

## Summary of Key Listing and Sales Metrics

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

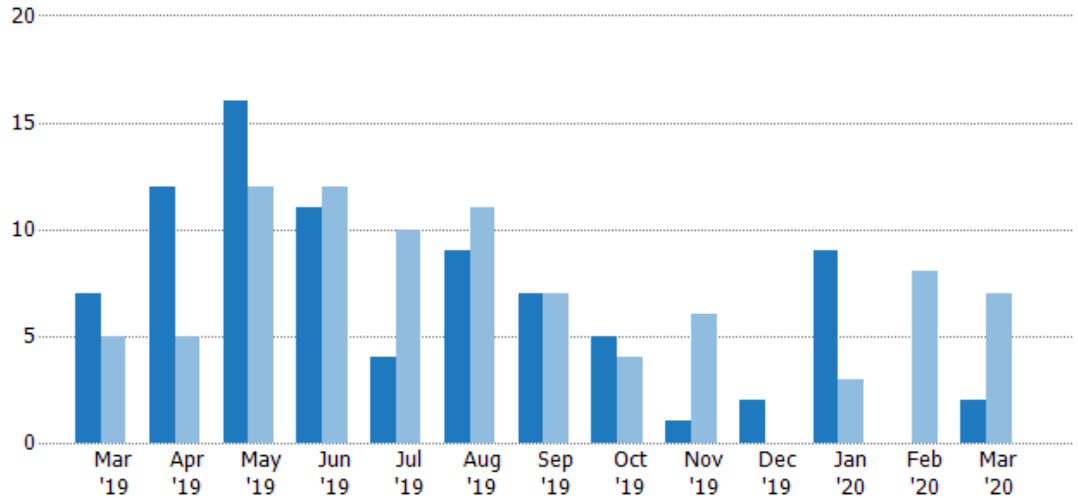
Key Metrics	Mar 2020	Mar 2019	+ / -	YTD 2020	YTD 2019	+ / -
<b>Listing Activity Charts Metrics</b>						
New Listing Count	2	7	-71.4%	11	18	-38.9%
New Listing Volume	\$849,800	\$2,469,300	-65.6%	\$3,835,600	\$6,769,000	-43.3%
Active Listing Count	23	46	-50%	N/A	N/A	
Active Listing Volume	\$9,759,900	\$16,997,200	-42.6%	N/A	N/A	
Average Listing Price	\$424,343	\$369,504	+14.8%	\$415,086	\$368,253	+12.7%
Median Listing Price	\$340,000	\$257,400	+32.1%	\$338,557	\$262,193	+29.1%
Median Days in RPR	301	198.5	+51.6%	261.77	194.67	+34.5%
Months of Inventory	7.7	23	-66.7%	7.8	14.6	-46.6%
Absorption Rate	13.04%	4.35%	+8.7%	12.86%	6.87%	+6%
<b>Sales Activity Charts Metrics</b>						
New Pending Sales Count	—	3	—	9	12	-25%
New Pending Sales Volume	—	\$1,649,000	—	\$2,424,800	\$4,007,800	-39.5%
Pending Sales Count	3	4	-25%	N/A	N/A	
Pending Sales Volume	\$1,057,000	\$2,097,900	-49.6%	N/A	N/A	
Closed Sales Count	2	4	-50%	13	9	+44.4%
Closed Sales Volume	\$524,900	\$719,400	-27%	\$3,354,800	\$2,017,400	+66.3%
Average Sales Price	\$262,450	\$179,850	+45.9%	\$258,062	\$224,156	+15.1%
Median Sales Price	\$262,450	\$156,700	+67.5%	\$274,354	\$204,533	+34.1%

## 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



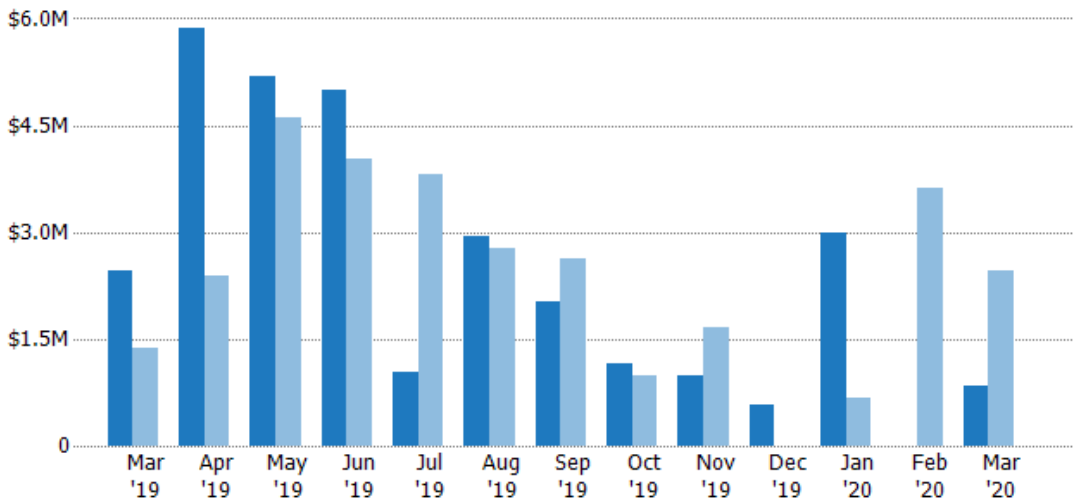
Current Year	7	12	16	11	4	9	7	5	1	2	9	-	2
Prior Year	5	5	12	12	10	11	7	4	6	-	3	8	7
Percent Change from Prior Year	40%	140%	33%	-8%	-60%	-18%	0%	25%	-83%	100%	200%	-100%	-71%

## 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	\$2.47M	\$5.86M	\$5.2M	\$5M	\$1.04M	\$2.94M	\$2.01M	\$1.15M	\$995K	\$567K	\$2.99M	-	\$850K
Prior Year	\$1.37M	\$2.39M	\$4.6M	\$4.03M	\$3.82M	\$2.78M	\$2.62M	\$986K	\$1.66M	-	\$675K	\$3.62M	\$2.47M
Percent Change from Prior Year	80%	146%	13%	24%	-73%	6%	-23%	16%	-40%	100%	342%	-100%	-66%

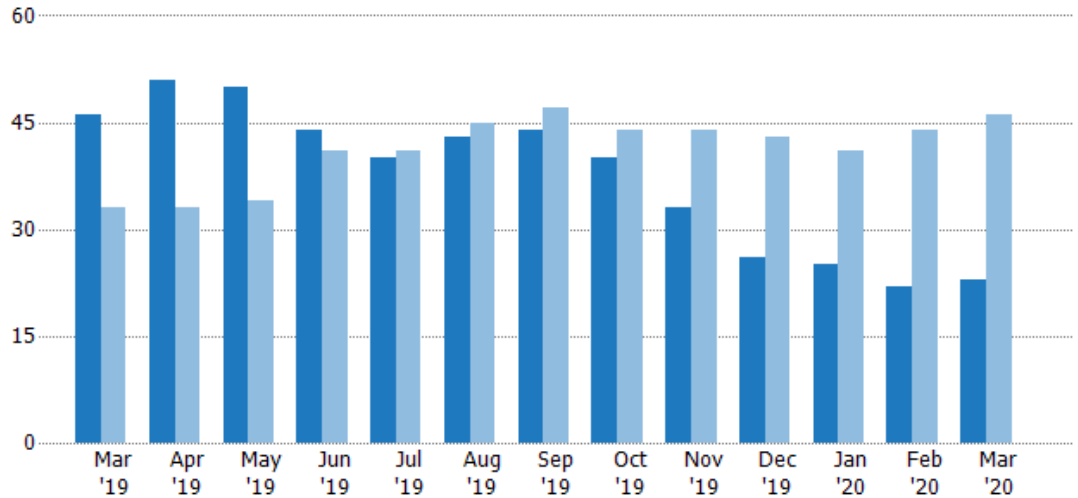
## Active Listings

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.
Mar '20	23	-50%
Mar '19	46	39.4%
Mar '18	33	12.1%



Current Year	46	51	50	44	40	43	44	40	33	26	25	22	23
Prior Year	33	33	34	41	41	45	47	44	44	43	41	44	46
Percent Change from Prior Year	39%	55%	47%	7%	-2%	-4%	-6%	-9%	-25%	-40%	-39%	-50%	-50%

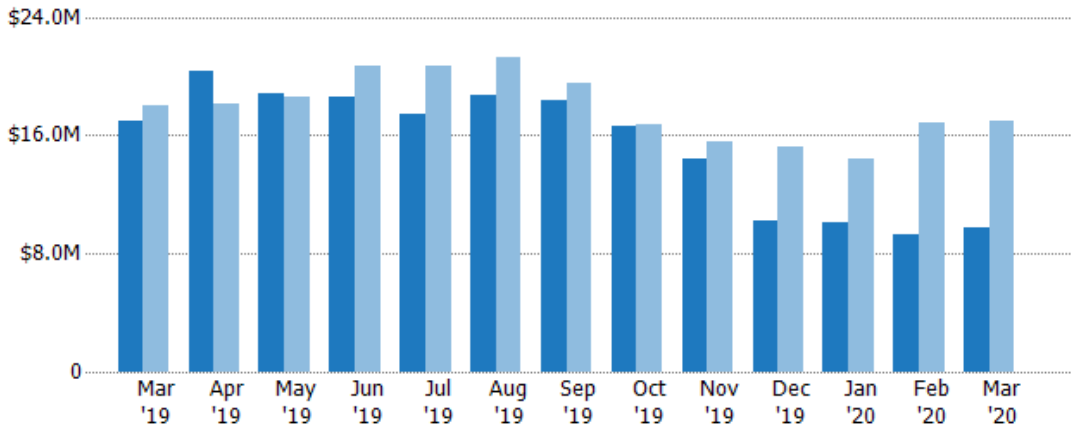
## Active Listing Volume

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.
Mar '20	\$9.76M	-42.6%
Mar '19	\$17M	-5.7%
Mar '18	\$18M	5.5%



Current Year	\$17M	\$20.3M	\$18.9M	\$18.6M	\$17.5M	\$18.7M	\$18.4M	\$16.7M	\$14.4M	\$10.2M	\$10M	\$9.25M	\$9.76M
Prior Year	\$18M	\$18.2M	\$18.6M	\$20.7M	\$20.7M	\$21.3M	\$19.6M	\$16.7M	\$15.6M	\$15.3M	\$14.4M	\$16.8M	\$17M
Percent Change from Prior Year	-6%	12%	1%	-10%	-16%	-12%	-6%	0%	-8%	-33%	-30%	-45%	-43%

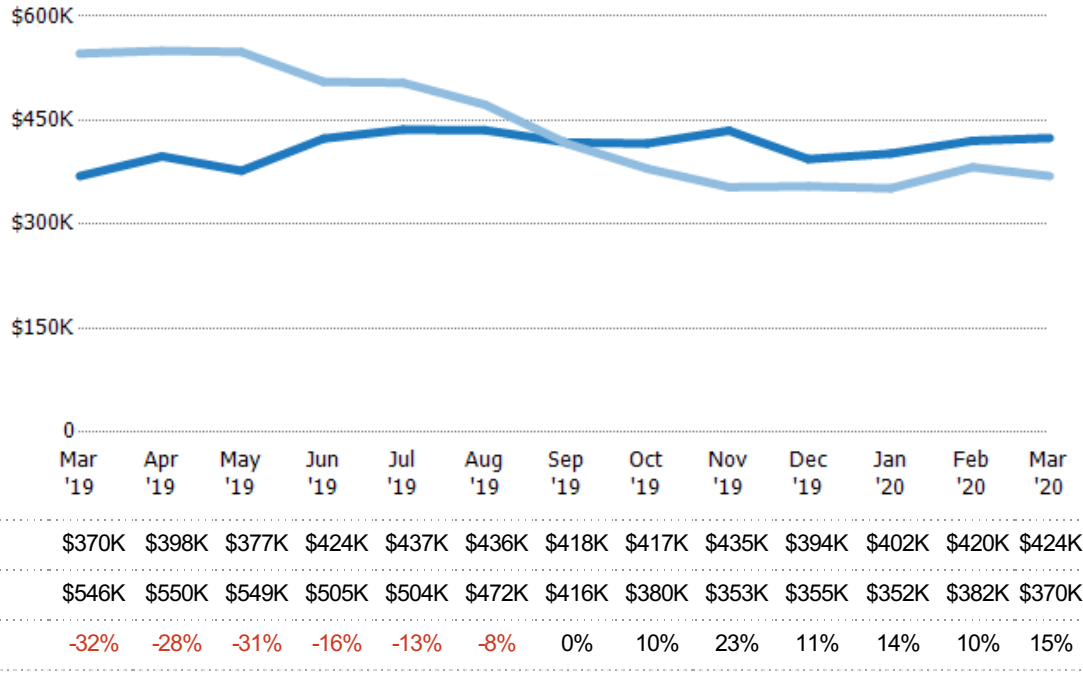
## Average Listing Price

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.
Mar '20	\$424K	14.8%
Mar '19	\$370K	-32.3%
Mar '18	\$546K	-5.9%



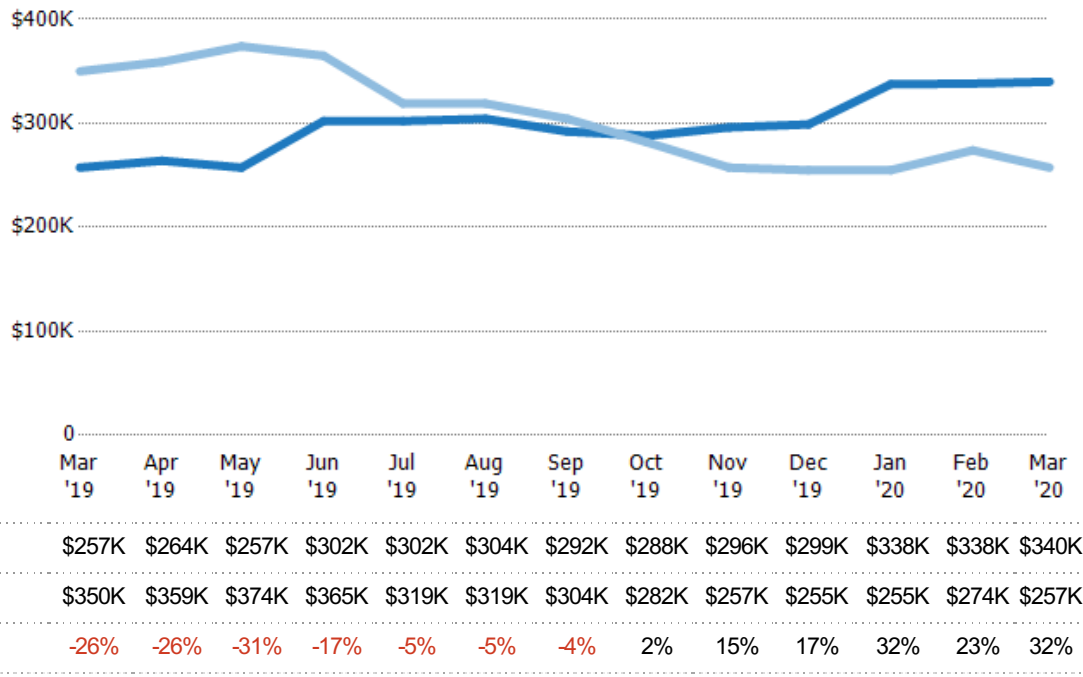
## Median Listing Price

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.
Mar '20	\$340K	32.1%
Mar '19	\$257K	-26.5%
Mar '18	\$350K	-3.1%

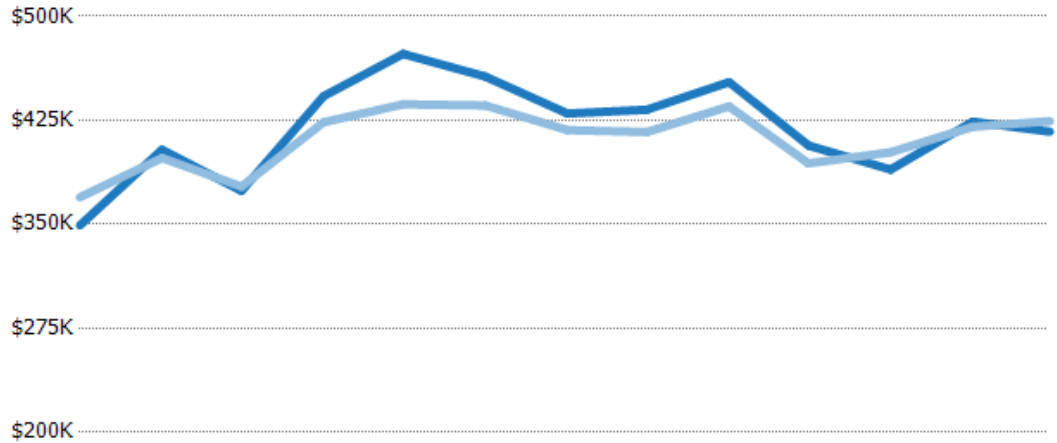


## Average Listing Price vs Average Est Value

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



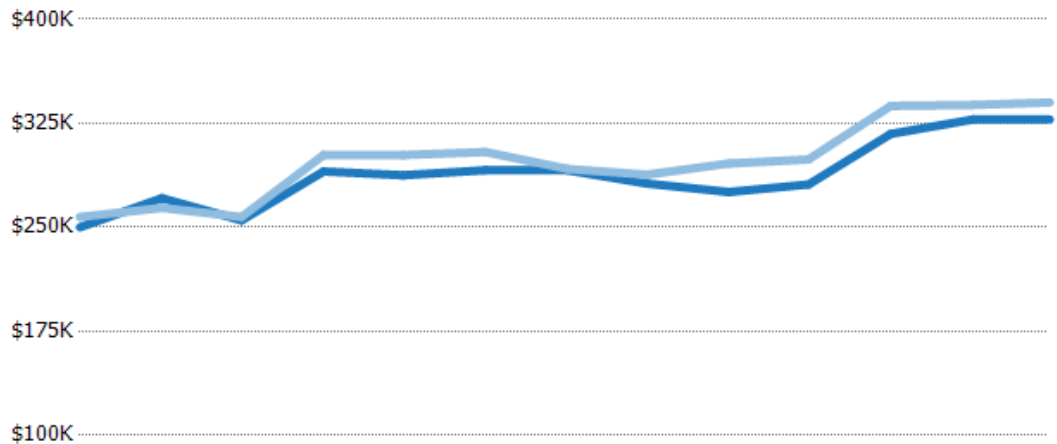
	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20
Avg Est Value	\$349K	\$404K	\$374K	\$442K	\$473K	\$457K	\$430K	\$433K	\$453K	\$407K	\$389K	\$424K	\$417K
Avg Listing Price	\$370K	\$398K	\$377K	\$424K	\$437K	\$436K	\$418K	\$417K	\$435K	\$394K	\$402K	\$420K	\$424K
Avg Listing Price as a % of Avg Est Value	106%	99%	101%	96%	92%	95%	97%	96%	96%	97%	103%	99%	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:  
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 Family Residence



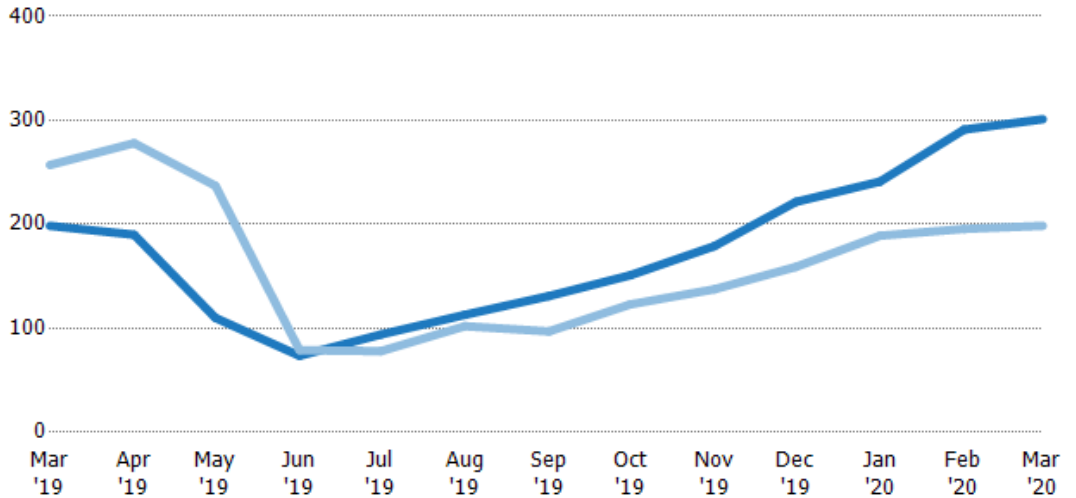
	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20
Median Est Value	\$250K	\$271K	\$255K	\$290K	\$288K	\$291K	\$291K	\$282K	\$275K	\$281K	\$317K	\$328K	\$328K
Median Listing Price	\$257K	\$264K	\$257K	\$302K	\$302K	\$304K	\$292K	\$288K	\$296K	\$299K	\$338K	\$338K	\$340K
Med Listing Price as a % of Med Est Value	103%	97%	101%	104%	105%	105%	100%	102%	107%	106%	106%	103%	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.
Mar '20	301	51.6%
Mar '19	199	-22.8%
Mar '18	257	-14%

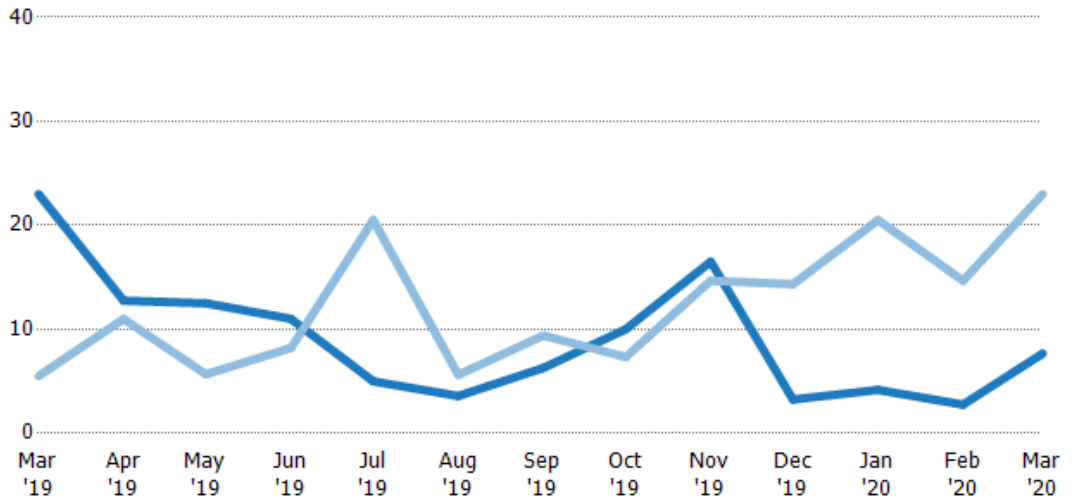
	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20
Current Year	199	190	110	73.5	94	113	131	151	179	222	241	291	301
Prior Year	257	278	237	79	78	102	97	123	138	159	189	196	199
Percent Change from Prior Year	-23%	-32%	-54%	-7%	21%	11%	35%	23%	30%	39%	28%	49%	52%

## 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



Month/Year	Months	% Chg.
Mar '20	7.67	-66.7%
Mar '19	23	318.2%
Mar '18	5.5	572.7%

	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20
Current Year	23	12.8	12.5	11	5	3.58	6.29	10	16.5	3.25	4.17	2.75	7.67
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	23
Percent Change from Prior Year	318%	16%	121%	34%	-76%	-36%	-33%	36%	13%	-77%	-80%	-81%	-67%

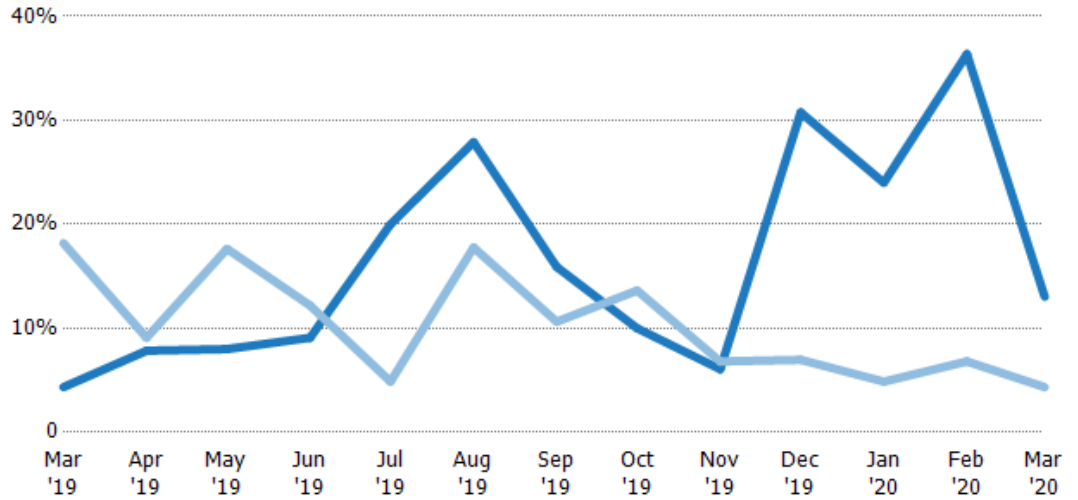
## Absorption Rate

The percentage of inventory sold per month.

### Filters Used

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

Month/ Year	Rate	Chg.
Mar '20	13%	-8.7%
Mar '19	4%	13.8%
Mar '18	18%	-85.1%



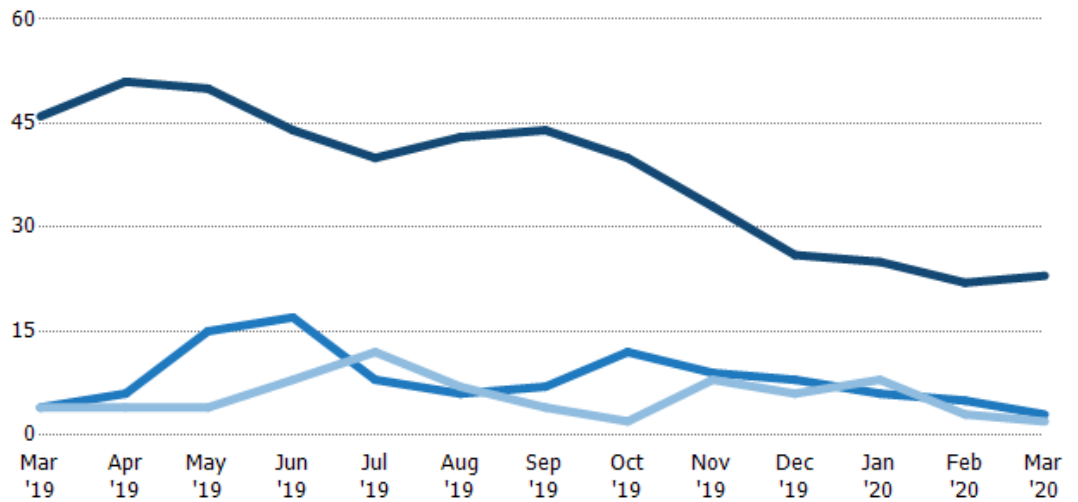
Current Year	4%	8%	8%	9%	20%	28%	16%	10%	6%	31%	24%	36%	13%
Prior Year	18%	9%	18%	12%	5%	18%	11%	14%	7%	7%	5%	7%	4%
Change from Prior Year	14%	1%	10%	3%	-15%	-10%	-5%	4%	1%	-24%	-19%	-30%	-9%

## 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:  
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 Family Residence



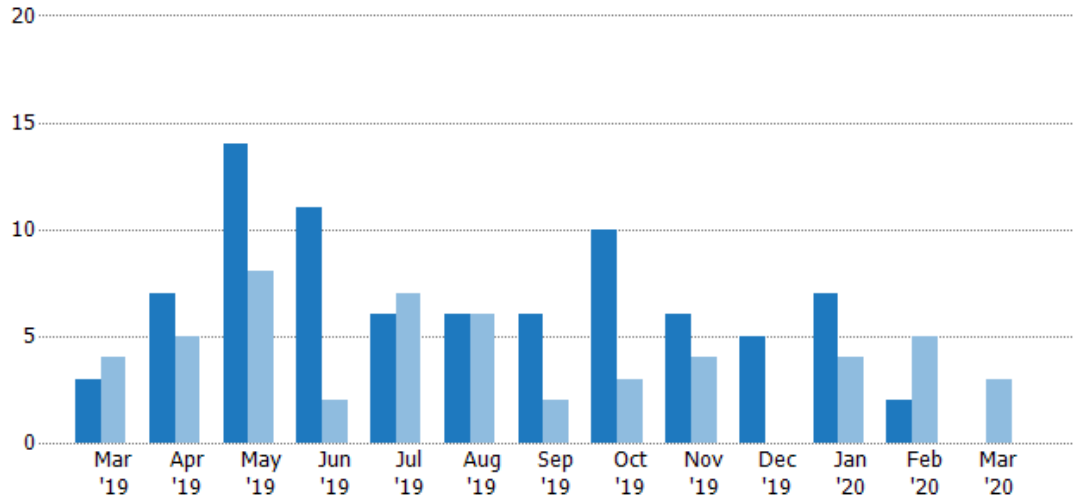
Active	46	51	50	44	40	43	44	40	33	26	25	22	23
Pending	4	6	15	17	8	6	7	12	9	8	6	5	3
Sold	4	4	4	8	12	7	4	2	8	6	8	3	2

## 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



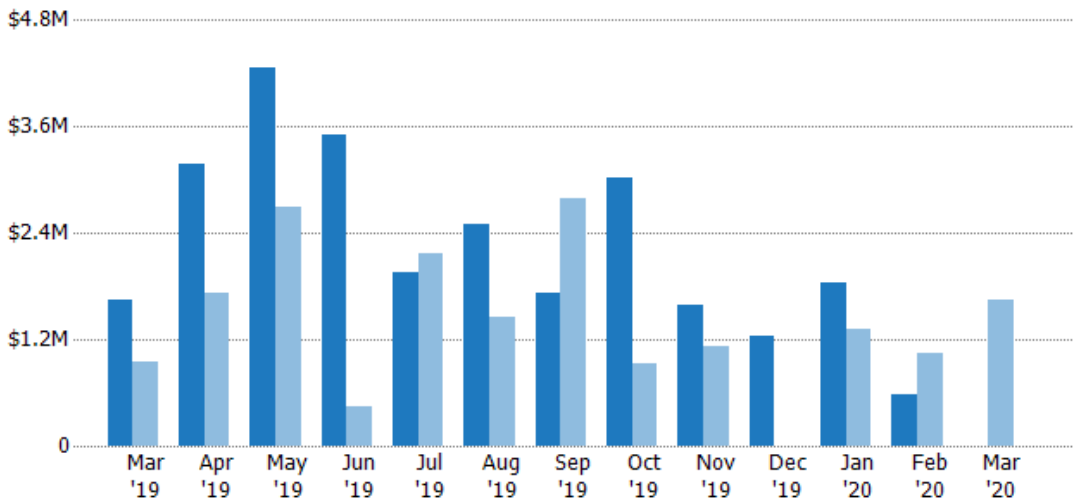
Current Year	3	7	14	11	6	6	6	10	6	5	7	2	-
Prior Year	4	5	8	2	7	6	2	3	4	-	4	5	3
Percent Change from Prior Year	-25%	40%	75%	450%	-14%	0%	200%	233%	50%	100%	75%	-60%	-100%

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



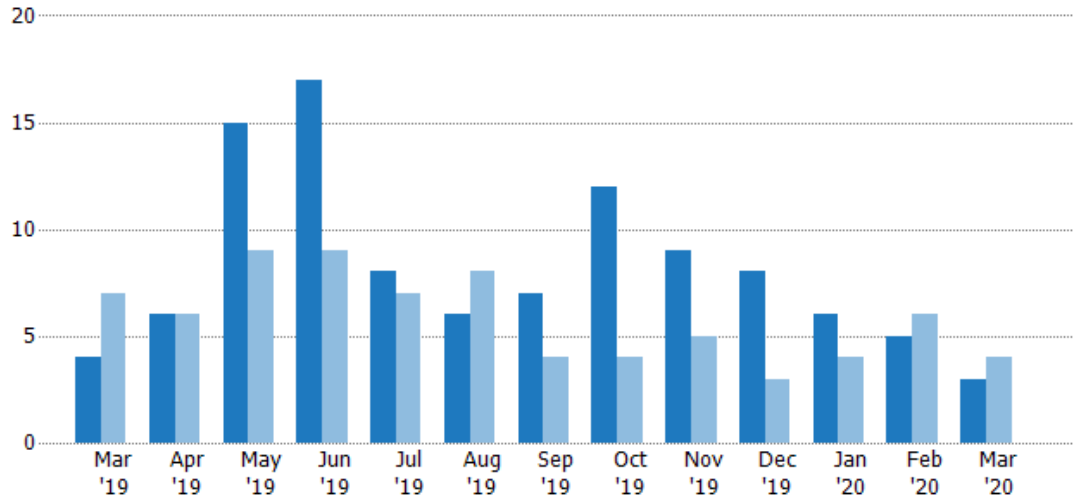
## Pending Sales

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.
Mar '20	3	-25%
Mar '19	4	-42.9%
Mar '18	7	-14.3%



Current Year	4	6	15	17	8	6	7	12	9	8	6	5	3
Prior Year	7	6	9	9	7	8	4	4	5	3	4	6	4
Percent Change from Prior Year	-43%	0%	67%	89%	14%	-25%	75%	200%	80%	167%	50%	-17%	-25%

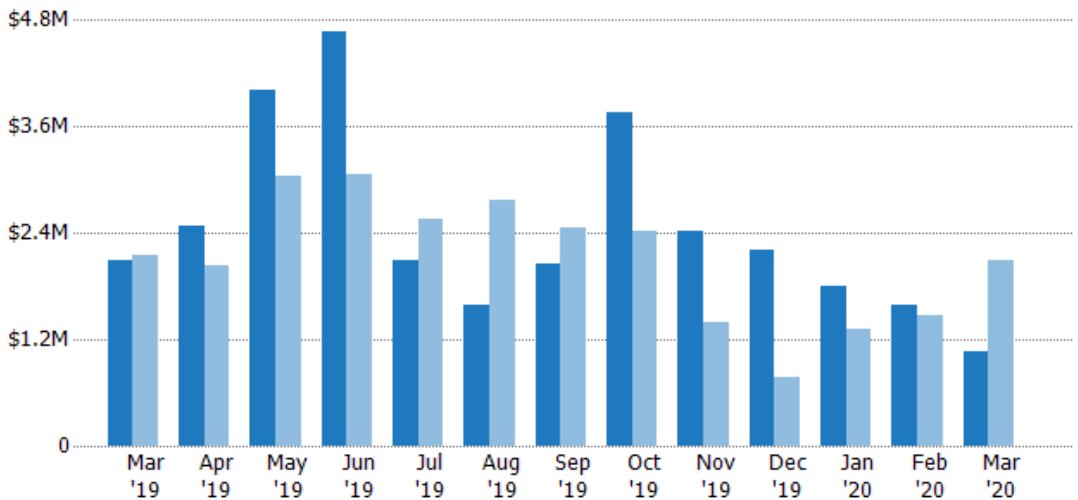
## Pending Sales Volume

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.
Mar '20	\$1.06M	-49.6%
Mar '19	\$2.1M	-2.5%
Mar '18	\$2.15M	-9.9%



Current Year	\$2.1M	\$2.48M	\$4.01M	\$4.67M	\$2.09M	\$1.58M	\$2.05M	\$3.75M	\$2.42M	\$2.21M	\$1.8M	\$1.58M	\$1.06M
Prior Year	\$2.15M	\$2.03M	\$3.05M	\$3.06M	\$2.56M	\$2.78M	\$2.46M	\$2.41M	\$1.4M	\$777K	\$1.32M	\$1.48M	\$2.1M
Percent Change from Prior Year	-3%	22%	32%	53%	-18%	-43%	-16%	56%	73%	185%	37%	7%	-50%

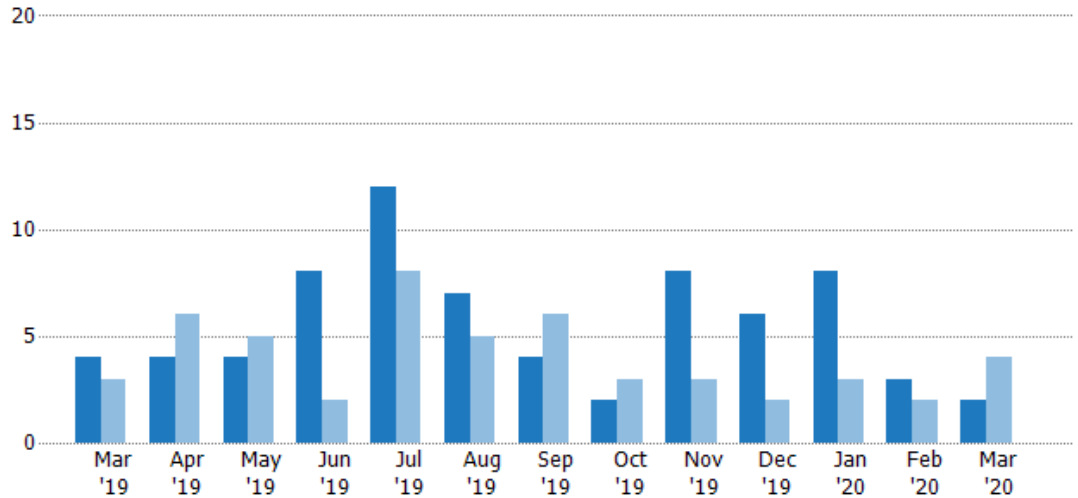
## Closed Sales

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.
Mar '20	2	-50%
Mar '19	4	33.3%
Mar '18	3	0%



Current Year	4	4	4	8	12	7	4	2	8	6	8	3	2
Prior Year	3	6	5	2	8	5	6	3	3	2	3	2	4
Percent Change from Prior Year	33%	-33%	-20%	300%	50%	40%	-33%	-33%	167%	200%	167%	50%	-50%

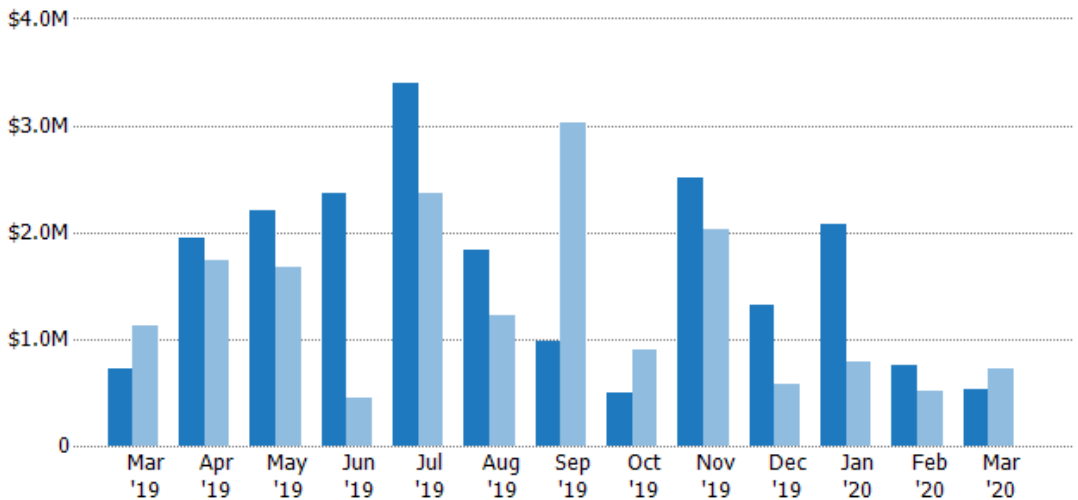
## Closed Sales Volume

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.
Mar '20	\$525K	-27%
Mar '19	\$719K	-36.2%
Mar '18	\$1.13M	-50.6%



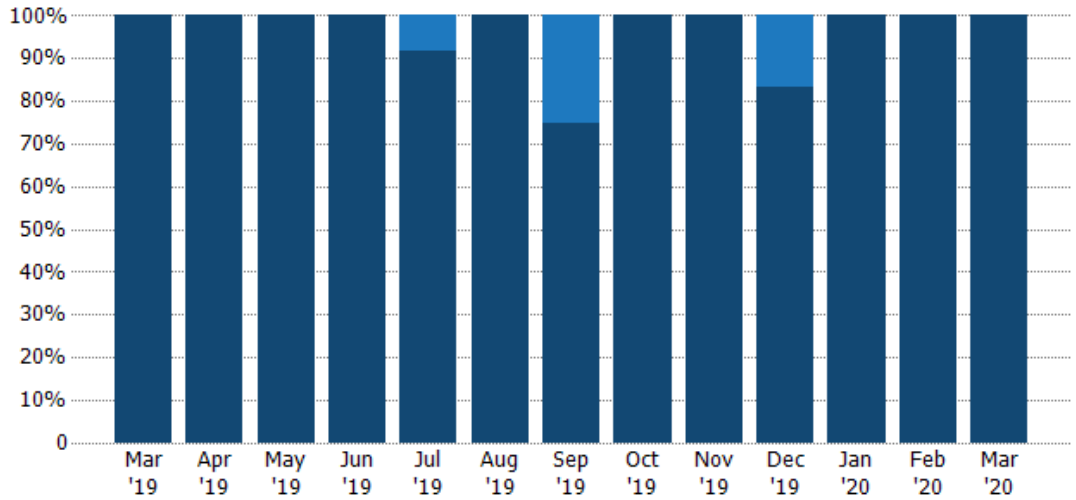
Current Year	\$719K	\$1.94M	\$2.21M	\$2.37M	\$3.39M	\$1.84M	\$986K	\$490K	\$2.5M	\$1.32M	\$2.08M	\$754K	\$525K
Prior Year	\$1.13M	\$1.73M	\$1.67M	\$446K	\$2.37M	\$1.22M	\$3.02M	\$896K	\$2.03M	\$577K	\$789K	\$509K	\$719K
Percent Change from Prior Year	-36%	12%	32%	432%	43%	51%	-67%	-45%	23%	129%	163%	48%	-27%

## 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%	92%	100%	75%	100%	100%	83%	100%	100%	100%

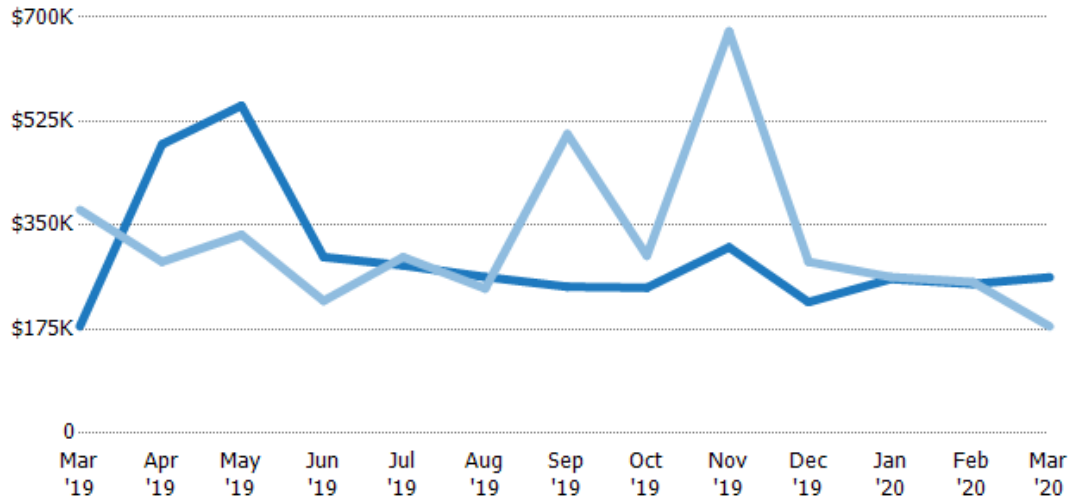
## Average Sales Price

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

Month/Year	Price	% Chg.
Mar '20	\$262K	45.9%
Mar '19	\$180K	-52.2%
Mar '18	\$376K	-50.6%



Current Year	\$180K	\$486K	\$551K	\$296K	\$283K	\$263K	\$247K	\$245K	\$313K	\$221K	\$260K	\$251K	\$262K
Prior Year	\$376K	\$289K	\$334K	\$223K	\$296K	\$244K	\$504K	\$299K	\$676K	\$289K	\$263K	\$255K	\$180K
Percent Change from Prior Year	-52%	69%	65%	33%	-5%	8%	-51%	-18%	-54%	-24%	-1%	-1%	46%

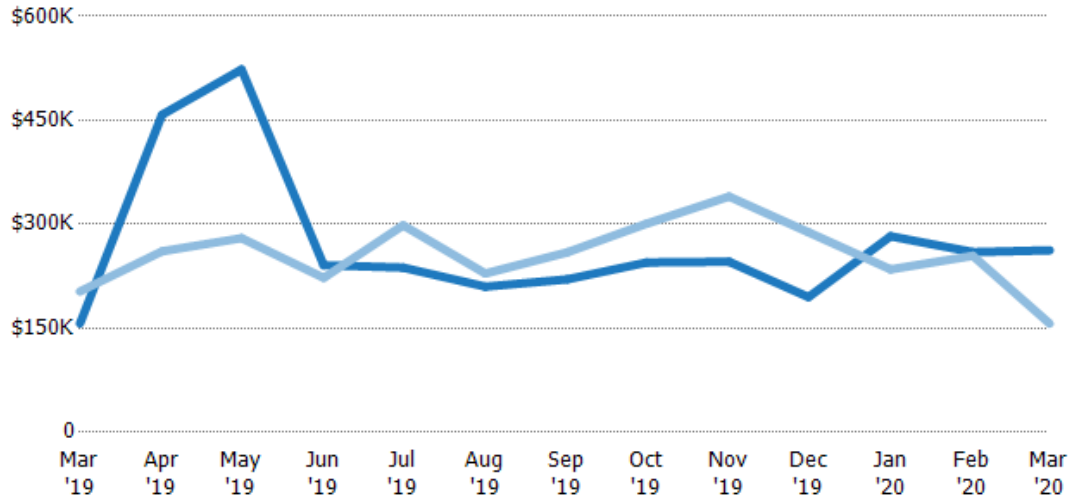
## Median Sales Price

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.
Mar '20	\$262K	67.5%
Mar '19	\$157K	-22.8%
Mar '18	\$203K	-20%



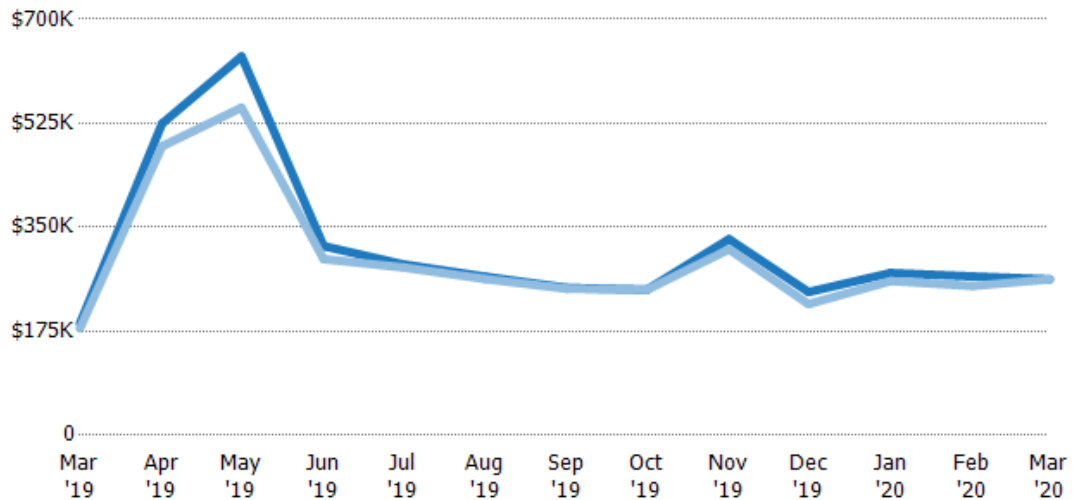
Current Year	\$157K	\$458K	\$523K	\$241K	\$238K	\$210K	\$221K	\$245K	\$246K	\$195K	\$283K	\$260K	\$262K
Prior Year	\$203K	\$261K	\$280K	\$223K	\$299K	\$229K	\$260K	\$301K	\$340K	\$289K	\$235K	\$255K	\$157K
Percent Change from Prior Year	-23%	75%	87%	8%	-20%	-8%	-15%	-19%	-28%	-32%	20%	2%	67%

## 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



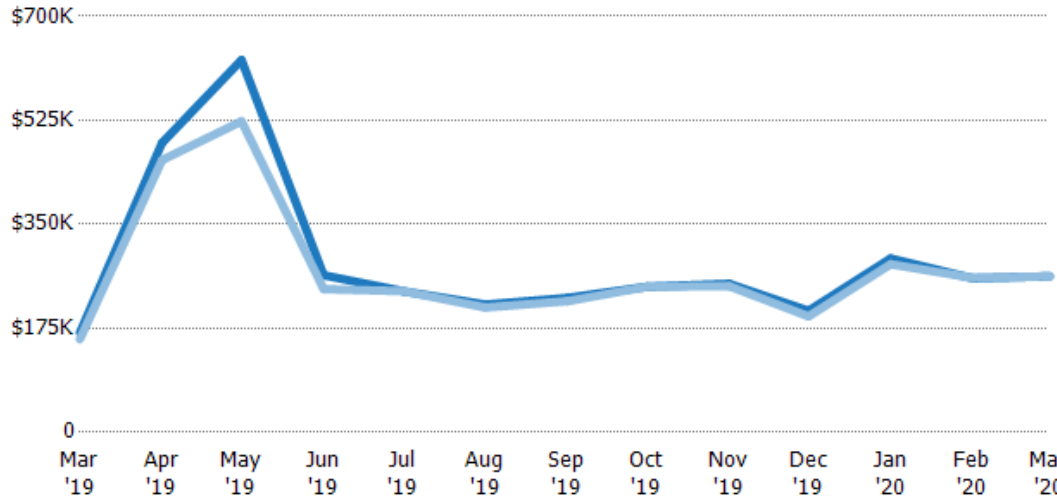
Avg List Price	\$188K	\$524K	\$638K	\$318K	\$288K	\$267K	\$248K	\$245K	\$330K	\$241K	\$273K	\$267K	\$262K
Avg Sales Price	\$180K	\$486K	\$551K	\$296K	\$283K	\$263K	\$247K	\$245K	\$313K	\$221K	\$260K	\$251K	\$262K
Avg Sales Price as a % of Avg List Price	96%	93%	86%	93%	98%	99%	99%	100%	95%	92%	95%	94%	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

ZIP: Vergennes, VT 05491  
 Property Type:  
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 Family Residence



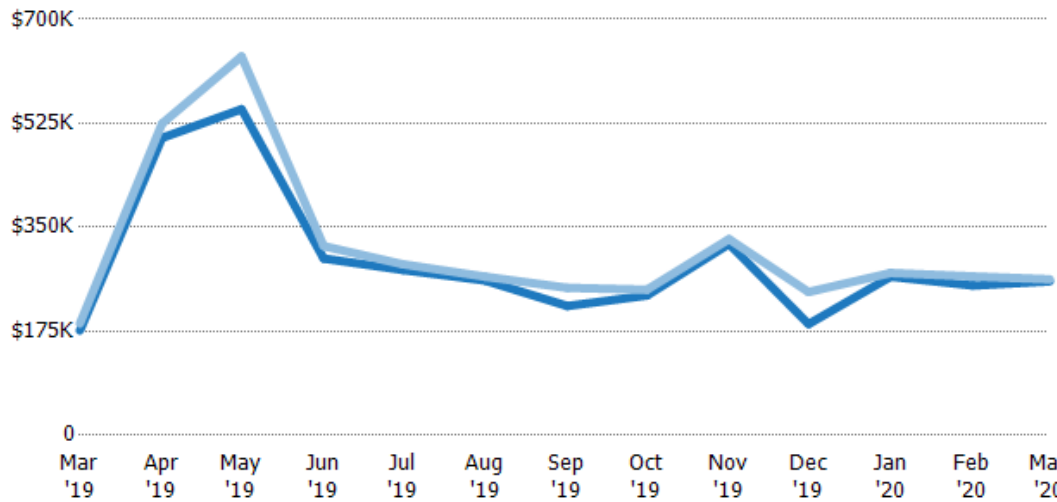
Median List Price	\$167K	\$487K	\$627K	\$264K	\$237K	\$215K	\$226K	\$245K	\$250K	\$204K	\$293K	\$259K	\$262K
Median Sales Price	\$157K	\$458K	\$523K	\$241K	\$238K	\$210K	\$221K	\$245K	\$246K	\$195K	\$283K	\$260K	\$262K
Med Sales Price as a % of Med List Price	94%	94%	84%	91%	100%	98%	98%	100%	98%	95%	97%	100%	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



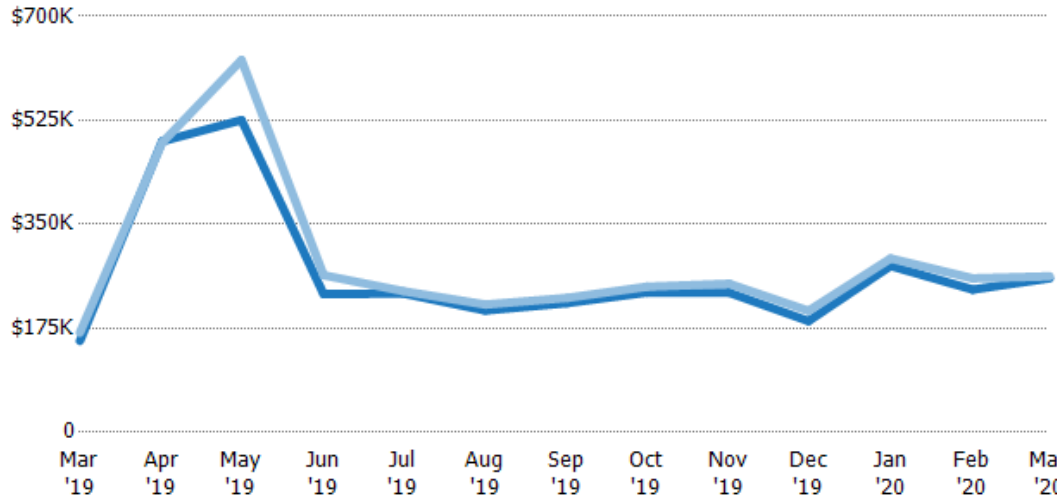
Avg Est Value	\$176K	\$500K	\$549K	\$297K	\$278K	\$260K	\$217K	\$235K	\$322K	\$187K	\$267K	\$252K	\$259K
Avg Sales Price	\$188K	\$524K	\$638K	\$318K	\$288K	\$267K	\$248K	\$245K	\$330K	\$241K	\$273K	\$267K	\$262K
Avg Sales Price as a % of Avg Est Value	107%	105%	116%	107%	103%	102%	114%	104%	103%	129%	102%	106%	101%

## 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



	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20
Median Est Value	\$154K	\$490K	\$525K	\$232K	\$234K	\$205K	\$217K	\$235K	\$235K	\$187K	\$280K	\$240K	\$259K
Median Sales Price	\$167K	\$487K	\$627K	\$264K	\$237K	\$215K	\$226K	\$245K	\$250K	\$204K	\$293K	\$259K	\$262K
Med Sales Price as a % of Med Est Value	109%	99%	119%	114%	102%	105%	104%	104%	106%	109%	104%	108%	101%