

Summary of Key Listing and Sales Metrics

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

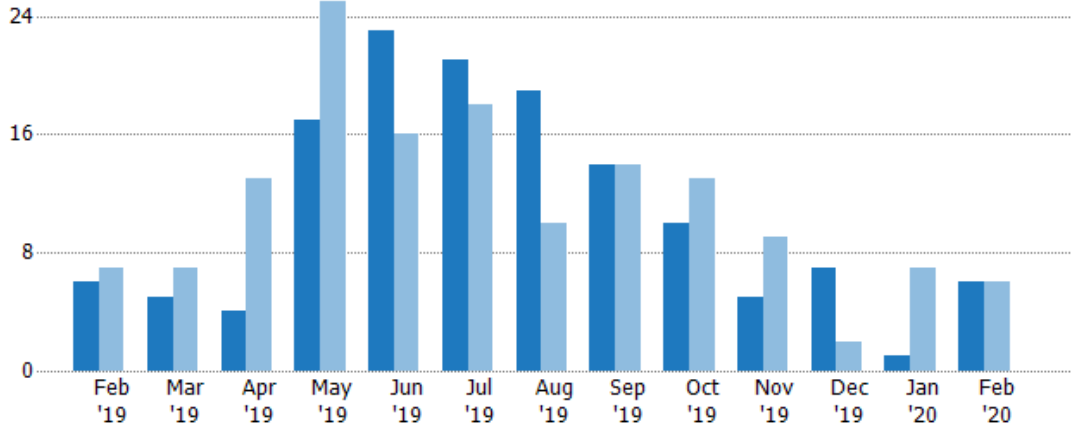
Key Metrics	Feb 2020	Feb 2019	+ / -	YTD 2020	YTD 2019	+ / -
Listing Activity Charts Metrics						
New Listing Count	6	6	+/-	7	13	-46.2%
New Listing Volume	\$803,900	\$671,200	+19.8%	\$1,031,400	\$1,627,900	-36.6%
Active Listing Count	65	79	-17.7%	N/A	N/A	
Active Listing Volume	\$11,331,790	\$14,232,550	-20.4%	N/A	N/A	
Average Listing Price	\$174,335	\$180,159	-3.2%	\$176,009	\$183,016	-3.8%
Median Listing Price	\$130,000	\$129,900	+0.1%	\$134,761	\$134,392	+0.3%
Median Days in RPR	226	189	+19.6%	210.4	186	+13.1%
Months of Inventory	7.2	13.2	-45.1%	13.8	12	+15%
Absorption Rate	13.85%	7.59%	+6.3%	7.25%	8.33%	-1.1%
Sales Activity Charts Metrics						
New Pending Sales Count	10	3	+233.3%	18	11	+63.6%
New Pending Sales Volume	\$1,709,800	\$639,000	+167.6%	\$2,747,600	\$1,772,500	+55%
Pending Sales Count	12	7	+71.4%	N/A	N/A	
Pending Sales Volume	\$2,240,200	\$1,462,000	+53.2%	N/A	N/A	
Closed Sales Count	6	4	+50%	15	10	+50%
Closed Sales Volume	\$612,900	\$474,500	+29.2%	\$1,997,400	\$844,400	+136.5%
Average Sales Price	\$102,150	\$118,625	-13.9%	\$133,160	\$84,440	+57.7%
Median Sales Price	\$99,500	\$57,750	+72.3%	\$114,800	\$58,470	+96.3%

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



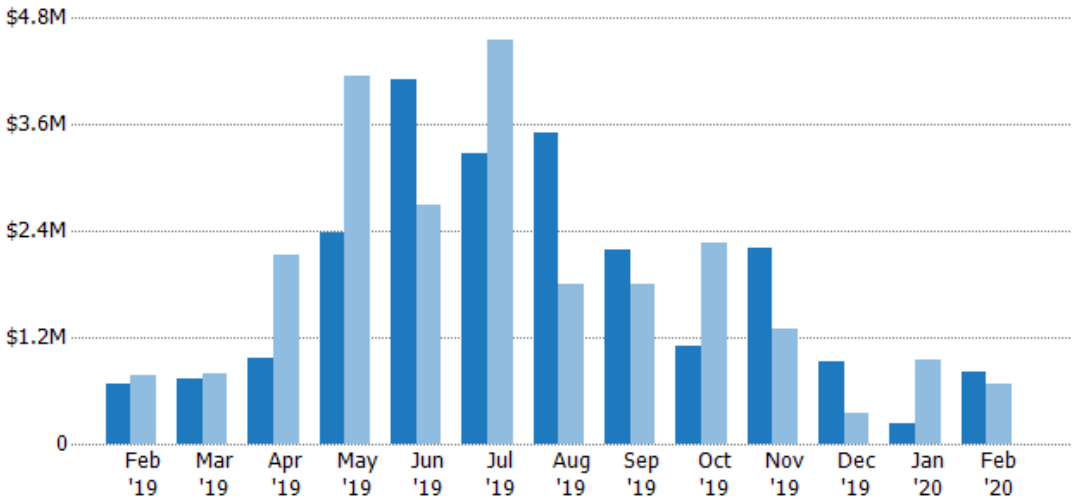
Month/Year	Current Year	Prior Year	Percent Change from Prior Year
Feb '20	6	6	0%
Feb '19	6	6	-14.3%
Feb '18	7	7	14.3%

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



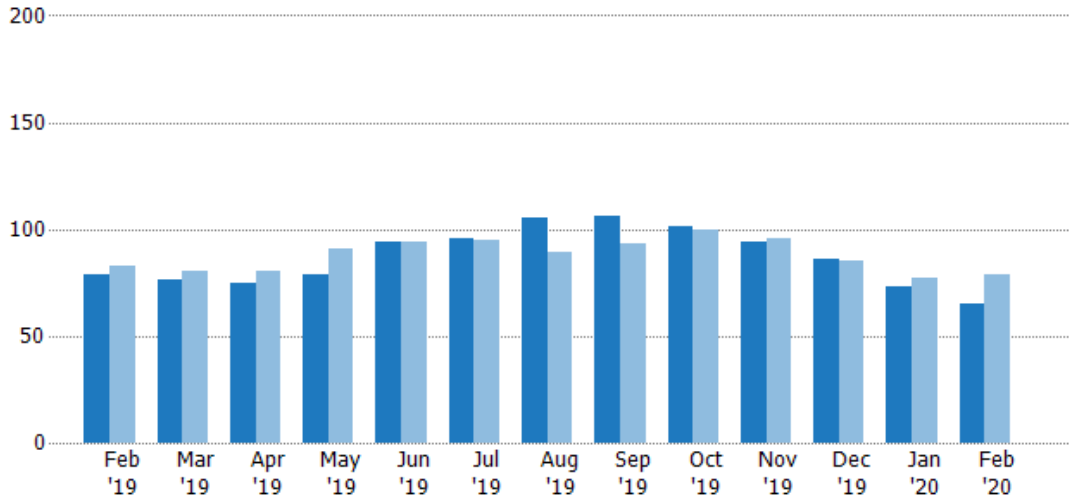
Month/Year	Current Year	Prior Year	Percent Change from Prior Year
Feb '20	\$804K	\$671K	19.8%
Feb '19	\$671K	\$671K	-13.4%
Feb '18	\$775K	\$775K	43.2%

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



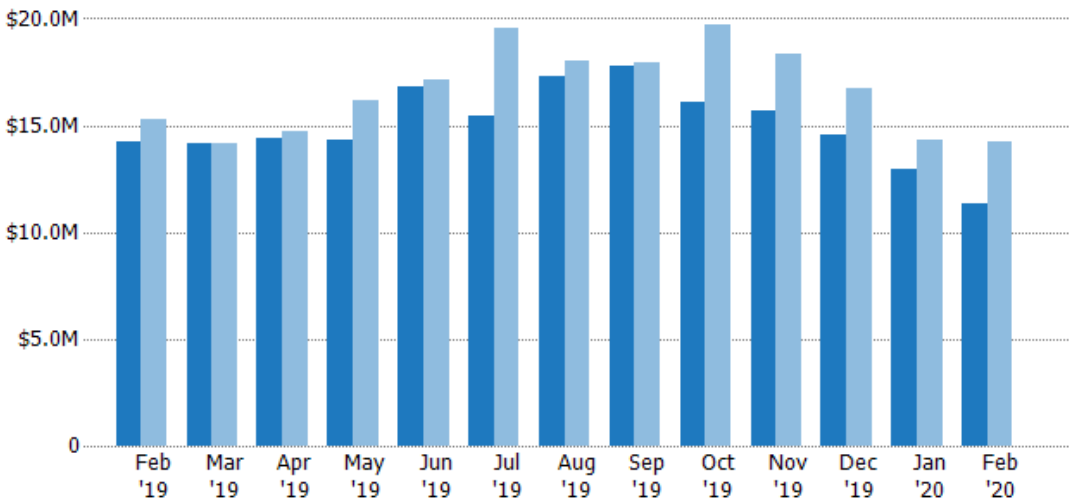
	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20
Current Year	79	76	75	79	94	96	105	106	101	94	86	73	65
Prior Year	83	80	80	91	94	95	89	93	100	96	85	77	79
Percent Change from Prior Year	-5%	-5%	-6%	-13%	0%	1%	18%	14%	1%	-2%	1%	-5%	-18%

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



	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20
Current Year	\$14.2M	\$14.2M	\$14.4M	\$14.3M	\$16.8M	\$15.5M	\$17.3M	\$17.8M	\$16.1M	\$15.7M	\$14.5M	\$13M	\$11.3M
Prior Year	\$15.3M	\$14.2M	\$14.7M	\$16.2M	\$17.2M	\$19.5M	\$18M	\$17.9M	\$19.7M	\$18.3M	\$16.7M	\$14.3M	\$14.2M
Percent Change from Prior Year	-7%	0	-2%	-11%	-2%	-21%	-4%	-1%	-18%	-15%	-13%	-10%	-20%

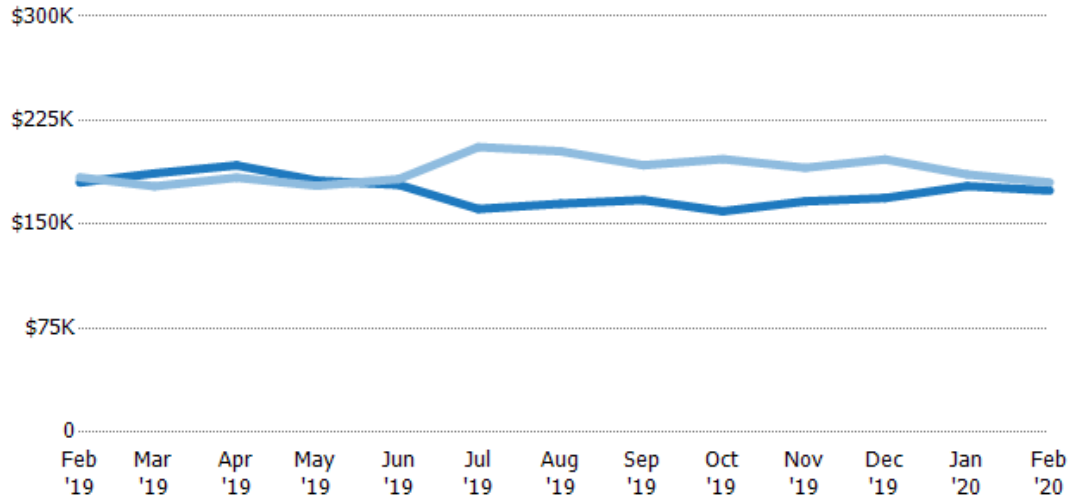
Average Listing Price

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.
Feb '20	\$174K	-3.2%
Feb '19	\$180K	-2%
Feb '18	\$184K	-16.2%



Current Year	\$180K	\$187K	\$192K	\$182K	\$178K	\$161K	\$165K	\$168K	\$159K	\$167K	\$169K	\$177K	\$174K
Prior Year	\$184K	\$177K	\$184K	\$178K	\$183K	\$206K	\$203K	\$193K	\$197K	\$191K	\$197K	\$186K	\$180K
Percent Change from Prior Year	-2%	5%	5%	2%	-2%	-22%	-19%	-13%	-19%	-13%	-14%	-5%	-3%

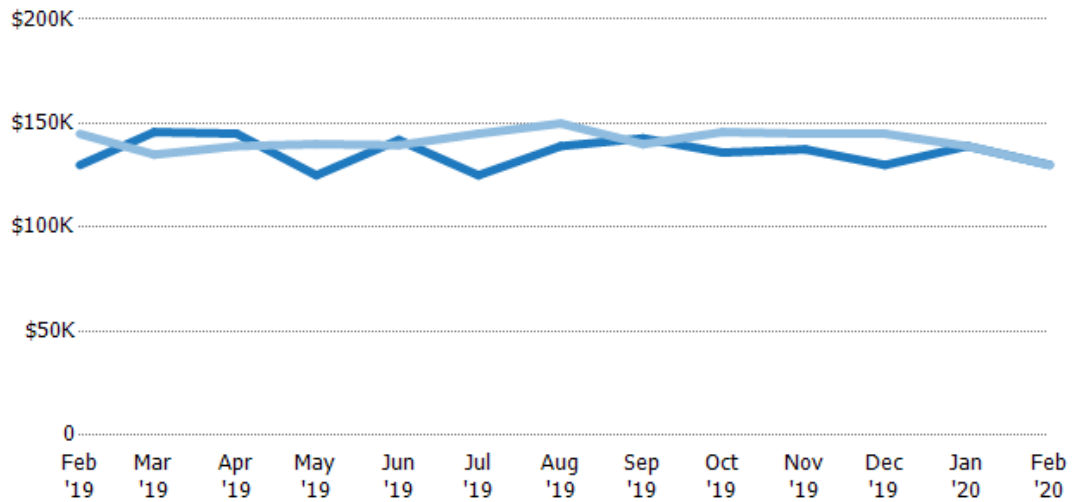
Median Listing Price

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.
Feb '20	\$130K	0.1%
Feb '19	\$130K	-10.4%
Feb '18	\$145K	-13.7%



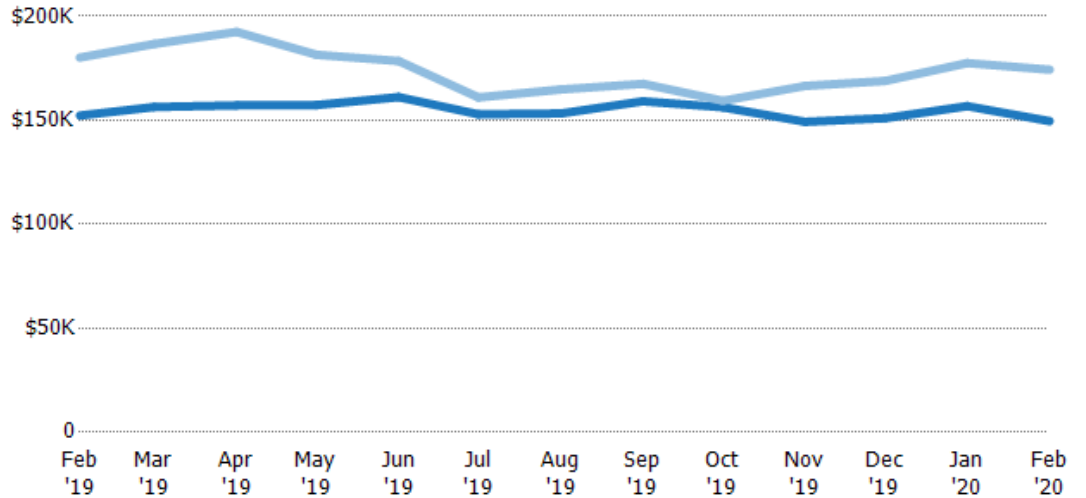
Current Year	\$130K	\$146K	\$145K	\$125K	\$142K	\$125K	\$139K	\$143K	\$136K	\$137K	\$130K	\$139K	\$130K
Prior Year	\$145K	\$135K	\$139K	\$140K	\$139K	\$145K	\$150K	\$140K	\$146K	\$145K	\$145K	\$139K	\$130K
Percent Change from Prior Year	-10%	8%	4%	-11%	2%	-14%	-7%	2%	-7%	-5%	-10%	0%	0%

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



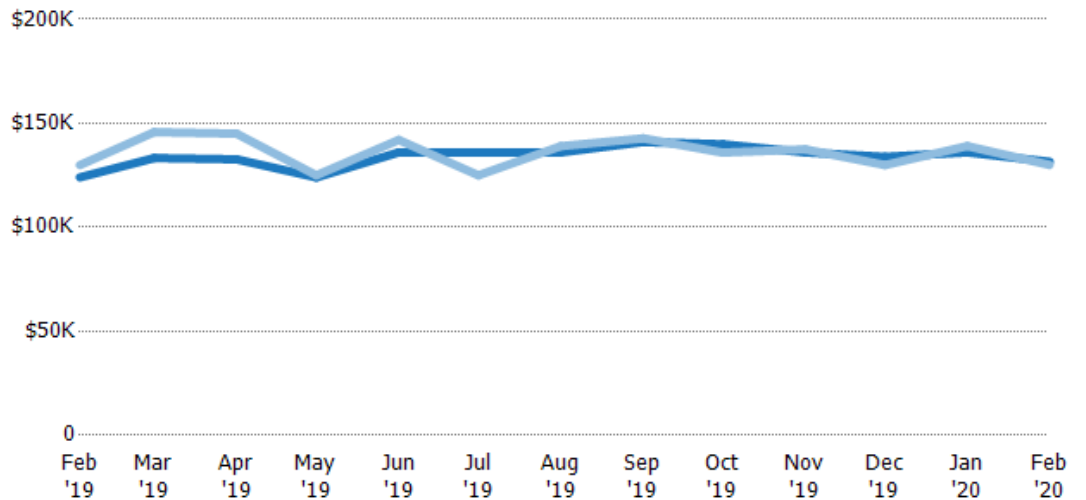
	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20
Avg Est Value	\$152K	\$156K	\$157K	\$157K	\$161K	\$153K	\$153K	\$159K	\$156K	\$149K	\$151K	\$157K	\$150K
Avg Listing Price	\$180K	\$187K	\$192K	\$182K	\$178K	\$161K	\$165K	\$168K	\$159K	\$167K	\$169K	\$177K	\$174K
Avg Listing Price as a % of Avg Est Value	118%	119%	122%	115%	111%	105%	108%	105%	102%	112%	112%	113%	117%

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



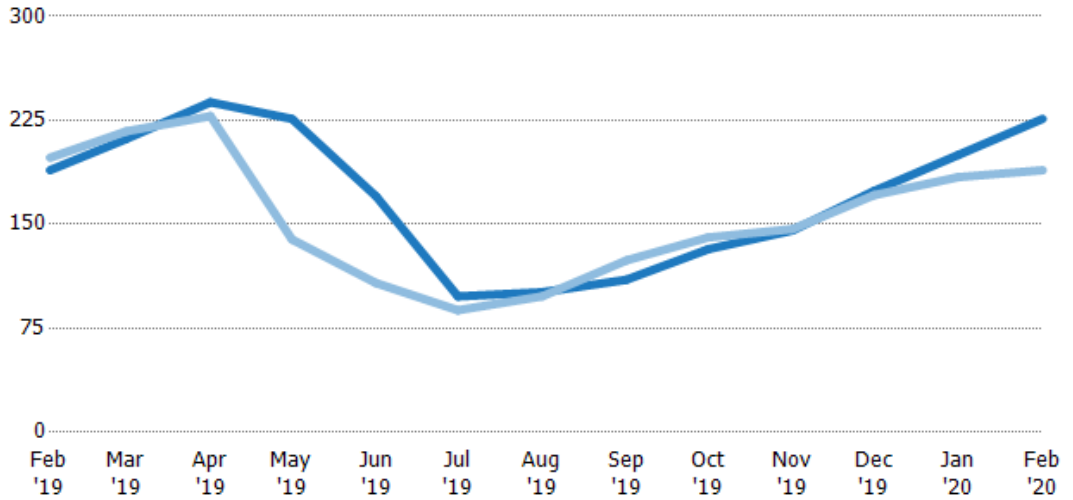
	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20
Median Est Value	\$124K	\$133K	\$133K	\$124K	\$136K	\$136K	\$136K	\$141K	\$140K	\$136K	\$134K	\$136K	\$132K
Median Listing Price	\$130K	\$146K	\$145K	\$125K	\$142K	\$125K	\$139K	\$143K	\$136K	\$137K	\$130K	\$139K	\$130K
Med Listing Price as a % of Med Est Value	105%	109%	109%	101%	104%	92%	102%	101%	97%	101%	97%	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.
Feb '20	226	19.6%
Feb '19	189	-4.5%
Feb '18	198	-7.1%

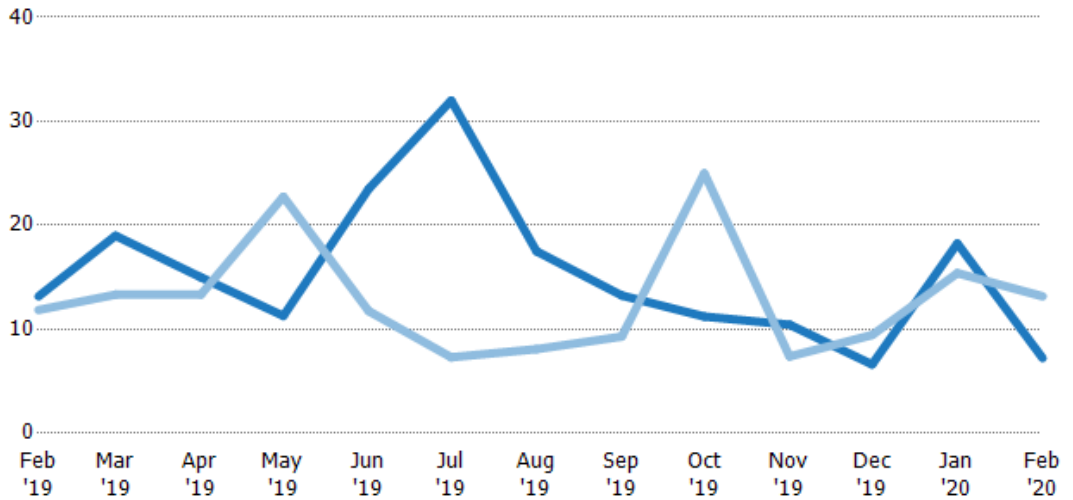
Current Year	189	212	238	226	170	98	101	110	132	146	174	200	226
Prior Year	198	217	228	139	108	88	98	124	141	147	171	184	189
Percent Change from Prior Year	-5%	-3%	4%	63%	58%	11%	3%	-11%	-6%	-1%	2%	9%	20%

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.
Feb '20	7.22	-45.1%
Feb '19	13.2	11%
Feb '18	11.9	212%

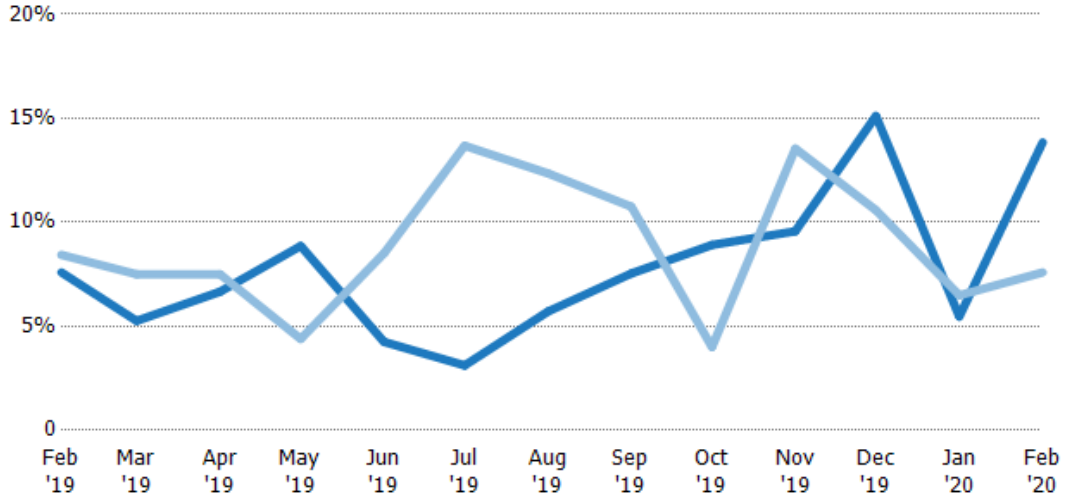
Current Year	13.2	19	15	11.3	23.5	32	17.5	13.3	11.2	10.4	6.62	18.3	7.22
Prior Year	11.9	13.3	13.3	22.8	11.8	7.31	8.09	9.3	25	7.38	9.44	15.4	13.2
Percent Change from Prior Year	11%	43%	13%	-50%	100%	338%	116%	42%	-55%	41%	-30%	19%	-45%

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.
Feb '20	14%	-6.3%
Feb '19	8%	0.8%
Feb '18	8%	-68%

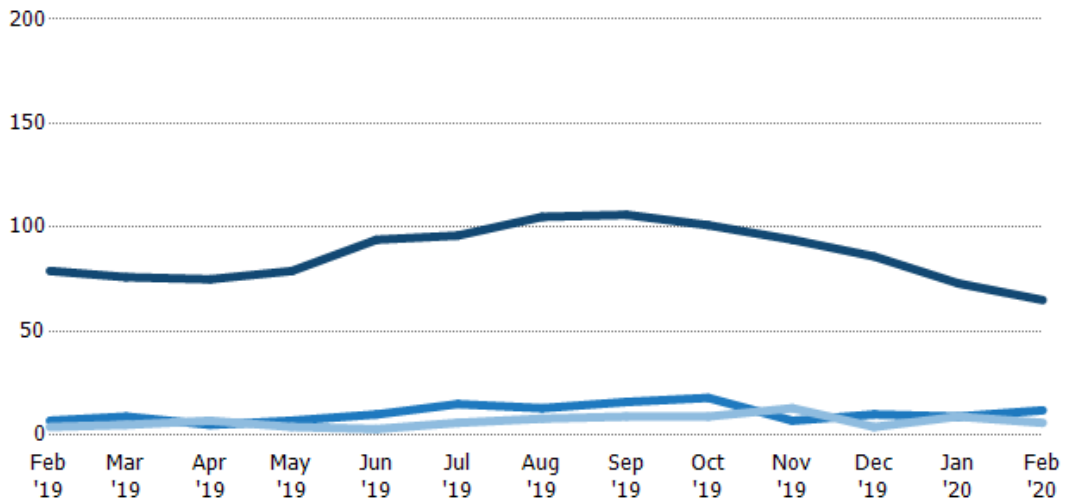
Current Year	8%	5%	7%	9%	4%	3%	6%	8%	9%	10%	15%	5%	14%
Prior Year	8%	8%	8%	4%	9%	14%	12%	11%	4%	14%	11%	6%	8%
Change from Prior Year	1%	2%	1%	-4%	4%	11%	7%	3%	-5%	4%	-5%	1%	-6%

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	79	76	75	79	94	96	105	106	101	94	86	73	65
Pending	7	9	5	7	10	15	13	16	18	7	10	9	12
Sold	4	5	7	4	3	6	8	9	9	13	4	9	6

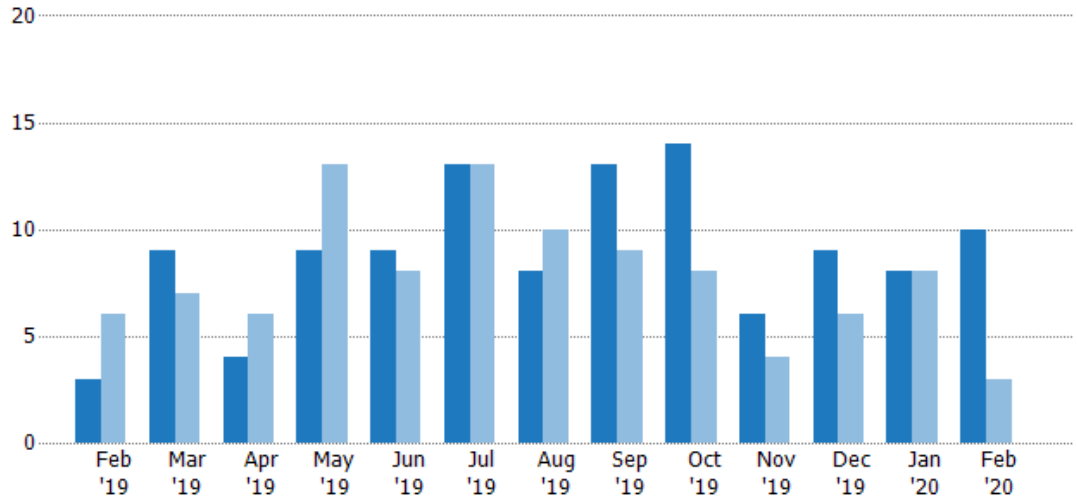
New Pending Sales

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.
Feb '20	10	233.3%
Feb '19	3	-50%
Feb '18	6	-50%



	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20
Current Year	3	9	4	9	9	13	8	13	14	6	9	8	10
Prior Year	6	7	6	13	8	13	10	9	8	4	6	8	3
Percent Change from Prior Year	-50%	29%	-33%	-31%	13%	0%	-20%	44%	75%	50%	50%	0%	233%

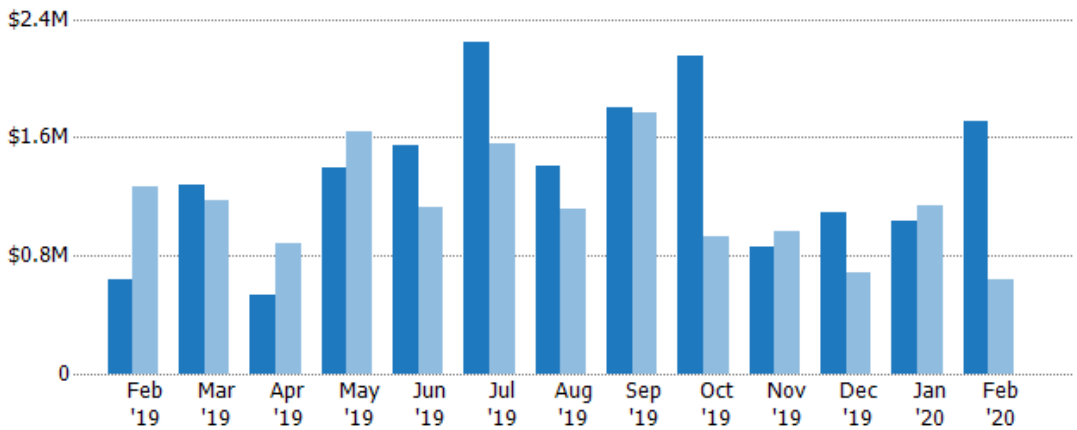
New Pending Sales Volume

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.
Feb '20	\$1.71M	167.6%
Feb '19	\$639K	-49.6%
Feb '18	\$1.27M	-87.1%



	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20
Current Year	\$639K	\$1.28M	\$535K	\$1.4M	\$1.55M	\$2.24M	\$1.4M	\$1.81M	\$2.15M	\$859K	\$1.09M	\$1.04M	\$1.71M
Prior Year	\$1.27M	\$1.18M	\$882K	\$1.64M	\$1.12M	\$1.56M	\$1.11M	\$1.77M	\$931K	\$967K	\$683K	\$1.13M	\$639K
Percent Change from Prior Year	-50%	8%	-39%	-15%	38%	44%	26%	2%	131%	-11%	60%	-8%	168%

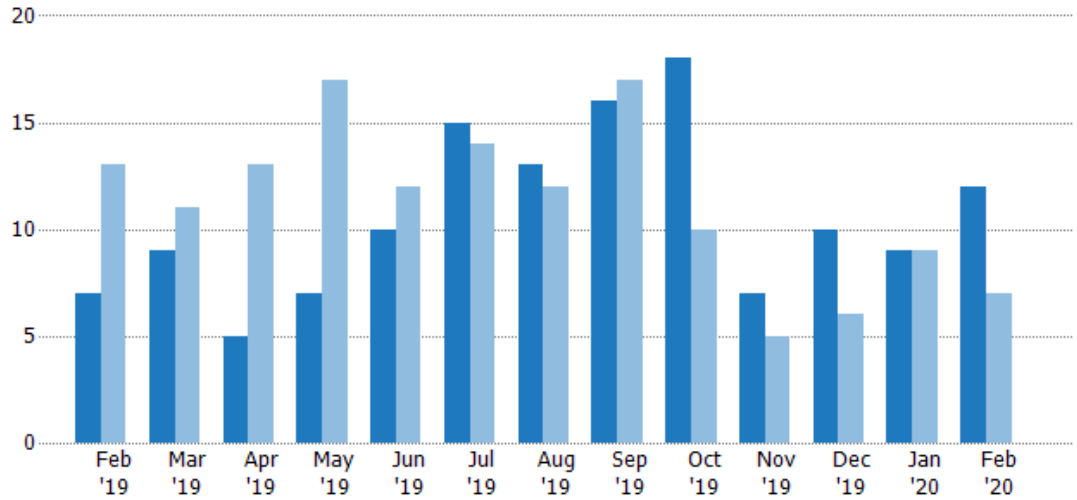
Pending Sales

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.
Feb '20	12	71.4%
Feb '19	7	-46.2%
Feb '18	13	-15.4%



Month	Current Year	Prior Year	Percent Change from Prior Year
Feb '19	7	13	-46%
Mar '19	9	11	-18%
Apr '19	5	13	-62%
May '19	7	17	-59%
Jun '19	10	12	-17%
Jul '19	15	14	7%
Aug '19	13	12	8%
Sep '19	16	17	-6%
Oct '19	18	10	80%
Nov '19	7	5	40%
Dec '19	10	6	67%
Jan '20	9	9	0%
Feb '20	12	7	71%

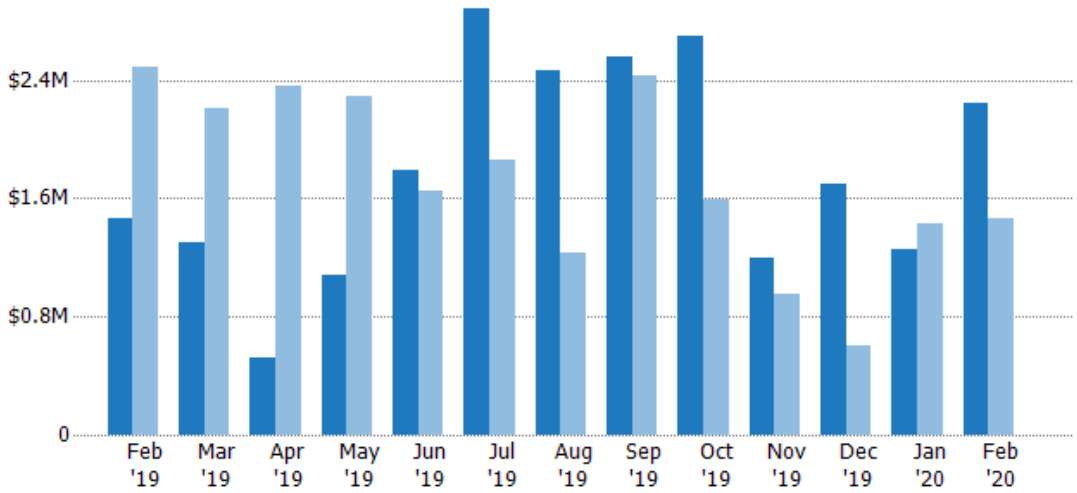
Pending Sales Volume

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.
Feb '20	\$2.24M	53.2%
Feb '19	\$1.46M	-41.1%
Feb '18	\$2.48M	-45%



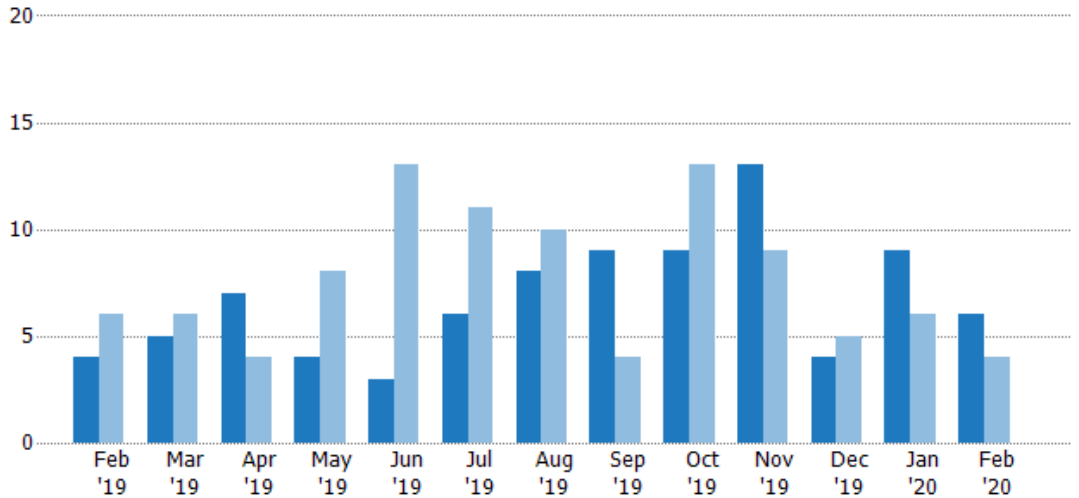
Month	Current Year	Prior Year	Percent Change from Prior Year
Feb '19	\$1.46M	\$2.48M	-41%
Mar '19	\$1.3M	\$2.2M	-41%
Apr '19	\$527K	\$2.36M	-78%
May '19	\$1.09M	\$2.29M	-53%
Jun '19	\$1.78M	\$1.65M	8%
Jul '19	\$2.88M	\$1.86M	55%
Aug '19	\$2.47M	\$1.23M	100%
Sep '19	\$2.56M	\$2.43M	5%
Oct '19	\$2.7M	\$1.59M	70%
Nov '19	\$1.19M	\$956K	25%
Dec '19	\$1.69M	\$599K	183%
Jan '20	\$1.25M	\$1.42M	-12%
Feb '20	\$2.24M	\$1.46M	53%

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



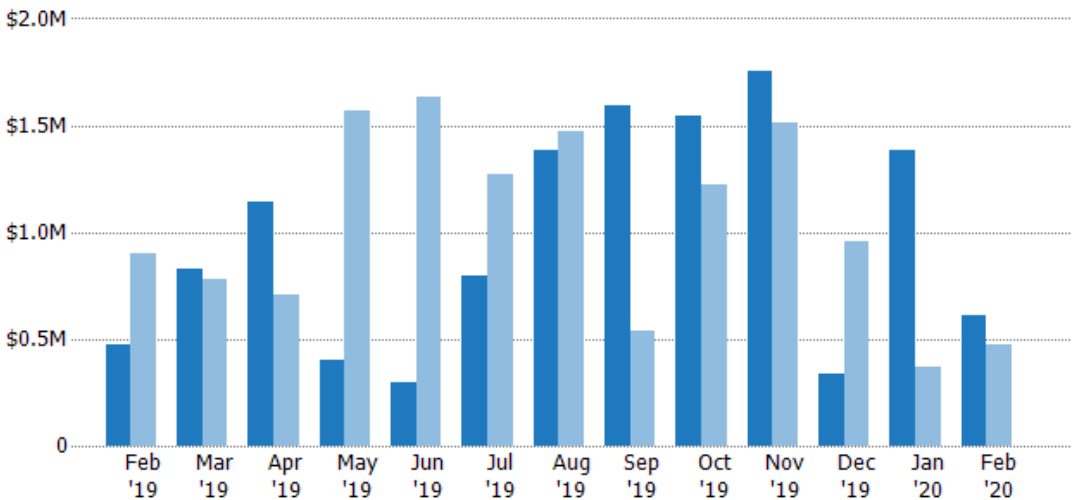
	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20
Current Year	4	5	7	4	3	6	8	9	9	13	4	9	6
Prior Year	6	6	4	8	13	11	10	4	13	9	5	6	4
Percent Change from Prior Year	-33%	-17%	75%	-50%	-77%	-45%	-20%	125%	-31%	44%	-20%	50%	50%

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



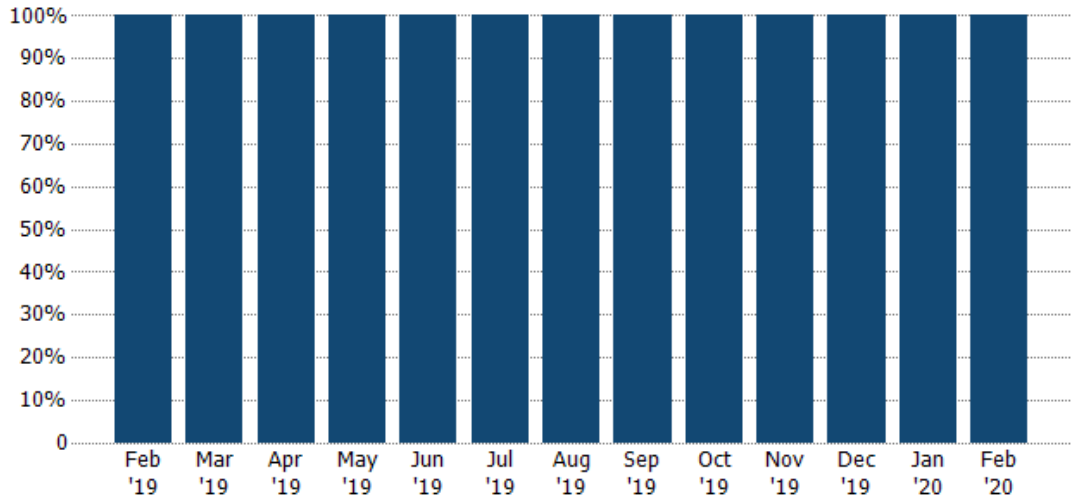
	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20
Current Year	\$475K	\$825K	\$1.14M	\$399K	\$295K	\$795K	\$1.39M	\$1.59M	\$1.55M	\$1.75M	\$335K	\$1.38M	\$613K
Prior Year	\$904K	\$780K	\$711K	\$1.57M	\$1.63M	\$1.27M	\$1.47M	\$537K	\$1.22M	\$1.51M	\$959K	\$370K	\$475K
Percent Change from Prior Year	-48%	6%	61%	-75%	-82%	-37%	-6%	196%	27%	16%	-65%	274%	29%

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

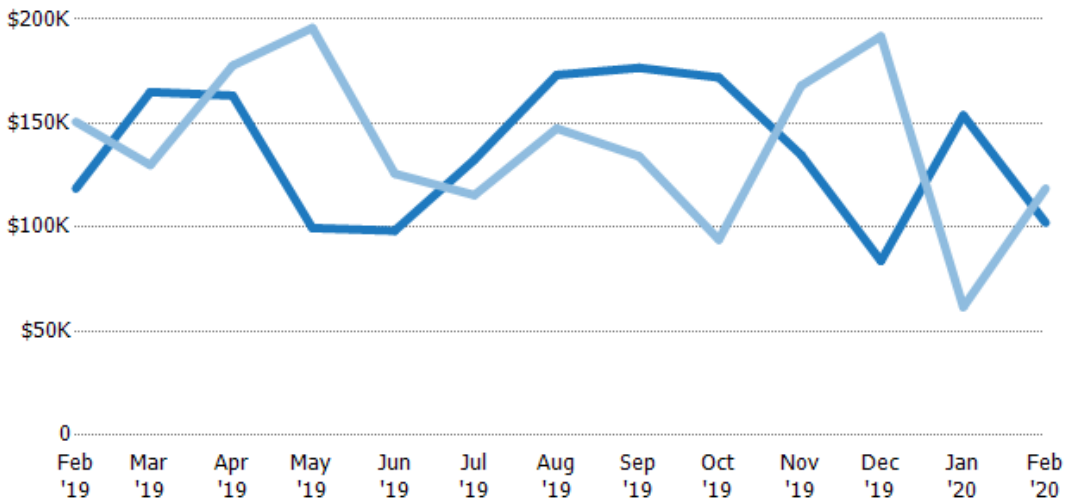
100% 100% 100% 100% 100% 100% 100% 100% 100% 100% 100% 100% 100%

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



Month/Year	Price	% Chg.
Feb '20	\$102K	-13.9%
Feb '19	\$119K	-21.3%
Feb '18	\$151K	-8.5%

■ Current Year	\$119K	\$165K	\$163K	\$100K	\$98.3K	\$132K	\$173K	\$177K	\$172K	\$135K	\$83.8K	\$154K	\$102K
■ Prior Year	\$151K	\$130K	\$178K	\$196K	\$126K	\$115K	\$147K	\$134K	\$94K	\$168K	\$192K	\$61.7K	\$119K
Percent Change from Prior Year	-21%	27%	-8%	-49%	-22%	15%	17%	32%	83%	-20%	-56%	150%	-14%

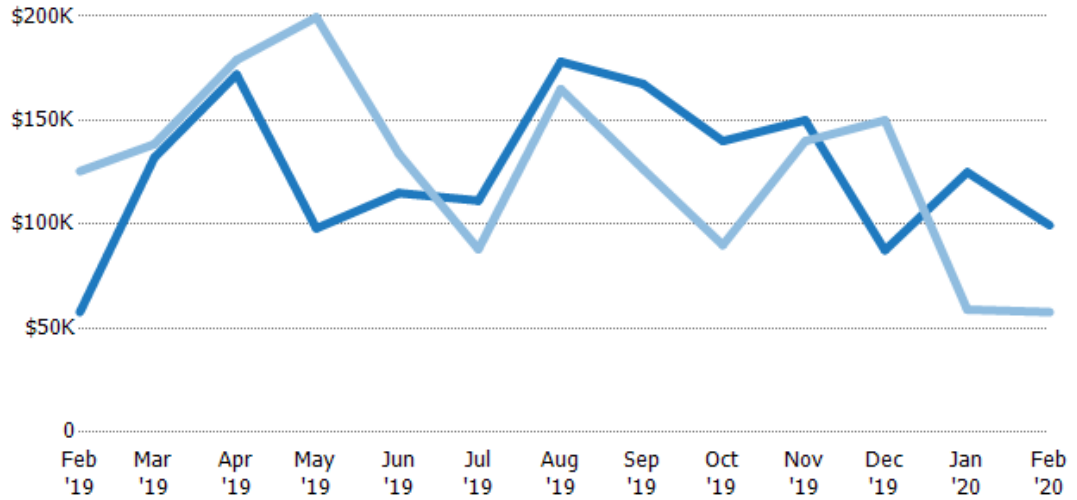
Median Sales Price

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.
Feb '20	\$100K	72.3%
Feb '19	\$57.8K	-54%
Feb '18	\$126K	13.1%



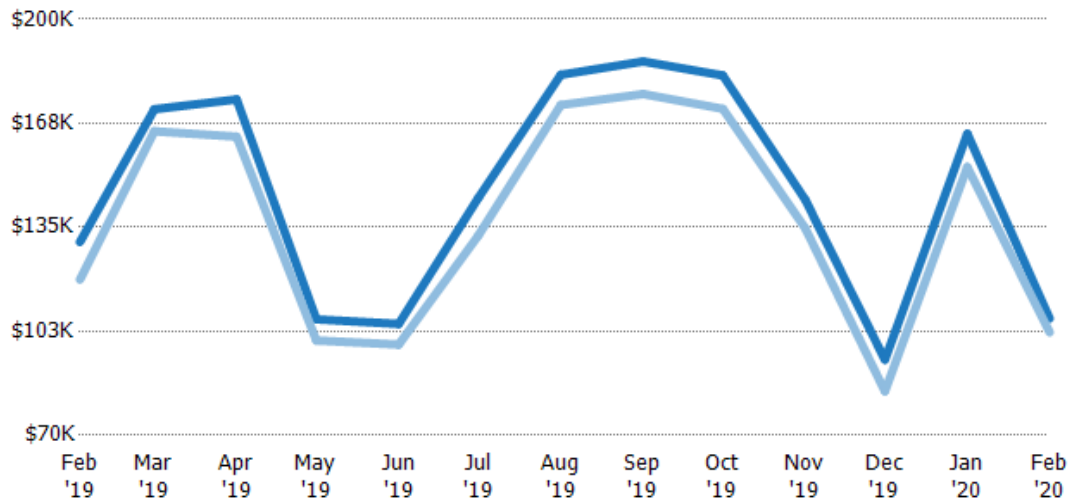
Current Year	\$57.8K	\$132K	\$172K	\$98K	\$115K	\$111K	\$178K	\$168K	\$140K	\$150K	\$87.5K	\$125K	\$100K
Prior Year	\$126K	\$139K	\$179K	\$200K	\$134K	\$88K	\$165K	\$127K	\$90K	\$140K	\$150K	\$59K	\$57.8K
Percent Change from Prior Year	-54%	-5%	-4%	-51%	-14%	27%	8%	32%	56%	7%	-42%	112%	72%

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



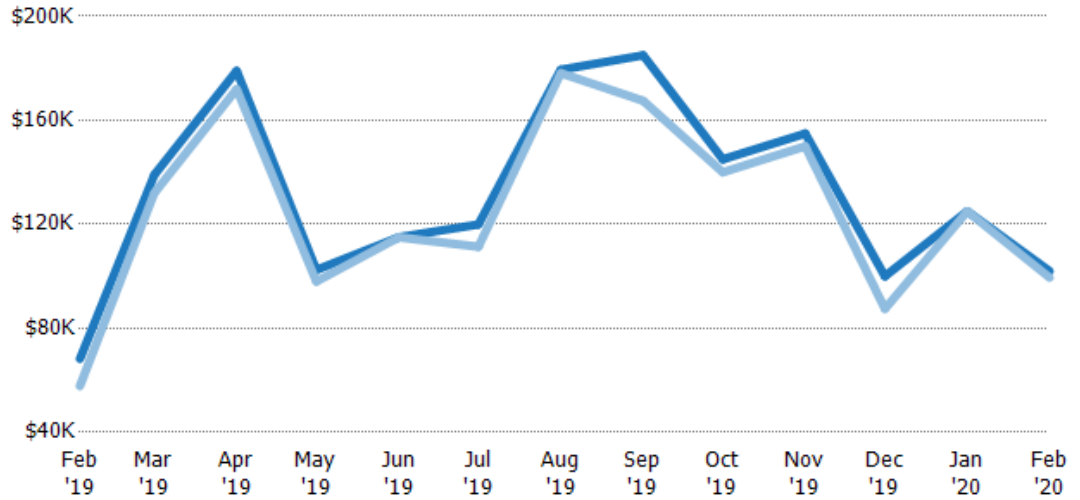
Avg List Price	\$130K	\$172K	\$175K	\$106K	\$105K	\$144K	\$183K	\$187K	\$182K	\$144K	\$93.6K	\$164K	\$106K
Avg Sales Price	\$119K	\$165K	\$163K	\$100K	\$98.3K	\$132K	\$173K	\$177K	\$172K	\$135K	\$83.8K	\$154K	\$102K
Avg Sales Price as a % of Avg List Price	91%	96%	93%	94%	94%	92%	95%	95%	94%	94%	89%	94%	96%

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



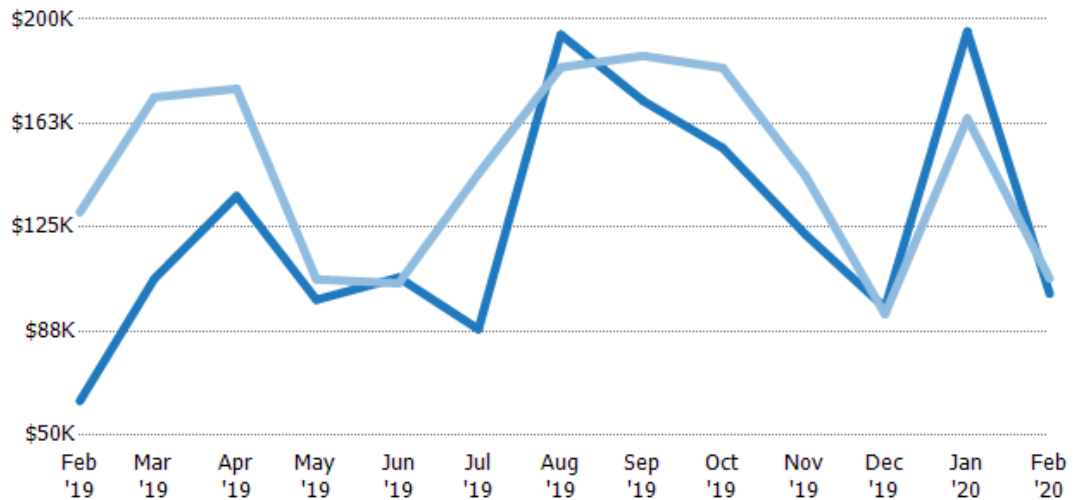
	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20
Median List Price	\$68.3K	\$139K	\$179K	\$102K	\$115K	\$120K	\$179K	\$185K	\$145K	\$155K	\$100K	\$125K	\$102K
Median Sales Price	\$57.8K	\$132K	\$172K	\$98K	\$115K	\$111K	\$178K	\$168K	\$140K	\$150K	\$87.5K	\$125K	\$100K
Med Sales Price as a % of Med List Price	85%	95%	96%	96%	100%	93%	99%	91%	97%	97%	88%	100%	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



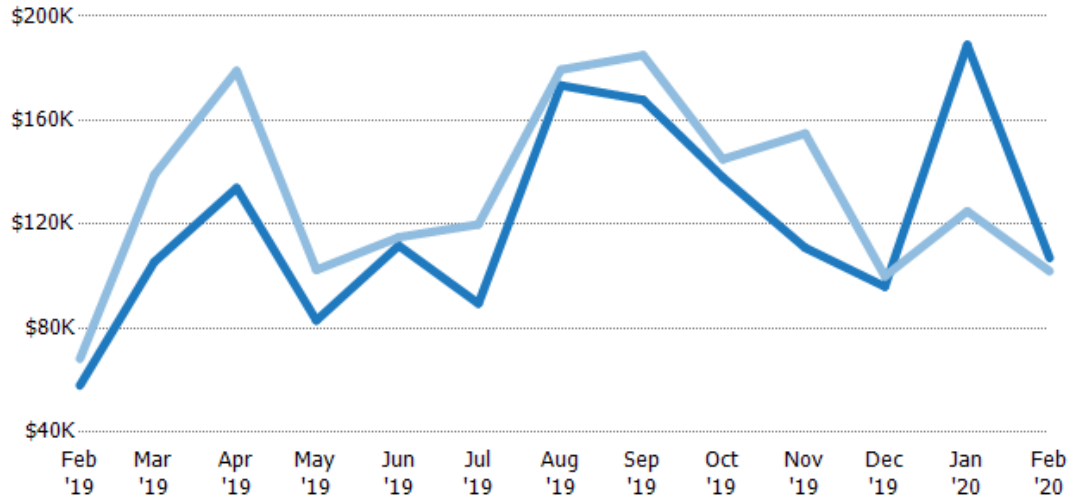
	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20
Avg Est Value	\$62.3K	\$106K	\$136K	\$98.8K	\$107K	\$88.3K	\$194K	\$171K	\$154K	\$122K	\$96K	\$196K	\$101K
Avg Sales Price	\$130K	\$172K	\$175K	\$106K	\$105K	\$144K	\$183K	\$187K	\$182K	\$144K	\$93.6K	\$164K	\$106K
Avg Sales Price as a % of Avg Est Value	209%	161%	128%	107%	98%	163%	94%	110%	119%	117%	98%	84%	105%

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



	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20
Median Est Value	\$58K	\$106K	\$134K	\$83K	\$112K	\$89.5K	\$173K	\$168K	\$138K	\$111K	\$96K	\$189K	\$107K
Median Sales Price	\$68.3K	\$139K	\$179K	\$102K	\$115K	\$120K	\$179K	\$185K	\$145K	\$155K	\$100K	\$125K	\$102K
Med Sales Price as a % of Med Est Value	118%	132%	134%	123%	103%	134%	103%	110%	105%	140%	104%	66%	95%