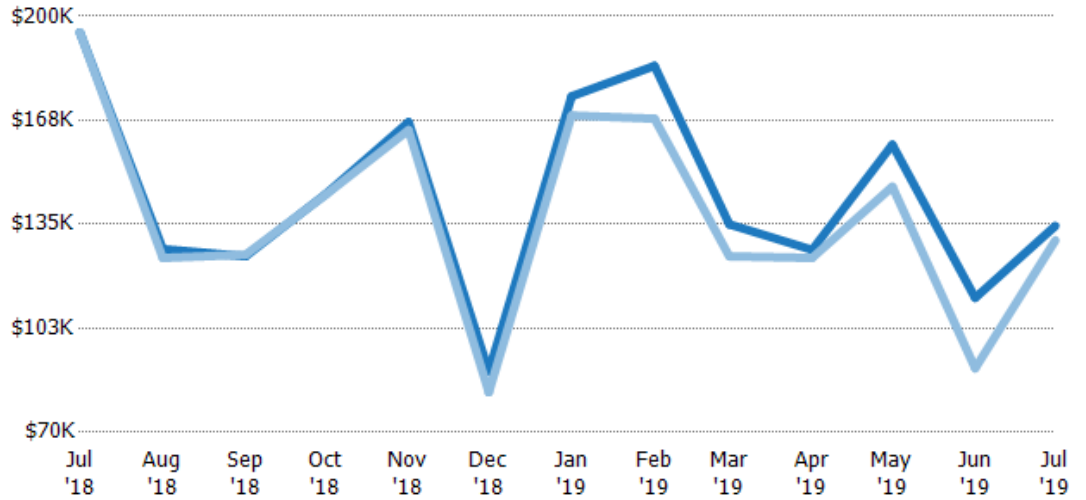
Avg List Price	\$200K	\$125K	\$197K	\$123K	\$188K	\$89K	\$205K	\$190K	\$131K	\$136K	\$140K	\$112K	\$160K
Avg Sales Price	\$195K	\$119K	\$191K	\$121K	\$179K	\$82.5K	\$198K	\$176K	\$117K	\$133K	\$131K	\$90K	\$158K
Avg Sales Price as a % of Avg List Price	98%	96%	97%	98%	95%	93%	97%	93%	90%	97%	93%	80%	99%

## 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



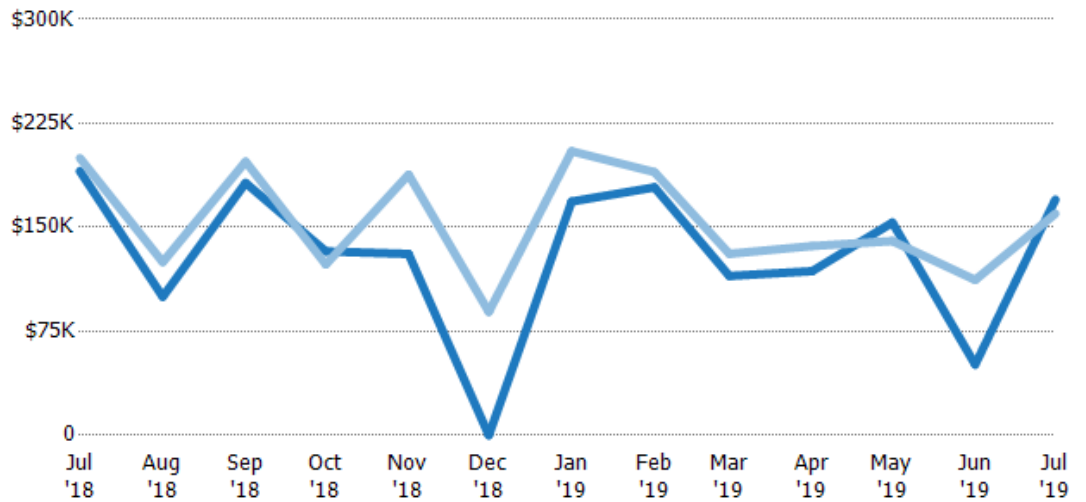
	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19
Median List Price	\$195K	\$127K	\$125K	\$144K	\$167K	\$89K	\$175K	\$185K	\$135K	\$127K	\$160K	\$112K	\$135K
Median Sales Price	\$195K	\$125K	\$126K	\$144K	\$164K	\$82.5K	\$169K	\$168K	\$125K	\$125K	\$147K	\$90K	\$130K
Med Sales Price as a % of Med List Price	100%	98%	100%	100%	99%	93%	97%	91%	93%	98%	92%	80%	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



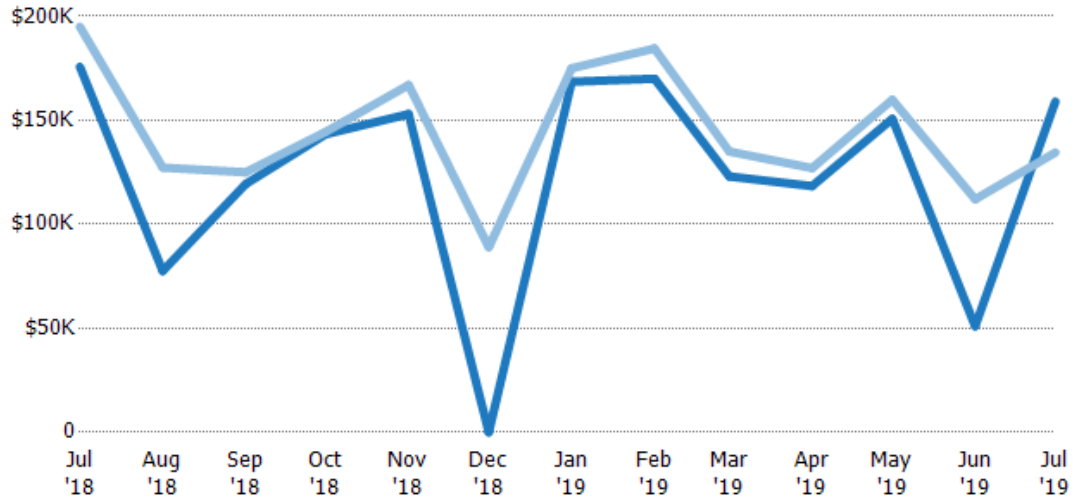
	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19
Avg Est Value	\$191K	\$100K	\$182K	\$133K	\$131K	\$0	\$169K	\$179K	\$115K	\$118K	\$153K	\$51K	\$170K
Avg Sales Price	\$200K	\$125K	\$197K	\$123K	\$188K	\$89K	\$205K	\$190K	\$131K	\$136K	\$140K	\$112K	\$160K
Avg Sales Price as a % of Avg Est Value	105%	125%	108%	93%	144%	100%	122%	106%	114%	115%	91%	220%	94%

## 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	\$176K	\$77.5K	\$119K	\$143K	\$153K	\$0	\$169K	\$170K	\$123K	\$118K	\$151K	\$51K	\$159K
Median Sales Price	\$195K	\$127K	\$125K	\$144K	\$167K	\$89K	\$175K	\$185K	\$135K	\$127K	\$160K	\$112K	\$135K
Med Sales Price as a % of Med Est Value	111%	164%	105%	101%	109%	100%	104%	109%	110%	107%	106%	220%	85%