

## Summary of Key Listing and Sales Metrics

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

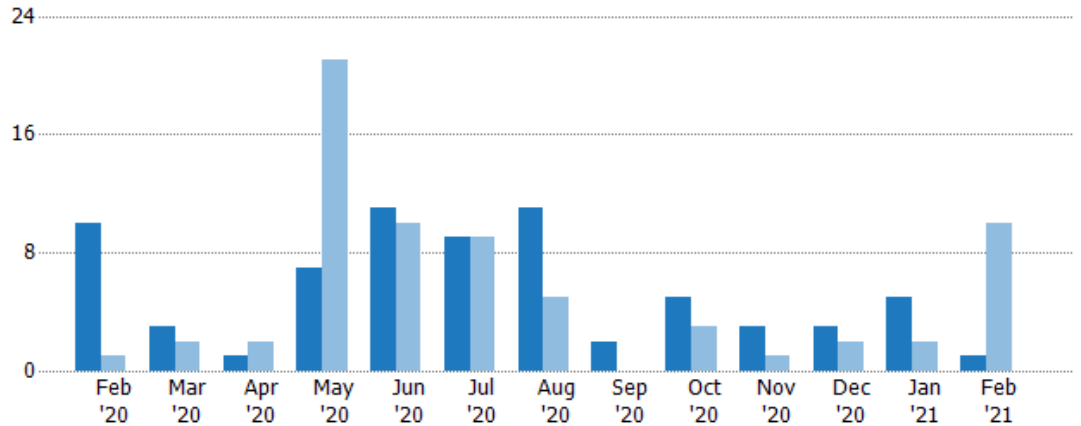
Key Metrics	Feb 2021	Feb 2020	+ / -	YTD 2021	YTD 2020	+ / -
<b>Listing Activity Charts Metrics</b>						
New Listing Count	1	10	-90%	6	12	-50%
New Listing Volume	\$225,000	\$1,178,550	-80.9%	\$2,588,000	\$1,692,550	+52.9%
Active Listing Count	9	31	-71%	N/A	N/A	
Active Listing Volume	\$3,588,400	\$6,385,400	-43.8%	N/A	N/A	
Average Listing Price	\$398,711	\$205,981	+93.6%	\$297,508	\$222,928	+33.5%
Median Listing Price	\$225,000	\$175,000	+28.6%	\$189,300	\$198,221	-4.5%
Median Days in RPR	59	215	-72.6%	83.5	223.67	-62.7%
Months of Inventory	9	31	-71%	10	52	-80.8%
Absorption Rate	11.11%	3.23%	+7.9%	10%	1.92%	+8.1%
<b>Sales Activity Charts Metrics</b>						
New Pending Sales Count	5	1	+400%	10	4	+150%
New Pending Sales Volume	\$983,900	\$385,000	+155.6%	\$2,501,400	\$1,110,000	+125.4%
Pending Sales Count	8	2	+300%	N/A	N/A	
Pending Sales Volume	\$2,161,300	\$655,000	+230%	N/A	N/A	
Closed Sales Count	3	2	+50%	4	3	+33.3%
Closed Sales Volume	\$480,000	\$357,450	+34.3%	\$920,000	\$427,950	+115%
Average Sales Price	\$160,000	\$178,725	-10.5%	\$230,000	\$142,650	+61.2%
Median Sales Price	\$105,000	\$178,725	-41.3%	\$188,750	\$142,650	+32.3%

## 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



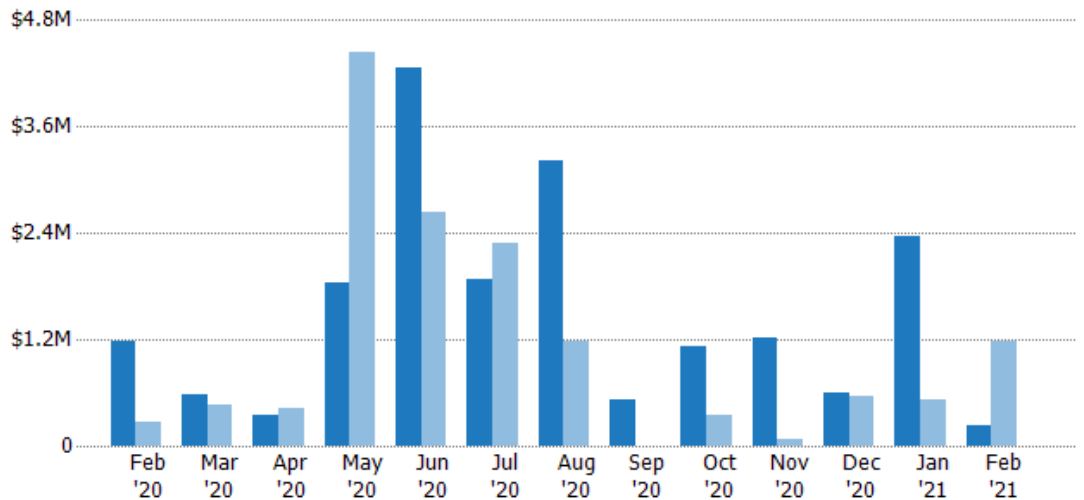
Current Year	10	3	1	7	11	9	11	2	5	3	3	5	1
Prior Year	1	2	2	21	10	9	5	-	3	1	2	2	10
Percent Change from Prior Year	900%	50%	-50%	-67%	10%	0%	120%	100%	67%	200%	50%	150%	-90%

## 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



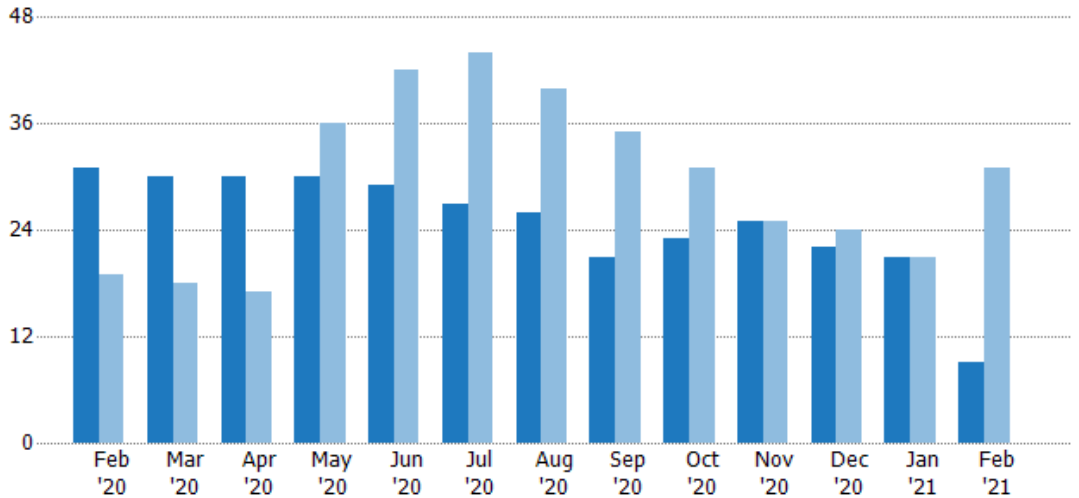
Current Year	\$1.18M	\$575K	\$345K	\$1.84M	\$4.27M	\$1.88M	\$3.22M	\$521K	\$1.12M	\$1.22M	\$605K	\$2.36M	\$225K
Prior Year	\$265K	\$469K	\$432K	\$4.44M	\$2.63M	\$2.28M	\$1.17M	-	\$353K	\$70K	\$567K	\$514K	\$1.18M
Percent Change from Prior Year	345%	23%	-20%	-59%	62%	-18%	174%	100%	218%	1,649%	7%	360%	-81%

## 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



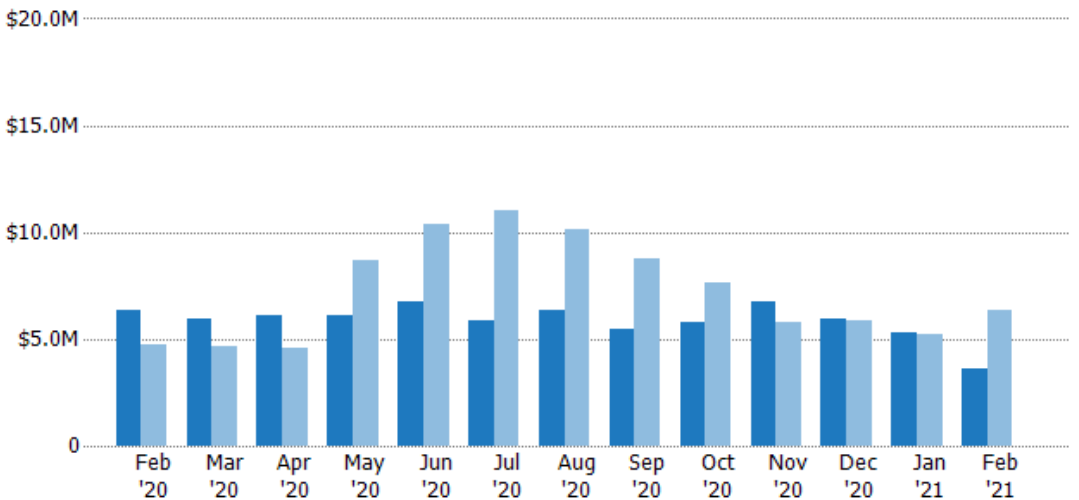
	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21
Current Year	31	30	30	30	29	27	26	21	23	25	22	21	9
Prior Year	19	18	17	36	42	44	40	35	31	25	24	21	31
Percent Change from Prior Year	63%	67%	76%	-17%	-31%	-39%	-35%	-40%	-26%	0%	-8%	0%	-71%

## 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



	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21
Current Year	\$6.39M	\$5.96M	\$6.08M	\$6.12M	\$6.71M	\$5.83M	\$6.34M	\$5.42M	\$5.76M	\$6.75M	\$5.95M	\$5.34M	\$3.59M
Prior Year	\$4.74M	\$4.64M	\$4.54M	\$8.66M	\$10.4M	\$11M	\$10.1M	\$8.74M	\$7.61M	\$5.77M	\$5.86M	\$5.21M	\$6.39M
Percent Change from Prior Year	35%	28%	34%	-29%	-35%	-47%	-37%	-38%	-24%	17%	2%	2%	-44%

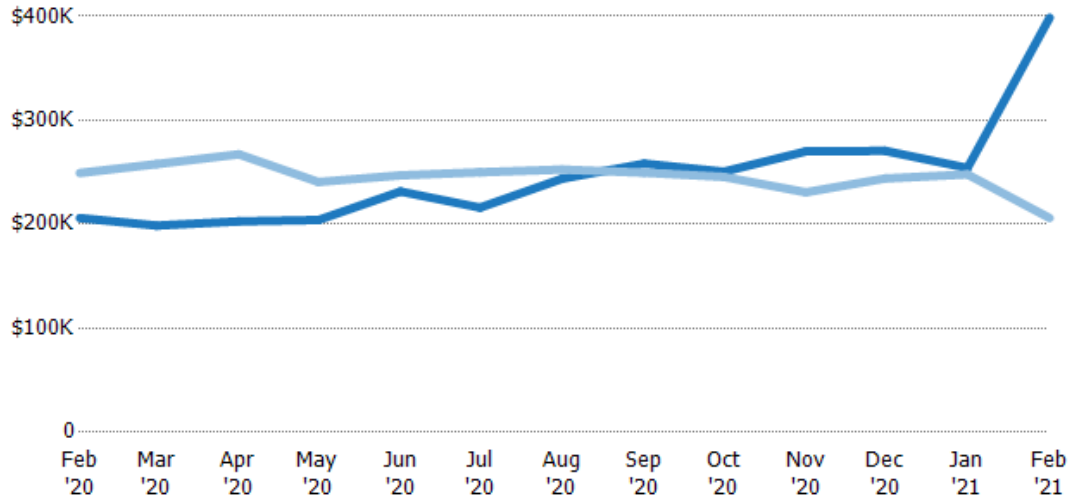
## Average Listing Price

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

Month/Year	Price	% Chg.
Feb '21	\$399K	93.6%
Feb '20	\$206K	-17.4%
Feb '19	\$249K	-15.6%



Current Year	\$206K	\$199K	\$203K	\$204K	\$232K	\$216K	\$244K	\$258K	\$251K	\$270K	\$271K	\$254K	\$399K
Prior Year	\$249K	\$258K	\$267K	\$241K	\$247K	\$250K	\$253K	\$250K	\$246K	\$231K	\$244K	\$248K	\$206K
Percent Change from Prior Year	-17%	-23%	-24%	-15%	-6%	-14%	-3%	3%	2%	17%	11%	2%	94%

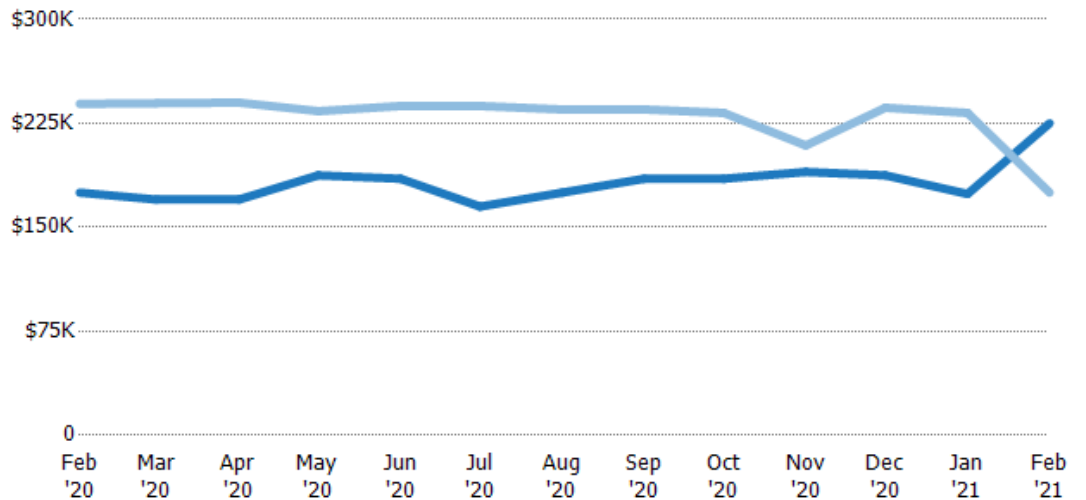
## Median Listing Price

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

Month/Year	Price	% Chg.
Feb '21	\$225K	28.6%
Feb '20	\$175K	-26.8%
Feb '19	\$239K	-14.2%



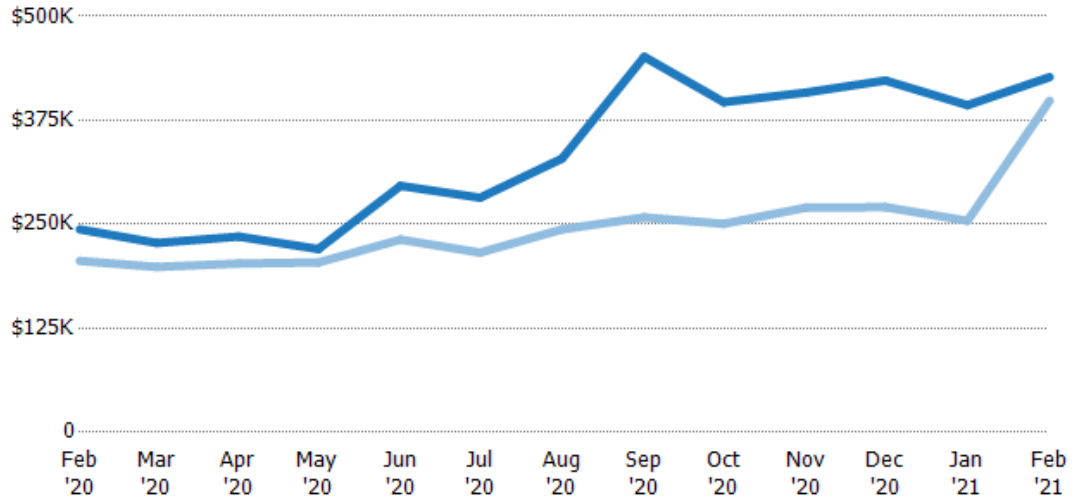
Current Year	\$175K	\$170K	\$170K	\$187K	\$185K	\$165K	\$175K	\$185K	\$185K	\$190K	\$187K	\$174K	\$225K
Prior Year	\$239K	\$239K	\$240K	\$234K	\$237K	\$237K	\$235K	\$235K	\$233K	\$209K	\$236K	\$233K	\$175K
Percent Change from Prior Year	-27%	-29%	-29%	-20%	-22%	-31%	-26%	-21%	-20%	-9%	-21%	-25%	29%

## 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



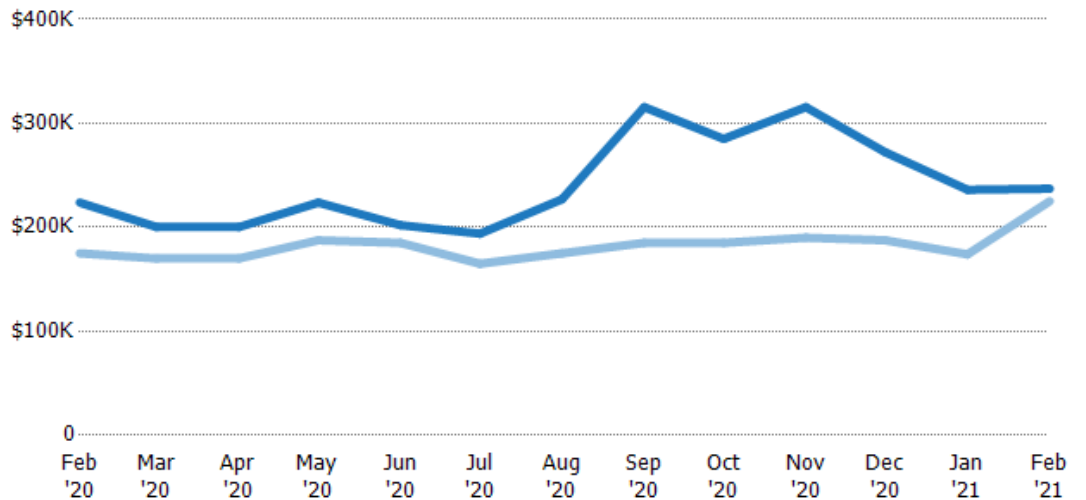
	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21
Avg Est Value	\$244K	\$228K	\$235K	\$220K	\$296K	\$282K	\$329K	\$451K	\$397K	\$408K	\$423K	\$393K	\$427K
Avg Listing Price	\$206K	\$199K	\$203K	\$204K	\$232K	\$216K	\$244K	\$258K	\$251K	\$270K	\$271K	\$254K	\$399K
Avg Listing Price as a % of Avg Est Value	84%	87%	86%	93%	78%	77%	74%	57%	63%	66%	64%	65%	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



	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21
Median Est Value	\$224K	\$200K	\$200K	\$224K	\$202K	\$194K	\$227K	\$316K	\$285K	\$316K	\$272K	\$236K	\$237K
Median Listing Price	\$175K	\$170K	\$170K	\$187K	\$185K	\$165K	\$175K	\$185K	\$185K	\$190K	\$187K	\$174K	\$225K
Med Listing Price as a % of Med Est Value	78%	85%	85%	84%	92%	85%	77%	59%	65%	60%	69%	74%	95%

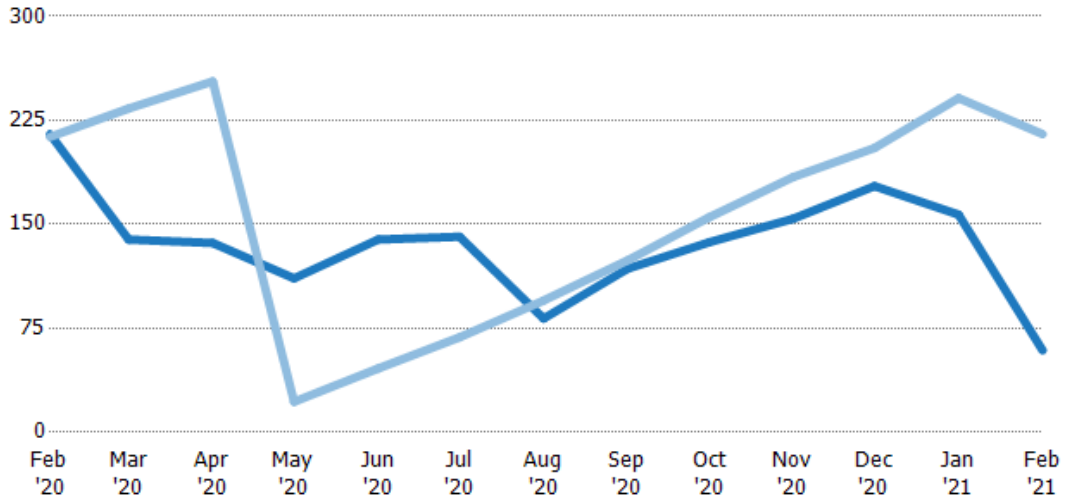
## Median Days in RPR

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

Month/Year	Days	% Chg.
Feb '21	59	-72.6%
Feb '20	215	0.9%
Feb '19	213	-1.4%



	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21
Current Year	215	139	137	111	139	141	82	118	137	154	178	157	59
Prior Year	213	234	253	22	46	68.5	95	124	155	184	205	241	215
Percent Change from Prior Year	1%	-40%	-46%	405%	202%	106%	-14%	-5%	-12%	-16%	-13%	-35%	-73%

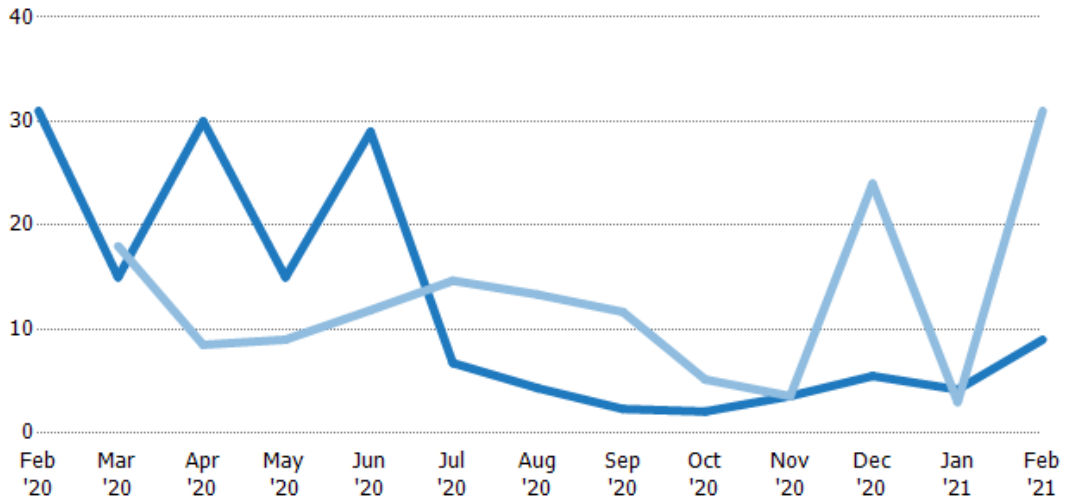
## Months of Inventory

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

Month/Year	Days	% Chg.
Feb '21	9	-71%
Jan '21	4.2	40%
Dec '20	5.5	-77%
Nov '20	3.57	0%
Oct '20	2.09	-60%
Sep '20	2.33	-80%
Aug '20	4.33	-68%
Jul '20	6.75	-54%
Jun '20	29	100%
May '20	15	67%
Apr '20	30	253%
Mar '20	15	-17%
Feb '20	31	100%



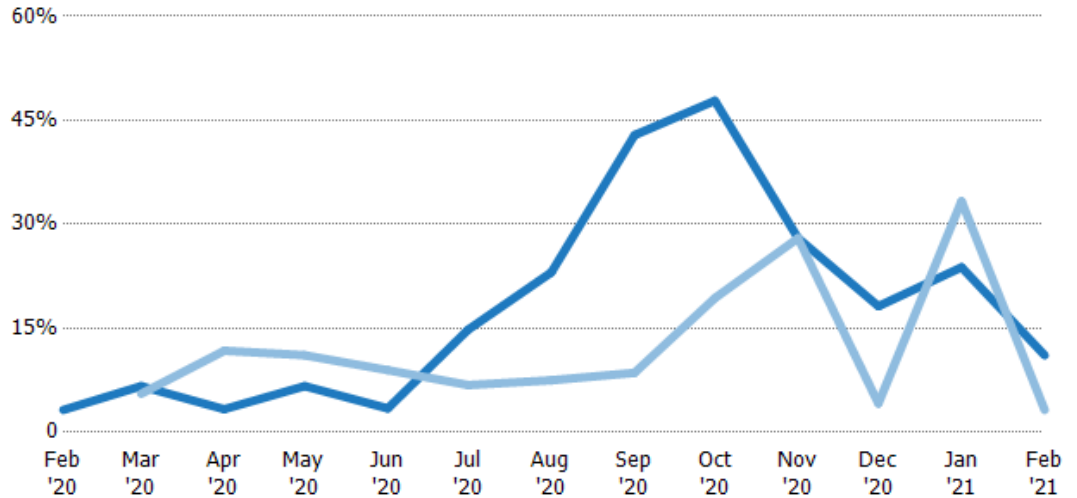
	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21
Current Year	31	15	30	15	29	6.75	4.33	2.33	2.09	3.57	5.5	4.2	9
Prior Year	-	18	8.5	9	11.8	14.7	13.3	11.7	5.17	3.57	24	3	31
Percent Change from Prior Year	100%	-17%	253%	67%	100%	-54%	-68%	-80%	-60%	0%	-77%	40%	-71%

## 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



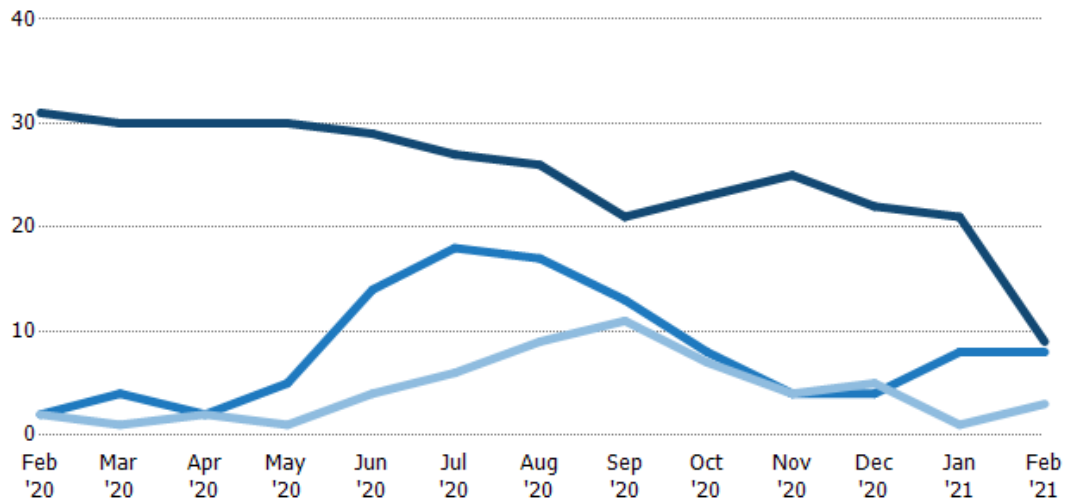
	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21
Current Year	3%	7%	3%	7%	3%	15%	23%	43%	48%	28%	18%	24%	11%
Prior Year	-	6%	12%	11%	9%	7%	8%	9%	19%	28%	4%	33%	3%
Change from Prior Year	-3%	-1%	8%	4%	-3%	-8%	-16%	-34%	-28%	0%	-14%	10%	-8%

## 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



	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21
Active	31	30	30	30	29	27	26	21	23	25	22	21	9
Pending	2	4	2	5	14	18	17	13	8	4	4	8	8
Sold	2	1	2	1	4	6	9	11	7	4	5	1	3

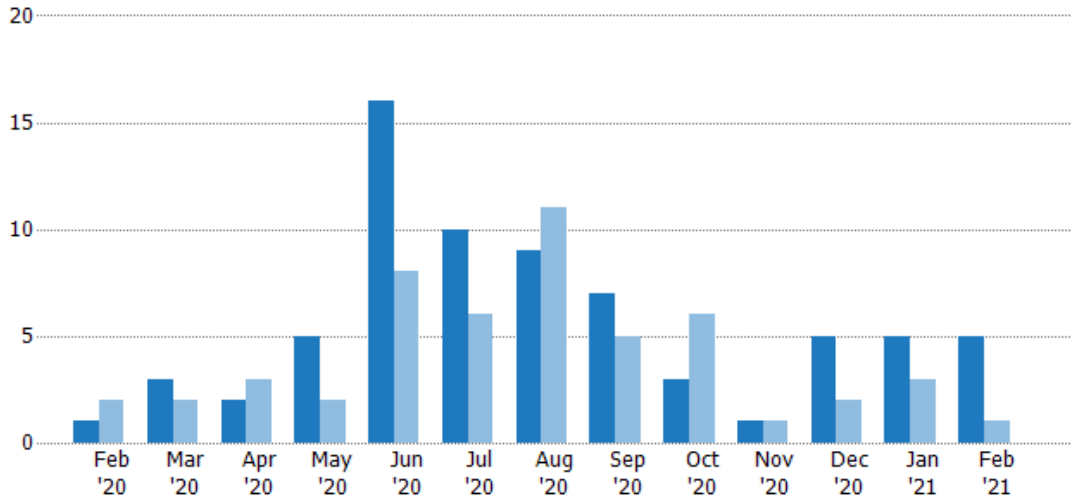
## New Pending Sales

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

Month/Year	Count	% Chg.
Feb '21	5	400%
Feb '20	1	-50%
Feb '19	2	100%



	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21
Current Year	1	3	2	5	16	10	9	7	3	1	5	5	5
Prior Year	2	2	3	2	8	6	11	5	6	1	2	3	1
Percent Change from Prior Year	-50%	50%	-33%	150%	100%	67%	-18%	40%	-50%	0%	150%	67%	400%

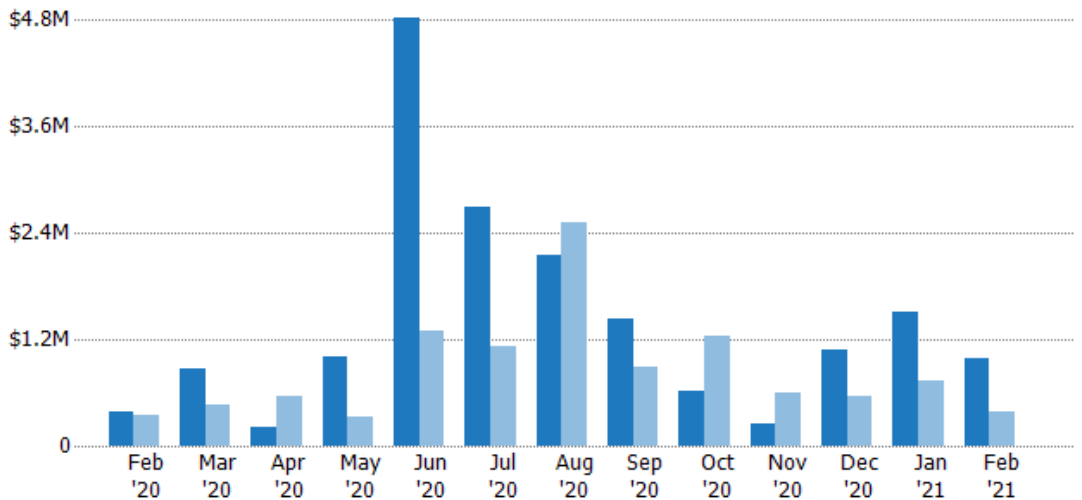
## New Pending Sales Volume

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

Month/Year	Volume	% Chg.
Feb '21	\$984K	155.6%
Feb '20	\$385K	10%
Feb '19	\$350K	67.9%



	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21
Current Year	\$385K	\$873K	\$219K	\$999K	\$4.83M	\$2.69M	\$2.15M	\$1.43M	\$624K	\$245K	\$1.09M	\$1.52M	\$984K
Prior Year	\$350K	\$454K	\$553K	\$324K	\$1.29M	\$1.12M	\$2.52M	\$894K	\$1.24M	\$599K	\$563K	\$725K	\$385K
Percent Change from Prior Year	10%	92%	-60%	209%	274%	141%	-14%	60%	-50%	-59%	94%	109%	156%



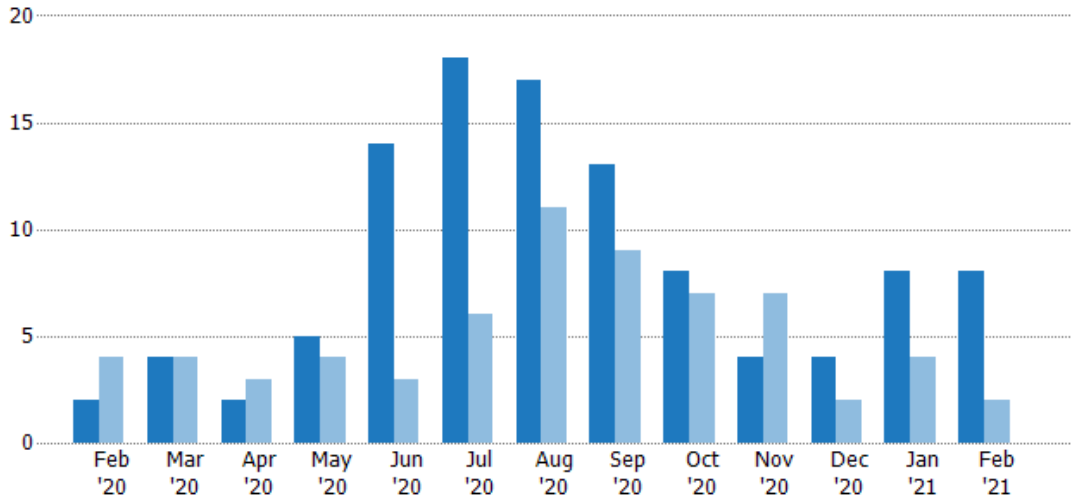
## Pending Sales

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

Month/Year	Count	% Chg.
Feb '21	8	300%
Feb '20	2	-50%
Feb '19	4	0%



Current Year	2	4	2	5	14	18	17	13	8	4	4	8	8
Prior Year	4	4	3	4	3	6	11	9	7	7	2	4	2
Percent Change from Prior Year	-50%	0%	-33%	25%	367%	200%	55%	44%	14%	-43%	100%	100%	300%

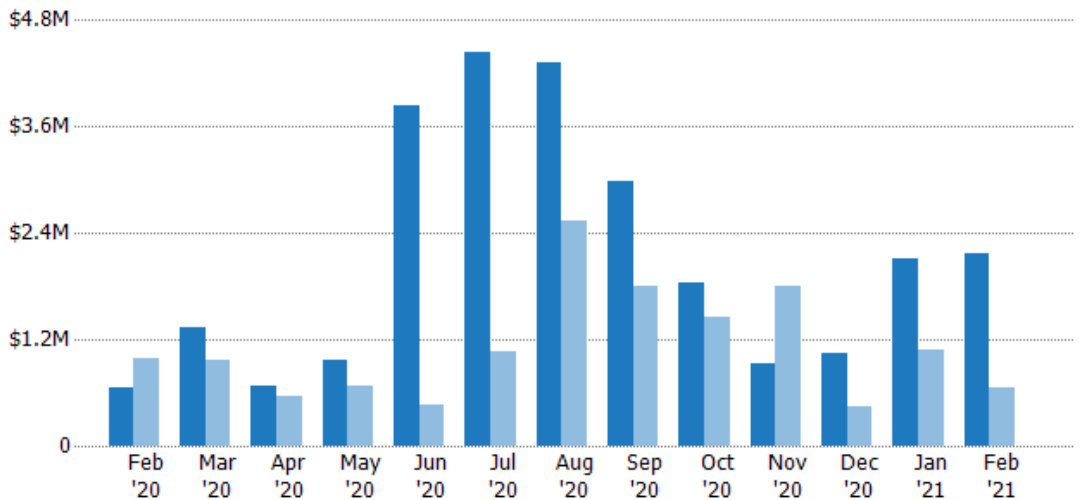
## Pending Sales Volume

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

### Filters Used

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

Month/Year	Volume	% Chg.
Feb '21	\$2.16M	230%
Feb '20	\$655K	-34.1%
Feb '19	\$994K	-40.9%



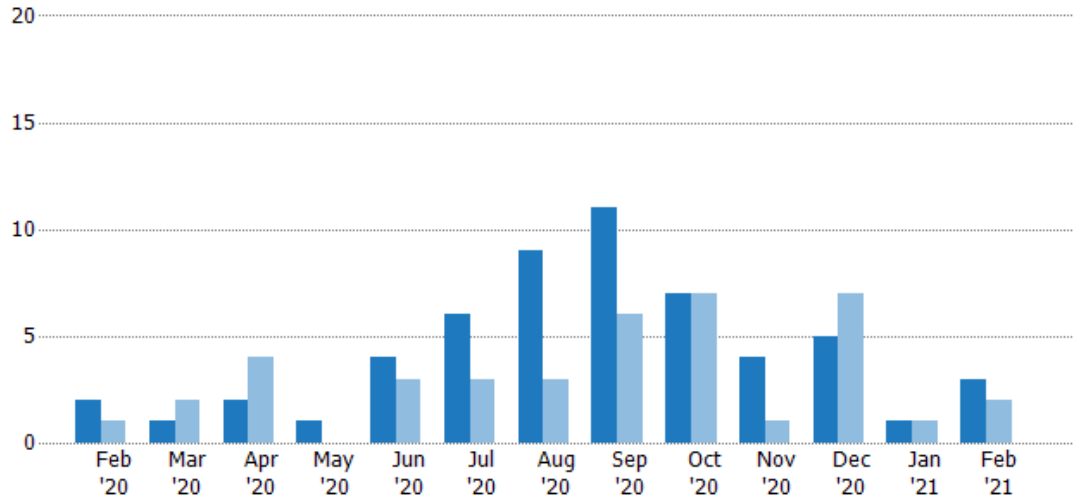
Current Year	\$655K	\$1.33M	\$674K	\$968K	\$3.84M	\$4.44M	\$4.33M	\$2.98M	\$1.83M	\$923K	\$1.03M	\$2.1M	\$2.16M
Prior Year	\$994K	\$974K	\$559K	\$684K	\$459K	\$1.07M	\$2.54M	\$1.81M	\$1.45M	\$1.8M	\$439K	\$1.09M	\$655K
Percent Change from Prior Year	-34%	36%	21%	42%	738%	314%	71%	65%	26%	-49%	136%	93%	230%

## 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



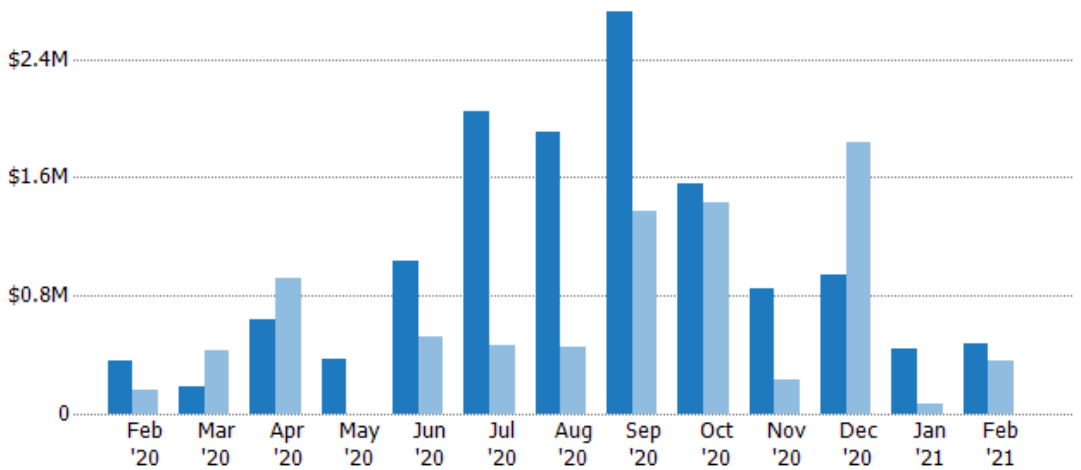
Current Year	2	1	2	1	4	6	9	11	7	4	5	1	3
Prior Year	1	2	4	-	3	3	3	6	7	1	7	1	2
Percent Change from Prior Year	100%	-50%	-50%	100%	33%	100%	200%	83%	0%	300%	-29%	0%	50%

## 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



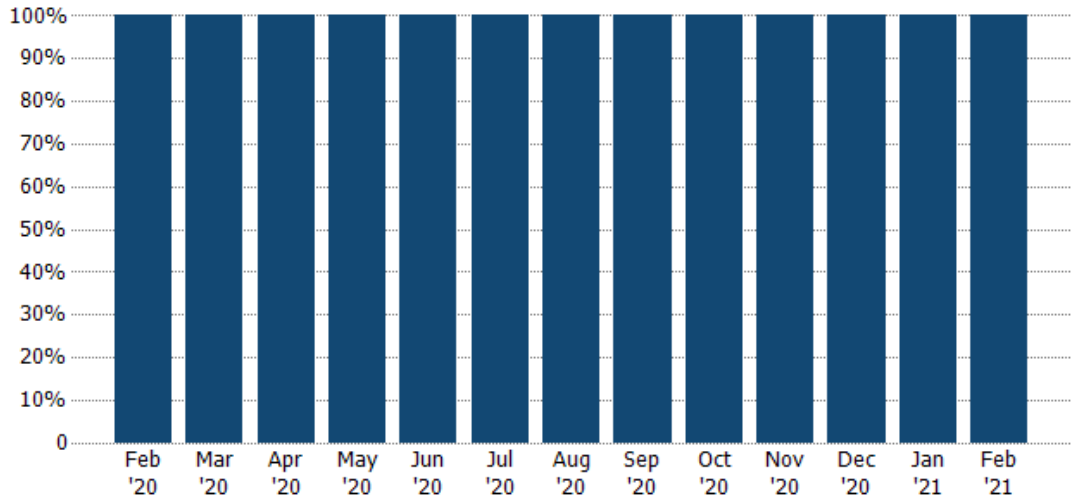
Current Year	\$357K	\$180K	\$633K	\$375K	\$1.04M	\$2.05M	\$1.9M	\$2.73M	\$1.55M	\$852K	\$943K	\$440K	\$480K
Prior Year	\$160K	\$425K	\$913K	-	\$520K	\$466K	\$448K	\$1.37M	\$1.43M	\$225K	\$1.83M	\$70.5K	\$357K
Percent Change from Prior Year	123%	-58%	-31%	100%	99%	340%	325%	99%	8%	279%	-49%	524%	34%

## 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



■ Single Family Residence

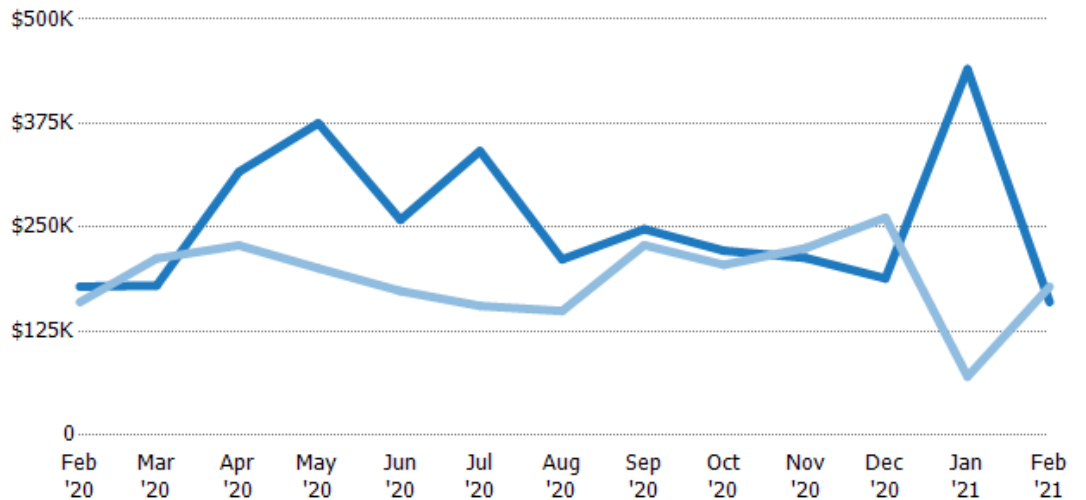
100% 100% 100% 100% 100% 100% 100% 100% 100% 100% 100% 100% 100%

## 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



■ Current Year

■ Prior Year

Percent Change from Prior Year

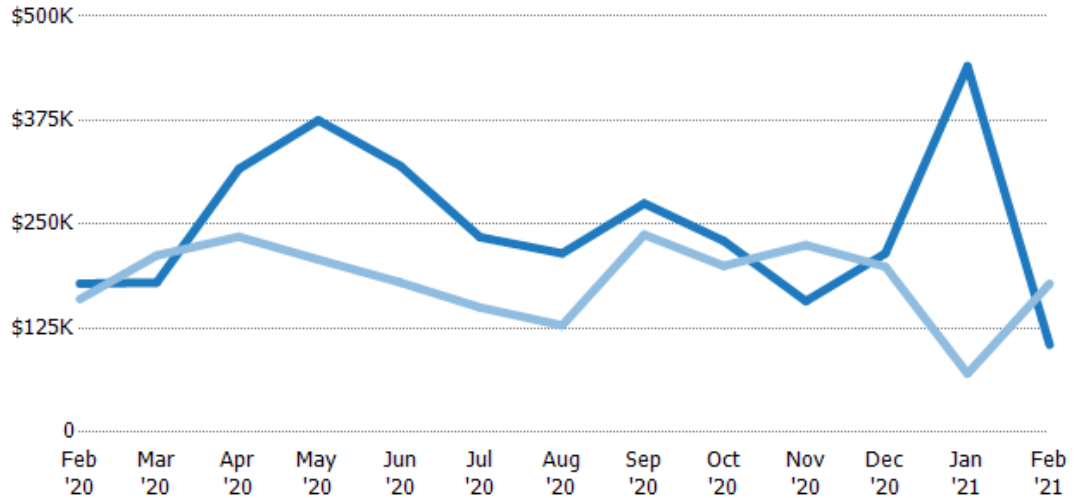
\$179K \$180K \$317K \$375K \$259K \$342K \$211K \$248K \$222K \$213K \$189K \$440K \$160K  
 \$160K \$213K \$228K \$201K \$173K \$155K \$149K \$229K \$205K \$225K \$262K \$70.5K \$179K  
 12% -15% 39% 100% 49% 120% 42% 8% 8% -5% -28% 524% -10%

## 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



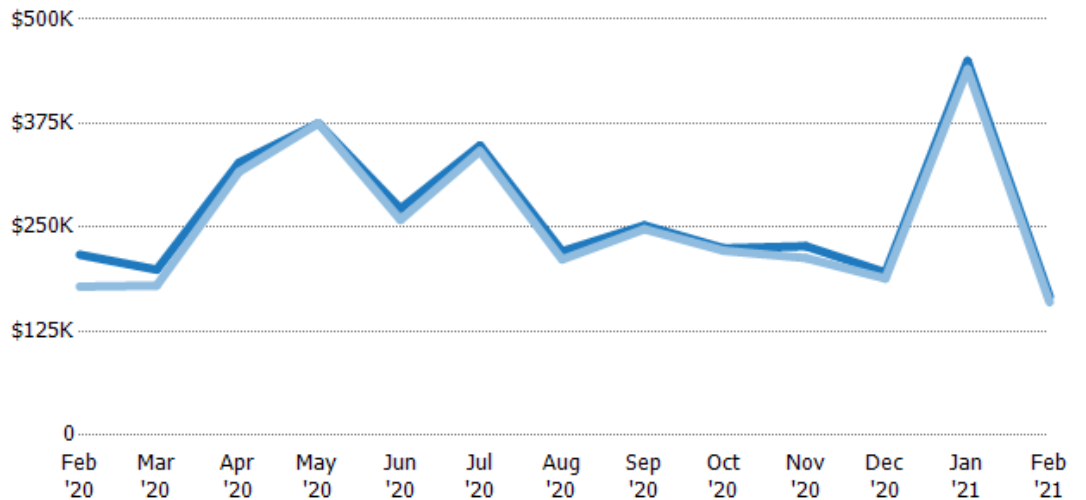
Current Year	\$179K	\$180K	\$317K	\$375K	\$320K	\$235K	\$215K	\$275K	\$230K	\$158K	\$215K	\$440K	\$105K
Prior Year	\$160K	\$213K	\$235K	\$208K	\$180K	\$150K	\$128K	\$238K	\$200K	\$225K	\$199K	\$70.5K	\$179K
Percent Change from Prior Year	12%	-15%	35%	100%	78%	56%	67%	16%	15%	-30%	8%	524%	-41%

## 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



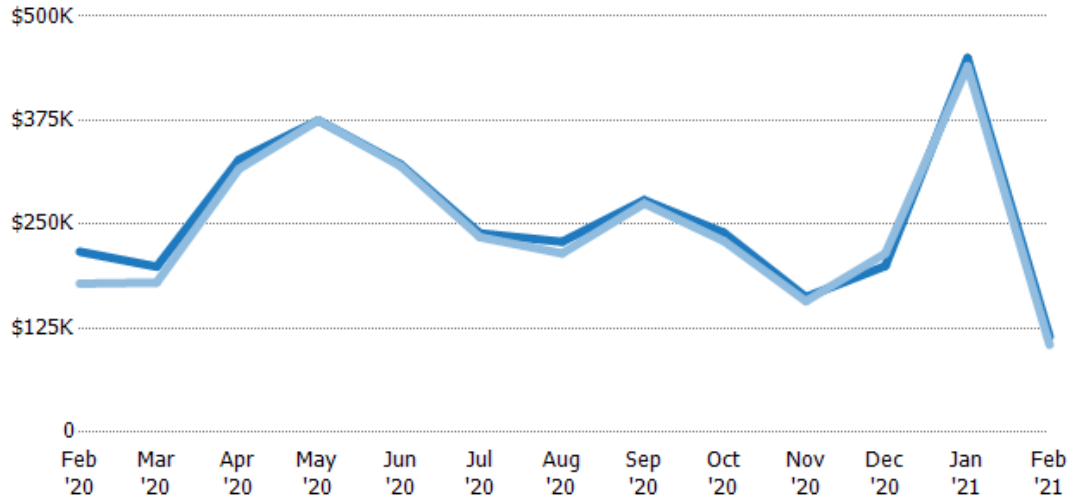
Avg List Price	\$217K	\$199K	\$328K	\$375K	\$272K	\$348K	\$221K	\$252K	\$225K	\$227K	\$196K	\$450K	\$167K
Avg Sales Price	\$179K	\$180K	\$317K	\$375K	\$259K	\$342K	\$211K	\$248K	\$222K	\$213K	\$189K	\$440K	\$160K
Avg Sales Price as a % of Avg List Price	82%	90%	97%	100%	95%	98%	96%	98%	99%	94%	96%	98%	96%

## Median Sales Price vs Median Listing Price

The median sales price as a percentage of the median listing price for properties sold each month.

### Filters Used

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



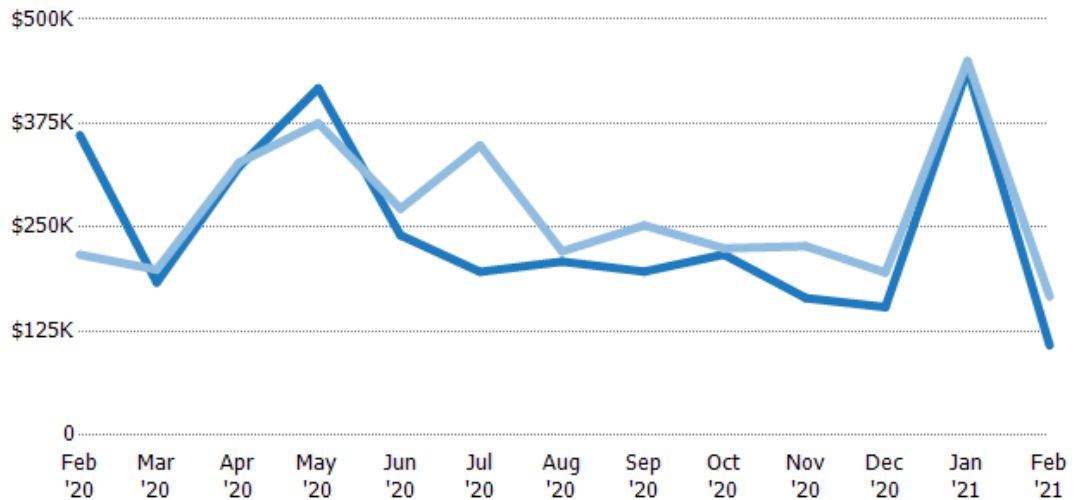
	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21
Median List Price	\$217K	\$199K	\$328K	\$375K	\$322K	\$239K	\$229K	\$279K	\$240K	\$163K	\$200K	\$450K	\$115K
Median Sales Price	\$179K	\$180K	\$317K	\$375K	\$320K	\$235K	\$215K	\$275K	\$230K	\$158K	\$215K	\$440K	\$105K
Med Sales Price as a % of Med List Price	82%	90%	97%	100%	99%	98%	94%	99%	96%	97%	108%	98%	91%

## 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



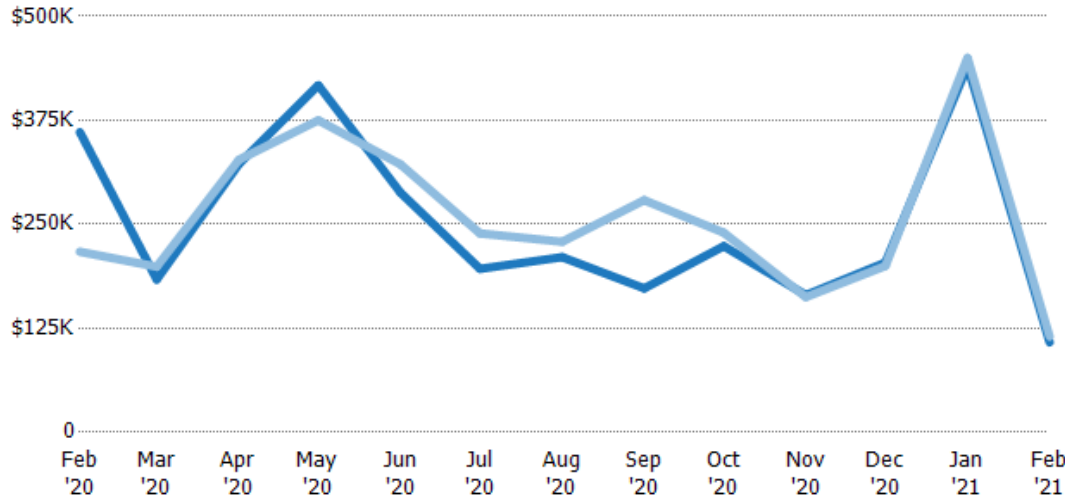
	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21
Avg Est Value	\$361K	\$184K	\$322K	\$417K	\$240K	\$196K	\$209K	\$197K	\$217K	\$165K	\$154K	\$440K	\$108K
Avg Sales Price	\$217K	\$199K	\$328K	\$375K	\$272K	\$348K	\$221K	\$252K	\$225K	\$227K	\$196K	\$450K	\$167K
Avg Sales Price as a % of Avg Est Value	60%	108%	102%	90%	113%	177%	106%	128%	103%	138%	127%	102%	154%

## 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



	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21
Median Est Value	\$361K	\$184K	\$322K	\$417K	\$288K	\$196K	\$211K	\$173K	\$224K	\$165K	\$204K	\$440K	\$108K
Median Sales Price	\$217K	\$199K	\$328K	\$375K	\$322K	\$239K	\$229K	\$279K	\$240K	\$163K	\$200K	\$450K	\$115K
Med Sales Price as a % of Med Est Value	60%	108%	102%	90%	112%	122%	109%	161%	107%	99%	98%	102%	106%