

## Summary of Key Listing and Sales Metrics

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

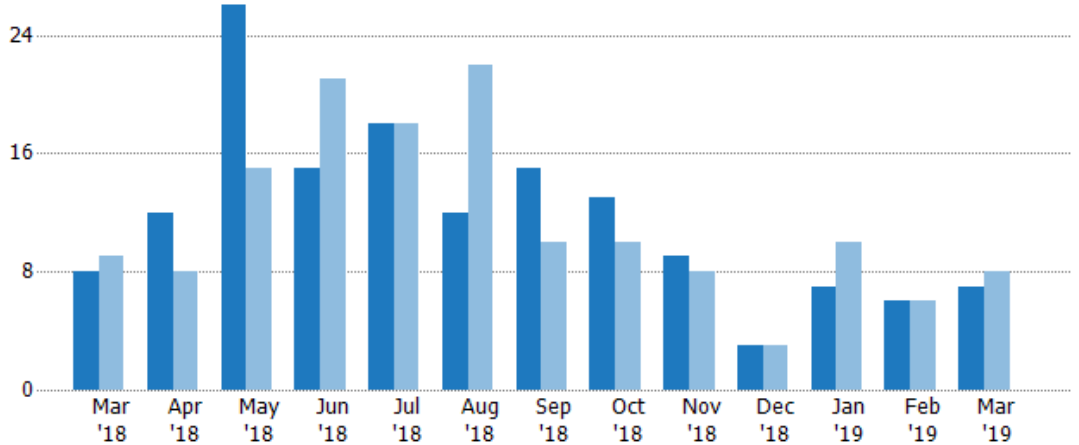
Key Metrics	Mar 2019	Mar 2018	+ / -	YTD 2019	YTD 2018	+ / -
<b>Listing Activity Charts Metrics</b>						
New Listing Count	7	8	-12.5%	20	24	-16.7%
New Listing Volume	\$1,031,400	\$930,100	+10.9%	\$2,717,800	\$3,843,600	-29.3%
Active Listing Count	75	75	±	N/A	N/A	
Active Listing Volume	\$14,889,100	\$12,966,179	+14.8%	N/A	N/A	
Average Listing Price	\$198,521	\$172,882	+14.8%	\$196,703	\$188,077	+4.6%
Median Listing Price	\$169,500	\$142,500	+18.9%	\$160,345	\$150,455	+6.6%
Median Days in RPR	211	216	-2.3%	185.6	200.11	-7.2%
Months of Inventory	18.8	12.5	+50%	12.2	13.6	-10.5%
Absorption Rate	5.33%	8%	-2.7%	8.19%	7.33%	+0.9%
<b>Sales Activity Charts Metrics</b>						
New Pending Sales Count	9	7	+28.6%	21	22	-4.5%
New Pending Sales Volume	\$1,275,950	\$1,176,200	+8.5%	\$3,157,450	\$3,630,800	-13%
Pending Sales Count	15	14	+7.1%	N/A	N/A	
Pending Sales Volume	\$2,264,050	\$2,772,100	-18.3%	N/A	N/A	
Closed Sales Count	5	6	-16.7%	15	19	-21.1%
Closed Sales Volume	\$825,000	\$779,500	+5.8%	\$1,669,400	\$2,443,547	-31.7%
Average Sales Price	\$165,000	\$129,917	+27%	\$111,293	\$128,608	-13.5%
Median Sales Price	\$132,000	\$138,500	-4.7%	\$82,980	\$123,895	-33%

## 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



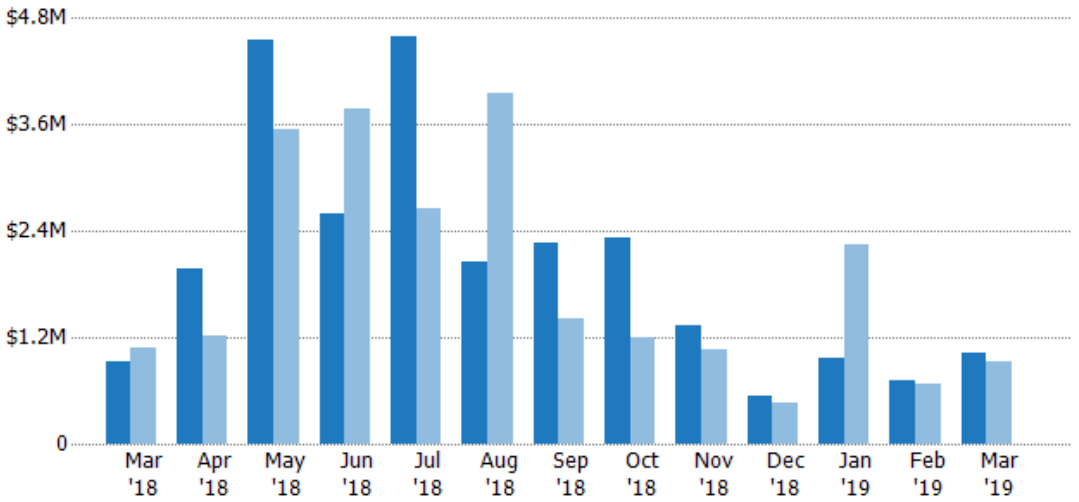
Month/Year	Count	% Chg.
Mar '19	7	-12.5%
Mar '18	8	-11.1%
Mar '17	9	-11.1%

## 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



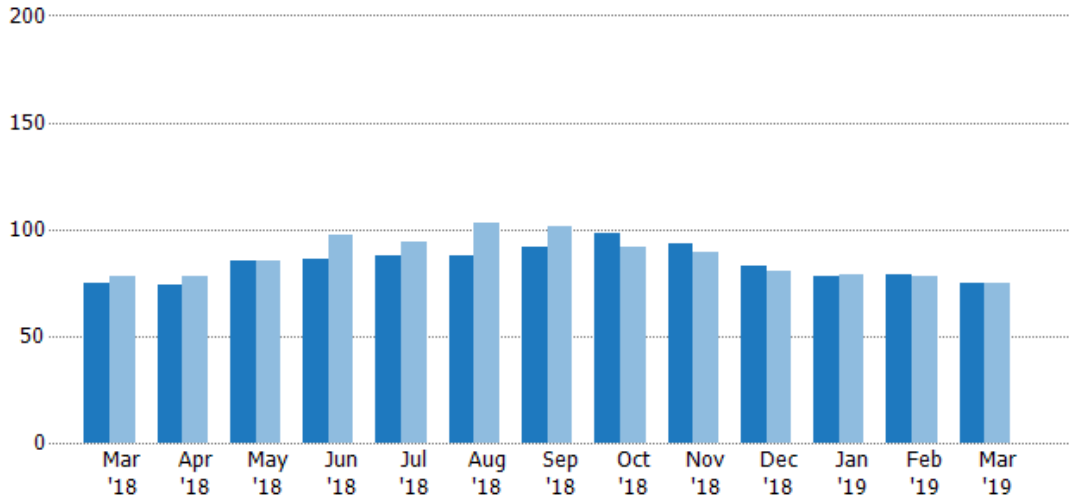
Month/Year	Volume	% Chg.
Mar '19	\$1.03M	10.9%
Mar '18	\$930K	-14.4%
Mar '17	\$1.09M	32%

## 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.
Mar '19	75	0%
Mar '18	75	-3.8%
Mar '17	78	6.4%

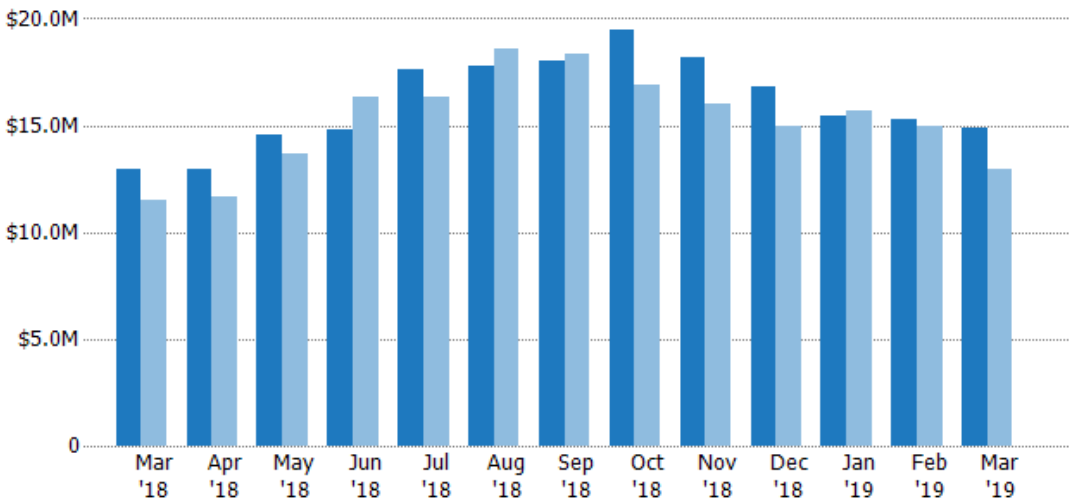
	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19
Current Year	75	74	85	86	88	88	92	98	93	83	78	79	75
Prior Year	78	78	85	97	94	103	101	92	89	80	79	78	75
Percent Change from Prior Year	-4%	-5%	0%	-11%	-6%	-15%	-9%	7%	4%	4%	-1%	1%	0%

## 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.
Mar '19	\$14.9M	14.8%
Mar '18	\$13M	13%
Mar '17	\$11.5M	4.6%

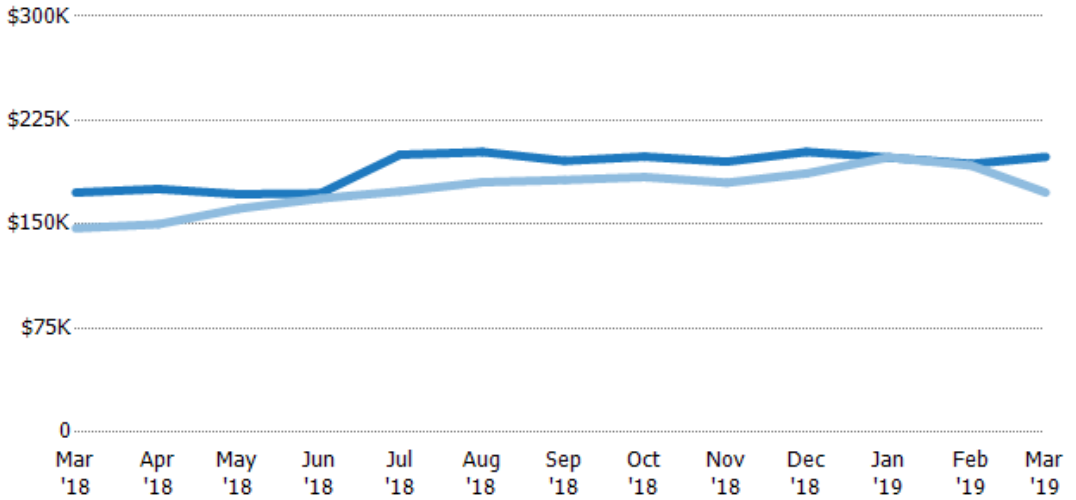
	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19
Current Year	\$13M	\$13M	\$14.6M	\$14.8M	\$17.6M	\$17.8M	\$18M	\$19.5M	\$18.1M	\$16.8M	\$15.5M	\$15.3M	\$14.9M
Prior Year	\$11.5M	\$11.7M	\$13.7M	\$16.4M	\$16.3M	\$18.6M	\$18.4M	\$16.9M	\$16M	\$14.9M	\$15.7M	\$15M	\$13M
Percent Change from Prior Year	13%	11%	7%	-9%	8%	-4%	-2%	15%	13%	12%	-1%	2%	15%

## 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



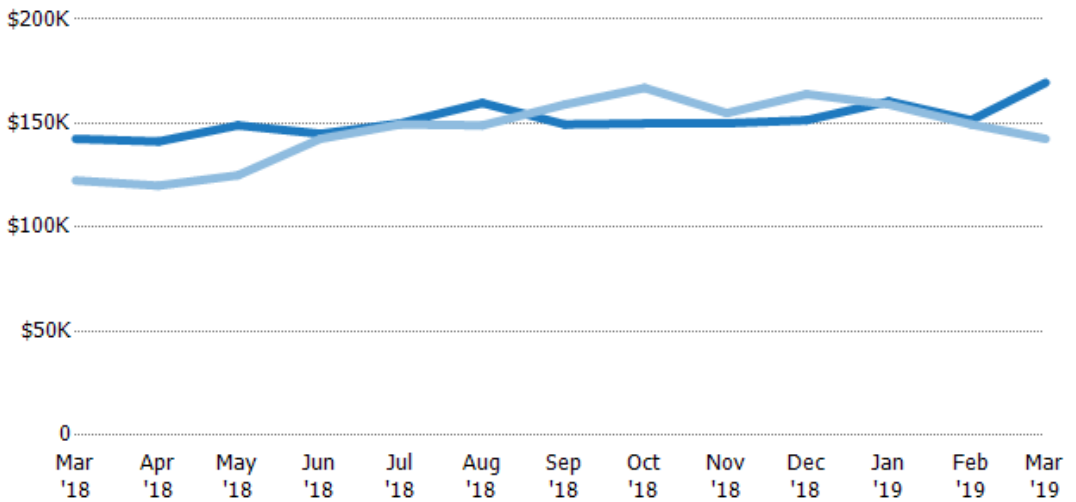
	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19
Current Year	\$173K	\$175K	\$172K	\$172K	\$200K	\$202K	\$196K	\$199K	\$195K	\$202K	\$198K	\$194K	\$199K
Prior Year	\$147K	\$150K	\$161K	\$169K	\$174K	\$180K	\$182K	\$184K	\$180K	\$187K	\$198K	\$192K	\$173K
Percent Change from Prior Year	17%	17%	7%	2%	15%	12%	8%	8%	8%	8%	0%	1%	15%

## 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



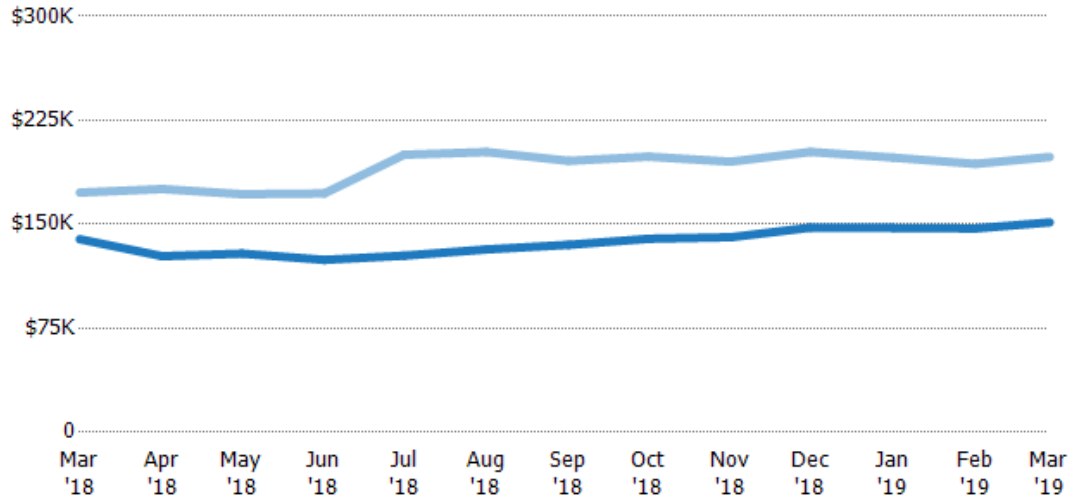
	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19
Current Year	\$143K	\$141K	\$149K	\$145K	\$150K	\$160K	\$149K	\$150K	\$150K	\$152K	\$161K	\$152K	\$170K
Prior Year	\$123K	\$120K	\$125K	\$143K	\$149K	\$149K	\$159K	\$167K	\$155K	\$164K	\$159K	\$149K	\$143K
Percent Change from Prior Year	16%	18%	19%	2%	0%	7%	-6%	-10%	-3%	-8%	1%	1%	19%

## 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



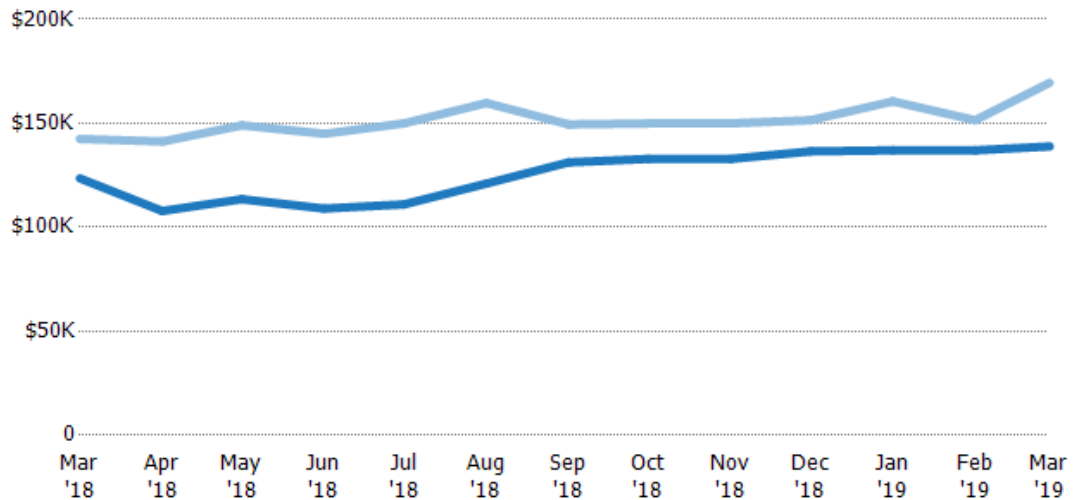
	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19
Avg Est Value	\$139K	\$127K	\$129K	\$124K	\$127K	\$132K	\$135K	\$140K	\$141K	\$148K	\$147K	\$147K	\$151K
Avg Listing Price	\$173K	\$175K	\$172K	\$172K	\$200K	\$202K	\$196K	\$199K	\$195K	\$202K	\$198K	\$194K	\$199K
Avg Listing Price as a % of Avg Est Value	124%	138%	133%	139%	157%	153%	145%	142%	139%	137%	134%	132%	131%

## 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



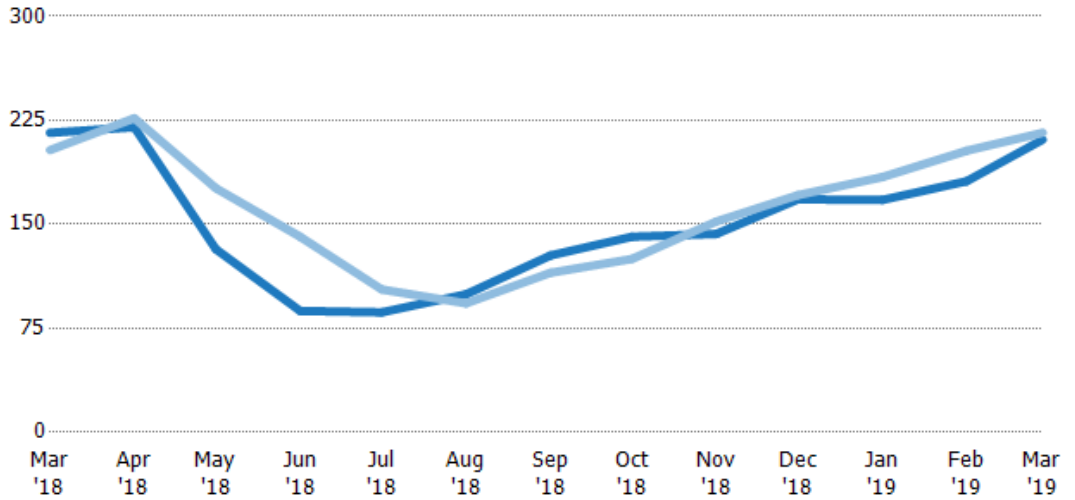
	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19
Median Est Value	\$124K	\$108K	\$114K	\$109K	\$111K	\$121K	\$131K	\$133K	\$133K	\$137K	\$137K	\$137K	\$139K
Median Listing Price	\$143K	\$141K	\$149K	\$145K	\$150K	\$160K	\$149K	\$150K	\$150K	\$152K	\$161K	\$152K	\$170K
Med Listing Price as a % of Med Est Value	115%	131%	131%	133%	135%	132%	114%	113%	113%	111%	117%	111%	122%

## 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



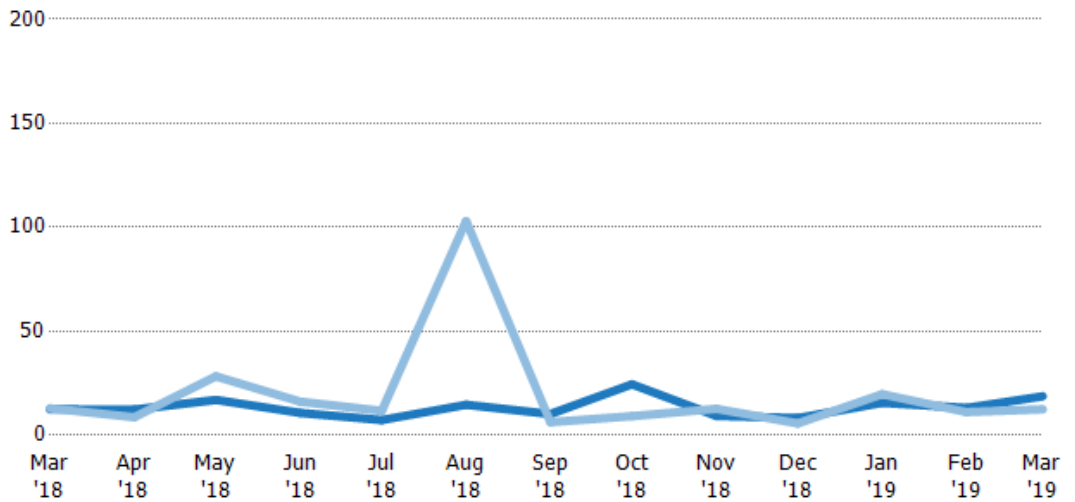
	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19
Current Year	216	220	132	87.5	86.5	100	128	141	143	168	168	181	211
Prior Year	204	227	176	141	103	93	115	125	152	171	184	203	216
Percent Change from Prior Year	6%	-3%	-25%	-38%	-16%	7%	11%	13%	-6%	-2%	-9%	-11%	-2%

## 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



	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19
Current Year	12.5	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	13	8.67	28.3	16.2	11.8	103	6.31	9.2	12.7	5.71	19.8	11.1	12.5
Percent Change from Prior Year	-4%	42%	-40%	-34%	-38%	-86%	62%	166%	-27%	45%	-21%	18%	50%

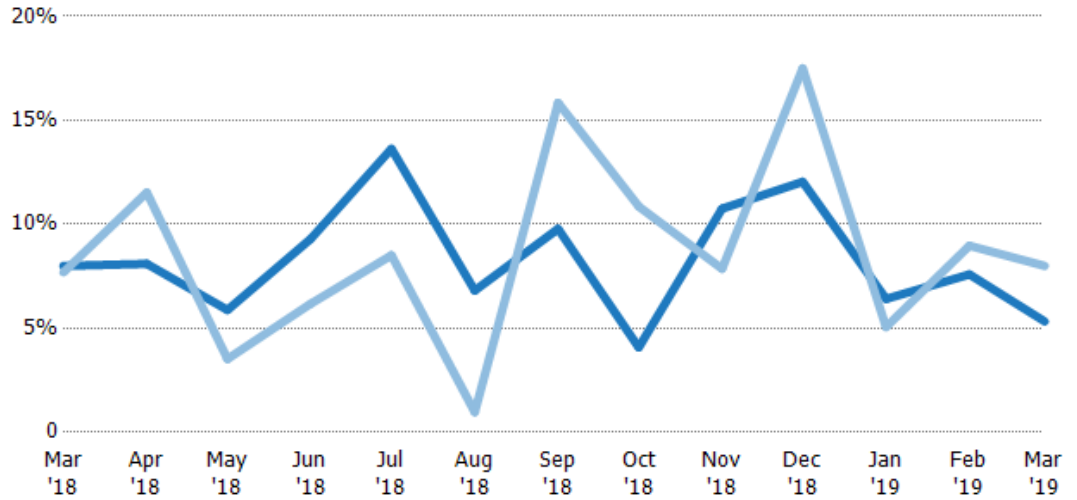
## Absorption Rate

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.
Mar '19	5%	2.7%
Mar '18	8%	-0.3%
Mar '17	8%	-21.7%



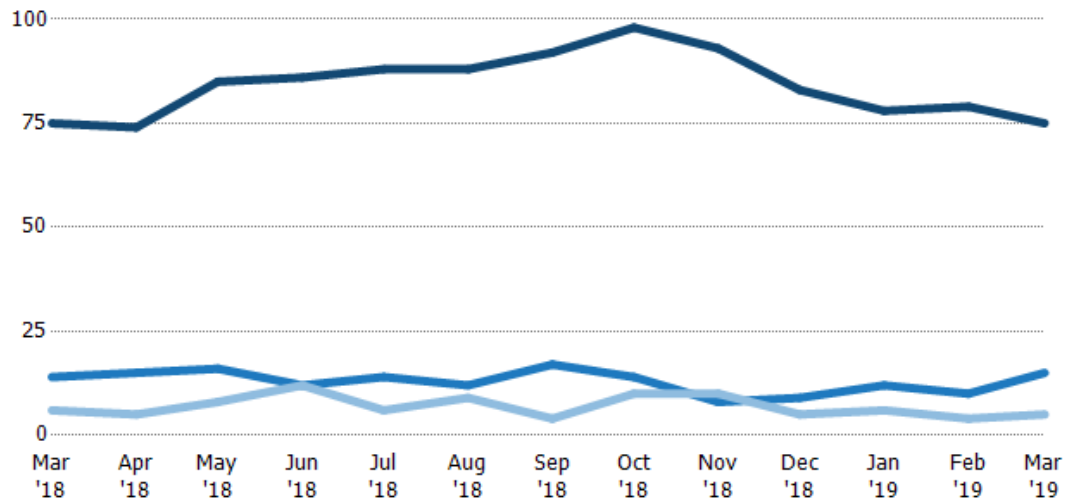
Current Year	8%	8%	6%	9%	14%	7%	10%	4%	11%	12%	6%	8%	5%
Prior Year	8%	12%	4%	6%	9%	1%	16%	11%	8%	18%	5%	9%	8%
Change from Prior Year	0%	3%	-2%	-3%	-5%	-6%	6%	7%	-3%	5%	-1%	1%	3%

## 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	75	74	85	86	88	88	92	98	93	83	78	79	75
Pending	14	15	16	12	14	12	17	14	8	9	12	10	15
Sold	6	5	8	12	6	9	4	10	10	5	6	4	5

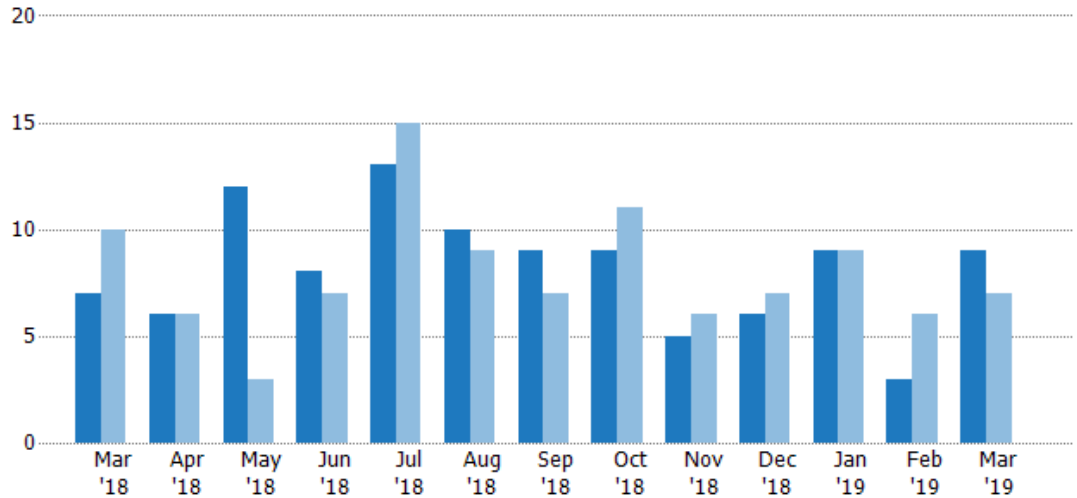
## New Pending Sales

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.
Mar '19	9	28.6%
Mar '18	7	-30%
Mar '17	10	-70%



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

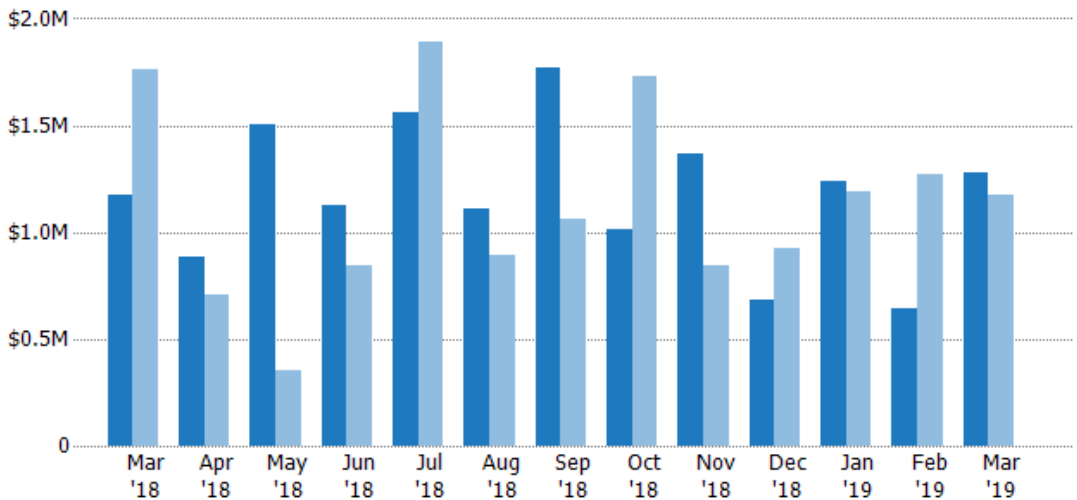
## New Pending Sales Volume

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.
Mar '19	\$1.28M	8.5%
Mar '18	\$1.18M	-33.3%
Mar '17	\$1.76M	-86.1%



	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19
Current Year	\$1.18M	\$882K	\$1.5M	\$1.12M	\$1.56M	\$1.11M	\$1.77M	\$1.02M	\$1.37M	\$683K	\$1.24M	\$639K	\$1.28M
Prior Year	\$1.76M	\$709K	\$355K	\$842K	\$1.89M	\$891K	\$1.06M	\$1.73M	\$847K	\$921K	\$1.19M	\$1.27M	\$1.18M
Percent Change from Prior Year	-33%	24%	323%	34%	-18%	25%	67%	-41%	61%	-26%	5%	-50%	8%

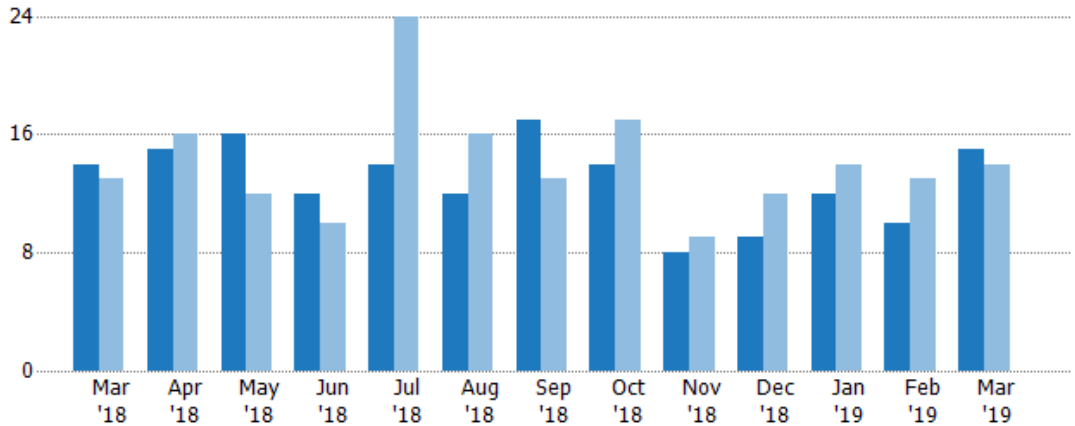


## Pending Sales

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



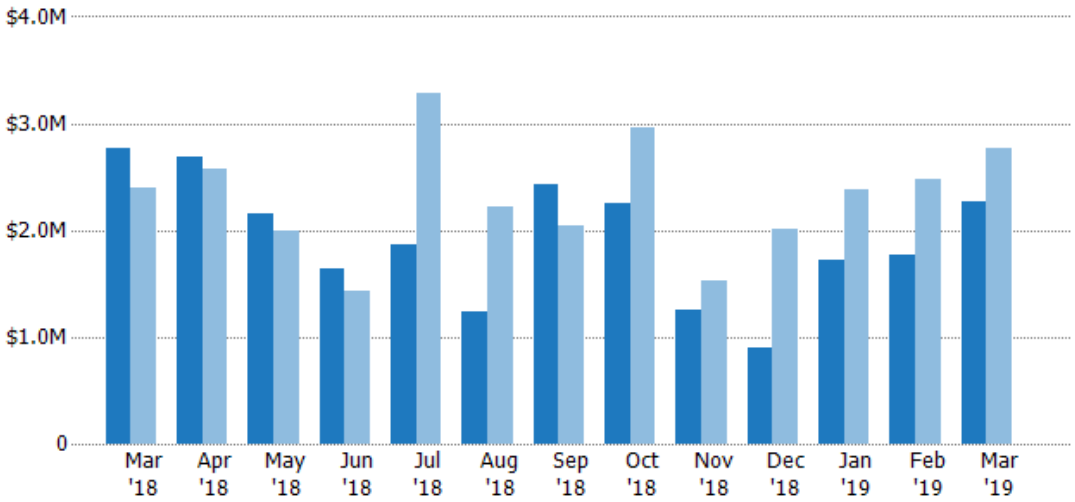
	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19
Current Year	14	15	16	12	14	12	17	14	8	9	12	10	15
Prior Year	13	16	12	10	24	16	13	17	9	12	14	13	14
Percent Change from Prior Year	8%	-6%	33%	20%	-42%	-25%	31%	-18%	-11%	-25%	-14%	-23%	7%

## 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



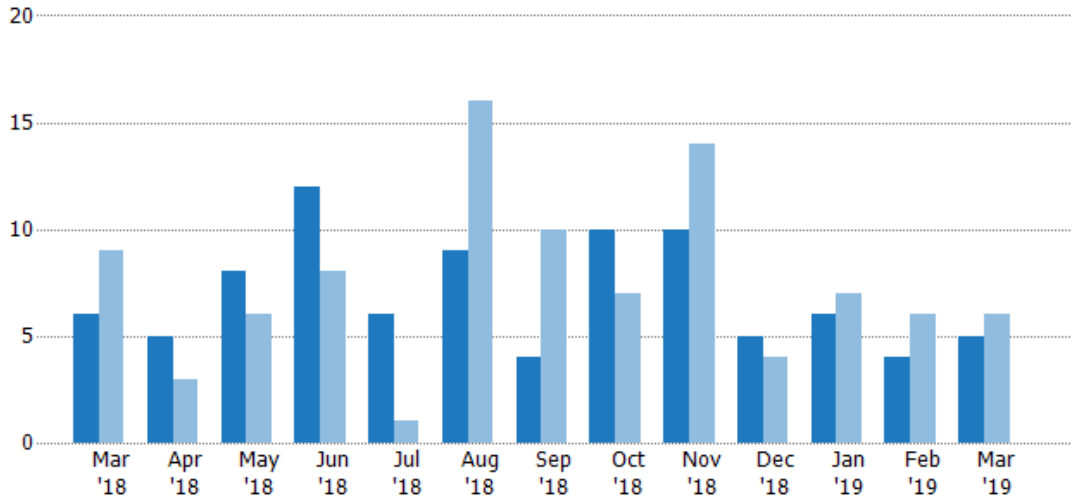
	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19
Current Year	\$2.77M	\$2.68M	\$2.15M	\$1.65M	\$1.86M	\$1.23M	\$2.43M	\$2.26M	\$1.26M	\$899K	\$1.72M	\$1.76M	\$2.26M
Prior Year	\$2.4M	\$2.57M	\$1.99M	\$1.43M	\$3.29M	\$2.22M	\$2.05M	\$2.97M	\$1.53M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

## 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	Count	% Chg.
Mar '19	5	-16.7%
Mar '18	6	-33.3%
Mar '17	9	-77.8%

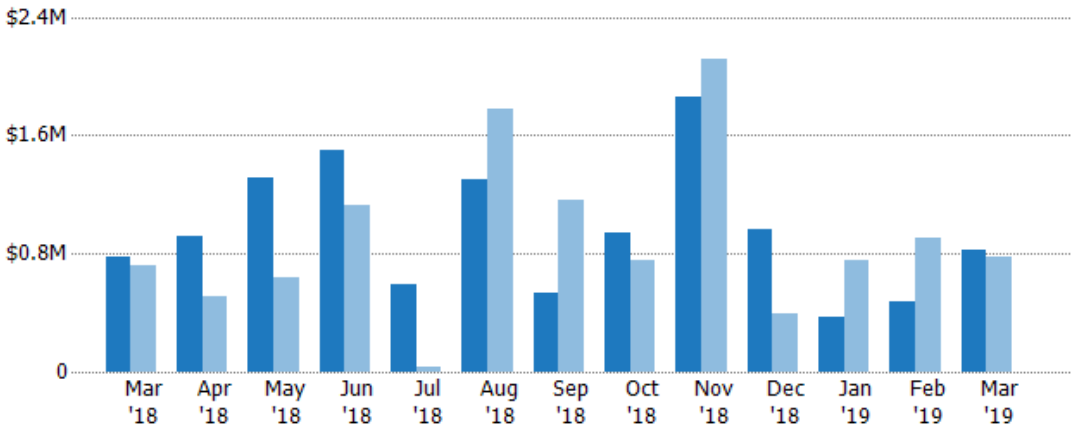
	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19
Current Year	6	5	8	12	6	9	4	10	10	5	6	4	5
Prior Year	9	3	6	8	1	16	10	7	14	4	7	6	6
Percent Change from Prior Year	-33%	67%	33%	50%	500%	-44%	-60%	43%	-29%	25%	-14%	-33%	-17%

## 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	Volume	% Chg.
Mar '19	\$825K	5.8%
Mar '18	\$780K	8.5%
Mar '17	\$718K	-85.2%

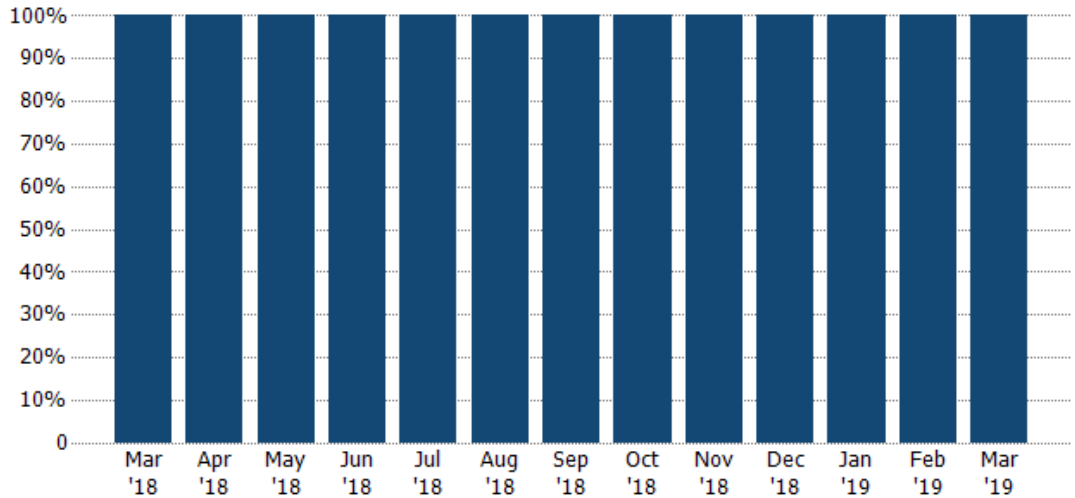
	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19
Current Year	\$780K	\$918K	\$1.31M	\$1.5M	\$596K	\$1.3M	\$537K	\$945K	\$1.86M	\$959K	\$370K	\$475K	\$825K
Prior Year	\$718K	\$514K	\$636K	\$1.12M	\$35K	\$1.77M	\$1.16M	\$758K	\$2.12M	\$397K	\$760K	\$904K	\$780K
Percent Change from Prior Year	9%	79%	106%	34%	1,601%	-26%	-54%	25%	-12%	141%	-51%	-48%	6%

## 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

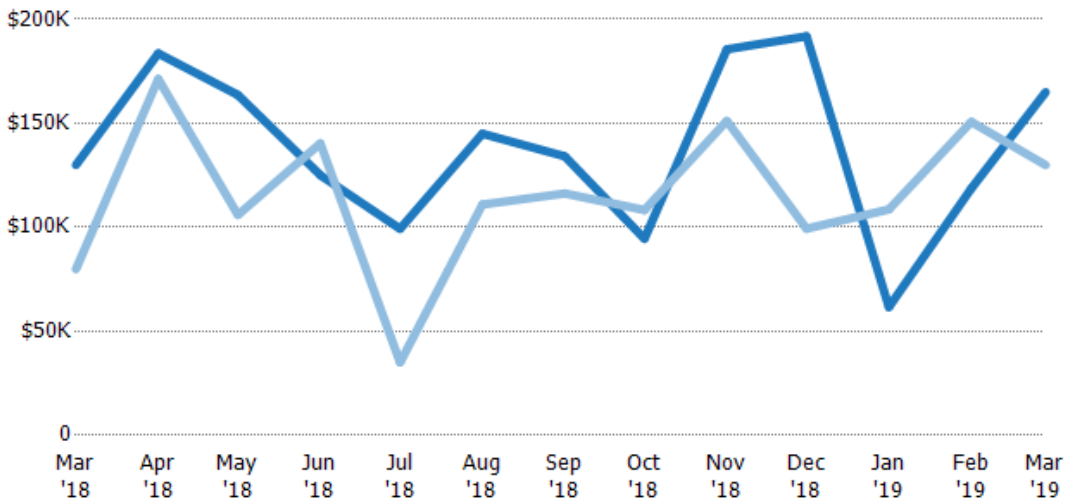
100% 100% 100% 100% 100% 100% 100% 100% 100% 100% 100% 100% 100%

## 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

\$130K \$184K \$164K \$125K \$99.3K \$145K \$134K \$94.5K \$186K \$192K \$61.7K \$119K \$165K  
 \$79.8K \$171K \$106K \$140K \$35K \$111K \$116K \$108K \$151K \$99.4K \$109K \$151K \$130K  
 63% 7% 54% -11% 184% 31% 15% -13% 23% 93% -43% -21% 27%

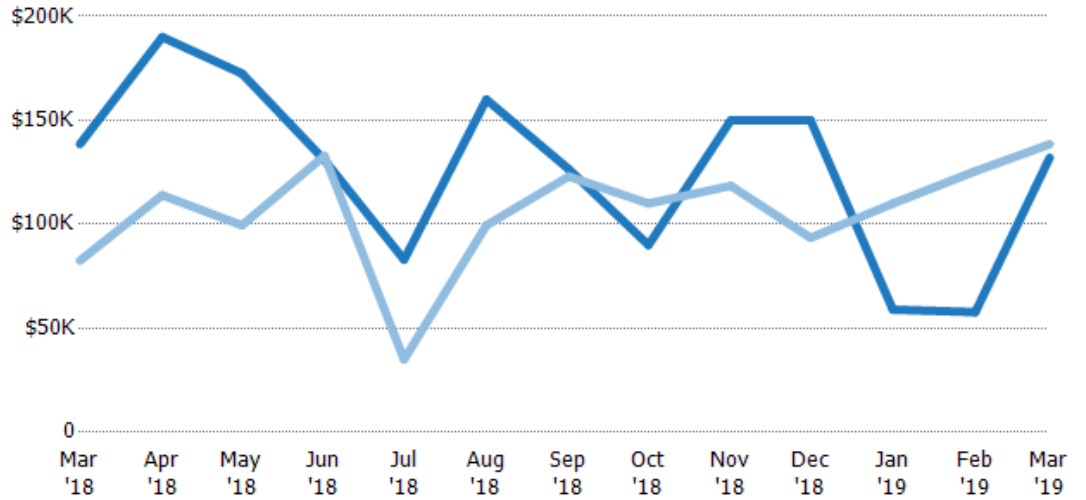
## Median Sales Price

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.
Mar '19	\$132K	-4.7%
Mar '18	\$139K	67.9%
Mar '17	\$82.5K	-35.8%



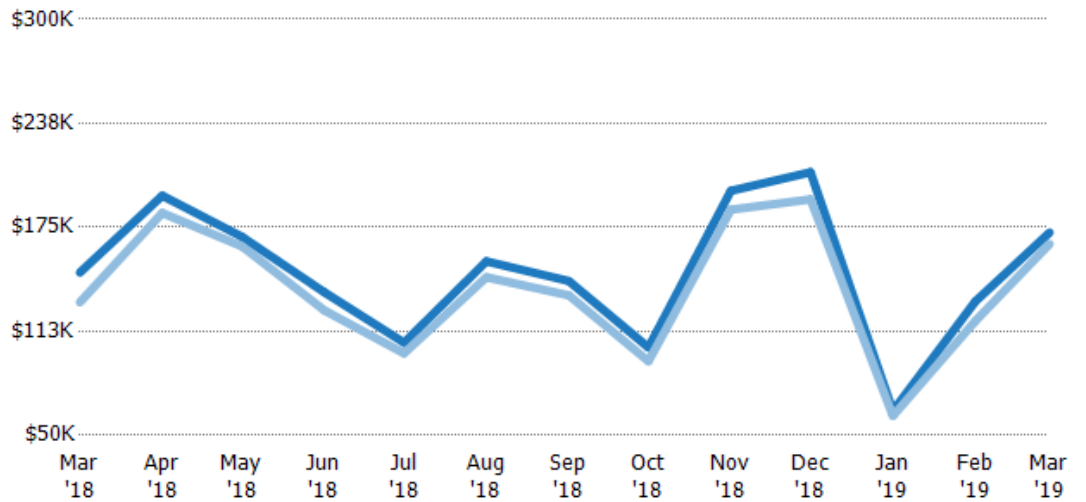
Current Year	\$139K	\$190K	\$173K	\$131K	\$83K	\$160K	\$127K	\$90K	\$150K	\$150K	\$59K	\$57.8K	\$132K
Prior Year	\$82.5K	\$114K	\$100K	\$133K	\$35K	\$100K	\$123K	\$110K	\$119K	\$93.5K	\$110K	\$126K	\$139K
Percent Change from Prior Year	68%	67%	73%	-2%	137%	61%	3%	-18%	27%	60%	-46%	-54%	-5%

## 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



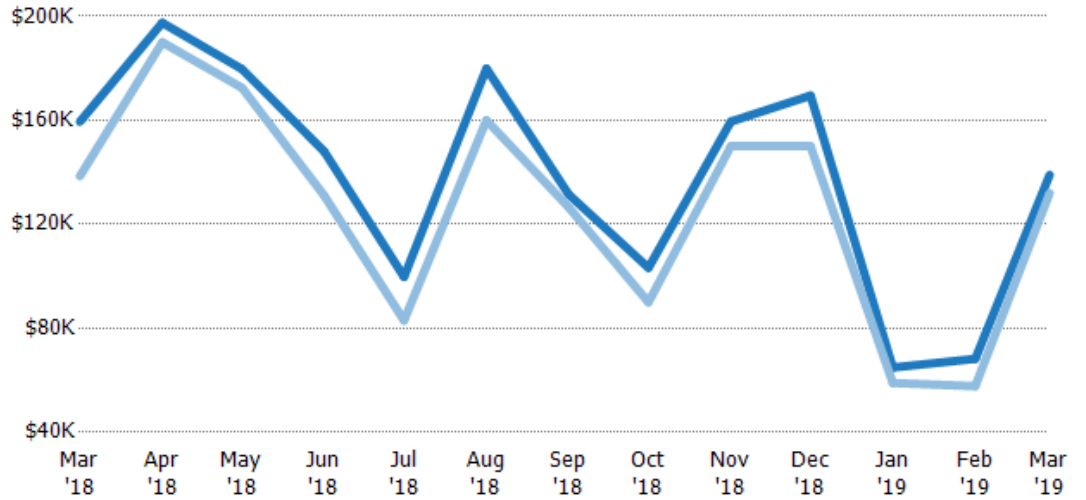
Avg List Price	\$148K	\$194K	\$169K	\$136K	\$106K	\$155K	\$143K	\$103K	\$197K	\$208K	\$64.6K	\$130K	\$172K
Avg Sales Price	\$130K	\$184K	\$164K	\$125K	\$99.3K	\$145K	\$134K	\$94.5K	\$186K	\$192K	\$61.7K	\$119K	\$165K
Avg Sales Price as a % of Avg List Price	88%	95%	97%	92%	94%	94%	94%	92%	94%	92%	95%	91%	96%

## 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



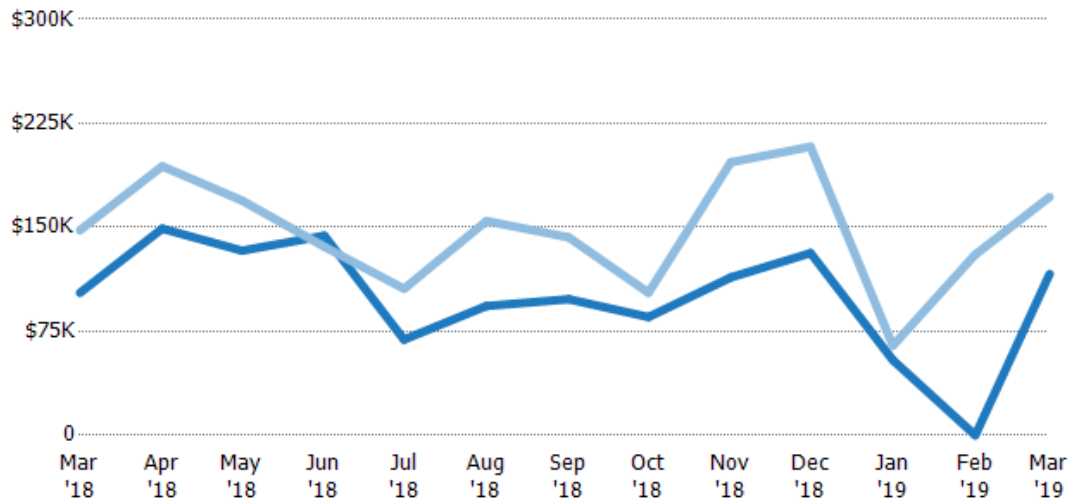
	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19
Median List Price	\$159K	\$198K	\$180K	\$148K	\$100K	\$180K	\$131K	\$103K	\$160K	\$170K	\$64.9K	\$68.3K	\$139K
Median Sales Price	\$139K	\$190K	\$173K	\$131K	\$83K	\$160K	\$127K	\$90K	\$150K	\$150K	\$59K	\$57.8K	\$132K
Med Sales Price as a % of Med List Price	87%	96%	96%	89%	83%	89%	96%	87%	94%	88%	91%	85%	95%

## 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



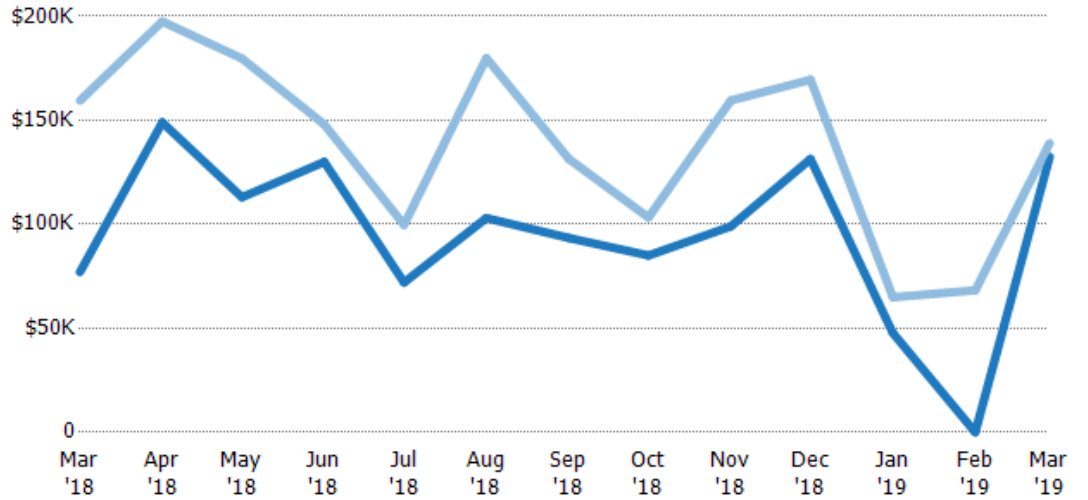
	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19
Avg Est Value	\$103K	\$149K	\$133K	\$144K	\$69K	\$93.2K	\$98.1K	\$85.3K	\$114K	\$131K	\$54.2K	\$0	\$116K
Avg Sales Price	\$148K	\$194K	\$169K	\$136K	\$106K	\$155K	\$143K	\$103K	\$197K	\$208K	\$64.6K	\$130K	\$172K
Avg Sales Price as a % of Avg Est Value	144%	130%	127%	94%	153%	166%	145%	121%	173%	158%	119%	100%	148%

## 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



	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19
Median Est Value	\$77K	\$149K	\$113K	\$130K	\$72K	\$103K	\$93.4K	\$85K	\$99K	\$131K	\$47.7K	\$0	\$132K
Median Sales Price	\$159K	\$198K	\$180K	\$148K	\$100K	\$180K	\$131K	\$103K	\$160K	\$170K	\$64.9K	\$68.3K	\$139K
Med Sales Price as a % of Med Est Value	207%	133%	159%	114%	139%	175%	141%	121%	161%	129%	136%	100%	105%