

## Summary of Key Listing and Sales Metrics

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

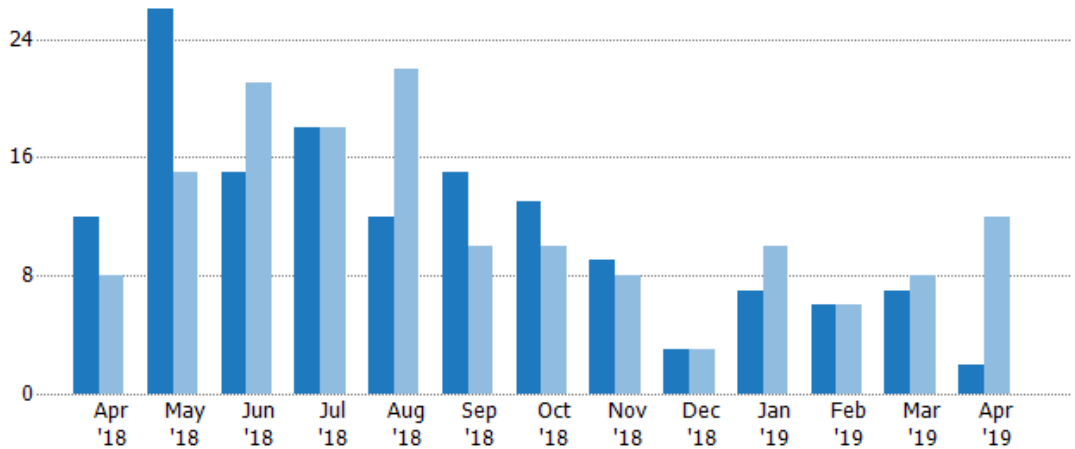
Key Metrics	Apr 2019	Apr 2018	+ / -	YTD 2019	YTD 2018	+ / -
<b>Listing Activity Charts Metrics</b>						
New Listing Count	2	12	-83.3%	22	36	-38.9%
New Listing Volume	\$613,000	\$1,983,900	-69.1%	\$3,330,800	\$5,827,500	-42.8%
Active Listing Count	–	74	–	N/A	N/A	
Active Listing Volume	–	\$12,979,550	–	N/A	N/A	
Average Listing Price	–	\$175,399	–	\$196,703	\$185,011	+6.3%
Median Listing Price	–	\$141,225	–	\$160,345	\$148,223	+8.2%
Median Days in RPR	–	220	–	154.67	204.25	-24.3%
Months of Inventory	–	12.3	-100%	9.7	15.3	-36.8%
Absorption Rate	–	8.11%	–	10.34%	6.54%	+3.8%
<b>Sales Activity Charts Metrics</b>						
New Pending Sales Count	1	6	-83.3%	22	28	-21.4%
New Pending Sales Volume	\$169,500	\$882,129	-80.8%	\$3,326,950	\$4,512,929	-26.3%
Pending Sales Count	–	15	–	N/A	N/A	
Pending Sales Volume	–	\$2,684,229	–	N/A	N/A	
Closed Sales Count	3	5	-40%	18	24	-25%
Closed Sales Volume	\$502,816	\$918,000	-45.2%	\$2,172,216	\$3,361,547	-35.4%
Average Sales Price	\$167,605	\$183,600	-8.7%	\$120,679	\$140,064	-13.8%
Median Sales Price	\$172,000	\$190,000	-9.5%	\$97,817	\$137,667	-28.9%

## 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



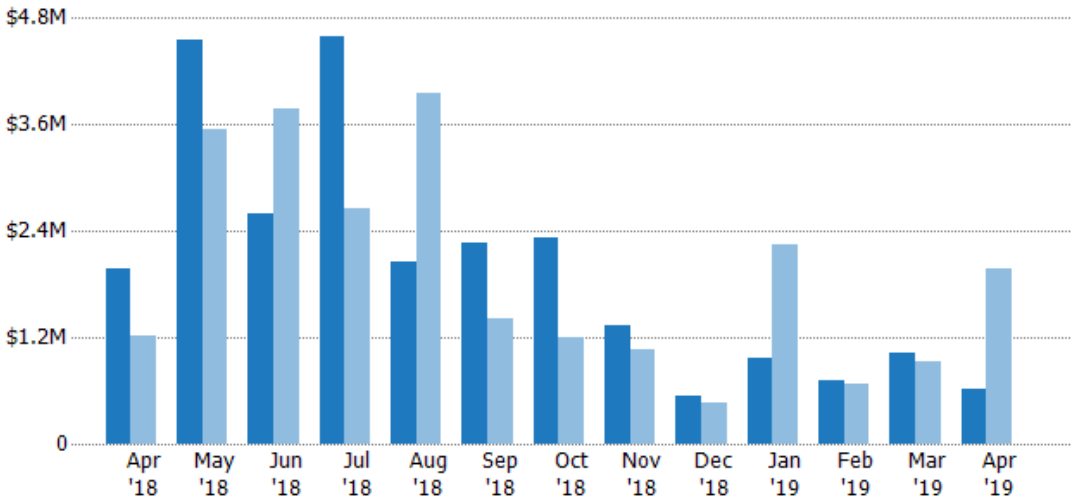
Month/Year	Current Year	Prior Year	Percent Change from Prior Year
Apr '19	2	12	-83.3%
Apr '18	12	8	50%
Apr '17	8	8	87.5%

## 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



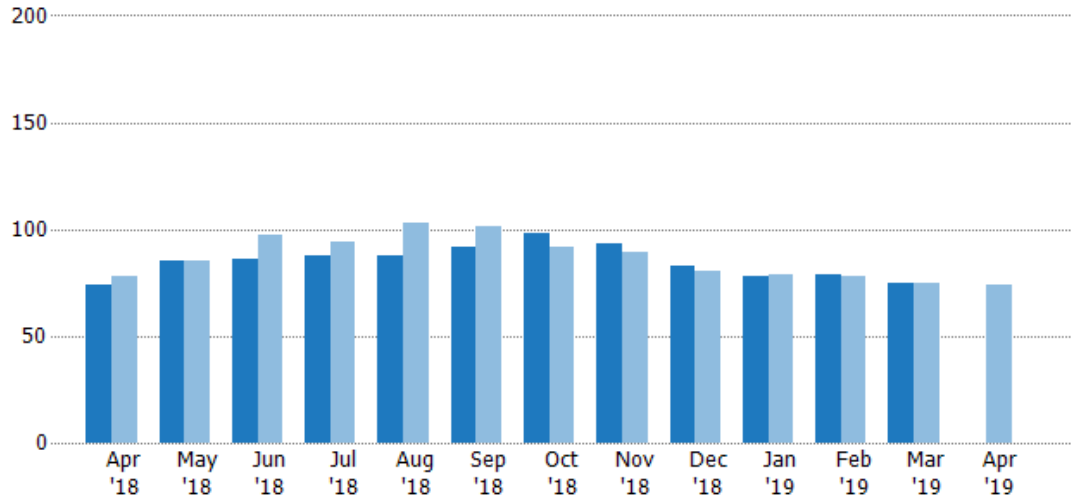
Month/Year	Current Year	Prior Year	Percent Change from Prior Year
Apr '19	\$613K	\$1.98M	-69.1%
Apr '18	\$1.98M	\$1.22M	62%
Apr '17	\$1.22M	\$1.22M	144%

## 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



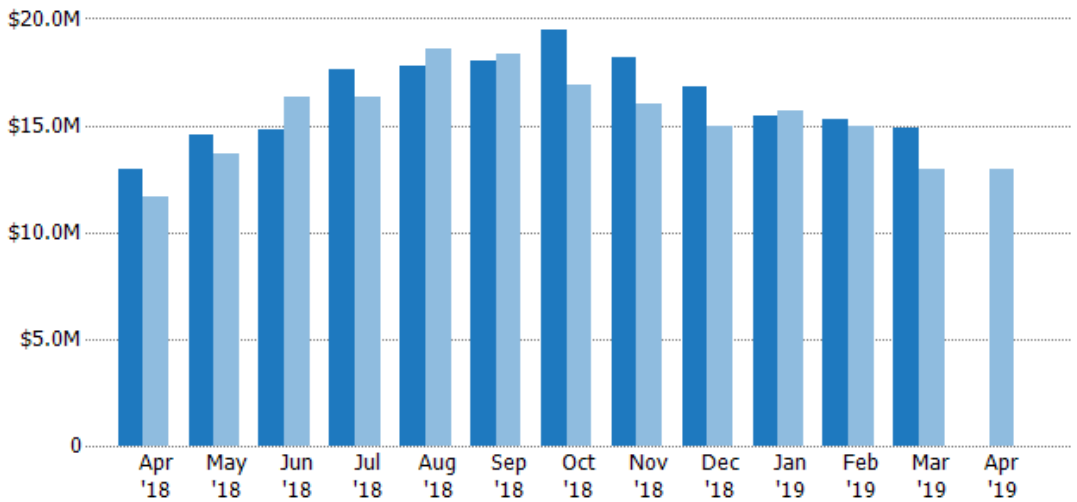
Current Year	74	85	86	88	88	92	98	93	83	78	79	75	-
Prior Year	78	85	97	94	103	101	92	89	80	79	78	75	74
Percent Change from Prior Year	-5%	0%	-11%	-6%	-15%	-9%	7%	4%	4%	-1%	1%	0%	-100%

## 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



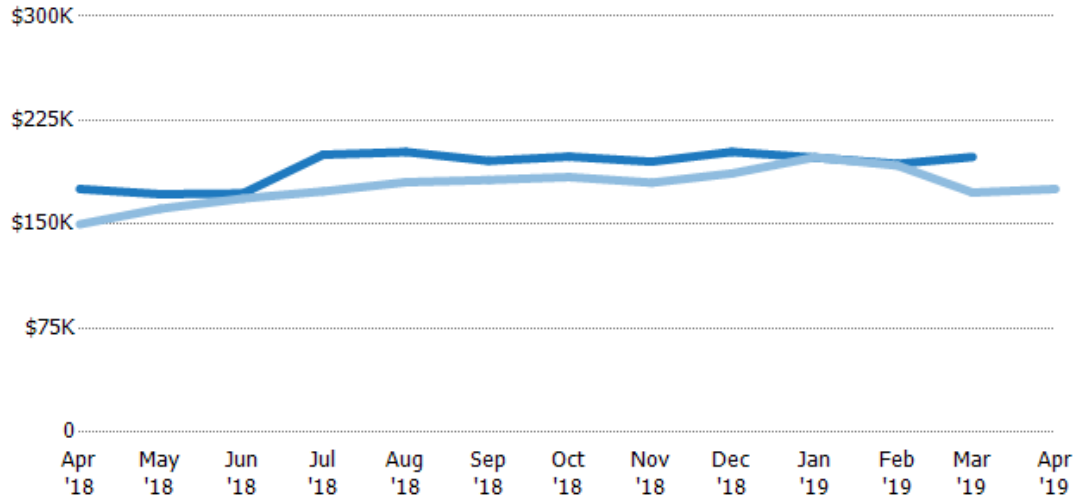
Current Year	\$13M	\$14.6M	\$14.8M	\$17.6M	\$17.8M	\$18M	\$19.5M	\$18.1M	\$16.8M	\$15.5M	\$15.3M	\$14.9M	-
Prior Year	\$11.7M	\$13.7M	\$16.4M	\$16.3M	\$18.6M	\$18.4M	\$16.9M	\$16M	\$14.9M	\$15.7M	\$15M	\$13M	\$13M
Percent Change from Prior Year	11%	7%	-9%	8%	-4%	-2%	15%	13%	12%	-1%	2%	15%	-100%

## 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



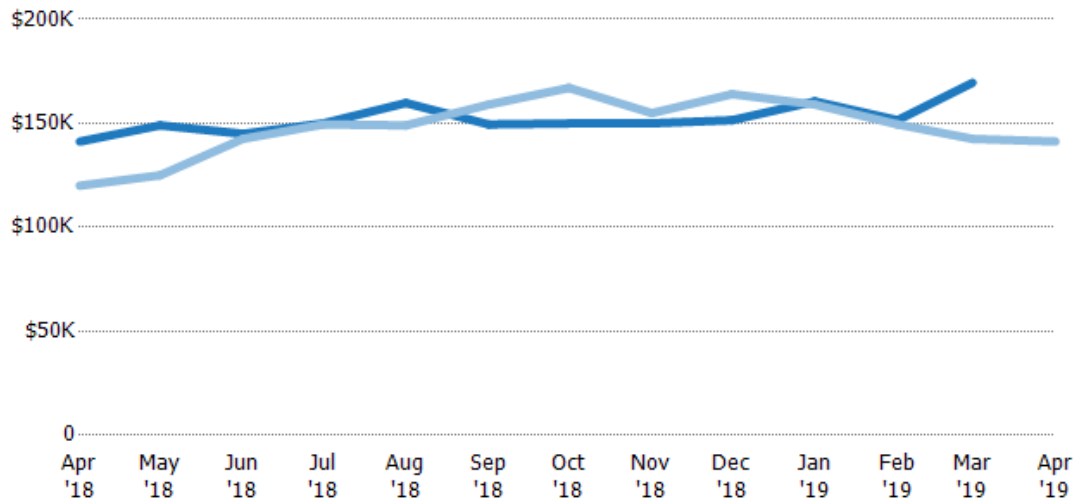
	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19
Current Year	\$175K	\$172K	\$172K	\$200K	\$202K	\$196K	\$199K	\$195K	\$202K	\$198K	\$194K	\$199K	-
Prior Year	\$150K	\$161K	\$169K	\$174K	\$180K	\$182K	\$184K	\$180K	\$187K	\$198K	\$192K	\$173K	\$175K
Percent Change from Prior Year	17%	7%	2%	15%	12%	8%	8%	8%	8%	0%	1%	15%	-100%

## 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



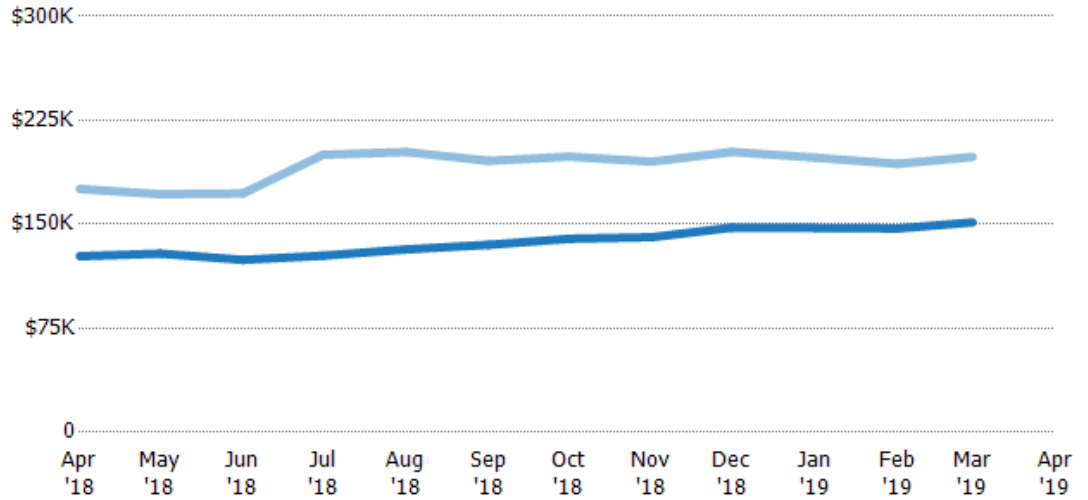
	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19
Current Year	\$141K	\$149K	\$145K	\$150K	\$160K	\$149K	\$150K	\$150K	\$152K	\$161K	\$152K	\$170K	-
Prior Year	\$120K	\$125K	\$143K	\$149K	\$149K	\$159K	\$167K	\$155K	\$164K	\$159K	\$149K	\$143K	\$141K
Percent Change from Prior Year	18%	19%	2%	0%	7%	-6%	-10%	-3%	-8%	1%	1%	19%	-100%

## 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

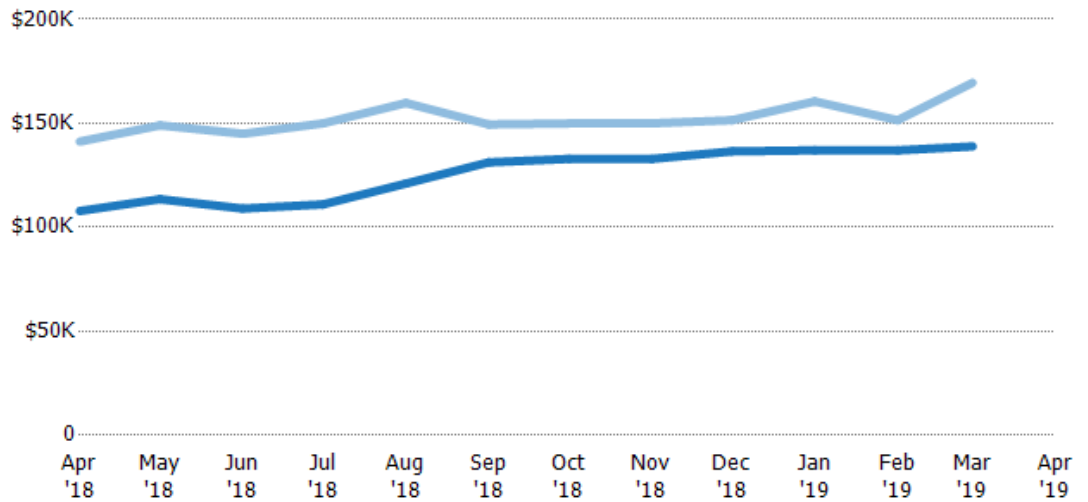


## Median Listing Price vs Median Est Value

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

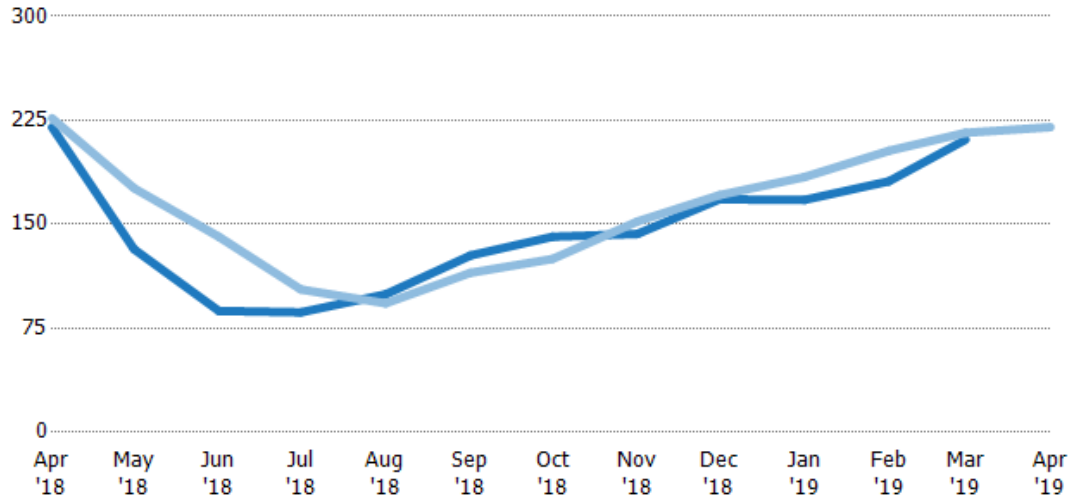


## Median Days in RPR

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



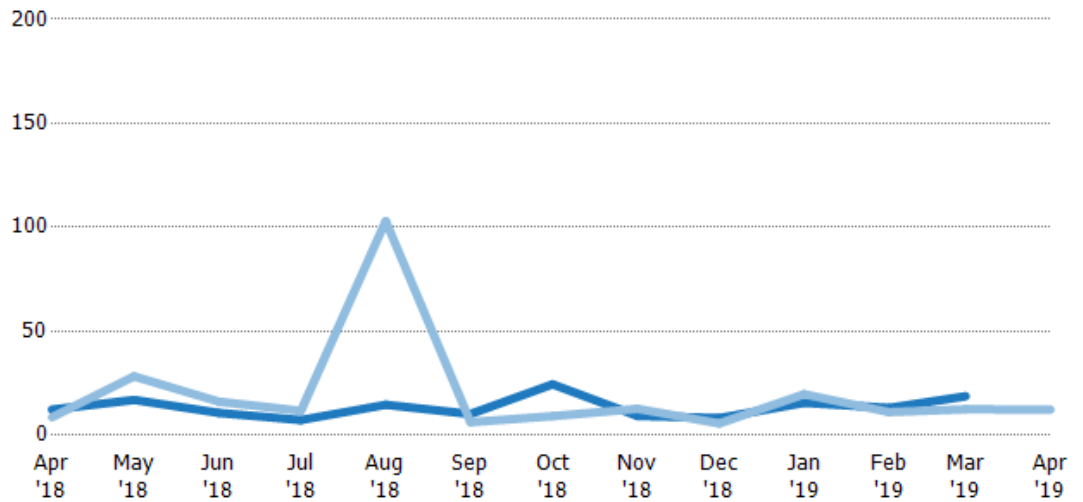
	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19
Current Year	220	132	87.5	86.5	100	128	141	143	168	168	181	211	-
Prior Year	227	176	141	103	93	115	125	152	171	184	203	216	220
Percent Change from Prior Year	-3%	-25%	-38%	-16%	7%	11%	13%	-6%	-2%	-9%	-11%	-2%	-100%

## 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



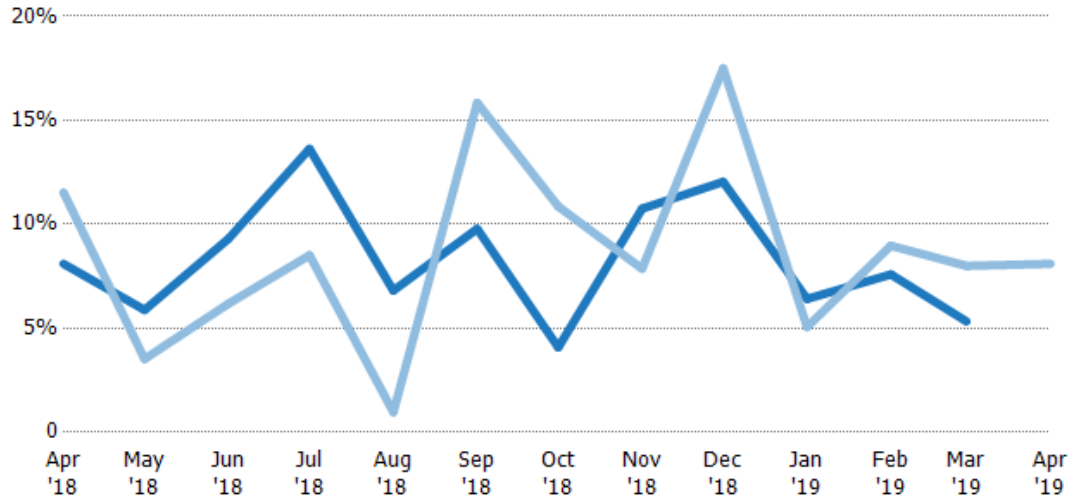
	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19
Current Year	12.3	17	10.8	7.33	14.7	10.2	24.5	9.3	8.3	15.6	13.2	18.8	-
Prior Year	8.67	28.3	16.2	11.8	103	6.31	9.2	12.7	5.71	19.8	11.1	12.5	12.3
Percent Change from Prior Year	42%	-40%	-34%	-38%	-86%	62%	166%	-27%	45%	-21%	18%	50%	-100%

## 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



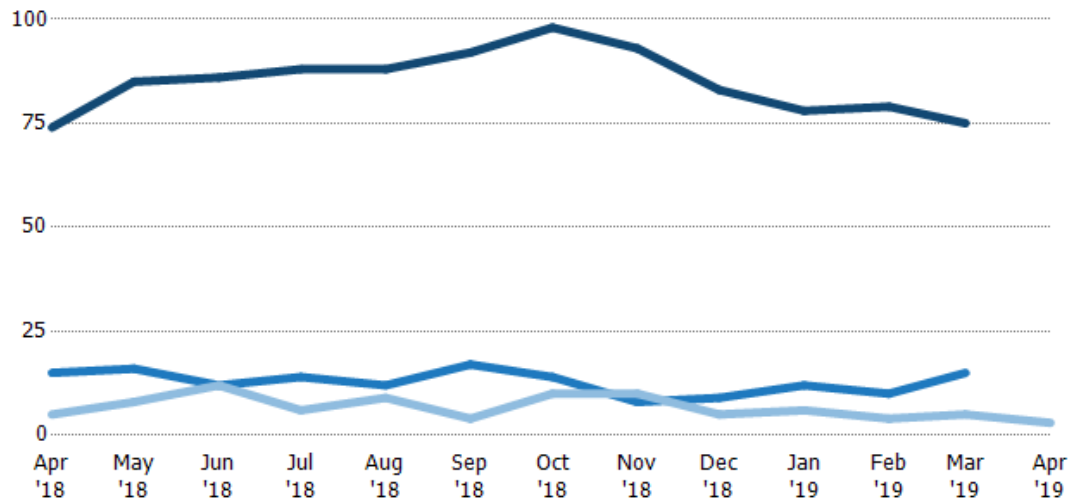
	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19
Current Year	8%	6%	9%	14%	7%	10%	4%	11%	12%	6%	8%	5%	-
Prior Year	12%	4%	6%	9%	1%	16%	11%	8%	18%	5%	9%	8%	8%
Change from Prior Year	3%	-2%	-3%	-5%	-6%	6%	7%	-3%	5%	-1%	1%	3%	8%

## 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



	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19
Active	74	85	86	88	88	92	98	93	83	78	79	75	-
Pending	15	16	12	14	12	17	14	8	9	12	10	15	-
Sold	5	8	12	6	9	4	10	10	5	6	4	5	3

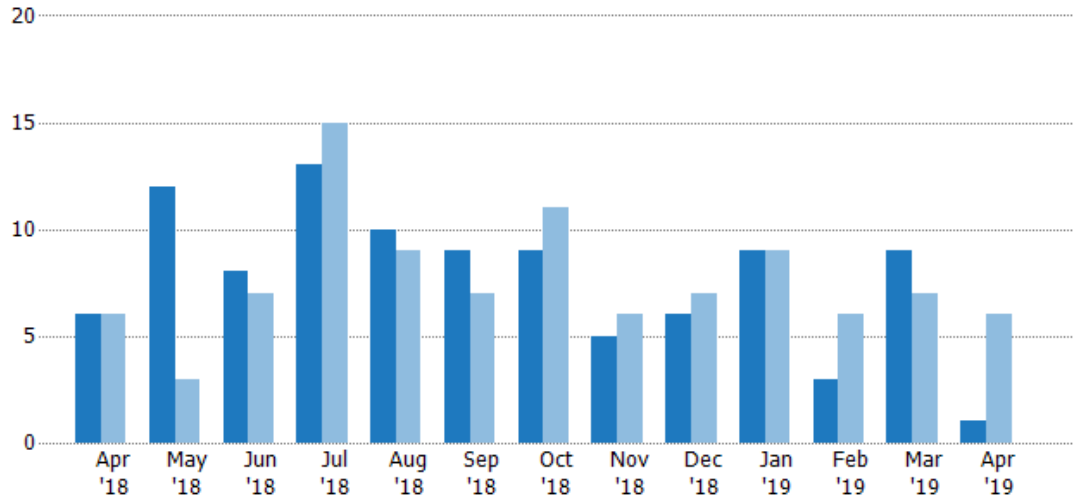
## New Pending Sales

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.
Apr '19	1	-83.3%
Apr '18	6	0%
Apr '17	6	-33.3%



Current Year	6	12	8	13	10	9	9	5	6	9	3	9	1
Prior Year	6	3	7	15	9	7	11	6	7	9	6	7	6
Percent Change from Prior Year	0%	300%	14%	-13%	11%	29%	-18%	-17%	-14%	0%	-50%	29%	-83%

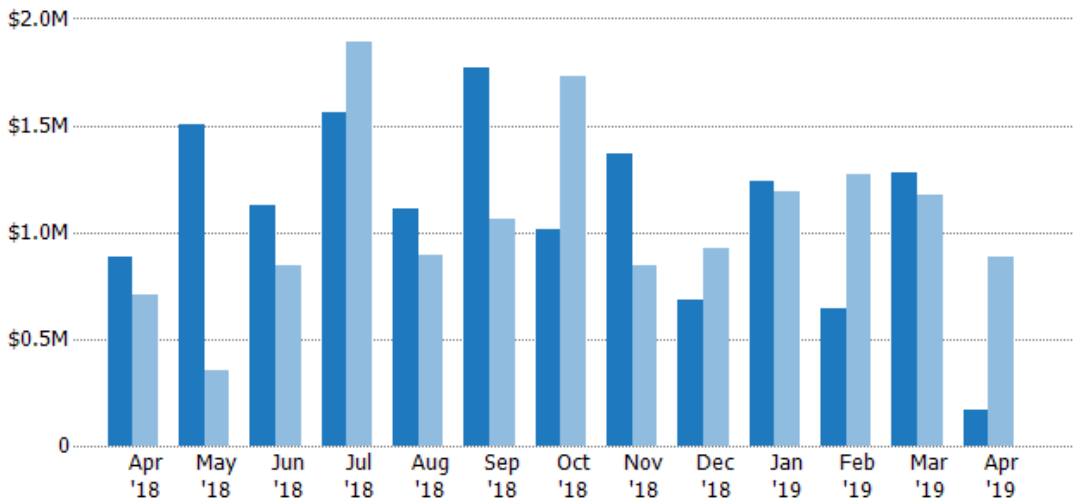
## New Pending Sales Volume

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.
Apr '19	\$170K	-80.8%
Apr '18	\$882K	24.4%
Apr '17	\$709K	-41.8%



Current Year	\$882K	\$1.5M	\$1.12M	\$1.56M	\$1.11M	\$1.77M	\$1.02M	\$1.37M	\$683K	\$1.24M	\$639K	\$1.28M	\$170K
Prior Year	\$709K	\$355K	\$842K	\$1.89M	\$891K	\$1.06M	\$1.73M	\$847K	\$921K	\$1.19M	\$1.27M	\$1.18M	\$882K
Percent Change from Prior Year	24%	323%	34%	-18%	25%	67%	-41%	61%	-26%	5%	-50%	8%	-81%

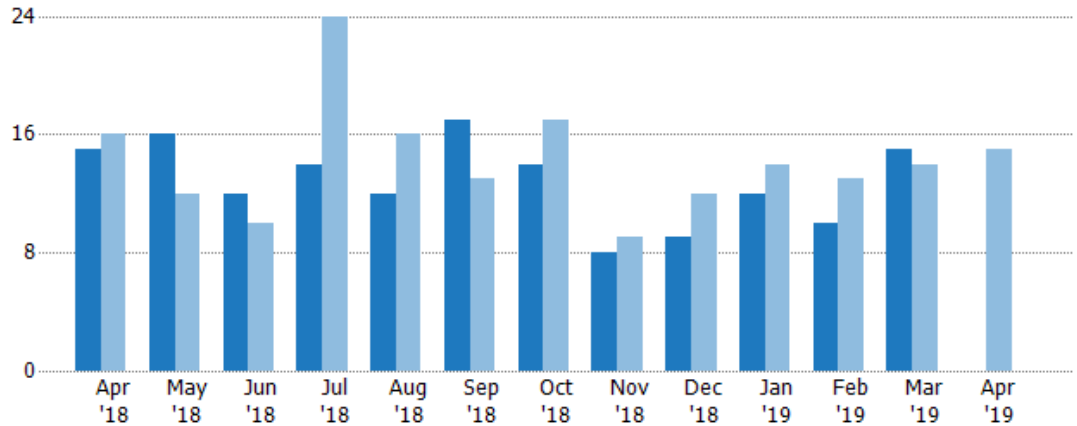


## Pending Sales

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



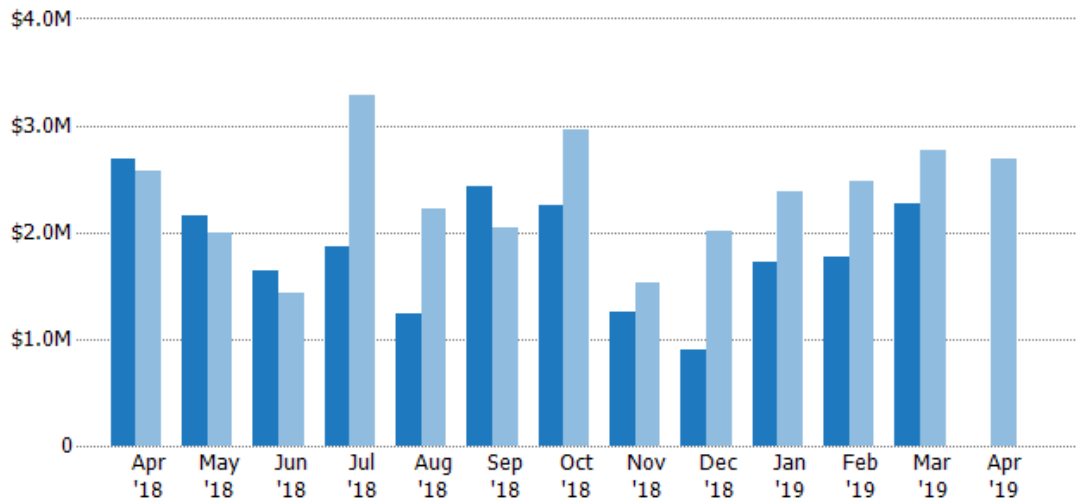
Current Year	15	16	12	14	12	17	14	8	9	12	10	15	-
Prior Year	16	12	10	24	16	13	17	9	12	14	13	14	15
Percent Change from Prior Year	-6%	33%	20%	-42%	-25%	31%	-18%	-11%	-25%	-14%	-23%	7%	-100%

## 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



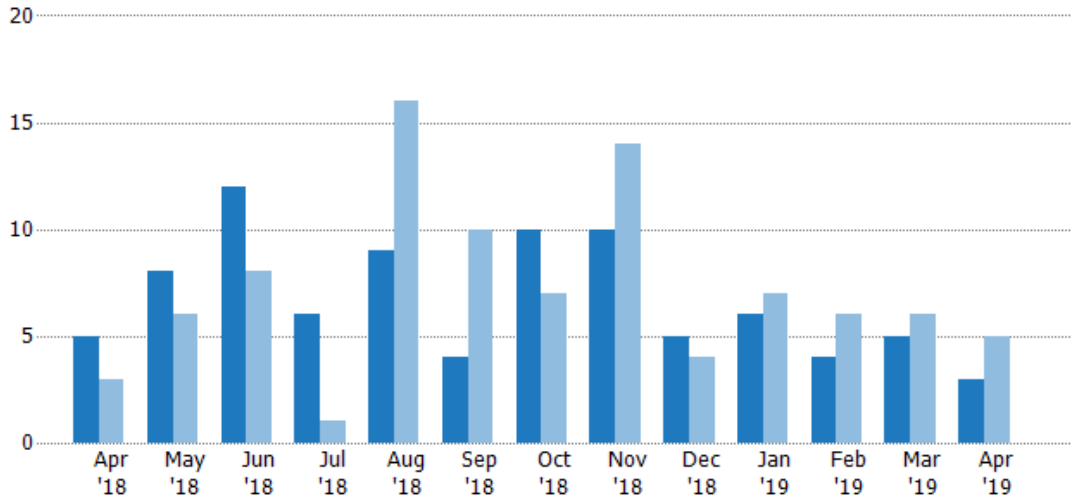
Current Year	\$2.68M	\$2.15M	\$1.65M	\$1.86M	\$1.23M	\$2.43M	\$2.26M	\$1.26M	\$899K	\$1.72M	\$1.76M	\$2.26M	-
Prior Year	\$2.57M	\$1.99M	\$1.43M	\$3.29M	\$2.22M	\$2.05M	\$2.97M	\$1.53M	\$2.01M	\$2.38M	\$2.48M	\$2.77M	\$2.68M
Percent Change from Prior Year	5%	8%	15%	-43%	-45%	19%	-24%	-18%	-55%	-28%	-29%	-18%	-100%

## 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



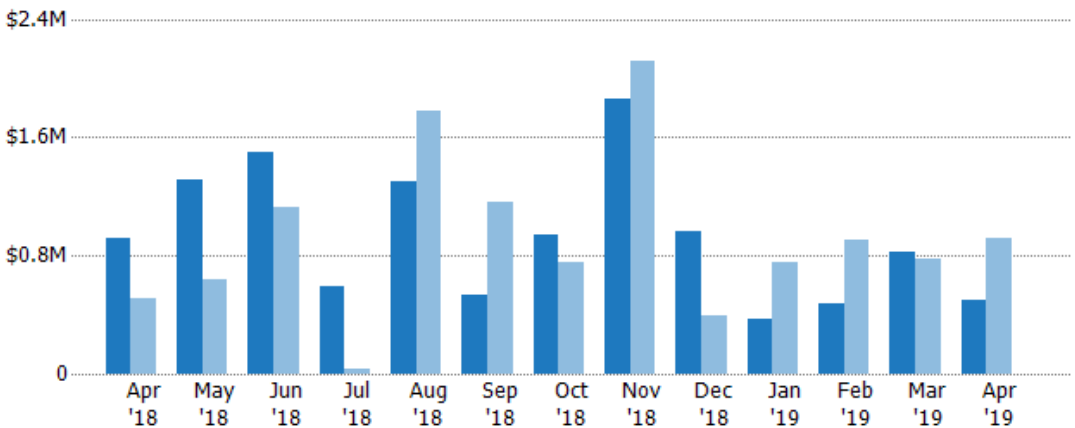
Month/Year	Current Year	Prior Year	Percent Change from Prior Year
Apr '19	3	5	-40%
Apr '18	5	3	67%
Apr '17	3	3	100%

## 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



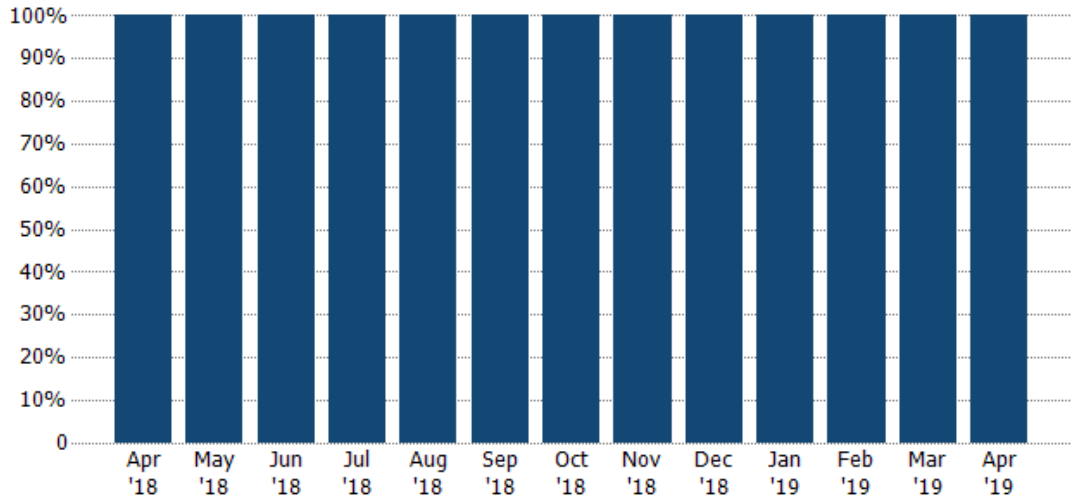
Month/Year	Current Year	Prior Year	Percent Change from Prior Year
Apr '19	\$503K	\$918K	-45.2%
Apr '18	\$918K	\$514K	78.6%
Apr '17	\$514K	\$514K	71.8%

## 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

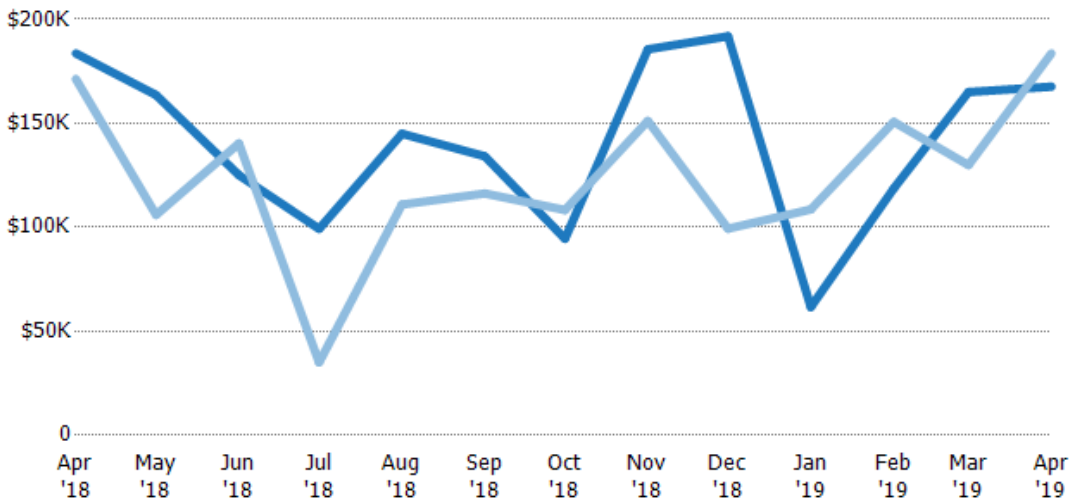
100% 100% 100% 100% 100% 100% 100% 100% 100% 100% 100% 100% 100%

## 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



Month/Year	Price	% Chg.
Apr '19	\$168K	-8.7%
Apr '18	\$184K	7.2%
Apr '17	\$171K	-14.1%

Current Year	\$184K	\$164K	\$125K	\$99.3K	\$145K	\$134K	\$94.5K	\$186K	\$192K	\$61.7K	\$119K	\$165K	\$168K
Prior Year	\$171K	\$106K	\$140K	\$35K	\$111K	\$116K	\$108K	\$151K	\$99.4K	\$109K	\$151K	\$130K	\$184K
Percent Change from Prior Year	7%	54%	-11%	184%	31%	15%	-13%	23%	93%	-43%	-21%	27%	-9%

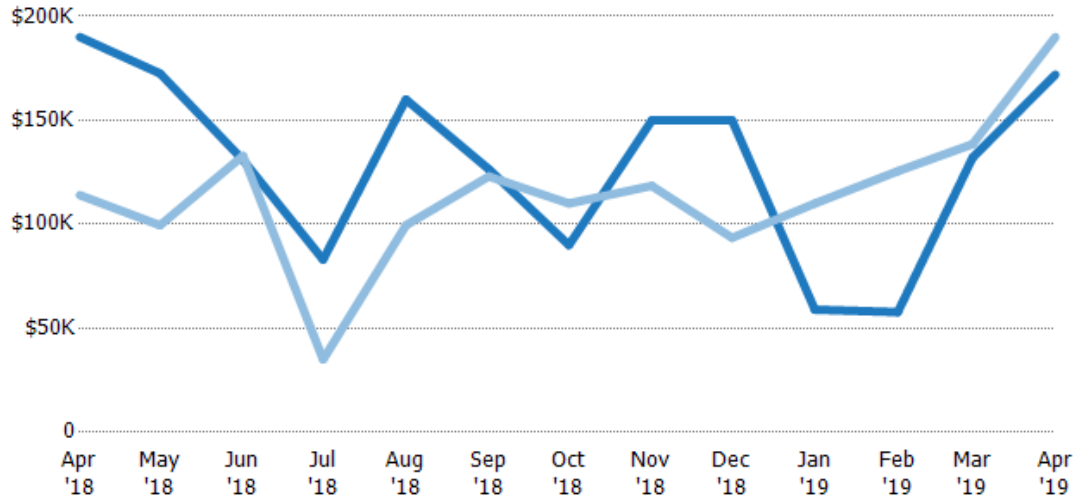
## Median Sales Price

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.
Apr '19	\$172K	-9.5%
Apr '18	\$190K	66.7%
Apr '17	\$114K	31.6%



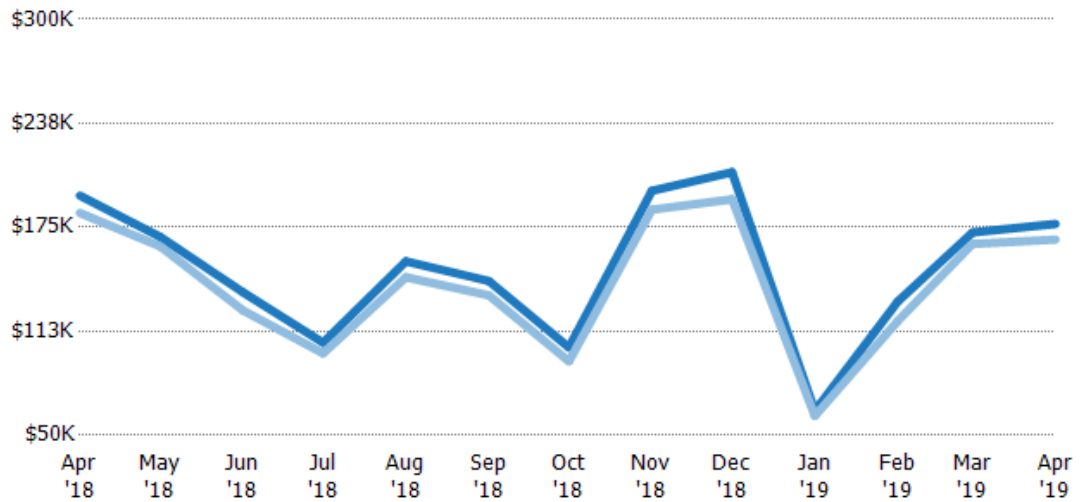
Current Year	\$190K	\$173K	\$131K	\$83K	\$160K	\$127K	\$90K	\$150K	\$150K	\$59K	\$57.8K	\$132K	\$172K
Prior Year	\$114K	\$100K	\$133K	\$35K	\$100K	\$123K	\$110K	\$119K	\$93.5K	\$110K	\$126K	\$139K	\$190K
Percent Change from Prior Year	67%	73%	-2%	137%	61%	3%	-18%	27%	60%	-46%	-54%	-5%	-9%

## 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



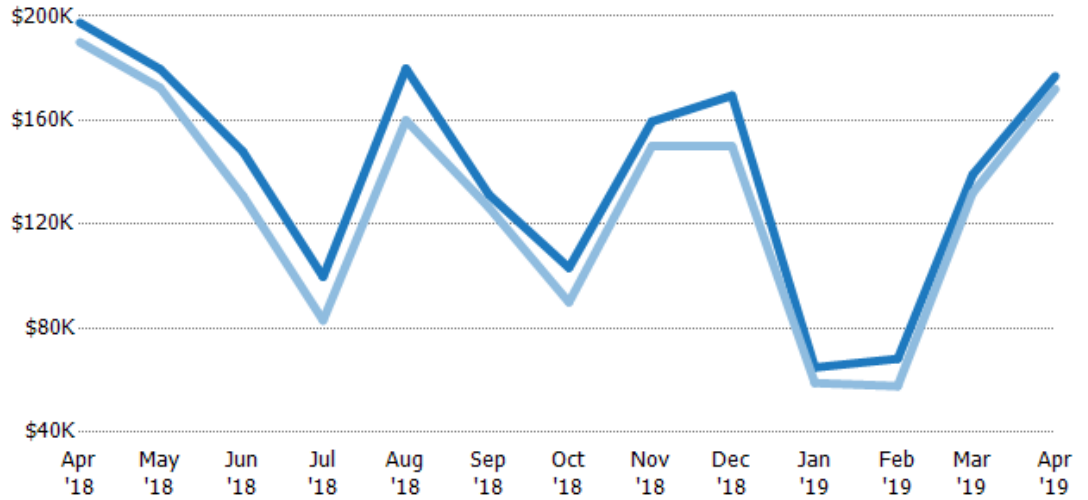
Avg List Price	\$194K	\$169K	\$136K	\$106K	\$155K	\$143K	\$103K	\$197K	\$208K	\$64.6K	\$130K	\$172K	\$177K
Avg Sales Price	\$184K	\$164K	\$125K	\$99.3K	\$145K	\$134K	\$94.5K	\$186K	\$192K	\$61.7K	\$119K	\$165K	\$168K
Avg Sales Price as a % of Avg List Price	95%	97%	92%	94%	94%	94%	92%	94%	92%	95%	91%	96%	95%

## 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



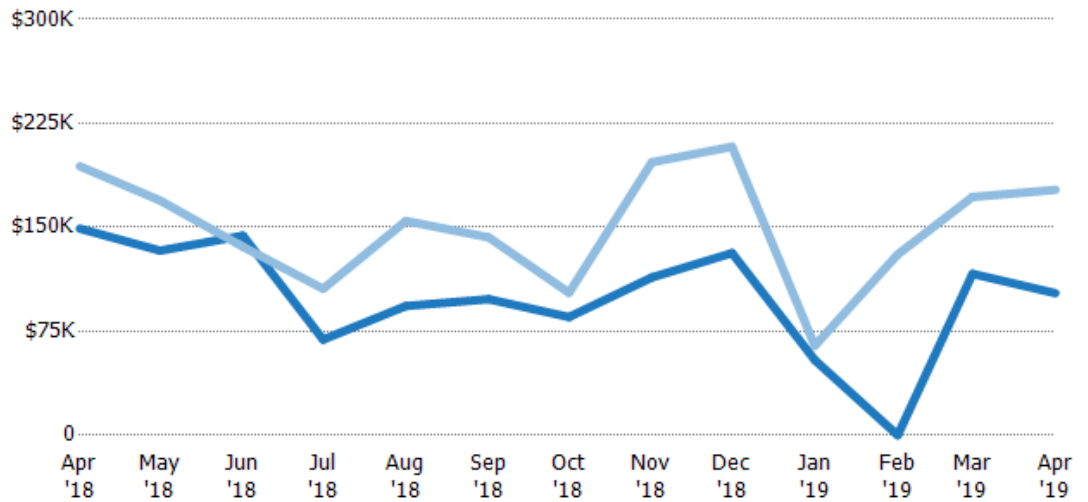
Median List Price	\$198K	\$180K	\$148K	\$100K	\$180K	\$131K	\$103K	\$160K	\$170K	\$64.9K	\$68.3K	\$139K	\$177K
Median Sales Price	\$190K	\$173K	\$131K	\$83K	\$160K	\$127K	\$90K	\$150K	\$150K	\$59K	\$57.8K	\$132K	\$172K
Med Sales Price as a % of Med List Price	96%	96%	89%	83%	89%	96%	87%	94%	88%	91%	85%	95%	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



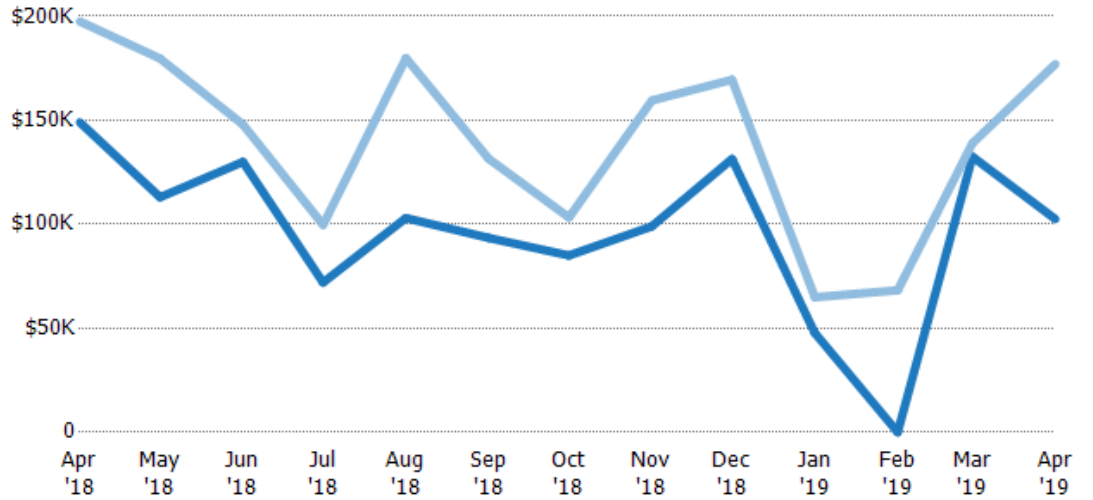
Avg Est Value	\$149K	\$133K	\$144K	\$69K	\$93.2K	\$98.1K	\$85.3K	\$114K	\$131K	\$54.2K	\$0	\$116K	\$103K
Avg Sales Price	\$194K	\$169K	\$136K	\$106K	\$155K	\$143K	\$103K	\$197K	\$208K	\$64.6K	\$130K	\$172K	\$177K
Avg Sales Price as a % of Avg Est Value	130%	127%	94%	153%	166%	145%	121%	173%	158%	119%	100%	148%	173%

## 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



	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19
Median Est Value	\$149K	\$113K	\$130K	\$72K	\$103K	\$93.4K	\$85K	\$99K	\$131K	\$47.7K	\$0	\$132K	\$103K
Median Sales Price	\$198K	\$180K	\$148K	\$100K	\$180K	\$131K	\$103K	\$160K	\$170K	\$64.9K	\$68.3K	\$139K	\$177K
Med Sales Price as a % of Med Est Value	133%	159%	114%	139%	175%	141%	121%	161%	129%	136%	100%	105%	173%