

Summary of Key Listing and Sales Metrics

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

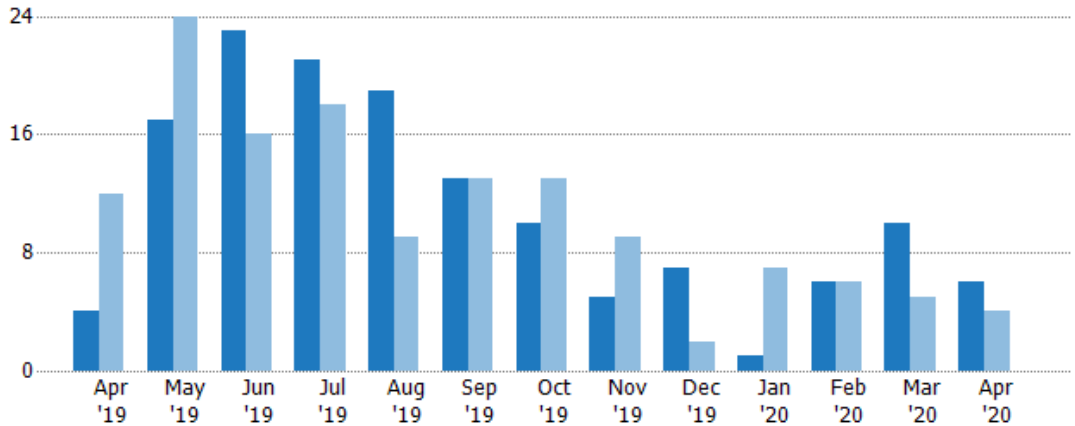
Key Metrics	Apr 2020	Apr 2019	+ / -	YTD 2020	YTD 2019	+ / -
Listing Activity Charts Metrics						
New Listing Count	6	4	+50%	23	22	+4.5%
New Listing Volume	\$1,317,300	\$957,000	+37.6%	\$4,173,500	\$3,316,300	+25.8%
Active Listing Count	63	75	-16%	N/A	N/A	
Active Listing Volume	\$10,749,590	\$13,720,400	-21.7%	N/A	N/A	
Average Listing Price	\$170,628	\$182,939	-6.7%	\$170,120	\$177,739	-4.3%
Median Listing Price	\$129,900	\$139,000	-6.5%	\$128,243	\$135,170	-5.1%
Median Days in RPR	240	238	+0.8%	222.44	207.21	+7.3%
Months of Inventory	9	15	-40%	13	13.2	-2%
Absorption Rate	11.11%	6.67%	+4.4%	7.72%	7.57%	+0.2%
Sales Activity Charts Metrics						
New Pending Sales Count	8	4	+100%	34	23	+47.8%
New Pending Sales Volume	\$909,300	\$534,500	+70.1%	\$5,074,100	\$3,270,950	+55.1%
Pending Sales Count	13	5	+160%	N/A	N/A	
Pending Sales Volume	\$2,069,800	\$526,500	+293.1%	N/A	N/A	
Closed Sales Count	3	6	-50%	25	21	+19%
Closed Sales Volume	\$420,000	\$971,178	-56.8%	\$3,678,900	\$2,640,578	+39.3%
Average Sales Price	\$140,000	\$161,863	-13.5%	\$147,156	\$125,742	+17%
Median Sales Price	\$93,500	\$174,181	-46.3%	\$127,700	\$109,037	+17.1%

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



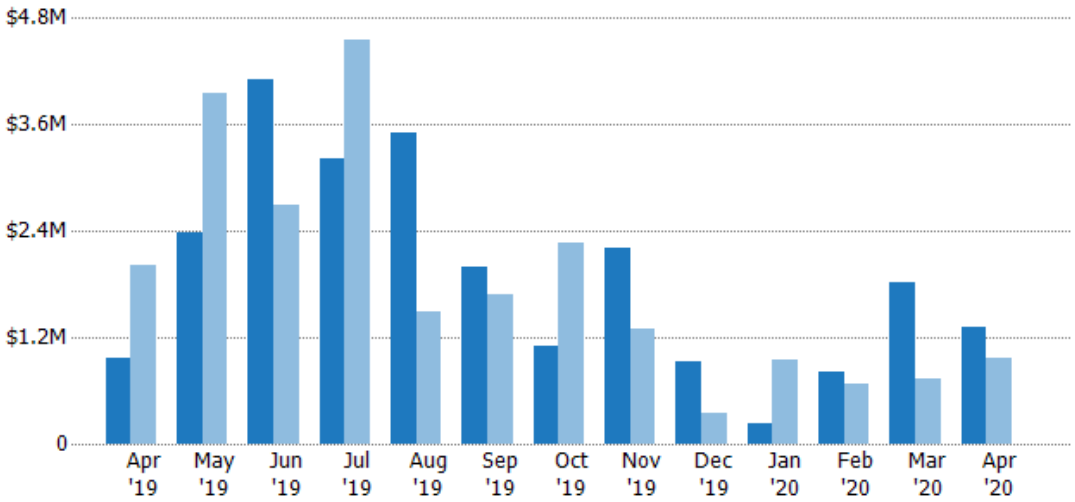
Month/Year	Current Year	Prior Year	Percent Change from Prior Year
Apr '20	6	4	50%
Apr '19	4	12	-66.7%
Apr '18	12	12	-8.3%

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



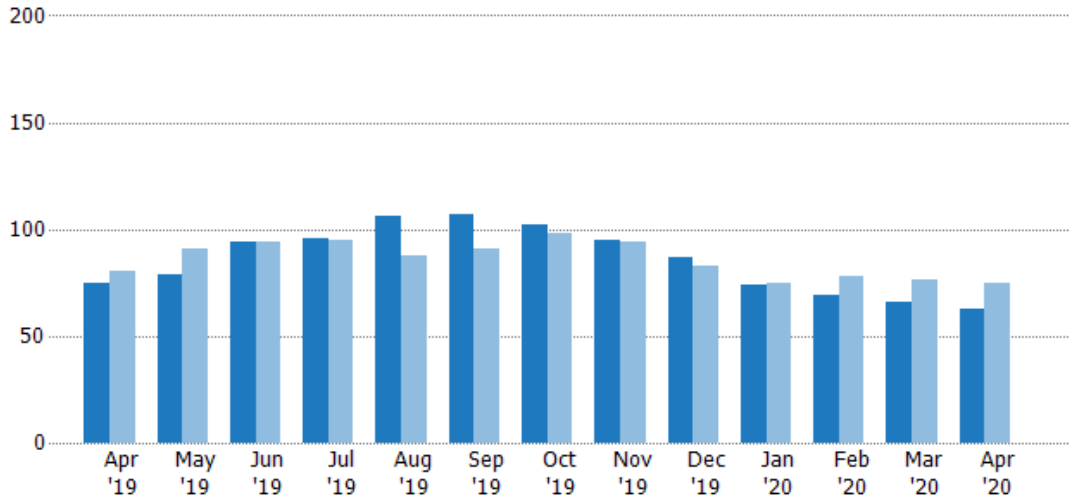
Month/Year	Current Year	Prior Year	Percent Change from Prior Year
Apr '20	\$1.32M	\$957K	37.6%
Apr '19	\$957K	\$2.01M	-52.3%
Apr '18	\$2.01M	\$2.01M	-5.5%

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



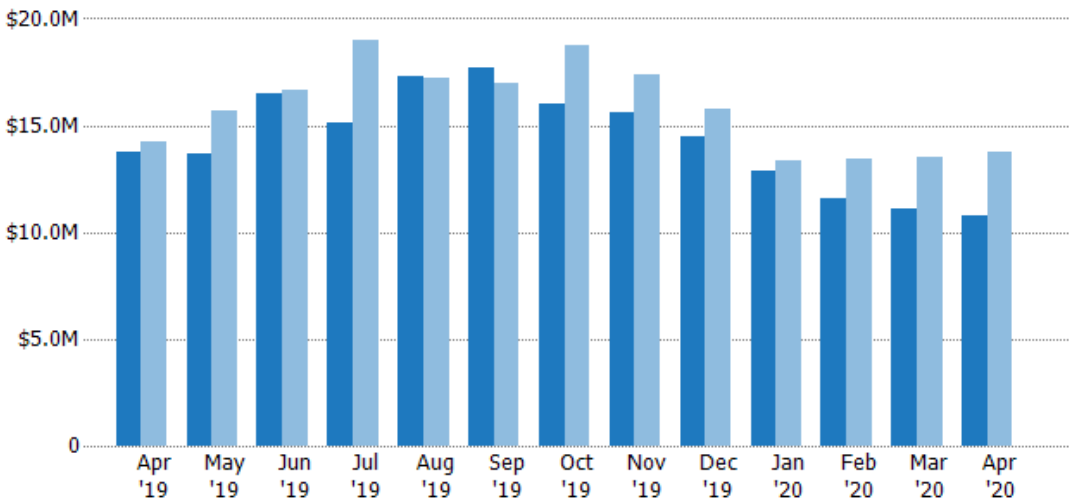
	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20
Current Year	75	79	94	96	106	107	102	95	87	74	69	66	63
Prior Year	80	91	94	95	88	91	98	94	83	75	78	76	75
Percent Change from Prior Year	-6%	-13%	0%	1%	20%	18%	4%	1%	5%	-1%	-12%	-13%	-16%

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



	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20
Current Year	\$13.7M	\$13.7M	\$16.5M	\$15.2M	\$17.3M	\$17.7M	\$16M	\$15.6M	\$14.4M	\$12.9M	\$11.6M	\$11.1M	\$10.7M
Prior Year	\$14.2M	\$15.7M	\$16.6M	\$19M	\$17.2M	\$17M	\$18.8M	\$17.4M	\$15.8M	\$13.4M	\$13.5M	\$13.5M	\$13.7M
Percent Change from Prior Year	-4%	-13%	-1%	-20%	1%	4%	-15%	-10%	-8%	-4%	-14%	-18%	-22%

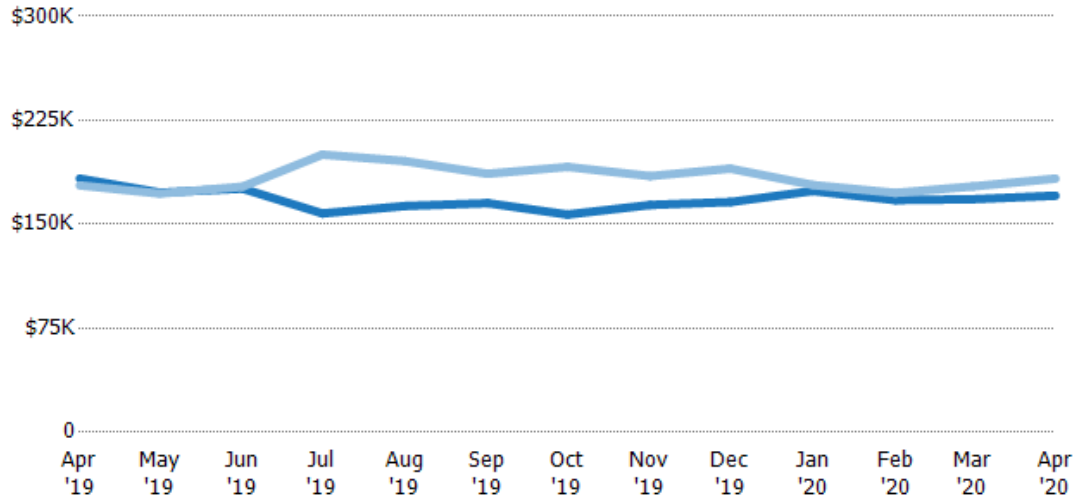
Average Listing Price

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.
Apr '20	\$171K	-6.7%
Apr '19	\$183K	2.8%
Apr '18	\$178K	-18.2%



Current Year	\$183K	\$173K	\$176K	\$158K	\$163K	\$165K	\$157K	\$164K	\$166K	\$174K	\$167K	\$168K	\$171K
Prior Year	\$178K	\$172K	\$177K	\$200K	\$196K	\$186K	\$191K	\$185K	\$190K	\$178K	\$173K	\$177K	\$183K
Percent Change from Prior Year	3%	0%	-1%	-21%	-17%	-11%	-18%	-11%	-13%	-2%	-3%	-5%	-7%

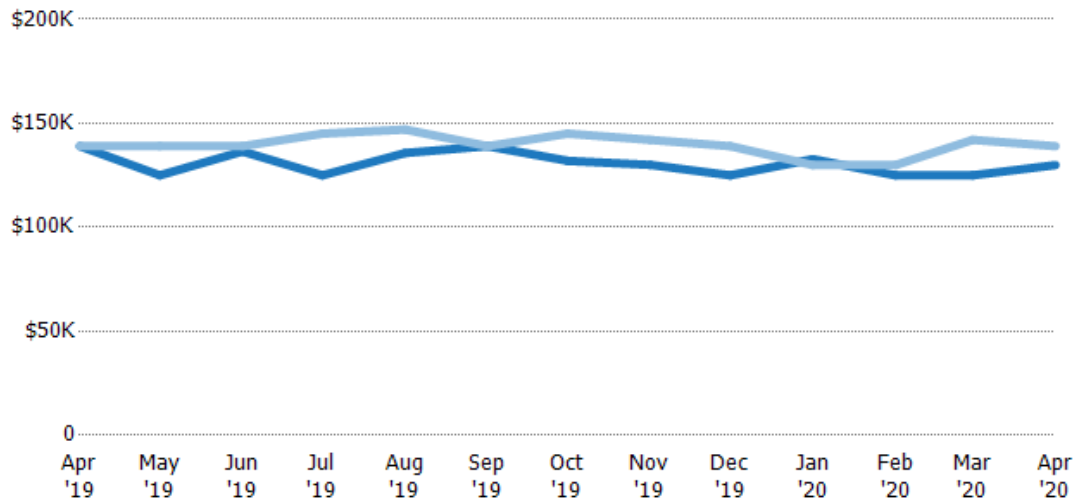
Median Listing Price

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.
Apr '20	\$130K	-6.5%
Apr '19	\$139K	0%
Apr '18	\$139K	-13.7%



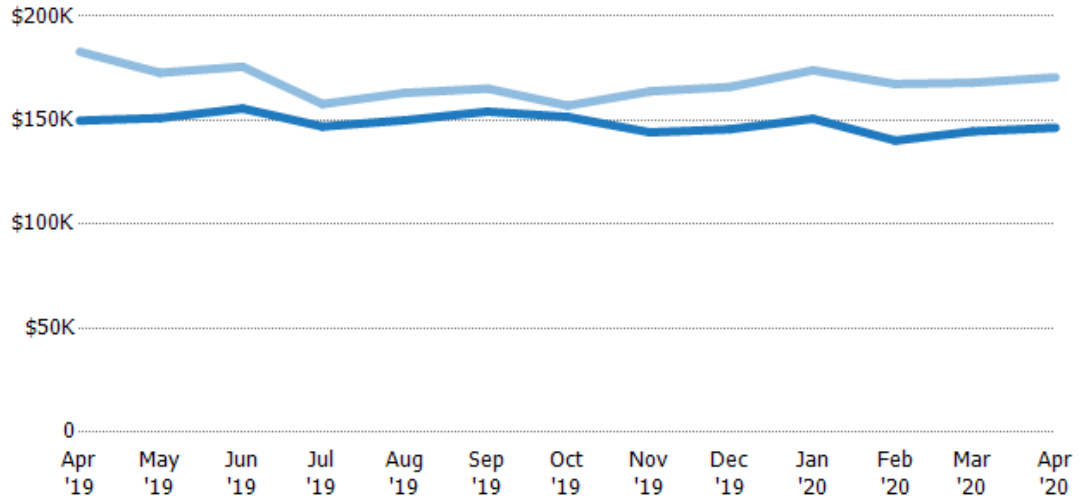
Current Year	\$139K	\$125K	\$136K	\$125K	\$136K	\$139K	\$132K	\$130K	\$125K	\$133K	\$125K	\$125K	\$130K
Prior Year	\$139K	\$139K	\$139K	\$145K	\$147K	\$139K	\$145K	\$142K	\$139K	\$130K	\$130K	\$142K	\$139K
Percent Change from Prior Year	0%	-10%	-2%	-14%	-8%	0%	-9%	-8%	-10%	2%	-4%	-12%	-7%

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



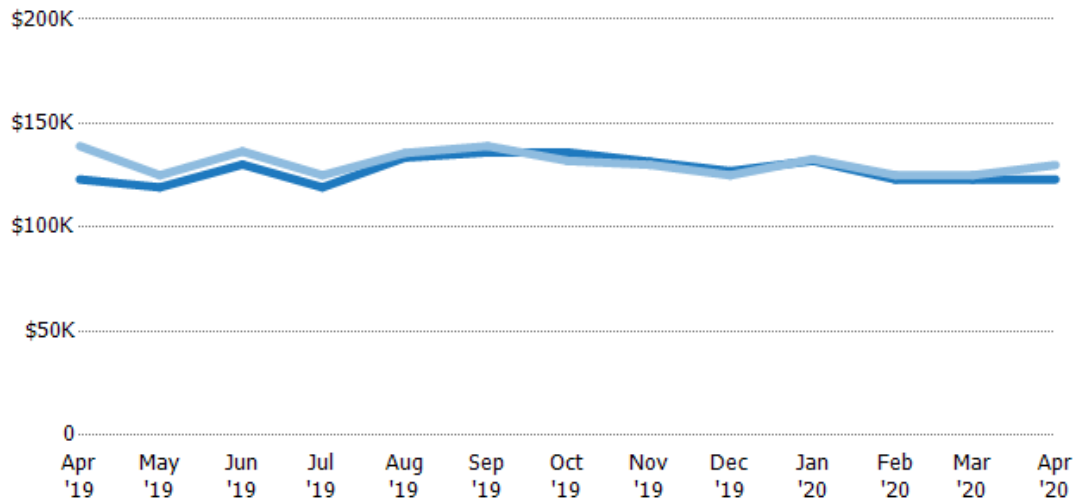
	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20
Avg Est Value	\$150K	\$151K	\$156K	\$147K	\$150K	\$154K	\$152K	\$144K	\$146K	\$151K	\$140K	\$145K	\$146K
Avg Listing Price	\$183K	\$173K	\$176K	\$158K	\$163K	\$165K	\$157K	\$164K	\$166K	\$174K	\$167K	\$168K	\$171K
Avg Listing Price as a % of Avg Est Value	122%	114%	113%	107%	109%	107%	104%	114%	114%	115%	119%	116%	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



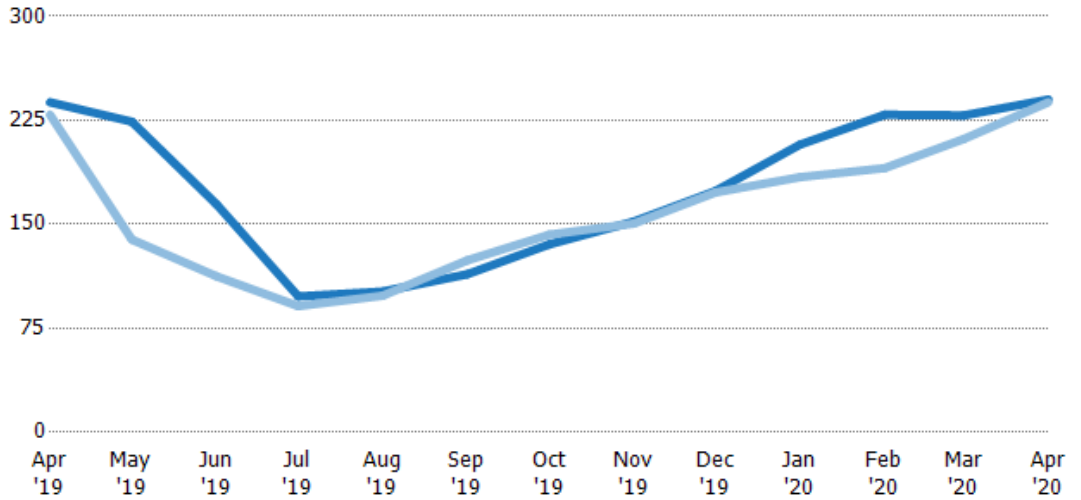
	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20
Median Est Value	\$123K	\$119K	\$130K	\$119K	\$134K	\$136K	\$136K	\$132K	\$127K	\$132K	\$123K	\$123K	\$123K
Median Listing Price	\$139K	\$125K	\$136K	\$125K	\$136K	\$139K	\$132K	\$130K	\$125K	\$133K	\$125K	\$125K	\$130K
Med Listing Price as a % of Med Est Value	113%	105%	105%	105%	102%	102%	97%	99%	98%	101%	102%	102%	106%

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.
Apr '20	240	0.8%
Apr '19	238	3.9%
Apr '18	229	-12.9%

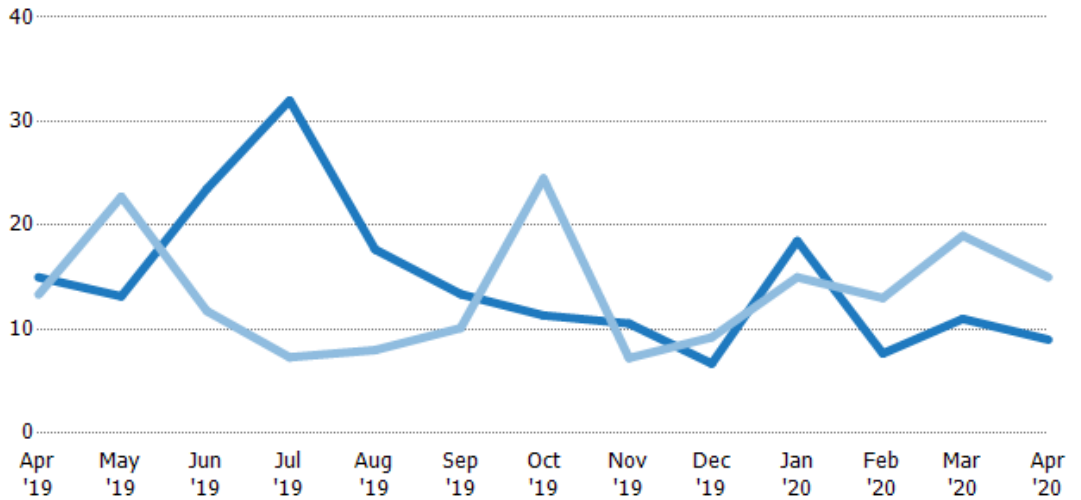
	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20
Current Year	238	224	165	98	102	114	136	152	174	208	229	229	240
Prior Year	229	139	113	91	98.5	124	143	151	173	184	191	212	238
Percent Change from Prior Year	4%	61%	46%	8%	3%	-8%	-5%	1%	1%	13%	20%	8%	1%

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.
Apr '20	9	-40%
Apr '19	15	12.5%
Apr '18	13.3	-36.7%

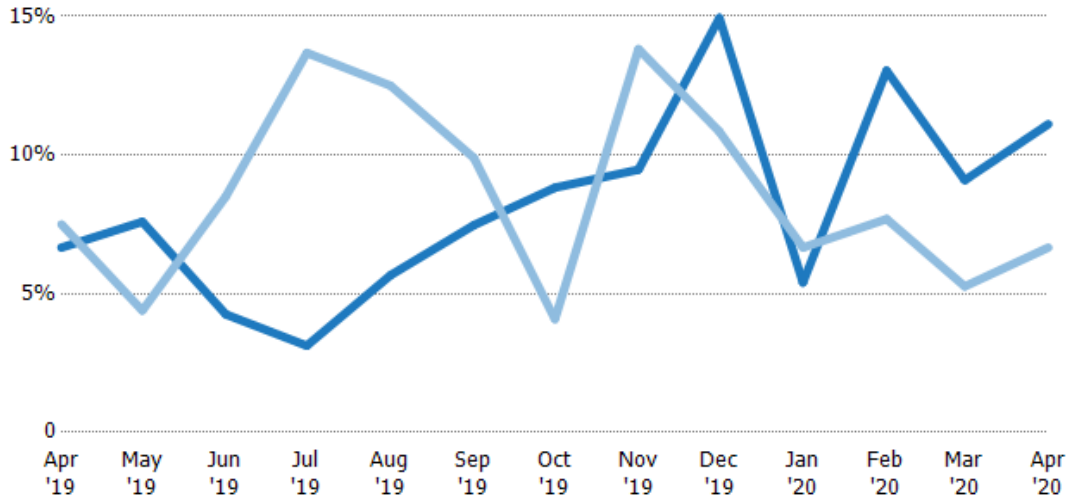
	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20
Current Year	15	13.2	23.5	32	17.7	13.4	11.3	10.6	6.69	18.5	7.67	11	9
Prior Year	13.3	22.8	11.8	7.31	8	10.1	24.5	7.23	9.22	15	13	19	15
Percent Change from Prior Year	13%	-42%	100%	338%	121%	32%	-54%	46%	-27%	23%	-41%	-42%	-40%

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



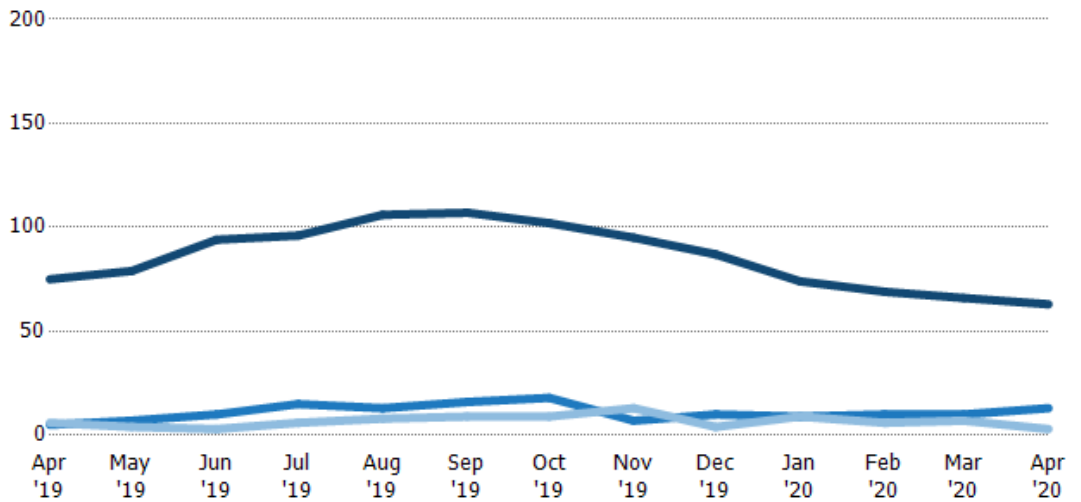
	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20
Current Year	7%	8%	4%	3%	6%	7%	9%	9%	15%	5%	13%	9%	11%
Prior Year	8%	4%	9%	14%	13%	10%	4%	14%	11%	7%	8%	5%	7%
Change from Prior Year	1%	-3%	4%	11%	7%	2%	-5%	4%	-4%	1%	-5%	-4%	-4%

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



	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20
Active	75	79	94	96	106	107	102	95	87	74	69	66	63
Pending	5	7	10	15	13	16	18	7	10	9	10	10	13
Sold	6	4	3	6	8	9	9	13	4	9	6	7	3

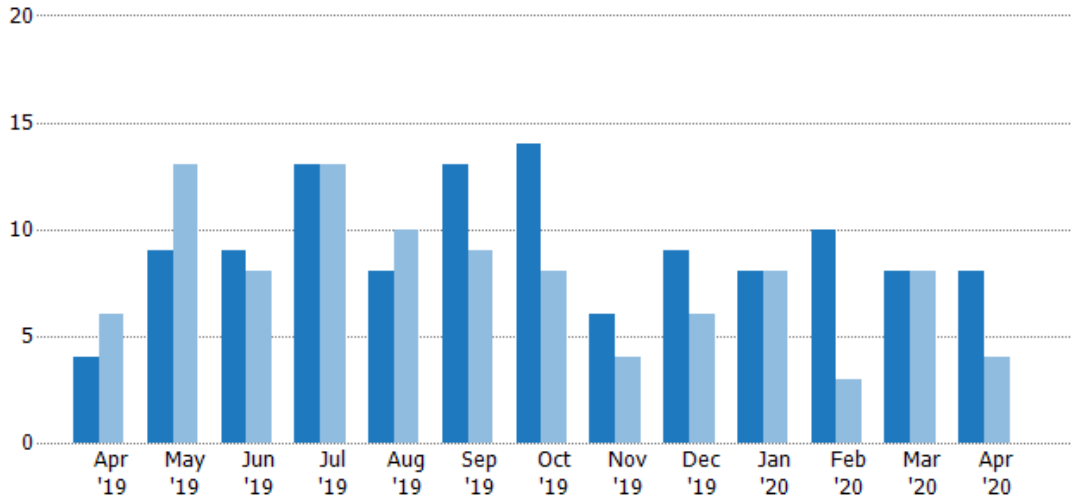
New Pending Sales

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.
Apr '20	8	100%
Apr '19	4	-33.3%
Apr '18	6	0%



Current Year	4	9	9	13	8	13	14	6	9	8	10	8	8
Prior Year	6	13	8	13	10	9	8	4	6	8	3	8	4
Percent Change from Prior Year	-33%	-31%	13%	0%	-20%	44%	75%	50%	50%	0%	233%	0%	100%

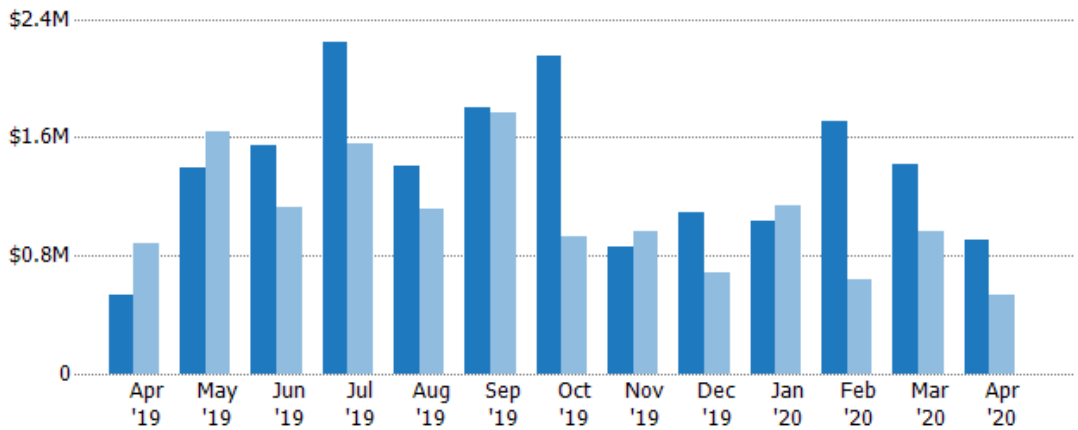
New Pending Sales Volume

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.
Apr '20	\$909K	70.1%
Apr '19	\$535K	-39.4%
Apr '18	\$882K	-19.6%



Current Year	\$535K	\$1.4M	\$1.55M	\$2.24M	\$1.4M	\$1.81M	\$2.15M	\$859K	\$1.09M	\$1.04M	\$1.71M	\$1.42M	\$909K
Prior Year	\$882K	\$1.64M	\$1.12M	\$1.56M	\$1.11M	\$1.77M	\$931K	\$967K	\$683K	\$1.13M	\$639K	\$964K	\$535K
Percent Change from Prior Year	-39%	-15%	38%	44%	26%	2%	131%	-11%	60%	-8%	168%	47%	70%

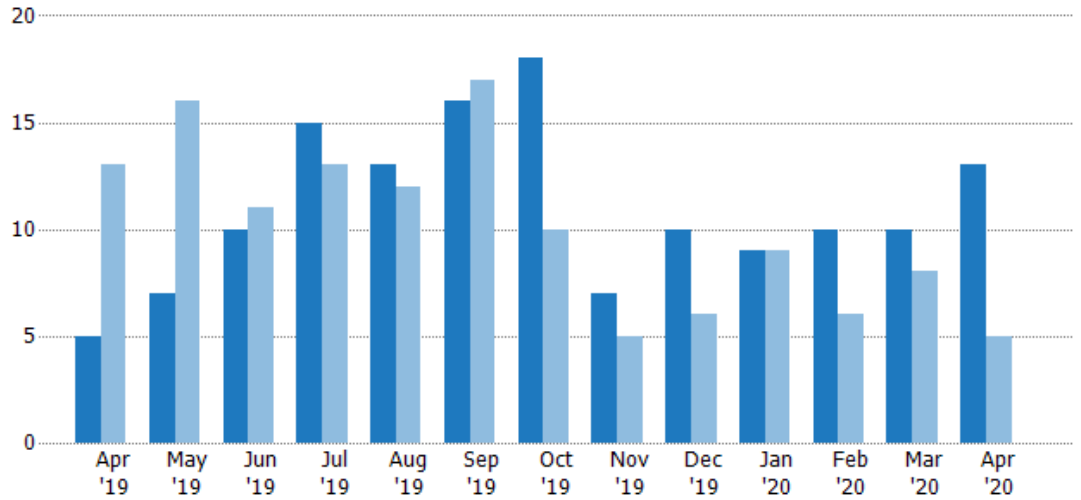
Pending Sales

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.
Apr '20	13	160%
Apr '19	5	-61.5%
Apr '18	13	15.4%



	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20
Current Year	5	7	10	15	13	16	18	7	10	9	10	10	13
Prior Year	13	16	11	13	12	17	10	5	6	9	6	8	5
Percent Change from Prior Year	-62%	-56%	-9%	15%	8%	-6%	80%	40%	67%	0%	67%	25%	160%

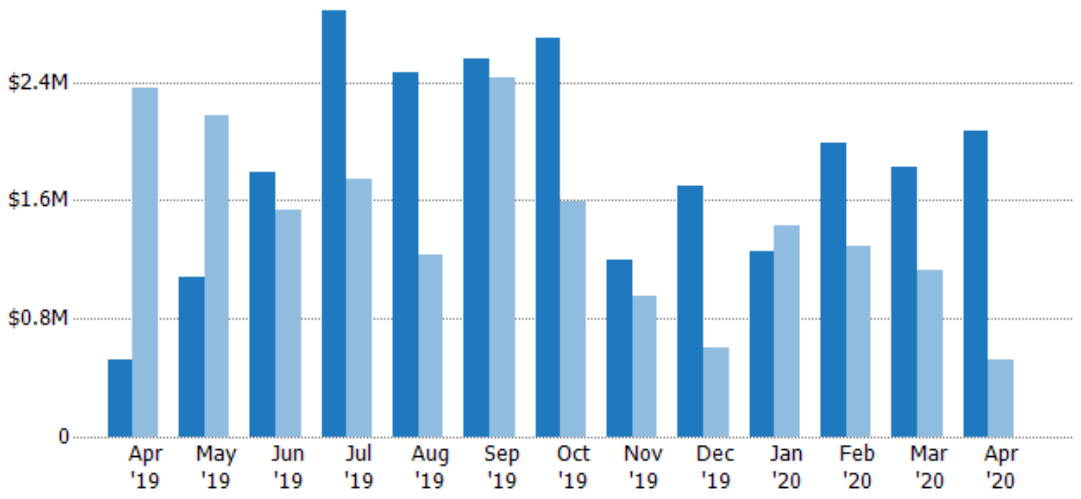
Pending Sales Volume

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.
Apr '20	\$2.07M	293.1%
Apr '19	\$527K	-77.7%
Apr '18	\$2.36M	3.3%



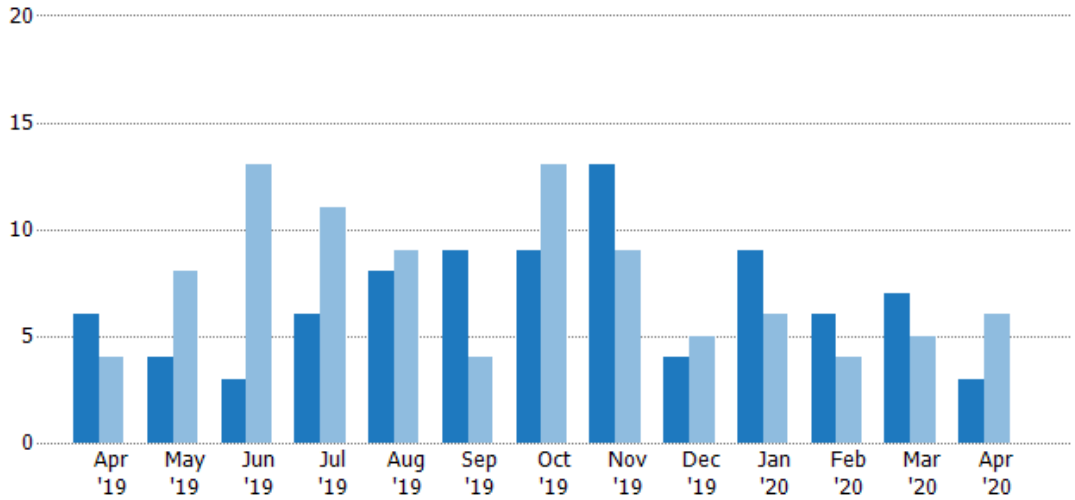
	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20
Current Year	\$527K	\$1.09M	\$1.78M	\$2.88M	\$2.47M	\$2.56M	\$2.7M	\$1.19M	\$1.69M	\$1.25M	\$1.98M	\$1.82M	\$2.07M
Prior Year	\$2.36M	\$2.18M	\$1.53M	\$1.75M	\$1.23M	\$2.43M	\$1.59M	\$956K	\$599K	\$1.42M	\$1.29M	\$1.12M	\$527K
Percent Change from Prior Year	-78%	-50%	17%	65%	100%	5%	70%	25%	183%	-12%	54%	62%	293%

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.
Apr '20	3	-50%
Apr '19	6	50%
Apr '18	4	-25%

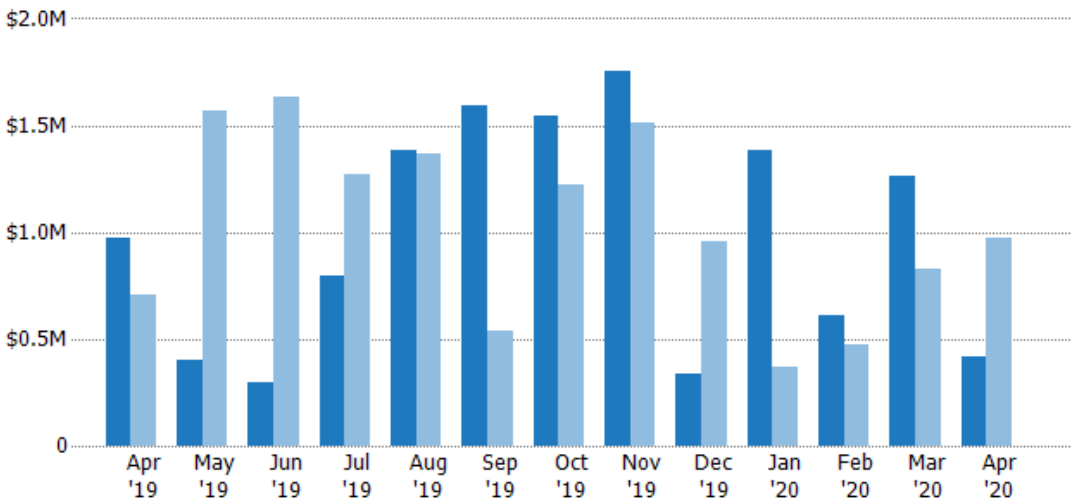
	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20
Current Year	6	4	3	6	8	9	9	13	4	9	6	7	3
Prior Year	4	8	13	11	9	4	13	9	5	6	4	5	6
Percent Change from Prior Year	50%	-50%	-77%	-45%	-11%	125%	-31%	44%	-20%	50%	50%	40%	-50%

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



Month/Year	Volume	% Chg.
Apr '20	\$420K	-56.8%
Apr '19	\$971K	36.6%
Apr '18	\$711K	-27.7%

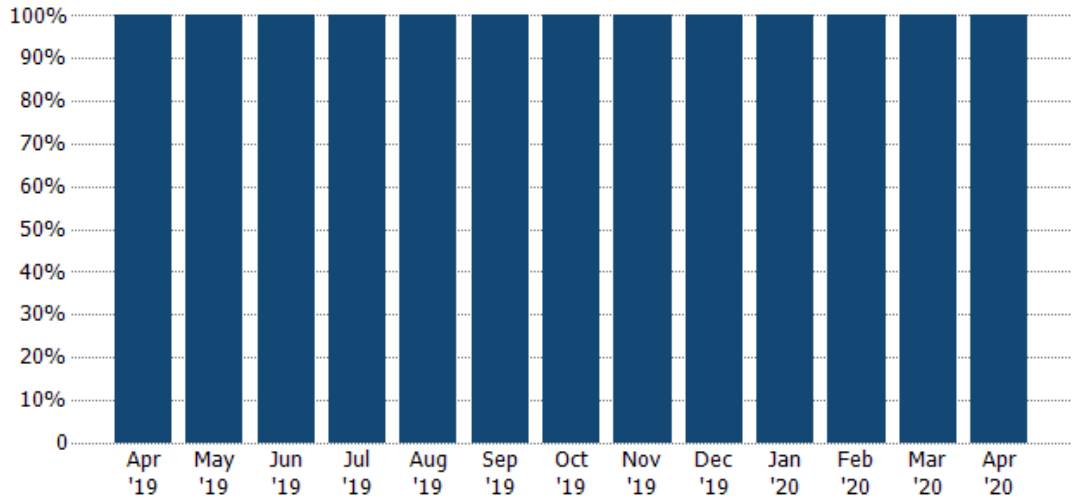
	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20
Current Year	\$971K	\$399K	\$295K	\$795K	\$1.39M	\$1.59M	\$1.55M	\$1.75M	\$335K	\$1.38M	\$613K	\$1.26M	\$420K
Prior Year	\$711K	\$1.57M	\$1.63M	\$1.27M	\$1.36M	\$537K	\$1.22M	\$1.51M	\$959K	\$370K	\$475K	\$825K	\$971K
Percent Change from Prior Year	37%	-75%	-82%	-37%	2%	196%	27%	16%	-65%	274%	29%	53%	-57%

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

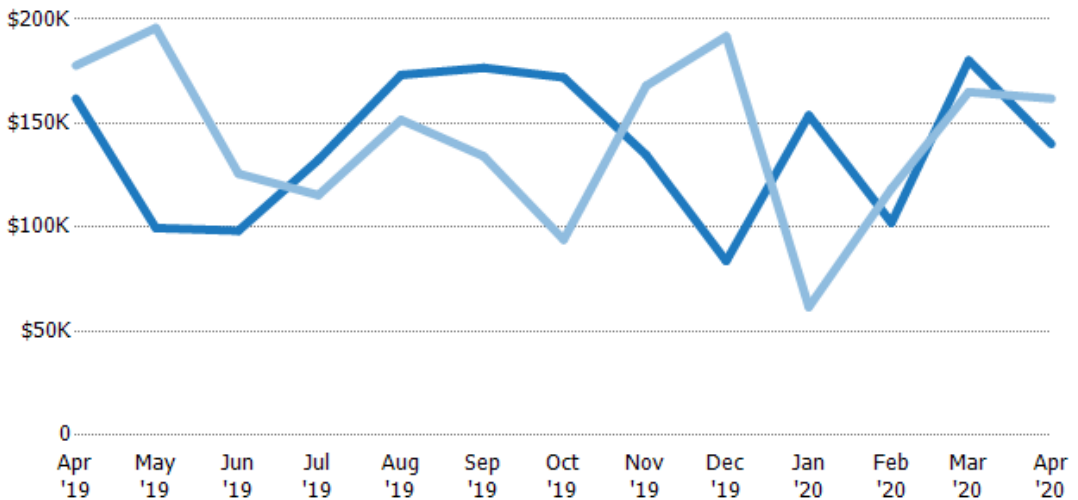
100% 100% 100% 100% 100% 100% 100% 100% 100% 100% 100% 100% 100%

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

\$162K \$100K \$98.3K \$132K \$173K \$177K \$172K \$135K \$83.8K \$154K \$102K \$180K \$140K

Prior Year

\$178K \$196K \$126K \$115K \$152K \$134K \$94K \$168K \$192K \$61.7K \$119K \$165K \$162K

Percent Change from Prior Year

-9% -49% -22% 15% 14% 32% 83% -20% -56% 150% -14% 9% -14%

Month/Year	Price	% Chg.
Apr '20	\$140K	-13.5%
Apr '19	\$162K	-8.9%
Apr '18	\$178K	-3.6%

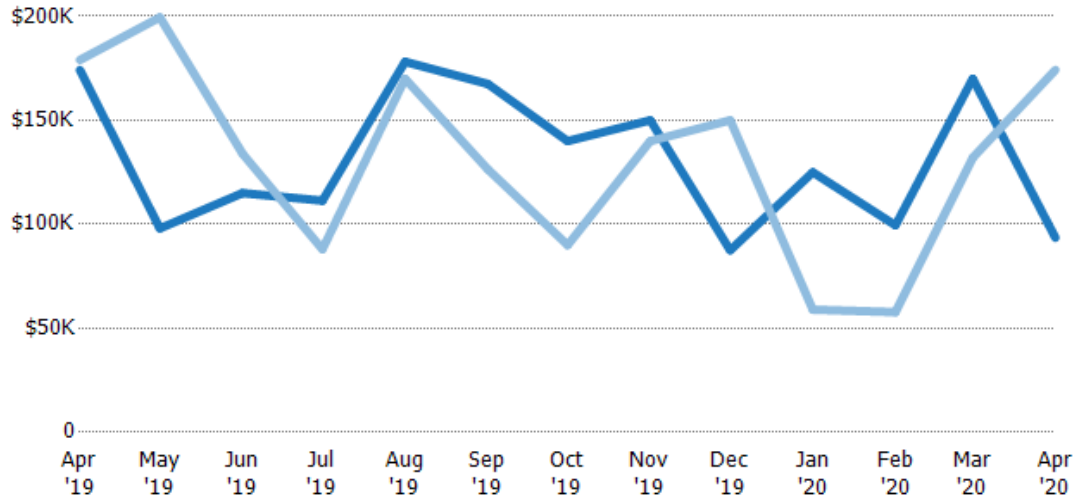
Median Sales Price

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.
Apr '20	\$93.5K	-46.3%
Apr '19	\$174K	-2.7%
Apr '18	\$179K	-36.3%



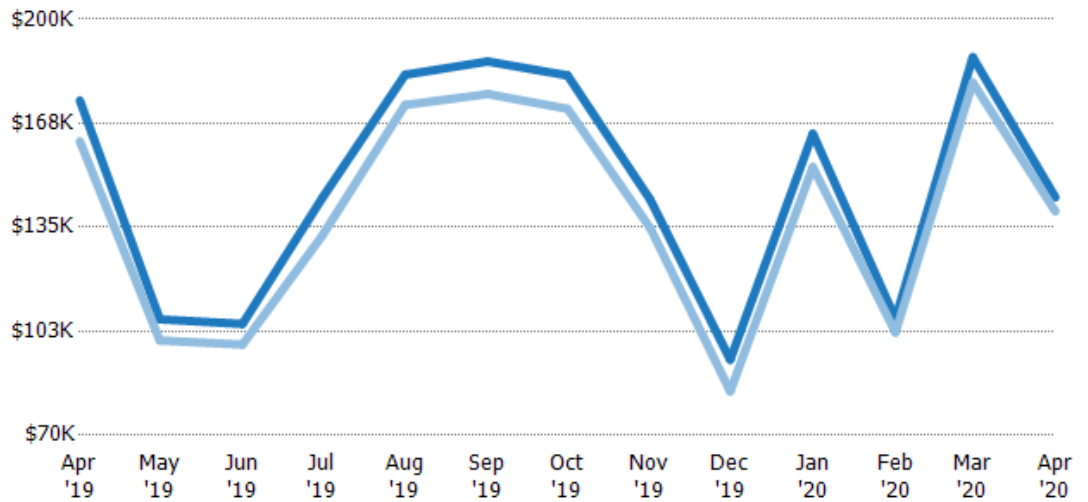
Current Year	\$174K	\$98K	\$115K	\$111K	\$178K	\$168K	\$140K	\$150K	\$87.5K	\$125K	\$100K	\$170K	\$93.5K
Prior Year	\$179K	\$200K	\$134K	\$88K	\$170K	\$127K	\$90K	\$140K	\$150K	\$59K	\$57.8K	\$132K	\$174K
Percent Change from Prior Year	-3%	-51%	-14%	27%	5%	32%	56%	7%	-42%	112%	72%	29%	-46%

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



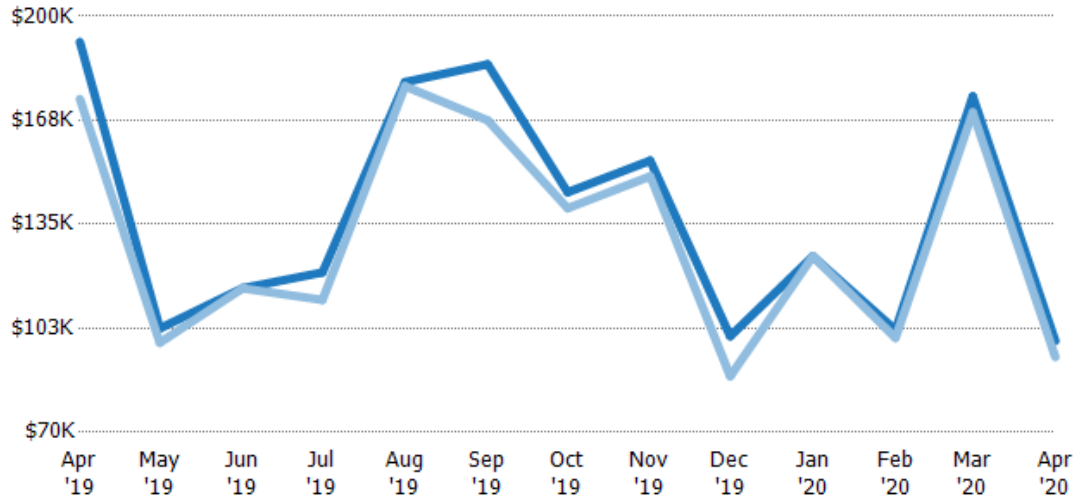
Avg List Price	\$175K	\$106K	\$105K	\$144K	\$183K	\$187K	\$182K	\$144K	\$93.6K	\$164K	\$106K	\$188K	\$144K
Avg Sales Price	\$162K	\$100K	\$98.3K	\$132K	\$173K	\$177K	\$172K	\$135K	\$83.8K	\$154K	\$102K	\$180K	\$140K
Avg Sales Price as a % of Avg List Price	93%	94%	94%	92%	95%	95%	94%	94%	89%	94%	96%	96%	97%

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



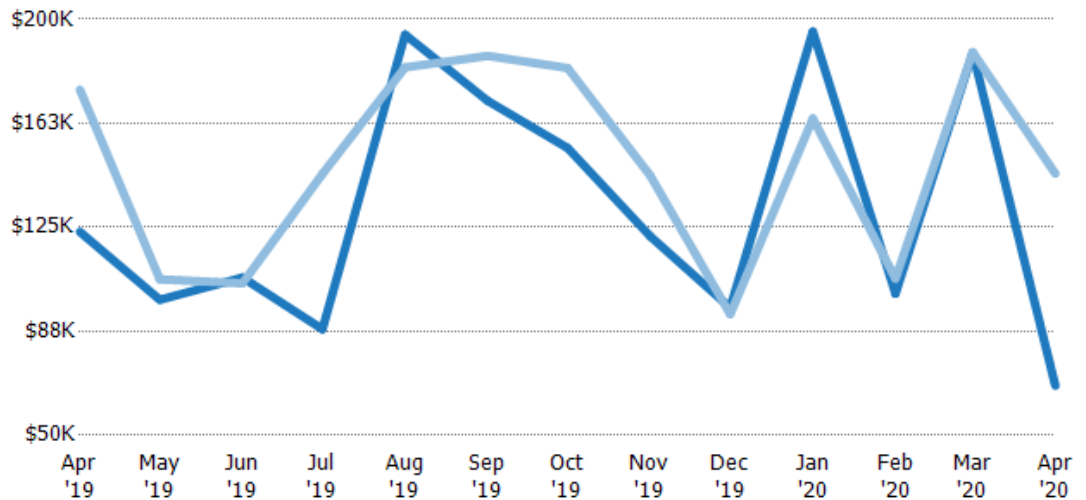
	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20
Median List Price	\$192K	\$102K	\$115K	\$120K	\$179K	\$185K	\$145K	\$155K	\$100K	\$125K	\$102K	\$175K	\$98.5K
Median Sales Price	\$174K	\$98K	\$115K	\$111K	\$178K	\$168K	\$140K	\$150K	\$87.5K	\$125K	\$100K	\$170K	\$93.5K
Med Sales Price as a % of Med List Price	91%	96%	100%	93%	99%	91%	97%	97%	88%	100%	98%	97%	95%

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



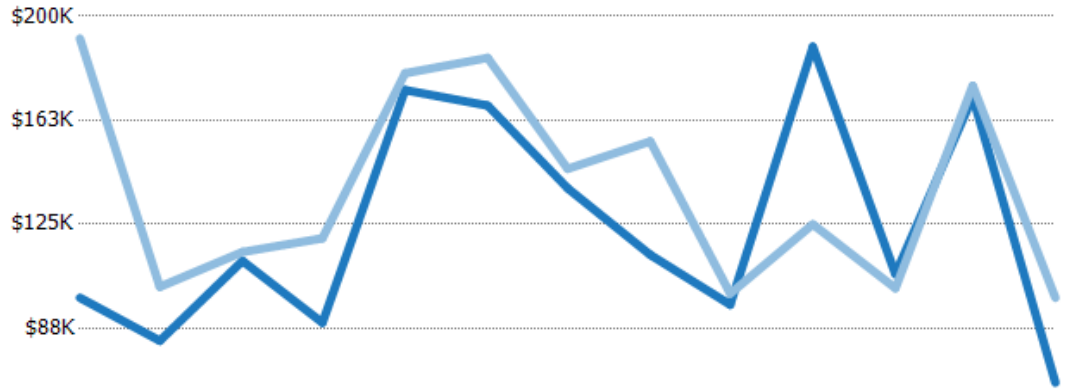
	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20
Avg Est Value	\$123K	\$98.8K	\$107K	\$88.3K	\$194K	\$171K	\$154K	\$122K	\$96K	\$196K	\$101K	\$188K	\$67.9K
Avg Sales Price	\$175K	\$106K	\$105K	\$144K	\$183K	\$187K	\$182K	\$144K	\$93.6K	\$164K	\$106K	\$188K	\$144K
Avg Sales Price as a % of Avg Est Value	142%	107%	98%	163%	94%	110%	119%	118%	98%	84%	105%	100%	213%

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



	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20
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Median Est Value	\$98.5K	\$83K	\$112K	\$89.5K	\$173K	\$168K	\$138K	\$114K	\$96K	\$189K	\$107K	\$171K	\$67.9K
Median Sales Price	\$192K	\$102K	\$115K	\$120K	\$179K	\$185K	\$145K	\$155K	\$100K	\$125K	\$102K	\$175K	\$98.5K
Med Sales Price as a % of Med Est Value	195%	123%	103%	134%	103%	110%	105%	136%	104%	66%	95%	102%	145%