

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	Oct 2019	Oct 2018	+ / -	YTD 2019	YTD 2018	+ / -
Listing Activity Charts Metrics						
New Listing Count	10	13	-23.1%	123	129	-4.7%
New Listing Volume	\$1,115,100	\$2,279,600	-51.1%	\$19,043,440	\$22,381,490	-14.9%
Active Listing Count	96	95	+1.1%	N/A	N/A	
Active Listing Volume	\$15,263,940	\$17,901,240	-14.7%	N/A	N/A	
Average Listing Price	\$158,999	\$188,434	-15.6%	\$170,514	\$176,147	-3.2%
Median Listing Price	\$134,450	\$145,000	-7.3%	\$136,309	\$142,069	-4.1%
Median Days in RPR	133.5	139	-4%	156.73	140.3	+11.7%
Months of Inventory	10.7	23.8	-55.1%	11.4	12.4	-8.2%
Absorption Rate	9.38%	4.21%	+5.2%	8.76%	8.04%	+0.7%
Sales Activity Charts Metrics						
New Pending Sales Count	14	8	+75%	91	89	+2.2%
New Pending Sales Volume	\$2,154,800	\$930,900	+131.5%	\$14,289,550	\$12,649,129	+13%
Pending Sales Count	22	14	+57.1%	N/A	N/A	
Pending Sales Volume	\$3,105,600	\$2,258,400	+37.5%	N/A	N/A	
Closed Sales Count	9	10	-10%	62	77	-19.5%
Closed Sales Volume	\$1,548,150	\$944,750	+63.9%	\$9,043,509	\$10,243,697	-11.7%
Average Sales Price	\$172,017	\$94,475	+82.1%	\$145,863	\$133,035	+9.6%
Median Sales Price	\$140,000	\$90,000	+55.6%	\$133,114	\$133,325	-0.2%

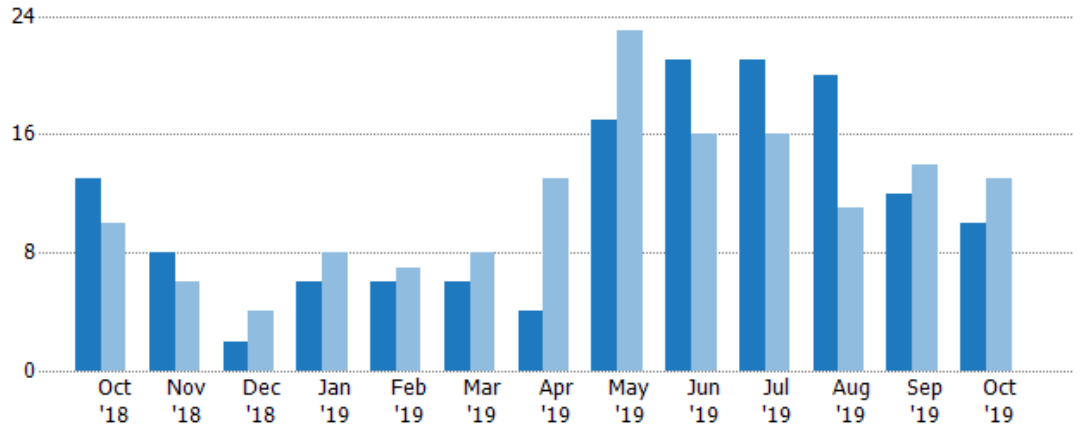
New Listings

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

Month/Year	Count	% Chg.
Oct '19	10	-23.1%
Oct '18	13	30%
Oct '17	10	50%



Current Year	13	8	2	6	6	6	4	17	21	21	20	12	10
Prior Year	10	6	4	8	7	8	13	23	16	16	11	14	13
Percent Change from Prior Year	30%	33%	-50%	-25%	-14%	-25%	-69%	-26%	31%	31%	82%	-14%	-23%

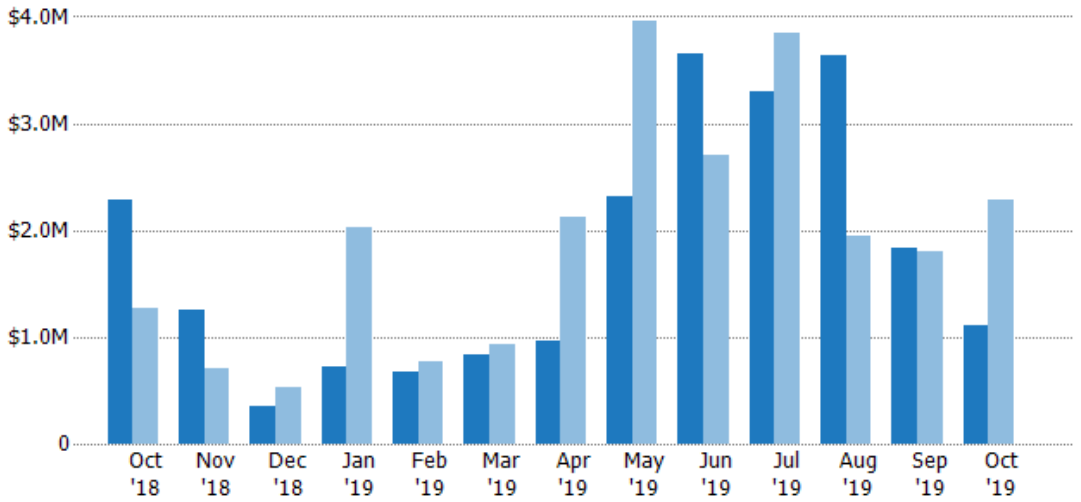
New Listing Volume

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.
Oct '19	\$1.12M	-51.1%
Oct '18	\$2.28M	80.5%
Oct '17	\$1.26M	63.1%



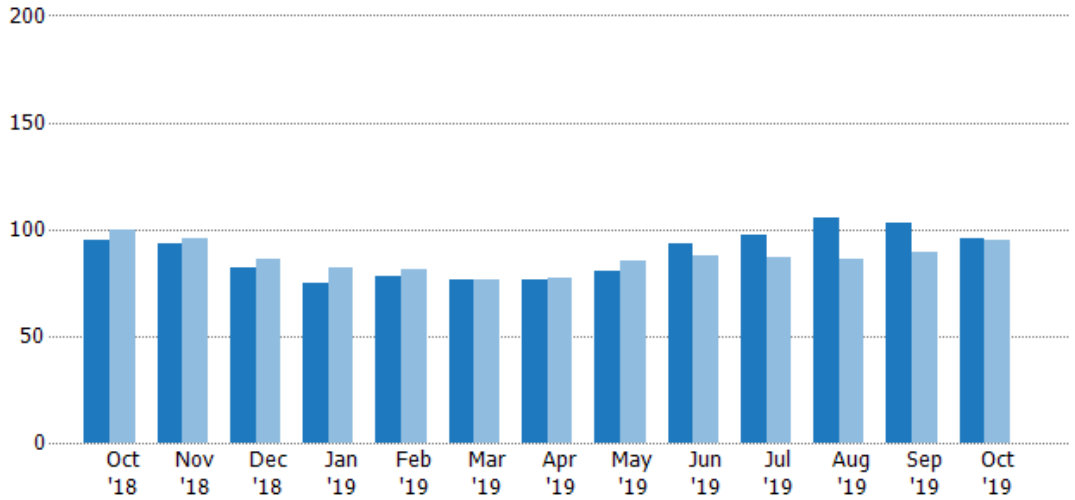
Current Year	\$2.28M	\$1.26M	\$345K	\$727K	\$676K	\$835K	\$957K	\$2.31M	\$3.65M	\$3.31M	\$3.63M	\$1.83M	\$1.12M
Prior Year	\$1.26M	\$710K	\$528K	\$2.03M	\$775K	\$927K	\$2.12M	\$3.96M	\$2.7M	\$3.84M	\$1.95M	\$1.8M	\$2.28M
Percent Change from Prior Year	80%	77%	-35%	-64%	-13%	-10%	-55%	-42%	35%	-14%	87%	1%	-51%

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



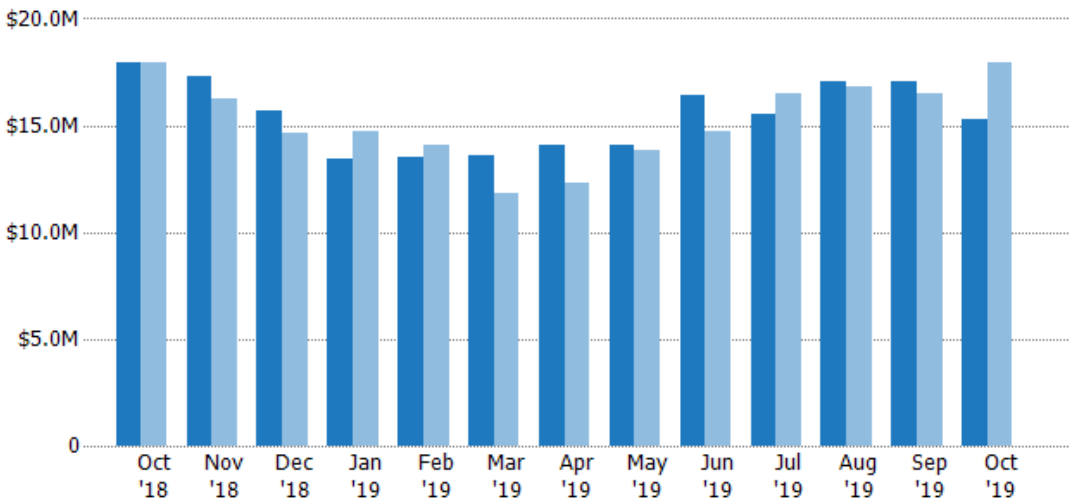
	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19
Current Year	95	93	82	75	78	76	76	80	93	97	105	103	96
Prior Year	100	96	86	82	81	76	77	85	88	87	86	89	95
Percent Change from Prior Year	-5%	-3%	-5%	-9%	-4%	0%	-1%	-6%	6%	11%	22%	16%	1%

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



	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19
Current Year	\$17.9M	\$17.3M	\$15.7M	\$13.4M	\$13.5M	\$13.6M	\$14.1M	\$14M	\$16.4M	\$15.5M	\$17M	\$17.1M	\$15.3M
Prior Year	\$17.9M	\$16.2M	\$14.7M	\$14.7M	\$14.1M	\$11.8M	\$12.3M	\$13.8M	\$14.7M	\$16.5M	\$16.8M	\$16.5M	\$17.9M
Percent Change from Prior Year	0%	7%	7%	-9%	-4%	15%	14%	1%	12%	-6%	1%	4%	-15%

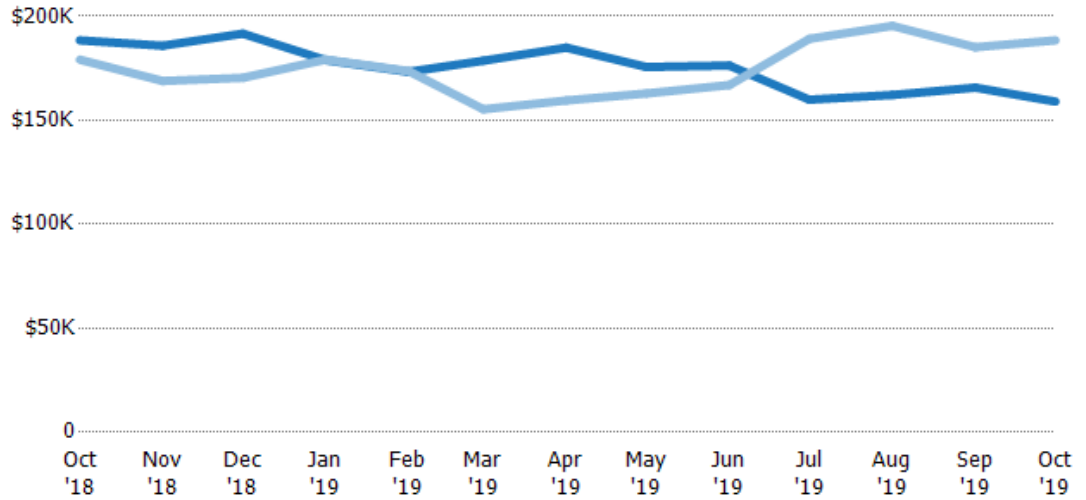
Average Listing Price

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

Month/ Year	Price	% Chg.
Oct '19	\$159K	-15.6%
Oct '18	\$188K	5.2%
Oct '17	\$179K	-7.9%



Current Year	\$188K	\$186K	\$192K	\$179K	\$173K	\$179K	\$185K	\$176K	\$176K	\$160K	\$162K	\$166K	\$159K
Prior Year	\$179K	\$169K	\$170K	\$179K	\$174K	\$155K	\$160K	\$163K	\$167K	\$189K	\$195K	\$185K	\$188K
Percent Change from Prior Year	5%	10%	12%	0%	0%	15%	16%	8%	6%	-15%	-17%	-11%	-16%

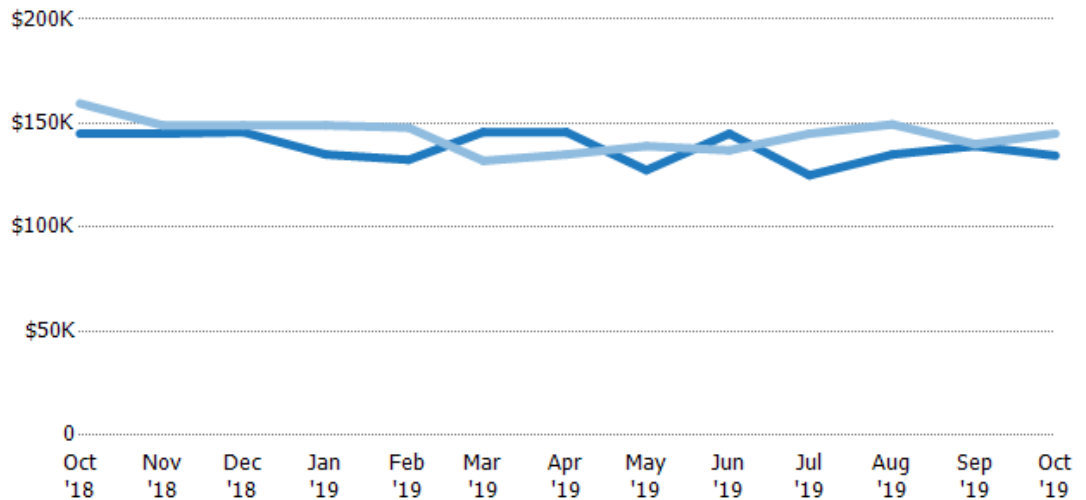
Median Listing Price

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

Month/ Year	Price	% Chg.
Oct '19	\$134K	-7.3%
Oct '18	\$145K	-9.1%
Oct '17	\$160K	-15.4%



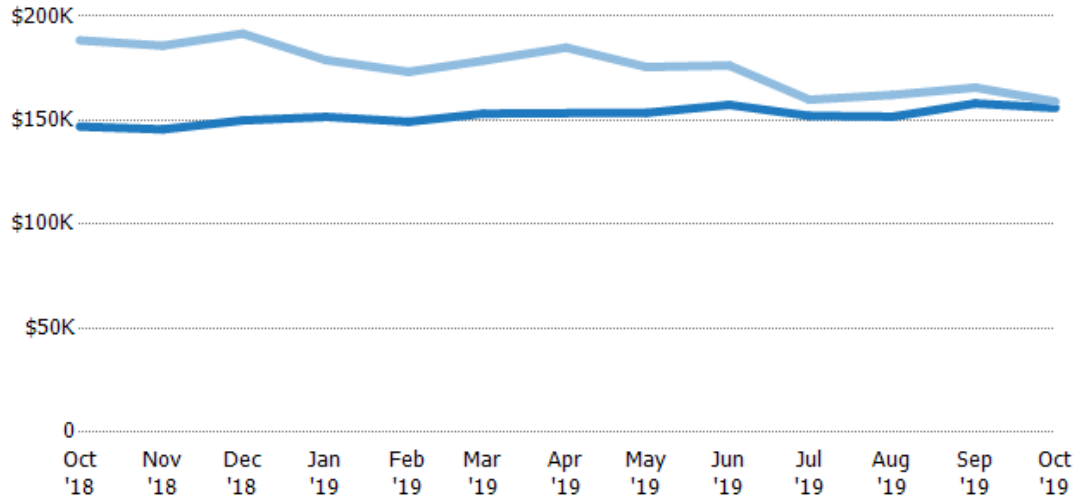
Current Year	\$145K	\$145K	\$146K	\$135K	\$132K	\$146K	\$146K	\$127K	\$145K	\$125K	\$135K	\$139K	\$134K
Prior Year	\$160K	\$149K	\$149K	\$149K	\$148K	\$132K	\$135K	\$139K	\$137K	\$145K	\$149K	\$140K	\$145K
Percent Change from Prior Year	-9%	-3%	-2%	-9%	-10%	10%	8%	-8%	6%	-14%	-10%	-1%	-7%

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



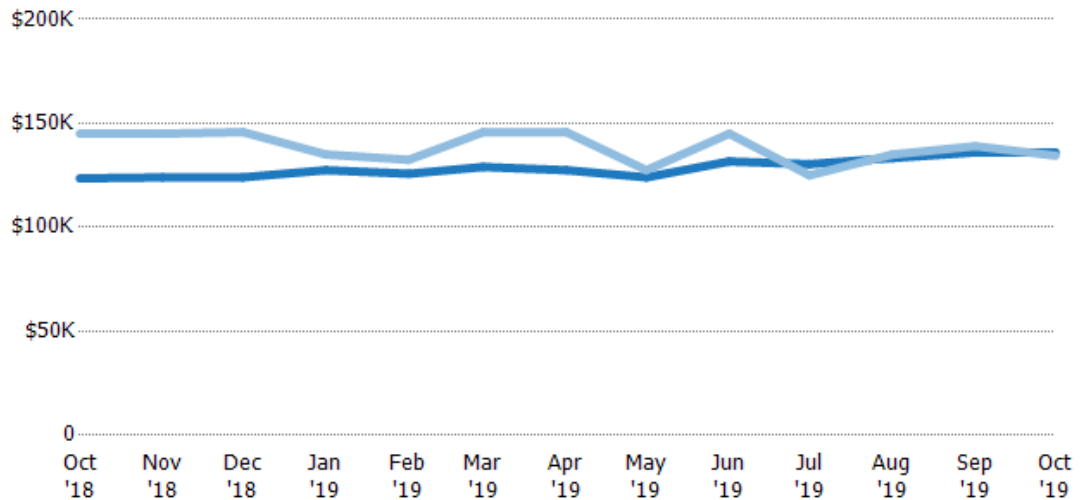
	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19
Avg Est Value	\$147K	\$146K	\$150K	\$152K	\$149K	\$153K	\$153K	\$154K	\$157K	\$152K	\$152K	\$158K	\$156K
Avg Listing Price	\$188K	\$186K	\$192K	\$179K	\$173K	\$179K	\$185K	\$176K	\$176K	\$160K	\$162K	\$166K	\$159K
Avg Listing Price as a % of Avg Est Value	128%	128%	128%	118%	116%	117%	121%	114%	112%	105%	107%	105%	102%

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



	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19
Median Est Value	\$124K	\$124K	\$124K	\$127K	\$126K	\$129K	\$127K	\$124K	\$132K	\$130K	\$133K	\$136K	\$136K
Median Listing Price	\$145K	\$145K	\$146K	\$135K	\$132K	\$146K	\$146K	\$127K	\$145K	\$125K	\$135K	\$139K	\$134K
Med Listing Price as a % of Med Est Value	117%	117%	118%	106%	105%	113%	114%	103%	110%	96%	101%	102%	99%

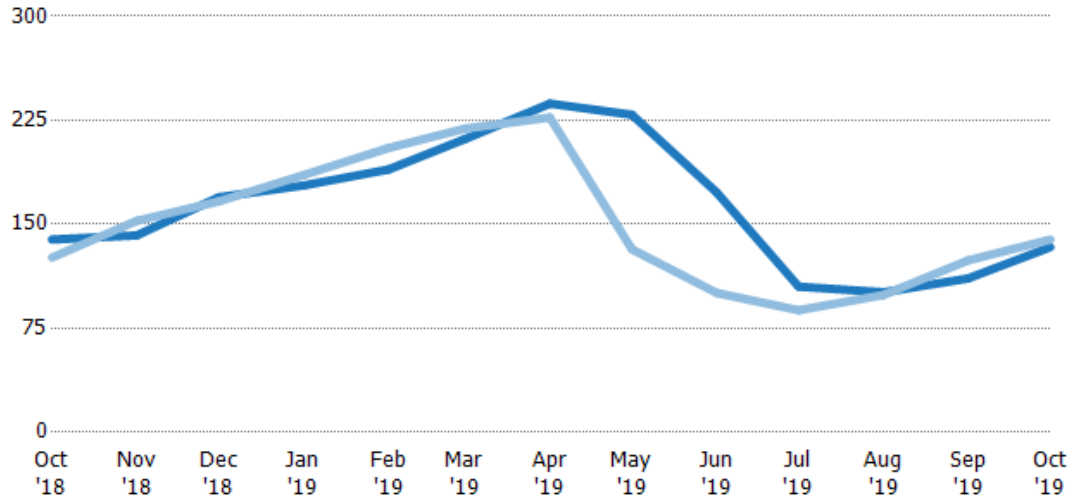
Median Days in RPR

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.
Oct '19	134	-4%
Oct '18	139	10.3%
Oct '17	126	11.1%



Current Year	139	142	170	178	190	212	237	229	173	105	101	111	134
Prior Year	126	153	167	186	205	219	227	132	101	88	99	124	139
Percent Change from Prior Year	10%	-7%	2%	-4%	-8%	-3%	4%	73%	72%	19%	2%	-10%	-4%

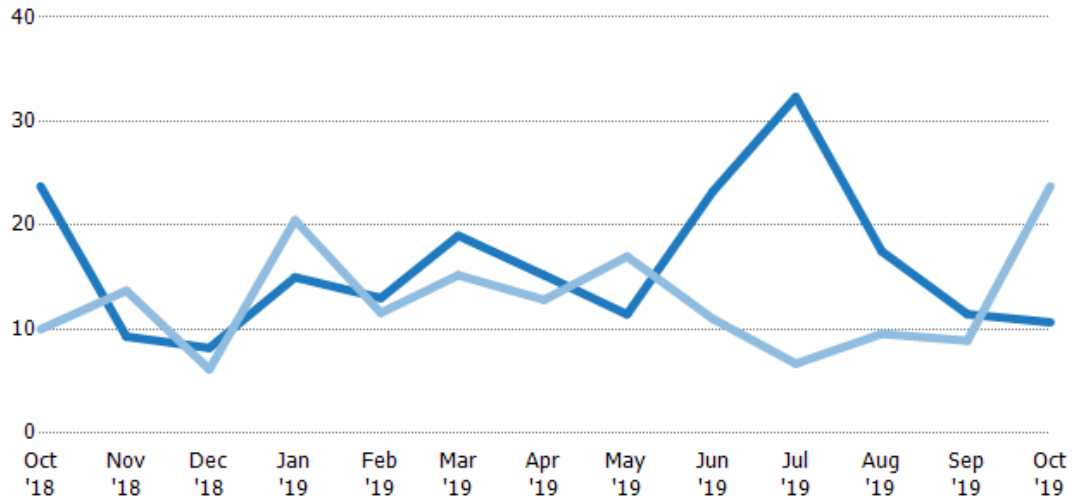
Months of Inventory

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.
Oct '19	10.7	-55.1%
Oct '18	23.8	137.5%
Oct '17	10	86%



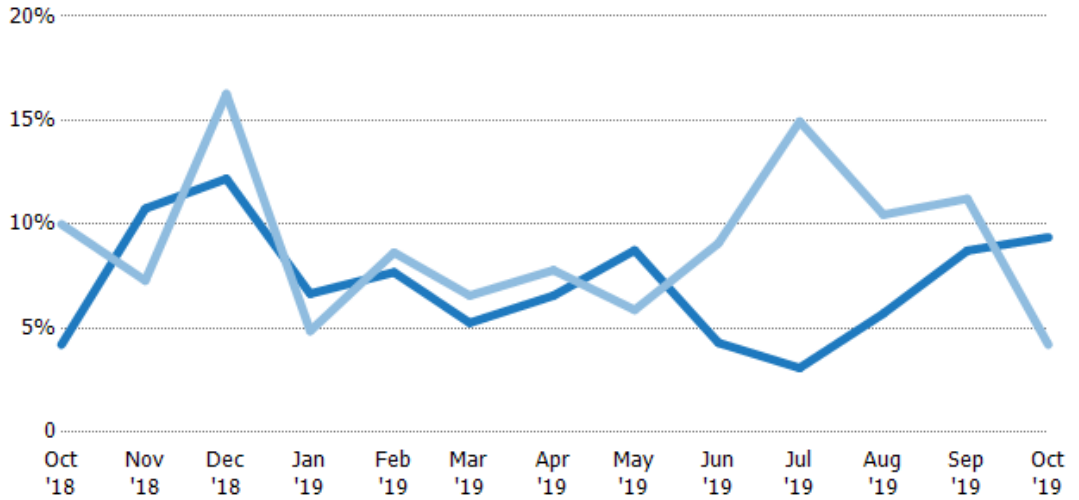
Current Year	23.8	9.3	8.2	15	13	19	15.2	11.4	23.3	32.3	17.5	11.4	10.7
Prior Year	10	13.7	6.14	20.5	11.6	15.2	12.8	17	11	6.69	9.56	8.9	23.8
Percent Change from Prior Year	138%	-32%	33%	-27%	12%	25%	18%	-33%	111%	383%	83%	29%	-55%

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.
Oct '19	9%	-5.2%
Oct '18	4%	5.8%
Oct '17	10%	-46.3%

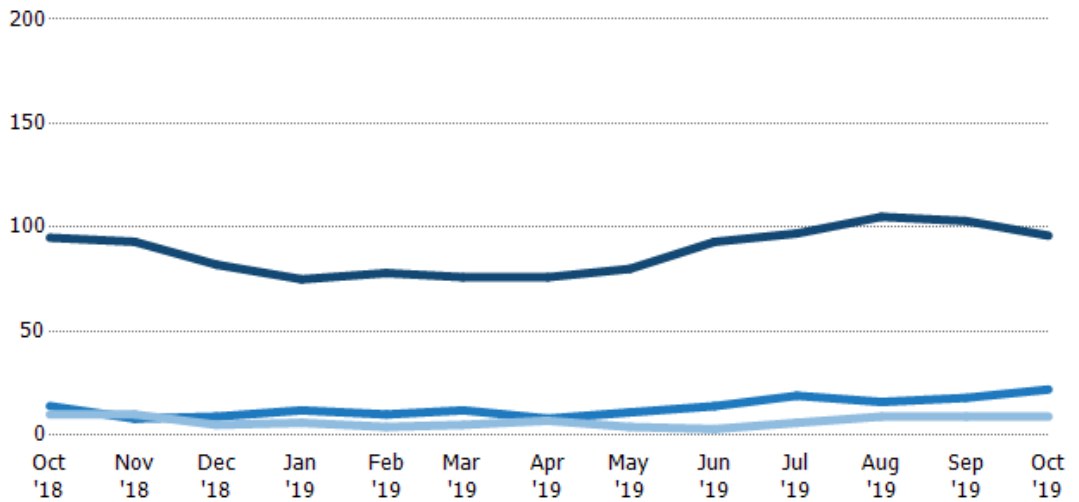
	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19
Current Year	4%	11%	12%	7%	8%	5%	7%	9%	4%	3%	6%	9%	9%
Prior Year	10%	7%	16%	5%	9%	7%	8%	6%	9%	15%	10%	11%	4%
Change from Prior Year	6%	-3%	4%	-2%	1%	1%	1%	-3%	5%	12%	5%	3%	-5%

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



	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19
Active	95	93	82	75	78	76	76	80	93	97	105	103	96
Pending	14	8	9	12	10	12	8	11	14	19	16	18	22
Sold	10	10	5	6	4	5	7	4	3	6	9	9	9

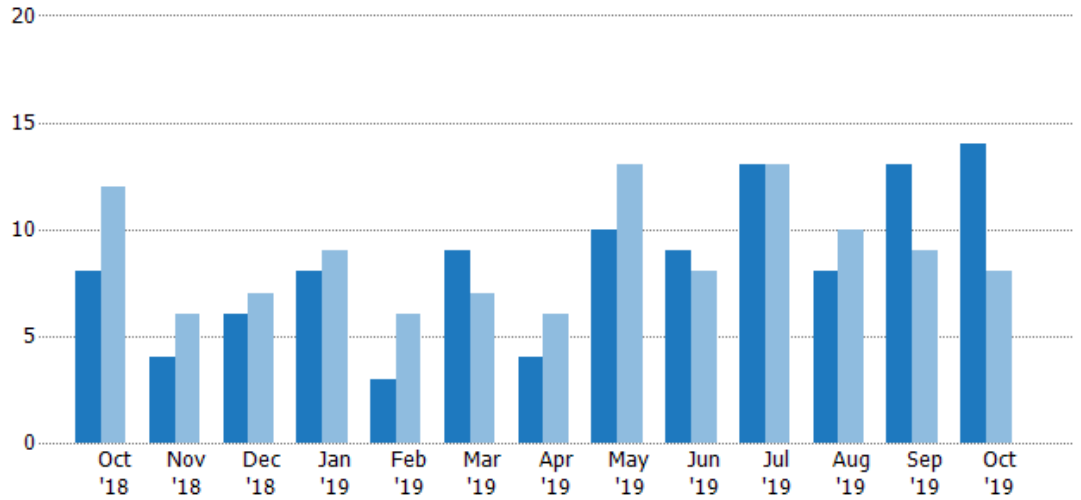
New Pending Sales

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.
Oct '19	14	75%
Oct '18	8	-33.3%
Oct '17	12	-58.3%



	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19
Current Year	8	4	6	8	3	9	4	10	9	13	8	13	14
Prior Year	12	6	7	9	6	7	6	13	8	13	10	9	8
Percent Change from Prior Year	-33%	-33%	-14%	-11%	-50%	29%	-33%	-23%	13%	0%	-20%	44%	75%

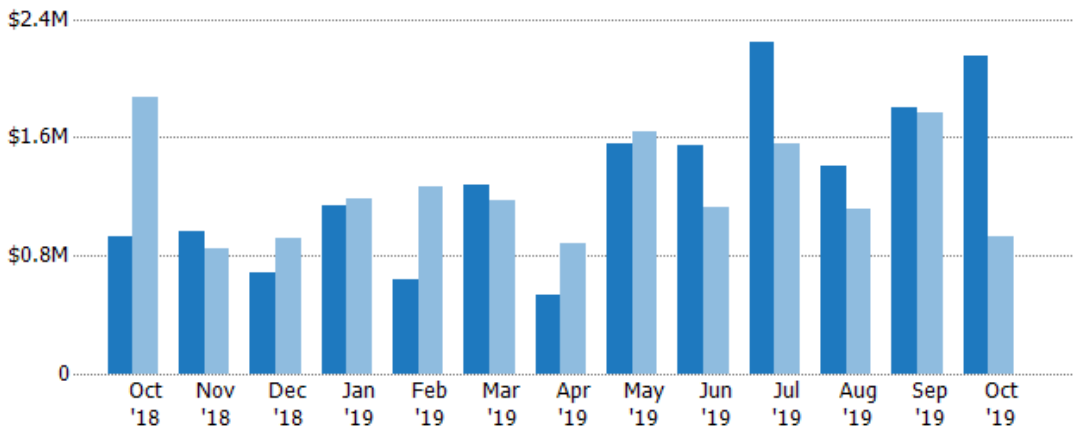
New Pending Sales Volume

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

Month/Year	Volume	% Chg.
Oct '19	\$2.15M	131.5%
Oct '18	\$931K	-50.1%
Oct '17	\$1.87M	-40.7%



	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19
Current Year	\$931K	\$967K	\$683K	\$1.13M	\$639K	\$1.28M	\$535K	\$1.55M	\$1.55M	\$2.24M	\$1.4M	\$1.81M	\$2.15M
Prior Year	\$1.87M	\$847K	\$921K	\$1.19M	\$1.27M	\$1.18M	\$882K	\$1.64M	\$1.12M	\$1.56M	\$1.11M	\$1.77M	\$931K
Percent Change from Prior Year	-50%	14%	-26%	-5%	-50%	8%	-39%	-5%	38%	44%	26%	2%	131%

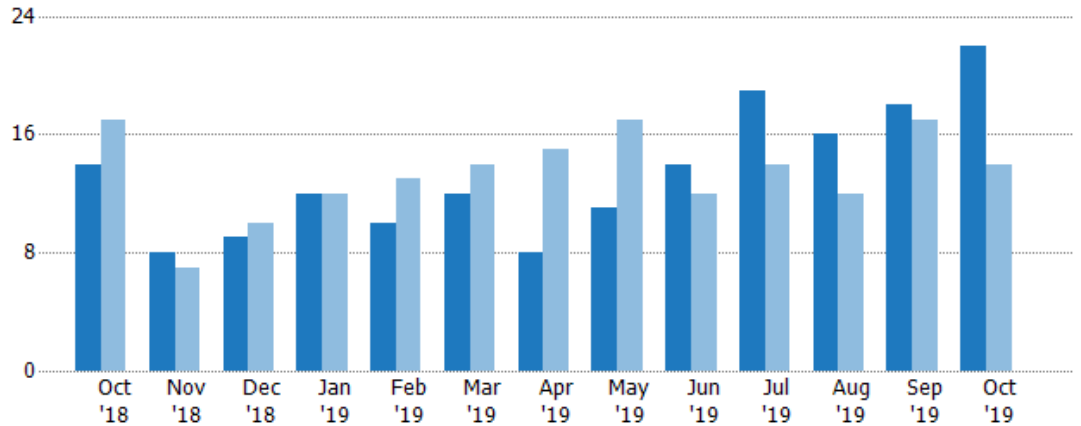
Pending Sales

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.
Oct '19	22	57.1%
Oct '18	14	-17.6%
Oct '17	17	-23.5%



	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19
Current Year	14	8	9	12	10	12	8	11	14	19	16	18	22
Prior Year	17	7	10	12	13	14	15	17	12	14	12	17	14
Percent Change from Prior Year	-18%	14%	-10%	0%	-23%	-14%	-47%	-35%	17%	36%	33%	6%	57%

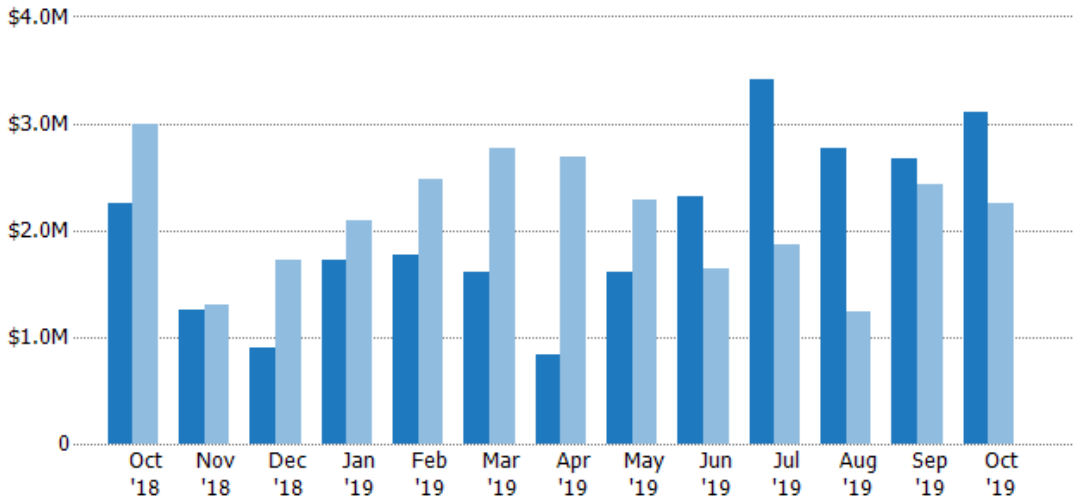
Pending Sales Volume

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.
Oct '19	\$3.11M	37.5%
Oct '18	\$2.26M	-24.4%
Oct '17	\$2.99M	-13.8%



	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19
Current Year	\$2.26M	\$1.26M	\$899K	\$1.72M	\$1.76M	\$1.6M	\$827K	\$1.61M	\$2.31M	\$3.41M	\$2.77M	\$2.66M	\$3.11M
Prior Year	\$2.99M	\$1.31M	\$1.71M	\$2.08M	\$2.48M	\$2.77M	\$2.68M	\$2.29M	\$1.65M	\$1.86M	\$1.23M	\$2.43M	\$2.26M
Percent Change from Prior Year	-24%	-4%	-48%	-17%	-29%	-42%	-69%	-30%	41%	83%	125%	10%	38%

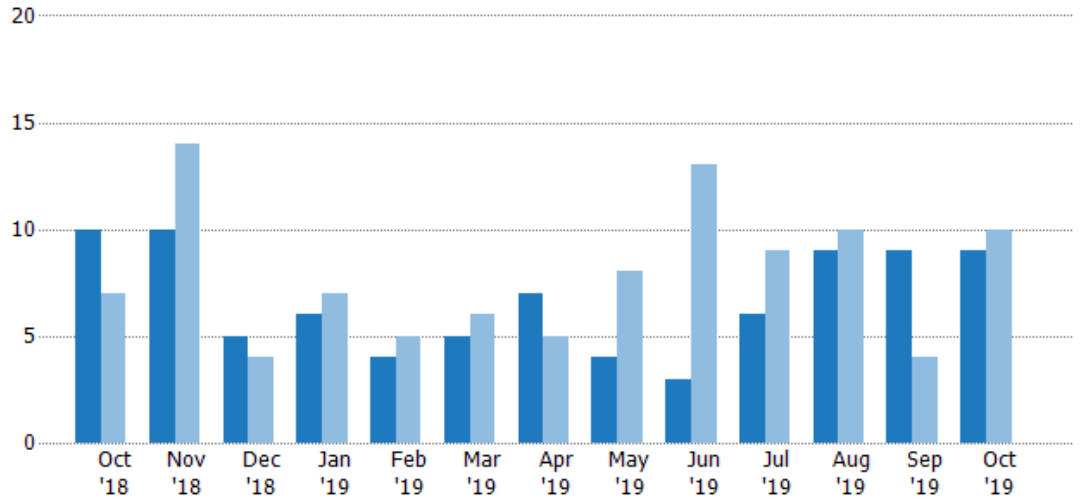
Closed Sales

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.
Oct '19	9	-10%
Oct '18	10	42.9%
Oct '17	7	-28.6%



	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19
Current Year	10	10	5	6	4	5	7	4	3	6	9	9	9
Prior Year	7	14	4	7	5	6	5	8	13	9	10	4	10
Percent Change from Prior Year	43%	-29%	25%	-14%	-20%	-17%	40%	-50%	-77%	-33%	-10%	125%	-10%

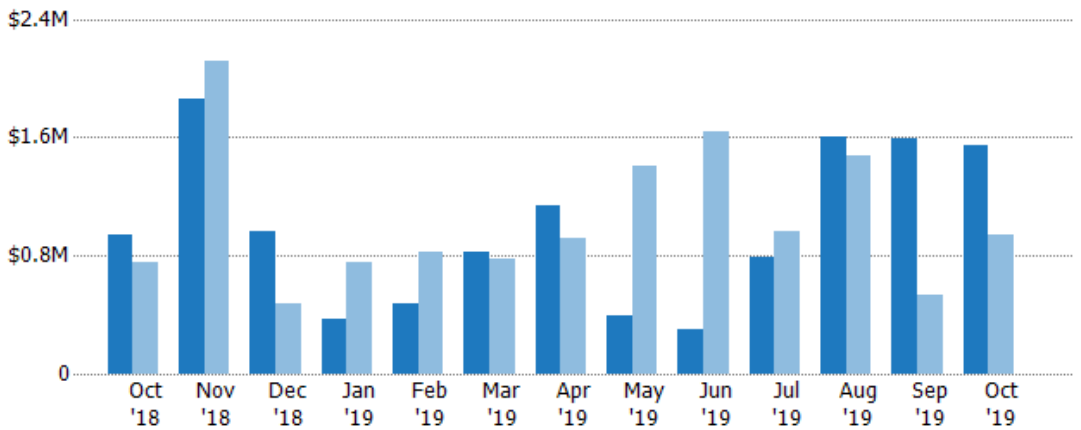
Closed Sales Volume

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.
Oct '19	\$1.55M	63.9%
Oct '18	\$945K	24.6%
Oct '17	\$758K	-17.6%



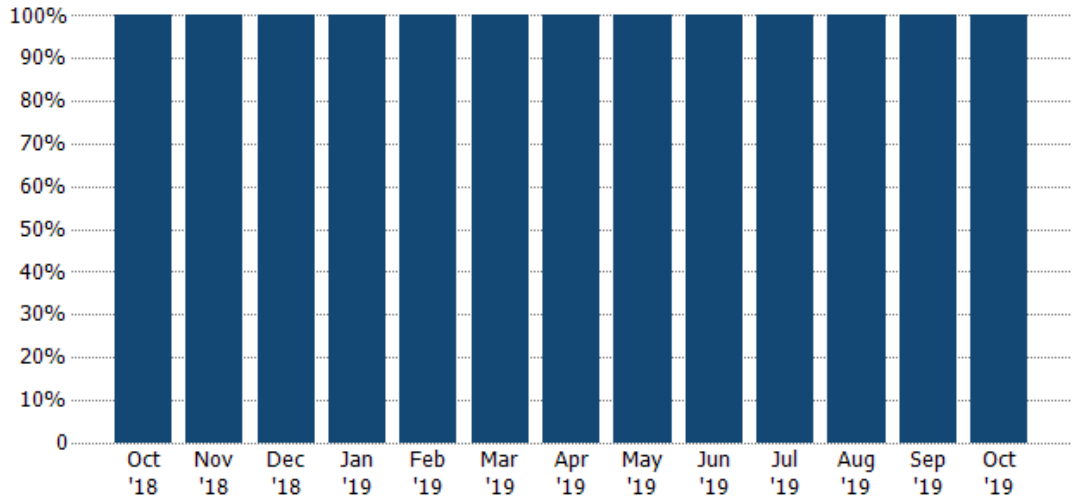
	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19
Current Year	\$945K	\$1.86M	\$959K	\$370K	\$475K	\$825K	\$1.14M	\$399K	\$295K	\$795K	\$1.6M	\$1.59M	\$1.55M
Prior Year	\$758K	\$2.12M	\$474K	\$760K	\$829K	\$780K	\$918K	\$1.4M	\$1.63M	\$964K	\$1.47M	\$537K	\$945K
Percent Change from Prior Year	25%	-12%	102%	-51%	-43%	6%	25%	-72%	-82%	-18%	9%	196%	64%

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



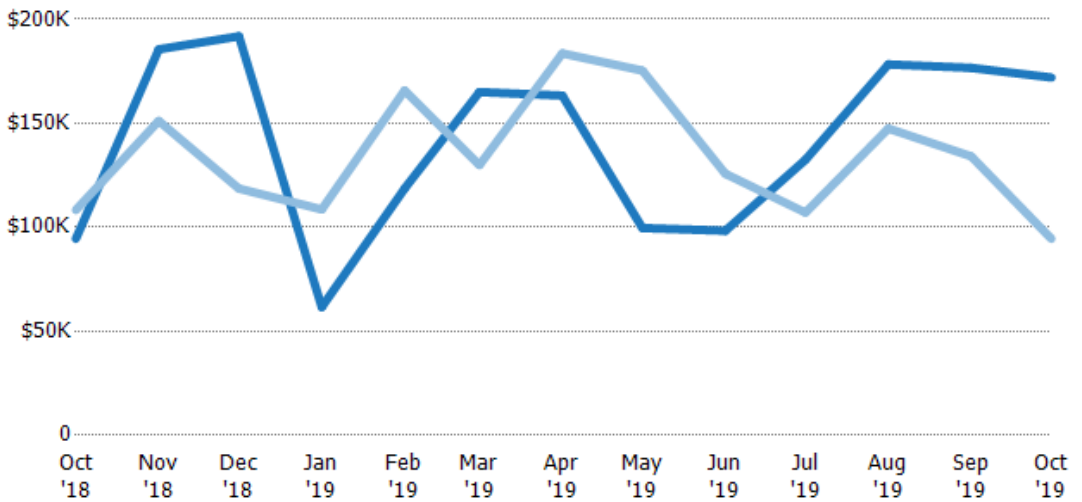
Single Family Residence	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
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Average Sales Price

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



Current Year	\$94.5K	\$186K	\$192K	\$61.7K	\$119K	\$165K	\$163K	\$100K	\$98.3K	\$132K	\$178K	\$177K	\$172K
Prior Year	\$108K	\$151K	\$119K	\$109K	\$166K	\$130K	\$184K	\$175K	\$126K	\$107K	\$147K	\$134K	\$94.5K
Percent Change from Prior Year	-13%	23%	62%	-43%	-28%	27%	-11%	-43%	-22%	24%	21%	32%	82%

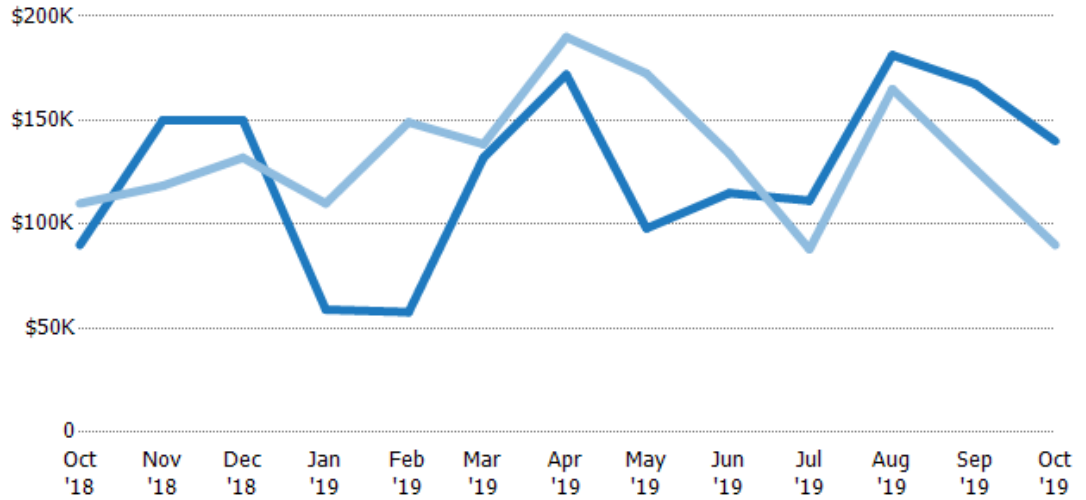
Median Sales Price

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.
Oct '19	\$140K	55.6%
Oct '18	\$90K	-18.2%
Oct '17	\$110K	-9.5%



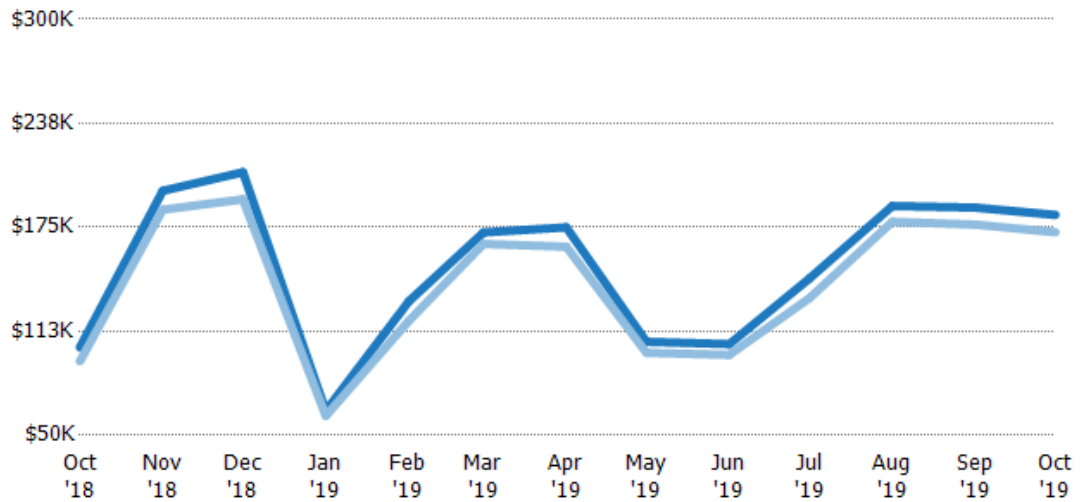
Current Year	\$90K	\$150K	\$150K	\$59K	\$57.8K	\$132K	\$172K	\$98K	\$115K	\$111K	\$181K	\$168K	\$140K
Prior Year	\$110K	\$119K	\$132K	\$110K	\$149K	\$139K	\$190K	\$173K	\$134K	\$88K	\$165K	\$127K	\$90K
Percent Change from Prior Year	-18%	27%	14%	-46%	-61%	-5%	-9%	-43%	-14%	27%	10%	32%	56%

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



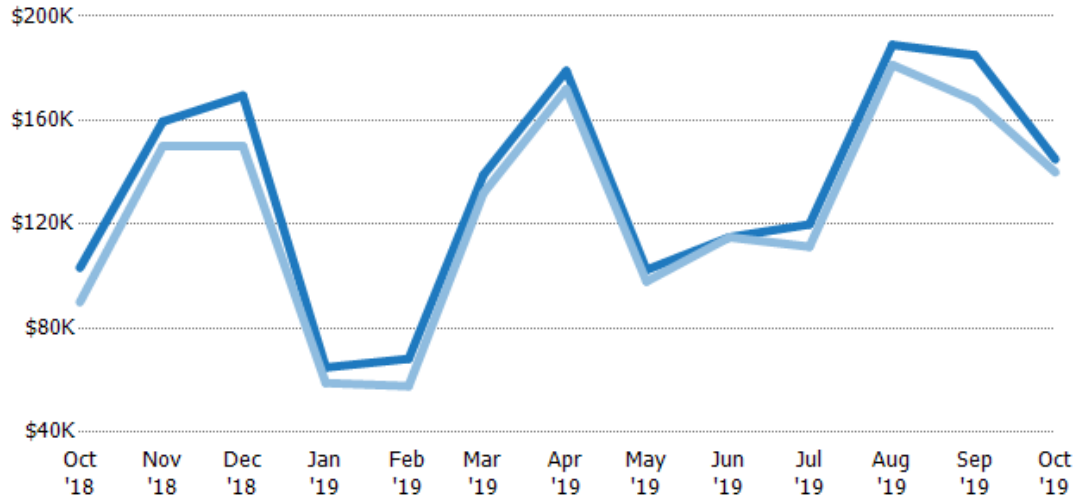
Avg List Price	\$103K	\$197K	\$208K	\$64.6K	\$130K	\$172K	\$175K	\$106K	\$105K	\$144K	\$188K	\$187K	\$182K
Avg Sales Price	\$94.5K	\$186K	\$192K	\$61.7K	\$119K	\$165K	\$163K	\$100K	\$98.3K	\$132K	\$178K	\$177K	\$172K
Avg Sales Price as a % of Avg List Price	92%	94%	92%	95%	91%	96%	93%	94%	94%	92%	95%	95%	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



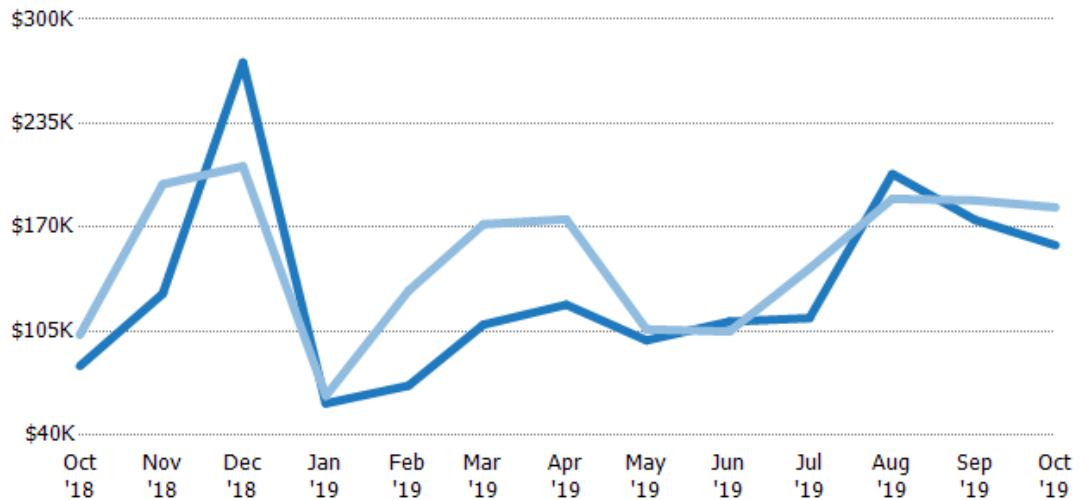
Median List Price	\$103K	\$160K	\$170K	\$64.9K	\$68.3K	\$139K	\$179K	\$102K	\$115K	\$120K	\$189K	\$185K	\$145K
Median Sales Price	\$90K	\$150K	\$150K	\$59K	\$57.8K	\$132K	\$172K	\$98K	\$115K	\$111K	\$181K	\$168K	\$140K
Med Sales Price as a % of Med List Price	87%	94%	88%	91%	85%	95%	96%	96%	100%	93%	96%	91%	97%

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



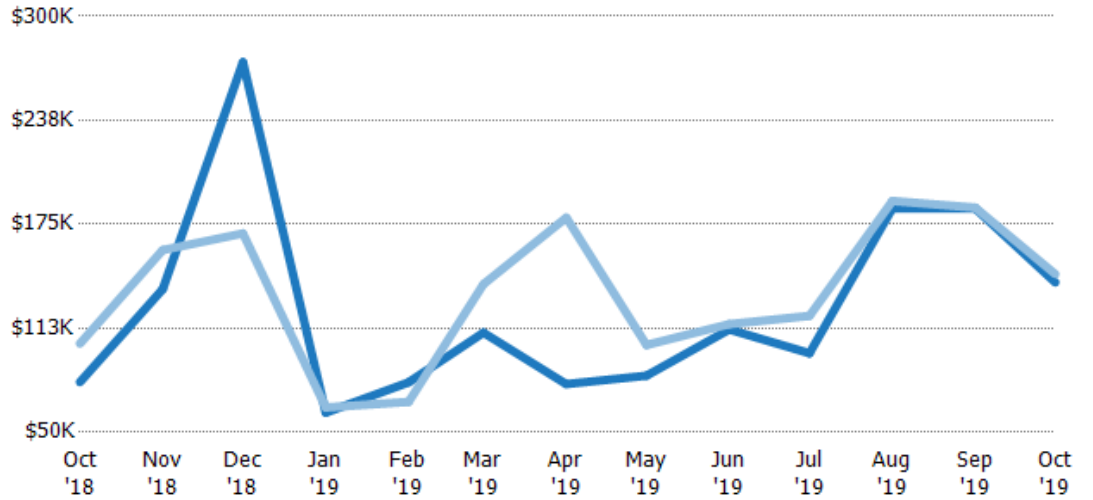
Avg Est Value	\$83.3K	\$128K	\$273K	\$59.9K	\$71K	\$109K	\$122K	\$99.3K	\$111K	\$113K	\$203K	\$175K	\$159K
Avg Sales Price	\$103K	\$197K	\$208K	\$64.6K	\$130K	\$172K	\$175K	\$106K	\$105K	\$144K	\$188K	\$187K	\$182K
Avg Sales Price as a % of Avg Est Value	123%	153%	76%	108%	184%	158%	144%	107%	94%	127%	92%	107%	115%

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



	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19
Median Est Value	\$80.1K	\$136K	\$272K	\$61.8K	\$80K	\$110K	\$79K	\$84K	\$112K	\$97.5K	\$185K	\$185K	\$140K
Median Sales Price	\$103K	\$160K	\$170K	\$64.9K	\$68.3K	\$139K	\$179K	\$102K	\$115K	\$120K	\$189K	\$185K	\$145K
Med Sales Price as a % of Med Est Value	129%	117%	62%	105%	85%	127%	227%	122%	103%	123%	102%	100%	104%