

## Summary of Key Listing and Sales Metrics

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

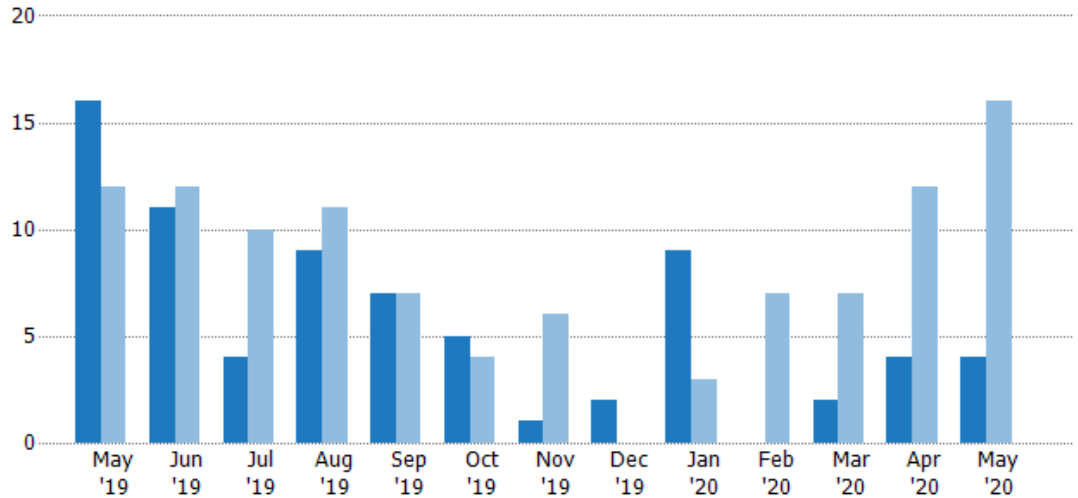
Key Metrics	May 2020	May 2019	+ / -	YTD 2020	YTD 2019	+ / -
<b>Listing Activity Charts Metrics</b>						
New Listing Count	4	16	-75%	19	45	-57.8%
New Listing Volume	\$2,416,000	\$5,083,800	-52.5%	\$7,899,500	\$16,718,100	-52.7%
Active Listing Count	19	50	-62%	N/A	N/A	
Active Listing Volume	\$9,496,700	\$18,742,100	-49.3%	N/A	N/A	
Average Listing Price	\$499,826	\$374,842	+33.3%	\$422,263	\$373,486	+13.1%
Median Listing Price	\$359,900	\$257,400	+39.8%	\$337,375	\$259,642	+29.9%
Median Days in RPR	285	110	+159.1%	261.03	173.06	+50.8%
Months of Inventory	9.5	16.7	-43%	7.2	11.6	-37.8%
Absorption Rate	10.53%	6%	+4.5%	13.91%	8.66%	+5.3%
<b>Sales Activity Charts Metrics</b>						
New Pending Sales Count	6	14	-57.1%	21	33	-36.4%
New Pending Sales Volume	\$2,169,400	\$4,255,700	-49%	\$6,366,800	\$11,443,000	-44.4%
Pending Sales Count	9	15	-40%	N/A	N/A	
Pending Sales Volume	\$3,293,200	\$4,014,200	-18%	N/A	N/A	
Closed Sales Count	2	4	-50%	18	16	+12.5%
Closed Sales Volume	\$576,000	\$2,205,600	-73.9%	\$4,693,800	\$5,257,000	-10.7%
Average Sales Price	\$288,000	\$551,400	-47.8%	\$260,767	\$328,562	-20.6%
Median Sales Price	\$288,000	\$523,300	-45%	\$274,372	\$309,625	-11.4%

## 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



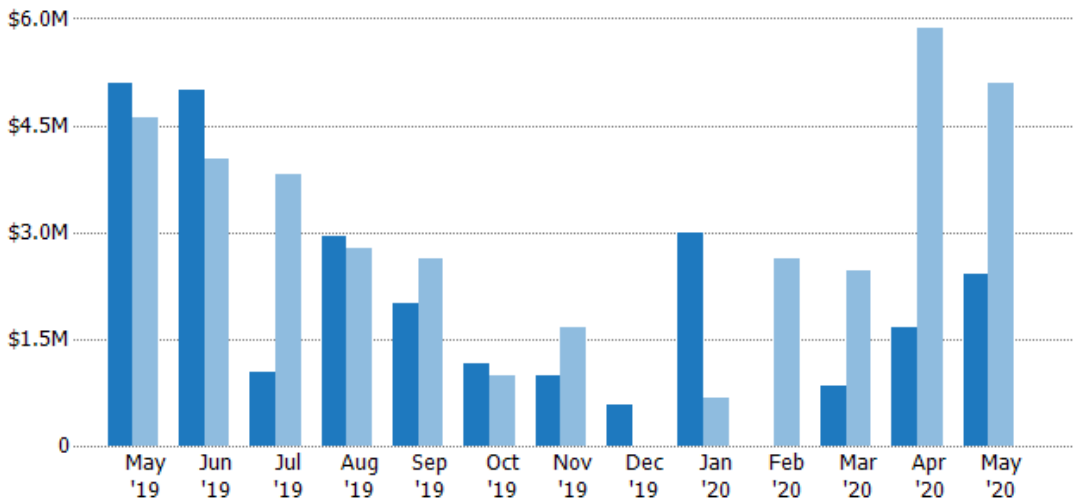
Current Year	16	11	4	9	7	5	1	2	9	-	2	4	4
Prior Year	12	12	10	11	7	4	6	-	3	7	7	12	16
Percent Change from Prior Year	33%	-8%	-60%	-18%	0%	25%	-83%	100%	200%	-100%	-71%	-67%	-75%

## 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	\$5.08M	\$5M	\$1.04M	\$2.94M	\$2.01M	\$1.15M	\$995K	\$567K	\$2.99M	-	\$840K	\$1.66M	\$2.42M
Prior Year	\$4.6M	\$4.03M	\$3.82M	\$2.78M	\$2.62M	\$986K	\$1.66M	-	\$675K	\$2.63M	\$2.47M	\$5.86M	\$5.08M
Percent Change from Prior Year	10%	24%	-73%	6%	-23%	16%	-40%	100%	342%	-100%	-66%	-72%	-52%

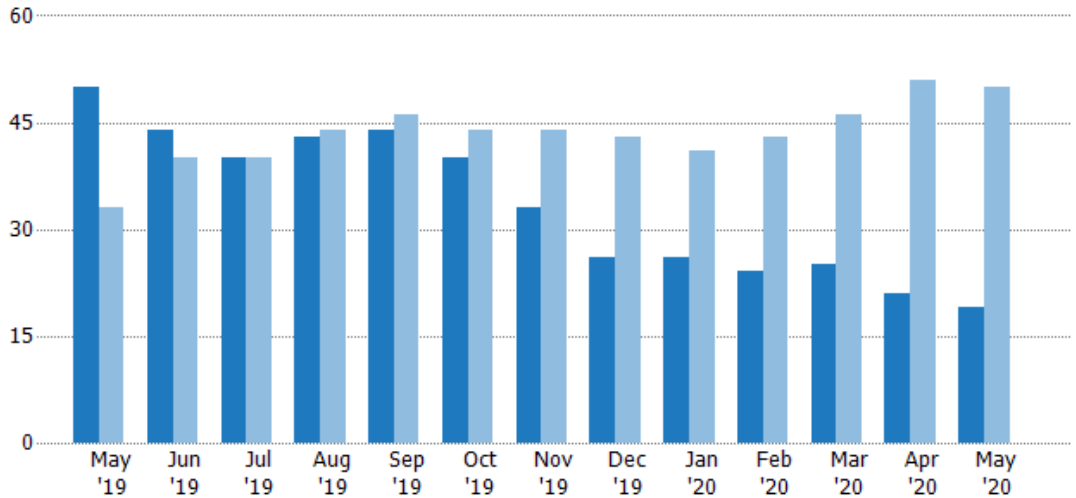
## Active Listings

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.
May '20	19	-62%
May '19	50	51.5%
May '18	33	30.3%



Current Year	50	44	40	43	44	40	33	26	26	24	25	21	19
Prior Year	33	40	40	44	46	44	44	43	41	43	46	51	50
Percent Change from Prior Year	52%	10%	0%	-2%	-4%	-9%	-25%	-40%	-37%	-44%	-46%	-59%	-62%

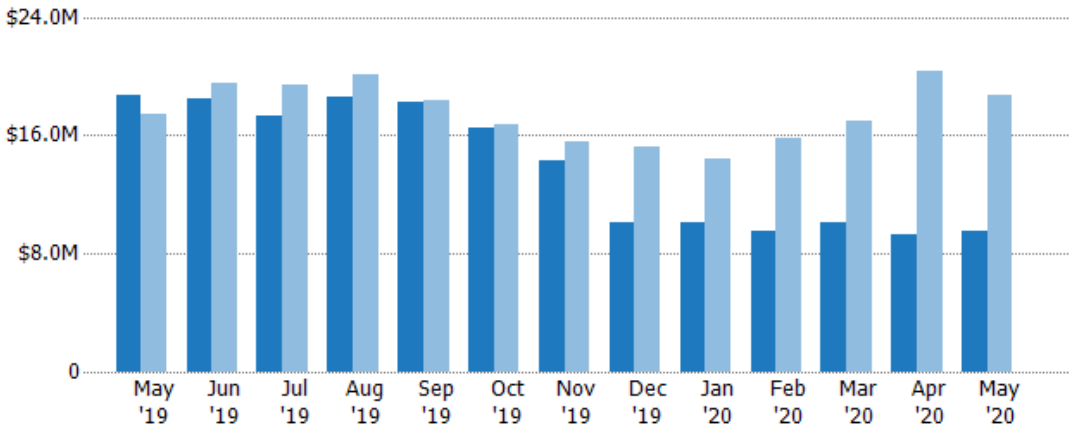
## Active Listing Volume

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.
May '20	\$9.5M	-49.3%
May '19	\$18.7M	7.4%
May '18	\$17.4M	26%



Current Year	\$18.7M	\$18.5M	\$17.3M	\$18.6M	\$18.3M	\$16.5M	\$14.2M	\$10.1M	\$10.2M	\$9.58M	\$10.1M	\$9.25M	\$9.5M
Prior Year	\$17.4M	\$19.5M	\$19.5M	\$20.1M	\$18.4M	\$16.7M	\$15.6M	\$15.3M	\$14.4M	\$15.8M	\$17M	\$20.3M	\$18.7M
Percent Change from Prior Year	7%	-5%	-11%	-7%	0%	-1%	-8%	-34%	-30%	-39%	-41%	-54%	-49%

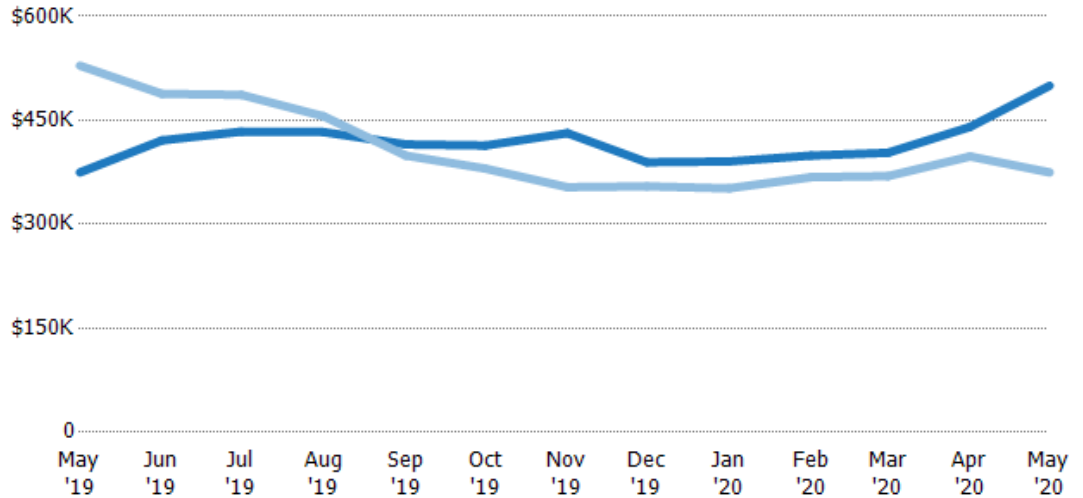
## Average Listing Price

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.
May '20	\$500K	33.3%
May '19	\$375K	-29.1%
May '18	\$529K	-3.3%



Current Year	\$375K	\$421K	\$434K	\$433K	\$415K	\$414K	\$431K	\$389K	\$391K	\$399K	\$403K	\$440K	\$500K
Prior Year	\$529K	\$488K	\$487K	\$456K	\$399K	\$380K	\$353K	\$355K	\$352K	\$368K	\$370K	\$398K	\$375K
Percent Change from Prior Year	-29%	-14%	-11%	-5%	4%	9%	22%	10%	11%	8%	9%	11%	33%

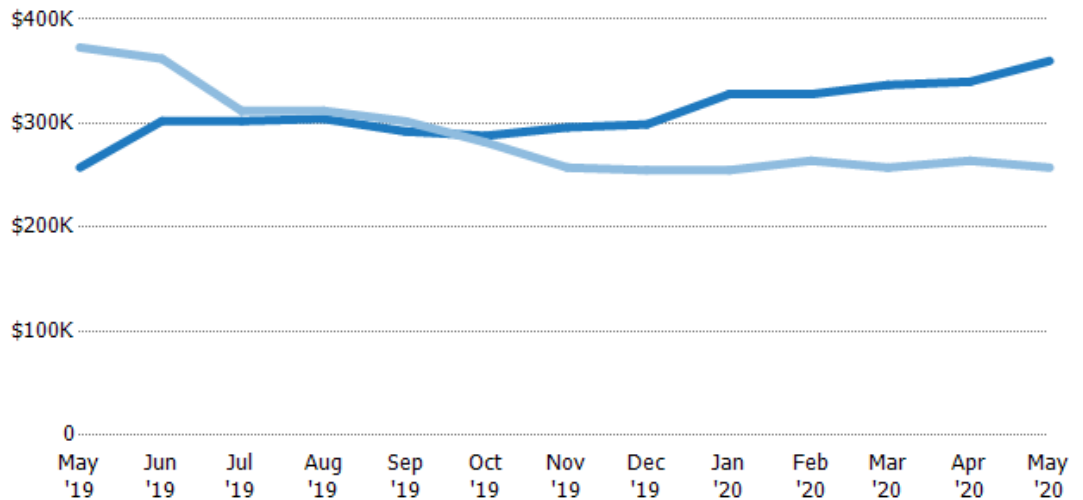
## Median Listing Price

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.
May '20	\$360K	39.8%
May '19	\$257K	-31%
May '18	\$373K	-12.8%



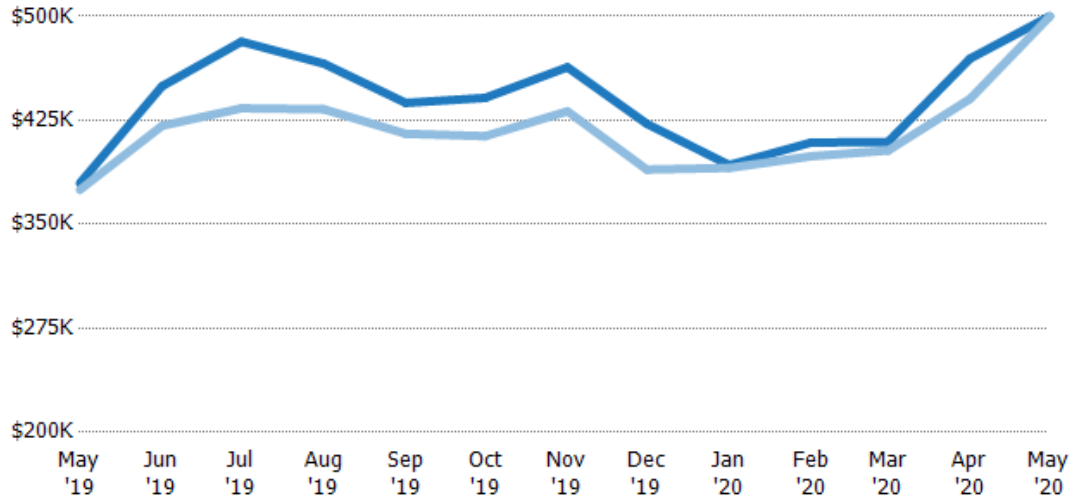
Current Year	\$257K	\$302K	\$302K	\$304K	\$292K	\$288K	\$296K	\$299K	\$328K	\$328K	\$337K	\$340K	\$360K
Prior Year	\$373K	\$362K	\$312K	\$312K	\$302K	\$282K	\$257K	\$255K	\$255K	\$264K	\$257K	\$264K	\$257K
Percent Change from Prior Year	-31%	-17%	-3%	-2%	-3%	2%	15%	17%	29%	24%	31%	29%	40%

## 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

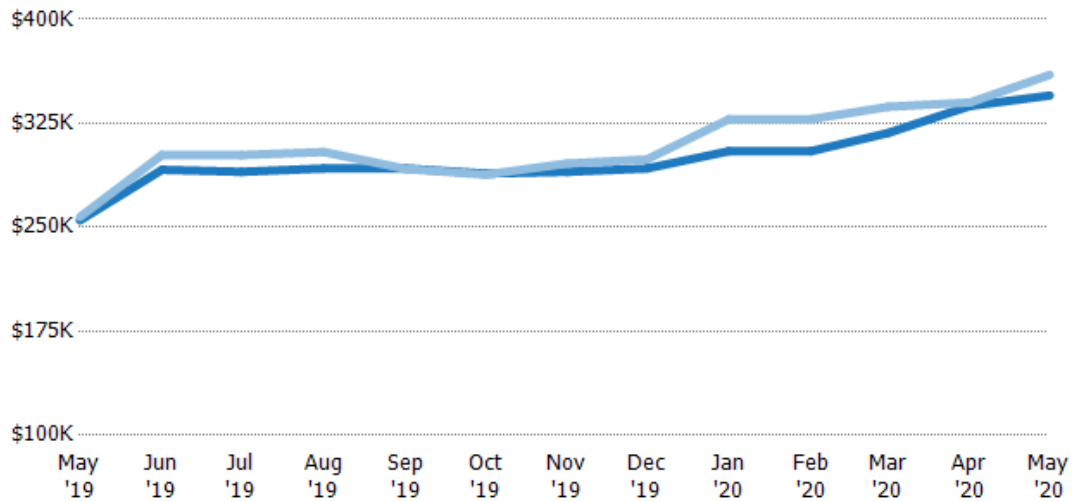


## Median Listing Price vs Median Est Value

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



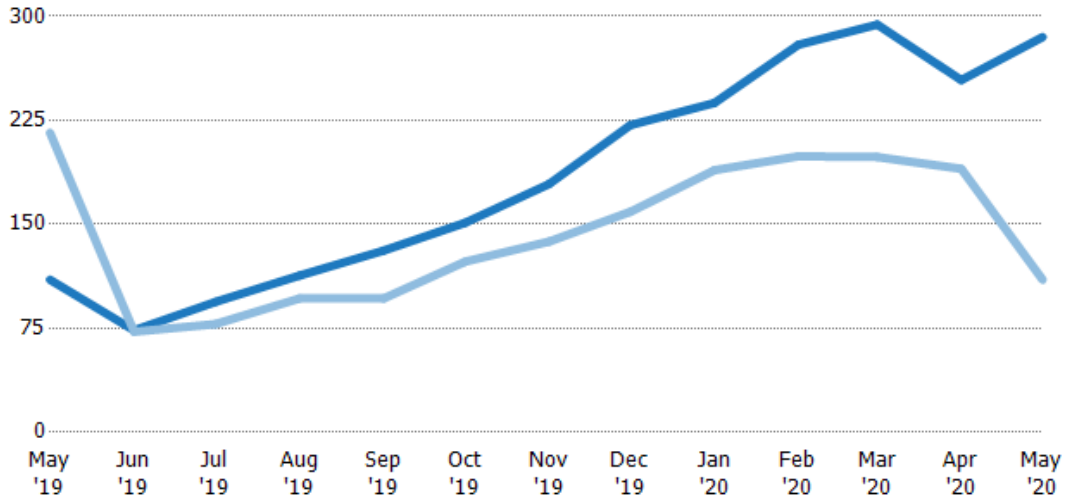
## Median Days in RPR

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.
May '20	285	159.1%
May '19	110	-49.1%
May '18	216	-60.2%



Current Year	110	73.5	94	113	131	151	179	222	238	280	294	254	285
Prior Year	216	72.5	78	96.5	96.5	123	138	159	189	199	199	190	110
Percent Change from Prior Year	-49%	1%	21%	17%	36%	23%	30%	39%	26%	40%	48%	34%	159%

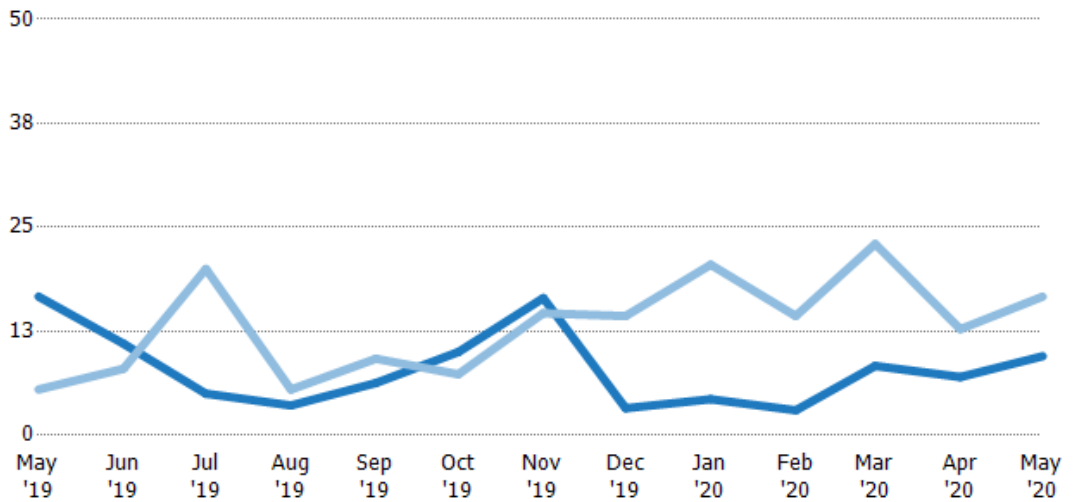
## Months of Inventory

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.
May '20	9.5	-43%
May '19	16.7	203%
May '18	5.5	681.8%



Current Year	16.7	11	5	3.58	6.29	10	16.5	3.25	4.33	3	8.33	7	9.5
Prior Year	5.5	8	20	5.5	9.2	7.33	14.7	14.3	20.5	14.3	23	12.8	16.7
Percent Change from Prior Year	203%	38%	-75%	-35%	-32%	36%	13%	-77%	-79%	-79%	-64%	-45%	-43%

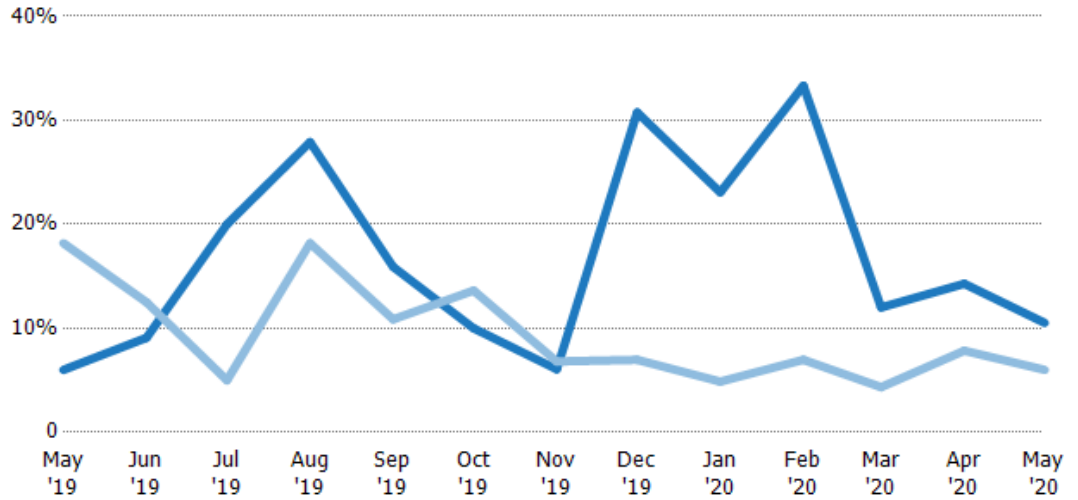
## Absorption Rate

The percentage of inventory sold per month.

### Filters Used

ZIP: Vergennes, VT 05491  
 Property Type:  
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 Family Residence

Month/ Year	Rate	Chg.
May '20	11%	-4.5%
May '19	6%	12.2%
May '18	18%	-87.2%



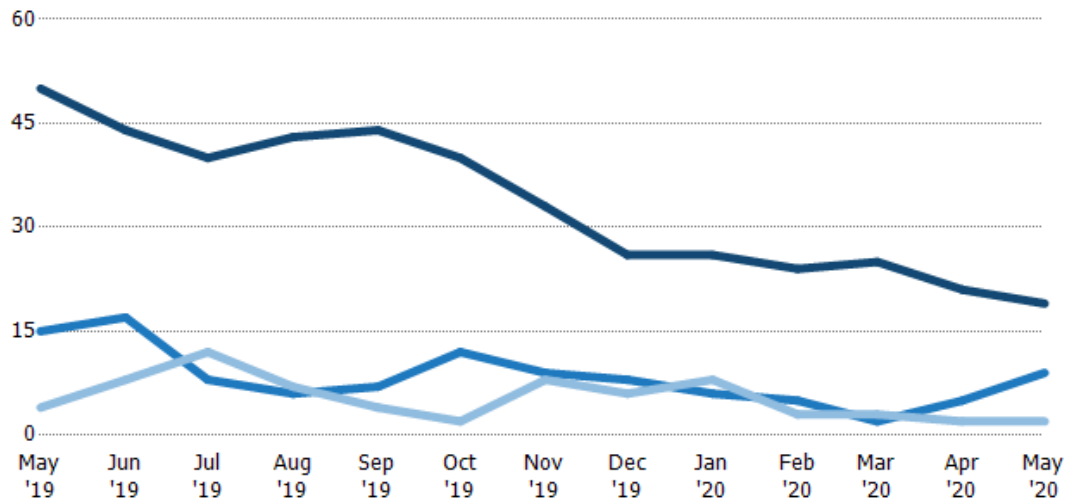
	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20
Current Year	6%	9%	20%	28%	16%	10%	6%	31%	23%	33%	12%	14%	11%
Prior Year	18%	13%	5%	18%	11%	14%	7%	7%	5%	7%	4%	8%	6%
Change from Prior Year	12%	3%	-15%	-10%	-5%	4%	1%	-24%	-18%	-26%	-8%	-6%	-5%

## 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



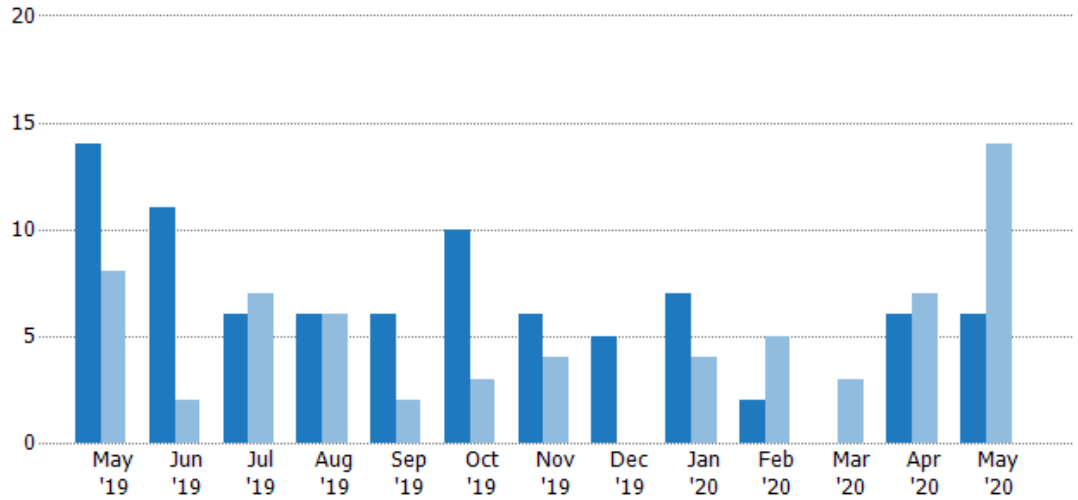
	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20
Active	50	44	40	43	44	40	33	26	26	24	25	21	19
Pending	15	17	8	6	7	12	9	8	6	5	2	5	9
Sold	4	8	12	7	4	2	8	6	8	3	3	2	2

## 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



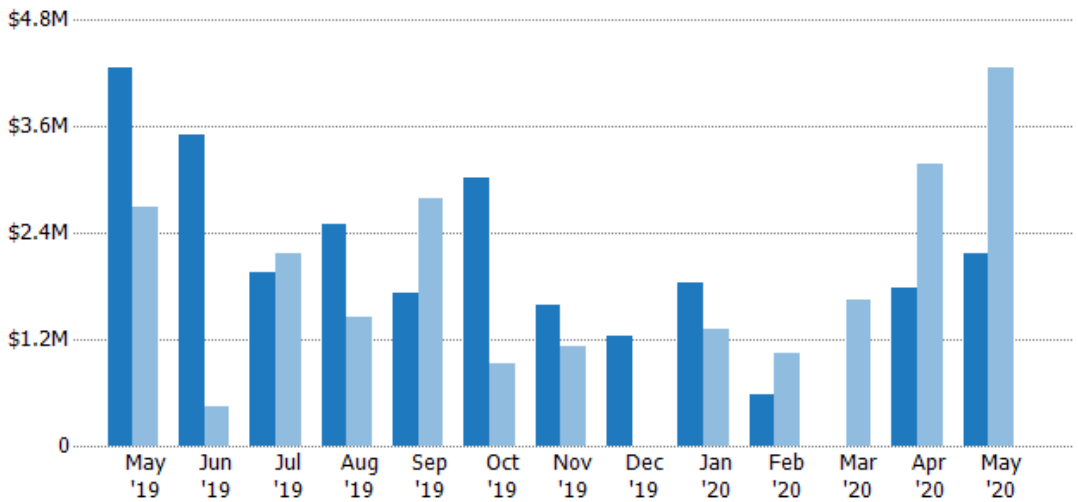
Current Year	14	11	6	6	6	10	6	5	7	2	-	6	6
Prior Year	8	2	7	6	2	3	4	-	4	5	3	7	14
Percent Change from Prior Year	75%	450%	-14%	0%	200%	233%	50%	100%	75%	-60%	-100%	-14%	-57%

## 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	\$4.26M	\$3.5M	\$1.95M	\$2.51M	\$1.71M	\$3.02M	\$1.59M	\$1.24M	\$1.85M	\$579K	-	\$1.77M	\$2.17M
Prior Year	\$2.7M	\$450K	\$2.16M	\$1.44M	\$2.79M	\$919K	\$1.13M	-	\$1.32M	\$1.04M	\$1.65M	\$3.18M	\$4.26M
Percent Change from Prior Year	58%	677%	-10%	74%	-39%	229%	41%	100%	40%	-44%	-100%	-44%	-49%



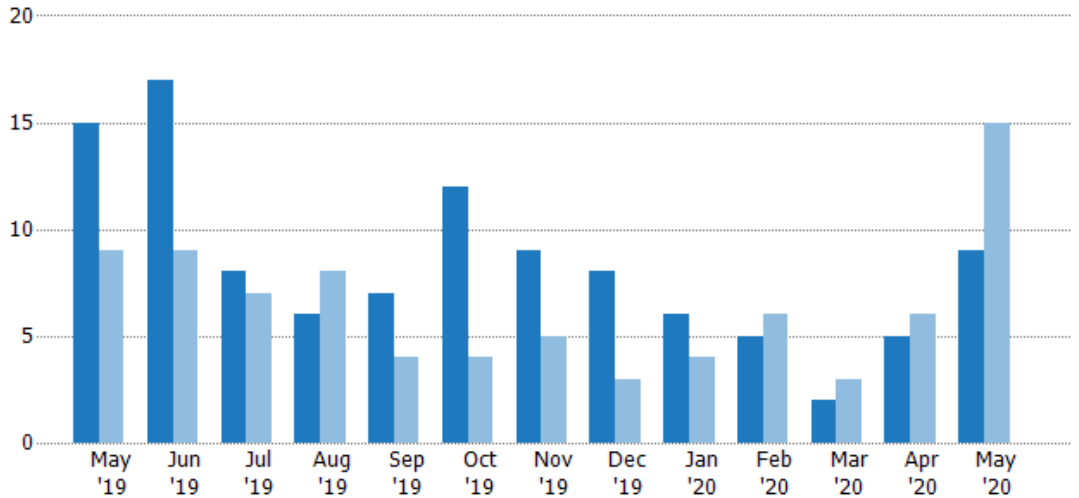
## Pending Sales

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.
May '20	9	-40%
May '19	15	66.7%
May '18	9	-22.2%



Current Year	15	17	8	6	7	12	9	8	6	5	2	5	9
Prior Year	9	9	7	8	4	4	5	3	4	6	3	6	15
Percent Change from Prior Year	67%	89%	14%	-25%	75%	200%	80%	167%	50%	-17%	-33%	-17%	-40%

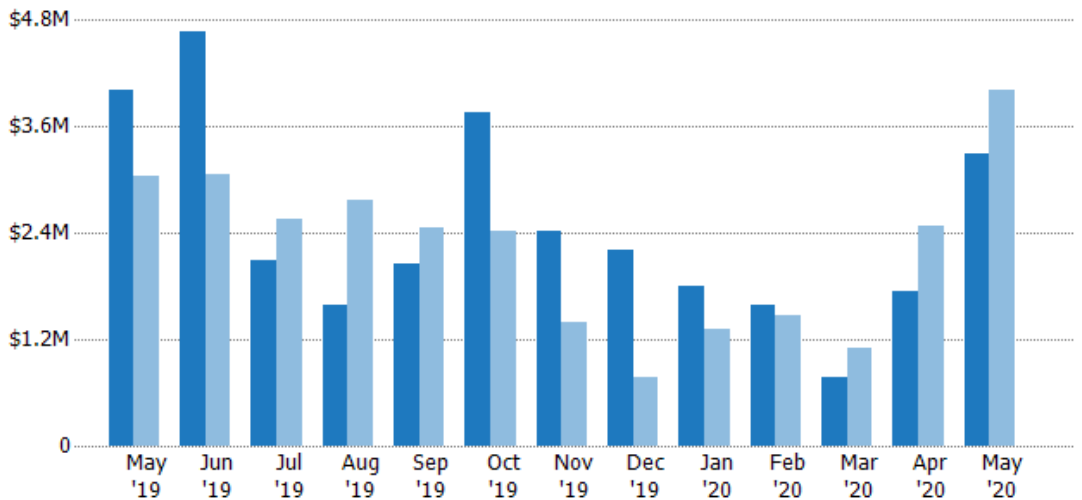
## Pending Sales Volume

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.
May '20	\$3.29M	-18%
May '19	\$4.01M	31.6%
May '18	\$3.05M	-21.1%



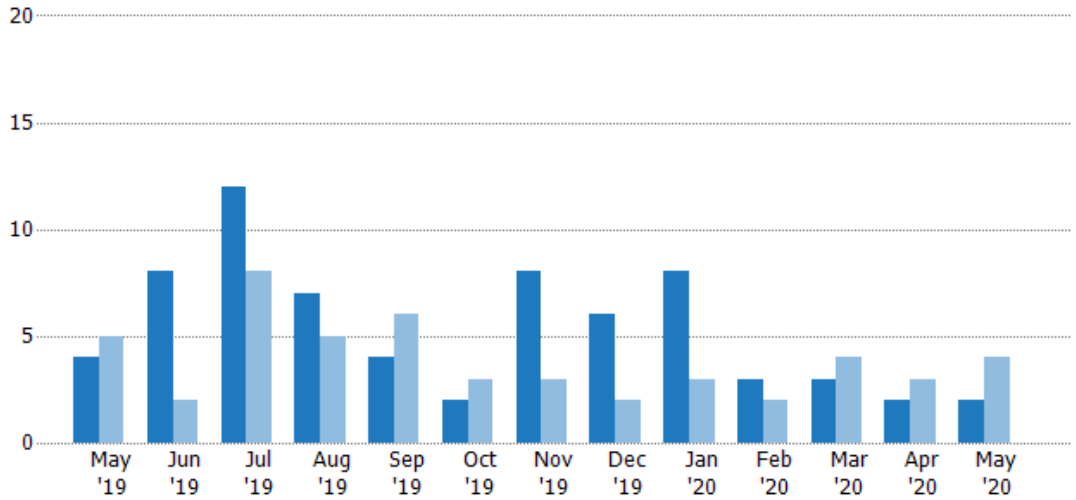
Current Year	\$4.01M	\$4.67M	\$2.09M	\$1.58M	\$2.05M	\$3.75M	\$2.42M	\$2.21M	\$1.8M	\$1.58M	\$778K	\$1.75M	\$3.29M
Prior Year	\$3.05M	\$3.06M	\$2.56M	\$2.78M	\$2.46M	\$2.41M	\$1.4M	\$777K	\$1.32M	\$1.48M	\$1.1M	\$2.48M	\$4.01M
Percent Change from Prior Year	32%	53%	-18%	-43%	-16%	56%	73%	185%	37%	7%	-29%	-29%	-18%

## 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.
May '20	2	-50%
May '19	4	-20%
May '18	5	-40%

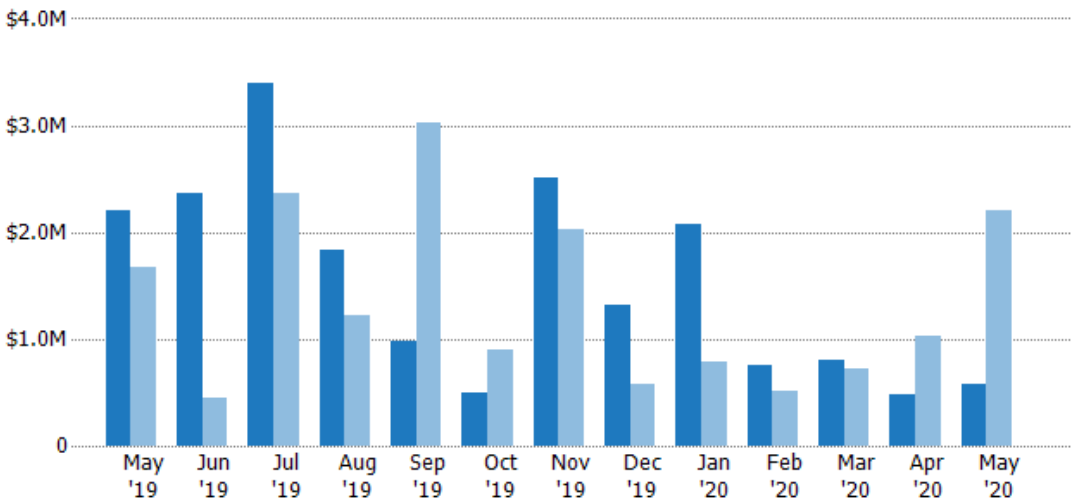
	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20
Current Year	4	8	12	7	4	2	8	6	8	3	3	2	2
Prior Year	5	2	8	5	6	3	3	2	3	2	4	3	4
Percent Change from Prior Year	-20%	300%	50%	40%	-33%	-33%	167%	200%	167%	50%	-25%	-33%	-50%

## 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.
May '20	\$576K	-73.9%
May '19	\$2.21M	32%
May '18	\$1.67M	-30%

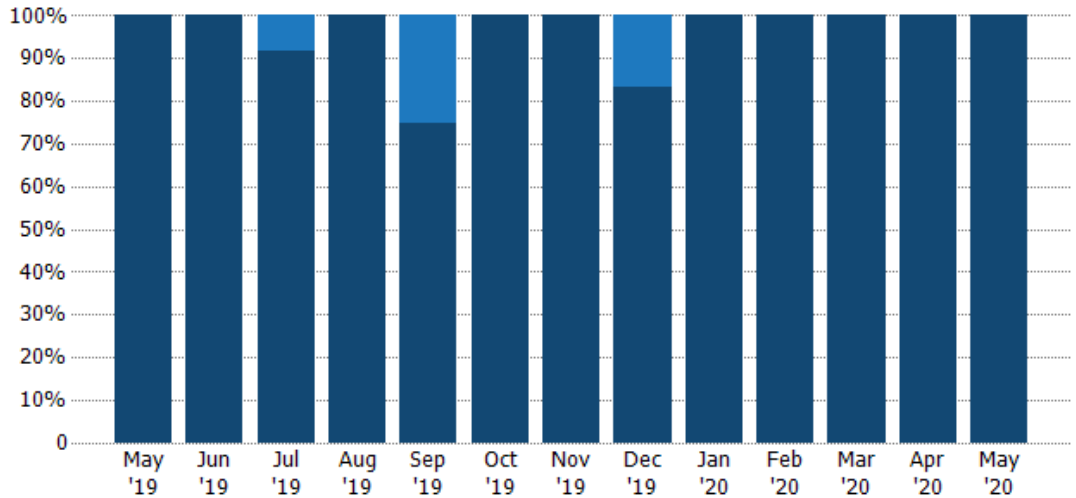
	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20
Current Year	\$2.21M	\$2.37M	\$3.39M	\$1.84M	\$986K	\$490K	\$2.5M	\$1.32M	\$2.08M	\$754K	\$804K	\$484K	\$576K
Prior Year	\$1.67M	\$446K	\$2.37M	\$1.22M	\$3.02M	\$896K	\$2.03M	\$577K	\$789K	\$509K	\$719K	\$1.03M	\$2.21M
Percent Change from Prior Year	32%	432%	43%	51%	-67%	-45%	23%	129%	163%	48%	12%	-53%	-74%

## 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



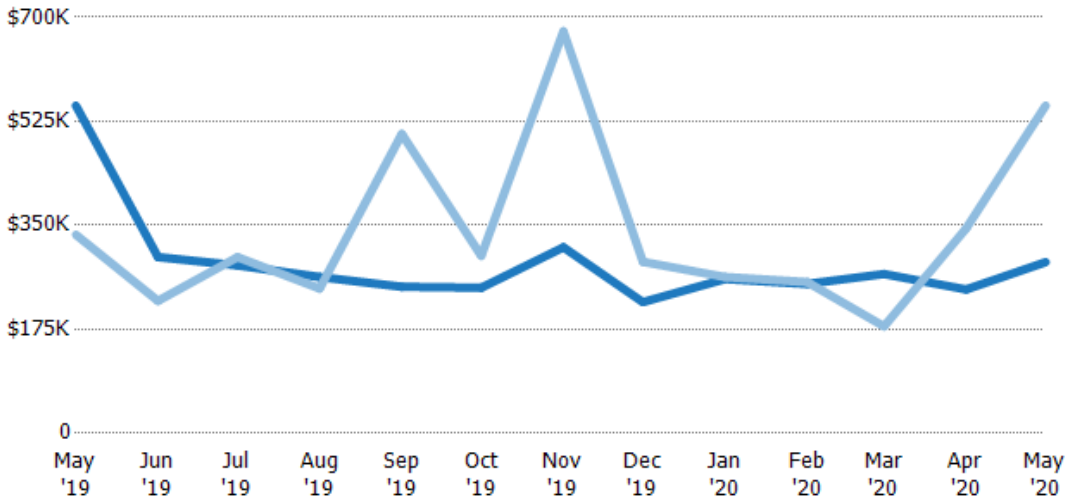
Property Type	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20
Condo/Townhouse	-	-	8%	-	25%	-	-	17%	-	-	-	-	-
Single Family Residence	100%	100%	92%	100%	75%	100%	100%	83%	100%	100%	100%	100%	100%

## 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



Month/Year	Price	% Chg.
May '20	\$288K	-47.8%
May '19	\$551K	65.1%
May '18	\$334K	16.7%

Property Type	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20
Current Year	\$551K	\$296K	\$283K	\$263K	\$247K	\$245K	\$313K	\$221K	\$260K	\$251K	\$268K	\$242K	\$288K
Prior Year	\$334K	\$223K	\$296K	\$244K	\$504K	\$299K	\$676K	\$289K	\$263K	\$255K	\$180K	\$345K	\$551K
Percent Change from Prior Year	65%	33%	-5%	8%	-51%	-18%	-54%	-24%	-1%	-1%	49%	-30%	-48%

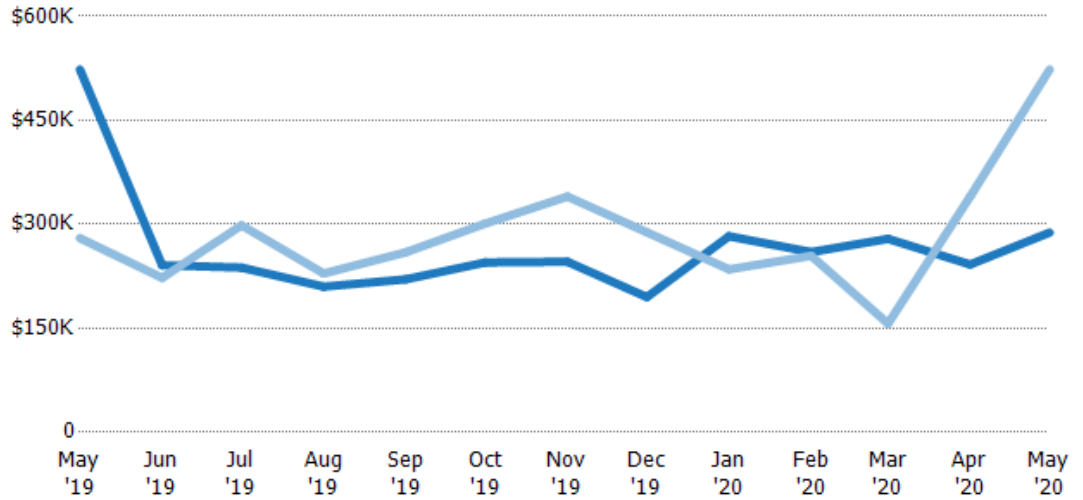
## Median Sales Price

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.
May '20	\$288K	-45%
May '19	\$523K	86.9%
May '18	\$280K	-17.9%



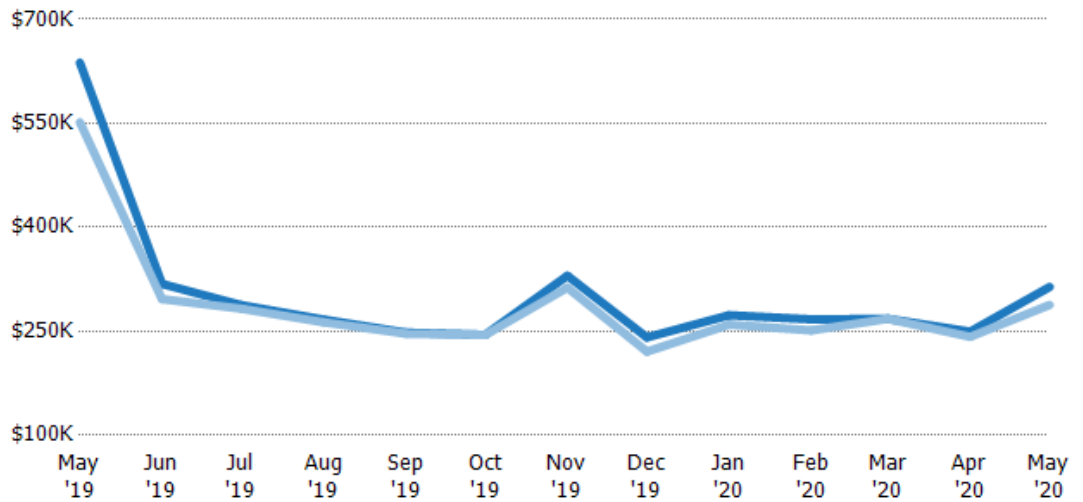
Current Year	\$523K	\$241K	\$238K	\$210K	\$221K	\$245K	\$246K	\$195K	\$283K	\$260K	\$279K	\$242K	\$288K
Prior Year	\$280K	\$223K	\$299K	\$229K	\$260K	\$301K	\$340K	\$289K	\$235K	\$255K	\$157K	\$340K	\$523K
Percent Change from Prior Year	87%	8%	-20%	-8%	-15%	-19%	-28%	-32%	20%	2%	78%	-29%	-45%

## 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



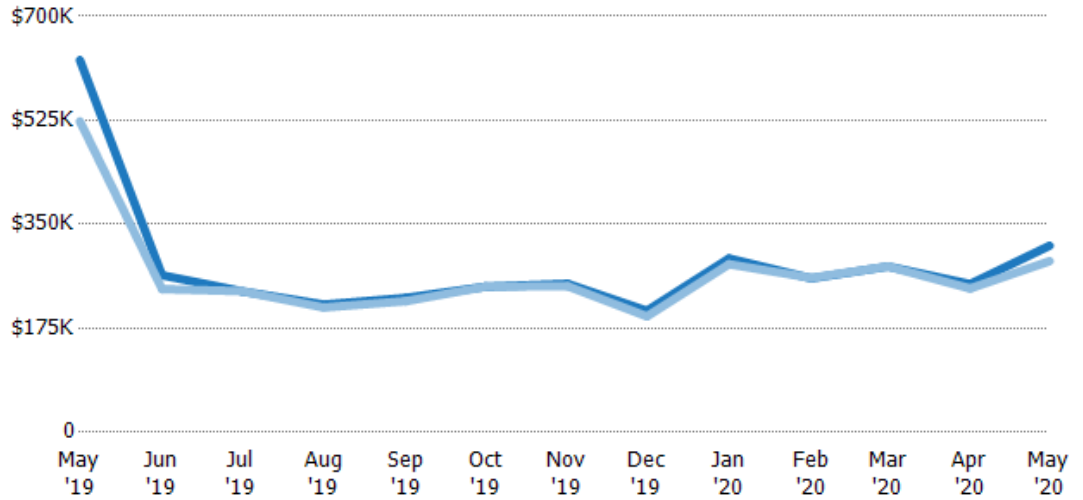
Avg List Price	\$638K	\$318K	\$288K	\$267K	\$248K	\$245K	\$330K	\$241K	\$273K	\$267K	\$268K	\$249K	\$314K
Avg Sales Price	\$551K	\$296K	\$283K	\$263K	\$247K	\$245K	\$313K	\$221K	\$260K	\$251K	\$268K	\$242K	\$288K
Avg Sales Price as a % of Avg List Price	86%	93%	98%	99%	99%	100%	95%	92%	95%	94%	100%	97%	92%

## 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



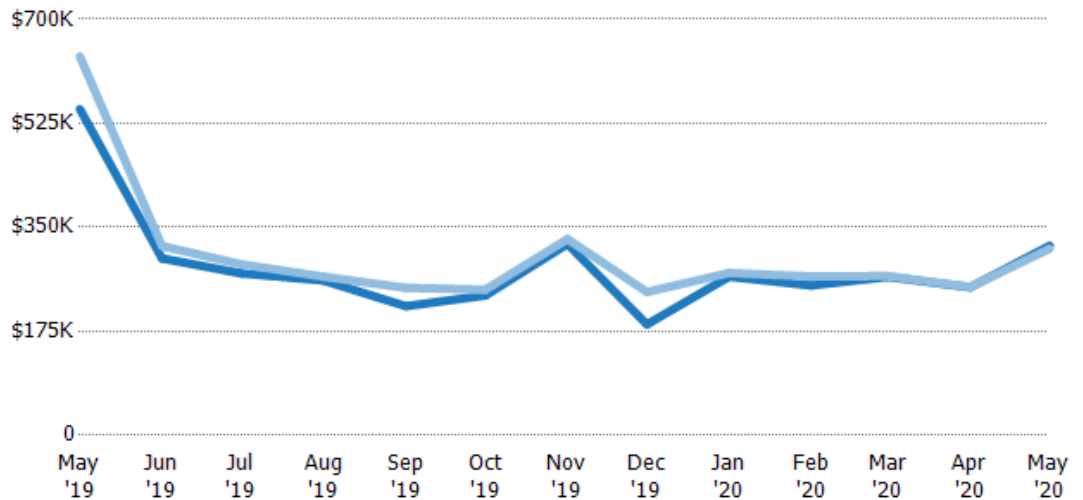
	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20
Median List Price	\$627K	\$264K	\$237K	\$215K	\$226K	\$245K	\$250K	\$204K	\$293K	\$259K	\$279K	\$249K	\$314K
Median Sales Price	\$523K	\$241K	\$238K	\$210K	\$221K	\$245K	\$246K	\$195K	\$283K	\$260K	\$279K	\$242K	\$288K
Med Sales Price as a % of Med List Price	84%	91%	100%	98%	98%	100%	98%	95%	97%	100%	100%	97%	92%

## 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



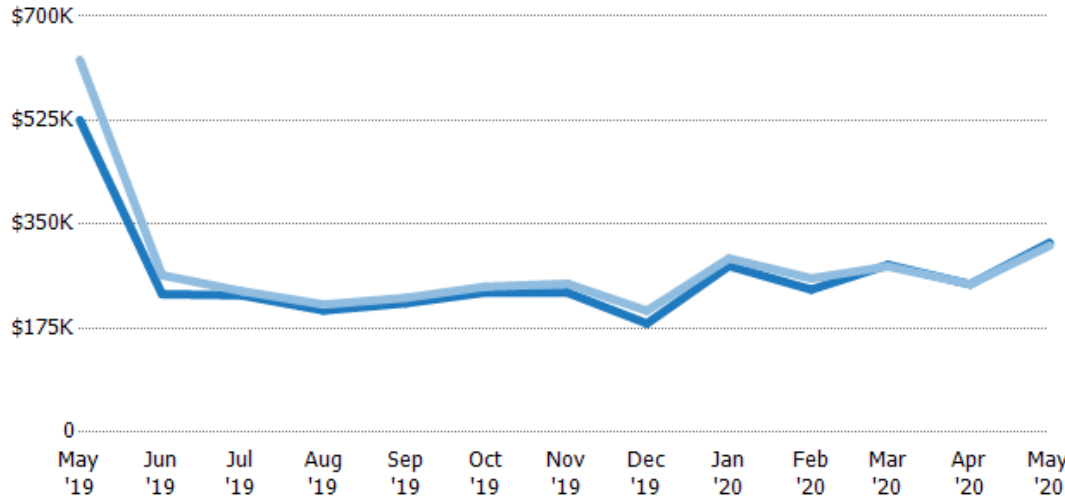
	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20
Avg Est Value	\$549K	\$298K	\$272K	\$260K	\$217K	\$235K	\$322K	\$187K	\$267K	\$252K	\$267K	\$249K	\$319K
Avg Sales Price	\$638K	\$318K	\$288K	\$267K	\$248K	\$245K	\$330K	\$241K	\$273K	\$267K	\$268K	\$249K	\$314K
Avg Sales Price as a % of Avg Est Value	116%	107%	106%	102%	114%	104%	103%	129%	102%	106%	101%	100%	98%

## 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



	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20
Median Est Value	\$525K	\$232K	\$231K	\$205K	\$217K	\$235K	\$235K	\$183K	\$280K	\$240K	\$282K	\$249K	\$319K
Median Sales Price	\$627K	\$264K	\$237K	\$215K	\$226K	\$245K	\$250K	\$204K	\$293K	\$259K	\$279K	\$249K	\$314K
Med Sales Price as a % of Med Est Value	119%	114%	103%	105%	104%	104%	106%	112%	104%	108%	99%	100%	98%