

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	+/-	Apr 2017	Apr 2018	Key Metrics
						Listing Activity Charts Metrics
-44.4%	9	5	-44.4%	9	5	New Listing Count
-31.2%	\$3,548,900	\$2,441,150	-31.2%	\$3,548,900	\$2,441,150	New Listing Volume
-33.3%	42	28	-33.3%	42	28	Active Listing Count
-24.5%	\$21,748,400	\$16,414,850	-24.5%	\$21,748,400	\$16,414,850	Active Listing Volume
+13.2%	\$517,819	\$586,245	+13.2%	\$517,819	\$586,245	Average Listing Price
+31.6%	\$332,000	\$437,000	+31.6%	\$332,000	\$437,000	Median Listing Price
+65.8%	159.5	264.5	+65.8%	159.5	264.5	Median Daysin RPR
-	_	28	-	_	_	Months of Inventory
-	_	3.57%	+	_	_	Absorption Rate
						Sales Activity Charts Metrics
+400%	1	5	+400%	1	5	New Pending Sales Count
+664.8%	\$225,000	\$1,720,800	+664.8%	\$225,000	\$1,720,800	New Pending Sales Volume
+14.3%	7	8	+14.3%	7	8	Pending Sales Count
+7.8%	\$2,252,900	\$2,428,300	+7.8%	\$2,252,900	\$2,428,300	Pending Sales Volume
+400%	1	5	+400%	1	5	Closed Sales Count
+711.3%	\$203,500	\$1,651,000	+711.3%	\$203,500	\$1,651,000	Closed Sales Volume
+62.3%	\$203,500	\$330,200	+62.3%	\$203,500	\$330,200	Average Sales Price
+35.1%	\$203,500	\$275,000	+35.1%	\$203,500	\$275,000	Median Sales Price





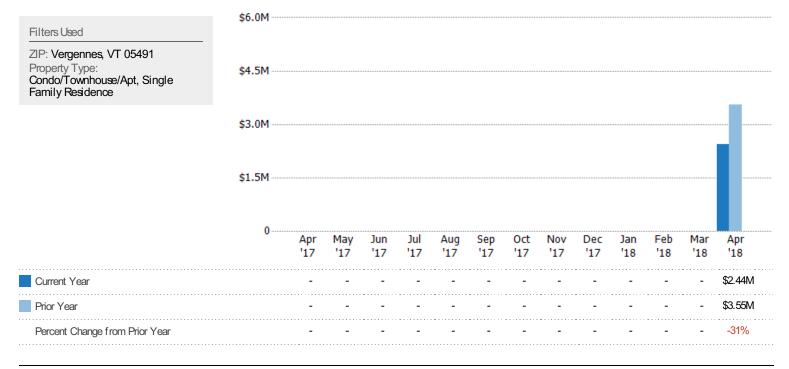
New Listings

The number of new single-family, condominium and townhome 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														
	5.00														
	2.50														
	2.00														
	0														
	-	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	
Current Year		-	-	-	-	-		-			-	-		5	
Prior Year		-		-						 -		-		9	
														-44%	
Percent Change from Prior Year		-	-	-	-	-		-	-		-				

New Listing Volume

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







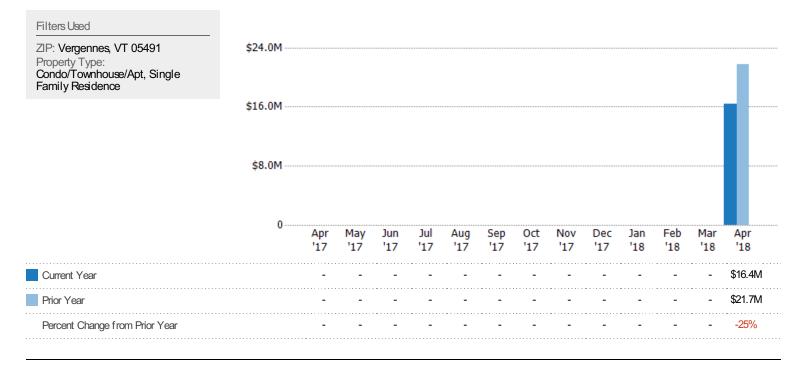
Active Listings

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													
	15													
	0	Apr	May	Jun	Jul	Aug '17	Sep	0ct '17	Nov		Jan	Feb	Mar	Apr
		'17	'17	'17	'17	'17	'17	'17	'17	'17	'18	'18	'18	'18
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	28
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	42
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	-33%

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 ······												
Filters Used ZIP: Vergennes, VT 05491 Property Type: Condo/Townhouse/Apt, Single Family Residence	\$450K												
	\$300K												
	\$150K												
	0		_		-					_			-
	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$586K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$518K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	13%

Median Listing Price

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

Percent Change from Prior Year	-	-		-	-	-	-	-	-				32%
Prior Year		<u>-</u>	·····	·····	.	<u>-</u>	<u>-</u>		·····	<u>-</u>	<u>-</u>	<u>-</u>	\$332K
Current Year	-	-	-		-	- -		-		-	-		\$437K
	0 Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18
	\$125K												,
	\$250K												
ZIP: Vergennes, VT 05491 Property Type: Condo/Townhouse/Apt, Single Family Residence	\$375K												
Filters Used	\$500K ······												





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 Apr '17	May '17	Jun '17		Aug '17		0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18
Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$518K
Avg Listing Price	-	-	-	-	-	-	-	-	-	-	-	-	\$586K
Avg Listing Price as a % of Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	113%

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.

Med Listing Price as a % of Med Est Value		-	-	-	-	-	-	-	-	-	-	-	132%
Median Listing Price	-	-	-	-	-	-	-	-	-	-	-	-	\$437K
Median Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$331K
	0 Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18
	\$125K												
	\$250K												
ZIP: Vergennes, VT 05491 Property Type: Condo/Townhouse/Apt, Single Family Residence	\$375K												
Filters Used	\$500K												





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												
	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18
	1/									10		10	10
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	265
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	160
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	66%

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												
	2												
	0 Apr	May	Jun	Jul	Aug	Sep	0ct	Nov	Dec	Jan	Feb	Mar	Apr
	'17	'17	'17	'17	'17	'17		'17	'17	'18	'18	'18	'18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	9.33
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	14
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-33%





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%												
	Apr '17	May '17	Jun '17		Aug '17		0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	11%
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	7%
Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-4%

Active/Pending/Sold Units

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

Active Pending	0 Apr '17 -	May '17 -		Aug '17 -	Oct '17 -	Nov '17	Dec '17 -	Jan '18 -	Feb '18 -	Mar '18 -	Apr '18 28 8
Active		May			0ct	Nov	Dec	Jan	Feb	Mar	'18
		May			0ct	Nov	Dec	Jan	Feb	Mar	
	0		 		 						
	8		 		 						
	15		 		 						
ZIP: Vergennes, VT 05491 Property Type: Condo/Townhouse/Apt, Single Family Residence	23		 		 						





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													
	-	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	5
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	1
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	400%

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	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	\$1.72M
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	\$225K
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	665%

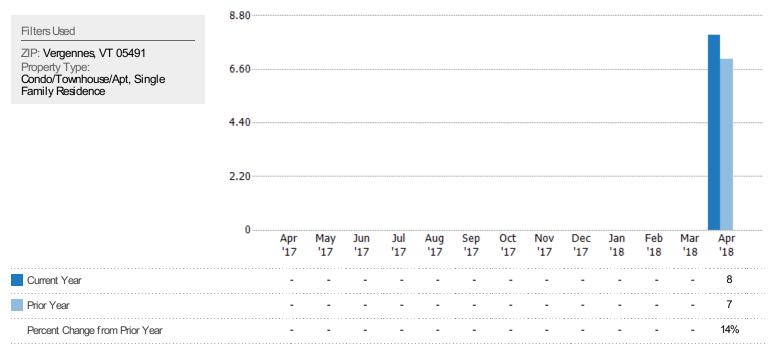
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Pending Sales

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



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	Apr	May	Jun	Jul	Δυσ	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr
		'17	'17	'17	'17	Aug '17	'17	'17	'17	'17	'18	'18	'18	'18
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	\$2.43M
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	\$2.25M
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	8%





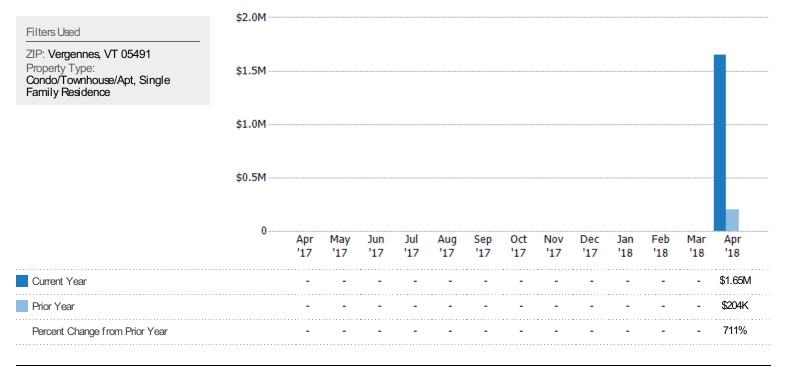
Closed Sales

The total number of single-family, condominium and townhome properties sold 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	_				-				_				_
		Apr '17	Мау '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	5
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	1
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	400%

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.

Single Family Residence		-	-	-	-	-	-	-	-	-	-	-	-	100%	
	0	Apr '17		Jun '17					Nov '17		Jan '18		Mar '18	Apr '18	
	0														
	10%														
	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 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 Apr '17	May '17	Jun '17		Aug '17		0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$330K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$204K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	62%





Median Sales Price

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

	\$300K ······												
Filters Used ZIP: Vergennes, VT 05491 Property Type: Condo/Townhouse/Apt, Single Family Residence	\$225K												
	\$150K												
	+2000												
	\$75K												
	0		•	7]		C	0.1		D	•	E-L		
	Apr '17	May '17	Jun '17	Jui '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$275K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$204K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	35%

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	\$400K ······												
ZIP: Vergennes, VT 05491 Property Type: Condo/Townhouse/Apt, Single Family Residence	\$300K												
	\$200K												
	\$100K												
	0		_		_					_			
	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18
Avg List Price	-	-	-	-	-	-	-	-	-	-	-	-	\$349K
Avg Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$330K
Avg Sales Price as a % of Avg List Price	-	-	-	-	-	-	-	-	-	-	-	-	95%





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 Apr '17	May '17	Jun '17	Jul '17	Aug '17		0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18
Median List Price	-	-	-	-	-	-	-	-	-	-	-	-	\$300K
Median Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$275K
Med Sales Price as a % of Med List Price	-	-	-	-	-	-	-	-	-	-	-	-	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	\$400K ······												
ZIP: Vergennes, VT 05491 Property Type: Condo/Townhouse/Apt, Single Family Residence	\$300K												
	\$200K												
	\$100K												
	0		1	21	A =	C	<u></u>	N I	D	1	E-F	b 4	
	Apr '17	Мау '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18
Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$242K
Avg Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$349K
Avg Sales Price as a % of Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	144%





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.

	\$75K			 	 		
	\$75K ······	 	 	 	 	 	
	\$150K	 	 	 	 	 	
ZIP: Vergennes, VT 05491 Property Type: Condo/Townhouse/Apt, Single Family Residence	\$225K	 	 	 	 	 	
Filters Used	4500IC						

