

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	Jun 2019	Jun 2018	+ / -	YTD 2019	YTD 2018	+ / -
Listing Activity Charts Metrics						
New Listing Count	23	15	+53.3%	62	75	-17.3%
New Listing Volume	\$4,221,000	\$2,572,700	+64.1%	\$9,854,390	\$12,660,540	-22.2%
Active Listing Count	95	86	+10.5%	N/A	N/A	
Active Listing Volume	\$17,574,590	\$14,142,390	+24.3%	N/A	N/A	
Average Listing Price	\$184,996	\$164,446	+12.5%	\$184,988	\$171,548	+7.8%
Median Listing Price	\$149,900	\$142,425	+5.2%	\$147,327	\$142,110	+3.7%
Median Days in RPR	173	87.5	+97.7%	205.84	161.93	+27.1%
Months of Inventory	23.8	14.3	+65.7%	11.9	14	-15.3%
Absorption Rate	4.21%	6.98%	-2.8%	8.42%	7.13%	+1.3%
Sales Activity Charts Metrics						
New Pending Sales Count	9	8	+12.5%	43	48	-10.4%
New Pending Sales Volume	\$1,547,700	\$1,124,200	+37.7%	\$6,683,750	\$7,137,929	-6.4%
Pending Sales Count	14	12	+16.7%	N/A	N/A	
Pending Sales Volume	\$2,314,100	\$1,645,300	+40.6%	N/A	N/A	
Closed Sales Count	3	12	-75%	28	42	-33.3%
Closed Sales Volume	\$295,000	\$1,500,900	-80.3%	\$3,277,078	\$5,701,047	-42.5%
Average Sales Price	\$98,333	\$125,075	-21.4%	\$117,038	\$135,739	-13.8%
Median Sales Price	\$115,000	\$130,950	-12.2%	\$106,358	\$133,938	-20.6%

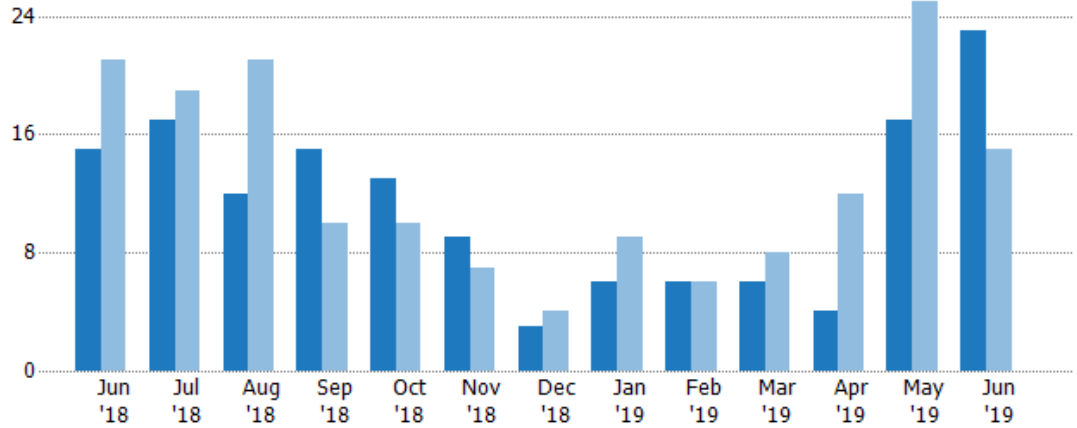
New Listings

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.
Jun '19	23	53.3%
Jun '18	15	-28.6%
Jun '17	21	-19%



	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19
Current Year	15	17	12	15	13	9	3	6	6	6	4	17	23
Prior Year	21	19	21	10	10	7	4	9	6	8	12	25	15
Percent Change from Prior Year	-29%	-11%	-43%	50%	30%	29%	-25%	-33%	0%	-25%	-67%	-32%	53%

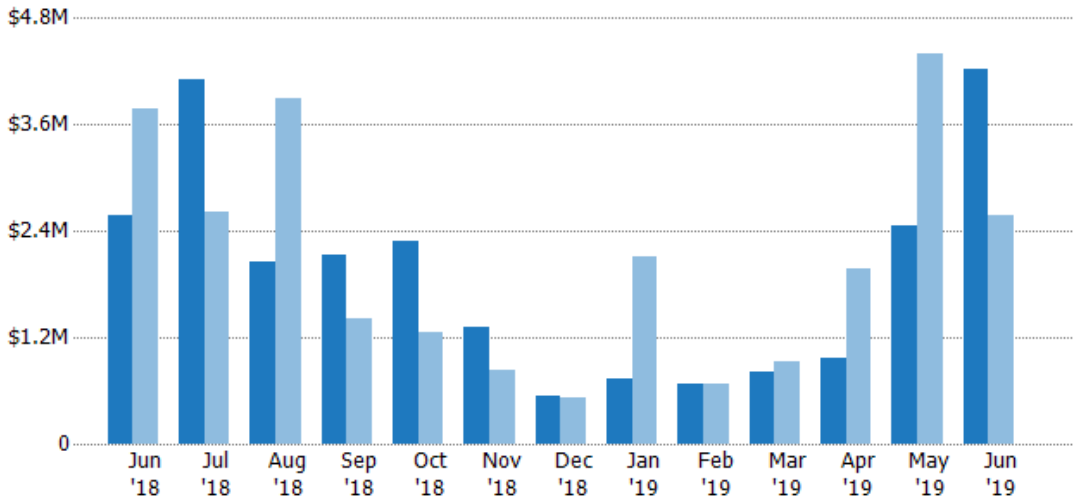
New Listing Volume

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.
Jun '19	\$4.22M	64.1%
Jun '18	\$2.57M	-32%
Jun '17	\$3.78M	-20.8%



	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19
Current Year	\$2.57M	\$4.12M	\$2.06M	\$2.14M	\$2.29M	\$1.32M	\$544K	\$737K	\$676K	\$802K	\$957K	\$2.46M	\$4.22M
Prior Year	\$3.78M	\$2.61M	\$3.89M	\$1.4M	\$1.26M	\$829K	\$528K	\$2.11M	\$676K	\$927K	\$1.98M	\$4.39M	\$2.57M
Percent Change from Prior Year	-32%	58%	-47%	52%	82%	59%	3%	-65%	0%	-13%	-52%	-44%	64%

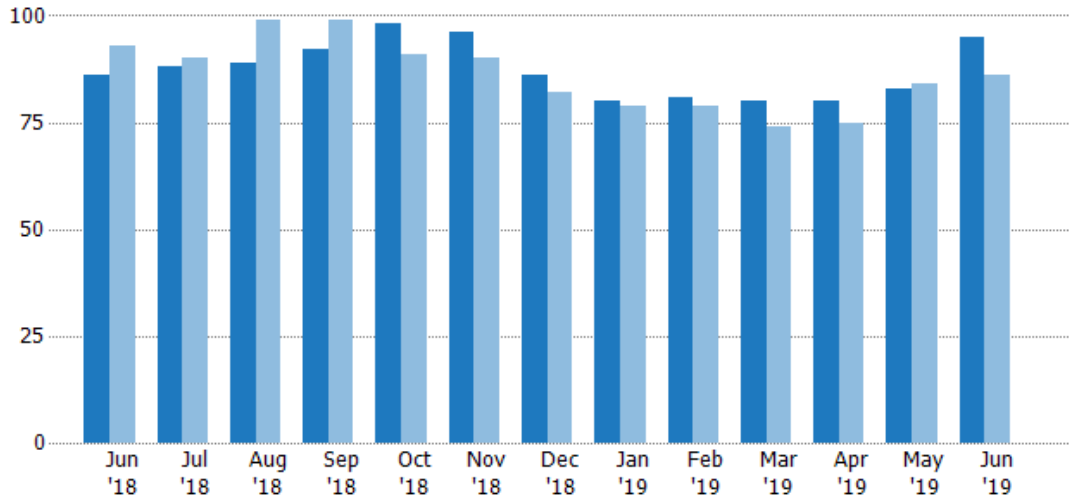
Active Listings

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.
Jun '19	95	10.5%
Jun '18	86	-7.5%
Jun '17	93	-2.2%



Current Year	86	88	89	92	98	96	86	80	81	80	80	83	95
Prior Year	93	90	99	99	91	90	82	79	79	74	75	84	86
Percent Change from Prior Year	-8%	-2%	-10%	-7%	8%	7%	5%	1%	3%	8%	7%	-1%	10%

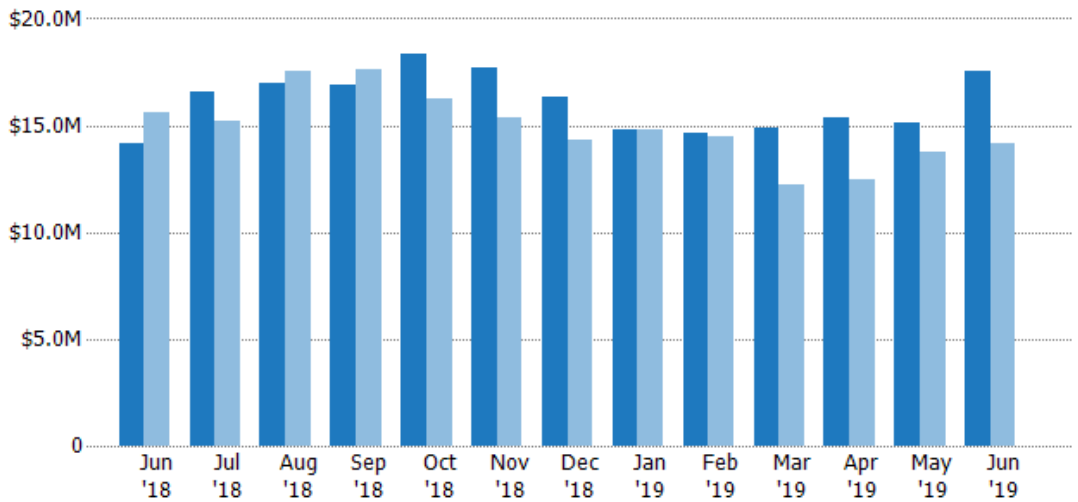
Active Listing Volume

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.
Jun '19	\$17.6M	24.3%
Jun '18	\$14.1M	-9.5%
Jun '17	\$15.6M	0%



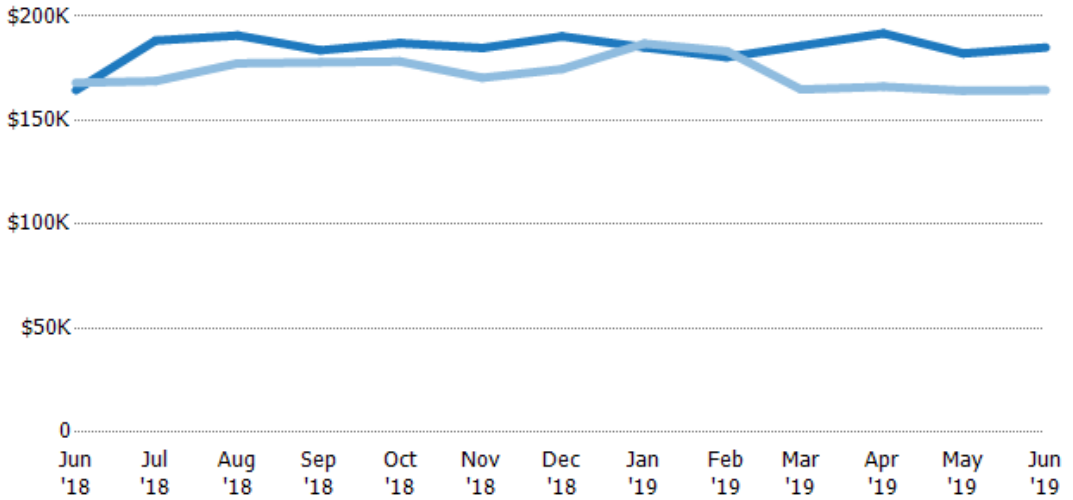
Current Year	\$14.1M	\$16.6M	\$17M	\$16.9M	\$18.3M	\$17.7M	\$16.4M	\$14.8M	\$14.6M	\$14.9M	\$15.3M	\$15.1M	\$17.6M
Prior Year	\$15.6M	\$15.2M	\$17.6M	\$17.6M	\$16.2M	\$15.3M	\$14.3M	\$14.8M	\$14.5M	\$12.2M	\$12.5M	\$13.8M	\$14.1M
Percent Change from Prior Year	-9%	9%	-3%	-4%	13%	16%	14%	0%	1%	22%	23%	10%	24%

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



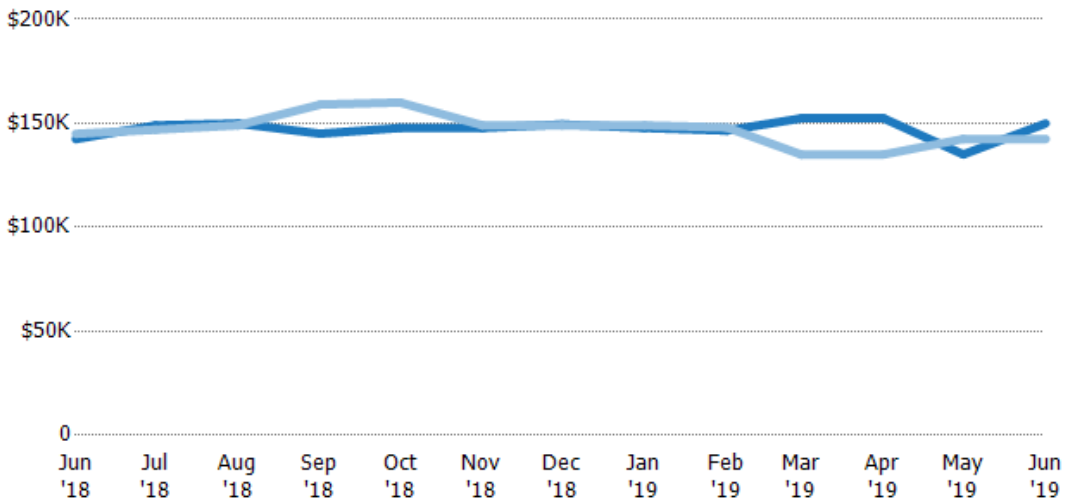
	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19
Current Year	\$164K	\$188K	\$191K	\$184K	\$187K	\$185K	\$190K	\$185K	\$180K	\$186K	\$192K	\$182K	\$185K
Prior Year	\$168K	\$169K	\$177K	\$178K	\$178K	\$170K	\$175K	\$187K	\$183K	\$165K	\$166K	\$164K	\$164K
Percent Change from Prior Year	-2%	12%	8%	3%	5%	8%	9%	-1%	-2%	13%	15%	11%	12%

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



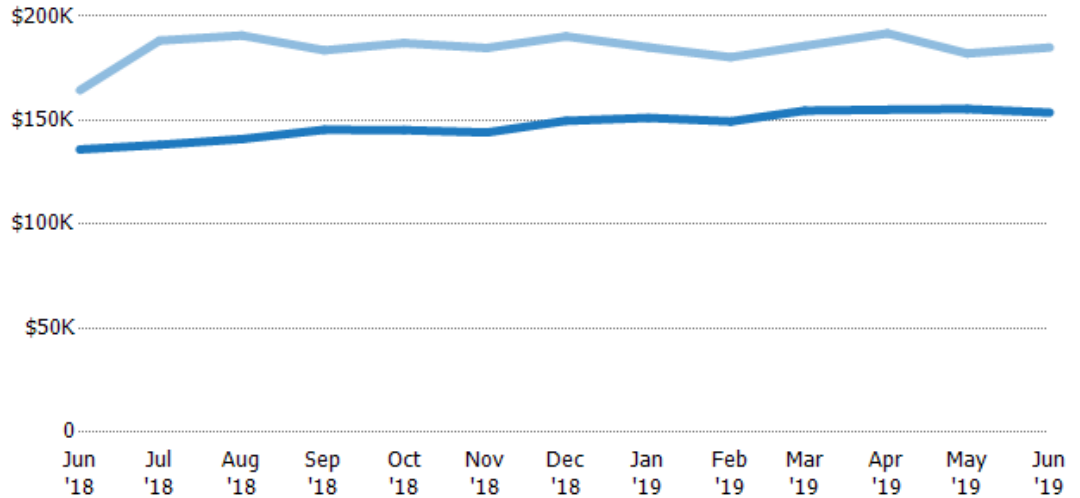
	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19
Current Year	\$142K	\$149K	\$150K	\$145K	\$148K	\$148K	\$149K	\$148K	\$147K	\$152K	\$152K	\$135K	\$150K
Prior Year	\$145K	\$147K	\$149K	\$159K	\$160K	\$149K	\$149K	\$149K	\$148K	\$135K	\$135K	\$142K	\$142K
Percent Change from Prior Year	-2%	1%	1%	-9%	-8%	-1%	0%	-1%	-1%	13%	13%	-5%	5%

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



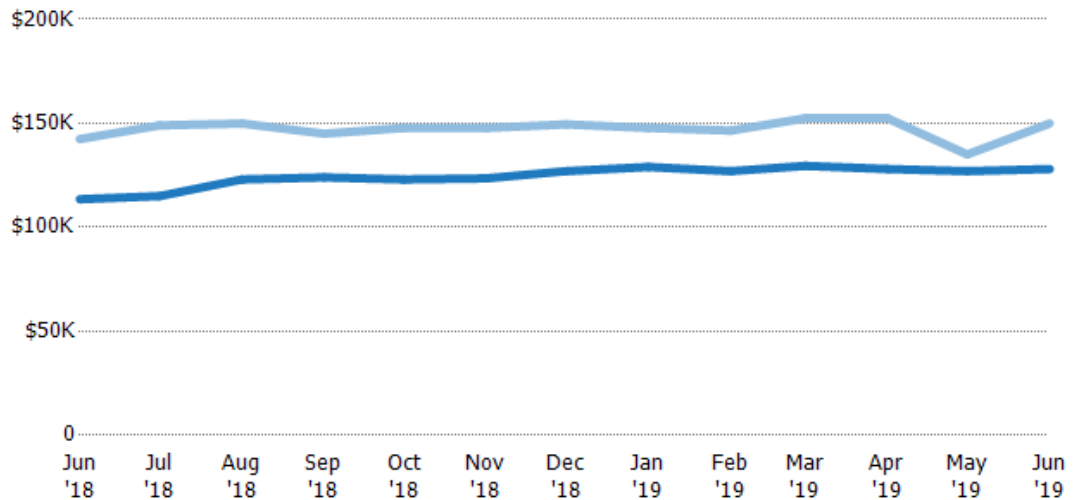
	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19
Avg Est Value	\$136K	\$138K	\$141K	\$145K	\$145K	\$144K	\$150K	\$151K	\$149K	\$155K	\$155K	\$155K	\$154K
Avg Listing Price	\$164K	\$188K	\$191K	\$184K	\$187K	\$185K	\$190K	\$185K	\$180K	\$186K	\$192K	\$182K	\$185K
Avg Listing Price as a % of Avg Est Value	121%	136%	135%	126%	129%	128%	127%	122%	121%	120%	124%	117%	120%

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



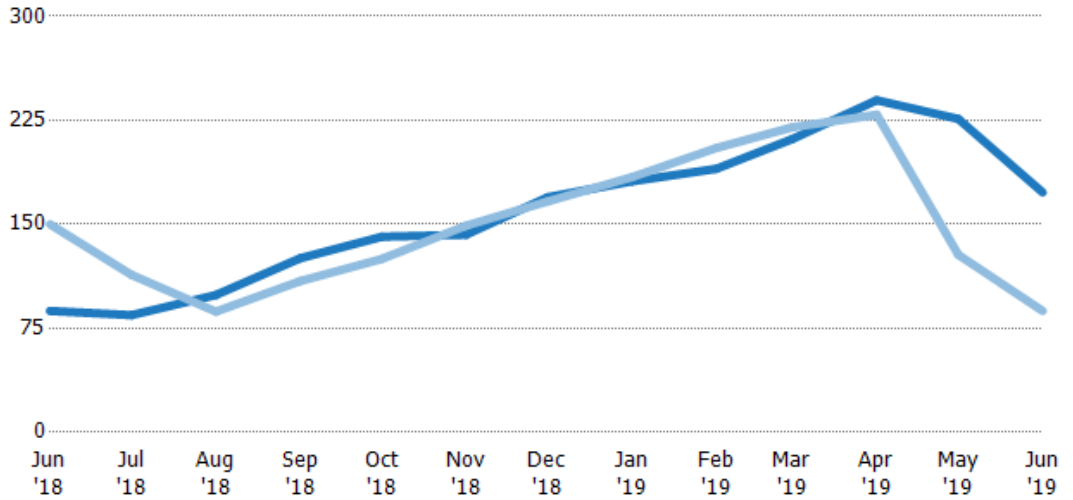
	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19
Median Est Value	\$114K	\$115K	\$123K	\$124K	\$123K	\$124K	\$127K	\$129K	\$127K	\$130K	\$128K	\$127K	\$128K
Median Listing Price	\$142K	\$149K	\$150K	\$145K	\$148K	\$148K	\$149K	\$148K	\$147K	\$152K	\$152K	\$135K	\$150K
Med Listing Price as a % of Med Est Value	125%	130%	122%	117%	120%	120%	118%	115%	115%	118%	119%	106%	117%

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



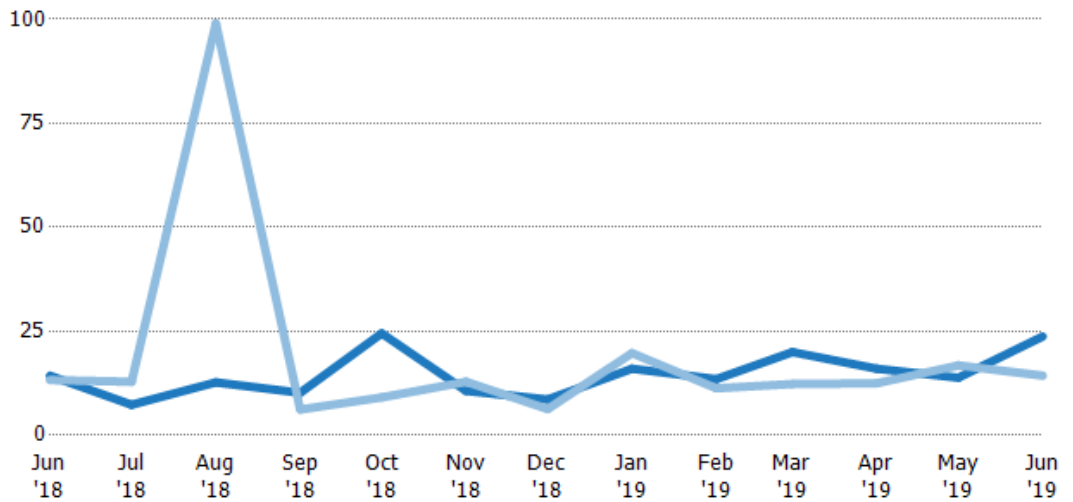
	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19
Current Year	87.5	84.5	99	126	141	143	170	181	190	212	240	226	173
Prior Year	150	114	87	109	125	149	167	184	205	220	229	128	87.5
Percent Change from Prior Year	-42%	-26%	14%	15%	13%	-4%	2%	-2%	-7%	-4%	5%	77%	98%

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



	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19
Current Year	14.3	7.33	12.7	10.2	24.5	10.7	8.6	16	13.5	20	16	13.8	23.8
Prior Year	13.3	12.9	99	6.19	9.1	12.9	6.31	19.8	11.3	12.3	12.5	16.8	14.3
Percent Change from Prior Year	8%	-43%	-87%	65%	169%	-17%	36%	-19%	20%	62%	28%	-18%	66%

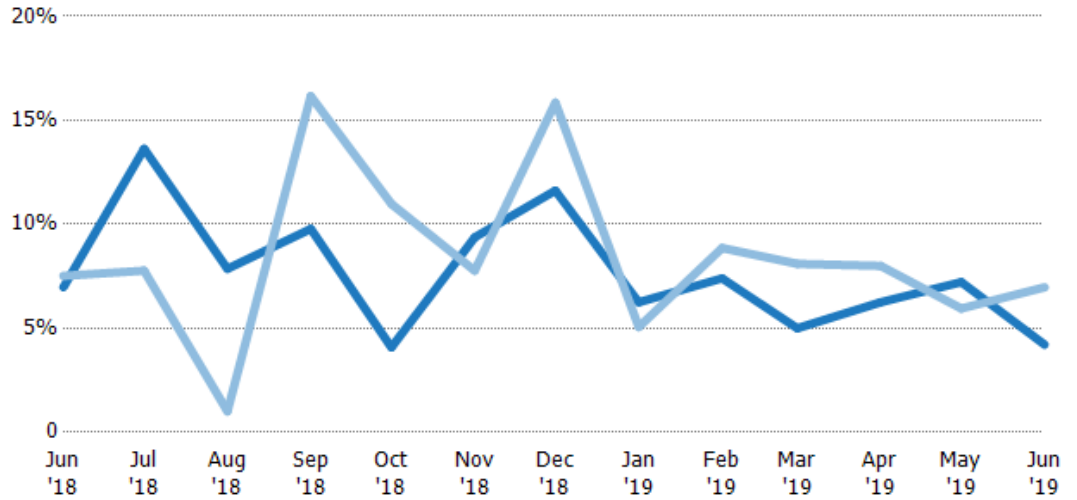
Absorption Rate

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.
Jun '19	4%	2.8%
Jun '18	7%	0.6%
Jun '17	8%	-70.9%



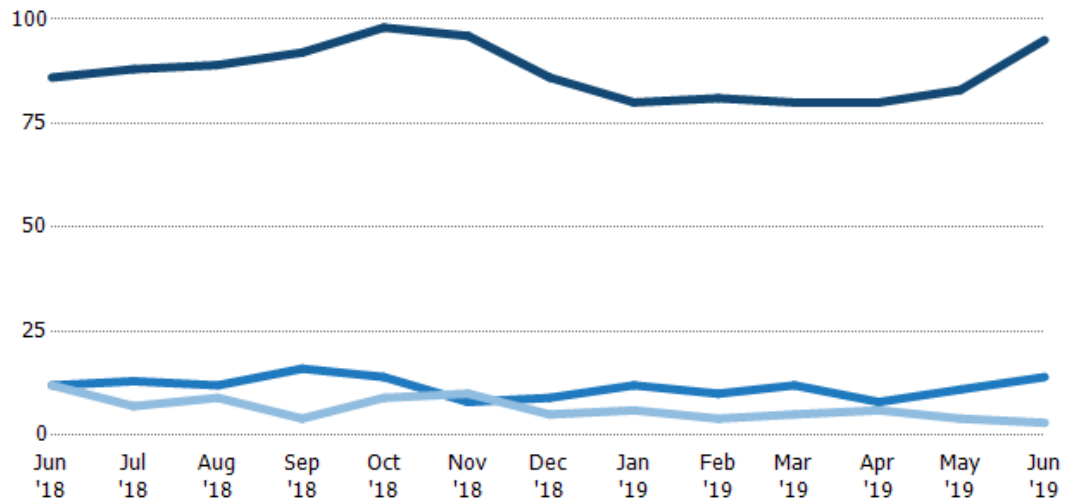
Current Year	7%	14%	8%	10%	4%	9%	12%	6%	7%	5%	6%	7%	4%
Prior Year	8%	8%	1%	16%	11%	8%	16%	5%	9%	8%	8%	6%	7%
Change from Prior Year	1%	-6%	-7%	6%	7%	-2%	4%	-1%	1%	3%	2%	-1%	3%

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



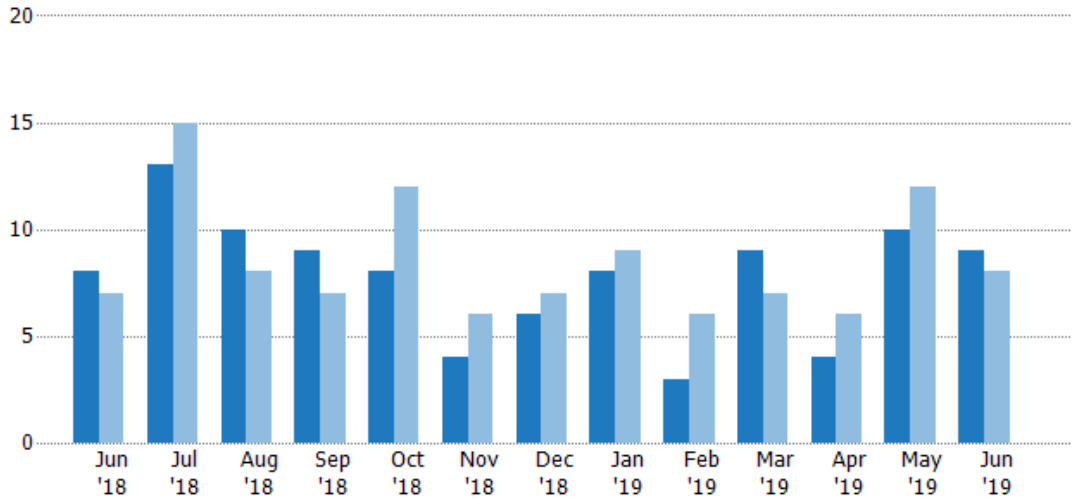
Active	86	88	89	92	98	96	86	80	81	80	80	83	95
Pending	12	13	12	16	14	8	9	12	10	12	8	11	14
Sold	12	7	9	4	9	10	5	6	4	5	6	4	3

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.
Jun '19	9	12.5%
Jun '18	8	14.3%
Jun '17	7	14.3%

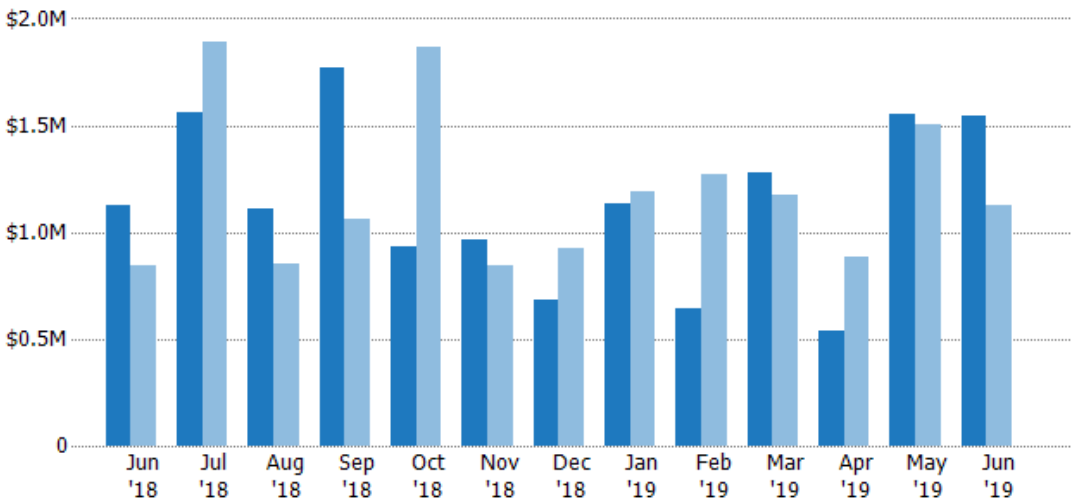
	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19
Current Year	8	13	10	9	8	4	6	8	3	9	4	10	9
Prior Year	7	15	8	7	12	6	7	9	6	7	6	12	8
Percent Change from Prior Year	14%	-13%	25%	29%	-33%	-33%	-14%	-11%	-50%	29%	-33%	-17%	13%

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.
Jun '19	\$1.55M	37.7%
Jun '18	\$1.12M	33.6%
Jun '17	\$842K	-24.7%

	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19
Current Year	\$1.12M	\$1.56M	\$1.11M	\$1.77M	\$931K	\$967K	\$683K	\$1.13M	\$639K	\$1.28M	\$535K	\$1.55M	\$1.55M
Prior Year	\$842K	\$1.89M	\$851K	\$1.06M	\$1.87M	\$847K	\$921K	\$1.19M	\$1.27M	\$1.18M	\$882K	\$1.5M	\$1.12M
Percent Change from Prior Year	34%	-18%	31%	67%	-50%	14%	-26%	-5%	-50%	8%	-39%	3%	38%

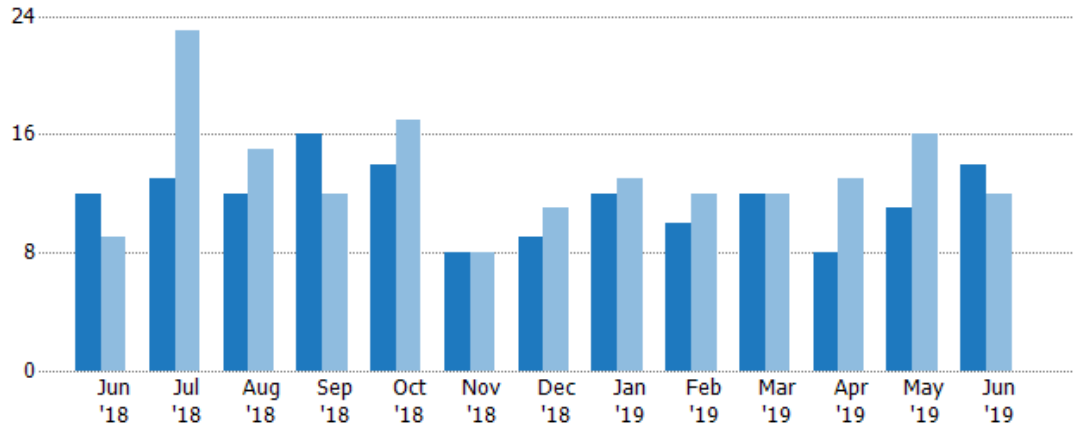
Pending Sales

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

Month/Year	Count	% Chg.
Jun '19	14	16.7%
Jun '18	12	33.3%
Jun '17	9	55.6%



Current Year	12	13	12	16	14	8	9	12	10	12	8	11	14
Prior Year	9	23	15	12	17	8	11	13	12	12	13	16	12
Percent Change from Prior Year	33%	-43%	-20%	33%	-18%	0%	-18%	-8%	-17%	0%	-38%	-31%	17%

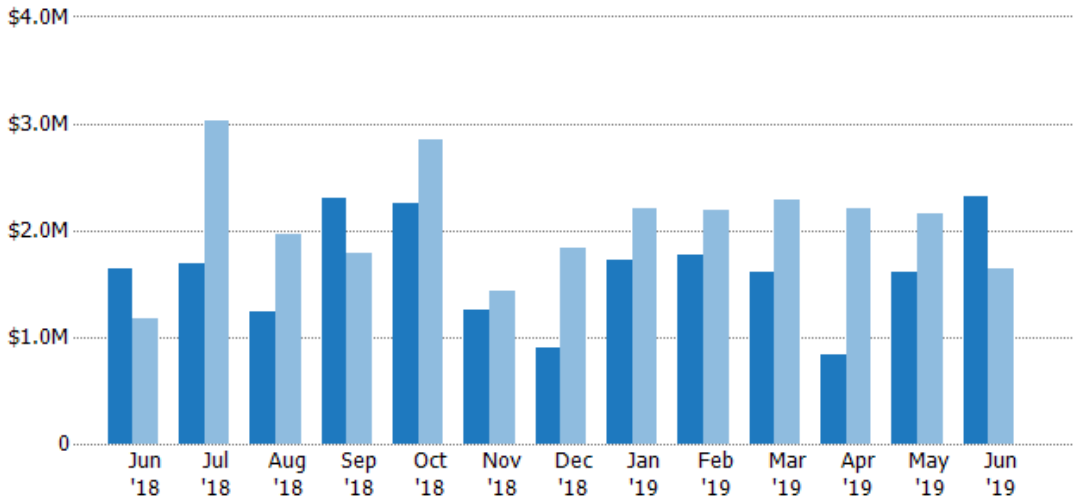
Pending Sales Volume

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

Month/Year	Volume	% Chg.
Jun '19	\$2.31M	40.6%
Jun '18	\$1.65M	40.7%
Jun '17	\$1.17M	20.3%



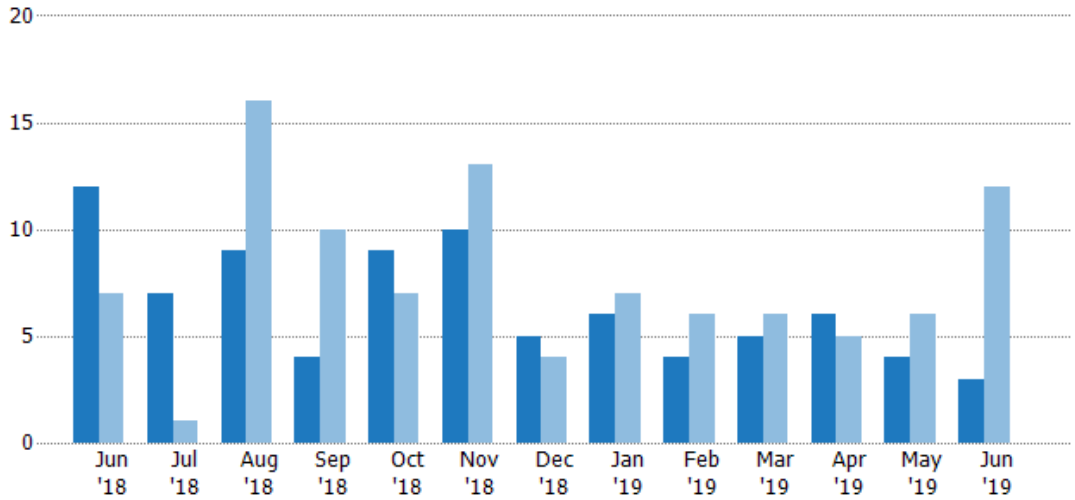
Current Year	\$1.65M	\$1.68M	\$1.23M	\$2.3M	\$2.26M	\$1.26M	\$899K	\$1.72M	\$1.76M	\$1.6M	\$827K	\$1.61M	\$2.31M
Prior Year	\$1.17M	\$3.02M	\$1.96M	\$1.78M	\$2.84M	\$1.42M	\$1.83M	\$2.2M	\$2.18M	\$2.29M	\$2.2M	\$2.15M	\$1.65M
Percent Change from Prior Year	41%	-44%	-37%	29%	-20%	-12%	-51%	-22%	-19%	-30%	-62%	-25%	41%

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.
Jun '19	3	-75%
Jun '18	12	71.4%
Jun '17	7	-28.6%

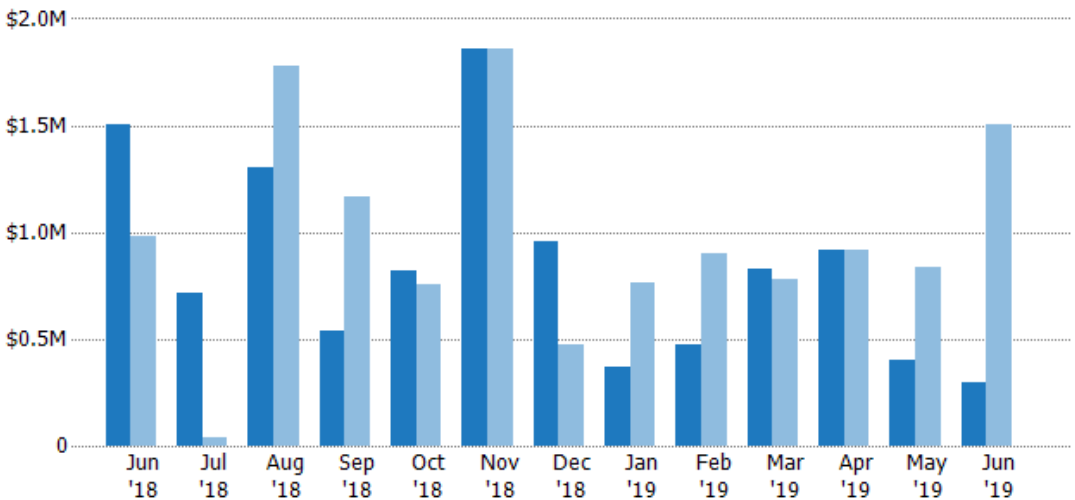
	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19
Current Year	12	7	9	4	9	10	5	6	4	5	6	4	3
Prior Year	7	1	16	10	7	13	4	7	6	6	5	6	12
Percent Change from Prior Year	71%	600%	-44%	-60%	29%	-23%	25%	-14%	-33%	-17%	20%	-33%	-75%

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.
Jun '19	\$295K	-80.3%
Jun '18	\$1.5M	52.7%
Jun '17	\$983K	-74.2%

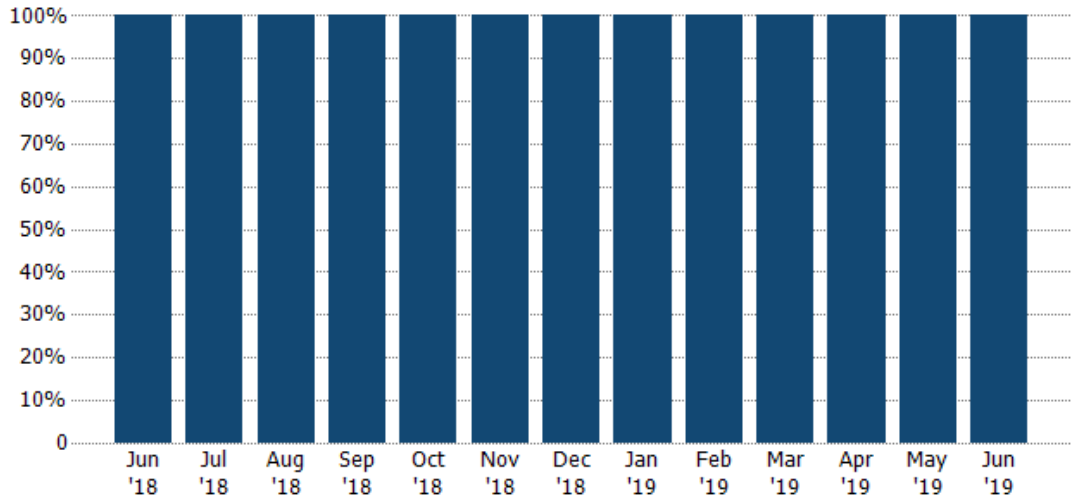
	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19
Current Year	\$1.5M	\$716K	\$1.3M	\$537K	\$820K	\$1.86M	\$959K	\$370K	\$475K	\$825K	\$914K	\$399K	\$295K
Prior Year	\$983K	\$35K	\$1.77M	\$1.16M	\$758K	\$1.86M	\$474K	\$760K	\$904K	\$780K	\$918K	\$839K	\$1.5M
Percent Change from Prior Year	53%	1,944%	-26%	-54%	8%	0%	102%	-51%	-48%	6%	0%	-52%	-80%

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



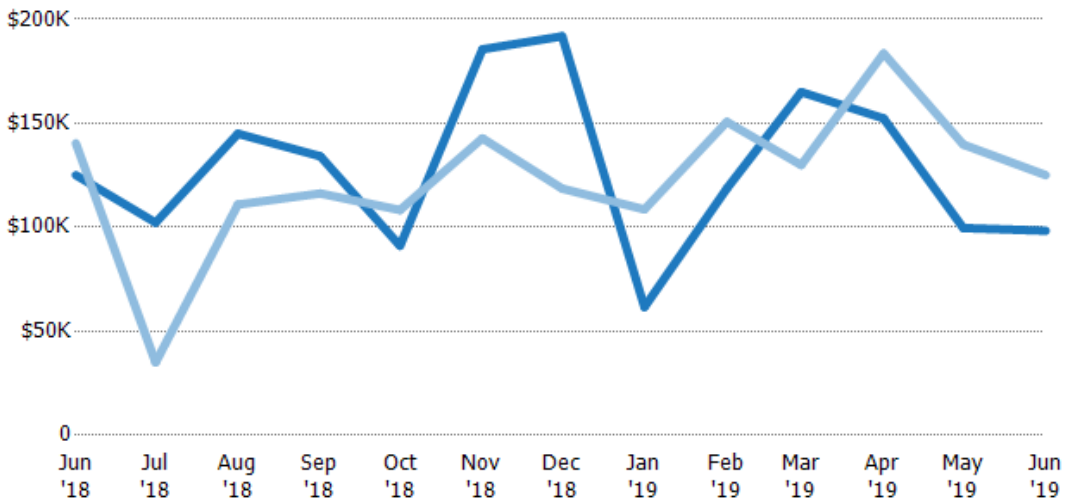
Single Family Residence	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
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Average Sales Price

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.
Jun '19	\$98.3K	-21.4%
Jun '18	\$125K	-10.9%
Jun '17	\$140K	-63.9%

Current Year	\$125K	\$102K	\$145K	\$134K	\$91.1K	\$186K	\$192K	\$61.7K	\$119K	\$165K	\$152K	\$100K	\$98.3K
Prior Year	\$140K	\$35K	\$111K	\$116K	\$108K	\$143K	\$119K	\$109K	\$151K	\$130K	\$184K	\$140K	\$125K
Percent Change from Prior Year	-11%	192%	31%	15%	-16%	30%	62%	-43%	-21%	27%	-17%	-29%	-21%

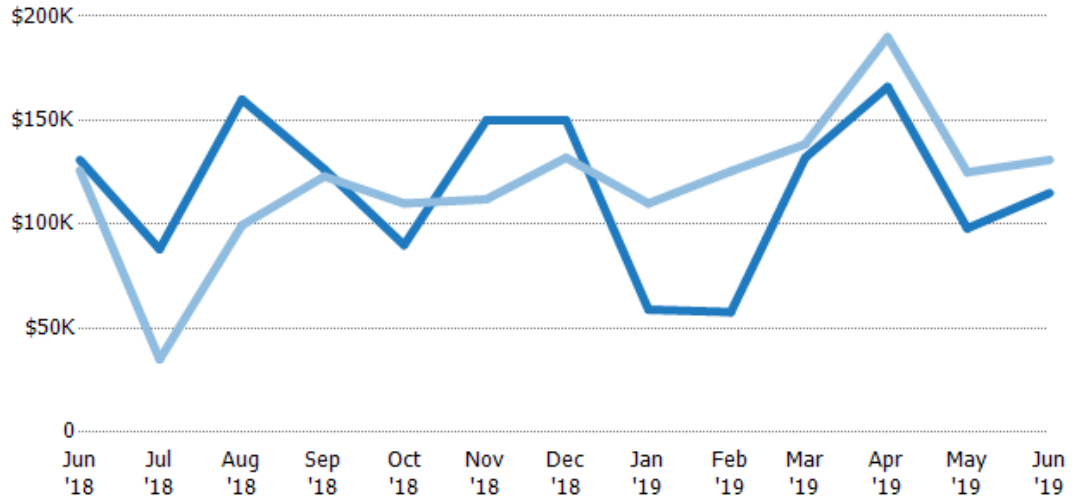
Median Sales Price

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.
Jun '19	\$115K	-12.2%
Jun '18	\$131K	4%
Jun '17	\$126K	-50.8%



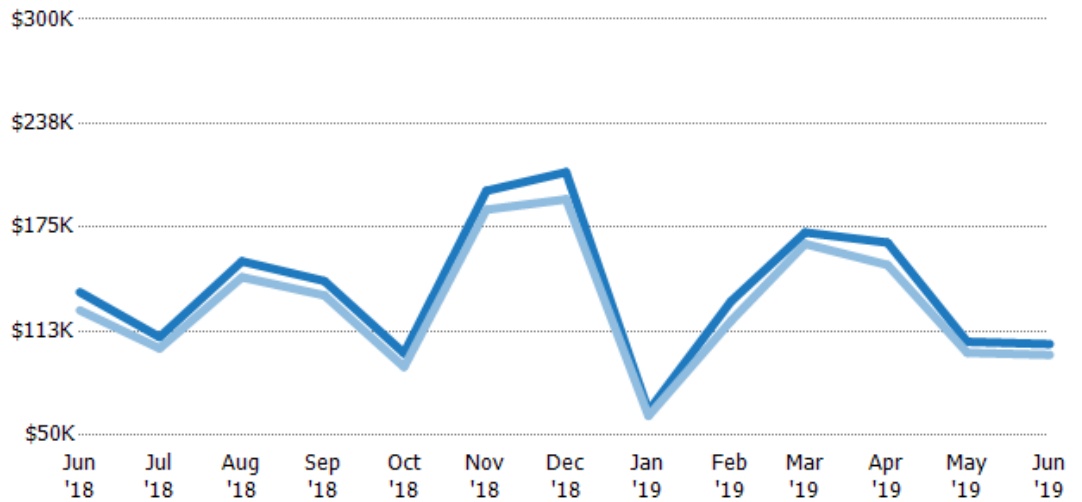
Current Year	\$131K	\$88K	\$160K	\$127K	\$90K	\$150K	\$150K	\$59K	\$57.8K	\$132K	\$166K	\$98K	\$115K
Prior Year	\$126K	\$35K	\$100K	\$123K	\$110K	\$112K	\$132K	\$110K	\$126K	\$139K	\$190K	\$125K	\$131K
Percent Change from Prior Year	4%	151%	61%	3%	-18%	34%	14%	-46%	-54%	-5%	-13%	-22%	-12%

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



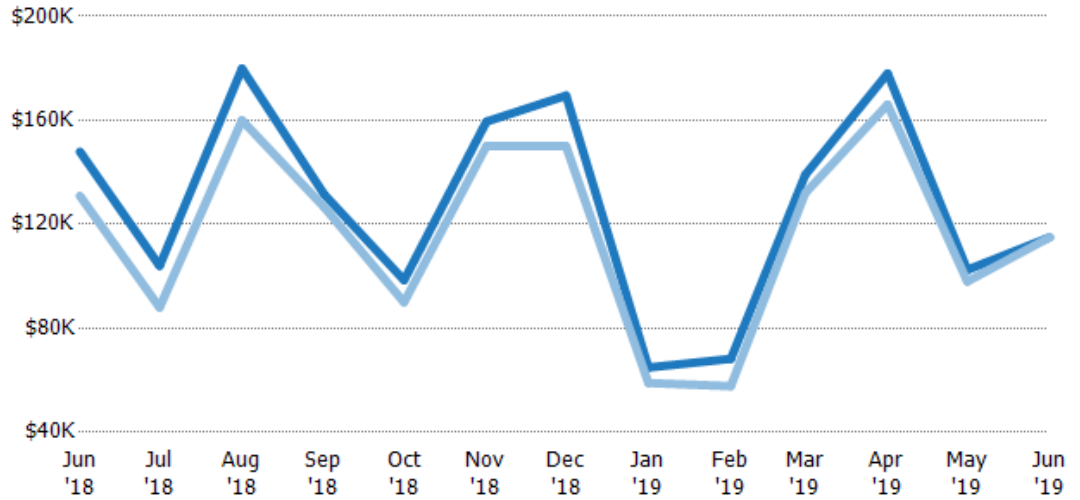
Avg List Price	\$136K	\$109K	\$155K	\$143K	\$99.3K	\$197K	\$208K	\$64.6K	\$130K	\$172K	\$166K	\$106K	\$105K
Avg Sales Price	\$125K	\$102K	\$145K	\$134K	\$91.1K	\$186K	\$192K	\$61.7K	\$119K	\$165K	\$152K	\$100K	\$98.3K
Avg Sales Price as a % of Avg List Price	92%	94%	94%	94%	92%	94%	92%	95%	91%	96%	92%	94%	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



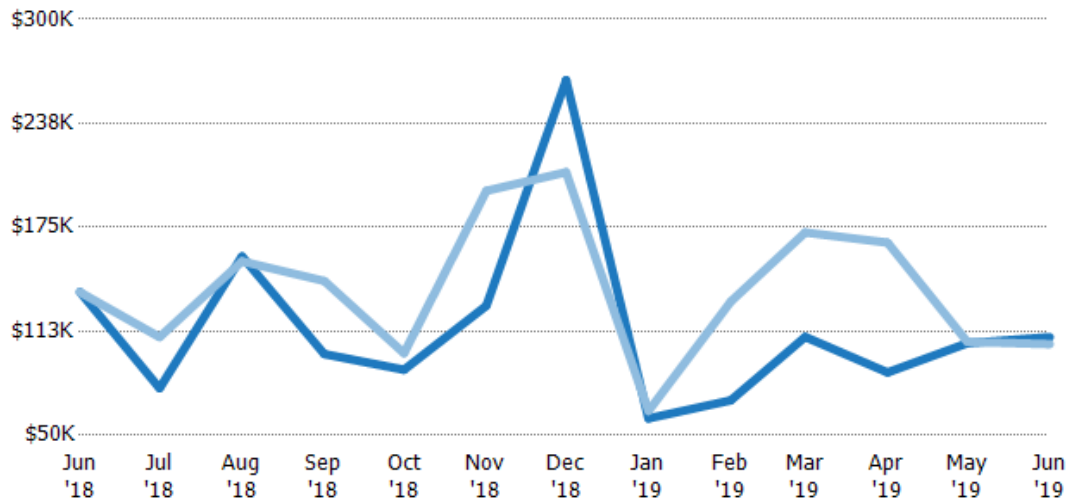
	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19
Median List Price	\$148K	\$104K	\$180K	\$131K	\$98.5K	\$160K	\$170K	\$64.9K	\$68.3K	\$139K	\$178K	\$102K	\$115K
Median Sales Price	\$131K	\$88K	\$160K	\$127K	\$90K	\$150K	\$150K	\$59K	\$57.8K	\$132K	\$166K	\$98K	\$115K
Med Sales Price as a % of Med List Price	89%	85%	89%	96%	91%	94%	88%	91%	85%	95%	93%	96%	100%

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



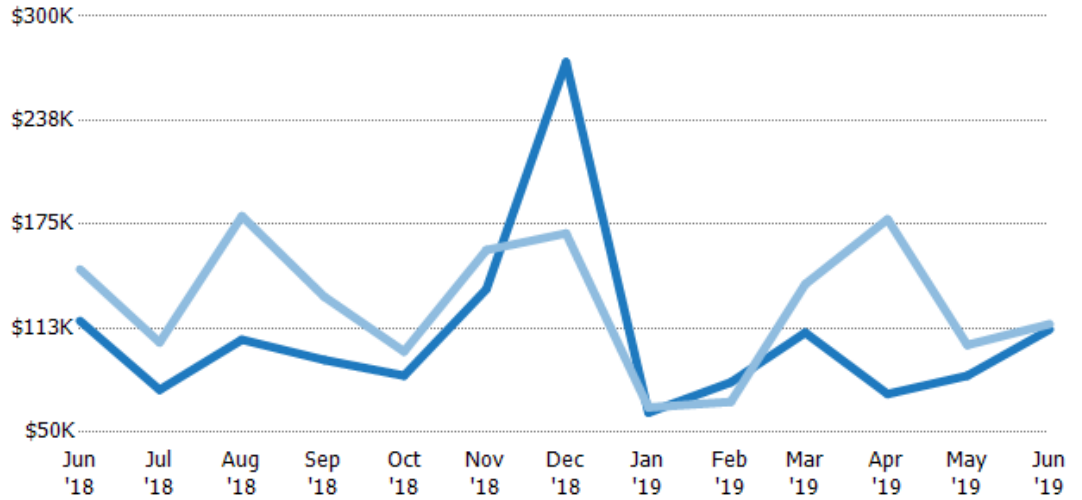
	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19
Avg Est Value	\$136K	\$78.3K	\$158K	\$98.8K	\$89.4K	\$128K	\$263K	\$60.2K	\$71K	\$109K	\$87.7K	\$105K	\$109K
Avg Sales Price	\$136K	\$109K	\$155K	\$143K	\$99.3K	\$197K	\$208K	\$64.6K	\$130K	\$172K	\$166K	\$106K	\$105K
Avg Sales Price as a % of Avg Est Value	100%	139%	98%	144%	111%	154%	79%	107%	184%	158%	189%	101%	96%

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



Median Est Value	\$117K	\$75.5K	\$106K	\$93.4K	\$84K	\$136K	\$272K	\$61.8K	\$80K	\$110K	\$73K	\$84K	\$112K
Median Sales Price	\$148K	\$104K	\$180K	\$131K	\$98.5K	\$160K	\$170K	\$64.9K	\$68.3K	\$139K	\$178K	\$102K	\$115K
Med Sales Price as a % of Med Est Value	126%	138%	170%	141%	117%	117%	62%	105%	85%	127%	244%	122%	103%