

Summary of Key Listing and Sales Metrics

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

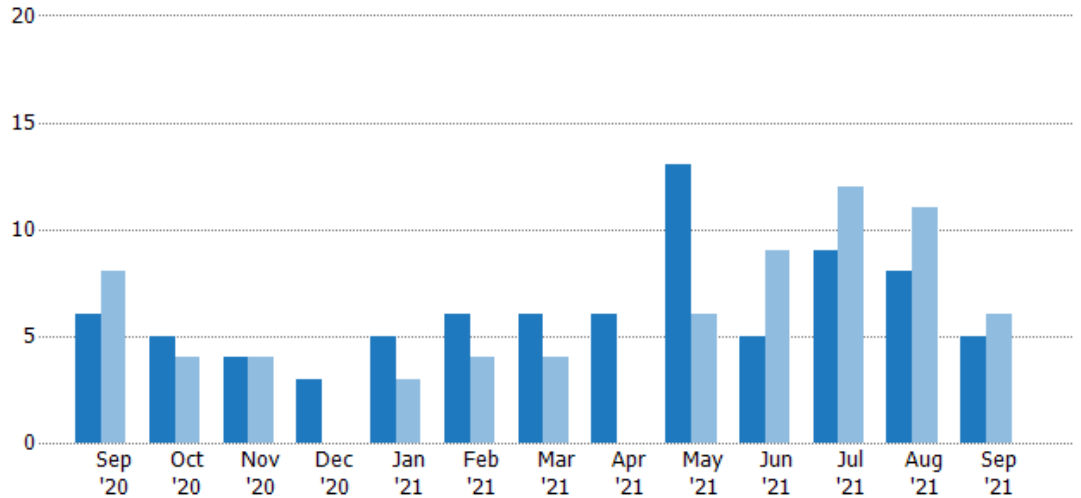
Key Metrics	Sep 2021	Sep 2020	+ / -	YTD 2021	YTD 2020	+ / -
Listing Activity Charts Metrics						
New Listing Count	5	6	-16.7%	63	55	+14.5%
New Listing Volume	\$1,026,700	\$1,608,499	-36.2%	\$15,903,600	\$14,278,699	+11.4%
Active Listing Count	21	20	+5%	N/A	N/A	
Active Listing Volume	\$5,168,150	\$6,996,499	-26.1%	N/A	N/A	
Average Listing Price	\$246,102	\$349,825	-29.6%	\$241,328	\$307,488	-21.5%
Median Listing Price	\$240,000	\$279,000	-14%	\$201,992	\$229,265	-11.9%
Median Days in RPR	81	86	-5.8%	66.94	139.72	-52.1%
Months of Inventory	5.3	5	+5%	3	7.5	-60%
Absorption Rate	19.05%	20%	-1%	33.57%	13.41%	+20.2%
Sales Activity Charts Metrics						
New Pending Sales Count	2	10	-80%	57	72	-20.8%
New Pending Sales Volume	\$522,800	\$2,723,800	-80.8%	\$14,037,600	\$16,811,163	-16.5%
Pending Sales Count	7	19	-63.2%	N/A	N/A	
Pending Sales Volume	\$2,071,800	\$4,207,500	-50.8%	N/A	N/A	
Closed Sales Count	4	11	-63.6%	45	48	-6.3%
Closed Sales Volume	\$773,000	\$2,386,000	-67.6%	\$10,933,177	\$11,565,900	-5.5%
Average Sales Price	\$193,250	\$216,909	-10.9%	\$242,959	\$240,956	+0.8%
Median Sales Price	\$142,000	\$158,000	-10.1%	\$214,822	\$172,923	+24.2%

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



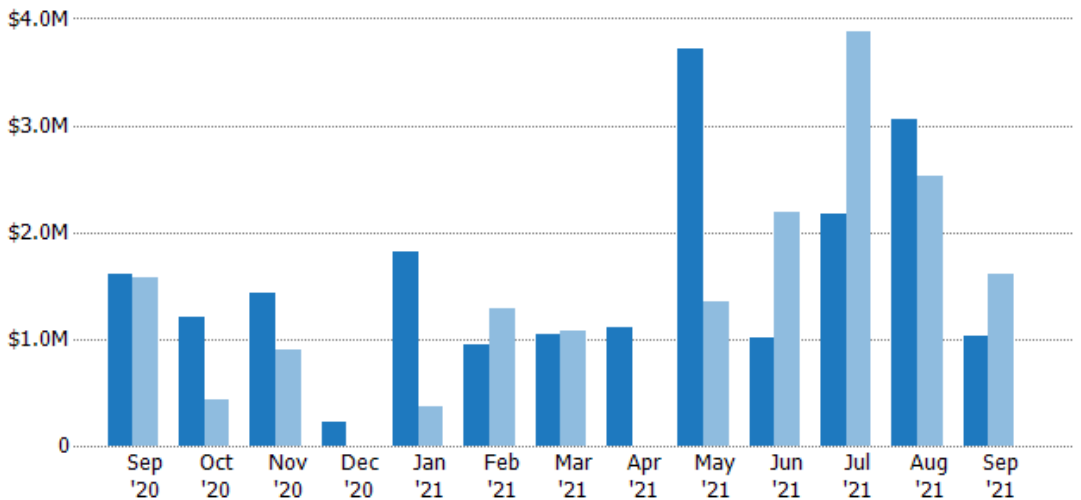
Current Year	6	5	4	3	5	6	6	6	13	5	9	8	5
Prior Year	8	4	4	-	3	4	4	-	6	9	12	11	6
Percent Change from Prior Year	-25%	25%	0%	100%	67%	50%	50%	100%	117%	-44%	-25%	-27%	-17%

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



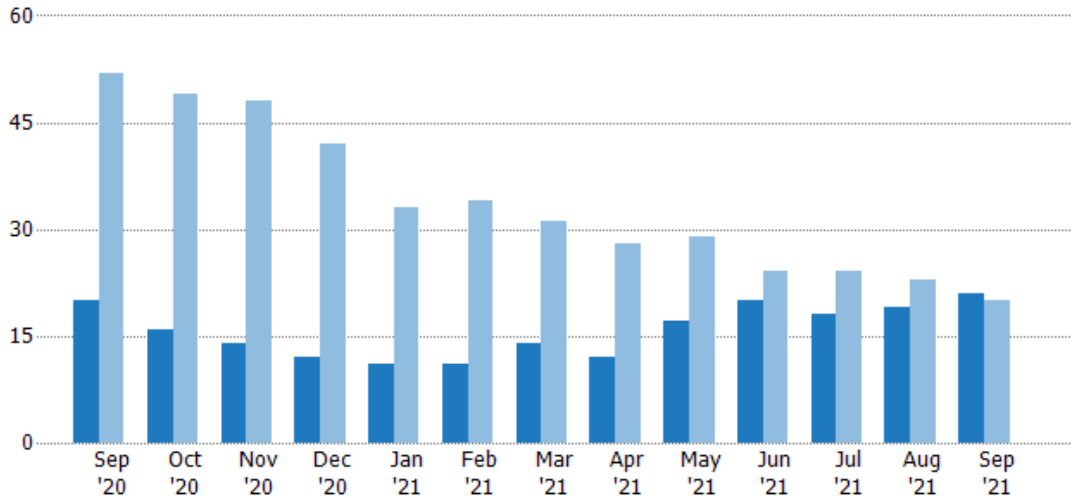
Current Year	\$1.61M	\$1.21M	\$1.43M	\$226K	\$1.81M	\$951K	\$1.04M	\$1.11M	\$3.71M	\$1.01M	\$2.17M	\$3.06M	\$1.03M
Prior Year	\$1.57M	\$437K	\$904K	-	\$363K	\$1.29M	\$1.07M	-	\$1.35M	\$2.19M	\$3.89M	\$2.53M	\$1.61M
Percent Change from Prior Year	3%	177%	58%	100%	399%	-26%	-3%	100%	175%	-54%	-44%	21%	-36%

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



Month/Year	Count	% Chg.
Sep '21	21	5%
Sep '20	20	-61.5%
Sep '19	52	-38.5%

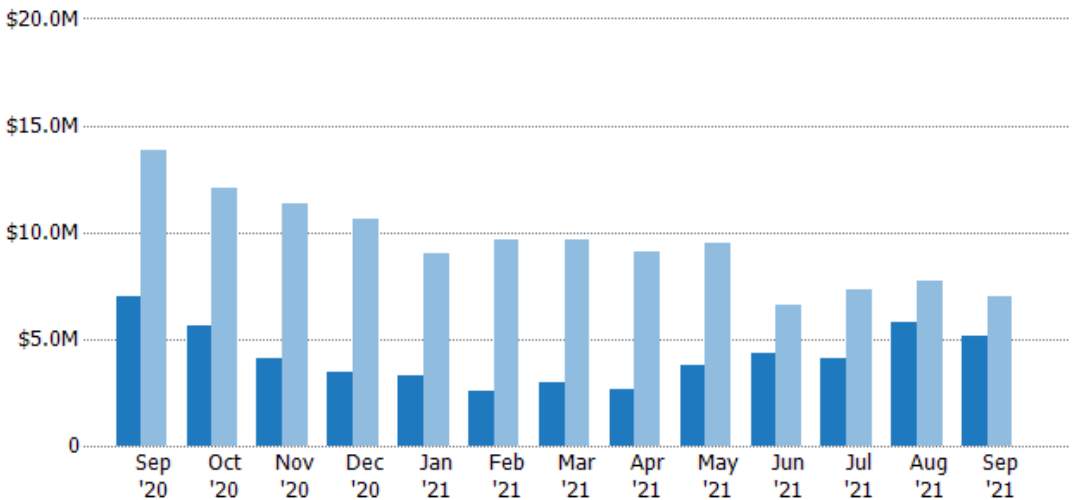
	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21
Current Year	20	16	14	12	11	11	14	12	17	20	18	19	21
Prior Year	52	49	48	42	33	34	31	28	29	24	24	23	20
Percent Change from Prior Year	-62%	-67%	-71%	-71%	-67%	-68%	-55%	-57%	-41%	-17%	-25%	-17%	5%

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



Month/Year	Volume	% Chg.
Sep '21	\$5.17M	-26.1%
Sep '20	\$7M	-49.3%
Sep '19	\$13.8M	-39%

	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21
Current Year	\$7M	\$5.6M	\$4.09M	\$3.44M	\$3.26M	\$2.53M	\$2.94M	\$2.63M	\$3.81M	\$4.3M	\$4.11M	\$5.76M	\$5.17M
Prior Year	\$13.8M	\$12.1M	\$11.4M	\$10.6M	\$9.04M	\$9.66M	\$9.67M	\$9.1M	\$9.5M	\$6.61M	\$7.31M	\$7.75M	\$7M
Percent Change from Prior Year	-49%	-54%	-64%	-68%	-64%	-74%	-70%	-71%	-60%	-35%	-44%	-26%	-26%

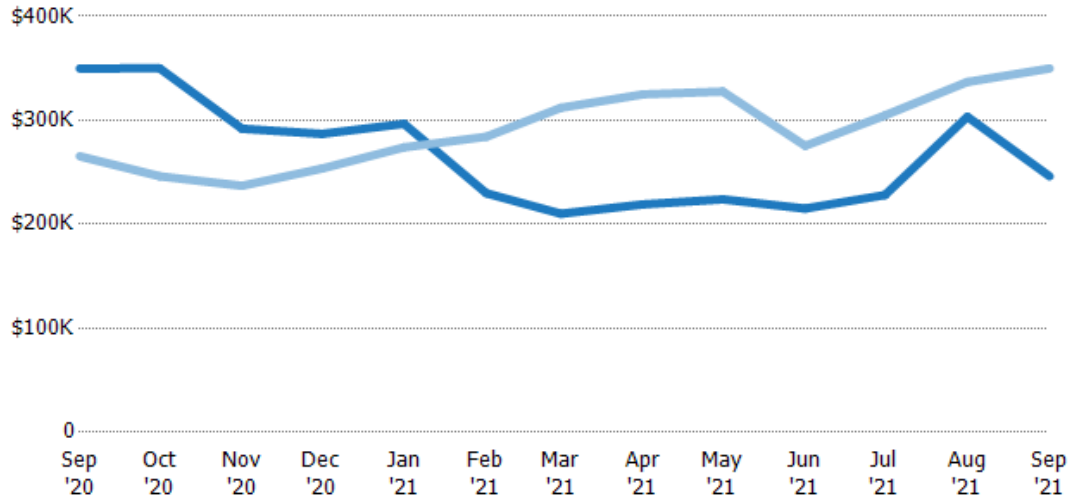
Average Listing Price

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

Month/Year	Price	% Chg.
Sep '21	\$246K	-29.6%
Sep '20	\$350K	31.8%
Sep '19	\$265K	-0.8%



Current Year	\$350K	\$350K	\$292K	\$287K	\$297K	\$230K	\$210K	\$219K	\$224K	\$215K	\$228K	\$303K	\$246K
Prior Year	\$265K	\$246K	\$237K	\$254K	\$274K	\$284K	\$312K	\$325K	\$328K	\$275K	\$305K	\$337K	\$350K
Percent Change from Prior Year	32%	42%	23%	13%	8%	-19%	-33%	-33%	-32%	-22%	-25%	-10%	-30%

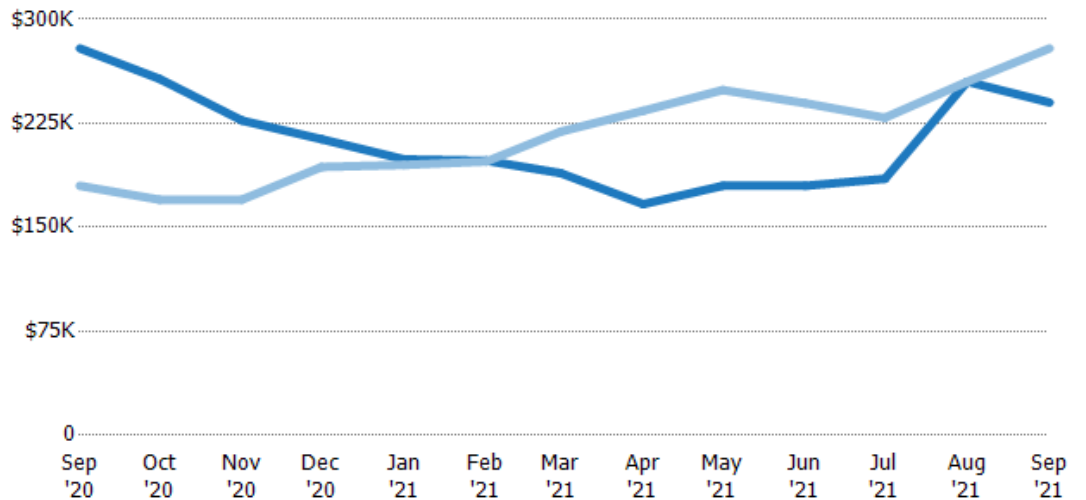
Median Listing Price

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

Month/Year	Price	% Chg.
Sep '21	\$240K	-14%
Sep '20	\$279K	55.1%
Sep '19	\$180K	-5.8%



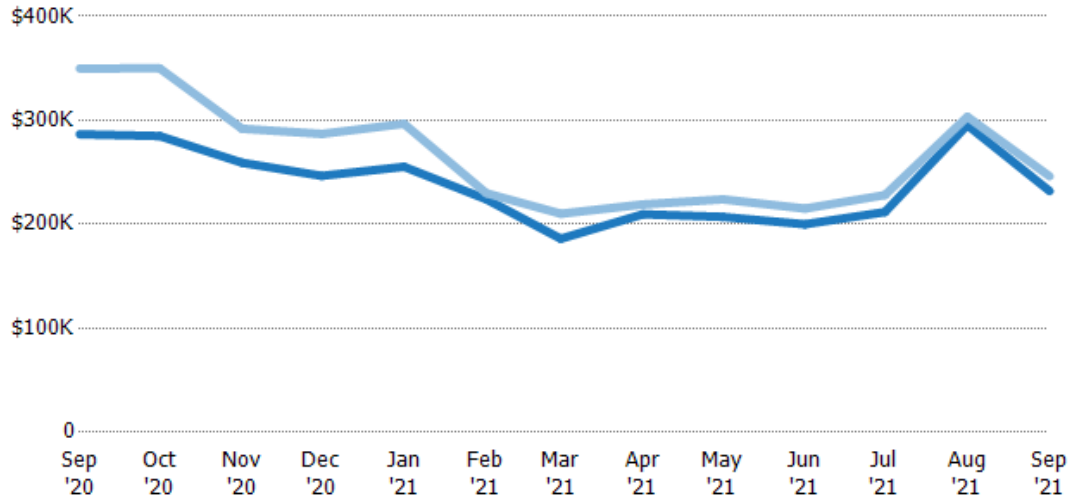
Current Year	\$279K	\$257K	\$227K	\$214K	\$199K	\$198K	\$189K	\$167K	\$180K	\$180K	\$185K	\$255K	\$240K
Prior Year	\$180K	\$170K	\$170K	\$194K	\$195K	\$197K	\$219K	\$234K	\$249K	\$240K	\$229K	\$255K	\$279K
Percent Change from Prior Year	55%	51%	34%	10%	2%	0%	-14%	-29%	-28%	-25%	-19%	0%	-14%

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



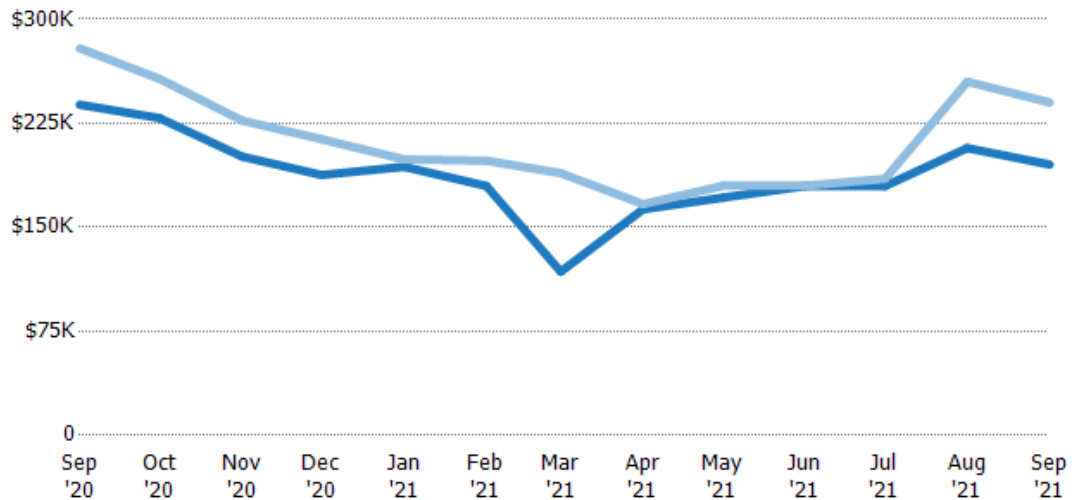
Avg Est Value	\$287K	\$285K	\$259K	\$247K	\$255K	\$224K	\$186K	\$210K	\$207K	\$200K	\$212K	\$295K	\$232K
Avg Listing Price	\$350K	\$350K	\$292K	\$287K	\$297K	\$230K	\$210K	\$219K	\$224K	\$215K	\$228K	\$303K	\$246K
Avg Listing Price as a % of Avg Est Value	122%	123%	113%	116%	116%	103%	113%	105%	108%	108%	108%	103%	106%

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



Median Est Value	\$238K	\$229K	\$201K	\$188K	\$194K	\$180K	\$118K	\$163K	\$171K	\$180K	\$180K	\$207K	\$195K
Median Listing Price	\$279K	\$257K	\$227K	\$214K	\$199K	\$198K	\$189K	\$167K	\$180K	\$180K	\$185K	\$255K	\$240K
Med Listing Price as a % of Med Est Value	117%	112%	113%	114%	103%	110%	160%	102%	105%	100%	103%	123%	123%

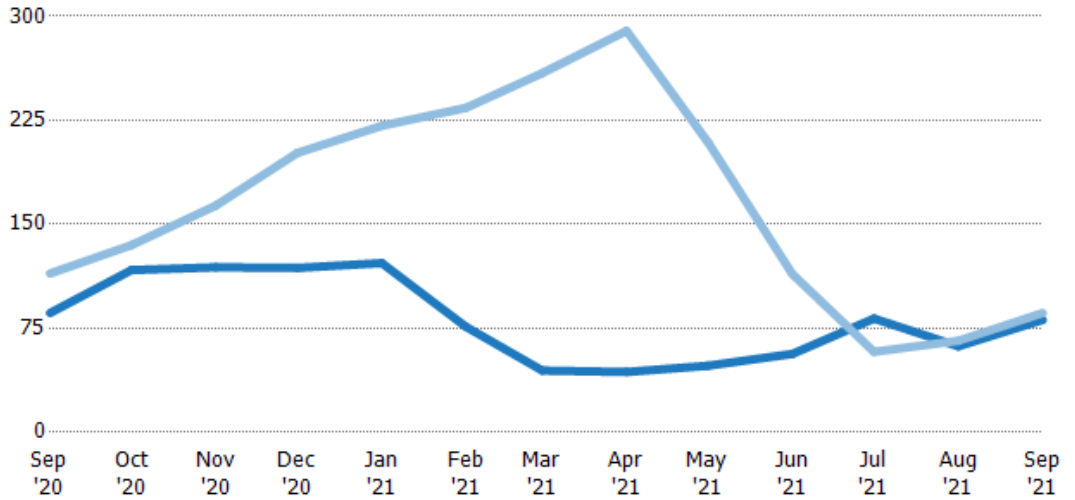
Median Days in RPR

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

Month/Year	Days	% Chg.
Sep '21	81	-5.8%
Sep '20	86	-24.9%
Sep '19	115	6.1%



	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21
Current Year	86	117	119	119	122	76	44.5	43.5	48	56.5	82	62	81
Prior Year	115	135	164	202	221	234	259	290	209	114	58	66	86
Percent Change from Prior Year	-25%	-13%	-27%	-41%	-45%	-68%	-83%	-85%	-77%	-50%	41%	-6%	-6%

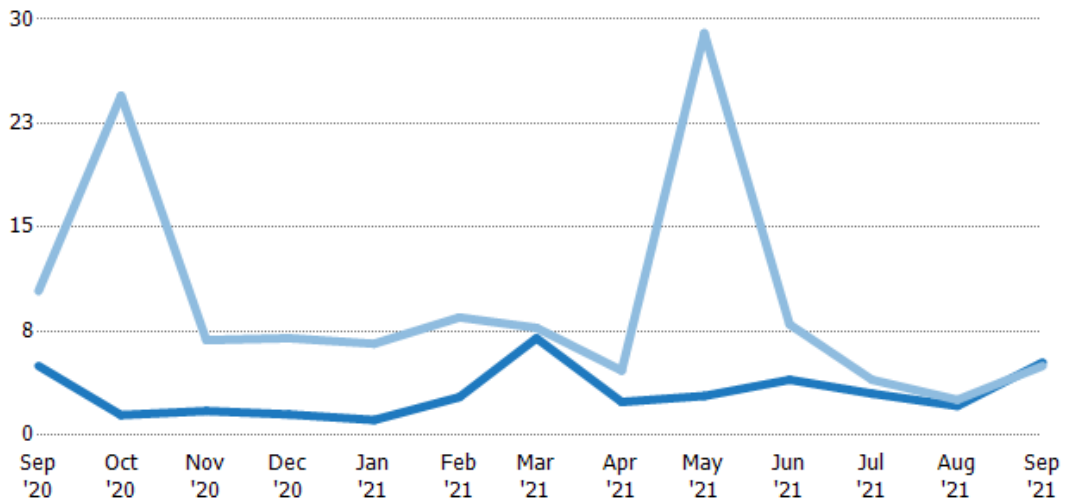
Months of Inventory

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

Month/Year	Months	% Chg.
Sep '21	5.25	5%
Sep '20	5	-51.9%
Sep '19	10.4	-23.1%



	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21
Current Year	5	1.45	1.75	1.5	1.1	2.75	7	2.4	2.83	4	3	2.11	5.25
Prior Year	10.4	24.5	6.86	7	6.6	8.5	7.75	4.67	29	8	4	2.56	5
Percent Change from Prior Year	-52%	-94%	-74%	-79%	-83%	-68%	-10%	-49%	-90%	-50%	-25%	-17%	5%

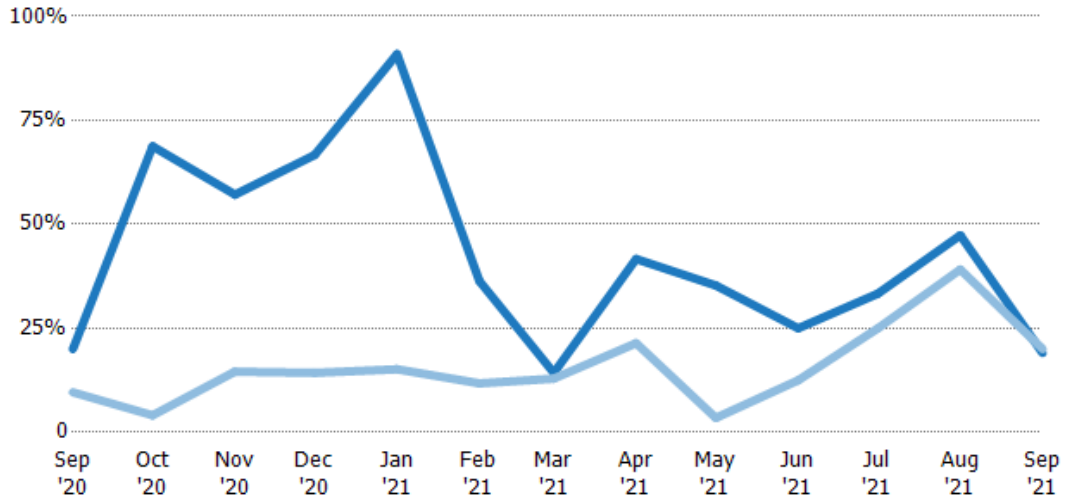
Absorption Rate

The percentage of inventory sold per month.

Filters Used

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

Month/ Year	Rate	Chg.
Sep '21	19%	1%
Sep '20	20%	-10.4%
Sep '19	10%	30.1%



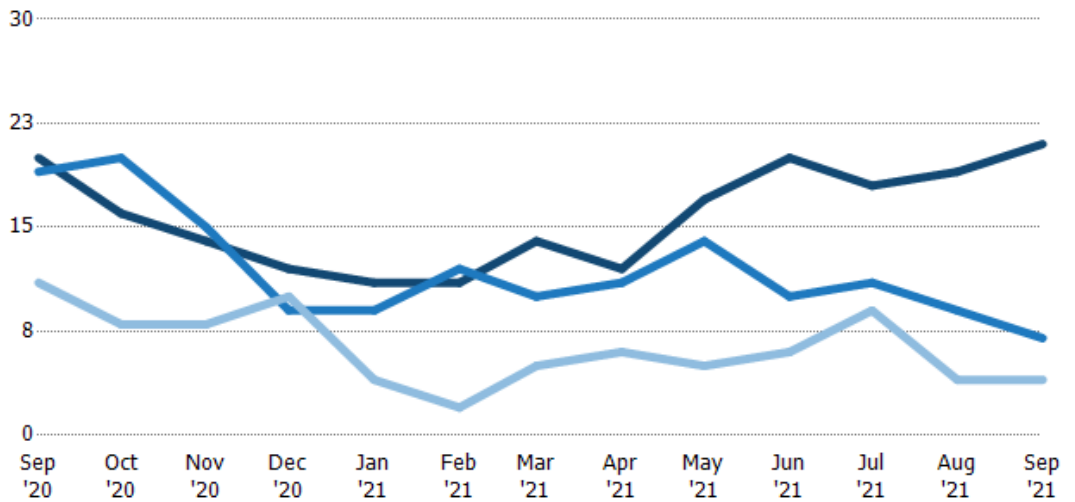
Current Year	20%	69%	57%	67%	91%	36%	14%	42%	35%	25%	33%	47%	19%
Prior Year	10%	4%	15%	14%	15%	12%	13%	21%	3%	13%	25%	39%	20%
Change from Prior Year	-10%	-65%	-43%	-52%	-76%	-25%	-1%	-20%	-32%	-13%	-8%	-8%	1%

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



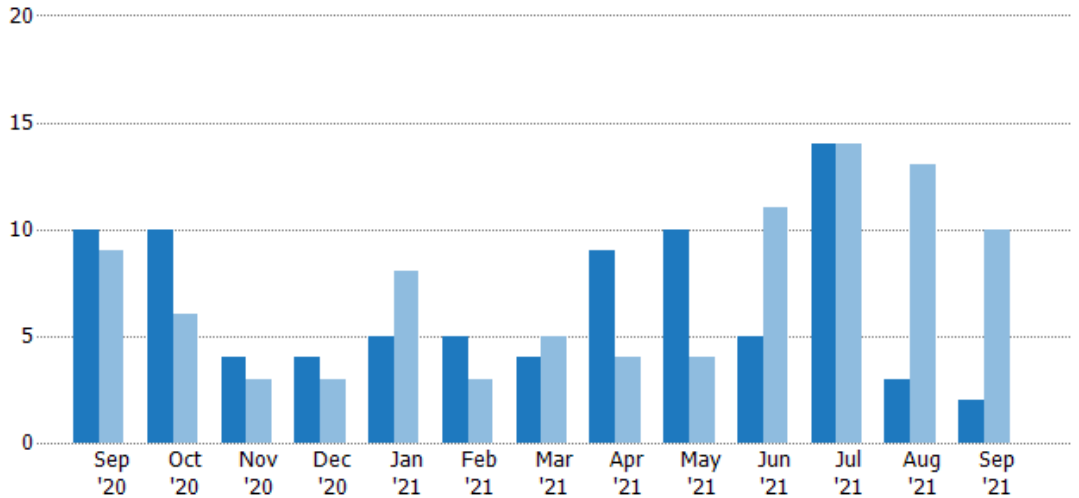
Active	20	16	14	12	11	11	14	12	17	20	18	19	21
Pending	19	20	15	9	9	12	10	11	14	10	11	9	7
Sold	11	8	8	10	4	2	5	6	5	6	9	4	4

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



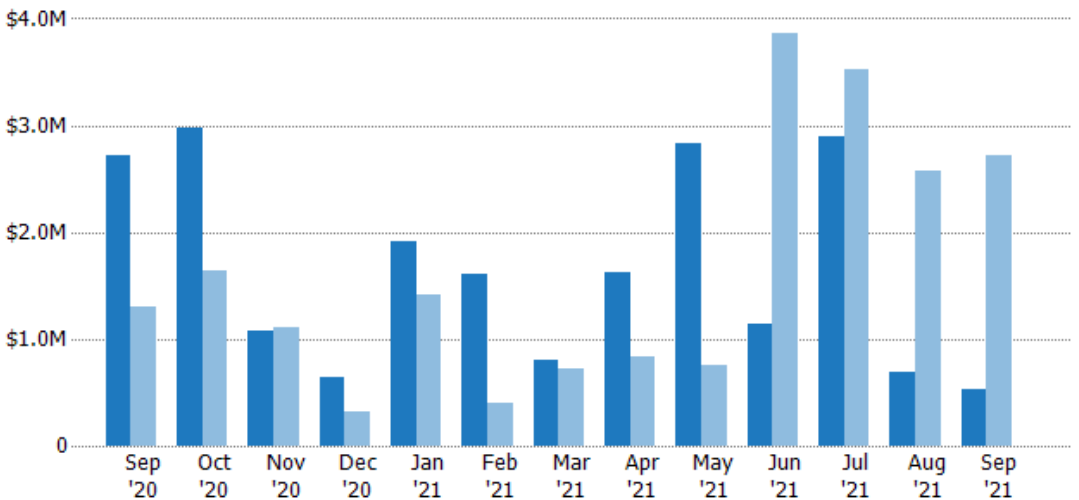
Month/Year	Count	% Chg.
Sep '21	2	-80%
Sep '20	10	11.1%
Sep '19	9	-66.7%

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



Month/Year	Volume	% Chg.
Sep '21	\$523K	-80.8%
Sep '20	\$2.72M	108.6%
Sep '19	\$1.31M	-71.8%

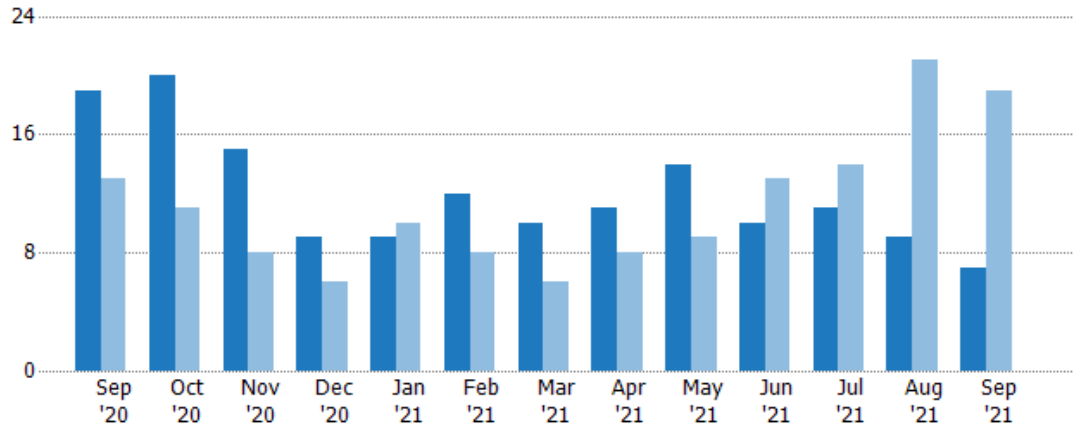
Pending Sales

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

Month/Year	Count	% Chg.
Sep '21	7	-63.2%
Sep '20	19	46.2%
Sep '19	13	-53.8%



	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21
Current Year	19	20	15	9	9	12	10	11	14	10	11	9	7
Prior Year	13	11	8	6	10	8	6	8	9	13	14	21	19
Percent Change from Prior Year	46%	82%	88%	50%	-10%	50%	67%	38%	56%	-23%	-21%	-57%	-63%

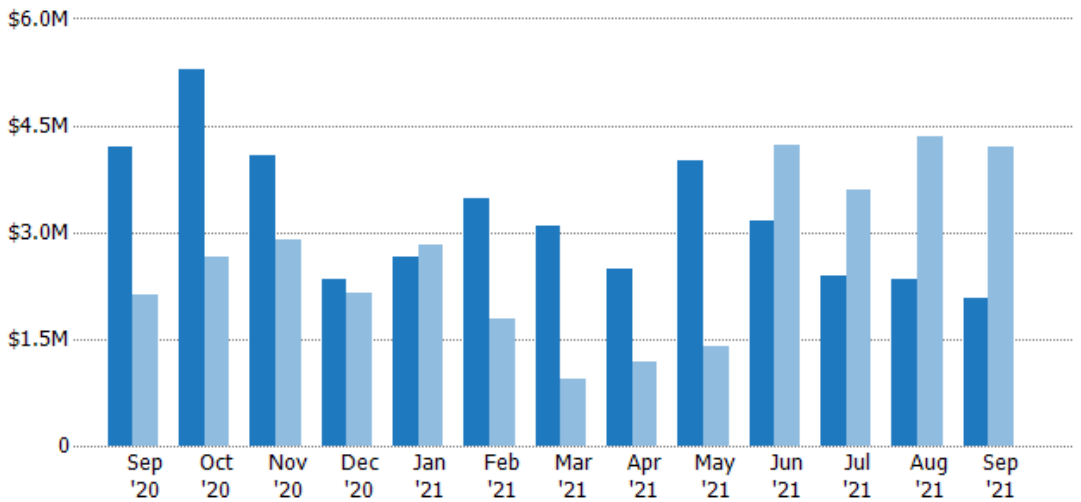
Pending Sales Volume

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

Month/Year	Volume	% Chg.
Sep '21	\$2.07M	-50.8%
Sep '20	\$4.21M	98.5%
Sep '19	\$2.12M	-61%



	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21
Current Year	\$4.21M	\$5.28M	\$4.08M	\$2.34M	\$2.65M	\$3.49M	\$3.1M	\$2.49M	\$4.01M	\$3.17M	\$2.4M	\$2.33M	\$2.07M
Prior Year	\$2.12M	\$2.64M	\$2.89M	\$2.16M	\$2.83M	\$1.79M	\$940K	\$1.18M	\$1.39M	\$4.21M	\$3.59M	\$4.34M	\$4.21M
Percent Change from Prior Year	99%	100%	41%	9%	-6%	95%	230%	110%	189%	-25%	-33%	-46%	-51%

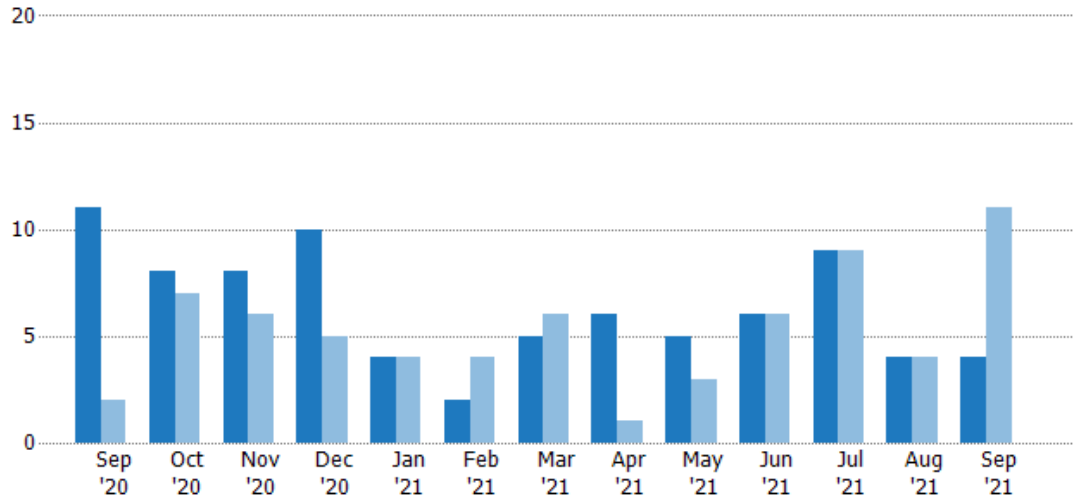
Closed Sales

The total number of residential properties sold each month.

Filters Used

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

Month/Year	Count	% Chg.
Sep '21	4	-63.6%
Sep '20	11	450%
Sep '19	2	400%



Current Year	11	8	8	10	4	2	5	6	5	6	9	4	4
Prior Year	2	7	6	5	4	4	6	1	3	6	9	4	11
Percent Change from Prior Year	450%	14%	33%	100%	0%	-50%	-17%	500%	67%	0%	0%	0%	-64%

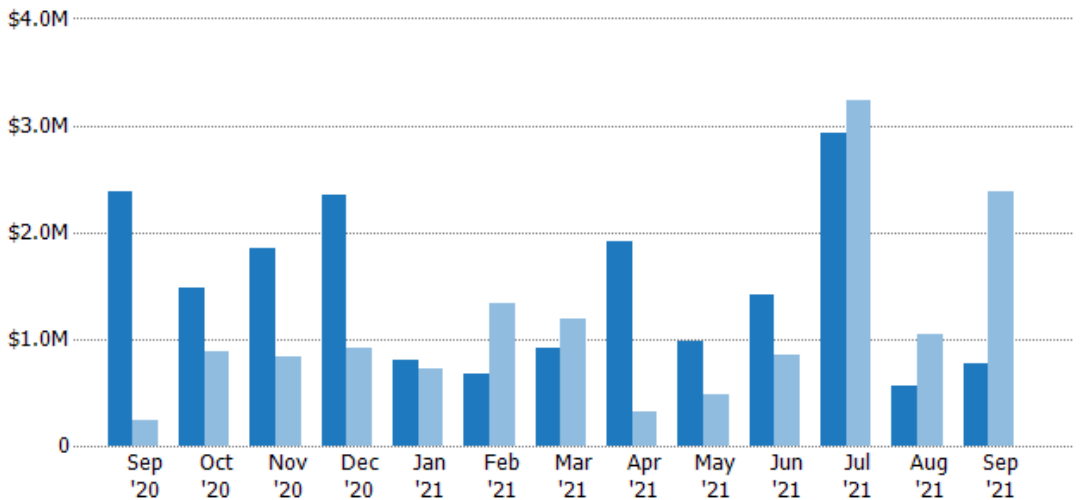
Closed Sales Volume

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

Month/Year	Volume	% Chg.
Sep '21	\$773K	-67.6%
Sep '20	\$2.39M	915.3%
Sep '19	\$235K	772.1%



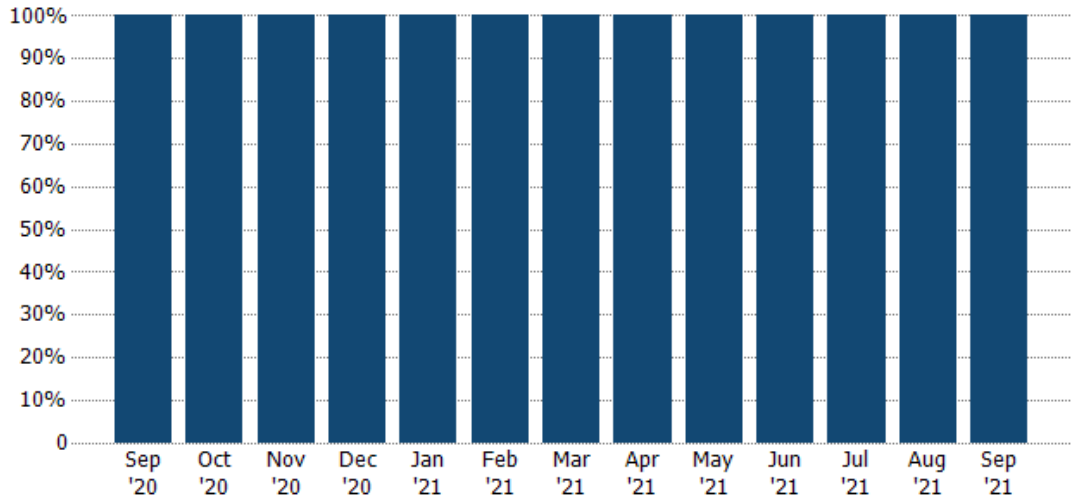
Current Year	\$2.39M	\$1.47M	\$1.86M	\$2.34M	\$800K	\$675K	\$910K	\$1.91M	\$974K	\$1.41M	\$2.92M	\$560K	\$773K
Prior Year	\$235K	\$883K	\$828K	\$908K	\$726K	\$1.33M	\$1.19M	\$323K	\$478K	\$852K	\$3.24M	\$1.04M	\$2.39M
Percent Change from Prior Year	915%	67%	124%	158%	10%	-49%	-23%	493%	104%	65%	-10%	-46%	-68%

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



■ Single Family Residence

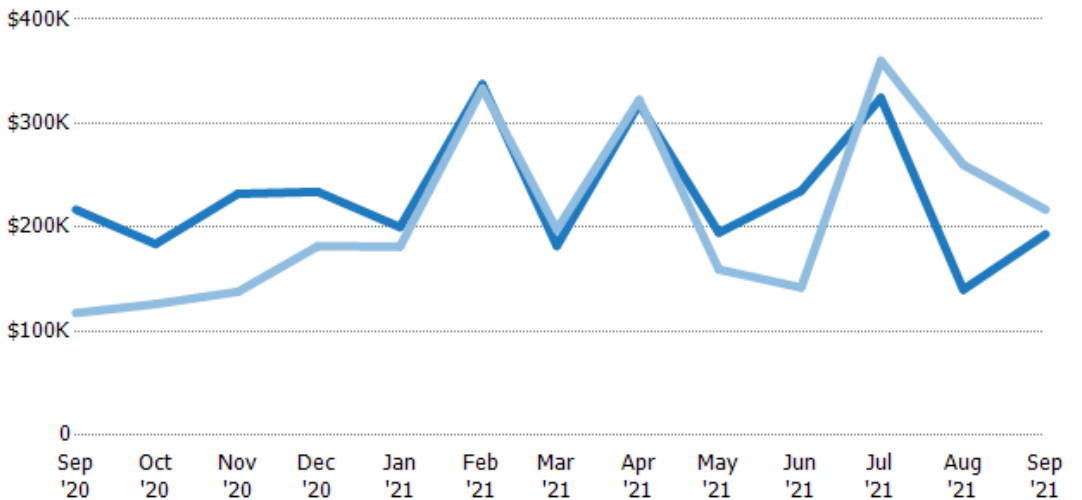
100% 100% 100% 100% 100% 100% 100% 100% 100% 100% 100% 100% 100%

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



Month/Year	Price	% Chg.
Sep '21	\$193K	-10.9%
Sep '20	\$217K	84.6%
Sep '19	\$118K	74.4%

■ Current Year	\$217K	\$184K	\$232K	\$234K	\$200K	\$338K	\$182K	\$318K	\$195K	\$235K	\$324K	\$140K	\$193K
■ Prior Year	\$118K	\$126K	\$138K	\$182K	\$182K	\$333K	\$198K	\$323K	\$159K	\$142K	\$360K	\$260K	\$217K
Percent Change from Prior Year	85%	46%	68%	29%	10%	1%	-8%	-1%	22%	65%	-10%	-46%	-11%

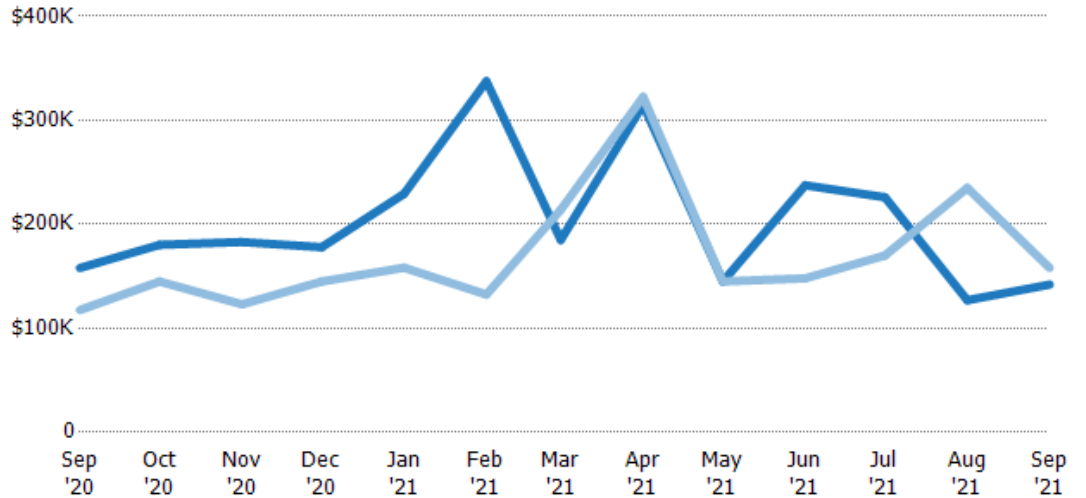
Median Sales Price

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

Filters Used

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

Month/Year	Price	% Chg.
Sep '21	\$142K	-10.1%
Sep '20	\$158K	34.5%
Sep '19	\$118K	13%



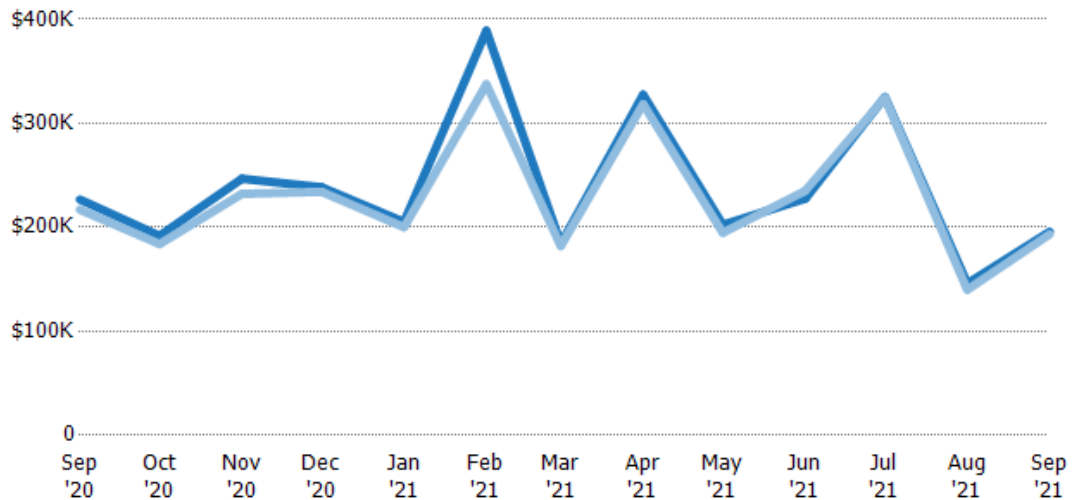
Current Year	\$158K	\$180K	\$183K	\$178K	\$229K	\$338K	\$185K	\$315K	\$145K	\$238K	\$226K	\$127K	\$142K
Prior Year	\$118K	\$145K	\$123K	\$145K	\$158K	\$132K	\$214K	\$323K	\$145K	\$148K	\$170K	\$235K	\$158K
Percent Change from Prior Year	34%	24%	49%	23%	45%	155%	-14%	-2%	0%	60%	33%	-46%	-10%

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



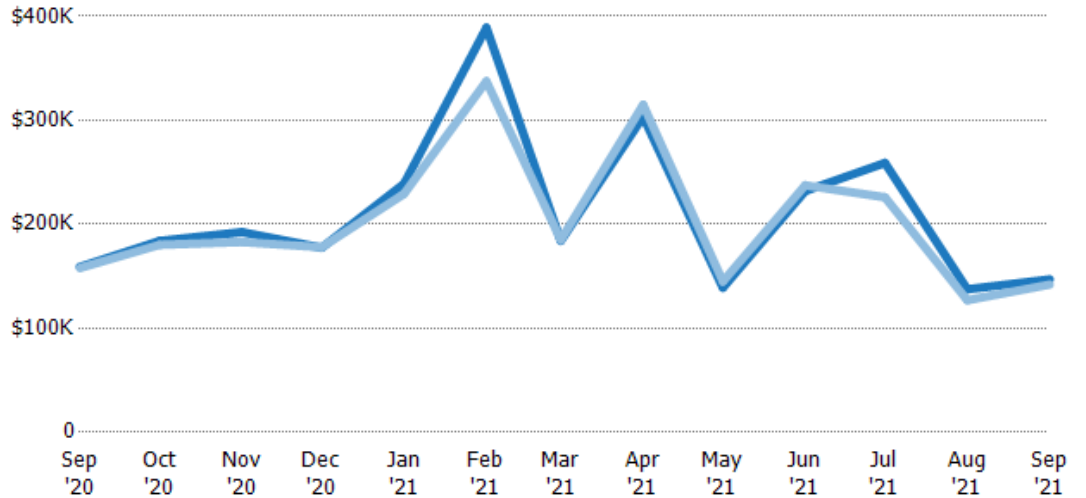
Avg List Price	\$227K	\$192K	\$247K	\$238K	\$205K	\$389K	\$184K	\$328K	\$202K	\$227K	\$325K	\$146K	\$196K
Avg Sales Price	\$217K	\$184K	\$232K	\$234K	\$200K	\$338K	\$182K	\$318K	\$195K	\$235K	\$324K	\$140K	\$193K
Avg Sales Price as a % of Avg List Price	96%	96%	94%	98%	98%	87%	99%	97%	96%	103%	100%	96%	99%

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



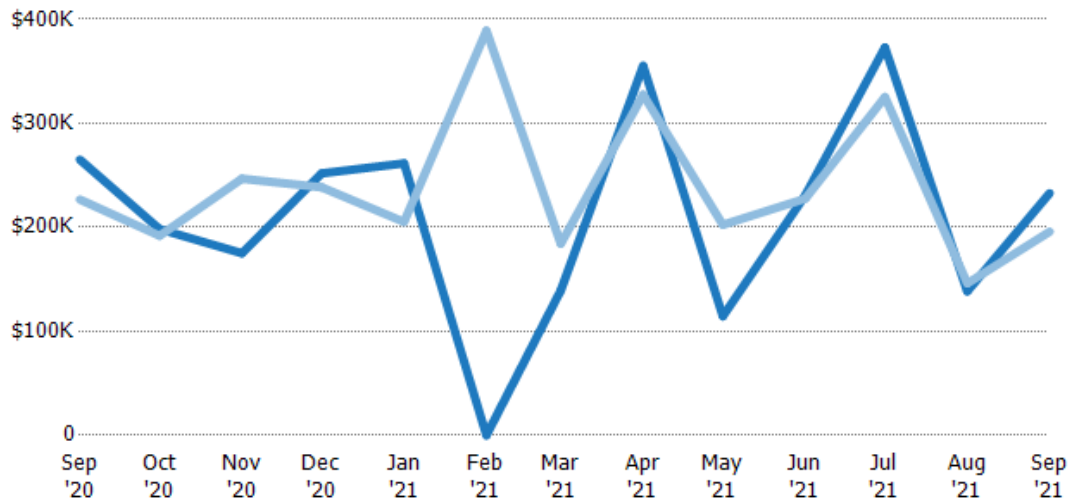
	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21
Median List Price	\$159K	\$184K	\$192K	\$177K	\$239K	\$389K	\$184K	\$304K	\$139K	\$232K	\$259K	\$138K	\$147K
Median Sales Price	\$158K	\$180K	\$183K	\$178K	\$229K	\$338K	\$185K	\$315K	\$145K	\$238K	\$226K	\$127K	\$142K
Med Sales Price as a % of Med List Price	99%	98%	95%	100%	96%	87%	101%	104%	104%	102%	87%	92%	97%

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



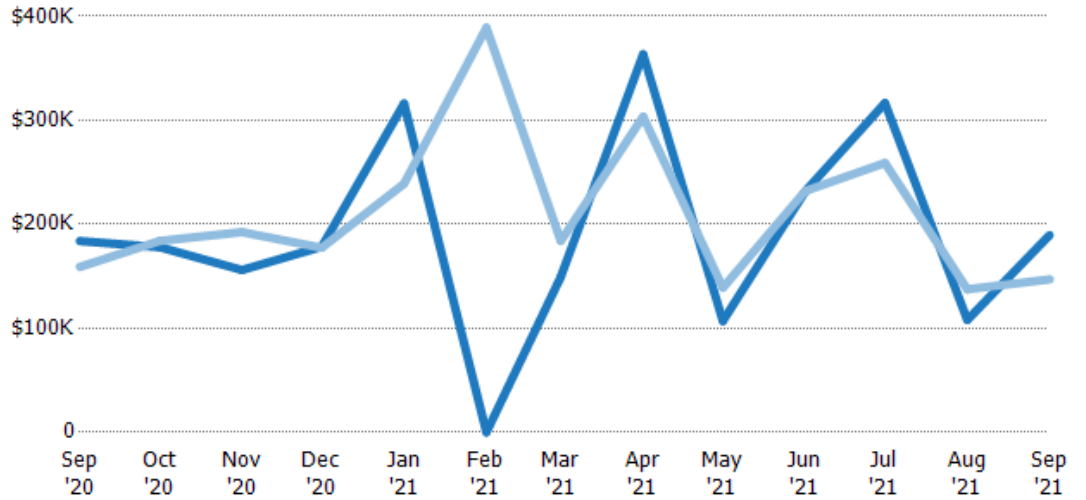
	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21
Avg Est Value	\$265K	\$198K	\$175K	\$252K	\$261K	\$0	\$139K	\$355K	\$115K	\$231K	\$373K	\$138K	\$233K
Avg Sales Price	\$227K	\$192K	\$247K	\$238K	\$205K	\$389K	\$184K	\$328K	\$202K	\$227K	\$325K	\$146K	\$196K
Avg Sales Price as a % of Avg Est Value	86%	97%	141%	95%	78%	100%	132%	92%	177%	99%	87%	105%	84%

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



Median Est Value	\$184K	\$178K	\$156K	\$178K	\$316K	\$0	\$149K	\$363K	\$107K	\$232K	\$317K	\$108K	\$190K
Median Sales Price	\$159K	\$184K	\$192K	\$177K	\$239K	\$389K	\$184K	\$304K	\$139K	\$232K	\$259K	\$138K	\$147K
Med Sales Price as a % of Med Est Value	86%	103%	123%	99%	76%	100%	123%	84%	130%	100%	82%	127%	77%