

## Summary of Key Listing and Sales Metrics

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

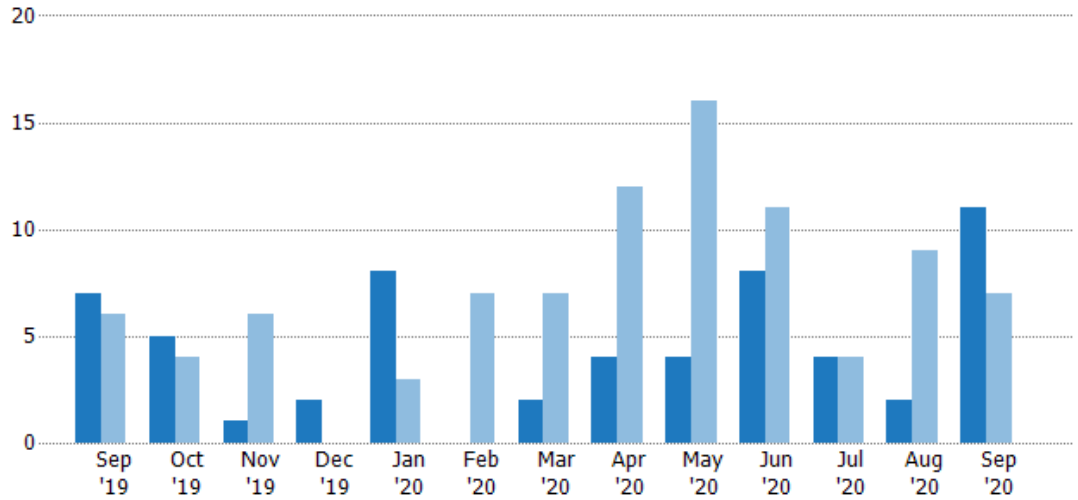
Key Metrics	Sep 2020	Sep 2019	+ / -	YTD 2020	YTD 2019	+ / -
<b>Listing Activity Charts Metrics</b>						
New Listing Count	11	7	+57.1%	43	76	-43.4%
New Listing Volume	\$5,011,800	\$1,994,800	+151.2%	\$19,932,534	\$27,662,700	-27.9%
Active Listing Count	15	44	-65.9%	N/A	N/A	
Active Listing Volume	\$9,902,272	\$18,227,400	-45.7%	N/A	N/A	
Average Listing Price	\$660,151	\$414,259	+59.4%	\$498,734	\$393,664	+26.7%
Median Listing Price	\$510,000	\$292,100	+74.6%	\$385,650	\$281,525	+37%
Median Days in RPR	27	131	-79.4%	186.09	122.86	+51.5%
Months of Inventory	3.8	6.3	-40.3%	3.9	10.5	-62.6%
Absorption Rate	26.67%	15.91%	+10.8%	25.42%	9.51%	+15.9%
<b>Sales Activity Charts Metrics</b>						
New Pending Sales Count	6	6	+/-	53	62	-14.5%
New Pending Sales Volume	\$3,350,000	\$1,713,800	+95.5%	\$19,917,162	\$21,108,200	-5.6%
Pending Sales Count	13	7	+85.7%	N/A	N/A	
Pending Sales Volume	\$4,478,500	\$2,052,700	+118.2%	N/A	N/A	
Closed Sales Count	5	4	+25%	39	45	-13.3%
Closed Sales Volume	\$2,107,500	\$986,250	+113.7%	\$13,216,257	\$13,333,401	-0.9%
Average Sales Price	\$421,500	\$246,563	+71%	\$338,878	\$296,298	+14.4%
Median Sales Price	\$428,000	\$220,625	+94%	\$311,518	\$257,838	+20.8%

## 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



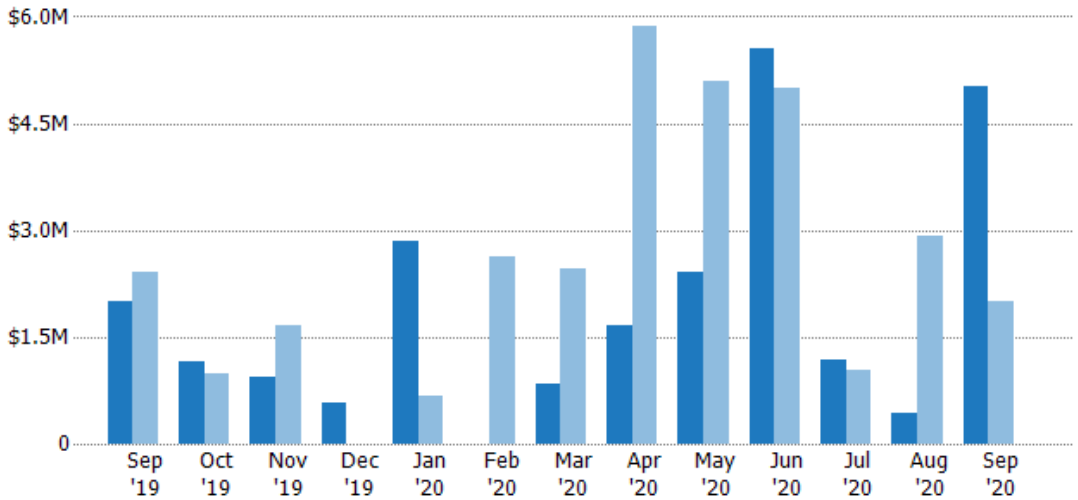
Current Year	7	5	1	2	8	-	2	4	4	8	4	2	11
Prior Year	6	4	6	-	3	7	7	12	16	11	4	9	7
Percent Change from Prior Year	17%	25%	-83%	100%	167%	-100%	-71%	-67%	-75%	-27%	0%	-78%	57%

## 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	\$1.99M	\$1.15M	\$949K	\$567K	\$2.85M	-	\$830K	\$1.66M	\$2.42M	\$5.55M	\$1.19M	\$419K	\$5.01M
Prior Year	\$2.42M	\$986K	\$1.66M	-	\$675K	\$2.63M	\$2.47M	\$5.86M	\$5.08M	\$5M	\$1.04M	\$2.91M	\$1.99M
Percent Change from Prior Year	-18%	16%	-43%	100%	323%	-100%	-66%	-72%	-52%	11%	14%	-86%	151%

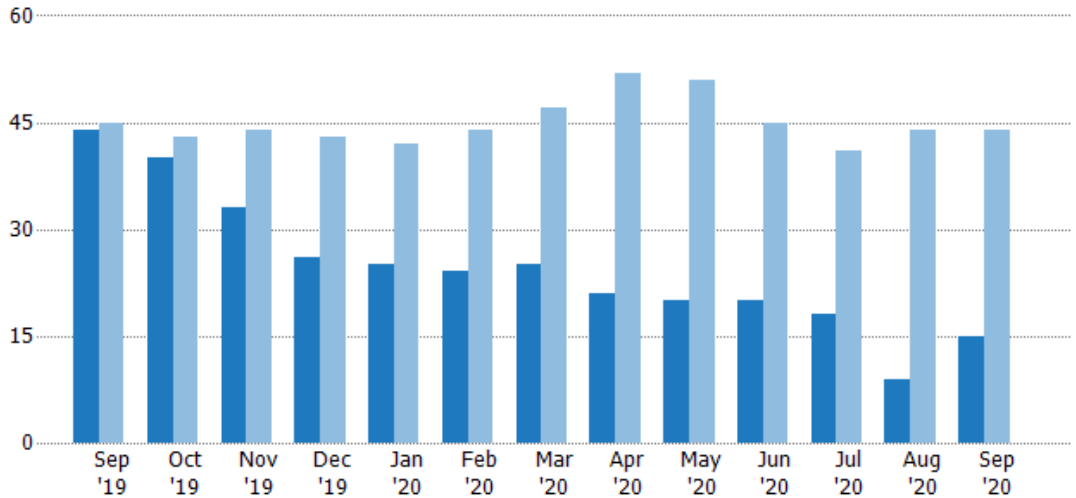
## Active Listings

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.
Sep '20	15	-65.9%
Sep '19	44	-2.2%
Sep '18	45	-11.1%



	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20
Current Year	44	40	33	26	25	24	25	21	20	20	18	9	15
Prior Year	45	43	44	43	42	44	47	52	51	45	41	44	44
Percent Change from Prior Year	-2%	-7%	-25%	-40%	-40%	-45%	-47%	-60%	-61%	-56%	-56%	-80%	-66%

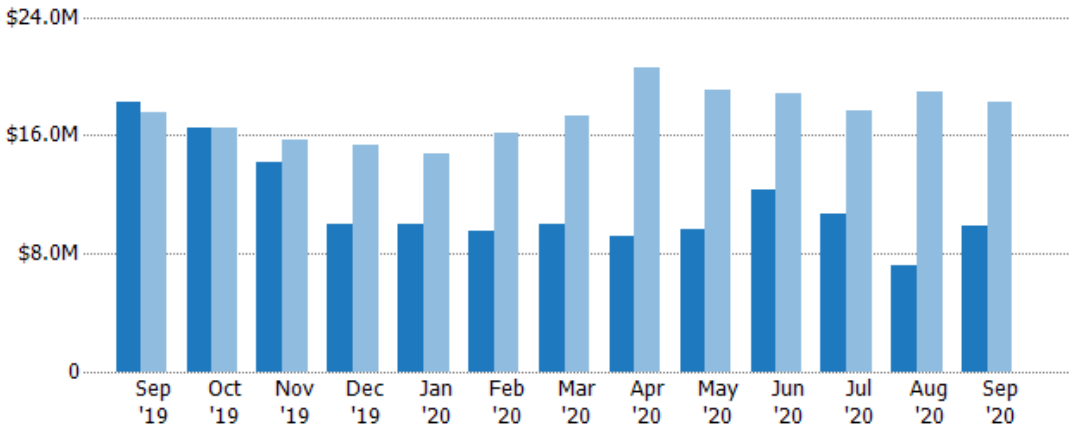
## Active Listing Volume

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.
Sep '20	\$9.9M	-45.7%
Sep '19	\$18.2M	3.6%
Sep '18	\$17.6M	4.9%



	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20
Current Year	\$18.2M	\$16.5M	\$14.1M	\$10M	\$9.93M	\$9.48M	\$9.98M	\$9.15M	\$9.62M	\$12.3M	\$10.6M	\$7.25M	\$9.9M
Prior Year	\$17.6M	\$16.5M	\$15.7M	\$15.4M	\$14.7M	\$16.1M	\$17.3M	\$20.6M	\$19M	\$18.8M	\$17.7M	\$18.9M	\$18.2M
Percent Change from Prior Year	4%	0%	-10%	-35%	-33%	-41%	-42%	-56%	-50%	-35%	-40%	-62%	-46%

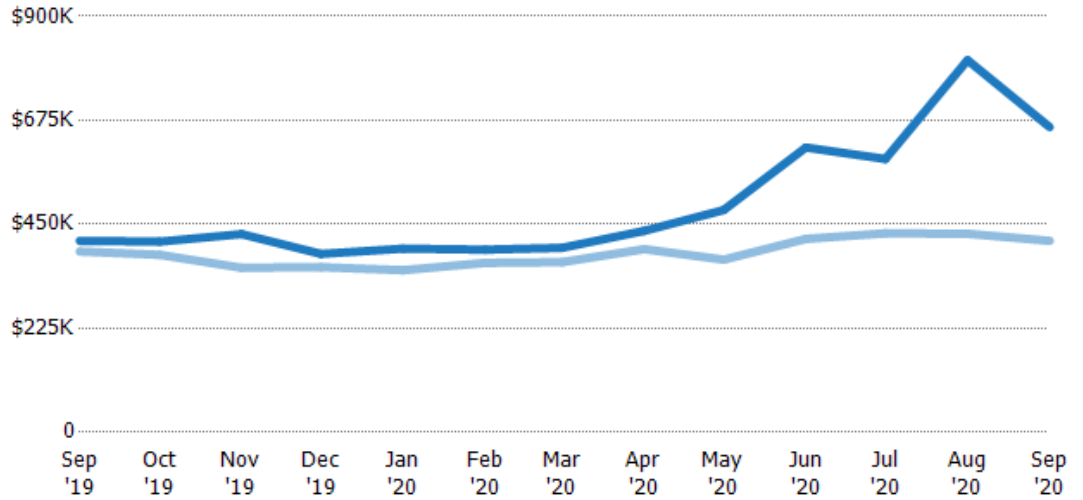
## Average Listing Price

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.
Sep '20	\$660K	59.4%
Sep '19	\$414K	5.9%
Sep '18	\$391K	18%



Current Year	\$414K	\$412K	\$429K	\$386K	\$397K	\$395K	\$399K	\$436K	\$481K	\$616K	\$591K	\$805K	\$660K
Prior Year	\$391K	\$384K	\$356K	\$357K	\$351K	\$366K	\$368K	\$396K	\$373K	\$418K	\$430K	\$429K	\$414K
Percent Change from Prior Year	6%	7%	20%	8%	13%	8%	8%	10%	29%	47%	37%	87%	59%

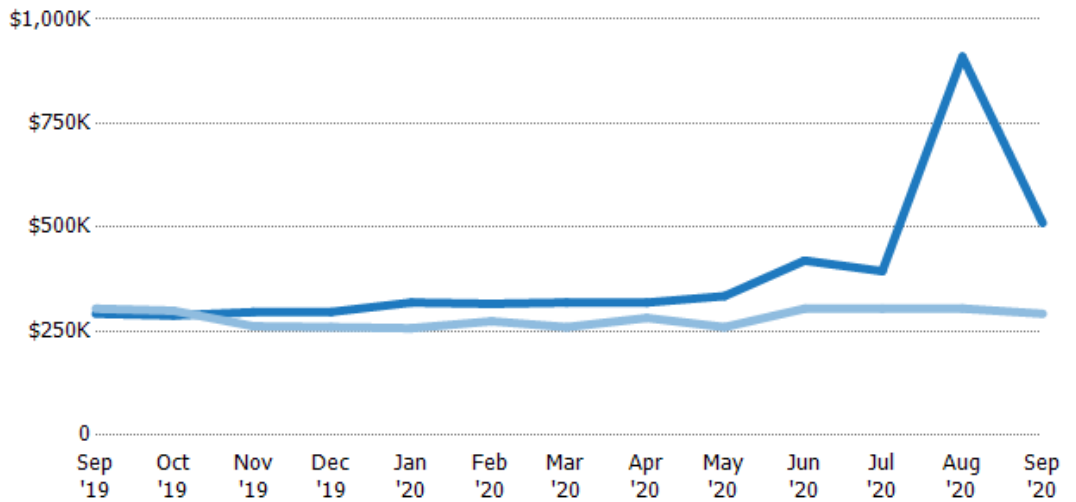
## Median Listing Price

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.
Sep '20	\$510K	74.6%
Sep '19	\$292K	-4%
Sep '18	\$304K	19.1%



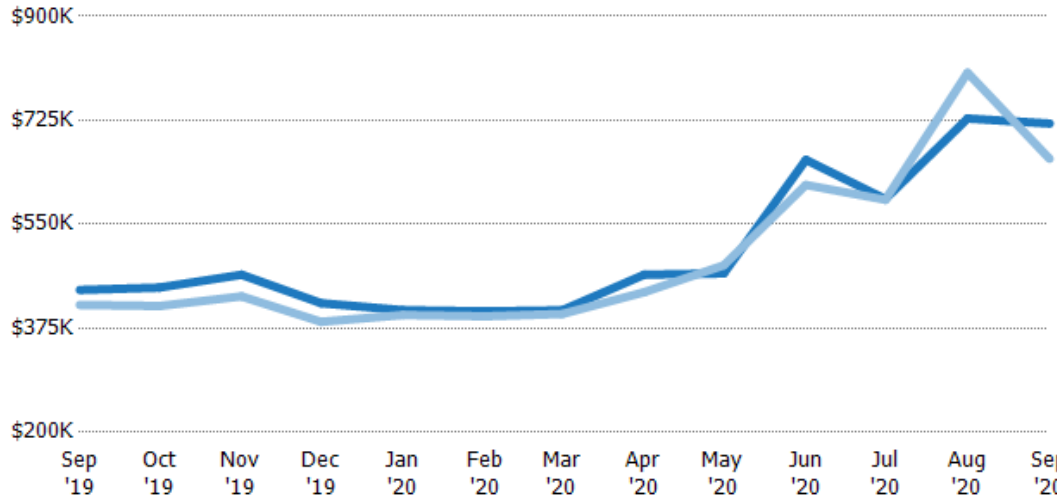
Current Year	\$292K	\$288K	\$296K	\$296K	\$319K	\$316K	\$319K	\$319K	\$334K	\$420K	\$394K	\$910K	\$510K
Prior Year	\$304K	\$300K	\$262K	\$260K	\$257K	\$274K	\$260K	\$282K	\$260K	\$304K	\$304K	\$305K	\$292K
Percent Change from Prior Year	-4%	-4%	13%	14%	24%	15%	23%	13%	29%	38%	30%	199%	75%

## 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



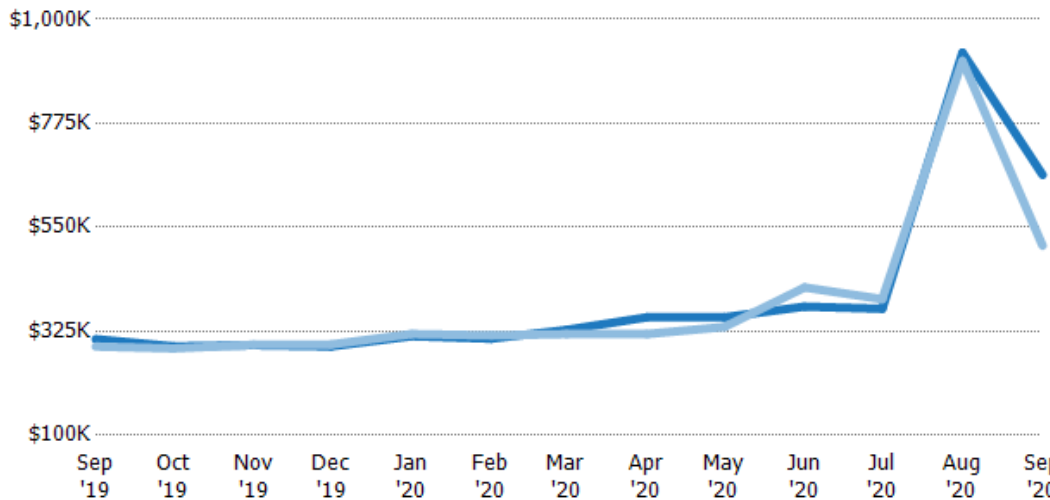
	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20
Avg Est Value	\$440K	\$444K	\$465K	\$417K	\$406K	\$404K	\$405K	\$465K	\$467K	\$658K	\$592K	\$728K	\$720K
Avg Listing Price	\$414K	\$412K	\$429K	\$386K	\$397K	\$395K	\$399K	\$436K	\$481K	\$616K	\$591K	\$805K	\$660K
Avg Listing Price as a % of Avg Est Value	94%	93%	92%	92%	98%	98%	98%	94%	103%	94%	100%	111%	92%

## 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



	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20
Median Est Value	\$308K	\$292K	\$295K	\$292K	\$314K	\$309K	\$328K	\$355K	\$355K	\$378K	\$374K	\$928K	\$663K
Median Listing Price	\$292K	\$288K	\$296K	\$296K	\$319K	\$316K	\$319K	\$319K	\$334K	\$420K	\$394K	\$910K	\$510K
Med Listing Price as a % of Med Est Value	95%	98%	100%	101%	101%	102%	97%	90%	94%	111%	106%	98%	77%

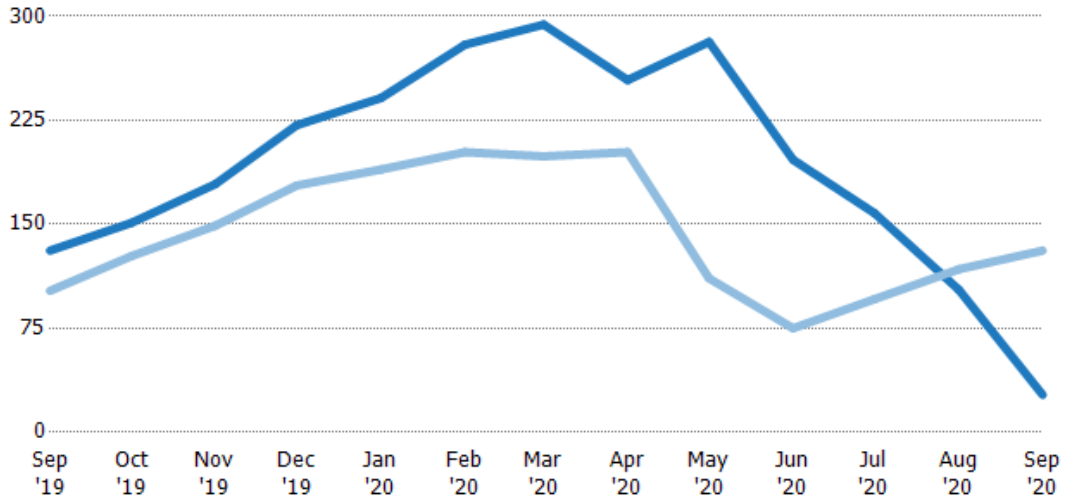
## Median Days in RPR

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.
Sep '20	27	-79.4%
Sep '19	131	28.4%
Sep '18	102	2.9%



	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20
Current Year	131	151	179	222	241	280	294	254	282	197	158	103	27
Prior Year	102	127	149	178	190	202	199	202	111	75	96	118	131
Percent Change from Prior Year	28%	19%	20%	24%	27%	38%	48%	26%	154%	162%	65%	-12%	-79%

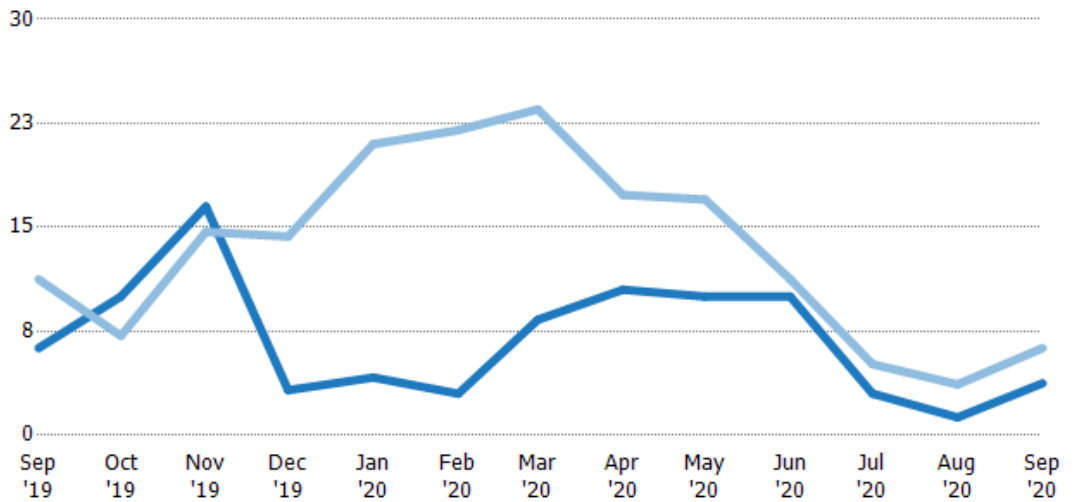
## Months of Inventory

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.
Sep '20	3.75	-40.3%
Sep '19	6.29	-44.1%
Sep '18	11.3	-28.9%



	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20
Current Year	6.29	10	16.5	3.25	4.17	3	8.33	10.5	10	10	3	1.29	3.75
Prior Year	11.3	7.17	14.7	14.3	21	22	23.5	17.3	17	11.3	5.13	3.67	6.29
Percent Change from Prior Year	-44%	40%	13%	-77%	-80%	-86%	-65%	-39%	-41%	-11%	-41%	-65%	-40%

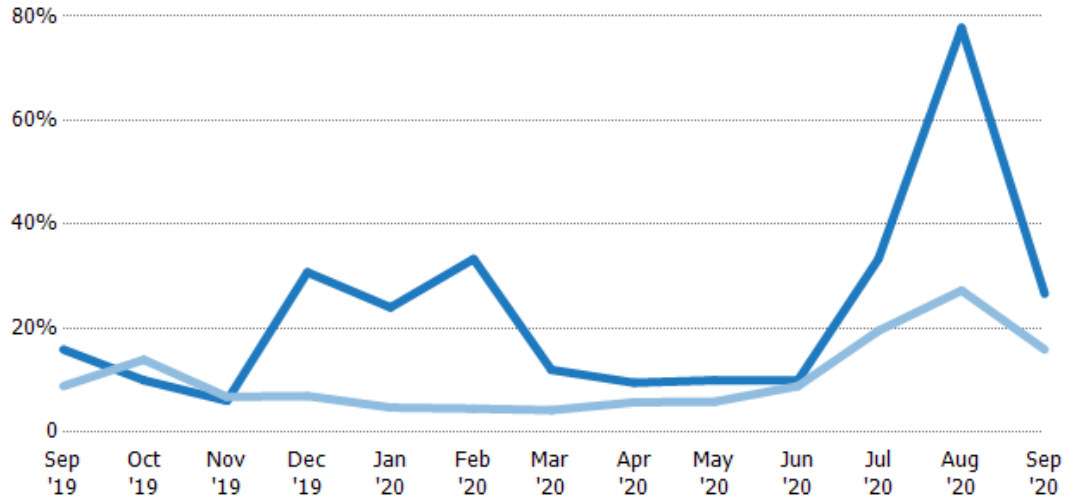
## Absorption Rate

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.
Sep '20	27%	-10.8%
Sep '19	16%	-7%
Sep '18	9%	40.8%



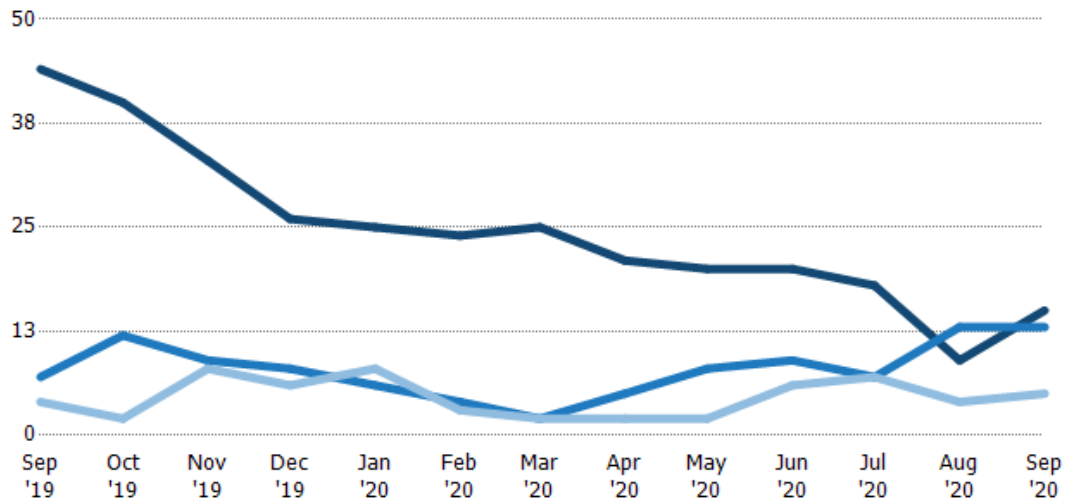
Current Year	16%	10%	6%	31%	24%	33%	12%	10%	10%	10%	33%	78%	27%
Prior Year	9%	14%	7%	7%	5%	5%	4%	6%	6%	9%	20%	27%	16%
Change from Prior Year	-7%	4%	1%	-24%	-19%	-29%	-8%	-4%	-4%	-1%	-14%	-51%	-11%

## 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



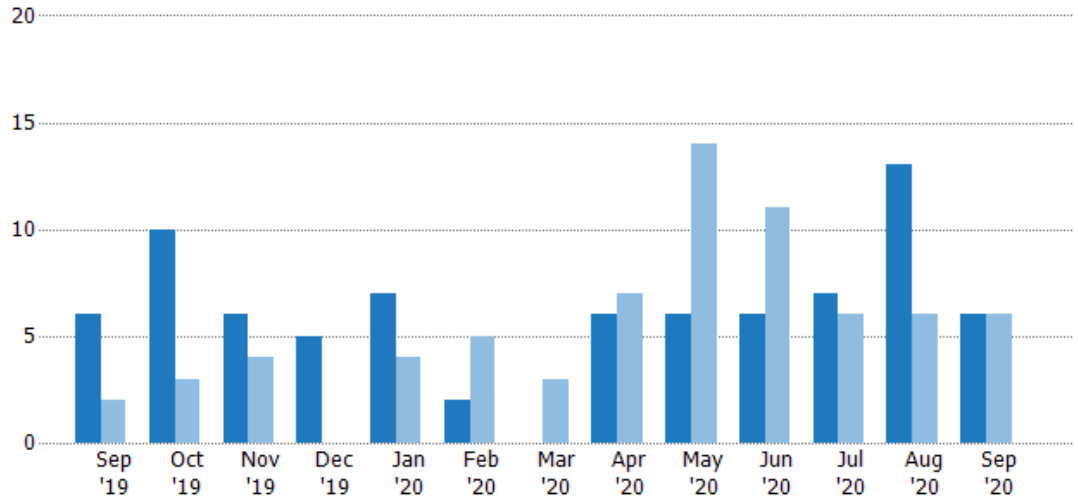
Active	44	40	33	26	25	24	25	21	20	20	18	9	15
Pending	7	12	9	8	6	4	2	5	8	9	7	13	13
Sold	4	2	8	6	8	3	2	2	2	6	7	4	5

## 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



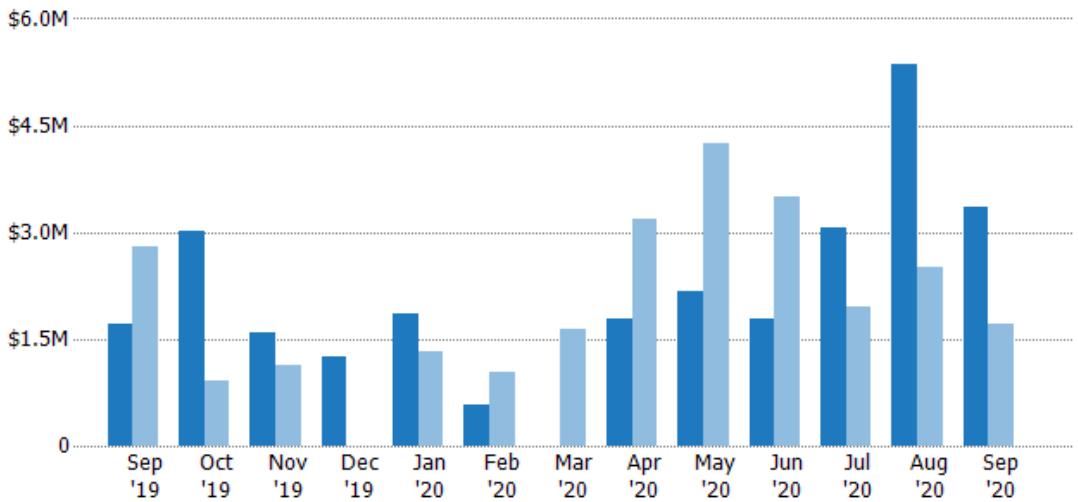
Current Year	6	10	6	5	7	2	-	6	6	6	7	13	6
Prior Year	2	3	4	-	4	5	3	7	14	11	6	6	6
Percent Change from Prior Year	200%	233%	50%	100%	75%	-60%	-100%	-14%	-57%	-45%	17%	117%	0%

## 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	\$1.71M	\$3.02M	\$1.59M	\$1.24M	\$1.85M	\$579K	-	\$1.77M	\$2.17M	\$1.78M	\$3.07M	\$5.35M	\$3.35M
Prior Year	\$2.79M	\$919K	\$1.13M	-	\$1.32M	\$1.04M	\$1.65M	\$3.18M	\$4.26M	\$3.5M	\$1.95M	\$2.51M	\$1.71M
Percent Change from Prior Year	-39%	229%	41%	100%	40%	-44%	-100%	-44%	-49%	-49%	57%	114%	95%



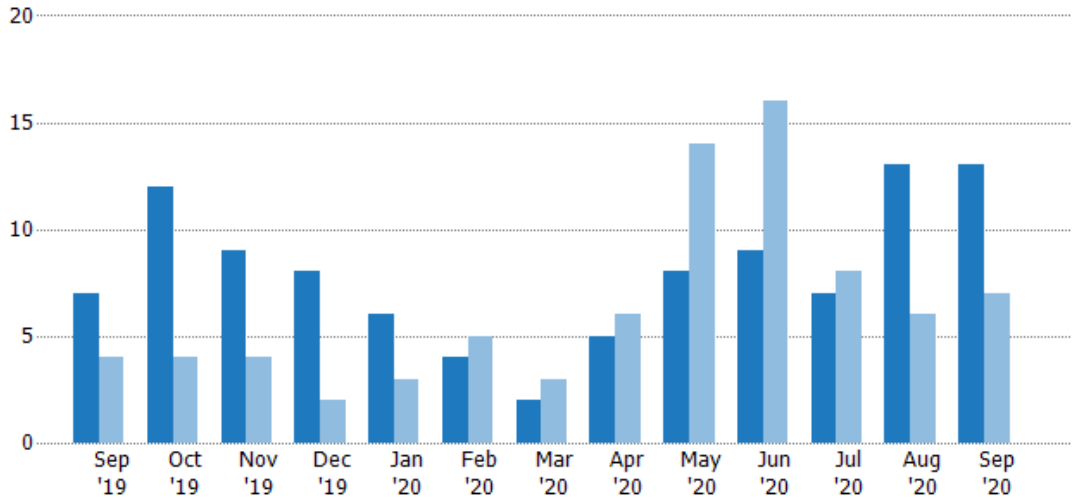
## Pending Sales

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.
Sep '20	13	85.7%
Sep '19	7	75%
Sep '18	4	150%



Current Year	7	12	9	8	6	4	2	5	8	9	7	13	13
Prior Year	4	4	4	2	3	5	3	6	14	16	8	6	7
Percent Change from Prior Year	75%	200%	125%	300%	100%	-20%	-33%	-17%	-43%	-44%	-13%	117%	86%

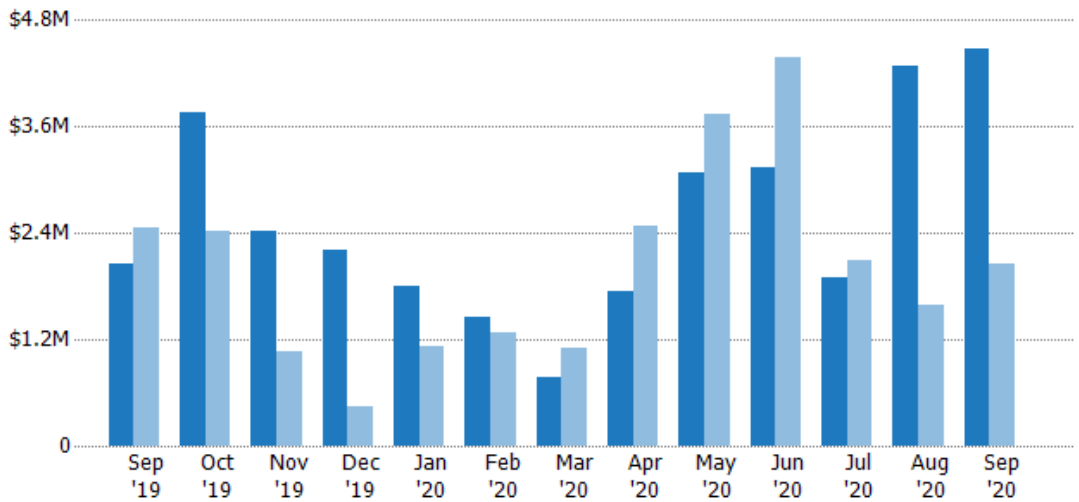
## Pending Sales Volume

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.
Sep '20	\$4.48M	118.2%
Sep '19	\$2.05M	-16.5%
Sep '18	\$2.46M	93%



Current Year	\$2.05M	\$3.75M	\$2.42M	\$2.21M	\$1.8M	\$1.45M	\$778K	\$1.75M	\$3.07M	\$3.14M	\$1.89M	\$4.28M	\$4.48M
Prior Year	\$2.46M	\$2.41M	\$1.07M	\$442K	\$1.12M	\$1.28M	\$1.1M	\$2.48M	\$3.73M	\$4.39M	\$2.09M	\$1.58M	\$2.05M
Percent Change from Prior Year	-16%	56%	127%	401%	61%	13%	-29%	-29%	-18%	-28%	-10%	171%	118%

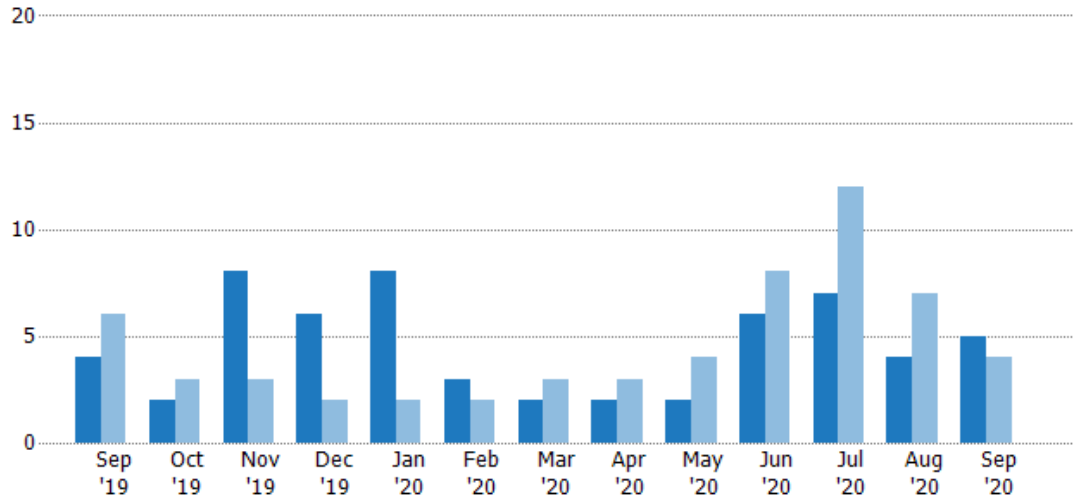
## Closed Sales

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.
Sep '20	5	25%
Sep '19	4	-33.3%
Sep '18	6	-33.3%



	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20
Current Year	4	2	8	6	8	3	2	2	2	6	7	4	5
Prior Year	6	3	3	2	2	2	3	3	4	8	12	7	4
Percent Change from Prior Year	-33%	-33%	167%	200%	300%	50%	-33%	-33%	-50%	-25%	-42%	-43%	25%

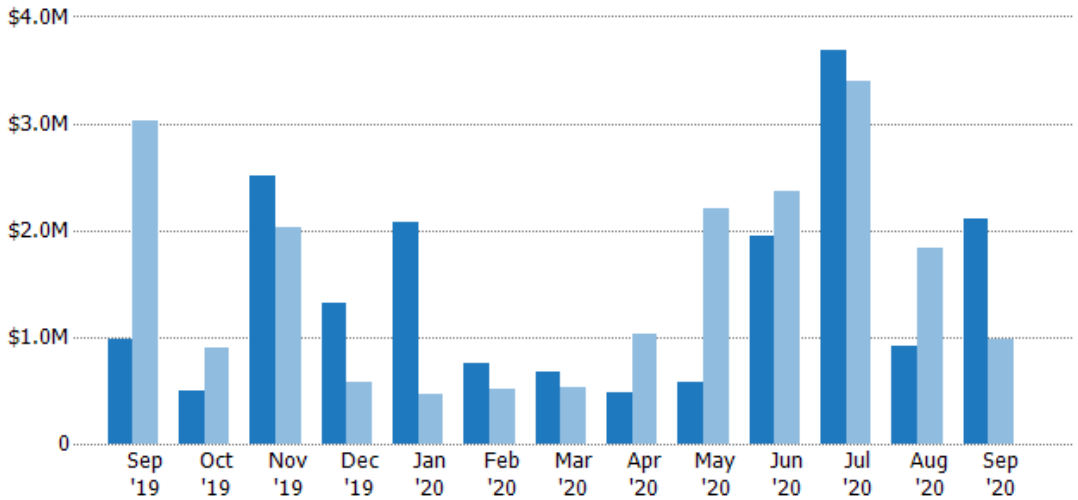
## Closed Sales Volume

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.
Sep '20	\$2.11M	113.7%
Sep '19	\$986K	-67.4%
Sep '18	\$3.02M	-35%



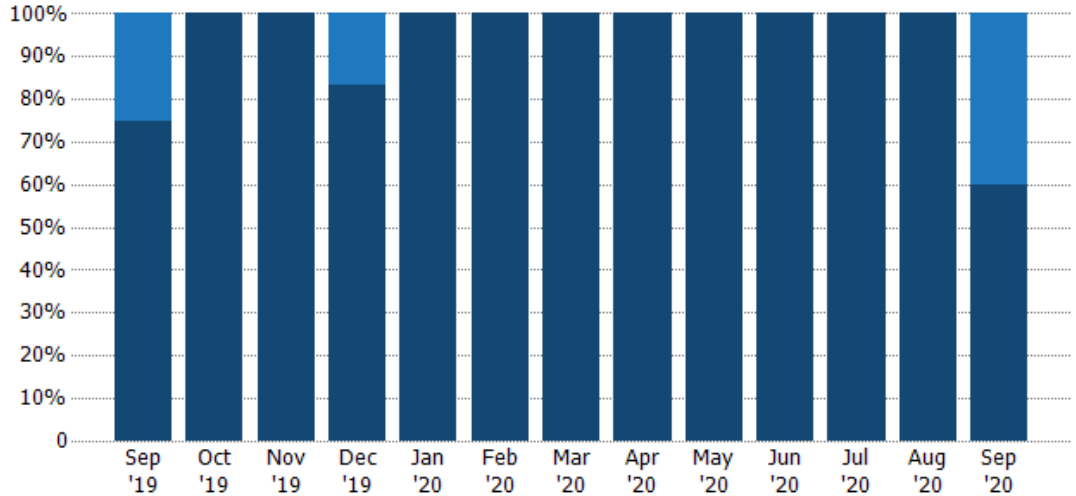
	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20
Current Year	\$986K	\$490K	\$2.5M	\$1.32M	\$2.08M	\$754K	\$674K	\$484K	\$576K	\$1.95M	\$3.68M	\$911K	\$2.11M
Prior Year	\$3.02M	\$896K	\$2.03M	\$577K	\$460K	\$509K	\$536K	\$1.03M	\$2.21M	\$2.37M	\$3.39M	\$1.84M	\$986K
Percent Change from Prior Year	-67%	-45%	23%	129%	351%	48%	26%	-53%	-74%	-18%	9%	-51%	114%

## 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



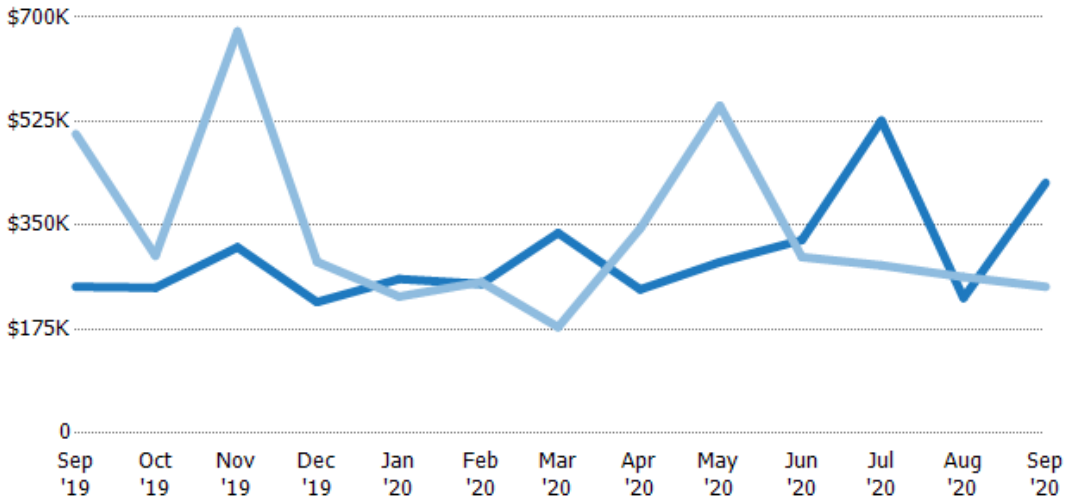
Property Type	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20
Condo/Townhouse	25%	-	-	17%	-	-	-	-	-	-	-	-	40%
Single Family Residence	75%	100%	100%	83%	100%	100%	100%	100%	100%	100%	100%	100%	60%

## 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.
Sep '20	\$422K	71%
Sep '19	\$247K	-51%
Sep '18	\$504K	-2.5%

Property Type	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20
Current Year	\$247K	\$245K	\$313K	\$221K	\$260K	\$251K	\$337K	\$242K	\$288K	\$325K	\$526K	\$228K	\$422K
Prior Year	\$504K	\$299K	\$676K	\$289K	\$230K	\$255K	\$179K	\$345K	\$551K	\$296K	\$283K	\$263K	\$247K
Percent Change from Prior Year	-51%	-18%	-54%	-24%	13%	-1%	89%	-30%	-48%	10%	86%	-13%	71%

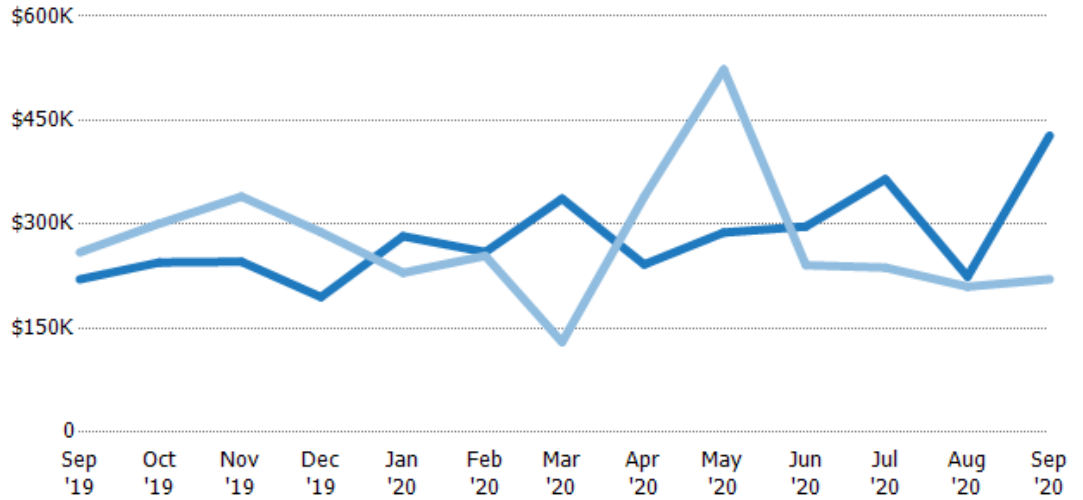
## Median Sales Price

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.
Sep '20	\$428K	94%
Sep '19	\$221K	-15%
Sep '18	\$260K	98.4%



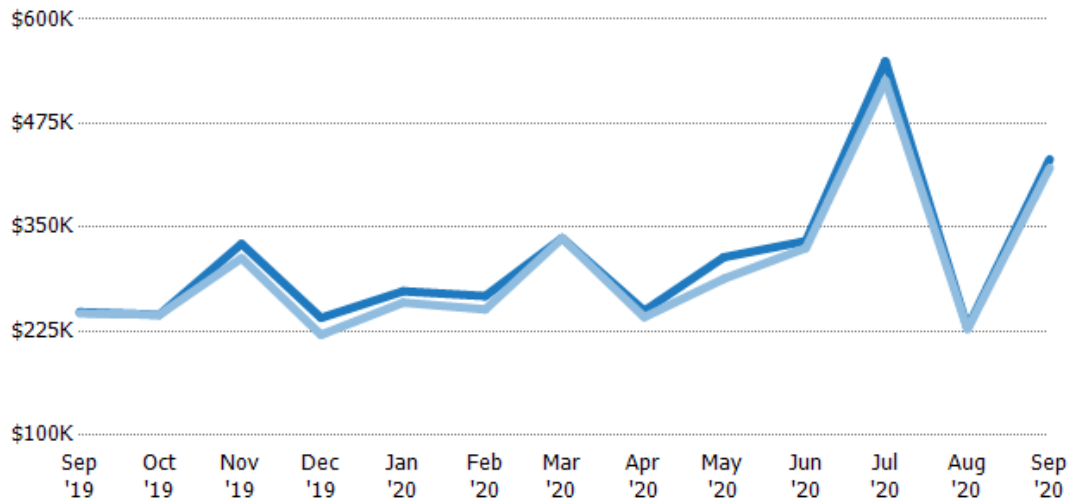
Current Year	\$221K	\$245K	\$246K	\$195K	\$283K	\$260K	\$337K	\$242K	\$288K	\$297K	\$365K	\$225K	\$428K
Prior Year	\$260K	\$301K	\$340K	\$289K	\$230K	\$255K	\$130K	\$340K	\$523K	\$241K	\$238K	\$210K	\$221K
Percent Change from Prior Year	-15%	-19%	-28%	-32%	23%	2%	159%	-29%	-45%	23%	54%	7%	94%

## 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



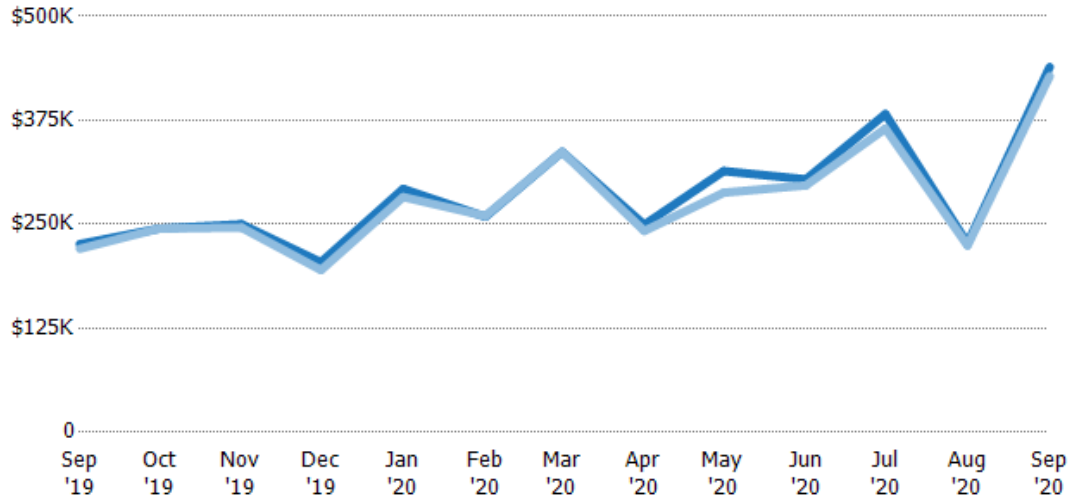
Avg List Price	\$248K	\$245K	\$330K	\$241K	\$273K	\$267K	\$337K	\$249K	\$314K	\$333K	\$549K	\$229K	\$432K
Avg Sales Price	\$247K	\$245K	\$313K	\$221K	\$260K	\$251K	\$337K	\$242K	\$288K	\$325K	\$526K	\$228K	\$422K
Avg Sales Price as a % of Avg List Price	99%	100%	95%	92%	95%	94%	100%	97%	92%	97%	96%	99%	98%

## 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



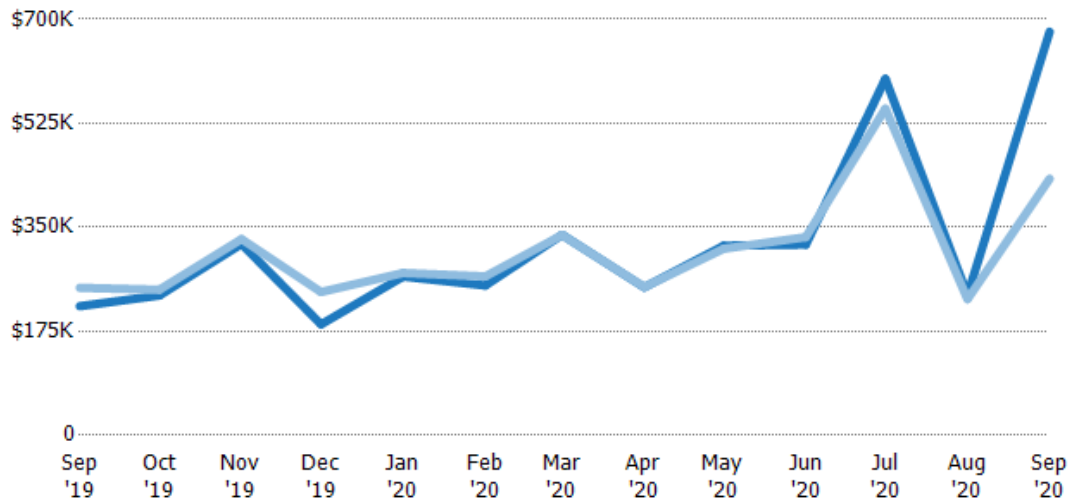
	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20
Median List Price	\$226K	\$245K	\$250K	\$204K	\$293K	\$259K	\$337K	\$249K	\$314K	\$304K	\$383K	\$227K	\$439K
Median Sales Price	\$221K	\$245K	\$246K	\$195K	\$283K	\$260K	\$337K	\$242K	\$288K	\$297K	\$365K	\$225K	\$428K
Med Sales Price as a % of Med List Price	98%	100%	98%	95%	97%	100%	100%	97%	92%	98%	95%	99%	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



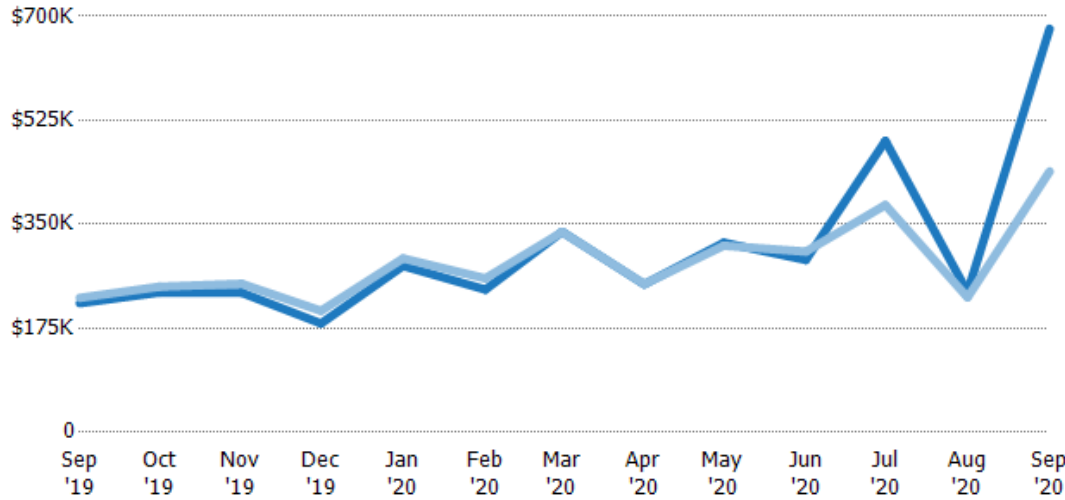
	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20
Avg Est Value	\$217K	\$235K	\$322K	\$187K	\$267K	\$252K	\$337K	\$249K	\$319K	\$321K	\$600K	\$236K	\$679K
Avg Sales Price	\$248K	\$245K	\$330K	\$241K	\$273K	\$267K	\$337K	\$249K	\$314K	\$333K	\$549K	\$229K	\$432K
Avg Sales Price as a % of Avg Est Value	114%	104%	103%	129%	102%	106%	100%	100%	98%	104%	92%	97%	64%

## 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



	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20
Median Est Value	\$217K	\$235K	\$235K	\$183K	\$280K	\$240K	\$337K	\$249K	\$319K	\$290K	\$490K	\$236K	\$679K
Median Sales Price	\$226K	\$245K	\$250K	\$204K	\$293K	\$259K	\$337K	\$249K	\$314K	\$304K	\$383K	\$227K	\$439K
Med Sales Price as a % of Med Est Value	104%	104%	106%	112%	104%	108%	100%	100%	98%	105%	78%	96%	65%