

## Summary of Key Listing and Sales Metrics

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

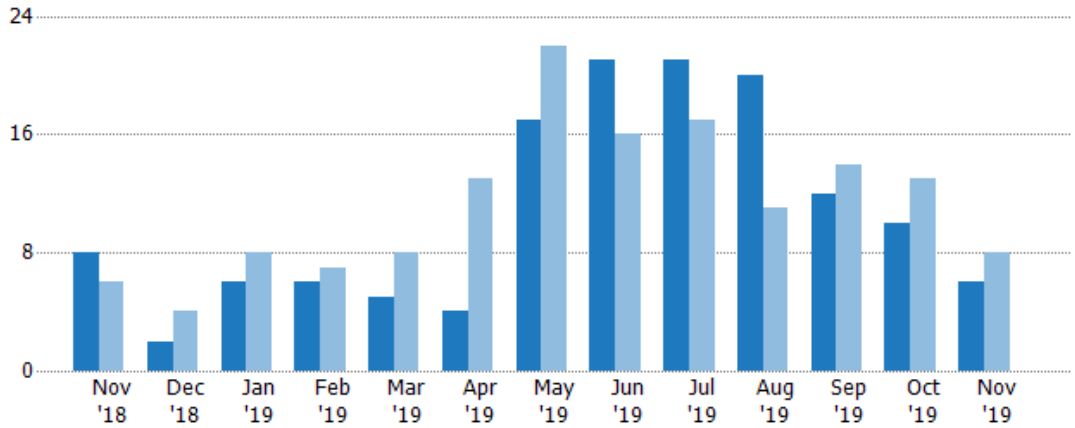
Key Metrics	Nov 2019	Nov 2018	+ / -	YTD 2019	YTD 2018	+ / -
<b>Listing Activity Charts Metrics</b>						
New Listing Count	6	8	-25%	128	137	-6.6%
New Listing Volume	\$2,332,800	\$1,258,050	+85.4%	\$21,092,240	\$23,719,540	-11.1%
Active Listing Count	87	93	-6.5%	N/A	N/A	
Active Listing Volume	\$14,767,940	\$17,284,040	-14.6%	N/A	N/A	
Average Listing Price	\$169,746	\$185,850	-8.7%	\$170,132	\$177,902	-4.4%
Median Listing Price	\$139,000	\$145,000	-4.1%	\$136,415	\$142,718	-4.4%
Median Days in RPR	142	142	+/-	154.85	138.96	+11.4%
Months of Inventory	9.7	9.3	+3.9%	11.3	11.5	-1%
Absorption Rate	10.34%	10.75%	-0.4%	8.82%	8.73%	+0.1%
<b>Sales Activity Charts Metrics</b>						
New Pending Sales Count	7	4	+75%	98	93	+5.4%
New Pending Sales Volume	\$948,900	\$966,900	-1.9%	\$15,238,450	\$13,616,029	+11.9%
Pending Sales Count	14	8	+75%	N/A	N/A	
Pending Sales Volume	\$1,813,400	\$1,256,300	+44.3%	N/A	N/A	
Closed Sales Count	14	9	+55.6%	75	85	-11.8%
Closed Sales Volume	\$1,875,400	\$1,512,500	+24%	\$10,699,909	\$11,586,197	-7.6%
Average Sales Price	\$133,957	\$168,056	-20.3%	\$142,665	\$136,308	+4.7%
Median Sales Price	\$137,000	\$140,000	-2.1%	\$132,861	\$133,129	-0.2%

## 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



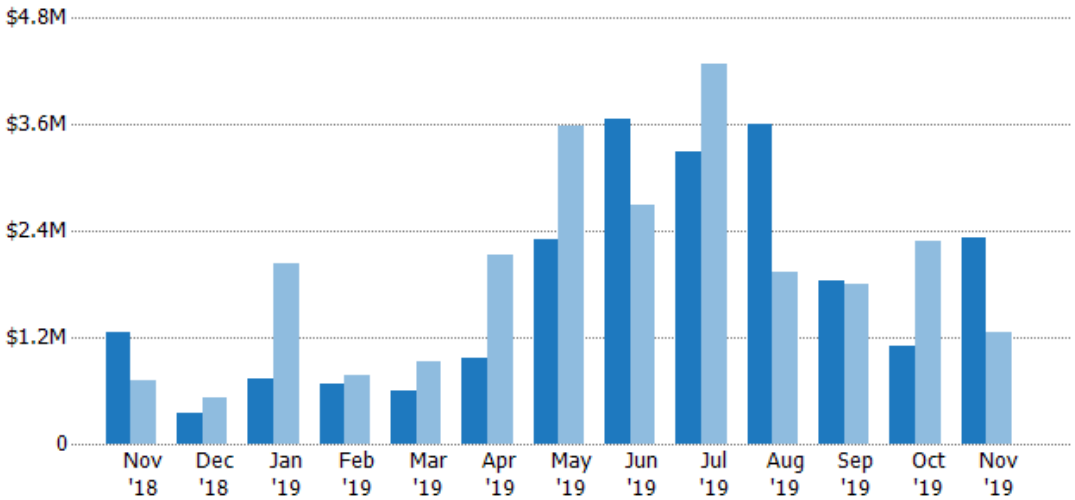
	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Current Year	8	2	6	6	5	4	17	21	21	20	12	10	6
Prior Year	6	4	8	7	8	13	22	16	17	11	14	13	8
Percent Change from Prior Year	33%	-50%	-25%	-14%	-38%	-69%	-23%	31%	24%	82%	-14%	-23%	-25%

## 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



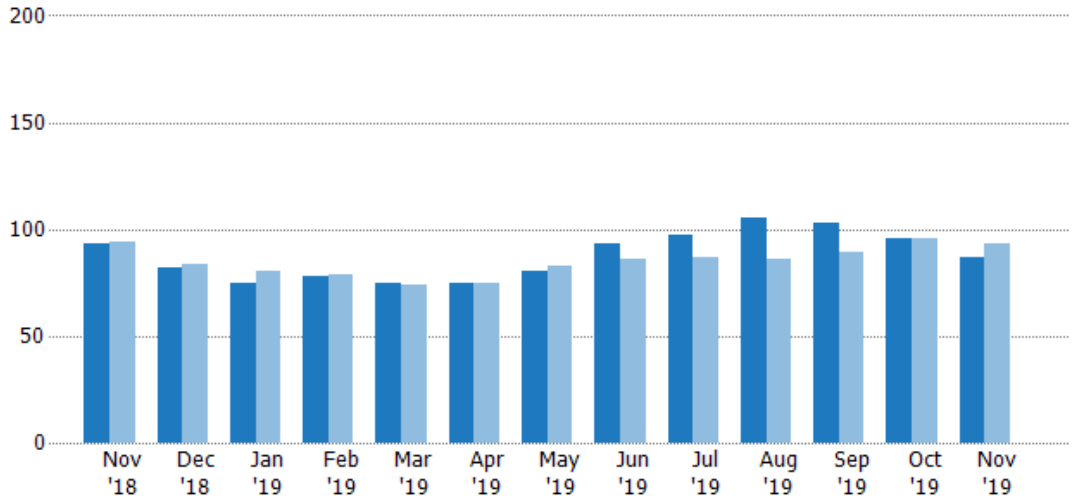
	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Current Year	\$1.26M	\$345K	\$727K	\$676K	\$606K	\$957K	\$2.31M	\$3.65M	\$3.29M	\$3.6M	\$1.83M	\$1.11M	\$2.33M
Prior Year	\$710K	\$528K	\$2.03M	\$775K	\$927K	\$2.12M	\$3.59M	\$2.7M	\$4.29M	\$1.95M	\$1.8M	\$2.28M	\$1.26M
Percent Change from Prior Year	77%	-35%	-64%	-13%	-35%	-55%	-36%	35%	-23%	85%	1%	-51%	85%

## 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



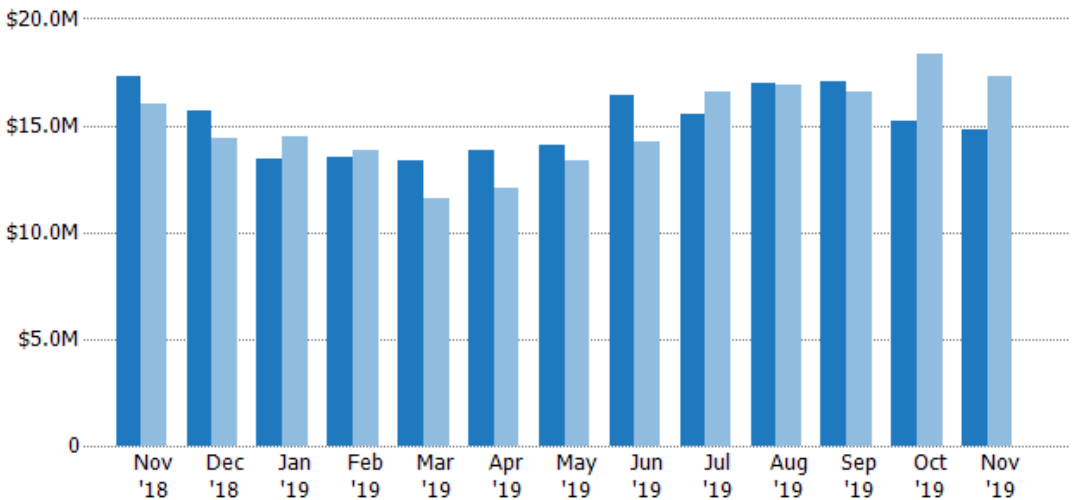
	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Current Year	93	82	75	78	75	75	80	93	97	105	103	96	87
Prior Year	94	84	80	79	74	75	83	86	87	86	89	96	93
Percent Change from Prior Year	-1%	-2%	-6%	-1%	1%	0%	-4%	8%	11%	22%	16%	0%	-6%

## 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



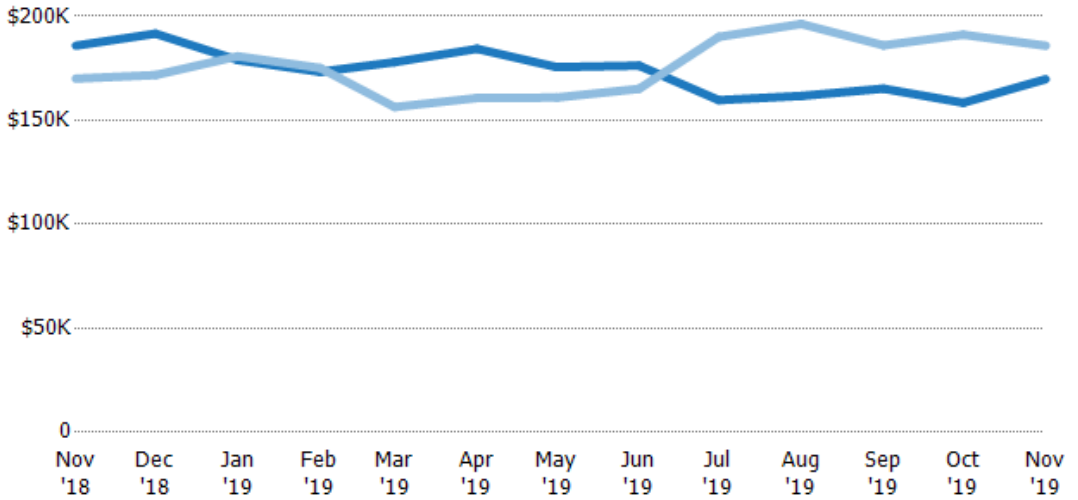
	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Current Year	\$17.3M	\$15.7M	\$13.4M	\$13.5M	\$13.3M	\$13.8M	\$14M	\$16.4M	\$15.5M	\$17M	\$17M	\$15.2M	\$14.8M
Prior Year	\$16M	\$14.4M	\$14.5M	\$13.8M	\$11.6M	\$12.1M	\$13.4M	\$14.2M	\$16.5M	\$16.9M	\$16.6M	\$18.4M	\$17.3M
Percent Change from Prior Year	8%	9%	-7%	-2%	15%	15%	5%	15%	-6%	1%	3%	-17%	-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



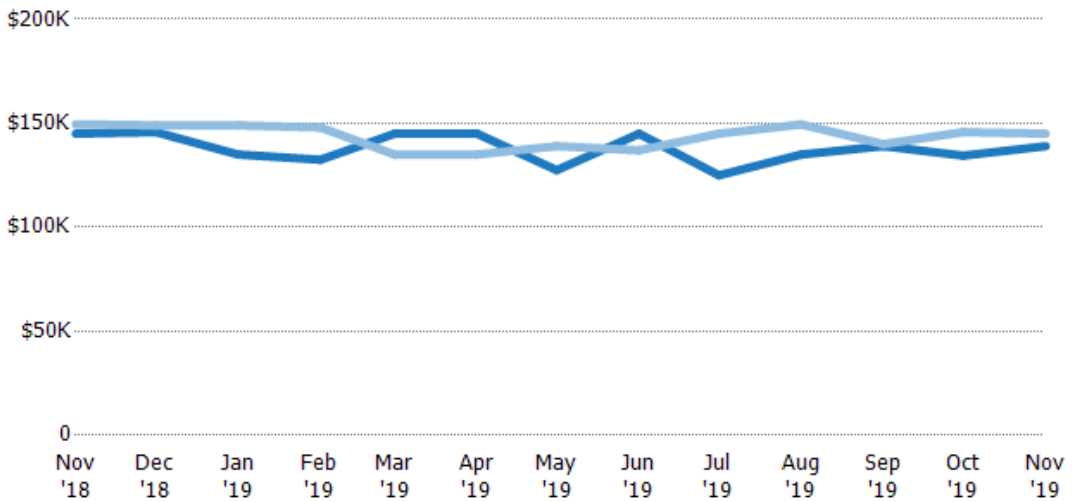
	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Current Year	\$186K	\$192K	\$179K	\$173K	\$178K	\$184K	\$176K	\$176K	\$160K	\$162K	\$165K	\$158K	\$170K
Prior Year	\$170K	\$172K	\$181K	\$175K	\$156K	\$161K	\$161K	\$165K	\$190K	\$196K	\$186K	\$191K	\$186K
Percent Change from Prior Year	9%	12%	-1%	-1%	14%	15%	9%	7%	-16%	-18%	-11%	-17%	-9%

## 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



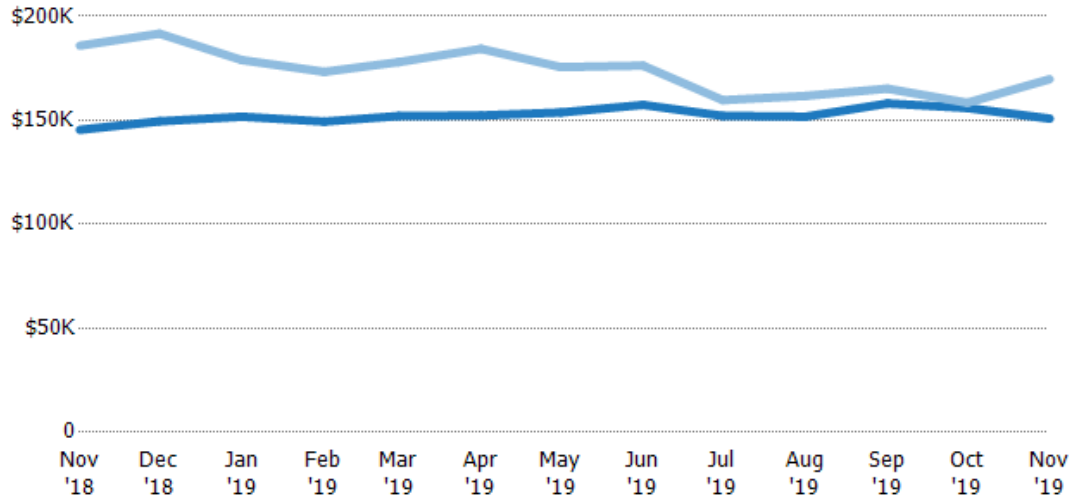
	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Current Year	\$145K	\$146K	\$135K	\$132K	\$145K	\$145K	\$127K	\$145K	\$125K	\$135K	\$139K	\$134K	\$139K
Prior Year	\$150K	\$149K	\$149K	\$148K	\$135K	\$135K	\$139K	\$137K	\$145K	\$149K	\$140K	\$146K	\$145K
Percent Change from Prior Year	-3%	-2%	-9%	-11%	7%	7%	-8%	6%	-14%	-10%	-1%	-8%	-4%

## 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



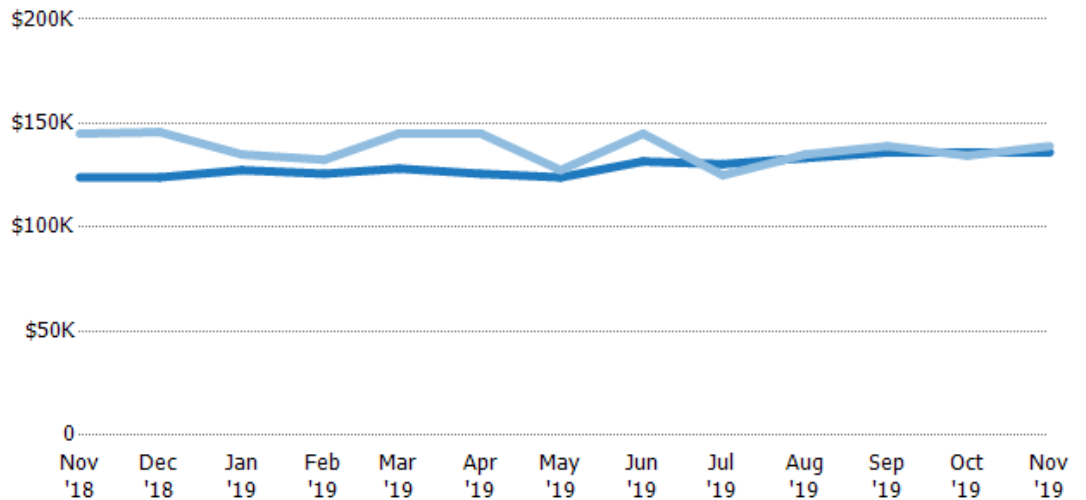
	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Avg Est Value	\$145K	\$150K	\$152K	\$149K	\$152K	\$152K	\$154K	\$157K	\$152K	\$152K	\$158K	\$156K	\$151K
Avg Listing Price	\$186K	\$192K	\$179K	\$173K	\$178K	\$184K	\$176K	\$176K	\$160K	\$162K	\$165K	\$158K	\$170K
Avg Listing Price as a % of Avg Est Value	128%	128%	118%	116%	117%	121%	114%	112%	105%	107%	105%	102%	113%

## 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



	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Median Est Value	\$124K	\$124K	\$127K	\$126K	\$128K	\$126K	\$124K	\$132K	\$130K	\$133K	\$136K	\$136K	\$136K
Median Listing Price	\$145K	\$146K	\$135K	\$132K	\$145K	\$145K	\$127K	\$145K	\$125K	\$135K	\$139K	\$134K	\$139K
Med Listing Price as a % of Med Est Value	117%	118%	106%	105%	113%	115%	103%	110%	96%	101%	102%	99%	102%

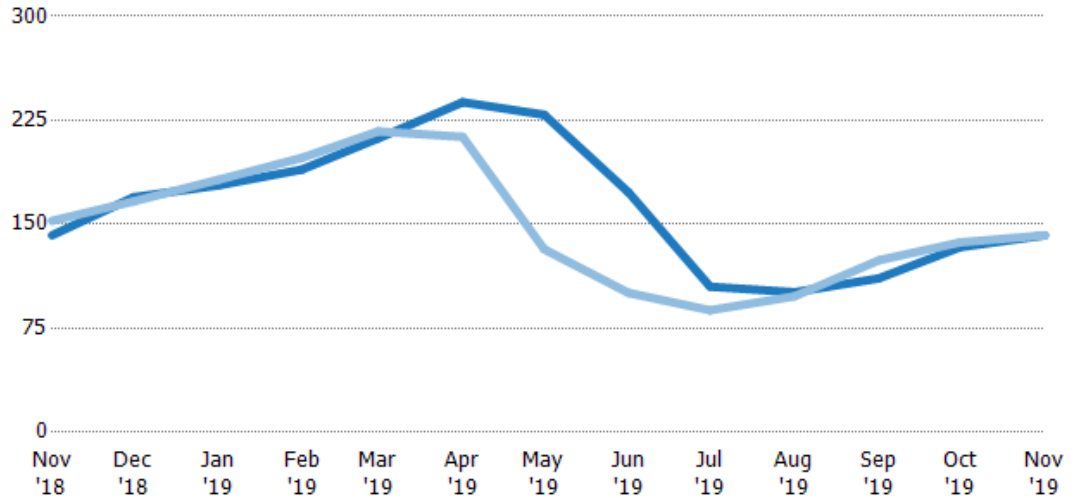
## Median Days in RPR

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.
Nov '19	142	0%
Nov '18	142	-6.9%
Nov '17	153	-1%



	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Current Year	142	170	178	190	212	238	229	173	105	101	111	134	142
Prior Year	153	167	182	198	217	213	132	101	88	98	124	137	142
Percent Change from Prior Year	-7%	2%	-2%	-4%	-2%	12%	73%	72%	19%	3%	-10%	-3%	0%

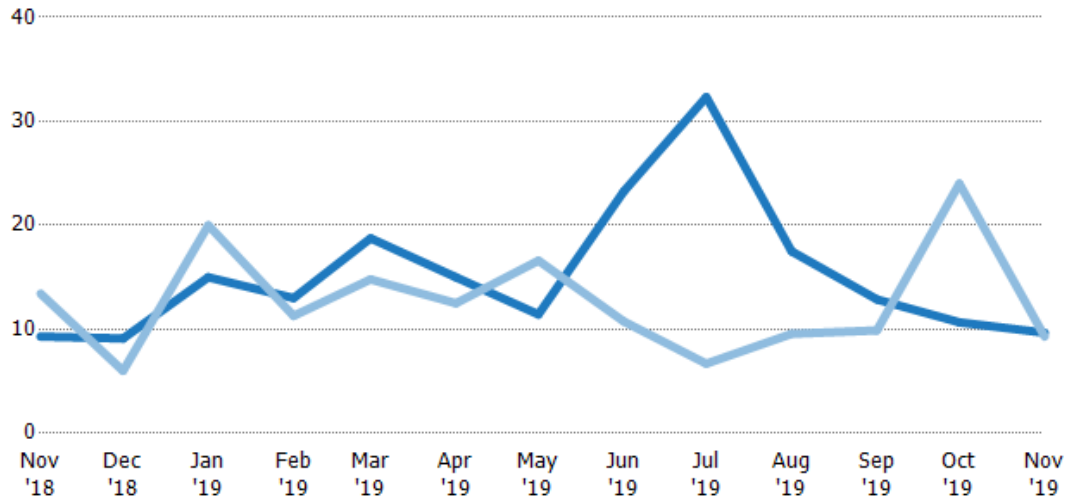
## Months of Inventory

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.
Nov '19	9.67	3.9%
Nov '18	9.3	-30.7%
Nov '17	13.4	23.6%



	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Current Year	9.3	9.11	15	13	18.8	15	11.4	23.3	32.3	17.5	12.9	10.7	9.67
Prior Year	13.4	6	20	11.3	14.8	12.5	16.6	10.8	6.69	9.56	9.89	24	9.3
Percent Change from Prior Year	-31%	52%	-25%	15%	27%	20%	-31%	116%	383%	83%	30%	-56%	4%

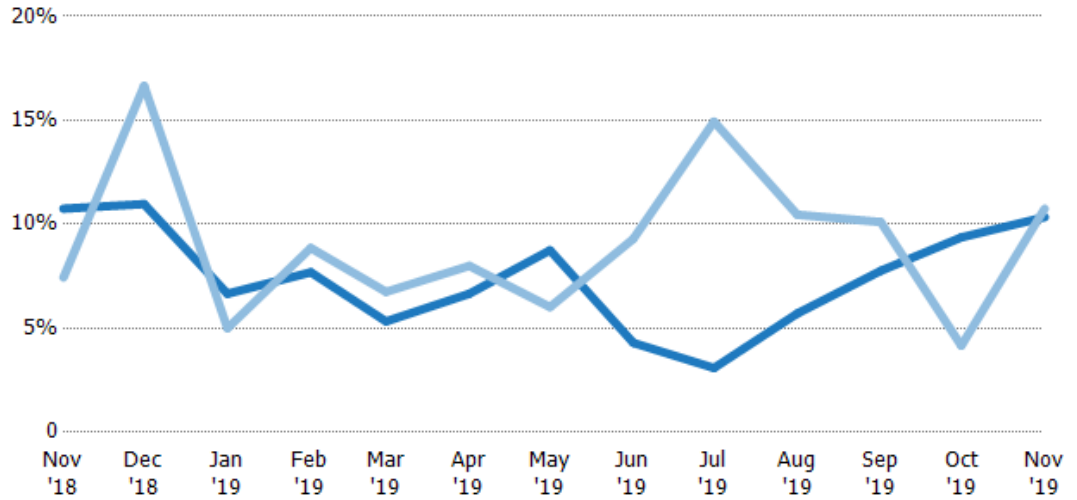
## Absorption Rate

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.
Nov '19	10%	0.4%
Nov '18	11%	-3.3%
Nov '17	7%	-19.1%



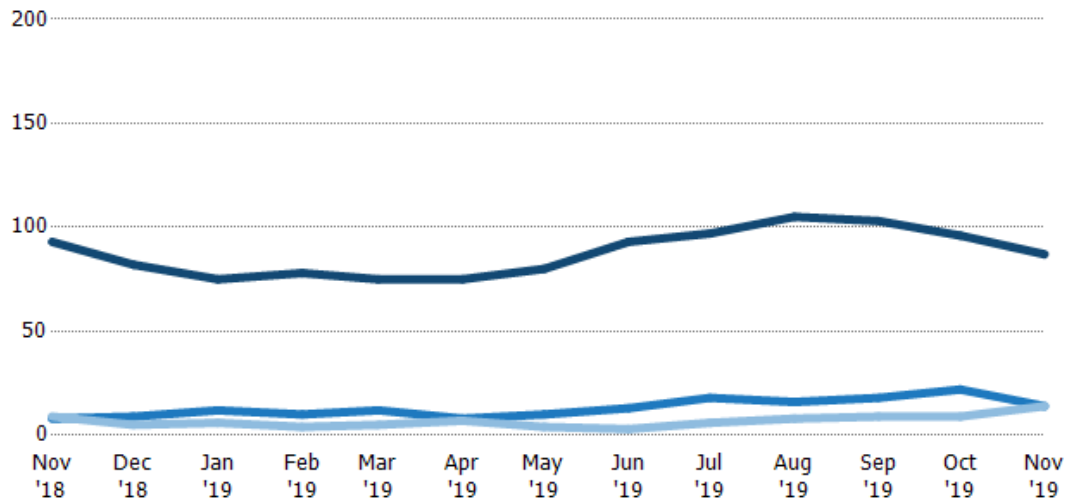
Current Year	11%	11%	7%	8%	5%	7%	9%	4%	3%	6%	8%	9%	10%
Prior Year	7%	17%	5%	9%	7%	8%	6%	9%	15%	10%	10%	4%	11%
Change from Prior Year	-3%	6%	-2%	1%	1%	1%	-3%	5%	12%	5%	2%	-5%	0%

## 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



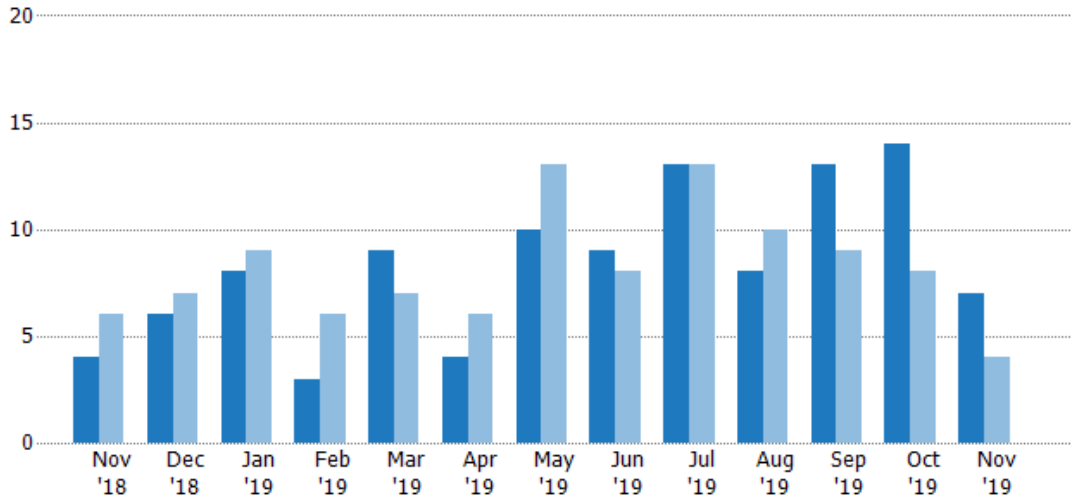
Active	93	82	75	78	75	75	80	93	97	105	103	96	87
Pending	8	9	12	10	12	8	10	13	18	16	18	22	14
Sold	9	5	6	4	5	7	4	3	6	8	9	9	14

## 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



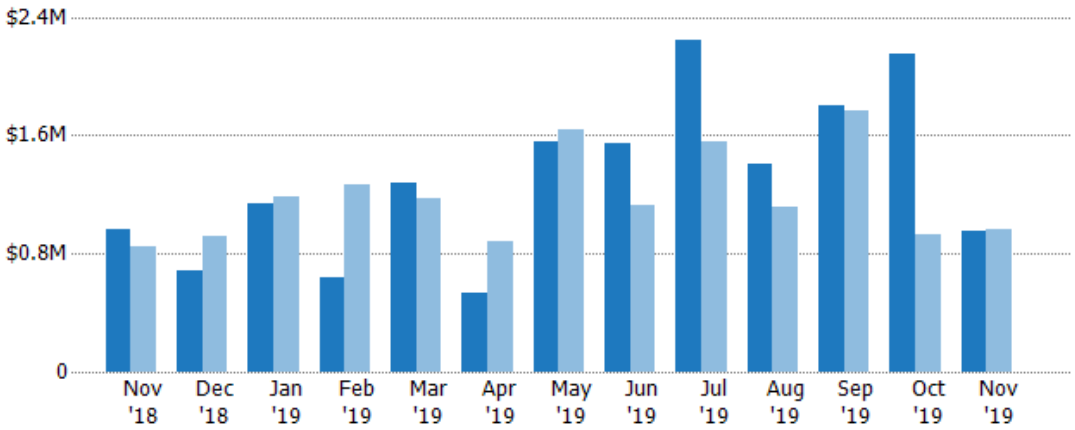
	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Current Year	4	6	8	3	9	4	10	9	13	8	13	14	7
Prior Year	6	7	9	6	7	6	13	8	13	10	9	8	4
Percent Change from Prior Year	-33%	-14%	-11%	-50%	29%	-33%	-23%	13%	0%	-20%	44%	75%	75%

## 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



	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Current Year	\$967K	\$683K	\$1.13M	\$639K	\$1.28M	\$535K	\$1.55M	\$1.55M	\$2.24M	\$1.4M	\$1.81M	\$2.15M	\$949K
Prior Year	\$847K	\$921K	\$1.19M	\$1.27M	\$1.18M	\$882K	\$1.64M	\$1.12M	\$1.56M	\$1.11M	\$1.77M	\$931K	\$967K
Percent Change from Prior Year	14%	-26%	-5%	-50%	8%	-39%	-5%	38%	44%	26%	2%	131%	-2%

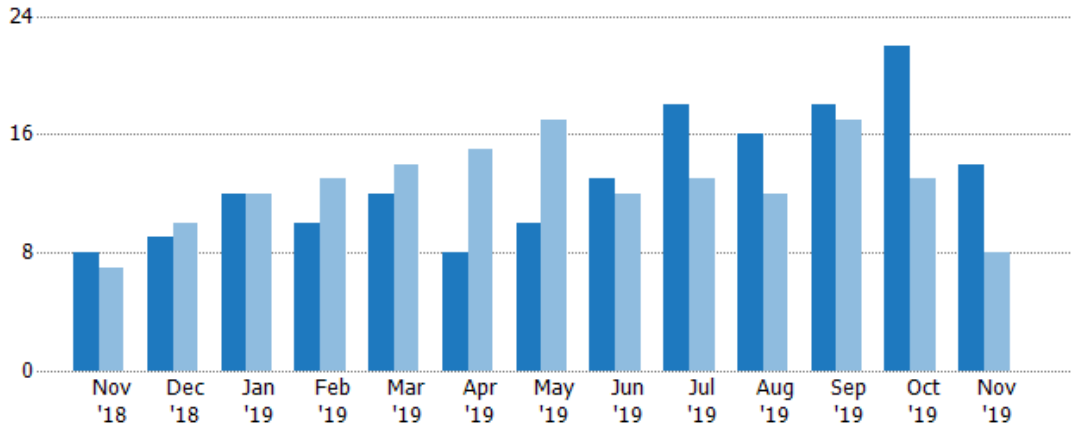


## Pending Sales

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



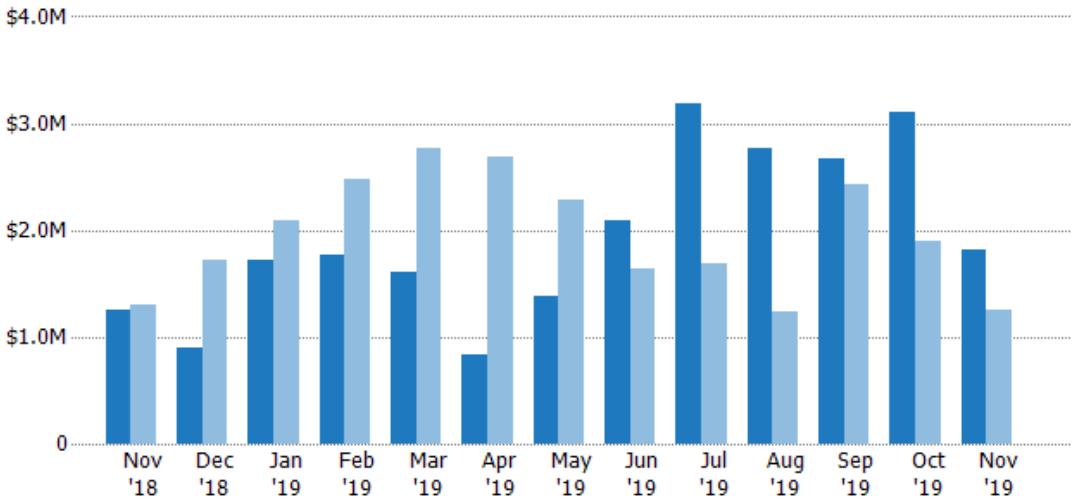
	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Current Year	8	9	12	10	12	8	10	13	18	16	18	22	14
Prior Year	7	10	12	13	14	15	17	12	13	12	17	13	8
Percent Change from Prior Year	14%	-10%	0%	-23%	-14%	-47%	-41%	8%	38%	33%	6%	69%	75%

## 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



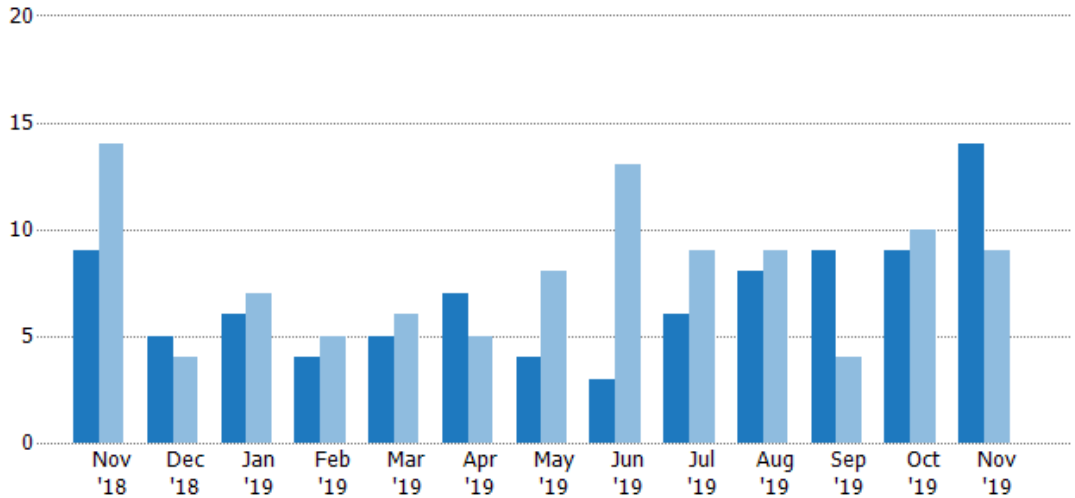
	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Current Year	\$1.26M	\$899K	\$1.72M	\$1.76M	\$1.6M	\$827K	\$1.39M	\$2.09M	\$3.18M	\$2.77M	\$2.66M	\$3.11M	\$1.81M
Prior Year	\$1.31M	\$1.71M	\$2.08M	\$2.48M	\$2.77M	\$2.68M	\$2.29M	\$1.65M	\$1.68M	\$1.23M	\$2.43M	\$1.89M	\$1.26M
Percent Change from Prior Year	-4%	-48%	-17%	-29%	-42%	-69%	-40%	27%	89%	125%	10%	64%	44%

## 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



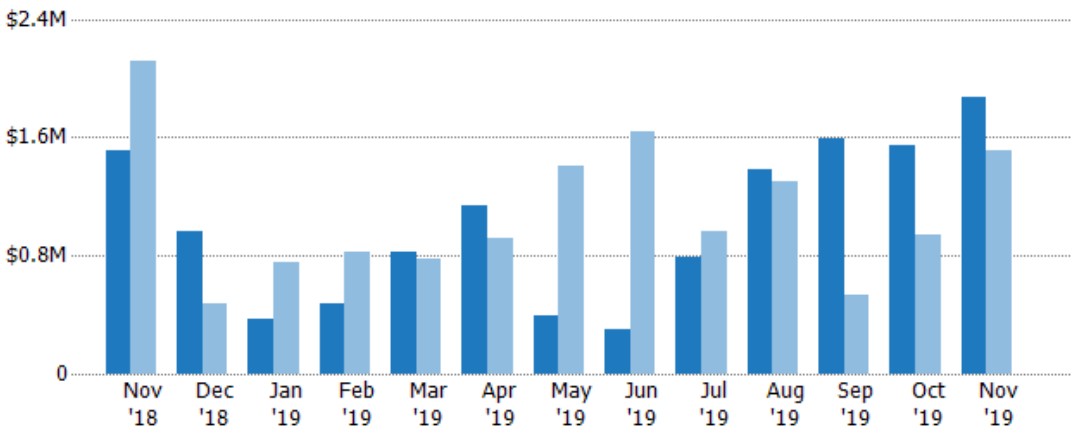
	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Current Year	9	5	6	4	5	7	4	3	6	8	9	9	14
Prior Year	14	4	7	5	6	5	8	13	9	9	4	10	9
Percent Change from Prior Year	-36%	25%	-14%	-20%	-17%	40%	-50%	-77%	-33%	-11%	125%	-10%	56%

## 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



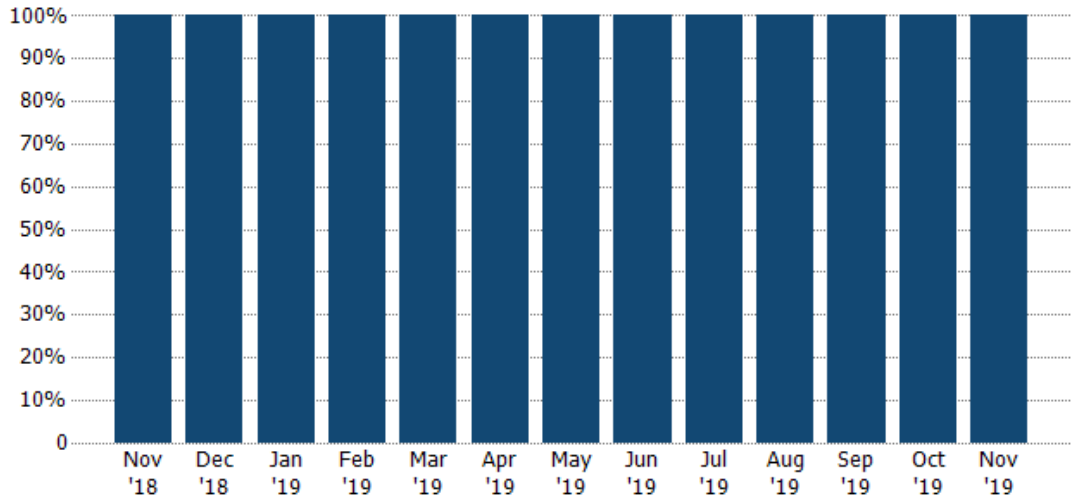
	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Current Year	\$1.51M	\$959K	\$370K	\$475K	\$825K	\$1.14M	\$399K	\$295K	\$795K	\$1.39M	\$1.59M	\$1.55M	\$1.88M
Prior Year	\$2.12M	\$474K	\$760K	\$829K	\$780K	\$918K	\$1.4M	\$1.63M	\$964K	\$1.3M	\$537K	\$945K	\$1.51M
Percent Change from Prior Year	-29%	102%	-51%	-43%	6%	25%	-72%	-82%	-18%	6%	196%	64%	24%

## 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

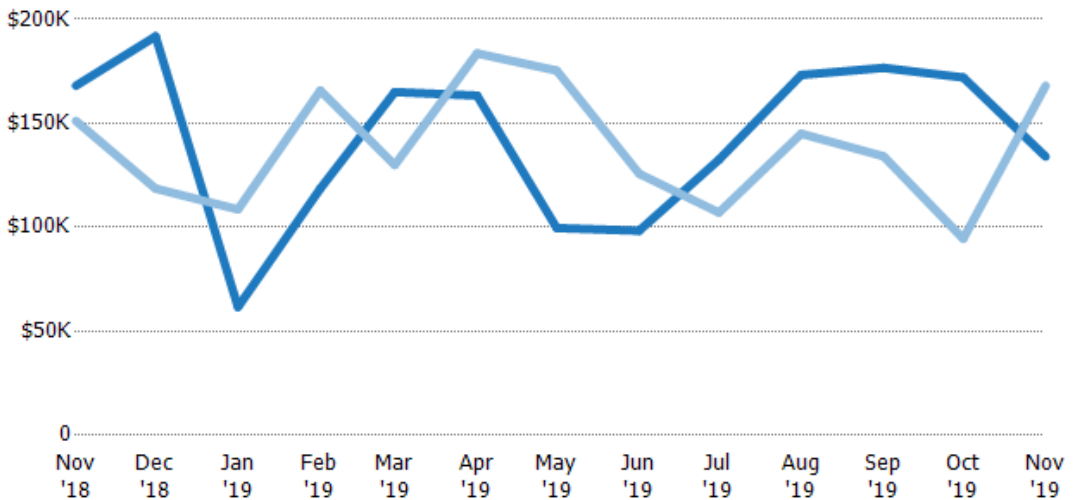
100% 100% 100% 100% 100% 100% 100% 100% 100% 100% 100% 100% 100%

## 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

\$168K \$192K \$61.7K \$119K \$165K \$163K \$100K \$98.3K \$132K \$173K \$177K \$172K \$134K  
 \$151K \$119K \$109K \$166K \$130K \$184K \$175K \$126K \$107K \$145K \$134K \$94.5K \$168K  
 11% 62% -43% -28% 27% -11% -43% -22% 24% 19% 32% 82% -20%

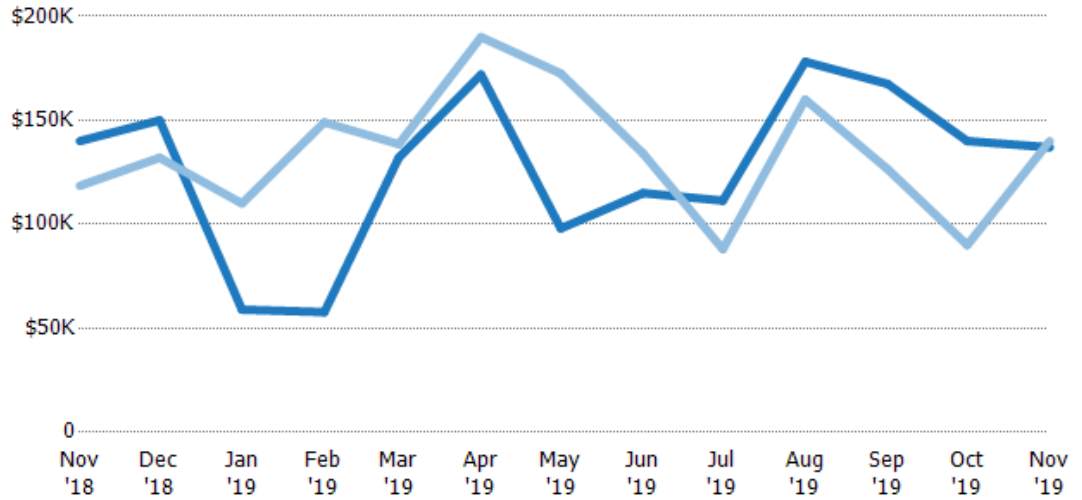
## Median Sales Price

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.
Nov '19	\$137K	-2.1%
Nov '18	\$140K	18.1%
Nov '17	\$119K	32.5%



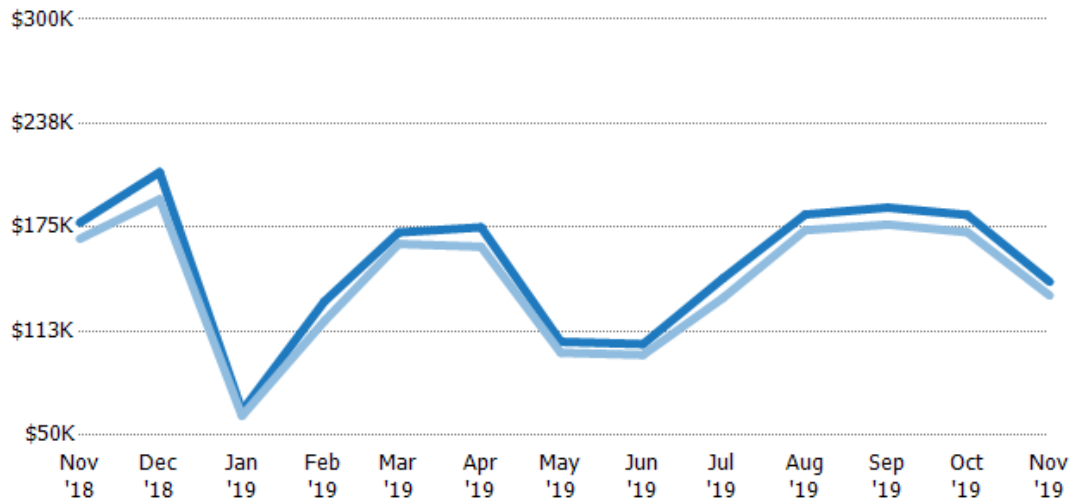
Current Year	\$140K	\$150K	\$59K	\$57.8K	\$132K	\$172K	\$98K	\$115K	\$111K	\$178K	\$168K	\$140K	\$137K
Prior Year	\$119K	\$132K	\$110K	\$149K	\$139K	\$190K	\$173K	\$134K	\$88K	\$160K	\$127K	\$90K	\$140K
Percent Change from Prior Year	18%	14%	-46%	-61%	-5%	-9%	-43%	-14%	27%	11%	32%	56%	-2%

## 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



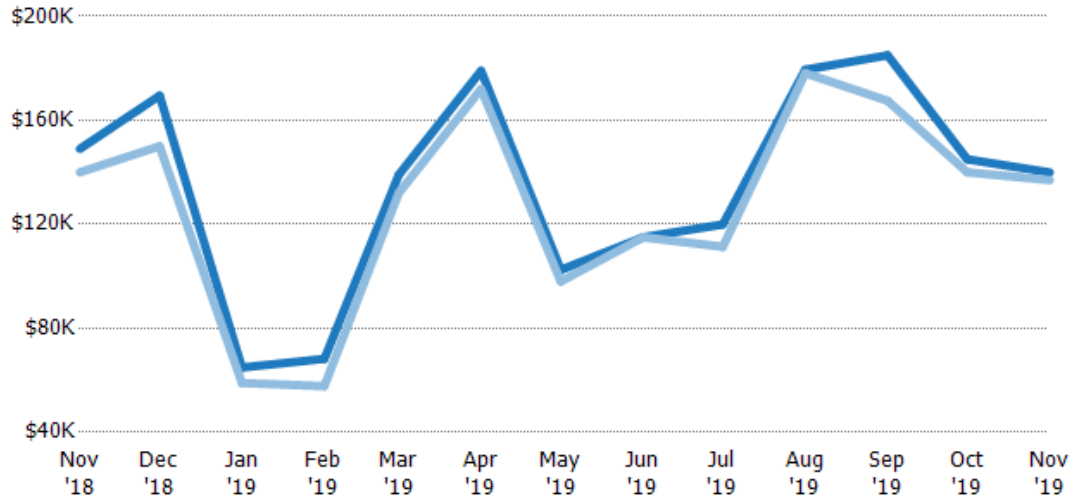
Avg List Price	\$178K	\$208K	\$64.6K	\$130K	\$172K	\$175K	\$106K	\$105K	\$144K	\$183K	\$187K	\$182K	\$142K
Avg Sales Price	\$168K	\$192K	\$61.7K	\$119K	\$165K	\$163K	\$100K	\$98.3K	\$132K	\$173K	\$177K	\$172K	\$134K
Avg Sales Price as a % of Avg List Price	95%	92%	95%	91%	96%	93%	94%	94%	92%	95%	95%	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



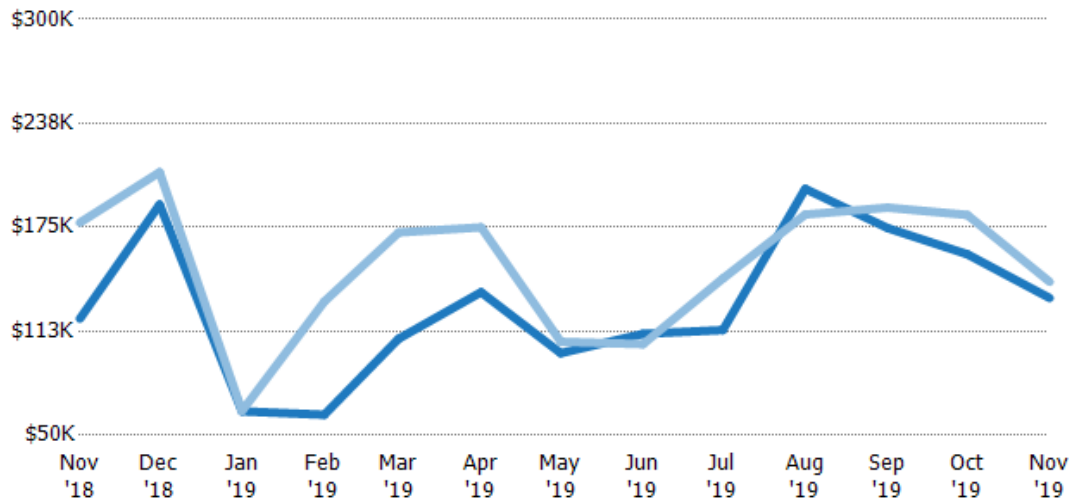
	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Median List Price	\$149K	\$170K	\$64.9K	\$68.3K	\$139K	\$179K	\$102K	\$115K	\$120K	\$179K	\$185K	\$145K	\$140K
Median Sales Price	\$140K	\$150K	\$59K	\$57.8K	\$132K	\$172K	\$98K	\$115K	\$111K	\$178K	\$168K	\$140K	\$137K
Med Sales Price as a % of Med List Price	94%	88%	91%	85%	95%	96%	96%	100%	93%	99%	91%	97%	98%

## 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



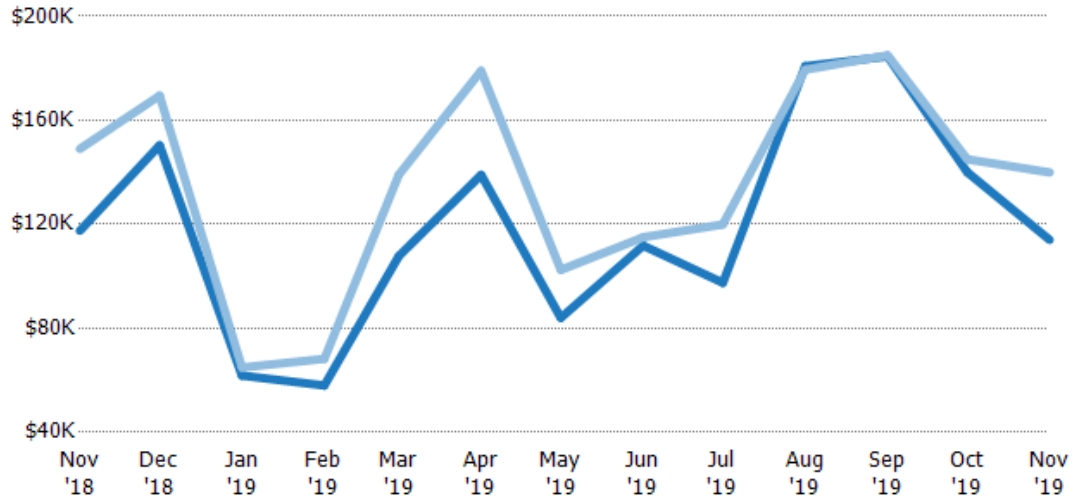
	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Avg Est Value	\$120K	\$189K	\$64.4K	\$62.3K	\$108K	\$136K	\$99.3K	\$111K	\$113K	\$198K	\$175K	\$159K	\$132K
Avg Sales Price	\$178K	\$208K	\$64.6K	\$130K	\$172K	\$175K	\$106K	\$105K	\$144K	\$183K	\$187K	\$182K	\$142K
Avg Sales Price as a % of Avg Est Value	148%	110%	100%	209%	159%	129%	107%	94%	127%	92%	107%	115%	107%

## 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



	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Median Est Value	\$118K	\$150K	\$61.8K	\$58K	\$108K	\$139K	\$84K	\$112K	\$97.5K	\$181K	\$185K	\$140K	\$114K
Median Sales Price	\$149K	\$170K	\$64.9K	\$68.3K	\$139K	\$179K	\$102K	\$115K	\$120K	\$179K	\$185K	\$145K	\$140K
Med Sales Price as a % of Med Est Value	127%	113%	105%	118%	129%	129%	122%	103%	123%	99%	100%	104%	123%