

Summary of Key Listing and Sales Metrics

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

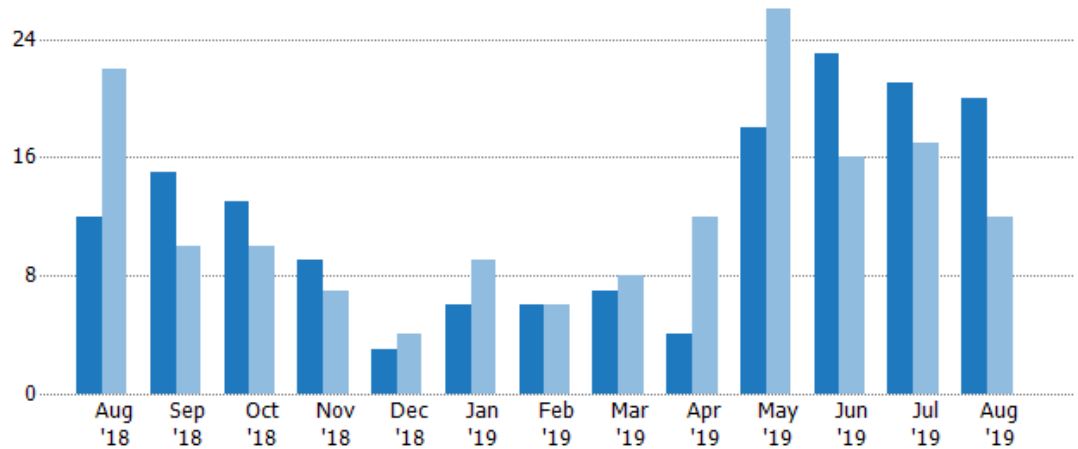
Key Metrics	Aug 2019	Aug 2018	+ / -	YTD 2019	YTD 2018	+ / -
Listing Activity Charts Metrics						
New Listing Count	20	12	+66.7%	105	106	-0.9%
New Listing Volume	\$3,667,700	\$2,035,450	+80.2%	\$16,995,690	\$19,114,690	-11.1%
Active Listing Count	104	90	+15.6%	N/A	N/A	
Active Listing Volume	\$17,405,090	\$17,081,240	+1.9%	N/A	N/A	
Average Listing Price	\$167,357	\$189,792	-11.8%	\$178,228	\$175,296	+1.7%
Median Listing Price	\$145,750	\$149,450	-2.5%	\$144,458	\$142,330	+1.5%
Median Days in RPR	97.5	99.5	-2%	170.76	140.93	+21.2%
Months of Inventory	17.3	12.9	+34.8%	11.9	13.1	-8.6%
Absorption Rate	5.77%	7.78%	-2%	8.37%	7.65%	+0.7%
Sales Activity Charts Metrics						
New Pending Sales Count	9	10	-10%	66	71	-7%
New Pending Sales Volume	\$1,472,900	\$1,113,100	+32.3%	\$10,733,850	\$9,809,329	+9.4%
Pending Sales Count	18	12	+50%	N/A	N/A	
Pending Sales Volume	\$3,171,100	\$1,231,200	+157.6%	N/A	N/A	
Closed Sales Count	9	10	-10%	44	59	-25.4%
Closed Sales Volume	\$1,604,800	\$1,474,900	+8.8%	\$5,905,609	\$8,113,447	-27.2%
Average Sales Price	\$178,311	\$147,490	+20.9%	\$134,218	\$137,516	-2.4%
Median Sales Price	\$181,300	\$165,000	+9.9%	\$124,673	\$140,481	-11.3%

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



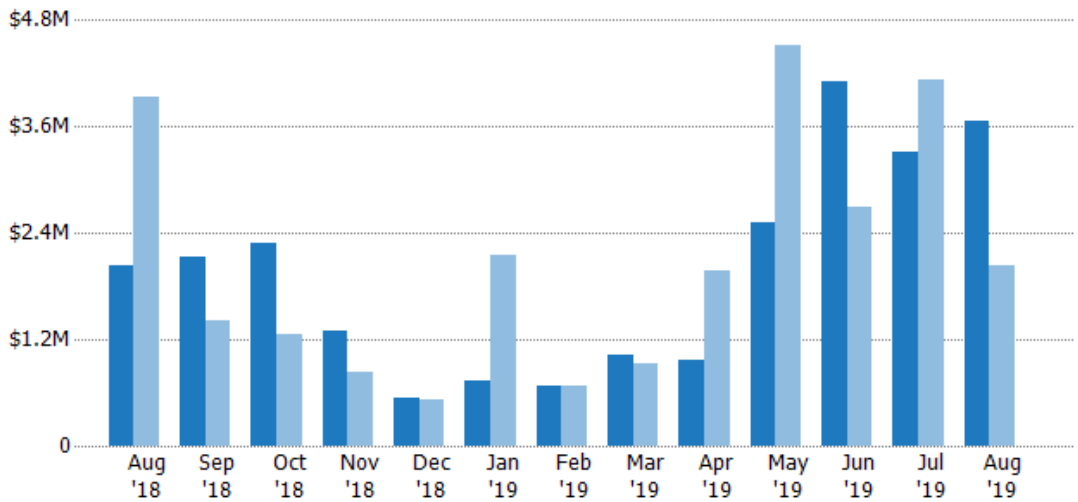
Month/Year	Count	% Chg.
Aug '19	20	66.7%
Aug '18	12	-45.5%
Aug '17	22	-45.5%

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



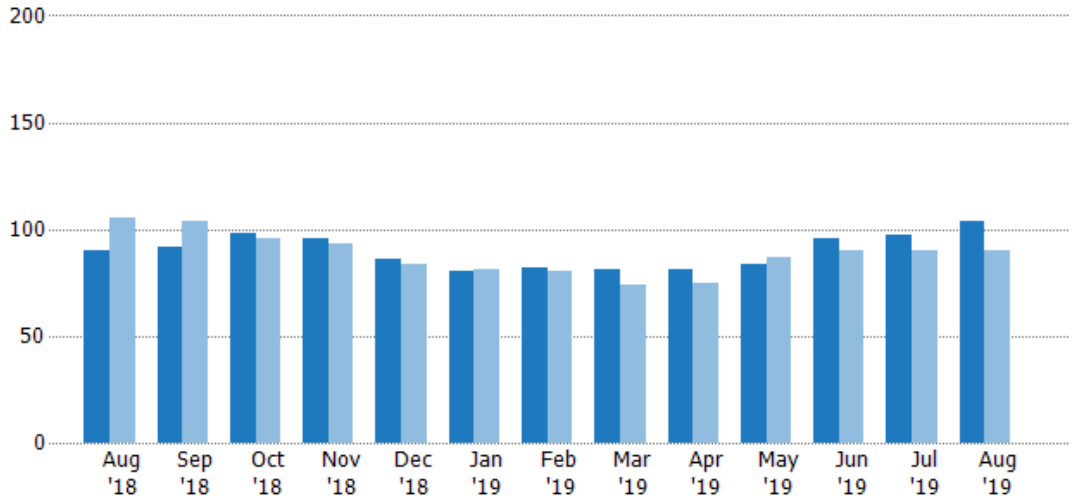
Month/Year	Volume	% Chg.
Aug '19	\$3.67M	80.2%
Aug '18	\$2.04M	-48.1%
Aug '17	\$3.92M	-60.3%

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



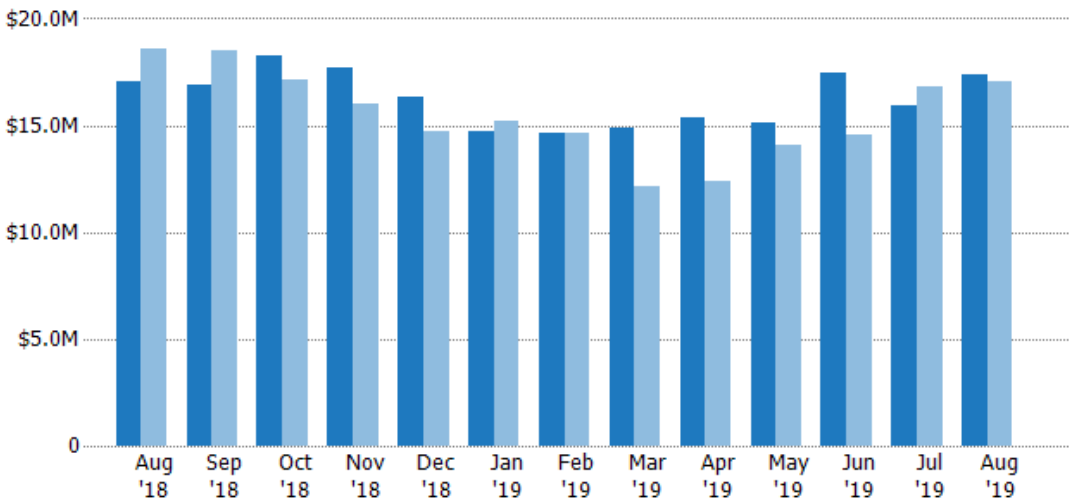
	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19
Current Year	90	92	98	96	86	80	82	81	81	84	96	97	104
Prior Year	105	104	96	93	84	81	80	74	75	87	90	90	90
Percent Change from Prior Year	-14%	-12%	2%	3%	2%	-1%	3%	9%	8%	-3%	7%	8%	16%

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



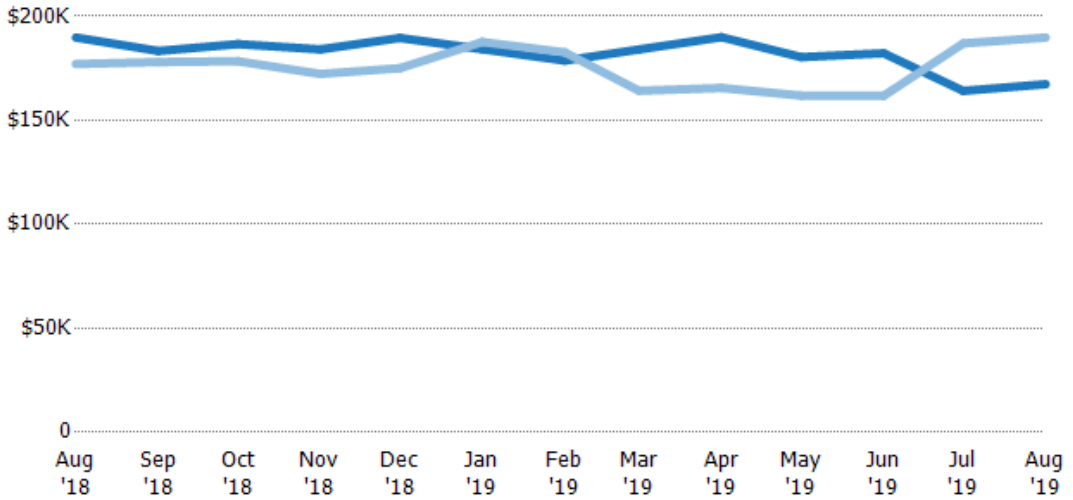
	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19
Current Year	\$17.1M	\$16.9M	\$18.3M	\$17.7M	\$16.3M	\$14.7M	\$14.7M	\$14.9M	\$15.4M	\$15.1M	\$17.5M	\$15.9M	\$17.4M
Prior Year	\$18.6M	\$18.5M	\$17.1M	\$16M	\$14.7M	\$15.2M	\$14.6M	\$12.1M	\$12.4M	\$14.1M	\$14.6M	\$16.8M	\$17.1M
Percent Change from Prior Year	-8%	-9%	7%	10%	11%	-3%	0%	23%	24%	8%	20%	-5%	2%

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



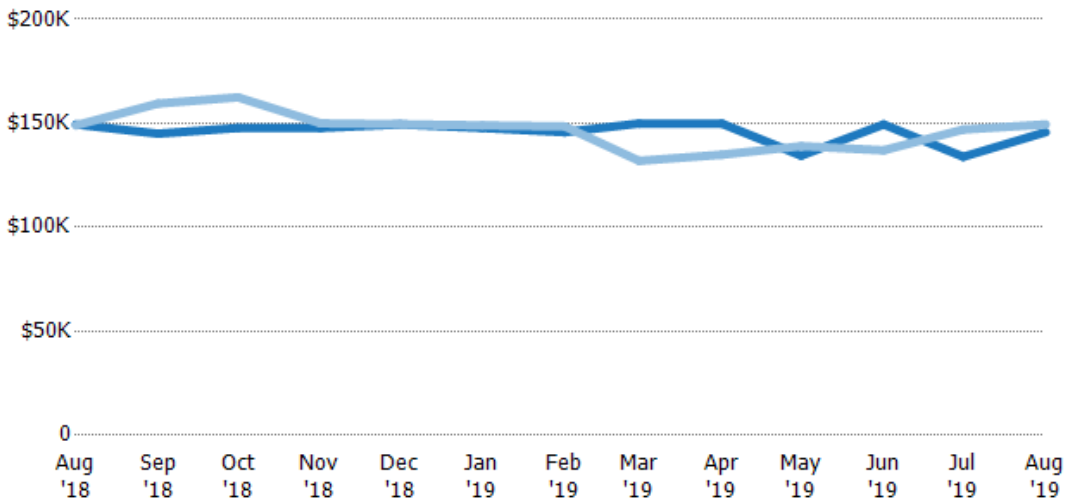
	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19
Current Year	\$190K	\$183K	\$187K	\$184K	\$190K	\$184K	\$179K	\$184K	\$190K	\$180K	\$182K	\$164K	\$167K
Prior Year	\$177K	\$178K	\$178K	\$172K	\$175K	\$188K	\$183K	\$164K	\$166K	\$162K	\$162K	\$187K	\$190K
Percent Change from Prior Year	7%	3%	5%	7%	8%	-2%	-2%	12%	15%	11%	13%	-12%	-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



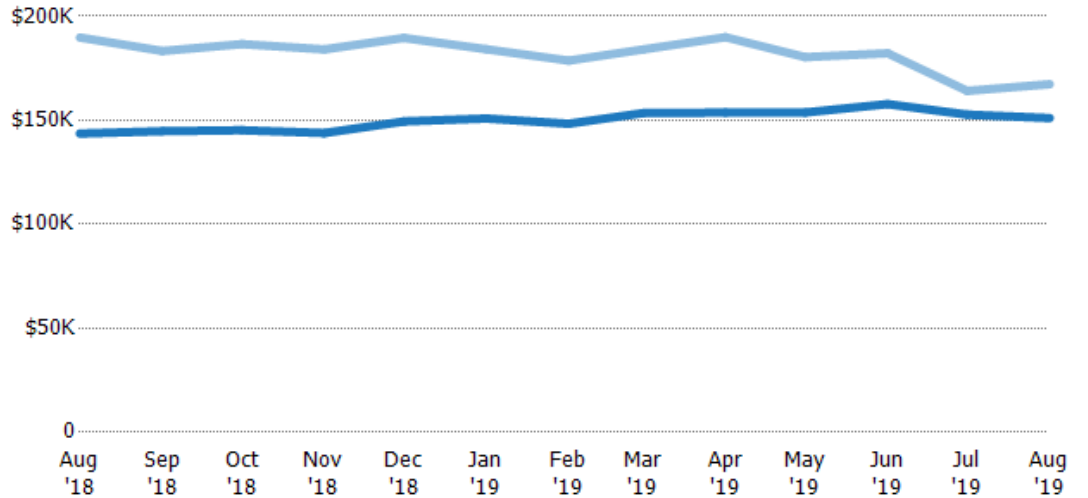
	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19
Current Year	\$149K	\$145K	\$148K	\$148K	\$149K	\$148K	\$146K	\$150K	\$150K	\$134K	\$149K	\$134K	\$146K
Prior Year	\$149K	\$160K	\$163K	\$150K	\$150K	\$149K	\$149K	\$132K	\$135K	\$139K	\$137K	\$147K	\$149K
Percent Change from Prior Year	0%	-9%	-9%	-2%	0%	-1%	-2%	14%	11%	-3%	9%	-9%	-2%

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



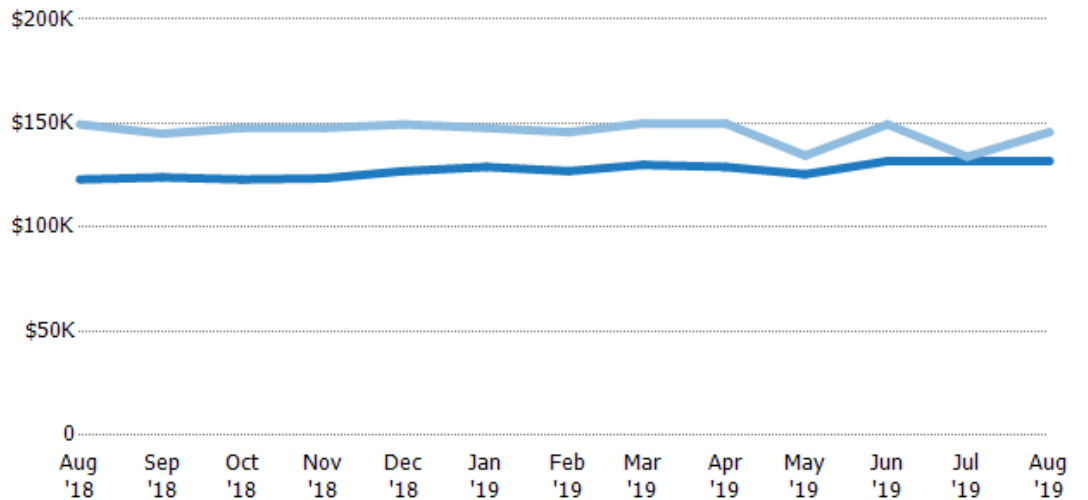
	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19
Avg Est Value	\$144K	\$145K	\$145K	\$144K	\$149K	\$151K	\$148K	\$153K	\$154K	\$154K	\$158K	\$153K	\$151K
Avg Listing Price	\$190K	\$183K	\$187K	\$184K	\$190K	\$184K	\$179K	\$184K	\$190K	\$180K	\$182K	\$164K	\$167K
Avg Listing Price as a % of Avg Est Value	132%	127%	129%	128%	127%	122%	120%	120%	124%	117%	115%	107%	111%

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



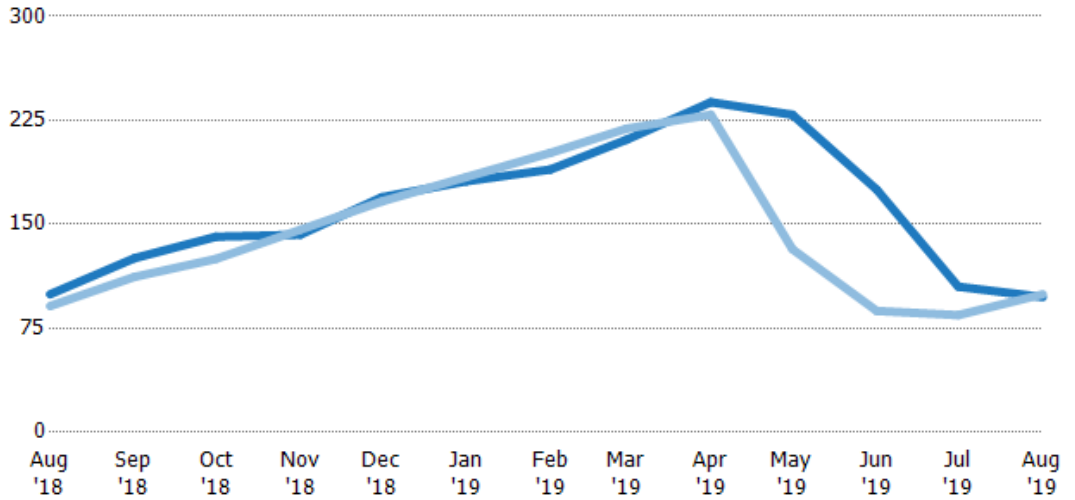
	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19
Median Est Value	\$123K	\$124K	\$123K	\$124K	\$127K	\$129K	\$127K	\$130K	\$129K	\$126K	\$132K	\$132K	\$132K
Median Listing Price	\$149K	\$145K	\$148K	\$148K	\$149K	\$148K	\$146K	\$150K	\$150K	\$134K	\$149K	\$134K	\$146K
Med Listing Price as a % of Med Est Value	122%	117%	120%	120%	118%	115%	115%	115%	116%	107%	113%	102%	111%

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.
Aug '19	97.5	-2%
Aug '18	100	9.3%
Aug '17	91	41.8%

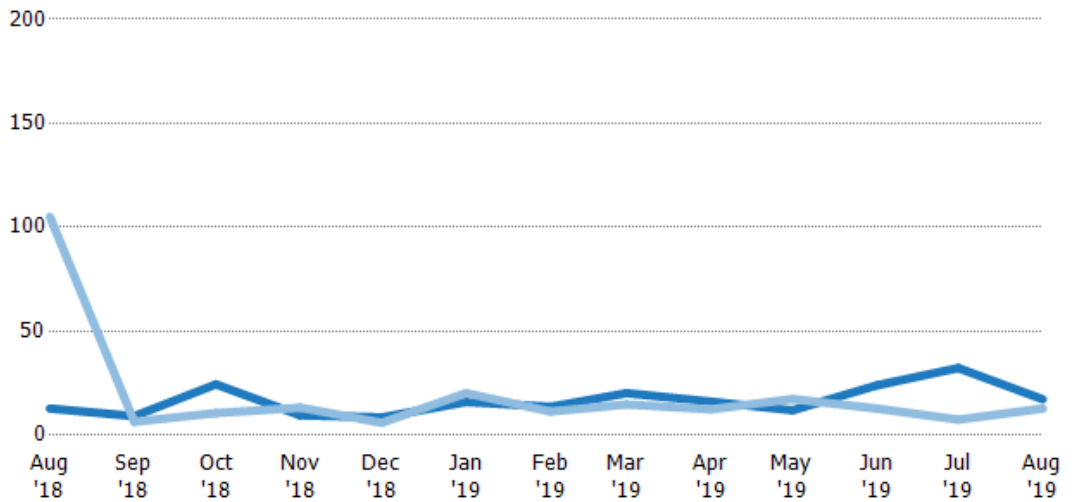
Current Year	100	126	141	143	170	181	190	211	238	229	175	105	97.5
Prior Year	91	112	125	146	167	184	202	219	229	132	87.5	84.5	100
Percent Change from Prior Year	9%	12%	13%	-2%	2%	-2%	-6%	-4%	4%	73%	100%	24%	-2%

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



Month/Year	Months	% Chg.
Aug '19	17.3	34.8%
Aug '18	12.9	-87.8%
Aug '17	105	-86.4%

Current Year	12.9	9.2	24.5	9.6	8.6	16	13.7	20.3	16.2	12	24	32.3	17.3
Prior Year	105	6.5	10.7	13.3	6	20.3	11.4	14.8	12.5	17.4	12.9	7.5	12.9
Percent Change from Prior Year	-88%	42%	130%	-28%	43%	-21%	20%	37%	30%	-31%	87%	331%	35%

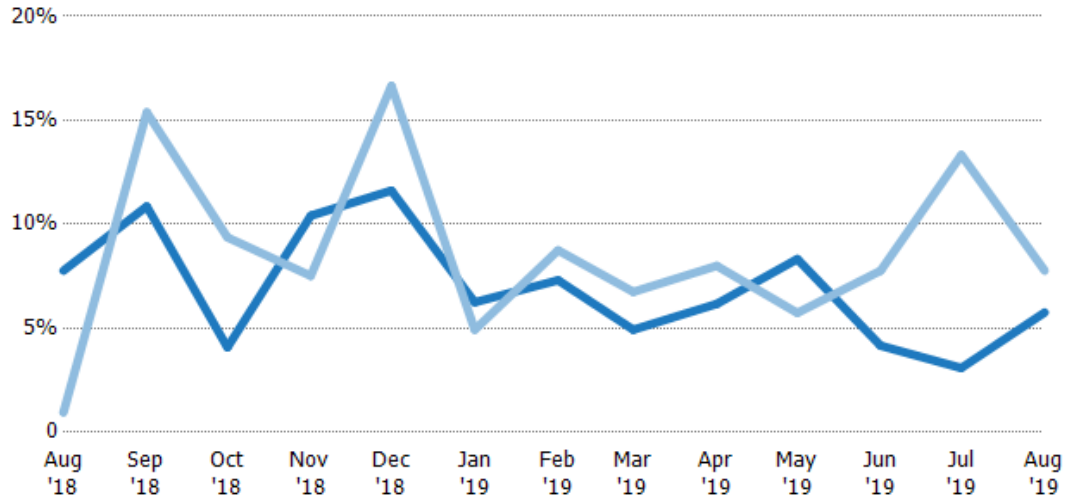
Absorption Rate

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.
Aug '19	6%	2%
Aug '18	8%	-6.8%
Aug '17	1%	636.8%



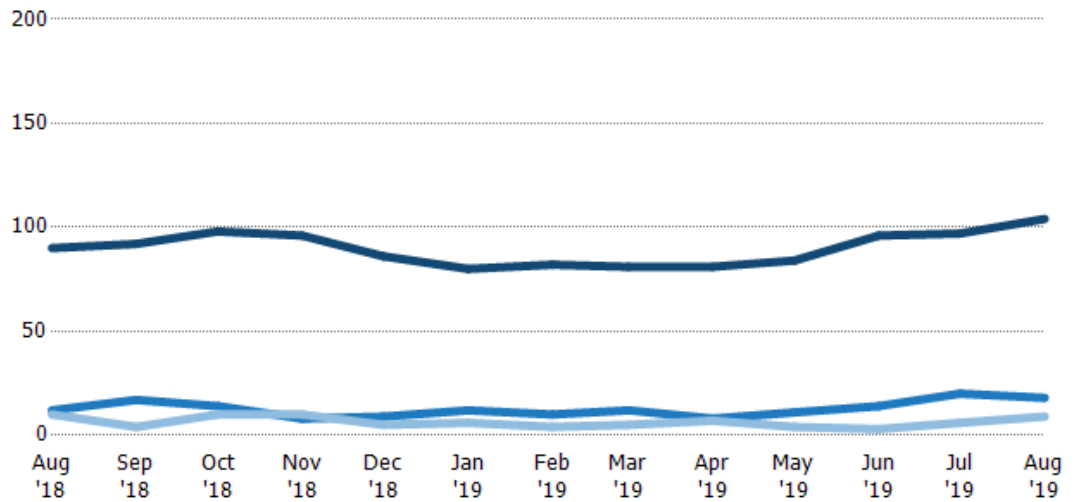
Current Year	8%	11%	4%	10%	12%	6%	7%	5%	6%	8%	4%	3%	6%
Prior Year	1%	15%	9%	8%	17%	5%	9%	7%	8%	6%	8%	13%	8%
Change from Prior Year	-7%	5%	5%	-3%	5%	-1%	1%	2%	2%	-3%	4%	10%	2%

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	90	92	98	96	86	80	82	81	81	84	96	97	104
Pending	12	17	14	8	9	12	10	12	8	11	14	20	18
Sold	10	4	10	10	5	6	4	5	7	4	3	6	9

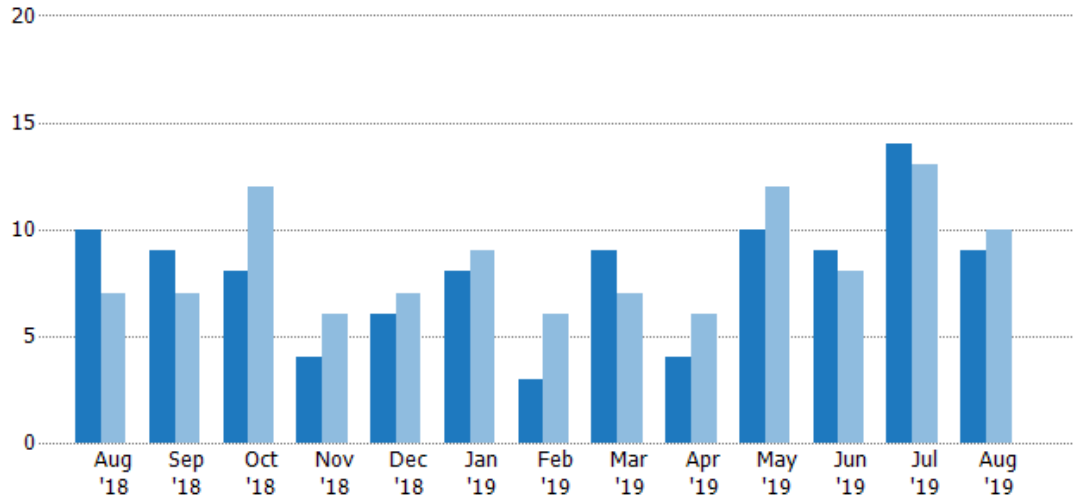
New Pending Sales

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.
Aug '19	9	-10%
Aug '18	10	42.9%
Aug '17	7	14.3%



Current Year	10	9	8	4	6	8	3	9	4	10	9	14	9
Prior Year	7	7	12	6	7	9	6	7	6	12	8	13	10
Percent Change from Prior Year	43%	29%	-33%	-33%	-14%	-11%	-50%	29%	-33%	-17%	13%	8%	-10%

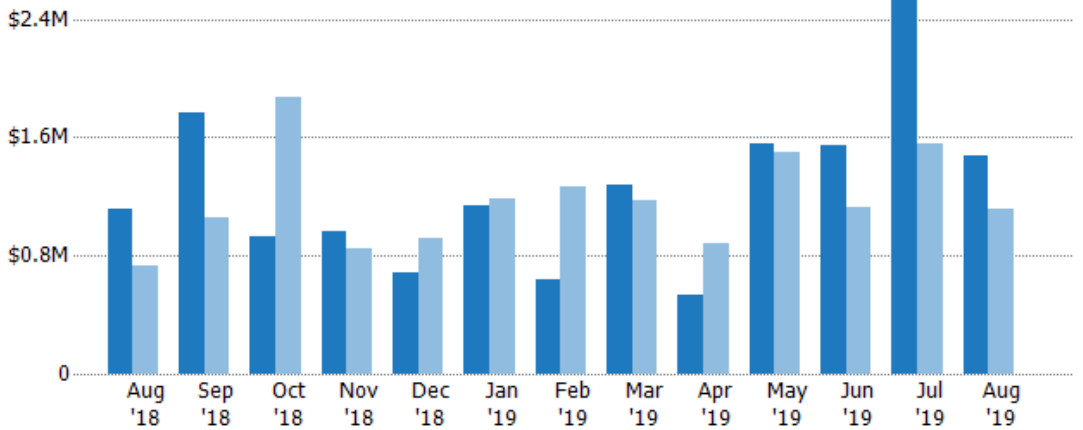
New Pending Sales Volume

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.
Aug '19	\$1.47M	32.3%
Aug '18	\$1.11M	52.1%
Aug '17	\$732K	75.8%



Current Year	\$1.11M	\$1.77M	\$931K	\$967K	\$683K	\$1.13M	\$639K	\$1.28M	\$535K	\$1.55M	\$1.55M	\$2.58M	\$1.47M
Prior Year	\$732K	\$1.06M	\$1.87M	\$847K	\$921K	\$1.19M	\$1.27M	\$1.18M	\$882K	\$1.5M	\$1.12M	\$1.56M	\$1.11M
Percent Change from Prior Year	52%	67%	-50%	14%	-26%	-5%	-50%	8%	-39%	3%	38%	65%	32%

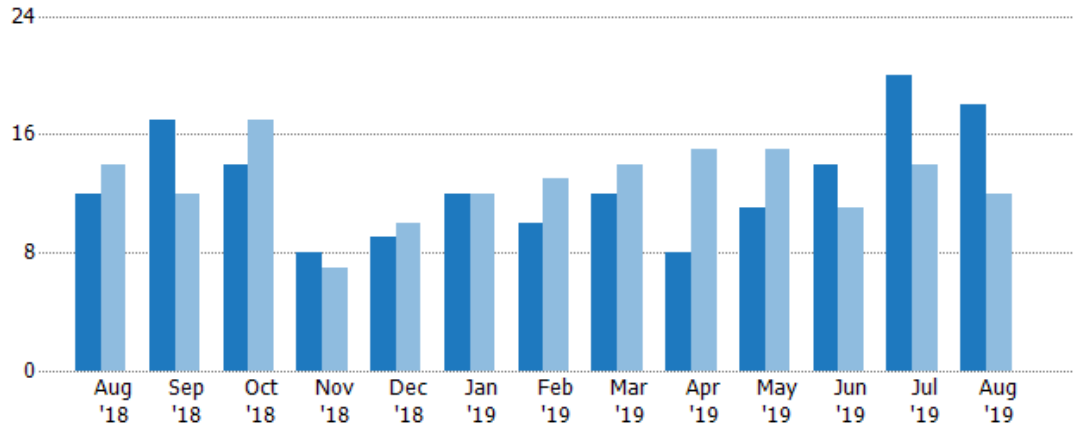
Pending Sales

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.
Aug '19	18	50%
Aug '18	12	-14.3%
Aug '17	14	7.1%



	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19
Current Year	12	17	14	8	9	12	10	12	8	11	14	20	18
Prior Year	14	12	17	7	10	12	13	14	15	15	11	14	12
Percent Change from Prior Year	-14%	42%	-18%	14%	-10%	0%	-23%	-14%	-47%	-27%	27%	43%	50%

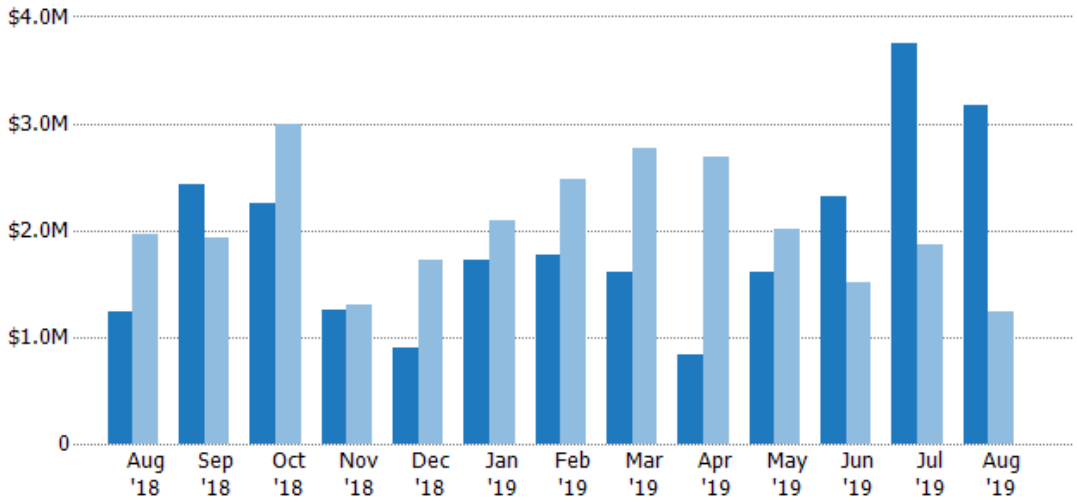
Pending Sales Volume

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.
Aug '19	\$3.17M	157.6%
Aug '18	\$1.23M	-37%
Aug '17	\$1.96M	2%



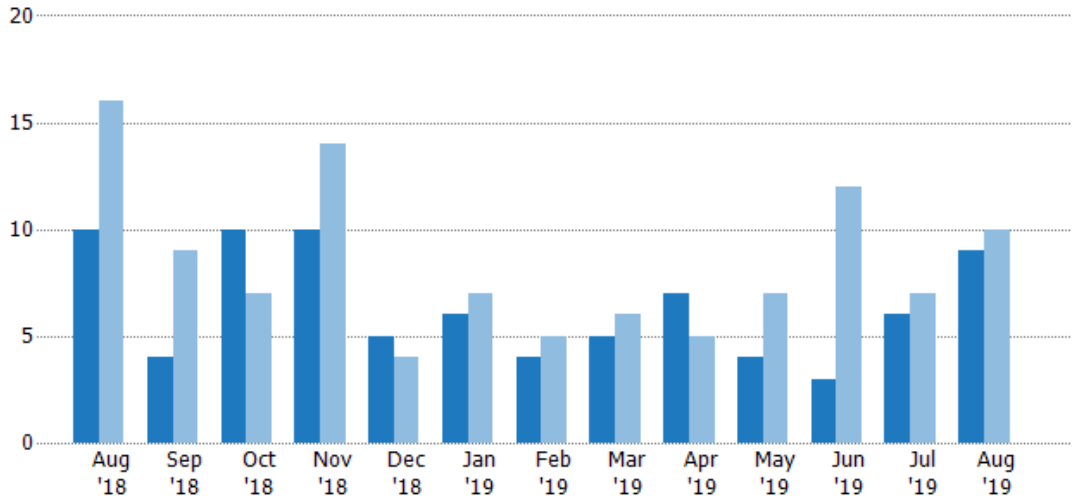
	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19
Current Year	\$1.23M	\$2.43M	\$2.26M	\$1.26M	\$899K	\$1.72M	\$1.76M	\$1.6M	\$827K	\$1.61M	\$2.31M	\$3.75M	\$3.17M
Prior Year	\$1.96M	\$1.93M	\$2.99M	\$1.31M	\$1.71M	\$2.08M	\$2.48M	\$2.77M	\$2.68M	\$2.02M	\$1.51M	\$1.86M	\$1.23M
Percent Change from Prior Year	-37%	26%	-24%	-4%	-48%	-17%	-29%	-42%	-69%	-20%	53%	101%	158%

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



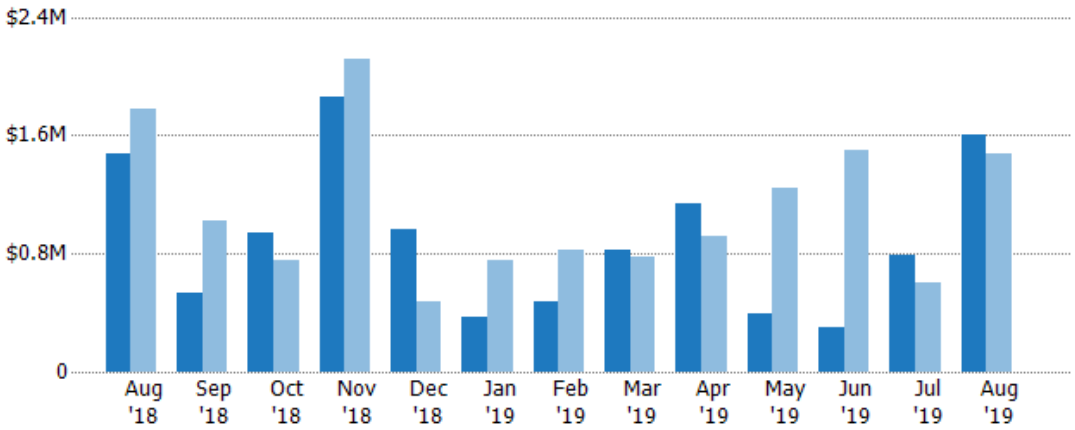
Month/Year	Count	% Chg.
Aug '19	9	-10%
Aug '18	10	-37.5%
Aug '17	16	-62.5%

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



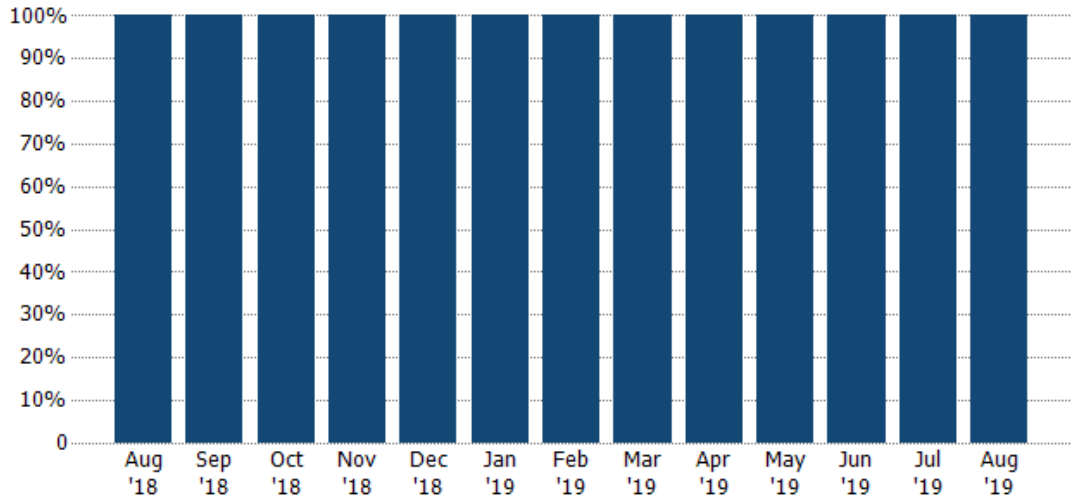
Month/Year	Volume	% Chg.
Aug '19	\$1.6M	8.8%
Aug '18	\$1.47M	-16.9%
Aug '17	\$1.77M	-55.1%

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

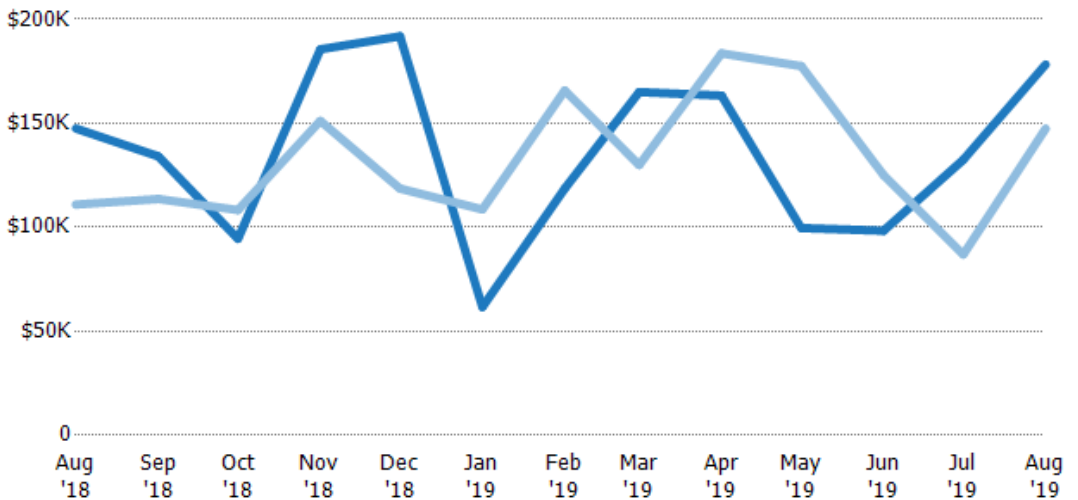
100% 100% 100% 100% 100% 100% 100% 100% 100% 100% 100% 100% 100%

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

\$147K	\$134K	\$94.5K	\$186K	\$192K	\$61.7K	\$119K	\$165K	\$163K	\$100K	\$98.3K	\$132K	\$178K
\$111K	\$114K	\$108K	\$151K	\$119K	\$109K	\$166K	\$130K	\$184K	\$178K	\$125K	\$86.9K	\$147K
33%	18%	-13%	23%	62%	-43%	-28%	27%	-11%	-44%	-21%	52%	21%

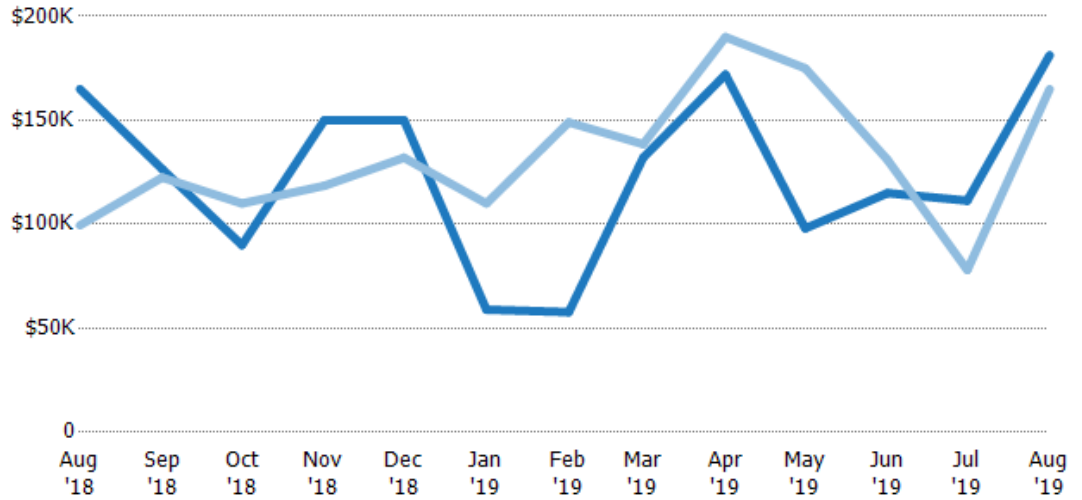
Median Sales Price

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.
Aug '19	\$181K	9.9%
Aug '18	\$165K	65.8%
Aug '17	\$100K	44.7%



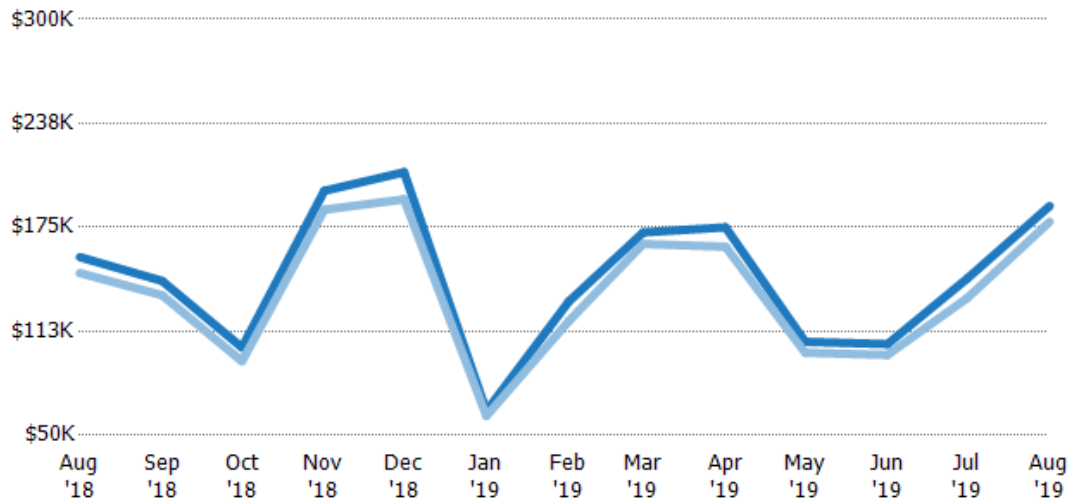
Current Year	\$165K	\$127K	\$90K	\$150K	\$150K	\$59K	\$57.8K	\$132K	\$172K	\$98K	\$115K	\$111K	\$181K
Prior Year	\$100K	\$123K	\$110K	\$119K	\$132K	\$110K	\$149K	\$139K	\$190K	\$175K	\$131K	\$78K	\$165K
Percent Change from Prior Year	66%	3%	-18%	27%	14%	-46%	-61%	-5%	-9%	-44%	-12%	43%	10%

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



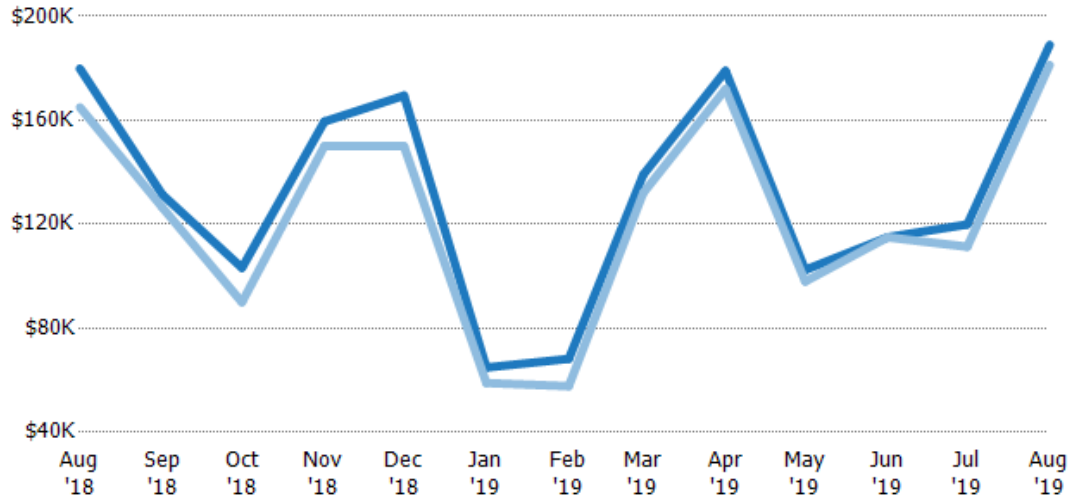
Avg List Price	\$157K	\$143K	\$103K	\$197K	\$208K	\$64.6K	\$130K	\$172K	\$175K	\$106K	\$105K	\$144K	\$188K
Avg Sales Price	\$147K	\$134K	\$94.5K	\$186K	\$192K	\$61.7K	\$119K	\$165K	\$163K	\$100K	\$98.3K	\$132K	\$178K
Avg Sales Price as a % of Avg List Price	94%	94%	92%	94%	92%	95%	91%	96%	93%	94%	94%	92%	95%

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



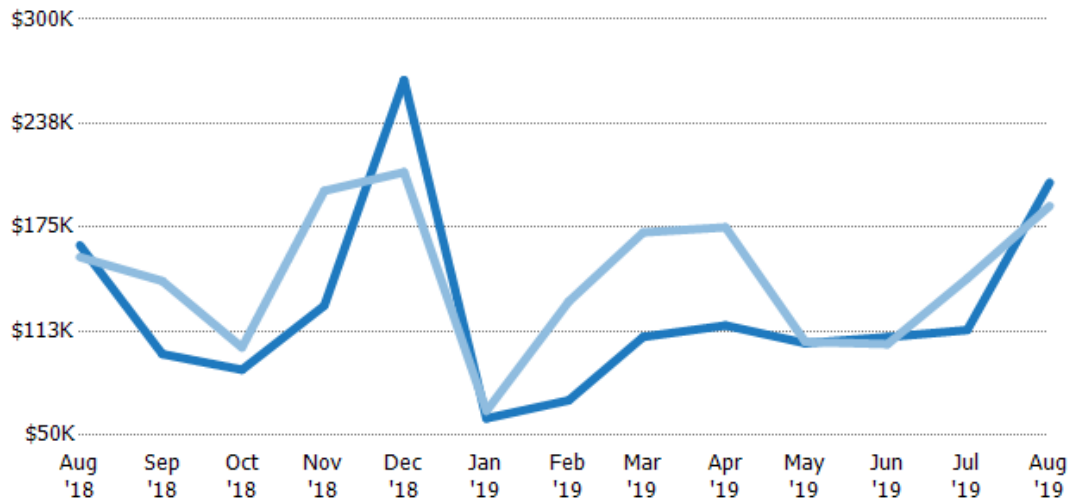
Median List Price	\$180K	\$131K	\$103K	\$160K	\$170K	\$64.9K	\$68.3K	\$139K	\$179K	\$102K	\$115K	\$120K	\$189K
Median Sales Price	\$165K	\$127K	\$90K	\$150K	\$150K	\$59K	\$57.8K	\$132K	\$172K	\$98K	\$115K	\$111K	\$181K
Med Sales Price as a % of Med List Price	92%	96%	87%	94%	88%	91%	85%	95%	96%	96%	100%	93%	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



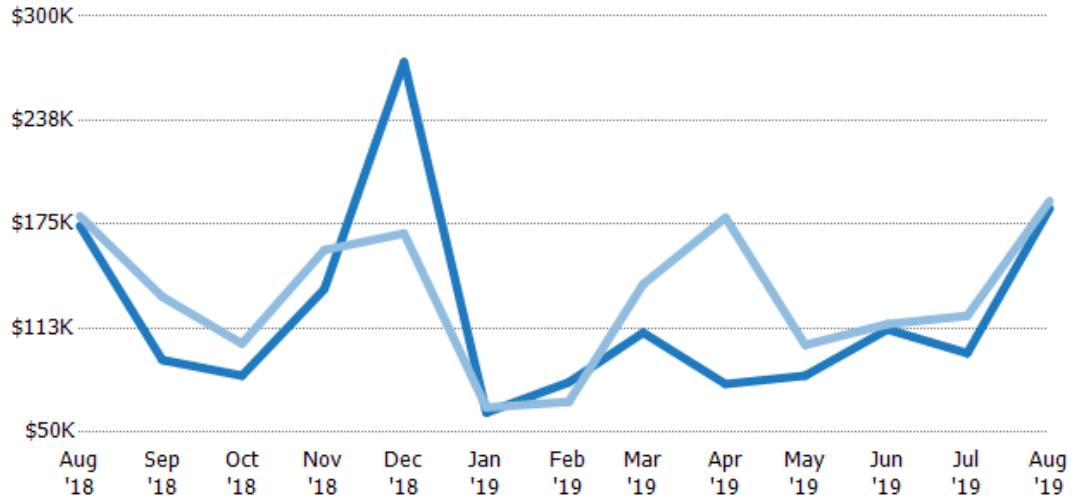
Avg Est Value	\$164K	\$98.8K	\$89.4K	\$128K	\$263K	\$60.2K	\$71K	\$109K	\$116K	\$105K	\$109K	\$113K	\$202K
Avg Sales Price	\$157K	\$143K	\$103K	\$197K	\$208K	\$64.6K	\$130K	\$172K	\$175K	\$106K	\$105K	\$144K	\$188K
Avg Sales Price as a % of Avg Est Value	96%	144%	115%	154%	79%	107%	184%	158%	151%	101%	96%	127%	93%

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



	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19
Median Est Value	\$174K	\$93.4K	\$84K	\$136K	\$272K	\$61.8K	\$80K	\$110K	\$79K	\$84K	\$112K	\$97.5K	\$185K
Median Sales Price	\$180K	\$131K	\$103K	\$160K	\$170K	\$64.9K	\$68.3K	\$139K	\$179K	\$102K	\$115K	\$120K	\$189K
Med Sales Price as a % of Med Est Value	103%	141%	123%	117%	62%	105%	85%	127%	227%	122%	103%	123%	102%