

# 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	+/-	Mar 2017	Mar 2018	Key Metrics
						Listing Activity Charts Metrics
-37.5%	8	5	-37.5%	8	5	New Listing Count
-34.8%	\$2,115,500	\$1,379,800	-34.8%	\$2,115,500	\$1,379,800	New Listing Volume
-29.7%	37	26	-29.7%	37	26	Active Listing Count
-18%	\$18,994,500	\$15,575,500	-18%	\$18,994,500	\$15,575,500	Active Listing Volume
+16.7%	\$513,365	\$599,058	+16.7%	\$513,365	\$599,058	Average Listing Price
+32.6%	\$339,000	\$449,450	+32.6%	\$339,000	\$449,450	Median Listing Price
+7%	221	236.5	+7%	221	236.5	Median Daysin RPR
-76.6%	37	8.7	-	_	_	Months of Inventory
+8.8%	2.7%	11.54%	+	-	_	Absorption Rate
						Sales Activity Charts Metrics
+	5	5	+	5	5	New Pending Sales Count
-24.6%	\$1,506,800	\$1,136,399	-24.6%	\$1,506,800	\$1,136,399	New Pending Sales Volume
+28.6%	7	9	+28.6%	7	9	Pending Sales Count
+13.9%	\$2,237,400	\$2,549,399	+13.9%	\$2,237,400	\$2,549,399	Pending Sales Volume
+	3	3	+	3	3	Closed Sales Count
+102.3%	\$557,500	\$1,128,000	+102.3%	\$557,500	\$1,128,000	Closed Sales Volume
+102.3%	\$185,833	\$376,000	+102.3%	\$185,833	\$376,000	Average Sales Price
+24.9%	\$162,500	\$203,000	+24.9%	\$162,500	\$203,000	Median Sales Price





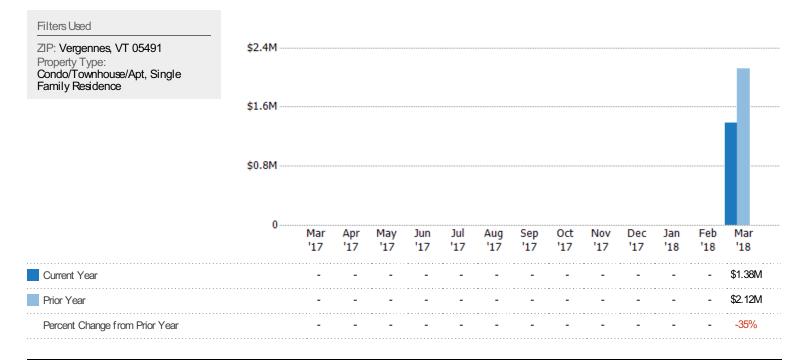
## New Listings

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

	8.80													
Filters Used ZIP: Vergennes, VT 05491 Property Type: Condo/Townhouse/Apt, Single Family Residence	6.60													
	4.40													
	2.20													
	0	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	5
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	8
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	-38%

## New Listing Volume

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

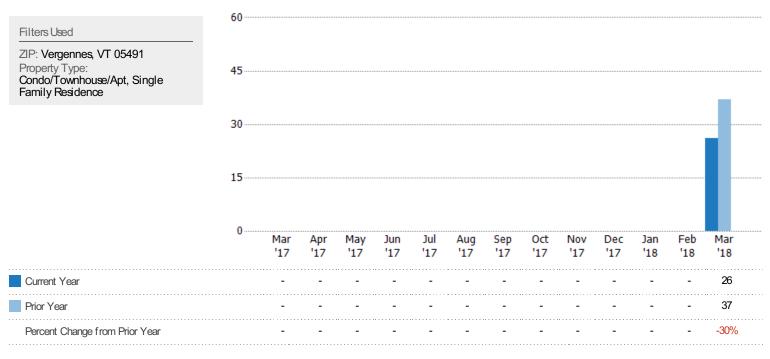


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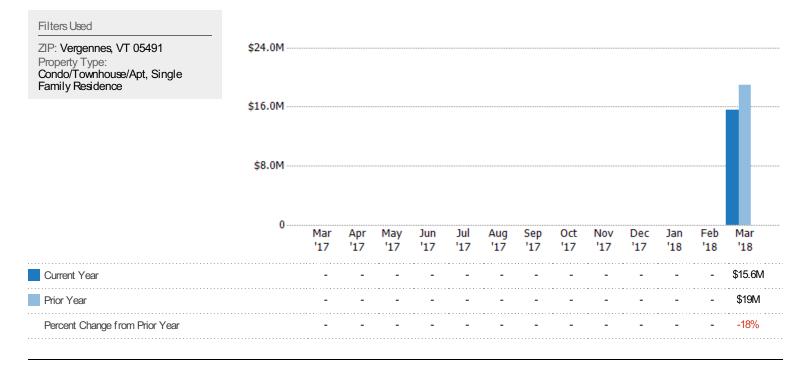
## Active Listings

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



### Active Listing Volume

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



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#### **Average Listing Price**

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

	\$600K ······												
Filters Used ZIP: Vergennes, VT 05491 Property Type: Condo/Townhouse/Apt, Single Family Residence	\$450K												
	\$300K												
	\$150K												
	0												
	Mar	Apr	May	Jun	Jul '17	Aug '17	Sep	Oct	Nov	Dec	Jan	Feb	Mar
	'17	'17	'17	'17	.17	.1/	.17	.17	'17	'17	'18	'18	'18
Current Year	_	-	-	-	_	-	-	-	_	-	-	_	
													\$599K
Prior Year	-	-	-	-		-	-	-	-	-	-	-	\$599K \$513K
Prior Year Percent Change from Prior Year	-	-	-	-	-	-	-	-	-		-	-	

#### Median Listing Price

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

Filters Used	\$500K ······												
ZIP: Vergennes, VT 05491 Property Type: Condo/Townhouse/Apt, Single Family Residence	\$375K												
	\$250K												
	\$125K												
	0												
	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$449K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$339K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	33%





## 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												
\$450K												
\$300K												
\$150K												
0 Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18
-	-	-	-	-	-	-	-	-	-	-	-	\$495K
-	-	-	-	-	-	-	-	-	-	-	-	\$599K
.e -	-	-	-	-	-	-	-	-	-	-	-	121%
	\$450K \$300K \$150K 0 Mar	\$450K \$300K \$150K Mar Apr '17 '17 	\$450K \$300K \$150K 0 Mar Apr May '17 '17 '17 	\$450K \$300K \$150K 0 Mar Apr May Jun '17 '17 '17 '17 	\$450K \$300K \$150K 0 Mar Apr May Jun Jul '17 '17 '17 '17 '17 	\$450K \$300K \$150K 0 Mar Apr May Jun Jul Aug '17 '17 '17 '17 '17 	\$450K \$300K \$150K 0 Mar Apr May Jun Jul Aug Sep '17 '17 '17 '17 '17 '17 	\$450K \$300K \$150K 0 Mar Apr May Jun Jul Aug Sep Oct '17 '17 '17 '17 '17 '17 '17 	\$450K \$300K \$150K 0 Mar Apr May Jun Jul Aug Sep Oct Nov '17 '17 '17 '17 '17 '17 '17 '17	\$450K \$300K \$150K 0 Mar Apr May Jun Jul Aug Sep Oct Nov Dec '17 '17 '17 '17 '17 '17 '17 '17 '17	\$450K \$300K \$150K 0 Mar Apr May Jun Jul Aug Sep Oct Nov Dec Jan '17 '17 '17 '17 '17 '17 '17 '18 	\$150K 0 Mar Apr May Jun Jul Aug Sep Oct Nov Dec Jan Feb '17 '17 '17 '17 '17 '17 '17 '17 '18 '18 

### 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.

	\$500K ······												
Filters Used ZIP: Vergennes, VT 05491 Property Type: Condo/Townhouse/Apt, Single Family Residence	\$375K												
	\$250K												
	\$125K												
	0												
	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18
Median Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$340K
Median Listing Price	-	-	-	-	-	-	-	-	-	-	-	-	\$449K
Med Listing Price as a % of Med Est Value	-	-	-	-	-	-	-	-	-	-	-	-	132%





## 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												
	Mar	Apr	May		Jul	Aug '17	Sep '17	Oct	Nov	Dec	Jan	Feb	Mar
	'17	'17	'17	'17	'17	'17	'17	'17	'17	'17	'18	'18	'18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	237
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	221
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	7%

## Months of Inventory

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

Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-88%
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	37
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	4.33
	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18
	10												
	20												
ZIP: Vergennes, VT 05491 Property Type: Condo/Townhouse/Apt, Single Family Residence	30												
Filters Used													





#### Absorption Rate

The percentage of inventory sold per month.

	30%												
Filters Used ZIP: Vergennes, VT 05491													
Property Type: Condo/Townhouse/Apt, Single Family Residence													
Family Residence	20%												
	10%												
	0 Mar	Apr	May	Jun	Jul	Aug	Sep	0ct	Nov	Dec	Jan	Feb	Mar
	'17	'17	'17	'17	'17	'17	'17	'17	'17	'17	'18	'18	'18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	23%
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	3%
Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-20%

## Active/Pending/Sold Units

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

Active Pending	-	-	-	- -	- -	-	- -	- -	- -	- -	- -	- -	26 9
Active	-	-	-	-	-	-	-	-	-	-	-	-	26
						***********							
	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18
	8												
	15												
ZIP: Vergennes, VT 05491 Property Type: Condo/Townhouse/Apt, Single Family Residence	23												
Filters Used													





## New Pending Sales

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

Filters Used	6.00														
ZIP: Vergennes, VT 05491 Property Type: Condo/Townhouse/Apt, Single Family Residence	4.50														
	3.00														
	1.50														
	0	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	
		17	17	17	17	17	17	17	17	17	17	10	10		
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	5	
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	5	

## 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.

Filters Used	\$2.0M													
ZIP: Vergennes, VT 05491 Property Type: Condo/Townhouse/Apt, Single Family Residence	\$1.5M													
	\$1.0M													
	\$0.5M													
	0	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	\$1.14M
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	\$1.51M
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	-25%





## Pending Sales

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

	10.00													
Filters Used ZIP: Vergennes, VT 05491 Property Type: Condo/Townhouse/Apt, Single Family Residence	7.50													
	5.00													
	2.50													
	0	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	9
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	7
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	29%

## 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/Townhouœ/Apt, Single Family Residence	\$2.4M													
	\$1.6M													
	\$0.8M													
	0	Mar	Apr	May	Jun	Jul	Aug	Sep	0ct	Nov	Dec	Jan	Feb	Mar
		'17	'17	'17	'17	'17	'17	'17	'17	'17	'17	'18	'18	'18
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	\$2.55M
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	\$2.24M
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	14%

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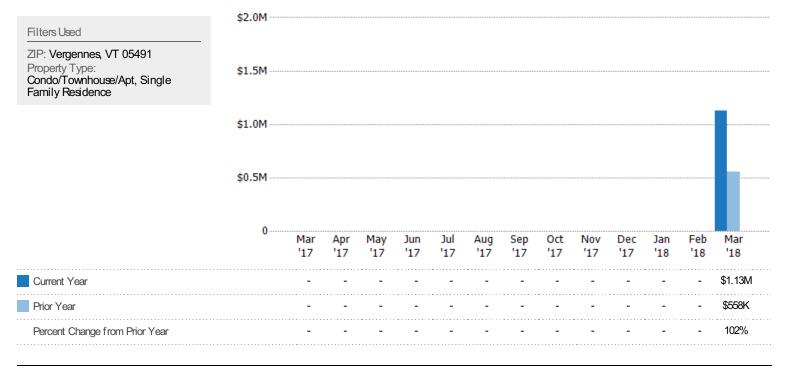
## **Closed Sales**

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

Filters Used	4.80														
ZIP: Vergennes, VT 05491 Property Type: Condo/Townhouse/Apt, Single Family Residence	3.60														
	2.40														
	1.20														
	0	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17		Jan '18	Feb '18	Mar '18	
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	3	
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	3	
PriorExtra Year		-	-	-	-	-	-	-	-	-	-	-	-	-	

## **Closed Sales Volume**

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



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## 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	70%														
Family Residence	60%														
	50%														
	40%														
	30%														
	20%														
	10%														
	0	Mar	Apr	May		Jul			Oct	Nov	Dec	Jan	Feb	Mar	
		'17	17	'17	'17	'17		'17	'17	'17	'17	'18	'18	'18	
Condo/Townhouse		-	-	-	-	-	-	-	-	-	-	-	-	33%	
Single Family Residence		-	-	-	-	-	-	-	-	-	-	-	-	67%	

## 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												
	Mar	Apr	May	Jun	Jul	Aug	Sep	0ct	Nov	Dec	Jan	Feb	Mar
	'17	'17	'17	'17	'17	'17	'17	'17	'17	'17	'18	'18	'18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$376K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$186K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	102%





### Median Sales Price

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

\$300K ······												
\$225K												
\$150K												
\$75K												
0												
Mar 17	Apr '17	May 17	Jun '17	Jul '17	Aug '17	Sep	0ct '17	Nov	Dec 17	Jan '18	Feb	Mar '18
			17	17	17	17	17	±/	1/			
-	-	-	-	-	-	-	-	-	-	-	-	\$203K
-	-	-	-	-	-	-	-	-	-	-	-	\$163K
_	_	_	_	_	_	_	_	_	_			25%
	\$225K \$150K \$75K 0	\$225K \$150K \$75K 0 Mar Apr	\$225K \$150K \$75K 0 Mar Apr May	\$225K \$150K \$75K 0								

## Average Sales Price vs Average Listing Price

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

Avg Sales Price as a % of Avg List Price	-	-	-	-	-	-	-	-	-	-	-	-	94%
Avg Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$376K
Avg List Price	-	-	-	-	-	-	-	-	-	-	-	-	\$402K
	0 Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18
	\$125K												
Family Residence	\$250K												
ZIP: Vergennes, VT 05491 Property Type: Condo/Townhouse/Apt, Single Family Residence	\$375K												
Filters Used	\$500K												





## 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	\$300K												
ZIP: Vergennes, VT 05491 Property Type: Condo/Townhouse/Apt, Single Family Residence	\$225K												
	\$150K												
	\$75K												
	0 Mar '17	Apr '17	May '17	Jun '17		Aug '17		0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18
Median List Price	-	-	-	-	-	-	-	-	-	-	-	-	\$210K
Median Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$203K
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.

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Filters Used	\$500K ······												
ZIP: Vergennes, VT 05491 Property Type: Condo/Townhouœ/Apt, Single Family Residence	\$375K												
	\$250K												
	\$125K												
	0	-				_	_				_		
	Mar '17	Apr '17	Мау '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18
Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$55K
Avg Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$402K
Avg Sales Price as a % of Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	731%





## 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 Mar '17	Apr '17			Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18
Median Est Value		-					-		-				
Median Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$210K
Med Sales Price as a % of Med Est Value	-	-	-	-	-	-	-	-	-	-	-	-	382%

