

Summary of Key Listing and Sales Metrics

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

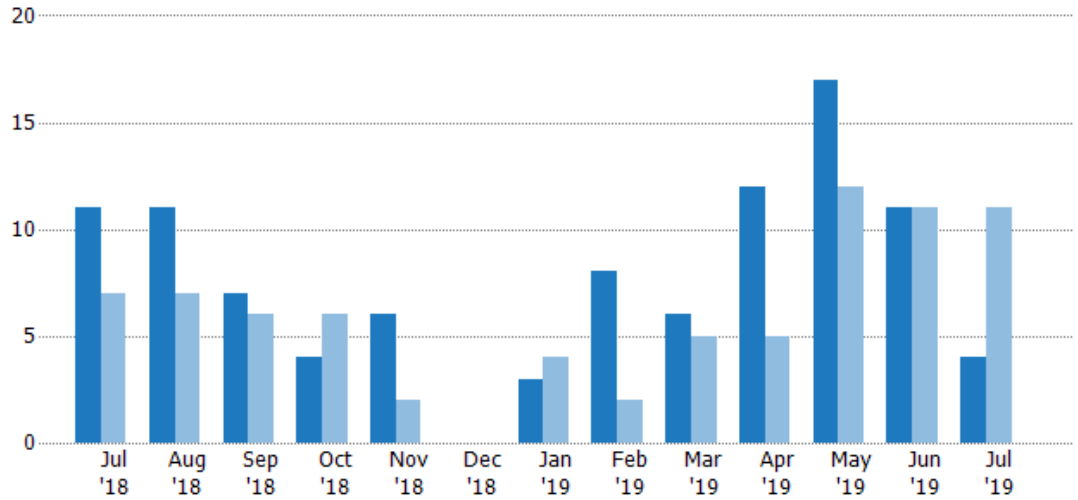
Key Metrics	Jul 2019	Jul 2018	+ / -	YTD 2019	YTD 2018	+ / -
Listing Activity Charts Metrics						
New Listing Count	4	11	-63.6%	61	50	+22%
New Listing Volume	\$1,044,000	\$4,096,500	-74.5%	\$24,953,600	\$18,119,700	+37.7%
Active Listing Count	36	39	-7.7%	N/A	N/A	
Active Listing Volume	\$16,387,000	\$19,483,800	-15.9%	N/A	N/A	
Average Listing Price	\$455,194	\$499,585	-8.9%	\$403,670	\$538,900	-25.1%
Median Listing Price	\$302,100	\$319,000	-5.3%	\$285,148	\$379,982	-25%
Median Days in RPR	91	78	+16.7%	120.21	174.8	-31.2%
Months of Inventory	4.5	19.5	-76.9%	12.7	10.9	+17.3%
Absorption Rate	22.22%	5.13%	+17.1%	7.85%	9.21%	-1.4%
Sales Activity Charts Metrics						
New Pending Sales Count	6	7	-14.3%	50	32	+56.3%
New Pending Sales Volume	\$1,947,400	\$2,163,500	-10%	\$16,888,000	\$9,927,399	+70.1%
Pending Sales Count	9	7	+28.6%	N/A	N/A	
Pending Sales Volume	\$2,661,100	\$2,563,500	+3.8%	N/A	N/A	
Closed Sales Count	12	7	+71.4%	38	23	+65.2%
Closed Sales Volume	\$3,390,250	\$1,968,900	+72.2%	\$12,197,101	\$6,130,400	+99%
Average Sales Price	\$282,521	\$281,271	+0.4%	\$320,976	\$266,539	+20.4%
Median Sales Price	\$237,500	\$282,000	-15.8%	\$274,000	\$240,326	+14%

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



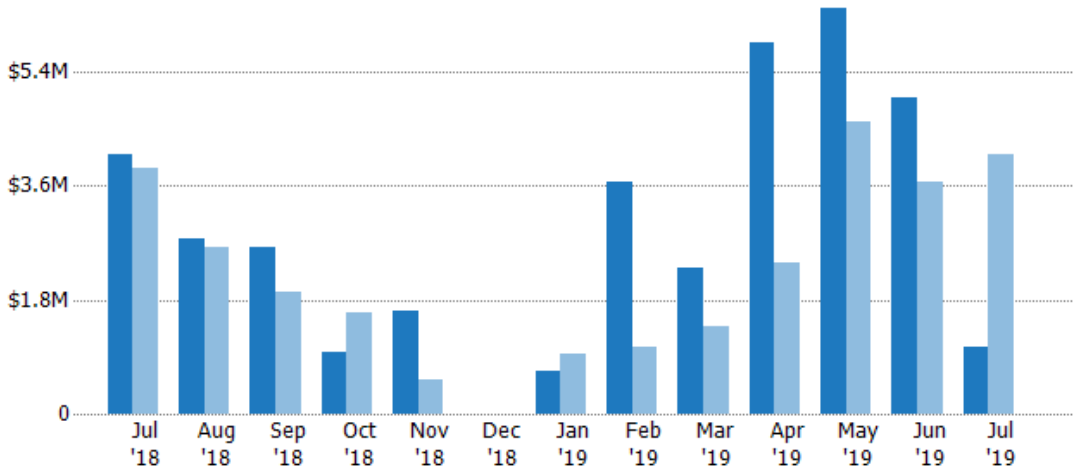
Current Year	11	11	7	4	6	-	3	8	6	12	17	11	4
Prior Year	7	7	6	6	2	-	4	2	5	5	12	11	11
Percent Change from Prior Year	57%	57%	17%	-33%	200%	-	-25%	300%	20%	140%	42%	0%	-64%

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	\$4.1M	\$2.78M	\$2.62M	\$986K	\$1.62M	-	\$675K	\$3.66M	\$2.29M	\$5.87M	\$6.41M	\$5M	\$1.04M
Prior Year	\$3.87M	\$2.64M	\$1.91M	\$1.6M	\$539K	-	\$949K	\$1.05M	\$1.37M	\$2.39M	\$4.6M	\$3.66M	\$4.1M
Percent Change from Prior Year	6%	5%	37%	-38%	201%	-	-29%	249%	67%	146%	39%	37%	-75%

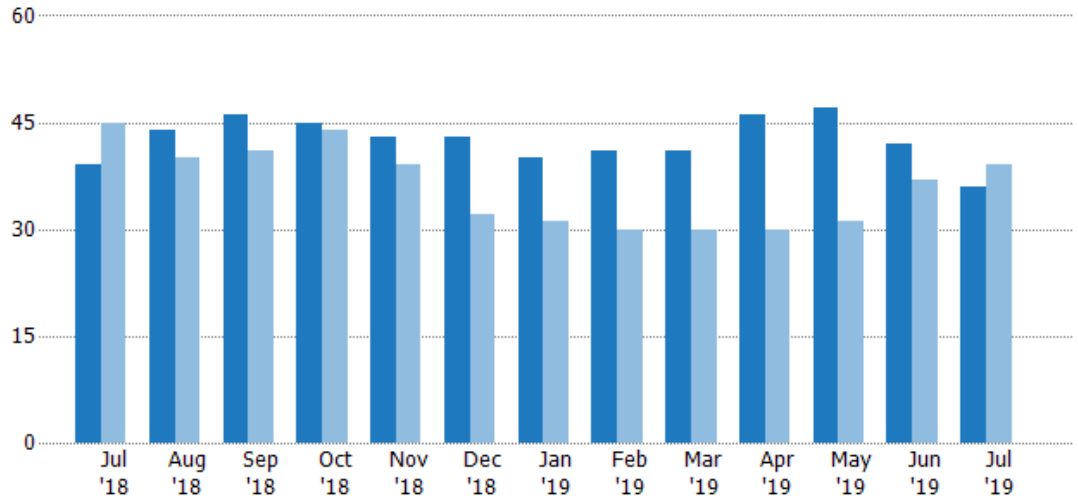
Active Listings

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.
Jul '19	36	-7.7%
Jul '18	39	-13.3%
Jul '17	45	13.3%



Current Year	39	44	46	45	43	43	40	41	41	46	47	42	36
Prior Year	45	40	41	44	39	32	31	30	30	30	31	37	39
Percent Change from Prior Year	-13%	10%	12%	2%	10%	34%	29%	37%	37%	53%	52%	14%	-8%

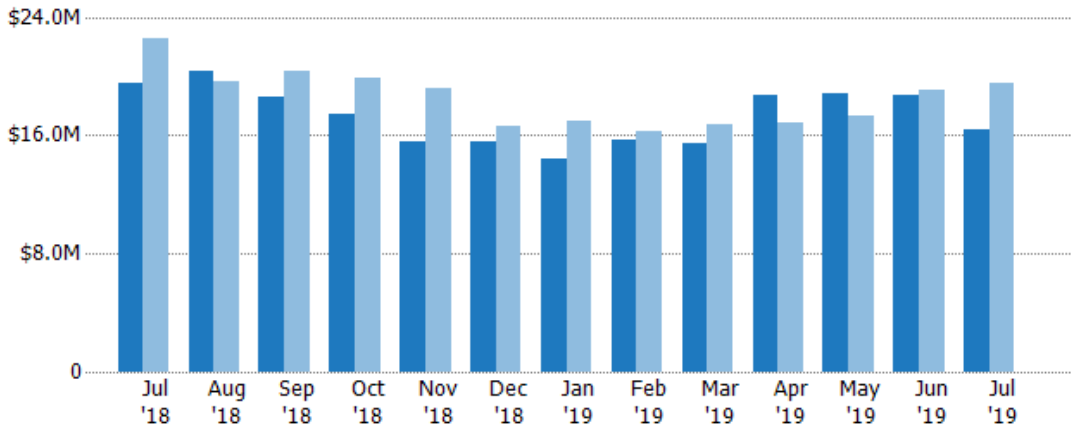
Active Listing Volume

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.
Jul '19	\$16.4M	-15.9%
Jul '18	\$19.5M	-13.6%
Jul '17	\$22.5M	21%



Current Year	\$19.5M	\$20.3M	\$18.6M	\$17.4M	\$15.6M	\$15.6M	\$14.4M	\$15.7M	\$15.4M	\$18.7M	\$18.9M	\$18.7M	\$16.4M
Prior Year	\$22.5M	\$19.6M	\$20.4M	\$19.9M	\$19.2M	\$16.6M	\$17M	\$16.3M	\$16.7M	\$16.9M	\$17.4M	\$19.1M	\$19.5M
Percent Change from Prior Year	-14%	3%	-9%	-12%	-19%	-6%	-15%	-4%	-8%	11%	9%	-2%	-16%

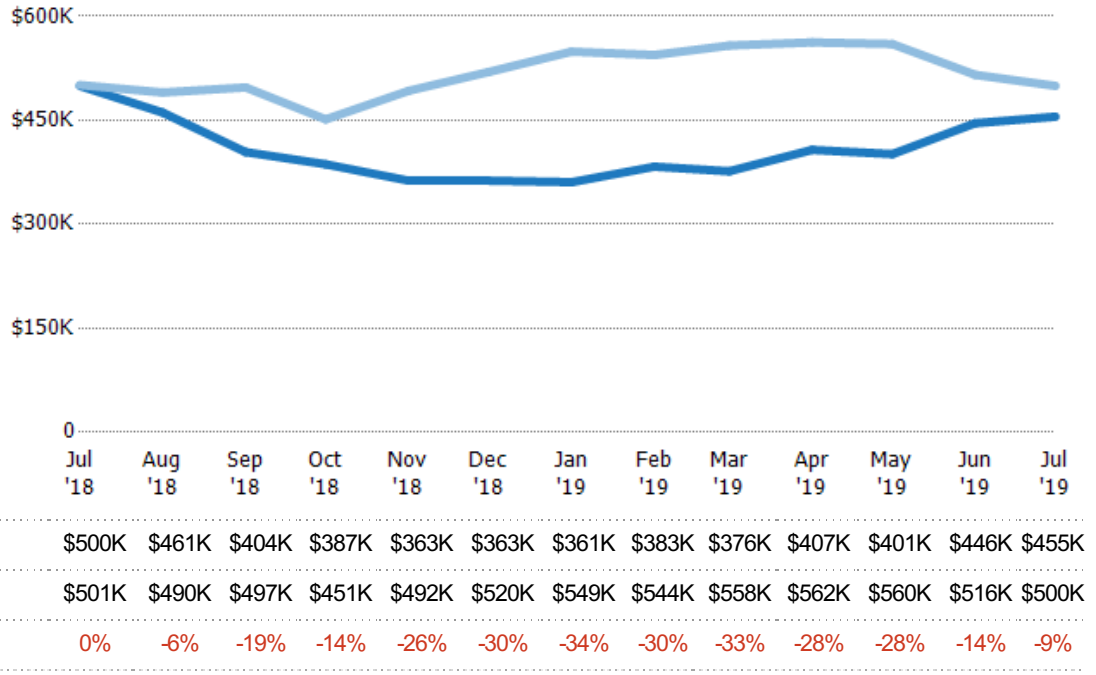
Average Listing Price

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.
Jul '19	\$455K	-8.9%
Jul '18	\$500K	-0.3%
Jul '17	\$501K	6.8%



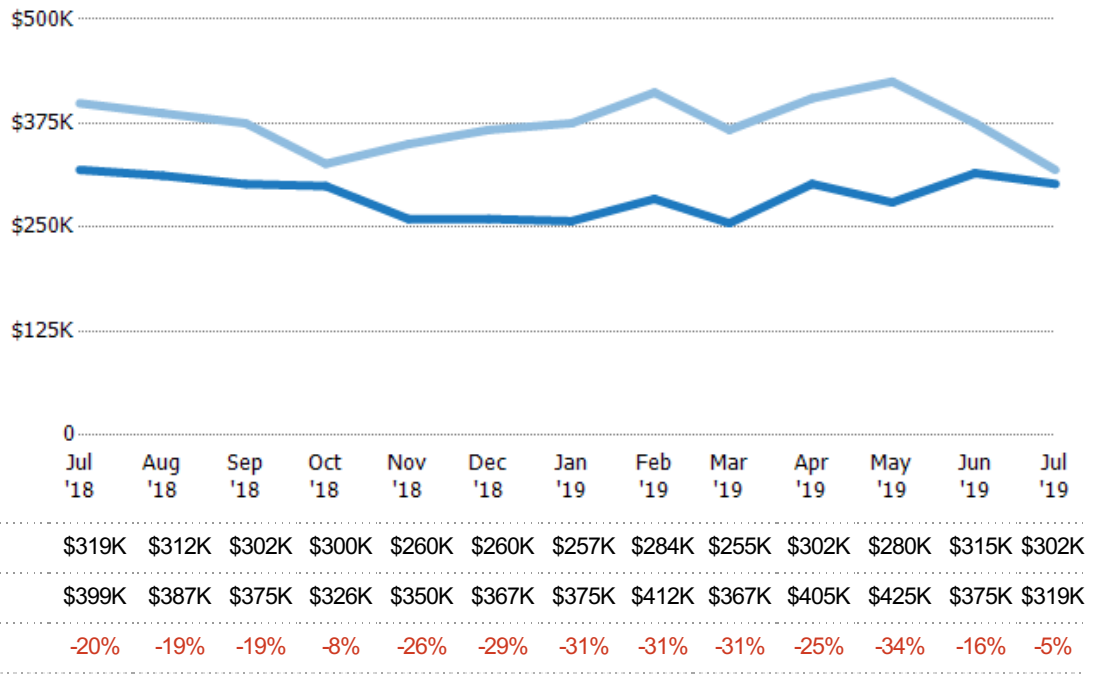
Median Listing Price

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.
Jul '19	\$302K	-5.3%
Jul '18	\$319K	-20.1%
Jul '17	\$399K	-12.3%

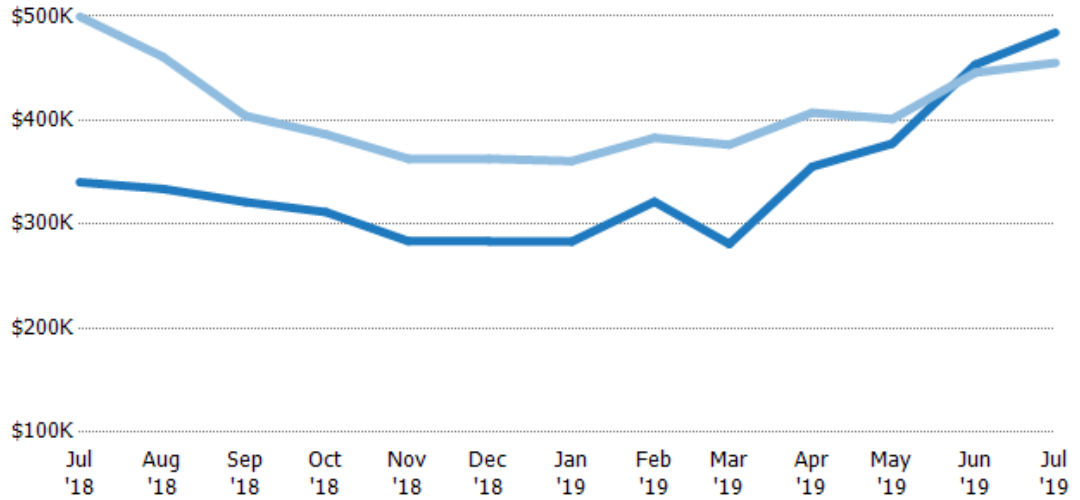


Average Listing Price vs Average Est Value

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



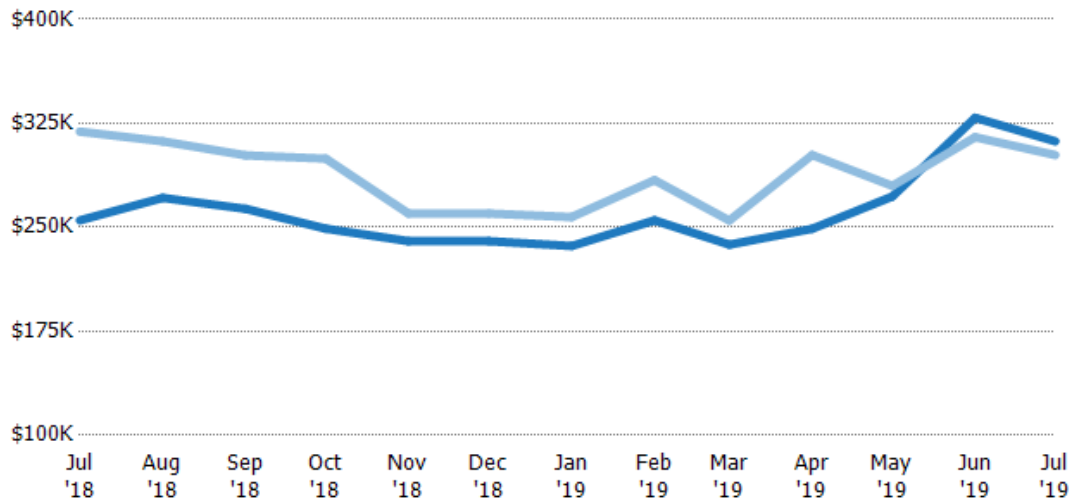
	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19
Avg Est Value	\$340K	\$334K	\$321K	\$312K	\$284K	\$284K	\$283K	\$322K	\$281K	\$355K	\$378K	\$453K	\$484K
Avg Listing Price	\$500K	\$461K	\$404K	\$387K	\$363K	\$363K	\$361K	\$383K	\$376K	\$407K	\$401K	\$446K	\$455K
Avg Listing Price as a % of Avg Est Value	147%	138%	126%	124%	128%	128%	127%	119%	134%	115%	106%	98%	94%

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:
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 Family Residence



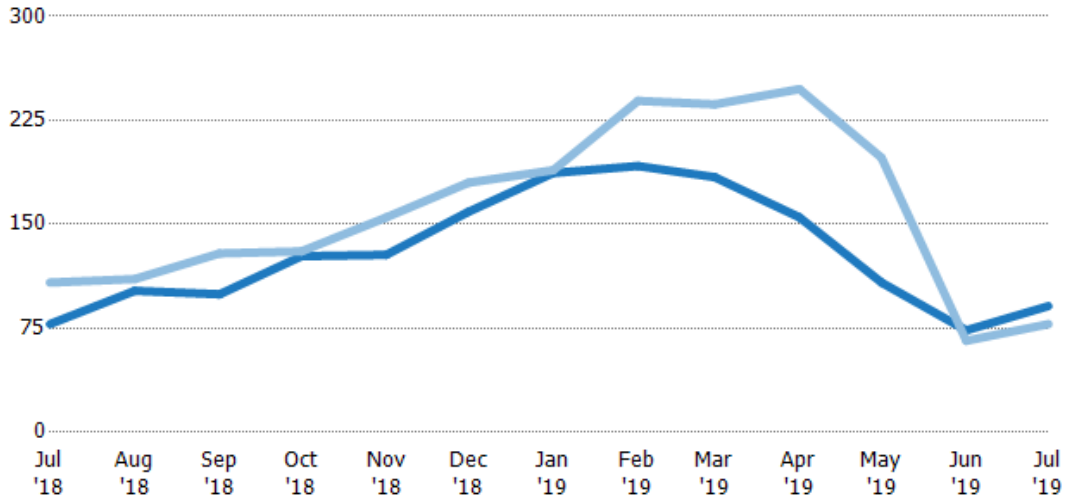
	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19
Median Est Value	\$255K	\$271K	\$263K	\$249K	\$240K	\$240K	\$237K	\$255K	\$238K	\$249K	\$272K	\$329K	\$312K
Median Listing Price	\$319K	\$312K	\$302K	\$300K	\$260K	\$260K	\$257K	\$284K	\$255K	\$302K	\$280K	\$315K	\$302K
Med Listing Price as a % of Med Est Value	125%	115%	115%	120%	108%	108%	109%	111%	107%	121%	103%	96%	97%

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.
Jul '19	91	16.7%
Jul '18	78	-27.8%
Jul '17	108	-16.7%

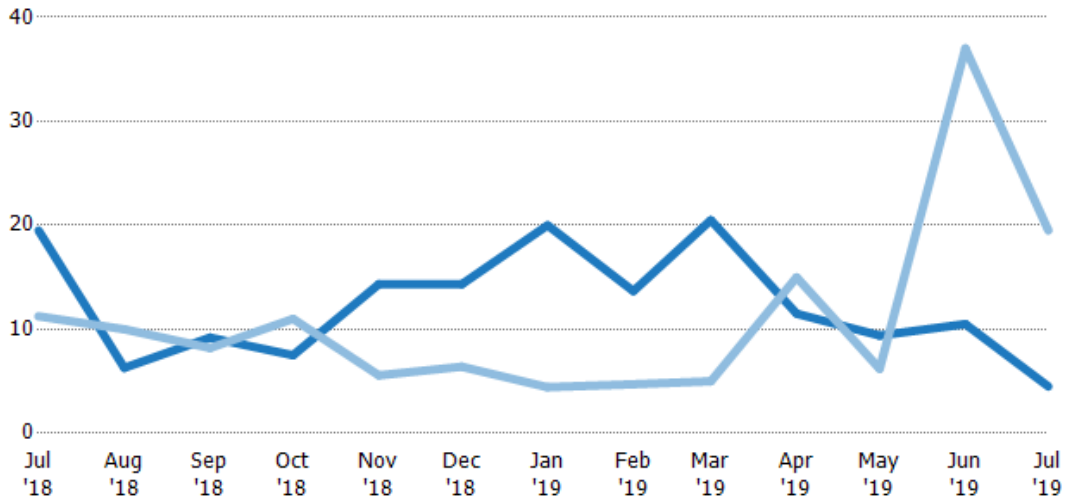
	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19
Current Year	78	102	100	127	128	159	187	192	184	155	108	73.5	91
Prior Year	108	111	129	131	155	180	189	239	237	248	198	66	78
Percent Change from Prior Year	-28%	-8%	-23%	-3%	-17%	-12%	-1%	-20%	-22%	-37%	-45%	11%	17%

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



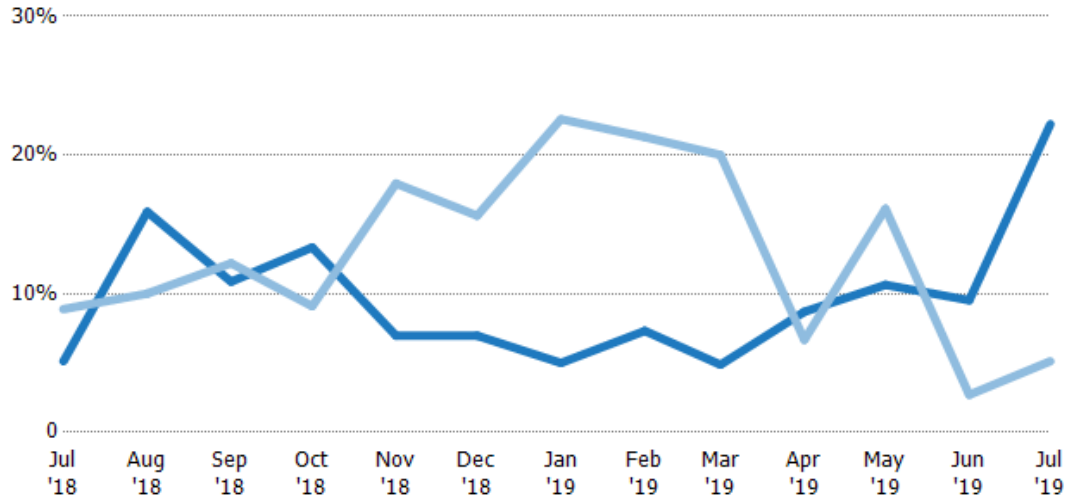
	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19
Current Year	19.5	6.29	9.2	7.5	14.3	14.3	20	13.7	20.5	11.5	9.4	10.5	4.5
Prior Year	11.3	10	8.2	11	5.57	6.4	4.43	4.71	5	15	6.2	37	19.5
Percent Change from Prior Year	73%	-37%	12%	-32%	157%	124%	352%	100%	310%	-23%	52%	-72%	-77%

Absorption Rate

The percentage of inventory sold per month.

Filters Used

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 Family Residence



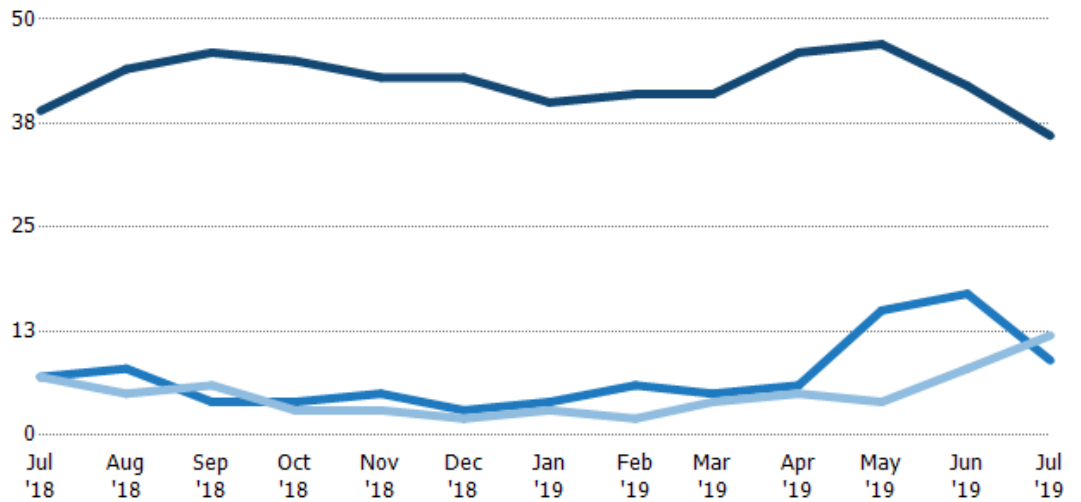
Current Year	5%	16%	11%	13%	7%	7%	5%	7%	5%	9%	11%	10%	22%
Prior Year	9%	10%	12%	9%	18%	16%	23%	21%	20%	7%	16%	3%	5%
Change from Prior Year	4%	-6%	1%	-4%	11%	9%	18%	-7%	15%	-2%	5%	-7%	-17%

Active/Pending/Sold Units

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

Filters Used

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 Condo/Townhouse/Apt, Single
 Family Residence



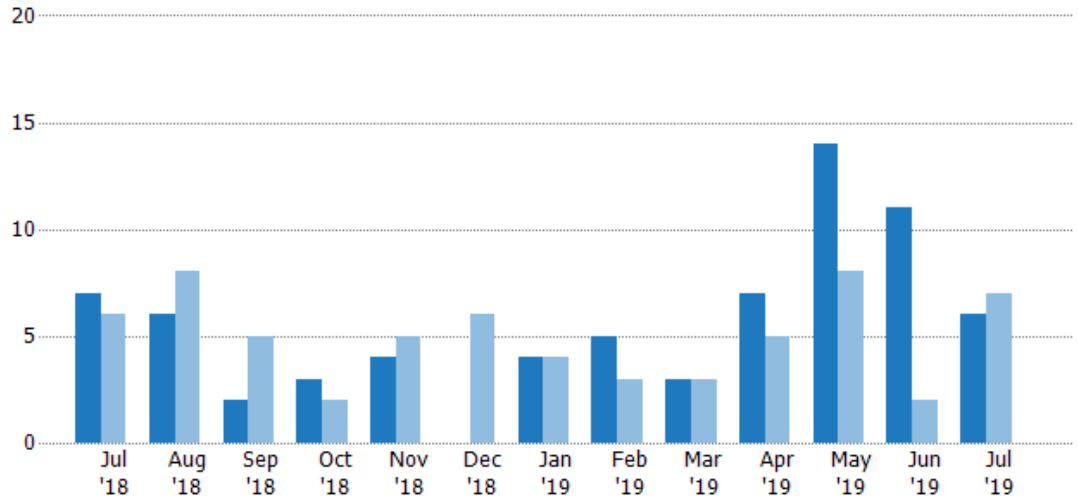
Active	39	44	46	45	43	43	40	41	41	46	47	42	36
Pending	7	8	4	4	5	3	4	6	5	6	15	17	9
Sold	7	5	6	3	3	2	3	2	4	5	4	8	12

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



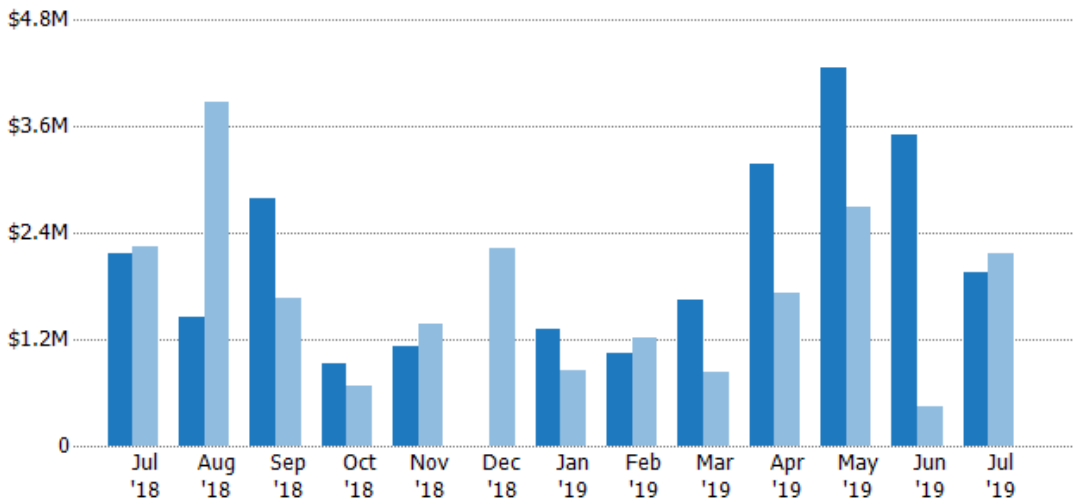
Current Year	7	6	2	3	4	-	4	5	3	7	14	11	6
Prior Year	6	8	5	2	5	6	4	3	3	5	8	2	7
Percent Change from Prior Year	17%	-25%	-60%	50%	-20%	-100%	0%	67%	0%	40%	75%	450%	-14%

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	\$2.16M	\$1.44M	\$2.79M	\$919K	\$1.13M	-	\$1.32M	\$1.04M	\$1.65M	\$3.18M	\$4.26M	\$3.5M	\$1.95M
Prior Year	\$2.25M	\$3.87M	\$1.65M	\$679K	\$1.37M	\$2.23M	\$841K	\$1.21M	\$839K	\$1.72M	\$2.7M	\$450K	\$2.16M
Percent Change from Prior Year	-4%	-63%	69%	35%	-18%	-100%	57%	-14%	97%	85%	58%	677%	-10%

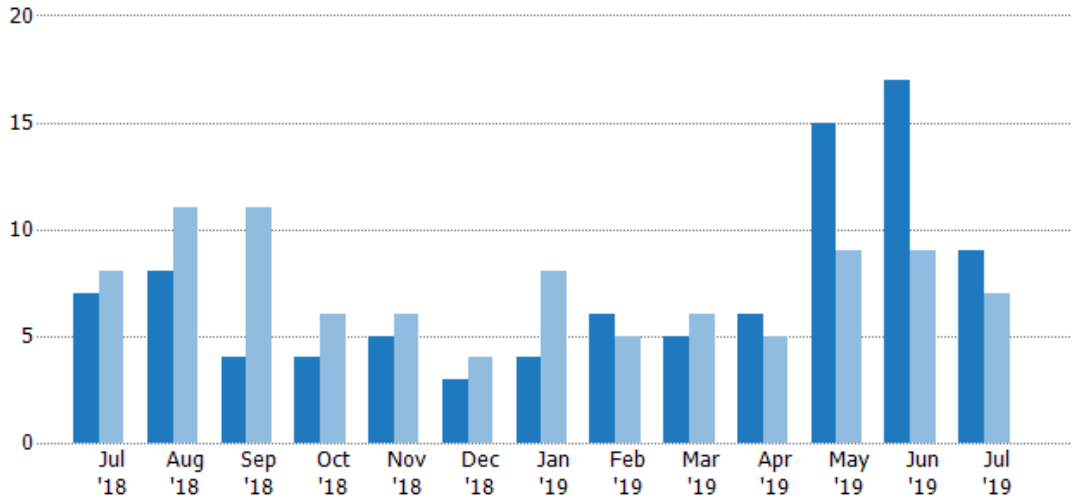
Pending Sales

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.
Jul '19	9	28.6%
Jul '18	7	-12.5%
Jul '17	8	75%



Current Year	7	8	4	4	5	3	4	6	5	6	15	17	9
Prior Year	8	11	11	6	6	4	8	5	6	5	9	9	7
Percent Change from Prior Year	-13%	-27%	-64%	-33%	-17%	-25%	-50%	20%	-17%	20%	67%	89%	29%

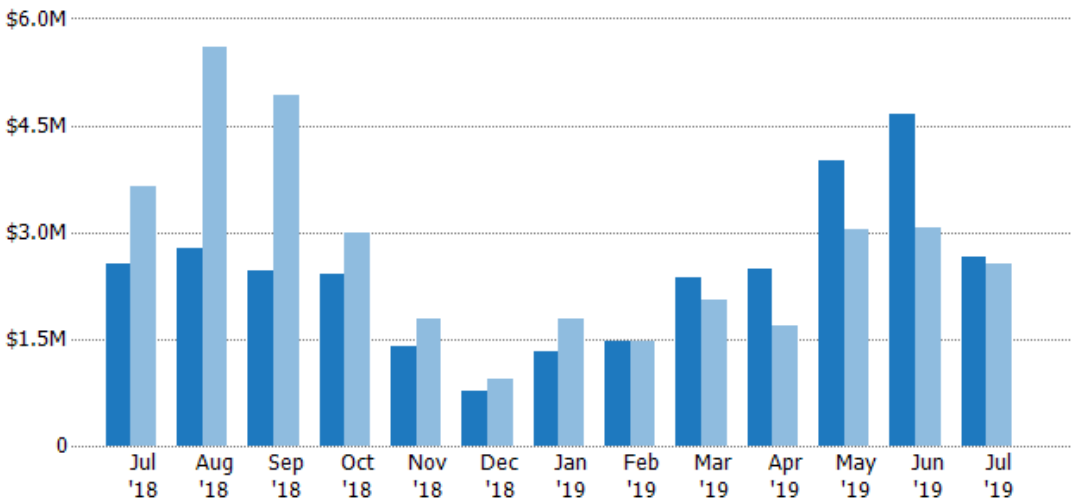
Pending Sales Volume

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.
Jul '19	\$2.66M	3.8%
Jul '18	\$2.56M	-29.6%
Jul '17	\$3.64M	11.3%



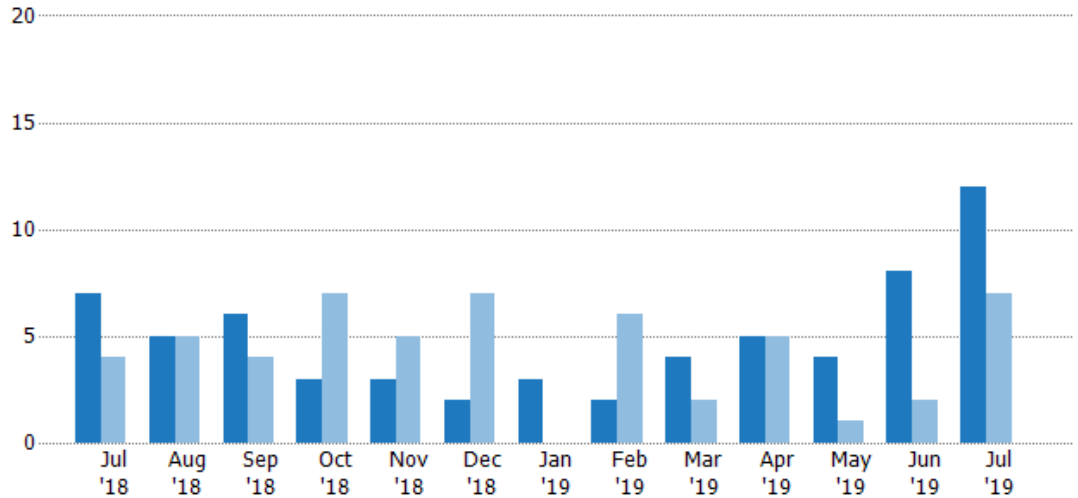
Current Year	\$2.56M	\$2.78M	\$2.46M	\$2.41M	\$1.4M	\$777K	\$1.32M	\$1.48M	\$2.37M	\$2.48M	\$4.01M	\$4.67M	\$2.66M
Prior Year	\$3.64M	\$5.59M	\$4.93M	\$3M	\$1.78M	\$934K	\$1.77M	\$1.47M	\$2.05M	\$1.68M	\$3.05M	\$3.06M	\$2.56M
Percent Change from Prior Year	-30%	-50%	-50%	-20%	-21%	-17%	-26%	0%	16%	48%	32%	53%	4%

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



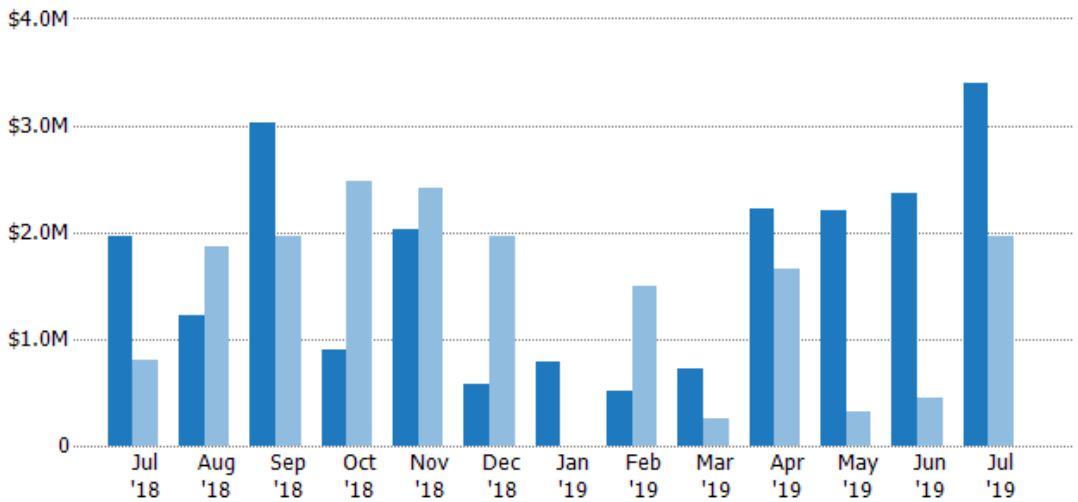
Current Year	7	5	6	3	3	2	3	2	4	5	4	8	12
Prior Year	4	5	4	7	5	7	-	6	2	5	1	2	7
Percent Change from Prior Year	75%	0%	50%	-57%	-40%	-71%	100%	-67%	100%	0%	300%	300%	71%

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



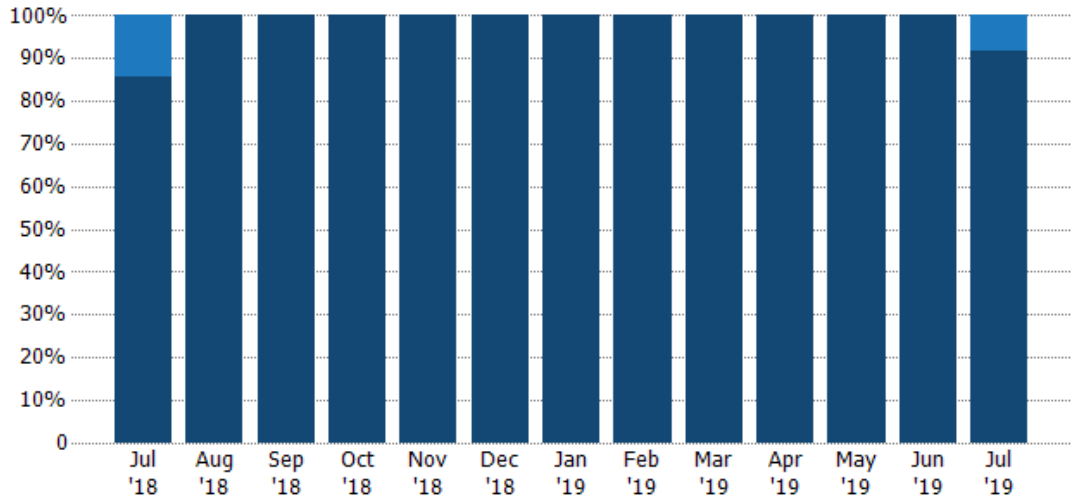
Current Year	\$1.97M	\$1.22M	\$3.02M	\$896K	\$2.03M	\$577K	\$789K	\$509K	\$719K	\$2.21M	\$2.21M	\$2.37M	\$3.39M
Prior Year	\$803K	\$1.86M	\$1.96M	\$2.47M	\$2.41M	\$1.97M	-	\$1.49M	\$250K	\$1.65M	\$322K	\$446K	\$1.97M
Percent Change from Prior Year	145%	-34%	54%	-64%	-16%	-71%	100%	-66%	188%	34%	585%	432%	72%

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



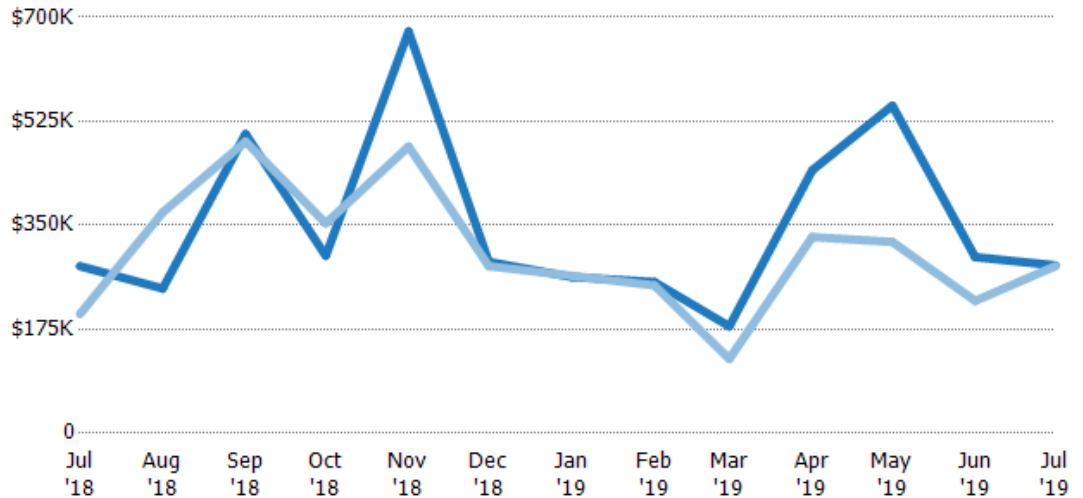
Condo/Townhouse	14%	-	-	-	-	-	-	-	-	-	-	-	8%
Single Family Residence	86%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	92%

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



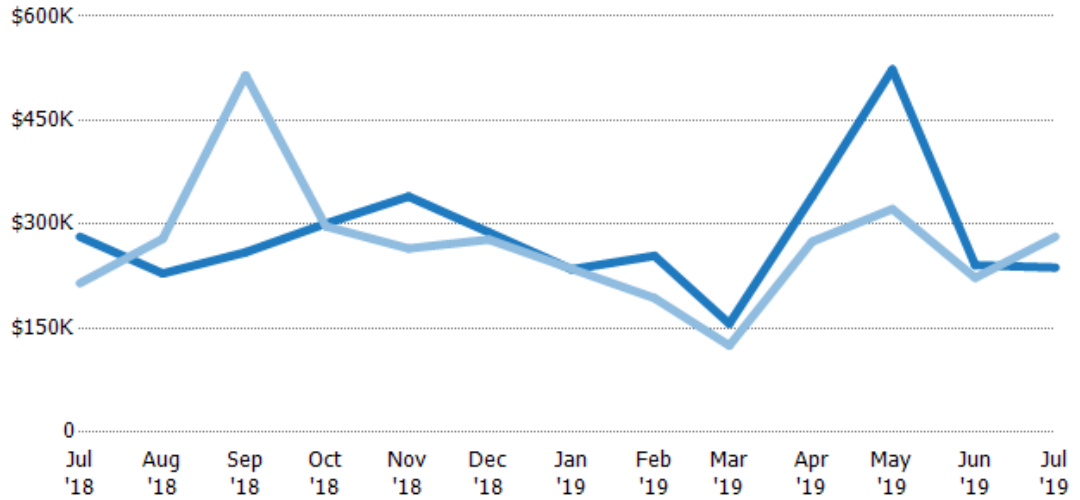
Current Year	\$281K	\$244K	\$504K	\$299K	\$676K	\$289K	\$263K	\$255K	\$180K	\$442K	\$551K	\$296K	\$283K
Prior Year	\$201K	\$372K	\$491K	\$353K	\$483K	\$281K	\$265K	\$249K	\$125K	\$330K	\$322K	\$223K	\$281K
Percent Change from Prior Year	40%	-34%	3%	-15%	40%	3%	100%	2%	44%	34%	71%	33%	0%

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



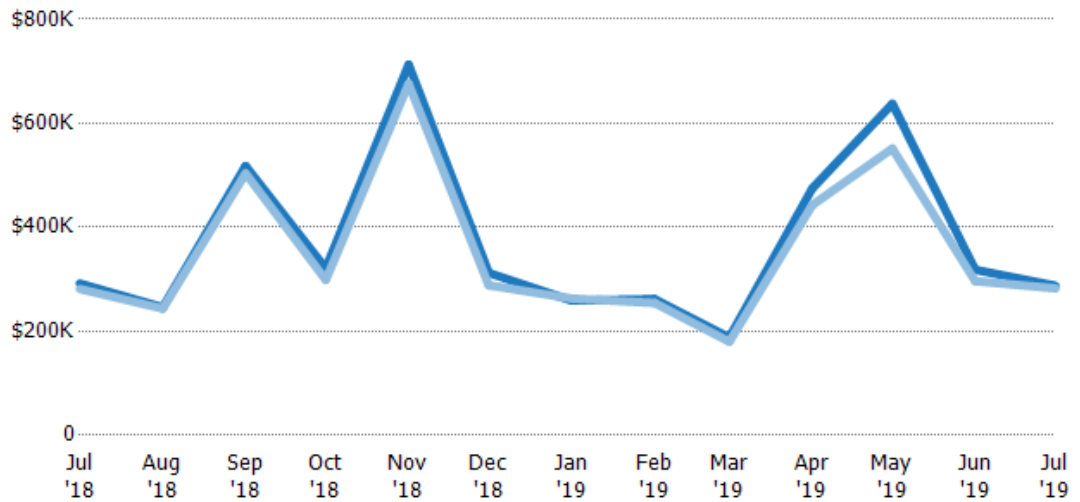
Current Year	\$282K	\$229K	\$260K	\$301K	\$340K	\$289K	\$235K	\$255K	\$157K	\$340K	\$523K	\$241K	\$238K
Prior Year	\$215K	\$279K	\$515K	\$297K	\$265K	\$278K	\$236K	\$194K	\$125K	\$275K	\$322K	\$223K	\$282K
Percent Change from Prior Year	31%	-18%	-50%	1%	28%	4%	100%	32%	25%	24%	63%	8%	-16%

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



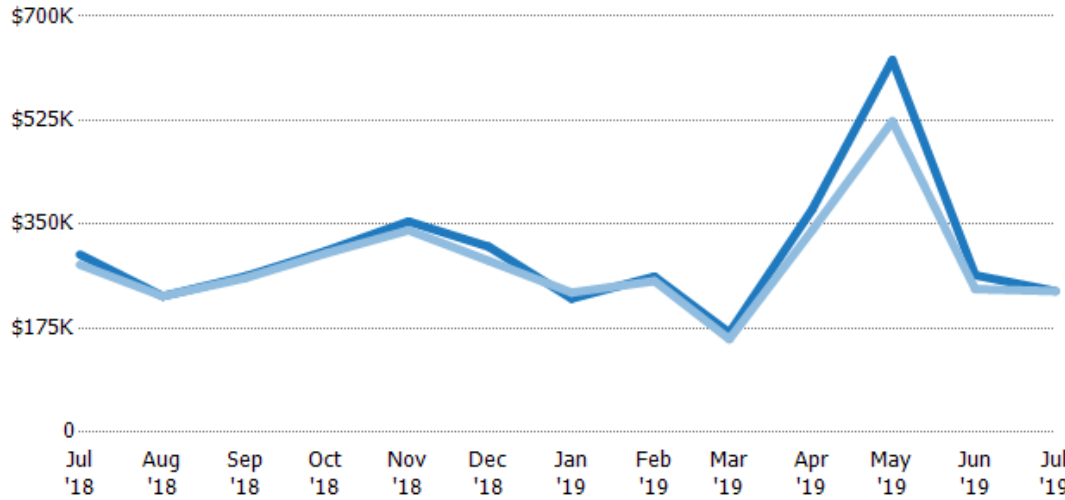
Avg List Price	\$292K	\$246K	\$518K	\$321K	\$713K	\$312K	\$259K	\$262K	\$188K	\$475K	\$638K	\$318K	\$288K
Avg Sales Price	\$281K	\$244K	\$504K	\$299K	\$676K	\$289K	\$263K	\$255K	\$180K	\$442K	\$551K	\$296K	\$283K
Avg Sales Price as a % of Avg List Price	96%	99%	97%	93%	95%	92%	102%	97%	96%	93%	86%	93%	98%

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



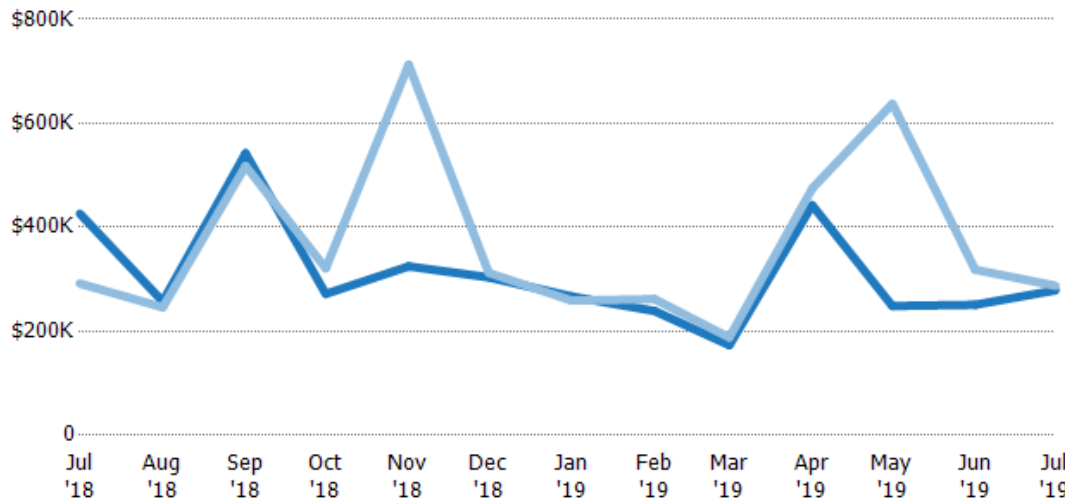
	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19
Median List Price	\$299K	\$229K	\$262K	\$305K	\$355K	\$312K	\$225K	\$262K	\$167K	\$375K	\$627K	\$264K	\$237K
Median Sales Price	\$282K	\$229K	\$260K	\$301K	\$340K	\$289K	\$235K	\$255K	\$157K	\$340K	\$523K	\$241K	\$238K
Med Sales Price as a % of Med List Price	94%	100%	99%	99%	96%	92%	104%	97%	94%	91%	84%	91%	100%

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



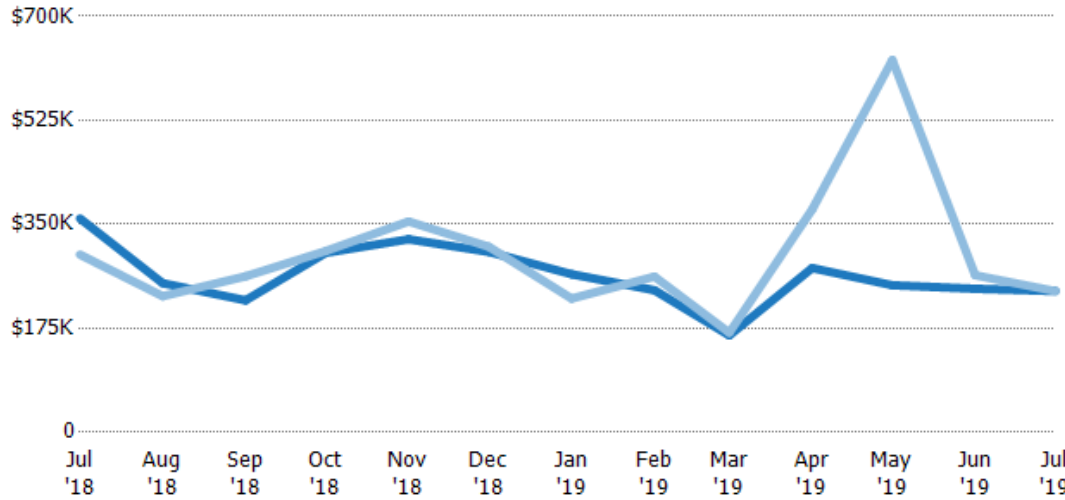
	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19
Avg Est Value	\$426K	\$257K	\$542K	\$272K	\$325K	\$304K	\$267K	\$239K	\$173K	\$442K	\$249K	\$251K	\$279K
Avg Sales Price	\$292K	\$246K	\$518K	\$321K	\$713K	\$312K	\$259K	\$262K	\$188K	\$475K	\$638K	\$318K	\$288K
Avg Sales Price as a % of Avg Est Value	68%	96%	96%	118%	219%	103%	97%	110%	108%	107%	256%	127%	103%

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



	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19
Median Est Value	\$360K	\$251K	\$222K	\$302K	\$325K	\$304K	\$266K	\$239K	\$163K	\$276K	\$248K	\$241K	\$238K
Median Sales Price	\$299K	\$229K	\$262K	\$305K	\$355K	\$312K	\$225K	\$262K	\$167K	\$375K	\$627K	\$264K	\$237K
Med Sales Price as a % of Med Est Value	83%	91%	118%	101%	109%	103%	85%	110%	103%	136%	253%	109%	100%