

## 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	May 2019	May 2018	+ / -	YTD 2019	YTD 2018	+ / -
<b>Listing Activity Charts Metrics</b>						
New Listing Count	18	25	-28%	42	60	-30%
New Listing Volume	\$2,592,890	\$4,392,340	-41%	\$6,267,690	\$10,090,840	-37.9%
Active Listing Count	76	82	-7.3%	N/A	N/A	
Active Listing Volume	\$14,666,090	\$14,054,190	+4.4%	N/A	N/A	
Average Listing Price	\$192,975	\$171,393	+12.6%	\$195,740	\$182,022	+7.5%
Median Listing Price	\$141,200	\$146,950	-3.9%	\$154,310	\$146,197	+5.5%
Median Days in RPR	220	128	+71.9%	206.15	187.33	+10%
Months of Inventory	10.9	16.4	-33.8%	12.3	14	-12.3%
Absorption Rate	9.21%	6.1%	+3.1%	8.16%	7.16%	+1%
<b>Sales Activity Charts Metrics</b>						
New Pending Sales Count	10	12	-16.7%	35	40	-12.5%
New Pending Sales Volume	\$1,553,100	\$1,500,800	+3.5%	\$5,245,050	\$6,013,729	-12.8%
Pending Sales Count	13	16	-18.8%	N/A	N/A	
Pending Sales Volume	\$1,878,700	\$2,152,829	-12.7%	N/A	N/A	
Closed Sales Count	4	8	-50%	26	32	-18.8%
Closed Sales Volume	\$398,500	\$1,308,600	-69.5%	\$3,211,078	\$4,670,147	-31.2%
Average Sales Price	\$99,625	\$163,575	-39.1%	\$123,503	\$145,942	-15.4%
Median Sales Price	\$98,000	\$172,500	-43.2%	\$109,258	\$146,375	-25.4%

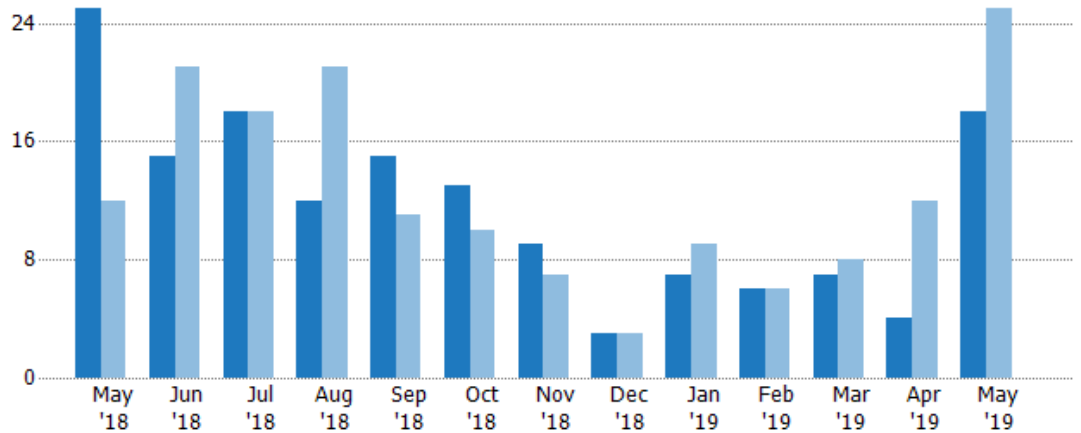
## New Listings

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.
May '19	18	-28%
May '18	25	108.3%
May '17	12	66.7%



	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19
Current Year	25	15	18	12	15	13	9	3	7	6	7	4	18
Prior Year	12	21	18	21	11	10	7	3	9	6	8	12	25
Percent Change from Prior Year	108%	-29%	0%	-43%	36%	30%	29%	0%	-22%	0%	-13%	-67%	-28%

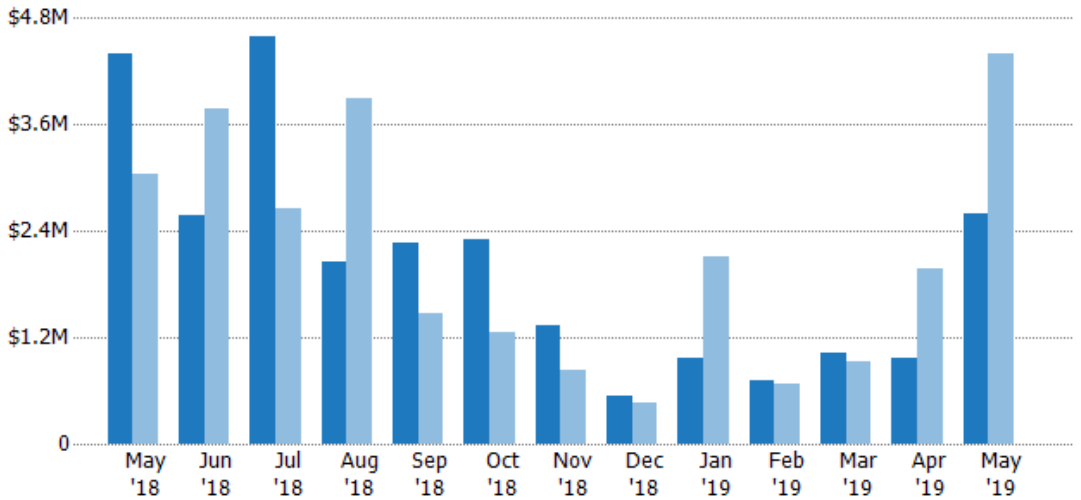
## New Listing Volume

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.
May '19	\$2.59M	-41%
May '18	\$4.39M	44.7%
May '17	\$3.04M	-0.2%



	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19
Current Year	\$4.39M	\$2.58M	\$4.59M	\$2.06M	\$2.27M	\$2.3M	\$1.34M	\$544K	\$970K	\$717K	\$1.03M	\$957K	\$2.59M
Prior Year	\$3.04M	\$3.78M	\$2.65M	\$3.89M	\$1.46M	\$1.26M	\$829K	\$463K	\$2.11M	\$676K	\$930K	\$1.98M	\$4.39M
Percent Change from Prior Year	45%	-32%	73%	-47%	55%	82%	62%	18%	-54%	6%	11%	-52%	-41%

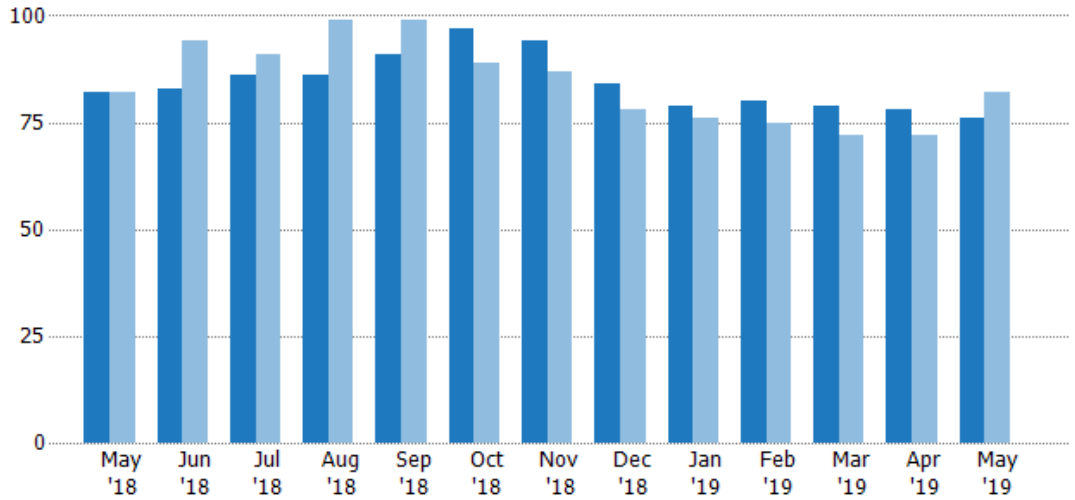
## Active Listings

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.
May '19	76	-7.3%
May '18	82	0%
May '17	82	17.1%



	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19
Current Year	82	83	86	86	91	97	94	84	79	80	79	78	76
Prior Year	82	94	91	99	99	89	87	78	76	75	72	72	82
Percent Change from Prior Year	0%	-12%	-5%	-13%	-8%	9%	8%	8%	4%	7%	10%	8%	-7%

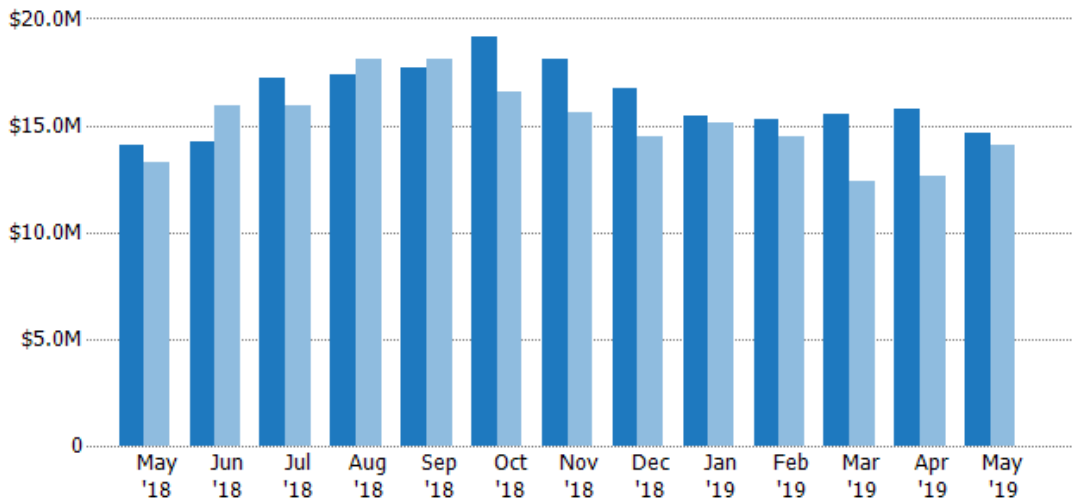
## Active Listing Volume

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.
May '19	\$14.7M	4.4%
May '18	\$14.1M	5.7%
May '17	\$13.3M	10.4%



	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19
Current Year	\$14.1M	\$14.3M	\$17.2M	\$17.4M	\$17.7M	\$19.2M	\$18.1M	\$16.8M	\$15.4M	\$15.3M	\$15.5M	\$15.8M	\$14.7M
Prior Year	\$13.3M	\$16M	\$15.9M	\$18.1M	\$18.1M	\$16.6M	\$15.6M	\$14.5M	\$15.1M	\$14.4M	\$12.4M	\$12.6M	\$14.1M
Percent Change from Prior Year	6%	-11%	8%	-4%	-2%	16%	16%	16%	2%	6%	25%	25%	4%

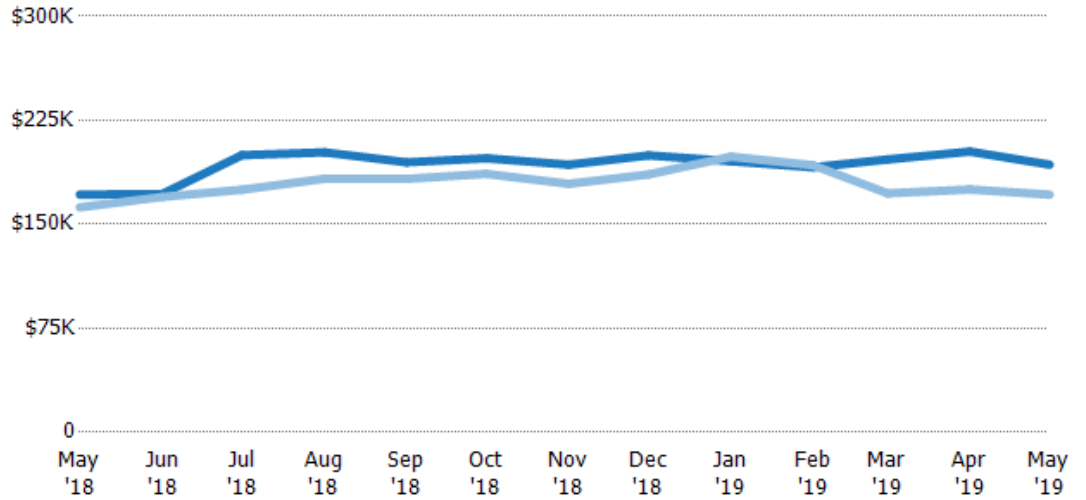
## Average Listing Price

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.
May '19	\$193K	12.6%
May '18	\$171K	5.7%
May '17	\$162K	-5.7%



Current Year	\$171K	\$172K	\$200K	\$202K	\$195K	\$198K	\$193K	\$200K	\$196K	\$191K	\$197K	\$202K	\$193K
Prior Year	\$162K	\$170K	\$175K	\$183K	\$183K	\$186K	\$179K	\$186K	\$199K	\$193K	\$172K	\$175K	\$171K
Percent Change from Prior Year	6%	1%	14%	10%	7%	6%	8%	7%	-2%	-1%	14%	16%	13%

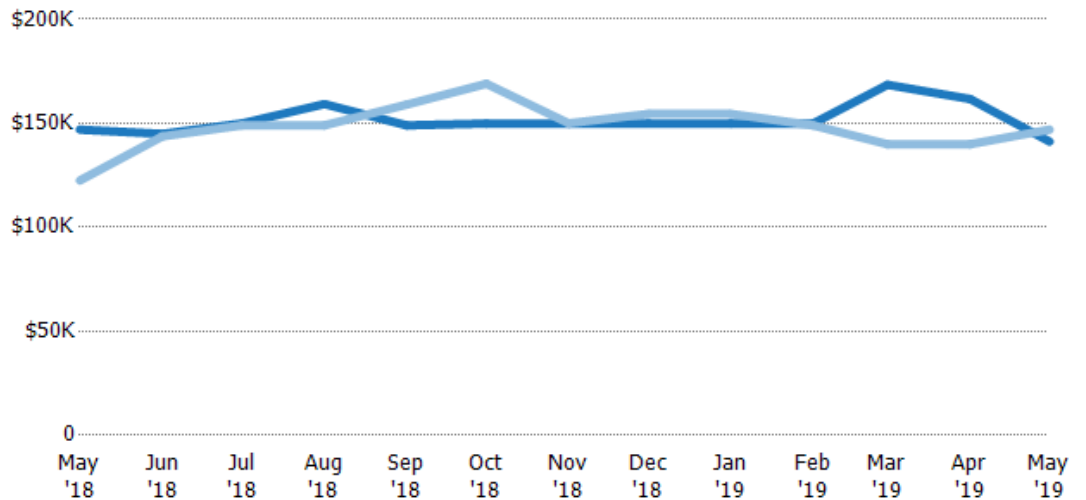
## Median Listing Price

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.
May '19	\$141K	-3.9%
May '18	\$147K	20%
May '17	\$123K	13.1%



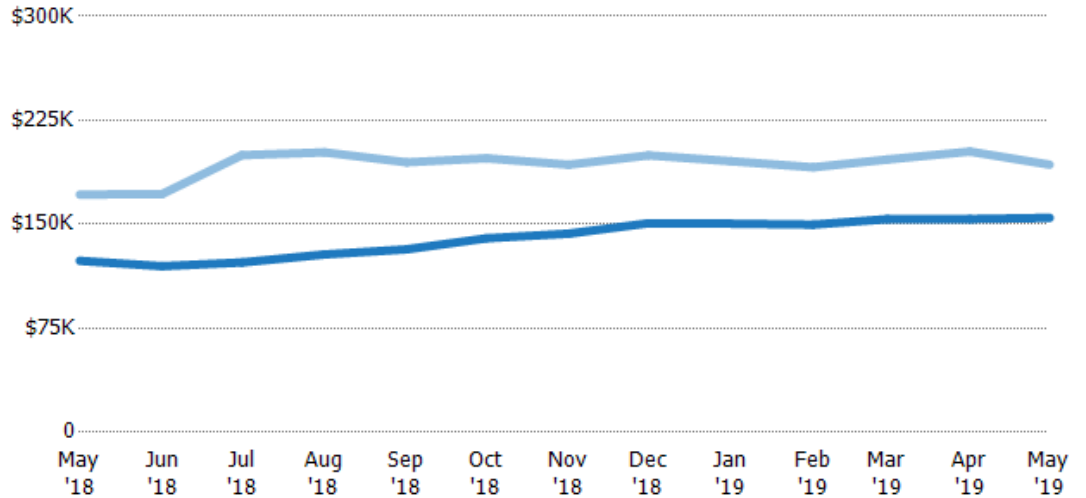
Current Year	\$147K	\$145K	\$150K	\$159K	\$149K	\$150K	\$150K	\$150K	\$150K	\$150K	\$169K	\$162K	\$141K
Prior Year	\$123K	\$144K	\$149K	\$149K	\$159K	\$169K	\$150K	\$155K	\$155K	\$149K	\$140K	\$140K	\$147K
Percent Change from Prior Year	20%	1%	1%	7%	-6%	-11%	0%	-3%	-3%	1%	20%	16%	-4%

## 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



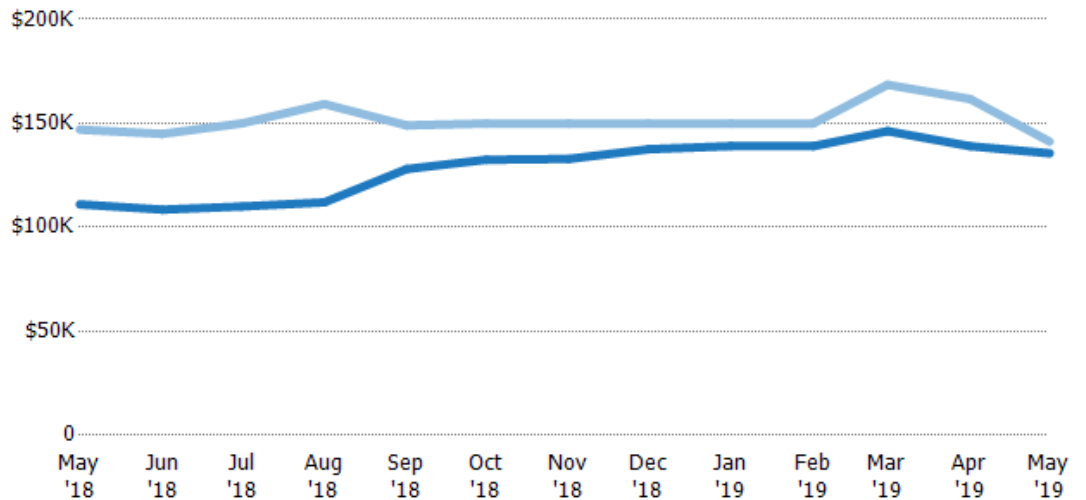
Avg Est Value	\$124K	\$120K	\$122K	\$128K	\$132K	\$140K	\$143K	\$151K	\$150K	\$150K	\$154K	\$154K	\$155K
Avg Listing Price	\$171K	\$172K	\$200K	\$202K	\$195K	\$198K	\$193K	\$200K	\$196K	\$191K	\$197K	\$202K	\$193K
Avg Listing Price as a % of Avg Est Value	139%	143%	163%	157%	148%	141%	135%	132%	130%	128%	128%	132%	125%

## 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 Est Value	\$111K	\$109K	\$110K	\$112K	\$128K	\$132K	\$133K	\$138K	\$139K	\$139K	\$146K	\$139K	\$136K
Median Listing Price	\$147K	\$145K	\$150K	\$159K	\$149K	\$150K	\$150K	\$150K	\$150K	\$150K	\$169K	\$162K	\$141K
Med Listing Price as a % of Med Est Value	132%	134%	136%	142%	116%	113%	113%	109%	108%	108%	115%	116%	104%

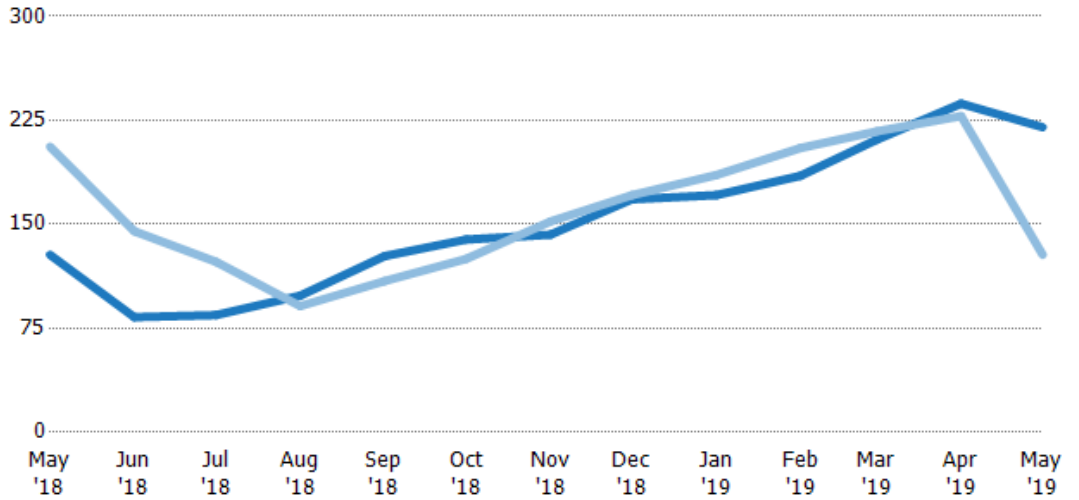
## Median Days in RPR

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

Month/Year	Days	% Chg.
May '19	220	71.9%
May '18	128	-37.9%
May '17	206	-16%



Current Year	128	83	84.5	98.5	127	139	143	168	171	185	211	237	220
Prior Year	206	145	123	91	109	125	152	171	186	205	217	228	128
Percent Change from Prior Year	-38%	-43%	-31%	8%	17%	11%	-6%	-2%	-8%	-10%	-3%	4%	72%

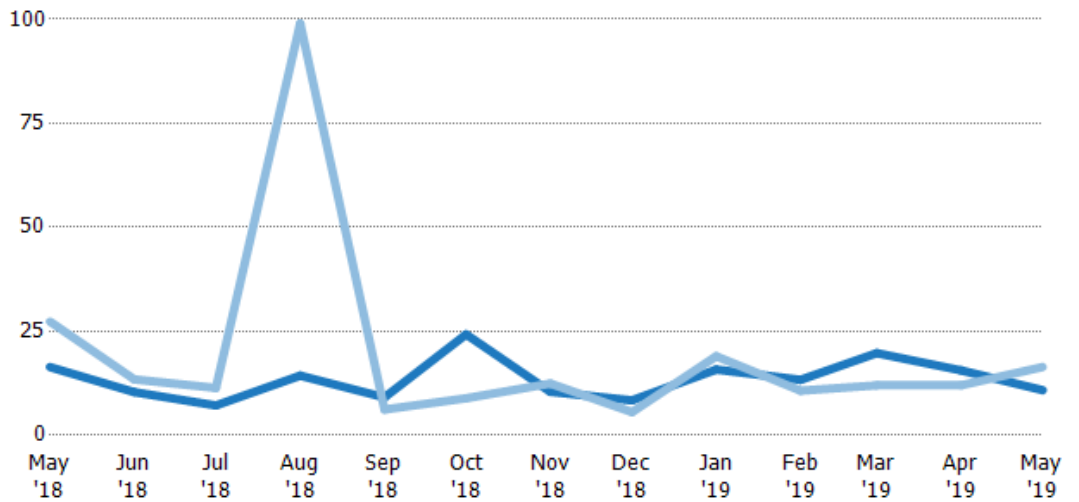
## Months of Inventory

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

Month/Year	Months	% Chg.
May '19	10.9	-33.8%
May '18	16.4	-40%
May '17	27.3	-41.5%



Current Year	16.4	10.4	7.17	14.3	9.1	24.3	10.4	8.4	15.8	13.3	19.8	15.6	10.9
Prior Year	27.3	13.4	11.4	99	6.19	8.9	12.4	5.57	19	10.7	12	12	16.4
Percent Change from Prior Year	-40%	-23%	-37%	-86%	47%	172%	-16%	51%	-17%	24%	65%	30%	-34%

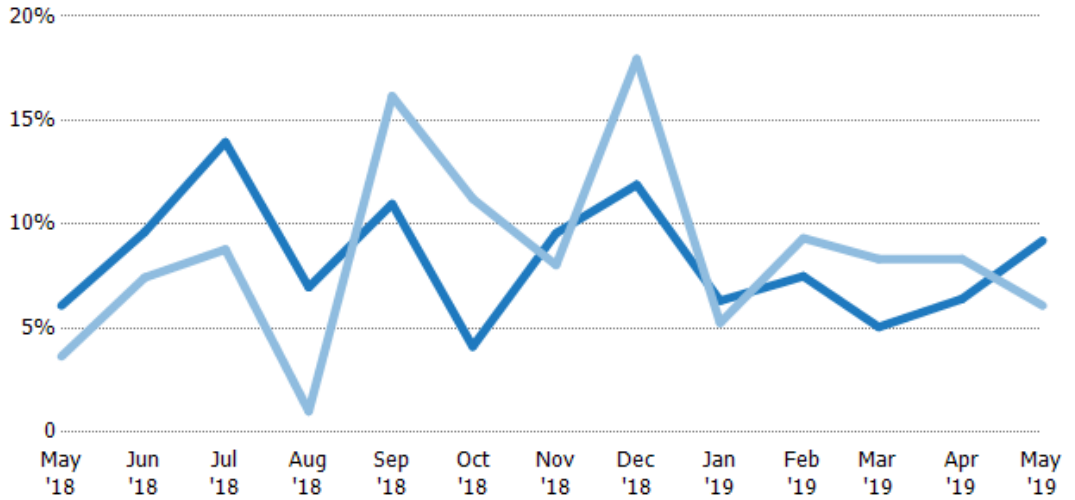
## Absorption Rate

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.
May '19	9%	-3.1%
May '18	6%	-2.4%
May '17	4%	71.2%



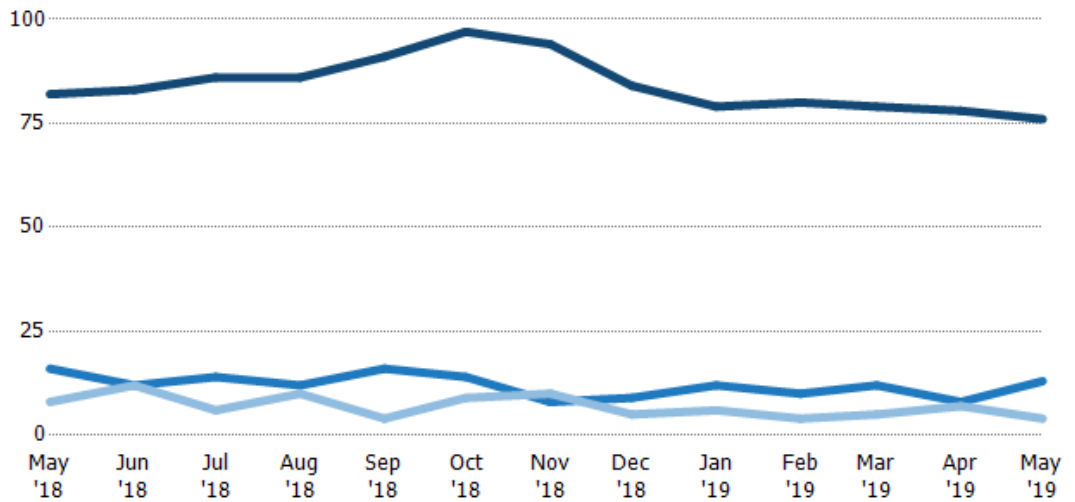
Current Year	6%	10%	14%	7%	11%	4%	10%	12%	6%	8%	5%	6%	9%
Prior Year	4%	7%	9%	1%	16%	11%	8%	18%	5%	9%	8%	8%	6%
Change from Prior Year	-2%	-2%	-5%	-6%	5%	7%	-2%	6%	-1%	2%	3%	2%	-3%

## 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



Active	82	83	86	86	91	97	94	84	79	80	79	78	76
Pending	16	12	14	12	16	14	8	9	12	10	12	8	13
Sold	8	12	6	10	4	9	10	5	6	4	5	7	4

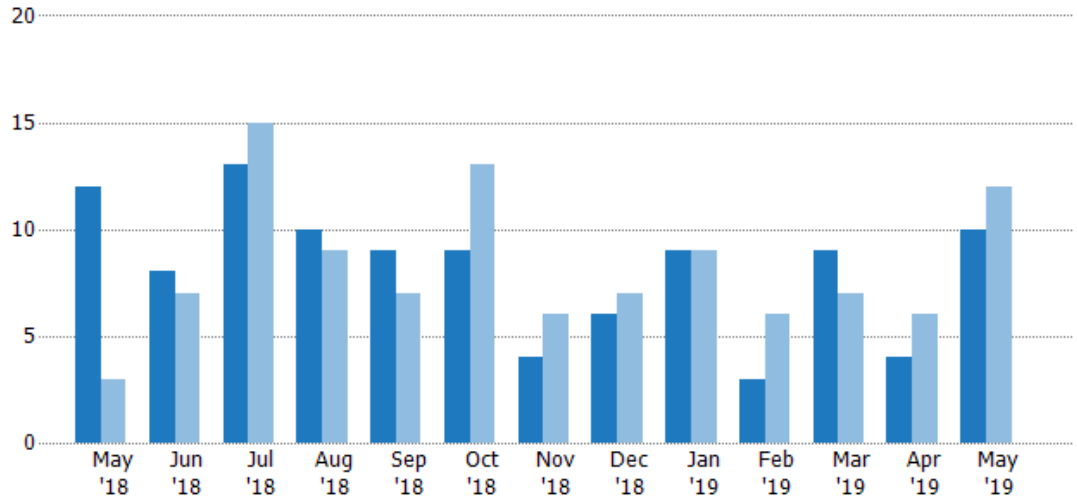
## New Pending Sales

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.
May '19	10	-16.7%
May '18	12	300%
May '17	3	200%



Current Year	12	8	13	10	9	9	4	6	9	3	9	4	10
Prior Year	3	7	15	9	7	13	6	7	9	6	7	6	12
Percent Change from Prior Year	300%	14%	-13%	11%	29%	-31%	-33%	-14%	0%	-50%	29%	-33%	-17%

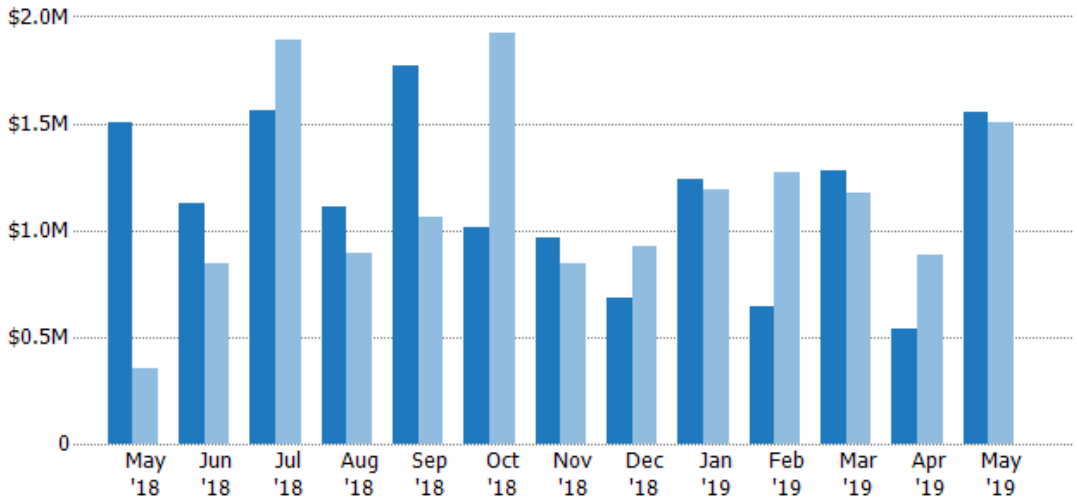
## New Pending Sales Volume

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.
May '19	\$1.55M	3.5%
May '18	\$1.5M	322.8%
May '17	\$355K	191.9%



Current Year	\$1.5M	\$1.12M	\$1.56M	\$1.11M	\$1.77M	\$1.02M	\$967K	\$683K	\$1.24M	\$639K	\$1.28M	\$535K	\$1.55M
Prior Year	\$355K	\$842K	\$1.89M	\$891K	\$1.06M	\$1.92M	\$847K	\$921K	\$1.19M	\$1.27M	\$1.18M	\$882K	\$1.5M
Percent Change from Prior Year	323%	34%	-18%	25%	67%	-47%	14%	-26%	5%	-50%	8%	-39%	3%

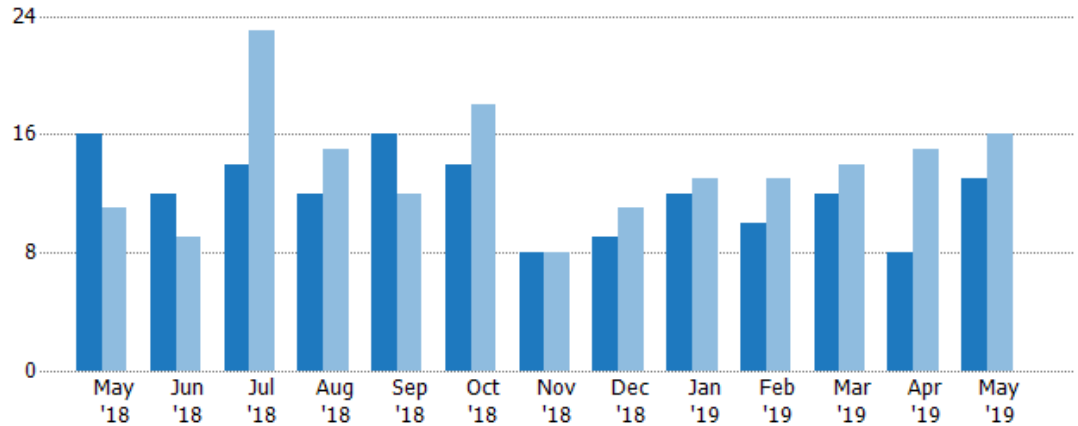


## Pending Sales

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



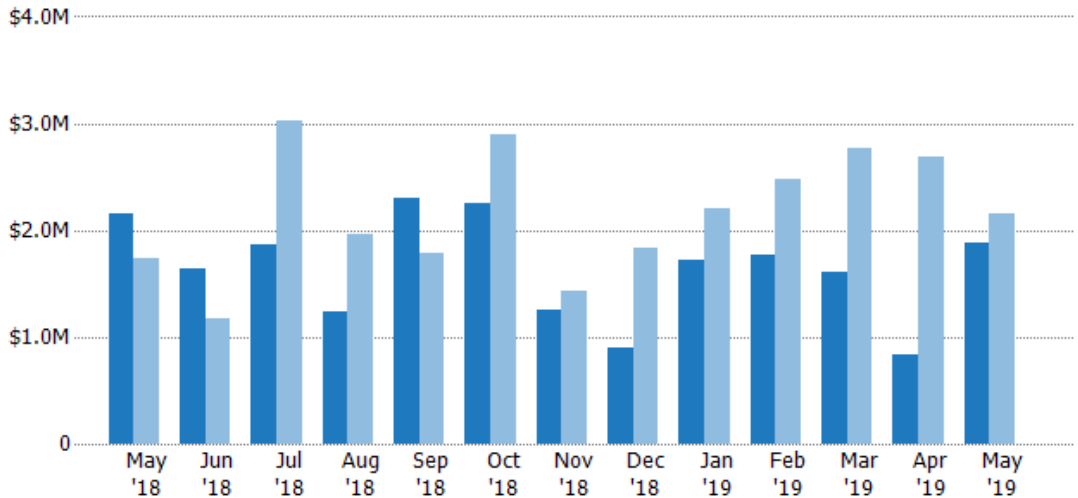
	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19
Current Year	16	12	14	12	16	14	8	9	12	10	12	8	13
Prior Year	11	9	23	15	12	18	8	11	13	13	14	15	16
Percent Change from Prior Year	45%	33%	-39%	-20%	33%	-22%	0%	-18%	-8%	-23%	-14%	-47%	-19%

## 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



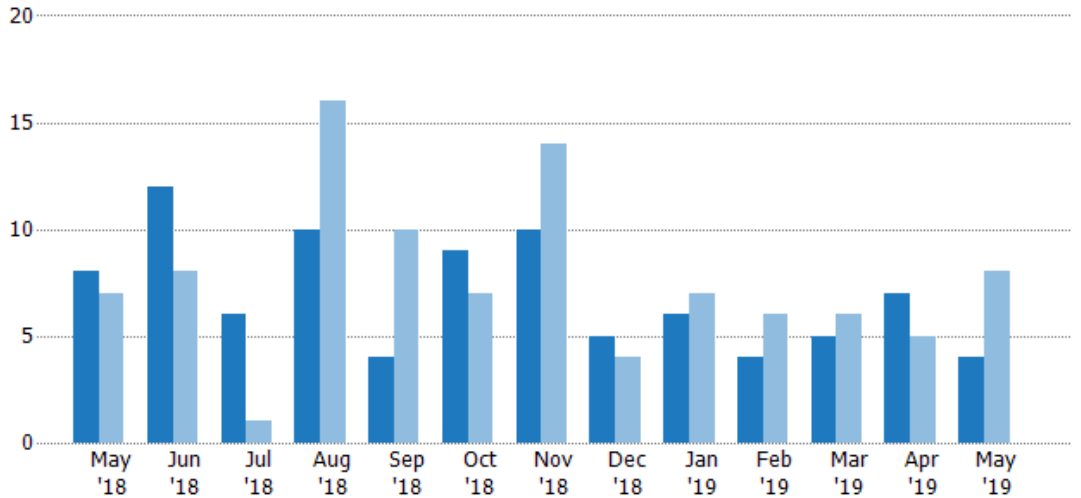
	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19
Current Year	\$2.15M	\$1.65M	\$1.86M	\$1.23M	\$2.3M	\$2.26M	\$1.26M	\$899K	\$1.72M	\$1.76M	\$1.6M	\$827K	\$1.88M
Prior Year	\$1.73M	\$1.17M	\$3.02M	\$1.96M	\$1.78M	\$2.9M	\$1.42M	\$1.83M	\$2.2M	\$2.48M	\$2.77M	\$2.68M	\$2.15M
Percent Change from Prior Year	24%	41%	-38%	-37%	29%	-22%	-12%	-51%	-22%	-29%	-42%	-69%	-13%

## 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



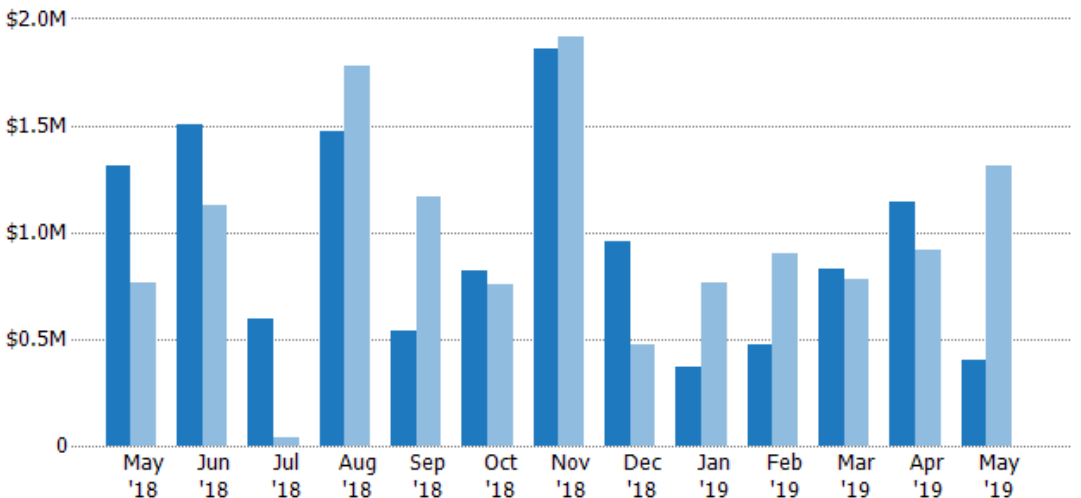
	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19
Current Year	8	12	6	10	4	9	10	5	6	4	5	7	4
Prior Year	7	8	1	16	10	7	14	4	7	6	6	5	8
Percent Change from Prior Year	14%	50%	500%	-38%	-60%	29%	-29%	25%	-14%	-33%	-17%	40%	-50%

## 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



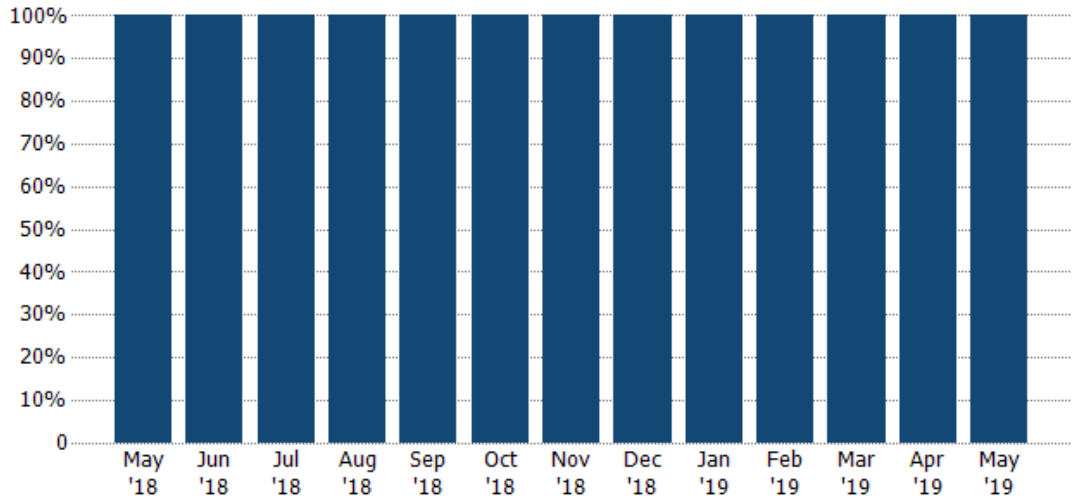
	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19
Current Year	\$1.31M	\$1.5M	\$596K	\$1.47M	\$537K	\$820K	\$1.86M	\$959K	\$370K	\$475K	\$825K	\$1.14M	\$399K
Prior Year	\$761K	\$1.12M	\$35K	\$1.77M	\$1.16M	\$758K	\$1.91M	\$474K	\$760K	\$904K	\$780K	\$918K	\$1.31M
Percent Change from Prior Year	72%	34%	1,601%	-17%	-54%	8%	-3%	102%	-51%	-48%	6%	25%	-70%

## 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

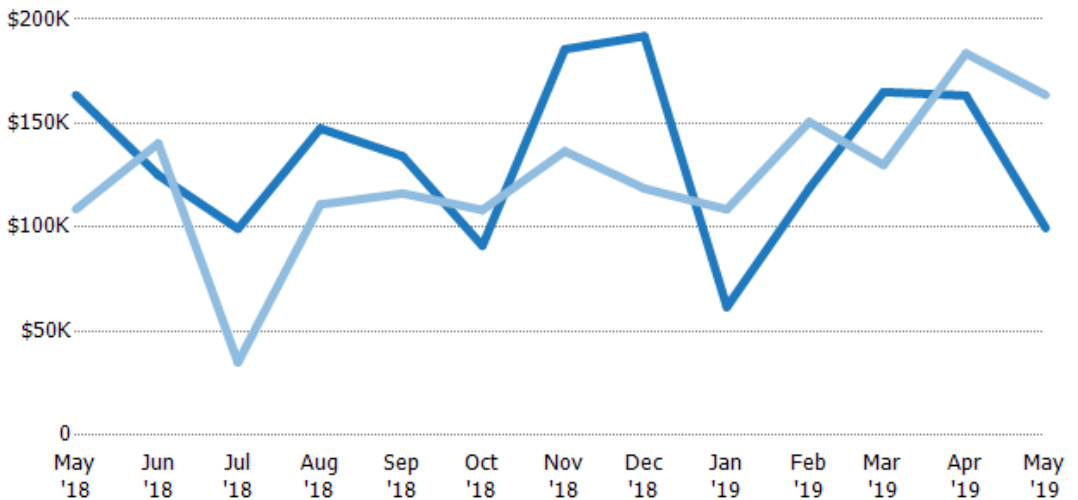
100% 100% 100% 100% 100% 100% 100% 100% 100% 100% 100% 100% 100%

## 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

\$164K \$125K \$99.3K \$147K \$134K \$91.1K \$186K \$192K \$61.7K \$119K \$165K \$163K \$100K  
 \$109K \$140K \$35K \$111K \$116K \$108K \$137K \$119K \$109K \$151K \$130K \$184K \$164K  
 51% -11% 184% 33% 15% -16% 36% 62% -43% -21% 27% -11% -39%

Month/Year	Price	% Chg.
May '19	\$100K	-39.1%
May '18	\$164K	50.5%
May '17	\$109K	23.1%

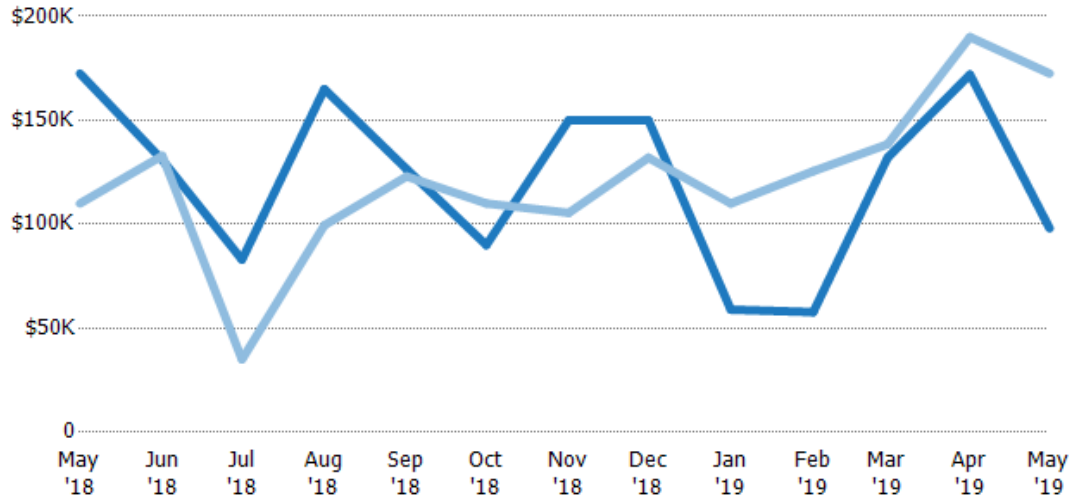
## Median Sales Price

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.
May '19	\$98K	-43.2%
May '18	\$173K	56.8%
May '17	\$110K	21.6%



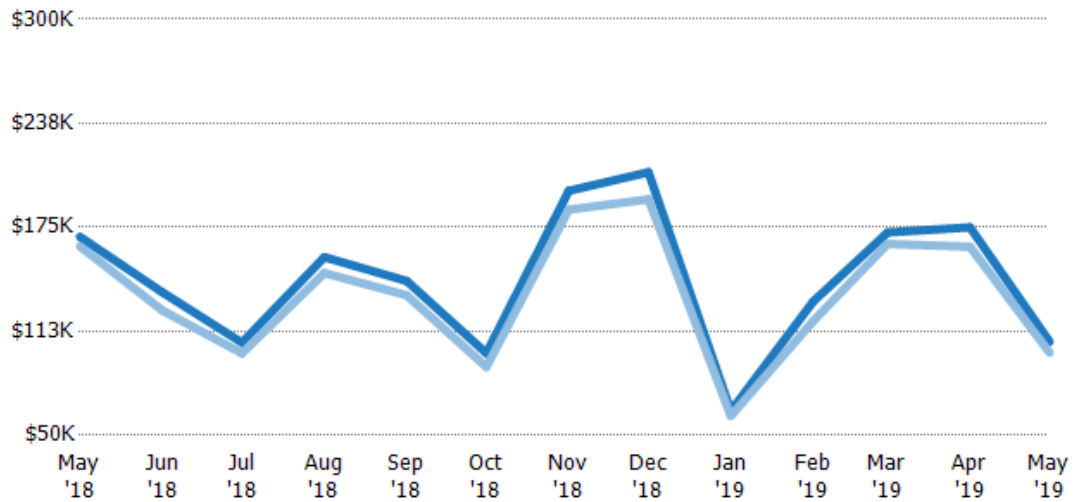
Current Year	\$173K	\$131K	\$83K	\$165K	\$127K	\$90K	\$150K	\$150K	\$59K	\$57.8K	\$132K	\$172K	\$98K
Prior Year	\$110K	\$133K	\$35K	\$100K	\$123K	\$110K	\$106K	\$132K	\$110K	\$126K	\$139K	\$190K	\$173K
Percent Change from Prior Year	57%	-2%	137%	66%	3%	-18%	42%	14%	-46%	-54%	-5%	-9%	-43%

## 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



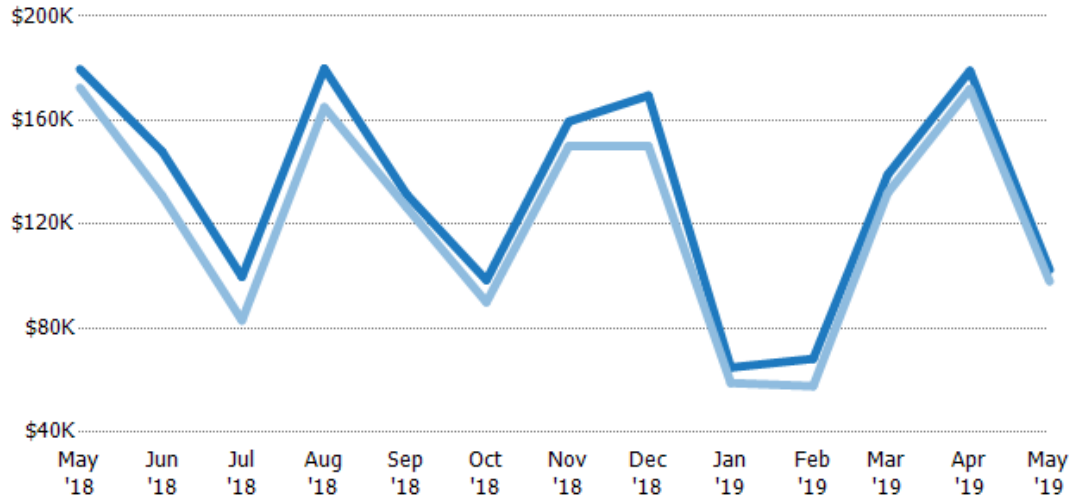
Avg List Price	\$169K	\$136K	\$106K	\$157K	\$143K	\$99.3K	\$197K	\$208K	\$64.6K	\$130K	\$172K	\$175K	\$106K
Avg Sales Price	\$164K	\$125K	\$99.3K	\$147K	\$134K	\$91.1K	\$186K	\$192K	\$61.7K	\$119K	\$165K	\$163K	\$100K
Avg Sales Price as a % of Avg List Price	97%	92%	94%	94%	94%	92%	94%	92%	95%	91%	96%	93%	94%

## 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



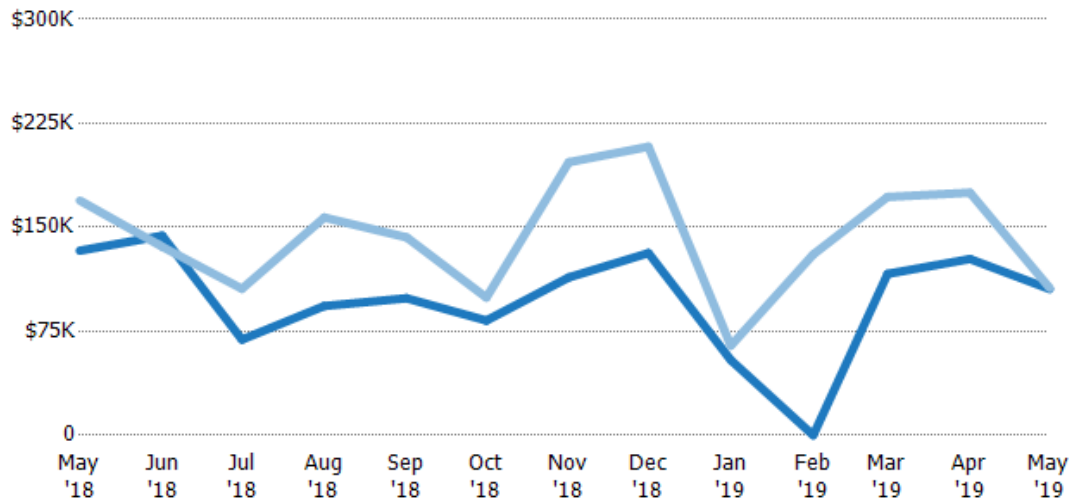
	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19
Median List Price	\$180K	\$148K	\$100K	\$180K	\$131K	\$98.5K	\$160K	\$170K	\$64.9K	\$68.3K	\$139K	\$179K	\$102K
Median Sales Price	\$173K	\$131K	\$83K	\$165K	\$127K	\$90K	\$150K	\$150K	\$59K	\$57.8K	\$132K	\$172K	\$98K
Med Sales Price as a % of Med List Price	96%	89%	83%	92%	96%	91%	94%	88%	91%	85%	95%	96%	96%

## 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



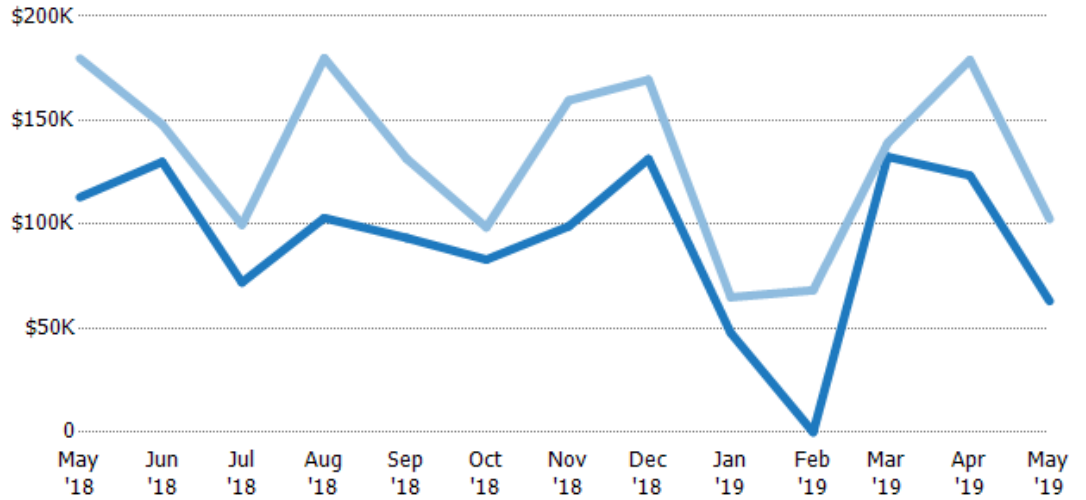
	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19
Avg Est Value	\$133K	\$144K	\$69K	\$93.2K	\$98.8K	\$82.7K	\$114K	\$131K	\$54.2K	\$0	\$116K	\$127K	\$105K
Avg Sales Price	\$169K	\$136K	\$106K	\$157K	\$143K	\$99.3K	\$197K	\$208K	\$64.6K	\$130K	\$172K	\$175K	\$106K
Avg Sales Price as a % of Avg Est Value	127%	94%	153%	168%	144%	120%	173%	158%	119%	100%	148%	138%	101%

## 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



	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19
Median Est Value	\$113K	\$130K	\$72K	\$103K	\$93.4K	\$83K	\$99K	\$131K	\$47.7K	\$0	\$132K	\$123K	\$63K
Median Sales Price	\$180K	\$148K	\$100K	\$180K	\$131K	\$98.5K	\$160K	\$170K	\$64.9K	\$68.3K	\$139K	\$179K	\$102K
Med Sales Price as a % of Med Est Value	159%	114%	139%	175%	141%	119%	161%	129%	136%	100%	105%	145%	163%