

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	Sep 2019	Sep 2018	+ / -	YTD 2019	YTD 2018	+ / -
Listing Activity Charts Metrics						
New Listing Count	12	14	-14.3%	113	116	-2.6%
New Listing Volume	\$1,829,650	\$1,804,600	+1.4%	\$17,928,340	\$20,101,890	-10.8%
Active Listing Count	103	89	+15.7%	N/A	N/A	
Active Listing Volume	\$17,066,840	\$16,477,540	+3.6%	N/A	N/A	
Average Listing Price	\$165,697	\$185,141	-10.5%	\$171,926	\$174,592	-1.5%
Median Listing Price	\$139,000	\$139,950	-0.7%	\$136,537	\$141,698	-3.6%
Median Days in RPR	111	124	-10.5%	160.67	140.49	+14.4%
Months of Inventory	11.4	8.9	+28.6%	11.7	12.3	-5.1%
Absorption Rate	8.74%	11.24%	-2.5%	8.56%	8.12%	+0.4%
Sales Activity Charts Metrics						
New Pending Sales Count	13	9	+44.4%	77	81	-4.9%
New Pending Sales Volume	\$1,805,800	\$1,769,900	+2%	\$12,134,750	\$11,718,229	+3.6%
Pending Sales Count	18	17	+5.9%	N/A	N/A	
Pending Sales Volume	\$2,662,800	\$2,430,200	+9.6%	N/A	N/A	
Closed Sales Count	9	4	+125%	53	67	-20.9%
Closed Sales Volume	\$1,589,750	\$536,500	+196.3%	\$7,495,359	\$9,298,947	-19.4%
Average Sales Price	\$176,639	\$134,125	+31.7%	\$141,422	\$138,790	+1.9%
Median Sales Price	\$167,500	\$126,500	+32.4%	\$131,945	\$139,791	-5.6%

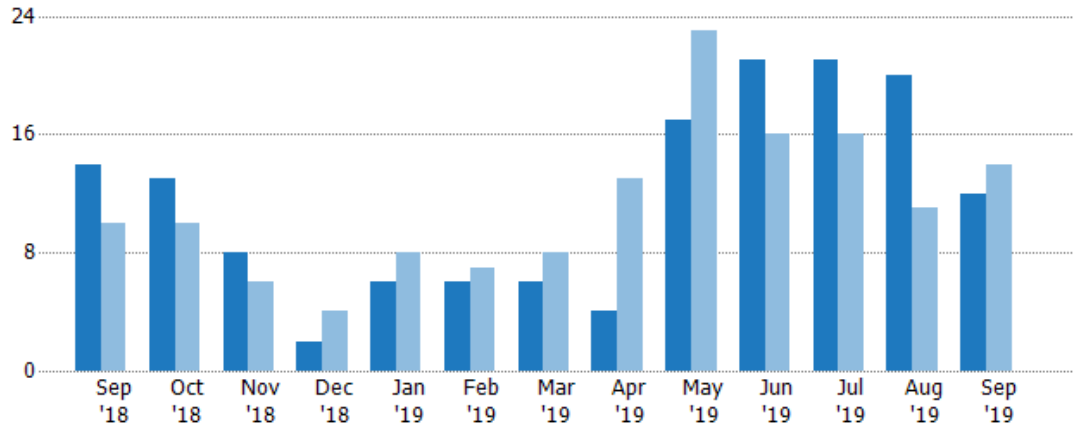
New Listings

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.
Sep '19	12	-14.3%
Sep '18	14	40%
Sep '17	10	-10%



Current Year	14	13	8	2	6	6	6	4	17	21	21	20	12
Prior Year	10	10	6	4	8	7	8	13	23	16	16	11	14
Percent Change from Prior Year	40%	30%	33%	-50%	-25%	-14%	-25%	-69%	-26%	31%	31%	82%	-14%

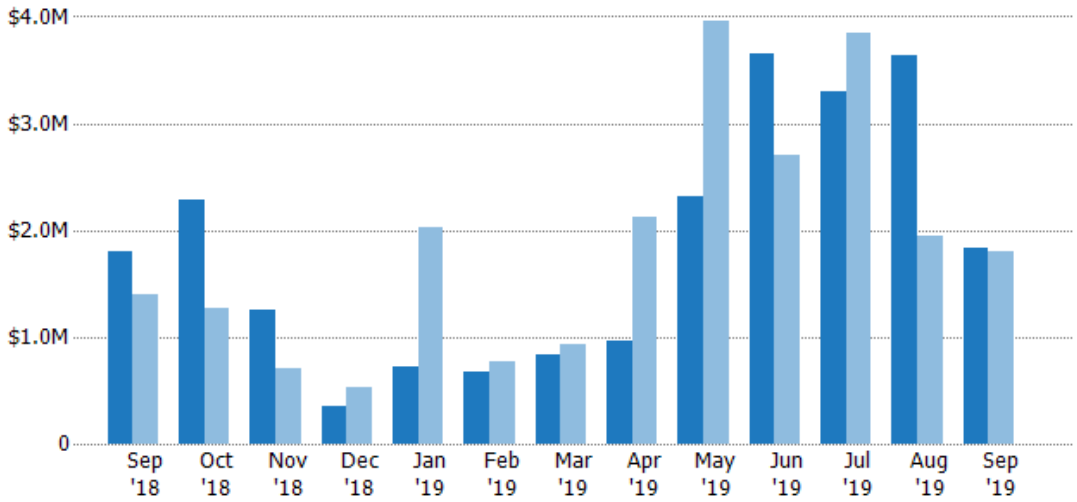
New Listing Volume

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.
Sep '19	\$1.83M	1.4%
Sep '18	\$1.8M	28.5%
Sep '17	\$1.4M	-11%



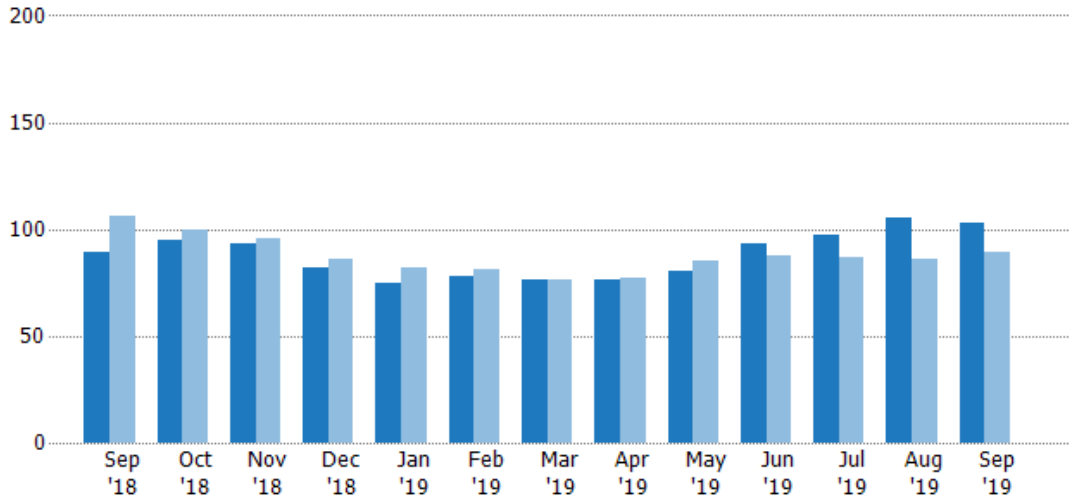
Current Year	\$1.8M	\$2.28M	\$1.26M	\$345K	\$727K	\$676K	\$835K	\$957K	\$2.31M	\$3.65M	\$3.31M	\$3.63M	\$1.83M
Prior Year	\$1.4M	\$1.26M	\$710K	\$528K	\$2.03M	\$775K	\$927K	\$2.12M	\$3.96M	\$2.7M	\$3.84M	\$1.95M	\$1.8M
Percent Change from Prior Year	29%	80%	77%	-35%	-64%	-13%	-10%	-55%	-42%	35%	-14%	87%	1%

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



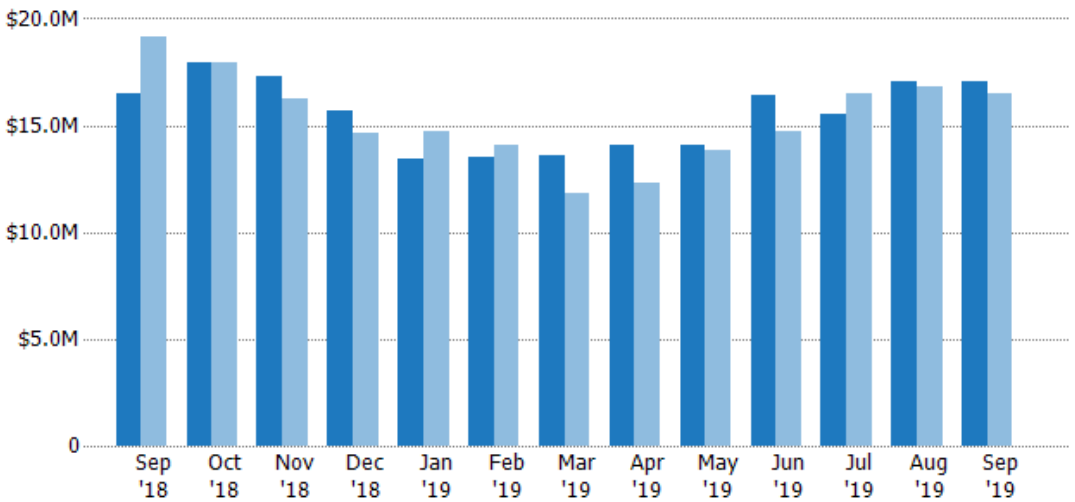
	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19
Current Year	89	95	93	82	75	78	76	76	80	93	97	105	103
Prior Year	106	100	96	86	82	81	76	77	85	88	87	86	89
Percent Change from Prior Year	-16%	-5%	-3%	-5%	-9%	-4%	0%	-1%	-6%	6%	11%	22%	16%

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



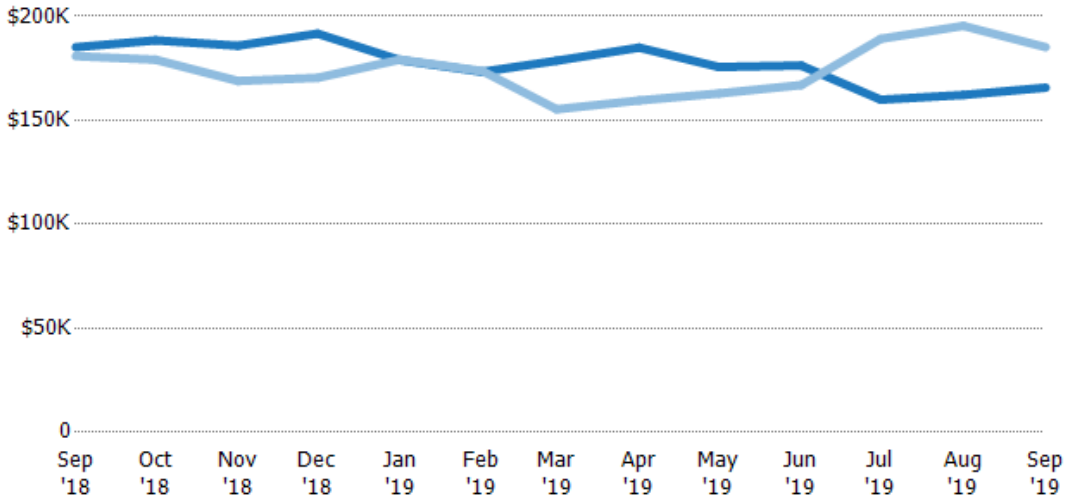
	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19
Current Year	\$16.5M	\$17.9M	\$17.3M	\$15.7M	\$13.4M	\$13.5M	\$13.6M	\$14.1M	\$14M	\$16.4M	\$15.5M	\$17M	\$17.1M
Prior Year	\$19.2M	\$17.9M	\$16.2M	\$14.7M	\$14.7M	\$14.1M	\$11.8M	\$12.3M	\$13.8M	\$14.7M	\$16.5M	\$16.8M	\$16.5M
Percent Change from Prior Year	-14%	0%	7%	7%	-9%	-4%	15%	14%	1%	12%	-6%	1%	4%

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



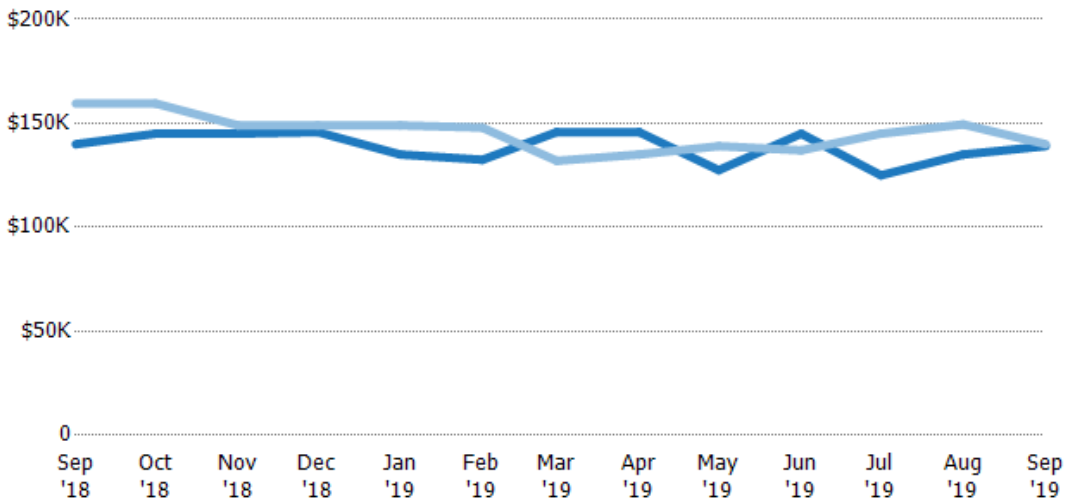
	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	
Current Year	\$185K	\$188K	\$186K	\$192K	\$179K	\$173K	\$179K	\$185K	\$176K	\$176K	\$160K	\$162K	\$166K	
Prior Year	\$181K	\$179K	\$169K	\$170K	\$179K	\$174K	\$155K	\$160K	\$163K	\$167K	\$189K	\$195K	\$185K	
Percent Change from Prior Year		2%	5%	10%	12%	0%	0%	15%	16%	8%	6%	-15%	-17%	-11%

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



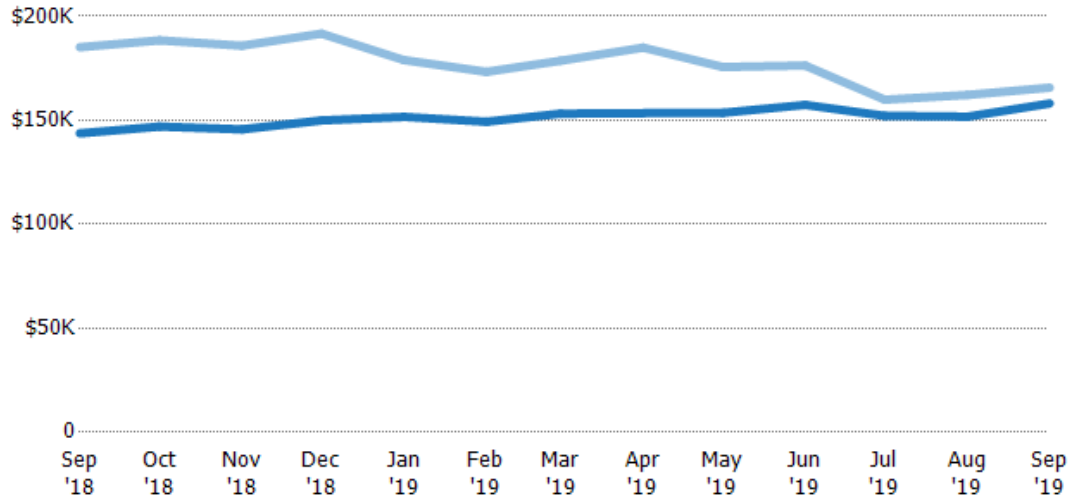
	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	
Current Year	\$140K	\$145K	\$145K	\$146K	\$135K	\$132K	\$146K	\$146K	\$127K	\$145K	\$125K	\$135K	\$139K	
Prior Year	\$160K	\$160K	\$149K	\$149K	\$149K	\$148K	\$132K	\$135K	\$139K	\$137K	\$145K	\$149K	\$140K	
Percent Change from Prior Year		-12%	-9%	-3%	-2%	-9%	-10%	10%	8%	-8%	6%	-14%	-10%	-1%

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



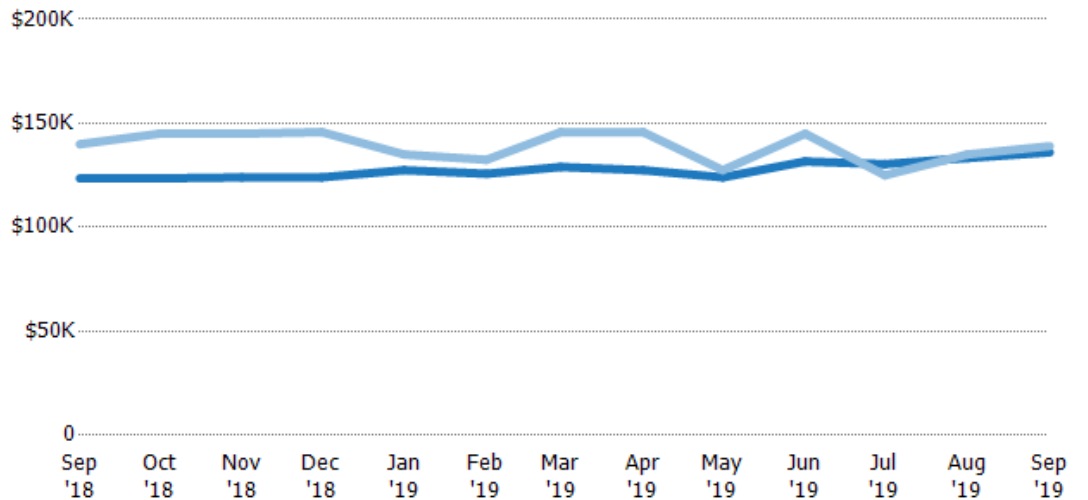
	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19
Avg Est Value	\$144K	\$147K	\$146K	\$150K	\$152K	\$149K	\$153K	\$153K	\$154K	\$157K	\$152K	\$152K	\$158K
Avg Listing Price	\$185K	\$188K	\$186K	\$192K	\$179K	\$173K	\$179K	\$185K	\$176K	\$176K	\$160K	\$162K	\$166K
Avg Listing Price as a % of Avg Est Value	129%	128%	128%	128%	118%	116%	117%	121%	114%	112%	105%	107%	105%

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



	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19
Median Est Value	\$124K	\$124K	\$124K	\$124K	\$127K	\$126K	\$129K	\$127K	\$124K	\$132K	\$130K	\$133K	\$136K
Median Listing Price	\$140K	\$145K	\$145K	\$146K	\$135K	\$132K	\$146K	\$146K	\$127K	\$145K	\$125K	\$135K	\$139K
Med Listing Price as a % of Med Est Value	113%	117%	117%	118%	106%	105%	113%	114%	103%	110%	96%	101%	102%

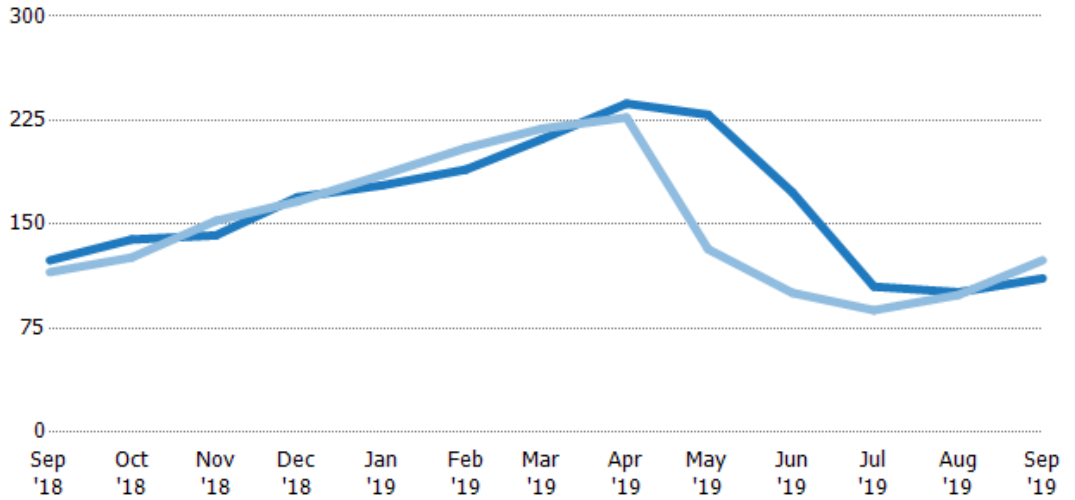
Median Days in RPR

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.
Sep '19	111	-10.5%
Sep '18	124	7.4%
Sep '17	116	18.6%



	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19
Current Year	124	139	142	170	178	190	212	237	229	173	105	101	111
Prior Year	116	126	153	167	186	205	219	227	132	101	88	99	124
Percent Change from Prior Year	7%	10%	-7%	2%	-4%	-8%	-3%	4%	73%	72%	19%	2%	-10%

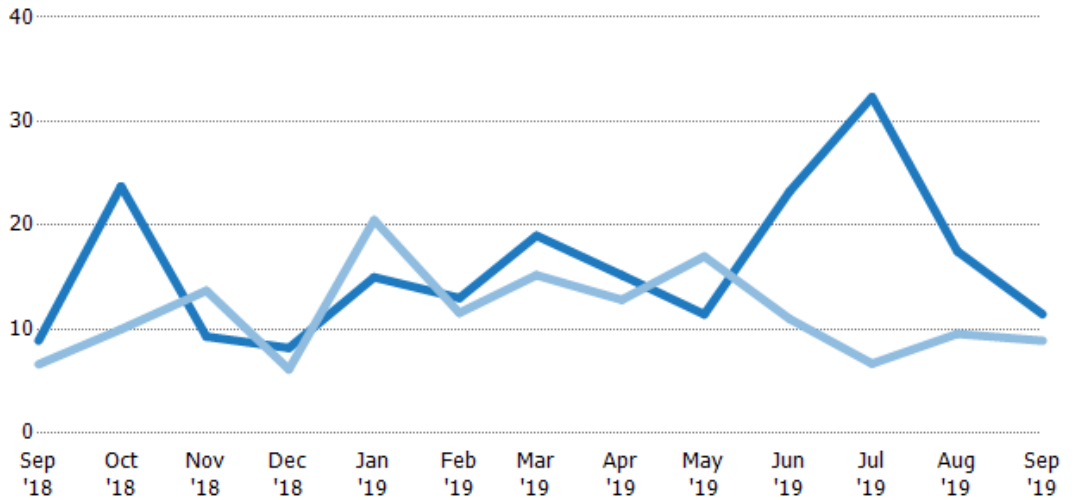
Months of Inventory

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.
Sep '19	11.4	28.6%
Sep '18	8.9	34.3%
Sep '17	6.63	159.6%



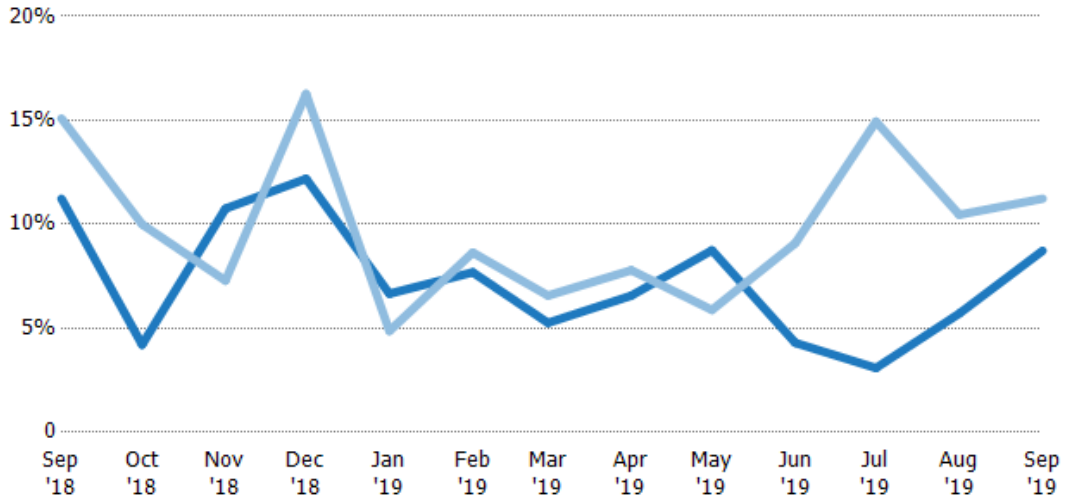
	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19
Current Year	8.9	23.8	9.3	8.2	15	13	19	15.2	11.4	23.3	32.3	17.5	11.4
Prior Year	6.63	10	13.7	6.14	20.5	11.6	15.2	12.8	17	11	6.69	9.56	8.9
Percent Change from Prior Year	34%	138%	-32%	33%	-27%	12%	25%	18%	-33%	111%	383%	83%	29%

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



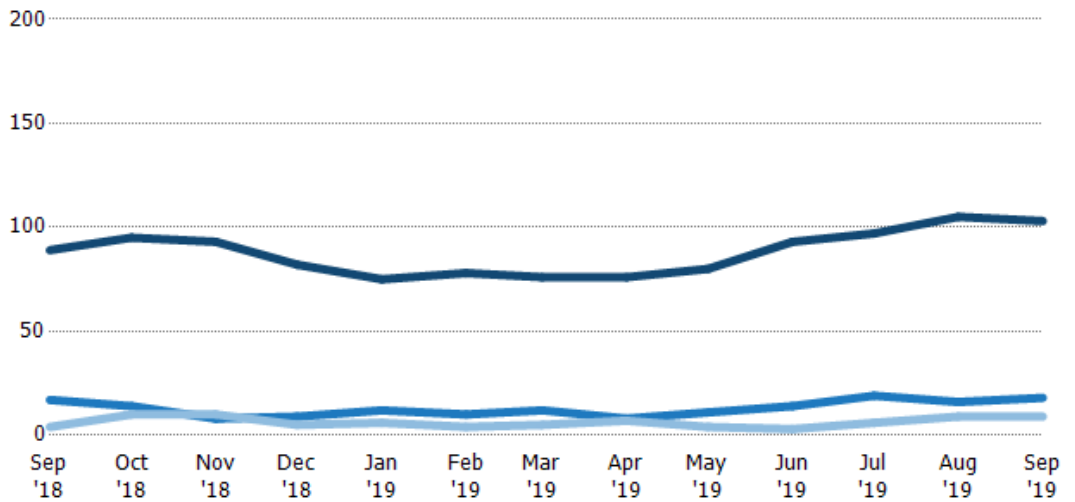
	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19
Current Year	11%	4%	11%	12%	7%	8%	5%	7%	9%	4%	3%	6%	9%
Prior Year	15%	10%	7%	16%	5%	9%	7%	8%	6%	9%	15%	10%	11%
Change from Prior Year	4%	6%	-3%	4%	-2%	1%	1%	1%	-3%	5%	12%	5%	3%

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



	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19
Active	89	95	93	82	75	78	76	76	80	93	97	105	103
Pending	17	14	8	9	12	10	12	8	11	14	19	16	18
Sold	4	10	10	5	6	4	5	7	4	3	6	9	9

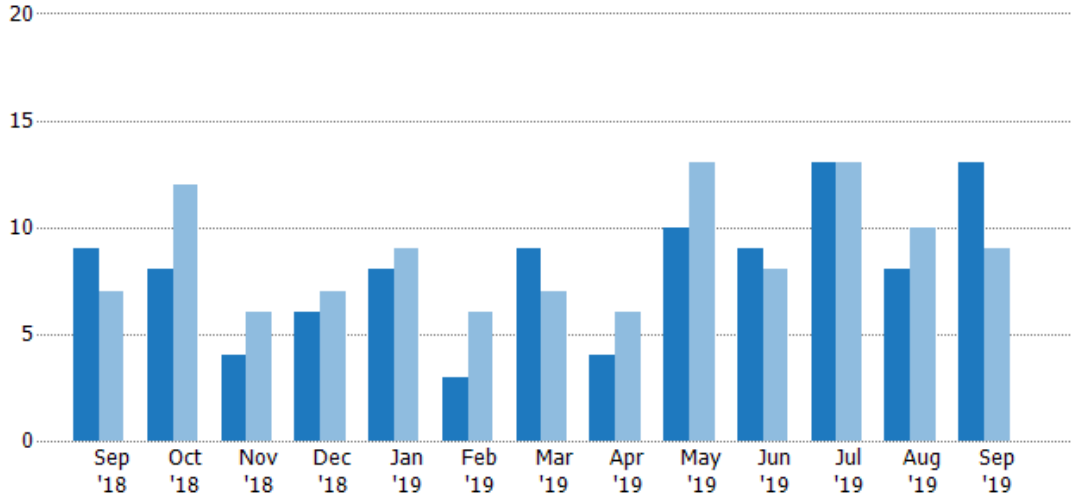
New Pending Sales

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.
Sep '19	13	44.4%
Sep '18	9	28.6%
Sep '17	7	14.3%



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

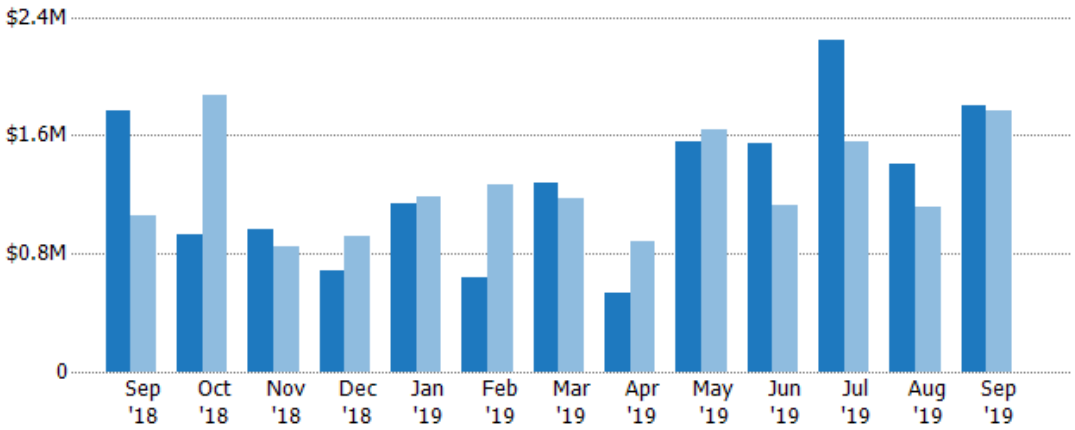
New Pending Sales Volume

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.
Sep '19	\$1.81M	2%
Sep '18	\$1.77M	67%
Sep '17	\$1.06M	14.6%



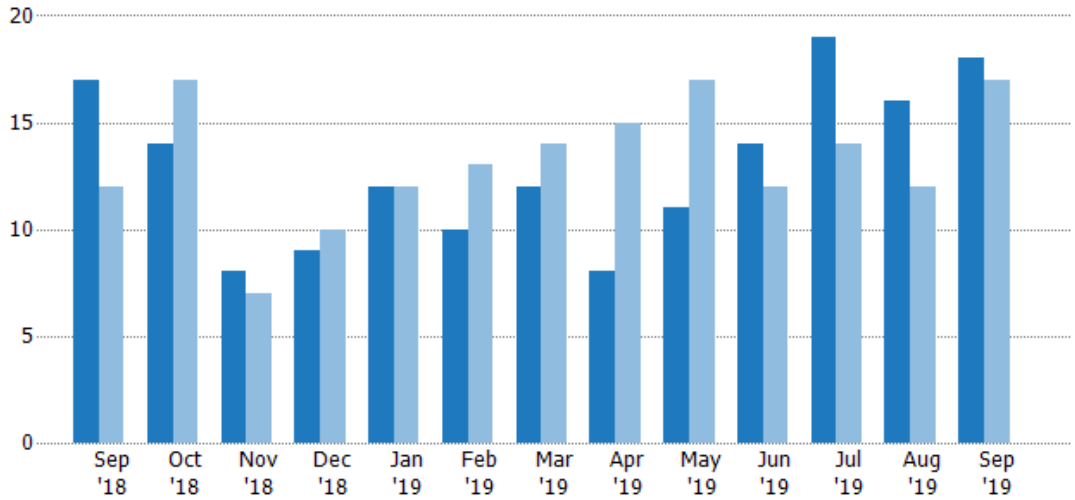
	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19
Current Year	\$1.77M	\$931K	\$967K	\$683K	\$1.13M	\$639K	\$1.28M	\$535K	\$1.55M	\$1.55M	\$2.24M	\$1.4M	\$1.81M
Prior Year	\$1.06M	\$1.87M	\$847K	\$921K	\$1.19M	\$1.27M	\$1.18M	\$882K	\$1.64M	\$1.12M	\$1.56M	\$1.11M	\$1.77M
Percent Change from Prior Year	67%	-50%	14%	-26%	-5%	-50%	8%	-39%	-5%	38%	44%	26%	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



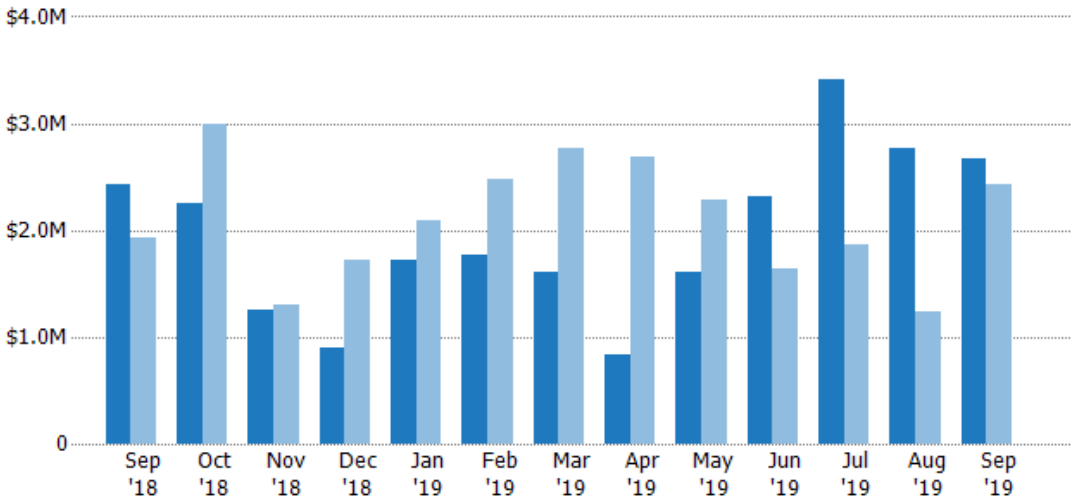
	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19
Current Year	17	14	8	9	12	10	12	8	11	14	19	16	18
Prior Year	12	17	7	10	12	13	14	15	17	12	14	12	17
Percent Change from Prior Year	42%	-18%	14%	-10%	0%	-23%	-14%	-47%	-35%	17%	36%	33%	6%

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



	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19
Current Year	\$2.43M	\$2.26M	\$1.26M	\$899K	\$1.72M	\$1.76M	\$1.6M	\$827K	\$1.61M	\$2.31M	\$3.41M	\$2.77M	\$2.66M
Prior Year	\$1.93M	\$2.99M	\$1.31M	\$1.71M	\$2.08M	\$2.48M	\$2.77M	\$2.68M	\$2.29M	\$1.65M	\$1.86M	\$1.23M	\$2.43M
Percent Change from Prior Year	26%	-24%	-4%	-48%	-17%	-29%	-42%	-69%	-30%	41%	83%	125%	10%

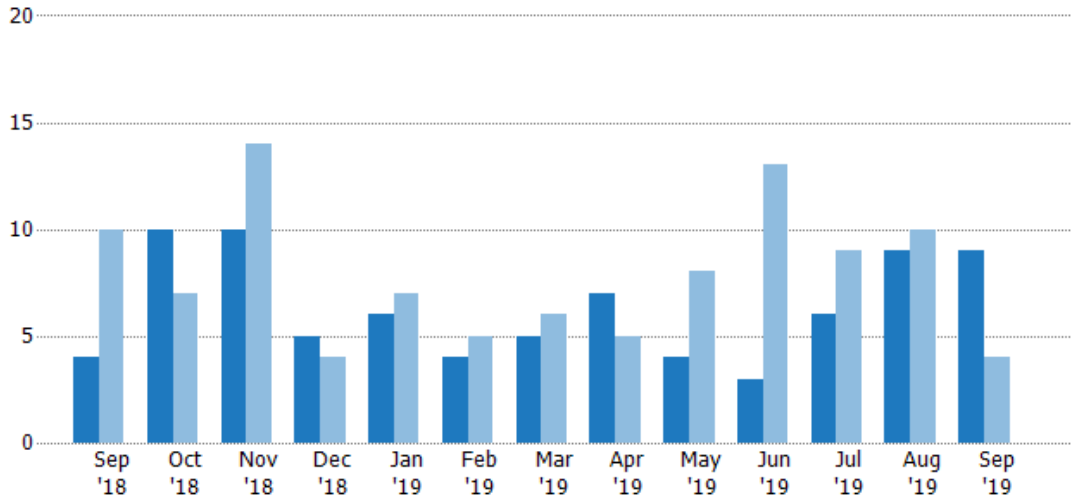
Closed Sales

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.
Sep '19	9	125%
Sep '18	4	-60%
Sep '17	10	-50%



Current Year	4	10	10	5	6	4	5	7	4	3	6	9	9
Prior Year	10	7	14	4	7	5	6	5	8	13	9	10	4
Percent Change from Prior Year	-60%	43%	-29%	25%	-14%	-20%	-17%	40%	-50%	-77%	-33%	-10%	125%

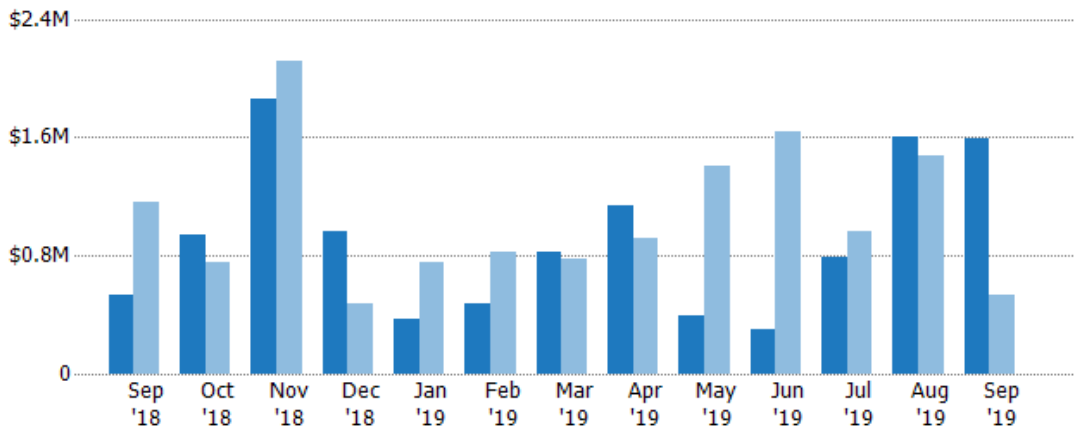
Closed Sales Volume

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.
Sep '19	\$1.59M	196.3%
Sep '18	\$537K	-53.8%
Sep '17	\$1.16M	-59.8%



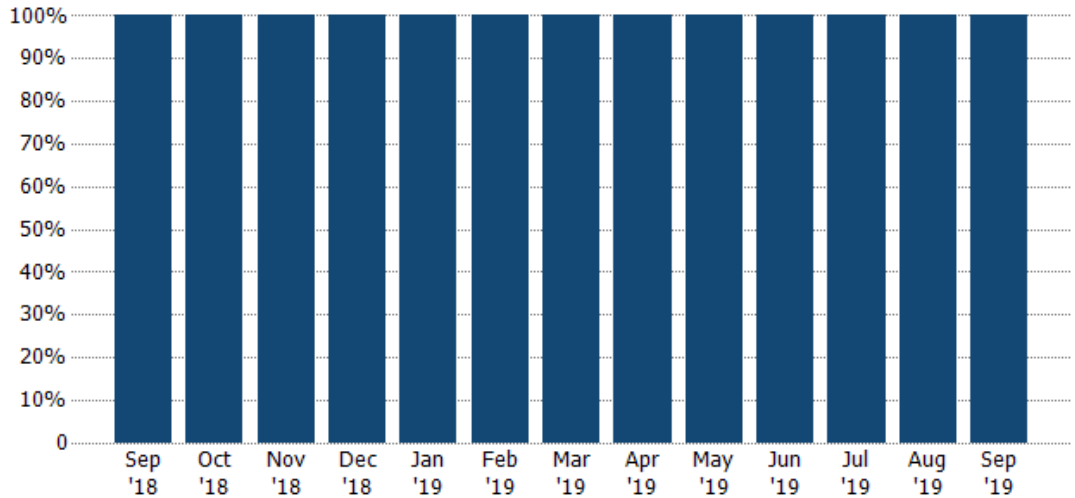
Current Year	\$537K	\$945K	\$1.86M	\$959K	\$370K	\$475K	\$825K	\$1.14M	\$399K	\$295K	\$795K	\$1.6M	\$1.59M
Prior Year	\$1.16M	\$758K	\$2.12M	\$474K	\$760K	\$829K	\$780K	\$918K	\$1.4M	\$1.63M	\$964K	\$1.47M	\$537K
Percent Change from Prior Year	-54%	25%	-12%	102%	-51%	-43%	6%	25%	-72%	-82%	-18%	9%	196%

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

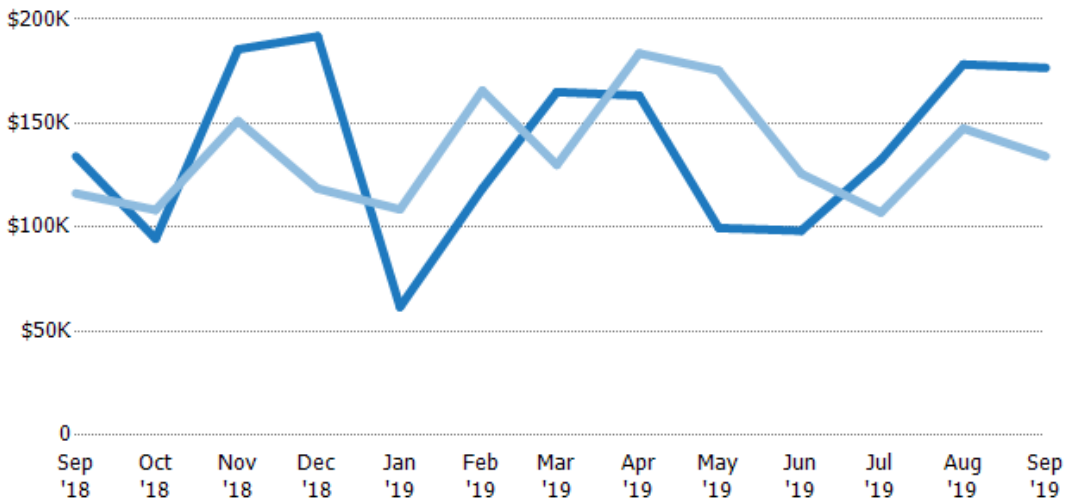
100% 100% 100% 100% 100% 100% 100% 100% 100% 100% 100% 100% 100%

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

\$134K \$94.5K \$186K \$192K \$61.7K \$119K \$165K \$163K \$100K \$98.3K \$132K \$178K \$177K

Prior Year

\$116K \$108K \$151K \$119K \$109K \$166K \$130K \$184K \$175K \$126K \$107K \$147K \$134K

Percent Change from Prior Year

15% -13% 23% 62% -43% -28% 27% -11% -43% -22% 24% 21% 32%

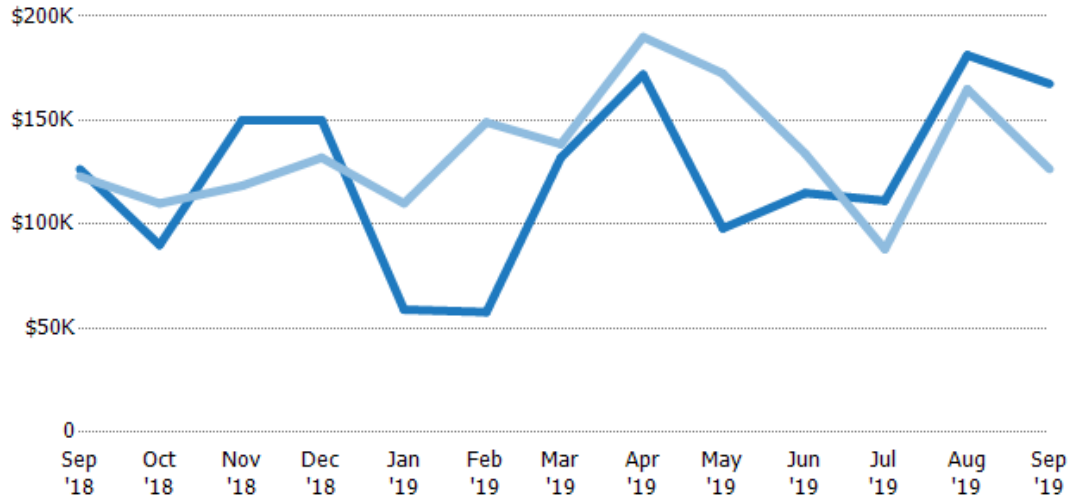
Median Sales Price

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.
Sep '19	\$168K	32.4%
Sep '18	\$127K	2.8%
Sep '17	\$123K	-47.2%



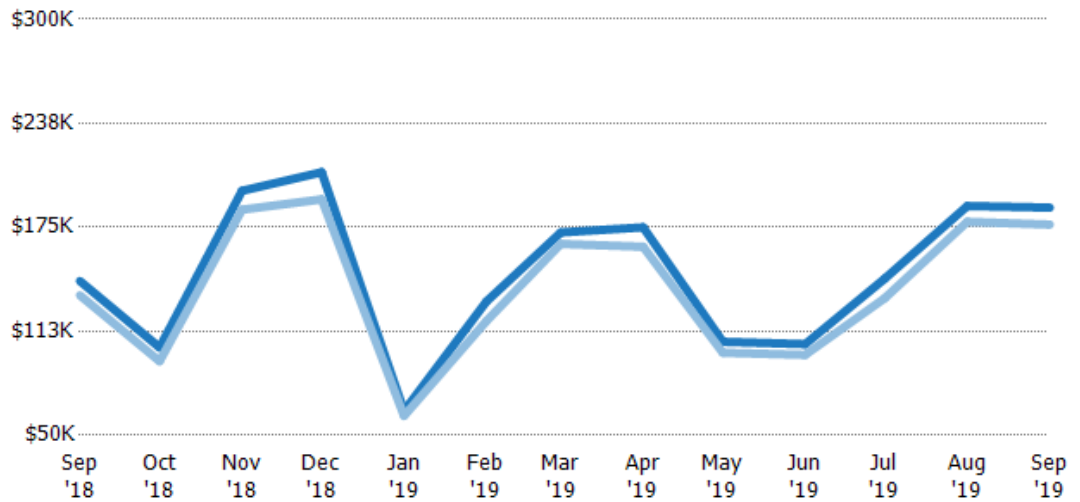
Current Year	\$127K	\$90K	\$150K	\$150K	\$59K	\$57.8K	\$132K	\$172K	\$98K	\$115K	\$111K	\$181K	\$168K
Prior Year	\$123K	\$110K	\$119K	\$132K	\$110K	\$149K	\$139K	\$190K	\$173K	\$134K	\$88K	\$165K	\$127K
Percent Change from Prior Year	3%	-18%	27%	14%	-46%	-61%	-5%	-9%	-43%	-14%	27%	10%	32%

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



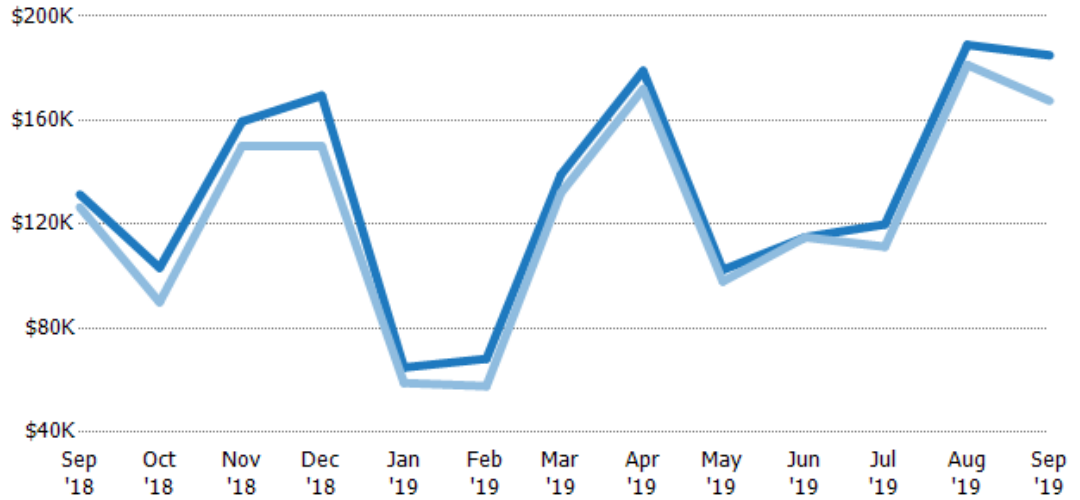
Avg List Price	\$143K	\$103K	\$197K	\$208K	\$64.6K	\$130K	\$172K	\$175K	\$106K	\$105K	\$144K	\$188K	\$187K
Avg Sales Price	\$134K	\$94.5K	\$186K	\$192K	\$61.7K	\$119K	\$165K	\$163K	\$100K	\$98.3K	\$132K	\$178K	\$177K
Avg Sales Price as a % of Avg List Price	94%	92%	94%	92%	95%	91%	96%	93%	94%	94%	92%	95%	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



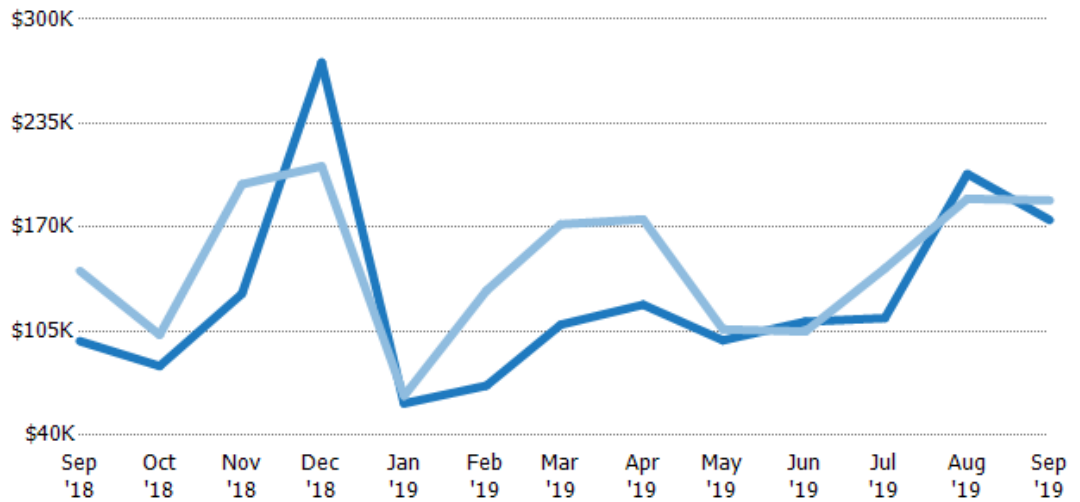
	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19
Median List Price	\$131K	\$103K	\$160K	\$170K	\$64.9K	\$68.3K	\$139K	\$179K	\$102K	\$115K	\$120K	\$189K	\$185K
Median Sales Price	\$127K	\$90K	\$150K	\$150K	\$59K	\$57.8K	\$132K	\$172K	\$98K	\$115K	\$111K	\$181K	\$168K
Med Sales Price as a % of Med List Price	96%	87%	94%	88%	91%	85%	95%	96%	96%	100%	93%	96%	91%

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



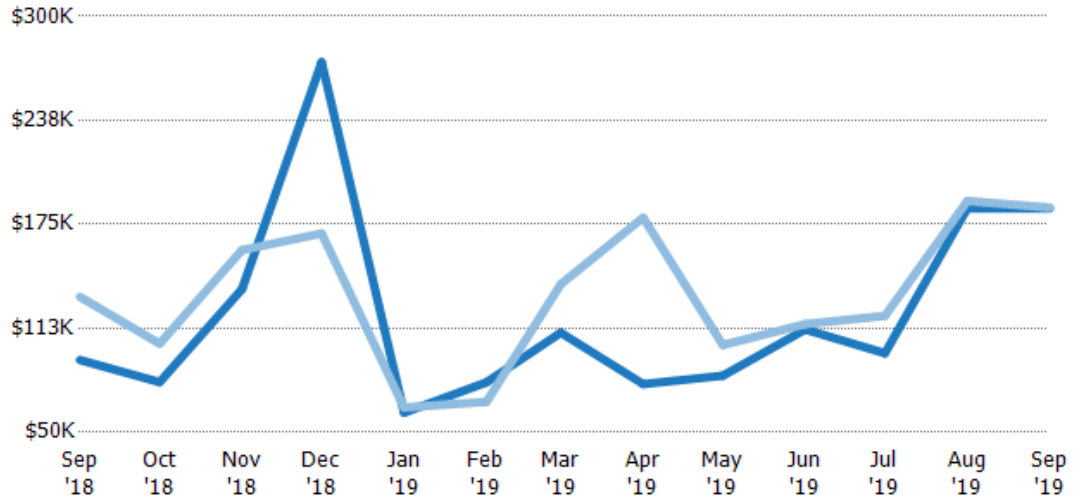
	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19
Avg Est Value	\$98.8K	\$83.3K	\$128K	\$273K	\$59.9K	\$71K	\$109K	\$122K	\$99.3K	\$111K	\$113K	\$203K	\$175K
Avg Sales Price	\$143K	\$103K	\$197K	\$208K	\$64.6K	\$130K	\$172K	\$175K	\$106K	\$105K	\$144K	\$188K	\$187K
Avg Sales Price as a % of Avg Est Value	144%	123%	153%	76%	108%	184%	158%	144%	107%	94%	127%	92%	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



Median Est Value	\$93.4K	\$80.1K	\$136K	\$272K	\$61.8K	\$80K	\$110K	\$79K	\$84K	\$112K	\$97.5K	\$185K	\$185K
Median Sales Price	\$131K	\$103K	\$160K	\$170K	\$64.9K	\$68.3K	\$139K	\$179K	\$102K	\$115K	\$120K	\$189K	\$185K
Med Sales Price as a % of Med Est Value	141%	129%	117%	62%	105%	85%	127%	227%	122%	103%	123%	102%	100%