

Summary of Key Listing and Sales Metrics

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

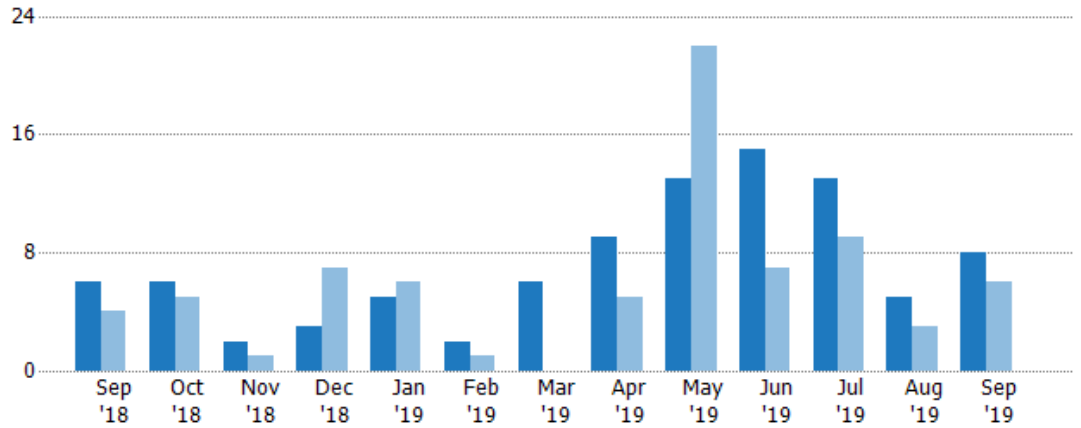
Key Metrics	Sep 2019	Sep 2018	+ / -	YTD 2019	YTD 2018	+ / -
Listing Activity Charts Metrics						
New Listing Count	8	6	+33.3%	76	59	+28.8%
New Listing Volume	\$1,577,700	\$849,400	+85.7%	\$15,504,900	\$10,855,099	+42.8%
Active Listing Count	50	35	+42.9%	N/A	N/A	
Active Listing Volume	\$13,341,855	\$8,888,299	+50.1%	N/A	N/A	
Average Listing Price	\$266,837	\$253,951	+5.1%	\$258,961	\$236,961	+9.3%
Median Listing Price	\$179,900	\$175,000	+2.8%	\$174,114	\$168,415	+3.4%
Median Days in RPR	109.5	132	-17%	119.01	132.41	-10.1%
Months of Inventory	10	8.8	+14.3%	8.9	9.8	-8.9%
Absorption Rate	10%	11.43%	-1.4%	11.25%	10.25%	+1%
Sales Activity Charts Metrics						
New Pending Sales Count	10	4	+150%	49	57	-14%
New Pending Sales Volume	\$1,614,499	\$480,800	+235.8%	\$7,576,199	\$10,854,350	-30.2%
Pending Sales Count	15	7	+114.3%	N/A	N/A	
Pending Sales Volume	\$2,768,399	\$938,700	+194.9%	N/A	N/A	
Closed Sales Count	2	10	-80%	34	44	-22.7%
Closed Sales Volume	\$235,000	\$1,959,400	-88%	\$5,230,700	\$7,132,466	-26.7%
Average Sales Price	\$117,500	\$195,940	-40%	\$153,844	\$162,101	-5.1%
Median Sales Price	\$117,500	\$125,200	-6.2%	\$144,103	\$150,473	-4.2%

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



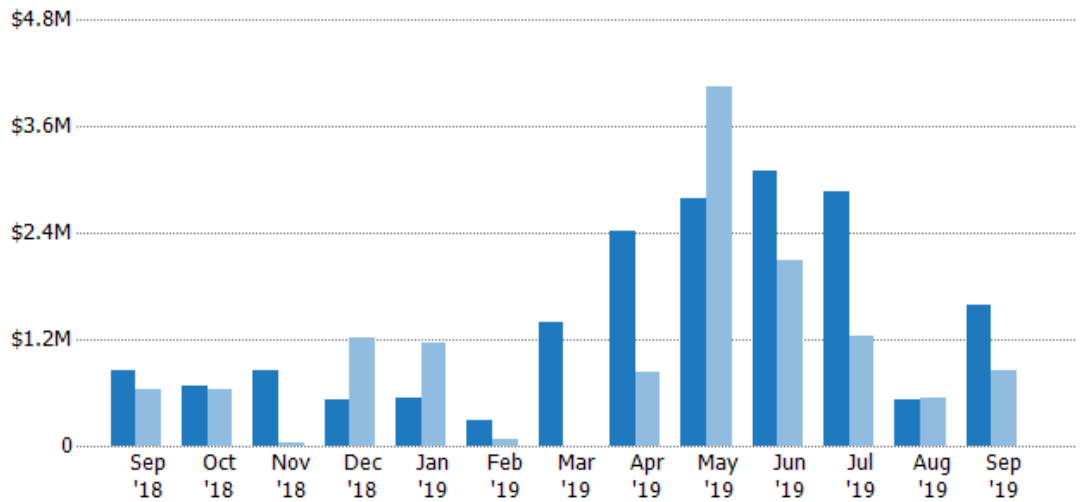
Current Year	6	6	2	3	5	2	6	9	13	15	13	5	8
Prior Year	4	5	1	7	6	1	-	5	22	7	9	3	6
Percent Change from Prior Year	50%	20%	100%	-57%	-17%	100%	100%	80%	-41%	114%	44%	67%	33%

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	\$849K	\$673K	\$855K	\$516K	\$549K	\$285K	\$1.4M	\$2.42M	\$2.8M	\$3.09M	\$2.86M	\$529K	\$1.58M
Prior Year	\$628K	\$638K	\$34.9K	\$1.23M	\$1.16M	\$84K	-	\$821K	\$4.06M	\$2.09M	\$1.24M	\$545K	\$849K
Percent Change from Prior Year	35%	5%	2,350%	-58%	-53%	239%	100%	195%	-31%	48%	130%	-3%	86%

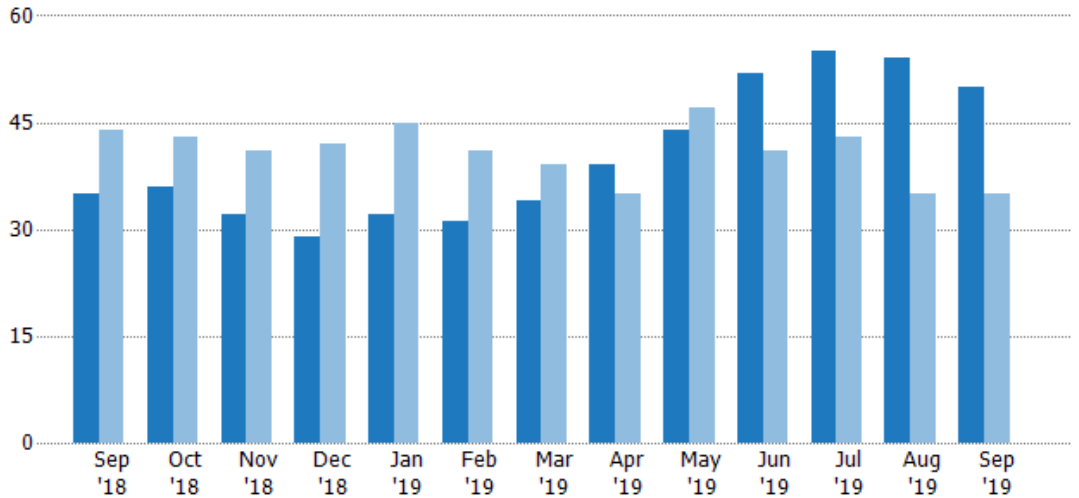
Active Listings

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.
Sep '19	50	42.9%
Sep '18	35	-20.5%
Sep '17	44	-9.1%



Current Year	35	36	32	29	32	31	34	39	44	52	55	54	50
Prior Year	44	43	41	42	45	41	39	35	47	41	43	35	35
Percent Change from Prior Year	-20%	-16%	-22%	-31%	-29%	-24%	-13%	11%	-6%	27%	28%	54%	43%

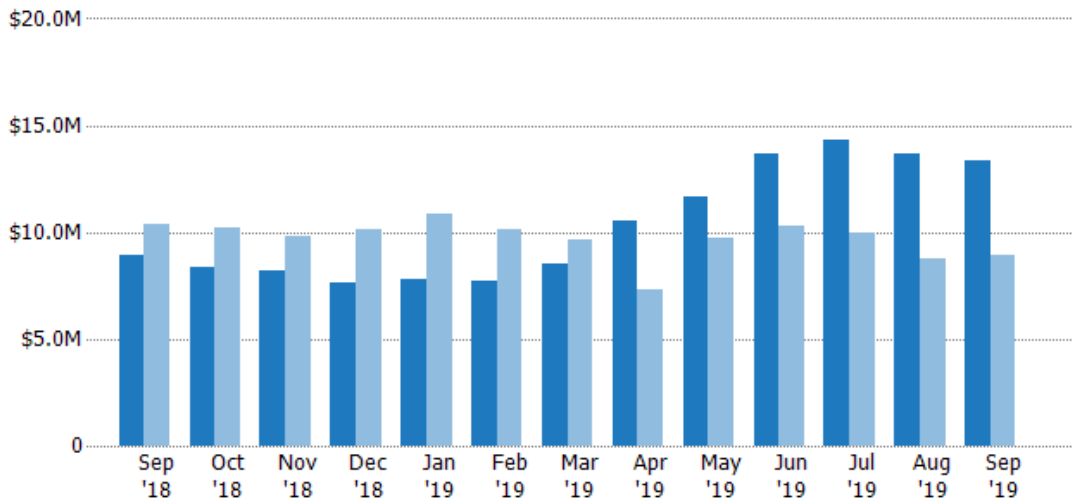
Active Listing Volume

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.
Sep '19	\$13.3M	50.1%
Sep '18	\$8.89M	-14.6%
Sep '17	\$10.4M	-29.9%



Current Year	\$8.89M	\$8.36M	\$8.21M	\$7.63M	\$7.81M	\$7.72M	\$8.52M	\$10.5M	\$11.6M	\$13.7M	\$14.3M	\$13.7M	\$13.3M
Prior Year	\$10.4M	\$10.2M	\$9.77M	\$10.1M	\$10.9M	\$10.1M	\$9.68M	\$7.28M	\$9.75M	\$10.3M	\$10M	\$8.72M	\$8.89M
Percent Change from Prior Year	-15%	-18%	-16%	-25%	-28%	-24%	-12%	44%	19%	33%	43%	57%	50%

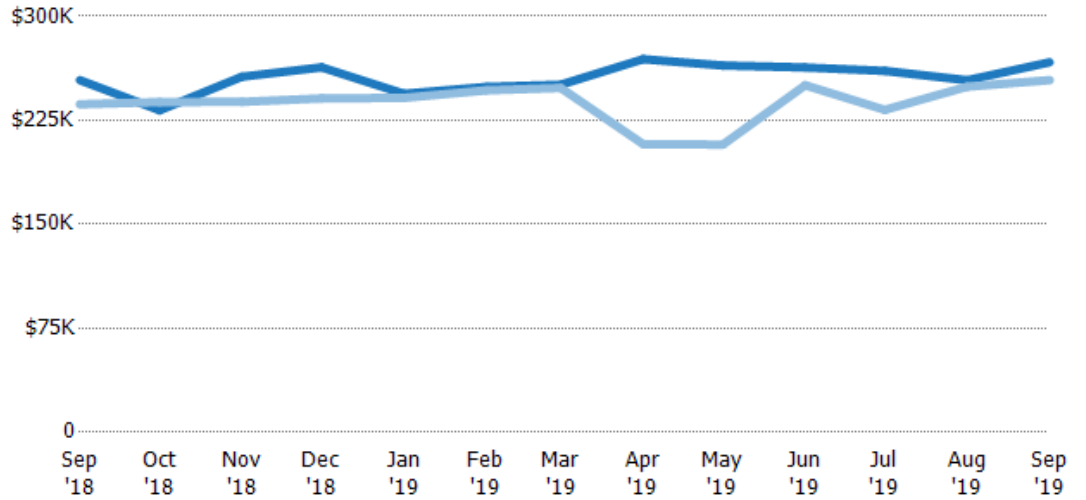
Average Listing Price

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.
Sep '19	\$267K	5.1%
Sep '18	\$254K	7.4%
Sep '17	\$237K	-22.9%



Current Year	\$254K	\$232K	\$256K	\$263K	\$244K	\$249K	\$251K	\$269K	\$265K	\$263K	\$261K	\$254K	\$267K
Prior Year	\$237K	\$238K	\$238K	\$241K	\$241K	\$247K	\$248K	\$208K	\$207K	\$250K	\$232K	\$249K	\$254K
Percent Change from Prior Year	7%	-3%	8%	9%	1%	1%	1%	29%	28%	5%	12%	2%	5%

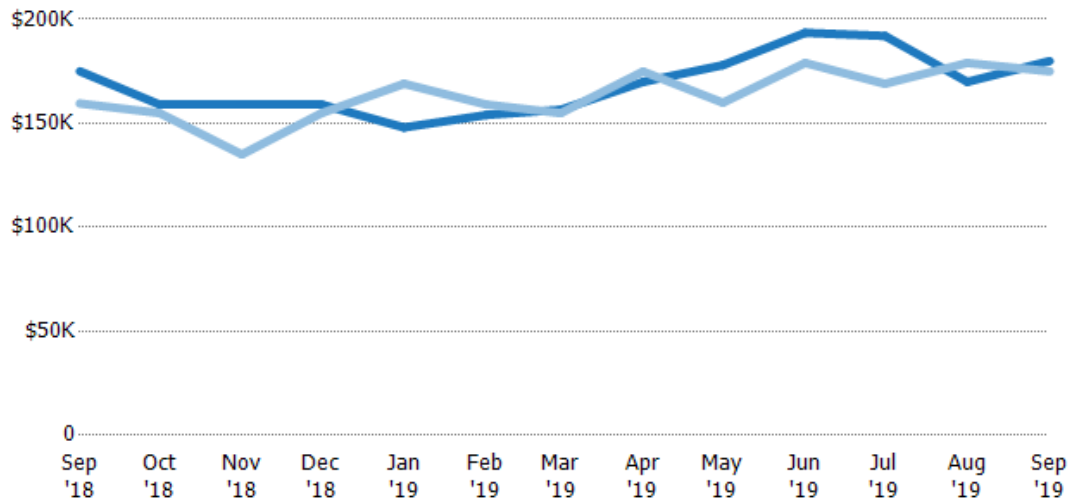
Median Listing Price

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.
Sep '19	\$180K	2.8%
Sep '18	\$175K	9.7%
Sep '17	\$160K	-10.7%



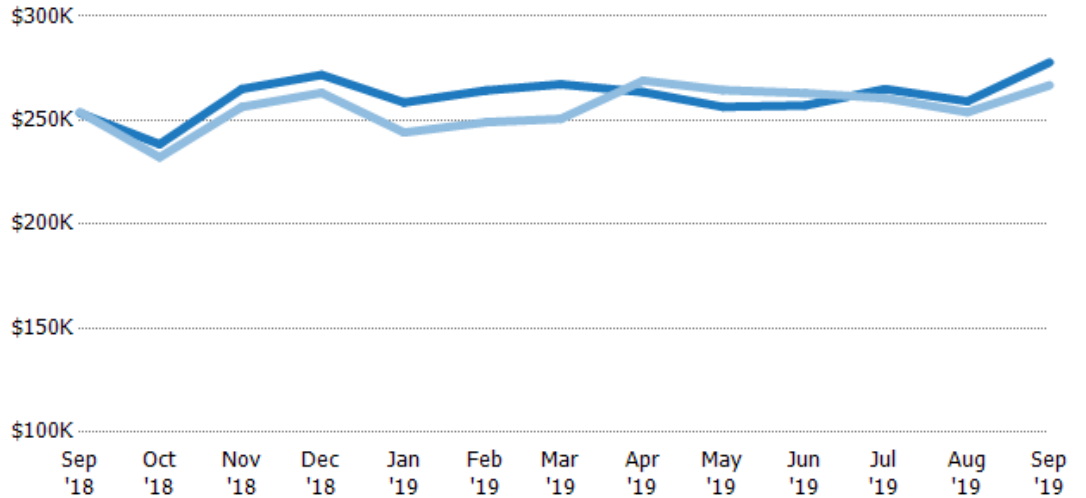
Current Year	\$175K	\$159K	\$159K	\$159K	\$148K	\$154K	\$157K	\$170K	\$178K	\$194K	\$192K	\$170K	\$180K
Prior Year	\$160K	\$155K	\$135K	\$155K	\$169K	\$159K	\$155K	\$175K	\$160K	\$179K	\$169K	\$179K	\$175K
Percent Change from Prior Year	10%	3%	18%	3%	-12%	-3%	1%	-3%	11%	8%	14%	-5%	3%

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



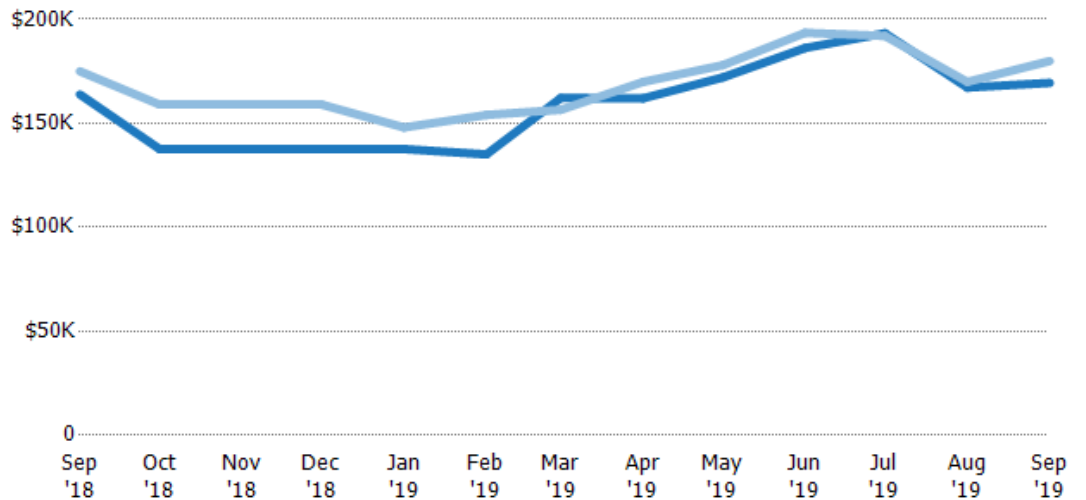
	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19
Avg Est Value	\$253K	\$238K	\$265K	\$272K	\$259K	\$264K	\$267K	\$264K	\$256K	\$257K	\$265K	\$259K	\$278K
Avg Listing Price	\$254K	\$232K	\$256K	\$263K	\$244K	\$249K	\$251K	\$269K	\$265K	\$263K	\$261K	\$254K	\$267K
Avg Listing Price as a % of Avg Est Value	100%	97%	97%	97%	94%	94%	94%	102%	103%	102%	98%	98%	96%

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



	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19
Median Est Value	\$164K	\$138K	\$138K	\$138K	\$138K	\$135K	\$162K	\$162K	\$172K	\$186K	\$193K	\$167K	\$169K
Median Listing Price	\$175K	\$159K	\$159K	\$159K	\$148K	\$154K	\$157K	\$170K	\$178K	\$194K	\$192K	\$170K	\$180K
Med Listing Price as a % of Med Est Value	107%	116%	116%	116%	108%	114%	97%	105%	103%	104%	99%	102%	106%

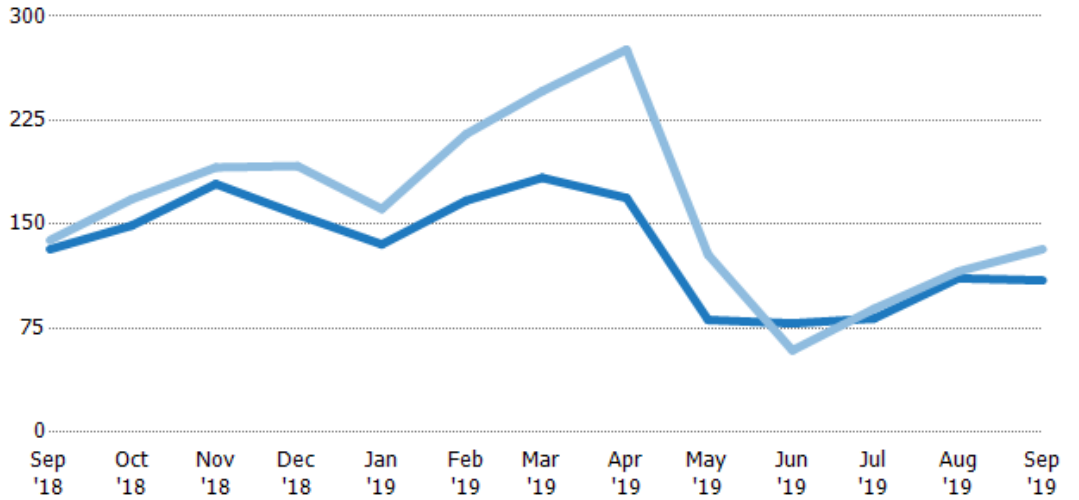
Median Days in RPR

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.
Sep '19	110	-17%
Sep '18	132	-4.7%
Sep '17	139	-2.9%



	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19
Current Year	132	149	179	157	136	167	184	169	81	78.5	82	111	110
Prior Year	139	168	191	192	161	215	246	276	128	59	89	116	132
Percent Change from Prior Year	-5%	-11%	-6%	-18%	-16%	-22%	-25%	-39%	-37%	33%	-8%	-4%	-17%

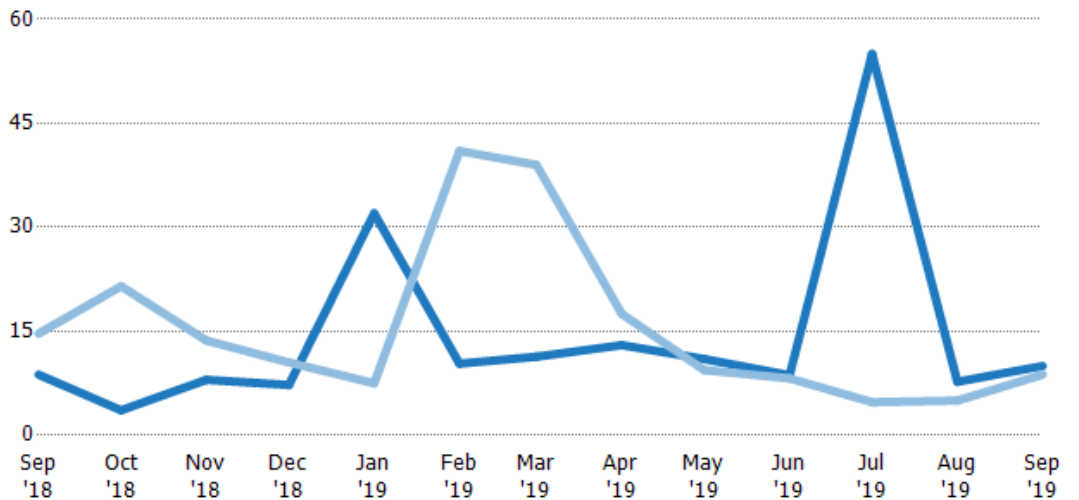
Months of Inventory

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.
Sep '19	10	14.3%
Sep '18	8.75	-40.3%
Sep '17	14.7	36.4%



	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19
Current Year	8.75	3.6	8	7.25	32	10.3	11.3	13	11	8.67	55	7.71	10
Prior Year	14.7	21.5	13.7	10.5	7.5	41	39	17.5	9.4	8.2	4.78	5	8.75
Percent Change from Prior Year	-40%	-83%	-41%	-31%	327%	-75%	-71%	-26%	17%	6%	1,051%	54%	14%

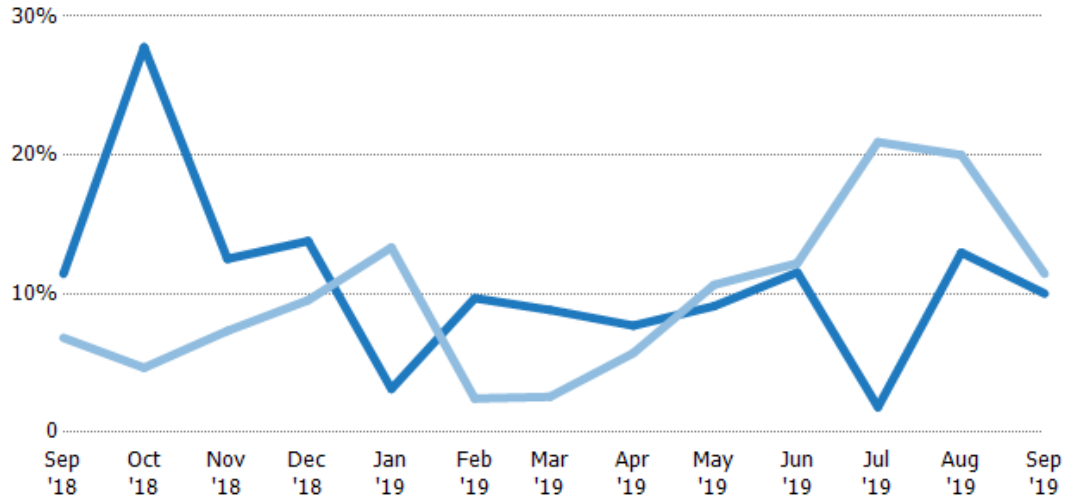
Absorption Rate

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.
Sep '19	10%	1.4%
Sep '18	11%	-4.6%
Sep '17	7%	-26.6%



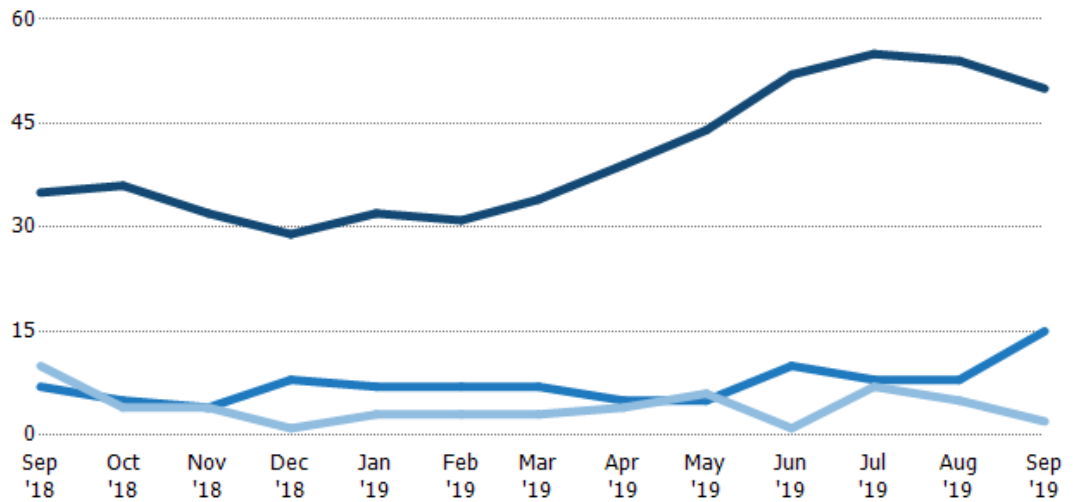
	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19
Current Year	11%	28%	13%	14%	3%	10%	9%	8%	9%	12%	2%	13%	10%
Prior Year	7%	5%	7%	10%	13%	2%	3%	6%	11%	12%	21%	20%	11%
Change from Prior Year	-5%	-23%	-5%	-4%	10%	-7%	-6%	-2%	2%	1%	19%	7%	1%

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



	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19
Active	35	36	32	29	32	31	34	39	44	52	55	54	50
Pending	7	5	4	8	7	7	7	5	5	10	8	8	15
Sold	10	4	4	1	3	3	3	4	6	1	7	5	2

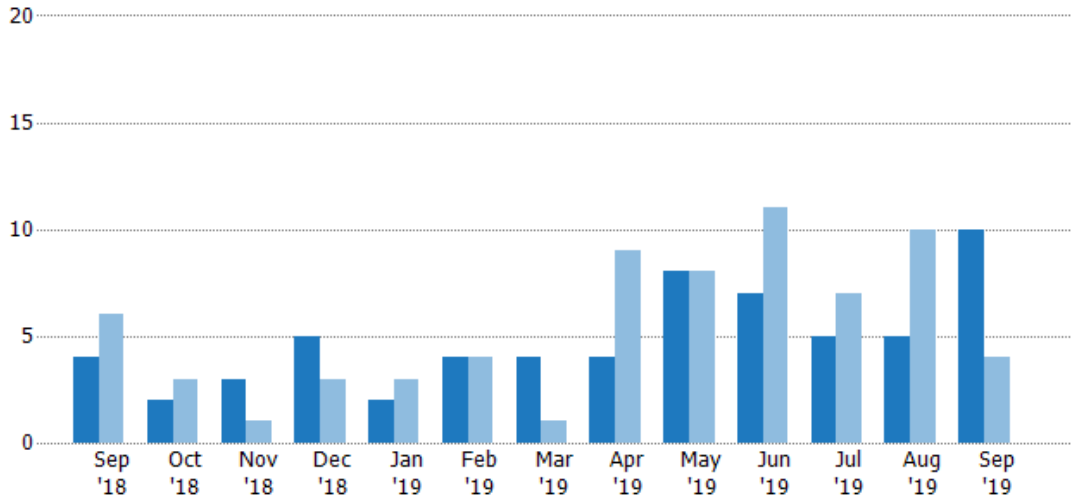
New Pending Sales

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.
Sep '19	10	150%
Sep '18	4	-33.3%
Sep '17	6	-33.3%



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

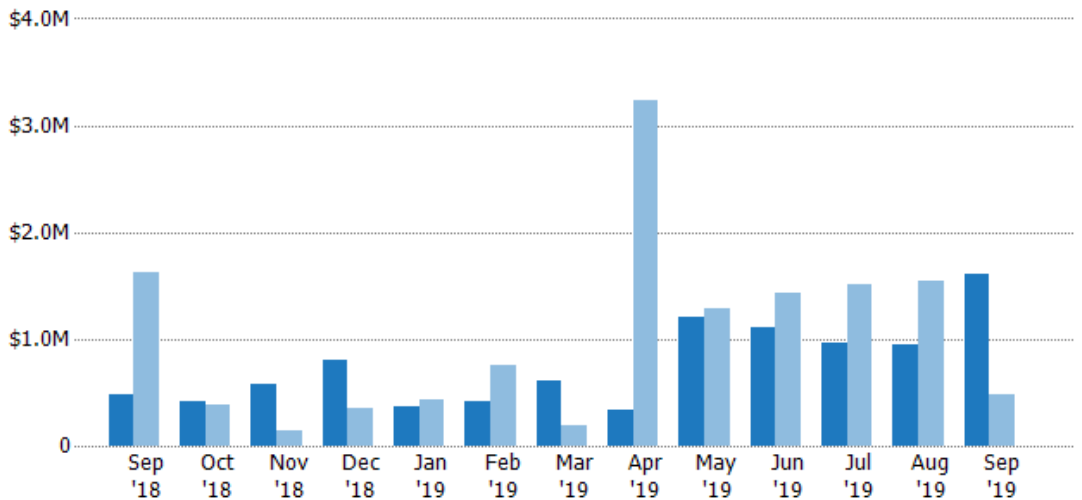
New Pending Sales Volume

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.
Sep '19	\$1.61M	235.8%
Sep '18	\$481K	-70.4%
Sep '17	\$1.62M	-65.5%



	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19
Current Year	\$481K	\$418K	\$585K	\$800K	\$369K	\$415K	\$605K	\$343K	\$1.21M	\$1.11M	\$964K	\$944K	\$1.61M
Prior Year	\$1.62M	\$380K	\$149K	\$349K	\$425K	\$757K	\$193K	\$3.23M	\$1.28M	\$1.44M	\$1.51M	\$1.54M	\$481K
Percent Change from Prior Year	-70%	10%	292%	129%	-13%	-45%	213%	-89%	-6%	-22%	-36%	-39%	236%

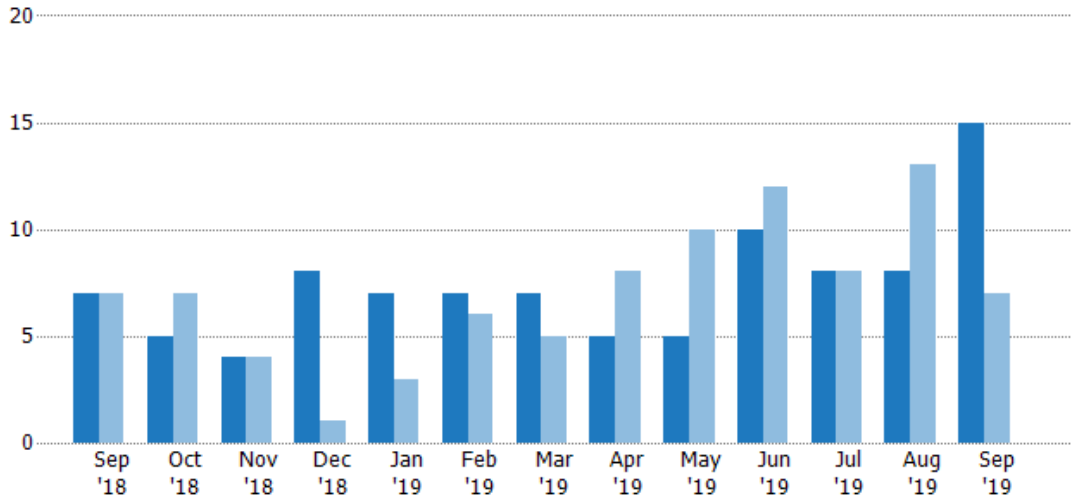
Pending Sales

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.
Sep '19	15	114.3%
Sep '18	7	0%
Sep '17	7	0%



Current Year	7	5	4	8	7	7	7	5	5	10	8	8	15
Prior Year	7	7	4	1	3	6	5	8	10	12	8	13	7
Percent Change from Prior Year	0%	-29%	0%	700%	133%	17%	40%	-38%	-50%	-17%	0%	-38%	114%

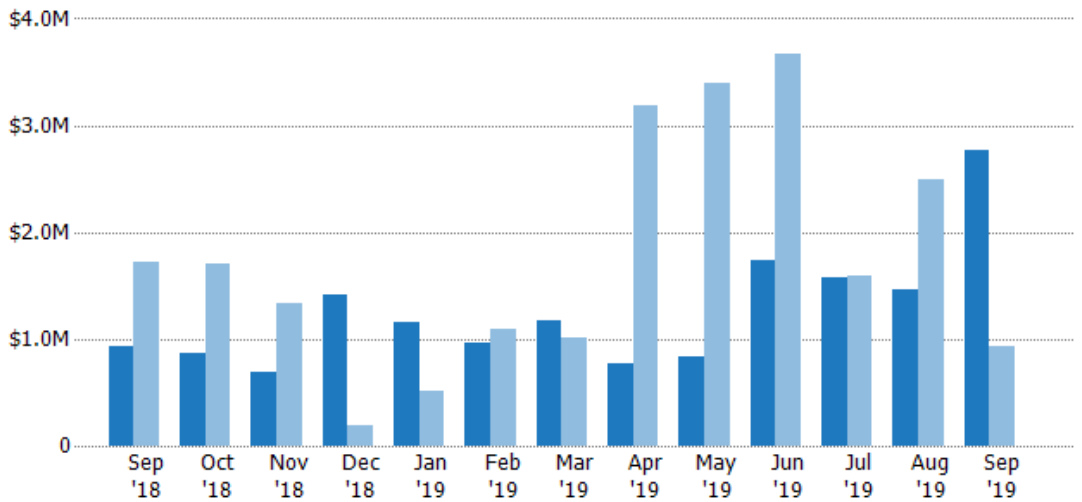
Pending Sales Volume

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.
Sep '19	\$2.77M	194.9%
Sep '18	\$939K	-45.4%
Sep '17	\$1.72M	-37.9%



Current Year	\$939K	\$864K	\$697K	\$1.41M	\$1.16M	\$968K	\$1.17M	\$763K	\$828K	\$1.73M	\$1.58M	\$1.46M	\$2.77M
Prior Year	\$1.72M	\$1.71M	\$1.33M	\$189K	\$519K	\$1.09M	\$1.01M	\$3.19M	\$3.39M	\$3.67M	\$1.59M	\$2.49M	\$939K
Percent Change from Prior Year	-45%	-49%	-48%	645%	124%	-11%	16%	-76%	-76%	-53%	-1%	-41%	195%

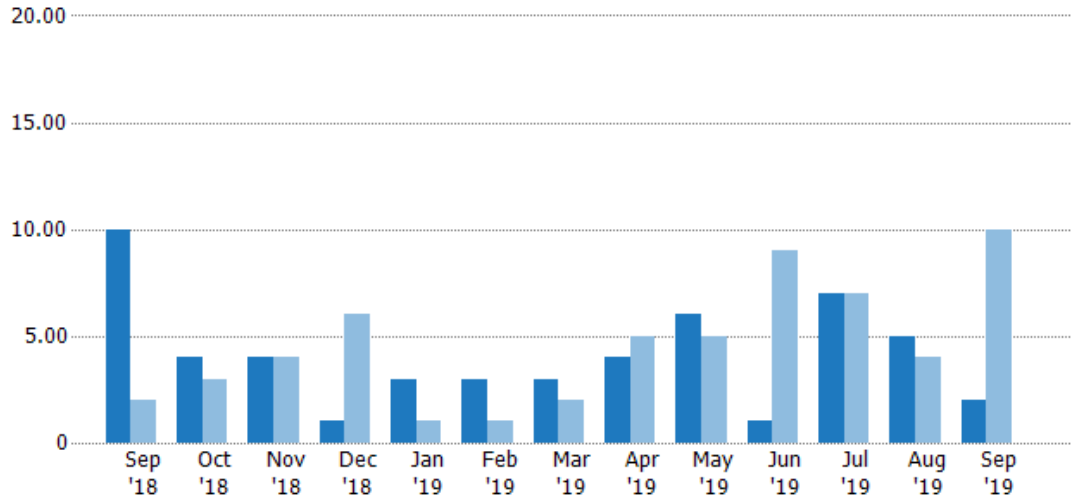
Closed Sales

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.
Sep '19	2	-80%
Sep '18	10	400%
Sep '17	2	200%



Current Year	10	4	4	1	3	3	3	4	6	1	7	5	2
Prior Year	2	3	4	6	1	1	2	5	5	9	7	4	10
Percent Change from Prior Year	400%	33%	0%	-83%	200%	200%	50%	-20%	20%	-89%	0%	25%	-80%

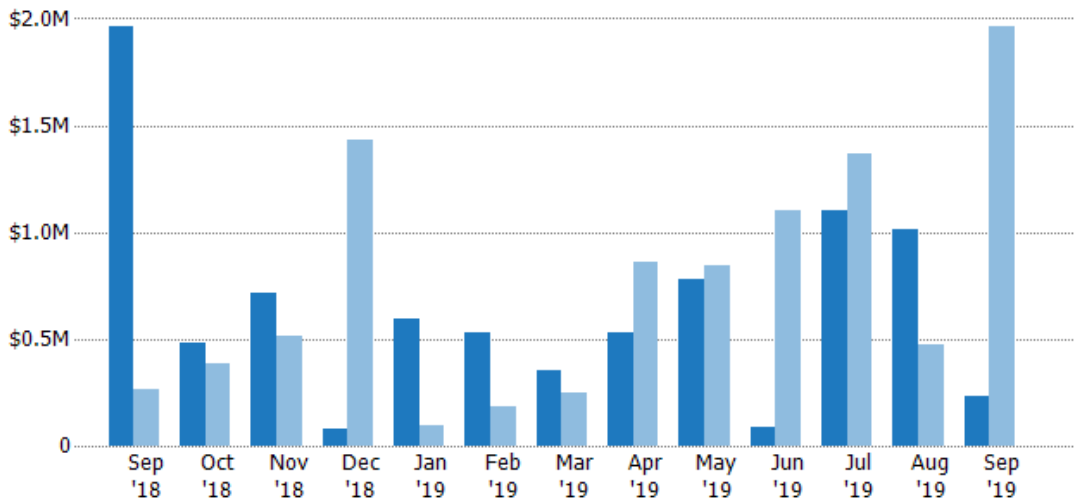
Closed Sales Volume

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.
Sep '19	\$235K	-88%
Sep '18	\$1.96M	643.2%
Sep '17	\$264K	334.3%



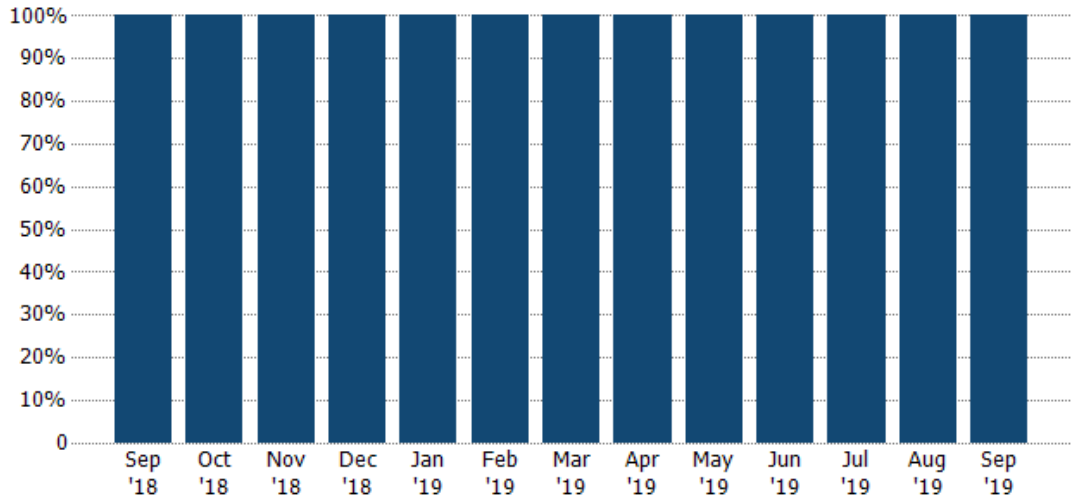
Current Year	\$1.96M	\$483K	\$717K	\$82.5K	\$594K	\$528K	\$352K	\$531K	\$783K	\$90K	\$1.11M	\$1.01M	\$235K
Prior Year	\$264K	\$384K	\$512K	\$1.43M	\$93.5K	\$180K	\$248K	\$860K	\$846K	\$1.1M	\$1.37M	\$477K	\$1.96M
Percent Change from Prior Year	643%	26%	40%	-94%	535%	193%	42%	-38%	-7%	-92%	-19%	112%	-88%

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

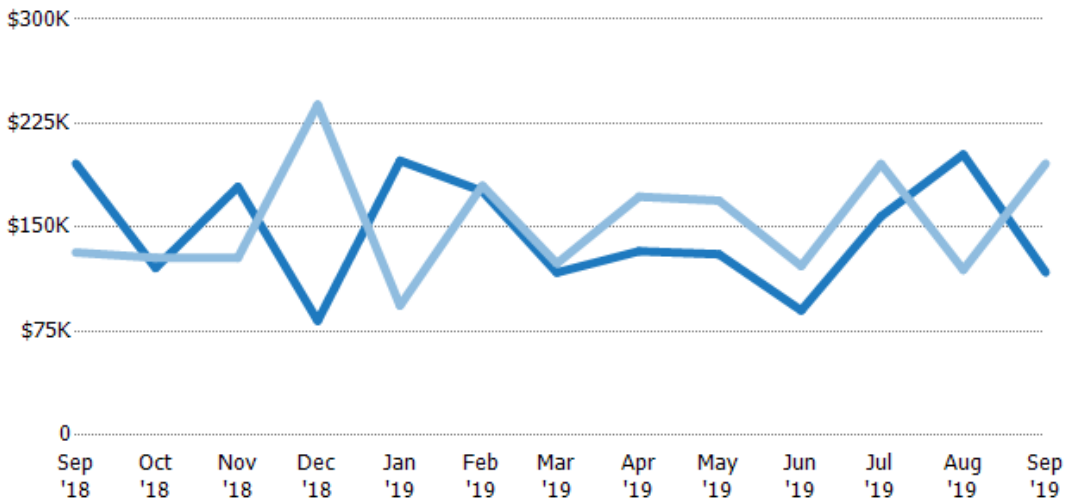
100% 100% 100% 100% 100% 100% 100% 100% 100% 100% 100% 100% 100%

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

\$196K	\$121K	\$179K	\$82.5K	\$198K	\$176K	\$117K	\$133K	\$131K	\$90K	\$158K	\$203K	\$118K
\$132K	\$128K	\$128K	\$238K	\$93.5K	\$180K	\$124K	\$172K	\$169K	\$122K	\$196K	\$119K	\$196K
49%	-6%	40%	-65%	112%	-2%	-5%	-23%	-23%	-26%	-19%	70%	-40%

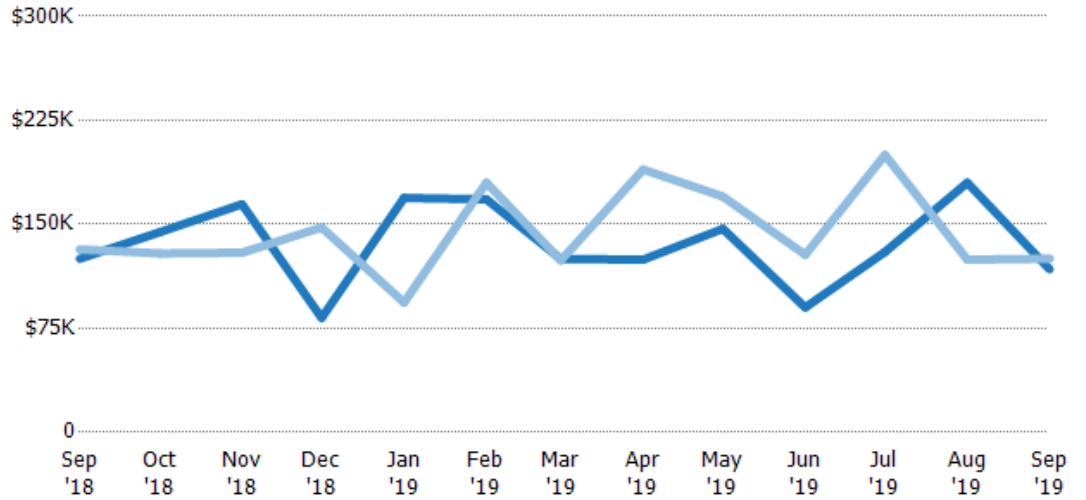
Median Sales Price

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.
Sep '19	\$118K	-6.2%
Sep '18	\$125K	-5%
Sep '17	\$132K	53.6%



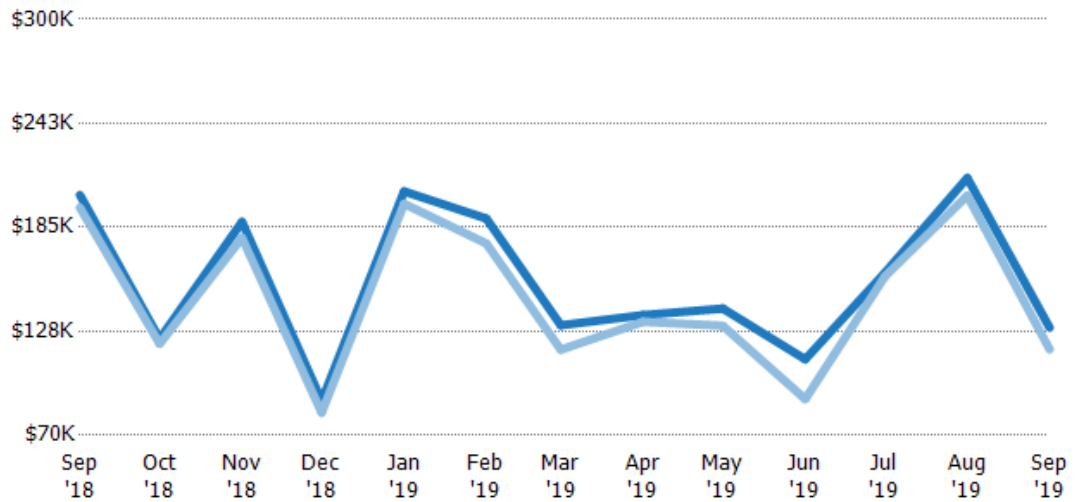
	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19
Current Year	\$125K	\$144K	\$164K	\$82.5K	\$169K	\$168K	\$125K	\$125K	\$147K	\$90K	\$130K	\$180K	\$118K
Prior Year	\$132K	\$129K	\$130K	\$148K	\$93.5K	\$180K	\$124K	\$190K	\$170K	\$128K	\$200K	\$125K	\$125K
Percent Change from Prior Year	-5%	12%	27%	-44%	81%	-7%	1%	-34%	-14%	-30%	-35%	45%	-6%

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



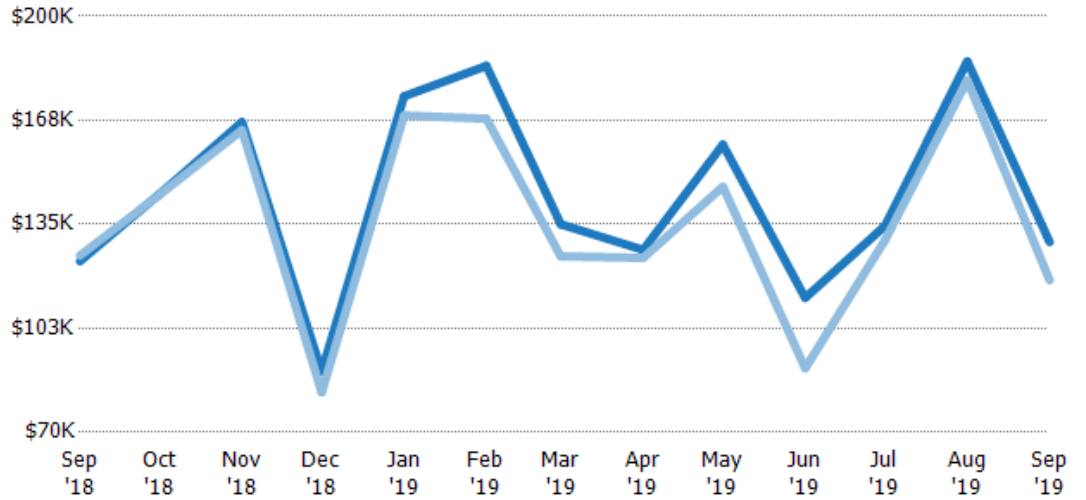
	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19
Avg List Price	\$203K	\$123K	\$188K	\$89K	\$205K	\$190K	\$131K	\$136K	\$140K	\$112K	\$160K	\$212K	\$129K
Avg Sales Price	\$196K	\$121K	\$179K	\$82.5K	\$198K	\$176K	\$117K	\$133K	\$131K	\$90K	\$158K	\$203K	\$118K
Avg Sales Price as a % of Avg List Price	97%	98%	95%	93%	97%	93%	90%	97%	93%	80%	99%	95%	91%

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



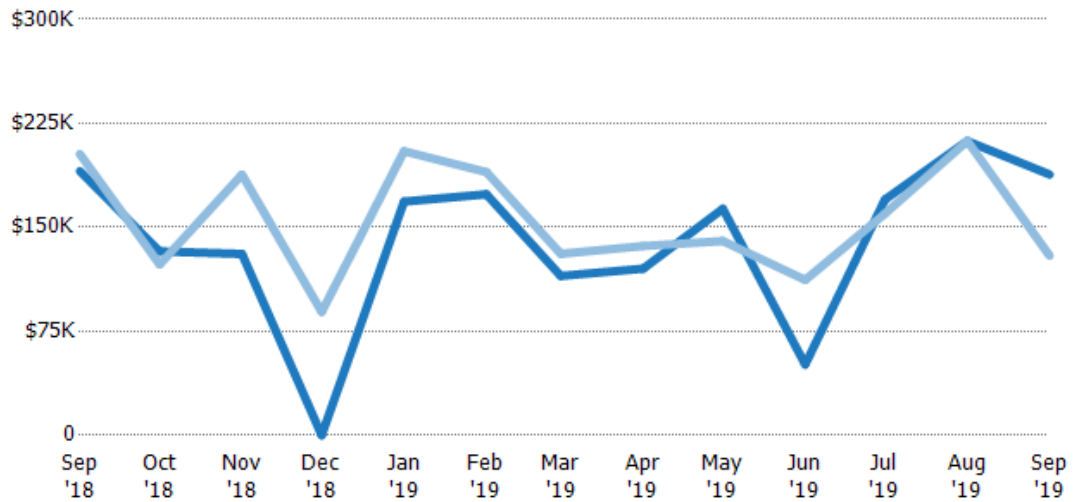
	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19
Median List Price	\$123K	\$144K	\$167K	\$89K	\$175K	\$185K	\$135K	\$127K	\$160K	\$112K	\$135K	\$186K	\$129K
Median Sales Price	\$125K	\$144K	\$164K	\$82.5K	\$169K	\$168K	\$125K	\$125K	\$147K	\$90K	\$130K	\$180K	\$118K
Med Sales Price as a % of Med List Price	101%	100%	99%	93%	97%	91%	93%	98%	92%	80%	97%	97%	91%

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



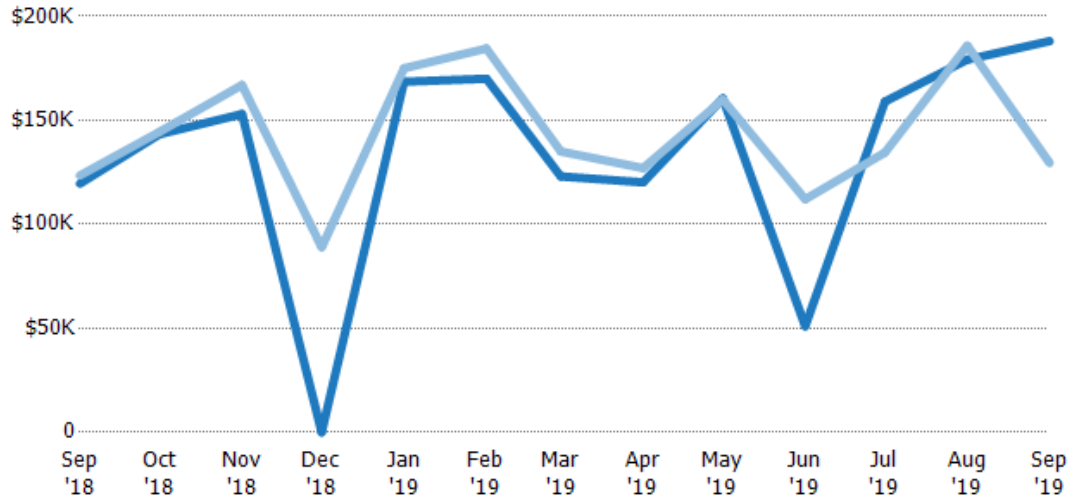
	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19
Avg Est Value	\$191K	\$133K	\$131K	\$0	\$169K	\$174K	\$115K	\$120K	\$163K	\$51K	\$170K	\$212K	\$188K
Avg Sales Price	\$203K	\$123K	\$188K	\$89K	\$205K	\$190K	\$131K	\$136K	\$140K	\$112K	\$160K	\$212K	\$129K
Avg Sales Price as a % of Avg Est Value	106%	93%	144%	100%	122%	109%	114%	114%	86%	220%	94%	100%	69%

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	\$120K	\$143K	\$153K	\$0	\$169K	\$170K	\$123K	\$120K	\$161K	\$51K	\$159K	\$179K	\$188K
Median Sales Price	\$123K	\$144K	\$167K	\$89K	\$175K	\$185K	\$135K	\$127K	\$160K	\$112K	\$135K	\$186K	\$129K
Med Sales Price as a % of Med Est Value	103%	101%	109%	100%	104%	109%	110%	106%	100%	220%	85%	104%	69%