

## Summary of Key Listing and Sales Metrics

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

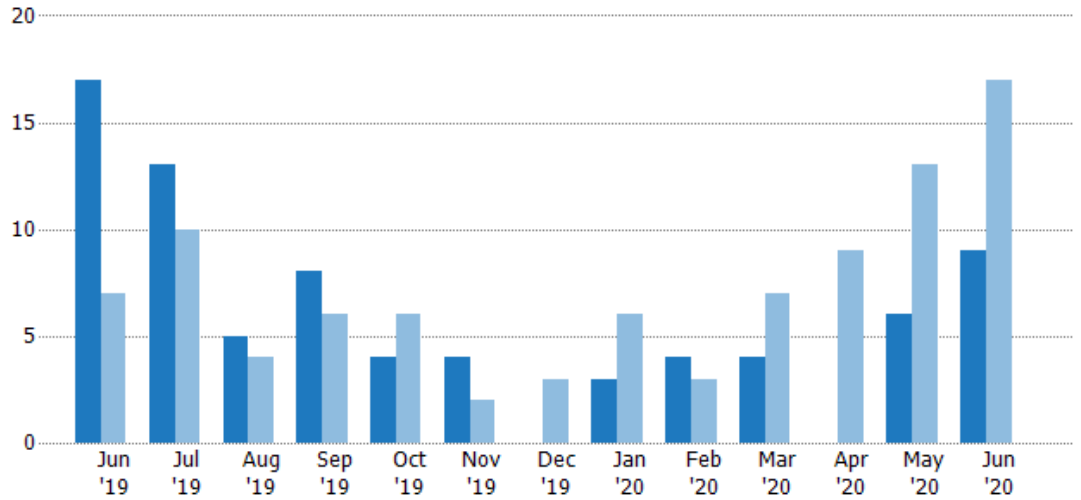
Key Metrics	Jun 2020	Jun 2019	+ / -	YTD 2020	YTD 2019	+ / -
<b>Listing Activity Charts Metrics</b>						
New Listing Count	9	17	-47.1%	26	55	-52.7%
New Listing Volume	\$2,275,900	\$3,416,863	-33.4%	\$6,080,600	\$10,823,163	-43.8%
Active Listing Count	24	53	-54.7%	N/A	N/A	
Active Listing Volume	\$6,870,508	\$13,598,162	-49.5%	N/A	N/A	
Average Listing Price	\$286,271	\$256,569	+11.6%	\$300,201	\$257,338	+16.7%
Median Listing Price	\$229,000	\$185,900	+23.2%	\$215,637	\$162,650	+32.6%
Median Days in RPR	114	81	+40.7%	212.15	127	+67%
Months of Inventory	8	8.8	-9.4%	8.6	10.6	-18.8%
Absorption Rate	12.5%	11.32%	+1.2%	11.6%	9.43%	+2.2%
<b>Sales Activity Charts Metrics</b>						
New Pending Sales Count	11	7	+57.1%	34	29	+17.2%
New Pending Sales Volume	\$3,556,800	\$1,113,900	+219.3%	\$7,611,555	\$4,110,000	+85.2%
Pending Sales Count	13	10	+30%	N/A	N/A	
Pending Sales Volume	\$3,910,200	\$1,730,400	+126%	N/A	N/A	
Closed Sales Count	6	2	+200%	23	21	+9.5%
Closed Sales Volume	\$852,000	\$175,000	+386.9%	\$4,833,900	\$2,963,200	+63.1%
Average Sales Price	\$142,000	\$87,500	+62.3%	\$210,170	\$141,105	+48.9%
Median Sales Price	\$148,000	\$87,500	+69.1%	\$171,535	\$139,976	+22.5%

## 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



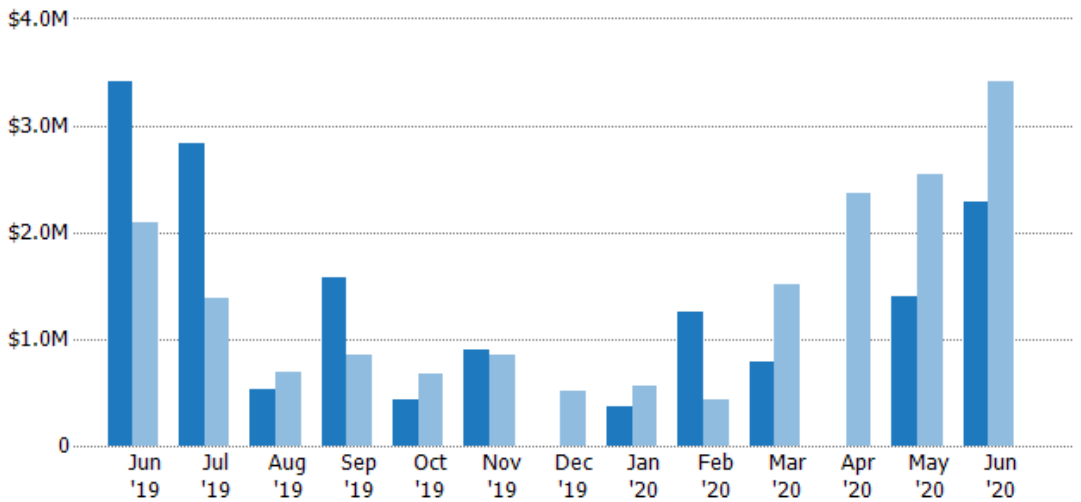
Current Year	17	13	5	8	4	4	-	3	4	4	-	6	9
Prior Year	7	10	4	6	6	2	3	6	3	7	9	13	17
Percent Change from Prior Year	143%	30%	25%	33%	-33%	100%	-100%	-50%	33%	-43%	-100%	-54%	-47%

## 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	\$3.42M	\$2.83M	\$529K	\$1.57M	\$437K	\$894K	-	\$363K	\$1.26M	\$794K	-	\$1.39M	\$2.28M
Prior Year	\$2.09M	\$1.39M	\$695K	\$844K	\$668K	\$855K	\$516K	\$559K	\$426K	\$1.51M	\$2.37M	\$2.55M	\$3.42M
Percent Change from Prior Year	63%	104%	-24%	86%	-35%	5%	-100%	-35%	195%	-47%	-100%	-45%	-33%

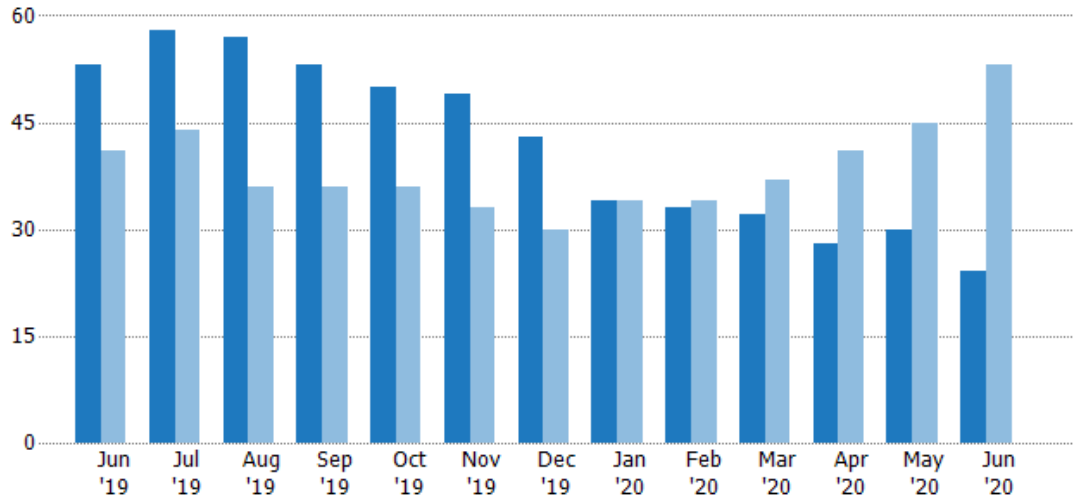
## Active Listings

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.
Jun '20	24	-54.7%
Jun '19	53	29.3%
Jun '18	41	7.3%



Current Year	53	58	57	53	50	49	43	34	33	32	28	30	24
Prior Year	41	44	36	36	36	33	30	34	34	37	41	45	53
Percent Change from Prior Year	29%	32%	58%	47%	39%	48%	43%	0%	-3%	-14%	-32%	-33%	-55%

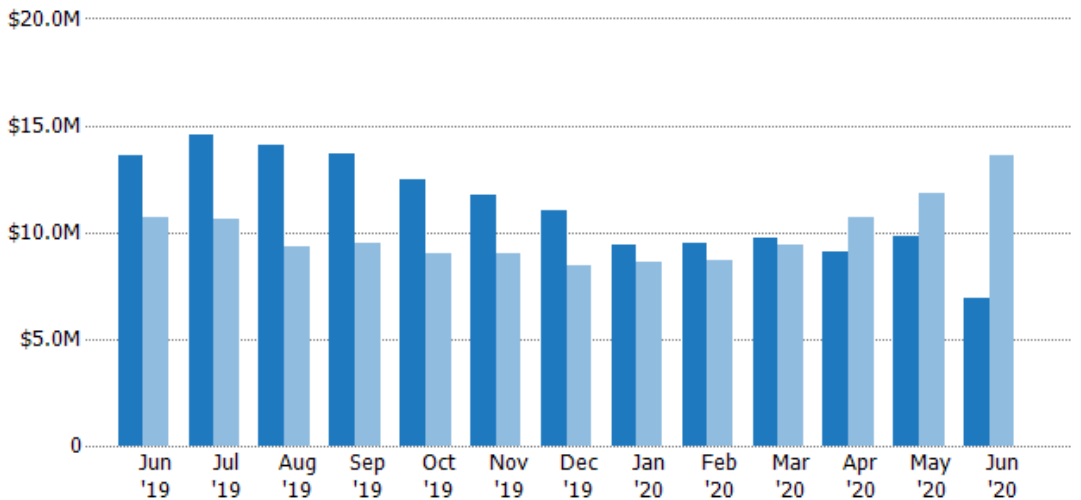
## Active Listing Volume

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.
Jun '20	\$6.87M	-49.5%
Jun '19	\$13.6M	27.1%
Jun '18	\$10.7M	7.6%



Current Year	\$13.6M	\$14.5M	\$14.1M	\$13.7M	\$12.5M	\$11.8M	\$11M	\$9.43M	\$9.46M	\$9.75M	\$9.05M	\$9.79M	\$6.87M
Prior Year	\$10.7M	\$10.6M	\$9.34M	\$9.5M	\$9M	\$8.99M	\$8.41M	\$8.6M	\$8.66M	\$9.42M	\$10.7M	\$11.8M	\$13.6M
Percent Change from Prior Year	27%	37%	51%	44%	38%	31%	31%	10%	9%	3%	-15%	-17%	-49%

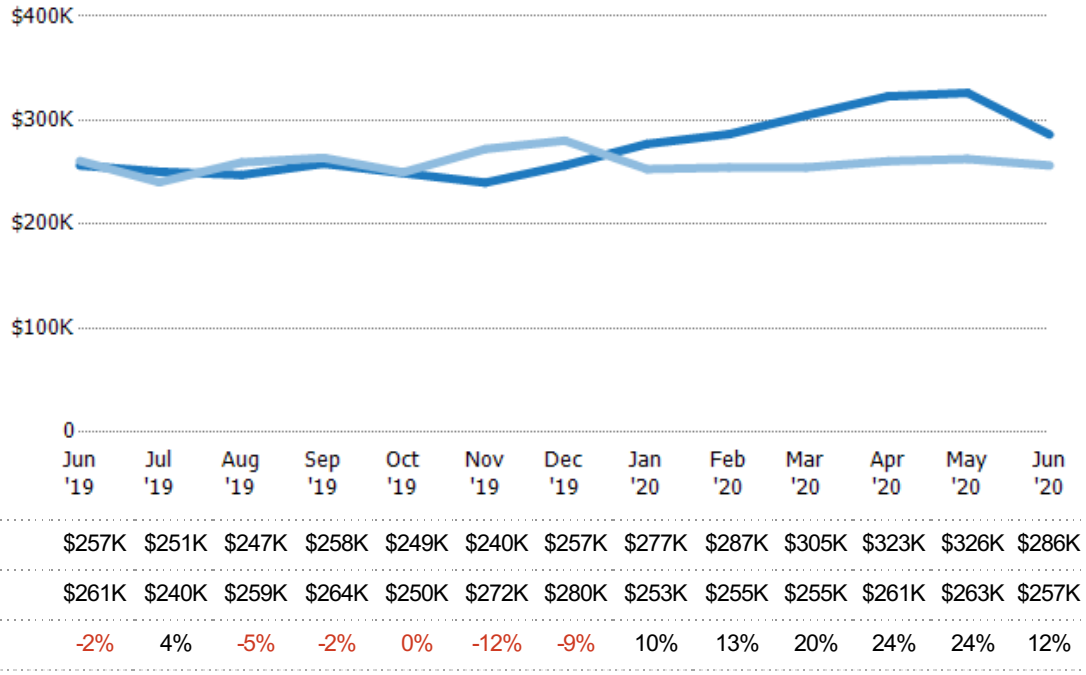
## Average Listing Price

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.
Jun '20	\$286K	11.6%
Jun '19	\$257K	-1.7%
Jun '18	\$261K	0.3%



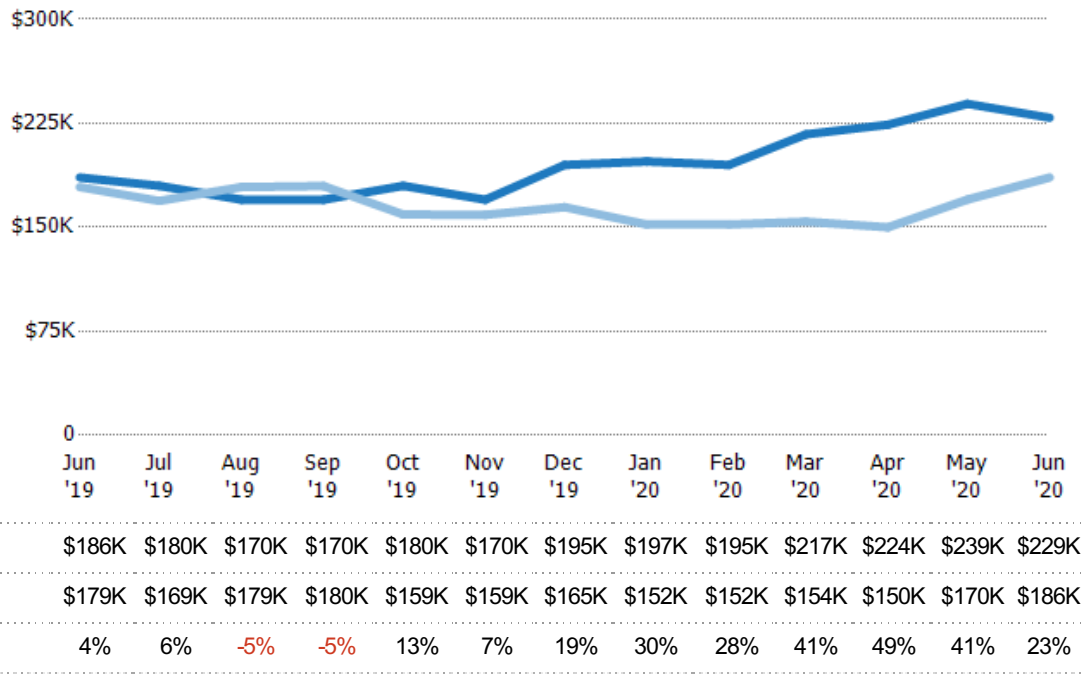
## Median Listing Price

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.
Jun '20	\$229K	23.2%
Jun '19	\$186K	3.9%
Jun '18	\$179K	-10.9%

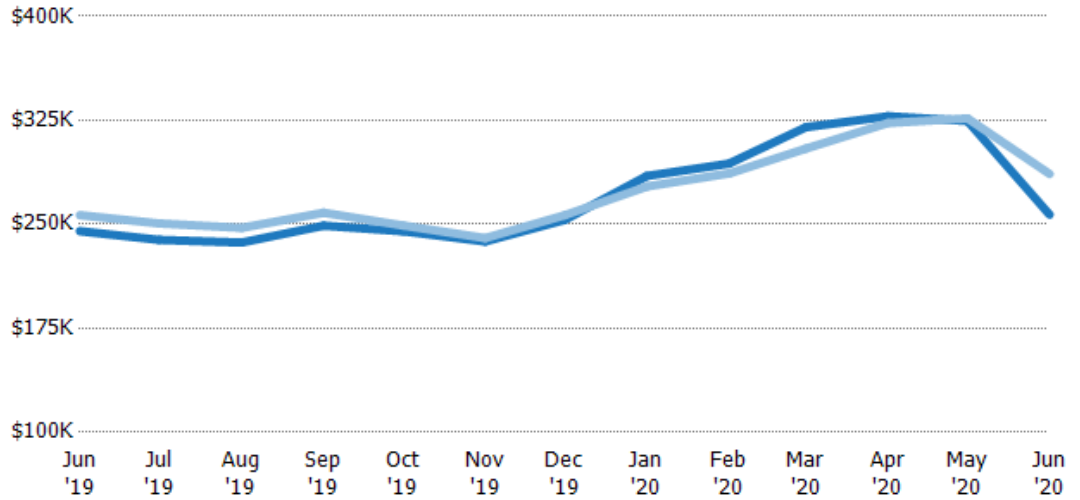


## Average Listing Price vs Average Est Value

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



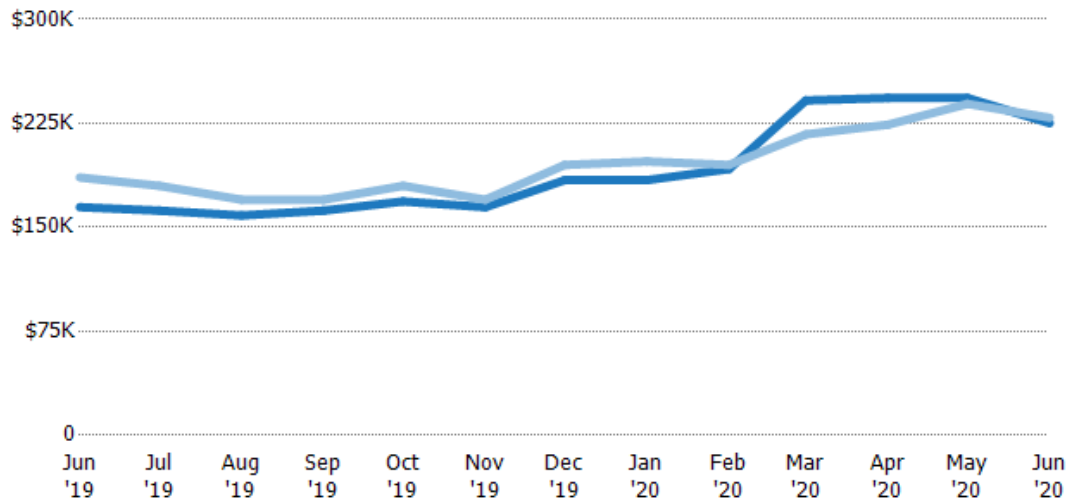
	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20
Avg Est Value	\$245K	\$239K	\$237K	\$249K	\$245K	\$238K	\$253K	\$285K	\$294K	\$320K	\$328K	\$324K	\$257K
Avg Listing Price	\$257K	\$251K	\$247K	\$258K	\$249K	\$240K	\$257K	\$277K	\$287K	\$305K	\$323K	\$326K	\$286K
Avg Listing Price as a % of Avg Est Value	105%	105%	104%	104%	102%	101%	101%	97%	98%	95%	99%	101%	111%

## 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



	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20
Median Est Value	\$165K	\$162K	\$159K	\$162K	\$169K	\$165K	\$184K	\$184K	\$192K	\$242K	\$243K	\$243K	\$225K
Median Listing Price	\$186K	\$180K	\$170K	\$170K	\$180K	\$170K	\$195K	\$197K	\$195K	\$217K	\$224K	\$239K	\$229K
Med Listing Price as a % of Med Est Value	113%	111%	107%	105%	107%	103%	106%	107%	102%	90%	92%	98%	102%

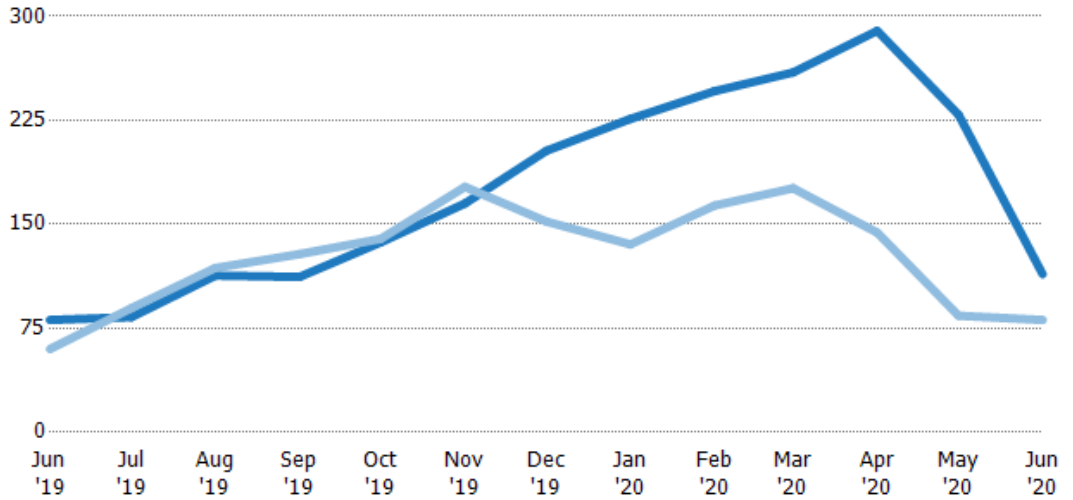
## Median Days in RPR

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.
Jun '20	114	40.7%
Jun '19	81	35%
Jun '18	60	22.5%



	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20
Current Year	81	83	113	112	137	165	203	226	246	260	290	229	114
Prior Year	60	89.5	119	129	140	177	152	136	164	176	144	84	81
Percent Change from Prior Year	35%	-7%	-5%	-13%	-2%	-7%	34%	67%	50%	47%	101%	173%	41%

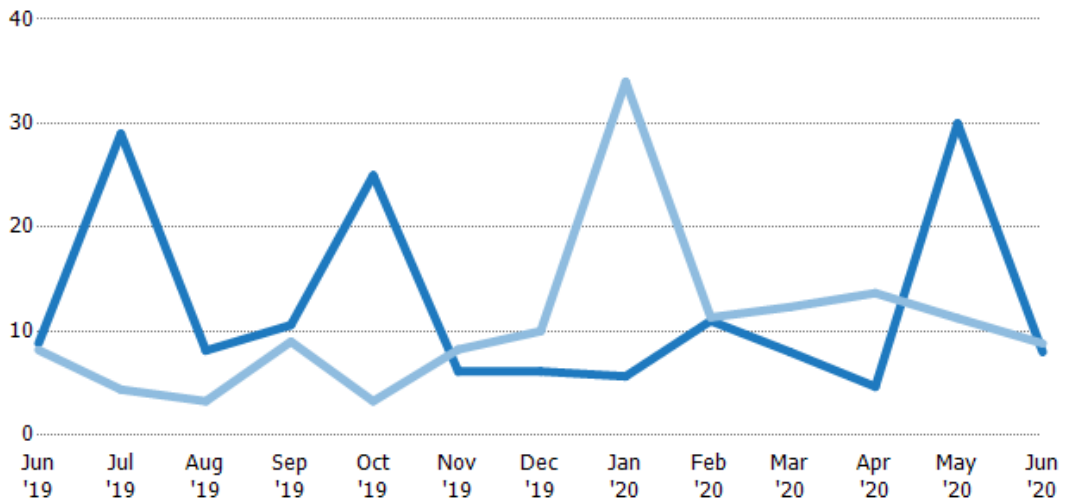
## Months of Inventory

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.
Jun '20	8	-9.4%
Jun '19	8.83	7.7%
Jun '18	8.2	-10.6%



	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20
Current Year	8.83	29	8.14	10.6	25	6.13	6.14	5.67	11	8	4.67	30	8
Prior Year	8.2	4.4	3.27	9	3.27	8.25	10	34	11.3	12.3	13.7	11.3	8.83
Percent Change from Prior Year	8%	559%	149%	18%	664%	-26%	-39%	-83%	-3%	-35%	-66%	167%	-9%

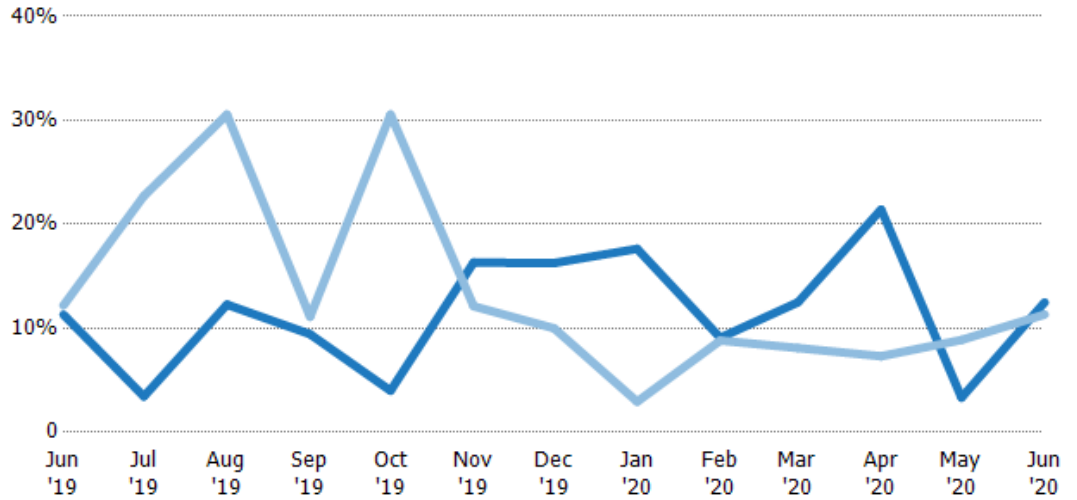
## Absorption Rate

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.
Jun '20	13%	-1.2%
Jun '19	11%	0.9%
Jun '18	12%	11.8%



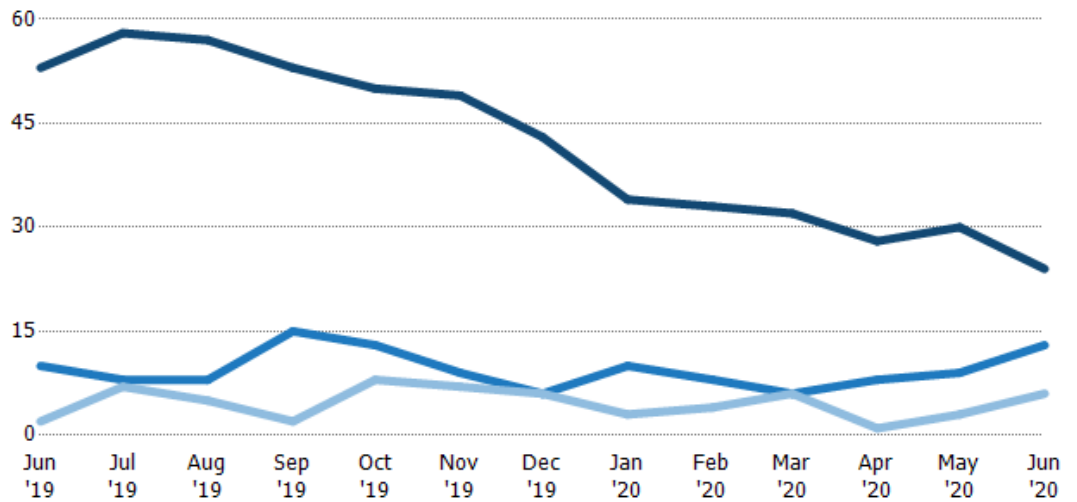
Current Year	11%	3%	12%	9%	4%	16%	16%	18%	9%	13%	21%	3%	13%
Prior Year	12%	23%	31%	11%	31%	12%	10%	3%	9%	8%	7%	9%	11%
Change from Prior Year	1%	19%	18%	2%	27%	-4%	-6%	-15%	0%	-4%	-14%	6%	-1%

## 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



Active	53	58	57	53	50	49	43	34	33	32	28	30	24
Pending	10	8	8	15	13	9	6	10	8	6	8	9	13
Sold	2	7	5	2	8	7	6	3	4	6	1	3	6

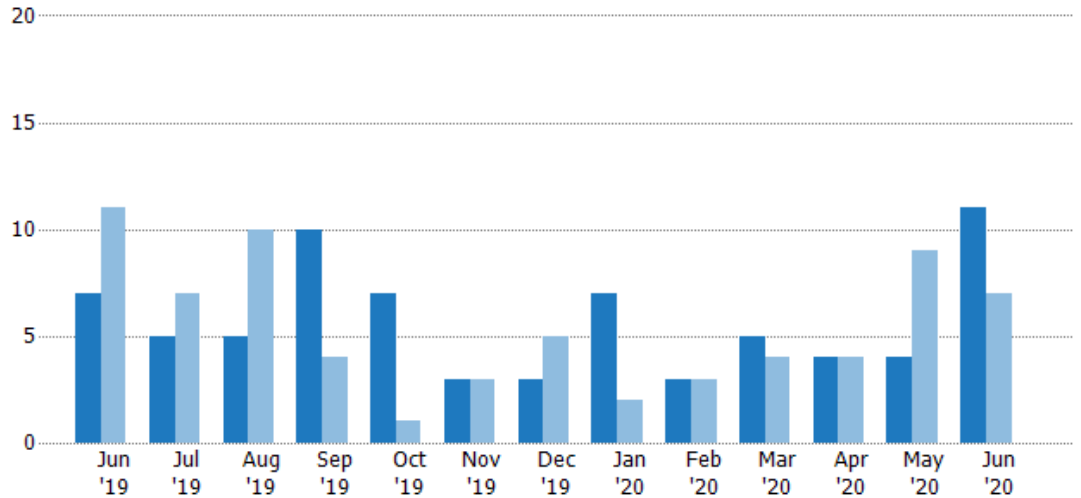
## New Pending Sales

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.
Jun '20	11	57.1%
Jun '19	7	-36.4%
Jun '18	11	-54.5%



	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20
Current Year	7	5	5	10	7	3	3	7	3	5	4	4	11
Prior Year	11	7	10	4	1	3	5	2	3	4	4	9	7
Percent Change from Prior Year	-36%	-29%	-50%	150%	600%	0%	-40%	250%	0%	25%	0%	-56%	57%

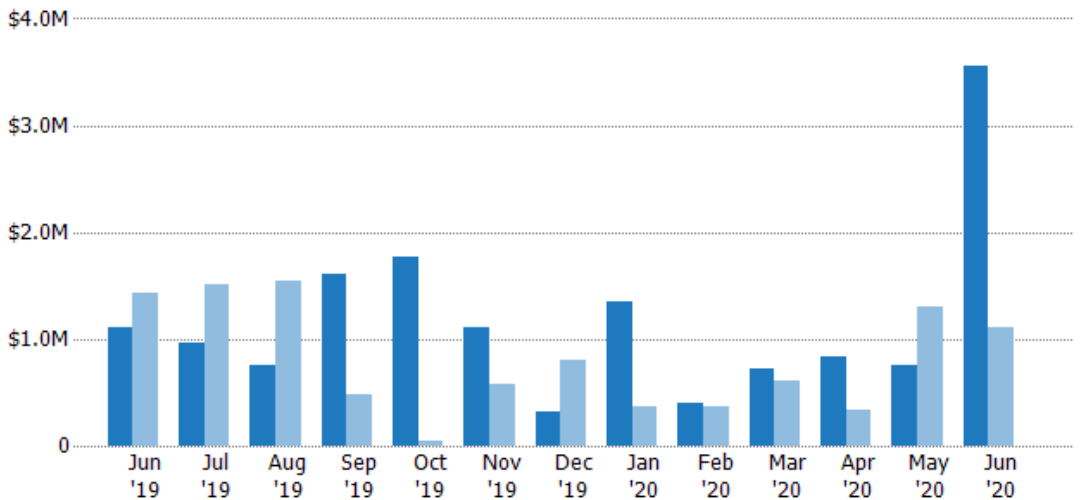
## New Pending Sales Volume

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.
Jun '20	\$3.56M	219.3%
Jun '19	\$1.11M	-22.4%
Jun '18	\$1.44M	-47.1%



	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20
Current Year	\$1.11M	\$964K	\$751K	\$1.61M	\$1.78M	\$1.11M	\$317K	\$1.35M	\$401K	\$715K	\$838K	\$750K	\$3.56M
Prior Year	\$1.44M	\$1.51M	\$1.54M	\$481K	\$49K	\$585K	\$800K	\$369K	\$376K	\$605K	\$343K	\$1.3M	\$1.11M
Percent Change from Prior Year	-22%	-36%	-51%	236%	3,525%	91%	-60%	266%	7%	18%	144%	-43%	219%



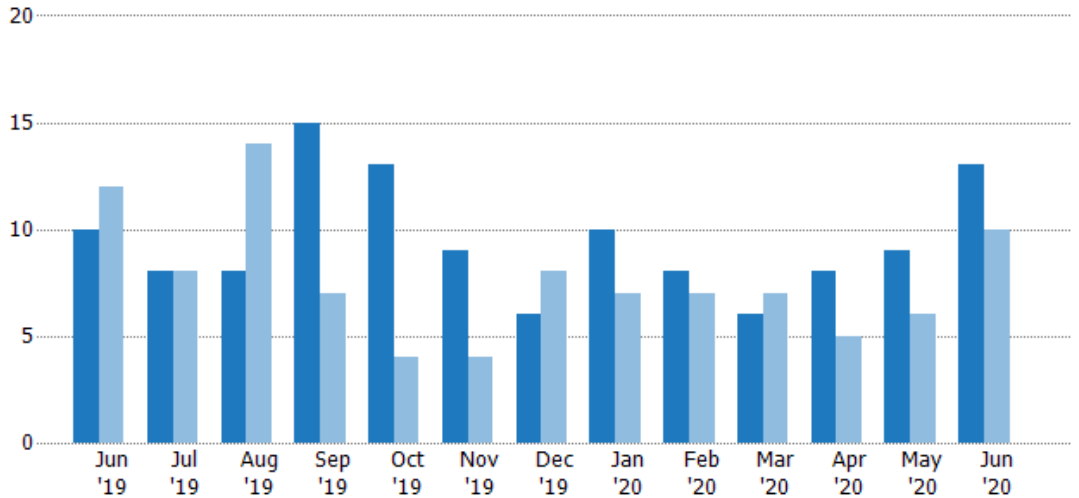
## Pending Sales

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.
Jun '20	13	30%
Jun '19	10	-16.7%
Jun '18	12	-25%



Current Year	10	8	8	15	13	9	6	10	8	6	8	9	13
Prior Year	12	8	14	7	4	4	8	7	7	7	5	6	10
Percent Change from Prior Year	-17%	0%	-43%	114%	225%	125%	-25%	43%	14%	-14%	60%	50%	30%

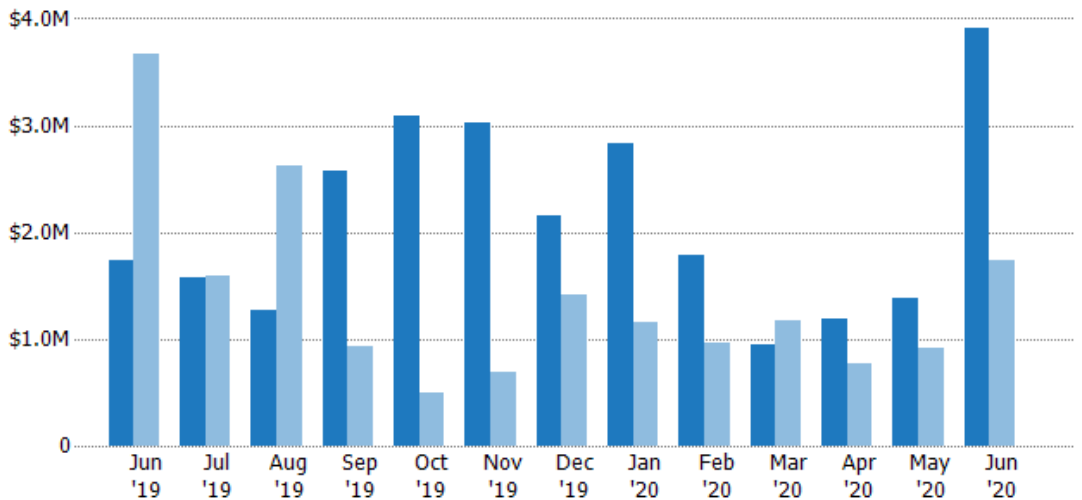
## Pending Sales Volume

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.
Jun '20	\$3.91M	126%
Jun '19	\$1.73M	-52.8%
Jun '18	\$3.67M	-54%



Current Year	\$1.73M	\$1.58M	\$1.27M	\$2.58M	\$3.09M	\$3.03M	\$2.16M	\$2.83M	\$1.79M	\$940K	\$1.18M	\$1.39M	\$3.91M
Prior Year	\$3.67M	\$1.59M	\$2.63M	\$939K	\$495K	\$697K	\$1.41M	\$1.16M	\$968K	\$1.17M	\$763K	\$923K	\$1.73M
Percent Change from Prior Year	-53%	-1%	-52%	174%	524%	335%	53%	143%	85%	-20%	55%	51%	126%

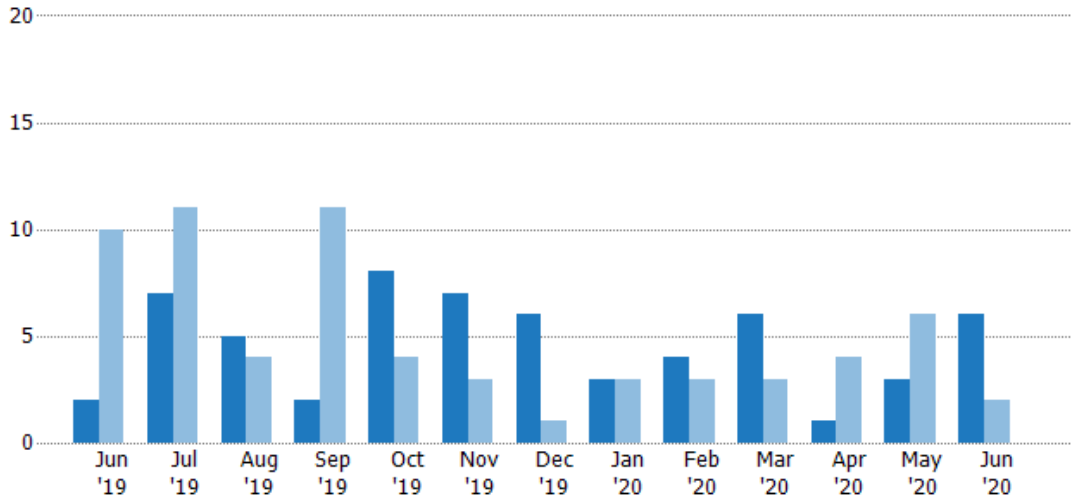
## Closed Sales

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.
Jun '20	6	200%
Jun '19	2	-80%
Jun '18	10	-80%



Current Year	2	7	5	2	8	7	6	3	4	6	1	3	6
Prior Year	10	11	4	11	4	3	1	3	3	3	4	6	2
Percent Change from Prior Year	-80%	-36%	25%	-82%	100%	133%	500%	0%	33%	100%	-75%	-50%	200%

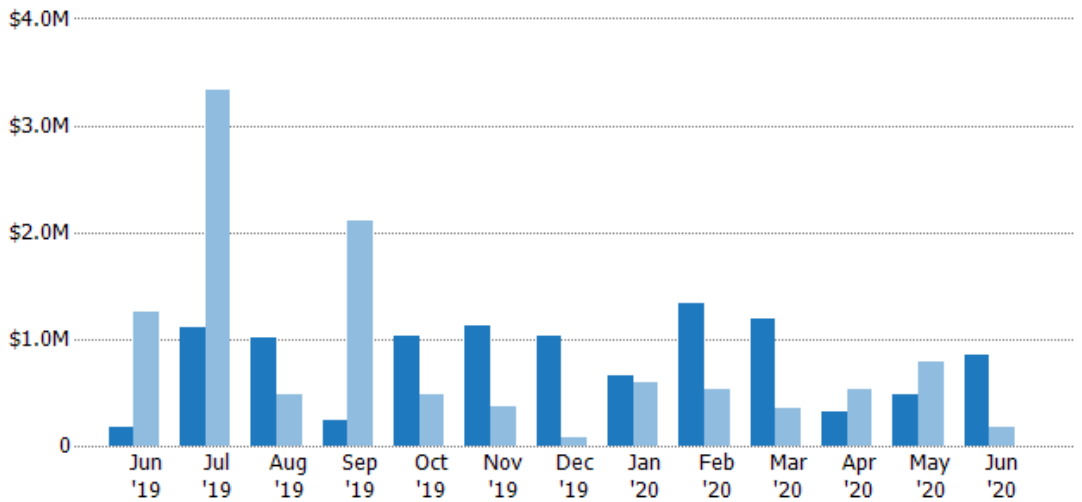
## Closed Sales Volume

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.
Jun '20	\$852K	386.9%
Jun '19	\$175K	-86%
Jun '18	\$1.25M	-75.1%



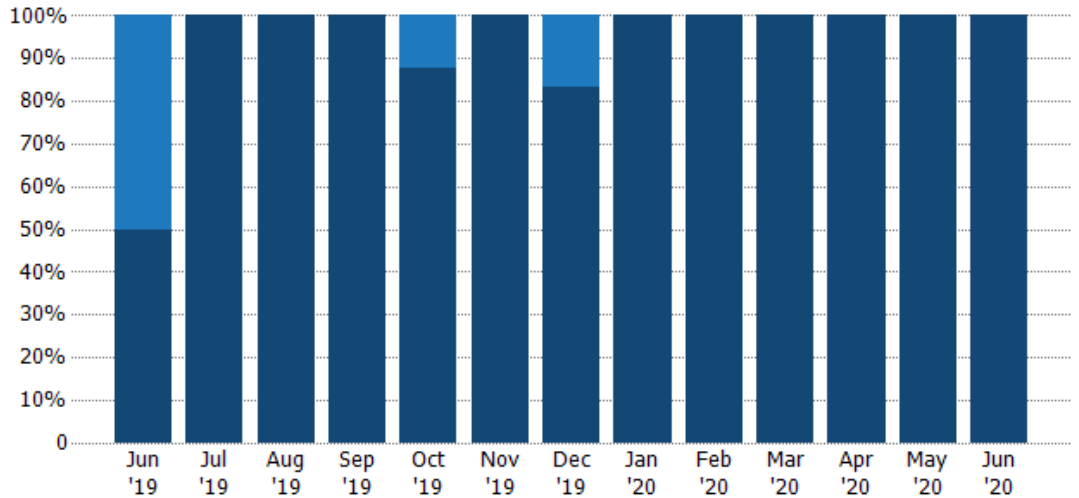
Current Year	\$175K	\$1.11M	\$1.01M	\$235K	\$1.02M	\$1.13M	\$1.04M	\$662K	\$1.33M	\$1.19M	\$323K	\$478K	\$852K
Prior Year	\$1.25M	\$3.33M	\$477K	\$2.1M	\$483K	\$374K	\$82.5K	\$594K	\$528K	\$352K	\$531K	\$783K	\$175K
Percent Change from Prior Year	-86%	-67%	112%	-89%	112%	202%	1,155%	11%	153%	237%	-39%	-39%	387%

## 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



Condo/Townhouse	50%	-	-	-	13%	-	17%	-	-	-	-	-	-
Single Family Residence	50%	100%	100%	100%	88%	100%	83%	100%	100%	100%	100%	100%	100%

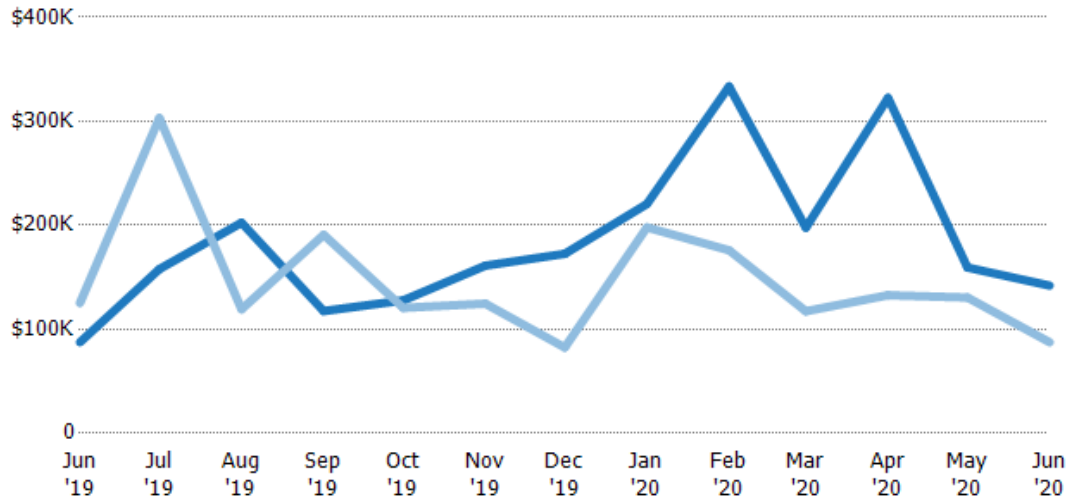
## Average Sales Price

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.
Jun '20	\$142K	62.3%
Jun '19	\$87.5K	-30.1%
Jun '18	\$125K	24.7%



Current Year	\$87.5K	\$158K	\$203K	\$118K	\$128K	\$161K	\$173K	\$221K	\$333K	\$198K	\$323K	\$159K	\$142K
Prior Year	\$125K	\$303K	\$119K	\$191K	\$121K	\$125K	\$82.5K	\$198K	\$176K	\$117K	\$133K	\$131K	\$87.5K
Percent Change from Prior Year	-30%	-48%	70%	-38%	6%	29%	109%	11%	89%	68%	143%	22%	62%

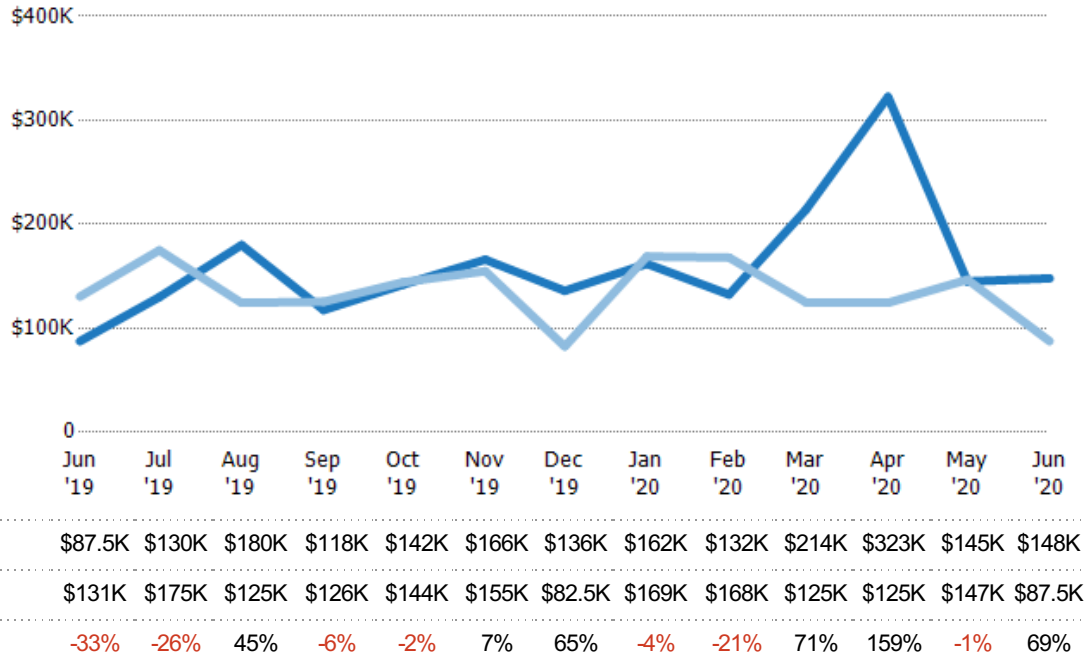
## Median Sales Price

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.
Jun '20	\$148K	69.1%
Jun '19	\$87.5K	-33%
Jun '18	\$131K	19.5%



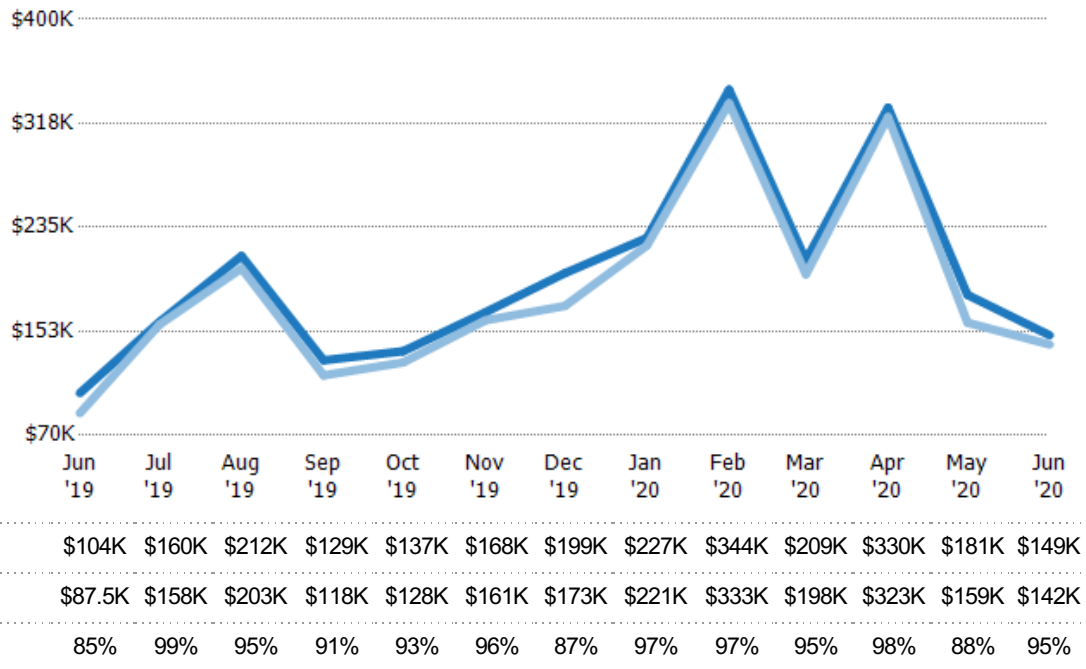
## Average Sales Price vs Average Listing Price

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

Month/Year	Avg List Price	Avg Sales Price	Avg Sales Price as a % of Avg List Price
Jun '19	\$104K	\$87.5K	85%
Jul '19	\$160K	\$158K	99%
Aug '19	\$212K	\$203K	95%
Sep '19	\$129K	\$118K	91%
Oct '19	\$137K	\$128K	93%
Nov '19	\$168K	\$161K	96%
Dec '19	\$199K	\$173K	87%
Jan '20	\$227K	\$221K	97%
Feb '20	\$344K	\$333K	97%
Mar '20	\$209K	\$198K	95%
Apr '20	\$330K	\$323K	98%
May '20	\$181K	\$159K	88%
Jun '20	\$149K	\$142K	95%

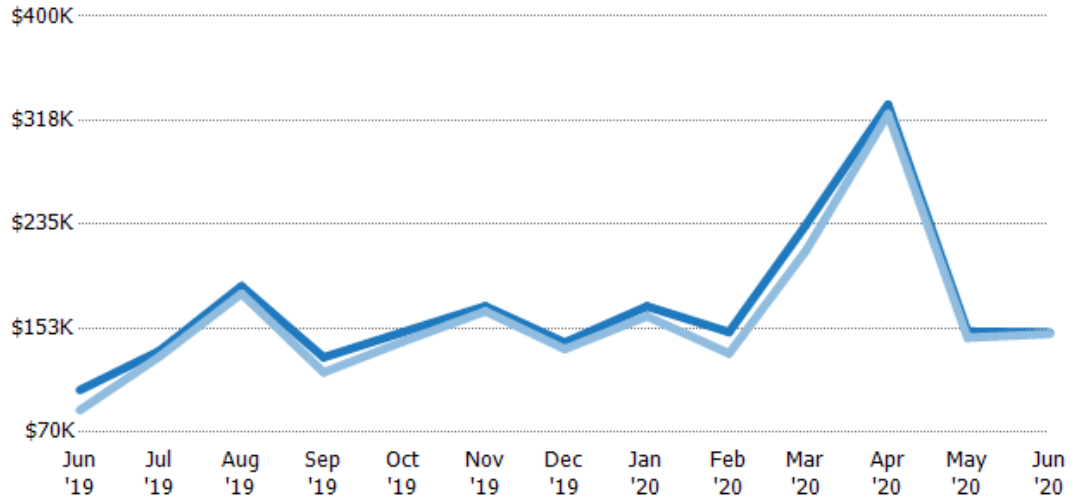


## Median Sales Price vs Median Listing Price

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



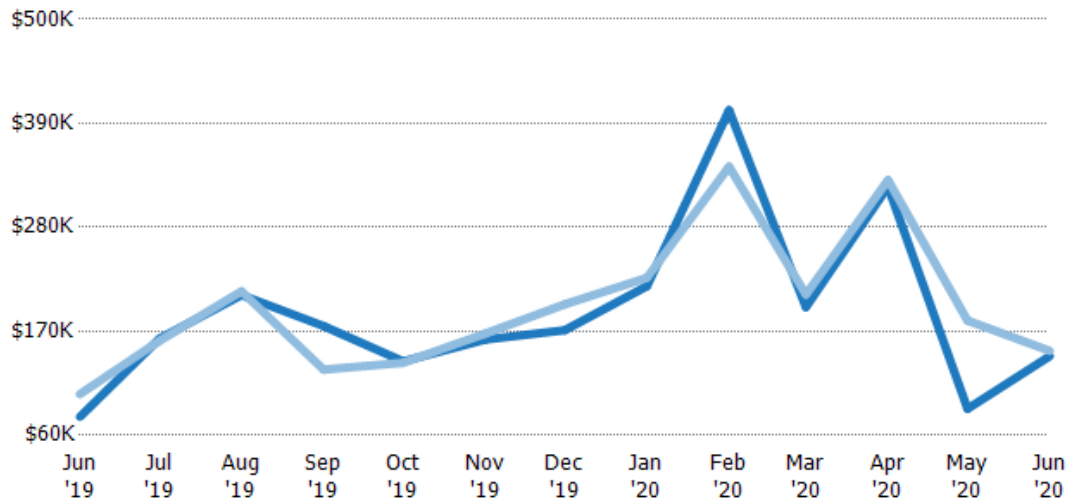
Median List Price	\$104K	\$135K	\$186K	\$129K	\$150K	\$170K	\$141K	\$170K	\$149K	\$234K	\$330K	\$150K	\$149K
Median Sales Price	\$87.5K	\$130K	\$180K	\$118K	\$142K	\$166K	\$136K	\$162K	\$132K	\$214K	\$323K	\$145K	\$148K
Med Sales Price as a % of Med List Price	85%	97%	97%	91%	95%	98%	96%	95%	89%	91%	98%	97%	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



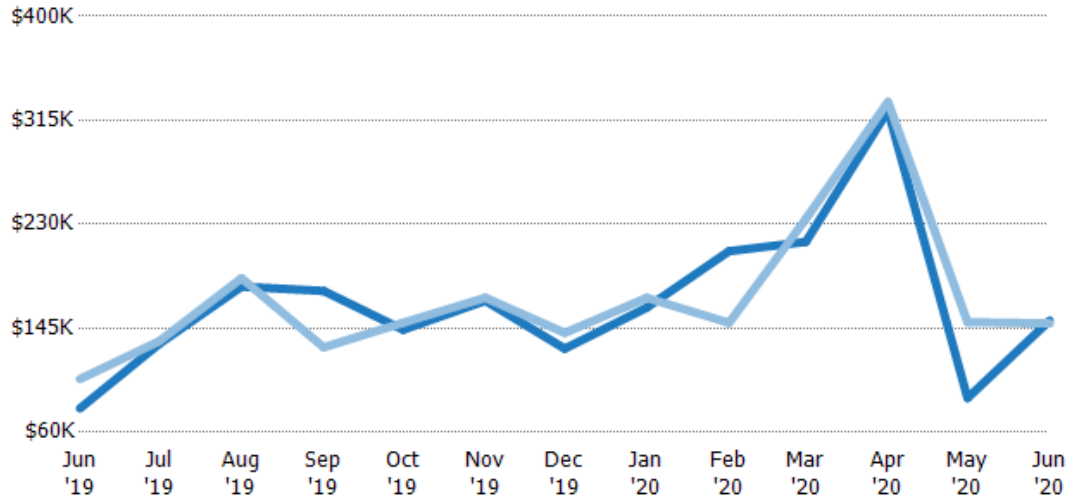
Avg Est Value	\$79.5K	\$162K	\$208K	\$176K	\$138K	\$161K	\$171K	\$218K	\$404K	\$196K	\$323K	\$88K	\$144K
Avg Sales Price	\$104K	\$160K	\$212K	\$129K	\$137K	\$168K	\$199K	\$227K	\$344K	\$209K	\$330K	\$181K	\$149K
Avg Sales Price as a % of Avg Est Value	130%	99%	102%	74%	99%	104%	116%	104%	85%	107%	102%	206%	104%

## 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	\$79.5K	\$132K	\$179K	\$176K	\$144K	\$168K	\$128K	\$162K	\$208K	\$216K	\$323K	\$88K	\$151K
Median Sales Price	\$104K	\$135K	\$186K	\$129K	\$150K	\$170K	\$141K	\$170K	\$149K	\$234K	\$330K	\$150K	\$149K
Med Sales Price as a % of Med Est Value	130%	102%	104%	74%	104%	101%	110%	105%	72%	109%	102%	170%	98%