

## Summary of Key Listing and Sales Metrics

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

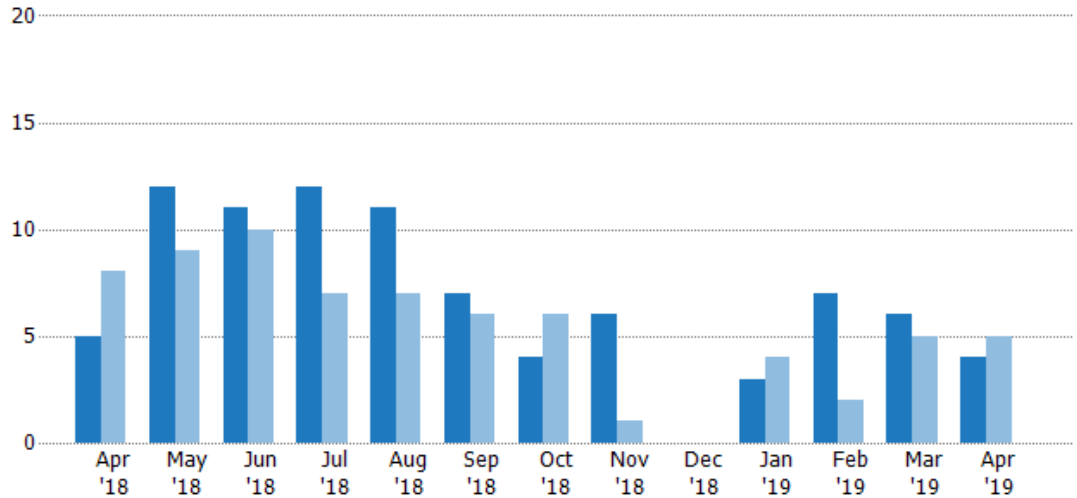
Key Metrics	Apr 2019	Apr 2018	+ / -	YTD 2019	YTD 2018	+ / -
<b>Listing Activity Charts Metrics</b>						
New Listing Count	4	5	-20%	20	16	+25%
New Listing Volume	\$1,791,500	\$2,387,400	-25%	\$7,453,100	\$5,760,100	+29.4%
Active Listing Count	—	28	—	N/A	N/A	
Active Listing Volume	—	\$15,076,400	—	N/A	N/A	
Average Listing Price	—	\$538,443	—	\$377,880	\$519,598	-27.3%
Median Listing Price	—	\$405,000	—	\$279,742	\$389,619	-28.2%
Median Days in RPR	—	247.5	—	156.5	244.88	-36.1%
Months of Inventory	—	14	-100%	8.2	11.3	-27.8%
Absorption Rate	—	7.14%	—	12.26%	8.85%	+3.4%
<b>Sales Activity Charts Metrics</b>						
New Pending Sales Count	6	5	+20%	19	15	+26.7%
New Pending Sales Volume	\$3,169,500	\$1,720,800	+84.2%	\$6,839,200	\$4,614,599	+48.2%
Pending Sales Count	—	5	—	N/A	N/A	
Pending Sales Volume	—	\$1,680,800	—	N/A	N/A	
Closed Sales Count	1	5	-80%	10	13	-23.1%
Closed Sales Volume	\$576,000	\$1,651,000	-65.1%	\$2,593,400	\$3,394,000	-23.6%
Average Sales Price	\$576,000	\$330,200	+74.4%	\$259,340	\$261,077	-0.7%
Median Sales Price	\$576,000	\$275,000	+109.5%	\$241,680	\$214,308	+12.8%

## 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



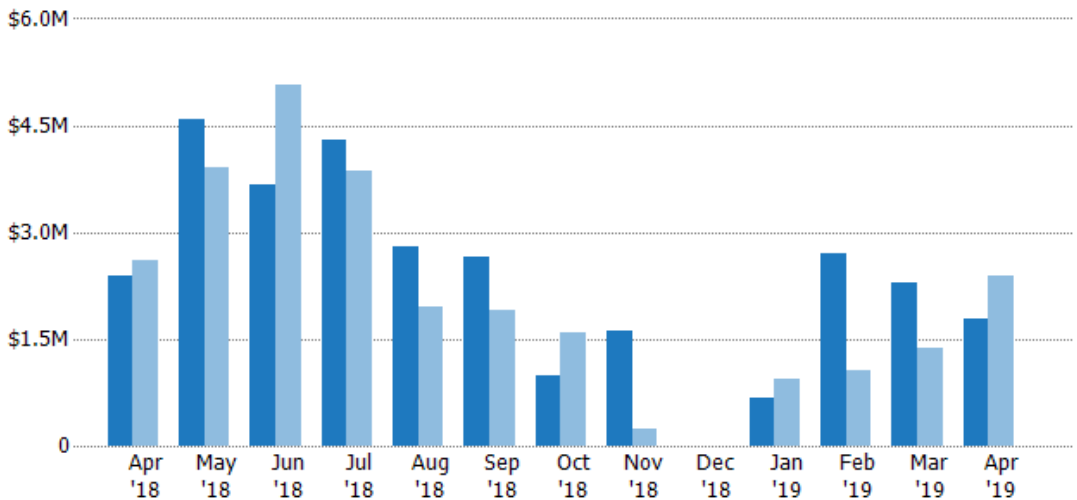
Current Year	5	12	11	12	11	7	4	6	-	3	7	6	4
Prior Year	8	9	10	7	7	6	6	1	-	4	2	5	5
Percent Change from Prior Year	-38%	33%	10%	71%	57%	17%	-33%	500%	-	-25%	250%	20%	-20%

## 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



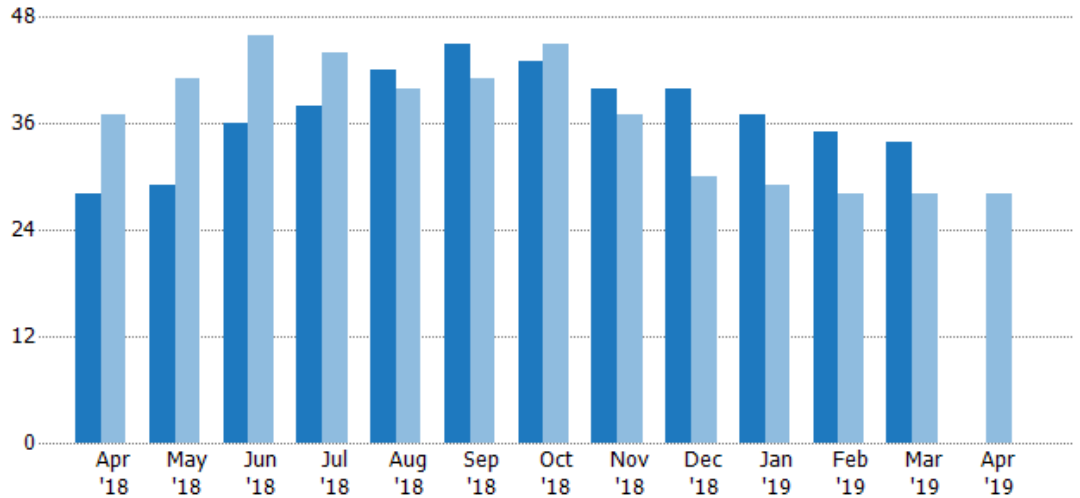
Current Year	\$2.39M	\$4.58M	\$3.66M	\$4.29M	\$2.81M	\$2.64M	\$986K	\$1.62M	-	\$675K	\$2.69M	\$2.3M	\$1.79M
Prior Year	\$2.6M	\$3.91M	\$5.07M	\$3.87M	\$1.96M	\$1.91M	\$1.6M	\$240K	-	\$949K	\$1.05M	\$1.37M	\$2.39M
Percent Change from Prior Year	-8%	17%	-28%	11%	43%	38%	-38%	577%	-	-29%	157%	67%	-25%

## 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



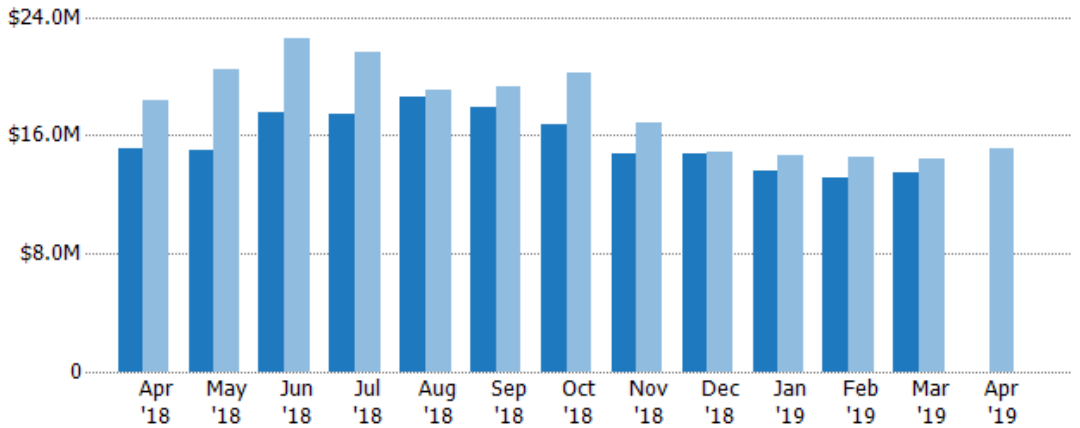
Current Year	28	29	36	38	42	45	43	40	40	37	35	34	-
Prior Year	37	41	46	44	40	41	45	37	30	29	28	28	28
Percent Change from Prior Year	-24%	-29%	-22%	-14%	5%	10%	-4%	8%	33%	28%	25%	21%	-100%

## 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



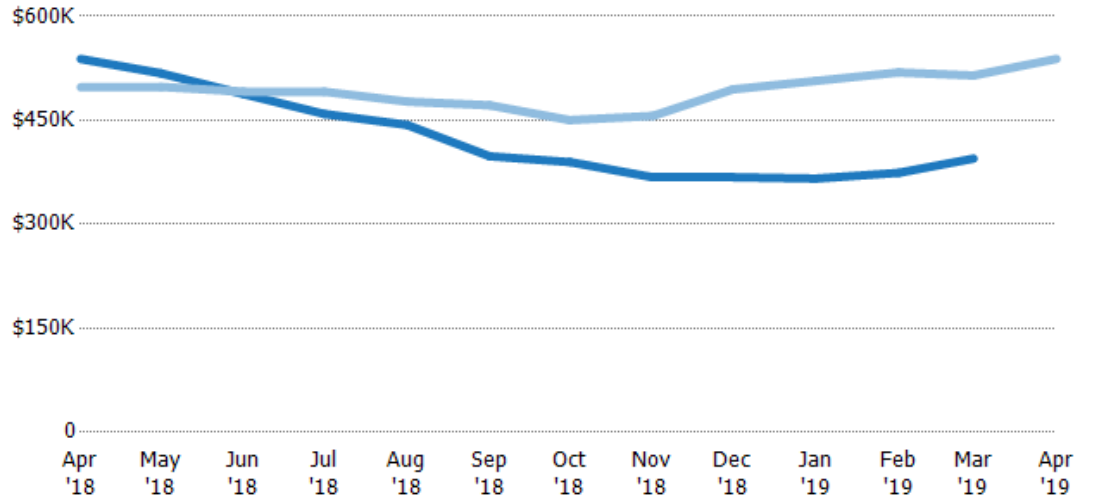
Current Year	\$15.1M	\$15M	\$17.6M	\$17.4M	\$18.6M	\$17.9M	\$16.8M	\$14.7M	\$14.7M	\$13.5M	\$13.1M	\$13.4M	-
Prior Year	\$18.4M	\$20.4M	\$22.6M	\$21.6M	\$19.1M	\$19.3M	\$20.3M	\$16.9M	\$14.8M	\$14.7M	\$14.5M	\$14.4M	\$15.1M
Percent Change from Prior Year	-18%	-26%	-22%	-19%	-2%	-7%	-17%	-13%	-1%	-8%	-10%	-7%	-100%

## 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



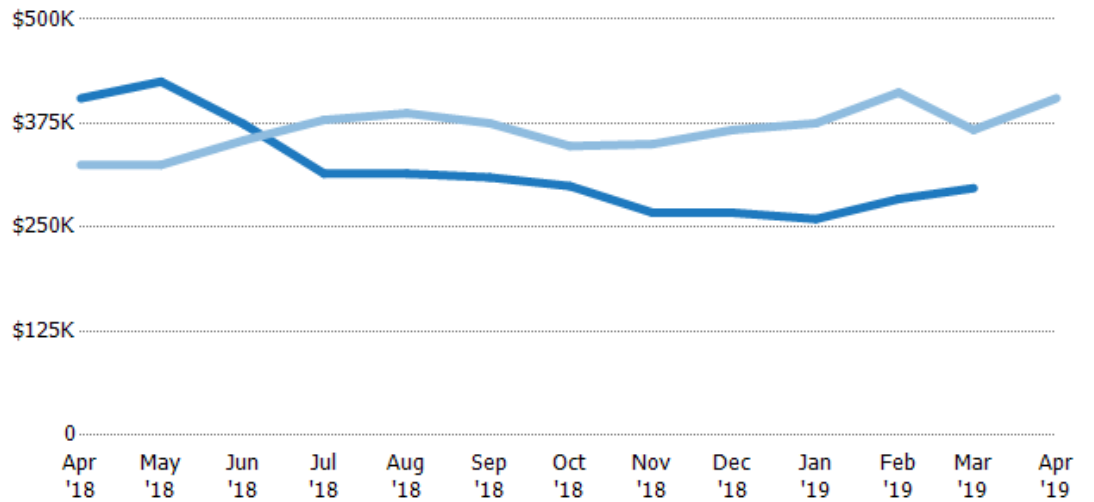
Current Year	\$538K	\$518K	\$488K	\$459K	\$443K	\$398K	\$390K	\$368K	\$368K	\$366K	\$374K	\$395K	-
Prior Year	\$498K	\$498K	\$491K	\$491K	\$477K	\$472K	\$450K	\$456K	\$495K	\$507K	\$519K	\$515K	\$538K
Percent Change from Prior Year	8%	4%	-1%	-7%	-7%	-16%	-13%	-19%	-26%	-28%	-28%	-23%	-100%

## 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



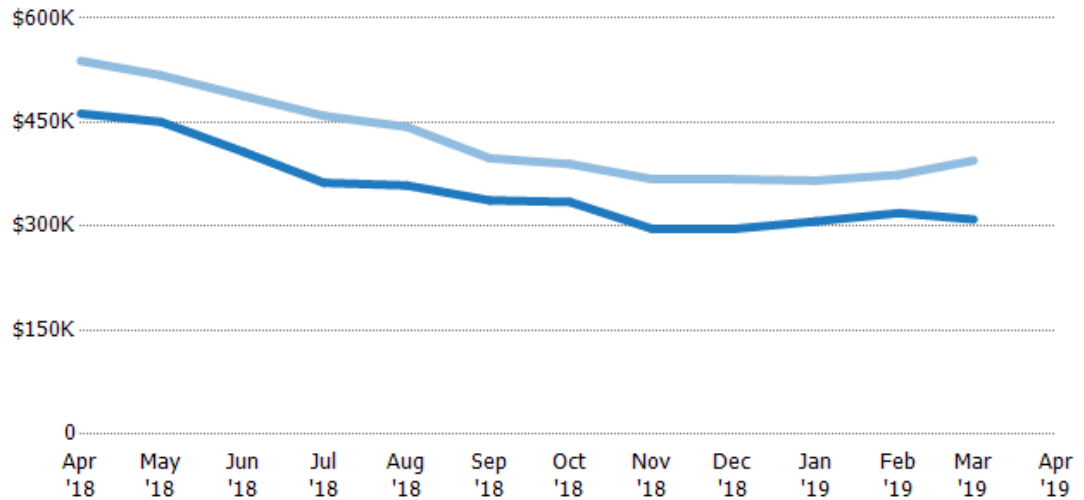
Current Year	\$405K	\$425K	\$374K	\$314K	\$314K	\$310K	\$300K	\$267K	\$267K	\$260K	\$284K	\$297K	-
Prior Year	\$325K	\$325K	\$355K	\$379K	\$387K	\$375K	\$348K	\$350K	\$367K	\$375K	\$412K	\$367K	\$405K
Percent Change from Prior Year	25%	31%	5%	-17%	-19%	-17%	-14%	-24%	-27%	-31%	-31%	-19%	-100%

## 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

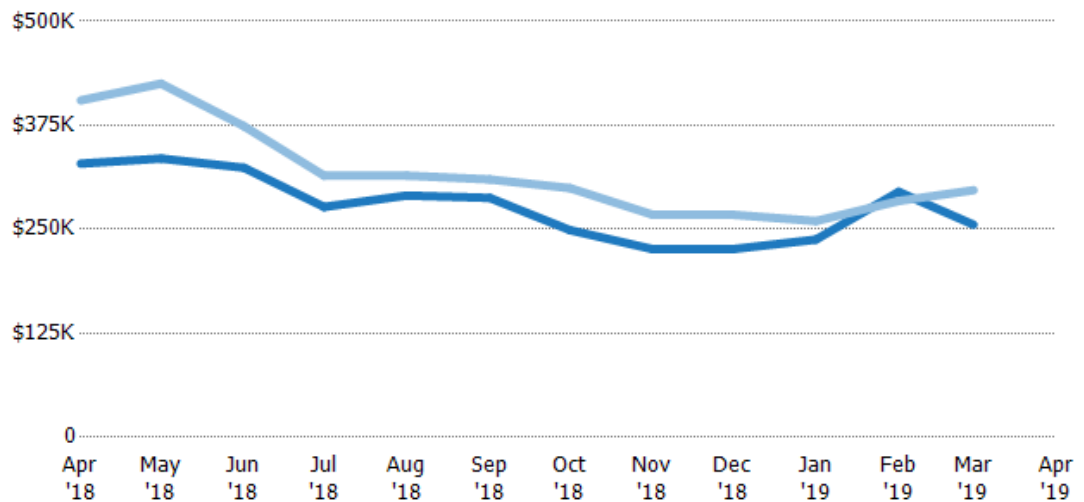


## Median Listing Price vs Median Est Value

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

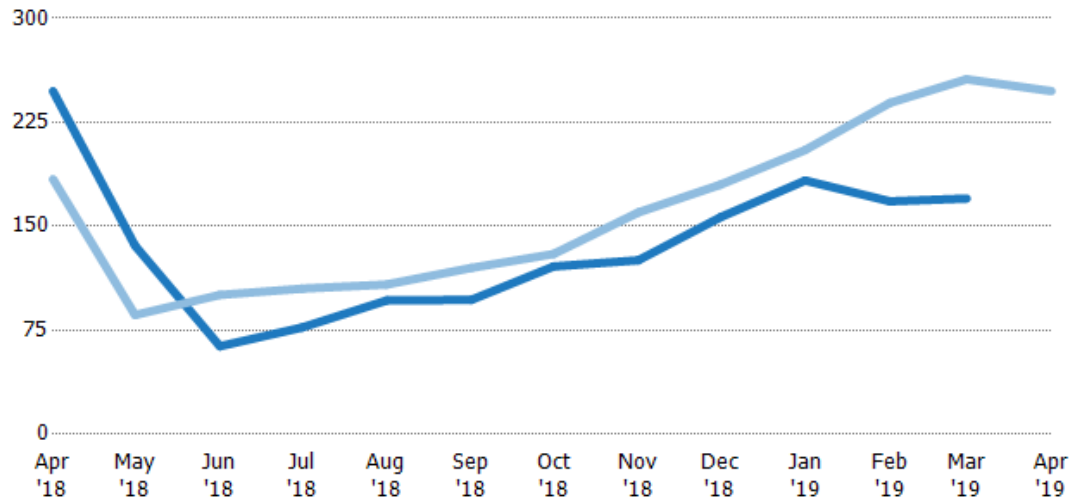


## Median Days in RPR

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



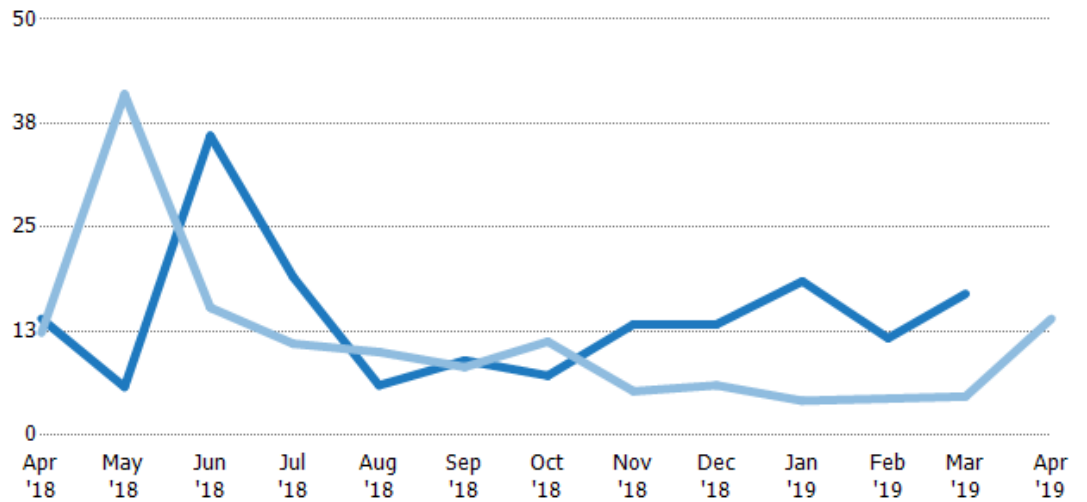
Current Year	248	136	63.5	77	96.5	97	121	126	157	183	168	170	-
Prior Year	184	86	101	105	108	120	130	160	180	205	239	256	248
Percent Change from Prior Year	35%	58%	-37%	-27%	-11%	-19%	-7%	-22%	-13%	-11%	-30%	-34%	-100%

## 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



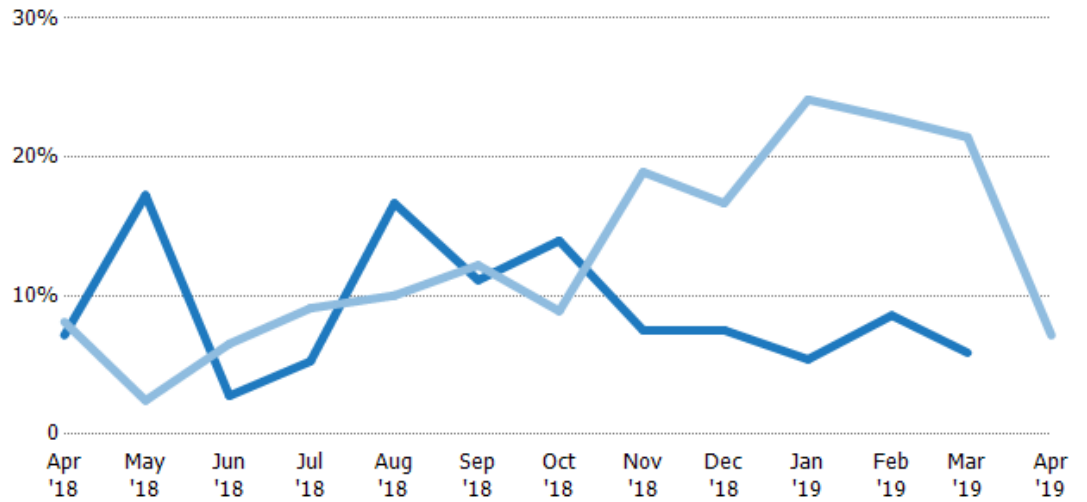
Current Year	14	5.8	36	19	6	9	7.17	13.3	13.3	18.5	11.7	17	-
Prior Year	12.3	41	15.3	11	10	8.2	11.3	5.29	6	4.14	4.4	4.67	14
Percent Change from Prior Year	14%	-86%	135%	73%	-40%	10%	-36%	152%	122%	347%	100%	264%	-100%

## Absorption Rate

The percentage of inventory sold per month.

### Filters Used

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



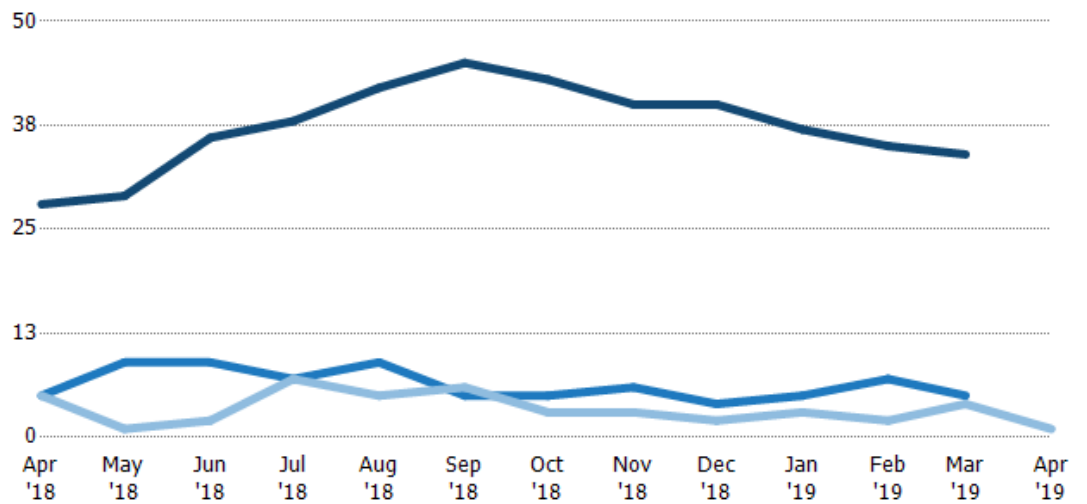
Current Year	7%	17%	3%	5%	17%	11%	14%	8%	8%	5%	9%	6%	-
Prior Year	8%	2%	7%	9%	10%	12%	9%	19%	17%	24%	23%	21%	7%
Change from Prior Year	1%	-15%	4%	4%	-7%	1%	-5%	11%	9%	19%	-9%	16%	7%

## 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



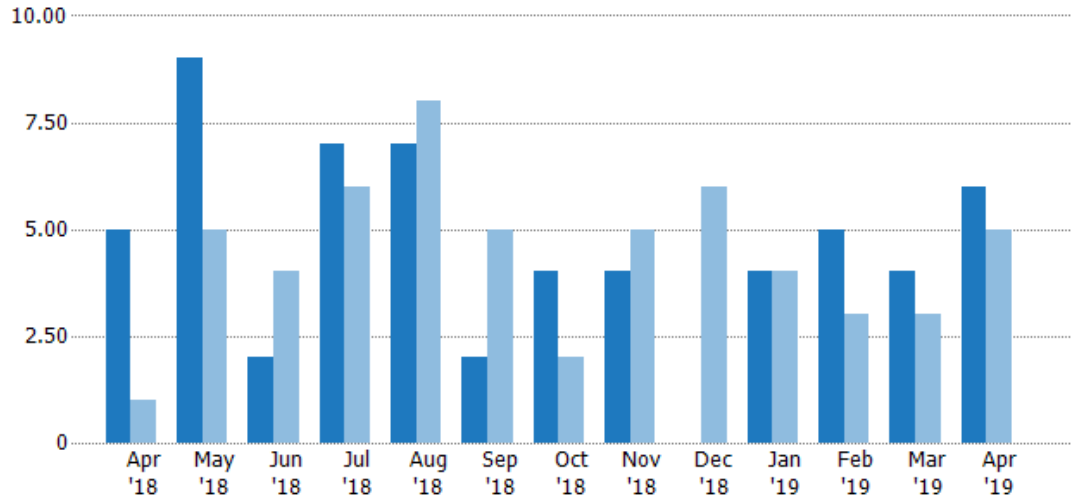
Active	28	29	36	38	42	45	43	40	40	37	35	34	-
Pending	5	9	9	7	9	5	5	6	4	5	7	5	-
Sold	5	1	2	7	5	6	3	3	2	3	2	4	1

## 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



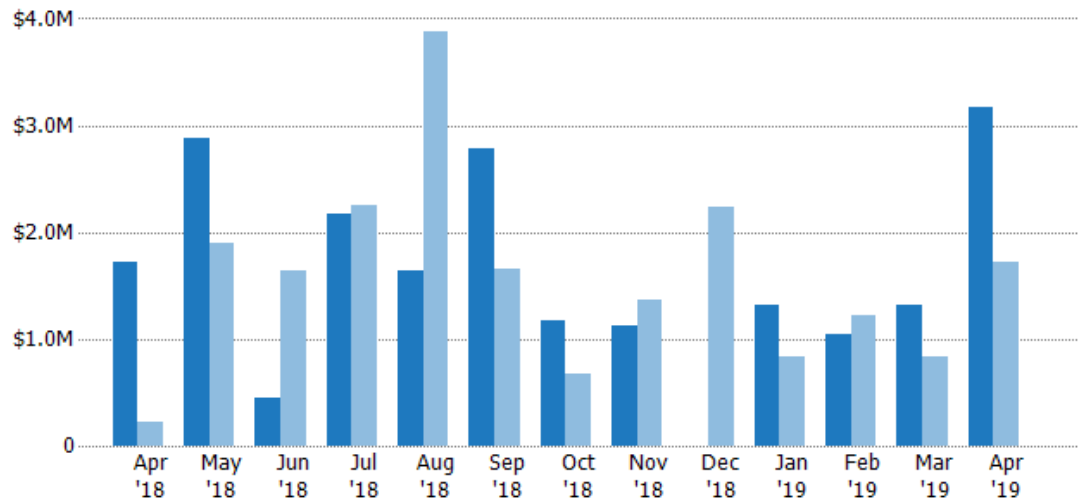
Current Year	5	9	2	7	7	2	4	4	-	4	5	4	6
Prior Year	1	5	4	6	8	5	2	5	6	4	3	3	5
Percent Change from Prior Year	400%	80%	-50%	17%	-13%	-60%	100%	-20%	-100%	0%	67%	33%	20%

## 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	\$1.72M	\$2.88M	\$450K	\$2.16M	\$1.63M	\$2.79M	\$1.17M	\$1.13M	-	\$1.32M	\$1.04M	\$1.31M	\$3.17M
Prior Year	\$225K	\$1.89M	\$1.64M	\$2.25M	\$3.87M	\$1.65M	\$679K	\$1.37M	\$2.23M	\$841K	\$1.21M	\$839K	\$1.72M
Percent Change from Prior Year	665%	53%	-73%	-4%	-58%	69%	73%	-18%	-100%	57%	-14%	56%	84%

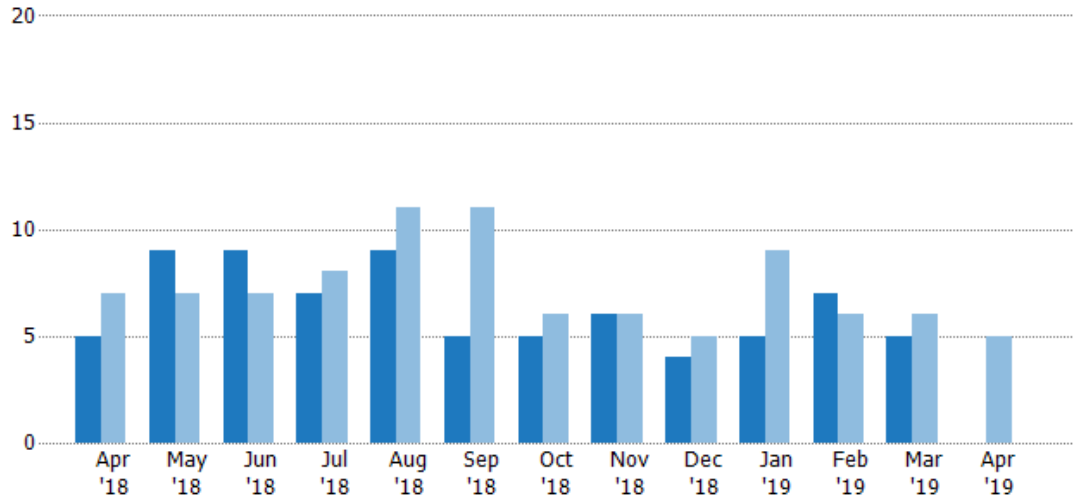


## Pending Sales

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



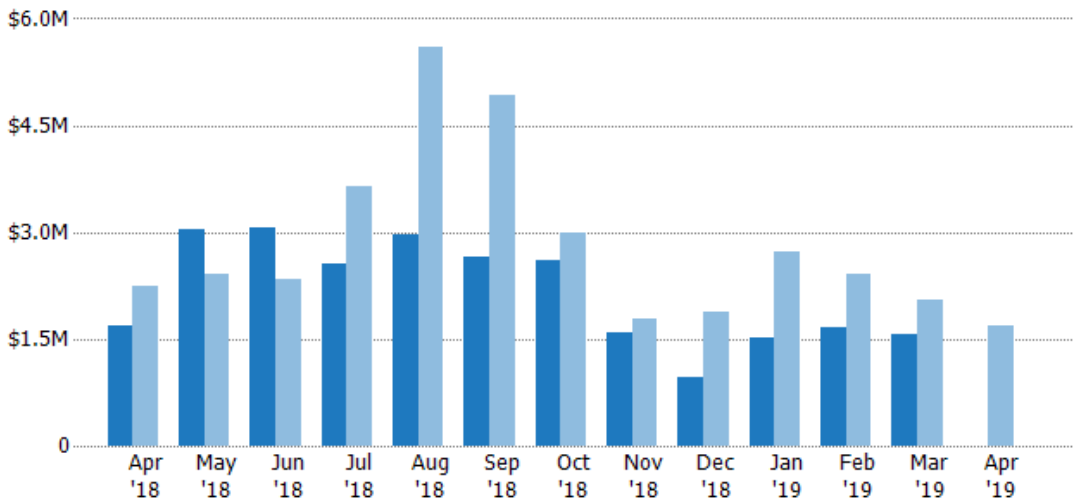
Current Year	5	9	9	7	9	5	5	6	4	5	7	5	-
Prior Year	7	7	7	8	11	11	6	6	5	9	6	6	5
Percent Change from Prior Year	-29%	29%	29%	-13%	-18%	-55%	-17%	0%	-20%	-44%	17%	-17%	-100%

## 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



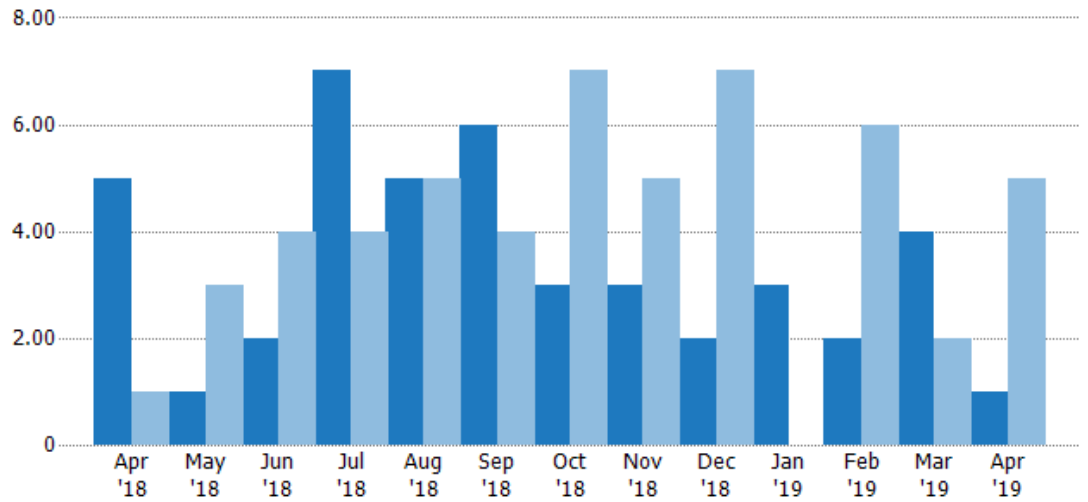
Current Year	\$1.68M	\$3.05M	\$3.06M	\$2.56M	\$2.97M	\$2.65M	\$2.6M	\$1.59M	\$967K	\$1.51M	\$1.67M	\$1.56M	-
Prior Year	\$2.25M	\$2.4M	\$2.34M	\$3.64M	\$5.59M	\$4.93M	\$3M	\$1.78M	\$1.88M	\$2.72M	\$2.42M	\$2.05M	\$1.68M
Percent Change from Prior Year	-25%	27%	31%	-30%	-47%	-46%	-13%	-11%	-49%	-45%	-31%	-24%	-100%

## 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



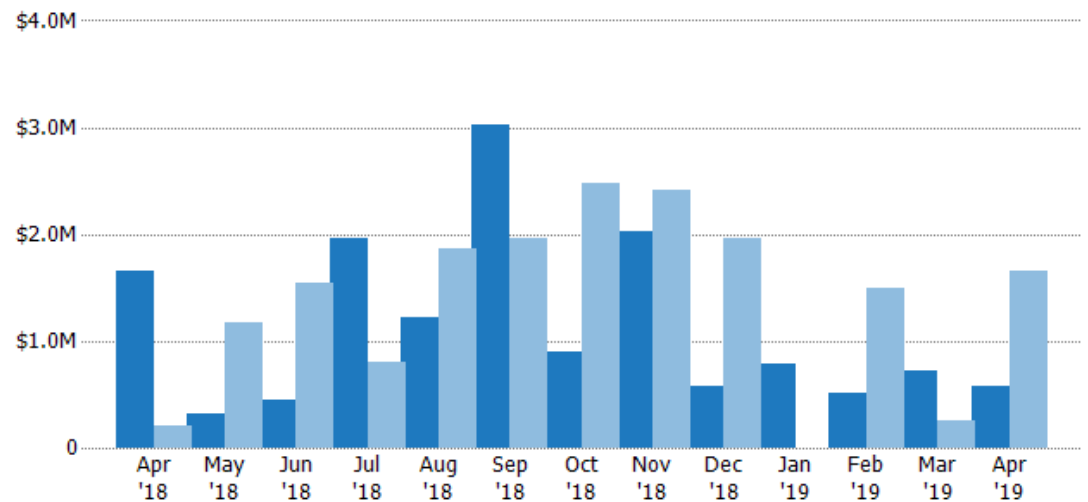
Current Year	5	1	2	7	5	6	3	3	2	3	2	4	1
Prior Year	1	3	4	4	5	4	7	5	7	-	6	2	5
Percent Change from Prior Year	400%	-67%	-50%	75%	0%	50%	-57%	-40%	-71%	100%	-67%	100%	-80%

## 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



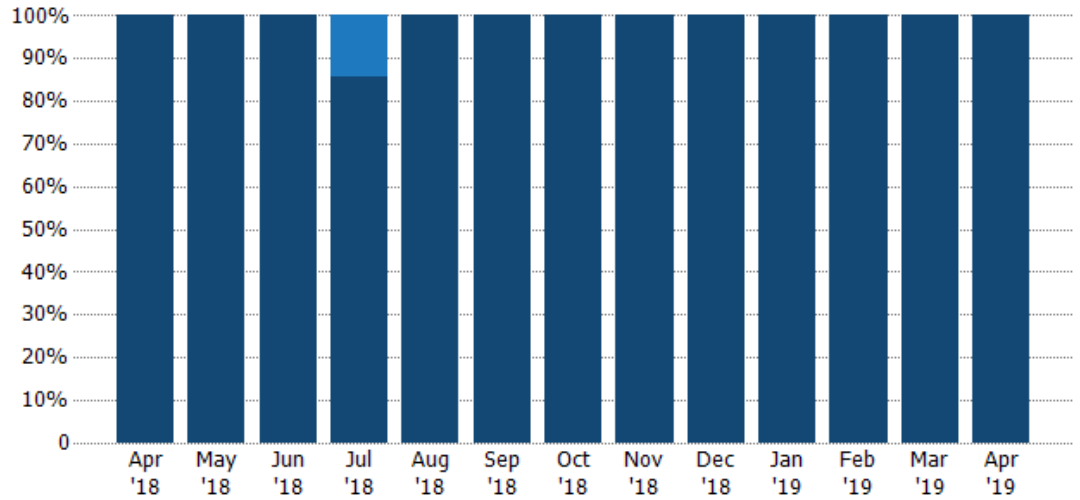
Current Year	\$1.65M	\$322K	\$446K	\$1.97M	\$1.22M	\$3.02M	\$896K	\$2.03M	\$577K	\$789K	\$509K	\$719K	\$576K
Prior Year	\$204K	\$1.17M	\$1.55M	\$803K	\$1.86M	\$1.96M	\$2.47M	\$2.41M	\$1.97M	-	\$1.49M	\$250K	\$1.65M
Percent Change from Prior Year	711%	-72%	-71%	145%	-34%	54%	-64%	-16%	-71%	100%	-66%	188%	-65%

## 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



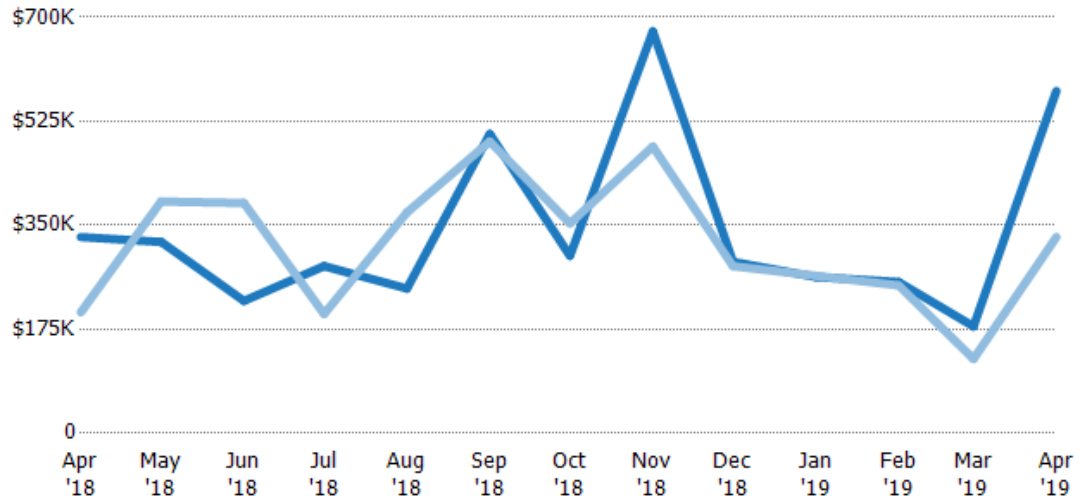
Condo/Townhouse	-	-	-	14%	-	-	-	-	-	-	-	-	-
Single Family Residence	100%	100%	100%	86%	100%	100%	100%	100%	100%	100%	100%	100%	100%

## 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



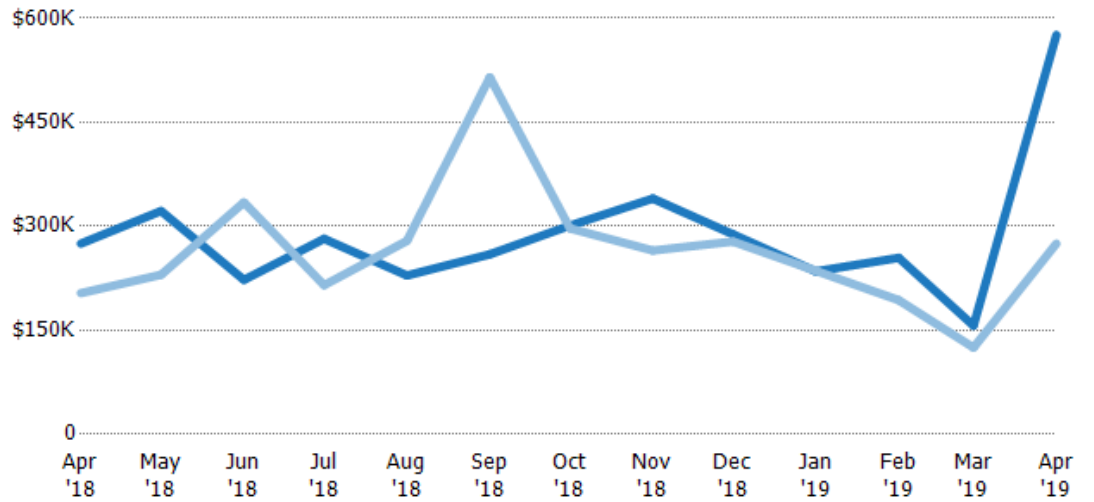
Current Year	\$330K	\$322K	\$223K	\$281K	\$244K	\$504K	\$299K	\$676K	\$289K	\$263K	\$255K	\$180K	\$576K
Prior Year	\$204K	\$390K	\$388K	\$201K	\$372K	\$491K	\$353K	\$483K	\$281K	\$265K	\$249K	\$125K	\$330K
Percent Change from Prior Year	62%	-17%	-43%	40%	-34%	3%	-15%	40%	3%	100%	2%	44%	74%

## 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



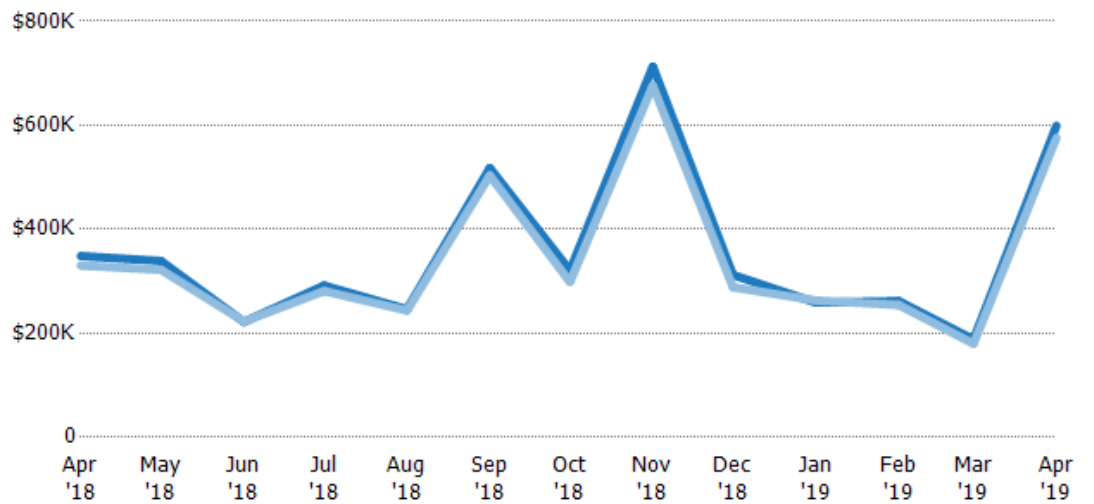
Current Year	\$275K	\$322K	\$223K	\$282K	\$229K	\$260K	\$301K	\$340K	\$289K	\$235K	\$255K	\$157K	\$576K
Prior Year	\$204K	\$230K	\$335K	\$215K	\$279K	\$515K	\$297K	\$265K	\$278K	\$236K	\$194K	\$125K	\$275K
Percent Change from Prior Year	35%	40%	-33%	31%	-18%	-50%	1%	28%	4%	100%	32%	25%	109%

## 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



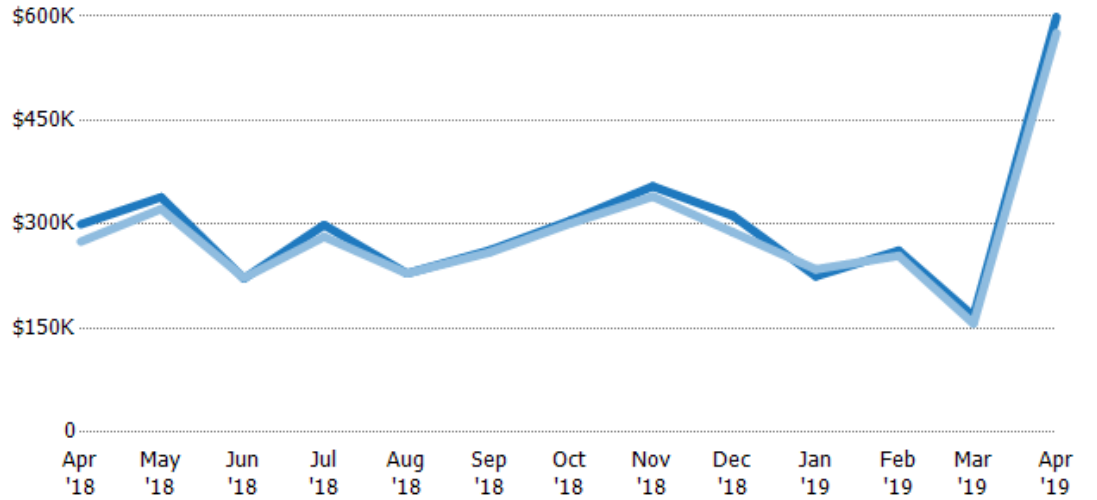
Avg List Price	\$349K	\$339K	\$222K	\$292K	\$246K	\$518K	\$321K	\$713K	\$312K	\$259K	\$262K	\$188K	\$599K
Avg Sales Price	\$330K	\$322K	\$223K	\$281K	\$244K	\$504K	\$299K	\$676K	\$289K	\$263K	\$255K	\$180K	\$576K
Avg Sales Price as a % of Avg List Price	95%	95%	100%	96%	99%	97%	93%	95%	92%	102%	97%	96%	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



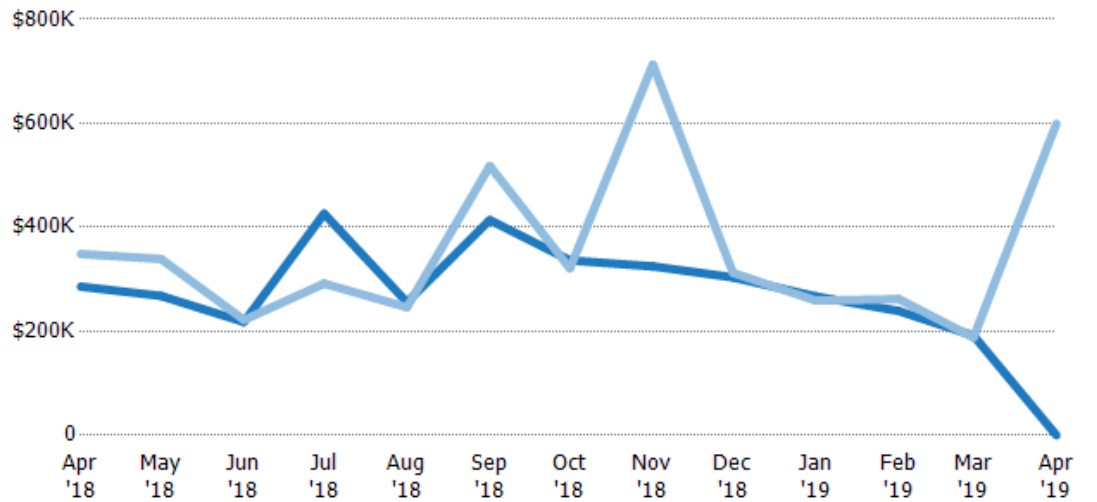
Median List Price	\$300K	\$339K	\$222K	\$299K	\$229K	\$262K	\$305K	\$355K	\$312K	\$225K	\$262K	\$167K	\$599K
Median Sales Price	\$275K	\$322K	\$223K	\$282K	\$229K	\$260K	\$301K	\$340K	\$289K	\$235K	\$255K	\$157K	\$576K
Med Sales Price as a % of Med List Price	92%	95%	100%	94%	100%	99%	99%	96%	92%	104%	97%	94%	96%

## 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



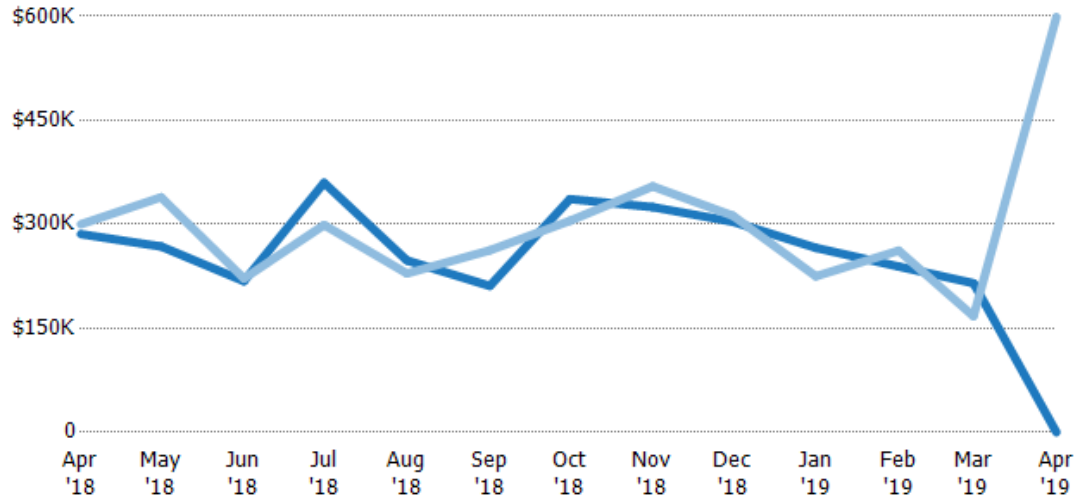
Avg Est Value	\$286K	\$268K	\$218K	\$426K	\$256K	\$414K	\$336K	\$325K	\$304K	\$267K	\$239K	\$192K	\$0
Avg Sales Price	\$349K	\$339K	\$222K	\$292K	\$246K	\$518K	\$321K	\$713K	\$312K	\$259K	\$262K	\$188K	\$599K
Avg Sales Price as a % of Avg Est Value	122%	126%	102%	68%	96%	125%	95%	219%	103%	97%	110%	98%	100%

## 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	\$286K	\$268K	\$218K	\$360K	\$248K	\$211K	\$336K	\$325K	\$304K	\$266K	\$239K	\$215K	\$0
Median Sales Price	\$300K	\$339K	\$222K	\$299K	\$229K	\$262K	\$305K	\$355K	\$312K	\$225K	\$262K	\$167K	\$599K
Med Sales Price as a % of Med Est Value	105%	126%	102%	83%	92%	124%	91%	109%	103%	85%	110%	78%	100%