

## Summary of Key Listing and Sales Metrics

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

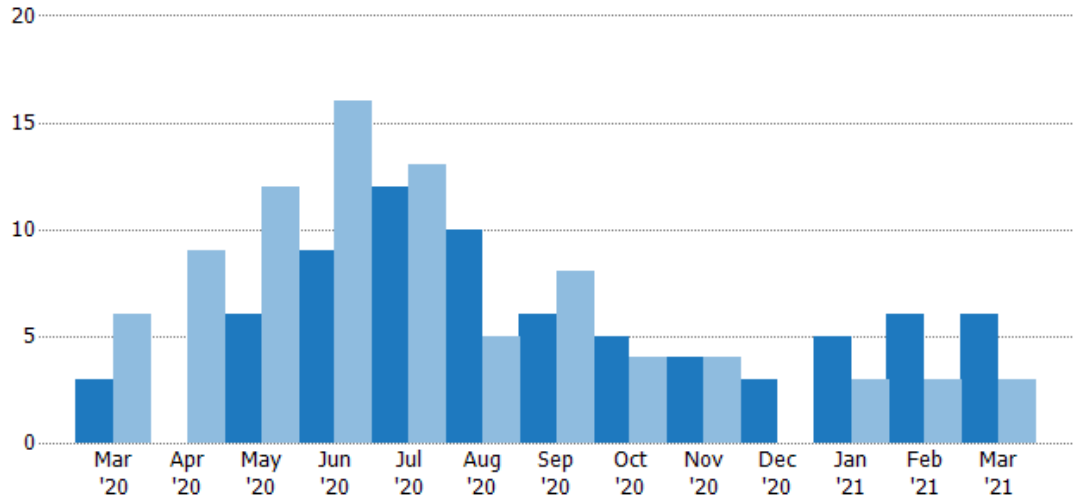
Key Metrics	Mar 2021	Mar 2020	+ / -	YTD 2021	YTD 2020	+ / -
<b>Listing Activity Charts Metrics</b>						
New Listing Count	6	3	+100%	17	9	+88.9%
New Listing Volume	\$1,054,500	\$633,000	+66.6%	\$3,876,850	\$2,102,900	+84.4%
Active Listing Count	13	30	-56.7%	N/A	N/A	
Active Listing Volume	\$2,995,800	\$9,436,508	-68.3%	N/A	N/A	
Average Listing Price	\$230,446	\$314,550	-26.7%	\$255,724	\$293,443	-12.9%
Median Listing Price	\$219,000	\$234,000	-6.4%	\$206,114	\$211,389	-2.5%
Median Days in RPR	43	265	-83.8%	77.73	249	-68.8%
Months of Inventory	6.5	7.5	-13.3%	2.5	10.7	-76.6%
Absorption Rate	15.38%	13.33%	+2.1%	40%	9.38%	+30.6%
<b>Sales Activity Charts Metrics</b>						
New Pending Sales Count	4	5	-20%	14	16	-12.5%
New Pending Sales Volume	\$801,450	\$714,800	+12.1%	\$4,332,850	\$2,531,355	+71.2%
Pending Sales Count	10	6	+66.7%	N/A	N/A	
Pending Sales Volume	\$3,096,950	\$939,500	+229.6%	N/A	N/A	
Closed Sales Count	5	6	-16.7%	11	14	-21.4%
Closed Sales Volume	\$910,000	\$1,186,000	-23.3%	\$2,385,499	\$3,245,900	-26.5%
Average Sales Price	\$182,000	\$197,667	-7.9%	\$216,864	\$231,850	-6.5%
Median Sales Price	\$185,000	\$214,000	-13.6%	\$228,818	\$174,771	+30.9%

## 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



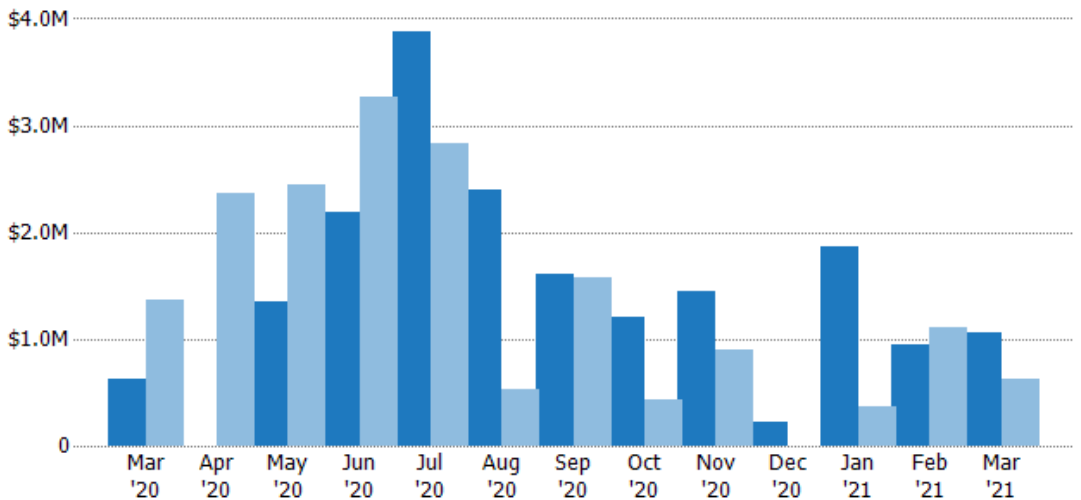
Current Year	3	-	6	9	12	10	6	5	4	3	5	6	6
Prior Year	6	9	12	16	13	5	8	4	4	-	3	3	3
Percent Change from Prior Year	-50%	-100%	-50%	-44%	-8%	100%	-25%	25%	0%	100%	67%	100%	100%

## 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



Current Year	\$633K	-	\$1.35M	\$2.19M	\$3.89M	\$2.4M	\$1.61M	\$1.21M	\$1.45M	\$226K	\$1.87M	\$951K	\$1.05M
Prior Year	\$1.37M	\$2.37M	\$2.45M	\$3.26M	\$2.83M	\$529K	\$1.57M	\$437K	\$904K	-	\$363K	\$1.11M	\$633K
Percent Change from Prior Year	-54%	-100%	-45%	-33%	37%	354%	3%	177%	61%	100%	416%	-14%	67%

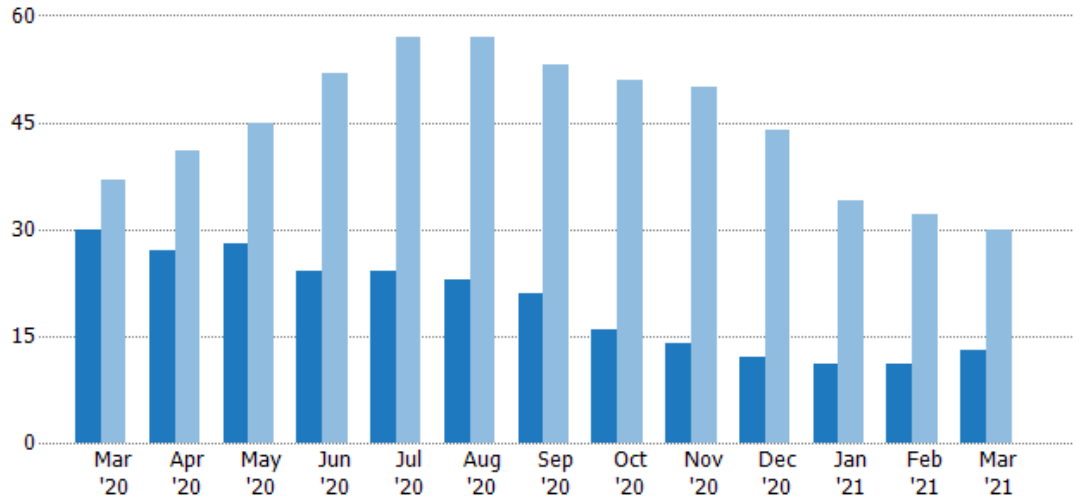
## Active Listings

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

Month/Year	Count	% Chg.
Mar '21	13	-56.7%
Mar '20	30	-18.9%
Mar '19	37	2.7%



	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21
Current Year	30	27	28	24	24	23	21	16	14	12	11	11	13
Prior Year	37	41	45	52	57	57	53	51	50	44	34	32	30
Percent Change from Prior Year	-19%	-34%	-38%	-54%	-58%	-60%	-60%	-69%	-72%	-73%	-68%	-66%	-57%

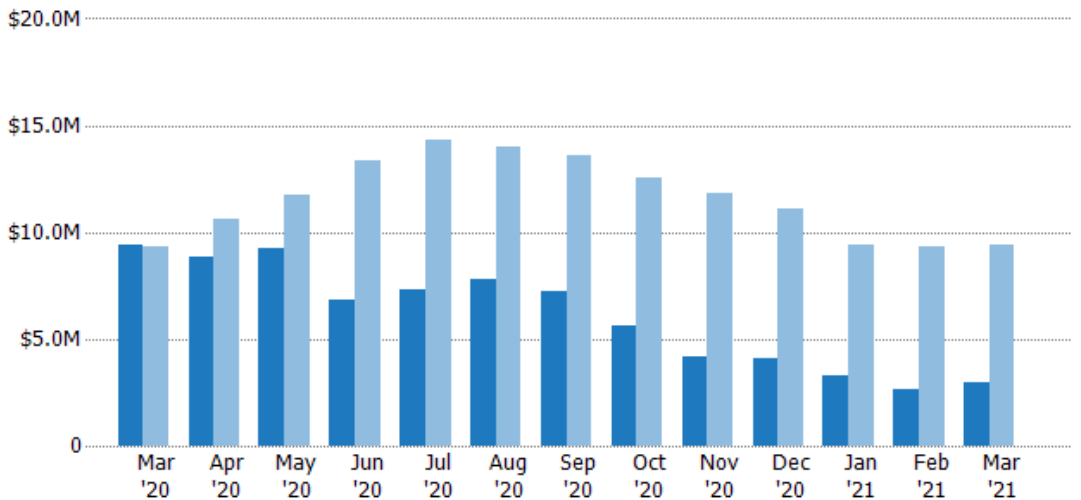
## Active Listing Volume

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

Month/Year	Volume	% Chg.
Mar '21	\$3M	-68.3%
Mar '20	\$9.44M	1%
Mar '19	\$9.35M	7%



	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21
Current Year	\$9.44M	\$8.86M	\$9.27M	\$6.82M	\$7.35M	\$7.78M	\$7.26M	\$5.63M	\$4.14M	\$4.1M	\$3.31M	\$2.64M	\$3M
Prior Year	\$9.35M	\$10.6M	\$11.8M	\$13.4M	\$14.3M	\$14M	\$13.6M	\$12.5M	\$11.8M	\$11.1M	\$9.43M	\$9.31M	\$9.44M
Percent Change from Prior Year	1%	-16%	-21%	-49%	-49%	-44%	-47%	-55%	-65%	-63%	-65%	-72%	-68%

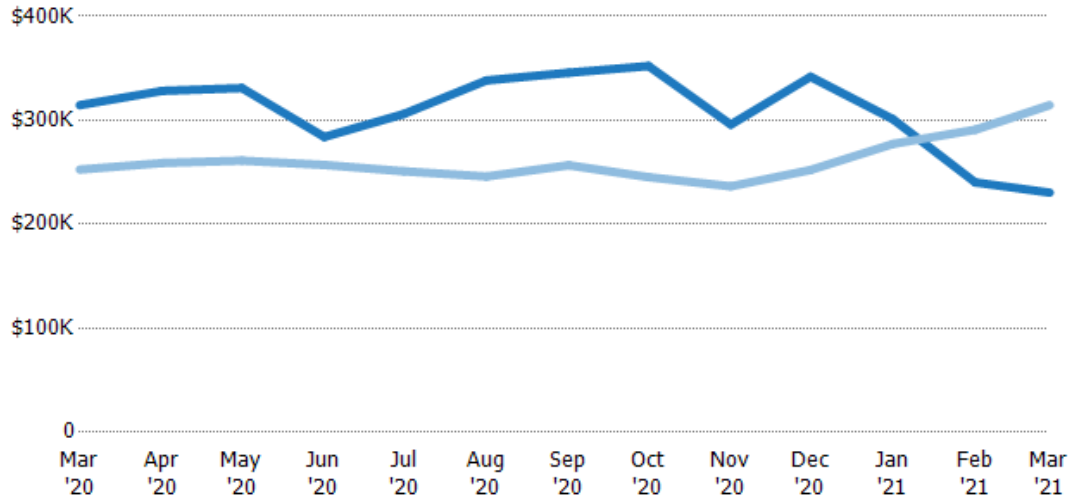
## Average Listing Price

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

Month/Year	Price	% Chg.
Mar '21	\$230K	-26.7%
Mar '20	\$315K	24.5%
Mar '19	\$253K	4.2%



Current Year	\$315K	\$328K	\$331K	\$284K	\$306K	\$338K	\$346K	\$352K	\$296K	\$342K	\$301K	\$240K	\$230K
Prior Year	\$253K	\$259K	\$261K	\$257K	\$251K	\$246K	\$257K	\$245K	\$237K	\$252K	\$277K	\$291K	\$315K
Percent Change from Prior Year	25%	27%	27%	10%	22%	38%	35%	44%	25%	36%	9%	-17%	-27%

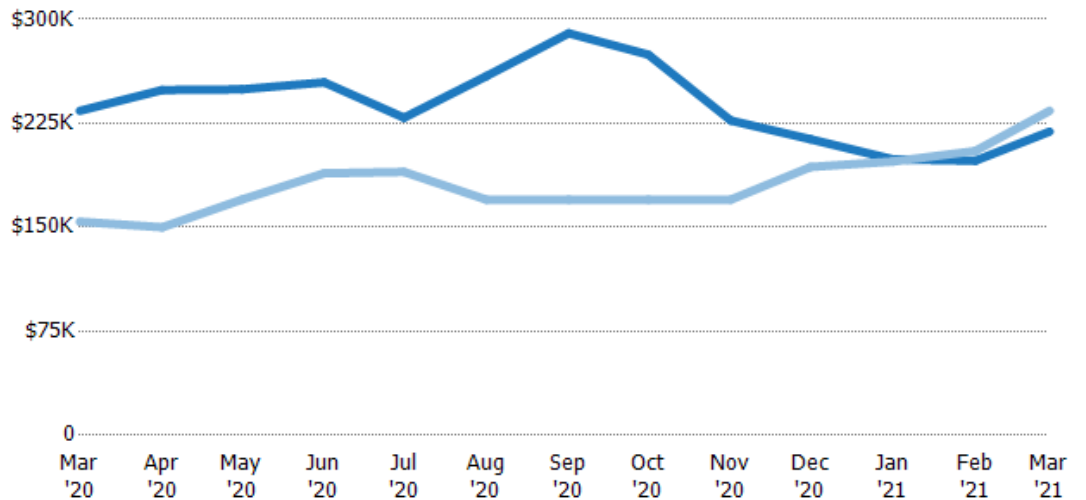
## Median Listing Price

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

Month/Year	Price	% Chg.
Mar '21	\$219K	-6.4%
Mar '20	\$234K	51.9%
Mar '19	\$154K	3.5%



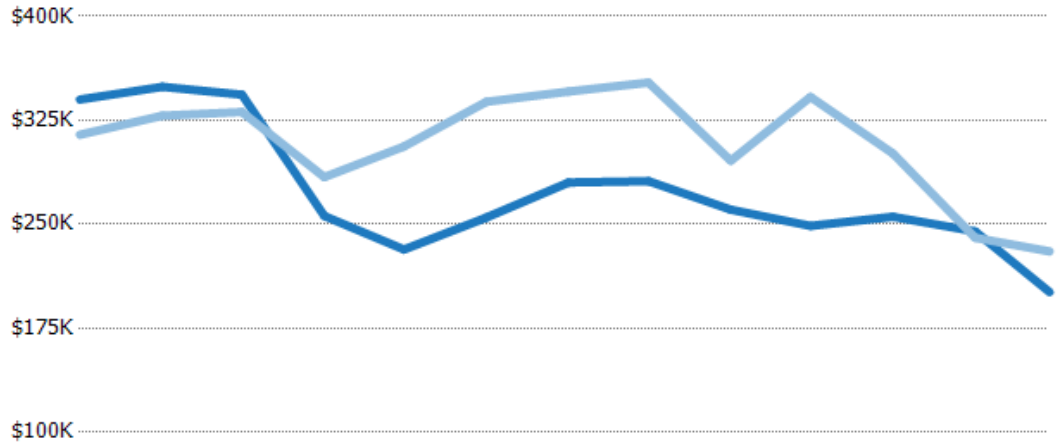
Current Year	\$234K	\$249K	\$250K	\$255K	\$229K	\$259K	\$290K	\$274K	\$227K	\$214K	\$199K	\$198K	\$219K
Prior Year	\$154K	\$150K	\$170K	\$189K	\$190K	\$170K	\$170K	\$170K	\$170K	\$194K	\$197K	\$205K	\$234K
Percent Change from Prior Year	52%	66%	47%	35%	21%	52%	71%	62%	34%	10%	1%	-3%	-6%

## 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



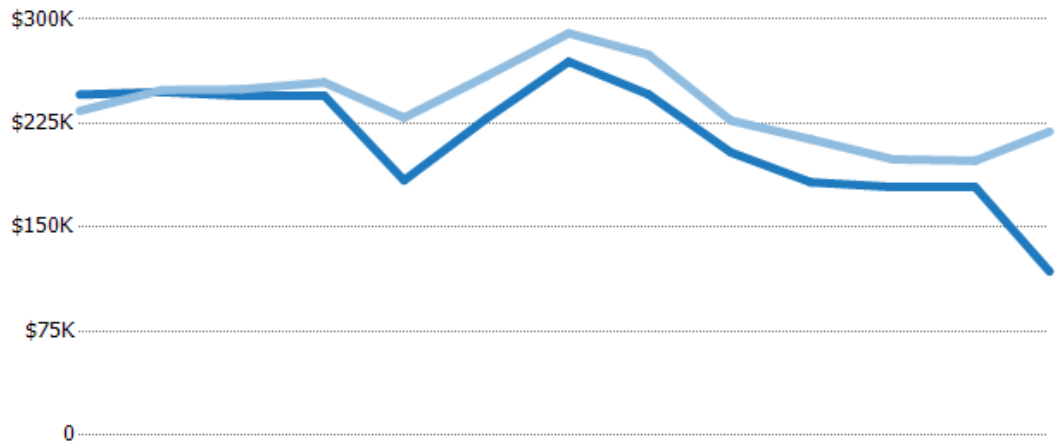
	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21
Avg Est Value	\$340K	\$349K	\$343K	\$256K	\$232K	\$255K	\$280K	\$281K	\$261K	\$249K	\$255K	\$245K	\$201K
Avg Listing Price	\$315K	\$328K	\$331K	\$284K	\$306K	\$338K	\$346K	\$352K	\$296K	\$342K	\$301K	\$240K	\$230K
Avg Listing Price as a % of Avg Est Value	93%	94%	96%	111%	132%	133%	123%	125%	114%	137%	118%	98%	115%

## 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



	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21
Median Est Value	\$246K	\$248K	\$245K	\$245K	\$184K	\$228K	\$269K	\$246K	\$204K	\$183K	\$179K	\$179K	\$118K
Median Listing Price	\$234K	\$249K	\$250K	\$255K	\$229K	\$259K	\$290K	\$274K	\$227K	\$214K	\$199K	\$198K	\$219K
Med Listing Price as a % of Med Est Value	95%	101%	102%	104%	125%	113%	108%	112%	111%	117%	111%	111%	186%

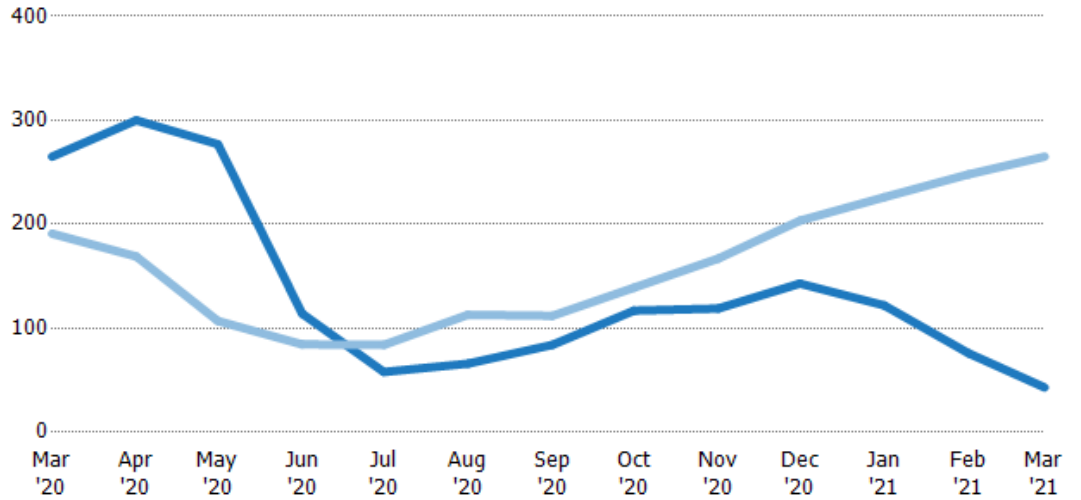
## Median Days in RPR

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

Month/ Year	Days	% Chg.
Mar '21	43	-83.8%
Mar '20	265	38.7%
Mar '19	191	25.9%



Current Year	265	300	277	114	58	66	84	117	119	143	122	76	43
Prior Year	191	169	107	84.5	84	113	112	139	167	204	226	248	265
Percent Change from Prior Year	39%	78%	159%	35%	-31%	-42%	-25%	-16%	-29%	-30%	-46%	-69%	-84%

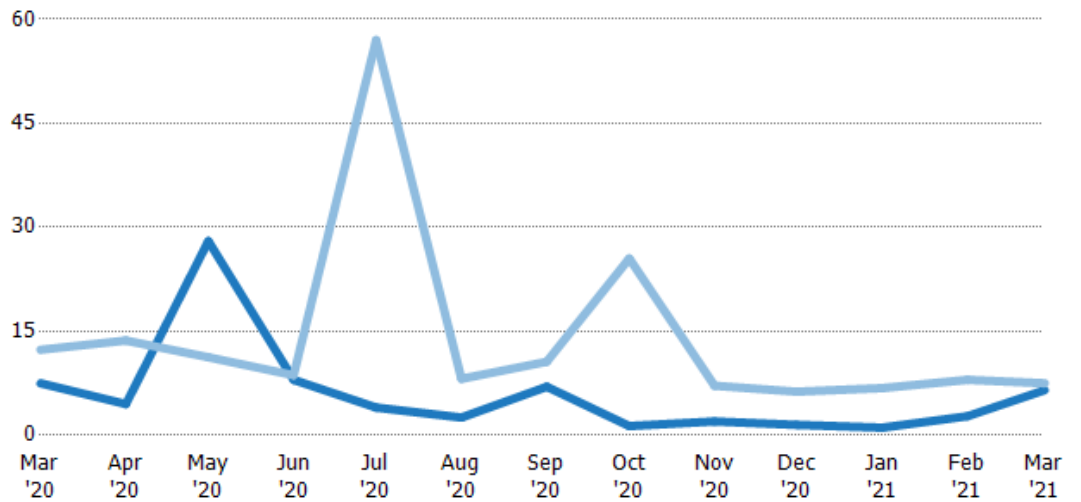
## Months of Inventory

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

Month/ Year	Months	% Chg.
Mar '21	6.5	-13.3%
Mar '20	7.5	-39.2%
Mar '19	12.3	54.1%



Current Year	7.5	4.5	28	8	4	2.56	7	1.33	2	1.5	1.1	2.75	6.5
Prior Year	12.3	13.7	11.3	8.67	57	8.14	10.6	25.5	7.14	6.29	6.8	8	7.5
Percent Change from Prior Year	-39%	-67%	149%	-8%	-93%	-69%	-34%	-95%	-72%	-76%	-84%	-66%	-13%

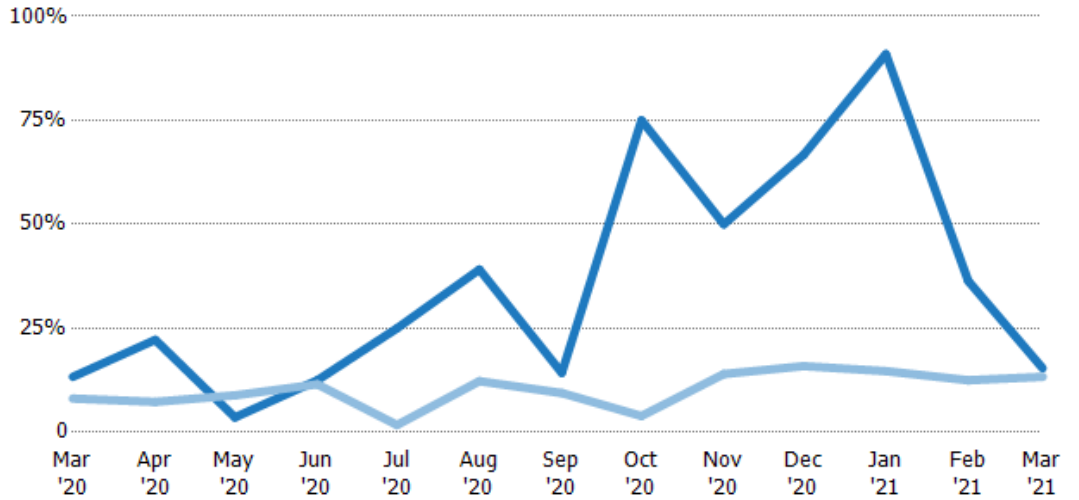
## Absorption Rate

The percentage of inventory sold per month.

### Filters Used

ZIP: Lyndonville, VT 05851  
 Property Type:  
 Condo/Townhouse/Apt., Single Family

Month/Year	Rate	Chg.
Mar '21	15%	-2.1%
Mar '20	13%	-5.2%
Mar '19	8%	-35.1%



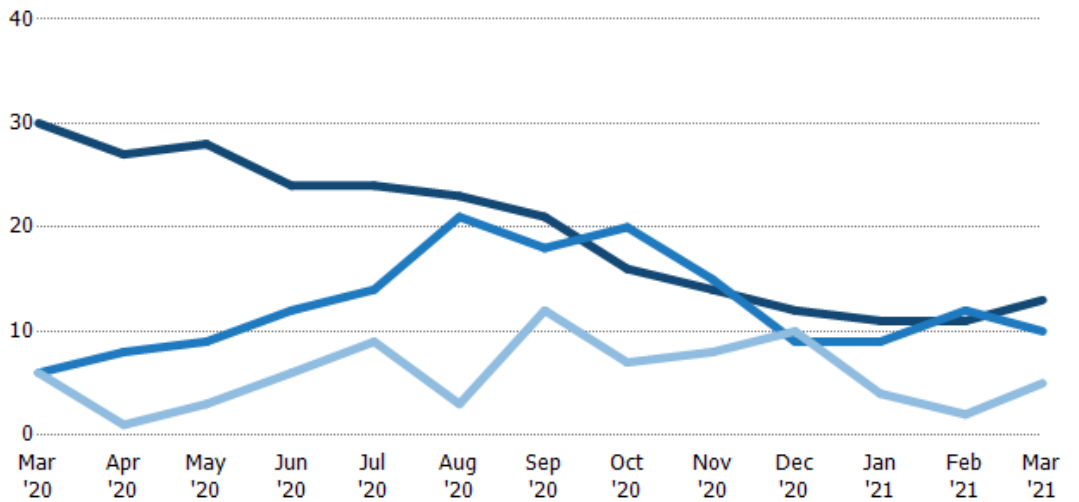
Current Year	13%	22%	4%	13%	25%	39%	14%	75%	50%	67%	91%	36%	15%
Prior Year	8%	7%	9%	12%	2%	12%	9%	4%	14%	16%	15%	13%	13%
Change from Prior Year	-5%	-15%	5%	-1%	-23%	-27%	-5%	-71%	-36%	-51%	-76%	-24%	-2%

## 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



Active	30	27	28	24	24	23	21	16	14	12	11	11	13
Pending	6	8	9	12	14	21	18	20	15	9	9	12	10
Sold	6	1	3	6	9	3	12	7	8	10	4	2	5

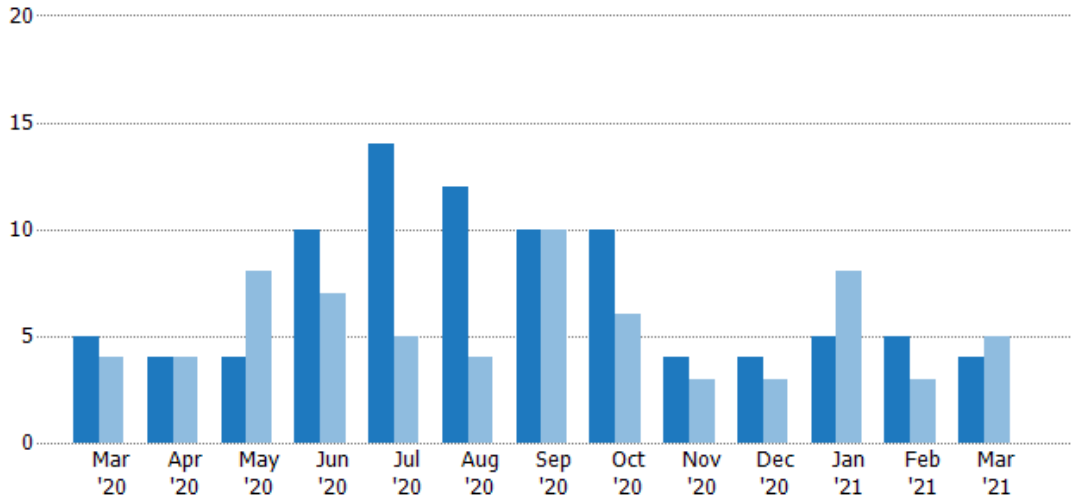
## New Pending Sales

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

Month/Year	Count	% Chg.
Mar '21	4	-20%
Mar '20	5	25%
Mar '19	4	-75%



Current Year	5	4	4	10	14	12	10	10	4	4	5	5	4
Prior Year	4	4	8	7	5	4	10	6	3	3	8	3	5
Percent Change from Prior Year	25%	0%	-50%	43%	180%	200%	0%	67%	33%	33%	-38%	67%	-20%

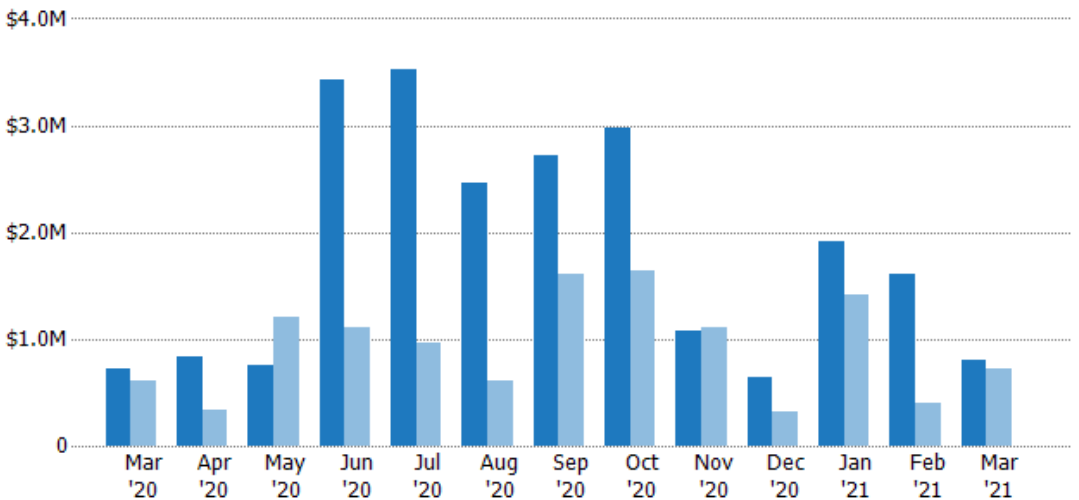
## New Pending Sales Volume

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

Month/Year	Volume	% Chg.
Mar '21	\$801K	12.1%
Mar '20	\$715K	18.2%
Mar '19	\$605K	-68.1%



Current Year	\$715K	\$838K	\$750K	\$3.42M	\$3.53M	\$2.45M	\$2.72M	\$2.97M	\$1.08M	\$646K	\$1.92M	\$1.62M	\$801K
Prior Year	\$605K	\$343K	\$1.21M	\$1.11M	\$964K	\$604K	\$1.61M	\$1.64M	\$1.11M	\$317K	\$1.42M	\$401K	\$715K
Percent Change from Prior Year	18%	144%	-38%	207%	266%	306%	69%	81%	-3%	104%	35%	303%	12%



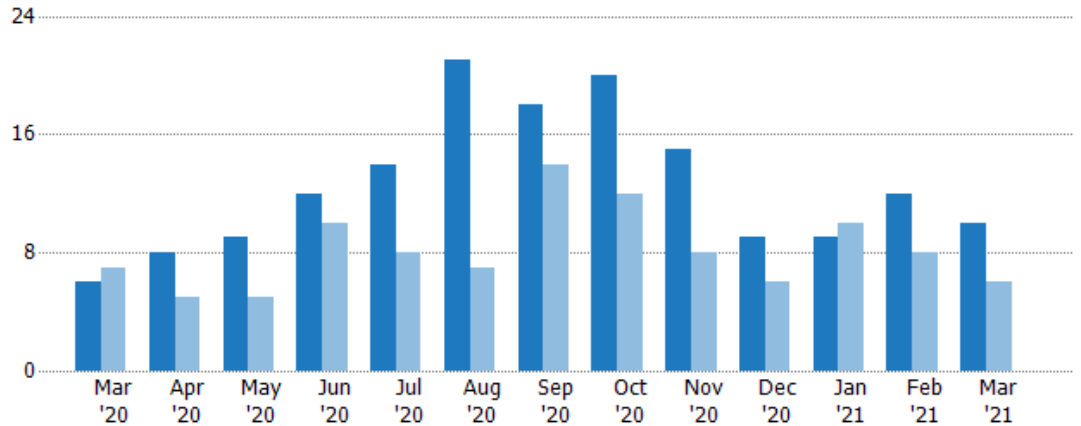
## Pending Sales

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

Month/Year	Count	% Chg.
Mar '21	10	66.7%
Mar '20	6	-14.3%
Mar '19	7	-28.6%



	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21
Current Year	6	8	9	12	14	21	18	20	15	9	9	12	10
Prior Year	7	5	5	10	8	7	14	12	8	6	10	8	6
Percent Change from Prior Year	-14%	60%	80%	20%	75%	200%	29%	67%	88%	50%	-10%	50%	67%

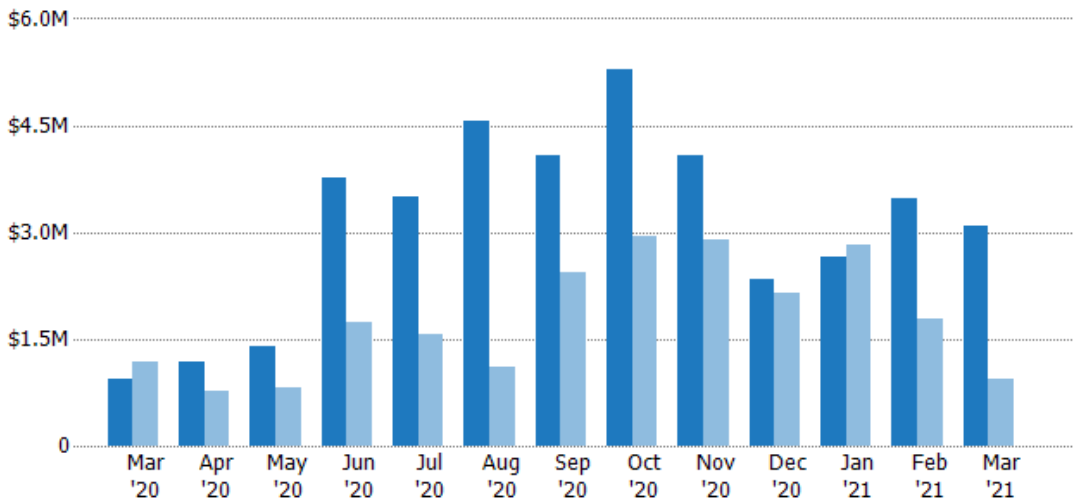
## Pending Sales Volume

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

Month/Year	Volume	% Chg.
Mar '21	\$3.1M	229.6%
Mar '20	\$940K	-19.7%
Mar '19	\$1.17M	-13.6%



	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21
Current Year	\$940K	\$1.18M	\$1.39M	\$3.78M	\$3.5M	\$4.57M	\$4.08M	\$5.28M	\$4.08M	\$2.34M	\$2.65M	\$3.49M	\$3.1M
Prior Year	\$1.17M	\$763K	\$828K	\$1.73M	\$1.58M	\$1.12M	\$2.43M	\$2.95M	\$2.89M	\$2.16M	\$2.83M	\$1.79M	\$940K
Percent Change from Prior Year	-20%	55%	68%	118%	122%	309%	68%	79%	41%	9%	-6%	95%	230%

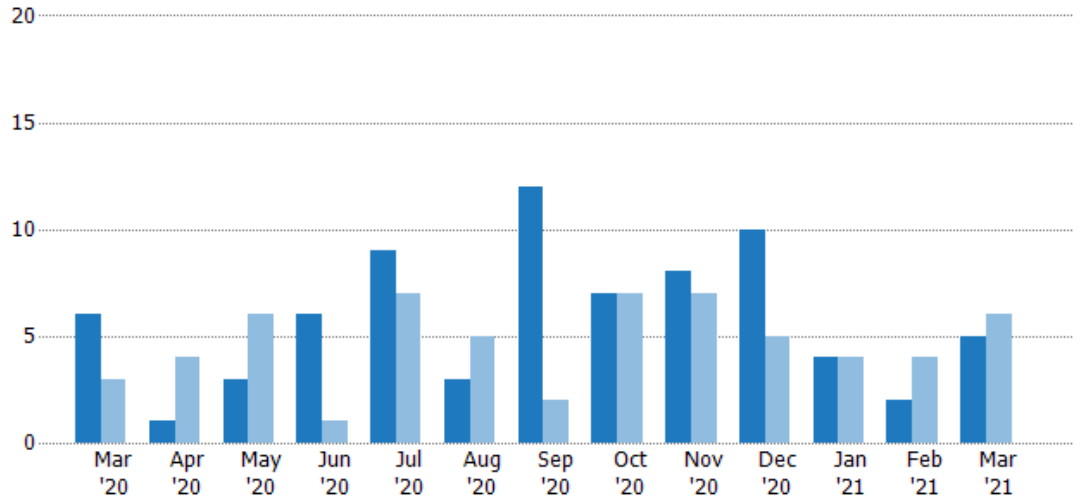
## Closed Sales

The total number of residential properties sold each month.

### Filters Used

ZIP: Lyndonville, VT 05851  
 Property Type:  
 Condo/Townhouse/Apt., Single Family

Month/Year	Count	% Chg.
Mar '21	5	-16.7%
Mar '20	6	100%
Mar '19	3	-33.3%



	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21
Current Year	6	1	3	6	9	3	12	7	8	10	4	2	5
Prior Year	3	4	6	1	7	5	2	7	7	5	4	4	6
Percent Change from Prior Year	100%	-75%	-50%	500%	29%	-40%	500%	0%	14%	100%	0%	-50%	-17%

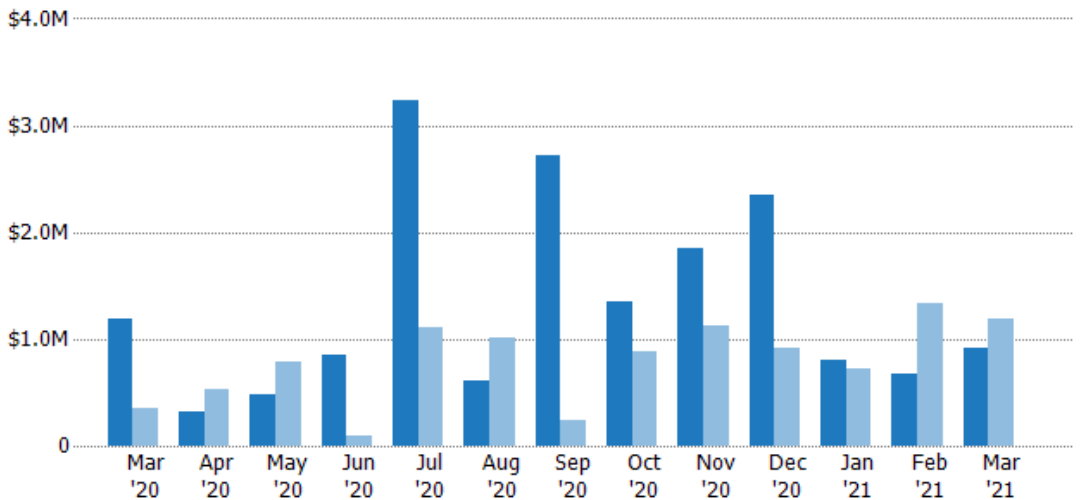
## Closed Sales Volume

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

Month/Year	Volume	% Chg.
Mar '21	\$910K	-23.3%
Mar '20	\$1.19M	236.9%
Mar '19	\$352K	-29.6%



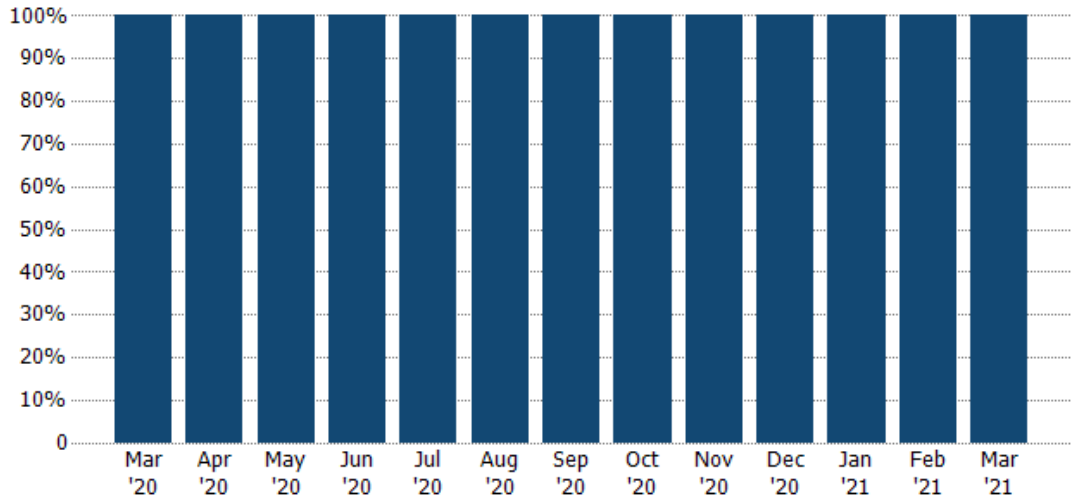
	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21
Current Year	\$1.19M	\$323K	\$478K	\$852K	\$3.24M	\$615K	\$2.72M	\$1.35M	\$1.86M	\$2.34M	\$800K	\$675K	\$910K
Prior Year	\$352K	\$531K	\$783K	\$90K	\$1.11M	\$1.01M	\$235K	\$883K	\$1.13M	\$908K	\$726K	\$1.33M	\$1.19M
Percent Change from Prior Year	237%	-39%	-39%	847%	193%	-39%	1,059%	52%	65%	158%	10%	-49%	-23%

## 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



■ Single Family Residence

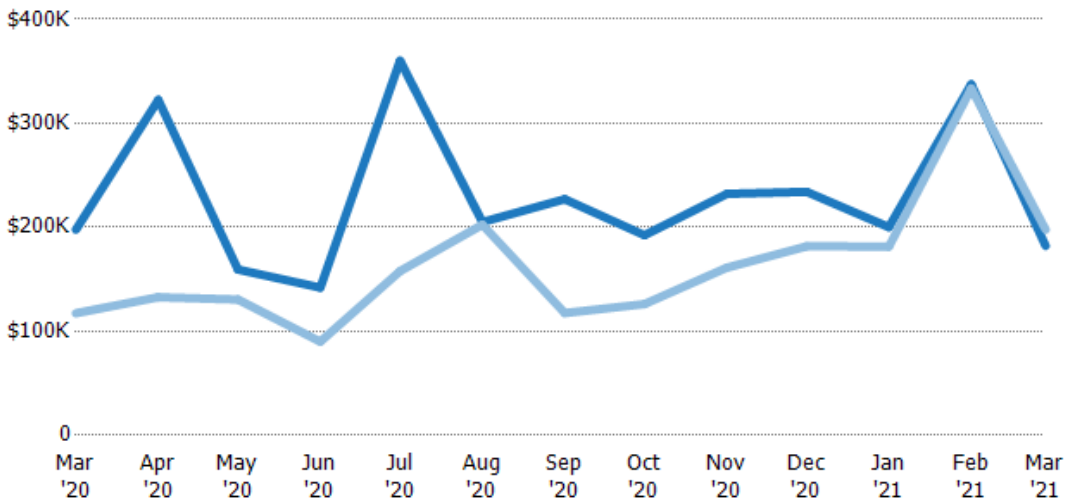
100% 100% 100% 100% 100% 100% 100% 100% 100% 100% 100% 100% 100%

## 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



■ Current Year

■ Prior Year

Percent Change from Prior Year

Current Year	\$198K	\$323K	\$159K	\$142K	\$360K	\$205K	\$227K	\$192K	\$232K	\$234K	\$200K	\$338K	\$182K
Prior Year	\$117K	\$133K	\$131K	\$90K	\$158K	\$203K	\$118K	\$126K	\$161K	\$182K	\$182K	\$333K	\$198K
Percent Change from Prior Year	68%	143%	22%	58%	128%	1%	93%	52%	44%	29%	10%	1%	-8%

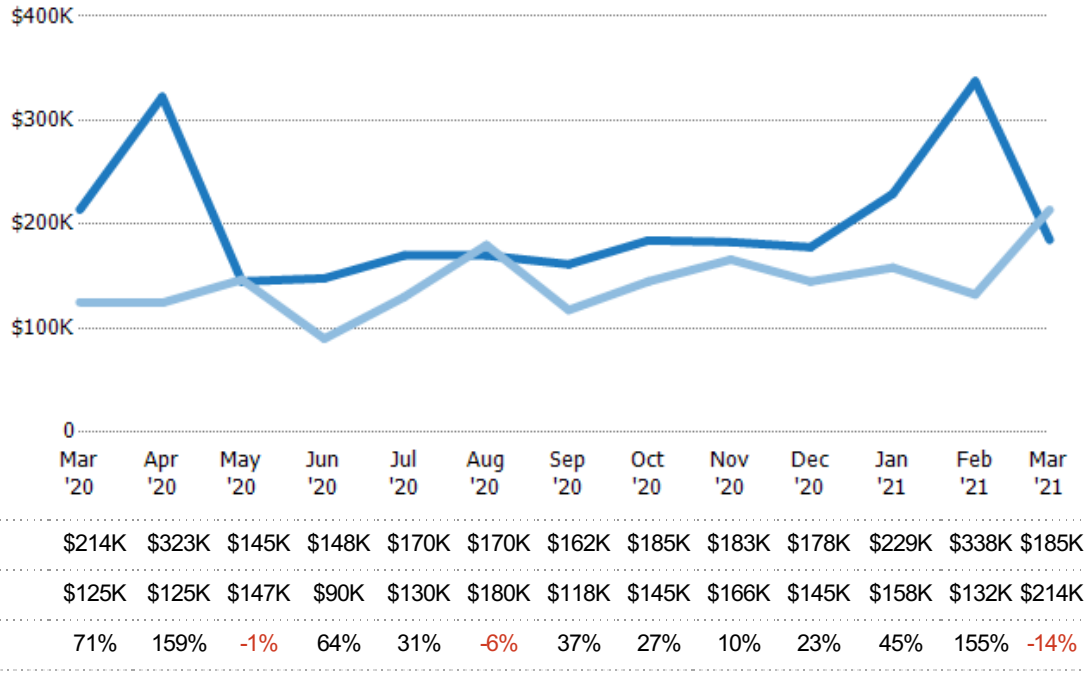
## Median Sales Price

The median sales price of the residential properties sold each month.

### Filters Used

ZIP: Lyndonville, VT 05851  
 Property Type:  
 Condo/Townhouse/Apt., Single  
 Family

Month/ Year	Price	% Chg.
Mar '21	\$185K	-13.6%
Mar '20	\$214K	71.2%
Mar '19	\$125K	-0.9%

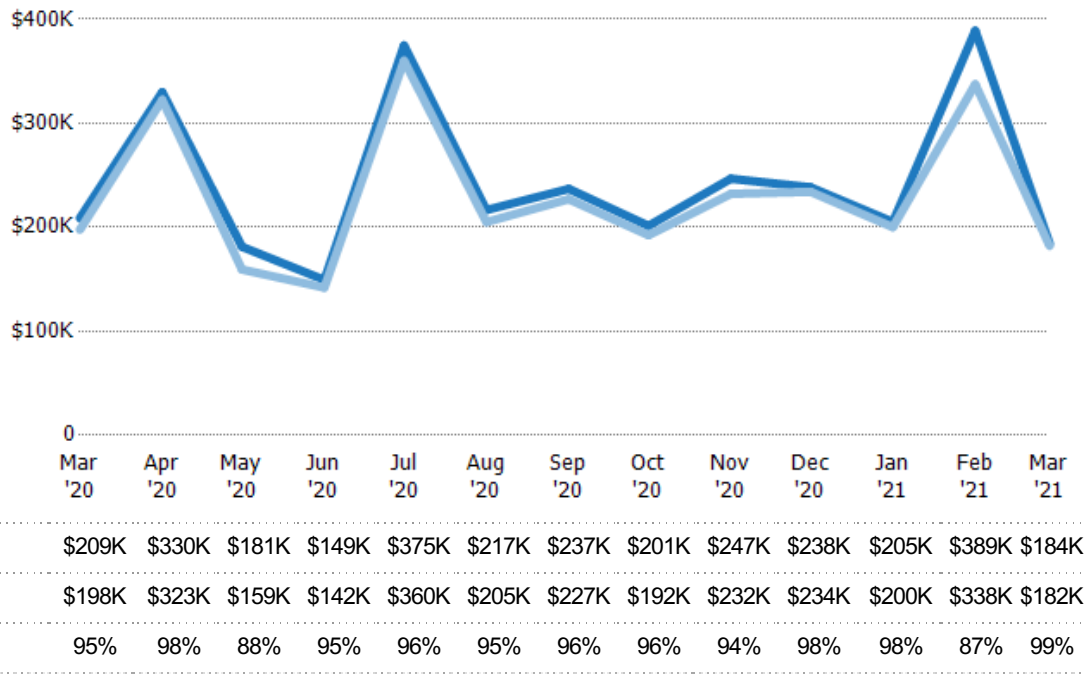


## Average Sales Price vs Average Listing Price

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

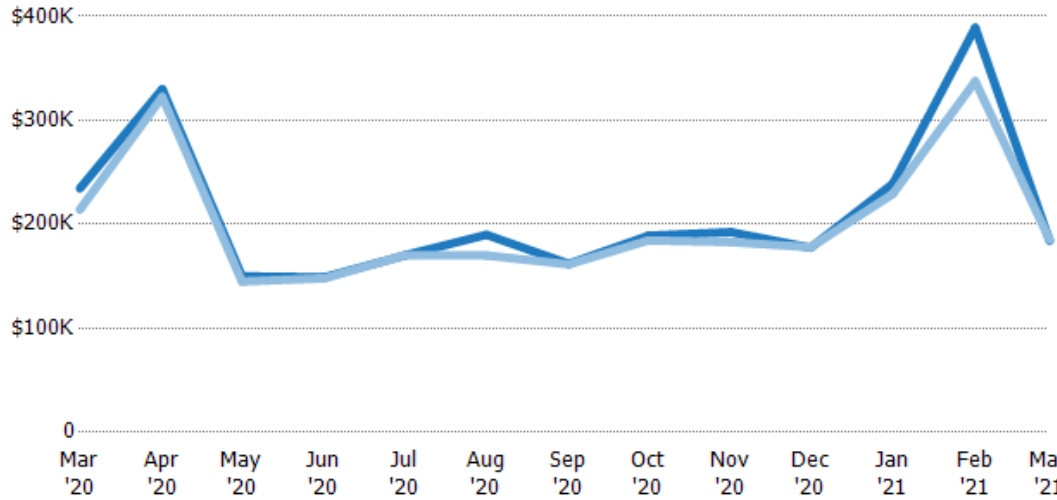


## Median Sales Price vs Median Listing Price

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



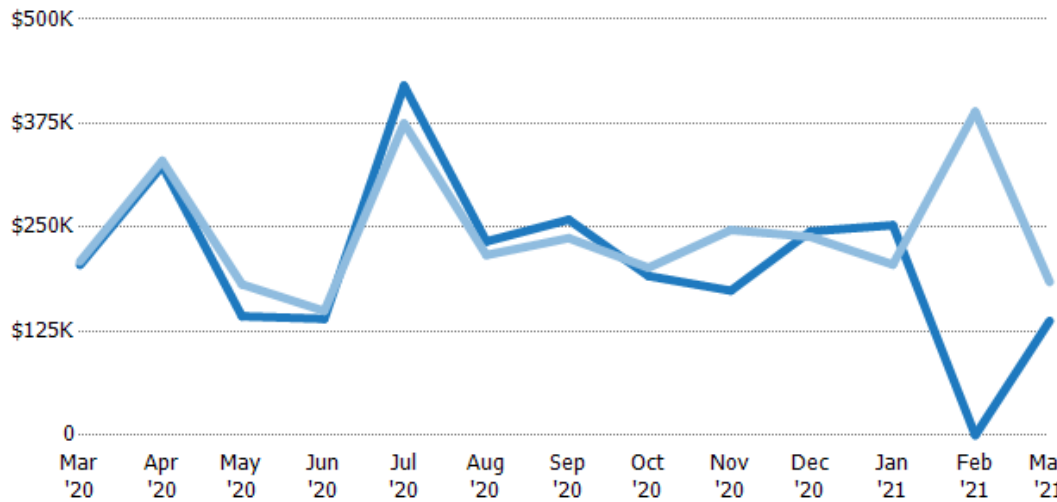
	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21
Median List Price	\$234K	\$330K	\$150K	\$149K	\$170K	\$190K	\$162K	\$189K	\$192K	\$177K	\$239K	\$389K	\$184K
Median Sales Price	\$214K	\$323K	\$145K	\$148K	\$170K	\$170K	\$162K	\$185K	\$183K	\$178K	\$229K	\$338K	\$185K
Med Sales Price as a % of Med List Price	91%	98%	97%	99%	100%	90%	100%	98%	95%	100%	96%	87%	101%

## 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



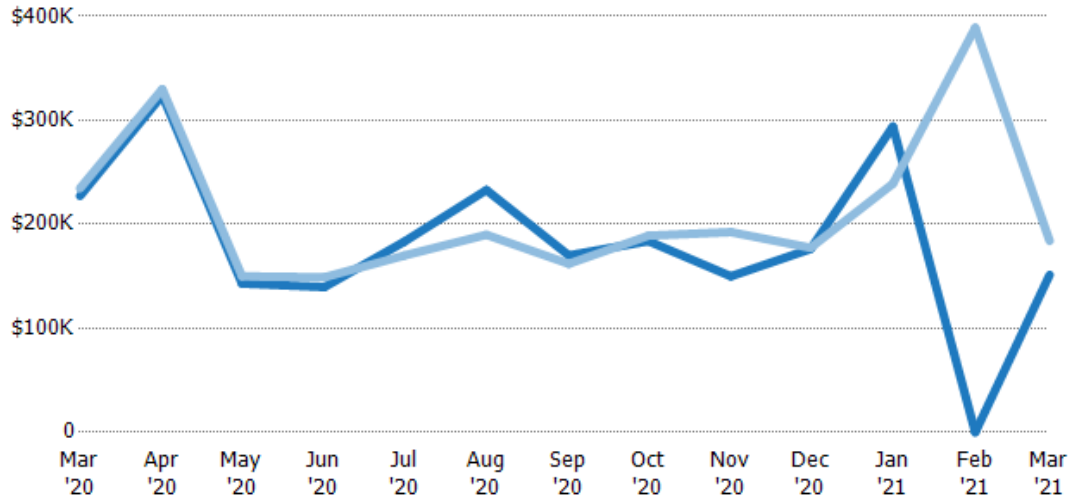
	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21
Avg Est Value	\$204K	\$324K	\$143K	\$140K	\$420K	\$233K	\$259K	\$191K	\$174K	\$245K	\$252K	\$0	\$138K
Avg Sales Price	\$209K	\$330K	\$181K	\$149K	\$375K	\$217K	\$237K	\$201K	\$247K	\$238K	\$205K	\$389K	\$184K
Avg Sales Price as a % of Avg Est Value	102%	102%	127%	107%	89%	93%	91%	105%	142%	97%	81%	100%	134%

## 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



	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21
Median Est Value	\$227K	\$324K	\$143K	\$140K	\$183K	\$233K	\$170K	\$184K	\$150K	\$176K	\$294K	\$0	\$151K
Median Sales Price	\$234K	\$330K	\$150K	\$149K	\$170K	\$190K	\$162K	\$189K	\$192K	\$177K	\$239K	\$389K	\$184K
Med Sales Price as a % of Med Est Value	103%	102%	105%	107%	93%	82%	95%	103%	128%	101%	81%	100%	121%