

Summary of Key Listing and Sales Metrics

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

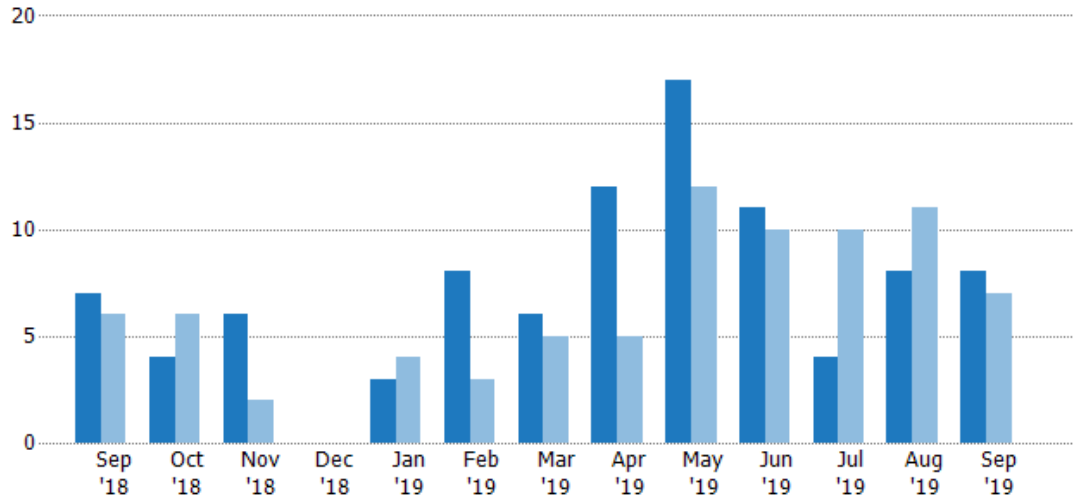
Key Metrics	Sep 2019	Sep 2018	+ / -	YTD 2019	YTD 2018	+ / -
Listing Activity Charts Metrics						
New Listing Count	8	7	+14.3%	77	67	+14.9%
New Listing Volume	\$2,134,800	\$2,617,500	-18.4%	\$29,899,200	\$23,272,600	+28.5%
Active Listing Count	42	46	-8.7%	N/A	N/A	
Active Listing Volume	\$17,735,300	\$18,632,300	-4.8%	N/A	N/A	
Average Listing Price	\$422,269	\$405,050	+4.3%	\$407,509	\$496,987	-18%
Median Listing Price	\$292,100	\$301,900	-3.2%	\$284,838	\$342,787	-16.9%
Median Days in RPR	131	104	+26%	121.12	166.86	-27.4%
Months of Inventory	6	9.2	-34.8%	10.6	11	-3.8%
Absorption Rate	16.67%	10.87%	+5.8%	9.42%	9.06%	+0.4%
Sales Activity Charts Metrics						
New Pending Sales Count	8	2	+300%	64	41	+56.1%
New Pending Sales Volume	\$2,161,700	\$2,790,000	-22.5%	\$21,556,100	\$14,259,299	+51.2%
Pending Sales Count	8	4	+100%	N/A	N/A	
Pending Sales Volume	\$2,302,700	\$2,458,000	-6.3%	N/A	N/A	
Closed Sales Count	5	6	-16.7%	50	36	+38.9%
Closed Sales Volume	\$1,947,250	\$3,021,600	-35.6%	\$15,985,151	\$11,328,000	+41.1%
Average Sales Price	\$389,450	\$503,600	-22.7%	\$319,703	\$314,667	+1.6%
Median Sales Price	\$221,250	\$259,550	-14.8%	\$259,765	\$243,883	+6.5%

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



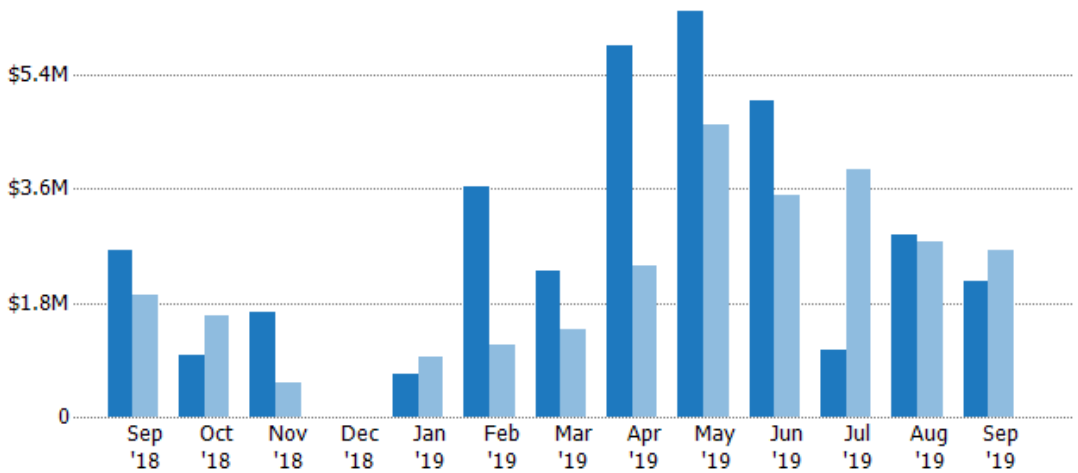
Current Year	7	4	6	-	3	8	6	12	17	11	4	8	8
Prior Year	6	6	2	-	4	3	5	5	12	10	10	11	7
Percent Change from Prior Year	17%	-33%	200%	-	-25%	167%	20%	140%	42%	10%	-60%	-27%	14%

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	\$2.62M	\$986K	\$1.66M	-	\$675K	\$3.62M	\$2.29M	\$5.87M	\$6.4M	\$5M	\$1.04M	\$2.86M	\$2.13M
Prior Year	\$1.91M	\$1.6M	\$539K	-	\$949K	\$1.15M	\$1.37M	\$2.39M	\$4.6M	\$3.51M	\$3.91M	\$2.78M	\$2.62M
Percent Change from Prior Year	37%	-38%	209%	-	-29%	216%	67%	146%	39%	42%	-73%	3%	-18%

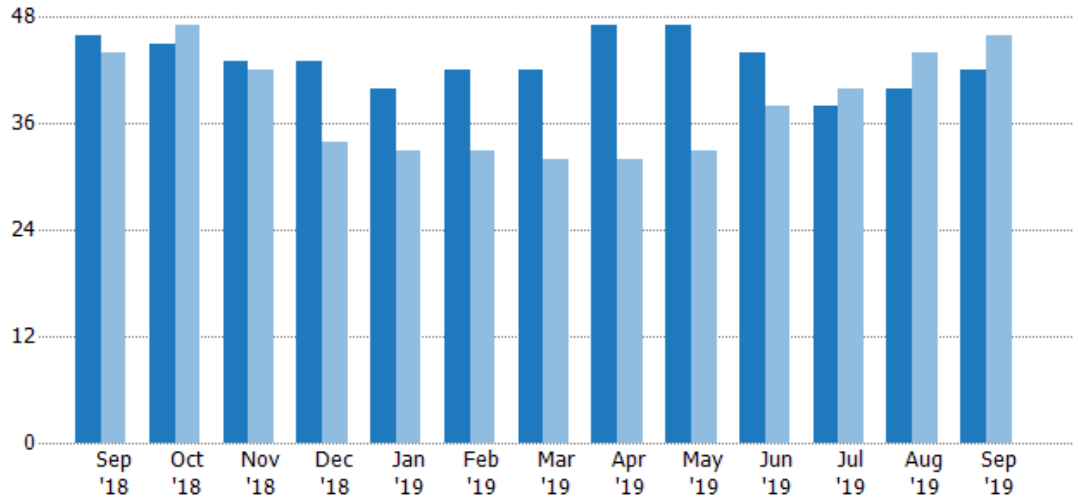
Active Listings

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.
Sep '19	42	-8.7%
Sep '18	46	4.5%
Sep '17	44	4.5%



Current Year	46	45	43	43	40	42	42	47	47	44	38	40	42
Prior Year	44	47	42	34	33	33	32	32	33	38	40	44	46
Percent Change from Prior Year	5%	-4%	2%	26%	21%	27%	31%	47%	42%	16%	-5%	-9%	-9%

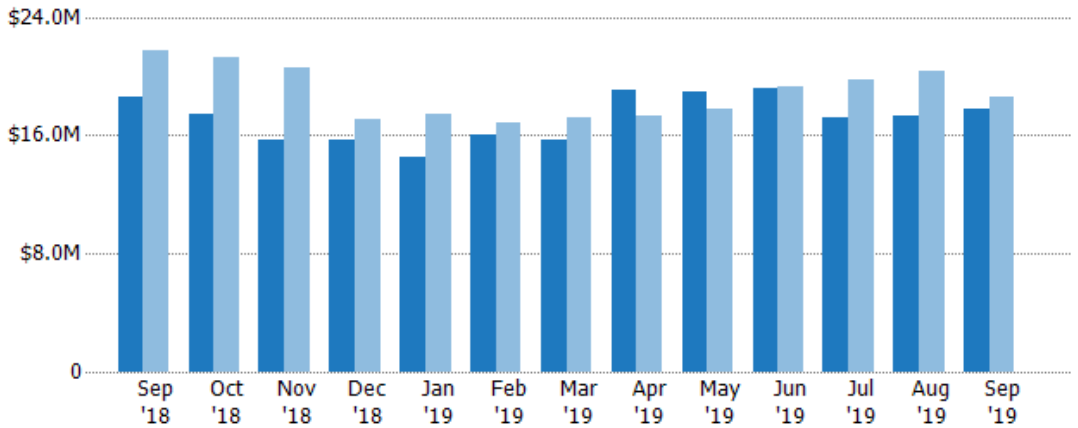
Active Listing Volume

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.
Sep '19	\$17.7M	-4.8%
Sep '18	\$18.6M	-14.3%
Sep '17	\$21.8M	18.2%



Current Year	\$18.6M	\$17.4M	\$15.7M	\$15.7M	\$14.5M	\$16M	\$15.7M	\$19M	\$19M	\$19.2M	\$17.2M	\$17.3M	\$17.7M
Prior Year	\$21.8M	\$21.2M	\$20.6M	\$17M	\$17.4M	\$16.8M	\$17.1M	\$17.3M	\$17.8M	\$19.3M	\$19.7M	\$20.3M	\$18.6M
Percent Change from Prior Year	-14%	-18%	-24%	-8%	-17%	-5%	-8%	10%	7%	-1%	-13%	-15%	-5%

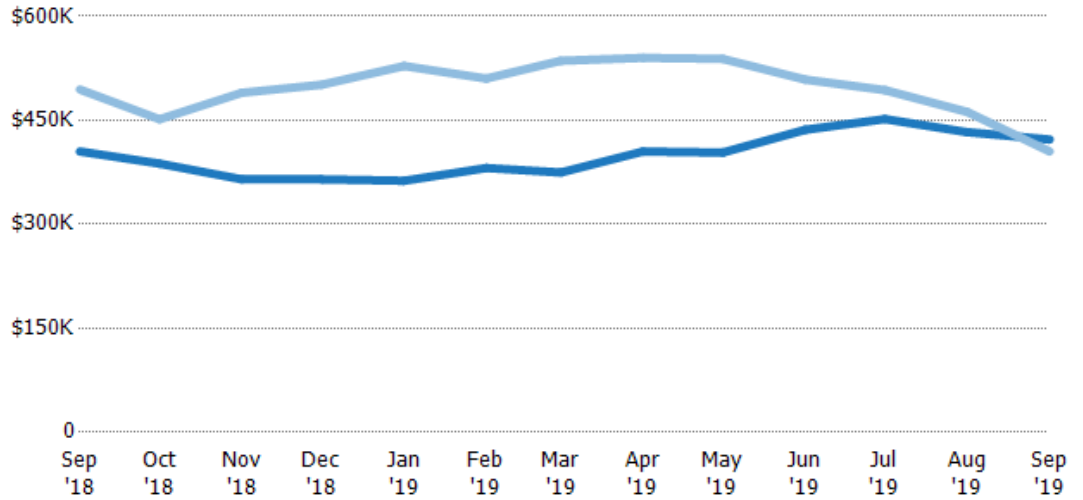
Average Listing Price

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.
Sep '19	\$422K	4.3%
Sep '18	\$405K	-18.1%
Sep '17	\$494K	13%



Current Year	\$405K	\$387K	\$365K	\$365K	\$363K	\$381K	\$375K	\$405K	\$403K	\$436K	\$452K	\$433K	\$422K
Prior Year	\$494K	\$451K	\$490K	\$501K	\$528K	\$510K	\$536K	\$540K	\$539K	\$509K	\$493K	\$462K	\$405K
Percent Change from Prior Year	-18%	-14%	-26%	-27%	-31%	-25%	-30%	-25%	-25%	-14%	-8%	-6%	4%

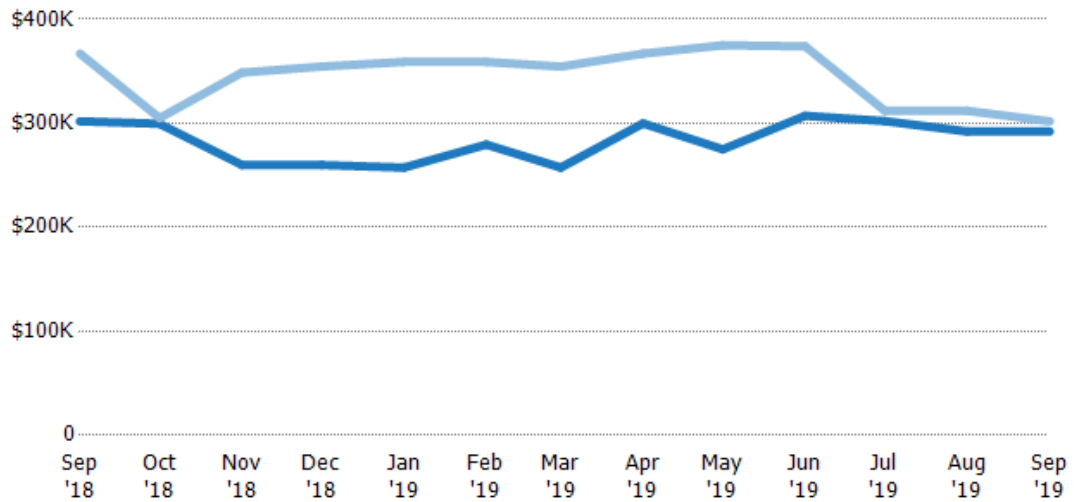
Median Listing Price

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.
Sep '19	\$292K	-3.2%
Sep '18	\$302K	-17.7%
Sep '17	\$367K	-19.9%



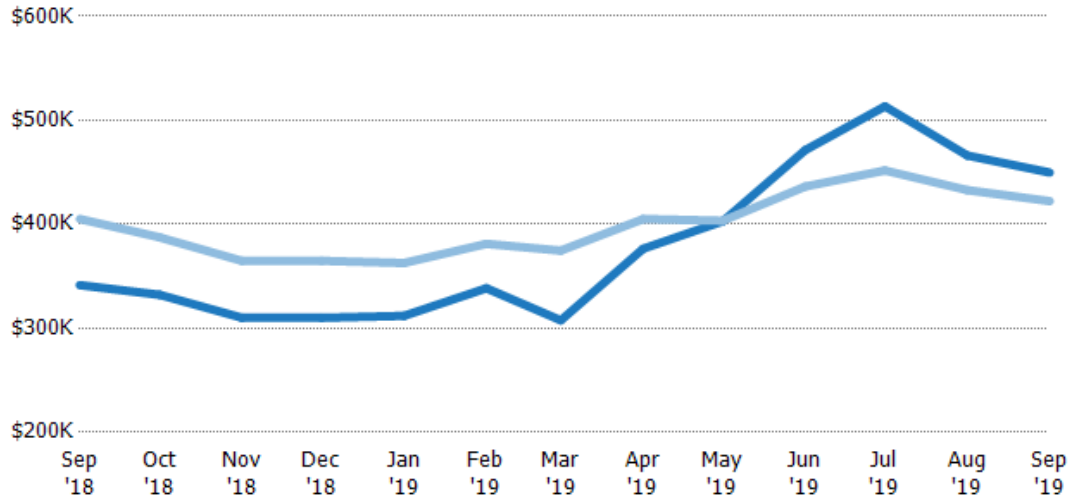
Current Year	\$302K	\$300K	\$260K	\$260K	\$257K	\$280K	\$257K	\$300K	\$275K	\$307K	\$302K	\$292K	\$292K
Prior Year	\$367K	\$305K	\$349K	\$355K	\$359K	\$359K	\$355K	\$367K	\$375K	\$374K	\$312K	\$312K	\$302K
Percent Change from Prior Year	-18%	-2%	-25%	-27%	-28%	-22%	-27%	-18%	-27%	-18%	-3%	-6%	-3%

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



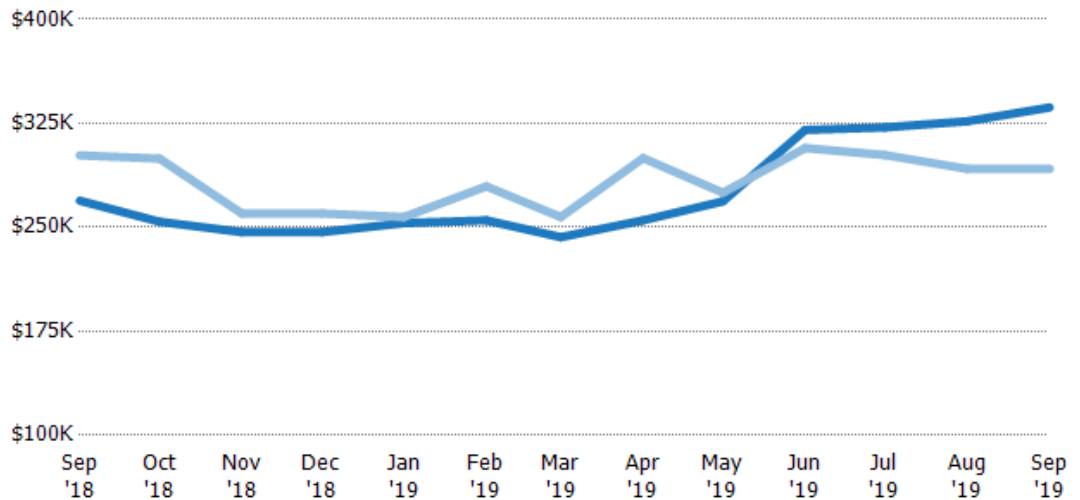
	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19
Avg Est Value	\$341K	\$332K	\$310K	\$310K	\$312K	\$339K	\$308K	\$376K	\$403K	\$471K	\$513K	\$466K	\$450K
Avg Listing Price	\$405K	\$387K	\$365K	\$365K	\$363K	\$381K	\$375K	\$405K	\$403K	\$436K	\$452K	\$433K	\$422K
Avg Listing Price as a % of Avg Est Value	119%	117%	118%	118%	116%	113%	122%	108%	100%	93%	88%	93%	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:
 Condo/Townhouse/Apt, Single
 Family Residence



	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19
Median Est Value	\$269K	\$254K	\$247K	\$247K	\$253K	\$255K	\$243K	\$255K	\$269K	\$320K	\$322K	\$326K	\$336K
Median Listing Price	\$302K	\$300K	\$260K	\$260K	\$257K	\$280K	\$257K	\$300K	\$275K	\$307K	\$302K	\$292K	\$292K
Med Listing Price as a % of Med Est Value	112%	118%	105%	105%	102%	110%	106%	118%	102%	96%	94%	89%	87%

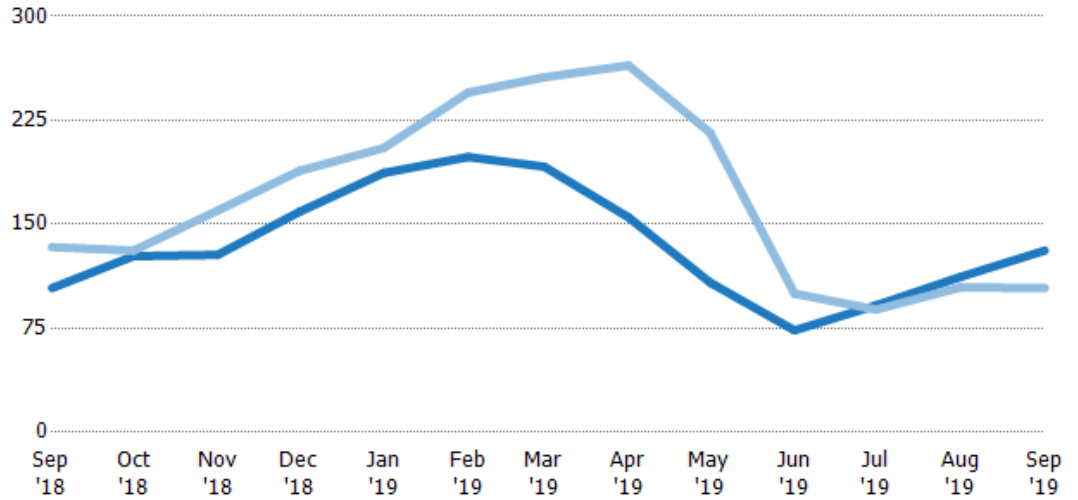
Median Days in RPR

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.
Sep '19	131	26%
Sep '18	104	-22.1%
Sep '17	134	-15.4%



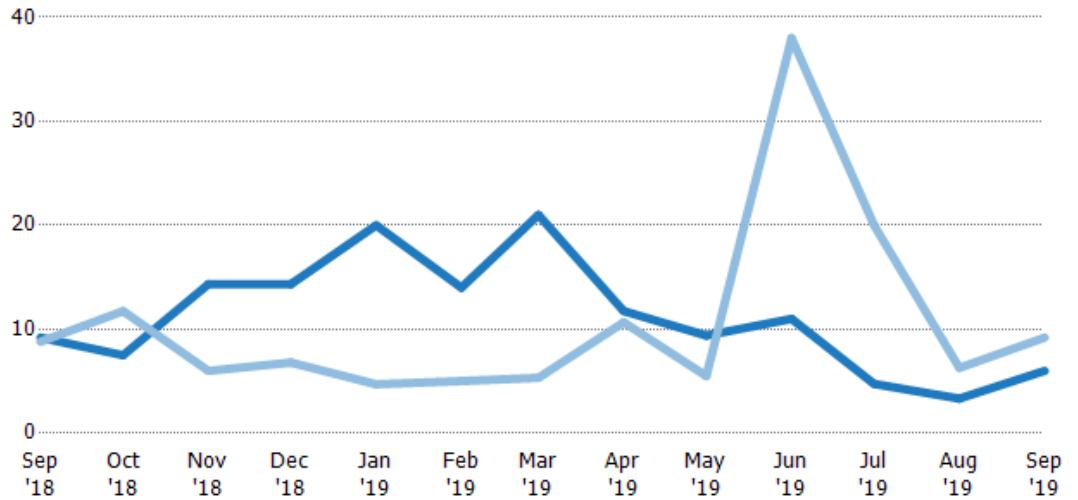
	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19
Current Year	104	127	128	159	187	199	192	155	108	73.5	91.5	112	131
Prior Year	134	131	160	189	205	245	256	265	216	100	88.5	105	104
Percent Change from Prior Year	-22%	-3%	-20%	-16%	-9%	-19%	-25%	-41%	-50%	-27%	3%	7%	26%

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



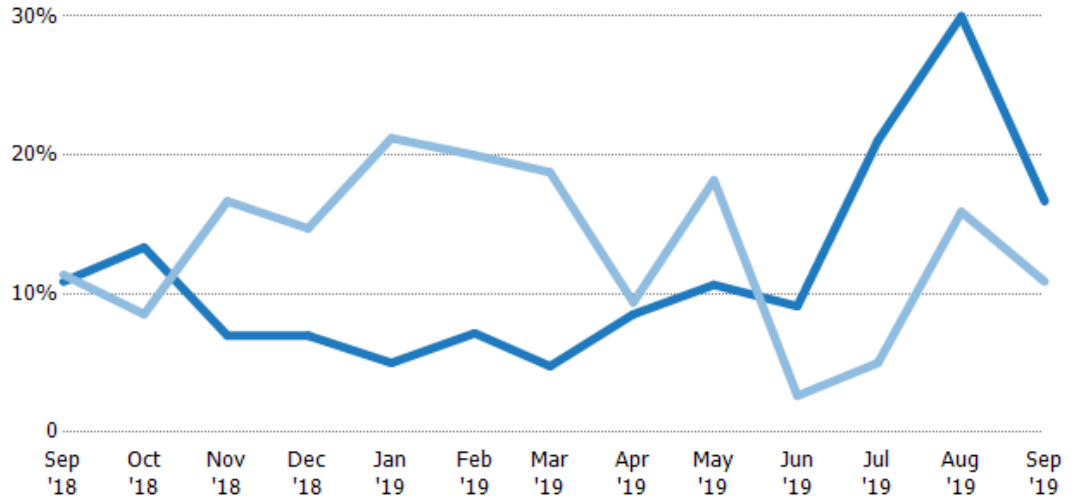
	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19
Current Year	9.2	7.5	14.3	14.3	20	14	21	11.8	9.4	11	4.75	3.33	6
Prior Year	8.8	11.8	6	6.8	4.71	5.02	5.33	10.7	5.5	38	20	6.29	9.2
Percent Change from Prior Year	5%	-36%	139%	111%	324%	100%	294%	10%	71%	-71%	-76%	-47%	-35%

Absorption Rate

The percentage of inventory sold per month.

Filters Used

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 Family Residence



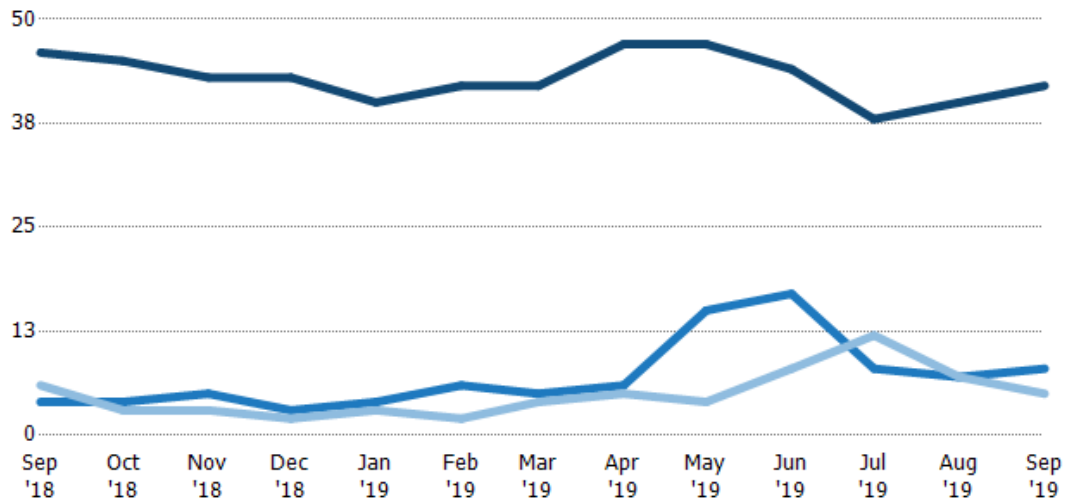
	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19
Current Year	11%	13%	7%	7%	5%	7%	5%	9%	11%	9%	21%	30%	17%
Prior Year	11%	9%	17%	15%	21%	20%	19%	9%	18%	3%	5%	16%	11%
Change from Prior Year	1%	-5%	10%	8%	16%	-7%	14%	1%	8%	-6%	-16%	-14%	-6%

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



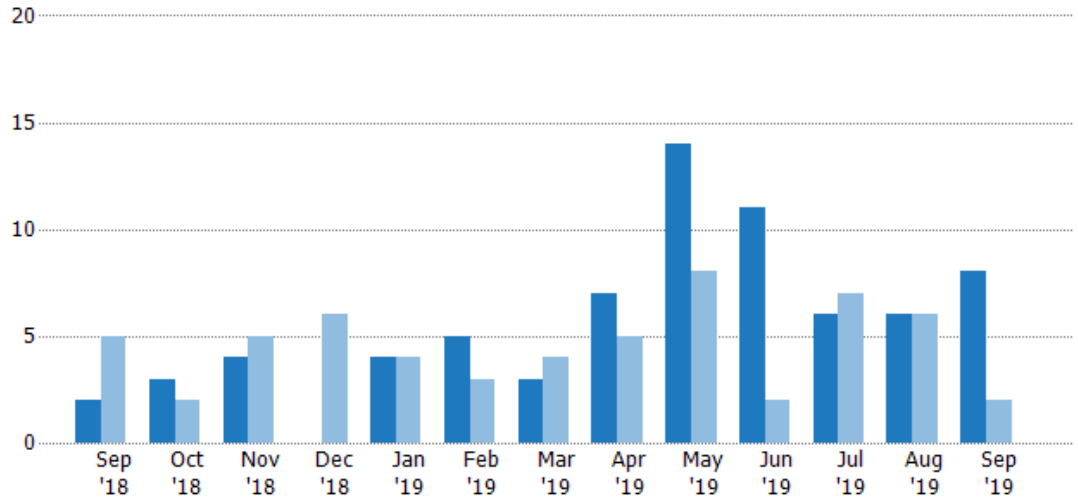
	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19
Active	46	45	43	43	40	42	42	47	47	44	38	40	42
Pending	4	4	5	3	4	6	5	6	15	17	8	7	8
Sold	6	3	3	2	3	2	4	5	4	8	12	7	5

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



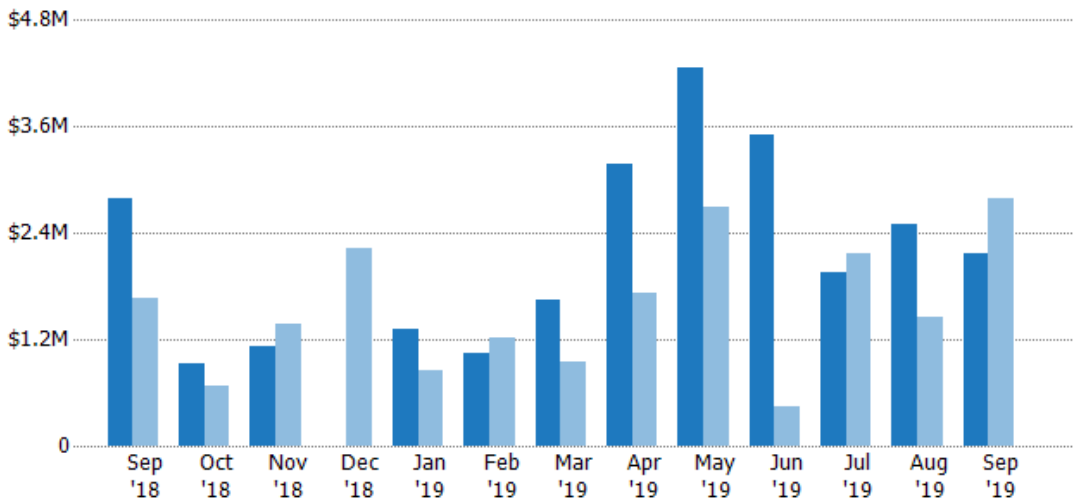
Current Year	2	3	4	-	4	5	3	7	14	11	6	6	8
Prior Year	5	2	5	6	4	3	4	5	8	2	7	6	2
Percent Change from Prior Year	-60%	50%	-20%	-100%	0%	67%	-25%	40%	75%	450%	-14%	0%	300%

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	\$2.79M	\$919K	\$1.13M	-	\$1.32M	\$1.04M	\$1.65M	\$3.18M	\$4.26M	\$3.5M	\$1.95M	\$2.51M	\$2.16M
Prior Year	\$1.65M	\$679K	\$1.37M	\$2.23M	\$841K	\$1.21M	\$938K	\$1.72M	\$2.7M	\$450K	\$2.16M	\$1.44M	\$2.79M
Percent Change from Prior Year	69%	35%	-18%	-100%	57%	-14%	76%	85%	58%	677%	-10%	74%	-23%

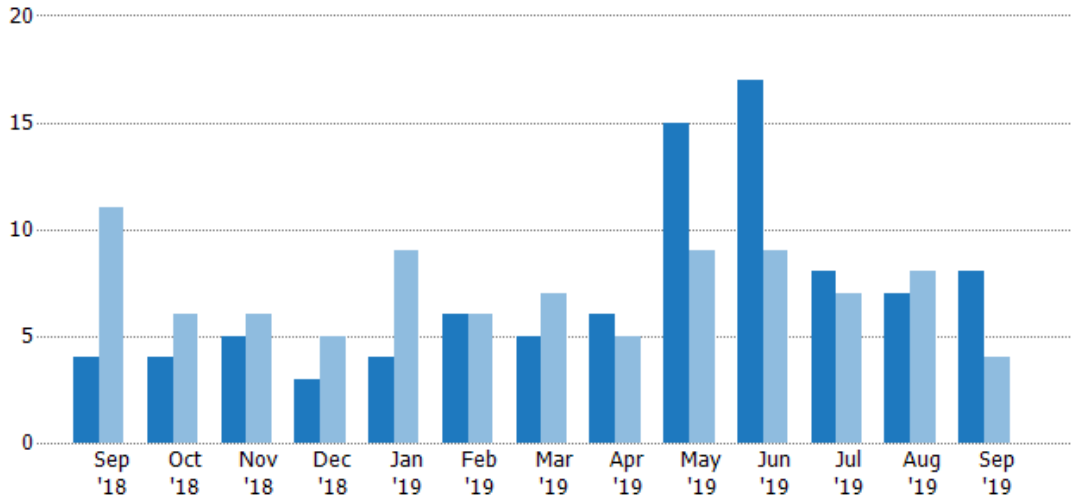
Pending Sales

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.
Sep '19	8	100%
Sep '18	4	-63.6%
Sep '17	11	9.1%



Current Year	4	4	5	3	4	6	5	6	15	17	8	7	8
Prior Year	11	6	6	5	9	6	7	5	9	9	7	8	4
Percent Change from Prior Year	-64%	-33%	-17%	-40%	-56%	0%	-29%	20%	67%	89%	14%	-13%	100%

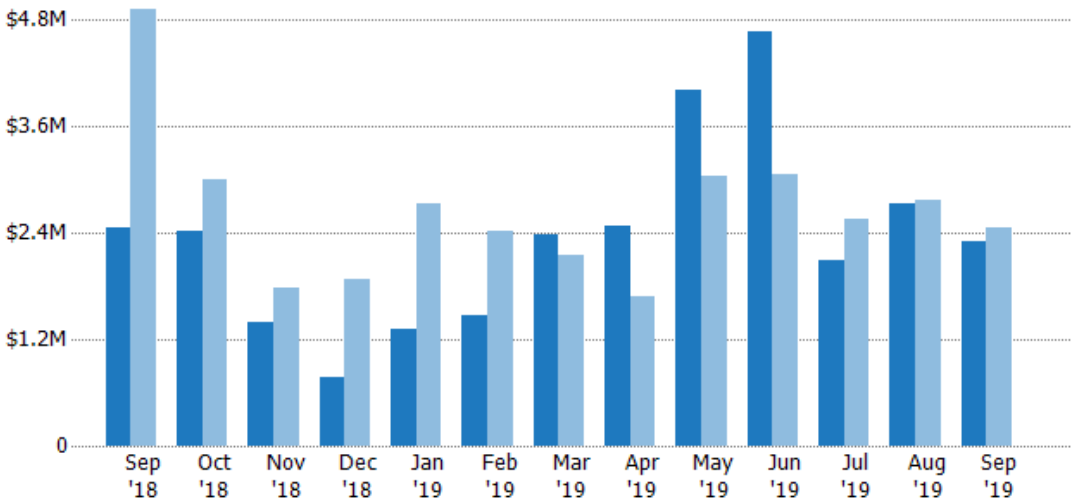
Pending Sales Volume

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.
Sep '19	\$2.3M	-6.3%
Sep '18	\$2.46M	-50.1%
Sep '17	\$4.93M	-41.9%



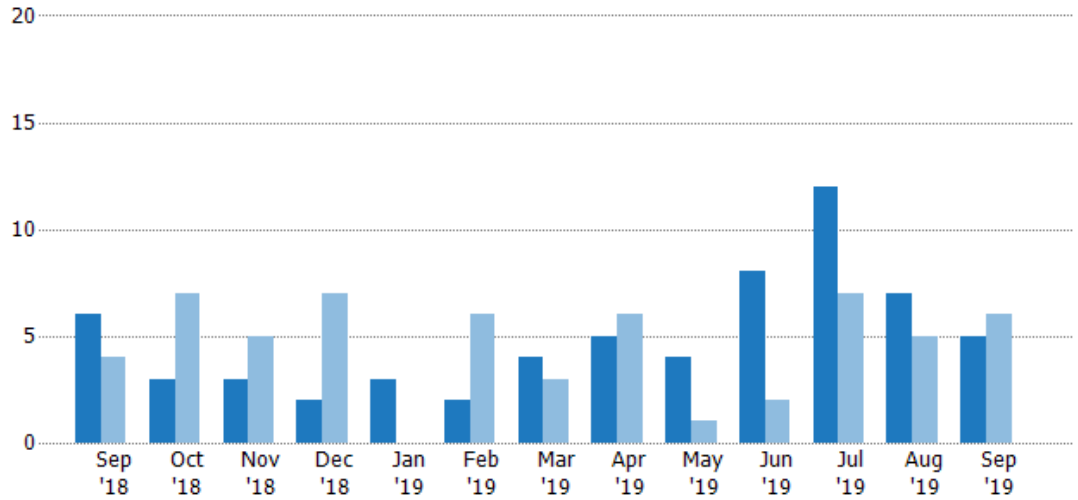
Current Year	\$2.46M	\$2.41M	\$1.4M	\$777K	\$1.32M	\$1.48M	\$2.37M	\$2.48M	\$4.01M	\$4.67M	\$2.09M	\$2.73M	\$2.3M
Prior Year	\$4.93M	\$3M	\$1.78M	\$1.88M	\$2.72M	\$2.42M	\$2.15M	\$1.68M	\$3.05M	\$3.06M	\$2.56M	\$2.78M	\$2.46M
Percent Change from Prior Year	-50%	-20%	-21%	-59%	-52%	-39%	10%	48%	32%	53%	-18%	-2%	-6%

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



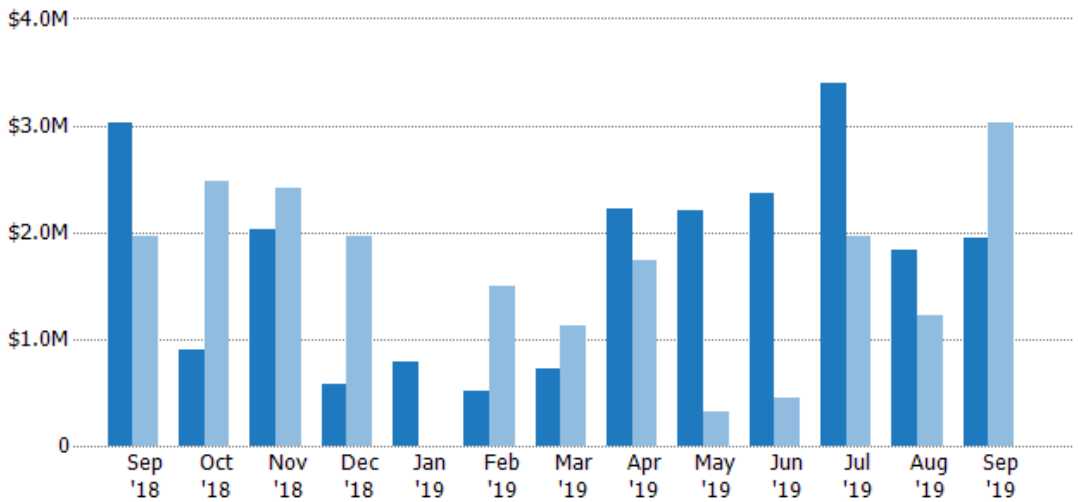
Current Year	6	3	3	2	3	2	4	5	4	8	12	7	5
Prior Year	4	7	5	7	-	6	3	6	1	2	7	5	6
Percent Change from Prior Year	50%	-57%	-40%	-71%	100%	-67%	33%	-17%	300%	300%	71%	40%	-17%

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



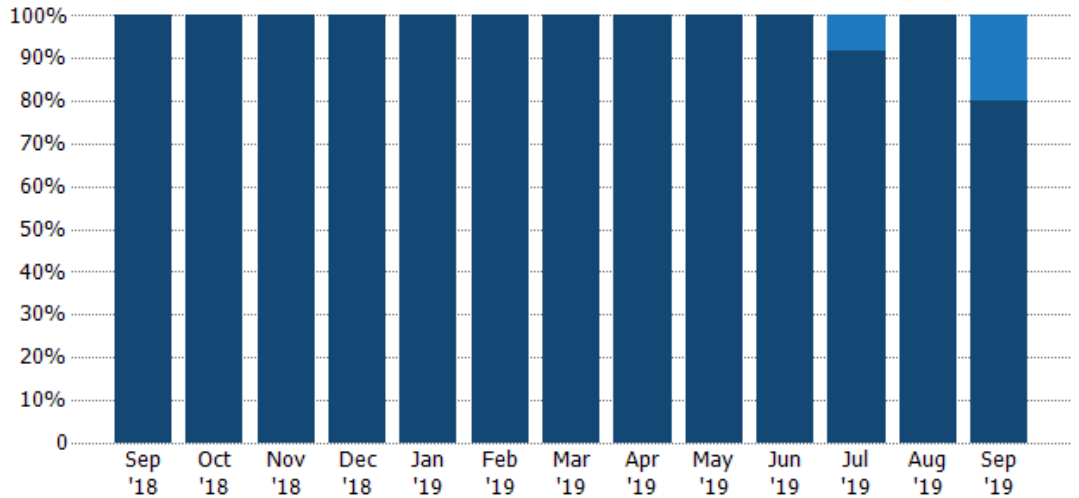
Current Year	\$3.02M	\$896K	\$2.03M	\$577K	\$789K	\$509K	\$719K	\$2.21M	\$2.21M	\$2.37M	\$3.39M	\$1.84M	\$1.95M
Prior Year	\$1.96M	\$2.47M	\$2.41M	\$1.97M	-	\$1.49M	\$1.13M	\$1.73M	\$322K	\$446K	\$1.97M	\$1.22M	\$3.02M
Percent Change from Prior Year	54%	-64%	-16%	-71%	100%	-66%	-36%	28%	585%	432%	72%	51%	-36%

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



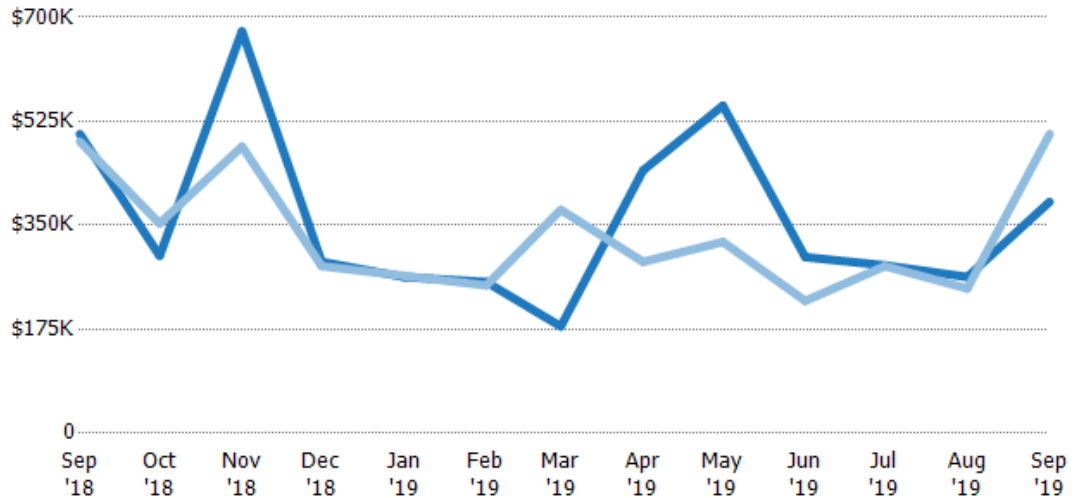
Property Type	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19
Condo/Townhouse	-	-	-	-	-	-	-	-	-	-	8%	-	20%
Single Family Residence	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	92%	100%	80%

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



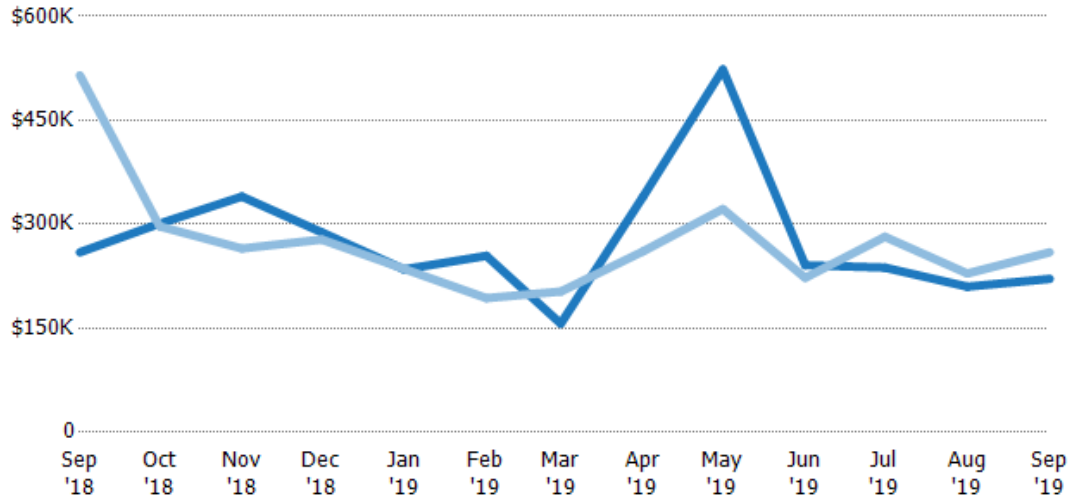
Property Type	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19
Current Year	\$504K	\$299K	\$676K	\$289K	\$263K	\$255K	\$180K	\$442K	\$551K	\$296K	\$283K	\$263K	\$389K
Prior Year	\$491K	\$353K	\$483K	\$281K	\$265K	\$249K	\$376K	\$289K	\$322K	\$223K	\$281K	\$244K	\$504K
Percent Change from Prior Year	3%	-15%	40%	3%	100%	2%	-52%	53%	71%	33%	0%	8%	-23%

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



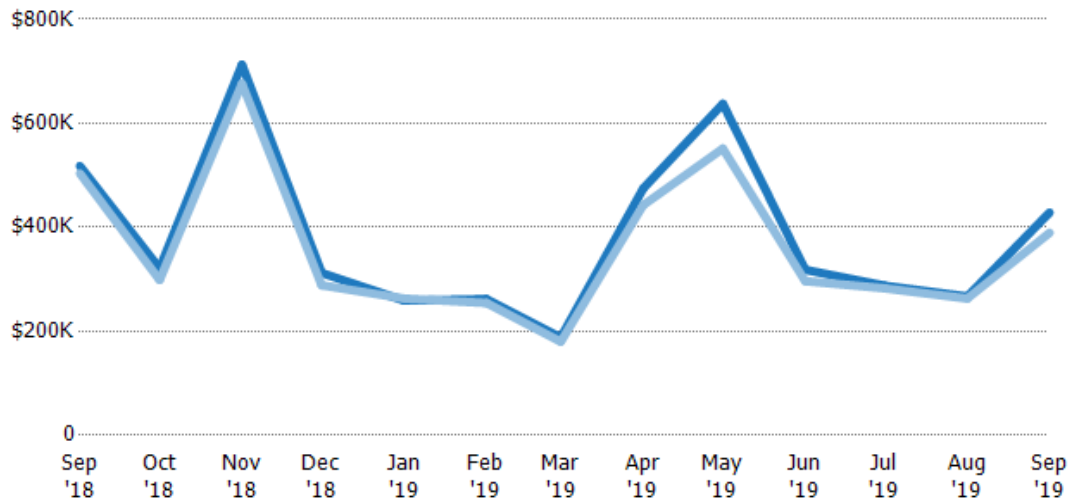
Current Year	\$260K	\$301K	\$340K	\$289K	\$235K	\$255K	\$157K	\$340K	\$523K	\$241K	\$238K	\$210K	\$221K
Prior Year	\$515K	\$297K	\$265K	\$278K	\$236K	\$194K	\$203K	\$261K	\$322K	\$223K	\$282K	\$229K	\$260K
Percent Change from Prior Year	-50%	1%	28%	4%	100%	32%	-23%	30%	63%	8%	-16%	-8%	-15%

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



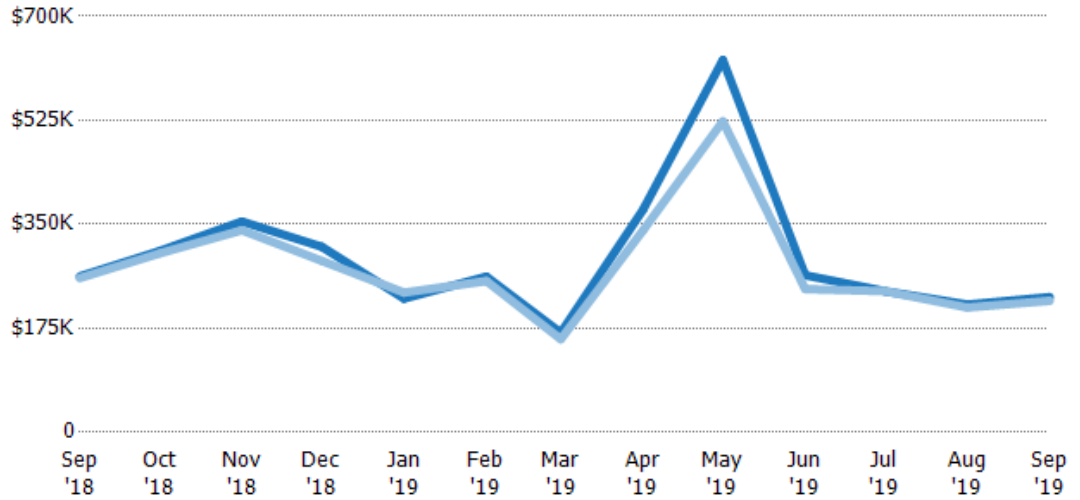
Avg List Price	\$518K	\$321K	\$713K	\$312K	\$259K	\$262K	\$188K	\$475K	\$638K	\$318K	\$288K	\$267K	\$428K
Avg Sales Price	\$504K	\$299K	\$676K	\$289K	\$263K	\$255K	\$180K	\$442K	\$551K	\$296K	\$283K	\$263K	\$389K
Avg Sales Price as a % of Avg List Price	97%	93%	95%	92%	102%	97%	96%	93%	86%	93%	98%	99%	91%

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



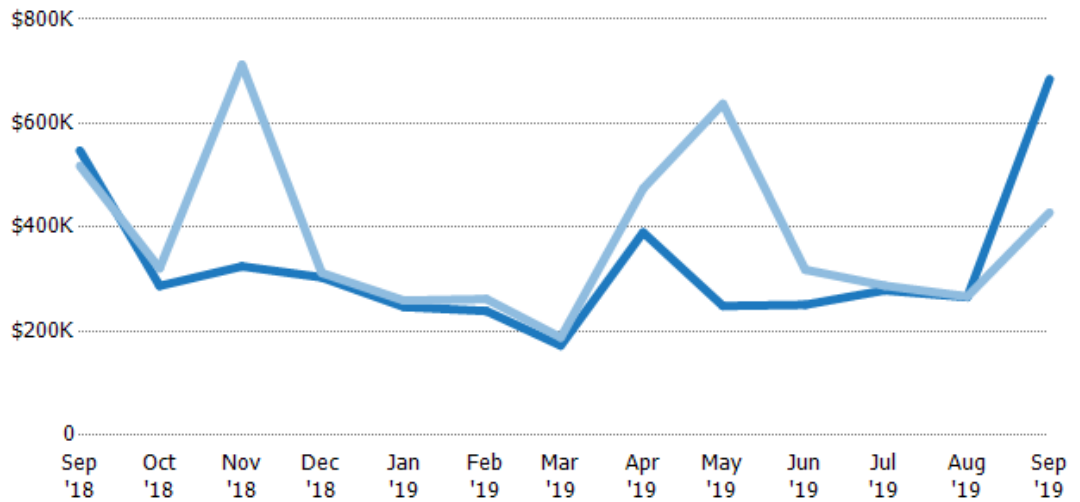
	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19
Median List Price	\$262K	\$305K	\$355K	\$312K	\$225K	\$262K	\$167K	\$375K	\$627K	\$264K	\$237K	\$215K	\$228K
Median Sales Price	\$260K	\$301K	\$340K	\$289K	\$235K	\$255K	\$157K	\$340K	\$523K	\$241K	\$238K	\$210K	\$221K
Med Sales Price as a % of Med List Price	99%	99%	96%	92%	104%	97%	94%	91%	84%	91%	100%	98%	97%

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.

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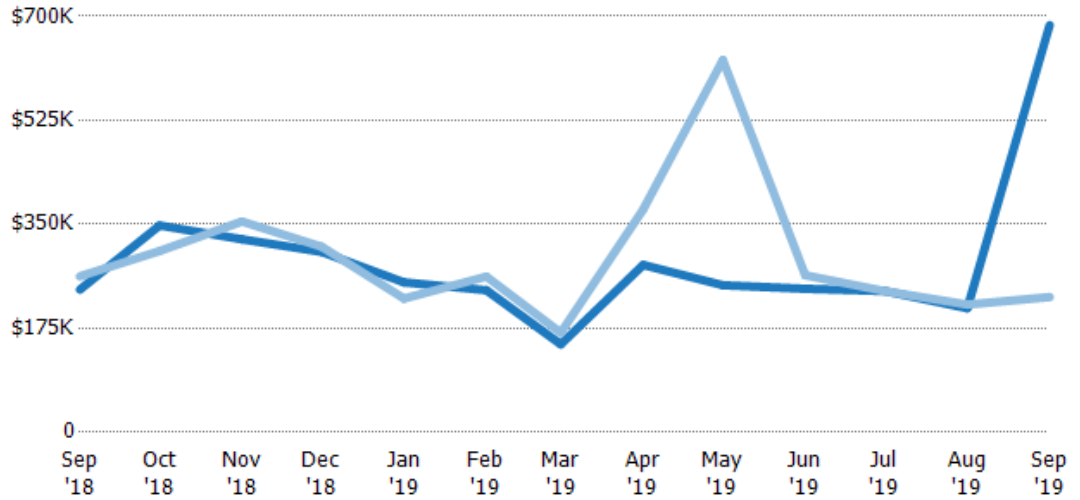
	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19
Avg Est Value	\$548K	\$287K	\$325K	\$304K	\$247K	\$239K	\$173K	\$390K	\$249K	\$251K	\$279K	\$266K	\$685K
Avg Sales Price	\$518K	\$321K	\$713K	\$312K	\$259K	\$262K	\$188K	\$475K	\$638K	\$318K	\$288K	\$267K	\$428K
Avg Sales Price as a % of Avg Est Value	95%	112%	219%	103%	105%	110%	109%	122%	256%	127%	103%	101%	63%

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

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	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19
Median Est Value	\$240K	\$348K	\$325K	\$304K	\$252K	\$239K	\$148K	\$282K	\$248K	\$241K	\$238K	\$209K	\$685K
Median Sales Price	\$262K	\$305K	\$355K	\$312K	\$225K	\$262K	\$167K	\$375K	\$627K	\$264K	\$237K	\$215K	\$228K
Med Sales Price as a % of Med Est Value	109%	88%	109%	103%	89%	110%	113%	133%	253%	109%	100%	103%	33%