

Summary of Key Listing and Sales Metrics

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

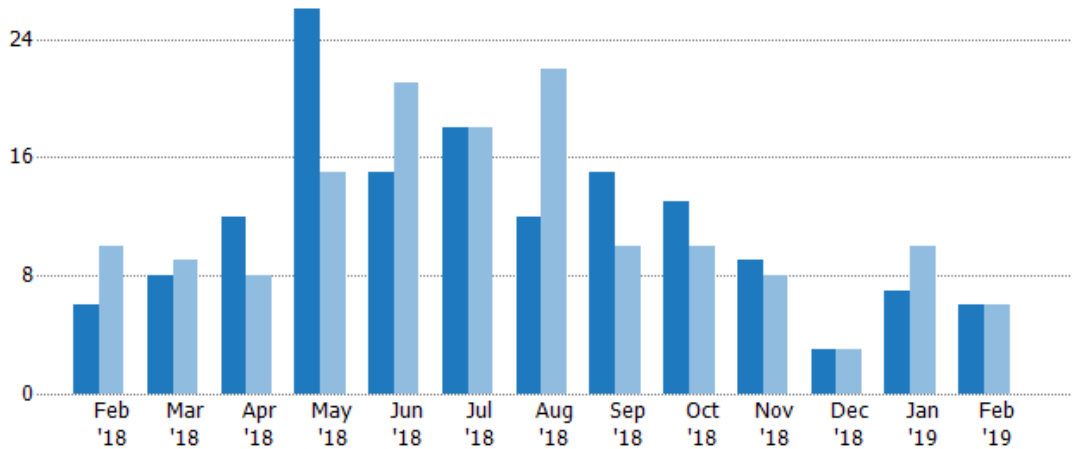
Key Metrics	Feb 2019	Feb 2018	+ / -	YTD 2019	YTD 2018	+ / -
Listing Activity Charts Metrics						
New Listing Count	6	6	+/-	13	16	-18.8%
New Listing Volume	\$716,700	\$675,800	+6.1%	\$1,686,400	\$2,913,500	-42.1%
Active Listing Count	79	78	+1.3%	N/A	N/A	
Active Listing Volume	\$15,293,550	\$15,001,279	+1.9%	N/A	N/A	
Average Listing Price	\$193,589	\$192,324	+0.7%	\$195,834	\$195,335	+0.3%
Median Listing Price	\$151,500	\$149,450	+1.4%	\$155,971	\$154,255	+1.1%
Median Days in RPR	181	203	-10.8%	172.9	192.77	-10.3%
Months of Inventory	13.2	11.1	+18.2%	12.1	19.6	-38.5%
Absorption Rate	7.59%	8.97%	-1.4%	8.28%	5.1%	+3.2%
Sales Activity Charts Metrics						
New Pending Sales Count	3	6	-50%	12	15	-20%
New Pending Sales Volume	\$639,000	\$1,266,900	-49.6%	\$1,881,500	\$2,454,600	-23.3%
Pending Sales Count	10	13	-23.1%	N/A	N/A	
Pending Sales Volume	\$1,762,500	\$2,482,600	-29%	N/A	N/A	
Closed Sales Count	4	6	-33.3%	10	13	-23.1%
Closed Sales Volume	\$474,500	\$904,000	-47.5%	\$844,400	\$1,664,047	-49.3%
Average Sales Price	\$118,625	\$150,667	-21.3%	\$84,440	\$128,004	-34%
Median Sales Price	\$57,750	\$125,500	-54%	\$58,470	\$117,154	-50.1%

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



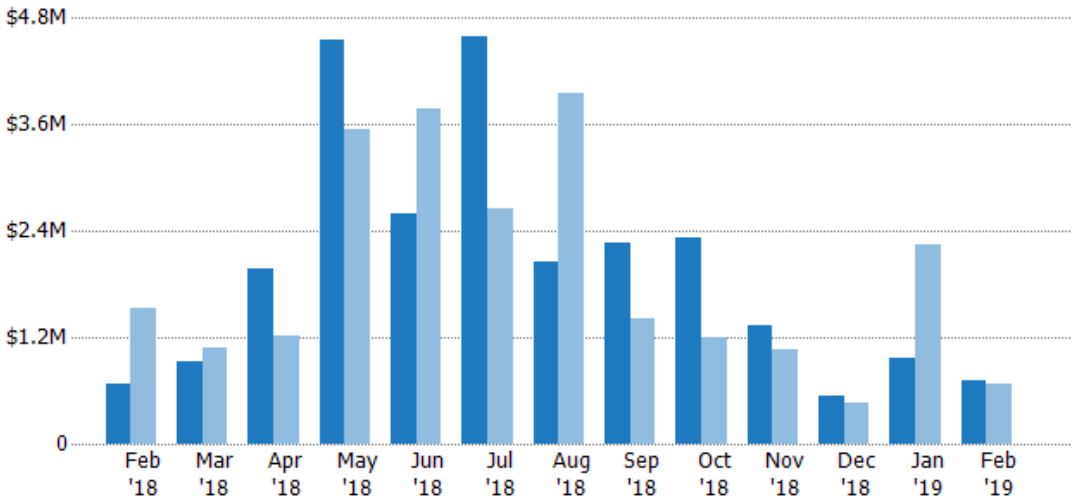
Month/Year	Current Year	Prior Year	Percent Change from Prior Year
Feb '19	6	6	0%
Feb '18	6	10	-40%
Feb '17	10	10	-30%

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



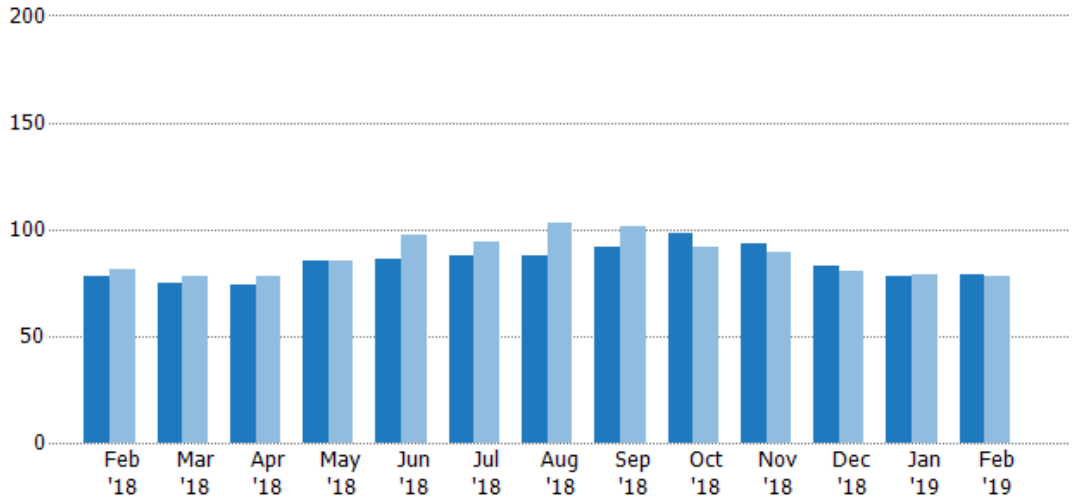
Month/Year	Current Year	Prior Year	Percent Change from Prior Year
Feb '19	\$717K	\$676K	6.1%
Feb '18	\$676K	\$1.54M	-56.1%
Feb '17	\$1.54M	\$1.54M	-25.4%

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



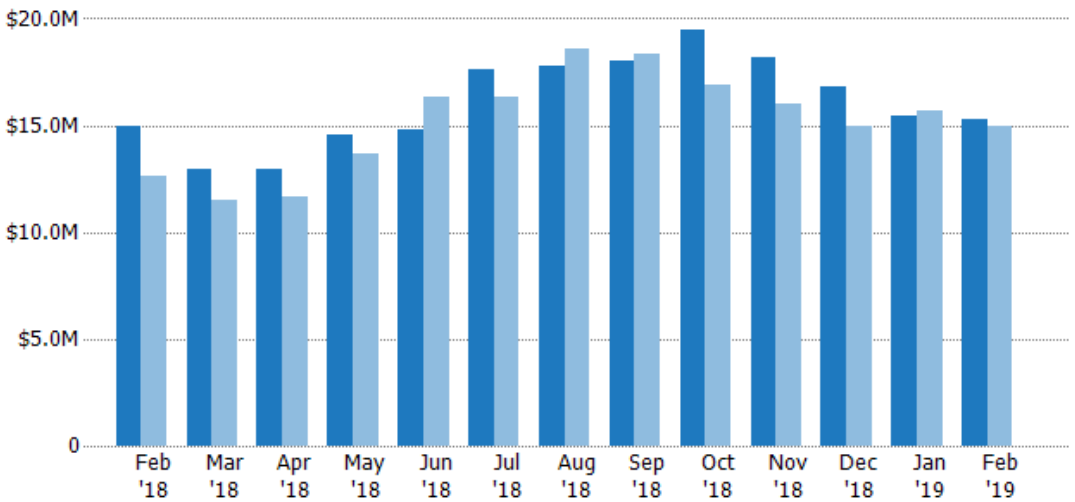
	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19
Current Year	78	75	74	85	86	88	88	92	98	93	83	78	79
Prior Year	81	78	78	85	97	94	103	101	92	89	80	79	78
Percent Change from Prior Year	-4%	-4%	-5%	0%	-11%	-6%	-15%	-9%	7%	4%	4%	-1%	1%

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



	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	\$15M	\$13M	\$13M	\$14.6M	\$14.8M	\$17.6M	\$17.8M	\$18M	\$19.5M	\$18.1M	\$16.8M	\$15.5M	\$15.3M
Prior Year	\$12.6M	\$11.5M	\$11.7M	\$13.7M	\$16.4M	\$16.3M	\$18.6M	\$18.4M	\$16.9M	\$16M	\$14.9M	\$15.7M	\$15M
Percent Change from Prior Year	19%	13%	11%	7%	-9%	8%	-4%	-2%	15%	13%	12%	-1%	2%

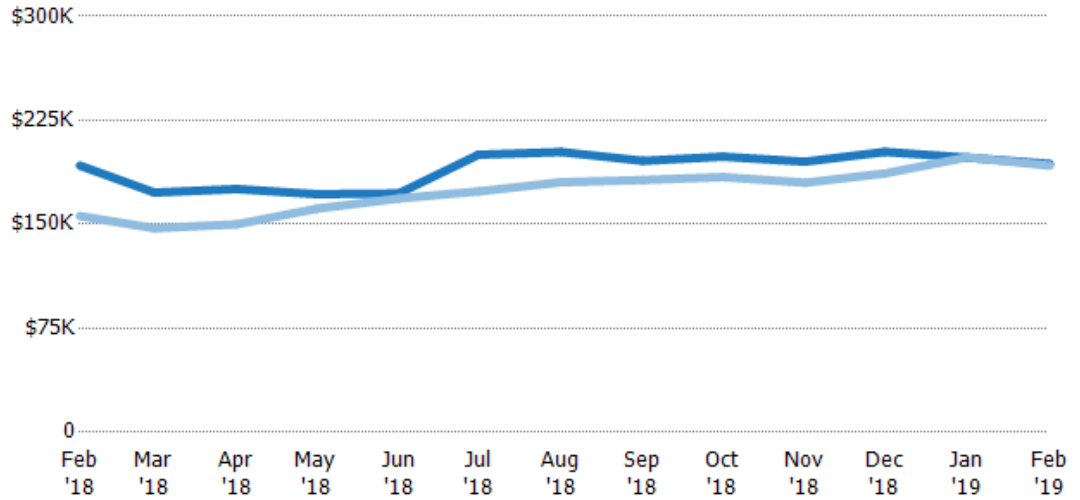
Average Listing Price

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	0.7%
Feb '18	\$192K	23.3%
Feb '17	\$156K	-13.3%



Current Year	\$192K	\$173K	\$175K	\$172K	\$172K	\$200K	\$202K	\$196K	\$199K	\$195K	\$202K	\$198K	\$194K
Prior Year	\$156K	\$147K	\$150K	\$161K	\$169K	\$174K	\$180K	\$182K	\$184K	\$180K	\$187K	\$198K	\$192K
Percent Change from Prior Year	23%	17%	17%	7%	2%	15%	12%	8%	8%	8%	8%	0%	1%

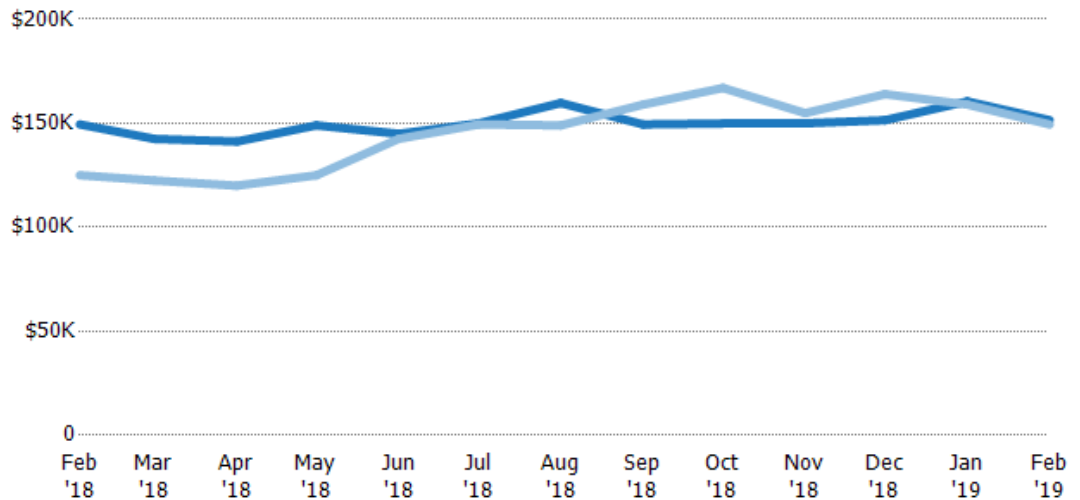
Median Listing Price

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	\$152K	1.4%
Feb '18	\$149K	19.6%
Feb '17	\$125K	-6.4%



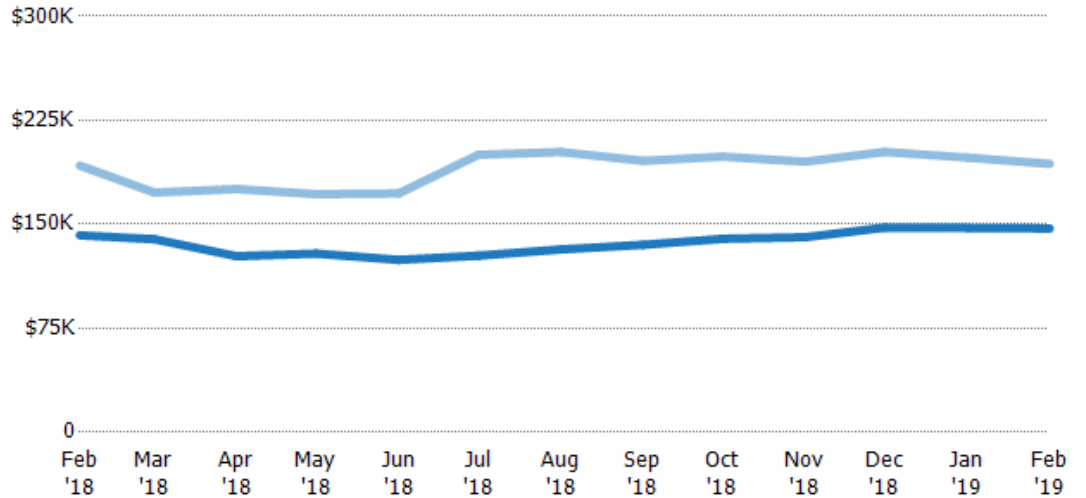
Current Year	\$149K	\$143K	\$141K	\$149K	\$145K	\$150K	\$160K	\$149K	\$150K	\$150K	\$152K	\$161K	\$152K
Prior Year	\$125K	\$123K	\$120K	\$125K	\$143K	\$149K	\$149K	\$159K	\$167K	\$155K	\$164K	\$159K	\$149K
Percent Change from Prior Year	20%	16%	18%	19%	2%	0%	7%	-6%	-10%	-3%	-8%	1%	1%

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



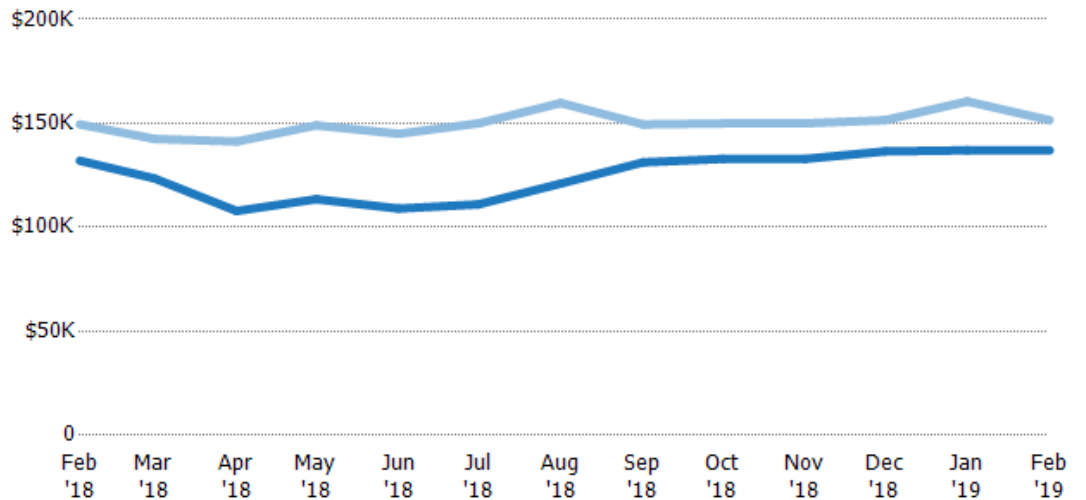
	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19
Avg Est Value	\$142K	\$139K	\$127K	\$129K	\$124K	\$127K	\$132K	\$135K	\$140K	\$141K	\$148K	\$147K	\$147K
Avg Listing Price	\$192K	\$173K	\$175K	\$172K	\$172K	\$200K	\$202K	\$196K	\$199K	\$195K	\$202K	\$198K	\$194K
Avg Listing Price as a % of Avg Est Value	135%	124%	138%	133%	139%	157%	153%	145%	142%	139%	137%	134%	132%

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



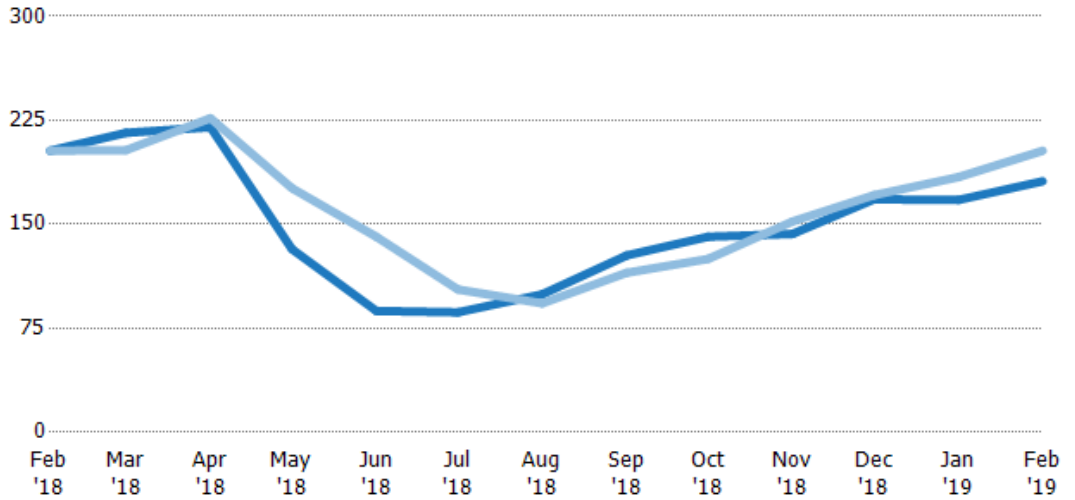
	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19
Median Est Value	\$132K	\$124K	\$108K	\$114K	\$109K	\$111K	\$121K	\$131K	\$133K	\$133K	\$137K	\$137K	\$137K
Median Listing Price	\$149K	\$143K	\$141K	\$149K	\$145K	\$150K	\$160K	\$149K	\$150K	\$150K	\$152K	\$161K	\$152K
Med Listing Price as a % of Med Est Value	113%	115%	131%	131%	133%	135%	132%	114%	113%	113%	111%	117%	111%

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



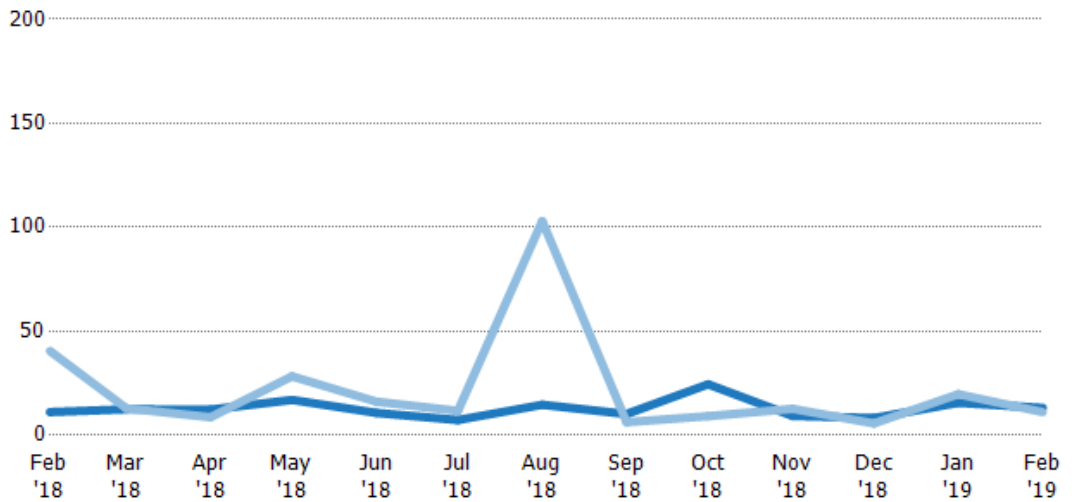
	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19
Current Year	203	216	220	132	87.5	86.5	100	128	141	143	168	168	181
Prior Year	203	204	227	176	141	103	93	115	125	152	171	184	203
Percent Change from Prior Year	0%	6%	-3%	-25%	-38%	-16%	7%	11%	13%	-6%	-2%	-9%	-11%

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	11.1	12.5	12.3	17	10.8	7.33	14.7	10.2	24.5	9.3	8.3	15.6	13.2
Prior Year	40.5	13	8.67	28.3	16.2	11.8	103	6.31	9.2	12.7	5.71	19.8	11.1
Percent Change from Prior Year	-72%	-4%	42%	-40%	-34%	-38%	-86%	62%	166%	-27%	45%	-21%	18%

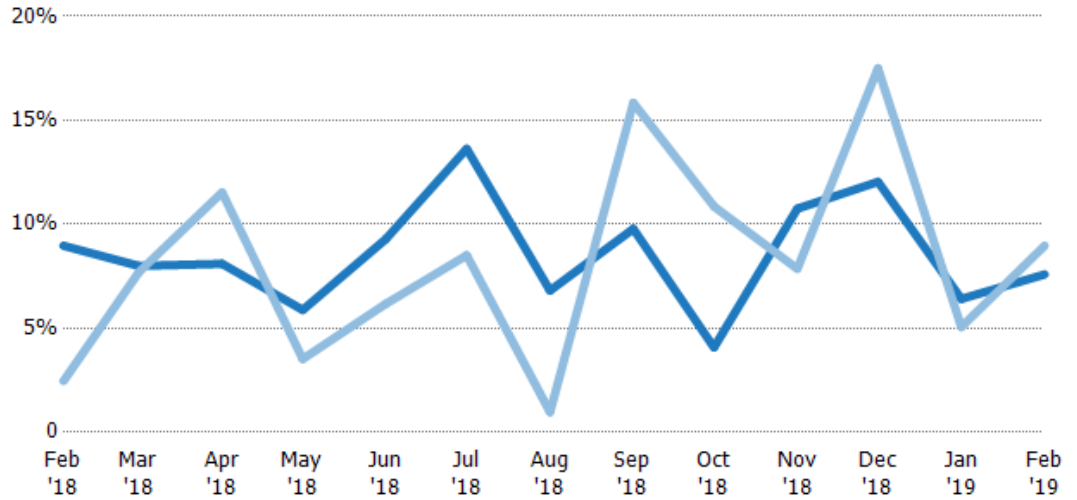
Absorption Rate

The percentage of inventory sold per month.

Filters Used

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

Month/Year	Rate	Chg.
Feb '19	8%	1.4%
Feb '18	9%	-6.5%
Feb '17	2%	-7.7%



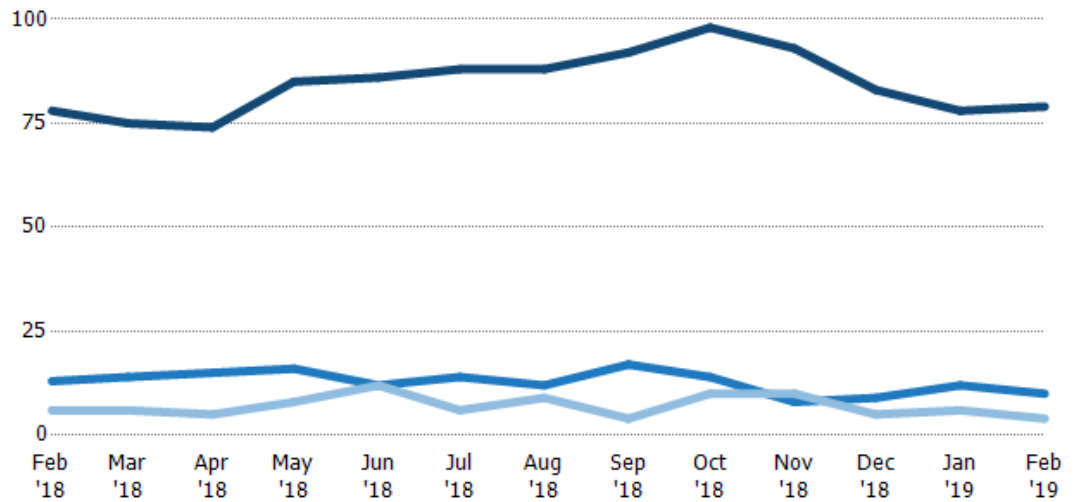
	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19
Current Year	9%	8%	8%	6%	9%	14%	7%	10%	4%	11%	12%	6%	8%
Prior Year	2%	8%	12%	4%	6%	9%	1%	16%	11%	8%	18%	5%	9%
Change from Prior Year	-7%	0%	3%	-2%	-3%	-5%	-6%	6%	7%	-3%	5%	-1%	1%

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



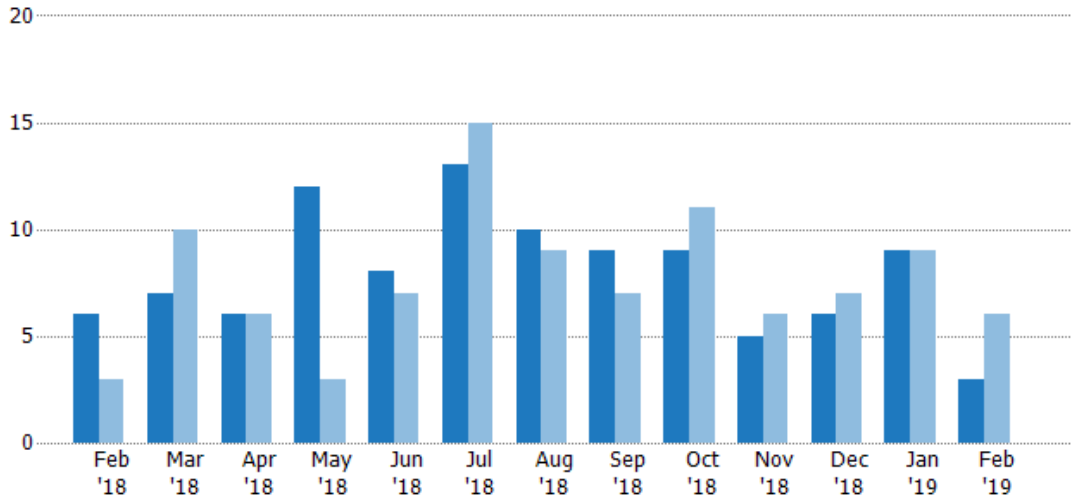
	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19
Active	78	75	74	85	86	88	88	92	98	93	83	78	79
Pending	13	14	15	16	12	14	12	17	14	8	9	12	10
Sold	6	6	5	8	12	6	9	4	10	10	5	6	4

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	200%

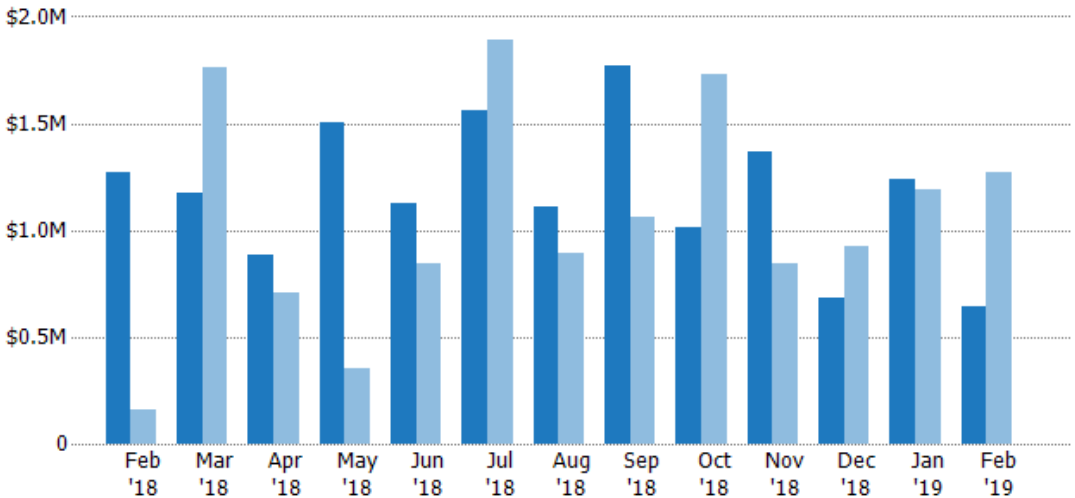
	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19
Current Year	6	7	6	12	8	13	10	9	9	5	6	9	3
Prior Year	3	10	6	3	7	15	9	7	11	6	7	9	6
Percent Change from Prior Year	100%	-30%	0%	300%	14%	-13%	11%	29%	-18%	-17%	-14%	0%	-50%

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	457.6%

	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	\$1.56M	\$1.11M	\$1.77M	\$1.02M	\$1.37M	\$683K	\$1.24M	\$639K
Prior Year	\$163K	\$1.76M	\$709K	\$355K	\$842K	\$1.89M	\$891K	\$1.06M	\$1.73M	\$847K	\$921K	\$1.19M	\$1.27M
Percent Change from Prior Year	678%	-33%	24%	323%	34%	-18%	25%	67%	-41%	61%	-26%	5%	-50%

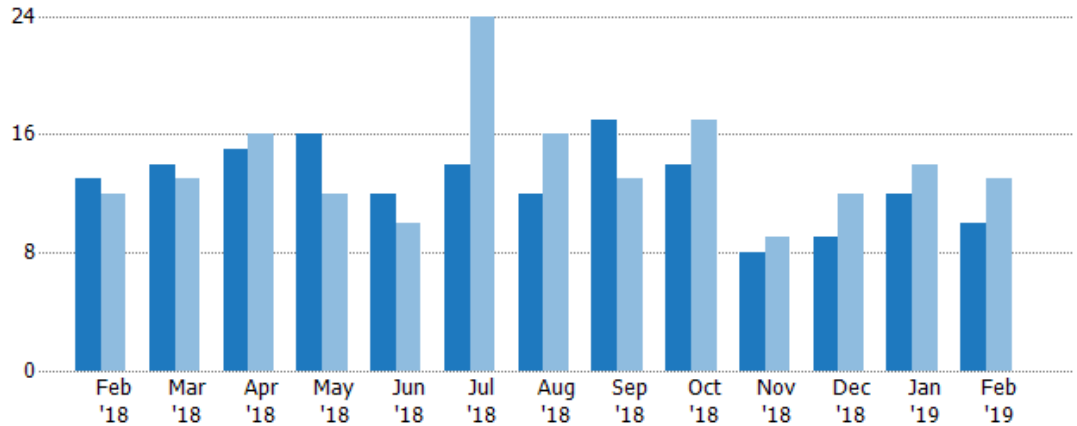
Pending Sales

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

Month/ Year	Count	% Chg.
Feb '19	10	-23.1%
Feb '18	13	8.3%
Feb '17	12	-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	13	14	15	16	12	14	12	17	14	8	9	12	10
Prior Year	12	13	16	12	10	24	16	13	17	9	12	14	13
Percent Change from Prior Year	8%	8%	-6%	33%	20%	-42%	-25%	31%	-18%	-11%	-25%	-14%	-23%

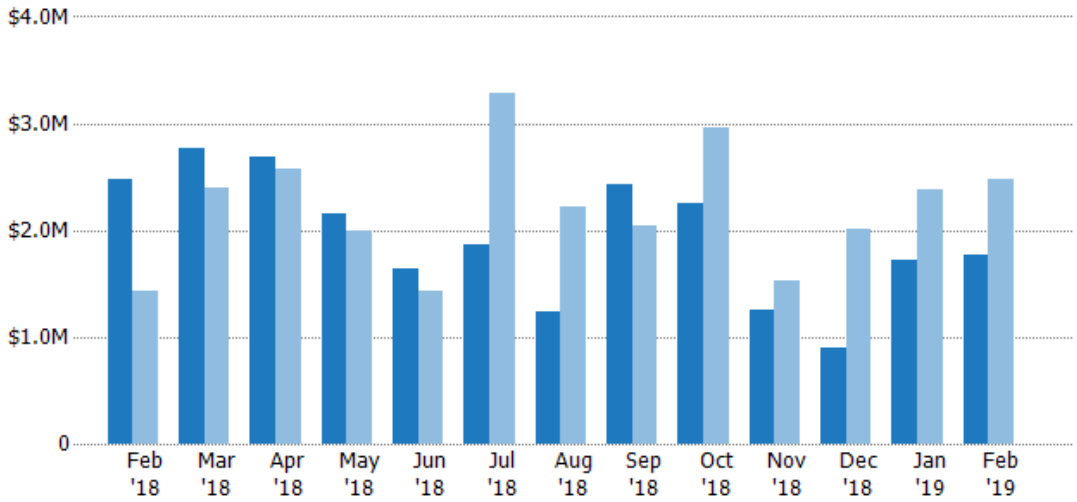
Pending Sales Volume

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.
Feb '19	\$1.76M	-29%
Feb '18	\$2.48M	73.6%
Feb '17	\$1.43M	-29.3%



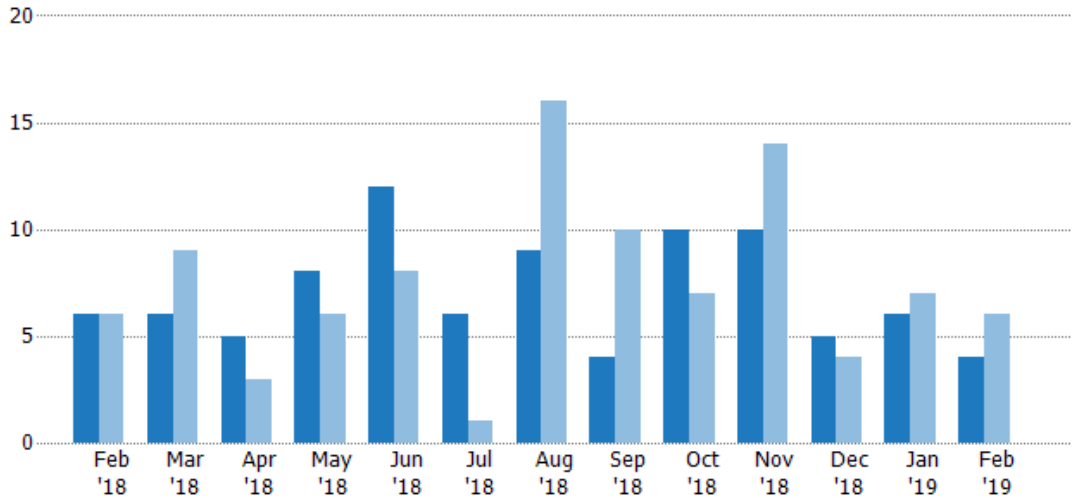
	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19
Current Year	\$2.48M	\$2.77M	\$2.68M	\$2.15M	\$1.65M	\$1.86M	\$1.23M	\$2.43M	\$2.26M	\$1.26M	\$899K	\$1.72M	\$1.76M
Prior Year	\$1.43M	\$2.4M	\$2.57M	\$1.99M	\$1.43M	\$3.29M	\$2.22M	\$2.05M	\$2.97M	\$1.53M	\$2.01M	\$2.38M	\$2.48M
Percent Change from Prior Year	74%	15%	5%	8%	15%	-43%	-45%	19%	-24%	-18%	-55%	-28%	-29%

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



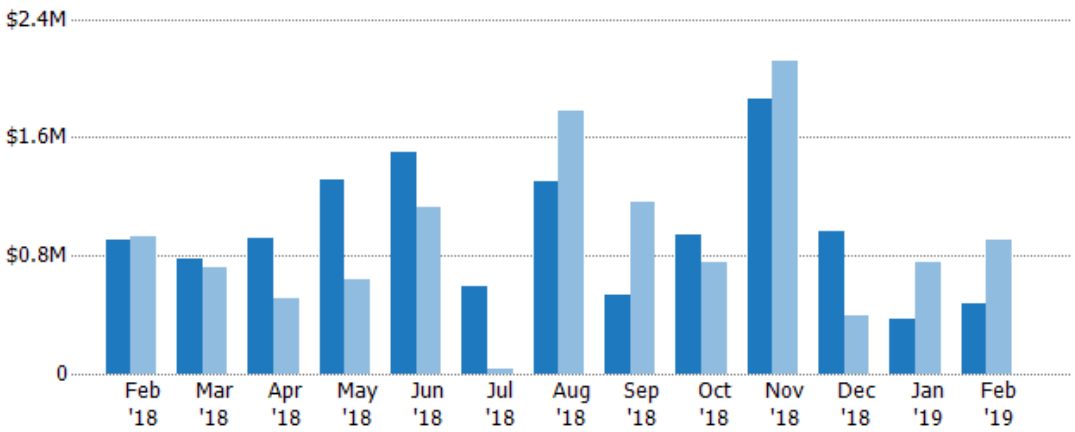
	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19
Current Year	6	6	5	8	12	6	9	4	10	10	5	6	4
Prior Year	6	9	3	6	8	1	16	10	7	14	4	7	6
Percent Change from Prior Year	0%	-33%	67%	33%	50%	500%	-44%	-60%	43%	-29%	25%	-14%	-33%

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



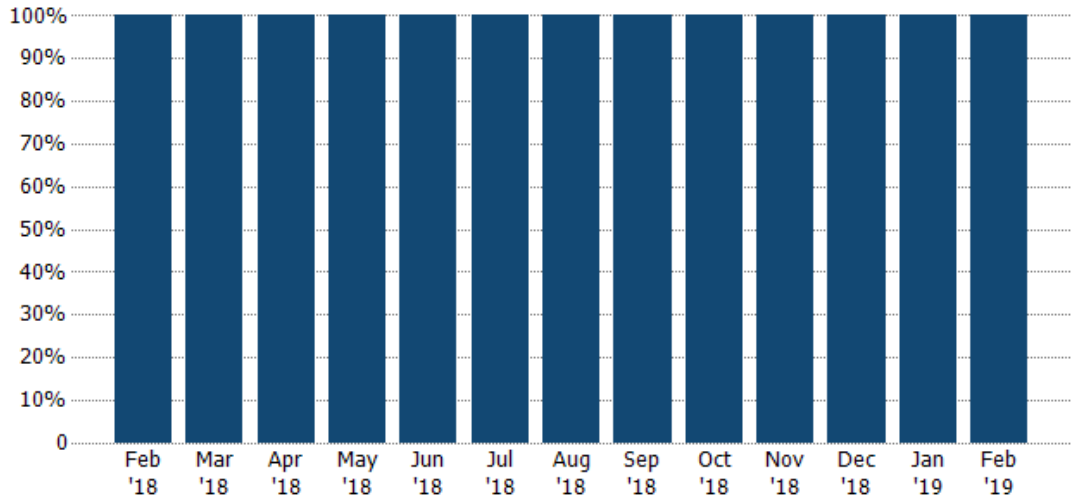
	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19
Current Year	\$904K	\$780K	\$918K	\$1.31M	\$1.5M	\$596K	\$1.3M	\$537K	\$945K	\$1.86M	\$959K	\$370K	\$475K
Prior Year	\$929K	\$718K	\$514K	\$636K	\$1.12M	\$35K	\$1.77M	\$1.16M	\$758K	\$2.12M	\$397K	\$760K	\$904K
Percent Change from Prior Year	-3%	9%	79%	106%	34%	1,601%	-26%	-54%	25%	-12%	141%	-51%	-48%

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



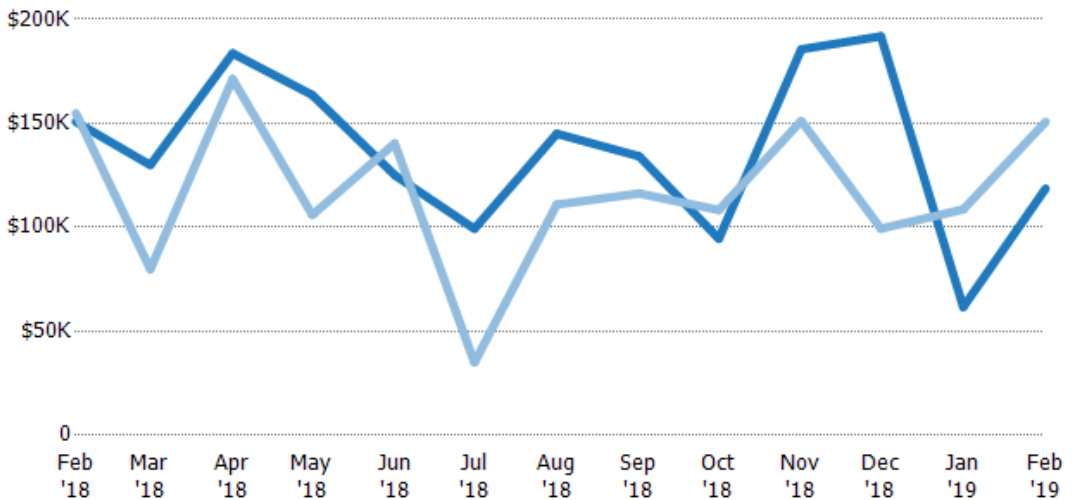
■ Single Family Residence

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

\$151K	\$130K	\$184K	\$164K	\$125K	\$99.3K	\$145K	\$134K	\$94.5K	\$186K	\$192K	\$61.7K	\$119K
\$155K	\$79.8K	\$171K	\$106K	\$140K	\$35K	\$111K	\$116K	\$108K	\$151K	\$99.4K	\$109K	\$151K
-3%	63%	7%	54%	-11%	184%	31%	15%	-13%	23%	93%	-43%	-21%

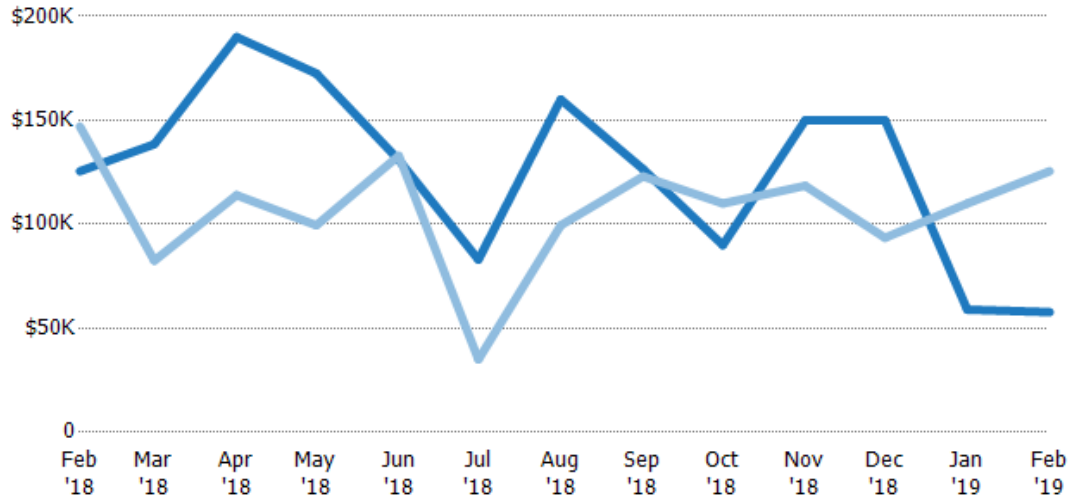
Median Sales Price

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	-54%
Feb '18	\$126K	-14.6%
Feb '17	\$147K	-85%



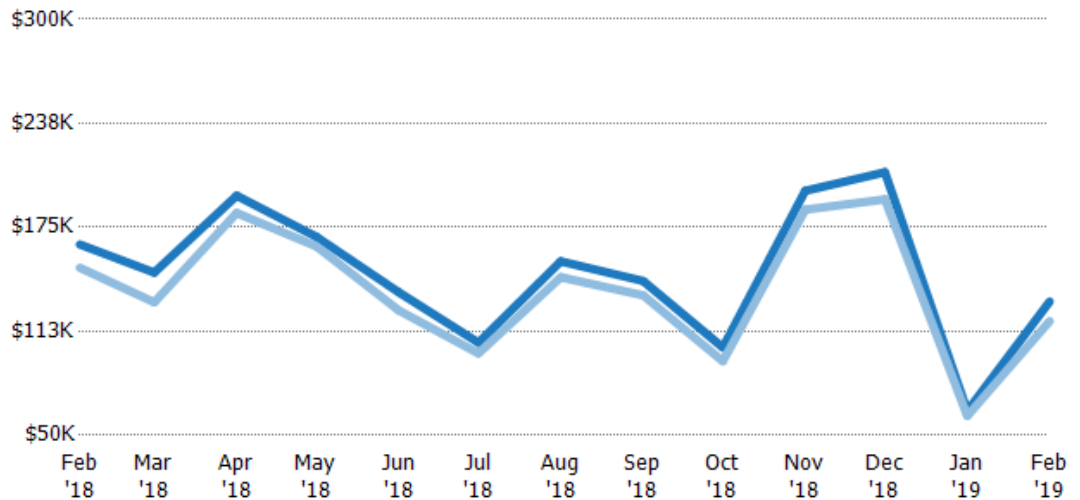
Current Year	\$126K	\$139K	\$190K	\$173K	\$131K	\$83K	\$160K	\$127K	\$90K	\$150K	\$150K	\$59K	\$57.8K
Prior Year	\$147K	\$82.5K	\$114K	\$100K	\$133K	\$35K	\$100K	\$123K	\$110K	\$119K	\$93.5K	\$110K	\$126K
Percent Change from Prior Year	-15%	68%	67%	73%	-2%	137%	61%	3%	-18%	27%	60%	-46%	-54%

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



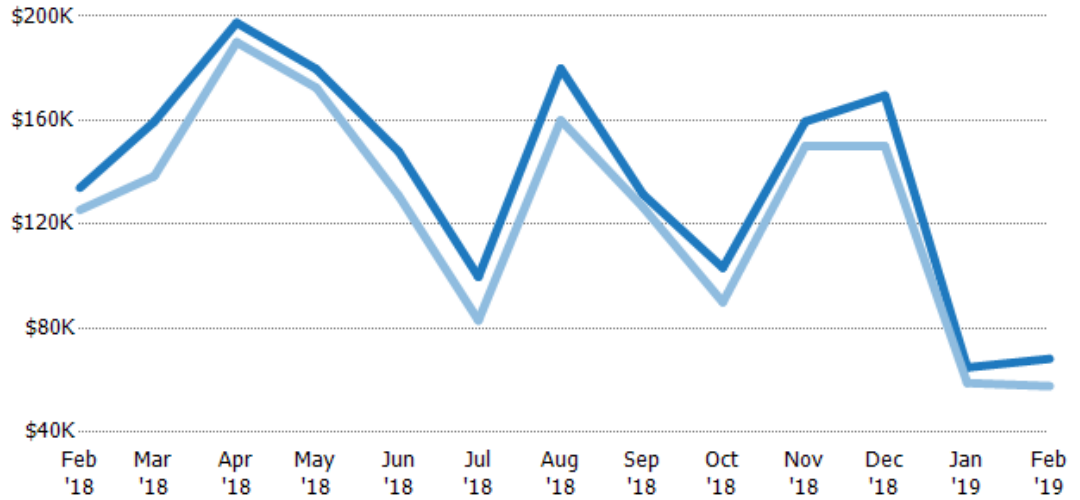
Avg List Price	\$165K	\$148K	\$194K	\$169K	\$136K	\$106K	\$155K	\$143K	\$103K	\$197K	\$208K	\$64.6K	\$130K
Avg Sales Price	\$151K	\$130K	\$184K	\$164K	\$125K	\$99.3K	\$145K	\$134K	\$94.5K	\$186K	\$192K	\$61.7K	\$119K
Avg Sales Price as a % of Avg List Price	91%	88%	95%	97%	92%	94%	94%	94%	92%	94%	92%	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



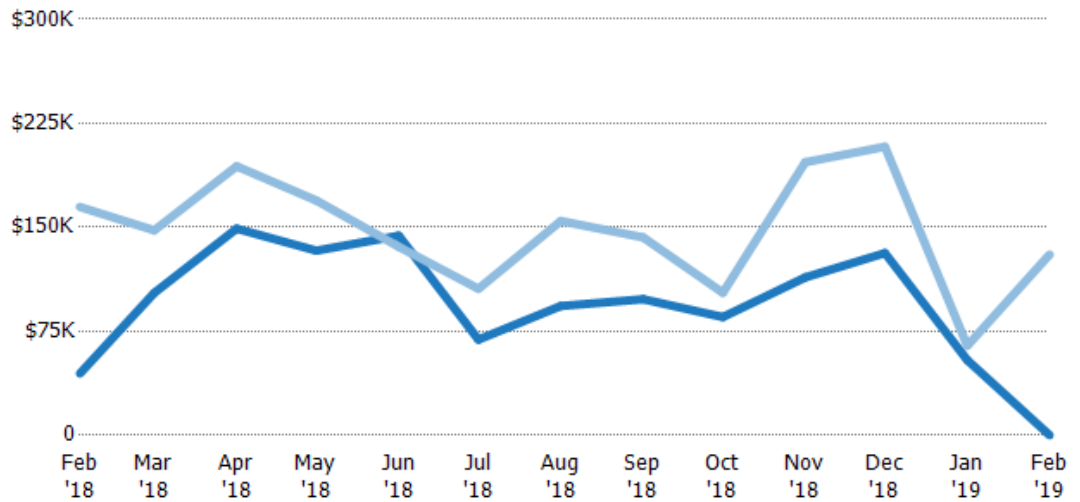
	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19
Median List Price	\$134K	\$159K	\$198K	\$180K	\$148K	\$100K	\$180K	\$131K	\$103K	\$160K	\$170K	\$64.9K	\$68.3K
Median Sales Price	\$126K	\$139K	\$190K	\$173K	\$131K	\$83K	\$160K	\$127K	\$90K	\$150K	\$150K	\$59K	\$57.8K
Med Sales Price as a % of Med List Price	94%	87%	96%	96%	89%	83%	89%	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



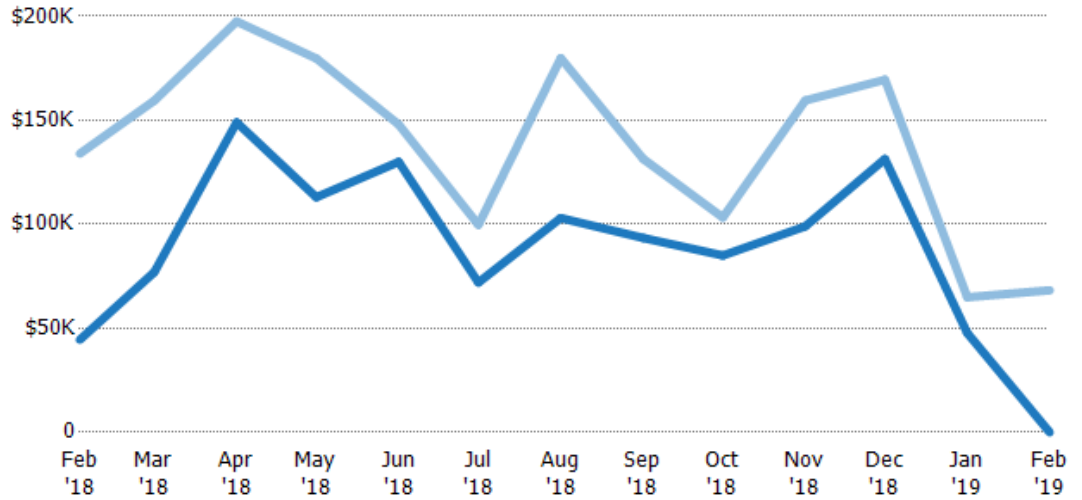
	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19
Avg Est Value	\$44.5K	\$103K	\$149K	\$133K	\$144K	\$69K	\$93.2K	\$98.1K	\$85.3K	\$114K	\$131K	\$54.2K	\$0
Avg Sales Price	\$165K	\$148K	\$194K	\$169K	\$136K	\$106K	\$155K	\$143K	\$103K	\$197K	\$208K	\$64.6K	\$130K
Avg Sales Price as a % of Avg Est Value	370%	144%	130%	127%	94%	153%	166%	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	\$130K	\$72K	\$103K	\$93.4K	\$85K	\$99K	\$131K	\$47.7K	\$0
Median Sales Price	\$134K	\$159K	\$198K	\$180K	\$148K	\$100K	\$180K	\$131K	\$103K	\$160K	\$170K	\$64.9K	\$68.3K
Med Sales Price as a % of Med Est Value	301%	207%	133%	159%	114%	139%	175%	141%	121%	161%	129%	136%	100%