

## Summary of Key Listing and Sales Metrics

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

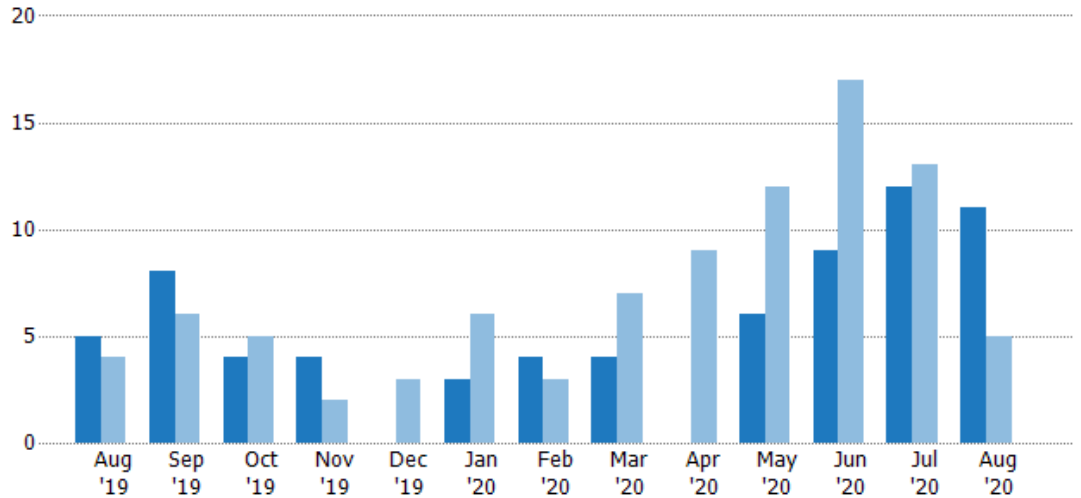
Key Metrics	Aug 2020	Aug 2019	+ / -	YTD 2020	YTD 2019	+ / -
<b>Listing Activity Charts Metrics</b>						
New Listing Count	11	5	+120%	49	72	-31.9%
New Listing Volume	\$2,525,300	\$528,700	+377.6%	\$12,643,200	\$14,028,863	-9.9%
Active Listing Count	18	55	-67.3%	N/A	N/A	
Active Listing Volume	\$6,905,700	\$13,852,762	-50.1%	N/A	N/A	
Average Listing Price	\$383,650	\$251,868	+52.3%	\$312,037	\$261,480	+19.3%
Median Listing Price	\$309,450	\$169,900	+82.1%	\$226,262	\$169,710	+33.3%
Median Days in RPR	57.5	113	-49.1%	157.29	110.32	+42.6%
Months of Inventory	2	7.9	-74.5%	6.6	9.1	-28%
Absorption Rate	50%	12.73%	+37.3%	15.21%	10.95%	+4.3%
<b>Sales Activity Charts Metrics</b>						
New Pending Sales Count	13	5	+160%	61	39	+56.4%
New Pending Sales Volume	\$2,578,700	\$751,400	+243.2%	\$13,718,863	\$5,825,300	+135.5%
Pending Sales Count	23	8	+187.5%	N/A	N/A	
Pending Sales Volume	\$4,827,008	\$1,265,300	+281.5%	N/A	N/A	
Closed Sales Count	4	5	-20%	36	33	+9.1%
Closed Sales Volume	\$746,500	\$1,012,500	-26.3%	\$8,821,900	\$5,080,700	+73.6%
Average Sales Price	\$186,625	\$202,500	-7.8%	\$245,053	\$153,961	+59.2%
Median Sales Price	\$157,500	\$180,000	-12.5%	\$169,592	\$143,924	+17.8%

## 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



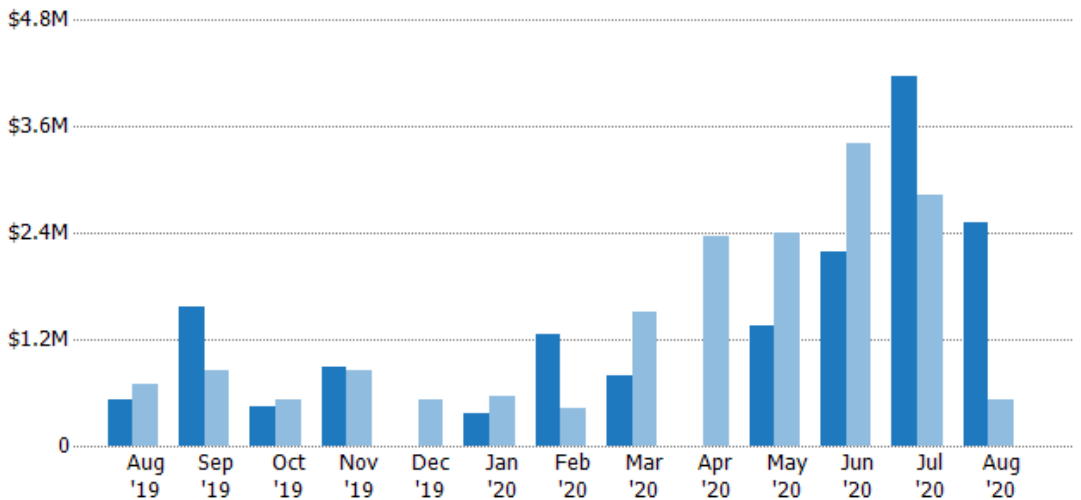
Current Year	5	8	4	4	-	3	4	4	-	6	9	12	11
Prior Year	4	6	5	2	3	6	3	7	9	12	17	13	5
Percent Change from Prior Year	25%	33%	-20%	100%	-100%	-50%	33%	-43%	-100%	-50%	-47%	-8%	120%

## 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	\$529K	\$1.57M	\$437K	\$894K	-	\$363K	\$1.26M	\$794K	-	\$1.35M	\$2.19M	\$4.17M	\$2.53M
Prior Year	\$695K	\$844K	\$514K	\$855K	\$516K	\$559K	\$426K	\$1.51M	\$2.37M	\$2.4M	\$3.42M	\$2.83M	\$529K
Percent Change from Prior Year	-24%	86%	-15%	5%	-100%	-35%	195%	-47%	-100%	-44%	-36%	47%	378%

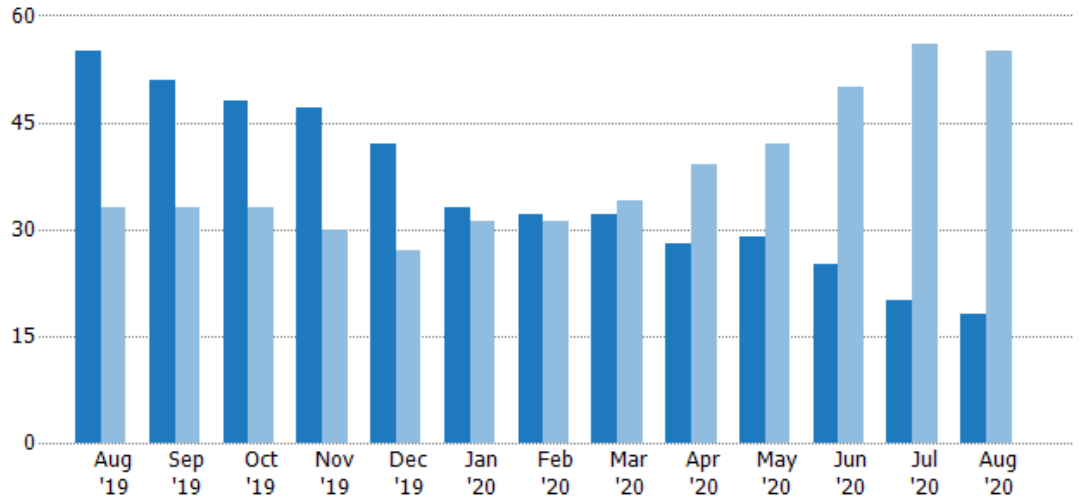
## Active Listings

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.
Aug '20	18	-67.3%
Aug '19	55	66.7%
Aug '18	33	36.4%



Current Year	55	51	48	47	42	33	32	32	28	29	25	20	18
Prior Year	33	33	33	30	27	31	31	34	39	42	50	56	55
Percent Change from Prior Year	67%	55%	45%	57%	56%	6%	3%	-6%	-28%	-31%	-50%	-64%	-67%

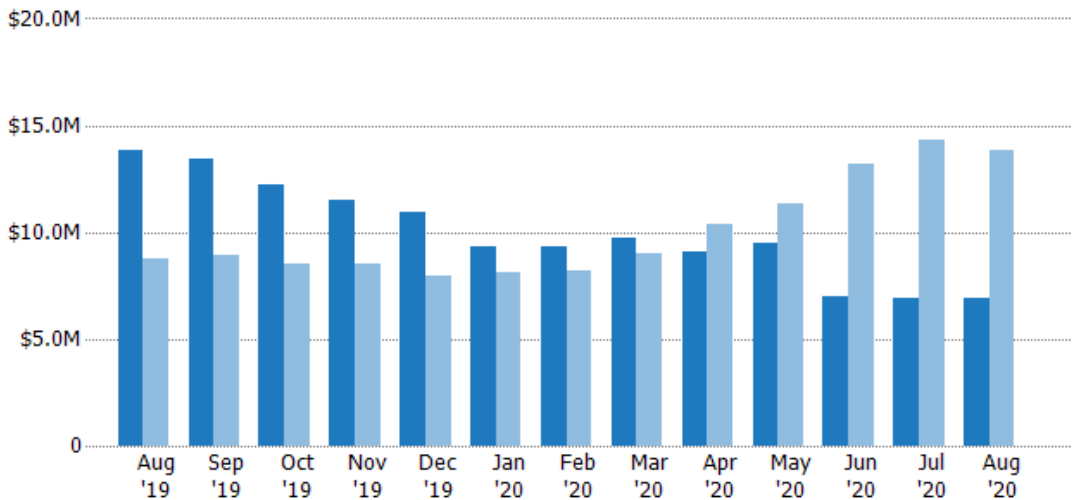
## Active Listing Volume

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.
Aug '20	\$6.91M	-50.1%
Aug '19	\$13.9M	58.5%
Aug '18	\$8.74M	37.7%



Current Year	\$13.9M	\$13.4M	\$12.2M	\$11.5M	\$10.9M	\$9.33M	\$9.36M	\$9.75M	\$9.05M	\$9.45M	\$6.99M	\$6.89M	\$6.91M
Prior Year	\$8.74M	\$8.9M	\$8.54M	\$8.54M	\$7.96M	\$8.15M	\$8.2M	\$8.97M	\$10.4M	\$11.4M	\$13.2M	\$14.3M	\$13.9M
Percent Change from Prior Year	58%	51%	43%	35%	37%	14%	14%	9%	-13%	-17%	-47%	-52%	-50%

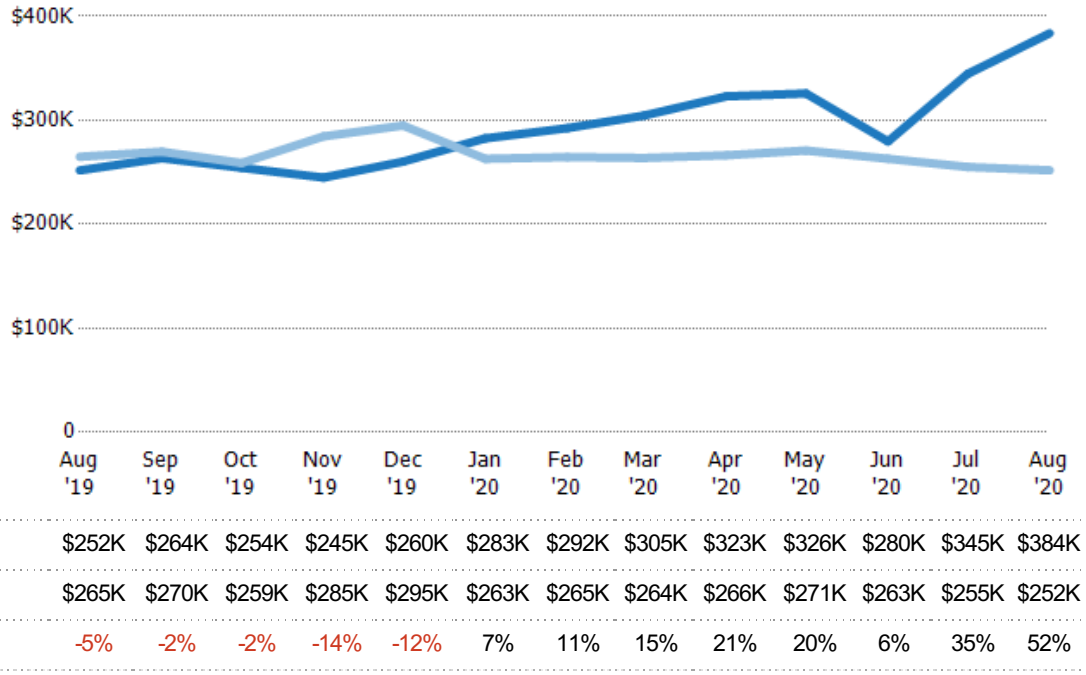
## Average Listing Price

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.
Aug '20	\$384K	52.3%
Aug '19	\$252K	-4.9%
Aug '18	\$265K	1%



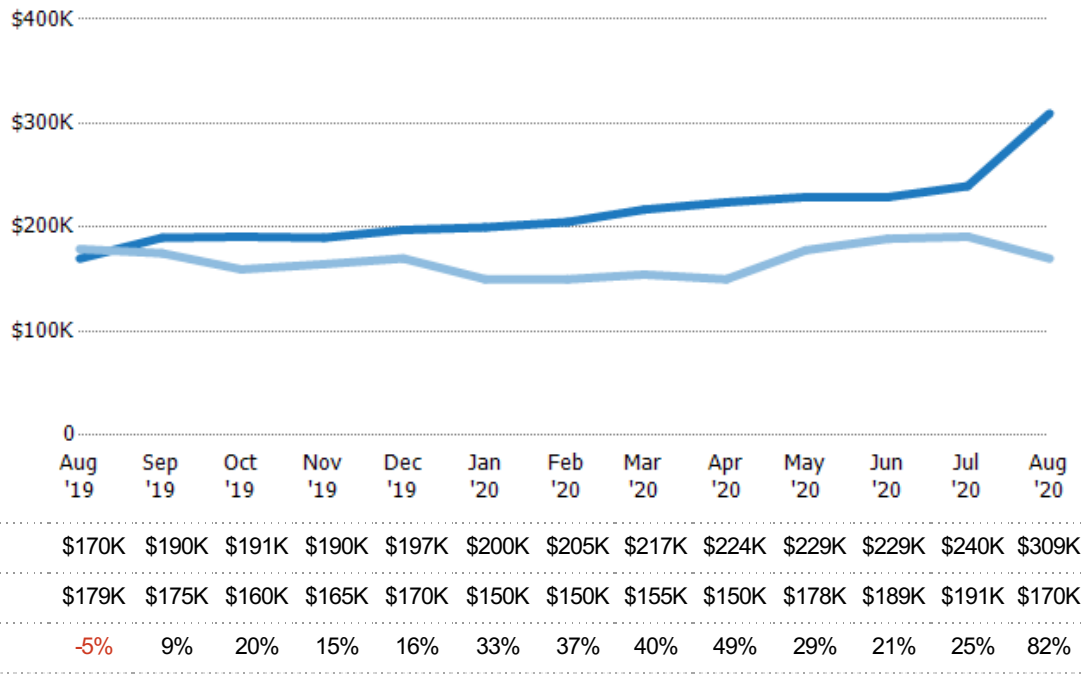
## Median Listing Price

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.
Aug '20	\$309K	82.1%
Aug '19	\$170K	-5.1%
Aug '18	\$179K	-5%

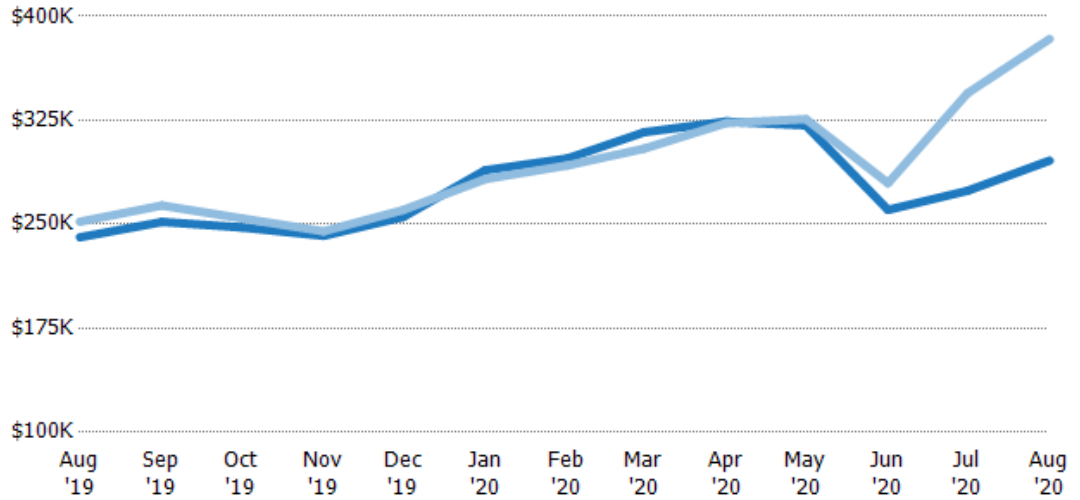


## Average Listing Price vs Average Est Value

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



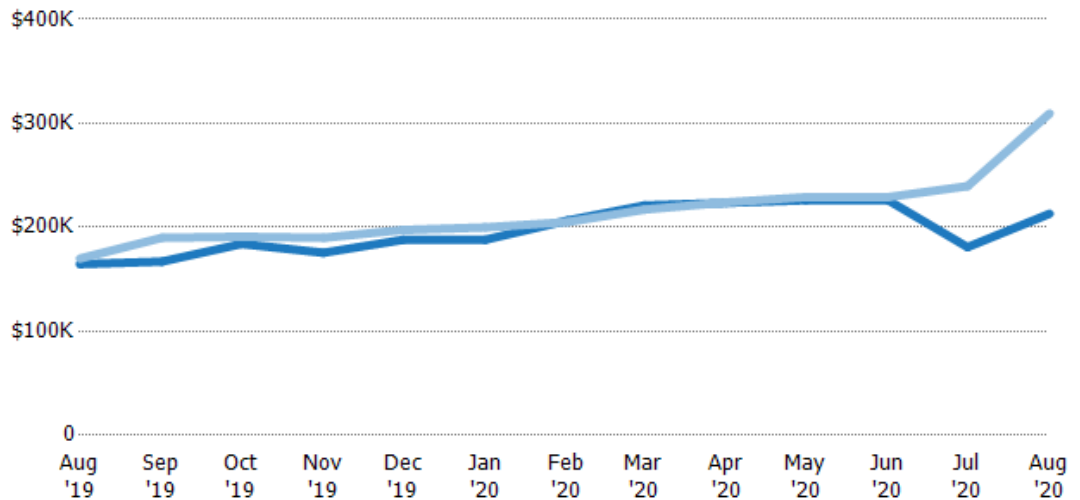
	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20
Avg Est Value	\$241K	\$252K	\$248K	\$242K	\$255K	\$289K	\$297K	\$316K	\$324K	\$321K	\$260K	\$274K	\$296K
Avg Listing Price	\$252K	\$264K	\$254K	\$245K	\$260K	\$283K	\$292K	\$305K	\$323K	\$326K	\$280K	\$345K	\$384K
Avg Listing Price as a % of Avg Est Value	105%	105%	103%	101%	102%	98%	98%	96%	100%	101%	107%	126%	130%

## 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



	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20
Median Est Value	\$165K	\$167K	\$184K	\$176K	\$188K	\$188K	\$207K	\$221K	\$224K	\$226K	\$226K	\$181K	\$213K
Median Listing Price	\$170K	\$190K	\$191K	\$190K	\$197K	\$200K	\$205K	\$217K	\$224K	\$229K	\$229K	\$240K	\$309K
Med Listing Price as a % of Med Est Value	103%	114%	104%	108%	105%	106%	99%	98%	100%	101%	101%	132%	145%

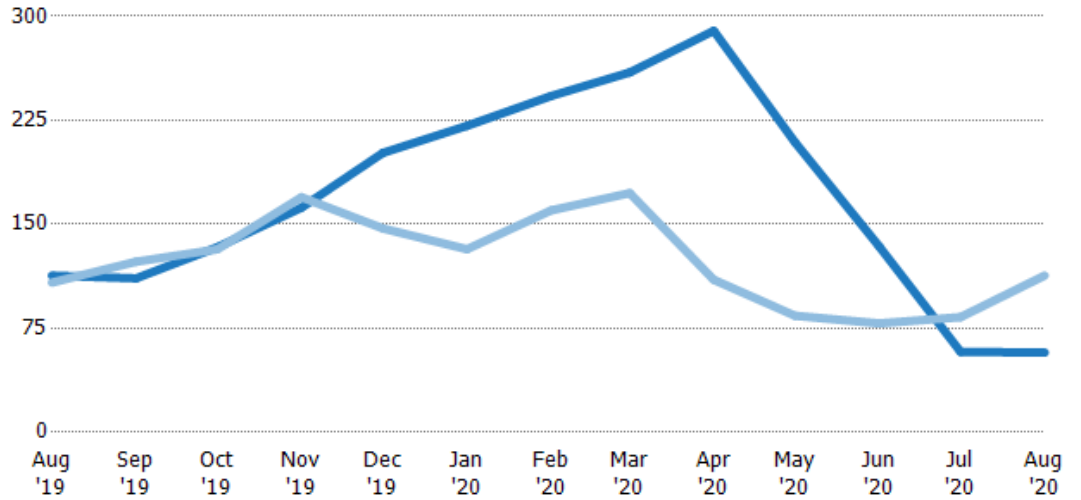
## Median Days in RPR

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.
Aug '20	57.5	-49.1%
Aug '19	113	4.6%
Aug '18	108	-0.9%



	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20
Current Year	113	111	134	162	202	221	243	260	290	209	134	58	57.5
Prior Year	108	123	132	170	147	132	160	173	110	84	78.5	83	113
Percent Change from Prior Year	5%	-10%	1%	-4%	37%	67%	52%	50%	163%	149%	71%	-30%	-49%

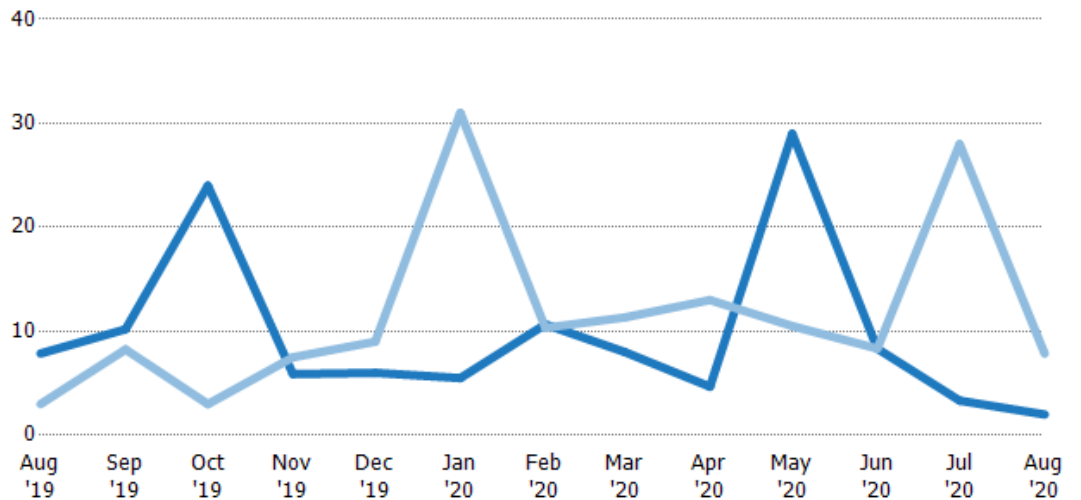
## Months of Inventory

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.
Aug '20	2	-74.5%
Aug '19	7.86	161.9%
Aug '18	3	150%



	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20
Current Year	7.86	10.2	24	5.88	6	5.5	10.7	8	4.67	29	8.33	3.33	2
Prior Year	3	8.25	3	7.5	9	31	10.3	11.3	13	10.5	8.33	28	7.86
Percent Change from Prior Year	162%	24%	700%	-22%	-33%	-82%	3%	-29%	-64%	176%	0%	-88%	-75%

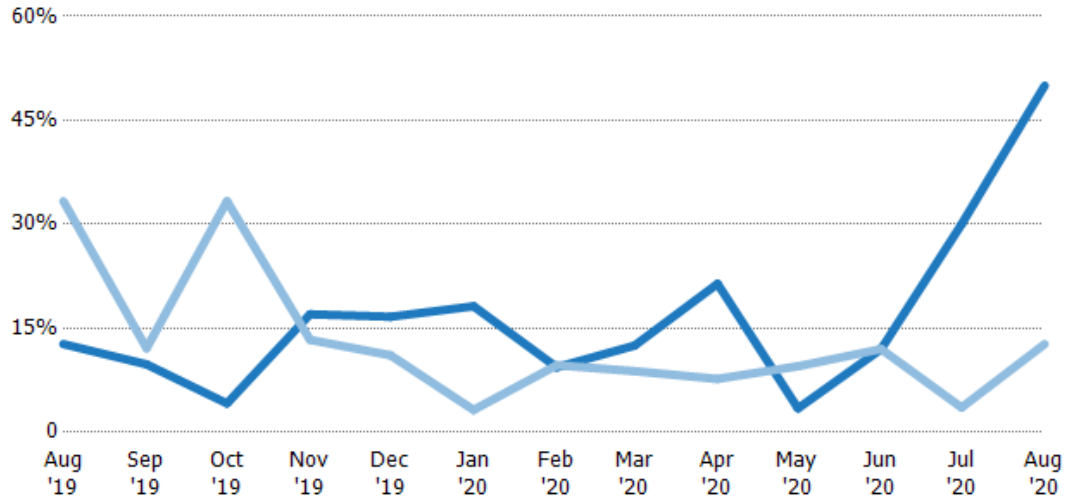
## Absorption Rate

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.
Aug '20	50%	-37.3%
Aug '19	13%	20.6%
Aug '18	33%	-60%



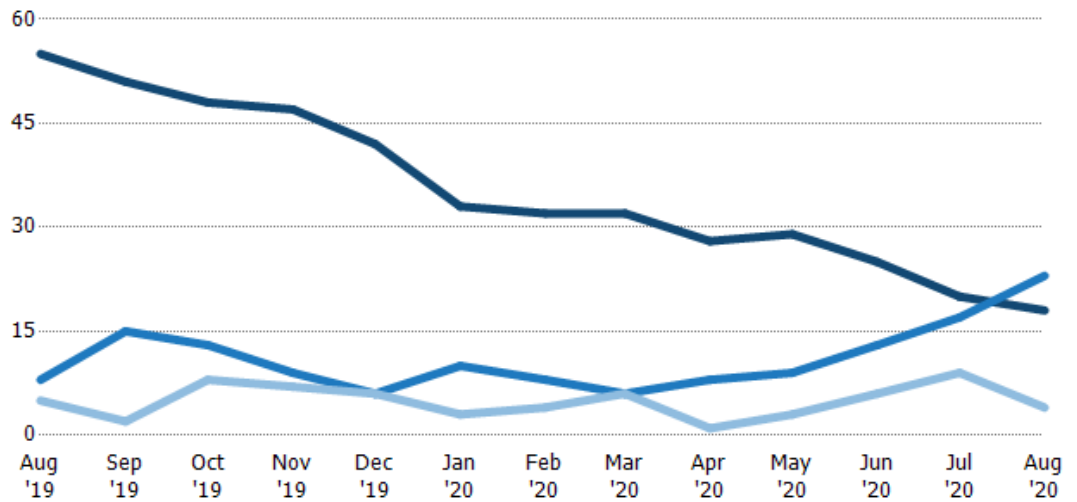
Current Year	13%	10%	4%	17%	17%	18%	9%	13%	21%	3%	12%	30%	50%
Prior Year	33%	12%	33%	13%	11%	3%	10%	9%	8%	10%	12%	4%	13%
Change from Prior Year	21%	2%	29%	-4%	-6%	-15%	0%	-4%	-14%	6%	0%	-26%	-37%

## 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	55	51	48	47	42	33	32	32	28	29	25	20	18
Pending	8	15	13	9	6	10	8	6	8	9	13	17	23
Sold	5	2	8	7	6	3	4	6	1	3	6	9	4

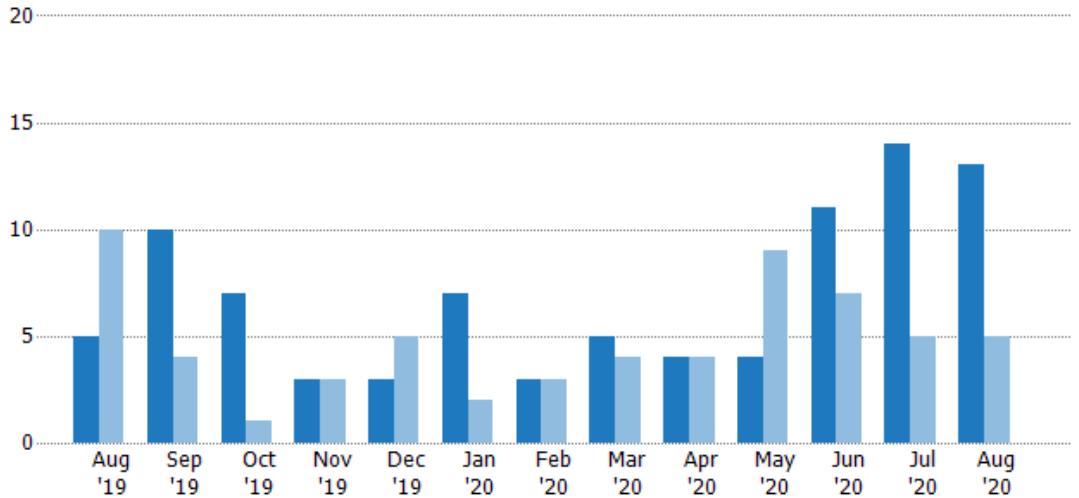
## New Pending Sales

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.
Aug '20	13	160%
Aug '19	5	-50%
Aug '18	10	-90%



Current Year	5	10	7	3	3	7	3	5	4	4	11	14	13
Prior Year	10	4	1	3	5	2	3	4	4	9	7	5	5
Percent Change from Prior Year	-50%	150%	600%	0%	-40%	250%	0%	25%	0%	-56%	57%	180%	160%

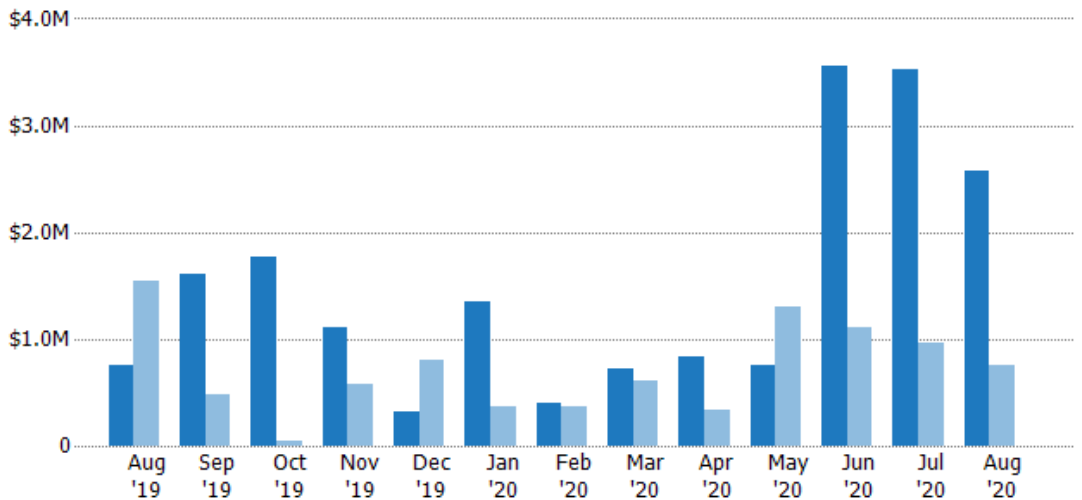
## New Pending Sales Volume

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.
Aug '20	\$2.58M	243.2%
Aug '19	\$751K	-51.2%
Aug '18	\$1.54M	-93.7%



Current Year	\$751K	\$1.61M	\$1.78M	\$1.11M	\$317K	\$1.35M	\$401K	\$715K	\$838K	\$750K	\$3.56M	\$3.53M	\$2.58M
Prior Year	\$1.54M	\$481K	\$49K	\$585K	\$800K	\$369K	\$376K	\$605K	\$343K	\$1.3M	\$1.11M	\$964K	\$751K
Percent Change from Prior Year	-51%	236%	3,525%	91%	-60%	266%	7%	18%	144%	-43%	219%	266%	243%



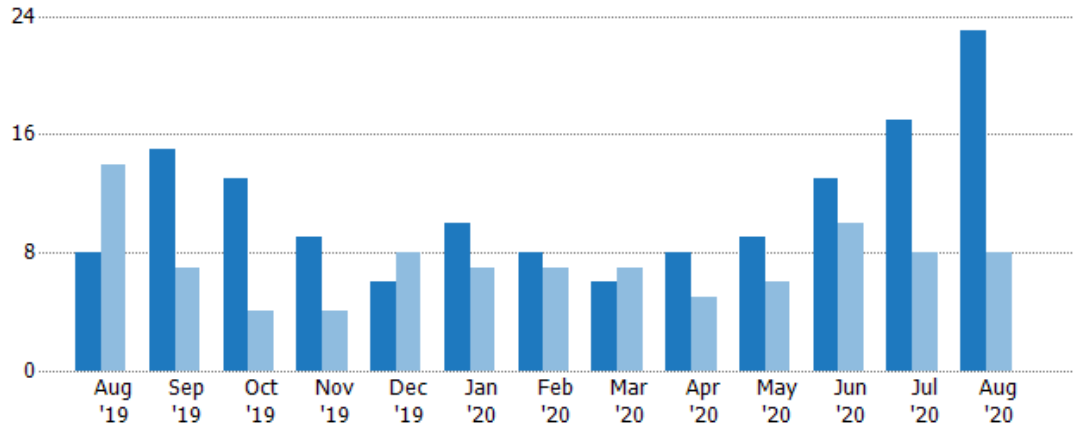
## Pending Sales

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.
Aug '20	23	187.5%
Aug '19	8	-42.9%
Aug '18	14	-78.6%



Current Year	8	15	13	9	6	10	8	6	8	9	13	17	23
Prior Year	14	7	4	4	8	7	7	7	5	6	10	8	8
Percent Change from Prior Year	-43%	114%	225%	125%	-25%	43%	14%	-14%	60%	50%	30%	113%	188%

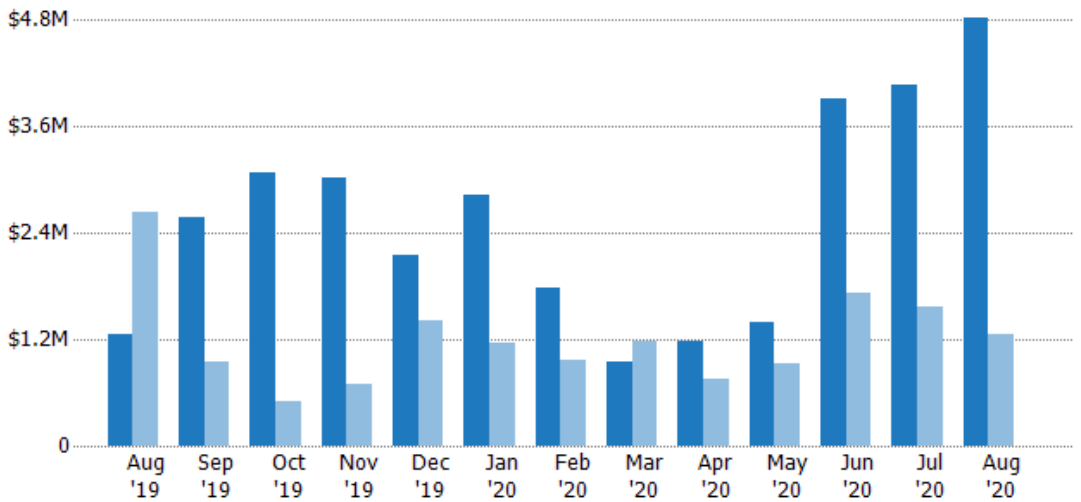
## Pending Sales Volume

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.
Aug '20	\$4.83M	281.5%
Aug '19	\$1.27M	-51.9%
Aug '18	\$2.63M	-85.3%



Current Year	\$1.27M	\$2.58M	\$3.09M	\$3.03M	\$2.16M	\$2.83M	\$1.79M	\$940K	\$1.18M	\$1.39M	\$3.91M	\$4.07M	\$4.83M
Prior Year	\$2.63M	\$939K	\$495K	\$697K	\$1.41M	\$1.16M	\$968K	\$1.17M	\$763K	\$923K	\$1.73M	\$1.58M	\$1.27M
Percent Change from Prior Year	-52%	174%	524%	335%	53%	143%	85%	-20%	55%	51%	126%	158%	281%

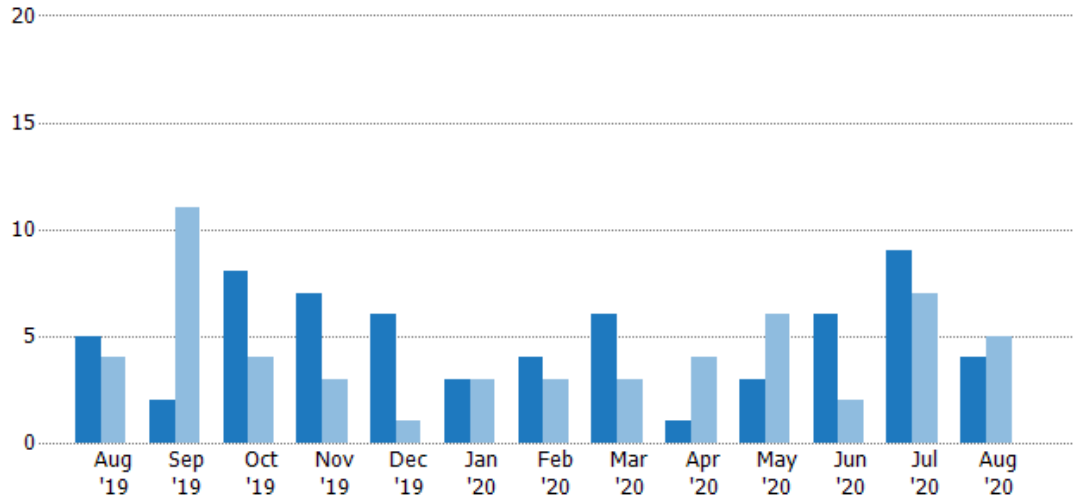
## Closed Sales

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.
Aug '20	4	-20%
Aug '19	5	25%
Aug '18	4	-25%



	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20
Current Year	5	2	8	7	6	3	4	6	1	3	6	9	4
Prior Year	4	11	4	3	1	3	3	3	4	6	2	7	5
Percent Change from Prior Year	25%	-82%	100%	133%	500%	0%	33%	100%	-75%	-50%	200%	29%	-20%

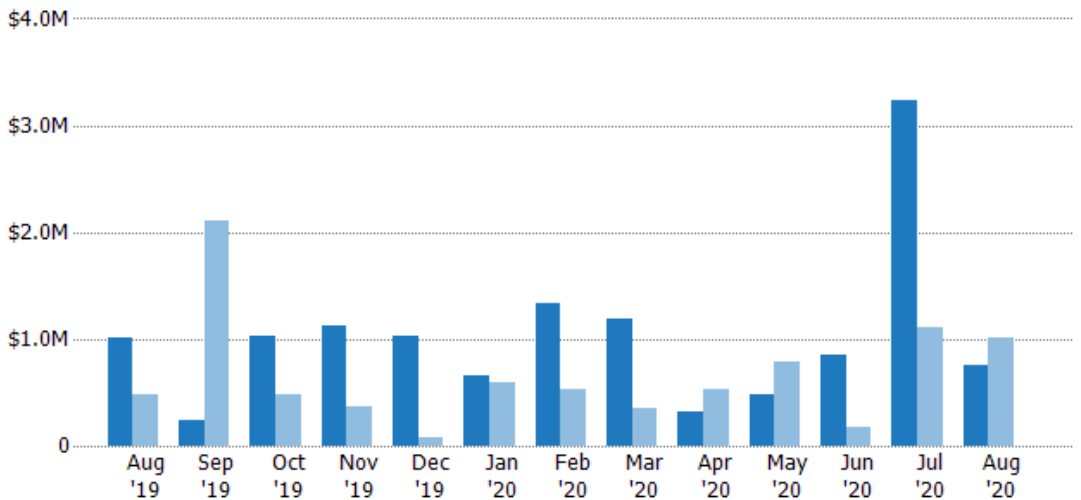
## Closed Sales Volume

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.
Aug '20	\$747K	-26.3%
Aug '19	\$1.01M	112.3%
Aug '18	\$477K	-34%



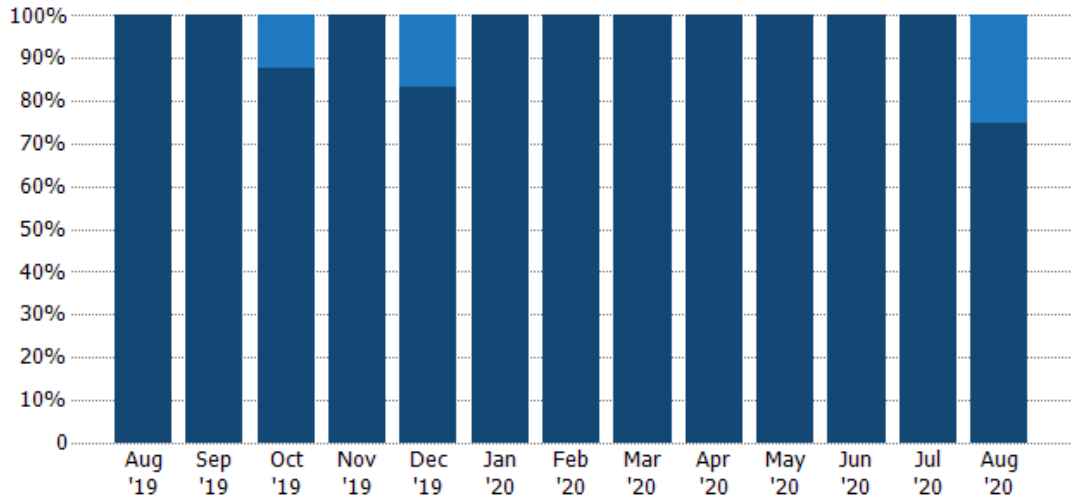
	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20
Current Year	\$1.01M	\$235K	\$1.02M	\$1.13M	\$1.04M	\$662K	\$1.33M	\$1.19M	\$323K	\$478K	\$852K	\$3.24M	\$747K
Prior Year	\$477K	\$2.1M	\$483K	\$374K	\$82.5K	\$594K	\$528K	\$352K	\$531K	\$783K	\$175K	\$1.11M	\$1.01M
Percent Change from Prior Year	112%	-89%	112%	202%	1,155%	11%	153%	237%	-39%	-39%	387%	193%	-26%

## 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%	-	-	-	-	-	-	-	25%
Single Family Residence	100%	100%	88%	100%	83%	100%	100%	100%	100%	100%	100%	100%	75%

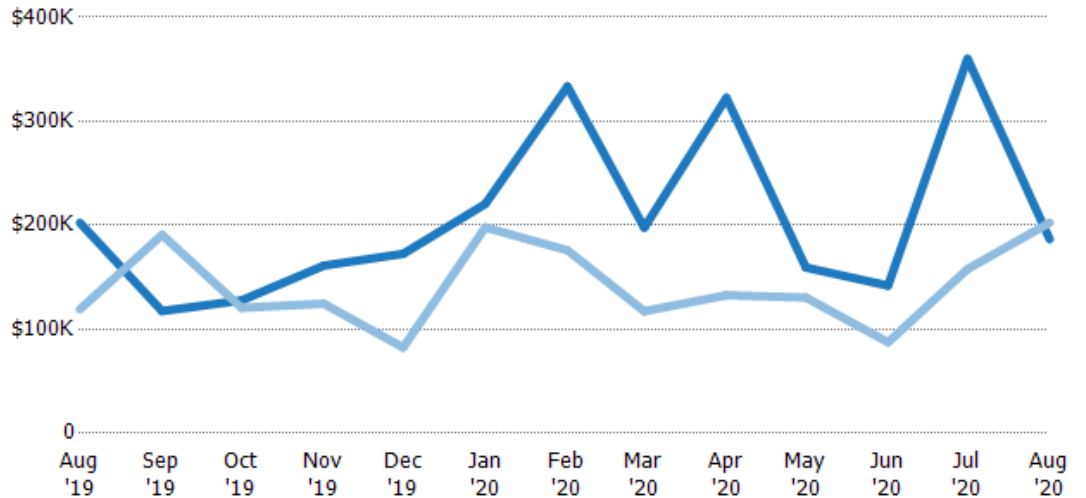
## Average Sales Price

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.
Aug '20	\$187K	-7.8%
Aug '19	\$203K	69.8%
Aug '18	\$119K	-12%



Current Year	\$203K	\$118K	\$128K	\$161K	\$173K	\$221K	\$333K	\$198K	\$323K	\$159K	\$142K	\$360K	\$187K
Prior Year	\$119K	\$191K	\$121K	\$125K	\$82.5K	\$198K	\$176K	\$117K	\$133K	\$131K	\$87.5K	\$158K	\$203K
Percent Change from Prior Year	70%	-38%	6%	29%	109%	11%	89%	68%	143%	22%	62%	128%	-8%

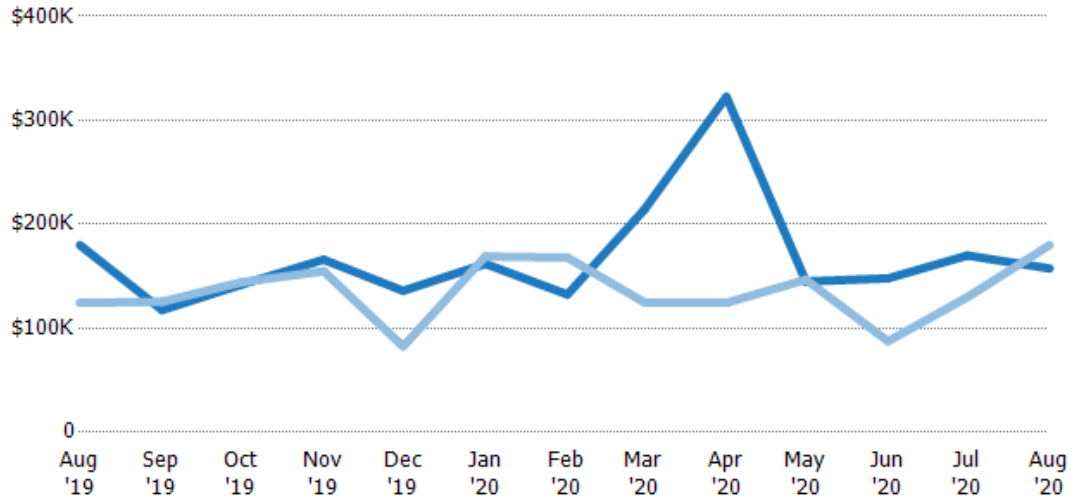
## Median Sales Price

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

### Filters Used

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

Month/ Year	Price	% Chg.
Aug '20	\$158K	-12.5%
Aug '19	\$180K	44.6%
Aug '18	\$125K	-23.7%



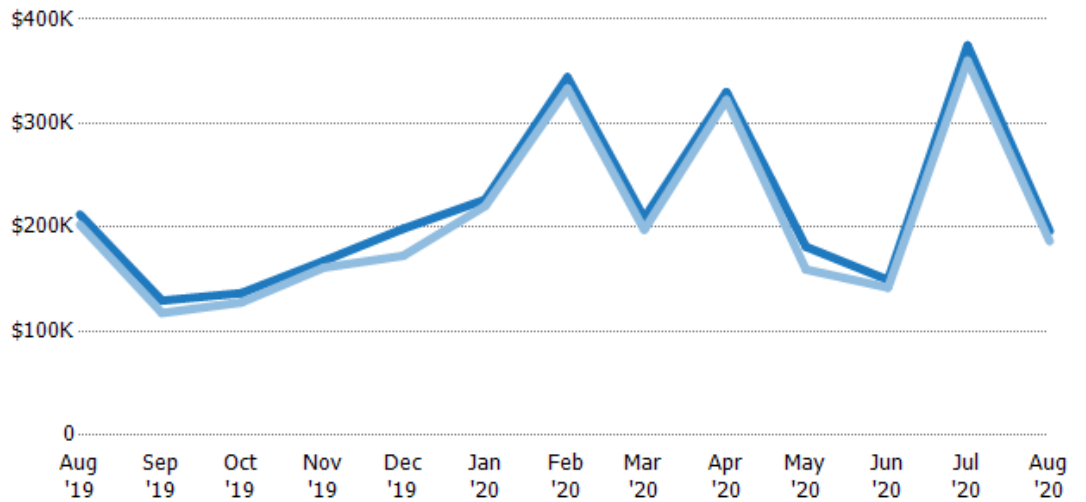
Current Year	\$180K	\$118K	\$142K	\$166K	\$136K	\$162K	\$132K	\$214K	\$323K	\$145K	\$148K	\$170K	\$158K
Prior Year	\$125K	\$126K	\$144K	\$155K	\$82.5K	\$169K	\$168K	\$125K	\$125K	\$147K	\$87.5K	\$130K	\$180K
Percent Change from Prior Year	45%	-6%	-2%	7%	65%	-4%	-21%	71%	159%	-1%	69%	31%	-13%

## 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



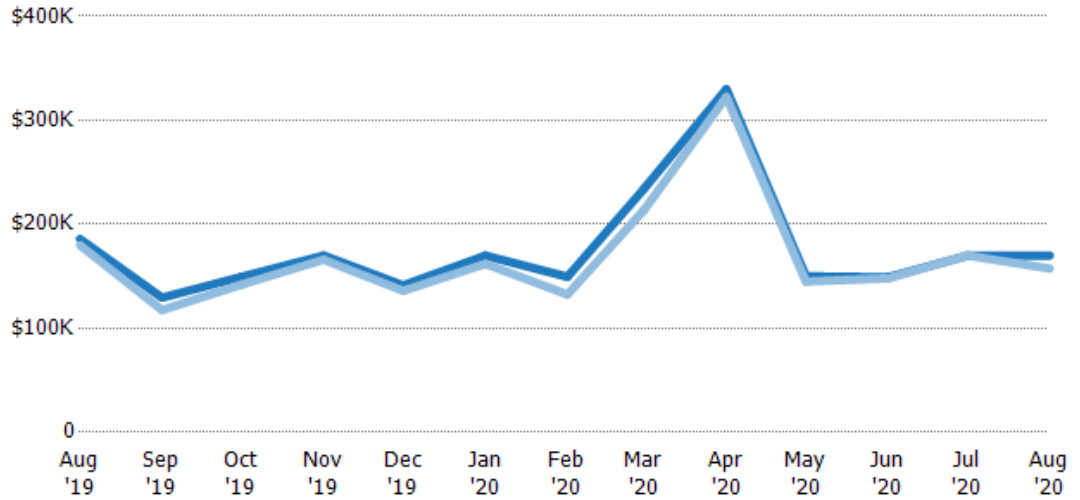
Avg List Price	\$212K	\$129K	\$137K	\$168K	\$199K	\$227K	\$344K	\$209K	\$330K	\$181K	\$149K	\$375K	\$196K
Avg Sales Price	\$203K	\$118K	\$128K	\$161K	\$173K	\$221K	\$333K	\$198K	\$323K	\$159K	\$142K	\$360K	\$187K
Avg Sales Price as a % of Avg List Price	95%	91%	93%	96%	87%	97%	97%	95%	98%	88%	95%	96%	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



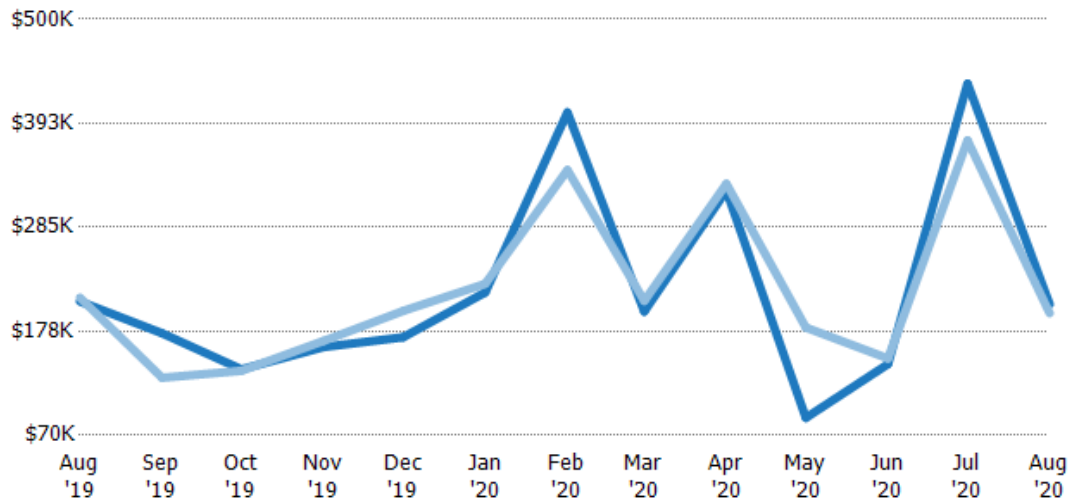
	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20
Median List Price	\$186K	\$129K	\$150K	\$170K	\$141K	\$170K	\$149K	\$234K	\$330K	\$150K	\$149K	\$170K	\$170K
Median Sales Price	\$180K	\$118K	\$142K	\$166K	\$136K	\$162K	\$132K	\$214K	\$323K	\$145K	\$148K	\$170K	\$158K
Med Sales Price as a % of Med List Price	97%	91%	95%	98%	96%	95%	89%	91%	98%	97%	99%	100%	93%

## 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



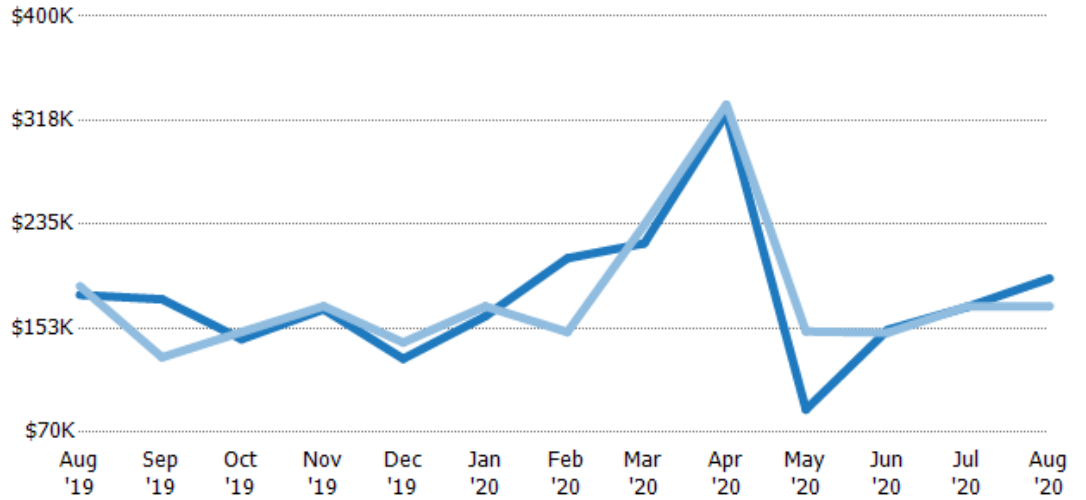
	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20
Avg Est Value	\$208K	\$176K	\$138K	\$161K	\$171K	\$218K	\$404K	\$198K	\$323K	\$88K	\$144K	\$434K	\$205K
Avg Sales Price	\$212K	\$129K	\$137K	\$168K	\$199K	\$227K	\$344K	\$209K	\$330K	\$181K	\$149K	\$375K	\$196K
Avg Sales Price as a % of Avg Est Value	102%	74%	99%	104%	116%	104%	85%	105%	102%	206%	104%	86%	96%

## 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	\$179K	\$176K	\$144K	\$168K	\$128K	\$162K	\$208K	\$220K	\$323K	\$88K	\$151K	\$169K	\$192K
Median Sales Price	\$186K	\$129K	\$150K	\$170K	\$141K	\$170K	\$149K	\$234K	\$330K	\$150K	\$149K	\$170K	\$170K
Med Sales Price as a % of Med Est Value	104%	74%	104%	101%	110%	105%	72%	107%	102%	170%	98%	100%	89%