

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	53	26	+103.8%	372	300	+24%
New Listing Volume	\$19,889,699	\$8,718,299	+128.1%	\$146,087,027	\$94,009,291	+55.4%
Active Listing Count	108	248	-56.5%	N/A	N/A	
Active Listing Volume	\$58,234,828	\$93,943,792	-38%	N/A	N/A	
Average Listing Price	\$539,211	\$378,806	+42.3%	\$417,271	\$388,108	+7.5%
Median Listing Price	\$385,000	\$285,000	+35.1%	\$296,733	\$277,823	+6.8%
Median Days in RPR	56	169.5	-67%	126.14	177.47	-28.9%
Months of Inventory	2	9.9	-79.8%	9.8	14.6	-32.9%
Absorption Rate	50%	10.08%	+39.9%	10.2%	6.84%	+3.4%
Sales Activity Charts Metrics						
New Pending Sales Count	61	24	+154.2%	430	226	+90.3%
New Pending Sales Volume	\$21,092,897	\$5,332,100	+295.6%	\$141,369,095	\$54,417,945	+159.8%
Pending Sales Count	109	29	+275.9%	N/A	N/A	
Pending Sales Volume	\$36,406,297	\$6,549,500	+455.9%	N/A	N/A	
Closed Sales Count	47	19	+147.4%	262	171	+53.2%
Closed Sales Volume	\$16,768,315	\$5,497,200	+205%	\$81,206,241	\$39,957,214	+103.2%
Average Sales Price	\$356,773	\$289,326	+23.3%	\$309,947	\$233,668	+32.6%
Median Sales Price	\$268,000	\$210,000	+27.6%	\$235,887	\$207,705	+13.6%

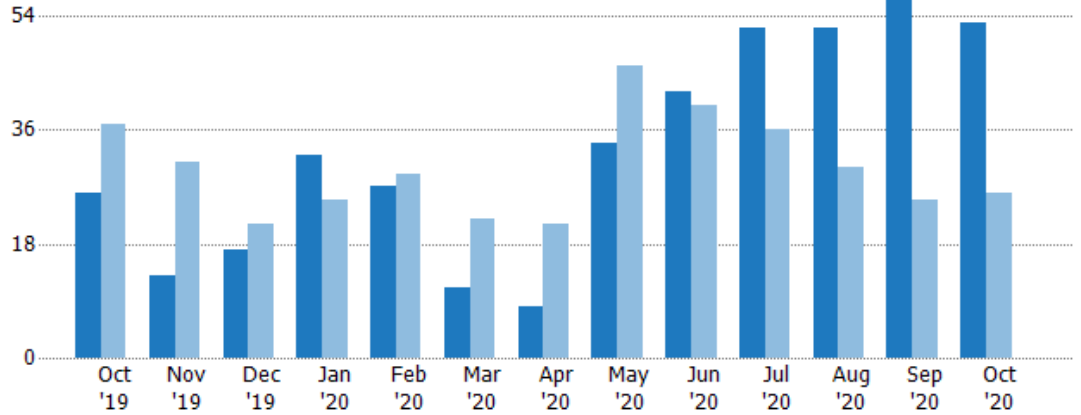
New Listings

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

Filters Used

ZIP: East Dover, VT 05341, South Newfane, VT 05351, Wardsboro, VT 05355, West Dover, VT 05356, Wilmington, VT 05363
 Property Type: Condo/Townhouse/Apt, Single Family Residence

Month/Year	Count	% Chg.
Oct '20	53	103.8%
Oct '19	26	-29.7%
Oct '18	37	-29.7%



	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	26	13	17	32	27	11	8	34	42	52	52	61	53
Prior Year	37	31	21	25	29	22	21	46	40	36	30	25	26
Percent Change from Prior Year	-30%	-58%	-19%	28%	-7%	-50%	-62%	-26%	5%	44%	73%	144%	104%

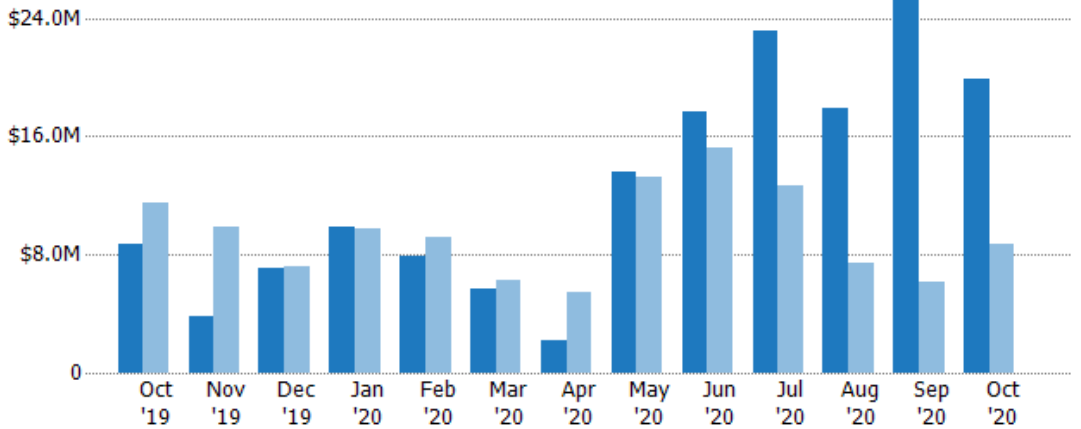
New Listing Volume

The sum of the listing price of residential listings that were added each month.

Filters Used

ZIP: East Dover, VT 05341, South Newfane, VT 05351, Wardsboro, VT 05355, West Dover, VT 05356, Wilmington, VT 05363
 Property Type: Condo/Townhouse/Apt, Single Family Residence

Month/Year	Volume	% Chg.
Oct '20	\$19.9M	128.1%
Oct '19	\$8.72M	-23.9%
Oct '18	\$11.4M	17.6%



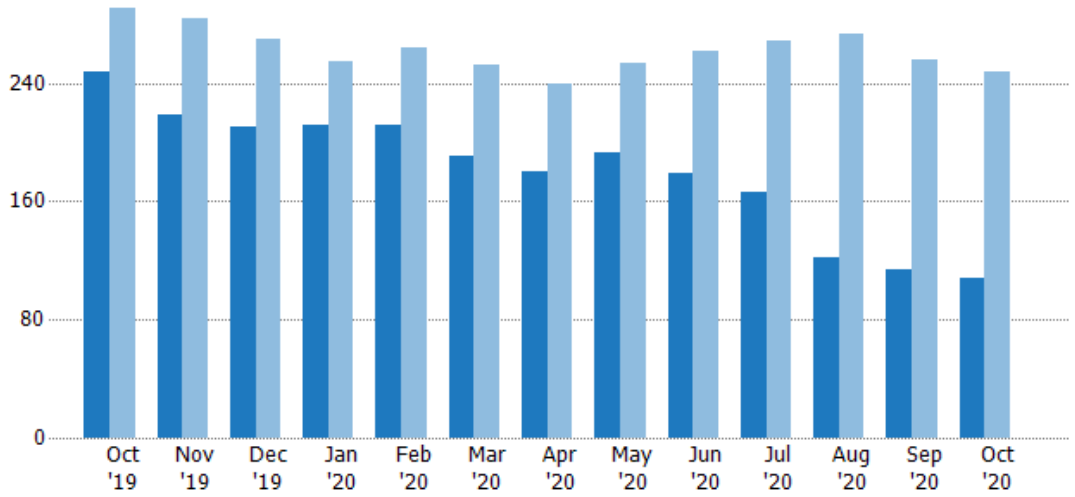
	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20
Current Year	\$8.72M	\$3.83M	\$7.03M	\$9.92M	\$7.92M	\$5.68M	\$2.16M	\$13.6M	\$17.6M	\$23.1M	\$18M	\$28.2M	\$19.9M
Prior Year	\$11.4M	\$9.89M	\$7.17M	\$9.72M	\$9.16M	\$6.31M	\$5.48M	\$13.2M	\$15.2M	\$12.7M	\$7.39M	\$6.16M	\$8.72M
Percent Change from Prior Year	-24%	-61%	-2%	2%	-14%	-10%	-60%	3%	16%	82%	143%	358%	128%

Active Listings

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

Filters Used

ZIP: East Dover, VT 05341, South Newfane, VT 05351, Wardsboro, VT 05355, West Dover, VT 05356, Wilmington, VT 05363
 Property Type: Condo/Townhouse/Apt, Single Family Residence



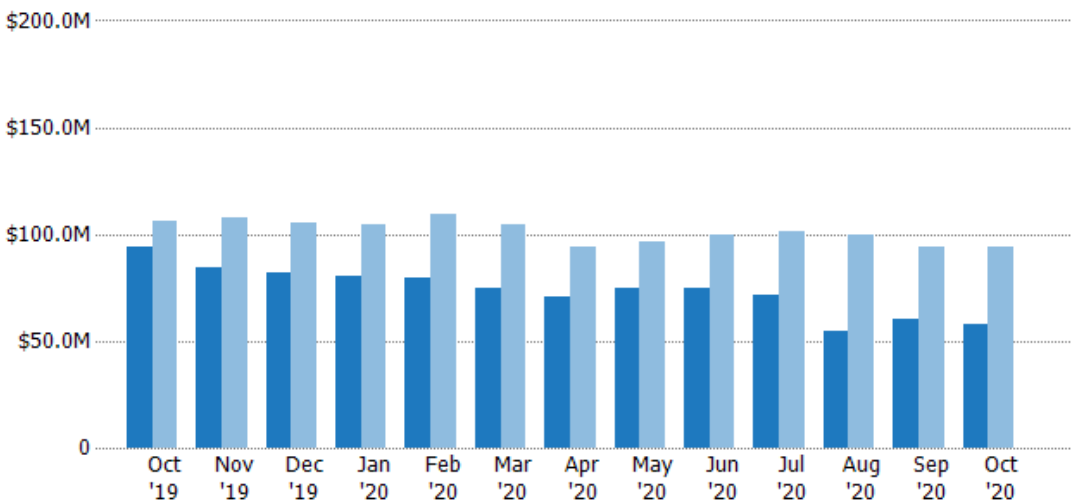
Month/Year	Current Year	Prior Year	Percent Change from Prior Year
Oct '19	248	291	-15%
Nov '19	219	284	-23%
Dec '19	210	270	-22%
Jan '20	212	255	-17%
Feb '20	212	264	-20%
Mar '20	191	252	-24%
Apr '20	180	239	-25%
May '20	193	254	-24%
Jun '20	179	262	-32%
Jul '20	166	269	-38%
Aug '20	122	273	-55%
Sep '20	114	256	-55%
Oct '20	108	248	-56%

Active Listing Volume

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

Filters Used

ZIP: East Dover, VT 05341, South Newfane, VT 05351, Wardsboro, VT 05355, West Dover, VT 05356, Wilmington, VT 05363
 Property Type: Condo/Townhouse/Apt, Single Family Residence



Month/Year	Current Year	Prior Year	Percent Change from Prior Year
Oct '19	\$93.9M	\$106M	-12%
Nov '19	\$84.1M	\$108M	-22%
Dec '19	\$82.2M	\$105M	-22%
Jan '20	\$80.6M	\$105M	-23%
Feb '20	\$79.3M	\$109M	-27%
Mar '20	\$74.6M	\$105M	-29%
Apr '20	\$71.1M	\$93.9M	-24%
May '20	\$74.7M	\$96.6M	-23%
Jun '20	\$74.4M	\$100M	-25%
Jul '20	\$71.8M	\$102M	-29%
Aug '20	\$54.9M	\$100M	-45%
Sep '20	\$60.1M	\$93.9M	-36%
Oct '20	\$58.2M	\$93.9M	-38%

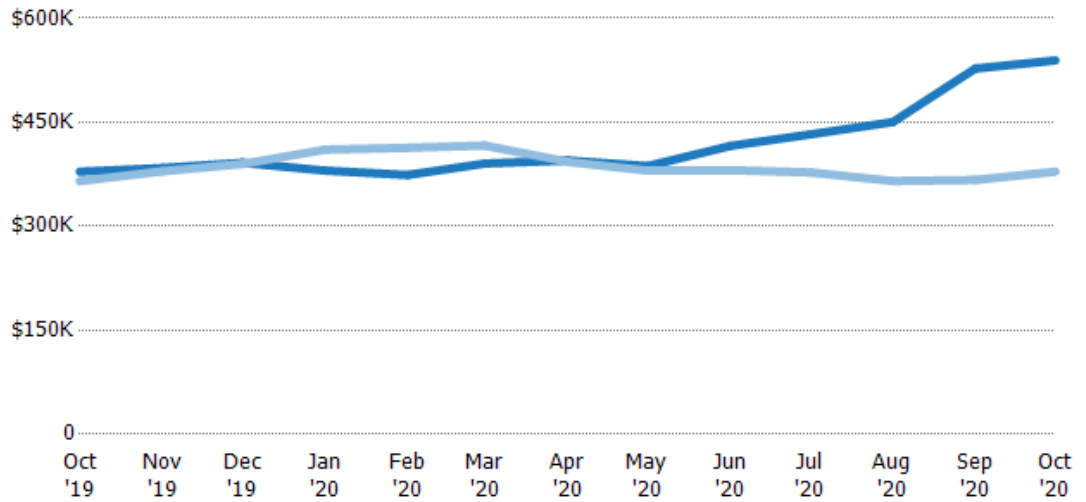
Average Listing Price

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

Filters Used

ZIP: East Dover, VT 05341, South Newfane, VT 05351, Wardsboro, VT 05355, West Dover, VT 05356, Wilmington, VT 05363
 Property Type: Condo/Townhouse/Apt, Single Family Residence

Month/Year	Price	% Chg.
Oct '20	\$539K	42.3%
Oct '19	\$379K	3.7%
Oct '18	\$365K	-7.3%



Current Year	\$379K	\$384K	\$392K	\$380K	\$374K	\$391K	\$395K	\$387K	\$416K	\$432K	\$450K	\$527K	\$539K
Prior Year	\$365K	\$379K	\$390K	\$411K	\$413K	\$416K	\$393K	\$380K	\$381K	\$378K	\$365K	\$367K	\$379K
Percent Change from Prior Year	4%	1%	0%	-7%	-9%	-6%	0%	2%	9%	14%	23%	44%	42%

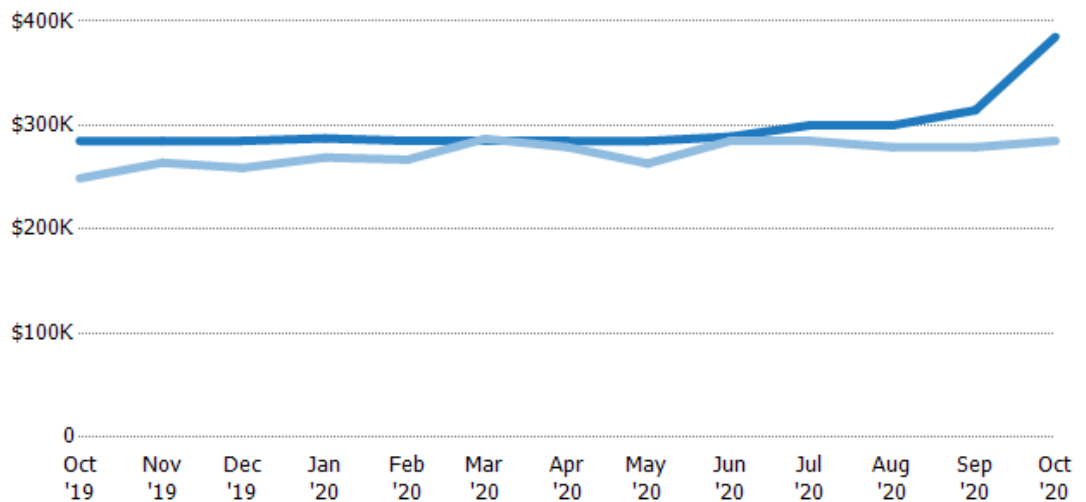
Median Listing Price

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

Filters Used

ZIP: East Dover, VT 05341, South Newfane, VT 05351, Wardsboro, VT 05355, West Dover, VT 05356, Wilmington, VT 05363
 Property Type: Condo/Townhouse/Apt, Single Family Residence

Month/Year	Price	% Chg.
Oct '20	\$385K	35.1%
Oct '19	\$285K	14.5%
Oct '18	\$249K	-7.4%



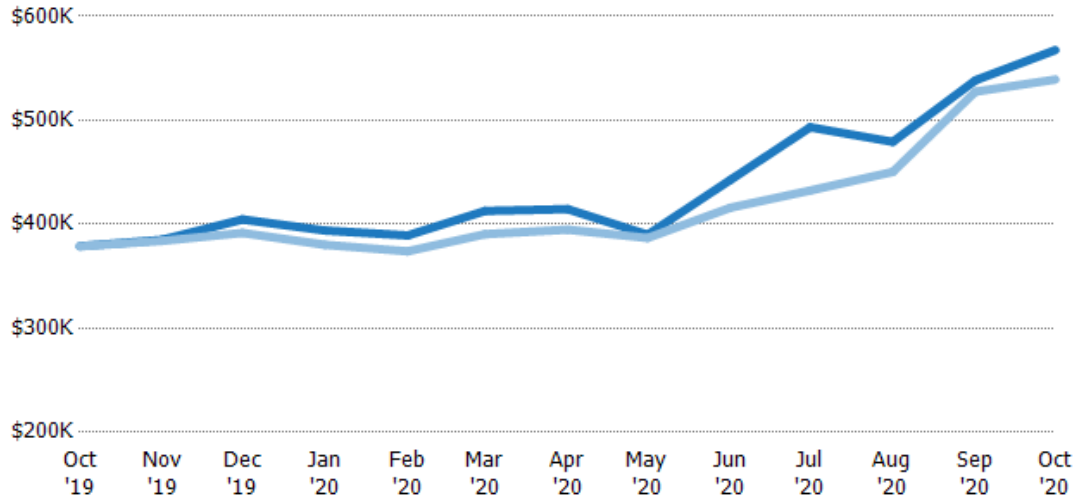
Current Year	\$285K	\$285K	\$285K	\$287K	\$285K	\$285K	\$285K	\$285K	\$289K	\$300K	\$300K	\$315K	\$385K
Prior Year	\$249K	\$264K	\$259K	\$269K	\$267K	\$287K	\$279K	\$263K	\$285K	\$285K	\$279K	\$279K	\$285K
Percent Change from Prior Year	14%	8%	10%	7%	7%	-1%	2%	8%	1%	5%	8%	13%	35%

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: East Dover, VT 05341, South Newfane, VT 05351, Wardsboro, VT 05355, West Dover, VT 05356, Wilmington, VT 05363
 Property Type: Condo/Townhouse/Apt, Single Family Residence

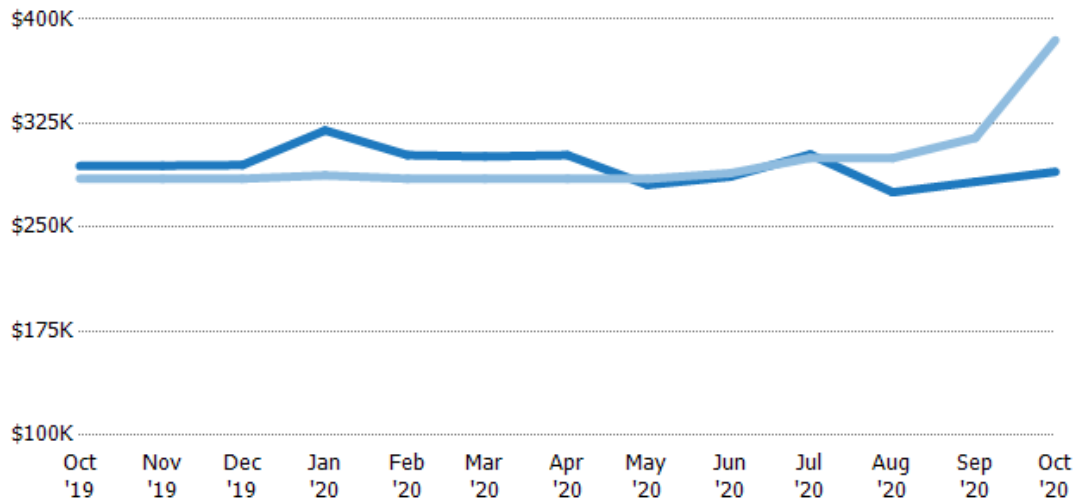


Median Listing Price vs Median Est Value

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

Filters Used

ZIP: East Dover, VT 05341, South Newfane, VT 05351, Wardsboro, VT 05355, West Dover, VT 05356, Wilmington, VT 05363
 Property Type: Condo/Townhouse/Apt, Single Family Residence



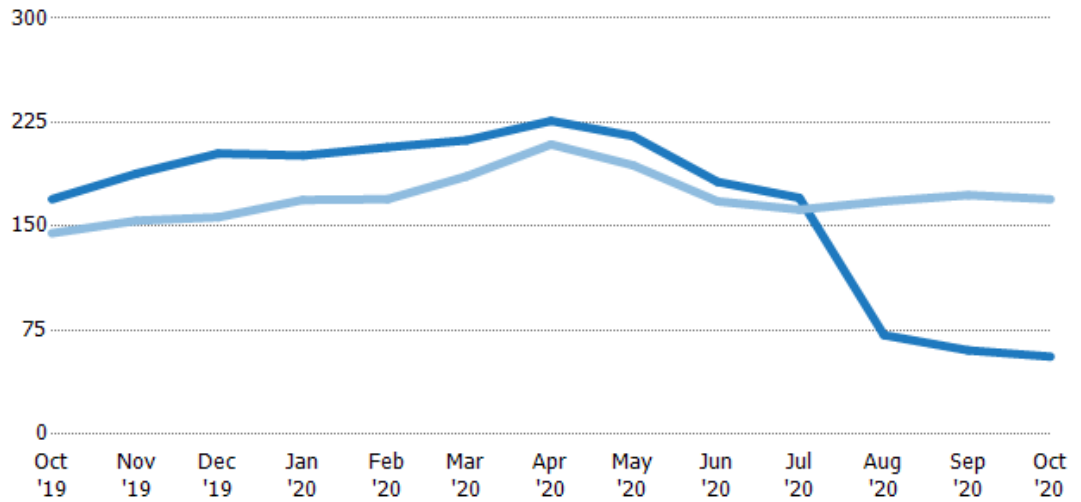
Median Days in RPR

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: East Dover, VT 05341, South Newfane, VT 05351, Wardsboro, VT 05355, West Dover, VT 05356, Wilmington, VT 05363
 Property Type: Condo/Townhouse/Apt, Single Family Residence

Month/Year	Days	% Chg.
Oct '20	56	-67%
Oct '19	170	16.9%
Oct '18	145	-3.4%



Current Year	170	188	203	201	207	212	226	215	182	171	71.5	60.5	56
Prior Year	145	154	157	169	170	186	209	194	168	162	168	173	170
Percent Change from Prior Year	17%	22%	29%	19%	22%	14%	8%	11%	8%	5%	-57%	-65%	-67%

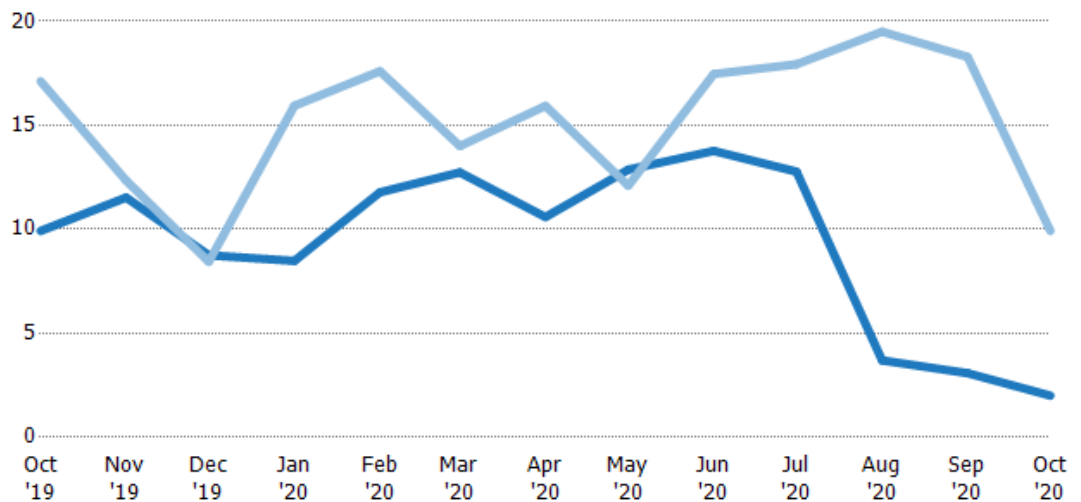
Months of Inventory

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

Filters Used

ZIP: East Dover, VT 05341, South Newfane, VT 05351, Wardsboro, VT 05355, West Dover, VT 05356, Wilmington, VT 05363
 Property Type: Condo/Townhouse/Apt, Single Family Residence

Month/Year	Months	% Chg.
Oct '20	2	-79.8%
Oct '19	9.92	-42%
Oct '18	17.1	-18.2%



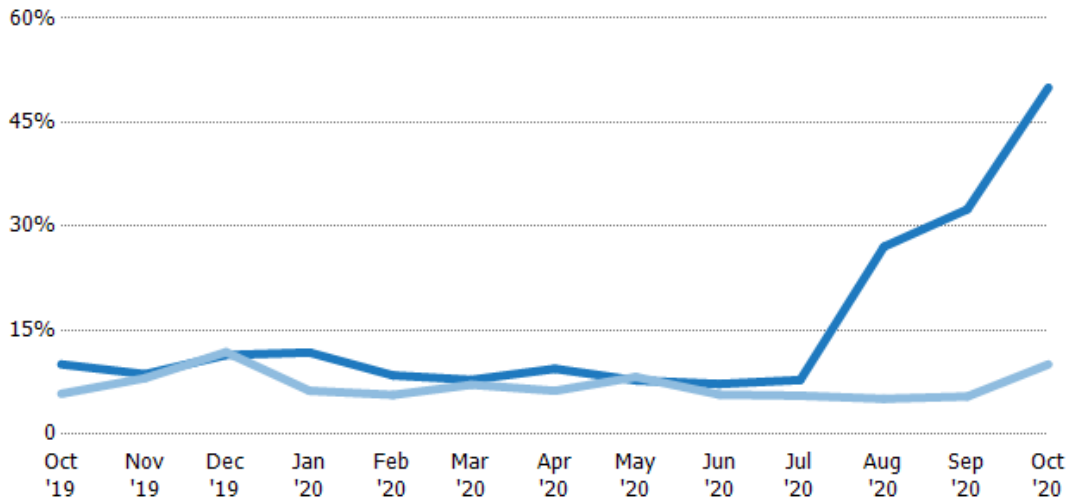
Current Year	9.92	11.5	8.75	8.48	11.8	12.7	10.6	12.9	13.8	12.8	3.7	3.08	2
Prior Year	17.1	12.3	8.44	15.9	17.6	14	15.9	12.1	17.5	17.9	19.5	18.3	9.92
Percent Change from Prior Year	-42%	-7%	4%	-47%	-33%	-9%	-34%	6%	-21%	-29%	-81%	-83%	-80%

Absorption Rate

The percentage of inventory sold per month.

Filters Used

ZIP: East Dover, VT 05341, South Newfane, VT 05351, Wardsboro, VT 05355, West Dover, VT 05356, Wilmington, VT 05363
 Property Type: Condo/Townhouse/Apt, Single Family Residence



Month/Year	Rate	Chg.
Oct '20	50%	-39.9%
Oct '19	10%	-4.2%
Oct '18	6%	22.3%

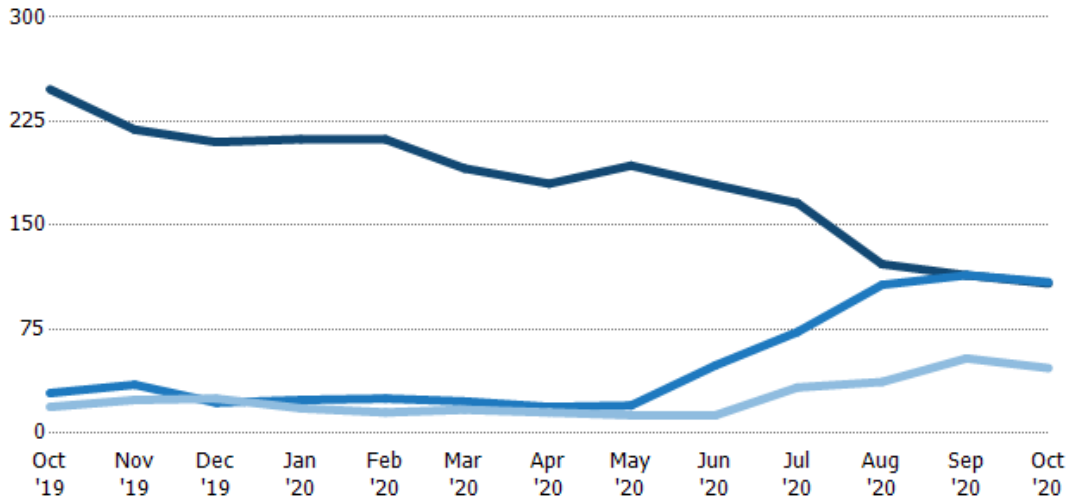
	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20
Current Year	10%	9%	11%	12%	8%	8%	9%	8%	7%	8%	27%	32%	50%
Prior Year	6%	8%	12%	6%	6%	7%	6%	8%	6%	6%	5%	5%	10%
Change from Prior Year	-4%	-1%	0%	-6%	-3%	-1%	-3%	0%	-2%	-2%	-22%	-27%	-40%

Active/Pending/Sold Units

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

Filters Used

ZIP: East Dover, VT 05341, South Newfane, VT 05351, Wardsboro, VT 05355, West Dover, VT 05356, Wilmington, VT 05363
 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	248	219	210	212	212	191	180	193	179	166	122	114	108
Pending	29	35	22	24	25	23	19	20	49	73	107	114	109
Sold	19	24	25	18	15	17	15	13	13	33	37	54	47

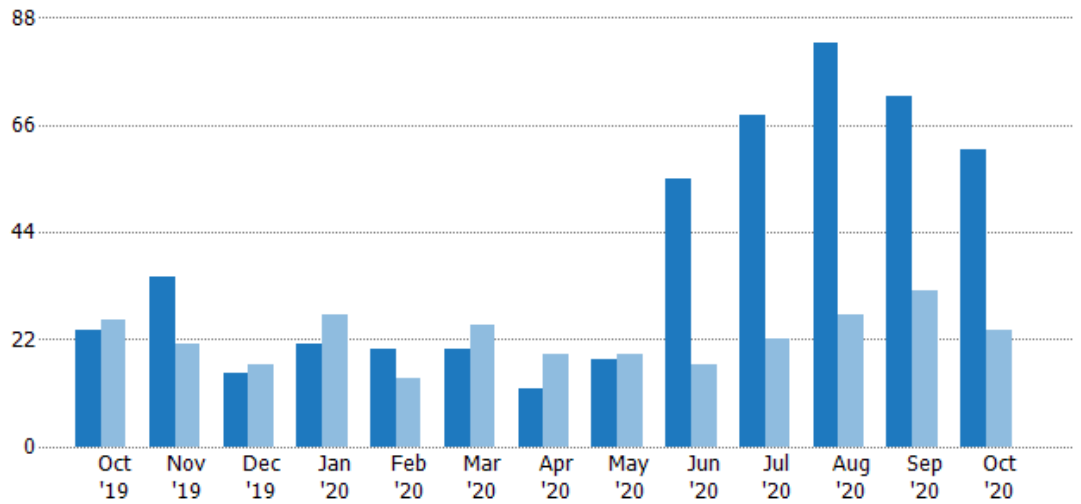
New Pending Sales

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

Filters Used

ZIP: East Dover, VT 05341, South Newfane, VT 05351, Wardsboro, VT 05355, West Dover, VT 05356, Wilmington, VT 05363
 Property Type: Condo/Townhouse/Apt, Single Family Residence

Month/Year	Count	% Chg.
Oct '20	61	154.2%
Oct '19	24	-7.7%
Oct '18	26	-7.7%



Current Year	24	35	15	21	20	20	12	18	55	68	83	72	61
Prior Year	26	21	17	27	14	25	19	19	17	22	27	32	24
Percent Change from Prior Year	-8%	67%	-12%	-22%	43%	-20%	-37%	-5%	224%	209%	207%	125%	154%

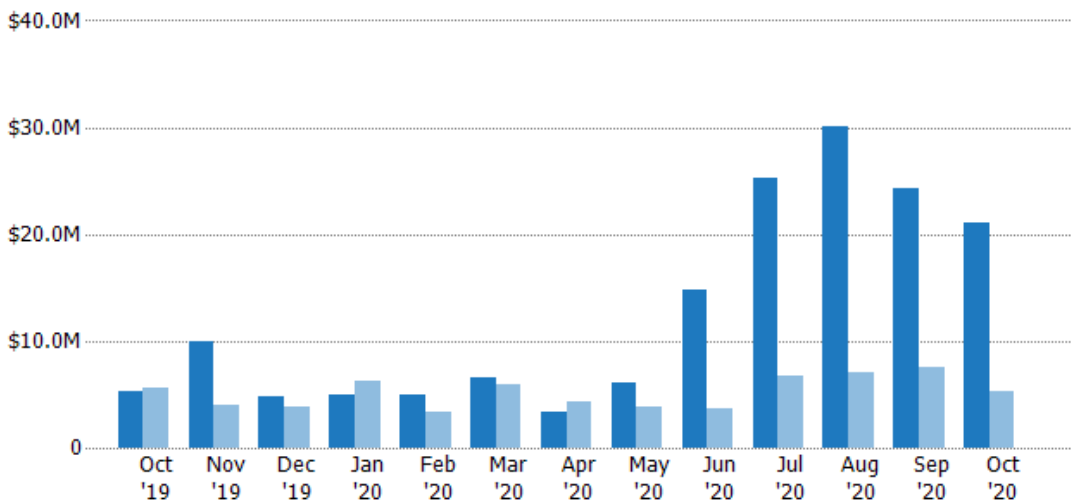
New Pending Sales Volume

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

Filters Used

ZIP: East Dover, VT 05341, South Newfane, VT 05351, Wardsboro, VT 05355, West Dover, VT 05356, Wilmington, VT 05363
 Property Type: Condo/Townhouse/Apt, Single Family Residence

Month/Year	Volume	% Chg.
Oct '20	\$21.1M	295.6%
Oct '19	\$5.33M	-5.4%
Oct '18	\$5.64M	-7.9%



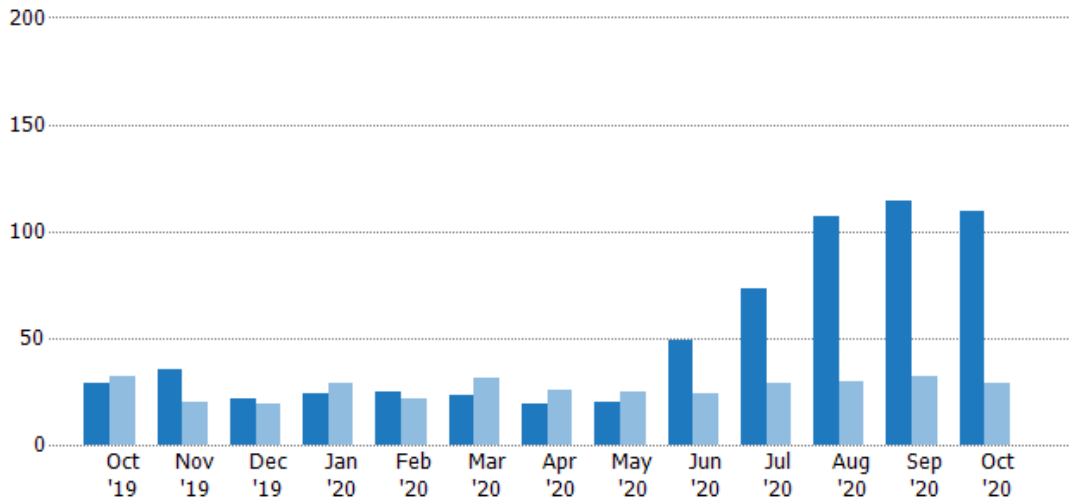
Current Year	\$5.33M	\$9.88M	\$4.79M	\$4.94M	\$5.01M	\$6.5M	\$3.29M	\$6.15M	\$14.8M	\$25.2M	\$30.1M	\$24.2M	\$21.1M
Prior Year	\$5.64M	\$4.01M	\$3.88M	\$6.24M	\$3.43M	\$5.99M	\$4.35M	\$3.89M	\$3.76M	\$6.77M	\$7.09M	\$7.55M	\$5.33M
Percent Change from Prior Year	-5%	146%	23%	-21%	46%	8%	-24%	58%	294%	273%	325%	221%	296%

Pending Sales

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

Filters Used

ZIP: East Dover, VT 05341, South Newfane, VT 05351, Wardsboro, VT 05355, West Dover, VT 05356, Wilmington, VT 05363
 Property Type: Condo/Townhouse/Apt, Single Family Residence



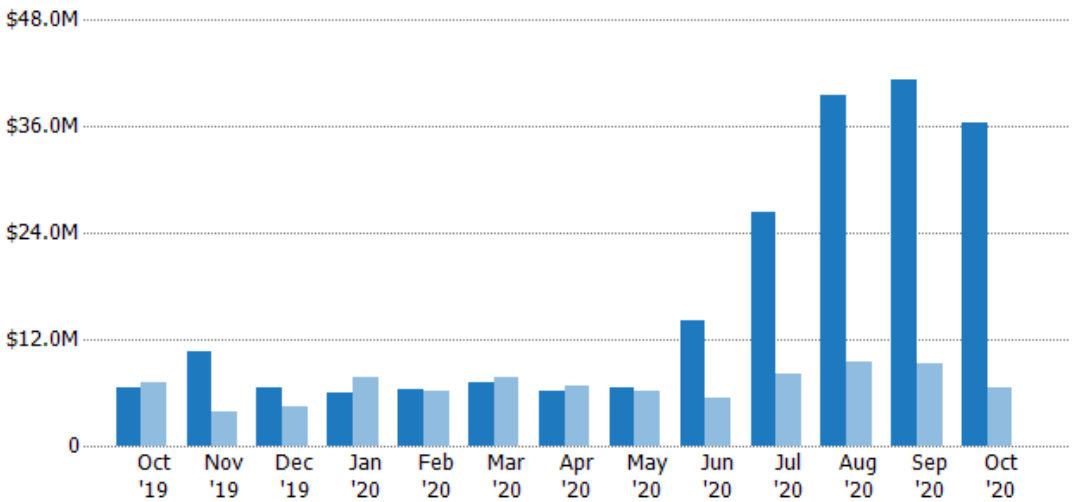
	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20
Current Year	29	35	22	24	25	23	19	20	49	73	107	114	109
Prior Year	32	20	19	29	22	31	26	25	24	29	30	32	29
Percent Change from Prior Year	-9%	75%	16%	-17%	14%	-26%	-27%	-20%	104%	152%	257%	256%	276%

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: East Dover, VT 05341, South Newfane, VT 05351, Wardsboro, VT 05355, West Dover, VT 05356, Wilmington, VT 05363
 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
Current Year	\$6.55M	\$10.7M	\$6.59M	\$6.08M	\$6.34M	\$7.23M	\$6.23M	\$6.48M	\$14.1M	\$26.3M	\$39.5M	\$41.2M	\$36.4M
Prior Year	\$7.23M	\$3.75M	\$4.41M	\$7.69M	\$6.23M	\$7.77M	\$6.81M	\$6.18M	\$5.45M	\$8.2M	\$9.48M	\$9.19M	\$6.55M
Percent Change from Prior Year	-9%	185%	50%	-21%	2%	-7%	-8%	5%	159%	221%	317%	348%	456%

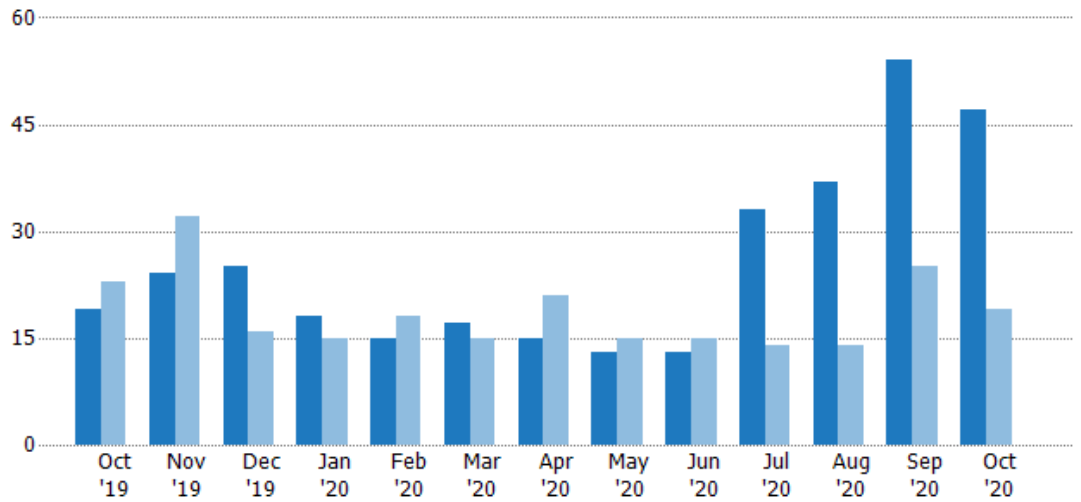
Closed Sales

The total number of residential properties sold each month.

Filters Used

ZIP: East Dover, VT 05341, South Newfane, VT 05351, Wardsboro, VT 05355, West Dover, VT 05356, Wilmington, VT 05363
 Property Type: Condo/Townhouse/Apt, Single Family Residence

Month/Year	Count	% Chg.
Oct '20	47	147.4%
Oct '19	19	-17.4%
Oct '18	23	-4.3%



Current Year	19	24	25	18	15	17	15	13	13	33	37	54	47
Prior Year	23	32	16	15	18	15	21	15	15	14	14	25	19
Percent Change from Prior Year	-17%	-25%	56%	20%	-17%	13%	-29%	-13%	-13%	136%	164%	116%	147%

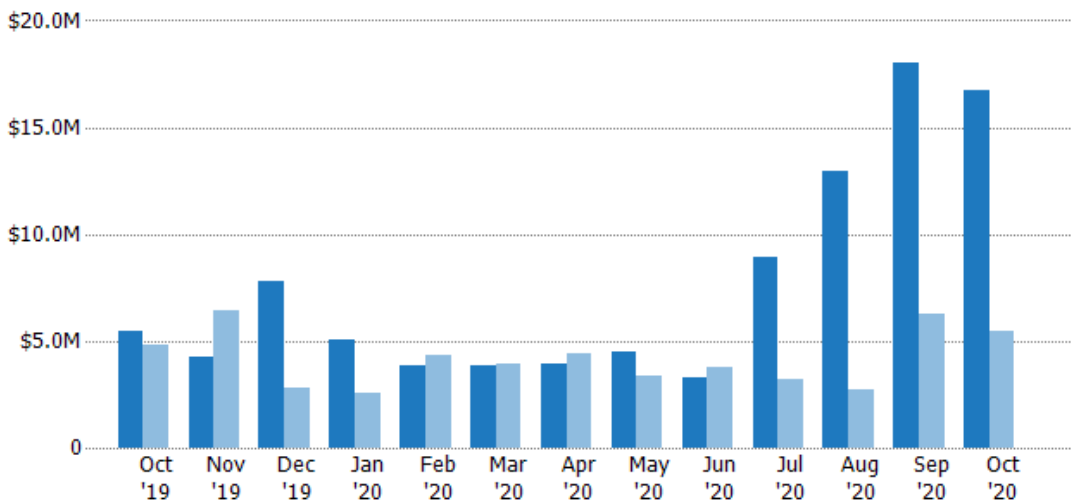
Closed Sales Volume

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

Filters Used

ZIP: East Dover, VT 05341, South Newfane, VT 05351, Wardsboro, VT 05355, West Dover, VT 05356, Wilmington, VT 05363
 Property Type: Condo/Townhouse/Apt, Single Family Residence

Month/Year	Volume	% Chg.
Oct '20	\$16.8M	205%
Oct '19	\$5.5M	13.6%
Oct '18	\$4.84M	-1%



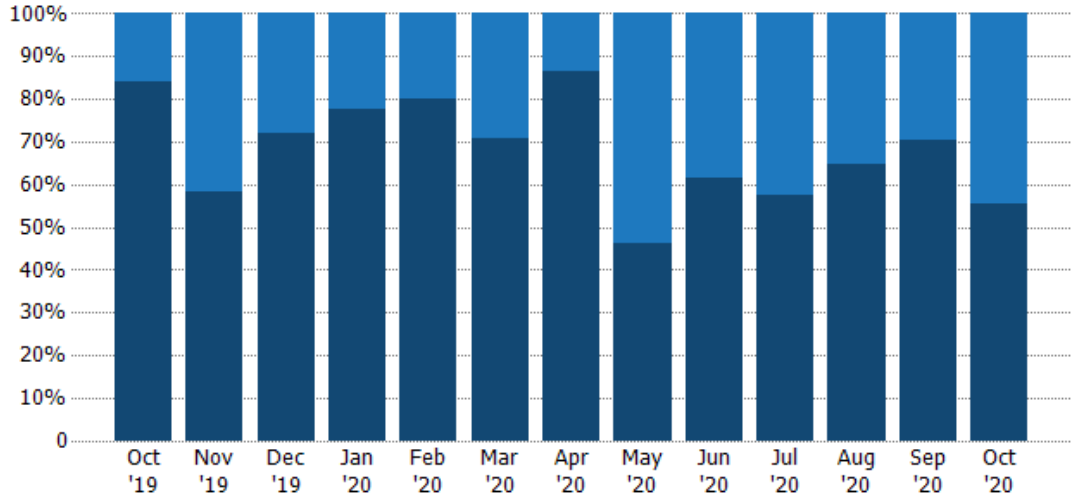
Current Year	\$5.5M	\$4.26M	\$7.82M	\$5.04M	\$3.86M	\$3.88M	\$3.92M	\$4.52M	\$3.27M	\$8.92M	\$13M	\$18M	\$16.8M
Prior Year	\$4.84M	\$6.42M	\$2.77M	\$2.56M	\$4.33M	\$3.89M	\$4.38M	\$3.38M	\$3.75M	\$3.19M	\$2.75M	\$6.23M	\$5.5M
Percent Change from Prior Year	14%	-34%	182%	97%	-11%	0%	-10%	34%	-13%	180%	372%	190%	205%

Closed Sales by Property Type

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

Filters Used

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



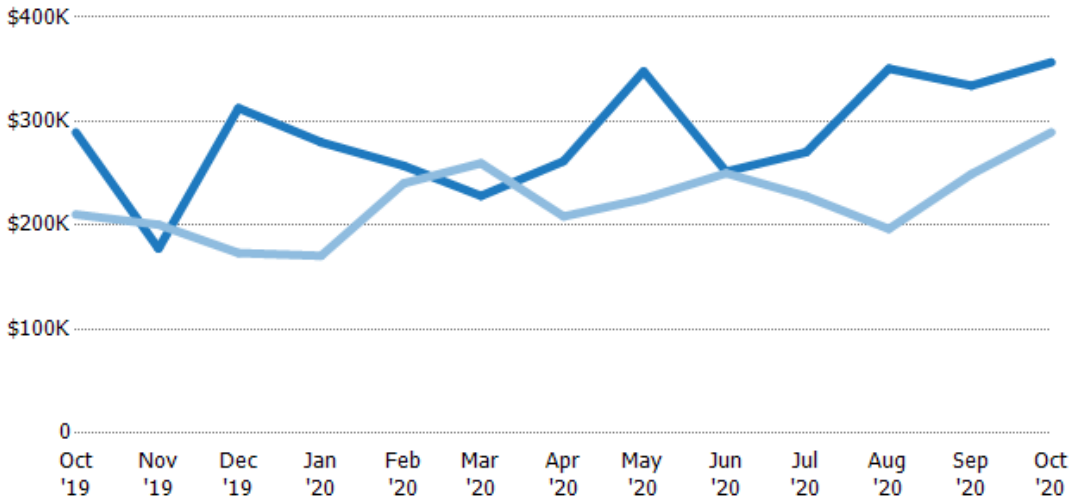
Condo/Townhouse	16%	42%	28%	22%	20%	29%	13%	54%	38%	42%	35%	30%	45%
Single Family Residence	84%	58%	72%	78%	80%	71%	87%	46%	62%	58%	65%	70%	55%

Average Sales Price

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

Filters Used

ZIP: East Dover, VT 05341, South Newfane, VT 05351, Wardsboro, VT 05355, West Dover, VT 05356, Wilmington, VT 05363
 Property Type: Condo/Townhouse/Apt, Single Family Residence



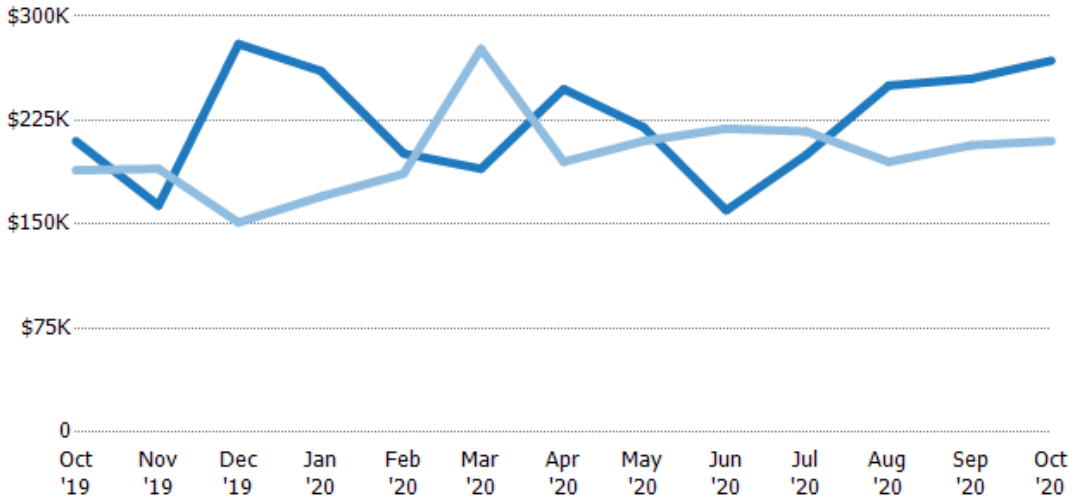
Current Year	\$289K	\$178K	\$313K	\$280K	\$257K	\$228K	\$262K	\$348K	\$252K	\$270K	\$351K	\$334K	\$357K
Prior Year	\$210K	\$201K	\$173K	\$171K	\$240K	\$260K	\$209K	\$225K	\$250K	\$228K	\$197K	\$249K	\$289K
Percent Change from Prior Year	38%	-11%	80%	64%	7%	-12%	25%	54%	1%	19%	78%	34%	23%

Median Sales Price

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

Filters Used

ZIP: East Dover, VT 05341, South Newfane, VT 05351, Wardsboro, VT 05355, West Dover, VT 05356, Wilmington, VT 05363
 Property Type: Condo/Townhouse/Apt, Single Family Residence



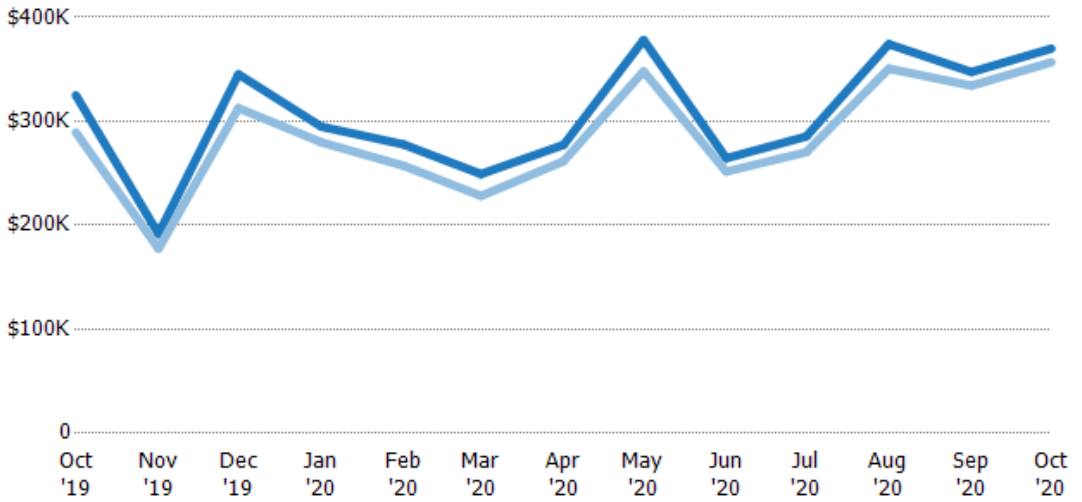
	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20
Current Year	\$210K	\$164K	\$280K	\$261K	\$201K	\$190K	\$248K	\$220K	\$160K	\$200K	\$250K	\$255K	\$268K
Prior Year	\$189K	\$190K	\$151K	\$170K	\$187K	\$277K	\$195K	\$210K	\$219K	\$217K	\$195K	\$207K	\$210K
Percent Change from Prior Year	11%	-14%	85%	53%	8%	-31%	27%	5%	-27%	-8%	28%	23%	28%

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: East Dover, VT 05341, South Newfane, VT 05351, Wardsboro, VT 05355, West Dover, VT 05356, Wilmington, VT 05363
 Property Type: Condo/Townhouse/Apt, Single Family Residence



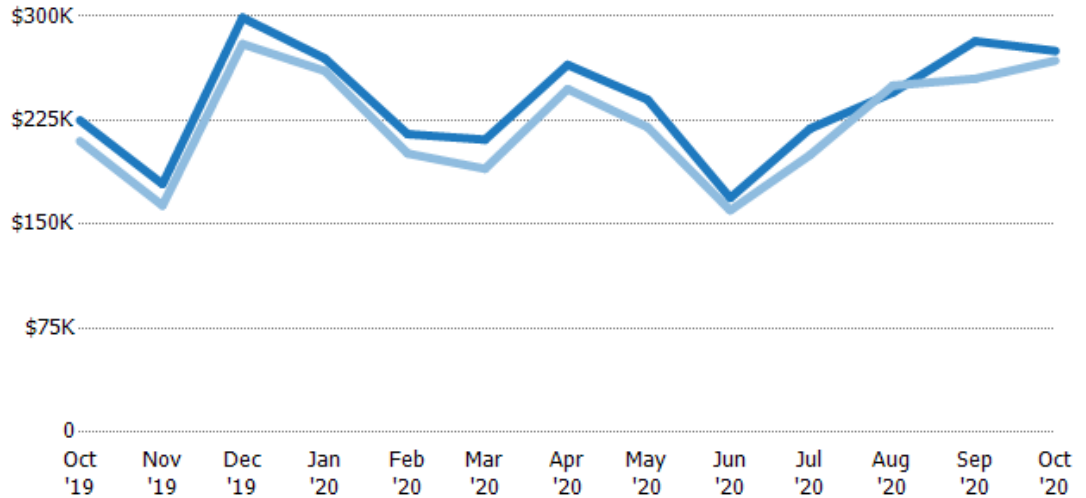
	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20
Avg List Price	\$325K	\$192K	\$345K	\$295K	\$278K	\$249K	\$277K	\$378K	\$264K	\$285K	\$374K	\$347K	\$370K
Avg Sales Price	\$289K	\$178K	\$313K	\$280K	\$257K	\$228K	\$262K	\$348K	\$252K	\$270K	\$351K	\$334K	\$357K
Avg Sales Price as a % of Avg List Price	89%	93%	91%	95%	93%	92%	94%	92%	95%	95%	94%	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: East Dover, VT 05341, South Newfane, VT 05351, Wardsboro, VT 05355, West Dover, VT 05356, Wilmington, VT 05363
 Property Type: Condo/Townhouse/Apt, Single Family Residence



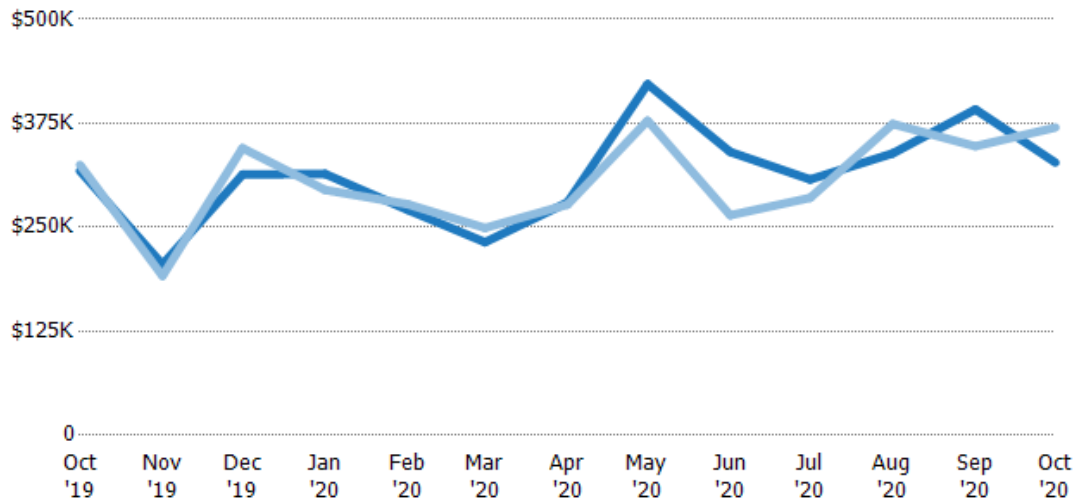
Median List Price	\$225K	\$179K	\$299K	\$269K	\$215K	\$211K	\$265K	\$240K	\$169K	\$219K	\$245K	\$282K	\$275K
Median Sales Price	\$210K	\$164K	\$280K	\$261K	\$201K	\$190K	\$248K	\$220K	\$160K	\$200K	\$250K	\$255K	\$268K
Med Sales Price as a % of Med List Price	93%	91%	94%	97%	93%	90%	93%	92%	95%	91%	102%	90%	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: East Dover, VT 05341, South Newfane, VT 05351, Wardsboro, VT 05355, West Dover, VT 05356, Wilmington, VT 05363
 Property Type: Condo/Townhouse/Apt, Single Family Residence



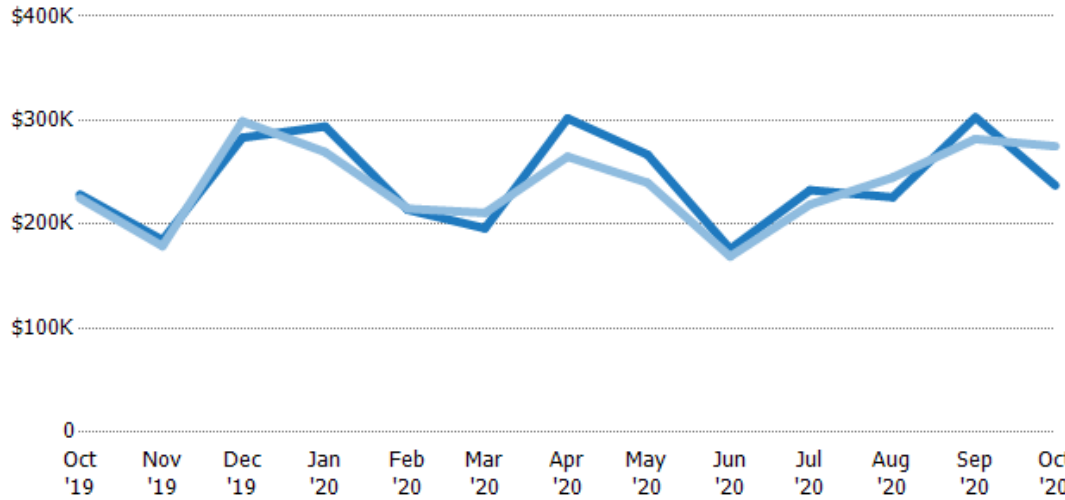
Avg Est Value	\$318K	\$205K	\$313K	\$314K	\$271K	\$232K	\$280K	\$422K	\$341K	\$307K	\$339K	\$392K	\$328K
Avg Sales Price	\$325K	\$192K	\$345K	\$295K	\$278K	\$249K	\$277K	\$378K	\$264K	\$285K	\$374K	\$347K	\$370K
Avg Sales Price as a % of Avg Est Value	102%	93%	110%	94%	102%	107%	99%	90%	78%	93%	110%	89%	113%

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: East Dover, VT 05341, South Newfane, VT 05351, Wardsboro, VT 05355, West Dover, VT 05356, Wilmington, VT 05363
 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	\$229K	\$185K	\$283K	\$294K	\$214K	\$196K	\$302K	\$267K	\$176K	\$233K	\$226K	\$303K	\$237K
Median Sales Price	\$225K	\$179K	\$299K	\$269K	\$215K	\$211K	\$265K	\$240K	\$169K	\$219K	\$245K	\$282K	\$275K
Med Sales Price as a % of Med Est Value	98%	97%	106%	92%	101%	108%	88%	90%	96%	94%	108%	93%	116%