

## Summary of Key Listing and Sales Metrics

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

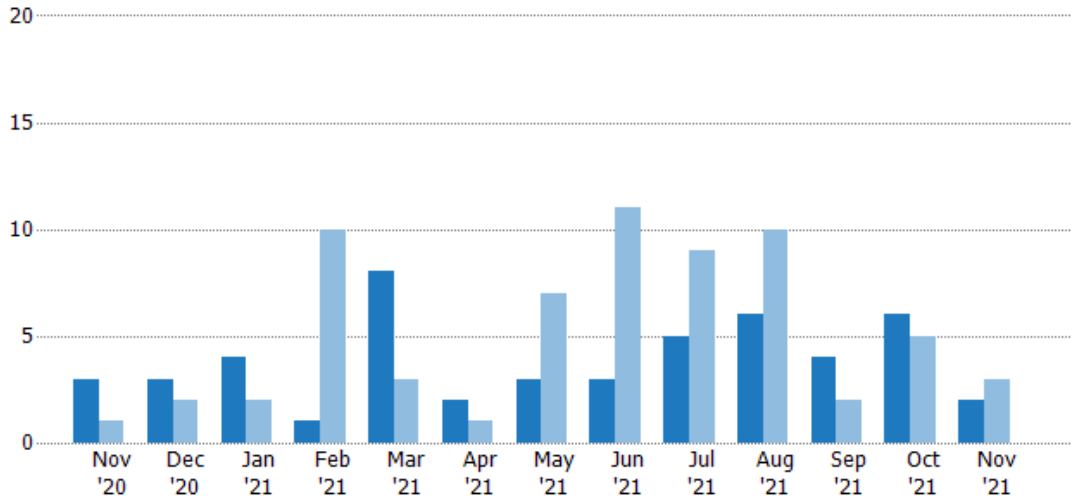
Key Metrics	Nov 2021	Nov 2020	+ / -	YTD 2021	YTD 2020	+ / -
<b>Listing Activity Charts Metrics</b>						
New Listing Count	2	3	-33.3%	44	63	-30.2%
New Listing Volume	\$814,000	\$1,183,900	-31.2%	\$14,643,200	\$16,482,850	-11.2%
Active Listing Count	14	25	-44%	N/A	N/A	
Active Listing Volume	\$5,430,900	\$6,754,850	-19.6%	N/A	N/A	
Average Listing Price	\$387,921	\$270,194	+43.6%	\$403,086	\$234,271	+72.1%
Median Listing Price	\$279,000	\$189,000	+47.6%	\$252,140	\$191,009	+32%
Median Days in RPR	62.5	154	-59.4%	88.88	120.61	-26.3%
Months of Inventory	2	4.2	-52%	2.3	9.5	-76.1%
Absorption Rate	50%	24%	+26%	43.93%	10.49%	+33.4%
<b>Sales Activity Charts Metrics</b>						
New Pending Sales Count	1	1	+/-	45	58	-22.4%
New Pending Sales Volume	\$250,000	\$245,000	+2%	\$12,498,700	\$14,886,250	-16%
Pending Sales Count	1	4	-75%	N/A	N/A	
Pending Sales Volume	\$250,000	\$922,900	-72.9%	N/A	N/A	
Closed Sales Count	1	4	-75%	40	47	-14.9%
Closed Sales Volume	\$190,000	\$852,250	-77.7%	\$11,565,400	\$11,608,750	-0.4%
Average Sales Price	\$190,000	\$213,063	-10.8%	\$289,135	\$246,995	+17.1%
Median Sales Price	\$190,000	\$157,625	+20.5%	\$269,960	\$242,350	+11.4%

## 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



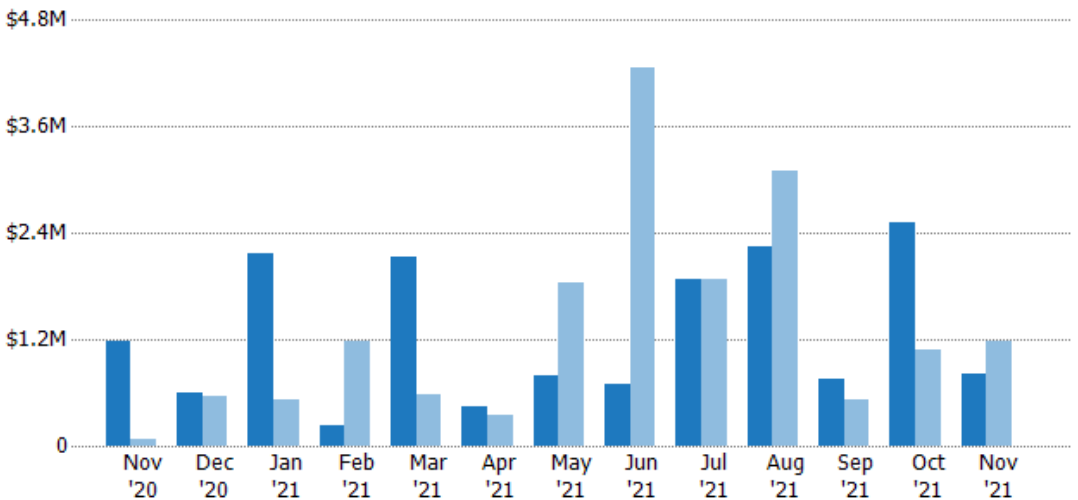
	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21
Current Year	3	3	4	1	8	2	3	3	5	6	4	6	2
Prior Year	1	2	2	10	3	1	7	11	9	10	2	5	3
Percent Change from Prior Year	200%	50%	100%	-90%	167%	100%	-57%	-73%	-44%	-40%	100%	20%	-33%

## 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



	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21
Current Year	\$1.18M	\$605K	\$2.16M	\$225K	\$2.12M	\$448K	\$796K	\$688K	\$1.87M	\$2.24M	\$745K	\$2.53M	\$814K
Prior Year	\$70K	\$567K	\$514K	\$1.18M	\$575K	\$345K	\$1.84M	\$4.27M	\$1.88M	\$3.09M	\$521K	\$1.09M	\$1.18M
Percent Change from Prior Year	1,591%	7%	321%	-81%	269%	30%	-57%	-84%	0%	-27%	43%	131%	-31%

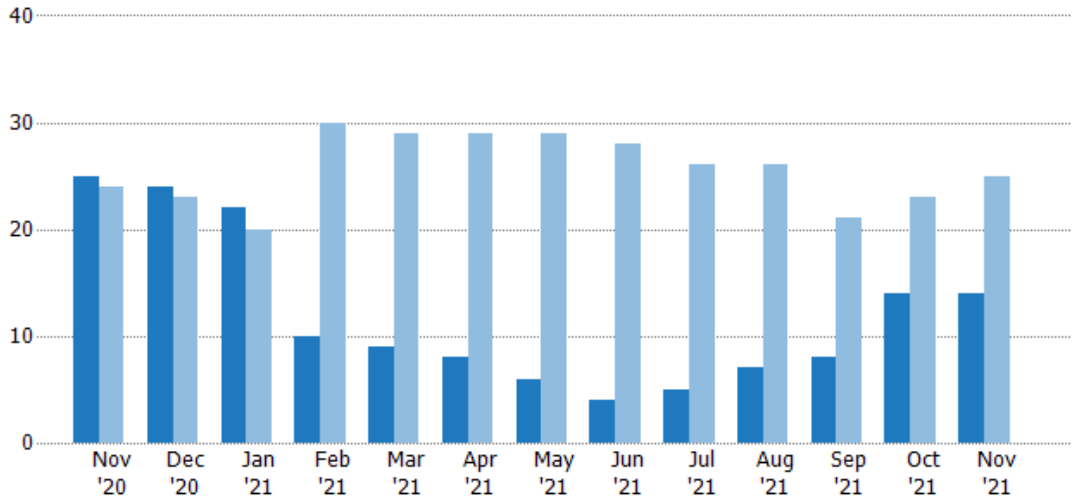
## Active Listings

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



	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21
Current Year	25	24	22	10	9	8	6	4	5	7	8	14	14
Prior Year	24	23	20	30	29	29	29	28	26	26	21	23	25
Percent Change from Prior Year	4%	4%	10%	-67%	-69%	-72%	-79%	-86%	-81%	-73%	-62%	-39%	-44%

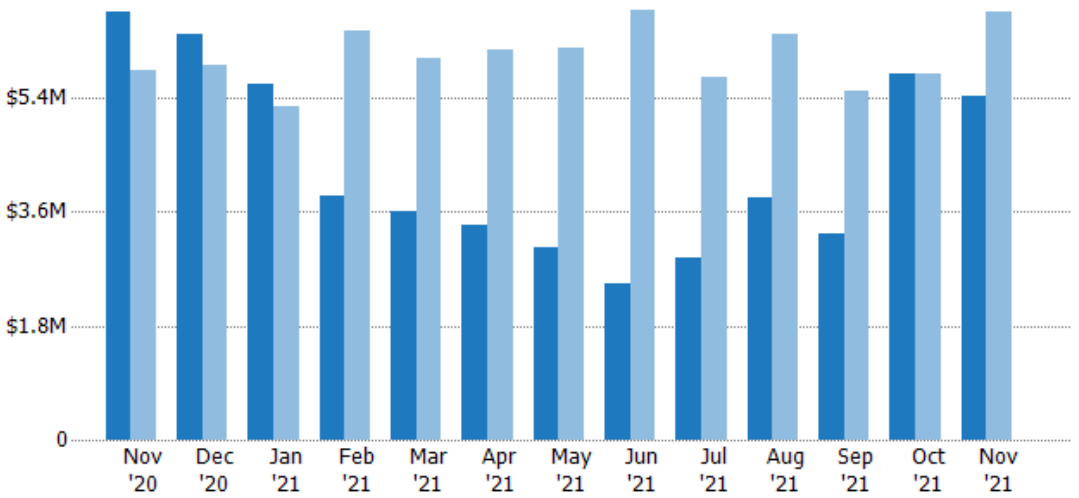
## Active Listing Volume

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



	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21
Current Year	\$6.75M	\$6.39M	\$5.61M	\$3.86M	\$3.6M	\$3.4M	\$3.03M	\$2.47M	\$2.88M	\$3.82M	\$3.26M	\$5.78M	\$5.43M
Prior Year	\$5.83M	\$5.92M	\$5.27M	\$6.45M	\$6.02M	\$6.14M	\$6.18M	\$6.77M	\$5.72M	\$6.41M	\$5.5M	\$5.78M	\$6.75M
Percent Change from Prior Year	16%	8%	6%	-40%	-40%	-45%	-51%	-64%	-50%	-40%	-41%	0%	-20%

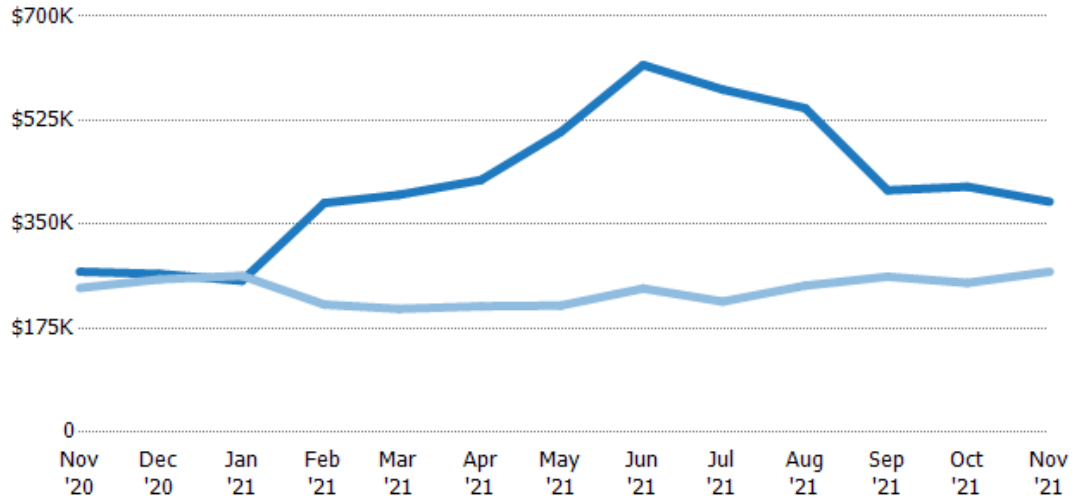
## Average Listing Price

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.
Nov '21	\$388K	43.6%
Nov '20	\$270K	11.3%
Nov '19	\$243K	-0.1%



Current Year	\$270K	\$266K	\$255K	\$386K	\$399K	\$425K	\$505K	\$618K	\$577K	\$545K	\$407K	\$413K	\$388K
Prior Year	\$243K	\$257K	\$263K	\$215K	\$208K	\$212K	\$213K	\$242K	\$220K	\$247K	\$262K	\$251K	\$270K
Percent Change from Prior Year	11%	4%	-3%	80%	92%	100%	137%	155%	162%	121%	56%	64%	44%

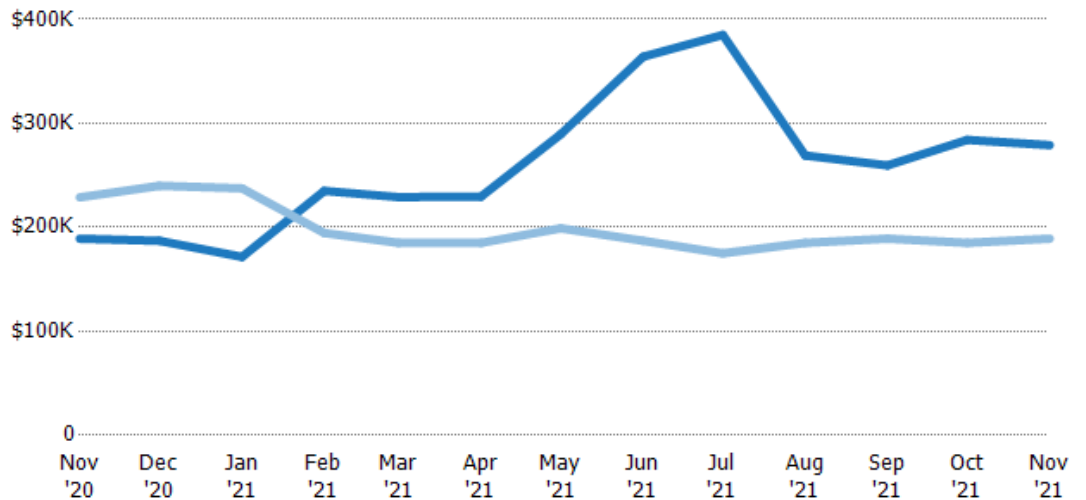
## Median Listing Price

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.
Nov '21	\$279K	47.6%
Nov '20	\$189K	-17.4%
Nov '19	\$229K	4.7%



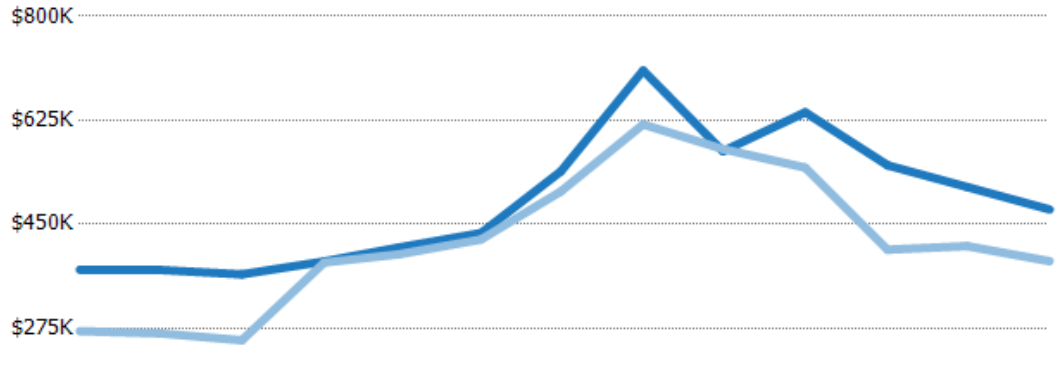
Current Year	\$189K	\$187K	\$172K	\$235K	\$229K	\$230K	\$290K	\$364K	\$385K	\$269K	\$260K	\$284K	\$279K
Prior Year	\$229K	\$240K	\$237K	\$194K	\$185K	\$185K	\$199K	\$187K	\$175K	\$185K	\$189K	\$185K	\$189K
Percent Change from Prior Year	-17%	-22%	-28%	21%	24%	24%	45%	95%	120%	45%	37%	54%	48%

## 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



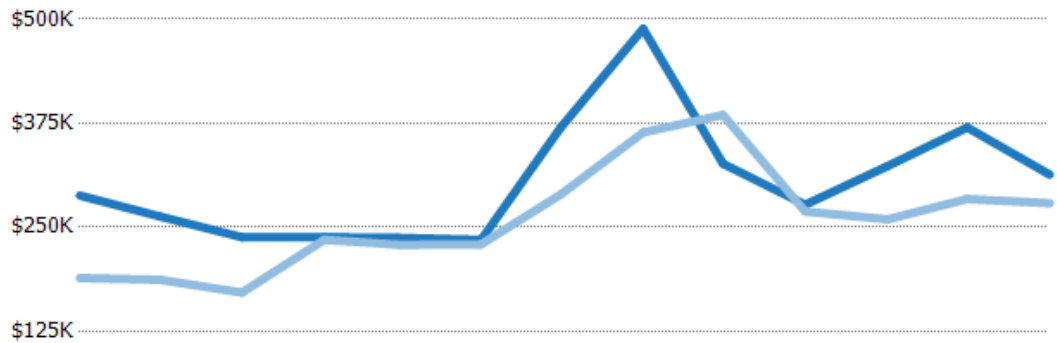
	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21
Avg Est Value	\$373K	\$373K	\$366K	\$388K	\$411K	\$435K	\$539K	\$709K	\$573K	\$638K	\$549K	\$513K	\$475K
Avg Listing Price	\$270K	\$266K	\$255K	\$386K	\$399K	\$425K	\$505K	\$618K	\$577K	\$545K	\$407K	\$413K	\$388K
Avg Listing Price as a % of Avg Est Value	72%	71%	70%	100%	97%	98%	94%	87%	101%	85%	74%	81%	82%

## 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



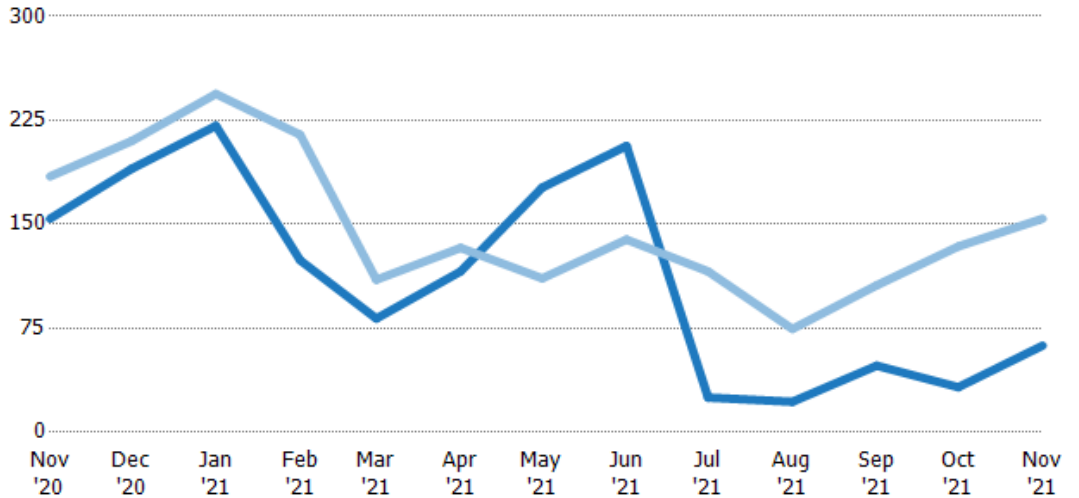
	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21
Median Est Value	\$288K	\$263K	\$238K	\$238K	\$237K	\$235K	\$370K	\$489K	\$327K	\$277K	\$324K	\$370K	\$313K
Median Listing Price	\$189K	\$187K	\$172K	\$235K	\$229K	\$230K	\$290K	\$364K	\$385K	\$269K	\$260K	\$284K	\$279K
Med Listing Price as a % of Med Est Value	66%	71%	72%	99%	96%	98%	78%	74%	118%	97%	80%	77%	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



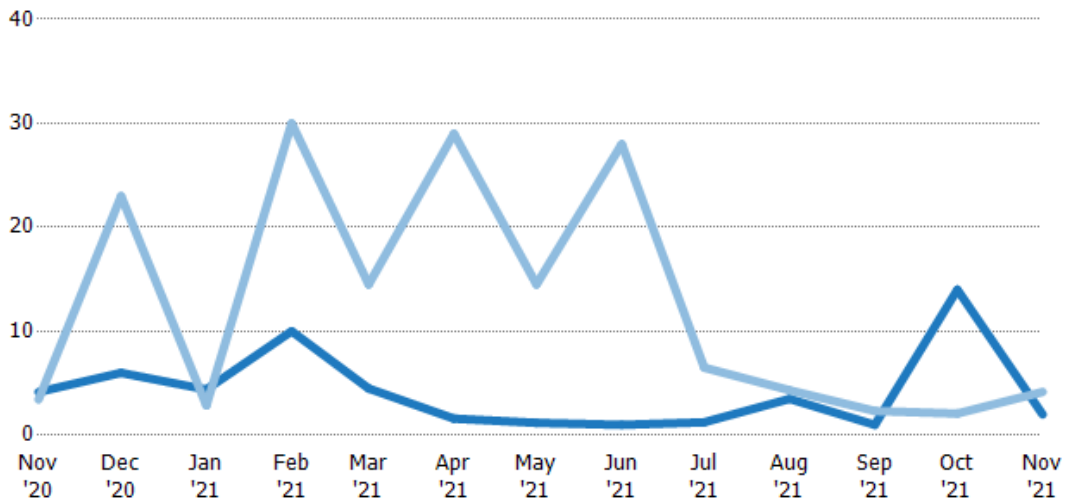
	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21
Current Year	154	190	221	124	82	116	177	207	25	22	48	32.5	62.5
Prior Year	185	210	244	215	110	133	111	139	116	74.5	106	134	154
Percent Change from Prior Year	-17%	-10%	-9%	-42%	-25%	-13%	59%	49%	-78%	-70%	-55%	-76%	-59%

## 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



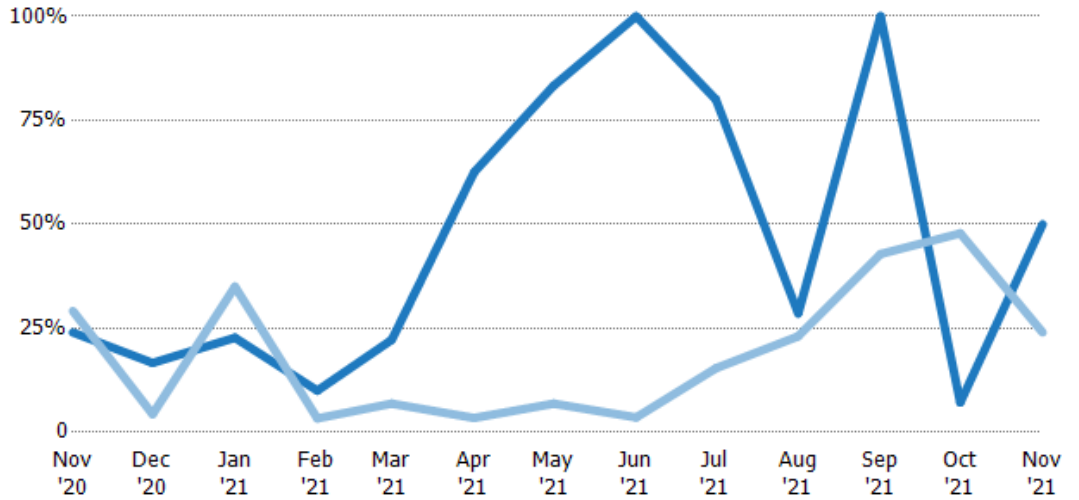
	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21
Current Year	4.17	6	4.4	10	4.5	1.6	1.2	1	1.25	3.5	1	14	2
Prior Year	3.43	23	2.86	30	14.5	29	14.5	28	6.5	4.33	2.33	2.09	4.17
Percent Change from Prior Year	22%	-74%	54%	-67%	-69%	-94%	-92%	-96%	-81%	-19%	-57%	570%	-52%

## 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



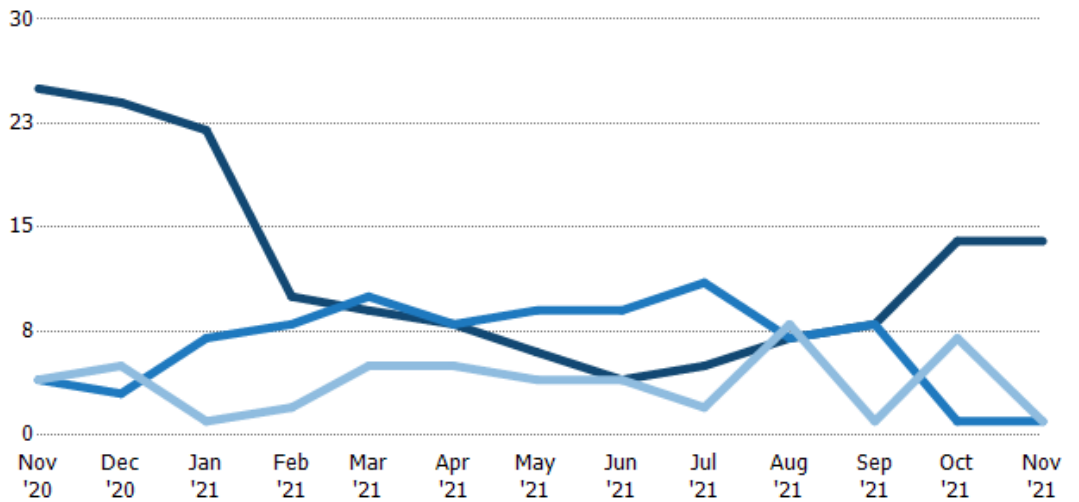
	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21
Current Year	24%	17%	23%	10%	22%	63%	83%	100%	80%	29%	100%	7%	50%
Prior Year	29%	4%	35%	3%	7%	3%	7%	4%	15%	23%	43%	48%	24%
Change from Prior Year	5%	-12%	12%	-7%	-15%	-59%	-76%	-96%	-65%	-6%	-57%	41%	-26%

## 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



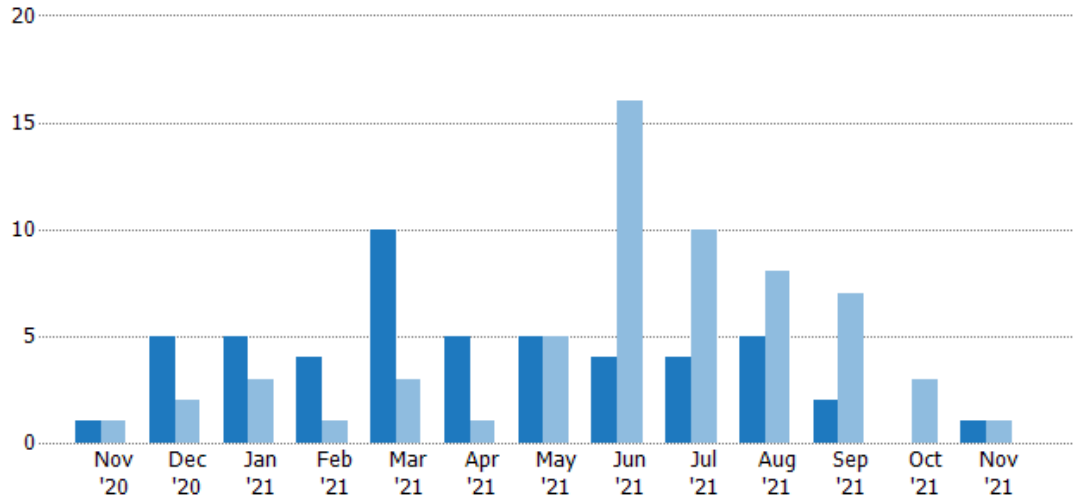
	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21
Active	25	24	22	10	9	8	6	4	5	7	8	14	14
Pending	4	3	7	8	10	8	9	9	11	7	8	1	1
Sold	4	5	1	2	5	5	4	4	2	8	1	7	1

## 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



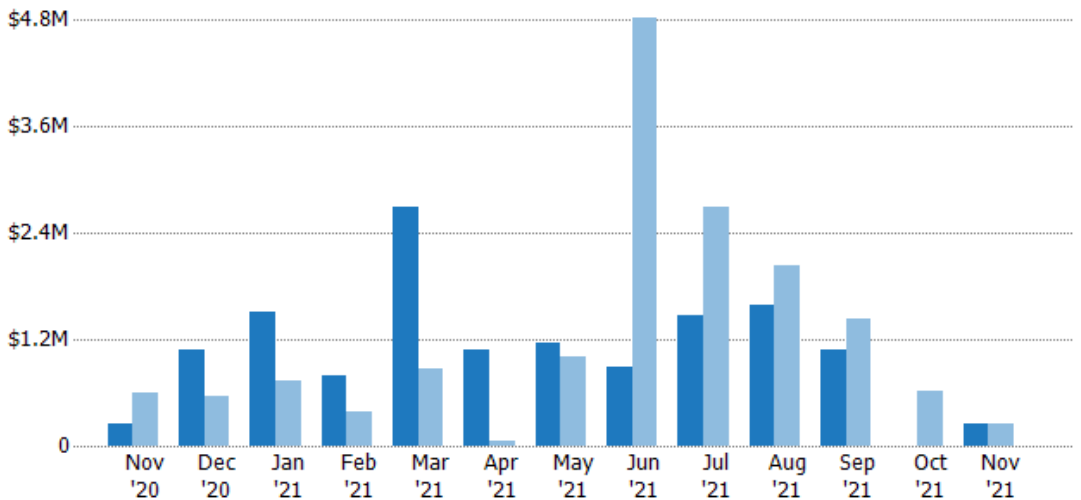
Current Year	1	5	5	4	10	5	5	4	4	5	2	-	1
Prior Year	1	2	3	1	3	1	5	16	10	8	7	3	1
Percent Change from Prior Year	0%	150%	67%	300%	233%	400%	0%	-75%	-60%	-38%	-71%	-100%	0%

## 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



Current Year	\$245K	\$1.09M	\$1.52M	\$784K	\$2.69M	\$1.09M	\$1.16M	\$897K	\$1.46M	\$1.58M	\$1.08M	-	\$250K
Prior Year	\$599K	\$563K	\$725K	\$385K	\$873K	\$60K	\$999K	\$4.83M	\$2.69M	\$2.03M	\$1.43M	\$624K	\$245K
Percent Change from Prior Year	-59%	94%	109%	104%	208%	1,710%	16%	-81%	-46%	-22%	-25%	-100%	2%

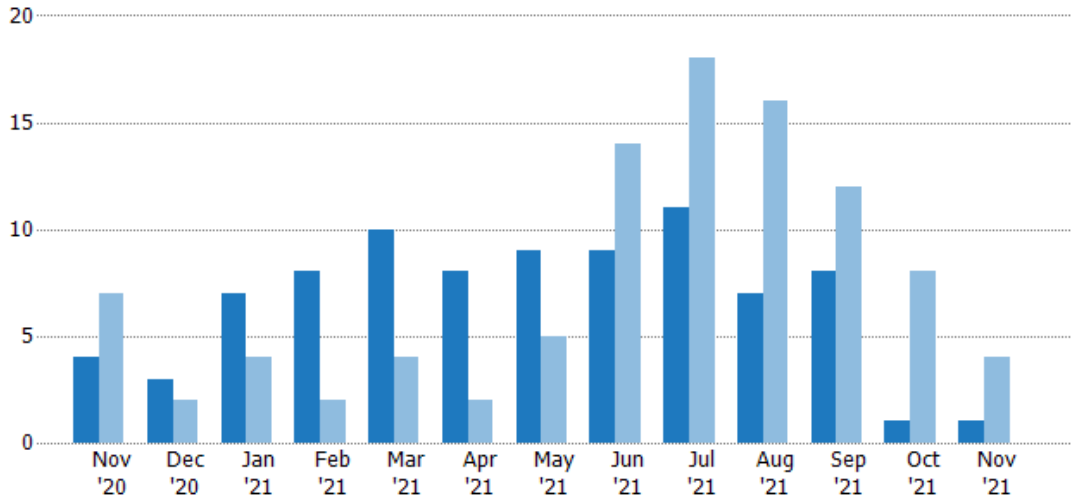


## Pending Sales

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



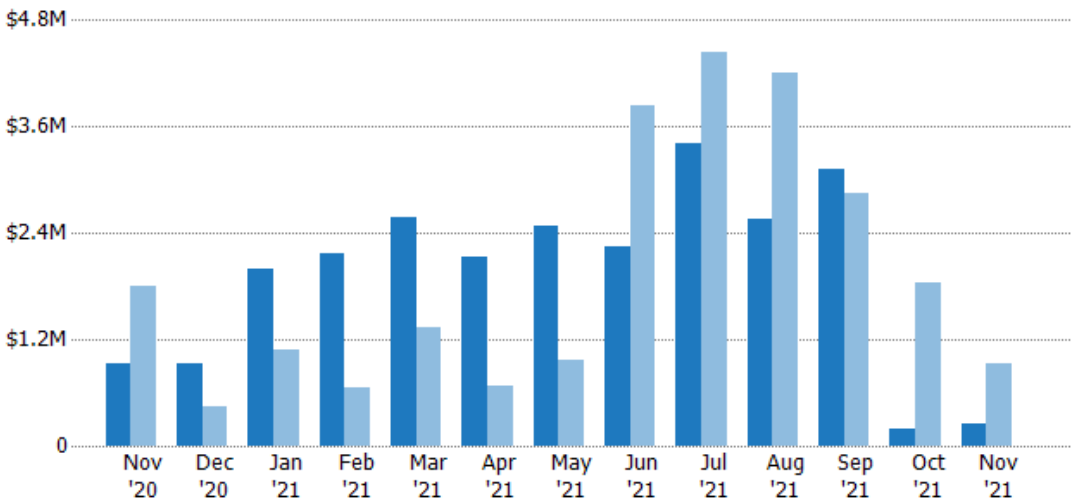
Month/Year	Count	% Chg.
Nov '21	1	-75%
Nov '20	4	-42.9%
Nov '19	7	-42.9%

## 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.
Nov '21	\$250K	-72.9%
Nov '20	\$923K	-48.8%
Nov '19	\$1.8M	-33.3%

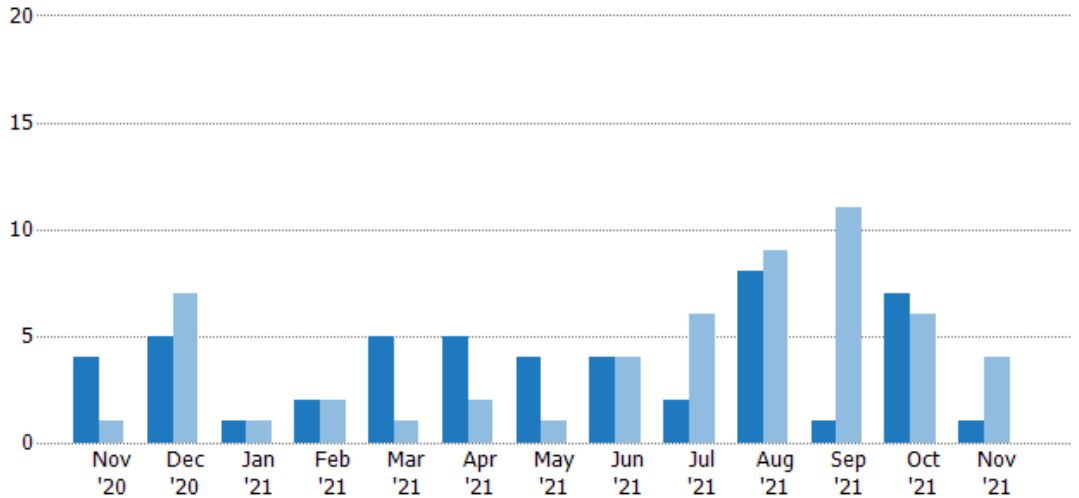
## Closed Sales

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

Month/Year	Count	% Chg.
Nov '21	1	-75%
Nov '20	4	300%
Nov '19	1	200%



Current Year	4	5	1	2	5	5	4	4	2	8	1	7	1
Prior Year	1	7	1	2	1	2	1	4	6	9	11	6	4
Percent Change from Prior Year	300%	-29%	0%	0%	400%	150%	300%	0%	-67%	-11%	-91%	17%	-75%

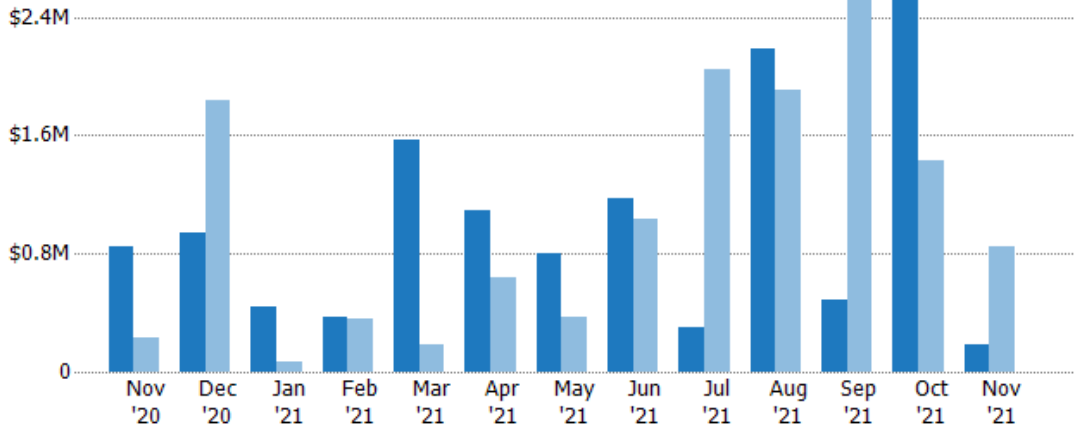
## Closed Sales Volume

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

Month/Year	Volume	% Chg.
Nov '21	\$190K	-77.7%
Nov '20	\$852K	278.8%
Nov '19	\$225K	334.4%



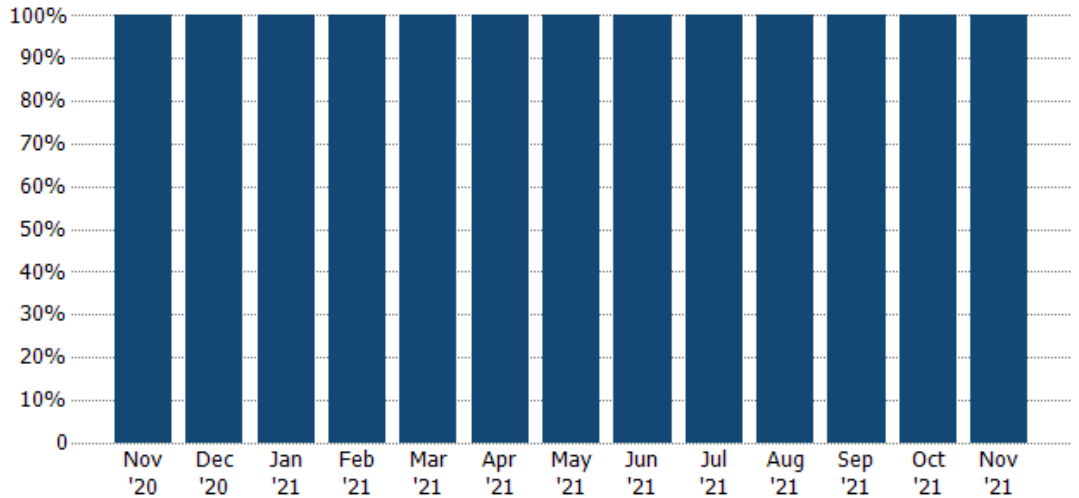
Current Year	\$852K	\$943K	\$440K	\$375K	\$1.57M	\$1.09M	\$800K	\$1.18M	\$295K	\$2.19M	\$490K	\$2.95M	\$190K
Prior Year	\$225K	\$1.83M	\$70.5K	\$357K	\$180K	\$633K	\$375K	\$1.04M	\$2.05M	\$1.9M	\$2.73M	\$1.43M	\$852K
Percent Change from Prior Year	279%	-49%	524%	5%	772%	73%	113%	13%	-86%	15%	-82%	107%	-78%

## 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%

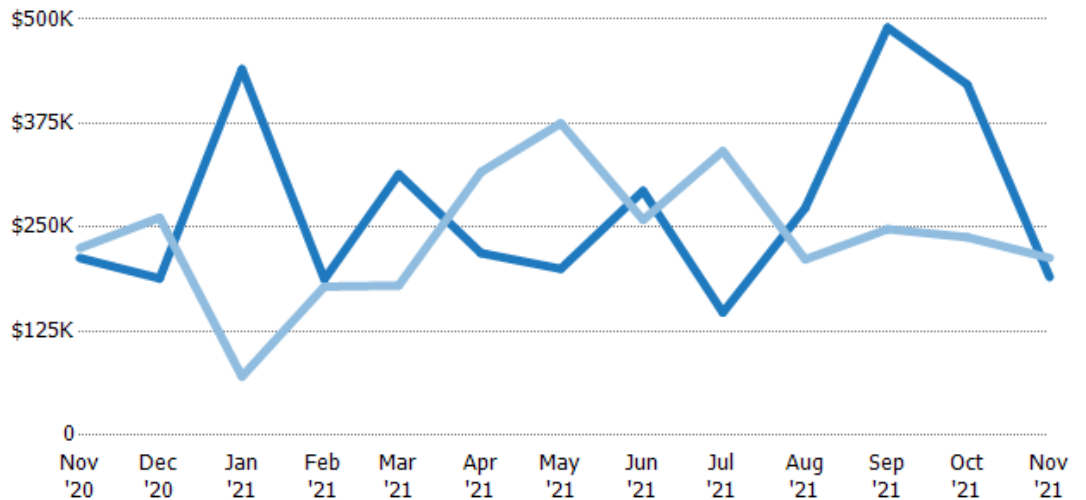
## Average Sales Price

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

Month/Year	Price	% Chg.
Nov '21	\$190K	-10.8%
Nov '20	\$213K	-5.3%
Nov '19	\$225K	44.8%



■ Current Year

■ Prior Year

Percent Change from Prior Year

\$213K	\$189K	\$440K	\$188K	\$314K	\$219K	\$200K	\$294K	\$147K	\$273K	\$490K	\$422K	\$190K
\$225K	\$262K	\$70.5K	\$179K	\$180K	\$317K	\$375K	\$259K	\$342K	\$211K	\$248K	\$238K	\$213K
-5%	-28%	524%	5%	74%	-31%	-47%	13%	-57%	29%	98%	77%	-11%

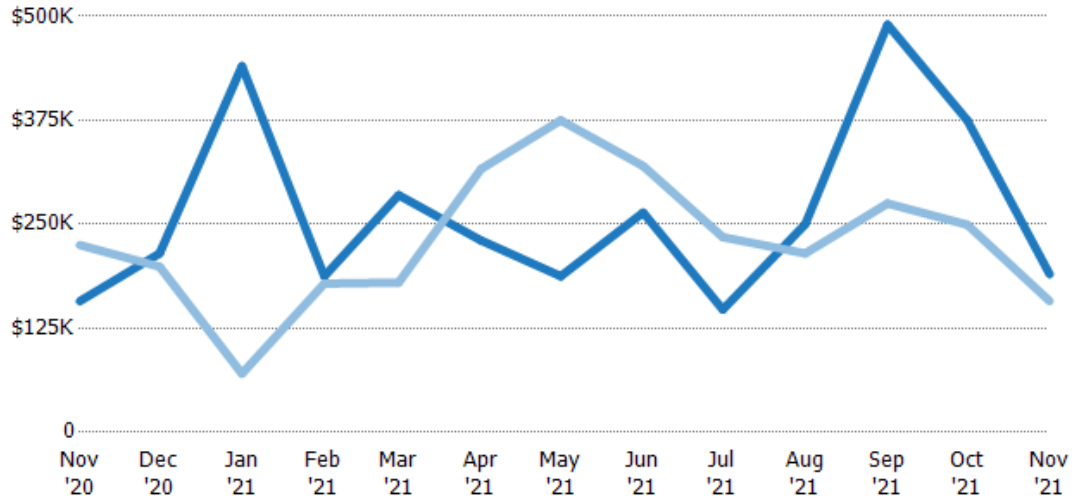
## Median Sales Price

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

Month/Year	Price	% Chg.
Nov '21	\$190K	20.5%
Nov '20	\$158K	-29.9%
Nov '19	\$225K	51.1%



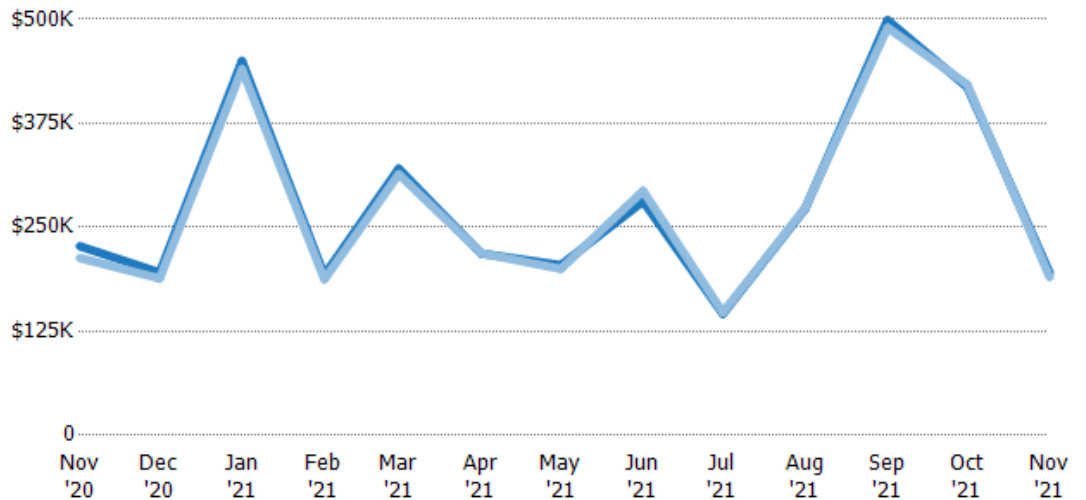
Current Year	\$158K	\$215K	\$440K	\$188K	\$285K	\$231K	\$188K	\$264K	\$147K	\$250K	\$490K	\$375K	\$190K
Prior Year	\$225K	\$199K	\$70.5K	\$179K	\$180K	\$317K	\$375K	\$320K	\$235K	\$215K	\$275K	\$250K	\$158K
Percent Change from Prior Year	-30%	8%	524%	5%	58%	-27%	-50%	-18%	-37%	16%	78%	50%	21%

## 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



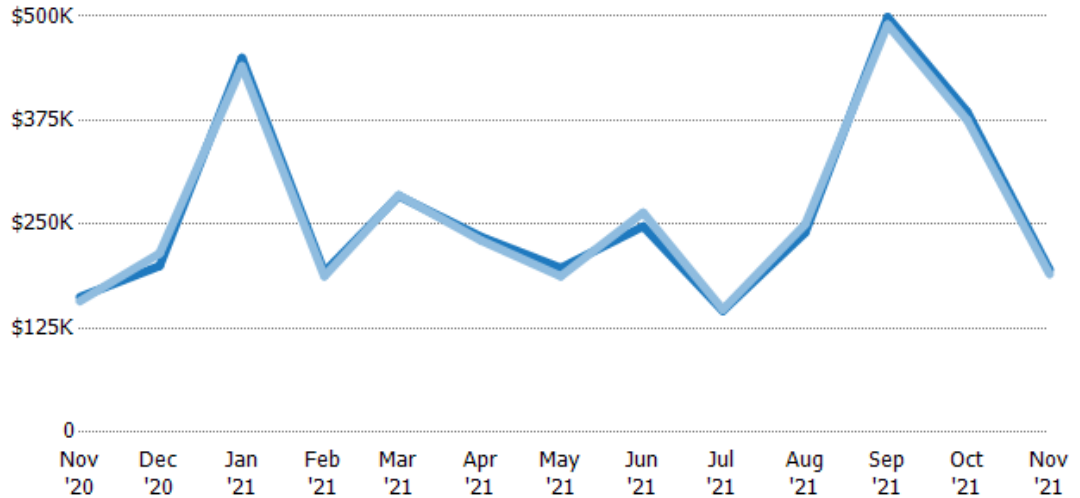
Avg List Price	\$227K	\$196K	\$450K	\$193K	\$320K	\$219K	\$204K	\$281K	\$146K	\$272K	\$499K	\$418K	\$195K
Avg Sales Price	\$213K	\$189K	\$440K	\$188K	\$314K	\$219K	\$200K	\$294K	\$147K	\$273K	\$490K	\$422K	\$190K
Avg Sales Price as a % of Avg List Price	94%	96%	98%	97%	98%	100%	98%	104%	101%	100%	98%	101%	97%

## 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



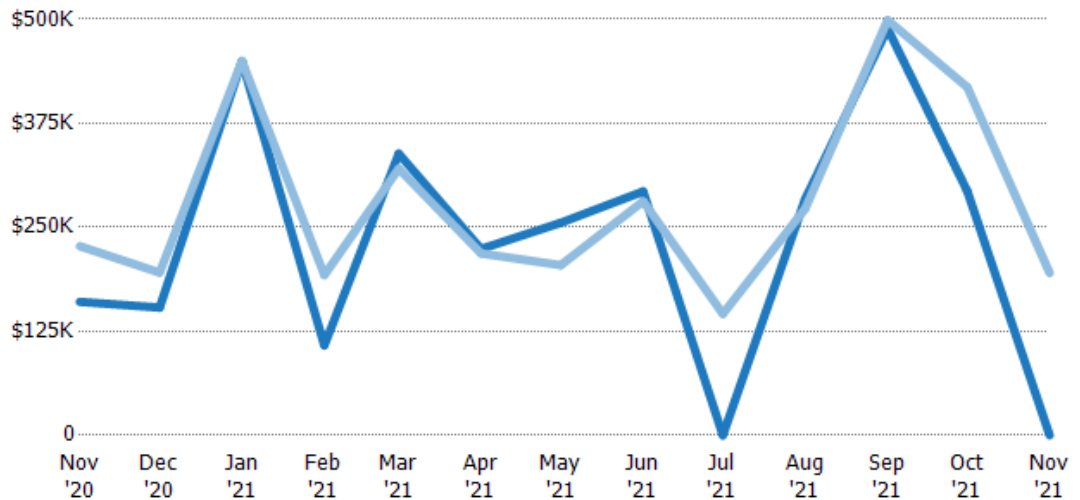
	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21
Median List Price	\$163K	\$200K	\$450K	\$193K	\$284K	\$235K	\$198K	\$248K	\$146K	\$240K	\$499K	\$385K	\$195K
Median Sales Price	\$158K	\$215K	\$440K	\$188K	\$285K	\$231K	\$188K	\$264K	\$147K	\$250K	\$490K	\$375K	\$190K
Med Sales Price as a % of Med List Price	97%	108%	98%	97%	100%	98%	95%	107%	101%	104%	98%	97%	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: Danville, VT 05828, West  
Danville, VT 05873  
Property Type:  
Condo/Townhouse/Apt., Single  
Family



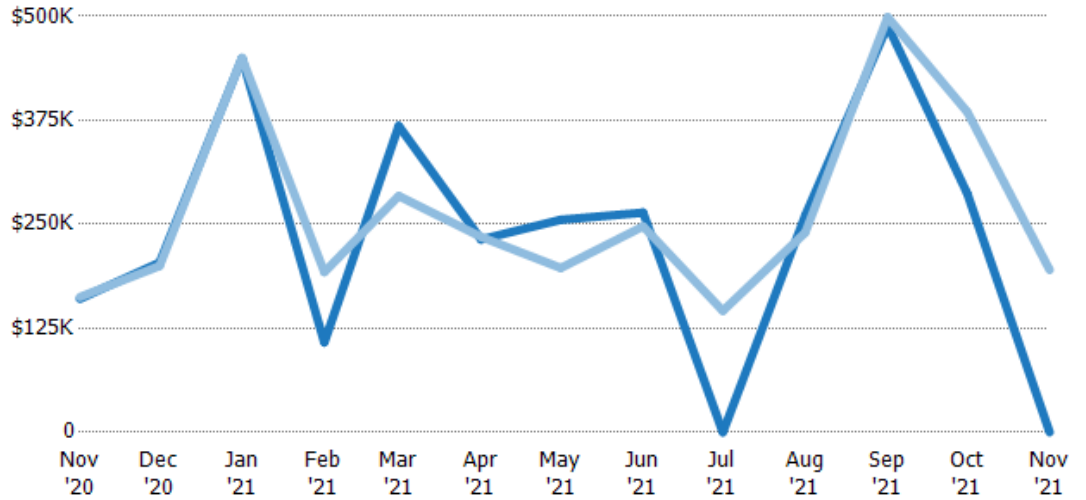
	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21
Avg Est Value	\$160K	\$153K	\$449K	\$108K	\$338K	\$224K	\$255K	\$293K	\$0	\$284K	\$489K	\$293K	\$0
Avg Sales Price	\$227K	\$196K	\$450K	\$193K	\$320K	\$219K	\$204K	\$281K	\$146K	\$272K	\$499K	\$418K	\$195K
Avg Sales Price as a % of Avg Est Value	142%	127%	100%	178%	95%	98%	80%	96%	100%	96%	102%	143%	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



Median Est Value	\$160K	\$204K	\$449K	\$108K	\$368K	\$232K	\$255K	\$264K	\$0	\$260K	\$489K	\$287K	\$0
Median Sales Price	\$163K	\$200K	\$450K	\$193K	\$284K	\$235K	\$198K	\$248K	\$146K	\$240K	\$499K	\$385K	\$195K
Med Sales Price as a % of Med Est Value	101%	98%	100%	178%	77%	101%	77%	94%	100%	92%	102%	134%	100%