

Summary of Key Listing and Sales Metrics

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

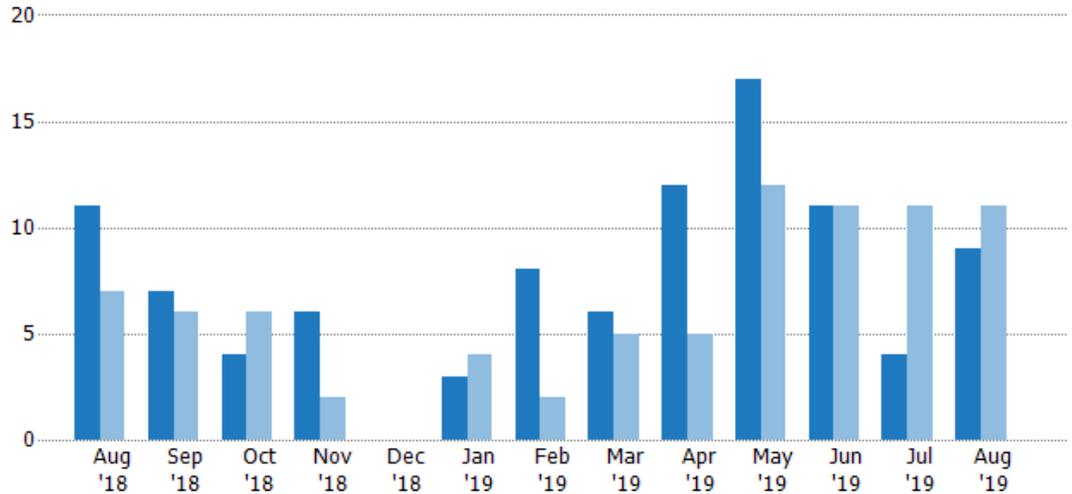
Key Metrics	Aug 2019	Aug 2018	+ / -	YTD 2019	YTD 2018	+ / -
Listing Activity Charts Metrics						
New Listing Count	9	11	-18.2%	70	61	+14.8%
New Listing Volume	\$3,034,700	\$2,776,400	+9.3%	\$27,988,300	\$20,896,100	+33.9%
Active Listing Count	38	44	-13.6%	N/A	N/A	
Active Listing Volume	\$16,605,300	\$20,287,300	-18.1%	N/A	N/A	
Average Listing Price	\$436,982	\$461,075	-5.2%	\$407,494	\$526,311	-22.6%
Median Listing Price	\$292,100	\$312,000	-6.4%	\$285,946	\$368,985	-22.5%
Median Days in RPR	109	102	+6.9%	118.47	161.8	-26.8%
Months of Inventory	3.2	6.3	-49.6%	11.8	10.5	+13%
Absorption Rate	31.58%	15.91%	+15.7%	8.46%	9.56%	-1.1%
Sales Activity Charts Metrics						
New Pending Sales Count	6	6	+/-	56	38	+47.4%
New Pending Sales Volume	\$2,506,400	\$1,442,900	+73.7%	\$19,394,400	\$11,370,299	+70.6%
Pending Sales Count	8	8	+/-	N/A	N/A	
Pending Sales Volume	\$3,299,300	\$2,775,900	+18.9%	N/A	N/A	
Closed Sales Count	7	5	+40%	45	28	+60.7%
Closed Sales Volume	\$1,840,800	\$1,218,000	+51.1%	\$14,037,901	\$7,348,400	+91%
Average Sales Price	\$262,971	\$243,600	+8%	\$311,953	\$262,443	+18.9%
Median Sales Price	\$210,000	\$229,000	-8.3%	\$264,044	\$238,304	+10.8%

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



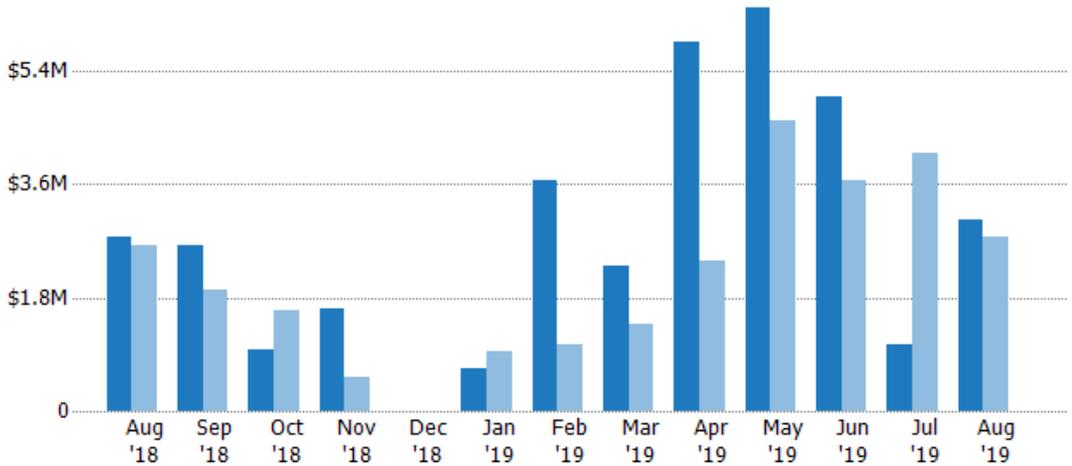
Current Year	11	7	4	6	-	3	8	6	12	17	11	4	9
Prior Year	7	6	6	2	-	4	2	5	5	12	11	11	11
Percent Change from Prior Year	57%	17%	-33%	200%	-	-25%	300%	20%	140%	42%	0%	-64%	-18%

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



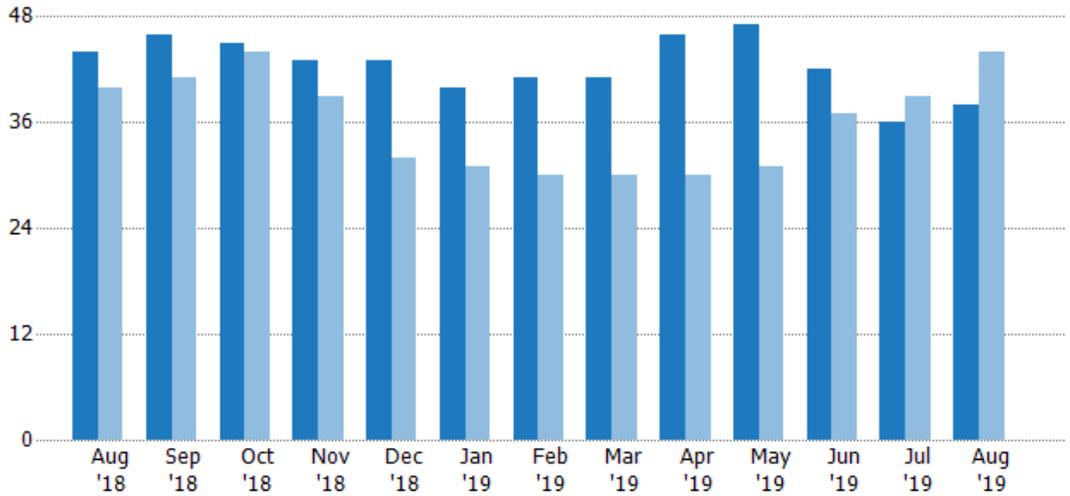
Current Year	\$2.78M	\$2.62M	\$986K	\$1.62M	-	\$675K	\$3.66M	\$2.29M	\$5.87M	\$6.41M	\$5M	\$1.04M	\$3.03M
Prior Year	\$2.64M	\$1.91M	\$1.6M	\$539K	-	\$949K	\$1.05M	\$1.37M	\$2.39M	\$4.6M	\$3.66M	\$4.1M	\$2.78M
Percent Change from Prior Year	5%	37%	-38%	201%	-	-29%	249%	67%	146%	39%	37%	-75%	9%

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.
Aug '19	38	-13.6%
Aug '18	44	10%
Aug '17	40	22.5%

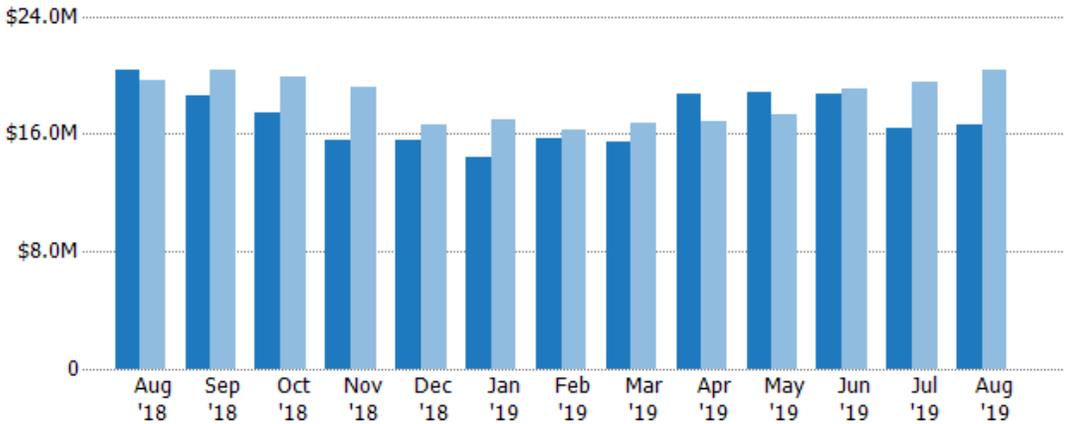
	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19
Current Year	44	46	45	43	43	40	41	41	46	47	42	36	38
Prior Year	40	41	44	39	32	31	30	30	30	31	37	39	44
Percent Change from Prior Year	10%	12%	2%	10%	34%	29%	37%	37%	53%	52%	14%	-8%	-14%

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.
Aug '19	\$16.6M	-18.1%
Aug '18	\$20.3M	3.5%
Aug '17	\$19.6M	27.9%

	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19
Current Year	\$20.3M	\$18.6M	\$17.4M	\$15.6M	\$15.6M	\$14.4M	\$15.7M	\$15.4M	\$18.7M	\$18.9M	\$18.7M	\$16.4M	\$16.6M
Prior Year	\$19.6M	\$20.4M	\$19.9M	\$19.2M	\$16.6M	\$17M	\$16.3M	\$16.7M	\$16.9M	\$17.4M	\$19.1M	\$19.5M	\$20.3M
Percent Change from Prior Year	3%	-9%	-12%	-19%	-6%	-15%	-4%	-8%	11%	9%	-2%	-16%	-18%

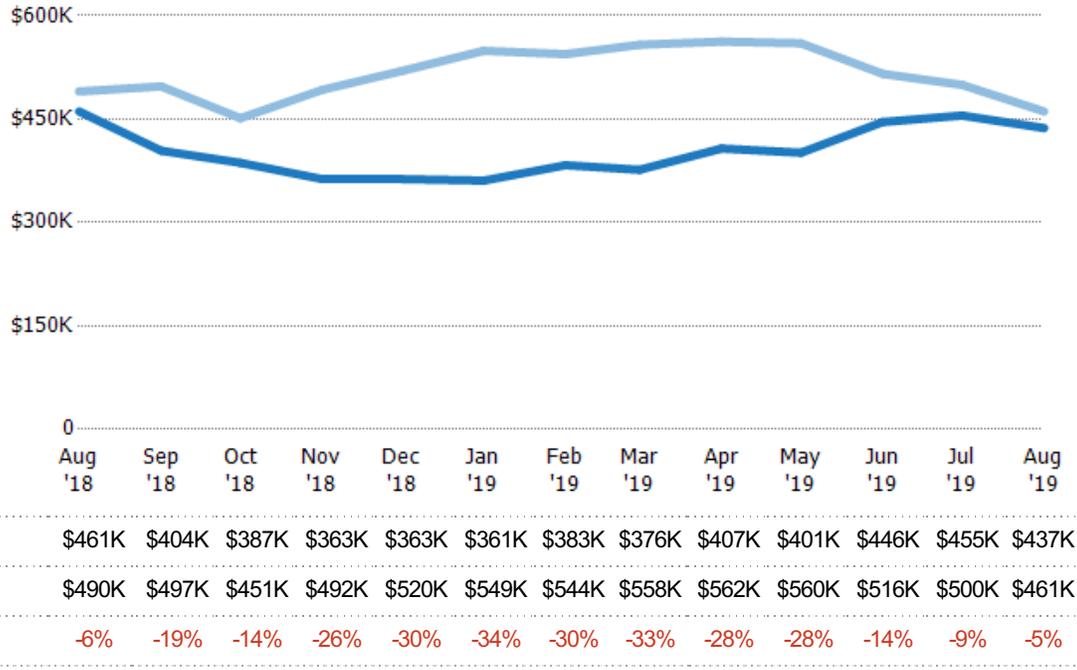
Average Listing Price

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.
Aug '19	\$437K	-5.2%
Aug '18	\$461K	-5.9%
Aug '17	\$490K	4.4%



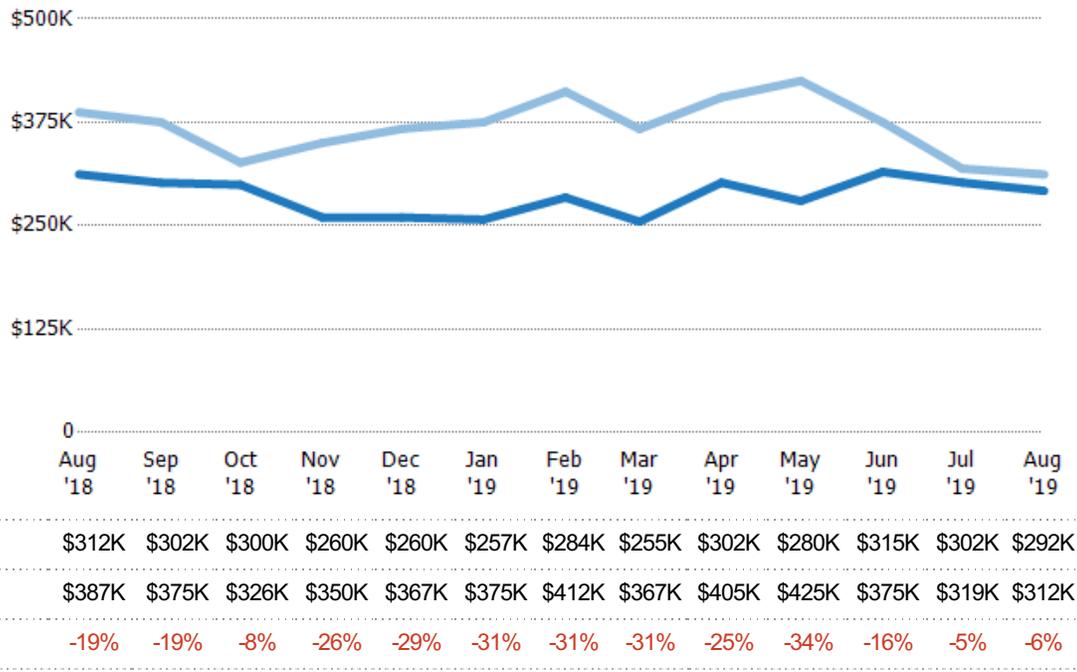
Median Listing Price

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.
Aug '19	\$292K	-6.4%
Aug '18	\$312K	-19.4%
Aug '17	\$387K	-25.3%

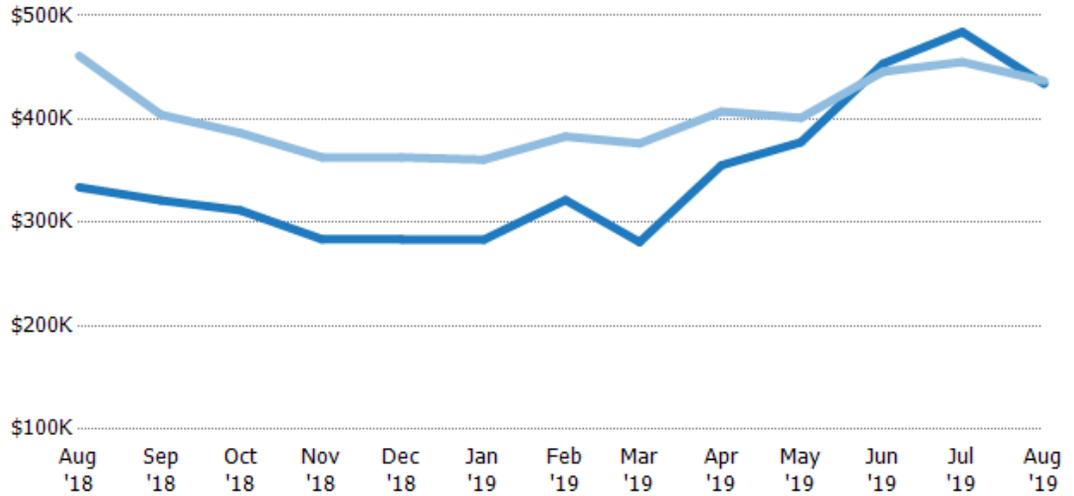


Average Listing Price vs Average Est Value

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



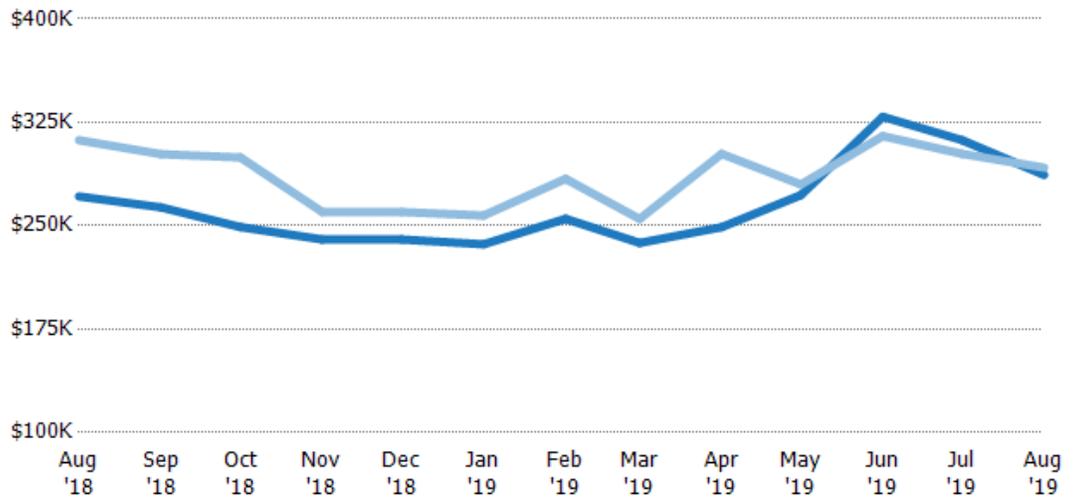
	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19
Avg Est Value	\$334K	\$321K	\$312K	\$284K	\$284K	\$283K	\$322K	\$281K	\$355K	\$378K	\$453K	\$484K	\$434K
Avg Listing Price	\$461K	\$404K	\$387K	\$363K	\$363K	\$361K	\$383K	\$376K	\$407K	\$401K	\$446K	\$455K	\$437K
Avg Listing Price as a % of Avg Est Value	138%	126%	124%	128%	128%	127%	119%	134%	115%	106%	98%	94%	101%

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



	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19
Median Est Value	\$271K	\$263K	\$249K	\$240K	\$240K	\$237K	\$255K	\$238K	\$249K	\$272K	\$329K	\$312K	\$287K
Median Listing Price	\$312K	\$302K	\$300K	\$260K	\$260K	\$257K	\$284K	\$255K	\$302K	\$280K	\$315K	\$302K	\$292K
Med Listing Price as a % of Med Est Value	115%	115%	120%	108%	108%	109%	111%	107%	121%	103%	96%	97%	102%

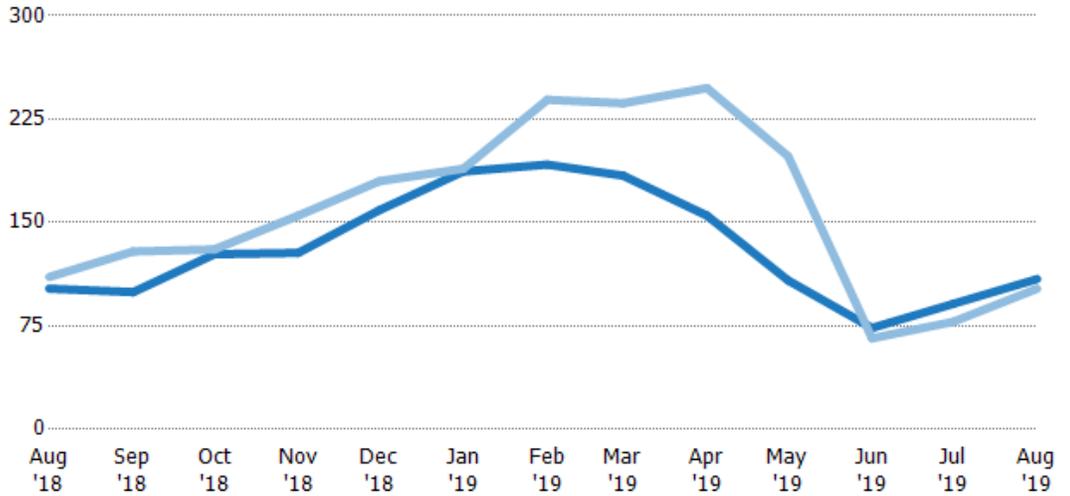
Median Days in RPR

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.
Aug '19	109	6.9%
Aug '18	102	-7.7%
Aug '17	111	-5.9%



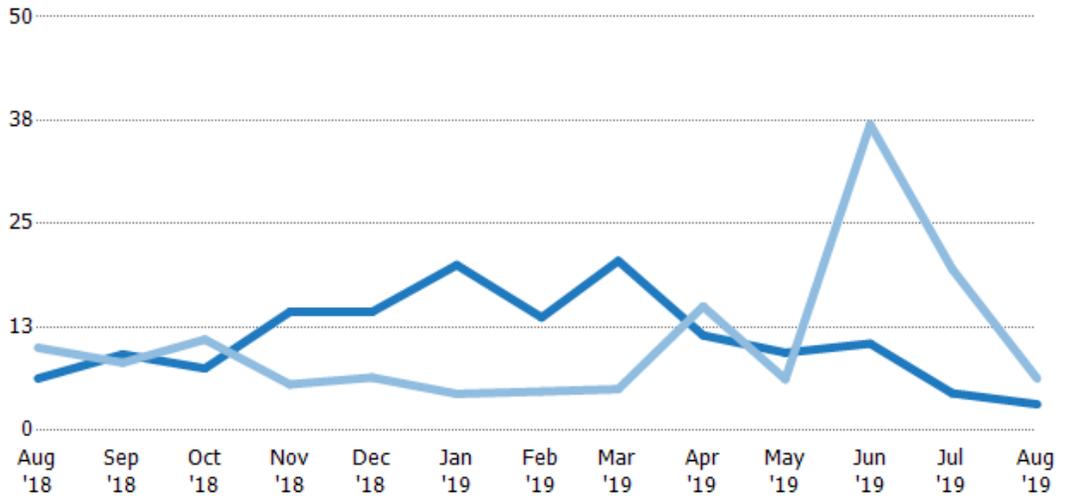
	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19
Current Year	102	100	127	128	159	187	192	184	155	108	73.5	91	109
Prior Year	111	129	131	155	180	189	239	237	248	198	66	78	102
Percent Change from Prior Year	-8%	-23%	-3%	-17%	-12%	-1%	-20%	-22%	-37%	-45%	11%	17%	7%

Months of Inventory

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

Filters Used

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 Family Residence



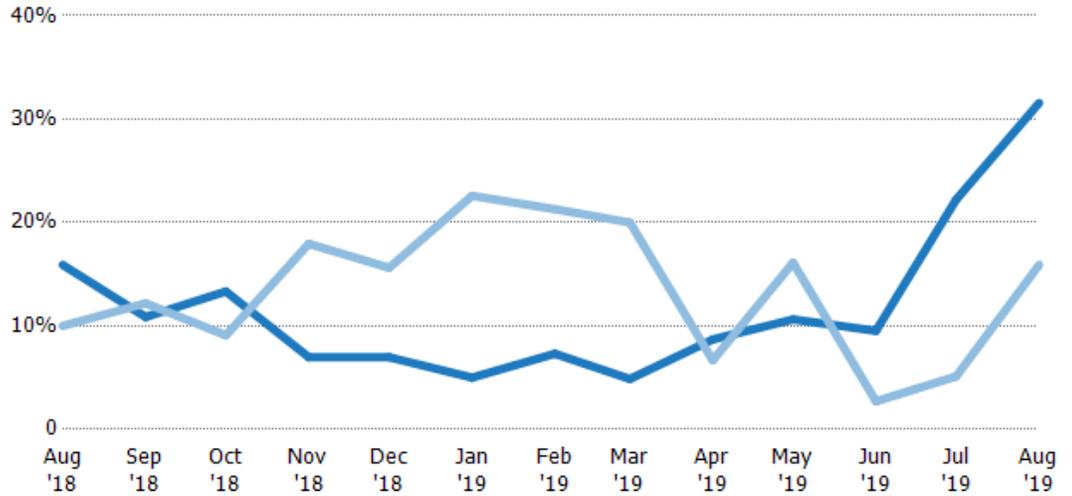
	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19
Current Year	6.29	9.2	7.5	14.3	14.3	20	13.7	20.5	11.5	9.4	10.5	4.5	3.17
Prior Year	10	8.2	11	5.57	6.4	4.43	4.71	5	15	6.2	37	19.5	6.29
Percent Change from Prior Year	-37%	12%	-32%	157%	124%	352%	100%	310%	-23%	52%	-72%	-77%	-50%

Absorption Rate

The percentage of inventory sold per month.

Filters Used

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 Family Residence



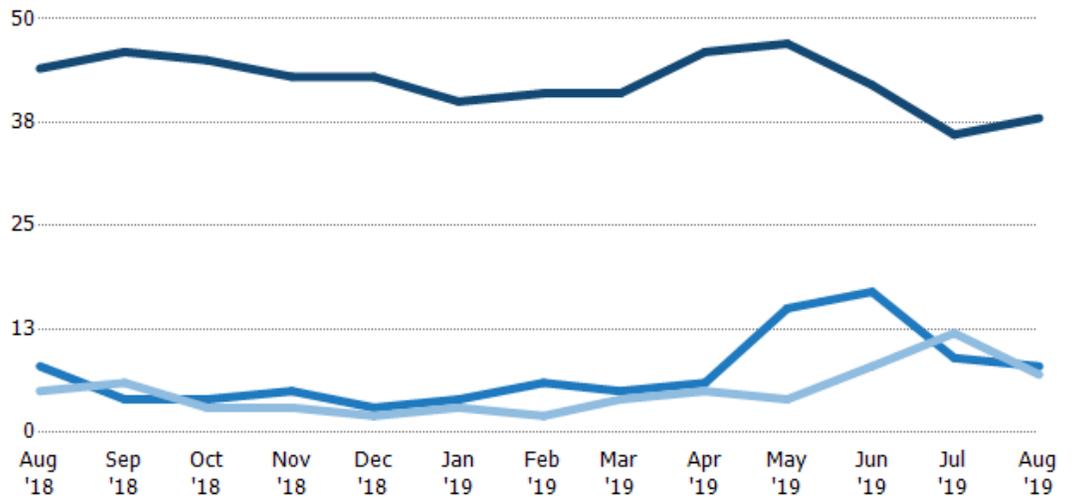
	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19
Current Year	16%	11%	13%	7%	7%	5%	7%	5%	9%	11%	10%	22%	32%
Prior Year	10%	12%	9%	18%	16%	23%	21%	20%	7%	16%	3%	5%	16%
Change from Prior Year	-6%	1%	-4%	11%	9%	18%	-7%	15%	-2%	5%	-7%	-17%	-16%

Active/Pending/Sold Units

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

Filters Used

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 Family Residence



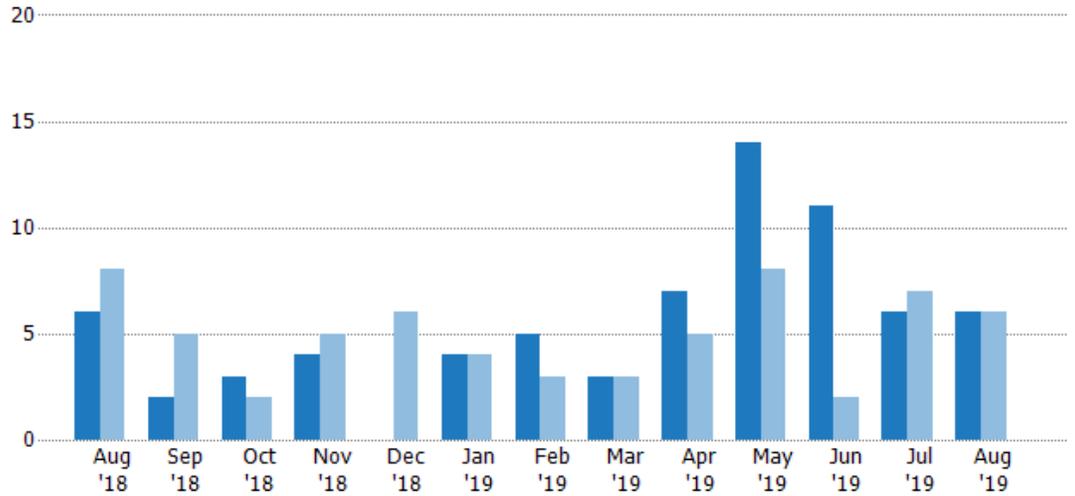
	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19
Active	44	46	45	43	43	40	41	41	46	47	42	36	38
Pending	8	4	4	5	3	4	6	5	6	15	17	9	8
Sold	5	6	3	3	2	3	2	4	5	4	8	12	7

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



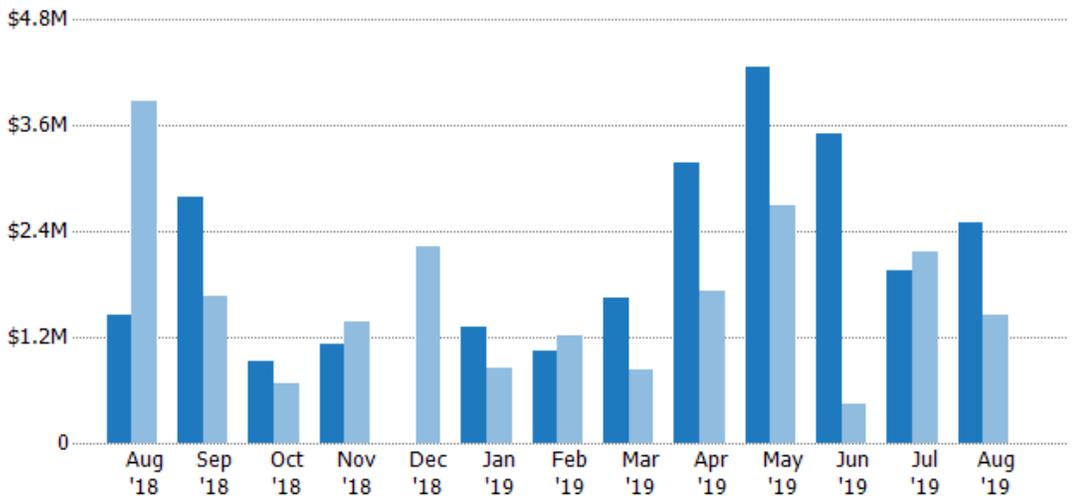
Current Year	6	2	3	4	-	4	5	3	7	14	11	6	6
Prior Year	8	5	2	5	6	4	3	3	5	8	2	7	6
Percent Change from Prior Year	-25%	-60%	50%	-20%	-100%	0%	67%	0%	40%	75%	450%	-14%	0%

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	\$1.44M	\$2.79M	\$919K	\$1.13M	-	\$1.32M	\$1.04M	\$1.65M	\$3.18M	\$4.26M	\$3.5M	\$1.95M	\$2.51M
Prior Year	\$3.87M	\$1.65M	\$679K	\$1.37M	\$2.23M	\$841K	\$1.21M	\$839K	\$1.72M	\$2.7M	\$450K	\$2.16M	\$1.44M
Percent Change from Prior Year	-63%	69%	35%	-18%	-100%	57%	-14%	97%	85%	58%	677%	-10%	74%

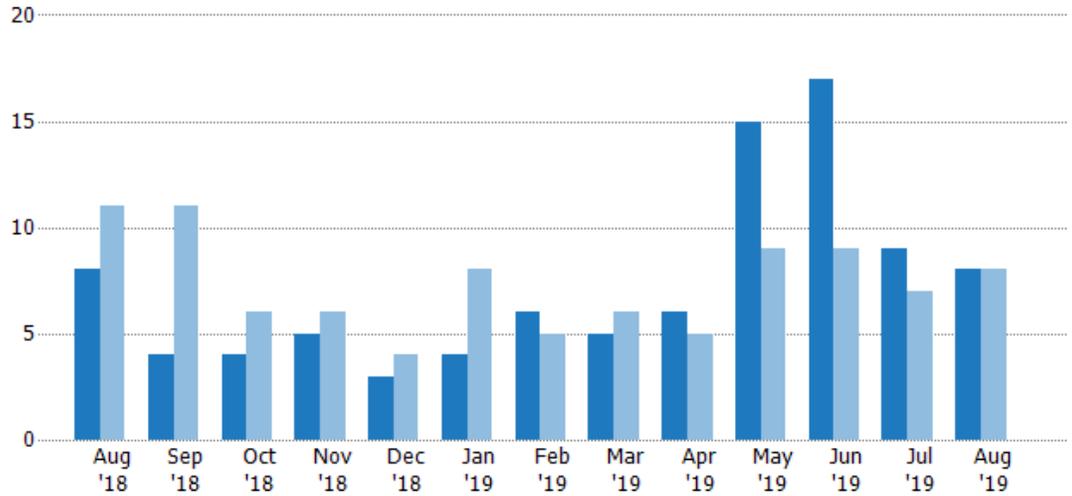
Pending Sales

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.
Aug '19	8	0%
Aug '18	8	-27.3%
Aug '17	11	18.2%



	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19
Current Year	8	4	4	5	3	4	6	5	6	15	17	9	8
Prior Year	11	11	6	6	4	8	5	6	5	9	9	7	8
Percent Change from Prior Year	-27%	-64%	-33%	-17%	-25%	-50%	20%	-17%	20%	67%	89%	29%	0%

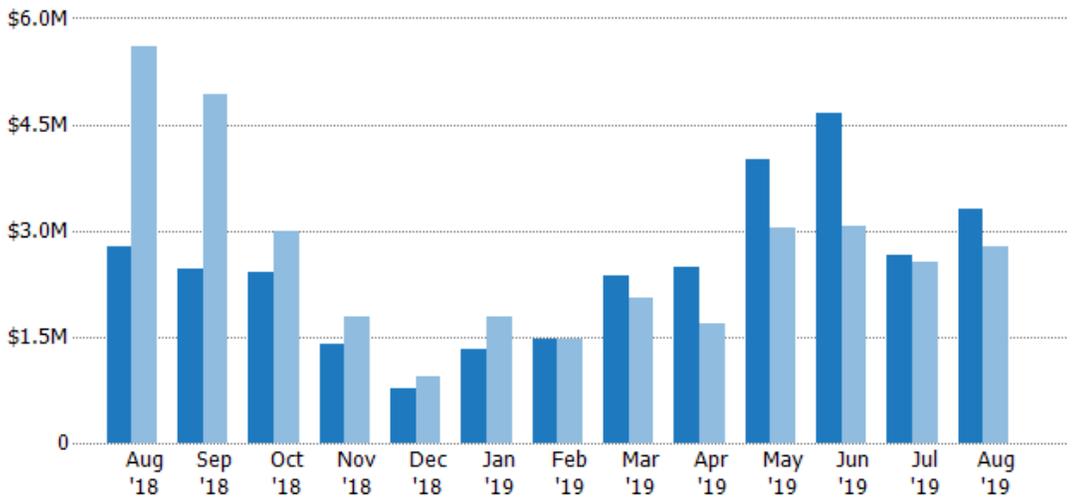
Pending Sales Volume

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/Year	Volume	% Chg.
Aug '19	\$3.3M	18.9%
Aug '18	\$2.78M	-50.4%
Aug '17	\$5.59M	-35%



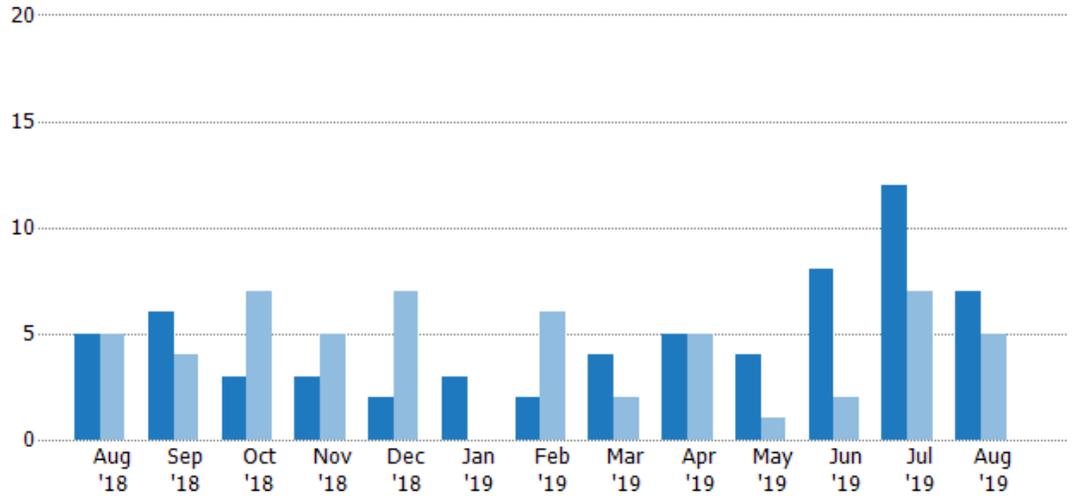
	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19
Current Year	\$2.78M	\$2.46M	\$2.41M	\$1.4M	\$777K	\$1.32M	\$1.48M	\$2.37M	\$2.48M	\$4.01M	\$4.67M	\$2.66M	\$3.3M
Prior Year	\$5.59M	\$4.93M	\$3M	\$1.78M	\$934K	\$1.77M	\$1.47M	\$2.05M	\$1.68M	\$3.05M	\$3.06M	\$2.56M	\$2.78M
Percent Change from Prior Year	-50%	-50%	-20%	-21%	-17%	-26%	0%	16%	48%	32%	53%	4%	19%

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



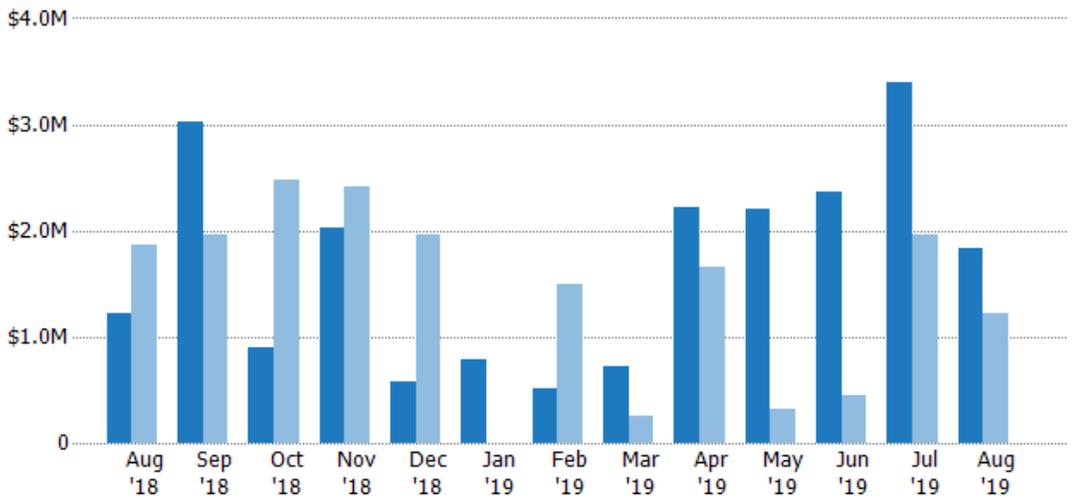
Current Year	5	6	3	3	2	3	2	4	5	4	8	12	7
Prior Year	5	4	7	5	7	-	6	2	5	1	2	7	5
Percent Change from Prior Year	0%	50%	-57%	-40%	-71%	100%	-67%	100%	0%	300%	300%	71%	40%

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



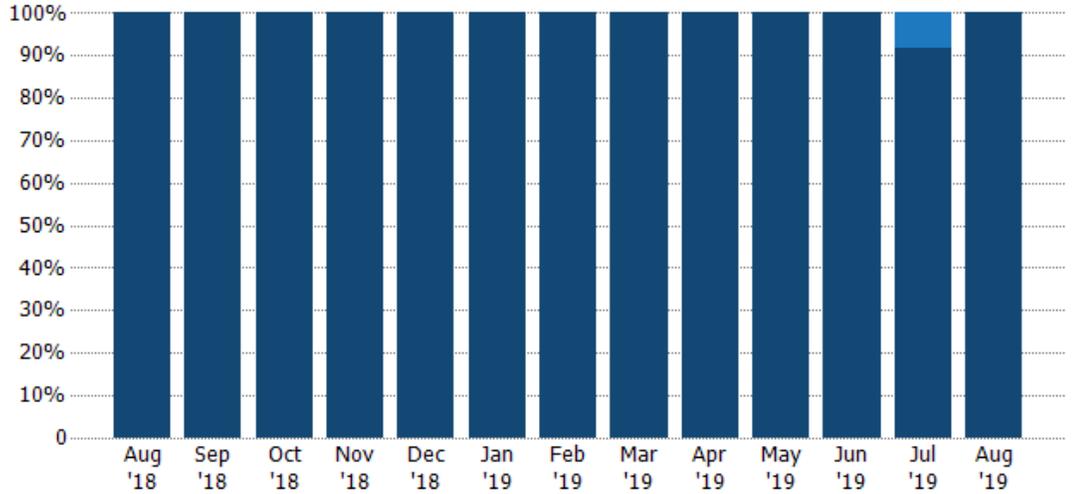
Current Year	\$1.22M	\$3.02M	\$896K	\$2.03M	\$577K	\$789K	\$509K	\$719K	\$2.21M	\$2.21M	\$2.37M	\$3.39M	\$1.84M
Prior Year	\$1.86M	\$1.96M	\$2.47M	\$2.41M	\$1.97M	-	\$1.49M	\$250K	\$1.65M	\$322K	\$446K	\$1.97M	\$1.22M
Percent Change from Prior Year	-34%	54%	-64%	-16%	-71%	100%	-66%	188%	34%	585%	432%	72%	51%

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



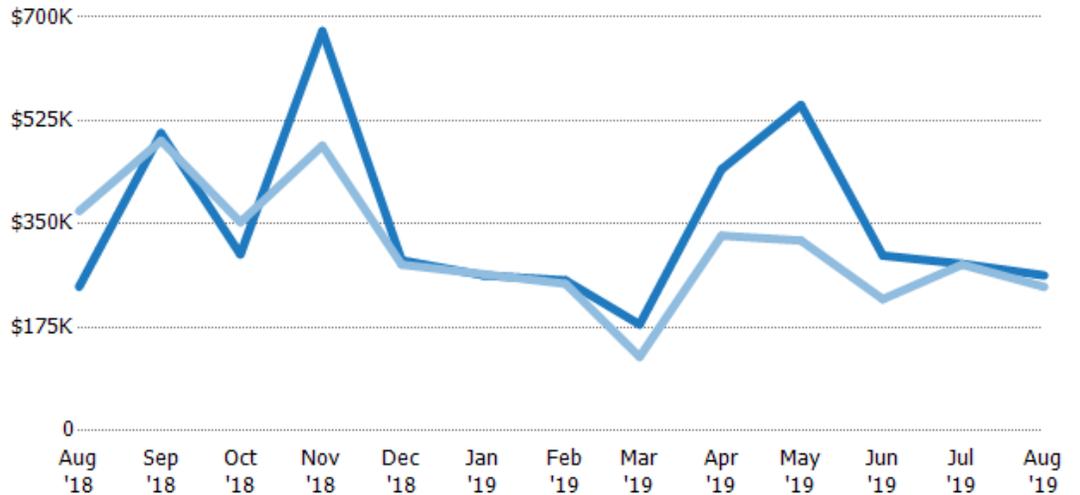
Property Type	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19
Condo/Townhouse	-	-	-	-	-	-	-	-	-	-	-	8%	-
Single Family Residence	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	92%	100%

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



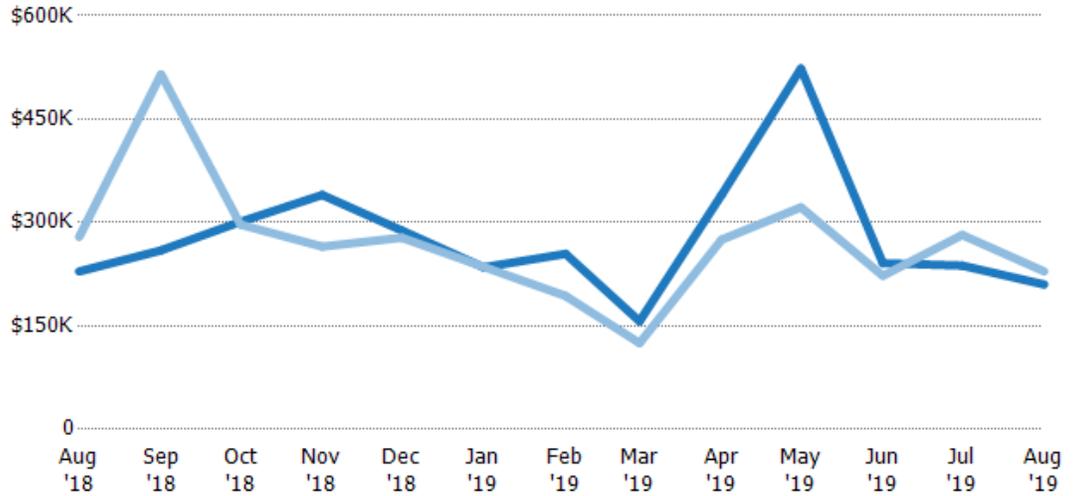
Property Type	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19
Current Year	\$244K	\$504K	\$299K	\$676K	\$289K	\$263K	\$255K	\$180K	\$442K	\$551K	\$296K	\$283K	\$263K
Prior Year	\$372K	\$491K	\$353K	\$483K	\$281K	\$265K	\$249K	\$125K	\$330K	\$322K	\$223K	\$281K	\$244K
Percent Change from Prior Year	-34%	3%	-15%	40%	3%	100%	2%	44%	34%	71%	33%	0%	8%

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



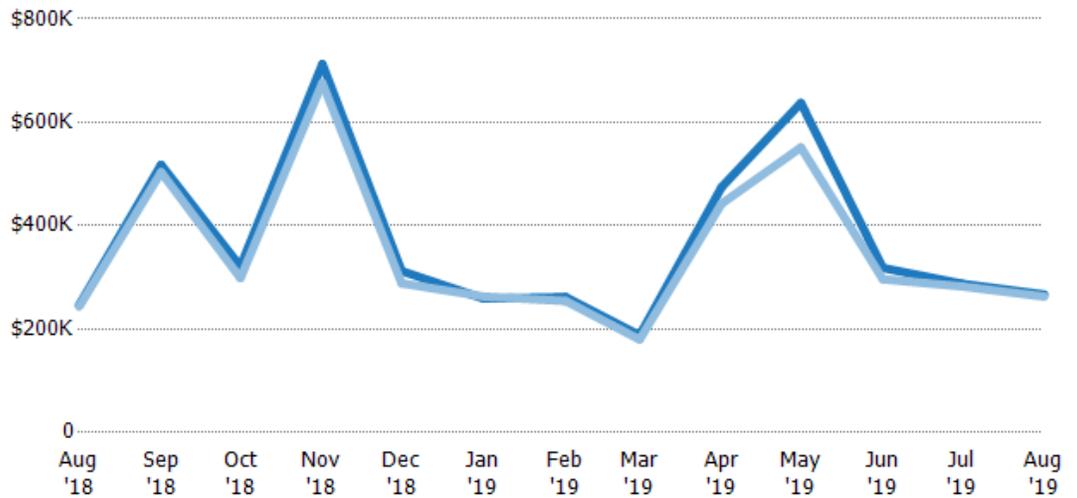
Current Year	\$229K	\$260K	\$301K	\$340K	\$289K	\$235K	\$255K	\$157K	\$340K	\$523K	\$241K	\$238K	\$210K
Prior Year	\$279K	\$515K	\$297K	\$265K	\$278K	\$236K	\$194K	\$125K	\$275K	\$322K	\$223K	\$282K	\$229K
Percent Change from Prior Year	-18%	-50%	1%	28%	4%	100%	32%	25%	24%	63%	8%	-16%	-8%

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



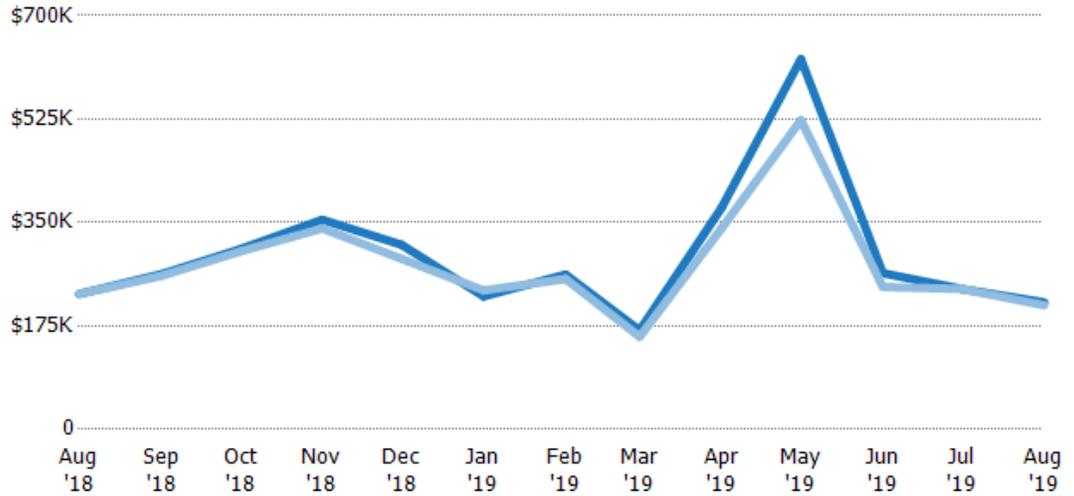
Avg List Price	\$246K	\$518K	\$321K	\$713K	\$312K	\$259K	\$262K	\$188K	\$475K	\$638K	\$318K	\$288K	\$267K
Avg Sales Price	\$244K	\$504K	\$299K	\$676K	\$289K	\$263K	\$255K	\$180K	\$442K	\$551K	\$296K	\$283K	\$263K
Avg Sales Price as a % of Avg List Price	99%	97%	93%	95%	92%	102%	97%	96%	93%	86%	93%	98%	99%

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

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



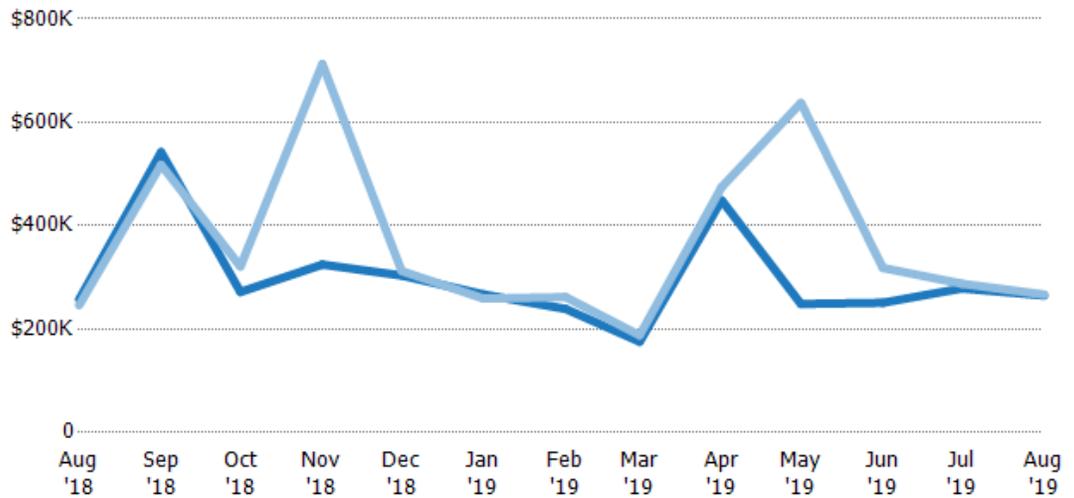
	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19
Median List Price	\$229K	\$262K	\$305K	\$355K	\$312K	\$225K	\$262K	\$167K	\$375K	\$627K	\$264K	\$237K	\$215K
Median Sales Price	\$229K	\$260K	\$301K	\$340K	\$289K	\$235K	\$255K	\$157K	\$340K	\$523K	\$241K	\$238K	\$210K
Med Sales Price as a % of Med List Price	100%	99%	99%	96%	92%	104%	97%	94%	91%	84%	91%	100%	98%

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



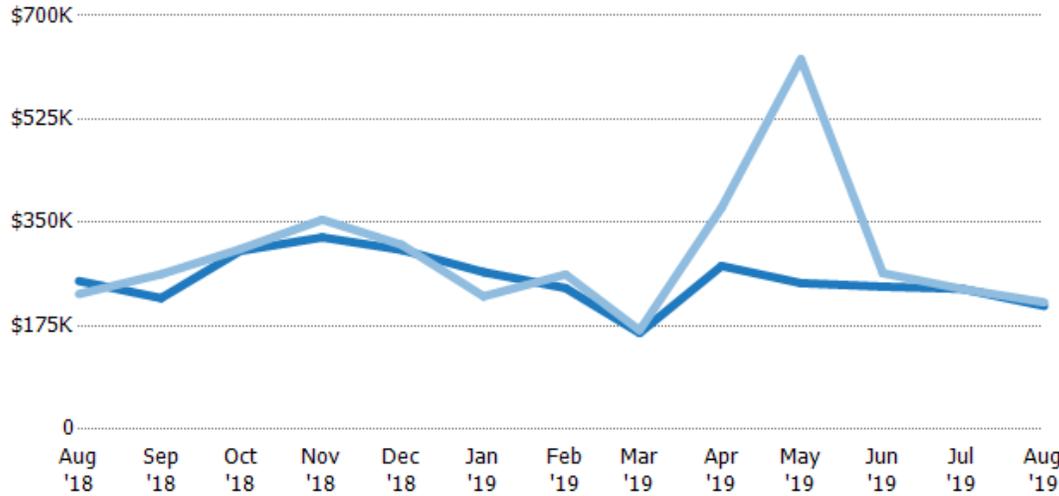
	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19
Avg Est Value	\$257K	\$542K	\$272K	\$325K	\$304K	\$267K	\$239K	\$176K	\$449K	\$249K	\$251K	\$279K	\$265K
Avg Sales Price	\$246K	\$518K	\$321K	\$713K	\$312K	\$259K	\$262K	\$188K	\$475K	\$638K	\$318K	\$288K	\$267K
Avg Sales Price as a % of Avg Est Value	96%	96%	118%	219%	103%	97%	110%	107%	106%	256%	127%	103%	101%

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



	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19
Median Est Value	\$251K	\$222K	\$302K	\$325K	\$304K	\$266K	\$239K	\$163K	\$276K	\$248K	\$241K	\$238K	\$209K
Median Sales Price	\$229K	\$262K	\$305K	\$355K	\$312K	\$225K	\$262K	\$167K	\$375K	\$627K	\$264K	\$237K	\$215K
Med Sales Price as a % of Med Est Value	91%	118%	101%	109%	103%	85%	110%	103%	136%	253%	109%	100%	103%