

Summary of Key Listing and Sales Metrics

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

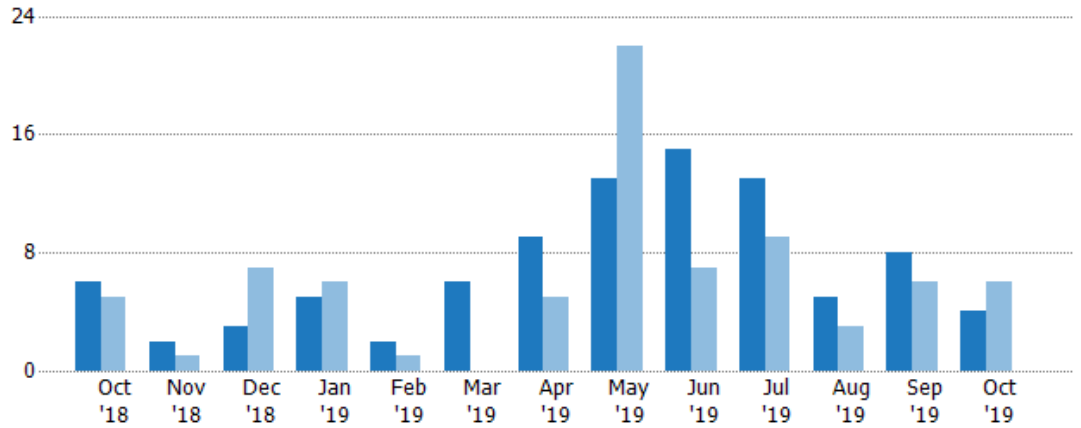
Key Metrics	Oct 2019	Oct 2018	+ / -	YTD 2019	YTD 2018	+ / -
Listing Activity Charts Metrics						
New Listing Count	4	6	-33.3%	80	65	+23.1%
New Listing Volume	\$446,900	\$672,500	-33.5%	\$15,951,800	\$11,527,599	+38.4%
Active Listing Count	46	36	+27.8%	N/A	N/A	
Active Listing Volume	\$11,760,855	\$8,358,899	+40.7%	N/A	N/A	
Average Listing Price	\$255,671	\$232,192	+10.1%	\$258,615	\$236,529	+9.3%
Median Listing Price	\$179,900	\$159,000	+13.1%	\$174,723	\$167,561	+4.3%
Median Days in RPR	133.5	149	-10.4%	121.77	133.79	-9%
Months of Inventory	23	3.6	+538.9%	9.1	9.9	-8.3%
Absorption Rate	4.35%	27.78%	-23.4%	10.98%	10.08%	+0.9%
Sales Activity Charts Metrics						
New Pending Sales Count	6	2	+200%	55	59	-6.8%
New Pending Sales Volume	\$1,638,800	\$418,000	+292.1%	\$9,214,999	\$11,272,350	-18.3%
Pending Sales Count	13	5	+160%	N/A	N/A	
Pending Sales Volume	\$3,121,400	\$863,900	+261.3%	N/A	N/A	
Closed Sales Count	8	4	+100%	42	48	-12.5%
Closed Sales Volume	\$1,223,900	\$482,500	+153.7%	\$6,454,600	\$7,614,966	-15.2%
Average Sales Price	\$152,988	\$120,625	+26.8%	\$153,681	\$158,645	-3.1%
Median Sales Price	\$151,250	\$144,250	+4.9%	\$145,464	\$149,954	-3%

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



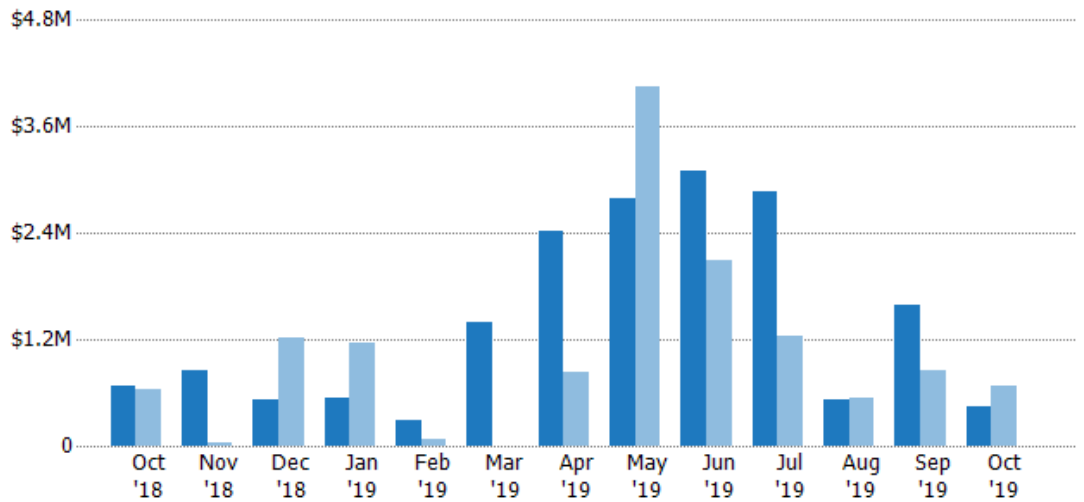
Current Year	6	2	3	5	2	6	9	13	15	13	5	8	4
Prior Year	5	1	7	6	1	-	5	22	7	9	3	6	6
Percent Change from Prior Year	20%	100%	-57%	-17%	100%	100%	80%	-41%	114%	44%	67%	33%	-33%

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	\$673K	\$855K	\$516K	\$549K	\$285K	\$1.4M	\$2.42M	\$2.8M	\$3.09M	\$2.86M	\$529K	\$1.58M	\$447K
Prior Year	\$638K	\$34.9K	\$1.23M	\$1.16M	\$84K	-	\$821K	\$4.06M	\$2.09M	\$1.24M	\$545K	\$849K	\$673K
Percent Change from Prior Year	5%	2,350%	-58%	-53%	239%	100%	195%	-31%	48%	130%	-3%	86%	-34%

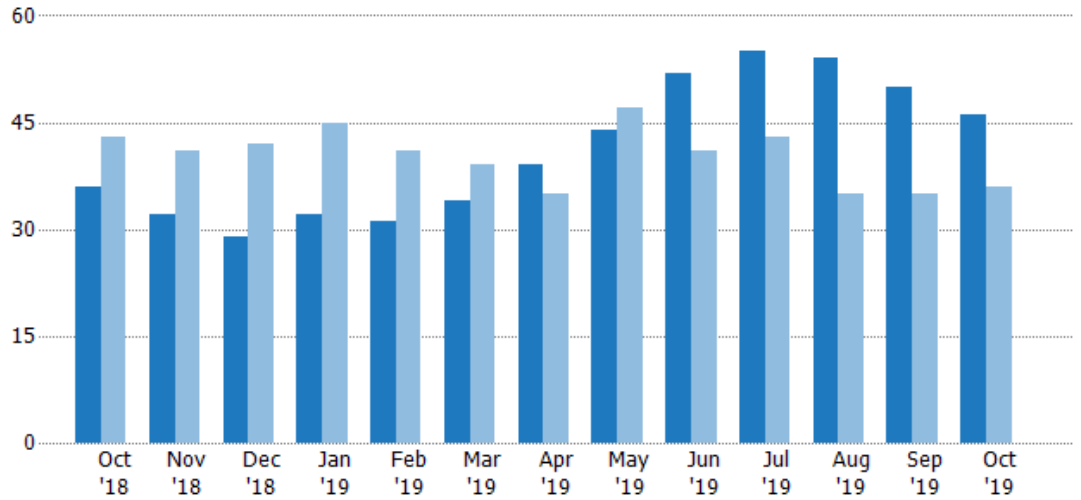
Active Listings

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.
Oct '19	46	27.8%
Oct '18	36	-16.3%
Oct '17	43	0%



	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19
Current Year	36	32	29	32	31	34	39	44	52	55	54	50	46
Prior Year	43	41	42	45	41	39	35	47	41	43	35	35	36
Percent Change from Prior Year	-16%	-22%	-31%	-29%	-24%	-13%	11%	-6%	27%	28%	54%	43%	28%

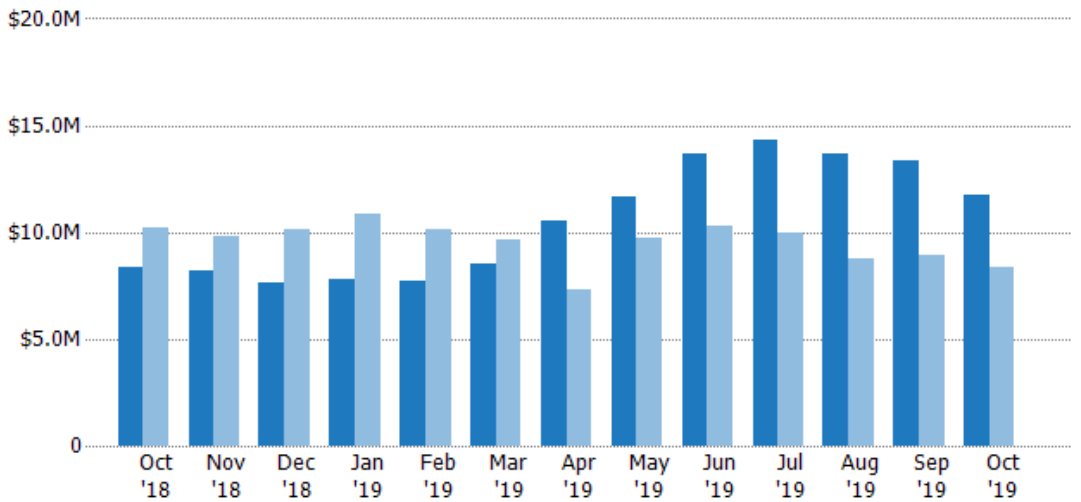
Active Listing Volume

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.
Oct '19	\$11.8M	40.7%
Oct '18	\$8.36M	-18.4%
Oct '17	\$10.2M	-28.8%



	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19
Current Year	\$8.36M	\$8.21M	\$7.63M	\$7.81M	\$7.72M	\$8.52M	\$10.5M	\$11.6M	\$13.7M	\$14.3M	\$13.7M	\$13.3M	\$11.8M
Prior Year	\$10.2M	\$9.77M	\$10.1M	\$10.9M	\$10.1M	\$9.68M	\$7.28M	\$9.75M	\$10.3M	\$10M	\$8.72M	\$8.89M	\$8.36M
Percent Change from Prior Year	-18%	-16%	-25%	-28%	-24%	-12%	44%	19%	33%	43%	57%	50%	41%

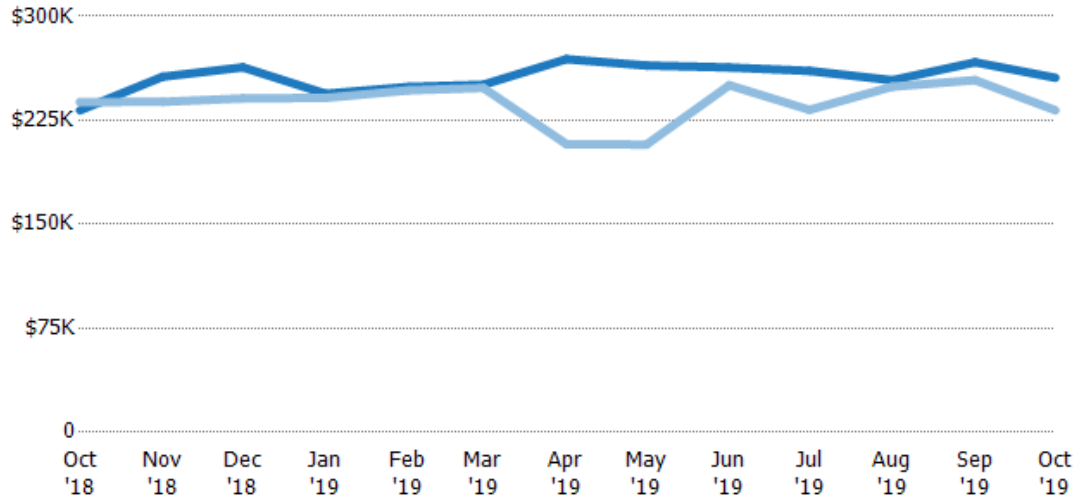
Average Listing Price

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.
Oct '19	\$256K	10.1%
Oct '18	\$232K	-2.5%
Oct '17	\$238K	-28.8%



Current Year	\$232K	\$256K	\$263K	\$244K	\$249K	\$251K	\$269K	\$265K	\$263K	\$261K	\$254K	\$267K	\$256K
Prior Year	\$238K	\$238K	\$241K	\$241K	\$247K	\$248K	\$208K	\$207K	\$250K	\$232K	\$249K	\$254K	\$232K
Percent Change from Prior Year	-3%	8%	9%	1%	1%	1%	29%	28%	5%	12%	2%	5%	10%

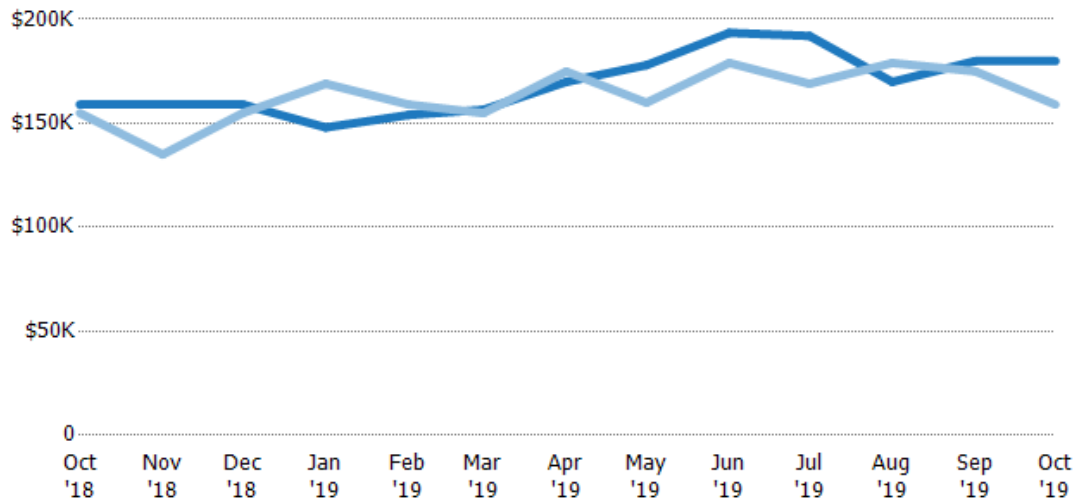
Median Listing Price

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.
Oct '19	\$180K	13.1%
Oct '18	\$159K	2.6%
Oct '17	\$155K	-11.6%



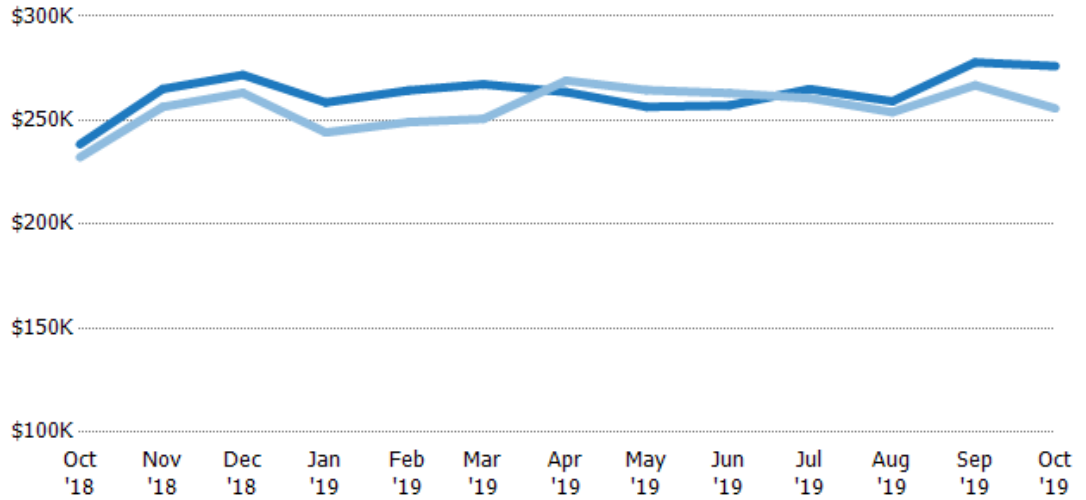
Current Year	\$159K	\$159K	\$159K	\$148K	\$154K	\$157K	\$170K	\$178K	\$194K	\$192K	\$170K	\$180K	\$180K
Prior Year	\$155K	\$135K	\$155K	\$169K	\$159K	\$155K	\$175K	\$160K	\$179K	\$169K	\$179K	\$175K	\$159K
Percent Change from Prior Year	3%	18%	3%	-12%	-3%	1%	-3%	11%	8%	14%	-5%	3%	13%

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



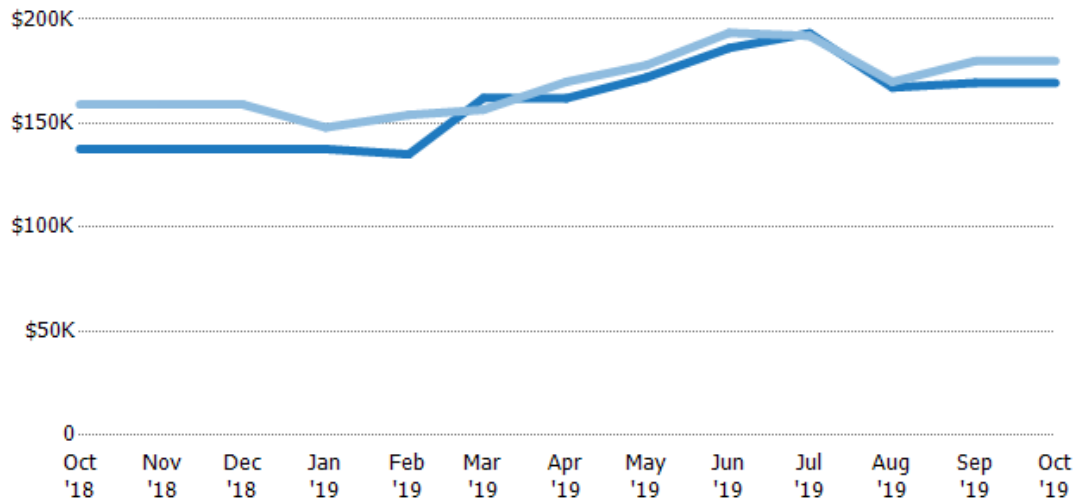
	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19
Avg Est Value	\$238K	\$265K	\$272K	\$259K	\$264K	\$267K	\$264K	\$256K	\$257K	\$265K	\$259K	\$278K	\$276K
Avg Listing Price	\$232K	\$256K	\$263K	\$244K	\$249K	\$251K	\$269K	\$265K	\$263K	\$261K	\$254K	\$267K	\$256K
Avg Listing Price as a % of Avg Est Value	97%	97%	97%	94%	94%	94%	102%	103%	102%	98%	98%	96%	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



	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19
Median Est Value	\$138K	\$138K	\$138K	\$138K	\$135K	\$162K	\$162K	\$172K	\$186K	\$193K	\$167K	\$169K	\$169K
Median Listing Price	\$159K	\$159K	\$159K	\$148K	\$154K	\$157K	\$170K	\$178K	\$194K	\$192K	\$170K	\$180K	\$180K
Med Listing Price as a % of Med Est Value	116%	116%	116%	108%	114%	97%	105%	103%	104%	99%	102%	106%	106%

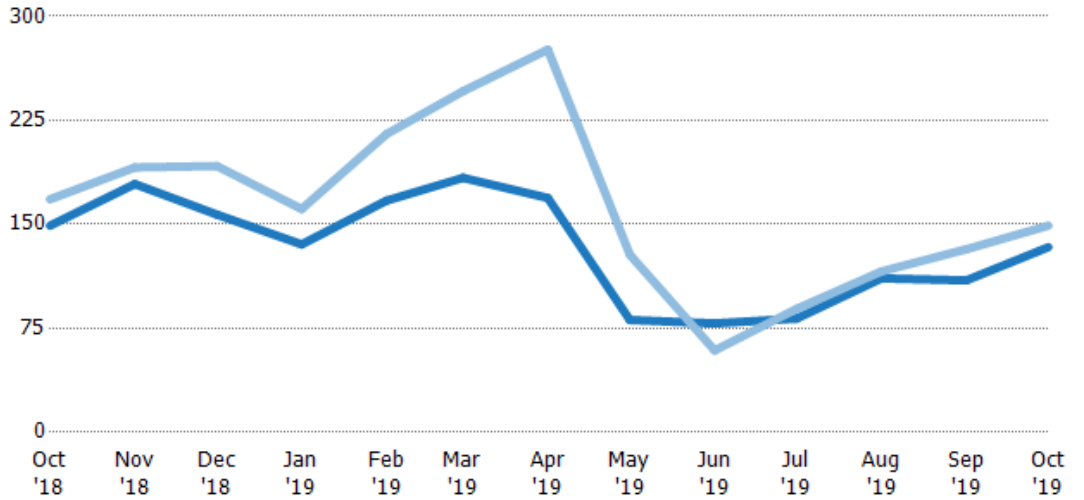
Median Days in RPR

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.
Oct '19	134	-10.4%
Oct '18	149	-11.3%
Oct '17	168	-16.7%



	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19
Current Year	149	179	157	136	167	184	169	81	78.5	82	111	110	134
Prior Year	168	191	192	161	215	246	276	128	59	89	116	132	149
Percent Change from Prior Year	-11%	-6%	-18%	-16%	-22%	-25%	-39%	-37%	33%	-8%	-4%	-17%	-10%

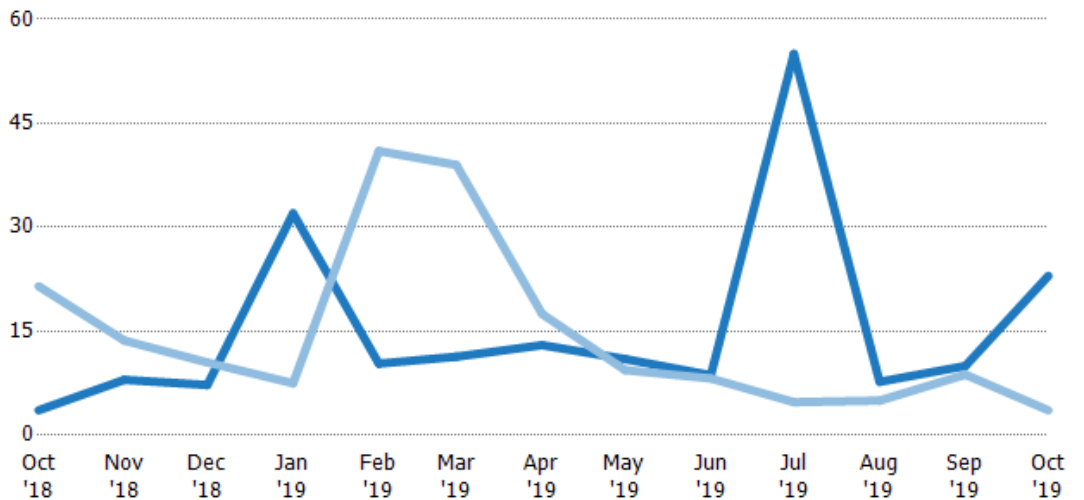
Months of Inventory

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.
Oct '19	23	538.9%
Oct '18	3.6	-83.3%
Oct '17	21.5	-66.7%



	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19
Current Year	3.6	8	7.25	32	10.3	11.3	13	11	8.67	55	7.71	10	23
Prior Year	21.5	13.7	10.5	7.5	41	39	17.5	9.4	8.2	4.78	5	8.75	3.6
Percent Change from Prior Year	-83%	-41%	-31%	327%	-75%	-71%	-26%	17%	6%	1,051%	54%	14%	539%

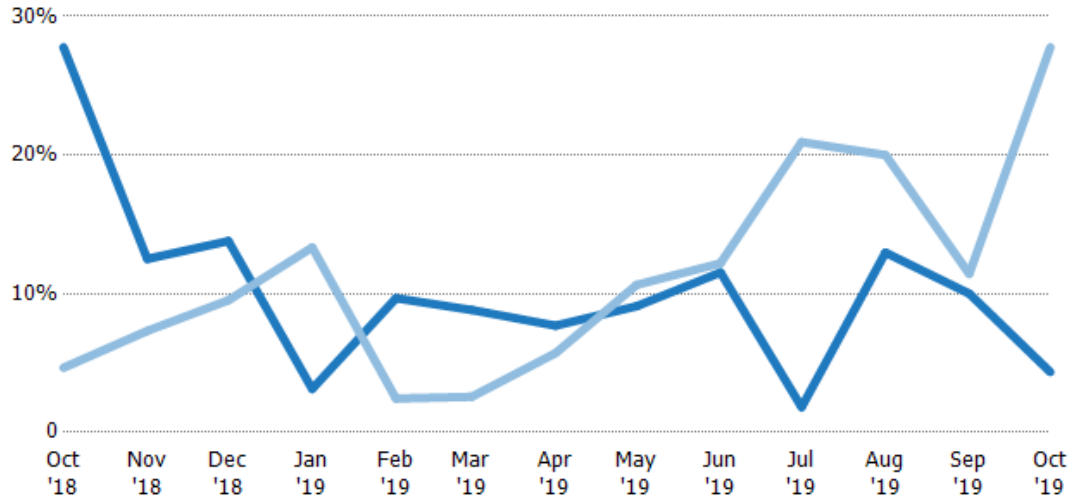
Absorption Rate

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.
Oct '19	4%	23.4%
Oct '18	28%	-23.1%
Oct '17	5%	200%



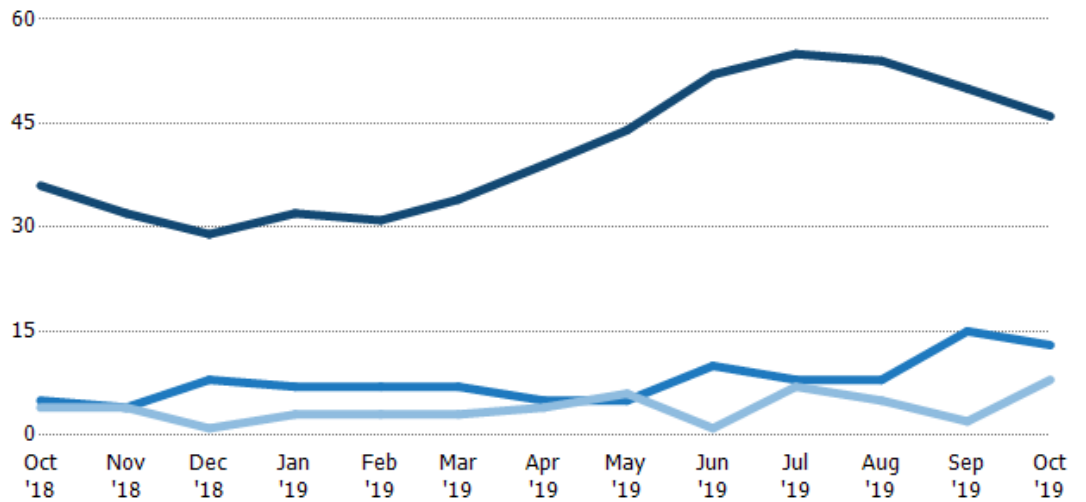
Current Year	28%	13%	14%	3%	10%	9%	8%	9%	12%	2%	13%	10%	4%
Prior Year	5%	7%	10%	13%	2%	3%	6%	11%	12%	21%	20%	11%	28%
Change from Prior Year	-23%	-5%	-4%	10%	-7%	-6%	-2%	2%	1%	19%	7%	1%	23%

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	36	32	29	32	31	34	39	44	52	55	54	50	46
Pending	5	4	8	7	7	7	5	5	10	8	8	15	13
Sold	4	4	1	3	3	3	4	6	1	7	5	2	8

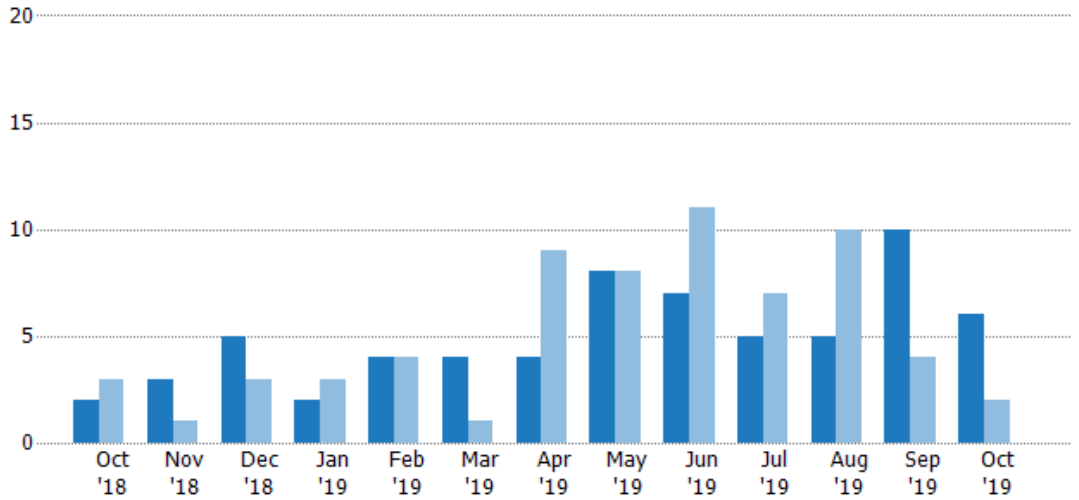
New Pending Sales

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.
Oct '19	6	200%
Oct '18	2	-33.3%
Oct '17	3	-33.3%



	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19
Current Year	2	3	5	2	4	4	4	8	7	5	5	10	6
Prior Year	3	1	3	3	4	1	9	8	11	7	10	4	2
Percent Change from Prior Year	-33%	200%	67%	-33%	0%	300%	-56%	0%	-36%	-29%	-50%	150%	200%

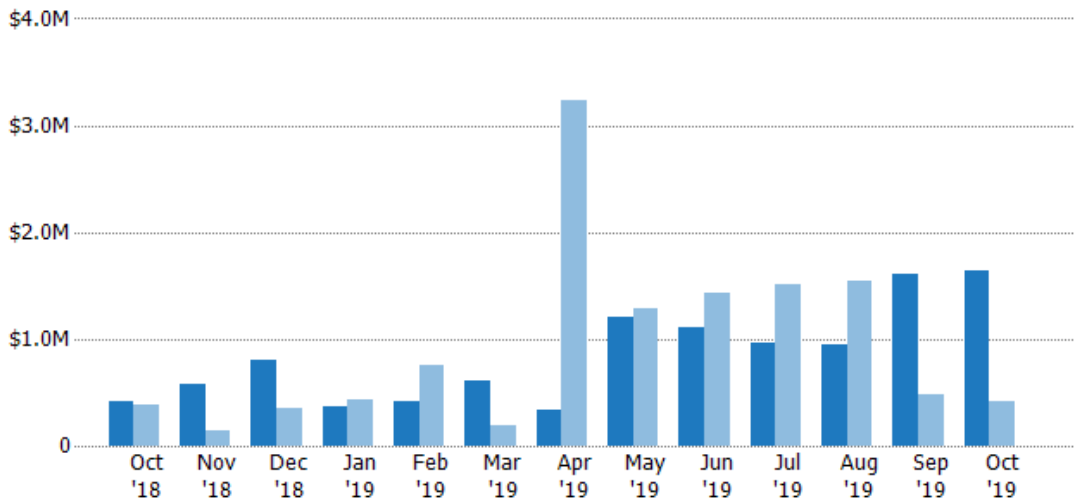
New Pending Sales Volume

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.
Oct '19	\$1.64M	292.1%
Oct '18	\$418K	10%
Oct '17	\$380K	-9.5%



	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19
Current Year	\$418K	\$585K	\$800K	\$369K	\$415K	\$605K	\$343K	\$1.21M	\$1.11M	\$964K	\$944K	\$1.61M	\$1.64M
Prior Year	\$380K	\$149K	\$349K	\$425K	\$757K	\$193K	\$3.23M	\$1.28M	\$1.44M	\$1.51M	\$1.54M	\$481K	\$418K
Percent Change from Prior Year	10%	292%	129%	-13%	-45%	213%	-89%	-6%	-22%	-36%	-39%	236%	292%

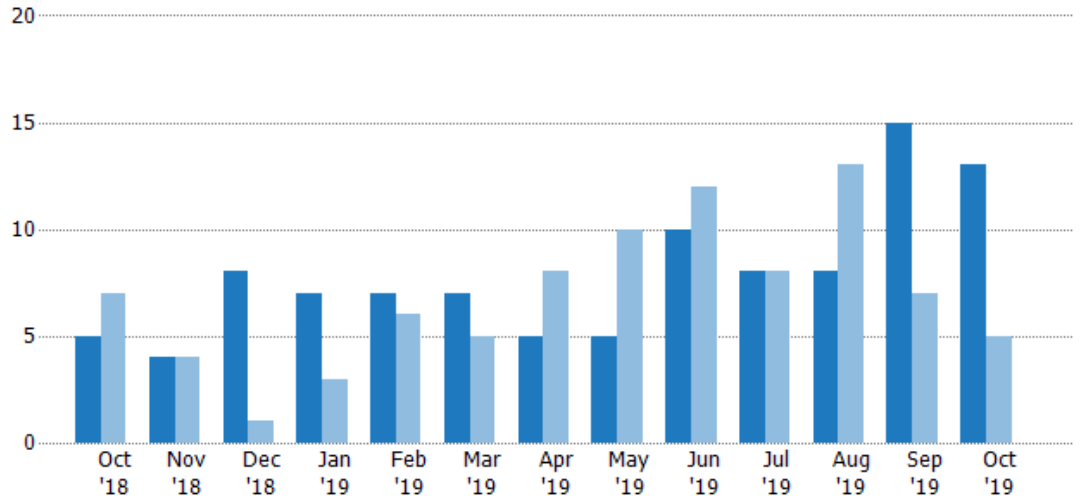
Pending Sales

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.
Oct '19	13	160%
Oct '18	5	-28.6%
Oct '17	7	-28.6%



	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19
Current Year	5	4	8	7	7	7	5	5	10	8	8	15	13
Prior Year	7	4	1	3	6	5	8	10	12	8	13	7	5
Percent Change from Prior Year	-29%	0%	700%	133%	17%	40%	-38%	-50%	-17%	0%	-38%	114%	160%

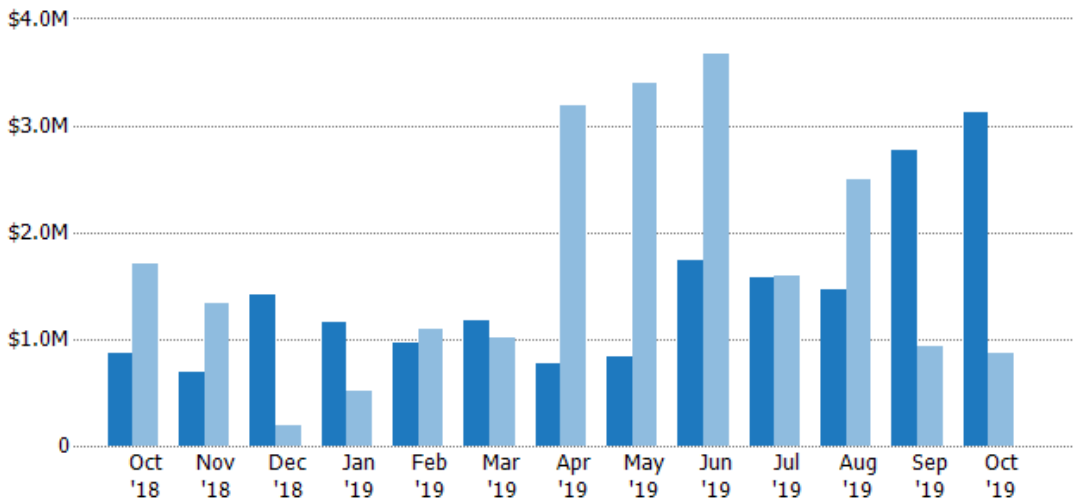
Pending Sales Volume

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.
Oct '19	\$3.12M	261.3%
Oct '18	\$864K	-49.4%
Oct '17	\$1.71M	-56.5%



	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19
Current Year	\$864K	\$697K	\$1.41M	\$1.16M	\$968K	\$1.17M	\$763K	\$828K	\$1.73M	\$1.58M	\$1.46M	\$2.77M	\$3.12M
Prior Year	\$1.71M	\$1.33M	\$189K	\$519K	\$1.09M	\$1.01M	\$3.19M	\$3.39M	\$3.67M	\$1.59M	\$2.49M	\$939K	\$864K
Percent Change from Prior Year	-49%	-48%	645%	124%	-11%	16%	-76%	-76%	-53%	-1%	-41%	195%	261%

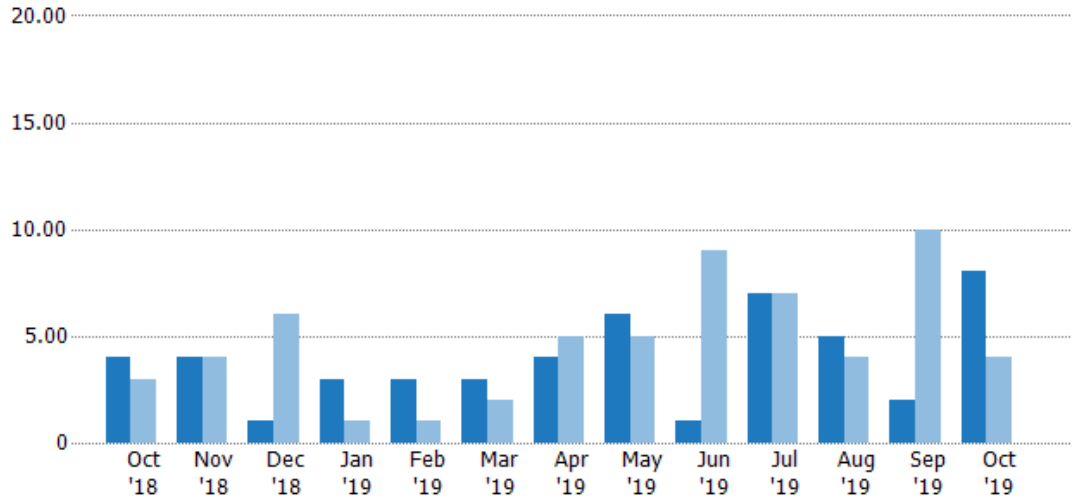
Closed Sales

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.
Oct '19	8	100%
Oct '18	4	33.3%
Oct '17	3	0%



Current Year	4	4	1	3	3	3	4	6	1	7	5	2	8
Prior Year	3	4	6	1	1	2	5	5	9	7	4	10	4
Percent Change from Prior Year	33%	0%	-83%	200%	200%	50%	-20%	20%	-89%	0%	25%	-80%	100%

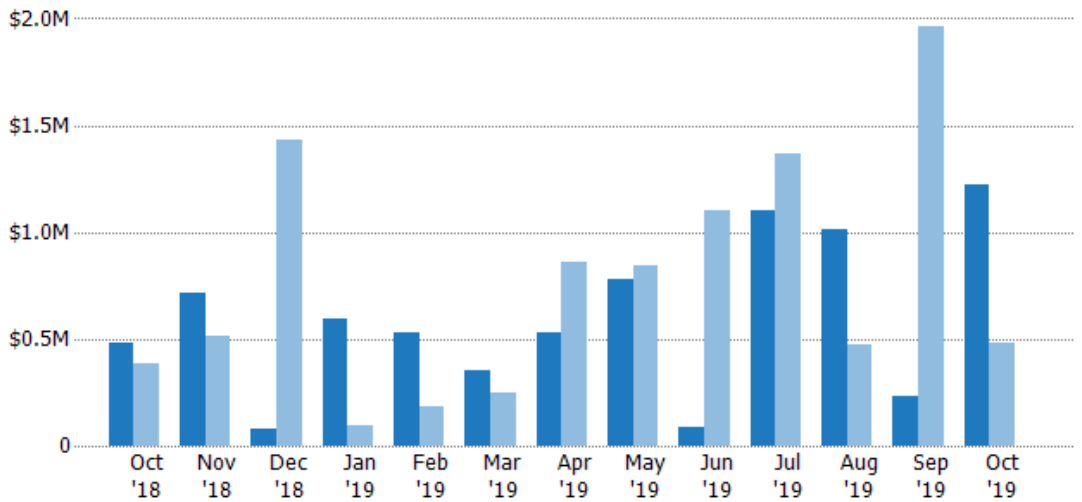
Closed Sales Volume

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.
Oct '19	\$1.22M	153.7%
Oct '18	\$483K	25.7%
Oct '17	\$384K	40.1%



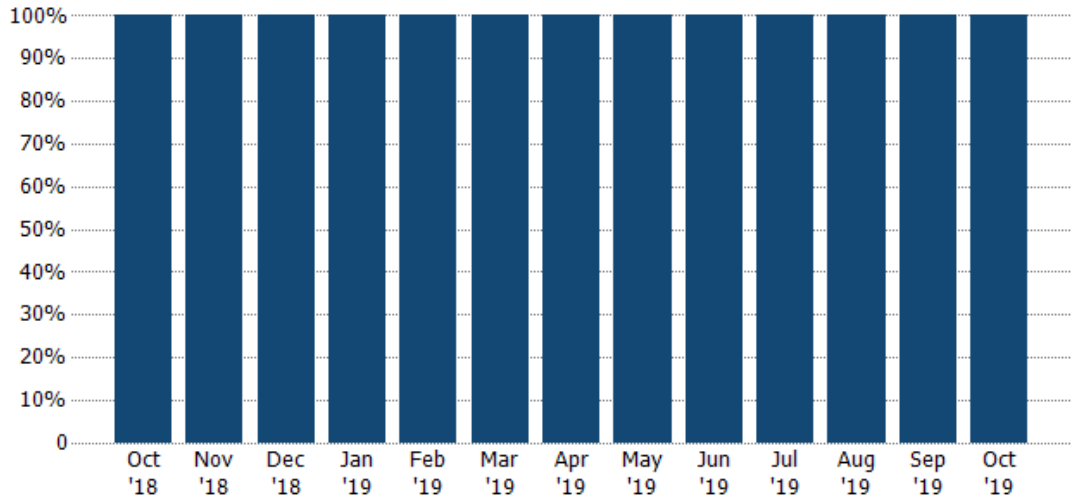
Current Year	\$483K	\$717K	\$82.5K	\$594K	\$528K	\$352K	\$531K	\$783K	\$90K	\$1.11M	\$1.01M	\$235K	\$1.22M
Prior Year	\$384K	\$512K	\$1.43M	\$93.5K	\$180K	\$248K	\$860K	\$846K	\$1.1M	\$1.37M	\$477K	\$1.96M	\$483K
Percent Change from Prior Year	26%	40%	-94%	535%	193%	42%	-38%	-7%	-92%	-19%	112%	-88%	154%

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

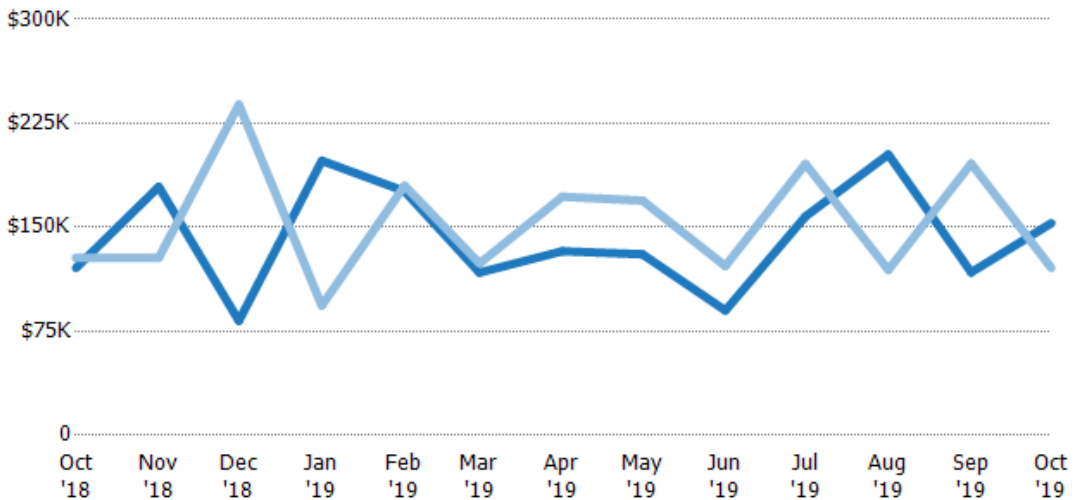
100% 100% 100% 100% 100% 100% 100% 100% 100% 100% 100% 100% 100%

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	\$121K	\$179K	\$82.5K	\$198K	\$176K	\$117K	\$133K	\$131K	\$90K	\$158K	\$203K	\$118K	\$153K
Prior Year	\$128K	\$128K	\$238K	\$93.5K	\$180K	\$124K	\$172K	\$169K	\$122K	\$196K	\$119K	\$196K	\$121K
Percent Change from Prior Year	-6%	40%	-65%	112%	-2%	-5%	-23%	-23%	-26%	-19%	70%	-40%	27%

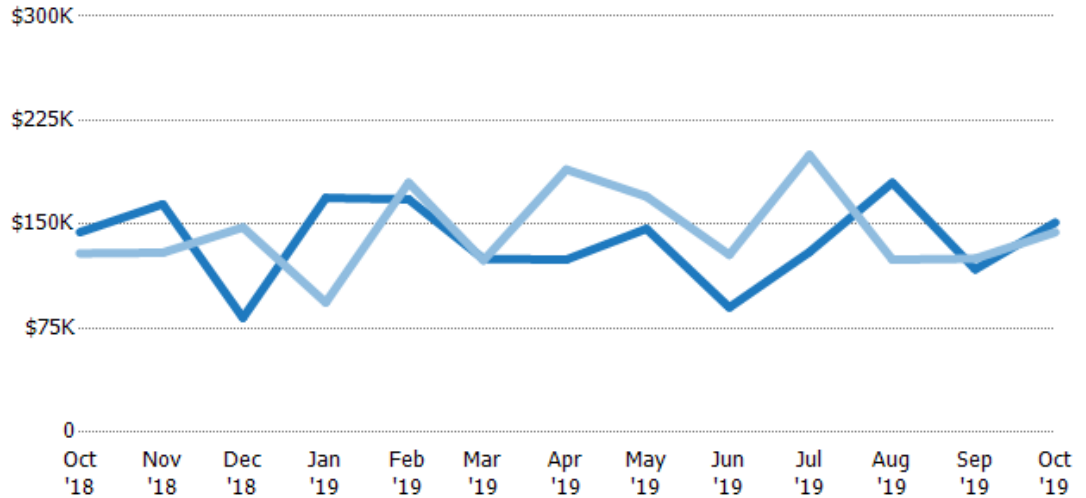
Median Sales Price

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.
Oct '19	\$151K	4.9%
Oct '18	\$144K	11.8%
Oct '17	\$129K	19.4%



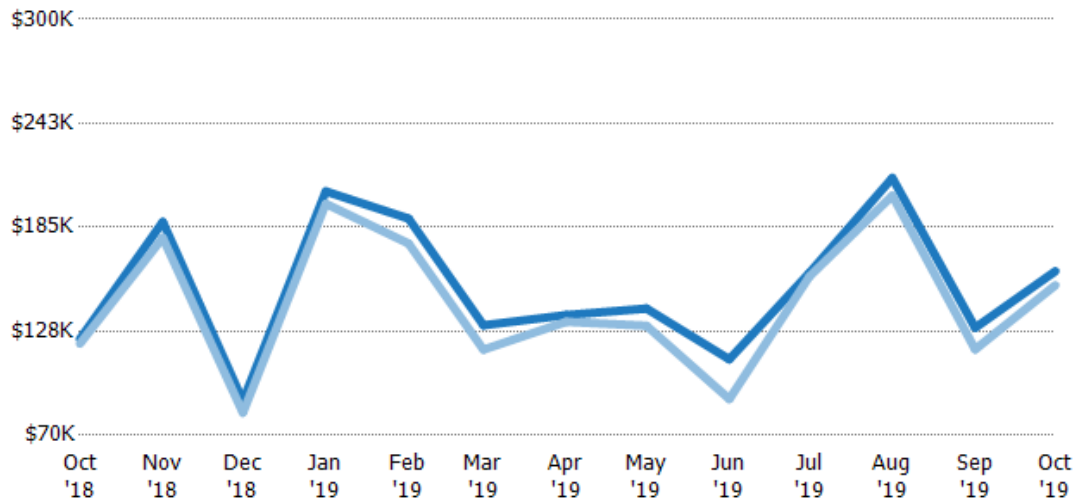
Current Year	\$144K	\$164K	\$82.5K	\$169K	\$168K	\$125K	\$125K	\$147K	\$90K	\$130K	\$180K	\$118K	\$151K
Prior Year	\$129K	\$130K	\$148K	\$93.5K	\$180K	\$124K	\$190K	\$170K	\$128K	\$200K	\$125K	\$125K	\$144K
Percent Change from Prior Year	12%	27%	-44%	81%	-7%	1%	-34%	-14%	-30%	-35%	45%	-6%	5%

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



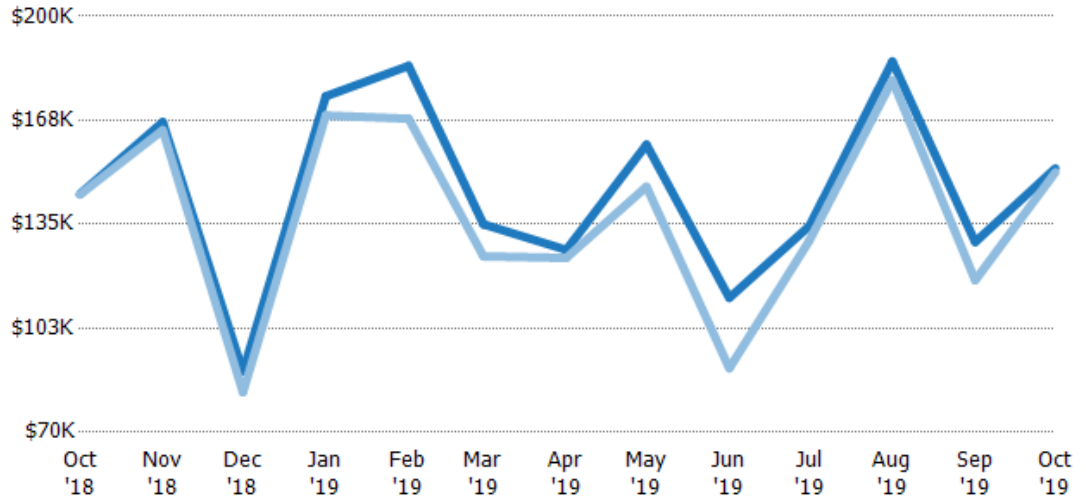
Avg List Price	\$123K	\$188K	\$89K	\$205K	\$190K	\$131K	\$136K	\$140K	\$112K	\$160K	\$212K	\$129K	\$161K
Avg Sales Price	\$121K	\$179K	\$82.5K	\$198K	\$176K	\$117K	\$133K	\$131K	\$90K	\$158K	\$203K	\$118K	\$153K
Avg Sales Price as a % of Avg List Price	98%	95%	93%	97%	93%	90%	97%	93%	80%	99%	95%	91%	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



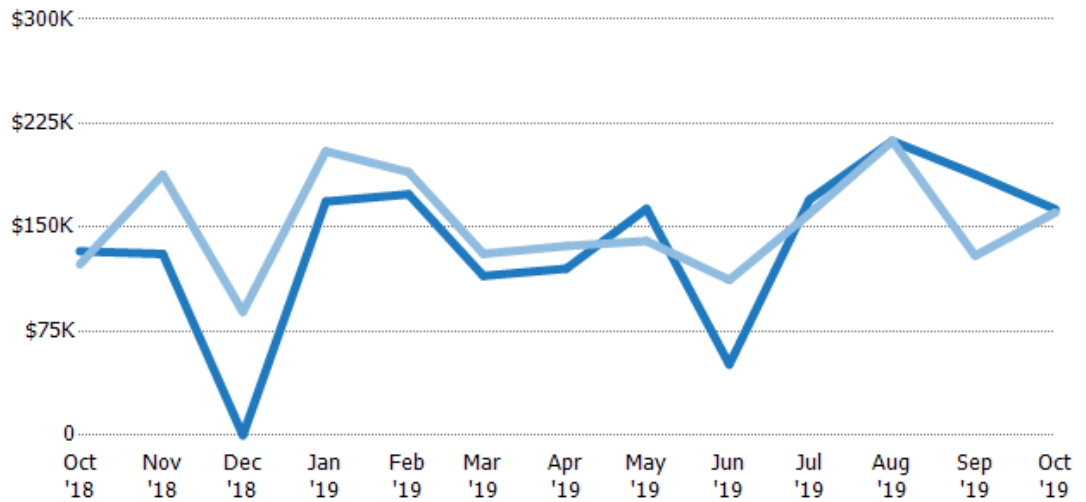
	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19
Median List Price	\$144K	\$167K	\$89K	\$175K	\$185K	\$135K	\$127K	\$160K	\$112K	\$135K	\$186K	\$129K	\$153K
Median Sales Price	\$144K	\$164K	\$82.5K	\$169K	\$168K	\$125K	\$125K	\$147K	\$90K	\$130K	\$180K	\$118K	\$151K
Med Sales Price as a % of Med List Price	100%	99%	93%	97%	91%	93%	98%	92%	80%	97%	97%	91%	99%

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



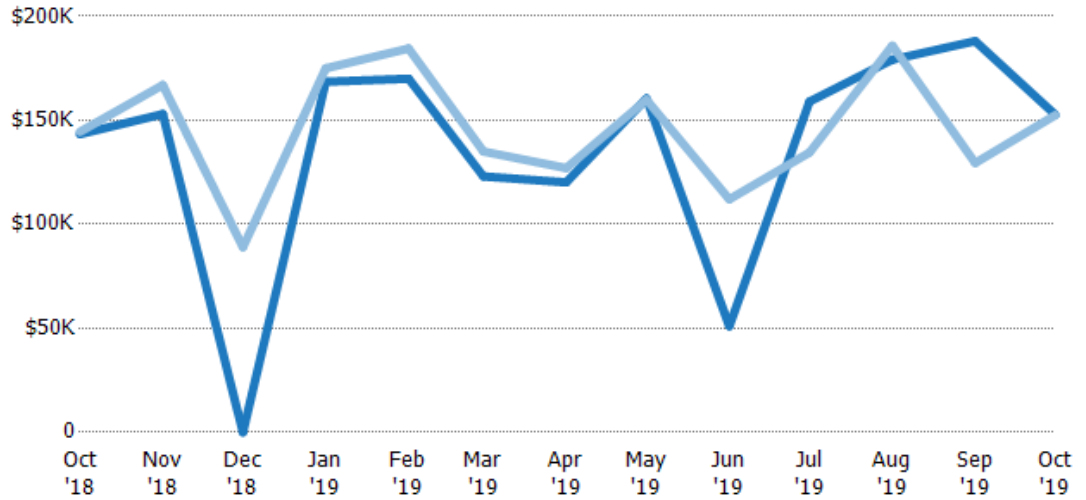
	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19
Avg Est Value	\$133K	\$131K	\$0	\$169K	\$174K	\$115K	\$120K	\$163K	\$51K	\$170K	\$212K	\$188K	\$163K
Avg Sales Price	\$123K	\$188K	\$89K	\$205K	\$190K	\$131K	\$136K	\$140K	\$112K	\$160K	\$212K	\$129K	\$161K
Avg Sales Price as a % of Avg Est Value	93%	144%	100%	122%	109%	114%	114%	86%	220%	94%	100%	69%	99%

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



	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19
Median Est Value	\$143K	\$153K	\$0	\$169K	\$170K	\$123K	\$120K	\$161K	\$51K	\$159K	\$179K	\$188K	\$153K
Median Sales Price	\$144K	\$167K	\$89K	\$175K	\$185K	\$135K	\$127K	\$160K	\$112K	\$135K	\$186K	\$129K	\$153K
Med Sales Price as a % of Med Est Value	101%	109%	100%	104%	109%	110%	106%	100%	220%	85%	104%	69%	100%