

Summary of Key Listing and Sales Metrics

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

+/-	YTD 2017	YTD 2018	+/-	Mar 2017	Mar 2018	Key Metrics
						Listing Activity Charts Metrics
-11.1%	9	8	-11.1%	9	8	New Listing Count
-11.1%	\$1,086,800	\$966,200	-11.1%	\$1,086,800	\$966,200	New Listing Volume
-23.4%	94	72	-23.4%	94	72	Active Listing Count
-11.6%	\$13,721,699	\$12,131,229	-11.6%	\$13,721,699	\$12,131,229	Active Listing Volume
+15.4%	\$145,976	\$168,489	+15.4%	\$145,976	\$168,489	Average Listing Price
+13.9%	\$122,500	\$139,500	+13.9%	\$122,500	\$139,500	Median Listing Price
+1.1%	217.5	220	+1.1%	217.5	220	Median Days in RPR
-91.5%	94	8	-	_	-	Months of Inventory
+11.4%	1.06%	12.5%	+	-	-	Absorption Rate
						Sales Activity Charts Metrics
-10%	10	9	-10%	10	9	New Pending Sales Count
-29.4%	\$1,764,100	\$1,244,600	-29.4%	\$1,764,100	\$1,244,600	New Pending Sales Volume
+7.1%	14	15	+7.1%	14	15	Pending Sales Count
+12.9%	\$2,488,500	\$2,810,600	+12.9%	\$2,488,500	\$2,810,600	Pending Sales Volume
-33.3%	9	6	-33.3%	9	6	Closed Sales Count
+8.5%	\$718,400	\$779,500	+8.5%	\$718,400	\$779,500	Cloæd Sales Volume
+62.8%	\$79,822	\$129,917	+62.8%	\$79,822	\$129,917	Average Sales Price
+67.9%	\$82,500	\$138,500	+67.9%	\$82,500	\$138,500	Median Sales Price





Essex

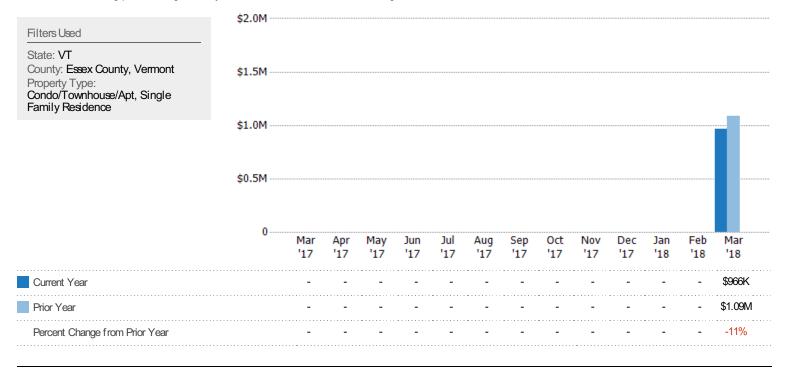
New Listings

The number of new single-family, condominium and townhome listings that were added each month.

	10.00													
Filters Used State: VT County: Essex County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	7.50													
	5.00													
	2.50													
	0	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	8
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	9
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	-11%

New Listing Volume

The sum of the listing price of single-family, condominium and townhome listings that were added each month.







Active Listings

The number of active single-family, condominium and townhome listings at the end of each month.

Filters Used	200													
State: VT County: Essex County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	150													
	100													
	50													
	0	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18
		17		1/			1/				17	10		
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	72
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	94
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	-23%

Active Listing Volume

The sum of the listing price of active single-family, condominium and townhome listings at the end of each month.

Filters Used														
State: VT County: Essex County, Vermont Property Type: Condo/Townhouse/Apt, Single	\$24.0M													
Family Residence	\$16.0M ······													
	\$8.0M													
	0	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar
		'17	'17	'17	'17	'17	'17	'17	'17	'17	'17	'18	'18	'18
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	\$12.1M
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	\$13.7M
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	-12%



Average Listing Price

The average listing price of active single-family, condominium and townhome listings at the end of each month.

Median Listing Price

The median listing price of active single-family, condominium and townhome listings at the end of each month.

Filters Used	\$200K ······												
State: VT County: Essex County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	\$150K												
	\$100K												
	\$50K												
	0 Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18
Current Year		-	-	-	-		-	-	-	-			\$140K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$123K
Percent Change from Prior Year	_	-	-	-	-	-	-	-	-	-	-	-	14%





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.

	\$200K ······												
Filters Used State: VT County: Essex County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	\$150K												
	\$100K												
	\$50K												
	0 Mar	Apr	May	Jun	Jul	Aug	Sep	0ct	Nov	Dec	Jan	Feb	Mar
	'17	'17	'17	'17	'17	'17	'17	'17	'17	'17	'18	'18	'18
Avg Est Value		-	-	-	-	-	-	-	-	-	-	-	\$141K
Avg Listing Price	-	-	-	-	-	-	-	-	-	-	-	-	\$168K
Avg Listing Price as a % of Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	119%

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.

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Filters Used	\$200K ······												
State: VT County: Essex County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	\$150K												
	\$100K												
	\$50K												
	0 Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18
Median Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$129K
Median Listing Price	-	-	-	-	-	-	-	-	-	-	-	-	\$140K
Med Listing Price as a % of Med Est Value	-	-	_	-	-	-	-	-	-	-	-	-	108%





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.

	300												
Filters Used State: VT County: Essex County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	225												
	150												
	75	Apr		luo		Aug.		0.4	Nov	Doc		Eab	
	Mar '17	Арг '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	220
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	218
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	40												
State: VT County: Essex County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	30												
·	20												
	10												
	0 Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	10.3
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	15.7
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-34%





Absorption Rate

The percentage of inventory sold per month.

Filters Used	10%
State: VT County: Essex County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	
	5%

	0												
	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	10%
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	6%
Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-3%

Active/Pending/Sold Units

The number of single-family, condominium and townhome properties that were Active, Pending and Sold each month.

	80												
Filters Used State: VT County: Essex County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	60												
	40												
	20												
	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar
	'17	'17	'17	'17	'17	'17	'17	'17	'17	'17	'18	'18	'18
Active	-	-	-	-	-	-	-	-	-	-	-	-	72
Pending	-	-	-	-	-	-	-	-	-	-	-	-	15
Sold	-	-	-	-	-	-	-	-	-	-	-	-	6





New Pending Sales

The number of single-family, condominium and townhome properties with accepted offers that were added each month.

Filters Used	20.00													
State: VT County: Essex County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	15.00													
	10.00													
	5.00													
	0	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	9
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	10
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	-10%

New Pending Sales Volume

The sum of the sales price of single-family, condominium and townhome properties with accepted offers that were added each month.

Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	-29%
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	\$1.76M
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	\$1.24M
	0	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18
	\$0.5M													
Property Type: Condo/Townhouse/Apt, Single Family Residence	\$1.0M													
Filters Used State: VT County: Essex County, Vermont Dranset Turne:	\$1.5M													
	\$2.0M ······													





Pending Sales

The number of single-family, condominium and townhome properties with accepted offers that were available at the end each month.

	20													
Filters Used State: VT County: Essex County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	15													
	10													
	5								0.4	Nat				
		Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18
			17		1/	1/	1/	17		17	1/	10	10	10
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	15
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	14
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	7%

Pending Sales Volume

The sum of the sales price of single-family, condominium and townhome 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	\$2.4M \$1.6M													
	\$0.8M													
	0	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	\$2.81M
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	\$2.49M
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	13%





Essex

Closed Sales

The total number of single-family, condominium and townhome properties sold each month.

	10.00													
Filters Used State: VT County: Essex County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	7.50													
	2.50													
	0	Mar	Apr	May	Jun	Jul	Aug '17	Sep	Oct	Nov	Dec	Jan	Feb	Mar
		'17	'17	'17	'17	'17	'17	'17	'17	'17	'17	'18	'18	'18
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	6
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	9
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	-33%

Closed Sales Volume

The sum of the sales price of single-family, condominium and townhome properties sold each month.

Filters Used	\$880K ······													
State: VT County: Essex County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	\$660K													
Family Residence	\$440K													
	\$220K													
	0	Mar '17	Apr '17	May	Jun '17	Jul '17	Aug '17	Sep	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18
		17	17		17	17	17	17			17	10	10	
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	\$780K
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	\$718K
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	9%



Closed Sales by Property Type

The percentage of single-family, condominium and townhome properties sold each month by property type.

	100%														
Filters Used	90%														
State: VT County: Essex County, Vermont	80%														
Property Type:	70%														
Property Type: Condo/Townhouse/Apt, Single Family Residence	60%														
	50%														
	40%														
	30%														
	20%														
	10%														
	0		-				_				_	-			
		Mar '17	Apr	May	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	
		17	17	17	17	17	17	17	17	17	17	18	18	18	
Single Family Residence		-	-	-	-	-	-	-	-	-	-	-	-	100%	

Average Sales Price

Percent Change from Prior Year

The average sales price of the single-family, condominium and townhome properties sold each month.

Filters Used	\$200K												
State: VT County: Essex County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	\$150K												
	\$100K												
	\$50K												
	0												
	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$130K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$79.8K



63%



Median Sales Price

The median sales price of the single-family, condominium and townhome properties sold each month.

	\$200K ······												
Filters Used													
State: VT													
County: Essex County, Vermont	\$150K ······												
Property Type: Condo/Townhouse/Apt, Single Family Residence													
Family Residence	\$100K												
	\$100K												
	\$50K												
	0												
	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar
	'17	'17	'17	'17	'17	'17	'17	'17	'17	'17	'18	'18	'18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$139K
Prior Year		-	-	-	-	-	-	-	-	-		-	\$82.5k
													000/
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	68%

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	\$200K ······												
State: VT County: Essex County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	\$150K												
	\$100K												
	\$50K												
	0												
	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18
Avg List Price	-	-	-	-	-	-	-	-	-	-	-	-	\$148K
Avg Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$130K
Avg Sales Price as a % of Avg List Price		-		-	-	-	-	-	-	-	-	-	88%





Median Sales Price vs Median Listing Price

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

	\$200K												
Filters Used State: VT County: Essex County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	\$150K												
	\$100K												
	\$50K												
	•					-							
	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18
Median List Price	-	-	-	-	-	-	-	-	-	-	-	-	\$159K
Median Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$139K
Med Sales Price as a % of Med List Price	-	-	-	-	-	-	-	-	-	-	-	-	87%

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	\$200K												
State: VT County: Essex County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	\$150K												
	\$100K												
	\$50K												
	0												
	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18
Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$58K
Avg Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$148K
Avg Sales Price as a % of Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	255%

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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.

	\$200K ······												
Filters Used State: VT County: Essex County, Vermont	\$150K												
Property Type: Condo/Townhouæ/Apt, Single Family Residence	\$100K												
	\$50K												
	\$50K												
	0 Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18
Median Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$58K
Median Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$159K
Med Sales Price as a % of Med Est Value	-	-	-	-	-	-	-	-	-	-	-	-	275%

