

## Summary of Key Listing and Sales Metrics

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

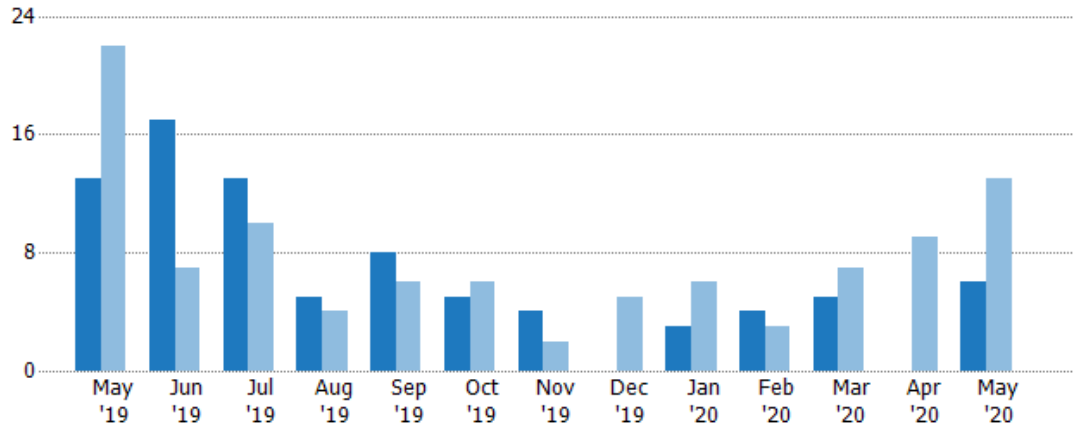
Key Metrics	May 2020	May 2019	+ / -	YTD 2020	YTD 2019	+ / -
<b>Listing Activity Charts Metrics</b>						
New Listing Count	6	13	-53.8%	18	38	-52.6%
New Listing Volume	\$1,391,300	\$2,546,600	-45.4%	\$3,974,700	\$7,430,800	-46.5%
Active Listing Count	27	46	-41.3%	N/A	N/A	
Active Listing Volume	\$8,476,108	\$11,931,199	-29%	N/A	N/A	
Average Listing Price	\$313,930	\$259,374	+21%	\$289,288	\$253,313	+14.2%
Median Listing Price	\$249,000	\$169,950	+46.5%	\$209,211	\$155,070	+34.9%
Median Days in RPR	191	95.5	+100%	229.58	135.13	+69.9%
Months of Inventory	27	11.5	+134.8%	7.2	15.1	-52.2%
Absorption Rate	3.7%	8.7%	-5%	13.89%	6.63%	+7.3%
<b>Sales Activity Charts Metrics</b>						
New Pending Sales Count	4	9	-55.6%	25	23	+8.7%
New Pending Sales Volume	\$749,900	\$1,304,300	-42.5%	\$4,268,255	\$3,131,100	+36.3%
Pending Sales Count	10	6	+66.7%	N/A	N/A	
Pending Sales Volume	\$1,698,300	\$922,500	+84.1%	N/A	N/A	
Closed Sales Count	4	6	-33.3%	19	20	-5%
Closed Sales Volume	\$622,500	\$783,200	-20.5%	\$4,190,900	\$2,913,200	+43.9%
Average Sales Price	\$155,625	\$130,533	+19.2%	\$220,574	\$145,660	+51.4%
Median Sales Price	\$144,750	\$146,750	-1.4%	\$176,226	\$143,025	+23.2%

## 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



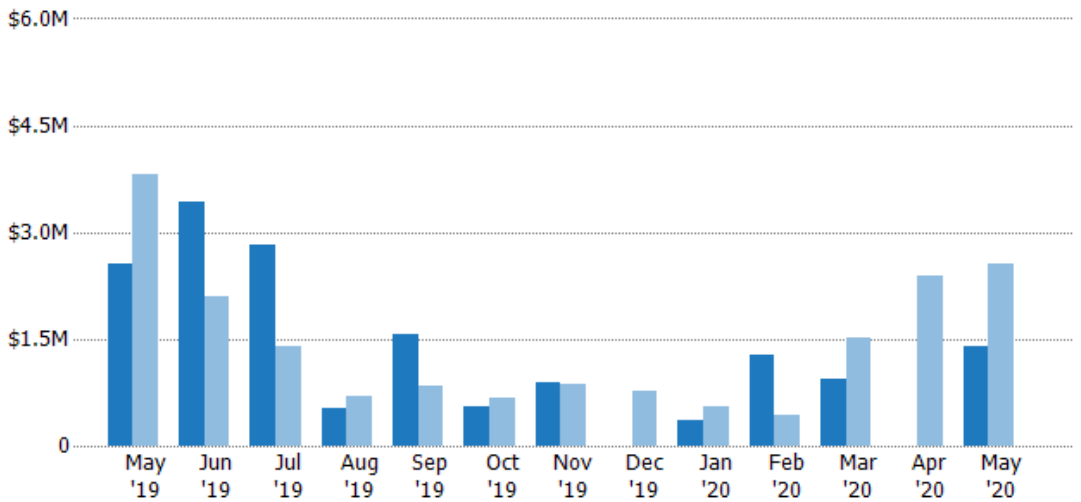
Current Year	13	17	13	5	8	5	4	-	3	4	5	-	6
Prior Year	22	7	10	4	6	6	2	5	6	3	7	9	13
Percent Change from Prior Year	-41%	143%	30%	25%	33%	-17%	100%	-100%	-50%	33%	-29%	-100%	-54%

## 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	\$2.55M	\$3.43M	\$2.83M	\$529K	\$1.57M	\$546K	\$894K	-	\$363K	\$1.28M	\$943K	-	\$1.39M
Prior Year	\$3.82M	\$2.09M	\$1.39M	\$695K	\$844K	\$668K	\$855K	\$768K	\$559K	\$426K	\$1.51M	\$2.39M	\$2.55M
Percent Change from Prior Year	-33%	64%	104%	-24%	86%	-18%	5%	-100%	-35%	200%	-37%	-100%	-45%

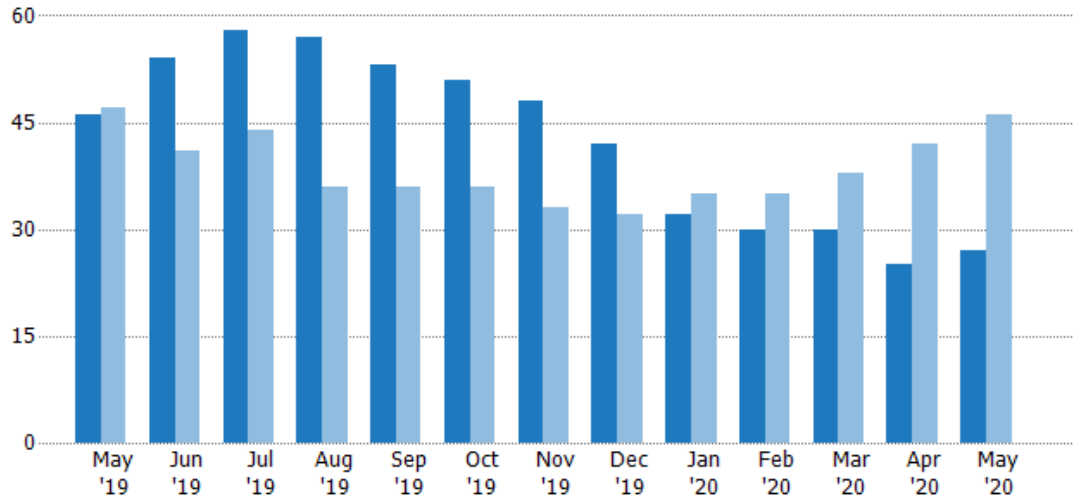
## Active Listings

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.
May '20	27	-41.3%
May '19	46	-2.1%
May '18	47	2.1%



Current Year	46	54	58	57	53	51	48	42	32	30	30	25	27
Prior Year	47	41	44	36	36	36	33	32	35	35	38	42	46
Percent Change from Prior Year	-2%	32%	32%	58%	47%	42%	45%	31%	-9%	-14%	-21%	-40%	-41%

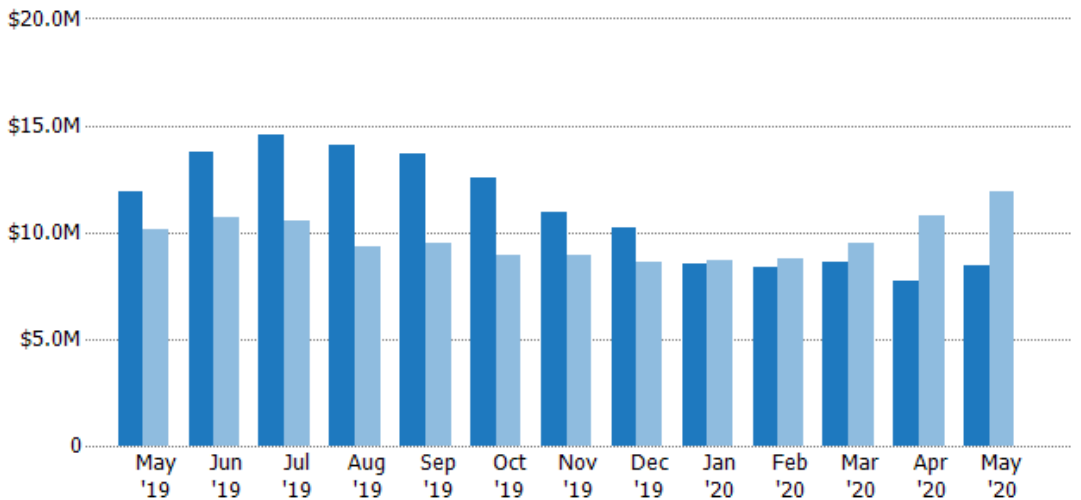
## Active Listing Volume

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.
May '20	\$8.48M	-29%
May '19	\$11.9M	17.6%
May '18	\$10.1M	1.1%



Current Year	\$11.9M	\$13.7M	\$14.5M	\$14.1M	\$13.7M	\$12.6M	\$10.9M	\$10.2M	\$8.52M	\$8.35M	\$8.58M	\$7.73M	\$8.48M
Prior Year	\$10.1M	\$10.7M	\$10.5M	\$9.3M	\$9.46M	\$8.96M	\$8.95M	\$8.63M	\$8.69M	\$8.74M	\$9.5M	\$10.8M	\$11.9M
Percent Change from Prior Year	18%	29%	38%	52%	45%	40%	22%	18%	-2%	-4%	-10%	-28%	-29%

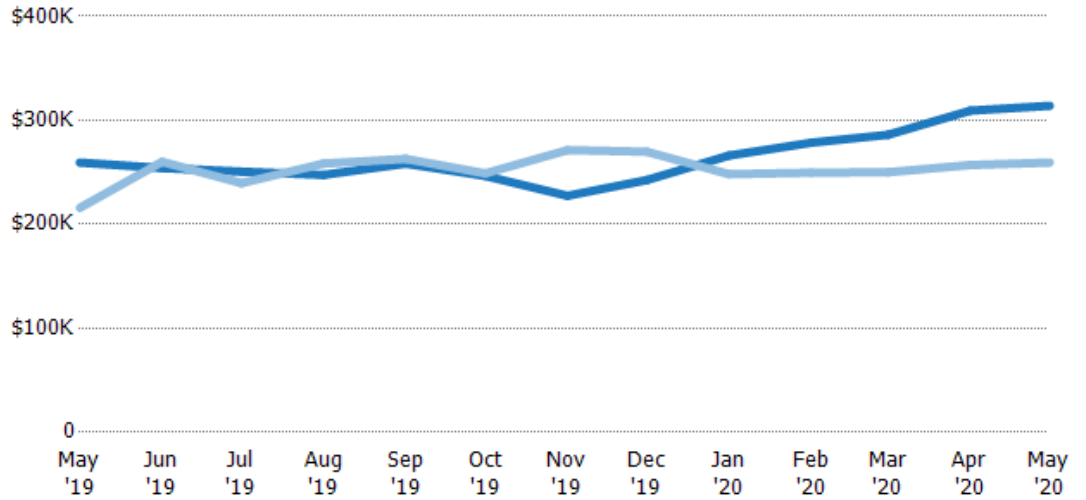
## Average Listing Price

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.
May '20	\$314K	21%
May '19	\$259K	20.2%
May '18	\$216K	-1%



Current Year	\$259K	\$254K	\$251K	\$247K	\$258K	\$246K	\$227K	\$243K	\$266K	\$278K	\$286K	\$309K	\$314K
Prior Year	\$216K	\$260K	\$240K	\$258K	\$263K	\$249K	\$271K	\$270K	\$248K	\$250K	\$250K	\$257K	\$259K
Percent Change from Prior Year	20%	-2%	5%	-4%	-2%	-1%	-16%	-10%	7%	12%	14%	20%	21%

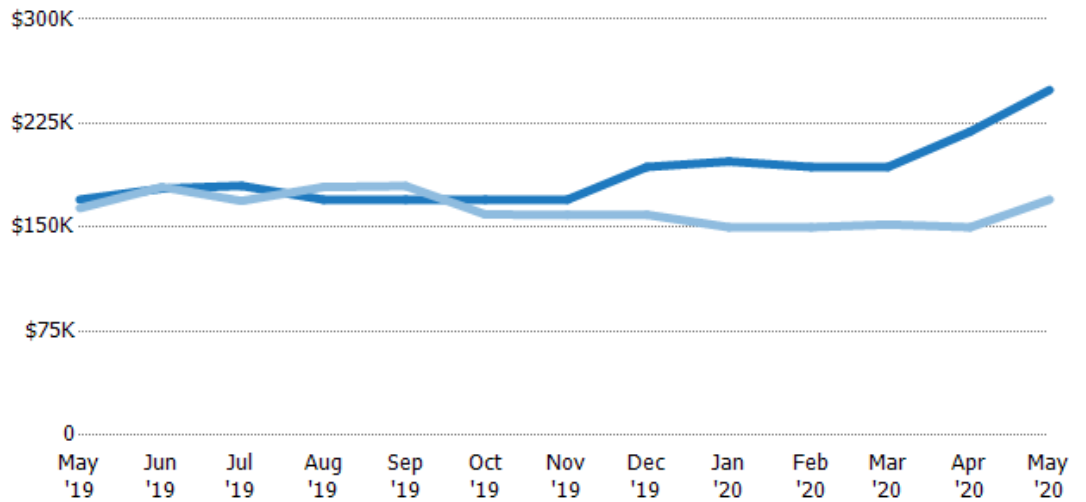
## Median Listing Price

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.
May '20	\$249K	46.5%
May '19	\$170K	3.8%
May '18	\$164K	-5.4%



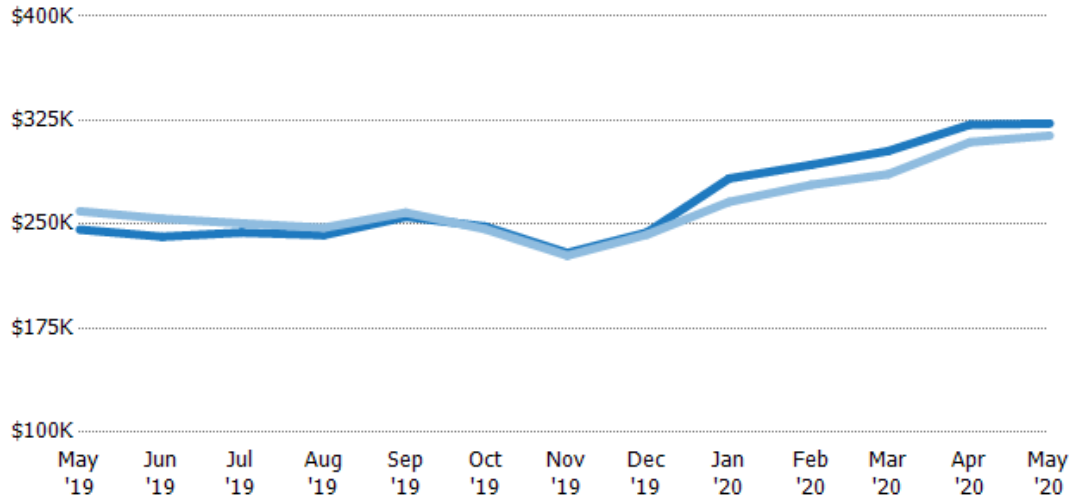
Current Year	\$170K	\$178K	\$180K	\$170K	\$170K	\$170K	\$170K	\$194K	\$197K	\$194K	\$194K	\$219K	\$249K
Prior Year	\$164K	\$179K	\$169K	\$179K	\$180K	\$159K	\$159K	\$159K	\$150K	\$150K	\$152K	\$150K	\$170K
Percent Change from Prior Year	4%	-1%	6%	-5%	-5%	7%	7%	22%	32%	29%	27%	46%	47%

## 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

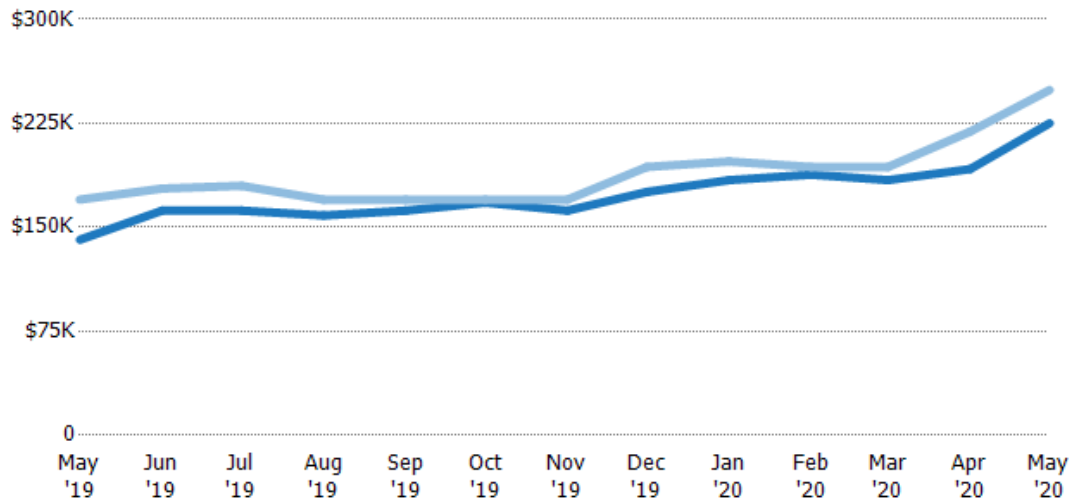


## Median Listing Price vs Median Est Value

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



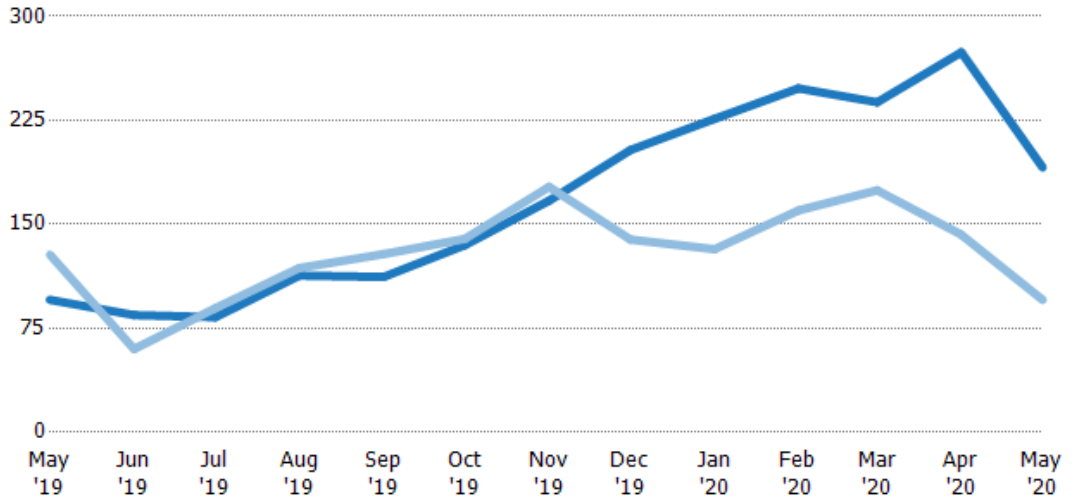
## Median Days in RPR

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.
May '20	191	100%
May '19	95.5	-25.4%
May '18	128	-56.6%



	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20
Current Year	95.5	84.5	83	113	112	135	167	204	226	248	238	274	191
Prior Year	128	60	89.5	119	129	140	177	139	132	160	175	143	95.5
Percent Change from Prior Year	-25%	41%	-7%	-5%	-13%	-3%	-6%	46%	71%	55%	36%	92%	100%

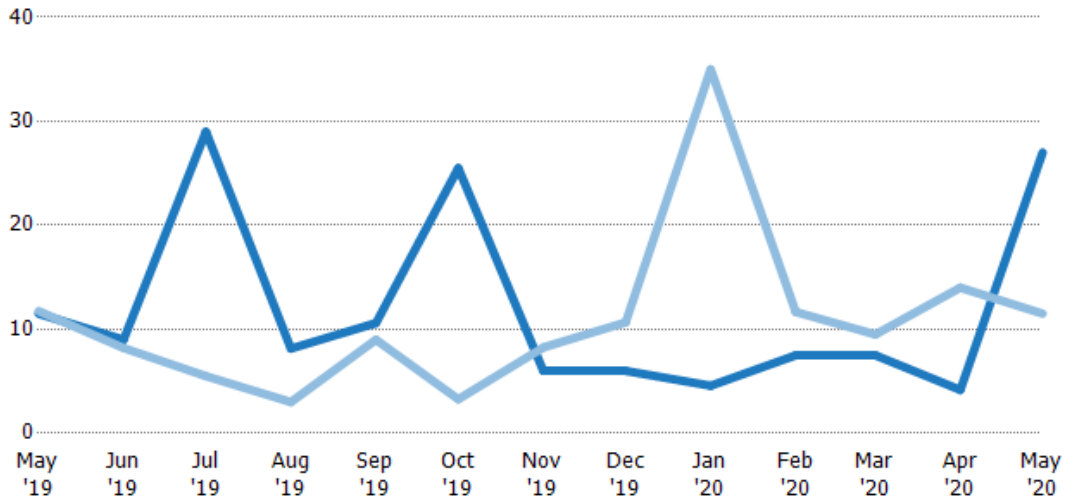
## Months of Inventory

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.
May '20	27	134.8%
May '19	11.5	-2.1%
May '18	11.8	2.1%



	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20
Current Year	11.5	9	29	8.14	10.6	25.5	6	6	4.57	7.5	7.5	4.17	27
Prior Year	11.8	8.2	5.5	3	9	3.27	8.25	10.7	35	11.7	9.5	14	11.5
Percent Change from Prior Year	-2%	10%	427%	171%	18%	679%	-27%	-44%	-87%	-36%	-21%	-70%	135%

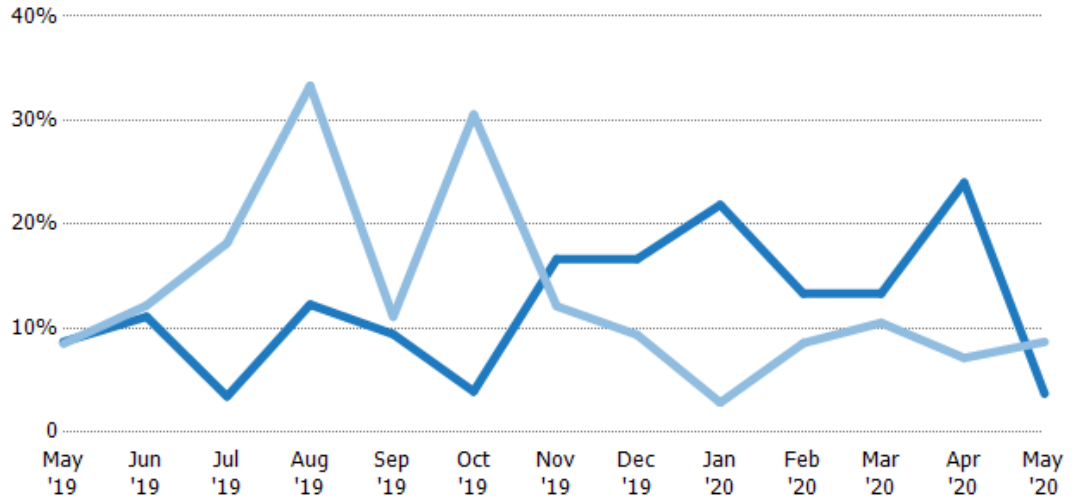
## Absorption Rate

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.
May '20	4%	5%
May '19	9%	-0.2%
May '18	9%	-2.1%



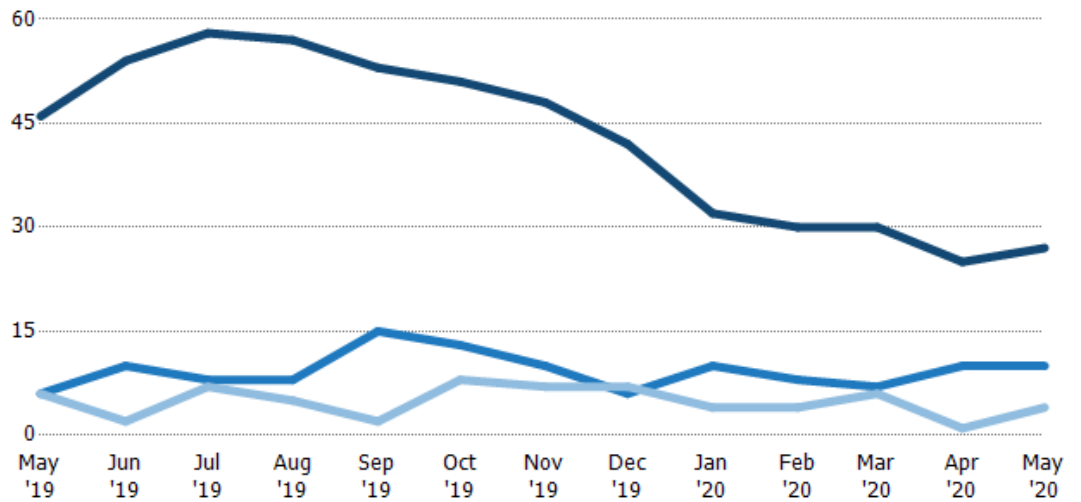
Current Year	9%	11%	3%	12%	9%	4%	17%	17%	22%	13%	13%	24%	4%
Prior Year	9%	12%	18%	33%	11%	31%	12%	9%	3%	9%	11%	7%	9%
Change from Prior Year	0%	1%	15%	21%	2%	27%	-5%	-7%	-19%	-5%	-3%	-17%	5%

## 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



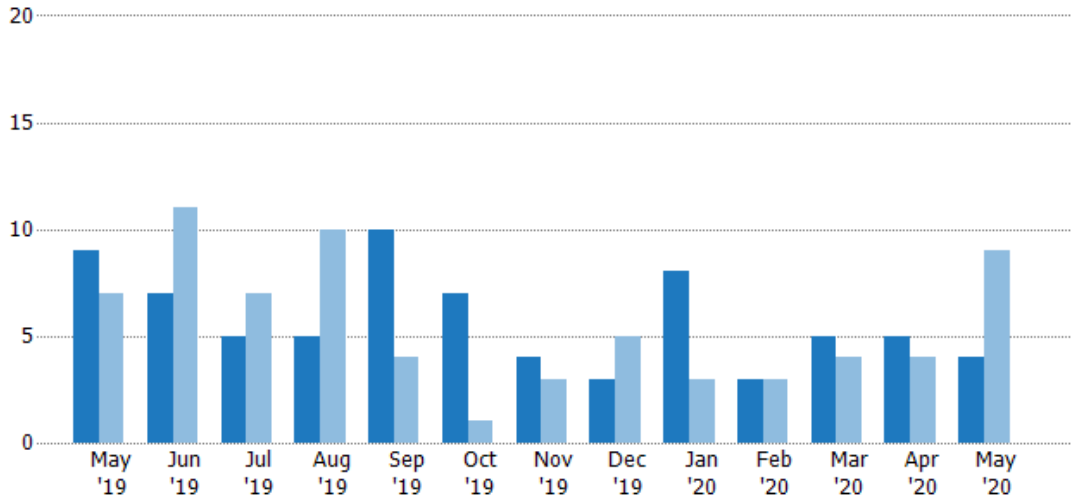
Active	46	54	58	57	53	51	48	42	32	30	30	25	27
Pending	6	10	8	8	15	13	10	6	10	8	7	10	10
Sold	6	2	7	5	2	8	7	7	4	4	6	1	4

## 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



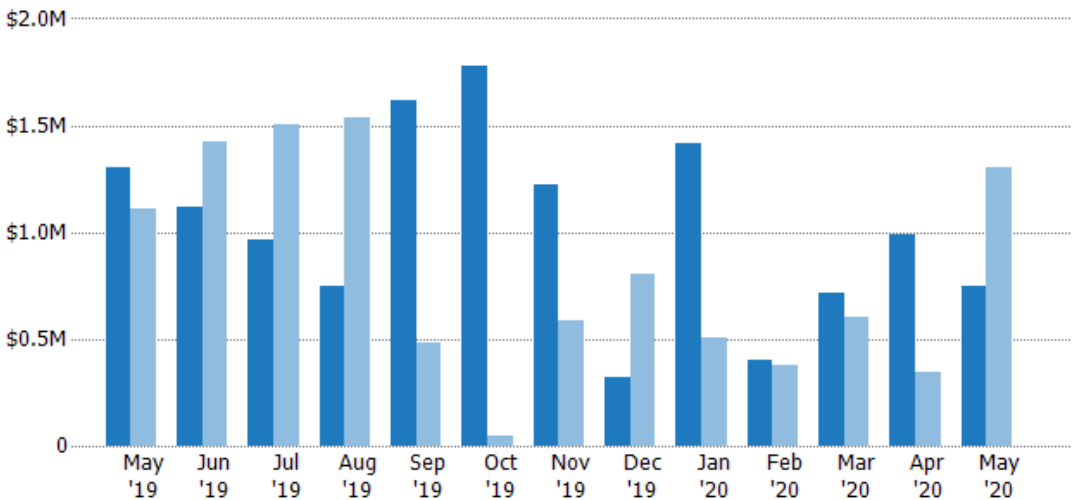
Month/Year	Count	% Chg.
May '20	4	-55.6%
May '19	9	28.6%
May '18	7	-28.6%

## 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.
May '20	\$750K	-42.5%
May '19	\$1.3M	17.8%
May '18	\$1.11M	-4.7%



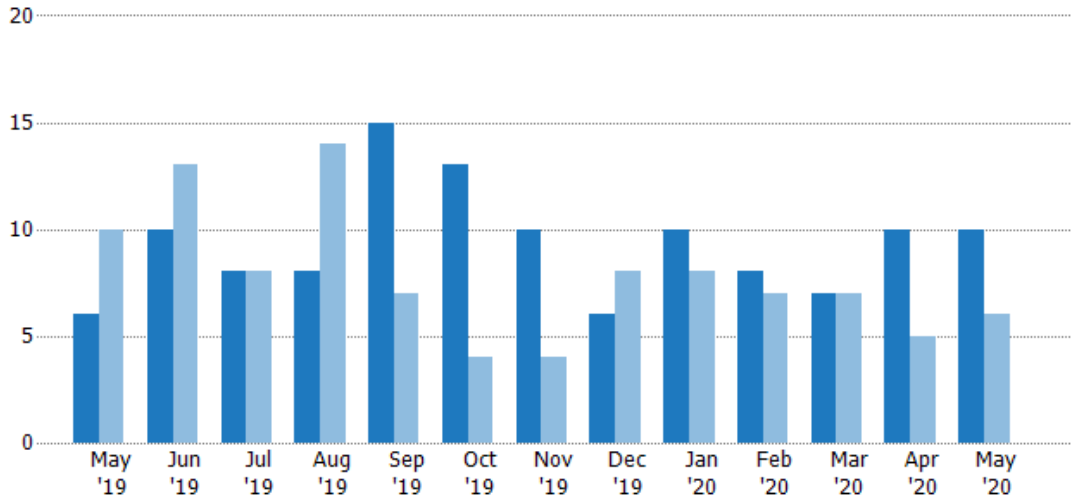
## Pending Sales

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.
May '20	10	66.7%
May '19	6	-40%
May '18	10	-30%



	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20
Current Year	6	10	8	8	15	13	10	6	10	8	7	10	10
Prior Year	10	13	8	14	7	4	4	8	8	7	7	5	6
Percent Change from Prior Year	-40%	-23%	0%	-43%	114%	225%	150%	-25%	25%	14%	0%	100%	67%

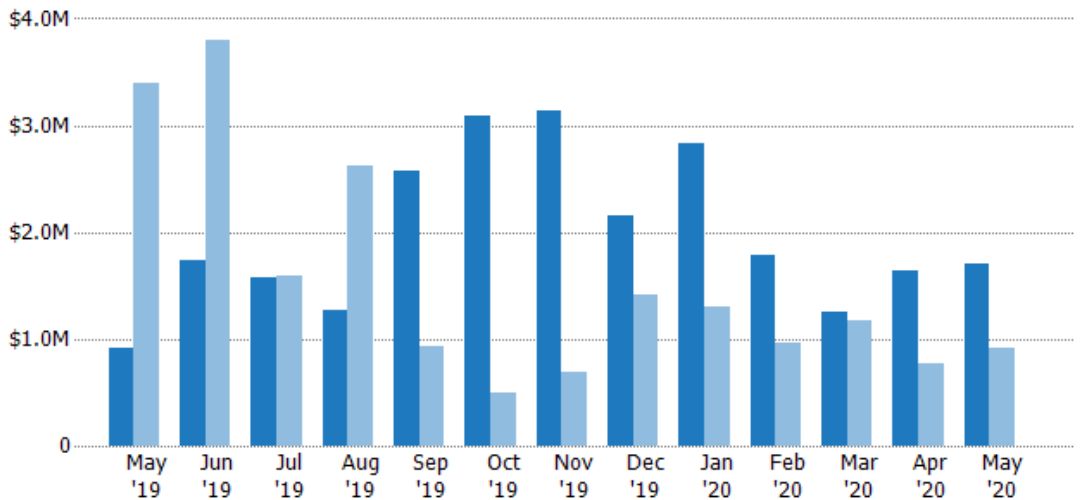
## Pending Sales Volume

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.
May '20	\$1.7M	84.1%
May '19	\$923K	-72.8%
May '18	\$3.39M	-59.6%



	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20
Current Year	\$923K	\$1.73M	\$1.58M	\$1.27M	\$2.58M	\$3.09M	\$3.14M	\$2.16M	\$2.83M	\$1.79M	\$1.25M	\$1.64M	\$1.7M
Prior Year	\$3.39M	\$3.8M	\$1.59M	\$2.63M	\$939K	\$495K	\$697K	\$1.41M	\$1.3M	\$968K	\$1.17M	\$763K	\$923K
Percent Change from Prior Year	-73%	-54%	-1%	-52%	174%	524%	351%	53%	118%	85%	7%	115%	84%

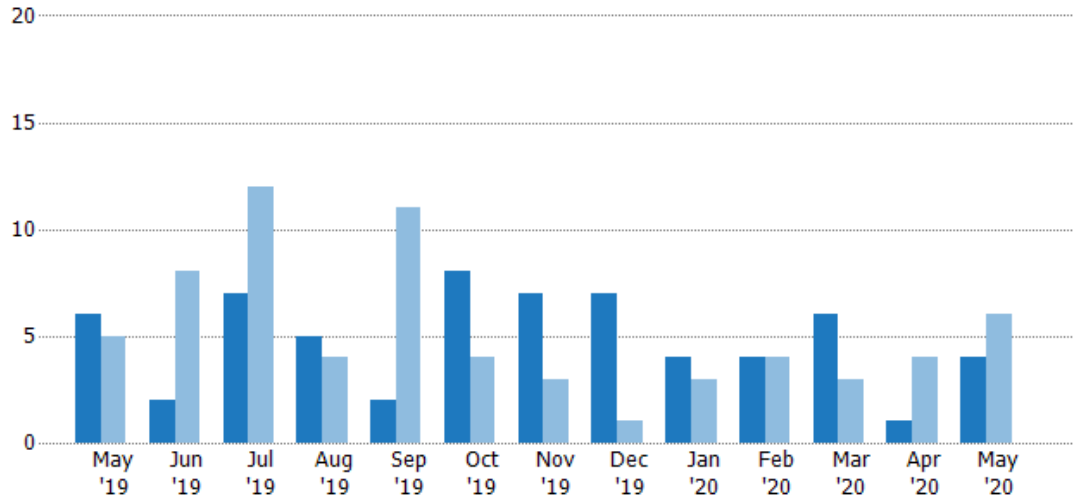
## Closed Sales

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.
May '20	4	-33.3%
May '19	6	20%
May '18	5	20%



Current Year	6	2	7	5	2	8	7	7	4	4	6	1	4
Prior Year	5	8	12	4	11	4	3	1	3	4	3	4	6
Percent Change from Prior Year	20%	-75%	-42%	25%	-82%	100%	133%	600%	33%	0%	100%	-75%	-33%

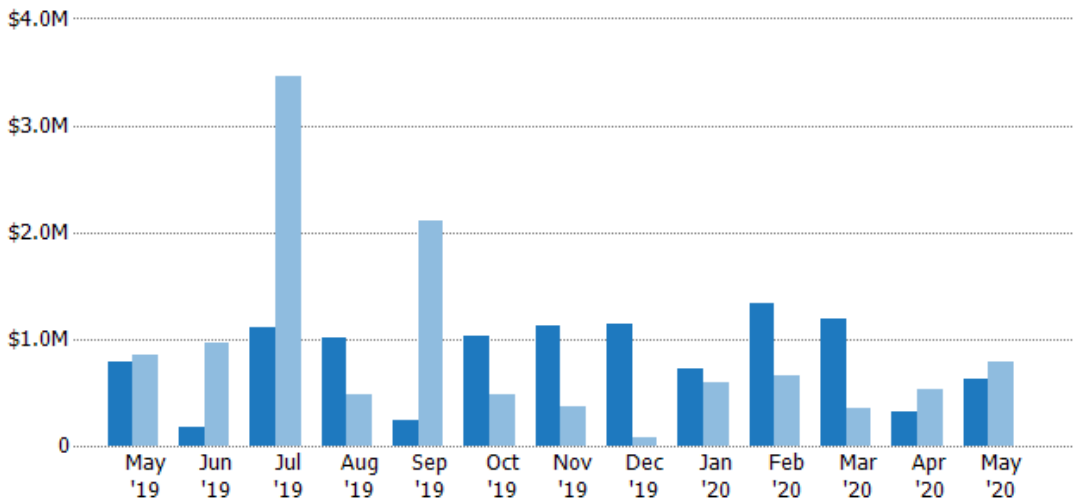
## Closed Sales Volume

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.
May '20	\$623K	-20.5%
May '19	\$783K	-7.5%
May '18	\$846K	-10.5%



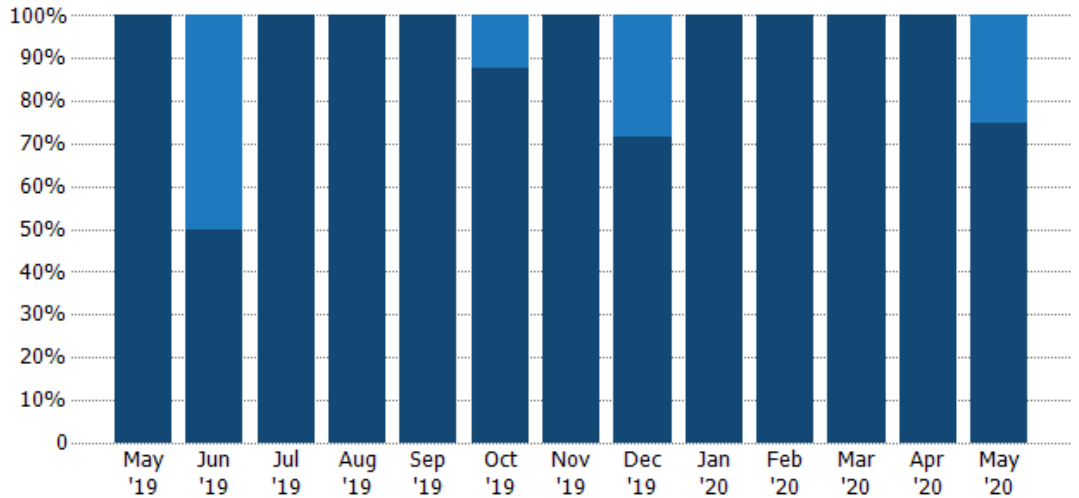
Current Year	\$783K	\$175K	\$1.11M	\$1.01M	\$235K	\$1.02M	\$1.13M	\$1.13M	\$726K	\$1.33M	\$1.19M	\$323K	\$623K
Prior Year	\$846K	\$971K	\$3.46M	\$477K	\$2.1M	\$483K	\$374K	\$82.5K	\$594K	\$653K	\$352K	\$531K	\$783K
Percent Change from Prior Year	-7%	-82%	-68%	112%	-89%	112%	202%	1,274%	22%	104%	237%	-39%	-21%

## 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



Property Type	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20
Condo/Townhouse	-	50%	-	-	-	13%	-	29%	-	-	-	-	25%
Single Family Residence	100%	50%	100%	100%	100%	88%	100%	71%	100%	100%	100%	100%	75%

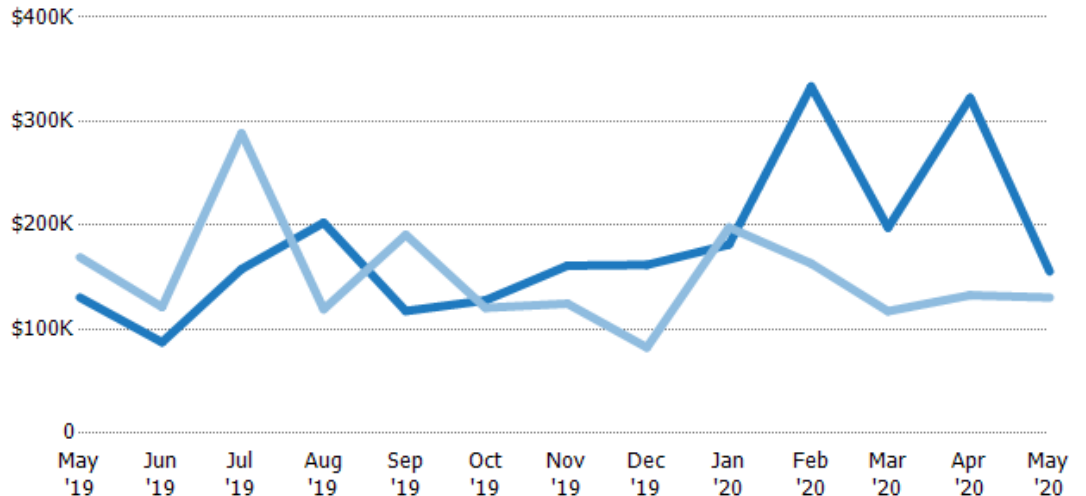
## Average Sales Price

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.
May '20	\$156K	19.2%
May '19	\$131K	-22.9%
May '18	\$169K	-25.4%



Property Type	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20
Current Year	\$131K	\$87.5K	\$158K	\$203K	\$118K	\$128K	\$161K	\$162K	\$182K	\$333K	\$198K	\$323K	\$156K
Prior Year	\$169K	\$121K	\$288K	\$119K	\$191K	\$121K	\$125K	\$82.5K	\$198K	\$163K	\$117K	\$133K	\$131K
Percent Change from Prior Year	-23%	-28%	-45%	70%	-38%	6%	29%	96%	-8%	104%	68%	143%	19%

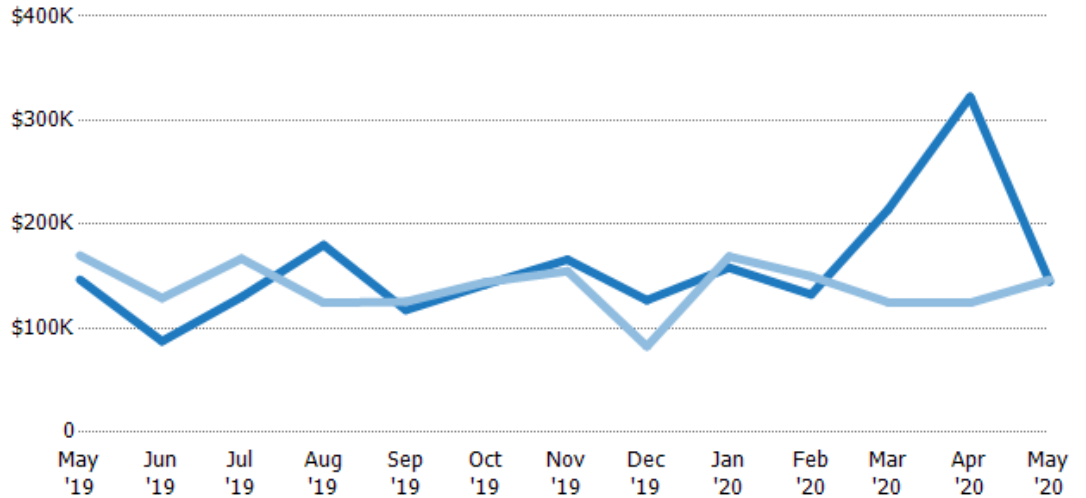
## Median Sales Price

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.
May '20	\$145K	-1.4%
May '19	\$147K	-13.7%
May '18	\$170K	-26%



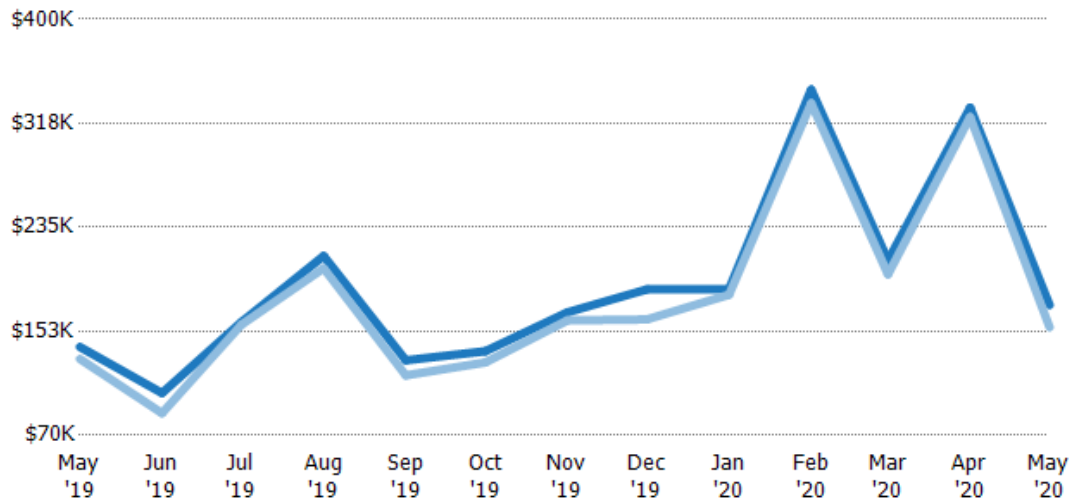
Current Year	\$147K	\$87.5K	\$130K	\$180K	\$118K	\$142K	\$166K	\$127K	\$158K	\$132K	\$214K	\$323K	\$145K
Prior Year	\$170K	\$129K	\$167K	\$125K	\$126K	\$144K	\$155K	\$82.5K	\$169K	\$150K	\$125K	\$125K	\$147K
Percent Change from Prior Year	-14%	-32%	-22%	45%	-6%	-2%	7%	54%	-6%	-12%	71%	159%	-1%

## 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



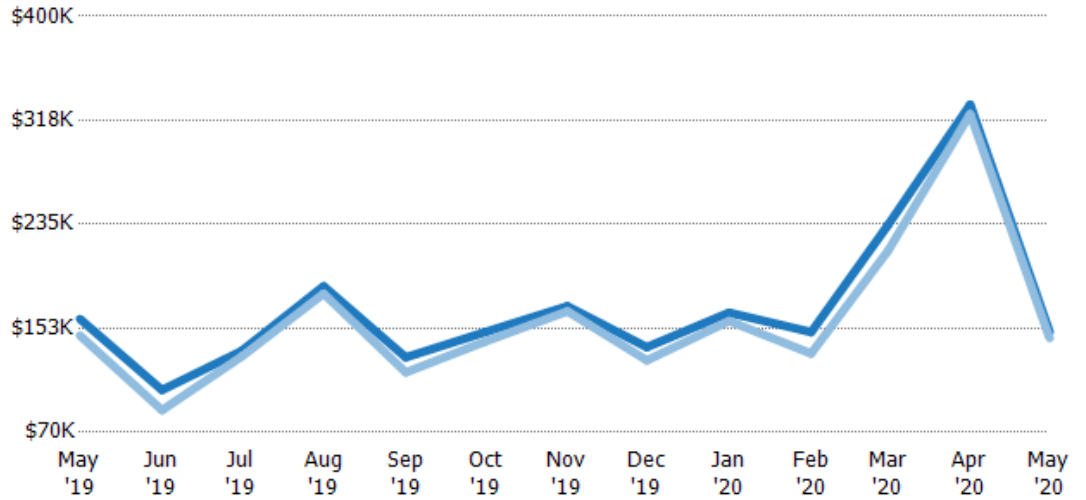
Avg List Price	\$140K	\$104K	\$160K	\$212K	\$129K	\$137K	\$168K	\$186K	\$186K	\$344K	\$209K	\$330K	\$173K
Avg Sales Price	\$131K	\$87.5K	\$158K	\$203K	\$118K	\$128K	\$161K	\$162K	\$182K	\$333K	\$198K	\$323K	\$156K
Avg Sales Price as a % of Avg List Price	93%	85%	99%	95%	91%	93%	96%	87%	98%	97%	95%	98%	90%

## 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



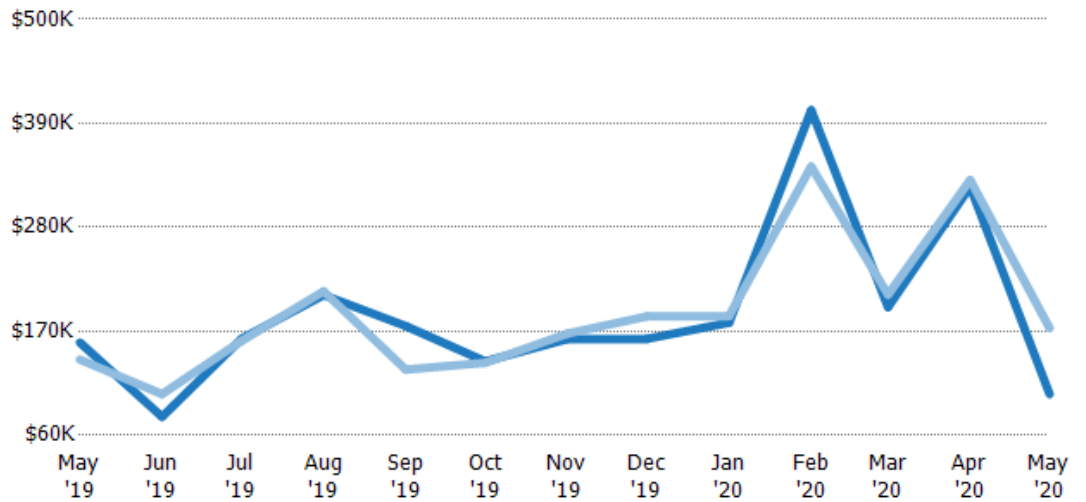
Median List Price	\$160K	\$104K	\$135K	\$186K	\$129K	\$150K	\$170K	\$138K	\$165K	\$149K	\$234K	\$330K	\$150K
Median Sales Price	\$147K	\$87.5K	\$130K	\$180K	\$118K	\$142K	\$166K	\$127K	\$158K	\$132K	\$214K	\$323K	\$145K
Med Sales Price as a % of Med List Price	92%	85%	97%	97%	91%	95%	98%	92%	96%	89%	91%	98%	97%

## 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



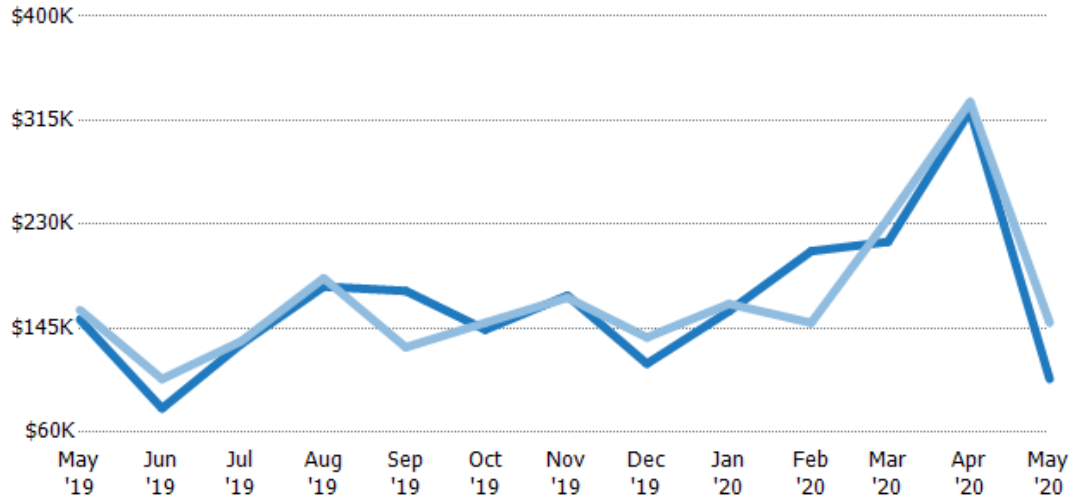
Avg Est Value	\$158K	\$79.5K	\$162K	\$208K	\$176K	\$138K	\$162K	\$162K	\$179K	\$404K	\$196K	\$323K	\$104K
Avg Sales Price	\$140K	\$104K	\$160K	\$212K	\$129K	\$137K	\$168K	\$186K	\$186K	\$344K	\$209K	\$330K	\$173K
Avg Sales Price as a % of Avg Est Value	89%	130%	99%	102%	74%	99%	104%	115%	104%	85%	107%	102%	167%

## 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	\$152K	\$79.5K	\$132K	\$179K	\$176K	\$144K	\$172K	\$116K	\$159K	\$208K	\$216K	\$323K	\$104K
Median Sales Price	\$160K	\$104K	\$135K	\$186K	\$129K	\$150K	\$170K	\$138K	\$165K	\$149K	\$234K	\$330K	\$150K
Med Sales Price as a % of Med Est Value	105%	130%	102%	104%	74%	104%	99%	119%	104%	72%	109%	102%	144%