

## Summary of Key Listing and Sales Metrics

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

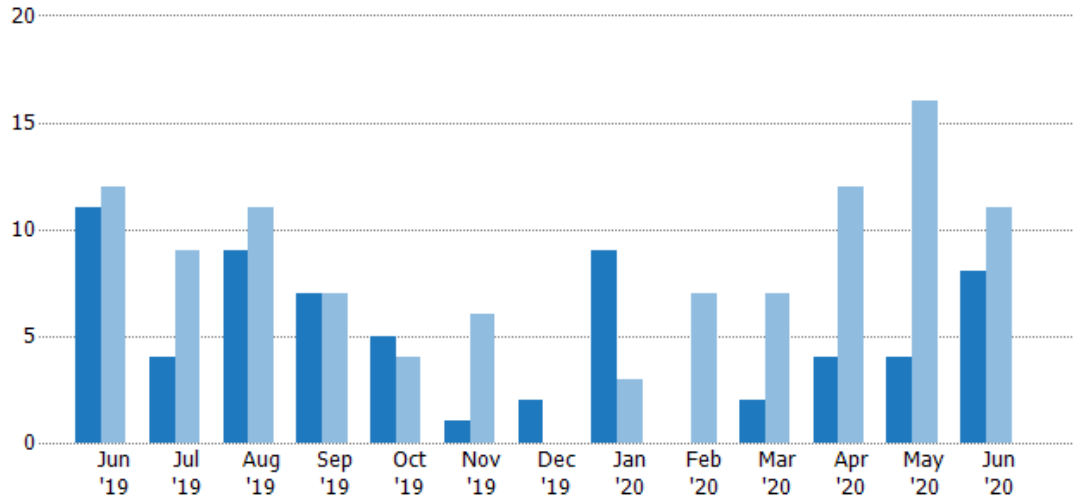
Key Metrics	Jun 2020	Jun 2019	+ / -	YTD 2020	YTD 2019	+ / -
<b>Listing Activity Charts Metrics</b>						
New Listing Count	8	11	-27.3%	27	56	-51.8%
New Listing Volume	\$5,554,634	\$4,996,000	+11.2%	\$13,441,634	\$21,714,100	-38.1%
Active Listing Count	19	44	-56.8%	N/A	N/A	
Active Listing Volume	\$12,157,372	\$18,523,200	-34.4%	N/A	N/A	
Average Listing Price	\$639,862	\$420,982	+52%	\$451,534	\$381,085	+18.5%
Median Listing Price	\$489,900	\$302,150	+62.1%	\$348,397	\$266,443	+30.8%
Median Days in RPR	228	73.5	+210.2%	252.77	141.88	+78.2%
Months of Inventory	9.5	11	-13.6%	5.4	13.1	-59.1%
Absorption Rate	10.53%	9.09%	+1.4%	18.66%	7.64%	+11%
<b>Sales Activity Charts Metrics</b>						
New Pending Sales Count	6	11	-45.5%	27	44	-38.6%
New Pending Sales Volume	\$1,778,562	\$3,497,600	-49.1%	\$8,145,362	\$14,940,600	-45.5%
Pending Sales Count	10	17	-41.2%	N/A	N/A	
Pending Sales Volume	\$3,359,962	\$4,665,300	-28%	N/A	N/A	
Closed Sales Count	6	8	-25%	24	25	-4%
Closed Sales Volume	\$1,950,650	\$2,371,501	-17.7%	\$6,644,450	\$7,896,001	-15.9%
Average Sales Price	\$325,108	\$296,438	+9.7%	\$276,852	\$315,840	-12.3%
Median Sales Price	\$296,750	\$241,000	+23.1%	\$279,967	\$283,080	-1.1%

## 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



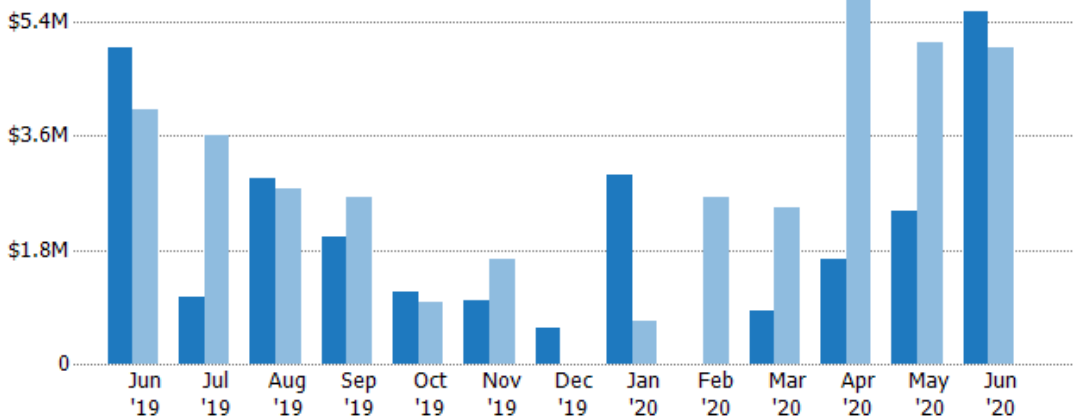
Current Year	11	4	9	7	5	1	2	9	-	2	4	4	8
Prior Year	12	9	11	7	4	6	-	3	7	7	12	16	11
Percent Change from Prior Year	-8%	-56%	-18%	0%	25%	-83%	100%	200%	-100%	-71%	-67%	-75%	-27%

## 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	\$5M	\$1.04M	\$2.92M	\$1.99M	\$1.15M	\$995K	\$567K	\$2.98M	-	\$830K	\$1.66M	\$2.42M	\$5.55M
Prior Year	\$4.03M	\$3.6M	\$2.78M	\$2.62M	\$986K	\$1.66M	-	\$675K	\$2.63M	\$2.47M	\$5.86M	\$5.08M	\$5M
Percent Change from Prior Year	24%	-71%	5%	-24%	16%	-40%	100%	342%	-100%	-66%	-72%	-52%	11%

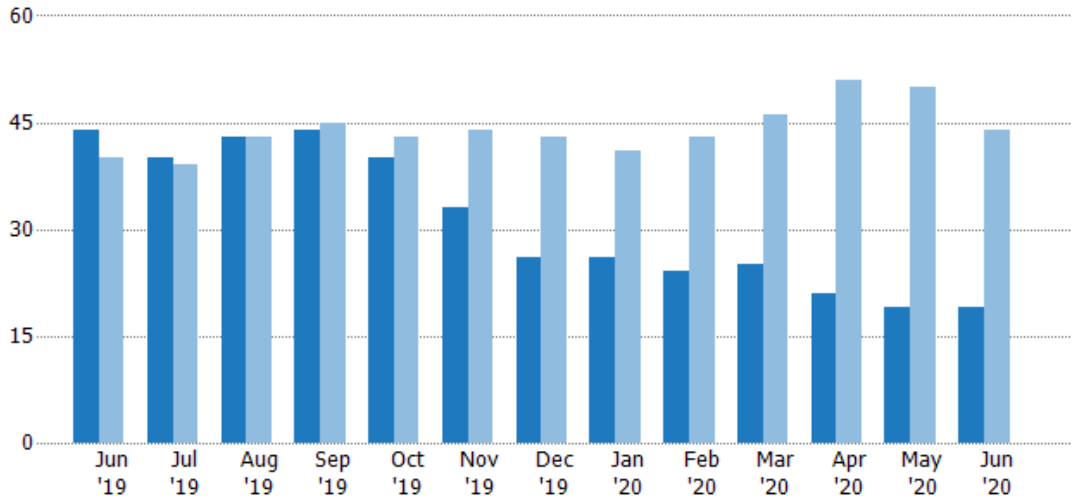
## Active Listings

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.
Jun '20	19	-56.8%
Jun '19	44	10%
Jun '18	40	20%



Current Year	44	40	43	44	40	33	26	26	24	25	21	19	19
Prior Year	40	39	43	45	43	44	43	41	43	46	51	50	44
Percent Change from Prior Year	10%	3%	0%	-2%	-7%	-25%	-40%	-37%	-44%	-46%	-59%	-62%	-57%

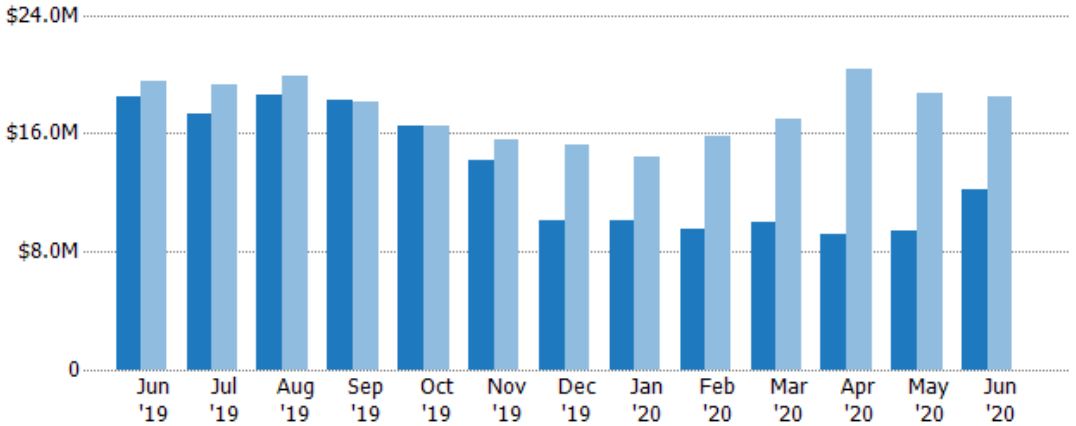
## Active Listing Volume

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.
Jun '20	\$12.2M	-34.4%
Jun '19	\$18.5M	-5.1%
Jun '18	\$19.5M	27.2%



Current Year	\$18.5M	\$17.3M	\$18.6M	\$18.2M	\$16.5M	\$14.2M	\$10.1M	\$10.1M	\$9.54M	\$10M	\$9.2M	\$9.45M	\$12.2M
Prior Year	\$19.5M	\$19.2M	\$19.8M	\$18.1M	\$16.5M	\$15.6M	\$15.3M	\$14.4M	\$15.8M	\$17M	\$20.3M	\$18.7M	\$18.5M
Percent Change from Prior Year	-5%	-10%	-6%	1%	0%	-9%	-34%	-30%	-40%	-41%	-55%	-50%	-34%

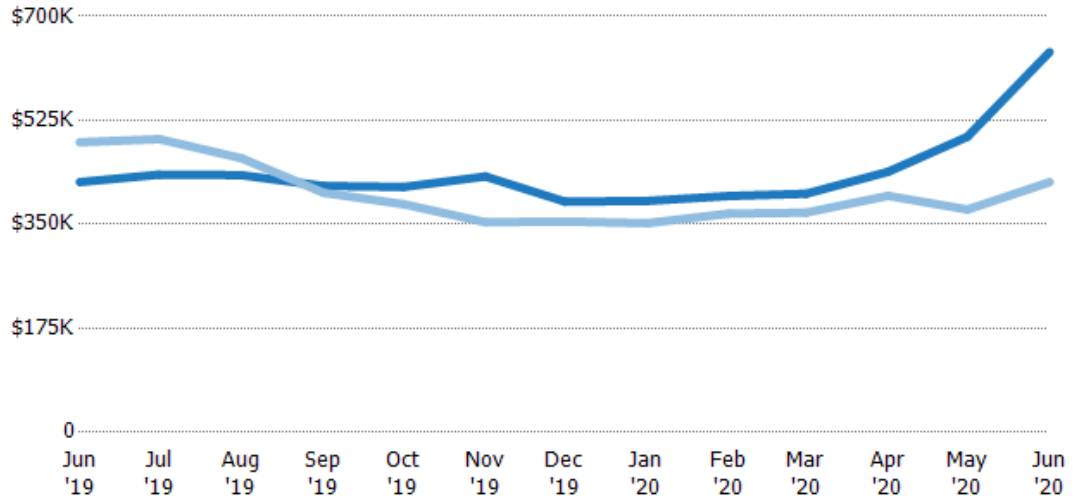
## Average Listing Price

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.
Jun '20	\$640K	52%
Jun '19	\$421K	-13.7%
Jun '18	\$488K	6%



Current Year	\$421K	\$434K	\$433K	\$415K	\$413K	\$430K	\$388K	\$389K	\$398K	\$401K	\$438K	\$497K	\$640K
Prior Year	\$488K	\$493K	\$461K	\$403K	\$384K	\$353K	\$355K	\$352K	\$368K	\$370K	\$398K	\$375K	\$421K
Percent Change from Prior Year	-14%	-12%	-6%	3%	7%	22%	9%	11%	8%	9%	10%	33%	52%

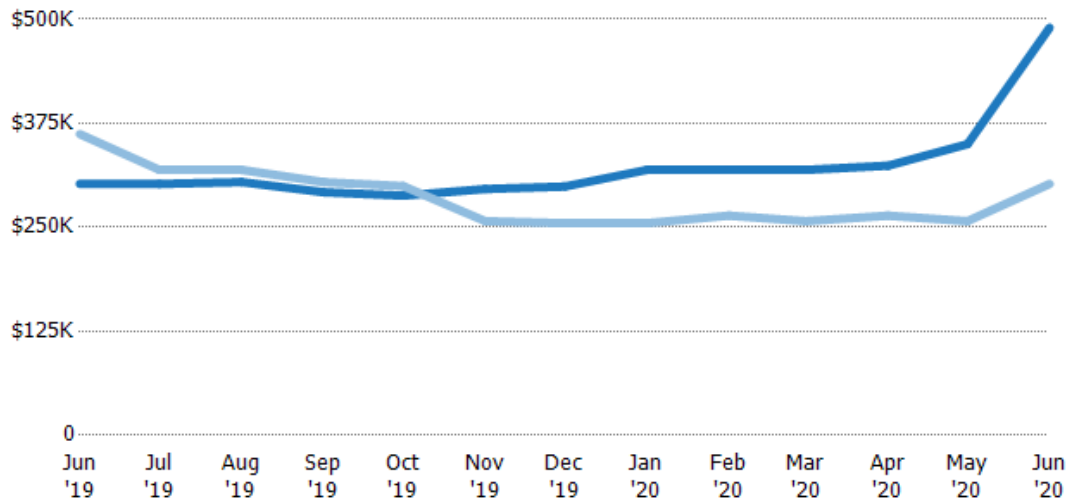
## Median Listing Price

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.
Jun '20	\$490K	62.1%
Jun '19	\$302K	-16.5%
Jun '18	\$362K	-2.1%



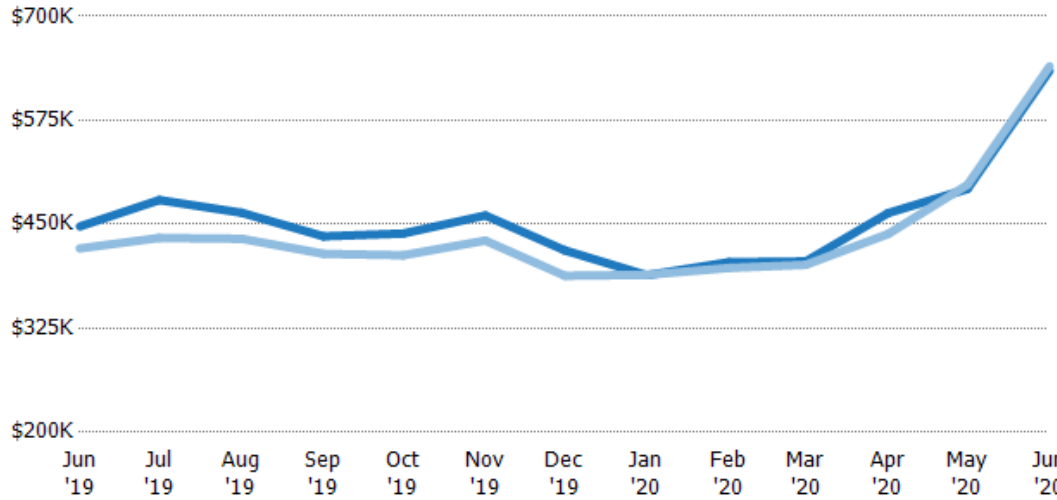
Current Year	\$302K	\$302K	\$304K	\$292K	\$288K	\$296K	\$299K	\$319K	\$319K	\$319K	\$324K	\$350K	\$490K
Prior Year	\$362K	\$319K	\$319K	\$304K	\$300K	\$257K	\$255K	\$255K	\$264K	\$257K	\$264K	\$257K	\$302K
Percent Change from Prior Year	-17%	-5%	-5%	-4%	-4%	15%	17%	25%	21%	24%	23%	36%	62%

## 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



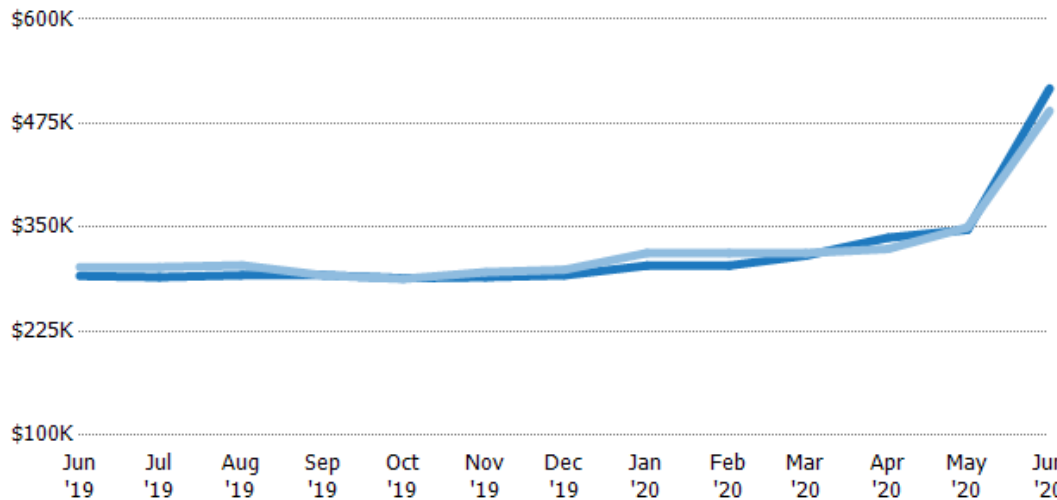
	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20
Avg Est Value	\$447K	\$479K	\$464K	\$436K	\$439K	\$461K	\$419K	\$389K	\$404K	\$405K	\$463K	\$492K	\$635K
Avg Listing Price	\$421K	\$434K	\$433K	\$415K	\$413K	\$430K	\$388K	\$389K	\$398K	\$401K	\$438K	\$497K	\$640K
Avg Listing Price as a % of Avg Est Value	94%	91%	93%	95%	94%	93%	93%	100%	98%	99%	95%	101%	101%

## 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



	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20
Median Est Value	\$292K	\$290K	\$292K	\$292K	\$289K	\$290K	\$292K	\$304K	\$304K	\$316K	\$337K	\$347K	\$517K
Median Listing Price	\$302K	\$302K	\$304K	\$292K	\$288K	\$296K	\$299K	\$319K	\$319K	\$319K	\$324K	\$350K	\$490K
Med Listing Price as a % of Med Est Value	104%	104%	104%	100%	100%	102%	102%	105%	105%	101%	96%	101%	95%

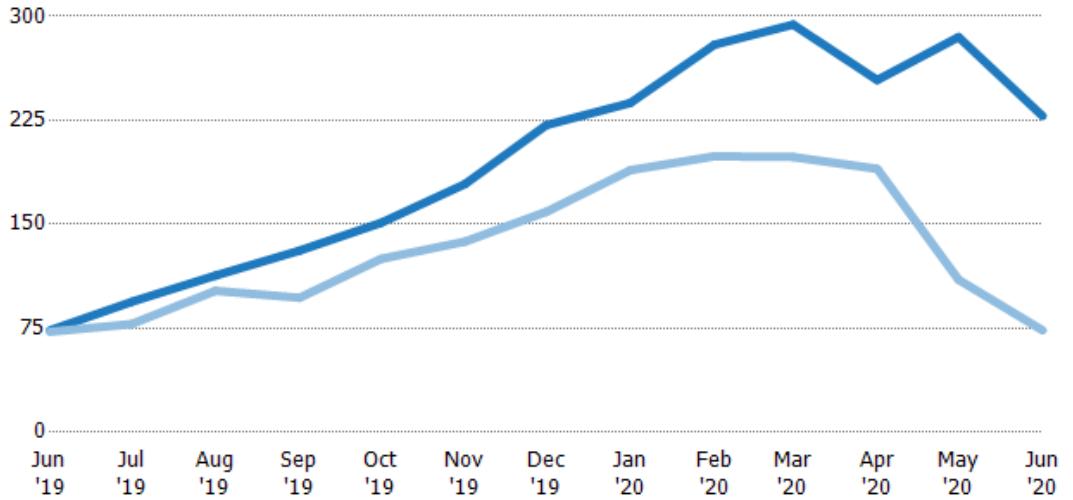
## Median Days in RPR

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.
Jun '20	228	210.2%
Jun '19	73.5	1.4%
Jun '18	72.5	29.7%



	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20
Current Year	73.5	94	113	131	151	179	222	238	280	294	254	285	228
Prior Year	72.5	78	102	97	125	138	159	189	199	199	190	110	73.5
Percent Change from Prior Year	1%	21%	11%	35%	21%	30%	39%	26%	40%	48%	34%	159%	210%

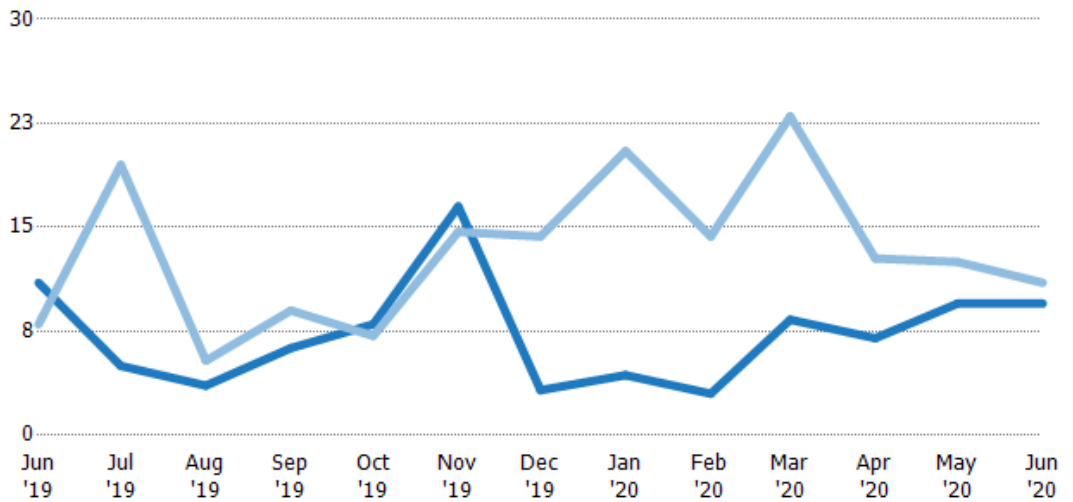
## Months of Inventory

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.
Jun '20	9.5	-13.6%
Jun '19	11	37.5%
Jun '18	8	100%



	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20
Current Year	11	5	3.58	6.29	8	16.5	3.25	4.33	3	8.33	7	9.5	9.5
Prior Year	8	19.5	5.38	9	7.17	14.7	14.3	20.5	14.3	23	12.8	12.5	11
Percent Change from Prior Year	38%	-74%	-33%	-30%	12%	13%	-77%	-79%	-79%	-64%	-45%	-24%	-14%

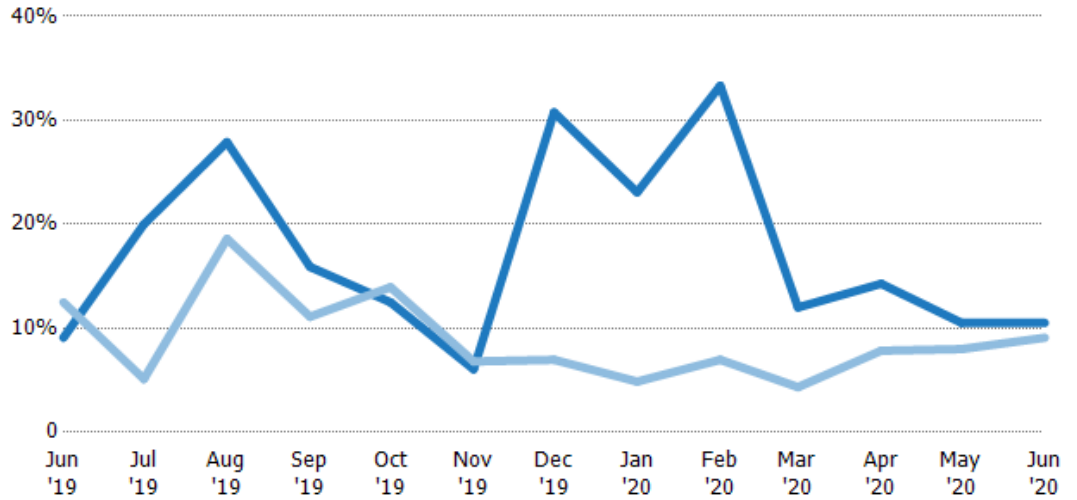
## Absorption Rate

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.
Jun '20	11%	-1.4%
Jun '19	9%	3.4%
Jun '18	13%	-50%



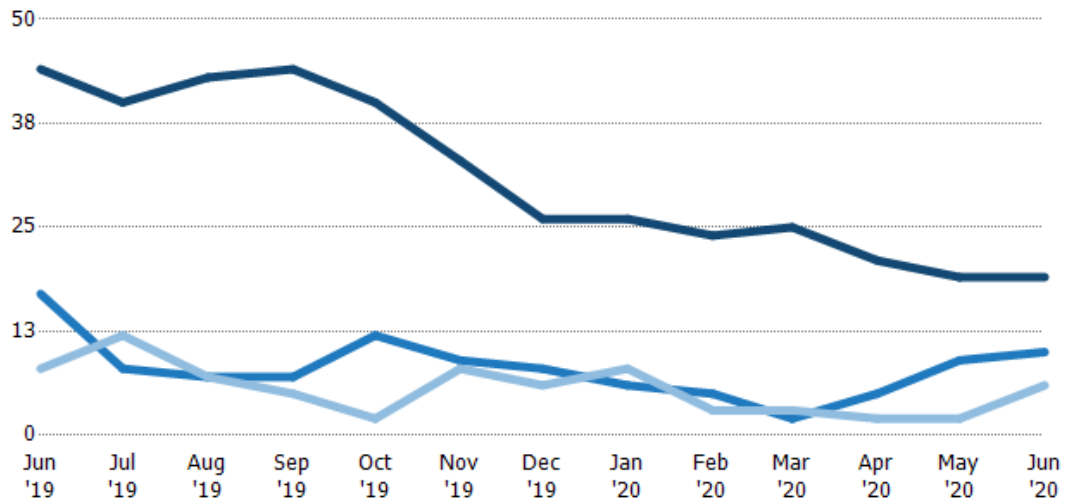
Current Year	9%	20%	28%	16%	13%	6%	31%	23%	33%	12%	14%	11%	11%
Prior Year	13%	5%	19%	11%	14%	7%	7%	5%	7%	4%	8%	8%	9%
Change from Prior Year	3%	-15%	-9%	-5%	1%	1%	-24%	-18%	-26%	-8%	-6%	-3%	-1%

## 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



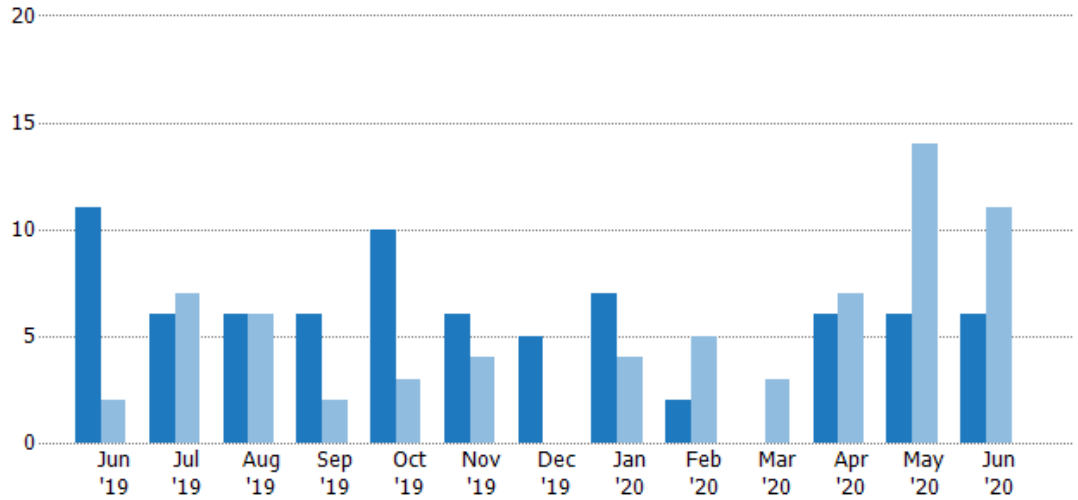
Active	44	40	43	44	40	33	26	26	24	25	21	19	19
Pending	17	8	7	7	12	9	8	6	5	2	5	9	10
Sold	8	12	7	5	2	8	6	8	3	3	2	2	6

## 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



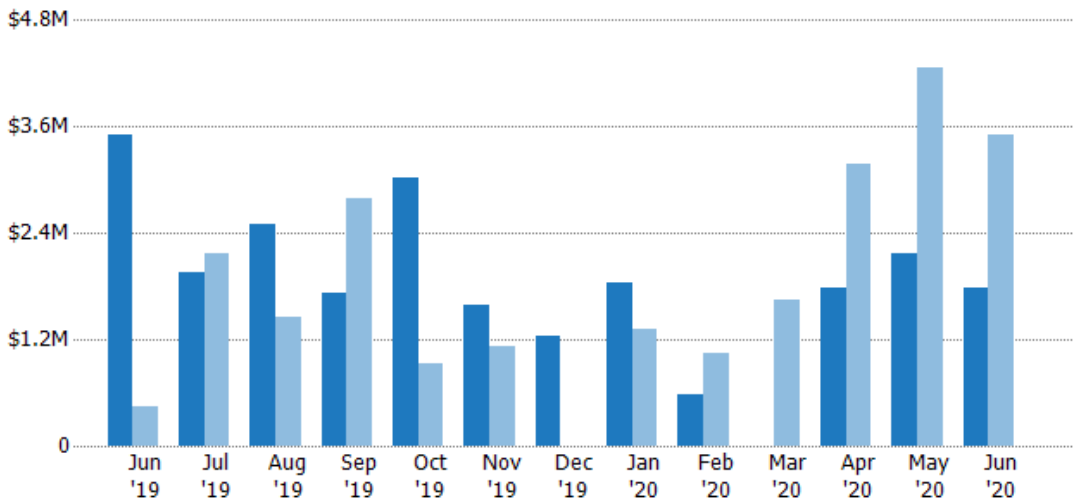
Current Year	11	6	6	6	10	6	5	7	2	-	6	6	6
Prior Year	2	7	6	2	3	4	-	4	5	3	7	14	11
Percent Change from Prior Year	450%	-14%	0%	200%	233%	50%	100%	75%	-60%	-100%	-14%	-57%	-45%

## 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	\$3.5M	\$1.95M	\$2.51M	\$1.71M	\$3.02M	\$1.59M	\$1.24M	\$1.85M	\$579K	-	\$1.77M	\$2.17M	\$1.78M
Prior Year	\$450K	\$2.16M	\$1.44M	\$2.79M	\$919K	\$1.13M	-	\$1.32M	\$1.04M	\$1.65M	\$3.18M	\$4.26M	\$3.5M
Percent Change from Prior Year	677%	-10%	74%	-39%	229%	41%	100%	40%	-44%	-100%	-44%	-49%	-49%



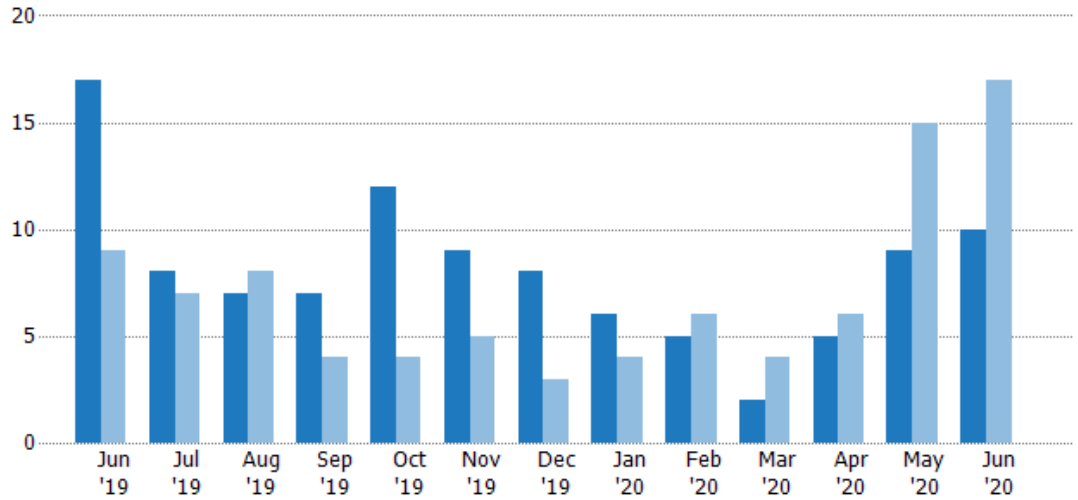
## Pending Sales

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.
Jun '20	10	-41.2%
Jun '19	17	88.9%
Jun '18	9	-22.2%



	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20
Current Year	17	8	7	7	12	9	8	6	5	2	5	9	10
Prior Year	9	7	8	4	4	5	3	4	6	4	6	15	17
Percent Change from Prior Year	89%	14%	-13%	75%	200%	80%	167%	50%	-17%	-50%	-17%	-40%	-41%

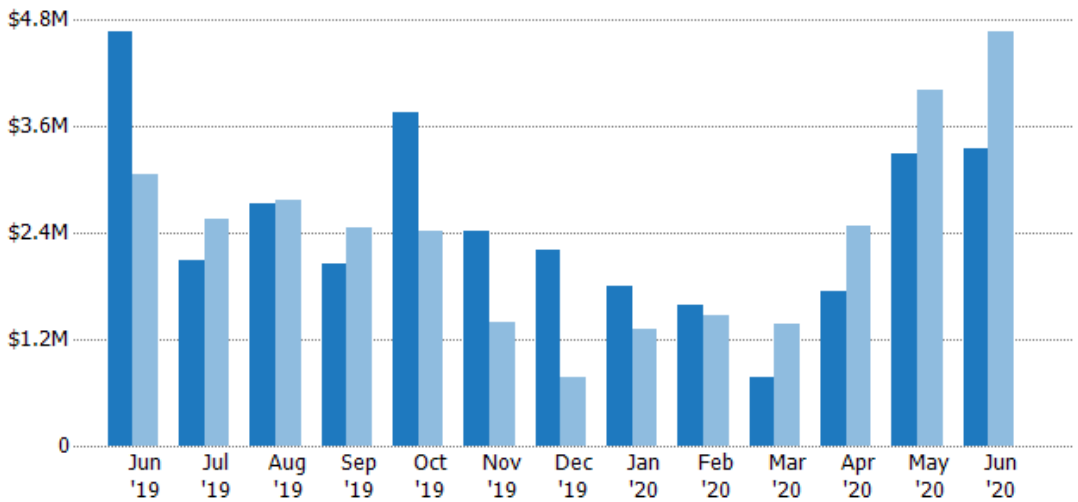
## Pending Sales Volume

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.
Jun '20	\$3.36M	-28%
Jun '19	\$4.67M	52.7%
Jun '18	\$3.06M	-23.4%



	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20
Current Year	\$4.67M	\$2.09M	\$2.73M	\$2.05M	\$3.75M	\$2.42M	\$2.21M	\$1.8M	\$1.58M	\$778K	\$1.75M	\$3.29M	\$3.36M
Prior Year	\$3.06M	\$2.56M	\$2.78M	\$2.46M	\$2.41M	\$1.4M	\$777K	\$1.32M	\$1.48M	\$1.37M	\$2.48M	\$4.01M	\$4.67M
Percent Change from Prior Year	53%	-18%	-2%	-16%	56%	73%	185%	37%	7%	-43%	-29%	-18%	-28%

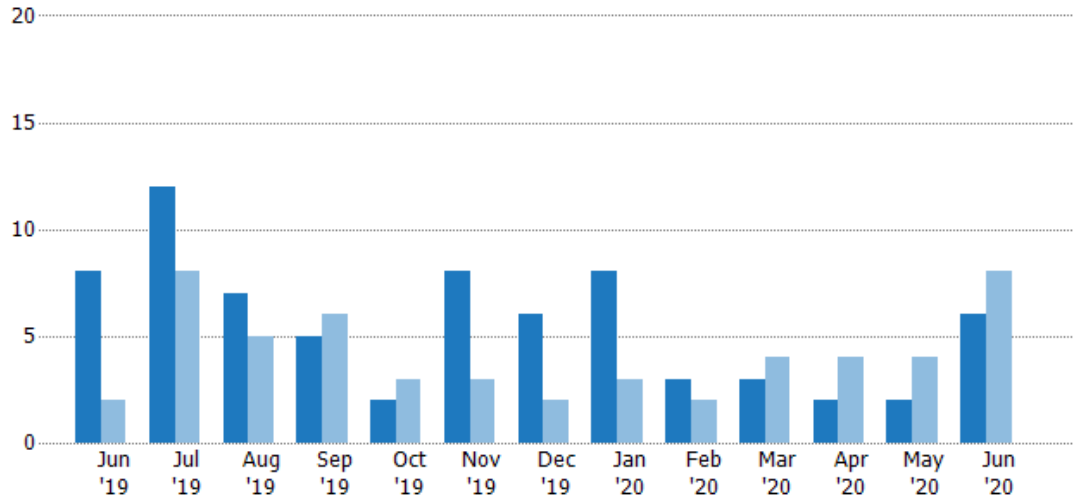
## Closed Sales

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.
Jun '20	6	-25%
Jun '19	8	300%
Jun '18	2	100%



Current Year	8	12	7	5	2	8	6	8	3	3	2	2	6
Prior Year	2	8	5	6	3	3	2	3	2	4	4	4	8
Percent Change from Prior Year	300%	50%	40%	-17%	-33%	167%	200%	167%	50%	-25%	-50%	-50%	-25%

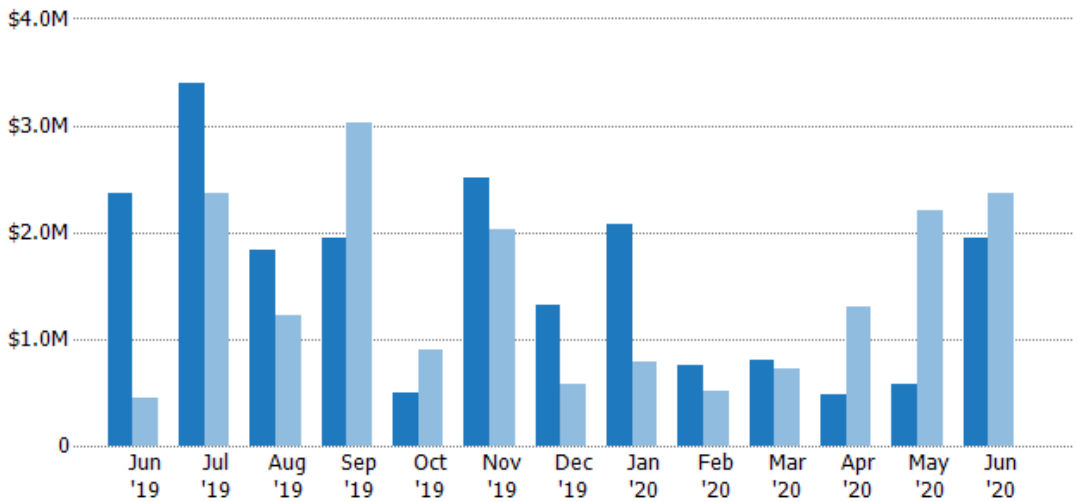
## Closed Sales Volume

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.
Jun '20	\$1.95M	-17.7%
Jun '19	\$2.37M	432.3%
Jun '18	\$446K	247.9%



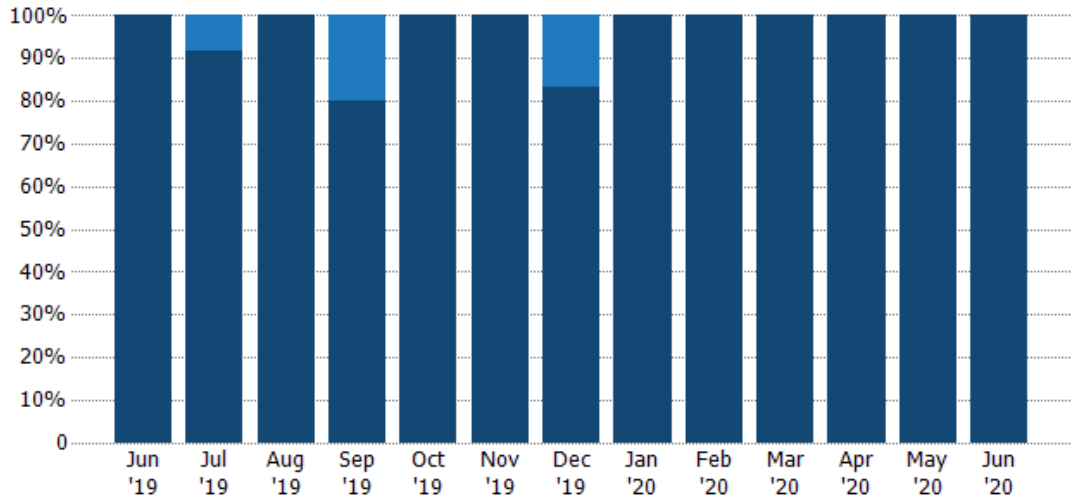
Current Year	\$2.37M	\$3.39M	\$1.84M	\$1.95M	\$490K	\$2.5M	\$1.32M	\$2.08M	\$754K	\$804K	\$484K	\$576K	\$1.95M
Prior Year	\$446K	\$2.37M	\$1.22M	\$3.02M	\$896K	\$2.03M	\$577K	\$789K	\$509K	\$719K	\$1.3M	\$2.21M	\$2.37M
Percent Change from Prior Year	432%	43%	51%	-36%	-45%	23%	129%	163%	48%	12%	-63%	-74%	-18%

## 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



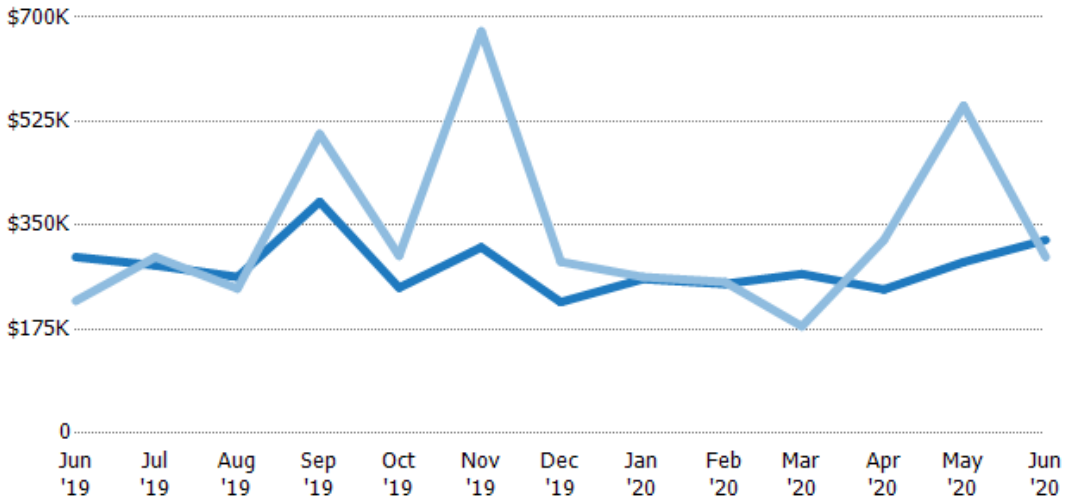
Property Type	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20
Condo/Townhouse	-	8%	-	20%	-	-	17%	-	-	-	-	-	-
Single Family Residence	100%	92%	100%	80%	100%	100%	83%	100%	100%	100%	100%	100%	100%

## 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.
Jun '20	\$325K	9.7%
Jun '19	\$296K	33.1%
Jun '18	\$223K	74%

Property Type	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20
Current Year	\$296K	\$283K	\$263K	\$389K	\$245K	\$313K	\$221K	\$260K	\$251K	\$268K	\$242K	\$288K	\$325K
Prior Year	\$223K	\$296K	\$244K	\$504K	\$299K	\$676K	\$289K	\$263K	\$255K	\$180K	\$325K	\$551K	\$296K
Percent Change from Prior Year	33%	-5%	8%	-23%	-18%	-54%	-24%	-1%	-1%	49%	-26%	-48%	10%

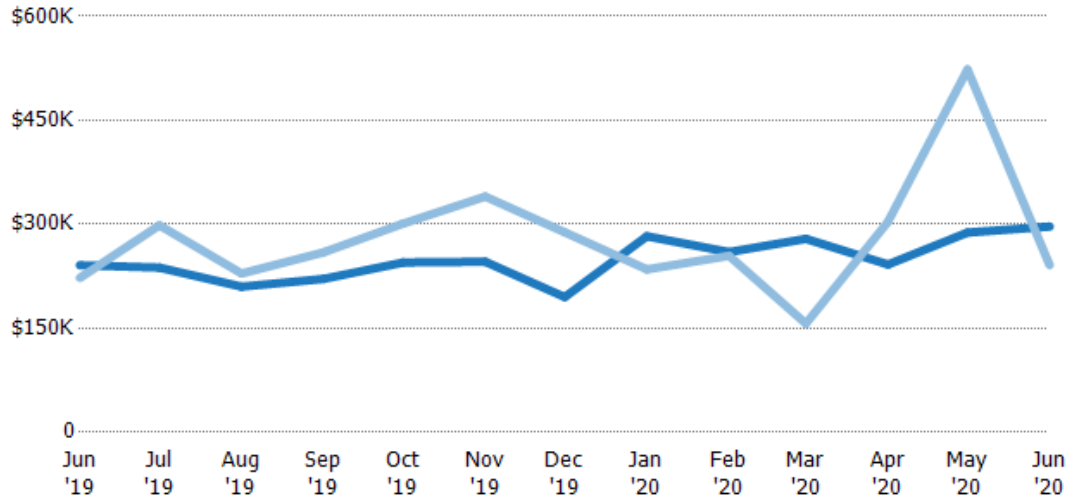
## Median Sales Price

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.
Jun '20	\$297K	23.1%
Jun '19	\$241K	8.2%
Jun '18	\$223K	50.2%



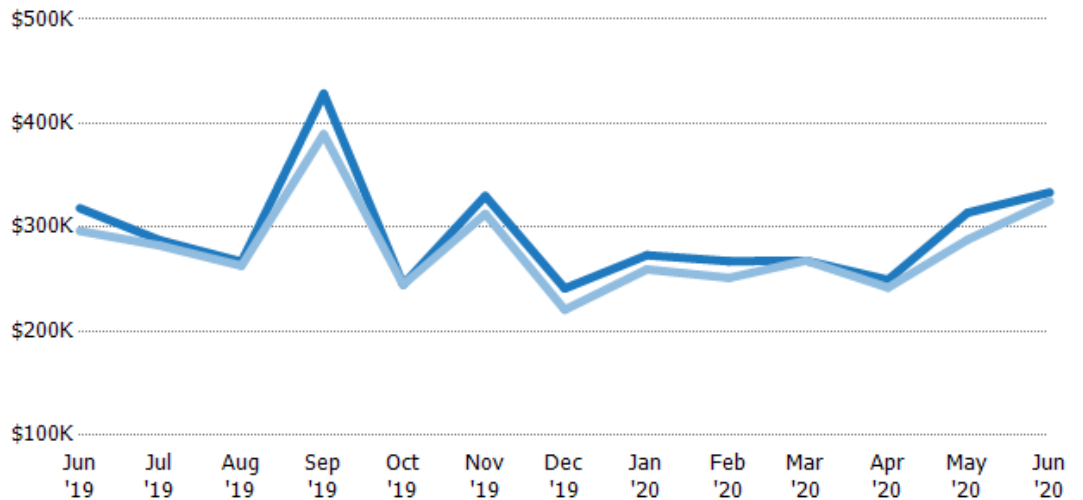
Current Year	\$241K	\$238K	\$210K	\$221K	\$245K	\$246K	\$195K	\$283K	\$260K	\$279K	\$242K	\$288K	\$297K
Prior Year	\$223K	\$299K	\$229K	\$260K	\$301K	\$340K	\$289K	\$235K	\$255K	\$157K	\$304K	\$523K	\$241K
Percent Change from Prior Year	8%	-20%	-8%	-15%	-19%	-28%	-32%	20%	2%	78%	-20%	-45%	23%

## 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



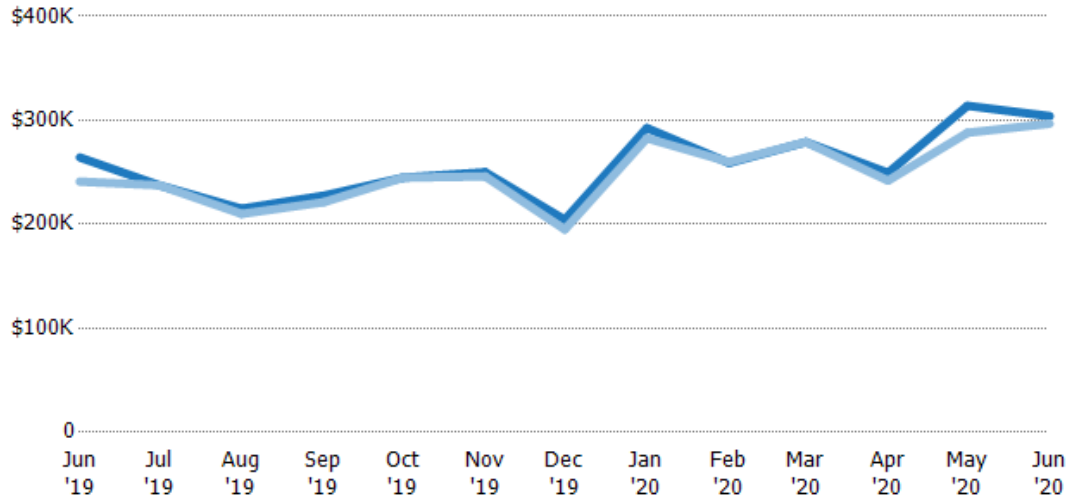
Avg List Price	\$318K	\$288K	\$267K	\$428K	\$245K	\$330K	\$241K	\$273K	\$267K	\$268K	\$249K	\$314K	\$333K
Avg Sales Price	\$296K	\$283K	\$263K	\$389K	\$245K	\$313K	\$221K	\$260K	\$251K	\$268K	\$242K	\$288K	\$325K
Avg Sales Price as a % of Avg List Price	93%	98%	99%	91%	100%	95%	92%	95%	94%	100%	97%	92%	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



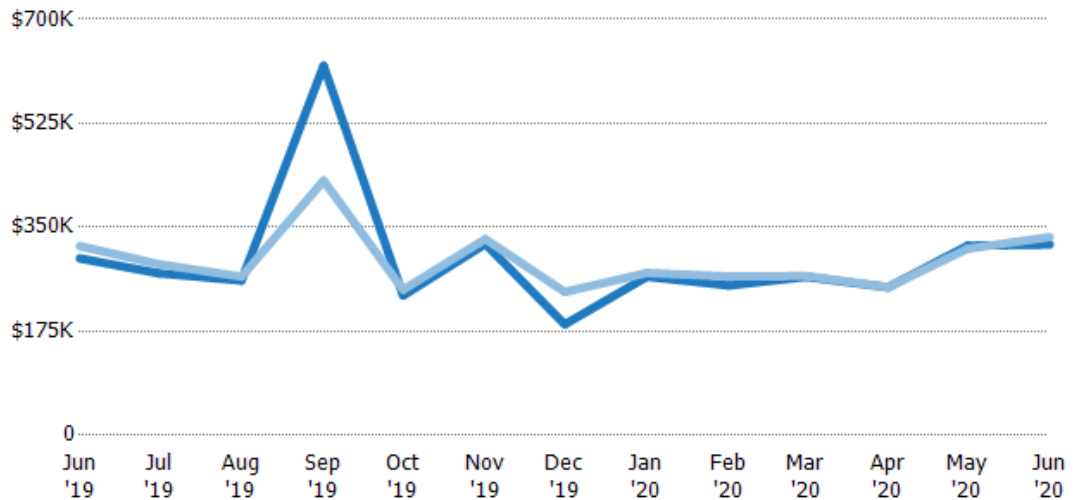
	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20
Median List Price	\$264K	\$237K	\$215K	\$228K	\$245K	\$250K	\$204K	\$293K	\$259K	\$279K	\$249K	\$314K	\$304K
Median Sales Price	\$241K	\$238K	\$210K	\$221K	\$245K	\$246K	\$195K	\$283K	\$260K	\$279K	\$242K	\$288K	\$297K
Med Sales Price as a % of Med List Price	91%	100%	98%	97%	100%	98%	95%	97%	100%	100%	97%	92%	98%

## 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



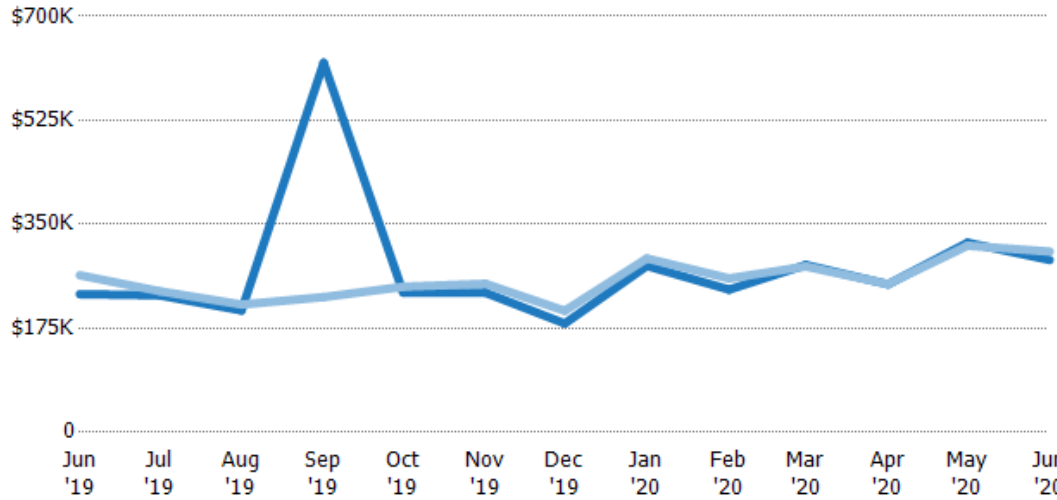
	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20
Avg Est Value	\$298K	\$272K	\$260K	\$622K	\$235K	\$322K	\$187K	\$267K	\$252K	\$267K	\$249K	\$319K	\$321K
Avg Sales Price	\$318K	\$288K	\$267K	\$428K	\$245K	\$330K	\$241K	\$273K	\$267K	\$268K	\$249K	\$314K	\$333K
Avg Sales Price as a % of Avg Est Value	107%	106%	102%	69%	104%	103%	129%	102%	106%	101%	100%	98%	104%

## 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



	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20
Median Est Value	\$232K	\$231K	\$205K	\$622K	\$235K	\$235K	\$183K	\$280K	\$240K	\$282K	\$249K	\$319K	\$290K
Median Sales Price	\$264K	\$237K	\$215K	\$228K	\$245K	\$250K	\$204K	\$293K	\$259K	\$279K	\$249K	\$314K	\$304K
Med Sales Price as a % of Med Est Value	114%	103%	105%	37%	104%	106%	112%	104%	108%	99%	100%	98%	105%