

## Summary of Key Listing and Sales Metrics

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

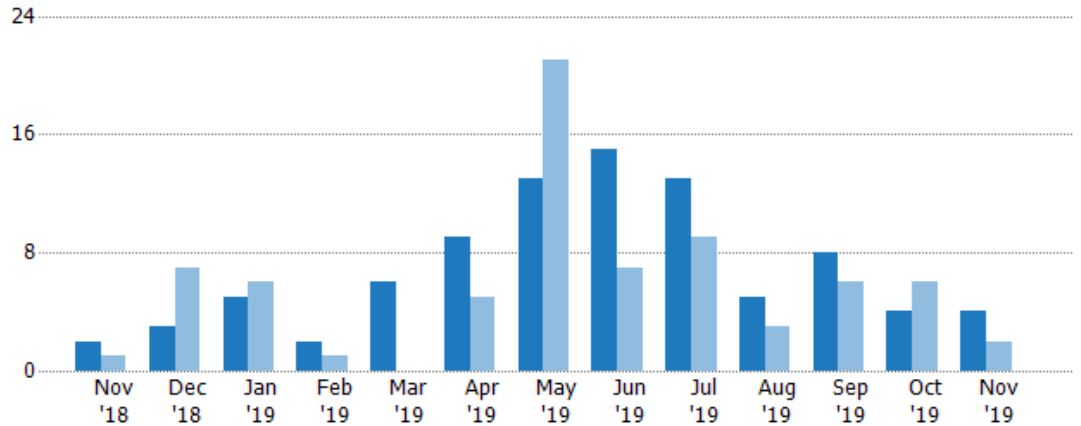
Key Metrics	Nov 2019	Nov 2018	+ / -	YTD 2019	YTD 2018	+ / -
<b>Listing Activity Charts Metrics</b>						
New Listing Count	4	2	+100%	84	66	+27.3%
New Listing Volume	\$902,000	\$854,900	+5.5%	\$16,823,800	\$12,013,499	+40%
Active Listing Count	41	32	+28.1%	N/A	N/A	
Active Listing Volume	\$9,810,555	\$8,205,399	+19.6%	N/A	N/A	
Average Listing Price	\$239,282	\$256,419	-6.7%	\$256,517	\$239,073	+7.3%
Median Listing Price	\$169,900	\$159,000	+6.9%	\$174,309	\$167,279	+4.2%
Median Days in RPR	165	179	-7.8%	127.95	133.65	-4.3%
Months of Inventory	5.1	8	-35.9%	9.6	9.7	-1.7%
Absorption Rate	19.51%	12.5%	+7%	10.46%	10.29%	+0.2%
<b>Sales Activity Charts Metrics</b>						
New Pending Sales Count	3	3	+-	58	62	-6.5%
New Pending Sales Volume	\$1,114,900	\$584,500	+90.7%	\$10,329,899	\$11,856,850	-12.9%
Pending Sales Count	9	4	+125%	N/A	N/A	
Pending Sales Volume	\$3,063,500	\$696,500	+339.8%	N/A	N/A	
Closed Sales Count	7	3	+133.3%	49	50	-2%
Closed Sales Volume	\$1,128,000	\$373,900	+201.7%	\$7,582,600	\$7,938,866	-4.5%
Average Sales Price	\$161,143	\$124,633	+29.3%	\$154,747	\$158,777	-2.5%
Median Sales Price	\$166,000	\$154,900	+7.2%	\$148,398	\$150,800	-1.6%

## 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



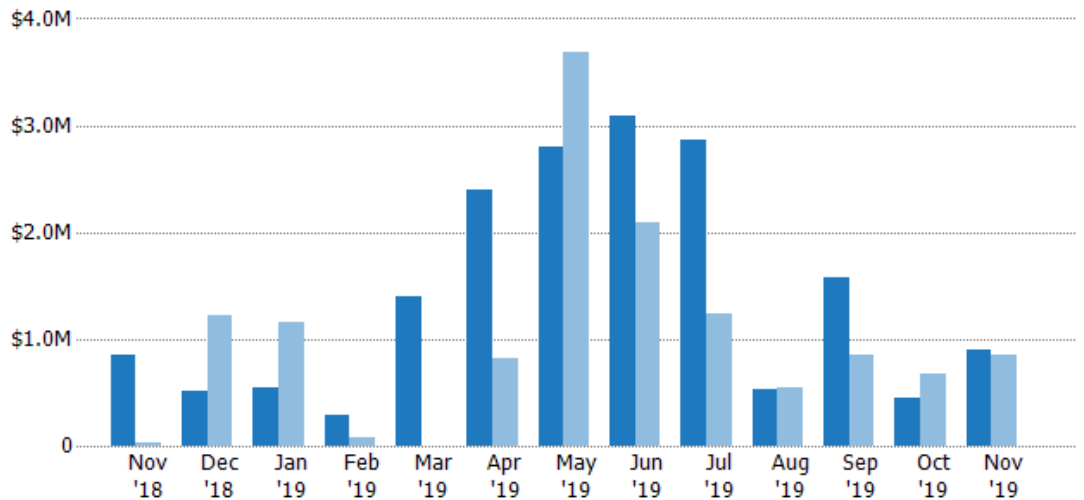
Current Year	2	3	5	2	6	9	13	15	13	5	8	4	4
Prior Year	1	7	6	1	-	5	21	7	9	3	6	6	2
Percent Change from Prior Year	100%	-57%	-17%	100%	100%	80%	-38%	114%	44%	67%	33%	-33%	100%

## 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	\$855K	\$516K	\$549K	\$285K	\$1.4M	\$2.39M	\$2.8M	\$3.09M	\$2.86M	\$529K	\$1.58M	\$447K	\$902K
Prior Year	\$34.9K	\$1.23M	\$1.16M	\$84K	-	\$821K	\$3.69M	\$2.09M	\$1.24M	\$545K	\$849K	\$673K	\$855K
Percent Change from Prior Year	2,350%	-58%	-53%	239%	100%	191%	-24%	48%	130%	-3%	86%	-34%	6%

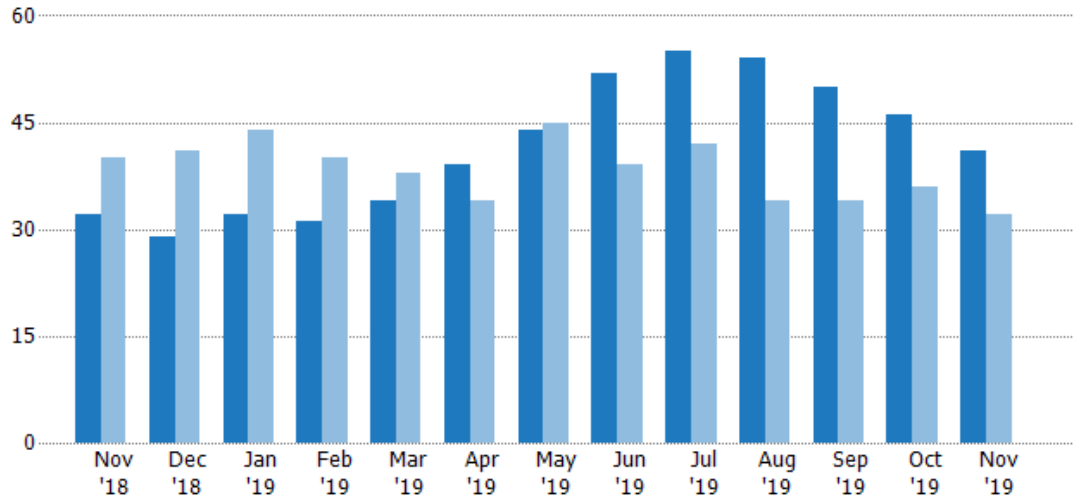
## Active Listings

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.
Nov '19	41	28.1%
Nov '18	32	-20%
Nov '17	40	-5%



	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Current Year	32	29	32	31	34	39	44	52	55	54	50	46	41
Prior Year	40	41	44	40	38	34	45	39	42	34	34	36	32
Percent Change from Prior Year	-20%	-29%	-27%	-23%	-11%	15%	-2%	33%	31%	59%	47%	28%	28%

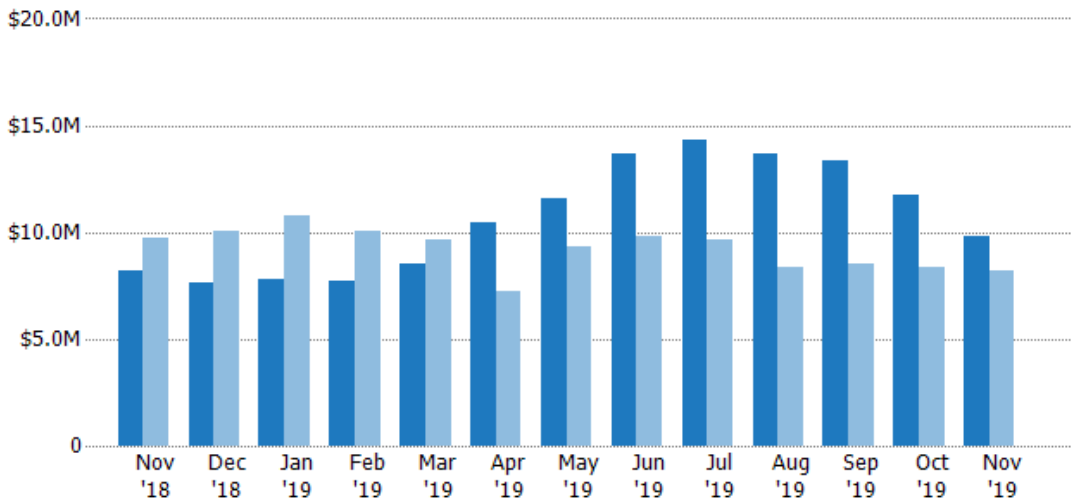
## Active Listing Volume

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.
Nov '19	\$9.81M	19.6%
Nov '18	\$8.21M	-15.5%
Nov '17	\$9.71M	-35.9%



	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Current Year	\$8.21M	\$7.63M	\$7.81M	\$7.72M	\$8.52M	\$10.5M	\$11.6M	\$13.6M	\$14.3M	\$13.7M	\$13.3M	\$11.7M	\$9.81M
Prior Year	\$9.71M	\$10.1M	\$10.8M	\$10.1M	\$9.63M	\$7.22M	\$9.33M	\$9.84M	\$9.63M	\$8.35M	\$8.52M	\$8.36M	\$8.21M
Percent Change from Prior Year	-16%	-24%	-28%	-23%	-11%	45%	24%	39%	49%	64%	56%	40%	20%

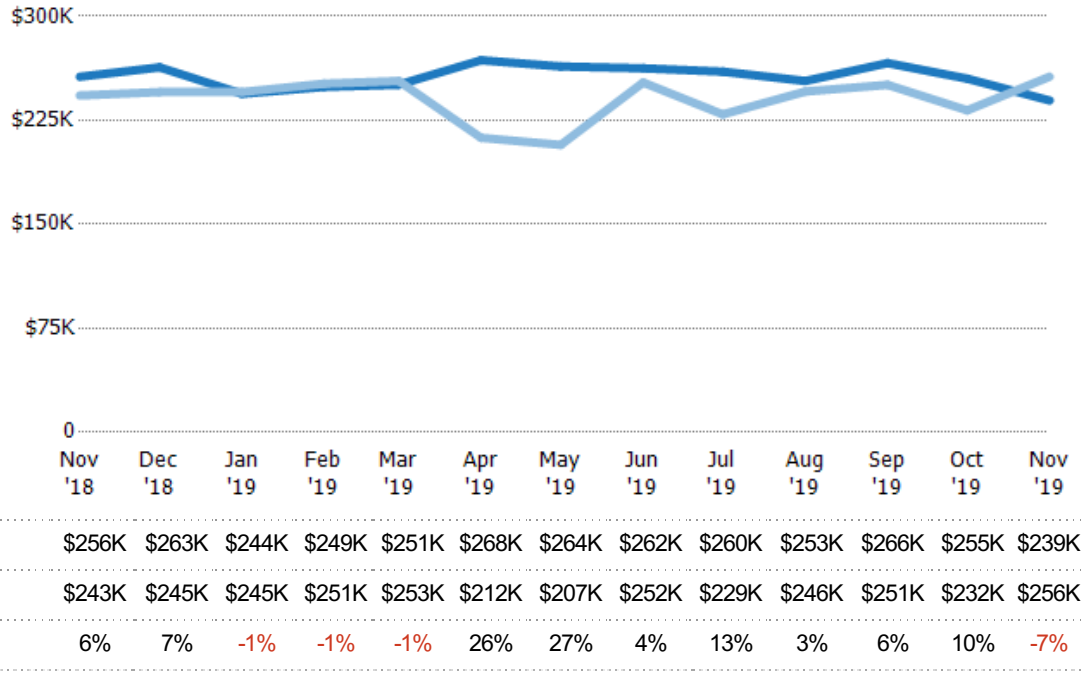
## Average Listing Price

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.
Nov '19	\$239K	-6.7%
Nov '18	\$256K	5.6%
Nov '17	\$243K	-32.5%



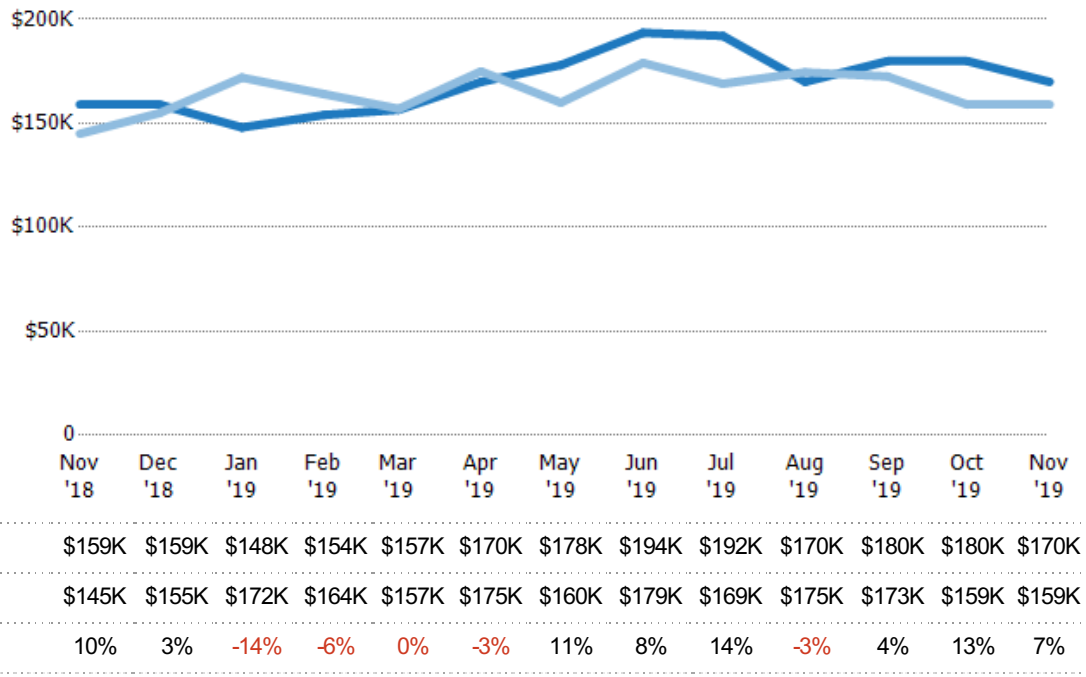
## Median Listing Price

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.
Nov '19	\$170K	6.9%
Nov '18	\$159K	9.7%
Nov '17	\$145K	-5.3%

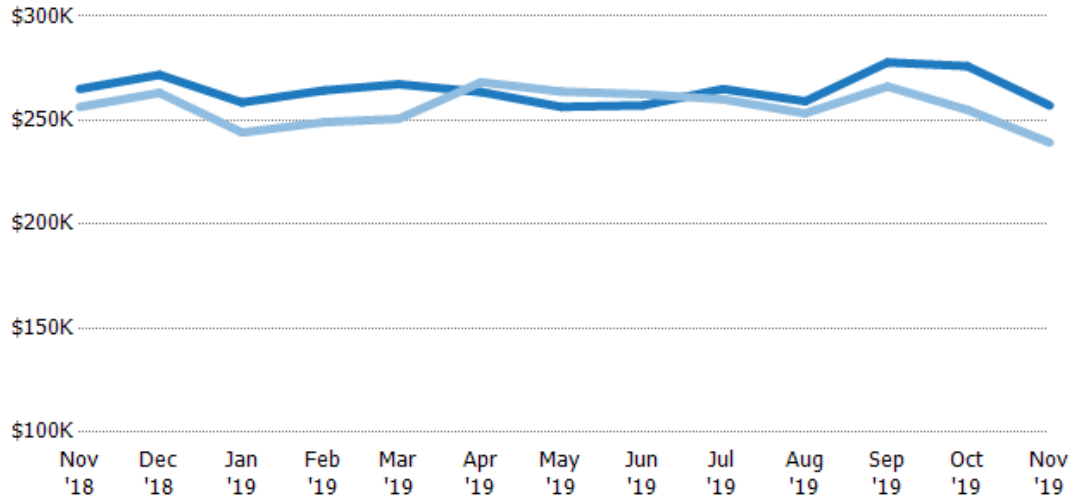


## Average Listing Price vs Average Est Value

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



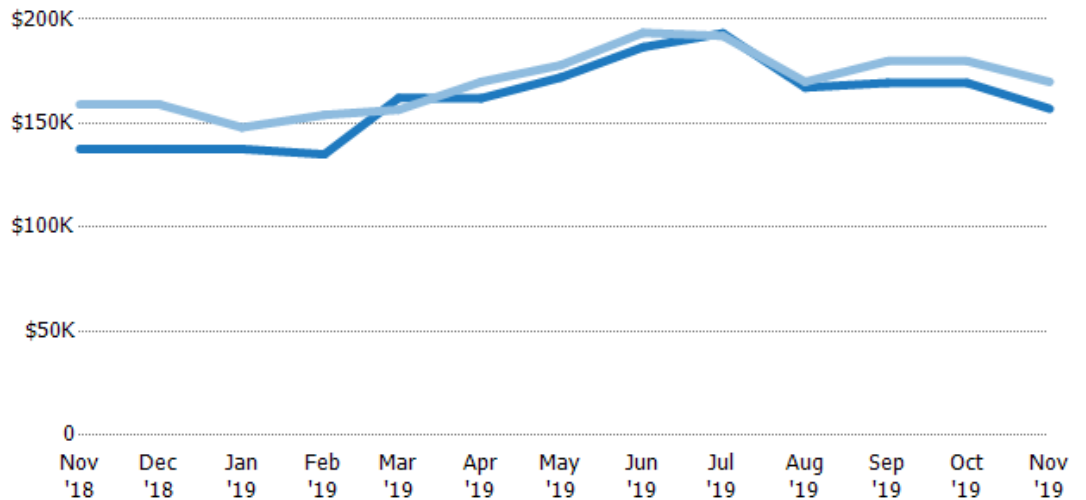
	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Avg Est Value	\$265K	\$272K	\$259K	\$264K	\$267K	\$264K	\$256K	\$257K	\$265K	\$259K	\$278K	\$276K	\$257K
Avg Listing Price	\$256K	\$263K	\$244K	\$249K	\$251K	\$268K	\$264K	\$262K	\$260K	\$253K	\$266K	\$255K	\$239K
Avg Listing Price as a % of Avg Est Value	97%	97%	94%	94%	94%	102%	103%	102%	98%	98%	96%	92%	93%

## 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



	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Median Est Value	\$138K	\$138K	\$138K	\$135K	\$162K	\$162K	\$172K	\$187K	\$193K	\$167K	\$169K	\$169K	\$157K
Median Listing Price	\$159K	\$159K	\$148K	\$154K	\$157K	\$170K	\$178K	\$194K	\$192K	\$170K	\$180K	\$180K	\$170K
Med Listing Price as a % of Med Est Value	116%	116%	108%	114%	97%	105%	103%	104%	99%	102%	106%	106%	108%

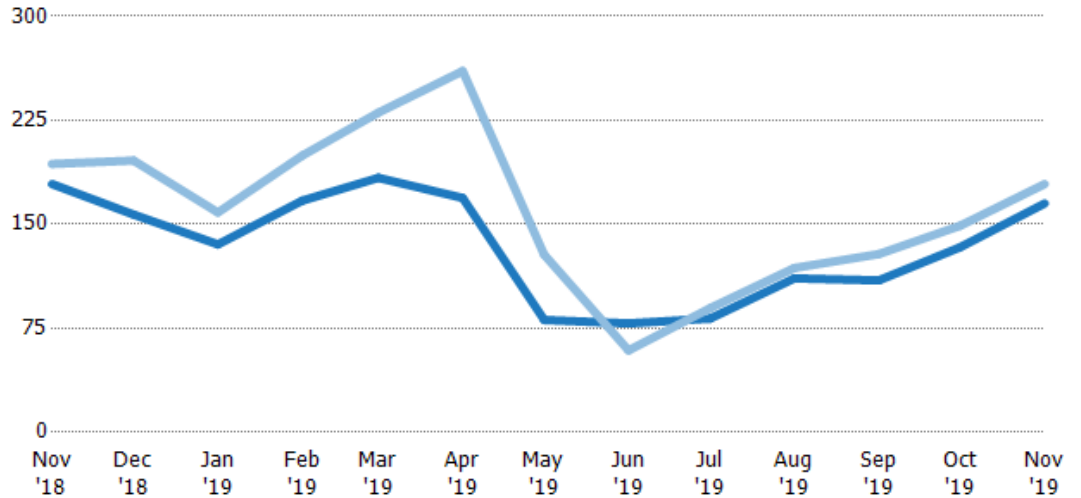
## Median Days in RPR

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.
Nov '19	165	-7.8%
Nov '18	179	-7.5%
Nov '17	194	-14.7%



	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Current Year	179	157	136	167	184	169	81	78.5	82	111	110	134	165
Prior Year	194	196	159	200	231	261	128	59	89.5	119	129	149	179
Percent Change from Prior Year	-7%	-20%	-15%	-16%	-20%	-35%	-37%	33%	-8%	-6%	-15%	-10%	-8%

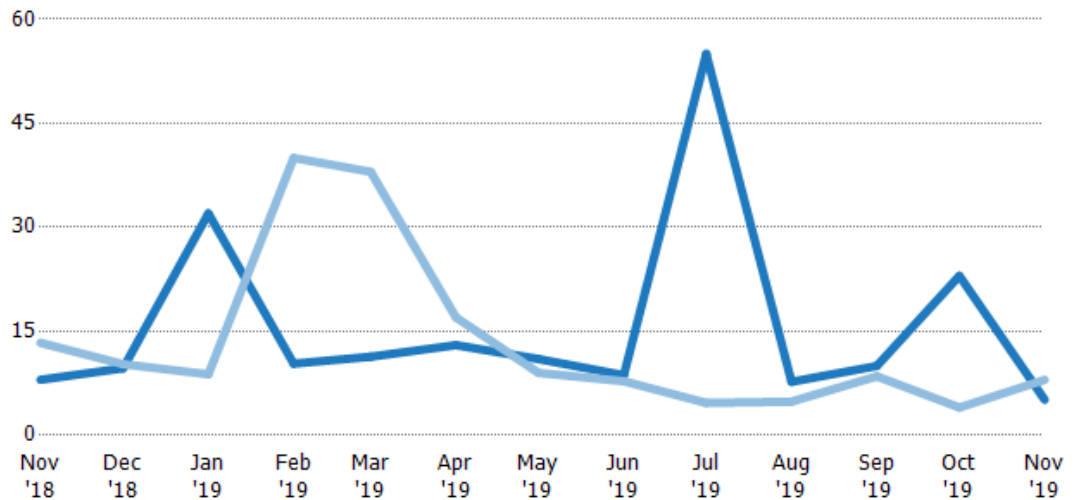
## Months of Inventory

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.
Nov '19	5.13	-35.9%
Nov '18	8	-40%
Nov '17	13.3	-5%



	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Current Year	8	9.67	32	10.3	11.3	13	11	8.67	55	7.71	10	23	5.13
Prior Year	13.3	10.3	8.8	40	38	17	9	7.8	4.67	4.86	8.5	4	8
Percent Change from Prior Year	-40%	-6%	264%	-74%	-70%	-24%	22%	11%	1,079%	59%	18%	475%	-36%

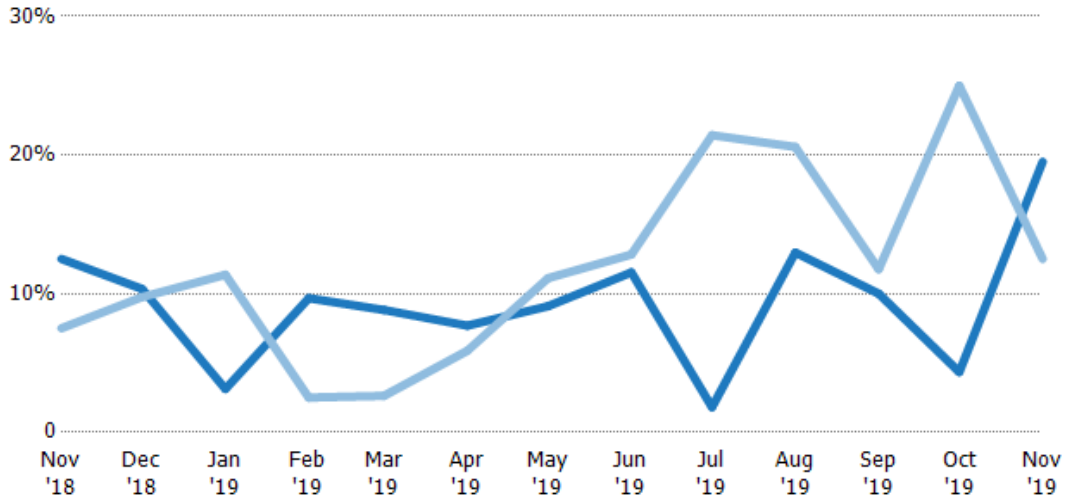
## Absorption Rate

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.
Nov '19	20%	-7%
Nov '18	13%	-5%
Nov '17	8%	5.2%



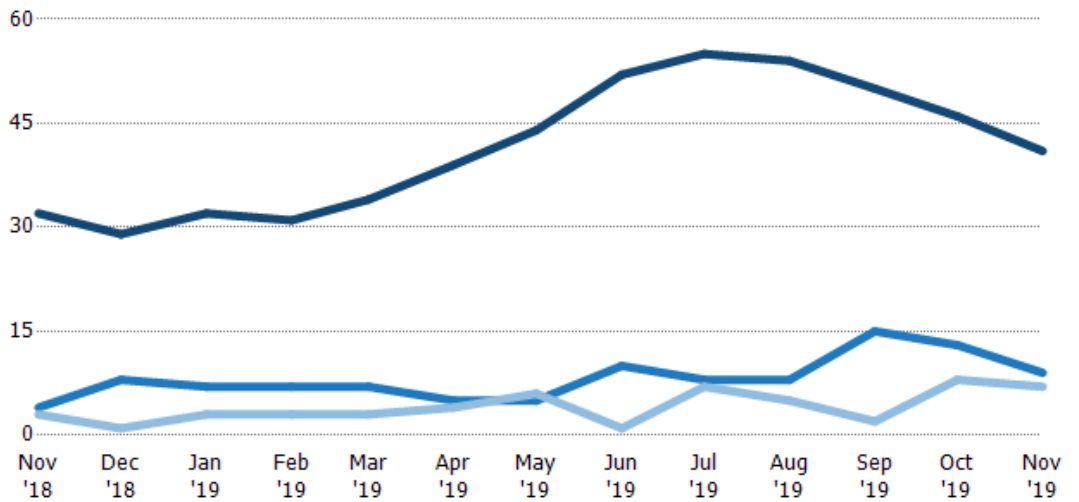
	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Current Year	13%	10%	3%	10%	9%	8%	9%	12%	2%	13%	10%	4%	20%
Prior Year	8%	10%	11%	3%	3%	6%	11%	13%	21%	21%	12%	25%	13%
Change from Prior Year	-5%	-1%	8%	-7%	-6%	-2%	2%	1%	20%	8%	2%	21%	-7%

## 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



	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Active	32	29	32	31	34	39	44	52	55	54	50	46	41
Pending	4	8	7	7	7	5	5	10	8	8	15	13	9
Sold	3	1	3	3	3	4	6	1	7	5	2	8	7

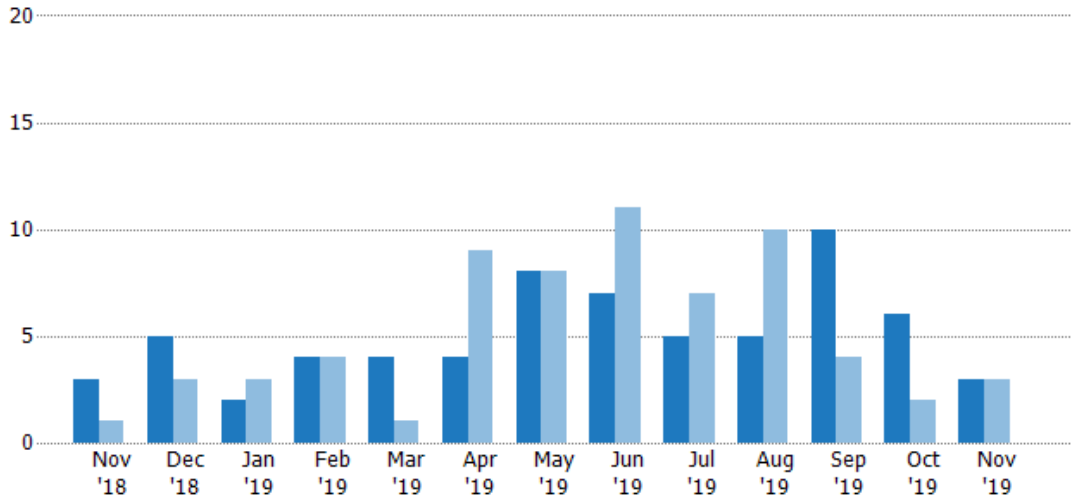
## New Pending Sales

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.
Nov '19	3	0%
Nov '18	3	200%
Nov '17	1	300%



Current Year	3	5	2	4	4	4	8	7	5	5	10	6	3
Prior Year	1	3	3	4	1	9	8	11	7	10	4	2	3
Percent Change from Prior Year	200%	67%	-33%	0%	300%	-56%	0%	-36%	-29%	-50%	150%	200%	0%

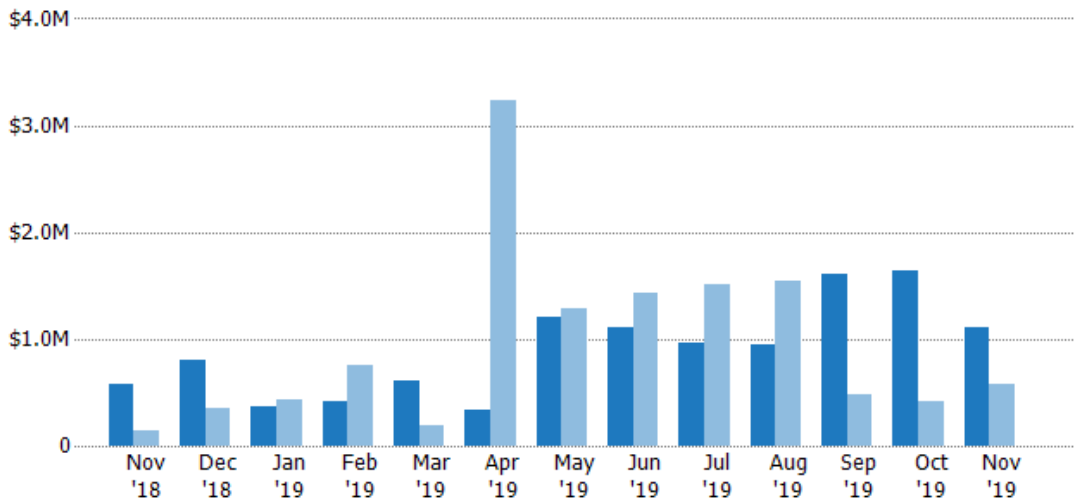
## New Pending Sales Volume

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.
Nov '19	\$1.11M	90.7%
Nov '18	\$585K	292.3%
Nov '17	\$149K	361%



Current Year	\$585K	\$800K	\$369K	\$415K	\$605K	\$343K	\$1.21M	\$1.11M	\$964K	\$944K	\$1.61M	\$1.64M	\$1.11M
Prior Year	\$149K	\$349K	\$425K	\$757K	\$193K	\$3.23M	\$1.28M	\$1.44M	\$1.51M	\$1.54M	\$481K	\$418K	\$585K
Percent Change from Prior Year	292%	129%	-13%	-45%	213%	-89%	-6%	-22%	-36%	-39%	236%	292%	91%



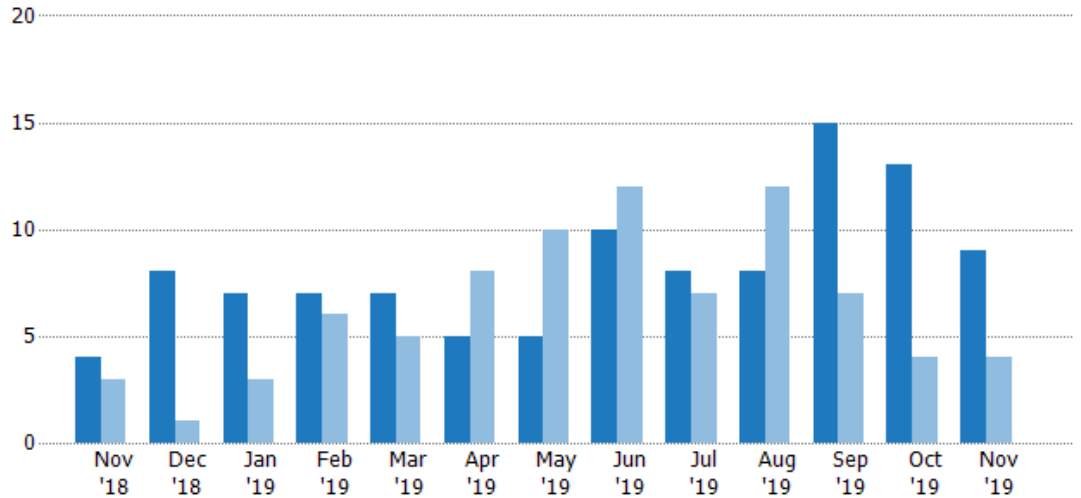
## Pending Sales

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.
Nov '19	9	125%
Nov '18	4	33.3%
Nov '17	3	66.7%



Current Year	4	8	7	7	7	5	5	10	8	8	15	13	9
Prior Year	3	1	3	6	5	8	10	12	7	12	7	4	4
Percent Change from Prior Year	33%	700%	133%	17%	40%	-38%	-50%	-17%	14%	-33%	114%	225%	125%

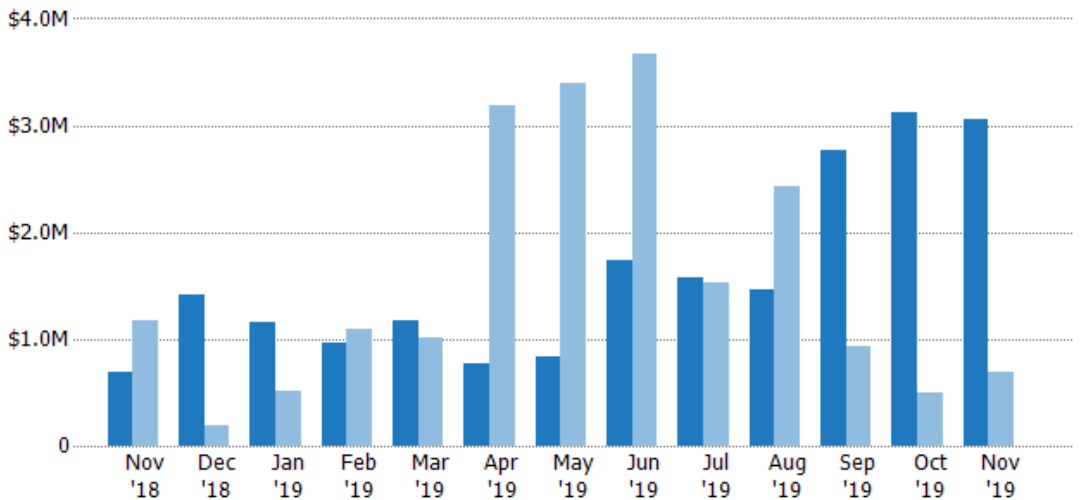
## Pending Sales Volume

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.
Nov '19	\$3.06M	339.8%
Nov '18	\$697K	-40.3%
Nov '17	\$1.17M	-30%



Current Year	\$697K	\$1.41M	\$1.16M	\$968K	\$1.17M	\$763K	\$828K	\$1.73M	\$1.58M	\$1.46M	\$2.77M	\$3.12M	\$3.06M
Prior Year	\$1.17M	\$189K	\$519K	\$1.09M	\$1.01M	\$3.19M	\$3.39M	\$3.67M	\$1.53M	\$2.43M	\$939K	\$495K	\$697K
Percent Change from Prior Year	-40%	645%	124%	-11%	16%	-76%	-76%	-53%	3%	-40%	195%	531%	340%

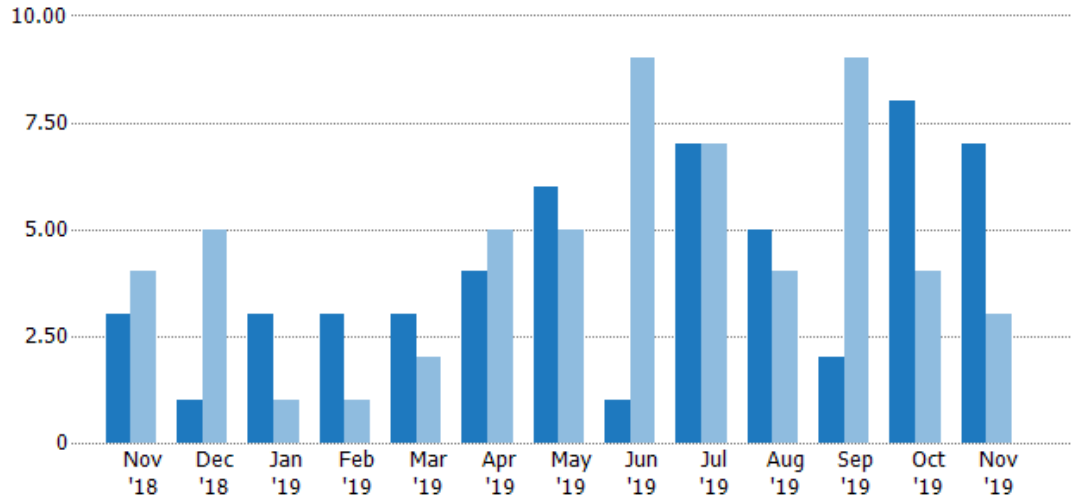
## Closed Sales

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.
Nov '19	7	133.3%
Nov '18	3	-25%
Nov '17	4	0%



Current Year	3	1	3	3	3	4	6	1	7	5	2	8	7
Prior Year	4	5	1	1	2	5	5	9	7	4	9	4	3
Percent Change from Prior Year	-25%	-80%	200%	200%	50%	-20%	20%	-89%	0%	25%	-78%	100%	133%

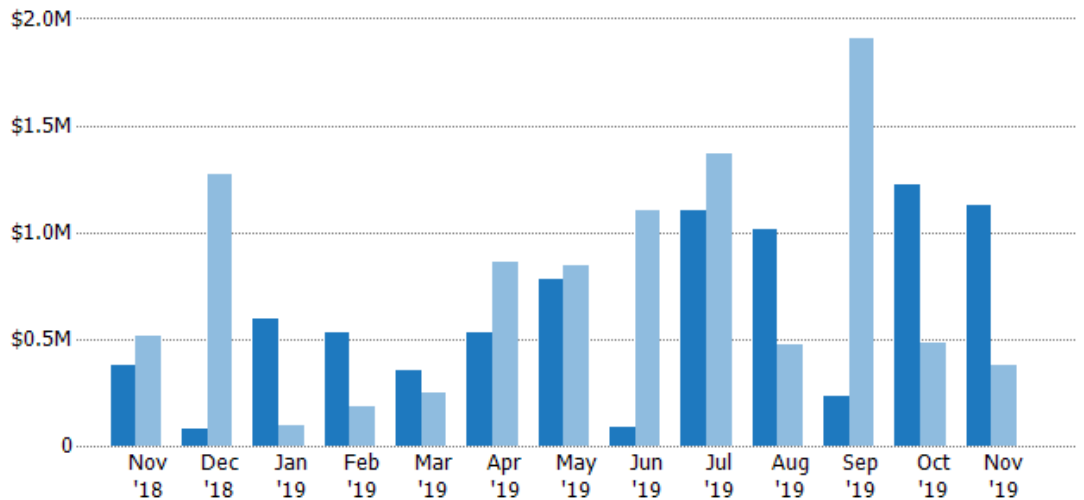
## Closed Sales Volume

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.
Nov '19	\$1.13M	201.7%
Nov '18	\$374K	-27%
Nov '17	\$512K	9%



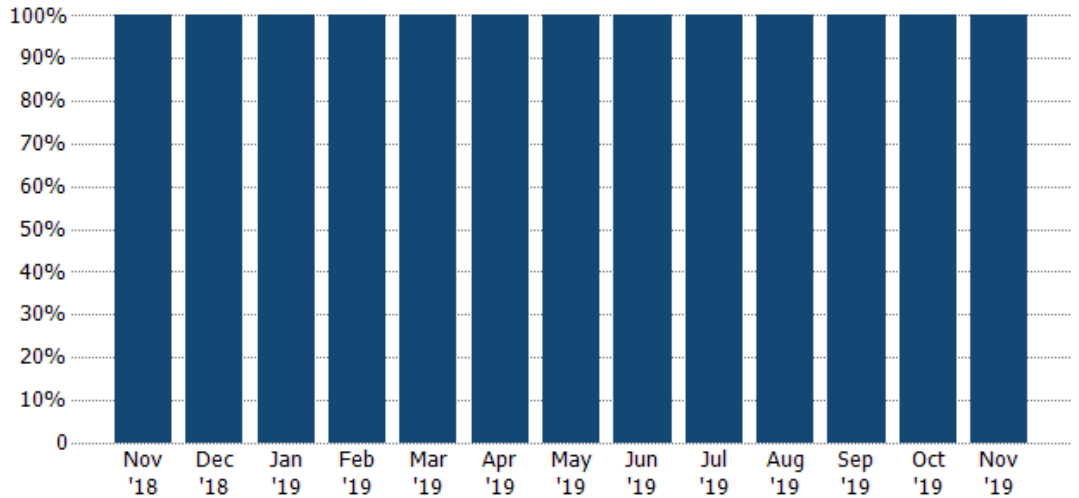
Current Year	\$374K	\$82.5K	\$594K	\$528K	\$352K	\$531K	\$783K	\$90K	\$1.11M	\$1.01M	\$235K	\$1.22M	\$1.13M
Prior Year	\$512K	\$1.27M	\$93.5K	\$180K	\$248K	\$860K	\$846K	\$1.1M	\$1.37M	\$477K	\$1.91M	\$483K	\$374K
Percent Change from Prior Year	-27%	-94%	535%	193%	42%	-38%	-7%	-92%	-19%	112%	-88%	154%	202%

## 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

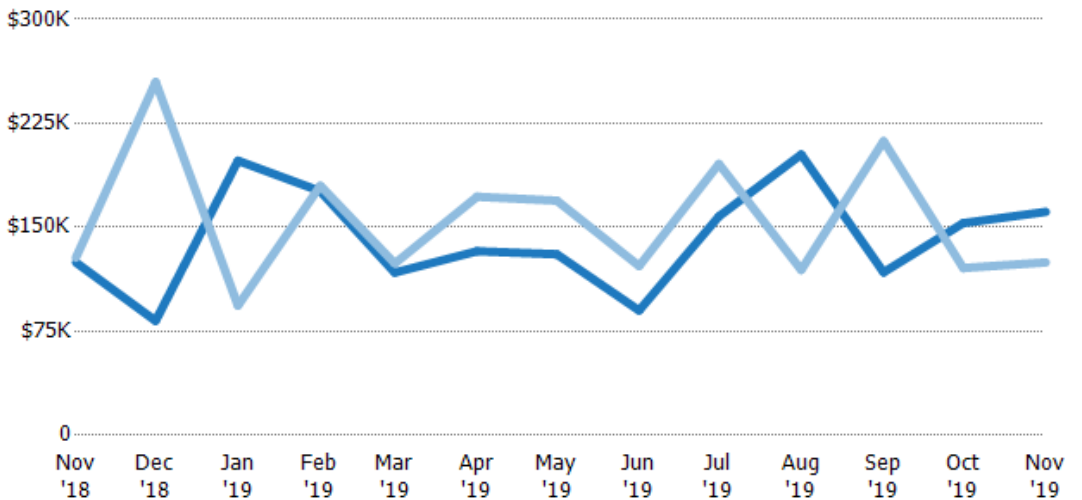
100% 100% 100% 100% 100% 100% 100% 100% 100% 100% 100% 100% 100%

## 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

Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
\$125K	\$82.5K	\$198K	\$176K	\$117K	\$133K	\$131K	\$90K	\$158K	\$203K	\$118K	\$153K	\$161K
\$128K	\$255K	\$93.5K	\$180K	\$124K	\$172K	\$169K	\$122K	\$196K	\$119K	\$212K	\$121K	\$125K
-3%	-68%	112%	-2%	-5%	-23%	-23%	-26%	-19%	70%	-45%	27%	29%

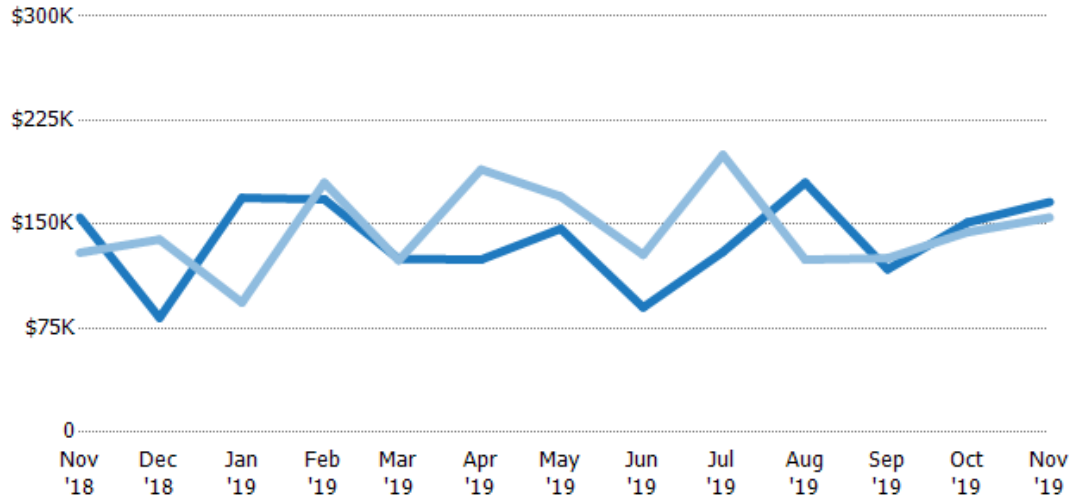
## Median Sales Price

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.
Nov '19	\$166K	7.2%
Nov '18	\$155K	19.6%
Nov '17	\$130K	3.5%



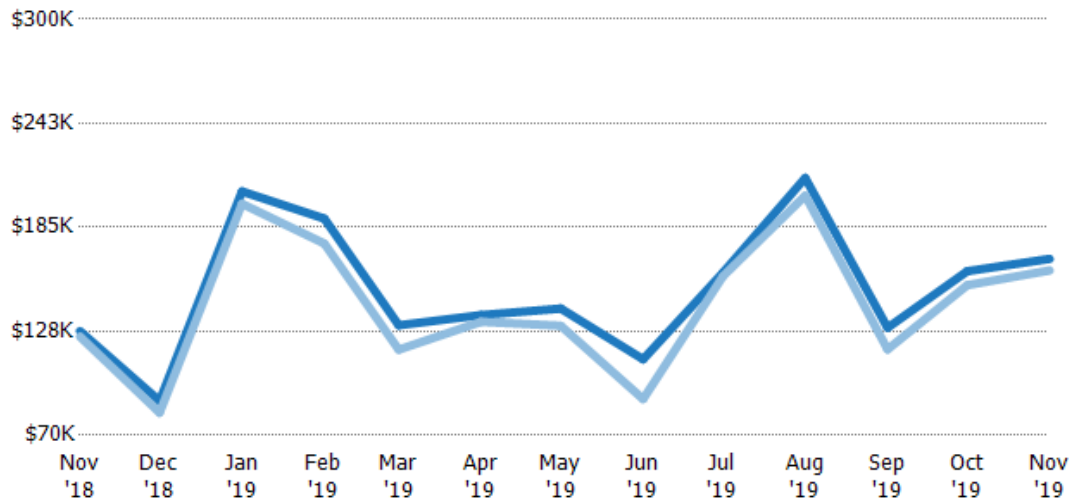
Current Year	\$155K	\$82.5K	\$169K	\$168K	\$125K	\$125K	\$147K	\$90K	\$130K	\$180K	\$118K	\$151K	\$166K
Prior Year	\$130K	\$139K	\$93.5K	\$180K	\$124K	\$190K	\$170K	\$128K	\$200K	\$125K	\$126K	\$144K	\$155K
Percent Change from Prior Year	20%	-41%	81%	-7%	1%	-34%	-14%	-30%	-35%	45%	-6%	5%	7%

## 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



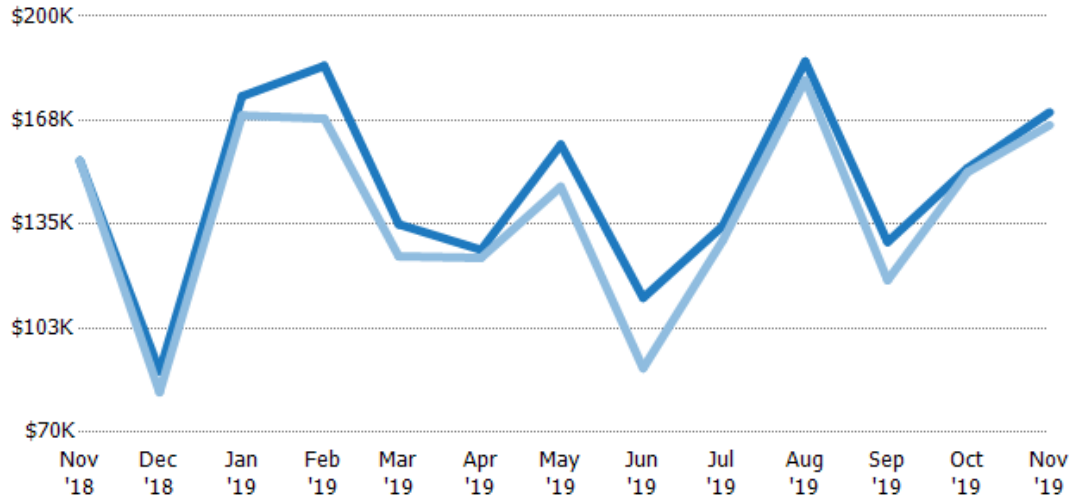
Avg List Price	\$128K	\$89K	\$205K	\$190K	\$131K	\$136K	\$140K	\$112K	\$160K	\$212K	\$129K	\$161K	\$168K
Avg Sales Price	\$125K	\$82.5K	\$198K	\$176K	\$117K	\$133K	\$131K	\$90K	\$158K	\$203K	\$118K	\$153K	\$161K
Avg Sales Price as a % of Avg List Price	98%	93%	97%	93%	90%	97%	93%	80%	99%	95%	91%	95%	96%

## 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



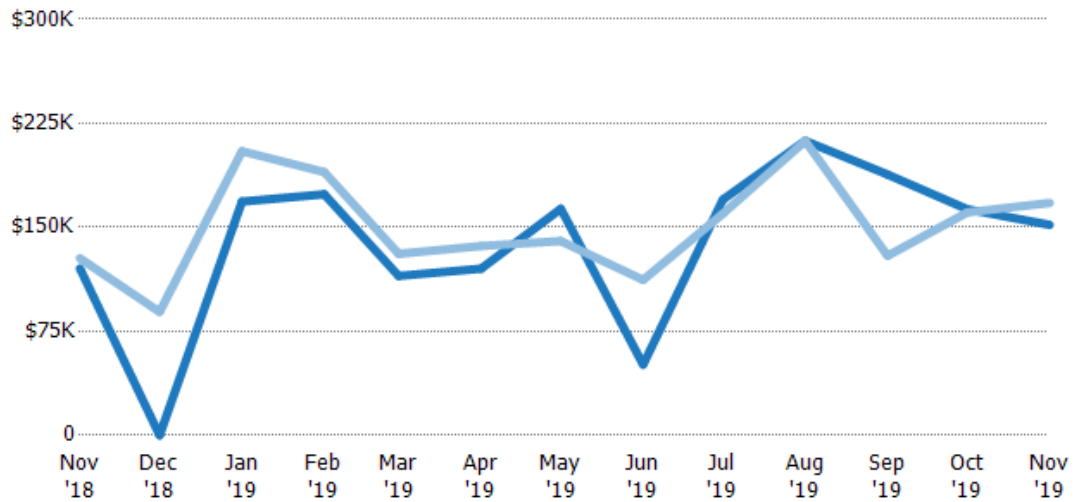
	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Median List Price	\$155K	\$89K	\$175K	\$185K	\$135K	\$127K	\$160K	\$112K	\$135K	\$186K	\$129K	\$153K	\$170K
Median Sales Price	\$155K	\$82.5K	\$169K	\$168K	\$125K	\$125K	\$147K	\$90K	\$130K	\$180K	\$118K	\$151K	\$166K
Med Sales Price as a % of Med List Price	100%	93%	97%	91%	93%	98%	92%	80%	97%	97%	91%	99%	98%

## 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



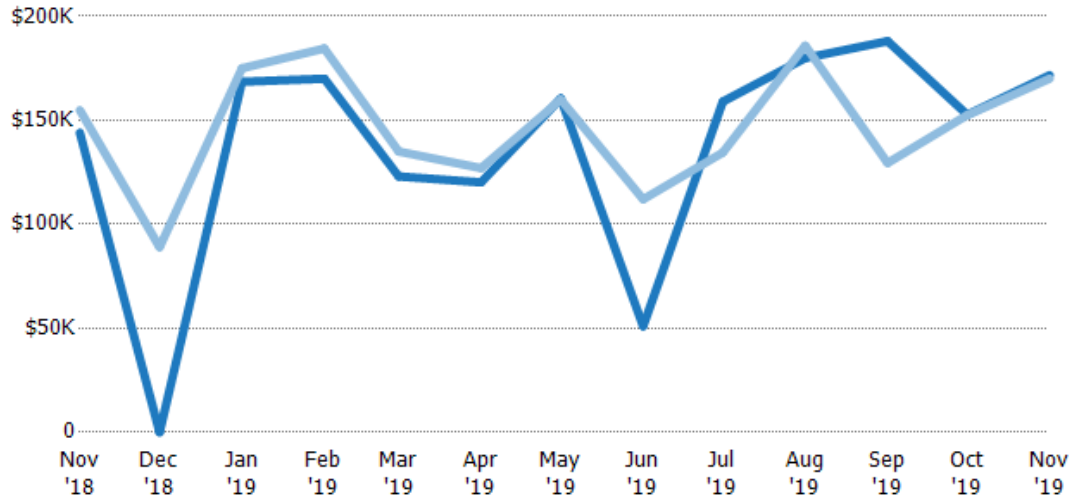
	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Avg Est Value	\$120K	\$0	\$169K	\$174K	\$115K	\$120K	\$163K	\$51K	\$170K	\$212K	\$188K	\$163K	\$152K
Avg Sales Price	\$128K	\$89K	\$205K	\$190K	\$131K	\$136K	\$140K	\$112K	\$160K	\$212K	\$129K	\$161K	\$168K
Avg Sales Price as a % of Avg Est Value	106%	100%	122%	109%	114%	114%	86%	220%	94%	100%	69%	99%	110%

## 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



	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Median Est Value	\$144K	\$0	\$169K	\$170K	\$123K	\$120K	\$161K	\$51K	\$159K	\$180K	\$188K	\$153K	\$172K
Median Sales Price	\$155K	\$89K	\$175K	\$185K	\$135K	\$127K	\$160K	\$112K	\$135K	\$186K	\$129K	\$153K	\$170K
Med Sales Price as a % of Med Est Value	108%	100%	104%	109%	110%	106%	100%	220%	85%	103%	69%	100%	99%