

Summary of Key Listing and Sales Metrics

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

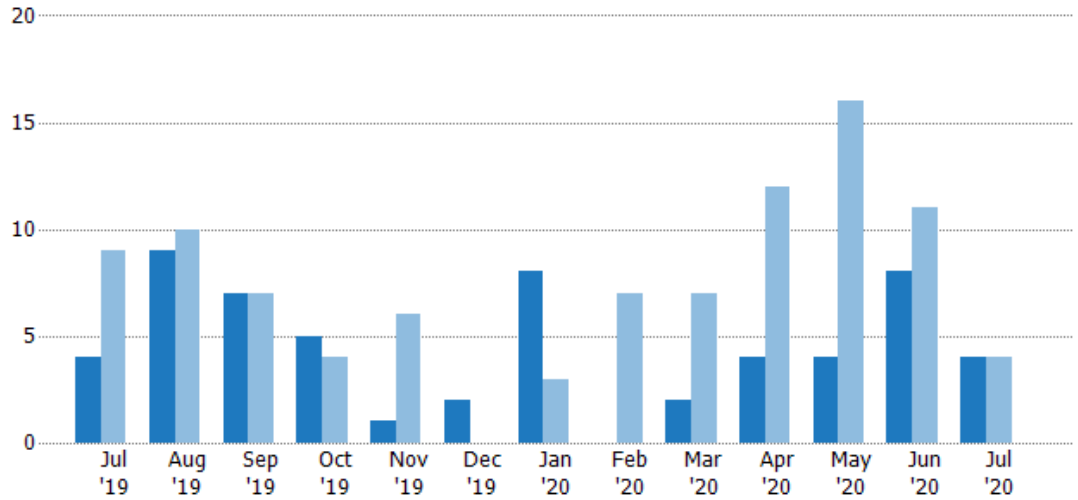
Key Metrics	Jul 2020	Jul 2019	+ / -	YTD 2020	YTD 2019	+ / -
Listing Activity Charts Metrics						
New Listing Count	4	4	+/-	30	60	-50%
New Listing Volume	\$1,185,900	\$1,041,000	+13.9%	\$14,501,734	\$22,755,100	-36.3%
Active Listing Count	18	40	-55%	N/A	N/A	
Active Listing Volume	\$10,642,472	\$17,345,000	-38.6%	N/A	N/A	
Average Listing Price	\$591,248	\$433,625	+36.4%	\$464,890	\$387,757	+19.9%
Median Listing Price	\$394,450	\$302,100	+30.6%	\$342,615	\$270,971	+26.4%
Median Days in RPR	158	94	+68.1%	223.68	122.74	+82.2%
Months of Inventory	3	5	-40%	4.4	10.9	-59.8%
Absorption Rate	33.33%	20%	+13.3%	22.88%	9.21%	+13.7%
Sales Activity Charts Metrics						
New Pending Sales Count	7	6	+16.7%	34	50	-32%
New Pending Sales Volume	\$3,066,900	\$1,947,400	+57.5%	\$11,212,262	\$16,888,000	-33.6%
Pending Sales Count	7	8	-12.5%	N/A	N/A	
Pending Sales Volume	\$1,892,562	\$2,093,100	-9.6%	N/A	N/A	
Closed Sales Count	7	12	-41.7%	30	35	-14.3%
Closed Sales Volume	\$3,683,207	\$3,390,250	+8.6%	\$10,197,757	\$10,689,751	-4.6%
Average Sales Price	\$526,172	\$282,521	+86.2%	\$339,925	\$305,421	+11.3%
Median Sales Price	\$365,000	\$237,500	+53.7%	\$303,707	\$271,057	+12%

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



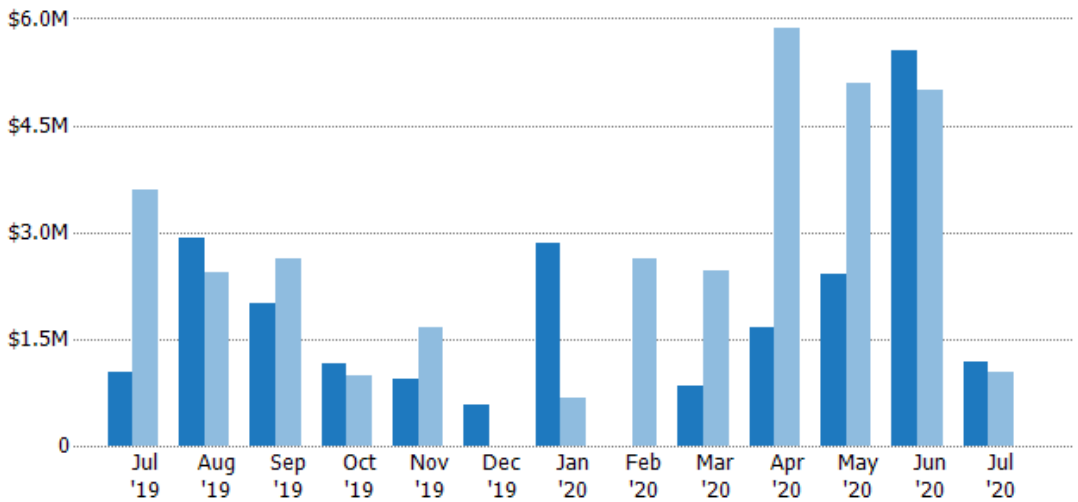
Current Year	4	9	7	5	1	2	8	-	2	4	4	8	4
Prior Year	9	10	7	4	6	-	3	7	7	12	16	11	4
Percent Change from Prior Year	-56%	-10%	0%	25%	-83%	100%	167%	-100%	-71%	-67%	-75%	-27%	0%

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	\$1.04M	\$2.91M	\$1.99M	\$1.15M	\$949K	\$567K	\$2.85M	-	\$830K	\$1.66M	\$2.42M	\$5.55M	\$1.19M
Prior Year	\$3.6M	\$2.44M	\$2.62M	\$986K	\$1.66M	-	\$675K	\$2.63M	\$2.47M	\$5.86M	\$5.08M	\$5M	\$1.04M
Percent Change from Prior Year	-71%	19%	-24%	16%	-43%	100%	323%	-100%	-66%	-72%	-52%	11%	14%

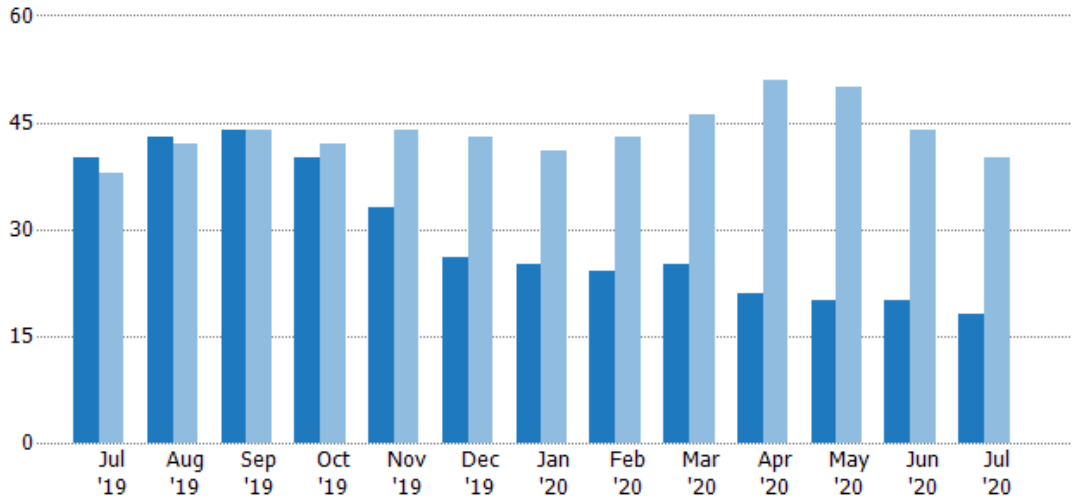
Active Listings

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.
Jul '20	18	-55%
Jul '19	40	5.3%
Jul '18	38	21.1%



	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20
Current Year	40	43	44	40	33	26	25	24	25	21	20	20	18
Prior Year	38	42	44	42	44	43	41	43	46	51	50	44	40
Percent Change from Prior Year	5%	2%	0%	-5%	-25%	-40%	-39%	-44%	-46%	-59%	-60%	-55%	-55%

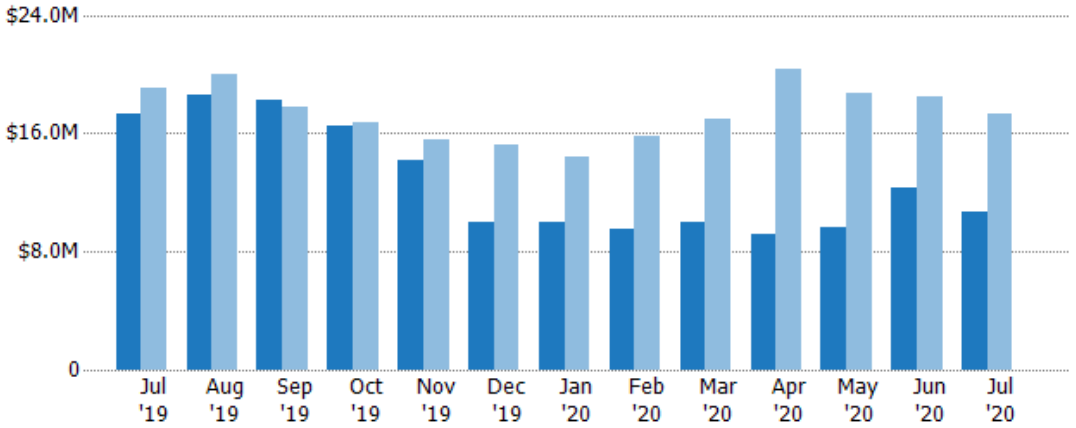
Active Listing Volume

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.
Jul '20	\$10.6M	-38.6%
Jul '19	\$17.3M	-9.1%
Jul '18	\$19.1M	29%



	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20
Current Year	\$17.3M	\$18.6M	\$18.2M	\$16.5M	\$14.1M	\$10M	\$9.93M	\$9.48M	\$9.98M	\$9.15M	\$9.62M	\$12.3M	\$10.6M
Prior Year	\$19.1M	\$20M	\$17.8M	\$16.7M	\$15.6M	\$15.3M	\$14.4M	\$15.8M	\$17M	\$20.3M	\$18.7M	\$18.5M	\$17.3M
Percent Change from Prior Year	-9%	-7%	2%	-1%	-9%	-34%	-31%	-40%	-41%	-55%	-49%	-33%	-39%

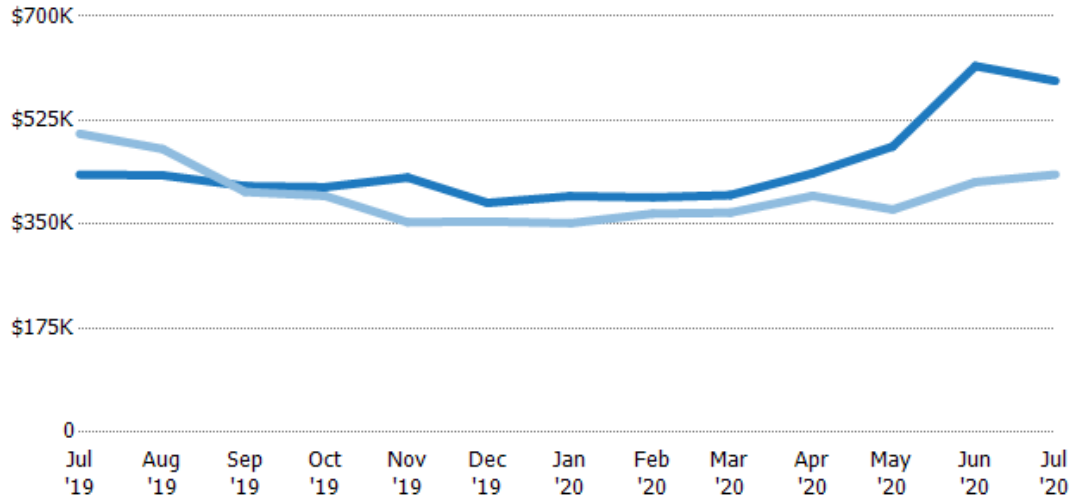
Average Listing Price

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.
Jul '20	\$591K	36.4%
Jul '19	\$434K	-13.7%
Jul '18	\$502K	6.6%



Current Year	\$434K	\$432K	\$414K	\$412K	\$429K	\$386K	\$397K	\$395K	\$399K	\$436K	\$481K	\$616K	\$591K
Prior Year	\$502K	\$477K	\$404K	\$398K	\$353K	\$355K	\$352K	\$368K	\$370K	\$398K	\$375K	\$421K	\$434K
Percent Change from Prior Year	-14%	-9%	2%	4%	21%	9%	13%	7%	8%	10%	28%	46%	36%

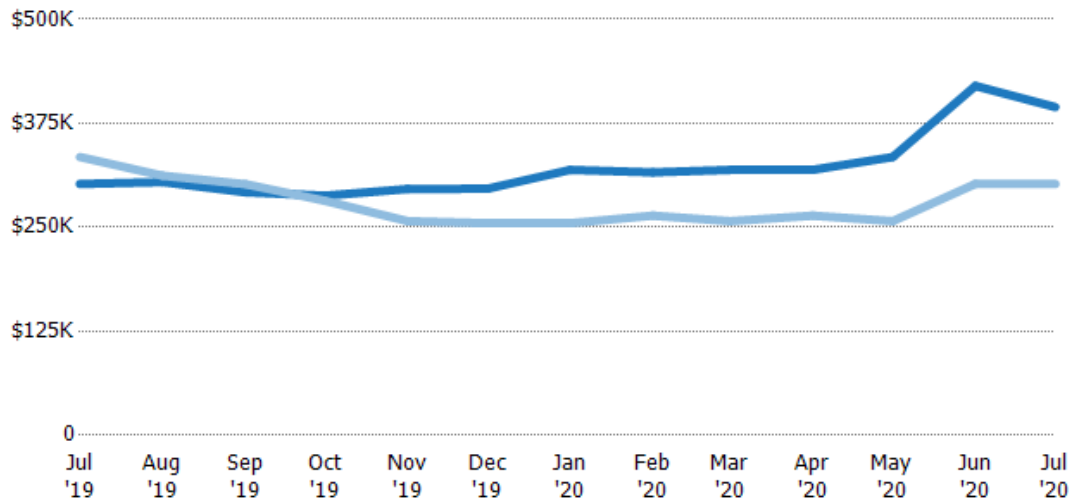
Median Listing Price

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.
Jul '20	\$394K	30.6%
Jul '19	\$302K	-9.7%
Jul '18	\$334K	16.4%



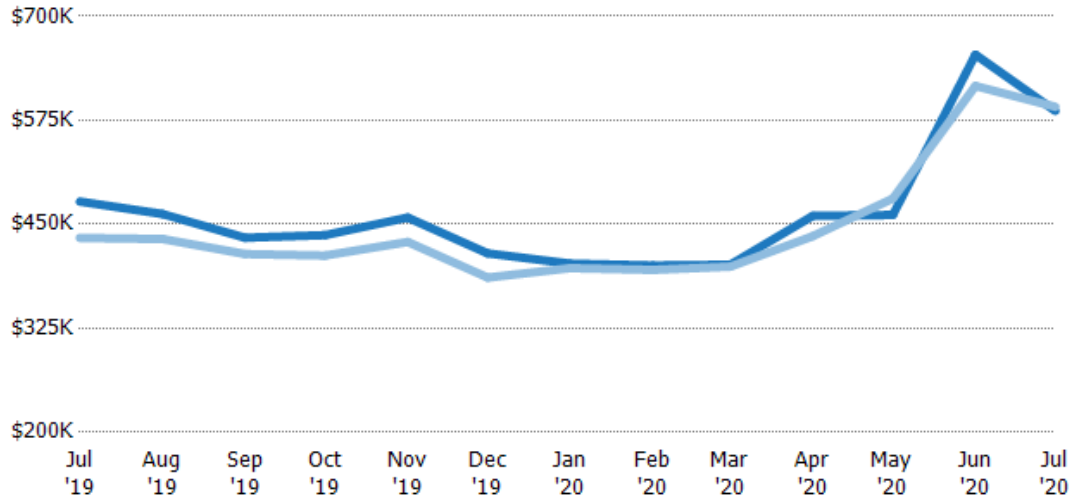
Current Year	\$302K	\$304K	\$292K	\$288K	\$296K	\$296K	\$319K	\$316K	\$319K	\$319K	\$334K	\$420K	\$394K
Prior Year	\$334K	\$312K	\$302K	\$282K	\$257K	\$255K	\$255K	\$264K	\$257K	\$264K	\$257K	\$302K	\$302K
Percent Change from Prior Year	-10%	-2%	-3%	2%	15%	16%	25%	20%	24%	21%	30%	39%	31%

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



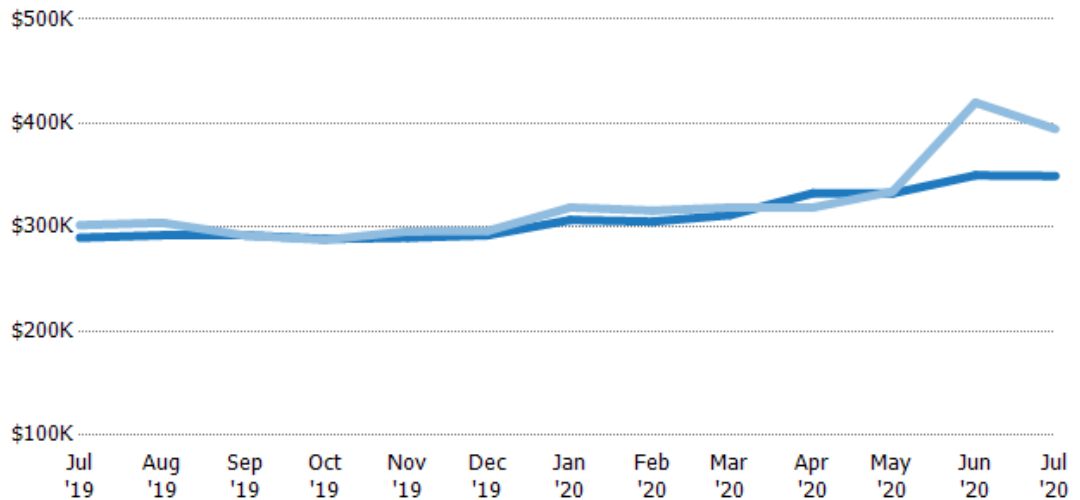
	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20
Avg Est Value	\$477K	\$462K	\$434K	\$437K	\$458K	\$415K	\$403K	\$401K	\$401K	\$460K	\$461K	\$654K	\$586K
Avg Listing Price	\$434K	\$432K	\$414K	\$412K	\$429K	\$386K	\$397K	\$395K	\$399K	\$436K	\$481K	\$616K	\$591K
Avg Listing Price as a % of Avg Est Value	91%	94%	95%	94%	94%	93%	99%	99%	99%	95%	104%	94%	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



	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20
Median Est Value	\$290K	\$292K	\$292K	\$289K	\$290K	\$292K	\$307K	\$305K	\$312K	\$333K	\$333K	\$350K	\$349K
Median Listing Price	\$302K	\$304K	\$292K	\$288K	\$296K	\$296K	\$319K	\$316K	\$319K	\$319K	\$334K	\$420K	\$394K
Med Listing Price as a % of Med Est Value	104%	104%	100%	100%	102%	101%	104%	103%	102%	96%	101%	120%	113%

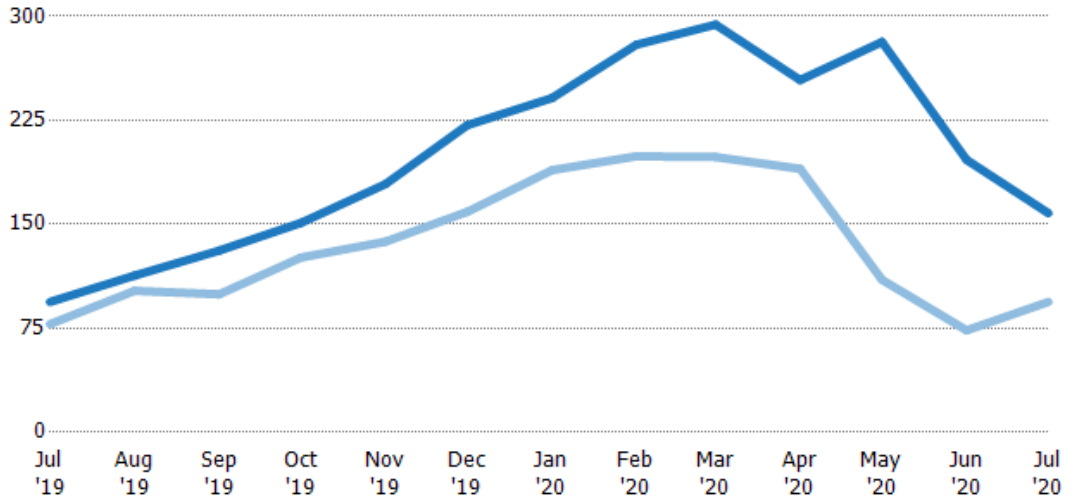
Median Days in RPR

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.
Jul '20	158	68.1%
Jul '19	94	20.5%
Jul '18	78	39.7%



	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20
Current Year	94	113	131	151	179	222	241	280	294	254	282	197	158
Prior Year	78	102	100	126	138	159	189	199	199	190	110	73.5	94
Percent Change from Prior Year	21%	11%	32%	20%	30%	39%	28%	40%	48%	34%	156%	167%	68%

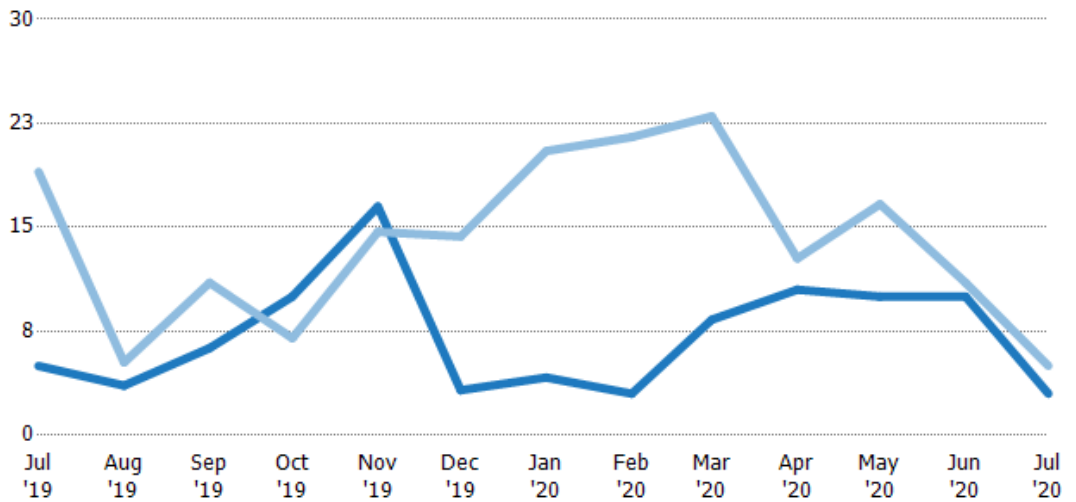
Months of Inventory

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.
Jul '20	3	-40%
Jul '19	5	-73.7%
Jul '18	19	-39.5%



	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20
Current Year	5	3.58	6.29	10	16.5	3.25	4.17	3	8.33	10.5	10	10	3
Prior Year	19	5.25	11	7	14.7	14.3	20.5	21.5	23	12.8	16.7	11	5
Percent Change from Prior Year	-74%	-32%	-43%	43%	13%	-77%	-80%	-86%	-64%	-18%	-40%	-9%	-40%

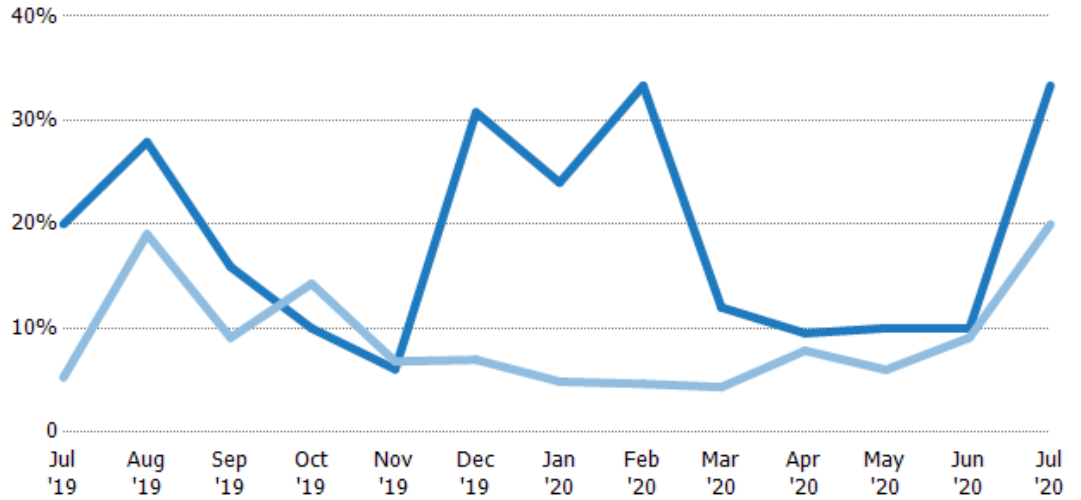
Absorption Rate

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.
Jul '20	33%	-13.3%
Jul '19	20%	-14.7%
Jul '18	5%	65.2%



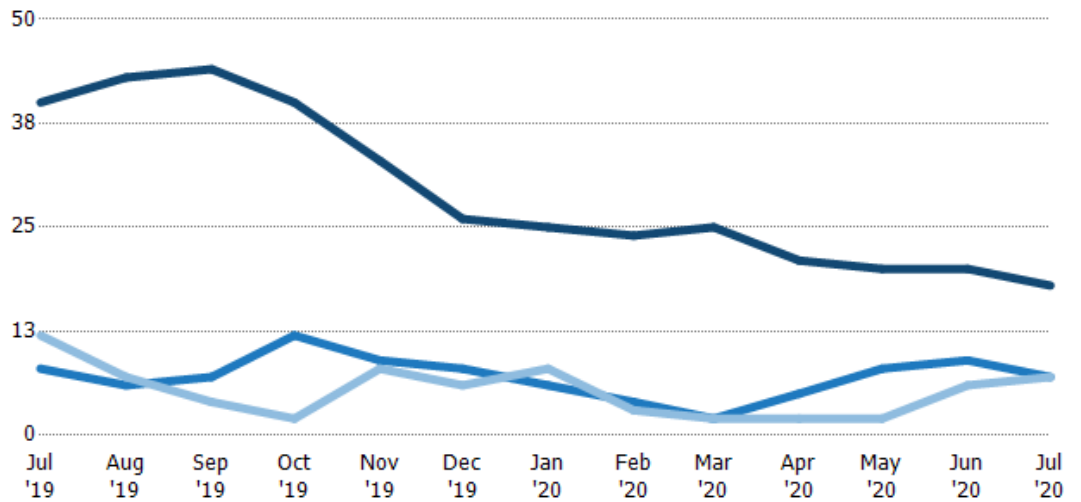
Current Year	20%	28%	16%	10%	6%	31%	24%	33%	12%	10%	10%	10%	33%
Prior Year	5%	19%	9%	14%	7%	7%	5%	5%	4%	8%	6%	9%	20%
Change from Prior Year	-15%	-9%	-7%	4%	1%	-24%	-19%	-29%	-8%	-2%	-4%	-1%	-13%

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



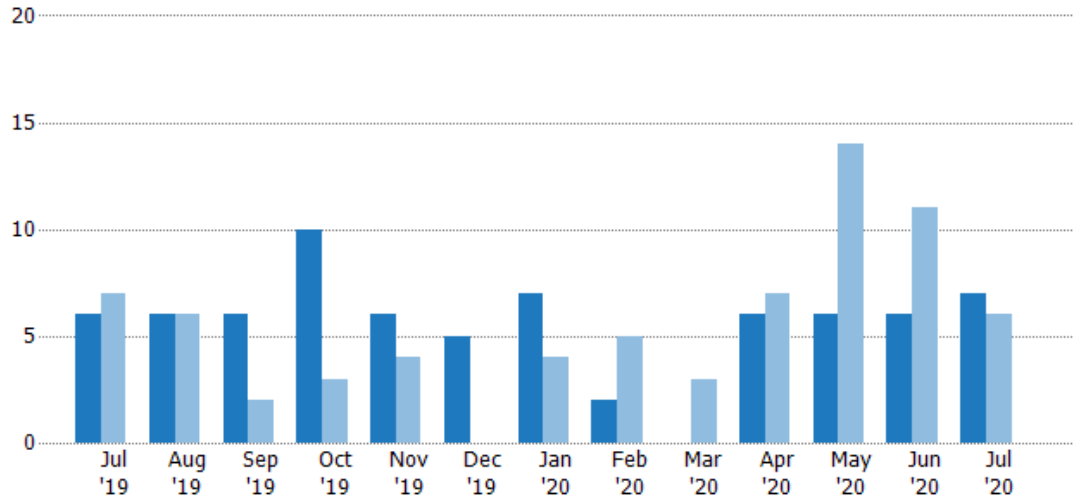
Active	40	43	44	40	33	26	25	24	25	21	20	20	18
Pending	8	6	7	12	9	8	6	4	2	5	8	9	7
Sold	12	7	4	2	8	6	8	3	2	2	2	6	7

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



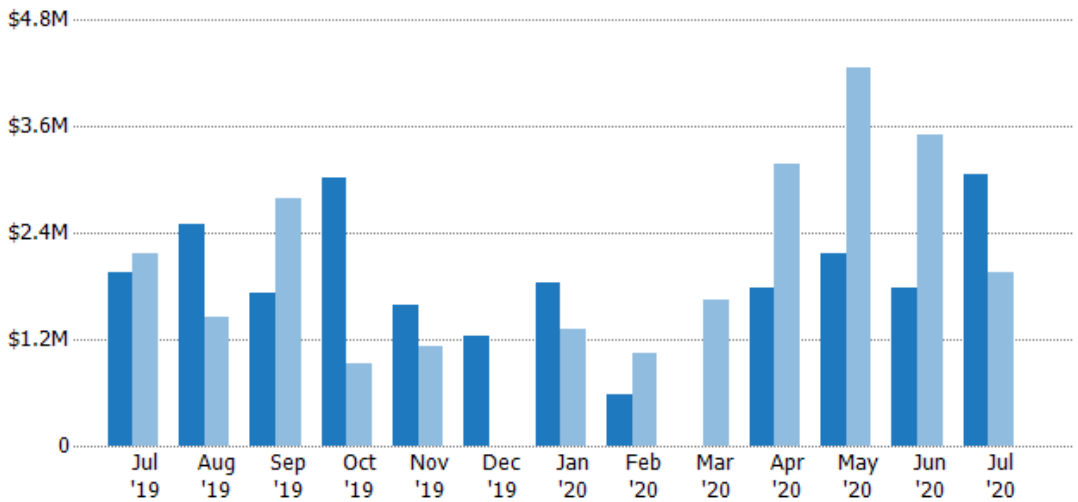
Current Year	6	6	6	10	6	5	7	2	-	6	6	6	7
Prior Year	7	6	2	3	4	-	4	5	3	7	14	11	6
Percent Change from Prior Year	-14%	0%	200%	233%	50%	100%	75%	-60%	-100%	-14%	-57%	-45%	17%

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	\$1.95M	\$2.51M	\$1.71M	\$3.02M	\$1.59M	\$1.24M	\$1.85M	\$579K	-	\$1.77M	\$2.17M	\$1.78M	\$3.07M
Prior Year	\$2.16M	\$1.44M	\$2.79M	\$919K	\$1.13M	-	\$1.32M	\$1.04M	\$1.65M	\$3.18M	\$4.26M	\$3.5M	\$1.95M
Percent Change from Prior Year	-10%	74%	-39%	229%	41%	100%	40%	-44%	-100%	-44%	-49%	-49%	57%

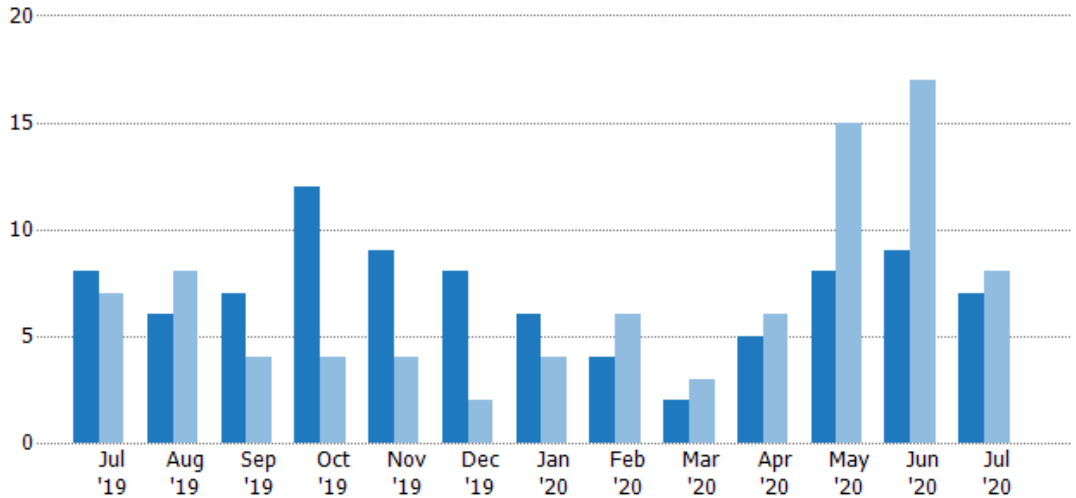
Pending Sales

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.
Jul '20	7	-12.5%
Jul '19	8	14.3%
Jul '18	7	14.3%



Current Year	8	6	7	12	9	8	6	4	2	5	8	9	7
Prior Year	7	8	4	4	4	2	4	6	3	6	15	17	8
Percent Change from Prior Year	14%	-25%	75%	200%	125%	300%	50%	-33%	-33%	-17%	-47%	-47%	-13%

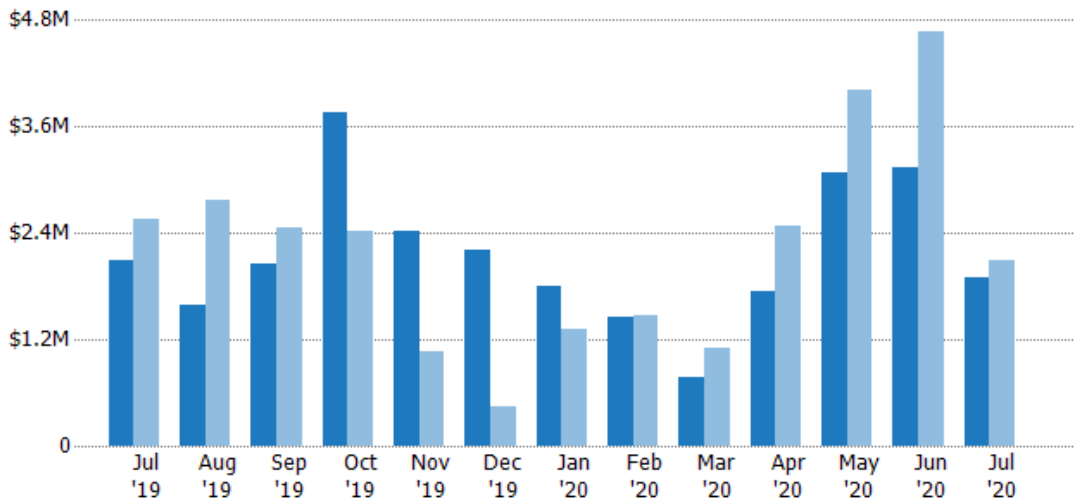
Pending Sales Volume

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.
Jul '20	\$1.89M	-9.6%
Jul '19	\$2.09M	-18.3%
Jul '18	\$2.56M	42.1%



Current Year	\$2.09M	\$1.58M	\$2.05M	\$3.75M	\$2.42M	\$2.21M	\$1.8M	\$1.45M	\$778K	\$1.75M	\$3.07M	\$3.14M	\$1.89M
Prior Year	\$2.56M	\$2.78M	\$2.46M	\$2.41M	\$1.07M	\$442K	\$1.32M	\$1.48M	\$1.1M	\$2.48M	\$4.01M	\$4.67M	\$2.09M
Percent Change from Prior Year	-18%	-43%	-16%	56%	127%	401%	37%	-2%	-29%	-29%	-23%	-33%	-10%

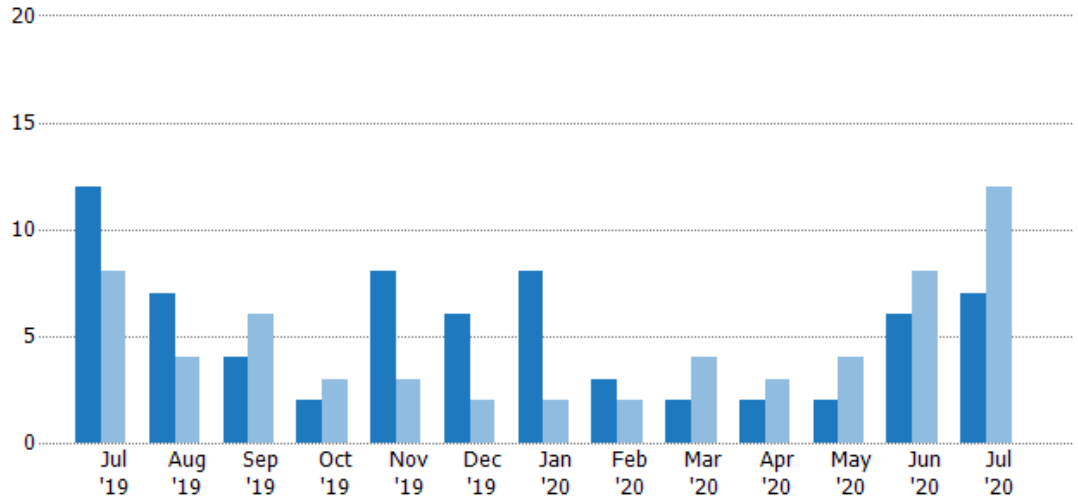
Closed Sales

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.
Jul '20	7	-41.7%
Jul '19	12	50%
Jul '18	8	-50%



	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20
Current Year	12	7	4	2	8	6	8	3	2	2	2	6	7
Prior Year	8	4	6	3	3	2	2	2	4	3	4	8	12
Percent Change from Prior Year	50%	75%	-33%	-33%	167%	200%	300%	50%	-50%	-33%	-50%	-25%	-42%

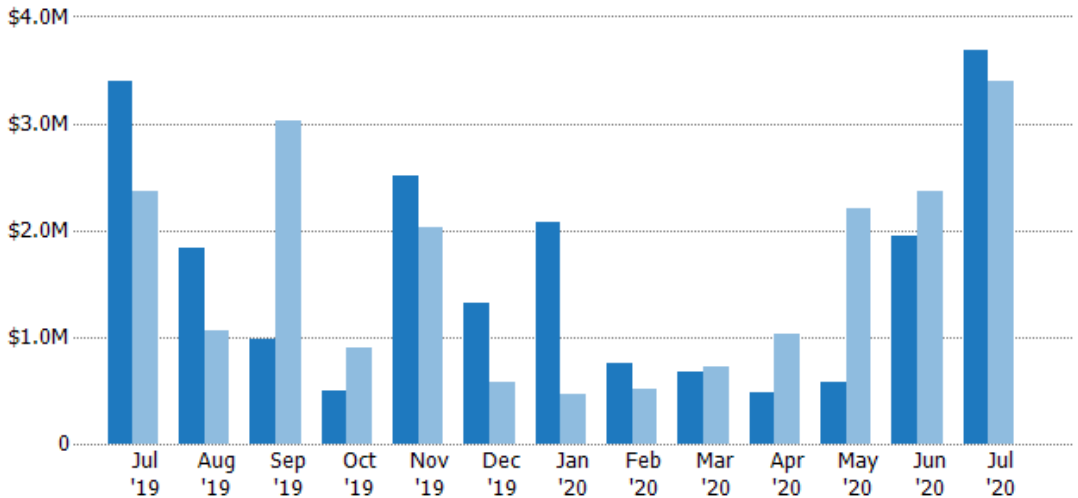
Closed Sales Volume

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.
Jul '20	\$3.68M	8.6%
Jul '19	\$3.39M	43%
Jul '18	\$2.37M	-66.2%



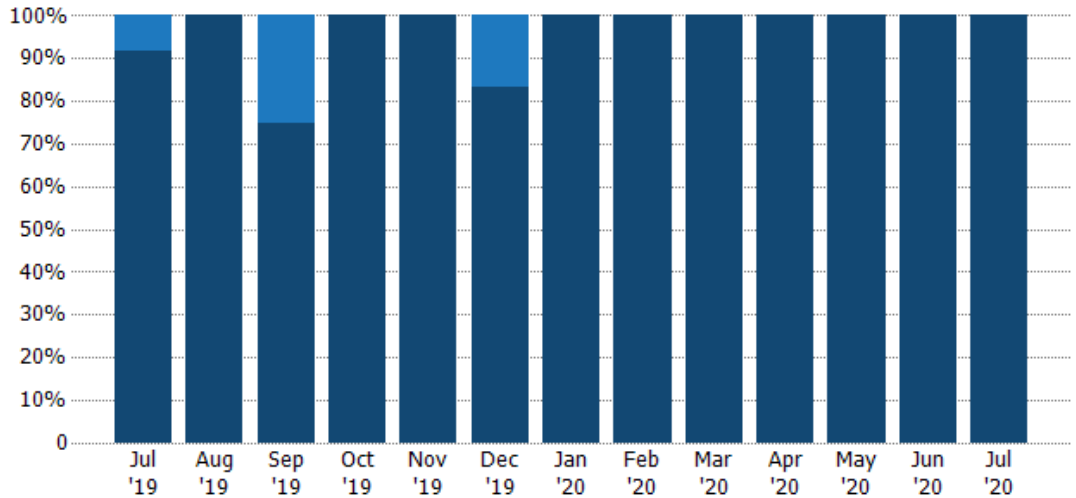
	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20
Current Year	\$3.39M	\$1.84M	\$986K	\$490K	\$2.5M	\$1.32M	\$2.08M	\$754K	\$674K	\$484K	\$576K	\$1.95M	\$3.68M
Prior Year	\$2.37M	\$1.06M	\$3.02M	\$896K	\$2.03M	\$577K	\$460K	\$509K	\$719K	\$1.03M	\$2.21M	\$2.37M	\$3.39M
Percent Change from Prior Year	43%	73%	-67%	-45%	23%	129%	351%	48%	-6%	-53%	-74%	-18%	9%

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



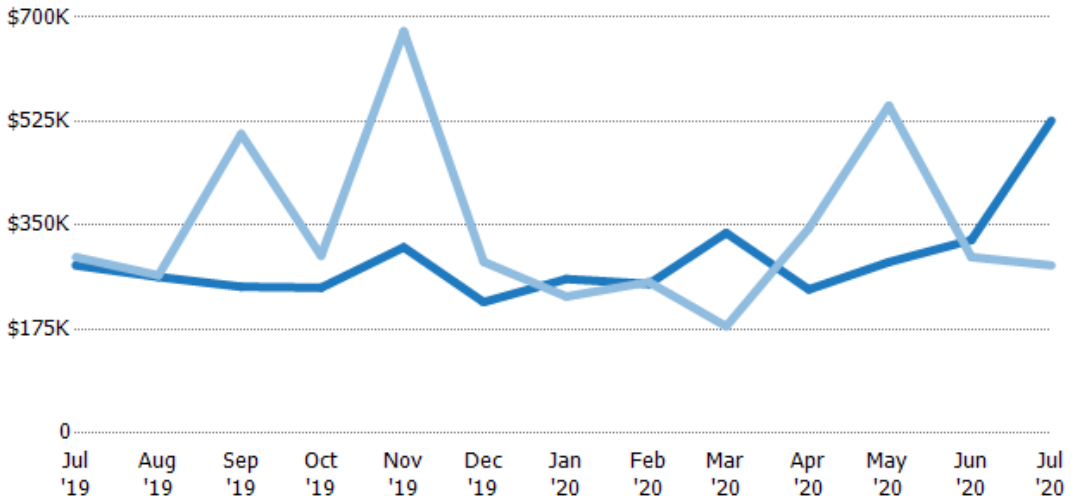
Condo/Townhouse	8%	-	25%	-	-	17%	-	-	-	-	-	-	-
Single Family Residence	92%	100%	75%	100%	100%	83%	100%	100%	100%	100%	100%	100%	100%

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



Current Year	\$283K	\$263K	\$247K	\$245K	\$313K	\$221K	\$260K	\$251K	\$337K	\$242K	\$288K	\$325K	\$526K
Prior Year	\$296K	\$266K	\$504K	\$299K	\$676K	\$289K	\$230K	\$255K	\$180K	\$345K	\$551K	\$296K	\$283K
Percent Change from Prior Year	-5%	-1%	-51%	-18%	-54%	-24%	13%	-1%	87%	-30%	-48%	10%	86%

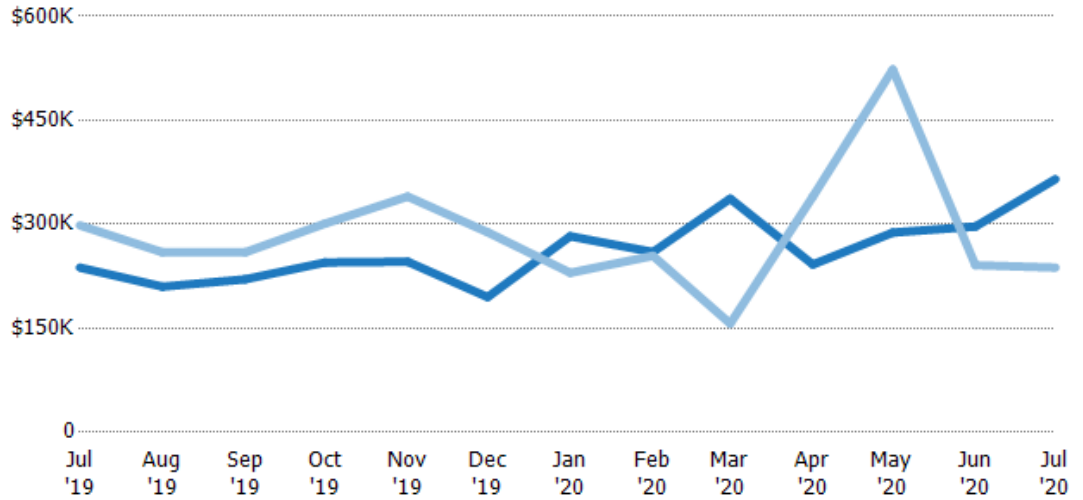
Median Sales Price

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.
Jul '20	\$365K	53.7%
Jul '19	\$238K	-20.4%
Jul '18	\$299K	-28%



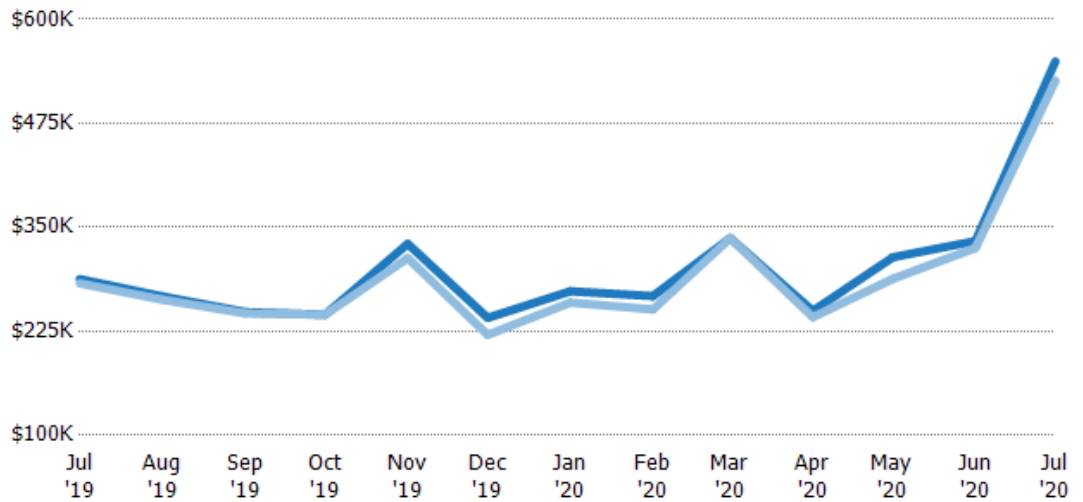
Current Year	\$238K	\$210K	\$221K	\$245K	\$246K	\$195K	\$283K	\$260K	\$337K	\$242K	\$288K	\$297K	\$365K
Prior Year	\$299K	\$260K	\$260K	\$301K	\$340K	\$289K	\$230K	\$255K	\$157K	\$340K	\$523K	\$241K	\$238K
Percent Change from Prior Year	-20%	-19%	-15%	-19%	-28%	-32%	23%	2%	115%	-29%	-45%	23%	54%

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



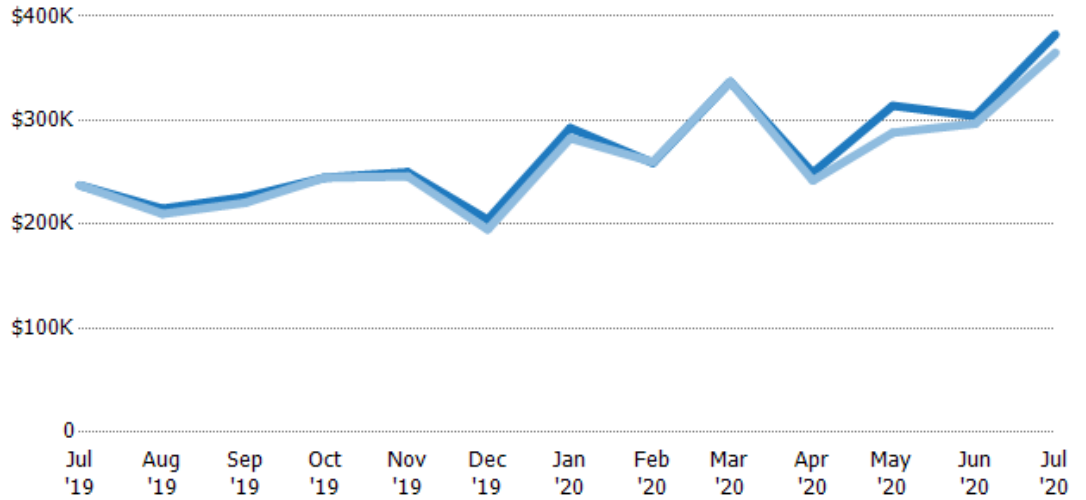
Avg List Price	\$288K	\$267K	\$248K	\$245K	\$330K	\$241K	\$273K	\$267K	\$337K	\$249K	\$314K	\$333K	\$549K
Avg Sales Price	\$283K	\$263K	\$247K	\$245K	\$313K	\$221K	\$260K	\$251K	\$337K	\$242K	\$288K	\$325K	\$526K
Avg Sales Price as a % of Avg List Price	98%	99%	99%	100%	95%	92%	95%	94%	100%	97%	92%	97%	96%

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



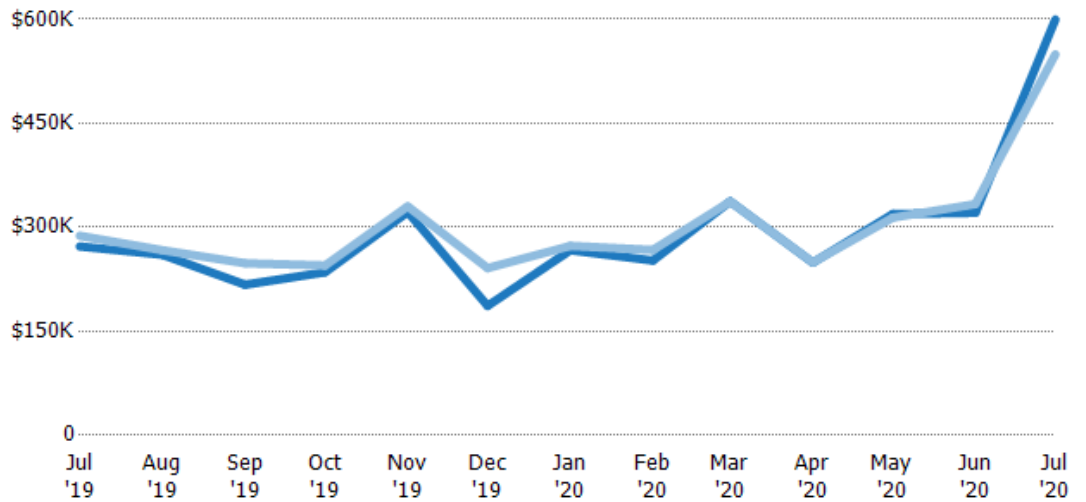
	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20
Median List Price	\$237K	\$215K	\$226K	\$245K	\$250K	\$204K	\$293K	\$259K	\$337K	\$249K	\$314K	\$304K	\$383K
Median Sales Price	\$238K	\$210K	\$221K	\$245K	\$246K	\$195K	\$283K	\$260K	\$337K	\$242K	\$288K	\$297K	\$365K
Med Sales Price as a % of Med List Price	100%	98%	98%	100%	98%	95%	97%	100%	100%	97%	92%	98%	95%

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



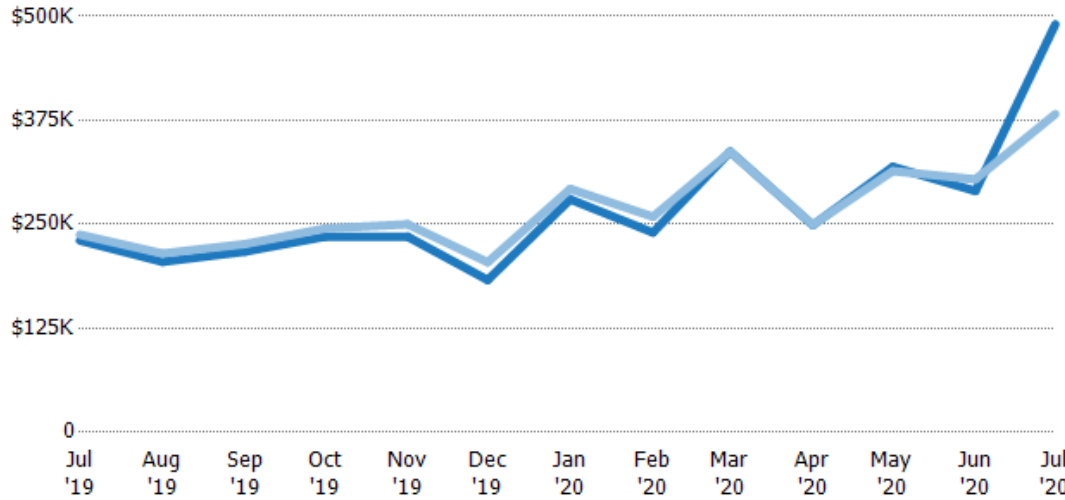
	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20
Avg Est Value	\$272K	\$260K	\$217K	\$235K	\$322K	\$187K	\$267K	\$252K	\$337K	\$249K	\$319K	\$321K	\$600K
Avg Sales Price	\$288K	\$267K	\$248K	\$245K	\$330K	\$241K	\$273K	\$267K	\$337K	\$249K	\$314K	\$333K	\$549K
Avg Sales Price as a % of Avg Est Value	106%	102%	114%	104%	103%	129%	102%	106%	100%	100%	98%	104%	92%

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



	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20
Median Est Value	\$231K	\$205K	\$217K	\$235K	\$235K	\$183K	\$280K	\$240K	\$337K	\$249K	\$319K	\$290K	\$490K
Median Sales Price	\$237K	\$215K	\$226K	\$245K	\$250K	\$204K	\$293K	\$259K	\$337K	\$249K	\$314K	\$304K	\$383K
Med Sales Price as a % of Med Est Value	103%	105%	104%	104%	106%	112%	104%	108%	100%	100%	98%	105%	78%