

## 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                            | Dec 2020     | Dec 2019     | + / -   | YTD 2020      | YTD 2019      | + / -   |
|--|--------------|--------------|---------|---------------|---------------|---------|
| <b>Listing Activity Charts Metrics</b> |              |              |         |               |               |         |
| New Listing Count                      | 18           | 17           | +5.9%   | 413           | 331           | +24.8%  |
| New Listing Volume                     | \$9,312,800  | \$7,034,800  | +32.4%  | \$162,191,727 | \$105,230,491 | +54.1%  |
| Active Listing Count                   | 85           | 212          | -59.9%  | N/A           | N/A           |         |
| Active Listing Volume                  | \$44,823,300 | \$82,855,892 | -45.9%  | N/A           | N/A           |         |
| Average Listing Price                  | \$527,333    | \$390,830    | +34.9%  | \$423,964     | \$387,392     | +9.4%   |
| Median Listing Price                   | \$349,000    | \$285,000    | +22.5%  | \$298,714     | \$277,339     | +7.7%   |
| Median Days in RPR                     | 94           | 203.5        | -53.8%  | 113.76        | 182.3         | -37.6%  |
| Months of Inventory                    | 1.5          | 8.8          | -83.1%  | 8.4           | 13.3          | -36.5%  |
| Absorption Rate                        | 67.06%       | 11.32%       | +55.7%  | 11.86%        | 7.54%         | +4.3%   |
| <b>Sales Activity Charts Metrics</b>   |              |              |         |               |               |         |
| New Pending Sales Count                | 30           | 15           | +100%   | 489           | 276           | +77.2%  |
| New Pending Sales Volume               | \$10,658,428 | \$4,785,400  | +122.7% | \$165,858,623 | \$69,082,745  | +140.1% |
| Pending Sales Count                    | 53           | 22           | +140.9% | N/A           | N/A           |         |
| Pending Sales Volume                   | \$18,050,126 | \$6,592,700  | +173.8% | N/A           | N/A           |         |
| Closed Sales Count                     | 46           | 25           | +84%    | 366           | 223           | +64.1%  |
| Closed Sales Volume                    | \$18,217,524 | \$7,816,220  | +133.1% | \$119,934,414 | \$52,898,734  | +126.7% |
| Average Sales Price                    | \$396,033    | \$312,649    | +26.7%  | \$327,690     | \$237,214     | +38.1%  |
| Median Sales Price                     | \$287,500    | \$280,000    | +2.7%   | \$251,193     | \$210,664     | +19.2%  |

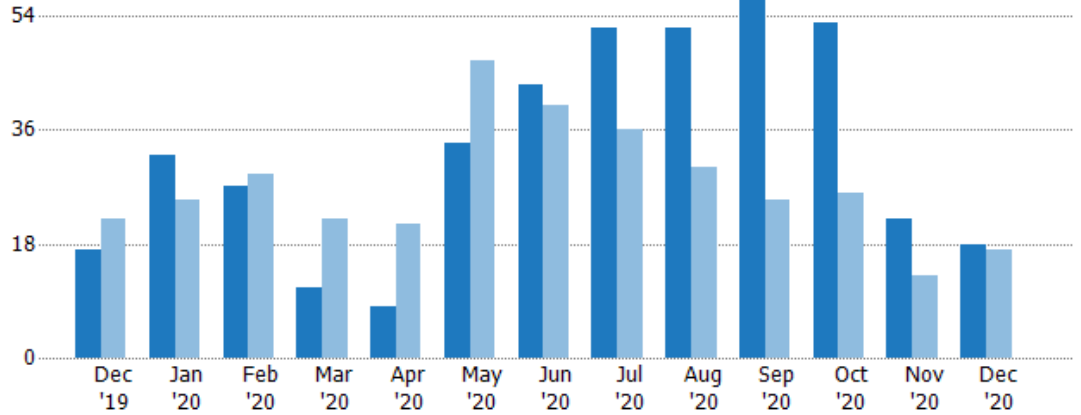
## New Listings

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. |
|------------|-------|--------|
| Dec '20    | 18    | 5.9%   |
| Dec '19    | 17    | -22.7% |
| Dec '18    | 22    | -9.1%  |



|                                |      |     |     |      |      |      |    |     |     |      |      |     |    |
|--------------------------------|------|-----|-----|------|------|------|----|-----|-----|------|------|-----|----|
| Current Year                   | 17   | 32  | 27  | 11   | 8    | 34   | 43 | 52  | 52  | 61   | 53   | 22  | 18 |
| Prior Year                     | 22   | 25  | 29  | 22   | 21   | 47   | 40 | 36  | 30  | 25   | 26   | 13  | 17 |
| Percent Change from Prior Year | -23% | 28% | -7% | -50% | -62% | -28% | 8% | 44% | 73% | 144% | 104% | 69% | 6% |

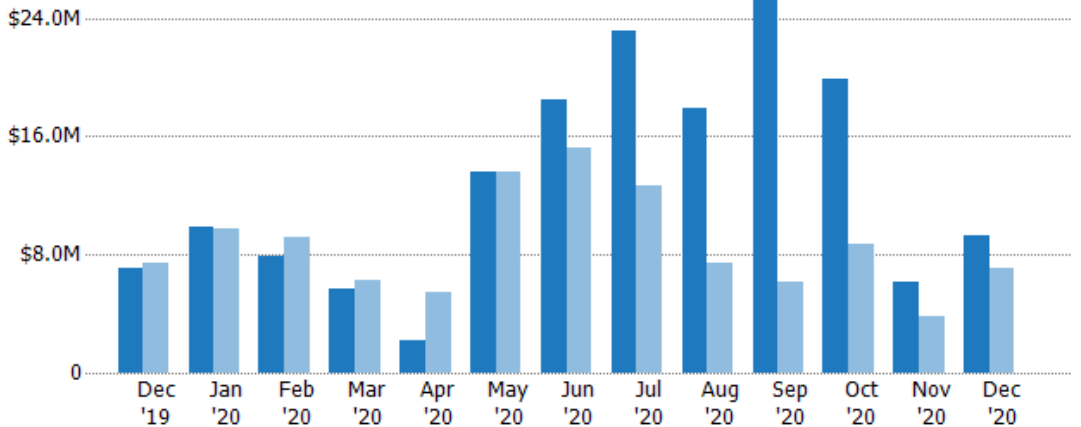
## New Listing Volume

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. |
|------------|---------|--------|
| Dec '20    | \$9.31M | 32.4%  |
| Dec '19    | \$7.03M | -4.9%  |
| Dec '18    | \$7.4M  | -42.8% |



|                                |         |         |         |         |         |         |         |         |         |         |         |         |         |
|--------------------------------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| Current Year                   | \$7.03M | \$9.92M | \$7.92M | \$5.68M | \$2.16M | \$13.6M | \$18.5M | \$23.1M | \$17.9M | \$28.1M | \$19.8M | \$6.12M | \$9.31M |
| Prior Year                     | \$7.4M  | \$9.72M | \$9.16M | \$6.31M | \$5.48M | \$13.6M | \$15.2M | \$12.7M | \$7.39M | \$6.16M | \$8.71M | \$3.83M | \$7.03M |
| Percent Change from Prior Year | -5%     | 2%      | -14%    | -10%    | -60%    | 0%      | 22%     | 82%     | 143%    | 356%    | 128%    | 60%     | 32%     |

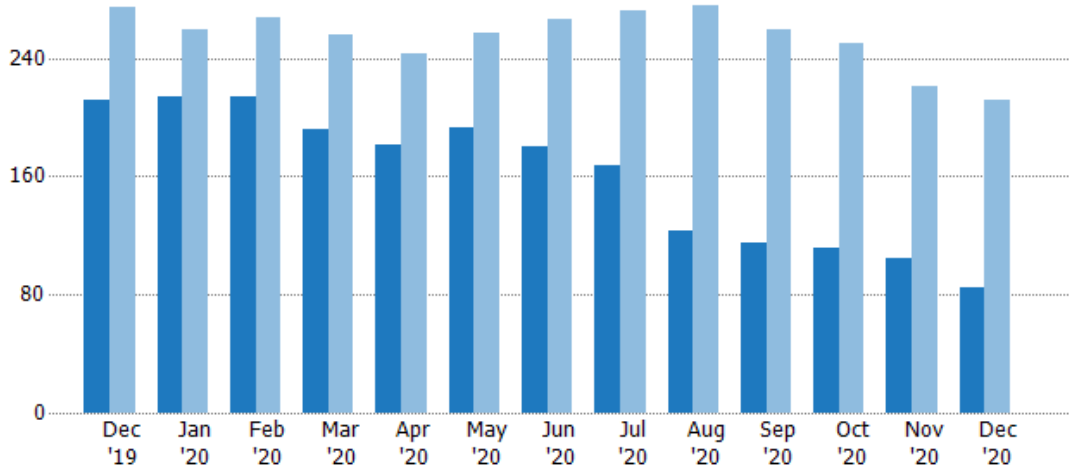
## Active Listings

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 | Count | % Chg. |
|------------|-------|--------|
| Dec '20    | 85    | -59.9% |
| Dec '19    | 212   | -22.6% |
| Dec '18    | 274   | -4.7%  |

|                                | Dec '19 | Jan '20 | Feb '20 | Mar '20 | Apr '20 | May '20 | Jun '20 | Jul '20 | Aug '20 | Sep '20 | Oct '20 | Nov '20 | Dec '20 |
|--------------------------------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| Current Year                   | 212     | 214     | 214     | 192     | 181     | 193     | 180     | 167     | 123     | 115     | 111     | 105     | 85      |
| Prior Year                     | 274     | 259     | 267     | 256     | 243     | 257     | 266     | 272     | 276     | 259     | 250     | 221     | 212     |
| Percent Change from Prior Year | -23%    | -17%    | -20%    | -25%    | -26%    | -25%    | -32%    | -39%    | -55%    | -56%    | -56%    | -52%    | -60%    |

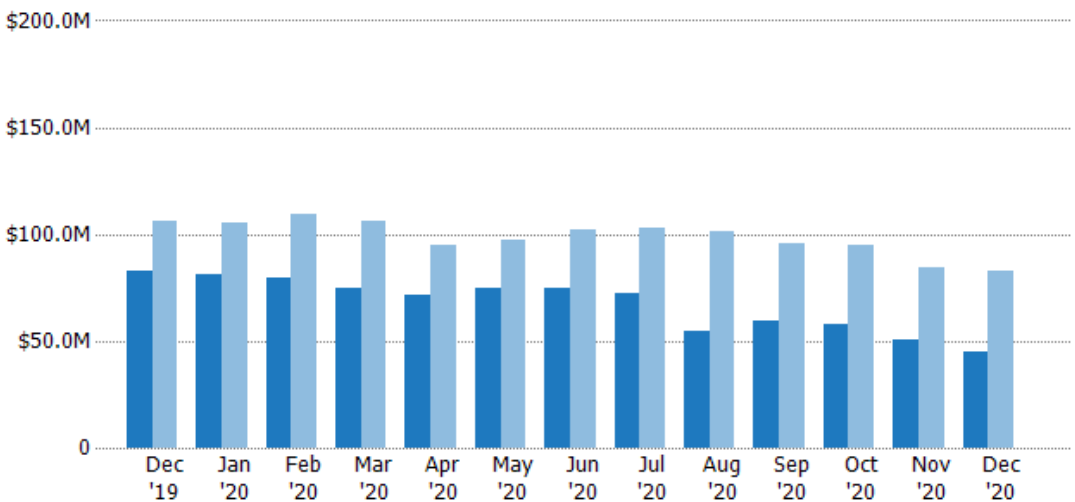
## Active Listing Volume

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 | Volume  | % Chg. |
|------------|---------|--------|
| Dec '20    | \$44.8M | -45.9% |
| Dec '19    | \$82.9M | -21.7% |
| Dec '18    | \$106M  | -13.9% |

|                                | Dec '19 | Jan '20 | Feb '20 | Mar '20 | Apr '20 | May '20 | Jun '20 | Jul '20 | Aug '20 | Sep '20 | Oct '20 | Nov '20 | Dec '20 |
|--------------------------------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| Current Year                   | \$82.9M | \$81.2M | \$79.9M | \$74.9M | \$71.4M | \$74.6M | \$74.8M | \$72.1M | \$54.6M | \$59.6M | \$58.1M | \$50.9M | \$44.8M |
| Prior Year                     | \$106M  | \$105M  | \$109M  | \$106M  | \$95M   | \$97.7M | \$102M  | \$103M  | \$101M  | \$95.4M | \$94.6M | \$84.7M | \$82.9M |
| Percent Change from Prior Year | -22%    | -23%    | -27%    | -29%    | -25%    | -24%    | -27%    | -30%    | -46%    | -37%    | -39%    | -40%    | -46%    |

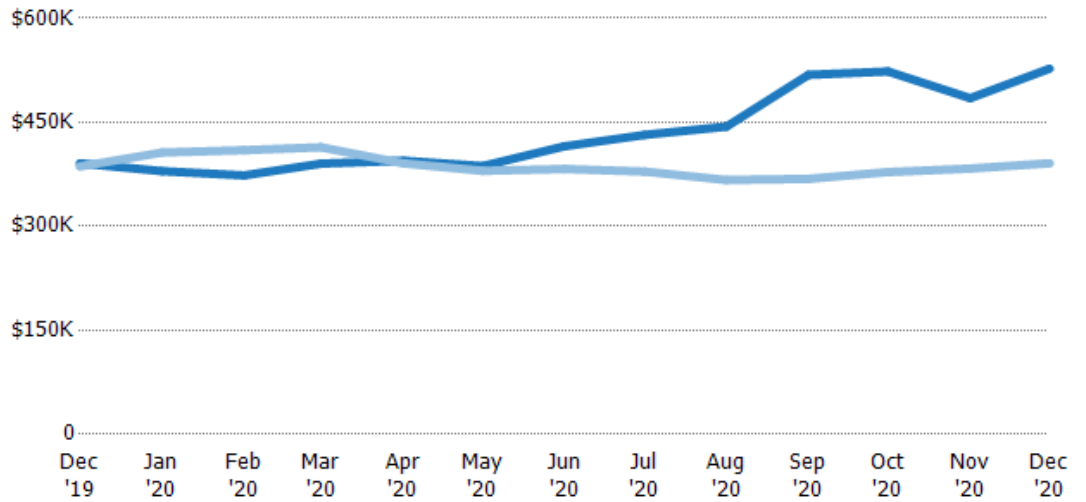
## Average Listing Price

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. |
|------------|--------|--------|
| Dec '20    | \$527K | 34.9%  |
| Dec '19    | \$391K | 1.2%   |
| Dec '18    | \$386K | -9.6%  |



|                                |        |        |        |        |        |        |        |        |        |        |        |        |        |
|--------------------------------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|
| Current Year                   | \$391K | \$380K | \$373K | \$390K | \$395K | \$387K | \$415K | \$432K | \$444K | \$519K | \$523K | \$485K | \$527K |
| Prior Year                     | \$386K | \$406K | \$410K | \$414K | \$391K | \$380K | \$383K | \$379K | \$367K | \$368K | \$378K | \$383K | \$391K |
| Percent Change from Prior Year | 1%     | -7%    | -9%    | -6%    | 1%     | 2%     | 9%     | 14%    | 21%    | 41%    | 38%    | 26%    | 35%    |

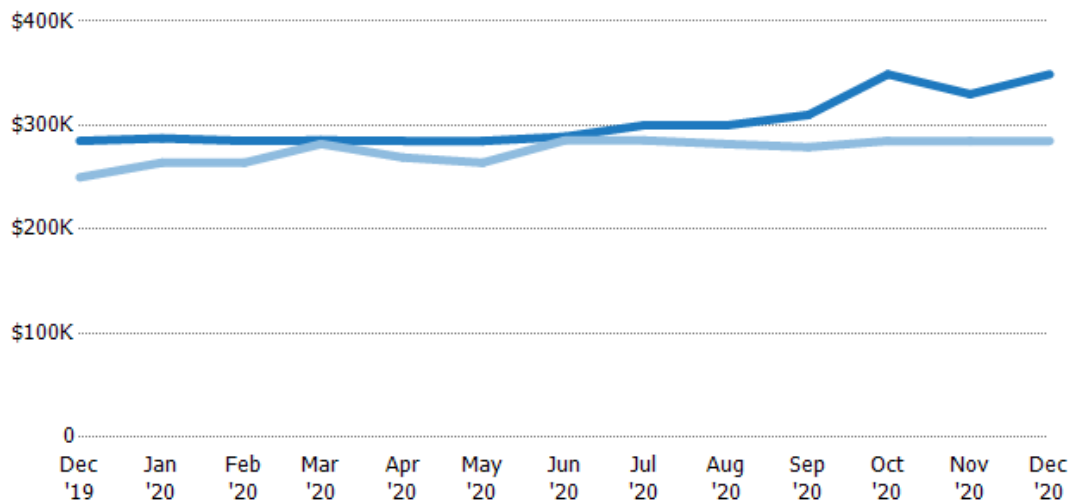
## Median Listing Price

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. |
|------------|--------|--------|
| Dec '20    | \$349K | 22.5%  |
| Dec '19    | \$285K | 14%    |
| Dec '18    | \$250K | -8.4%  |



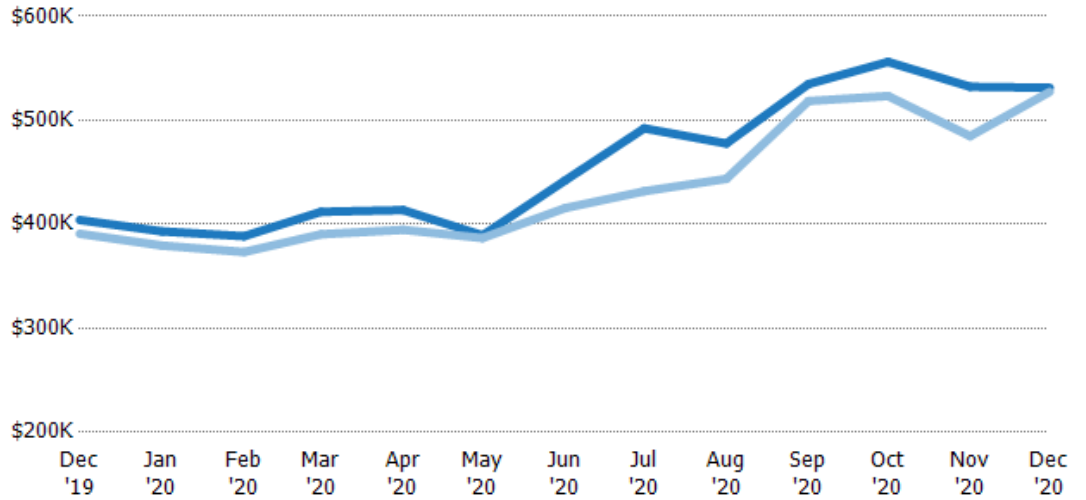
|                                |        |        |        |        |        |        |        |        |        |        |        |        |        |
|--------------------------------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|
| Current Year                   | \$285K | \$287K | \$285K | \$285K | \$285K | \$285K | \$289K | \$300K | \$300K | \$310K | \$349K | \$330K | \$349K |
| Prior Year                     | \$250K | \$264K | \$264K | \$282K | \$269K | \$264K | \$285K | \$285K | \$282K | \$279K | \$285K | \$285K | \$285K |
| Percent Change from Prior Year | 14%    | 9%     | 8%     | 1%     | 6%     | 8%     | 1%     | 5%     | 6%     | 11%    | 22%    | 16%    | 22%    |

## 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



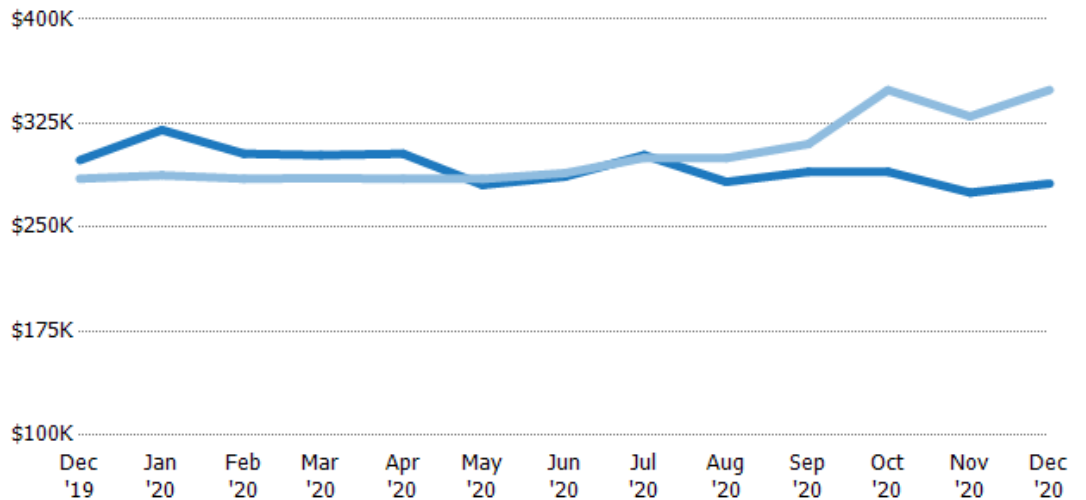
|   | Dec '19 | Jan '20 | Feb '20 | Mar '20 | Apr '20 | May '20 | Jun '20 | Jul '20 | Aug '20 | Sep '20 | Oct '20 | Nov '20 | Dec '20 |
|---|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| Avg Est Value                             | \$404K  | \$393K  | \$389K  | \$412K  | \$414K  | \$389K  | \$442K  | \$492K  | \$478K  | \$535K  | \$556K  | \$532K  | \$531K  |
| Avg Listing Price                         | \$391K  | \$380K  | \$373K  | \$390K  | \$395K  | \$387K  | \$415K  | \$432K  | \$444K  | \$519K  | \$523K  | \$485K  | \$527K  |
| Avg Listing Price as a % of Avg Est Value | 97%     | 97%     | 96%     | 95%     | 95%     | 99%     | 94%     | 88%     | 93%     | 97%     | 94%     | 91%     | 99%     |

## 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



|   | Dec '19 | Jan '20 | Feb '20 | Mar '20 | Apr '20 | May '20 | Jun '20 | Jul '20 | Aug '20 | Sep '20 | Oct '20 | Nov '20 | Dec '20 |
|---|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| Median Est Value                          | \$298K  | \$320K  | \$303K  | \$302K  | \$303K  | \$281K  | \$287K  | \$302K  | \$283K  | \$290K  | \$290K  | \$275K  | \$282K  |
| Median Listing Price                      | \$285K  | \$287K  | \$285K  | \$285K  | \$285K  | \$285K  | \$289K  | \$300K  | \$300K  | \$310K  | \$349K  | \$330K  | \$349K  |
| Med Listing Price as a % of Med Est Value | 95%     | 90%     | 94%     | 95%     | 94%     | 102%    | 101%    | 99%     | 106%    | 107%    | 120%    | 120%    | 124%    |

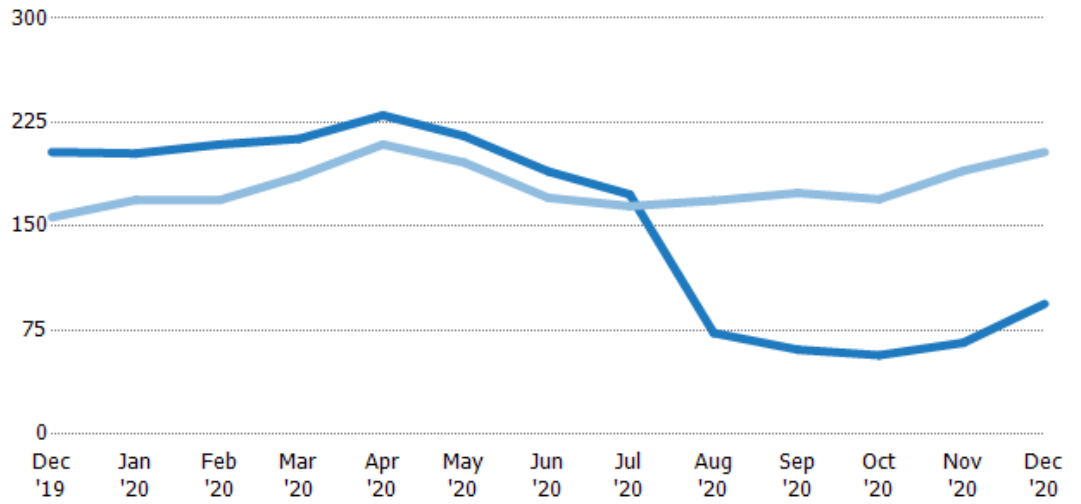
## Median Days in RPR

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. |
|------------|------|--------|
| Dec '20    | 94   | -53.8% |
| Dec '19    | 204  | 30%    |
| Dec '18    | 157  | 6.7%   |



|                                |     |     |     |     |     |     |     |     |      |      |      |      |      |
|--------------------------------|-----|-----|-----|-----|-----|-----|-----|-----|------|------|------|------|------|
| Current Year                   | 204 | 203 | 209 | 213 | 230 | 215 | 190 | 173 | 73   | 61   | 57   | 66   | 94   |
| Prior Year                     | 157 | 169 | 169 | 186 | 209 | 196 | 171 | 165 | 169  | 174  | 170  | 190  | 204  |
| Percent Change from Prior Year | 30% | 20% | 24% | 15% | 10% | 10% | 11% | 5%  | -57% | -65% | -66% | -65% | -54% |

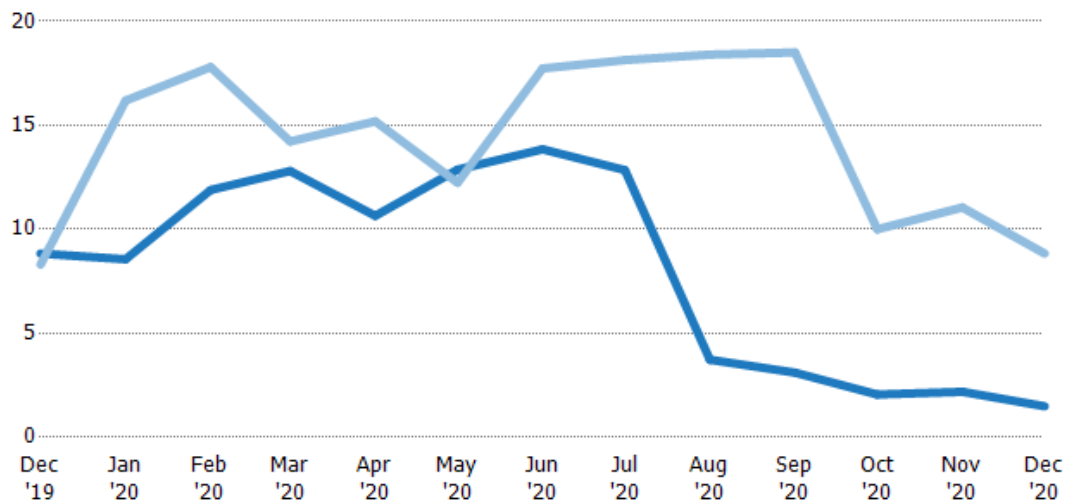
## Months of Inventory

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. |
|------------|--------|--------|
| Dec '20    | 1.49   | -83.1% |
| Dec '19    | 8.83   | 6.4%   |
| Dec '18    | 8.3    | 31%    |



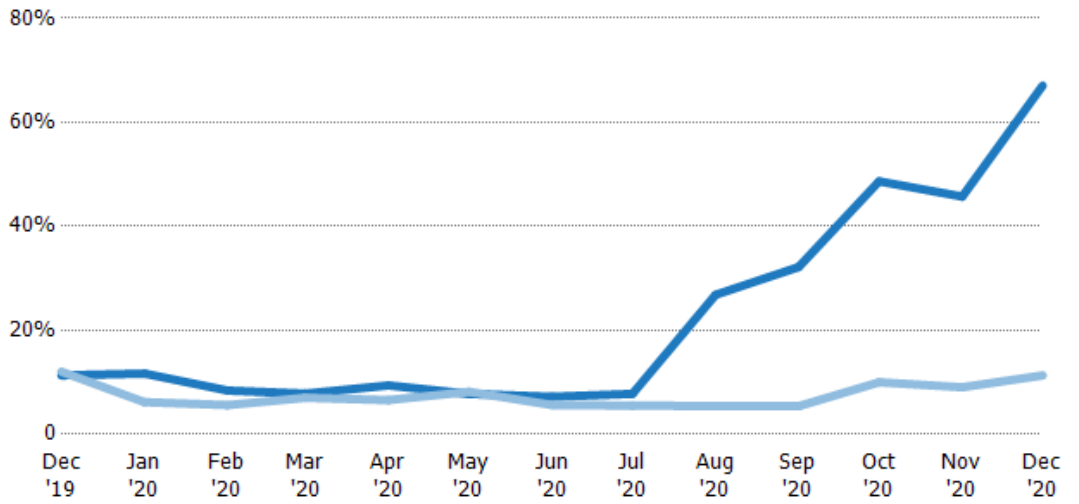
|                                |      |      |      |      |      |      |      |      |      |      |      |      |      |
|--------------------------------|------|------|------|------|------|------|------|------|------|------|------|------|------|
| Current Year                   | 8.83 | 8.56 | 11.9 | 12.8 | 10.6 | 12.9 | 13.8 | 12.8 | 3.73 | 3.11 | 2.06 | 2.19 | 1.49 |
| Prior Year                     | 8.3  | 16.2 | 17.8 | 14.2 | 15.2 | 12.2 | 17.7 | 18.1 | 18.4 | 18.5 | 10   | 11.1 | 8.83 |
| Percent Change from Prior Year | 6%   | -47% | -33% | -10% | -30% | 5%   | -22% | -29% | -80% | -83% | -79% | -80% | -83% |

## 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



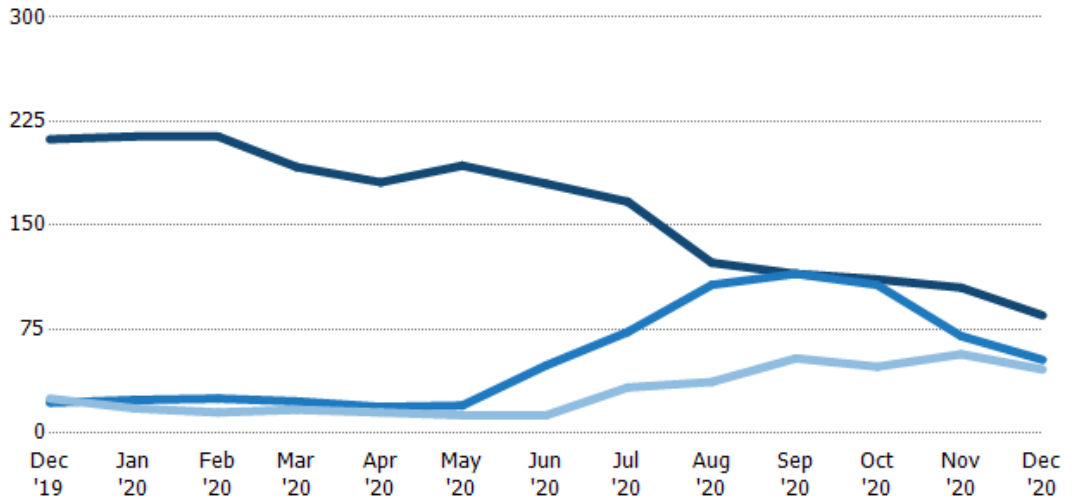
|                        | Dec '19 | Jan '20 | Feb '20 | Mar '20 | Apr '20 | May '20 | Jun '20 | Jul '20 | Aug '20 | Sep '20 | Oct '20 | Nov '20 | Dec '20 |
|------------------------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| Current Year           | 11%     | 12%     | 8%      | 8%      | 9%      | 8%      | 7%      | 8%      | 27%     | 32%     | 49%     | 46%     | 67%     |
| Prior Year             | 12%     | 6%      | 6%      | 7%      | 7%      | 8%      | 6%      | 6%      | 5%      | 5%      | 10%     | 9%      | 11%     |
| Change from Prior Year | 1%      | -6%     | -3%     | -1%     | -3%     | 0%      | -2%     | -2%     | -21%    | -27%    | -39%    | -37%    | -56%    |

## 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



|         | Dec '19 | Jan '20 | Feb '20 | Mar '20 | Apr '20 | May '20 | Jun '20 | Jul '20 | Aug '20 | Sep '20 | Oct '20 | Nov '20 | Dec '20 |
|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| Active  | 212     | 214     | 214     | 192     | 181     | 193     | 180     | 167     | 123     | 115     | 111     | 105     | 85      |
| Pending | 22      | 24      | 25      | 23      | 19      | 20      | 49      | 73      | 107     | 115     | 107     | 70      | 53      |
| Sold    | 25      | 18      | 15      | 17      | 15      | 13      | 13      | 33      | 37      | 54      | 48      | 57      | 46      |

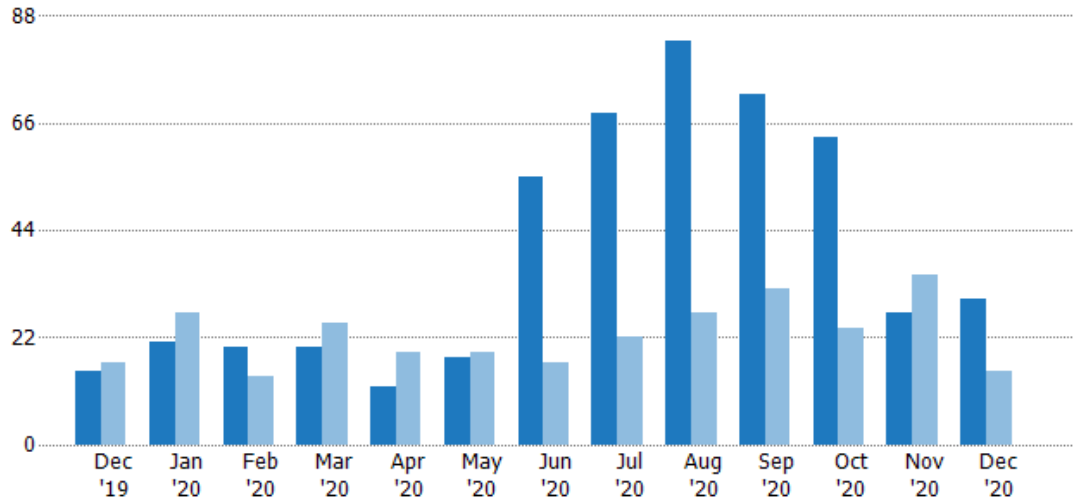
## New Pending Sales

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. |
|------------|-------|--------|
| Dec '20    | 30    | 100%   |
| Dec '19    | 15    | -11.8% |
| Dec '18    | 17    | -23.5% |



|                                |      |      |     |      |      |     |      |      |      |      |      |      |      |
|--------------------------------|------|------|-----|------|------|-----|------|------|------|------|------|------|------|
| Current Year                   | 15   | 21   | 20  | 20   | 12   | 18  | 55   | 68   | 83   | 72   | 63   | 27   | 30   |
| Prior Year                     | 17   | 27   | 14  | 25   | 19   | 19  | 17   | 22   | 27   | 32   | 24   | 35   | 15   |
| Percent Change from Prior Year | -12% | -22% | 43% | -20% | -37% | -5% | 224% | 209% | 207% | 125% | 163% | -23% | 100% |

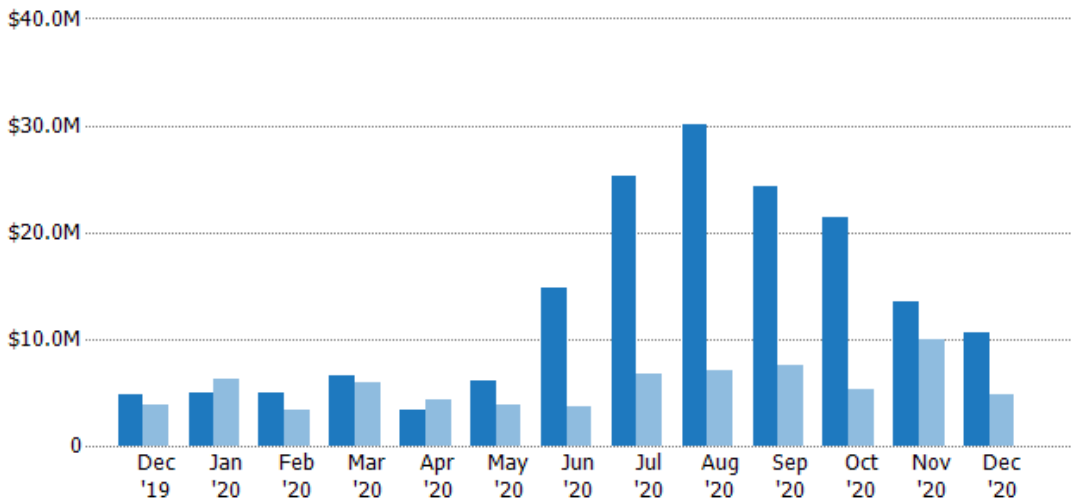
## New Pending Sales Volume

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. |
|------------|---------|--------|
| Dec '20    | \$10.7M | 122.7% |
| Dec '19    | \$4.79M | 23.5%  |
| Dec '18    | \$3.88M | -33%   |



|                                |         |         |         |         |         |         |         |         |         |         |         |         |         |
|--------------------------------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| Current Year                   | \$4.79M | \$4.94M | \$5.01M | \$6.5M  | \$3.29M | \$6.15M | \$14.8M | \$25.2M | \$30.1M | \$24.2M | \$21.4M | \$13.5M | \$10.7M |
| Prior Year                     | \$3.88M | \$6.24M | \$3.43M | \$5.99M | \$4.35M | \$3.89M | \$3.76M | \$6.77M | \$7.09M | \$7.55M | \$5.33M | \$9.88M | \$4.79M |
| Percent Change from Prior Year | 23%     | -21%    | 46%     | 8%      | -24%    | 58%     | 294%    | 273%    | 325%    | 221%    | 301%    | 37%     | 123%    |

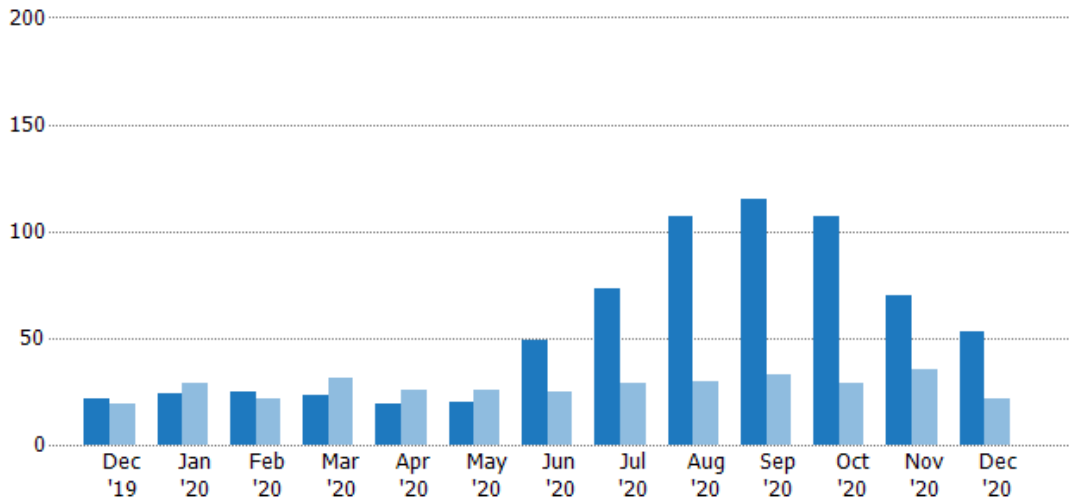


## Pending Sales

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



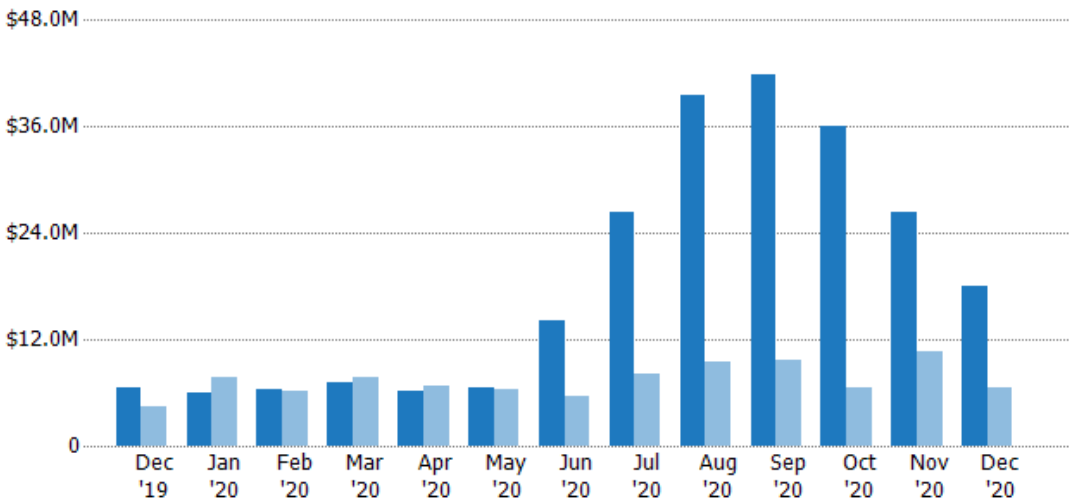
|                                | Dec '19 | Jan '20 | Feb '20 | Mar '20 | Apr '20 | May '20 | Jun '20 | Jul '20 | Aug '20 | Sep '20 | Oct '20 | Nov '20 | Dec '20 |
|--------------------------------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| Current Year                   | 22      | 24      | 25      | 23      | 19      | 20      | 49      | 73      | 107     | 115     | 107     | 70      | 53      |
| Prior Year                     | 19      | 29      | 22      | 31      | 26      | 26      | 25      | 29      | 30      | 33      | 29      | 35      | 22      |
| Percent Change from Prior Year | 16%     | -17%    | 14%     | -26%    | -27%    | -23%    | 96%     | 152%    | 257%    | 248%    | 269%    | 100%    | 141%    |

## 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



|                                | Dec '19 | Jan '20 | Feb '20 | Mar '20 | Apr '20 | May '20 | Jun '20 | Jul '20 | Aug '20 | Sep '20 | Oct '20 | Nov '20 | Dec '20 |
|--------------------------------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| Current Year                   | \$6.59M | \$6.08M | \$6.34M | \$7.23M | \$6.23M | \$6.48M | \$14.1M | \$26.3M | \$39.5M | \$41.8M | \$36M   | \$26.4M | \$18.1M |
| Prior Year                     | \$4.41M | \$7.69M | \$6.23M | \$7.77M | \$6.81M | \$6.41M | \$5.68M | \$8.2M  | \$9.48M | \$9.66M | \$6.55M | \$10.7M | \$6.59M |
| Percent Change from Prior Year | 50%     | -21%    | 2%      | -7%     | -8%     | 1%      | 148%    | 221%    | 317%    | 333%    | 450%    | 147%    | 174%    |

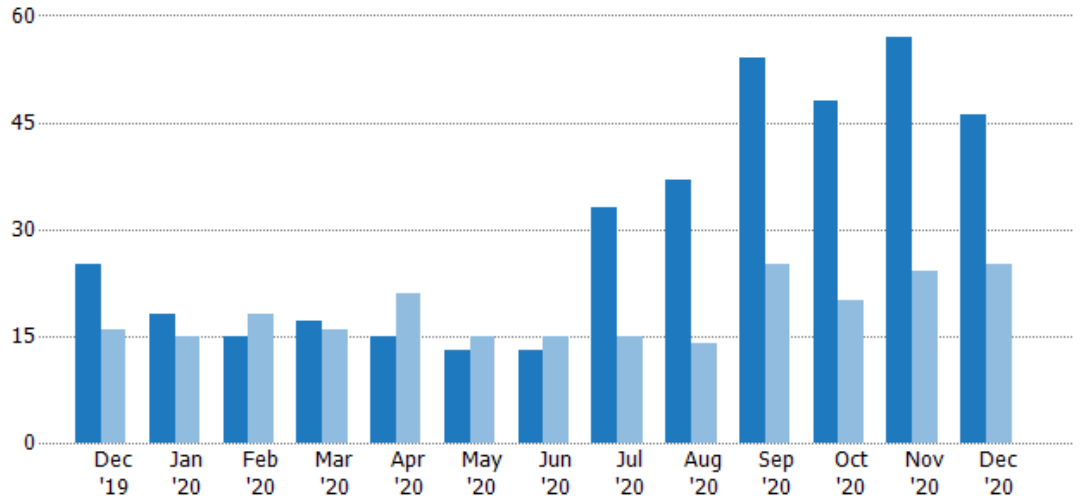
## Closed Sales

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. |
|------------|-------|--------|
| Dec '20    | 46    | 84%    |
| Dec '19    | 25    | 56.3%  |
| Dec '18    | 16    | 37.5%  |



|                                |     |     |      |    |      |      |      |      |      |      |      |      |     |
|--------------------------------|-----|-----|------|----|------|------|------|------|------|------|------|------|-----|
| Current Year                   | 25  | 18  | 15   | 17 | 15   | 13   | 13   | 33   | 37   | 54   | 48   | 57   | 46  |
| Prior Year                     | 16  | 15  | 18   | 16 | 21   | 15   | 15   | 15   | 14   | 25   | 20   | 24   | 25  |
| Percent Change from Prior Year | 56% | 20% | -17% | 6% | -29% | -13% | -13% | 120% | 164% | 116% | 140% | 138% | 84% |

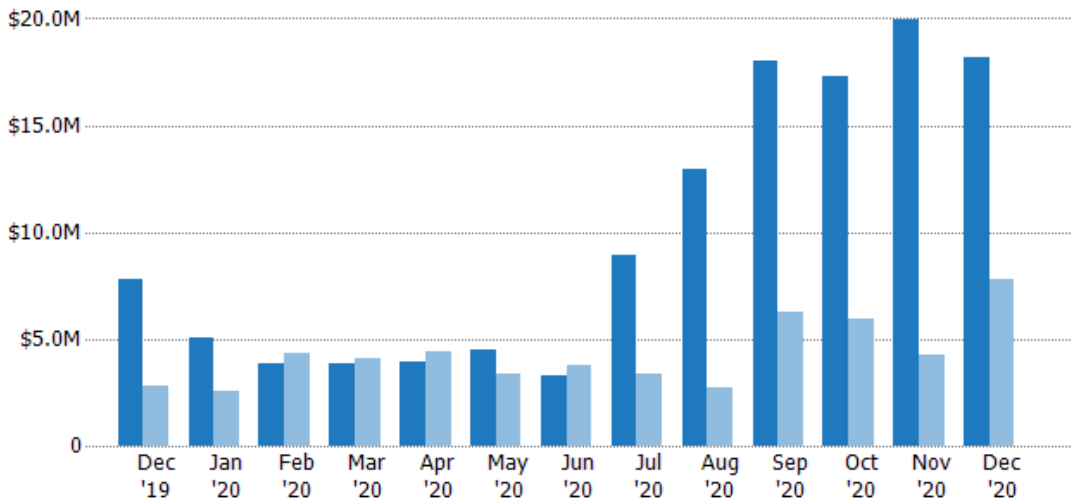
## Closed Sales Volume

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. |
|------------|---------|--------|
| Dec '20    | \$18.2M | 133.1% |
| Dec '19    | \$7.82M | 181.9% |
| Dec '18    | \$2.77M | 64.6%  |



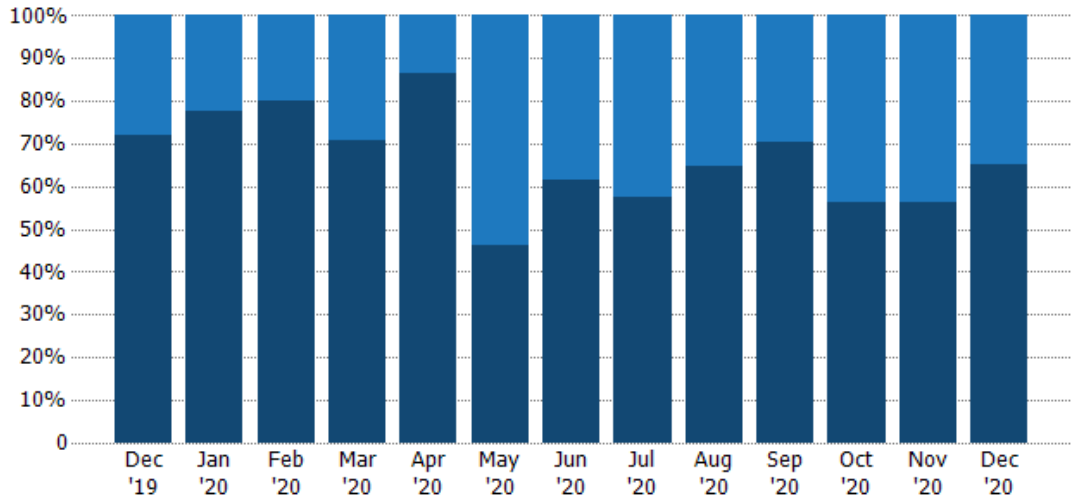
|                                |         |         |         |         |         |         |         |         |         |         |         |         |         |
|--------------------------------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| Current Year                   | \$7.82M | \$5.04M | \$3.86M | \$3.88M | \$3.92M | \$4.52M | \$3.27M | \$8.92M | \$13M   | \$18.1M | \$17.3M | \$19.9M | \$18.2M |
| Prior Year                     | \$2.77M | \$2.56M | \$4.33M | \$4.11M | \$4.38M | \$3.38M | \$3.75M | \$3.41M | \$2.75M | \$6.23M | \$5.93M | \$4.26M | \$7.82M |
| Percent Change from Prior Year | 182%    | 97%     | -11%    | -6%     | -10%    | 34%     | -13%    | 162%    | 372%    | 190%    | 192%    | 368%    | 133%    |

## Closed Sales by Property Type

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

### 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



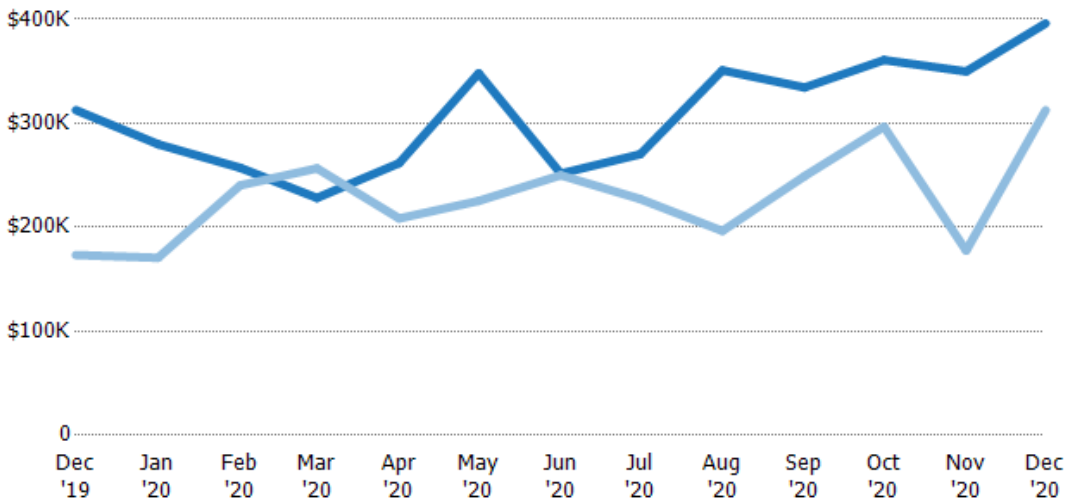
|                         |     |     |     |     |     |     |     |     |     |     |     |     |     |
|-------------------------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|
| Condo/Townhouse         | 28% | 22% | 20% | 29% | 13% | 54% | 38% | 42% | 35% | 30% | 44% | 44% | 35% |
| Single Family Residence | 72% | 78% | 80% | 71% | 87% | 46% | 62% | 58% | 65% | 70% | 56% | 56% | 65% |

## 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



| Month/Year | Price  | % Chg. |
|------------|--------|--------|
| Dec '20    | \$396K | 26.7%  |
| Dec '19    | \$313K | 80.4%  |
| Dec '18    | \$173K | 19.7%  |

|                                |        |        |        |        |        |        |        |        |        |        |        |        |        |
|--------------------------------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|
| Current Year                   | \$313K | \$280K | \$257K | \$228K | \$262K | \$348K | \$252K | \$270K | \$351K | \$334K | \$361K | \$350K | \$396K |
| Prior Year                     | \$173K | \$171K | \$240K | \$257K | \$209K | \$225K | \$250K | \$227K | \$197K | \$249K | \$297K | \$178K | \$313K |
| Percent Change from Prior Year | 80%    | 64%    | 7%     | -11%   | 25%    | 54%    | 1%     | 19%    | 79%    | 34%    | 22%    | 97%    | 27%    |

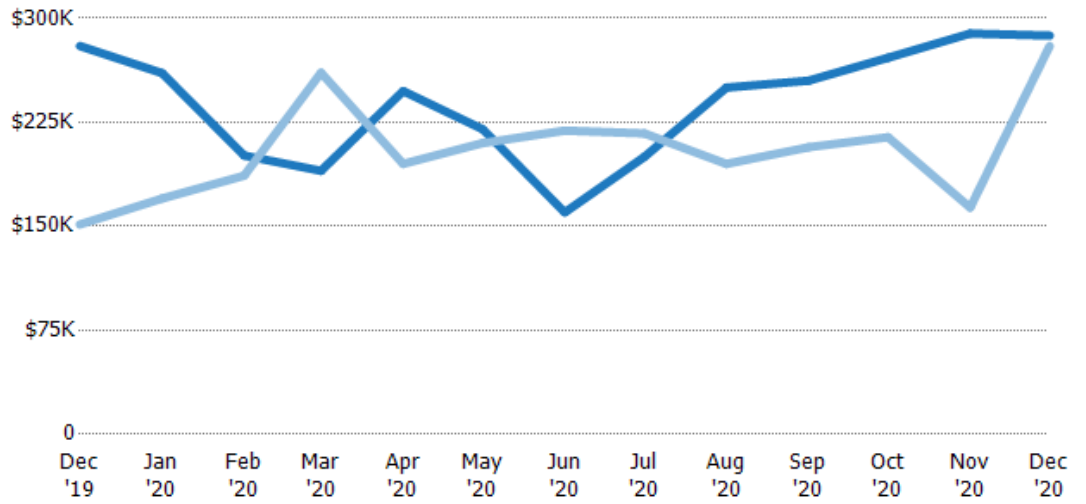
## Median Sales Price

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

| Month/Year | Price  | % Chg. |
|------------|--------|--------|
| Dec '20    | \$288K | 2.7%   |
| Dec '19    | \$280K | 85%    |
| Dec '18    | \$151K | 37.1%  |



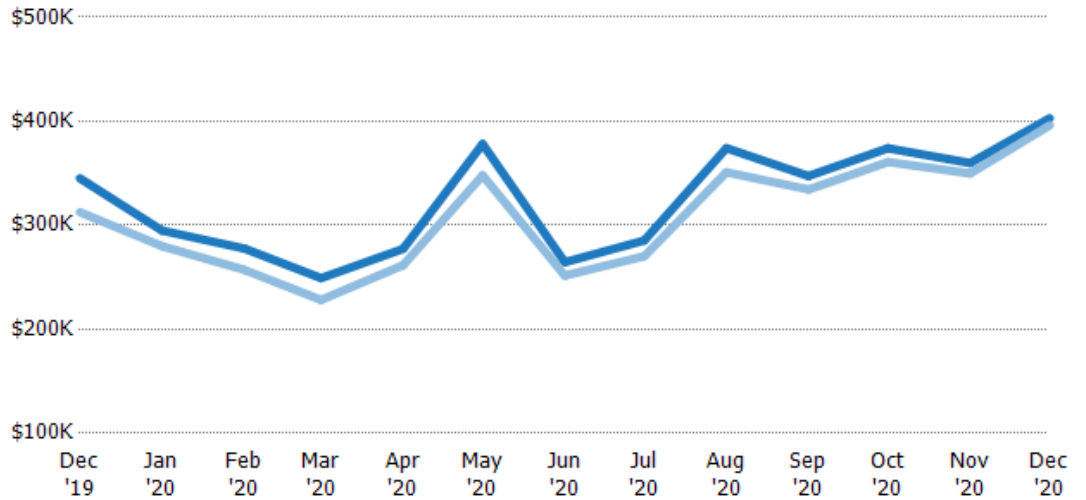
|                                |        |        |        |        |        |        |        |        |        |        |        |        |        |
|--------------------------------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|
| Current Year                   | \$280K | \$261K | \$201K | \$190K | \$248K | \$220K | \$160K | \$200K | \$250K | \$255K | \$272K | \$289K | \$288K |
| Prior Year                     | \$151K | \$170K | \$187K | \$261K | \$195K | \$210K | \$219K | \$217K | \$195K | \$207K | \$214K | \$164K | \$280K |
| Percent Change from Prior Year | 85%    | 53%    | 8%     | -27%   | 27%    | 5%     | -27%   | -8%    | 28%    | 23%    | 27%    | 77%    | 3%     |

## 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



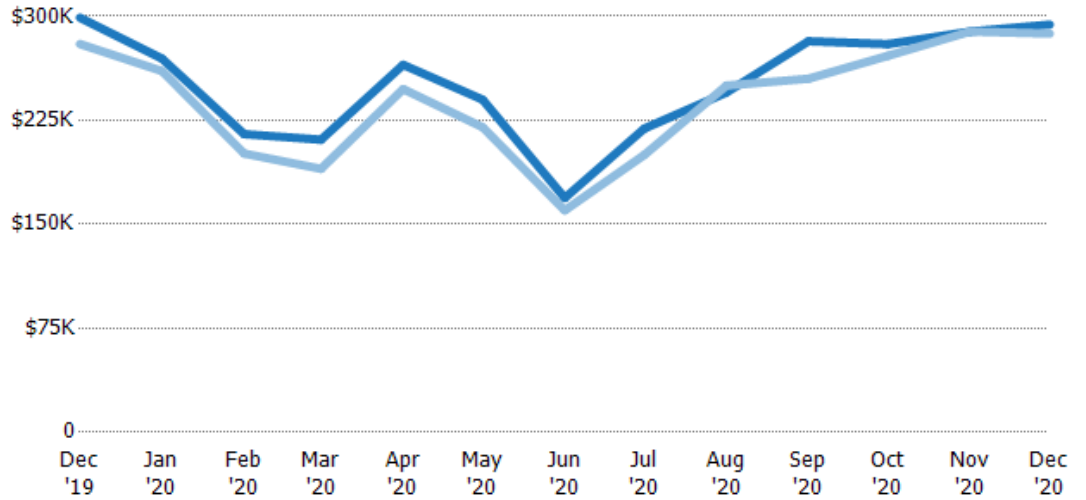
|  |        |        |        |        |        |        |        |        |        |        |        |        |        |
|--|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|
| Avg List Price                           | \$345K | \$295K | \$278K | \$249K | \$277K | \$378K | \$264K | \$285K | \$374K | \$347K | \$374K | \$360K | \$403K |
| Avg Sales Price                          | \$313K | \$280K | \$257K | \$228K | \$262K | \$348K | \$252K | \$270K | \$351K | \$334K | \$361K | \$350K | \$396K |
| Avg Sales Price as a % of Avg List Price | 91%    | 95%    | 93%    | 92%    | 94%    | 92%    | 95%    | 95%    | 94%    | 96%    | 96%    | 97%    | 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: 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



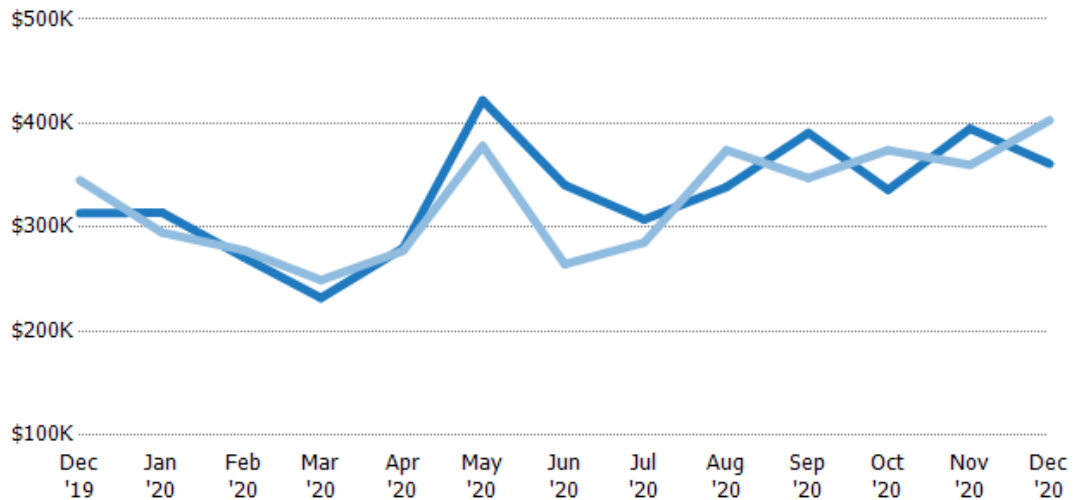
|  | Dec '19 | Jan '20 | Feb '20 | Mar '20 | Apr '20 | May '20 | Jun '20 | Jul '20 | Aug '20 | Sep '20 | Oct '20 | Nov '20 | Dec '20 |
|--|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| Median List Price                        | \$299K  | \$269K  | \$215K  | \$211K  | \$265K  | \$240K  | \$169K  | \$219K  | \$245K  | \$282K  | \$280K  | \$289K  | \$294K  |
| Median Sales Price                       | \$280K  | \$261K  | \$201K  | \$190K  | \$248K  | \$220K  | \$160K  | \$200K  | \$250K  | \$255K  | \$272K  | \$289K  | \$288K  |
| Med Sales Price as a % of Med List Price | 94%     | 97%     | 93%     | 90%     | 93%     | 92%     | 95%     | 91%     | 102%    | 90%     | 97%     | 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: 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



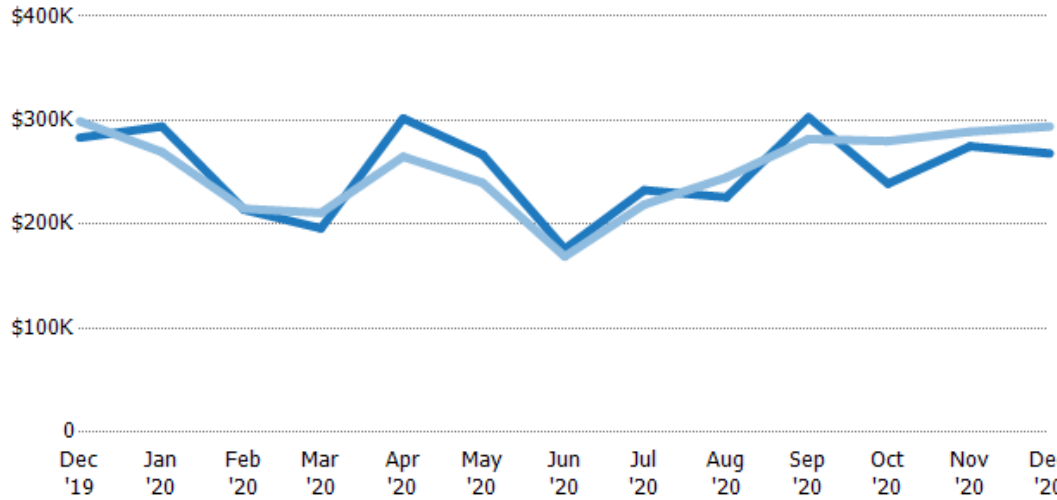
|   | Dec '19 | Jan '20 | Feb '20 | Mar '20 | Apr '20 | May '20 | Jun '20 | Jul '20 | Aug '20 | Sep '20 | Oct '20 | Nov '20 | Dec '20 |
|---|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| Avg Est Value                           | \$313K  | \$314K  | \$271K  | \$232K  | \$280K  | \$422K  | \$341K  | \$307K  | \$339K  | \$391K  | \$336K  | \$395K  | \$361K  |
| Avg Sales Price                         | \$345K  | \$295K  | \$278K  | \$249K  | \$277K  | \$378K  | \$264K  | \$285K  | \$374K  | \$347K  | \$374K  | \$360K  | \$403K  |
| Avg Sales Price as a % of Avg Est Value | 110%    | 94%     | 102%    | 107%    | 99%     | 90%     | 78%     | 93%     | 110%    | 89%     | 111%    | 91%     | 112%    |

## 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



|   | Dec '19 | Jan '20 | Feb '20 | Mar '20 | Apr '20 | May '20 | Jun '20 | Jul '20 | Aug '20 | Sep '20 | Oct '20 | Nov '20 | Dec '20 |
|---|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| Median Est Value                        | \$283K  | \$294K  | \$214K  | \$196K  | \$302K  | \$267K  | \$176K  | \$233K  | \$226K  | \$303K  | \$239K  | \$275K  | \$268K  |
| Median Sales Price                      | \$299K  | \$269K  | \$215K  | \$211K  | \$265K  | \$240K  | \$169K  | \$219K  | \$245K  | \$282K  | \$280K  | \$289K  | \$294K  |
| Med Sales Price as a % of Med Est Value | 106%    | 92%     | 101%    | 108%    | 88%     | 90%     | 96%     | 94%     | 108%    | 93%     | 117%    | 105%    | 110%    |

## Sales Activity by ZIP

Dec 2020

| ZIP   | Pendings<br>(Month End) | Pending Volume<br>(Month End) | Sales | Sales Volume | Avg<br>Sales Price | Median<br>Sales Price | Avg Sales<br>Price per Sq Ft | Median Sales<br>Price per Sq Ft | Median Days<br>In RPR |
|-------|-------------------------|-------------------------------|-------|--------------|--------------------|-----------------------|------------------------------|---------------------------------|-----------------------|
| 05341 | 4                       | \$1,672,728                   | 2     | \$388,500    | \$194,250          | \$194,250             | \$151                        | \$151                           | 71                    |
| 05355 | 7                       | \$1,387,800                   | 4     | \$1,020,000  | \$255,000          | \$277,500             | \$160                        | \$166                           | 54                    |
| 05356 | 16                      | \$4,627,800                   | 23    | \$10,899,675 | \$473,899          | \$325,000             | \$181                        | \$163                           | 13                    |
| 05363 | 26                      | \$10,361,798                  | 17    | \$5,909,349  | \$347,609          | \$249,000             | \$146                        | \$136                           | 80                    |

## Sales Activity by Metro Area

Dec 2020

| Metro | Pendings<br>(Month End) | Pending Volume<br>(Month End) | Sales | Sales Volume | Avg<br>Sales Price | Median<br>Sales Price | Avg Sales<br>Price per Sq Ft | Median Sales<br>Price per Sq Ft | Median Days<br>In RPR |
|-------|-------------------------|-------------------------------|-------|--------------|--------------------|-----------------------|------------------------------|---------------------------------|-----------------------|
| Other | 50                      | \$16,921,226                  | 46    | \$18,217,524 | \$396,033          | \$287,500             | \$165                        | \$158                           | 27                    |