

Summary of Key Listing and Sales Metrics

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

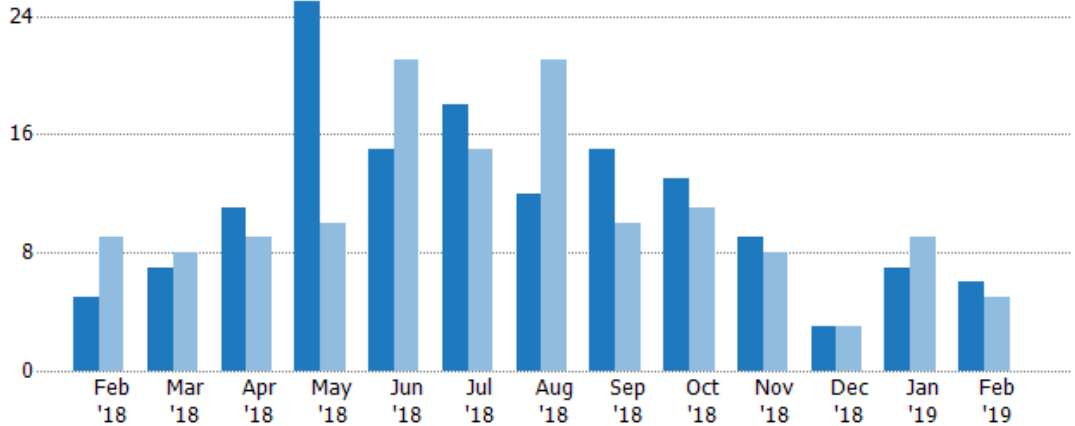
Key Metrics	Feb 2019	Feb 2018	+ / -	YTD 2019	YTD 2018	+ / -
Listing Activity Charts Metrics						
New Listing Count	6	5	+20%	13	14	-7.1%
New Listing Volume	\$736,700	\$527,900	+39.6%	\$1,709,400	\$2,718,100	-37.1%
Active Listing Count	76	74	+2.7%	N/A	N/A	
Active Listing Volume	\$14,730,050	\$14,153,879	+4.1%	N/A	N/A	
Average Listing Price	\$193,816	\$191,269	+1.3%	\$194,838	\$193,429	+0.7%
Median Listing Price	\$156,950	\$154,500	+1.6%	\$160,600	\$161,799	-0.7%
Median Days in RPR	189.5	203	-6.7%	180.5	192.38	-6.2%
Months of Inventory	12.7	12.3	+2.7%	11.7	21.3	-45.1%
Absorption Rate	7.89%	8.11%	-0.2%	8.55%	4.7%	+3.9%
Sales Activity Charts Metrics						
New Pending Sales Count	3	6	-50%	14	15	-6.7%
New Pending Sales Volume	\$639,000	\$1,266,900	-49.6%	\$2,127,900	\$2,454,600	-13.3%
Pending Sales Count	13	12	+8.3%	N/A	N/A	
Pending Sales Volume	\$2,176,500	\$2,182,700	-0.3%	N/A	N/A	
Closed Sales Count	4	7	-42.9%	10	13	-23.1%
Closed Sales Volume	\$474,500	\$1,069,000	-55.6%	\$844,400	\$1,777,500	-52.5%
Average Sales Price	\$118,625	\$152,714	-22.3%	\$84,440	\$136,731	-38.2%
Median Sales Price	\$57,750	\$149,000	-61.2%	\$58,470	\$132,615	-55.9%

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.
Feb '19	6	20%
Feb '18	5	-44.4%
Feb '17	9	-33.3%

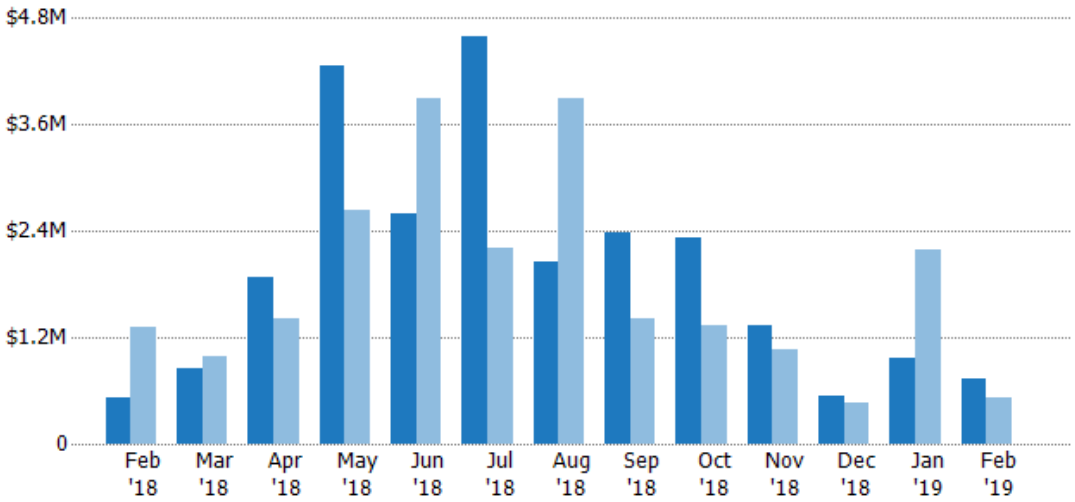
	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19
Current Year	5	7	11	25	15	18	12	15	13	9	3	7	6
Prior Year	9	8	9	10	21	15	21	10	11	8	3	9	5
Percent Change from Prior Year	-44%	-13%	22%	150%	-29%	20%	-43%	50%	18%	13%	0%	-22%	20%

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.
Feb '19	\$737K	39.6%
Feb '18	\$528K	-59.6%
Feb '17	\$1.31M	-18%

	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19
Current Year	\$528K	\$857K	\$1.87M	\$4.27M	\$2.59M	\$4.6M	\$2.06M	\$2.39M	\$2.33M	\$1.34M	\$544K	\$973K	\$737K
Prior Year	\$1.31M	\$987K	\$1.4M	\$2.64M	\$3.89M	\$2.21M	\$3.89M	\$1.4M	\$1.33M	\$1.06M	\$463K	\$2.19M	\$528K
Percent Change from Prior Year	-60%	-13%	33%	62%	-33%	108%	-47%	70%	75%	27%	18%	-56%	40%

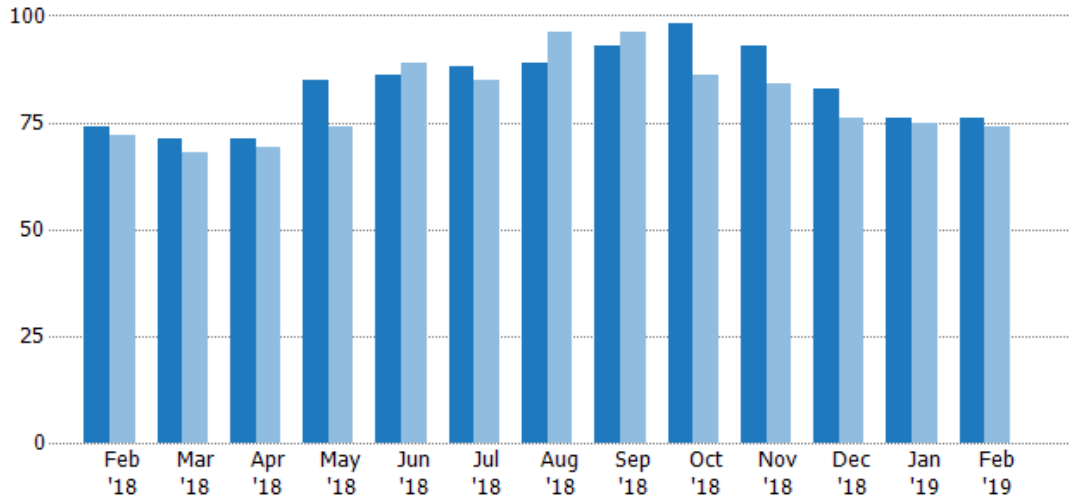
Active Listings

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	Count	% Chg.
Feb '19	76	2.7%
Feb '18	74	2.8%
Feb '17	72	15.3%



Current Year	74	71	71	85	86	88	89	93	98	93	83	76	76
Prior Year	72	68	69	74	89	85	96	96	86	84	76	75	74
Percent Change from Prior Year	3%	4%	3%	15%	-3%	4%	-7%	-3%	14%	11%	9%	1%	3%

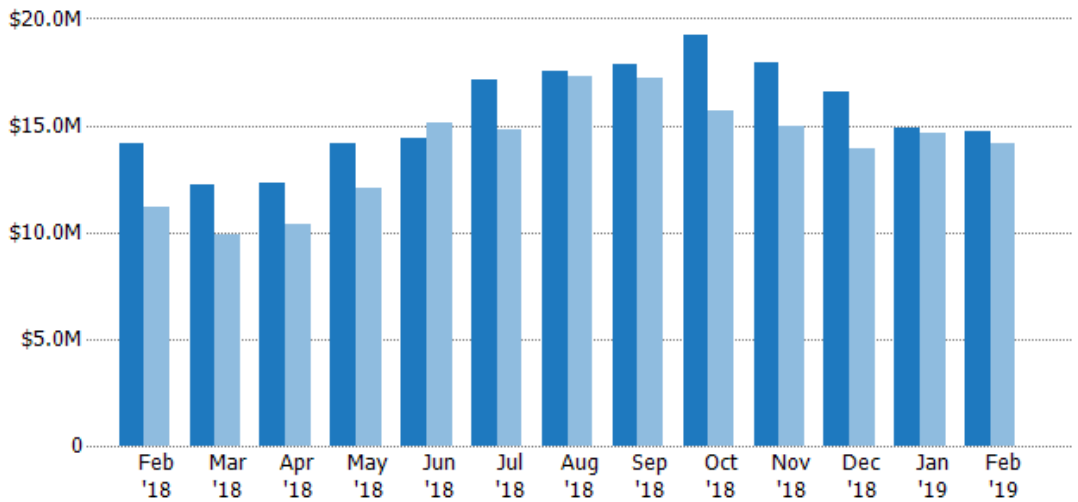
Active Listing Volume

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	Volume	% Chg.
Feb '19	\$14.7M	4.1%
Feb '18	\$14.2M	26.9%
Feb '17	\$11.2M	-0.2%



Current Year	\$14.2M	\$12.2M	\$12.3M	\$14.2M	\$14.4M	\$17.1M	\$17.5M	\$17.8M	\$19.2M	\$17.9M	\$16.5M	\$14.9M	\$14.7M
Prior Year	\$11.2M	\$9.91M	\$10.4M	\$12.1M	\$15.1M	\$14.8M	\$17.3M	\$17.3M	\$15.7M	\$14.9M	\$13.9M	\$14.7M	\$14.2M
Percent Change from Prior Year	27%	23%	18%	17%	-5%	15%	1%	3%	23%	20%	19%	1%	4%

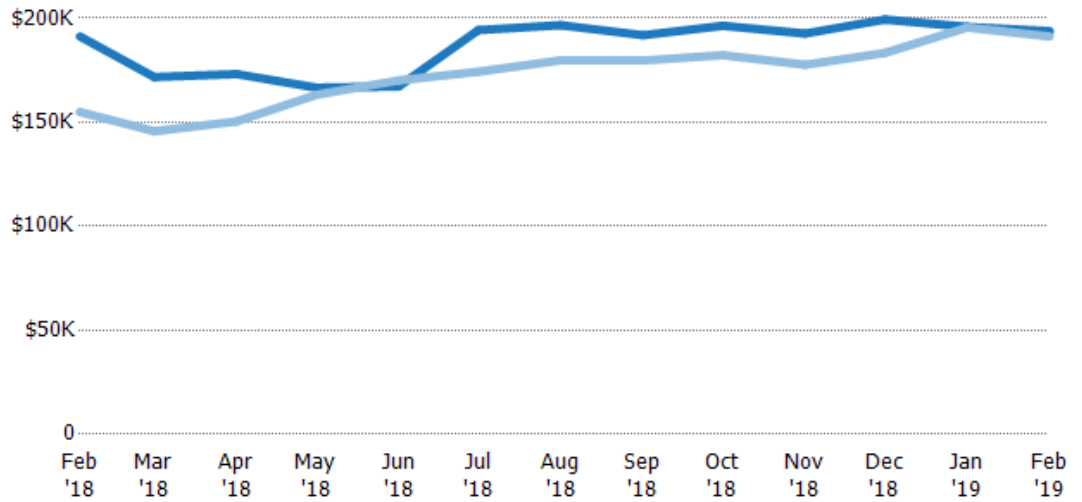
Average Listing Price

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.
Feb '19	\$194K	1.3%
Feb '18	\$191K	23.4%
Feb '17	\$155K	-13.4%



Current Year	\$191K	\$172K	\$173K	\$167K	\$167K	\$194K	\$197K	\$192K	\$196K	\$193K	\$199K	\$196K	\$194K
Prior Year	\$155K	\$146K	\$150K	\$163K	\$170K	\$174K	\$180K	\$180K	\$182K	\$178K	\$183K	\$196K	\$191K
Percent Change from Prior Year	23%	18%	15%	2%	-2%	11%	9%	7%	8%	8%	9%	0%	1%

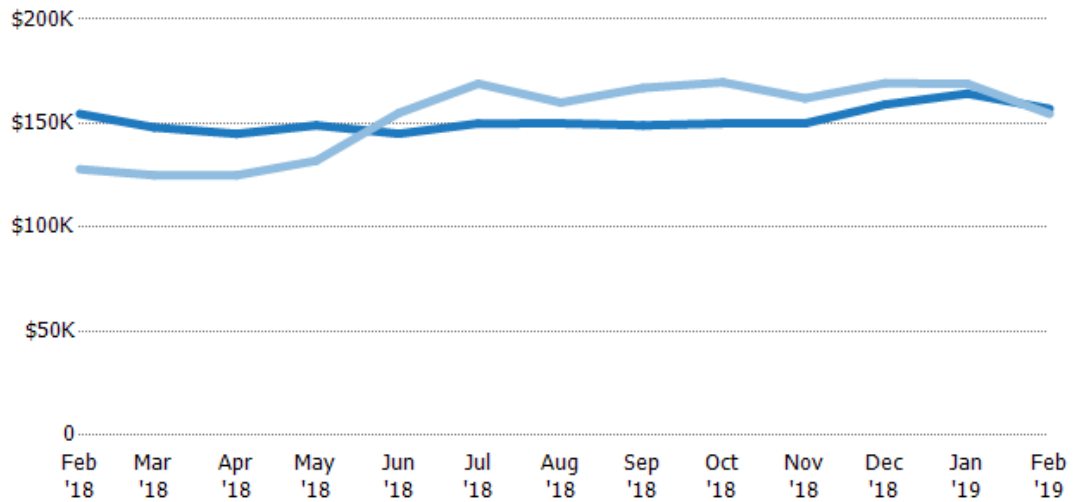
Median Listing Price

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.
Feb '19	\$157K	1.6%
Feb '18	\$155K	20.8%
Feb '17	\$128K	-7%



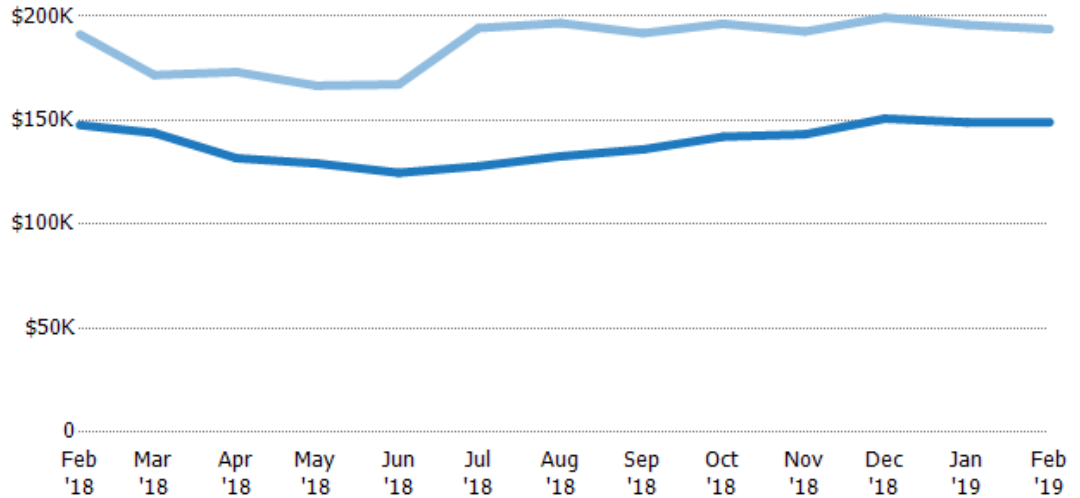
Current Year	\$155K	\$148K	\$145K	\$149K	\$145K	\$150K	\$150K	\$149K	\$150K	\$150K	\$159K	\$164K	\$157K
Prior Year	\$128K	\$125K	\$125K	\$132K	\$155K	\$169K	\$160K	\$167K	\$170K	\$162K	\$169K	\$169K	\$155K
Percent Change from Prior Year	21%	18%	16%	13%	-6%	-11%	-6%	-11%	-12%	-7%	-6%	-3%	2%

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

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



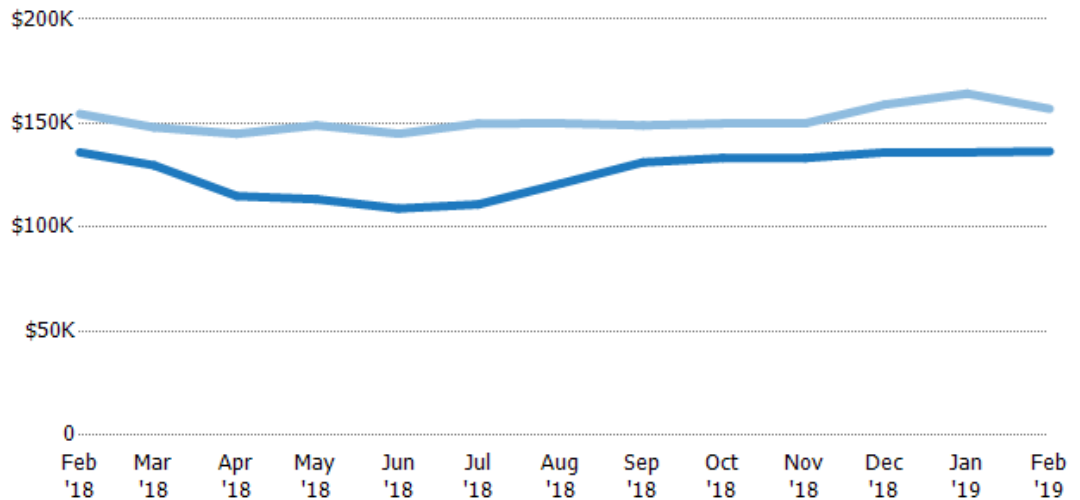
	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19
Avg Est Value	\$148K	\$144K	\$132K	\$129K	\$125K	\$128K	\$133K	\$136K	\$142K	\$143K	\$151K	\$149K	\$149K
Avg Listing Price	\$191K	\$172K	\$173K	\$167K	\$167K	\$194K	\$197K	\$192K	\$196K	\$193K	\$199K	\$196K	\$194K
Avg Listing Price as a % of Avg Est Value	130%	119%	131%	129%	134%	152%	148%	141%	138%	134%	132%	131%	130%

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



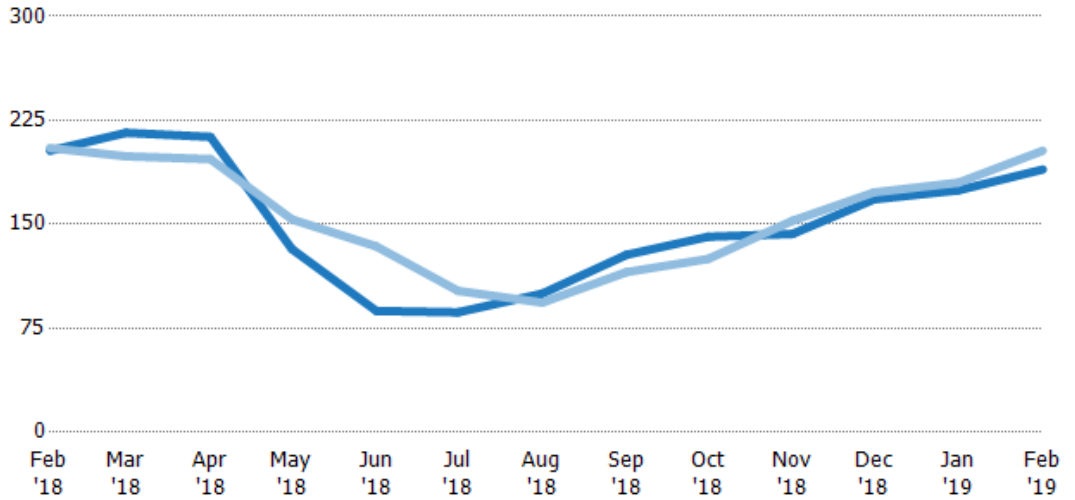
	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19
Median Est Value	\$136K	\$130K	\$115K	\$114K	\$109K	\$111K	\$121K	\$131K	\$133K	\$133K	\$136K	\$136K	\$137K
Median Listing Price	\$155K	\$148K	\$145K	\$149K	\$145K	\$150K	\$150K	\$149K	\$150K	\$150K	\$159K	\$164K	\$157K
Med Listing Price as a % of Med Est Value	114%	114%	126%	131%	133%	135%	124%	114%	112%	113%	117%	121%	115%

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



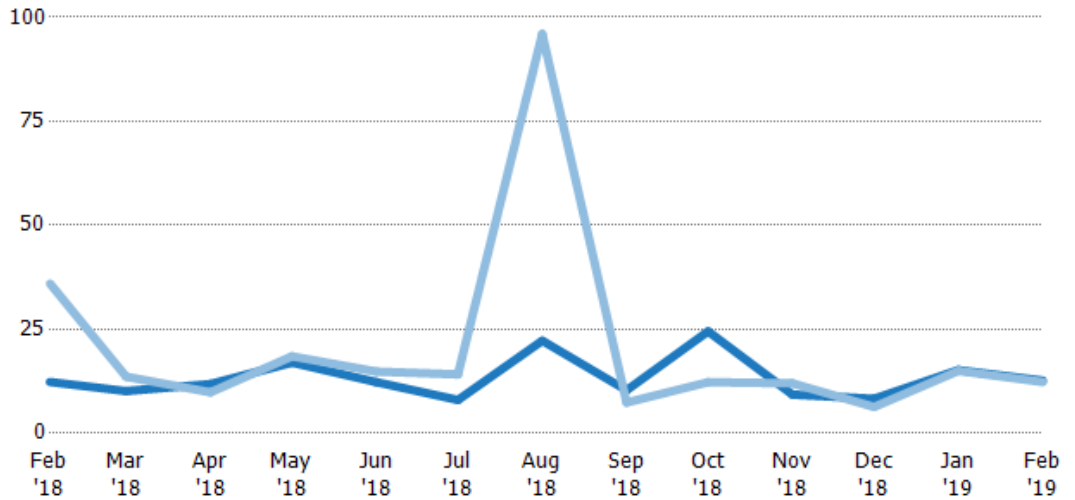
	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19
Current Year	203	216	213	132	87.5	86.5	100	128	141	143	168	175	190
Prior Year	205	199	197	154	134	102	93.5	116	125	153	173	180	203
Percent Change from Prior Year	-1%	9%	8%	-14%	-35%	-15%	7%	11%	13%	-6%	-3%	-3%	-7%

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



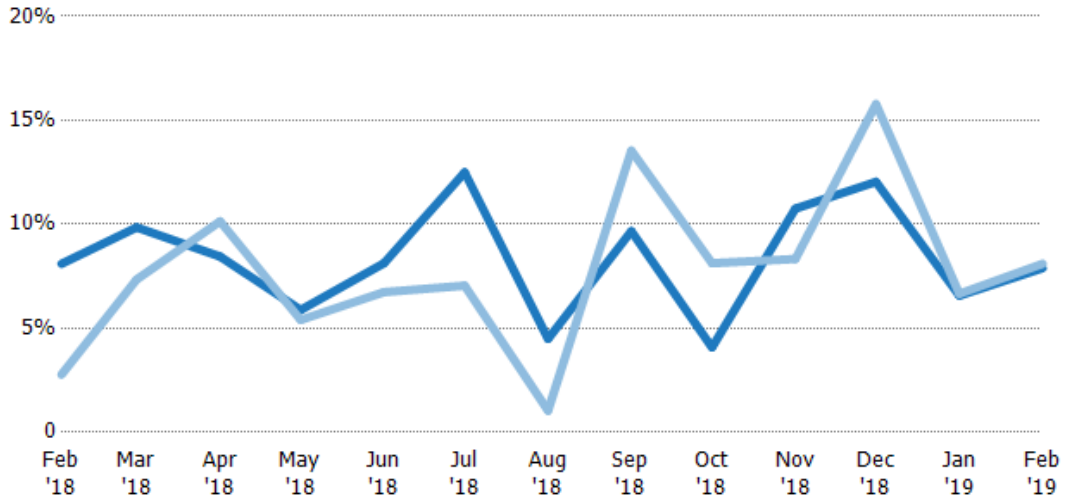
	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19
Current Year	12.3	10.1	11.8	17	12.3	8	22.3	10.3	24.5	9.3	8.3	15.2	12.7
Prior Year	36	13.6	9.86	18.5	14.8	14.2	96	7.38	12.3	12	6.33	15	12.3
Percent Change from Prior Year	-66%	-25%	20%	-8%	-17%	-44%	-77%	40%	99%	-23%	31%	1%	3%

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



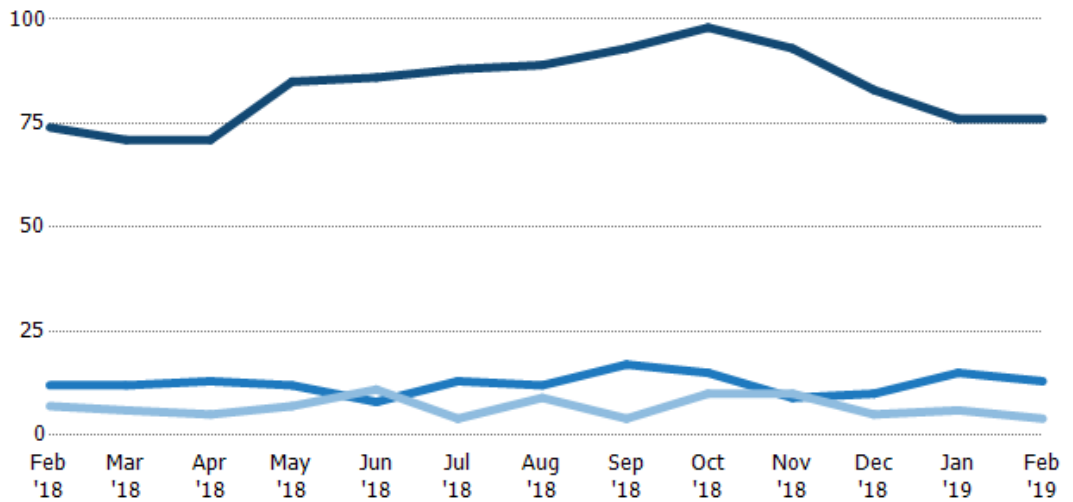
	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19
Current Year	8%	10%	8%	6%	8%	13%	4%	10%	4%	11%	12%	7%	8%
Prior Year	3%	7%	10%	5%	7%	7%	1%	14%	8%	8%	16%	7%	8%
Change from Prior Year	-5%	-3%	2%	0%	-1%	-5%	-3%	4%	4%	-2%	4%	0%	0%

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



	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19
Active	74	71	71	85	86	88	89	93	98	93	83	76	76
Pending	12	12	13	12	8	13	12	17	15	9	10	15	13
Sold	7	6	5	7	11	4	9	4	10	10	5	6	4

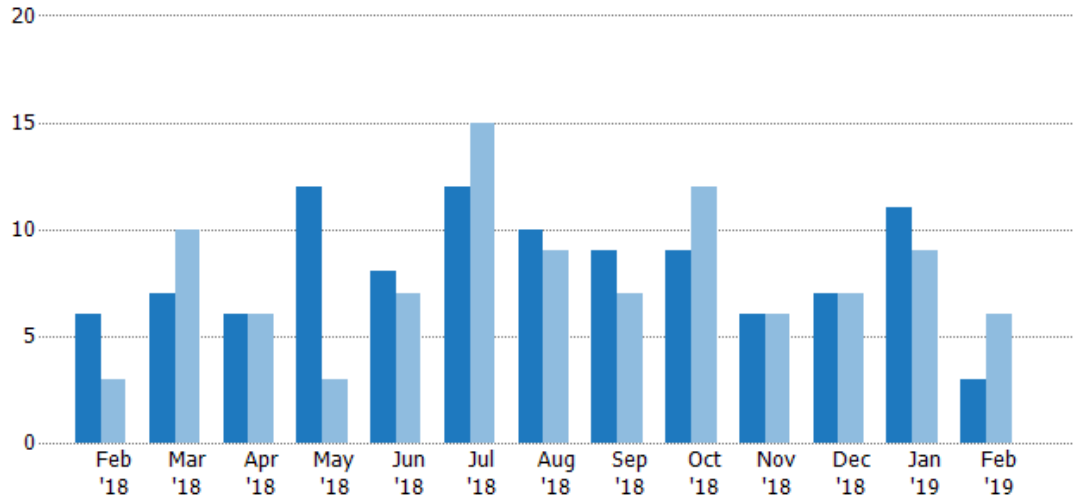
New Pending Sales

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.
Feb '19	3	-50%
Feb '18	6	100%
Feb '17	3	233.3%



	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19
Current Year	6	7	6	12	8	12	10	9	9	6	7	11	3
Prior Year	3	10	6	3	7	15	9	7	12	6	7	9	6
Percent Change from Prior Year	100%	-30%	0%	300%	14%	-20%	11%	29%	-25%	0%	0%	22%	-50%

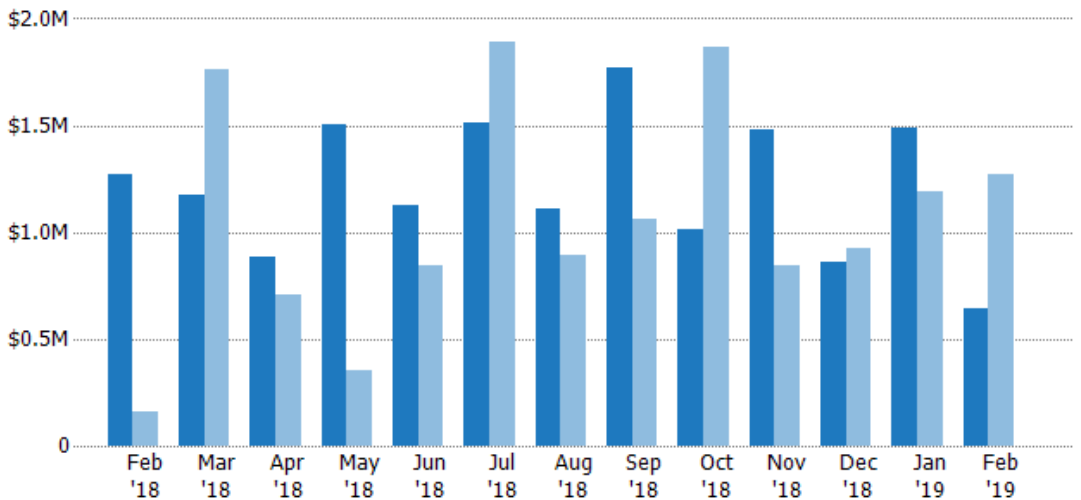
New Pending Sales Volume

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.
Feb '19	\$639K	-49.6%
Feb '18	\$1.27M	678.2%
Feb '17	\$163K	509.5%



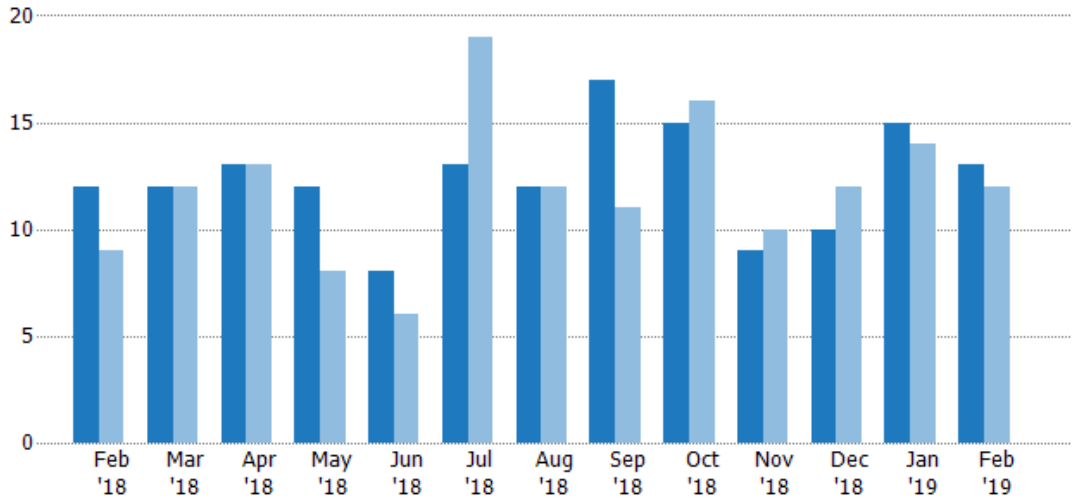
	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19
Current Year	\$1.27M	\$1.18M	\$882K	\$1.5M	\$1.12M	\$1.51M	\$1.11M	\$1.77M	\$1.02M	\$1.48M	\$860K	\$1.49M	\$639K
Prior Year	\$163K	\$1.76M	\$709K	\$355K	\$842K	\$1.89M	\$891K	\$1.06M	\$1.87M	\$847K	\$921K	\$1.19M	\$1.27M
Percent Change from Prior Year	678%	-33%	24%	323%	34%	-20%	25%	67%	-46%	74%	-7%	25%	-50%

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



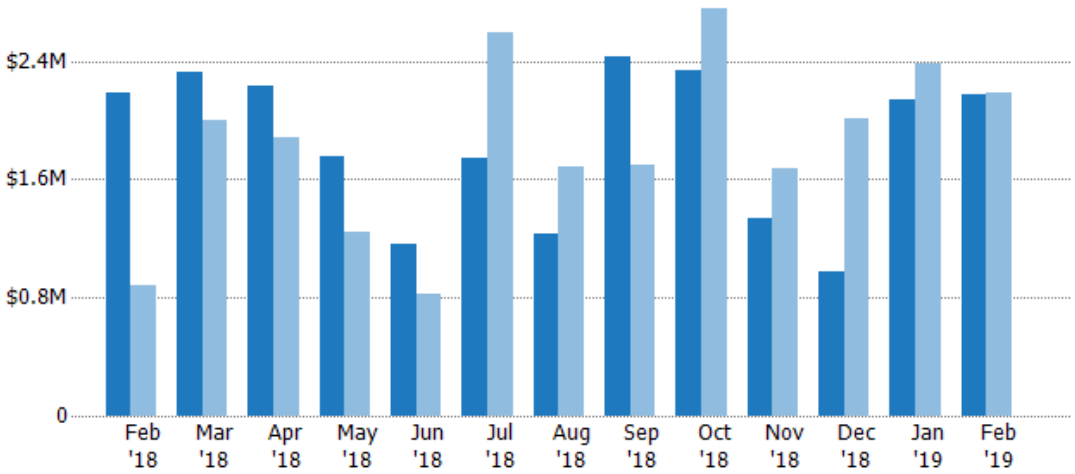
	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19
Current Year	12	12	13	12	8	13	12	17	15	9	10	15	13
Prior Year	9	12	13	8	6	19	12	11	16	10	12	14	12
Percent Change from Prior Year	33%	0%	0%	50%	33%	-32%	0%	55%	-6%	-10%	-17%	7%	8%

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



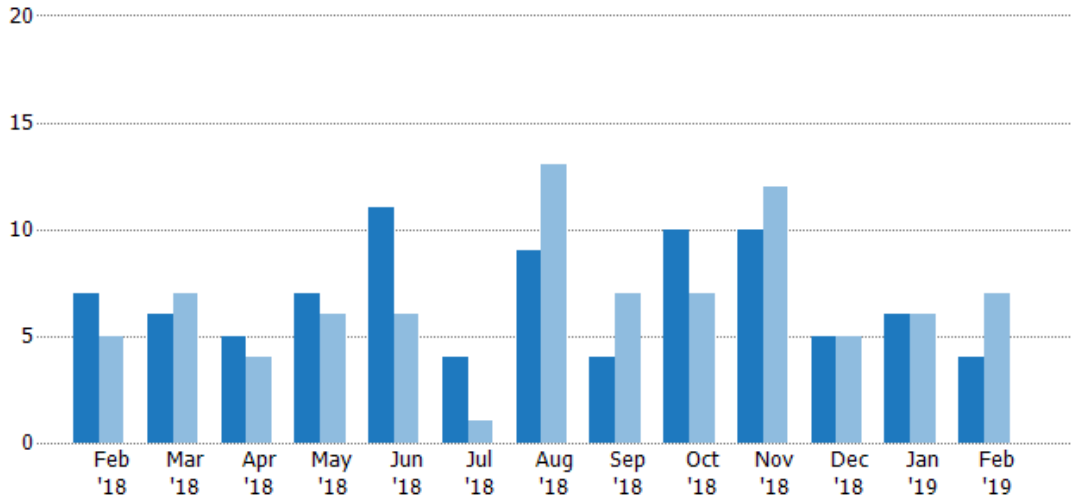
	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19
Current Year	\$2.18M	\$2.32M	\$2.24M	\$1.75M	\$1.17M	\$1.75M	\$1.23M	\$2.43M	\$2.33M	\$1.33M	\$974K	\$2.14M	\$2.18M
Prior Year	\$877K	\$1.99M	\$1.89M	\$1.24M	\$818K	\$2.59M	\$1.69M	\$1.7M	\$2.75M	\$1.67M	\$2.01M	\$2.38M	\$2.18M
Percent Change from Prior Year	149%	17%	19%	41%	42%	-33%	-27%	43%	-15%	-20%	-52%	-10%	0%

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



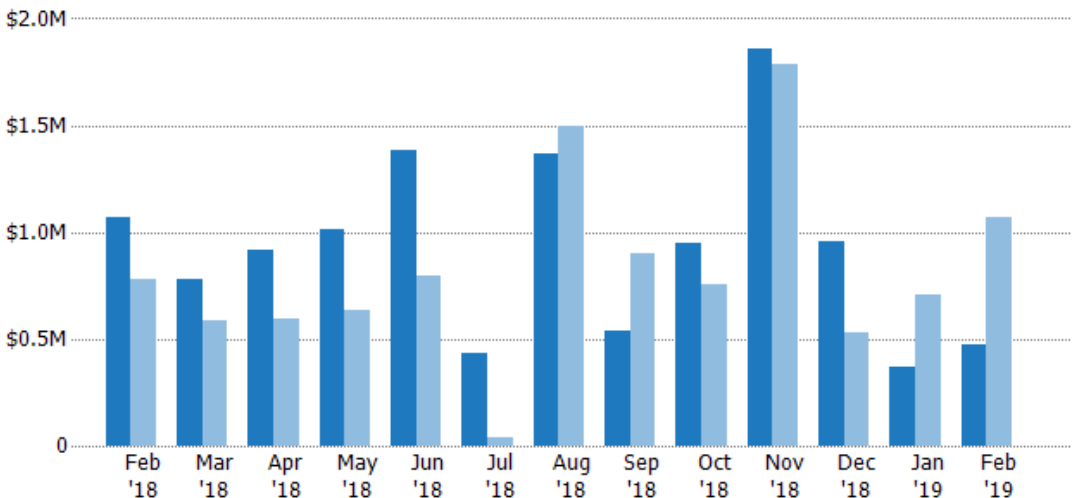
	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19
Current Year	7	6	5	7	11	4	9	4	10	10	5	6	4
Prior Year	5	7	4	6	6	1	13	7	7	12	5	6	7
Percent Change from Prior Year	40%	-14%	25%	17%	83%	300%	-31%	-43%	43%	-17%	0%	0%	-43%

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



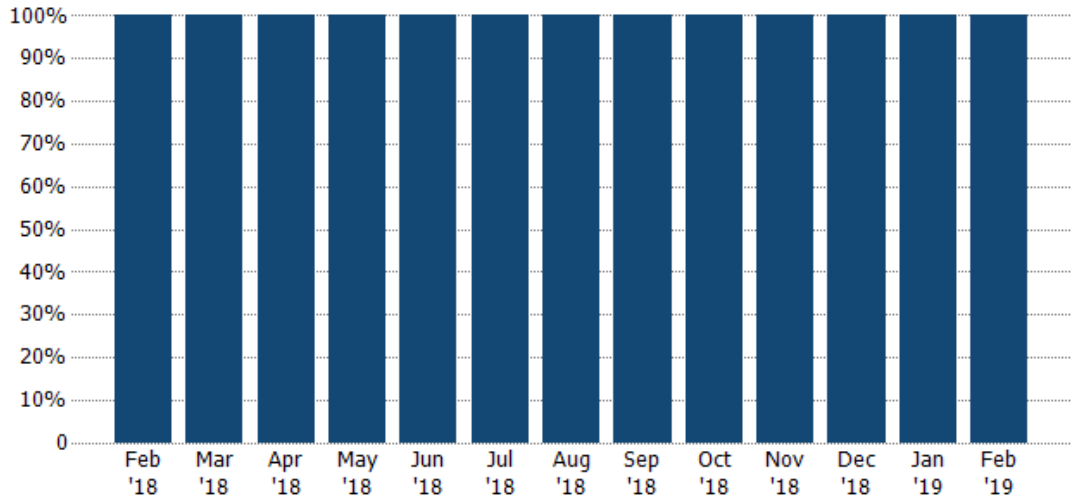
	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19
Current Year	\$1.07M	\$780K	\$918K	\$1.01M	\$1.39M	\$433K	\$1.36M	\$537K	\$945K	\$1.86M	\$959K	\$370K	\$475K
Prior Year	\$777K	\$583K	\$596K	\$636K	\$798K	\$35K	\$1.49M	\$898K	\$758K	\$1.78M	\$531K	\$709K	\$1.07M
Percent Change from Prior Year	38%	34%	54%	59%	74%	1,136%	-9%	-40%	25%	4%	80%	-48%	-56%

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

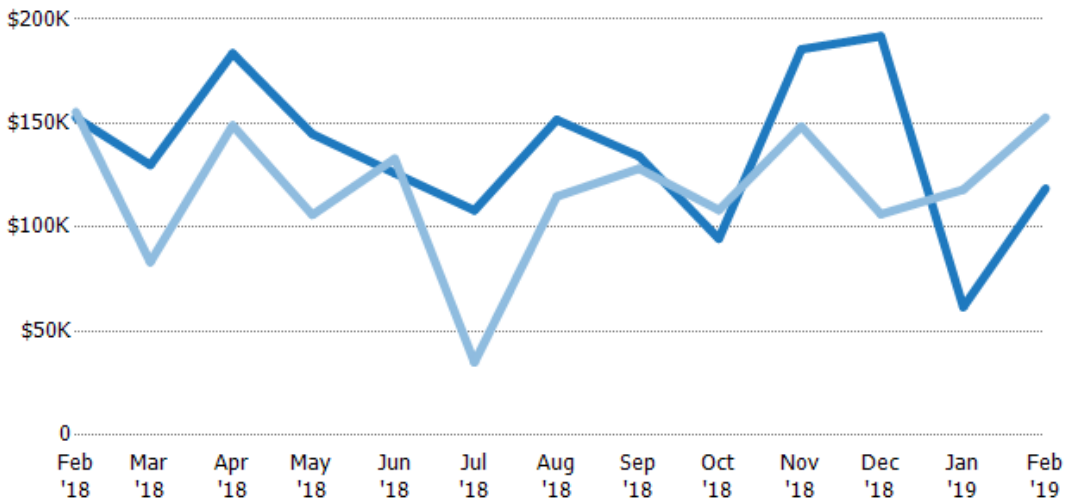
100% 100% 100% 100% 100% 100% 100% 100% 100% 100% 100% 100% 100%

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

■ Prior Year

Percent Change from Prior Year

\$153K \$130K \$184K \$145K \$126K \$108K \$152K \$134K \$94.5K \$186K \$192K \$61.7K \$119K
 \$155K \$83.2K \$149K \$106K \$133K \$35K \$115K \$128K \$108K \$149K \$106K \$118K \$153K
 -2% 56% 23% 37% -5% 209% 32% 5% -13% 25% 80% -48% -22%

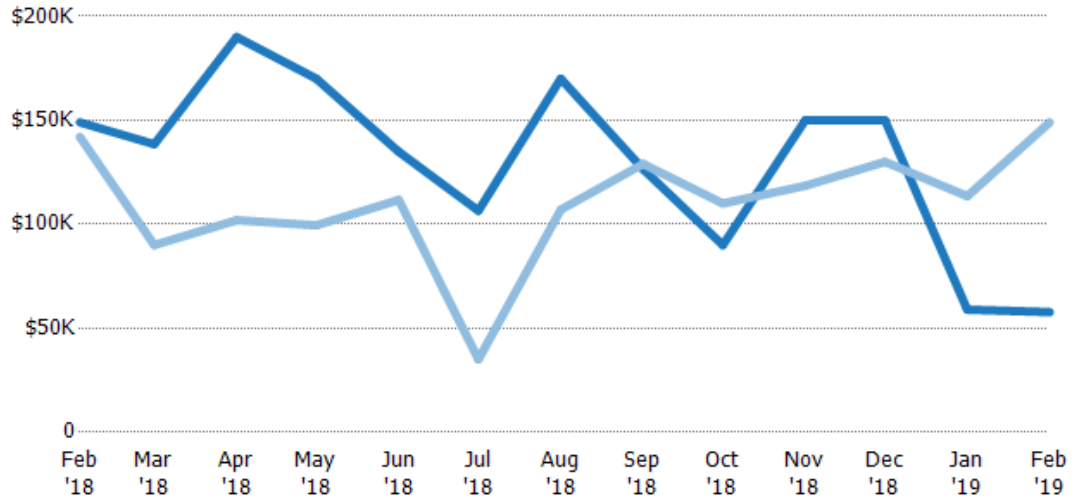
Median Sales Price

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.
Feb '19	\$57.8K	-61.2%
Feb '18	\$149K	4.9%
Feb '17	\$142K	-84.5%



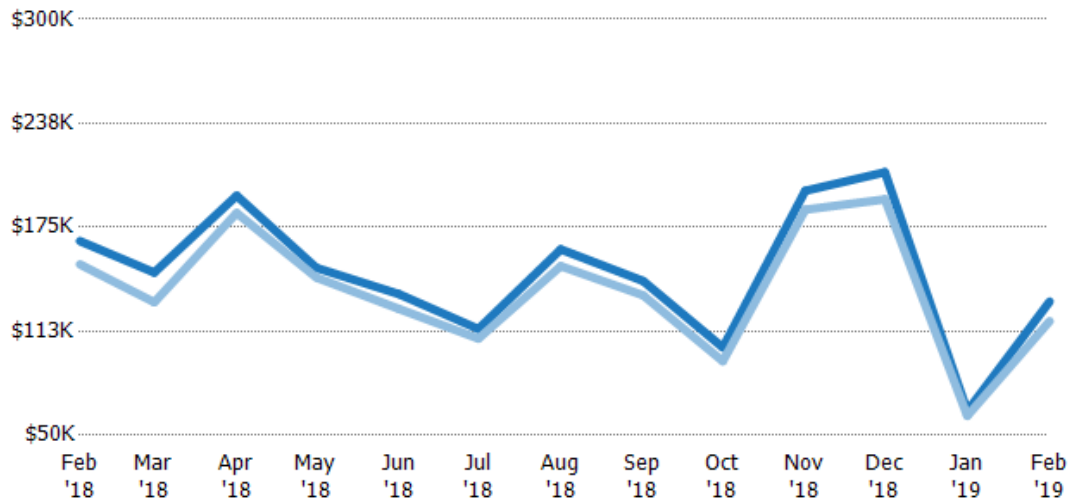
Current Year	\$149K	\$139K	\$190K	\$170K	\$135K	\$107K	\$170K	\$127K	\$90K	\$150K	\$150K	\$59K	\$57.8K
Prior Year	\$142K	\$90K	\$102K	\$100K	\$112K	\$35K	\$107K	\$129K	\$110K	\$119K	\$130K	\$114K	\$149K
Percent Change from Prior Year	5%	54%	86%	71%	21%	204%	59%	-2%	-18%	27%	15%	-48%	-61%

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



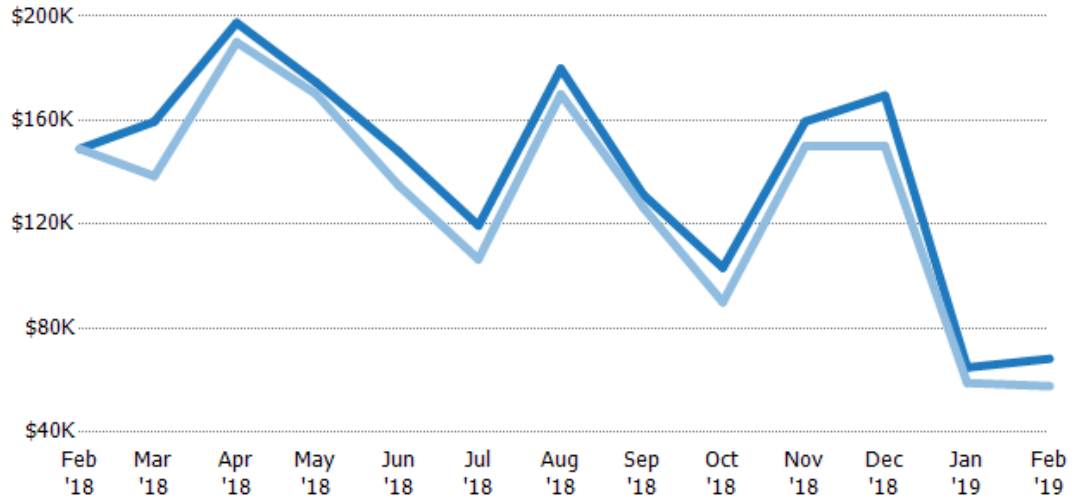
Avg List Price	\$167K	\$148K	\$194K	\$151K	\$135K	\$114K	\$162K	\$143K	\$103K	\$197K	\$208K	\$64.6K	\$130K
Avg Sales Price	\$153K	\$130K	\$184K	\$145K	\$126K	\$108K	\$152K	\$134K	\$94.5K	\$186K	\$192K	\$61.7K	\$119K
Avg Sales Price as a % of Avg List Price	92%	88%	95%	96%	93%	95%	94%	94%	92%	94%	92%	95%	91%

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



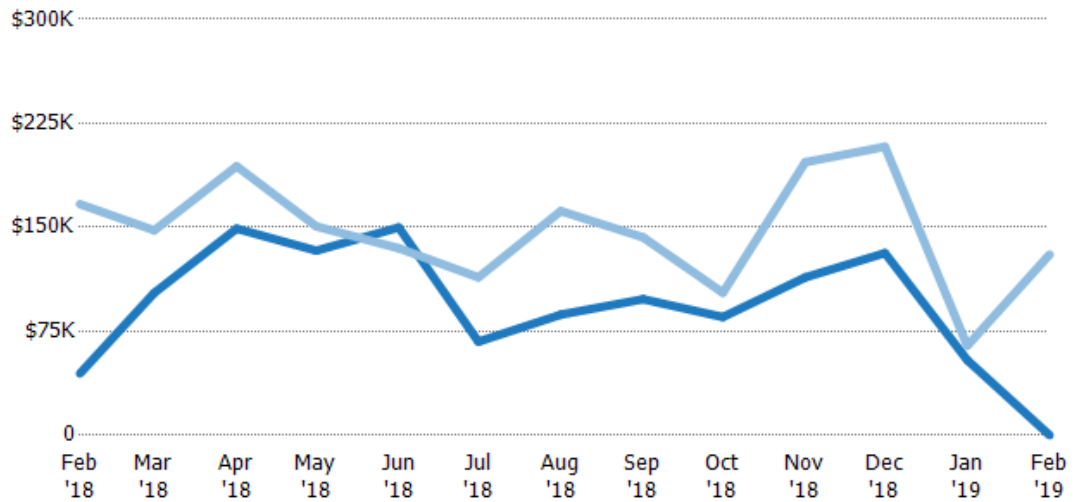
	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19
Median List Price	\$149K	\$159K	\$198K	\$175K	\$148K	\$120K	\$180K	\$131K	\$103K	\$160K	\$170K	\$64.9K	\$68.3K
Median Sales Price	\$149K	\$139K	\$190K	\$170K	\$135K	\$107K	\$170K	\$127K	\$90K	\$150K	\$150K	\$59K	\$57.8K
Med Sales Price as a % of Med List Price	100%	87%	96%	97%	91%	89%	94%	96%	87%	94%	88%	91%	85%

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



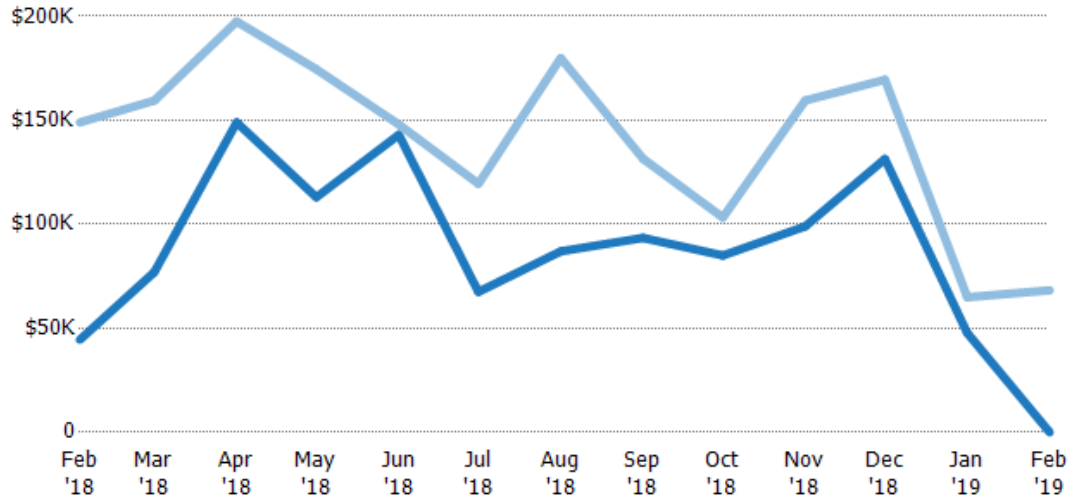
	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19
Avg Est Value	\$44.5K	\$103K	\$149K	\$133K	\$150K	\$67.5K	\$87K	\$98.1K	\$85.3K	\$114K	\$131K	\$54.2K	\$0
Avg Sales Price	\$167K	\$148K	\$194K	\$151K	\$135K	\$114K	\$162K	\$143K	\$103K	\$197K	\$208K	\$64.6K	\$130K
Avg Sales Price as a % of Avg Est Value	375%	144%	130%	113%	90%	169%	186%	145%	121%	173%	158%	119%	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



Median Est Value	\$44.5K	\$77K	\$149K	\$113K	\$143K	\$67.5K	\$87K	\$93.4K	\$85K	\$99K	\$131K	\$47.7K	\$0
Median Sales Price	\$149K	\$159K	\$198K	\$175K	\$148K	\$120K	\$180K	\$131K	\$103K	\$160K	\$170K	\$64.9K	\$68.3K
Med Sales Price as a % of Med Est Value	335%	207%	133%	154%	103%	177%	207%	141%	121%	161%	129%	136%	100%