

## Summary of Key Listing and Sales Metrics

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

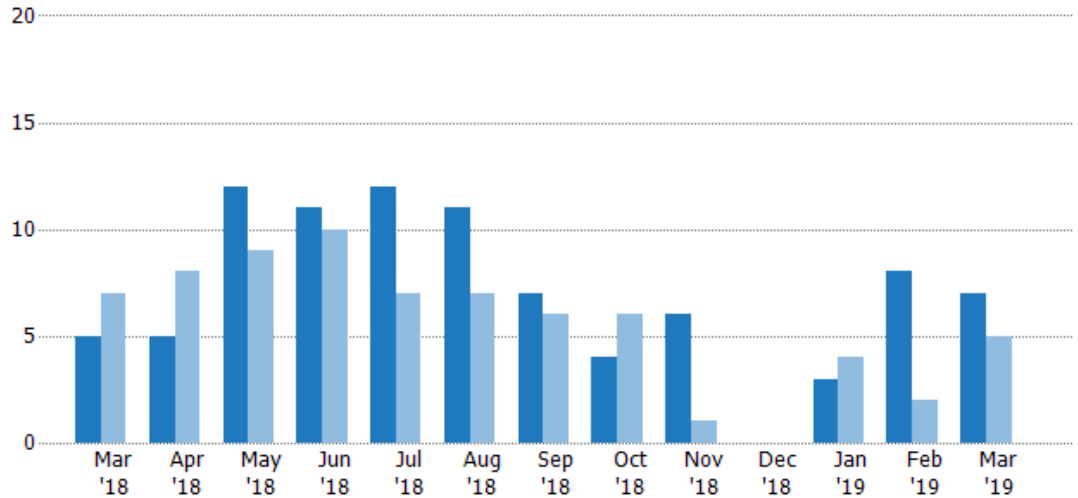
| Key Metrics                            | Mar 2019     | Mar 2018     | + / -   | YTD 2019    | YTD 2018    | + / -   |
|--|--------------|--------------|---------|-------------|-------------|---------|
| <b>Listing Activity Charts Metrics</b> |              |              |         |             |             |         |
| New Listing Count                      | 7            | 5            | +40%    | 18          | 11          | +63.6%  |
| New Listing Volume                     | \$2,495,400  | \$1,374,800  | +81.5%  | \$6,860,100 | \$3,372,700 | +103.4% |
| Active Listing Count                   | 35           | 28           | +25%    | N/A         | N/A         |         |
| Active Listing Volume                  | \$13,620,000 | \$14,409,800 | -5.5%   | N/A         | N/A         |         |
| Average Listing Price                  | \$389,143    | \$514,636    | -24.4%  | \$381,979   | \$513,391   | -25.6%  |
| Median Listing Price                   | \$284,000    | \$367,000    | -22.6%  | \$280,060   | \$384,553   | -27.2%  |
| Median Days in RPR                     | 163          | 256          | -36.3%  | 170.67      | 243.25      | -29.8%  |
| Months of Inventory                    | 17.5         | 4.7          | +275%   | 13.5        | 9.4         | +42.9%  |
| Absorption Rate                        | 5.71%        | 21.43%       | -15.7%  | 7.41%       | 10.59%      | -3.2%   |
| <b>Sales Activity Charts Metrics</b>   |              |              |         |             |             |         |
| New Pending Sales Count                | 5            | 3            | +66.7%  | 14          | 10          | +40%    |
| New Pending Sales Volume               | \$2,309,900  | \$838,899    | +175.3% | \$4,668,700 | \$2,893,799 | +61.3%  |
| Pending Sales Count                    | 6            | 6            | +/-     | N/A         | N/A         |         |
| Pending Sales Volume                   | \$2,562,800  | \$2,052,899  | +24.8%  | N/A         | N/A         |         |
| Closed Sales Count                     | 4            | 2            | +100%   | 9           | 8           | +12.5%  |
| Closed Sales Volume                    | \$719,400    | \$250,000    | +187.8% | \$2,017,400 | \$1,743,000 | +15.7%  |
| Average Sales Price                    | \$179,850    | \$125,000    | +43.9%  | \$224,156   | \$217,875   | +2.9%   |
| Median Sales Price                     | \$156,700    | \$125,000    | +25.4%  | \$204,533   | \$176,375   | +16%    |

## New Listings

The number of new residential listings that were added each month.

**Filters Used**

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



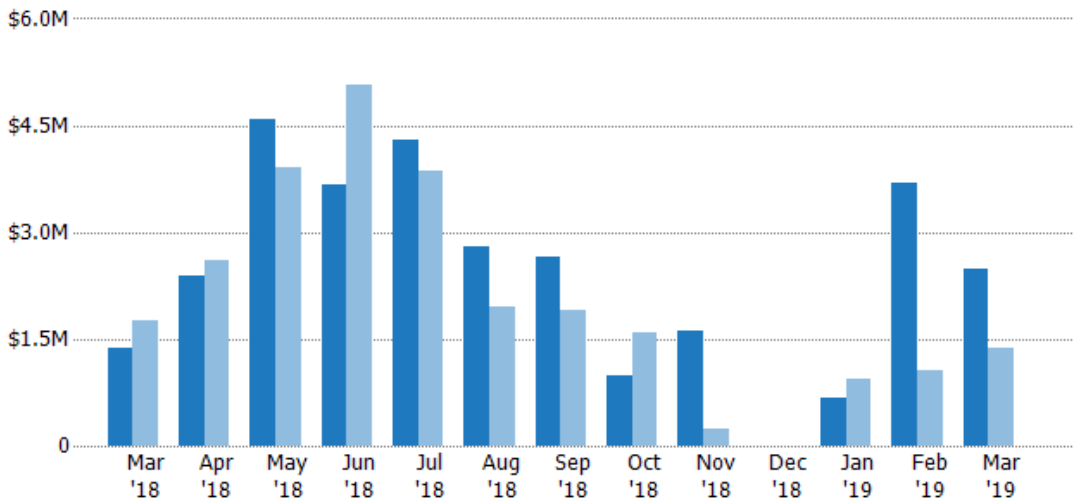
|                                |      |      |     |     |     |     |     |      |      |   |      |      |     |
|--------------------------------|------|------|-----|-----|-----|-----|-----|------|------|---|------|------|-----|
| Current Year                   | 5    | 5    | 12  | 11  | 12  | 11  | 7   | 4    | 6    | - | 3    | 8    | 7   |
| Prior Year                     | 7    | 8    | 9   | 10  | 7   | 7   | 6   | 6    | 1    | - | 4    | 2    | 5   |
| Percent Change from Prior Year | -29% | -38% | 33% | 10% | 71% | 57% | 17% | -33% | 500% | - | -25% | 300% | 40% |

## New Listing Volume

The sum of the listing price of residential listings that were added each month.

**Filters Used**

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



|                                |         |         |         |         |         |         |         |        |         |   |        |         |         |
|--------------------------------|---------|---------|---------|---------|---------|---------|---------|--------|---------|---|--------|---------|---------|
| Current Year                   | \$1.37M | \$2.39M | \$4.58M | \$3.66M | \$4.29M | \$2.81M | \$2.64M | \$986K | \$1.62M | - | \$675K | \$3.69M | \$2.5M  |
| Prior Year                     | \$1.77M | \$2.6M  | \$3.91M | \$5.07M | \$3.87M | \$1.96M | \$1.91M | \$1.6M | \$240K  | - | \$949K | \$1.05M | \$1.37M |
| Percent Change from Prior Year | -22%    | -8%     | 17%     | -28%    | 11%     | 43%     | 38%     | -38%   | 577%    | - | -29%   | 252%    | 82%     |

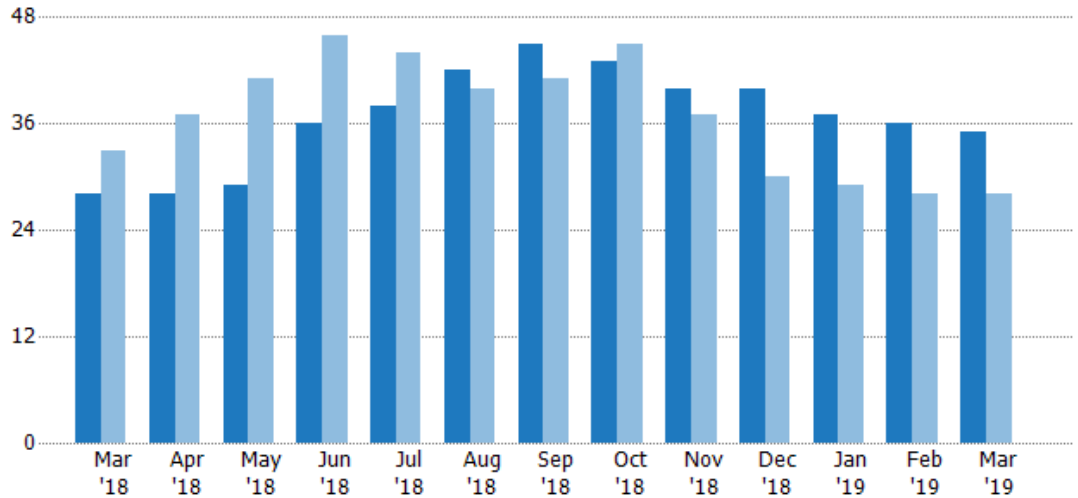
## Active Listings

The number of active residential listings at the end of each month.

### Filters Used

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

| Month/<br>Year | Count | % Chg. |
|----------------|-------|--------|
| Mar '19        | 35    | 25%    |
| Mar '18        | 28    | -15.2% |
| Mar '17        | 33    | 33.3%  |



|                                | Mar '18 | Apr '18 | May '18 | Jun '18 | Jul '18 | Aug '18 | Sep '18 | Oct '18 | Nov '18 | Dec '18 | Jan '19 | Feb '19 | Mar '19 |
|--------------------------------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| Current Year                   | 28      | 28      | 29      | 36      | 38      | 42      | 45      | 43      | 40      | 40      | 37      | 36      | 35      |
| Prior Year                     | 33      | 37      | 41      | 46      | 44      | 40      | 41      | 45      | 37      | 30      | 29      | 28      | 28      |
| Percent Change from Prior Year | -15%    | -24%    | -29%    | -22%    | -14%    | 5%      | 10%     | -4%     | 8%      | 33%     | 28%     | 29%     | 25%     |

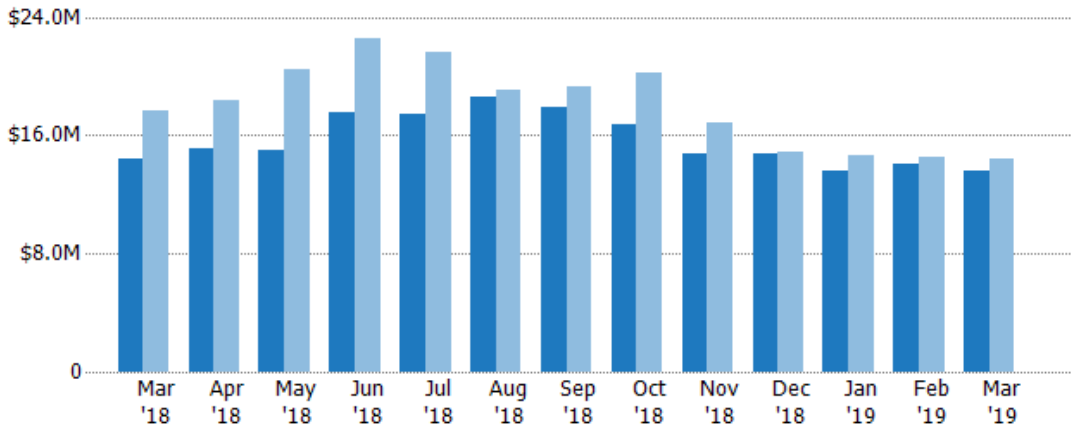
## Active Listing Volume

The sum of the 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

| Month/<br>Year | Volume  | % Chg. |
|----------------|---------|--------|
| Mar '19        | \$13.6M | -5.5%  |
| Mar '18        | \$14.4M | -18.3% |
| Mar '17        | \$17.6M | 22.8%  |



|                                | Mar '18 | Apr '18 | May '18 | Jun '18 | Jul '18 | Aug '18 | Sep '18 | Oct '18 | Nov '18 | Dec '18 | Jan '19 | Feb '19 | Mar '19 |
|--------------------------------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| Current Year                   | \$14.4M | \$15.1M | \$15M   | \$17.6M | \$17.4M | \$18.6M | \$17.9M | \$16.8M | \$14.7M | \$14.7M | \$13.5M | \$14.1M | \$13.6M |
| Prior Year                     | \$17.6M | \$18.4M | \$20.4M | \$22.6M | \$21.6M | \$19.1M | \$19.3M | \$20.3M | \$16.9M | \$14.8M | \$14.7M | \$14.5M | \$14.4M |
| Percent Change from Prior Year | -18%    | -18%    | -26%    | -22%    | -19%    | -2%     | -7%     | -17%    | -13%    | -1%     | -8%     | -3%     | -5%     |

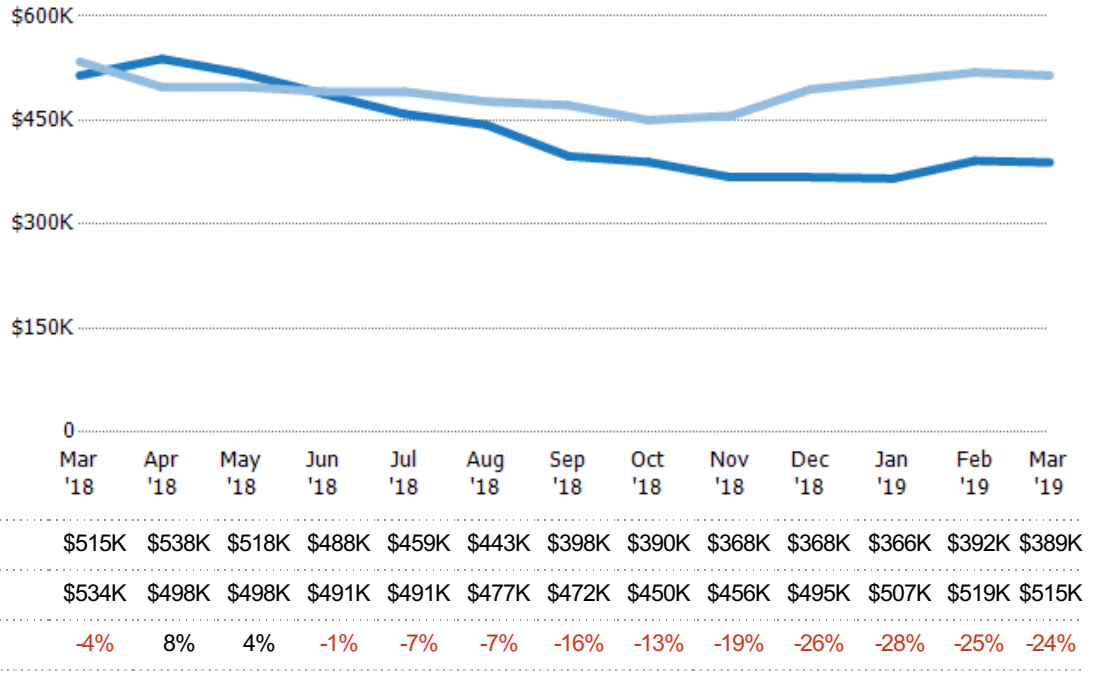
## Average Listing Price

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

| Month/Year | Price  | % Chg. |
|------------|--------|--------|
| Mar '19    | \$389K | -24.4% |
| Mar '18    | \$515K | -3.7%  |
| Mar '17    | \$534K | -7.9%  |



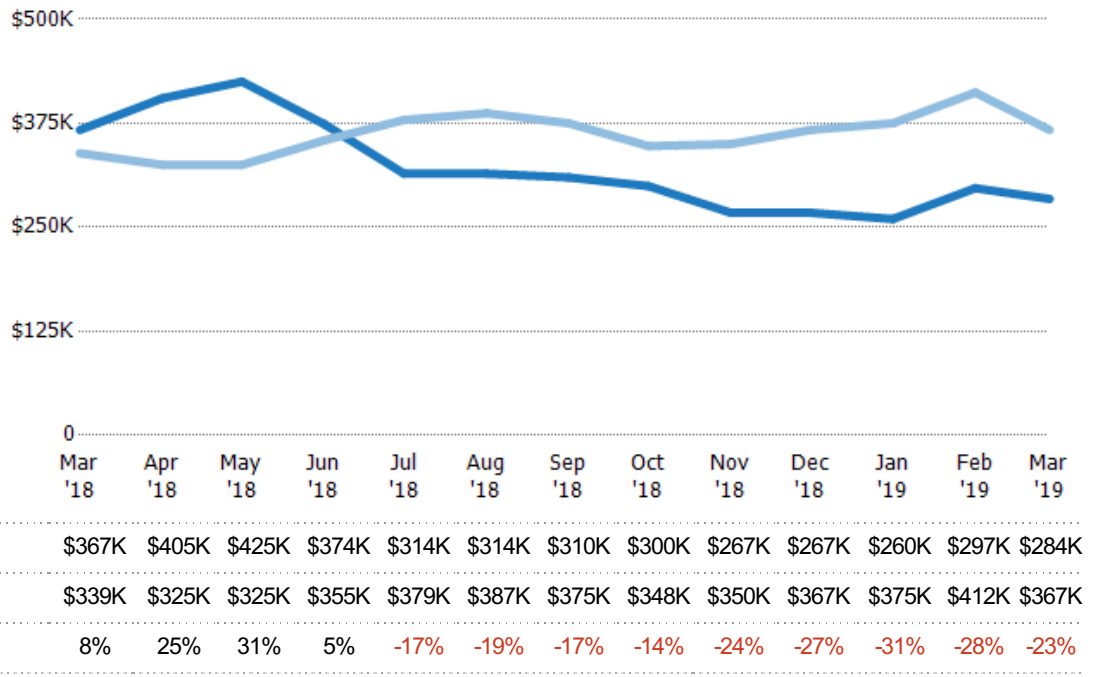
## Median Listing Price

The median 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

| Month/Year | Price  | % Chg. |
|------------|--------|--------|
| Mar '19    | \$284K | -22.6% |
| Mar '18    | \$367K | 8.3%   |
| Mar '17    | \$339K | -13.3% |

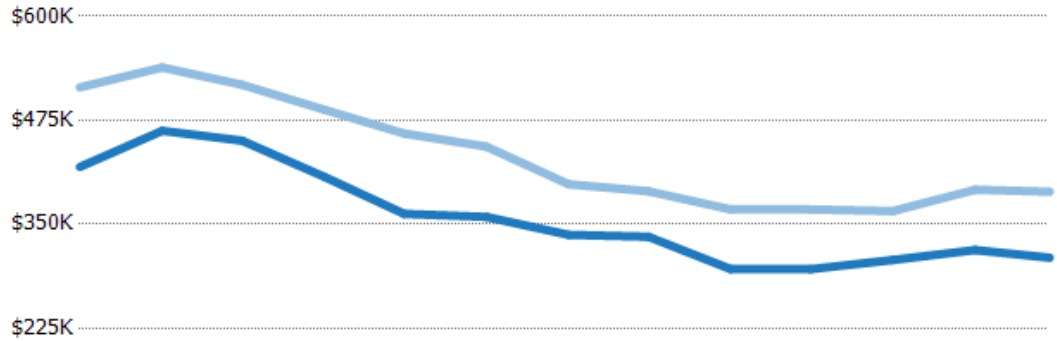


## Average Listing Price vs Average Est Value

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



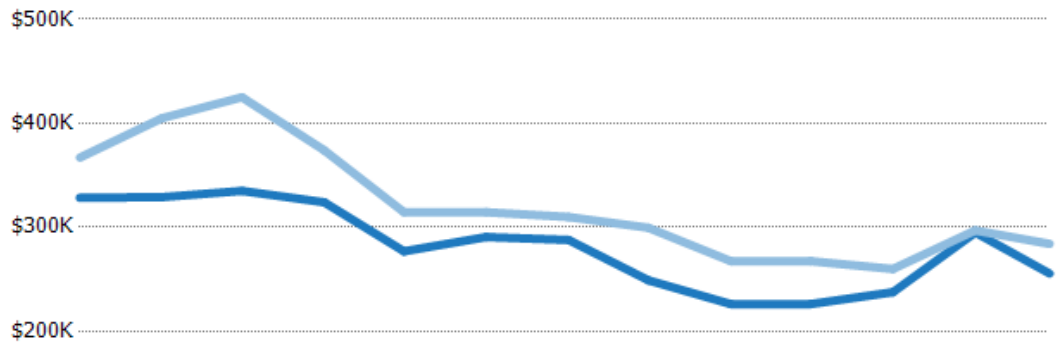
|   | Mar '18 | Apr '18 | May '18 | Jun '18 | Jul '18 | Aug '18 | Sep '18 | Oct '18 | Nov '18 | Dec '18 | Jan '19 | Feb '19 | Mar '19 |
|---|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| Avg Est Value                             | \$419K  | \$462K  | \$451K  | \$407K  | \$363K  | \$359K  | \$337K  | \$335K  | \$296K  | \$296K  | \$307K  | \$319K  | \$310K  |
| Avg Listing Price                         | \$515K  | \$538K  | \$518K  | \$488K  | \$459K  | \$443K  | \$398K  | \$390K  | \$368K  | \$368K  | \$366K  | \$392K  | \$389K  |
| Avg Listing Price as a % of Avg Est Value | 123%    | 116%    | 115%    | 120%    | 127%    | 124%    | 118%    | 116%    | 124%    | 124%    | 119%    | 123%    | 126%    |

## 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



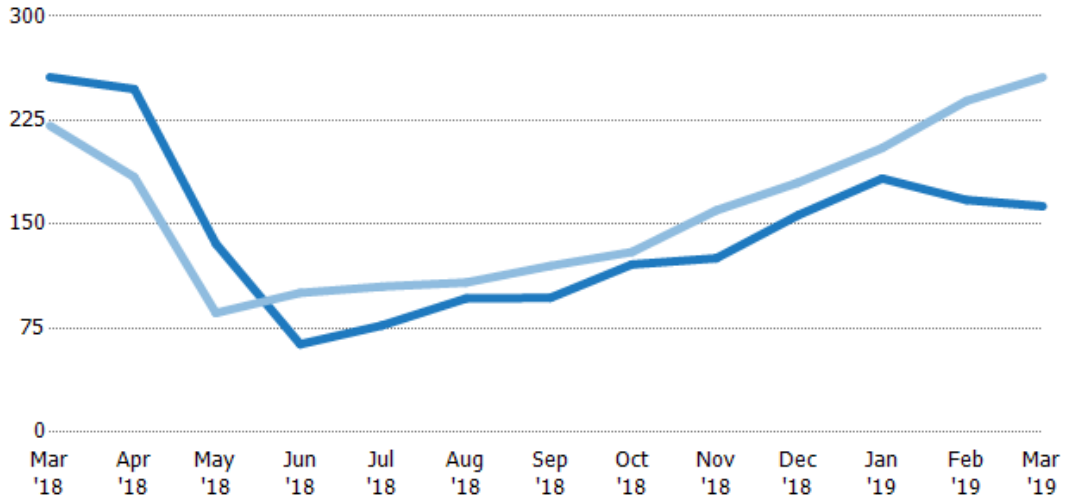
|   | Mar '18 | Apr '18 | May '18 | Jun '18 | Jul '18 | Aug '18 | Sep '18 | Oct '18 | Nov '18 | Dec '18 | Jan '19 | Feb '19 | Mar '19 |
|---|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| Median Est Value                          | \$328K  | \$329K  | \$335K  | \$324K  | \$277K  | \$291K  | \$288K  | \$249K  | \$226K  | \$226K  | \$238K  | \$295K  | \$256K  |
| Median Listing Price                      | \$367K  | \$405K  | \$425K  | \$374K  | \$314K  | \$314K  | \$310K  | \$300K  | \$267K  | \$267K  | \$260K  | \$297K  | \$284K  |
| Med Listing Price as a % of Med Est Value | 112%    | 123%    | 127%    | 115%    | 114%    | 108%    | 108%    | 120%    | 118%    | 118%    | 109%    | 101%    | 111%    |

## 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



| Month/Year | Days | % Chg. |
|------------|------|--------|
| Mar '19    | 163  | -36.3% |
| Mar '18    | 256  | 15.8%  |
| Mar '17    | 221  | -4.8%  |

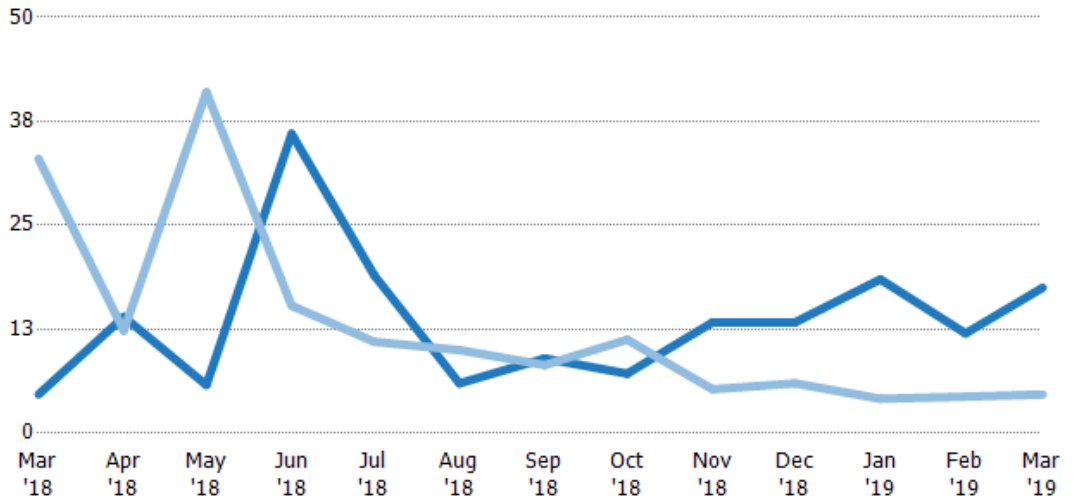
|                                | Mar '18 | Apr '18 | May '18 | Jun '18 | Jul '18 | Aug '18 | Sep '18 | Oct '18 | Nov '18 | Dec '18 | Jan '19 | Feb '19 | Mar '19 |
|--------------------------------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| Current Year                   | 256     | 248     | 136     | 63.5    | 77      | 96.5    | 97      | 121     | 126     | 157     | 183     | 168     | 163     |
| Prior Year                     | 221     | 184     | 86      | 101     | 105     | 108     | 120     | 130     | 160     | 180     | 205     | 239     | 256     |
| Percent Change from Prior Year | 16%     | 35%     | 58%     | -37%    | -27%    | -11%    | -19%    | -7%     | -22%    | -13%    | -11%    | -30%    | -36%    |

## 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  
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 Family Residence



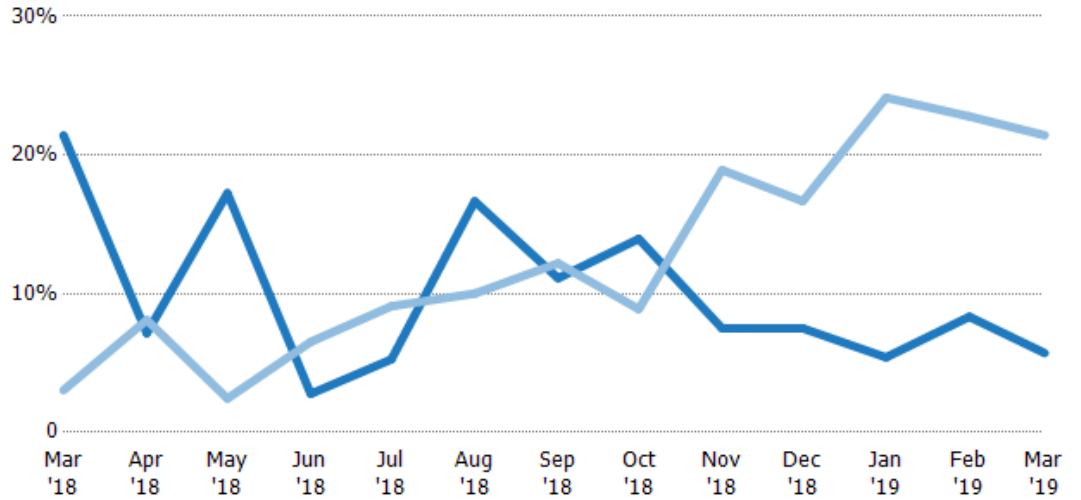
|                                | Mar '18 | Apr '18 | May '18 | Jun '18 | Jul '18 | Aug '18 | Sep '18 | Oct '18 | Nov '18 | Dec '18 | Jan '19 | Feb '19 | Mar '19 |
|--------------------------------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| Current Year                   | 4.67    | 14      | 5.8     | 36      | 19      | 6       | 9       | 7.17    | 13.3    | 13.3    | 18.5    | 12      | 17.5    |
| Prior Year                     | 33      | 12.3    | 41      | 15.3    | 11      | 10      | 8.2     | 11.3    | 5.29    | 6       | 4.14    | 4.4     | 4.67    |
| Percent Change from Prior Year | -86%    | 14%     | -86%    | 135%    | 73%     | -40%    | 10%     | -36%    | 152%    | 122%    | 347%    | 100%    | 275%    |

## Absorption Rate

The percentage of inventory sold per month.

**Filters Used**

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



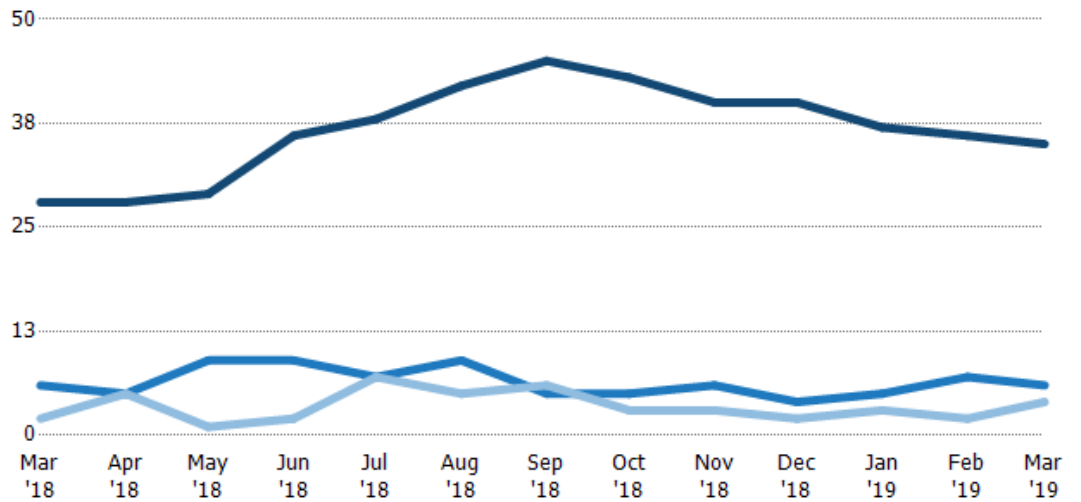
|                        | Mar '18 | Apr '18 | May '18 | Jun '18 | Jul '18 | Aug '18 | Sep '18 | Oct '18 | Nov '18 | Dec '18 | Jan '19 | Feb '19 | Mar '19 |
|------------------------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| Current Year           | 21%     | 7%      | 17%     | 3%      | 5%      | 17%     | 11%     | 14%     | 8%      | 8%      | 5%      | 8%      | 6%      |
| Prior Year             | 3%      | 8%      | 2%      | 7%      | 9%      | 10%     | 12%     | 9%      | 19%     | 17%     | 24%     | 23%     | 21%     |
| Change from Prior Year | -18%    | 1%      | -15%    | 4%      | 4%      | -7%     | 1%      | -5%     | 11%     | 9%      | 19%     | -8%     | 16%     |

## Active/Pending/Sold Units

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

**Filters Used**

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



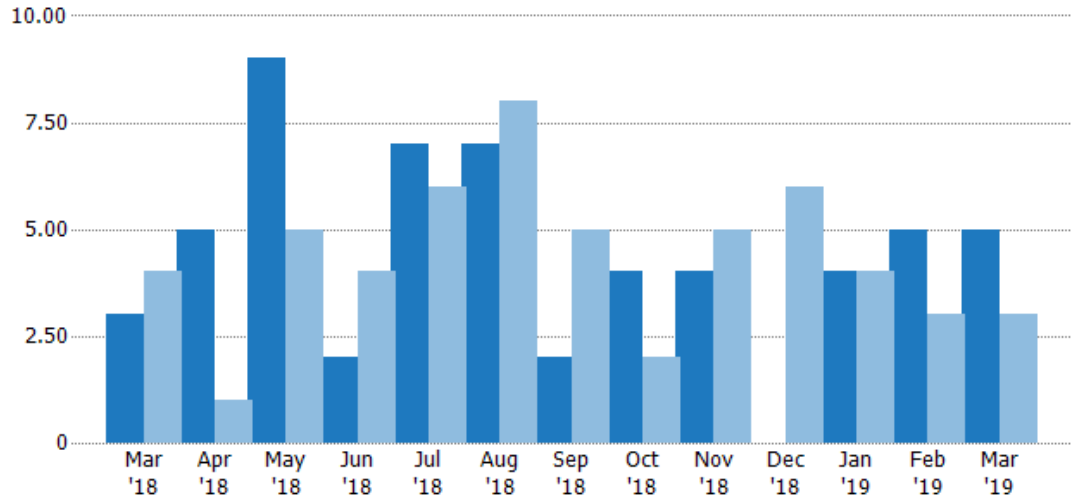
|         | Mar '18 | Apr '18 | May '18 | Jun '18 | Jul '18 | Aug '18 | Sep '18 | Oct '18 | Nov '18 | Dec '18 | Jan '19 | Feb '19 | Mar '19 |
|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| Active  | 28      | 28      | 29      | 36      | 38      | 42      | 45      | 43      | 40      | 40      | 37      | 36      | 35      |
| Pending | 6       | 5       | 9       | 9       | 7       | 9       | 5       | 5       | 6       | 4       | 5       | 7       | 6       |
| Sold    | 2       | 5       | 1       | 2       | 7       | 5       | 6       | 3       | 3       | 2       | 3       | 2       | 4       |

## New Pending Sales

The number of residential properties with accepted offers that were added each month.

**Filters Used**

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



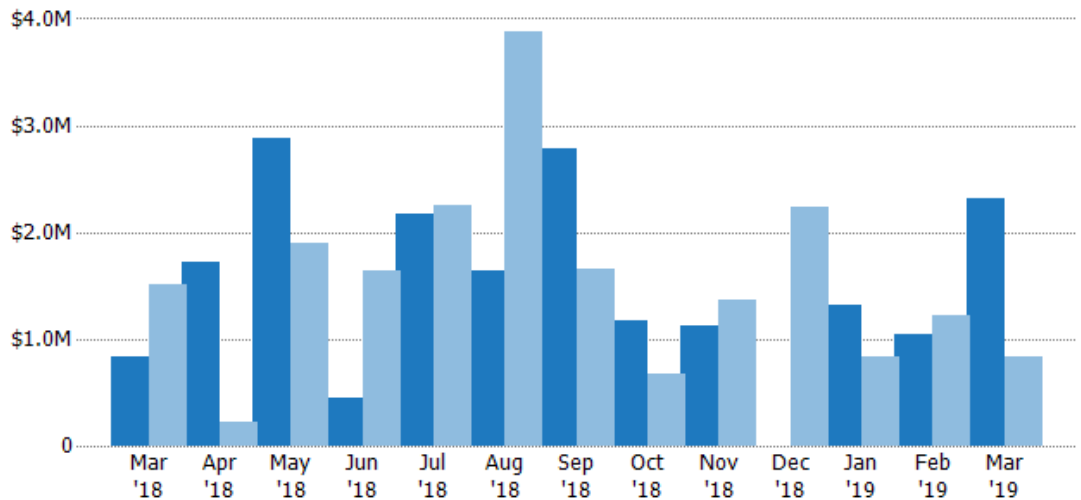
|                                |      |      |     |      |     |      |      |      |      |       |    |     |     |
|--------------------------------|------|------|-----|------|-----|------|------|------|------|-------|----|-----|-----|
| Current Year                   | 3    | 5    | 9   | 2    | 7   | 7    | 2    | 4    | 4    | -     | 4  | 5   | 5   |
| Prior Year                     | 4    | 1    | 5   | 4    | 6   | 8    | 5    | 2    | 5    | 6     | 4  | 3   | 3   |
| Percent Change from Prior Year | -25% | 400% | 80% | -50% | 17% | -13% | -60% | 100% | -20% | -100% | 0% | 67% | 67% |

## New Pending Sales Volume

The sum of the sales price of residential 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                   | \$839K  | \$1.72M | \$2.88M | \$450K  | \$2.16M | \$1.63M | \$2.79M | \$1.17M | \$1.13M | -       | \$1.32M | \$1.04M | \$2.31M |
| Prior Year                     | \$1.51M | \$225K  | \$1.89M | \$1.64M | \$2.25M | \$3.87M | \$1.65M | \$679K  | \$1.37M | \$2.23M | \$841K  | \$1.21M | \$839K  |
| Percent Change from Prior Year | -44%    | 665%    | 53%     | -73%    | -4%     | -58%    | 69%     | 73%     | -18%    | -100%   | 57%     | -14%    | 175%    |



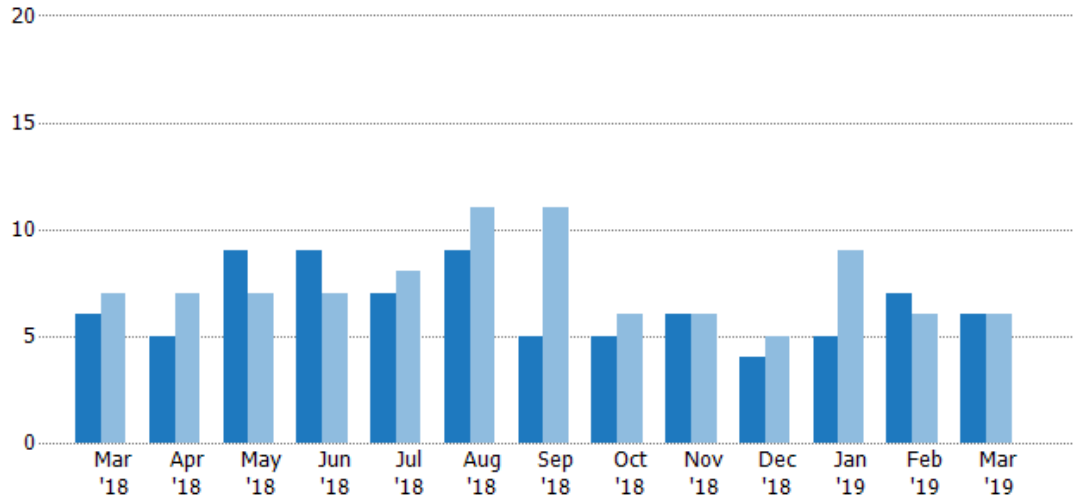
## Pending Sales

The number of residential 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

| Month/<br>Year | Count | % Chg. |
|----------------|-------|--------|
| Mar '19        | 6     | 0%     |
| Mar '18        | 6     | -14.3% |
| Mar '17        | 7     | -85.7% |



|                                | Mar '18 | Apr '18 | May '18 | Jun '18 | Jul '18 | Aug '18 | Sep '18 | Oct '18 | Nov '18 | Dec '18 | Jan '19 | Feb '19 | Mar '19 |
|--------------------------------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| Current Year                   | 6       | 5       | 9       | 9       | 7       | 9       | 5       | 5       | 6       | 4       | 5       | 7       | 6       |
| Prior Year                     | 7       | 7       | 7       | 7       | 8       | 11      | 11      | 6       | 6       | 5       | 9       | 6       | 6       |
| Percent Change from Prior Year | -14%    | -29%    | 29%     | 29%     | -13%    | -18%    | -55%    | -17%    | 0%      | -20%    | -44%    | 17%     | 0%      |

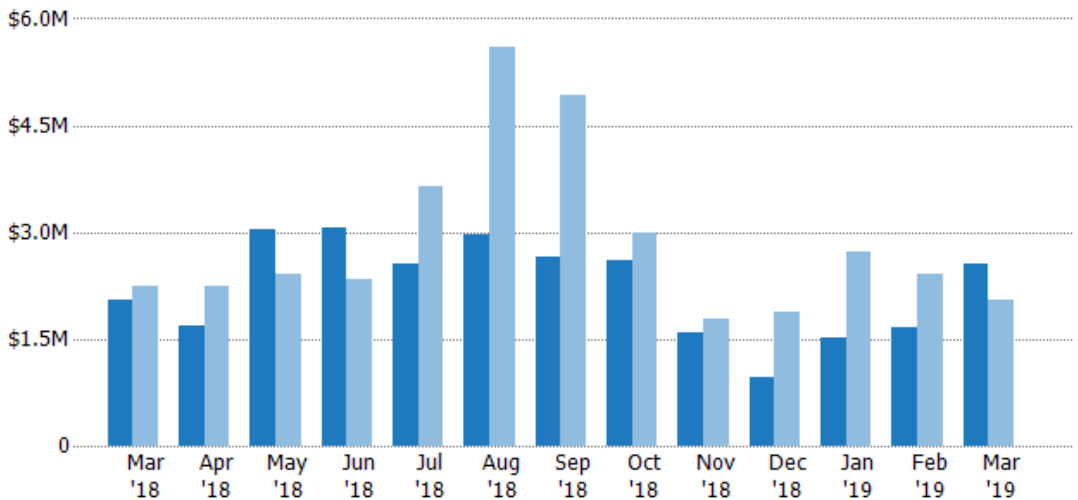
## Pending Sales Volume

The sum of the sales price of residential 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

| Month/<br>Year | Volume  | % Chg. |
|----------------|---------|--------|
| Mar '19        | \$2.56M | 24.8%  |
| Mar '18        | \$2.05M | -8.2%  |
| Mar '17        | \$2.24M | -86.6% |



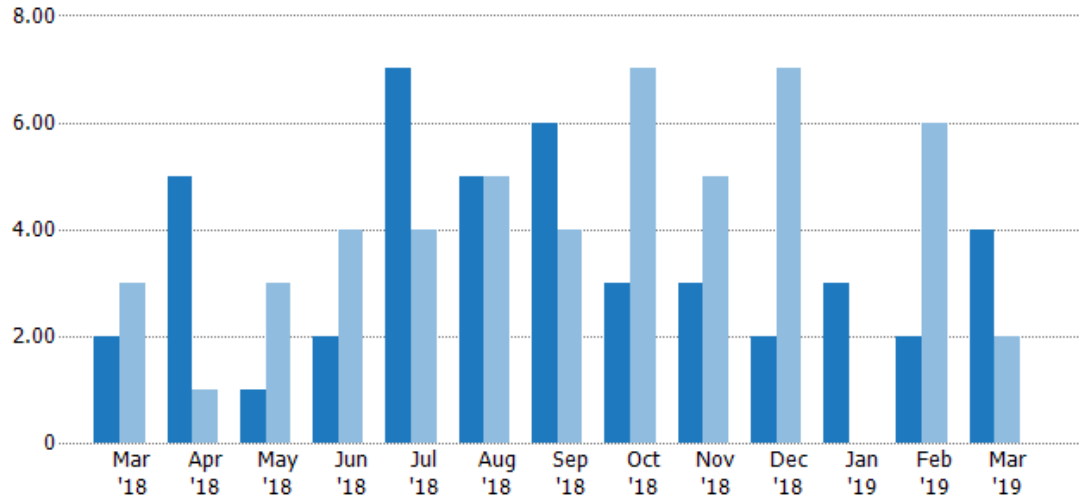
|                                | Mar '18 | Apr '18 | May '18 | Jun '18 | Jul '18 | Aug '18 | Sep '18 | Oct '18 | Nov '18 | Dec '18 | Jan '19 | Feb '19 | Mar '19 |
|--------------------------------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| Current Year                   | \$2.05M | \$1.68M | \$3.05M | \$3.06M | \$2.56M | \$2.97M | \$2.65M | \$2.6M  | \$1.59M | \$967K  | \$1.51M | \$1.67M | \$2.56M |
| Prior Year                     | \$2.24M | \$2.25M | \$2.4M  | \$2.34M | \$3.64M | \$5.59M | \$4.93M | \$3M    | \$1.78M | \$1.88M | \$2.72M | \$2.42M | \$2.05M |
| Percent Change from Prior Year | -8%     | -25%    | 27%     | 31%     | -30%    | -47%    | -46%    | -13%    | -11%    | -49%    | -45%    | -31%    | 25%     |

## 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



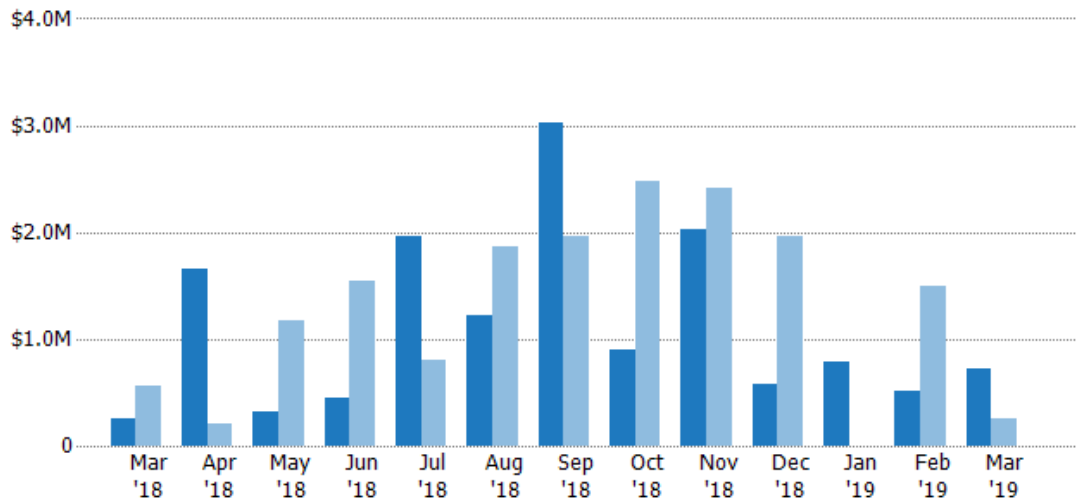
|                                |      |      |      |      |     |    |     |      |      |      |      |      |      |
|--------------------------------|------|------|------|------|-----|----|-----|------|------|------|------|------|------|
| Current Year                   | 2    | 5    | 1    | 2    | 7   | 5  | 6   | 3    | 3    | 2    | 3    | 2    | 4    |
| Prior Year                     | 3    | 1    | 3    | 4    | 4   | 5  | 4   | 7    | 5    | 7    | -    | 6    | 2    |
| Percent Change from Prior Year | -33% | 400% | -67% | -50% | 75% | 0% | 50% | -57% | -40% | -71% | 100% | -67% | 100% |

## Closed Sales Volume

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

### Filters Used

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



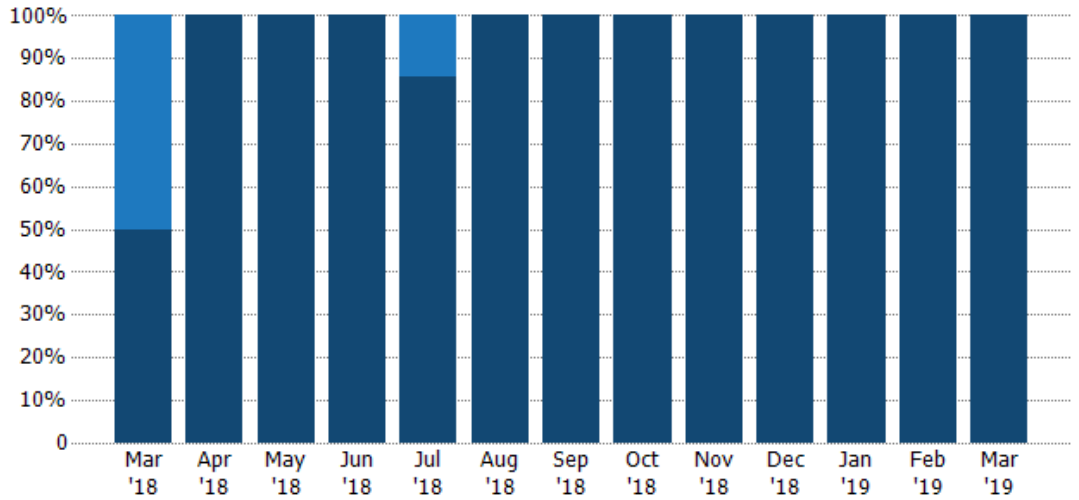
|                                |        |         |         |         |         |         |         |         |         |         |        |         |        |
|--------------------------------|--------|---------|---------|---------|---------|---------|---------|---------|---------|---------|--------|---------|--------|
| Current Year                   | \$250K | \$1.65M | \$322K  | \$446K  | \$1.97M | \$1.22M | \$3.02M | \$896K  | \$2.03M | \$577K  | \$789K | \$509K  | \$719K |
| Prior Year                     | \$558K | \$204K  | \$1.17M | \$1.55M | \$803K  | \$1.86M | \$1.96M | \$2.47M | \$2.41M | \$1.97M | -      | \$1.49M | \$250K |
| Percent Change from Prior Year | -55%   | 711%    | -72%    | -71%    | 145%    | -34%    | 54%     | -64%    | -16%    | -71%    | 100%   | -66%    | 188%   |

## Closed Sales by Property Type

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

**Filters Used**

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



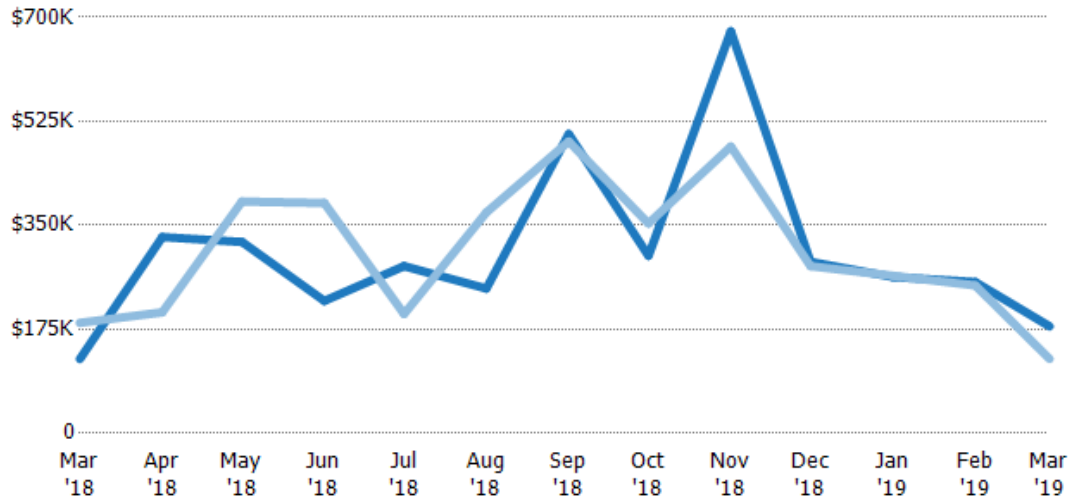
|                         |     |      |      |      |     |      |      |      |      |      |      |      |
|-------------------------|-----|------|------|------|-----|------|------|------|------|------|------|------|
| Condo/Townhouse         | 50% | -    | -    | -    | 14% | -    | -    | -    | -    | -    | -    | -    |
| Single Family Residence | 50% | 100% | 100% | 100% | 86% | 100% | 100% | 100% | 100% | 100% | 100% | 100% |

## Average Sales Price

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

**Filters Used**

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



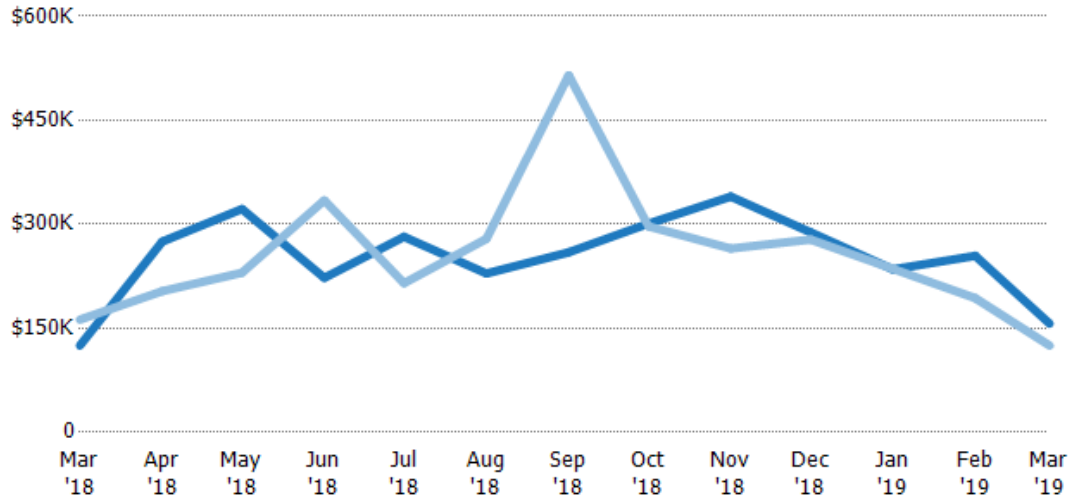
|                                |        |        |        |        |        |        |        |        |        |        |        |        |        |
|--------------------------------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|
| Current Year                   | \$125K | \$330K | \$322K | \$223K | \$281K | \$244K | \$504K | \$299K | \$676K | \$289K | \$263K | \$255K | \$180K |
| Prior Year                     | \$186K | \$204K | \$390K | \$388K | \$201K | \$372K | \$491K | \$353K | \$483K | \$281K | \$265K | \$249K | \$125K |
| Percent Change from Prior Year | -33%   | 62%    | -17%   | -43%   | 40%    | -34%   | 3%     | -15%   | 40%    | 3%     | 100%   | 2%     | 44%    |

## Median Sales Price

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

### Filters Used

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



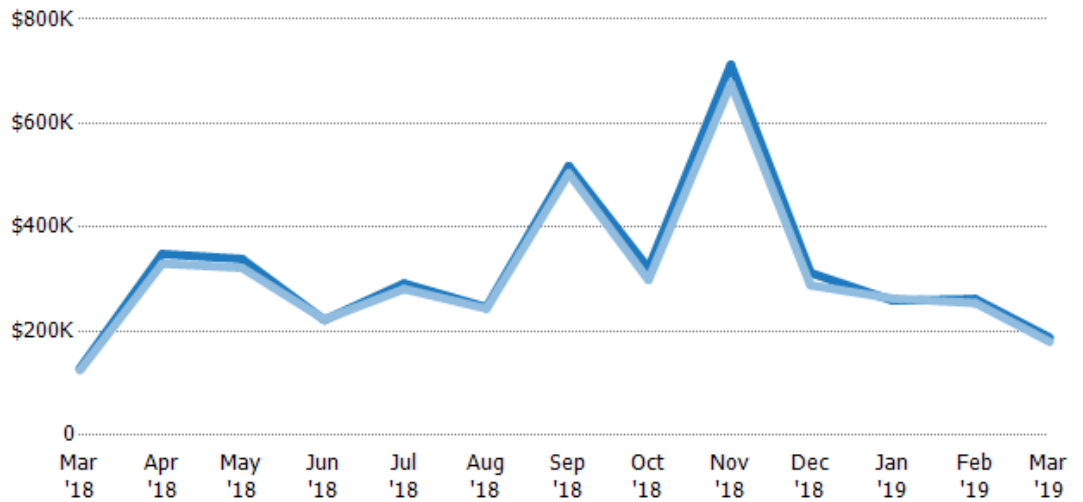
|                                | Mar '18 | Apr '18 | May '18 | Jun '18 | Jul '18 | Aug '18 | Sep '18 | Oct '18 | Nov '18 | Dec '18 | Jan '19 | Feb '19 | Mar '19 |
|--------------------------------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| Current Year                   | \$125K  | \$275K  | \$322K  | \$223K  | \$282K  | \$229K  | \$260K  | \$301K  | \$340K  | \$289K  | \$235K  | \$255K  | \$157K  |
| Prior Year                     | \$163K  | \$204K  | \$230K  | \$335K  | \$215K  | \$279K  | \$515K  | \$297K  | \$265K  | \$278K  | \$236K  | \$194K  | \$125K  |
| Percent Change from Prior Year | -23%    | 35%     | 40%     | -33%    | 31%     | -18%    | -50%    | 1%      | 28%     | 4%      | 100%    | 32%     | 25%     |

## 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



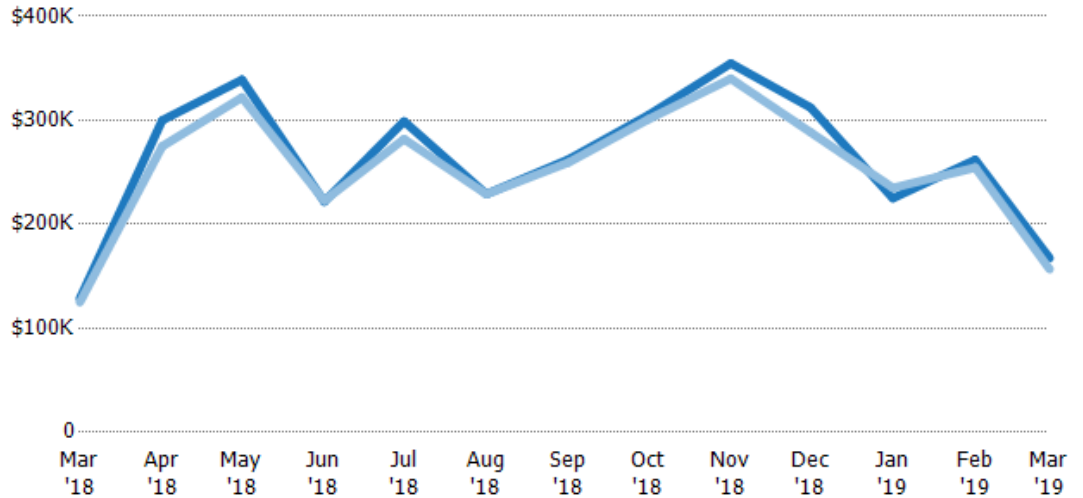
|  | Mar '18 | Apr '18 | May '18 | Jun '18 | Jul '18 | Aug '18 | Sep '18 | Oct '18 | Nov '18 | Dec '18 | Jan '19 | Feb '19 | Mar '19 |
|--|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| Avg List Price                           | \$128K  | \$349K  | \$339K  | \$222K  | \$292K  | \$246K  | \$518K  | \$321K  | \$713K  | \$312K  | \$259K  | \$262K  | \$188K  |
| Avg Sales Price                          | \$125K  | \$330K  | \$322K  | \$223K  | \$281K  | \$244K  | \$504K  | \$299K  | \$676K  | \$289K  | \$263K  | \$255K  | \$180K  |
| Avg Sales Price as a % of Avg List Price | 97%     | 95%     | 95%     | 100%    | 96%     | 99%     | 97%     | 93%     | 95%     | 92%     | 102%    | 97%     | 96%     |

## 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



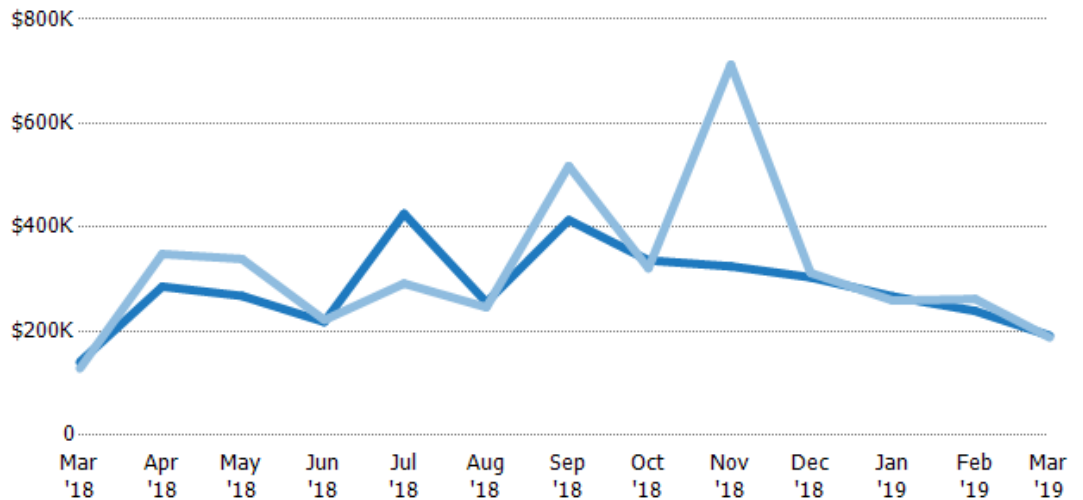
|  | Mar '18 | Apr '18 | May '18 | Jun '18 | Jul '18 | Aug '18 | Sep '18 | Oct '18 | Nov '18 | Dec '18 | Jan '19 | Feb '19 | Mar '19 |
|--|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| Median List Price                        | \$128K  | \$300K  | \$339K  | \$222K  | \$299K  | \$229K  | \$262K  | \$305K  | \$355K  | \$312K  | \$225K  | \$262K  | \$167K  |
| Median Sales Price                       | \$125K  | \$275K  | \$322K  | \$223K  | \$282K  | \$229K  | \$260K  | \$301K  | \$340K  | \$289K  | \$235K  | \$255K  | \$157K  |
| Med Sales Price as a % of Med List Price | 97%     | 92%     | 95%     | 100%    | 94%     | 100%    | 99%     | 99%     | 96%     | 92%     | 104%    | 97%     | 94%     |

## 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



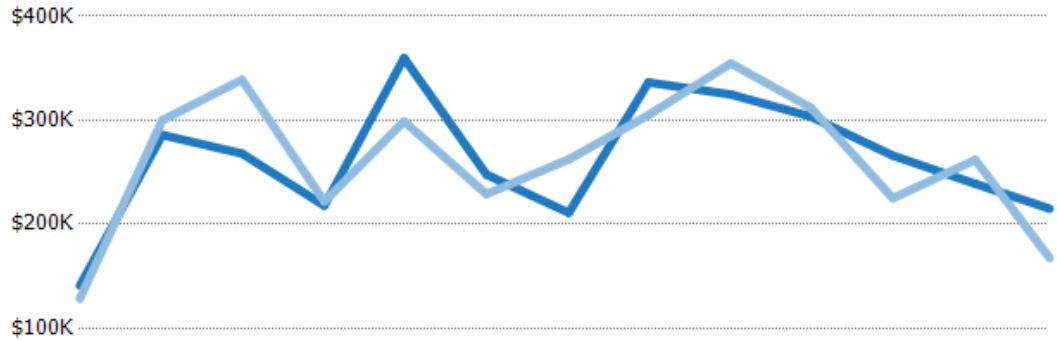
|   | Mar '18 | Apr '18 | May '18 | Jun '18 | Jul '18 | Aug '18 | Sep '18 | Oct '18 | Nov '18 | Dec '18 | Jan '19 | Feb '19 | Mar '19 |
|---|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| Avg Est Value                           | \$141K  | \$286K  | \$268K  | \$218K  | \$426K  | \$256K  | \$414K  | \$336K  | \$325K  | \$304K  | \$267K  | \$239K  | \$192K  |
| Avg Sales Price                         | \$128K  | \$349K  | \$339K  | \$222K  | \$292K  | \$246K  | \$518K  | \$321K  | \$713K  | \$312K  | \$259K  | \$262K  | \$188K  |
| Avg Sales Price as a % of Avg Est Value | 91%     | 122%    | 126%    | 102%    | 68%     | 96%     | 125%    | 95%     | 219%    | 103%    | 97%     | 110%    | 98%     |

## 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



|   | Mar '18 | Apr '18 | May '18 | Jun '18 | Jul '18 | Aug '18 | Sep '18 | Oct '18 | Nov '18 | Dec '18 | Jan '19 | Feb '19 | Mar '19 |
|---|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| Median Est Value                        | \$141K  | \$286K  | \$268K  | \$218K  | \$360K  | \$248K  | \$211K  | \$336K  | \$325K  | \$304K  | \$266K  | \$239K  | \$215K  |
| Median Sales Price                      | \$128K  | \$300K  | \$339K  | \$222K  | \$299K  | \$229K  | \$262K  | \$305K  | \$355K  | \$312K  | \$225K  | \$262K  | \$167K  |
| Med Sales Price as a % of Med Est Value | 91%     | 105%    | 126%    | 102%    | 83%     | 92%     | 124%    | 91%     | 109%    | 103%    | 85%     | 110%    | 78%     |