

## Summary of Key Listing and Sales Metrics

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

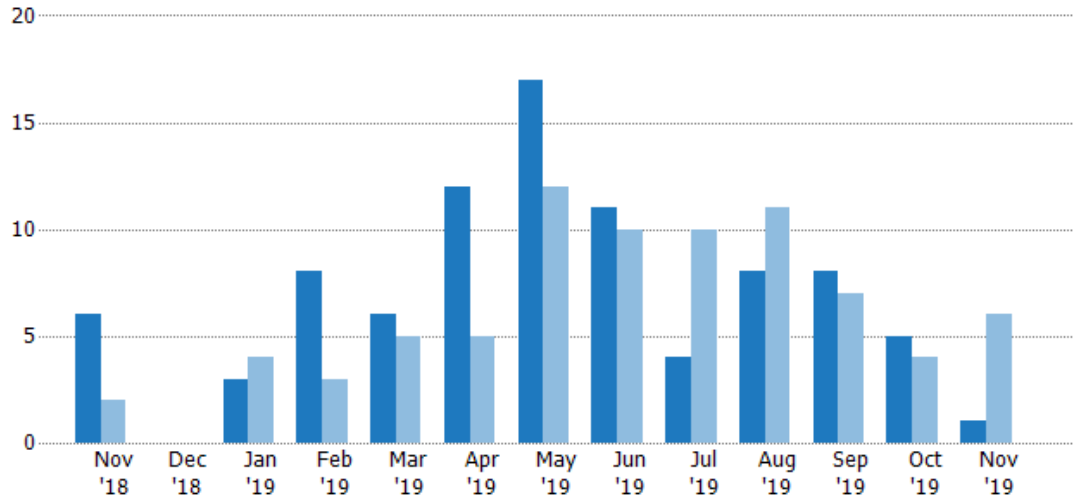
Key Metrics	Nov 2019	Nov 2018	+ / -	YTD 2019	YTD 2018	+ / -
<b>Listing Activity Charts Metrics</b>						
New Listing Count	1	6	-83.3%	83	77	+7.8%
New Listing Volume	\$995,000	\$1,663,000	-40.2%	\$32,040,100	\$25,922,043	+23.6%
Active Listing Count	28	43	-34.9%	N/A	N/A	
Active Listing Volume	\$12,206,300	\$15,687,343	-22.2%	N/A	N/A	
Average Listing Price	\$435,939	\$364,822	+19.5%	\$409,565	\$471,662	-13.2%
Median Listing Price	\$307,000	\$259,900	+18.1%	\$286,480	\$329,632	-13.1%
Median Days in RPR	175.5	128	+37.1%	129.3	161.24	-19.8%
Months of Inventory	14	14.3	-2.3%	10.6	10	+6.4%
Absorption Rate	7.14%	6.98%	+0.2%	9.42%	10.02%	-0.6%
<b>Sales Activity Charts Metrics</b>						
New Pending Sales Count	6	4	+50%	80	48	+66.7%
New Pending Sales Volume	\$1,586,100	\$1,126,400	+40.8%	\$26,162,300	\$16,304,399	+60.5%
Pending Sales Count	12	5	+140%	N/A	N/A	
Pending Sales Volume	\$3,069,000	\$1,401,400	+119%	N/A	N/A	
Closed Sales Count	8	3	+166.7%	60	42	+42.9%
Closed Sales Volume	\$2,503,505	\$2,029,000	+23.4%	\$18,978,456	\$14,253,000	+33.2%
Average Sales Price	\$312,938	\$676,333	-53.7%	\$316,308	\$339,357	-6.8%
Median Sales Price	\$246,000	\$340,000	-27.6%	\$257,434	\$254,829	+1%

## 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



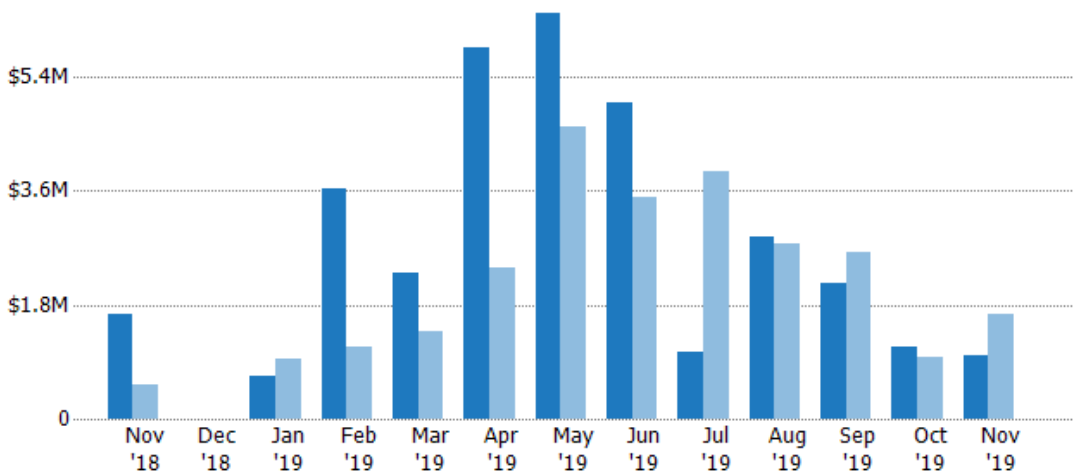
Current Year	6	-	3	8	6	12	17	11	4	8	8	5	1
Prior Year	2	-	4	3	5	5	12	10	10	11	7	4	6
Percent Change from Prior Year	200%	-	-25%	167%	20%	140%	42%	10%	-60%	-27%	14%	25%	-83%

## 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	\$1.66M	-	\$675K	\$3.62M	\$2.29M	\$5.87M	\$6.4M	\$5M	\$1.04M	\$2.86M	\$2.13M	\$1.15M	\$995K
Prior Year	\$539K	-	\$949K	\$1.15M	\$1.37M	\$2.39M	\$4.6M	\$3.51M	\$3.91M	\$2.78M	\$2.62M	\$986K	\$1.66M
Percent Change from Prior Year	209%	-	-29%	216%	67%	146%	39%	42%	-73%	3%	-18%	16%	-40%

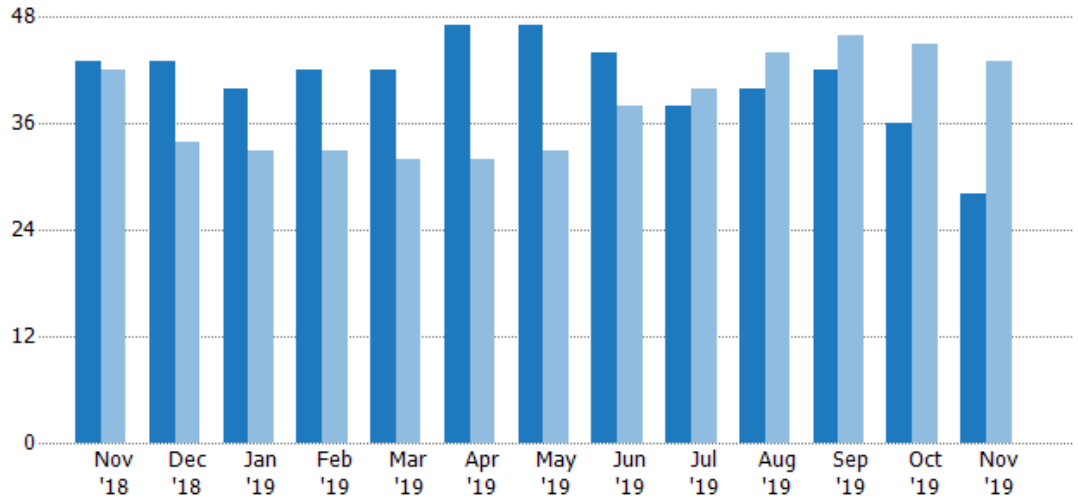
## Active Listings

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.
Nov '19	28	-34.9%
Nov '18	43	2.4%
Nov '17	42	-7.1%



Current Year	43	43	40	42	42	47	47	44	38	40	42	36	28
Prior Year	42	34	33	33	32	32	33	38	40	44	46	45	43
Percent Change from Prior Year	2%	26%	21%	27%	31%	47%	42%	16%	-5%	-9%	-9%	-20%	-35%

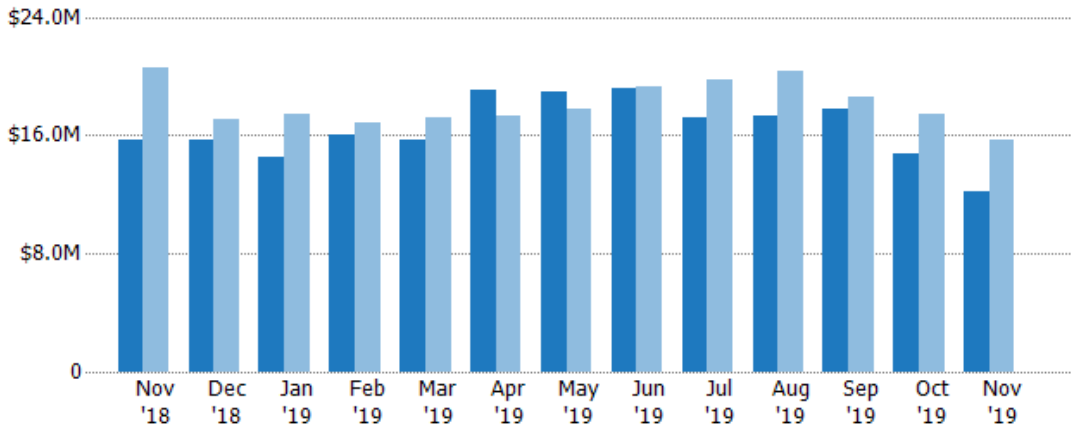
## Active Listing Volume

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.
Nov '19	\$12.2M	-22.2%
Nov '18	\$15.7M	-23.7%
Nov '17	\$20.6M	6.9%



Current Year	\$15.7M	\$15.7M	\$14.5M	\$16M	\$15.7M	\$19M	\$19M	\$19.2M	\$17.2M	\$17.3M	\$17.7M	\$14.8M	\$12.2M
Prior Year	\$20.6M	\$17M	\$17.4M	\$16.8M	\$17.1M	\$17.3M	\$17.8M	\$19.3M	\$19.7M	\$20.3M	\$18.6M	\$17.4M	\$15.7M
Percent Change from Prior Year	-24%	-8%	-17%	-5%	-8%	10%	7%	-1%	-13%	-15%	-5%	-15%	-22%

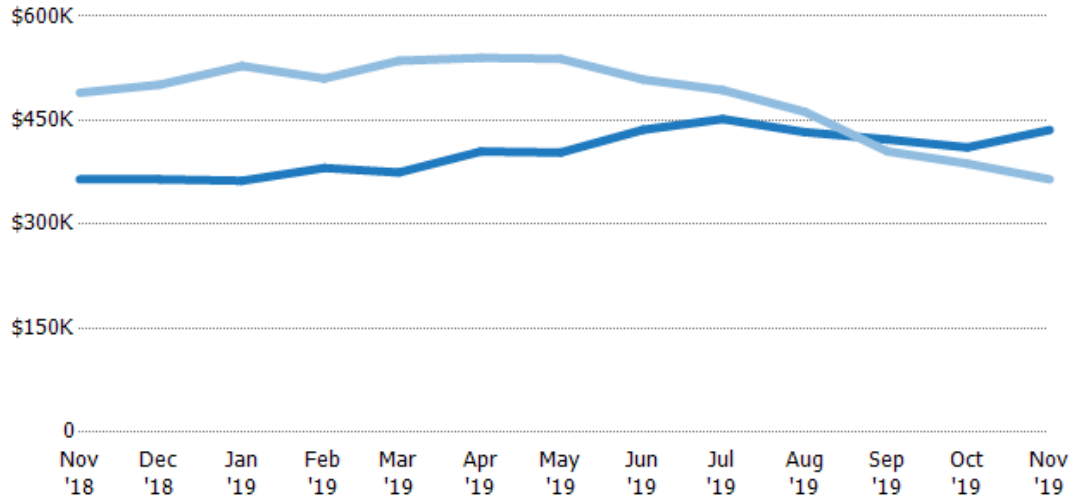
## Average Listing Price

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.
Nov '19	\$436K	19.5%
Nov '18	\$365K	-25.5%
Nov '17	\$490K	15.2%



Current Year	\$365K	\$365K	\$363K	\$381K	\$375K	\$405K	\$403K	\$436K	\$452K	\$433K	\$422K	\$411K	\$436K
Prior Year	\$490K	\$501K	\$528K	\$510K	\$536K	\$540K	\$539K	\$509K	\$493K	\$462K	\$405K	\$387K	\$365K
Percent Change from Prior Year	-26%	-27%	-31%	-25%	-30%	-25%	-25%	-14%	-8%	-6%	4%	6%	19%

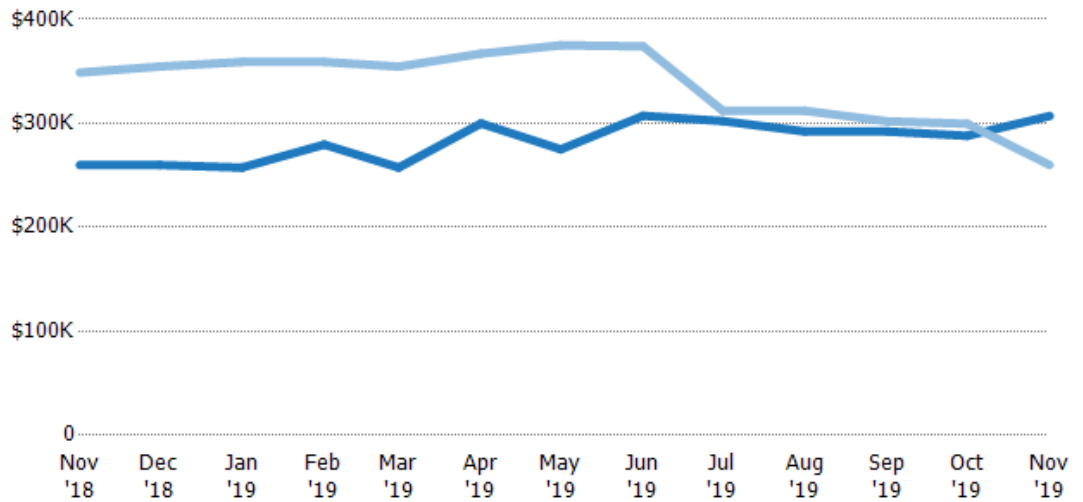
## Median Listing Price

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.
Nov '19	\$307K	18.1%
Nov '18	\$260K	-25.5%
Nov '17	\$349K	-3.9%



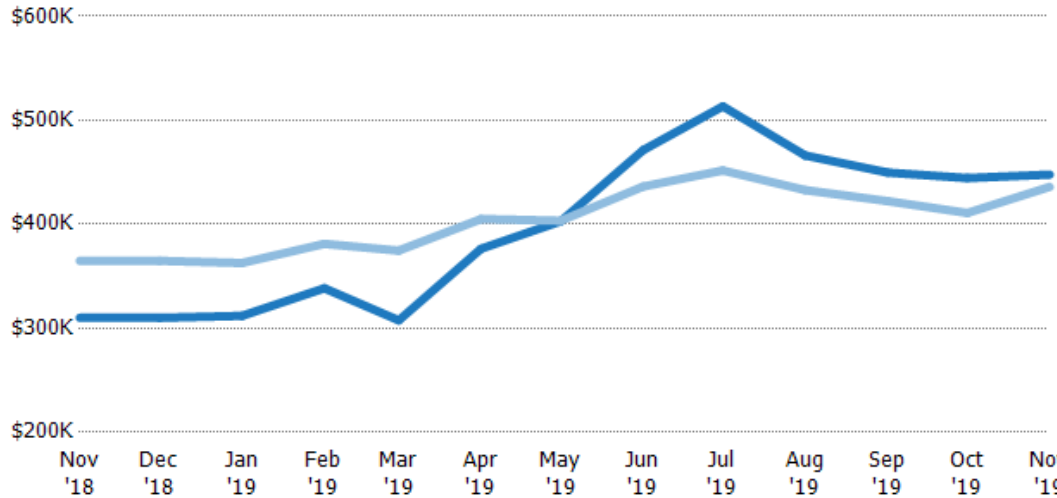
Current Year	\$260K	\$260K	\$257K	\$280K	\$257K	\$300K	\$275K	\$307K	\$302K	\$292K	\$292K	\$288K	\$307K
Prior Year	\$349K	\$355K	\$359K	\$359K	\$355K	\$367K	\$375K	\$374K	\$312K	\$312K	\$302K	\$300K	\$260K
Percent Change from Prior Year	-25%	-27%	-28%	-22%	-27%	-18%	-27%	-18%	-3%	-6%	-3%	-4%	18%

## 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



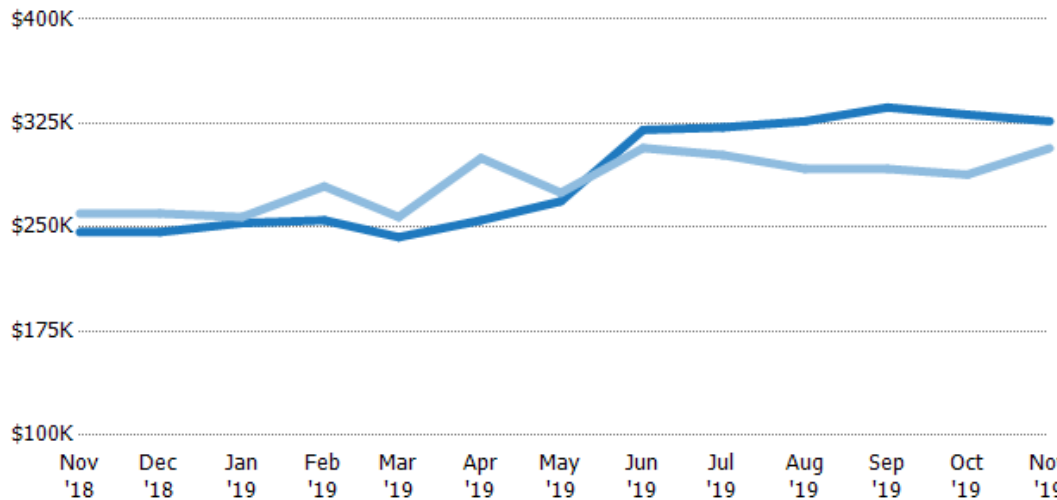
	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Avg Est Value	\$310K	\$310K	\$312K	\$339K	\$308K	\$376K	\$403K	\$471K	\$513K	\$466K	\$450K	\$444K	\$448K
Avg Listing Price	\$365K	\$365K	\$363K	\$381K	\$375K	\$405K	\$403K	\$436K	\$452K	\$433K	\$422K	\$411K	\$436K
Avg Listing Price as a % of Avg Est Value	118%	118%	116%	113%	122%	108%	100%	93%	88%	93%	94%	92%	97%

## 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



	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Median Est Value	\$247K	\$247K	\$253K	\$255K	\$243K	\$255K	\$269K	\$320K	\$322K	\$326K	\$336K	\$331K	\$326K
Median Listing Price	\$260K	\$260K	\$257K	\$280K	\$257K	\$300K	\$275K	\$307K	\$302K	\$292K	\$292K	\$288K	\$307K
Med Listing Price as a % of Med Est Value	105%	105%	102%	110%	106%	118%	102%	96%	94%	89%	87%	87%	94%

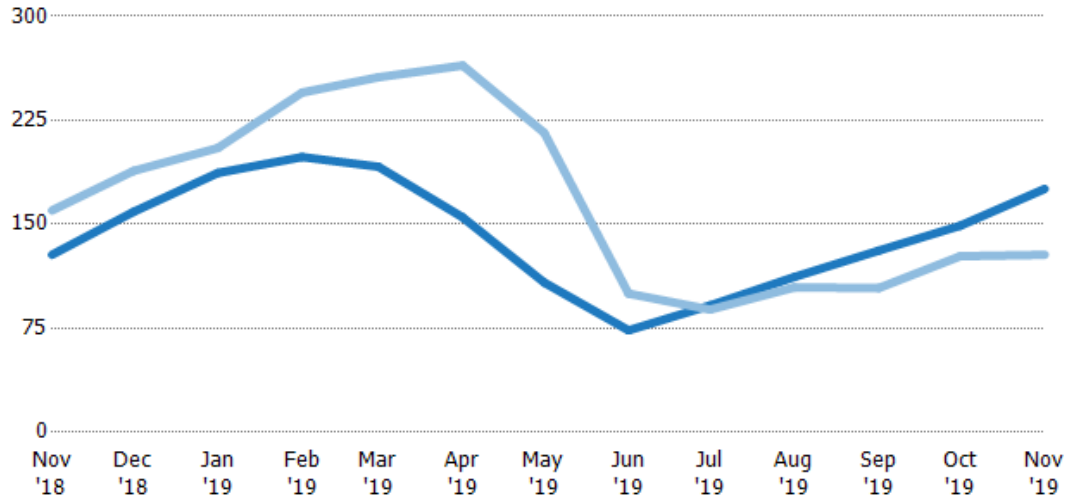
## Median Days in RPR

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.
Nov '19	176	37.1%
Nov '18	128	-20%
Nov '17	160	5%



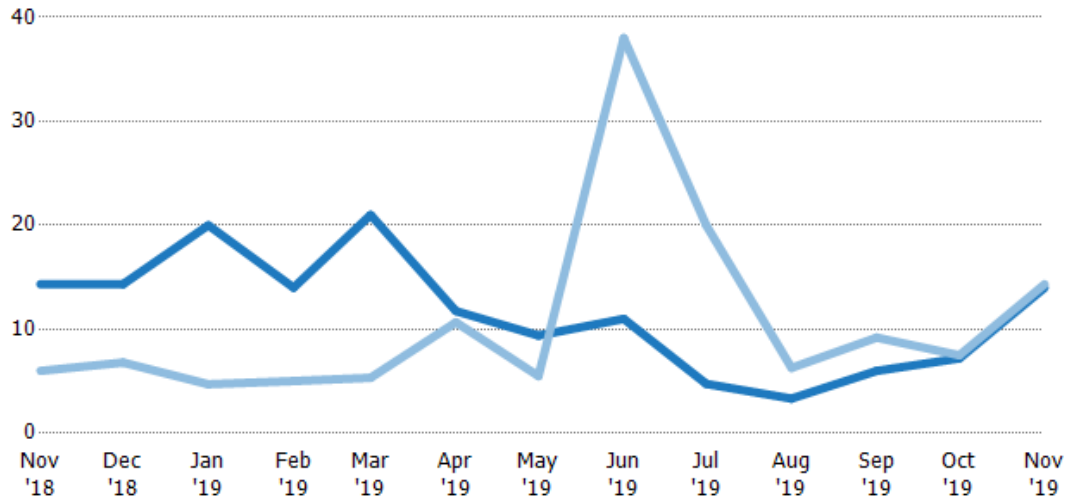
	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Current Year	128	159	187	199	192	155	108	73.5	91.5	112	131	149	176
Prior Year	160	189	205	245	256	265	216	100	88.5	105	104	127	128
Percent Change from Prior Year	-20%	-16%	-9%	-19%	-25%	-41%	-50%	-27%	3%	7%	26%	17%	37%

## 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



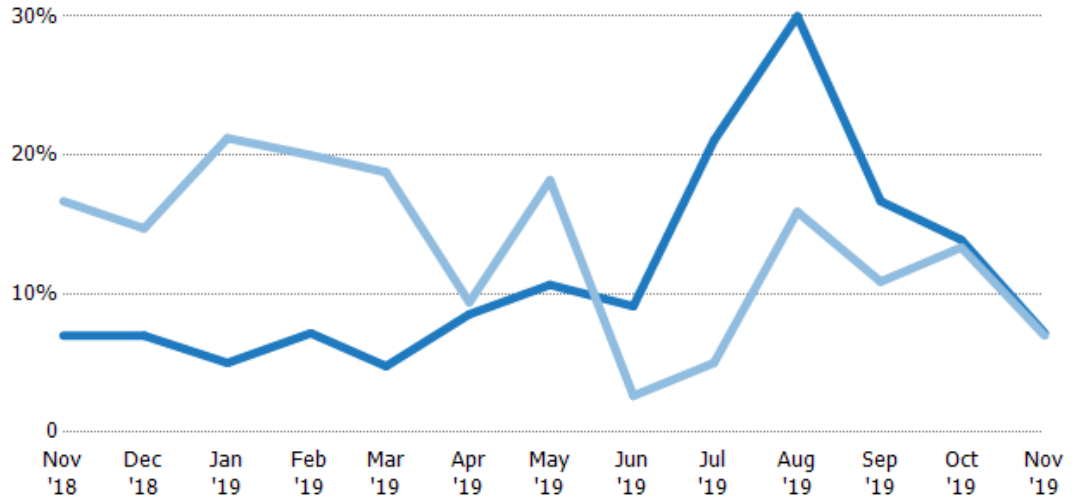
	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Current Year	14.3	14.3	20	14	21	11.8	9.4	11	4.75	3.33	6	7.2	14
Prior Year	6	6.8	4.71	5.02	5.33	10.7	5.5	38	20	6.29	9.2	7.5	14.3
Percent Change from Prior Year	139%	111%	324%	100%	294%	10%	71%	-71%	-76%	-47%	-35%	-4%	-2%

## Absorption Rate

The percentage of inventory sold per month.

### Filters Used

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



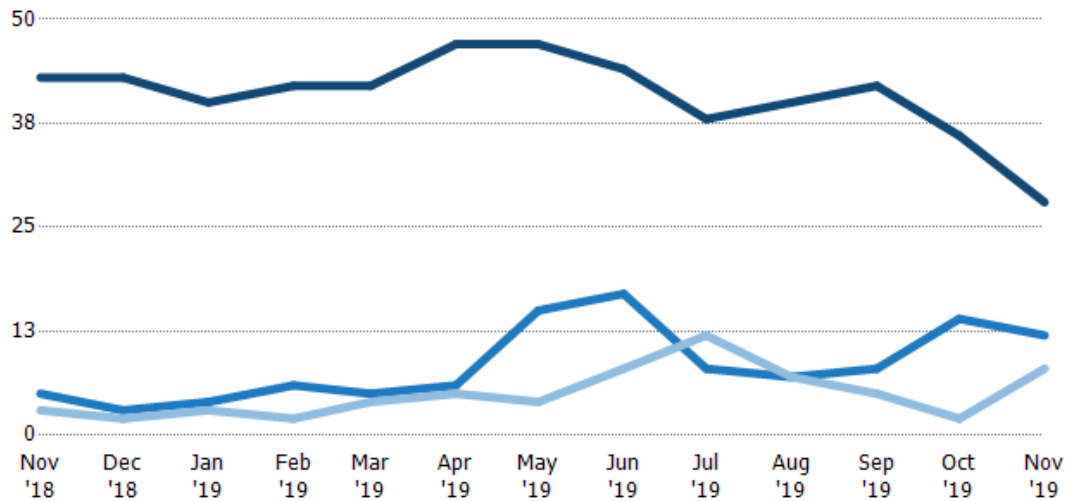
	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Current Year	7%	7%	5%	7%	5%	9%	11%	9%	21%	30%	17%	14%	7%
Prior Year	17%	15%	21%	20%	19%	9%	18%	3%	5%	16%	11%	13%	7%
Change from Prior Year	10%	8%	16%	-7%	14%	1%	8%	-6%	-16%	-14%	-6%	-1%	0%

## 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



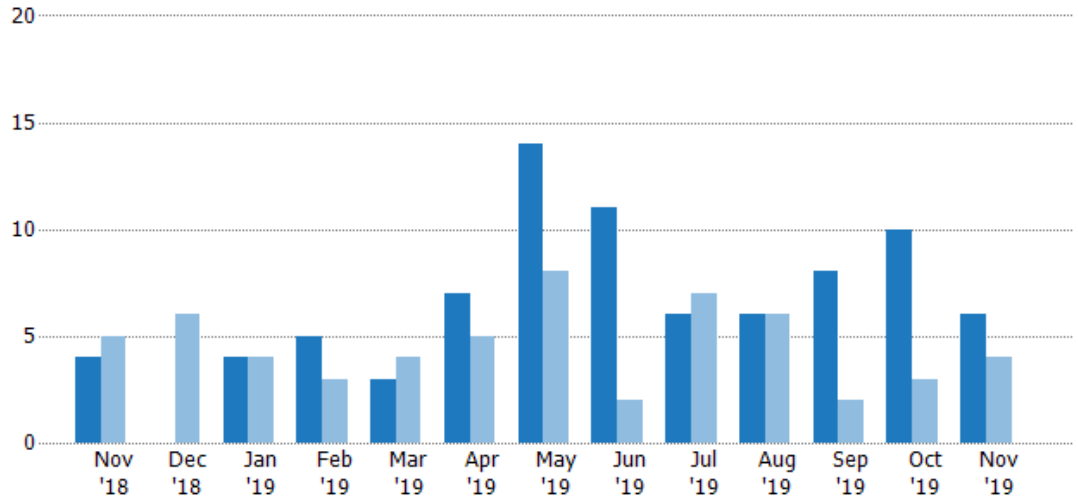
	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Active	43	43	40	42	42	47	47	44	38	40	42	36	28
Pending	5	3	4	6	5	6	15	17	8	7	8	14	12
Sold	3	2	3	2	4	5	4	8	12	7	5	2	8

## 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



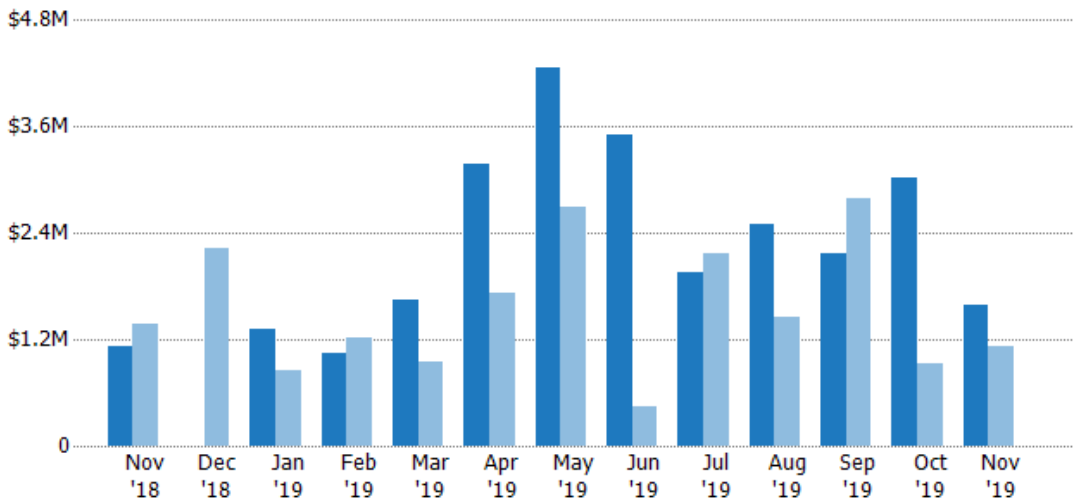
Current Year	4	-	4	5	3	7	14	11	6	6	8	10	6
Prior Year	5	6	4	3	4	5	8	2	7	6	2	3	4
Percent Change from Prior Year	-20%	-100%	0%	67%	-25%	40%	75%	450%	-14%	0%	300%	233%	50%

## 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	\$1.13M	-	\$1.32M	\$1.04M	\$1.65M	\$3.18M	\$4.26M	\$3.5M	\$1.95M	\$2.51M	\$2.16M	\$3.02M	\$1.59M
Prior Year	\$1.37M	\$2.23M	\$841K	\$1.21M	\$938K	\$1.72M	\$2.7M	\$450K	\$2.16M	\$1.44M	\$2.79M	\$919K	\$1.13M
Percent Change from Prior Year	-18%	-100%	57%	-14%	76%	85%	58%	677%	-10%	74%	-23%	229%	41%



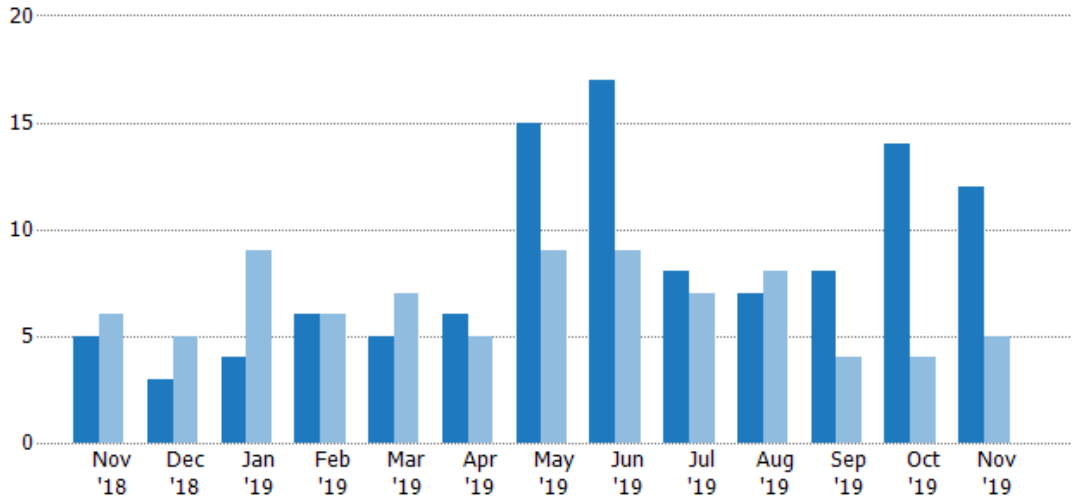
## Pending Sales

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.
Nov '19	12	140%
Nov '18	5	-16.7%
Nov '17	6	100%



	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Current Year	5	3	4	6	5	6	15	17	8	7	8	14	12
Prior Year	6	5	9	6	7	5	9	9	7	8	4	4	5
Percent Change from Prior Year	-17%	-40%	-56%	0%	-29%	20%	67%	89%	14%	-13%	100%	250%	140%

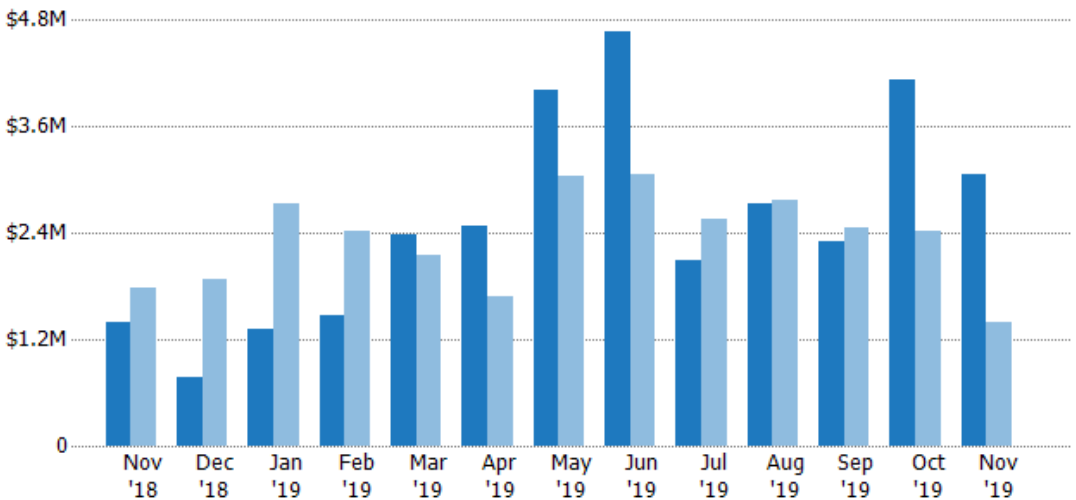
## Pending Sales Volume

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.
Nov '19	\$3.07M	119%
Nov '18	\$1.4M	-21.4%
Nov '17	\$1.78M	87.1%



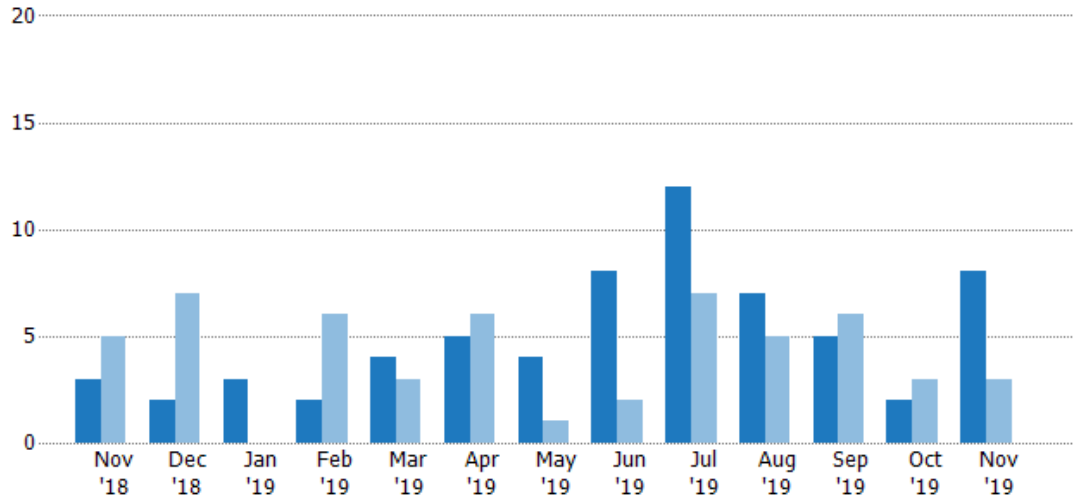
	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Current Year	\$1.4M	\$777K	\$1.32M	\$1.48M	\$2.37M	\$2.48M	\$4.01M	\$4.67M	\$2.09M	\$2.73M	\$2.3M	\$4.12M	\$3.07M
Prior Year	\$1.78M	\$1.88M	\$2.72M	\$2.42M	\$2.15M	\$1.68M	\$3.05M	\$3.06M	\$2.56M	\$2.78M	\$2.46M	\$2.41M	\$1.4M
Percent Change from Prior Year	-21%	-59%	-52%	-39%	10%	48%	32%	53%	-18%	-2%	-6%	71%	119%

## 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



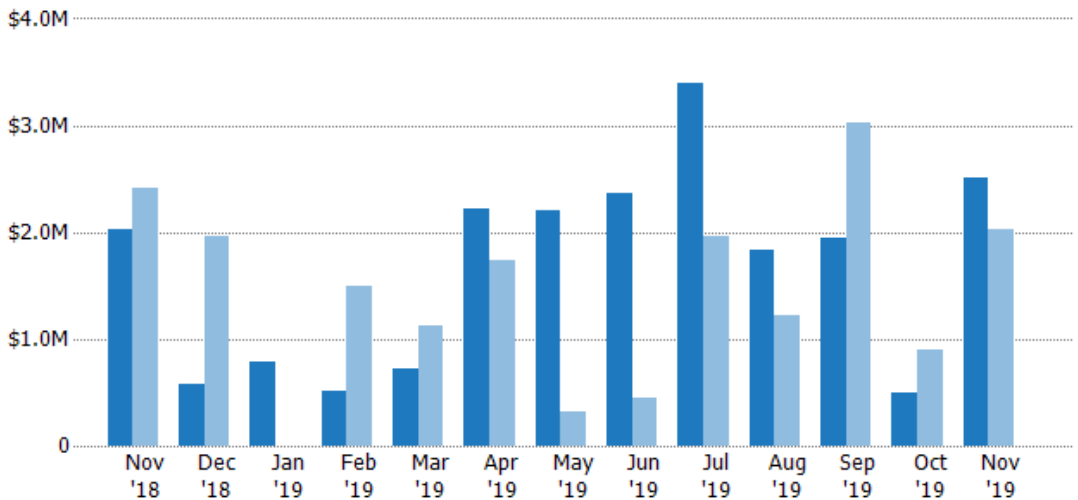
Current Year	3	2	3	2	4	5	4	8	12	7	5	2	8
Prior Year	5	7	-	6	3	6	1	2	7	5	6	3	3
Percent Change from Prior Year	-40%	-71%	100%	-67%	33%	-17%	300%	300%	71%	40%	-17%	-33%	167%

## 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



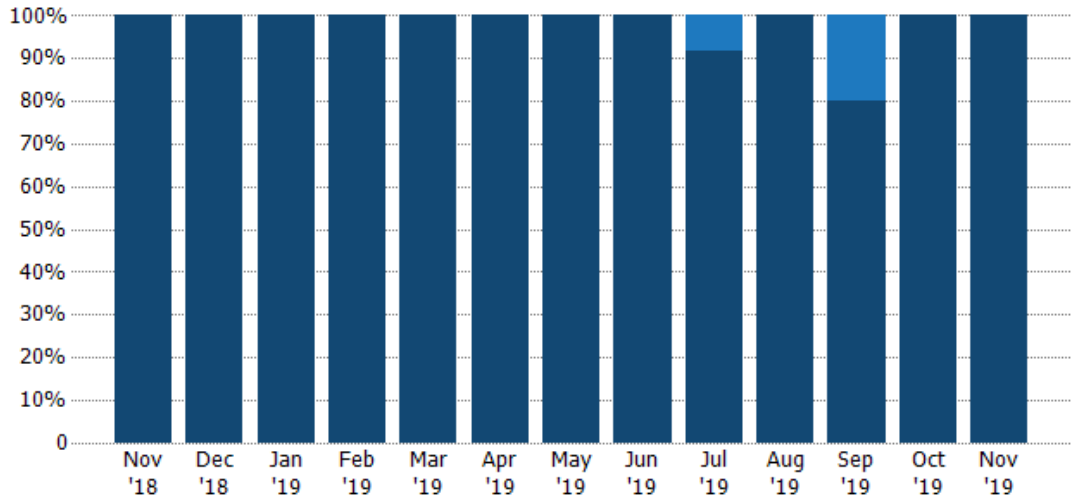
Current Year	\$2.03M	\$577K	\$789K	\$509K	\$719K	\$2.21M	\$2.21M	\$2.37M	\$3.39M	\$1.84M	\$1.95M	\$490K	\$2.5M
Prior Year	\$2.41M	\$1.97M	-	\$1.49M	\$1.13M	\$1.73M	\$322K	\$446K	\$1.97M	\$1.22M	\$3.02M	\$896K	\$2.03M
Percent Change from Prior Year	-16%	-71%	100%	-66%	-36%	28%	585%	432%	72%	51%	-36%	-45%	23%

## 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



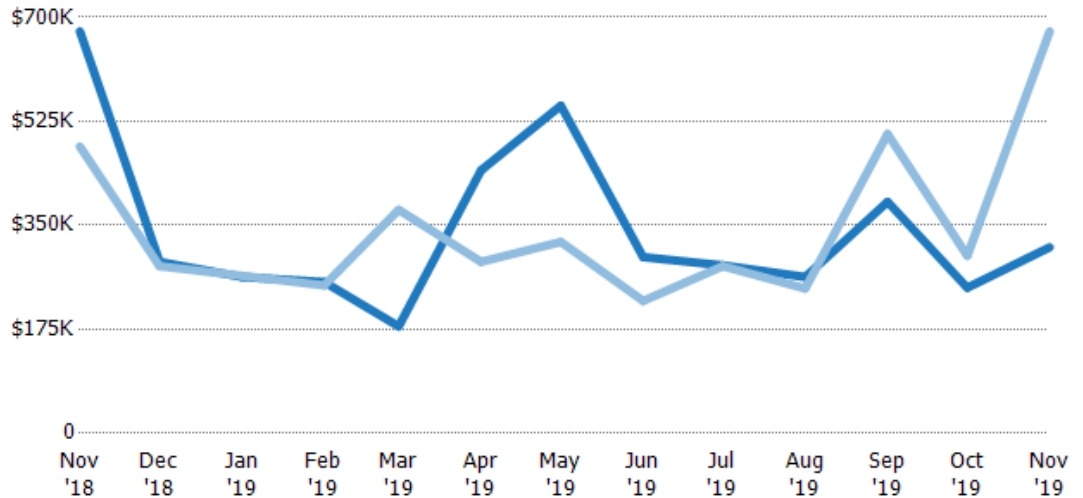
Condo/Townhouse	-	-	-	-	-	-	-	-	8%	-	20%	-	-
Single Family Residence	100%	100%	100%	100%	100%	100%	100%	100%	92%	100%	80%	100%	100%

## 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



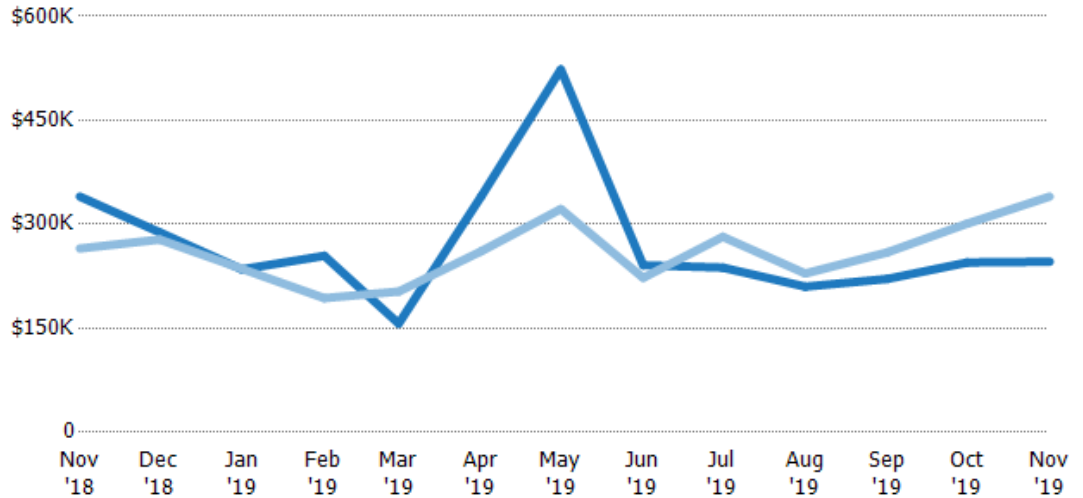
Current Year	\$676K	\$289K	\$263K	\$255K	\$180K	\$442K	\$551K	\$296K	\$283K	\$263K	\$389K	\$245K	\$313K
Prior Year	\$483K	\$281K	\$265K	\$249K	\$376K	\$289K	\$322K	\$223K	\$281K	\$244K	\$504K	\$299K	\$676K
Percent Change from Prior Year	40%	3%	100%	2%	-52%	53%	71%	33%	0%	8%	-23%	-18%	-54%

## 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



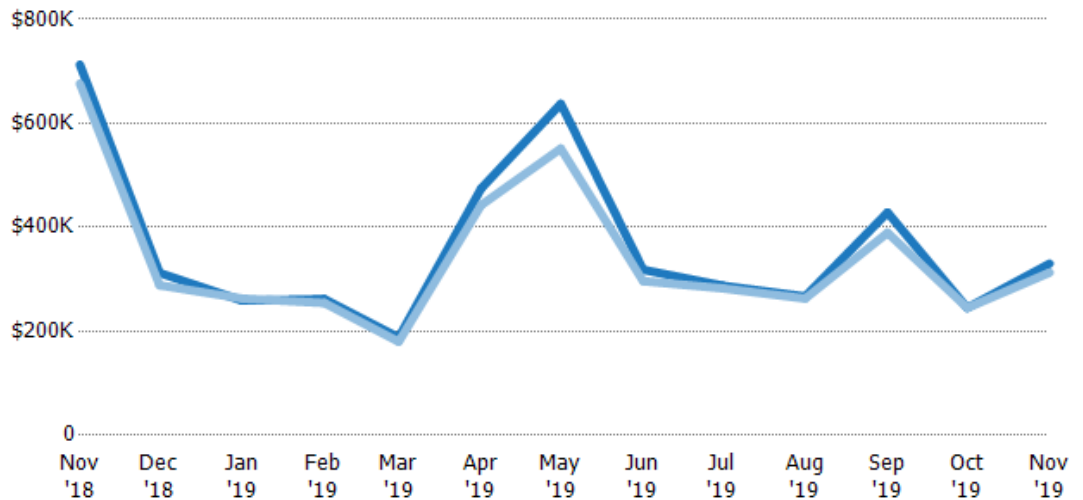
	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Current Year	\$340K	\$289K	\$235K	\$255K	\$157K	\$340K	\$523K	\$241K	\$238K	\$210K	\$221K	\$245K	\$246K
Prior Year	\$265K	\$278K	\$236K	\$194K	\$203K	\$261K	\$322K	\$223K	\$282K	\$229K	\$260K	\$301K	\$340K
Percent Change from Prior Year	28%	4%	100%	32%	-23%	30%	63%	8%	-16%	-8%	-15%	-19%	-28%

## 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



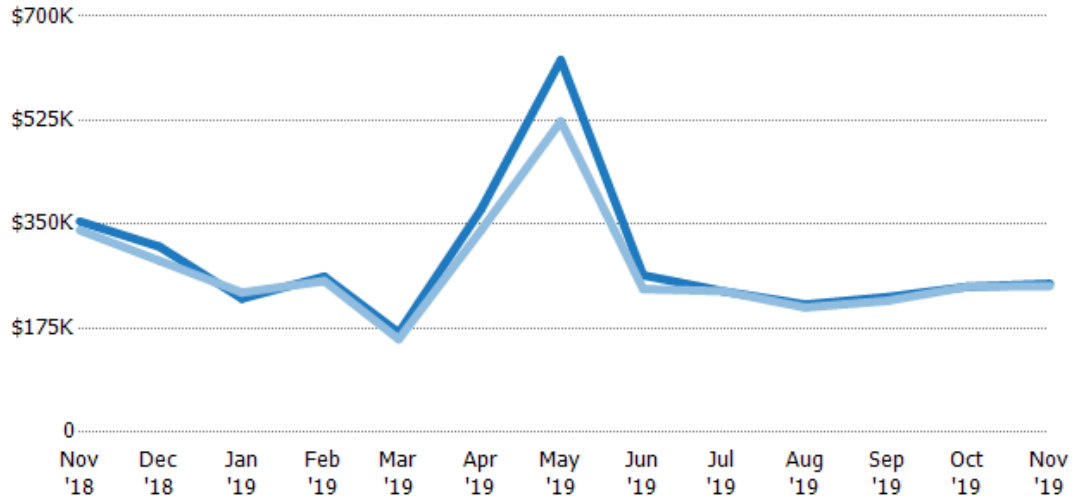
	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Avg List Price	\$713K	\$312K	\$259K	\$262K	\$188K	\$475K	\$638K	\$318K	\$288K	\$267K	\$428K	\$245K	\$330K
Avg Sales Price	\$676K	\$289K	\$263K	\$255K	\$180K	\$442K	\$551K	\$296K	\$283K	\$263K	\$389K	\$245K	\$313K
Avg Sales Price as a % of Avg List Price	95%	92%	102%	97%	96%	93%	86%	93%	98%	99%	91%	100%	95%

## 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



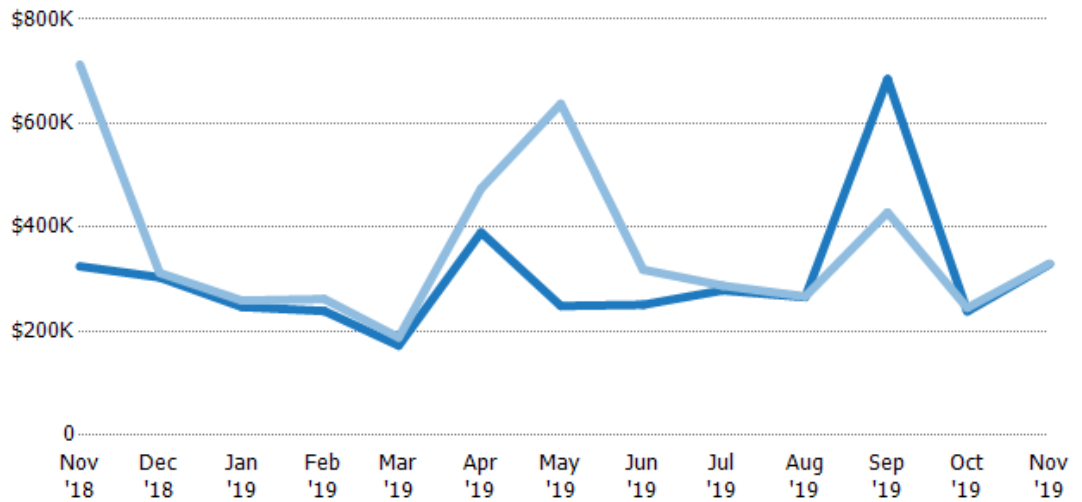
Median List Price	\$355K	\$312K	\$225K	\$262K	\$167K	\$375K	\$627K	\$264K	\$237K	\$215K	\$228K	\$245K	\$250K
Median Sales Price	\$340K	\$289K	\$235K	\$255K	\$157K	\$340K	\$523K	\$241K	\$238K	\$210K	\$221K	\$245K	\$246K
Med Sales Price as a % of Med List Price	96%	92%	104%	97%	94%	91%	84%	91%	100%	98%	97%	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



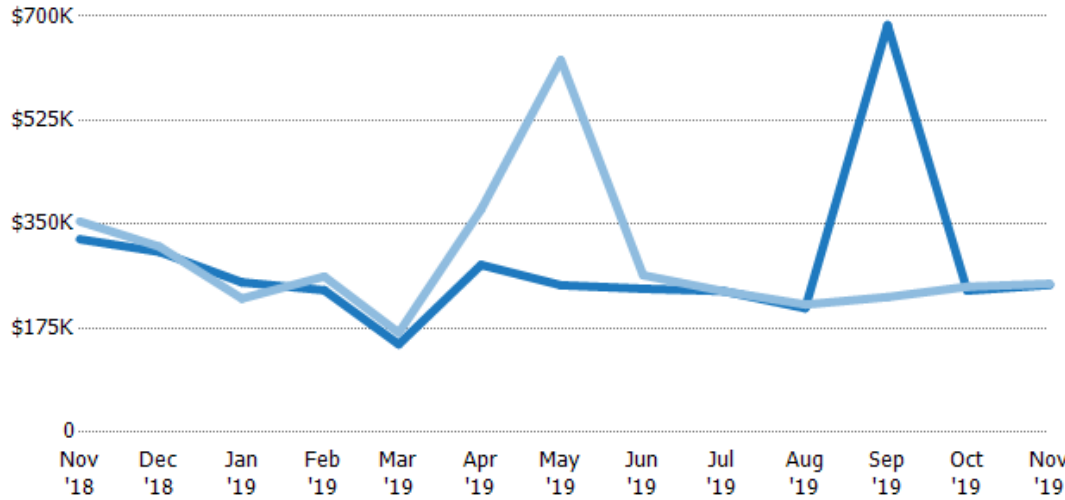
Avg Est Value	\$325K	\$304K	\$247K	\$239K	\$173K	\$390K	\$249K	\$251K	\$279K	\$266K	\$685K	\$238K	\$329K
Avg Sales Price	\$713K	\$312K	\$259K	\$262K	\$188K	\$475K	\$638K	\$318K	\$288K	\$267K	\$428K	\$245K	\$330K
Avg Sales Price as a % of Avg Est Value	219%	103%	105%	110%	109%	122%	256%	127%	103%	101%	63%	103%	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



	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Median Est Value	\$325K	\$304K	\$252K	\$239K	\$148K	\$282K	\$248K	\$241K	\$238K	\$209K	\$685K	\$238K	\$248K
Median Sales Price	\$355K	\$312K	\$225K	\$262K	\$167K	\$375K	\$627K	\$264K	\$237K	\$215K	\$228K	\$245K	\$250K
Med Sales Price as a % of Med Est Value	109%	103%	89%	110%	113%	133%	253%	109%	100%	103%	33%	103%	101%