

Summary of Key Listing and Sales Metrics

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

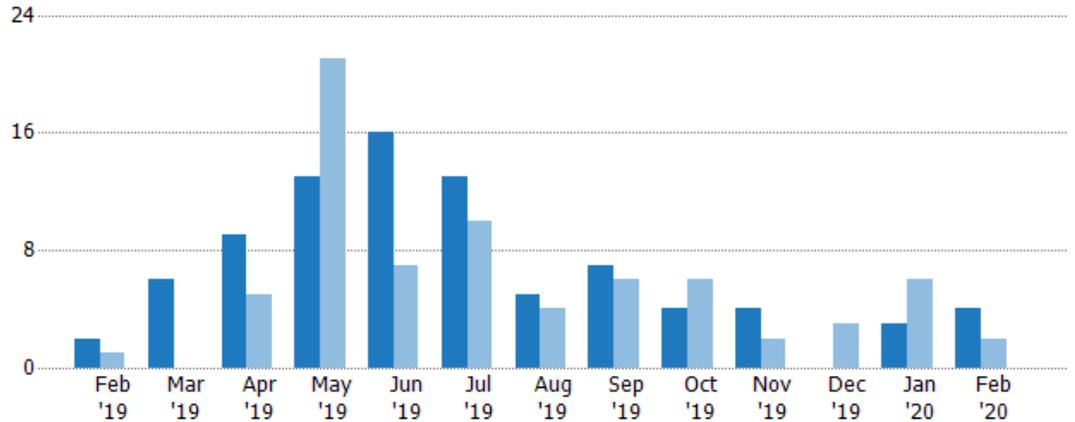
Key Metrics	Feb 2020	Feb 2019	+ / -	YTD 2020	YTD 2019	+ / -
Listing Activity Charts Metrics						
New Listing Count	4	2	+100%	7	8	-12.5%
New Listing Volume	\$1,277,500	\$278,900	+358%	\$1,640,400	\$837,600	+95.8%
Active Listing Count	27	32	-15.6%	N/A	N/A	
Active Listing Volume	\$7,987,508	\$8,193,499	-2.5%	N/A	N/A	
Average Listing Price	\$295,834	\$256,047	+15.5%	\$284,244	\$253,594	+12.1%
Median Listing Price	\$219,000	\$152,000	+44.1%	\$212,921	\$150,985	+41%
Median Days in RPR	229	163.5	+40.1%	225	147.75	+52.3%
Months of Inventory	6.8	10.7	-36.7%	9.5	32.5	-70.8%
Absorption Rate	14.81%	9.38%	+5.4%	10.53%	3.08%	+7.4%
Sales Activity Charts Metrics						
New Pending Sales Count	3	4	-25%	11	6	+83.3%
New Pending Sales Volume	\$400,500	\$414,500	-3.4%	\$1,816,555	\$783,400	+131.9%
Pending Sales Count	9	7	+28.6%	N/A	N/A	
Pending Sales Volume	\$1,852,255	\$968,400	+91.3%	N/A	N/A	
Closed Sales Count	4	3	+33.3%	8	6	+33.3%
Closed Sales Volume	\$1,333,900	\$528,000	+152.6%	\$2,059,900	\$1,122,000	+83.6%
Average Sales Price	\$333,475	\$176,000	+89.5%	\$257,488	\$187,000	+37.7%
Median Sales Price	\$132,450	\$168,000	-21.2%	\$145,350	\$168,500	-13.7%

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



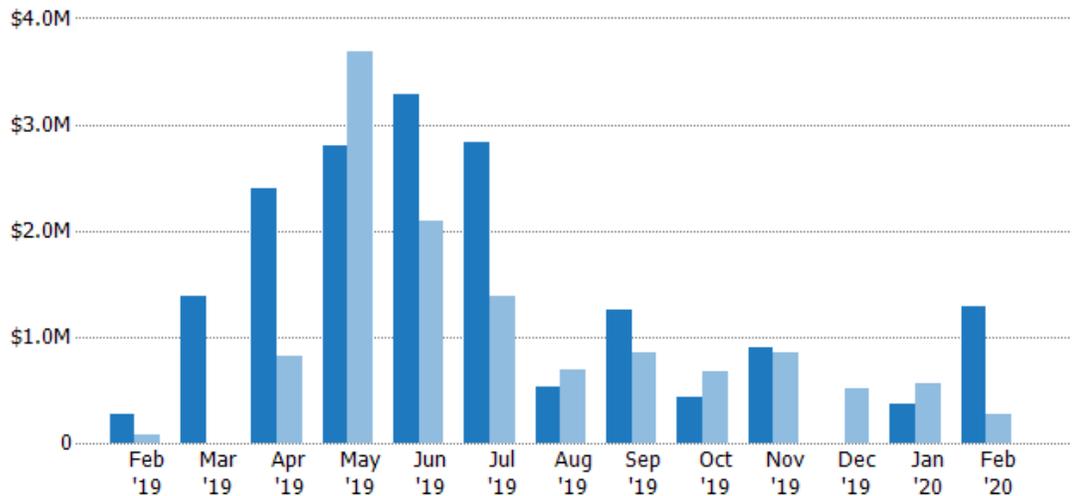
Current Year	2	6	9	13	16	13	5	7	4	4	-	3	4
Prior Year	1	-	5	21	7	10	4	6	6	2	3	6	2
Percent Change from Prior Year	100%	100%	80%	-38%	129%	30%	25%	17%	-33%	100%	-100%	-50%	100%

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	\$279K	\$1.39M	\$2.39M	\$2.79M	\$3.28M	\$2.83M	\$529K	\$1.25M	\$437K	\$902K	-	\$363K	\$1.28M
Prior Year	\$84K	-	\$821K	\$3.69M	\$2.09M	\$1.39M	\$695K	\$844K	\$668K	\$855K	\$516K	\$559K	\$279K
Percent Change from Prior Year	232%	100%	191%	-24%	57%	104%	-24%	48%	-35%	6%	-100%	-35%	358%

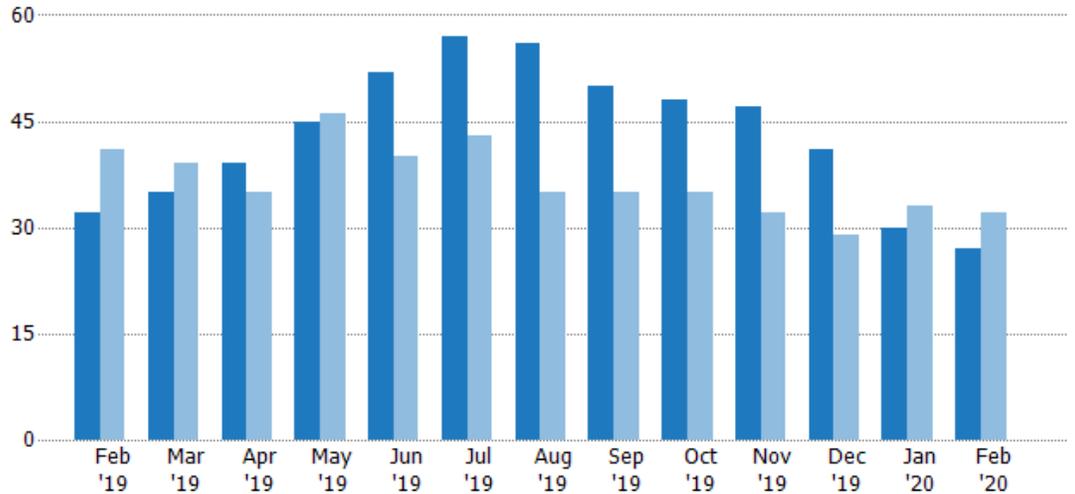
Active Listings

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.
Feb '20	27	-15.6%
Feb '19	32	-22%
Feb '18	41	-12.2%



	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20
Current Year	32	35	39	45	52	57	56	50	48	47	41	30	27
Prior Year	41	39	35	46	40	43	35	35	35	32	29	33	32
Percent Change from Prior Year	-22%	-10%	11%	-2%	30%	33%	60%	43%	37%	47%	41%	-9%	-16%

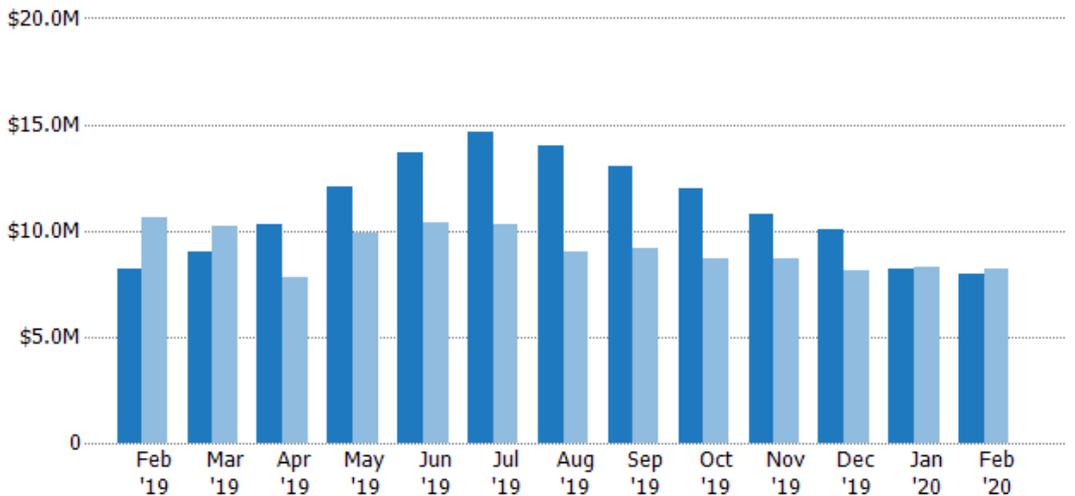
Active Listing Volume

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.
Feb '20	\$7.99M	-2.5%
Feb '19	\$8.19M	-22.7%
Feb '18	\$10.6M	-43.9%



	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20
Current Year	\$8.19M	\$8.98M	\$10.3M	\$12M	\$13.7M	\$14.6M	\$14M	\$13.1M	\$12M	\$10.7M	\$10M	\$8.21M	\$7.99M
Prior Year	\$10.6M	\$10.2M	\$7.77M	\$9.87M	\$10.4M	\$10.3M	\$9.02M	\$9.18M	\$8.68M	\$8.67M	\$8.1M	\$8.29M	\$8.19M
Percent Change from Prior Year	-23%	-12%	32%	22%	32%	42%	55%	42%	38%	24%	24%	-1%	-3%

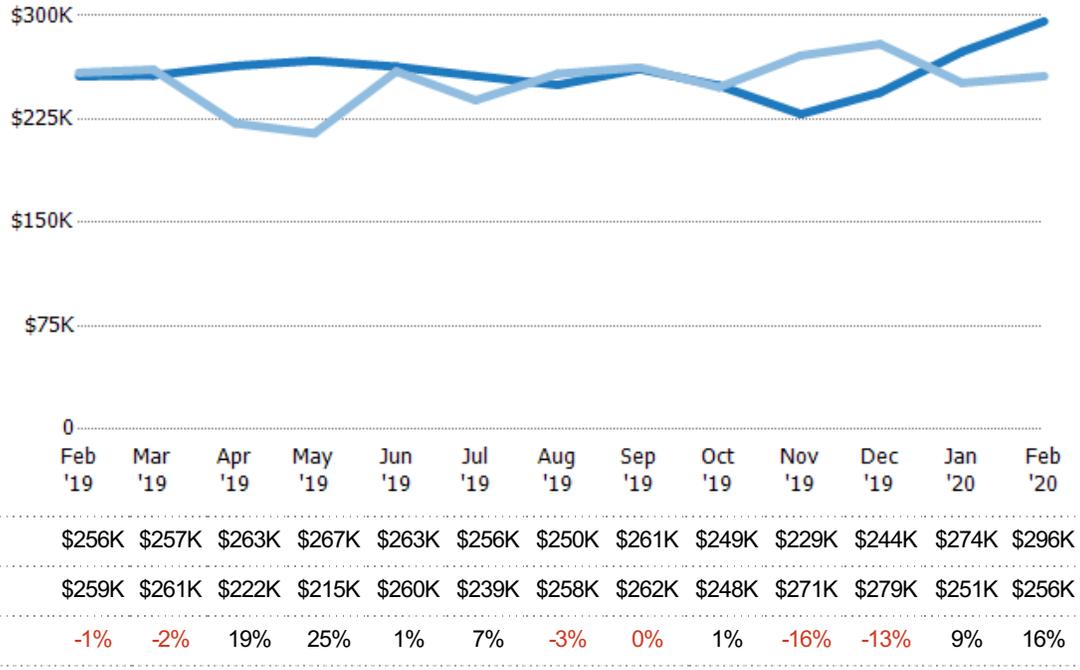
Average Listing Price

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.
Feb '20	\$296K	15.5%
Feb '19	\$256K	-1%
Feb '18	\$259K	-36.1%



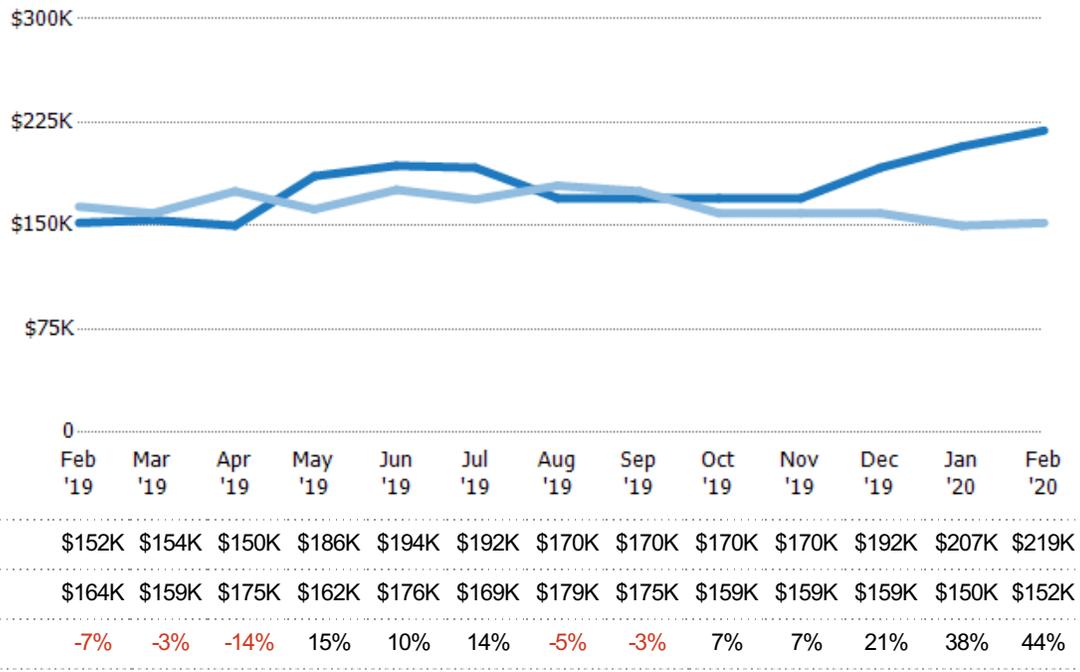
Median Listing Price

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.
Feb '20	\$219K	44.1%
Feb '19	\$152K	-7.2%
Feb '18	\$164K	-10.9%

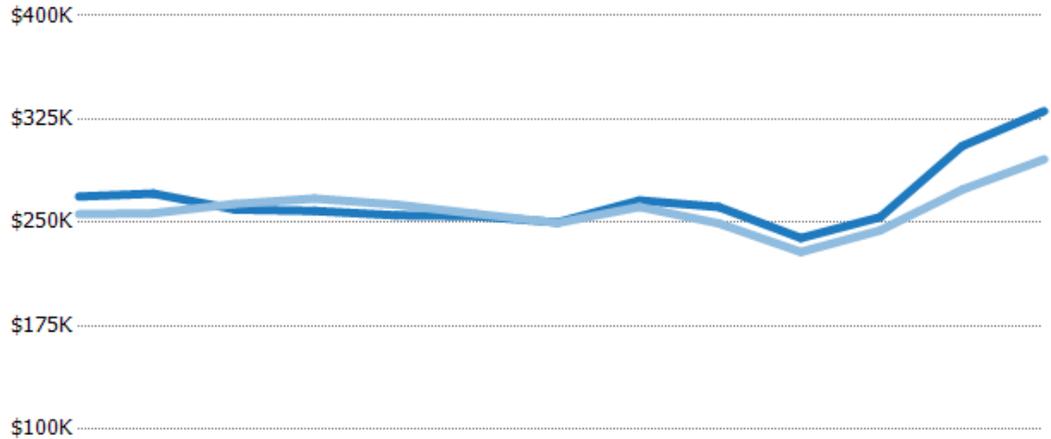


Average Listing Price vs Average Est Value

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



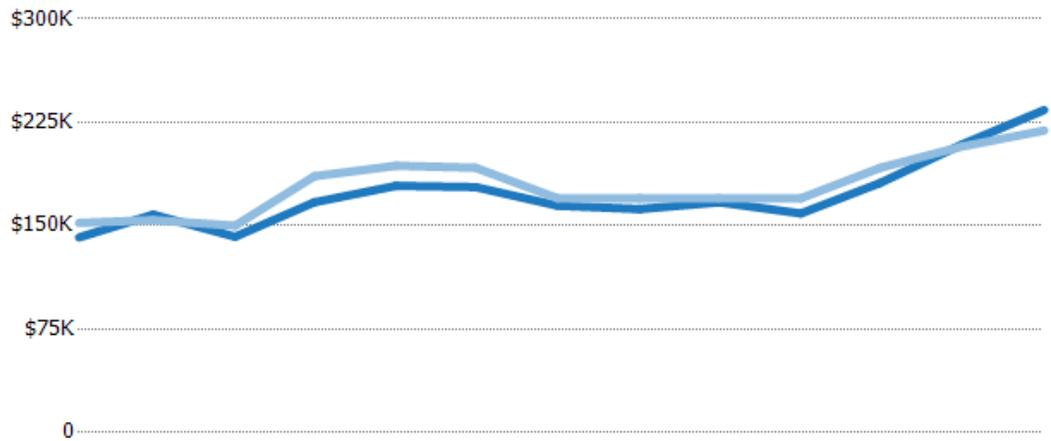
	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20
Avg Est Value	\$269K	\$271K	\$259K	\$258K	\$255K	\$255K	\$250K	\$266K	\$261K	\$239K	\$254K	\$305K	\$331K
Avg Listing Price	\$256K	\$257K	\$263K	\$267K	\$263K	\$256K	\$250K	\$261K	\$249K	\$229K	\$244K	\$274K	\$296K
Avg Listing Price as a % of Avg Est Value	95%	95%	102%	103%	103%	101%	100%	98%	95%	96%	96%	90%	89%

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



	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20
Median Est Value	\$142K	\$158K	\$142K	\$167K	\$179K	\$178K	\$165K	\$162K	\$167K	\$159K	\$181K	\$209K	\$234K
Median Listing Price	\$152K	\$154K	\$150K	\$186K	\$194K	\$192K	\$170K	\$170K	\$170K	\$170K	\$192K	\$207K	\$219K
Med Listing Price as a % of Med Est Value	107%	97%	106%	111%	108%	108%	103%	105%	102%	107%	106%	99%	94%

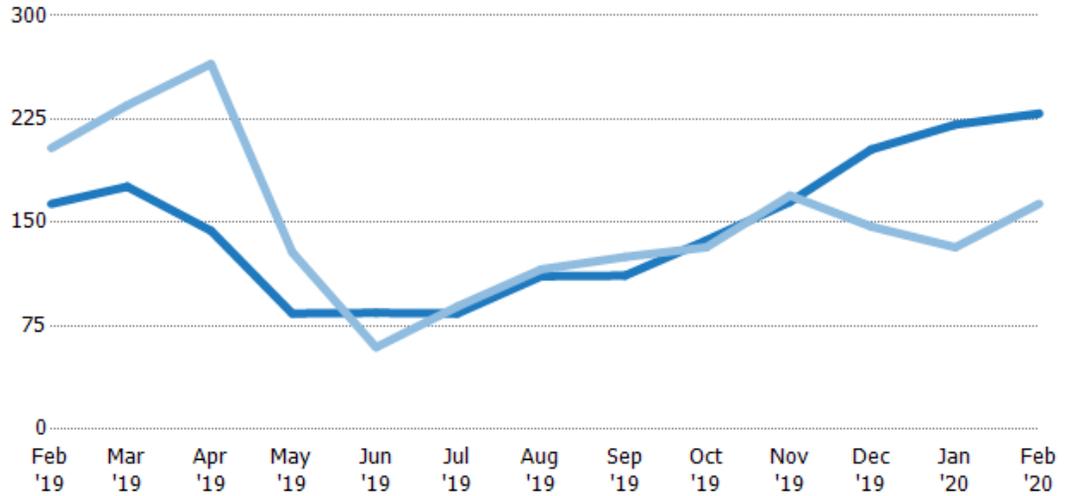
Median Days in RPR

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.
Feb '20	229	40.1%
Feb '19	164	-19.9%
Feb '18	204	-20.3%



	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20
Current Year	164	176	144	84	84.5	84	111	112	137	165	203	221	229
Prior Year	204	235	265	129	59.5	89	116	125	132	170	147	132	164
Percent Change from Prior Year	-20%	-25%	-46%	-35%	42%	-6%	-4%	-11%	4%	-3%	38%	67%	40%

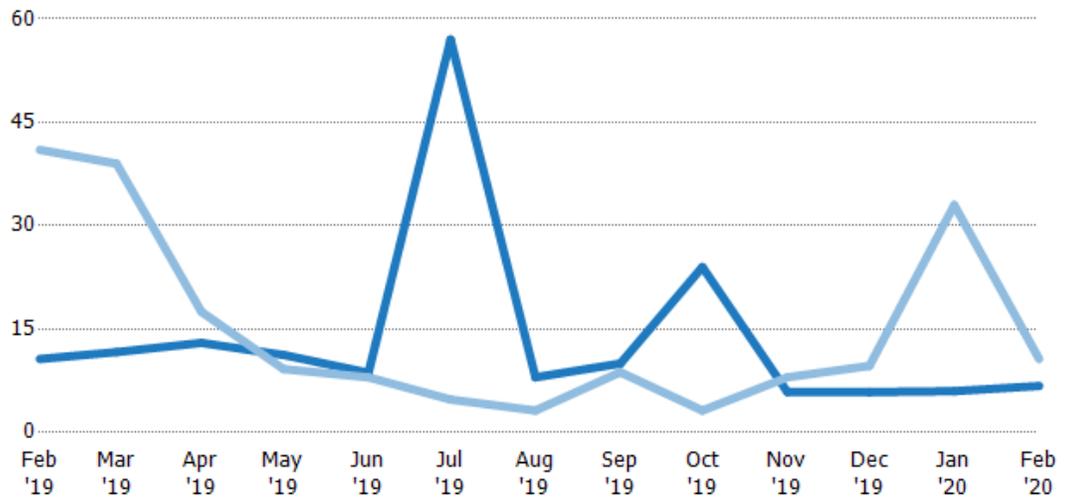
Months of Inventory

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.
Feb '20	6.75	-36.7%
Feb '19	10.7	-74%
Feb '18	41	-82.4%



	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20
Current Year	10.7	11.7	13	11.3	8.67	57	8	10	24	5.88	5.86	6	6.75
Prior Year	41	39	17.5	9.2	8	4.78	3.18	8.75	3.18	8	9.67	33	10.7
Percent Change from Prior Year	-74%	-70%	-26%	22%	8%	1,093%	151%	14%	654%	-27%	-39%	-82%	-37%

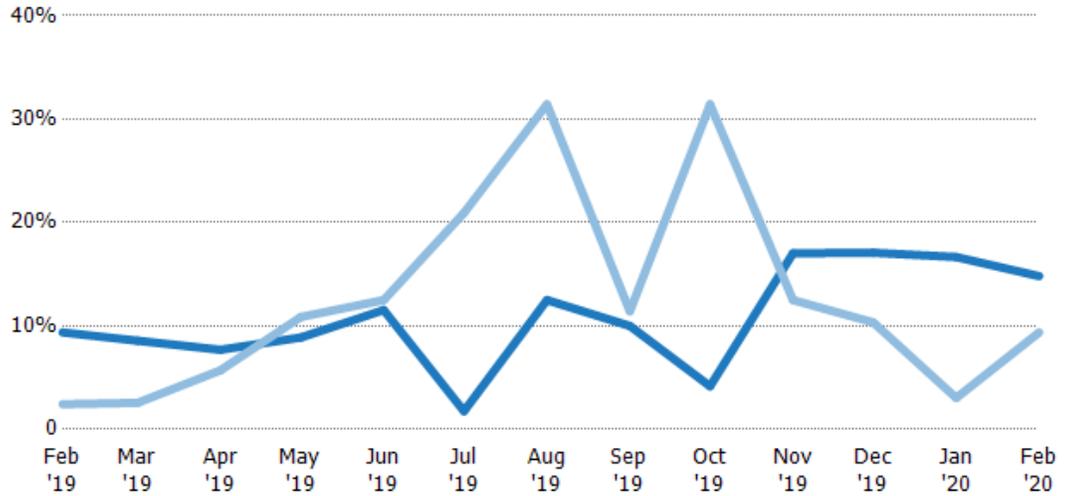
Absorption Rate

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.
Feb '20	15%	-5.4%
Feb '19	9%	-6.9%
Feb '18	2%	471.2%



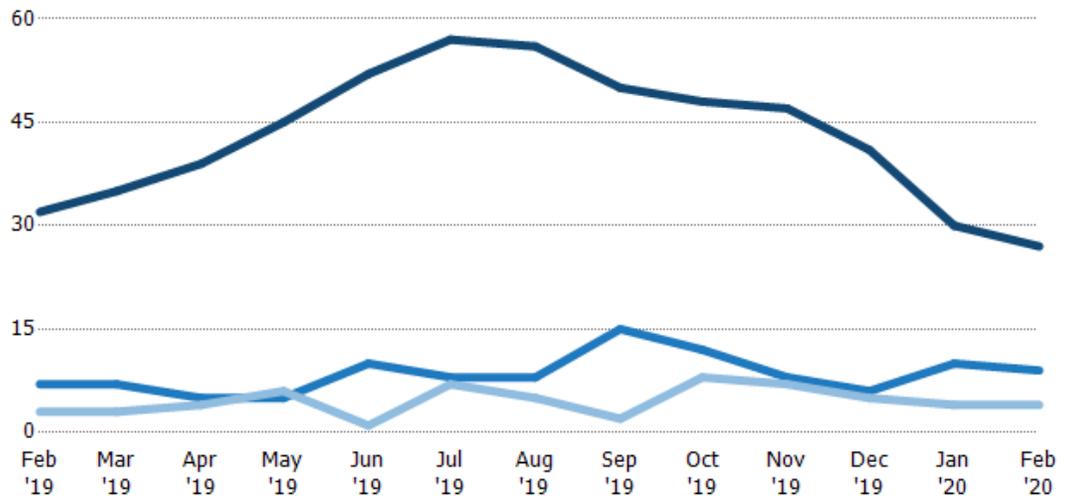
Current Year	9%	9%	8%	9%	12%	2%	13%	10%	4%	17%	17%	17%	15%
Prior Year	2%	3%	6%	11%	13%	21%	31%	11%	31%	13%	10%	3%	9%
Change from Prior Year	-7%	-6%	-2%	2%	1%	19%	19%	1%	27%	-5%	-7%	-14%	-5%

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	32	35	39	45	52	57	56	50	48	47	41	30	27
Pending	7	7	5	5	10	8	8	15	12	8	6	10	9
Sold	3	3	4	6	1	7	5	2	8	7	5	4	4

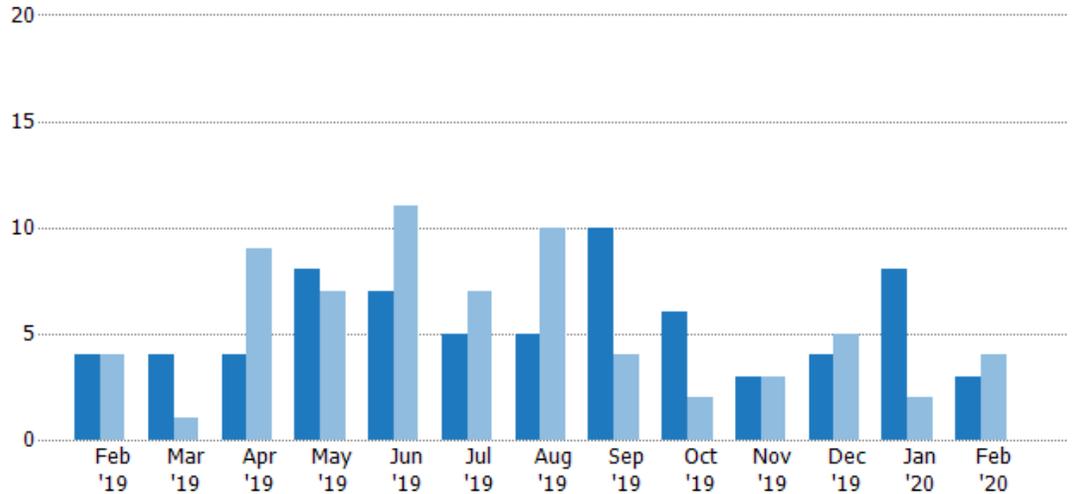
New Pending Sales

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.
Feb '20	3	-25%
Feb '19	4	0%
Feb '18	4	-25%



	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20
Current Year	4	4	4	8	7	5	5	10	6	3	4	8	3
Prior Year	4	1	9	7	11	7	10	4	2	3	5	2	4
Percent Change from Prior Year	0%	300%	-56%	14%	-36%	-29%	-50%	150%	200%	0%	-20%	300%	-25%

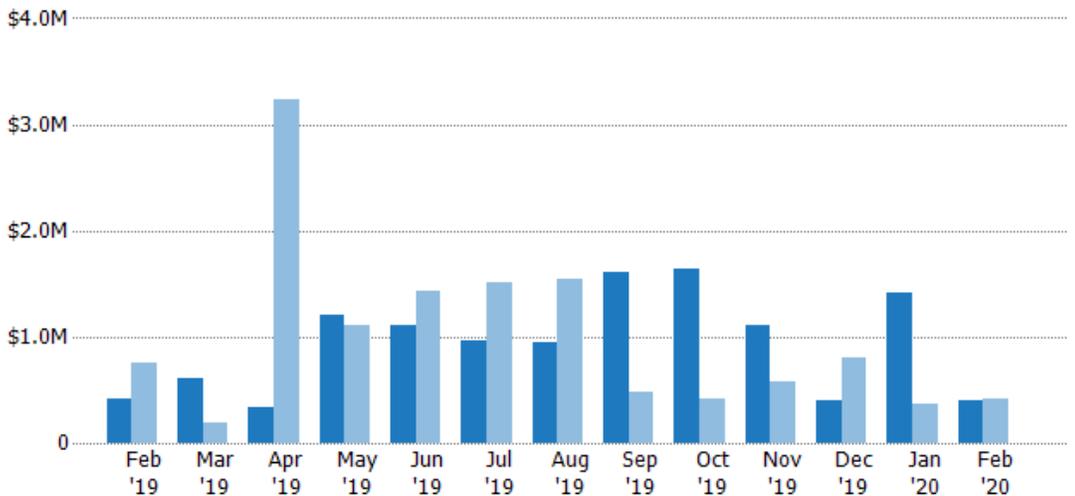
New Pending Sales Volume

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.
Feb '20	\$401K	-3.4%
Feb '19	\$415K	-45.2%
Feb '18	\$757K	-60.7%



	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20
Current Year	\$415K	\$605K	\$343K	\$1.21M	\$1.11M	\$964K	\$944K	\$1.61M	\$1.64M	\$1.11M	\$397K	\$1.42M	\$401K
Prior Year	\$757K	\$193K	\$3.23M	\$1.11M	\$1.44M	\$1.51M	\$1.54M	\$481K	\$418K	\$585K	\$800K	\$369K	\$415K
Percent Change from Prior Year	-45%	213%	-89%	9%	-22%	-36%	-39%	236%	292%	91%	-50%	284%	-3%

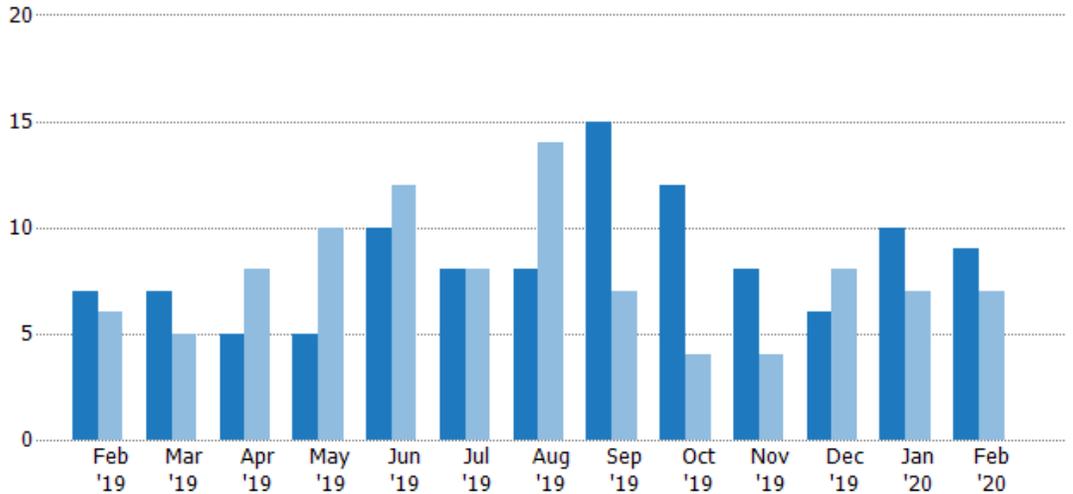
Pending Sales

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.
Feb '20	9	28.6%
Feb '19	7	16.7%
Feb '18	6	0%



	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20
Current Year	7	7	5	5	10	8	8	15	12	8	6	10	9
Prior Year	6	5	8	10	12	8	14	7	4	4	8	7	7
Percent Change from Prior Year	17%	40%	-38%	-50%	-17%	0%	-43%	114%	200%	100%	-25%	43%	29%

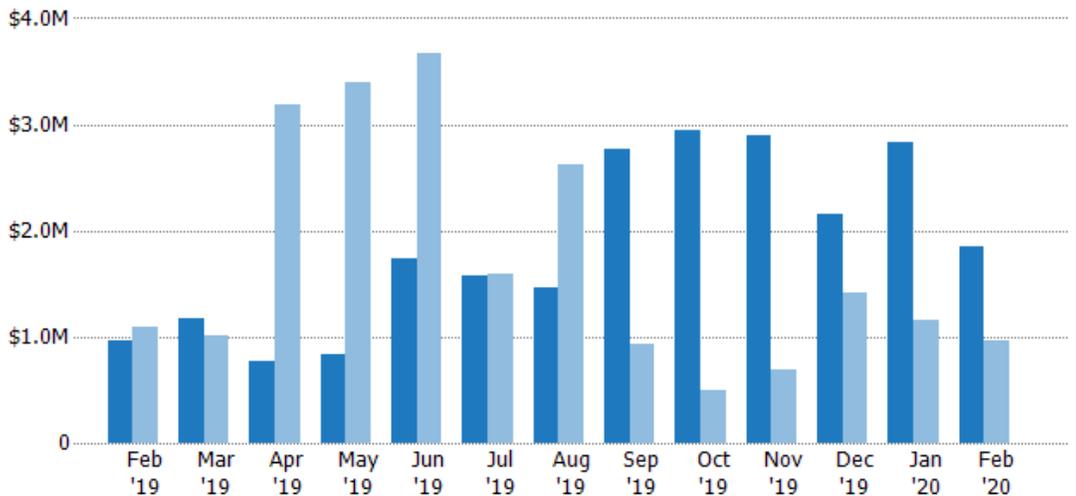
Pending Sales Volume

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.
Feb '20	\$1.85M	91.3%
Feb '19	\$968K	-10.9%
Feb '18	\$1.09M	-20.7%



	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20
Current Year	\$968K	\$1.17M	\$763K	\$828K	\$1.73M	\$1.58M	\$1.46M	\$2.77M	\$2.95M	\$2.89M	\$2.16M	\$2.83M	\$1.85M
Prior Year	\$1.09M	\$1.01M	\$3.19M	\$3.39M	\$3.67M	\$1.59M	\$2.63M	\$939K	\$495K	\$697K	\$1.41M	\$1.16M	\$968K
Percent Change from Prior Year	-11%	16%	-76%	-76%	-53%	-1%	-45%	195%	496%	315%	53%	143%	91%

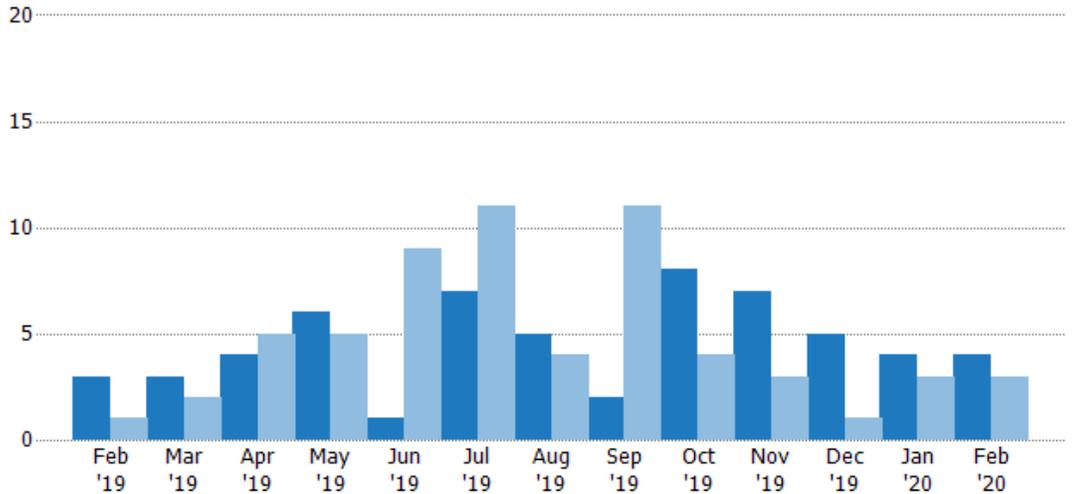
Closed Sales

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.
Feb '20	4	33.3%
Feb '19	3	200%
Feb '18	1	



Current Year	3	3	4	6	1	7	5	2	8	7	5	4	4
Prior Year	1	2	5	5	9	11	4	11	4	3	1	3	3
Percent Change from Prior Year	200%	50%	-20%	20%	-89%	-36%	25%	-82%	100%	133%	400%	33%	33%

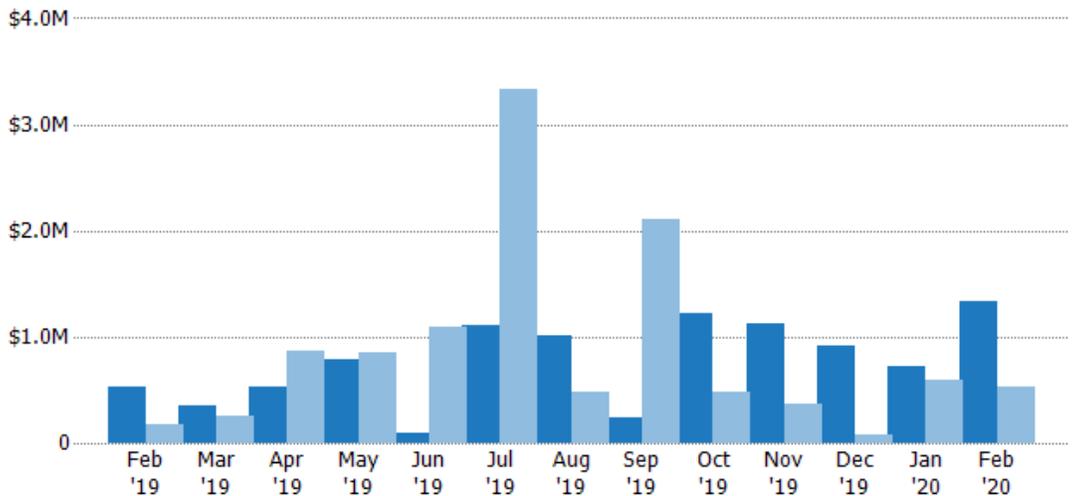
Closed Sales Volume

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.
Feb '20	\$1.33M	152.6%
Feb '19	\$528K	193.3%
Feb '18	\$180K	



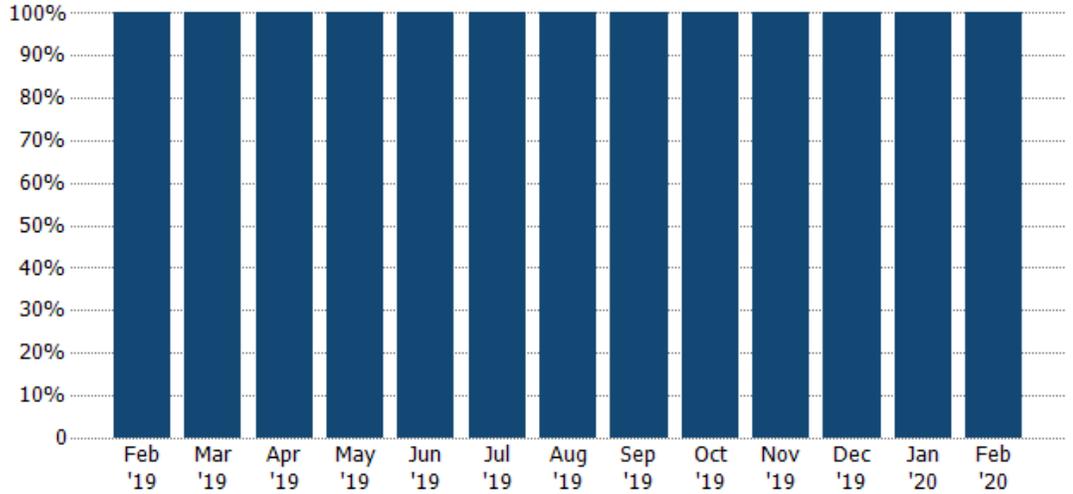
Current Year	\$528K	\$352K	\$531K	\$783K	\$90K	\$1.11M	\$1.01M	\$235K	\$1.22M	\$1.13M	\$908K	\$726K	\$1.33M
Prior Year	\$180K	\$248K	\$860K	\$846K	\$1.1M	\$3.33M	\$477K	\$2.1M	\$483K	\$374K	\$82.5K	\$594K	\$528K
Percent Change from Prior Year	193%	42%	-38%	-7%	-92%	-67%	112%	-89%	154%	202%	1,001%	22%	153%

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%

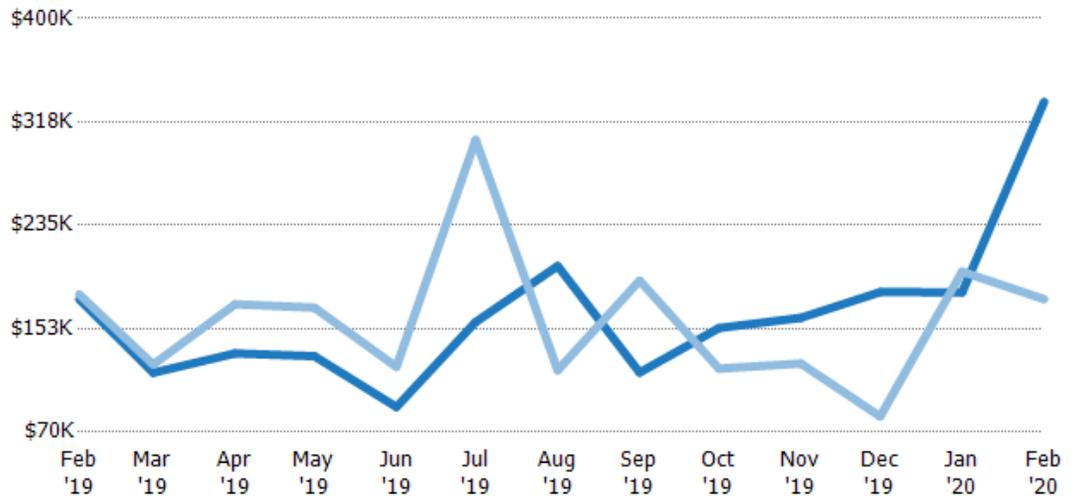
Average Sales Price

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

Month/Year	Price	% Chg.
Feb '20	\$333K	89.5%
Feb '19	\$176K	-2.2%
Feb '18	\$180K	



■ Current Year

■ Prior Year

Percent Change from Prior Year

\$176K	\$117K	\$133K	\$131K	\$90K	\$158K	\$203K	\$118K	\$153K	\$161K	\$182K	\$182K	\$333K
\$180K	\$124K	\$172K	\$169K	\$122K	\$303K	\$119K	\$191K	\$121K	\$125K	\$82.5K	\$198K	\$176K
-2%	-5%	-23%	-23%	-26%	-48%	70%	-38%	27%	29%	120%	-8%	89%

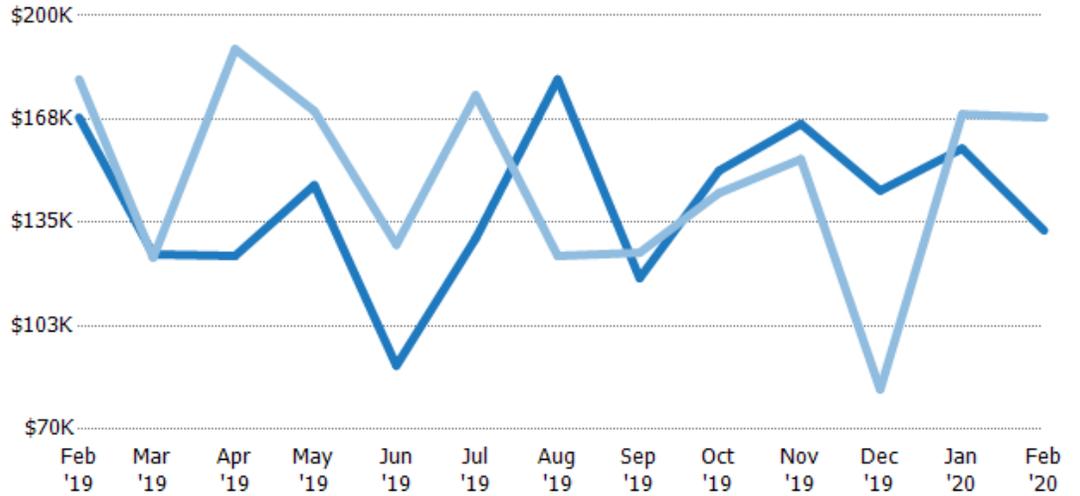
Median Sales Price

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.
Feb '20	\$132K	-21.2%
Feb '19	\$168K	-6.7%
Feb '18	\$180K	



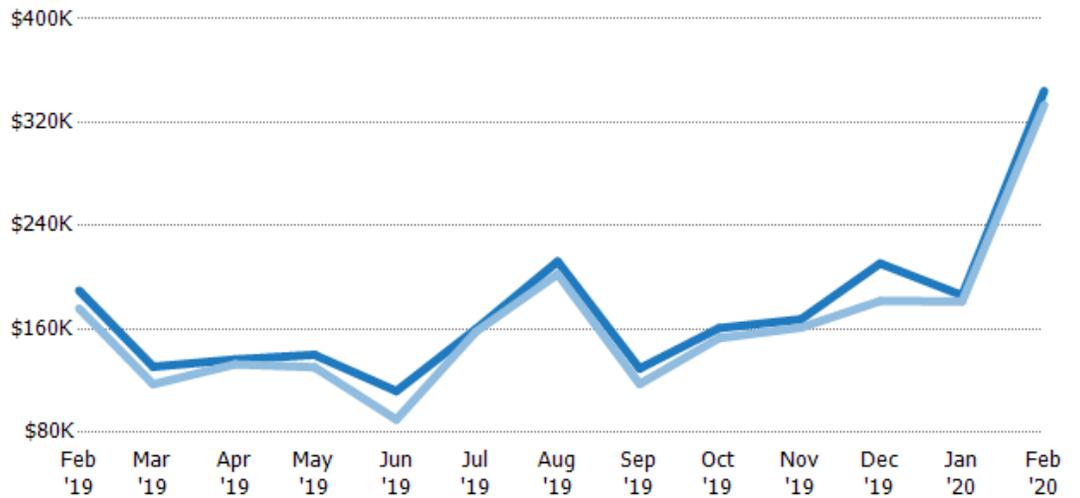
Current Year	\$168K	\$125K	\$125K	\$147K	\$90K	\$130K	\$180K	\$118K	\$151K	\$166K	\$145K	\$158K	\$132K
Prior Year	\$180K	\$124K	\$190K	\$170K	\$128K	\$175K	\$125K	\$126K	\$144K	\$155K	\$82.5K	\$169K	\$168K
Percent Change from Prior Year	-7%	1%	-34%	-14%	-30%	-26%	45%	-6%	5%	7%	76%	-6%	-21%

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



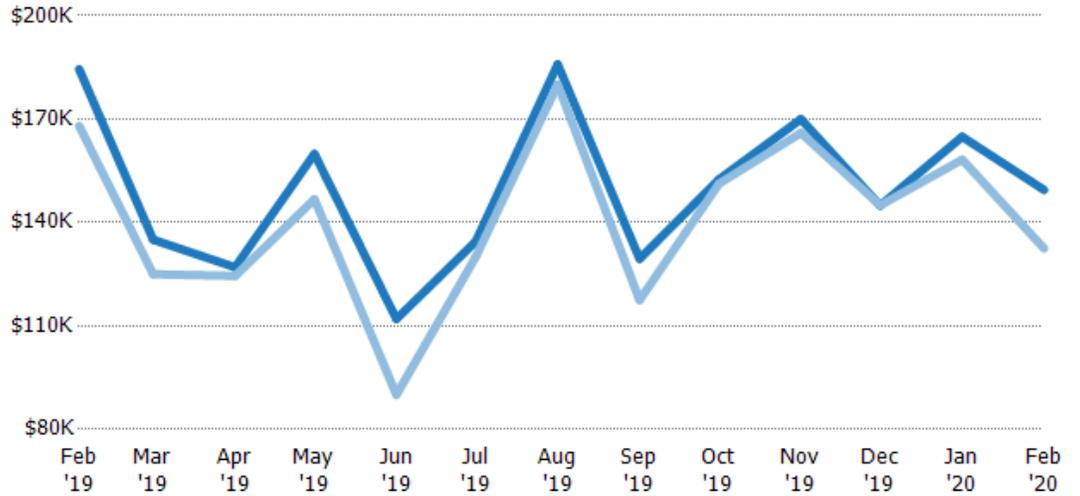
Avg List Price	\$190K	\$131K	\$136K	\$140K	\$112K	\$160K	\$212K	\$129K	\$161K	\$168K	\$211K	\$186K	\$344K
Avg Sales Price	\$176K	\$117K	\$133K	\$131K	\$90K	\$158K	\$203K	\$118K	\$153K	\$161K	\$182K	\$182K	\$333K
Avg Sales Price as a % of Avg List Price	93%	90%	97%	93%	80%	99%	95%	91%	95%	96%	86%	98%	97%

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



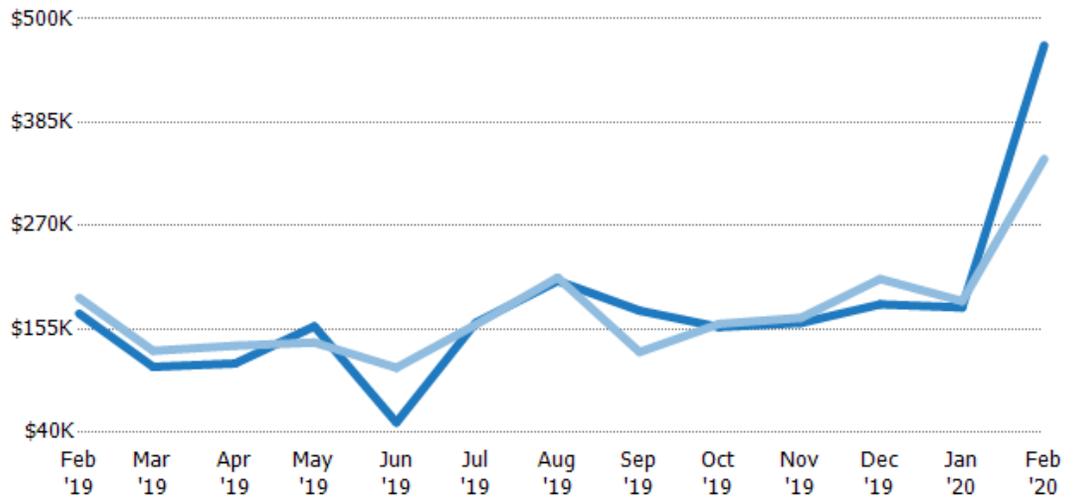
Median List Price	\$185K	\$135K	\$127K	\$160K	\$112K	\$135K	\$186K	\$129K	\$153K	\$170K	\$145K	\$165K	\$149K
Median Sales Price	\$168K	\$125K	\$125K	\$147K	\$90K	\$130K	\$180K	\$118K	\$151K	\$166K	\$145K	\$158K	\$132K
Med Sales Price as a % of Med List Price	91%	93%	98%	92%	80%	97%	97%	91%	99%	98%	100%	96%	89%

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



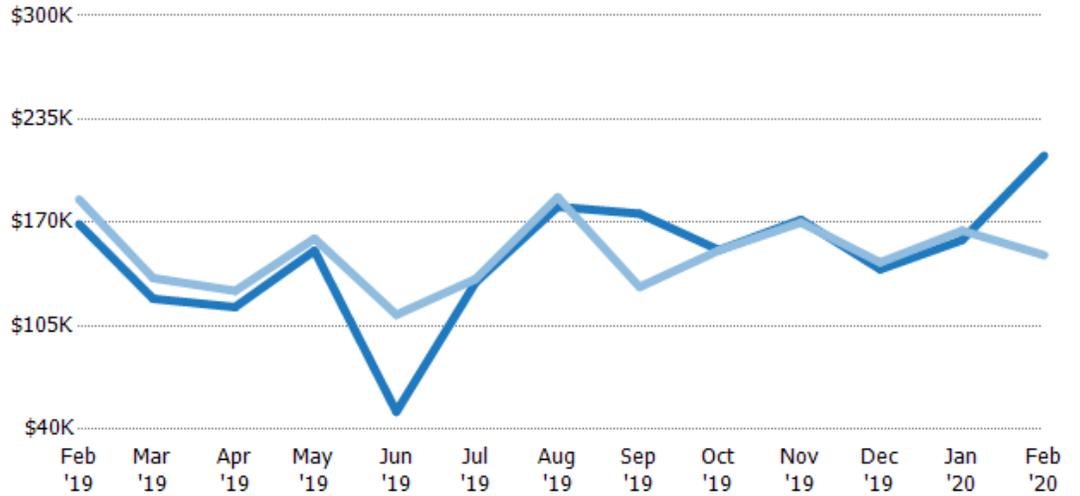
Avg Est Value	\$172K	\$113K	\$117K	\$158K	\$51K	\$162K	\$209K	\$176K	\$157K	\$162K	\$183K	\$179K	\$470K
Avg Sales Price	\$190K	\$131K	\$136K	\$140K	\$112K	\$160K	\$212K	\$129K	\$161K	\$168K	\$211K	\$186K	\$344K
Avg Sales Price as a % of Avg Est Value	110%	116%	117%	89%	220%	99%	102%	74%	102%	104%	115%	104%	73%

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



	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20
Median Est Value	\$169K	\$122K	\$117K	\$152K	\$51K	\$132K	\$180K	\$176K	\$153K	\$172K	\$141K	\$159K	\$212K
Median Sales Price	\$185K	\$135K	\$127K	\$160K	\$112K	\$135K	\$186K	\$129K	\$153K	\$170K	\$145K	\$165K	\$149K
Med Sales Price as a % of Med Est Value	109%	111%	109%	105%	220%	102%	103%	74%	100%	99%	103%	104%	70%