

## Summary of Key Listing and Sales Metrics

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

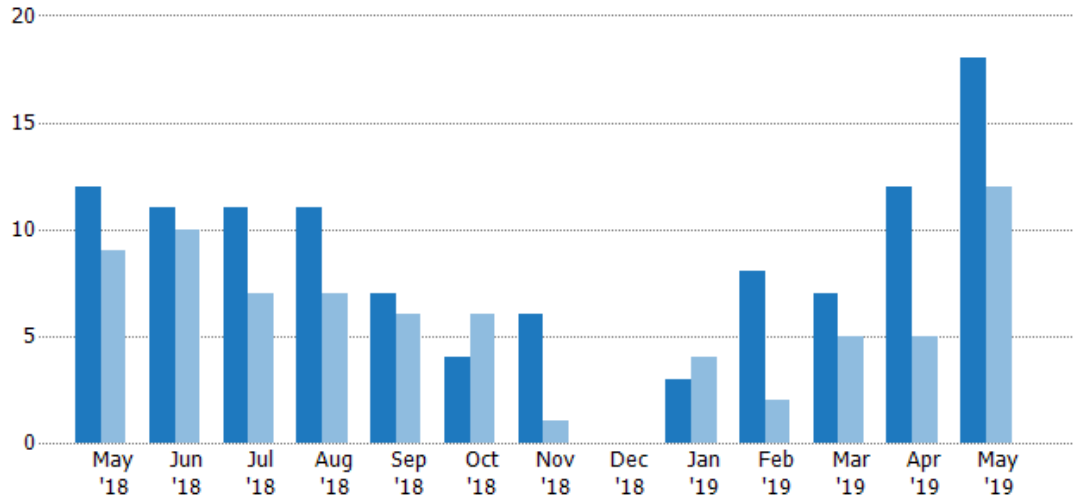
Key Metrics	May 2019	May 2018	+ / -	YTD 2019	YTD 2018	+ / -
<b>Listing Activity Charts Metrics</b>						
New Listing Count	18	12	+50%	48	28	+71.4%
New Listing Volume	\$6,795,100	\$4,580,800	+48.3%	\$19,711,500	\$10,340,900	+90.6%
Active Listing Count	42	29	+44.8%	N/A	N/A	
Active Listing Volume	\$17,302,900	\$15,014,000	+15.2%	N/A	N/A	
Average Listing Price	\$411,974	\$517,724	-20.4%	\$387,907	\$519,215	-25.3%
Median Listing Price	\$289,950	\$425,000	-31.8%	\$280,022	\$396,845	-29.4%
Median Days in RPR	70	136	-48.5%	147.28	237.11	-37.9%
Months of Inventory	8.4	5.8	+44.8%	13.9	10.9	+27.5%
Absorption Rate	11.9%	17.24%	-5.3%	7.18%	9.15%	-2%
<b>Sales Activity Charts Metrics</b>						
New Pending Sales Count	15	9	+66.7%	35	24	+45.8%
New Pending Sales Volume	\$4,580,700	\$2,884,200	+58.8%	\$12,243,000	\$7,498,799	+63.3%
Pending Sales Count	17	9	+88.9%	N/A	N/A	
Pending Sales Volume	\$4,885,200	\$3,049,300	+60.2%	N/A	N/A	
Closed Sales Count	4	1	+300%	18	14	+28.6%
Closed Sales Volume	\$2,205,600	\$322,000	+585%	\$6,435,350	\$3,716,000	+73.2%
Average Sales Price	\$551,400	\$322,000	+71.2%	\$357,519	\$265,429	+34.7%
Median Sales Price	\$523,300	\$322,000	+62.5%	\$313,000	\$222,000	+41%

## 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



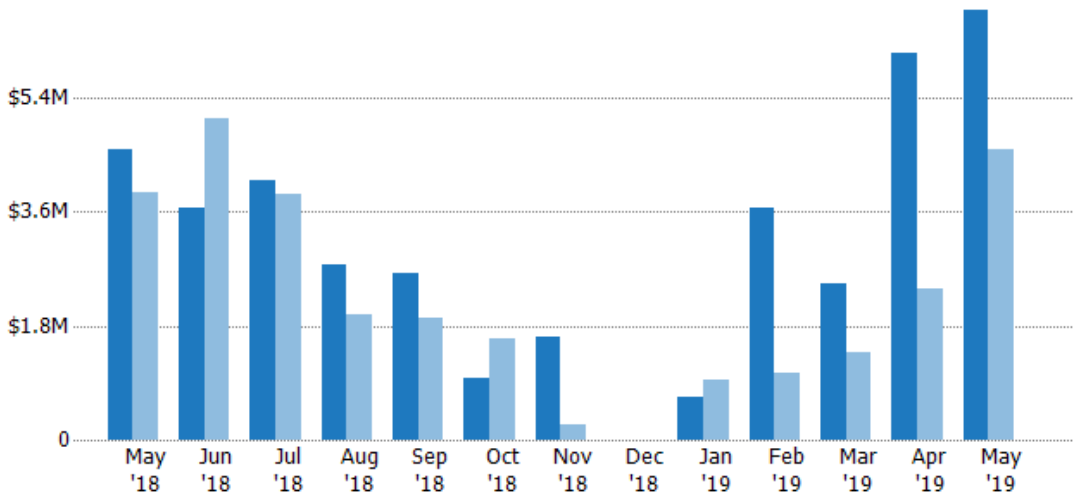
Current Year	12	11	11	11	7	4	6	-	3	8	7	12	18
Prior Year	9	10	7	7	6	6	1	-	4	2	5	5	12
Percent Change from Prior Year	33%	10%	57%	57%	17%	-33%	500%	-	-25%	300%	40%	140%	50%

## 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	\$4.58M	\$3.66M	\$4.1M	\$2.78M	\$2.62M	\$986K	\$1.62M	-	\$675K	\$3.66M	\$2.47M	\$6.1M	\$6.8M
Prior Year	\$3.91M	\$5.07M	\$3.87M	\$1.98M	\$1.91M	\$1.6M	\$240K	-	\$949K	\$1.05M	\$1.37M	\$2.39M	\$4.58M
Percent Change from Prior Year	17%	-28%	6%	40%	37%	-38%	577%	-	-29%	249%	80%	156%	48%

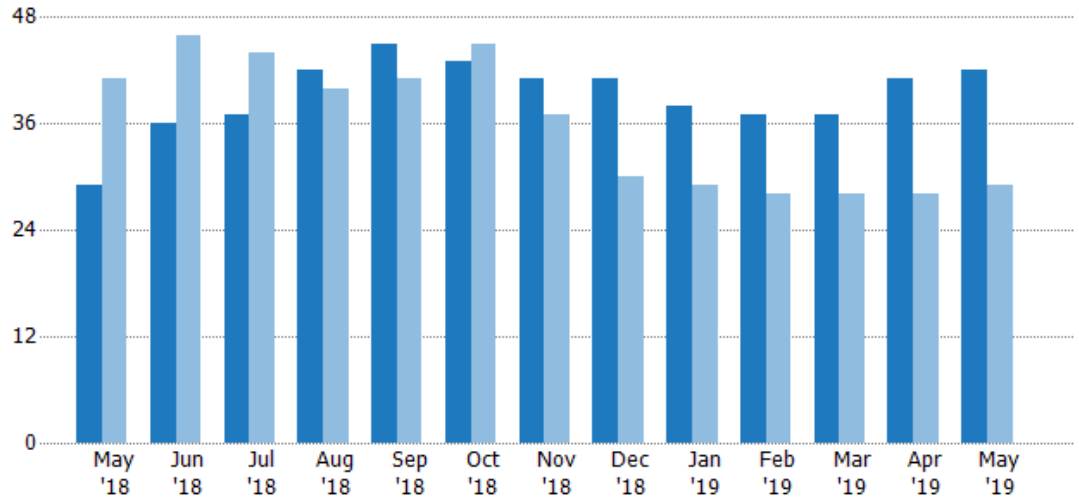
## Active Listings

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/ Year	Count	% Chg.
May '19	42	44.8%
May '18	29	-29.3%
May '17	41	19.5%



Current Year	29	36	37	42	45	43	41	41	38	37	37	41	42
Prior Year	41	46	44	40	41	45	37	30	29	28	28	28	29
Percent Change from Prior Year	-29%	-22%	-16%	5%	10%	-4%	11%	37%	31%	32%	32%	46%	45%

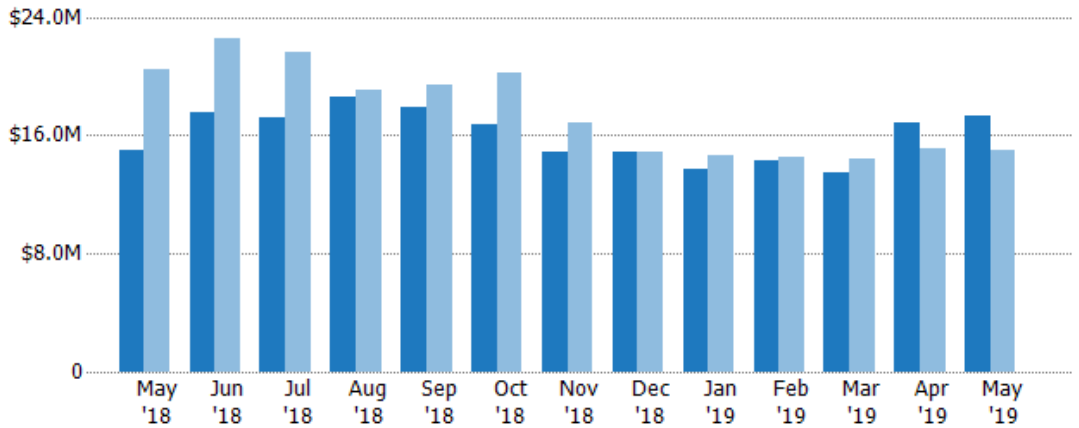
## Active Listing Volume

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/ Year	Volume	% Chg.
May '19	\$17.3M	15.2%
May '18	\$15M	-26.5%
May '17	\$20.4M	6.9%



Current Year	\$15M	\$17.6M	\$17.3M	\$18.6M	\$17.9M	\$16.7M	\$14.9M	\$14.9M	\$13.7M	\$14.3M	\$13.5M	\$16.8M	\$17.3M
Prior Year	\$20.4M	\$22.6M	\$21.6M	\$19.1M	\$19.4M	\$20.3M	\$16.9M	\$14.8M	\$14.7M	\$14.5M	\$14.4M	\$15.1M	\$15M
Percent Change from Prior Year	-26%	-22%	-20%	-3%	-8%	-18%	-12%	1%	-7%	-2%	-6%	12%	15%

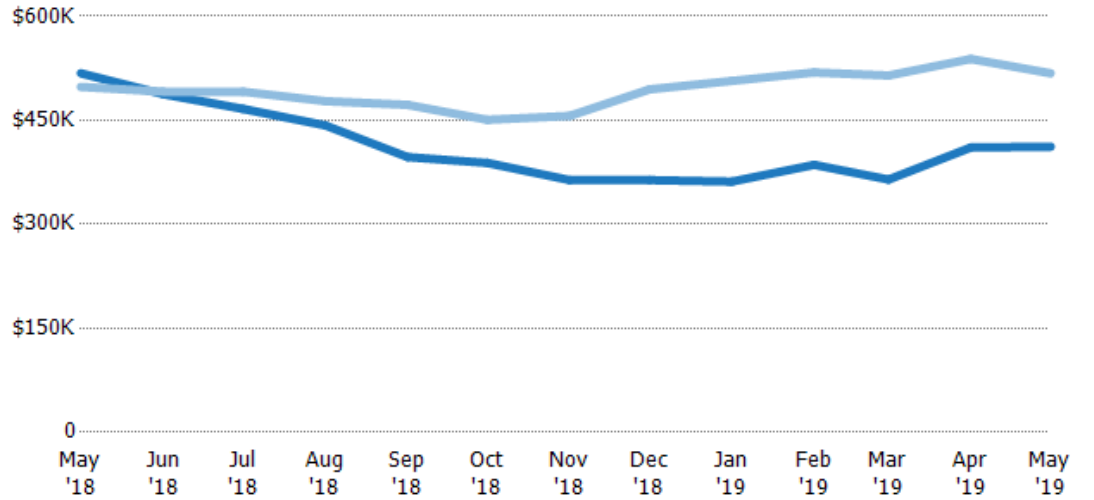
## Average Listing Price

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.
May '19	\$412K	-20.4%
May '18	\$518K	3.9%
May '17	\$498K	-10.5%



Current Year	\$518K	\$488K	\$466K	\$443K	\$397K	\$388K	\$364K	\$364K	\$362K	\$386K	\$365K	\$411K	\$412K
Prior Year	\$498K	\$491K	\$491K	\$478K	\$472K	\$451K	\$456K	\$495K	\$507K	\$519K	\$515K	\$538K	\$518K
Percent Change from Prior Year	4%	-1%	-5%	-7%	-16%	-14%	-20%	-26%	-29%	-26%	-29%	-24%	-20%

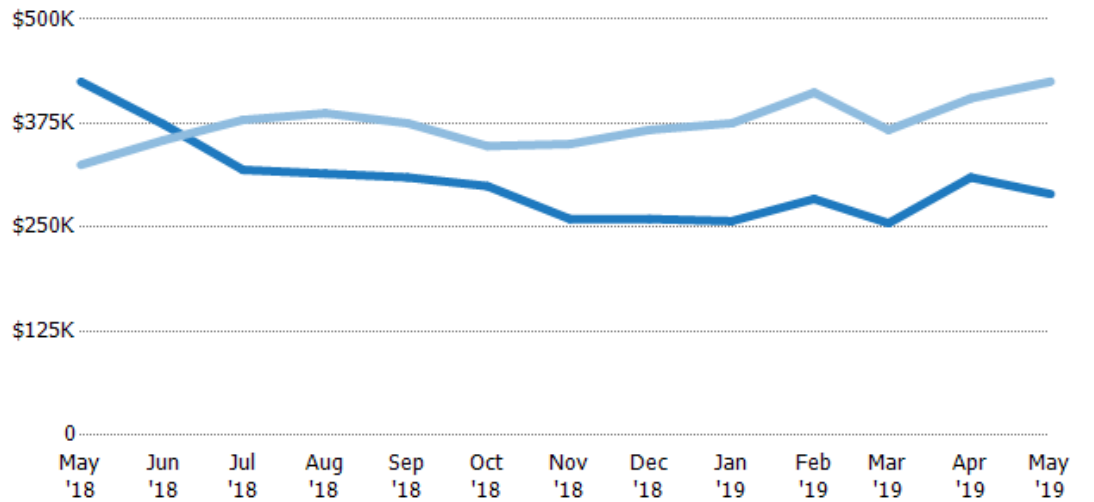
## Median Listing Price

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.
May '19	\$290K	-31.8%
May '18	\$425K	30.8%
May '17	\$325K	-8.2%



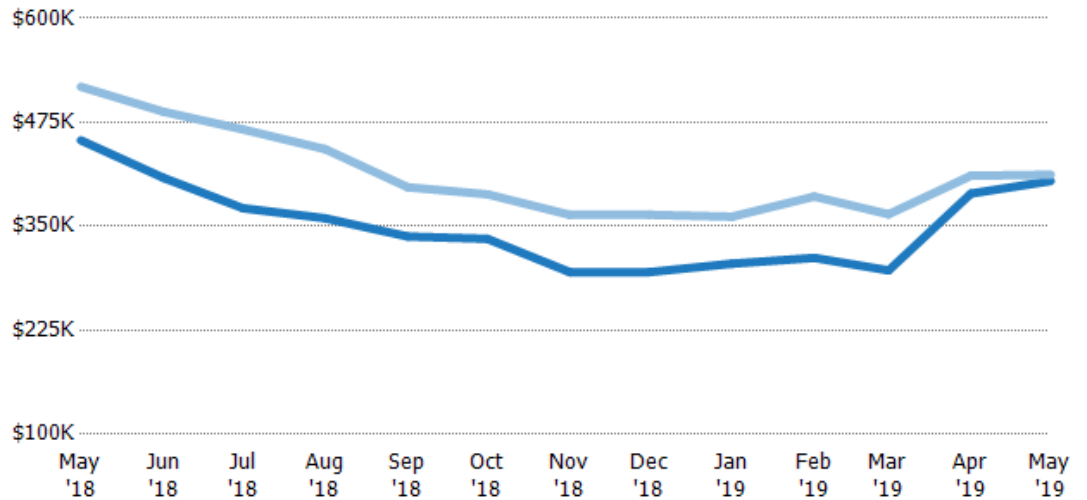
Current Year	\$425K	\$374K	\$319K	\$314K	\$310K	\$300K	\$260K	\$260K	\$257K	\$284K	\$255K	\$310K	\$290K
Prior Year	\$325K	\$355K	\$379K	\$387K	\$375K	\$348K	\$350K	\$367K	\$375K	\$412K	\$367K	\$405K	\$425K
Percent Change from Prior Year	31%	5%	-16%	-19%	-17%	-14%	-26%	-29%	-31%	-31%	-31%	-23%	-32%

## 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

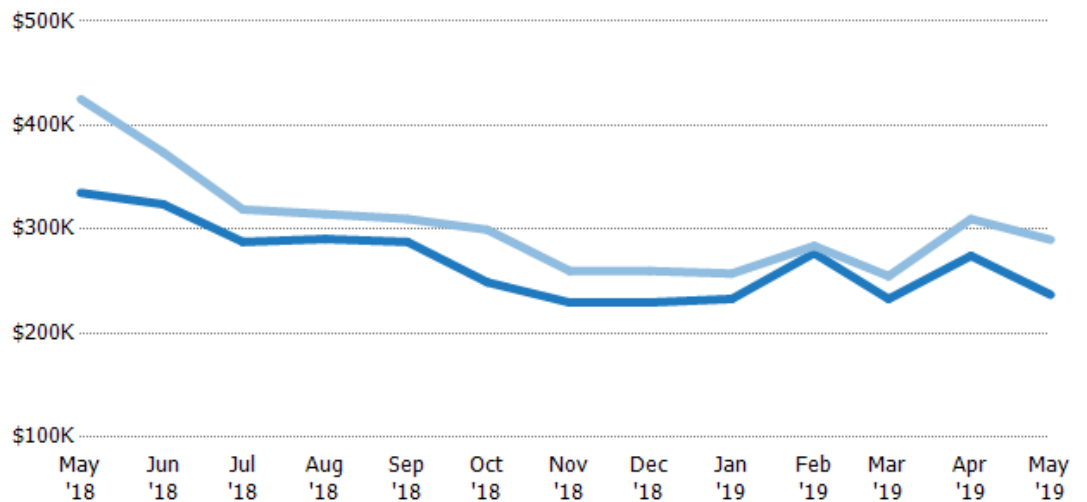


## Median Listing Price vs Median Est Value

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



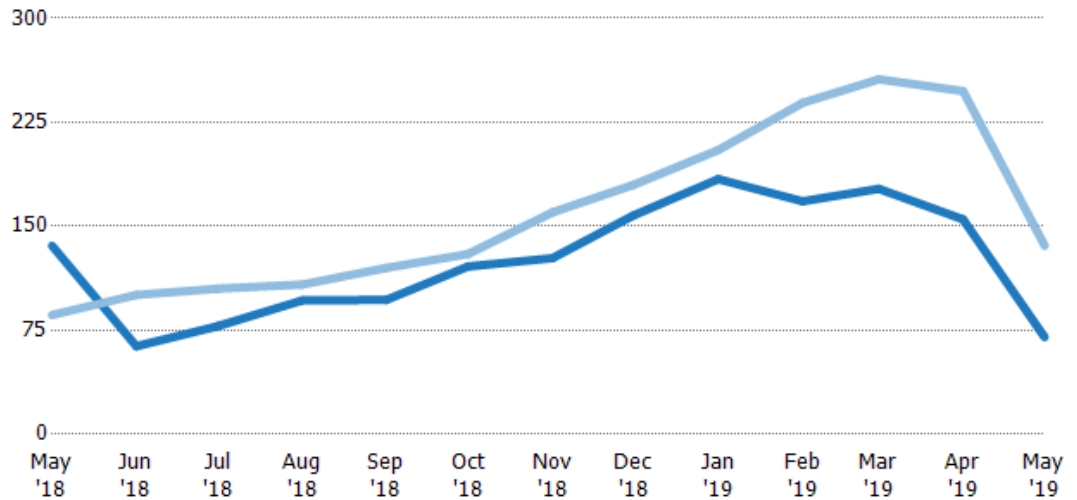
## Median Days in RPR

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

Month/ Year	Days	% Chg.
May '19	70	-48.5%
May '18	136	58.1%
May '17	86	67.4%



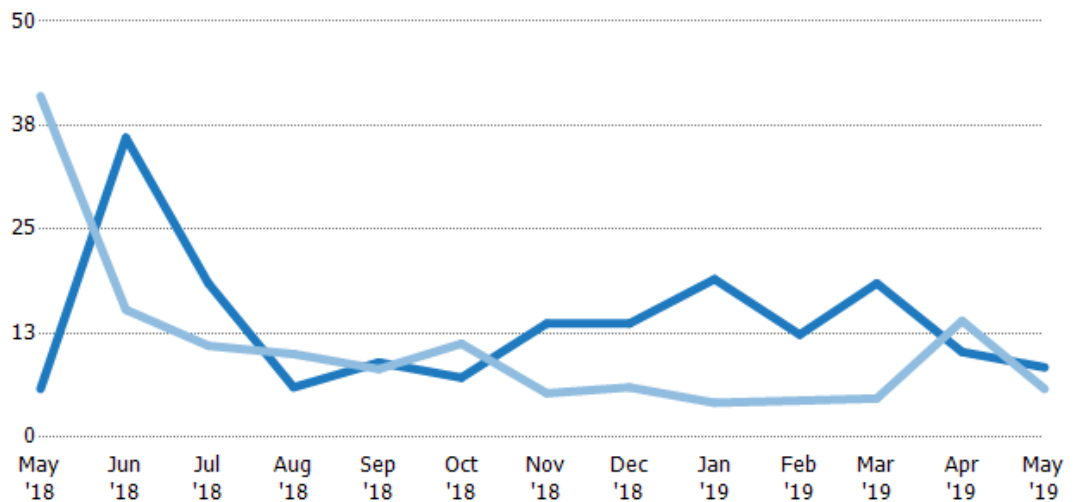
Current Year	136	63.5	78	96.5	97	121	127	158	184	168	177	155	70
Prior Year	86	101	105	108	120	130	160	180	205	239	256	248	136
Percent Change from Prior Year	58%	-37%	-26%	-11%	-19%	-7%	-21%	-12%	-10%	-30%	-31%	-37%	-49%

## 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



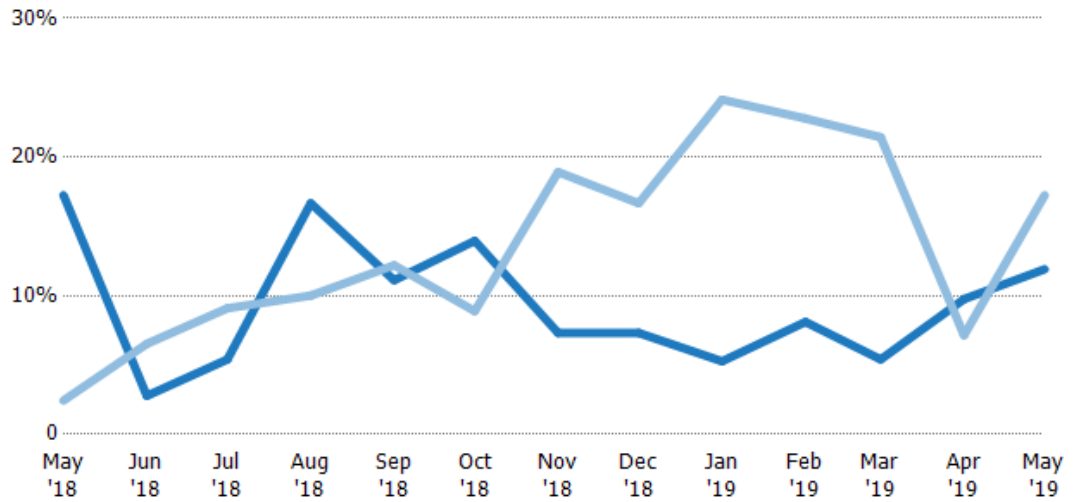
Current Year	5.8	36	18.5	6	9	7.17	13.7	13.7	19	12.3	18.5	10.3	8.4
Prior Year	41	15.3	11	10	8.2	11.3	5.29	6	4.14	4.4	4.67	14	5.8
Percent Change from Prior Year	-86%	135%	68%	-40%	10%	-36%	159%	128%	359%	100%	296%	-27%	45%

## Absorption Rate

The percentage of inventory sold per month.

### Filters Used

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



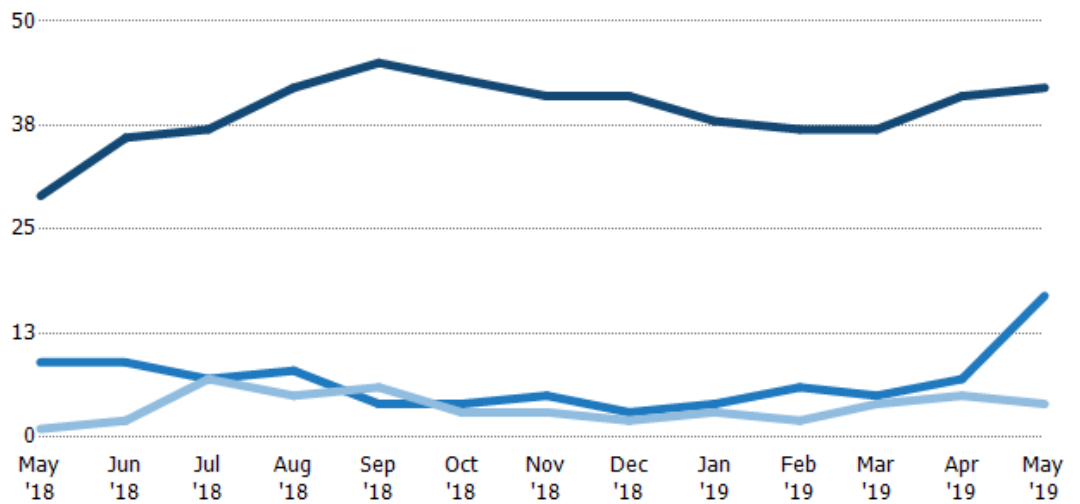
Current Year	17%	3%	5%	17%	11%	14%	7%	7%	5%	8%	5%	10%	12%
Prior Year	2%	7%	9%	10%	12%	9%	19%	17%	24%	23%	21%	7%	17%
Change from Prior Year	-15%	4%	4%	-7%	1%	-5%	12%	9%	19%	-8%	16%	-3%	5%

## 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



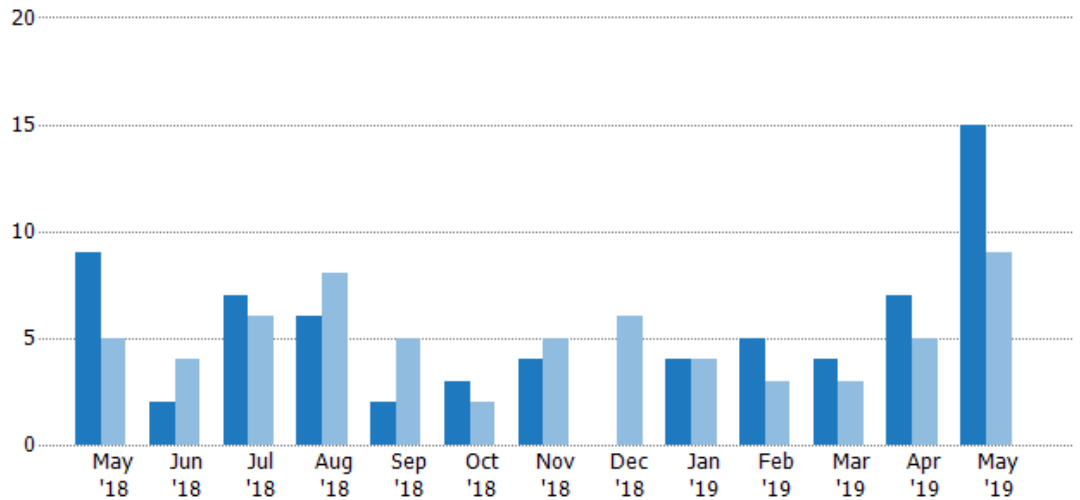
Active	29	36	37	42	45	43	41	41	38	37	37	41	42
Pending	9	9	7	8	4	4	5	3	4	6	5	7	17
Sold	1	2	7	5	6	3	3	2	3	2	4	5	4

## 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



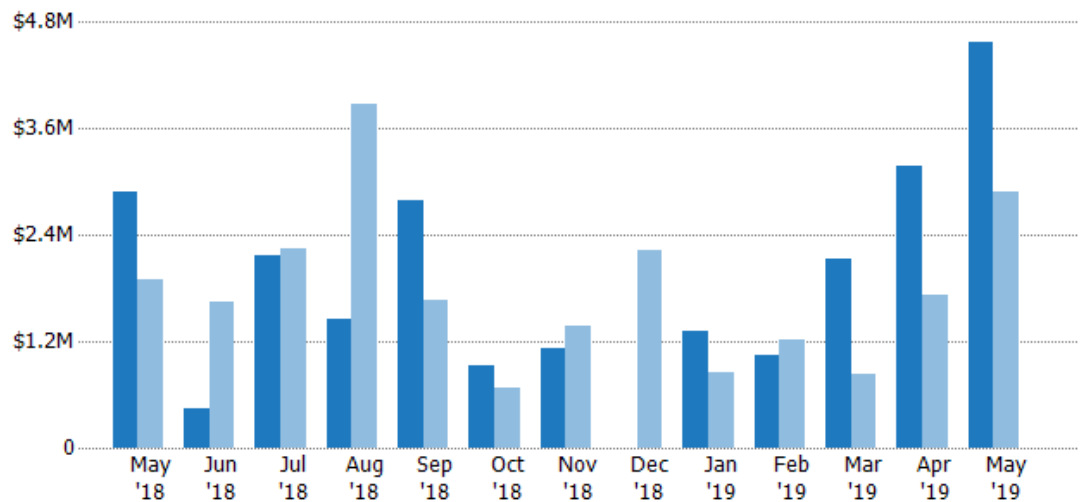
Current Year	9	2	7	6	2	3	4	-	4	5	4	7	15
Prior Year	5	4	6	8	5	2	5	6	4	3	3	5	9
Percent Change from Prior Year	80%	-50%	17%	-25%	-60%	50%	-20%	-100%	0%	67%	33%	40%	67%

## 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	\$2.88M	\$450K	\$2.16M	\$1.44M	\$2.79M	\$919K	\$1.13M	-	\$1.32M	\$1.04M	\$2.12M	\$3.18M	\$4.58M
Prior Year	\$1.89M	\$1.64M	\$2.25M	\$3.87M	\$1.65M	\$679K	\$1.37M	\$2.23M	\$841K	\$1.21M	\$839K	\$1.72M	\$2.88M
Percent Change from Prior Year	53%	-73%	-4%	-63%	69%	35%	-18%	-100%	57%	-14%	153%	85%	59%



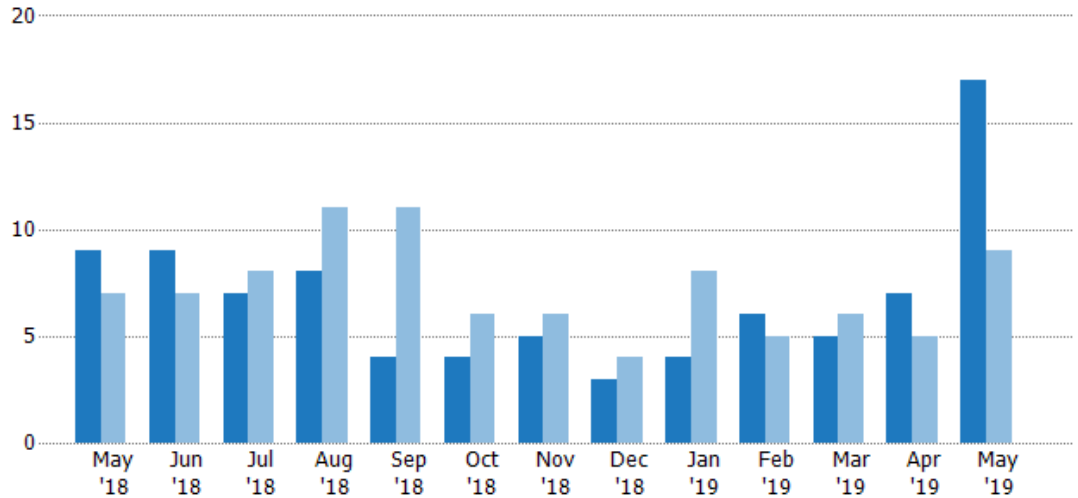
## Pending Sales

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/ Year	Count	% Chg.
May '19	17	88.9%
May '18	9	28.6%
May '17	7	42.9%



Current Year	9	9	7	8	4	4	5	3	4	6	5	7	17
Prior Year	7	7	8	11	11	6	6	4	8	5	6	5	9
Percent Change from Prior Year	29%	29%	-13%	-27%	-64%	-33%	-17%	-25%	-50%	20%	-17%	40%	89%

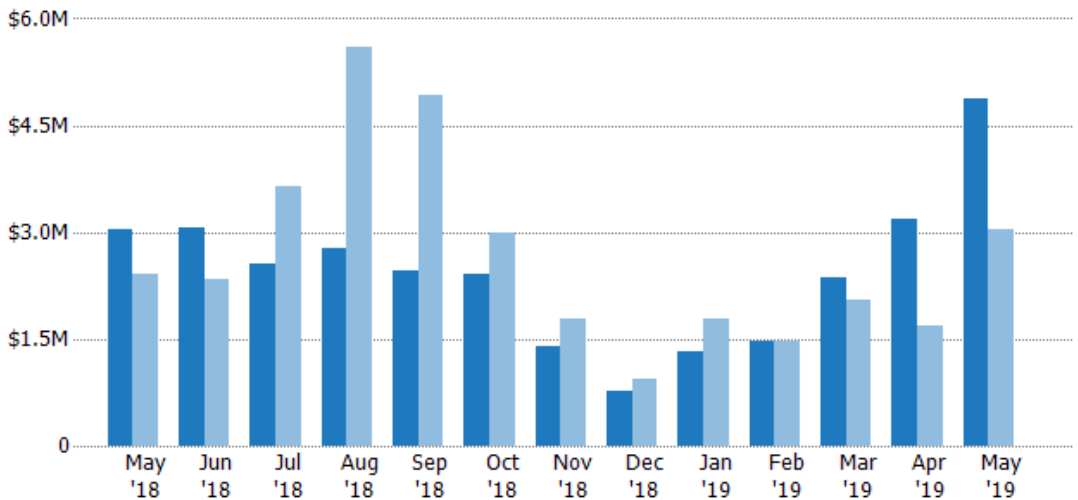
## Pending Sales Volume

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/ Year	Volume	% Chg.
May '19	\$4.89M	60.2%
May '18	\$3.05M	26.8%
May '17	\$2.4M	11.4%



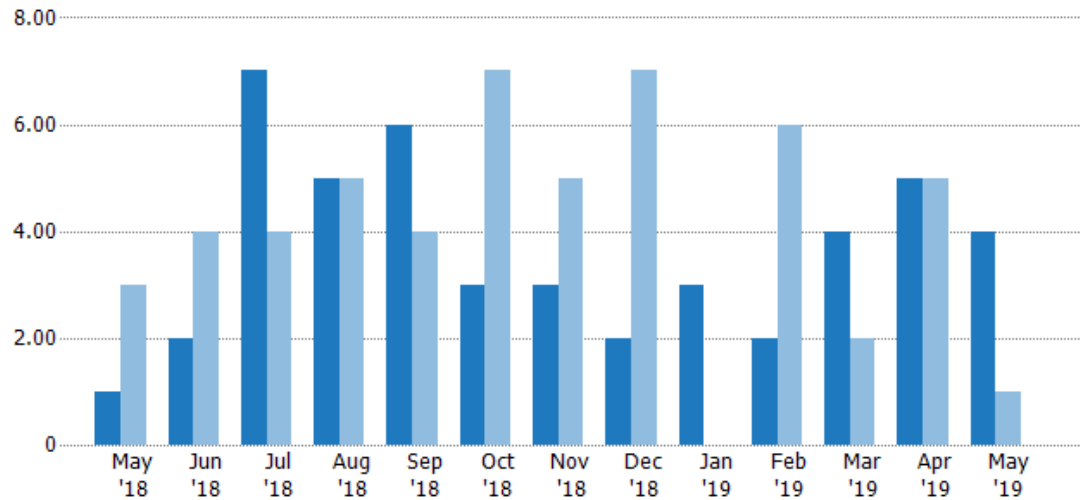
Current Year	\$3.05M	\$3.06M	\$2.56M	\$2.78M	\$2.46M	\$2.41M	\$1.4M	\$777K	\$1.32M	\$1.48M	\$2.37M	\$3.18M	\$4.89M
Prior Year	\$2.4M	\$2.34M	\$3.64M	\$5.59M	\$4.93M	\$3M	\$1.78M	\$934K	\$1.77M	\$1.47M	\$2.05M	\$1.68M	\$3.05M
Percent Change from Prior Year	27%	31%	-30%	-50%	-50%	-20%	-21%	-17%	-26%	0%	16%	89%	60%

## 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



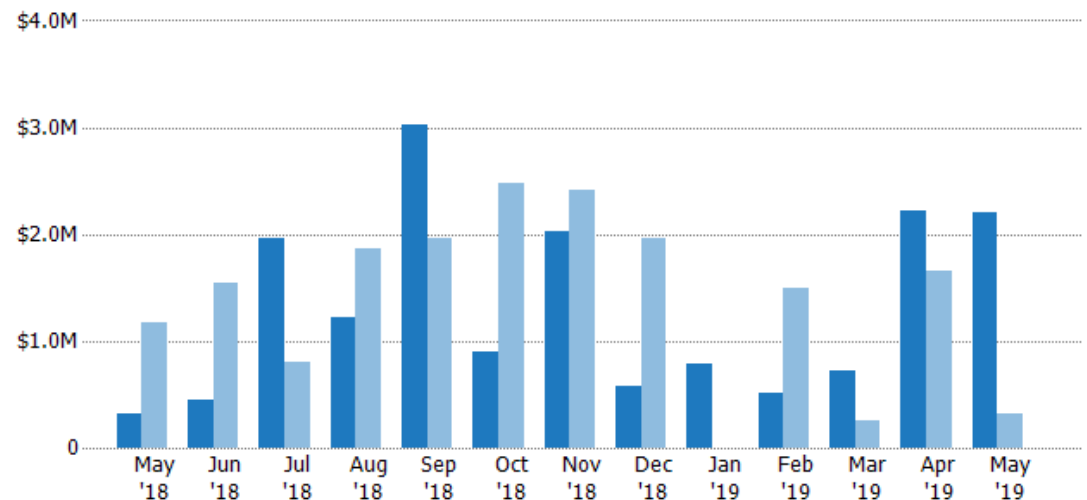
Current Year	1	2	7	5	6	3	3	2	3	2	4	5	4
Prior Year	3	4	4	5	4	7	5	7	-	6	2	5	1
Percent Change from Prior Year	-67%	-50%	75%	0%	50%	-57%	-40%	-71%	100%	-67%	100%	0%	300%

## 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



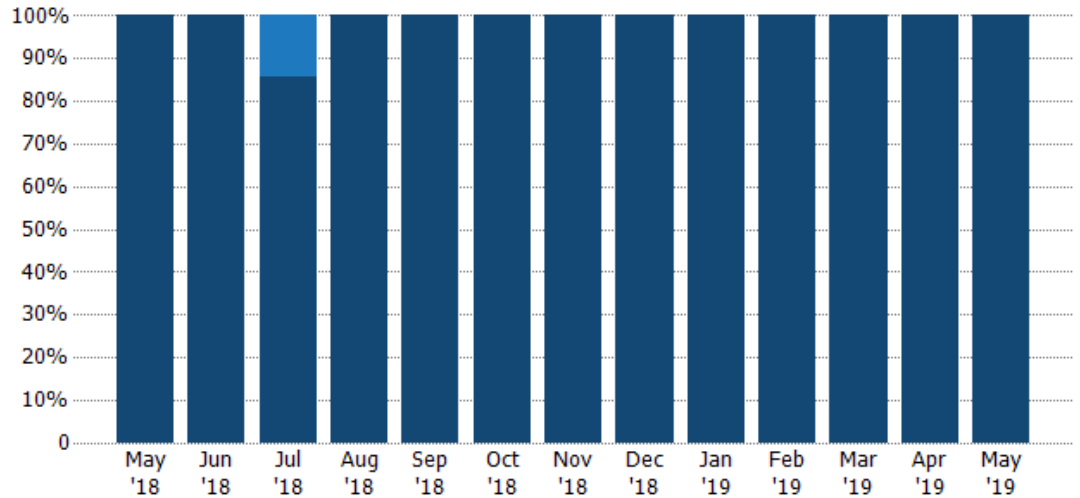
Current Year	\$322K	\$446K	\$1.97M	\$1.22M	\$3.02M	\$896K	\$2.03M	\$577K	\$789K	\$509K	\$719K	\$2.21M	\$2.21M
Prior Year	\$1.17M	\$1.55M	\$803K	\$1.86M	\$1.96M	\$2.47M	\$2.41M	\$1.97M	-	\$1.49M	\$250K	\$1.65M	\$322K
Percent Change from Prior Year	-72%	-71%	145%	-34%	54%	-64%	-16%	-71%	100%	-66%	188%	34%	585%

## 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



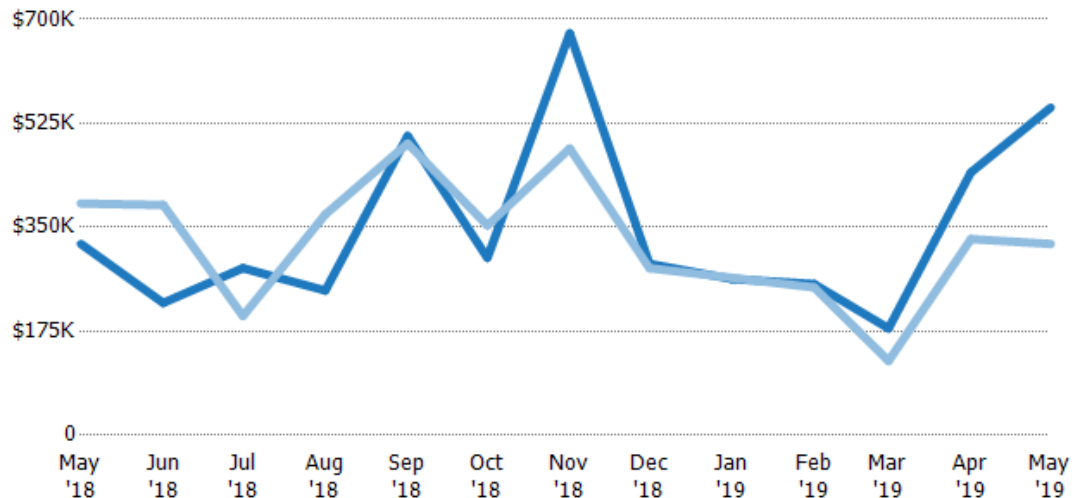
Condo/Townhouse	-	-	14%	-	-	-	-	-	-	-	-	-	-
Single Family Residence	100%	100%	86%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%

## 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



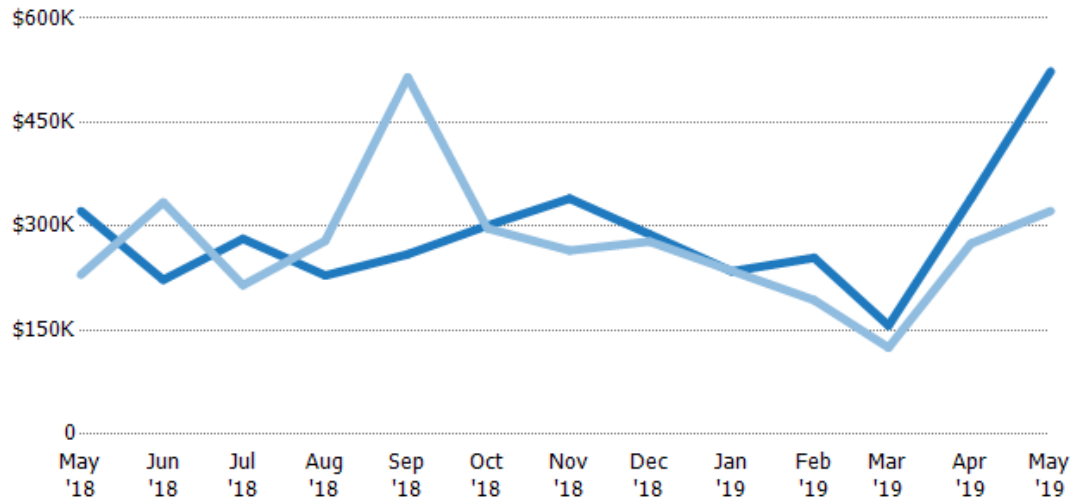
Current Year	\$322K	\$223K	\$281K	\$244K	\$504K	\$299K	\$676K	\$289K	\$263K	\$255K	\$180K	\$442K	\$551K
Prior Year	\$390K	\$388K	\$201K	\$372K	\$491K	\$353K	\$483K	\$281K	\$265K	\$249K	\$125K	\$330K	\$322K
Percent Change from Prior Year	-17%	-43%	40%	-34%	3%	-15%	40%	3%	100%	2%	44%	34%	71%

## 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



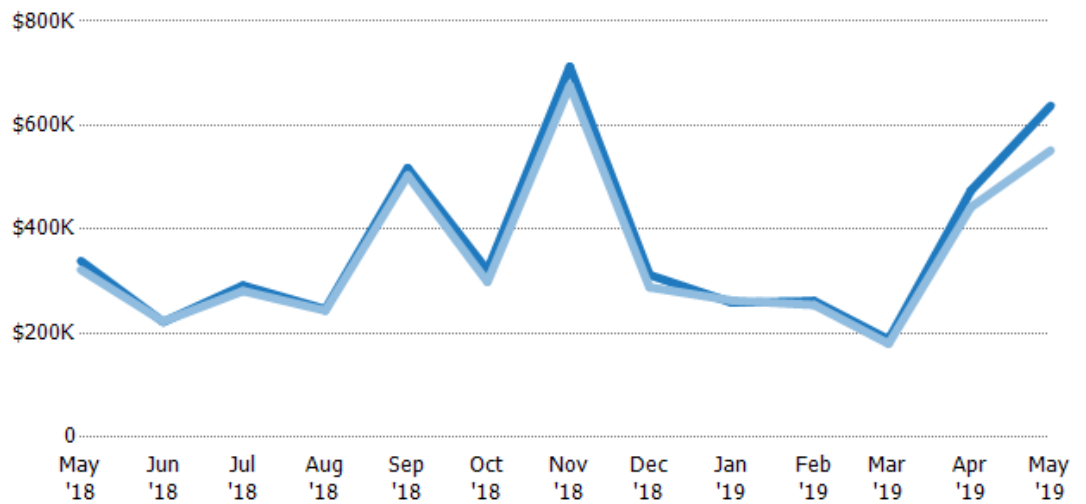
Current Year	\$322K	\$223K	\$282K	\$229K	\$260K	\$301K	\$340K	\$289K	\$235K	\$255K	\$157K	\$340K	\$523K
Prior Year	\$230K	\$335K	\$215K	\$279K	\$515K	\$297K	\$265K	\$278K	\$236K	\$194K	\$125K	\$275K	\$322K
Percent Change from Prior Year	40%	-33%	31%	-18%	-50%	1%	28%	4%	100%	32%	25%	24%	63%

## 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



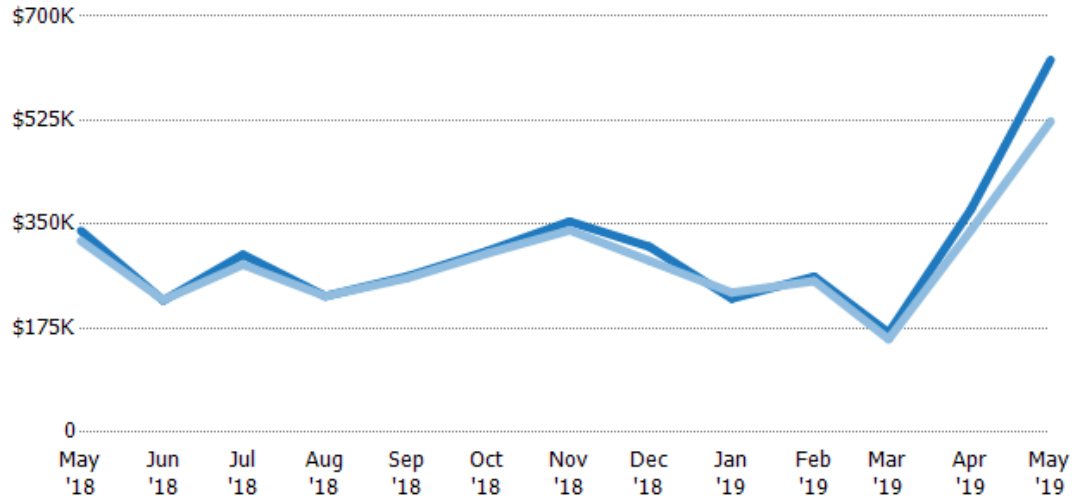
Avg List Price	\$339K	\$222K	\$292K	\$246K	\$518K	\$321K	\$713K	\$312K	\$259K	\$262K	\$188K	\$475K	\$638K
Avg Sales Price	\$322K	\$223K	\$281K	\$244K	\$504K	\$299K	\$676K	\$289K	\$263K	\$255K	\$180K	\$442K	\$551K
Avg Sales Price as a % of Avg List Price	95%	100%	96%	99%	97%	93%	95%	92%	102%	97%	96%	93%	86%

## 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:  
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Family Residence



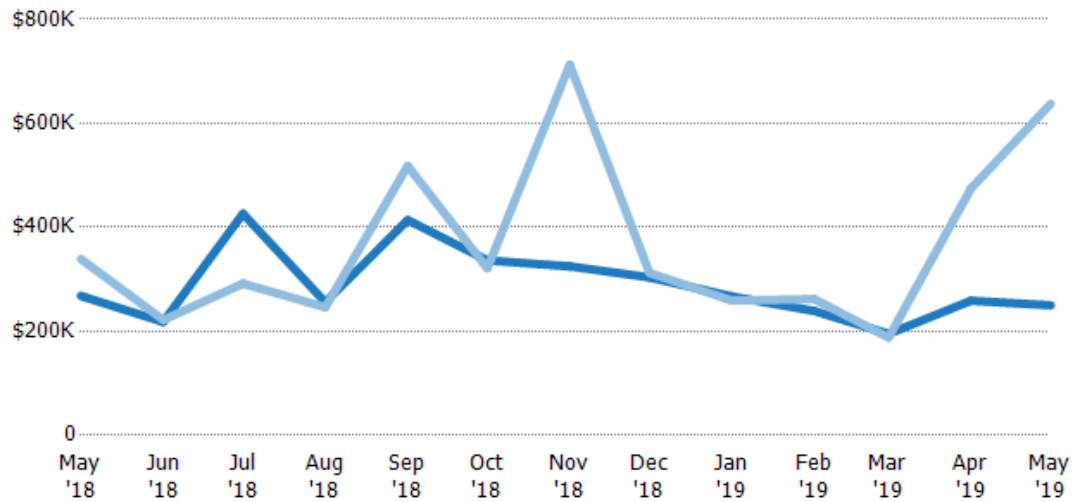
Median List Price	\$339K	\$222K	\$299K	\$229K	\$262K	\$305K	\$355K	\$312K	\$225K	\$262K	\$167K	\$375K	\$627K
Median Sales Price	\$322K	\$223K	\$282K	\$229K	\$260K	\$301K	\$340K	\$289K	\$235K	\$255K	\$157K	\$340K	\$523K
Med Sales Price as a % of Med List Price	95%	100%	94%	100%	99%	99%	96%	92%	104%	97%	94%	91%	84%

## 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



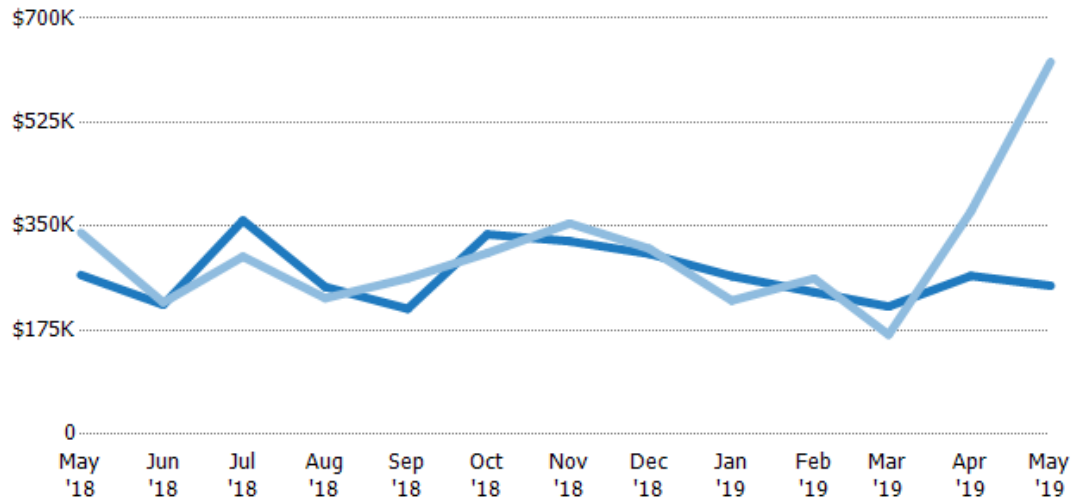
Avg Est Value	\$268K	\$218K	\$426K	\$256K	\$414K	\$336K	\$325K	\$304K	\$267K	\$239K	\$195K	\$259K	\$250K
Avg Sales Price	\$339K	\$222K	\$292K	\$246K	\$518K	\$321K	\$713K	\$312K	\$259K	\$262K	\$188K	\$475K	\$638K
Avg Sales Price as a % of Avg Est Value	126%	102%	68%	96%	125%	95%	219%	103%	97%	110%	96%	183%	255%

## 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	\$268K	\$218K	\$360K	\$248K	\$211K	\$336K	\$325K	\$304K	\$266K	\$239K	\$215K	\$267K	\$250K
Median Sales Price	\$339K	\$222K	\$299K	\$229K	\$262K	\$305K	\$355K	\$312K	\$225K	\$262K	\$167K	\$375K	\$627K
Med Sales Price as a % of Med Est Value	126%	102%	83%	92%	124%	91%	109%	103%	85%	110%	78%	141%	251%