

Summary of Key Listing and Sales Metrics

A summary of the key metrics selected to be included in the report. MLS sources where licensed.

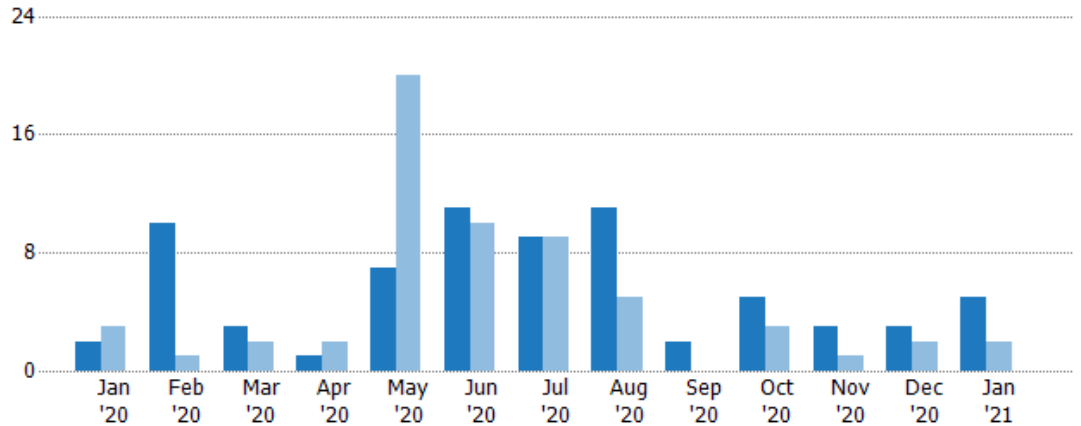
Key Metrics	Jan 2021	Jan 2020	+ / -	YTD 2021	YTD 2020	+ / -
Listing Activity Charts Metrics						
New Listing Count	5	2	+150%	72	60	+20%
New Listing Volume	\$2,363,000	\$514,000	+359.7%	\$19,667,650	\$13,622,950	+44.4%
Active Listing Count	11	20	-45%	N/A	N/A	
Active Listing Volume	\$3,943,800	\$4,807,850	-18%	N/A	N/A	
Average Listing Price	\$358,527	\$240,393	+49.1%	\$261,348	\$248,626	+5.1%
Median Listing Price	\$200,000	\$228,750	-12.6%	\$201,084	\$234,077	-14.1%
Median Days in RPR	80	236	-66.1%	73.65	156.96	-53.1%
Months of Inventory	2.2	2.9	-23%	11	-	-
Absorption Rate	45.45%	35%	+10.5%	9.09%	-	+9.1%
Sales Activity Charts Metrics						
New Pending Sales Count	5	3	+66.7%	70	52	+34.6%
New Pending Sales Volume	\$1,517,500	\$725,000	+109.3%	\$17,777,550	\$11,031,100	+61.2%
Pending Sales Count	8	4	+100%	N/A	N/A	
Pending Sales Volume	\$2,102,400	\$1,089,000	+93.1%	N/A	N/A	
Closed Sales Count	1	1	+/-	54	38	+42.1%
Closed Sales Volume	\$440,000	\$70,500	+524.1%	\$13,116,250	\$7,863,433	+66.8%
Average Sales Price	\$440,000	\$70,500	+524.1%	\$242,894	\$206,932	+17.4%
Median Sales Price	\$440,000	\$70,500	+524.1%	\$241,082	\$195,088	+23.6%

New Listings

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

Filters Used

ZIP: Danville, VT 05828, West Danville, VT 05873
 Property Type: Condo/Townhouse/Apt, Single Family Residence



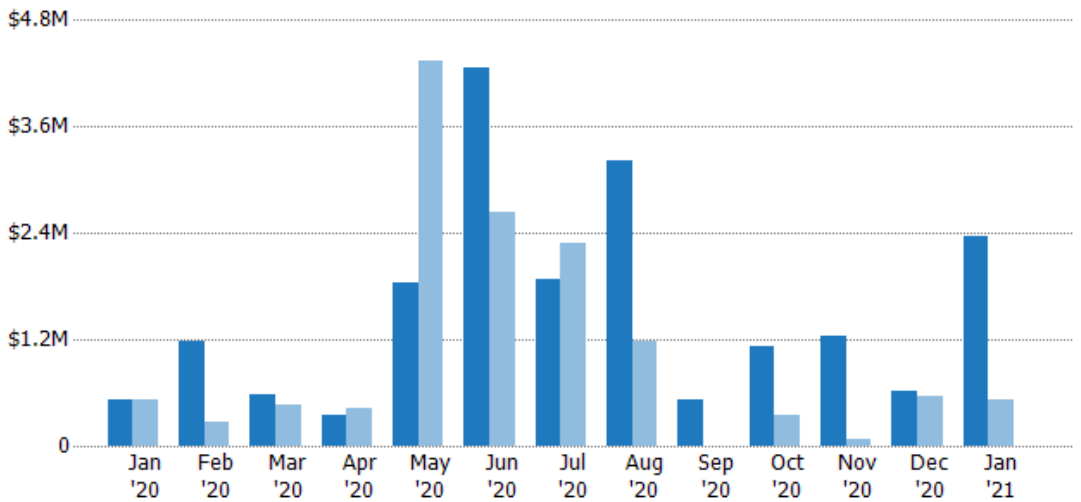
	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21
Current Year	2	10	3	1	7	11	9	11	2	5	3	3	5
Prior Year	3	1	2	2	20	10	9	5	-	3	1	2	2
Percent Change from Prior Year	-33%	900%	50%	-50%	-65%	10%	0%	120%	100%	67%	200%	50%	150%

New Listing Volume

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

Filters Used

ZIP: Danville, VT 05828, West Danville, VT 05873
 Property Type: Condo/Townhouse/Apt, Single Family Residence



	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21
Current Year	\$514K	\$1.18M	\$575K	\$345K	\$1.84M	\$4.27M	\$1.88M	\$3.22M	\$521K	\$1.12M	\$1.23M	\$617K	\$2.36M
Prior Year	\$523K	\$265K	\$469K	\$432K	\$4.34M	\$2.63M	\$2.28M	\$1.17M	-	\$353K	\$70K	\$567K	\$514K
Percent Change from Prior Year	-2%	345%	23%	-20%	-58%	62%	-18%	174%	100%	218%	1,663%	9%	360%

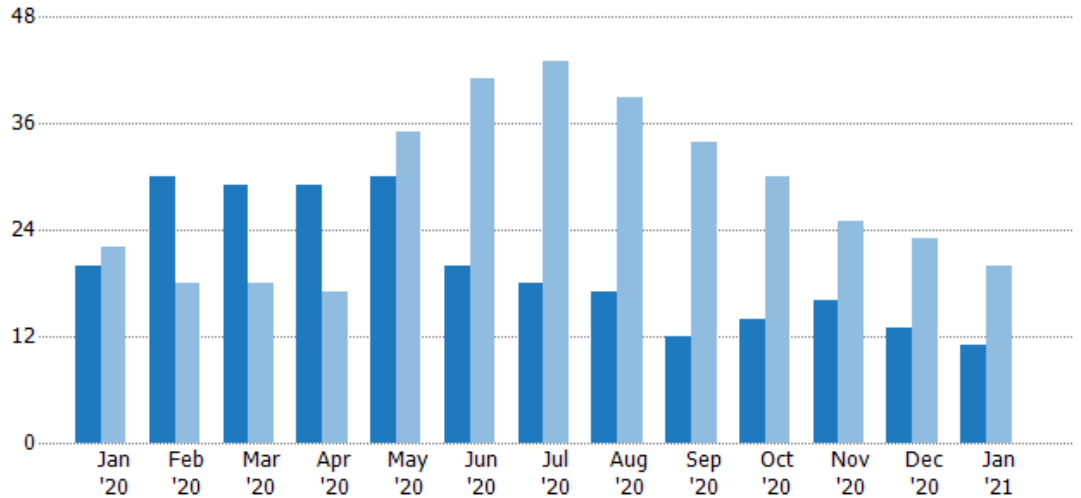
Active Listings

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

Filters Used

ZIP: Danville, VT 05828, West Danville, VT 05873
 Property Type: Condo/Townhouse/Apt, Single Family Residence

Month/Year	Count	% Chg.
Jan '21	11	-45%
Jan '20	20	-9.1%
Jan '19	22	27.3%



	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21
Current Year	20	30	29	29	30	20	18	17	12	14	16	13	11
Prior Year	22	18	18	17	35	41	43	39	34	30	25	23	20
Percent Change from Prior Year	-9%	67%	61%	71%	-14%	-51%	-58%	-56%	-65%	-53%	-36%	-43%	-45%

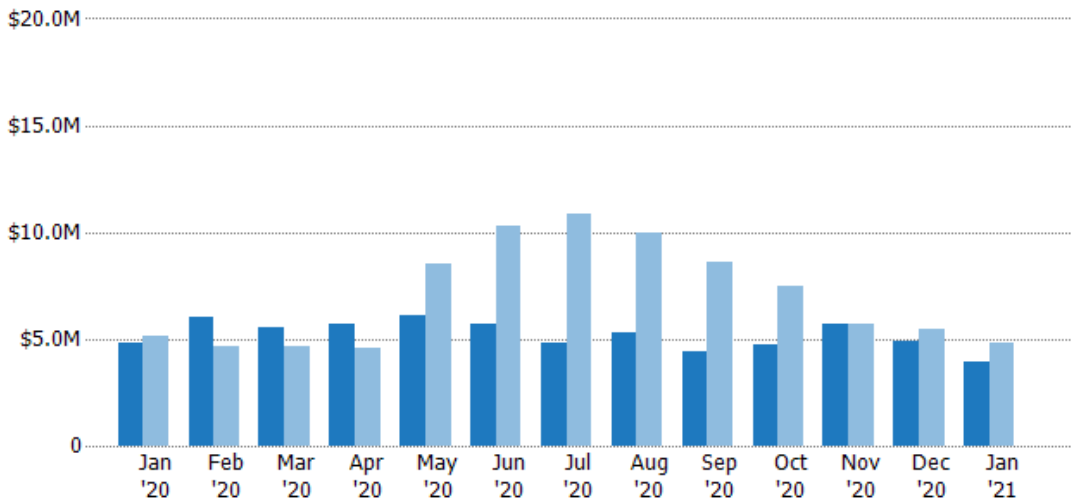
Active Listing Volume

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

Filters Used

ZIP: Danville, VT 05828, West Danville, VT 05873
 Property Type: Condo/Townhouse/Apt, Single Family Residence

Month/Year	Volume	% Chg.
Jan '21	\$3.94M	-18%
Jan '20	\$4.81M	-6.6%
Jan '19	\$5.15M	8.4%



	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21
Current Year	\$4.81M	\$5.99M	\$5.56M	\$5.69M	\$6.12M	\$5.68M	\$4.81M	\$5.31M	\$4.4M	\$4.71M	\$5.74M	\$4.92M	\$3.94M
Prior Year	\$5.15M	\$4.63M	\$4.64M	\$4.54M	\$8.53M	\$10.3M	\$10.9M	\$10M	\$8.6M	\$7.51M	\$5.73M	\$5.46M	\$4.81M
Percent Change from Prior Year	-7%	29%	20%	25%	-28%	-45%	-56%	-47%	-49%	-37%	0%	-10%	-18%

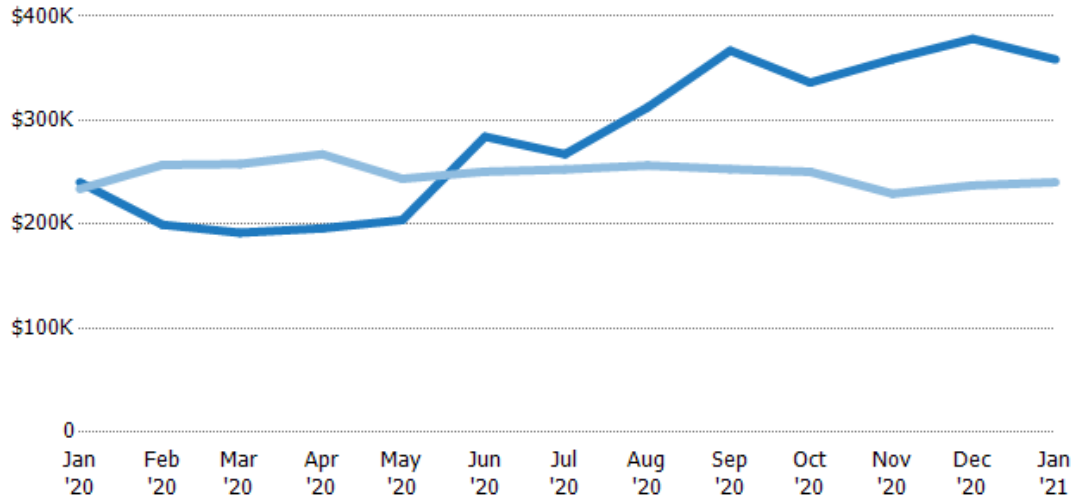
Average Listing Price

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

Filters Used

ZIP: Danville, VT 05828, West Danville, VT 05873
Property Type: Condo/Townhouse/Apt, Single Family Residence

Month/Year	Price	% Chg.
Jan '21	\$359K	49.1%
Jan '20	\$240K	2.8%
Jan '19	\$234K	-14.8%



Current Year	\$240K	\$200K	\$192K	\$196K	\$204K	\$284K	\$267K	\$312K	\$367K	\$336K	\$359K	\$378K	\$359K
Prior Year	\$234K	\$257K	\$258K	\$267K	\$244K	\$251K	\$253K	\$257K	\$253K	\$250K	\$229K	\$237K	\$240K
Percent Change from Prior Year	3%	-22%	-26%	-27%	-16%	13%	6%	22%	45%	34%	56%	59%	49%

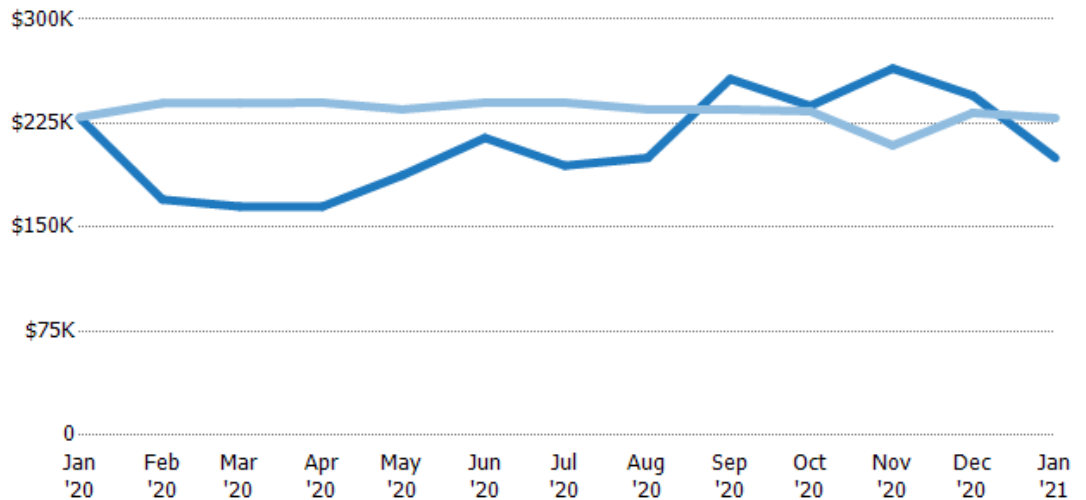
Median Listing Price

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

Filters Used

ZIP: Danville, VT 05828, West Danville, VT 05873
Property Type: Condo/Townhouse/Apt, Single Family Residence

Month/Year	Price	% Chg.
Jan '21	\$200K	-12.6%
Jan '20	\$229K	-0.3%
Jan '19	\$229K	-15.7%



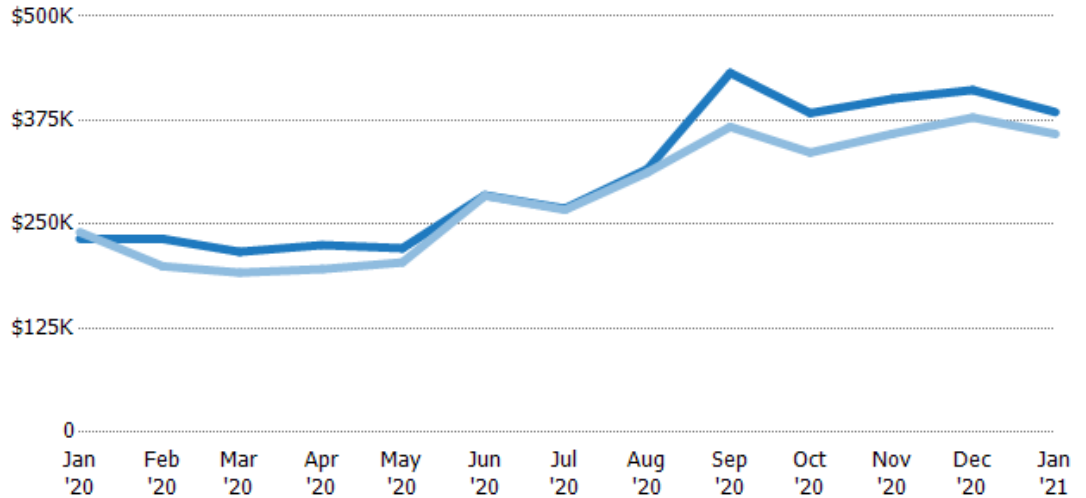
Current Year	\$229K	\$170K	\$165K	\$165K	\$187K	\$214K	\$194K	\$200K	\$257K	\$238K	\$265K	\$245K	\$200K
Prior Year	\$229K	\$239K	\$239K	\$240K	\$235K	\$240K	\$240K	\$235K	\$235K	\$234K	\$209K	\$233K	\$229K
Percent Change from Prior Year	0%	-29%	-31%	-31%	-20%	-11%	-19%	-15%	9%	2%	27%	5%	-13%

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: Danville, VT 05828, West Danville, VT 05873
 Property Type: Condo/Townhouse/Apt, Single Family Residence



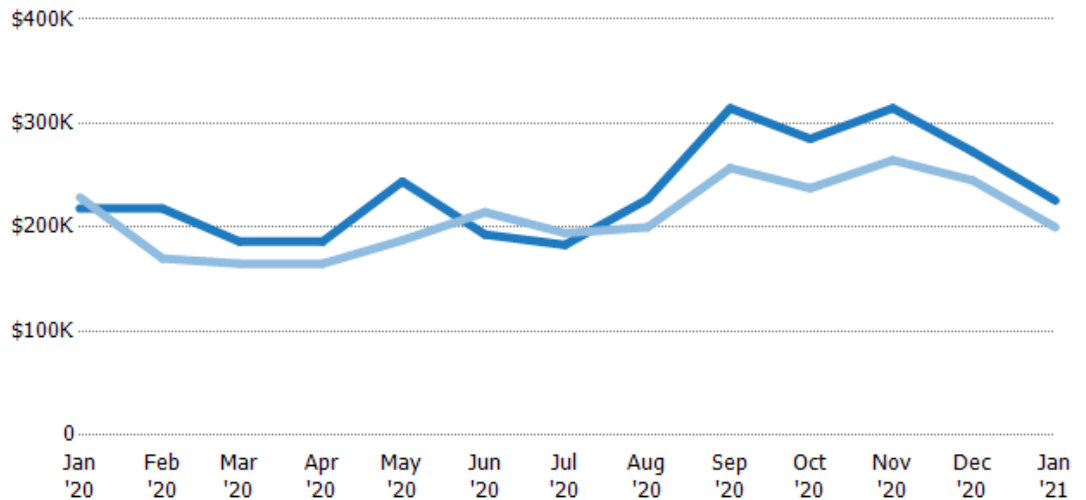
	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21
Avg Est Value	\$233K	\$233K	\$217K	\$225K	\$221K	\$285K	\$269K	\$316K	\$432K	\$384K	\$401K	\$411K	\$385K
Avg Listing Price	\$240K	\$200K	\$192K	\$196K	\$204K	\$284K	\$267K	\$312K	\$367K	\$336K	\$359K	\$378K	\$359K
Avg Listing Price as a % of Avg Est Value	103%	86%	88%	87%	92%	100%	99%	99%	85%	88%	90%	92%	93%

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: Danville, VT 05828, West Danville, VT 05873
 Property Type: Condo/Townhouse/Apt, Single Family Residence



	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21
Median Est Value	\$218K	\$218K	\$186K	\$186K	\$244K	\$193K	\$183K	\$227K	\$315K	\$285K	\$315K	\$273K	\$226K
Median Listing Price	\$229K	\$170K	\$165K	\$165K	\$187K	\$214K	\$194K	\$200K	\$257K	\$238K	\$265K	\$245K	\$200K
Med Listing Price as a % of Med Est Value	105%	78%	89%	89%	77%	111%	106%	88%	82%	83%	84%	90%	89%

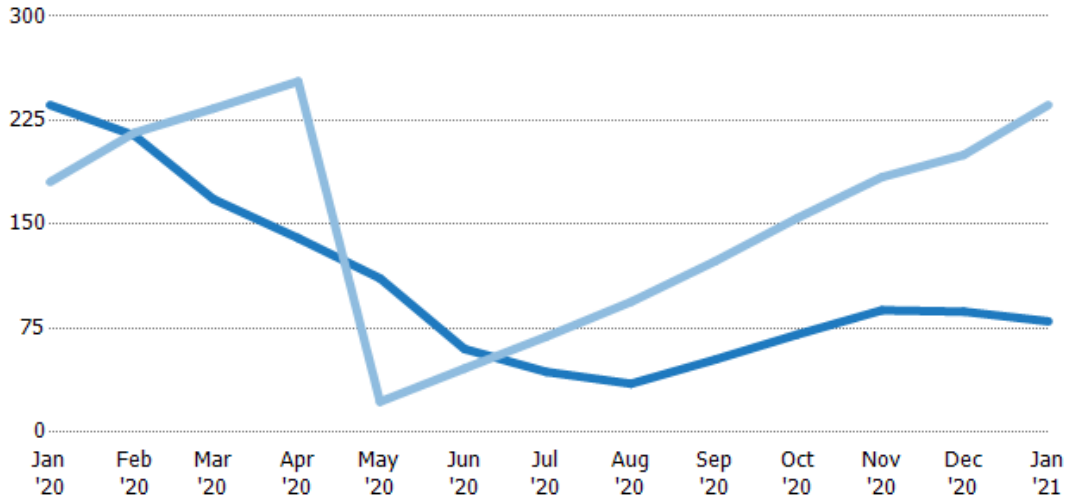
Median Days in RPR

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: Danville, VT 05828, West Danville, VT 05873
 Property Type: Condo/Townhouse/Apt, Single Family Residence

Month/Year	Days	% Chg.
Jan '21	80	-66.1%
Jan '20	236	30.7%
Jan '19	181	0.8%



	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21
Current Year	236	214	168	140	111	60	43.5	35	52.5	70.5	88	87	80
Prior Year	181	216	234	253	22	46	69	94	124	155	184	200	236
Percent Change from Prior Year	31%	-1%	-28%	-45%	405%	30%	-37%	-63%	-57%	-54%	-52%	-57%	-66%

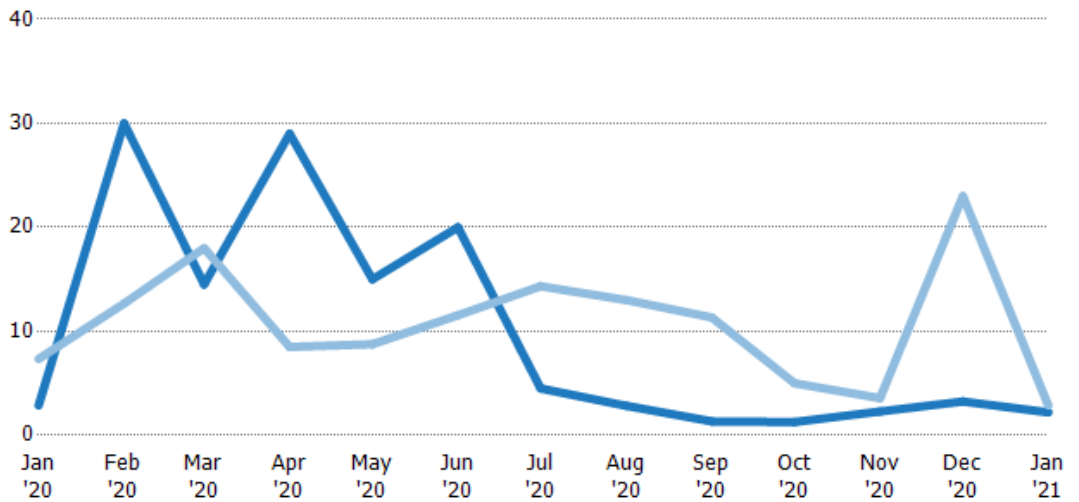
Months of Inventory

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

Filters Used

ZIP: Danville, VT 05828, West Danville, VT 05873
 Property Type: Condo/Townhouse/Apt, Single Family Residence

Month/Year	Months of Inventory
Jan '21	2.2
Jan '20	7.33



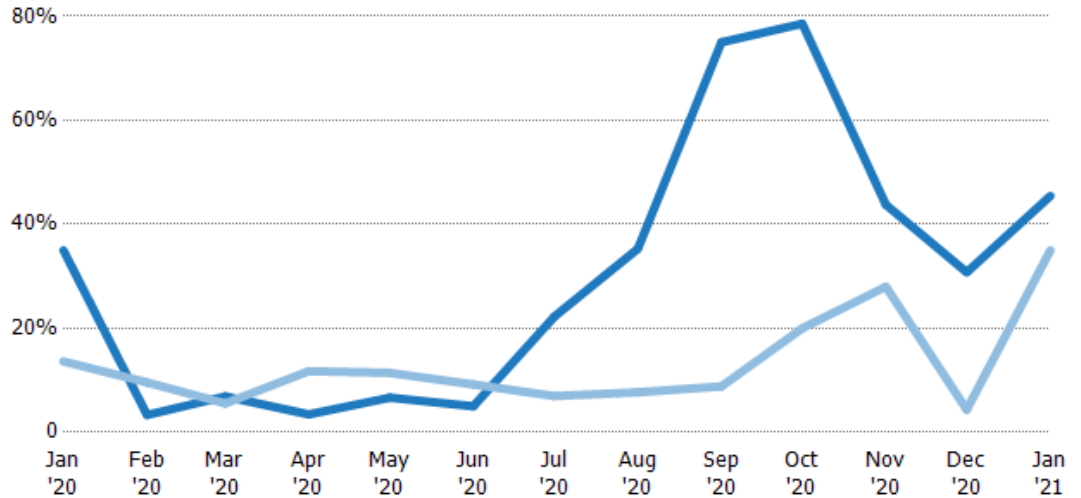
	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21
Current Year	2.86	30	14.5	29	15	20	4.5	2.83	1.33	1.27	2.29	3.25	2.2
Prior Year	7.33	12.7	18	8.5	8.75	11.5	14.3	13	11.3	5	3.57	23	2.86
Percent Change from Prior Year	-61%	100%	-19%	241%	71%	100%	-69%	-78%	-88%	-75%	-36%	-86%	-23%

Absorption Rate

The percentage of inventory sold per month.

Filters Used

ZIP: Danville, VT 05828, West Danville, VT 05873
 Property Type: Condo/Townhouse/Apt, Single Family Residence



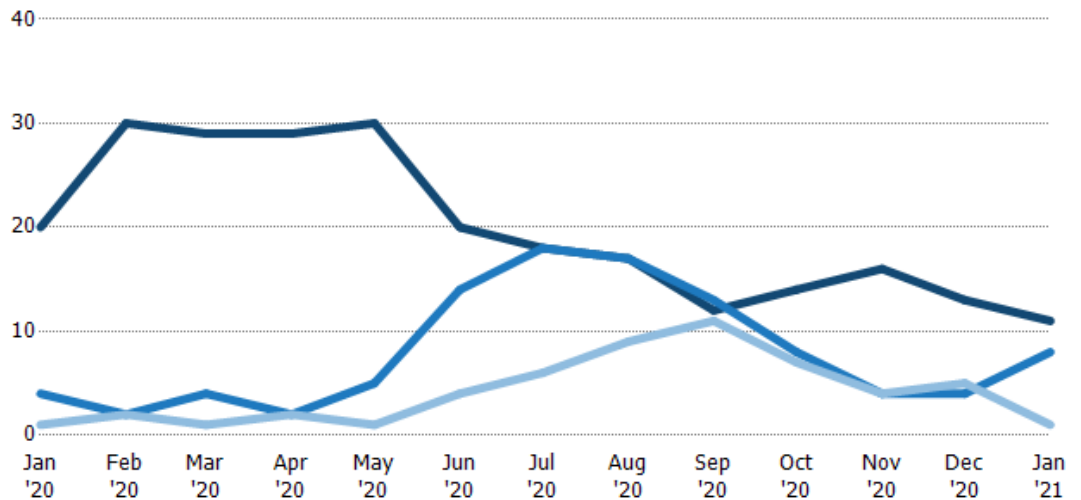
	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21
Current Year	35%	3%	7%	3%	7%	5%	22%	35%	75%	79%	44%	31%	45%
Prior Year	14%	10%	6%	12%	11%	9%	7%	8%	9%	20%	28%	4%	35%
Change from Prior Year	-21%	-3%	-1%	8%	5%	-5%	-15%	-28%	-66%	-59%	-16%	-26%	-10%

Active/Pending/Sold Units

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

Filters Used

ZIP: Danville, VT 05828, West Danville, VT 05873
 Property Type: Condo/Townhouse/Apt, Single Family Residence



	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21
Active	20	30	29	29	30	20	18	17	12	14	16	13	11
Pending	4	2	4	2	5	14	18	17	13	8	4	4	8
Sold	1	2	1	2	1	4	6	9	11	7	4	5	1

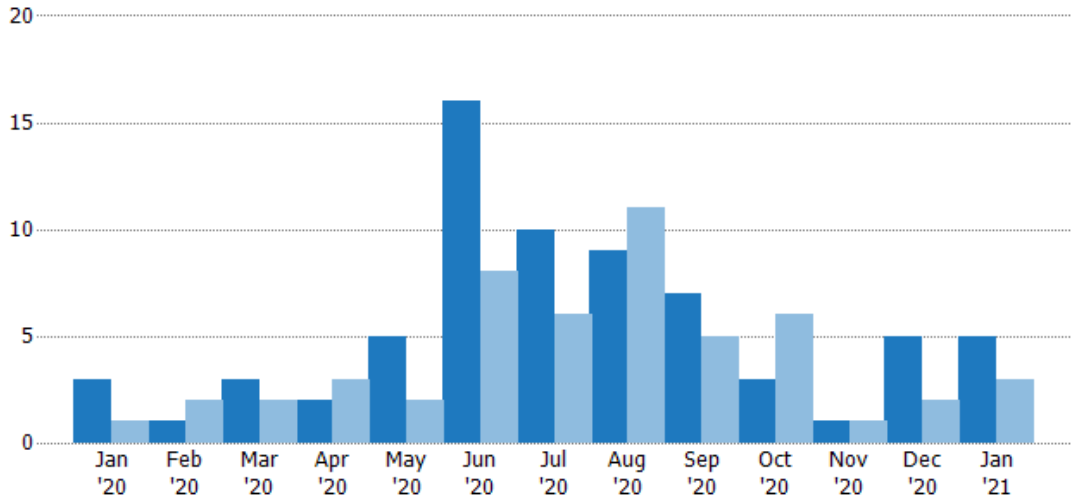
New Pending Sales

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

Filters Used

ZIP: Danville, VT 05828, West Danville, VT 05873
 Property Type: Condo/Townhouse/Apt, Single Family Residence

Month/Year	Count	% Chg.
Jan '21	5	66.7%
Jan '20	3	200%
Jan '19	1	



Current Year	3	1	3	2	5	16	10	9	7	3	1	5	5
Prior Year	1	2	2	3	2	8	6	11	5	6	1	2	3
Percent Change from Prior Year	200%	-50%	50%	-33%	150%	100%	67%	-18%	40%	-50%	0%	150%	67%

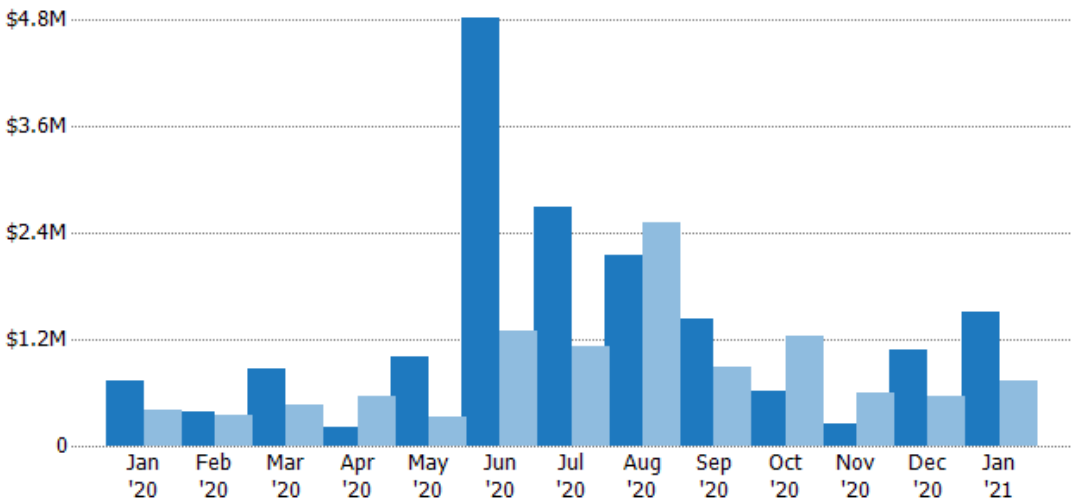
New Pending Sales Volume

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

Filters Used

ZIP: Danville, VT 05828, West Danville, VT 05873
 Property Type: Condo/Townhouse/Apt, Single Family Residence

Month/Year	Volume	% Chg.
Jan '21	\$1.52M	109.3%
Jan '20	\$725K	81.7%
Jan '19	\$399K	



Current Year	\$725K	\$385K	\$873K	\$219K	\$999K	\$4.83M	\$2.69M	\$2.15M	\$1.43M	\$624K	\$245K	\$1.09M	\$1.52M
Prior Year	\$399K	\$350K	\$454K	\$553K	\$324K	\$1.29M	\$1.12M	\$2.52M	\$894K	\$1.24M	\$599K	\$563K	\$725K
Percent Change from Prior Year	82%	10%	92%	-60%	209%	274%	141%	-14%	60%	-50%	-59%	94%	109%

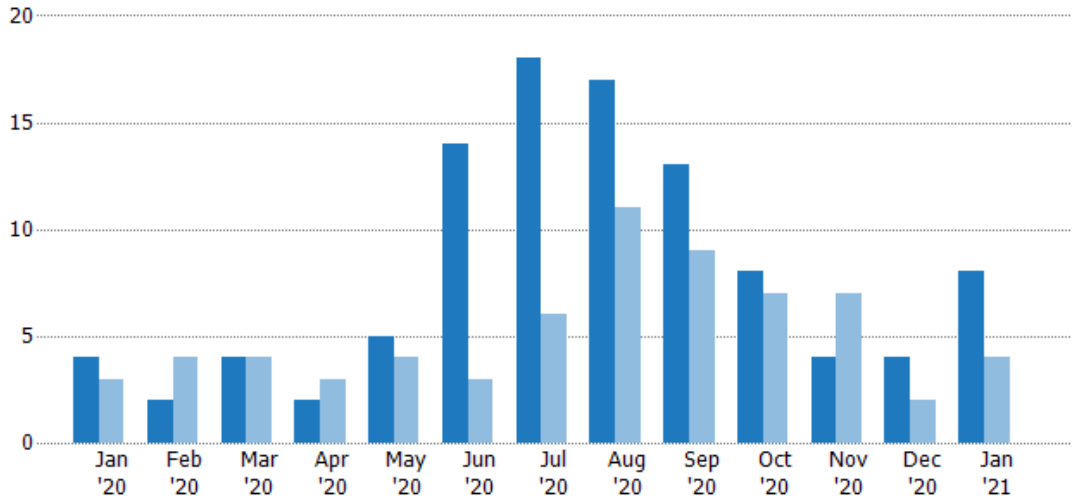
Pending Sales

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

Filters Used

ZIP: Danville, VT 05828, West Danville, VT 05873
 Property Type: Condo/Townhouse/Apt, Single Family Residence

Month/Year	Count	% Chg.
Jan '21	8	100%
Jan '20	4	33.3%
Jan '19	3	-66.7%



	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21
Current Year	4	2	4	2	5	14	18	17	13	8	4	4	8
Prior Year	3	4	4	3	4	3	6	11	9	7	7	2	4
Percent Change from Prior Year	33%	-50%	0%	-33%	25%	367%	200%	55%	44%	14%	-43%	100%	100%

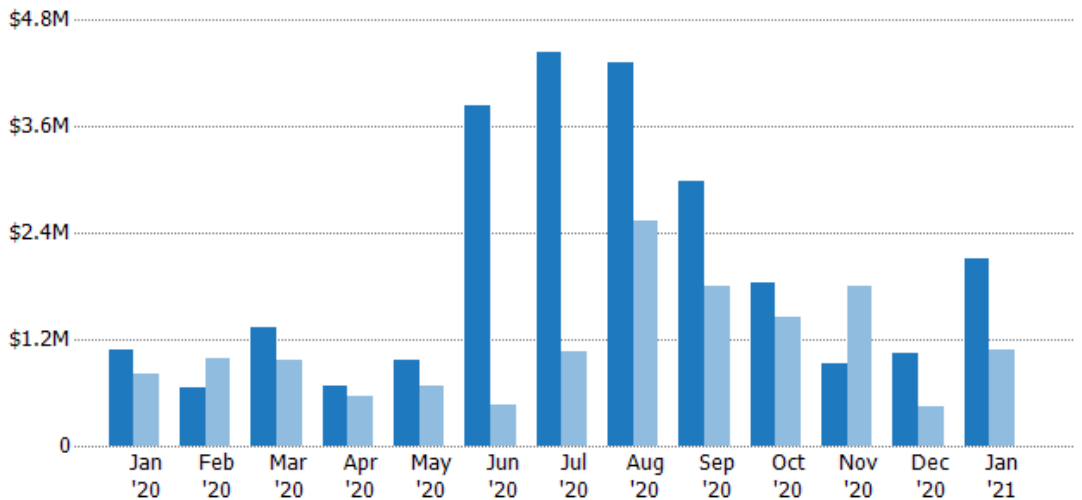
Pending Sales Volume

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

Filters Used

ZIP: Danville, VT 05828, West Danville, VT 05873
 Property Type: Condo/Townhouse/Apt, Single Family Residence

Month/Year	Volume	% Chg.
Jan '21	\$2.1M	93.1%
Jan '20	\$1.09M	35.4%
Jan '19	\$804K	-75.2%



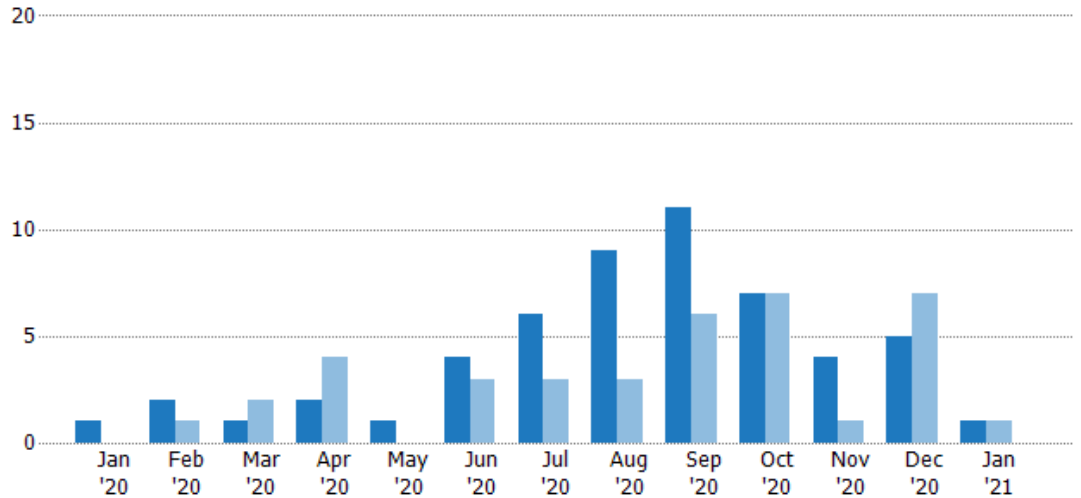
	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21
Current Year	\$1.09M	\$655K	\$1.33M	\$674K	\$968K	\$3.84M	\$4.44M	\$4.33M	\$2.98M	\$1.83M	\$923K	\$1.03M	\$2.1M
Prior Year	\$804K	\$994K	\$974K	\$559K	\$684K	\$459K	\$1.07M	\$2.54M	\$1.81M	\$1.45M	\$1.8M	\$439K	\$1.09M
Percent Change from Prior Year	35%	-34%	36%	21%	42%	738%	314%	71%	65%	26%	-49%	136%	93%

Closed Sales

The total number of residential properties sold each month.

Filters Used

ZIP: Danville, VT 05828, West Danville, VT 05873
 Property Type: Condo/Townhouse/Apt, Single Family Residence



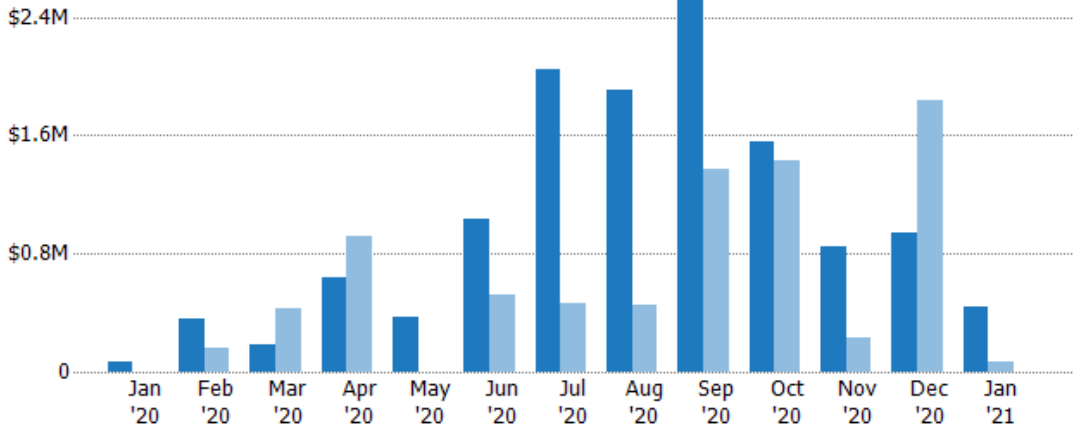
Current Year	1	2	1	2	1	4	6	9	11	7	4	5	1
Prior Year	-	1	2	4	-	3	3	3	6	7	1	7	1
Percent Change from Prior Year	100%	100%	-50%	-50%	100%	33%	100%	200%	83%	0%	300%	-29%	0%

Closed Sales Volume

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

Filters Used

ZIP: Danville, VT 05828, West Danville, VT 05873
 Property Type: Condo/Townhouse/Apt, Single Family Residence



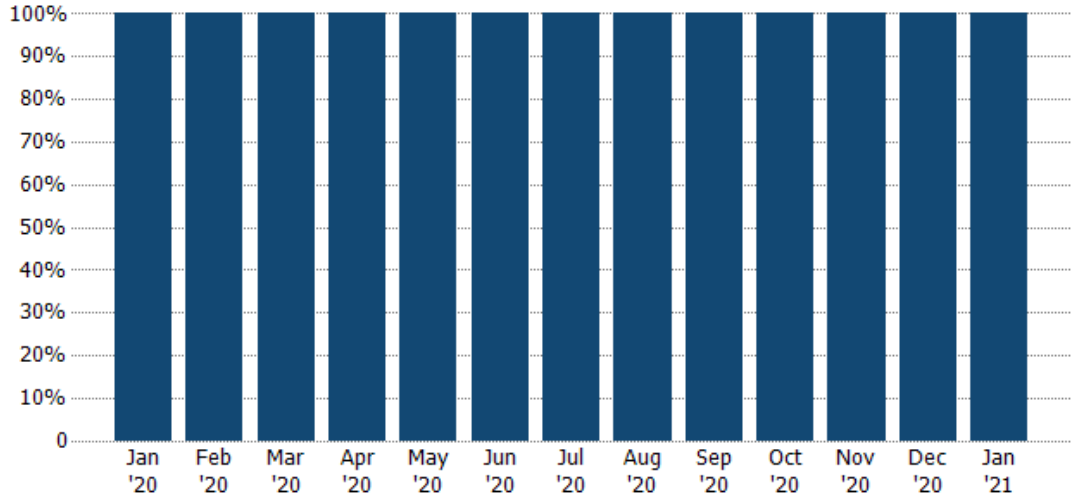
Current Year	\$70.5K	\$357K	\$180K	\$633K	\$375K	\$1.04M	\$2.05M	\$1.9M	\$2.73M	\$1.55M	\$852K	\$943K	\$440K
Prior Year	-	\$160K	\$425K	\$913K	-	\$520K	\$466K	\$448K	\$1.37M	\$1.43M	\$225K	\$1.83M	\$70.5K
Percent Change from Prior Year	100%	123%	-58%	-31%	100%	99%	340%	325%	99%	8%	279%	-49%	524%

Closed Sales by Property Type

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

Filters Used

ZIP: Danville, VT 05828, West Danville, VT 05873
 Property Type: Condo/Townhouse/Apt, Single Family Residence



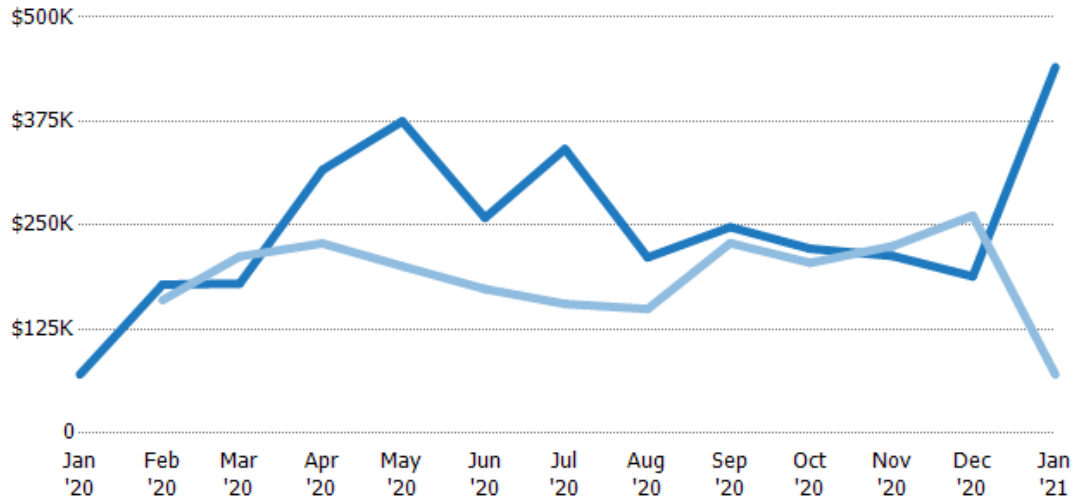
Single Family Residence	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
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Average Sales Price

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

Filters Used

ZIP: Danville, VT 05828, West Danville, VT 05873
 Property Type: Condo/Townhouse/Apt, Single Family Residence



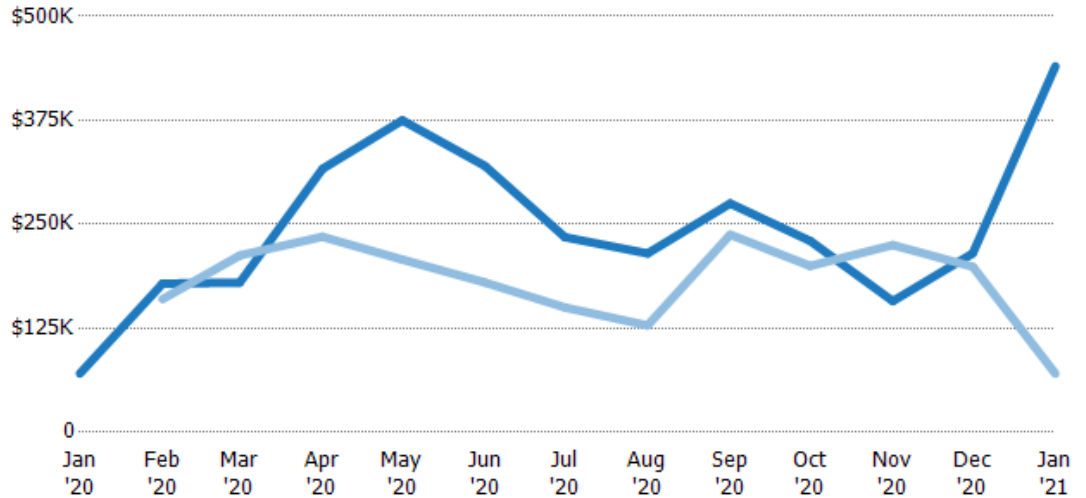
Current Year	\$70.5K	\$179K	\$180K	\$317K	\$375K	\$259K	\$342K	\$211K	\$248K	\$222K	\$213K	\$189K	\$440K
Prior Year	-	\$160K	\$213K	\$228K	\$201K	\$173K	\$155K	\$149K	\$229K	\$205K	\$225K	\$262K	\$70.5K
Percent Change from Prior Year	100%	12%	-15%	39%	100%	49%	120%	42%	8%	8%	-5%	-28%	524%

Median Sales Price

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

Filters Used

ZIP: Danville, VT 05828, West Danville, VT 05873
 Property Type: Condo/Townhouse/Apt, Single Family Residence



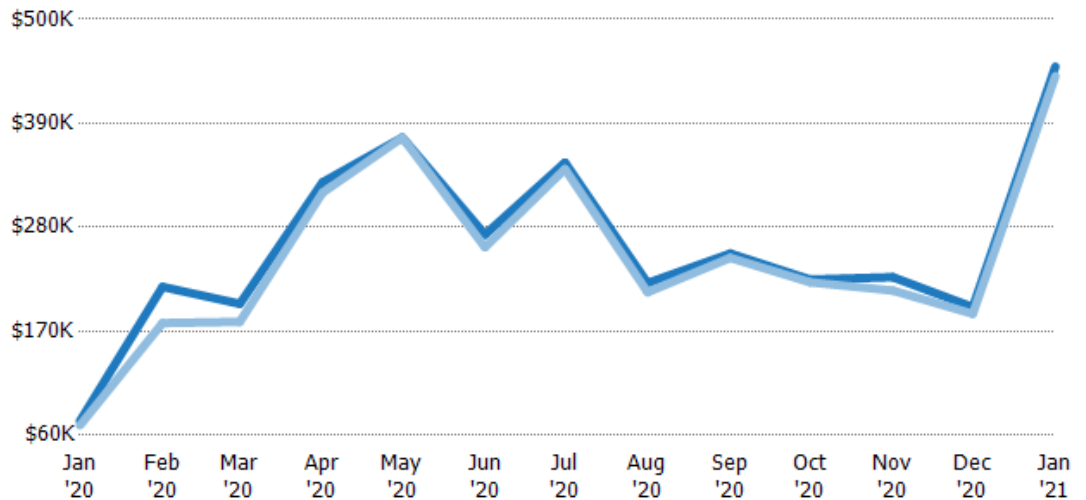
Current Year	\$70.5K	\$179K	\$180K	\$317K	\$375K	\$320K	\$235K	\$215K	\$275K	\$230K	\$158K	\$215K	\$440K
Prior Year	-	\$160K	\$213K	\$235K	\$208K	\$180K	\$150K	\$128K	\$238K	\$200K	\$225K	\$199K	\$70.5K
Percent Change from Prior Year	100%	12%	-15%	35%	100%	78%	56%	67%	16%	15%	-30%	8%	524%

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: Danville, VT 05828, West Danville, VT 05873
 Property Type: Condo/Townhouse/Apt, Single Family Residence



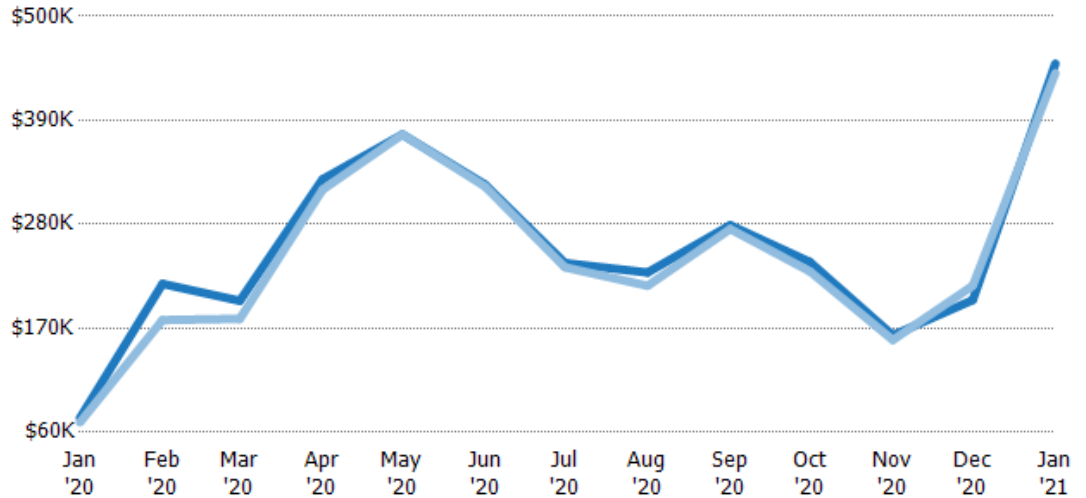
Avg List Price	\$75K	\$217K	\$199K	\$328K	\$375K	\$272K	\$348K	\$221K	\$252K	\$225K	\$227K	\$196K	\$450K
Avg Sales Price	\$70.5K	\$179K	\$180K	\$317K	\$375K	\$259K	\$342K	\$211K	\$248K	\$222K	\$213K	\$189K	\$440K
Avg Sales Price as a % of Avg List Price	94%	82%	90%	97%	100%	95%	98%	96%	98%	99%	94%	96%	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: Danville, VT 05828, West Danville, VT 05873
 Property Type: Condo/Townhouse/Apt, Single Family Residence



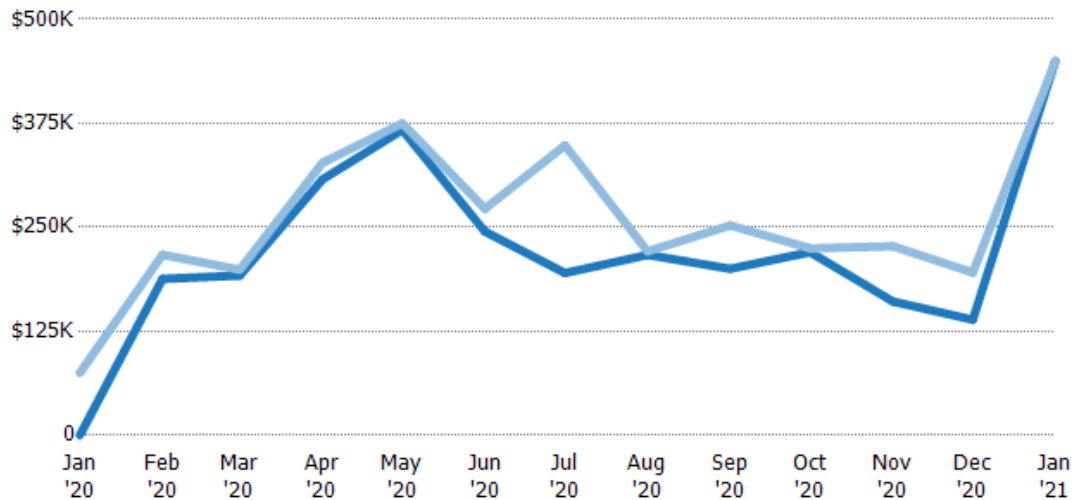
Median List Price	\$75K	\$217K	\$199K	\$328K	\$375K	\$322K	\$239K	\$229K	\$279K	\$240K	\$163K	\$200K	\$450K
Median Sales Price	\$70.5K	\$179K	\$180K	\$317K	\$375K	\$320K	\$235K	\$215K	\$275K	\$230K	\$158K	\$215K	\$440K
Med Sales Price as a % of Med List Price	94%	82%	90%	97%	100%	99%	98%	94%	99%	96%	97%	108%	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: Danville, VT 05828, West Danville, VT 05873
 Property Type: Condo/Townhouse/Apt, Single Family Residence



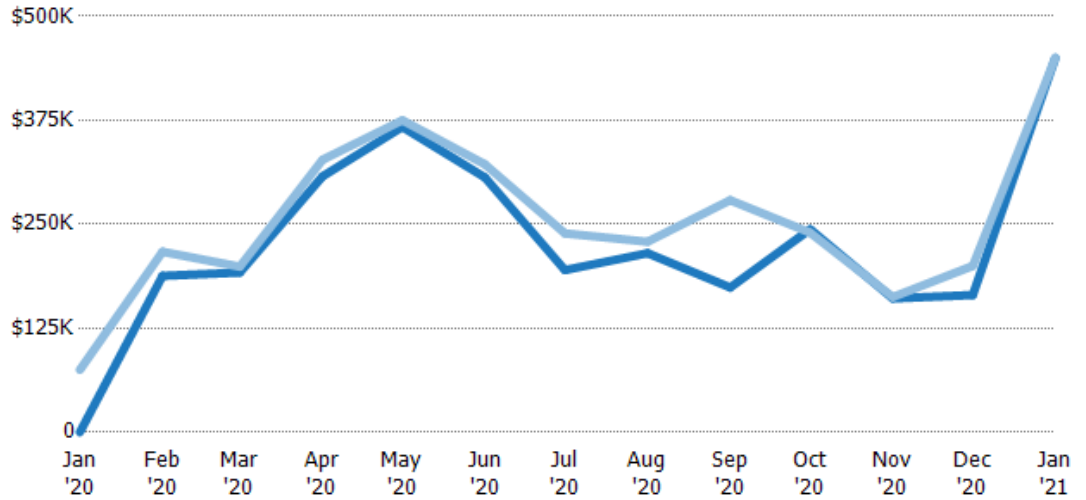
Avg Est Value	\$0	\$188K	\$192K	\$308K	\$367K	\$245K	\$195K	\$217K	\$200K	\$220K	\$161K	\$139K	\$450K
Avg Sales Price	\$75K	\$217K	\$199K	\$328K	\$375K	\$272K	\$348K	\$221K	\$252K	\$225K	\$227K	\$196K	\$450K
Avg Sales Price as a % of Avg Est Value	100%	115%	104%	106%	102%	111%	179%	102%	126%	102%	141%	141%	100%

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: Danville, VT 05828, West
Danville, VT 05873
Property Type:
Condo/Townhouse/Apt, Single
Family Residence



	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21
Median Est Value	\$0	\$188K	\$192K	\$308K	\$367K	\$306K	\$195K	\$215K	\$174K	\$244K	\$161K	\$165K	\$450K
Median Sales Price	\$75K	\$217K	\$199K	\$328K	\$375K	\$322K	\$239K	\$229K	\$279K	\$240K	\$163K	\$200K	\$450K
Med Sales Price as a % of Med Est Value	100%	115%	104%	106%	102%	105%	123%	106%	160%	98%	101%	121%	100%