

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	+/-	Sep 2017	Sep 2018	Key Metrics
						Listing Activity Charts Metrics
+40%	5	7	+40%	5	7	New Listing Count
+86.2%	\$1,441,450	\$2,683,500	+86.2%	\$1,441,450	\$2,683,500	New Listing Volume
L	N⁄A	N⁄A	+15.4%	39	45	Active Listing Count
	N⁄A	N⁄A	-1.4%	\$19,348,549	\$19,079,800	Active Listing Volume
-14.5%	\$496,117	\$423,996	-14.5%	\$496,117	\$423,996	Average Listing Price
-14.9%	\$375,000	\$319,000	-14.9%	\$375,000	\$319,000	Median Listing Price
-11.8%	110	97	-11.8%	110	97	Median Days in RPR
+101.9%	5.6	11.3	-	-	_	Months of Inventory
-9.1%	17.95%	8.89%	+	_	_	Absorption Rate
						Sales Activity Charts Metrics
-60%	5	2	-60%	5	2	New Pending Sales Count
+68.6%	\$1,654,900	\$2,790,000	+68.6%	\$1,654,900	\$2,790,000	New Pending Sales Volume
	N∕A	N∕A	-54.5%	11	5	Pending Sales Count
	N∕A	N∕A	-46.3%	\$4,929,800	\$2,647,900	Pending Sales Volume
+50%	4	6	+50%	4	6	Closed Sales Count
+53.8%	\$1,964,000	\$3,021,600	+53.8%	\$1,964,000	\$3,021,600	Cloæd Sales Volume
+2.6%	\$491,000	\$503,600	+2.6%	\$491,000	\$503,600	Average Sales Price
-49.6%	\$515,000	\$259,550	-49.6%	\$515,000	\$259,550	Median Sales Price





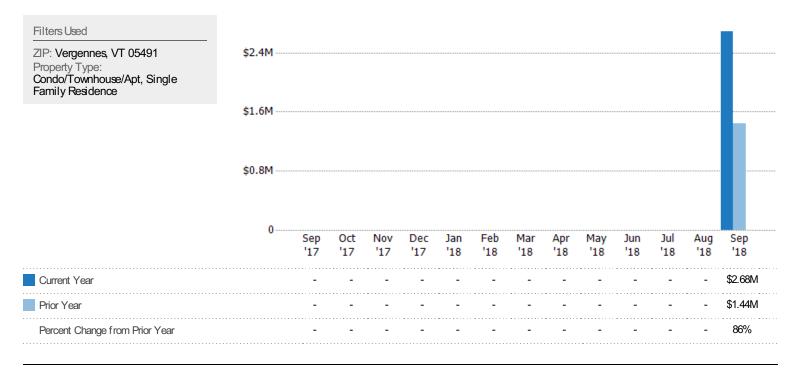
New Listings

The number of new residential listings that were added 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	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb		Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18
				±,	±,									10
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	7
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	5
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	40%

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.

Filters Used	60														
ZIP: Vergennes, VT 05491 Property Type: Condo/Townhouse/Apt, Single Family Residence	45														
	30														
	15														
	0	Con	Oct	Nov	Dec	1-10	Feb		Apr	May			Aug	Son	
		Sep '17	0ct '17	'17	'17	18	18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	45	
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	39	
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	15%	

Active Listing Volume

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

Filters Used	\$20.0M													
ZIP: Vergennes, VT 05491 Property Type: Condo/Townhouse/Apt, Single Family Residence	\$15.0M													
	\$10.0M													
	\$5.0M													
	0	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	\$19.1M
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	\$19.3M
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	-1%
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	-1%





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	\$375K												
	\$250K												
	\$125K												
	0												
	0 Sep		Nov		Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep
	0 Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18
Current Year					Jan '18 -	Feb '18	Mar '18	Apr '18	May '18	Jun '18			
Current Year Prior Year					Jan '18 _	Feb '18	Mar '18 -	Apr '18 -	May '18	Jun '18			'18

Median Listing Price

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

Filters Used	\$400K ······												
ZIP: Vergennes, VT 05491 Property Type: Condo/Townhouse/Apt, Single Family Residence	\$300K												
	\$200K												
	\$100K												
	0												
	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18
Current Year	_	-	-	-	-	-	-	-	-	-	-	-	\$319K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$375K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-15%



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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	\$500K												
ZIP: Vergennes, VT 05491 Property Type: Condo/Townhouœ/Apt, Single Family Residence	\$375K												
	\$250K												
	\$125K												
	0 Sep '17	0ct '17	Nov '17	Dec '17		Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18
Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$390K
Avg Listing Price	-	-	-	-	-	-	-	-	-	-	-	-	\$424K
Avg Listing Price as a % of Avg Est Value) -	-	-	-	-	-	-	-	-	-	-	-	109%

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												
Family Residence													
	\$200K												
	\$100K												
	0												
	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18
Median Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$292K
Median Listing Price	-	-	-	-	-	-	-	-	-	-	-	-	\$319K
Med Listing Price as a % of Med Est Value	-	-	-	-	-	-	-	-	-	-	-	-	109%





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.

200												
150												
100												
50												
0	0.0+	Nov	Doc	150	Eab	Mar	Apr	Mov	lun	Jul	Aug	Con
'17	'17	'17	'17	'18	'18	'18	'18	18	'18	18	'18	Sep '18
-	-	-	-	-	-	-	-	-	-	-	-	97
-	-	-	-	-	-	-	-	-	-	-	-	440
												110
	150 100 50 Sep	150 100 50 0 Sep Oct	150 100 50 0 Sep Oct Nov	150 100 50 0 Sep Oct Nov Dec	150 100 50 0 Sep Oct Nov Dec Jan	150 100 50 0 Sep Oct Nov Dec Jan Feb	150 100 50 0 Sep Oct Nov Dec Jan Feb Mar	150 100 50 0 Sep Oct Nov Dec Jan Feb Mar Apr	150 100 50 0 Sep Oct Nov Dec Jan Feb Mar Apr May	150 100 50 0 Sep Oct Nov Dec Jan Feb Mar Apr May Jun	150 100 50 0 Sep Oct Nov Dec Jan Feb Mar Apr May Jun Jul	150 100 50 0 Sep Oct Nov Dec Jan Feb Mar Apr May Jun Jul Aug

Months of Inventory

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

Filters Used	20												
ZIP: Vergennes, VT 05491 Property Type: Condo/Townhouse/Apt, Single Family Residence	15												
	10												
	5												
	5												
	0										-		
	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	9
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	7.8
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	15%





Absorption Rate

The percentage of inventory sold per month.

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

Active/Pending/Sold Units

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

ZIP: Vergennes, VT 05491 Property Type: Condo/Townhouse/Apt, Single Family Residence	38												
Family Residence	25												
	13												
	0												
	13 0 Sep '17	0ct '17	Nov '17	Dec '17		Feb		Apr '18	May	Jun '18	Jul '18	Aug '18	Sep '18
Active	0 Sep			Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	
Active Pending	0 Sep			Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	'18





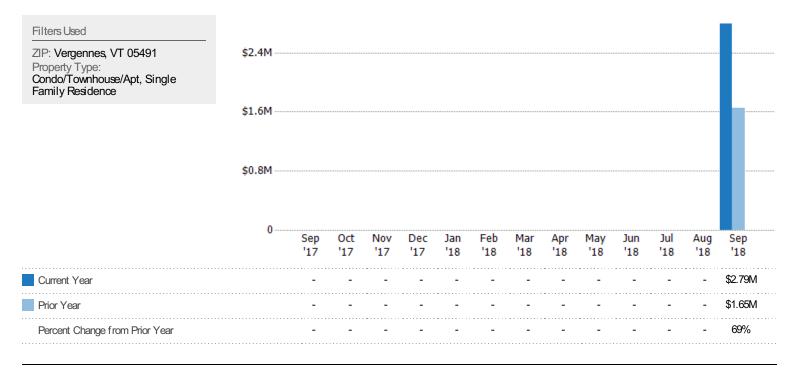
New Pending Sales

The number of residential 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	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	2	
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	5	
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	-60%	

New Pending Sales Volume

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

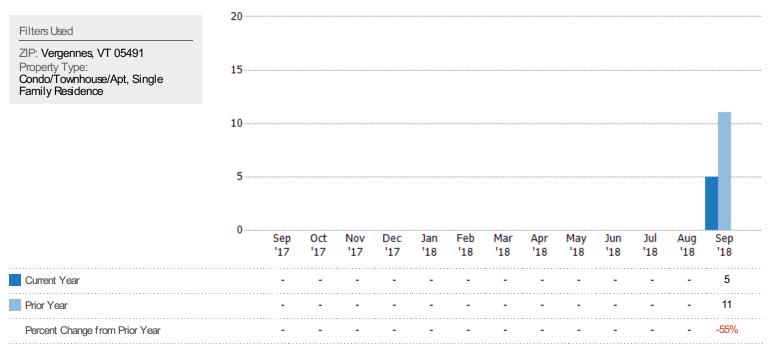






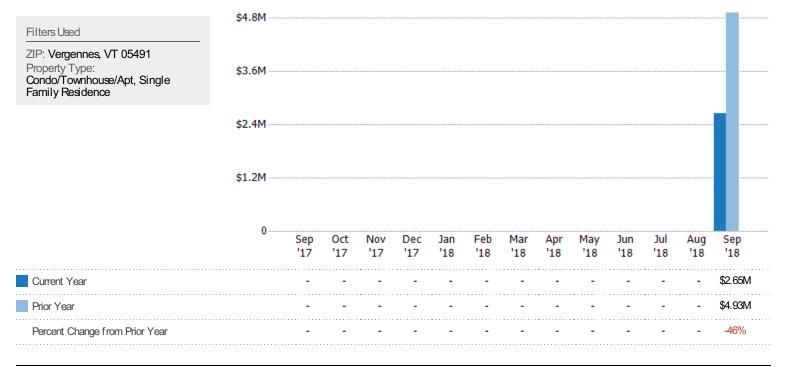
Pending Sales

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



Pending Sales Volume

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



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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	5.40													
	3.60													
	1.80													
	0	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	6
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	4
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	50%

Closed Sales Volume

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

Filters Used	\$4.0M ······													
ZIP: Vergennes, VT 05491 Property Type: Condo/Townhouse/Apt, Single Family Residence	\$3.0M													
	\$2.0M													
	\$1.0M													
	0	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	\$3.02M
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	\$1.96M
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	54%





Closed Sales by Property Type

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

Single Family Residence		-	-	-	-	-	-	-	-	-	-	-	-	100%	1
	Ŭ	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	
	0														l
	10%														
20%	20%														
	30%														
	40%														
	50%														
· · · · · · · · ·	60%														
Property Type: Condo/Townhouse/Apt, Single Family Residence	70%														
ZIP: Vergennes, VT 05491 Property Type:	80%														
Filters Used	90%														
	100%														

Average Sales Price

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

	\$600K												
Filters Used ZIP: Vergennes, VT 05491 Property Type: Condo/Townhouse/Apt, Single Family Residence	\$450K												
	\$300K												
	\$150K												
	0 Sep '17	0ct '17	Nov '17	Dec '17		Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$504K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$491K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	3%





Median Sales Price

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

	\$600K ······												
Filters Used ZIP: Vergennes, VT 05491 Property Type: Condo/Townhouse/Apt, Single Family Residence	\$450K												
	\$300K												
	\$150K												
	0 Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18
Current Year		-	-	-	-	-	-	-	-	-	-	-	\$260K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$515K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-50%

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	\$600K ······												
ZIP: Vergennes, VT 05491 Property Type: Condo/Townhouse/Apt, Single Family Residence	\$450K												
	\$300K												
	\$150K												
	0												
	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18
Avg List Price	_	-	-	-	-	-	-	-	-	-	-	-	\$518K
Avg Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$504K
Avg Sales Price as a % of Avg List Price	-	-		-	-	-	-	-	-	-	-	-	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.

	\$300K ······												
Filters Used ZIP: Vergennes, VT 05491 Property Type: Condo/Townhouse/Apt, Single Family Residence	\$225K												
	\$150K												
	\$75K												
	0 Sep	0ct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep
	'17	'17	'17	'17	'18	'18	'18	'18	'18	'18	'18	'18	'18
Median List Price		-	-	-	-	-	-	-	-	-	-	-	\$262K
Median Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$260K
Med Sales Price as a % of Med List Price	-	-	-	-	-	-	-	-	-	-	-	-	99%

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	\$600K												
ZIP: Vergennes, VT 05491 Property Type: Condo/Townhouœ/Apt, Single Family Residence	\$450K												
	\$300K												
	\$150K												
	0												
	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18
Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$459K
Avg Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$518K
Avg Sales Price as a % of Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	113%





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 Sep '17	0ct '17	Nov '17	Dec '17		Feb '18		Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18
Median Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$204K
Median Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$262K
Med Sales Price as a % of Med Est Value	-	-	-	-	-	-	-	-	-	-	-	-	129%

