

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	+ / -
Listing Activity Charts Metrics						
New Listing Count	3	2	+50%	137	128	+7%
New Listing Volume	\$934,900	\$369,000	+153.4%	\$46,521,399	\$39,699,550	+17.2%
Active Listing Count	13	29	-55.2%	N/A	N/A	
Active Listing Volume	\$6,604,700	\$11,480,100	-42.5%	N/A	N/A	
Average Listing Price	\$508,054	\$395,866	+28.3%	\$396,994	\$413,263	-3.9%
Median Listing Price	\$274,900	\$310,000	-11.3%	\$297,570	\$324,255	-8.2%
Median Days in RPR	118	117	+0.9%	73.36	96.27	-23.8%
Months of Inventory	1	2.6	-62.1%	3.2	4.5	-28.6%
Absorption Rate	100%	37.93%	+62.1%	30.79%	21.98%	+8.8%
Sales Activity Charts Metrics						
New Pending Sales Count	8	5	+60%	146	114	+28.1%
New Pending Sales Volume	\$2,263,900	\$3,022,500	-25.1%	\$46,889,200	\$35,604,050	+31.7%
Pending Sales Count	16	4	+300%	N/A	N/A	
Pending Sales Volume	\$4,592,100	\$1,312,500	+249.9%	N/A	N/A	
Closed Sales Count	13	12	+8.3%	109	101	+7.9%
Closed Sales Volume	\$3,192,300	\$4,077,000	-21.7%	\$34,499,308	\$29,191,793	+18.2%
Average Sales Price	\$245,562	\$339,750	-27.7%	\$316,507	\$289,028	+9.5%
Median Sales Price	\$195,000	\$322,500	-39.5%	\$298,615	\$286,455	+4.2%

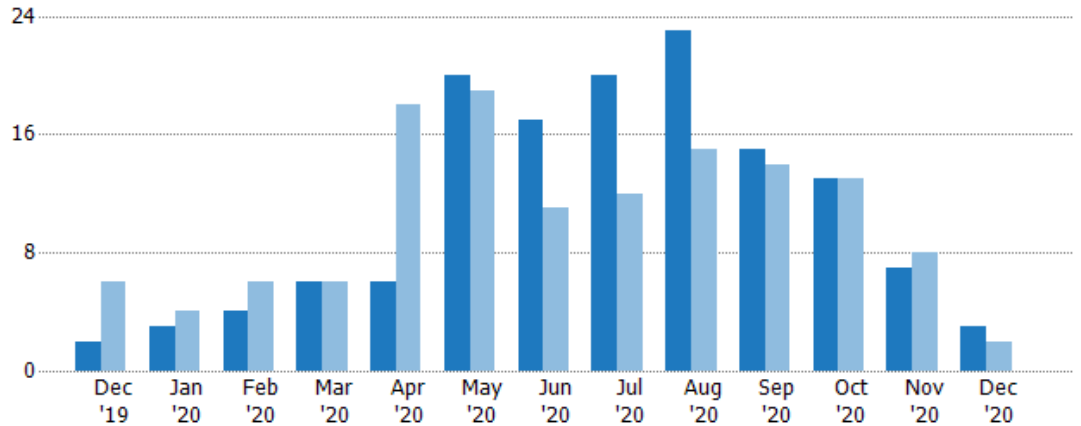
New Listings

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

Filters Used

ZIP: 7 Selected
Property Type:
Condo/Townhouse/Apt, Single
Family Residence

Month/Year	Count	% Chg.
Dec '20	3	50%
Dec '19	2	-66.7%
Dec '18	6	-83.3%



	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	2	3	4	6	6	20	17	20	23	15	13	7	3
Prior Year	6	4	6	6	18	19	11	12	15	14	13	8	2
Percent Change from Prior Year	-67%	-25%	-33%	0%	-67%	5%	55%	67%	53%	7%	0%	-13%	50%

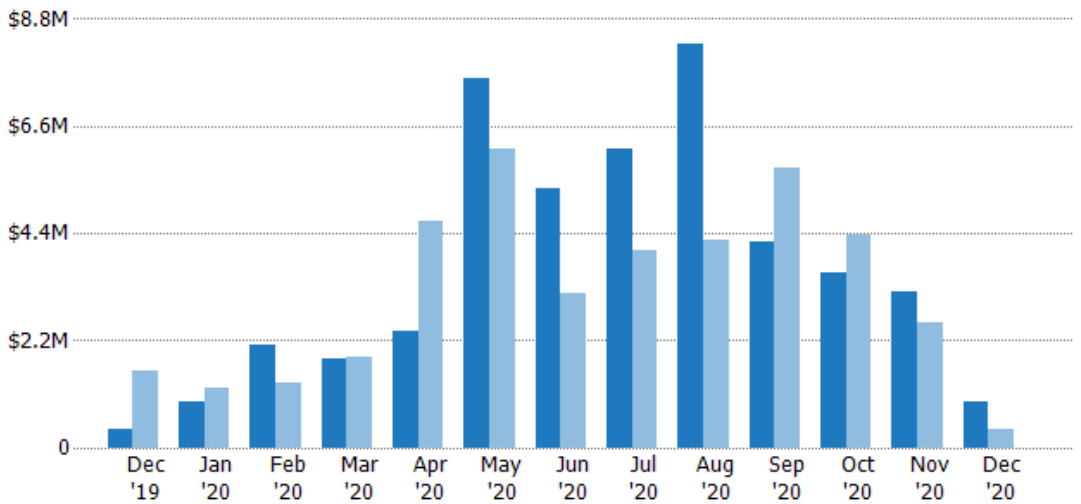
New Listing Volume

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

Filters Used

ZIP: 7 Selected
Property Type:
Condo/Townhouse/Apt, Single
Family Residence

Month/Year	Volume	% Chg.
Dec '20	\$935K	153.4%
Dec '19	\$369K	-76.8%
Dec '18	\$1.59M	-85.2%



	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	\$369K	\$934K	\$2.1M	\$1.81M	\$2.39M	\$7.57M	\$5.32M	\$6.15M	\$8.29M	\$4.22M	\$3.6M	\$3.2M	\$935K
Prior Year	\$1.59M	\$1.22M	\$1.32M	\$1.86M	\$4.65M	\$6.14M	\$3.17M	\$4.05M	\$4.25M	\$5.75M	\$4.36M	\$2.56M	\$369K
Percent Change from Prior Year	-77%	-23%	59%	-3%	-49%	23%	68%	52%	95%	-27%	-17%	25%	153%

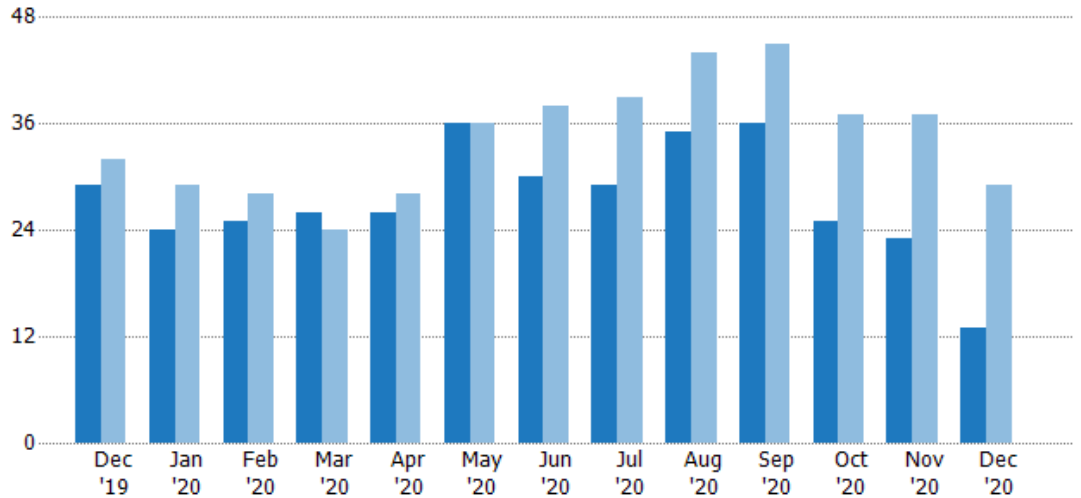
Active Listings

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

Filters Used

ZIP: 7 Selected
Property Type:
Condo/Townhouse/Apt, Single
Family Residence

Month/Year	Count	% Chg.
Dec '20	13	-55.2%
Dec '19	29	-9.4%
Dec '18	32	34.4%



	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	29	24	25	26	26	36	30	29	35	36	25	23	13
Prior Year	32	29	28	24	28	36	38	39	44	45	37	37	29
Percent Change from Prior Year	-9%	-17%	-11%	8%	-7%	0%	-21%	-26%	-20%	-20%	-32%	-38%	-55%

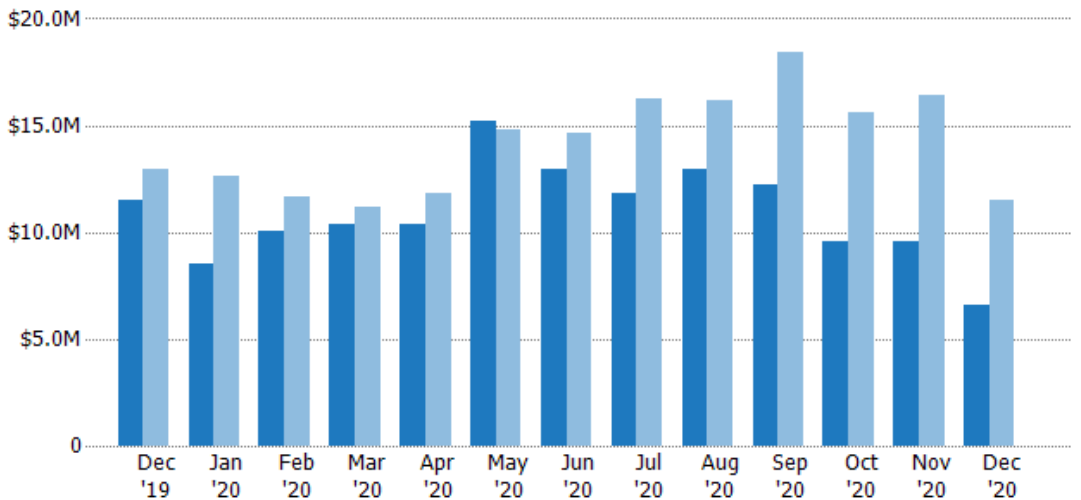
Active Listing Volume

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

Filters Used

ZIP: 7 Selected
Property Type:
Condo/Townhouse/Apt, Single
Family Residence

Month/Year	Volume	% Chg.
Dec '20	\$6.6M	-42.5%
Dec '19	\$11.5M	-11.3%
Dec '18	\$12.9M	36.8%



	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	\$11.5M	\$8.52M	\$10.1M	\$10.4M	\$10.4M	\$15.2M	\$12.9M	\$11.8M	\$13M	\$12.2M	\$9.6M	\$9.56M	\$6.6M
Prior Year	\$12.9M	\$12.7M	\$11.7M	\$11.2M	\$11.8M	\$14.8M	\$14.7M	\$16.2M	\$16.2M	\$18.4M	\$15.6M	\$16.4M	\$11.5M
Percent Change from Prior Year	-11%	-33%	-14%	-7%	-12%	3%	-12%	-27%	-20%	-34%	-39%	-42%	-42%

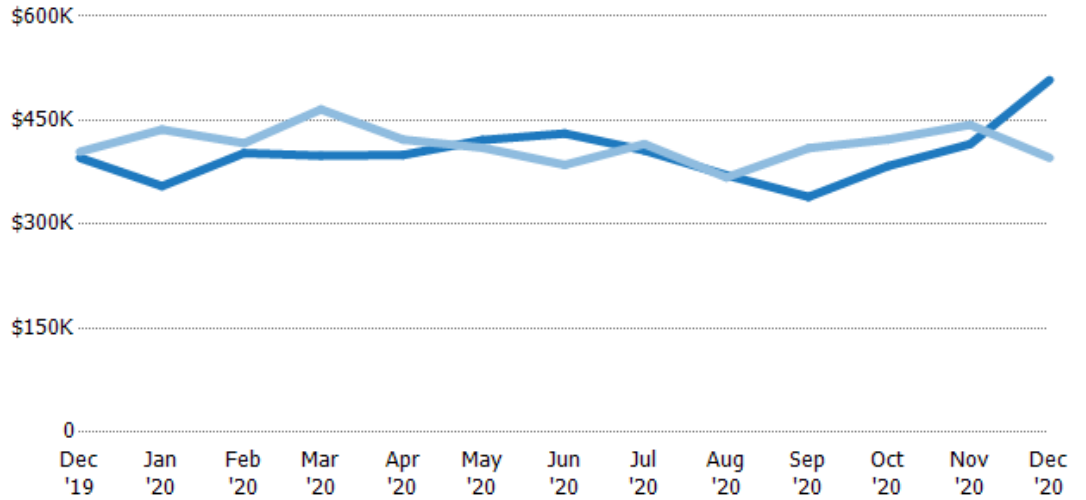
Average Listing Price

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

Filters Used

ZIP: 7 Selected
Property Type:
Condo/Townhouse/Apt, Single
Family Residence

Month/Year	Price	% Chg.
Dec '20	\$508K	28.3%
Dec '19	\$396K	-2.1%
Dec '18	\$405K	1.8%



Current Year	\$396K	\$355K	\$403K	\$399K	\$400K	\$421K	\$431K	\$407K	\$371K	\$340K	\$384K	\$416K	\$508K
Prior Year	\$405K	\$437K	\$417K	\$466K	\$422K	\$410K	\$386K	\$416K	\$368K	\$410K	\$422K	\$443K	\$396K
Percent Change from Prior Year	-2%	-19%	-3%	-14%	-5%	3%	12%	-2%	1%	-17%	-9%	-6%	28%

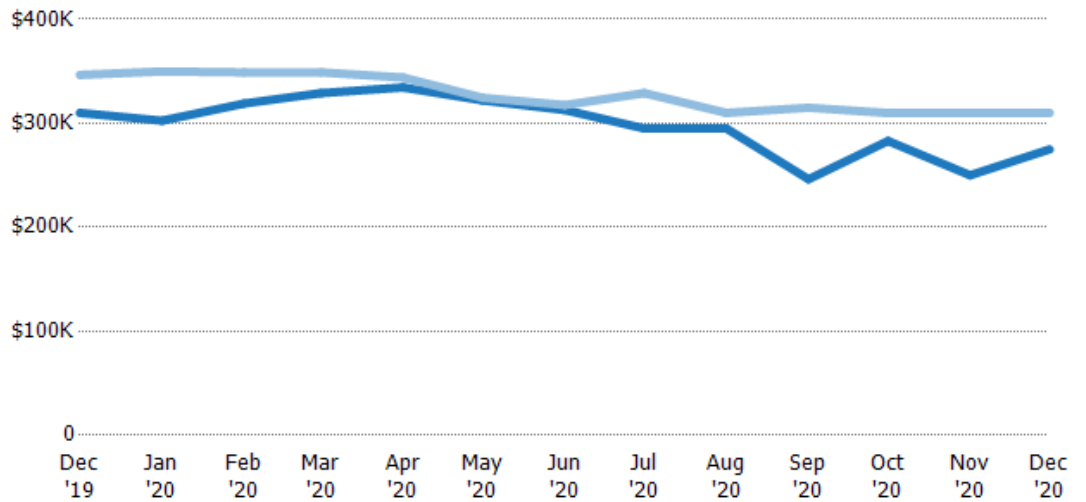
Median Listing Price

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

Filters Used

ZIP: 7 Selected
Property Type:
Condo/Townhouse/Apt, Single
Family Residence

Month/Year	Price	% Chg.
Dec '20	\$275K	-11.3%
Dec '19	\$310K	-10.5%
Dec '18	\$347K	-6.2%



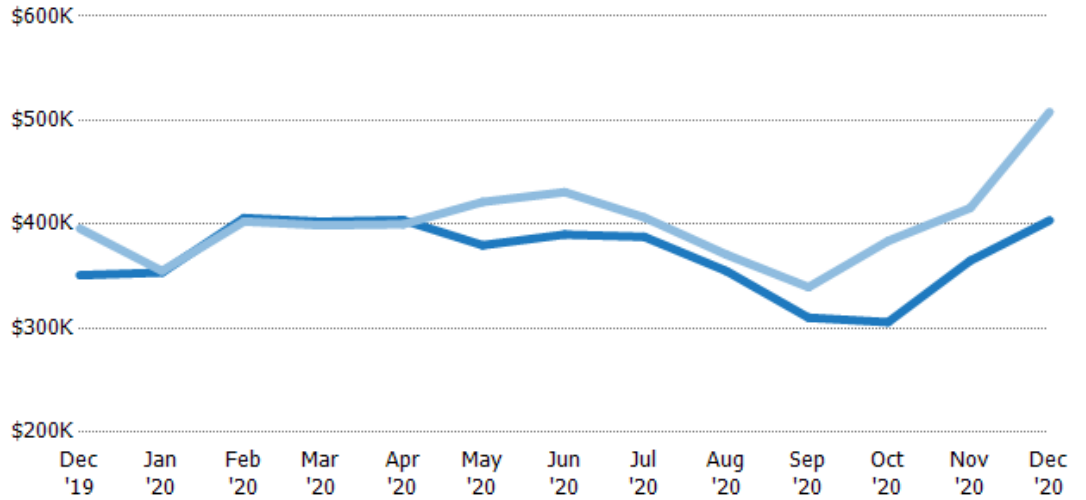
Current Year	\$310K	\$303K	\$319K	\$329K	\$334K	\$322K	\$313K	\$295K	\$295K	\$246K	\$283K	\$250K	\$275K
Prior Year	\$347K	\$350K	\$349K	\$349K	\$344K	\$325K	\$318K	\$329K	\$310K	\$315K	\$310K	\$310K	\$310K
Percent Change from Prior Year	-11%	-14%	-9%	-6%	-3%	-1%	-1%	-10%	-5%	-22%	-9%	-19%	-11%

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



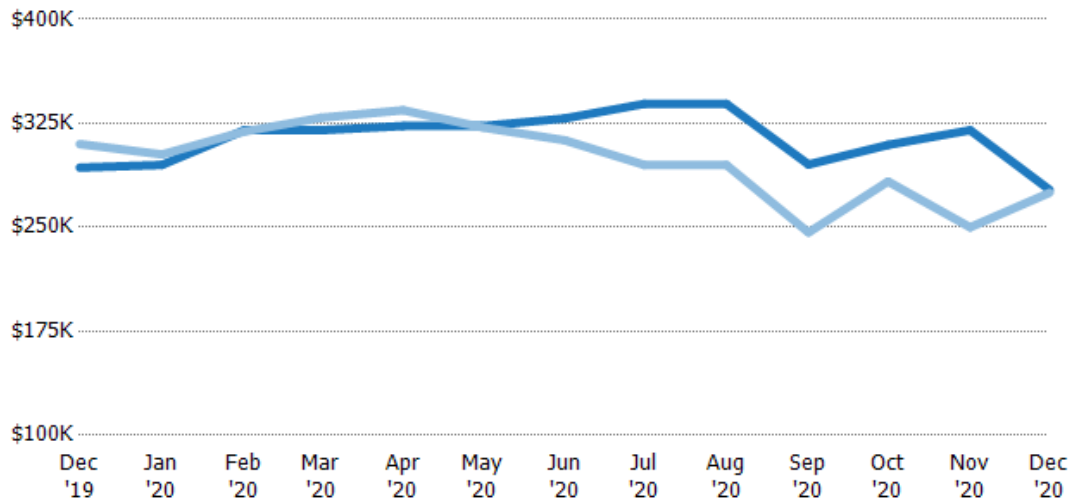
	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20
Avg Est Value	\$351K	\$354K	\$406K	\$403K	\$404K	\$380K	\$390K	\$388K	\$355K	\$310K	\$306K	\$365K	\$404K
Avg Listing Price	\$396K	\$355K	\$403K	\$399K	\$400K	\$421K	\$431K	\$407K	\$371K	\$340K	\$384K	\$416K	\$508K
Avg Listing Price as a % of Avg Est Value	113%	100%	99%	99%	99%	111%	110%	105%	104%	109%	126%	114%	126%

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



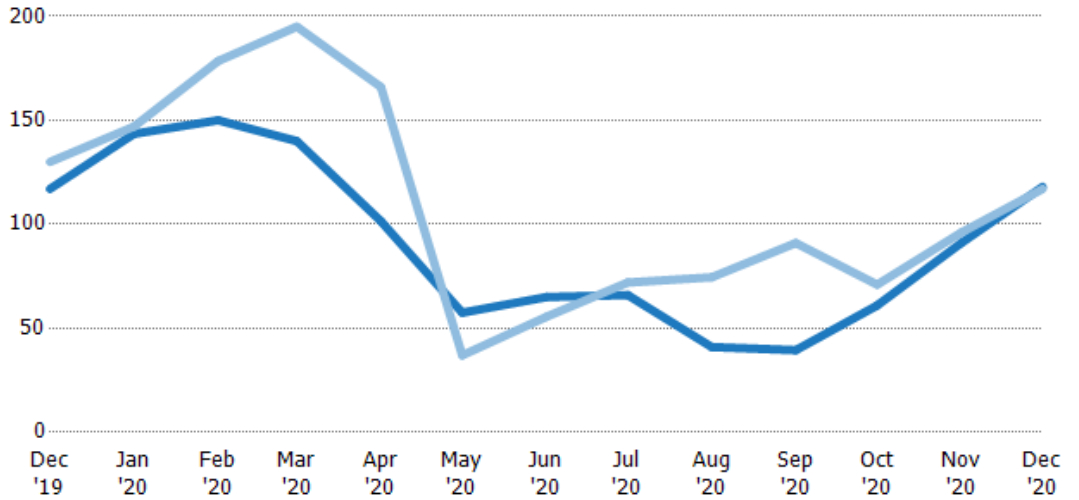
	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20
Median Est Value	\$293K	\$295K	\$320K	\$320K	\$323K	\$323K	\$329K	\$339K	\$339K	\$295K	\$309K	\$320K	\$277K
Median Listing Price	\$310K	\$303K	\$319K	\$329K	\$334K	\$322K	\$313K	\$295K	\$295K	\$246K	\$283K	\$250K	\$275K
Med Listing Price as a % of Med Est Value	106%	103%	100%	103%	104%	100%	95%	87%	87%	83%	91%	78%	99%

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



Month/Year	Days	% Chg.
Dec '20	118	0.9%
Dec '19	117	-10%
Dec '18	130	26.2%

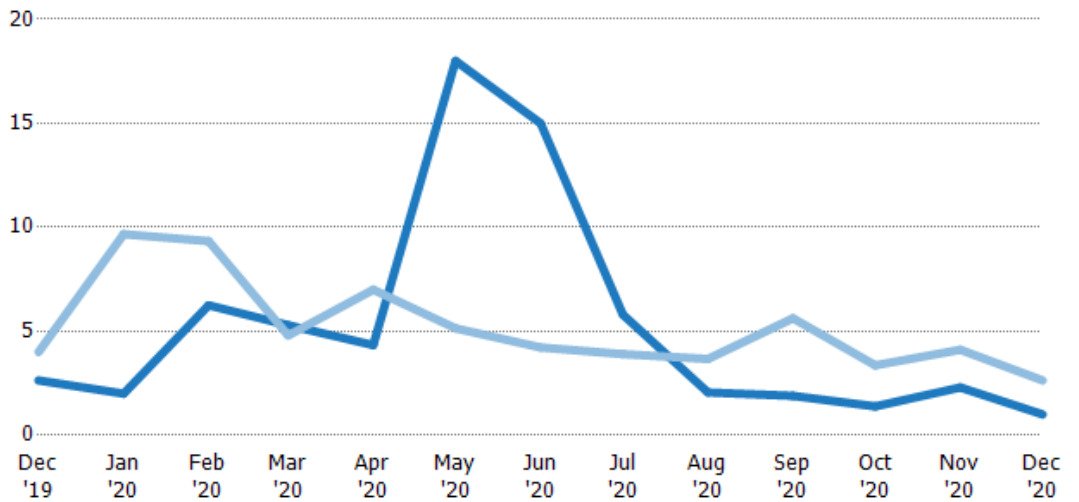
	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20
Current Year	117	144	150	140	102	57.5	65	66	41	39.5	61	91	118
Prior Year	130	147	179	195	166	37	55.5	72	74.5	91	71	96	117
Percent Change from Prior Year	-10%	-2%	-16%	-28%	-39%	55%	17%	-8%	-45%	-57%	-14%	-5%	1%

Months of Inventory

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

Filters Used

ZIP: 7 Selected
Property Type:
Condo/Townhouse/Apt, Single
Family Residence



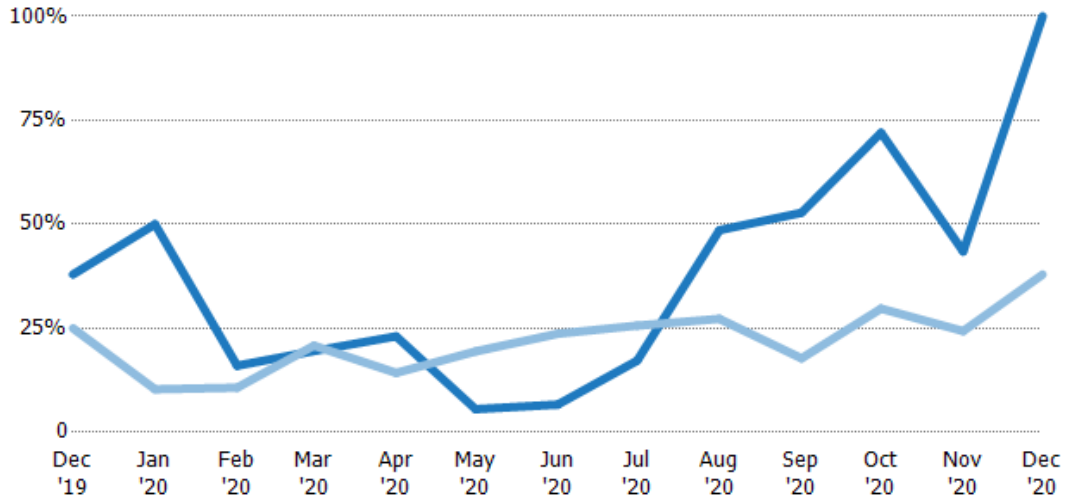
	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20
Current Year	2.64	2	6.25	5.29	4.33	18	15	5.8	2.06	1.89	1.39	2.3	1
Prior Year	4	9.67	9.33	4.8	7	5.14	4.22	3.9	3.67	5.63	3.36	4.11	2.64
Percent Change from Prior Year	-34%	-79%	-33%	-100%	-38%	250%	255%	49%	-44%	-66%	-59%	-44%	-62%

Absorption Rate

The percentage of inventory sold per month.

Filters Used

ZIP: 7 Selected
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence



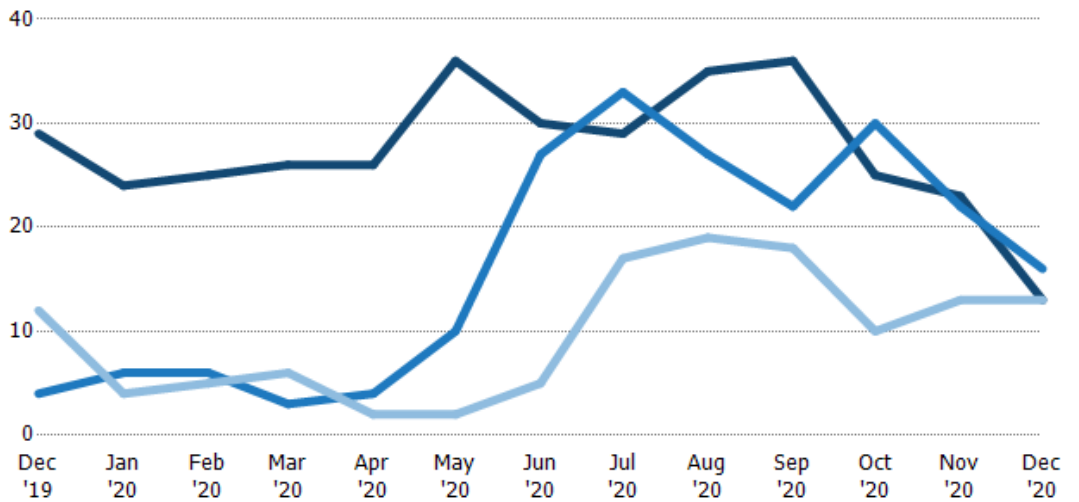
	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20
Current Year	38%	50%	16%	20%	23%	6%	7%	17%	49%	53%	72%	43%	100%
Prior Year	25%	10%	11%	21%	14%	19%	24%	26%	27%	18%	30%	24%	38%
Change from Prior Year	-13%	-40%	-5%	21%	-9%	14%	17%	8%	-21%	-35%	-42%	-19%	-62%

Active/Pending/Sold Units

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

Filters Used

ZIP: 7 Selected
 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	29	24	25	26	26	36	30	29	35	36	25	23	13
Pending	4	6	6	3	4	10	27	33	27	22	30	22	16
Sold	12	4	5	6	2	2	5	17	19	18	10	13	13

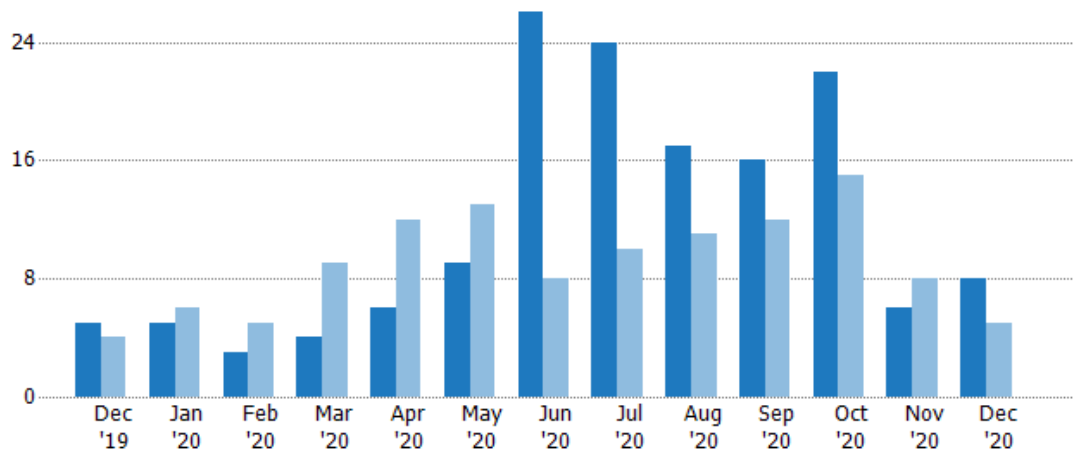
New Pending Sales

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

Filters Used

ZIP: 7 Selected
Property Type:
Condo/Townhouse/Apt, Single
Family Residence

Month/ Year	Count	% Chg.
Dec '20	8	60%
Dec '19	5	25%
Dec '18	4	100%



Current Year	5	5	3	4	6	9	26	24	17	16	22	6	8
Prior Year	4	6	5	9	12	13	8	10	11	12	15	8	5
Percent Change from Prior Year	25%	-17%	-40%	-56%	-50%	-31%	225%	140%	55%	33%	47%	-25%	60%

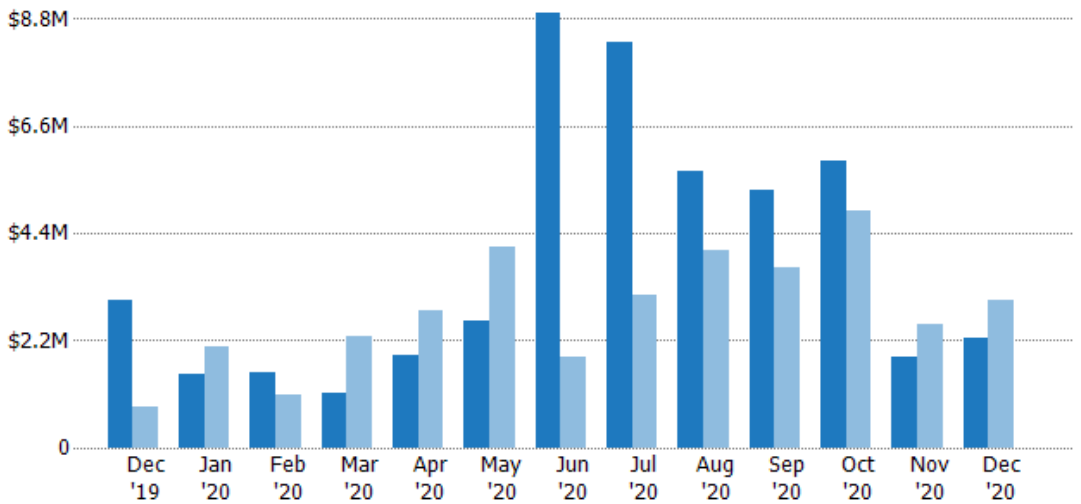
New Pending Sales Volume

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

Filters Used

ZIP: 7 Selected
Property Type:
Condo/Townhouse/Apt, Single
Family Residence

Month/ Year	Volume	% Chg.
Dec '20	\$2.26M	-25.1%
Dec '19	\$3.02M	264.4%
Dec '18	\$830K	158.9%



Current Year	\$3.02M	\$1.51M	\$1.55M	\$1.11M	\$1.9M	\$2.62M	\$8.93M	\$8.31M	\$5.68M	\$5.28M	\$5.88M	\$1.85M	\$2.26M
Prior Year	\$830K	\$2.06M	\$1.1M	\$2.29M	\$2.83M	\$4.14M	\$1.88M	\$3.12M	\$4.05M	\$3.72M	\$4.87M	\$2.52M	\$3.02M
Percent Change from Prior Year	264%	-27%	40%	-51%	-33%	-37%	375%	166%	40%	42%	21%	-27%	-25%

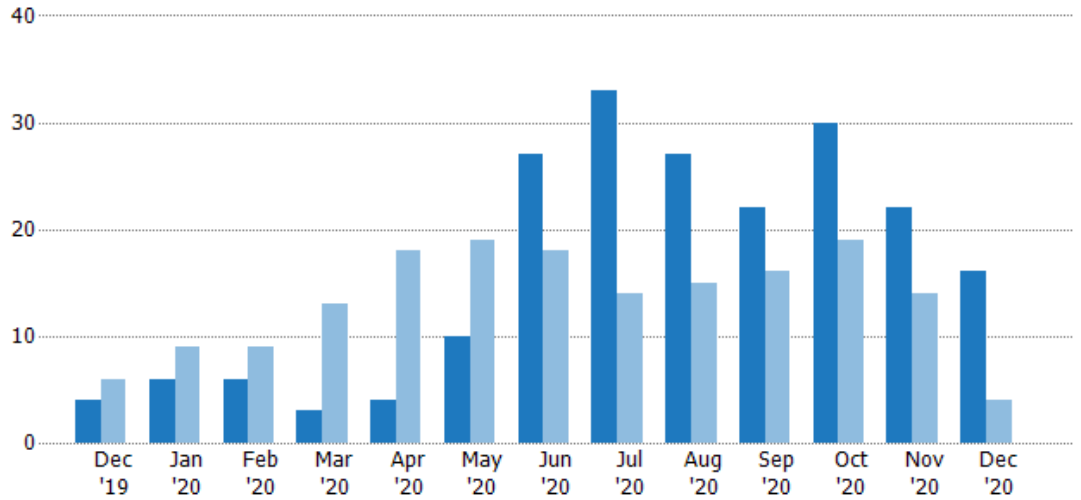
Pending Sales

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

Filters Used

ZIP: 7 Selected
Property Type:
Condo/Townhouse/Apt, Single
Family Residence

Month/ Year	Count	% Chg.
Dec '20	16	300%
Dec '19	4	-33.3%
Dec '18	6	133.3%



Current Year	4	6	6	3	4	10	27	33	27	22	30	22	16
Prior Year	6	9	9	13	18	19	18	14	15	16	19	14	4
Percent Change from Prior Year	-33%	-33%	-33%	-77%	-78%	-47%	50%	136%	80%	38%	58%	57%	300%

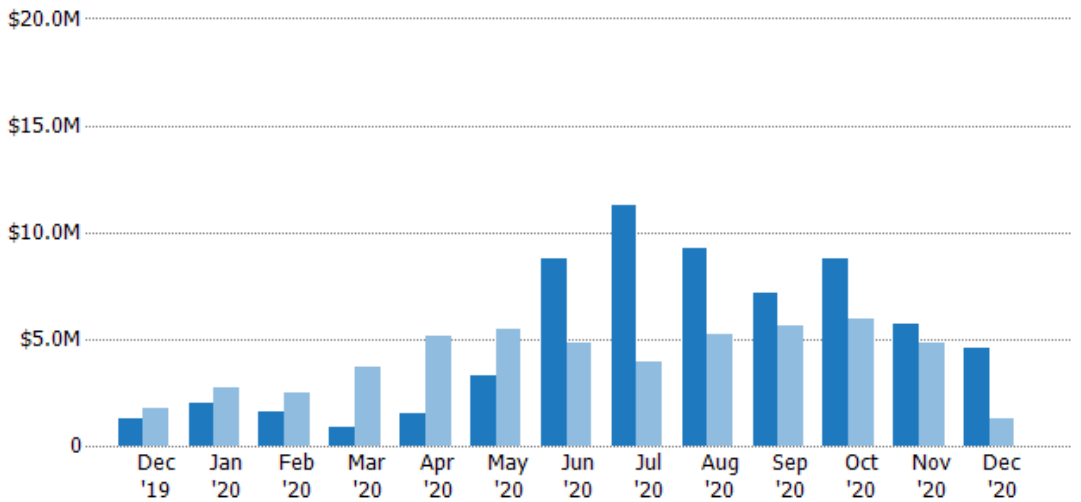
Pending Sales Volume

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

Filters Used

ZIP: 7 Selected
Property Type:
Condo/Townhouse/Apt, Single
Family Residence

Month/ Year	Volume	% Chg.
Dec '20	\$4.59M	249.9%
Dec '19	\$1.31M	-25.7%
Dec '18	\$1.77M	146.3%



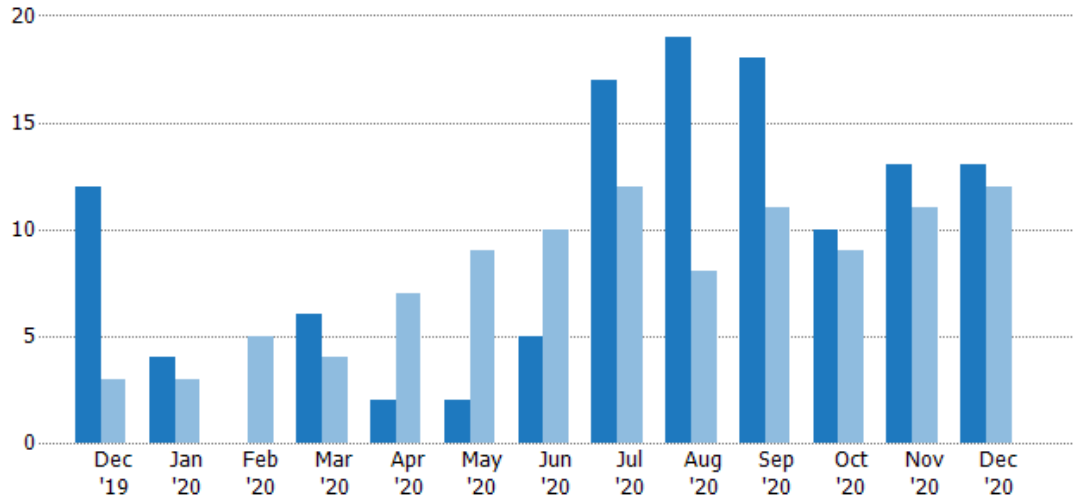
Current Year	\$1.31M	\$2.01M	\$1.56M	\$859K	\$1.5M	\$3.26M	\$8.74M	\$11.2M	\$9.24M	\$7.13M	\$8.75M	\$5.73M	\$4.59M
Prior Year	\$1.77M	\$2.74M	\$2.51M	\$3.7M	\$5.14M	\$5.46M	\$4.83M	\$3.93M	\$5.24M	\$5.63M	\$5.94M	\$4.79M	\$1.31M
Percent Change from Prior Year	-26%	-27%	-38%	-77%	-71%	-40%	81%	186%	76%	27%	47%	20%	250%

Closed Sales

The total number of residential properties sold each month.

Filters Used

ZIP: 7 Selected
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence



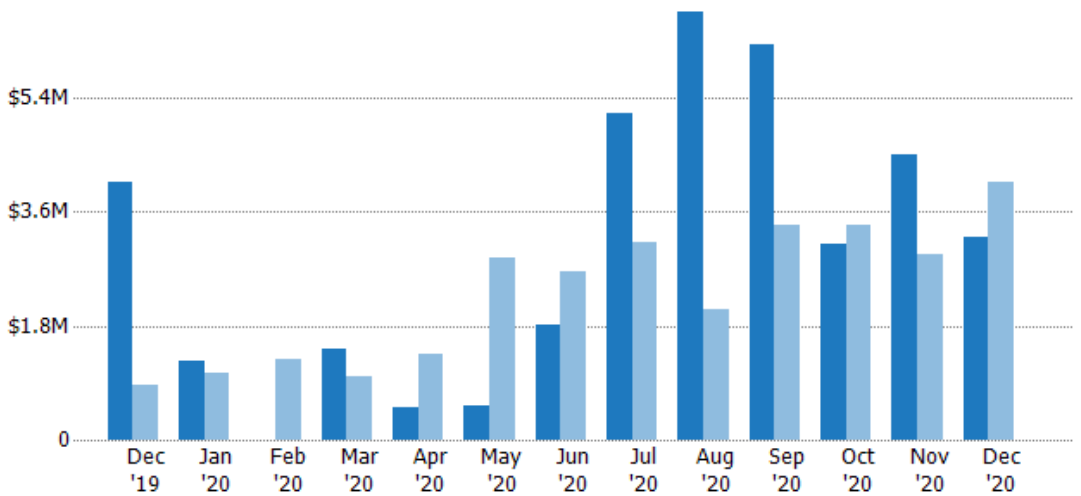
Current Year	12	4	-	6	2	2	5	17	19	18	10	13	13
Prior Year	3	3	5	4	7	9	10	12	8	11	9	11	12
Percent Change from Prior Year	300%	33%	-100%	50%	-71%	-78%	-50%	42%	138%	64%	11%	18%	8%

Closed Sales Volume

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

Filters Used

ZIP: 7 Selected
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence



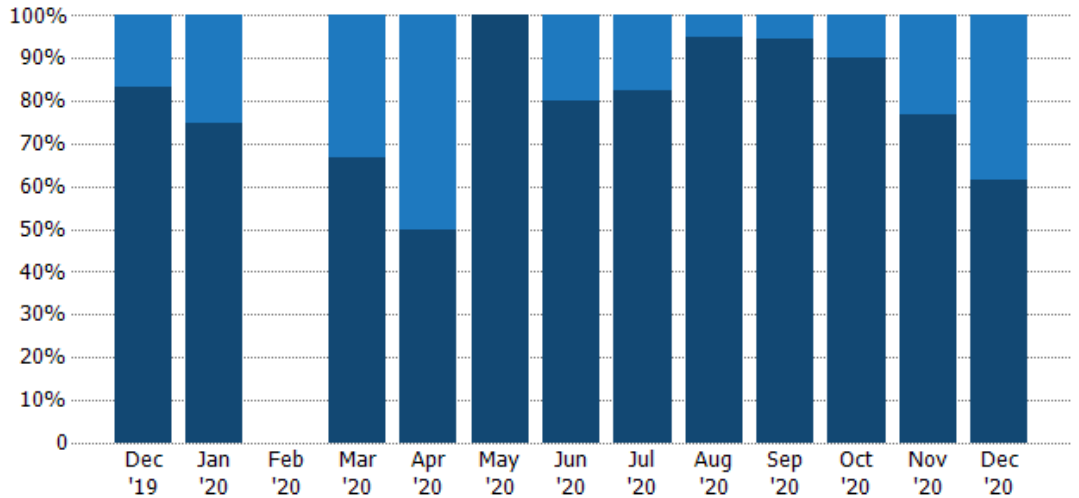
Current Year	\$4.08M	\$1.26M	-	\$1.43M	\$520K	\$535K	\$1.82M	\$5.16M	\$6.75M	\$6.24M	\$3.09M	\$4.51M	\$3.19M
Prior Year	\$859K	\$1.05M	\$1.28M	\$1.01M	\$1.35M	\$2.88M	\$2.66M	\$3.11M	\$2.07M	\$3.38M	\$3.39M	\$2.94M	\$4.08M
Percent Change from Prior Year	375%	19%	-100%	43%	-61%	-81%	-32%	66%	226%	85%	-9%	53%	-22%

Closed Sales by Property Type

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

Filters Used

ZIP: 7 Selected
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence



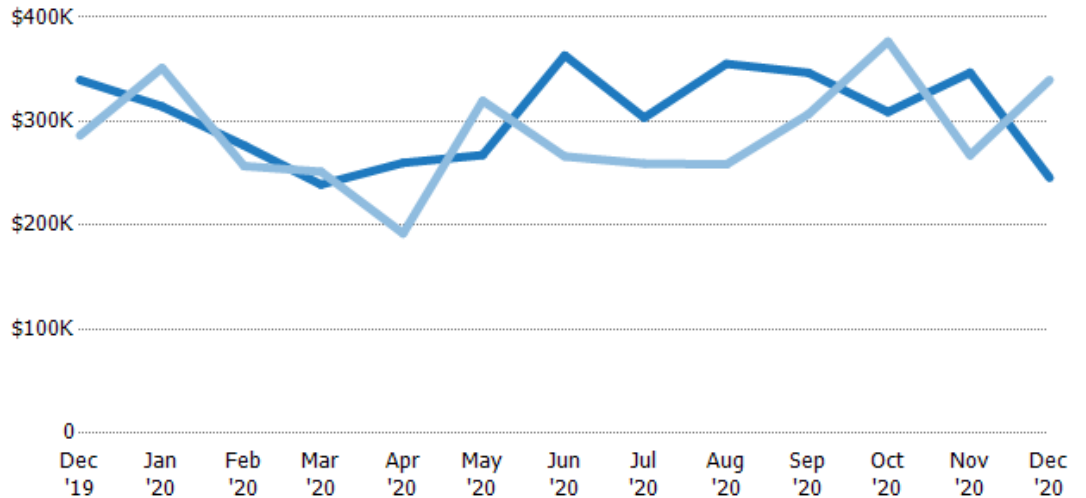
Property Type	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20
Condo/Townhouse	17%	25%	-	33%	50%	-	20%	18%	5%	6%	10%	23%	38%
Single Family Residence	83%	75%	-	67%	50%	100%	80%	82%	95%	94%	90%	77%	62%

Average Sales Price

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

Filters Used

ZIP: 7 Selected
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence



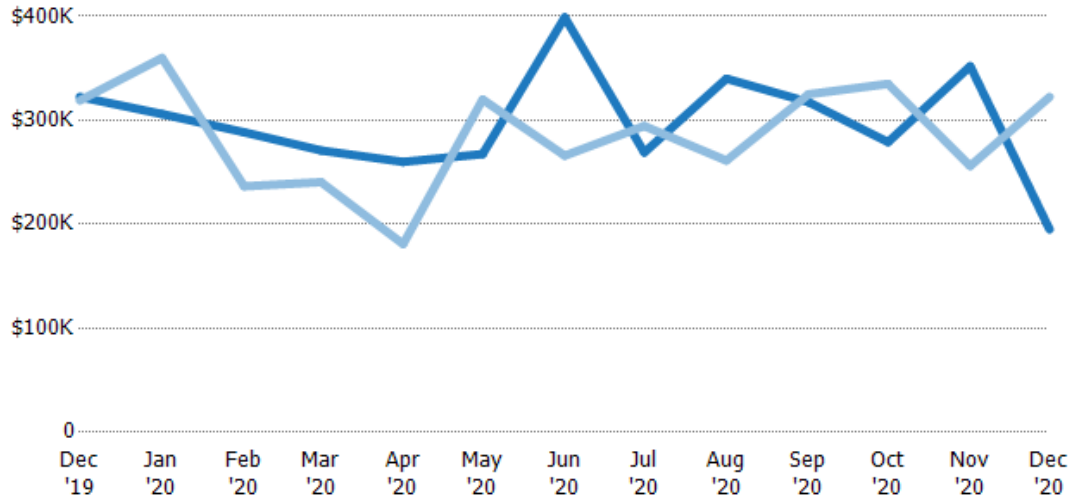
Property Type	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20
Current Year	\$340K	\$314K	\$277K	\$239K	\$260K	\$268K	\$363K	\$303K	\$355K	\$347K	\$309K	\$347K	\$246K
Prior Year	\$286K	\$351K	\$257K	\$252K	\$192K	\$320K	\$266K	\$259K	\$258K	\$307K	\$377K	\$267K	\$340K
Percent Change from Prior Year	19%	-11%	-100%	-5%	35%	-16%	37%	17%	37%	13%	-18%	30%	-28%

Median Sales Price

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

Filters Used

ZIP: 7 Selected
Property Type:
Condo/Townhouse/Apt, Single
Family Residence



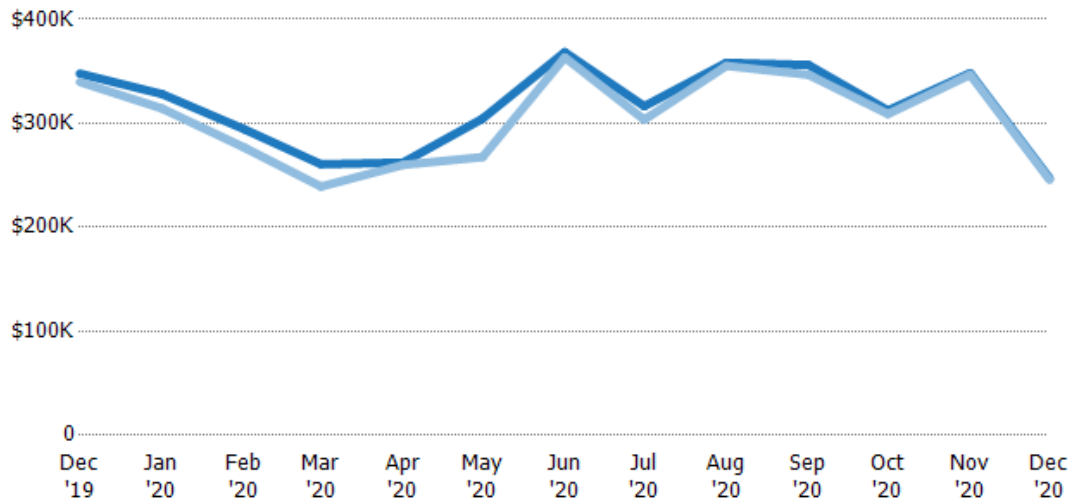
Current Year	\$323K	\$306K	\$289K	\$271K	\$260K	\$268K	\$399K	\$269K	\$340K	\$318K	\$279K	\$352K	\$195K
Prior Year	\$319K	\$360K	\$237K	\$241K	\$181K	\$320K	\$266K	\$295K	\$261K	\$325K	\$335K	\$256K	\$323K
Percent Change from Prior Year	1%	-15%	-100%	13%	44%	-16%	50%	-9%	30%	-2%	-17%	38%	-40%

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



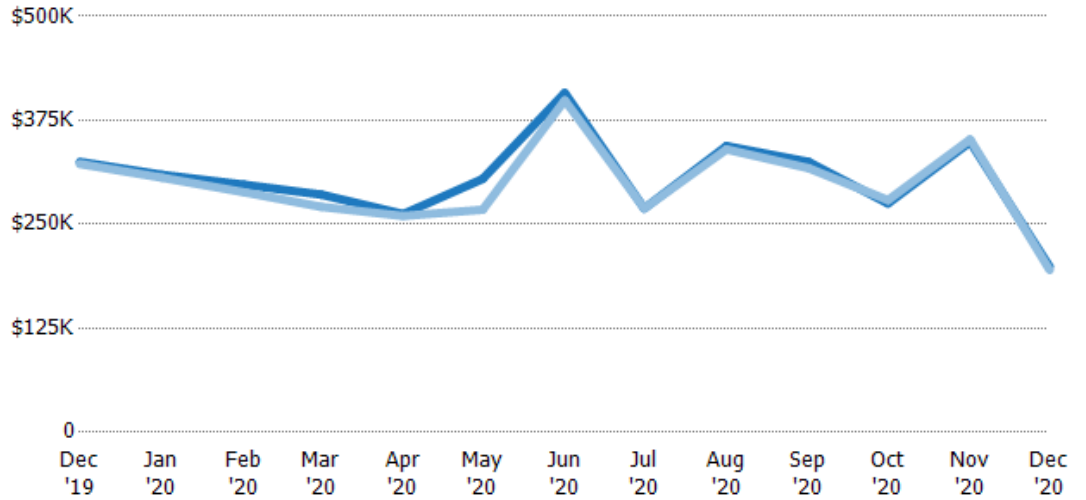
Avg List Price	\$348K	\$328K	\$294K	\$261K	\$262K	\$305K	\$368K	\$316K	\$358K	\$356K	\$312K	\$348K	\$247K
Avg Sales Price	\$340K	\$314K	\$277K	\$239K	\$260K	\$268K	\$363K	\$303K	\$355K	\$347K	\$309K	\$347K	\$246K
Avg Sales Price as a % of Avg List Price	98%	96%	94%	92%	99%	88%	99%	96%	99%	97%	99%	100%	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: 7 Selected
Property Type:
Condo/Townhouse/Apt, Single
Family Residence



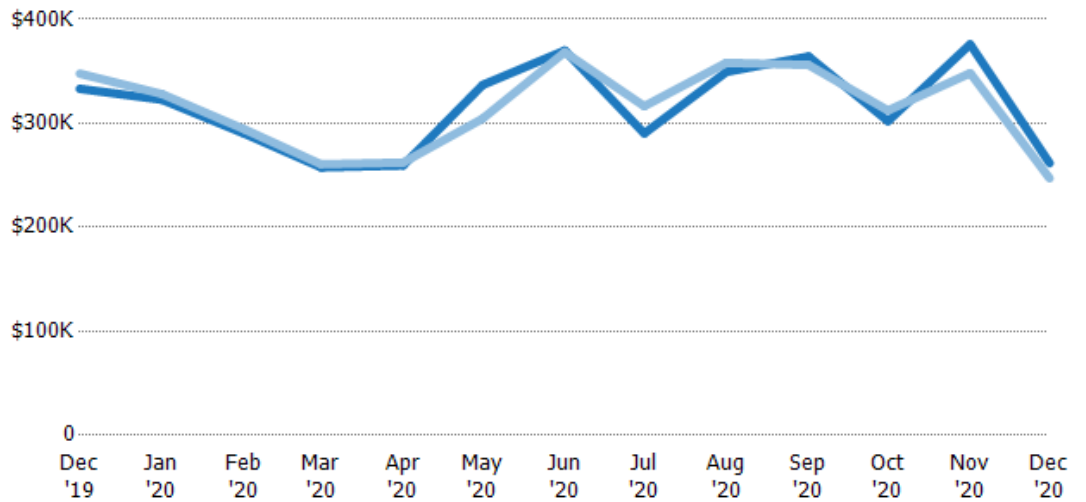
	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20
Median List Price	\$325K	\$310K	\$298K	\$286K	\$262K	\$305K	\$408K	\$269K	\$344K	\$325K	\$275K	\$349K	\$199K
Median Sales Price	\$323K	\$306K	\$289K	\$271K	\$260K	\$268K	\$399K	\$269K	\$340K	\$318K	\$279K	\$352K	\$195K
Med Sales Price as a % of Med List Price	99%	99%	97%	95%	99%	88%	98%	100%	99%	98%	101%	101%	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: 7 Selected
Property Type:
Condo/Townhouse/Apt, Single
Family Residence



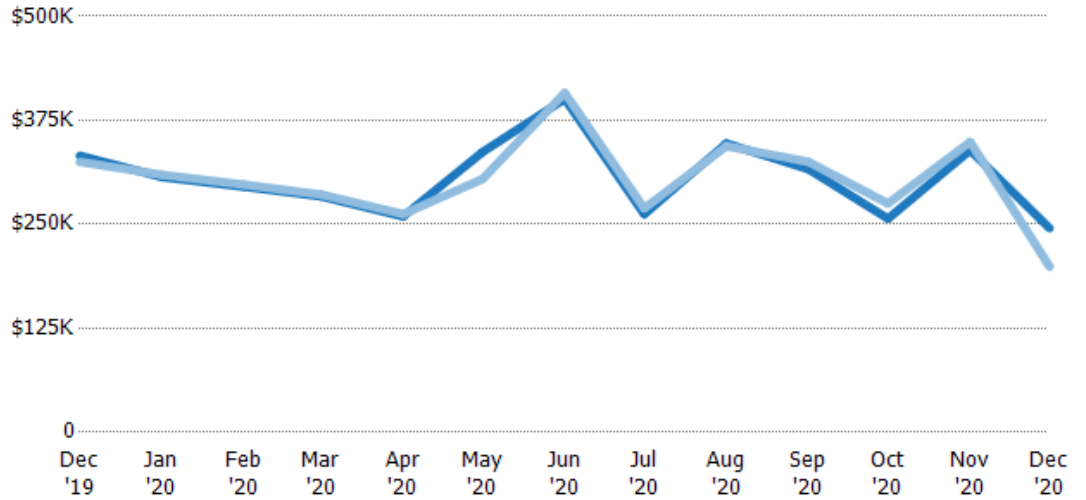
	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20
Avg Est Value	\$333K	\$323K	\$290K	\$258K	\$259K	\$337K	\$370K	\$290K	\$349K	\$364K	\$302K	\$376K	\$262K
Avg Sales Price	\$348K	\$328K	\$294K	\$261K	\$262K	\$305K	\$368K	\$316K	\$358K	\$356K	\$312K	\$348K	\$247K
Avg Sales Price as a % of Avg Est Value	104%	102%	101%	101%	101%	90%	100%	109%	103%	98%	103%	93%	94%

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: 7 Selected
 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	\$332K	\$307K	\$295K	\$284K	\$259K	\$337K	\$401K	\$262K	\$347K	\$316K	\$257K	\$339K	\$245K
Median Sales Price	\$325K	\$310K	\$298K	\$286K	\$262K	\$305K	\$408K	\$269K	\$344K	\$325K	\$275K	\$349K	\$199K
Med Sales Price as a % of Med Est Value	98%	101%	101%	101%	101%	90%	102%	103%	99%	103%	107%	103%	81%

Sales Activity by ZIP

Dec 2020

ZIP	Pendings (Month End)	Pending Volume (Month End)	Sales	Sales Volume	Avg Sales Price	Median Sales Price	Avg Sales Price per Sq Ft	Median Sales Price per Sq Ft	Median Days In RPR
05602	16	\$4,592,100	13	\$3,192,300	\$245,562	\$195,000	\$174	\$159	21

Sales Activity by Metro Area

Dec 2020

Metro	Pendings (Month End)	Pending Volume (Month End)	Sales	Sales Volume	Avg Sales Price	Median Sales Price	Avg Sales Price per Sq Ft	Median Sales Price per Sq Ft	Median Days In RPR
Barre, VT	13	\$3,843,200	12	\$2,703,300	\$225,275	\$193,750	\$168	\$157	17
Other	3	\$748,900	1	\$489,000	\$489,000	\$489,000	\$242	\$242	30