

## Summary of Key Listing and Sales Metrics

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

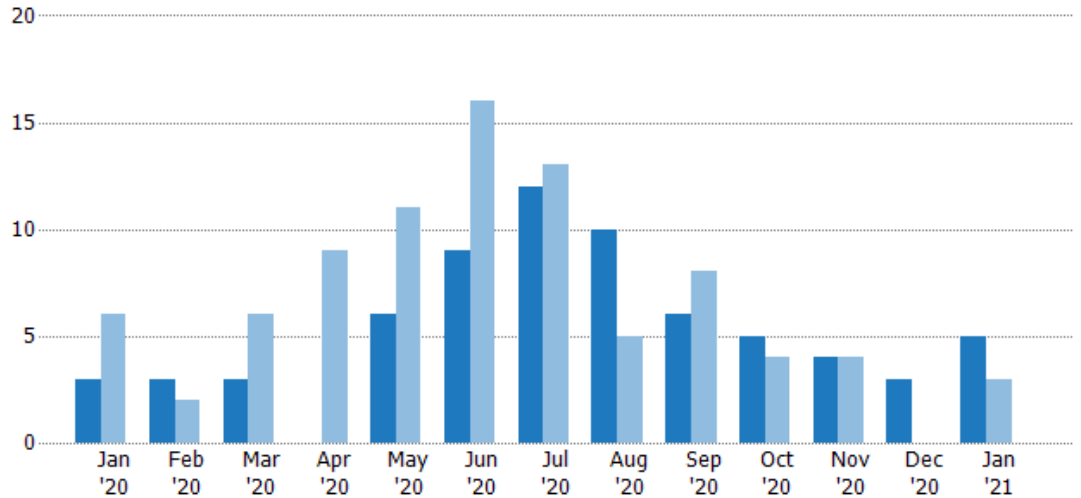
Key Metrics	Jan 2021	Jan 2020	+ / -	YTD 2021	YTD 2020	+ / -
<b>Listing Activity Charts Metrics</b>						
New Listing Count	5	3	+66.7%	69	87	-20.7%
New Listing Volume	\$1,871,400	\$362,900	+415.7%	\$18,268,398	\$16,772,863	+8.9%
Active Listing Count	8	34	-76.5%	N/A	N/A	
Active Listing Volume	\$2,109,899	\$9,435,708	-77.6%	N/A	N/A	
Average Listing Price	\$263,737	\$277,521	-5%	\$313,467	\$259,292	+20.9%
Median Listing Price	\$198,500	\$197,450	+0.5%	\$233,014	\$177,820	+31%
Median Days in RPR	110	226	-51.3%	132.29	140.02	-5.5%
Months of Inventory	0.8	6.8	-88.2%	2.7	11.3	-76.5%
Absorption Rate	125%	14.71%	+110.3%	37.5%	8.82%	+28.7%
<b>Sales Activity Charts Metrics</b>						
New Pending Sales Count	5	7	-28.6%	92	66	+39.4%
New Pending Sales Volume	\$1,916,400	\$1,351,555	+41.8%	\$22,791,262	\$11,619,454	+96.1%
Pending Sales Count	10	10	±	N/A	N/A	
Pending Sales Volume	\$3,437,400	\$2,828,555	+21.5%	N/A	N/A	
Closed Sales Count	4	3	+33.3%	76	56	+35.7%
Closed Sales Volume	\$800,499	\$661,500	+21%	\$17,759,599	\$8,811,600	+101.5%
Average Sales Price	\$200,125	\$220,500	-9.2%	\$233,679	\$157,350	+48.5%
Median Sales Price	\$229,250	\$162,000	+41.5%	\$175,980	\$147,991	+18.9%

## 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



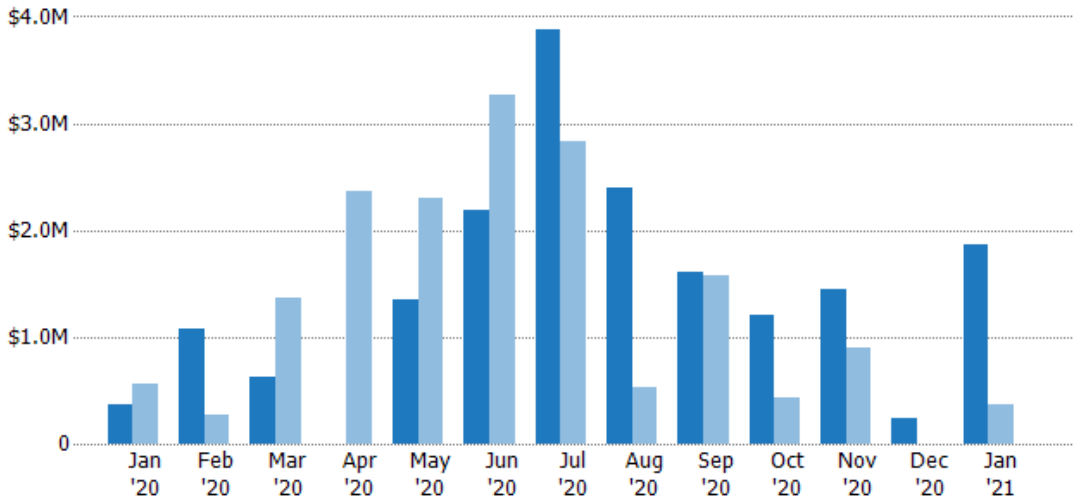
Current Year	3	3	3	-	6	9	12	10	6	5	4	3	5
Prior Year	6	2	6	9	11	16	13	5	8	4	4	-	3
Percent Change from Prior Year	-50%	50%	-50%	-100%	-45%	-44%	-8%	100%	-25%	25%	0%	100%	67%

## 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	\$363K	\$1.08M	\$633K	-	\$1.35M	\$2.19M	\$3.89M	\$2.4M	\$1.61M	\$1.21M	\$1.45M	\$231K	\$1.87M
Prior Year	\$559K	\$279K	\$1.37M	\$2.37M	\$2.3M	\$3.27M	\$2.83M	\$529K	\$1.57M	\$437K	\$904K	-	\$363K
Percent Change from Prior Year	-35%	286%	-54%	-100%	-41%	-33%	37%	354%	3%	177%	61%	100%	416%

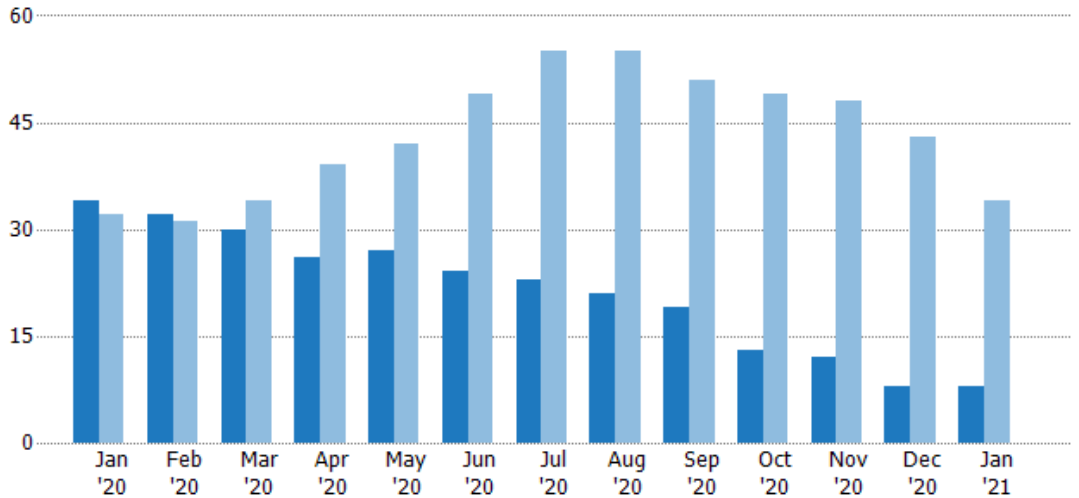
## Active Listings

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.
Jan '21	8	-76.5%
Jan '20	34	6.3%
Jan '19	32	37.5%



	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21
Current Year	34	32	30	26	27	24	23	21	19	13	12	8	8
Prior Year	32	31	34	39	42	49	55	55	51	49	48	43	34
Percent Change from Prior Year	6%	3%	-12%	-33%	-36%	-51%	-58%	-62%	-63%	-73%	-75%	-81%	-76%

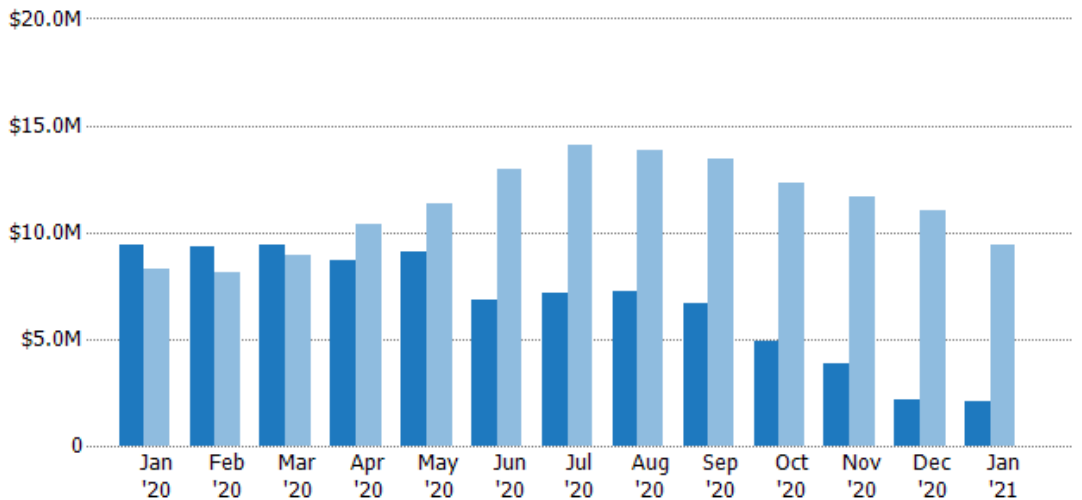
## Active Listing Volume

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.
Jan '21	\$2.11M	-77.6%
Jan '20	\$9.44M	14.3%
Jan '19	\$8.25M	38.2%



	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21
Current Year	\$9.44M	\$9.29M	\$9.42M	\$8.71M	\$9.12M	\$6.8M	\$7.19M	\$7.21M	\$6.69M	\$4.89M	\$3.82M	\$2.15M	\$2.11M
Prior Year	\$8.25M	\$8.16M	\$8.93M	\$10.4M	\$11.3M	\$13M	\$14.1M	\$13.8M	\$13.4M	\$12.3M	\$11.6M	\$11M	\$9.44M
Percent Change from Prior Year	14%	14%	5%	-16%	-20%	-48%	-49%	-48%	-50%	-60%	-67%	-80%	-78%

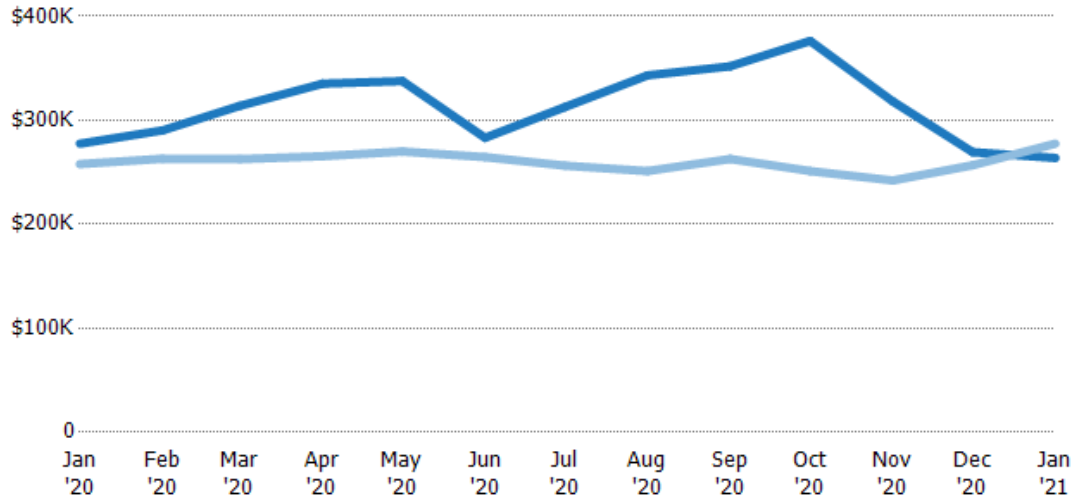
## Average Listing Price

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.
Jan '21	\$264K	-5%
Jan '20	\$278K	7.6%
Jan '19	\$258K	0.5%



Current Year	\$278K	\$290K	\$314K	\$335K	\$338K	\$283K	\$313K	\$343K	\$352K	\$376K	\$318K	\$269K	\$264K
Prior Year	\$258K	\$263K	\$263K	\$265K	\$270K	\$265K	\$256K	\$251K	\$263K	\$251K	\$242K	\$257K	\$278K
Percent Change from Prior Year	8%	10%	19%	26%	25%	7%	22%	37%	34%	50%	31%	5%	-5%

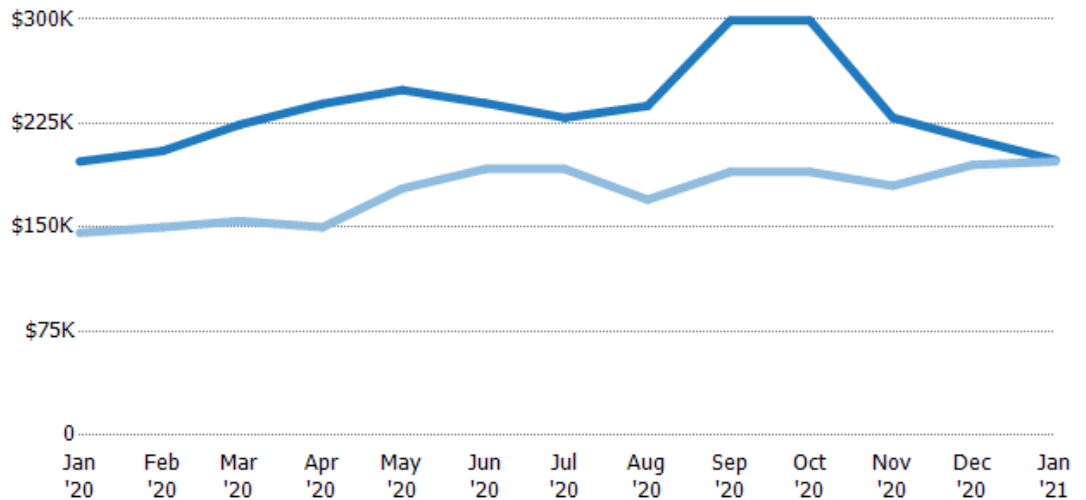
## Median Listing Price

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.
Jan '21	\$199K	0.5%
Jan '20	\$197K	35.2%
Jan '19	\$146K	17.8%



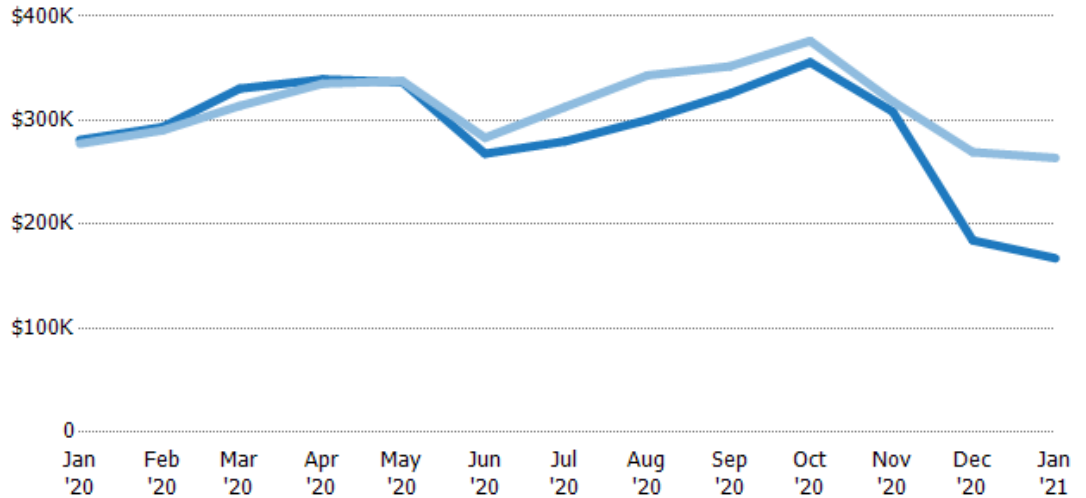
Current Year	\$197K	\$205K	\$224K	\$239K	\$249K	\$240K	\$229K	\$238K	\$299K	\$299K	\$229K	\$214K	\$199K
Prior Year	\$146K	\$150K	\$155K	\$150K	\$178K	\$192K	\$192K	\$170K	\$190K	\$190K	\$180K	\$195K	\$197K
Percent Change from Prior Year	35%	37%	45%	59%	40%	25%	19%	40%	57%	57%	27%	9%	1%

## 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



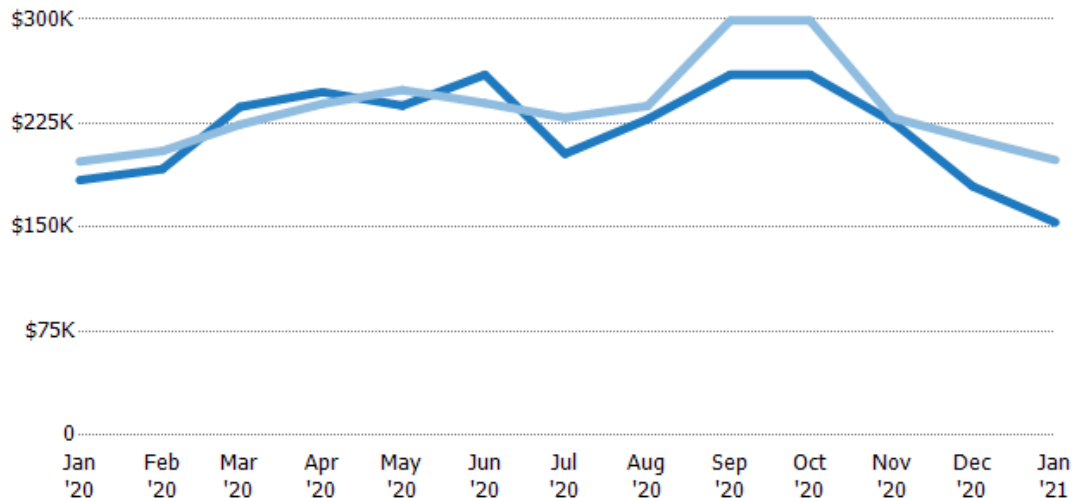
Avg Est Value	\$281K	\$293K	\$330K	\$339K	\$337K	\$268K	\$280K	\$300K	\$326K	\$356K	\$308K	\$184K	\$167K
Avg Listing Price	\$278K	\$290K	\$314K	\$335K	\$338K	\$283K	\$313K	\$343K	\$352K	\$376K	\$318K	\$269K	\$264K
Avg Listing Price as a % of Avg Est Value	99%	99%	95%	99%	100%	106%	112%	114%	108%	106%	103%	146%	158%

## 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 Est Value	\$184K	\$192K	\$237K	\$248K	\$238K	\$260K	\$203K	\$228K	\$260K	\$260K	\$226K	\$180K	\$153K
Median Listing Price	\$197K	\$205K	\$224K	\$239K	\$249K	\$240K	\$229K	\$238K	\$299K	\$299K	\$229K	\$214K	\$199K
Med Listing Price as a % of Med Est Value	107%	107%	95%	97%	105%	92%	113%	104%	115%	115%	101%	119%	129%

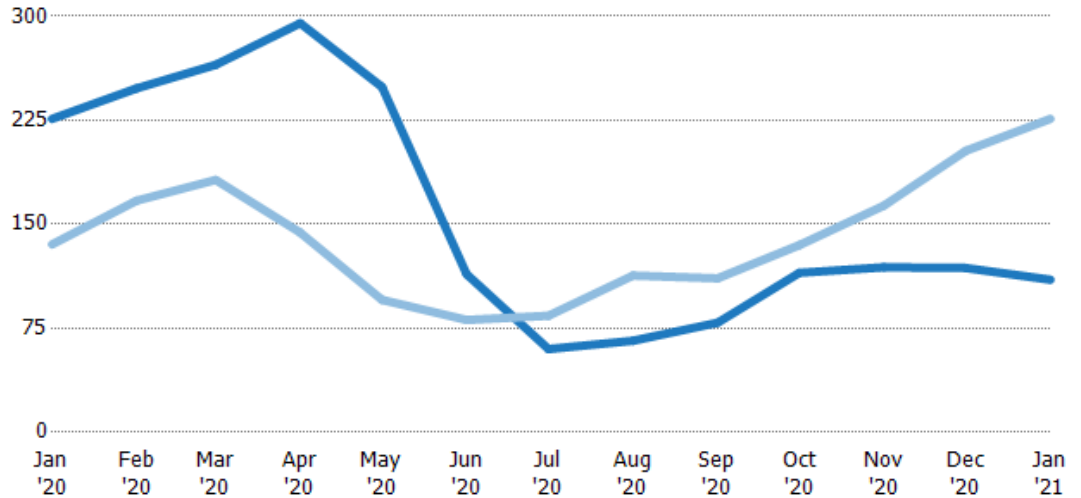
## Median Days in RPR

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.
Jan '21	110	-51.3%
Jan '20	226	66.8%
Jan '19	136	24.4%



	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21
Current Year	226	248	265	295	249	114	60	66	79	115	119	119	110
Prior Year	136	167	182	144	95.5	81	84	113	111	135	164	203	226
Percent Change from Prior Year	67%	49%	46%	105%	161%	41%	-29%	-42%	-29%	-15%	-27%	-42%	-51%

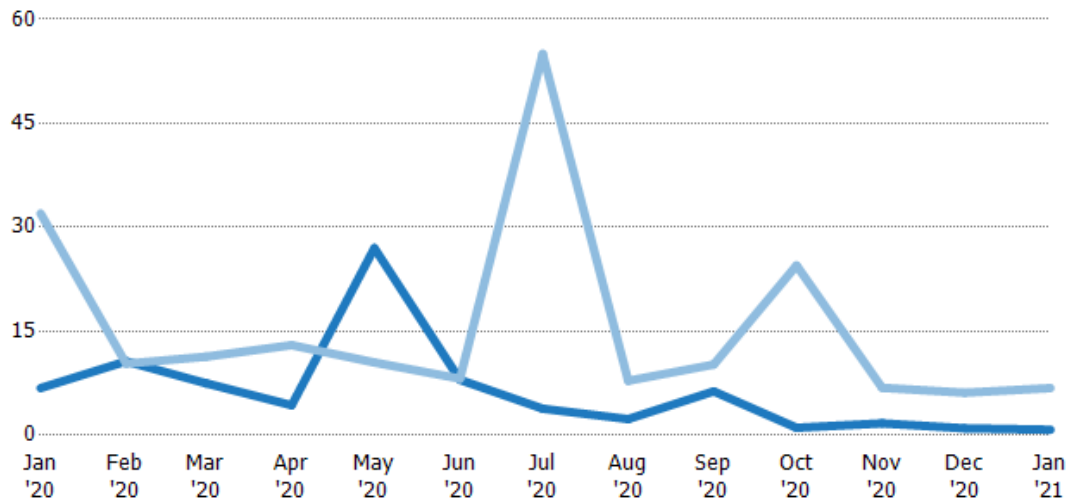
## Months of Inventory

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.
Jan '21	0.8	-88.2%
Jan '20	6.8	-78.8%
Jan '19	32	-77.1%



	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21
Current Year	6.8	10.7	7.5	4.33	27	8	3.83	2.33	6.33	1.08	1.71	1	0.8
Prior Year	32	10.3	11.3	13	10.5	8.17	55	7.86	10.2	24.5	6.86	6.14	6.8
Percent Change from Prior Year	-79%	3%	-34%	-67%	157%	-2%	-93%	-70%	-38%	-96%	-75%	-84%	-88%

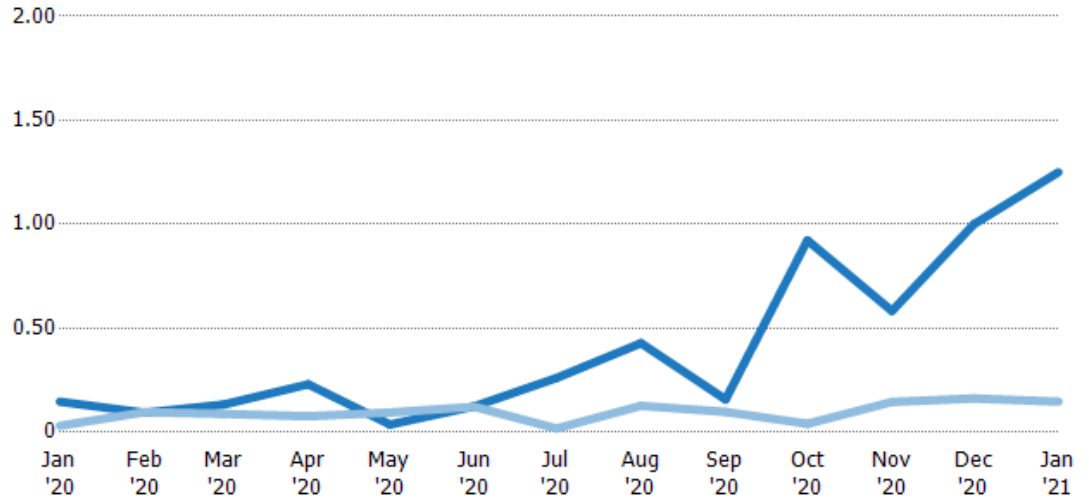
## Absorption Rate

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.
Jan '21	125%	-110.3%
Jan '20	15%	-11.6%
Jan '19	3%	336.9%



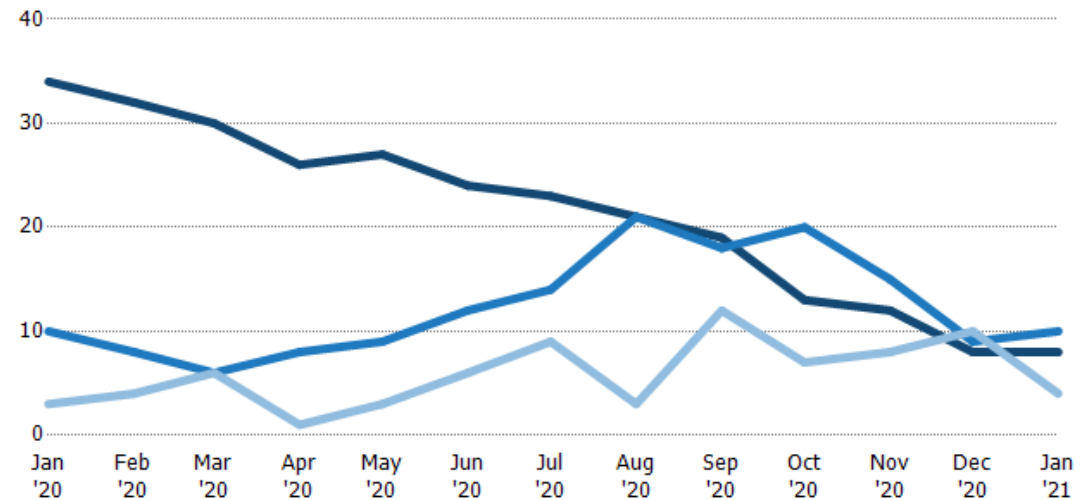
Current Year	15%	9%	13%	23%	4%	13%	26%	43%	16%	92%	58%	100%	125%
Prior Year	3%	10%	9%	8%	10%	12%	2%	13%	10%	4%	15%	16%	15%
Change from Prior Year	-12%	0%	-5%	-15%	6%	0%	-24%	-30%	-6%	-88%	-44%	-84%	-110%

## 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	34	32	30	26	27	24	23	21	19	13	12	8	8
Pending	10	8	6	8	9	12	14	21	18	20	15	9	10
Sold	3	4	6	1	3	6	9	3	12	7	8	10	4

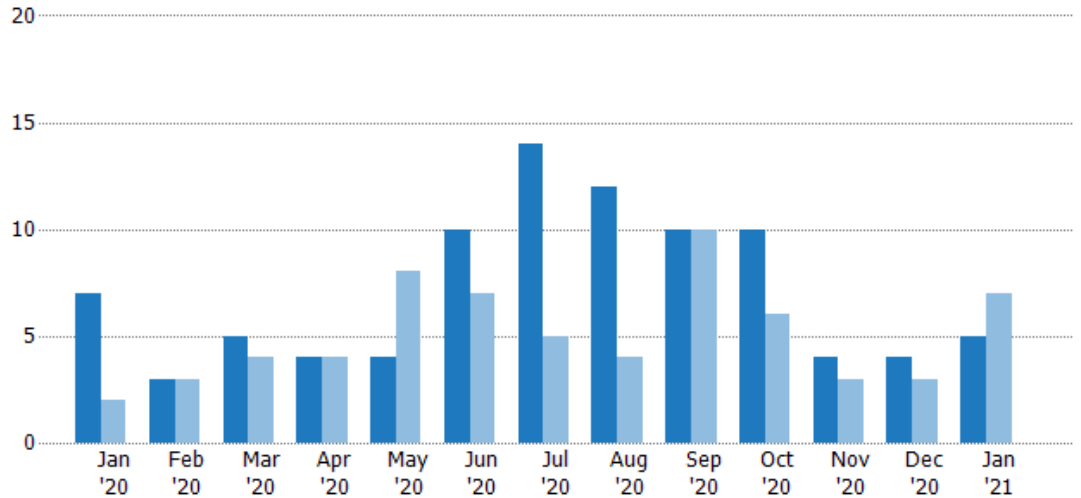
## New Pending Sales

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.
Jan '21	5	-28.6%
Jan '20	7	250%
Jan '19	2	0%



Current Year	7	3	5	4	4	10	14	12	10	10	4	4	5
Prior Year	2	3	4	4	8	7	5	4	10	6	3	3	7
Percent Change from Prior Year	250%	0%	25%	0%	-50%	43%	180%	200%	0%	67%	33%	33%	-29%

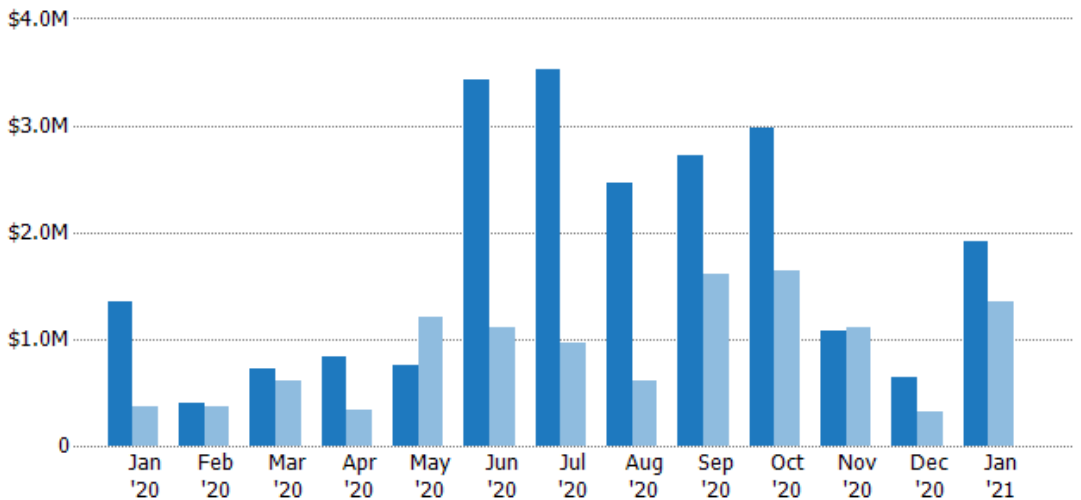
## New Pending Sales Volume

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.
Jan '21	\$1.92M	41.8%
Jan '20	\$1.35M	266.4%
Jan '19	\$369K	0.3%



Current Year	\$1.35M	\$401K	\$715K	\$838K	\$750K	\$3.42M	\$3.53M	\$2.45M	\$2.72M	\$2.97M	\$1.08M	\$646K	\$1.92M
Prior Year	\$369K	\$376K	\$605K	\$343K	\$1.21M	\$1.11M	\$964K	\$604K	\$1.61M	\$1.64M	\$1.11M	\$317K	\$1.35M
Percent Change from Prior Year	266%	7%	18%	144%	-38%	207%	266%	306%	69%	81%	-3%	104%	42%



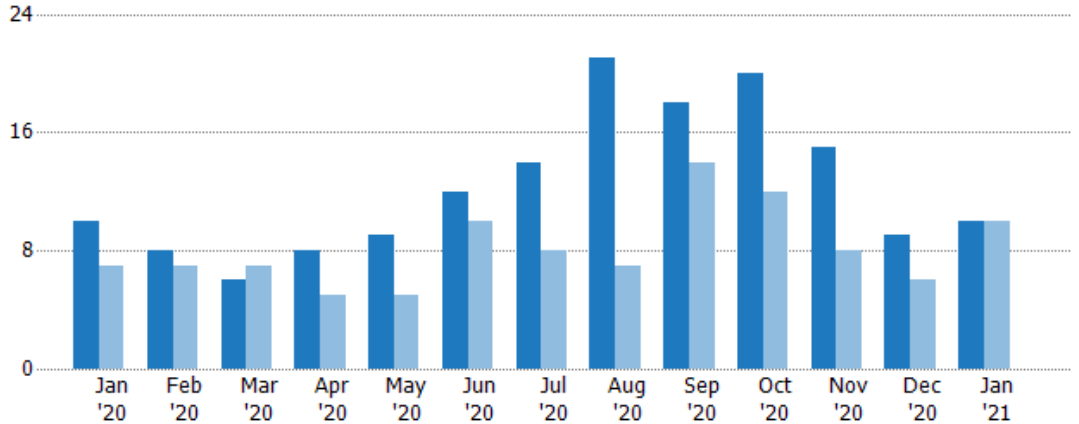
## Pending Sales

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.
Jan '21	10	0%
Jan '20	10	42.9%
Jan '19	7	-57.1%



	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21
Current Year	10	8	6	8	9	12	14	21	18	20	15	9	10
Prior Year	7	7	7	5	5	10	8	7	14	12	8	6	10
Percent Change from Prior Year	43%	14%	-14%	60%	80%	20%	75%	200%	29%	67%	88%	50%	0%

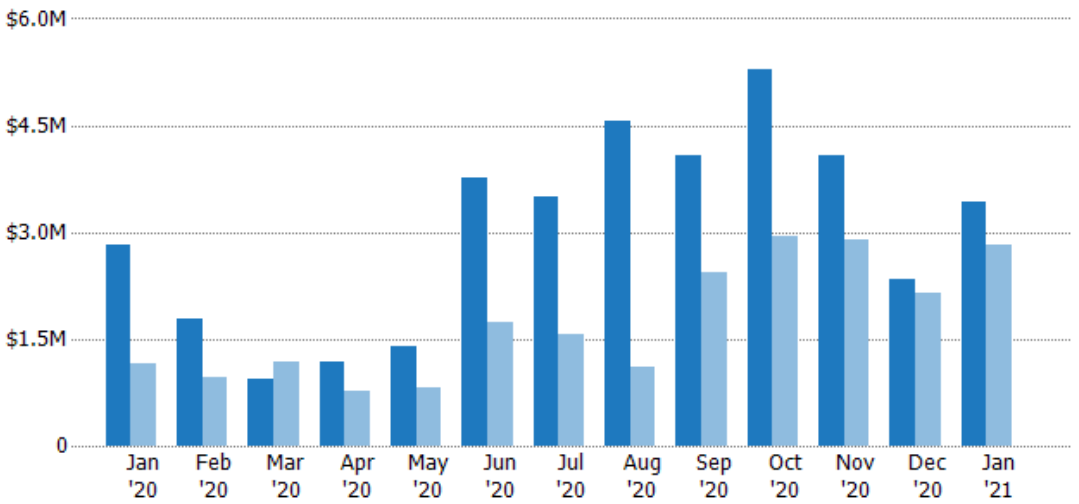
## Pending Sales Volume

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.
Jan '21	\$3.44M	21.5%
Jan '20	\$2.83M	143.4%
Jan '19	\$1.16M	-54.9%



	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21
Current Year	\$2.83M	\$1.79M	\$940K	\$1.18M	\$1.39M	\$3.78M	\$3.5M	\$4.57M	\$4.08M	\$5.28M	\$4.08M	\$2.34M	\$3.44M
Prior Year	\$1.16M	\$968K	\$1.17M	\$763K	\$828K	\$1.73M	\$1.58M	\$1.12M	\$2.43M	\$2.95M	\$2.89M	\$2.16M	\$2.83M
Percent Change from Prior Year	143%	85%	-20%	55%	68%	118%	122%	309%	68%	79%	41%	9%	22%

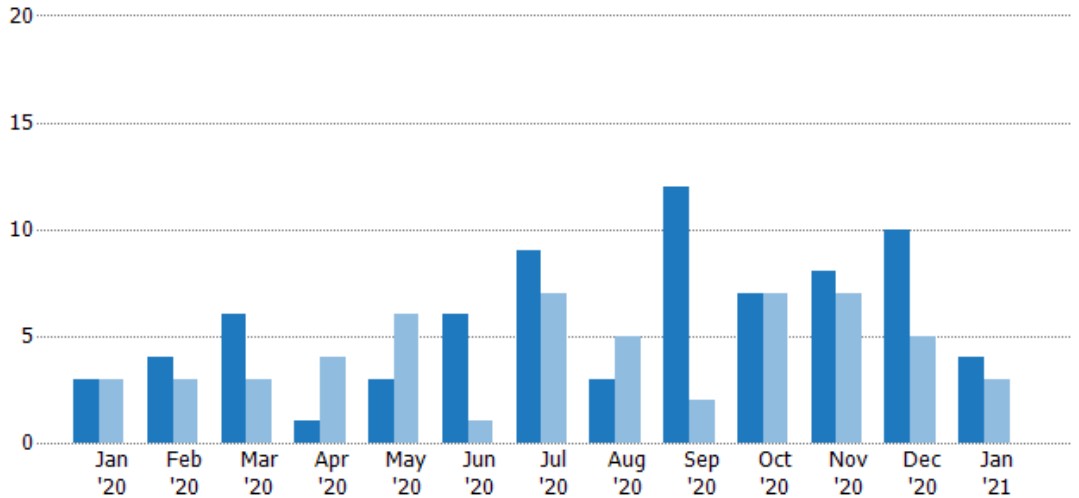
## Closed Sales

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.
Jan '21	4	33.3%
Jan '20	3	0%
Jan '19	3	-66.7%



Current Year	3	4	6	1	3	6	9	3	12	7	8	10	4
Prior Year	3	3	3	4	6	1	7	5	2	7	7	5	3
Percent Change from Prior Year	0%	33%	100%	-75%	-50%	500%	29%	-40%	500%	0%	14%	100%	33%

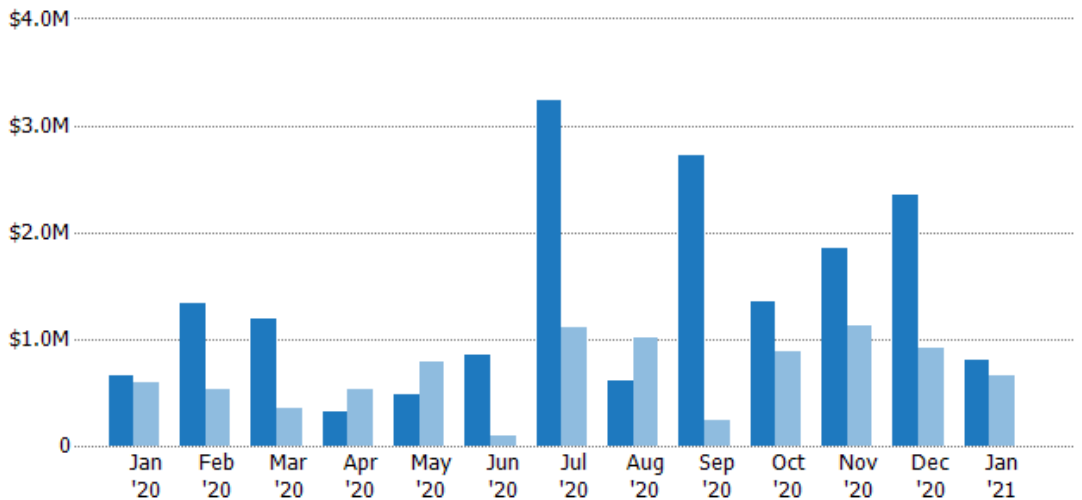
## Closed Sales Volume

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.
Jan '21	\$800K	21%
Jan '20	\$662K	11.4%
Jan '19	\$594K	-84.3%



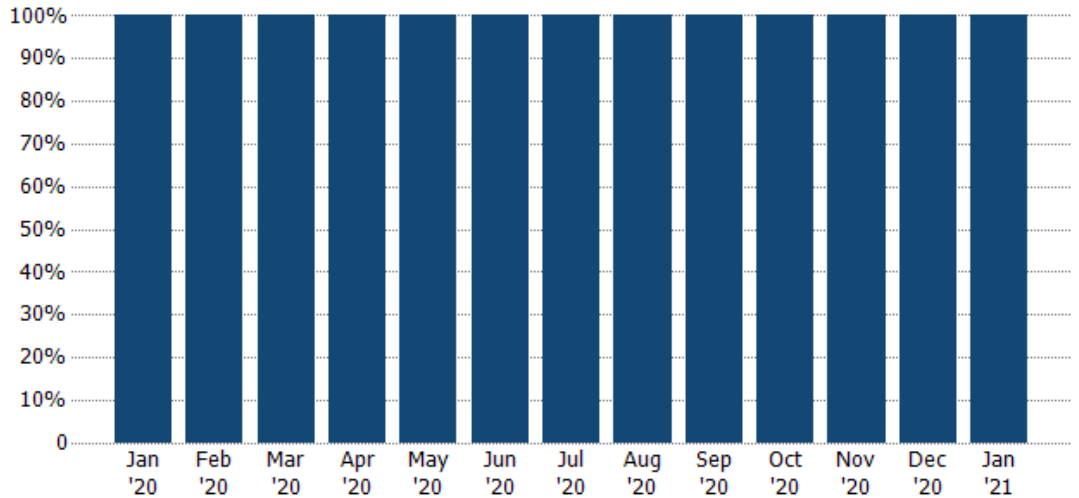
Current Year	\$662K	\$1.33M	\$1.19M	\$323K	\$478K	\$852K	\$3.24M	\$615K	\$2.72M	\$1.35M	\$1.86M	\$2.34M	\$800K
Prior Year	\$594K	\$528K	\$352K	\$531K	\$783K	\$90K	\$1.11M	\$1.01M	\$235K	\$883K	\$1.13M	\$908K	\$662K
Percent Change from Prior Year	11%	153%	237%	-39%	-39%	847%	193%	-39%	1,059%	52%	65%	158%	21%

## 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



■ Single Family Residence

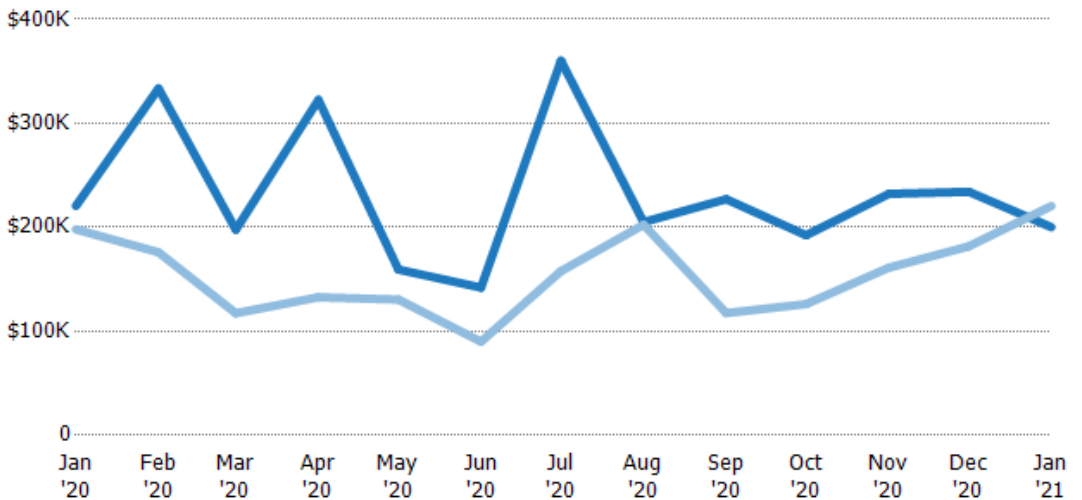
100% 100% 100% 100% 100% 100% 100% 100% 100% 100% 100% 100% 100%

## 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



Month/Year	Price	% Chg.
Jan '21	\$200K	-9.2%
Jan '20	\$221K	11.4%
Jan '19	\$198K	-52.8%

■ Current Year	\$221K	\$333K	\$198K	\$323K	\$159K	\$142K	\$360K	\$205K	\$227K	\$192K	\$232K	\$234K	\$200K
■ Prior Year	\$198K	\$176K	\$117K	\$133K	\$131K	\$90K	\$158K	\$203K	\$118K	\$126K	\$161K	\$182K	\$221K
Percent Change from Prior Year	11%	89%	68%	143%	22%	58%	128%	1%	93%	52%	44%	29%	-9%

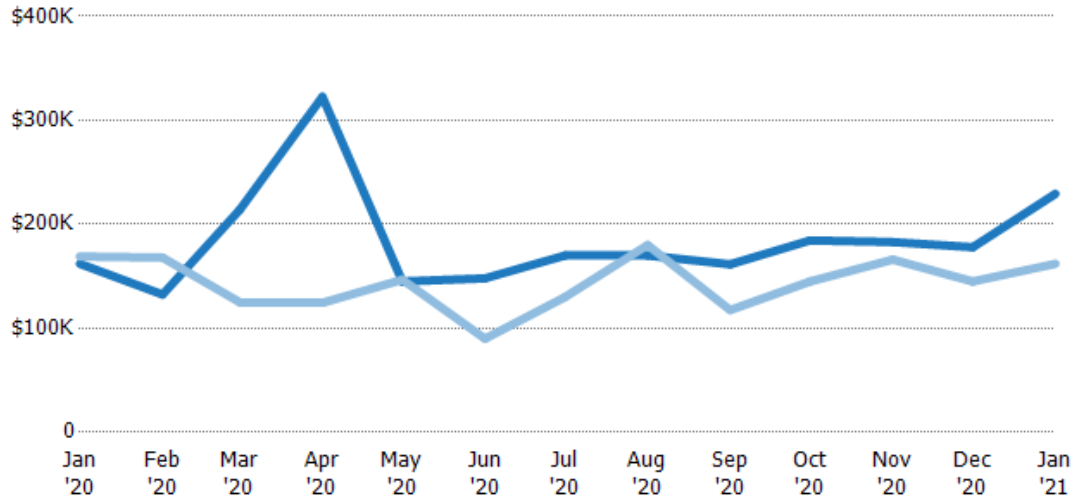
## Median Sales Price

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.
Jan '21	\$229K	41.5%
Jan '20	\$162K	-4.1%
Jan '19	\$169K	-44.7%



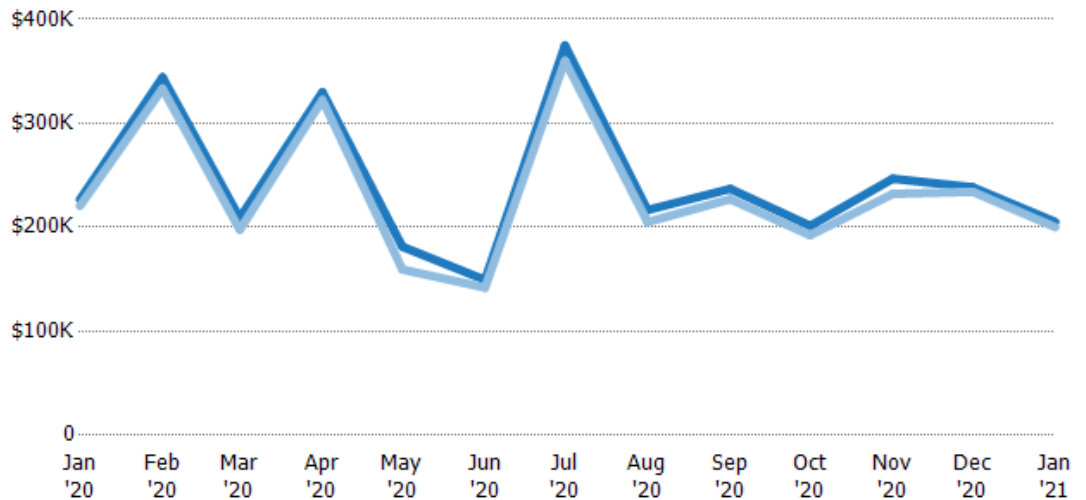
Current Year	\$162K	\$132K	\$214K	\$323K	\$145K	\$148K	\$170K	\$170K	\$162K	\$185K	\$183K	\$178K	\$229K
Prior Year	\$169K	\$168K	\$125K	\$125K	\$147K	\$90K	\$130K	\$180K	\$118K	\$145K	\$166K	\$145K	\$162K
Percent Change from Prior Year	-4%	-21%	71%	159%	-1%	64%	31%	-6%	37%	27%	10%	23%	42%

## 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



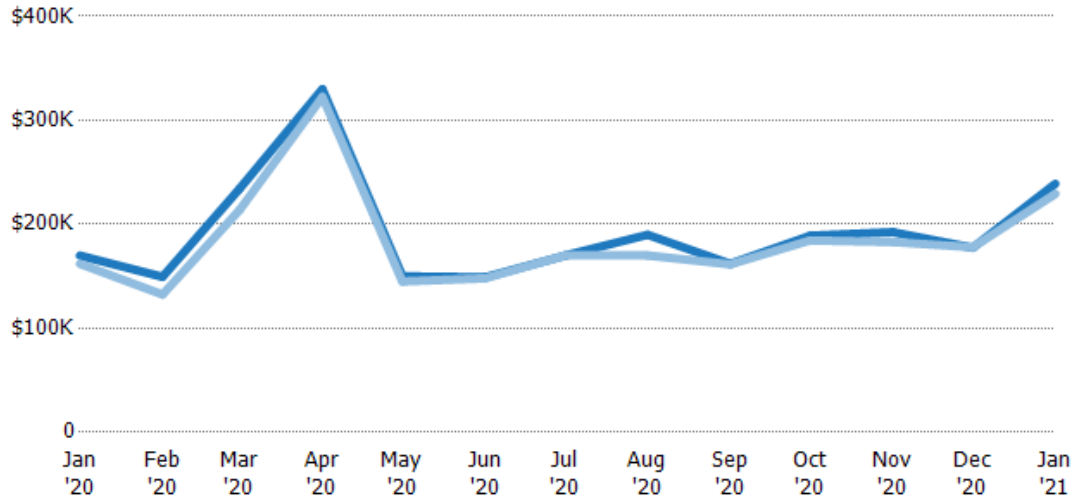
Avg List Price	\$227K	\$344K	\$209K	\$330K	\$181K	\$149K	\$375K	\$217K	\$237K	\$201K	\$247K	\$238K	\$205K
Avg Sales Price	\$221K	\$333K	\$198K	\$323K	\$159K	\$142K	\$360K	\$205K	\$227K	\$192K	\$232K	\$234K	\$200K
Avg Sales Price as a % of Avg List Price	97%	97%	95%	98%	88%	95%	96%	95%	96%	96%	94%	98%	98%

## 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



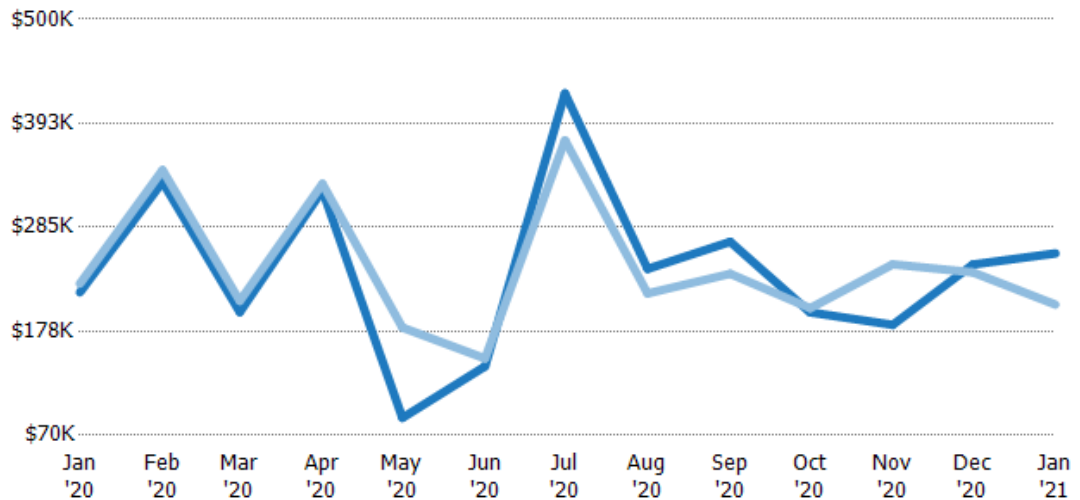
	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21
Median List Price	\$170K	\$149K	\$234K	\$330K	\$150K	\$149K	\$170K	\$190K	\$162K	\$189K	\$192K	\$177K	\$239K
Median Sales Price	\$162K	\$132K	\$214K	\$323K	\$145K	\$148K	\$170K	\$170K	\$162K	\$185K	\$183K	\$178K	\$229K
Med Sales Price as a % of Med List Price	95%	89%	91%	98%	97%	99%	100%	90%	100%	98%	95%	100%	96%

## 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



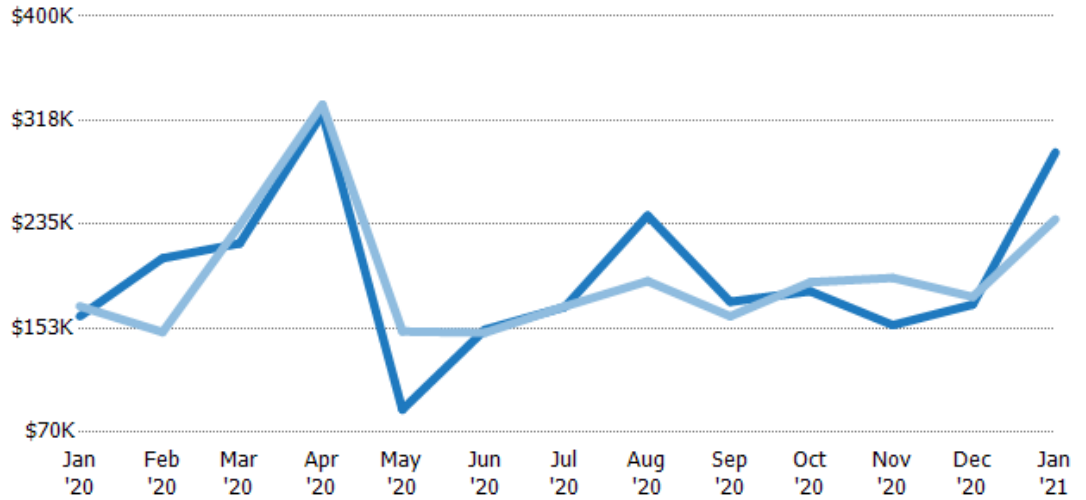
	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21
Avg Est Value	\$218K	\$332K	\$197K	\$323K	\$88K	\$141K	\$423K	\$242K	\$270K	\$197K	\$184K	\$246K	\$258K
Avg Sales Price	\$227K	\$344K	\$209K	\$330K	\$181K	\$149K	\$375K	\$217K	\$237K	\$201K	\$247K	\$238K	\$205K
Avg Sales Price as a % of Avg Est Value	104%	104%	106%	102%	206%	106%	89%	90%	88%	102%	134%	97%	80%

## 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



	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21
Median Est Value	\$162K	\$208K	\$220K	\$323K	\$88K	\$151K	\$169K	\$242K	\$174K	\$182K	\$155K	\$171K	\$292K
Median Sales Price	\$170K	\$149K	\$234K	\$330K	\$150K	\$149K	\$170K	\$190K	\$162K	\$189K	\$192K	\$177K	\$239K
Med Sales Price as a % of Med Est Value	105%	72%	107%	102%	170%	98%	100%	78%	93%	104%	124%	104%	82%