

## 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	Dec 2018	Dec 2017	+/-	YTD 2018	YTD 2017	+ / -
Listing Activity Charts Metrics						
New Listing Count	_	_	-	_	_	_
New Listing Volume	_	_	-	_	_	_
Active Listing Count	40	30	+33.3%	N/A	NA	
Active Listing Volume	\$14,823,543	\$15,430,699	-3.9%	N/A	NA	
Average Listing Price	\$370,589	\$514,357	-28%	\$370,589	\$514,357	-28%
Median Listing Price	\$267,450	\$367,000	-27.1%	\$267,450	\$367,000	-27.1%
Median Days in RPR	156.5	188.5	-17%	156.5	188.5	-17%
Months of Inventory	_	_	-	5.7	5	+14.3%
Absorption Rate	_	_	+-	17.5%	20%	-2.5%
Sales Activity Charts Metrics		• • • • • • • • • • • • • • • • • • • •				
New Pending Sales Count	1	6	-83.3%	1	6	-83.3%
New Pending Sales Volume	\$229,900	\$2,230,450	-89.7%	\$229,900	\$2,230,450	-89.7%
Pending Sales Count	5	2	+150%	N/A	NA	
Pending Sales Volume	\$1,196,700	\$379,900	+215%	N/A	NA	
Cloæd Sales Count	2	7	-71.4%	2	7	-71.4%
Closed Sales Volume	\$577,000	\$1,968,500	-70.7%	\$577,000	\$1,968,500	-70.7%
Average Sales Price	\$288,500	\$281,214	+2.6%	\$288,500	\$281,214	+2.6%
Median Sales Price	\$288,500	\$278,000	+3.8%	\$288,500	\$278,000	+3.8%

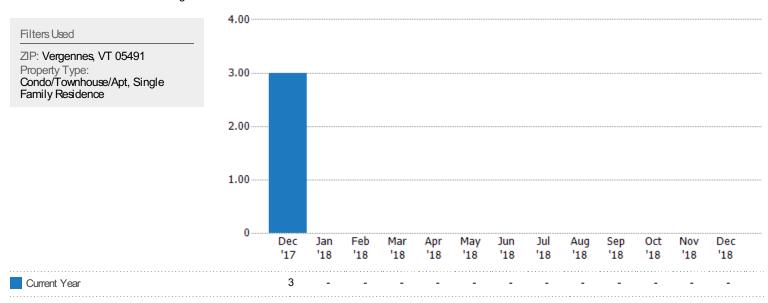






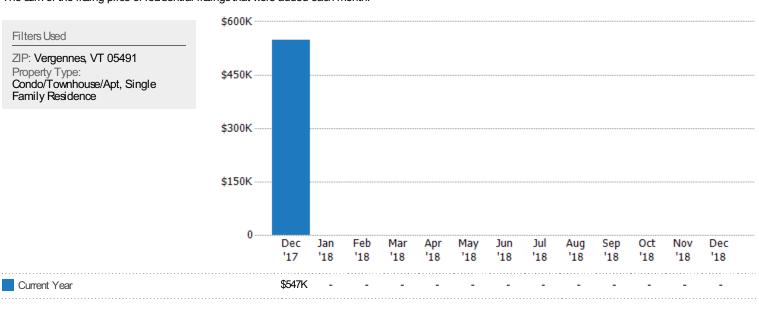
#### **New Listings**

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



#### **New Listing Volume**

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

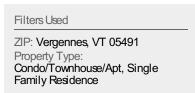


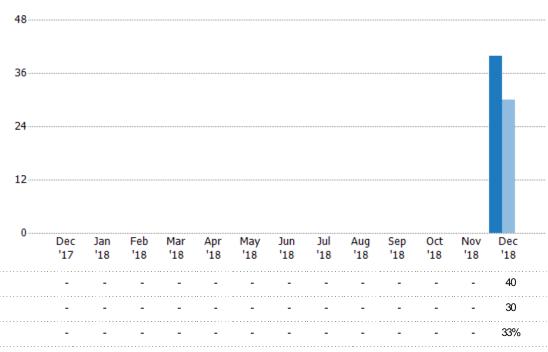




#### **Active Listings**

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





### **Active Listing Volume**

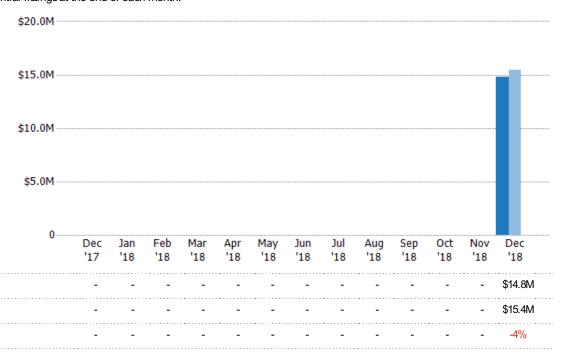
Percent Change from Prior Year

Current Year

Prior Year

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

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



Current Year

Percent Change from Prior Year





#### **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

\$60UK
\$450K
\$300K
\$150K

Dec	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '10	Aug '18	Sep '18	0ct	Nov	Dec '18
17	10	10	10	10	10	10	10	10	10	10	10	10
-	-	-	-	-	-	-	-	-	-	-	-	\$371K
-	-	-	-	-	-	-	-	-	-	-	-	\$514K

### **Median Listing Price**

Percent Change from Prior Year

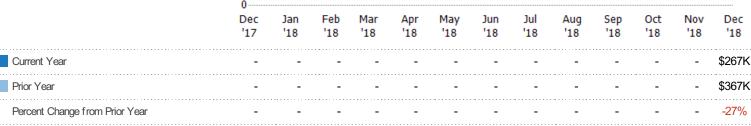
The median listing price of active residential listings at the end of each month.

Filters Used
ZIP: Vergennes, VT 05491

Current Year
Prior Year

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

De: '17	' '18											
De		'18	'18	'18	May '18	'18	'18	'18	'18	'18	'18	'18
	c Jan	Feb	Mar	Apr	Mav	Jun	Jul	Aua	Sep	Oct	Nov	Dec
0												
\$100K ···												
\$200K ···												
\$300K ···												
\$300K ···												
\$300K												
+20016												







#### 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	

\$400K												
\$300K												
\$200K												
\$100K												
•								Aug '18			Nov	Dec
-	-				- · · · · · · · · · · · · · · · · · · ·	- -	- -	-	- -	-	-	\$302K
-	-	-	-	-	-	-	-	-	-	-	-	\$371K
-	-	-	-	-	-	-	-	-	-	-	-	123%

### 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

Median Est Value

Median Listing Price

Med Listing Price as a  $\%\,\mathrm{of}\,$  Med Est Value

Avg Est Value

Avg Listing Price

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

Avg Listing Price as a % of Avg Est Value

\$300K												
\$225K												
\$150K												
\$75K												
_												
Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18
-	-	-	-	-	-	-	-	-	-	-	-	\$227K
												φ <b>ΖΖ</b> / Γ\
-	-	-	-	-	-	-	-	-	-	-	-	\$267K







### 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.

Property Condo/T	gennes, VT 05491	

200												
150												
100												
50												
0 Dec '17	Jan	Feb	Mar '18	Apr '18	May '18	Jun '18	Jul '18	'18	Sep '18	Oct '18	Nov '18	Dec '18
-	-	-	-	-	-	-	-	-	-	-	-	157
-	-	-	-	-	-	-	-	-	-	-	-	189
-	-	-	-	-	<del>-</del>	-	-	-		-	-	-17%

### 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: Vergennes, VT 05491

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

20 10 Dec Jan Feb Mar Apr May Jun Jul Aug Sep 0ct Nov Dec '18 '18 13.3 6 122%



Current Year

Percent Change from Prior Year





### **Absorption Rate**

The percentage of inventory sold per month.

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1 11	ILCIO	u	œu

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

20%
15%
10%

5% ------

	Dec	lan	Feb	Mar	Δnr	May	lun	1ul	Δυσ	Sen	Oct	Nov	Dec
	'17	'18				May '18				'18	'18	'18	'18
•	-	-	-	-	-	-	-	-	-		-	-	8%
	-	-	-	-	-	-	-	-	-	-	-	-	17%
									_	_		_	ο%

### Active/Pending/Sold Units

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

13

Filters Used

Current Year
Prior Year

Change from Prior Year

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

50	
38	
25	

Dec Jan Feb Mar Apr May Jun Jul Aug Sep 0ct Nov Dec '18 40 5 2



Active

Sold

Pending





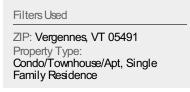
Current Year

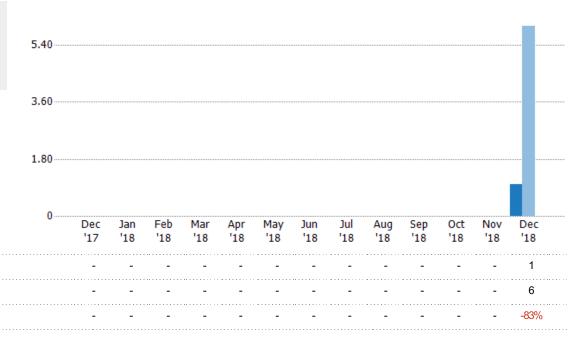
Prior Year

## Market Data Report

#### **New Pending Sales**

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

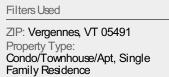


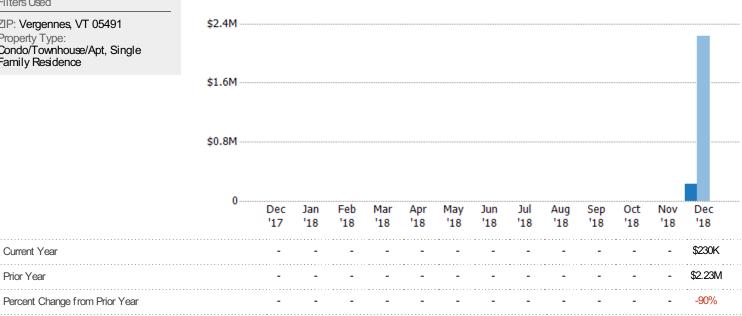


### New Pending Sales Volume

Percent Change from Prior Year

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









#### **Pending Sales**

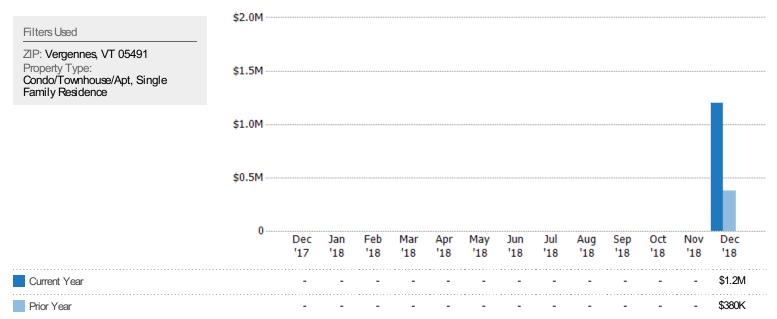
The number of residential properties with accepted offers that were available at the end each month.



### Pending Sales Volume

Percent Change from Prior Year

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





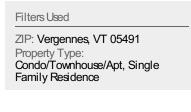


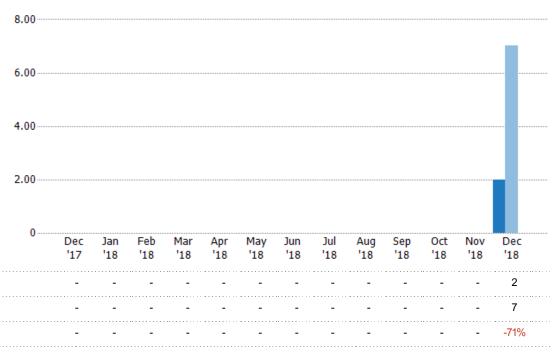
215%



#### **Closed Sales**

The total number of residential properties sold each month.





#### **Closed Sales Volume**

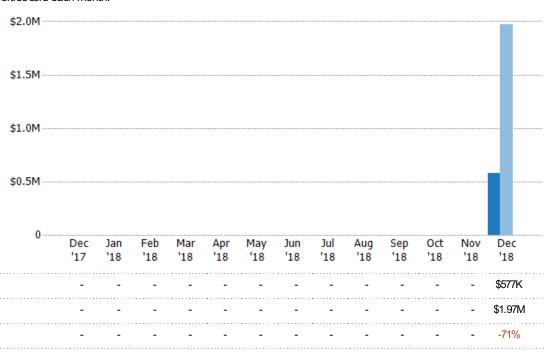
Percent Change from Prior Year

Current Year

Prior Year

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

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





Current Year

Percent Change from Prior Year



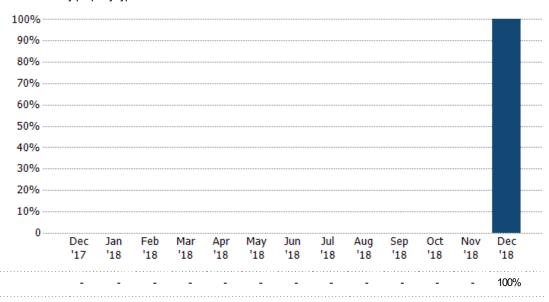


#### Closed Sales by Property Type

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



#### **Average Sales Price**

Single Family Residence

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

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

\$300K \$225K \$150K \$75K Dec Feb Apr May Jun Jul Aug Sep 0ct Nov Dec '17 '18 '18 '18 '18 '18 '18 '18 '18 '18 \$289K \$281K 3%



Current Year
Prior Year

Percent Change from Prior Year





Current Year
Prior Year

## Market Data Report

#### **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

\$300K	
\$225K	
\$150K	
\$75K	

Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18
-	-	-	-	-	-	-	-	-	-	-	-	\$289
-	-	-	-	-	-	-	-	-	-	-	-	\$278

### Average Sales Price vs Average Listing Price

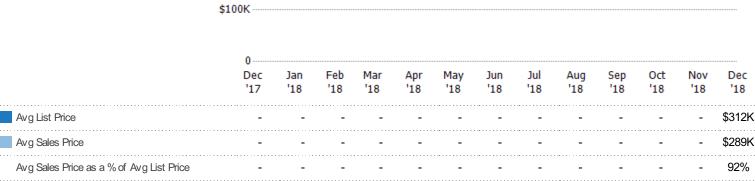
The average sales price as a percentage of the average listing price for properties sold each month.

Filters Used
ZIP: Vergennes, VT 05491
Property Type:
Condo/Townhouse/Apt, Single

Family Residence

Percent Change from Prior Year

\$400K												
\$300K												
\$200K												
\$100K												
•												
Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18
-	-	-	-	-	-	-	-	-	- -	-	-	\$312K









### 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

\$400K												
\$300K												
\$200K												
\$100K												
0												
Dec '17		Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18		Dec '18
-	-	-	-	-	-	-	-	-	-	-	-	\$312K
-	-	-	-	-	-	-	-	-	-	-	-	\$289K
-	-	-	-	-	-	-	-	-	-	-	-	92%

### 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

Median List Price

Median Sales Price

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

Med Sales Price as a % of Med List Price

/UIX								
0K	 	 		 	 			
0K	 	 		 	 			
•								
•								D
•			May '18		Sep '18		Nov '18	De '1
•					Sep '18	Oct '18	Nov '18	De '1
•					Sep '18	Oct '18	Nov '18	D:



Avg Est Value

Avg Sales Price

Avg Sales Price as a % of Avg Est Value





# Market Data Report

#### 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

Filters Used	\$400K												
ZIP: Vergennes, VT 05491 Property Type: Condo/Townhouse/Apt, Single Family Residence	\$300K												
	\$200K												
	\$100K												
	0												
	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18
Median Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$304K
Median Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$312K
Med Sales Price as a % of Med Est Value	-	-	-	-	-	-	-	-	-	-	-	-	103%



