

Summary of Key Listing and Sales Metrics

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

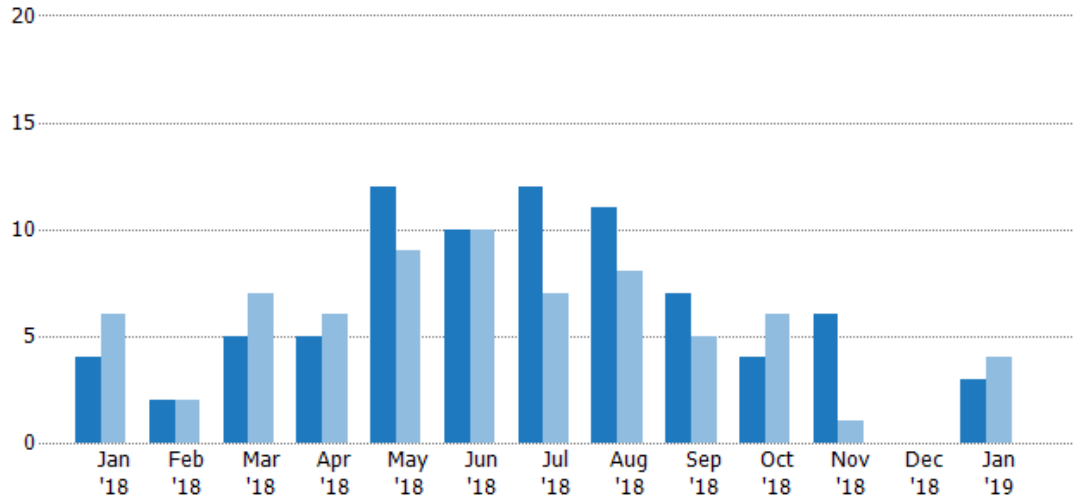
Key Metrics	Jan 2019	Jan 2018	+ / -	YTD 2019	YTD 2018	+ / -
Listing Activity Charts Metrics						
New Listing Count	3	4	-25%	81	71	+14.1%
New Listing Volume	\$674,900	\$948,900	-28.9%	\$26,453,343	\$26,856,149	-1.5%
Active Listing Count	37	28	+32.1%	N/A	N/A	
Active Listing Volume	\$13,639,643	\$14,089,699	-3.2%	N/A	N/A	
Average Listing Price	\$368,639	\$503,204	-26.7%	\$441,704	\$502,875	-12.2%
Median Listing Price	\$259,900	\$379,000	-31.4%	\$330,373	\$341,348	-3.2%
Median Days in RPR	183	211	-13.3%	142.67	140.09	+1.8%
Months of Inventory	18.5	4	+362.5%	-	7	-
Absorption Rate	5.41%	25%	-19.6%	-	14.29%	-14.3%
Sales Activity Charts Metrics						
New Pending Sales Count	4	4	+/-	55	56	-1.8%
New Pending Sales Volume	\$1,318,000	\$840,900	+56.7%	\$18,192,899	\$19,280,850	-5.6%
Pending Sales Count	5	6	-16.7%	N/A	N/A	
Pending Sales Volume	\$1,507,900	\$1,220,800	+23.5%	N/A	N/A	
Closed Sales Count	3	-	-	42	48	-12.5%
Closed Sales Volume	\$789,000	-	-	\$13,647,000	\$16,006,125	-14.7%
Average Sales Price	\$263,000	-	-	\$324,929	\$333,461	-2.6%
Median Sales Price	\$235,000	-	-	\$255,162	\$278,651	-8.4%

New Listings

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

Filters Used

ZIP: Vergennes, VT 05491
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence



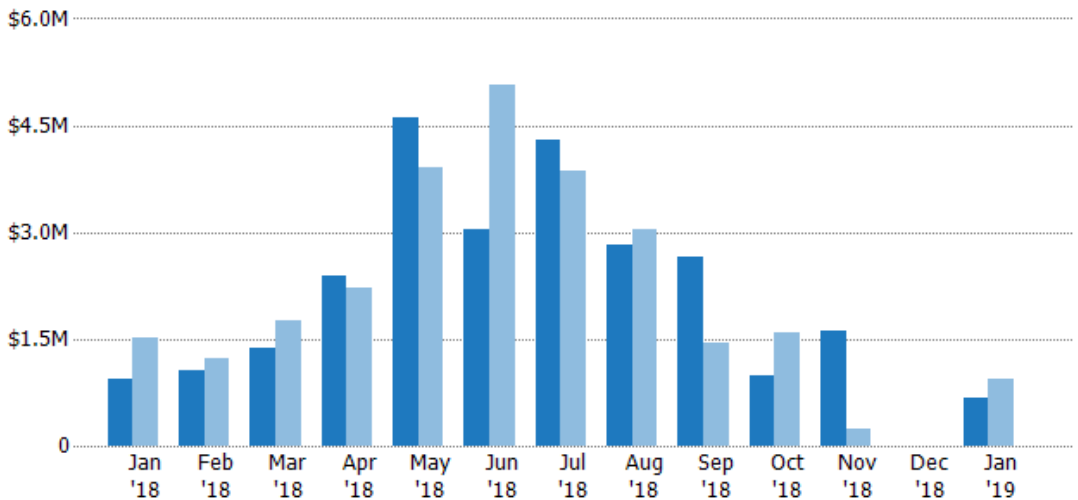
Current Year	4	2	5	5	12	10	12	11	7	4	6	-	3
Prior Year	6	2	7	6	9	10	7	8	5	6	1	-	4
Percent Change from Prior Year	-33%	0%	-29%	-17%	33%	0%	71%	38%	40%	-33%	500%	-	-25%

New Listing Volume

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

Filters Used

ZIP: Vergennes, VT 05491
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence



Current Year	\$949K	\$1.05M	\$1.37M	\$2.39M	\$4.61M	\$3.04M	\$4.29M	\$2.81M	\$2.65M	\$992K	\$1.62M	-	\$675K
Prior Year	\$1.53M	\$1.23M	\$1.77M	\$2.22M	\$3.91M	\$5.07M	\$3.87M	\$3.04M	\$1.44M	\$1.6M	\$240K	-	\$949K
Percent Change from Prior Year	-38%	-15%	-22%	8%	18%	-40%	11%	-7%	84%	-38%	577%	-	-29%

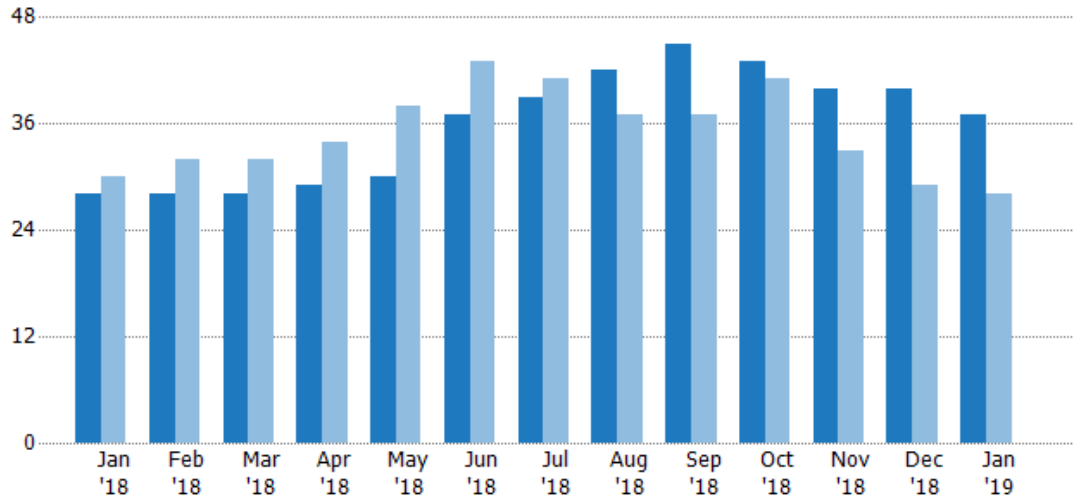
Active Listings

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

Filters Used

ZIP: Vergennes, VT 05491
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence

Month/Year	Count	% Chg.
Jan '19	37	32.1%
Jan '18	28	-6.7%
Jan '17	30	40%



	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19
Current Year	28	28	28	29	30	37	39	42	45	43	40	40	37
Prior Year	30	32	32	34	38	43	41	37	37	41	33	29	28
Percent Change from Prior Year	-7%	-13%	-13%	-15%	-21%	-14%	-5%	14%	22%	5%	21%	38%	32%

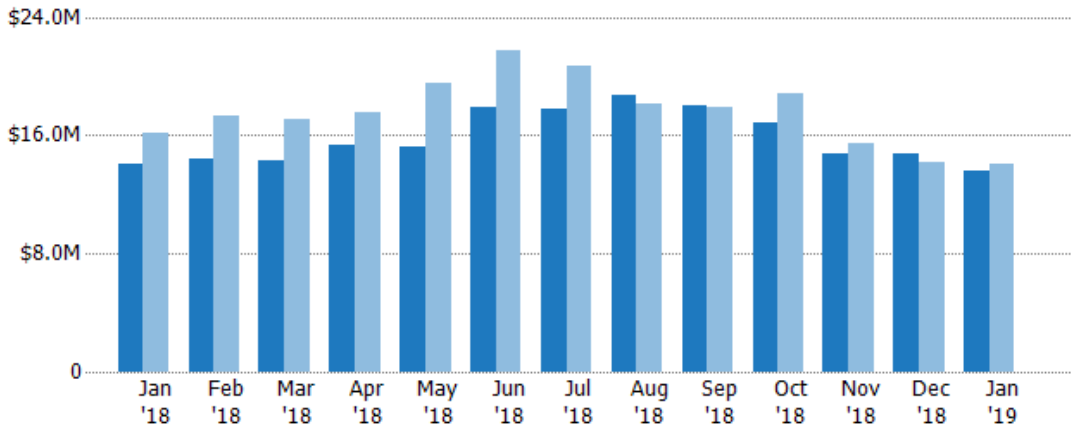
Active Listing Volume

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

Filters Used

ZIP: Vergennes, VT 05491
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence

Month/Year	Volume	% Chg.
Jan '19	\$13.6M	-3.2%
Jan '18	\$14.1M	-12.7%
Jan '17	\$16.1M	34.7%



	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19
Current Year	\$14.1M	\$14.4M	\$14.3M	\$15.3M	\$15.3M	\$17.9M	\$17.7M	\$18.7M	\$18M	\$16.9M	\$14.8M	\$14.8M	\$13.6M
Prior Year	\$16.1M	\$17.4M	\$17.1M	\$17.5M	\$19.5M	\$21.7M	\$20.7M	\$18.2M	\$18M	\$18.9M	\$15.5M	\$14.2M	\$14.1M
Percent Change from Prior Year	-13%	-17%	-16%	-12%	-22%	-18%	-14%	3%	0%	-11%	-4%	4%	-3%

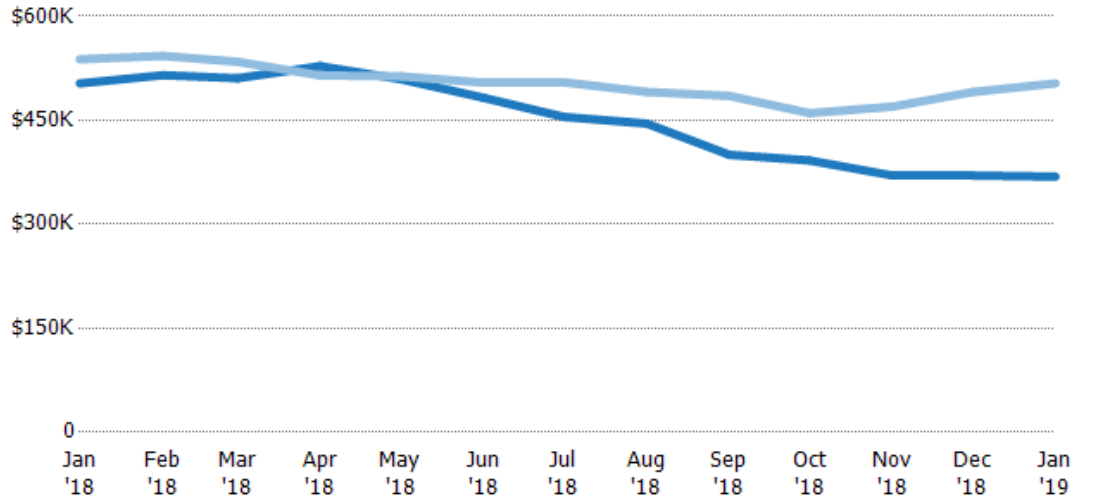
Average Listing Price

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

Filters Used

ZIP: Vergennes, VT 05491
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence

Month/ Year	Price	% Chg.
Jan '19	\$369K	-26.7%
Jan '18	\$503K	-6.5%
Jan '17	\$538K	-3.8%



Current Year	\$503K	\$515K	\$511K	\$528K	\$509K	\$482K	\$455K	\$445K	\$400K	\$392K	\$370K	\$370K	\$369K
Prior Year	\$538K	\$543K	\$534K	\$515K	\$513K	\$504K	\$505K	\$491K	\$485K	\$460K	\$470K	\$491K	\$503K
Percent Change from Prior Year	-6%	-5%	-4%	3%	-1%	-4%	-10%	-9%	-18%	-15%	-21%	-25%	-27%

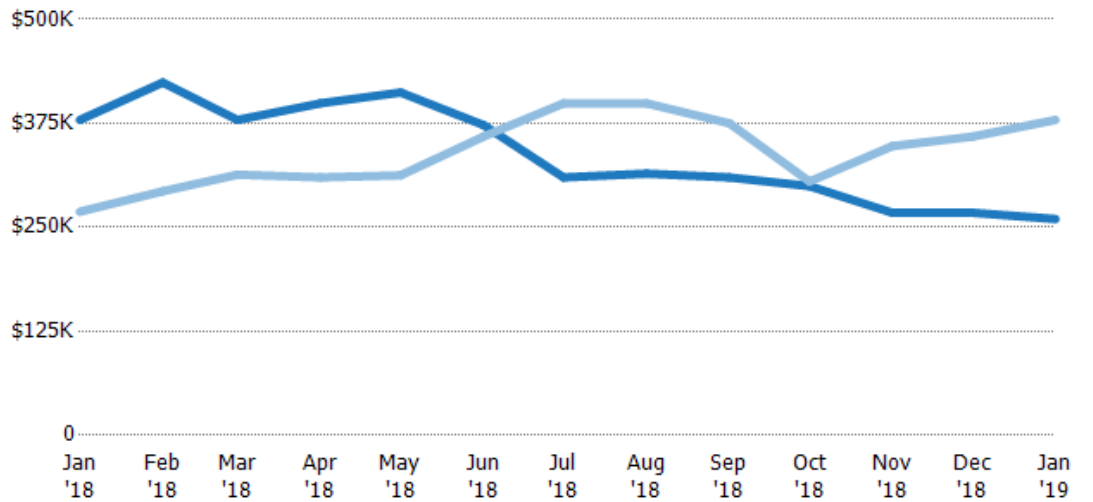
Median Listing Price

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

Filters Used

ZIP: Vergennes, VT 05491
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence

Month/ Year	Price	% Chg.
Jan '19	\$260K	-31.4%
Jan '18	\$379K	41%
Jan '17	\$269K	11.4%



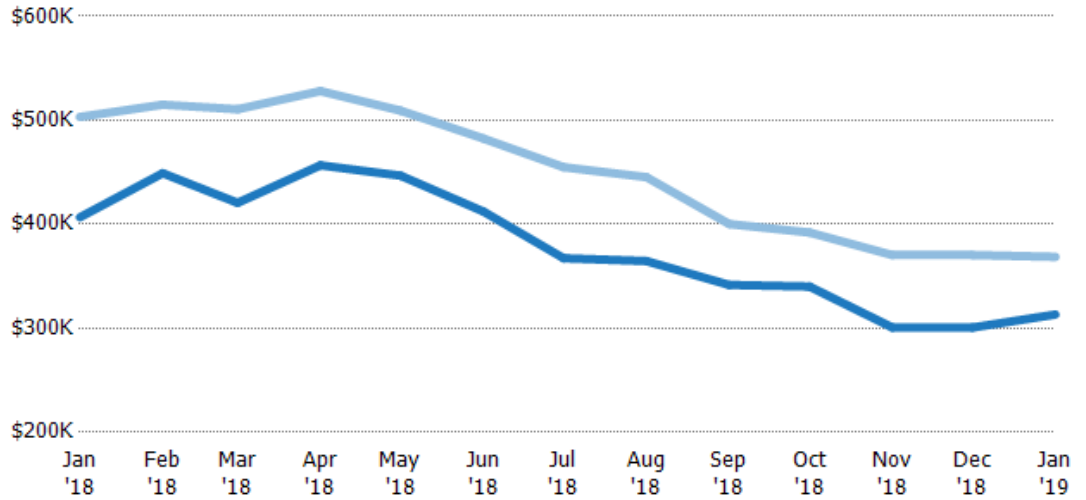
Current Year	\$379K	\$424K	\$379K	\$399K	\$412K	\$373K	\$310K	\$314K	\$310K	\$300K	\$267K	\$267K	\$260K
Prior Year	\$269K	\$293K	\$313K	\$310K	\$312K	\$359K	\$399K	\$399K	\$375K	\$305K	\$348K	\$359K	\$379K
Percent Change from Prior Year	41%	45%	21%	29%	32%	4%	-22%	-21%	-17%	-2%	-23%	-26%	-31%

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: Vergennes, VT 05491
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence

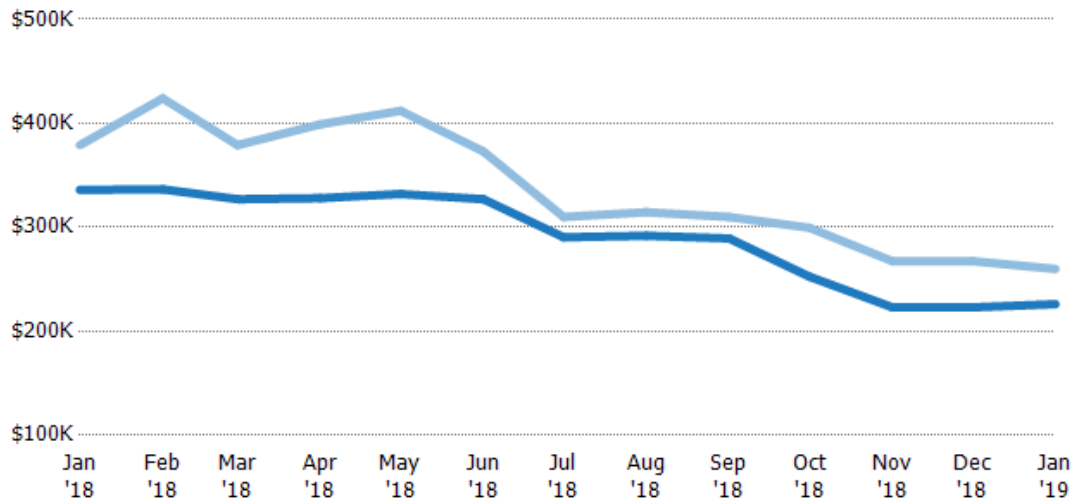


Median Listing Price vs Median Est Value

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

Filters Used

ZIP: Vergennes, VT 05491
 Property Type:
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 Family Residence



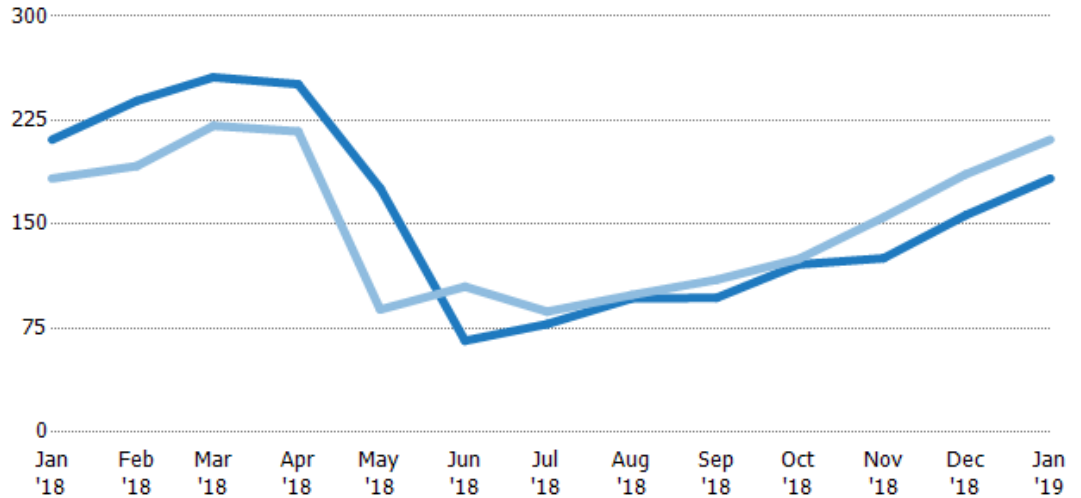
Median Days in RPR

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: Vergennes, VT 05491
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence

Month/ Year	Days	% Chg.
Jan '19	183	-13.3%
Jan '18	211	15.3%
Jan '17	183	-3%



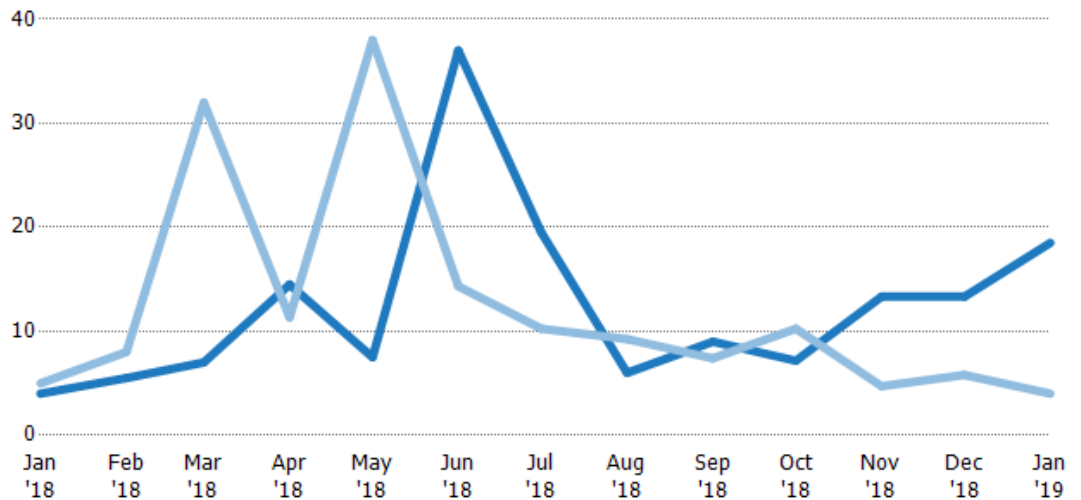
	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19
Current Year	211	239	256	251	176	66	78	96.5	97	121	126	157	183
Prior Year	183	192	221	217	88.5	105	87	99	110	125	155	186	211
Percent Change from Prior Year	15%	24%	16%	16%	99%	-37%	-10%	-3%	-12%	-3%	-19%	-16%	-13%

Months of Inventory

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

Filters Used

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 Family Residence



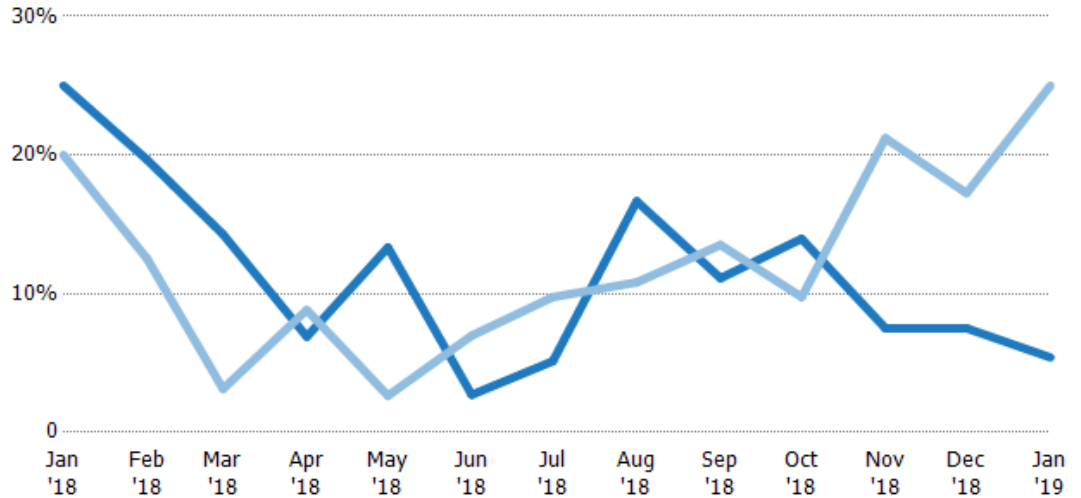
	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19
Current Year	4	5.5	7	14.5	7.5	37	19.5	6	9	7.17	13.3	13.3	18.5
Prior Year	5	8	32	11.3	38	14.3	10.3	9.25	7.4	10.3	4.71	5.8	4
Percent Change from Prior Year	-20%	-100%	-78%	28%	-80%	158%	90%	-35%	22%	-30%	183%	130%	363%

Absorption Rate

The percentage of inventory sold per month.

Filters Used

ZIP: Vergennes, VT 05491
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 Family Residence



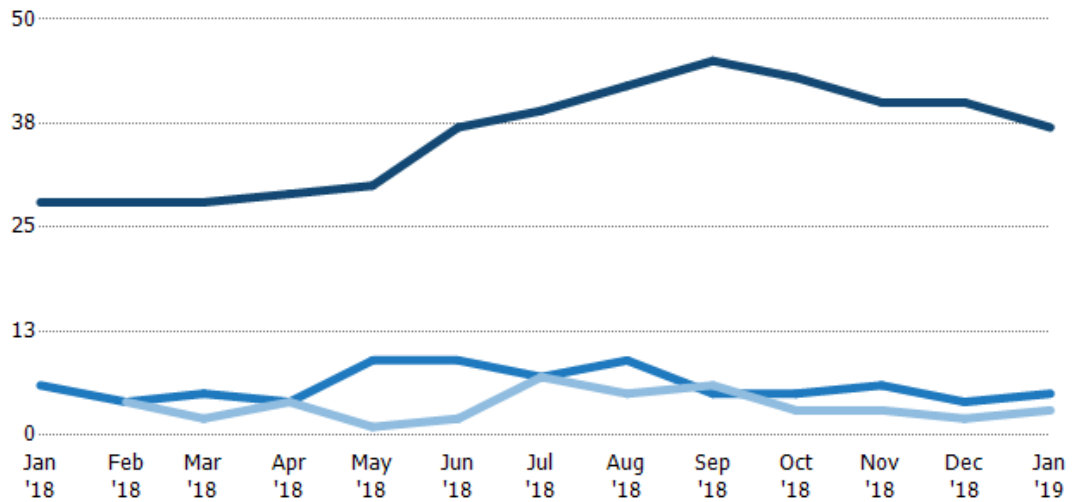
	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19
Current Year	25%	20%	14%	7%	13%	3%	5%	17%	11%	14%	8%	8%	5%
Prior Year	20%	13%	3%	9%	3%	7%	10%	11%	14%	10%	21%	17%	25%
Change from Prior Year	-5%	13%	-11%	2%	-11%	4%	5%	-6%	2%	-4%	14%	10%	20%

Active/Pending/Sold Units

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

Filters Used

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 Condo/Townhouse/Apt, Single
 Family Residence



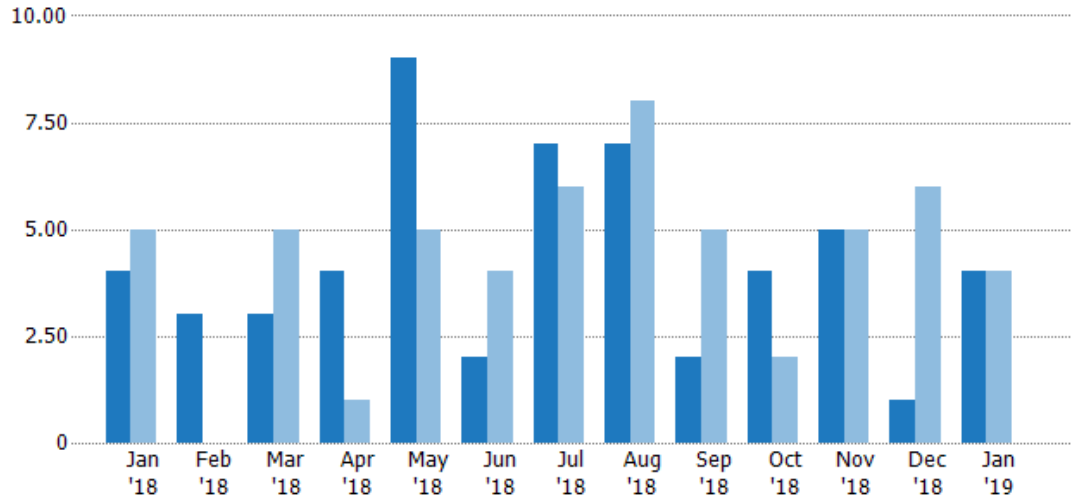
	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19
Active	28	28	28	29	30	37	39	42	45	43	40	40	37
Pending	6	4	5	4	9	9	7	9	5	5	6	4	5
Sold	-	4	2	4	1	2	7	5	6	3	3	2	3

New Pending Sales

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

Filters Used

ZIP: Vergennes, VT 05491
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence



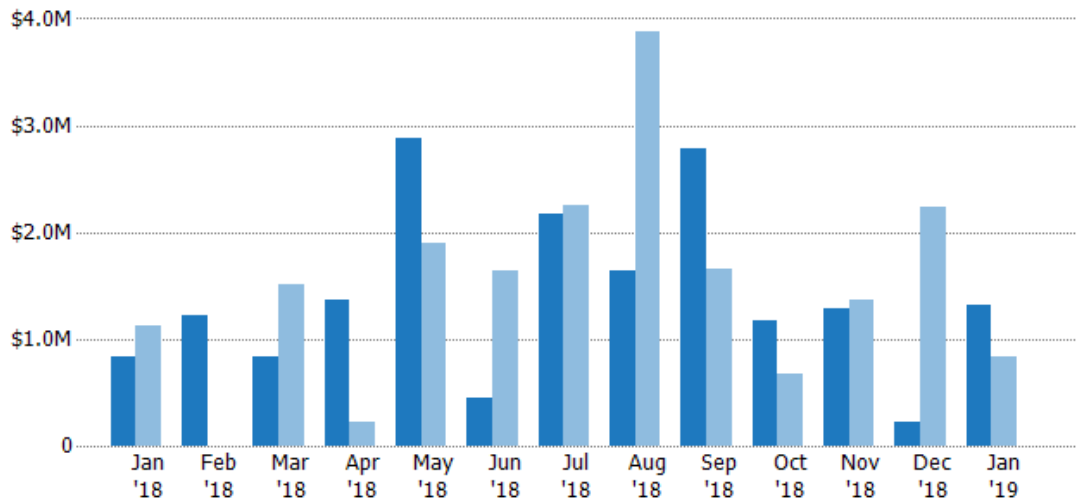
Current Year	4	3	3	4	9	2	7	7	2	4	5	1	4
Prior Year	5	-	5	1	5	4	6	8	5	2	5	6	4
Percent Change from Prior Year	-20%	100%	-40%	300%	80%	-50%	17%	-13%	-60%	100%	0%	-83%	0%

New Pending Sales Volume

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

Filters Used

ZIP: Vergennes, VT 05491
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence



Current Year	\$841K	\$1.21M	\$839K	\$1.37M	\$2.88M	\$450K	\$2.16M	\$1.63M	\$2.79M	\$1.17M	\$1.29M	\$230K	\$1.32M
Prior Year	\$1.12M	-	\$1.51M	\$225K	\$1.89M	\$1.64M	\$2.25M	\$3.87M	\$1.65M	\$679K	\$1.37M	\$2.23M	\$841K
Percent Change from Prior Year	-25%	100%	-44%	509%	53%	-73%	-4%	-58%	69%	73%	-6%	-90%	57%

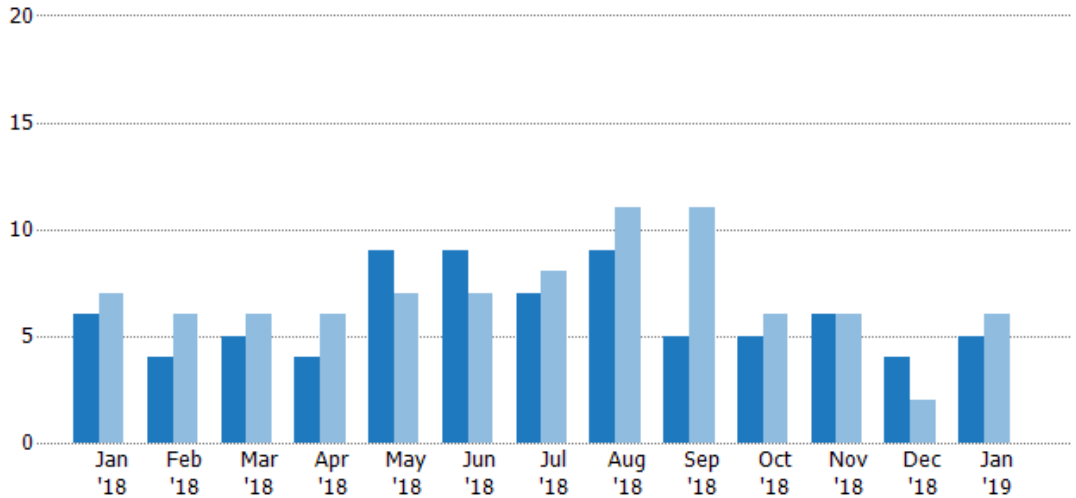
Pending Sales

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

Filters Used

ZIP: Vergennes, VT 05491
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence

Month/Year	Count	% Chg.
Jan '19	5	-16.7%
Jan '18	6	-14.3%
Jan '17	7	-28.6%



	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19
Current Year	6	4	5	4	9	9	7	9	5	5	6	4	5
Prior Year	7	6	6	6	7	7	8	11	11	6	6	2	6
Percent Change from Prior Year	-14%	-33%	-17%	-33%	29%	29%	-13%	-18%	-55%	-17%	0%	100%	-17%

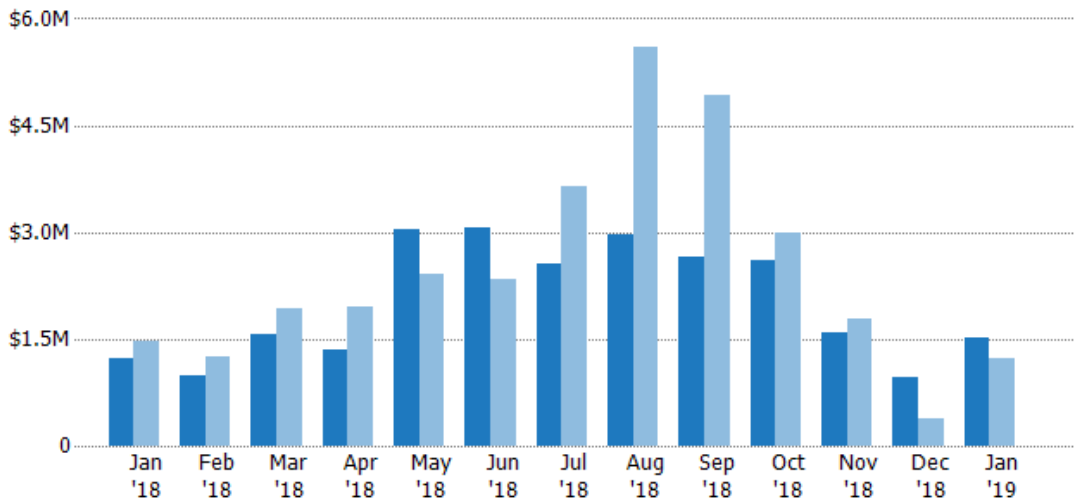
Pending Sales Volume

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

Filters Used

ZIP: Vergennes, VT 05491
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence

Month/Year	Volume	% Chg.
Jan '19	\$1.51M	23.5%
Jan '18	\$1.22M	-16.5%
Jan '17	\$1.46M	-36.8%



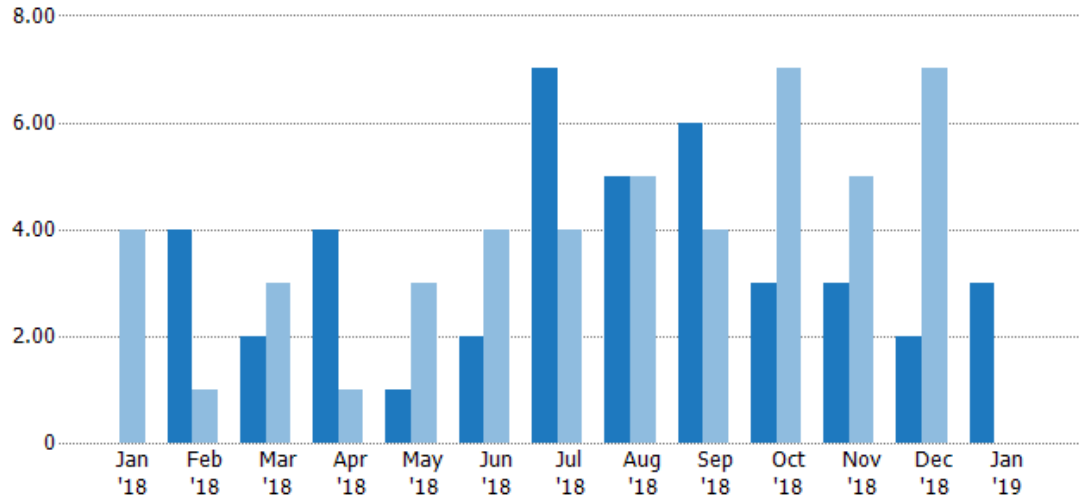
	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19
Current Year	\$1.22M	\$976K	\$1.56M	\$1.34M	\$3.05M	\$3.06M	\$2.56M	\$2.97M	\$2.65M	\$2.6M	\$1.59M	\$967K	\$1.51M
Prior Year	\$1.46M	\$1.26M	\$1.94M	\$1.95M	\$2.4M	\$2.34M	\$3.64M	\$5.59M	\$4.93M	\$3M	\$1.78M	\$380K	\$1.22M
Percent Change from Prior Year	-16%	-23%	-20%	-31%	27%	31%	-30%	-47%	-46%	-13%	-11%	154%	24%

Closed Sales

The total number of residential properties sold each month.

Filters Used

ZIP: Vergennes, VT 05491
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence



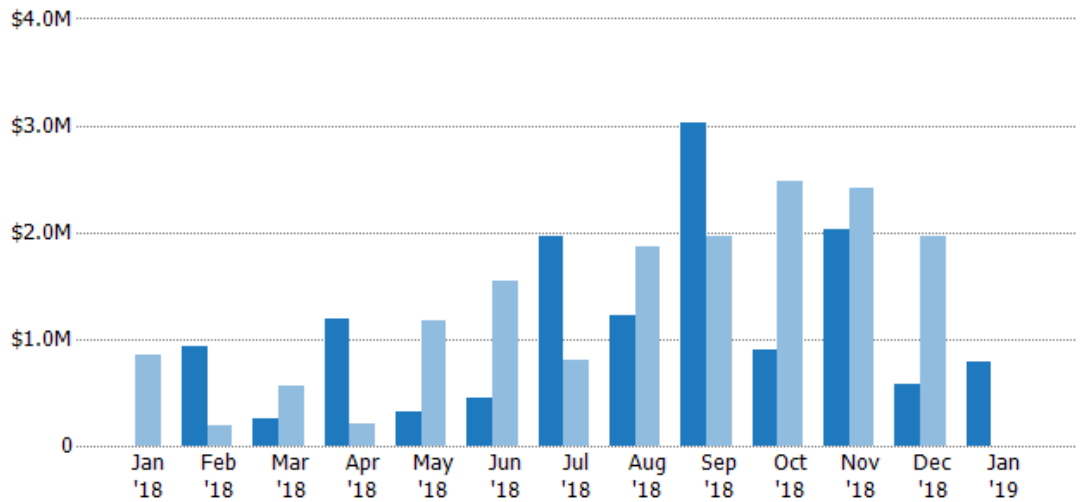
Current Year	-	4	2	4	1	2	7	5	6	3	3	2	3
Prior Year	4	1	3	1	3	4	4	5	4	7	5	7	-
Percent Change from Prior Year	-100%	300%	-33%	300%	-67%	-50%	75%	0%	50%	-57%	-40%	-71%	100%

Closed Sales Volume

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

Filters Used

ZIP: Vergennes, VT 05491
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence



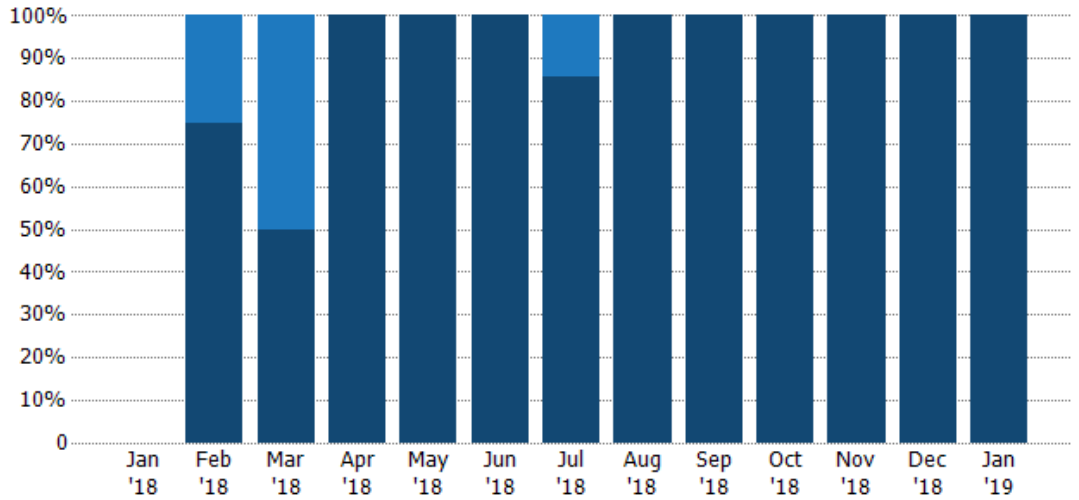
Current Year	-	\$934K	\$250K	\$1.2M	\$322K	\$446K	\$1.97M	\$1.22M	\$3.02M	\$896K	\$2.03M	\$577K	\$789K
Prior Year	\$858K	\$190K	\$558K	\$204K	\$1.17M	\$1.55M	\$803K	\$1.86M	\$1.96M	\$2.47M	\$2.41M	\$1.97M	-
Percent Change from Prior Year	-100%	392%	-55%	488%	-72%	-71%	145%	-34%	54%	-64%	-16%	-71%	100%

Closed Sales by Property Type

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

Filters Used

ZIP: Vergennes, VT 05491
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence



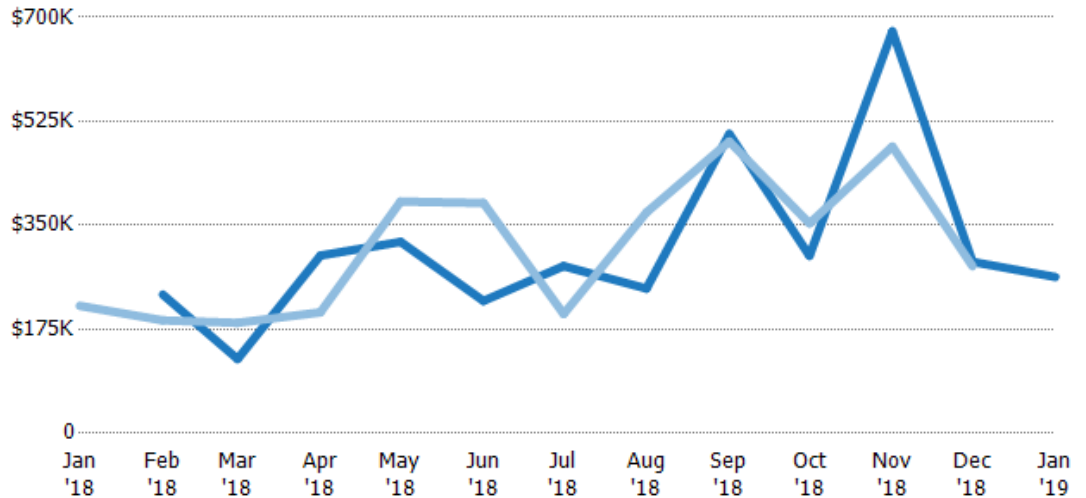
Property Type	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19
Condo/Townhouse	-	25%	50%	-	-	-	14%	-	-	-	-	-	-
Single Family Residence	-	75%	50%	100%	100%	100%	86%	100%	100%	100%	100%	100%	100%

Average Sales Price

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

Filters Used

ZIP: Vergennes, VT 05491
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence



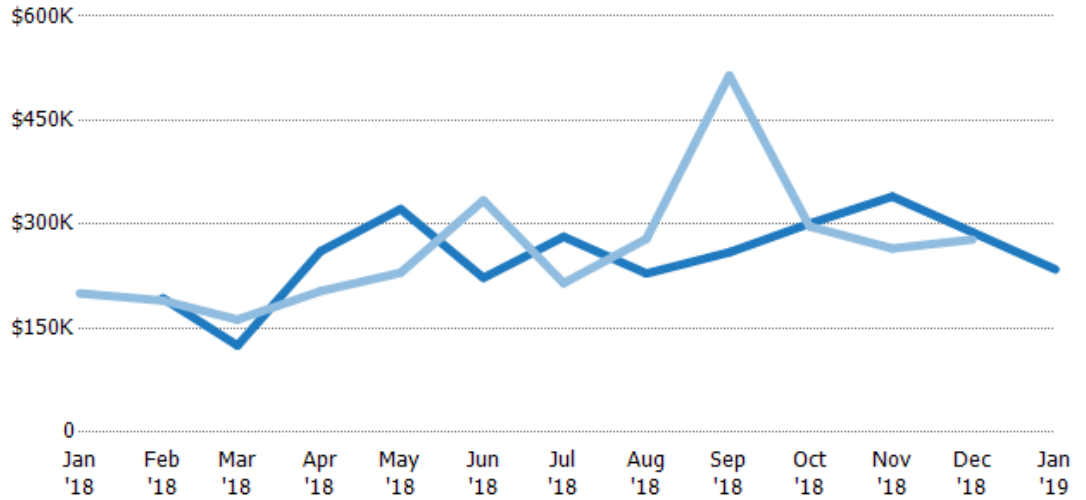
Property Type	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19
Current Year	-	\$234K	\$125K	\$299K	\$322K	\$223K	\$281K	\$244K	\$504K	\$299K	\$676K	\$289K	\$263K
Prior Year	\$214K	\$190K	\$186K	\$204K	\$390K	\$388K	\$201K	\$372K	\$491K	\$353K	\$483K	\$281K	-
Percent Change from Prior Year	-100%	23%	-33%	47%	-17%	-43%	40%	-34%	3%	-15%	40%	3%	100%

Median Sales Price

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

Filters Used

ZIP: Vergennes, VT 05491
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence



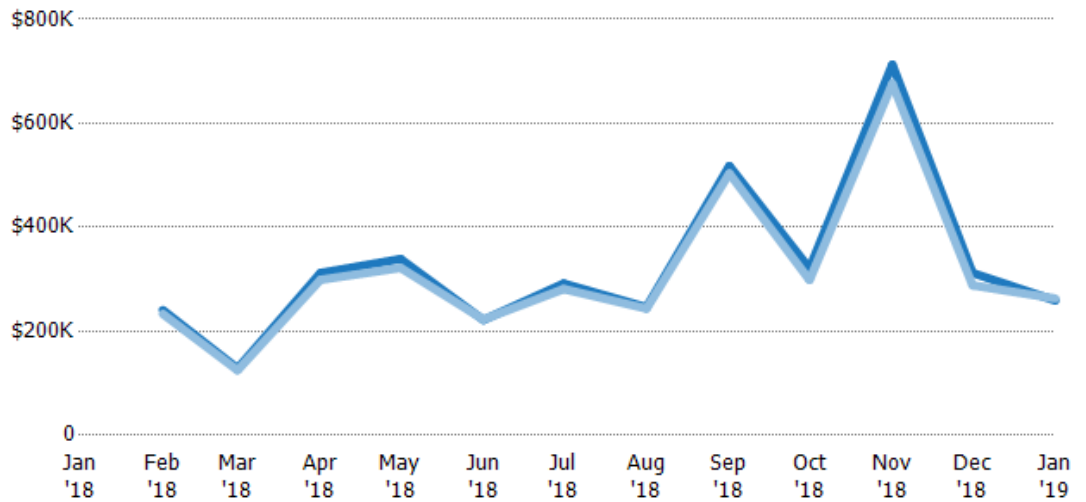
Current Year	-	\$194K	\$125K	\$261K	\$322K	\$223K	\$282K	\$229K	\$260K	\$301K	\$340K	\$289K	\$235K
Prior Year	\$200K	\$190K	\$163K	\$204K	\$230K	\$335K	\$215K	\$279K	\$515K	\$297K	\$265K	\$278K	-
Percent Change from Prior Year	-100%	2%	-23%	28%	40%	-33%	31%	-18%	-50%	1%	28%	4%	100%

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: Vergennes, VT 05491
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence



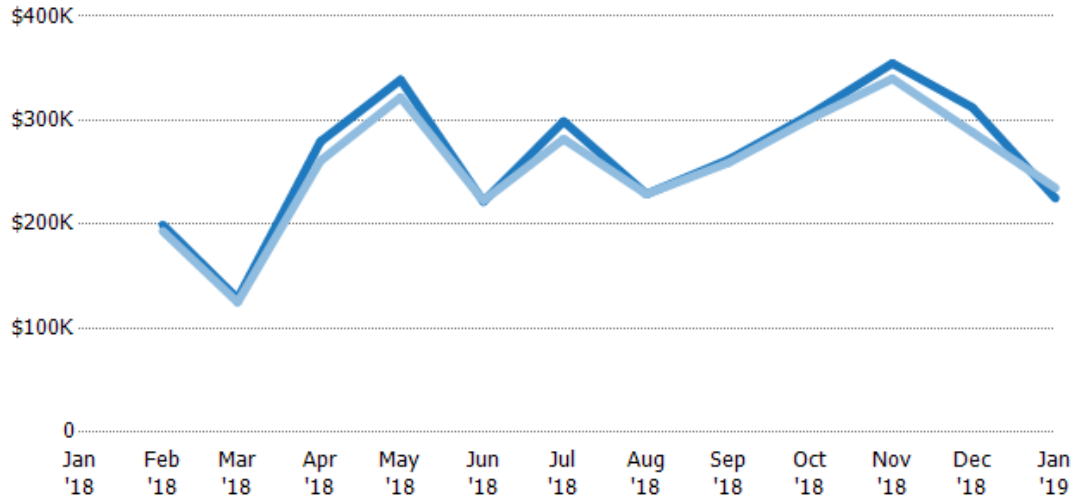
Avg List Price	-	\$241K	\$128K	\$312K	\$339K	\$222K	\$292K	\$246K	\$518K	\$321K	\$713K	\$312K	\$259K
Avg Sales Price	-	\$234K	\$125K	\$299K	\$322K	\$223K	\$281K	\$244K	\$504K	\$299K	\$676K	\$289K	\$263K
Avg Sales Price as a % of Avg List Price	-	97%	97%	96%	95%	100%	96%	99%	97%	93%	95%	92%	102%

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: Vergennes, VT 05491
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence



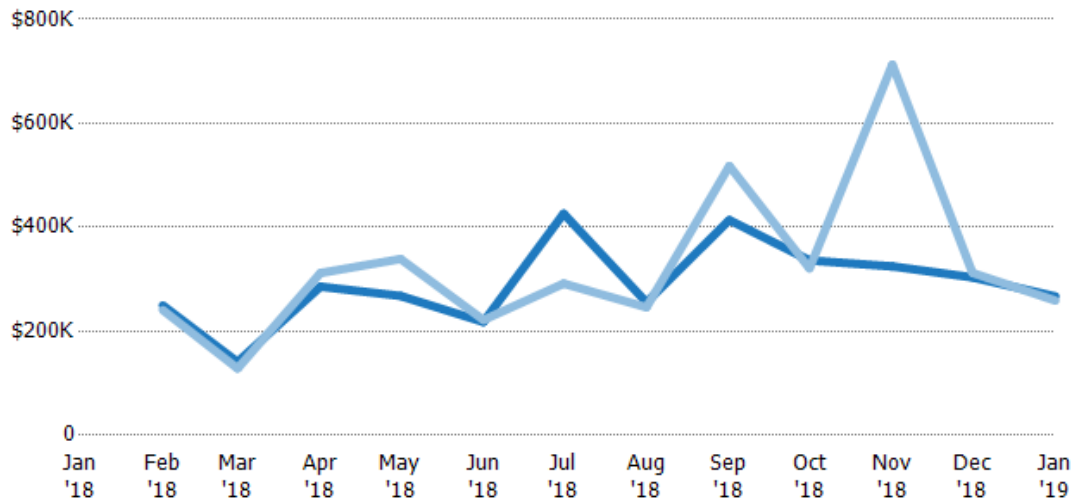
Median List Price	-	\$200K	\$128K	\$279K	\$339K	\$222K	\$299K	\$229K	\$262K	\$305K	\$355K	\$312K	\$225K
Median Sales Price	-	\$194K	\$125K	\$261K	\$322K	\$223K	\$282K	\$229K	\$260K	\$301K	\$340K	\$289K	\$235K
Med Sales Price as a % of Med List Price	-	97%	97%	93%	95%	100%	94%	100%	99%	99%	96%	92%	104%

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: Vergennes, VT 05491
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence



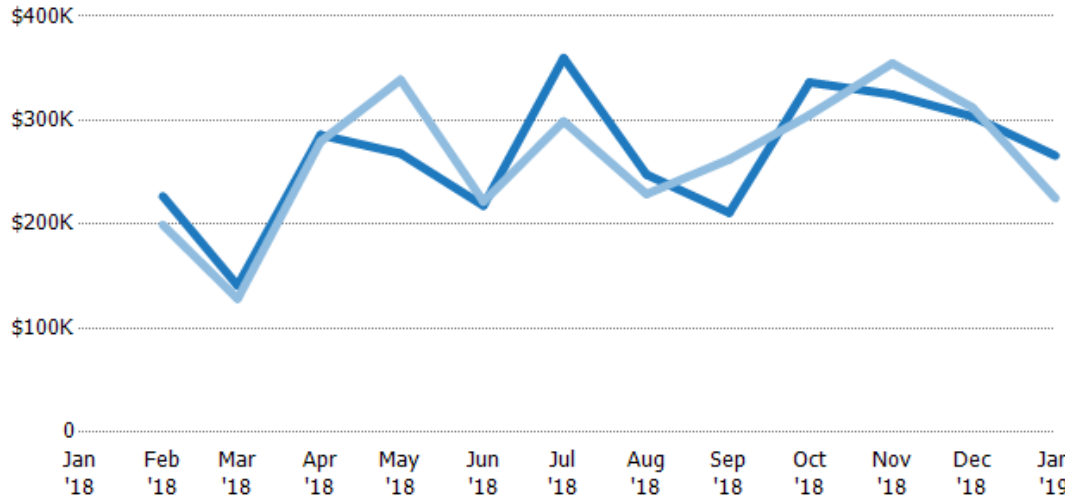
Avg Est Value	-	\$250K	\$141K	\$286K	\$268K	\$218K	\$426K	\$256K	\$414K	\$336K	\$325K	\$304K	\$267K
Avg Sales Price	-	\$241K	\$128K	\$312K	\$339K	\$222K	\$292K	\$246K	\$518K	\$321K	\$713K	\$312K	\$259K
Avg Sales Price as a % of Avg Est Value	-	96%	91%	109%	126%	102%	68%	96%	125%	95%	219%	103%	97%

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: Vergennes, VT 05491
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence



	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19
Median Est Value	-	\$227K	\$141K	\$286K	\$268K	\$218K	\$360K	\$248K	\$211K	\$336K	\$325K	\$304K	\$266K
Median Sales Price	-	\$200K	\$128K	\$279K	\$339K	\$222K	\$299K	\$229K	\$262K	\$305K	\$355K	\$312K	\$225K
Med Sales Price as a % of Med Est Value	-	88%	91%	98%	126%	102%	83%	92%	124%	91%	109%	103%	85%