

## Summary of Key Listing and Sales Metrics

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

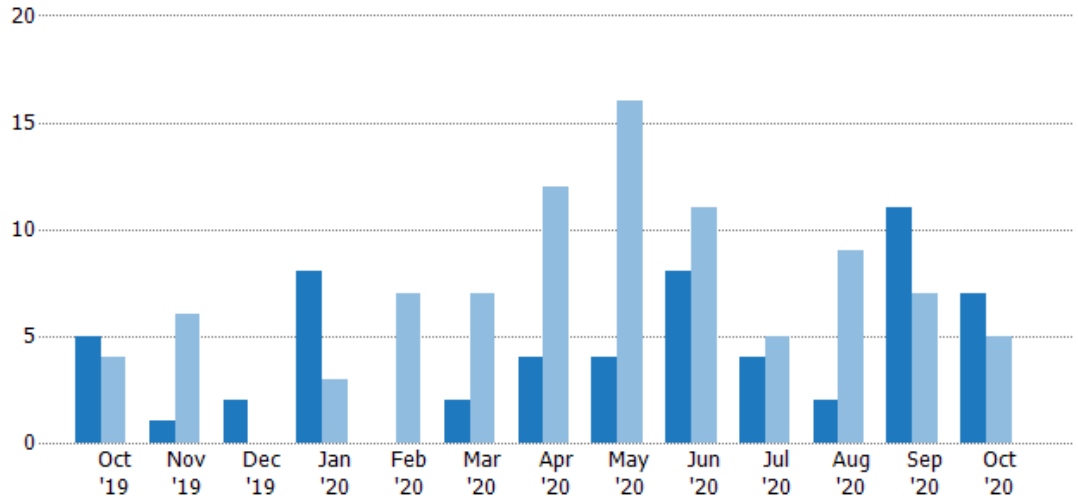
Key Metrics	Oct 2020	Oct 2019	+ / -	YTD 2020	YTD 2019	+ / -
<b>Listing Activity Charts Metrics</b>						
New Listing Count	7	5	+40%	50	82	-39%
New Listing Volume	\$3,585,000	\$1,145,900	+212.9%	\$23,502,534	\$29,022,600	-19%
Active Listing Count	17	40	-57.5%	N/A	N/A	
Active Listing Volume	\$11,178,372	\$16,498,500	-32.2%	N/A	N/A	
Average Listing Price	\$657,551	\$412,463	+59.4%	\$512,574	\$394,933	+29.8%
Median Listing Price	\$499,900	\$287,950	+73.6%	\$394,881	\$281,940	+40.1%
Median Days in RPR	40	151	-73.5%	163.86	123.7	+32.5%
Months of Inventory	3.4	8	-57.5%	4	10.7	-62.4%
Absorption Rate	29.41%	12.5%	+16.9%	24.74%	9.31%	+15.4%
<b>Sales Activity Charts Metrics</b>						
New Pending Sales Count	6	10	-40%	59	73	-19.2%
New Pending Sales Volume	\$2,438,900	\$3,020,100	-19.2%	\$22,356,062	\$24,342,300	-8.2%
Pending Sales Count	9	12	-25%	N/A	N/A	
Pending Sales Volume	\$3,925,900	\$3,753,700	+4.6%	N/A	N/A	
Closed Sales Count	7	2	+250%	46	48	-4.2%
Closed Sales Volume	\$1,714,000	\$489,800	+249.9%	\$14,930,257	\$14,033,501	+6.4%
Average Sales Price	\$244,857	\$244,900	0%	\$324,571	\$292,365	+11%
Median Sales Price	\$245,000	\$244,900	+0%	\$301,396	\$256,458	+17.5%

## 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



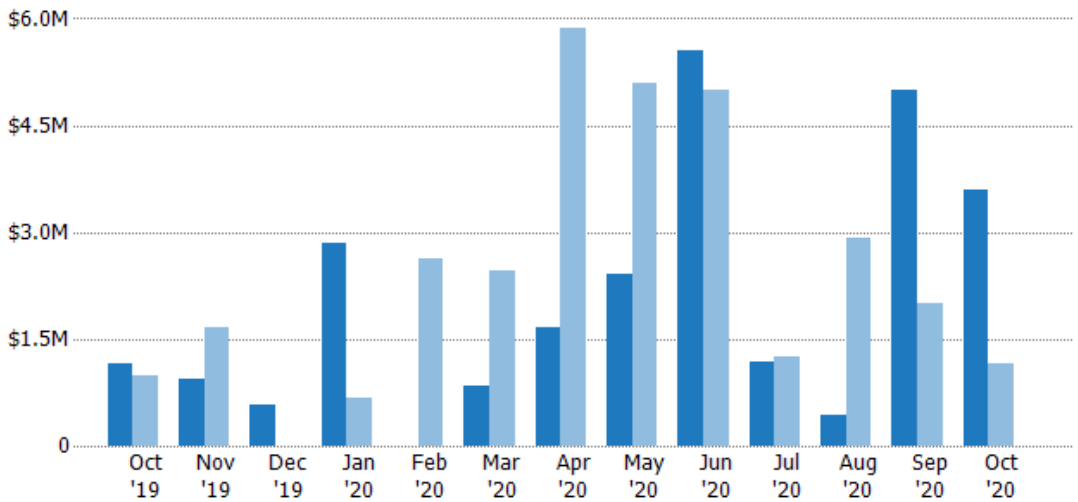
Current Year	5	1	2	8	-	2	4	4	8	4	2	11	7
Prior Year	4	6	-	3	7	7	12	16	11	5	9	7	5
Percent Change from Prior Year	25%	-83%	100%	167%	-100%	-71%	-67%	-75%	-27%	-20%	-78%	57%	40%

## 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	\$1.15M	\$949K	\$567K	\$2.85M	-	\$830K	\$1.66M	\$2.42M	\$5.55M	\$1.19M	\$419K	\$5M	\$3.59M
Prior Year	\$986K	\$1.66M	-	\$675K	\$2.63M	\$2.47M	\$5.86M	\$5.08M	\$5M	\$1.26M	\$2.91M	\$1.99M	\$1.15M
Percent Change from Prior Year	16%	-43%	100%	323%	-100%	-66%	-72%	-52%	11%	-6%	-86%	150%	213%

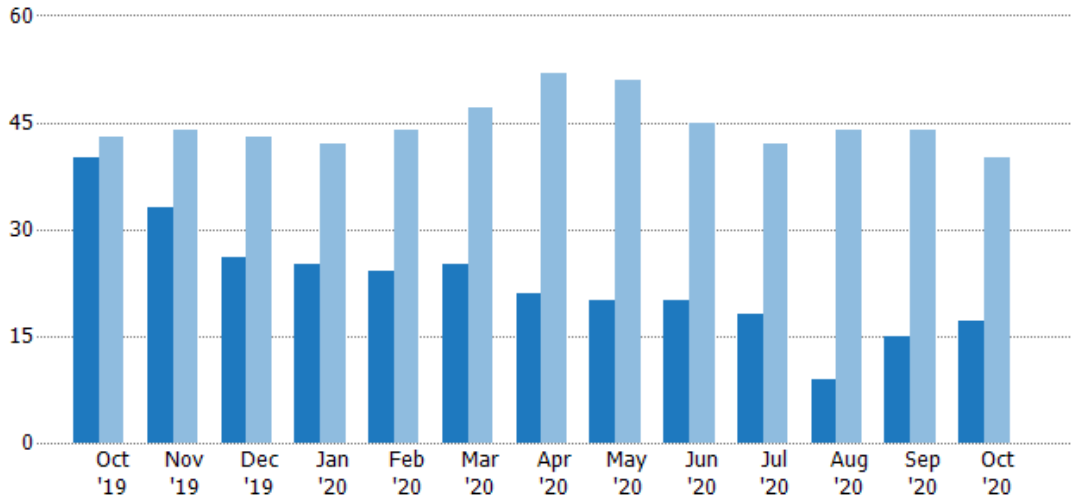
## Active Listings

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.
Oct '20	17	-57.5%
Oct '19	40	-7%
Oct '18	43	9.3%



Current Year	40	33	26	25	24	25	21	20	20	18	9	15	17
Prior Year	43	44	43	42	44	47	52	51	45	42	44	44	40
Percent Change from Prior Year	-7%	-25%	-40%	-40%	-45%	-47%	-60%	-61%	-56%	-57%	-80%	-66%	-58%

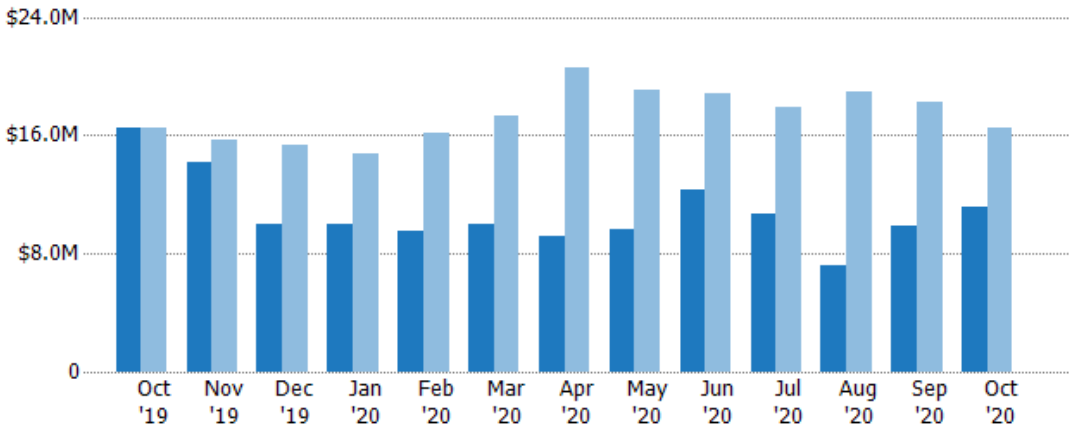
## Active Listing Volume

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.
Oct '20	\$11.2M	-32.2%
Oct '19	\$16.5M	-0.1%
Oct '18	\$16.5M	36.6%



Current Year	\$16.5M	\$14.1M	\$10M	\$9.93M	\$9.48M	\$9.98M	\$9.15M	\$9.62M	\$12.3M	\$10.6M	\$7.25M	\$9.89M	\$11.2M
Prior Year	\$16.5M	\$15.7M	\$15.4M	\$14.7M	\$16.1M	\$17.3M	\$20.6M	\$19M	\$18.8M	\$17.9M	\$18.9M	\$18.2M	\$16.5M
Percent Change from Prior Year	0%	-10%	-35%	-33%	-41%	-42%	-56%	-50%	-35%	-40%	-62%	-46%	-32%

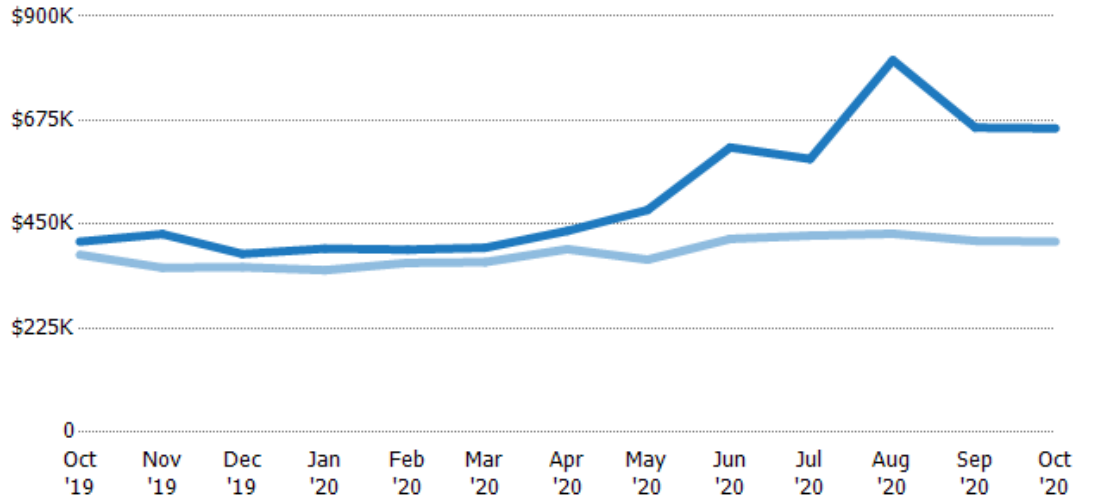
## Average Listing Price

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.
Oct '20	\$658K	59.4%
Oct '19	\$412K	7.4%
Oct '18	\$384K	25%



Current Year	\$412K	\$429K	\$386K	\$397K	\$395K	\$399K	\$436K	\$481K	\$616K	\$591K	\$805K	\$659K	\$658K
Prior Year	\$384K	\$356K	\$357K	\$351K	\$366K	\$368K	\$396K	\$373K	\$418K	\$425K	\$429K	\$414K	\$412K
Percent Change from Prior Year	7%	20%	8%	13%	8%	8%	10%	29%	47%	39%	87%	59%	59%

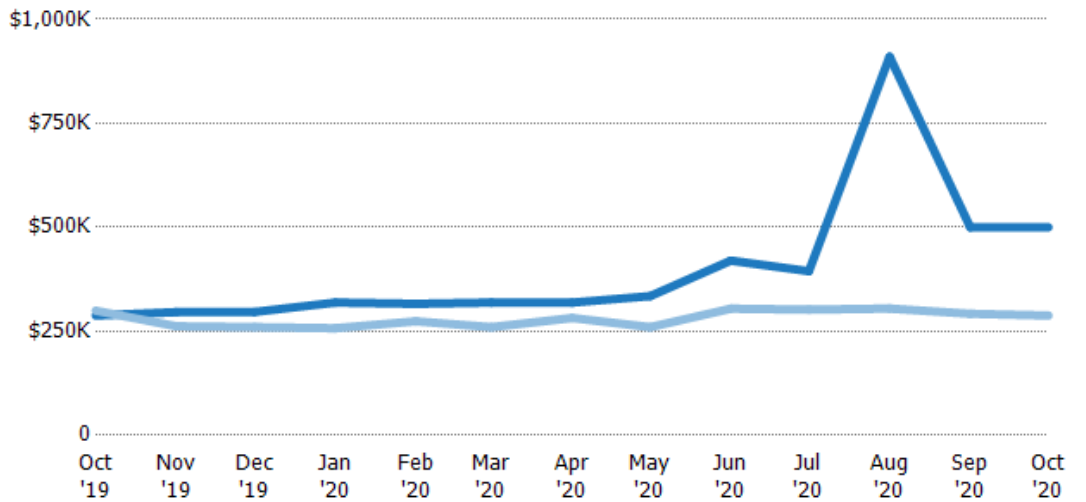
## Median Listing Price

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.
Oct '20	\$500K	73.6%
Oct '19	\$288K	-3.9%
Oct '18	\$300K	16%



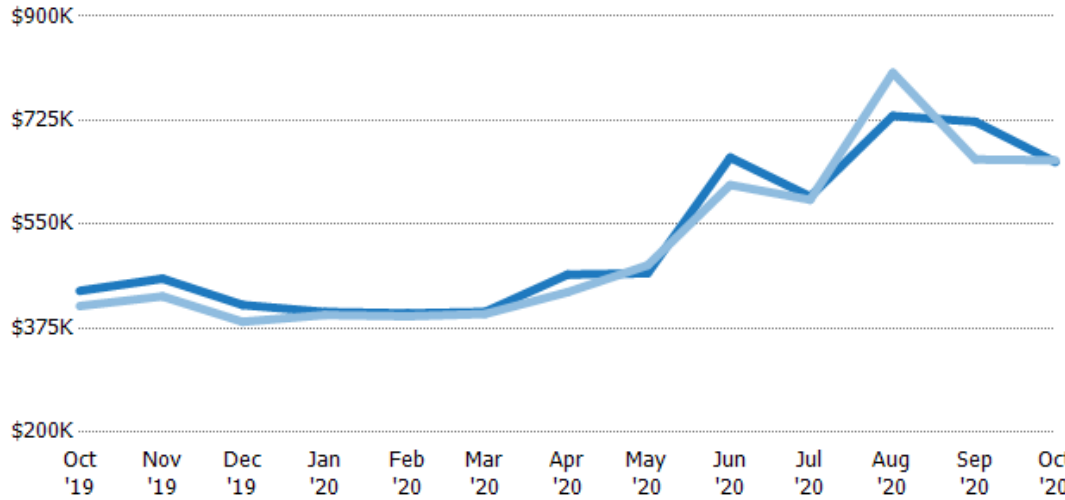
Current Year	\$288K	\$296K	\$296K	\$319K	\$316K	\$319K	\$319K	\$334K	\$420K	\$394K	\$910K	\$500K	\$500K
Prior Year	\$300K	\$262K	\$260K	\$257K	\$274K	\$260K	\$282K	\$260K	\$304K	\$302K	\$305K	\$292K	\$288K
Percent Change from Prior Year	-4%	13%	14%	24%	15%	23%	13%	29%	38%	31%	199%	71%	74%

## 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



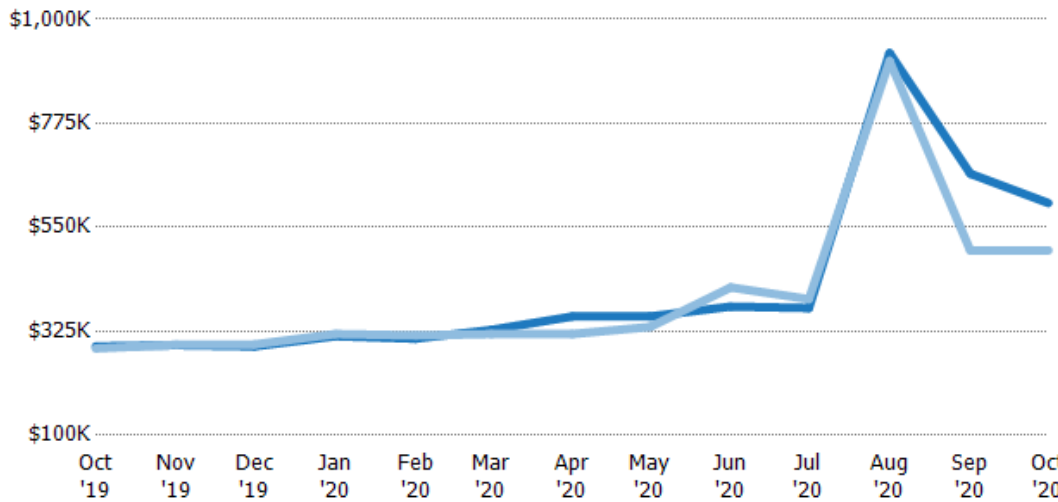
	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20
Avg Est Value	\$438K	\$458K	\$414K	\$402K	\$400K	\$402K	\$465K	\$468K	\$662K	\$597K	\$732K	\$723K	\$655K
Avg Listing Price	\$412K	\$429K	\$386K	\$397K	\$395K	\$399K	\$436K	\$481K	\$616K	\$591K	\$805K	\$659K	\$658K
Avg Listing Price as a % of Avg Est Value	94%	94%	93%	99%	99%	99%	94%	103%	93%	99%	110%	91%	100%

## 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



	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20
Median Est Value	\$292K	\$295K	\$292K	\$314K	\$309K	\$328K	\$357K	\$357K	\$378K	\$375K	\$927K	\$666K	\$602K
Median Listing Price	\$288K	\$296K	\$296K	\$319K	\$316K	\$319K	\$319K	\$334K	\$420K	\$394K	\$910K	\$500K	\$500K
Med Listing Price as a % of Med Est Value	98%	100%	101%	101%	102%	97%	89%	94%	111%	105%	98%	75%	83%

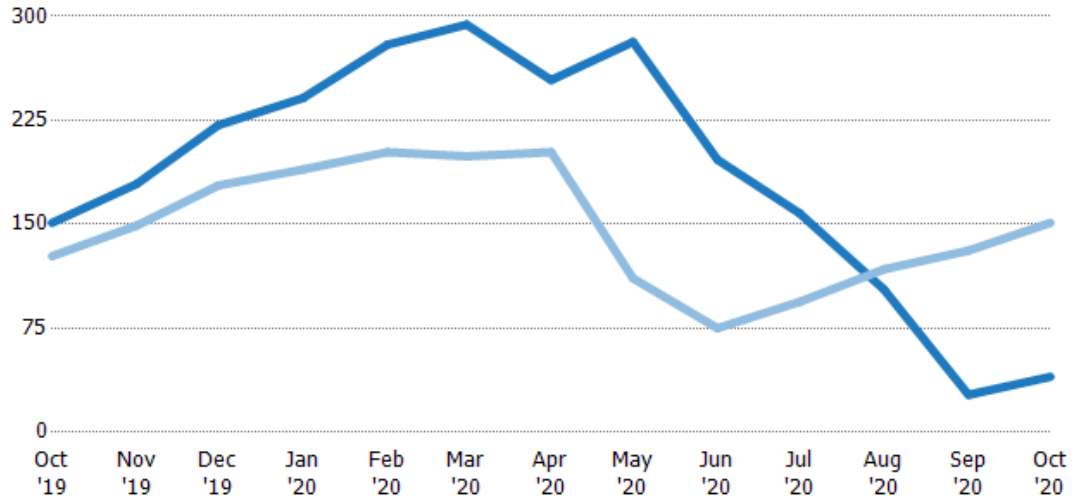
## Median Days in RPR

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.
Oct '20	40	-73.5%
Oct '19	151	18.9%
Oct '18	127	2.4%



Current Year	151	179	222	241	280	294	254	282	197	158	103	27	40
Prior Year	127	149	178	190	202	199	202	111	75	94	118	131	151
Percent Change from Prior Year	19%	20%	24%	27%	38%	48%	26%	154%	162%	68%	-12%	-79%	-74%

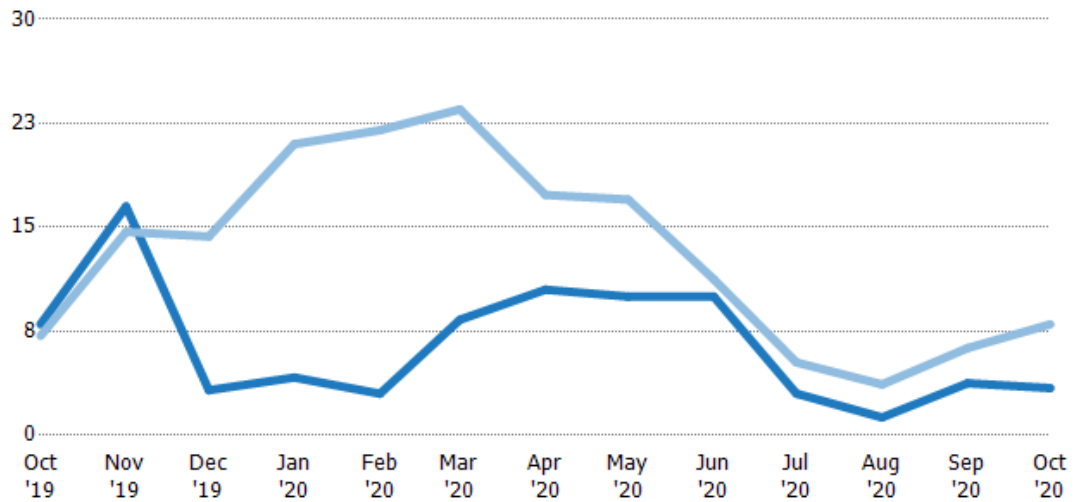
## Months of Inventory

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.
Oct '20	3.4	-57.5%
Oct '19	8	11.6%
Oct '18	7.17	64%



Current Year	8	16.5	3.25	4.17	3	8.33	10.5	10	10	3	1.29	3.75	3.4
Prior Year	7.17	14.7	14.3	21	22	23.5	17.3	17	11.3	5.25	3.67	6.29	8
Percent Change from Prior Year	12%	13%	-77%	-80%	-86%	-65%	-39%	-41%	-11%	-43%	-65%	-40%	-58%

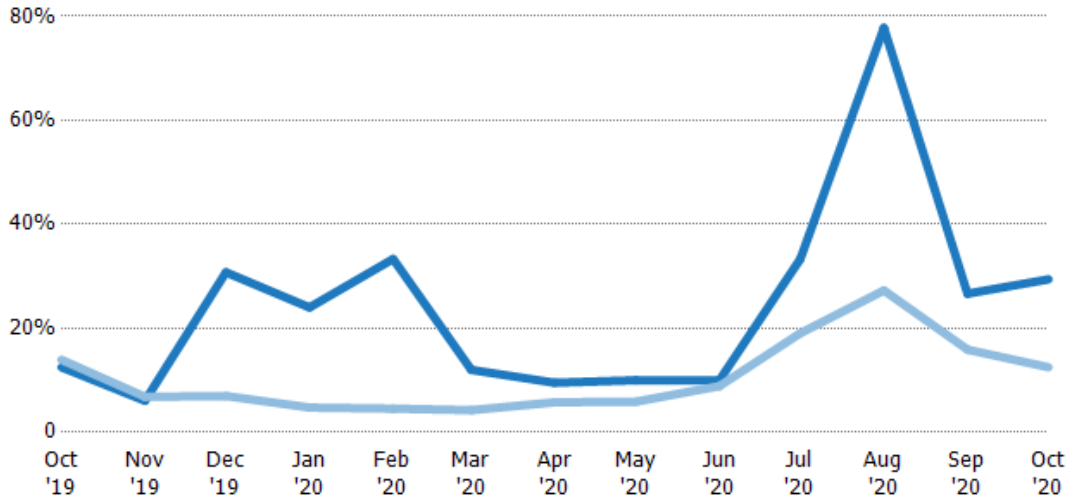
## Absorption Rate

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.
Oct '20	29%	-16.9%
Oct '19	13%	1.5%
Oct '18	14%	-39%



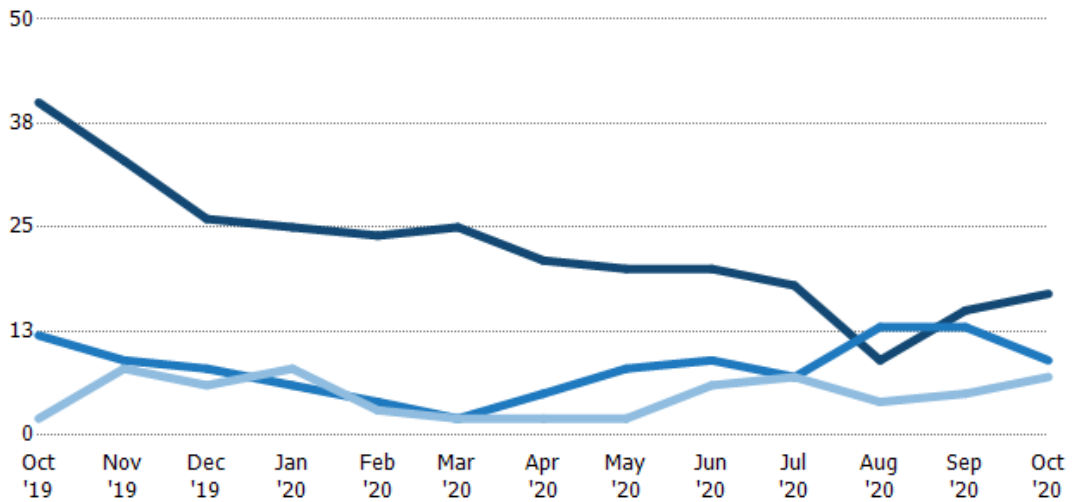
Current Year	13%	6%	31%	24%	33%	12%	10%	10%	10%	33%	78%	27%	29%
Prior Year	14%	7%	7%	5%	5%	4%	6%	6%	9%	19%	27%	16%	13%
Change from Prior Year	1%	1%	-24%	-19%	-29%	-8%	-4%	-4%	-1%	-14%	-51%	-11%	-17%

## 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



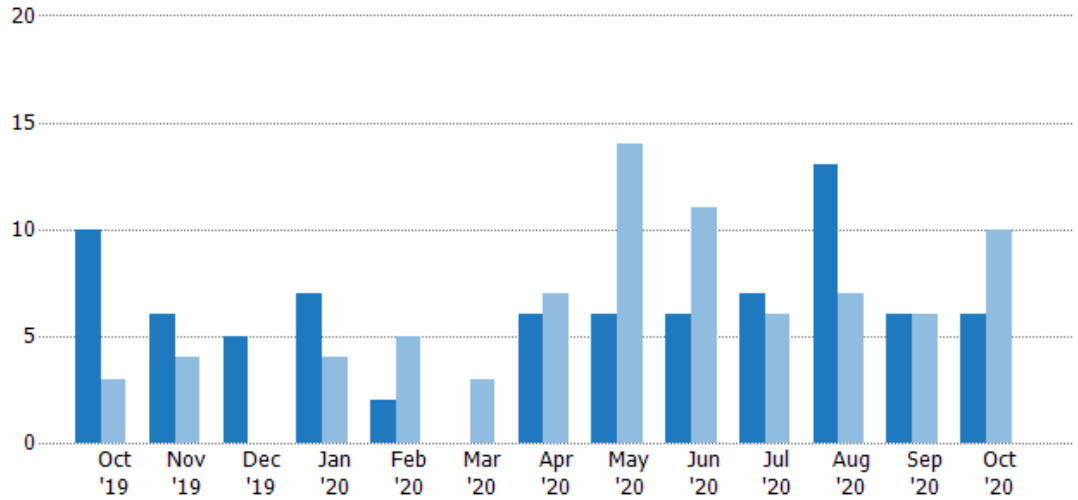
Active	40	33	26	25	24	25	21	20	20	18	9	15	17
Pending	12	9	8	6	4	2	5	8	9	7	13	13	9
Sold	2	8	6	8	3	2	2	2	6	7	4	5	7

## 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



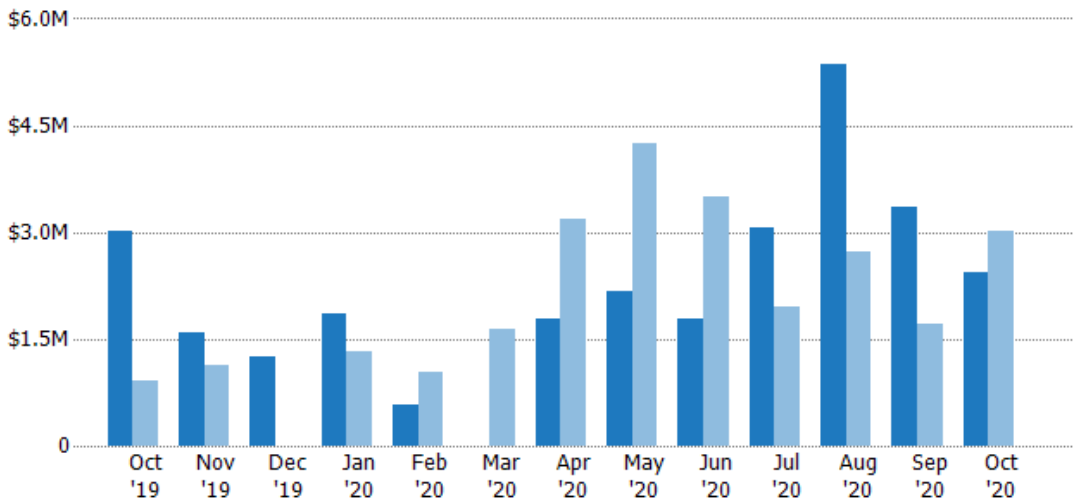
Current Year	10	6	5	7	2	-	6	6	6	7	13	6	6
Prior Year	3	4	-	4	5	3	7	14	11	6	7	6	10
Percent Change from Prior Year	233%	50%	100%	75%	-60%	-100%	-14%	-57%	-45%	17%	86%	0%	-40%

## 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	\$3.02M	\$1.59M	\$1.24M	\$1.85M	\$579K	-	\$1.77M	\$2.17M	\$1.78M	\$3.07M	\$5.35M	\$3.35M	\$2.44M
Prior Year	\$919K	\$1.13M	-	\$1.32M	\$1.04M	\$1.65M	\$3.18M	\$4.26M	\$3.5M	\$1.95M	\$2.72M	\$1.71M	\$3.02M
Percent Change from Prior Year	229%	41%	100%	40%	-44%	-100%	-44%	-49%	-49%	57%	97%	95%	-19%



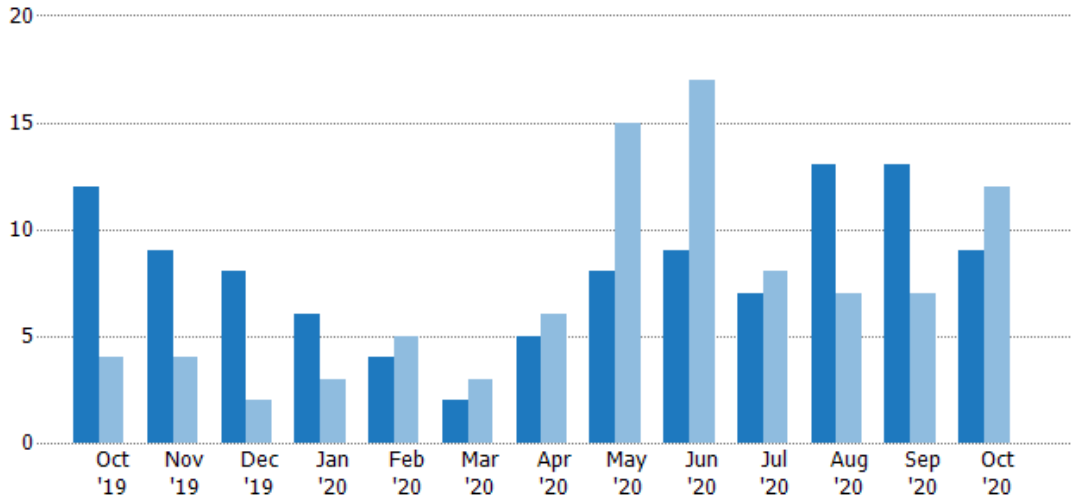
## Pending Sales

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.
Oct '20	9	-25%
Oct '19	12	200%
Oct '18	4	25%



Current Year	12	9	8	6	4	2	5	8	9	7	13	13	9
Prior Year	4	4	2	3	5	3	6	15	17	8	7	7	12
Percent Change from Prior Year	200%	125%	300%	100%	-20%	-33%	-17%	-47%	-47%	-13%	86%	86%	-25%

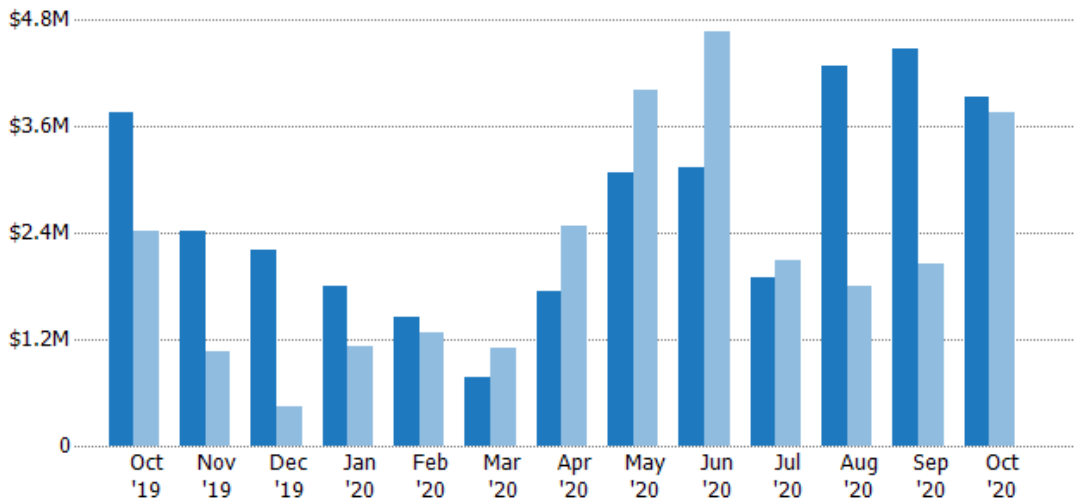
## Pending Sales Volume

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.
Oct '20	\$3.93M	4.6%
Oct '19	\$3.75M	55.5%
Oct '18	\$2.41M	16.7%



Current Year	\$3.75M	\$2.42M	\$2.21M	\$1.8M	\$1.45M	\$778K	\$1.75M	\$3.07M	\$3.14M	\$1.89M	\$4.28M	\$4.48M	\$3.93M
Prior Year	\$2.41M	\$1.07M	\$442K	\$1.12M	\$1.28M	\$1.1M	\$2.48M	\$4.01M	\$4.67M	\$2.09M	\$1.8M	\$2.05M	\$3.75M
Percent Change from Prior Year	56%	127%	401%	61%	13%	-29%	-29%	-23%	-33%	-10%	139%	118%	5%

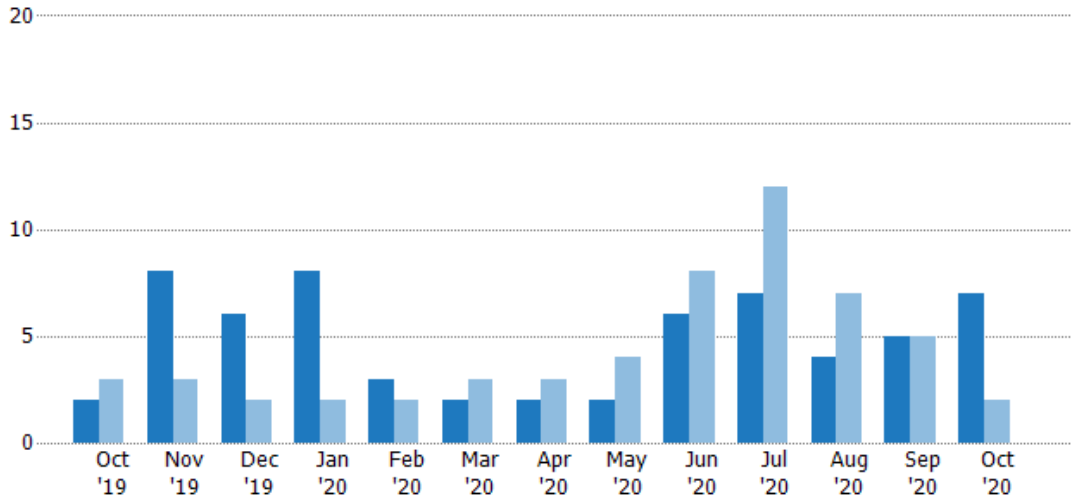
## Closed Sales

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.
Oct '20	7	250%
Oct '19	2	-33.3%
Oct '18	3	133.3%



	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20
Current Year	2	8	6	8	3	2	2	2	6	7	4	5	7
Prior Year	3	3	2	2	2	3	3	4	8	12	7	5	2
Percent Change from Prior Year	-33%	167%	200%	300%	50%	-33%	-33%	-50%	-25%	-42%	-43%	0%	250%

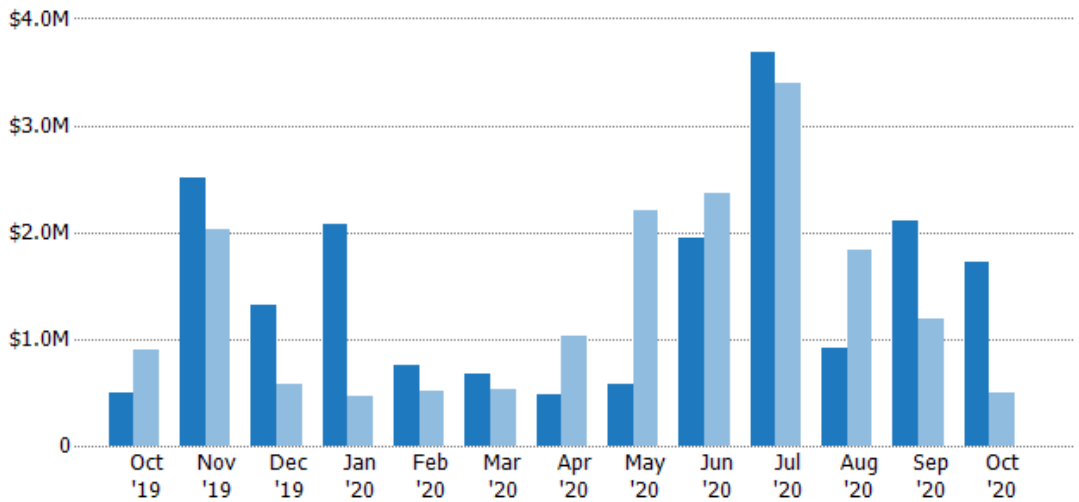
## Closed Sales Volume

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.
Oct '20	\$1.71M	249.9%
Oct '19	\$490K	-45.3%
Oct '18	\$896K	175.8%



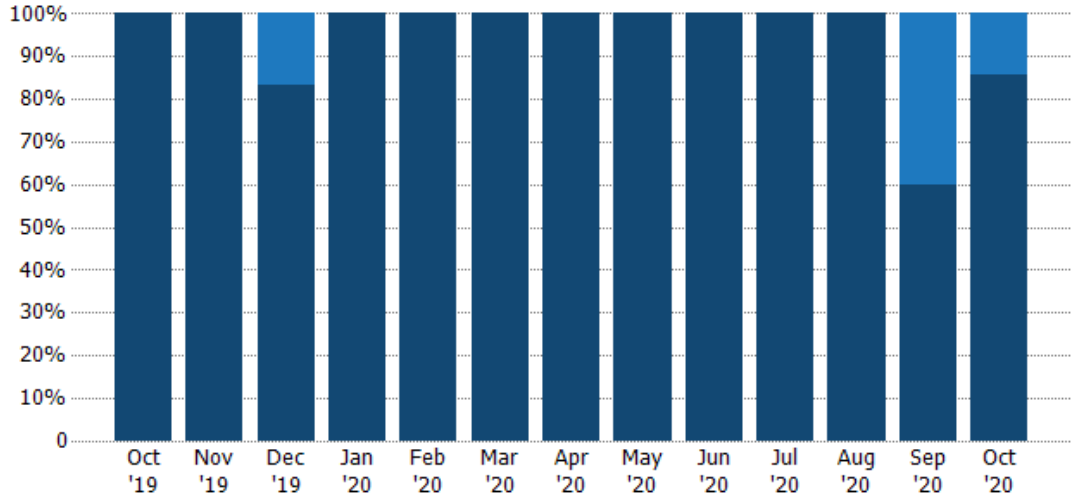
	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20
Current Year	\$490K	\$2.5M	\$1.32M	\$2.08M	\$754K	\$674K	\$484K	\$576K	\$1.95M	\$3.68M	\$911K	\$2.11M	\$1.71M
Prior Year	\$896K	\$2.03M	\$577K	\$460K	\$509K	\$536K	\$1.03M	\$2.21M	\$2.37M	\$3.39M	\$1.84M	\$1.2M	\$490K
Percent Change from Prior Year	-45%	23%	129%	351%	48%	26%	-53%	-74%	-18%	9%	-51%	76%	250%

## 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



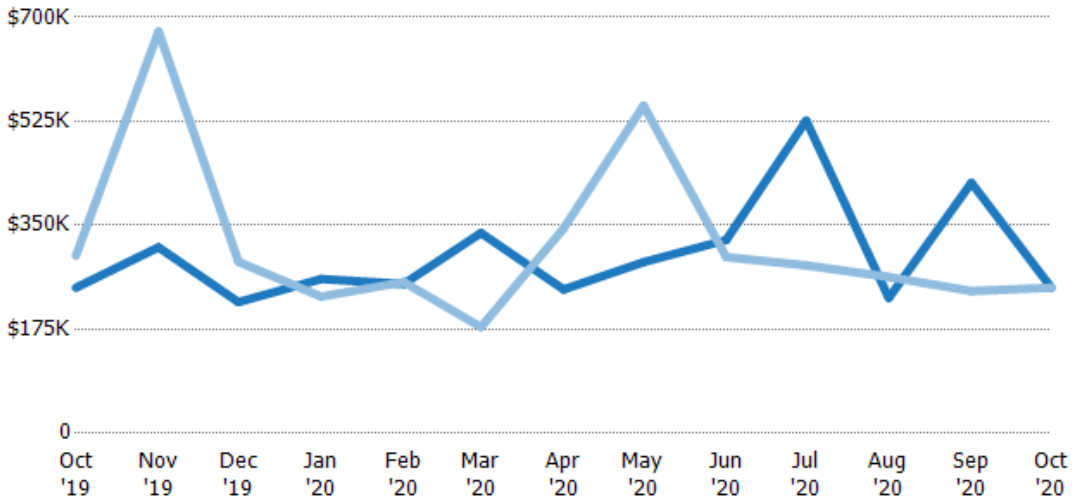
Property Type	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20
Condo/Townhouse	-	-	17%	-	-	-	-	-	-	-	-	40%	14%
Single Family Residence	100%	100%	83%	100%	100%	100%	100%	100%	100%	100%	100%	60%	86%

## 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.
Oct '20	\$245K	0%
Oct '19	\$245K	-18%
Oct '18	\$299K	18.2%

Property Type	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20
Current Year	\$245K	\$313K	\$221K	\$260K	\$251K	\$337K	\$242K	\$288K	\$325K	\$526K	\$228K	\$422K	\$245K
Prior Year	\$299K	\$676K	\$289K	\$230K	\$255K	\$179K	\$345K	\$551K	\$296K	\$283K	\$263K	\$239K	\$245K
Percent Change from Prior Year	-18%	-54%	-24%	13%	-1%	89%	-30%	-48%	10%	86%	-13%	76%	0%

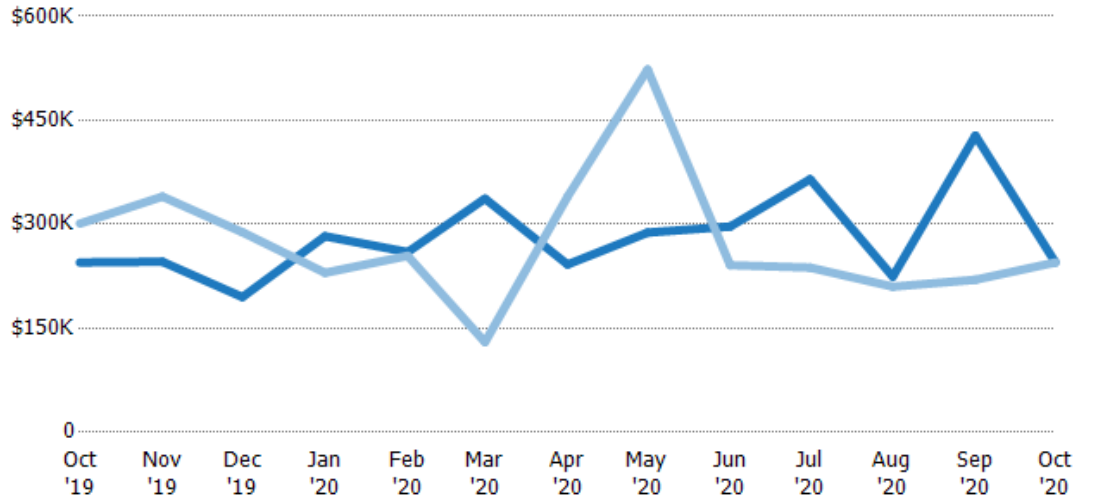
## Median Sales Price

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.
Oct '20	\$245K	0%
Oct '19	\$245K	-18.6%
Oct '18	\$301K	-1.3%



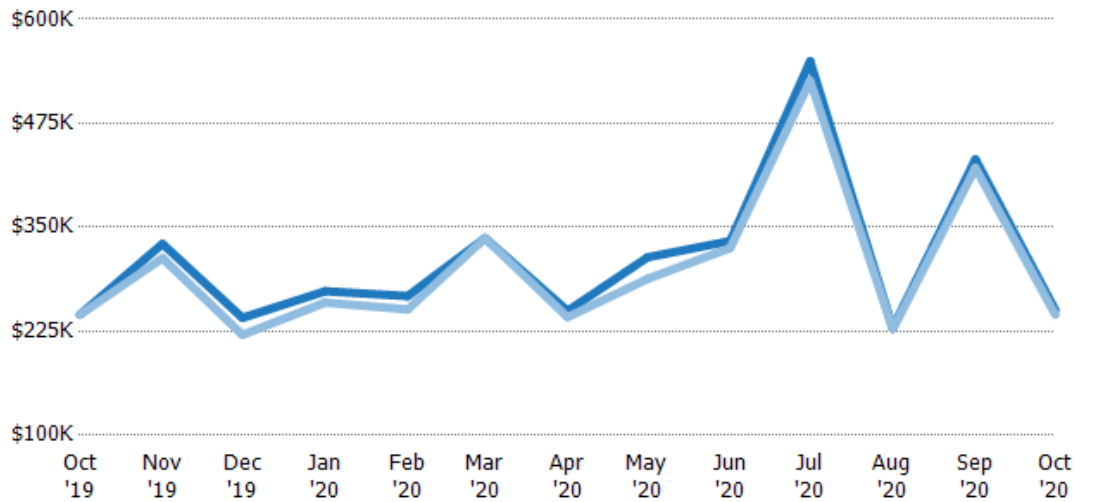
Current Year	\$245K	\$246K	\$195K	\$283K	\$260K	\$337K	\$242K	\$288K	\$297K	\$365K	\$225K	\$428K	\$245K
Prior Year	\$301K	\$340K	\$289K	\$230K	\$255K	\$130K	\$340K	\$523K	\$241K	\$238K	\$210K	\$220K	\$245K
Percent Change from Prior Year	-19%	-28%	-32%	23%	2%	159%	-29%	-45%	23%	54%	7%	95%	0%

## 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



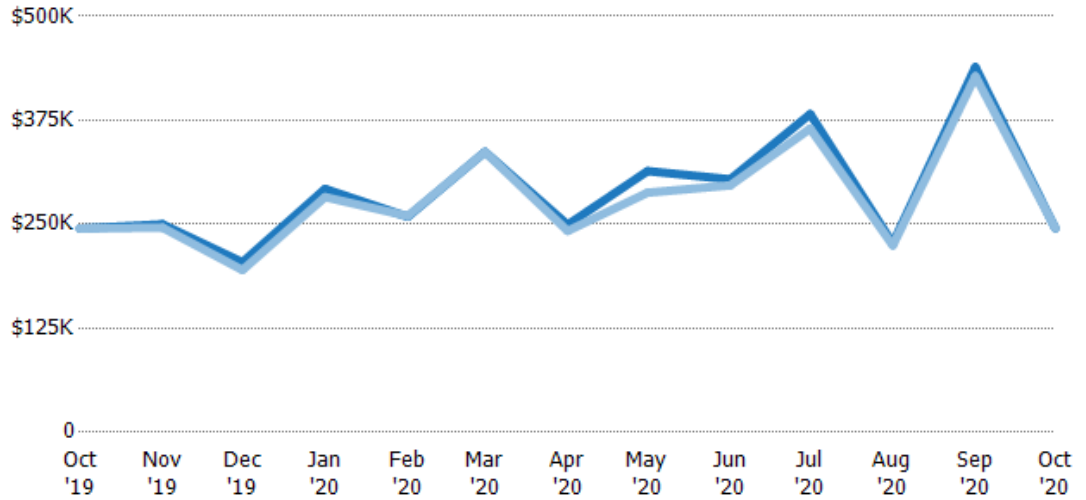
Avg List Price	\$245K	\$330K	\$241K	\$273K	\$267K	\$337K	\$249K	\$314K	\$333K	\$549K	\$229K	\$432K	\$250K
Avg Sales Price	\$245K	\$313K	\$221K	\$260K	\$251K	\$337K	\$242K	\$288K	\$325K	\$526K	\$228K	\$422K	\$245K
Avg Sales Price as a % of Avg List Price	100%	95%	92%	95%	94%	100%	97%	92%	97%	96%	99%	98%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



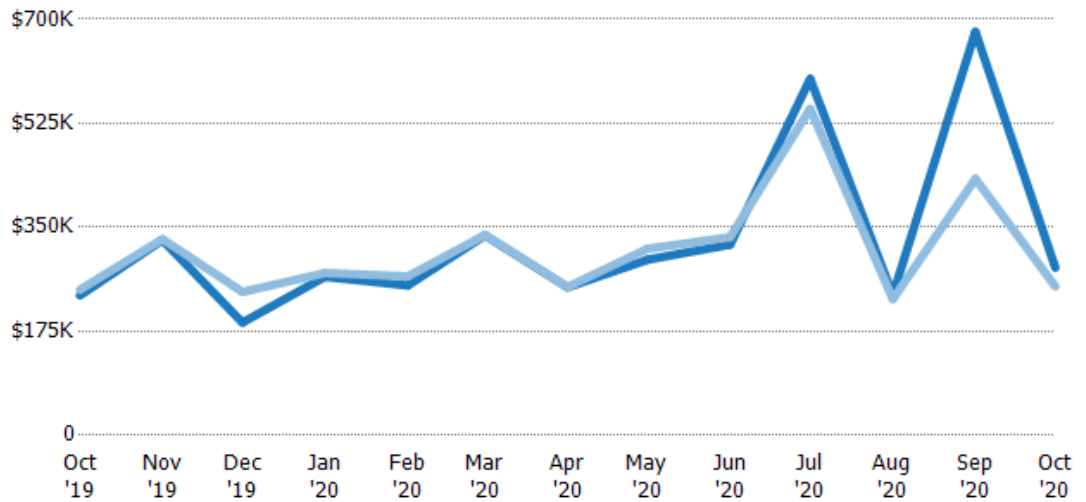
	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20
Median List Price	\$245K	\$250K	\$204K	\$293K	\$259K	\$337K	\$249K	\$314K	\$304K	\$383K	\$227K	\$439K	\$245K
Median Sales Price	\$245K	\$246K	\$195K	\$283K	\$260K	\$337K	\$242K	\$288K	\$297K	\$365K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

## 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



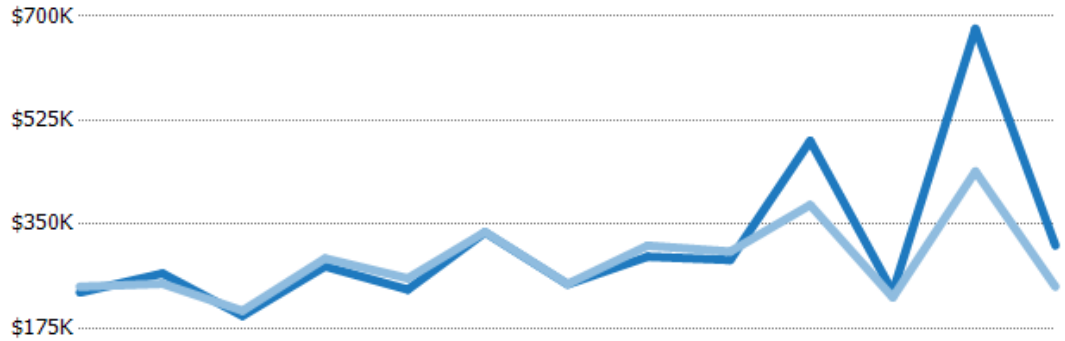
	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20
Avg Est Value	\$235K	\$329K	\$190K	\$267K	\$252K	\$336K	\$249K	\$295K	\$321K	\$600K	\$236K	\$679K	\$282K
Avg Sales Price	\$245K	\$330K	\$241K	\$273K	\$267K	\$337K	\$249K	\$314K	\$333K	\$549K	\$229K	\$432K	\$250K
Avg Sales Price as a % of Avg Est Value	104%	100%	127%	102%	106%	100%	100%	106%	104%	92%	97%	64%	89%

## 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



	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20
Median Est Value	\$235K	\$267K	\$196K	\$279K	\$240K	\$336K	\$249K	\$295K	\$290K	\$490K	\$236K	\$679K	\$314K
Median Sales Price	\$245K	\$250K	\$204K	\$293K	\$259K	\$337K	\$249K	\$314K	\$304K	\$383K	\$227K	\$439K	\$245K
Med Sales Price as a % of Med Est Value	104%	94%	104%	105%	108%	100%	100%	106%	105%	78%	96%	65%	78%