

Summary of Key Listing and Sales Metrics

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

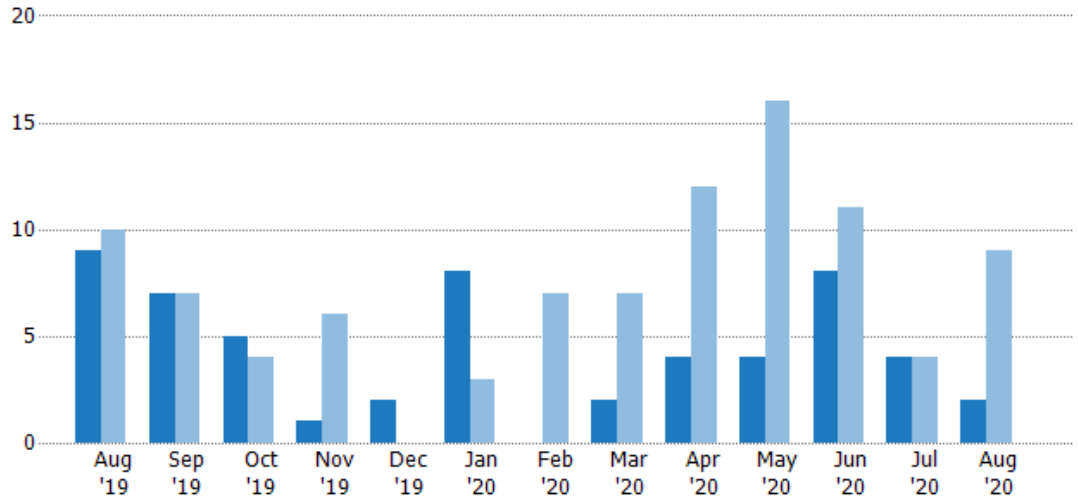
Key Metrics	Aug 2020	Aug 2019	+ / -	YTD 2020	YTD 2019	+ / -
Listing Activity Charts Metrics						
New Listing Count	2	9	-77.8%	32	69	-53.6%
New Listing Volume	\$449,000	\$2,912,800	-84.6%	\$14,950,734	\$25,667,900	-41.8%
Active Listing Count	6	43	-86%	N/A	N/A	
Active Listing Volume	\$5,226,572	\$18,591,400	-71.9%	N/A	N/A	
Average Listing Price	\$871,095	\$432,358	+101.5%	\$480,219	\$393,114	+22.2%
Median Listing Price	\$929,500	\$304,300	+205.5%	\$364,762	\$274,974	+32.7%
Median Days in RPR	161.5	113	+42.9%	216.37	121.12	+78.6%
Months of Inventory	0.9	3.6	-76.1%	3.8	10.8	-65.1%
Absorption Rate	116.67%	27.91%	+88.8%	26.42%	9.22%	+17.2%
Sales Activity Charts Metrics						
New Pending Sales Count	13	6	+116.7%	47	56	-16.1%
New Pending Sales Volume	\$5,354,900	\$2,506,400	+113.6%	\$16,567,162	\$19,394,400	-14.6%
Pending Sales Count	16	6	+166.7%	N/A	N/A	
Pending Sales Volume	\$6,330,900	\$1,581,300	+300.4%	N/A	N/A	
Closed Sales Count	4	7	-42.9%	34	42	-19%
Closed Sales Volume	\$911,000	\$1,840,800	-50.5%	\$11,108,757	\$12,530,551	-11.3%
Average Sales Price	\$227,750	\$262,971	-13.4%	\$326,728	\$298,346	+9.5%
Median Sales Price	\$224,500	\$210,000	+6.9%	\$294,388	\$260,881	+12.8%

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



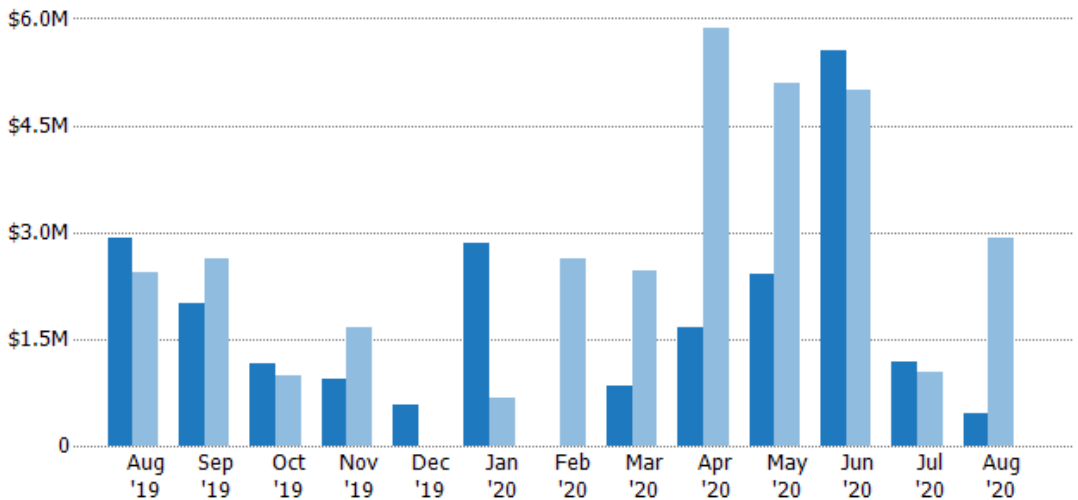
Current Year	9	7	5	1	2	8	-	2	4	4	8	4	2
Prior Year	10	7	4	6	-	3	7	7	12	16	11	4	9
Percent Change from Prior Year	-10%	0%	25%	-83%	100%	167%	-100%	-71%	-67%	-75%	-27%	0%	-78%

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	\$2.91M	\$1.99M	\$1.15M	\$949K	\$567K	\$2.85M	-	\$830K	\$1.66M	\$2.42M	\$5.55M	\$1.19M	\$449K
Prior Year	\$2.44M	\$2.62M	\$986K	\$1.66M	-	\$675K	\$2.63M	\$2.47M	\$5.86M	\$5.08M	\$5M	\$1.04M	\$2.91M
Percent Change from Prior Year	19%	-24%	16%	-43%	100%	323%	-100%	-66%	-72%	-52%	11%	14%	-85%

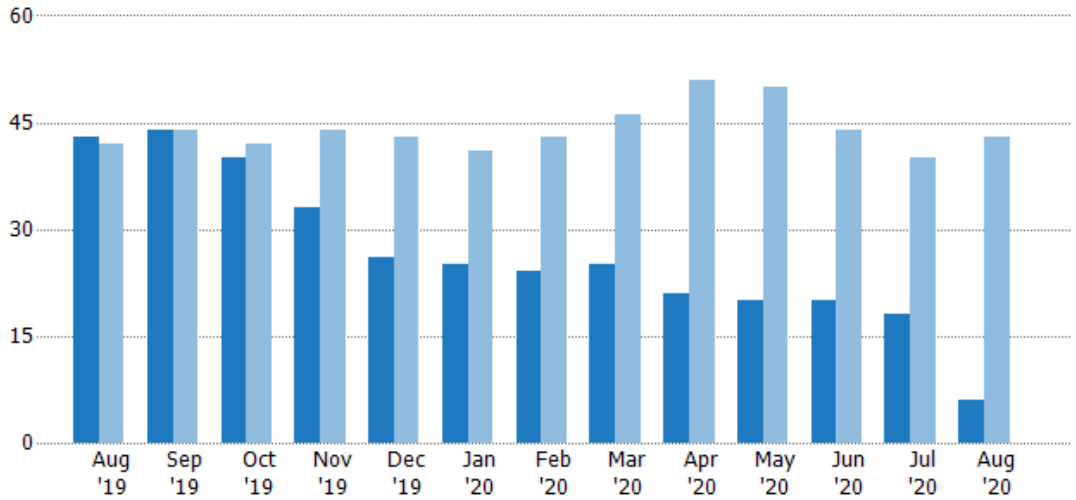
Active Listings

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.
Aug '20	6	-86%
Aug '19	43	2.4%
Aug '18	42	0%



Current Year	43	44	40	33	26	25	24	25	21	20	20	18	6
Prior Year	42	44	42	44	43	41	43	46	51	50	44	40	43
Percent Change from Prior Year	2%	0%	-5%	-25%	-40%	-39%	-44%	-46%	-59%	-60%	-55%	-55%	-86%

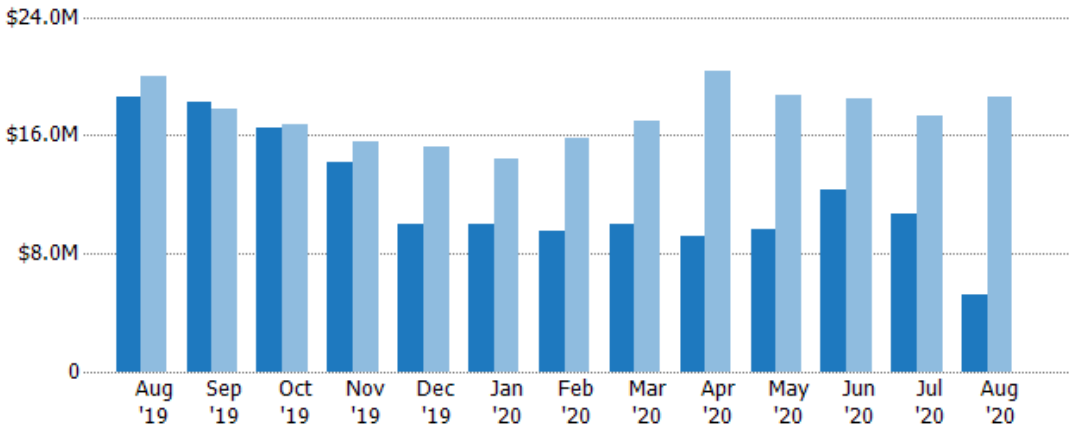
Active Listing Volume

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.
Aug '20	\$5.23M	-71.9%
Aug '19	\$18.6M	-7.2%
Aug '18	\$20M	13.1%



Current Year	\$18.6M	\$18.2M	\$16.5M	\$14.1M	\$10M	\$9.93M	\$9.48M	\$9.98M	\$9.15M	\$9.62M	\$12.3M	\$10.6M	\$5.23M
Prior Year	\$20M	\$17.8M	\$16.7M	\$15.6M	\$15.3M	\$14.4M	\$15.8M	\$17M	\$20.3M	\$18.7M	\$18.5M	\$17.3M	\$18.6M
Percent Change from Prior Year	-7%	2%	-1%	-9%	-34%	-31%	-40%	-41%	-55%	-49%	-33%	-39%	-72%

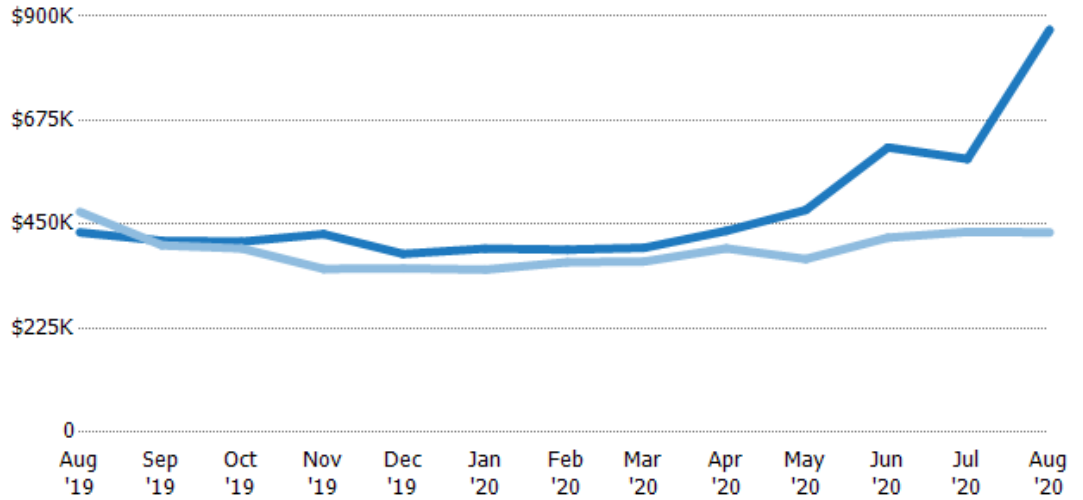
Average Listing Price

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.
Aug '20	\$871K	101.5%
Aug '19	\$432K	-9.3%
Aug '18	\$477K	13.1%



Current Year	\$432K	\$414K	\$412K	\$429K	\$386K	\$397K	\$395K	\$399K	\$436K	\$481K	\$616K	\$591K	\$871K
Prior Year	\$477K	\$404K	\$398K	\$353K	\$355K	\$352K	\$368K	\$370K	\$398K	\$375K	\$421K	\$434K	\$432K
Percent Change from Prior Year	-9%	2%	4%	21%	9%	13%	7%	8%	10%	28%	46%	36%	101%

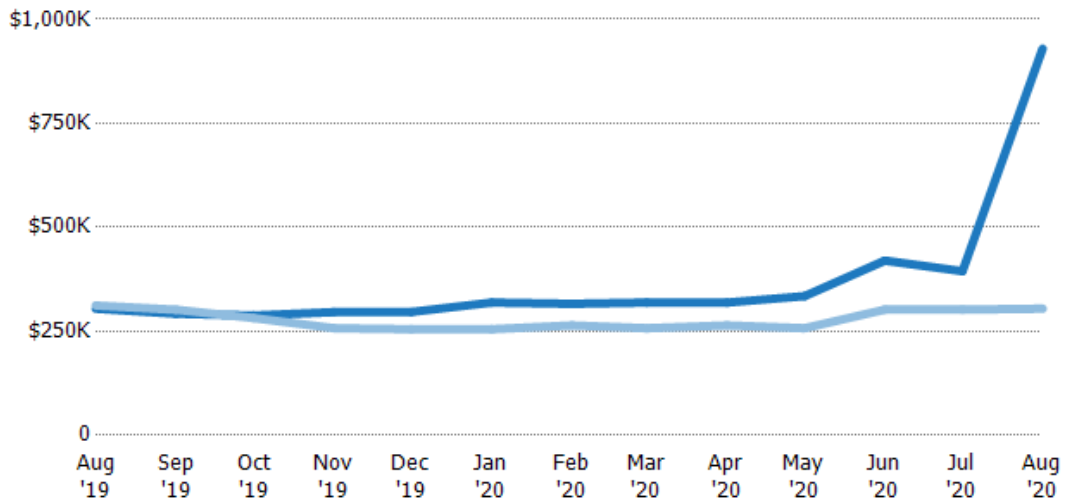
Median Listing Price

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.
Aug '20	\$930K	205.5%
Aug '19	\$304K	-2.5%
Aug '18	\$312K	24.8%



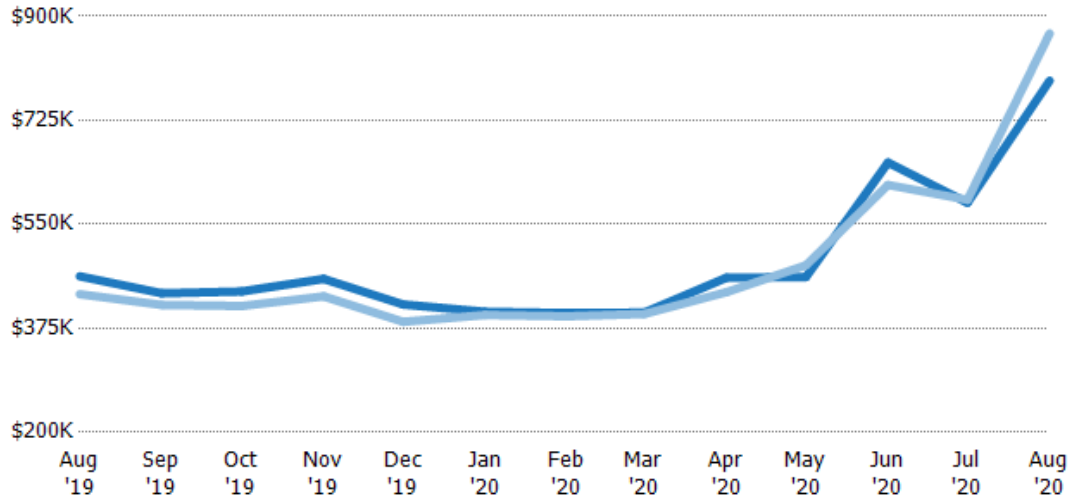
Current Year	\$304K	\$292K	\$288K	\$296K	\$296K	\$319K	\$316K	\$319K	\$319K	\$334K	\$420K	\$394K	\$930K
Prior Year	\$312K	\$302K	\$282K	\$257K	\$255K	\$255K	\$264K	\$257K	\$264K	\$257K	\$302K	\$302K	\$304K
Percent Change from Prior Year	-2%	-3%	2%	15%	16%	25%	20%	24%	21%	30%	39%	31%	205%

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



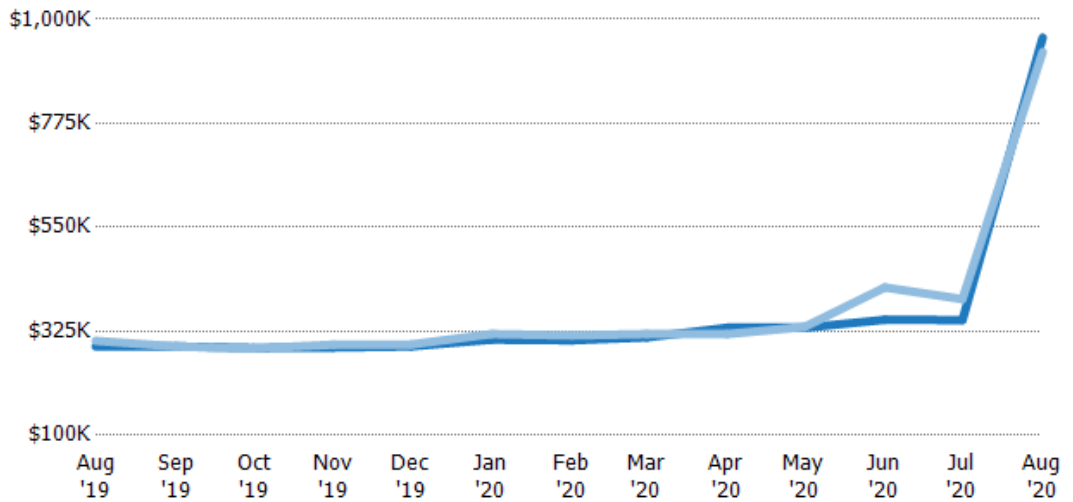
	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20
Avg Est Value	\$462K	\$434K	\$437K	\$458K	\$415K	\$403K	\$401K	\$401K	\$460K	\$461K	\$654K	\$586K	\$792K
Avg Listing Price	\$432K	\$414K	\$412K	\$429K	\$386K	\$397K	\$395K	\$399K	\$436K	\$481K	\$616K	\$591K	\$871K
Avg Listing Price as a % of Avg Est Value	94%	95%	94%	94%	93%	99%	99%	99%	95%	104%	94%	101%	110%

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



	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20
Median Est Value	\$292K	\$292K	\$289K	\$290K	\$292K	\$307K	\$305K	\$312K	\$333K	\$333K	\$350K	\$349K	\$961K
Median Listing Price	\$304K	\$292K	\$288K	\$296K	\$296K	\$319K	\$316K	\$319K	\$319K	\$334K	\$420K	\$394K	\$930K
Med Listing Price as a % of Med Est Value	104%	100%	100%	102%	101%	104%	103%	102%	96%	101%	120%	113%	97%

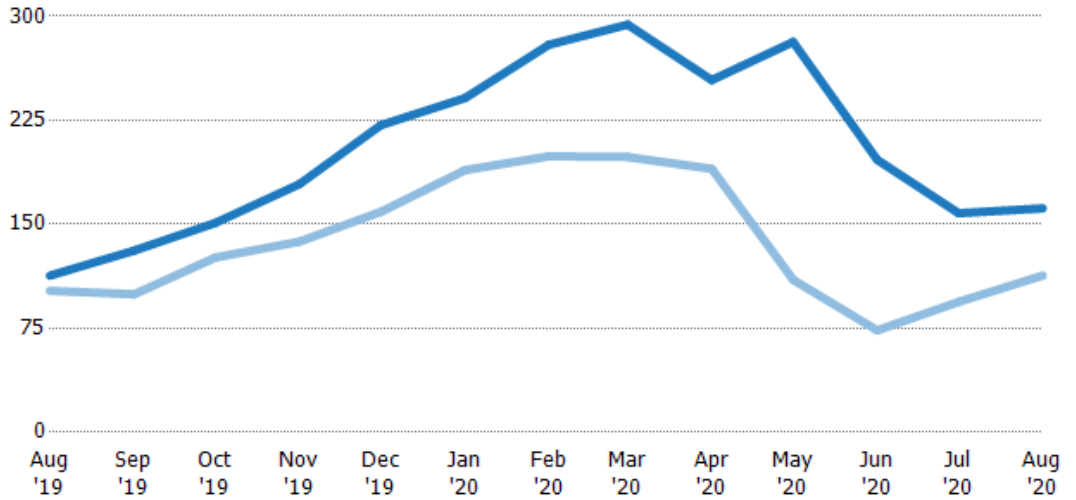
Median Days in RPR

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.
Aug '20	162	42.9%
Aug '19	113	10.8%
Aug '18	102	8.3%



Current Year	113	131	151	179	222	241	280	294	254	282	197	158	162
Prior Year	102	100	126	138	159	189	199	199	190	110	73.5	94	113
Percent Change from Prior Year	11%	32%	20%	30%	39%	28%	40%	48%	34%	156%	167%	68%	43%

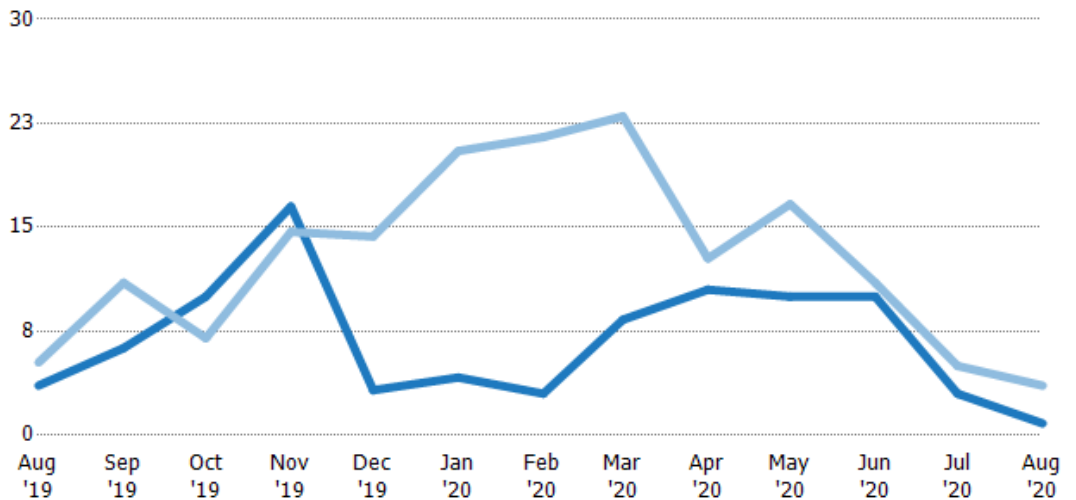
Months of Inventory

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.
Aug '20	0.86	-76.1%
Aug '19	3.58	-31.7%
Aug '18	5.25	100%



Current Year	3.58	6.29	10	16.5	3.25	4.17	3	8.33	10.5	10	10	3	0.86
Prior Year	5.25	11	7	14.7	14.3	20.5	21.5	23	12.8	16.7	11	5	3.58
Percent Change from Prior Year	-32%	-43%	43%	13%	-77%	-80%	-86%	-64%	-18%	-40%	-9%	-40%	-76%

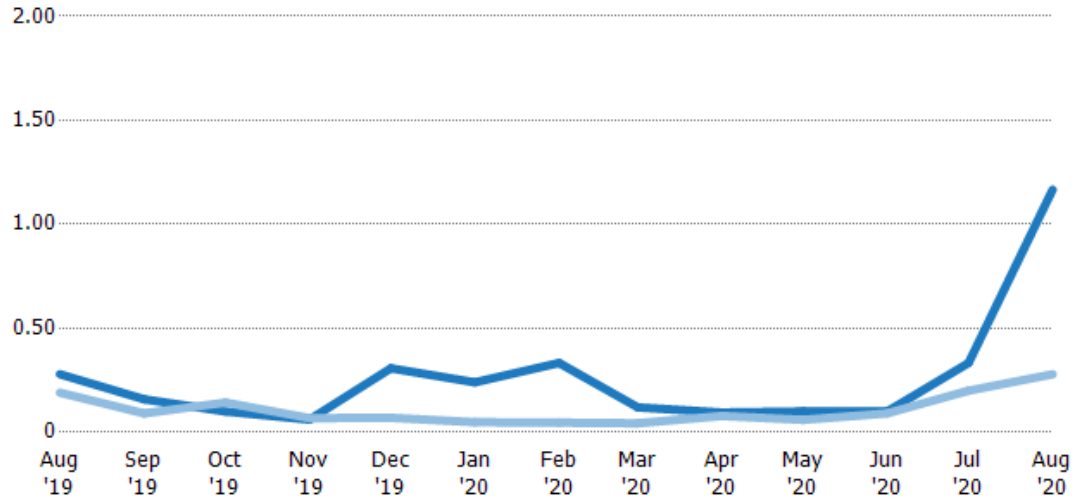
Absorption Rate

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.
Aug '20	117%	-88.8%
Aug '19	28%	-8.9%
Aug '18	19%	-50%



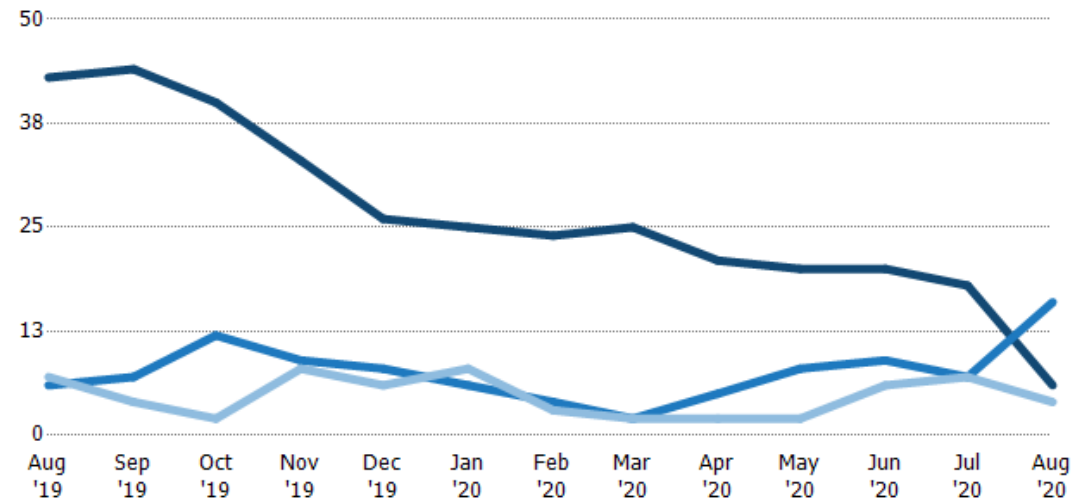
	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20
Current Year	28%	16%	10%	6%	31%	24%	33%	12%	10%	10%	10%	33%	117%
Prior Year	19%	9%	14%	7%	7%	5%	5%	4%	8%	6%	9%	20%	28%
Change from Prior Year	-9%	-7%	4%	1%	-24%	-19%	-29%	-8%	-2%	-4%	-1%	-13%	-89%

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



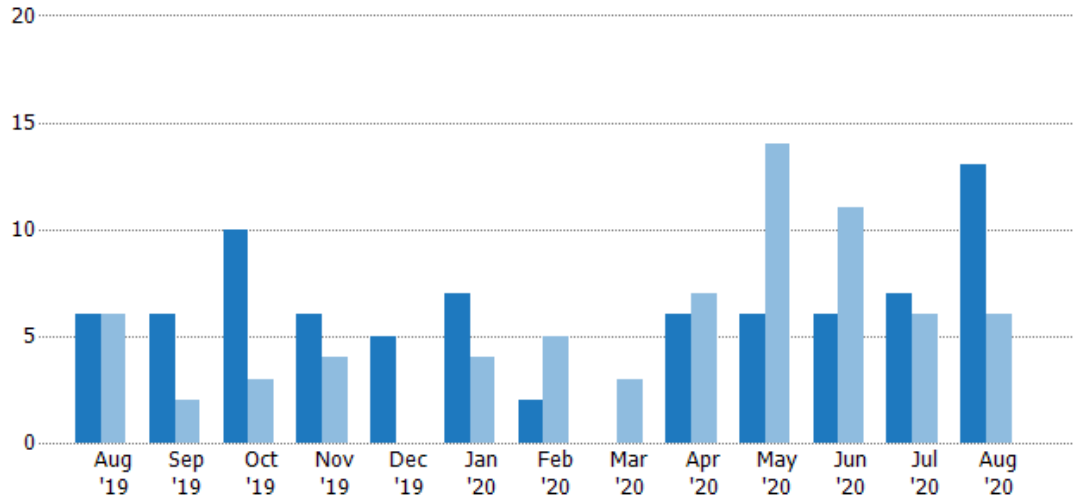
	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20
Active	43	44	40	33	26	25	24	25	21	20	20	18	6
Pending	6	7	12	9	8	6	4	2	5	8	9	7	16
Sold	7	4	2	8	6	8	3	2	2	2	6	7	4

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



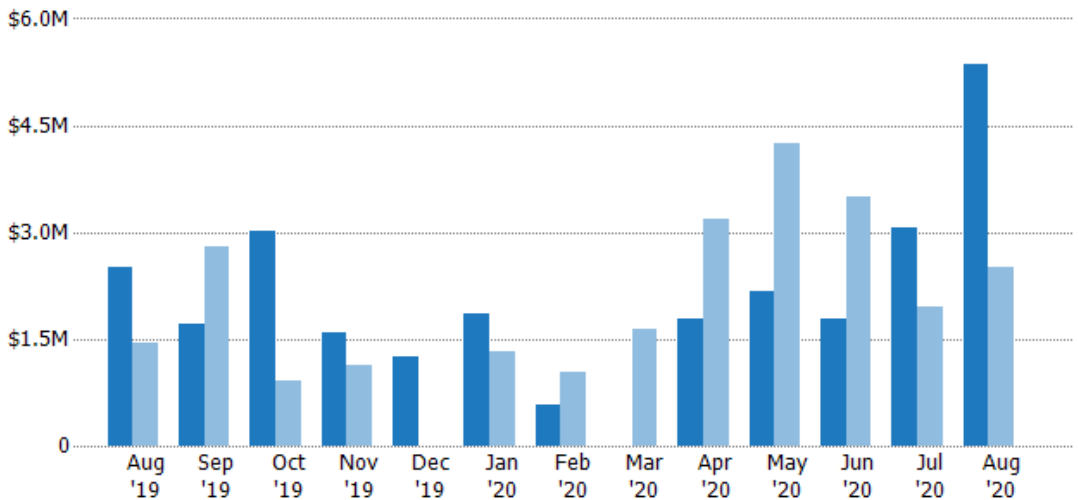
Current Year	6	6	10	6	5	7	2	-	6	6	6	7	13
Prior Year	6	2	3	4	-	4	5	3	7	14	11	6	6
Percent Change from Prior Year	0%	200%	233%	50%	100%	75%	-60%	-100%	-14%	-57%	-45%	17%	117%

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	\$2.51M	\$1.71M	\$3.02M	\$1.59M	\$1.24M	\$1.85M	\$579K	-	\$1.77M	\$2.17M	\$1.78M	\$3.07M	\$5.35M
Prior Year	\$1.44M	\$2.79M	\$919K	\$1.13M	-	\$1.32M	\$1.04M	\$1.65M	\$3.18M	\$4.26M	\$3.5M	\$1.95M	\$2.51M
Percent Change from Prior Year	74%	-39%	229%	41%	100%	40%	-44%	-100%	-44%	-49%	-49%	57%	114%

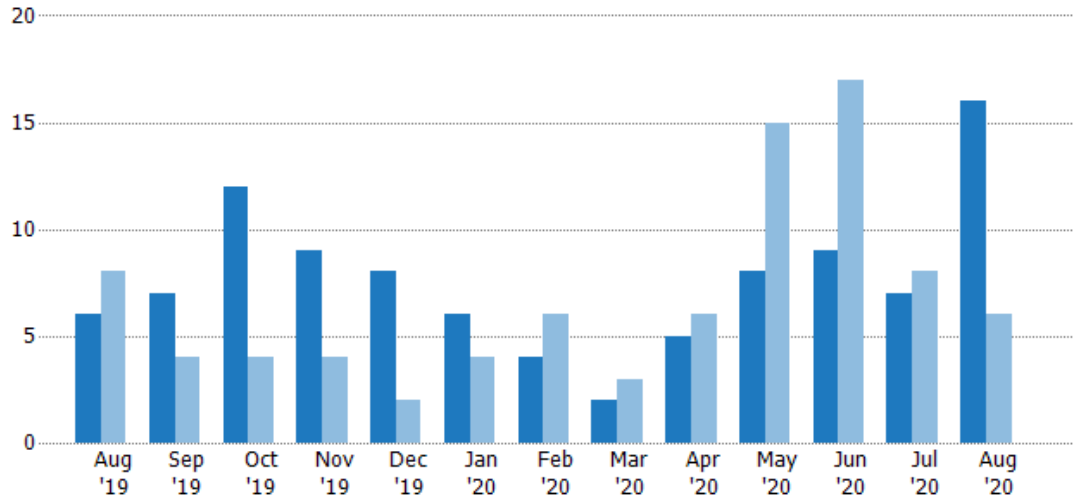
Pending Sales

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.
Aug '20	16	166.7%
Aug '19	6	-25%
Aug '18	8	37.5%



Current Year	6	7	12	9	8	6	4	2	5	8	9	7	16
Prior Year	8	4	4	4	2	4	6	3	6	15	17	8	6
Percent Change from Prior Year	-25%	75%	200%	125%	300%	50%	-33%	-33%	-17%	-47%	-47%	-13%	167%

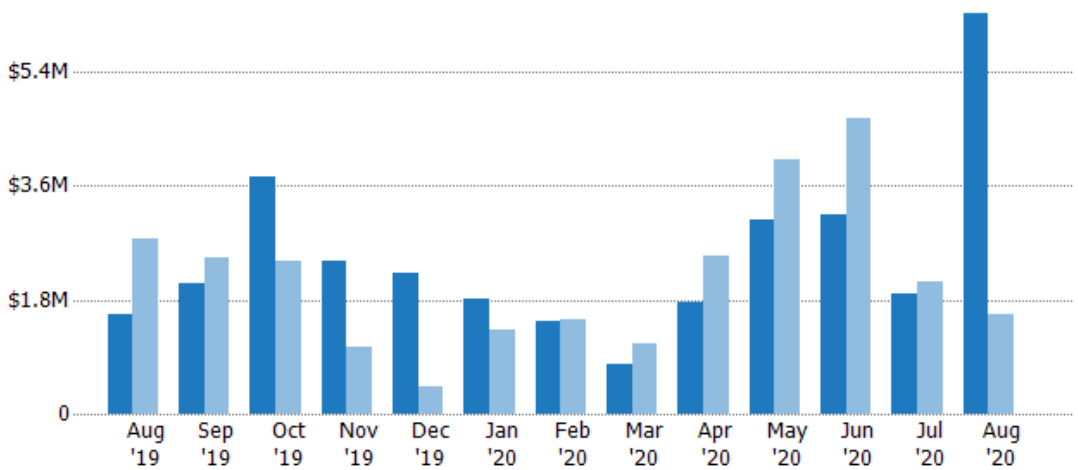
Pending Sales Volume

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.
Aug '20	\$6.33M	300.4%
Aug '19	\$1.58M	-43%
Aug '18	\$2.78M	101.4%



Current Year	\$1.58M	\$2.05M	\$3.75M	\$2.42M	\$2.21M	\$1.8M	\$1.45M	\$778K	\$1.75M	\$3.07M	\$3.14M	\$1.89M	\$6.33M
Prior Year	\$2.78M	\$2.46M	\$2.41M	\$1.07M	\$442K	\$1.32M	\$1.48M	\$1.1M	\$2.48M	\$4.01M	\$4.67M	\$2.09M	\$1.58M
Percent Change from Prior Year	-43%	-16%	56%	127%	401%	37%	-2%	-29%	-29%	-23%	-33%	-10%	300%

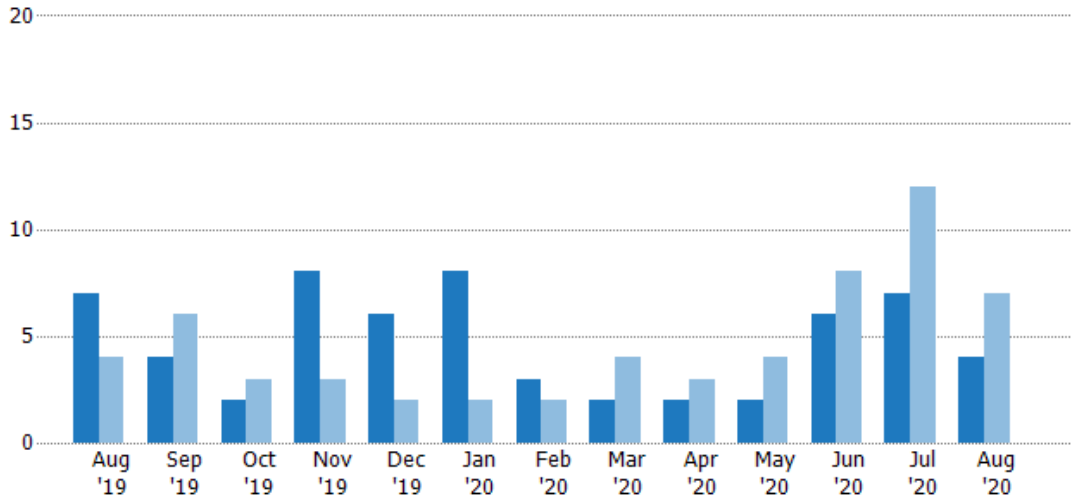
Closed Sales

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.
Aug '20	4	-42.9%
Aug '19	7	75%
Aug '18	4	25%



Current Year	7	4	2	8	6	8	3	2	2	2	6	7	4
Prior Year	4	6	3	3	2	2	2	4	3	4	8	12	7
Percent Change from Prior Year	75%	-33%	-33%	167%	200%	300%	50%	-50%	-33%	-50%	-25%	-42%	-43%

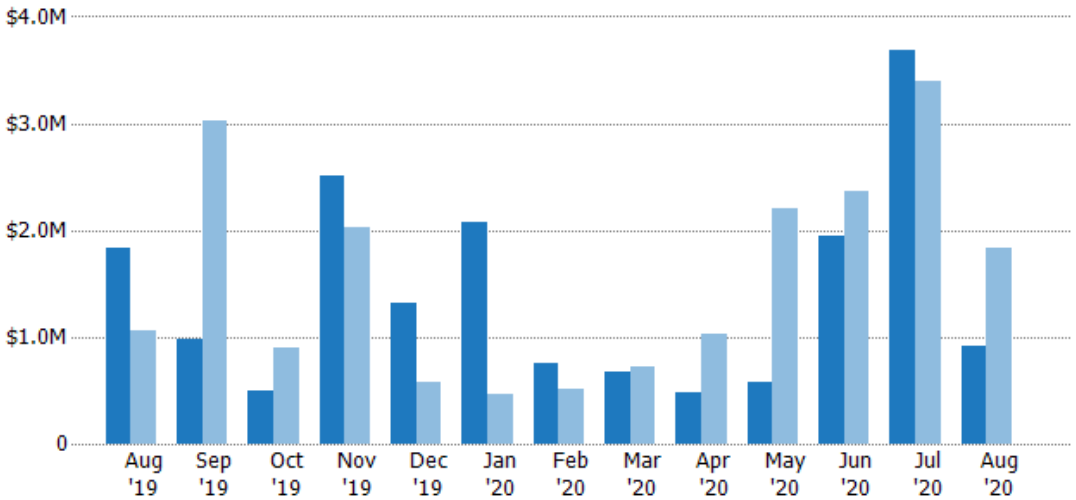
Closed Sales Volume

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.
Aug '20	\$911K	-50.5%
Aug '19	\$1.84M	73.2%
Aug '18	\$1.06M	74.8%



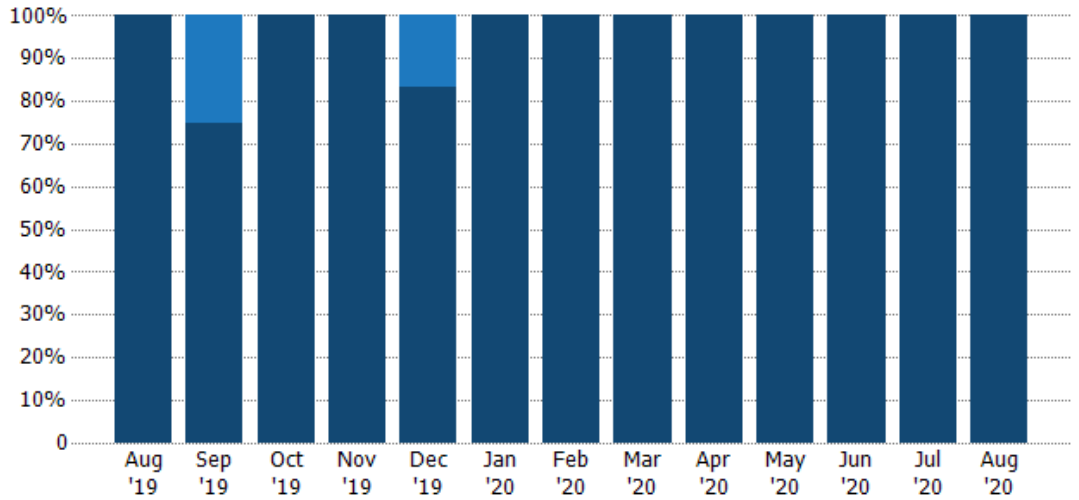
Current Year	\$1.84M	\$986K	\$490K	\$2.5M	\$1.32M	\$2.08M	\$754K	\$674K	\$484K	\$576K	\$1.95M	\$3.68M	\$911K
Prior Year	\$1.06M	\$3.02M	\$896K	\$2.03M	\$577K	\$460K	\$509K	\$719K	\$1.03M	\$2.21M	\$2.37M	\$3.39M	\$1.84M
Percent Change from Prior Year	73%	-67%	-45%	23%	129%	351%	48%	-6%	-53%	-74%	-18%	9%	-51%

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



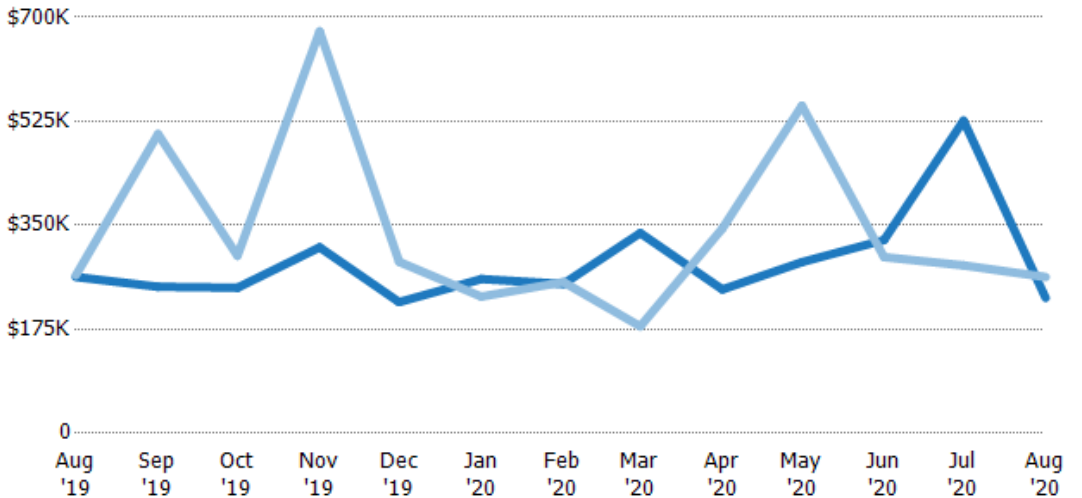
Property Type	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20
Condo/Townhouse	-	25%	-	-	17%	-	-	-	-	-	-	-	-
Single Family Residence	100%	75%	100%	100%	83%	100%	100%	100%	100%	100%	100%	100%	100%

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



Month/Year	Price	% Chg.
Aug '20	\$228K	-13.4%
Aug '19	\$263K	-1%
Aug '18	\$266K	39.9%

Property Type	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20
Current Year	\$263K	\$247K	\$245K	\$313K	\$221K	\$260K	\$251K	\$337K	\$242K	\$288K	\$325K	\$526K	\$228K
Prior Year	\$266K	\$504K	\$299K	\$676K	\$289K	\$230K	\$255K	\$180K	\$345K	\$551K	\$296K	\$283K	\$263K
Percent Change from Prior Year	-1%	-51%	-18%	-54%	-24%	13%	-1%	87%	-30%	-48%	10%	86%	-13%

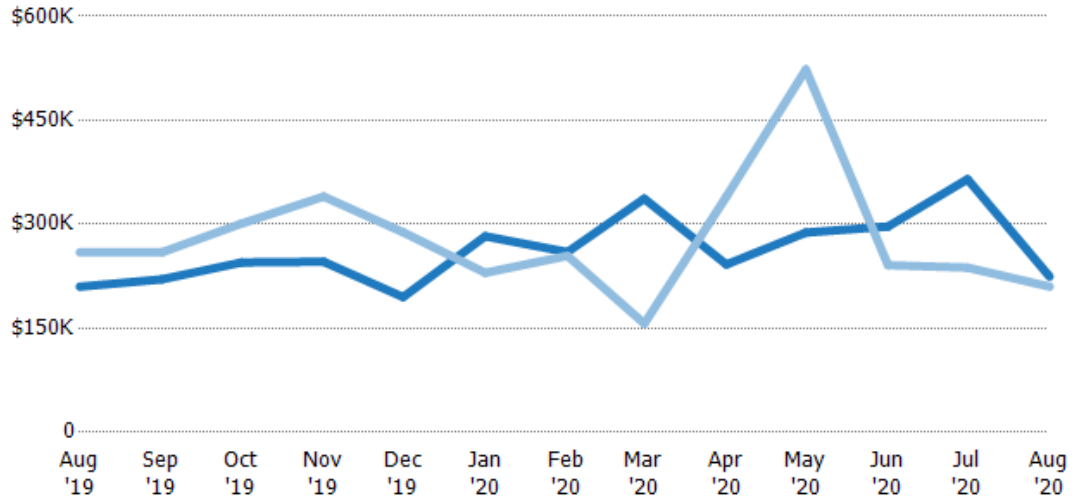
Median Sales Price

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.
Aug '20	\$225K	6.9%
Aug '19	\$210K	-19.1%
Aug '18	\$260K	7.5%



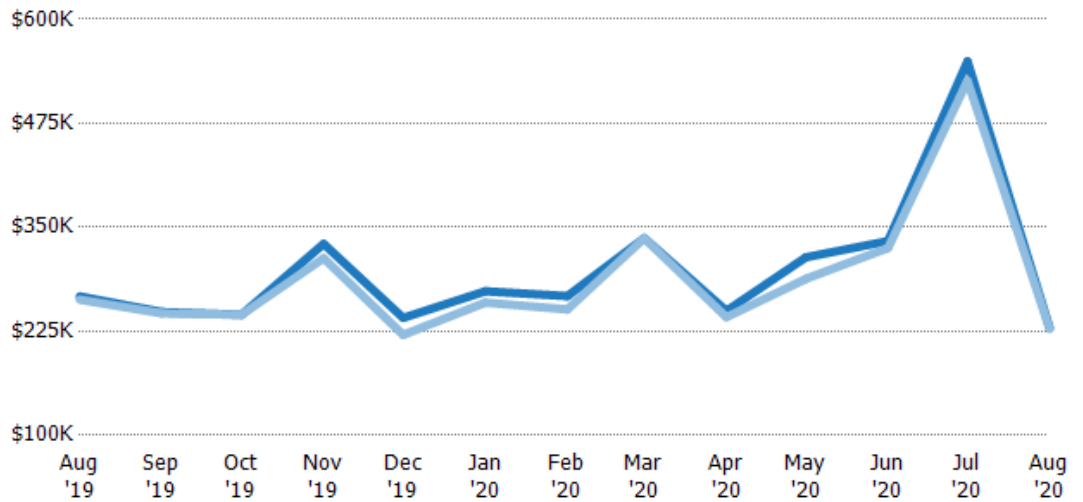
Current Year	\$210K	\$221K	\$245K	\$246K	\$195K	\$283K	\$260K	\$337K	\$242K	\$288K	\$297K	\$365K	\$225K
Prior Year	\$260K	\$260K	\$301K	\$340K	\$289K	\$230K	\$255K	\$157K	\$340K	\$523K	\$241K	\$238K	\$210K
Percent Change from Prior Year	-19%	-15%	-19%	-28%	-32%	23%	2%	115%	-29%	-45%	23%	54%	7%

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



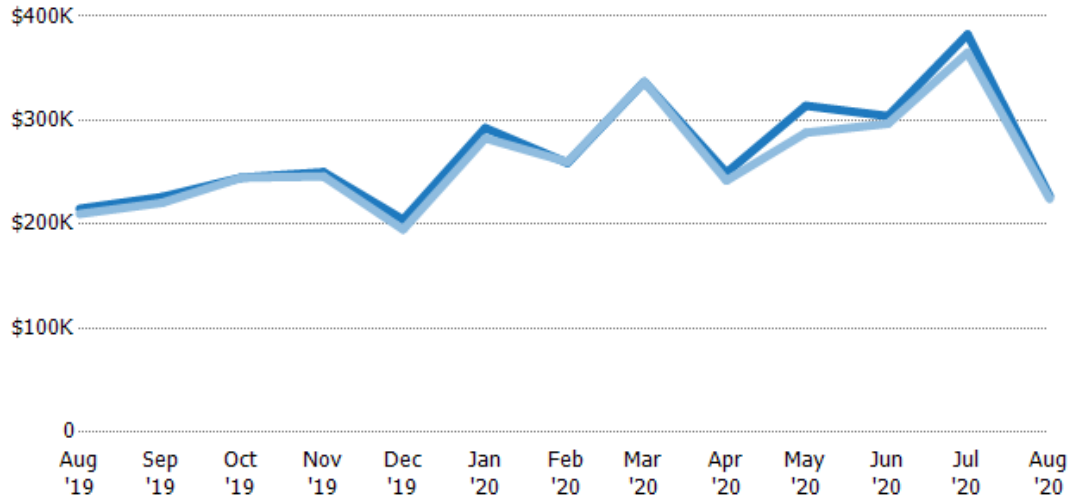
Avg List Price	\$267K	\$248K	\$245K	\$330K	\$241K	\$273K	\$267K	\$337K	\$249K	\$314K	\$333K	\$549K	\$229K
Avg Sales Price	\$263K	\$247K	\$245K	\$313K	\$221K	\$260K	\$251K	\$337K	\$242K	\$288K	\$325K	\$526K	\$228K
Avg Sales Price as a % of Avg List Price	99%	99%	100%	95%	92%	95%	94%	100%	97%	92%	97%	96%	99%

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



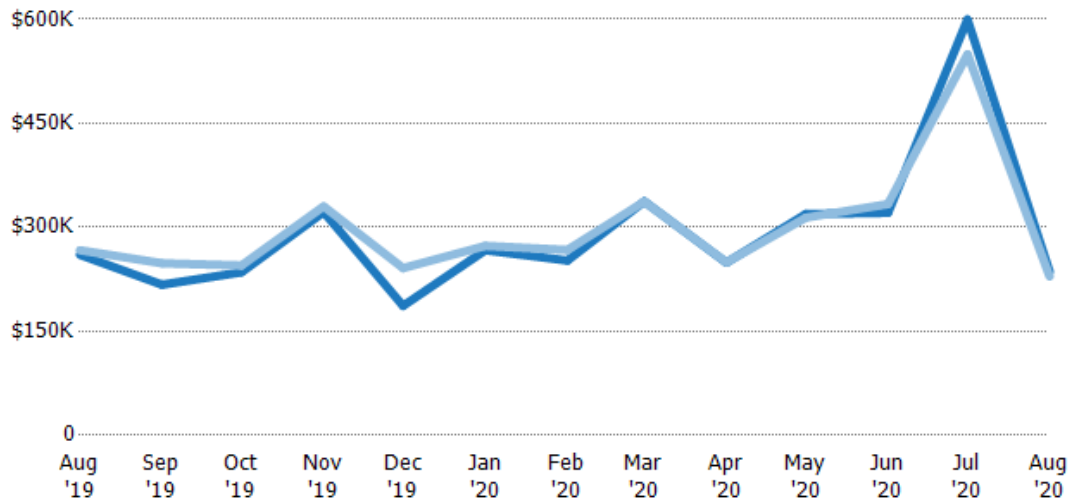
	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20
Median List Price	\$215K	\$226K	\$245K	\$250K	\$204K	\$293K	\$259K	\$337K	\$249K	\$314K	\$304K	\$383K	\$227K
Median Sales Price	\$210K	\$221K	\$245K	\$246K	\$195K	\$283K	\$260K	\$337K	\$242K	\$288K	\$297K	\$365K	\$225K
Med Sales Price as a % of Med List Price	98%	98%	100%	98%	95%	97%	100%	100%	97%	92%	98%	95%	99%

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



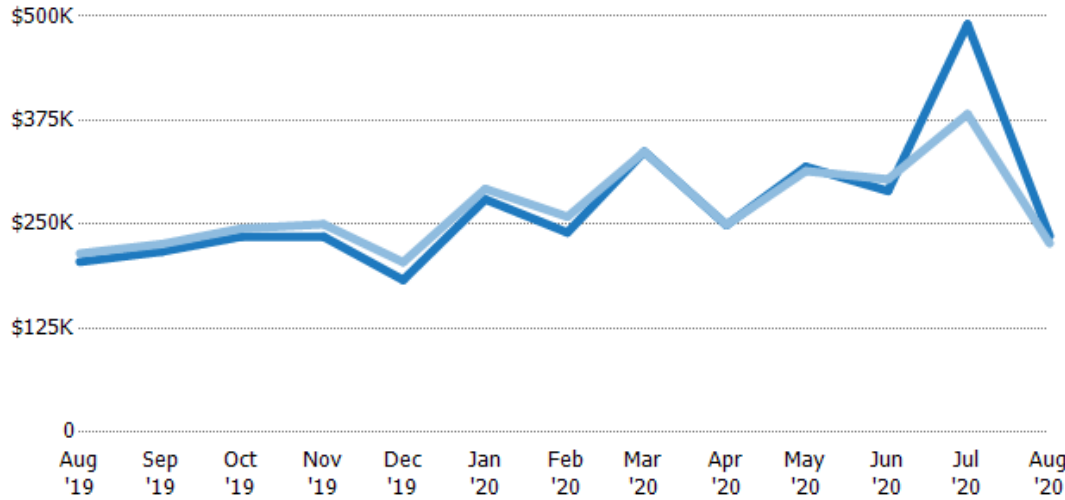
	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20
Avg Est Value	\$260K	\$217K	\$235K	\$322K	\$187K	\$267K	\$252K	\$337K	\$249K	\$319K	\$321K	\$600K	\$236K
Avg Sales Price	\$267K	\$248K	\$245K	\$330K	\$241K	\$273K	\$267K	\$337K	\$249K	\$314K	\$333K	\$549K	\$229K
Avg Sales Price as a % of Avg Est Value	102%	114%	104%	103%	129%	102%	106%	100%	100%	98%	104%	92%	97%

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



	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20
Median Est Value	\$205K	\$217K	\$235K	\$235K	\$183K	\$280K	\$240K	\$337K	\$249K	\$319K	\$290K	\$490K	\$236K
Median Sales Price	\$215K	\$226K	\$245K	\$250K	\$204K	\$293K	\$259K	\$337K	\$249K	\$314K	\$304K	\$383K	\$227K
Med Sales Price as a % of Med Est Value	105%	104%	104%	106%	112%	104%	108%	100%	100%	98%	105%	78%	96%