

Summary of Key Listing and Sales Metrics

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

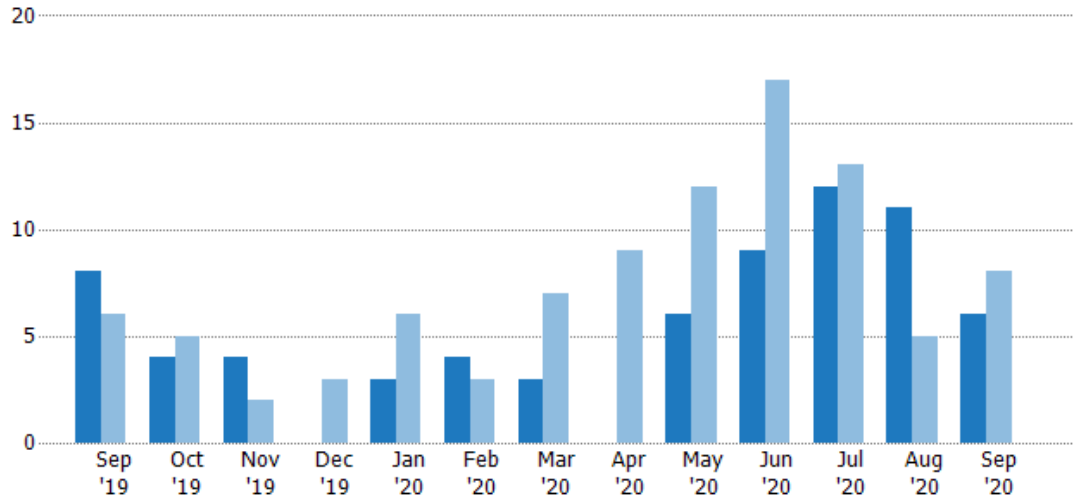
Key Metrics	Sep 2020	Sep 2019	+ / -	YTD 2020	YTD 2019	+ / -
Listing Activity Charts Metrics						
New Listing Count	6	8	-25%	54	80	-32.5%
New Listing Volume	\$1,608,499	\$1,567,700	+2.6%	\$13,890,699	\$15,596,563	-10.9%
Active Listing Count	17	51	-66.7%	N/A	N/A	
Active Listing Volume	\$5,988,399	\$13,441,163	-55.4%	N/A	N/A	
Average Listing Price	\$352,259	\$263,552	+33.7%	\$313,461	\$261,752	+19.8%
Median Listing Price	\$299,900	\$189,900	+57.9%	\$230,026	\$172,357	+33.5%
Median Days in RPR	79	111	-28.8%	140.94	110.36	+27.7%
Months of Inventory	5.7	10.2	-44.4%	6.7	8.1	-17.2%
Absorption Rate	17.65%	9.8%	+7.8%	14.89%	12.34%	+2.6%
Sales Activity Charts Metrics						
New Pending Sales Count	10	10	+/-	70	49	+42.9%
New Pending Sales Volume	\$2,723,800	\$1,614,499	+68.7%	\$16,307,663	\$7,439,799	+119.2%
Pending Sales Count	19	15	+26.7%	N/A	N/A	
Pending Sales Volume	\$4,207,500	\$2,575,999	+63.3%	N/A	N/A	
Closed Sales Count	12	2	+500%	47	35	+34.3%
Closed Sales Volume	\$2,724,000	\$235,000	+1,059.1%	\$11,414,400	\$5,315,700	+114.7%
Average Sales Price	\$227,000	\$117,500	+93.2%	\$242,860	\$151,877	+59.9%
Median Sales Price	\$161,500	\$117,500	+37.4%	\$168,581	\$142,414	+18.4%

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



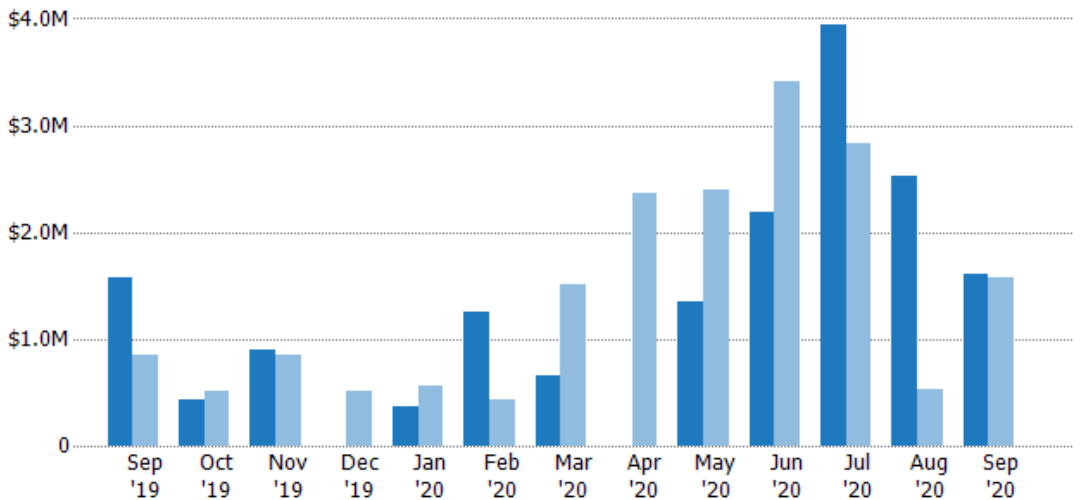
Current Year	8	4	4	-	3	4	3	-	6	9	12	11	6
Prior Year	6	5	2	3	6	3	7	9	12	17	13	5	8
Percent Change from Prior Year	33%	-20%	100%	-100%	-50%	33%	-57%	-100%	-50%	-47%	-8%	120%	-25%

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	\$1.57M	\$437K	\$904K	-	\$363K	\$1.26M	\$659K	-	\$1.35M	\$2.19M	\$3.94M	\$2.53M	\$1.61M
Prior Year	\$844K	\$514K	\$855K	\$516K	\$559K	\$426K	\$1.51M	\$2.37M	\$2.4M	\$3.42M	\$2.83M	\$529K	\$1.57M
Percent Change from Prior Year	86%	-15%	6%	-100%	-35%	195%	-56%	-100%	-44%	-36%	39%	378%	3%

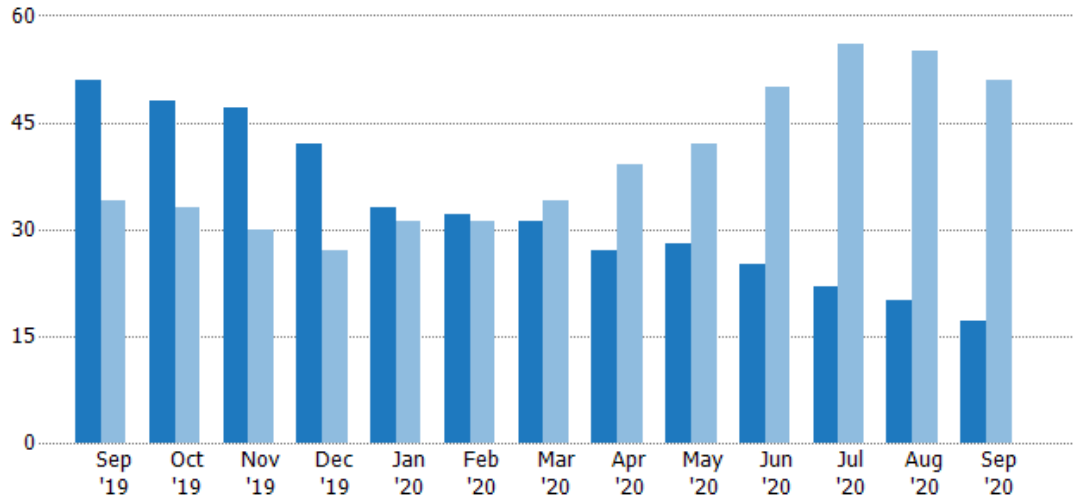
Active Listings

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.
Sep '20	17	-66.7%
Sep '19	51	50%
Sep '18	34	23.5%



Current Year	51	48	47	42	33	32	31	27	28	25	22	20	17
Prior Year	34	33	30	27	31	31	34	39	42	50	56	55	51
Percent Change from Prior Year	50%	45%	57%	56%	6%	3%	-9%	-31%	-33%	-50%	-61%	-64%	-67%

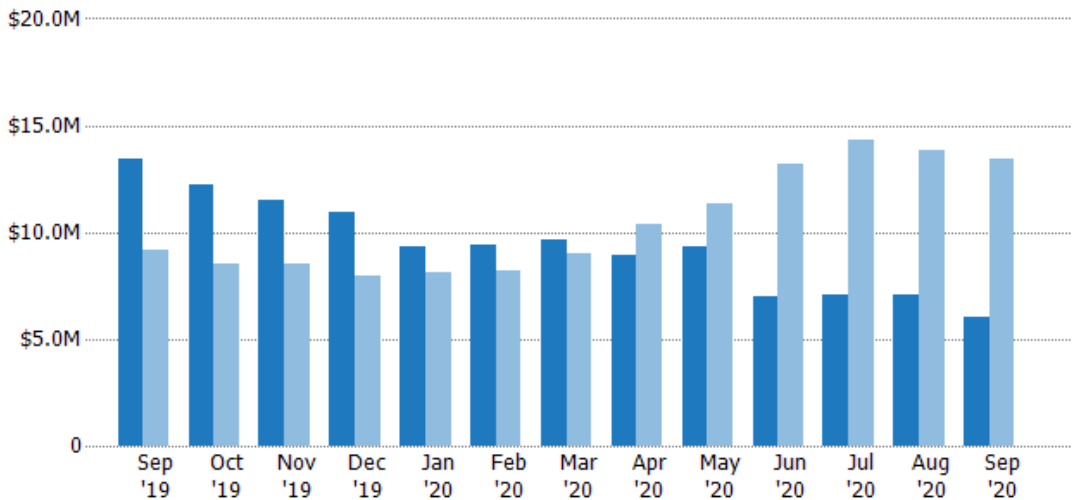
Active Listing Volume

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.
Sep '20	\$5.99M	-55.4%
Sep '19	\$13.4M	46.1%
Sep '18	\$9.2M	18.8%



Current Year	\$13.4M	\$12.2M	\$11.5M	\$10.9M	\$9.34M	\$9.37M	\$9.62M	\$8.92M	\$9.32M	\$7M	\$7.04M	\$7.06M	\$5.99M
Prior Year	\$9.2M	\$8.54M	\$8.54M	\$7.96M	\$8.15M	\$8.2M	\$8.97M	\$10.4M	\$11.4M	\$13.2M	\$14.3M	\$13.9M	\$13.4M
Percent Change from Prior Year	46%	43%	35%	37%	15%	14%	7%	-14%	-18%	-47%	-51%	-49%	-55%

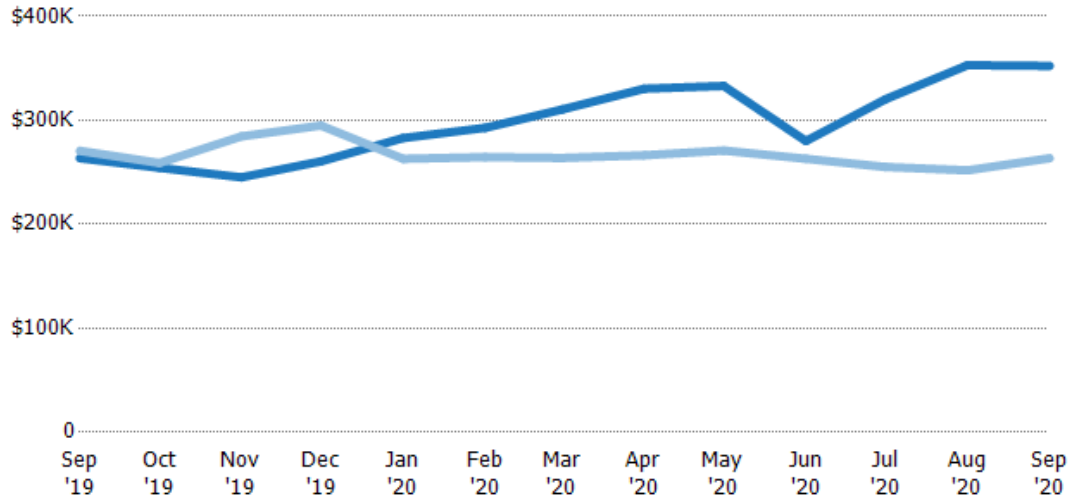
Average Listing Price

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.
Sep '20	\$352K	33.7%
Sep '19	\$264K	-2.6%
Sep '18	\$271K	-3.8%



Current Year	\$264K	\$254K	\$245K	\$261K	\$283K	\$293K	\$310K	\$330K	\$333K	\$280K	\$320K	\$353K	\$352K
Prior Year	\$271K	\$259K	\$285K	\$295K	\$263K	\$265K	\$264K	\$266K	\$271K	\$263K	\$255K	\$252K	\$264K
Percent Change from Prior Year	-3%	-2%	-14%	-12%	8%	11%	18%	24%	23%	6%	26%	40%	34%

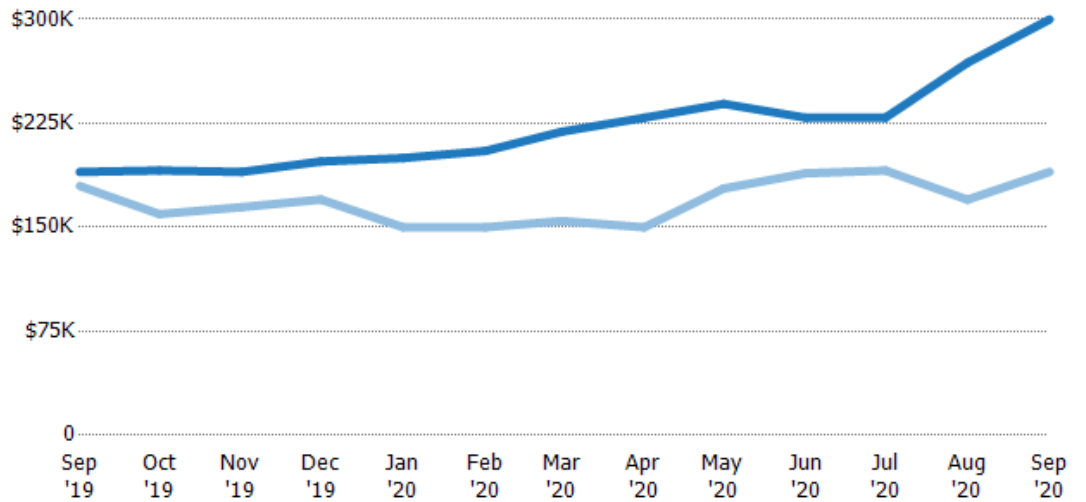
Median Listing Price

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.
Sep '20	\$300K	57.9%
Sep '19	\$190K	5.6%
Sep '18	\$180K	-6%



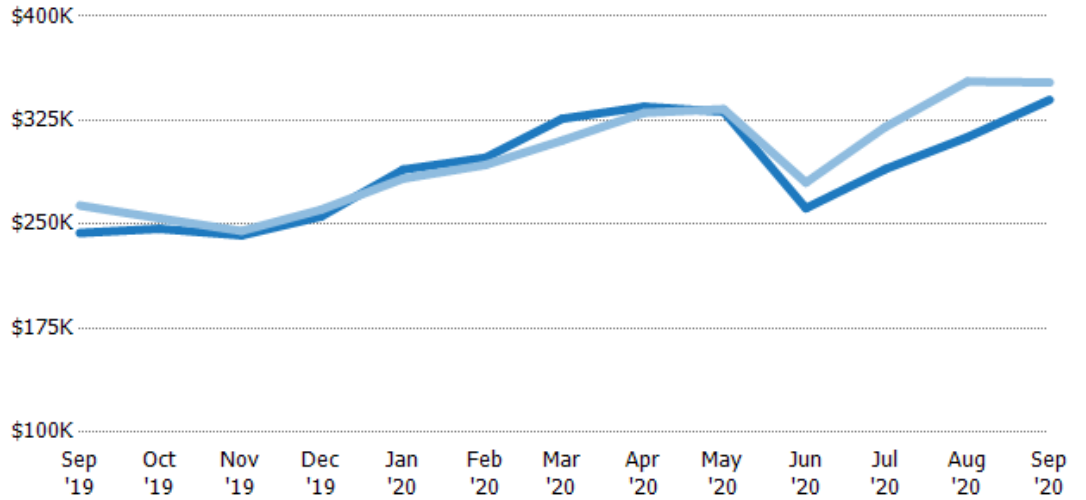
Current Year	\$190K	\$191K	\$190K	\$197K	\$200K	\$205K	\$219K	\$229K	\$239K	\$229K	\$229K	\$269K	\$300K
Prior Year	\$180K	\$160K	\$165K	\$170K	\$150K	\$150K	\$155K	\$150K	\$178K	\$189K	\$191K	\$170K	\$190K
Percent Change from Prior Year	6%	20%	15%	16%	33%	37%	42%	53%	34%	21%	20%	58%	58%

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



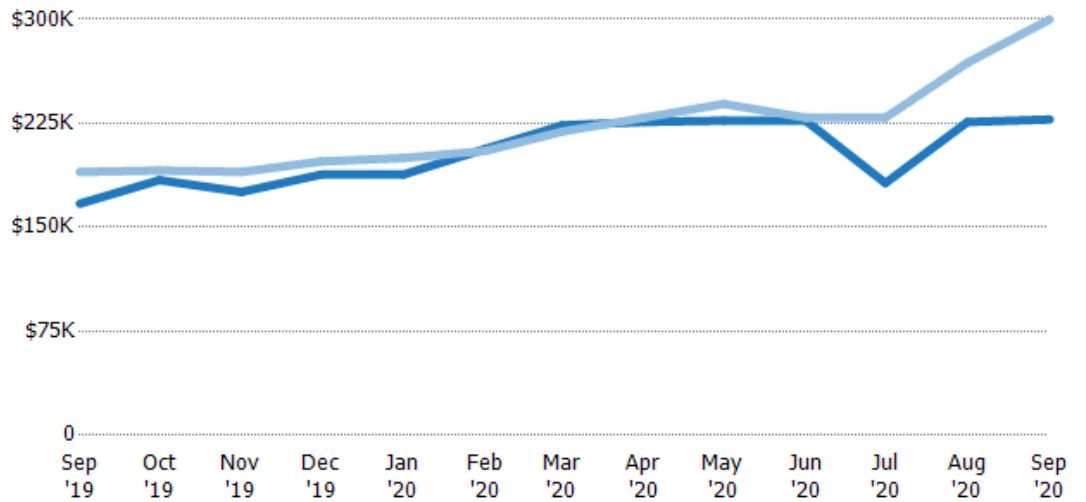
	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20
Avg Est Value	\$244K	\$247K	\$242K	\$256K	\$289K	\$298K	\$326K	\$335K	\$331K	\$262K	\$290K	\$313K	\$340K
Avg Listing Price	\$264K	\$254K	\$245K	\$261K	\$283K	\$293K	\$310K	\$330K	\$333K	\$280K	\$320K	\$353K	\$352K
Avg Listing Price as a % of Avg Est Value	108%	103%	101%	102%	98%	98%	95%	99%	101%	107%	110%	113%	104%

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



	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20
Median Est Value	\$167K	\$184K	\$176K	\$188K	\$188K	\$207K	\$224K	\$226K	\$227K	\$227K	\$182K	\$226K	\$228K
Median Listing Price	\$190K	\$191K	\$190K	\$197K	\$200K	\$205K	\$219K	\$229K	\$239K	\$229K	\$229K	\$269K	\$300K
Med Listing Price as a % of Med Est Value	114%	104%	108%	105%	106%	99%	98%	101%	105%	101%	126%	119%	132%

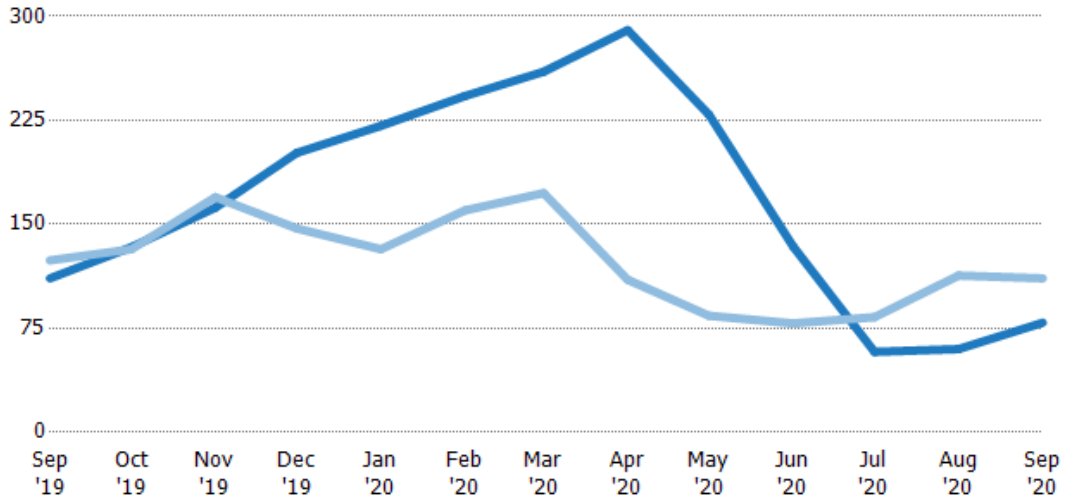
Median Days in RPR

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.
Sep '20	79	-28.8%
Sep '19	111	-10.5%
Sep '18	124	10.1%



	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20
Current Year	111	134	162	202	221	243	260	290	229	134	58	60	79
Prior Year	124	132	170	147	132	160	173	110	84	78.5	83	113	111
Percent Change from Prior Year	-10%	1%	-4%	37%	67%	52%	51%	164%	173%	71%	-30%	-47%	-29%

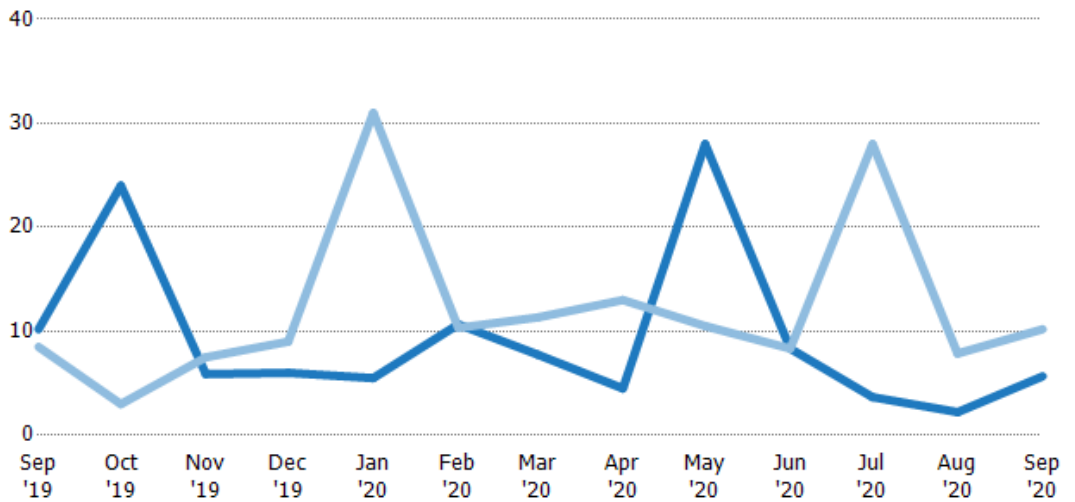
Months of Inventory

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.
Sep '20	5.67	-44.4%
Sep '19	10.2	20%
Sep '18	8.5	64.7%



	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20
Current Year	10.2	24	5.88	6	5.5	10.7	7.75	4.5	28	8.33	3.67	2.22	5.67
Prior Year	8.5	3	7.5	9	31	10.3	11.3	13	10.5	8.33	28	7.86	10.2
Percent Change from Prior Year	20%	700%	-22%	-33%	-82%	3%	-32%	-65%	167%	0%	-87%	-72%	-44%

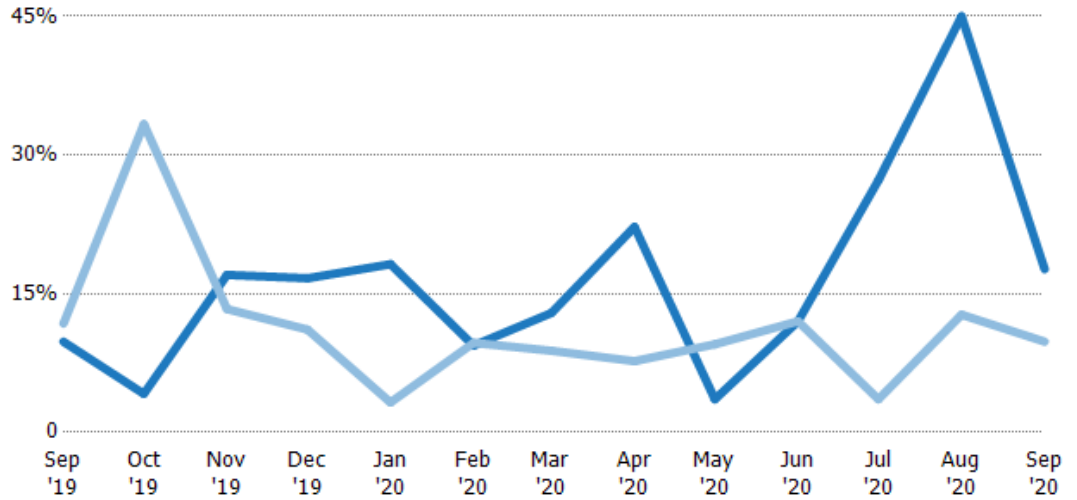
Absorption Rate

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.
Sep '20	18%	-7.8%
Sep '19	10%	2%
Sep '18	12%	-39.3%



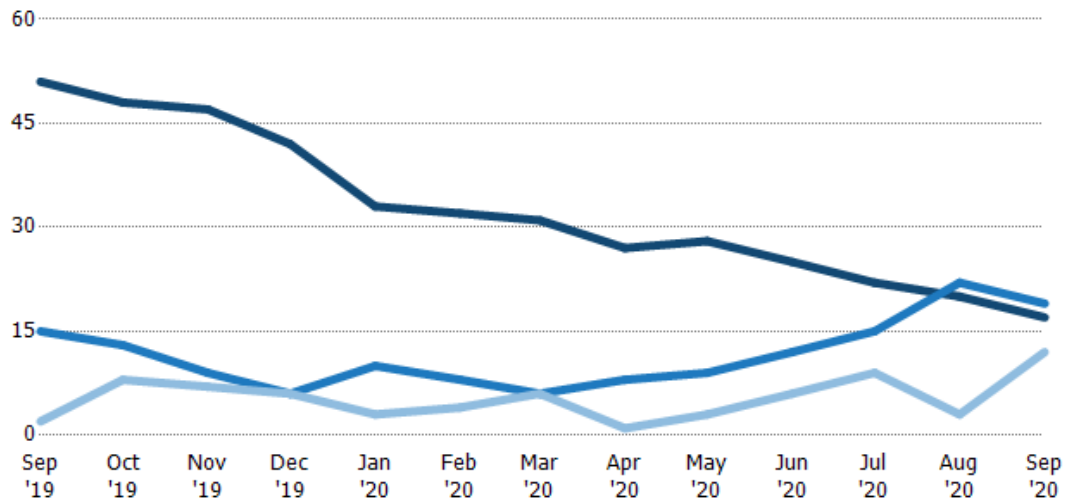
Current Year	10%	4%	17%	17%	18%	9%	13%	22%	4%	12%	27%	45%	18%
Prior Year	12%	33%	13%	11%	3%	10%	9%	8%	10%	12%	4%	13%	10%
Change from Prior Year	2%	29%	-4%	-6%	-15%	0%	-4%	-15%	6%	0%	-24%	-32%	-8%

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	51	48	47	42	33	32	31	27	28	25	22	20	17
Pending	15	13	9	6	10	8	6	8	9	12	15	22	19
Sold	2	8	7	6	3	4	6	1	3	6	9	3	12

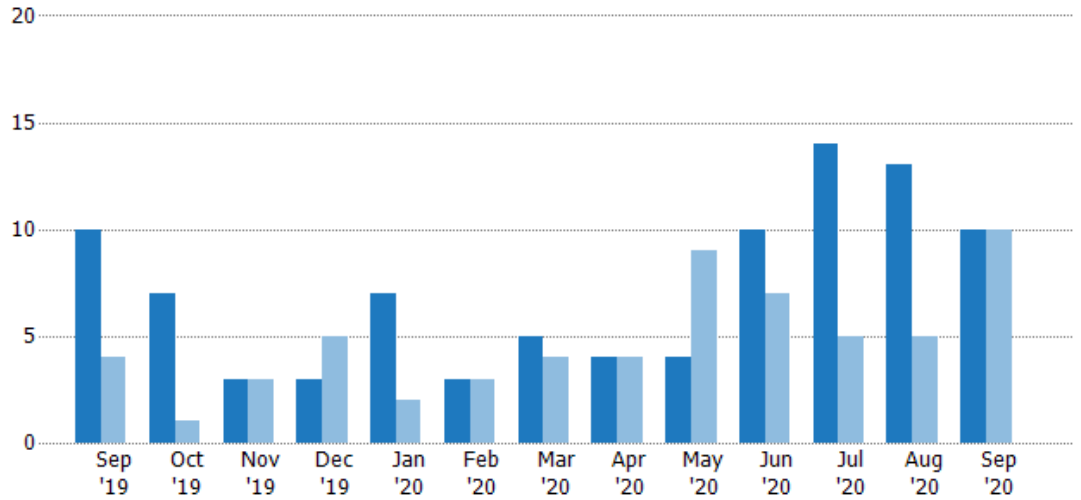
New Pending Sales

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.
Sep '20	10	0%
Sep '19	10	150%
Sep '18	4	50%



Current Year	10	7	3	3	7	3	5	4	4	10	14	13	10
Prior Year	4	1	3	5	2	3	4	4	9	7	5	5	10
Percent Change from Prior Year	150%	600%	0%	-40%	250%	0%	25%	0%	-56%	43%	180%	160%	0%

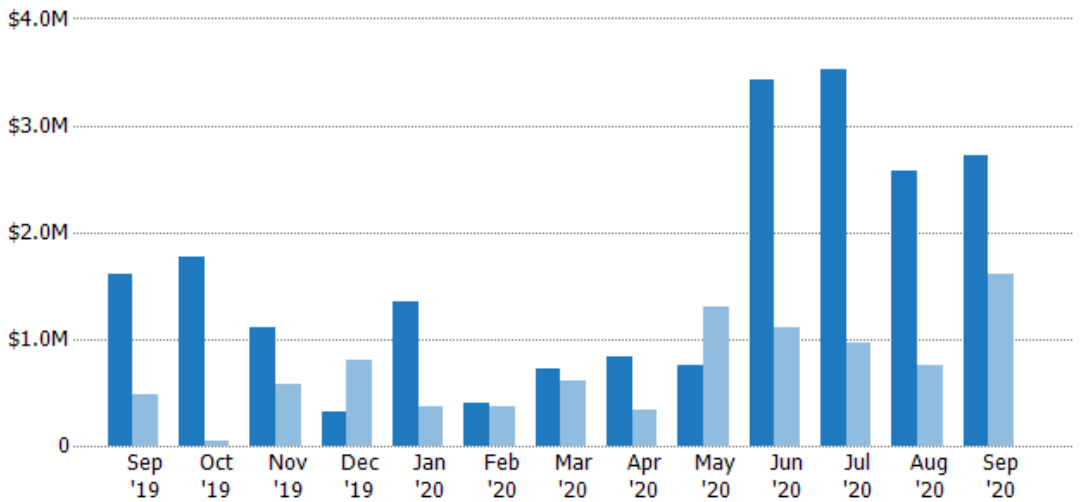
New Pending Sales Volume

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.
Sep '20	\$2.72M	68.7%
Sep '19	\$1.61M	235.8%
Sep '18	\$481K	237.6%



Current Year	\$1.61M	\$1.78M	\$1.11M	\$317K	\$1.35M	\$401K	\$715K	\$838K	\$750K	\$3.42M	\$3.53M	\$2.58M	\$2.72M
Prior Year	\$481K	\$49K	\$585K	\$800K	\$369K	\$376K	\$605K	\$343K	\$1.3M	\$1.11M	\$964K	\$751K	\$1.61M
Percent Change from Prior Year	236%	3,525%	91%	-60%	266%	7%	18%	144%	-43%	207%	266%	243%	69%

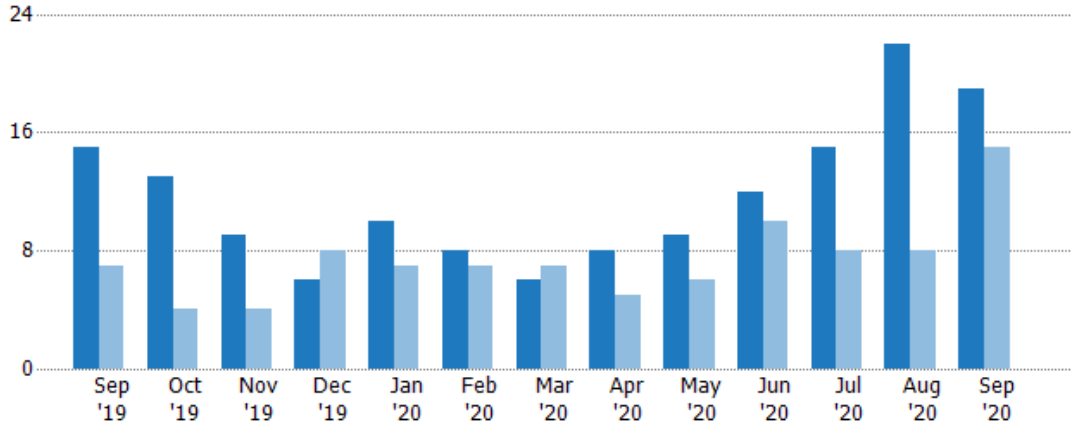
Pending Sales

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.
Sep '20	19	26.7%
Sep '19	15	114.3%
Sep '18	7	0%



Current Year	15	13	9	6	10	8	6	8	9	12	15	22	19
Prior Year	7	4	4	8	7	7	7	5	6	10	8	8	15
Percent Change from Prior Year	114%	225%	125%	-25%	43%	14%	-14%	60%	50%	20%	88%	175%	27%

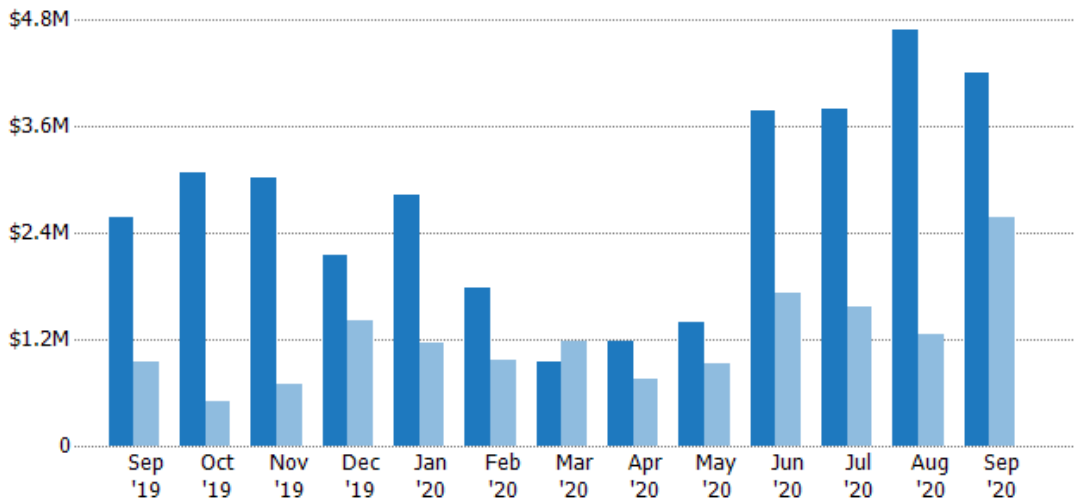
Pending Sales Volume

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.
Sep '20	\$4.21M	63.3%
Sep '19	\$2.58M	174.4%
Sep '18	\$939K	83.3%



Current Year	\$2.58M	\$3.09M	\$3.03M	\$2.16M	\$2.83M	\$1.79M	\$940K	\$1.18M	\$1.39M	\$3.78M	\$3.8M	\$4.69M	\$4.21M
Prior Year	\$939K	\$495K	\$697K	\$1.41M	\$1.16M	\$968K	\$1.17M	\$763K	\$923K	\$1.73M	\$1.58M	\$1.27M	\$2.58M
Percent Change from Prior Year	174%	524%	335%	53%	143%	85%	-20%	55%	51%	118%	141%	271%	63%

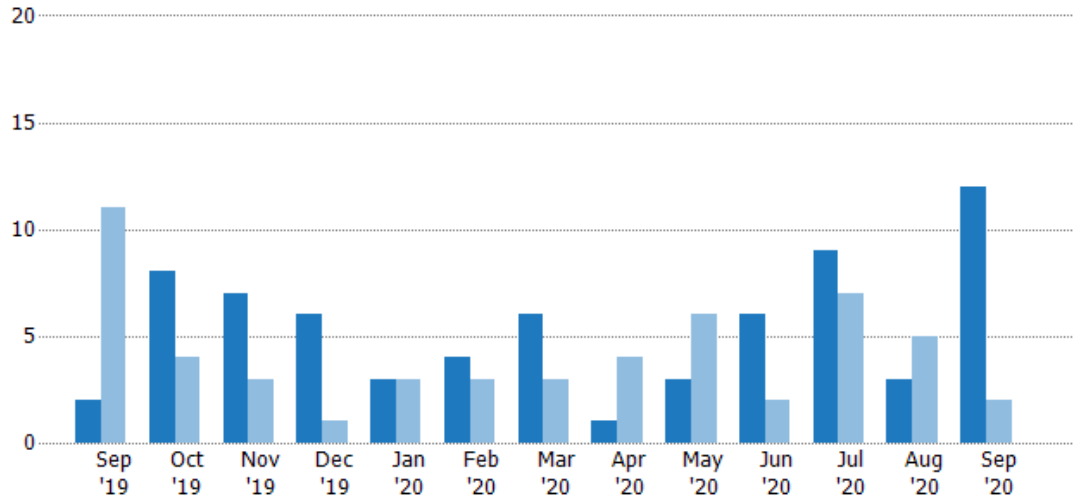
Closed Sales

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.
Sep '20	12	500%
Sep '19	2	-81.8%
Sep '18	11	-81.8%



Current Year	2	8	7	6	3	4	6	1	3	6	9	3	12
Prior Year	11	4	3	1	3	3	3	4	6	2	7	5	2
Percent Change from Prior Year	-82%	100%	133%	500%	0%	33%	100%	-75%	-50%	200%	29%	-40%	500%

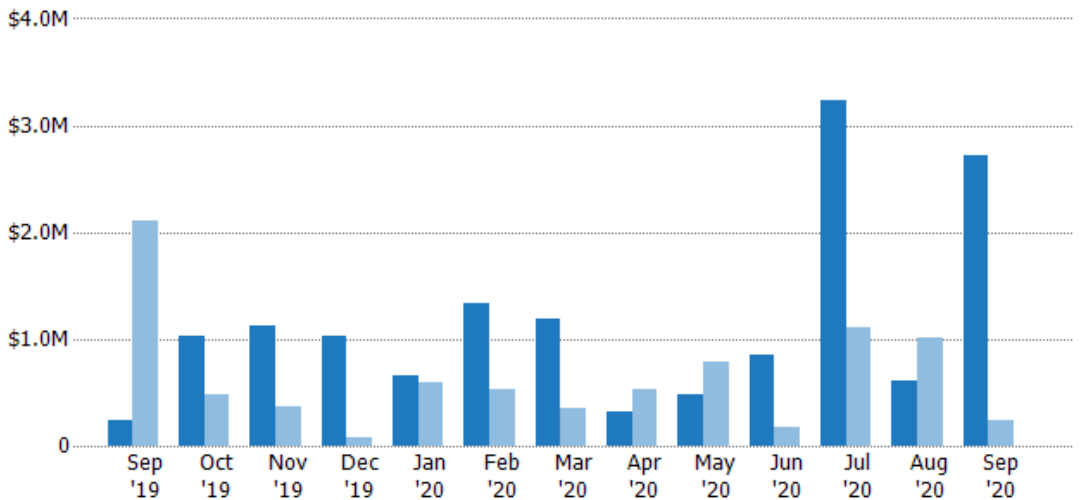
Closed Sales Volume

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.
Sep '20	\$2.72M	1,059.1%
Sep '19	\$235K	-88.8%
Sep '18	\$2.1M	-87.4%



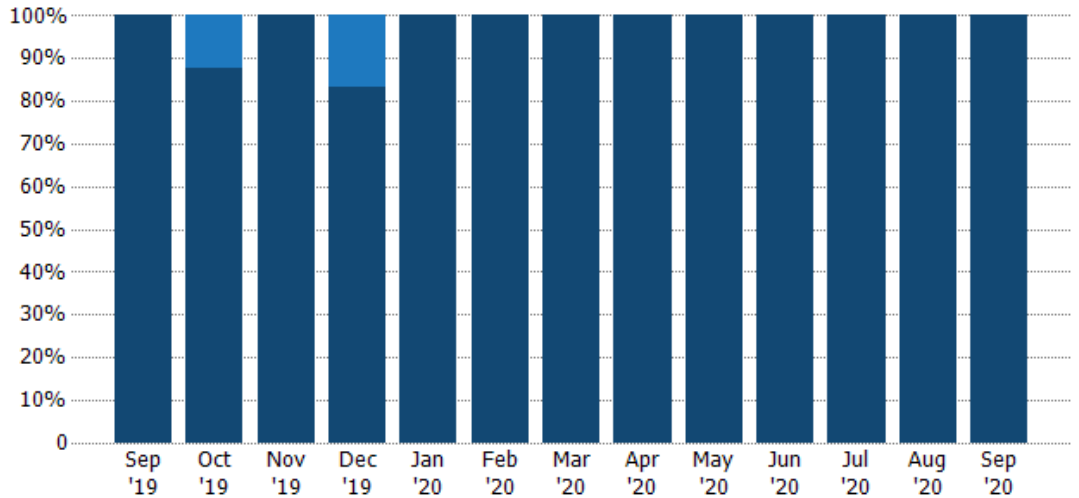
Current Year	\$235K	\$1.02M	\$1.13M	\$1.04M	\$662K	\$1.33M	\$1.19M	\$323K	\$478K	\$852K	\$3.24M	\$615K	\$2.72M
Prior Year	\$2.1M	\$483K	\$374K	\$82.5K	\$594K	\$528K	\$352K	\$531K	\$783K	\$175K	\$1.11M	\$1.01M	\$235K
Percent Change from Prior Year	-89%	112%	202%	1,155%	11%	153%	237%	-39%	-39%	387%	193%	-39%	1,059%

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



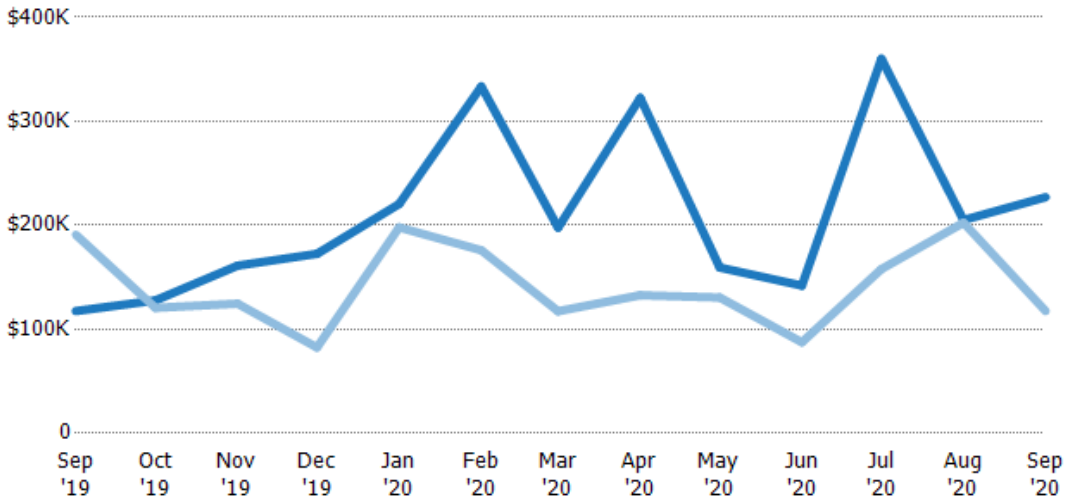
Condo/Townhouse	-	13%	-	17%	-	-	-	-	-	-	-	-	-
Single Family Residence	100%	88%	100%	83%	100%	100%	100%	100%	100%	100%	100%	100%	100%

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 Residence



Current Year	\$118K	\$128K	\$161K	\$173K	\$221K	\$333K	\$198K	\$323K	\$159K	\$142K	\$360K	\$205K	\$227K
Prior Year	\$191K	\$121K	\$125K	\$82.5K	\$198K	\$176K	\$117K	\$133K	\$131K	\$87.5K	\$158K	\$203K	\$118K
Percent Change from Prior Year	-38%	6%	29%	109%	11%	89%	68%	143%	22%	62%	128%	1%	93%

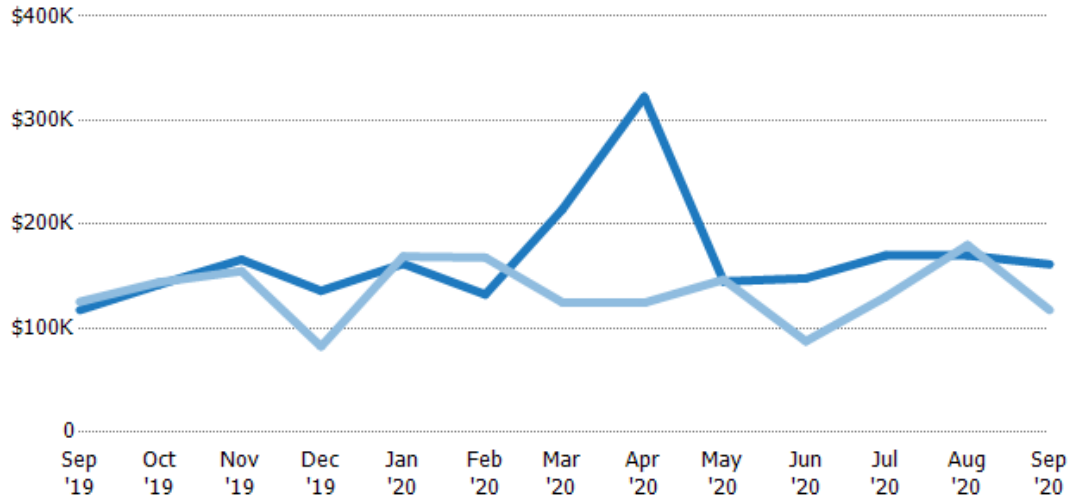
Median Sales Price

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.
Sep '20	\$162K	37.4%
Sep '19	\$118K	-6.4%
Sep '18	\$126K	5%



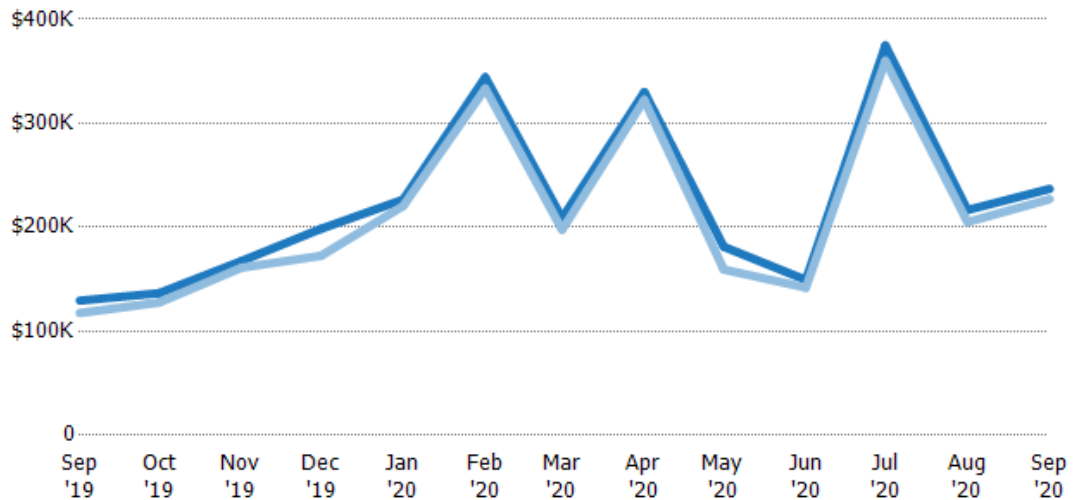
Current Year	\$118K	\$142K	\$166K	\$136K	\$162K	\$132K	\$214K	\$323K	\$145K	\$148K	\$170K	\$170K	\$162K
Prior Year	\$126K	\$144K	\$155K	\$82.5K	\$169K	\$168K	\$125K	\$125K	\$147K	\$87.5K	\$130K	\$180K	\$118K
Percent Change from Prior Year	-6%	-2%	7%	65%	-4%	-21%	71%	159%	-1%	69%	31%	-6%	37%

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



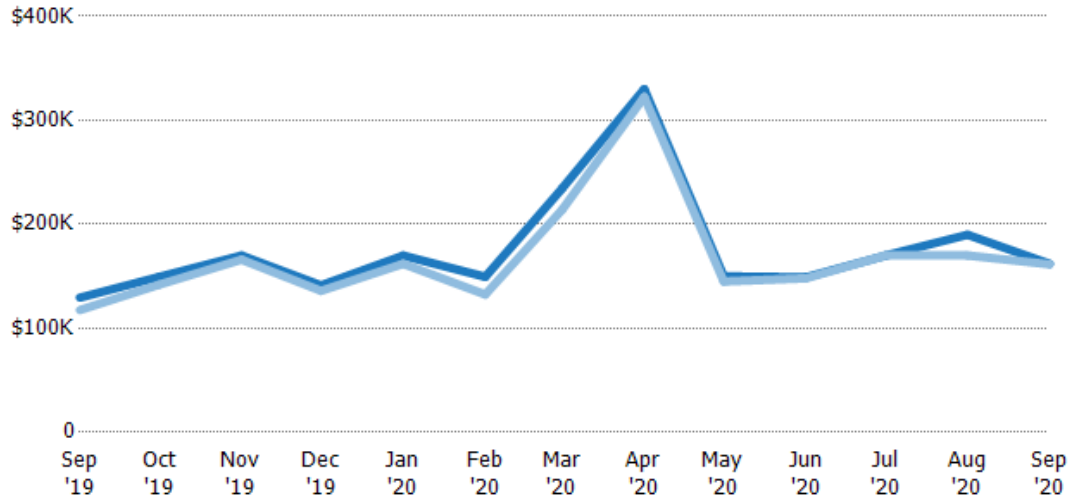
Avg List Price	\$129K	\$137K	\$168K	\$199K	\$227K	\$344K	\$209K	\$330K	\$181K	\$149K	\$375K	\$217K	\$237K
Avg Sales Price	\$118K	\$128K	\$161K	\$173K	\$221K	\$333K	\$198K	\$323K	\$159K	\$142K	\$360K	\$205K	\$227K
Avg Sales Price as a % of Avg List Price	91%	93%	96%	87%	97%	97%	95%	98%	88%	95%	96%	95%	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



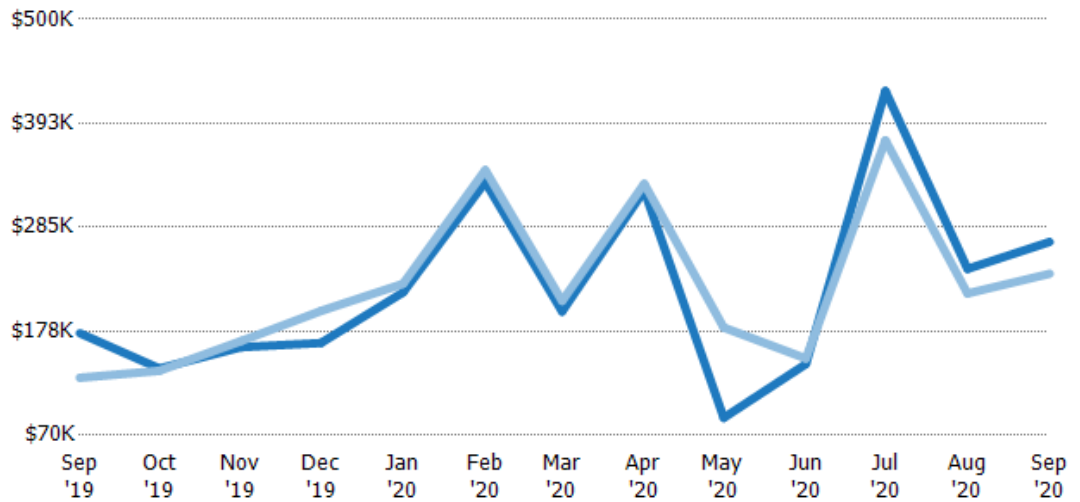
	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20
Median List Price	\$129K	\$150K	\$170K	\$141K	\$170K	\$149K	\$234K	\$330K	\$150K	\$149K	\$170K	\$190K	\$162K
Median Sales Price	\$118K	\$142K	\$166K	\$136K	\$162K	\$132K	\$214K	\$323K	\$145K	\$148K	\$170K	\$170K	\$162K
Med Sales Price as a % of Med List Price	91%	95%	98%	96%	95%	89%	91%	98%	97%	99%	100%	90%	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



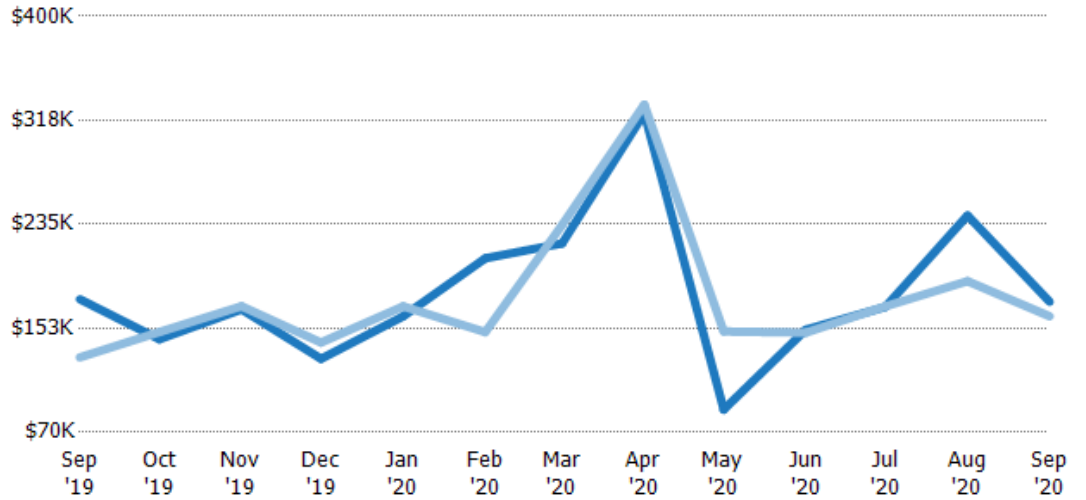
	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20
Avg Est Value	\$176K	\$139K	\$161K	\$165K	\$218K	\$332K	\$198K	\$323K	\$88K	\$144K	\$426K	\$242K	\$270K
Avg Sales Price	\$129K	\$137K	\$168K	\$199K	\$227K	\$344K	\$209K	\$330K	\$181K	\$149K	\$375K	\$217K	\$237K
Avg Sales Price as a % of Avg Est Value	74%	98%	104%	120%	104%	104%	105%	102%	206%	104%	88%	90%	88%

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	\$176K	\$144K	\$168K	\$128K	\$162K	\$208K	\$220K	\$323K	\$88K	\$151K	\$169K	\$242K	\$174K
Median Sales Price	\$129K	\$150K	\$170K	\$141K	\$170K	\$149K	\$234K	\$330K	\$150K	\$149K	\$170K	\$190K	\$162K
Med Sales Price as a % of Med Est Value	74%	104%	101%	110%	105%	72%	107%	102%	170%	98%	100%	78%	93%