

## Summary of Key Listing and Sales Metrics

A summary of the key metrics selected to be included in the report. MLS sources where licensed.

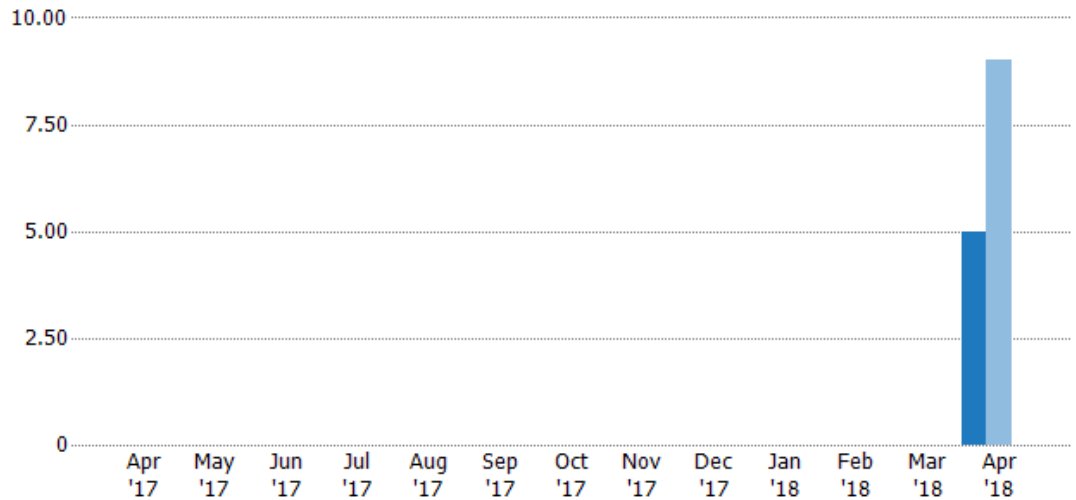
Key Metrics	Apr 2018	Apr 2017	+ / -	YTD 2018	YTD 2017	+ / -
<b>Listing Activity Charts Metrics</b>						
New Listing Count	5	9	-44.4%	5	9	-44.4%
New Listing Volume	\$2,441,150	\$3,548,900	-31.2%	\$2,441,150	\$3,548,900	-31.2%
Active Listing Count	28	42	-33.3%	28	42	-33.3%
Active Listing Volume	\$16,414,850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

## 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



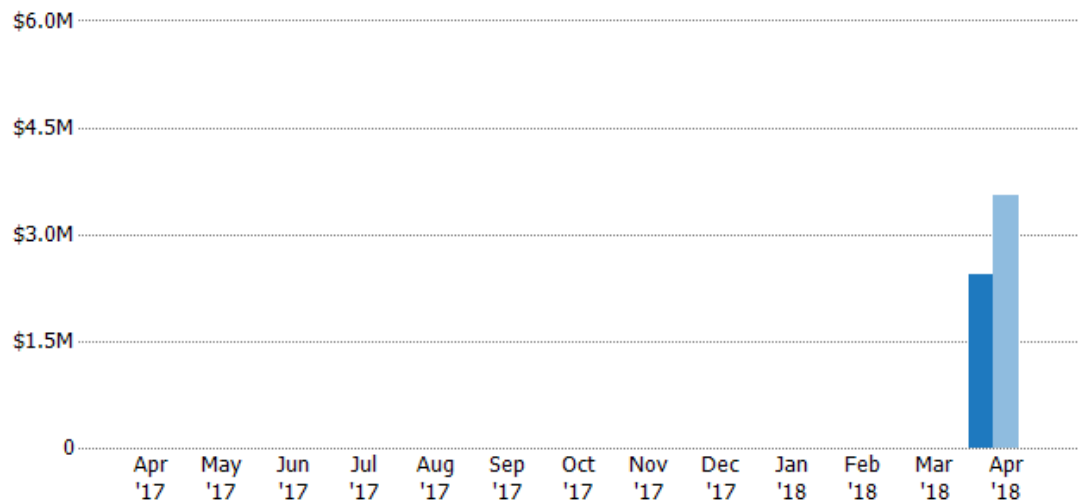
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	5
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	9
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-44%

## New Listing Volume

The sum of the listing price of 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



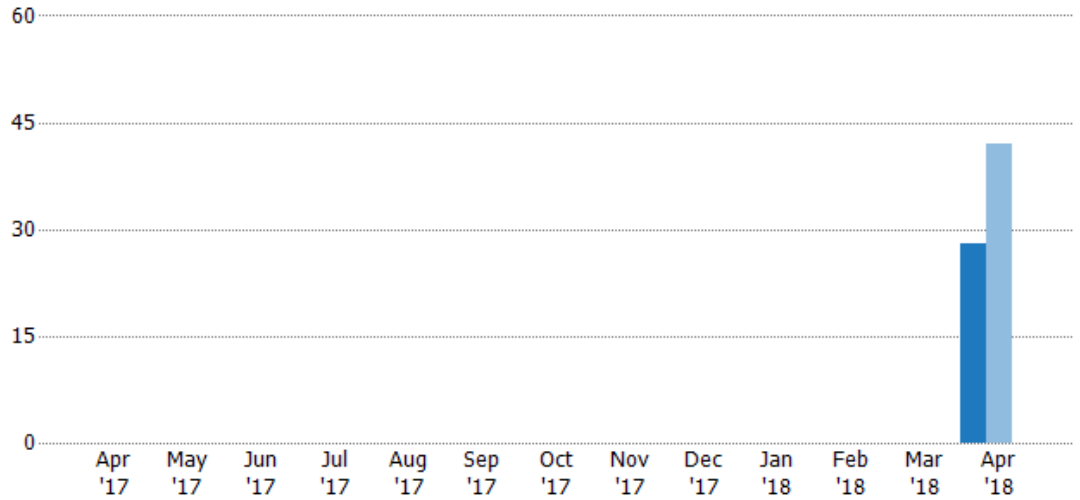
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$2.44M
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$3.55M
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-31%

## Active Listings

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

### Filters Used

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



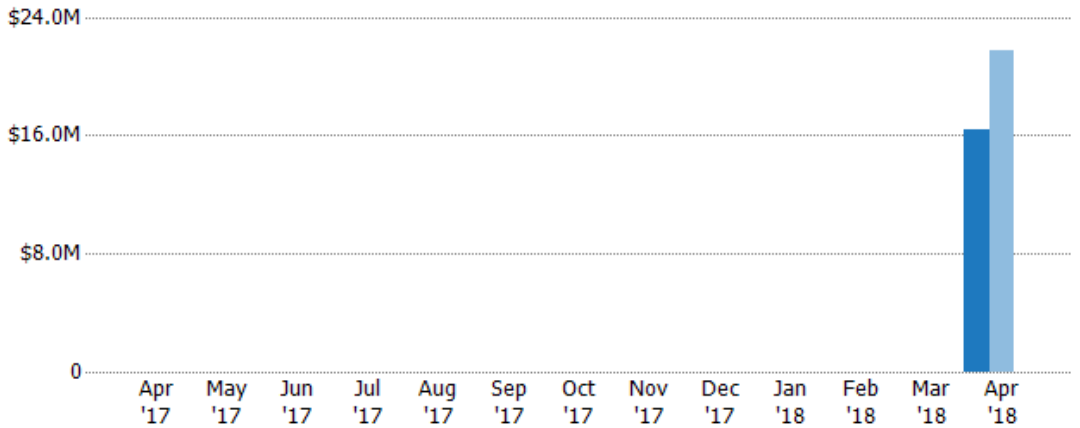
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	28
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	42
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-33%

## Active Listing Volume

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

### Filters Used

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



Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$16.4M
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$21.7M
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-25%

## Average Listing Price

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

### Filters Used

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

\$600K

\$450K

\$300K

\$150K

	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18
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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.

### Filters Used

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

\$500K

\$375K

\$250K

\$125K

	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18
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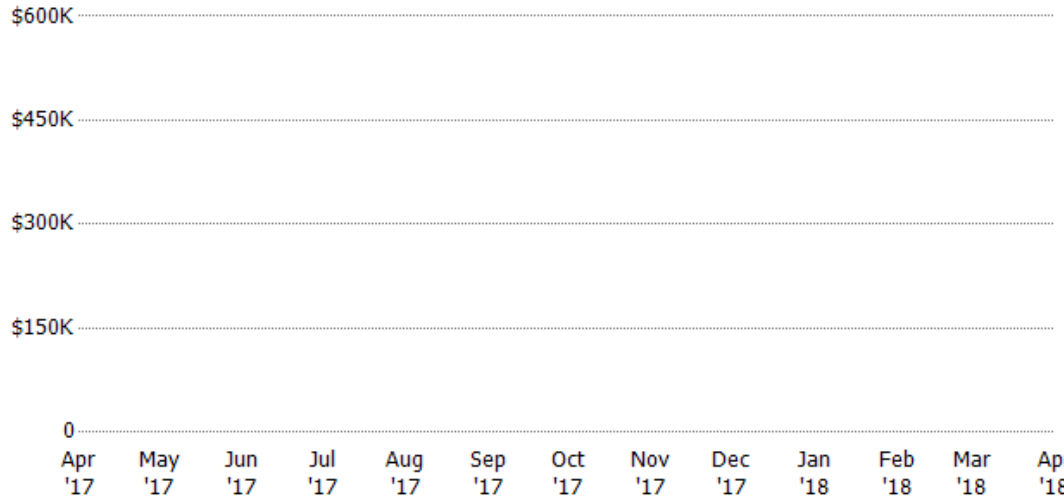
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$437K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$332K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	32%

## 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

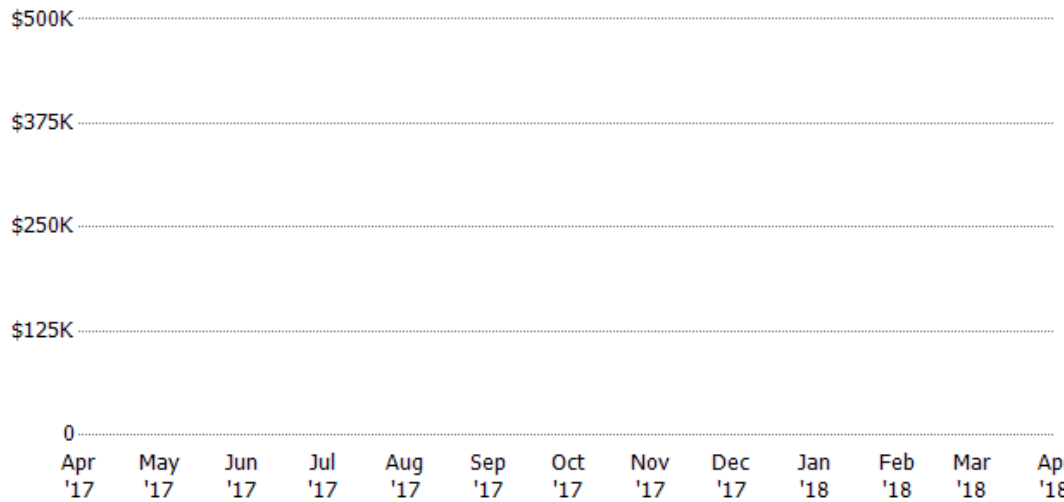


## Median Listing Price vs Median Est Value

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

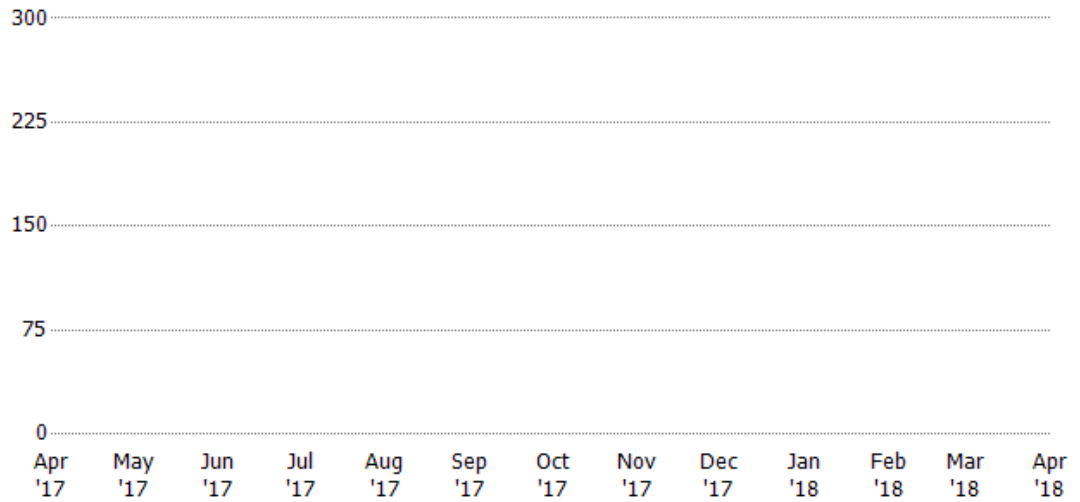


## Median Days in RPR

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.

### Filters Used

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



Percent Change from Prior Year

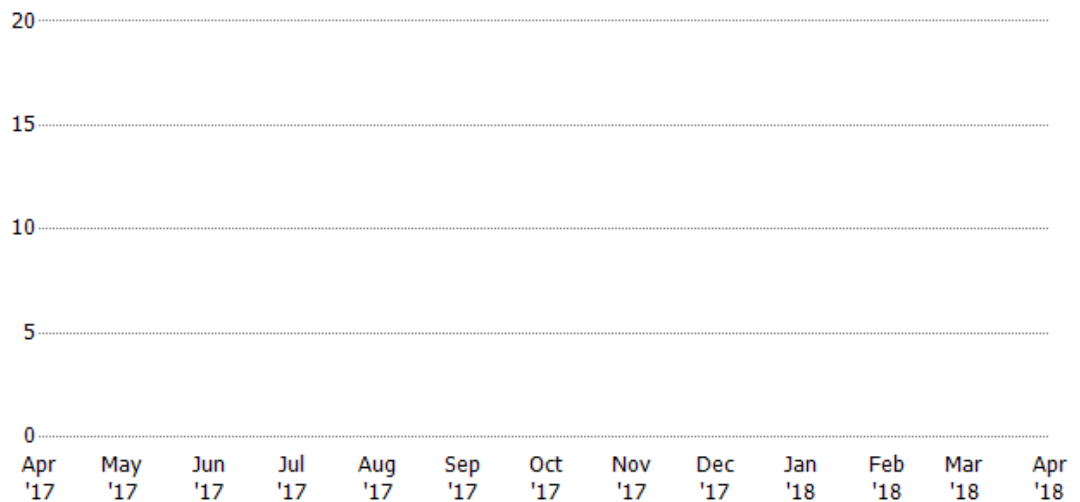
- - - - - - - - - - - - - - 66%

## Months of Inventory

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

### Filters Used

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



Percent Change from Prior Year

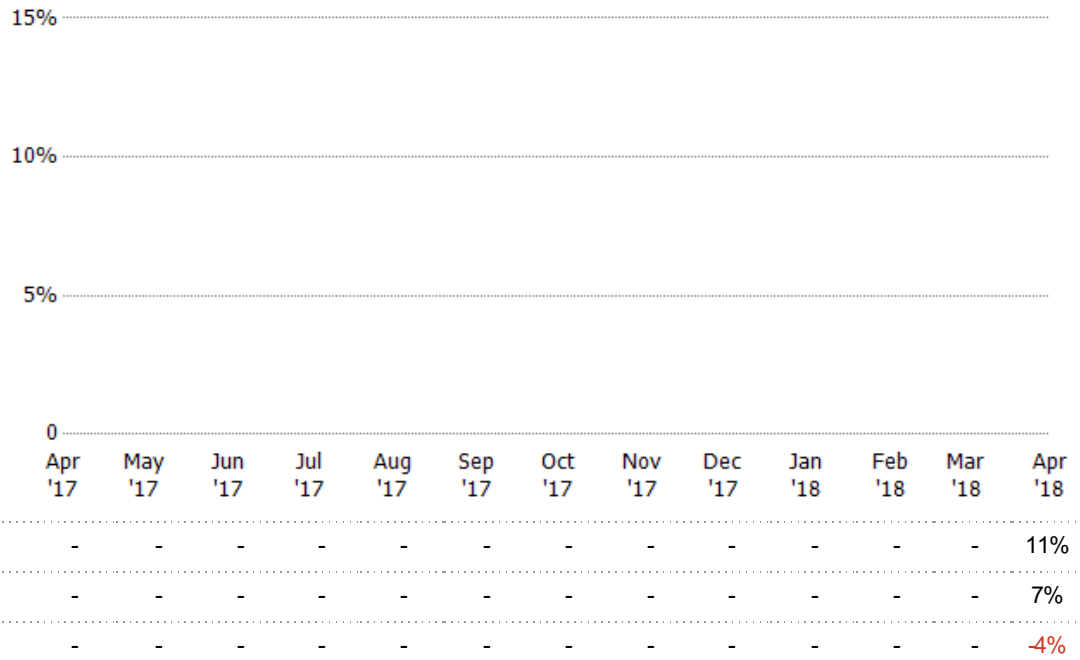
- - - - - - - - - - - - - - -33%

## Absorption Rate

The percentage of inventory sold per month.

### Filters Used

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

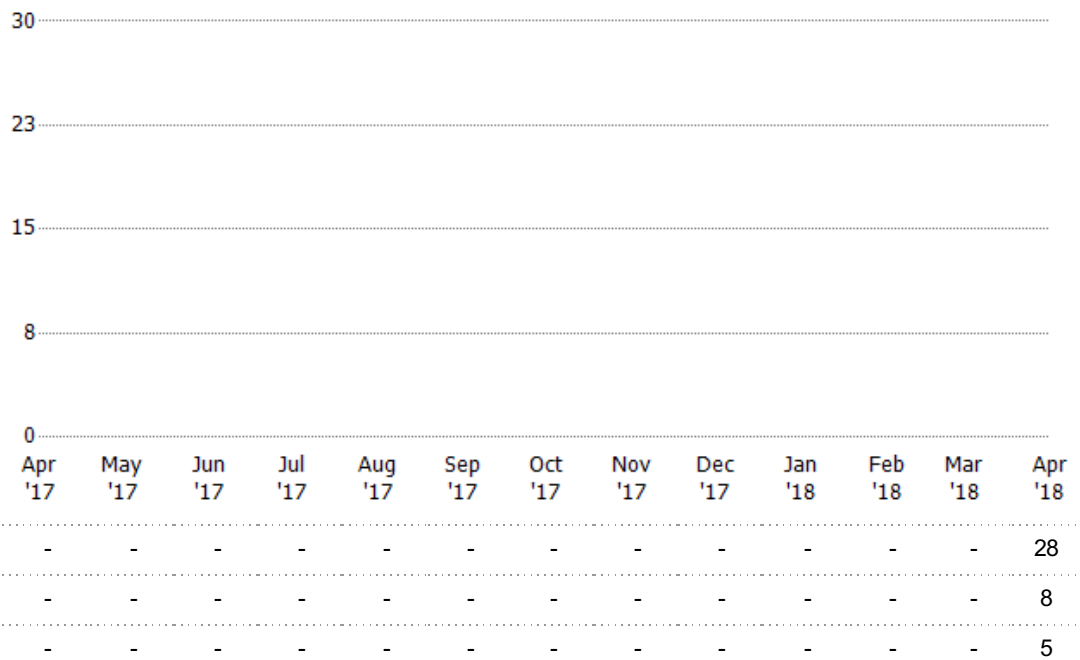


## Active/Pending/Sold Units

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

### Filters Used

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

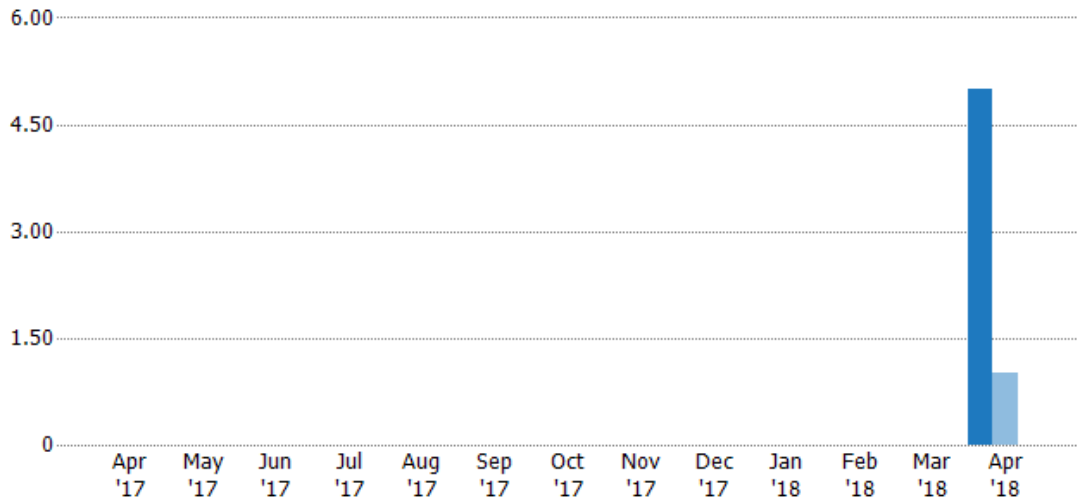


## New Pending Sales

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

### Filters Used

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



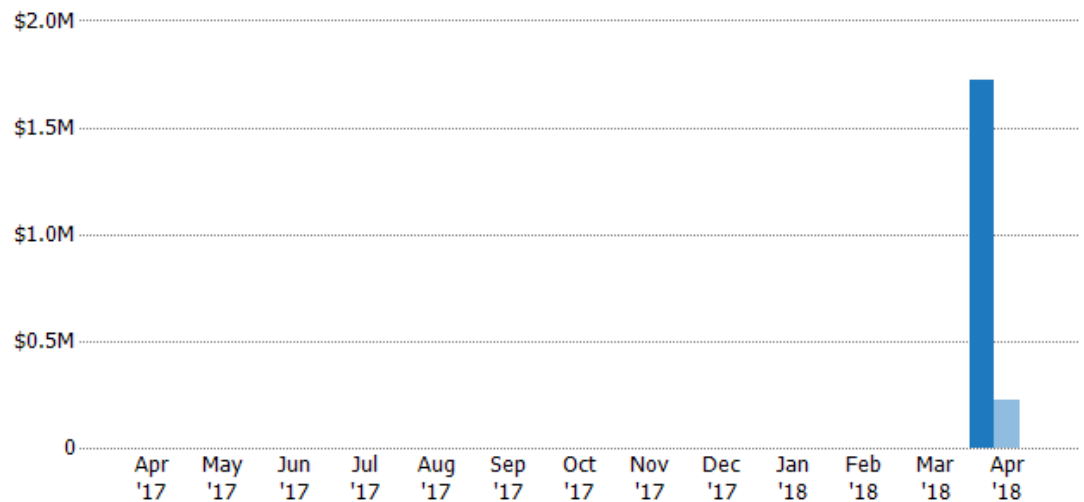
|                                |   |   |   |   |   |   |   |   |   |   |   |   |      |
|--------------------------------|---|---|---|---|---|---|---|---|---|---|---|---|------|
| Current Year                   | - | - | - | - | - | - | - | - | - | - | - | - | 5    |
| Prior Year                     | - | - | - | - | - | - | - | - | - | - | - | - | 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

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



|                                |   |   |   |   |   |   |   |   |   |   |   |   |         |
|--------------------------------|---|---|---|---|---|---|---|---|---|---|---|---|---------|
| Current Year                   | - | - | - | - | - | - | - | - | - | - | - | - | \$1.72M |
| Prior Year                     | - | - | - | - | - | - | - | - | - | - | - | - | \$225K  |
| Percent Change from Prior Year | - | - | - | - | - | - | - | - | - | - | - | - | 665%    |

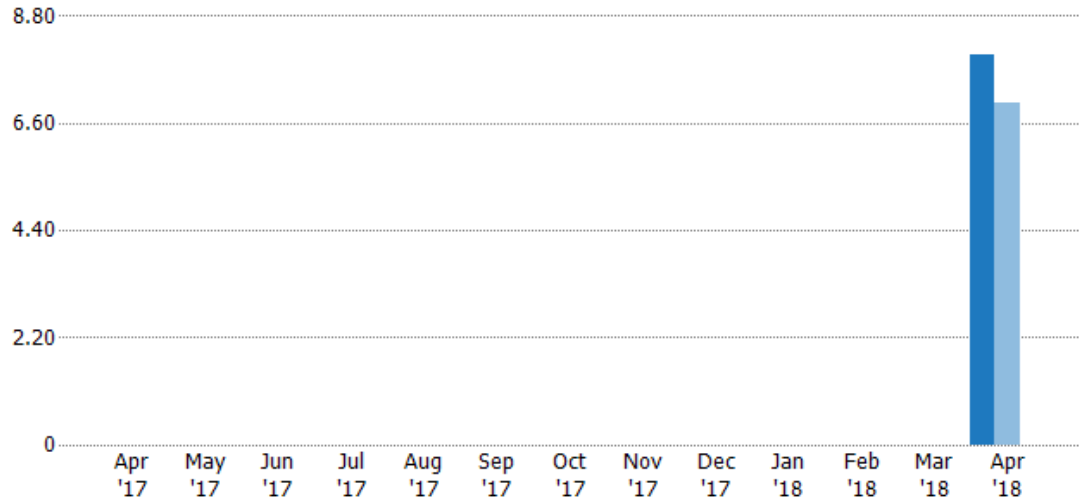


## Pending Sales

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

### Filters Used

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



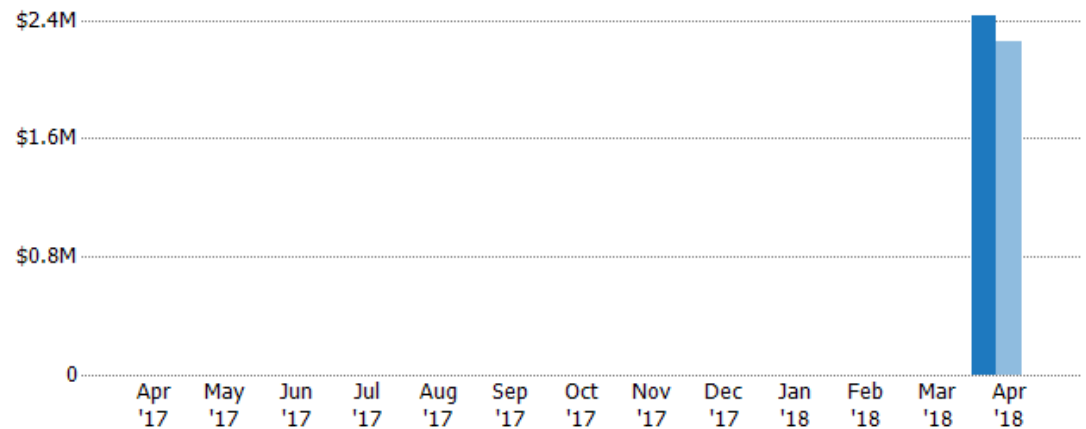
|                                |   |   |   |   |   |   |   |   |   |   |   |   |     |
|--------------------------------|---|---|---|---|---|---|---|---|---|---|---|---|-----|
| Current Year                   | - | - | - | - | - | - | - | - | - | - | - | - | 8   |
| Prior Year                     | - | - | - | - | - | - | - | - | - | - | - | - | 7   |
| Percent Change from Prior Year | - | - | - | - | - | - | - | - | - | - | - | - | 14% |

## 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



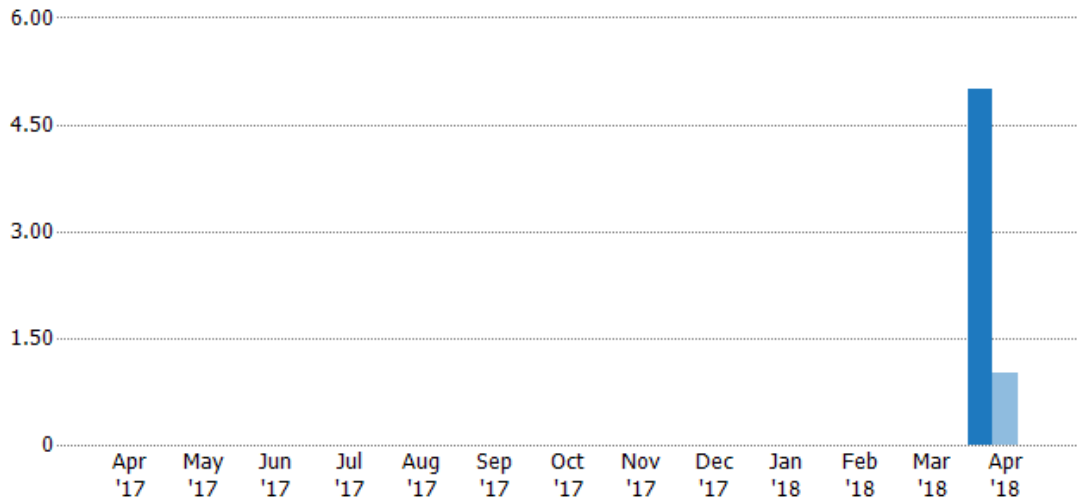
|                                |   |   |   |   |   |   |   |   |   |   |   |   |         |
|--------------------------------|---|---|---|---|---|---|---|---|---|---|---|---|---------|
| Current Year                   | - | - | - | - | - | - | - | - | - | - | - | - | \$2.43M |
| Prior Year                     | - | - | - | - | - | - | - | - | - | - | - | - | \$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

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



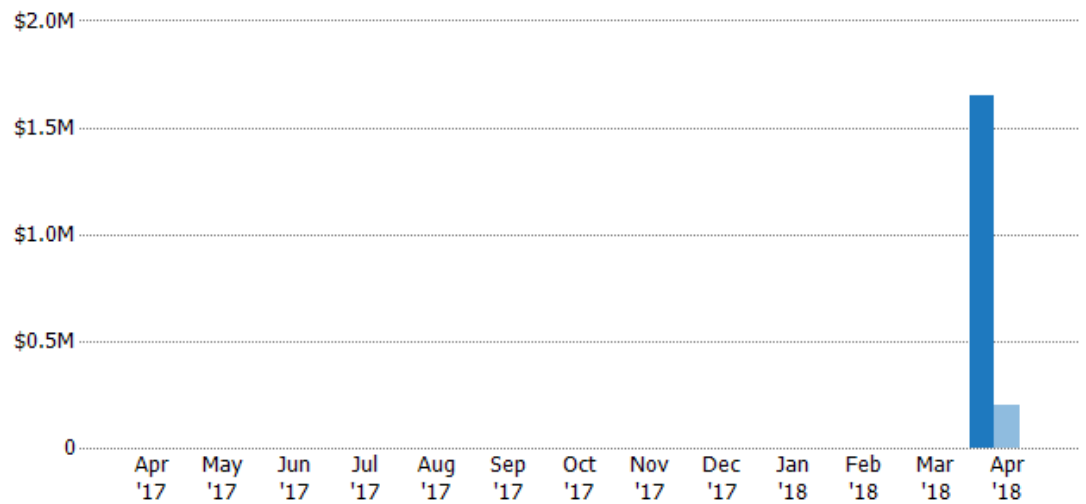
|                                |   |   |   |   |   |   |   |   |   |   |   |   |      |
|--------------------------------|---|---|---|---|---|---|---|---|---|---|---|---|------|
| Current Year                   | - | - | - | - | - | - | - | - | - | - | - | - | 5    |
| Prior Year                     | - | - | - | - | - | - | - | - | - | - | - | - | 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.

### Filters Used

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



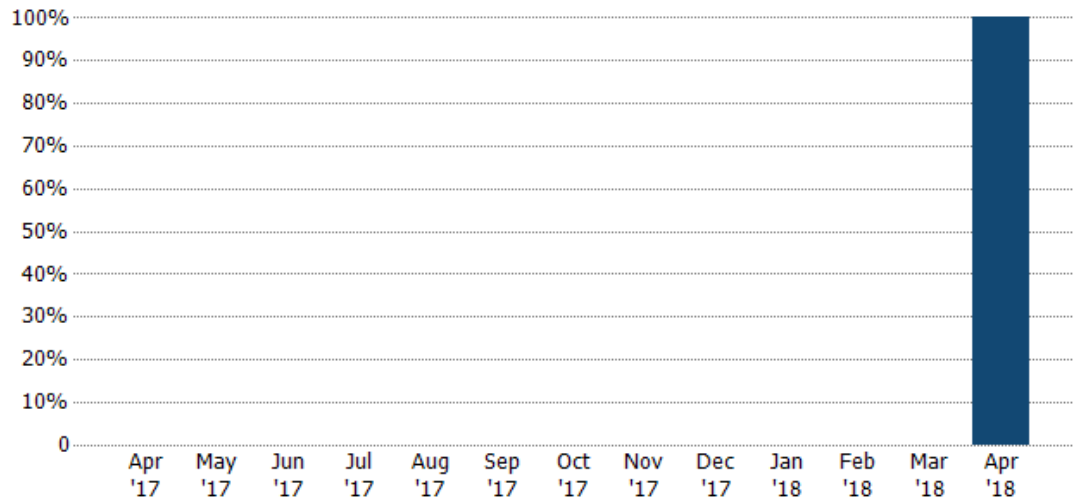
|                                |   |   |   |   |   |   |   |   |   |   |   |   |         |
|--------------------------------|---|---|---|---|---|---|---|---|---|---|---|---|---------|
| Current Year                   | - | - | - | - | - | - | - | - | - | - | - | - | \$1.65M |
| Prior Year                     | - | - | - | - | - | - | - | - | - | - | - | - | \$204K  |
| Percent Change from Prior Year | - | - | - | - | - | - | - | - | - | - | - | - | 711%    |

## Closed Sales by Property Type

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

### Filters Used

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



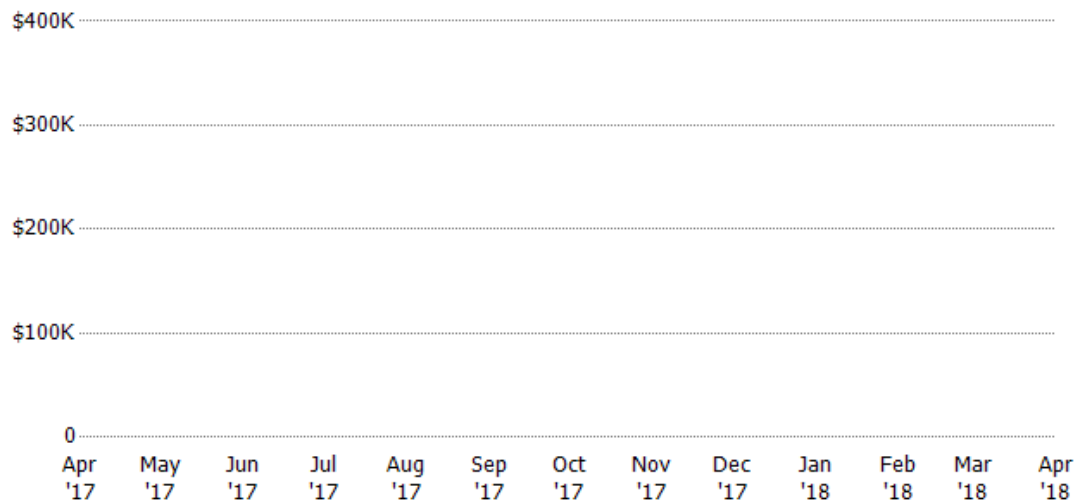
Single Family Residence

## Average Sales Price

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

### Filters Used

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



Current Year

Prior Year

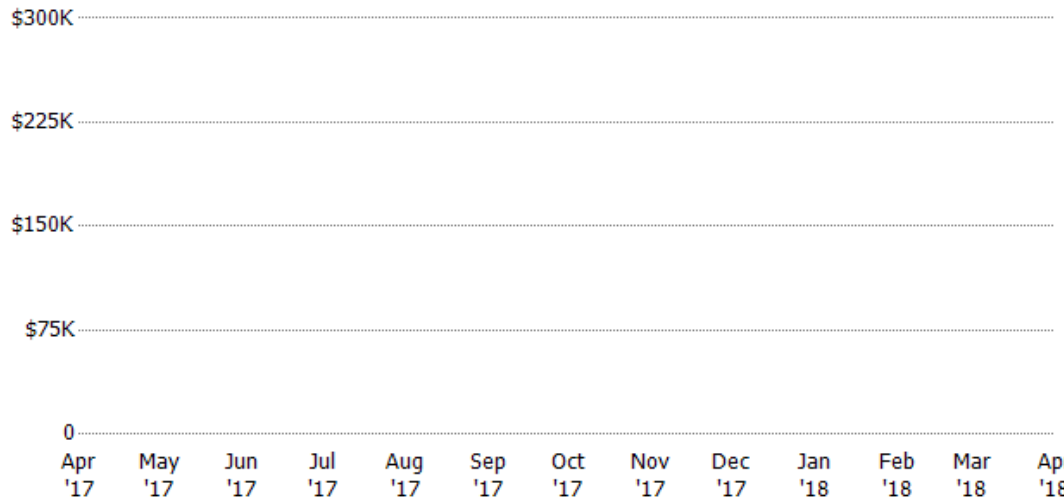
Percent Change from Prior Year

## Median Sales Price

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

### Filters Used

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

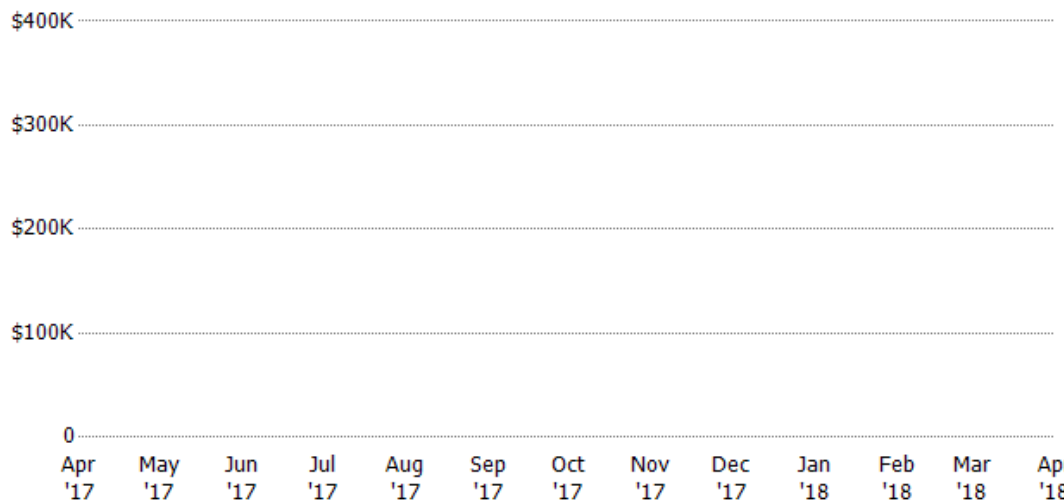


## Average Sales Price vs Average Listing Price

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



## 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

\$300K

\$225K

\$150K

\$75K

0

Apr '17 May '17 Jun '17 Jul '17 Aug '17 Sep '17 Oct '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

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

\$400K

\$300K

\$200K

\$100K

0

Apr '17 May '17 Jun '17 Jul '17 Aug '17 Sep '17 Oct '17 Nov '17 Dec '17 Jan '18 Feb '18 Mar '18 Apr '18

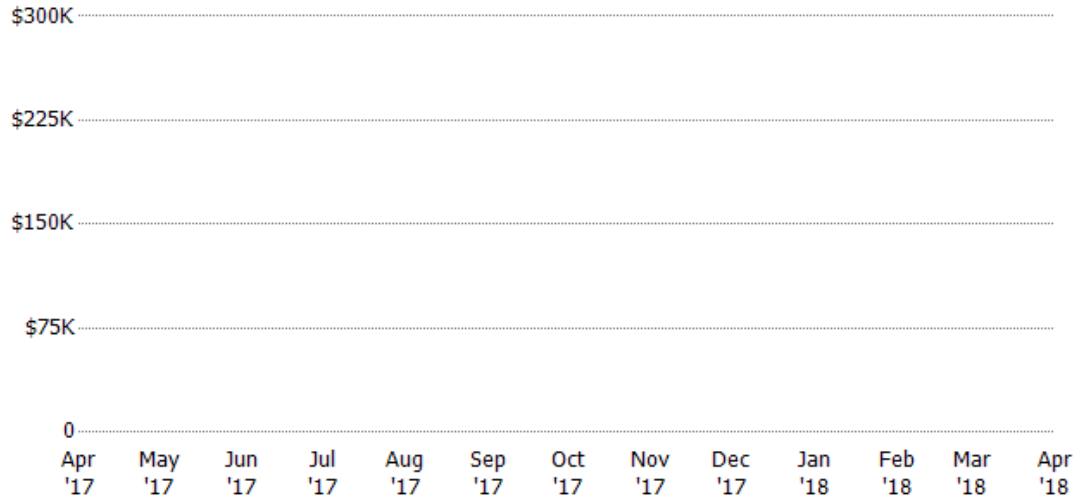
|   |   |   |   |   |   |   |   |   |   |   |   |   |   |        |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|--------|
| Avg Est Value                           | - | - | - | - | - | - | - | - | - | - | - | - | - | \$242K |
| Avg Sales Price                         | - | - | - | - | - | - | - | - | - | - | - | - | - | \$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.

### Filters Used

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



|   |   |   |   |   |   |   |   |   |   |   |   |   |        |
|---|---|---|---|---|---|---|---|---|---|---|---|---|--------|
| Median Est Value                        | - | - | - | - | - | - | - | - | - | - | - | - | \$242K |
| Median Sales Price                      | - | - | - | - | - | - | - | - | - | - | - | - | \$300K |
| Med Sales Price as a % of Med Est Value | - | - | - | - | - | - | - | - | - | - | - | - | 124%   |