

Summary of Key Listing and Sales Metrics

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

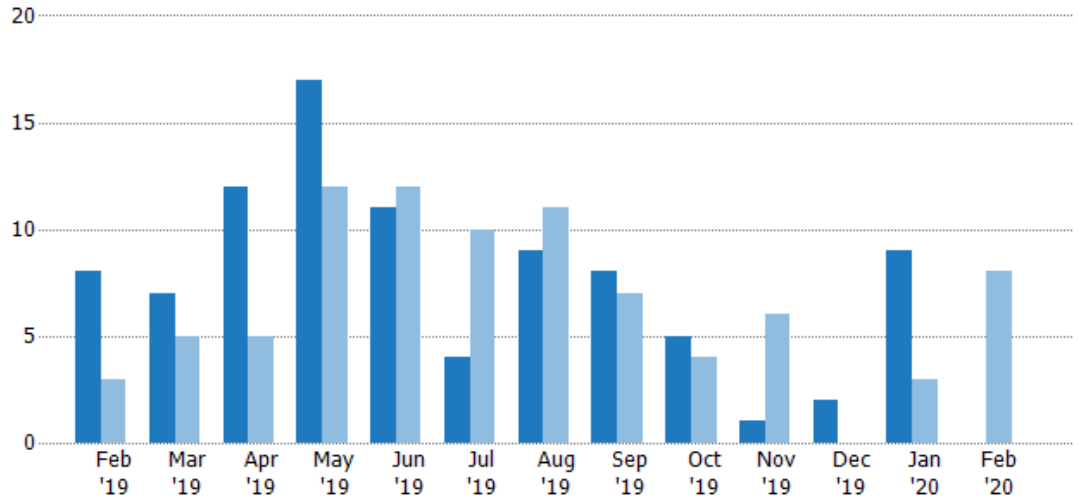
Key Metrics	Feb 2020	Feb 2019	+ / -	YTD 2020	YTD 2019	+ / -
Listing Activity Charts Metrics						
New Listing Count	–	8	–	9	11	-18.2%
New Listing Volume	–	\$3,624,800	–	\$3,000,800	\$4,299,700	-30.2%
Active Listing Count	21	44	-52.3%	N/A	N/A	
Active Listing Volume	\$9,062,600	\$16,818,443	-46.1%	N/A	N/A	
Average Listing Price	\$431,552	\$382,237	+12.9%	\$420,580	\$367,575	+14.4%
Median Listing Price	\$339,000	\$274,000	+23.7%	\$338,600	\$264,787	+27.9%
Median Days in RPR	293	195.5	+49.9%	261.13	191.6	+36.3%
Months of Inventory	2.3	14.7	-84.1%	9	14.2	-36.5%
Absorption Rate	42.86%	6.82%	+36%	11.11%	7.06%	+4.1%
Sales Activity Charts Metrics						
New Pending Sales Count	2	5	-60%	9	9	+–
New Pending Sales Volume	\$578,900	\$1,040,800	-44.4%	\$2,424,800	\$2,358,800	+2.8%
Pending Sales Count	5	6	-16.7%	N/A	N/A	
Pending Sales Volume	\$1,581,900	\$1,475,800	+7.2%	N/A	N/A	
Closed Sales Count	3	2	+50%	12	5	+140%
Closed Sales Volume	\$753,900	\$509,000	+48.1%	\$2,949,900	\$1,298,000	+127.3%
Average Sales Price	\$251,300	\$254,500	-1.3%	\$245,825	\$259,600	-5.3%
Median Sales Price	\$259,900	\$254,500	+2.1%	\$275,350	\$242,800	+13.4%

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



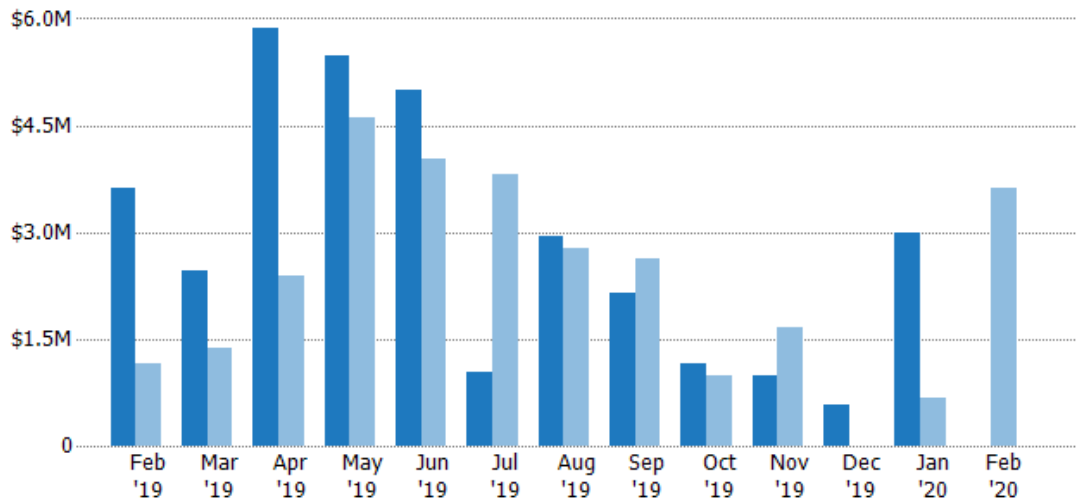
Current Year	8	7	12	17	11	4	9	8	5	1	2	9	-
Prior Year	3	5	5	12	12	10	11	7	4	6	-	3	8
Percent Change from Prior Year	167%	40%	140%	42%	-8%	-60%	-18%	14%	25%	-83%	100%	200%	-100%

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	\$3.62M	\$2.47M	\$5.86M	\$5.48M	\$5M	\$1.04M	\$2.95M	\$2.13M	\$1.15M	\$995K	\$567K	\$3M	-
Prior Year	\$1.15M	\$1.37M	\$2.39M	\$4.6M	\$4.03M	\$3.82M	\$2.78M	\$2.62M	\$986K	\$1.66M	-	\$675K	\$3.62M
Percent Change from Prior Year	216%	80%	146%	19%	24%	-73%	6%	-18%	16%	-40%	100%	345%	-100%

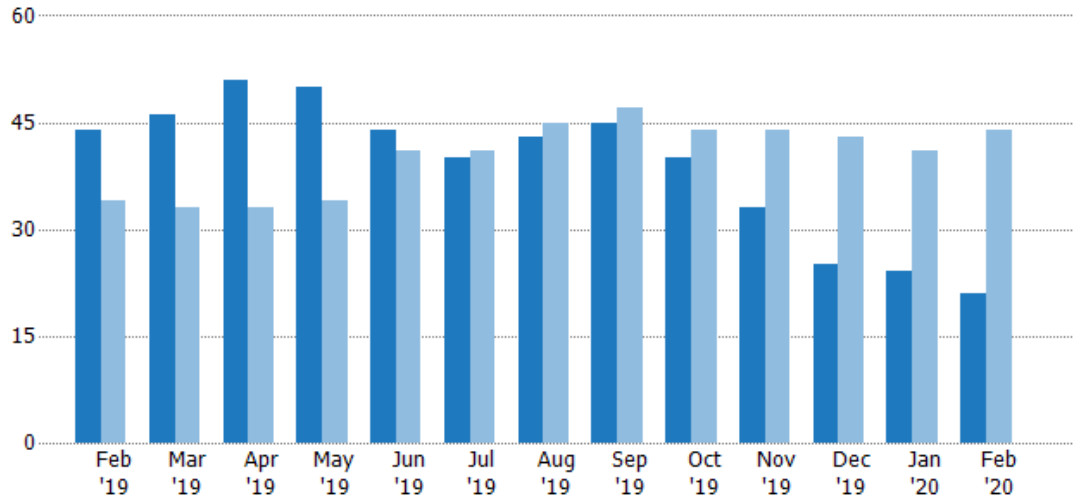
Active Listings

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.
Feb '20	21	-52.3%
Feb '19	44	29.4%
Feb '18	34	2.9%



Current Year	44	46	51	50	44	40	43	45	40	33	25	24	21
Prior Year	34	33	33	34	41	41	45	47	44	44	43	41	44
Percent Change from Prior Year	29%	39%	55%	47%	7%	-2%	-4%	-4%	-9%	-25%	-42%	-41%	-52%

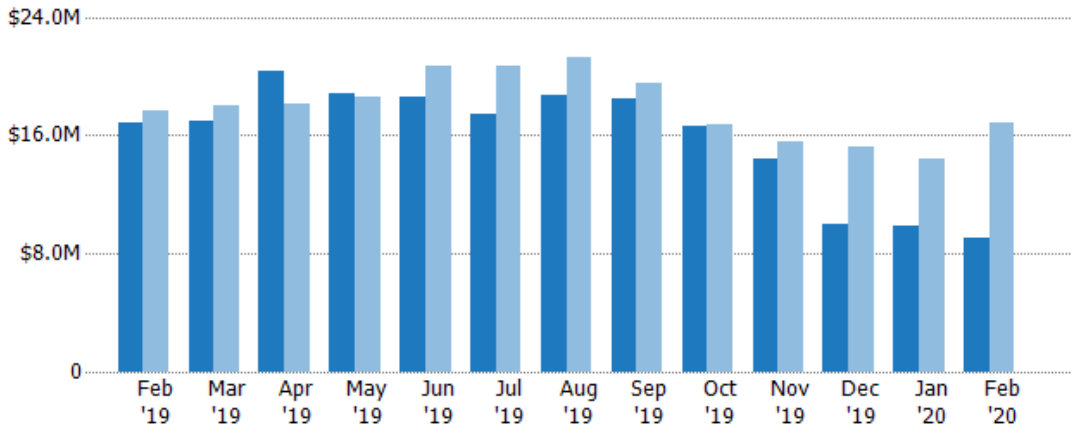
Active Listing Volume

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.
Feb '20	\$9.06M	-46.1%
Feb '19	\$16.8M	-5.1%
Feb '18	\$17.7M	6.8%



Current Year	\$16.8M	\$17M	\$20.3M	\$18.9M	\$18.6M	\$17.5M	\$18.7M	\$18.5M	\$16.7M	\$14.4M	\$10M	\$9.86M	\$9.06M
Prior Year	\$17.7M	\$18M	\$18.2M	\$18.6M	\$20.7M	\$20.7M	\$21.3M	\$19.6M	\$16.7M	\$15.6M	\$15.3M	\$14.4M	\$16.8M
Percent Change from Prior Year	-5%	-6%	12%	1%	-10%	-16%	-12%	-5%	0%	-8%	-34%	-32%	-46%

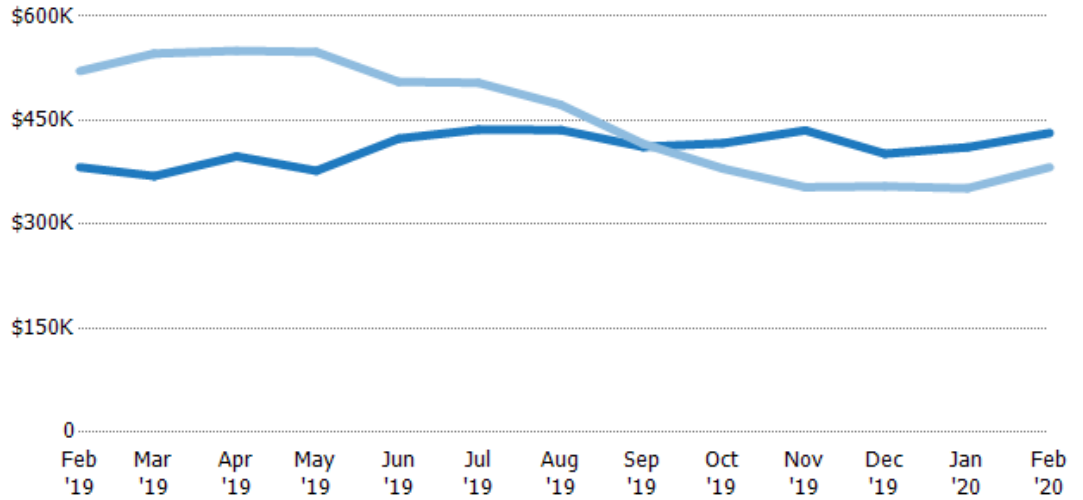
Average Listing Price

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.
Feb '20	\$432K	12.9%
Feb '19	\$382K	-26.6%
Feb '18	\$521K	3.8%



Current Year	\$382K	\$370K	\$398K	\$377K	\$424K	\$437K	\$436K	\$412K	\$417K	\$435K	\$402K	\$411K	\$432K
Prior Year	\$521K	\$546K	\$550K	\$549K	\$505K	\$504K	\$472K	\$416K	\$380K	\$353K	\$355K	\$352K	\$382K
Percent Change from Prior Year	-27%	-32%	-28%	-31%	-16%	-13%	-8%	-1%	10%	23%	13%	17%	13%

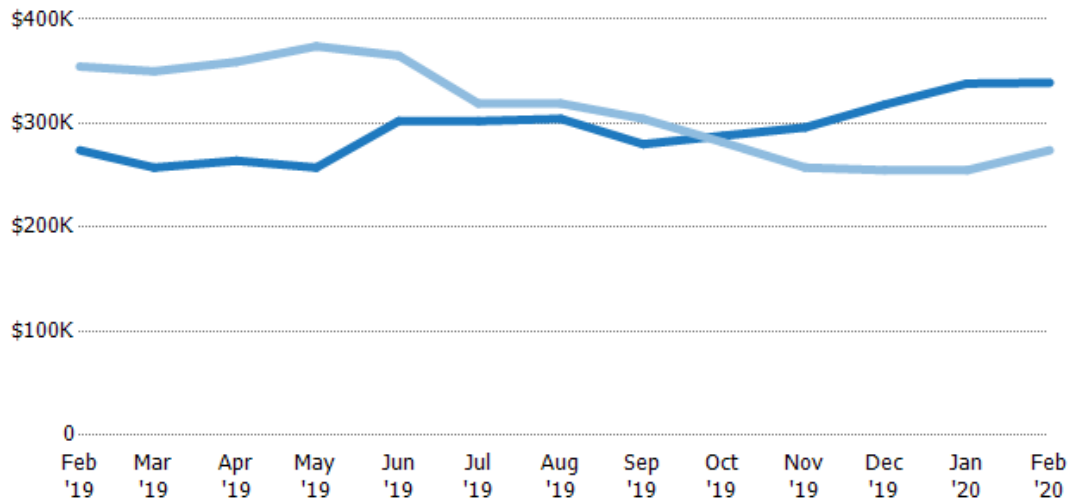
Median Listing Price

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.
Feb '20	\$339K	23.7%
Feb '19	\$274K	-22.7%
Feb '18	\$355K	-15.7%



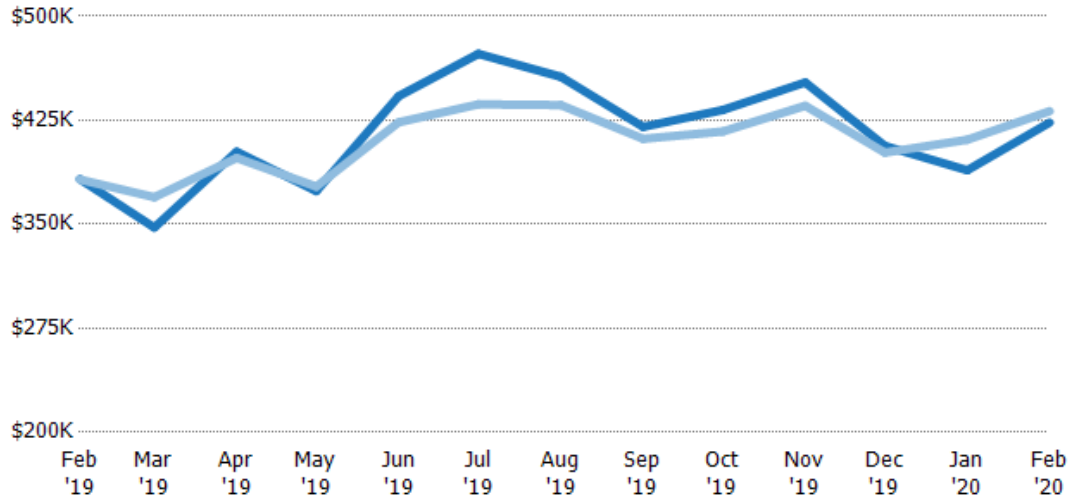
Current Year	\$274K	\$257K	\$264K	\$257K	\$302K	\$302K	\$304K	\$280K	\$288K	\$296K	\$318K	\$338K	\$339K
Prior Year	\$355K	\$350K	\$359K	\$374K	\$365K	\$319K	\$319K	\$304K	\$282K	\$257K	\$255K	\$255K	\$274K
Percent Change from Prior Year	-23%	-26%	-26%	-31%	-17%	-5%	-5%	-8%	2%	15%	25%	33%	24%

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



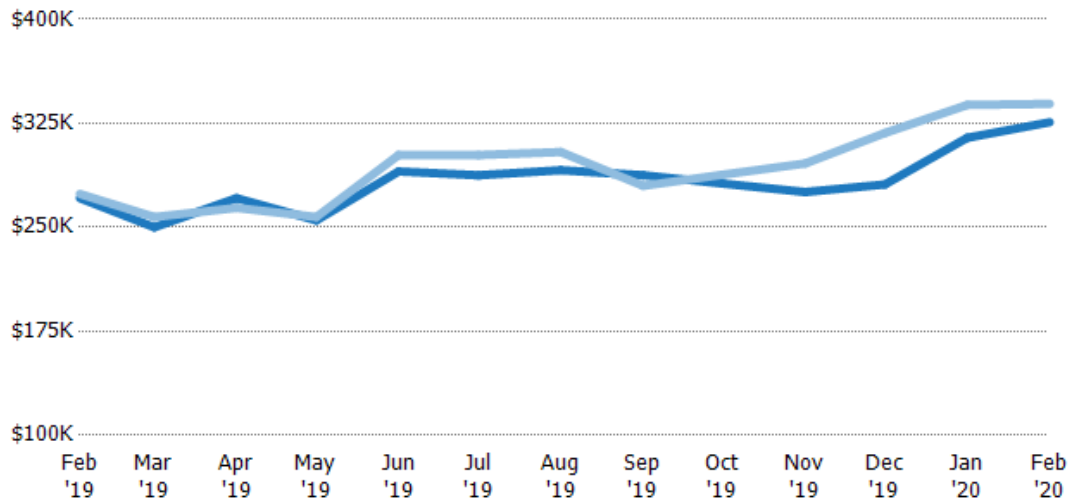
	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20
Avg Est Value	\$383K	\$348K	\$402K	\$374K	\$442K	\$473K	\$456K	\$420K	\$432K	\$452K	\$407K	\$389K	\$423K
Avg Listing Price	\$382K	\$370K	\$398K	\$377K	\$424K	\$437K	\$436K	\$412K	\$417K	\$435K	\$402K	\$411K	\$432K
Avg Listing Price as a % of Avg Est Value	100%	106%	99%	101%	96%	92%	96%	98%	96%	96%	99%	106%	102%

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



	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20
Median Est Value	\$271K	\$250K	\$271K	\$255K	\$290K	\$288K	\$291K	\$288K	\$282K	\$275K	\$281K	\$315K	\$326K
Median Listing Price	\$274K	\$257K	\$264K	\$257K	\$302K	\$302K	\$304K	\$280K	\$288K	\$296K	\$318K	\$338K	\$339K
Med Listing Price as a % of Med Est Value	101%	103%	97%	101%	104%	105%	105%	97%	102%	107%	113%	108%	104%

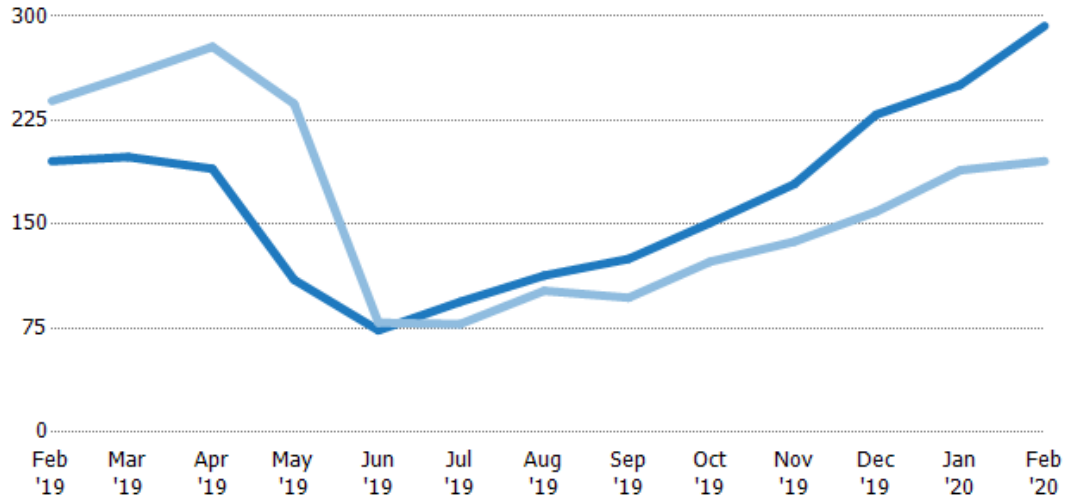
Median Days in RPR

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.
Feb '20	293	49.9%
Feb '19	196	-18.2%
Feb '18	239	-18.8%



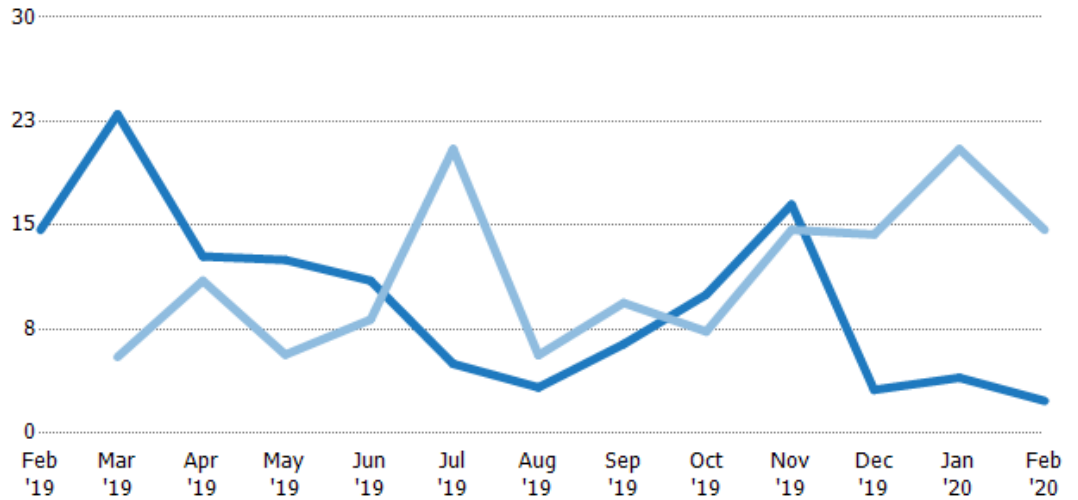
	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20
Current Year	196	199	190	110	73.5	94	113	125	151	179	229	251	293
Prior Year	239	257	278	237	79	78	102	97	123	138	159	189	196
Percent Change from Prior Year	-18%	-23%	-32%	-54%	-7%	21%	11%	29%	23%	30%	44%	33%	50%

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



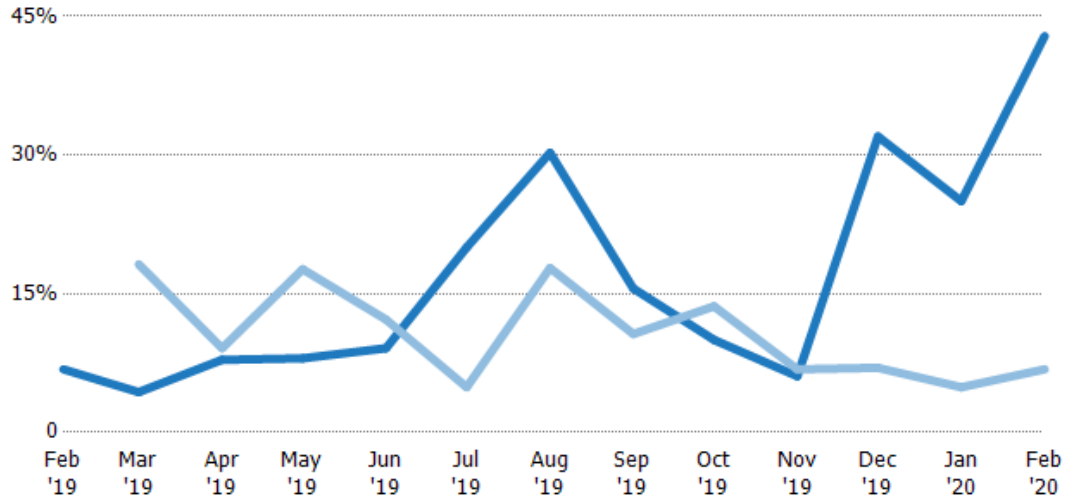
	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20
Current Year	14.7	23	12.8	12.5	11	5	3.31	6.43	10	16.5	3.13	4	2.33
Prior Year	-	5.5	11	5.67	8.2	20.5	5.63	9.4	7.33	14.7	14.3	20.5	14.7
Percent Change from Prior Year	100%	318%	16%	121%	34%	-76%	-41%	-32%	36%	13%	-78%	-80%	-84%

Absorption Rate

The percentage of inventory sold per month.

Filters Used

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 Family Residence



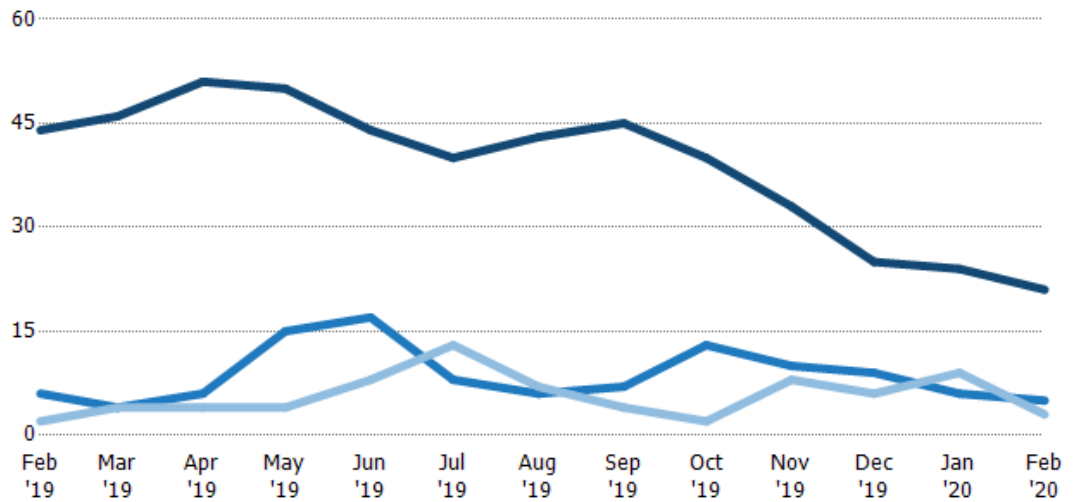
	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20
Current Year	7%	4%	8%	8%	9%	20%	30%	16%	10%	6%	32%	25%	43%
Prior Year	-	18%	9%	18%	12%	5%	18%	11%	14%	7%	7%	5%	7%
Change from Prior Year	-7%	14%	1%	10%	3%	-15%	-12%	-5%	4%	1%	-25%	-20%	-36%

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



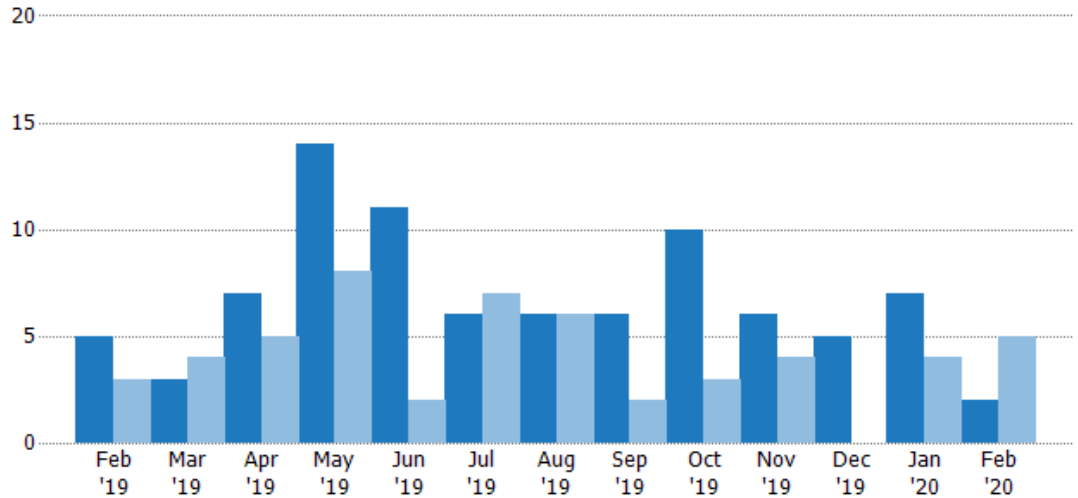
	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20
Active	44	46	51	50	44	40	43	45	40	33	25	24	21
Pending	6	4	6	15	17	8	6	7	13	10	9	6	5
Sold	2	4	4	4	8	13	7	4	2	8	6	9	3

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



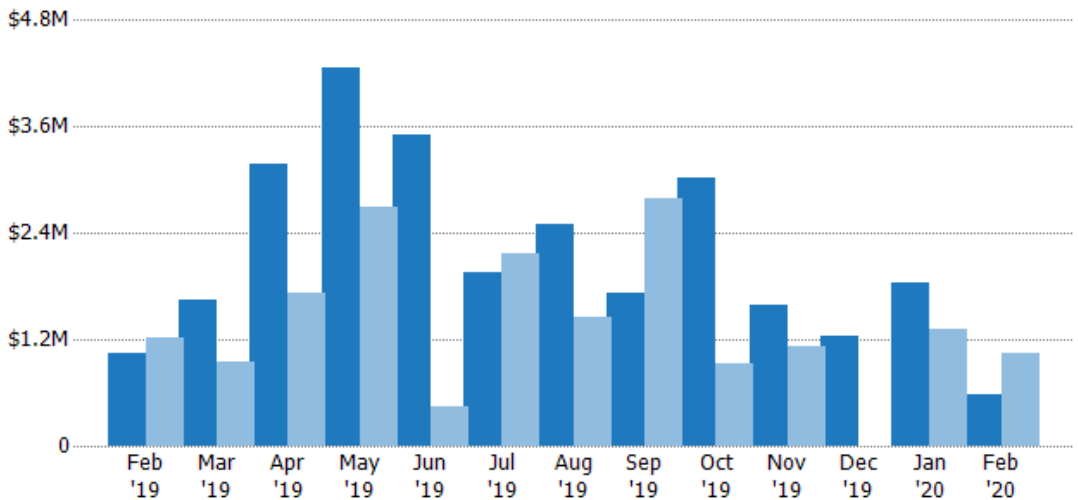
Current Year	5	3	7	14	11	6	6	6	10	6	5	7	2
Prior Year	3	4	5	8	2	7	6	2	3	4	-	4	5
Percent Change from Prior Year	67%	-25%	40%	75%	450%	-14%	0%	200%	233%	50%	100%	75%	-60%

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	\$1.04M	\$1.65M	\$3.18M	\$4.26M	\$3.5M	\$1.95M	\$2.51M	\$1.71M	\$3.02M	\$1.59M	\$1.24M	\$1.85M	\$579K
Prior Year	\$1.21M	\$938K	\$1.72M	\$2.7M	\$450K	\$2.16M	\$1.44M	\$2.79M	\$919K	\$1.13M	-	\$1.32M	\$1.04M
Percent Change from Prior Year	-14%	76%	85%	58%	677%	-10%	74%	-39%	229%	41%	100%	40%	-44%

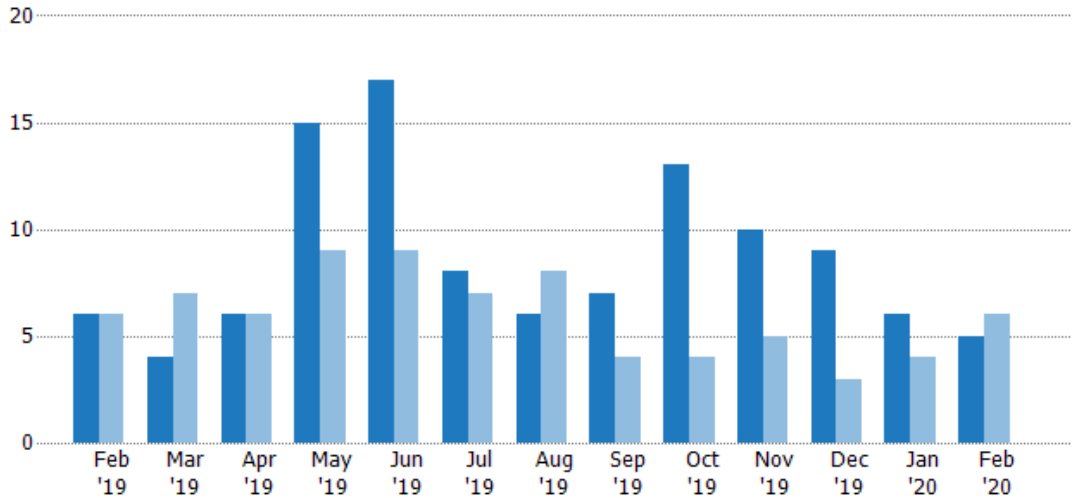
Pending Sales

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.
Feb '20	5	-16.7%
Feb '19	6	0%
Feb '18	6	0%



Current Year	6	4	6	15	17	8	6	7	13	10	9	6	5
Prior Year	6	7	6	9	9	7	8	4	4	5	3	4	6
Percent Change from Prior Year	0%	-43%	0%	67%	89%	14%	-25%	75%	225%	100%	200%	50%	-17%

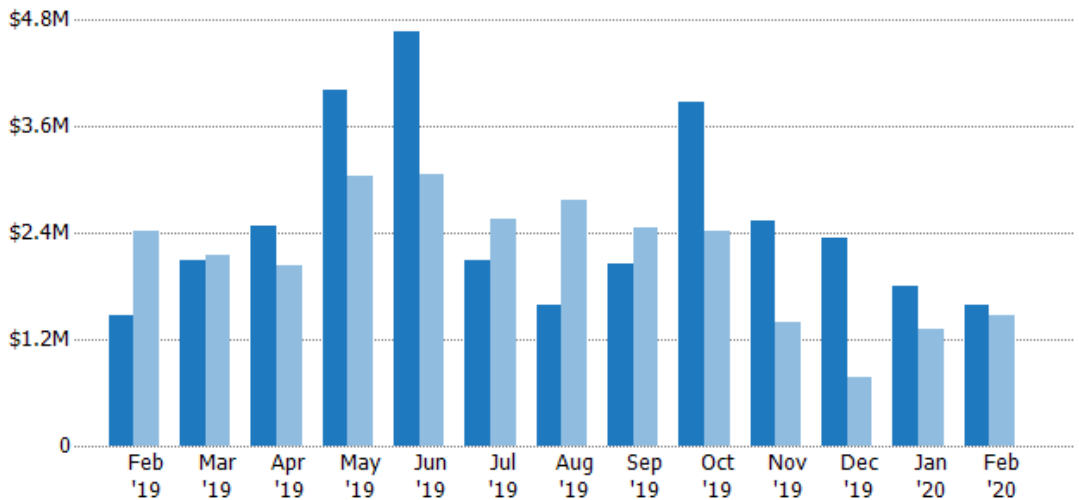
Pending Sales Volume

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.
Feb '20	\$1.58M	7.2%
Feb '19	\$1.48M	-39%
Feb '18	\$2.42M	-44.2%



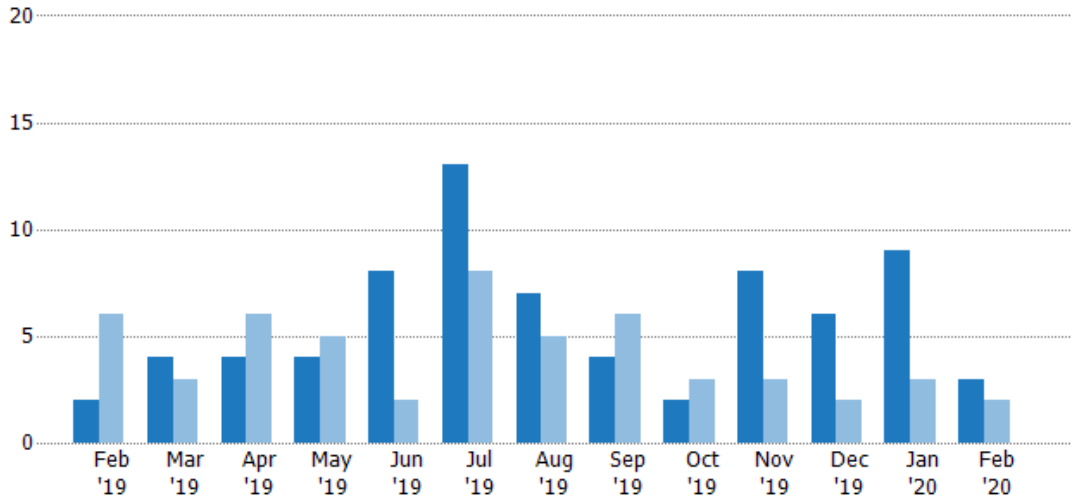
Current Year	\$1.48M	\$2.1M	\$2.48M	\$4.01M	\$4.67M	\$2.09M	\$1.58M	\$2.05M	\$3.87M	\$2.54M	\$2.33M	\$1.8M	\$1.58M
Prior Year	\$2.42M	\$2.15M	\$2.03M	\$3.05M	\$3.06M	\$2.56M	\$2.78M	\$2.46M	\$2.41M	\$1.4M	\$777K	\$1.32M	\$1.48M
Percent Change from Prior Year	-39%	-3%	22%	32%	53%	-18%	-43%	-16%	60%	81%	200%	37%	7%

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



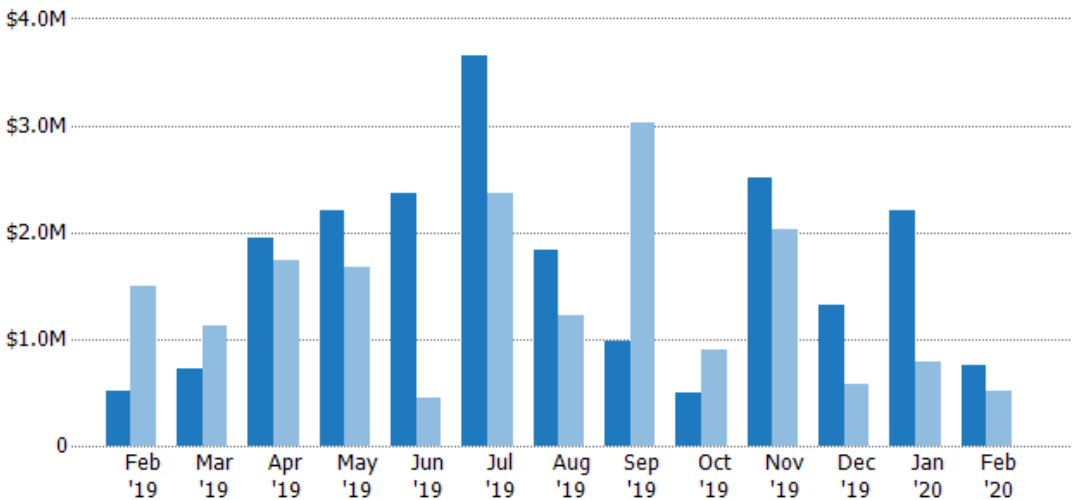
Month/Year	Count	% Chg.
Feb '20	3	50%
Feb '19	2	-66.7%
Feb '18	6	-83.3%

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



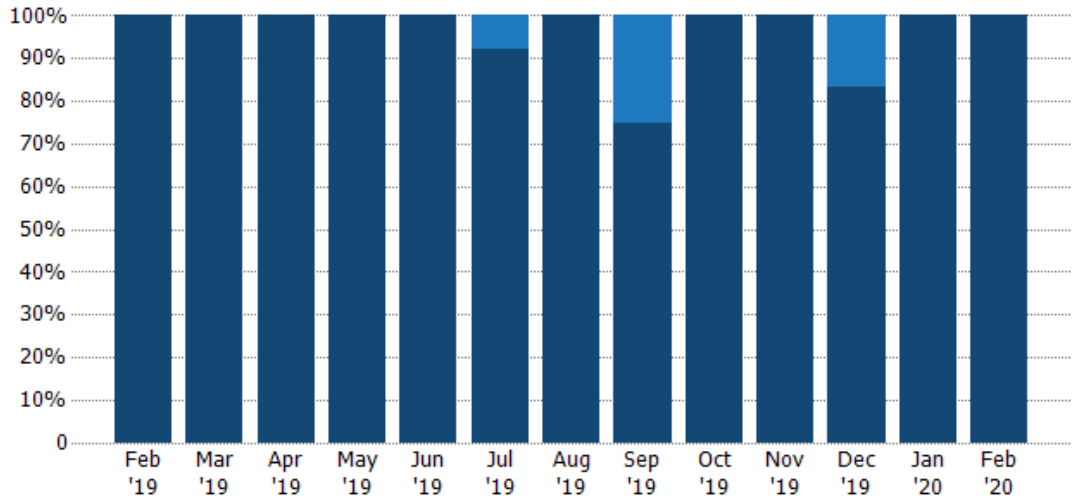
Month/Year	Volume	% Chg.
Feb '20	\$754K	48.1%
Feb '19	\$509K	-65.9%
Feb '18	\$1.49M	-87.3%

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



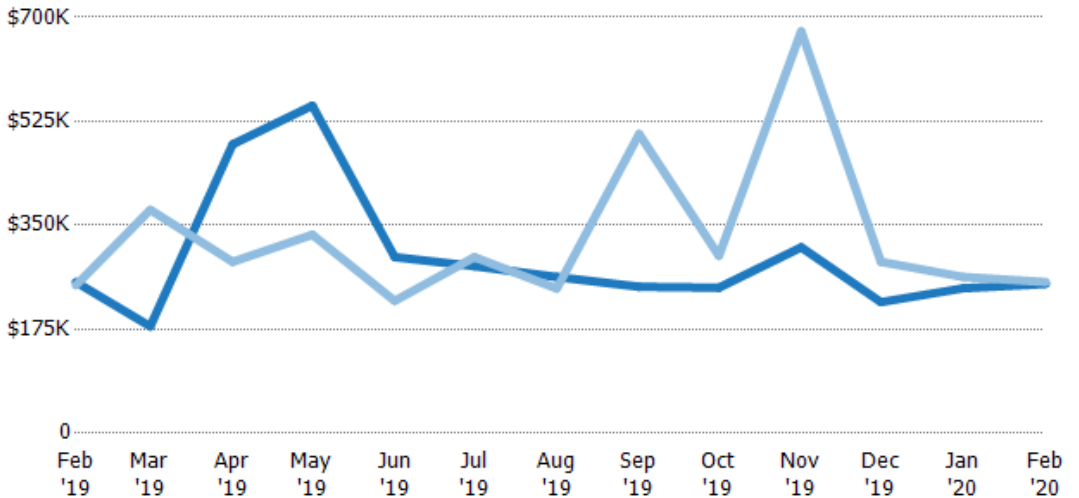
Condo/Townhouse	-	-	-	-	-	8%	-	25%	-	-	17%	-	-
Single Family Residence	100%	100%	100%	100%	100%	92%	100%	75%	100%	100%	83%	100%	100%

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	\$255K	\$180K	\$486K	\$551K	\$296K	\$281K	\$263K	\$247K	\$245K	\$313K	\$221K	\$244K	\$251K
Prior Year	\$249K	\$376K	\$289K	\$334K	\$223K	\$296K	\$244K	\$504K	\$299K	\$676K	\$289K	\$263K	\$255K
Percent Change from Prior Year	2%	-52%	69%	65%	33%	-5%	8%	-51%	-18%	-54%	-24%	-7%	-1%

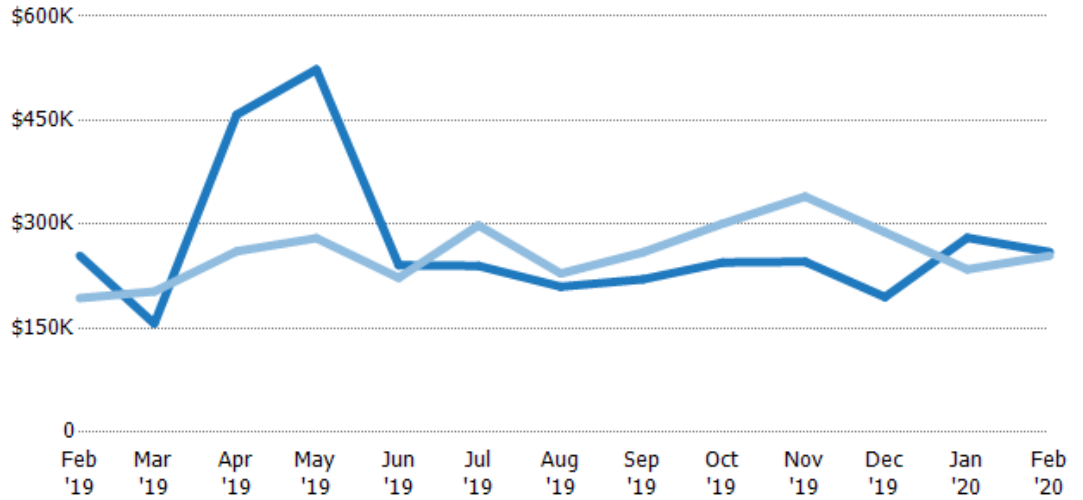
Median Sales Price

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

Month/Year	Price	% Chg.
Feb '20	\$260K	2.1%
Feb '19	\$255K	31.5%
Feb '18	\$194K	-1.8%



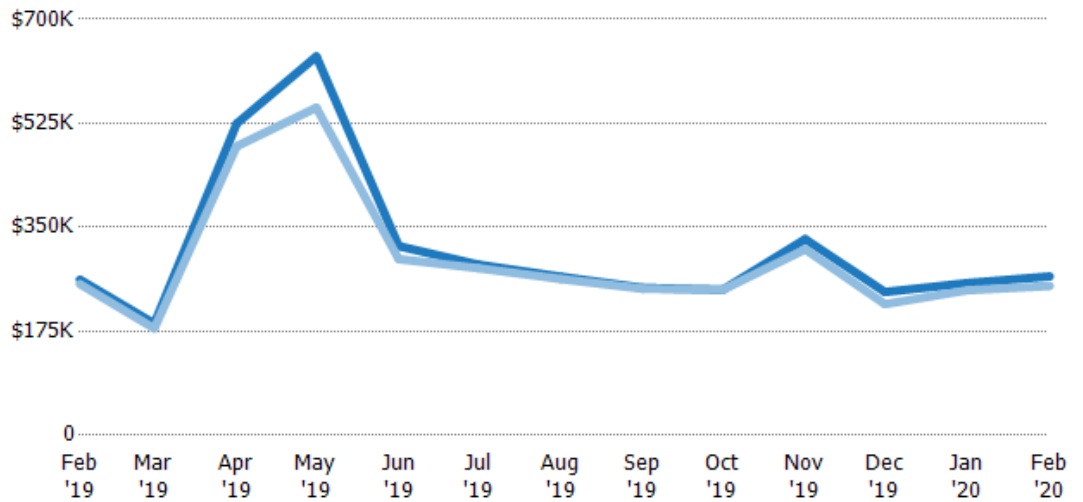
Current Year	\$255K	\$157K	\$458K	\$523K	\$241K	\$240K	\$210K	\$221K	\$245K	\$246K	\$195K	\$281K	\$260K
Prior Year	\$194K	\$203K	\$261K	\$280K	\$223K	\$299K	\$229K	\$260K	\$301K	\$340K	\$289K	\$235K	\$255K
Percent Change from Prior Year	32%	-23%	75%	87%	8%	-20%	-8%	-15%	-19%	-28%	-32%	19%	2%

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



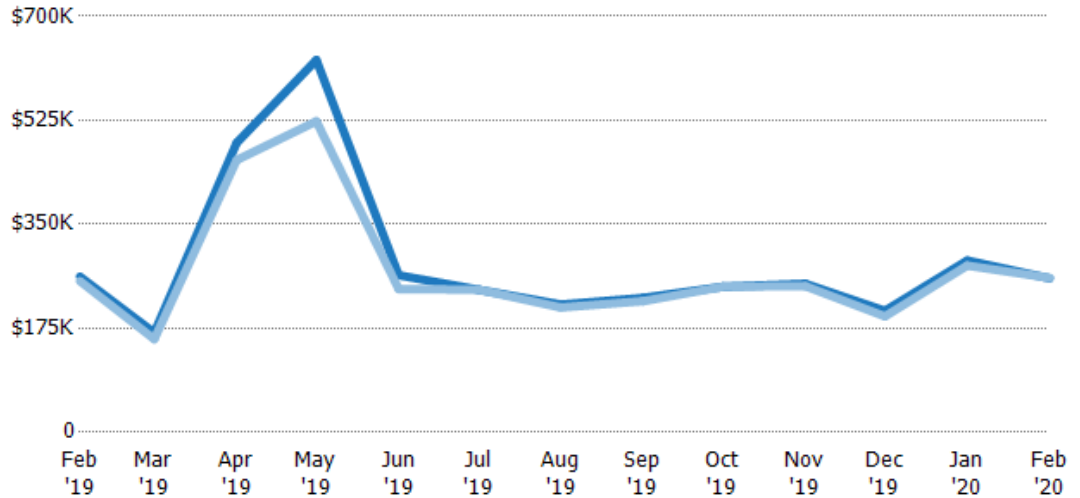
Avg List Price	\$262K	\$188K	\$524K	\$638K	\$318K	\$287K	\$267K	\$248K	\$245K	\$330K	\$241K	\$256K	\$267K
Avg Sales Price	\$255K	\$180K	\$486K	\$551K	\$296K	\$281K	\$263K	\$247K	\$245K	\$313K	\$221K	\$244K	\$251K
Avg Sales Price as a % of Avg List Price	97%	96%	93%	86%	93%	98%	99%	99%	100%	95%	92%	95%	94%

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



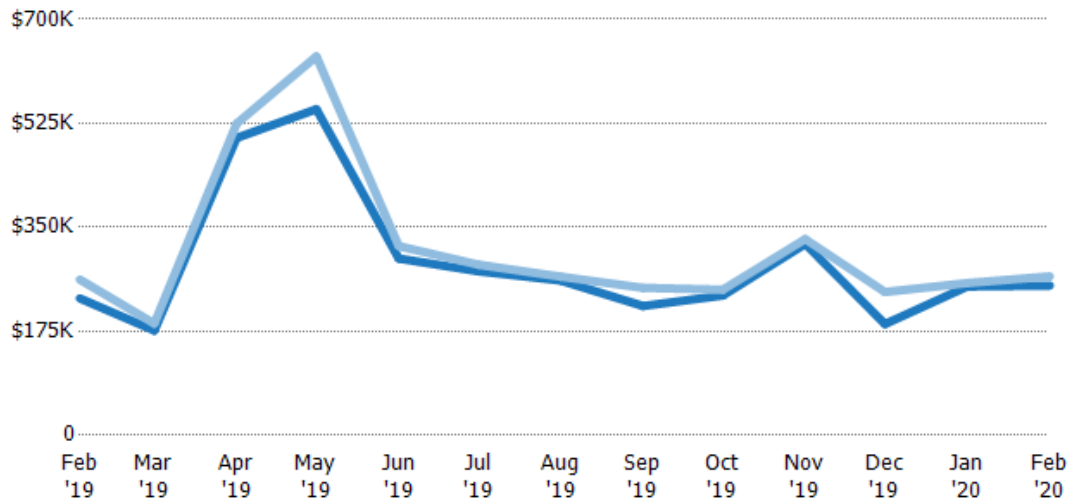
	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20
Median List Price	\$262K	\$167K	\$487K	\$627K	\$264K	\$240K	\$215K	\$226K	\$245K	\$250K	\$204K	\$289K	\$259K
Median Sales Price	\$255K	\$157K	\$458K	\$523K	\$241K	\$240K	\$210K	\$221K	\$245K	\$246K	\$195K	\$281K	\$260K
Med Sales Price as a % of Med List Price	97%	94%	94%	84%	91%	100%	98%	98%	100%	98%	95%	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



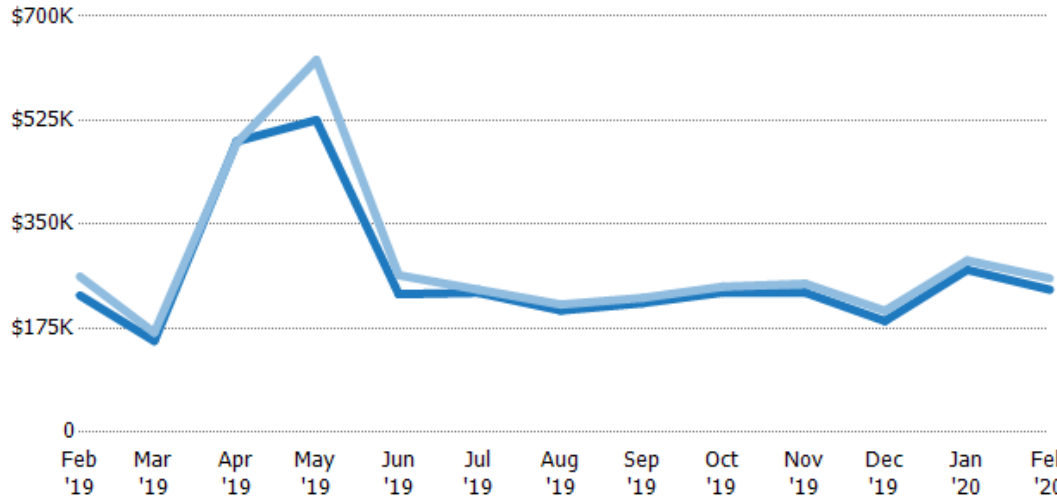
	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20
Avg Est Value	\$230K	\$176K	\$500K	\$549K	\$297K	\$276K	\$260K	\$217K	\$235K	\$322K	\$187K	\$250K	\$252K
Avg Sales Price	\$262K	\$188K	\$524K	\$638K	\$318K	\$287K	\$267K	\$248K	\$245K	\$330K	\$241K	\$256K	\$267K
Avg Sales Price as a % of Avg Est Value	114%	107%	105%	116%	107%	104%	102%	114%	104%	103%	129%	102%	106%

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



	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20
Median Est Value	\$230K	\$154K	\$490K	\$525K	\$232K	\$235K	\$205K	\$217K	\$235K	\$235K	\$187K	\$273K	\$240K
Median Sales Price	\$262K	\$167K	\$487K	\$627K	\$264K	\$240K	\$215K	\$226K	\$245K	\$250K	\$204K	\$289K	\$259K
Med Sales Price as a % of Med Est Value	114%	109%	99%	119%	114%	102%	105%	104%	104%	106%	109%	106%	108%