

Summary of Key Listing and Sales Metrics

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

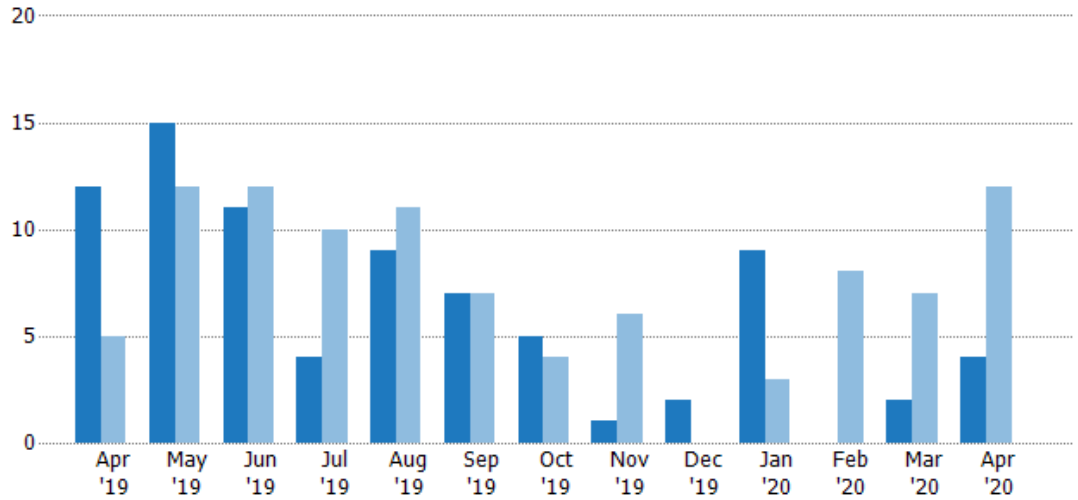
Key Metrics	Apr 2020	Apr 2019	+ / -	YTD 2020	YTD 2019	+ / -
Listing Activity Charts Metrics						
New Listing Count	4	12	-66.7%	15	30	-50%
New Listing Volume	\$1,657,900	\$5,864,300	-71.7%	\$5,483,500	\$12,633,300	-56.6%
Active Listing Count	20	50	-60%	N/A	N/A	
Active Listing Volume	\$8,342,200	\$19,166,000	-56.5%	N/A	N/A	
Average Listing Price	\$417,110	\$383,320	+8.8%	\$385,129	\$359,731	+7.1%
Median Listing Price	\$339,500	\$261,950	+29.6%	\$326,065	\$257,966	+26.4%
Median Days in RPR	250.5	172.5	+45.2%	250.5	186.46	+34.3%
Months of Inventory	6.7	12.5	-46.7%	7.1	11.9	-40.4%
Absorption Rate	15%	8%	+7%	14.13%	8.43%	+5.7%
Sales Activity Charts Metrics						
New Pending Sales Count	6	7	-14.3%	15	19	-21.1%
New Pending Sales Volume	\$1,772,600	\$3,179,500	-44.2%	\$4,197,400	\$7,187,300	-41.6%
Pending Sales Count	5	6	-16.7%	N/A	N/A	
Pending Sales Volume	\$1,751,700	\$2,484,500	-29.5%	N/A	N/A	
Closed Sales Count	2	4	-50%	16	13	+23.1%
Closed Sales Volume	\$484,000	\$1,944,850	-75.1%	\$4,117,800	\$3,962,250	+3.9%
Average Sales Price	\$242,000	\$486,213	-50.2%	\$257,362	\$304,788	-15.6%
Median Sales Price	\$242,000	\$458,000	-47.2%	\$272,669	\$282,523	-3.5%

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



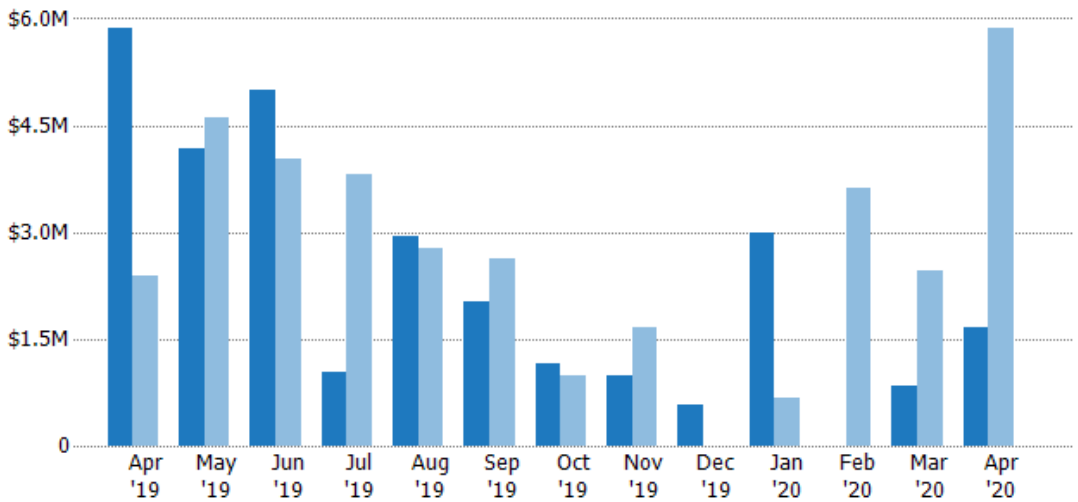
Current Year	12	15	11	4	9	7	5	1	2	9	-	2	4
Prior Year	5	12	12	10	11	7	4	6	-	3	8	7	12
Percent Change from Prior Year	140%	25%	-8%	-60%	-18%	0%	25%	-83%	100%	200%	-100%	-71%	-67%

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	\$5.86M	\$4.17M	\$5M	\$1.04M	\$2.94M	\$2.01M	\$1.15M	\$995K	\$567K	\$2.99M	-	\$840K	\$1.66M
Prior Year	\$2.39M	\$4.6M	\$4.03M	\$3.82M	\$2.78M	\$2.62M	\$986K	\$1.66M	-	\$675K	\$3.62M	\$2.47M	\$5.86M
Percent Change from Prior Year	146%	-9%	24%	-73%	6%	-23%	16%	-40%	100%	342%	-100%	-66%	-72%

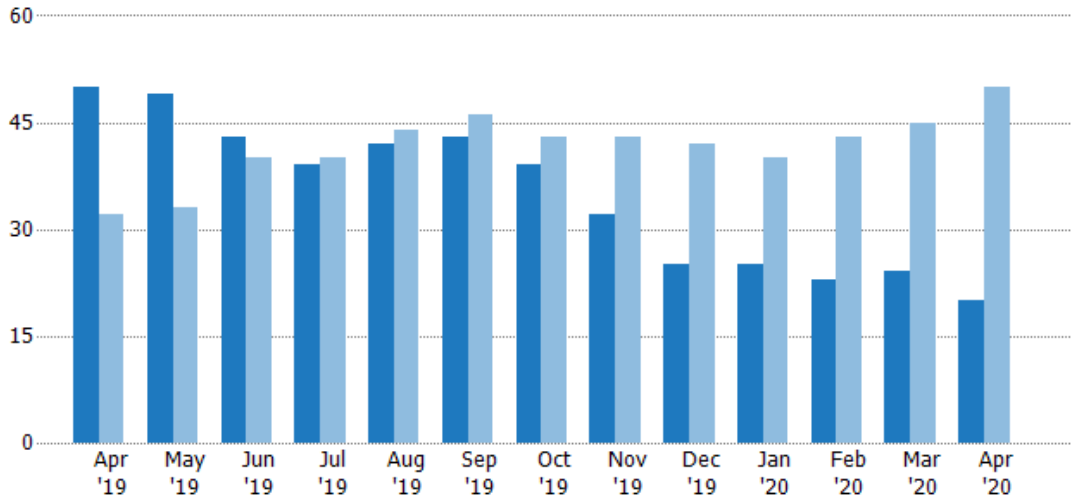
Active Listings

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.
Apr '20	20	-60%
Apr '19	50	56.3%
Apr '18	32	31.3%



Current Year	50	49	43	39	42	43	39	32	25	25	23	24	20
Prior Year	32	33	40	40	44	46	43	43	42	40	43	45	50
Percent Change from Prior Year	56%	48%	8%	-3%	-5%	-7%	-9%	-26%	-40%	-38%	-47%	-47%	-60%

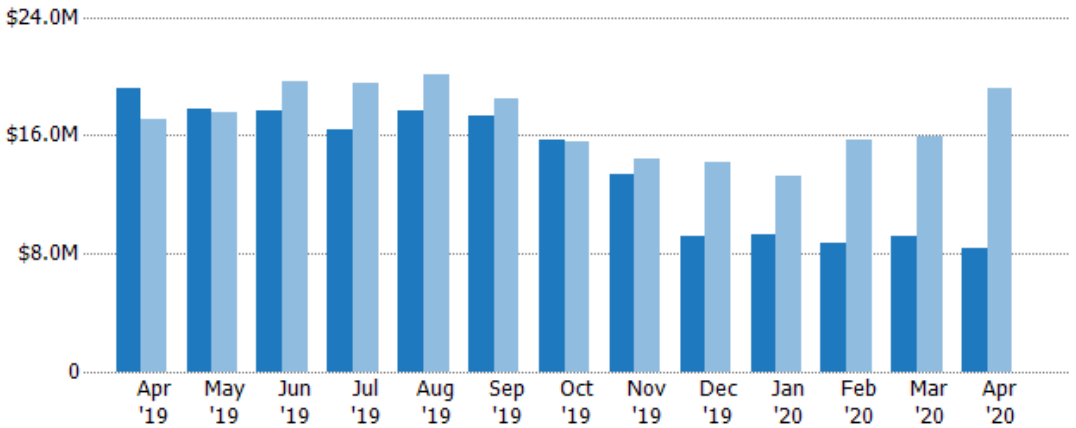
Active Listing Volume

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.
Apr '20	\$8.34M	-56.5%
Apr '19	\$19.2M	12.5%
Apr '18	\$17M	27.8%



Current Year	\$19.2M	\$17.8M	\$17.6M	\$16.4M	\$17.7M	\$17.4M	\$15.6M	\$13.3M	\$9.22M	\$9.25M	\$8.67M	\$9.17M	\$8.34M
Prior Year	\$17M	\$17.5M	\$19.6M	\$19.5M	\$20.1M	\$18.4M	\$15.6M	\$14.4M	\$14.1M	\$13.3M	\$15.7M	\$15.9M	\$19.2M
Percent Change from Prior Year	13%	2%	-10%	-16%	-12%	-6%	0%	-8%	-35%	-30%	-45%	-42%	-56%

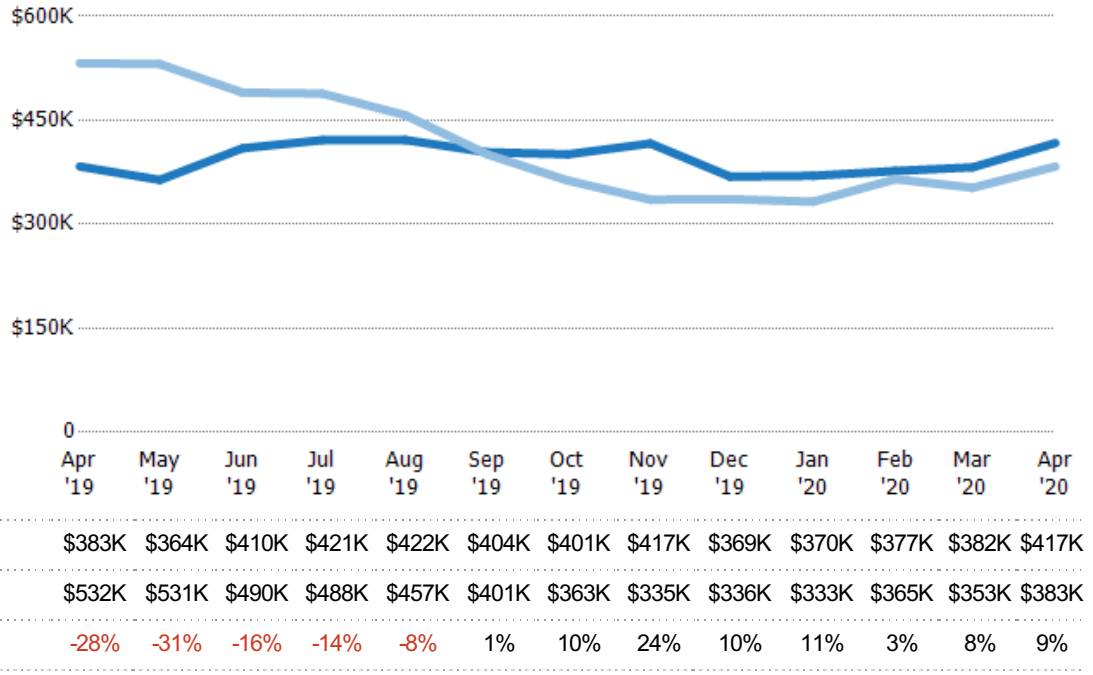
Average Listing Price

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.
Apr '20	\$417K	8.8%
Apr '19	\$383K	-28%
Apr '18	\$532K	-2.7%



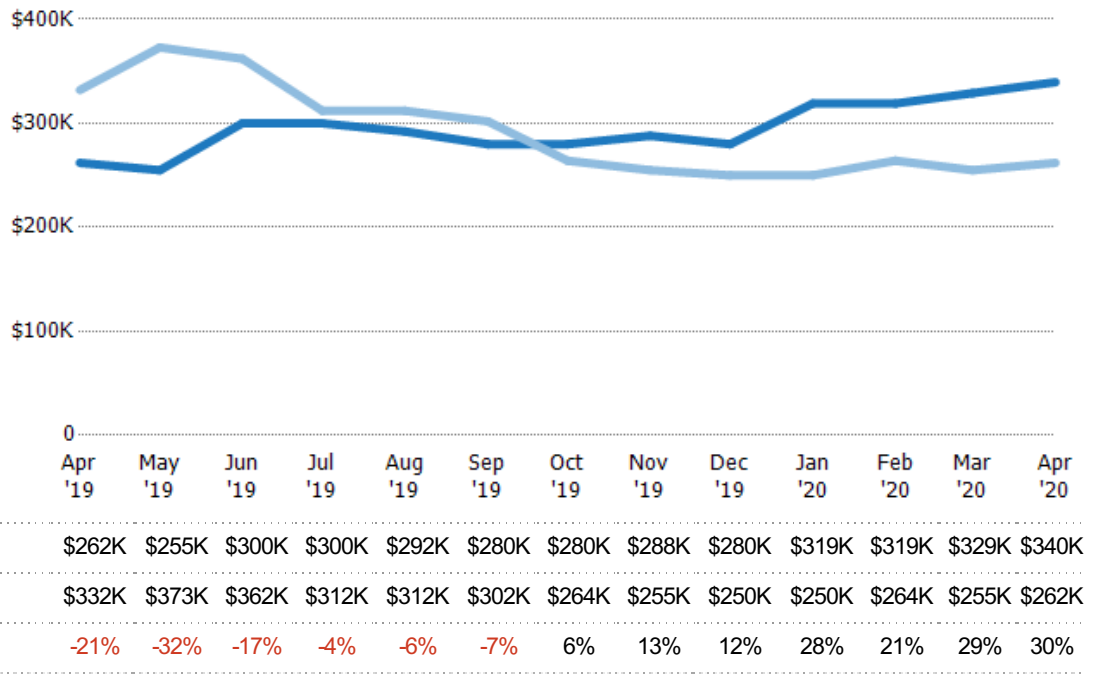
Median Listing Price

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.
Apr '20	\$340K	29.6%
Apr '19	\$262K	-21.1%
Apr '18	\$332K	0%

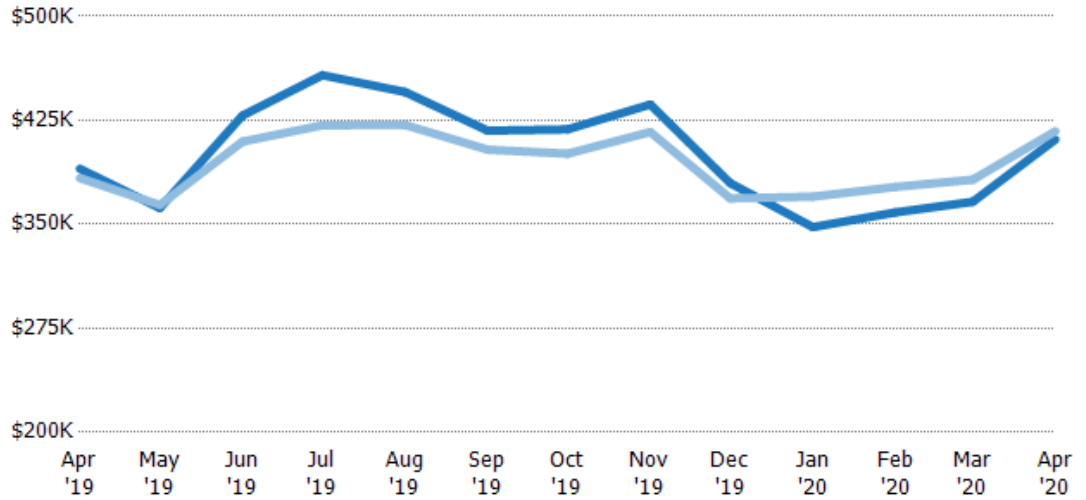


Average Listing Price vs Average Est Value

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

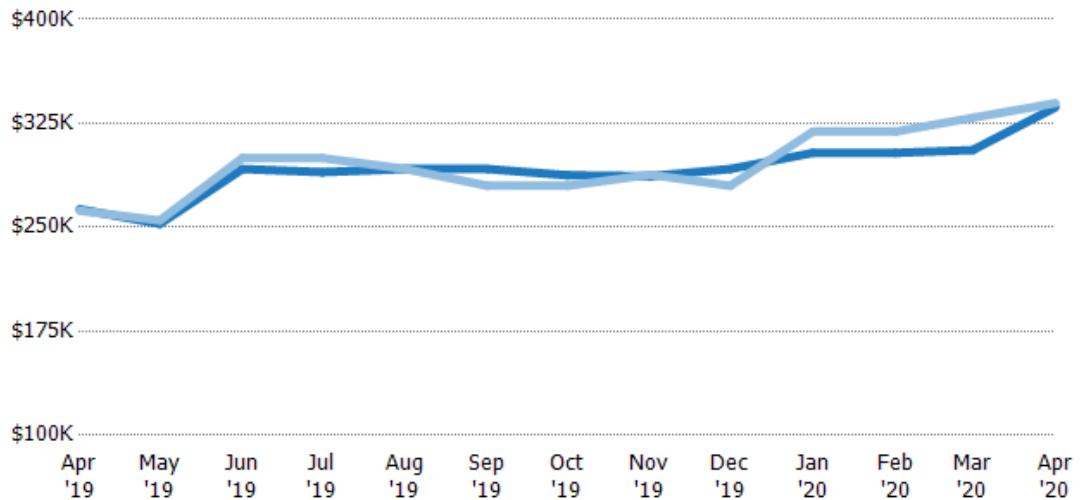


Median Listing Price vs Median Est Value

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



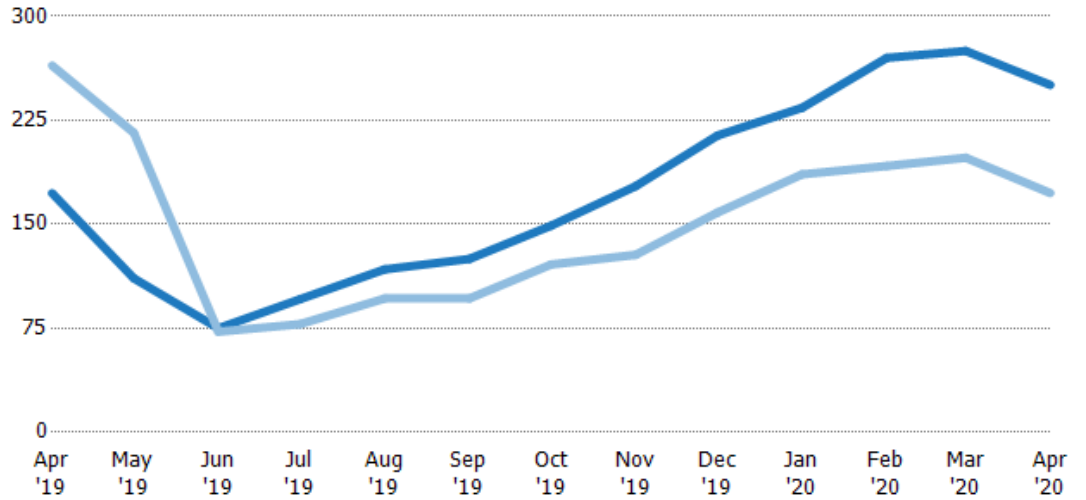
Median Days in RPR

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.
Apr '20	251	45.2%
Apr '19	173	-34.8%
Apr '18	265	-39.7%



	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20
Current Year	173	111	75	96	118	125	149	178	214	234	270	275	251
Prior Year	265	216	72.5	78	96.5	96.5	121	128	159	186	192	198	173
Percent Change from Prior Year	-35%	-49%	3%	23%	22%	30%	23%	39%	35%	26%	41%	39%	45%

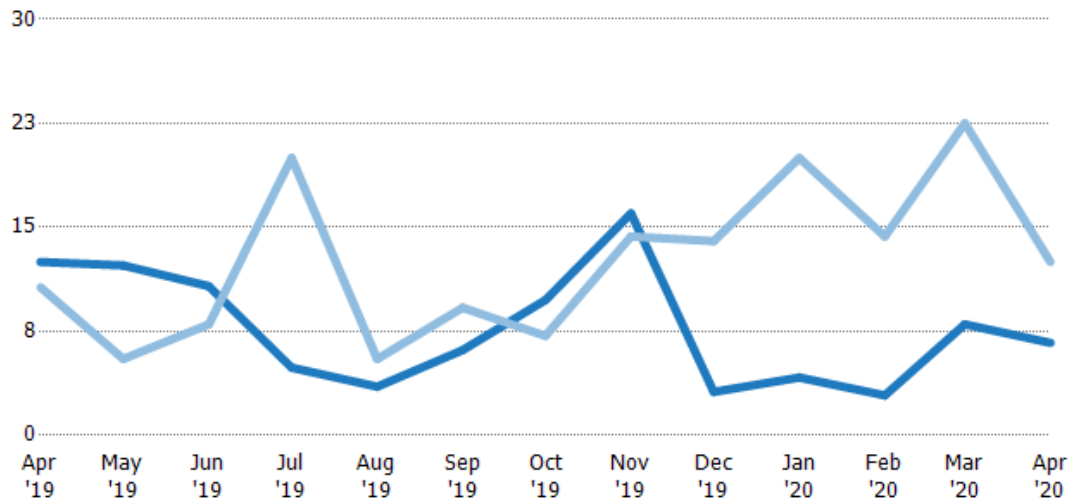
Months of Inventory

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.
Apr '20	6.67	-46.7%
Apr '19	12.5	17.2%
Apr '18	10.7	31.3%



	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20
Current Year	12.5	12.3	10.8	4.88	3.5	6.14	9.75	16	3.13	4.17	2.88	8	6.67
Prior Year	10.7	5.5	8	20	5.5	9.2	7.17	14.3	14	20	14.3	22.5	12.5
Percent Change from Prior Year	17%	123%	34%	-76%	-36%	-33%	36%	12%	-78%	-79%	-80%	-64%	-47%

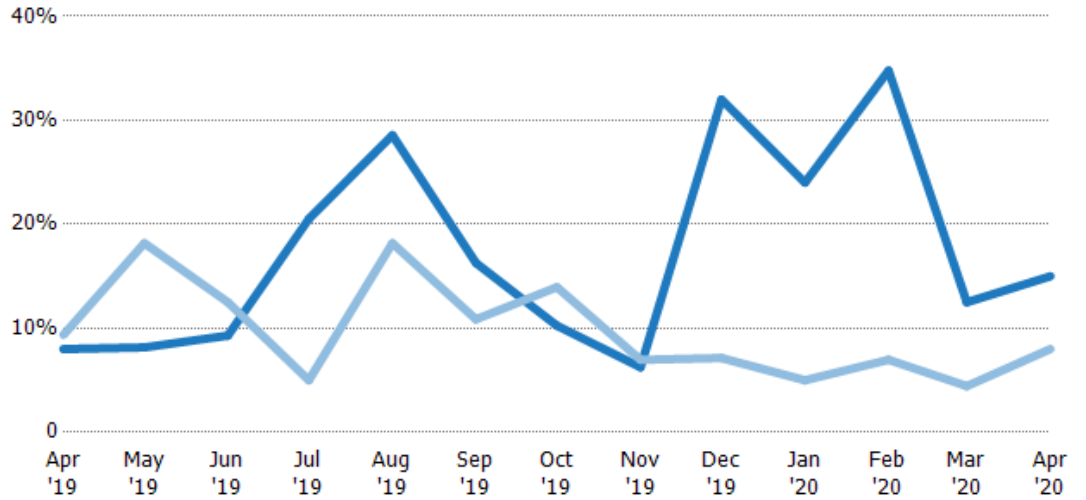
Absorption Rate

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.
Apr '20	15%	-7%
Apr '19	8%	1.4%
Apr '18	9%	-23.8%



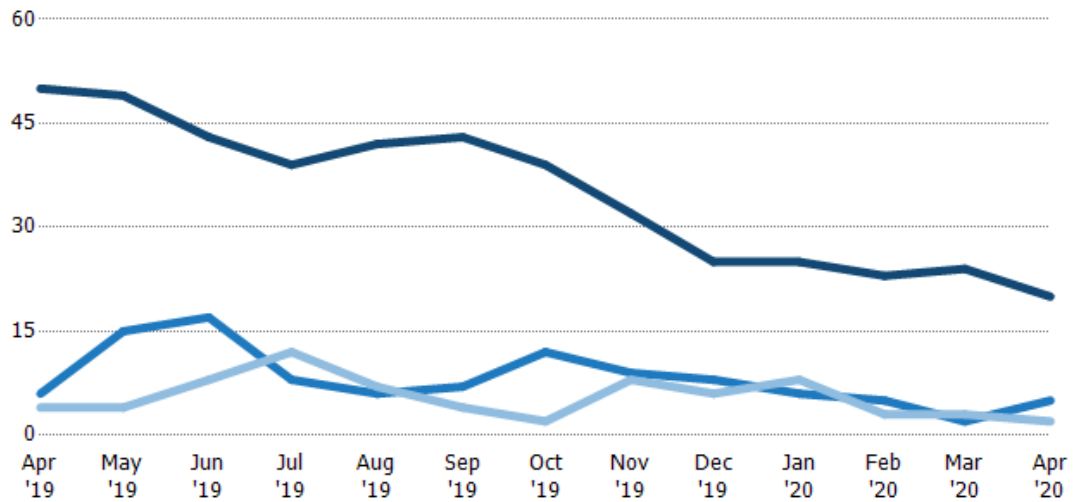
Current Year	8%	8%	9%	21%	29%	16%	10%	6%	32%	24%	35%	13%	15%
Prior Year	9%	18%	13%	5%	18%	11%	14%	7%	7%	5%	7%	4%	8%
Change from Prior Year	1%	10%	3%	-16%	-10%	-5%	4%	1%	-25%	-19%	-28%	-8%	-7%

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



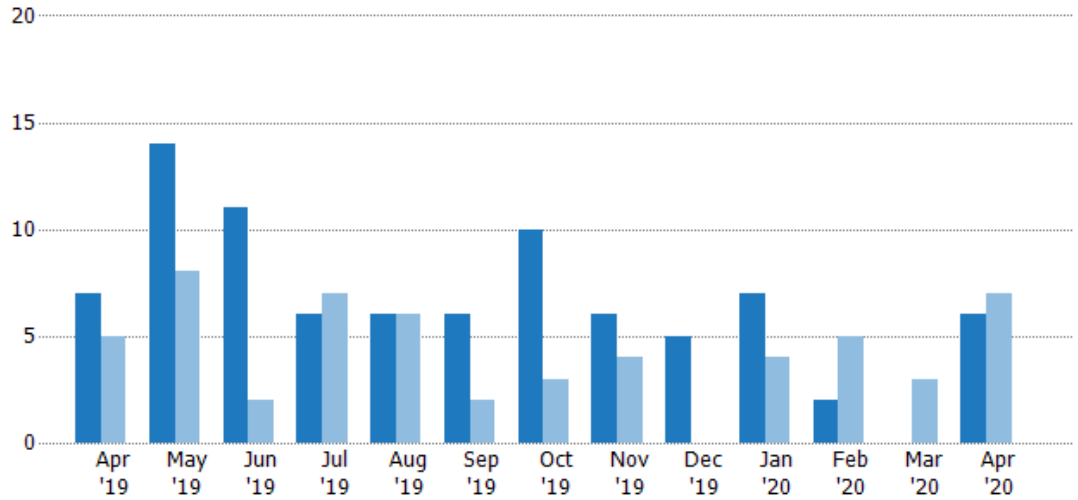
Active	50	49	43	39	42	43	39	32	25	25	23	24	20
Pending	6	15	17	8	6	7	12	9	8	6	5	2	5
Sold	4	4	8	12	7	4	2	8	6	8	3	3	2

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



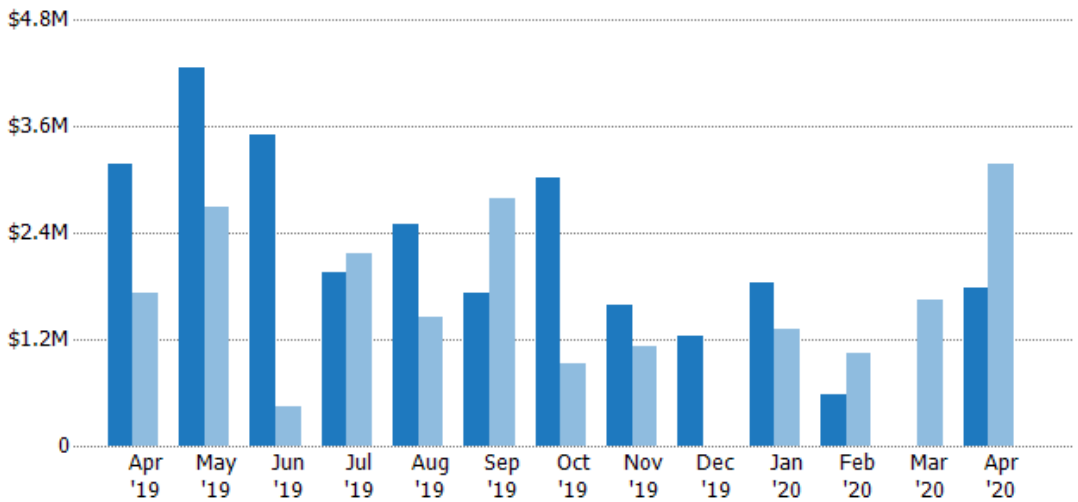
Current Year	7	14	11	6	6	6	10	6	5	7	2	-	6
Prior Year	5	8	2	7	6	2	3	4	-	4	5	3	7
Percent Change from Prior Year	40%	75%	450%	-14%	0%	200%	233%	50%	100%	75%	-60%	-100%	-14%

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	\$3.18M	\$4.26M	\$3.5M	\$1.95M	\$2.51M	\$1.71M	\$3.02M	\$1.59M	\$1.24M	\$1.85M	\$579K	-	\$1.77M
Prior Year	\$1.72M	\$2.7M	\$450K	\$2.16M	\$1.44M	\$2.79M	\$919K	\$1.13M	-	\$1.32M	\$1.04M	\$1.65M	\$3.18M
Percent Change from Prior Year	85%	58%	677%	-10%	74%	-39%	229%	41%	100%	40%	-44%	-100%	-44%

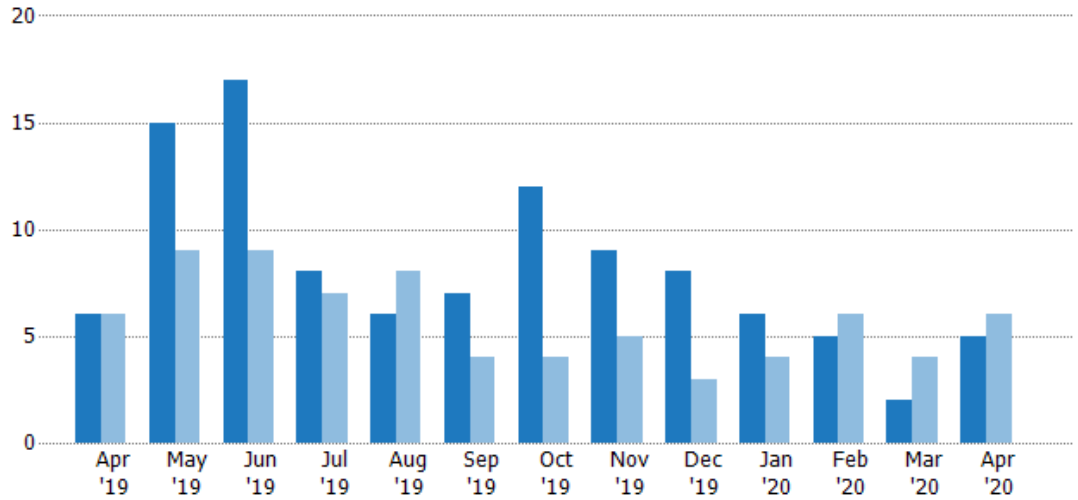
Pending Sales

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



Current Year	6	15	17	8	6	7	12	9	8	6	5	2	5
Prior Year	6	9	9	7	8	4	4	5	3	4	6	4	6
Percent Change from Prior Year	0%	67%	89%	14%	-25%	75%	200%	80%	167%	50%	-17%	-50%	-17%

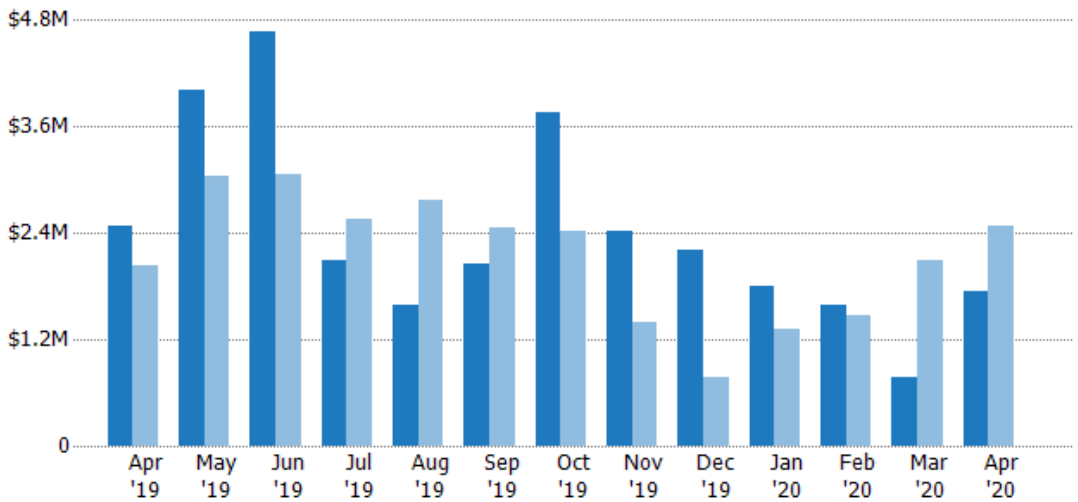
Pending Sales Volume

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.
Apr '20	\$1.75M	-29.5%
Apr '19	\$2.48M	22.3%
Apr '18	\$2.03M	10.9%



Current Year	\$2.48M	\$4.01M	\$4.67M	\$2.09M	\$1.58M	\$2.05M	\$3.75M	\$2.42M	\$2.21M	\$1.8M	\$1.58M	\$778K	\$1.75M
Prior Year	\$2.03M	\$3.05M	\$3.06M	\$2.56M	\$2.78M	\$2.46M	\$2.41M	\$1.4M	\$777K	\$1.32M	\$1.48M	\$2.1M	\$2.48M
Percent Change from Prior Year	22%	32%	53%	-18%	-43%	-16%	56%	73%	185%	37%	7%	-63%	-29%

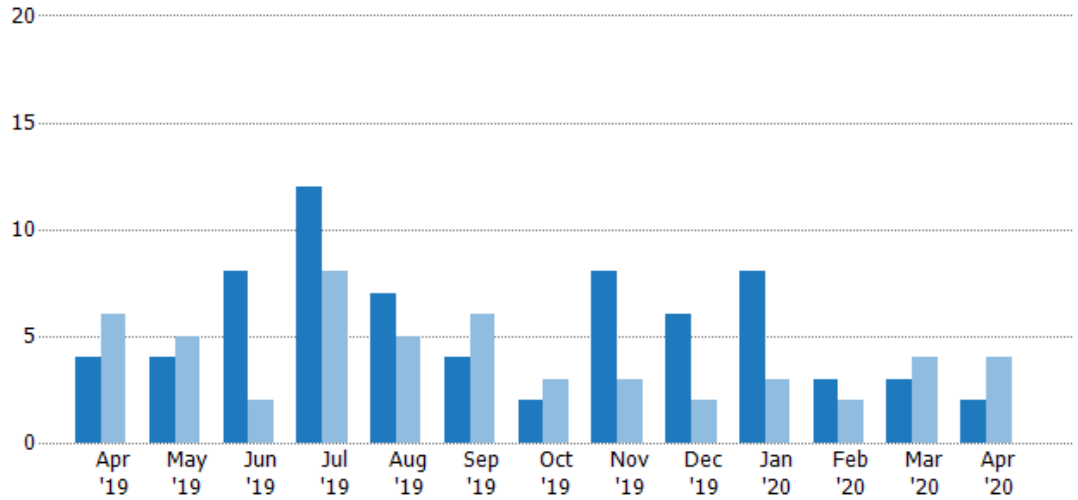
Closed Sales

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.
Apr '20	2	-50%
Apr '19	4	-33.3%
Apr '18	6	-83.3%



Current Year	4	4	8	12	7	4	2	8	6	8	3	3	2
Prior Year	6	5	2	8	5	6	3	3	2	3	2	4	4
Percent Change from Prior Year	-33%	-20%	300%	50%	40%	-33%	-33%	167%	200%	167%	50%	-25%	-50%

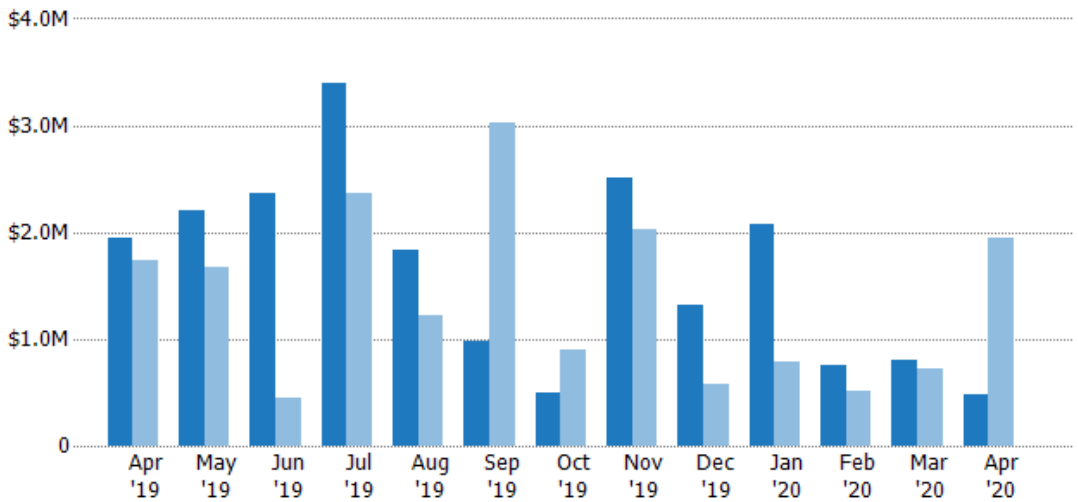
Closed Sales Volume

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.
Apr '20	\$484K	-75.1%
Apr '19	\$1.94M	12.4%
Apr '18	\$1.73M	-88.2%



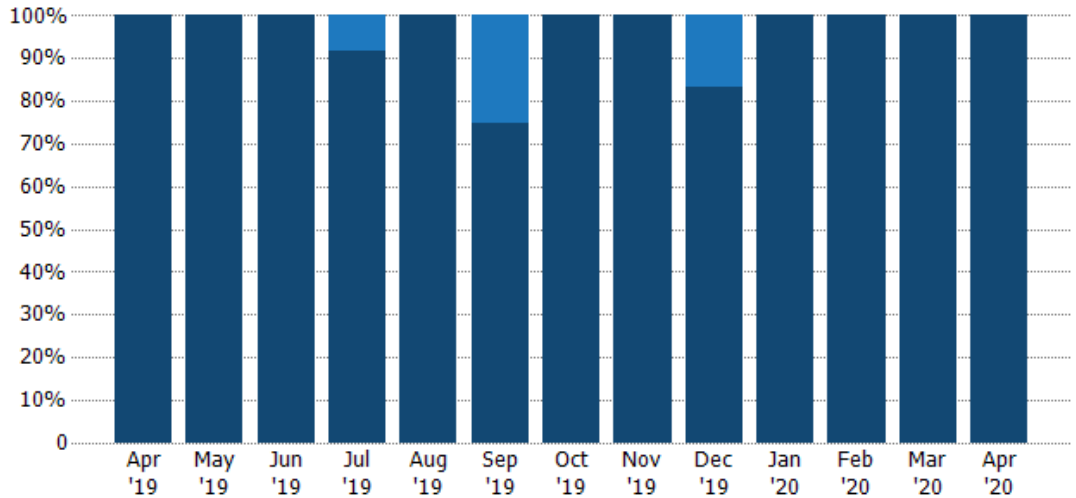
Current Year	\$1.94M	\$2.21M	\$2.37M	\$3.39M	\$1.84M	\$986K	\$490K	\$2.5M	\$1.32M	\$2.08M	\$754K	\$804K	\$484K
Prior Year	\$1.73M	\$1.67M	\$446K	\$2.37M	\$1.22M	\$3.02M	\$896K	\$2.03M	\$577K	\$789K	\$509K	\$719K	\$1.94M
Percent Change from Prior Year	12%	32%	432%	43%	51%	-67%	-45%	23%	129%	163%	48%	12%	-75%

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



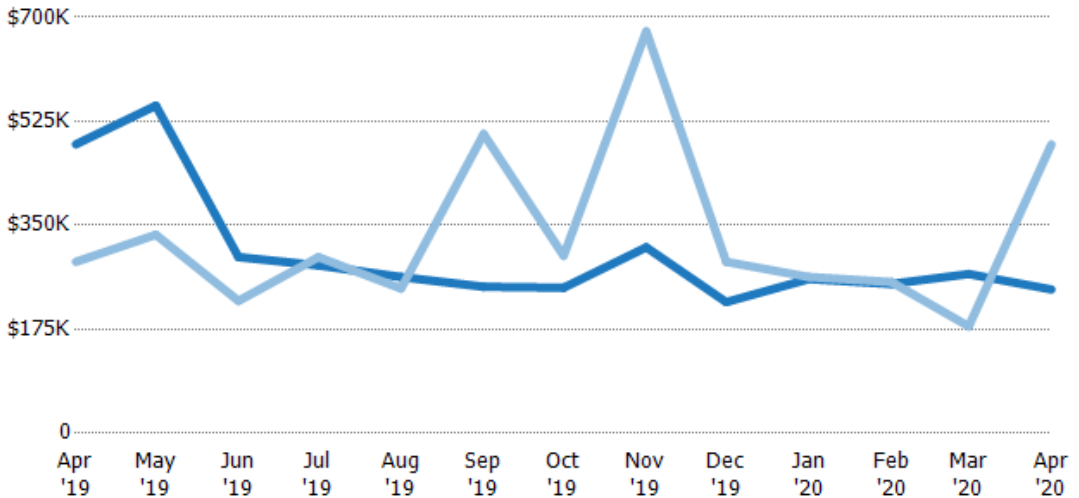
Condo/Townhouse	-	-	-	8%	-	25%	-	-	17%	-	-	-	-
Single Family Residence	100%	100%	100%	92%	100%	75%	100%	100%	83%	100%	100%	100%	100%

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



Current Year	\$486K	\$551K	\$296K	\$283K	\$263K	\$247K	\$245K	\$313K	\$221K	\$260K	\$251K	\$268K	\$242K
Prior Year	\$289K	\$334K	\$223K	\$296K	\$244K	\$504K	\$299K	\$676K	\$289K	\$263K	\$255K	\$180K	\$486K
Percent Change from Prior Year	69%	65%	33%	-5%	8%	-51%	-18%	-54%	-24%	-1%	-1%	49%	-50%

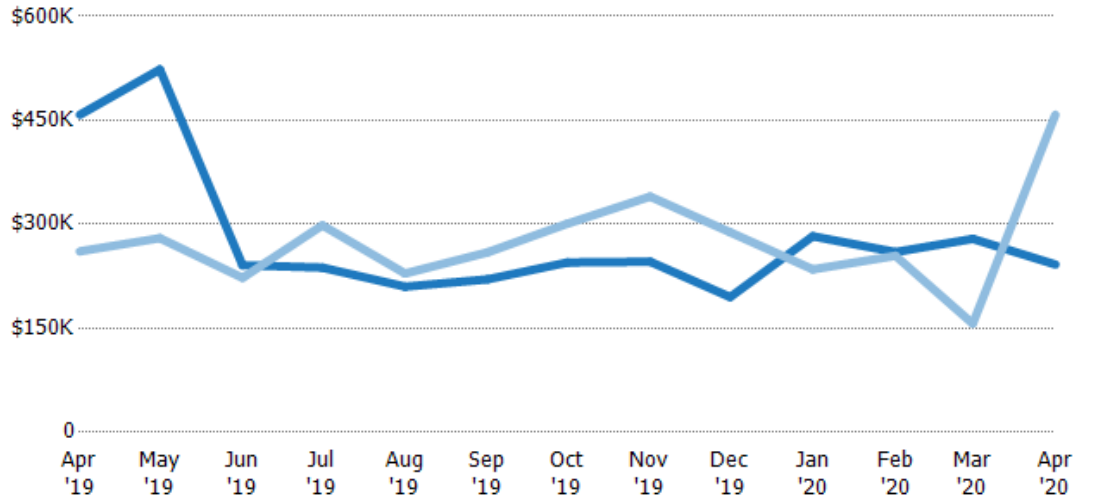
Median Sales Price

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.
Apr '20	\$242K	-47.2%
Apr '19	\$458K	75.5%
Apr '18	\$261K	-22%



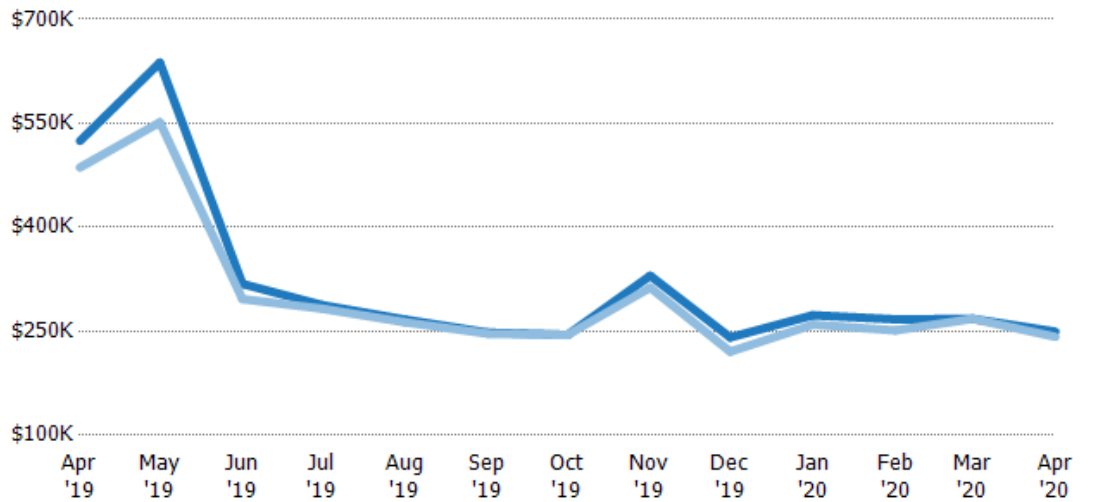
Current Year	\$458K	\$523K	\$241K	\$238K	\$210K	\$221K	\$245K	\$246K	\$195K	\$283K	\$260K	\$279K	\$242K
Prior Year	\$261K	\$280K	\$223K	\$299K	\$229K	\$260K	\$301K	\$340K	\$289K	\$235K	\$255K	\$157K	\$458K
Percent Change from Prior Year	75%	87%	8%	-20%	-8%	-15%	-19%	-28%	-32%	20%	2%	78%	-47%

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



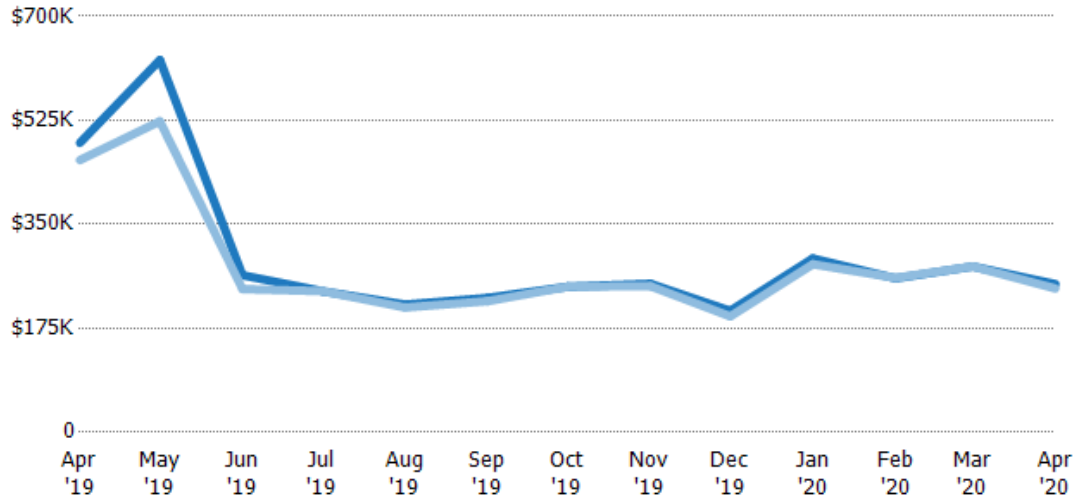
Avg List Price	\$524K	\$638K	\$318K	\$288K	\$267K	\$248K	\$245K	\$330K	\$241K	\$273K	\$267K	\$268K	\$249K
Avg Sales Price	\$486K	\$551K	\$296K	\$283K	\$263K	\$247K	\$245K	\$313K	\$221K	\$260K	\$251K	\$268K	\$242K
Avg Sales Price as a % of Avg List Price	93%	86%	93%	98%	99%	99%	100%	95%	92%	95%	94%	100%	97%

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



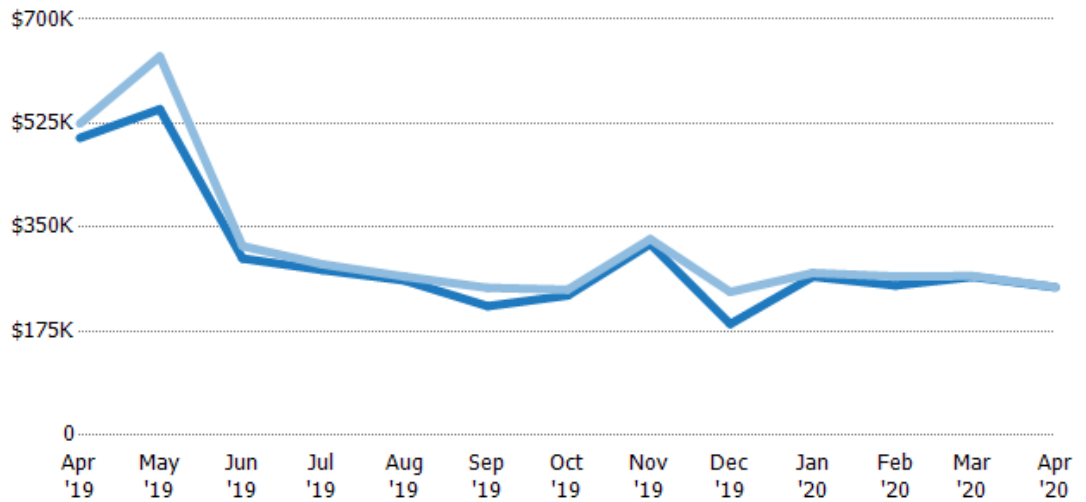
	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20
Median List Price	\$487K	\$627K	\$264K	\$237K	\$215K	\$226K	\$245K	\$250K	\$204K	\$293K	\$259K	\$279K	\$249K
Median Sales Price	\$458K	\$523K	\$241K	\$238K	\$210K	\$221K	\$245K	\$246K	\$195K	\$283K	\$260K	\$279K	\$242K
Med Sales Price as a % of Med List Price	94%	84%	91%	100%	98%	98%	100%	98%	95%	97%	100%	100%	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.

Filters Used

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



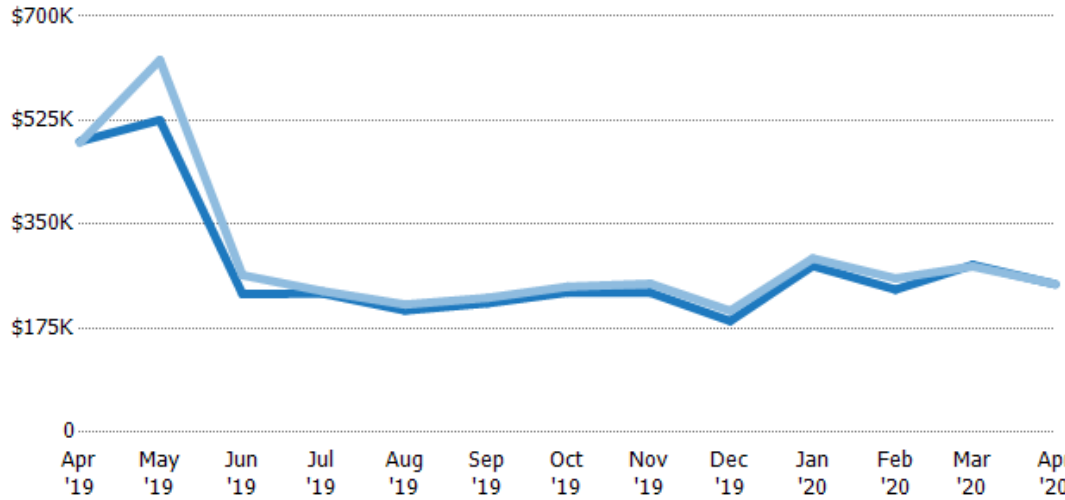
	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20
Avg Est Value	\$500K	\$549K	\$297K	\$278K	\$260K	\$217K	\$235K	\$322K	\$187K	\$267K	\$252K	\$267K	\$249K
Avg Sales Price	\$524K	\$638K	\$318K	\$288K	\$267K	\$248K	\$245K	\$330K	\$241K	\$273K	\$267K	\$268K	\$249K
Avg Sales Price as a % of Avg Est Value	105%	116%	107%	103%	102%	114%	104%	103%	129%	102%	106%	101%	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



	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20
Median Est Value	\$490K	\$525K	\$232K	\$234K	\$205K	\$217K	\$235K	\$235K	\$187K	\$280K	\$240K	\$282K	\$249K
Median Sales Price	\$487K	\$627K	\$264K	\$237K	\$215K	\$226K	\$245K	\$250K	\$204K	\$293K	\$259K	\$279K	\$249K
Med Sales Price as a % of Med Est Value	99%	119%	114%	102%	105%	104%	104%	106%	109%	104%	108%	99%	100%