

Summary of Key Listing and Sales Metrics

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

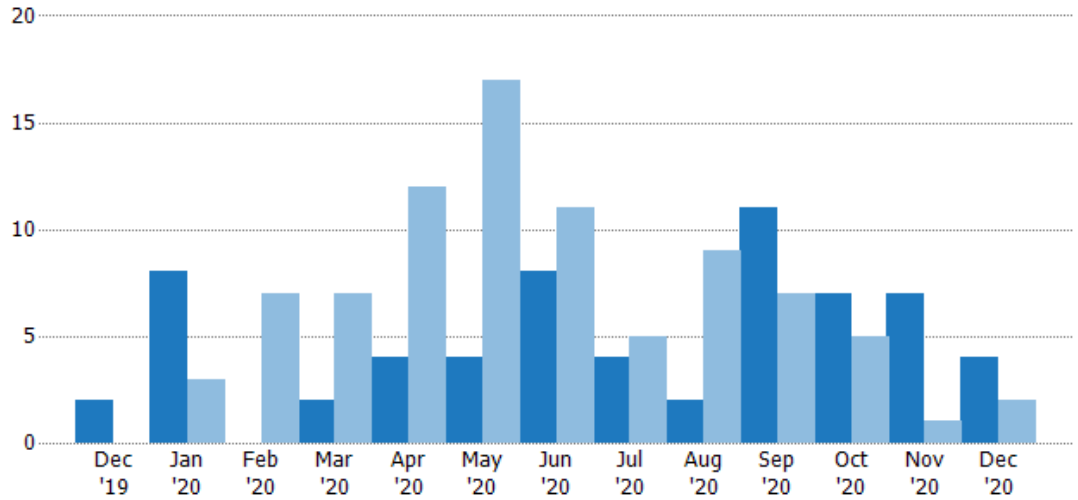
Key Metrics	Dec 2020	Dec 2019	+ / -	YTD 2020	YTD 2019	+ / -
Listing Activity Charts Metrics						
New Listing Count	4	2	+100%	61	86	-29.1%
New Listing Volume	\$2,133,900	\$567,000	+276.3%	\$28,250,334	\$31,688,600	-10.9%
Active Listing Count	13	26	-50%	N/A	N/A	
Active Listing Volume	\$7,459,800	\$10,034,400	-25.7%	N/A	N/A	
Average Listing Price	\$573,831	\$385,938	+48.7%	\$522,677	\$401,065	+30.3%
Median Listing Price	\$330,000	\$296,450	+11.3%	\$393,338	\$284,044	+38.5%
Median Days in RPR	100	221.5	-54.9%	151.53	140.49	+7.9%
Months of Inventory	2.6	3.3	-20%	3.5	10.7	-67.1%
Absorption Rate	38.46%	30.77%	+7.7%	28.44%	9.36%	+19.1%
Sales Activity Charts Metrics						
New Pending Sales Count	7	5	+40%	71	84	-15.5%
New Pending Sales Volume	\$2,708,900	\$1,241,900	+118.1%	\$26,803,962	\$27,170,300	-1.3%
Pending Sales Count	12	8	+50%	N/A	N/A	
Pending Sales Volume	\$4,253,900	\$2,214,200	+92.1%	N/A	N/A	
Closed Sales Count	3	6	-50%	54	64	-15.6%
Closed Sales Volume	\$2,017,000	\$1,324,000	+52.3%	\$18,702,257	\$19,732,856	-5.2%
Average Sales Price	\$672,333	\$220,667	+204.7%	\$346,338	\$308,326	+12.3%
Median Sales Price	\$862,500	\$195,000	+342.3%	\$335,680	\$257,559	+30.3%

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



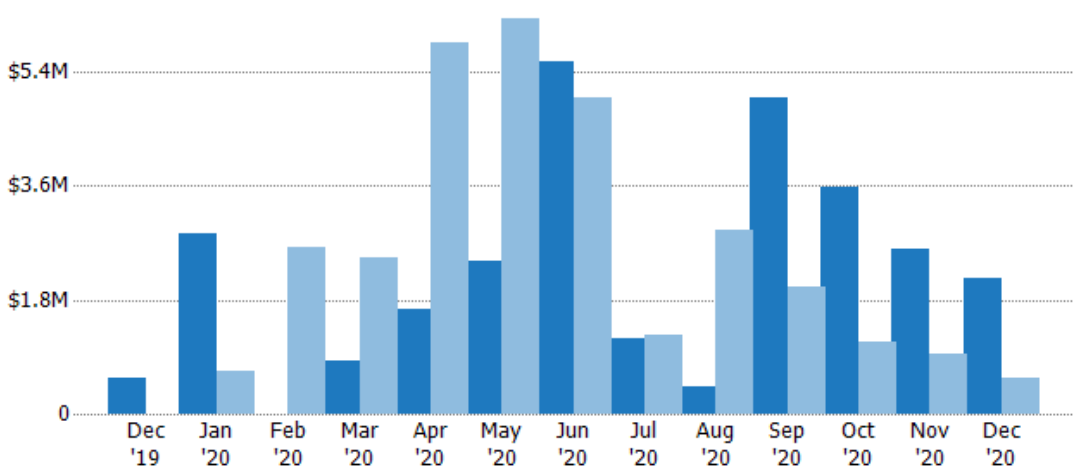
Current Year	2	8	-	2	4	4	8	4	2	11	7	7	4
Prior Year	-	3	7	7	12	17	11	5	9	7	5	1	2
Percent Change from Prior Year	100%	167%	-100%	-71%	-67%	-76%	-27%	-20%	-78%	57%	40%	600%	100%

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	\$567K	\$2.85M	-	\$830K	\$1.66M	\$2.42M	\$5.55M	\$1.19M	\$419K	\$5M	\$3.59M	\$2.61M	\$2.13M
Prior Year	-	\$675K	\$2.63M	\$2.47M	\$5.86M	\$6.23M	\$5M	\$1.26M	\$2.91M	\$1.99M	\$1.15M	\$949K	\$567K
Percent Change from Prior Year	100%	323%	-100%	-66%	-72%	-61%	11%	-6%	-86%	150%	213%	175%	276%

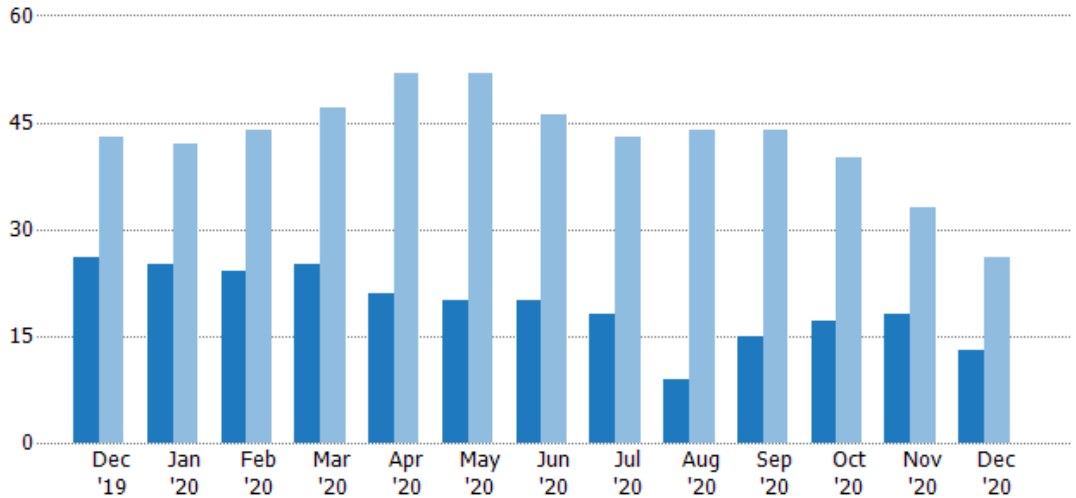
Active Listings

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.
Dec '20	13	-50%
Dec '19	26	-39.5%
Dec '18	43	-23.3%



	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20
Current Year	26	25	24	25	21	20	20	18	9	15	17	18	13
Prior Year	43	42	44	47	52	52	46	43	44	44	40	33	26
Percent Change from Prior Year	-40%	-40%	-45%	-47%	-60%	-62%	-57%	-58%	-80%	-66%	-58%	-45%	-50%

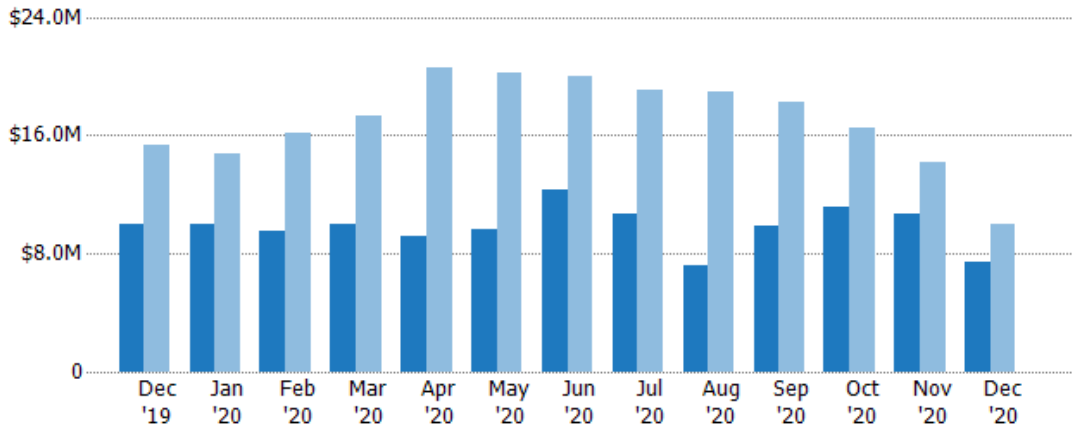
Active Listing Volume

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.
Dec '20	\$7.46M	-25.7%
Dec '19	\$10M	-34.7%
Dec '18	\$15.4M	7.8%



	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20
Current Year	\$10M	\$9.93M	\$9.48M	\$9.98M	\$9.15M	\$9.62M	\$12.3M	\$10.6M	\$7.25M	\$9.89M	\$11.2M	\$10.7M	\$7.46M
Prior Year	\$15.4M	\$14.7M	\$16.1M	\$17.3M	\$20.6M	\$20.2M	\$20M	\$19M	\$18.9M	\$18.2M	\$16.5M	\$14.1M	\$10M
Percent Change from Prior Year	-35%	-33%	-41%	-42%	-56%	-52%	-38%	-44%	-62%	-46%	-32%	-24%	-26%

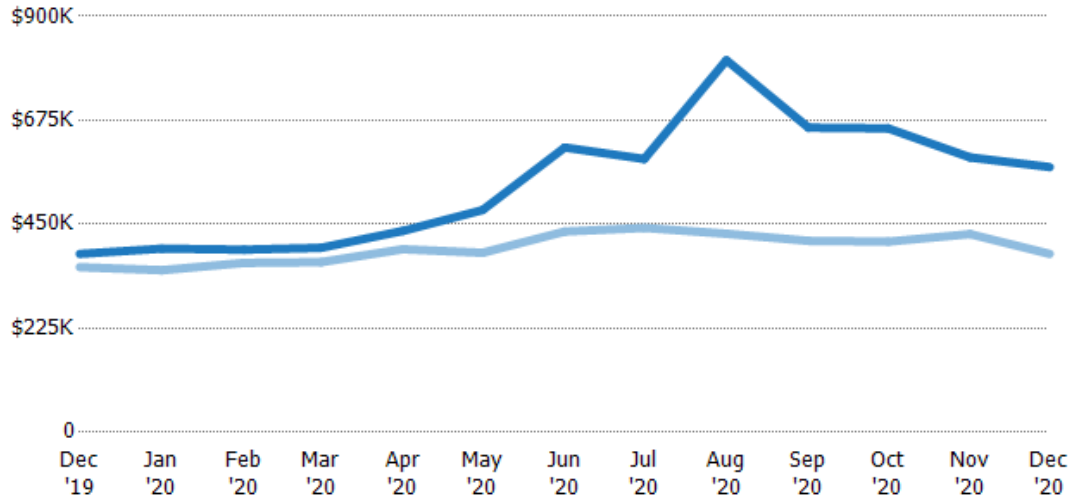
Average Listing Price

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.
Dec '20	\$574K	48.7%
Dec '19	\$386K	8%
Dec '18	\$357K	40.5%



Current Year	\$386K	\$397K	\$395K	\$399K	\$436K	\$481K	\$616K	\$591K	\$805K	\$659K	\$658K	\$595K	\$574K
Prior Year	\$357K	\$351K	\$366K	\$368K	\$396K	\$388K	\$434K	\$442K	\$429K	\$414K	\$412K	\$429K	\$386K
Percent Change from Prior Year	8%	13%	8%	8%	10%	24%	42%	34%	87%	59%	59%	39%	49%

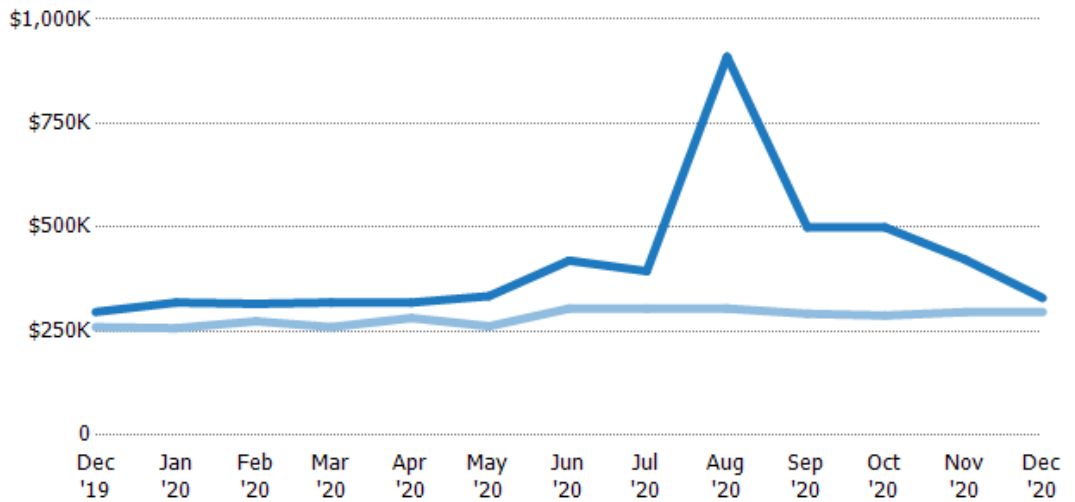
Median Listing Price

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.
Dec '20	\$330K	11.3%
Dec '19	\$296K	14.1%
Dec '18	\$260K	34.7%



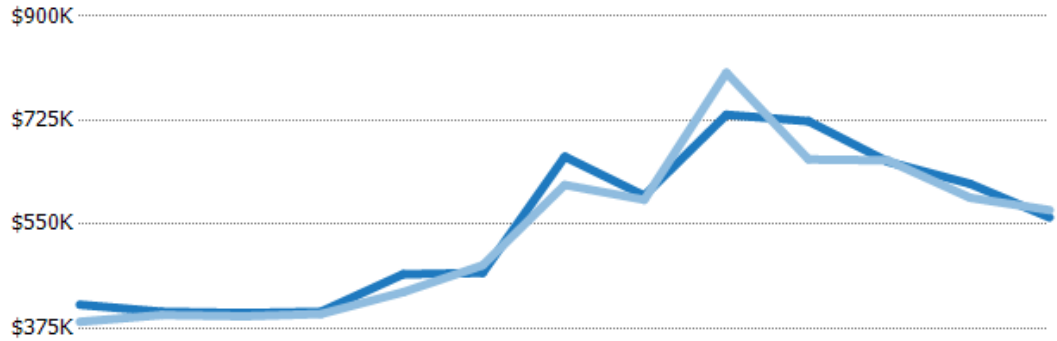
Current Year	\$296K	\$319K	\$316K	\$319K	\$319K	\$334K	\$420K	\$394K	\$910K	\$500K	\$500K	\$422K	\$330K
Prior Year	\$260K	\$257K	\$274K	\$260K	\$282K	\$262K	\$305K	\$304K	\$305K	\$292K	\$288K	\$296K	\$296K
Percent Change from Prior Year	14%	24%	15%	23%	13%	28%	38%	30%	199%	71%	74%	43%	11%

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:
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 Family Residence



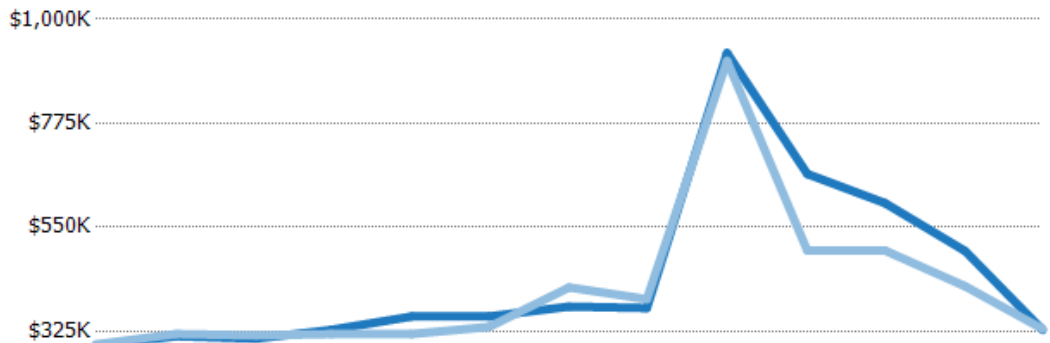
	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20
Avg Est Value	\$415K	\$403K	\$401K	\$403K	\$466K	\$468K	\$664K	\$598K	\$734K	\$723K	\$655K	\$618K	\$561K
Avg Listing Price	\$386K	\$397K	\$395K	\$399K	\$436K	\$481K	\$616K	\$591K	\$805K	\$659K	\$658K	\$595K	\$574K
Avg Listing Price as a % of Avg Est Value	93%	99%	99%	99%	94%	103%	93%	99%	110%	91%	100%	96%	102%

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



	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20
Median Est Value	\$292K	\$314K	\$309K	\$328K	\$357K	\$357K	\$378K	\$375K	\$927K	\$665K	\$602K	\$499K	\$328K
Median Listing Price	\$296K	\$319K	\$316K	\$319K	\$319K	\$334K	\$420K	\$394K	\$910K	\$500K	\$500K	\$422K	\$330K
Med Listing Price as a % of Med Est Value	101%	101%	102%	97%	89%	94%	111%	105%	98%	75%	83%	85%	101%

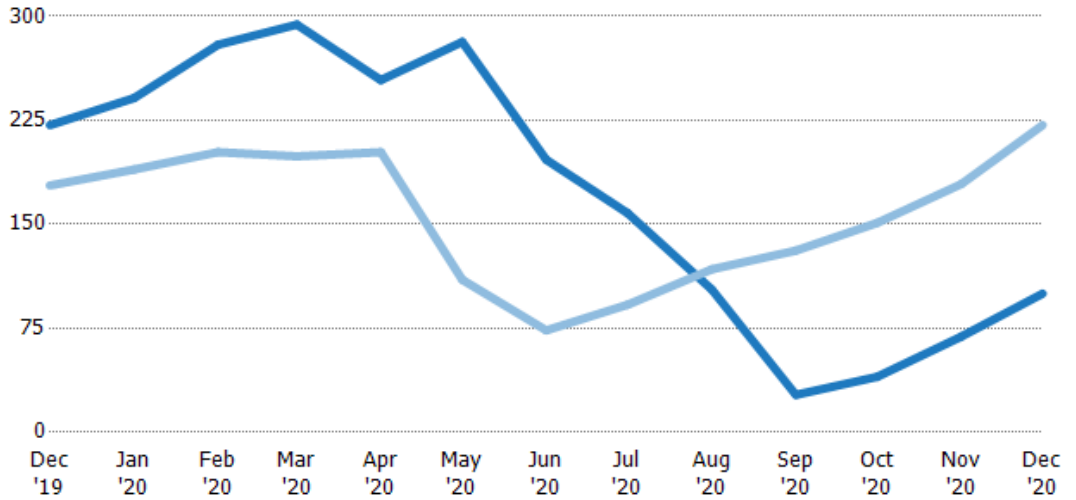
Median Days in RPR

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.
Dec '20	100	-54.9%
Dec '19	222	24.4%
Dec '18	178	-2.2%



Current Year	222	241	280	294	254	282	197	158	103	27	40	69	100
Prior Year	178	190	202	199	202	110	73.5	92	118	131	151	179	222
Percent Change from Prior Year	24%	27%	38%	48%	26%	156%	167%	72%	-12%	-79%	-74%	-61%	-55%

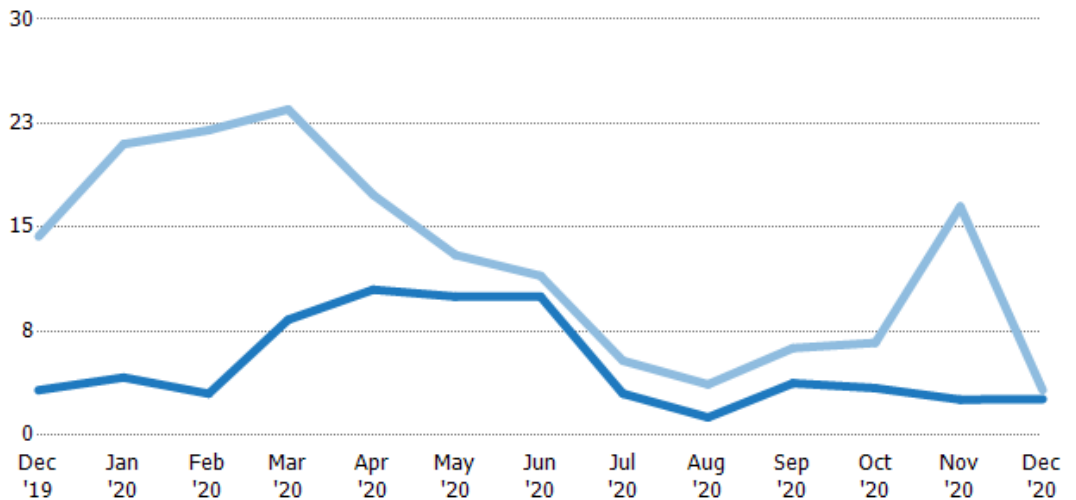
Months of Inventory

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.
Dec '20	2.6	-20%
Dec '19	3.25	-77.3%
Dec '18	14.3	-42.4%



Current Year	3.25	4.17	3	8.33	10.5	10	10	3	1.29	3.75	3.4	2.57	2.6
Prior Year	14.3	21	22	23.5	17.3	13	11.5	5.38	3.67	6.29	6.67	16.5	3.25
Percent Change from Prior Year	-77%	-80%	-86%	-65%	-39%	-23%	-13%	-44%	-65%	-40%	-49%	-84%	-20%

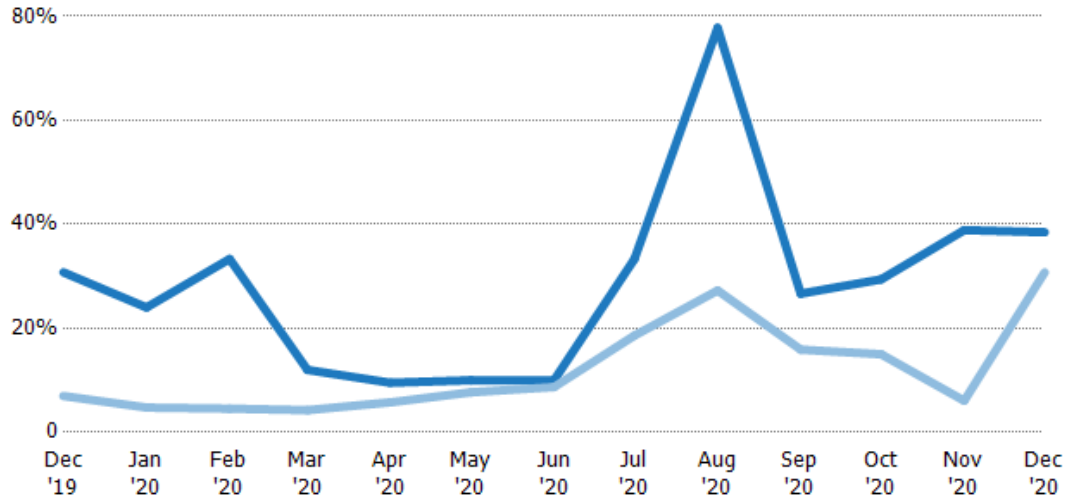
Absorption Rate

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.
Dec '20	38%	-7.7%
Dec '19	31%	-23.8%
Dec '18	7%	73.9%



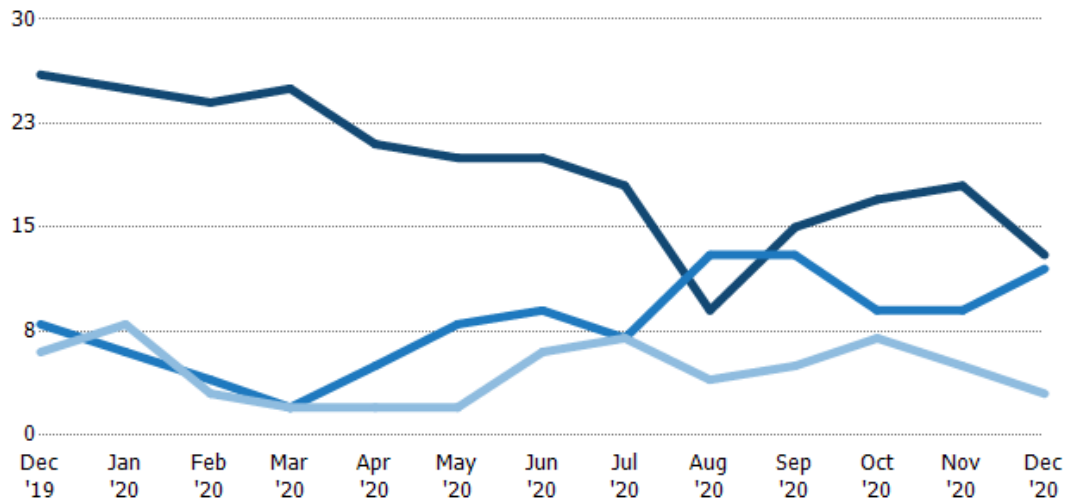
Current Year	31%	24%	33%	12%	10%	10%	10%	33%	78%	27%	29%	39%	38%
Prior Year	7%	5%	5%	4%	6%	8%	9%	19%	27%	16%	15%	6%	31%
Change from Prior Year	-24%	-19%	-29%	-8%	-4%	-2%	-1%	-15%	-51%	-11%	-14%	-33%	-8%

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



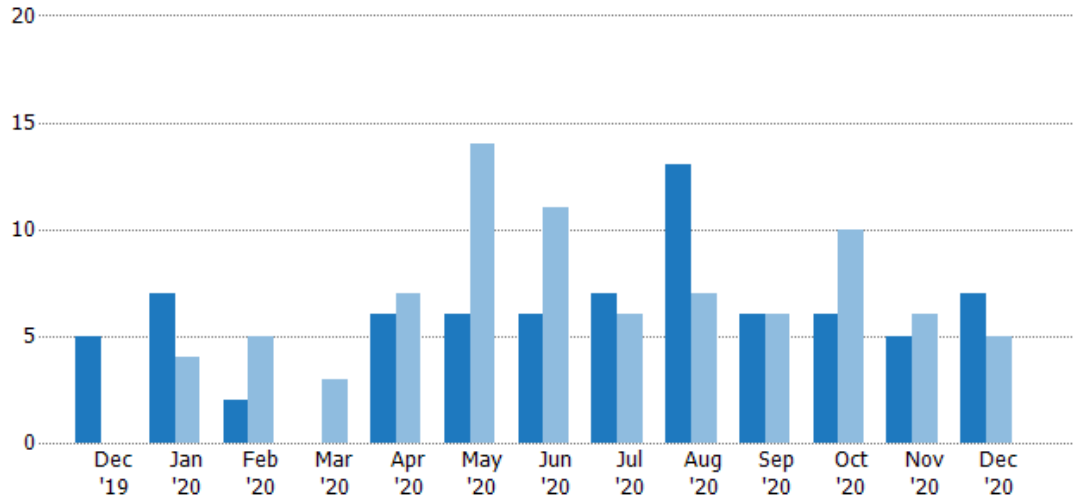
Active	26	25	24	25	21	20	20	18	9	15	17	18	13
Pending	8	6	4	2	5	8	9	7	13	13	9	9	12
Sold	6	8	3	2	2	2	6	7	4	5	7	5	3

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



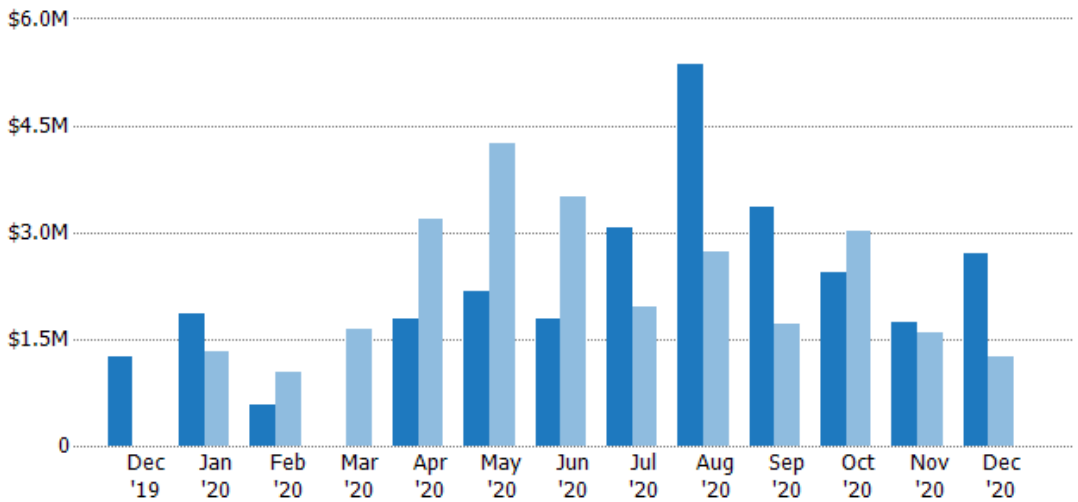
Current Year	5	7	2	-	6	6	6	7	13	6	6	5	7
Prior Year	-	4	5	3	7	14	11	6	7	6	10	6	5
Percent Change from Prior Year	100%	75%	-60%	-100%	-14%	-57%	-45%	17%	86%	0%	-40%	-17%	40%

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	\$1.24M	\$1.85M	\$579K	-	\$1.77M	\$2.17M	\$1.78M	\$3.07M	\$5.35M	\$3.35M	\$2.44M	\$1.74M	\$2.71M
Prior Year	-	\$1.32M	\$1.04M	\$1.65M	\$3.18M	\$4.26M	\$3.5M	\$1.95M	\$2.72M	\$1.71M	\$3.02M	\$1.59M	\$1.24M
Percent Change from Prior Year	100%	40%	-44%	-100%	-44%	-49%	-49%	57%	97%	95%	-19%	10%	118%

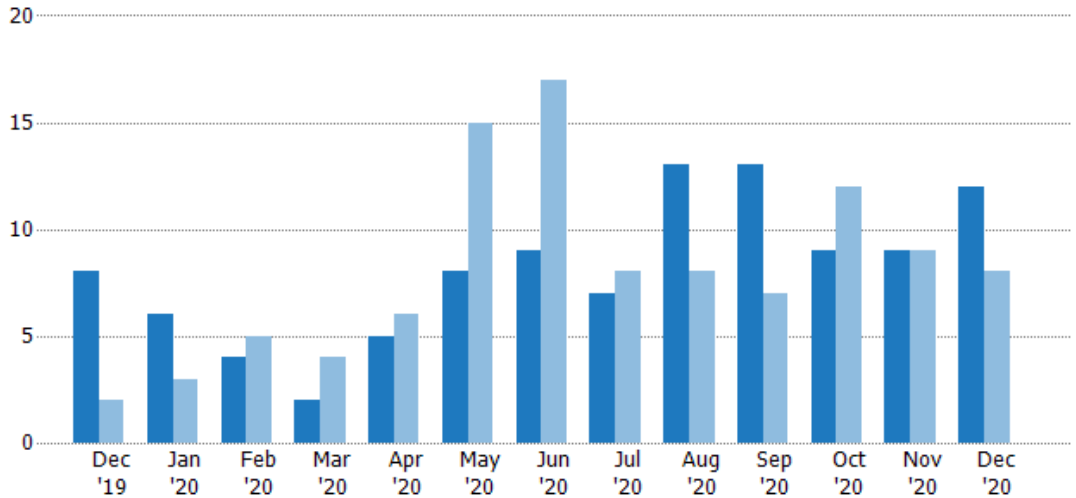
Pending Sales

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.
Dec '20	12	50%
Dec '19	8	300%
Dec '18	2	100%



Current Year	8	6	4	2	5	8	9	7	13	13	9	9	12
Prior Year	2	3	5	4	6	15	17	8	8	7	12	9	8
Percent Change from Prior Year	300%	100%	-20%	-50%	-17%	-47%	-47%	-13%	63%	86%	-25%	0%	50%

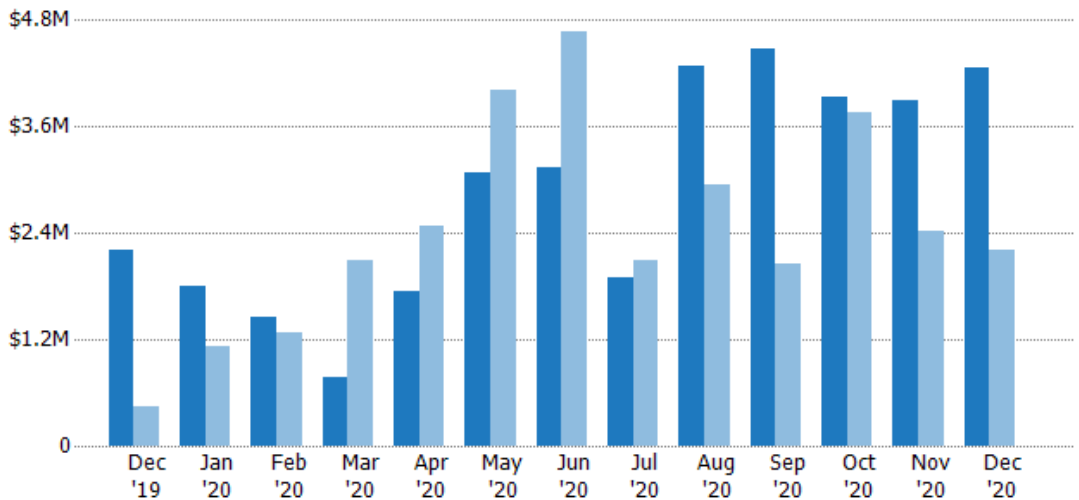
Pending Sales Volume

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.
Dec '20	\$4.25M	92.1%
Dec '19	\$2.21M	401%
Dec '18	\$442K	235.7%



Current Year	\$2.21M	\$1.8M	\$1.45M	\$778K	\$1.75M	\$3.07M	\$3.14M	\$1.89M	\$4.28M	\$4.48M	\$3.93M	\$3.89M	\$4.25M
Prior Year	\$442K	\$1.12M	\$1.28M	\$2.1M	\$2.48M	\$4.01M	\$4.67M	\$2.09M	\$2.95M	\$2.05M	\$3.75M	\$2.42M	\$2.21M
Percent Change from Prior Year	401%	61%	13%	-63%	-29%	-23%	-33%	-10%	45%	118%	5%	61%	92%

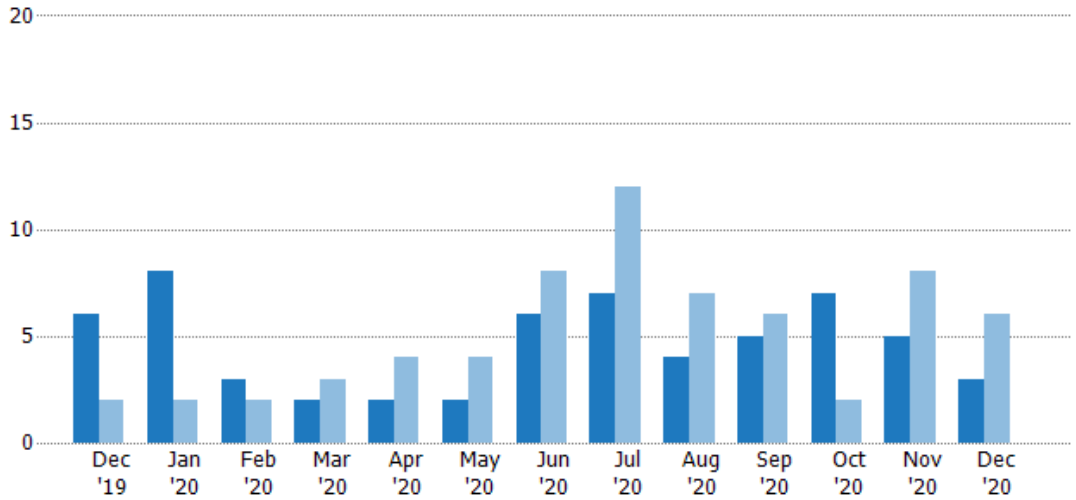
Closed Sales

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.
Dec '20	3	-50%
Dec '19	6	200%
Dec '18	2	250%



	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20
Current Year	6	8	3	2	2	2	6	7	4	5	7	5	3
Prior Year	2	2	2	3	4	4	8	12	7	6	2	8	6
Percent Change from Prior Year	200%	300%	50%	-33%	-50%	-50%	-25%	-42%	-43%	-17%	250%	-38%	-50%

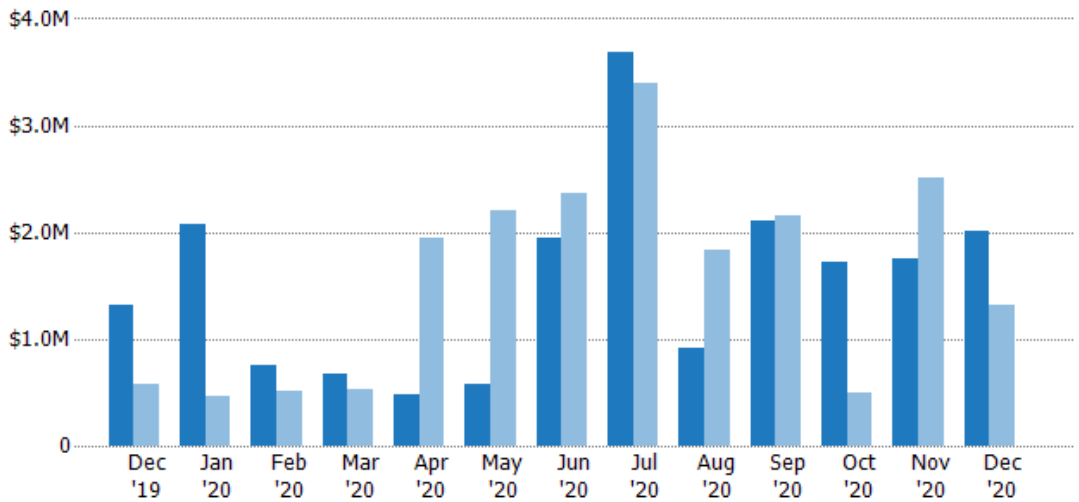
Closed Sales Volume

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.
Dec '20	\$2.02M	52.3%
Dec '19	\$1.32M	129.5%
Dec '18	\$577K	241.2%



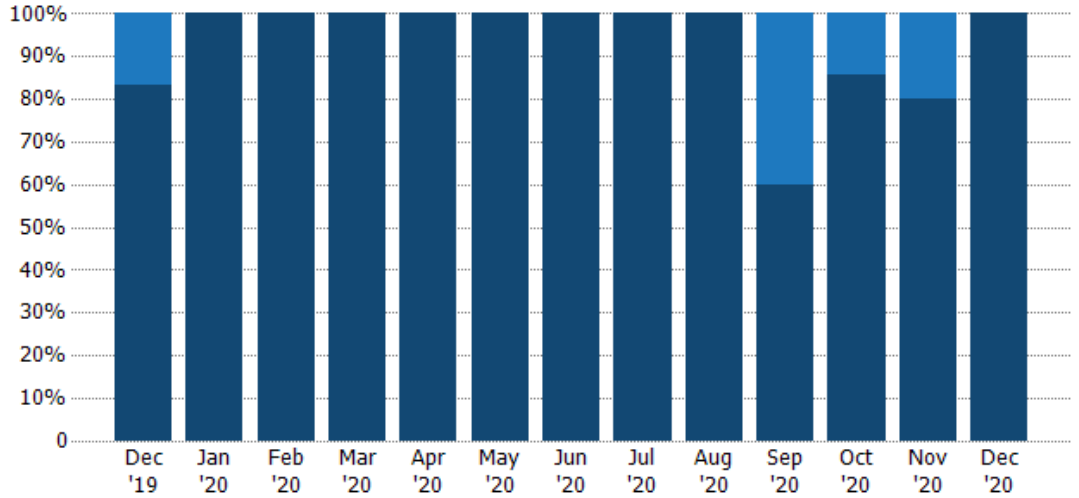
	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20
Current Year	\$1.32M	\$2.08M	\$754K	\$674K	\$484K	\$576K	\$1.95M	\$3.68M	\$911K	\$2.11M	\$1.71M	\$1.76M	\$2.02M
Prior Year	\$577K	\$460K	\$509K	\$536K	\$1.94M	\$2.21M	\$2.37M	\$3.39M	\$1.84M	\$2.16M	\$490K	\$2.5M	\$1.32M
Percent Change from Prior Year	129%	351%	48%	26%	-75%	-74%	-18%	9%	-51%	-2%	250%	-30%	52%

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



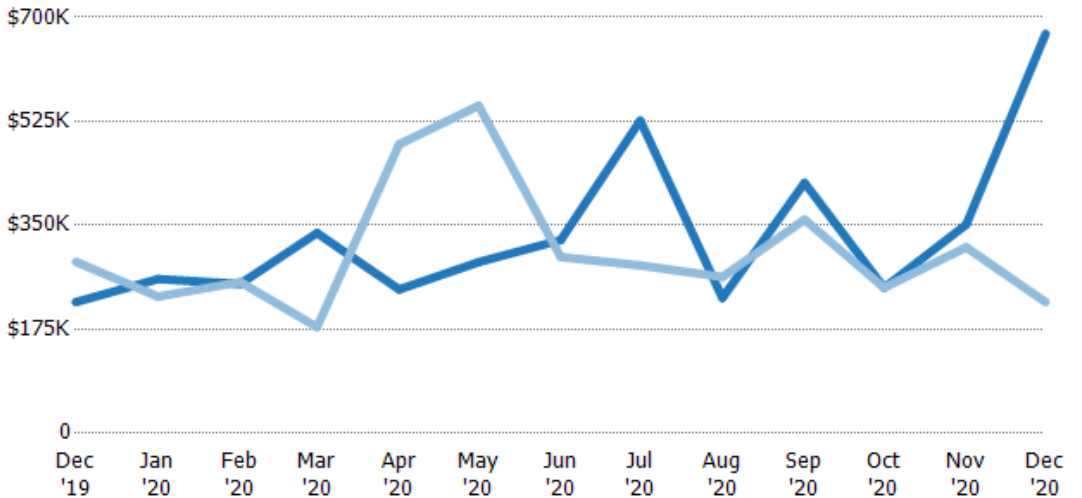
Condo/Townhouse	17%	-	-	-	-	-	-	-	-	40%	14%	20%	-
Single Family Residence	83%	100%	100%	100%	100%	100%	100%	100%	100%	60%	86%	80%	100%

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.
Dec '20	\$672K	204.7%
Dec '19	\$221K	-23.5%
Dec '18	\$289K	-2.5%

Current Year	\$221K	\$260K	\$251K	\$337K	\$242K	\$288K	\$325K	\$526K	\$228K	\$422K	\$245K	\$351K	\$672K
Prior Year	\$289K	\$230K	\$255K	\$179K	\$486K	\$551K	\$296K	\$283K	\$263K	\$360K	\$245K	\$313K	\$221K
Percent Change from Prior Year	-24%	13%	-1%	89%	-50%	-48%	10%	86%	-13%	17%	0%	12%	205%

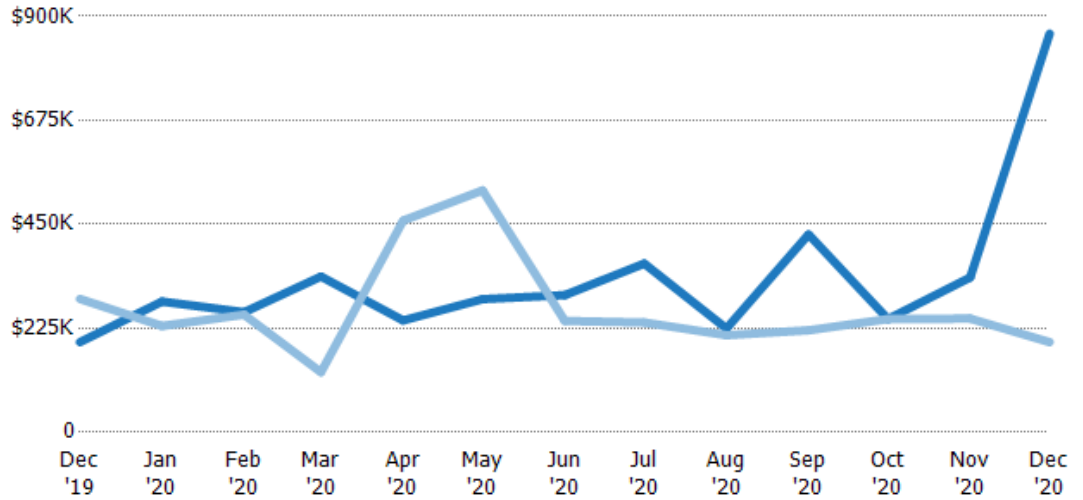
Median Sales Price

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.
Dec '20	\$863K	342.3%
Dec '19	\$195K	-32.4%
Dec '18	\$289K	-3.6%



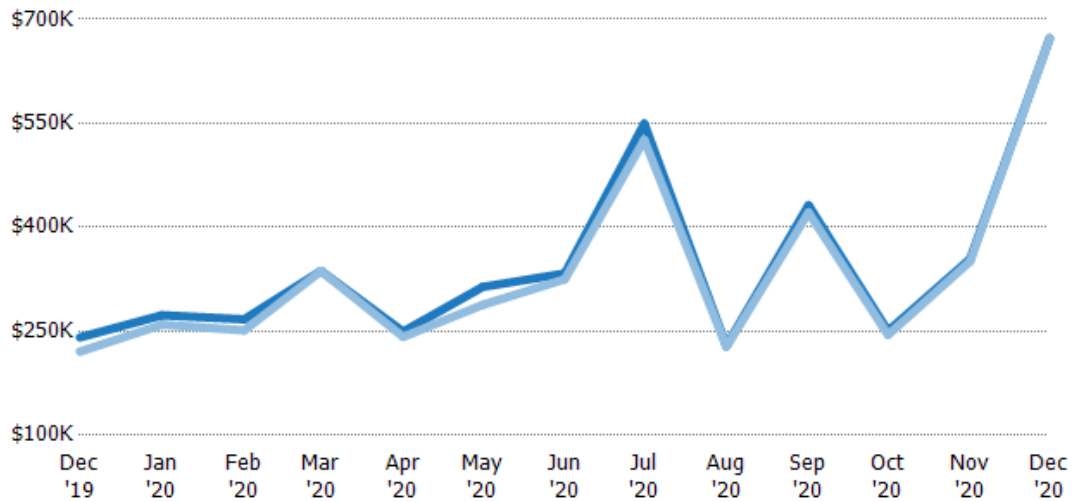
Current Year	\$195K	\$283K	\$260K	\$337K	\$242K	\$288K	\$297K	\$365K	\$225K	\$428K	\$245K	\$335K	\$863K
Prior Year	\$289K	\$230K	\$255K	\$130K	\$458K	\$523K	\$241K	\$238K	\$210K	\$221K	\$245K	\$246K	\$195K
Percent Change from Prior Year	-32%	23%	2%	159%	-47%	-45%	23%	54%	7%	94%	0%	36%	342%

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



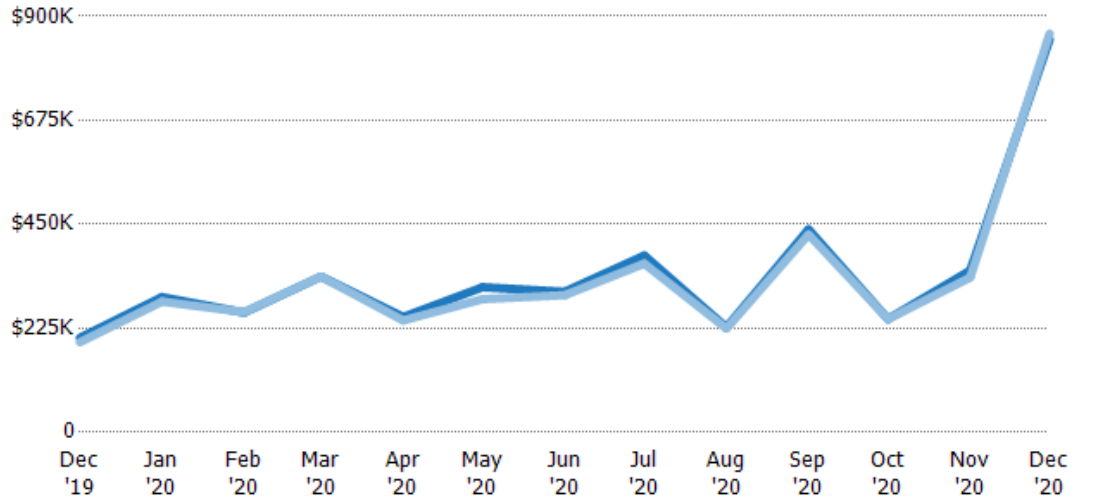
Avg List Price	\$241K	\$273K	\$267K	\$337K	\$249K	\$314K	\$333K	\$549K	\$229K	\$432K	\$250K	\$354K	\$673K
Avg Sales Price	\$221K	\$260K	\$251K	\$337K	\$242K	\$288K	\$325K	\$526K	\$228K	\$422K	\$245K	\$351K	\$672K
Avg Sales Price as a % of Avg List Price	92%	95%	94%	100%	97%	92%	97%	96%	99%	98%	98%	99%	100%

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



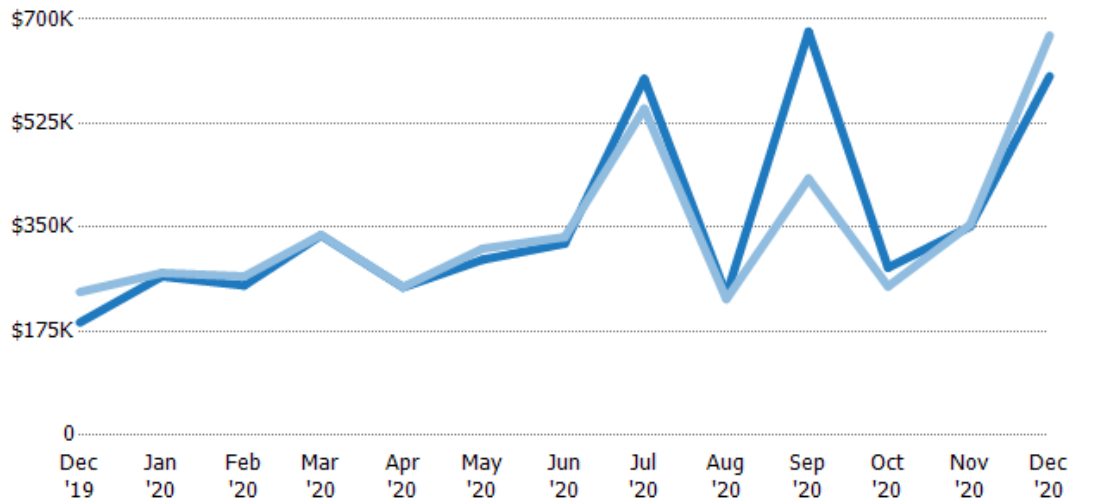
	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20
Median List Price	\$204K	\$293K	\$259K	\$337K	\$249K	\$314K	\$304K	\$383K	\$227K	\$439K	\$245K	\$350K	\$850K
Median Sales Price	\$195K	\$283K	\$260K	\$337K	\$242K	\$288K	\$297K	\$365K	\$225K	\$428K	\$245K	\$335K	\$863K
Med Sales Price as a % of Med List Price	95%	97%	100%	100%	97%	92%	98%	95%	99%	97%	100%	96%	101%

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



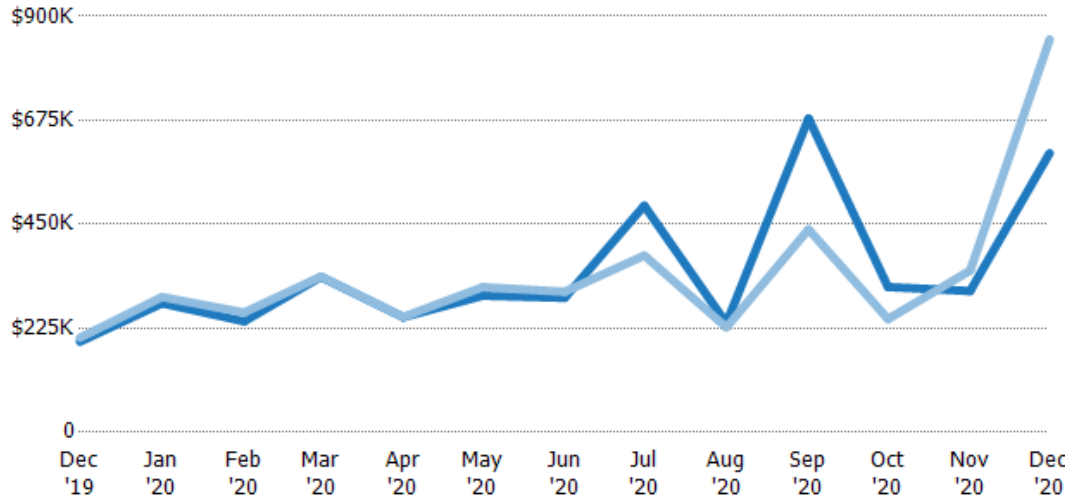
	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20
Avg Est Value	\$190K	\$267K	\$252K	\$336K	\$249K	\$295K	\$323K	\$600K	\$236K	\$679K	\$282K	\$351K	\$604K
Avg Sales Price	\$241K	\$273K	\$267K	\$337K	\$249K	\$314K	\$333K	\$549K	\$229K	\$432K	\$250K	\$354K	\$673K
Avg Sales Price as a % of Avg Est Value	127%	102%	106%	100%	100%	106%	103%	92%	97%	64%	89%	101%	111%

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



	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20
Median Est Value	\$196K	\$279K	\$240K	\$336K	\$249K	\$295K	\$291K	\$490K	\$236K	\$679K	\$314K	\$306K	\$604K
Median Sales Price	\$204K	\$293K	\$259K	\$337K	\$249K	\$314K	\$304K	\$383K	\$227K	\$439K	\$245K	\$350K	\$850K
Med Sales Price as a % of Med Est Value	104%	105%	108%	100%	100%	106%	104%	78%	96%	65%	78%	115%	141%

Sales Activity by ZIP

Dec 2020

ZIP	Pendings (Month End)	Pending Volume (Month End)	Sales	Sales Volume	Avg Sales Price	Median Sales Price	Avg Sales Price per Sq Ft	Median Sales Price per Sq Ft	Median Days In RPR
05491	12	\$4,253,900	3	\$2,017,000	\$672,333	\$862,500	\$447	\$387	35

Sales Activity by Metro Area

Dec 2020

Metro	Pendings (Month End)	Pending Volume (Month End)	Sales	Sales Volume	Avg Sales Price	Median Sales Price	Avg Sales Price per Sq Ft	Median Sales Price per Sq Ft	Median Days In RPR
Other	10	\$3,148,900	3	\$2,017,000	\$672,333	\$862,500	\$447	\$387	35