

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	26	19	+36.8%	346	337	+2.7%
New Listing Volume	\$14,255,000	\$7,865,690	+81.2%	\$195,898,900	\$175,059,165	+11.9%
Active Listing Count	69	219	-68.5%	N/A	N/A	
Active Listing Volume	\$70,126,700	\$144,792,190	-51.6%	N/A	N/A	
Average Listing Price	\$1,016,329	\$661,152	+53.7%	\$758,579	\$588,013	+29%
Median Listing Price	\$699,000	\$435,000	+60.7%	\$482,948	\$405,664	+19.1%
Median Days in RPR	87	175	-50.3%	136.09	183.24	-25.7%
Months of Inventory	1.5	10.4	-85.9%	8.4	11.9	-29.7%
Absorption Rate	68.12%	9.59%	+58.5%	11.9%	8.37%	+3.5%
Sales Activity Charts Metrics						
New Pending Sales Count	24	17	+41.2%	450	260	+73.1%
New Pending Sales Volume	\$13,718,400	\$5,945,800	+130.7%	\$225,166,200	\$88,956,223	+153.1%
Pending Sales Count	39	20	+95%	N/A	N/A	
Pending Sales Volume	\$19,340,800	\$5,624,700	+243.9%	N/A	N/A	
Closed Sales Count	39	22	+77.3%	346	225	+53.8%
Closed Sales Volume	\$19,879,500	\$7,642,722	+160.1%	\$160,517,574	\$76,330,796	+110.3%
Average Sales Price	\$509,731	\$347,396	+46.7%	\$463,924	\$339,248	+36.8%
Median Sales Price	\$320,000	\$307,611	+4%	\$383,176	\$286,706	+33.6%

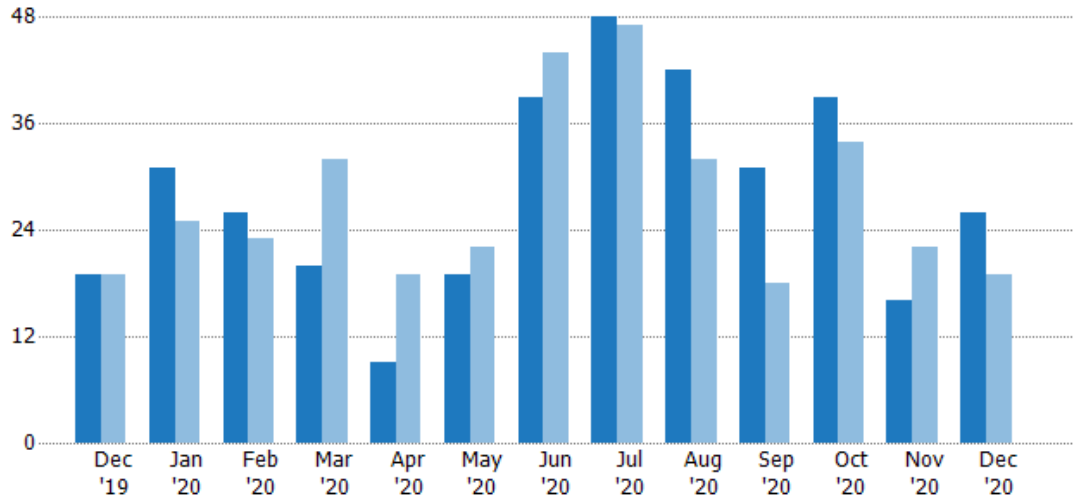
New Listings

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

Filters Used

ZIP: 6 Selected
Property Type:
Condo/Townhouse/Apt, Single
Family Residence

Month/Year	Count	% Chg.
Dec '20	26	36.8%
Dec '19	19	0%
Dec '18	19	47.4%



Current Year	19	31	26	20	9	19	39	48	42	31	39	16	26
Prior Year	19	25	23	32	19	22	44	47	32	18	34	22	19
Percent Change from Prior Year	0%	24%	13%	-38%	-53%	-14%	-11%	2%	31%	72%	15%	-27%	37%

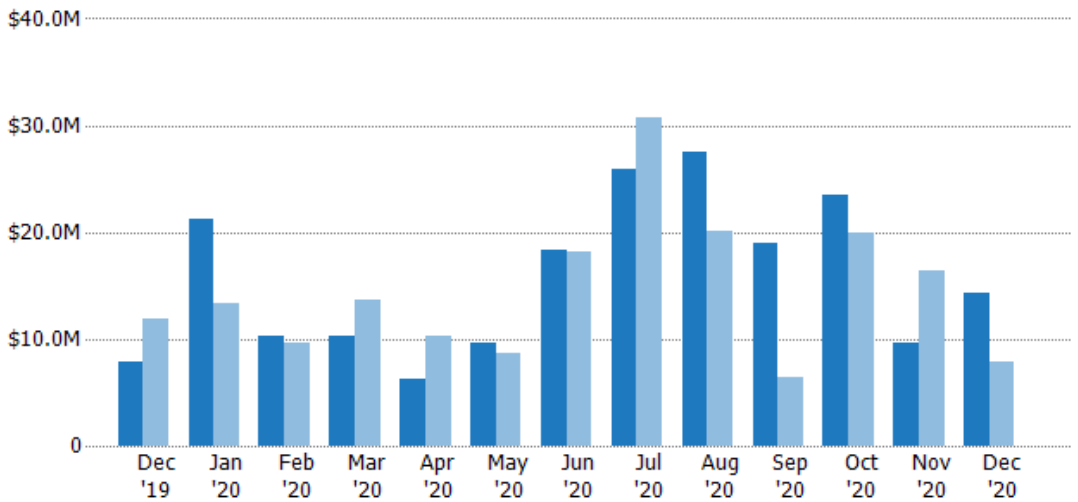
New Listing Volume

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

Filters Used

ZIP: 6 Selected
Property Type:
Condo/Townhouse/Apt, Single
Family Residence

Month/Year	Volume	% Chg.
Dec '20	\$14.3M	81.2%
Dec '19	\$7.87M	-33.6%
Dec '18	\$11.9M	-9.9%



Current Year	\$7.87M	\$21.3M	\$10.2M	\$10.3M	\$6.28M	\$9.63M	\$18.4M	\$25.9M	\$27.6M	\$19M	\$23.4M	\$9.59M	\$14.3M
Prior Year	\$11.9M	\$13.3M	\$9.71M	\$13.6M	\$10.2M	\$8.66M	\$18.1M	\$30.7M	\$20.1M	\$6.44M	\$19.9M	\$16.4M	\$7.87M
Percent Change from Prior Year	-34%	61%	5%	-25%	-39%	11%	1%	-16%	37%	195%	17%	-42%	81%

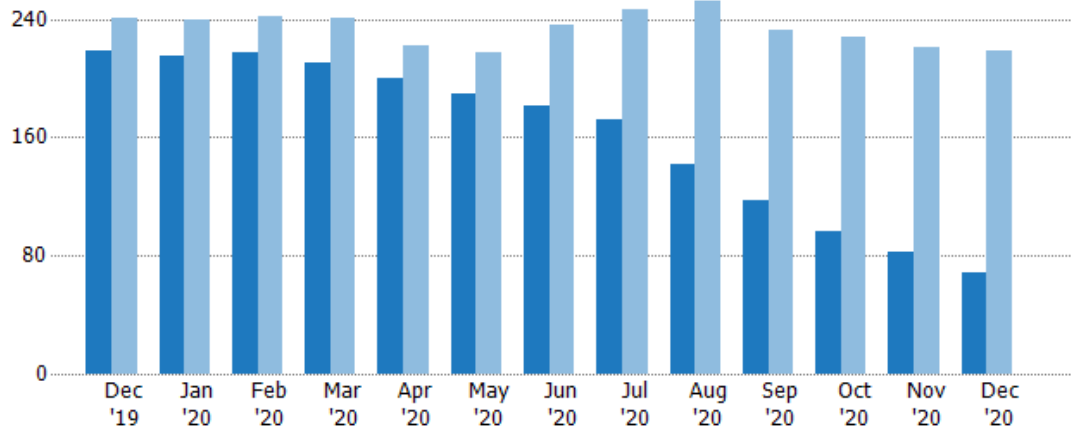
Active Listings

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

Filters Used

ZIP: 6 Selected
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence

Month/ Year	Count	% Chg.
Dec '20	69	-68.5%
Dec '19	219	-9.1%
Dec '18	241	12%



Current Year	219	215	217	210	200	189	181	172	142	117	96	82	69
Prior Year	241	239	242	241	222	217	236	247	252	232	228	221	219
Percent Change from Prior Year	-9%	-10%	-10%	-13%	-10%	-13%	-23%	-30%	-44%	-50%	-58%	-63%	-68%

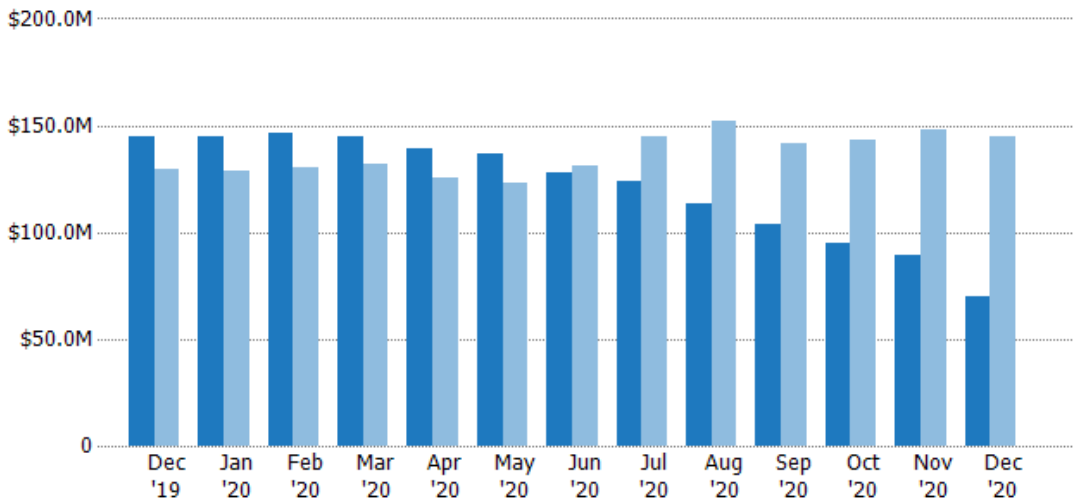
Active Listing Volume

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

Filters Used

ZIP: 6 Selected
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence

Month/ Year	Volume	% Chg.
Dec '20	\$70.1M	-51.6%
Dec '19	\$145M	11.5%
Dec '18	\$130M	11.2%



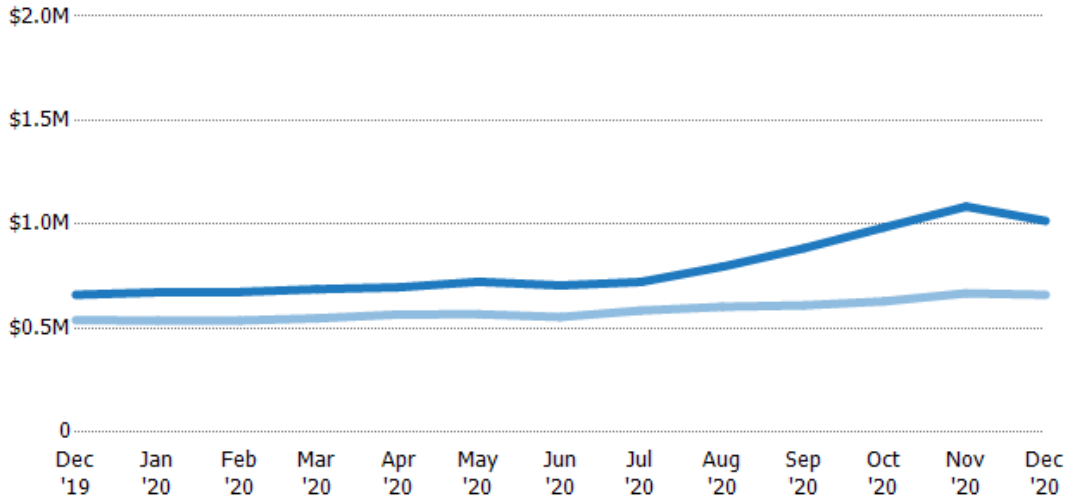
Current Year	\$145M	\$145M	\$146M	\$144M	\$139M	\$137M	\$128M	\$124M	\$113M	\$104M	\$94.5M	\$89M	\$70.1M
Prior Year	\$130M	\$128M	\$130M	\$132M	\$126M	\$123M	\$131M	\$144M	\$152M	\$142M	\$143M	\$148M	\$145M
Percent Change from Prior Year	11%	13%	12%	9%	11%	11%	-2%	-14%	-26%	-27%	-34%	-40%	-52%

Average Listing Price

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

Filters Used

ZIP: 6 Selected
Property Type:
Condo/Townhouse/Apt, Single
Family Residence



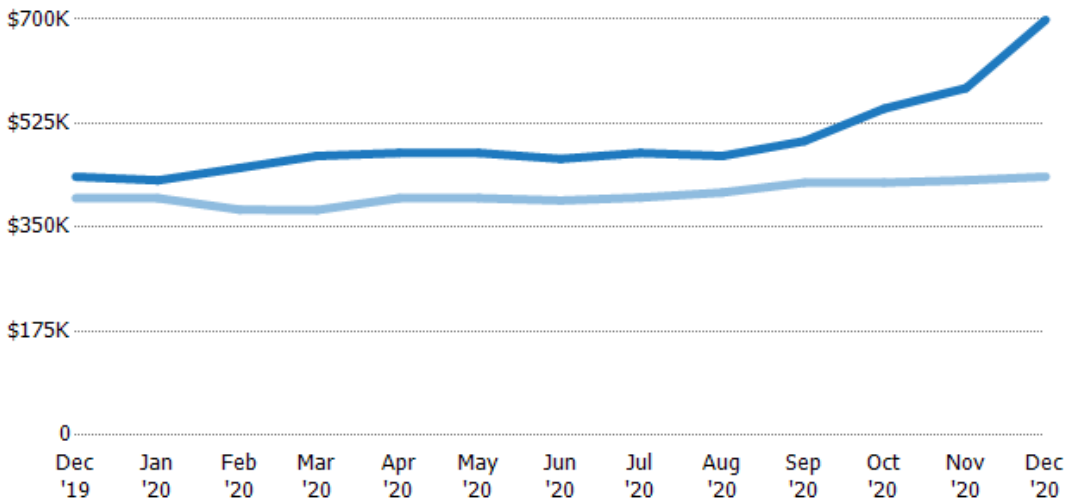
Month/Year	Current Year	Prior Year	Percent Change from Prior Year
Dec '19	\$661K	\$539K	23%
Jan '20	\$673K	\$537K	25%
Feb '20	\$674K	\$538K	25%
Mar '20	\$688K	\$548K	26%
Apr '20	\$697K	\$566K	23%
May '20	\$723K	\$567K	28%
Jun '20	\$706K	\$554K	27%
Jul '20	\$722K	\$585K	23%
Aug '20	\$796K	\$603K	32%
Sep '20	\$885K	\$610K	45%
Oct '20	\$985K	\$629K	56%
Nov '20	\$1.08M	\$668K	62%
Dec '20	\$1.02M	\$661K	54%

Median Listing Price

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

Filters Used

ZIP: 6 Selected
Property Type:
Condo/Townhouse/Apt, Single
Family Residence



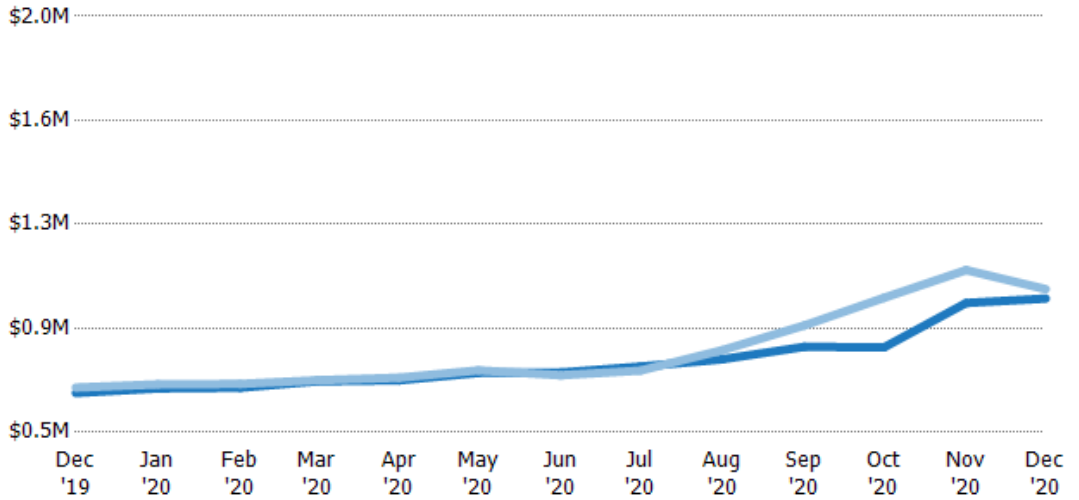
Month/Year	Current Year	Prior Year	Percent Change from Prior Year
Dec '19	\$435K	\$399K	9%
Jan '20	\$429K	\$399K	8%
Feb '20	\$450K	\$380K	19%
Mar '20	\$470K	\$379K	24%
Apr '20	\$475K	\$399K	19%
May '20	\$475K	\$399K	19%
Jun '20	\$465K	\$395K	18%
Jul '20	\$475K	\$400K	19%
Aug '20	\$470K	\$409K	15%
Sep '20	\$495K	\$425K	16%
Oct '20	\$550K	\$425K	29%
Nov '20	\$584K	\$429K	36%
Dec '20	\$699K	\$435K	61%

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



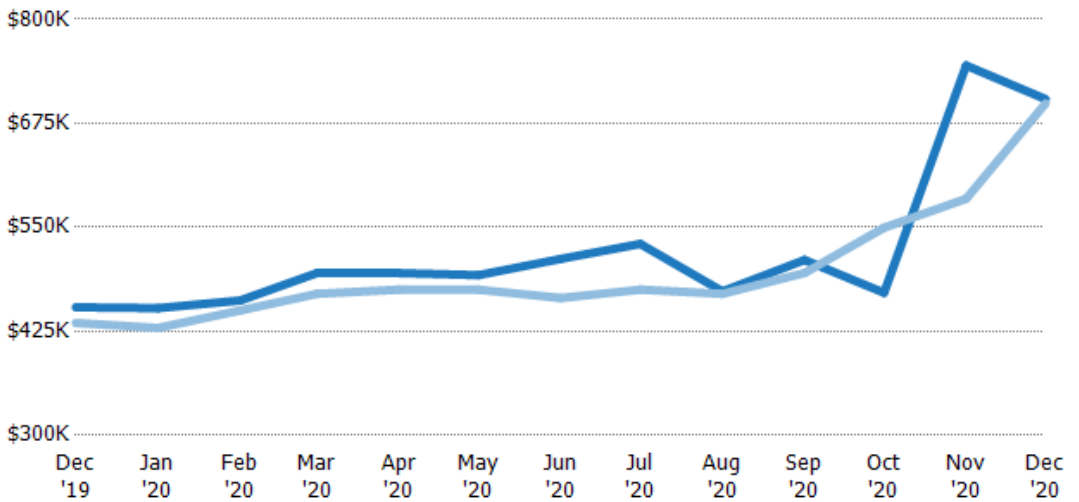
	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20
Avg Est Value	\$642K	\$658K	\$661K	\$684K	\$687K	\$714K	\$715K	\$737K	\$763K	\$808K	\$806K	\$966K	\$982K
Avg Listing Price	\$661K	\$673K	\$674K	\$688K	\$697K	\$723K	\$706K	\$722K	\$796K	\$885K	\$985K	\$1.08M	\$1.02M
Avg Listing Price as a % of Avg Est Value	103%	102%	102%	101%	101%	101%	99%	98%	104%	110%	122%	112%	103%

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: 6 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	\$454K	\$453K	\$462K	\$495K	\$495K	\$493K	\$512K	\$530K	\$473K	\$511K	\$471K	\$745K	\$704K
Median Listing Price	\$435K	\$429K	\$450K	\$470K	\$475K	\$475K	\$465K	\$475K	\$470K	\$495K	\$550K	\$584K	\$699K
Med Listing Price as a % of Med Est Value	96%	95%	97%	95%	96%	96%	91%	90%	99%	97%	117%	78%	99%

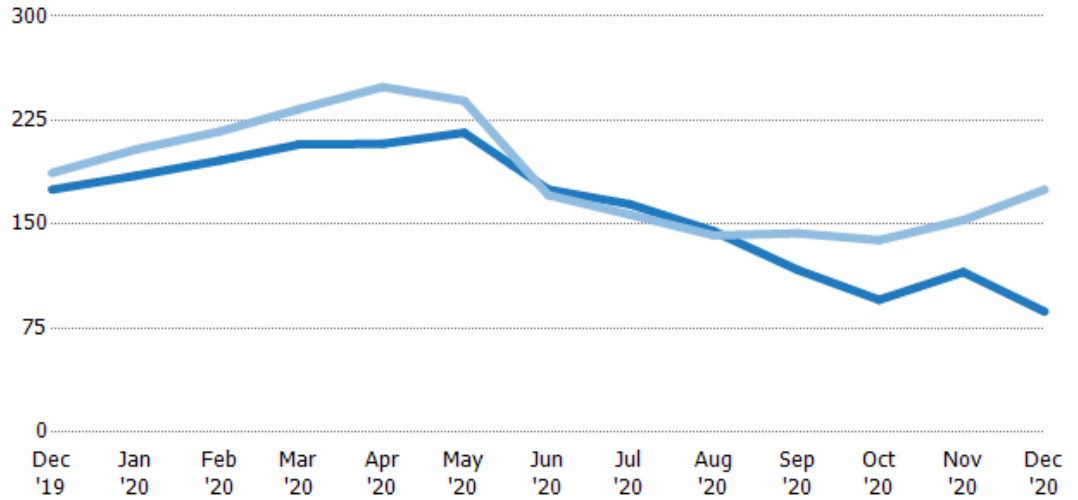
Median Days in RPR

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

Month/Year	Days	% Chg.
Dec '20	87	-50.3%
Dec '19	175	-6.4%
Dec '18	187	-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	175	185	196	208	208	216	175	165	145	117	95.5	116	87
Prior Year	187	204	217	233	249	239	171	157	142	144	139	153	175
Percent Change from Prior Year	-6%	-9%	-10%	-11%	-16%	-10%	2%	5%	2%	-18%	-31%	-25%	-50%

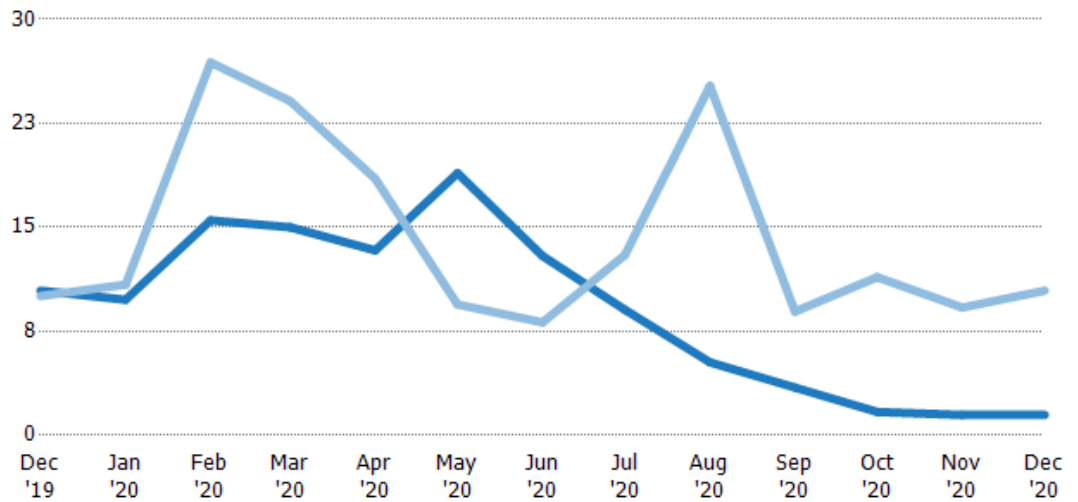
Months of Inventory

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

Filters Used

ZIP: 6 Selected
Property Type:
Condo/Townhouse/Apt, Single
Family Residence

Month/Year	Months	% Chg.
Dec '20	1.47	-85.9%
Dec '19	10.4	3.9%
Dec '18	10	79.3%



	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	10.4	9.77	15.5	15	13.3	18.9	12.9	9.05	5.26	3.44	1.68	1.46	1.47
Prior Year	10	10.9	26.9	24.1	18.5	9.43	8.14	13	25.2	8.92	11.4	9.21	10.4
Percent Change from Prior Year	4%	-10%	-42%	-38%	-28%	100%	59%	-30%	-79%	-61%	-85%	-84%	-86%

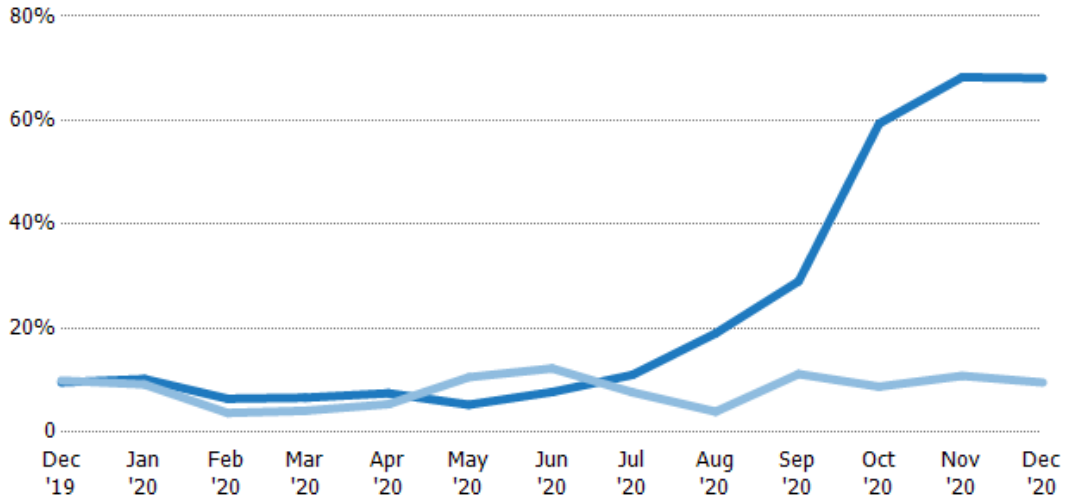
Absorption Rate

The percentage of inventory sold per month.

Filters Used

ZIP: 6 Selected
Property Type:
Condo/Townhouse/Apt, Single
Family Residence

Month/ Year	Rate	Chg.
Dec '20	68%	-58.5%
Dec '19	10%	0.4%
Dec '18	10%	-44.2%



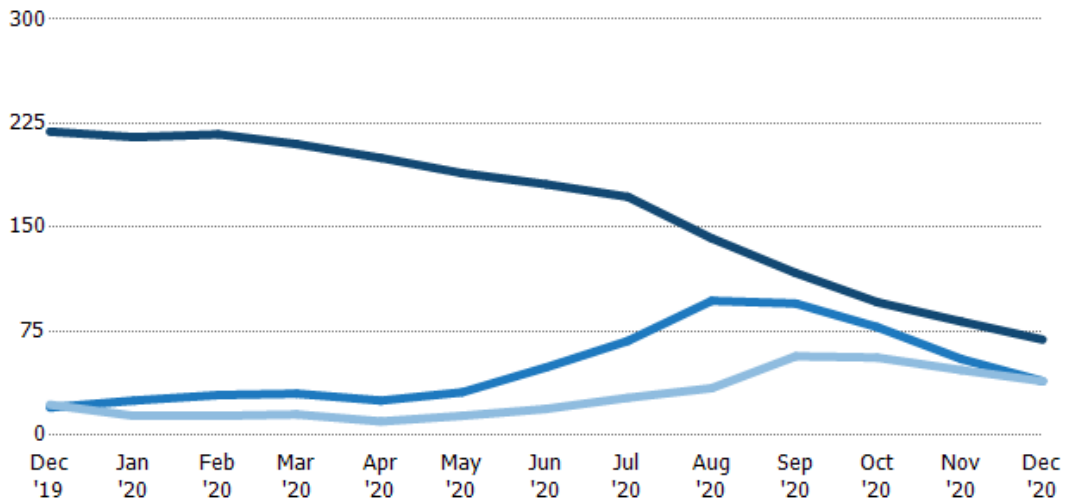
Current Year	10%	10%	6%	7%	8%	5%	8%	11%	19%	29%	59%	68%	68%
Prior Year	10%	9%	4%	4%	5%	11%	12%	8%	4%	11%	9%	11%	10%
Change from Prior Year	0%	-1%	-3%	-3%	-2%	5%	5%	-3%	-15%	-18%	-51%	-57%	-59%

Active/Pending/Sold Units

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

Filters Used

ZIP: 6 Selected
Property Type:
Condo/Townhouse/Apt, Single
Family Residence



Active	219	215	217	210	200	189	181	172	142	117	96	82	69
Pending	20	25	29	30	25	31	49	68	97	95	78	55	39
Sold	22	14	14	15	10	14	19	27	34	57	56	47	39

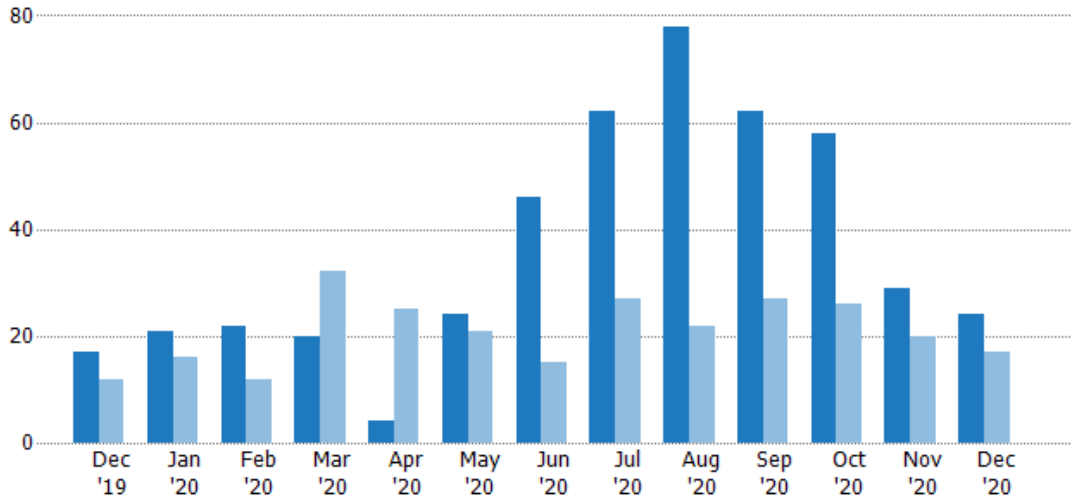
New Pending Sales

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

Filters Used

ZIP: 6 Selected
Property Type:
Condo/Townhouse/Apt, Single
Family Residence

Month/ Year	Count	% Chg.
Dec '20	24	41.2%
Dec '19	17	41.7%
Dec '18	12	25%



Current Year	17	21	22	20	4	24	46	62	78	62	58	29	24
Prior Year	12	16	12	32	25	21	15	27	22	27	26	20	17
Percent Change from Prior Year	42%	31%	83%	-38%	-84%	14%	207%	130%	255%	130%	123%	45%	41%

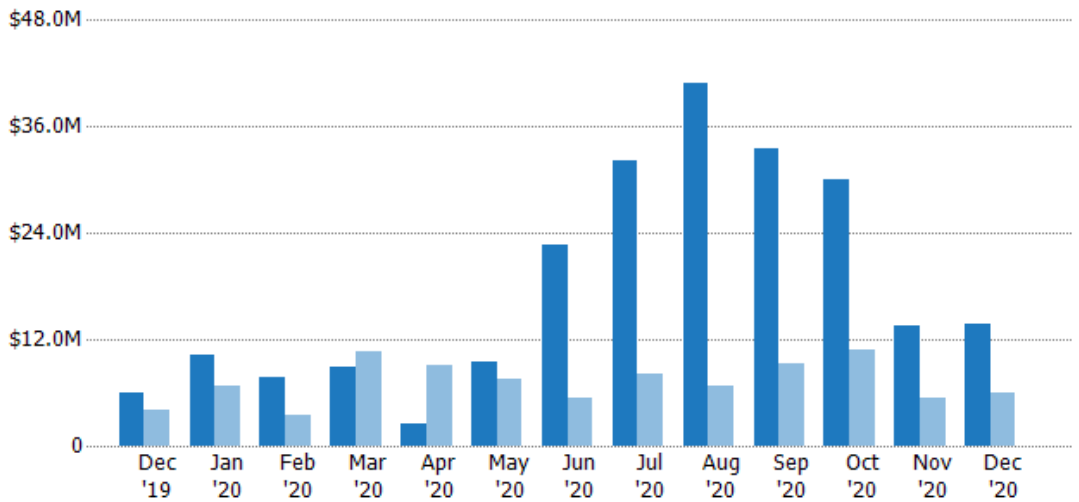
New Pending Sales Volume

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

Filters Used

ZIP: 6 Selected
Property Type:
Condo/Townhouse/Apt, Single
Family Residence

Month/ Year	Volume	% Chg.
Dec '20	\$13.7M	130.7%
Dec '19	\$5.95M	45.3%
Dec '18	\$4.09M	52%



Current Year	\$5.95M	\$10.2M	\$7.77M	\$8.86M	\$2.51M	\$9.43M	\$22.6M	\$32.2M	\$40.8M	\$33.5M	\$30M	\$13.6M	\$13.7M
Prior Year	\$4.09M	\$6.8M	\$3.36M	\$10.7M	\$9.08M	\$7.47M	\$5.3M	\$8.12M	\$6.72M	\$9.25M	\$10.7M	\$5.44M	\$5.95M
Percent Change from Prior Year	45%	50%	131%	-17%	-72%	26%	326%	296%	507%	262%	179%	150%	131%

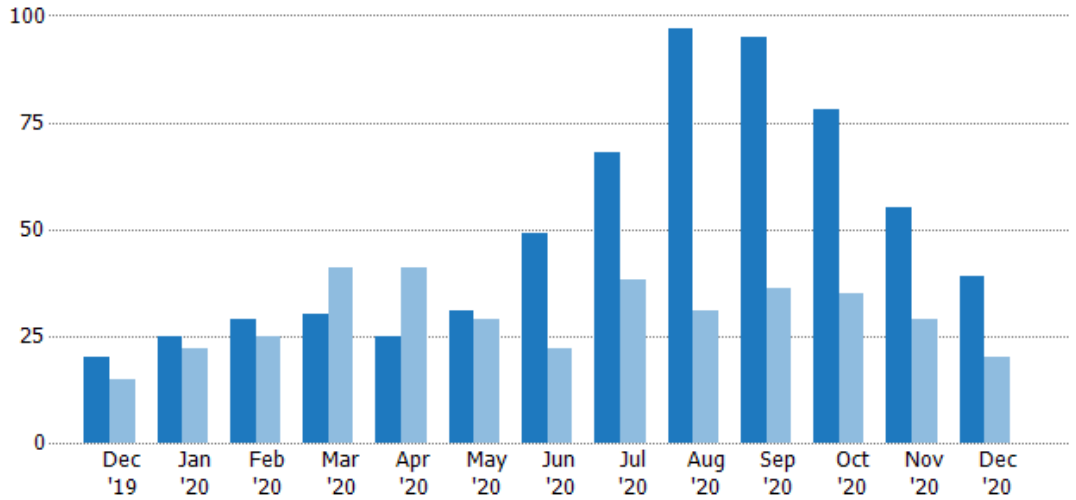
Pending Sales

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

Filters Used

ZIP: 6 Selected
Property Type:
Condo/Townhouse/Apt, Single
Family Residence

Month/ Year	Count	% Chg.
Dec '20	39	95%
Dec '19	20	33.3%
Dec '18	15	20%



Current Year	20	25	29	30	25	31	49	68	97	95	78	55	39
Prior Year	15	22	25	41	41	29	22	38	31	36	35	29	20
Percent Change from Prior Year	33%	14%	16%	-27%	-39%	7%	123%	79%	213%	164%	123%	90%	95%

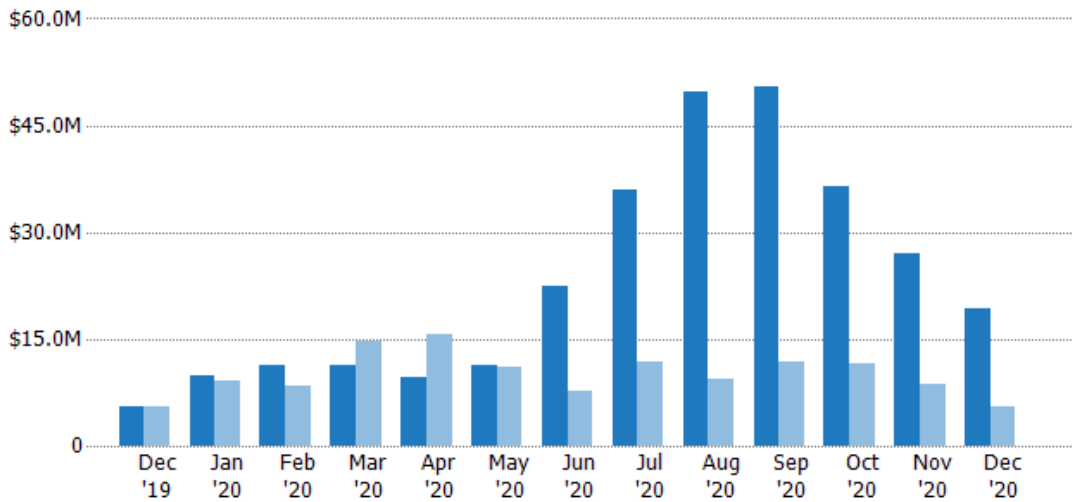
Pending Sales Volume

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

Filters Used

ZIP: 6 Selected
Property Type:
Condo/Townhouse/Apt, Single
Family Residence

Month/ Year	Volume	% Chg.
Dec '20	\$19.3M	243.9%
Dec '19	\$5.62M	1.1%
Dec '18	\$5.56M	16.4%



Current Year	\$5.62M	\$9.8M	\$11.2M	\$11.4M	\$9.62M	\$11.4M	\$22.4M	\$36M	\$49.8M	\$50.5M	\$36.5M	\$27M	\$19.3M
Prior Year	\$5.56M	\$9.07M	\$8.31M	\$14.7M	\$15.6M	\$11M	\$7.73M	\$11.8M	\$9.36M	\$11.8M	\$11.6M	\$8.68M	\$5.62M
Percent Change from Prior Year	1%	8%	35%	-22%	-38%	3%	189%	205%	432%	328%	214%	211%	244%

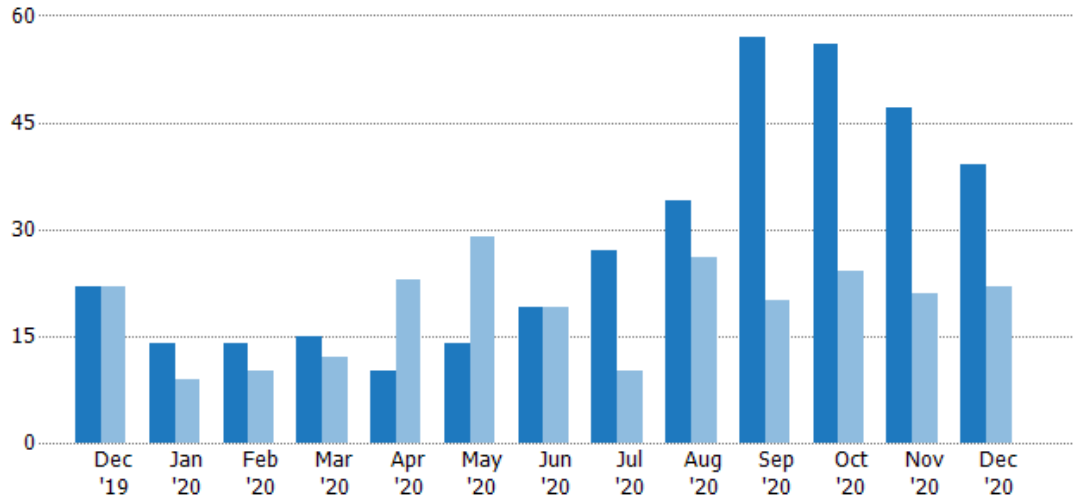
Closed Sales

The total number of residential properties sold each month.

Filters Used

ZIP: 6 Selected
Property Type:
Condo/Townhouse/Apt, Single
Family Residence

Month/ Year	Count	% Chg.
Dec '20	39	77.3%
Dec '19	22	0%
Dec '18	22	36.4%



Current Year	22	14	14	15	10	14	19	27	34	57	56	47	39
Prior Year	22	9	10	12	23	29	19	10	26	20	24	21	22
Percent Change from Prior Year	0%	56%	40%	25%	-57%	-52%	0%	170%	31%	185%	133%	124%	77%

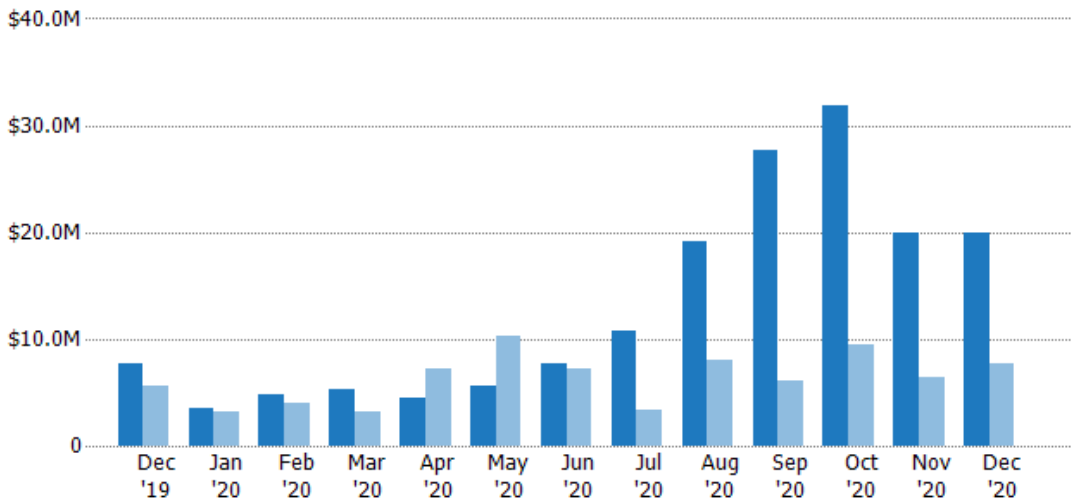
Closed Sales Volume

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

Filters Used

ZIP: 6 Selected
Property Type:
Condo/Townhouse/Apt, Single
Family Residence

Month/ Year	Volume	% Chg.
Dec '20	\$19.9M	160.1%
Dec '19	\$7.64M	36.1%
Dec '18	\$5.61M	76.6%



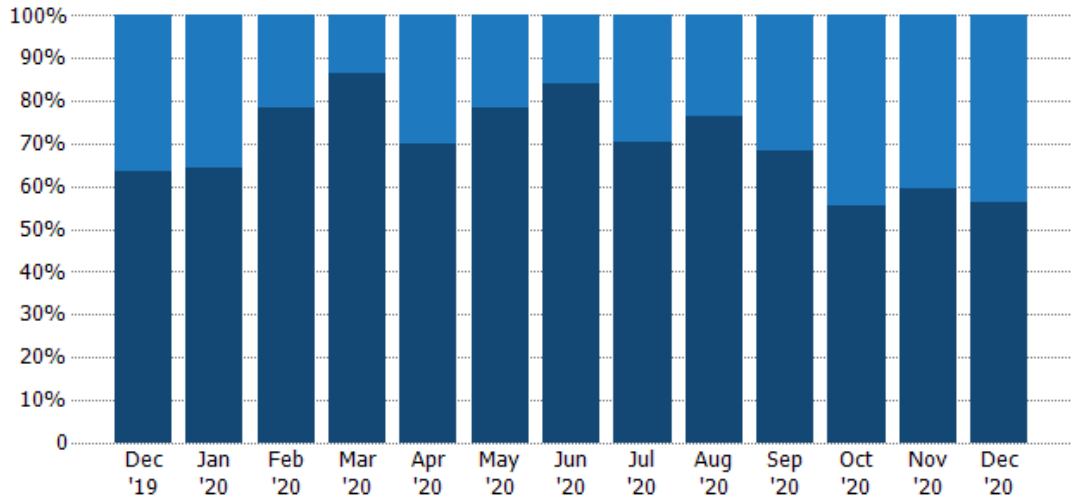
Current Year	\$7.64M	\$3.56M	\$4.74M	\$5.24M	\$4.51M	\$5.67M	\$7.68M	\$10.7M	\$19.1M	\$27.7M	\$31.8M	\$19.9M	\$19.9M
Prior Year	\$5.61M	\$3.15M	\$4.08M	\$3.21M	\$7.18M	\$10.3M	\$7.3M	\$3.42M	\$7.99M	\$6.16M	\$9.48M	\$6.47M	\$7.64M
Percent Change from Prior Year	36%	13%	16%	63%	-37%	-45%	5%	213%	139%	349%	235%	208%	160%

Closed Sales by Property Type

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

Filters Used

ZIP: 6 Selected
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence



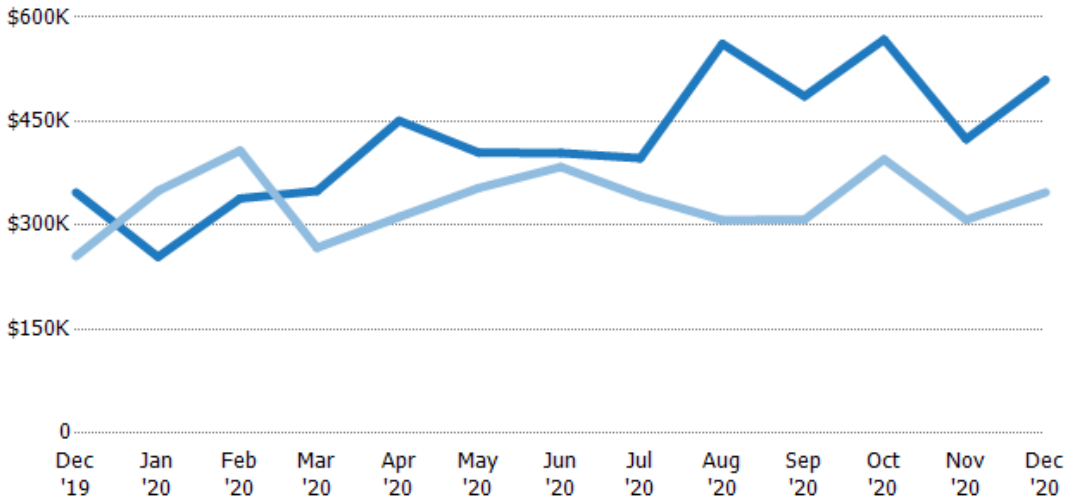
Condo/Townhouse	36%	36%	21%	13%	30%	21%	16%	30%	24%	32%	45%	40%	44%
Single Family Residence	64%	64%	79%	87%	70%	79%	84%	70%	76%	68%	55%	60%	56%

Average Sales Price

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

Filters Used

ZIP: 6 Selected
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence



Month/Year	Price	% Chg.
Dec '20	\$510K	46.7%
Dec '19	\$347K	36.1%
Dec '18	\$255K	29.5%

Current Year	\$347K	\$254K	\$339K	\$349K	\$451K	\$405K	\$404K	\$397K	\$562K	\$486K	\$568K	\$424K	\$510K
Prior Year	\$255K	\$350K	\$408K	\$267K	\$312K	\$354K	\$384K	\$342K	\$307K	\$308K	\$395K	\$308K	\$347K
Percent Change from Prior Year	36%	-27%	-17%	31%	44%	14%	5%	16%	83%	58%	44%	38%	47%

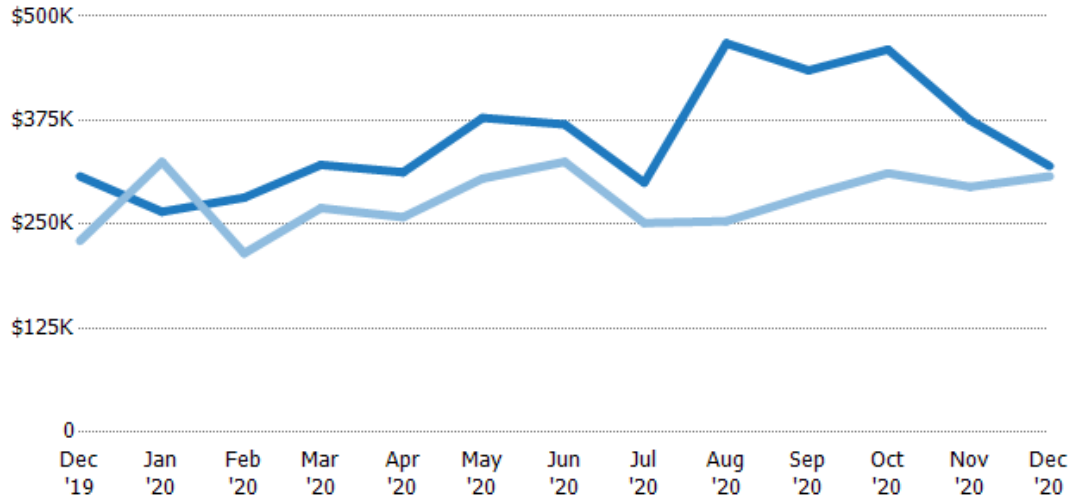
Median Sales Price

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

Filters Used

ZIP: 6 Selected
Property Type:
Condo/Townhouse/Apt, Single
Family Residence

Month/ Year	Price	% Chg.
Dec '20	\$320K	4%
Dec '19	\$308K	33.7%
Dec '18	\$230K	-9.8%



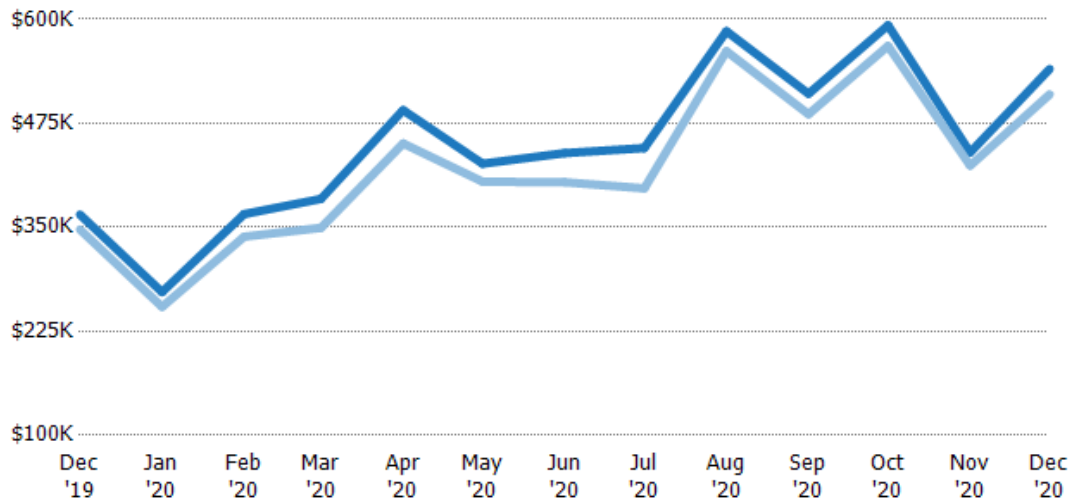
Current Year	\$308K	\$265K	\$282K	\$321K	\$313K	\$378K	\$370K	\$300K	\$468K	\$435K	\$460K	\$375K	\$320K
Prior Year	\$230K	\$325K	\$215K	\$269K	\$259K	\$305K	\$325K	\$252K	\$254K	\$285K	\$311K	\$295K	\$308K
Percent Change from Prior Year	34%	-18%	31%	19%	21%	24%	14%	19%	84%	53%	48%	27%	4%

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



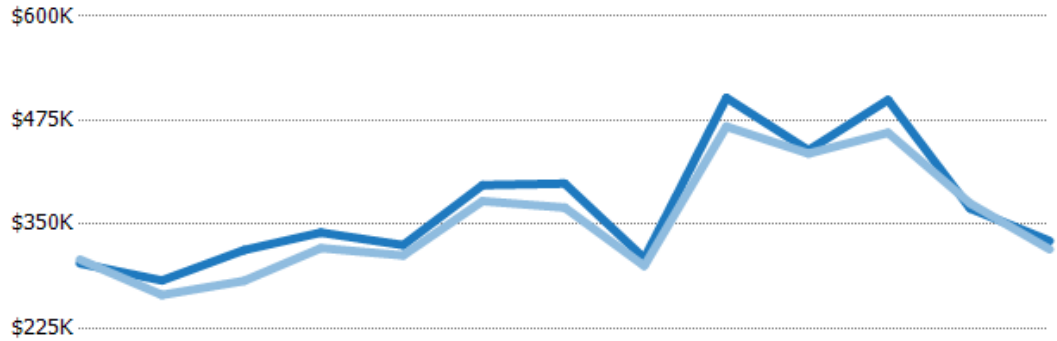
Avg List Price	\$365K	\$272K	\$366K	\$384K	\$491K	\$426K	\$439K	\$445K	\$586K	\$511K	\$593K	\$440K	\$540K
Avg Sales Price	\$347K	\$254K	\$339K	\$349K	\$451K	\$405K	\$404K	\$397K	\$562K	\$486K	\$568K	\$424K	\$510K
Avg Sales Price as a % of Avg List Price	95%	93%	93%	91%	92%	95%	92%	89%	96%	95%	96%	96%	94%

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



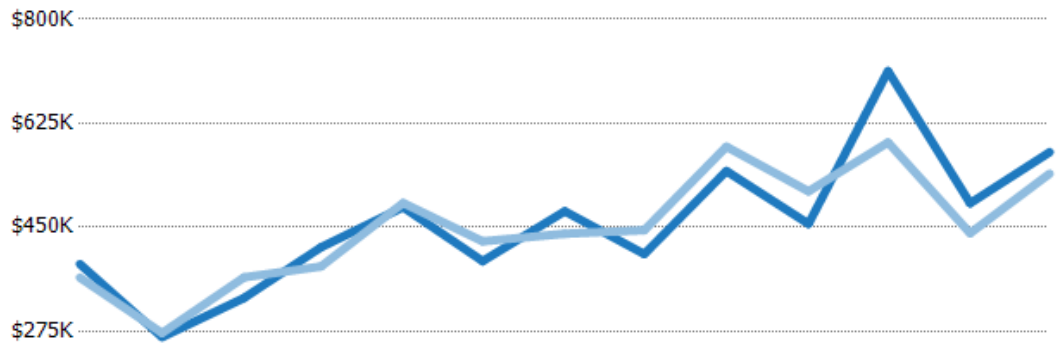
	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20
Median List Price	\$303K	\$282K	\$319K	\$340K	\$325K	\$397K	\$399K	\$309K	\$502K	\$439K	\$500K	\$369K	\$330K
Median Sales Price	\$308K	\$265K	\$282K	\$321K	\$313K	\$378K	\$370K	\$300K	\$468K	\$435K	\$460K	\$375K	\$320K
Med Sales Price as a % of Med List Price	102%	94%	88%	95%	96%	95%	93%	97%	93%	99%	92%	102%	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: 6 Selected
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence



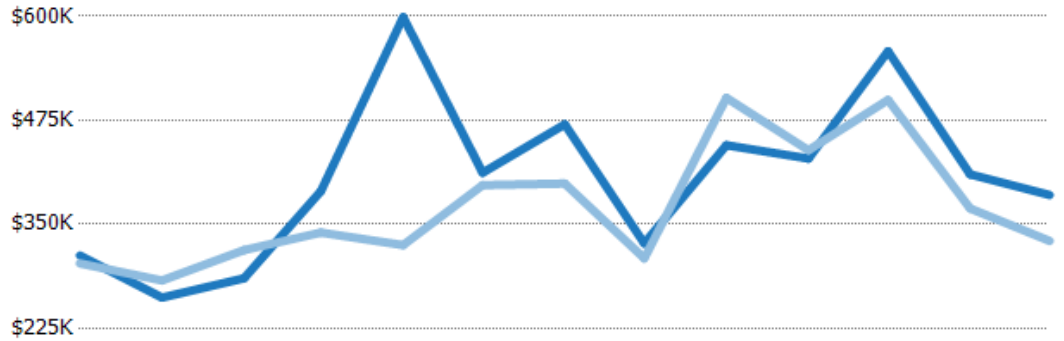
	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20
Avg Est Value	\$388K	\$265K	\$331K	\$416K	\$484K	\$393K	\$477K	\$405K	\$545K	\$456K	\$713K	\$490K	\$576K
Avg Sales Price	\$365K	\$272K	\$366K	\$384K	\$491K	\$426K	\$439K	\$445K	\$586K	\$511K	\$593K	\$440K	\$540K
Avg Sales Price as a % of Avg Est Value	94%	103%	110%	92%	101%	108%	92%	110%	108%	112%	83%	90%	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: 6 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	\$312K	\$262K	\$285K	\$390K	\$599K	\$412K	\$470K	\$327K	\$445K	\$429K	\$558K	\$410K	\$385K
Median Sales Price	\$303K	\$282K	\$319K	\$340K	\$325K	\$397K	\$399K	\$309K	\$502K	\$439K	\$500K	\$369K	\$330K
Med Sales Price as a % of Med Est Value	97%	108%	112%	87%	54%	96%	85%	94%	113%	102%	90%	90%	86%

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
05152	4	\$1,343,900	5	\$1,694,000	\$338,800	\$320,000	\$201	\$202	60
05155	5	\$1,928,900	3	\$2,984,000	\$994,667	\$485,000	\$334	\$336	466
05255	7	\$4,115,000	7	\$3,975,500	\$567,929	\$485,000	\$191	\$205	18
05340	10	\$6,730,000	9	\$4,151,500	\$461,278	\$285,000	\$180	\$156	22
05343	4	\$1,357,000	7	\$3,980,500	\$568,643	\$485,000	\$158	\$156	24
05360	9	\$3,866,000	8	\$3,094,000	\$386,750	\$252,000	\$228	\$220	100

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
Bennington, VT	21	\$12,453,900	22	\$10,170,000	\$462,273	\$320,000	\$195	\$177	32
Other	17	\$6,629,900	17	\$9,709,500	\$571,147	\$327,500	\$211	\$196	97