

Summary of Key Listing and Sales Metrics

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

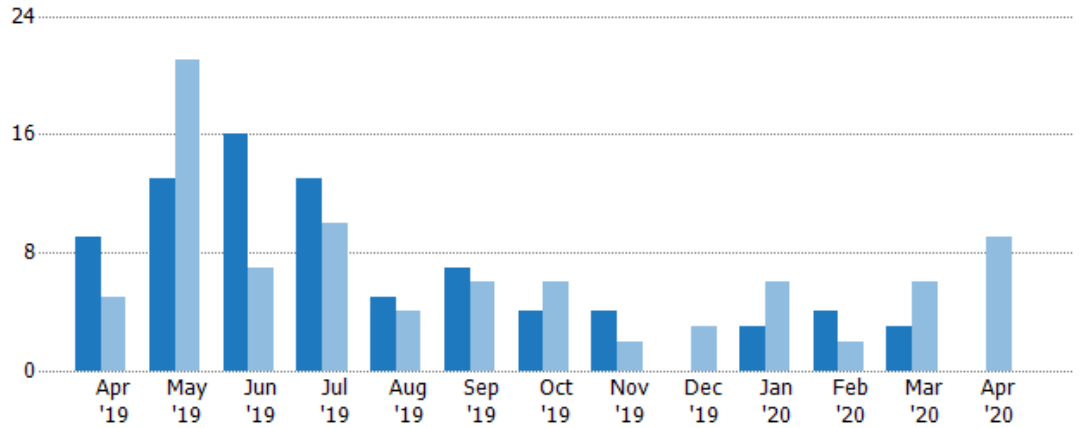
Key Metrics	Apr 2020	Apr 2019	+ / -	YTD 2020	YTD 2019	+ / -
Listing Activity Charts Metrics						
New Listing Count	–	9	–	10	23	-56.5%
New Listing Volume	–	\$2,391,800	–	\$2,299,400	\$4,615,200	-50.2%
Active Listing Count	22	41	-46.3%	N/A	N/A	
Active Listing Volume	\$7,072,608	\$10,597,299	-33.3%	N/A	N/A	
Average Listing Price	\$321,482	\$258,471	+24.4%	\$288,669	\$251,913	+14.6%
Median Listing Price	\$234,000	\$150,000	+56%	\$209,412	\$151,469	+38.3%
Median Days in RPR	282	169	+66.9%	240.93	169.35	+42.3%
Months of Inventory	3.7	13.7	-73.2%	8.4	16.3	-48.7%
Absorption Rate	27.27%	7.32%	+20%	11.93%	6.12%	+5.8%
Sales Activity Charts Metrics						
New Pending Sales Count	4	4	+–	20	14	+42.9%
New Pending Sales Volume	\$838,000	\$342,800	+144.5%	\$3,369,355	\$1,730,800	+94.7%
Pending Sales Count	10	5	+100%	N/A	N/A	
Pending Sales Volume	\$1,757,400	\$762,700	+130.4%	N/A	N/A	
Closed Sales Count	1	4	-75%	15	13	+15.4%
Closed Sales Volume	\$322,500	\$531,000	-39.3%	\$3,568,400	\$2,005,000	+78%
Average Sales Price	\$322,500	\$132,750	+142.9%	\$237,893	\$154,231	+54.2%
Median Sales Price	\$322,500	\$124,500	+159%	\$184,620	\$144,923	+27.4%

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



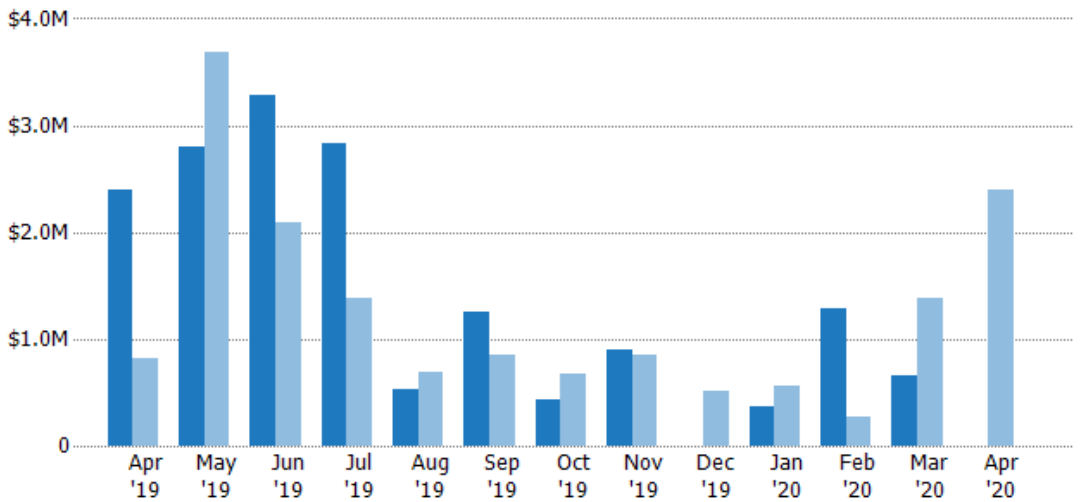
Current Year	9	13	16	13	5	7	4	4	-	3	4	3	-
Prior Year	5	21	7	10	4	6	6	2	3	6	2	6	9
Percent Change from Prior Year	80%	-38%	129%	30%	25%	17%	-33%	100%	-100%	-50%	100%	-50%	-100%

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	\$2.39M	\$2.79M	\$3.28M	\$2.83M	\$529K	\$1.25M	\$437K	\$902K	-	\$363K	\$1.28M	\$659K	-
Prior Year	\$821K	\$3.69M	\$2.09M	\$1.39M	\$695K	\$844K	\$668K	\$855K	\$516K	\$559K	\$279K	\$1.39M	\$2.39M
Percent Change from Prior Year	191%	-24%	57%	104%	-24%	48%	-35%	6%	-100%	-35%	358%	-52%	-100%

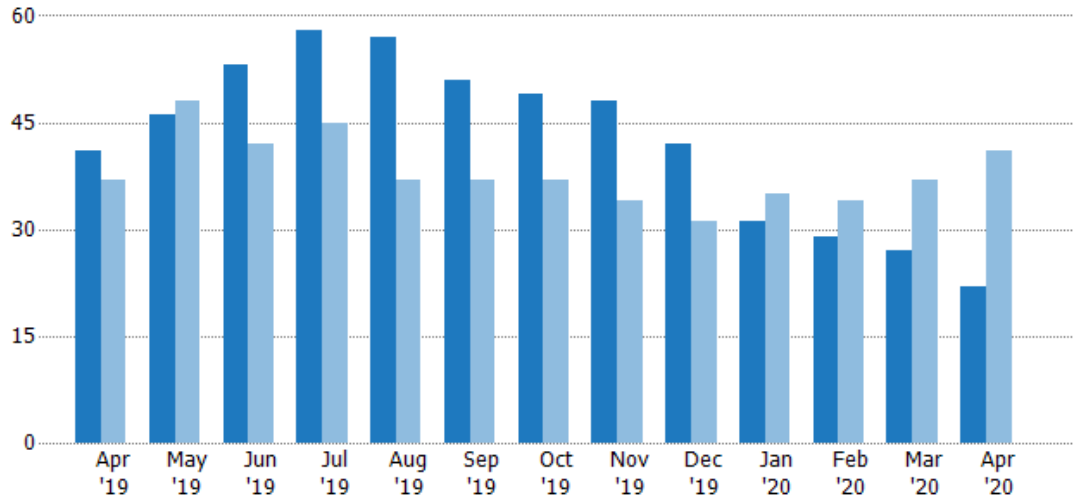
Active Listings

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.
Apr '20	22	-46.3%
Apr '19	41	10.8%
Apr '18	37	-13.5%



	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20
Current Year	41	46	53	58	57	51	49	48	42	31	29	27	22
Prior Year	37	48	42	45	37	37	37	34	31	35	34	37	41
Percent Change from Prior Year	11%	-4%	26%	29%	54%	38%	32%	41%	35%	-11%	-15%	-27%	-46%

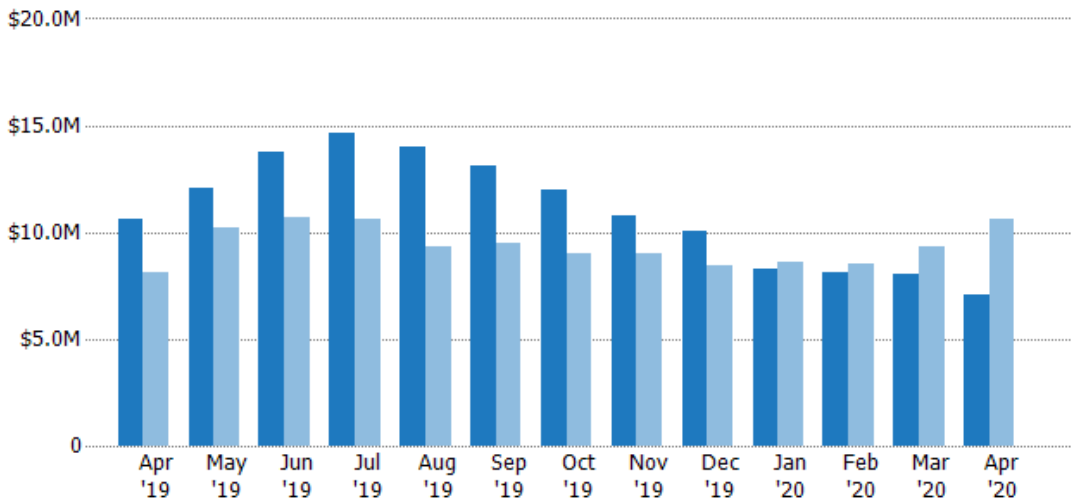
Active Listing Volume

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.
Apr '20	\$7.07M	-33.3%
Apr '19	\$10.6M	31%
Apr '18	\$8.09M	-33.7%



	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20
Current Year	\$10.6M	\$12.1M	\$13.7M	\$14.7M	\$14M	\$13.1M	\$12M	\$10.8M	\$10.1M	\$8.26M	\$8.1M	\$8.04M	\$7.07M
Prior Year	\$8.09M	\$10.2M	\$10.7M	\$10.6M	\$9.35M	\$9.51M	\$9M	\$9M	\$8.42M	\$8.61M	\$8.52M	\$9.31M	\$10.6M
Percent Change from Prior Year	31%	18%	28%	38%	50%	38%	33%	20%	19%	-4%	-5%	-14%	-33%

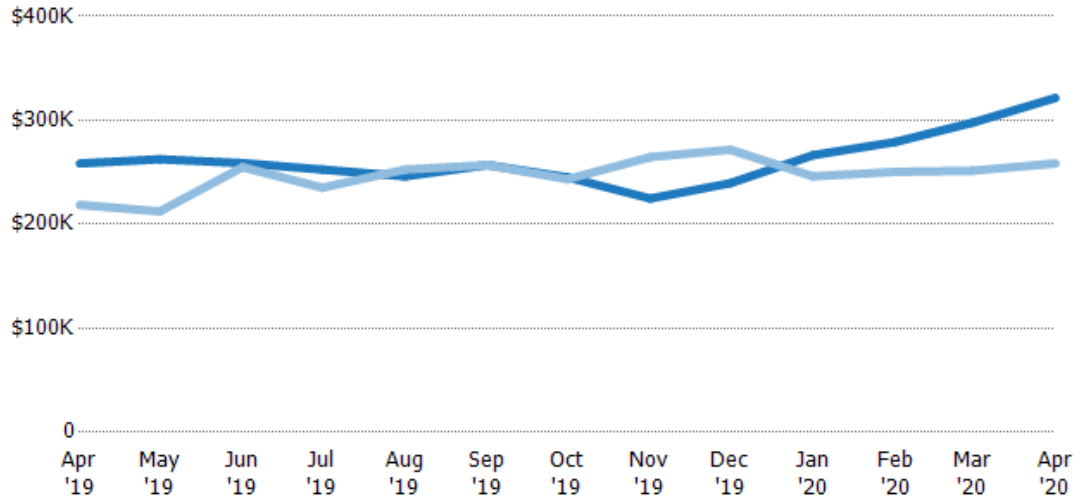
Average Listing Price

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.
Apr '20	\$321K	24.4%
Apr '19	\$258K	18.2%
Apr '18	\$219K	-23.4%



Current Year	\$258K	\$263K	\$259K	\$253K	\$246K	\$257K	\$245K	\$225K	\$239K	\$266K	\$279K	\$298K	\$321K
Prior Year	\$219K	\$212K	\$255K	\$235K	\$253K	\$257K	\$243K	\$265K	\$272K	\$246K	\$250K	\$252K	\$258K
Percent Change from Prior Year	18%	24%	2%	7%	-3%	0%	1%	-15%	-12%	8%	11%	18%	24%

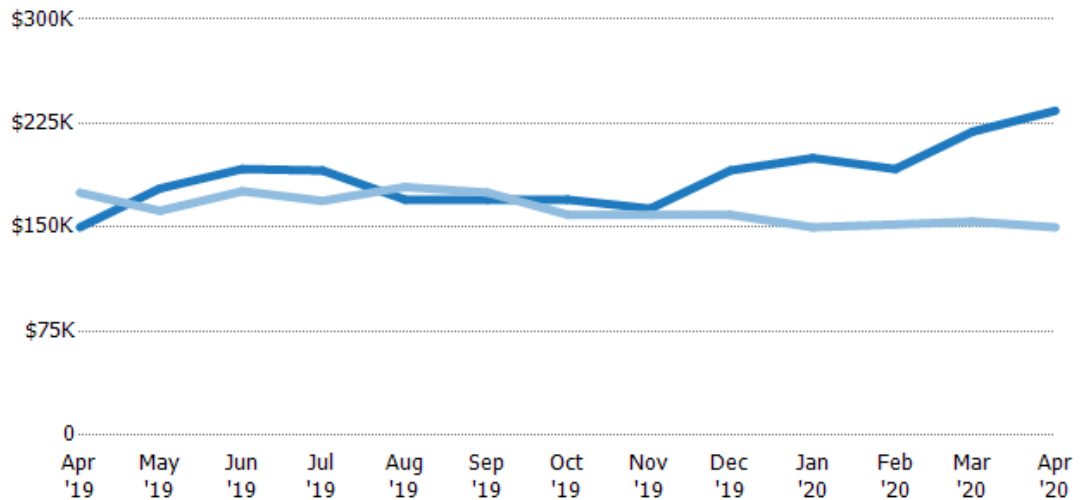
Median Listing Price

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.
Apr '20	\$234K	56%
Apr '19	\$150K	-14.2%
Apr '18	\$175K	-14.1%



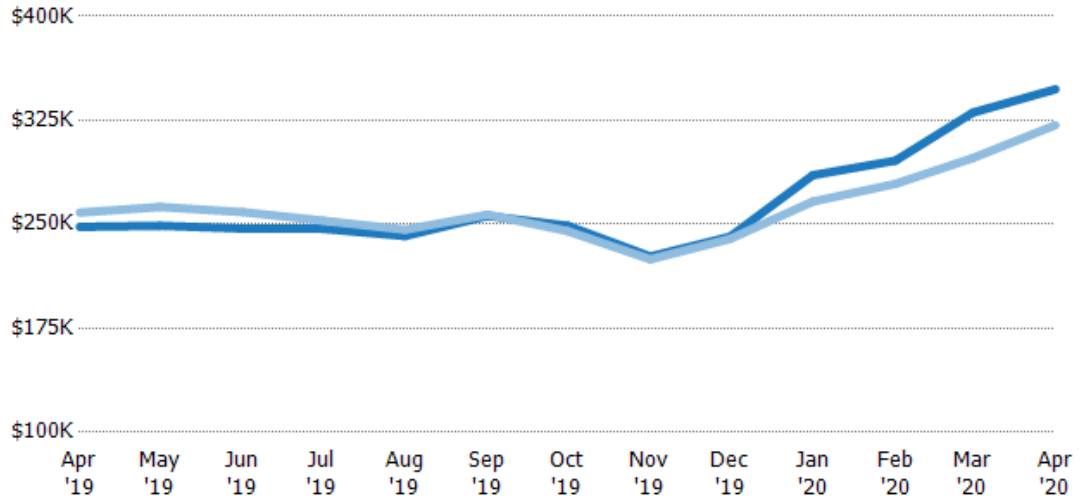
Current Year	\$150K	\$178K	\$192K	\$191K	\$170K	\$170K	\$170K	\$163K	\$191K	\$200K	\$192K	\$219K	\$234K
Prior Year	\$175K	\$162K	\$176K	\$169K	\$179K	\$175K	\$159K	\$159K	\$159K	\$150K	\$152K	\$154K	\$150K
Percent Change from Prior Year	-14%	10%	9%	13%	-5%	-3%	7%	3%	20%	33%	26%	42%	56%

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

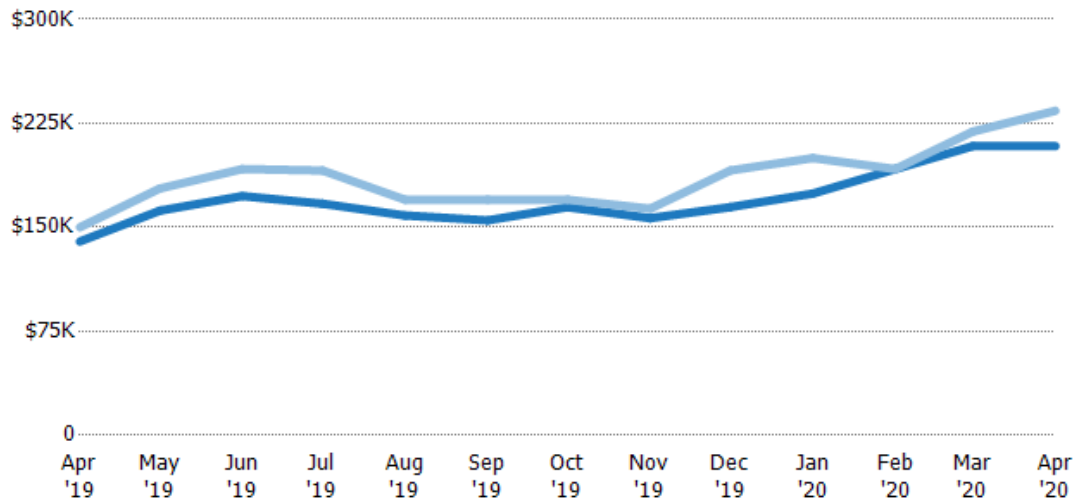


Median Listing Price vs Median Est Value

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



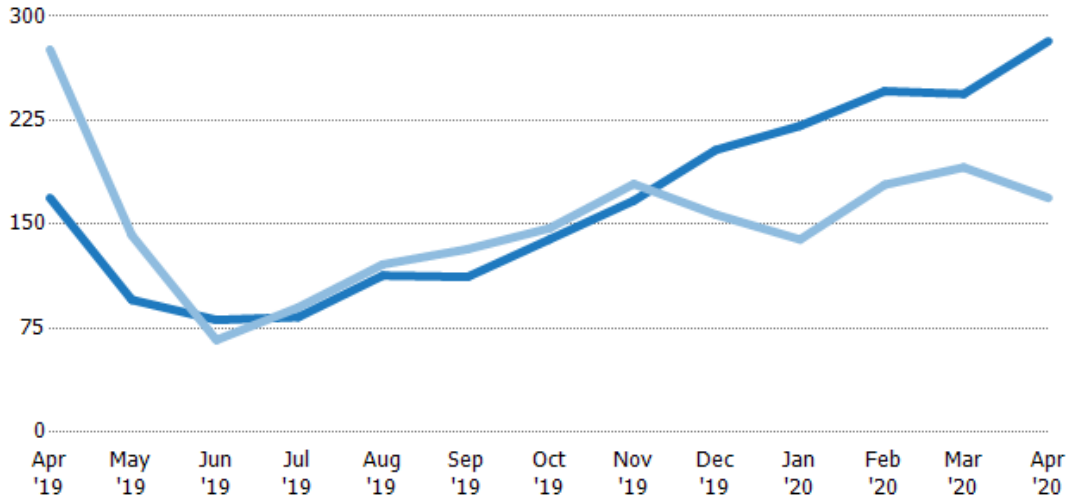
Median Days in RPR

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.
Apr '20	282	66.9%
Apr '19	169	-38.8%
Apr '18	276	-40.2%



	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20
Current Year	169	95.5	81	83	113	112	139	167	204	221	246	244	282
Prior Year	276	142	66.5	90	121	132	147	179	157	139	179	191	169
Percent Change from Prior Year	-39%	-33%	22%	-8%	-7%	-15%	-5%	-7%	30%	59%	38%	28%	67%

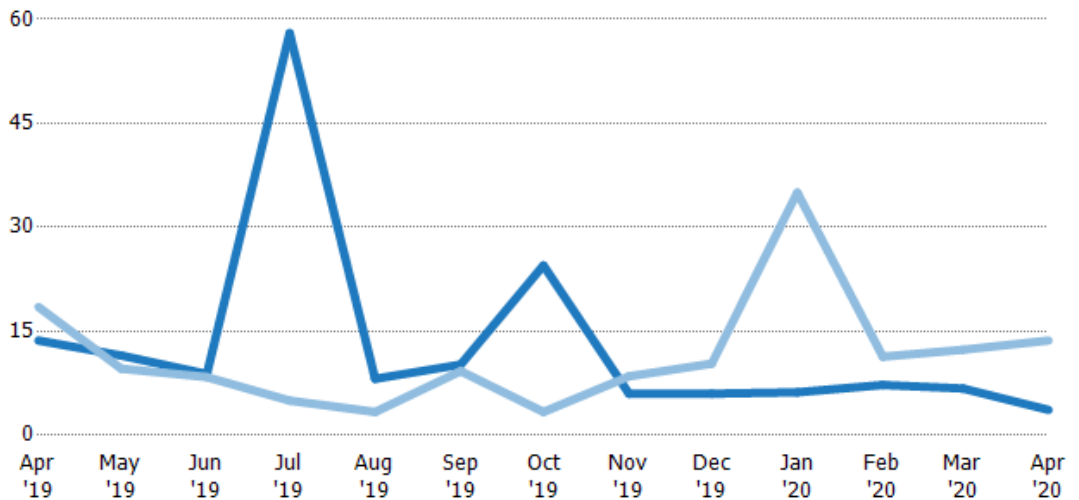
Months of Inventory

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.
Apr '20	3.67	-73.2%
Apr '19	13.7	-26.1%
Apr '18	18.5	-71.2%



	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20
Current Year	13.7	11.5	8.83	58	8.14	10.2	24.5	6	6	6.2	7.25	6.75	3.67
Prior Year	18.5	9.6	8.4	5	3.36	9.25	3.36	8.5	10.3	35	11.3	12.3	13.7
Percent Change from Prior Year	-26%	20%	5%	1,060%	142%	10%	628%	-29%	-42%	-82%	-36%	-45%	-73%

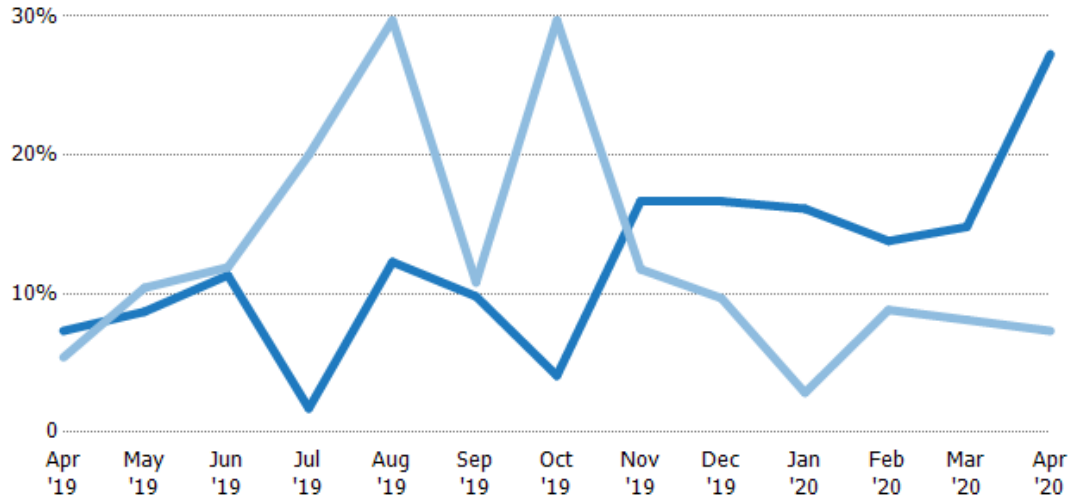
Absorption Rate

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.
Apr '20	27%	-20%
Apr '19	7%	-1.9%
Apr '18	5%	247.2%



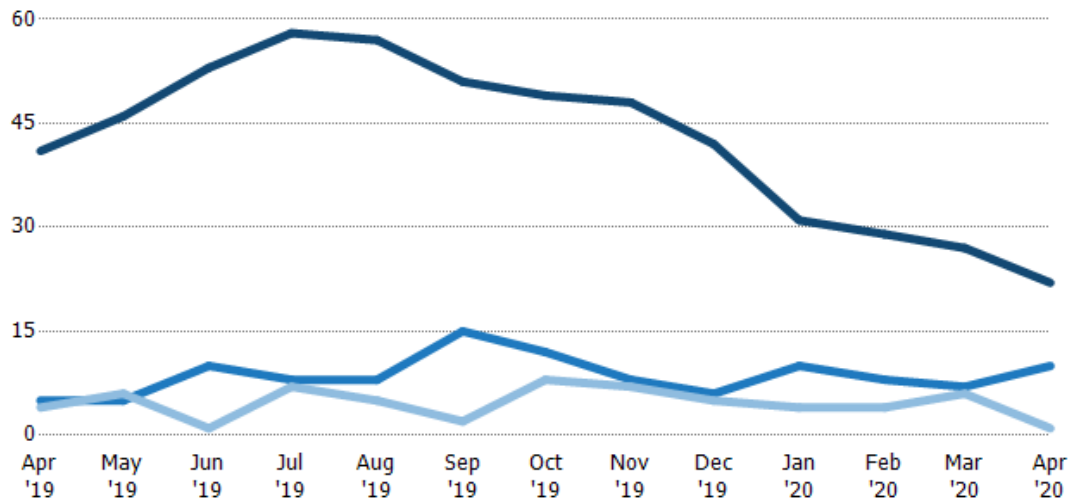
Current Year	7%	9%	11%	2%	12%	10%	4%	17%	17%	16%	14%	15%	27%
Prior Year	5%	10%	12%	20%	30%	11%	30%	12%	10%	3%	9%	8%	7%
Change from Prior Year	-2%	2%	1%	18%	17%	1%	26%	-5%	-7%	-13%	-5%	-7%	-20%

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	41	46	53	58	57	51	49	48	42	31	29	27	22
Pending	5	5	10	8	8	15	12	8	6	10	8	7	10
Sold	4	6	1	7	5	2	8	7	5	4	4	6	1

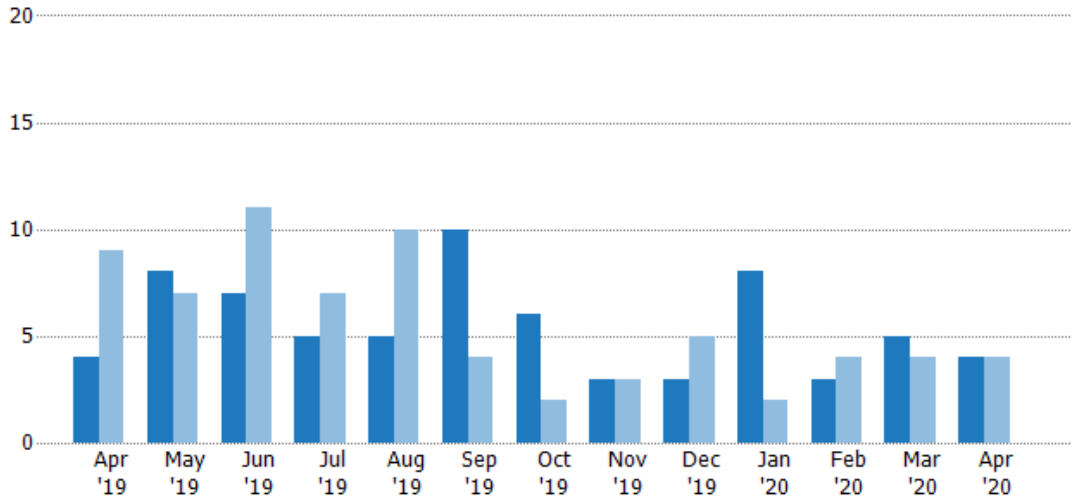
New Pending Sales

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.
Apr '20	4	0%
Apr '19	4	-55.6%
Apr '18	9	-33.3%



	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20
Current Year	4	8	7	5	5	10	6	3	3	8	3	5	4
Prior Year	9	7	11	7	10	4	2	3	5	2	4	4	4
Percent Change from Prior Year	-56%	14%	-36%	-29%	-50%	150%	200%	0%	-40%	300%	-25%	25%	0%

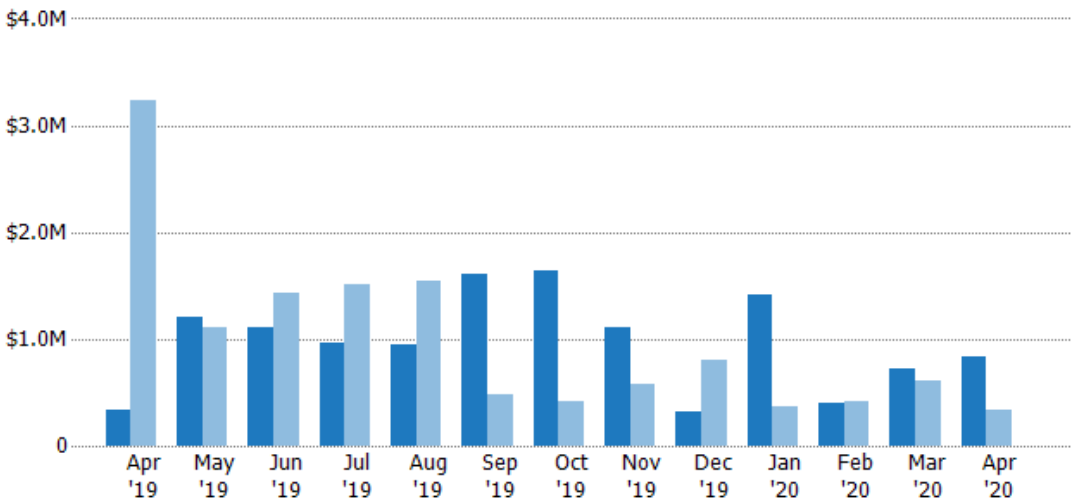
New Pending Sales Volume

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.
Apr '20	\$838K	144.5%
Apr '19	\$343K	-89.4%
Apr '18	\$3.23M	-74.3%



	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20
Current Year	\$343K	\$1.21M	\$1.11M	\$964K	\$944K	\$1.61M	\$1.64M	\$1.11M	\$317K	\$1.42M	\$401K	\$715K	\$838K
Prior Year	\$3.23M	\$1.11M	\$1.44M	\$1.51M	\$1.54M	\$481K	\$418K	\$585K	\$800K	\$369K	\$415K	\$605K	\$343K
Percent Change from Prior Year	-89%	9%	-22%	-36%	-39%	236%	292%	91%	-60%	284%	-3%	18%	144%

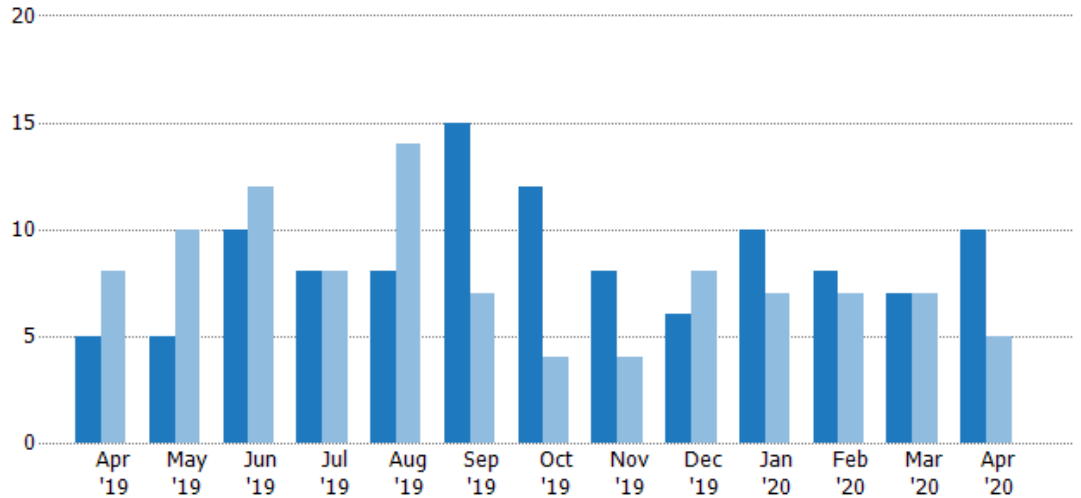
Pending Sales

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.
Apr '20	10	100%
Apr '19	5	-37.5%
Apr '18	8	-12.5%



Current Year	5	5	10	8	8	15	12	8	6	10	8	7	10
Prior Year	8	10	12	8	14	7	4	4	8	7	7	7	5
Percent Change from Prior Year	-38%	-50%	-17%	0%	-43%	114%	200%	100%	-25%	43%	14%	0%	100%

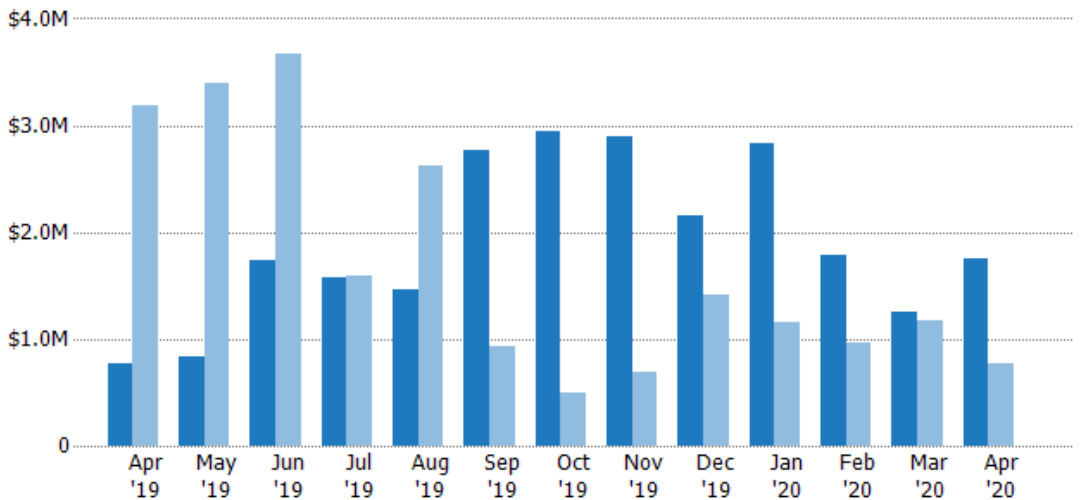
Pending Sales Volume

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.
Apr '20	\$1.76M	130.4%
Apr '19	\$763K	-76.1%
Apr '18	\$3.19M	-68.9%



Current Year	\$763K	\$828K	\$1.73M	\$1.58M	\$1.46M	\$2.77M	\$2.95M	\$2.89M	\$2.16M	\$2.83M	\$1.79M	\$1.25M	\$1.76M
Prior Year	\$3.19M	\$3.39M	\$3.67M	\$1.59M	\$2.63M	\$939K	\$495K	\$697K	\$1.41M	\$1.16M	\$968K	\$1.17M	\$763K
Percent Change from Prior Year	-76%	-76%	-53%	-1%	-45%	195%	496%	315%	53%	143%	85%	7%	130%

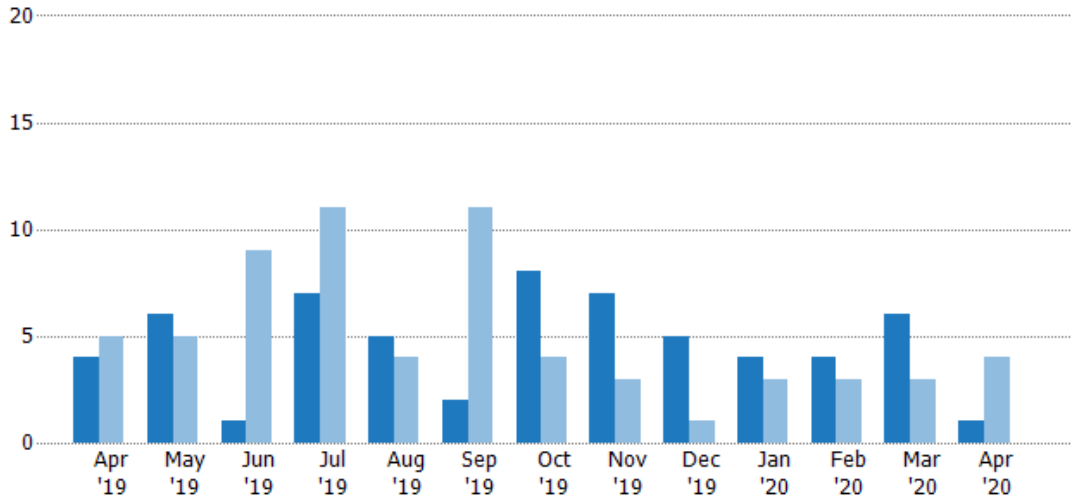
Closed Sales

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.
Apr '20	1	-75%
Apr '19	4	-20%
Apr '18	5	-20%



Current Year	4	6	1	7	5	2	8	7	5	4	4	6	1
Prior Year	5	5	9	11	4	11	4	3	1	3	3	3	4
Percent Change from Prior Year	-20%	20%	-89%	-36%	25%	-82%	100%	133%	400%	33%	33%	100%	-75%

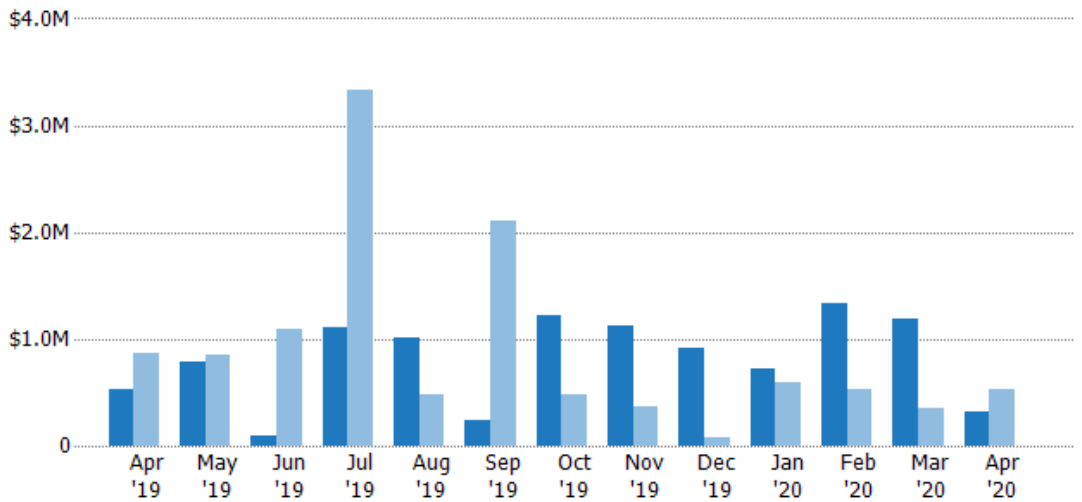
Closed Sales Volume

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.
Apr '20	\$323K	-39.3%
Apr '19	\$531K	-38.3%
Apr '18	\$860K	-45.9%



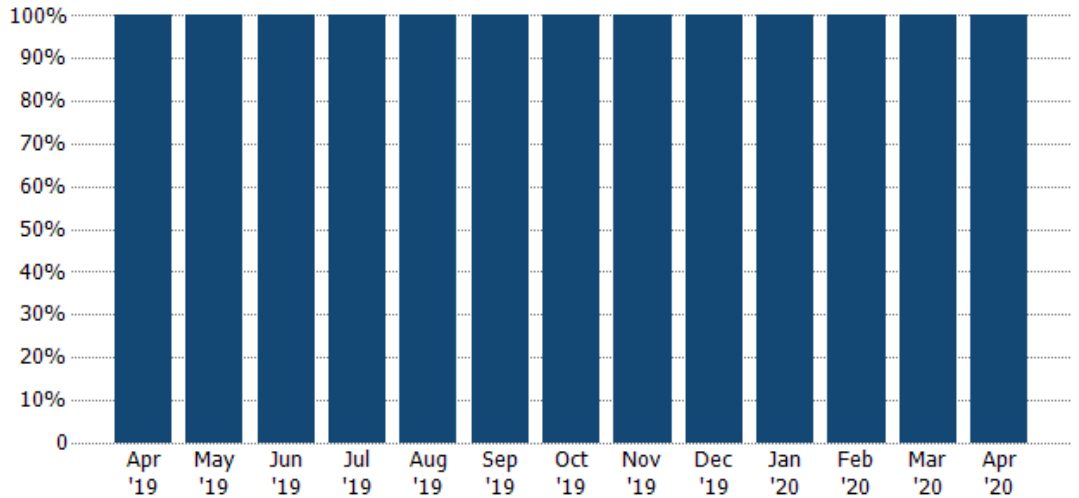
Current Year	\$531K	\$783K	\$90K	\$1.11M	\$1.01M	\$235K	\$1.22M	\$1.13M	\$908K	\$726K	\$1.33M	\$1.19M	\$323K
Prior Year	\$860K	\$846K	\$1.1M	\$3.33M	\$477K	\$2.1M	\$483K	\$374K	\$82.5K	\$594K	\$528K	\$352K	\$531K
Percent Change from Prior Year	-38%	-7%	-92%	-67%	112%	-89%	154%	202%	1,001%	22%	153%	237%	-39%

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%

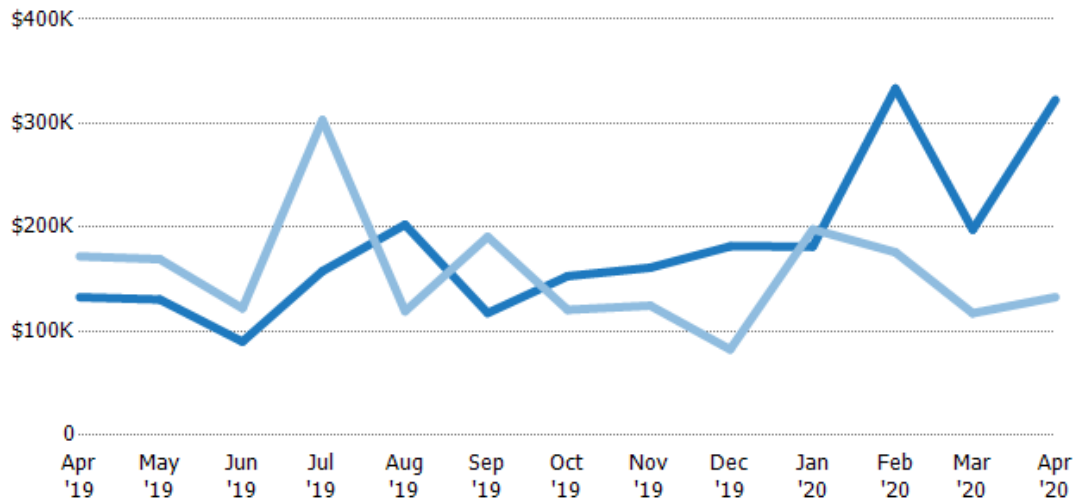
Average Sales Price

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.
Apr '20	\$323K	142.9%
Apr '19	\$133K	-22.8%
Apr '18	\$172K	-32.4%



■ Current Year

■ Prior Year

Percent Change from Prior Year

\$133K	\$131K	\$90K	\$158K	\$203K	\$118K	\$153K	\$161K	\$182K	\$182K	\$333K	\$198K	\$323K
\$172K	\$169K	\$122K	\$303K	\$119K	\$191K	\$121K	\$125K	\$82.5K	\$198K	\$176K	\$117K	\$133K
-23%	-23%	-26%	-48%	70%	-38%	27%	29%	120%	-8%	89%	68%	143%

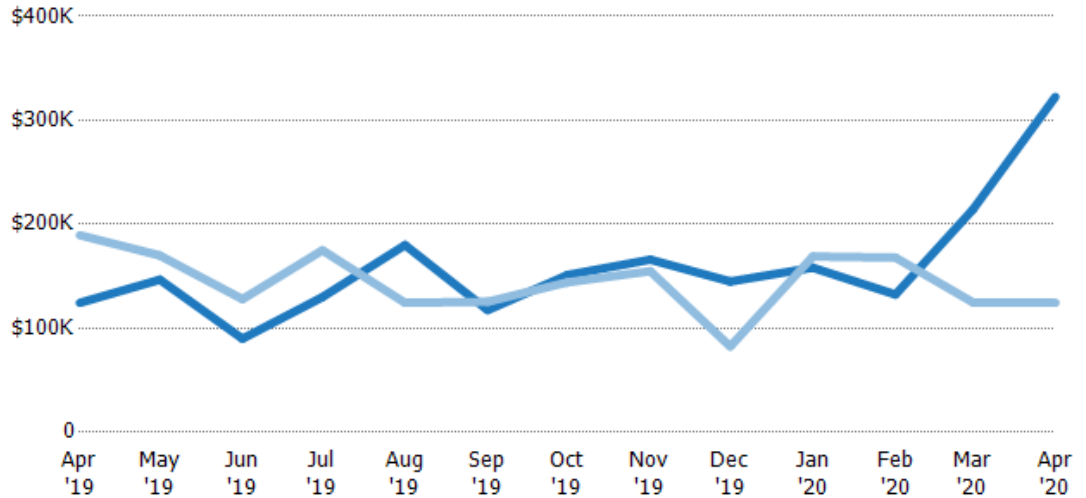
Median Sales Price

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.
Apr '20	\$323K	159%
Apr '19	\$125K	-34.3%
Apr '18	\$190K	-38%



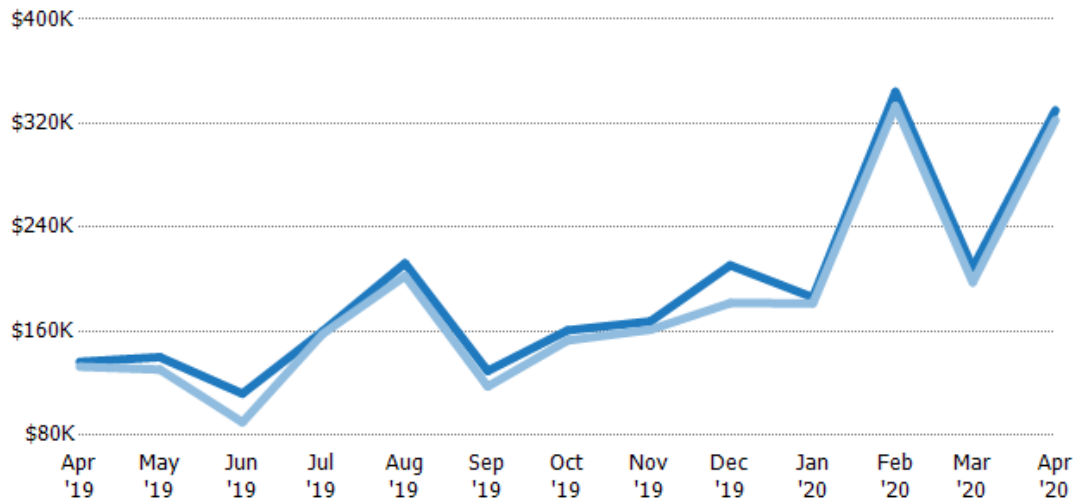
Current Year	\$125K	\$147K	\$90K	\$130K	\$180K	\$118K	\$151K	\$166K	\$145K	\$158K	\$132K	\$214K	\$323K
Prior Year	\$190K	\$170K	\$128K	\$175K	\$125K	\$126K	\$144K	\$155K	\$82.5K	\$169K	\$168K	\$125K	\$125K
Percent Change from Prior Year	-34%	-14%	-30%	-26%	45%	-6%	5%	7%	76%	-6%	-21%	71%	159%

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



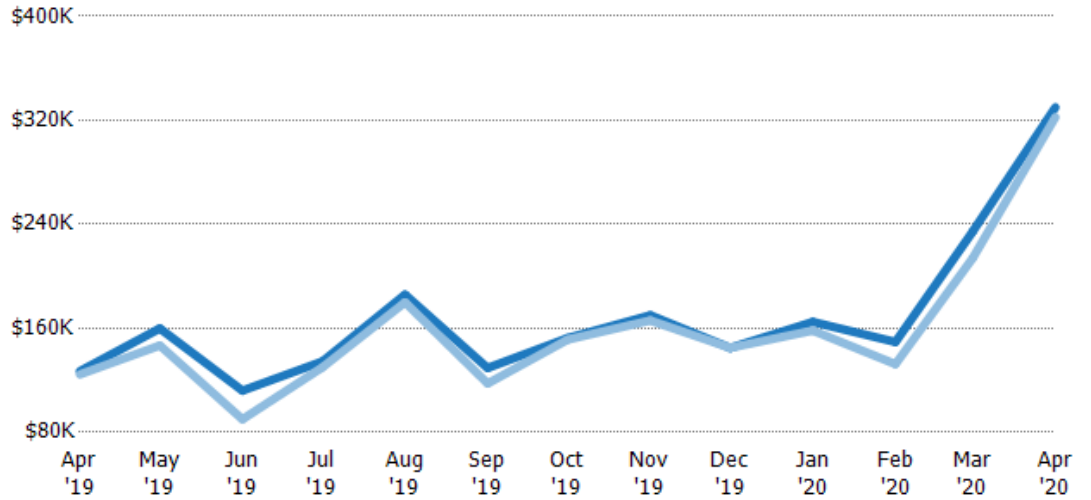
Avg List Price	\$136K	\$140K	\$112K	\$160K	\$212K	\$129K	\$161K	\$168K	\$211K	\$186K	\$344K	\$209K	\$330K
Avg Sales Price	\$133K	\$131K	\$90K	\$158K	\$203K	\$118K	\$153K	\$161K	\$182K	\$182K	\$333K	\$198K	\$323K
Avg Sales Price as a % of Avg List Price	97%	93%	80%	99%	95%	91%	95%	96%	86%	98%	97%	95%	98%

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



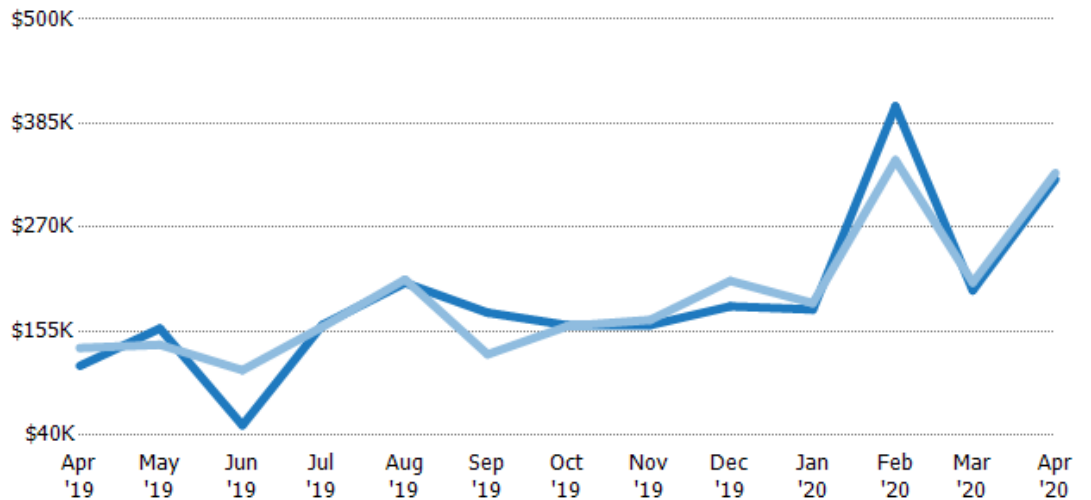
Median List Price	\$127K	\$160K	\$112K	\$135K	\$186K	\$129K	\$153K	\$170K	\$145K	\$165K	\$149K	\$234K	\$330K
Median Sales Price	\$125K	\$147K	\$90K	\$130K	\$180K	\$118K	\$151K	\$166K	\$145K	\$158K	\$132K	\$214K	\$323K
Med Sales Price as a % of Med List Price	98%	92%	80%	97%	97%	91%	99%	98%	100%	96%	89%	91%	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



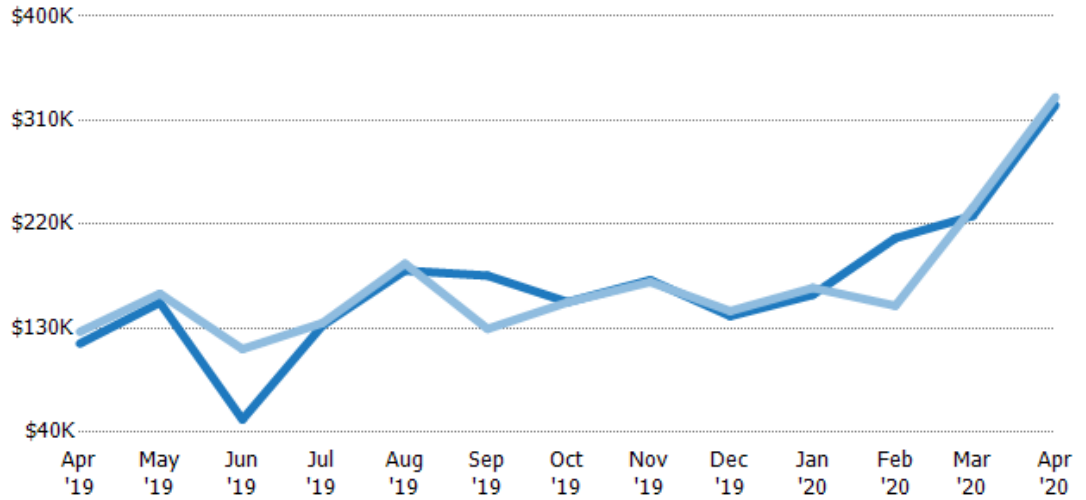
Avg Est Value	\$117K	\$158K	\$51K	\$162K	\$209K	\$176K	\$162K	\$162K	\$183K	\$179K	\$404K	\$200K	\$323K
Avg Sales Price	\$136K	\$140K	\$112K	\$160K	\$212K	\$129K	\$161K	\$168K	\$211K	\$186K	\$344K	\$209K	\$330K
Avg Sales Price as a % of Avg Est Value	117%	89%	220%	99%	102%	74%	99%	104%	115%	104%	85%	104%	102%

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	\$117K	\$152K	\$51K	\$132K	\$180K	\$176K	\$153K	\$172K	\$141K	\$159K	\$208K	\$227K	\$323K
Median Sales Price	\$127K	\$160K	\$112K	\$135K	\$186K	\$129K	\$153K	\$170K	\$145K	\$165K	\$149K	\$234K	\$330K
Med Sales Price as a % of Med Est Value	109%	105%	220%	102%	103%	74%	100%	99%	103%	104%	72%	103%	102%