

Summary of Key Listing and Sales Metrics

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

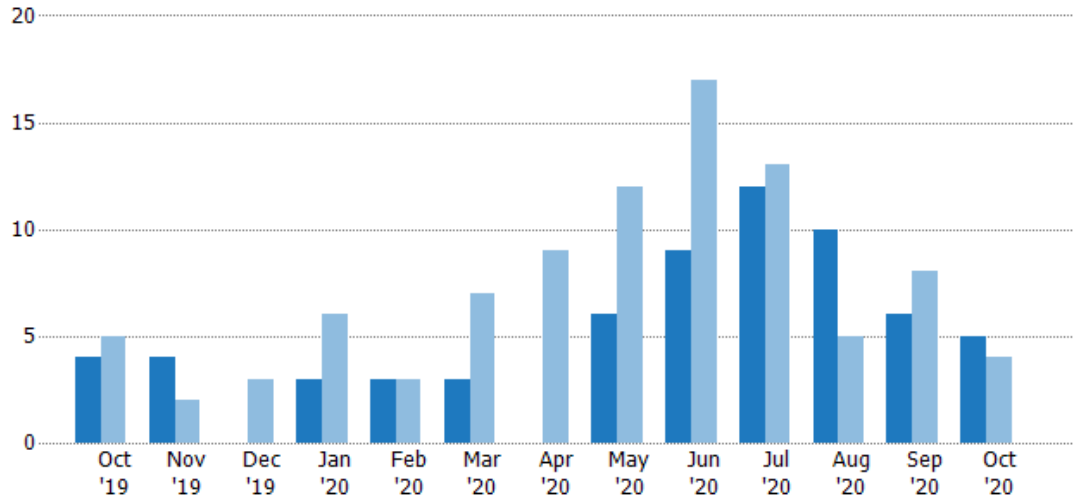
Key Metrics	Oct 2020	Oct 2019	+ / -	YTD 2020	YTD 2019	+ / -
Listing Activity Charts Metrics						
New Listing Count	5	4	+25%	57	84	-32.1%
New Listing Volume	\$1,208,300	\$436,900	+176.6%	\$14,768,499	\$16,033,463	-7.9%
Active Listing Count	11	48	-77.1%	N/A	N/A	
Active Listing Volume	\$4,167,900	\$12,207,563	-65.9%	N/A	N/A	
Average Listing Price	\$378,900	\$254,324	+49%	\$318,472	\$260,936	+22%
Median Listing Price	\$299,000	\$190,950	+56.6%	\$238,347	\$174,400	+36.7%
Median Days in RPR	115	133.5	-13.9%	137.37	114.66	+19.8%
Months of Inventory	0.9	24	-96.2%	5.6	8.4	-33.3%
Absorption Rate	109.09%	4.17%	+104.9%	17.84%	11.9%	+5.9%
Sales Activity Charts Metrics						
New Pending Sales Count	10	7	+42.9%	79	56	+41.1%
New Pending Sales Volume	\$2,969,799	\$1,776,300	+67.2%	\$19,152,462	\$9,216,099	+107.8%
Pending Sales Count	20	13	+53.8%	N/A	N/A	
Pending Sales Volume	\$5,277,599	\$3,089,000	+70.9%	N/A	N/A	
Closed Sales Count	7	8	-12.5%	54	43	+25.6%
Closed Sales Volume	\$1,346,400	\$1,022,000	+31.7%	\$12,760,800	\$6,337,700	+101.3%
Average Sales Price	\$192,343	\$127,750	+50.6%	\$236,311	\$147,388	+60.3%
Median Sales Price	\$184,500	\$142,000	+29.9%	\$170,644	\$142,337	+19.9%

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 Residence



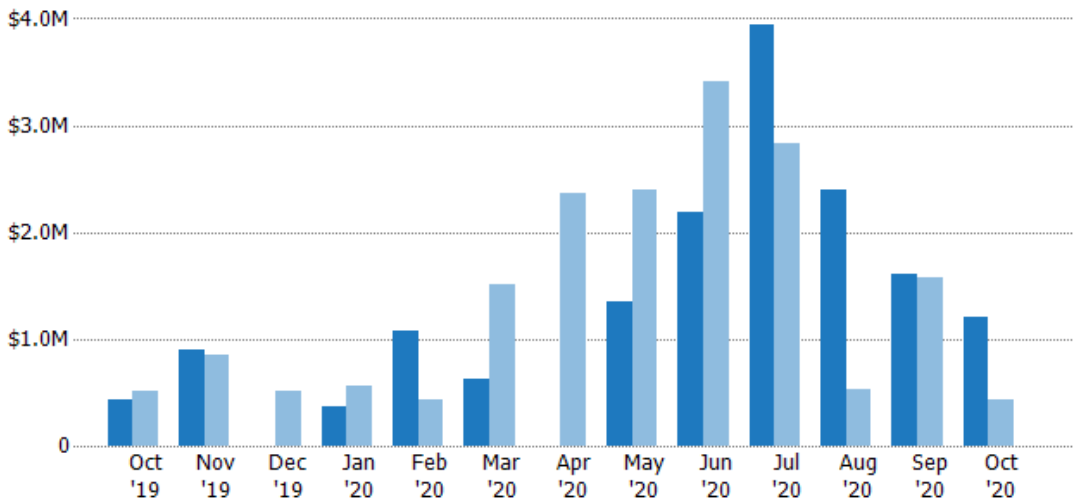
Current Year	4	4	-	3	3	3	-	6	9	12	10	6	5
Prior Year	5	2	3	6	3	7	9	12	17	13	5	8	4
Percent Change from Prior Year	-20%	100%	-100%	-50%	0%	-57%	-100%	-50%	-47%	-8%	100%	-25%	25%

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	\$437K	\$904K	-	\$363K	\$1.08M	\$633K	-	\$1.35M	\$2.19M	\$3.94M	\$2.4M	\$1.61M	\$1.21M
Prior Year	\$514K	\$855K	\$516K	\$559K	\$426K	\$1.51M	\$2.37M	\$2.4M	\$3.42M	\$2.83M	\$529K	\$1.57M	\$437K
Percent Change from Prior Year	-15%	6%	-100%	-35%	153%	-58%	-100%	-44%	-36%	39%	354%	3%	177%

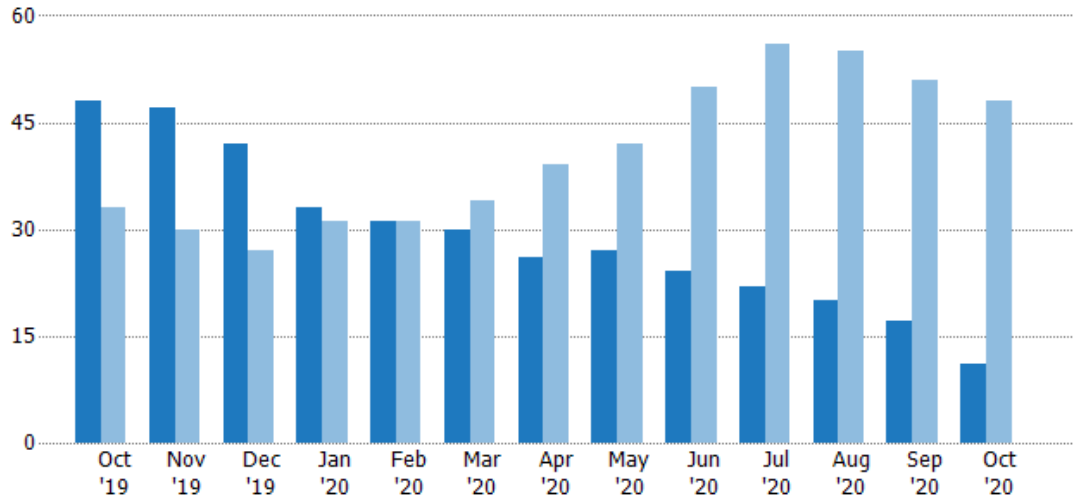
Active Listings

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.
Oct '20	11	-77.1%
Oct '19	48	45.5%
Oct '18	33	30.3%



Current Year	48	47	42	33	31	30	26	27	24	22	20	17	11
Prior Year	33	30	27	31	31	34	39	42	50	56	55	51	48
Percent Change from Prior Year	45%	57%	56%	6%	0%	-12%	-33%	-36%	-52%	-61%	-64%	-67%	-77%

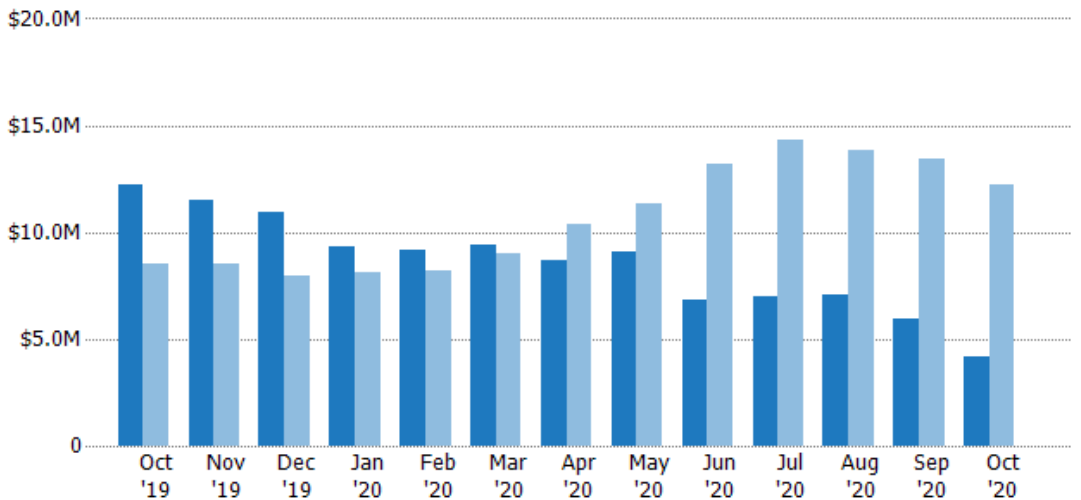
Active Listing Volume

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.
Oct '20	\$4.17M	-65.9%
Oct '19	\$12.2M	42.9%
Oct '18	\$8.54M	30.7%



Current Year	\$12.2M	\$11.5M	\$10.9M	\$9.34M	\$9.19M	\$9.42M	\$8.71M	\$9.12M	\$6.8M	\$7.02M	\$7.03M	\$5.96M	\$4.17M
Prior Year	\$8.54M	\$8.54M	\$7.96M	\$8.15M	\$8.2M	\$8.97M	\$10.4M	\$11.4M	\$13.2M	\$14.3M	\$13.9M	\$13.4M	\$12.2M
Percent Change from Prior Year	43%	35%	37%	15%	12%	5%	-16%	-20%	-48%	-51%	-49%	-56%	-66%

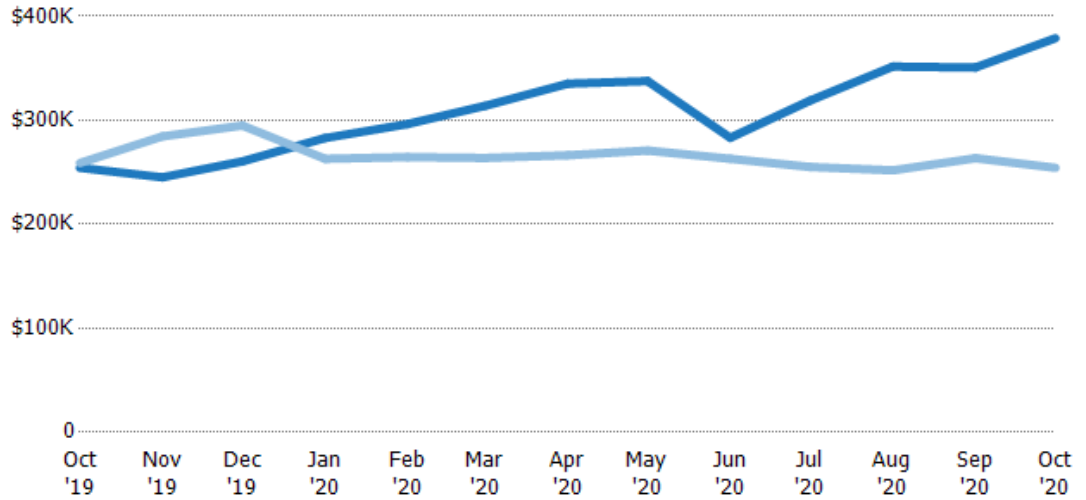
Average Listing Price

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.
Oct '20	\$379K	49%
Oct '19	\$254K	-1.8%
Oct '18	\$259K	0.3%



Current Year	\$254K	\$245K	\$261K	\$283K	\$296K	\$314K	\$335K	\$338K	\$283K	\$319K	\$352K	\$351K	\$379K
Prior Year	\$259K	\$285K	\$295K	\$263K	\$265K	\$264K	\$266K	\$271K	\$263K	\$255K	\$252K	\$264K	\$254K
Percent Change from Prior Year	-2%	-14%	-12%	8%	12%	19%	26%	25%	8%	25%	40%	33%	49%

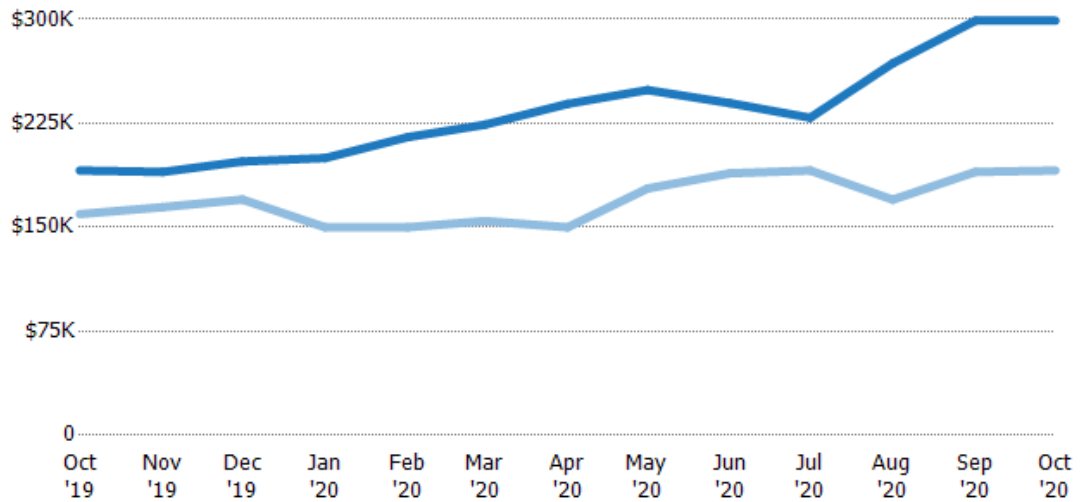
Median Listing Price

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.
Oct '20	\$299K	56.6%
Oct '19	\$191K	19.7%
Oct '18	\$160K	15.4%



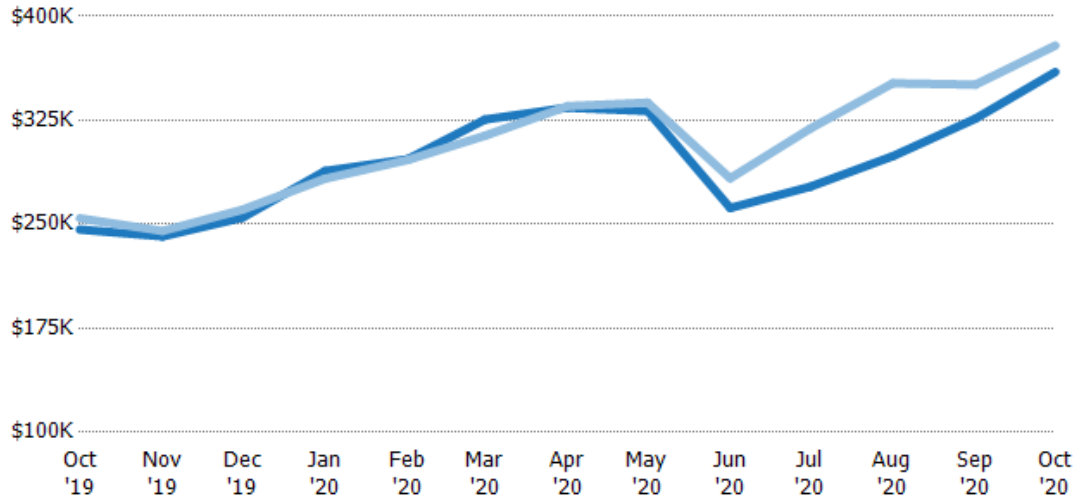
Current Year	\$191K	\$190K	\$197K	\$200K	\$215K	\$224K	\$239K	\$249K	\$240K	\$229K	\$268K	\$299K	\$299K
Prior Year	\$160K	\$165K	\$170K	\$150K	\$150K	\$155K	\$150K	\$178K	\$189K	\$191K	\$170K	\$190K	\$191K
Percent Change from Prior Year	20%	15%	16%	33%	43%	45%	59%	40%	27%	20%	58%	57%	57%

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

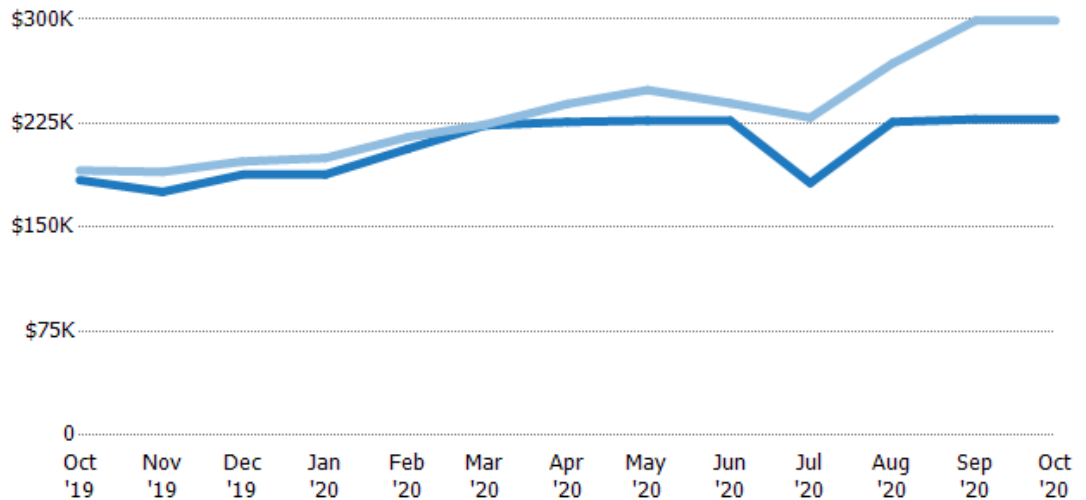


Median Listing Price vs Median Est Value

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



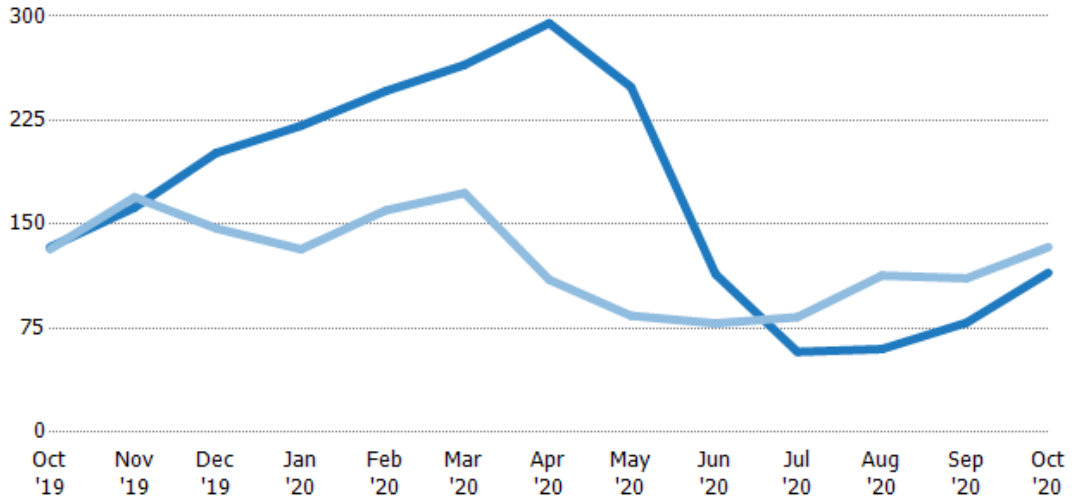
Median Days in RPR

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.
Oct '20	115	-13.9%
Oct '19	134	1.1%
Oct '18	132	22%



	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20
Current Year	134	162	202	221	246	265	295	249	114	58	60	79	115
Prior Year	132	170	147	132	160	173	110	84	78.5	83	113	111	134
Percent Change from Prior Year	1%	-4%	37%	67%	54%	54%	168%	196%	45%	-30%	-47%	-29%	-14%

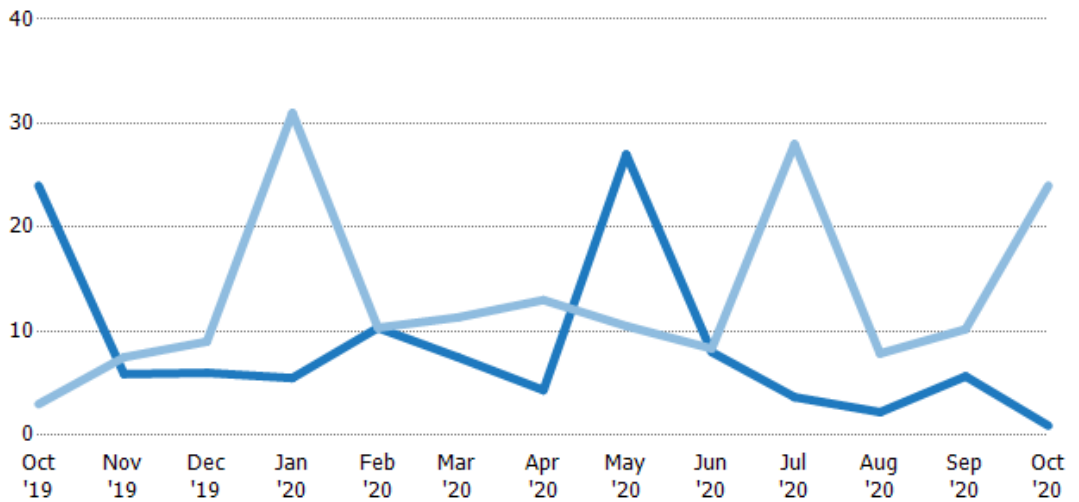
Months of Inventory

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.
Oct '20	0.92	-96.2%
Oct '19	24	700%
Oct '18	3	616.7%



	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20
Current Year	24	5.88	6	5.5	10.3	7.5	4.33	27	8	3.67	2.22	5.67	0.92
Prior Year	3	7.5	9	31	10.3	11.3	13	10.5	8.33	28	7.86	10.2	24
Percent Change from Prior Year	700%	-22%	-33%	-82%	0%	-34%	-67%	157%	-4%	-87%	-72%	-44%	-96%

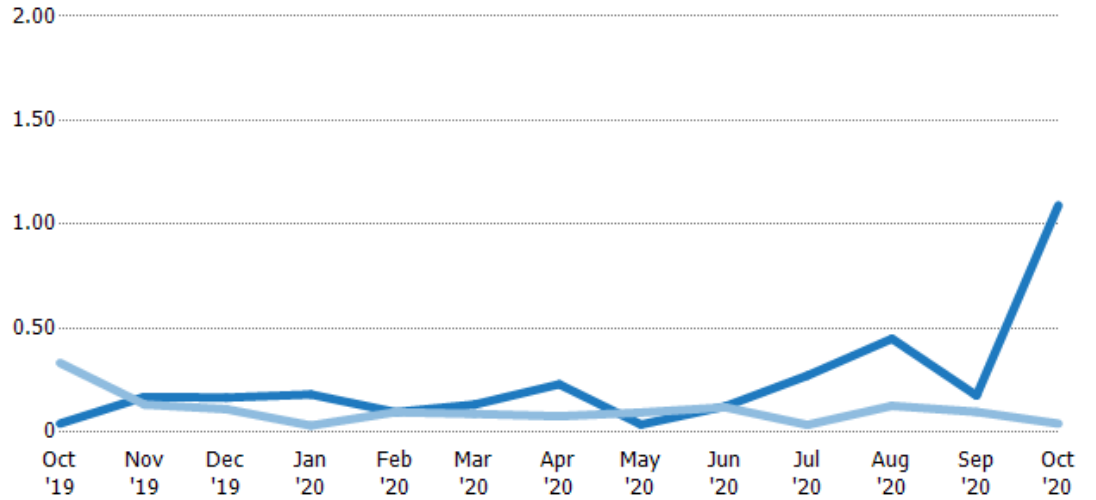
Absorption Rate

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.
Oct '20	109%	-104.9%
Oct '19	4%	29.2%
Oct '18	33%	-86%



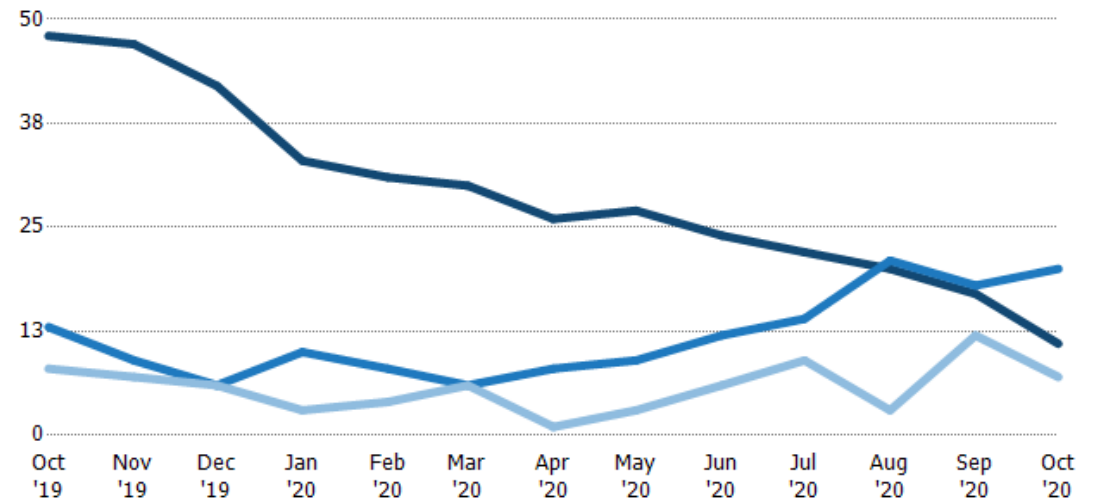
	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20
Current Year	4%	17%	17%	18%	10%	13%	23%	4%	13%	27%	45%	18%	109%
Prior Year	33%	13%	11%	3%	10%	9%	8%	10%	12%	4%	13%	10%	4%
Change from Prior Year	29%	-4%	-6%	-15%	0%	-5%	-15%	6%	-1%	-24%	-32%	-8%	-105%

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



	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20
Active	48	47	42	33	31	30	26	27	24	22	20	17	11
Pending	13	9	6	10	8	6	8	9	12	14	21	18	20
Sold	8	7	6	3	4	6	1	3	6	9	3	12	7

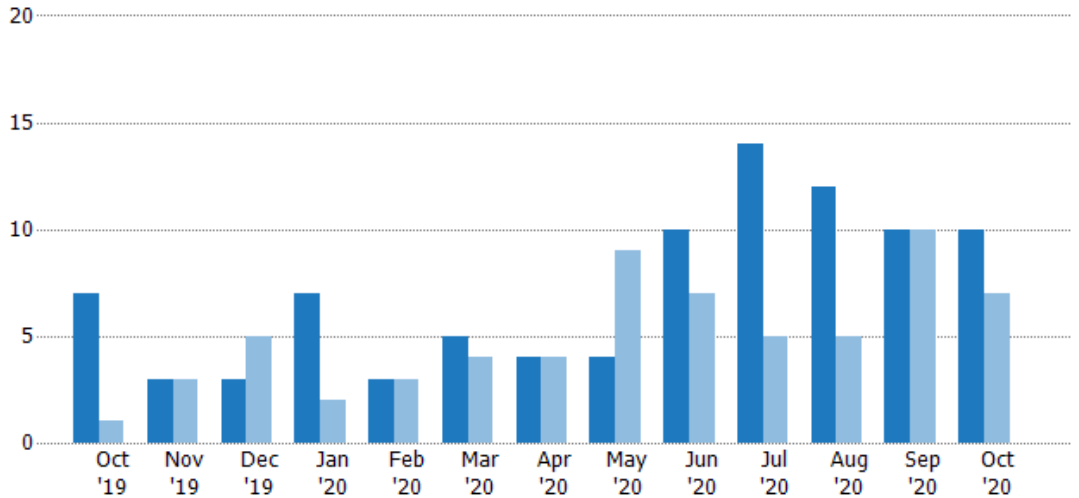
New Pending Sales

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.
Oct '20	10	42.9%
Oct '19	7	600%
Oct '18	1	200%



Current Year	7	3	3	7	3	5	4	4	10	14	12	10	10
Prior Year	1	3	5	2	3	4	4	9	7	5	5	10	7
Percent Change from Prior Year	600%	0%	-40%	250%	0%	25%	0%	-56%	43%	180%	140%	0%	43%

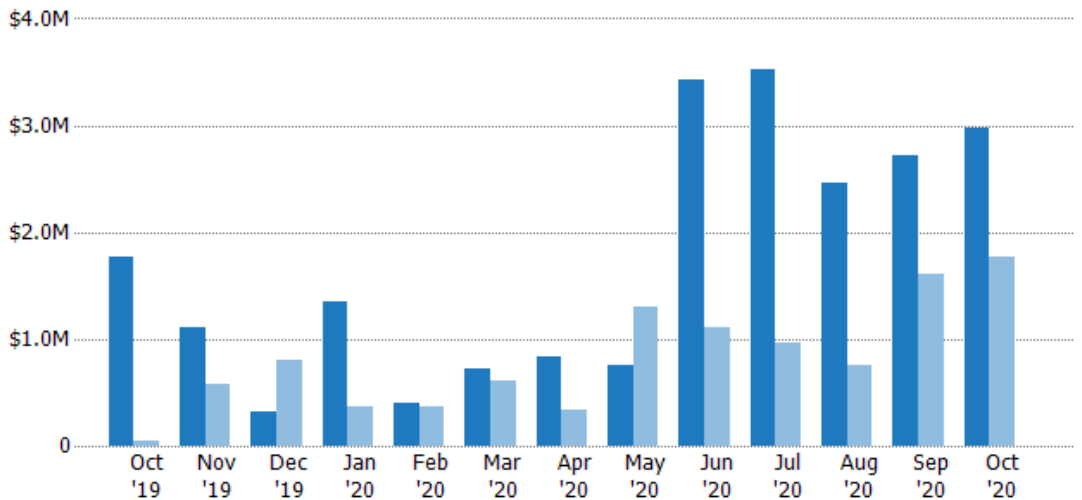
New Pending Sales Volume

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.
Oct '20	\$2.97M	67.2%
Oct '19	\$1.78M	3,525.1%
Oct '18	\$49K	675.3%



Current Year	\$1.78M	\$1.11M	\$317K	\$1.35M	\$401K	\$715K	\$838K	\$750K	\$3.42M	\$3.53M	\$2.45M	\$2.72M	\$2.97M
Prior Year	\$49K	\$585K	\$800K	\$369K	\$376K	\$605K	\$343K	\$1.3M	\$1.11M	\$964K	\$751K	\$1.61M	\$1.78M
Percent Change from Prior Year	3,525%	91%	-60%	266%	7%	18%	144%	-43%	207%	266%	227%	69%	67%

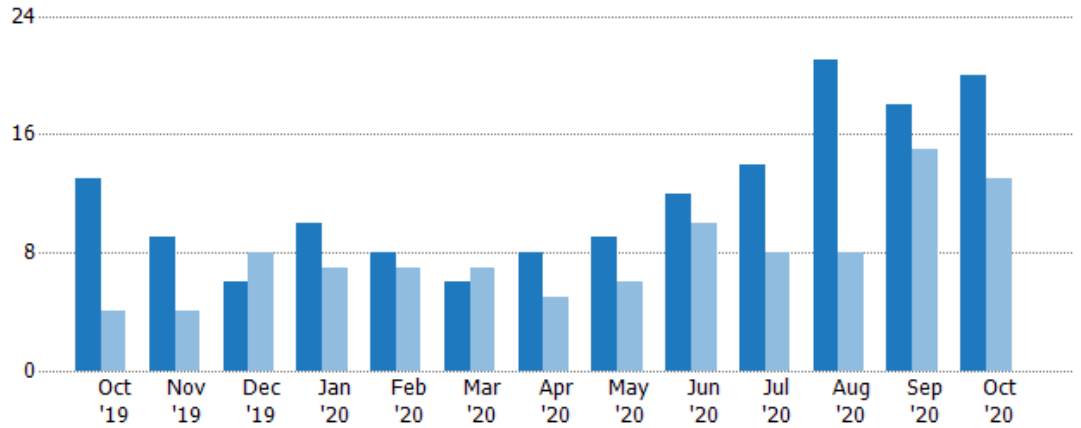
Pending Sales

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.
Oct '20	20	53.8%
Oct '19	13	225%
Oct '18	4	75%



Current Year	13	9	6	10	8	6	8	9	12	14	21	18	20
Prior Year	4	4	8	7	7	7	5	6	10	8	8	15	13
Percent Change from Prior Year	225%	125%	-25%	43%	14%	-14%	60%	50%	20%	75%	163%	20%	54%

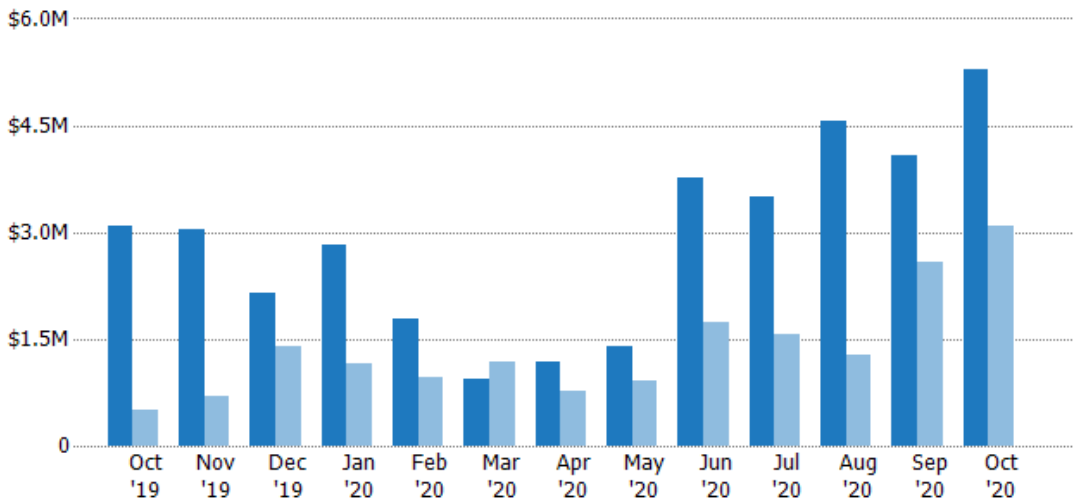
Pending Sales Volume

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.
Oct '20	\$5.28M	70.9%
Oct '19	\$3.09M	524.2%
Oct '18	\$495K	244.9%



Current Year	\$3.09M	\$3.03M	\$2.16M	\$2.83M	\$1.79M	\$940K	\$1.18M	\$1.39M	\$3.78M	\$3.5M	\$4.57M	\$4.08M	\$5.28M
Prior Year	\$495K	\$697K	\$1.41M	\$1.16M	\$968K	\$1.17M	\$763K	\$923K	\$1.73M	\$1.58M	\$1.27M	\$2.58M	\$3.09M
Percent Change from Prior Year	524%	335%	53%	143%	85%	-20%	55%	51%	118%	122%	261%	58%	71%

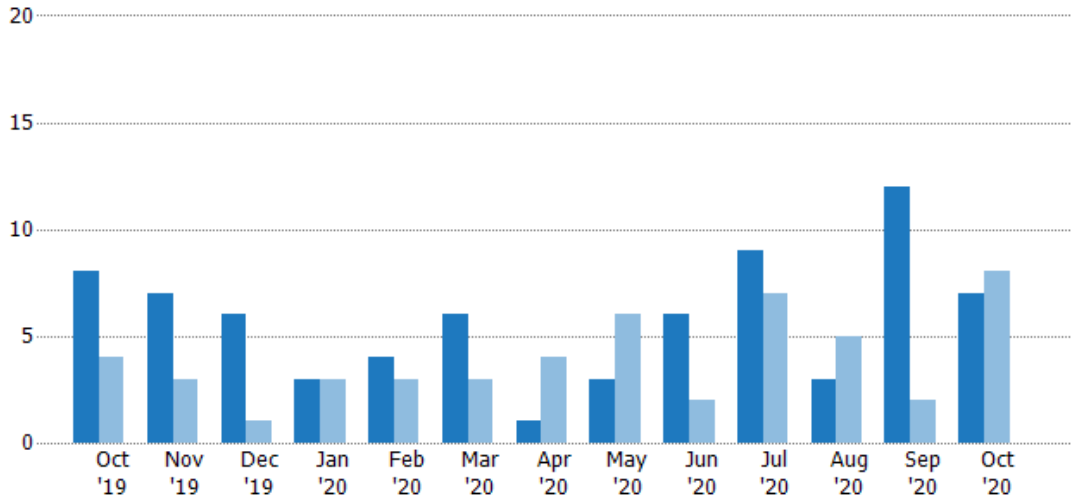
Closed Sales

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.
Oct '20	7	-12.5%
Oct '19	8	100%
Oct '18	4	-25%



	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20
Current Year	8	7	6	3	4	6	1	3	6	9	3	12	7
Prior Year	4	3	1	3	3	3	4	6	2	7	5	2	8
Percent Change from Prior Year	100%	133%	500%	0%	33%	100%	-75%	-50%	200%	29%	-40%	500%	-13%

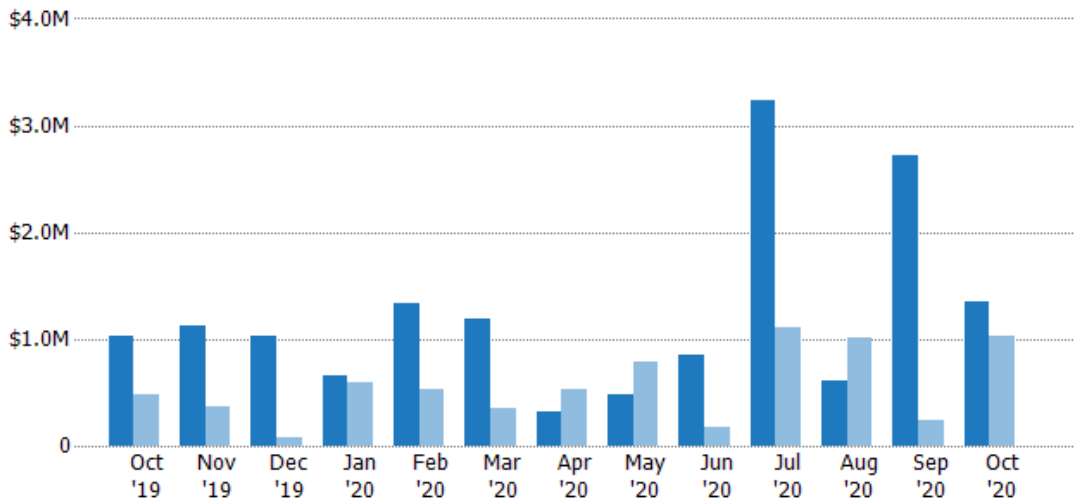
Closed Sales Volume

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.
Oct '20	\$1.35M	31.7%
Oct '19	\$1.02M	111.8%
Oct '18	\$483K	-20.4%



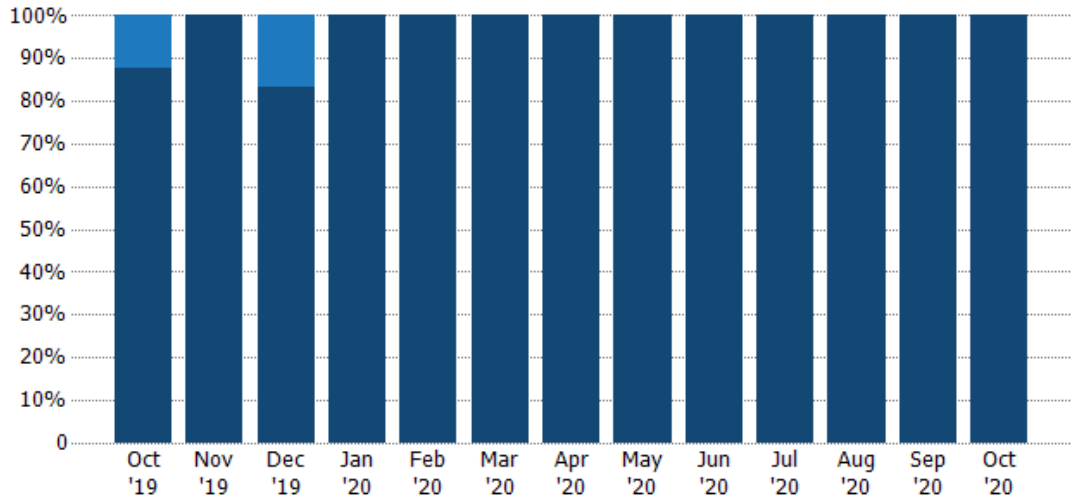
	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20
Current Year	\$1.02M	\$1.13M	\$1.04M	\$662K	\$1.33M	\$1.19M	\$323K	\$478K	\$852K	\$3.24M	\$615K	\$2.72M	\$1.35M
Prior Year	\$483K	\$374K	\$82.5K	\$594K	\$528K	\$352K	\$531K	\$783K	\$175K	\$1.11M	\$1.01M	\$235K	\$1.02M
Percent Change from Prior Year	112%	202%	1,155%	11%	153%	237%	-39%	-39%	387%	193%	-39%	1,059%	32%

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



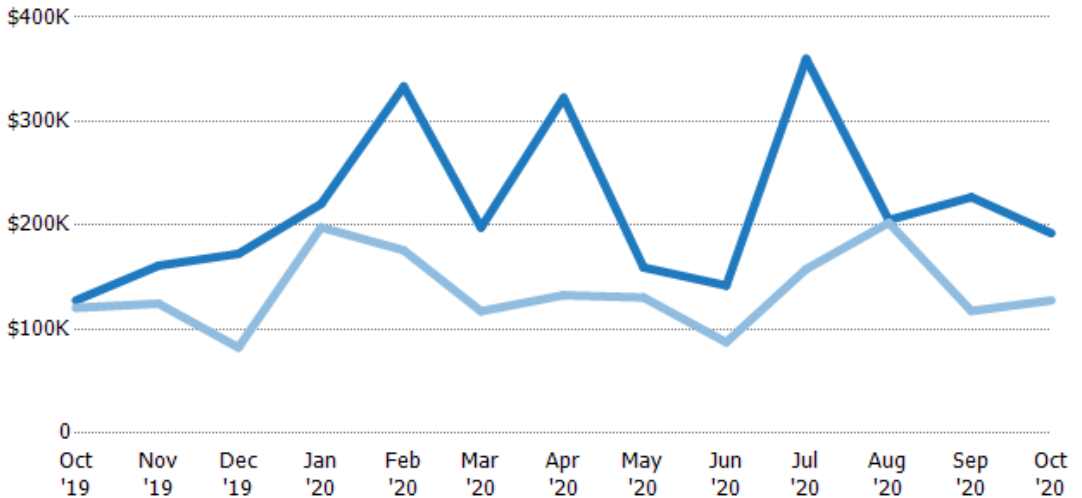
Condo/Townhouse	13%	-	17%	-	-	-	-	-	-	-	-	-	-
Single Family Residence	88%	100%	83%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%

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	\$128K	\$161K	\$173K	\$221K	\$333K	\$198K	\$323K	\$159K	\$142K	\$360K	\$205K	\$227K	\$192K
Prior Year	\$121K	\$125K	\$82.5K	\$198K	\$176K	\$117K	\$133K	\$131K	\$87.5K	\$158K	\$203K	\$118K	\$128K
Percent Change from Prior Year	6%	29%	109%	11%	89%	68%	143%	22%	62%	128%	1%	93%	51%

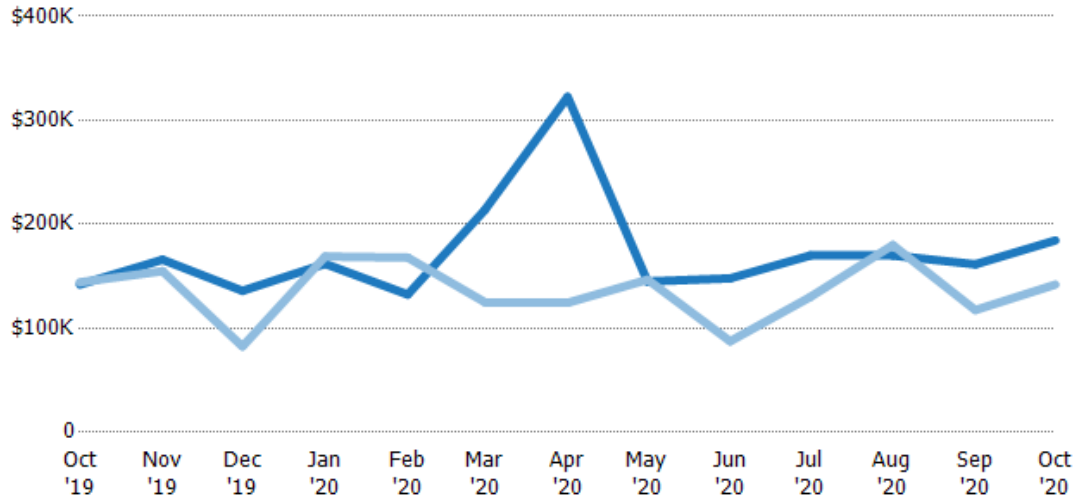
Median Sales Price

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.
Oct '20	\$185K	29.9%
Oct '19	\$142K	-1.6%
Oct '18	\$144K	-10.6%



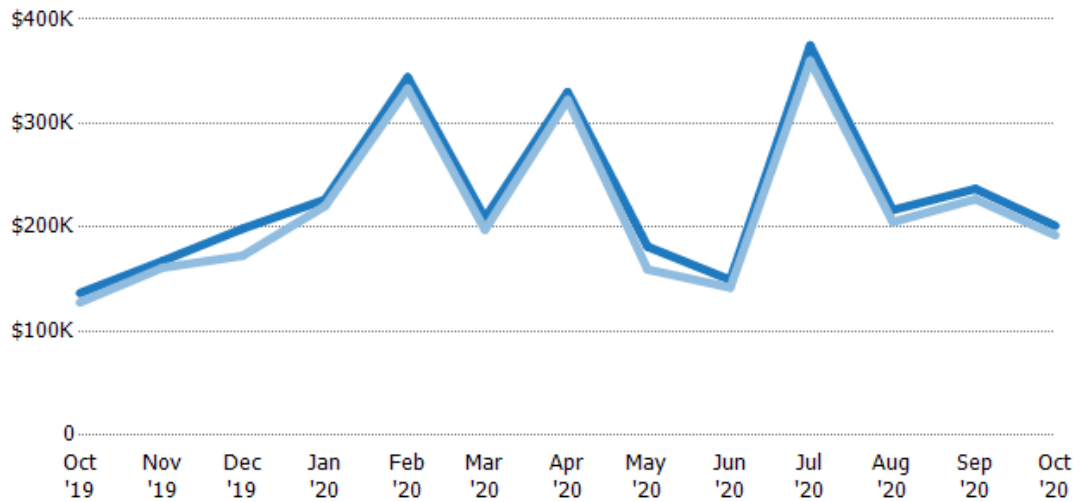
Current Year	\$142K	\$166K	\$136K	\$162K	\$132K	\$214K	\$323K	\$145K	\$148K	\$170K	\$170K	\$162K	\$185K
Prior Year	\$144K	\$155K	\$82.5K	\$169K	\$168K	\$125K	\$125K	\$147K	\$87.5K	\$130K	\$180K	\$118K	\$142K
Percent Change from Prior Year	-2%	7%	65%	-4%	-21%	71%	159%	-1%	69%	31%	-6%	37%	30%

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



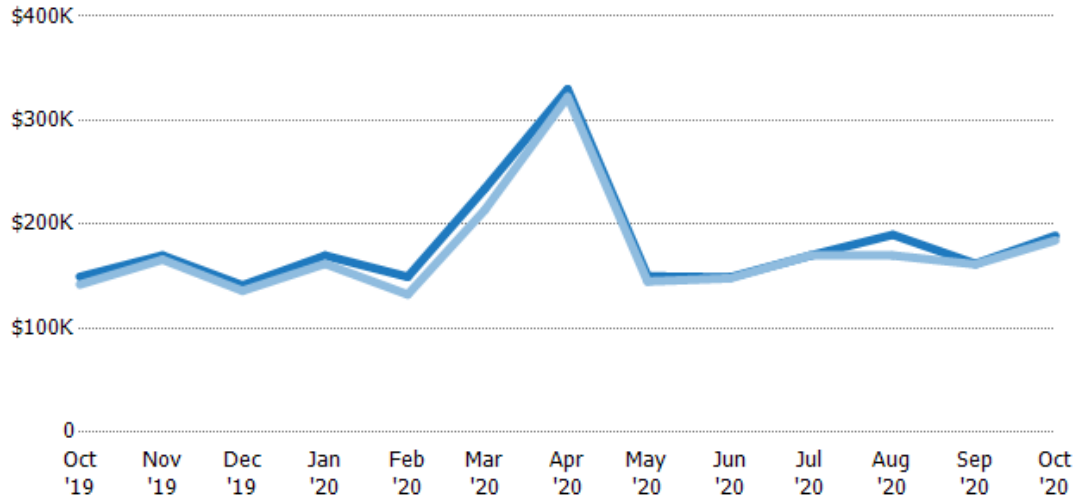
Avg List Price	\$137K	\$168K	\$199K	\$227K	\$344K	\$209K	\$330K	\$181K	\$149K	\$375K	\$217K	\$237K	\$201K
Avg Sales Price	\$128K	\$161K	\$173K	\$221K	\$333K	\$198K	\$323K	\$159K	\$142K	\$360K	\$205K	\$227K	\$192K
Avg Sales Price as a % of Avg List Price	93%	96%	87%	97%	97%	95%	98%	88%	95%	96%	95%	96%	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



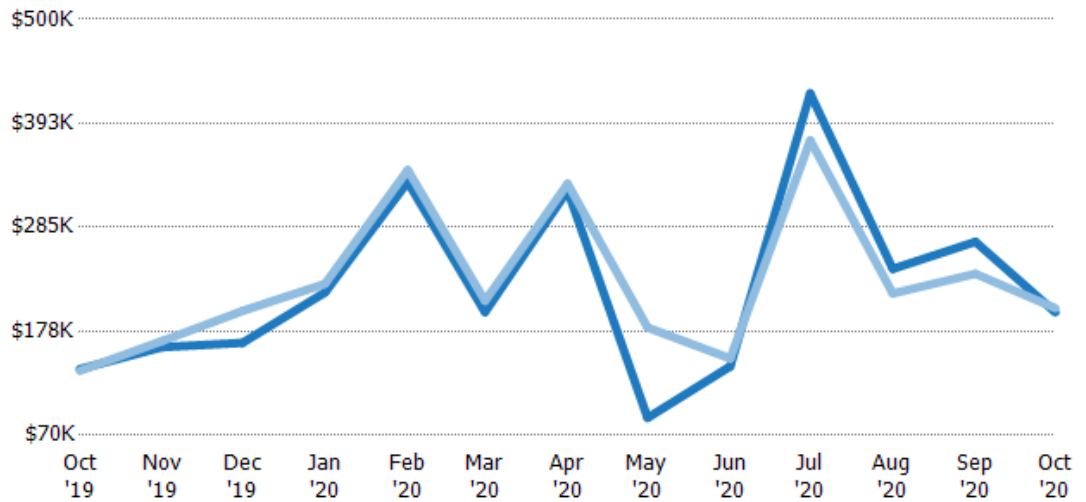
Median List Price	\$150K	\$170K	\$141K	\$170K	\$149K	\$234K	\$330K	\$150K	\$149K	\$170K	\$190K	\$162K	\$189K
Median Sales Price	\$142K	\$166K	\$136K	\$162K	\$132K	\$214K	\$323K	\$145K	\$148K	\$170K	\$170K	\$162K	\$185K
Med Sales Price as a % of Med List Price	95%	98%	96%	95%	89%	91%	98%	97%	99%	100%	90%	100%	98%

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



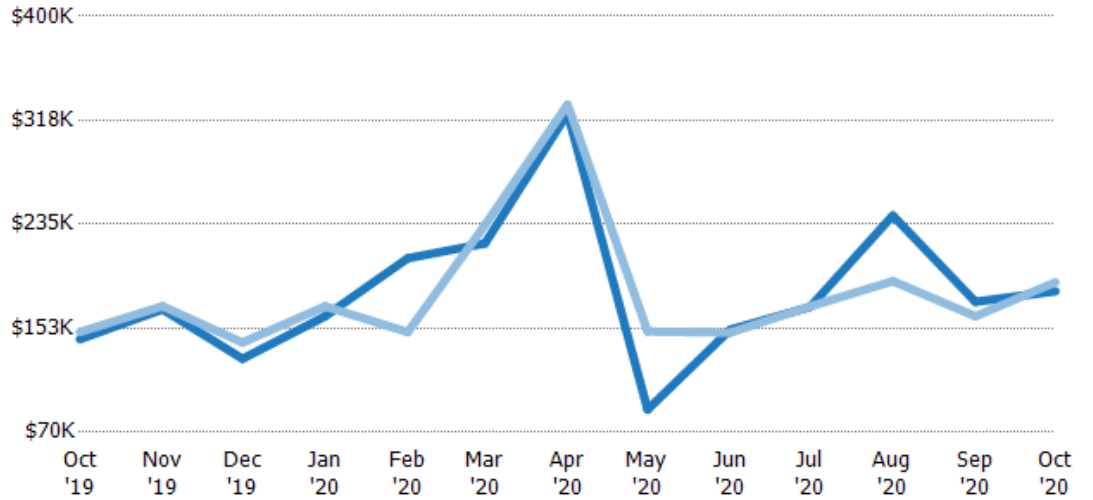
Avg Est Value	\$138K	\$161K	\$166K	\$218K	\$332K	\$197K	\$323K	\$88K	\$141K	\$423K	\$242K	\$270K	\$197K
Avg Sales Price	\$137K	\$168K	\$199K	\$227K	\$344K	\$209K	\$330K	\$181K	\$149K	\$375K	\$217K	\$237K	\$201K
Avg Sales Price as a % of Avg Est Value	99%	104%	120%	104%	104%	106%	102%	206%	106%	89%	90%	88%	102%

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



	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20
Median Est Value	\$144K	\$168K	\$128K	\$162K	\$208K	\$220K	\$323K	\$88K	\$151K	\$169K	\$242K	\$174K	\$182K
Median Sales Price	\$150K	\$170K	\$141K	\$170K	\$149K	\$234K	\$330K	\$150K	\$149K	\$170K	\$190K	\$162K	\$189K
Med Sales Price as a % of Med Est Value	104%	101%	110%	105%	72%	107%	102%	170%	98%	100%	78%	93%	104%