

# 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 2017	YTD 2018	+ / -	Feb 2017	Feb 2018	Key Metrics
						Listing Activity Charts Metrics
+	2	2	+	2	2	New Listing Count
-47.2%	\$1,230,000	\$649,000	-47.2%	\$1,230,000	\$649,000	New Listing Volume
-25%	36	27	-25%	36	27	Active Listing Count
-23.2%	\$18,913,800	\$14,526,999	-23.2%	\$18,913,800	\$14,526,999	Active Listing Volume
+2.4%	\$525,383	\$538,037	+2.4%	\$525,383	\$538,037	Average Listing Price
+29.6%	\$293,250	\$380,000	+29.6%	\$293,250	\$380,000	Median Listing Price
+21.4%	192	233	+21.4%	192	233	Median Days in RPR
+200%	9	27	-	_	_	Months of Inventory
-7.4%	11.11%	3.7%	+	_	_	Absorption Rate
						Sales Activity Charts Metrics
_	_	4	-	_	4	New Pending Sales Count
_	_	\$1,413,000	-	_	\$1,413,000	New Pending Sales Volume
+	7	7	+	7	7	Pending Sales Count
+67.7%	\$1,561,300	\$2,618,900	+67.7%	\$1,561,300	\$2,618,900	Pending Sales Volume
+500%	1	6	+500%	1	6	Closed Sales Count
+685.8%	\$190,000	\$1,493,000	+685.8%	\$190,000	\$1,493,000	Cloæd Sales Volume
+31%	\$190,000	\$248,833	+31%	\$190,000	\$248,833	Average Sales Price
+1.8%	\$190,000	\$193,500	+1.8%	\$190,000	\$193,500	Median Sales Price





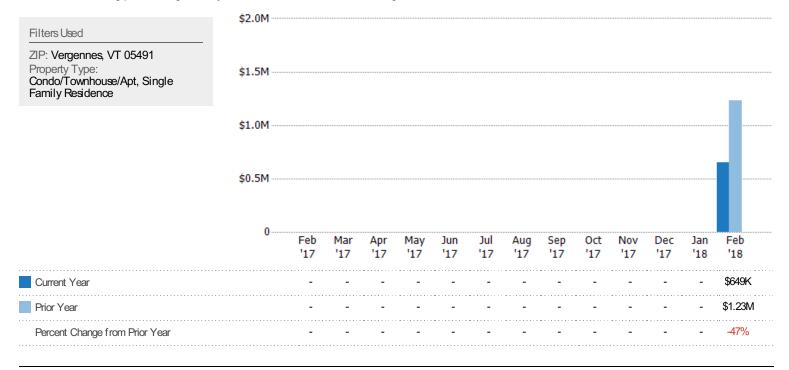
## New Listings

The number of new single-family, condominium and townhome listings that were added each month.

Filters Used ZIP: Vergennes, VT 05491 Property Type: Condo/Townhouse/Apt, Single Family Residence	5.40														
	3.60														
	1.80														
		Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	
		17	17	17	17	17	17	17	17	17	17	17	10	10	
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	2	
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	2	
PriorExtra Year		-	-	-	-	-	-	-	-	-	-	-	-	-	

## New Listing Volume

The sum of the listing price of single-family, condominium and townhome listings that were added each month.





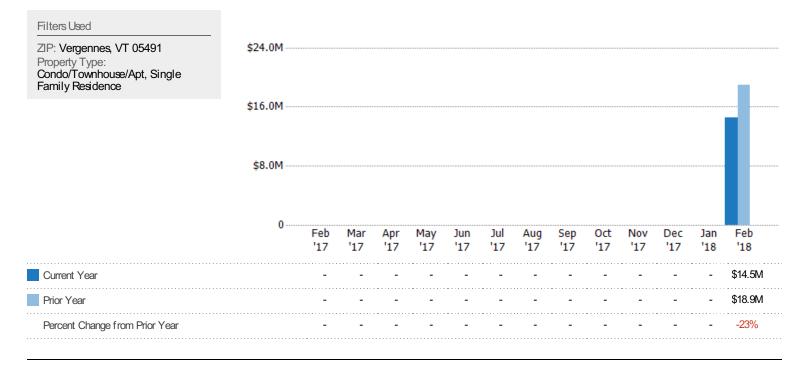
## Active Listings

The number of active single-family, condominium and townhome listings at the end of each month.

Filters Used	60													
ZIP: Vergennes, VT 05491 Property Type: Condo/Townhouse/Apt, Single Family Residence	45													
	30													
	15													
	0	Feb	Mar	Δnr	May	lun	Jul	Aug	Sen	0ct	Nov	Dec	Jan	Feb
		'17	'17	'17	May '17	'17	'17	'17	Sep '17	'17	'17	'17	'18	'18
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	27
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	36
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	-25%

## Active Listing Volume

The sum of the listing price of active single-family, condominium and townhome listings at the end of each month.





## **Average Listing Price**

The average listing price of active single-family, condominium and townhome listings at the end of each month.

\$600K												
\$450K												
\$300K												
\$150K												
0 Feb				Jun	Jul	Aug				Dec	Jan	Feb
'17	'17	'17	'17	'17	'17	'17	'17	'17	'17	'17	'18	'18
-	-	-	-	-	-	-	-	-	-	-	-	\$538K
-	-	-	-	-	-	-	-	-	-	-	-	\$525K
-	-	-	-	-	-	-	-	-	-	-	-	2%
	\$450K \$300K \$150K G Feb	\$450K \$300K \$150K 0 Feb Mar	\$450K \$300K \$150K 0	\$450K \$300K \$150K 0 Feb Mar Apr May	\$450K \$300K \$150K	\$150K						

## Median Listing Price

The median listing price of active single-family, condominium and townhome listings at the end of each month.

	\$400K ······												
Filters Used													
ZIP: Vergennes, VT 05491 Property Type: Condo/Townhouse/Apt, Single Family Residence	\$300K												
	\$200K												
	\$100K												
	0												
	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$380K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$293K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	30%





# 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.

	\$600K ······												
Filters Used ZIP: Vergennes, VT 05491 Property Type: Condo/Townhouse/Apt, Single Family Residence	\$450K												
	\$300K												
	\$150K												
	0 Feb '17	Mar '17	Apr '17	May '17			Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18
Avg Est Value	_	-	-	-	-	-	-	-	-	-	-	-	\$489K
Avg Listing Price	-	-	-	-	-	-	-	-	-	-	-	-	\$538K
Avg Listing Price as a % of Avg Est Value		-	-	-	-	-	-	-	-	-	-	-	110%

## 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.

	\$400K												
Filters Used ZIP: Vergennes, VT 05491 Property Type: Condo/Townhouse/Apt, Single Family Residence	\$300K												
	\$200K												
	\$100K												
	0												
	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18
Median Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$359K
Median Listing Price	-	-	-	-	-	-	-	-	-	-	-	-	\$380K
Med Listing Price as a % of Med Est Value	; -	-	-	-	-	-	-	-	-	-	-	-	106%



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## 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.

	300												
Filters Used ZIP: Vergennes, VT 05491 Property Type: Condo/Townhouse/Apt, Single Family Residence	225												
	150												
	75												
	0												
	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	233
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	192
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	21%

## Months of Inventory

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

Filters Used	60												
ZIP: Vergennes, VT 05491 Property Type: Condo/Townhouse/Apt, Single Family Residence	45												
	30												
	15												
	0												
	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	7.2
Prior Year	50	-	-	-	-	-	-	-	-	-	-	-	-
Percent Change from Prior Year	-100%	-83%	-67%	-50%	-33%	-17%	0	17%	33%	50%	67%	83%	100%





## Absorption Rate

The percentage of inventory sold per month.

Filters Used	15%												
ZIP: Vergennes, VT 05491 Property Type: Condo/Townhouse/Apt, Single Family Residence	10%												
	5%												
	0 Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	14%
Prior Year	2%	-	-	-	-	-	-	-	-	-	-	-	-
Change from Prior Year	2%	1%	-1%	-2%	-3%	-5%	-6%	-7%	-9%	-10%	-11%	-13%	-14%

# Active/Pending/Sold Units

The number of single-family, condominium and townhome properties that were Active, Pending and Sold each month.

	30												
Filters Used ZIP: Vergennes, VT 05491 Property Type: Condo/Townhouse/Apt, Single Family Residence	23												
	15												
	8												
	0												
	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb
	'17	'17	'17	'17	'17	'17	'17	'17	'17	'17	'17	'18	'18
Active	-	-	-	-	-	-	-	-	-	-	-	-	27
Pending	-	-	-	-	-	-	-	-	-	-	-	-	7
	•••••		• • • • • • • • • • • • • •										
Sold	-	-	-	-	-	-	-	-	-	-	-	-	6

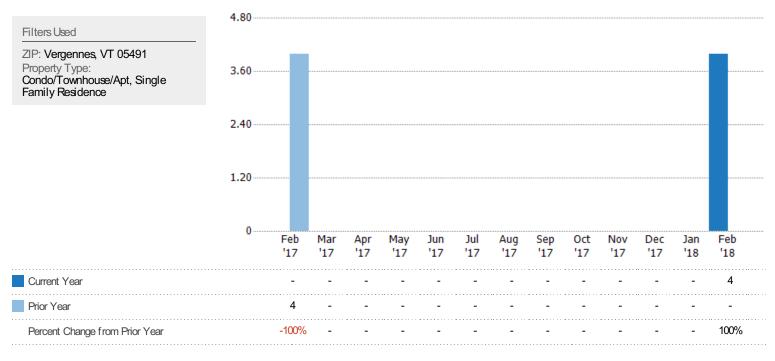






## New Pending Sales

The number of single-family, condominium and townhome properties with accepted offers that were added each month.



# New Pending Sales Volume

The sum of the sales price of single-family, condominium and townhome properties with accepted offers that were added each month.





# Pending Sales

The number of single-family, condominium and townhome properties with accepted offers that were available at the end each month.

	20.00														
Filters Used ZIP: Vergennes, VT 05491 Property Type: Condo/Townhouse/Apt, Single Family Residence	15.00														
	10.00														
	5.00														
	0														
		Feb '17	Mar '17	Арг '17	May '17	Jun '17	Jui '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	7	• • • •
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	7	
PriorExtra Year		-	-	-	-	-	-	-	-	-	-	-	-	-	

## Pending Sales Volume

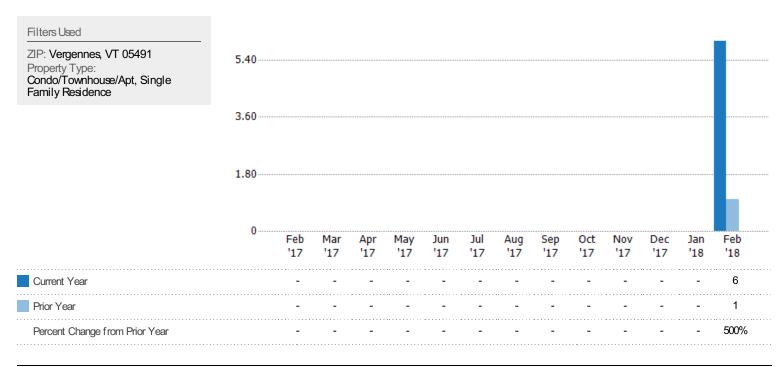
The sum of the sales price of single-family, condominium and townhome properties with accepted offers that were available at the end of each month.

Filters Used														-
ZIP: Vergennes, VT 05491 Property Type: Condo/Townhouse/Apt, Single Family Residence	\$2.4M													
	\$1.6M													
	\$0.8M													
	0	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	0ct	Nov	Dec	Jan	Feb
		'17	'17	'17	'17	'17	'17	'17	'17	'17	'17	'17	'18	'18
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	\$2.62M
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	\$1.56M
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	68%



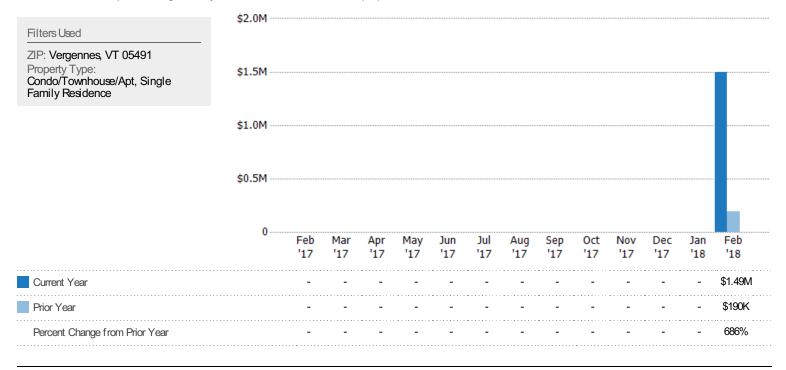
## Closed Sales

The total number of single-family, condominium and townhome properties sold each month.



## **Closed Sales Volume**

The sum of the sales price of single-family, condominium and townhome properties sold each month.





# Closed Sales by Property Type

The percentage of single-family, condominium and townhome properties sold each month by property type.

	100%														
Filters Used	90%														
ZIP: Vergennes, VT 05491 Property Type:	80%														
Property Type: Condo/Townhouse/Apt, Single Family Residence	70%														
Family Residence	60%														
	50%														
	40%														
	30%														
	20%														
	10%														
	0	Feb	Mar	Apr	May		Jul	Aug	Sep	0ct	Nov	Dec	Jan	Feb	
		'17	'17	'17	'17	'17	'17	'17	'17	'17	'17	'17	'18	'18	
Condo/Townhouse		-	-	-	-	-	-	-	-	-	-	-	-	17%	
Single Family Residence		-	-	-	-	-	-	-	-	-	-	-	-	83%	

# Average Sales Price

The average sales price of the single-family, condominium and townhome properties sold each month.

	\$400K ······												
Filters Used													
ZIP: Vergennes, VT 05491 Property Type: Condo/Townhouse/Apt, Single Family Residence	\$300K												
	\$200K												
	\$100K												
	0												
	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$249K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$190K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	31%





#### Median Sales Price

The median sales price of the single-family, condominium and townhome properties sold each month.

	\$400K ······												
Filters Used ZIP: Vergennes, VT 05491 Property Type: Condo/Townhouse/Apt, Single Family Residence	\$300K												
	\$200K												
	\$100K												
	\$100K												
	0 Feb	Mar	Apr	May	Jun		Διια		0ct	Nov	Dec	Jan	Feb
	'17	'17	'17	'17	'17	'17	Aug '17	Sep '17	'17	'17	'17	'18	'18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$194K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$190K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	2%

## 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	\$300K ······												
ZIP: Vergennes, VT 05491 Property Type: Condo/Townhouse/Apt, Single Family Residence	\$225K												
	\$150K												
	\$75K												
	0 Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18
Avg List Price	-	-	-	-	-	-	-	-	-	-	-	-	\$253K
Avg Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$249K
Avg Sales Price as a % of Avg List Price	-	-	-	-	-	-	-	-	-	-	-	-	98%



# 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	\$200K ······												
ZIP: Vergennes, VT 05491 Property Type: Condo/Townhouse/Apt, Single Family Residence	\$150K												
	\$100K												
	\$50K												
	0 Feb '17	Mar '17	Apr '17	May '17					0ct '17	Nov '17	Dec '17	Jan '18	Feb '18
Median List Price	-	-	-	-	-	-	-	-	-	-	-	-	\$200K
Median Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$194K
Med Sales Price as a % of Med List Price	-	-	-	-	-	-	-	-	-	-	-	-	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.

	\$300K ······												
Filters Used ZIP: Vergennes, VT 05491 Property Type: Condo/Townhouse/Apt, Single Family Residence	\$225K												
	\$150K												
	\$75K												
	ψνοις												
	0												
	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18
Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$261K
Avg Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$253K
Avg Sales Price as a % of Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	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.

	\$300K ······												
Filters Used ZIP: Vergennes, VT 05491 Property Type: Condo/Townhouse/Apt, Single Family Residence	\$225K												
	\$150K												
	\$75K												
	0 Feb '17	Mar '17	Apr '17	May '17	Jun '17				0ct '17	Nov '17	Dec '17	Jan '18	Feb '18
Median Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$261K
Median Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$200K
Med Sales Price as a % of Med Est Value	-	-	-	-	-	-	-	-	-	-	-	-	76%

