

Summary of Key Listing and Sales Metrics

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

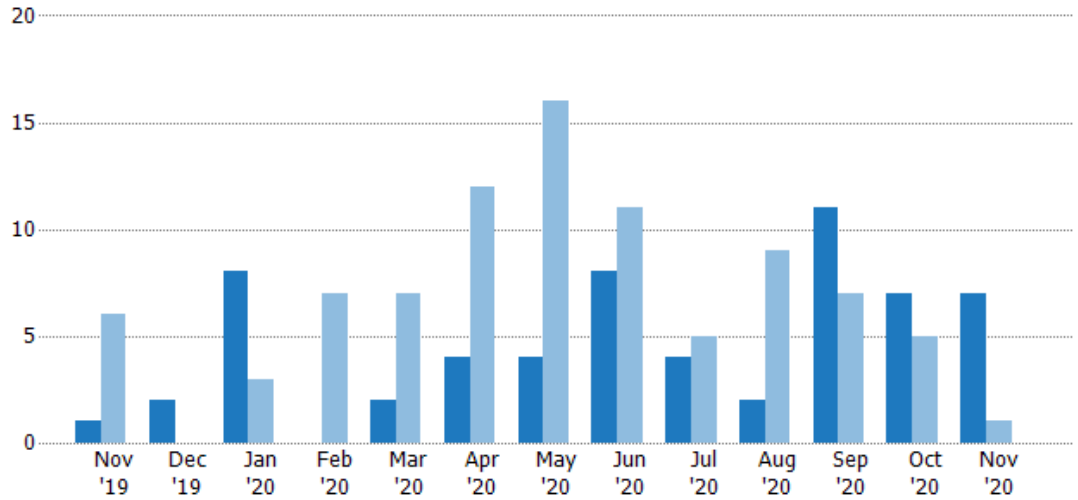
Key Metrics	Nov 2020	Nov 2019	+ / -	YTD 2020	YTD 2019	+ / -
Listing Activity Charts Metrics						
New Listing Count	7	1	+600%	57	83	-31.3%
New Listing Volume	\$2,613,900	\$949,000	+175.4%	\$26,116,434	\$29,971,600	-12.9%
Active Listing Count	18	33	-45.5%	N/A	N/A	
Active Listing Volume	\$10,703,272	\$14,147,300	-24.3%	N/A	N/A	
Average Listing Price	\$594,626	\$428,706	+38.7%	\$519,541	\$397,236	+30.8%
Median Listing Price	\$422,450	\$296,000	+42.7%	\$397,222	\$282,899	+40.4%
Median Days in RPR	69	179	-61.5%	154.56	131.6	+17.4%
Months of Inventory	2.6	16.5	-84.4%	3.8	10.8	-64.8%
Absorption Rate	38.89%	6.06%	+32.8%	26.42%	9.3%	+17.1%
Sales Activity Charts Metrics						
New Pending Sales Count	5	6	-16.7%	64	79	-19%
New Pending Sales Volume	\$1,739,000	\$1,586,100	+9.6%	\$24,095,062	\$25,928,400	-7.1%
Pending Sales Count	9	9	+/-	N/A	N/A	
Pending Sales Volume	\$3,893,000	\$2,419,100	+60.9%	N/A	N/A	
Closed Sales Count	5	8	-37.5%	51	56	-8.9%
Closed Sales Volume	\$1,755,000	\$2,503,505	-29.9%	\$16,685,257	\$16,537,006	+0.9%
Average Sales Price	\$351,000	\$312,938	+12.2%	\$327,162	\$295,304	+10.8%
Median Sales Price	\$335,000	\$246,000	+36.2%	\$304,690	\$254,964	+19.5%

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



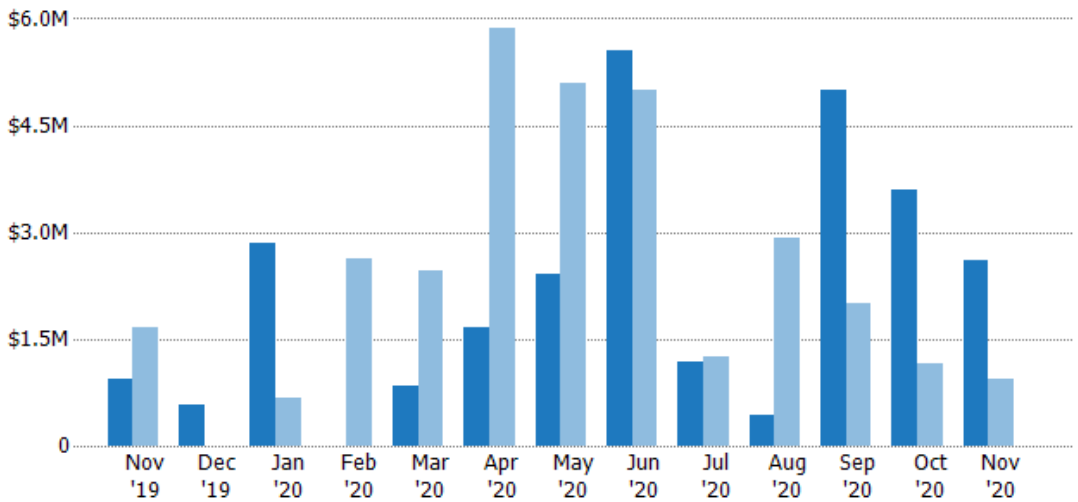
Current Year	1	2	8	-	2	4	4	8	4	2	11	7	7
Prior Year	6	-	3	7	7	12	16	11	5	9	7	5	1
Percent Change from Prior Year	-83%	100%	167%	-100%	-71%	-67%	-75%	-27%	-20%	-78%	57%	40%	600%

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	\$949K	\$567K	\$2.85M	-	\$830K	\$1.66M	\$2.42M	\$5.55M	\$1.19M	\$419K	\$5M	\$3.59M	\$2.61M
Prior Year	\$1.66M	-	\$675K	\$2.63M	\$2.47M	\$5.86M	\$5.08M	\$5M	\$1.26M	\$2.91M	\$1.99M	\$1.15M	\$949K
Percent Change from Prior Year	-43%	100%	323%	-100%	-66%	-72%	-52%	11%	-6%	-86%	150%	213%	175%

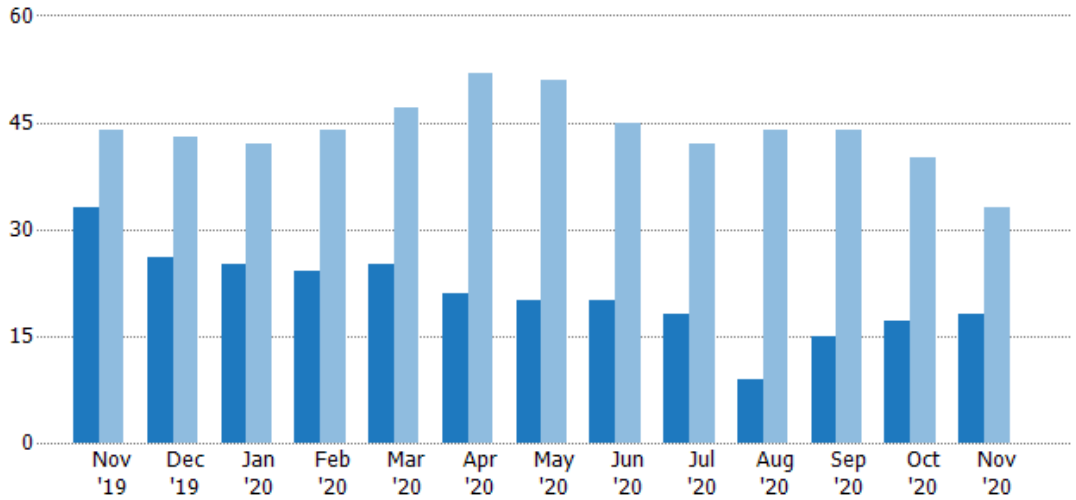
Active Listings

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.
Nov '20	18	-45.5%
Nov '19	33	-25%
Nov '18	44	-6.8%



	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20
Current Year	33	26	25	24	25	21	20	20	18	9	15	17	18
Prior Year	44	43	42	44	47	52	51	45	42	44	44	40	33
Percent Change from Prior Year	-25%	-40%	-40%	-45%	-47%	-60%	-61%	-56%	-57%	-80%	-66%	-58%	-45%

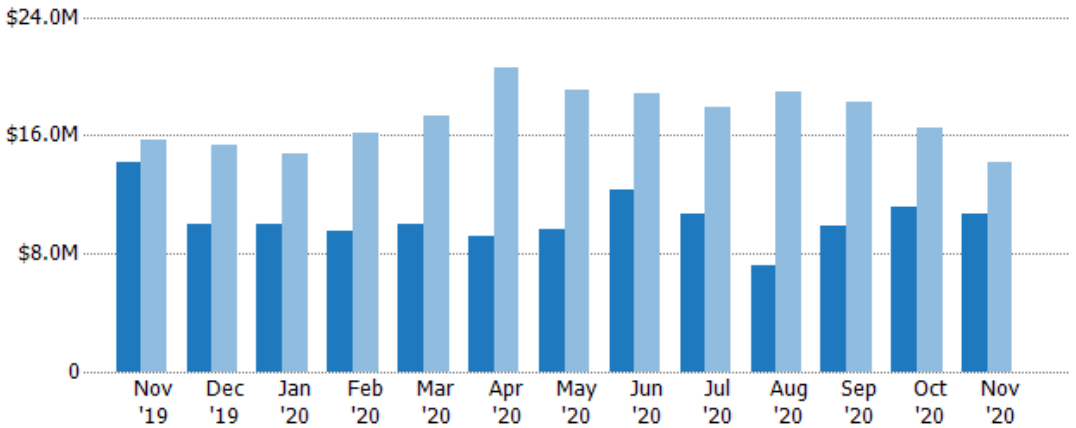
Active Listing Volume

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.
Nov '20	\$10.7M	-24.3%
Nov '19	\$14.1M	-9.7%
Nov '18	\$15.7M	24.8%



	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20
Current Year	\$14.1M	\$10M	\$9.93M	\$9.48M	\$9.98M	\$9.15M	\$9.62M	\$12.3M	\$10.6M	\$7.25M	\$9.89M	\$11.2M	\$10.7M
Prior Year	\$15.7M	\$15.4M	\$14.7M	\$16.1M	\$17.3M	\$20.6M	\$19M	\$18.8M	\$17.9M	\$18.9M	\$18.2M	\$16.5M	\$14.1M
Percent Change from Prior Year	-10%	-35%	-33%	-41%	-42%	-56%	-50%	-35%	-40%	-62%	-46%	-32%	-24%

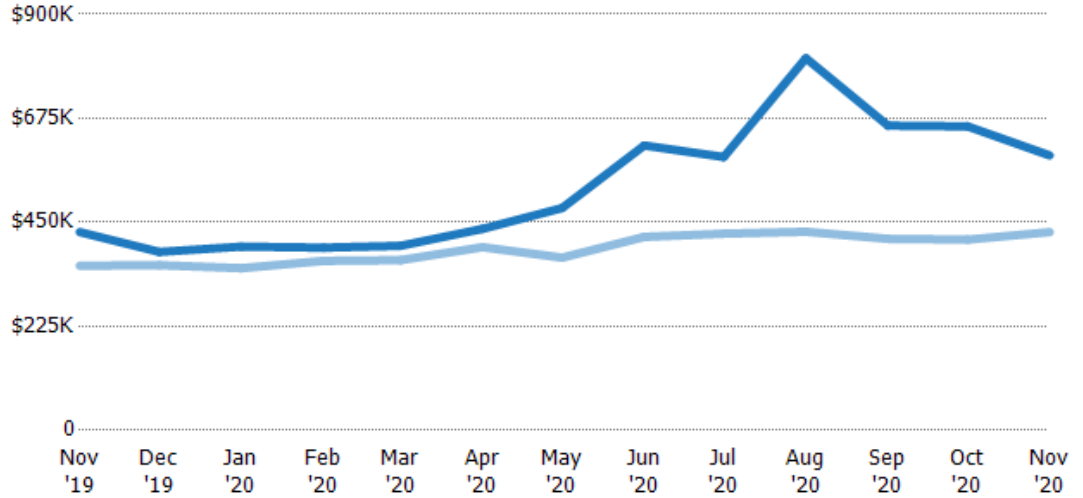
Average Listing Price

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.
Nov '20	\$595K	38.7%
Nov '19	\$429K	20.4%
Nov '18	\$356K	33.9%



Current Year	\$429K	\$386K	\$397K	\$395K	\$399K	\$436K	\$481K	\$616K	\$591K	\$805K	\$659K	\$658K	\$595K
Prior Year	\$356K	\$357K	\$351K	\$366K	\$368K	\$396K	\$373K	\$418K	\$425K	\$429K	\$414K	\$412K	\$429K
Percent Change from Prior Year	20%	8%	13%	8%	8%	10%	29%	47%	39%	87%	59%	59%	39%

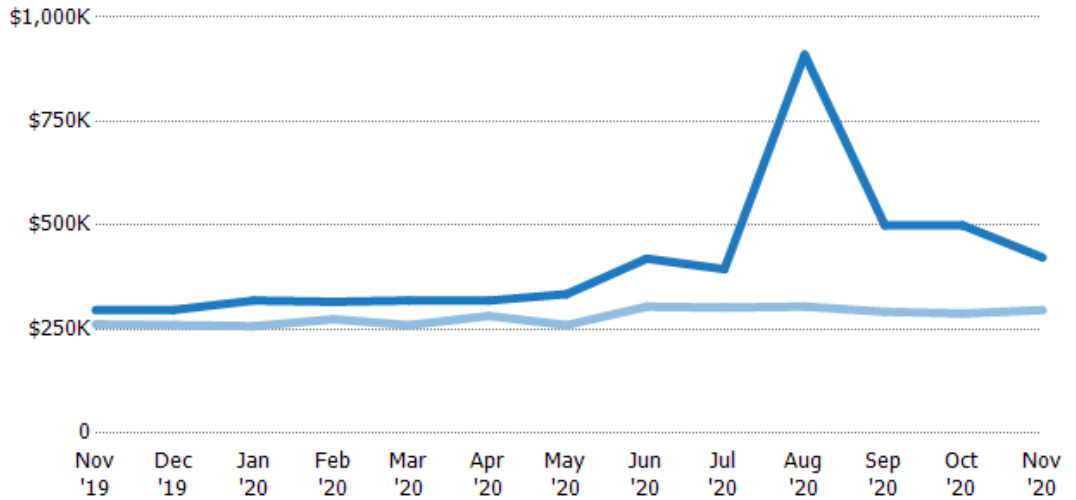
Median Listing Price

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.
Nov '20	\$422K	42.7%
Nov '19	\$296K	13%
Nov '18	\$262K	32.7%



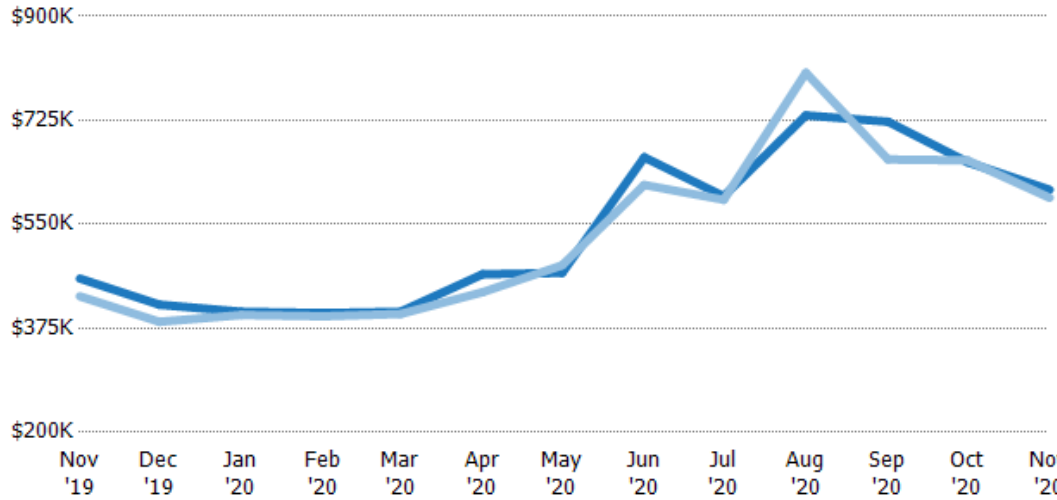
Current Year	\$296K	\$296K	\$319K	\$316K	\$319K	\$319K	\$334K	\$420K	\$394K	\$910K	\$500K	\$500K	\$422K
Prior Year	\$262K	\$260K	\$257K	\$274K	\$260K	\$282K	\$260K	\$304K	\$302K	\$305K	\$292K	\$288K	\$296K
Percent Change from Prior Year	13%	14%	24%	15%	23%	13%	29%	38%	31%	199%	71%	74%	43%

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



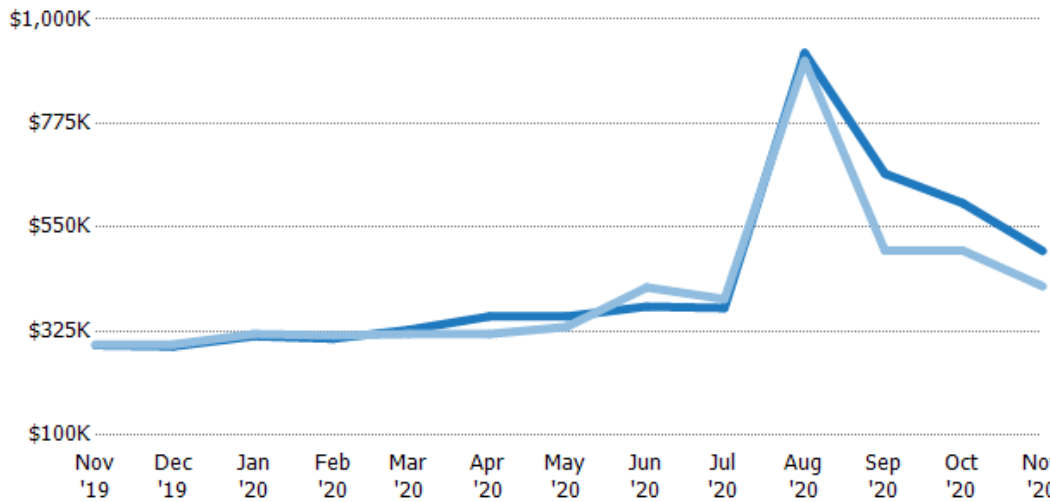
	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20
Avg Est Value	\$459K	\$415K	\$403K	\$401K	\$403K	\$466K	\$468K	\$663K	\$597K	\$733K	\$723K	\$655K	\$608K
Avg Listing Price	\$429K	\$386K	\$397K	\$395K	\$399K	\$436K	\$481K	\$616K	\$591K	\$805K	\$659K	\$658K	\$595K
Avg Listing Price as a % of Avg Est Value	93%	93%	99%	99%	99%	94%	103%	93%	99%	110%	91%	100%	98%

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



	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20
Median Est Value	\$295K	\$292K	\$314K	\$309K	\$328K	\$357K	\$357K	\$378K	\$375K	\$927K	\$666K	\$602K	\$499K
Median Listing Price	\$296K	\$296K	\$319K	\$316K	\$319K	\$319K	\$334K	\$420K	\$394K	\$910K	\$500K	\$500K	\$422K
Med Listing Price as a % of Med Est Value	100%	101%	101%	102%	97%	89%	94%	111%	105%	98%	75%	83%	85%

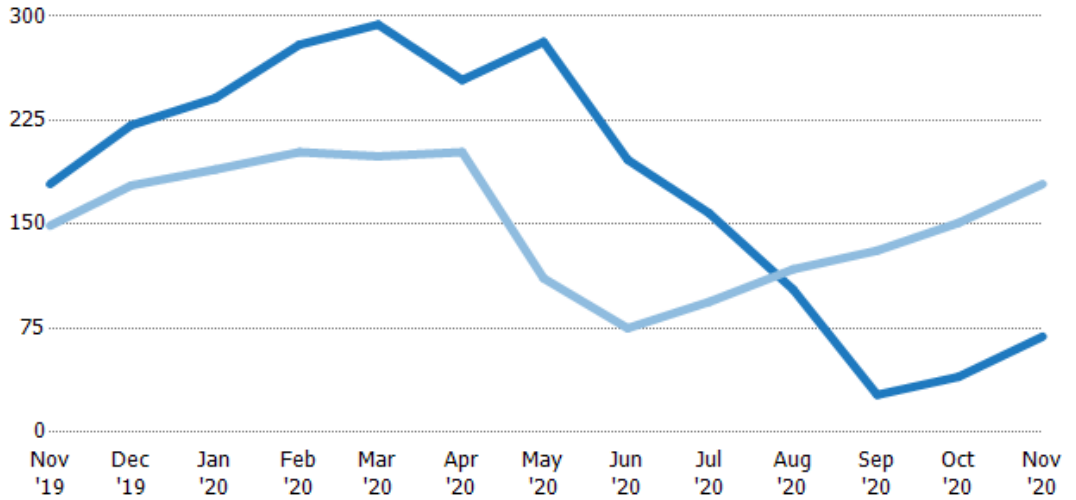
Median Days in RPR

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.
Nov '20	69	-61.5%
Nov '19	179	20.1%
Nov '18	149	7.4%



	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20
Current Year	179	222	241	280	294	254	282	197	158	103	27	40	69
Prior Year	149	178	190	202	199	202	111	75	94	118	131	151	179
Percent Change from Prior Year	20%	24%	27%	38%	48%	26%	154%	162%	68%	-12%	-79%	-74%	-61%

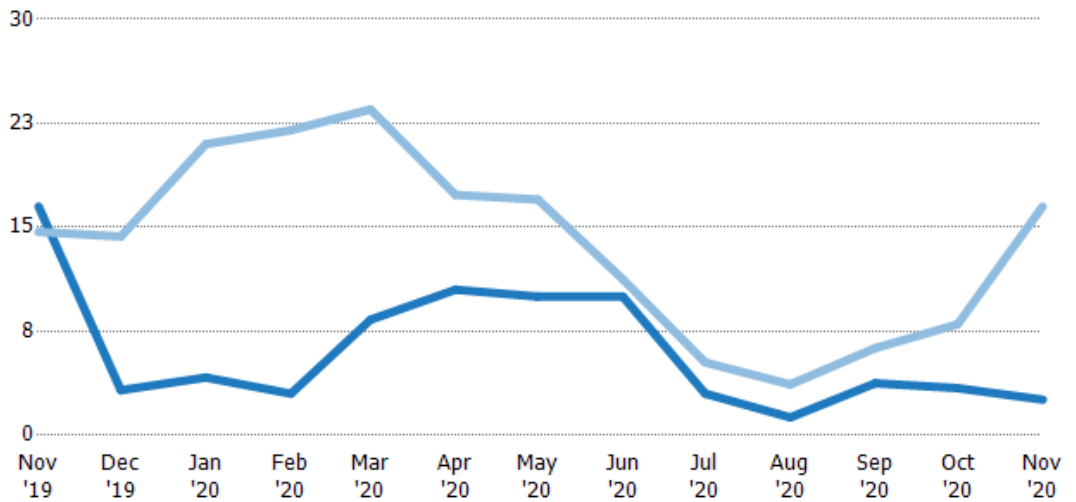
Months of Inventory

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.
Nov '20	2.57	-84.4%
Nov '19	16.5	12.5%
Nov '18	14.7	-60.1%



	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20
Current Year	16.5	3.25	4.17	3	8.33	10.5	10	10	3	1.29	3.75	3.4	2.57
Prior Year	14.7	14.3	21	22	23.5	17.3	17	11.3	5.25	3.67	6.29	8	16.5
Percent Change from Prior Year	13%	-77%	-80%	-86%	-65%	-39%	-41%	-11%	-43%	-65%	-40%	-58%	-84%

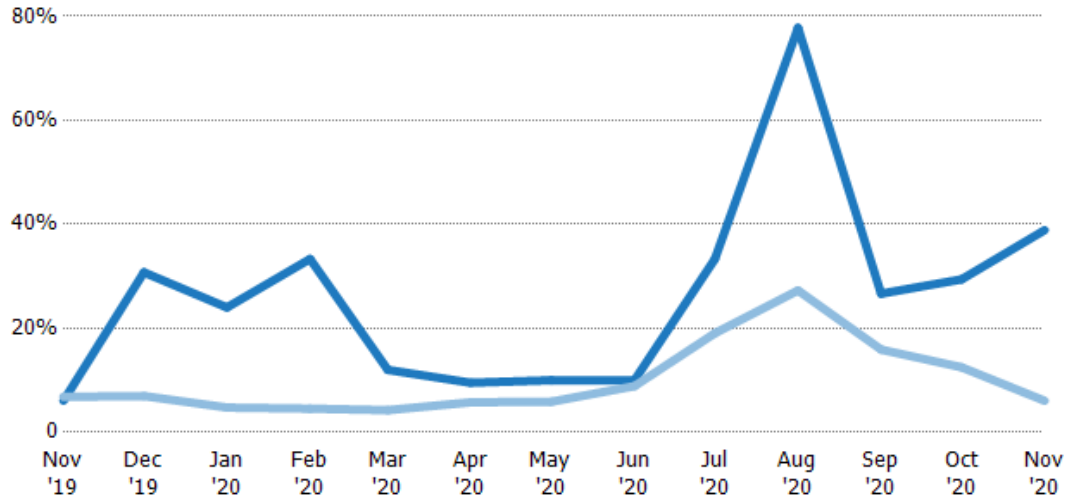
Absorption Rate

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.
Nov '20	39%	-32.8%
Nov '19	6%	0.7%
Nov '18	7%	150.7%



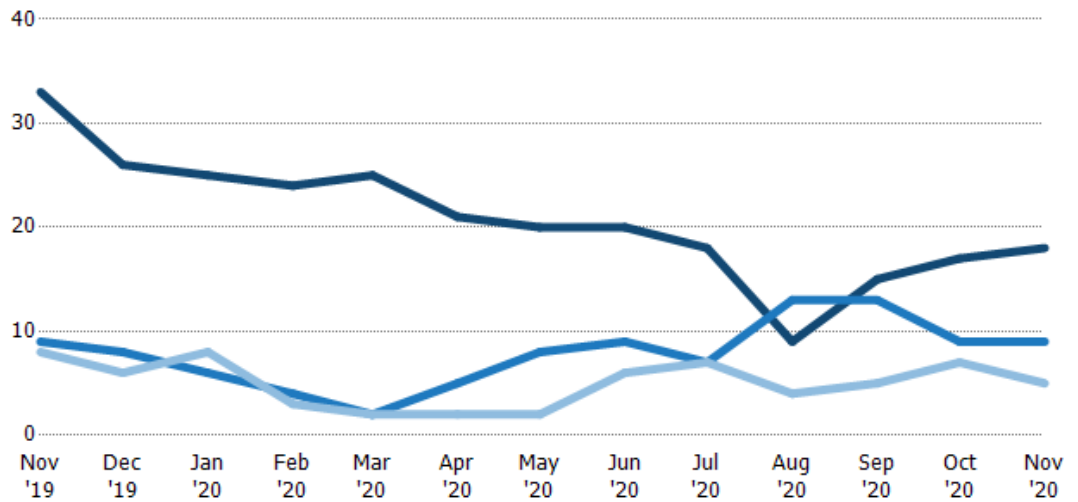
Current Year	6%	31%	24%	33%	12%	10%	10%	10%	33%	78%	27%	29%	39%
Prior Year	7%	7%	5%	5%	4%	6%	6%	9%	19%	27%	16%	13%	6%
Change from Prior Year	1%	-24%	-19%	-29%	-8%	-4%	-4%	-1%	-14%	-51%	-11%	-17%	-33%

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



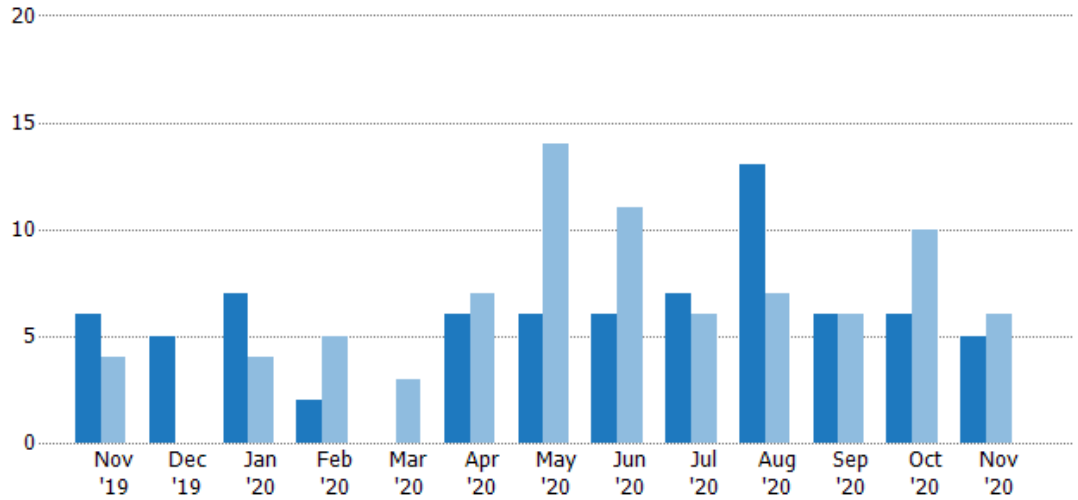
Active	33	26	25	24	25	21	20	20	18	9	15	17	18
Pending	9	8	6	4	2	5	8	9	7	13	13	9	9
Sold	8	6	8	3	2	2	2	6	7	4	5	7	5

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



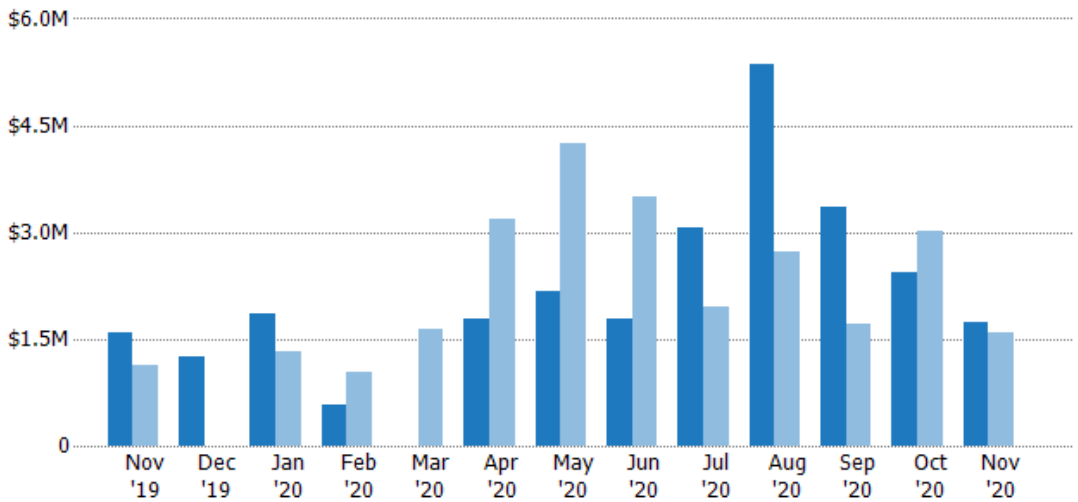
Current Year	6	5	7	2	-	6	6	6	7	13	6	6	5
Prior Year	4	-	4	5	3	7	14	11	6	7	6	10	6
Percent Change from Prior Year	50%	100%	75%	-60%	-100%	-14%	-57%	-45%	17%	86%	0%	-40%	-17%

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	\$1.59M	\$1.24M	\$1.85M	\$579K	-	\$1.77M	\$2.17M	\$1.78M	\$3.07M	\$5.35M	\$3.35M	\$2.44M	\$1.74M
Prior Year	\$1.13M	-	\$1.32M	\$1.04M	\$1.65M	\$3.18M	\$4.26M	\$3.5M	\$1.95M	\$2.72M	\$1.71M	\$3.02M	\$1.59M
Percent Change from Prior Year	41%	100%	40%	-44%	-100%	-44%	-49%	-49%	57%	97%	95%	-19%	10%

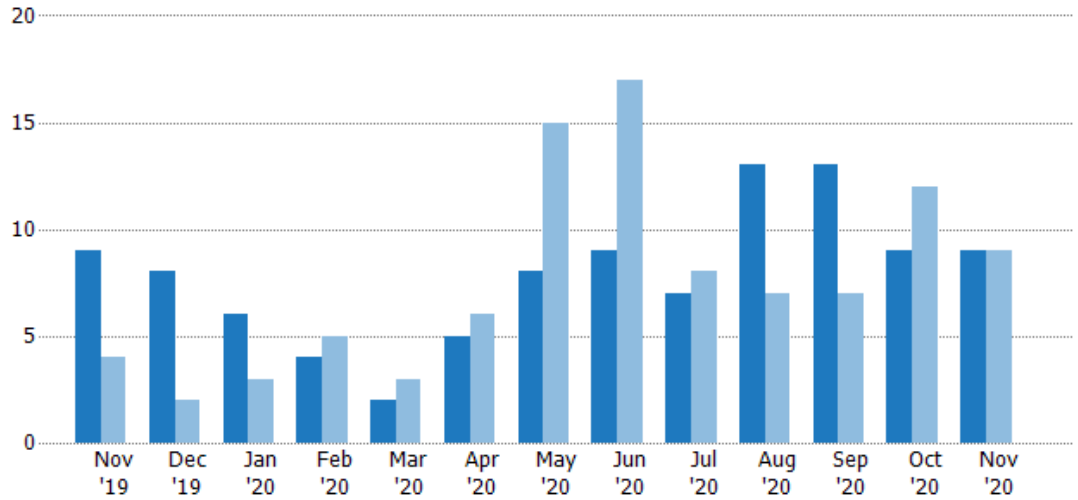
Pending Sales

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.
Nov '20	9	0%
Nov '19	9	125%
Nov '18	4	50%



	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20
Current Year	9	8	6	4	2	5	8	9	7	13	13	9	9
Prior Year	4	2	3	5	3	6	15	17	8	7	7	12	9
Percent Change from Prior Year	125%	300%	100%	-20%	-33%	-17%	-47%	-47%	-13%	86%	86%	-25%	0%

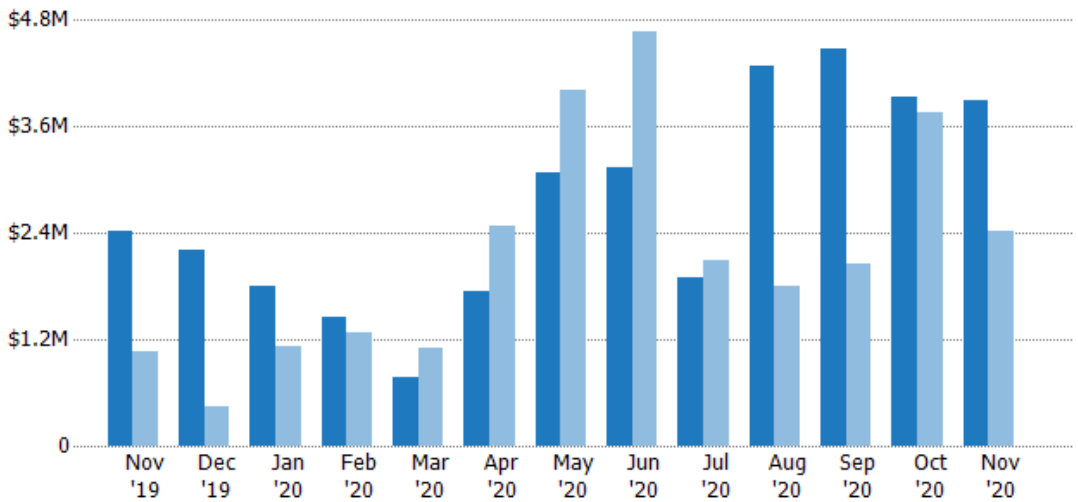
Pending Sales Volume

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.
Nov '20	\$3.89M	60.9%
Nov '19	\$2.42M	126.8%
Nov '18	\$1.07M	67.2%



	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20
Current Year	\$2.42M	\$2.21M	\$1.8M	\$1.45M	\$778K	\$1.75M	\$3.07M	\$3.14M	\$1.89M	\$4.28M	\$4.48M	\$3.93M	\$3.89M
Prior Year	\$1.07M	\$442K	\$1.12M	\$1.28M	\$1.1M	\$2.48M	\$4.01M	\$4.67M	\$2.09M	\$1.8M	\$2.05M	\$3.75M	\$2.42M
Percent Change from Prior Year	127%	401%	61%	13%	-29%	-29%	-23%	-33%	-10%	139%	118%	5%	61%

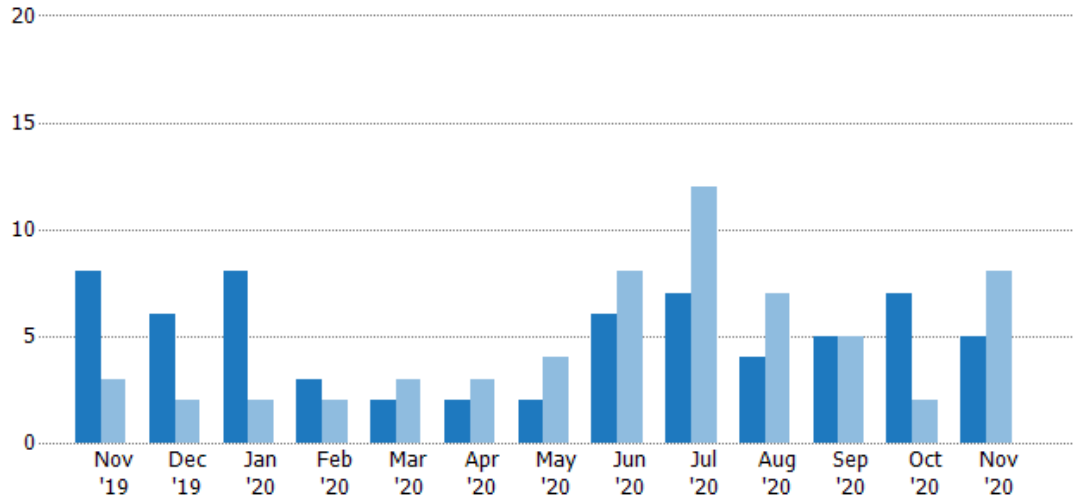
Closed Sales

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.
Nov '20	5	-37.5%
Nov '19	8	166.7%
Nov '18	3	33.3%



Current Year	8	6	8	3	2	2	2	6	7	4	5	7	5
Prior Year	3	2	2	2	3	3	4	8	12	7	5	2	8
Percent Change from Prior Year	167%	200%	300%	50%	-33%	-33%	-50%	-25%	-42%	-43%	0%	250%	-38%

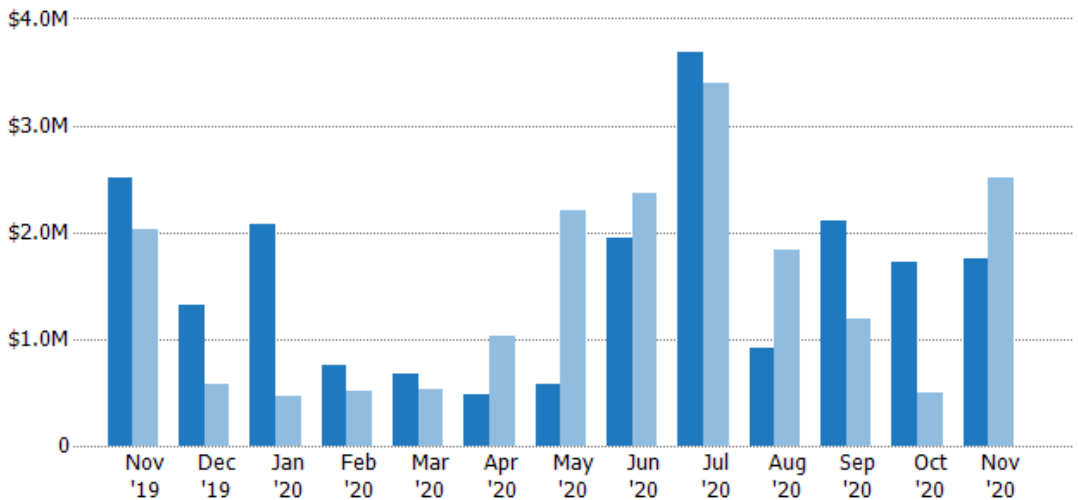
Closed Sales Volume

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.
Nov '20	\$1.76M	-29.9%
Nov '19	\$2.5M	23.4%
Nov '18	\$2.03M	9.4%



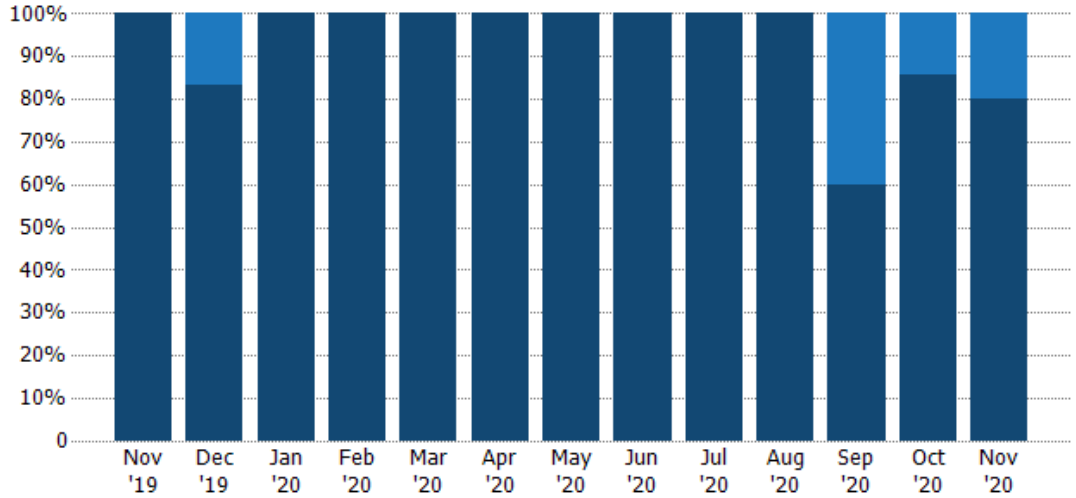
Current Year	\$2.5M	\$1.32M	\$2.08M	\$754K	\$674K	\$484K	\$576K	\$1.95M	\$3.68M	\$911K	\$2.11M	\$1.71M	\$1.76M
Prior Year	\$2.03M	\$577K	\$460K	\$509K	\$536K	\$1.03M	\$2.21M	\$2.37M	\$3.39M	\$1.84M	\$1.2M	\$490K	\$2.5M
Percent Change from Prior Year	23%	129%	351%	48%	26%	-53%	-74%	-18%	9%	-51%	76%	250%	-30%

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



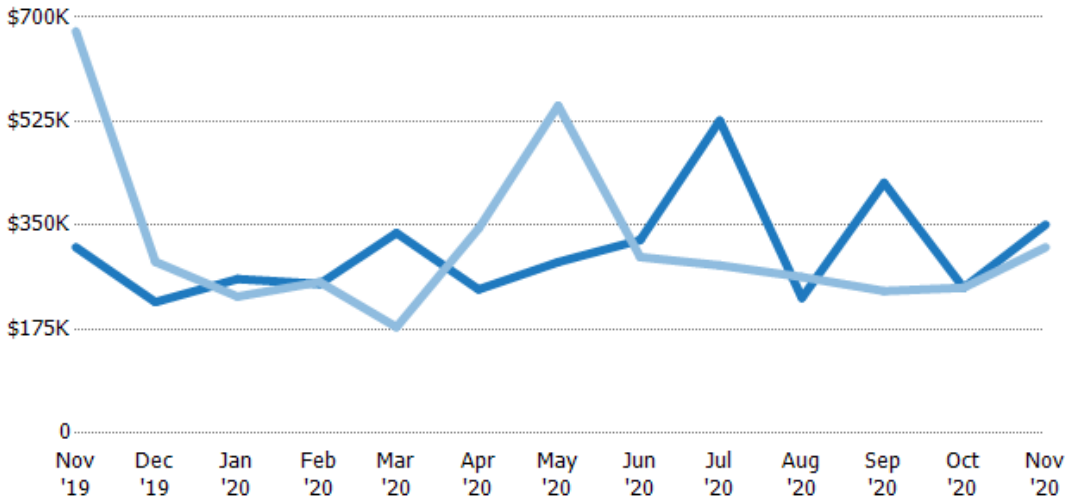
Property Type	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20
Condo/Townhouse	-	17%	-	-	-	-	-	-	-	-	40%	14%	20%
Single Family Residence	100%	83%	100%	100%	100%	100%	100%	100%	100%	100%	60%	86%	80%

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.
Nov '20	\$351K	12.2%
Nov '19	\$313K	-53.7%
Nov '18	\$676K	-18%

Property Type	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20
Current Year	\$313K	\$221K	\$260K	\$251K	\$337K	\$242K	\$288K	\$325K	\$526K	\$228K	\$422K	\$245K	\$351K
Prior Year	\$676K	\$289K	\$230K	\$255K	\$179K	\$345K	\$551K	\$296K	\$283K	\$263K	\$239K	\$245K	\$313K
Percent Change from Prior Year	-54%	-24%	13%	-1%	89%	-30%	-48%	10%	86%	-13%	76%	0%	12%

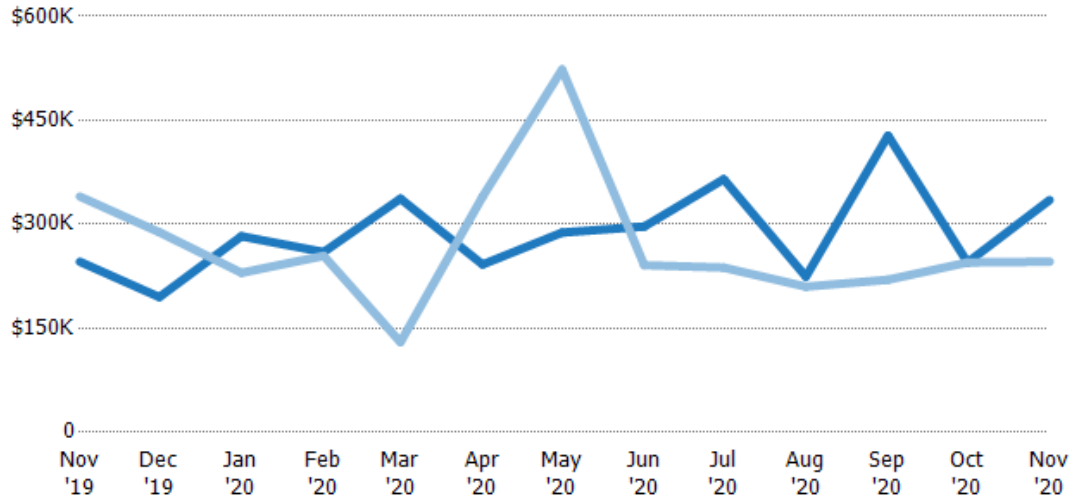
Median Sales Price

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.
Nov '20	\$335K	36.2%
Nov '19	\$246K	-27.6%
Nov '18	\$340K	-17.1%



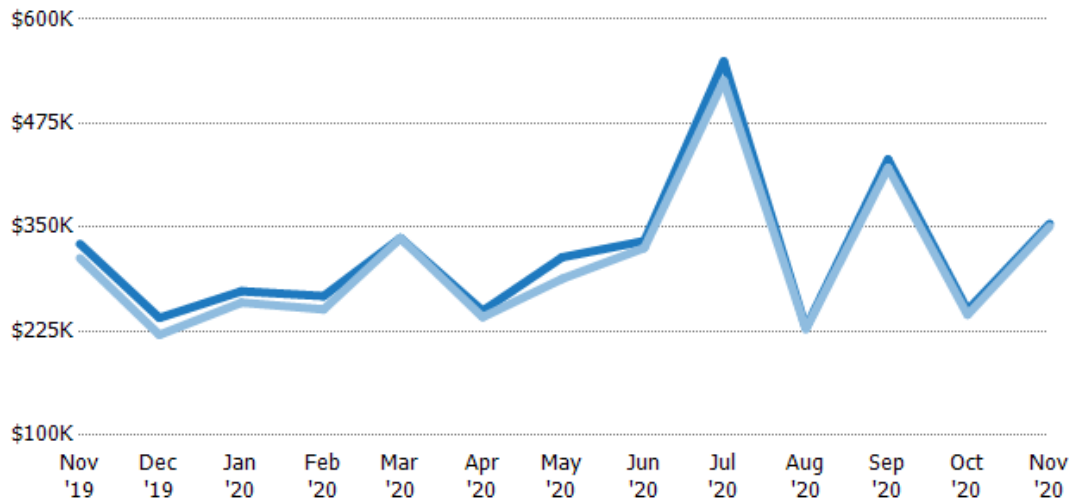
Current Year	\$246K	\$195K	\$283K	\$260K	\$337K	\$242K	\$288K	\$297K	\$365K	\$225K	\$428K	\$245K	\$335K
Prior Year	\$340K	\$289K	\$230K	\$255K	\$130K	\$340K	\$523K	\$241K	\$238K	\$210K	\$220K	\$245K	\$246K
Percent Change from Prior Year	-28%	-32%	23%	2%	159%	-29%	-45%	23%	54%	7%	95%	0%	36%

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



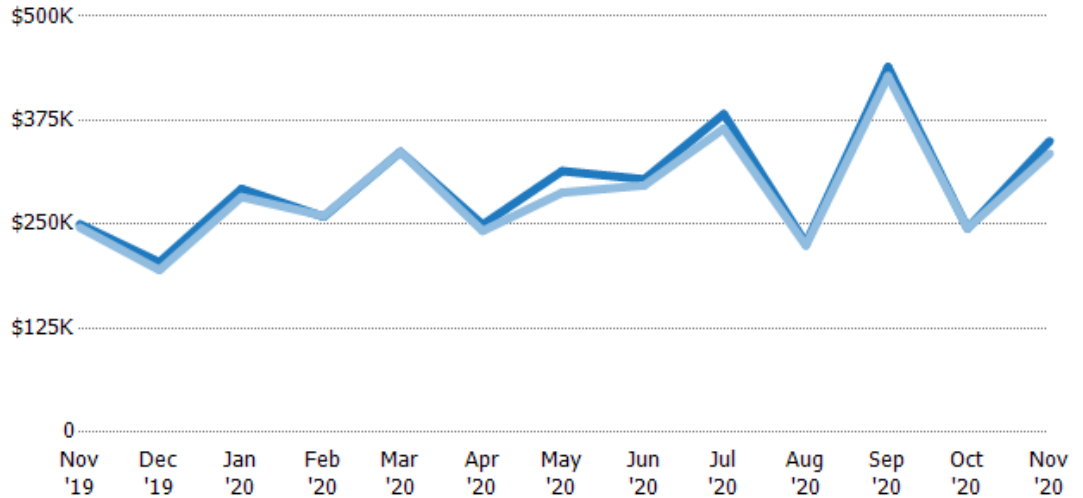
Avg List Price	\$330K	\$241K	\$273K	\$267K	\$337K	\$249K	\$314K	\$333K	\$549K	\$229K	\$432K	\$250K	\$354K
Avg Sales Price	\$313K	\$221K	\$260K	\$251K	\$337K	\$242K	\$288K	\$325K	\$526K	\$228K	\$422K	\$245K	\$351K
Avg Sales Price as a % of Avg List Price	95%	92%	95%	94%	100%	97%	92%	97%	96%	99%	98%	98%	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



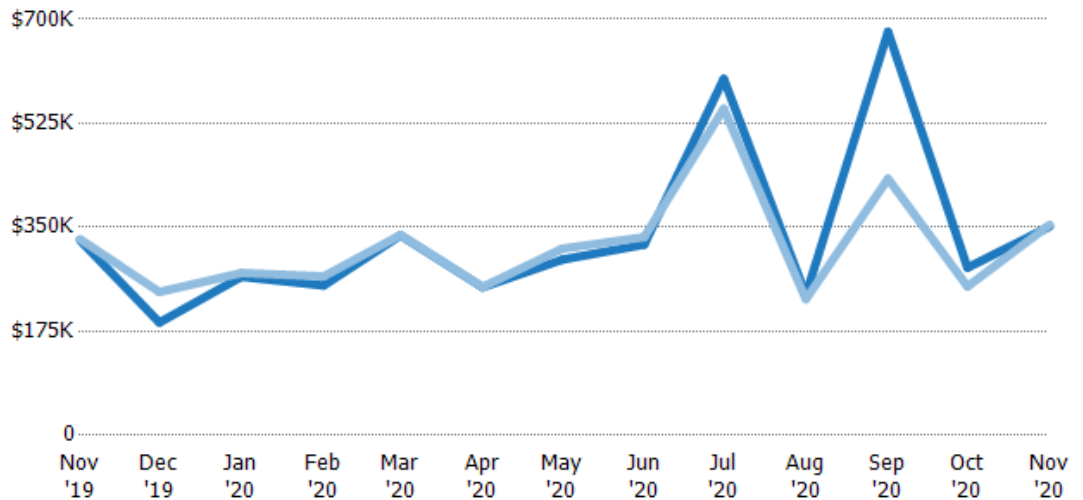
	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20
Median List Price	\$250K	\$204K	\$293K	\$259K	\$337K	\$249K	\$314K	\$304K	\$383K	\$227K	\$439K	\$245K	\$350K
Median Sales Price	\$246K	\$195K	\$283K	\$260K	\$337K	\$242K	\$288K	\$297K	\$365K	\$225K	\$428K	\$245K	\$335K
Med Sales Price as a % of Med List Price	98%	95%	97%	100%	100%	97%	92%	98%	95%	99%	97%	100%	96%

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



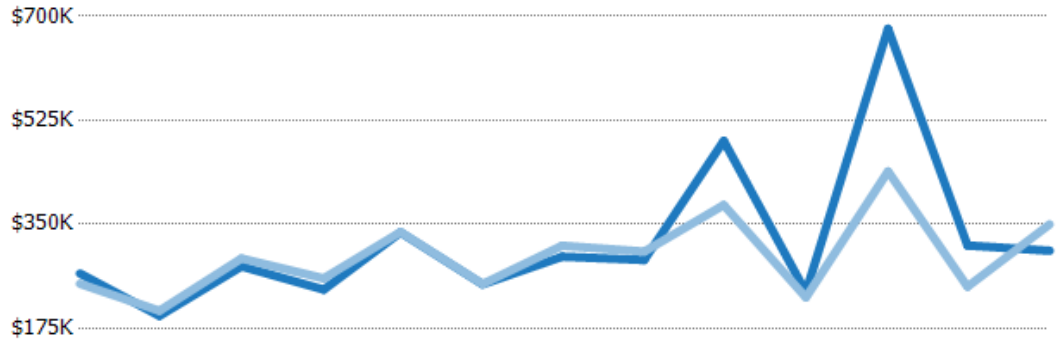
	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20
Avg Est Value	\$329K	\$190K	\$267K	\$252K	\$336K	\$249K	\$295K	\$321K	\$600K	\$236K	\$679K	\$282K	\$351K
Avg Sales Price	\$330K	\$241K	\$273K	\$267K	\$337K	\$249K	\$314K	\$333K	\$549K	\$229K	\$432K	\$250K	\$354K
Avg Sales Price as a % of Avg Est Value	100%	127%	102%	106%	100%	100%	106%	104%	92%	97%	64%	89%	101%

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



	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20
Median Est Value	\$267K	\$196K	\$279K	\$240K	\$336K	\$249K	\$295K	\$290K	\$490K	\$236K	\$679K	\$314K	\$306K
Median Sales Price	\$250K	\$204K	\$293K	\$259K	\$337K	\$249K	\$314K	\$304K	\$383K	\$227K	\$439K	\$245K	\$350K
Med Sales Price as a % of Med Est Value	94%	104%	105%	108%	100%	100%	106%	105%	78%	96%	65%	78%	115%