

Summary of Key Listing and Sales Metrics

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

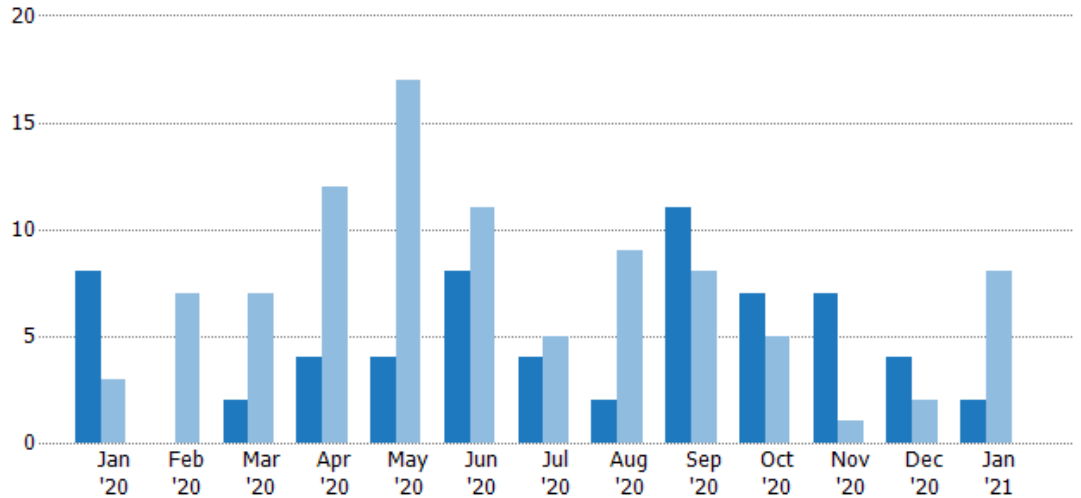
Key Metrics	Jan 2021	Jan 2020	+ / -	YTD 2021	YTD 2020	+ / -
Listing Activity Charts Metrics						
New Listing Count	2	8	-75%	63	95	-33.7%
New Listing Volume	\$563,500	\$2,853,400	-80.3%	\$28,802,934	\$34,662,000	-16.9%
Active Listing Count	12	25	-52%	N/A	N/A	
Active Listing Volume	\$7,119,400	\$9,933,000	-28.3%	N/A	N/A	
Average Listing Price	\$593,283	\$397,320	+49.3%	\$526,206	\$400,370	+31.4%
Median Listing Price	\$312,250	\$319,000	-2.1%	\$389,177	\$284,661	+36.7%
Median Days in RPR	131	241	-45.6%	149.48	151.16	-1.1%
Months of Inventory	4	4.2	-4%	1.5	12.5	-88%
Absorption Rate	25%	24%	+1%	66.67%	8%	+58.7%
Sales Activity Charts Metrics						
New Pending Sales Count	4	7	-42.9%	75	91	-17.6%
New Pending Sales Volume	\$1,113,000	\$1,845,900	-39.7%	\$27,916,962	\$29,016,200	-3.8%
Pending Sales Count	9	6	+50%	N/A	N/A	
Pending Sales Volume	\$3,237,000	\$1,804,900	+79.3%	N/A	N/A	
Closed Sales Count	6	8	-25%	60	72	-16.7%
Closed Sales Volume	\$1,927,500	\$2,076,000	-7.2%	\$20,629,757	\$21,808,856	-5.4%
Average Sales Price	\$321,250	\$259,500	+23.8%	\$343,829	\$302,901	+13.5%
Median Sales Price	\$302,500	\$282,750	+7%	\$332,362	\$260,358	+27.7%

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



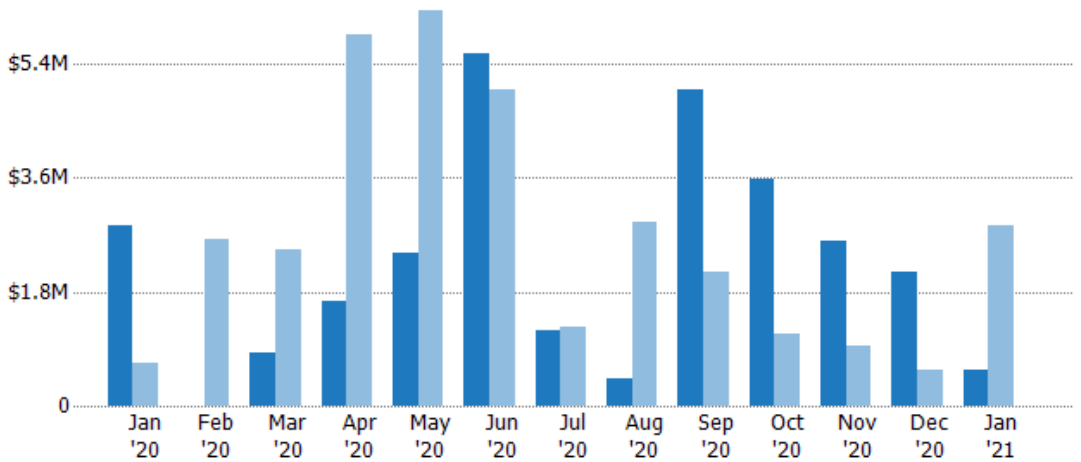
Current Year	8	-	2	4	4	8	4	2	11	7	7	4	2
Prior Year	3	7	7	12	17	11	5	9	8	5	1	2	8
Percent Change from Prior Year	167%	-100%	-71%	-67%	-76%	-27%	-20%	-78%	38%	40%	600%	100%	-75%

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	\$2.85M	-	\$830K	\$1.66M	\$2.42M	\$5.55M	\$1.19M	\$419K	\$5M	\$3.59M	\$2.61M	\$2.12M	\$564K
Prior Year	\$675K	\$2.63M	\$2.47M	\$5.86M	\$6.23M	\$5M	\$1.26M	\$2.91M	\$2.11M	\$1.15M	\$949K	\$567K	\$2.85M
Percent Change from Prior Year	323%	-100%	-66%	-72%	-61%	11%	-6%	-86%	136%	213%	175%	274%	-80%

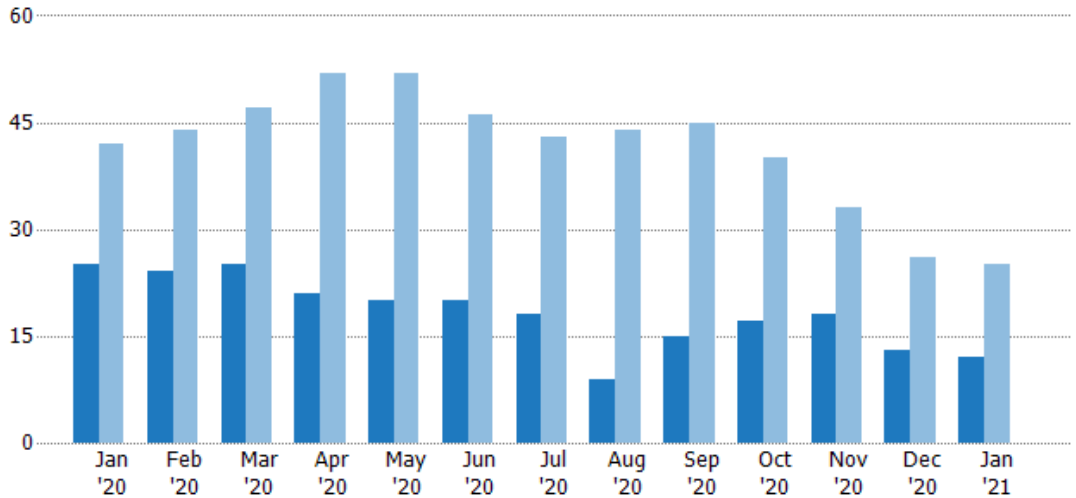
Active Listings

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.
Jan '21	12	-52%
Jan '20	25	-40.5%
Jan '19	42	-23.8%



	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21
Current Year	25	24	25	21	20	20	18	9	15	17	18	13	12
Prior Year	42	44	47	52	52	46	43	44	45	40	33	26	25
Percent Change from Prior Year	-40%	-45%	-47%	-60%	-62%	-57%	-58%	-80%	-67%	-58%	-45%	-50%	-52%

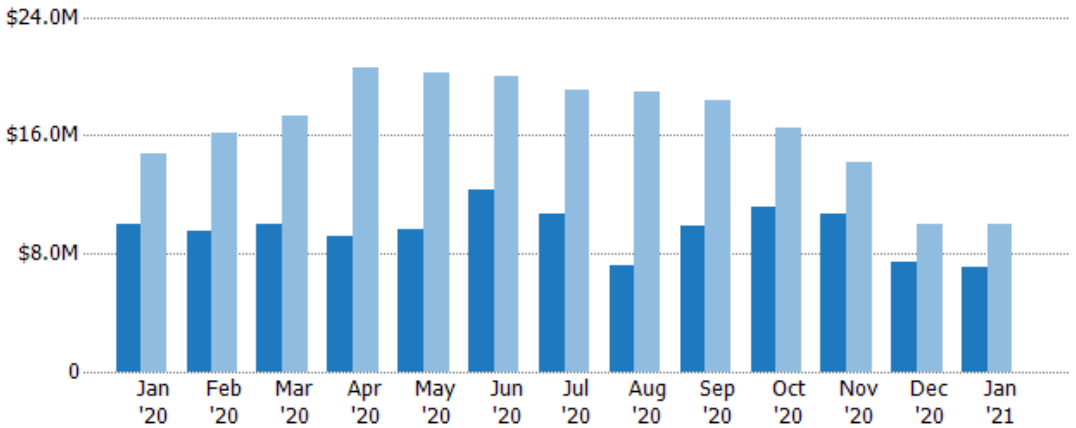
Active Listing Volume

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.
Jan '21	\$7.12M	-28.3%
Jan '20	\$9.93M	-32.6%
Jan '19	\$14.7M	11.5%



	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21
Current Year	\$9.93M	\$9.48M	\$9.98M	\$9.15M	\$9.62M	\$12.3M	\$10.6M	\$7.25M	\$9.89M	\$11.2M	\$10.7M	\$7.45M	\$7.12M
Prior Year	\$14.7M	\$16.1M	\$17.3M	\$20.6M	\$20.2M	\$20M	\$19M	\$18.9M	\$18.3M	\$16.5M	\$14.1M	\$10M	\$9.93M
Percent Change from Prior Year	-33%	-41%	-42%	-56%	-52%	-38%	-44%	-62%	-46%	-32%	-24%	-26%	-28%

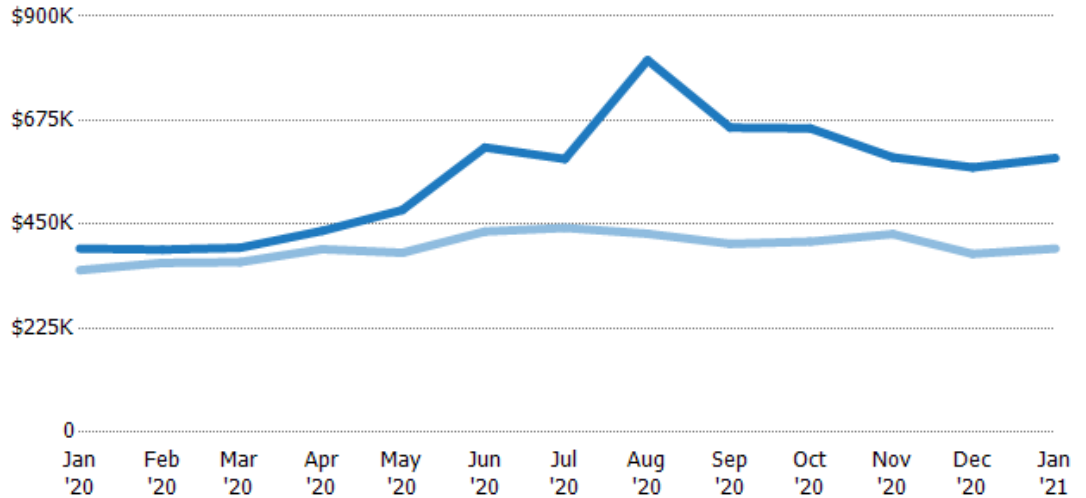
Average Listing Price

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.
Jan '21	\$593K	49.3%
Jan '20	\$397K	13.3%
Jan '19	\$351K	46.4%



Current Year	\$397K	\$395K	\$399K	\$436K	\$481K	\$616K	\$591K	\$805K	\$659K	\$658K	\$595K	\$573K	\$593K
Prior Year	\$351K	\$366K	\$368K	\$396K	\$388K	\$434K	\$442K	\$429K	\$408K	\$412K	\$429K	\$386K	\$397K
Percent Change from Prior Year	13%	8%	8%	10%	24%	42%	34%	87%	62%	59%	39%	48%	49%

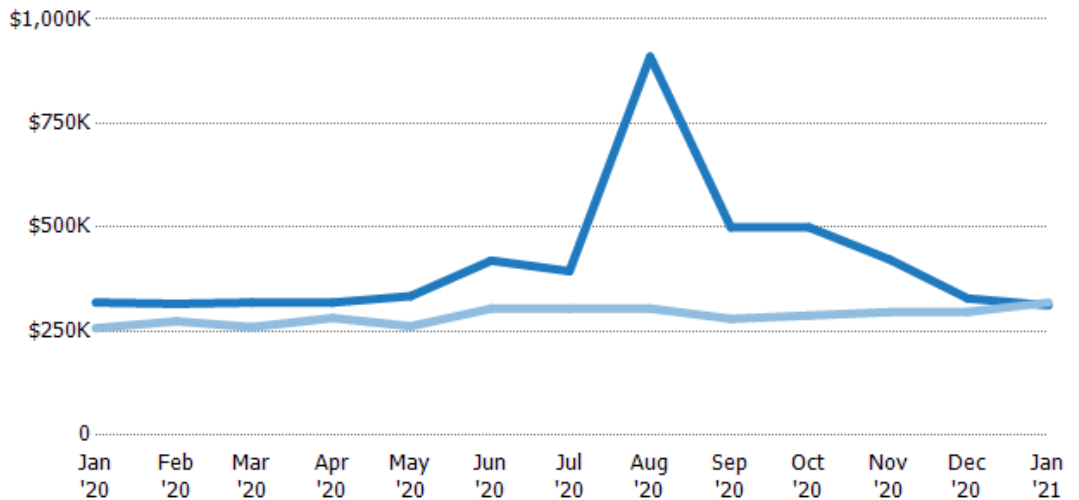
Median Listing Price

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.
Jan '21	\$312K	-2.1%
Jan '20	\$319K	23.9%
Jan '19	\$257K	37.7%



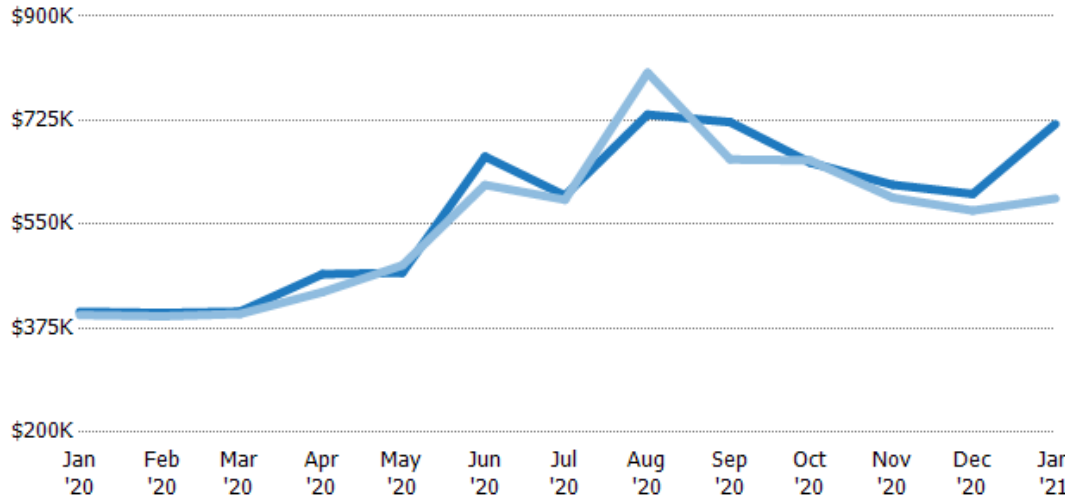
Current Year	\$319K	\$316K	\$319K	\$319K	\$334K	\$420K	\$394K	\$910K	\$500K	\$500K	\$422K	\$329K	\$312K
Prior Year	\$257K	\$274K	\$260K	\$282K	\$262K	\$305K	\$304K	\$305K	\$280K	\$288K	\$296K	\$296K	\$319K
Percent Change from Prior Year	24%	15%	23%	13%	28%	38%	30%	199%	79%	74%	43%	11%	-2%

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



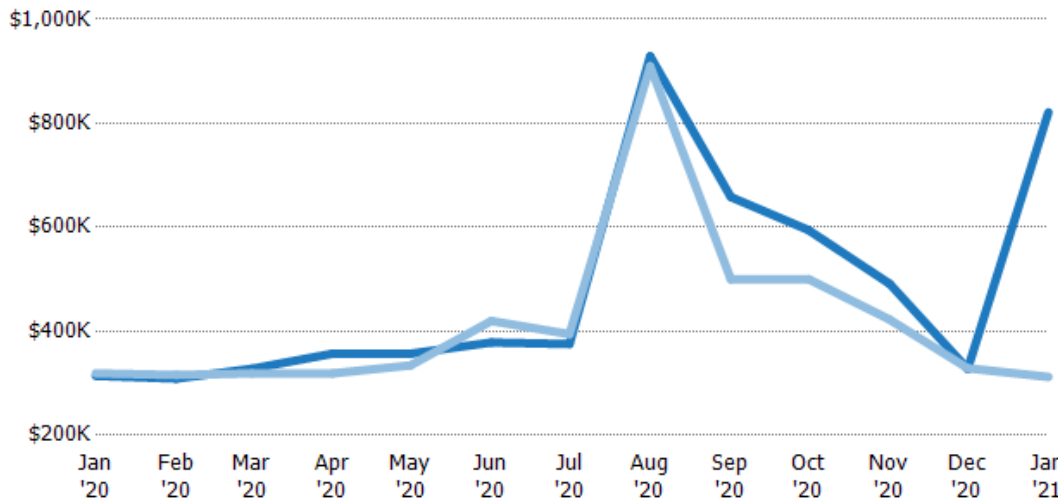
	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21
Avg Est Value	\$403K	\$401K	\$403K	\$466K	\$468K	\$664K	\$598K	\$735K	\$722K	\$654K	\$616K	\$601K	\$719K
Avg Listing Price	\$397K	\$395K	\$399K	\$436K	\$481K	\$616K	\$591K	\$805K	\$659K	\$658K	\$595K	\$573K	\$593K
Avg Listing Price as a % of Avg Est Value	99%	99%	99%	93%	103%	93%	99%	110%	91%	101%	96%	95%	83%

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



	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21
Median Est Value	\$314K	\$309K	\$328K	\$357K	\$357K	\$378K	\$375K	\$929K	\$658K	\$594K	\$491K	\$328K	\$821K
Median Listing Price	\$319K	\$316K	\$319K	\$319K	\$334K	\$420K	\$394K	\$910K	\$500K	\$500K	\$422K	\$329K	\$312K
Med Listing Price as a % of Med Est Value	101%	102%	97%	89%	94%	111%	105%	98%	76%	84%	86%	100%	38%

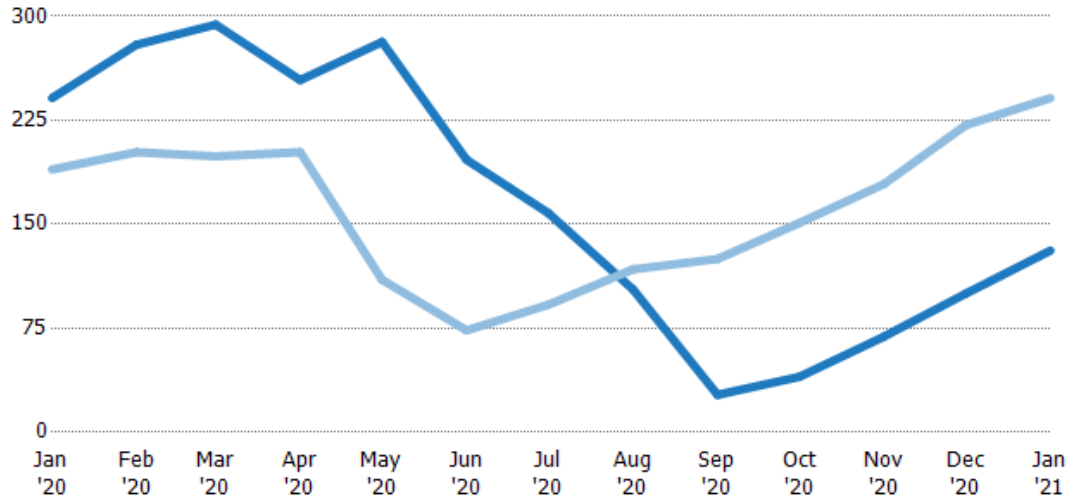
Median Days in RPR

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.
Jan '21	131	-45.6%
Jan '20	241	27.2%
Jan '19	190	6.3%



Current Year	241	280	294	254	282	197	158	103	27	40	69	100	131
Prior Year	190	202	199	202	110	73.5	92	118	125	151	179	222	241
Percent Change from Prior Year	27%	38%	48%	26%	156%	167%	72%	-12%	-78%	-74%	-61%	-55%	-46%

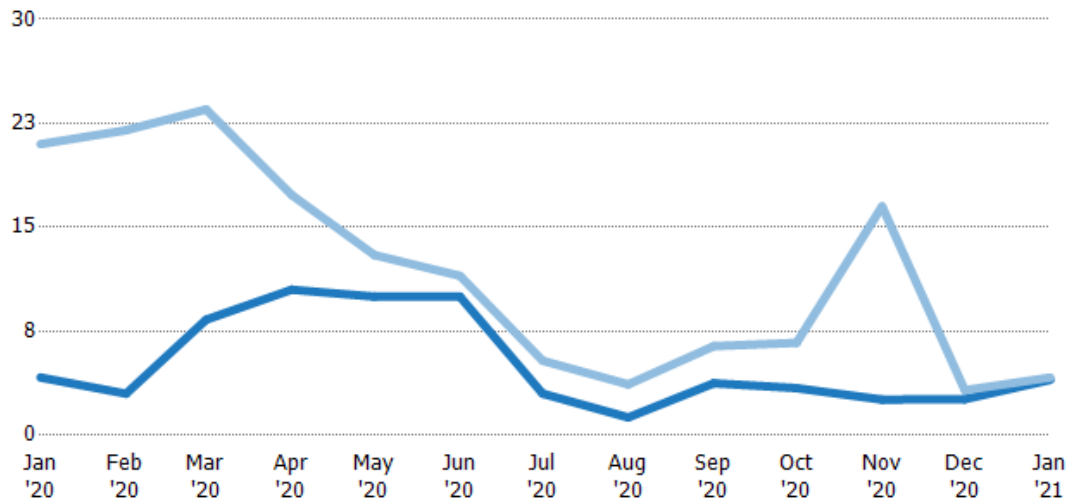
Months of Inventory

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.
Jan '21	4	-4%
Jan '20	4.17	-80.2%
Jan '19	21	-78.2%



Current Year	4.17	3	8.33	10.5	10	10	3	1.29	3.75	3.4	2.57	2.6	4
Prior Year	21	22	23.5	17.3	13	11.5	5.38	3.67	6.43	6.67	16.5	3.25	4.17
Percent Change from Prior Year	-80%	-86%	-65%	-39%	-23%	-13%	-44%	-65%	-42%	-49%	-84%	-20%	-4%

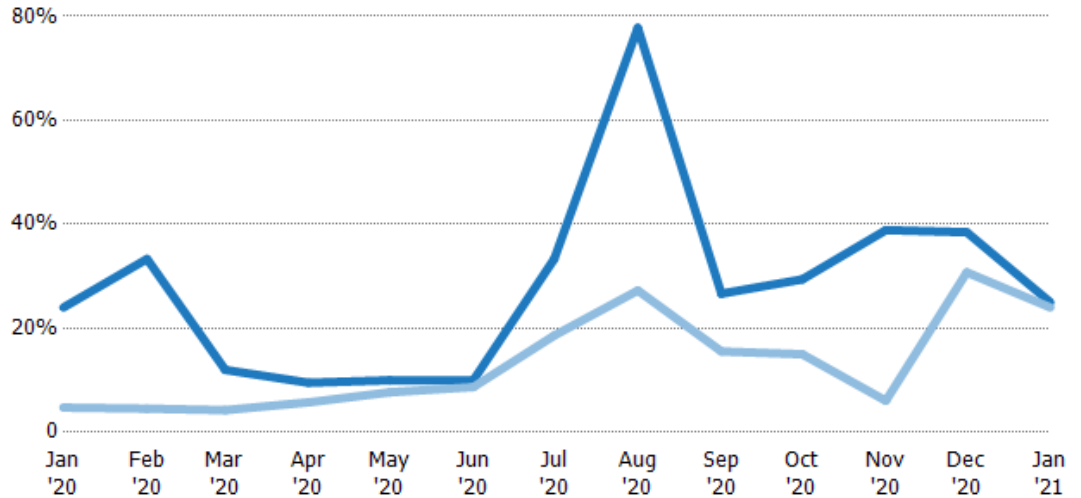
Absorption Rate

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.
Jan '21	25%	-1%
Jan '20	24%	-19.2%
Jan '19	5%	359.5%



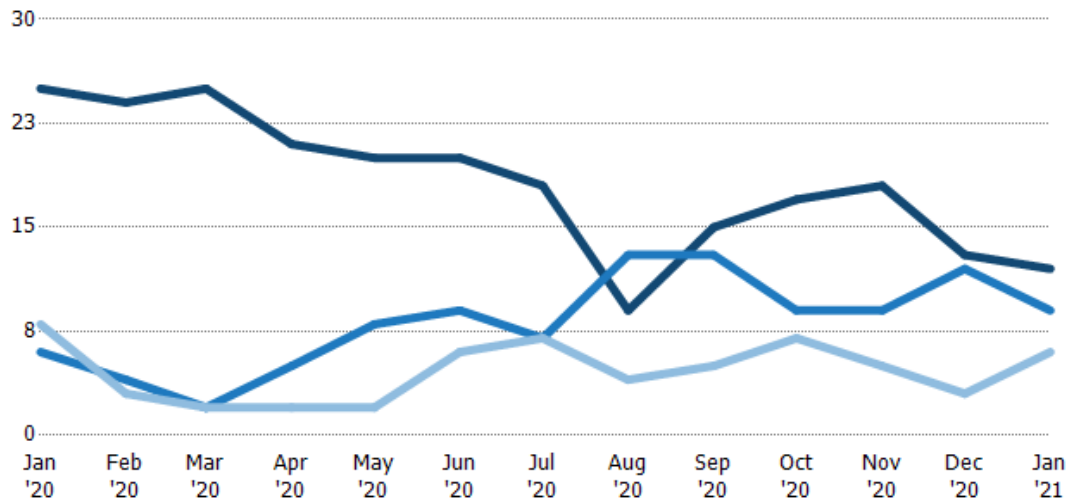
	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21
Current Year	24%	33%	12%	10%	10%	10%	33%	78%	27%	29%	39%	38%	25%
Prior Year	5%	5%	4%	6%	8%	9%	19%	27%	16%	15%	6%	31%	24%
Change from Prior Year	-19%	-29%	-8%	-4%	-2%	-1%	-15%	-51%	-11%	-14%	-33%	-8%	-1%

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



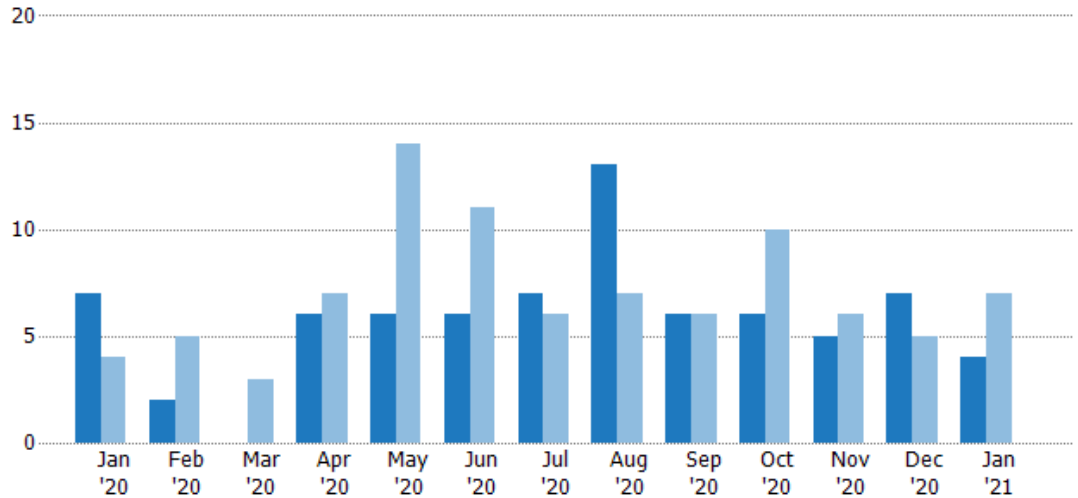
	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21
Active	25	24	25	21	20	20	18	9	15	17	18	13	12
Pending	6	4	2	5	8	9	7	13	13	9	9	12	9
Sold	8	3	2	2	2	6	7	4	5	7	5	3	6

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



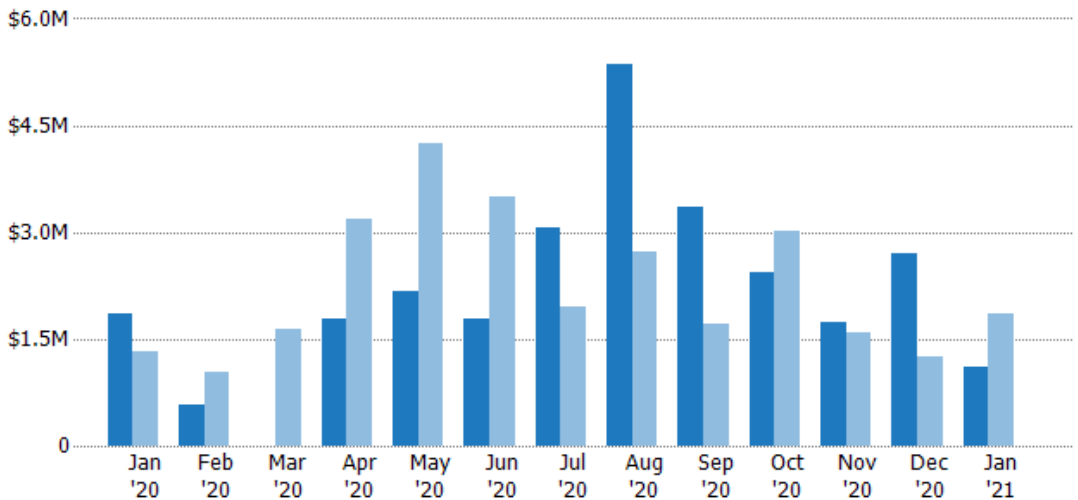
Current Year	7	2	-	6	6	6	7	13	6	6	5	7	4
Prior Year	4	5	3	7	14	11	6	7	6	10	6	5	7
Percent Change from Prior Year	75%	-60%	-100%	-14%	-57%	-45%	17%	86%	0%	-40%	-17%	40%	-43%

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	\$1.85M	\$579K	-	\$1.77M	\$2.17M	\$1.78M	\$3.07M	\$5.35M	\$3.35M	\$2.44M	\$1.74M	\$2.71M	\$1.11M
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	\$1.85M
Percent Change from Prior Year	40%	-44%	-100%	-44%	-49%	-49%	57%	97%	95%	-19%	10%	118%	-40%

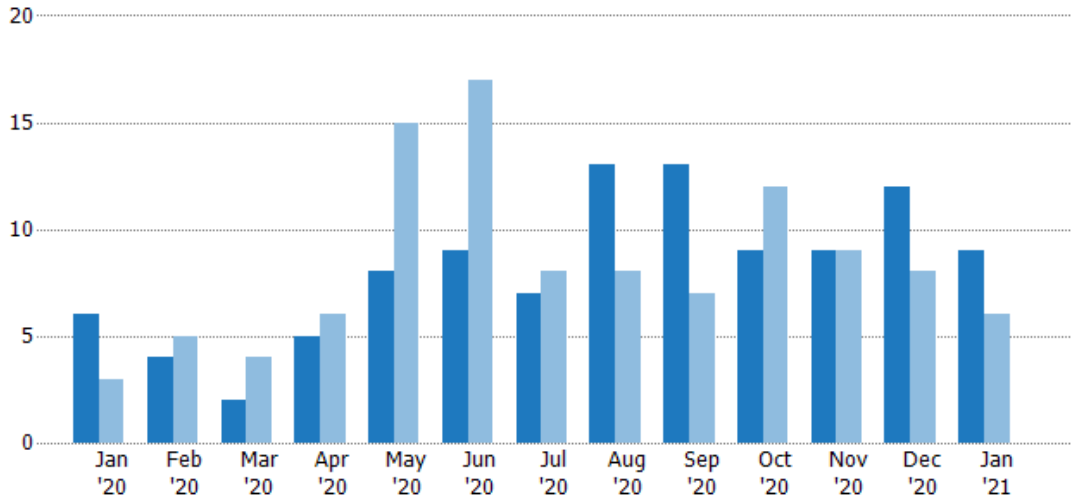
Pending Sales

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.
Jan '21	9	50%
Jan '20	6	100%
Jan '19	3	133.3%



	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21
Current Year	6	4	2	5	8	9	7	13	13	9	9	12	9
Prior Year	3	5	4	6	15	17	8	8	7	12	9	8	6
Percent Change from Prior Year	100%	-20%	-50%	-17%	-47%	-47%	-13%	63%	86%	-25%	0%	50%	50%

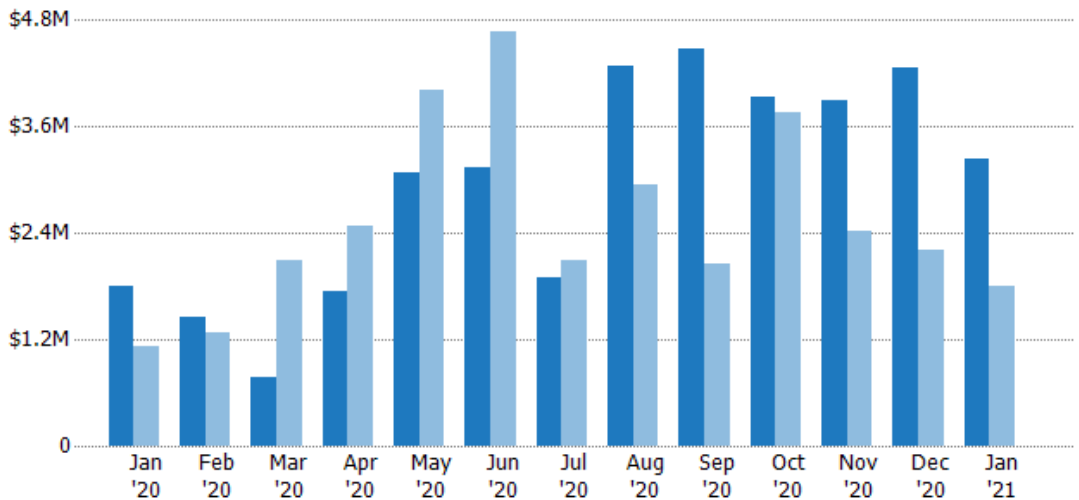
Pending Sales Volume

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.
Jan '21	\$3.24M	79.3%
Jan '20	\$1.8M	60.7%
Jan '19	\$1.12M	90.1%



	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21
Current Year	\$1.8M	\$1.45M	\$778K	\$1.75M	\$3.07M	\$3.14M	\$1.89M	\$4.28M	\$4.48M	\$3.93M	\$3.89M	\$4.25M	\$3.24M
Prior Year	\$1.12M	\$1.28M	\$2.1M	\$2.48M	\$4.01M	\$4.67M	\$2.09M	\$2.95M	\$2.05M	\$3.75M	\$2.42M	\$2.21M	\$1.8M
Percent Change from Prior Year	61%	13%	-63%	-29%	-23%	-33%	-10%	45%	118%	5%	61%	92%	79%

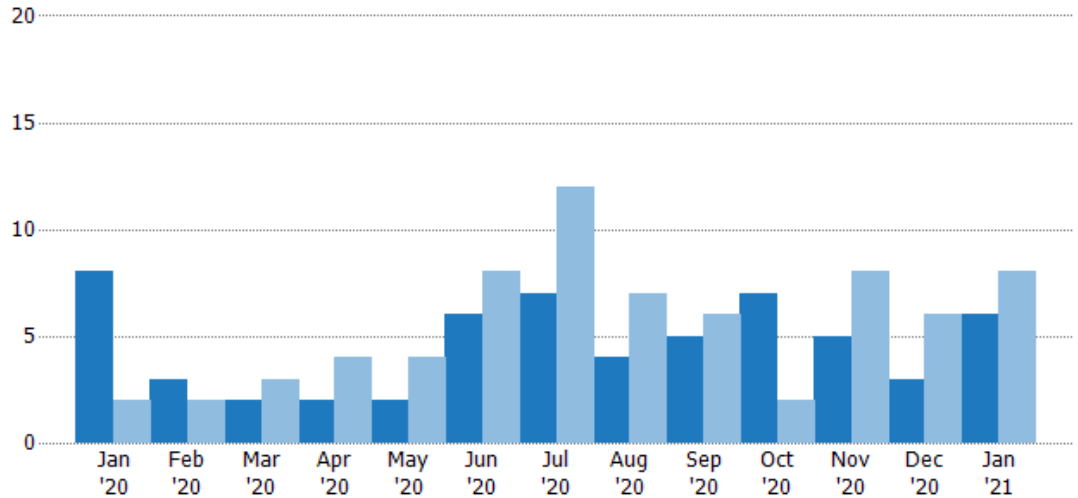
Closed Sales

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.
Jan '21	6	-25%
Jan '20	8	300%
Jan '19	2	



Current Year	8	3	2	2	2	6	7	4	5	7	5	3	6
Prior Year	2	2	3	4	4	8	12	7	6	2	8	6	8
Percent Change from Prior Year	300%	50%	-33%	-50%	-50%	-25%	-42%	-43%	-17%	250%	-38%	-50%	-25%

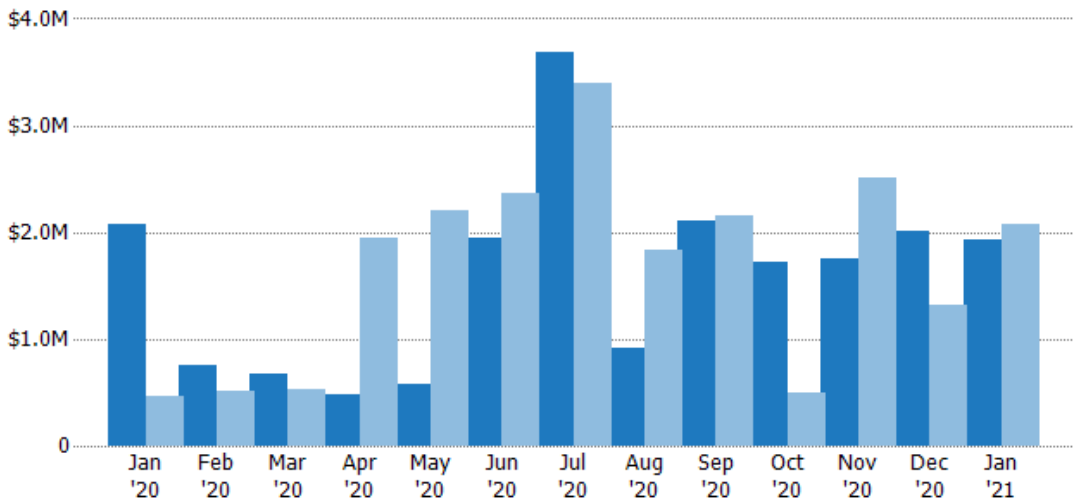
Closed Sales Volume

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.
Jan '21	\$1.93M	-7.2%
Jan '20	\$2.08M	351.3%
Jan '19	\$460K	



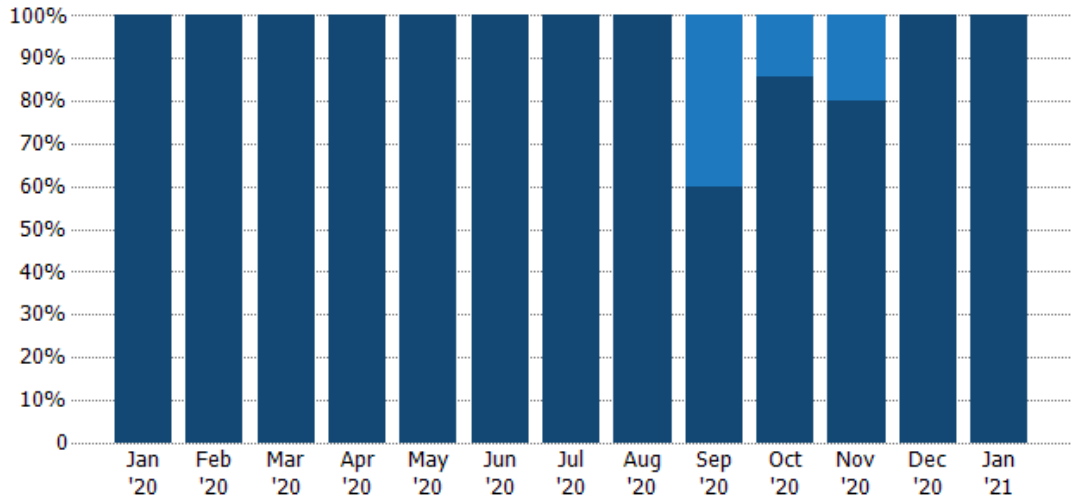
Current Year	\$2.08M	\$754K	\$674K	\$484K	\$576K	\$1.95M	\$3.68M	\$911K	\$2.11M	\$1.71M	\$1.76M	\$2.02M	\$1.93M
Prior Year	\$460K	\$509K	\$536K	\$1.94M	\$2.21M	\$2.37M	\$3.39M	\$1.84M	\$2.16M	\$490K	\$2.5M	\$1.32M	\$2.08M
Percent Change from Prior Year	351%	48%	26%	-75%	-74%	-18%	9%	-51%	-2%	250%	-30%	52%	-7%

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	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21
Condo/Townhouse	-	-	-	-	-	-	-	-	40%	14%	20%	-	-
Single Family Residence	100%	100%	100%	100%	100%	100%	100%	100%	60%	86%	80%	100%	100%

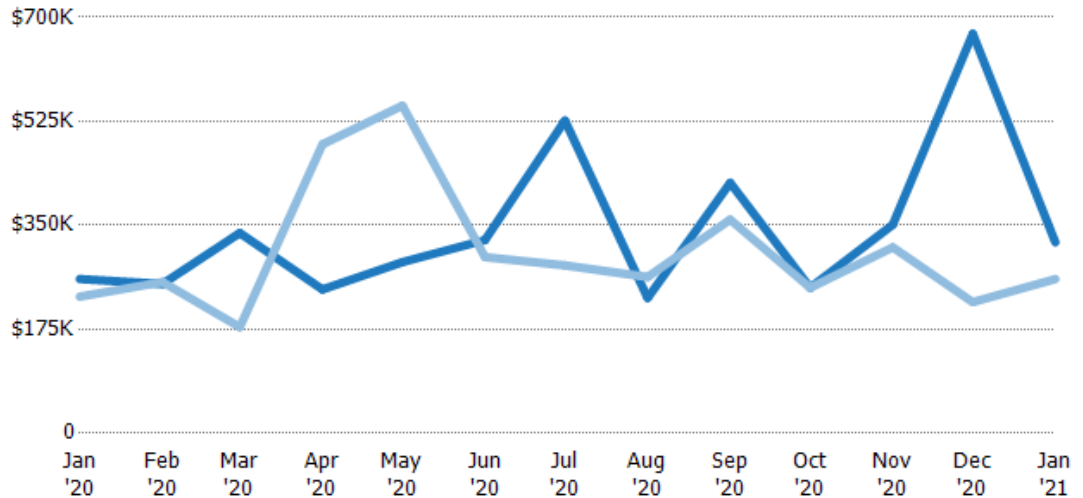
Average Sales Price

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.
Jan '21	\$321K	23.8%
Jan '20	\$260K	12.8%
Jan '19	\$230K	



Property Type	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21
Current Year	\$260K	\$251K	\$337K	\$242K	\$288K	\$325K	\$526K	\$228K	\$422K	\$245K	\$351K	\$672K	\$321K
Prior Year	\$230K	\$255K	\$179K	\$486K	\$551K	\$296K	\$283K	\$263K	\$360K	\$245K	\$313K	\$221K	\$260K
Percent Change from Prior Year	13%	-1%	89%	-50%	-48%	10%	86%	-13%	17%	0%	12%	205%	24%

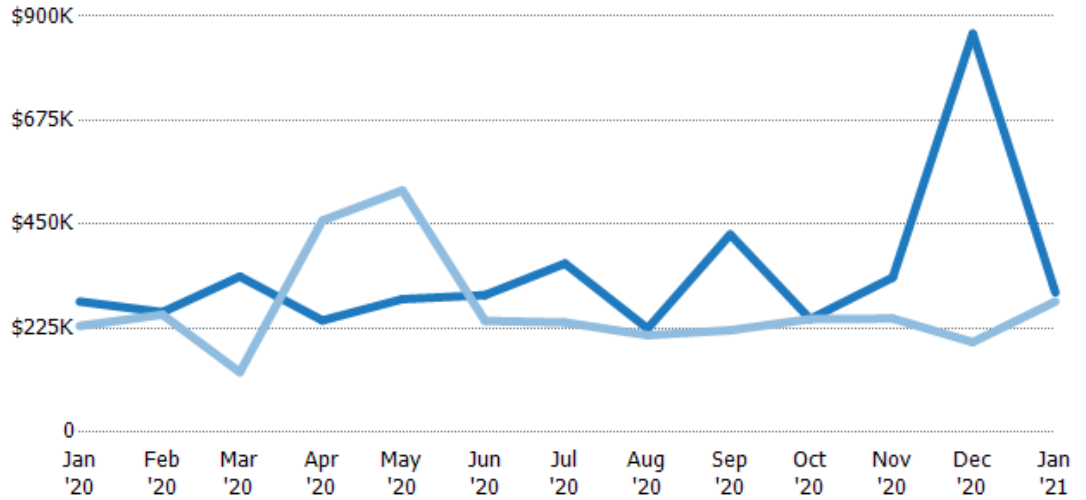
Median Sales Price

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.
Jan '21	\$303K	7%
Jan '20	\$283K	22.9%
Jan '19	\$230K	



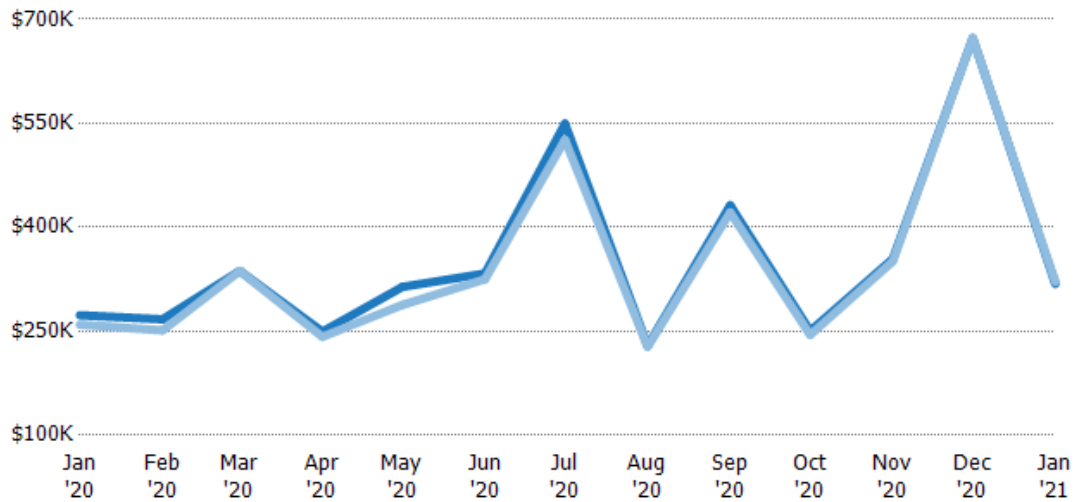
Current Year	\$283K	\$260K	\$337K	\$242K	\$288K	\$297K	\$365K	\$225K	\$428K	\$245K	\$335K	\$863K	\$303K
Prior Year	\$230K	\$255K	\$130K	\$458K	\$523K	\$241K	\$238K	\$210K	\$221K	\$245K	\$246K	\$195K	\$283K
Percent Change from Prior Year	23%	2%	159%	-47%	-45%	23%	54%	7%	94%	0%	36%	342%	7%

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



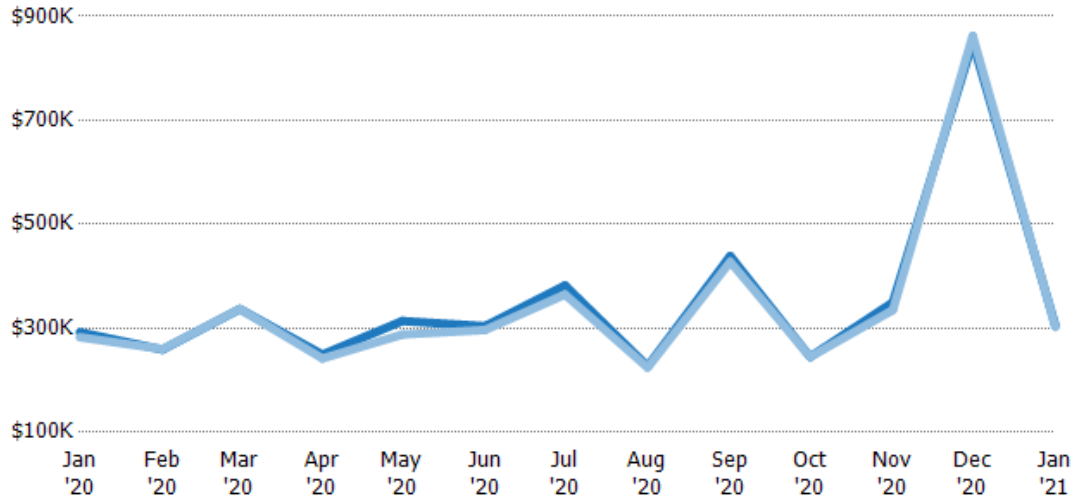
Avg List Price	\$273K	\$267K	\$337K	\$249K	\$314K	\$333K	\$549K	\$229K	\$432K	\$250K	\$354K	\$673K	\$318K
Avg Sales Price	\$260K	\$251K	\$337K	\$242K	\$288K	\$325K	\$526K	\$228K	\$422K	\$245K	\$351K	\$672K	\$321K
Avg Sales Price as a % of Avg List Price	95%	94%	100%	97%	92%	97%	96%	99%	98%	98%	99%	100%	101%

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



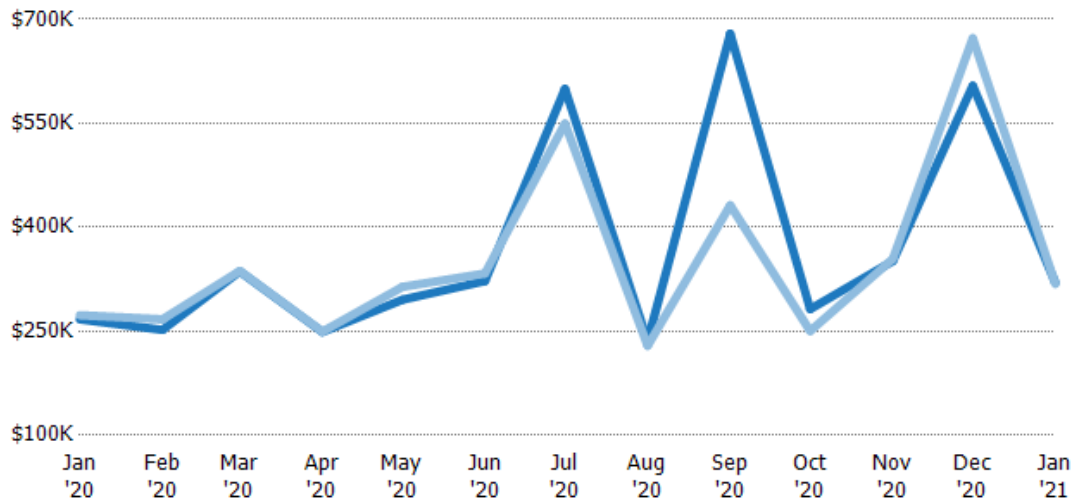
Median List Price	\$293K	\$259K	\$337K	\$249K	\$314K	\$304K	\$383K	\$227K	\$439K	\$245K	\$350K	\$850K	\$305K
Median Sales Price	\$283K	\$260K	\$337K	\$242K	\$288K	\$297K	\$365K	\$225K	\$428K	\$245K	\$335K	\$863K	\$303K
Med Sales Price as a % of Med List Price	97%	100%	100%	97%	92%	98%	95%	99%	97%	100%	96%	101%	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



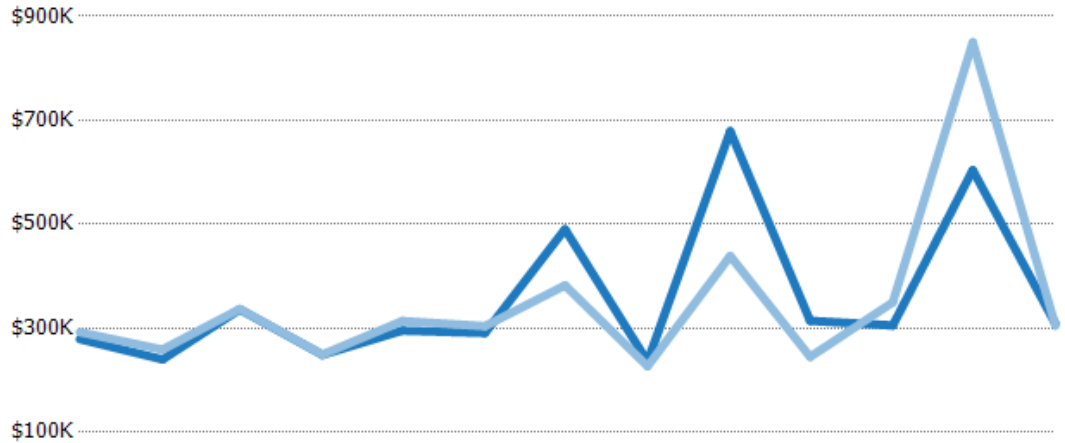
Avg Est Value	\$267K	\$252K	\$336K	\$249K	\$295K	\$323K	\$600K	\$236K	\$679K	\$282K	\$351K	\$604K	\$320K
Avg Sales Price	\$273K	\$267K	\$337K	\$249K	\$314K	\$333K	\$549K	\$229K	\$432K	\$250K	\$354K	\$673K	\$318K
Avg Sales Price as a % of Avg Est Value	102%	106%	100%	100%	106%	103%	92%	97%	64%	89%	101%	111%	100%

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



	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21
Median Est Value	\$279K	\$240K	\$336K	\$249K	\$295K	\$291K	\$490K	\$236K	\$679K	\$314K	\$306K	\$604K	\$309K
Median Sales Price	\$293K	\$259K	\$337K	\$249K	\$314K	\$304K	\$383K	\$227K	\$439K	\$245K	\$350K	\$850K	\$305K
Med Sales Price as a % of Med Est Value	105%	108%	100%	100%	106%	104%	78%	96%	65%	78%	115%	141%	99%