

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	May 2020	May 2019	+ / -	YTD 2020	YTD 2019	+ / -
Listing Activity Charts Metrics						
New Listing Count	17	17	+/-	39	39	+/-
New Listing Volume	\$3,714,600	\$2,362,990	+57.2%	\$7,720,000	\$5,679,290	+35.9%
Active Listing Count	66	79	-16.5%	N/A	N/A	
Active Listing Volume	\$12,511,200	\$13,638,690	-8.3%	N/A	N/A	
Average Listing Price	\$189,564	\$172,642	+9.8%	\$171,748	\$176,688	-2.8%
Median Listing Price	\$143,500	\$125,000	+14.8%	\$129,667	\$133,072	-2.6%
Median Days in RPR	193.5	224	-13.6%	219.87	209.9	+4.7%
Months of Inventory	22	13.2	+67.1%	13.7	12.4	+10.7%
Absorption Rate	4.55%	7.59%	-3%	7.31%	8.09%	-0.8%
Sales Activity Charts Metrics						
New Pending Sales Count	13	9	+44.4%	47	32	+46.9%
New Pending Sales Volume	\$1,657,900	\$1,398,200	+18.6%	\$6,732,000	\$4,669,150	+44.2%
Pending Sales Count	18	7	+157.1%	N/A	N/A	
Pending Sales Volume	\$2,349,000	\$1,085,300	+116.4%	N/A	N/A	
Closed Sales Count	5	4	+25%	30	25	+20%
Closed Sales Volume	\$965,500	\$398,500	+142.3%	\$4,644,400	\$3,039,078	+52.8%
Average Sales Price	\$193,100	\$99,625	+93.8%	\$154,813	\$121,563	+27.4%
Median Sales Price	\$220,000	\$98,000	+124.5%	\$143,083	\$107,271	+33.4%

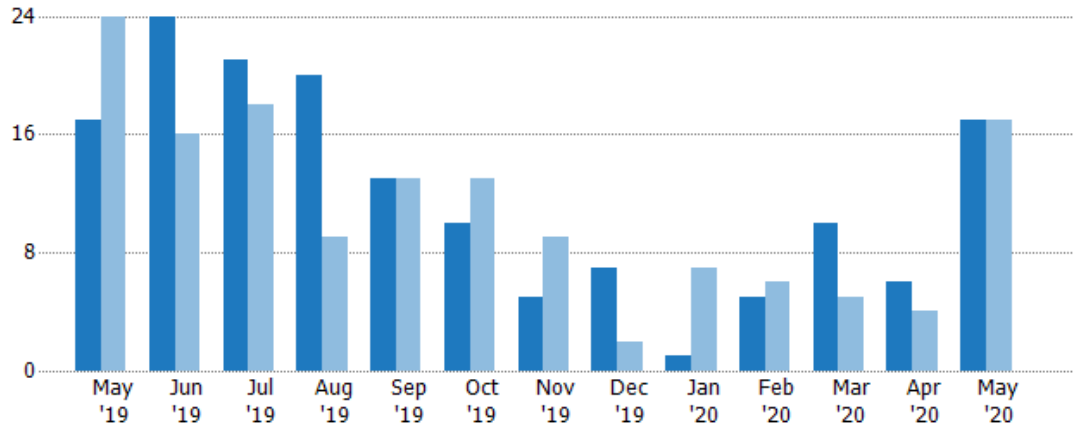
New Listings

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.
May '20	17	0%
May '19	17	-29.2%
May '18	24	-41.7%



	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20
Current Year	17	24	21	20	13	10	5	7	1	5	10	6	17
Prior Year	24	16	18	9	13	13	9	2	7	6	5	4	17
Percent Change from Prior Year	-29%	50%	17%	122%	0%	-23%	-44%	250%	-86%	-17%	100%	50%	0%

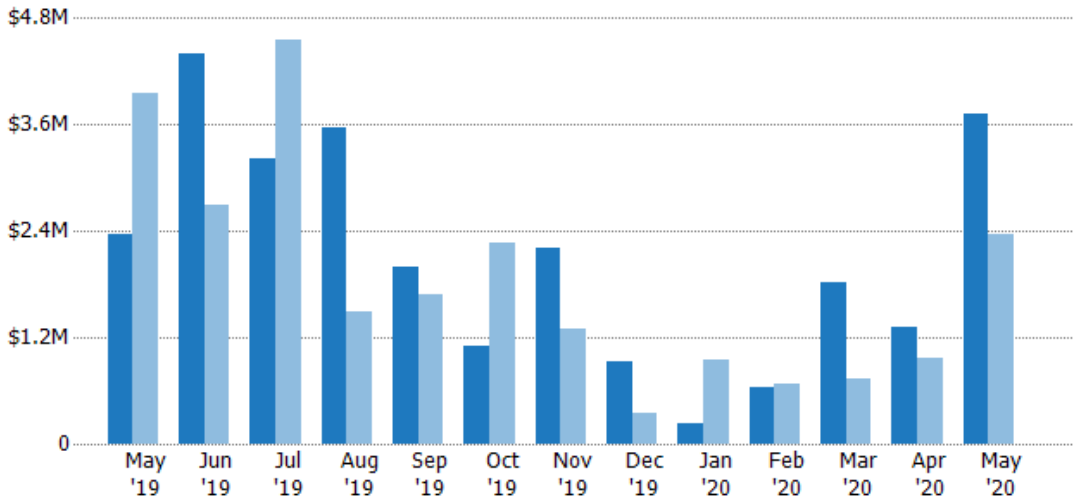
New Listing Volume

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.
May '20	\$3.71M	57.2%
May '19	\$2.36M	-40.4%
May '18	\$3.96M	-19.9%



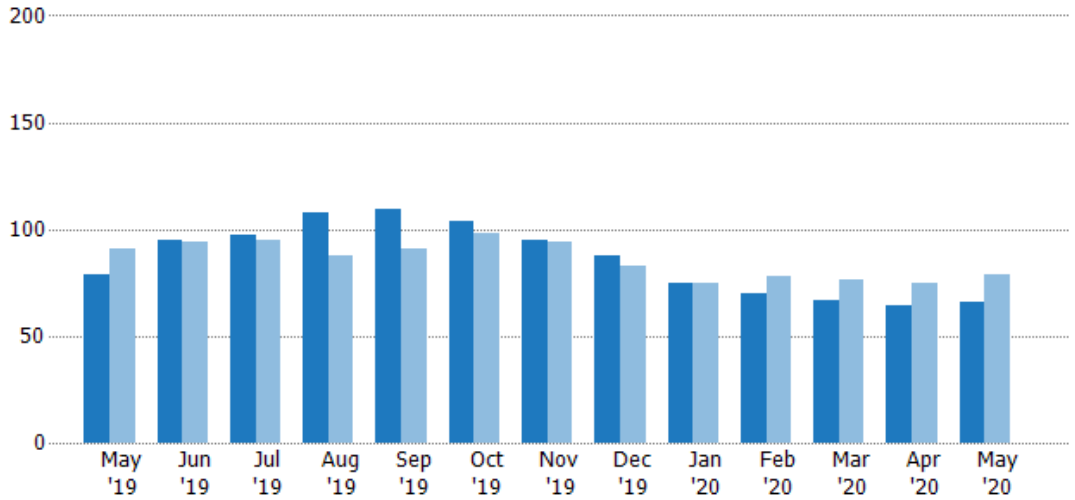
	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20
Current Year	\$2.36M	\$4.4M	\$3.21M	\$3.57M	\$1.99M	\$1.1M	\$2.21M	\$934K	\$228K	\$646K	\$1.82M	\$1.32M	\$3.71M
Prior Year	\$3.96M	\$2.7M	\$4.56M	\$1.48M	\$1.69M	\$2.27M	\$1.3M	\$345K	\$957K	\$671K	\$731K	\$957K	\$2.36M
Percent Change from Prior Year	-40%	63%	-30%	140%	18%	-52%	70%	171%	-76%	-4%	148%	37%	57%

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



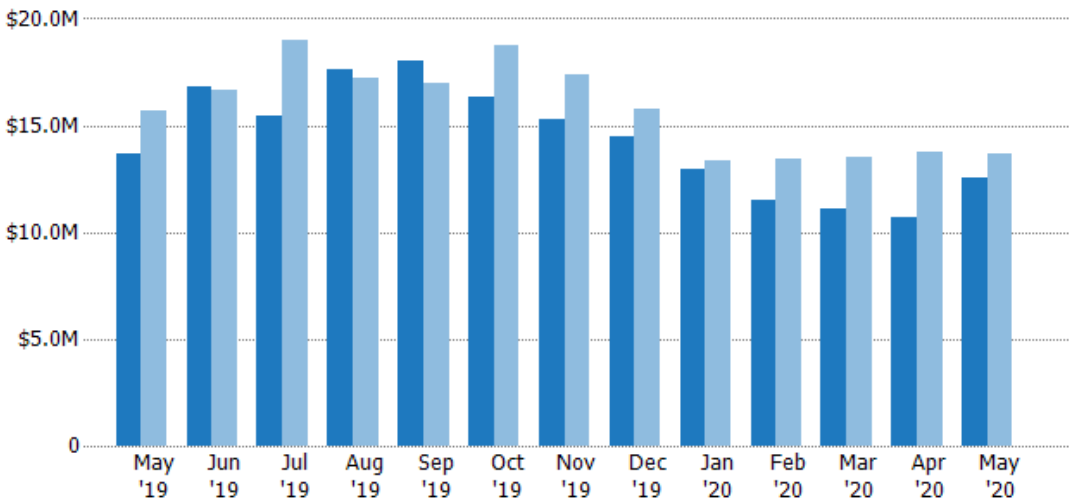
	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20
Current Year	79	95	97	108	109	104	95	88	75	70	67	64	66
Prior Year	91	94	95	88	91	98	94	83	75	78	76	75	79
Percent Change from Prior Year	-13%	1%	2%	23%	20%	6%	1%	6%	0%	-10%	-12%	-15%	-16%

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



	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20
Current Year	\$13.6M	\$16.8M	\$15.4M	\$17.6M	\$18M	\$16.4M	\$15.3M	\$14.5M	\$12.9M	\$11.5M	\$11.1M	\$10.7M	\$12.5M
Prior Year	\$15.7M	\$16.6M	\$19M	\$17.2M	\$17M	\$18.8M	\$17.4M	\$15.8M	\$13.4M	\$13.5M	\$13.5M	\$13.7M	\$13.6M
Percent Change from Prior Year	-13%	1%	-19%	2%	6%	-13%	-12%	-8%	-3%	-14%	-18%	-22%	-8%

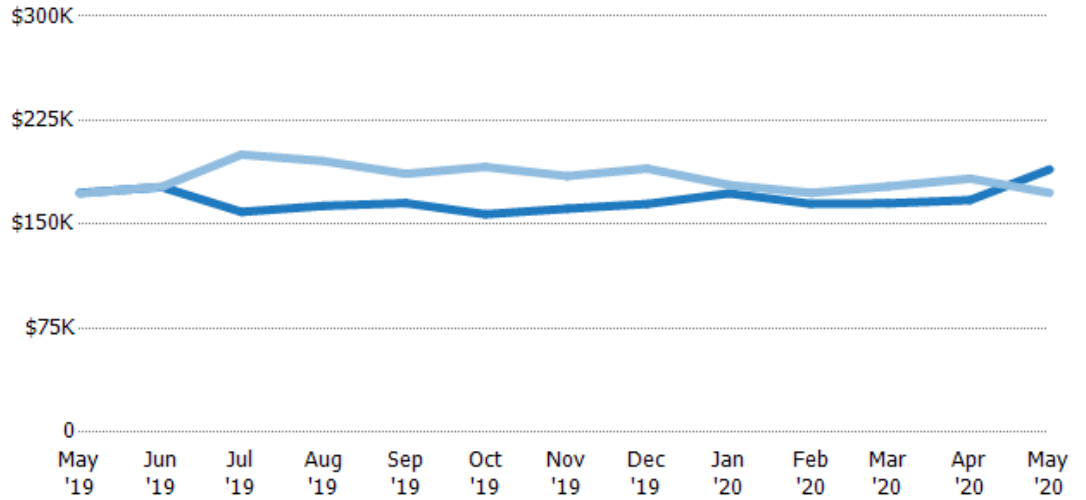
Average Listing Price

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.
May '20	\$190K	9.8%
May '19	\$173K	0.3%
May '18	\$172K	-6.1%



Current Year	\$173K	\$177K	\$159K	\$163K	\$165K	\$157K	\$161K	\$165K	\$172K	\$165K	\$165K	\$167K	\$190K
Prior Year	\$172K	\$177K	\$200K	\$196K	\$186K	\$191K	\$185K	\$190K	\$178K	\$173K	\$177K	\$183K	\$173K
Percent Change from Prior Year	0%	0%	-21%	-17%	-11%	-18%	-13%	-13%	-3%	-5%	-7%	-8%	10%

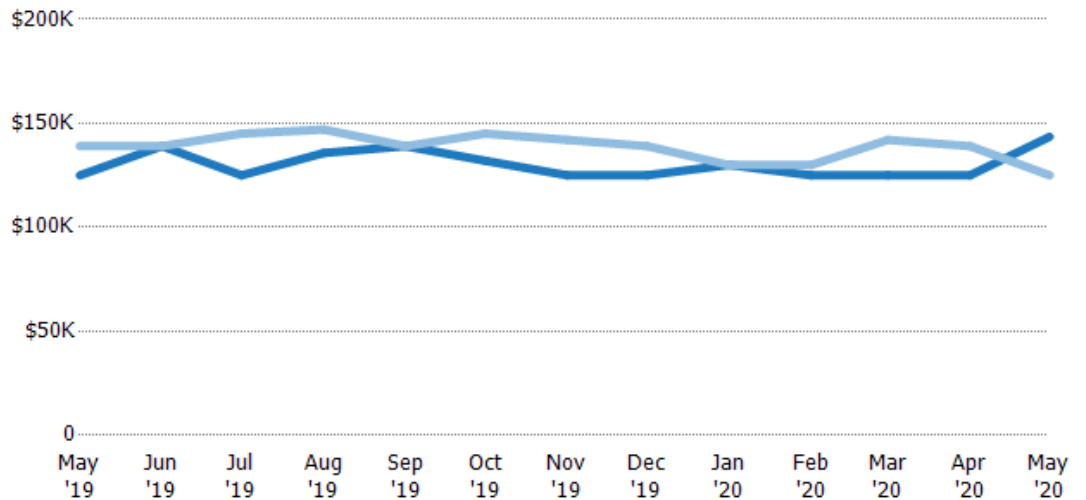
Median Listing Price

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.
May '20	\$144K	14.8%
May '19	\$125K	-10.1%
May '18	\$139K	-10.1%



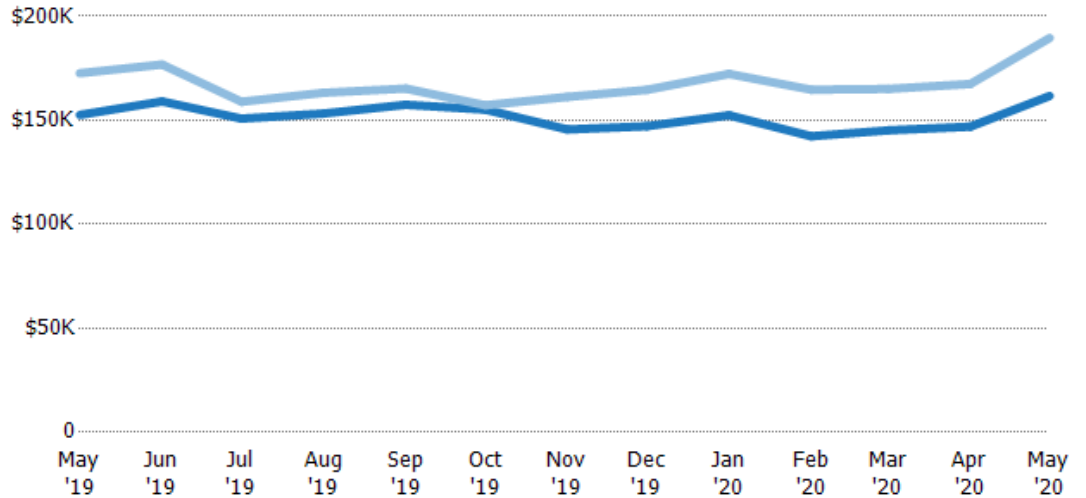
Current Year	\$125K	\$139K	\$125K	\$136K	\$139K	\$132K	\$125K	\$125K	\$130K	\$125K	\$125K	\$125K	\$144K
Prior Year	\$139K	\$139K	\$145K	\$147K	\$139K	\$145K	\$142K	\$139K	\$130K	\$130K	\$142K	\$139K	\$125K
Percent Change from Prior Year	-10%	0%	-14%	-8%	0%	-9%	-12%	-10%	0%	-4%	-12%	-10%	15%

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



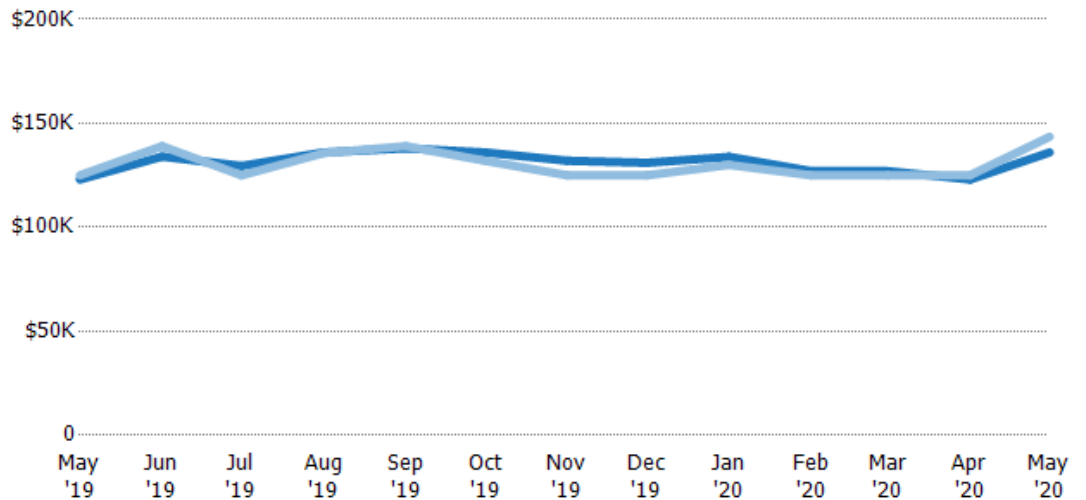
	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20
Avg Est Value	\$153K	\$159K	\$151K	\$153K	\$157K	\$155K	\$146K	\$147K	\$152K	\$142K	\$145K	\$147K	\$162K
Avg Listing Price	\$173K	\$177K	\$159K	\$163K	\$165K	\$157K	\$161K	\$165K	\$172K	\$165K	\$165K	\$167K	\$190K
Avg Listing Price as a % of Avg Est Value	113%	111%	105%	107%	105%	101%	111%	112%	113%	116%	114%	114%	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



	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20
Median Est Value	\$123K	\$134K	\$130K	\$136K	\$138K	\$136K	\$132K	\$131K	\$134K	\$127K	\$127K	\$123K	\$136K
Median Listing Price	\$125K	\$139K	\$125K	\$136K	\$139K	\$132K	\$125K	\$125K	\$130K	\$125K	\$125K	\$125K	\$144K
Med Listing Price as a % of Med Est Value	102%	104%	97%	100%	101%	97%	95%	95%	97%	98%	98%	102%	106%

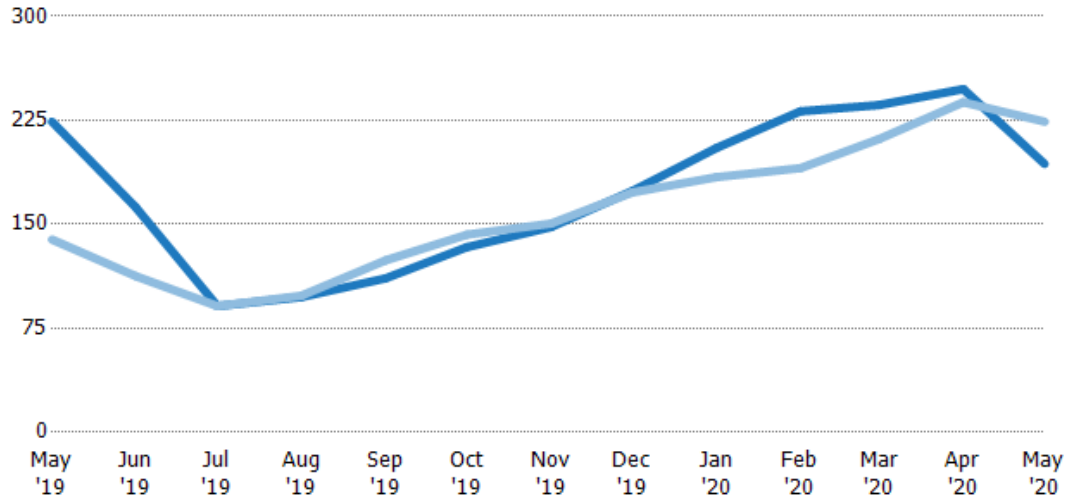
Median Days in RPR

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.
May '20	194	-13.6%
May '19	224	61.2%
May '18	139	-4.7%



Current Year	224	162	91	97.5	111	134	148	174	205	232	236	248	194
Prior Year	139	113	91	98.5	124	143	151	173	184	191	212	238	224
Percent Change from Prior Year	61%	44%	0%	-1%	-10%	-6%	-2%	1%	11%	22%	12%	4%	-14%

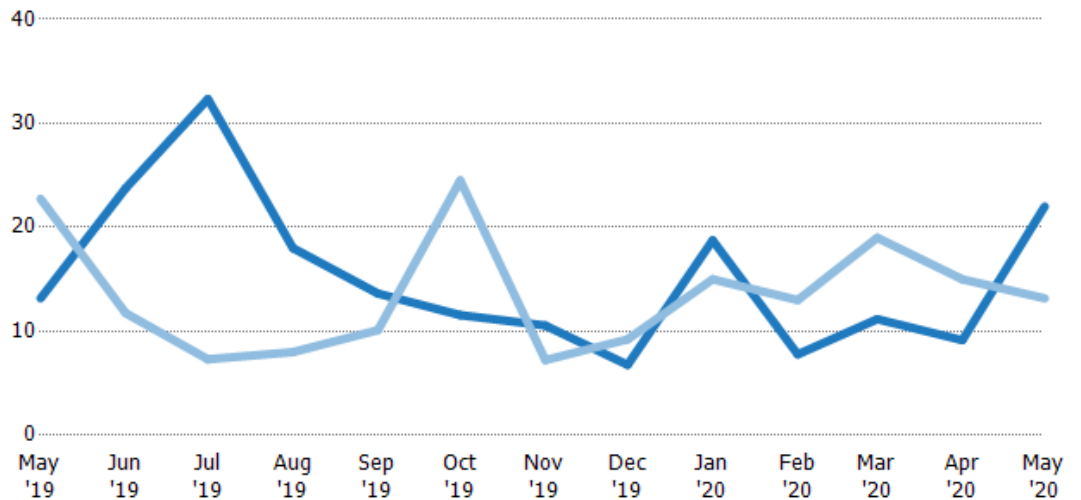
Months of Inventory

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.
May '20	22	67.1%
May '19	13.2	-42.1%
May '18	22.8	23.1%



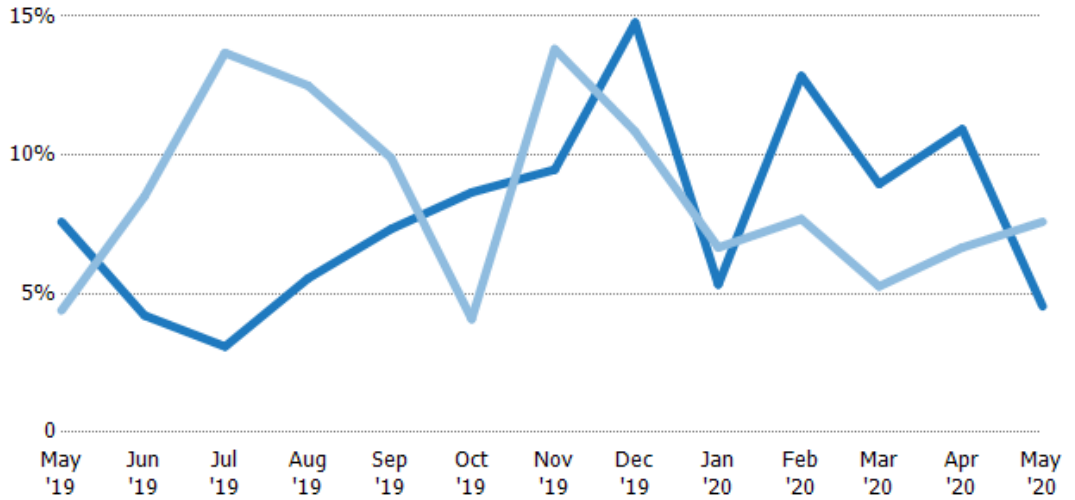
Current Year	13.2	23.8	32.3	18	13.6	11.6	10.6	6.77	18.8	7.78	11.2	9.14	22
Prior Year	22.8	11.8	7.31	8	10.1	24.5	7.23	9.22	15	13	19	15	13.2
Percent Change from Prior Year	-42%	102%	342%	125%	35%	-53%	46%	-27%	25%	-40%	-41%	-39%	67%

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



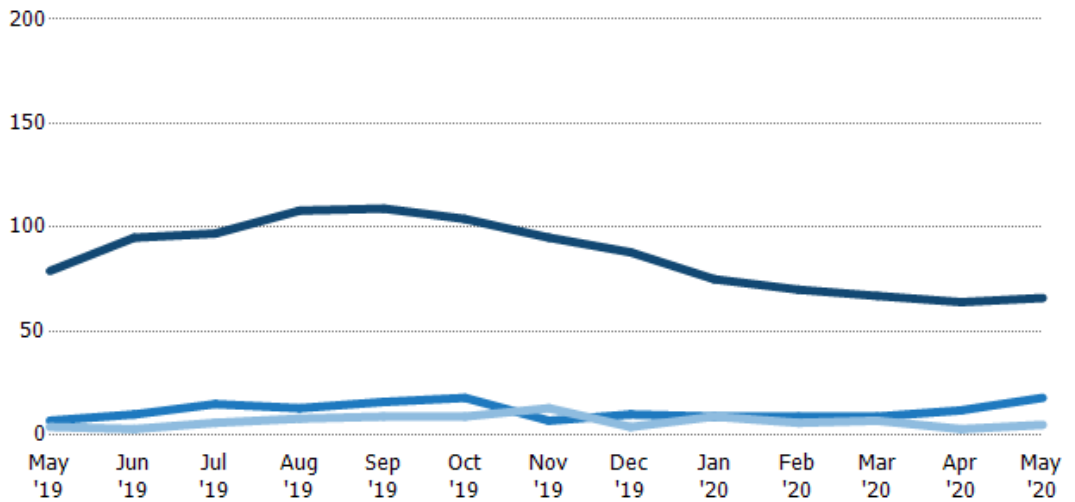
	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20
Current Year	8%	4%	3%	6%	7%	9%	9%	15%	5%	13%	9%	11%	5%
Prior Year	4%	9%	14%	13%	10%	4%	14%	11%	7%	8%	5%	7%	8%
Change from Prior Year	-3%	4%	11%	7%	3%	-5%	4%	-4%	1%	-5%	-4%	-4%	3%

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



	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20
Active	79	95	97	108	109	104	95	88	75	70	67	64	66
Pending	7	10	15	13	16	18	7	10	9	9	9	12	18
Sold	4	3	6	8	9	9	13	4	9	6	7	3	5

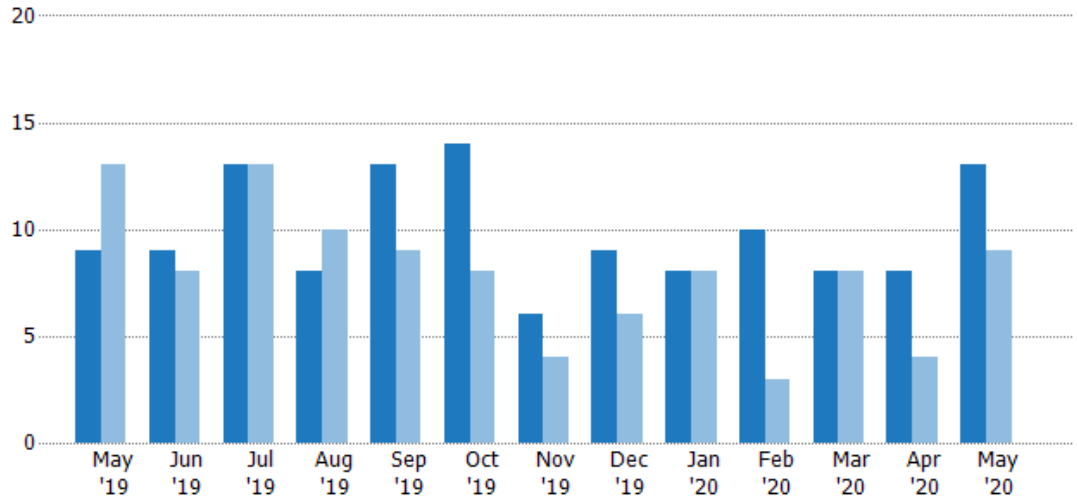
New Pending Sales

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.
May '20	13	44.4%
May '19	9	-30.8%
May '18	13	-76.9%



	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20
Current Year	9	9	13	8	13	14	6	9	8	10	8	8	13
Prior Year	13	8	13	10	9	8	4	6	8	3	8	4	9
Percent Change from Prior Year	-31%	13%	0%	-20%	44%	75%	50%	50%	0%	233%	0%	100%	44%

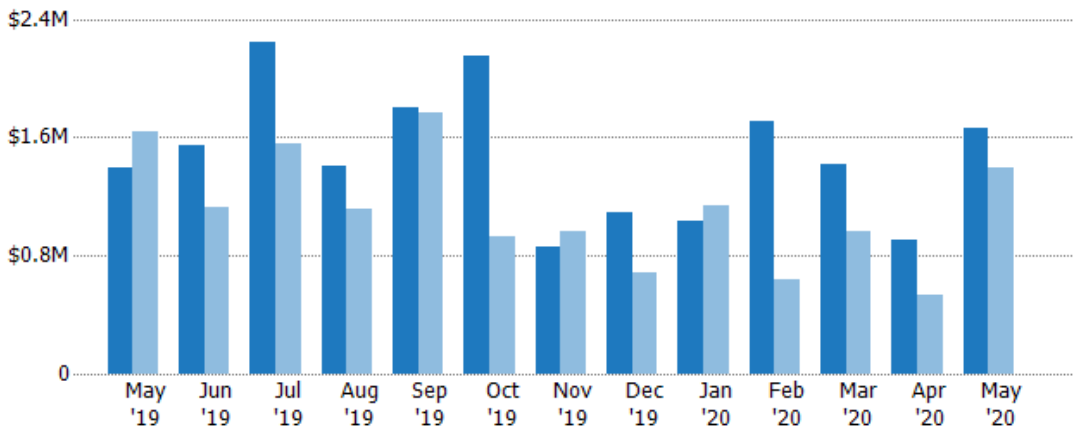
New Pending Sales Volume

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.
May '20	\$1.66M	18.6%
May '19	\$1.4M	-14.7%
May '18	\$1.64M	-78.4%



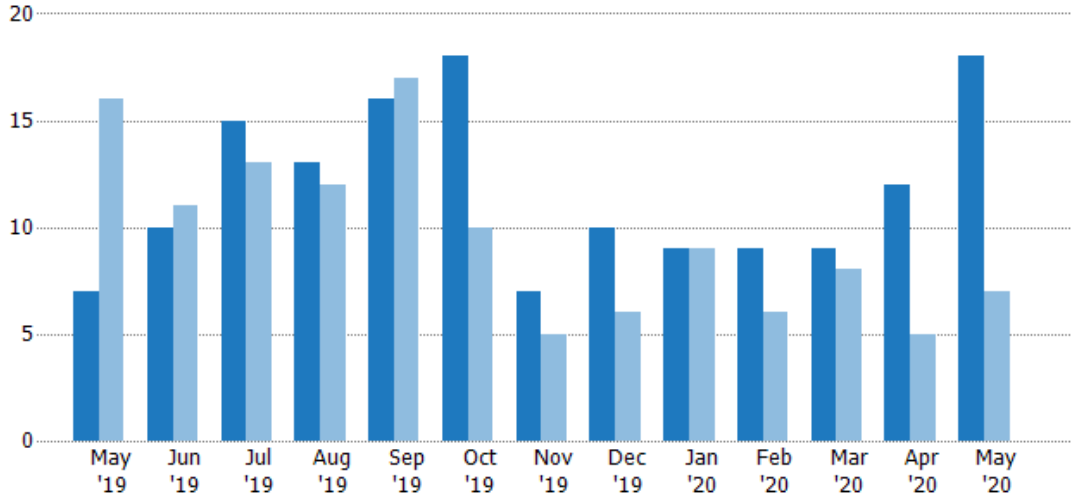
	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20
Current Year	\$1.4M	\$1.55M	\$2.24M	\$1.4M	\$1.81M	\$2.15M	\$859K	\$1.09M	\$1.04M	\$1.71M	\$1.42M	\$909K	\$1.66M
Prior Year	\$1.64M	\$1.12M	\$1.56M	\$1.11M	\$1.77M	\$931K	\$967K	\$683K	\$1.13M	\$639K	\$964K	\$535K	\$1.4M
Percent Change from Prior Year	-15%	38%	44%	26%	2%	131%	-11%	60%	-8%	168%	47%	70%	19%

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



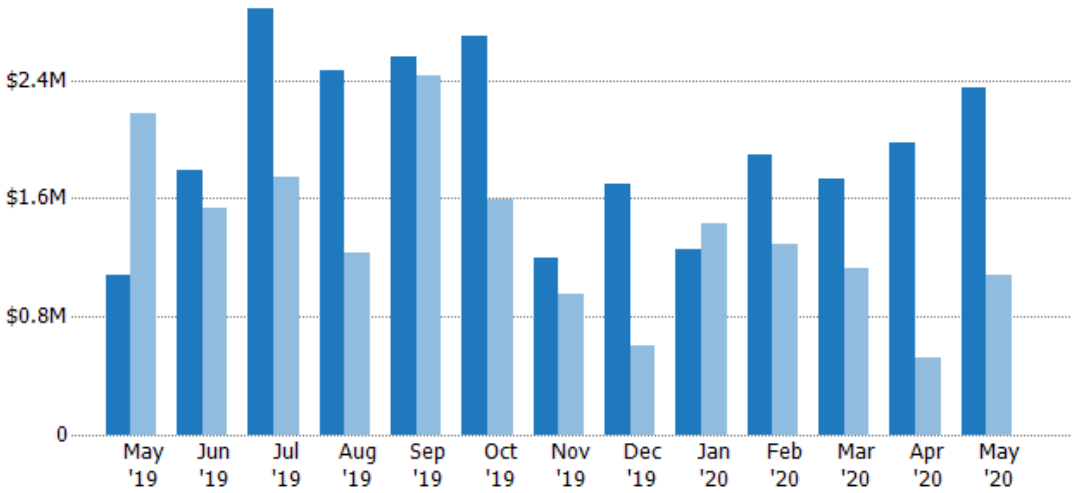
	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20
Current Year	7	10	15	13	16	18	7	10	9	9	9	12	18
Prior Year	16	11	13	12	17	10	5	6	9	6	8	5	7
Percent Change from Prior Year	-56%	-9%	15%	8%	-6%	80%	40%	67%	0%	50%	13%	140%	157%

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



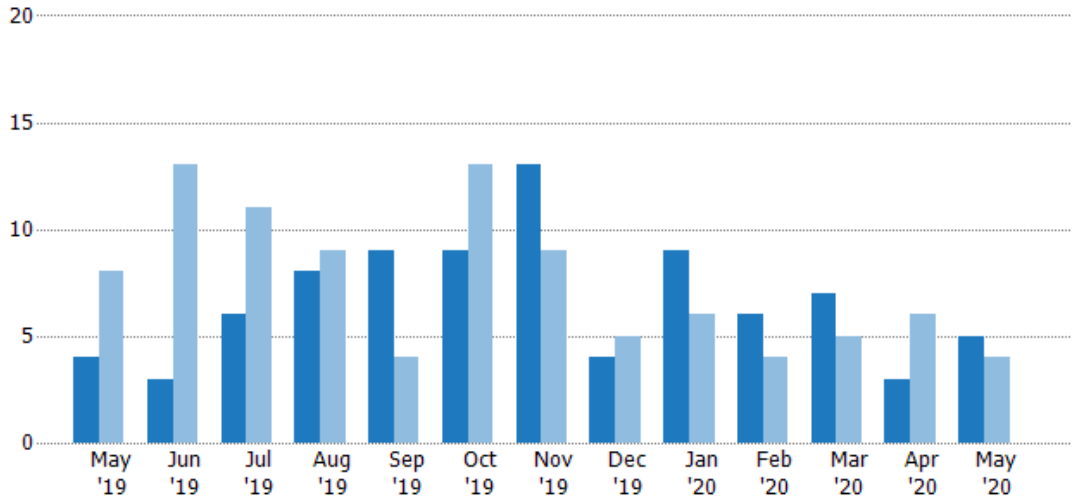
	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20
Current Year	\$1.09M	\$1.78M	\$2.88M	\$2.47M	\$2.56M	\$2.7M	\$1.19M	\$1.69M	\$1.25M	\$1.89M	\$1.73M	\$1.98M	\$2.35M
Prior Year	\$2.18M	\$1.53M	\$1.75M	\$1.23M	\$2.43M	\$1.59M	\$956K	\$599K	\$1.42M	\$1.29M	\$1.12M	\$527K	\$1.09M
Percent Change from Prior Year	-50%	17%	65%	100%	5%	70%	25%	183%	-12%	47%	54%	276%	116%

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



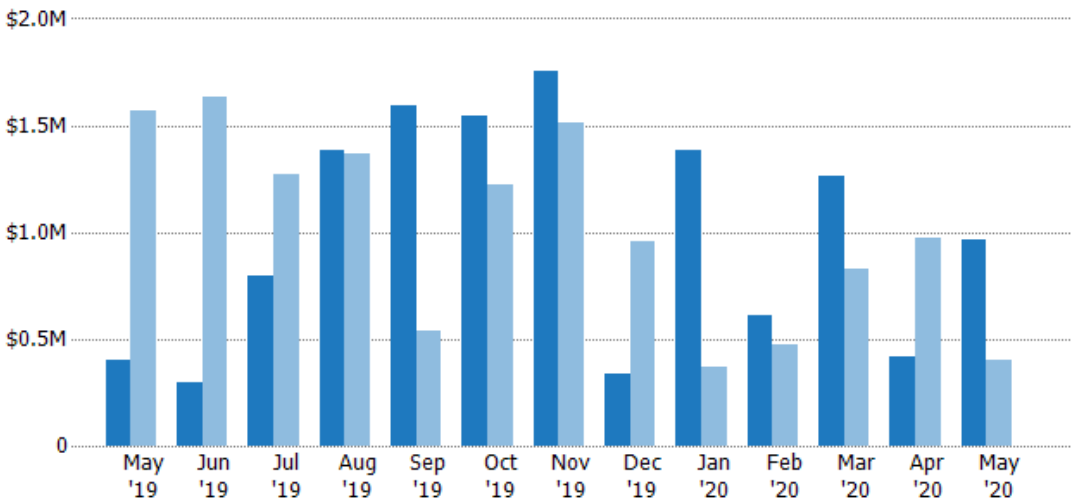
	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20
Current Year	4	3	6	8	9	9	13	4	9	6	7	3	5
Prior Year	8	13	11	9	4	13	9	5	6	4	5	6	4
Percent Change from Prior Year	-50%	-77%	-45%	-11%	125%	-31%	44%	-20%	50%	50%	40%	-50%	25%

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



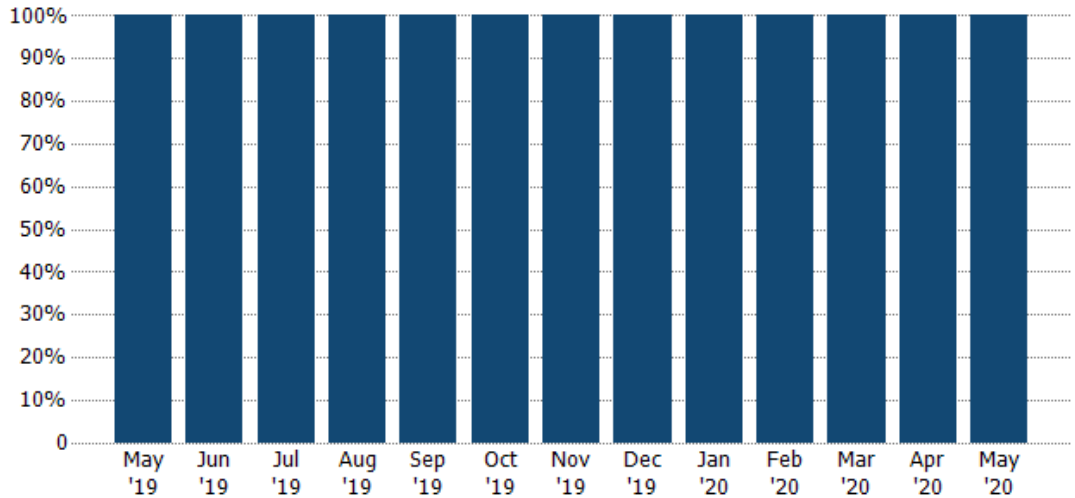
	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20
Current Year	\$399K	\$295K	\$795K	\$1.39M	\$1.59M	\$1.55M	\$1.75M	\$335K	\$1.38M	\$613K	\$1.26M	\$420K	\$966K
Prior Year	\$1.57M	\$1.63M	\$1.27M	\$1.36M	\$537K	\$1.22M	\$1.51M	\$959K	\$370K	\$475K	\$825K	\$971K	\$399K
Percent Change from Prior Year	-75%	-82%	-37%	2%	196%	27%	16%	-65%	274%	29%	53%	-57%	142%

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



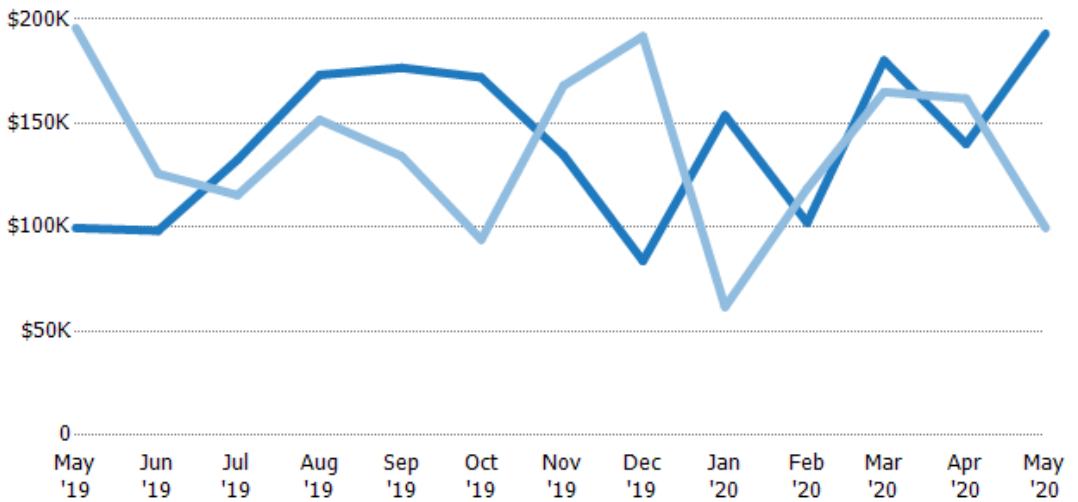
Single Family Residence	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
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Average Sales Price

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	\$100K	\$98.3K	\$132K	\$173K	\$177K	\$172K	\$135K	\$83.8K	\$154K	\$102K	\$180K	\$140K	\$193K
Prior Year	\$196K	\$126K	\$115K	\$152K	\$134K	\$94K	\$168K	\$192K	\$61.7K	\$119K	\$165K	\$162K	\$100K
Percent Change from Prior Year	-49%	-22%	15%	14%	32%	83%	-20%	-56%	150%	-14%	9%	-14%	94%

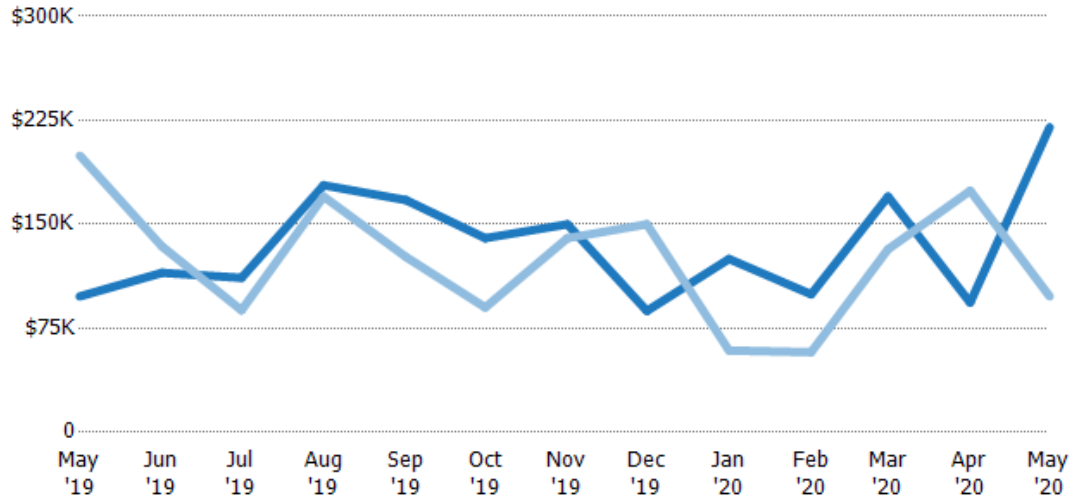
Median Sales Price

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.
May '20	\$220K	124.5%
May '19	\$98K	-50.9%
May '18	\$200K	-50.1%



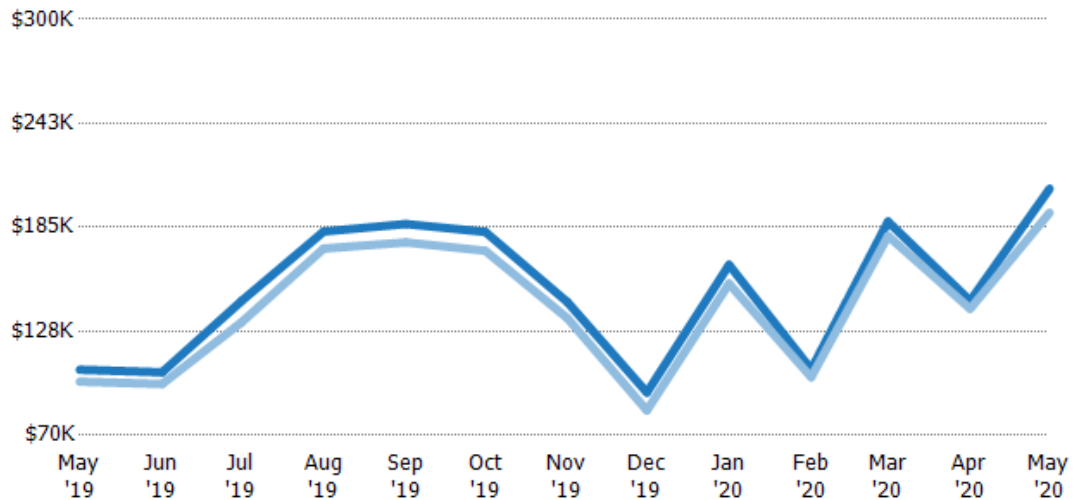
Current Year	\$98K	\$115K	\$111K	\$178K	\$168K	\$140K	\$150K	\$87.5K	\$125K	\$100K	\$170K	\$93.5K	\$220K
Prior Year	\$200K	\$134K	\$88K	\$170K	\$127K	\$90K	\$140K	\$150K	\$59K	\$57.8K	\$132K	\$174K	\$98K
Percent Change from Prior Year	-51%	-14%	27%	5%	32%	56%	7%	-42%	112%	72%	29%	-46%	124%

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



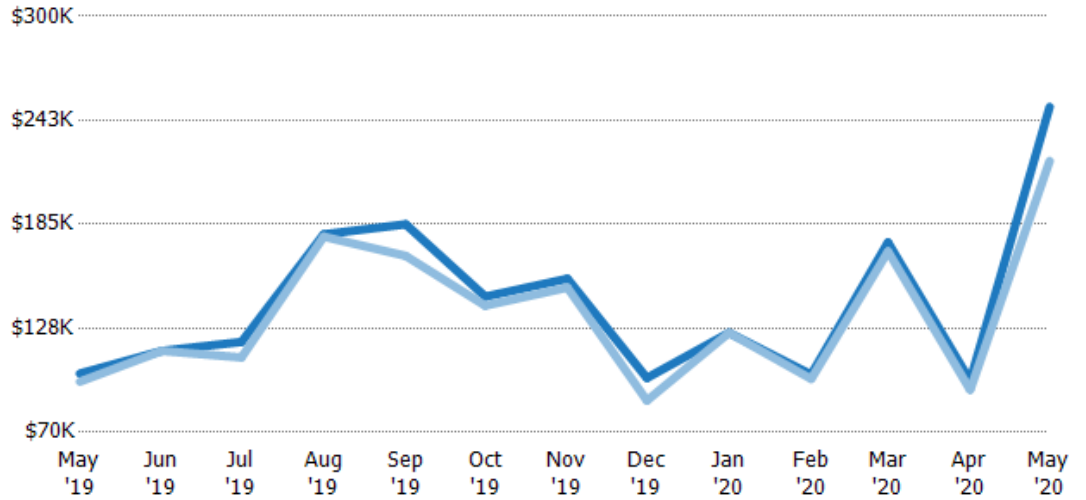
Avg List Price	\$106K	\$105K	\$144K	\$183K	\$187K	\$182K	\$144K	\$93.6K	\$164K	\$106K	\$188K	\$144K	\$206K
Avg Sales Price	\$100K	\$98.3K	\$132K	\$173K	\$177K	\$172K	\$135K	\$83.8K	\$154K	\$102K	\$180K	\$140K	\$193K
Avg Sales Price as a % of Avg List Price	94%	94%	92%	95%	95%	94%	94%	89%	94%	96%	96%	97%	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



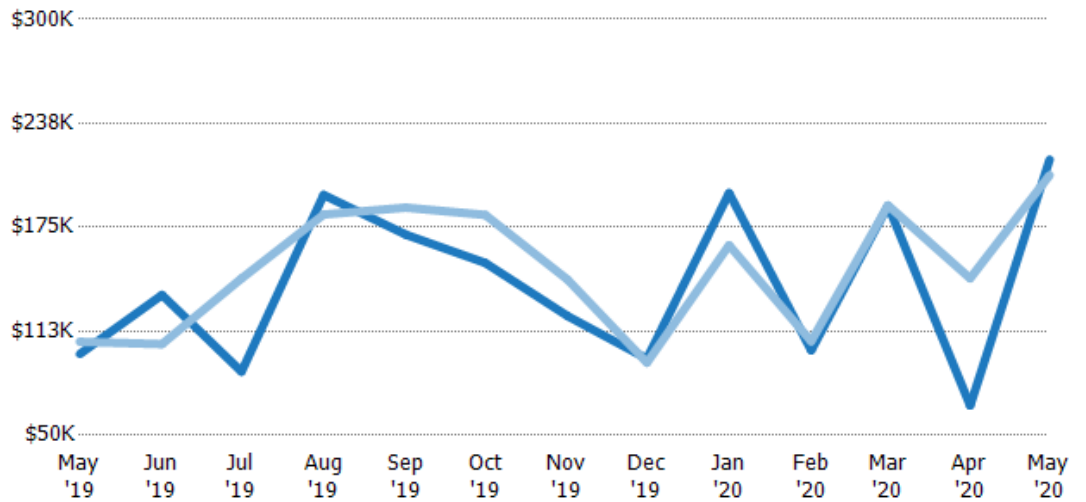
Median List Price	\$102K	\$115K	\$120K	\$179K	\$185K	\$145K	\$155K	\$100K	\$125K	\$102K	\$175K	\$98.5K	\$250K
Median Sales Price	\$98K	\$115K	\$111K	\$178K	\$168K	\$140K	\$150K	\$87.5K	\$125K	\$100K	\$170K	\$93.5K	\$220K
Med Sales Price as a % of Med List Price	96%	100%	93%	99%	91%	97%	97%	88%	100%	98%	97%	95%	88%

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



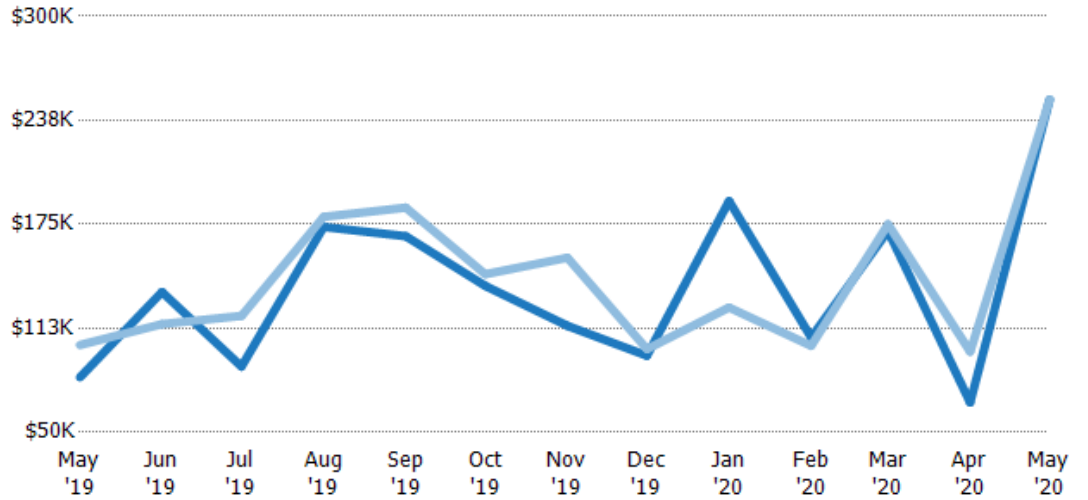
Avg Est Value	\$98.8K	\$134K	\$88.3K	\$194K	\$171K	\$154K	\$122K	\$96K	\$196K	\$101K	\$188K	\$67.9K	\$216K
Avg Sales Price	\$106K	\$105K	\$144K	\$183K	\$187K	\$182K	\$144K	\$93.6K	\$164K	\$106K	\$188K	\$144K	\$206K
Avg Sales Price as a % of Avg Est Value	107%	78%	163%	94%	110%	119%	118%	98%	84%	105%	100%	213%	96%

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	\$83K	\$134K	\$89.5K	\$173K	\$168K	\$138K	\$114K	\$96K	\$189K	\$107K	\$171K	\$67.9K	\$250K
Median Sales Price	\$102K	\$115K	\$120K	\$179K	\$185K	\$145K	\$155K	\$100K	\$125K	\$102K	\$175K	\$98.5K	\$250K
Med Sales Price as a % of Med Est Value	123%	86%	134%	103%	110%	105%	136%	104%	66%	95%	102%	145%	100%