

Summary of Key Listing and Sales Metrics

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

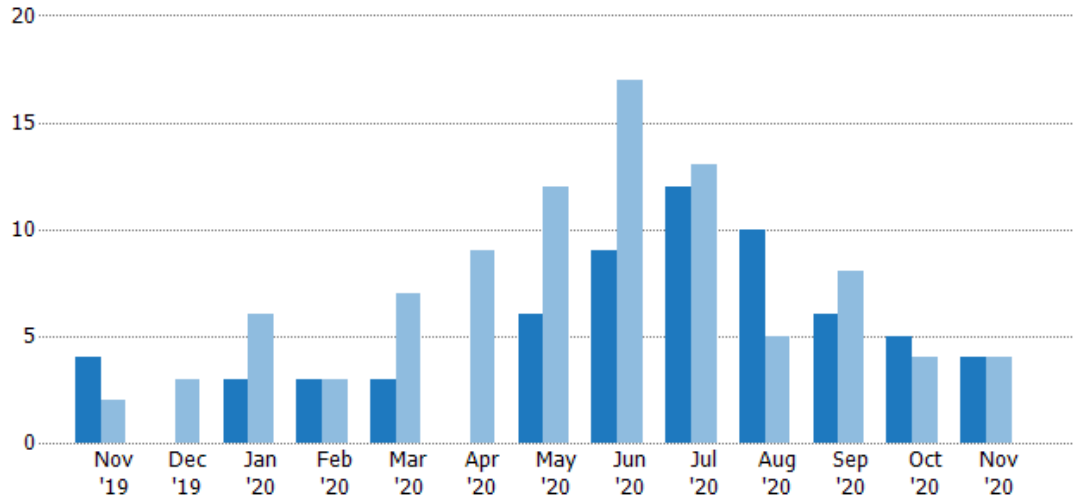
Key Metrics	Nov 2020	Nov 2019	+ / -	YTD 2020	YTD 2019	+ / -
Listing Activity Charts Metrics						
New Listing Count	4	4	+/-	61	88	-30.7%
New Listing Volume	\$1,452,000	\$904,000	+60.6%	\$16,220,499	\$16,937,463	-4.2%
Active Listing Count	8	47	-83%	N/A	N/A	
Active Listing Volume	\$2,324,000	\$11,521,763	-79.8%	N/A	N/A	
Average Listing Price	\$290,500	\$245,144	+18.5%	\$317,573	\$259,403	+22.4%
Median Listing Price	\$211,500	\$189,900	+11.4%	\$237,485	\$175,905	+35%
Median Days in RPR	82	162	-49.4%	130.23	121.29	+7.4%
Months of Inventory	1.1	5.9	-80.5%	5	8.8	-43.4%
Absorption Rate	87.5%	17.02%	+70.5%	20.08%	11.36%	+8.7%
Sales Activity Charts Metrics						
New Pending Sales Count	4	3	+33.3%	83	59	+40.7%
New Pending Sales Volume	\$1,076,900	\$1,114,900	-3.4%	\$20,229,362	\$10,330,999	+95.8%
Pending Sales Count	16	9	+77.8%	N/A	N/A	
Pending Sales Volume	\$4,380,599	\$3,031,100	+44.5%	N/A	N/A	
Closed Sales Count	8	7	+14.3%	62	50	+24%
Closed Sales Volume	\$1,856,900	\$1,128,000	+64.6%	\$14,617,700	\$7,465,700	+95.8%
Average Sales Price	\$232,113	\$161,143	+44%	\$235,769	\$149,314	+57.9%
Median Sales Price	\$182,900	\$166,000	+10.2%	\$172,226	\$145,650	+18.2%

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



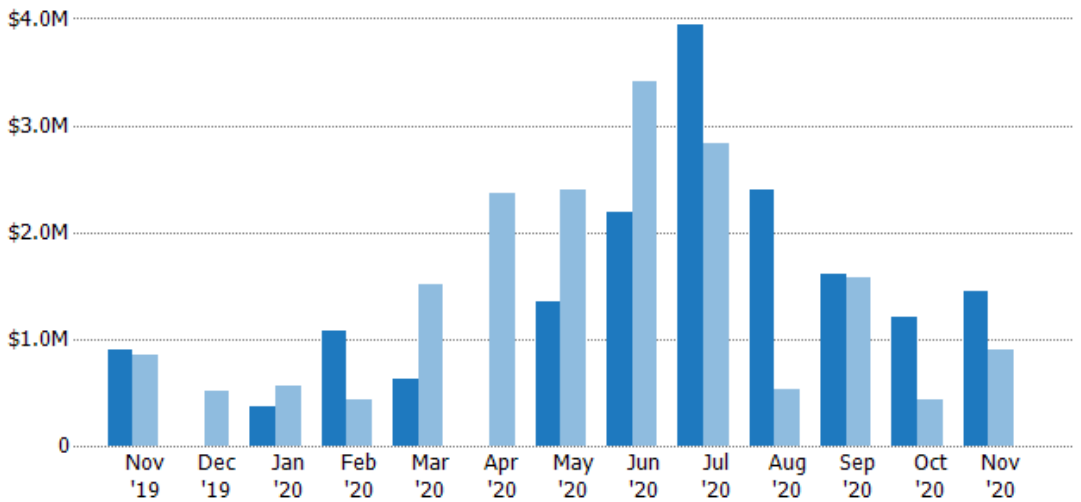
Current Year	4	-	3	3	3	-	6	9	12	10	6	5	4
Prior Year	2	3	6	3	7	9	12	17	13	5	8	4	4
Percent Change from Prior Year	100%	-100%	-50%	0%	-57%	-100%	-50%	-47%	-8%	100%	-25%	25%	0%

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	\$904K	-	\$363K	\$1.08M	\$633K	-	\$1.35M	\$2.19M	\$3.94M	\$2.4M	\$1.61M	\$1.21M	\$1.45M
Prior Year	\$855K	\$516K	\$559K	\$426K	\$1.51M	\$2.37M	\$2.4M	\$3.42M	\$2.83M	\$529K	\$1.57M	\$437K	\$904K
Percent Change from Prior Year	6%	-100%	-35%	153%	-58%	-100%	-44%	-36%	39%	354%	3%	177%	61%

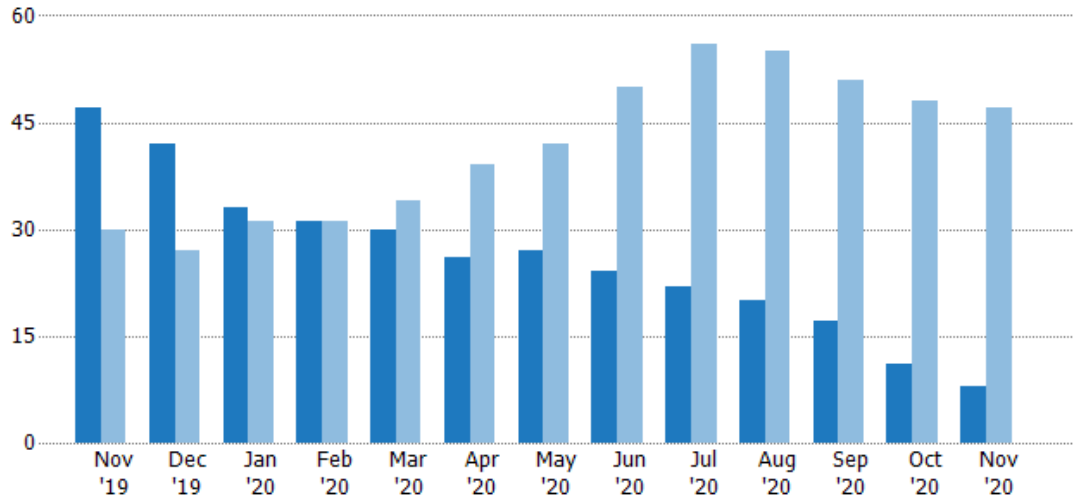
Active Listings

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.
Nov '20	8	-83%
Nov '19	47	56.7%
Nov '18	30	40%



Current Year	47	42	33	31	30	26	27	24	22	20	17	11	8
Prior Year	30	27	31	31	34	39	42	50	56	55	51	48	47
Percent Change from Prior Year	57%	56%	6%	0%	-12%	-33%	-36%	-52%	-61%	-64%	-67%	-77%	-83%

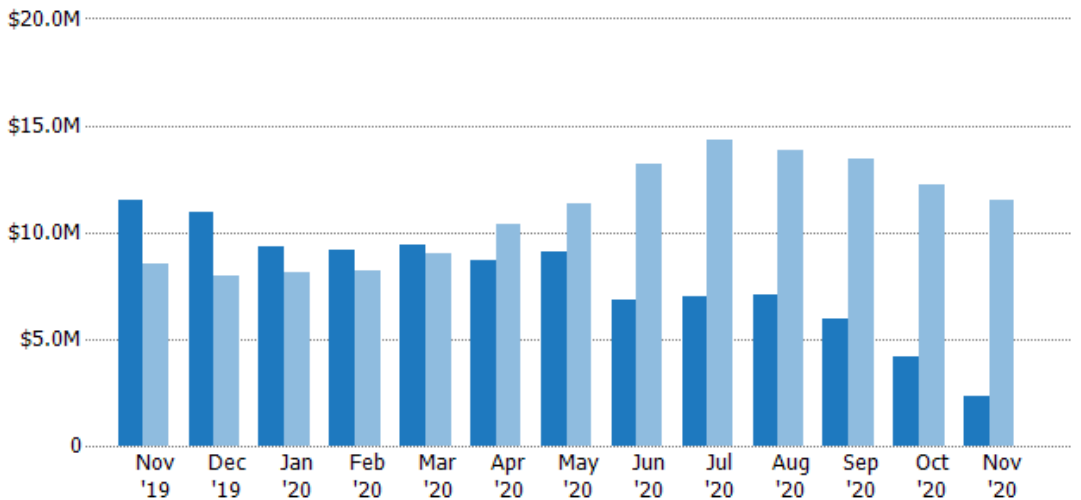
Active Listing Volume

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.
Nov '20	\$2.32M	-79.8%
Nov '19	\$11.5M	35%
Nov '18	\$8.54M	27.6%



Current Year	\$11.5M	\$10.9M	\$9.34M	\$9.19M	\$9.42M	\$8.71M	\$9.12M	\$6.8M	\$7.02M	\$7.03M	\$5.96M	\$4.17M	\$2.32M
Prior Year	\$8.54M	\$7.96M	\$8.15M	\$8.2M	\$8.97M	\$10.4M	\$11.4M	\$13.2M	\$14.3M	\$13.9M	\$13.4M	\$12.2M	\$11.5M
Percent Change from Prior Year	35%	37%	15%	12%	5%	-16%	-20%	-48%	-51%	-49%	-56%	-66%	-80%

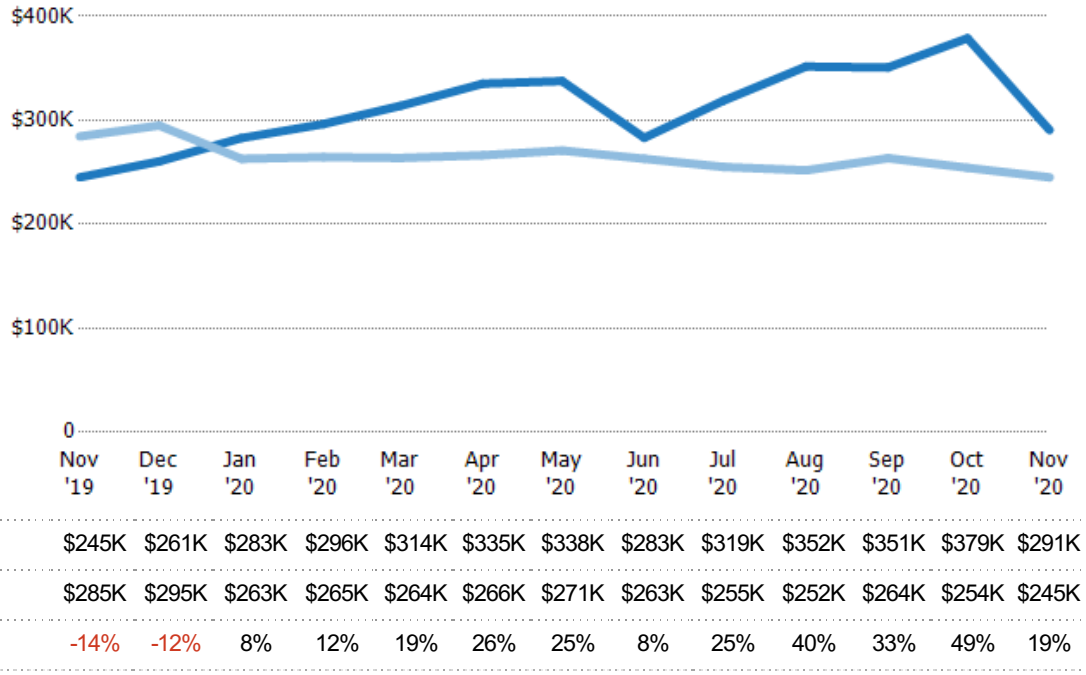
Average Listing Price

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.
Nov '20	\$291K	18.5%
Nov '19	\$245K	-13.8%
Nov '18	\$285K	-8.9%



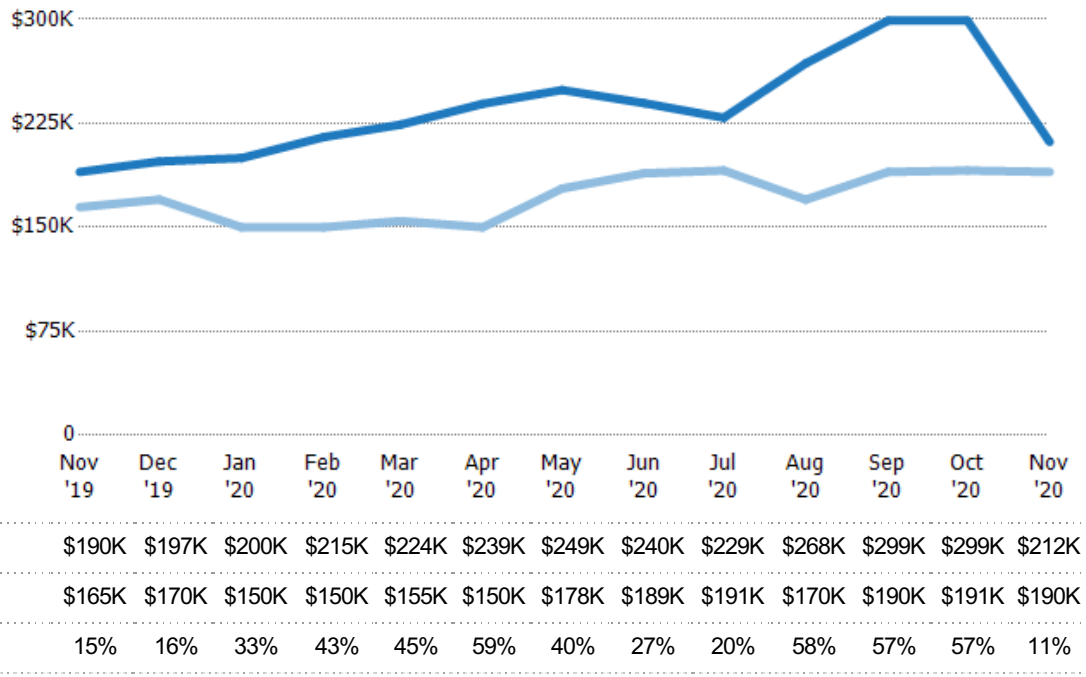
Median Listing Price

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.
Nov '20	\$212K	11.4%
Nov '19	\$190K	15.4%
Nov '18	\$165K	13.4%

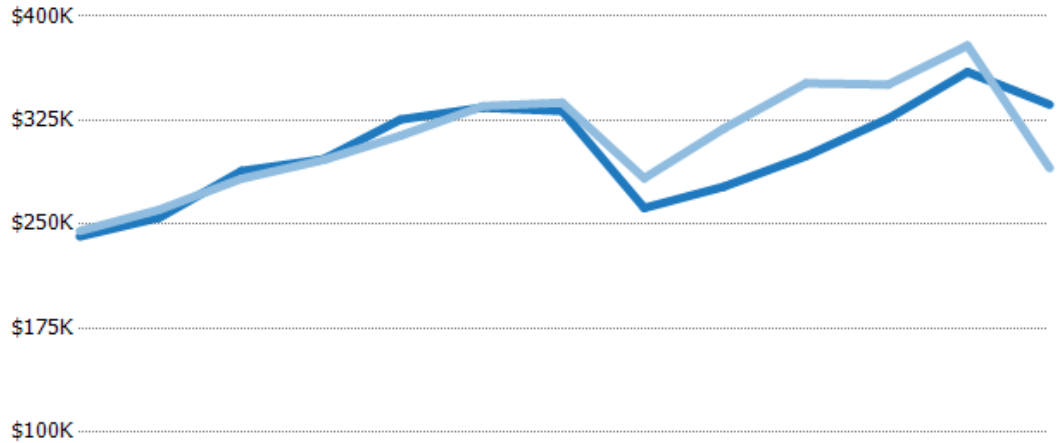


Average Listing Price vs Average Est Value

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



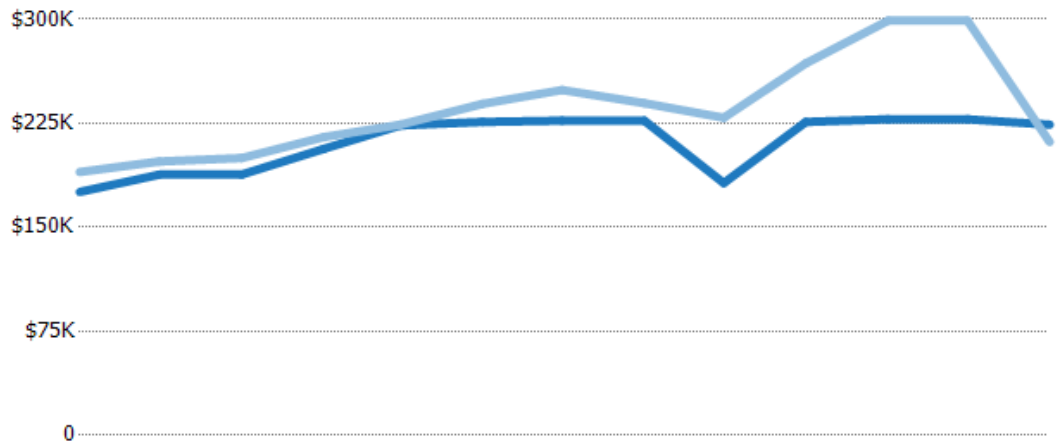
	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20
Avg Est Value	\$241K	\$255K	\$288K	\$297K	\$326K	\$334K	\$332K	\$262K	\$277K	\$299K	\$326K	\$360K	\$336K
Avg Listing Price	\$245K	\$261K	\$283K	\$296K	\$314K	\$335K	\$338K	\$283K	\$319K	\$352K	\$351K	\$379K	\$291K
Avg Listing Price as a % of Avg Est Value	102%	102%	98%	100%	96%	100%	102%	108%	115%	118%	108%	105%	86%

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



	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20
Median Est Value	\$176K	\$188K	\$188K	\$207K	\$224K	\$226K	\$227K	\$227K	\$182K	\$226K	\$228K	\$228K	\$224K
Median Listing Price	\$190K	\$197K	\$200K	\$215K	\$224K	\$239K	\$249K	\$240K	\$229K	\$268K	\$299K	\$299K	\$212K
Med Listing Price as a % of Med Est Value	108%	105%	106%	104%	100%	106%	110%	106%	126%	119%	131%	131%	94%

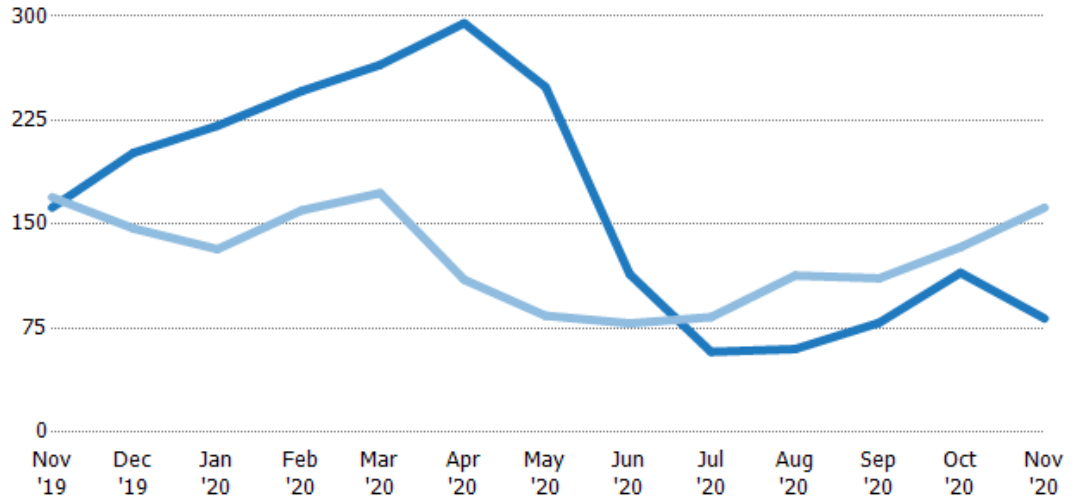
Median Days in RPR

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.
Nov '20	82	-49.4%
Nov '19	162	-4.4%
Nov '18	170	10.6%



	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20
Current Year	162	202	221	246	265	295	249	114	58	60	79	115	82
Prior Year	170	147	132	160	173	110	84	78.5	83	113	111	134	162
Percent Change from Prior Year	-4%	37%	67%	54%	54%	168%	196%	45%	-30%	-47%	-29%	-14%	-49%

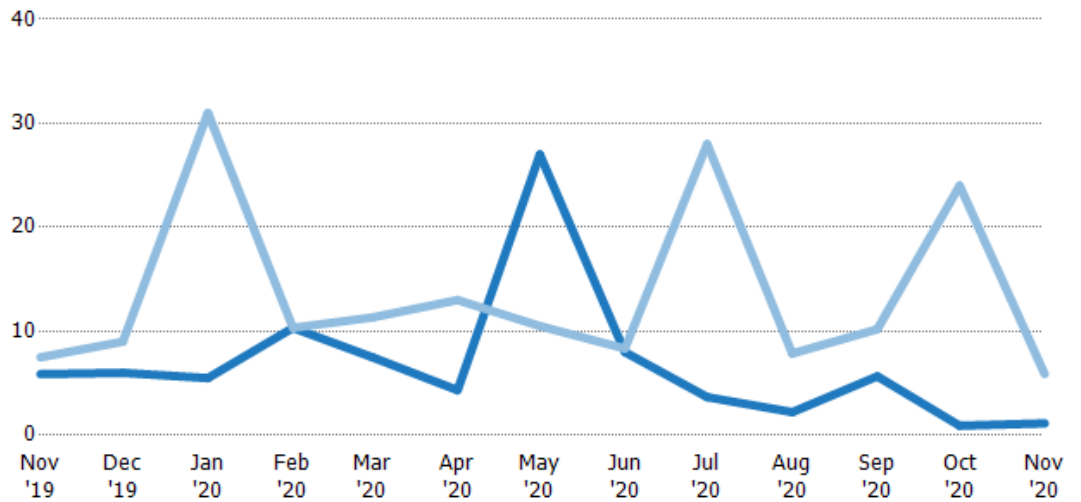
Months of Inventory

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.
Nov '20	1.14	-80.5%
Nov '19	5.88	-21.7%
Nov '18	7.5	86.7%



	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20
Current Year	5.88	6	5.5	10.3	7.5	4.33	27	8	3.67	2.22	5.67	0.92	1.14
Prior Year	7.5	9	31	10.3	11.3	13	10.5	8.33	28	7.86	10.2	24	5.88
Percent Change from Prior Year	-22%	-33%	-82%	0%	-34%	-67%	157%	-4%	-87%	-72%	-44%	-96%	-81%

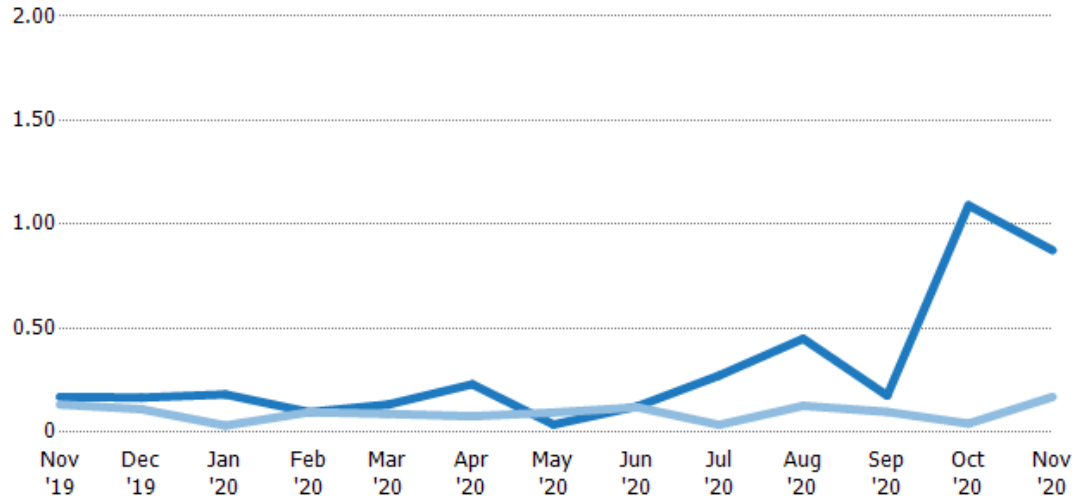
Absorption Rate

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.
Nov '20	88%	-70.5%
Nov '19	17%	-3.7%
Nov '18	13%	-46.4%



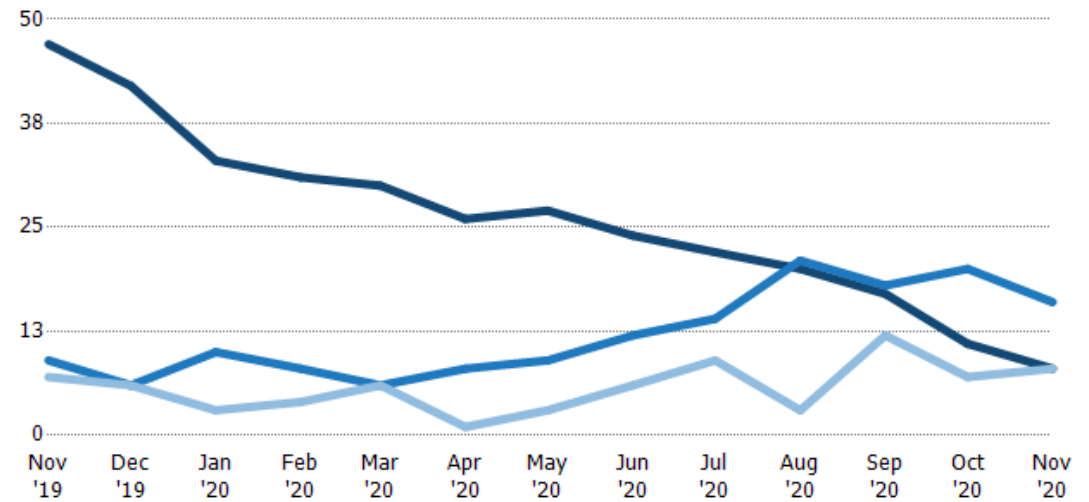
Current Year	17%	17%	18%	10%	13%	23%	4%	13%	27%	45%	18%	109%	88%
Prior Year	13%	11%	3%	10%	9%	8%	10%	12%	4%	13%	10%	4%	17%
Change from Prior Year	-4%	-6%	-15%	0%	-5%	-15%	6%	-1%	-24%	-32%	-8%	-105%	-70%

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	47	42	33	31	30	26	27	24	22	20	17	11	8
Pending	9	6	10	8	6	8	9	12	14	21	18	20	16
Sold	7	6	3	4	6	1	3	6	9	3	12	7	8

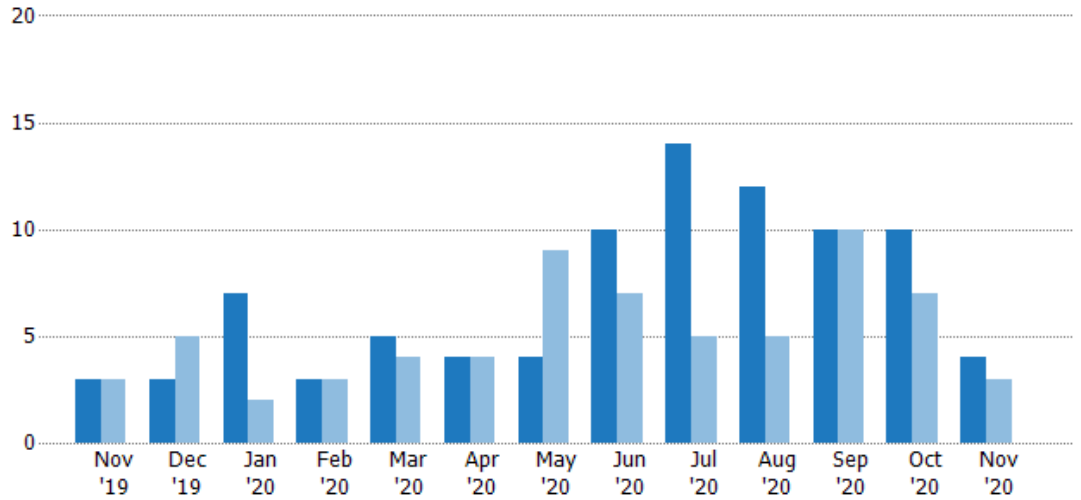
New Pending Sales

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.
Nov '20	4	33.3%
Nov '19	3	0%
Nov '18	3	-66.7%



Current Year	3	3	7	3	5	4	4	10	14	12	10	10	4
Prior Year	3	5	2	3	4	4	9	7	5	5	10	7	3
Percent Change from Prior Year	0%	-40%	250%	0%	25%	0%	-56%	43%	180%	140%	0%	43%	33%

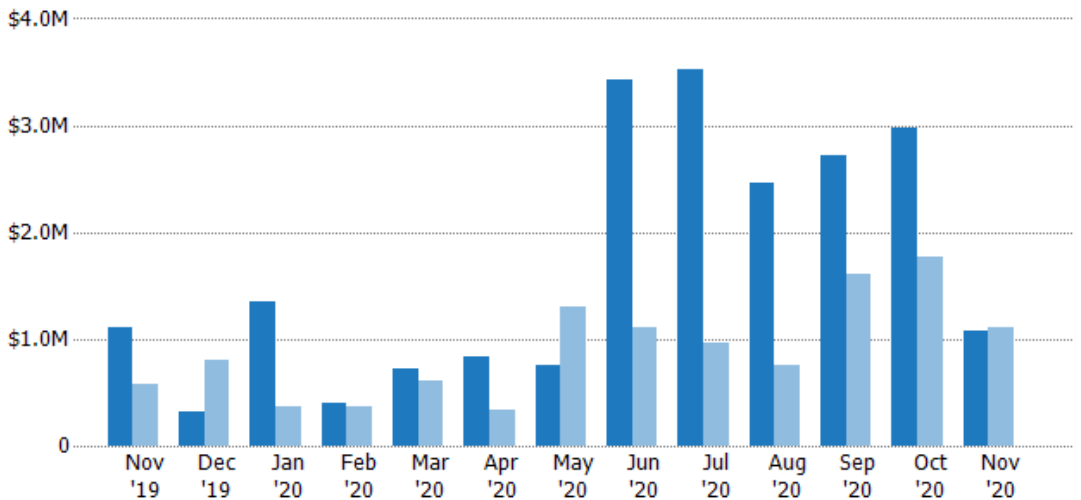
New Pending Sales Volume

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.
Nov '20	\$1.08M	-3.4%
Nov '19	\$1.11M	90.7%
Nov '18	\$585K	-74.5%



Current Year	\$1.11M	\$317K	\$1.35M	\$401K	\$715K	\$838K	\$750K	\$3.42M	\$3.53M	\$2.45M	\$2.72M	\$2.97M	\$1.08M
Prior Year	\$585K	\$800K	\$369K	\$376K	\$605K	\$343K	\$1.3M	\$1.11M	\$964K	\$751K	\$1.61M	\$1.78M	\$1.11M
Percent Change from Prior Year	91%	-60%	266%	7%	18%	144%	-43%	207%	266%	227%	69%	67%	-3%

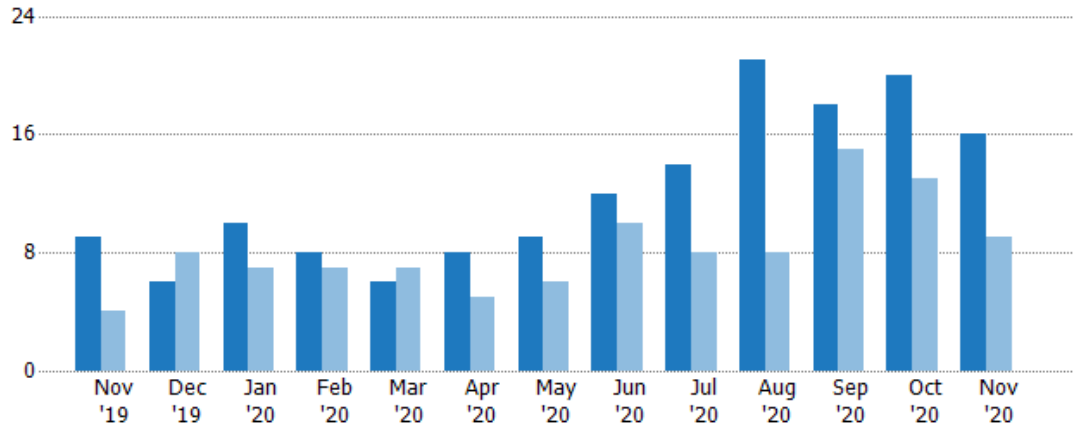
Pending Sales

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.
Nov '20	16	77.8%
Nov '19	9	125%
Nov '18	4	0%



Current Year	9	6	10	8	6	8	9	12	14	21	18	20	16
Prior Year	4	8	7	7	7	5	6	10	8	8	15	13	9
Percent Change from Prior Year	125%	-25%	43%	14%	-14%	60%	50%	20%	75%	163%	20%	54%	78%

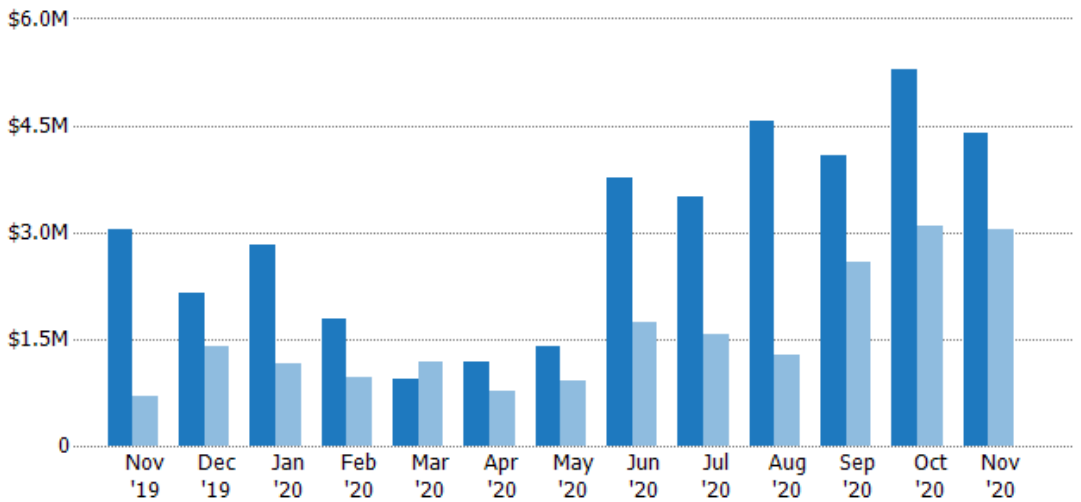
Pending Sales Volume

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.
Nov '20	\$4.38M	44.5%
Nov '19	\$3.03M	335.2%
Nov '18	\$697K	90.5%



Current Year	\$3.03M	\$2.16M	\$2.83M	\$1.79M	\$940K	\$1.18M	\$1.39M	\$3.78M	\$3.5M	\$4.57M	\$4.08M	\$5.28M	\$4.38M
Prior Year	\$697K	\$1.41M	\$1.16M	\$968K	\$1.17M	\$763K	\$923K	\$1.73M	\$1.58M	\$1.27M	\$2.58M	\$3.09M	\$3.03M
Percent Change from Prior Year	335%	53%	143%	85%	-20%	55%	51%	118%	122%	261%	58%	71%	45%

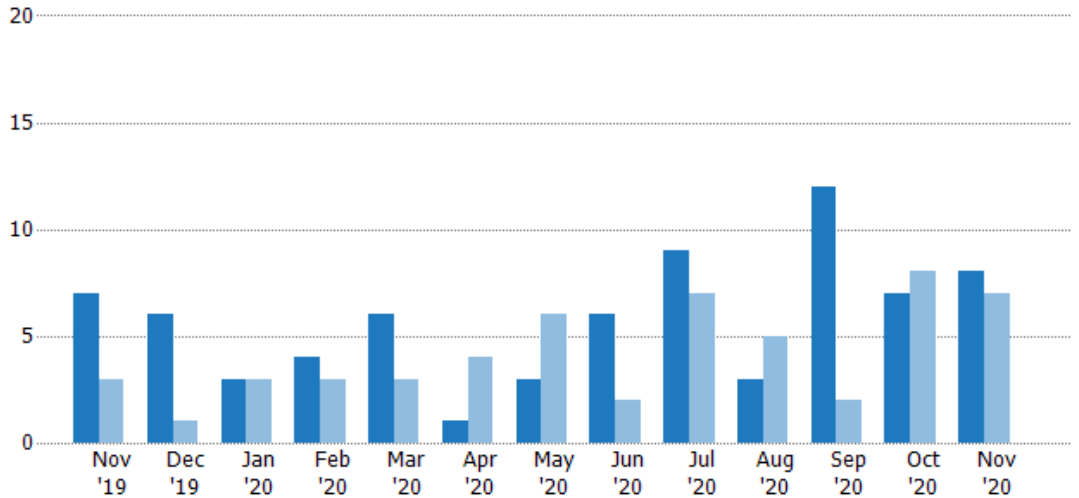
Closed Sales

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.
Nov '20	8	14.3%
Nov '19	7	133.3%
Nov '18	3	33.3%



Current Year	7	6	3	4	6	1	3	6	9	3	12	7	8
Prior Year	3	1	3	3	3	4	6	2	7	5	2	8	7
Percent Change from Prior Year	133%	500%	0%	33%	100%	-75%	-50%	200%	29%	-40%	500%	-13%	14%

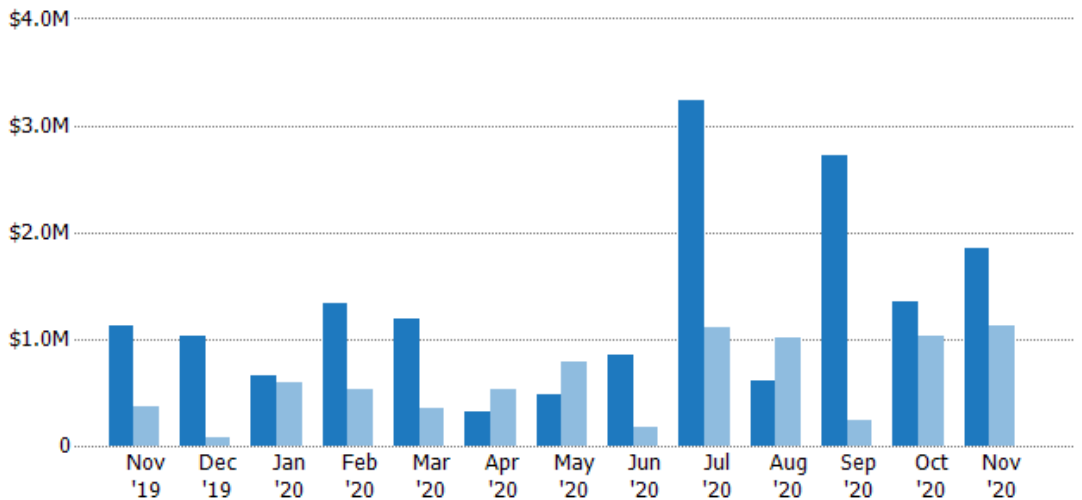
Closed Sales Volume

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.
Nov '20	\$1.86M	64.6%
Nov '19	\$1.13M	201.7%
Nov '18	\$374K	36.9%



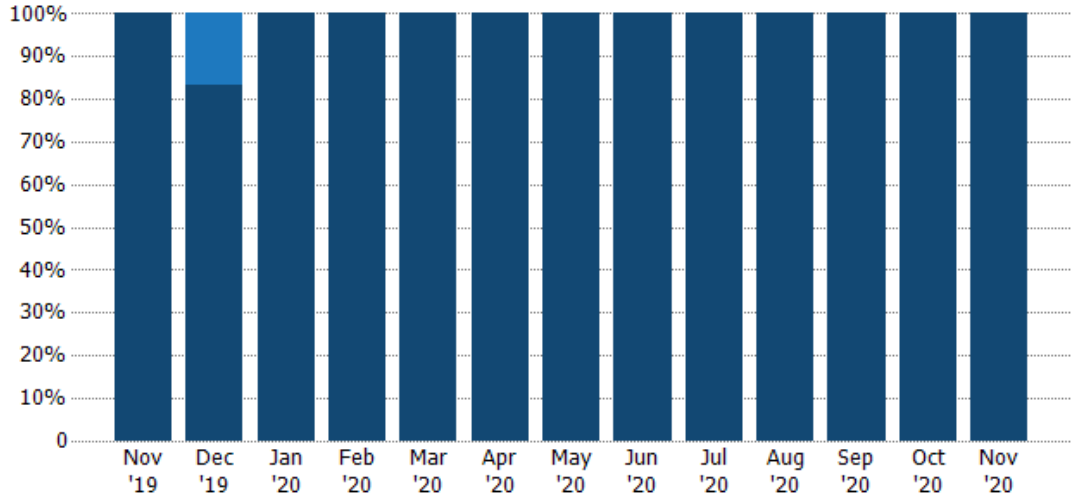
Current Year	\$1.13M	\$1.04M	\$662K	\$1.33M	\$1.19M	\$323K	\$478K	\$852K	\$3.24M	\$615K	\$2.72M	\$1.35M	\$1.86M
Prior Year	\$374K	\$82.5K	\$594K	\$528K	\$352K	\$531K	\$783K	\$175K	\$1.11M	\$1.01M	\$235K	\$1.02M	\$1.13M
Percent Change from Prior Year	202%	1,155%	11%	153%	237%	-39%	-39%	387%	193%	-39%	1,059%	32%	65%

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



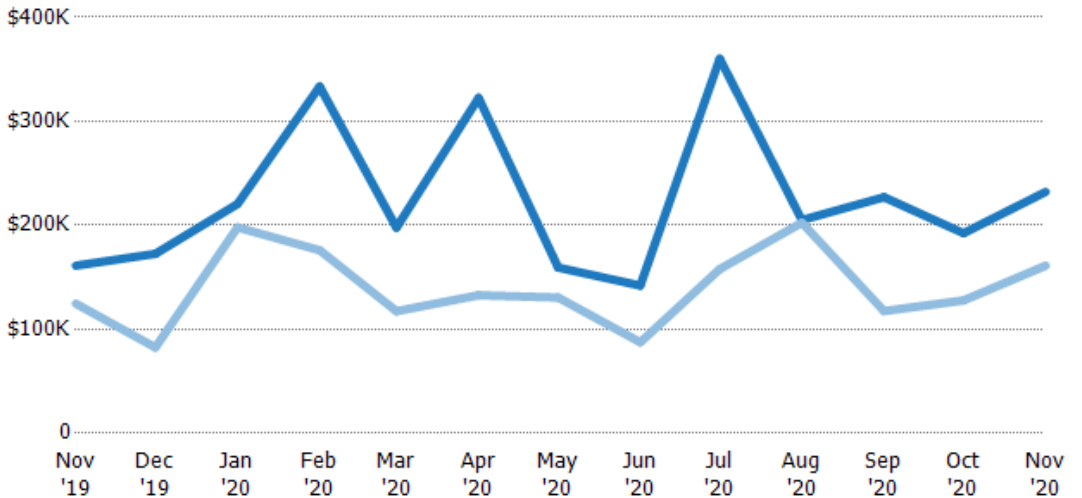
Condo/Townhouse	-	17%	-	-	-	-	-	-	-	-	-	-	-
Single Family Residence	100%	83%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%

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 Residence



Current Year	\$161K	\$173K	\$221K	\$333K	\$198K	\$323K	\$159K	\$142K	\$360K	\$205K	\$227K	\$192K	\$232K
Prior Year	\$125K	\$82.5K	\$198K	\$176K	\$117K	\$133K	\$131K	\$87.5K	\$158K	\$203K	\$118K	\$128K	\$161K
Percent Change from Prior Year	29%	109%	11%	89%	68%	143%	22%	62%	128%	1%	93%	51%	44%

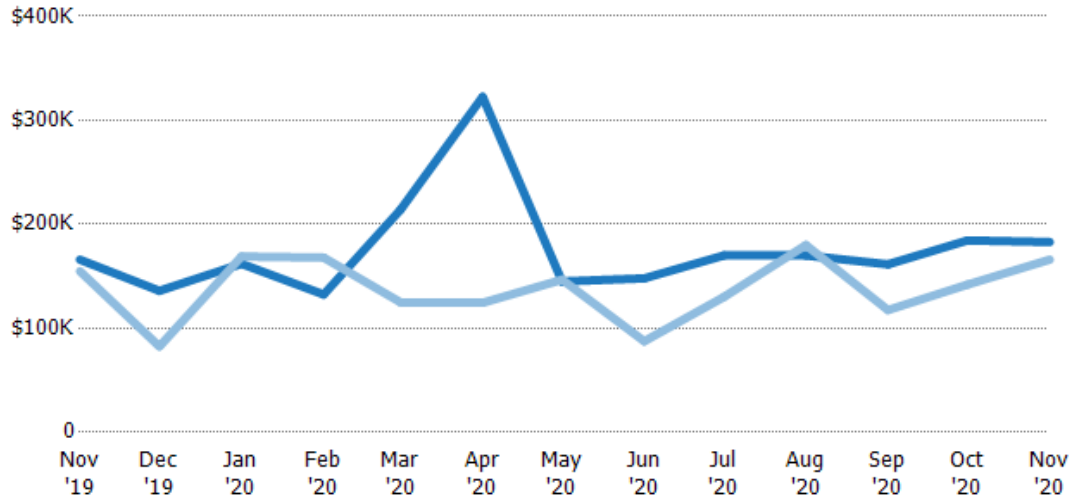
Median Sales Price

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.
Nov '20	\$183K	10.2%
Nov '19	\$166K	7.2%
Nov '18	\$155K	-16.4%



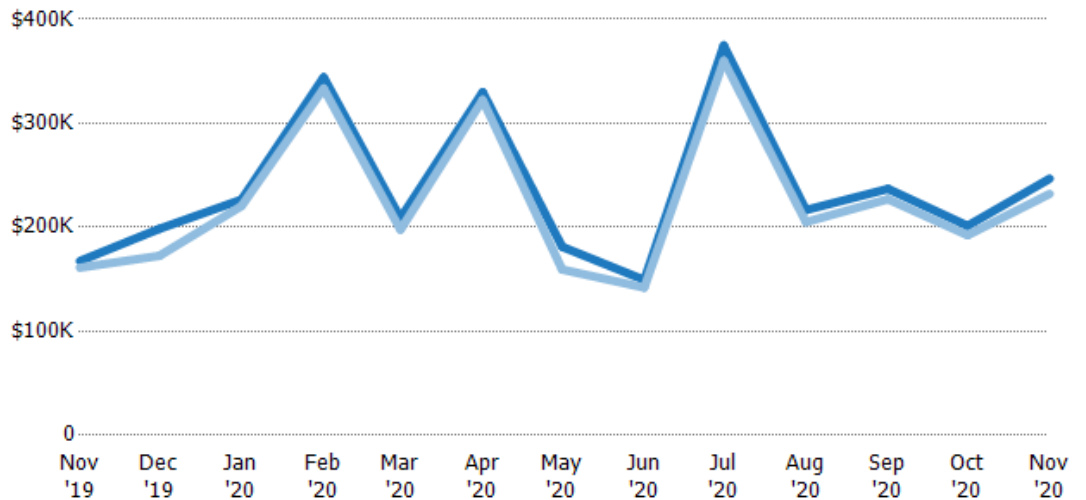
Current Year	\$166K	\$136K	\$162K	\$132K	\$214K	\$323K	\$145K	\$148K	\$170K	\$170K	\$162K	\$185K	\$183K
Prior Year	\$155K	\$82.5K	\$169K	\$168K	\$125K	\$125K	\$147K	\$87.5K	\$130K	\$180K	\$118K	\$142K	\$166K
Percent Change from Prior Year	7%	65%	-4%	-21%	71%	159%	-1%	69%	31%	-6%	37%	30%	10%

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



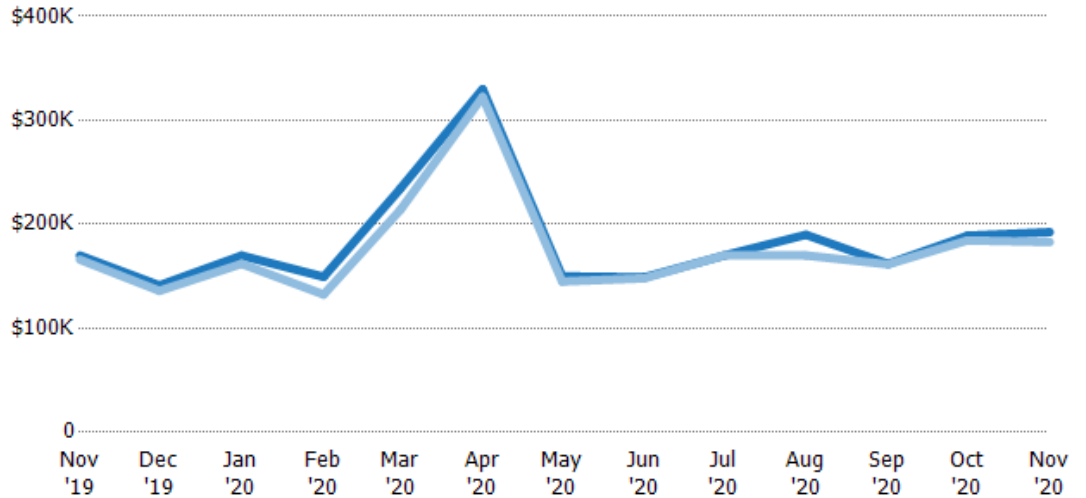
Avg List Price	\$168K	\$199K	\$227K	\$344K	\$209K	\$330K	\$181K	\$149K	\$375K	\$217K	\$237K	\$201K	\$247K
Avg Sales Price	\$161K	\$173K	\$221K	\$333K	\$198K	\$323K	\$159K	\$142K	\$360K	\$205K	\$227K	\$192K	\$232K
Avg Sales Price as a % of Avg List Price	96%	87%	97%	97%	95%	98%	88%	95%	96%	95%	96%	96%	94%

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



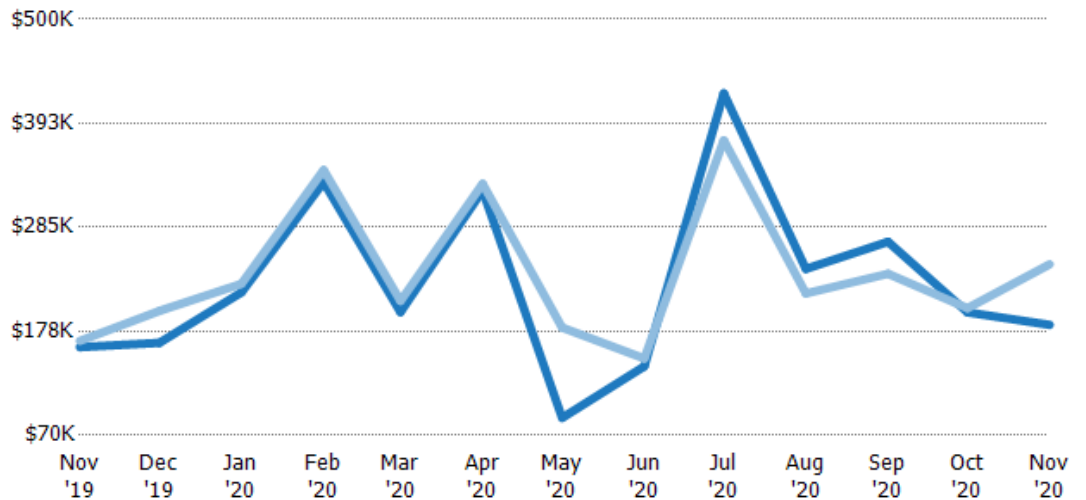
	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20
Median List Price	\$170K	\$141K	\$170K	\$149K	\$234K	\$330K	\$150K	\$149K	\$170K	\$190K	\$162K	\$189K	\$192K
Median Sales Price	\$166K	\$136K	\$162K	\$132K	\$214K	\$323K	\$145K	\$148K	\$170K	\$170K	\$162K	\$185K	\$183K
Med Sales Price as a % of Med List Price	98%	96%	95%	89%	91%	98%	97%	99%	100%	90%	100%	98%	95%

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



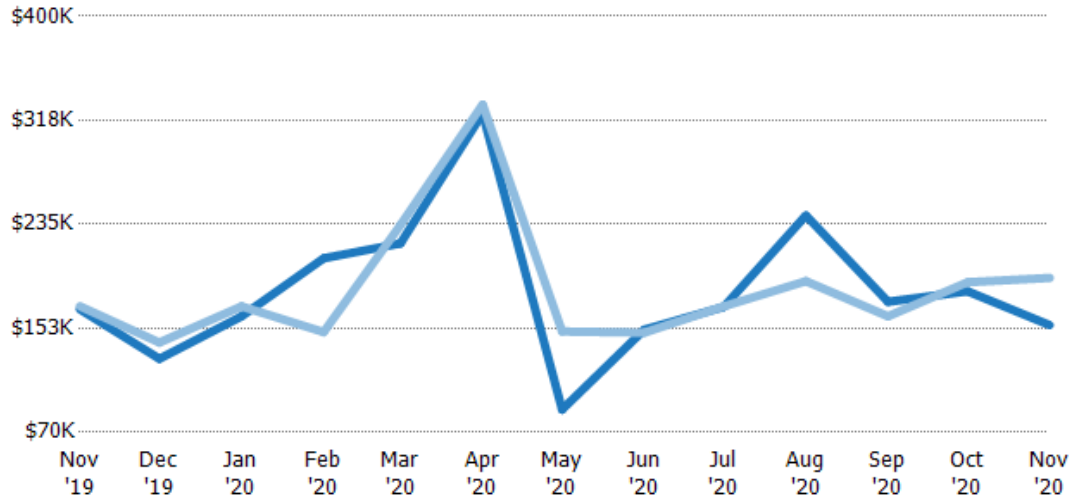
	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20
Avg Est Value	\$161K	\$166K	\$218K	\$332K	\$197K	\$323K	\$88K	\$141K	\$423K	\$242K	\$270K	\$197K	\$184K
Avg Sales Price	\$168K	\$199K	\$227K	\$344K	\$209K	\$330K	\$181K	\$149K	\$375K	\$217K	\$237K	\$201K	\$247K
Avg Sales Price as a % of Avg Est Value	104%	120%	104%	104%	106%	102%	206%	106%	89%	90%	88%	102%	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 Residence



Median Est Value	\$168K	\$128K	\$162K	\$208K	\$220K	\$323K	\$88K	\$151K	\$169K	\$242K	\$174K	\$182K	\$155K
Median Sales Price	\$170K	\$141K	\$170K	\$149K	\$234K	\$330K	\$150K	\$149K	\$170K	\$190K	\$162K	\$189K	\$192K
Med Sales Price as a % of Med Est Value	101%	110%	105%	72%	107%	102%	170%	98%	100%	78%	93%	104%	124%