

Summary of Key Listing and Sales Metrics

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

| + / - | YTD 2020 | YTD 2021 | + / - | Apr 2020 | Apr 2021 | Key Metrics |
|---------|--------------|--------------|-----------|---|--------------|--------------------------------|
| | | | | | | isting Activity Charts Metrics |
| +89.6% | 48 | 91 | +700% | 3 | 24 | New Listing Count |
| +170.3% | \$13,502,200 | \$36,495,645 | +2,314.8% | \$476,500 | \$11,506,700 | New Listing Volume |
| | NA | NA | -48.4% | 95 | 49 | Active Listing Count |
| | NA | NA | -35.2% | \$36,248,595 | \$23,500,950 | Active Listing Volume |
| +21.6% | \$378,722 | \$460,511 | +25.7% | \$381,564 | \$479,611 | Average Listing Price |
| +2% | \$309,594 | \$315,862 | -2.6% | \$307,000 | \$299,000 | Median Listing Price |
| -44.6% | 193.74 | 107.27 | -69.2% | 224 | 69 | Median Daysin RPR |
| -46.9% | 9.3 | 4.9 | -72.9% | 9.5 | 2.6 | Months of Inventory |
| +9.5% | 10.74% | 20.21% | +28.2% | 10.53% | 38.78% | Absorption Rate |
| | | | | • | | ales Activity Charts Metrics |
| +109.1% | 44 | 92 | +171.4% | 7 | 19 | New Pending Sales Count |
| +195% | \$11,679,500 | \$34,456,395 | +236.7% | \$1,986,400 | \$6,687,300 | New Pending Sales Volume |
| | N/A | NA | +241.7% | 12 | 41 | Pending Sales Count |
| | N/A | NA | +460.2% | \$2,853,300 | \$15,985,195 | Pending Sales Volume |
| +65.8% | 38 | 63 | +171.4% | 7 | 19 | Closed Sales Count |
| +109.5% | \$9,889,300 | \$20,722,077 | +243.5% | \$1,997,600 | \$6,861,500 | Closed Sales Volume |
| +26.4% | \$260,245 | \$328,922 | +26.5% | \$285,371 | \$361,132 | Average Sales Price |
| +35.7% | \$217,908 | \$295,794 | +33.3% | \$247,500 | \$330,000 | Median Sales Price |





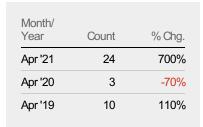
New Listings

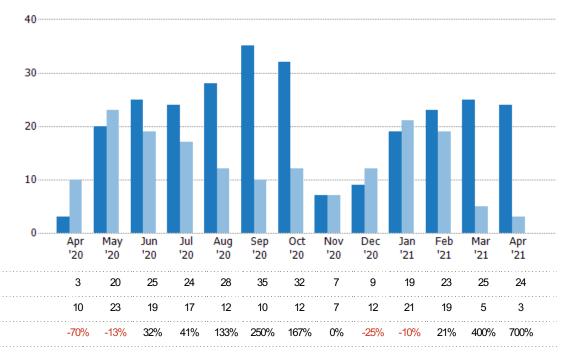
The number of new residential listings that were added each month.

Filters Used

ZIP: East Dover, VT 05341, West Dover, VT 05356

Property Type:
Condo/Townhouse/Apt., Single Family





New Listing Volume

Percent Change from Prior Year

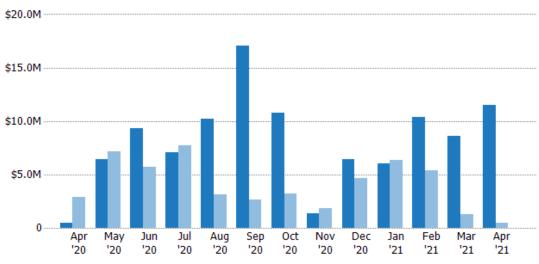
Current Year

Prior Year

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

ZIP: East Dover, VT 05341, West Dover, VT 05356
Property Type:
Condo/Townhouse/Apt., Single Family

| Month/ Year | Volume | % Chg. |
|----------------|---------|----------|
| Apr '21 | \$11.5M | 2,314.8% |
| Apr '20 | \$477K | -83.3% |
| Apr '19 | \$2.86M | 86% |



Current Year \$477K \$6.39M \$9.29M \$7.04M \$10.2M \$17.1M \$10.8M \$1.38M \$6.44M \$6.03M \$10.3M \$8.62M \$11.5M

Prior Year \$2.86M \$7.16M \$5.69M \$7.74M \$3.1M \$2.61M \$3.18M \$1.84M \$4.69M \$6.33M \$5.39M \$1.31M \$477K

Percent Change from Prior Year -83% -11% 63% -9% 229% 553% 239% -25% 37% -5% 92% 559% 2,315%



Active Listings

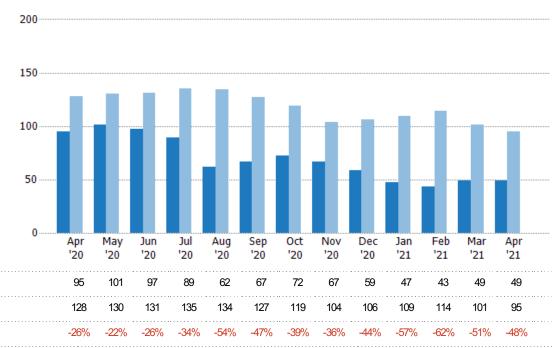
The number of active residential listings at the end of each month.

Filters Used

ZIP: East Dover, VT 05341, West Dover, VT 05356

Property Type:
Condo/Townhouse/Apt., Single Family

| Month/ Year | Count | % Chg. |
|----------------|-------|--------|
| Apr '21 | 49 | -48.4% |
| Apr '20 | 95 | -25.8% |
| Apr '19 | 128 | 16.4% |



Active Listing Volume

Percent Change from Prior Year

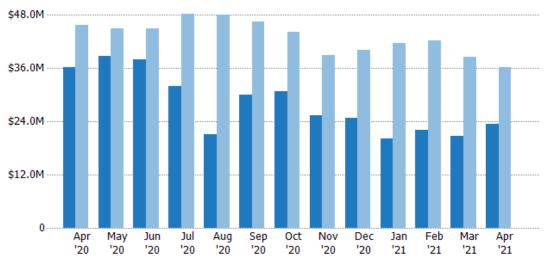
Current Year

Prior Year

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

ZIP: East Dover, VT 05341, West Dover, VT 05356 Property Type: Condo/Townhouse/Apt., Single Family

| Month/ Year | Volume | % Chg. |
|----------------|---------|--------|
| Apr '21 | \$23.5M | -35.2% |
| Apr '20 | \$36.2M | -20.7% |
| Apr '19 | \$45.7M | 7.7% |



 Current Year
 \$36.2M \$38.8M \$38.8M \$31.9M \$21.1M \$30M \$30.8M \$25.3M \$24.7M \$20.2M \$22.1M \$20.8M \$23.5M

 Prior Year
 \$45.7M \$45M \$45M \$45M \$48.3M \$48M \$46.4M \$44.2M \$38.9M \$40.2M \$41.6M \$42.3M \$38.5M \$36.2M

 Percent Change from Prior Year
 -21% -14% -16% -34% -56% -35% -30% -35% -30% -35% -38% -51% -48% -46% -35%



Average Listing Price

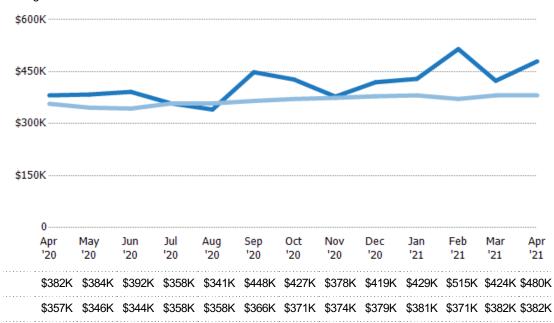
The average listing price of active residential listings at the end of each month.

Filters Used

ZIP: East Dover, VT 05341, West Dover, VT 05356

Property Type:
Condo/Townhouse/Apt., Single Family





23%

15%

1%

11%

13%

Median Listing Price

Percent Change from Prior Year

Current Year

Prior Year

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

7%

11%

14%

0%

ZIP: East Dover, VT 05341, West Dover, VT 05356 Property Type: Condo/Townhouse/Apt., Single Family

| Month/ Year | Price | % Chg. |
|----------------|--------|--------|
| Apr '21 | \$299K | -2.6% |
| Apr '20 | \$307K | 3.4% |
| Apr '19 | \$297K | -24.9% |

Percent Change from Prior Year

| | | | | | | | ~ | | | | | | |
|------|-----------------|------------|----------------------|----------------------|----------------------|----------------------|----------------------|----------------------|----------------------|----------------------|----------------------|---------------|---------------|
| \$30 | 0K | | | | _ | | | | | | | | |
| \$20 | 0K | | | | | | | | | | | | ********* |
| ¢10 | nν | | | | | | | | | | | | |
| \$10 | UK | | | | | | | | | | | | |
| \$10 | 0 | | | | | | | | | | | | |
| \$10 | 0 Apr '20 | May '20 | Jun '20 | Jul | Aug '20 | Sep | Oct '20 | Nov '20 | Dec '20 | Jan | Feb '21 | Mar '21 | Apr '21 |
| \$10 | 0 Apr '20 | May | Jun '20 | Jul '20 | Aug '20 | Sep '20 | 0ct '20 | Nov '20 | Dec '20 | Jan '21 | Feb '21 | '21 | '21 |
| \$10 | 0 Apr '20 | May '20 | Jun '20 \$299K | Jul '20 \$299K | Aug '20 \$284K | Sep '20 \$319K | Oct '20 \$349K | Nov '20 \$319K | Dec '20 \$329K | Jan '21 \$339K | Feb '21 \$329K | '21 \$299K | '21 \$299K |

Current Year
Prior Year





Avg Est Value

Avg Listing Price

Market Data Report

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.

ZIP: East Dover, VT 05341, West Dover, VT 05356 Property Type: Condo/Townhouse/Apt., Single Family

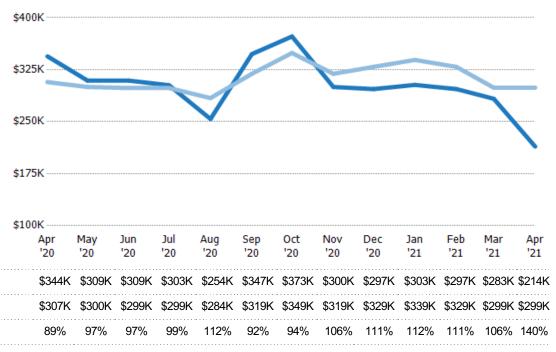


Median Listing Price vs Median Est Value

The median listing price as a percentage of the median AVM or RVM® valuation estimate for active listings each month.

ZIP: East Dover, VT 05341, West Dover, VT 05356 Property Type: Condo/Townhouse/Apt., Single Family

Avg Listing Price as a % of Avg Est Value





Median Est Value

Median Listing Price

Med Listing Price as a % of Med Est Value



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.

ZIP: East Dover, VT 05341, West Dover, VT 05356 Property Type: Condo/Townhouse/Apt., Single Family

| Month/ Year | Days | % Chg. |
|----------------|------|--------|
| Apr '21 | 69 | -69.2% |
| Apr '20 | 224 | 16.4% |
| Apr '19 | 193 | -17.9% |



Months of Inventory

Percent Change from Prior Year

Current Year

Prior Year

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

Filters Used

ZIP: East Dover, VT 05341, West
Dover, VT 05356

Property Type:
Condo/Townhouse/Apt., Single
Family

| Month/ Year | Months | % Chg. |
|----------------|--------|--------|
| Apr '21 | 2.58 | -72.9% |
| Apr '20 | 9.5 | -33.2% |
| Apr '19 | 14.2 | 4.8% |

Percent Change from Prior Year

| 30 | | | | | | | | | | | | |
|----------------------|------------|---------------|------------|------------|-------------|------------|-------------|-------------|-------------|--------------------|------------|-------------|
| 23 | | | | | 4 | | | | | | | |
| 15 | | > < | | | | | | | | | | |
| | | | | | | | | | | | | |
| 8 | | | | | | | | | | <u> </u> | | |
| 8 | | | | | | | | | | ^ | | |
| 8 0 Apr '20 | May '20 | Jun '20 | Jul '20 | Aug '20 | Sep '20 | Oct '20 | Nov '20 | Dec '20 | Jan '21 | Feb '21 | Mar '21 | Apr '21 |
| | | | | | Sep '20 | Oct '20 | | | | | | |
| '20 | '20 | '20 | '20 | 3.65 | '20 3.35 | '20 | '20 2.23 | '20 2.27 | '21 1.88 | '21 6.14 | '21 | '21 2.58 |

Current Year
Prior Year

Current Year

Prior Year

Change from Prior Year

Market Data Report

Absorption Rate

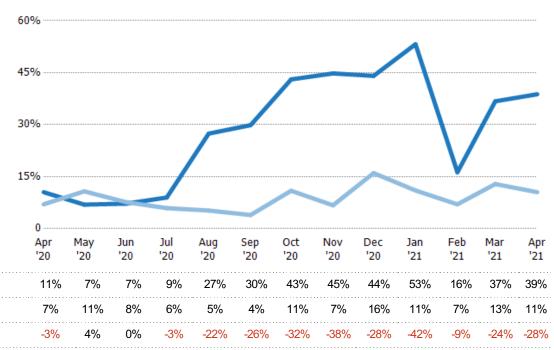
The percentage of inventory sold per month.

Filters Used

ZIP: East Dover, VT 05341, West
Dover, VT 05356

Property Type:
Condo/Townhouse/Apt., Single
Family

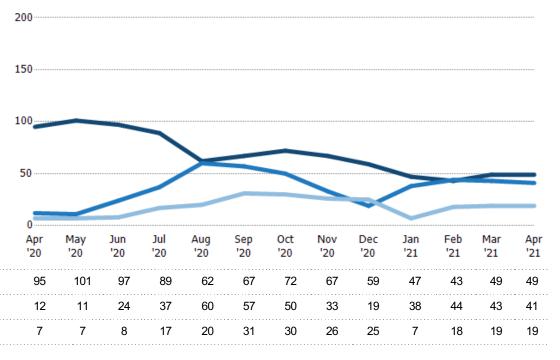
| Month/ Year | Rate | Chg. |
|----------------|------|--------|
| Apr '21 | 39% | -28.3% |
| Apr '20 | 11% | -3.5% |
| Apr '19 | 7% | -4.6% |



Active/Pending/Sold Units

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

ZIP: East Dover, VT 05341, West Dover, VT 05356 Property Type: Condo/Townhouse/Apt., Single Family





Active

Sold

Pending



Current Year

Prior Year

Market Data Report

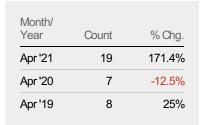
New Pending Sales

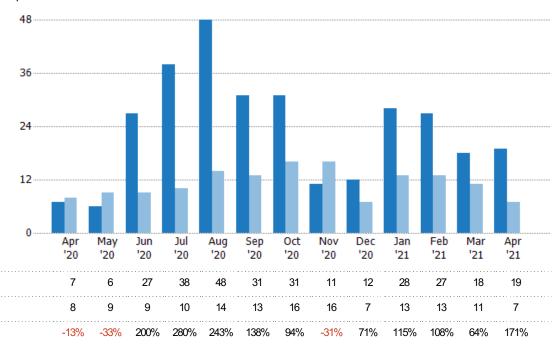
The number of residential properties with accepted offers that were added each month.

Filters Used

ZIP: East Dover, VT 05341, West Dover, VT 05356

Property Type:
Condo/Townhouse/Apt., Single Family





New Pending Sales Volume

Percent Change from Prior Year

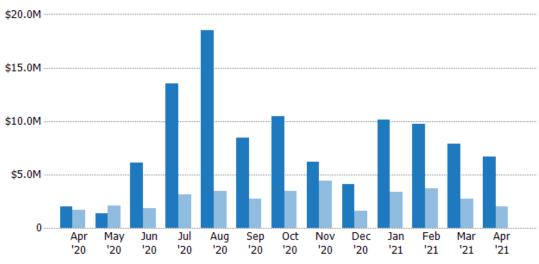
The sum of the sales price of residential properties with accepted offers that were added each month.

Eilters Used

ZIP: East Dover, VT 05341, West
Dover, VT 05356

Property Type:
Condo/Townhouse/Apt., Single
Family

| Month/ Year | Volume | % Chg. |
|----------------|---------|--------|
| Apr '21 | \$6.69M | 236.7% |
| Apr '20 | \$1.99M | 17.8% |
| Apr '19 | \$1.69M | -2.8% |



Current Year \$1.99M \$1.34M \$6.14M \$13.5M \$18.5M \$8.41M \$10.4M \$6.2M \$4.12M \$10.2M \$9.74M \$7.88M \$6.69M

Prior Year \$1.69M \$2.11M \$1.8M \$3.11M \$3.49M \$2.73M \$3.46M \$4.41M \$1.63M \$3.34M \$3.66M \$2.69M \$1.99M

Percent Change from Prior Year 18% -37% 240% 334% 431% 209% 201% 41% 152% 203% 166% 193% 237%



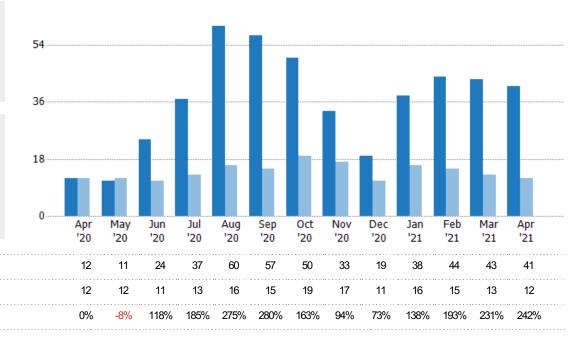


Pending Sales

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

Filters Used ZIP: East Dover, VT 05341, West Dover, VT 05356 Property Type: Condo/Townhouse/Apt., Single Family

| Month/ Year | Count | % Chg. |
|----------------|-------|--------|
| Apr '21 | 41 | 241.7% |
| Apr '20 | 12 | 0% |
| Apr '19 | 12 | 58.3% |



Pending Sales Volume

Percent Change from Prior Year

Current Year

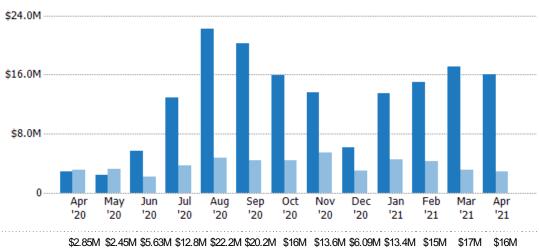
Prior Year

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, West Dover, VT 05356 Property Type: Condo/Townhouse/Apt., Single Family

| Month/ Year | Volume | % Chg. |
|----------------|---------|--------|
| Apr '21 | \$16M | 460.2% |
| Apr '20 | \$2.85M | -9.5% |
| Apr '19 | \$3.15M | 43.6% |

Percent Change from Prior Year



Current Year \$3.15M \$3.22M \$2.15M \$3.7M \$4.79M \$4.4M \$4.45M \$5.48M \$2.98M \$4.53M \$4.24M \$3.1M \$2.85M Prior Year

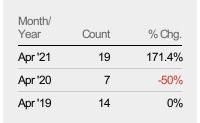
-24% 162% 247% 364% 360% 259% 149% 104% 196% 254% 450%

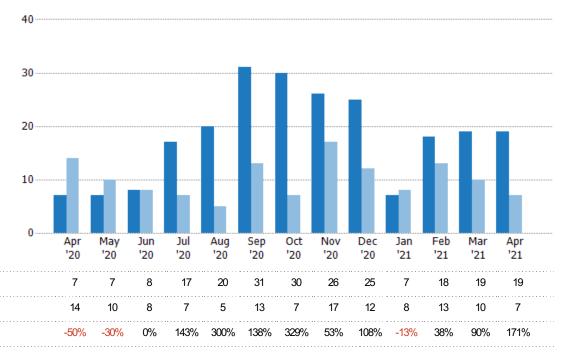


Closed Sales

The total number of residential properties sold each month.

ZIP: East Dover, VT 05341, West Dover, VT 05356 Property Type: Condo/Townhouse/Apt., Single Family





Closed Sales Volume

Percent Change from Prior Year

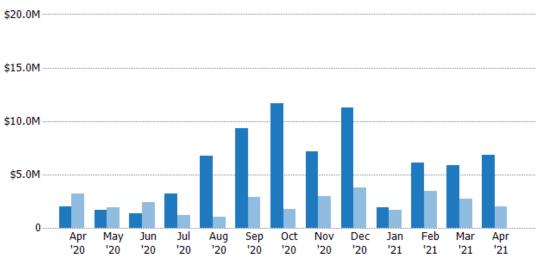
Current Year

Prior Year

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

ZIP: East Dover, VT 05341, West Dover, VT 05356
Property Type:
Condo/Townhouse/Apt., Single Family

| Month/ Year | Volume | % Chg. |
|----------------|---------|--------|
| Apr '21 | \$6.86M | 243.5% |
| Apr '20 | \$2M | -38.3% |
| Apr '19 | \$3.24M | 16.5% |



Current Year \$2M \$1.66M \$1.36M \$3.19M \$6.72M \$9.33M \$11.6M \$7.11M \$11.3M \$1.9M \$6.08M \$5.89M \$6.86M

Prior Year \$3.24M \$1.92M \$2.37M \$1.21M \$1.04M \$2.87M \$1.76M \$2.98M \$3.8M \$1.69M \$3.45M \$2.75M \$2M

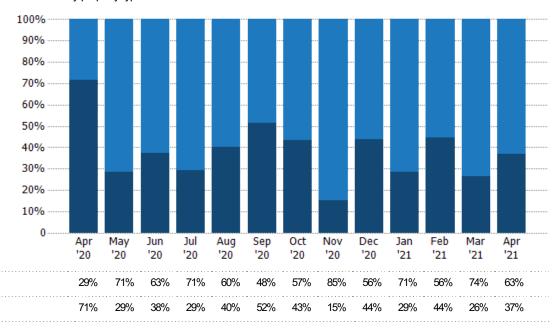
Percent Change from Prior Year -38% -13% -42% 163% 544% 225% 562% 139% 197% 12% 76% 114% 243%



Closed Sales by Property Type

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

ZIP: East Dover, VT 05341, West Dover, VT 05356
Property Type:
Condo/Townhouse/Apt., Single Family



Average Sales Price

Single Family Residence

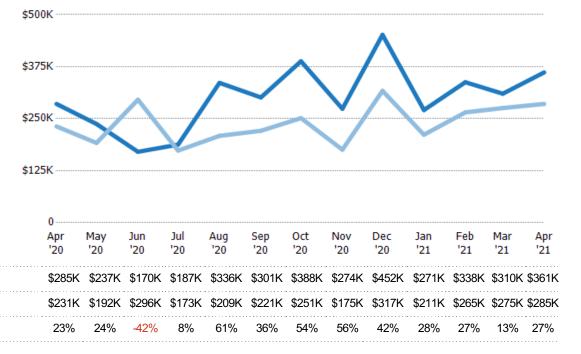
Condo/Townhouse

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

ZIP: East Dover, VT 05341, West Dover, VT 05356 Property Type: Condo/Townhouse/Apt., Single Family

| Month/ Year | Price | % Chg. |
|----------------|--------|--------|
| Apr '21 | \$361K | 26.5% |
| Apr '20 | \$285K | 23.3% |
| Apr '19 | \$231K | 16.5% |

Percent Change from Prior Year



Current Year

Prior Year



Median Sales Price

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

Filters Used

ZIP: East Dover, VT 05341, West
Dover, VT 05356

Property Type:
Condo/Townhouse/Apt., Single
Family

| % Chg. |
|--------|
| 33.3% |
| 10.9% |
| 16.7% |
| |

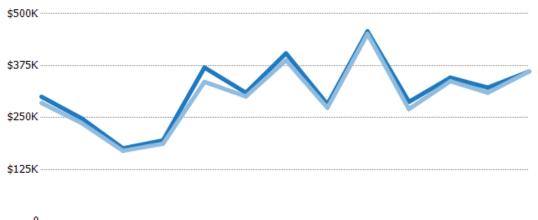


| Current Year | \$248K | \$220K | \$149K | \$195K | \$248K | \$255K | \$292K | \$286K | \$325K | \$240K | \$335K | \$245K | \$330K |
|--------------------------------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|
| Prior Year | \$223K | \$177K | \$295K | \$195K | \$179K | \$191K | \$210K | \$160K | \$288K | \$231K | \$210K | \$197K | \$248K |
| Percent Change from Prior Year | 11% | 24% | -49% | 0% | 38% | 34% | 39% | 79% | 13% | 4% | 60% | 24% | 33% |

Average Sales Price vs Average Listing Price

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

ZIP: East Dover, VT 05341, West Dover, VT 05356
Property Type:
Condo/Townhouse/Apt., Single Family



| | Apr '20 | May '20 | Jun '20 | Jul '20 | Aug '20 | Sep '20 | Oct '20 | Nov '20 | Dec '20 | Jan '21 | Feb '21 | Mar '21 | Apr '21 |
|--|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|
| Avg List Price | \$300K | \$248K | \$176K | \$195K | \$370K | \$310K | \$405K | \$282K | \$458K | \$288K | \$346K | \$322K | \$361K |
| Avg Sales Price | \$285K | \$237K | \$170K | \$187K | \$336K | \$301K | \$388K | \$274K | \$452K | \$271K | \$338K | \$310K | \$361K |
| Avg Sales Price as a % of Avg List Price | 95% | 95% | 97% | 96% | 91% | 97% | 96% | 97% | 99% | 94% | 98% | 96% | 100% |



Median List Price

Median Sales Price

Market Data Report

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, West Dover, VT 05356 Property Type: Condo/Townhouse/Apt., Single Family

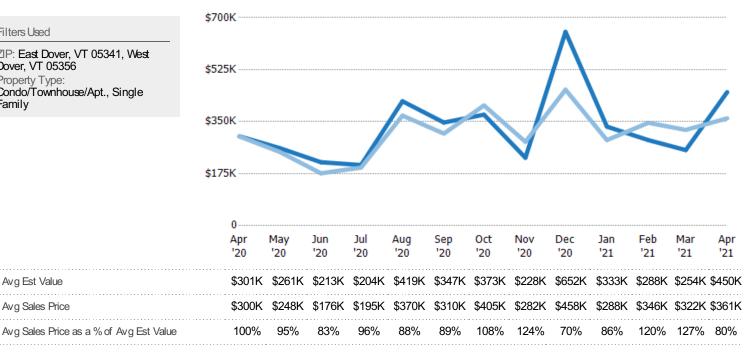


Average Sales Price vs Average Est Value

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, West Dover, VT 05356 Property Type: Condo/Townhouse/Apt., Single Family

Med Sales Price as a % of Med List Price





Avg Est Value

Avg Sales Price



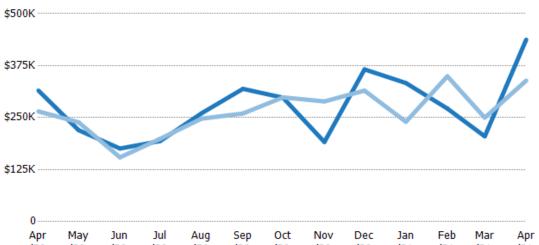
Median Sales Price vs Median Est Value

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, West
Dover, VT 05356

Property Type:
Condo/Townhouse/Apt., Single
Family



| | Apr '20 | May '20 | Jun '20 | Jul '20 | '20 | Sep '20 | '20 | Nov '20 | Dec '20 | Jan '21 | '21 | Mar '21 | Apr '21 |
|---|------------|------------|------------|------------|--------|------------|--------|------------|------------|------------|--------|------------|------------|
| Median Est Value | \$315K | \$220K | \$176K | \$194K | \$260K | \$319K | \$298K | \$191K | \$366K | \$333K | \$272K | \$205K | \$438K |
| Median Sales Price | \$265K | \$239K | \$155K | \$199K | \$248K | \$260K | \$299K | \$289K | \$315K | \$240K | \$350K | \$250K | \$339K |
| Med Sales Price as a % of Med Est Value | 84% | 109% | 88% | 103% | 95% | 81% | 100% | 151% | 86% | 72% | 129% | 122% | 77% |



