

Summary of Key Listing and Sales Metrics

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

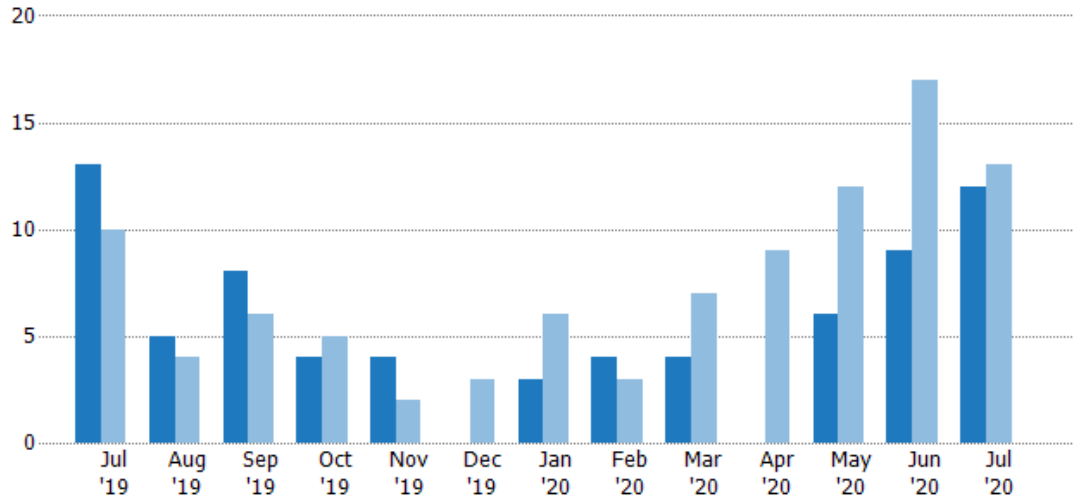
Key Metrics	Jul 2020	Jul 2019	+ / -	YTD 2020	YTD 2019	+ / -
Listing Activity Charts Metrics						
New Listing Count	12	13	-7.7%	38	67	-43.3%
New Listing Volume	\$4,166,300	\$2,826,400	+47.4%	\$10,117,900	\$13,500,163	-25.1%
Active Listing Count	20	56	-64.3%	N/A	N/A	
Active Listing Volume	\$6,890,100	\$14,285,362	-51.8%	N/A	N/A	
Average Listing Price	\$344,505	\$255,096	+35%	\$305,559	\$263,348	+16%
Median Listing Price	\$239,500	\$190,950	+25.4%	\$218,737	\$169,673	+28.9%
Median Days in RPR	58	83	-30.1%	169.77	109.84	+54.6%
Months of Inventory	3.3	28	-88.1%	7.1	8.6	-17.1%
Absorption Rate	30%	3.57%	+26.4%	14.07%	11.66%	+2.4%
Sales Activity Charts Metrics						
New Pending Sales Count	14	5	+180%	48	34	+41.2%
New Pending Sales Volume	\$3,528,608	\$963,900	+266.1%	\$11,140,163	\$5,073,900	+119.6%
Pending Sales Count	17	8	+112.5%	N/A	N/A	
Pending Sales Volume	\$4,070,108	\$1,575,300	+158.4%	N/A	N/A	
Closed Sales Count	9	7	+28.6%	32	28	+14.3%
Closed Sales Volume	\$3,241,500	\$1,105,000	+193.3%	\$8,075,400	\$4,068,200	+98.5%
Average Sales Price	\$360,167	\$157,857	+128.2%	\$252,356	\$145,293	+73.7%
Median Sales Price	\$170,000	\$130,000	+30.8%	\$171,103	\$137,482	+24.5%

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



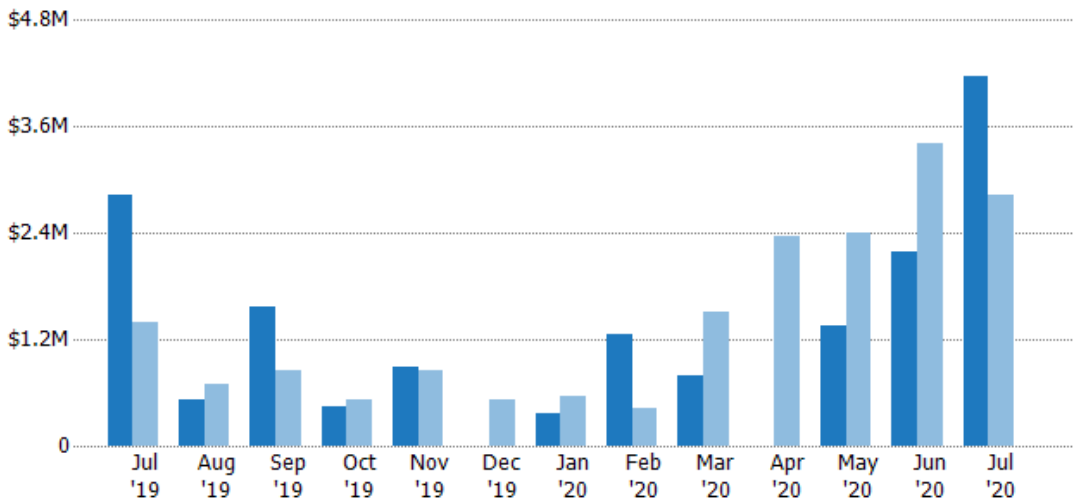
Current Year	13	5	8	4	4	-	3	4	4	-	6	9	12
Prior Year	10	4	6	5	2	3	6	3	7	9	12	17	13
Percent Change from Prior Year	30%	25%	33%	-20%	100%	-100%	-50%	33%	-43%	-100%	-50%	-47%	-8%

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	\$2.83M	\$529K	\$1.57M	\$437K	\$894K	-	\$363K	\$1.26M	\$794K	-	\$1.35M	\$2.19M	\$4.17M
Prior Year	\$1.39M	\$695K	\$844K	\$514K	\$855K	\$516K	\$559K	\$426K	\$1.51M	\$2.37M	\$2.4M	\$3.42M	\$2.83M
Percent Change from Prior Year	104%	-24%	86%	-15%	5%	-100%	-35%	195%	-47%	-100%	-44%	-36%	47%

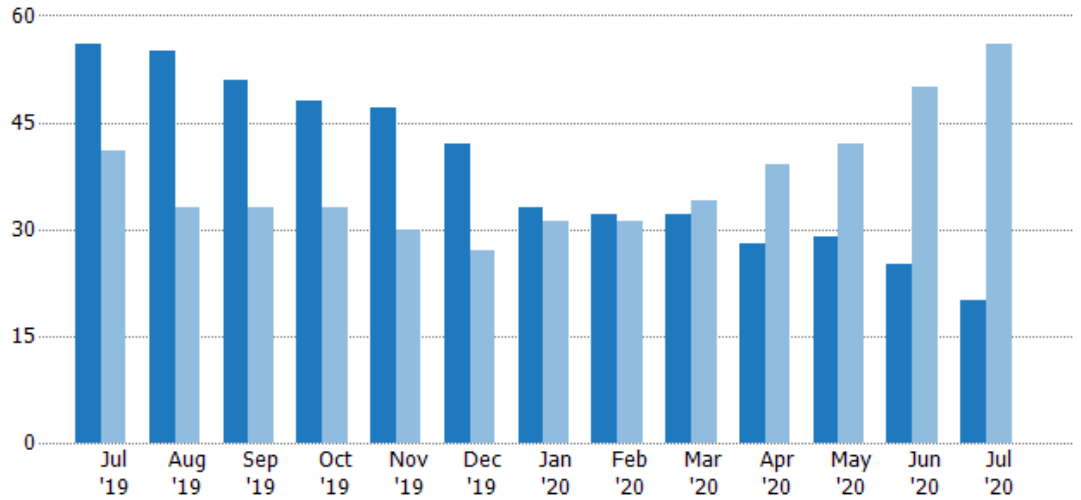
Active Listings

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.
Jul '20	20	-64.3%
Jul '19	56	36.6%
Jul '18	41	2.4%



Current Year	56	55	51	48	47	42	33	32	32	28	29	25	20
Prior Year	41	33	33	33	30	27	31	31	34	39	42	50	56
Percent Change from Prior Year	37%	67%	55%	45%	57%	56%	6%	3%	-6%	-28%	-31%	-50%	-64%

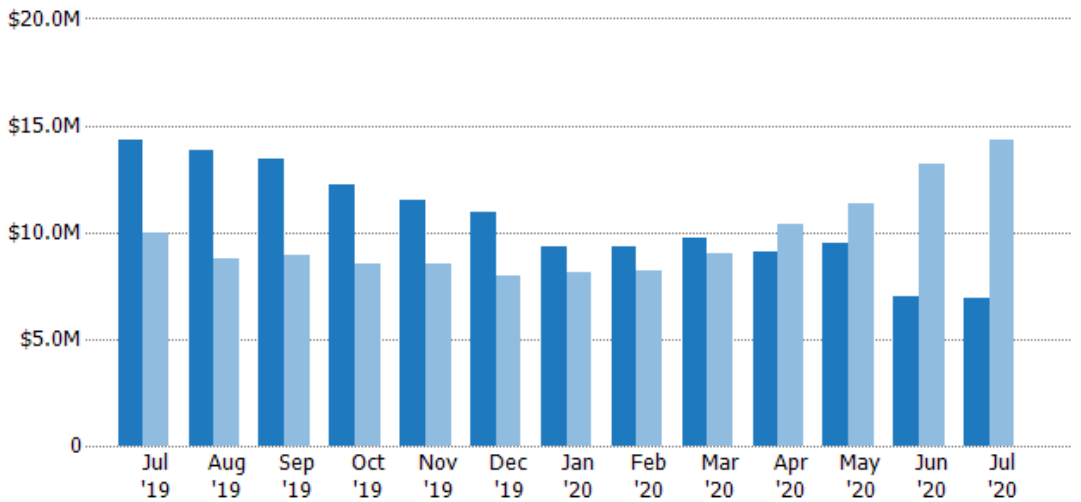
Active Listing Volume

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.
Jul '20	\$6.89M	-51.8%
Jul '19	\$14.3M	43.1%
Jul '18	\$9.98M	14.1%



Current Year	\$14.3M	\$13.9M	\$13.4M	\$12.2M	\$11.5M	\$10.9M	\$9.33M	\$9.36M	\$9.75M	\$9.05M	\$9.45M	\$6.99M	\$6.89M
Prior Year	\$9.98M	\$8.74M	\$8.9M	\$8.54M	\$8.54M	\$7.96M	\$8.15M	\$8.2M	\$8.97M	\$10.4M	\$11.4M	\$13.2M	\$14.3M
Percent Change from Prior Year	43%	58%	51%	43%	35%	37%	14%	14%	9%	-13%	-17%	-47%	-52%

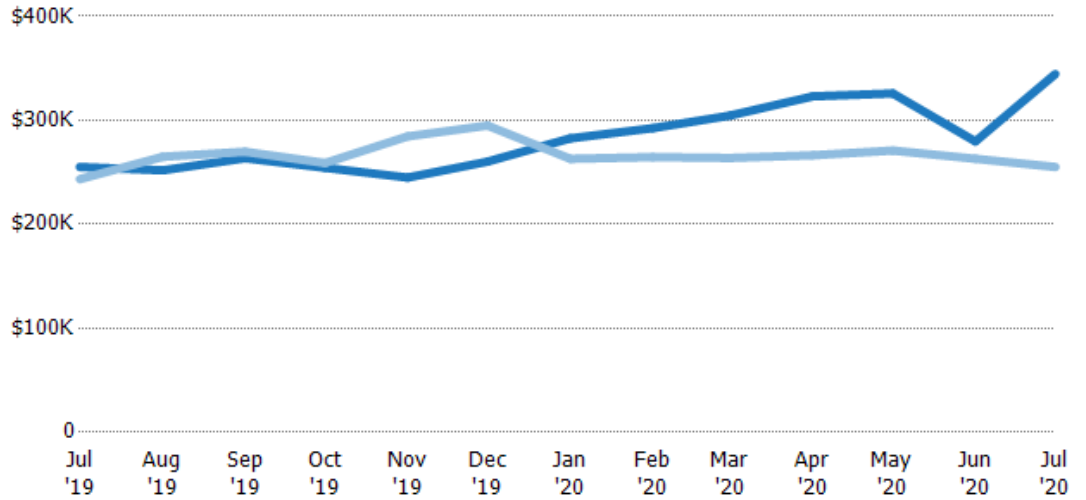
Average Listing Price

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.
Jul '20	\$345K	35%
Jul '19	\$255K	4.8%
Jul '18	\$243K	11.4%



Current Year	\$255K	\$252K	\$264K	\$254K	\$245K	\$260K	\$283K	\$292K	\$305K	\$323K	\$326K	\$280K	\$345K
Prior Year	\$243K	\$265K	\$270K	\$259K	\$285K	\$295K	\$263K	\$265K	\$264K	\$266K	\$271K	\$263K	\$255K
Percent Change from Prior Year	5%	-5%	-2%	-2%	-14%	-12%	7%	11%	15%	21%	20%	6%	35%

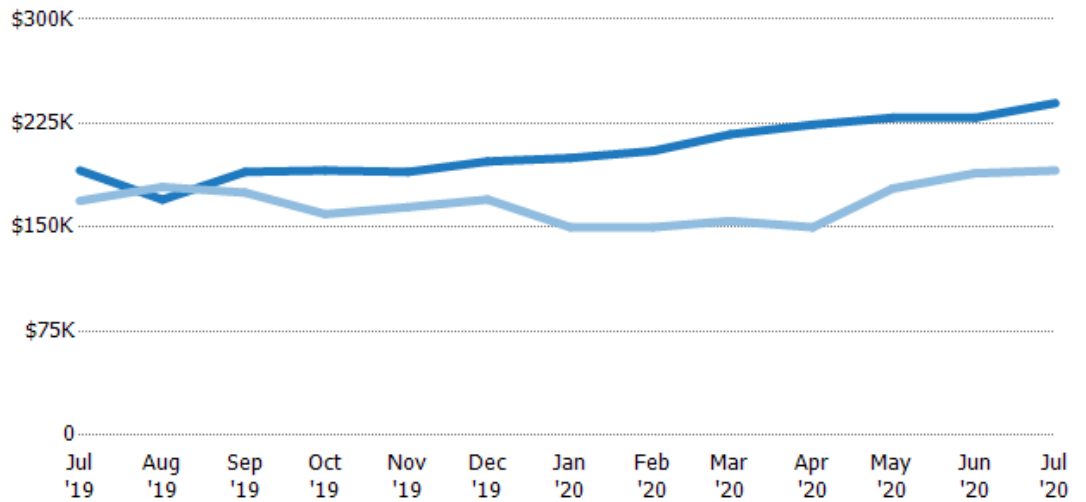
Median Listing Price

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.
Jul '20	\$240K	25.4%
Jul '19	\$191K	13%
Jul '18	\$169K	0.3%



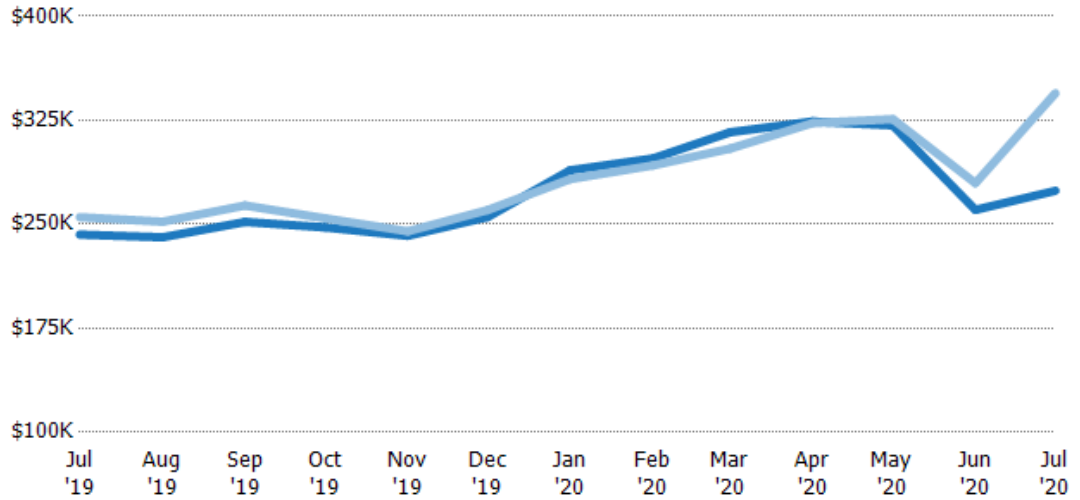
Current Year	\$191K	\$170K	\$190K	\$191K	\$190K	\$197K	\$200K	\$205K	\$217K	\$224K	\$229K	\$229K	\$240K
Prior Year	\$169K	\$179K	\$175K	\$160K	\$165K	\$170K	\$150K	\$150K	\$155K	\$150K	\$178K	\$189K	\$191K
Percent Change from Prior Year	13%	-5%	9%	20%	15%	16%	33%	37%	40%	49%	29%	21%	25%

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



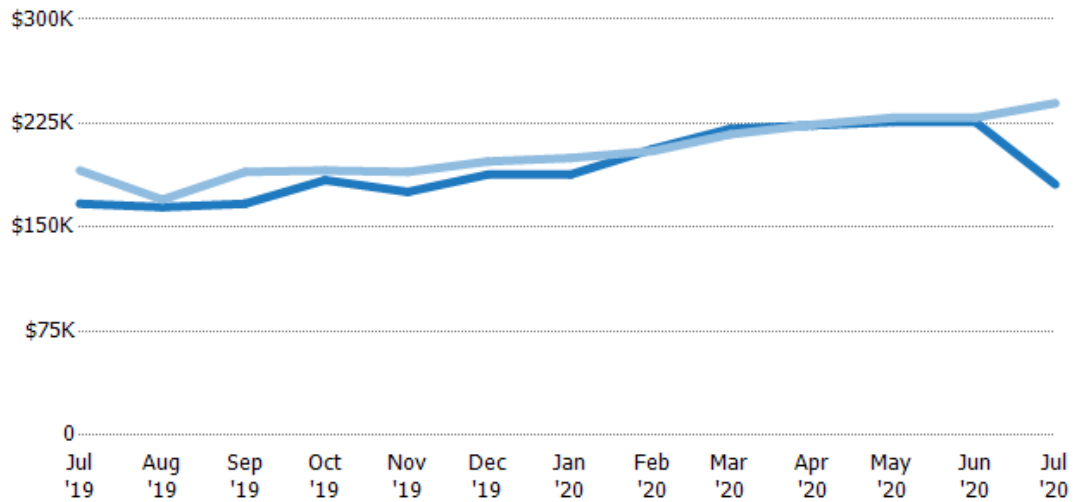
	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20
Avg Est Value	\$243K	\$241K	\$252K	\$248K	\$242K	\$255K	\$289K	\$297K	\$316K	\$324K	\$321K	\$260K	\$274K
Avg Listing Price	\$255K	\$252K	\$264K	\$254K	\$245K	\$260K	\$283K	\$292K	\$305K	\$323K	\$326K	\$280K	\$345K
Avg Listing Price as a % of Avg Est Value	105%	105%	105%	103%	101%	102%	98%	98%	96%	100%	101%	107%	126%

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



	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20
Median Est Value	\$167K	\$165K	\$167K	\$184K	\$176K	\$188K	\$188K	\$207K	\$221K	\$224K	\$226K	\$226K	\$181K
Median Listing Price	\$191K	\$170K	\$190K	\$191K	\$190K	\$197K	\$200K	\$205K	\$217K	\$224K	\$229K	\$229K	\$240K
Med Listing Price as a % of Med Est Value	114%	103%	114%	104%	108%	105%	106%	99%	98%	100%	101%	101%	132%

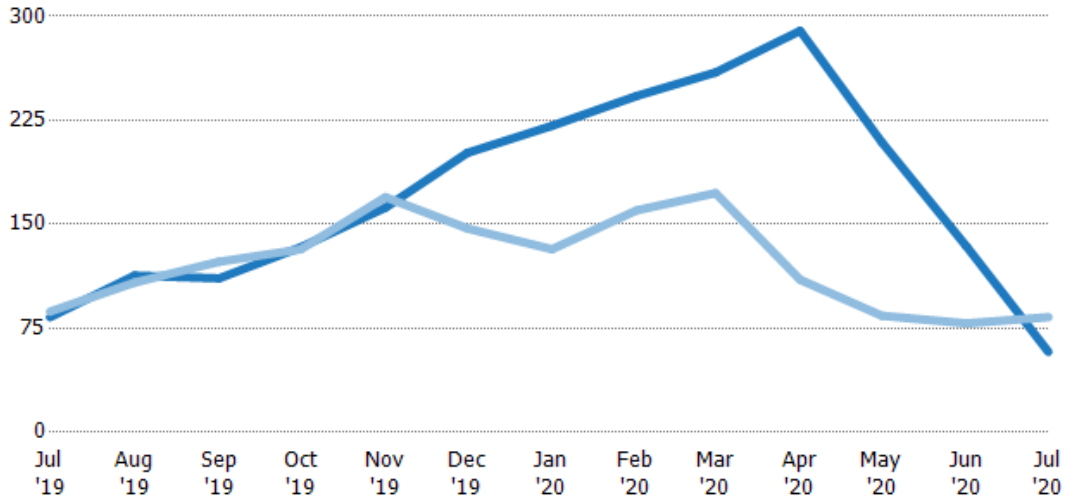
Median Days in RPR

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.
Jul '20	58	-30.1%
Jul '19	83	-4.6%
Jul '18	87	-4%



	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20
Current Year	83	113	111	134	162	202	221	243	260	290	209	134	58
Prior Year	87	108	123	132	170	147	132	160	173	110	84	78.5	83
Percent Change from Prior Year	-5%	5%	-10%	1%	-4%	37%	67%	52%	50%	163%	149%	71%	-30%

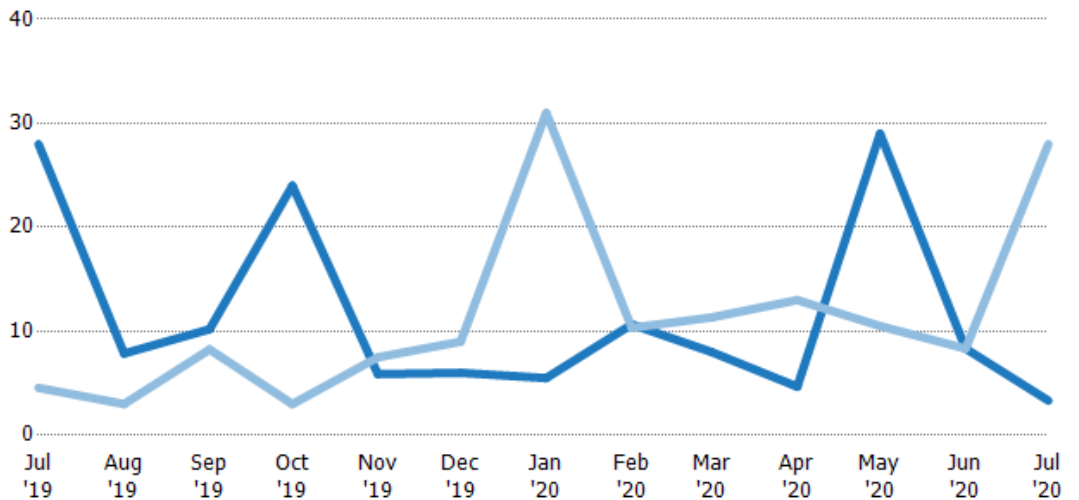
Months of Inventory

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.
Jul '20	3.33	-88.1%
Jul '19	28	514.6%
Jul '18	4.56	361%



	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20
Current Year	28	7.86	10.2	24	5.88	6	5.5	10.7	8	4.67	29	8.33	3.33
Prior Year	4.56	3	8.25	3	7.5	9	31	10.3	11.3	13	10.5	8.33	28
Percent Change from Prior Year	515%	162%	24%	700%	-22%	-33%	-82%	3%	-29%	-64%	176%	0%	-88%

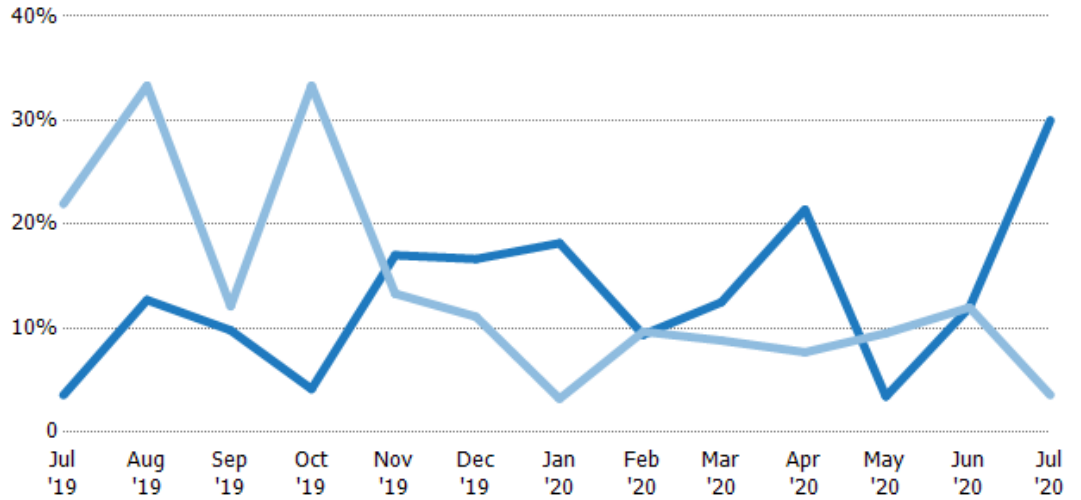
Absorption Rate

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.
Jul '20	30%	-26.4%
Jul '19	4%	18.4%
Jul '18	22%	-78.3%



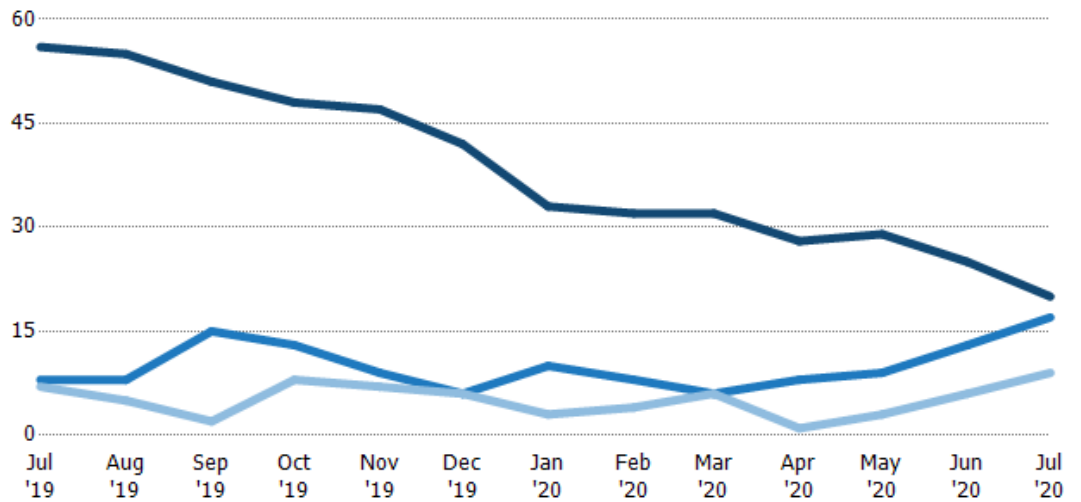
Current Year	4%	13%	10%	4%	17%	17%	18%	9%	13%	21%	3%	12%	30%
Prior Year	22%	33%	12%	33%	13%	11%	3%	10%	9%	8%	10%	12%	4%
Change from Prior Year	18%	21%	2%	29%	-4%	-6%	-15%	0%	-4%	-14%	6%	0%	-26%

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	56	55	51	48	47	42	33	32	32	28	29	25	20
Pending	8	8	15	13	9	6	10	8	6	8	9	13	17
Sold	7	5	2	8	7	6	3	4	6	1	3	6	9

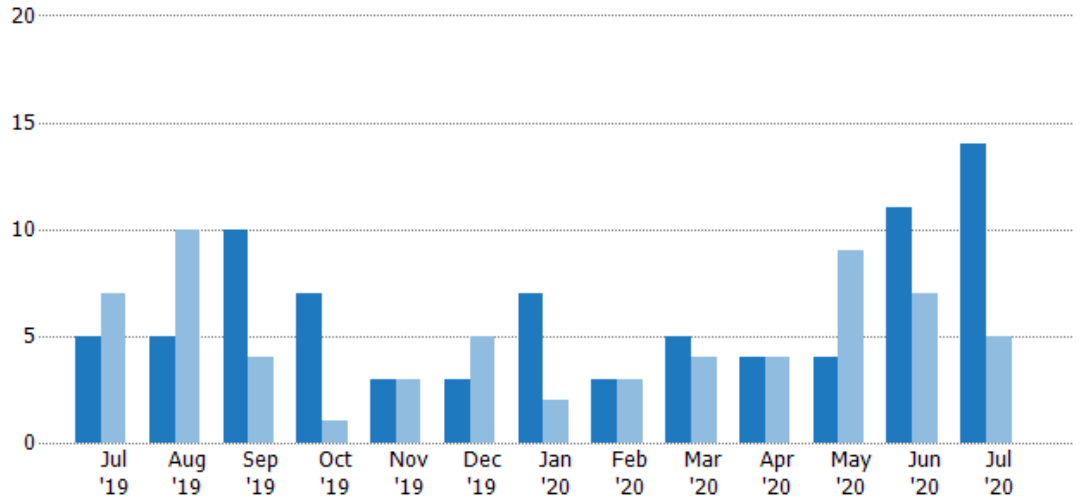
New Pending Sales

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.
Jul '20	14	180%
Jul '19	5	-28.6%
Jul '18	7	-57.1%



Current Year	5	5	10	7	3	3	7	3	5	4	4	11	14
Prior Year	7	10	4	1	3	5	2	3	4	4	9	7	5
Percent Change from Prior Year	-29%	-50%	150%	600%	0%	-40%	250%	0%	25%	0%	-56%	57%	180%

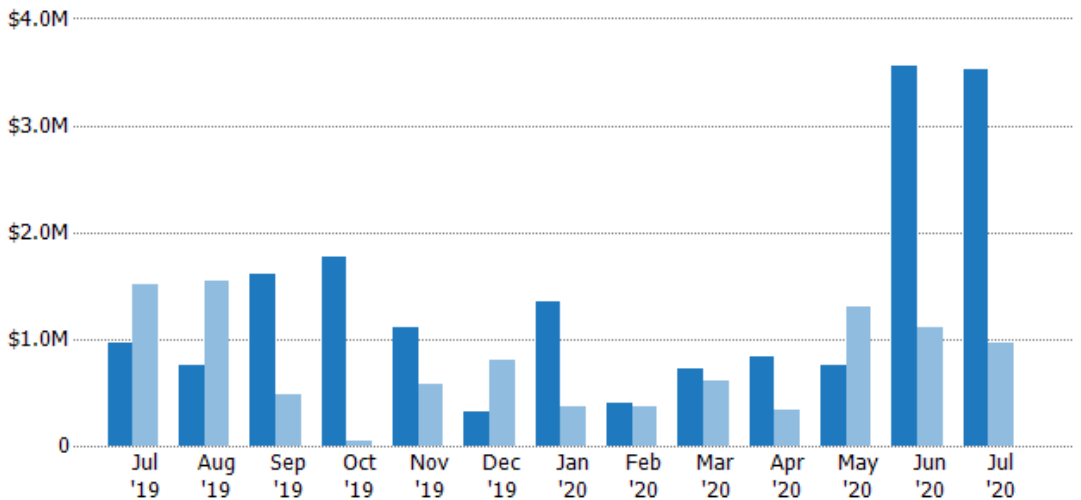
New Pending Sales Volume

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.
Jul '20	\$3.53M	266.1%
Jul '19	\$964K	-36%
Jul '18	\$1.51M	-80.4%



Current Year	\$964K	\$751K	\$1.61M	\$1.78M	\$1.11M	\$317K	\$1.35M	\$401K	\$715K	\$838K	\$750K	\$3.56M	\$3.53M
Prior Year	\$1.51M	\$1.54M	\$481K	\$49K	\$585K	\$800K	\$369K	\$376K	\$605K	\$343K	\$1.3M	\$1.11M	\$964K
Percent Change from Prior Year	-36%	-51%	236%	3,525%	91%	-60%	266%	7%	18%	144%	-43%	219%	266%

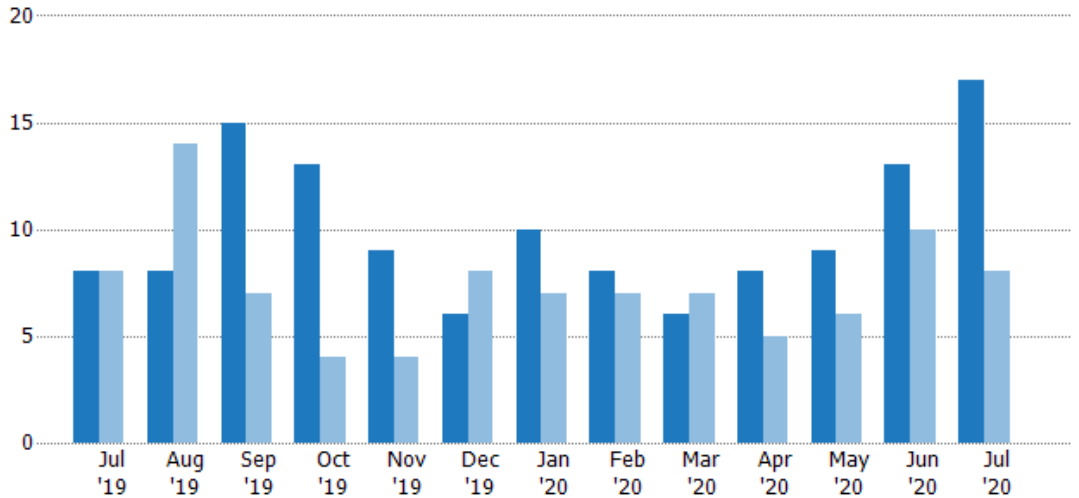
Pending Sales

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.
Jul '20	17	112.5%
Jul '19	8	0%
Jul '18	8	-37.5%



Current Year	8	8	15	13	9	6	10	8	6	8	9	13	17
Prior Year	8	14	7	4	4	8	7	7	7	5	6	10	8
Percent Change from Prior Year	0%	-43%	114%	225%	125%	-25%	43%	14%	-14%	60%	50%	30%	113%

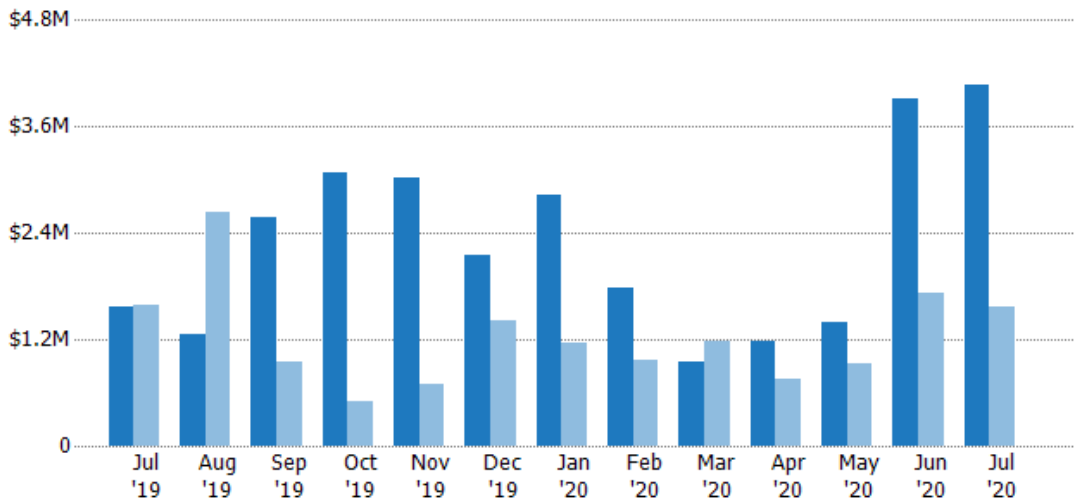
Pending Sales Volume

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.
Jul '20	\$4.07M	158.4%
Jul '19	\$1.58M	-0.8%
Jul '18	\$1.59M	-60.7%



Current Year	\$1.58M	\$1.27M	\$2.58M	\$3.09M	\$3.03M	\$2.16M	\$2.83M	\$1.79M	\$940K	\$1.18M	\$1.39M	\$3.91M	\$4.07M
Prior Year	\$1.59M	\$2.63M	\$939K	\$495K	\$697K	\$1.41M	\$1.16M	\$968K	\$1.17M	\$763K	\$923K	\$1.73M	\$1.58M
Percent Change from Prior Year	-1%	-52%	174%	524%	335%	53%	143%	85%	-20%	55%	51%	126%	158%

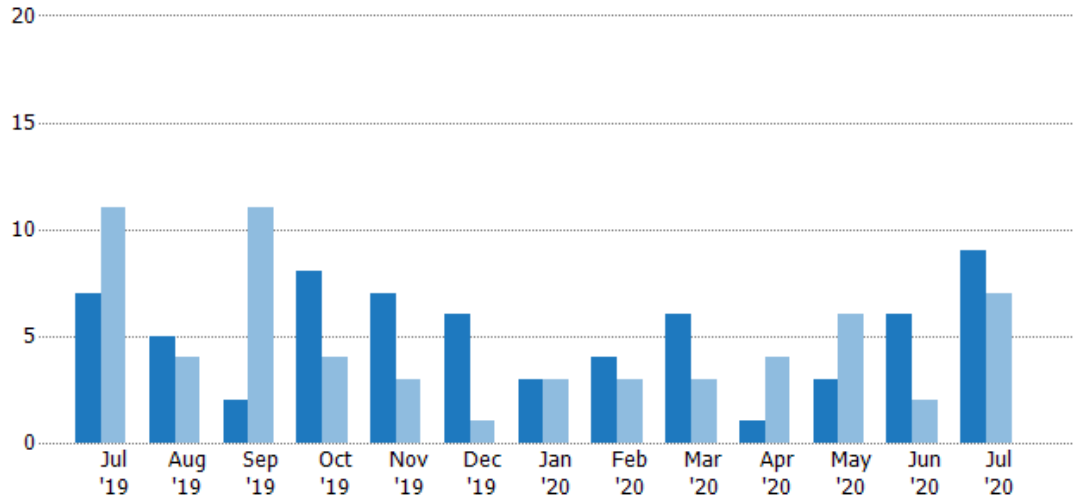
Closed Sales

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.
Jul '20	9	28.6%
Jul '19	7	-36.4%
Jul '18	11	-45.5%



Current Year	7	5	2	8	7	6	3	4	6	1	3	6	9
Prior Year	11	4	11	4	3	1	3	3	3	4	6	2	7
Percent Change from Prior Year	-36%	25%	-82%	100%	133%	500%	0%	33%	100%	-75%	-50%	200%	29%

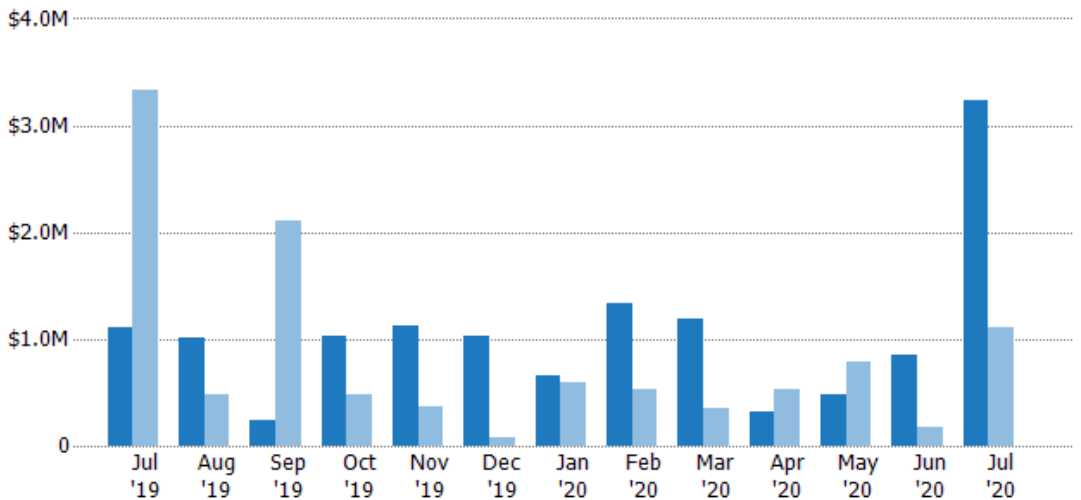
Closed Sales Volume

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.
Jul '20	\$3.24M	193.3%
Jul '19	\$1.11M	-66.9%
Jul '18	\$3.33M	-66.1%



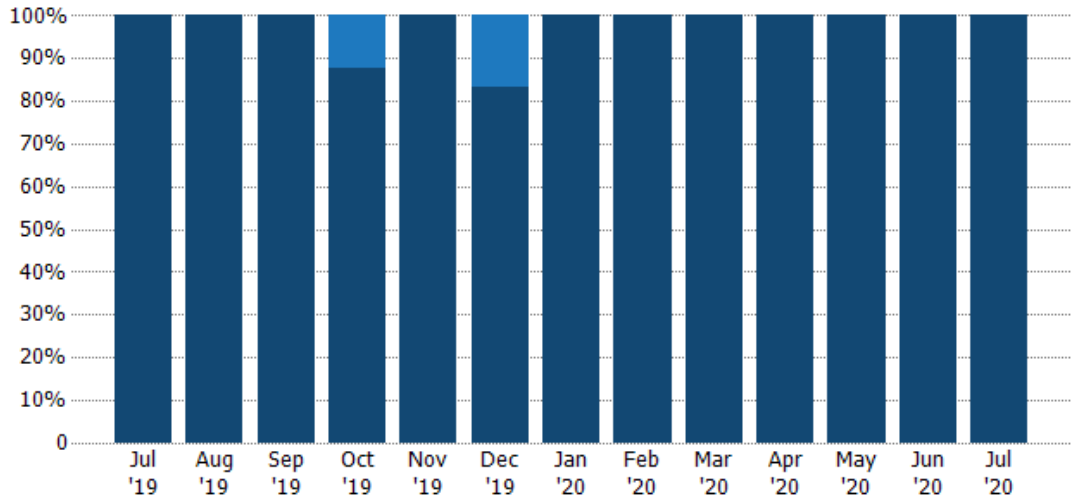
Current Year	\$1.11M	\$1.01M	\$235K	\$1.02M	\$1.13M	\$1.04M	\$662K	\$1.33M	\$1.19M	\$323K	\$478K	\$852K	\$3.24M
Prior Year	\$3.33M	\$477K	\$2.1M	\$483K	\$374K	\$82.5K	\$594K	\$528K	\$352K	\$531K	\$783K	\$175K	\$1.11M
Percent Change from Prior Year	-67%	112%	-89%	112%	202%	1,155%	11%	153%	237%	-39%	-39%	387%	193%

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	-	-	-	13%	-	17%	-	-	-	-	-	-	-
Single Family Residence	100%	100%	100%	88%	100%	83%	100%	100%	100%	100%	100%	100%	100%

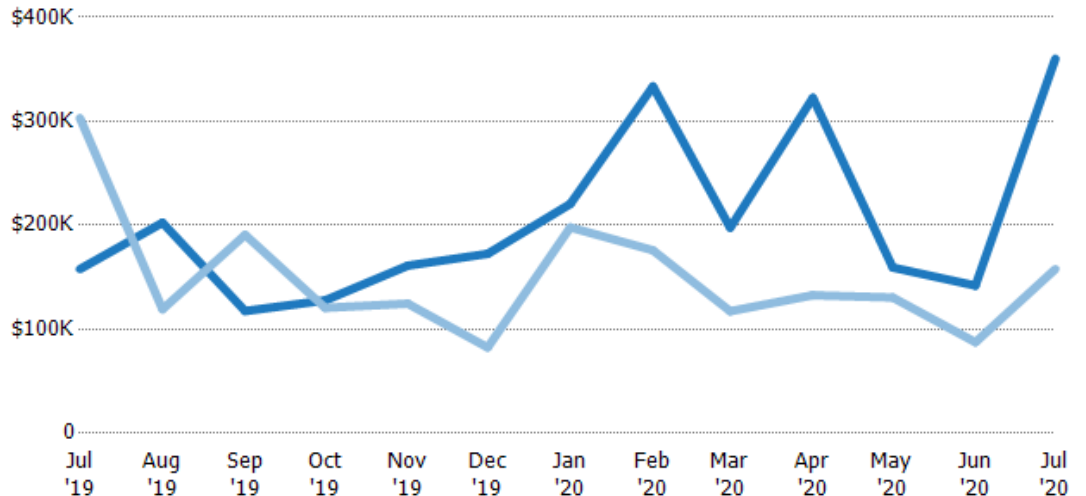
Average Sales Price

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.
Jul '20	\$360K	128.2%
Jul '19	\$158K	-47.9%
Jul '18	\$303K	-37.9%



Current Year	\$158K	\$203K	\$118K	\$128K	\$161K	\$173K	\$221K	\$333K	\$198K	\$323K	\$159K	\$142K	\$360K
Prior Year	\$303K	\$119K	\$191K	\$121K	\$125K	\$82.5K	\$198K	\$176K	\$117K	\$133K	\$131K	\$87.5K	\$158K
Percent Change from Prior Year	-48%	70%	-38%	6%	29%	109%	11%	89%	68%	143%	22%	62%	128%

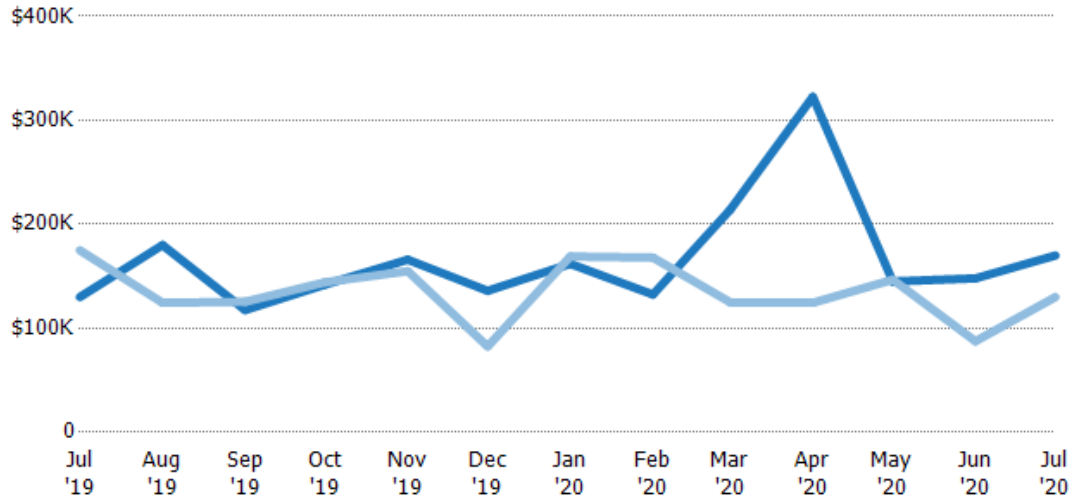
Median Sales Price

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.
Jul '20	\$170K	30.8%
Jul '19	\$130K	-25.7%
Jul '18	\$175K	-0.9%



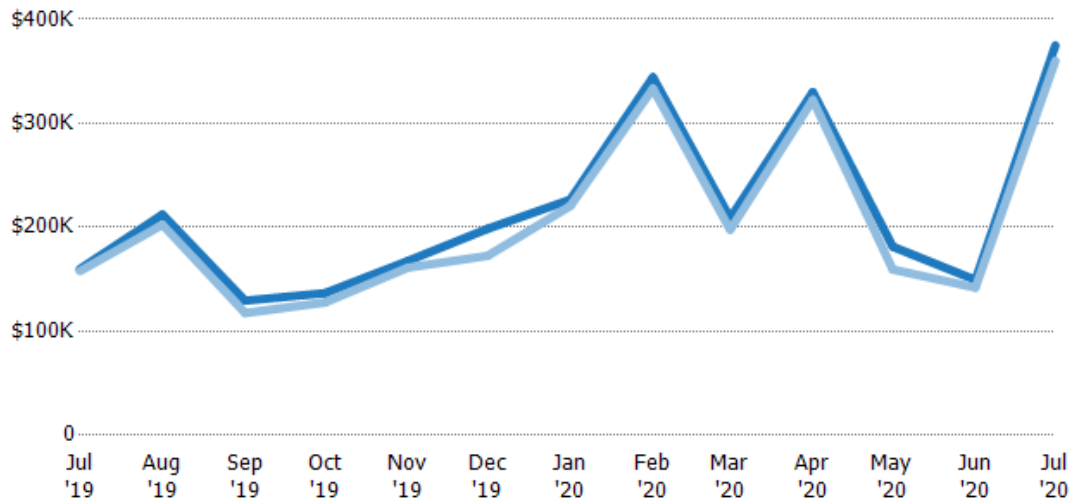
Current Year	\$130K	\$180K	\$118K	\$142K	\$166K	\$136K	\$162K	\$132K	\$214K	\$323K	\$145K	\$148K	\$170K
Prior Year	\$175K	\$125K	\$126K	\$144K	\$155K	\$82.5K	\$169K	\$168K	\$125K	\$125K	\$147K	\$87.5K	\$130K
Percent Change from Prior Year	-26%	45%	-6%	-2%	7%	65%	-4%	-21%	71%	159%	-1%	69%	31%

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



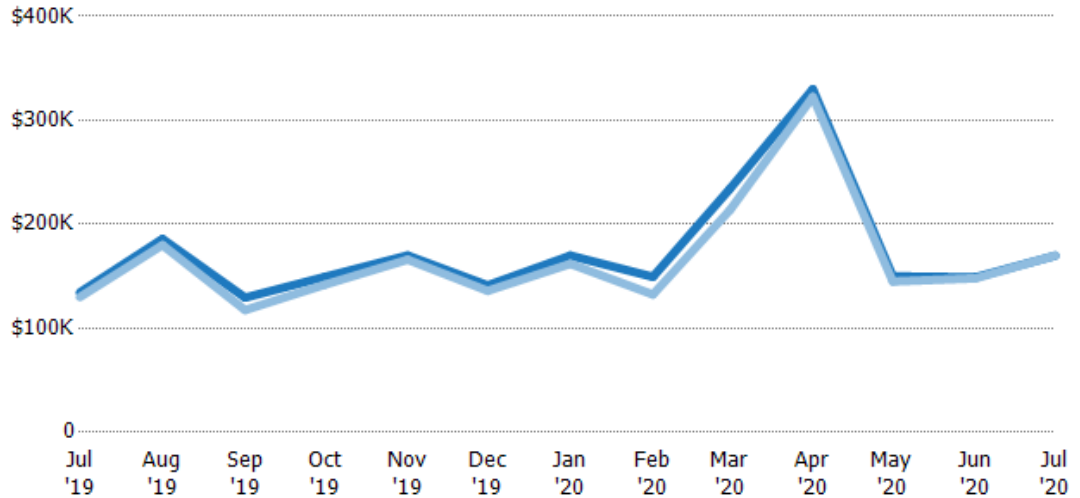
Avg List Price	\$160K	\$212K	\$129K	\$137K	\$168K	\$199K	\$227K	\$344K	\$209K	\$330K	\$181K	\$149K	\$375K
Avg Sales Price	\$158K	\$203K	\$118K	\$128K	\$161K	\$173K	\$221K	\$333K	\$198K	\$323K	\$159K	\$142K	\$360K
Avg Sales Price as a % of Avg List Price	99%	95%	91%	93%	96%	87%	97%	97%	95%	98%	88%	95%	96%

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



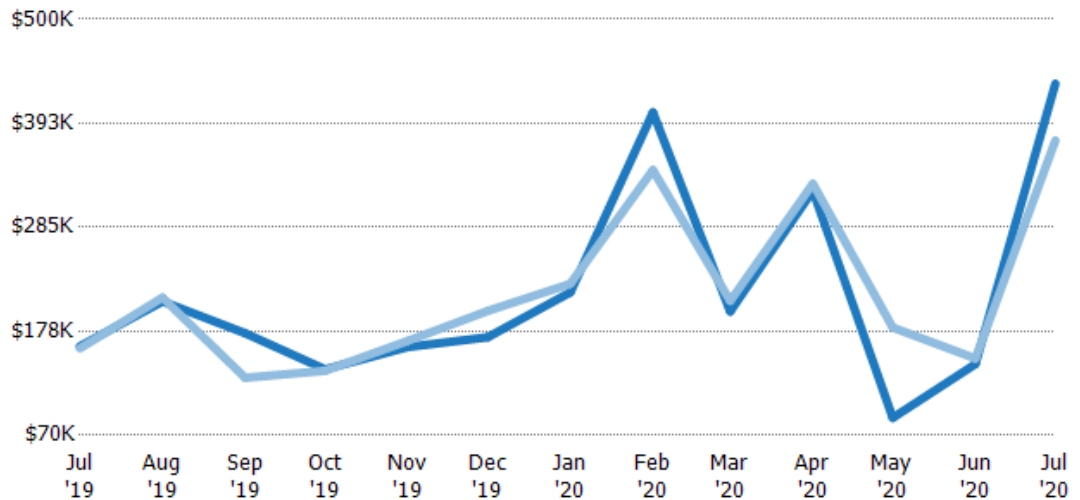
	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20
Median List Price	\$135K	\$186K	\$129K	\$150K	\$170K	\$141K	\$170K	\$149K	\$234K	\$330K	\$150K	\$149K	\$170K
Median Sales Price	\$130K	\$180K	\$118K	\$142K	\$166K	\$136K	\$162K	\$132K	\$214K	\$323K	\$145K	\$148K	\$170K
Med Sales Price as a % of Med List Price	97%	97%	91%	95%	98%	96%	95%	89%	91%	98%	97%	99%	100%

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



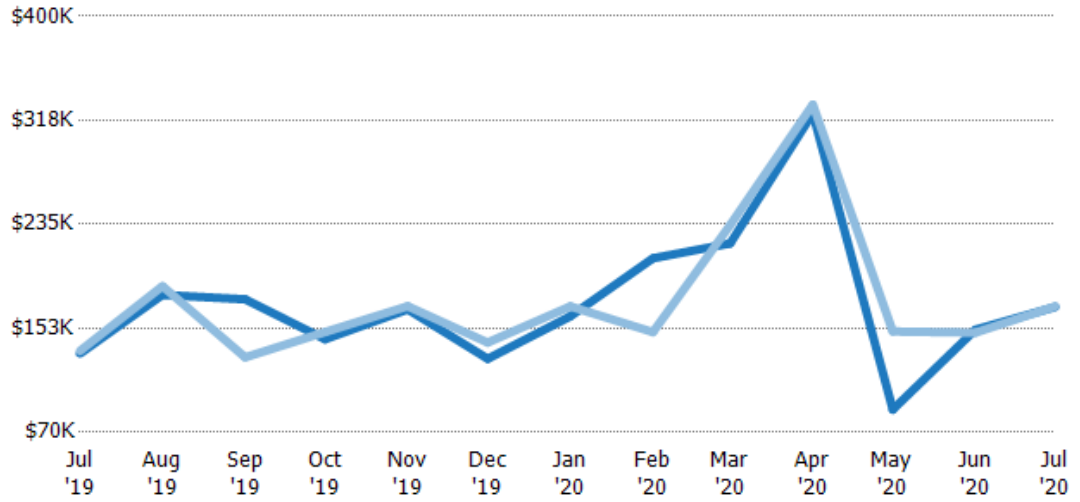
	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20
Avg Est Value	\$162K	\$208K	\$176K	\$138K	\$161K	\$171K	\$218K	\$404K	\$198K	\$323K	\$88K	\$144K	\$434K
Avg Sales Price	\$160K	\$212K	\$129K	\$137K	\$168K	\$199K	\$227K	\$344K	\$209K	\$330K	\$181K	\$149K	\$375K
Avg Sales Price as a % of Avg Est Value	99%	102%	74%	99%	104%	116%	104%	85%	105%	102%	206%	104%	86%

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



	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20
Median Est Value	\$132K	\$179K	\$176K	\$144K	\$168K	\$128K	\$162K	\$208K	\$220K	\$323K	\$88K	\$151K	\$169K
Median Sales Price	\$135K	\$186K	\$129K	\$150K	\$170K	\$141K	\$170K	\$149K	\$234K	\$330K	\$150K	\$149K	\$170K
Med Sales Price as a % of Med Est Value	102%	104%	74%	104%	101%	110%	105%	72%	107%	102%	170%	98%	100%

Sales Activity by Metro Area

Aug 2020

Metro	Pendings (Month End)	Pending Volume (Month End)	Sales	Sales Volume	Avg Sales Price	Median Sales Price	Avg Sales Price per Sq Ft	Median Sales Price per Sq Ft	Median Days In RPR
Other	23	\$4,827,008	4	\$746,500	\$186,625	\$157,500	\$144	\$147	212