

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	Dec 2018	Dec 2017	+ / -	YTD 2018	YTD 2017	+ / -
Listing Activity Charts Metrics						
New Listing Count	3	4	-25%	3	4	-25%
New Listing Volume	\$544,400	\$538,000	+1.2%	\$544,400	\$538,000	+1.2%
Active Listing Count	81	79	+2.5%	N/A	N/A	
Active Listing Volume	\$16,418,490	\$14,126,479	+16.2%	N/A	NA	
Average Listing Price	\$202,697	\$178,816	+13.4%	\$202,697	\$178,816	+13.4%
Median Listing Price	\$169,500	\$159,000	+6.6%	\$169,500	\$159,000	+6.6%
Median Days in RPR	168	166	+1.2%	168	166	+1.2%
Months of Inventory	_	_	-	16.2	11.3	+43.5%
Absorption Rate	_	_	+_	6.17%	8.86%	-2.7%
Sales Activity Charts Metrics			1			
New Pending Sales Count	7	7	+	7	7	+_
New Pending Sales Volume	\$860,400	\$921,400	-6.6%	\$860,400	\$921,400	-6.6%
Pending Sales Count	11	12	-8.3%	NA	N/A	
Pending Sales Volume	\$1,374,100	\$2,011,000	-31.7%	N/A	N/A	
Closed Sales Count	5	5	+-	5	5	+-
Closed Sales Volume	\$959,000	\$531,400	+80.5%	\$959,000	\$531,400	+80.5%
Average Sales Price	\$191,800	\$106,280	+80.5%	\$191,800	\$106,280	+80.5%
Median Sales Price	\$150,000	\$130,000	+15.4%	\$150,000	\$130,000	+15.4%

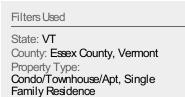


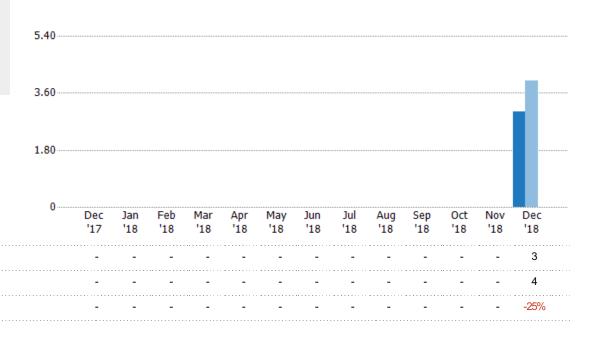




New Listings

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





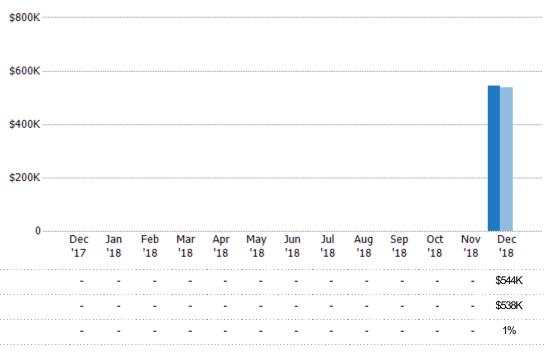
New Listing Volume

Percent Change from Prior Year

Current Year
Prior Year

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

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



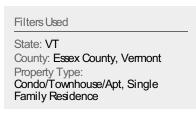
Current Year

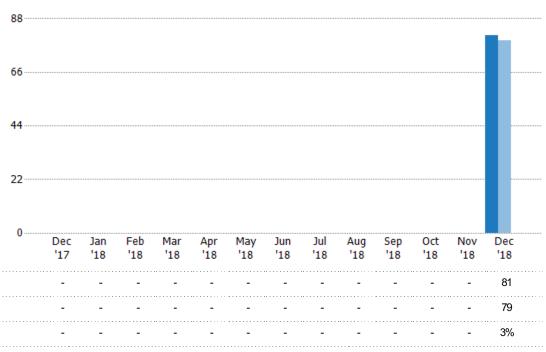
Percent Change from Prior Year



Active Listings

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





Active Listing Volume

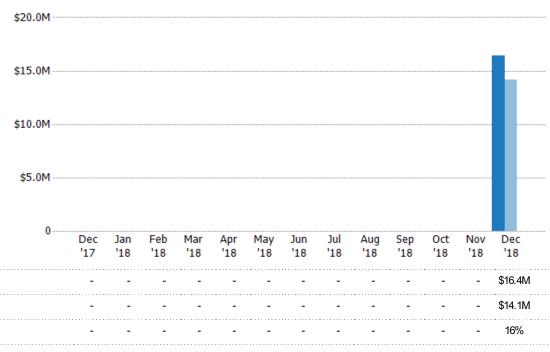
Percent Change from Prior Year

Current Year

Prior Year

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

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



Current Year

Percent Change from Prior Year





Average Listing Price

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

\$75K

\$50K

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

\$300K	
\$225K	
\$150K	

0... Dec Feb Apr May Jun Jul Aug Sep 0ct Nov Dec '18 '18 '18 '18 '18 '18 '18 '18 '17 '18 '18 '18 '18 \$203K \$179K 13%

Median Listing Price

Percent Change from Prior Year

Current Year

Prior Year

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

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

\$200K
\$150K
\$100K

	0														
	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18		
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$170K		
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$159K		
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	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	\$300K												
State: VT County: Essex County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	\$225K												
Family Residence	\$150K												
	\$75K												
	\$75K												
	\$75K 0 Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18		Aug '18	Sep '18	Oct '18	Nov '18	Dec '18
■ Avg Est Value	0 Dec			Mar '18			Jun '18	Jul '18	Aug	Sep '18	Oct '18	Nov '18	
Avg Est Value Avg Listing Price	0 Dec '17	'18 - -	'18 - -	- -	- -	- - -	Jun '18 -	Jul '18 -	Aug '18	Sep '18	Oct '18	Nov '18	\$149 \$203

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.

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

\$200K												
\$150K												
\$100K												
\$50K												
•												
Dec '17		Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18
-	-	-	-	-	-	-	-	-	-	-	-	\$136K
-	-	-	-	-	-	-	-	-	-	-	-	\$170K
_	_											



Median Est Value

Median Listing Price

Med Listing Price as a % of Med Est Value





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	200												
State: VT County: Essex County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	150												
	100												
	50												
	0 Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18
Current Year		-	-		-	-	- -	-	-	-	-	-	168
Prior Year	-	-	-	-	-	-	-	-	-	-	_	_	166
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	1%

Months of Inventory

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

Filters Used	30
State: VT County: Essex County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	23
Family Residence	15

	0 Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
	'17	'18	'18	'18	'18	'18	'18	'18	'18	'18	'18	'18	'18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	8.1
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	6.58
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	23%







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

20%	
15%	
10%	
5%	
0	

	'17	'18	'18	'18	'18	'18	'18	'18	'18	'18	'18	'18	'18
Current Year		-	-	-	-	-	-	-	-	-	-	-	12%
Prior Year	-	-				-					-	-	15%
Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	3%

Active/Pending/Sold Units

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

23

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

90	
68	
45	

	0												
	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18
Active	-	-	-	-	-	-	-	-	-	-	-	-	81
Pending	-	-	-	-	-	-	-	-	-	-	-	-	11
Sold	=	-	-	-	-	-	-	-	-	-	-	- -	5





Current Year

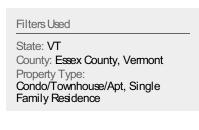
PriorExtra Year

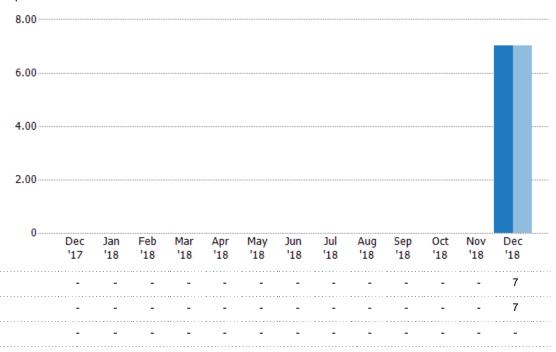
Prior Year

Market Data Report

New Pending Sales

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

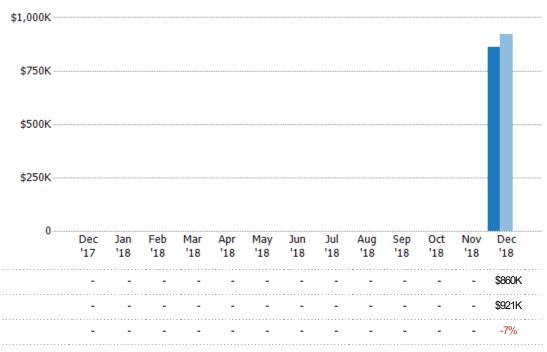




New Pending Sales Volume

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

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



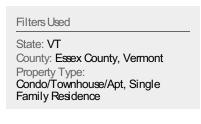
Current Year

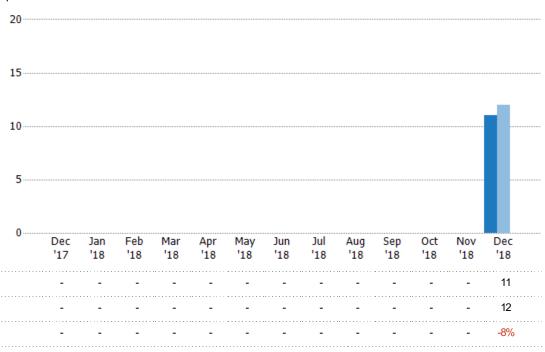
Percent Change from Prior Year



Pending Sales

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





Pending Sales Volume

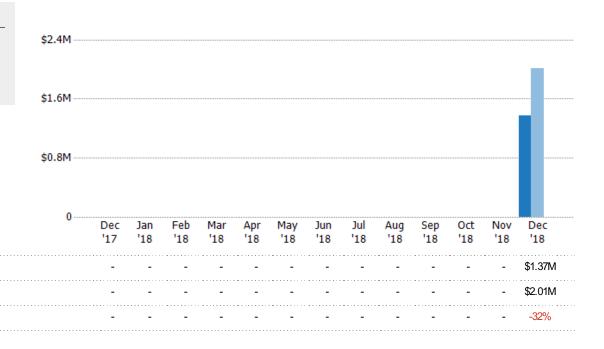
Percent Change from Prior Year

Current Year

Prior Year

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

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





Current Year

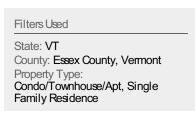
Percent Change from Prior Year

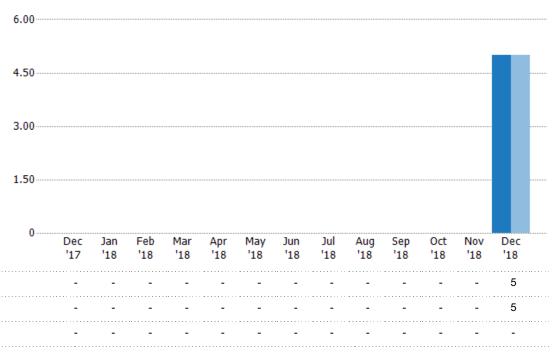




Closed Sales

The total number of residential properties sold each month.





Closed Sales Volume

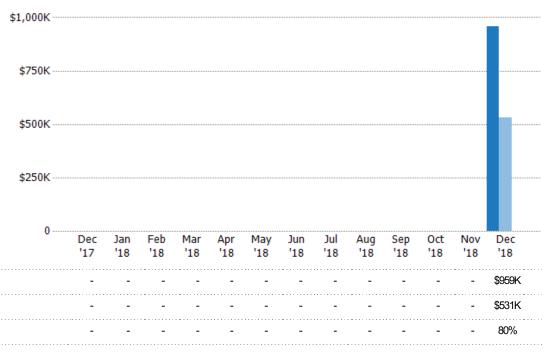
Current Year

PriorExtra Year

Prior Year

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

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



Current Year

Percent Change from Prior Year





Closed Sales by Property Type

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

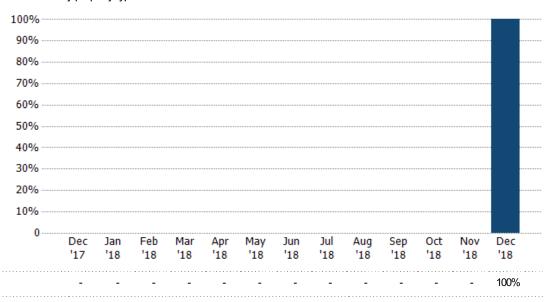
Filters Used

State: VT

County: Essex County, Vermont

Property Type: Condo/Townhouse/Apt, Single

Family Residence



Average Sales Price

Single Family Residence

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

\$200K \$150K \$100K \$50K Dec Feb Apr May Jun Jul Aug Sep 0ct Nov Dec '17 '18 '18 '18 '18 '18 '18 '18 '18 '18 \$192K \$106K 80%



Current Year Prior Year

Percent Change from Prior Year



'18

'18



Market Data Report

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

0 Dec	Jan	Feb		May	Jul	Aug	Sep	0ct	Dec
\$50K					 				
\$100K			 		 				
\$150K			 		 				

'18

Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$150K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$130K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	15%

'18

'18

Average Sales Price vs Average Listing Price

The average sales price as a percentage of the average listing price for properties sold each month.

'17

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

5K												
)K												
-12												
OK												
0 Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	0ct	Nov	D
0	Jan	Feb	Mar	Apr		Jun	Jul	Aug	Sep	Oct '18	Nov '18	D
0 Dec	Jan	Feb	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep	0ct	Nov '18	D
0 Dec	Jan	Feb	Mar '18	Apr	May '18	Jun '18	Jul	Aug '18	Sep	Oct '18	Nov '18	D



Avg List Price

Avg Sales Price

Avg Sales Price as a % of Avg List Price



88%



Market Data Report

Median Sales Price vs Median Listing Price

The median sales price as a percentage of the median listing price for properties sold each month.

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

150K	 	 	 	 	 		
100K	 	 	 	 	 		
\$50K	 	 	 	 	 		
0							
0 Dec						Nov	De
0 Dec						Nov	

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.

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

Med Sales Price as a % of Med List Price

Median List Price

Median Sales Price

0K	 										
5K	 										
0					_	201	Aug	Con	Oct	Nove	_
0 Dec '17		Mar '18	Apr '18	May '18	Jun '18	'18	'18	Sep '18	Oct '18		
Dec	Feb '18	-	- -	-	-	-	-	- -	'18 -	'18 -	18 18 \$131
Dec	Feb '18	-	- -		-	-	-	- -	'18 -	'18 -	'18



Avg Est Value

Avg Sales Price

Avg Sales Price as a % of Avg Est Value





Median Est Value

Median Sales Price

Market Data Report

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	

Med Sales Price as a % of Med Est Value

50K		 									•••••
00K		 									
50K		 									
Dec	Jan '18			May '18				Sep	Oct	Nov	Dec '18
Dec							Aug	Sep	Oct	Nov	Dec
Dec		Mar '18 -	Apr '18 -	May '18	Jun '18 - -	Jul '18 -	Aug '18	Sep '18 -	Oct '18	Nov '18	Dec '18



