

# 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 2021	Oct 2020	+ / -	YTD 2021	YTD 2020	+ / -
isting Activity Charts Metrics						
New Listing Count	_	5	-	63	60	+5%
New Listing Volume	_	\$1,208,300	-	\$15,798,600	\$15,486,999	+2%
Active Listing Count	15	16	-6.3%	NA	N/A	
Active Listing Volume	\$4,037,800	\$5,600,000	-27.9%	NA	N/A	
Average Listing Price	\$269,187	\$350,000	-23.1%	\$242,181	\$310,084	-21.9%
Median Listing Price	\$255,000	\$257,000	-0.8%	\$205,541	\$230,959	-11%
Median Days in RPR	110	117	-6%	76.97	134.25	-42.7%
Months of Inventory	3.8	1.5	+157.8%	2.8	6.7	-58.6%
Absorption Rate	26.67%	68.75%	-42.1%	35.95%	14.89%	+21.1%
Sales Activity Charts Metrics						
New Pending Sales Count	2	10	-80%	63	82	-23.2%
New Pending Sales Volume	\$214,950	\$2,969,799	-92.8%	\$15,105,550	\$19,780,962	-23.6%
Pending Sales Count	4	20	-80%	N/A	N/A	
Pending Sales Volume	\$729,000	\$5,277,599	-86.2%	N/A	N/A	
Closed Sales Count	9	8	+12.5%	54	55	-1.8%
Closed Sales Volume	\$2,440,000	\$1,471,400	+65.8%	\$13,373,177	\$12,825,300	+4.3%
Average Sales Price	\$271,111	\$183,925	+47.4%	\$247,651	\$233,187	+6.2%
Median Sales Price	\$250,000	\$180,250	+38.7%	\$220,685	\$173,424	+27.3%

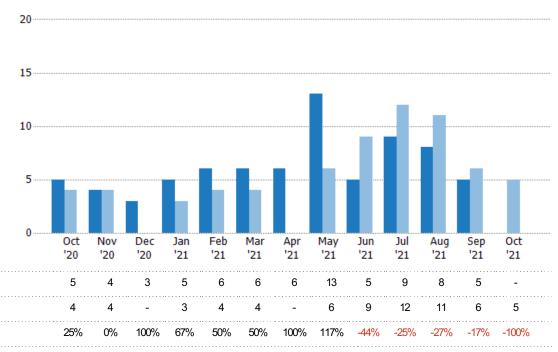




#### **New Listings**

The number of new residential listings that were added each month.





### **New Listing Volume**

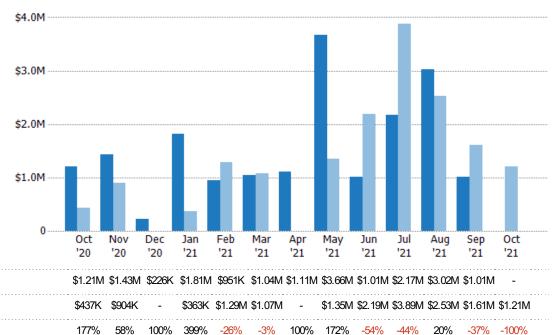
Percent Change from Prior Year

Current Year

Prior Year

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

Percent Change from Prior Year

Prior Year

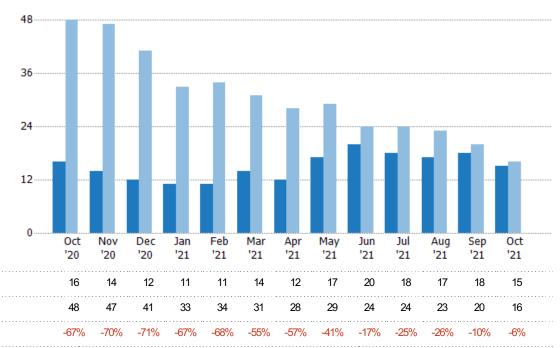
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#### **Active Listings**

The number of active residential listings at the end of each month.



Month/ Year	Count	% Chg.
Oct '21	15	-6.3%
Oct '20	16	-66.7%
Oct '19	48	-29.2%



#### **Active Listing Volume**

Percent Change from Prior Year

Current Year

Prior Year

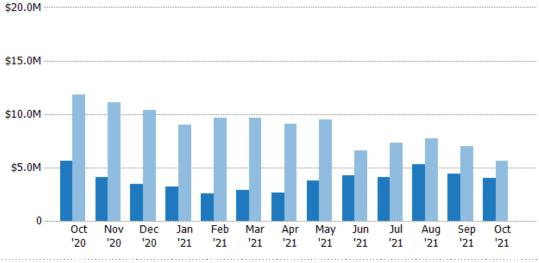
The sum of the listing price of active residential listings at the end of each month.

Filters Used

ZIP: Lyndonville, VT 05851

Property Type:
Condo/Townhouse/Apt., Single
Family

Month/ Year	Volume	% Chg.
Oct '21	\$4.04M	-27.9%
Oct '20	\$5.6M	-52.6%
Oct '19	\$11.8M	-28.8%



 Current Year
 \$5.6M
 \$4.09M
 \$3.44M
 \$3.2M
 \$2.53M
 \$2.88M
 \$2.63M
 \$3.76M
 \$4.25M
 \$4.06M
 \$5.3M
 \$4.42M
 \$4.04M

 Prior Year
 \$11.8M
 \$11.1M
 \$10.4M
 \$9.04M
 \$9.66M
 \$9.67M
 \$9.1M
 \$9.5M
 \$6.61M
 \$7.31M
 \$7.75M
 \$7M
 \$5.6M

 Percent Change from Prior Year
 -53%
 -63%
 -65%
 -74%
 -70%
 -71%
 -60%
 -36%
 -45%
 -32%
 -37%
 -28%





#### **Average Listing Price**

The average listing price of active residential listings at the end of each month.







### **Median Listing Price**

Percent Change from Prior Year

Current Year

Prior Year

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.
Oct '21	\$255K	-0.8%
Oct '20	\$257K	51.3%
Oct '19	\$170K	-6.4%

Percent Change from Prior Year

	25K												
										$\int$			
\$1	50K												
\$	75K												
,													
	0												
	0 Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21
	'20		'20	'21	'21	'21	'21	'21	'21	'21	'21	'21	'21
	'20 \$257K	'20	'20 \$214K	'21 \$199K	'21 \$198K	'21 \$189K	'21 \$167K	'21 \$180K	'21 \$180K	'21 \$185K	'21 \$269K	'21 \$225K	'21 \$255K

Current Year
Prior Year

Avg Est Value

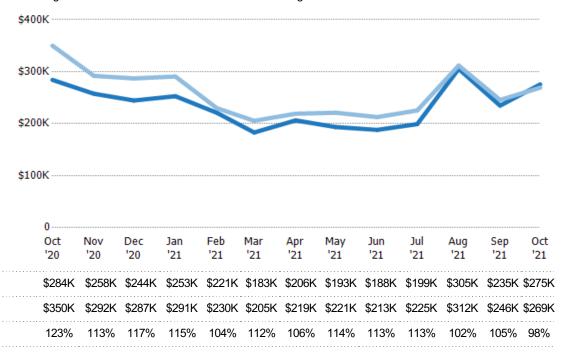
Avg Listing Price

### Market Data Report

#### 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.





#### Median Listing Price vs Median Est Value

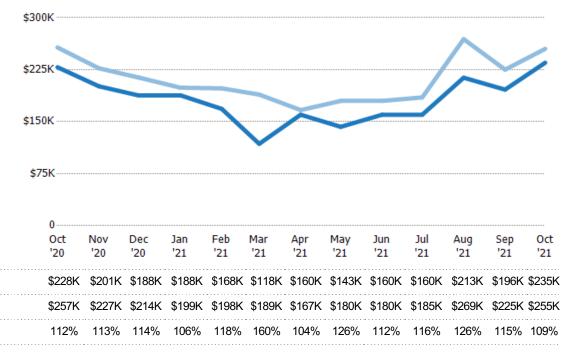
The median listing price as a percentage of the median AVM or RVM® valuation estimate for active listings each month.

Filters Used

ZIP: Lyndonville, VT 05851

Property Type:
Condo/Townhouse/Apt., Single
Family

Avg Listing Price as a % of Avg Est Value





Median Est Value

Median Listing Price

Med Listing Price as a % of Med Est Value

#### 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.







### Months of Inventory

Percent Change from Prior Year

Current Year

Prior Year

The number of months it would take to exhaust active listings at the current sales rate.

30

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

Month/ Year	Months	% Chg.
Oct '21	3.75	157.8%
Oct '20	1.45	-93.9%
Oct '19	24	-84.3%

Percent Change from Prior Year

23············ 15·········· 8········												
Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21		May '21	Jun '21	Jul '21	Aug '21		0ct '21
1.45	1.75	1.5	1.1	2.75	7	2.4	2.83	4	3	1.89	4.5	3.75
24	6.71	6.83	6.6	8.5	7.75	5.6	29	8	4	2.56	5	1.45
-94%	-74%	-78%	-83%	-68%	-10%	-57%	-90%	-50%	-25%	-26%	-10%	158%

Current Year Prior Year



Current Year

Prior Year

Change from Prior Year

# Market Data Report

#### **Absorption Rate**

The percentage of inventory sold per month.



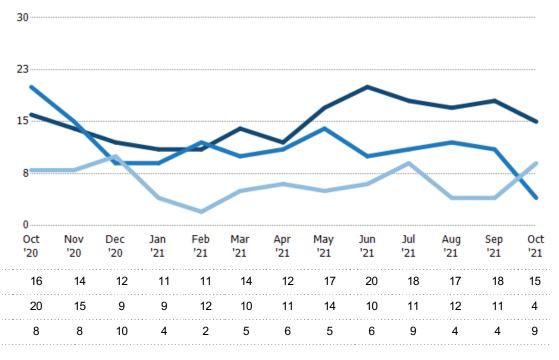
Month/ Year	Rate	Chq.
Oct '21	27%	42.1%
Oct '20	69%	-64.6%
Oct '19	4%	536.3%



#### Active/Pending/Sold Units

The number of residential properties that were Active, Pending and Sold each month.

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





Active

Sold

Pending



Current Year

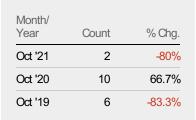
Prior Year

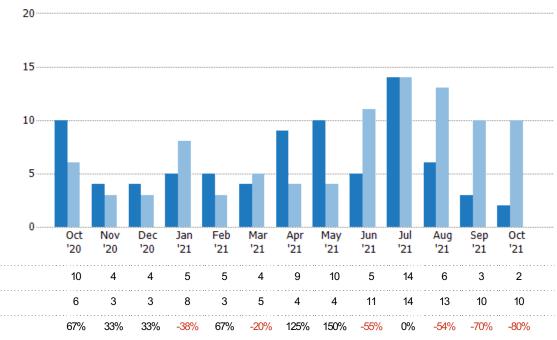
### Market Data Report

#### **New Pending Sales**

The number of residential properties with accepted offers that were added each month.







### New Pending Sales Volume

The sum of the sales price of residential properties with accepted offers that were added each month.

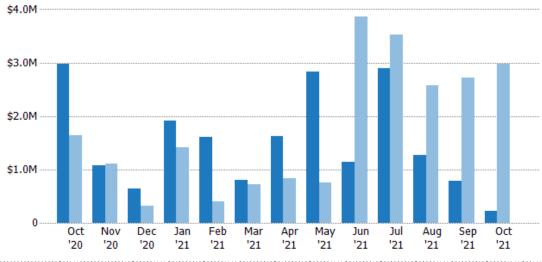
Filters Used

ZIP: Lyndonville, VT 05851

Property Type:
Condo/Townhouse/Apt., Single
Family

Percent Change from Prior Year

Month/		
Year	Volume	% Chg.
Oct '21	\$215K	-92.8%
Oct '20	\$2.97M	81.2%
Oct '19	\$1.64M	-97%



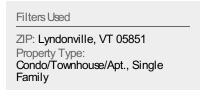




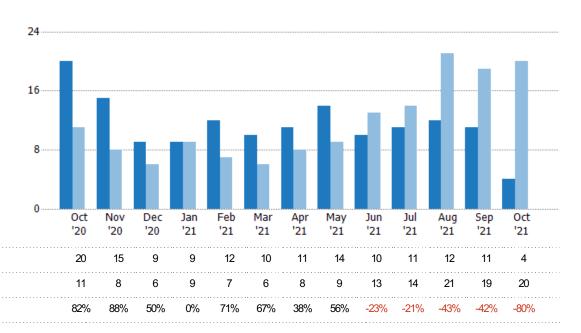


#### **Pending Sales**

The number of residential properties with accepted offers that were available at the end each month.



Month/ Year	Count	% Chg.
Oct '21	4	-80%
Oct '20	20	81.8%
Oct '19	11	-72.7%



### Pending Sales Volume

Percent Change from Prior Year

Current Year

Prior Year

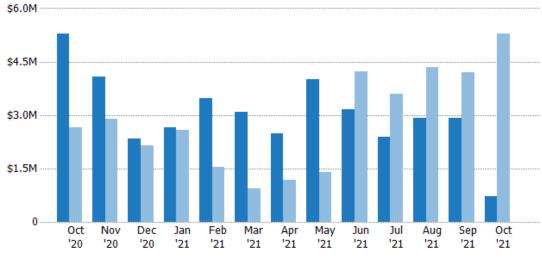
The sum of the sales price of residential properties with accepted offers that were available at the end of each month.

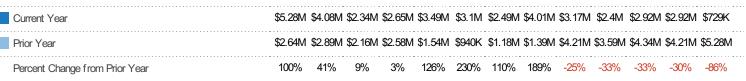
Filters Used

ZIP: Lyndonville, VT 05851

Property Type:
Condo/Townhouse/Apt., Single
Family

Month/ Year	Volume	% Chg.
Oct '21	\$729K	-86.2%
Oct '20	\$5.28M	99.7%
Oct '19	\$2.64M	-85.5%



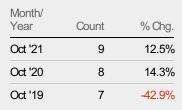


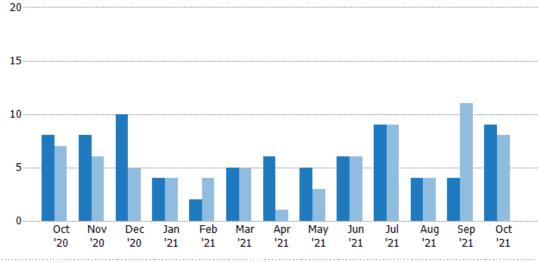


#### **Closed Sales**

The total number of residential properties sold each month.







	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	0ct '21	
Current Year	8	8	10	4	2	5	6	5	6	9	4	4	9	
Prior Year	7	6	5	4	4	5	1	3	6	9	4	11	8	
Percent Change from Prior Year	14%	33%	100%		-50%	0%	500%	67%	0%	0%	0%	-64%	13%	

#### **Closed Sales Volume**

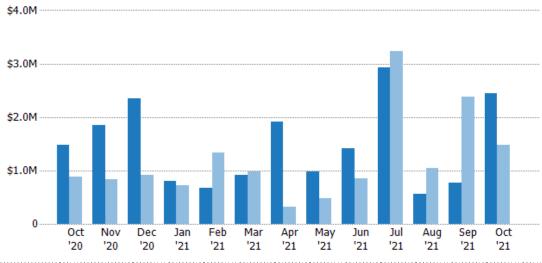
The sum of the sales price of residential properties sold each month.

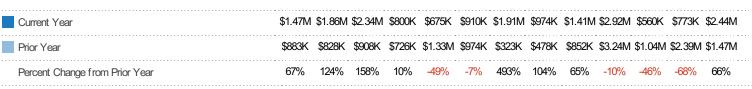
Filters Used

ZIP: Lyndonville, VT 05851

Property Type:
Condo/Townhouse/Apt., Single
Family

Month/ Year	Volume	% Chg.
Oct '21	\$2.44M	65.8%
Oct '20	\$1.47M	66.6%
Oct '19	\$883K	-45.4%





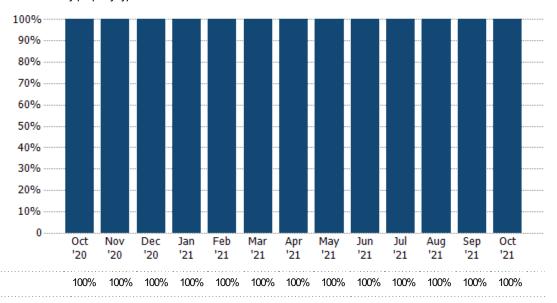




#### Closed Sales by Property Type

The percentage of residential properties sold each month by property type.

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



### Average Sales Price

Single Family Residence

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.
Oct '21	\$271K	47.4%
Oct '20	\$184K	45.8%
Oct '19	\$126K	-4.4%

Percent Change from Prior Year



Current Year

Prior Year



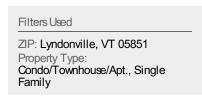
Current Year

Prior Year

### Market Data Report

#### **Median Sales Price**

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



Price	% Chg.
\$250K	38.7%
\$180K	24.3%
\$145K	-0.5%
	\$250K \$180K

Percent Change from Prior Year



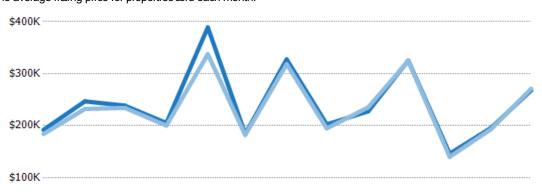
### Average Sales Price vs Average Listing Price

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



	U												
	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21
Avg List Price	\$192K	\$247K	\$238K	\$205K	\$389K	\$184K	\$328K	\$202K	\$227K	\$325K	\$146K	\$196K	\$268K
Avg Sales Price	\$184K	\$232K	\$234K	\$200K	\$338K	\$182K	\$318K	\$195K	\$235K	\$324K	\$140K	\$193K	\$271K
Avg Sales Price as a % of Avg List Price	96%	94%	98%	98%	87%	99%	97%	96%	103%	100%	96%	99%	101%



97% 100%

Median List Price

Median Sales Price

# Market Data Report

#### 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



101%

104%

104%

102%

#### 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.

95%

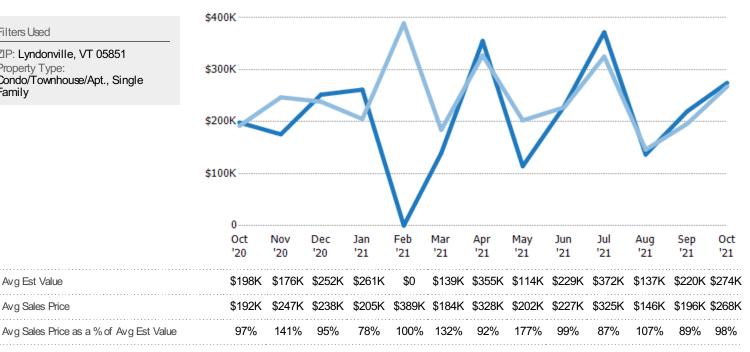
100%

96%

98%

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

Med Sales Price as a % of Med List Price



Avg Est Value

Avg Sales Price



Median Est Value

Median Sales Price

Med Sales Price as a % of Med Est Value

# Market Data Report

#### 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.

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

