

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	Mar 2020	Mar 2019	+ / -	YTD 2020	YTD 2019	+ / -
Listing Activity Charts Metrics						
New Listing Count	10	5	+100%	17	18	-5.6%
New Listing Volume	\$1,855,800	\$731,400	+153.7%	\$2,887,200	\$2,359,300	+22.4%
Active Listing Count	63	76	-17.1%	N/A	N/A	
Active Listing Volume	\$10,823,690	\$13,312,900	-18.7%	N/A	N/A	
Average Listing Price	\$171,805	\$175,170	-1.9%	\$172,198	\$173,940	-1%
Median Listing Price	\$125,000	\$134,450	-7%	\$128,622	\$130,576	-1.5%
Median Days in RPR	231	209.5	+10.3%	221.52	192.77	+14.9%
Months of Inventory	10.5	19	-44.7%	13.5	12.7	+6.4%
Absorption Rate	9.52%	5.26%	+4.3%	7.39%	7.86%	-0.5%
Sales Activity Charts Metrics						
New Pending Sales Count	8	8	+—	26	19	+36.8%
New Pending Sales Volume	\$1,417,200	\$963,950	+47%	\$4,164,800	\$2,736,450	+52.2%
Pending Sales Count	12	8	+50%	N/A	N/A	
Pending Sales Volume	\$2,076,500	\$1,124,750	+84.6%	N/A	N/A	
Closed Sales Count	7	5	+40%	22	15	+46.7%
Closed Sales Volume	\$1,261,500	\$825,000	+52.9%	\$3,258,900	\$1,669,400	+95.2%
Average Sales Price	\$180,214	\$165,000	+9.2%	\$148,132	\$111,293	+33.1%
Median Sales Price	\$170,000	\$132,000	+28.8%	\$132,364	\$82,980	+59.5%

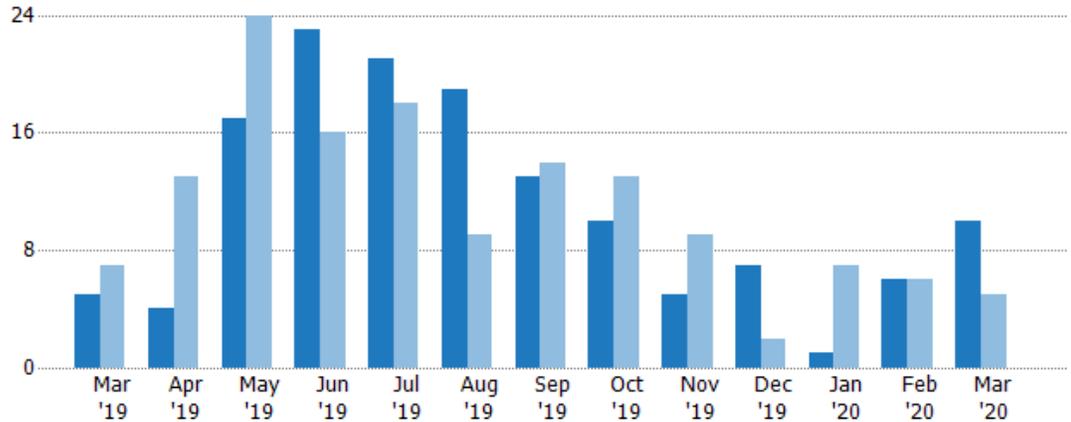
New Listings

The number of new residential listings that were added each month.

Filters Used

State: VT
 County: Essex County, Vermont
 Property Type: Condo/Townhouse/Apt, Single Family Residence

Month/Year	Count	% Chg.
Mar '20	10	100%
Mar '19	5	-28.6%
Mar '18	7	14.3%



Current Year	5	4	17	23	21	19	13	10	5	7	1	6	10
Prior Year	7	13	24	16	18	9	14	13	9	2	7	6	5
Percent Change from Prior Year	-29%	-69%	-29%	44%	17%	111%	-7%	-23%	-44%	250%	-86%	0%	100%

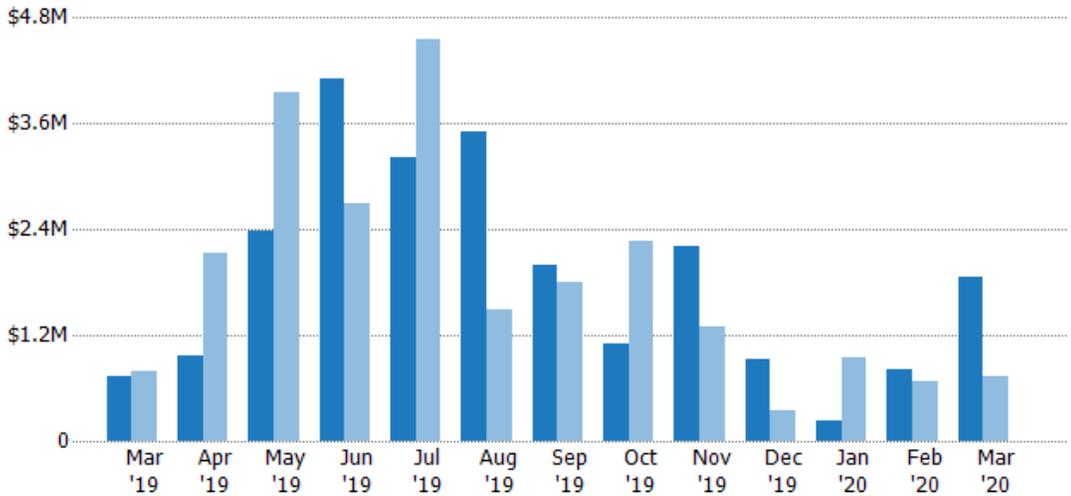
New Listing Volume

The sum of the listing price of residential listings that were added each month.

Filters Used

State: VT
 County: Essex County, Vermont
 Property Type: Condo/Townhouse/Apt, Single Family Residence

Month/Year	Volume	% Chg.
Mar '20	\$1.86M	153.7%
Mar '19	\$731K	-7.1%
Mar '18	\$787K	21.6%



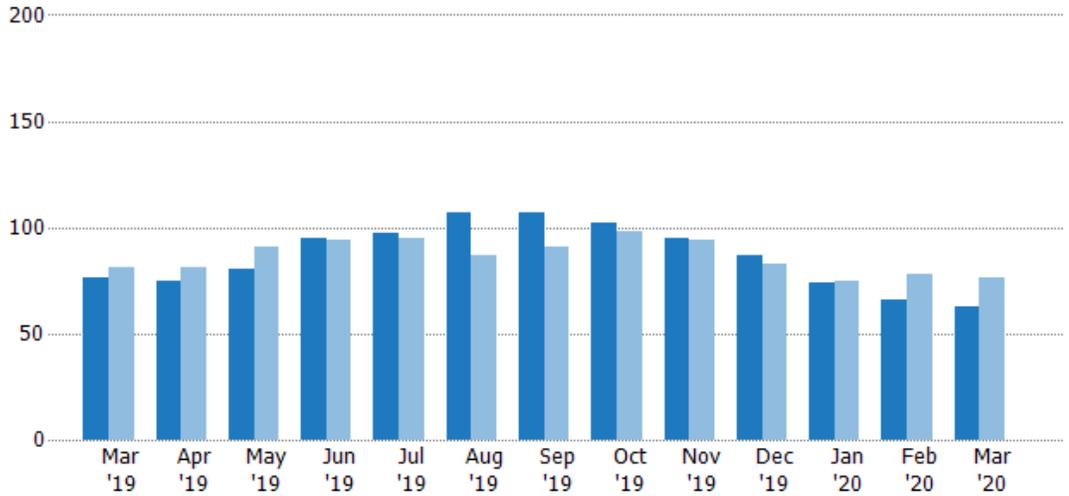
Current Year	\$731K	\$957K	\$2.38M	\$4.11M	\$3.22M	\$3.5M	\$1.99M	\$1.1M	\$2.21M	\$934K	\$228K	\$804K	\$1.86M
Prior Year	\$787K	\$2.12M	\$3.96M	\$2.7M	\$4.56M	\$1.48M	\$1.8M	\$2.27M	\$1.3M	\$345K	\$957K	\$671K	\$731K
Percent Change from Prior Year	-7%	-55%	-40%	52%	-29%	136%	10%	-52%	70%	171%	-76%	20%	154%

Active Listings

The number of active residential listings at the end of each month.

Filters Used

State: VT
 County: Essex County, Vermont
 Property Type: Condo/Townhouse/Apt, Single Family Residence



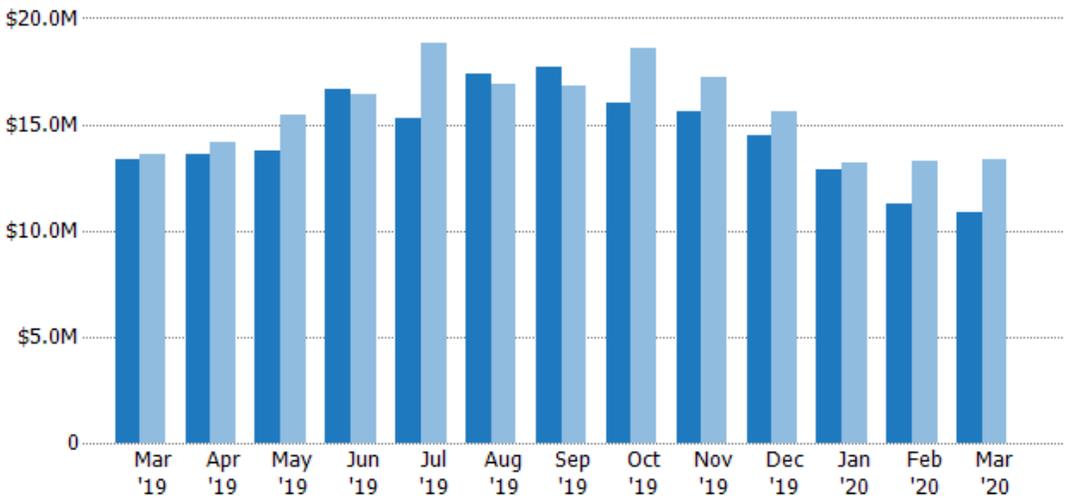
Month/Year	Current Year	Prior Year	Percent Change from Prior Year
Mar '20	63	76	-17.1%
Mar '19	76	81	-6.2%
Mar '18	81	81	-11.1%

Active Listing Volume

The sum of the listing price of active residential listings at the end of each month.

Filters Used

State: VT
 County: Essex County, Vermont
 Property Type: Condo/Townhouse/Apt, Single Family Residence



Month/Year	Current Year	Prior Year	Percent Change from Prior Year
Mar '20	\$10.8M	\$13.3M	-18.7%
Mar '19	\$13.3M	\$13.6M	-2.3%
Mar '18	\$13.6M	\$13.6M	-26%

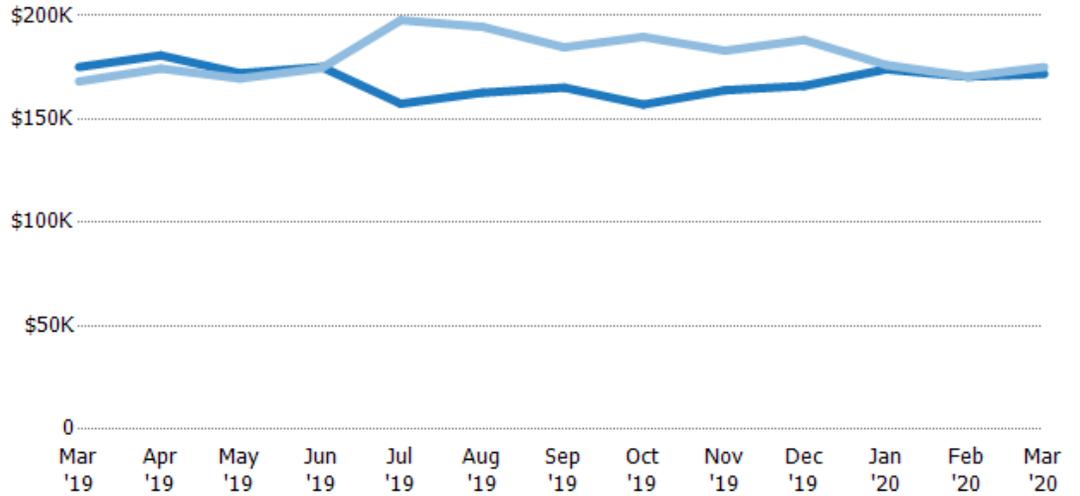
Average Listing Price

The average listing price of active residential listings at the end of each month.

Filters Used

State: VT
 County: Essex County, Vermont
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence

Month/ Year	Price	% Chg.
Mar '20	\$172K	-1.9%
Mar '19	\$175K	4.1%
Mar '18	\$168K	-16.8%



Current Year	\$175K	\$181K	\$172K	\$175K	\$157K	\$163K	\$165K	\$157K	\$164K	\$166K	\$174K	\$171K	\$172K
Prior Year	\$168K	\$174K	\$170K	\$175K	\$198K	\$195K	\$185K	\$190K	\$183K	\$188K	\$176K	\$171K	\$175K
Percent Change from Prior Year	4%	4%	2%	0%	-20%	-16%	-11%	-17%	-10%	-12%	-1%	0%	-2%

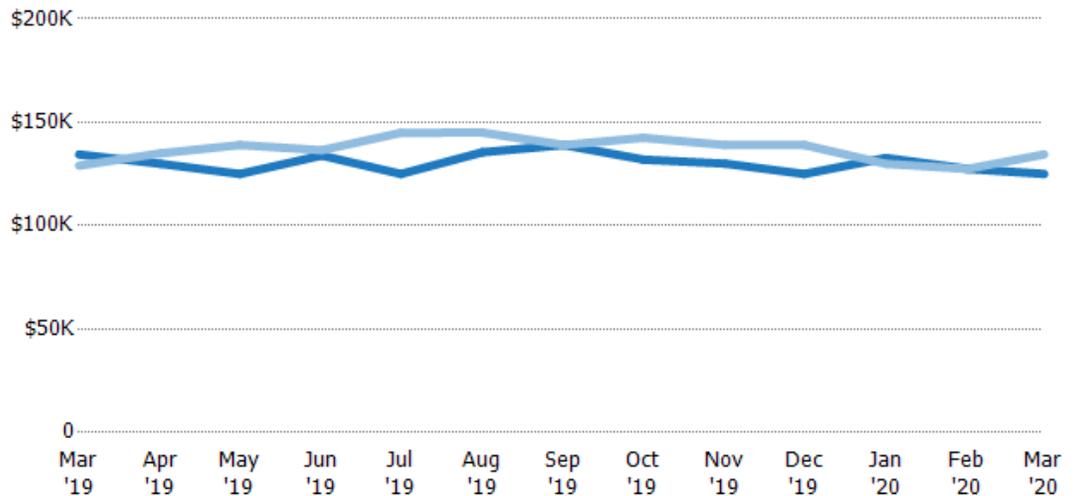
Median Listing Price

The median listing price of active residential listings at the end of each month.

Filters Used

State: VT
 County: Essex County, Vermont
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence

Month/ Year	Price	% Chg.
Mar '20	\$125K	-7%
Mar '19	\$134K	4.2%
Mar '18	\$129K	-7%



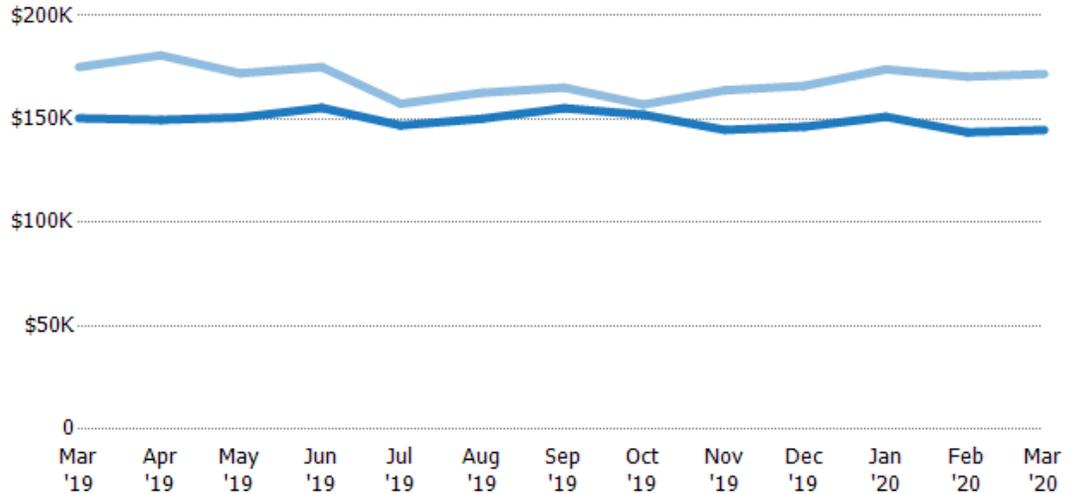
Current Year	\$134K	\$130K	\$125K	\$134K	\$125K	\$136K	\$139K	\$132K	\$130K	\$125K	\$133K	\$127K	\$125K
Prior Year	\$129K	\$135K	\$139K	\$137K	\$145K	\$145K	\$139K	\$142K	\$139K	\$139K	\$130K	\$127K	\$134K
Percent Change from Prior Year	4%	-4%	-10%	-2%	-14%	-7%	0%	-7%	-6%	-10%	2%	0%	-7%

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

State: VT
 County: Essex County, Vermont
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence



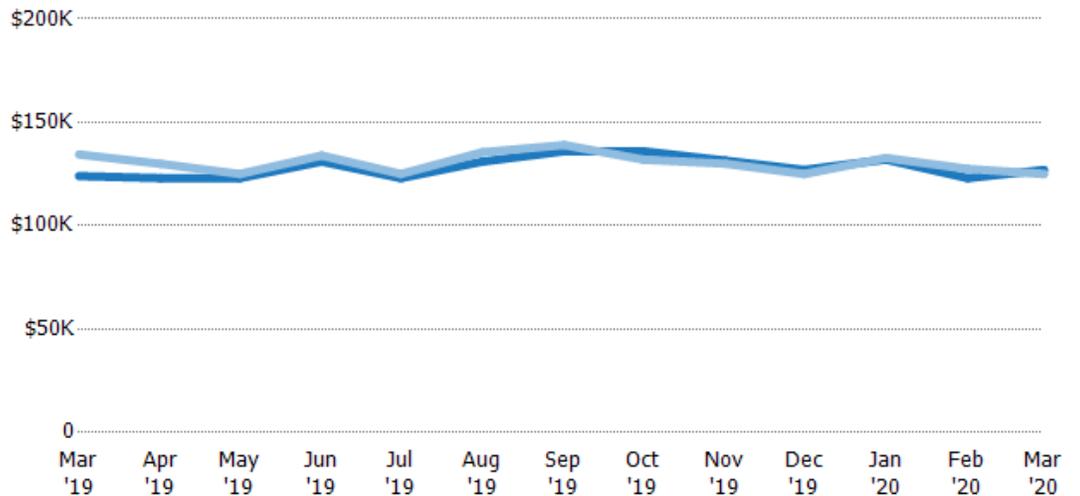
	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20
Avg Est Value	\$150K	\$150K	\$151K	\$155K	\$147K	\$150K	\$155K	\$152K	\$145K	\$146K	\$151K	\$144K	\$145K
Avg Listing Price	\$175K	\$181K	\$172K	\$175K	\$157K	\$163K	\$165K	\$157K	\$164K	\$166K	\$174K	\$171K	\$172K
Avg Listing Price as a % of Avg Est Value	116%	121%	114%	113%	107%	108%	106%	103%	113%	113%	115%	119%	119%

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

State: VT
 County: Essex County, Vermont
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence



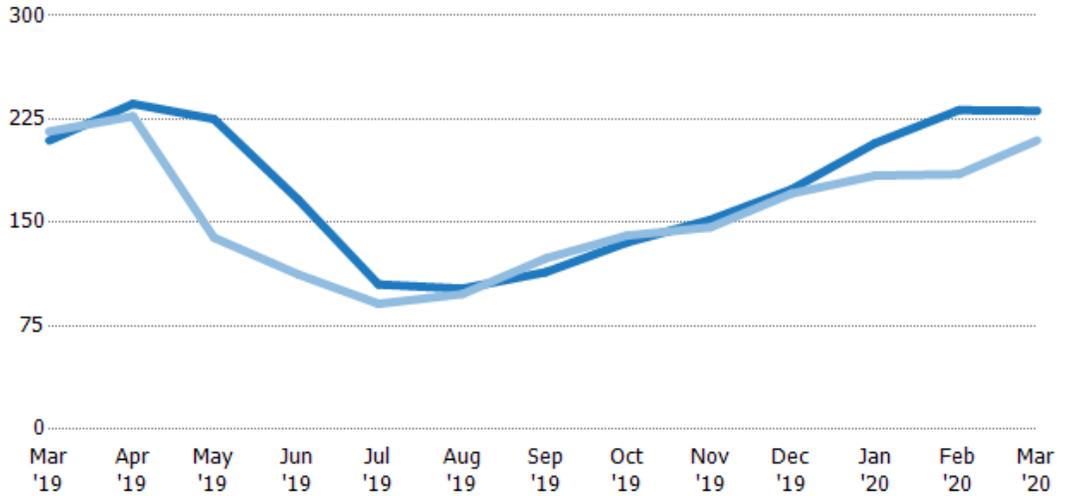
	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20
Median Est Value	\$124K	\$123K	\$123K	\$131K	\$123K	\$131K	\$136K	\$136K	\$132K	\$127K	\$132K	\$123K	\$127K
Median Listing Price	\$134K	\$130K	\$125K	\$134K	\$125K	\$136K	\$139K	\$132K	\$130K	\$125K	\$133K	\$127K	\$125K
Med Listing Price as a % of Med Est Value	108%	106%	102%	102%	102%	103%	102%	97%	99%	98%	101%	104%	98%

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

State: VT
 County: Essex County, Vermont
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence



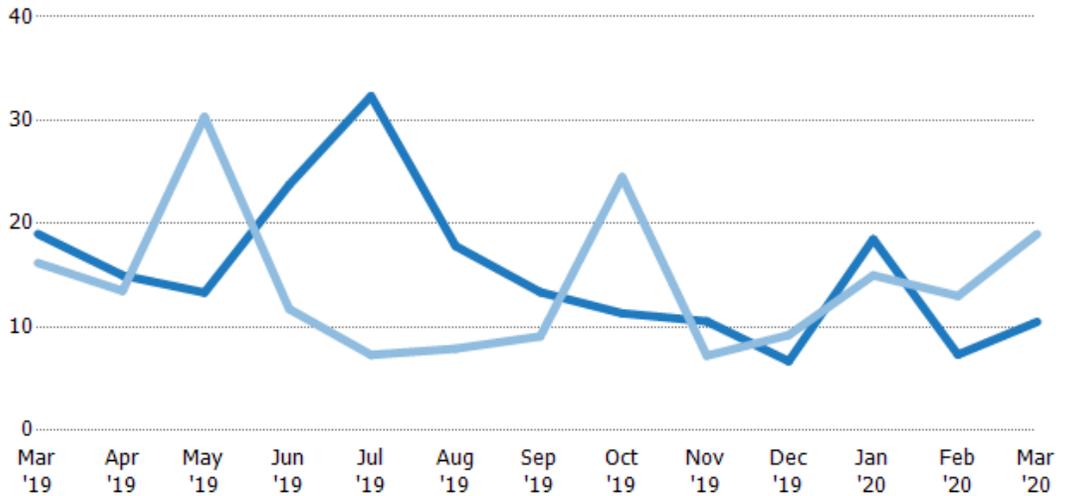
	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20
Current Year	210	236	225	167	105	102	114	136	152	174	208	232	231
Prior Year	216	227	139	113	91	98	124	141	147	171	184	185	210
Percent Change from Prior Year	-3%	4%	62%	48%	15%	4%	-8%	-4%	4%	2%	13%	25%	10%

Months of Inventory

The number of months it would take to exhaust active listings at the current sales rate.

Filters Used

State: VT
 County: Essex County, Vermont
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence



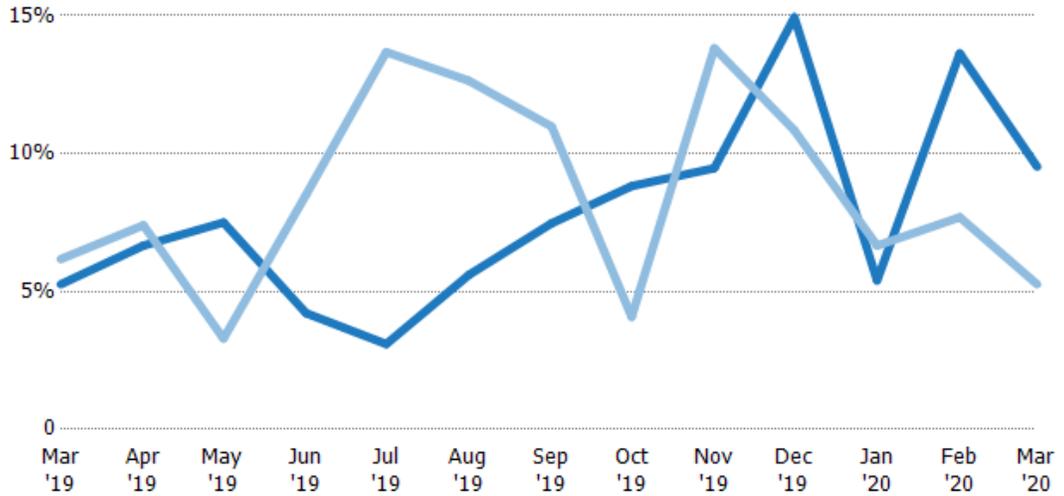
	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20
Current Year	19	15	13.3	23.8	32.3	17.8	13.4	11.3	10.6	6.69	18.5	7.33	10.5
Prior Year	16.2	13.5	30.3	11.8	7.31	7.91	9.1	24.5	7.23	9.22	15	13	19
Percent Change from Prior Year	17%	11%	-56%	102%	342%	125%	47%	-54%	46%	-27%	23%	-44%	-45%

Absorption Rate

The percentage of inventory sold per month.

Filters Used

State: VT
 County: Essex County, Vermont
 Property Type: Condo/Townhouse/Apt, Single Family Residence



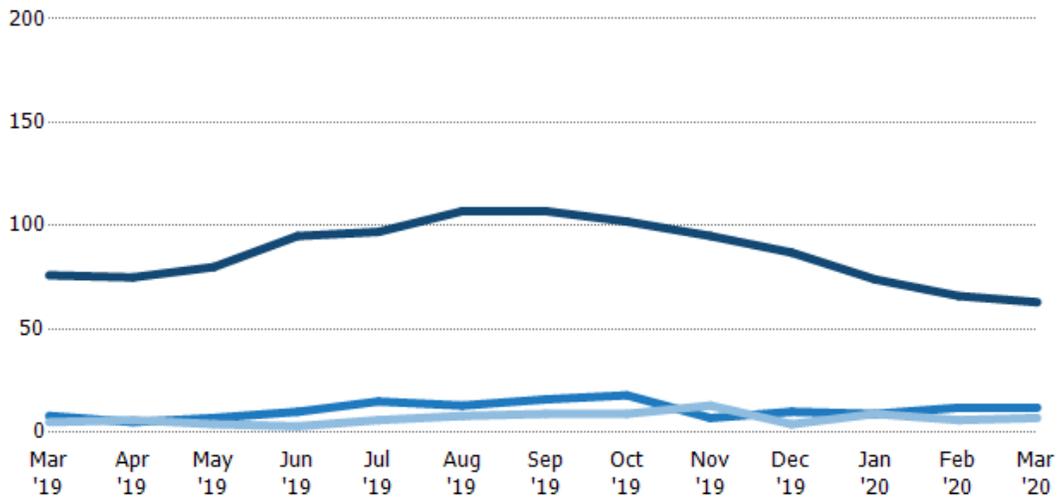
	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20
Current Year	5%	7%	8%	4%	3%	6%	7%	9%	9%	15%	5%	14%	10%
Prior Year	6%	7%	3%	9%	14%	13%	11%	4%	14%	11%	7%	8%	5%
Change from Prior Year	1%	1%	-4%	4%	11%	7%	4%	-5%	4%	-4%	1%	-6%	-4%

Active/Pending/Sold Units

The number of residential properties that were Active, Pending and Sold each month.

Filters Used

State: VT
 County: Essex County, Vermont
 Property Type: Condo/Townhouse/Apt, Single Family Residence



	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20
Active	76	75	80	95	97	107	107	102	95	87	74	66	63
Pending	8	5	7	10	15	13	16	18	7	10	9	12	12
Sold	5	6	4	3	6	8	9	9	13	4	9	6	7

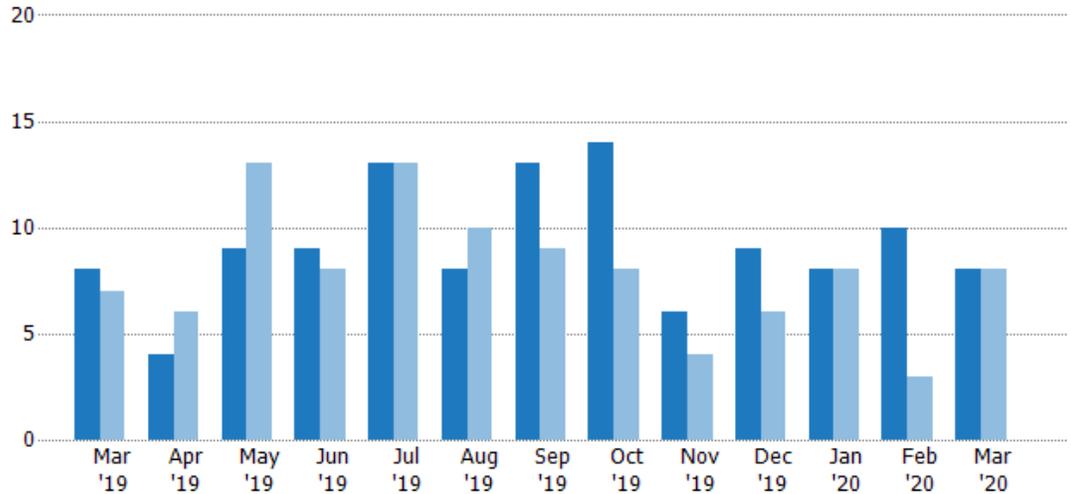
New Pending Sales

The number of residential properties with accepted offers that were added each month.

Filters Used

State: VT
 County: Essex County, Vermont
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence

Month/Year	Count	% Chg.
Mar '20	8	0%
Mar '19	8	14.3%
Mar '18	7	42.9%



	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20
Current Year	8	4	9	9	13	8	13	14	6	9	8	10	8
Prior Year	7	6	13	8	13	10	9	8	4	6	8	3	8
Percent Change from Prior Year	14%	-33%	-31%	13%	0%	-20%	44%	75%	50%	50%	0%	233%	0%

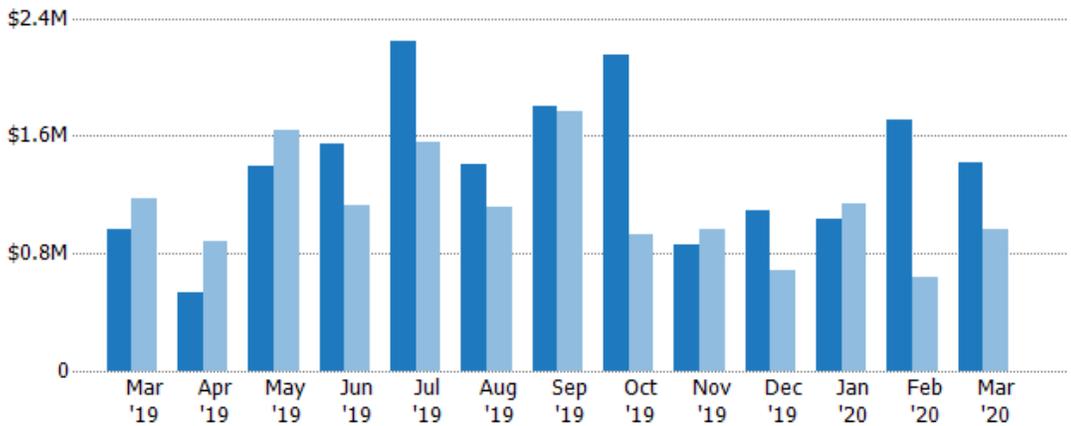
New Pending Sales Volume

The sum of the sales price of residential properties with accepted offers that were added each month.

Filters Used

State: VT
 County: Essex County, Vermont
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence

Month/Year	Volume	% Chg.
Mar '20	\$1.42M	47%
Mar '19	\$964K	-18%
Mar '18	\$1.18M	50%



	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20
Current Year	\$964K	\$535K	\$1.4M	\$1.55M	\$2.24M	\$1.4M	\$1.81M	\$2.15M	\$859K	\$1.09M	\$1.04M	\$1.71M	\$1.42M
Prior Year	\$1.18M	\$882K	\$1.64M	\$1.12M	\$1.56M	\$1.11M	\$1.77M	\$931K	\$967K	\$683K	\$1.13M	\$639K	\$964K
Percent Change from Prior Year	-18%	-39%	-15%	38%	44%	26%	2%	131%	-11%	60%	-8%	168%	47%

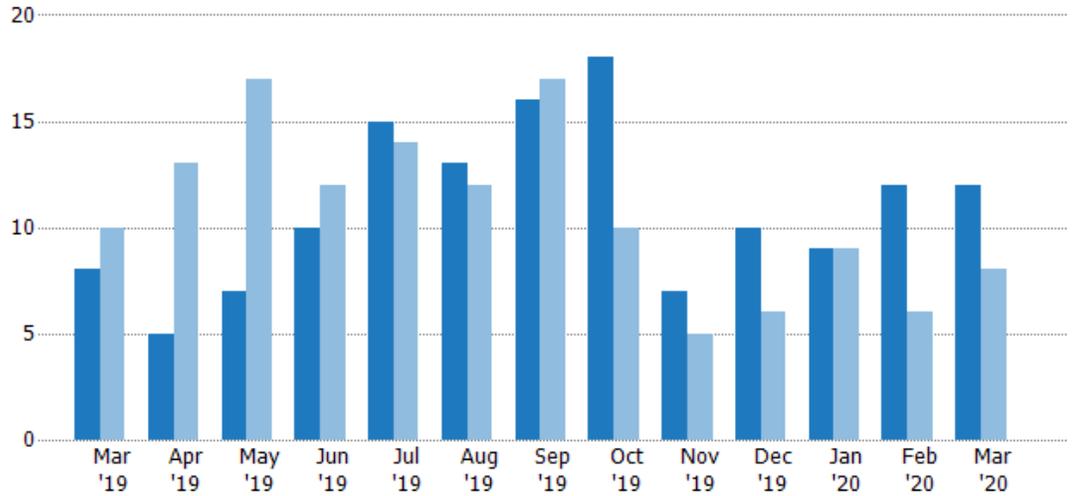
Pending Sales

The number of residential properties with accepted offers that were available at the end each month.

Filters Used

State: VT
 County: Essex County, Vermont
 Property Type: Condo/Townhouse/Apt, Single Family Residence

Month/Year	Count	% Chg.
Mar '20	12	50%
Mar '19	8	-20%
Mar '18	10	20%



	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20
Current Year	8	5	7	10	15	13	16	18	7	10	9	12	12
Prior Year	10	13	17	12	14	12	17	10	5	6	9	6	8
Percent Change from Prior Year	-20%	-62%	-59%	-17%	7%	8%	-6%	80%	40%	67%	0%	100%	50%

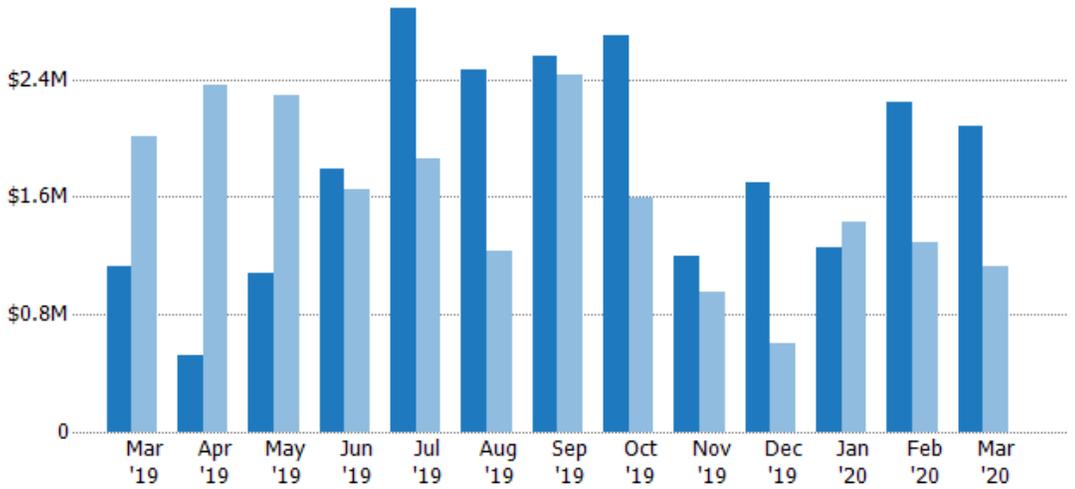
Pending Sales Volume

The sum of the sales price of residential properties with accepted offers that were available at the end of each month.

Filters Used

State: VT
 County: Essex County, Vermont
 Property Type: Condo/Townhouse/Apt, Single Family Residence

Month/Year	Volume	% Chg.
Mar '20	\$2.08M	84.6%
Mar '19	\$1.12M	-43.9%
Mar '18	\$2.01M	2.9%



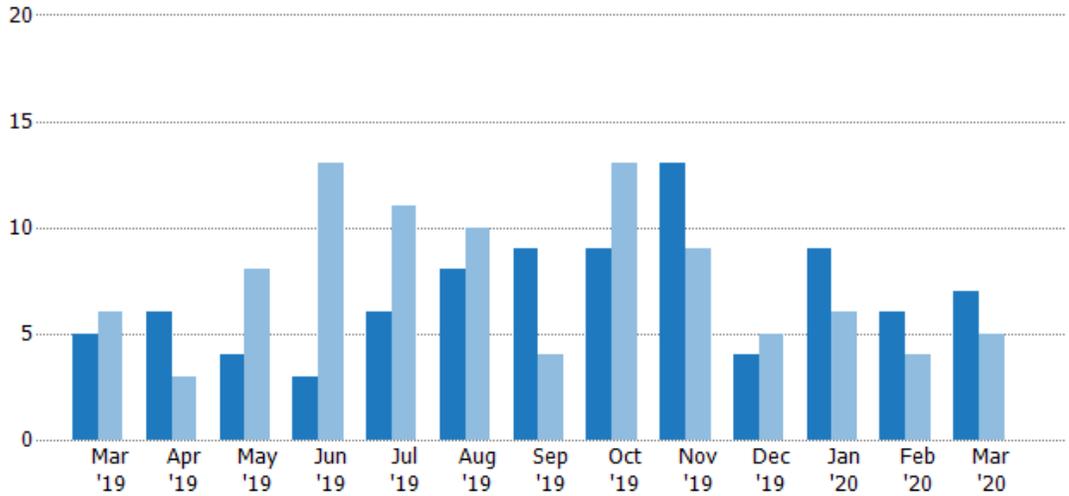
	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20
Current Year	\$1.12M	\$527K	\$1.09M	\$1.78M	\$2.88M	\$2.47M	\$2.56M	\$2.7M	\$1.19M	\$1.69M	\$1.25M	\$2.24M	\$2.08M
Prior Year	\$2.01M	\$2.36M	\$2.29M	\$1.65M	\$1.86M	\$1.23M	\$2.43M	\$1.59M	\$956K	\$599K	\$1.42M	\$1.29M	\$1.12M
Percent Change from Prior Year	-44%	-78%	-53%	8%	55%	100%	5%	70%	25%	183%	-12%	74%	85%

Closed Sales

The total number of residential properties sold each month.

Filters Used

State: VT
 County: Essex County, Vermont
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence



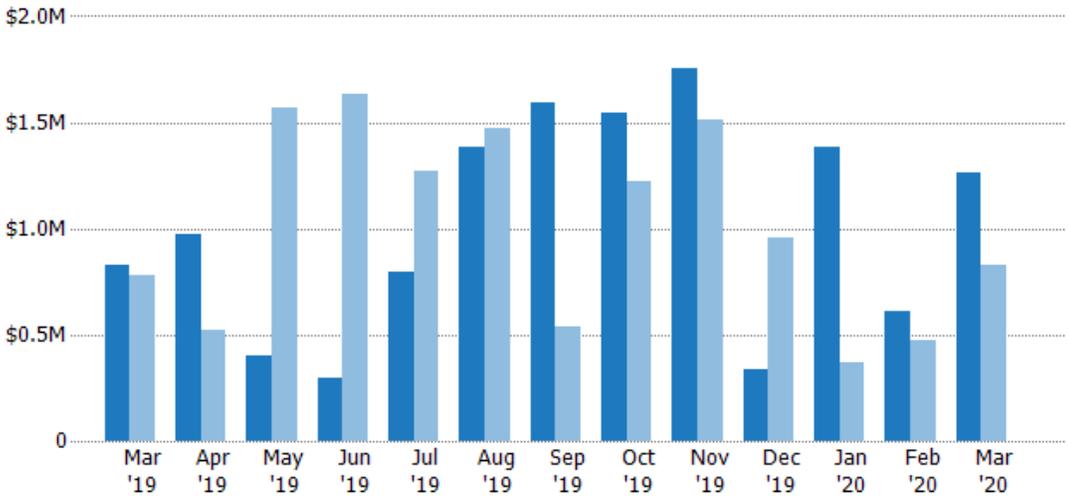
Month/Year	Count	% Chg.
Mar '20	7	40%
Mar '19	5	-16.7%
Mar '18	6	33.3%

Closed Sales Volume

The sum of the sales price of residential properties sold each month.

Filters Used

State: VT
 County: Essex County, Vermont
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence



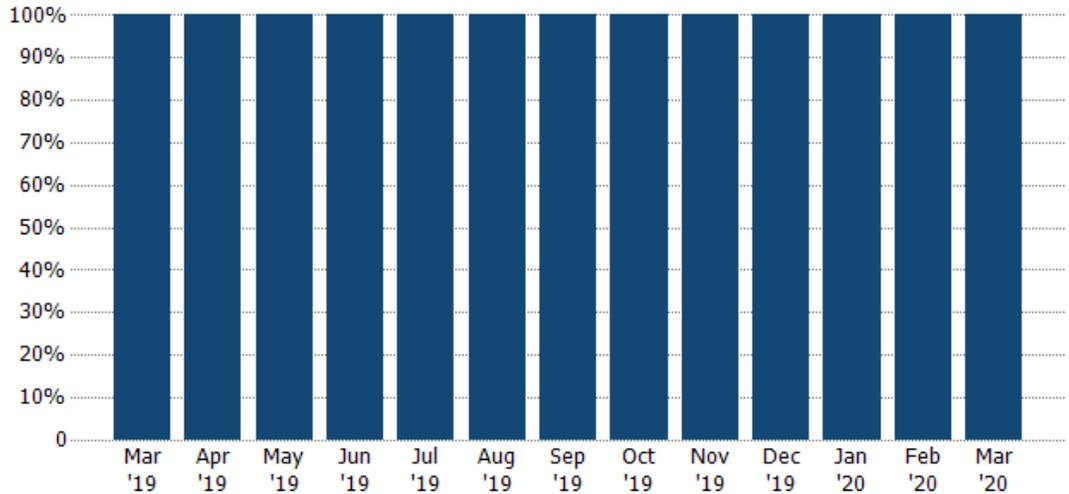
Month/Year	Volume	% Chg.
Mar '20	\$1.26M	52.9%
Mar '19	\$825K	5.8%
Mar '18	\$780K	-15%

Closed Sales by Property Type

The percentage of residential properties sold each month by property type.

Filters Used

State: VT
 County: Essex County, Vermont
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence



Single Family Residence

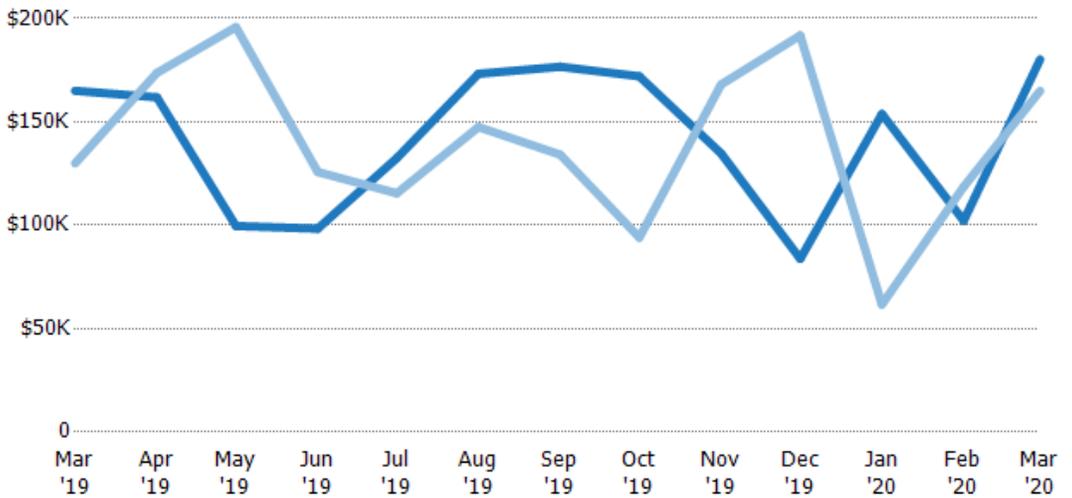
100% 100% 100% 100% 100% 100% 100% 100% 100% 100% 100% 100% 100%

Average Sales Price

The average sales price of the residential properties sold each month.

Filters Used

State: VT
 County: Essex County, Vermont
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence



Current Year

\$165K \$162K \$100K \$98.3K \$132K \$173K \$177K \$172K \$135K \$83.8K \$154K \$102K \$180K

Prior Year

\$130K \$174K \$196K \$126K \$115K \$147K \$134K \$94K \$168K \$192K \$61.7K \$119K \$165K

Percent Change from Prior Year

27% -7% -49% -22% 15% 17% 32% 83% -20% -56% 150% -14% 9%

Month/Year	Price	% Chg.
Mar '20	\$180K	9.2%
Mar '19	\$165K	27%
Mar '18	\$130K	-36.3%

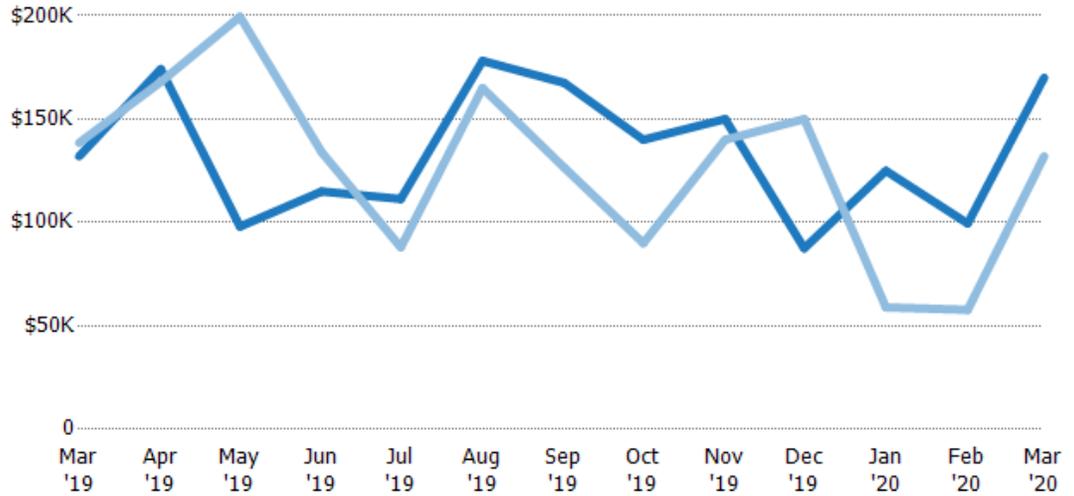
Median Sales Price

The median sales price of the residential properties sold each month.

Filters Used

State: VT
 County: Essex County, Vermont
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence

Month/ Year	Price	% Chg.
Mar '20	\$170K	28.8%
Mar '19	\$132K	-4.7%
Mar '18	\$139K	-37.7%



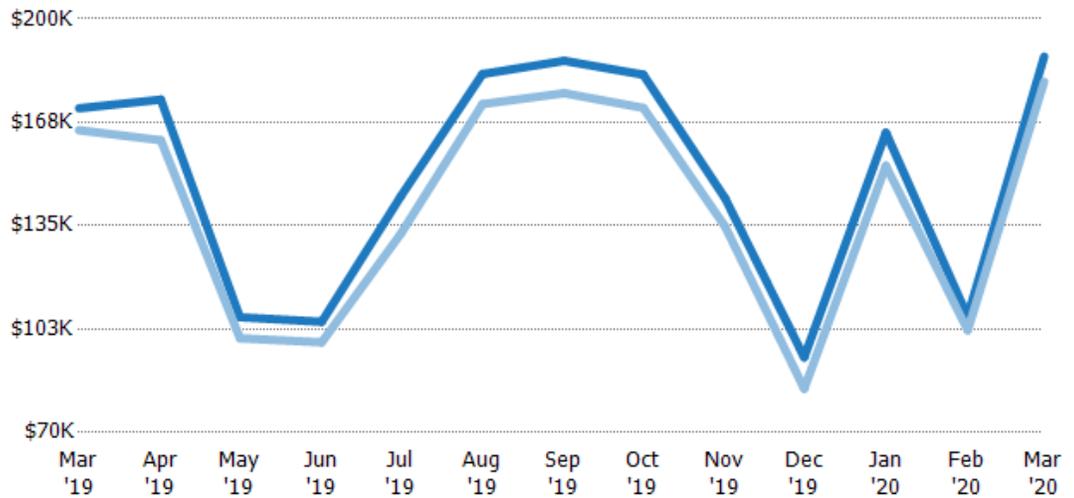
Current Year	\$132K	\$174K	\$98K	\$115K	\$111K	\$178K	\$168K	\$140K	\$150K	\$87.5K	\$125K	\$100K	\$170K
Prior Year	\$139K	\$168K	\$200K	\$134K	\$88K	\$165K	\$127K	\$90K	\$140K	\$150K	\$59K	\$57.8K	\$132K
Percent Change from Prior Year	-5%	4%	-51%	-14%	27%	8%	32%	56%	7%	-42%	112%	72%	29%

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

State: VT
 County: Essex County, Vermont
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence



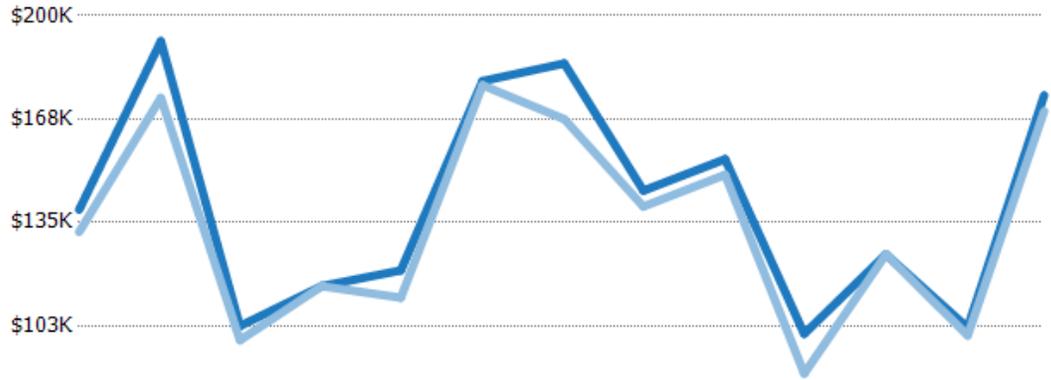
Avg List Price	\$172K	\$175K	\$106K	\$105K	\$144K	\$183K	\$187K	\$182K	\$144K	\$93.6K	\$164K	\$106K	\$188K
Avg Sales Price	\$165K	\$162K	\$100K	\$98.3K	\$132K	\$173K	\$177K	\$172K	\$135K	\$83.8K	\$154K	\$102K	\$180K
Avg Sales Price as a % of Avg List Price	96%	93%	94%	94%	92%	95%	95%	94%	94%	89%	94%	96%	96%

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

State: VT
 County: Essex County, Vermont
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence



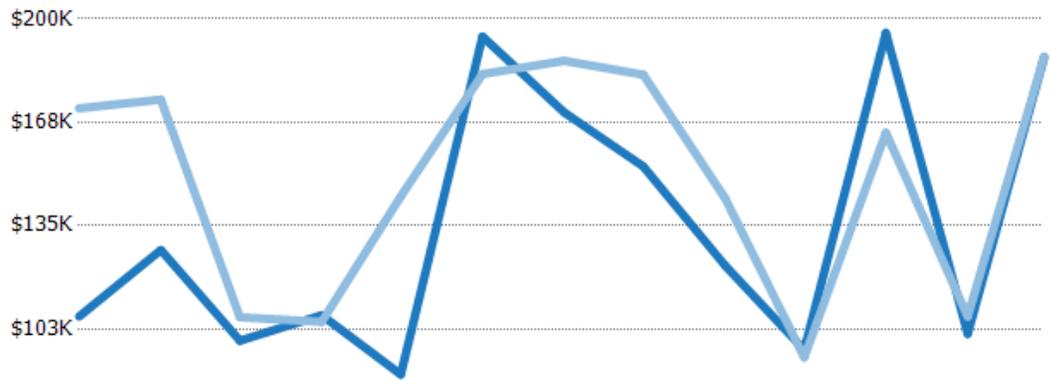
	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20
Median List Price	\$139K	\$192K	\$102K	\$115K	\$120K	\$179K	\$185K	\$145K	\$155K	\$100K	\$125K	\$102K	\$175K
Median Sales Price	\$132K	\$174K	\$98K	\$115K	\$111K	\$178K	\$168K	\$140K	\$150K	\$87.5K	\$125K	\$100K	\$170K
Med Sales Price as a % of Med List Price	95%	91%	96%	100%	93%	99%	91%	97%	97%	88%	100%	98%	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

State: VT
 County: Essex County, Vermont
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence



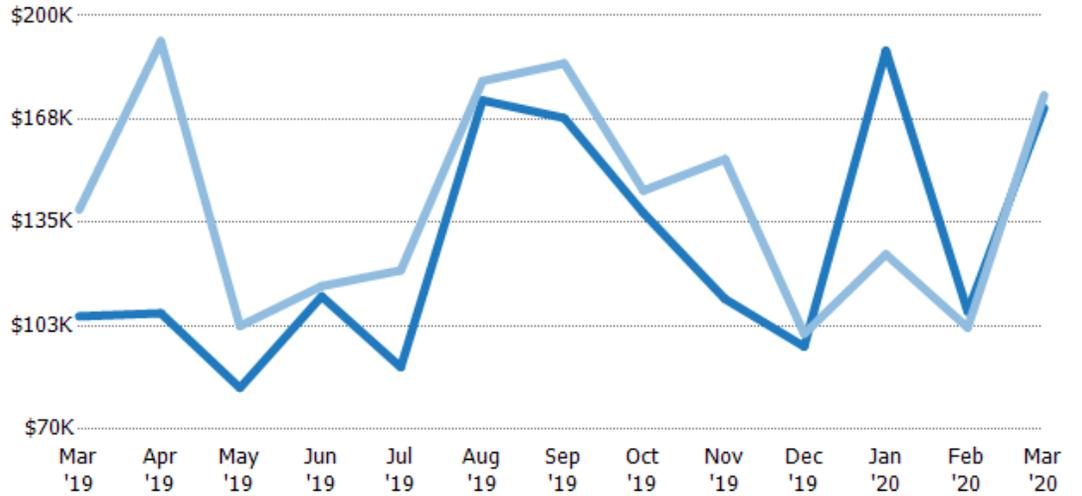
	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20
Avg Est Value	\$106K	\$127K	\$98.8K	\$107K	\$88.3K	\$194K	\$171K	\$154K	\$122K	\$96K	\$196K	\$101K	\$188K
Avg Sales Price	\$172K	\$175K	\$106K	\$105K	\$144K	\$183K	\$187K	\$182K	\$144K	\$93.6K	\$164K	\$106K	\$188K
Avg Sales Price as a % of Avg Est Value	161%	137%	107%	98%	163%	94%	110%	119%	117%	98%	84%	105%	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

State: VT
 County: Essex County, Vermont
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence



	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20
Median Est Value	\$106K	\$106K	\$83K	\$112K	\$89.5K	\$173K	\$168K	\$138K	\$111K	\$96K	\$189K	\$107K	\$171K
Median Sales Price	\$139K	\$192K	\$102K	\$115K	\$120K	\$179K	\$185K	\$145K	\$155K	\$100K	\$125K	\$102K	\$175K
Med Sales Price as a % of Med Est Value	132%	180%	123%	103%	134%	103%	110%	105%	140%	104%	66%	95%	102%