

Summary of Key Listing and Sales Metrics

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

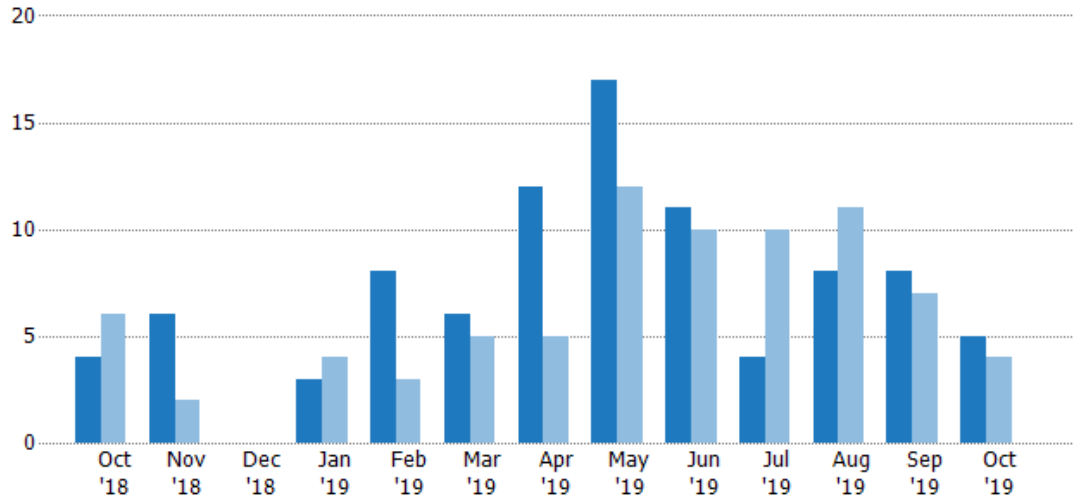
Key Metrics	Oct 2019	Oct 2018	+ / -	YTD 2019	YTD 2018	+ / -
Listing Activity Charts Metrics						
New Listing Count	5	4	+25%	82	71	+15.5%
New Listing Volume	\$1,145,900	\$986,443	+16.2%	\$31,045,100	\$24,259,043	+28%
Active Listing Count	36	45	-20%	N/A	N/A	
Active Listing Volume	\$14,791,400	\$17,436,143	-15.2%	N/A	N/A	
Average Listing Price	\$410,872	\$387,470	+6%	\$407,798	\$483,880	-15.7%
Median Listing Price	\$287,950	\$299,500	-3.9%	\$285,106	\$337,606	-15.6%
Median Days in RPR	149	127	+17.3%	122.19	163.79	-25.4%
Months of Inventory	7.2	7.5	-4%	10.7	10.2	+5.5%
Absorption Rate	13.89%	13.33%	+0.6%	9.33%	9.84%	-0.5%
Sales Activity Charts Metrics						
New Pending Sales Count	10	3	+233.3%	74	44	+68.2%
New Pending Sales Volume	\$3,020,100	\$918,700	+228.7%	\$24,576,200	\$15,177,999	+61.9%
Pending Sales Count	14	4	+250%	N/A	N/A	
Pending Sales Volume	\$4,123,700	\$2,413,700	+70.8%	N/A	N/A	
Closed Sales Count	2	3	-33.3%	52	39	+33.3%
Closed Sales Volume	\$489,800	\$896,000	-45.3%	\$16,474,951	\$12,224,000	+34.8%
Average Sales Price	\$244,900	\$298,667	-18%	\$316,826	\$313,436	+1.1%
Median Sales Price	\$244,900	\$301,000	-18.6%	\$259,193	\$248,277	+4.4%

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



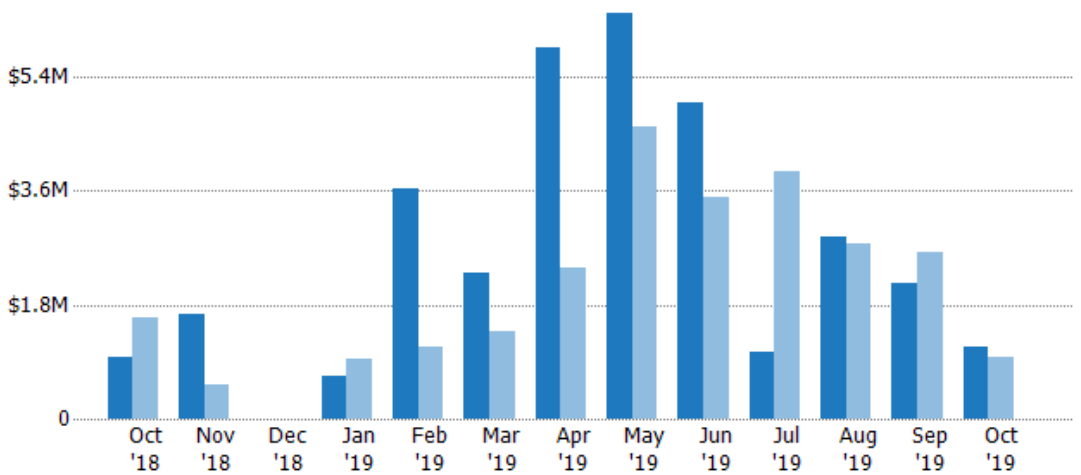
Current Year	4	6	-	3	8	6	12	17	11	4	8	8	5
Prior Year	6	2	-	4	3	5	5	12	10	10	11	7	4
Percent Change from Prior Year	-33%	200%	-	-25%	167%	20%	140%	42%	10%	-60%	-27%	14%	25%

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	\$986K	\$1.66M	-	\$675K	\$3.62M	\$2.29M	\$5.87M	\$6.4M	\$5M	\$1.04M	\$2.86M	\$2.13M	\$1.15M
Prior Year	\$1.6M	\$539K	-	\$949K	\$1.15M	\$1.37M	\$2.39M	\$4.6M	\$3.51M	\$3.91M	\$2.78M	\$2.62M	\$986K
Percent Change from Prior Year	-38%	209%	-	-29%	216%	67%	146%	39%	42%	-73%	3%	-18%	16%

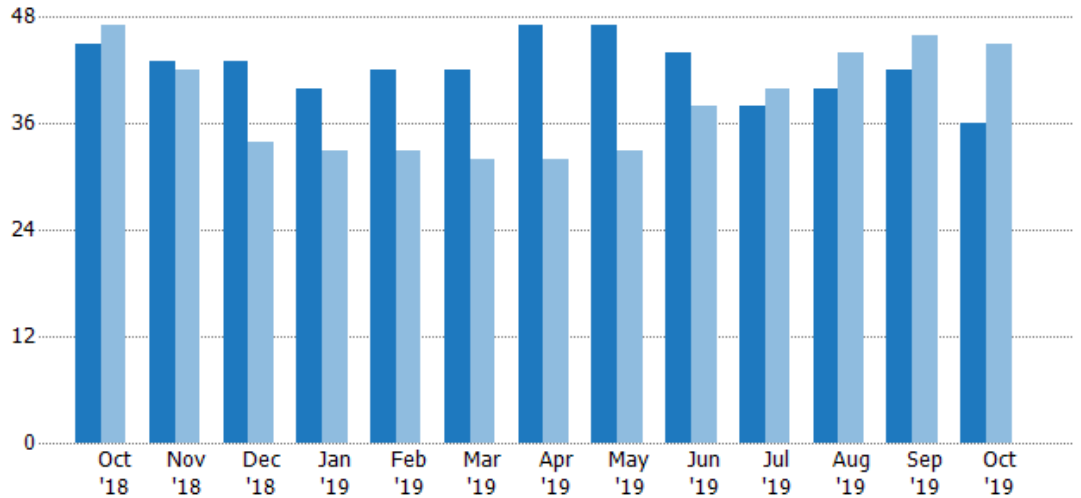
Active Listings

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.
Oct '19	36	-20%
Oct '18	45	-4.3%
Oct '17	47	-8.5%



	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19
Current Year	45	43	43	40	42	42	47	47	44	38	40	42	36
Prior Year	47	42	34	33	33	32	32	33	38	40	44	46	45
Percent Change from Prior Year	-4%	2%	26%	21%	27%	31%	47%	42%	16%	-5%	-9%	-9%	-20%

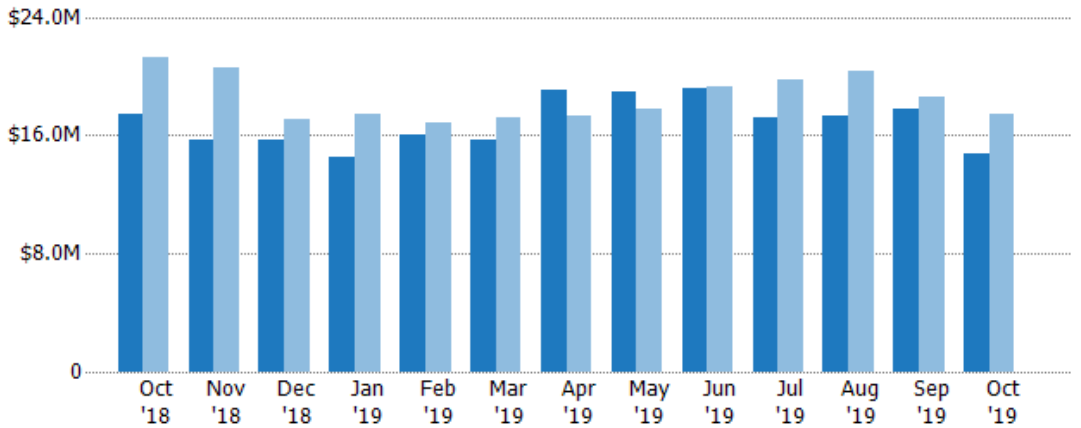
Active Listing Volume

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.
Oct '19	\$14.8M	-15.2%
Oct '18	\$17.4M	-17.8%
Oct '17	\$21.2M	13.3%



	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19
Current Year	\$17.4M	\$15.7M	\$15.7M	\$14.5M	\$16M	\$15.7M	\$19M	\$19M	\$19.2M	\$17.2M	\$17.3M	\$17.7M	\$14.8M
Prior Year	\$21.2M	\$20.6M	\$17M	\$17.4M	\$16.8M	\$17.1M	\$17.3M	\$17.8M	\$19.3M	\$19.7M	\$20.3M	\$18.6M	\$17.4M
Percent Change from Prior Year	-18%	-24%	-8%	-17%	-5%	-8%	10%	7%	-1%	-13%	-15%	-5%	-15%

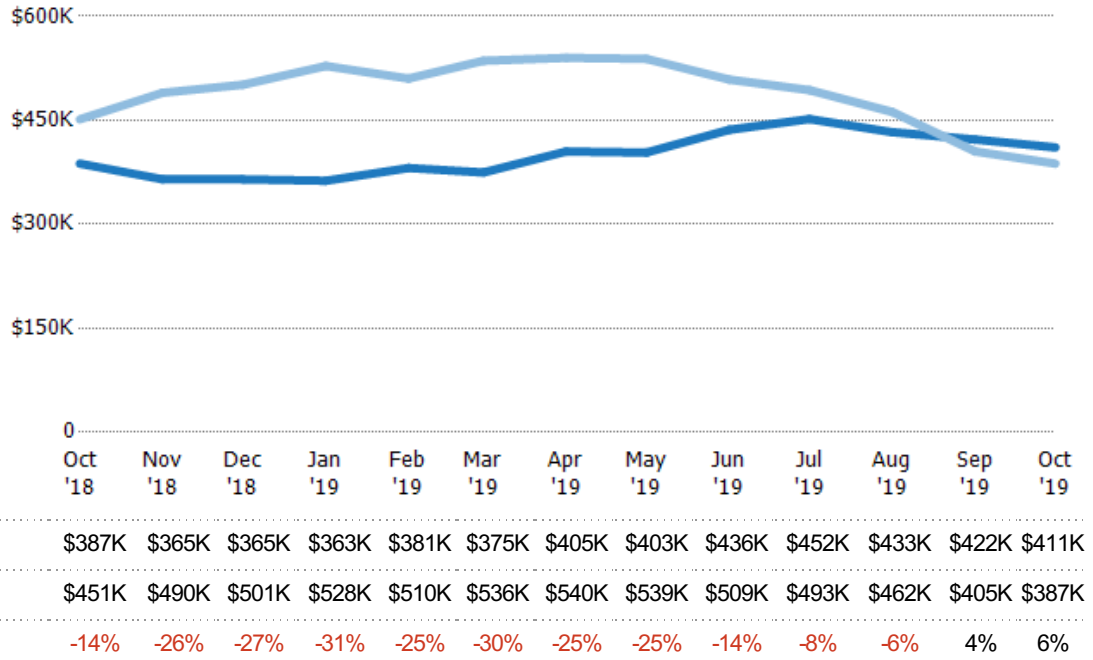
Average Listing Price

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.
Oct '19	\$411K	6%
Oct '18	\$387K	-14.2%
Oct '17	\$451K	23.9%



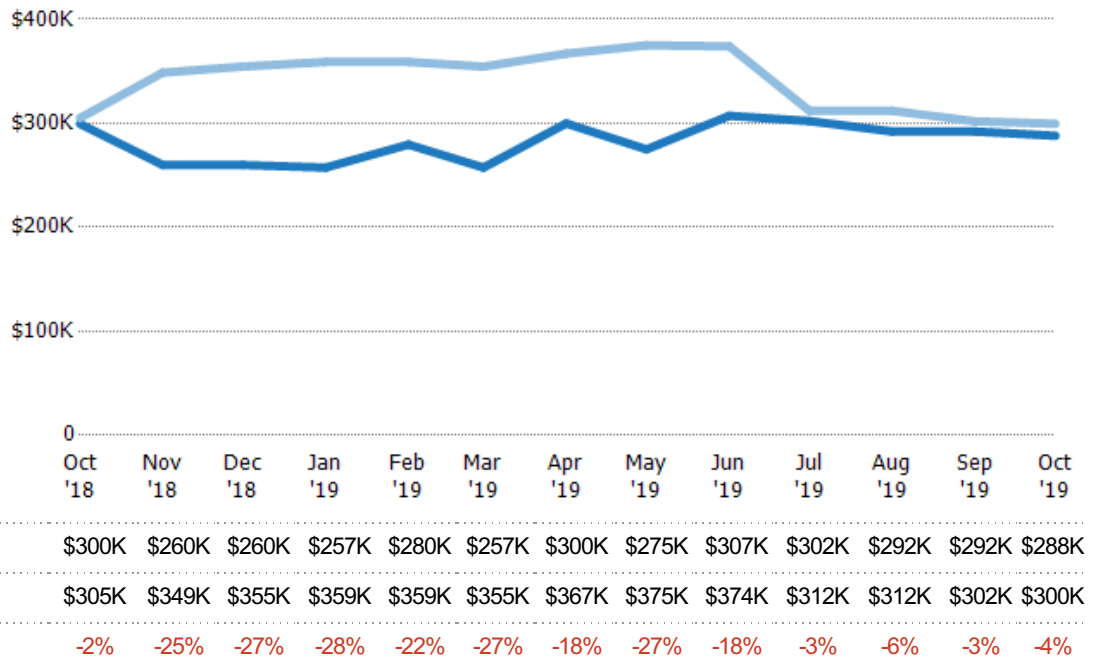
Median Listing Price

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.
Oct '19	\$288K	-3.9%
Oct '18	\$300K	-1.8%
Oct '17	\$305K	-1.8%

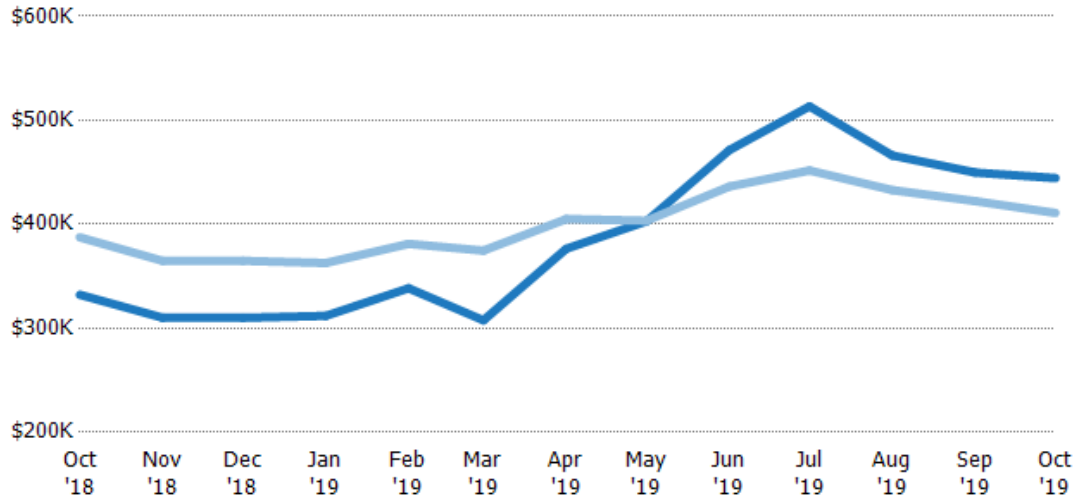


Average Listing Price vs Average Est Value

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

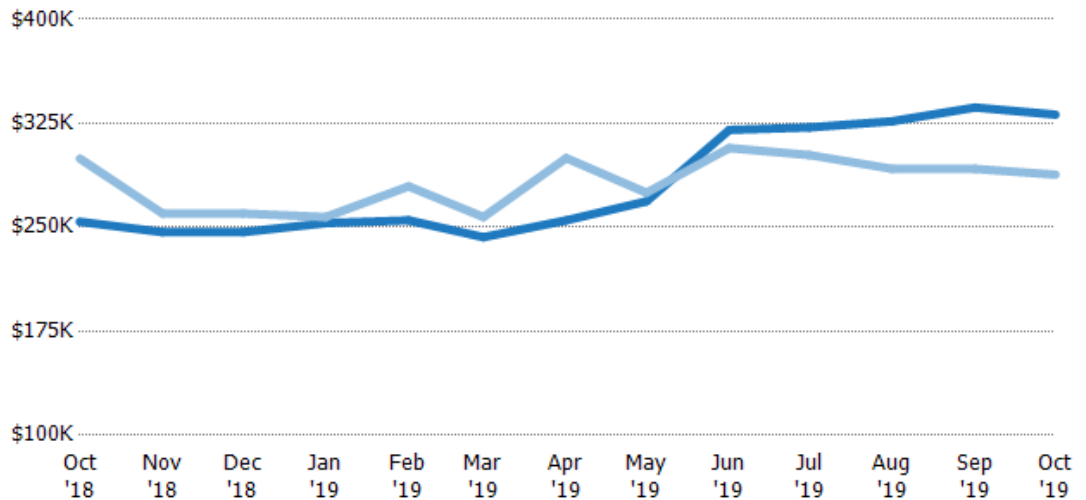


Median Listing Price vs Median Est Value

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



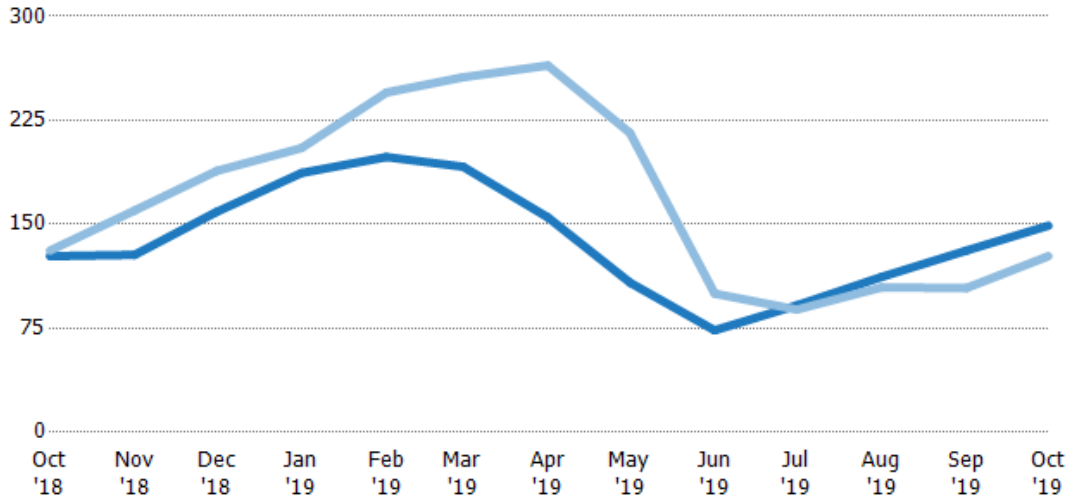
Median Days in RPR

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.
Oct '19	149	17.3%
Oct '18	127	-3.1%
Oct '17	131	0.8%



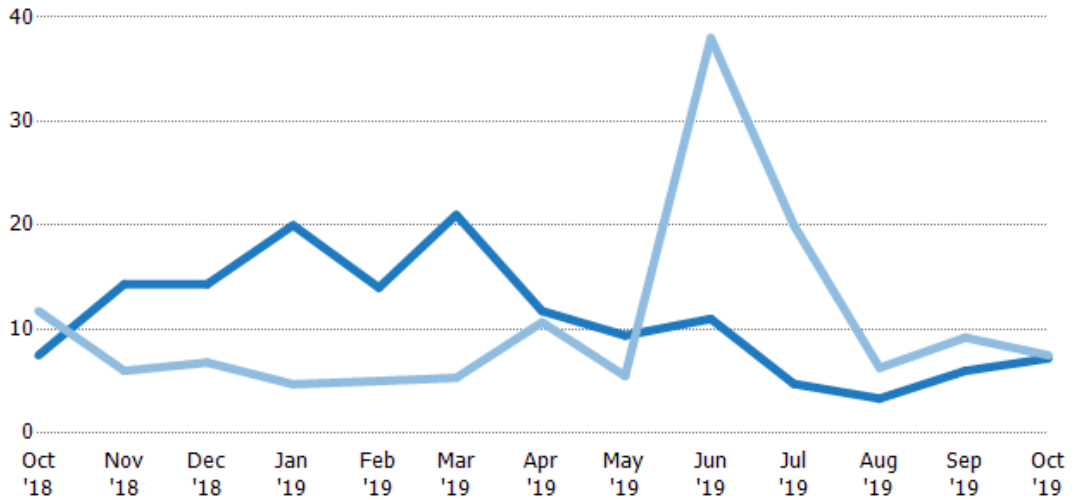
	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19
Current Year	127	128	159	187	199	192	155	108	73.5	91.5	112	131	149
Prior Year	131	160	189	205	245	256	265	216	100	88.5	105	104	127
Percent Change from Prior Year	-3%	-20%	-16%	-9%	-19%	-25%	-41%	-50%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

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:
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 Family Residence



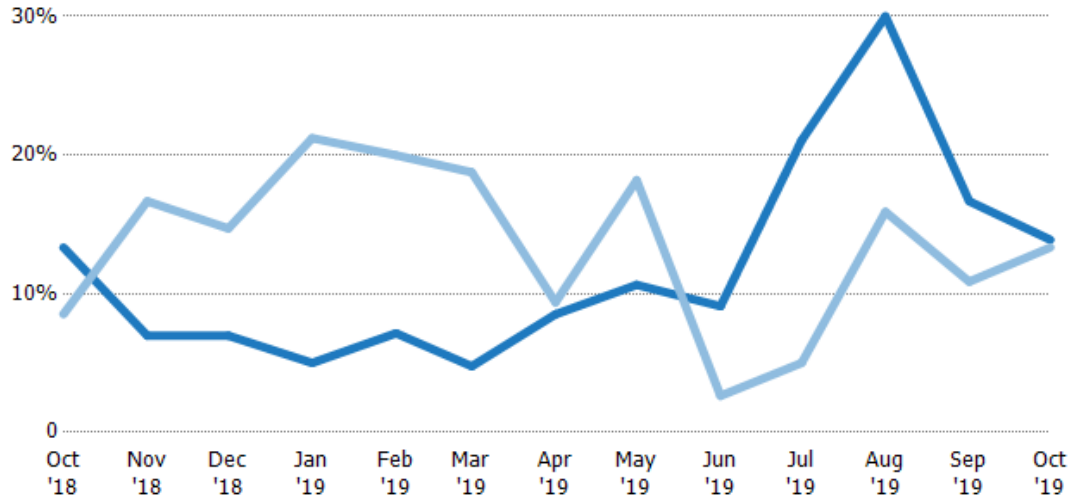
	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19
Current Year	7.5	14.3	14.3	20	14	21	11.8	9.4	11	4.75	3.33	6	7.2
Prior Year	11.8	6	6.8	4.71	5.02	5.33	10.7	5.5	38	20	6.29	9.2	7.5
Percent Change from Prior Year	-36%	139%	111%	324%	100%	294%	10%	71%	-71%	-76%	-47%	-35%	-4%

Absorption Rate

The percentage of inventory sold per month.

Filters Used

ZIP: Vergennes, VT 05491
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 Family Residence



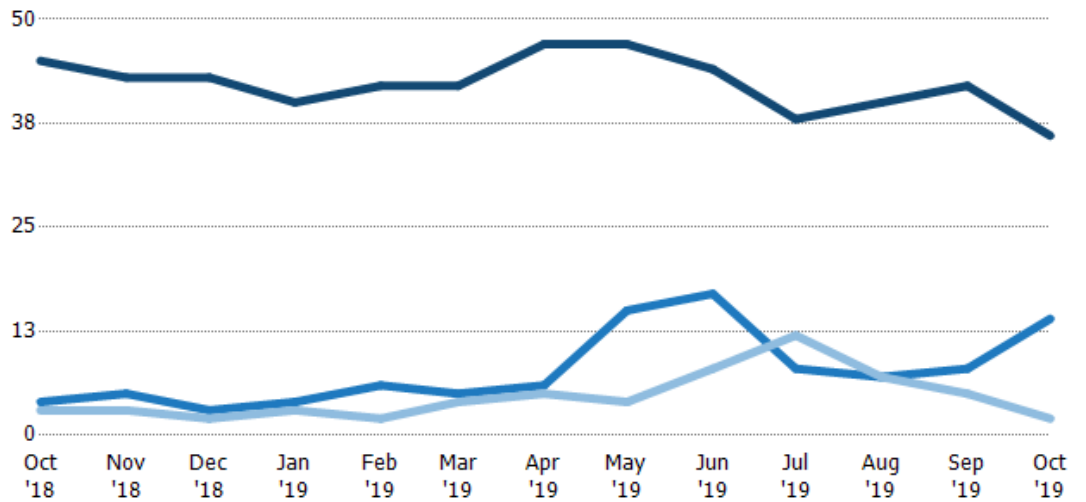
	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19
Current Year	13%	7%	7%	5%	7%	5%	9%	11%	9%	21%	30%	17%	14%
Prior Year	9%	17%	15%	21%	20%	19%	9%	18%	3%	5%	16%	11%	13%
Change from Prior Year	-5%	10%	8%	16%	-7%	14%	1%	8%	-6%	-16%	-14%	-6%	-1%

Active/Pending/Sold Units

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

Filters Used

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



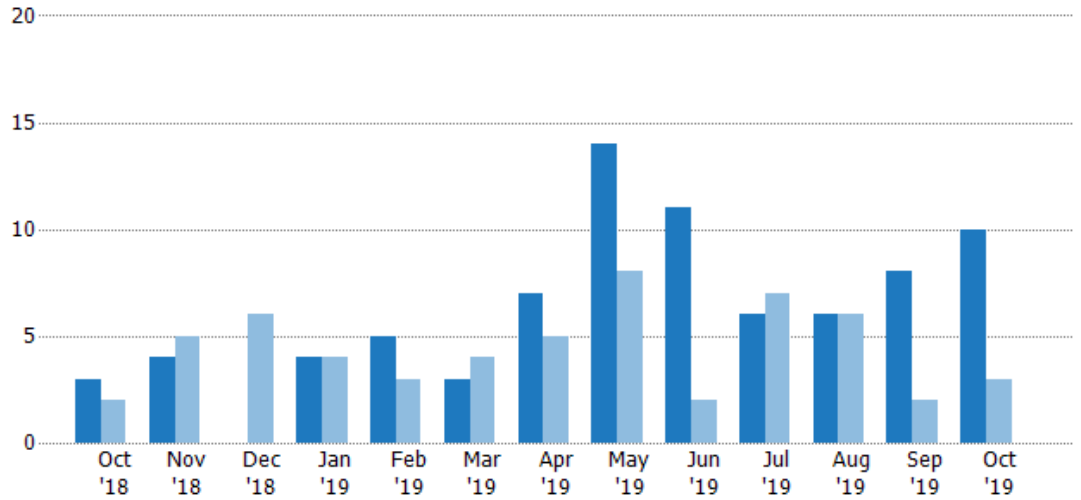
	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19
Active	45	43	43	40	42	42	47	47	44	38	40	42	36
Pending	4	5	3	4	6	5	6	15	17	8	7	8	14
Sold	3	3	2	3	2	4	5	4	8	12	7	5	2

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



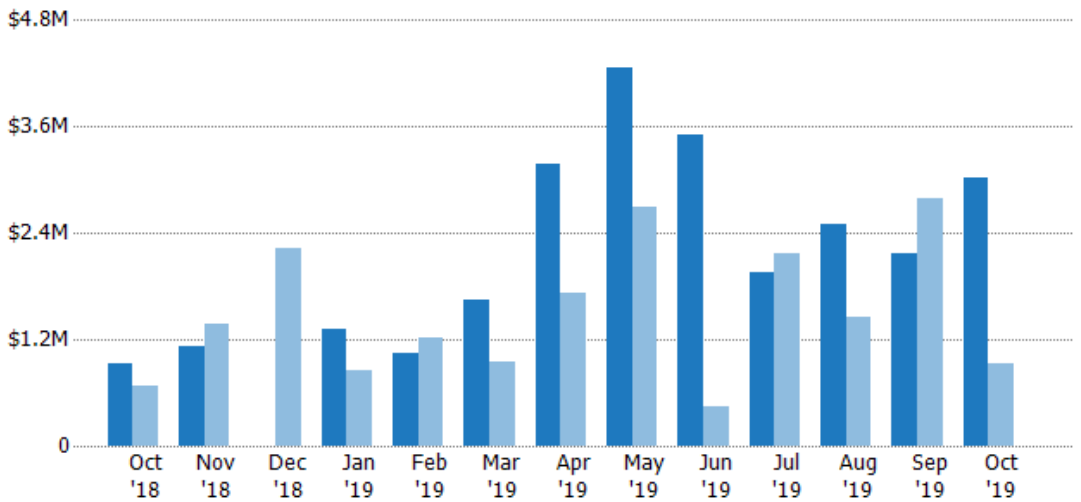
Current Year	3	4	-	4	5	3	7	14	11	6	6	8	10
Prior Year	2	5	6	4	3	4	5	8	2	7	6	2	3
Percent Change from Prior Year	50%	-20%	-100%	0%	67%	-25%	40%	75%	450%	-14%	0%	300%	233%

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	\$919K	\$1.13M	-	\$1.32M	\$1.04M	\$1.65M	\$3.18M	\$4.26M	\$3.5M	\$1.95M	\$2.51M	\$2.16M	\$3.02M
Prior Year	\$679K	\$1.37M	\$2.23M	\$841K	\$1.21M	\$938K	\$1.72M	\$2.7M	\$450K	\$2.16M	\$1.44M	\$2.79M	\$919K
Percent Change from Prior Year	35%	-18%	-100%	57%	-14%	76%	85%	58%	677%	-10%	74%	-23%	229%

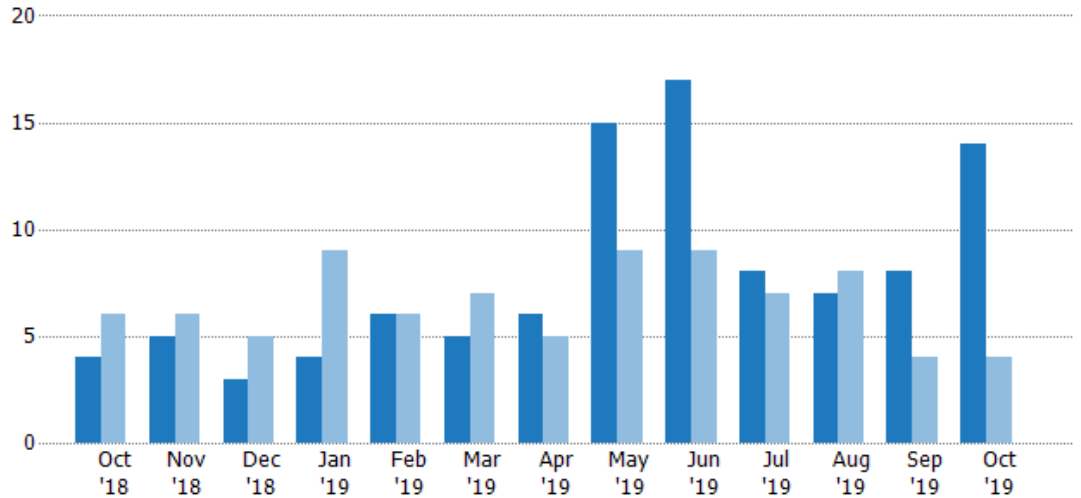
Pending Sales

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.
Oct '19	14	250%
Oct '18	4	-33.3%
Oct '17	6	100%



	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19
Current Year	4	5	3	4	6	5	6	15	17	8	7	8	14
Prior Year	6	6	5	9	6	7	5	9	9	7	8	4	4
Percent Change from Prior Year	-33%	-17%	-40%	-56%	0%	-29%	20%	67%	89%	14%	-13%	100%	250%

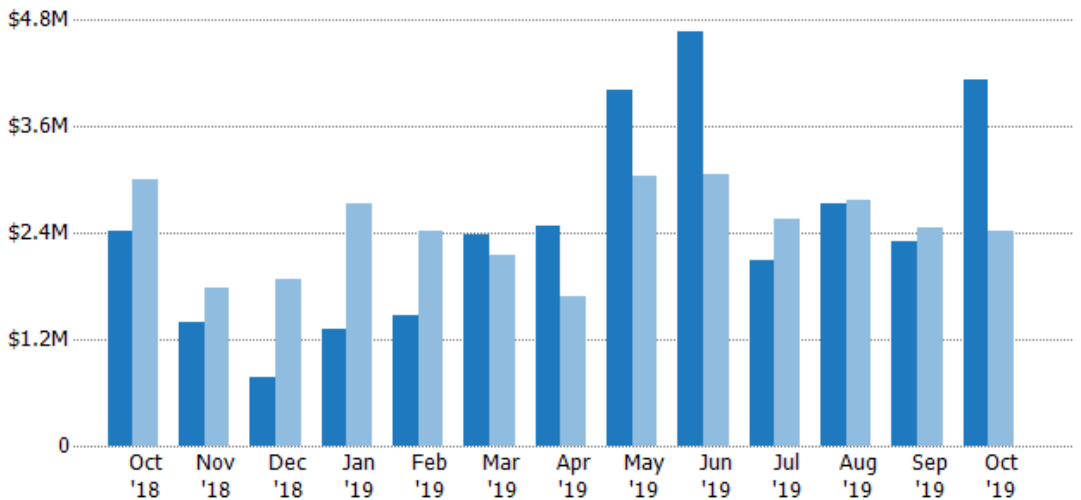
Pending Sales Volume

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.
Oct '19	\$4.12M	70.8%
Oct '18	\$2.41M	-19.6%
Oct '17	\$3M	13.7%



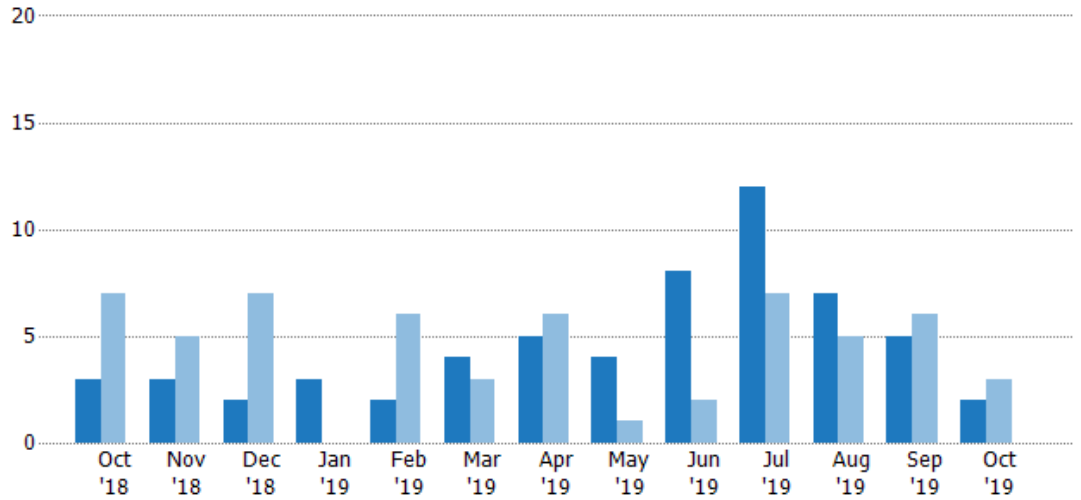
	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19
Current Year	\$2.41M	\$1.4M	\$777K	\$1.32M	\$1.48M	\$2.37M	\$2.48M	\$4.01M	\$4.67M	\$2.09M	\$2.73M	\$2.3M	\$4.12M
Prior Year	\$3M	\$1.78M	\$1.88M	\$2.72M	\$2.42M	\$2.15M	\$1.68M	\$3.05M	\$3.06M	\$2.56M	\$2.78M	\$2.46M	\$2.41M
Percent Change from Prior Year	-20%	-21%	-59%	-52%	-39%	10%	48%	32%	53%	-18%	-2%	-6%	71%

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



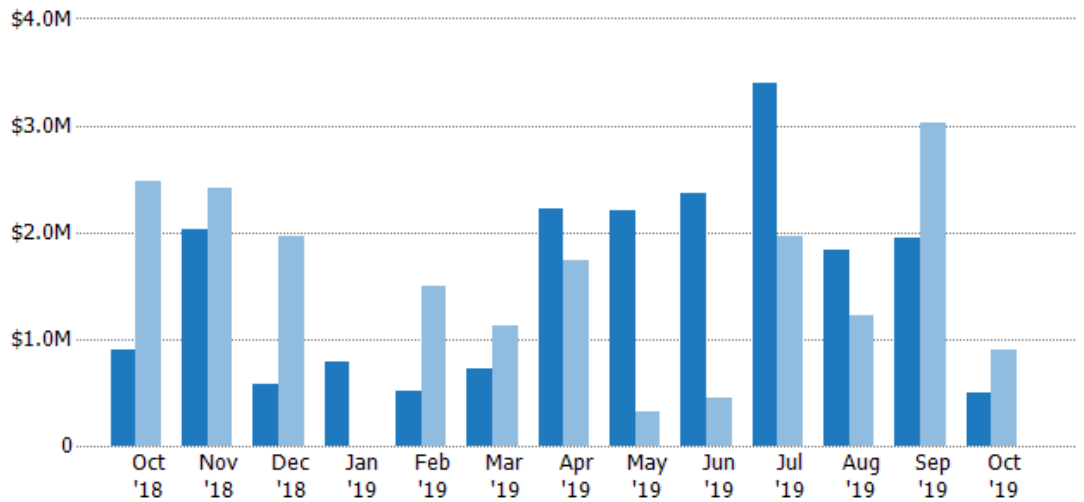
Current Year	3	3	2	3	2	4	5	4	8	12	7	5	2
Prior Year	7	5	7	-	6	3	6	1	2	7	5	6	3
Percent Change from Prior Year	-57%	-40%	-71%	100%	-67%	33%	-17%	300%	300%	71%	40%	-17%	-33%

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



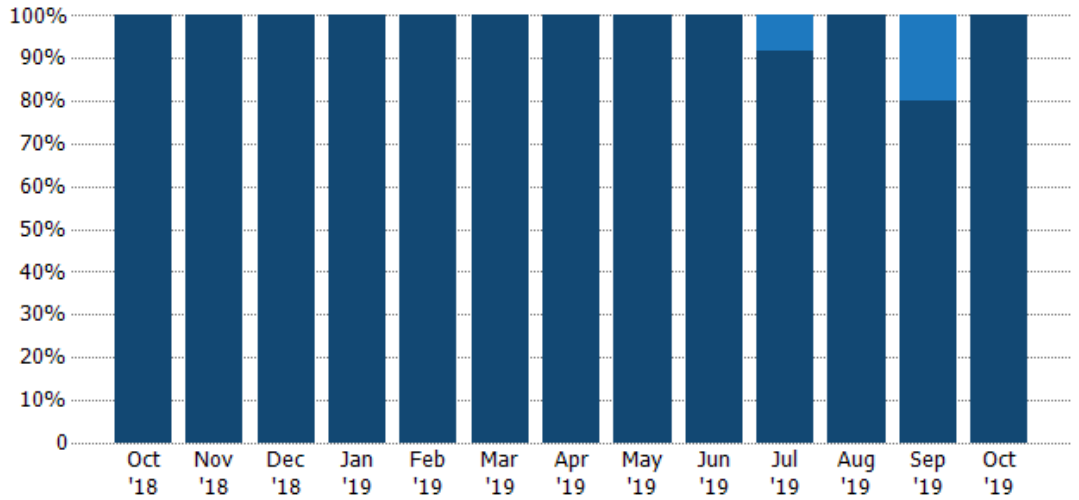
Current Year	\$896K	\$2.03M	\$577K	\$789K	\$509K	\$719K	\$2.21M	\$2.21M	\$2.37M	\$3.39M	\$1.84M	\$1.95M	\$490K
Prior Year	\$2.47M	\$2.41M	\$1.97M	-	\$1.49M	\$1.13M	\$1.73M	\$322K	\$446K	\$1.97M	\$1.22M	\$3.02M	\$896K
Percent Change from Prior Year	-64%	-16%	-71%	100%	-66%	-36%	28%	585%	432%	72%	51%	-36%	-45%

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



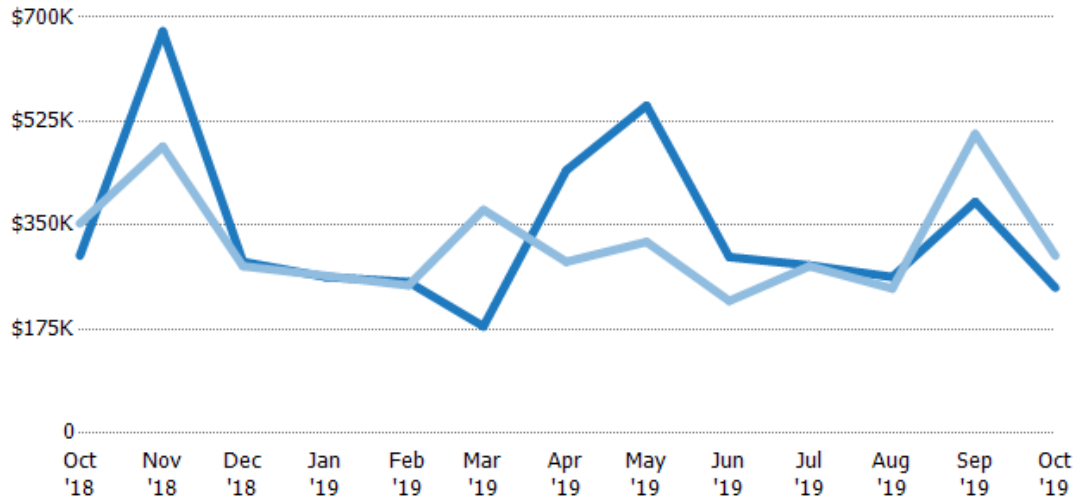
Property Type	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19
Condo/Townhouse	-	-	-	-	-	-	-	-	-	8%	-	20%	-
Single Family Residence	100%	100%	100%	100%	100%	100%	100%	100%	100%	92%	100%	80%	100%

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



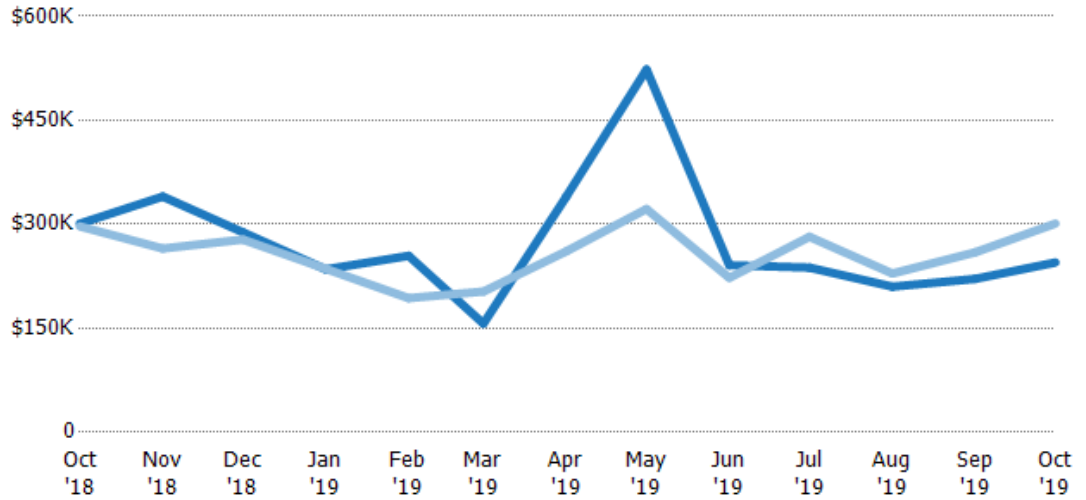
Property Type	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19
Current Year	\$299K	\$676K	\$289K	\$263K	\$255K	\$180K	\$442K	\$551K	\$296K	\$283K	\$263K	\$389K	\$245K
Prior Year	\$353K	\$483K	\$281K	\$265K	\$249K	\$376K	\$289K	\$322K	\$223K	\$281K	\$244K	\$504K	\$299K
Percent Change from Prior Year	-15%	40%	3%	100%	2%	-52%	53%	71%	33%	0%	8%	-23%	-18%

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



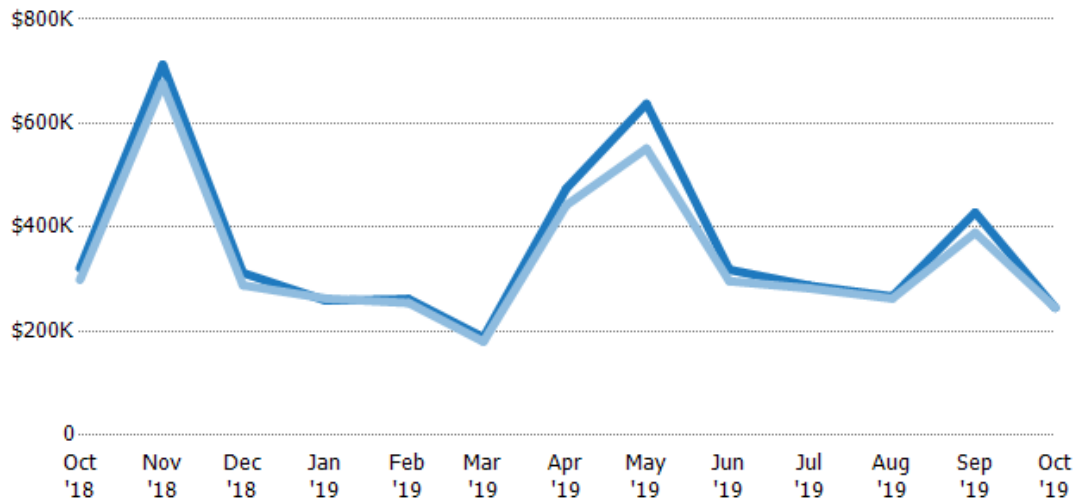
	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19
Current Year	\$301K	\$340K	\$289K	\$235K	\$255K	\$157K	\$340K	\$523K	\$241K	\$238K	\$210K	\$221K	\$245K
Prior Year	\$297K	\$265K	\$278K	\$236K	\$194K	\$203K	\$261K	\$322K	\$223K	\$282K	\$229K	\$260K	\$301K
Percent Change from Prior Year	1%	28%	4%	100%	32%	-23%	30%	63%	8%	-16%	-8%	-15%	-19%

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



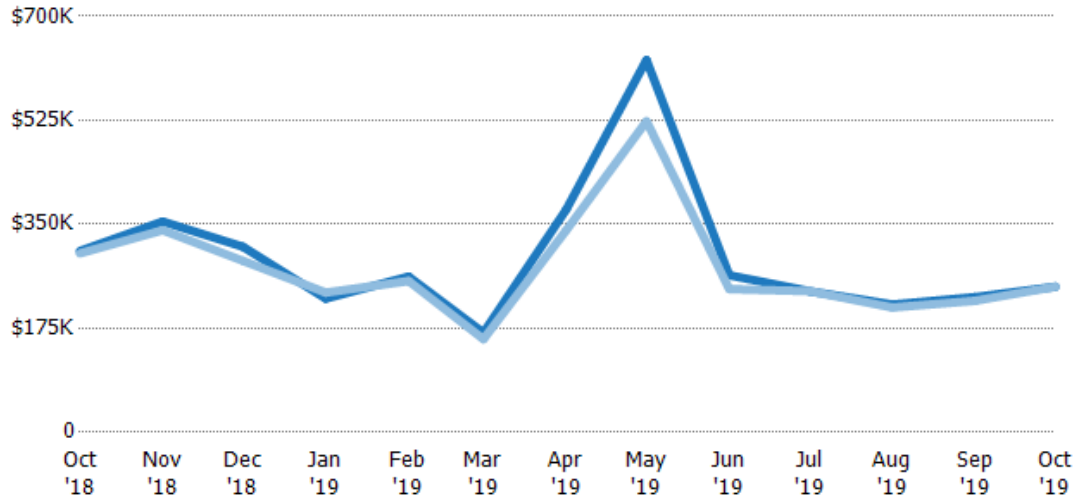
	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19
Avg List Price	\$321K	\$713K	\$312K	\$259K	\$262K	\$188K	\$475K	\$638K	\$318K	\$288K	\$267K	\$428K	\$245K
Avg Sales Price	\$299K	\$676K	\$289K	\$263K	\$255K	\$180K	\$442K	\$551K	\$296K	\$283K	\$263K	\$389K	\$245K
Avg Sales Price as a % of Avg List Price	93%	95%	92%	102%	97%	96%	93%	86%	93%	98%	99%	91%	100%

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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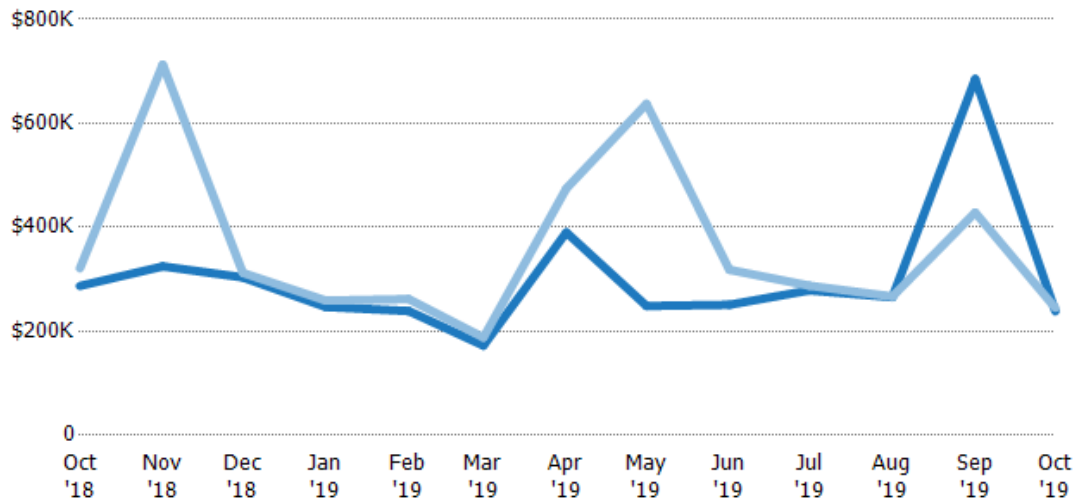
Median List Price	\$305K	\$355K	\$312K	\$225K	\$262K	\$167K	\$375K	\$627K	\$264K	\$237K	\$215K	\$228K	\$245K
Median Sales Price	\$301K	\$340K	\$289K	\$235K	\$255K	\$157K	\$340K	\$523K	\$241K	\$238K	\$210K	\$221K	\$245K
Med Sales Price as a % of Med List Price	99%	96%	92%	104%	97%	94%	91%	84%	91%	100%	98%	97%	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



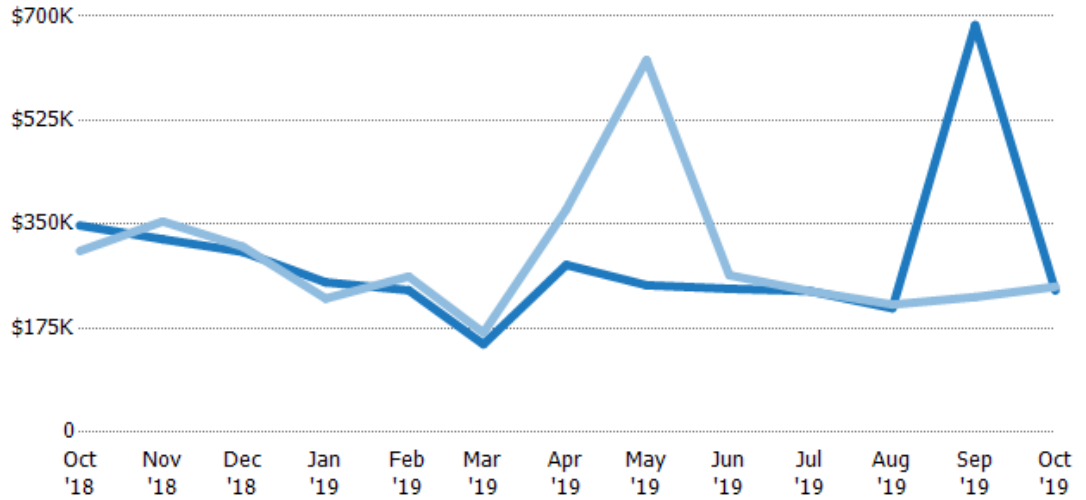
Avg Est Value	\$287K	\$325K	\$304K	\$247K	\$239K	\$173K	\$390K	\$249K	\$251K	\$279K	\$266K	\$685K	\$238K
Avg Sales Price	\$321K	\$713K	\$312K	\$259K	\$262K	\$188K	\$475K	\$638K	\$318K	\$288K	\$267K	\$428K	\$245K
Avg Sales Price as a % of Avg Est Value	112%	219%	103%	105%	110%	109%	122%	256%	127%	103%	101%	63%	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



	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19
Median Est Value	\$348K	\$325K	\$304K	\$252K	\$239K	\$148K	\$282K	\$248K	\$241K	\$238K	\$209K	\$685K	\$238K
Median Sales Price	\$305K	\$355K	\$312K	\$225K	\$262K	\$167K	\$375K	\$627K	\$264K	\$237K	\$215K	\$228K	\$245K
Med Sales Price as a % of Med Est Value	88%	109%	103%	89%	110%	113%	133%	253%	109%	100%	103%	33%	103%