

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	Jul 2019	Jul 2018	+ / -	YTD 2019	YTD 2018	+ / -
Listing Activity Charts Metrics						
New Listing Count	21	17	+23.5%	85	94	-9.6%
New Listing Volume	\$3,313,700	\$4,121,700	-19.6%	\$13,327,990	\$17,079,240	-22%
Active Listing Count	97	90	+7.8%	N/A	N/A	
Active Listing Volume	\$15,920,990	\$16,826,890	-5.4%	N/A	N/A	
Average Listing Price	\$164,134	\$186,965	-12.2%	\$180,110	\$173,035	+4.1%
Median Listing Price	\$133,900	\$147,000	-8.9%	\$144,234	\$141,220	+2.1%
Median Days in RPR	105	84.5	+24.3%	189.6	149.39	+26.9%
Months of Inventory	32.3	7.5	+331.1%	12.3	16.5	-25.6%
Absorption Rate	3.09%	13.33%	-10.2%	8.15%	6.07%	+2.1%
Sales Activity Charts Metrics						
New Pending Sales Count	14	13	+7.7%	57	61	-6.6%
New Pending Sales Volume	\$2,577,200	\$1,558,300	+65.4%	\$9,260,950	\$8,696,229	+6.5%
Pending Sales Count	20	14	+42.9%	N/A	N/A	
Pending Sales Volume	\$3,748,400	\$1,861,700	+101.3%	N/A	N/A	
Closed Sales Count	6	7	-14.3%	35	49	-28.6%
Closed Sales Volume	\$794,731	\$608,500	+30.6%	\$4,300,809	\$6,638,547	-35.2%
Average Sales Price	\$132,455	\$86,929	+52.4%	\$122,880	\$135,481	-9.3%
Median Sales Price	\$111,366	\$78,000	+42.8%	\$110,111	\$135,478	-18.7%

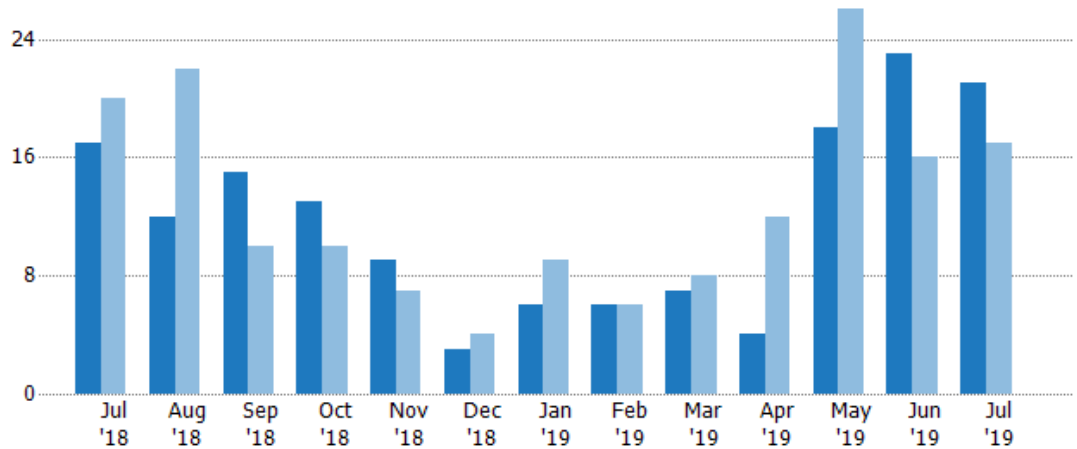
New Listings

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.
Jul '19	21	23.5%
Jul '18	17	-15%
Jul '17	20	-20%



Current Year	17	12	15	13	9	3	6	6	7	4	18	23	21
Prior Year	20	22	10	10	7	4	9	6	8	12	26	16	17
Percent Change from Prior Year	-15%	-45%	50%	30%	29%	-25%	-33%	0%	-13%	-67%	-31%	44%	24%

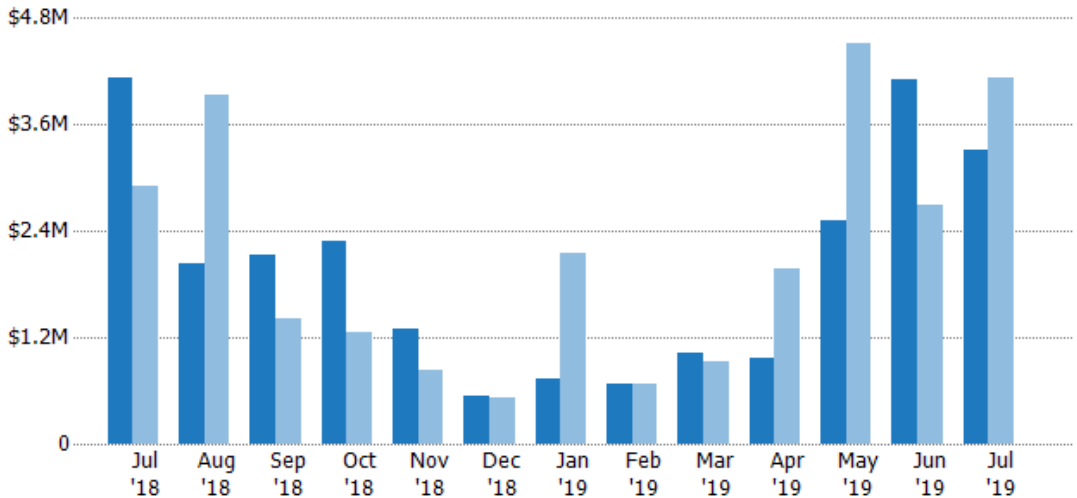
New Listing Volume

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.
Jul '19	\$3.31M	-19.6%
Jul '18	\$4.12M	41.5%
Jul '17	\$2.91M	-12.3%



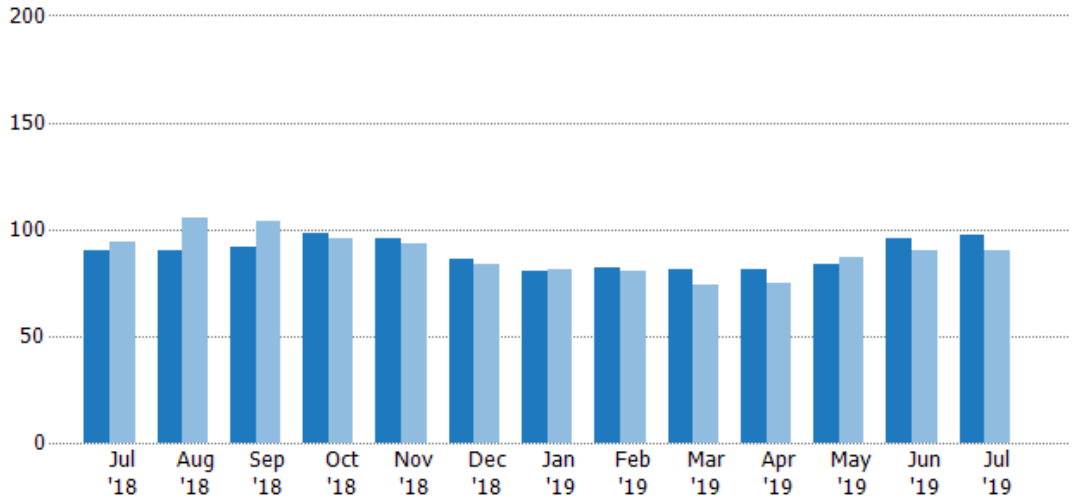
Current Year	\$4.12M	\$2.04M	\$2.14M	\$2.28M	\$1.3M	\$544K	\$727K	\$676K	\$1.03M	\$957K	\$2.52M	\$4.11M	\$3.31M
Prior Year	\$2.91M	\$3.92M	\$1.4M	\$1.26M	\$829K	\$528K	\$2.16M	\$676K	\$927K	\$1.98M	\$4.52M	\$2.7M	\$4.12M
Percent Change from Prior Year	42%	-48%	52%	80%	57%	3%	-66%	0%	11%	-52%	-44%	52%	-20%

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



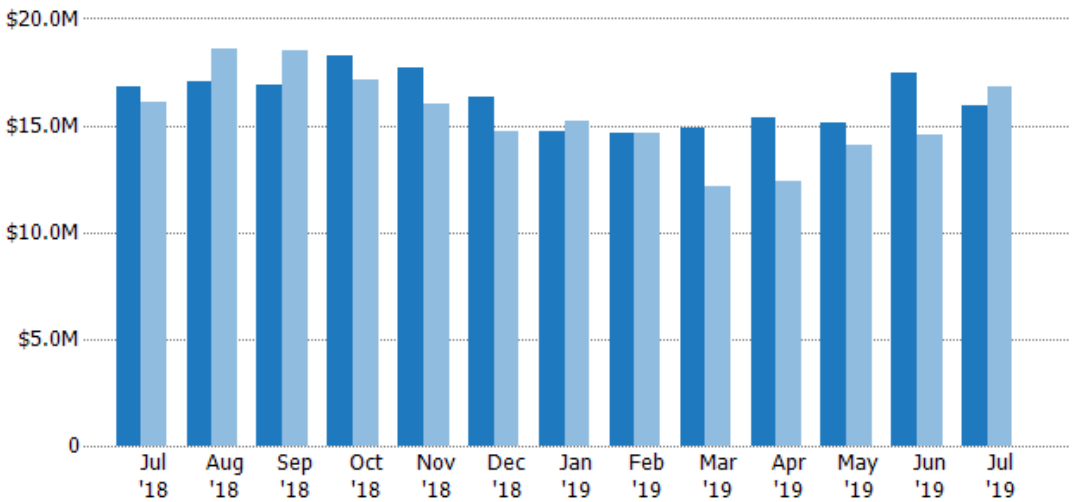
	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19
Current Year	90	90	92	98	96	86	80	82	81	81	84	96	97
Prior Year	94	105	104	96	93	84	81	80	74	75	87	90	90
Percent Change from Prior Year	-4%	-14%	-12%	2%	3%	2%	-1%	3%	9%	8%	-3%	7%	8%

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



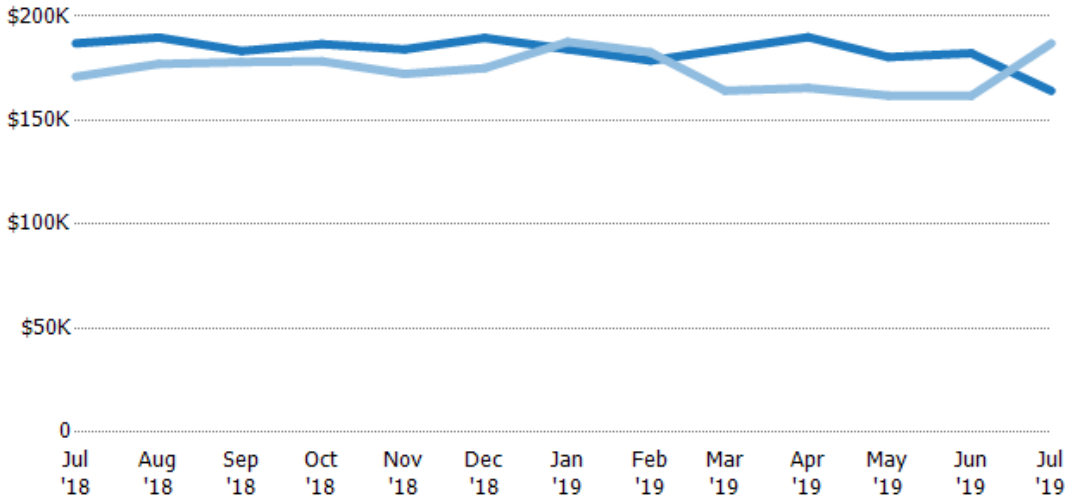
	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19
Current Year	\$16.8M	\$17.1M	\$16.9M	\$18.3M	\$17.7M	\$16.3M	\$14.7M	\$14.7M	\$14.9M	\$15.4M	\$15.1M	\$17.5M	\$15.9M
Prior Year	\$16.1M	\$18.6M	\$18.5M	\$17.1M	\$16M	\$14.7M	\$15.2M	\$14.6M	\$12.1M	\$12.4M	\$14.1M	\$14.6M	\$16.8M
Percent Change from Prior Year	5%	-8%	-9%	7%	10%	11%	-3%	0%	23%	24%	8%	20%	-5%

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



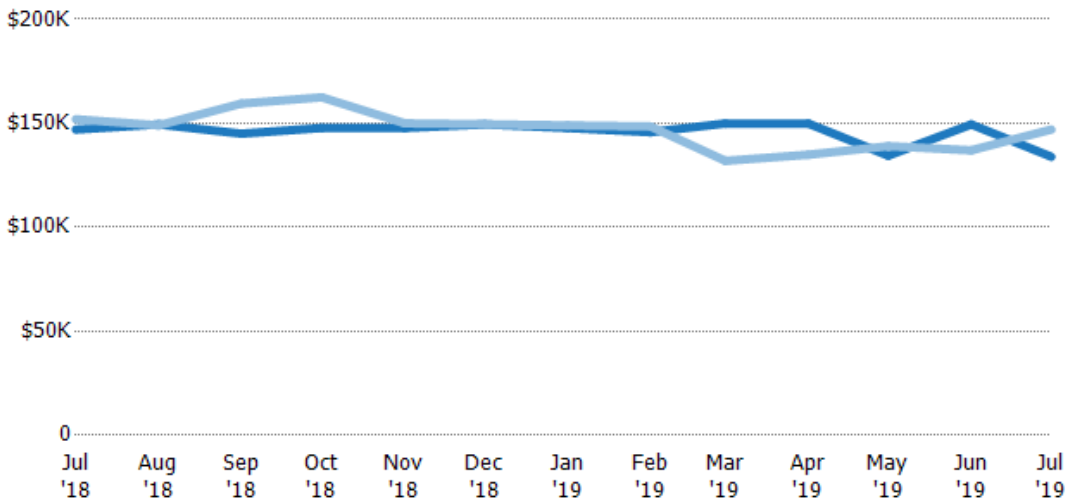
	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19
Current Year	\$187K	\$190K	\$183K	\$187K	\$184K	\$190K	\$184K	\$179K	\$184K	\$190K	\$180K	\$182K	\$164K
Prior Year	\$171K	\$177K	\$178K	\$178K	\$172K	\$175K	\$188K	\$183K	\$164K	\$166K	\$162K	\$162K	\$187K
Percent Change from Prior Year	9%	7%	3%	5%	7%	8%	-2%	-2%	12%	15%	11%	13%	-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



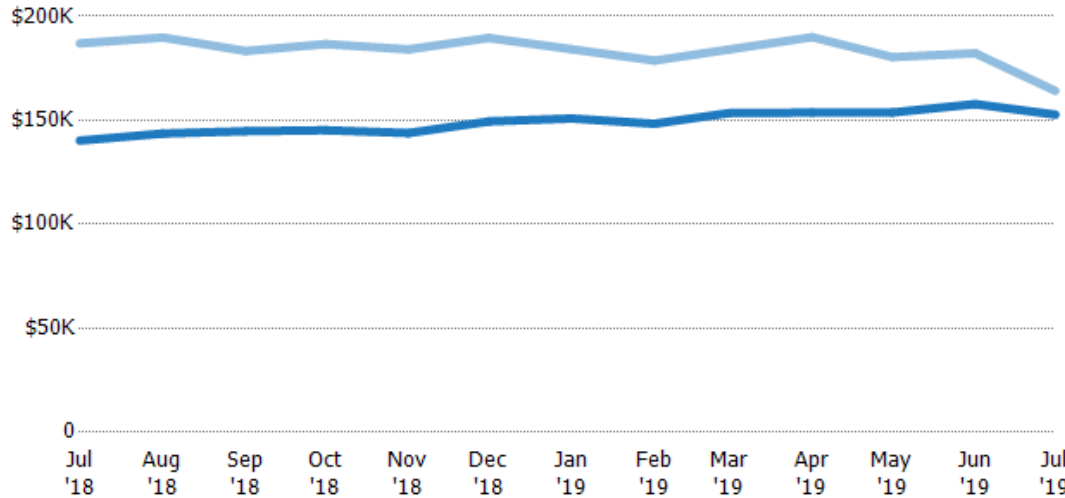
	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19
Current Year	\$147K	\$149K	\$145K	\$148K	\$148K	\$149K	\$148K	\$146K	\$150K	\$150K	\$134K	\$149K	\$134K
Prior Year	\$152K	\$149K	\$160K	\$163K	\$150K	\$150K	\$149K	\$149K	\$132K	\$135K	\$139K	\$137K	\$147K
Percent Change from Prior Year	-3%	0%	-9%	-9%	-2%	0%	-1%	-2%	14%	11%	-3%	9%	-9%

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



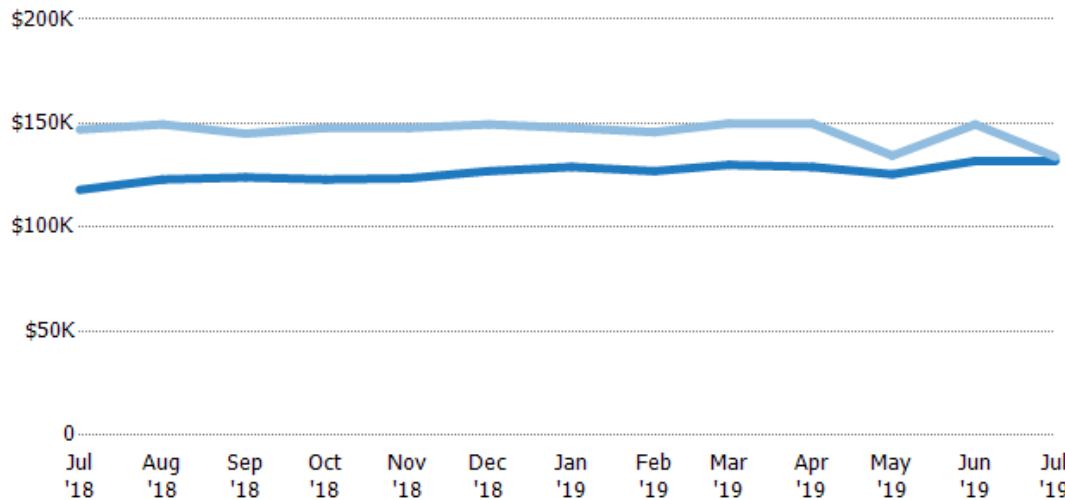
	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19
Avg Est Value	\$140K	\$144K	\$145K	\$145K	\$144K	\$149K	\$151K	\$148K	\$153K	\$154K	\$154K	\$158K	\$153K
Avg Listing Price	\$187K	\$190K	\$183K	\$187K	\$184K	\$190K	\$184K	\$179K	\$184K	\$190K	\$180K	\$182K	\$164K
Avg Listing Price as a % of Avg Est Value	133%	132%	127%	129%	128%	127%	122%	120%	120%	124%	117%	115%	107%

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



	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19
Median Est Value	\$118K	\$123K	\$124K	\$123K	\$124K	\$127K	\$129K	\$127K	\$130K	\$129K	\$126K	\$132K	\$132K
Median Listing Price	\$147K	\$149K	\$145K	\$148K	\$148K	\$149K	\$148K	\$146K	\$150K	\$150K	\$134K	\$149K	\$134K
Med Listing Price as a % of Med Est Value	125%	122%	117%	120%	120%	118%	115%	115%	115%	116%	107%	113%	102%

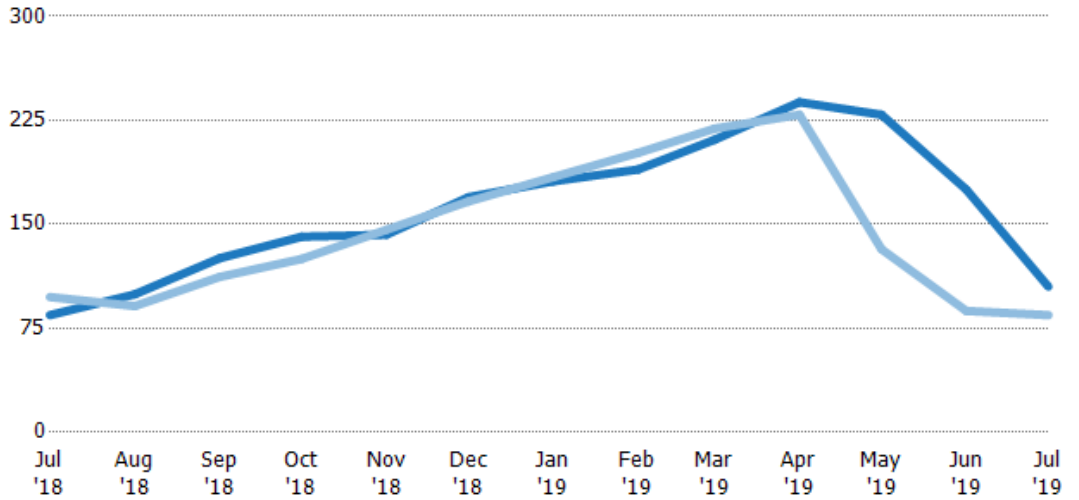
Median Days in RPR

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.
Jul '19	105	24.3%
Jul '18	84.5	-13.3%
Jul '17	97.5	13.8%



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

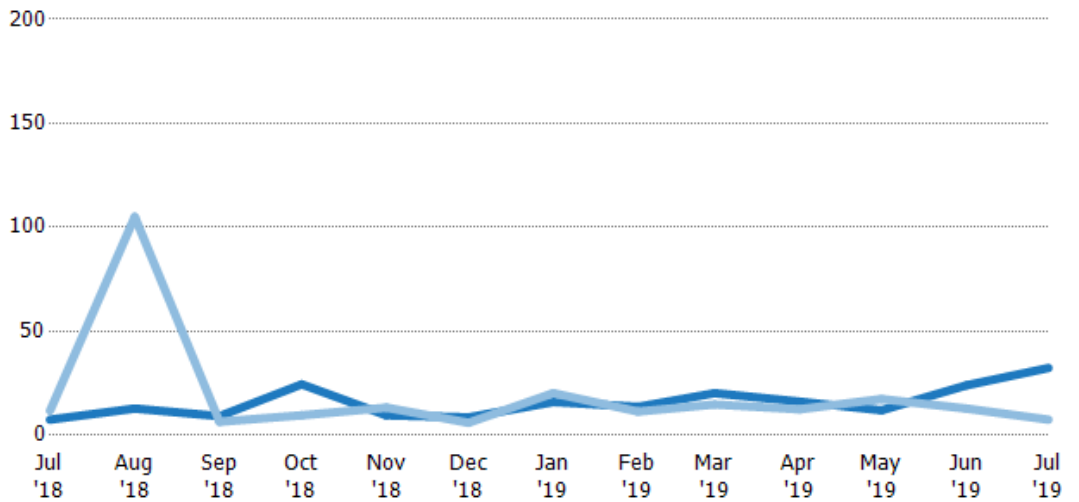
Months of Inventory

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.
Jul '19	32.3	331.1%
Jul '18	7.5	-36.2%
Jul '17	11.8	65.1%



Current Year	7.5	12.9	9.2	24.5	9.6	8.6	16	13.7	20.3	16.2	12	24	32.3
Prior Year	11.8	105	6.5	9.6	13.3	6	20.3	11.4	14.8	12.5	17.4	12.9	7.5
Percent Change from Prior Year	-36%	-88%	42%	155%	-28%	43%	-21%	20%	37%	30%	-31%	87%	331%

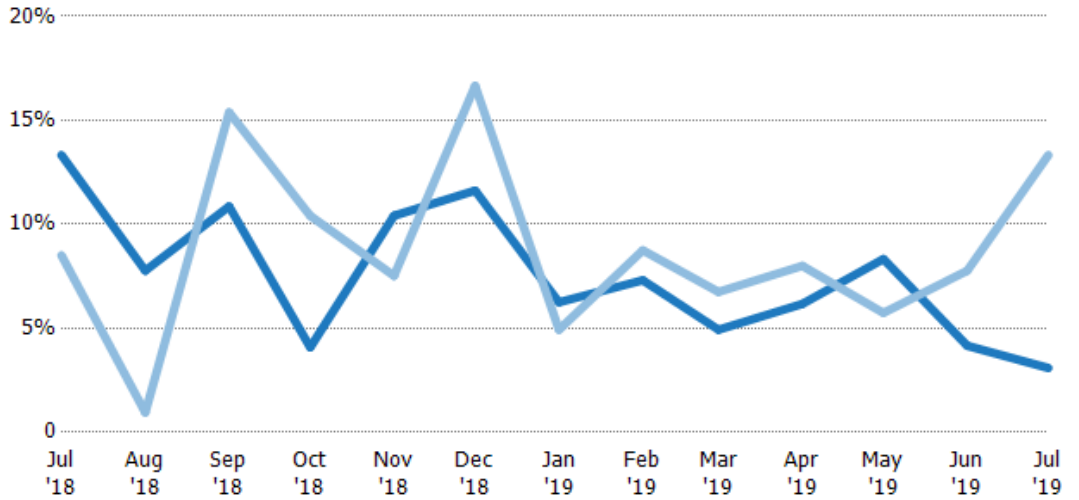
Absorption Rate

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.
Jul '19	3%	10.2%
Jul '18	13%	-4.8%
Jul '17	9%	-39.5%



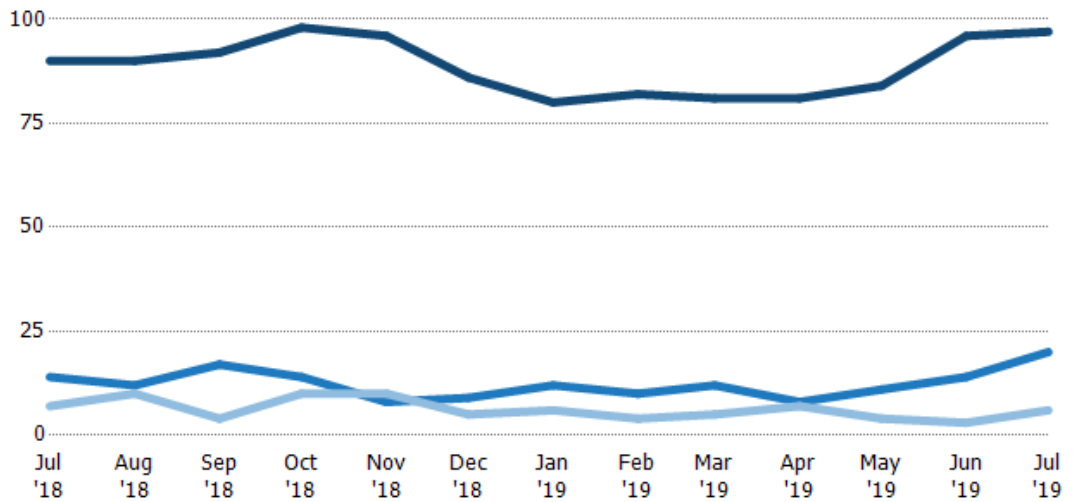
Current Year	13%	8%	11%	4%	10%	12%	6%	7%	5%	6%	8%	4%	3%
Prior Year	9%	1%	15%	10%	8%	17%	5%	9%	7%	8%	6%	8%	13%
Change from Prior Year	-5%	-7%	5%	6%	-3%	5%	-1%	1%	2%	2%	-3%	4%	10%

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

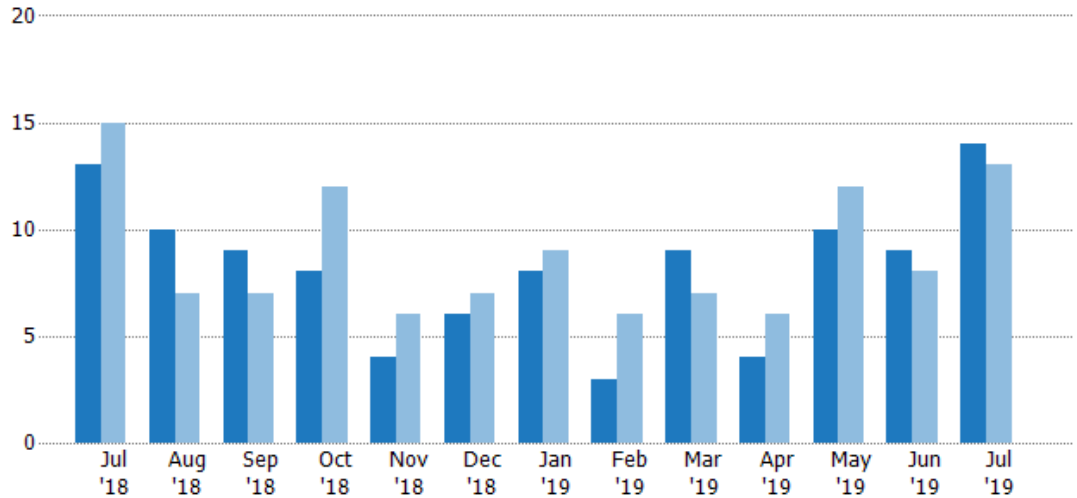
New Pending Sales

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.
Jul '19	14	7.7%
Jul '18	13	-13.3%
Jul '17	15	-53.3%



	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19
Current Year	13	10	9	8	4	6	8	3	9	4	10	9	14
Prior Year	15	7	7	12	6	7	9	6	7	6	12	8	13
Percent Change from Prior Year	-13%	43%	29%	-33%	-33%	-14%	-11%	-50%	29%	-33%	-17%	13%	8%

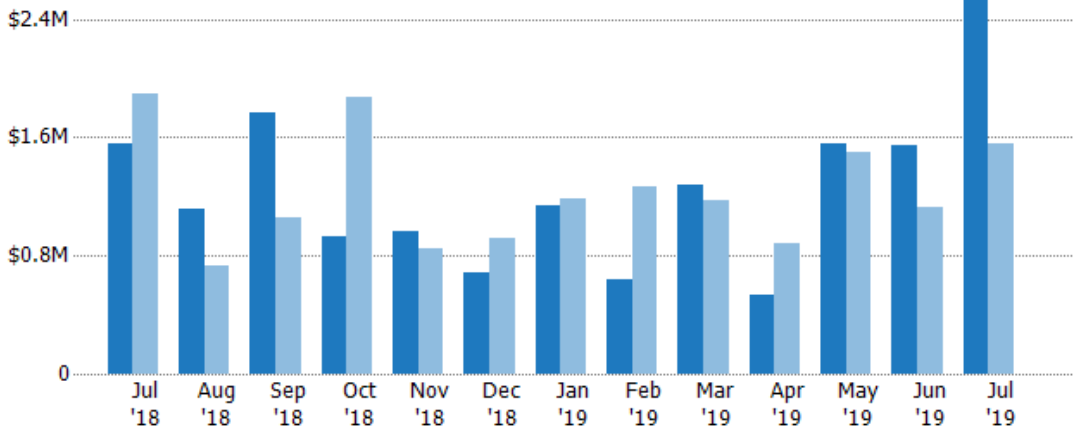
New Pending Sales Volume

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.
Jul '19	\$2.58M	65.4%
Jul '18	\$1.56M	-17.6%
Jul '17	\$1.89M	-49.3%



	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19
Current Year	\$1.56M	\$1.11M	\$1.77M	\$931K	\$967K	\$683K	\$1.13M	\$639K	\$1.28M	\$535K	\$1.55M	\$1.55M	\$2.58M
Prior Year	\$1.89M	\$732K	\$1.06M	\$1.87M	\$847K	\$921K	\$1.19M	\$1.27M	\$1.18M	\$882K	\$1.5M	\$1.12M	\$1.56M
Percent Change from Prior Year	-18%	52%	67%	-50%	14%	-26%	-5%	-50%	8%	-39%	3%	38%	65%

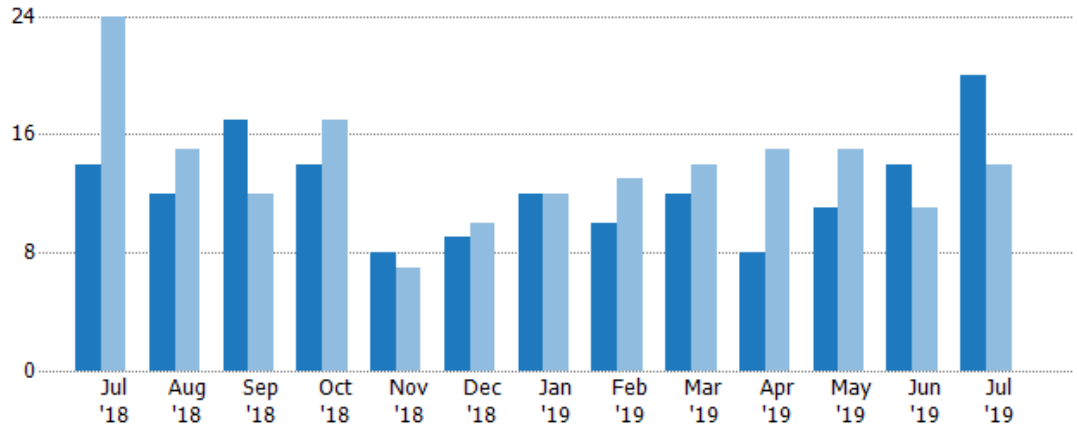
Pending Sales

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.
Jul '19	20	42.9%
Jul '18	14	-41.7%
Jul '17	24	-45.8%



	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19
Current Year	14	12	17	14	8	9	12	10	12	8	11	14	20
Prior Year	24	15	12	17	7	10	12	13	14	15	15	11	14
Percent Change from Prior Year	-42%	-20%	42%	-18%	14%	-10%	0%	-23%	-14%	-47%	-27%	27%	43%

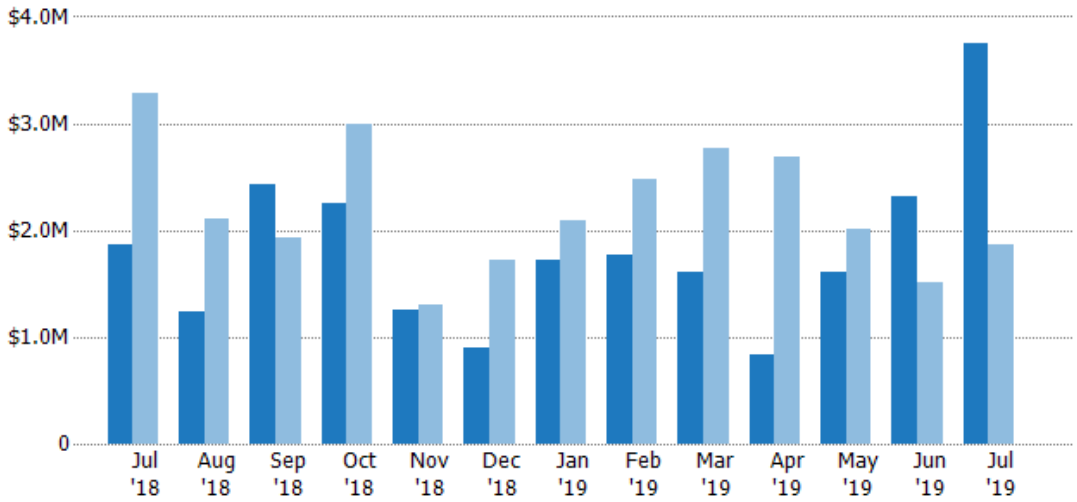
Pending Sales Volume

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.
Jul '19	\$3.75M	101.3%
Jul '18	\$1.86M	-43.4%
Jul '17	\$3.29M	-55.7%



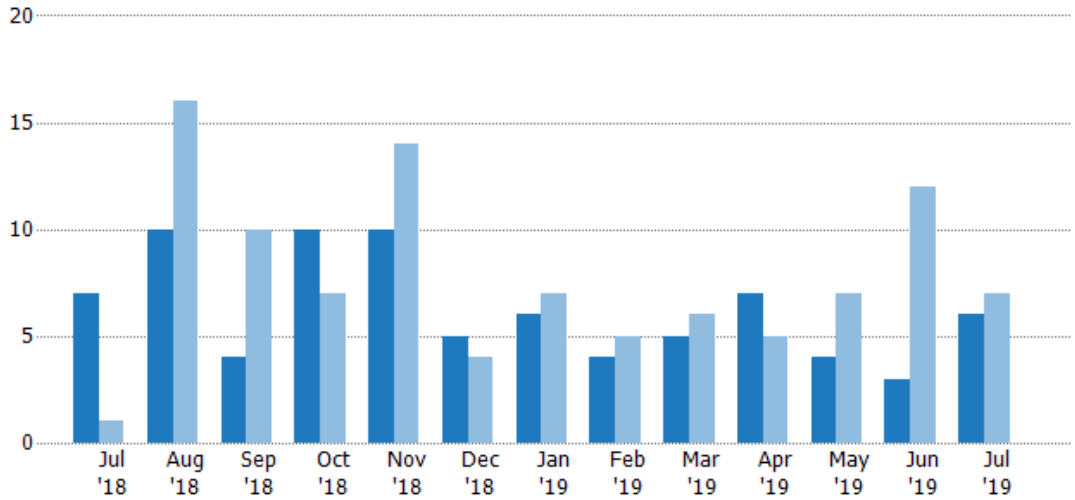
	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19
Current Year	\$1.86M	\$1.23M	\$2.43M	\$2.26M	\$1.26M	\$899K	\$1.72M	\$1.76M	\$1.6M	\$827K	\$1.61M	\$2.31M	\$3.75M
Prior Year	\$3.29M	\$2.1M	\$1.93M	\$2.99M	\$1.31M	\$1.71M	\$2.08M	\$2.48M	\$2.77M	\$2.68M	\$2.02M	\$1.51M	\$1.86M
Percent Change from Prior Year	-43%	-42%	26%	-24%	-4%	-48%	-17%	-29%	-42%	-69%	-20%	53%	101%

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



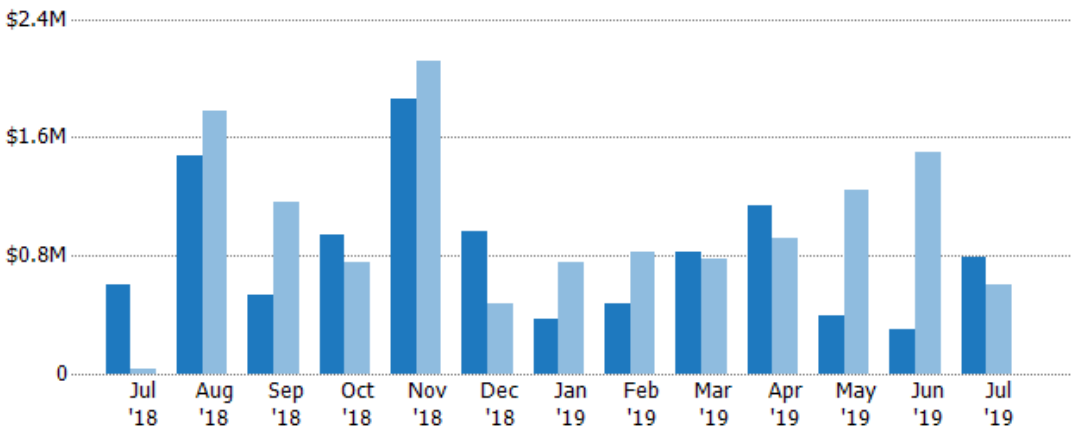
	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19
Current Year	7	10	4	10	10	5	6	4	5	7	4	3	6
Prior Year	1	16	10	7	14	4	7	5	6	5	7	12	7
Percent Change from Prior Year	600%	-38%	-60%	43%	-29%	25%	-14%	-20%	-17%	40%	-43%	-75%	-14%

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



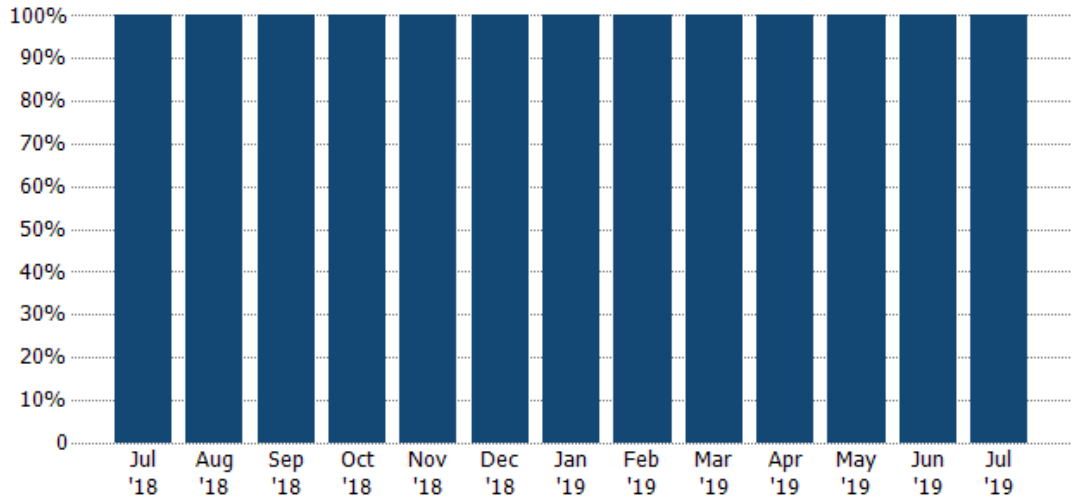
	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19
Current Year	\$609K	\$1.47M	\$537K	\$945K	\$1.86M	\$959K	\$370K	\$475K	\$825K	\$1.14M	\$399K	\$295K	\$795K
Prior Year	\$35K	\$1.77M	\$1.16M	\$758K	\$2.12M	\$474K	\$760K	\$829K	\$780K	\$918K	\$1.24M	\$1.5M	\$609K
Percent Change from Prior Year	1,639%	-17%	-54%	25%	-12%	102%	-51%	-43%	6%	25%	-68%	-80%	31%

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

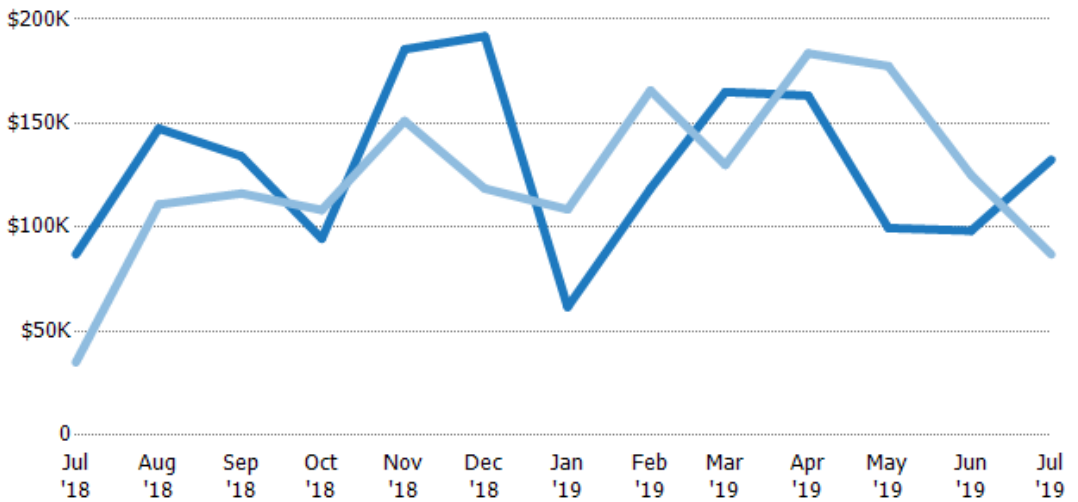
100% 100% 100% 100% 100% 100% 100% 100% 100% 100% 100% 100% 100%

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

\$86.9K \$147K \$134K \$94.5K \$186K \$192K \$61.7K \$119K \$165K \$163K \$100K \$98.3K \$132K
 \$35K \$111K \$116K \$108K \$151K \$119K \$109K \$166K \$130K \$184K \$178K \$125K \$86.9K
 148% 33% 15% -13% 23% 62% -43% -28% 27% -11% -44% -21% 52%

Month/Year	Price	% Chg.
Jul '19	\$132K	52.4%
Jul '18	\$86.9K	148.4%
Jul '17	\$35K	138.9%

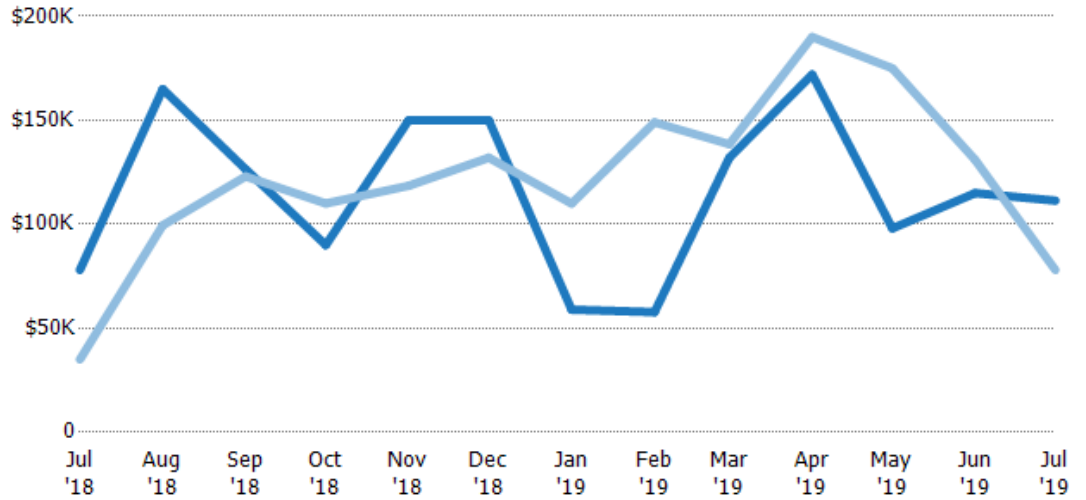
Median Sales Price

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.
Jul '19	\$111K	42.8%
Jul '18	\$78K	122.9%
Jul '17	\$35K	157.1%



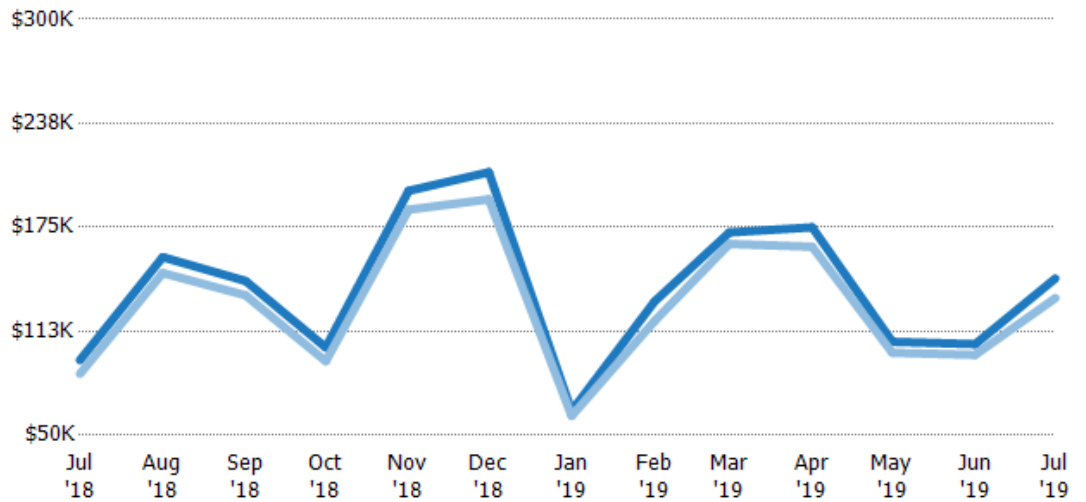
Current Year	\$78K	\$165K	\$127K	\$90K	\$150K	\$150K	\$59K	\$57.8K	\$132K	\$172K	\$98K	\$115K	\$111K
Prior Year	\$35K	\$100K	\$123K	\$110K	\$119K	\$132K	\$110K	\$149K	\$139K	\$190K	\$175K	\$131K	\$78K
Percent Change from Prior Year	123%	66%	3%	-18%	27%	14%	-46%	-61%	-5%	-9%	-44%	-12%	43%

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



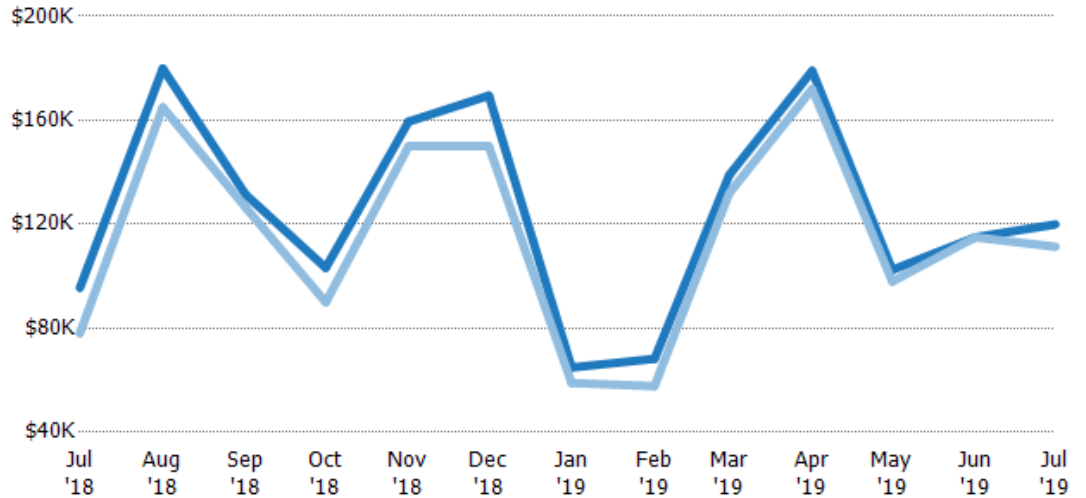
Avg List Price	\$95.1K	\$157K	\$143K	\$103K	\$197K	\$208K	\$64.6K	\$130K	\$172K	\$175K	\$106K	\$105K	\$144K
Avg Sales Price	\$86.9K	\$147K	\$134K	\$94.5K	\$186K	\$192K	\$61.7K	\$119K	\$165K	\$163K	\$100K	\$98.3K	\$132K
Avg Sales Price as a % of Avg List Price	91%	94%	94%	92%	94%	92%	95%	91%	96%	93%	94%	94%	92%

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



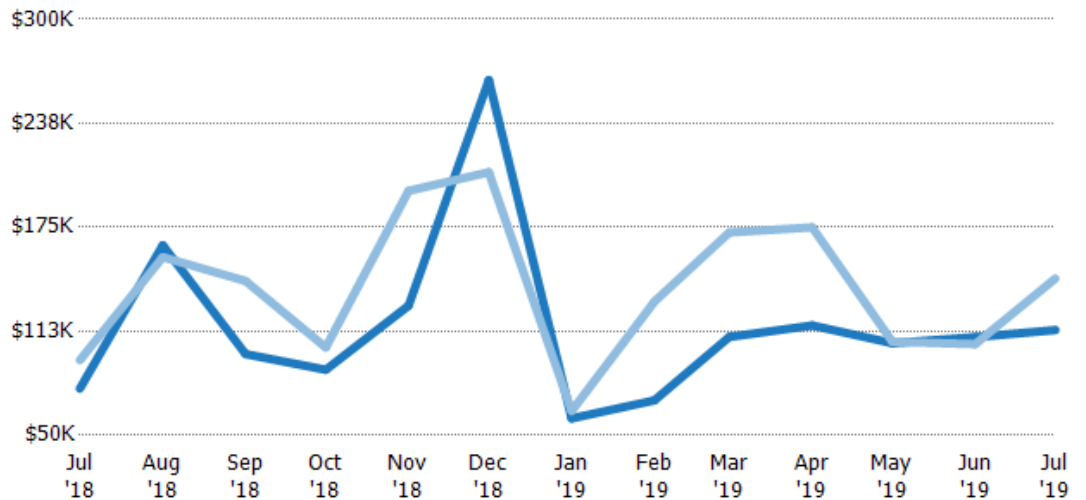
	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19
Median List Price	\$95.5K	\$180K	\$131K	\$103K	\$160K	\$170K	\$64.9K	\$68.3K	\$139K	\$179K	\$102K	\$115K	\$120K
Median Sales Price	\$78K	\$165K	\$127K	\$90K	\$150K	\$150K	\$59K	\$57.8K	\$132K	\$172K	\$98K	\$115K	\$111K
Med Sales Price as a % of Med List Price	82%	92%	96%	87%	94%	88%	91%	85%	95%	96%	96%	100%	93%

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



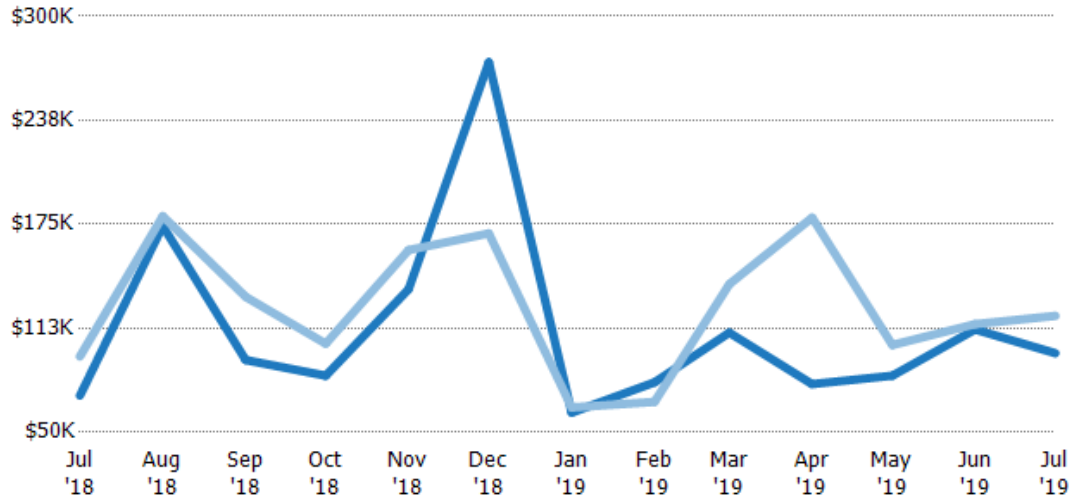
	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19
Avg Est Value	\$78K	\$164K	\$98.8K	\$89.4K	\$128K	\$263K	\$60.2K	\$71K	\$109K	\$116K	\$105K	\$109K	\$113K
Avg Sales Price	\$95.1K	\$157K	\$143K	\$103K	\$197K	\$208K	\$64.6K	\$130K	\$172K	\$175K	\$106K	\$105K	\$144K
Avg Sales Price as a % of Avg Est Value	122%	96%	144%	115%	154%	79%	107%	184%	158%	151%	101%	96%	127%

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	\$72K	\$174K	\$93.4K	\$84K	\$136K	\$272K	\$61.8K	\$80K	\$110K	\$79K	\$84K	\$112K	\$97.5K
Median Sales Price	\$95.5K	\$180K	\$131K	\$103K	\$160K	\$170K	\$64.9K	\$68.3K	\$139K	\$179K	\$102K	\$115K	\$120K
Med Sales Price as a % of Med Est Value	133%	103%	141%	123%	117%	62%	105%	85%	127%	227%	122%	103%	123%