

Summary of Key Listing and Sales Metrics

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

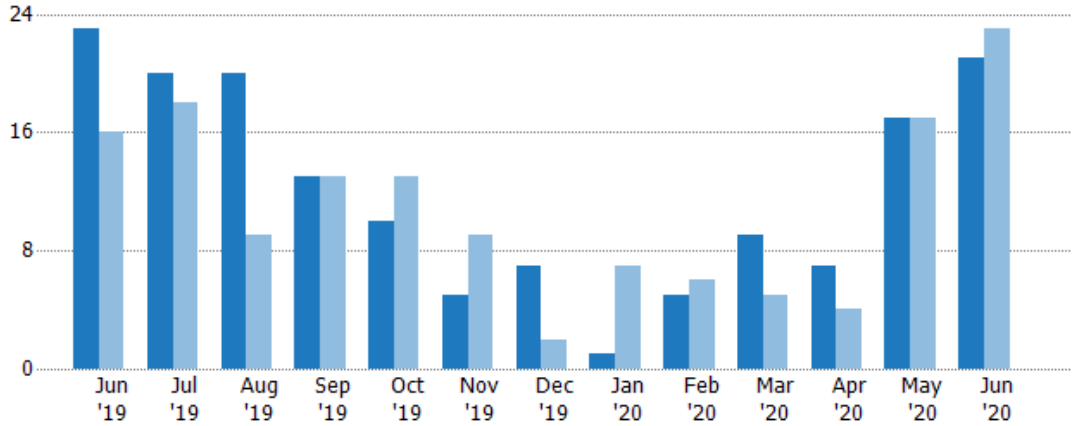
Key Metrics	Jun 2020	Jun 2019	+ / -	YTD 2020	YTD 2019	+ / -
Listing Activity Charts Metrics						
New Listing Count	21	23	-8.7%	60	62	-3.2%
New Listing Volume	\$4,238,800	\$4,196,100	+1%	\$11,768,500	\$9,870,490	+19.2%
Active Listing Count	71	93	-23.7%	N/A	N/A	
Active Listing Volume	\$13,474,300	\$16,475,690	-18.2%	N/A	N/A	
Average Listing Price	\$189,779	\$177,158	+7.1%	\$176,596	\$176,862	-0.2%
Median Listing Price	\$147,000	\$139,000	+5.8%	\$130,983	\$134,234	-2.4%
Median Days in RPR	120	162	-25.9%	203.29	203.2	+0%
Months of Inventory	14.2	23.3	-38.9%	14.7	10.4	+41.8%
Absorption Rate	7.04%	4.3%	+2.7%	6.8%	9.64%	-2.8%
Sales Activity Charts Metrics						
New Pending Sales Count	15	9	+66.7%	62	41	+51.2%
New Pending Sales Volume	\$2,749,100	\$1,547,700	+77.6%	\$9,481,100	\$6,216,850	+52.5%
Pending Sales Count	25	10	+150%	N/A	N/A	
Pending Sales Volume	\$4,020,000	\$1,784,600	+125.3%	N/A	N/A	
Closed Sales Count	5	3	+66.7%	35	28	+25%
Closed Sales Volume	\$555,000	\$295,000	+88.1%	\$5,199,400	\$3,334,078	+55.9%
Average Sales Price	\$111,000	\$98,333	+12.9%	\$148,554	\$119,074	+24.8%
Median Sales Price	\$46,000	\$115,000	-60%	\$129,214	\$108,100	+19.5%

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.
Jun '20	21	-8.7%
Jun '19	23	43.8%
Jun '18	16	56.3%

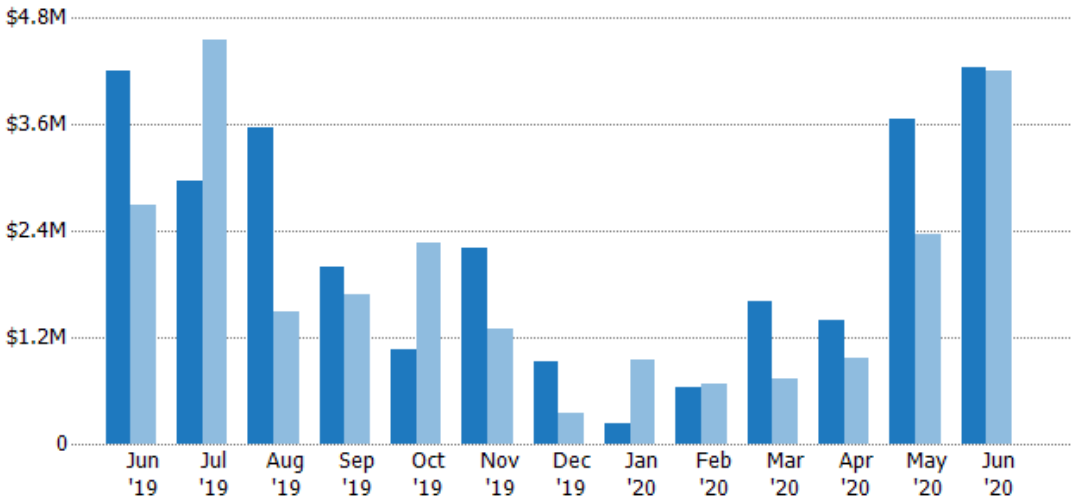
	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20
Current Year	23	20	20	13	10	5	7	1	5	9	7	17	21
Prior Year	16	18	9	13	13	9	2	7	6	5	4	17	23
Percent Change from Prior Year	44%	11%	122%	0%	-23%	-44%	250%	-86%	-17%	80%	75%	0%	-9%

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.
Jun '20	\$4.24M	1%
Jun '19	\$4.2M	55.6%
Jun '18	\$2.7M	68.9%

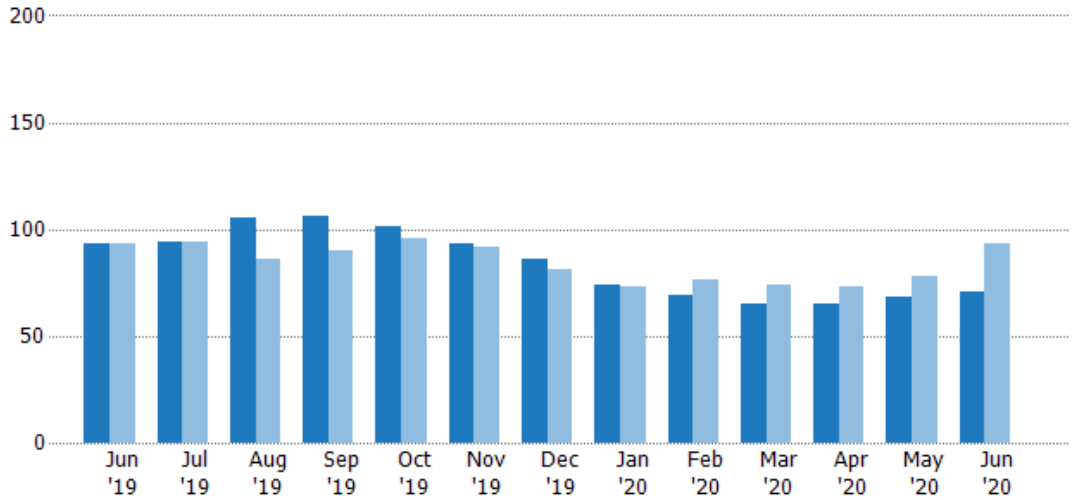
	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20
Current Year	\$4.2M	\$2.96M	\$3.56M	\$1.99M	\$1.07M	\$2.21M	\$934K	\$228K	\$646K	\$1.6M	\$1.39M	\$3.67M	\$4.24M
Prior Year	\$2.7M	\$4.56M	\$1.48M	\$1.69M	\$2.27M	\$1.3M	\$345K	\$957K	\$666K	\$731K	\$957K	\$2.36M	\$4.2M
Percent Change from Prior Year	56%	-35%	140%	18%	-53%	70%	171%	-76%	-3%	119%	45%	55%	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



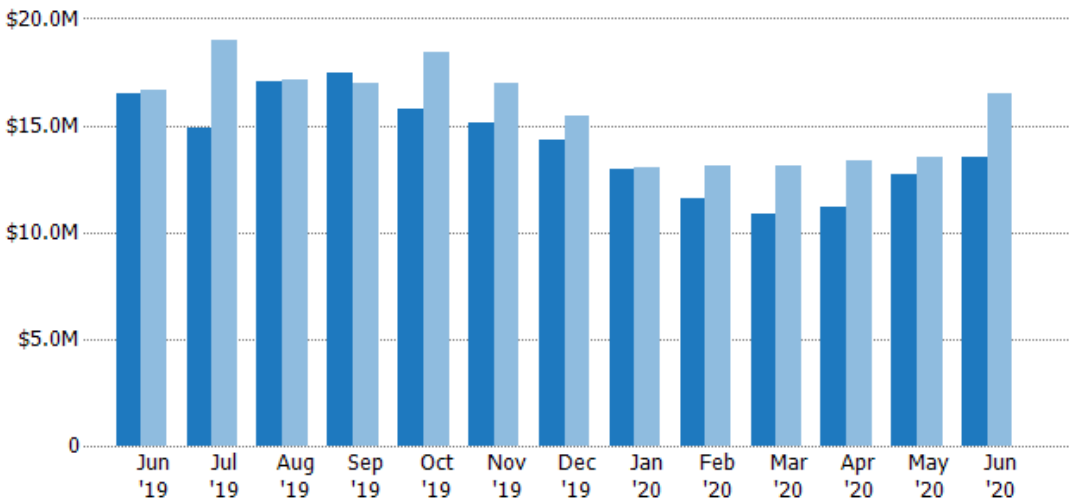
	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20
Current Year	93	94	105	106	101	93	86	74	69	65	65	68	71
Prior Year	93	94	86	90	96	92	81	73	76	74	73	78	93
Percent Change from Prior Year	0%	0%	22%	18%	5%	1%	6%	1%	-9%	-12%	-11%	-13%	-24%

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



	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20
Current Year	\$16.5M	\$14.8M	\$17.1M	\$17.4M	\$15.7M	\$15.1M	\$14.3M	\$13M	\$11.6M	\$10.9M	\$11.1M	\$12.7M	\$13.5M
Prior Year	\$16.6M	\$19M	\$17.1M	\$17M	\$18.4M	\$17M	\$15.4M	\$13M	\$13.1M	\$13.1M	\$13.4M	\$13.5M	\$16.5M
Percent Change from Prior Year	-1%	-22%	-1%	3%	-14%	-11%	-7%	0%	-12%	-17%	-17%	-6%	-18%

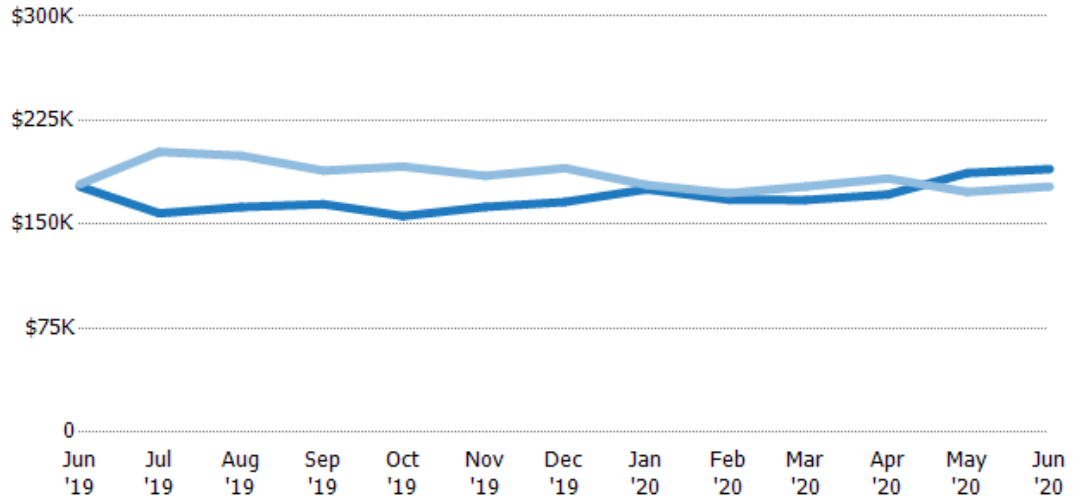
Average Listing Price

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.
Jun '20	\$190K	7.1%
Jun '19	\$177K	-1%
Jun '18	\$179K	-5.7%



Current Year	\$177K	\$158K	\$162K	\$164K	\$156K	\$162K	\$166K	\$175K	\$168K	\$167K	\$171K	\$187K	\$190K
Prior Year	\$179K	\$202K	\$199K	\$189K	\$192K	\$185K	\$190K	\$178K	\$172K	\$177K	\$183K	\$173K	\$177K
Percent Change from Prior Year	-1%	-22%	-19%	-13%	-19%	-12%	-13%	-2%	-3%	-5%	-6%	8%	7%

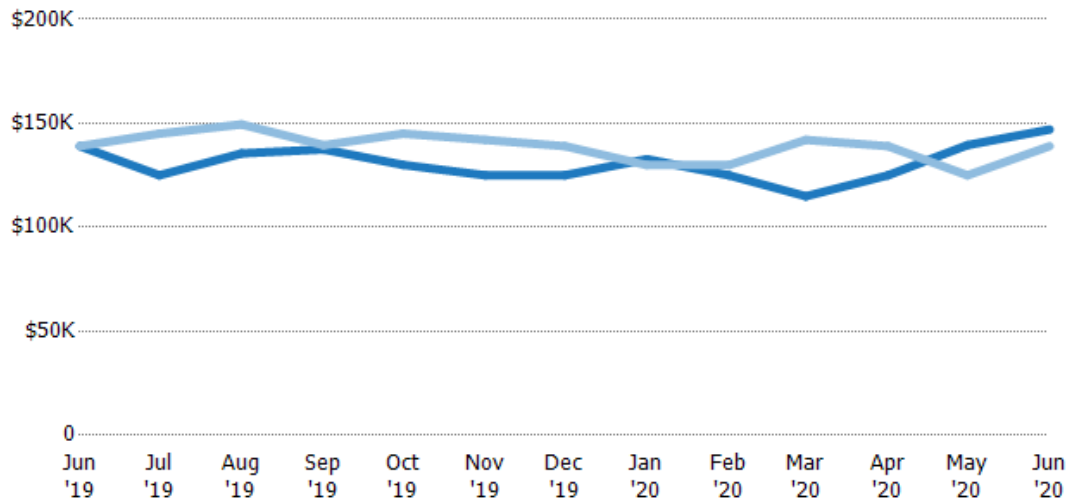
Median Listing Price

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.
Jun '20	\$147K	5.8%
Jun '19	\$139K	0%
Jun '18	\$139K	4.2%



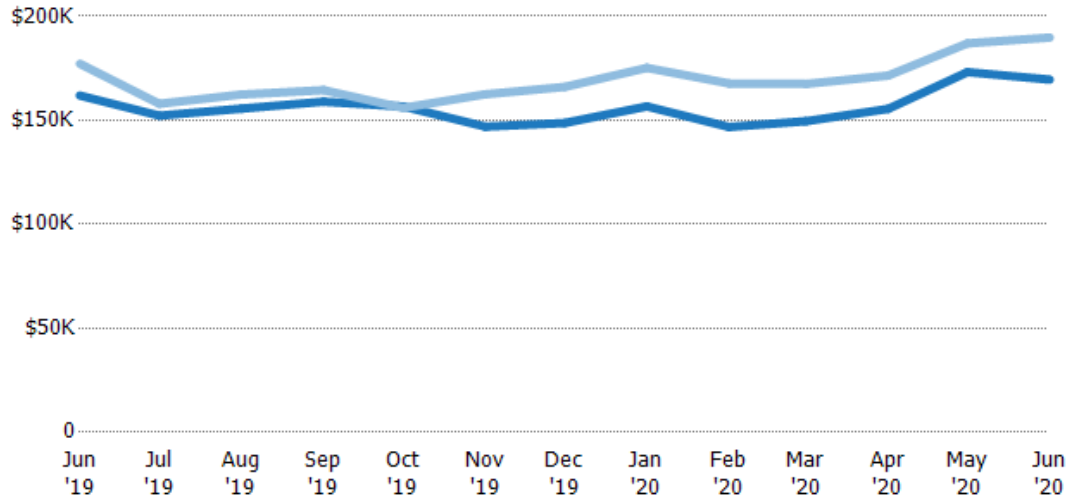
Current Year	\$139K	\$125K	\$136K	\$137K	\$130K	\$125K	\$125K	\$133K	\$125K	\$115K	\$125K	\$140K	\$147K
Prior Year	\$139K	\$145K	\$149K	\$139K	\$145K	\$142K	\$139K	\$130K	\$130K	\$142K	\$139K	\$125K	\$139K
Percent Change from Prior Year	0%	-14%	-9%	-1%	-10%	-12%	-10%	2%	-4%	-19%	-10%	12%	6%

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



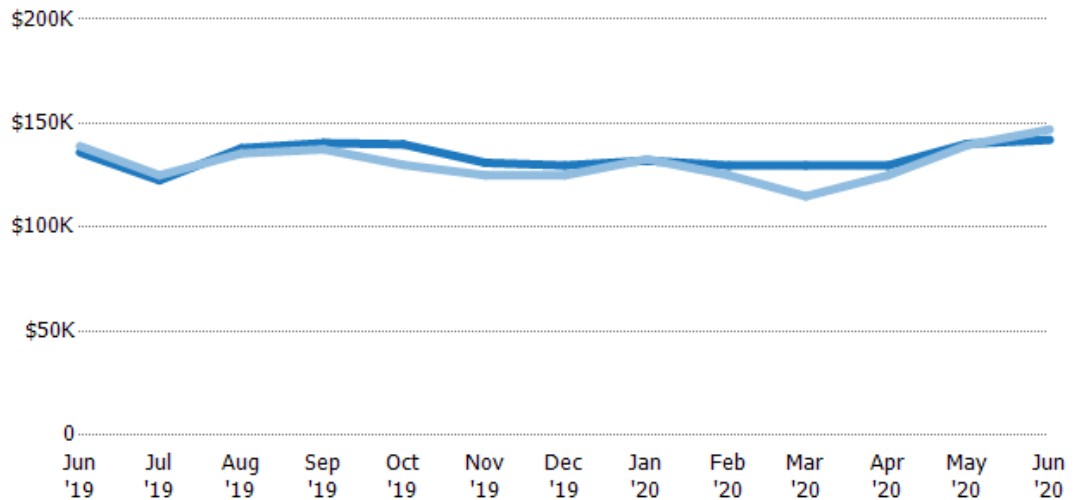
	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20
Avg Est Value	\$162K	\$152K	\$156K	\$159K	\$157K	\$147K	\$149K	\$157K	\$147K	\$150K	\$155K	\$173K	\$170K
Avg Listing Price	\$177K	\$158K	\$162K	\$164K	\$156K	\$162K	\$166K	\$175K	\$168K	\$167K	\$171K	\$187K	\$190K
Avg Listing Price as a % of Avg Est Value	109%	104%	104%	103%	100%	111%	112%	112%	114%	112%	110%	108%	112%

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



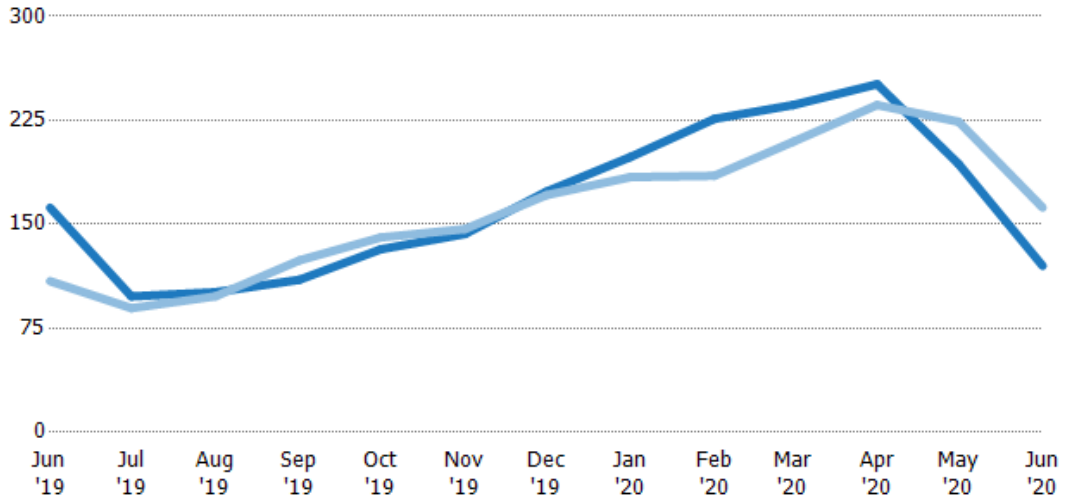
	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20
Median Est Value	\$136K	\$123K	\$138K	\$140K	\$140K	\$131K	\$130K	\$132K	\$130K	\$130K	\$130K	\$140K	\$142K
Median Listing Price	\$139K	\$125K	\$136K	\$137K	\$130K	\$125K	\$125K	\$133K	\$125K	\$115K	\$125K	\$140K	\$147K
Med Listing Price as a % of Med Est Value	102%	102%	98%	98%	93%	95%	96%	101%	96%	89%	96%	100%	104%

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



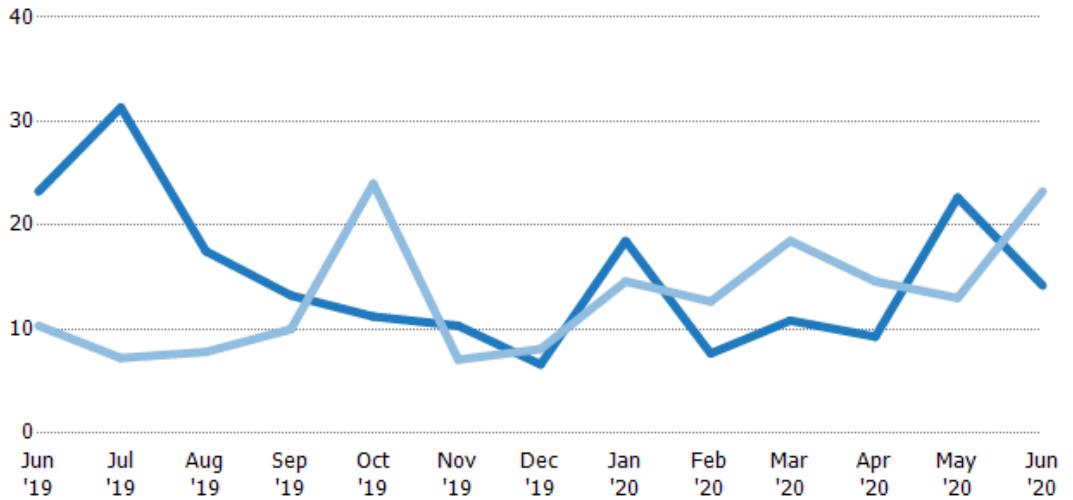
	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20
Current Year	162	98	101	110	132	143	174	199	226	236	251	194	120
Prior Year	109	89.5	98	124	141	147	171	184	185	210	236	224	162
Percent Change from Prior Year	49%	9%	3%	-11%	-6%	-2%	1%	8%	22%	13%	6%	-14%	-26%

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



	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20
Current Year	23.3	31.3	17.5	13.3	11.2	10.3	6.62	18.5	7.67	10.8	9.29	22.7	14.2
Prior Year	10.3	7.23	7.82	10	24	7.08	8.1	14.6	12.7	18.5	14.6	13	23.3
Percent Change from Prior Year	125%	333%	124%	33%	-53%	46%	-18%	27%	-39%	-41%	-36%	74%	-39%

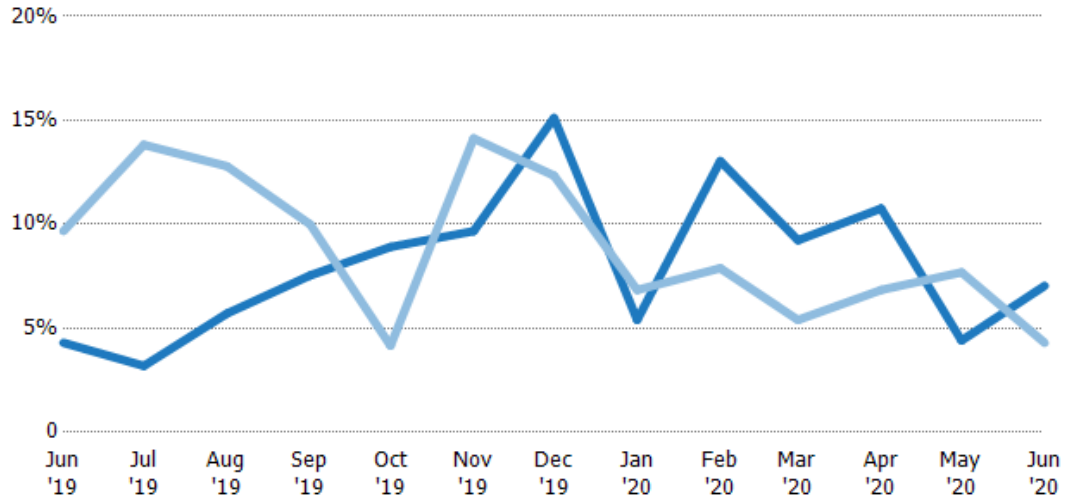
Absorption Rate

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.
Jun '20	7%	-2.7%
Jun '19	4%	5.4%
Jun '18	10%	-37.3%



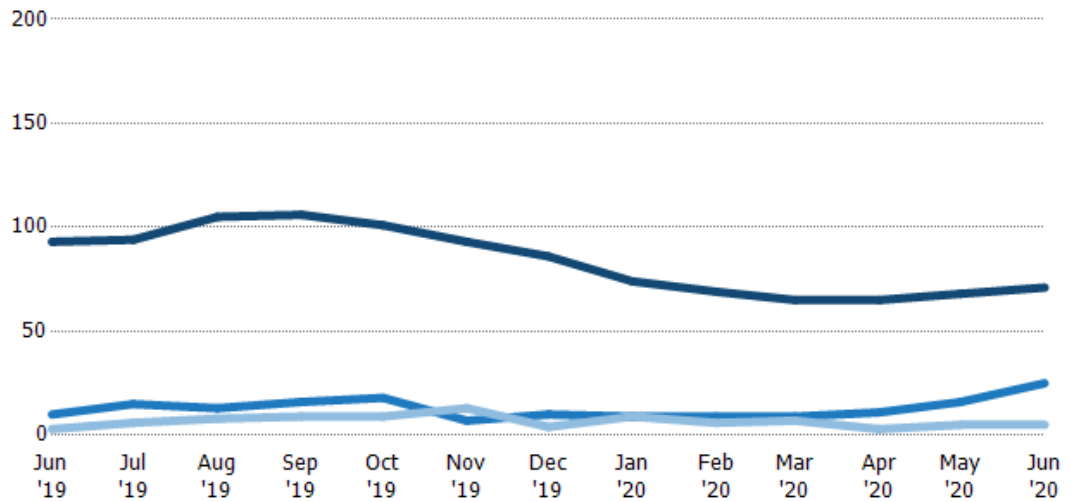
Current Year	4%	3%	6%	8%	9%	10%	15%	5%	13%	9%	11%	4%	7%
Prior Year	10%	14%	13%	10%	4%	14%	12%	7%	8%	5%	7%	8%	4%
Change from Prior Year	5%	11%	7%	2%	-5%	4%	-3%	1%	-5%	-4%	-4%	3%	-3%

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



Active	93	94	105	106	101	93	86	74	69	65	65	68	71
Pending	10	15	13	16	18	7	10	9	9	9	11	16	25
Sold	3	6	8	9	9	13	4	9	6	7	3	5	5

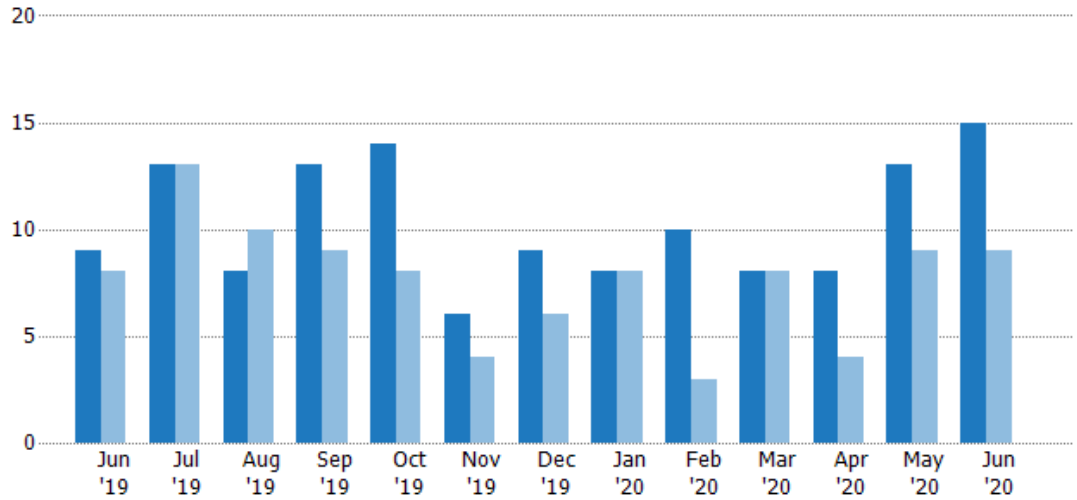
New Pending Sales

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.
Jun '20	15	66.7%
Jun '19	9	12.5%
Jun '18	8	-12.5%



Current Year	9	13	8	13	14	6	9	8	10	8	8	13	15
Prior Year	8	13	10	9	8	4	6	8	3	8	4	9	9
Percent Change from Prior Year	13%	0%	-20%	44%	75%	50%	50%	0%	233%	0%	100%	44%	67%

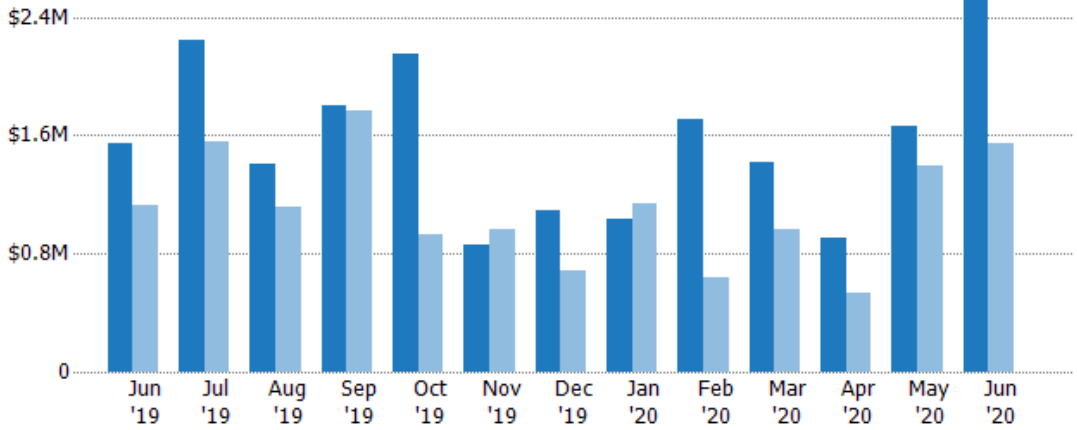
New Pending Sales Volume

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.
Jun '20	\$2.75M	77.6%
Jun '19	\$1.55M	37.7%
Jun '18	\$1.12M	-25.1%



Current Year	\$1.55M	\$2.24M	\$1.4M	\$1.81M	\$2.15M	\$859K	\$1.09M	\$1.04M	\$1.71M	\$1.42M	\$909K	\$1.66M	\$2.75M
Prior Year	\$1.12M	\$1.56M	\$1.11M	\$1.77M	\$931K	\$967K	\$683K	\$1.13M	\$639K	\$964K	\$535K	\$1.4M	\$1.55M
Percent Change from Prior Year	38%	44%	26%	2%	131%	-11%	60%	-8%	168%	47%	70%	19%	78%

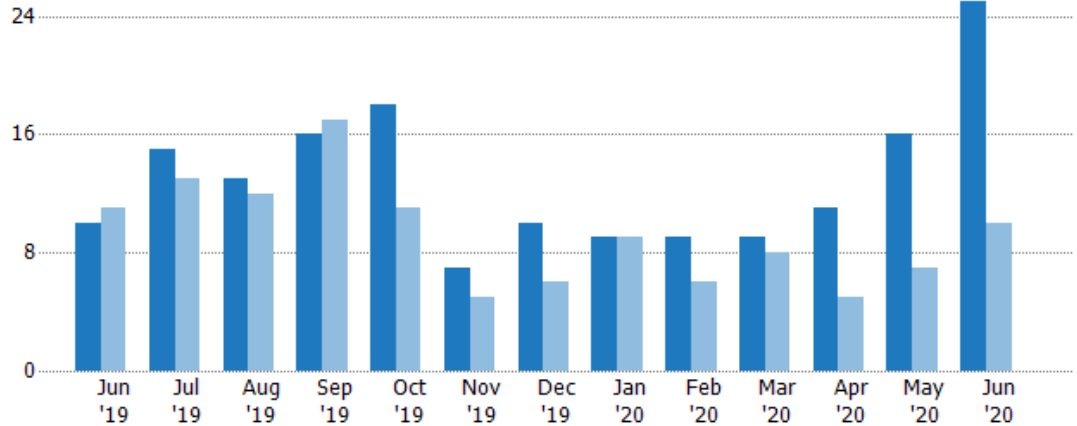
Pending Sales

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.
Jun '20	25	150%
Jun '19	10	-9.1%
Jun '18	11	-18.2%



	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20
Current Year	10	15	13	16	18	7	10	9	9	9	11	16	25
Prior Year	11	13	12	17	11	5	6	9	6	8	5	7	10
Percent Change from Prior Year	-9%	15%	8%	-6%	64%	40%	67%	0%	50%	13%	120%	129%	150%

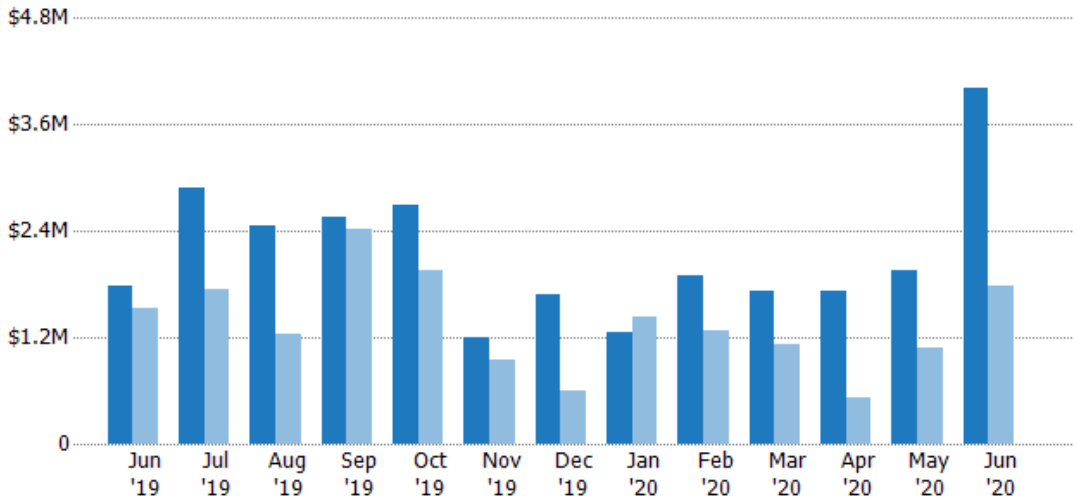
Pending Sales Volume

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.
Jun '20	\$4.02M	125.3%
Jun '19	\$1.78M	16.6%
Jun '18	\$1.53M	-11.5%



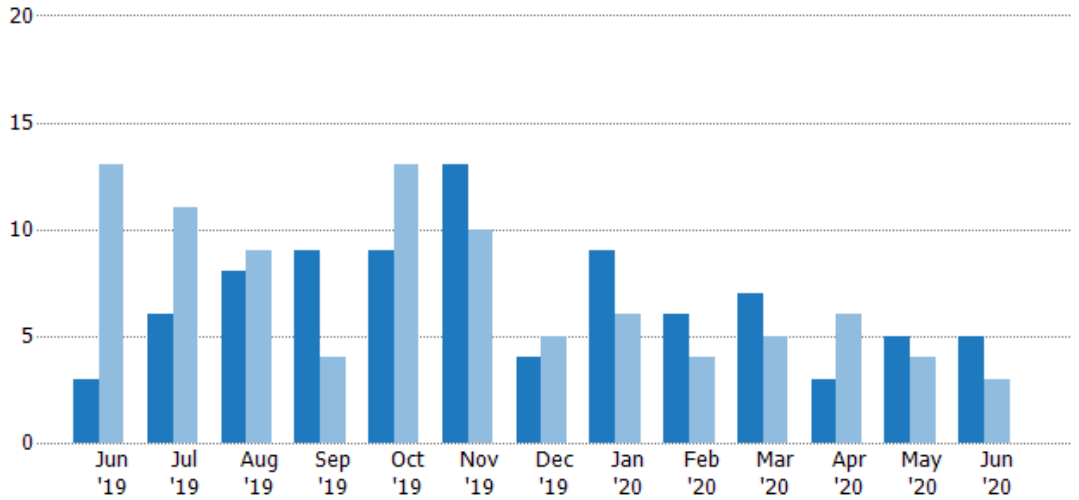
	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20
Current Year	\$1.78M	\$2.88M	\$2.47M	\$2.56M	\$2.7M	\$1.19M	\$1.69M	\$1.25M	\$1.89M	\$1.73M	\$1.71M	\$1.95M	\$4.02M
Prior Year	\$1.53M	\$1.75M	\$1.23M	\$2.43M	\$1.96M	\$956K	\$599K	\$1.42M	\$1.29M	\$1.12M	\$527K	\$1.09M	\$1.78M
Percent Change from Prior Year	17%	65%	100%	5%	38%	25%	183%	-12%	47%	54%	226%	79%	125%

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.
Jun '20	5	66.7%
Jun '19	3	-76.9%
Jun '18	13	-38.5%

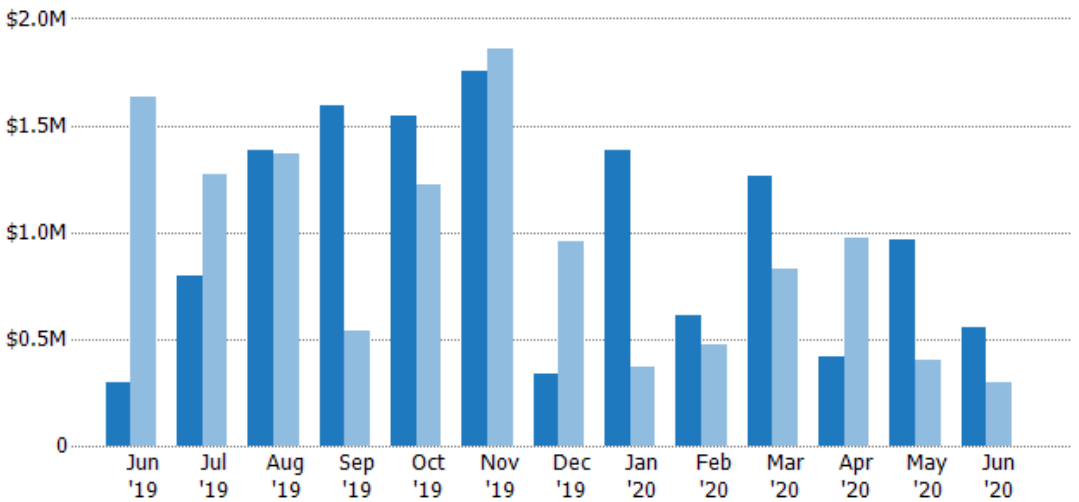
	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20
Current Year	3	6	8	9	9	13	4	9	6	7	3	5	5
Prior Year	13	11	9	4	13	10	5	6	4	5	6	4	3
Percent Change from Prior Year	-77%	-45%	-11%	125%	-31%	30%	-20%	50%	50%	40%	-50%	25%	67%

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.
Jun '20	\$555K	88.1%
Jun '19	\$295K	-82%
Jun '18	\$1.63M	-31.3%

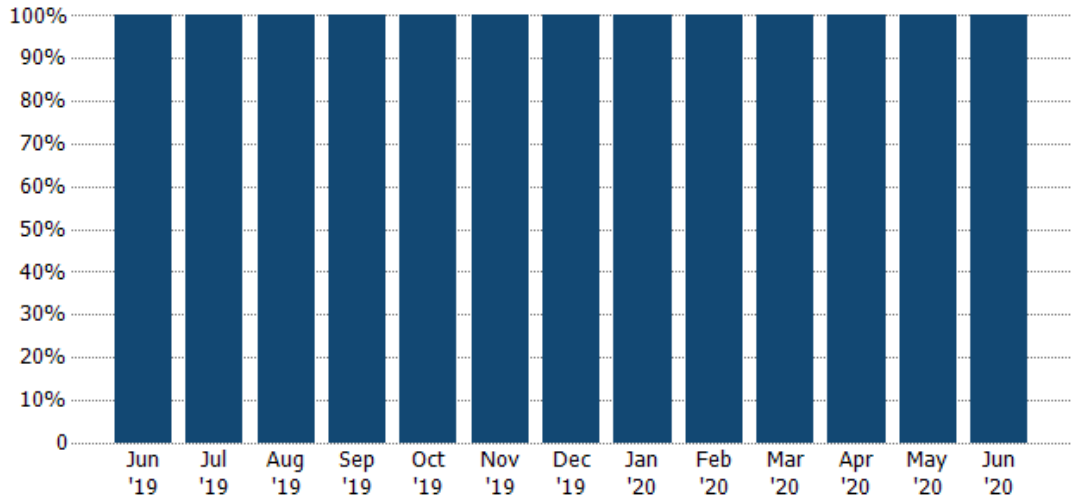
	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20
Current Year	\$295K	\$795K	\$1.39M	\$1.59M	\$1.55M	\$1.75M	\$335K	\$1.38M	\$613K	\$1.26M	\$420K	\$966K	\$555K
Prior Year	\$1.63M	\$1.27M	\$1.36M	\$537K	\$1.22M	\$1.86M	\$959K	\$370K	\$475K	\$825K	\$971K	\$399K	\$295K
Percent Change from Prior Year	-82%	-37%	2%	196%	27%	-6%	-65%	274%	29%	53%	-57%	142%	88%

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

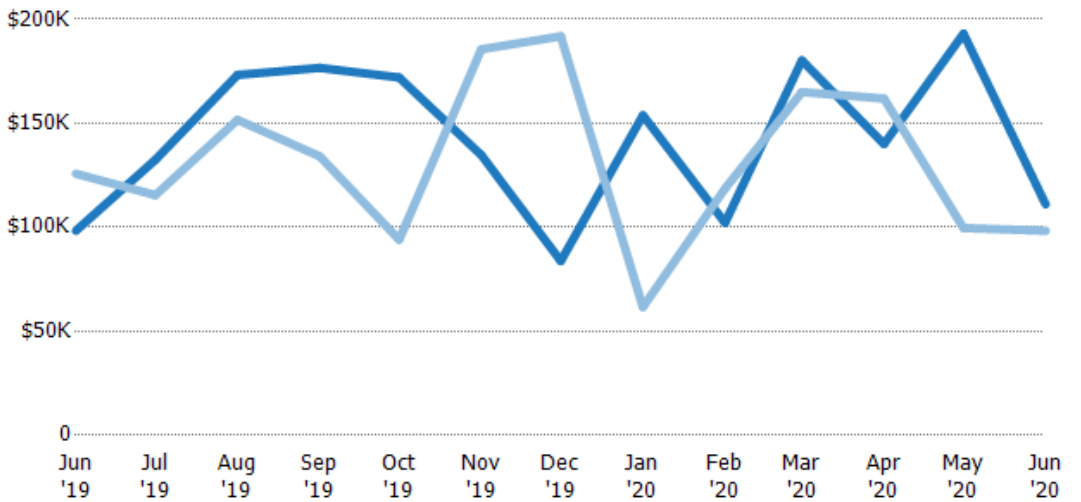
100% 100% 100% 100% 100% 100% 100% 100% 100% 100% 100% 100% 100%

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

■ Prior Year

Percent Change from Prior Year

Current Year	\$98.3K	\$132K	\$173K	\$177K	\$172K	\$135K	\$83.8K	\$154K	\$102K	\$180K	\$140K	\$193K	\$111K
Prior Year	\$126K	\$115K	\$152K	\$134K	\$94K	\$186K	\$192K	\$61.7K	\$119K	\$165K	\$162K	\$100K	\$98.3K
Percent Change from Prior Year	-22%	15%	14%	32%	83%	-27%	-56%	150%	-14%	9%	-14%	94%	13%

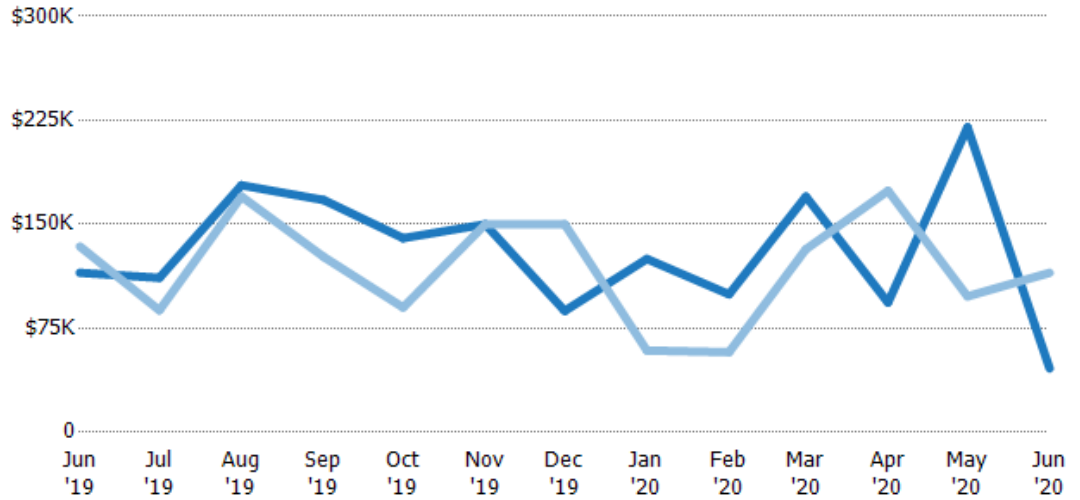
Median Sales Price

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.
Jun '20	\$46K	-60%
Jun '19	\$115K	-14.2%
Jun '18	\$134K	-0.8%



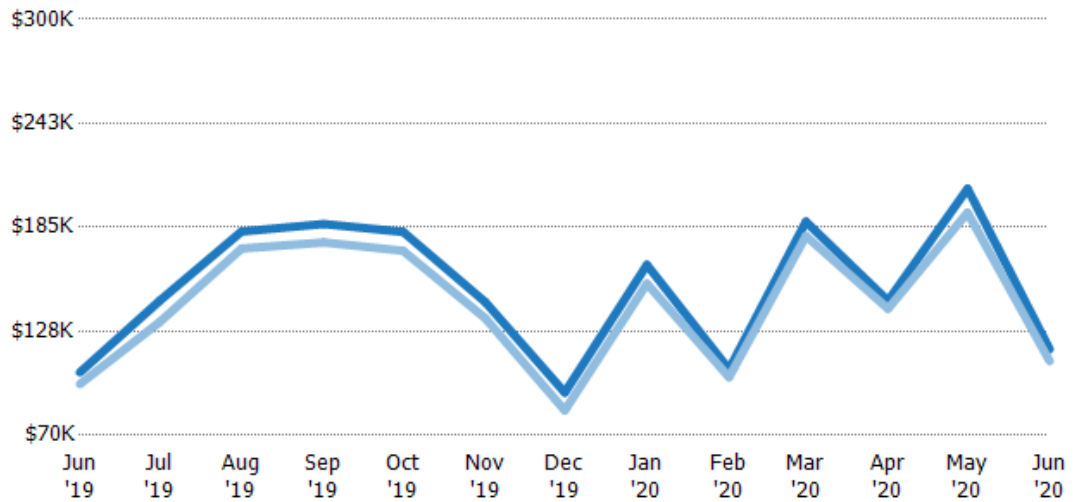
Current Year	\$115K	\$111K	\$178K	\$168K	\$140K	\$150K	\$87.5K	\$125K	\$100K	\$170K	\$93.5K	\$220K	\$46K
Prior Year	\$134K	\$88K	\$170K	\$127K	\$90K	\$150K	\$150K	\$59K	\$57.8K	\$132K	\$174K	\$98K	\$115K
Percent Change from Prior Year	-14%	27%	5%	32%	56%	0%	-42%	112%	72%	29%	-46%	124%	-60%

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



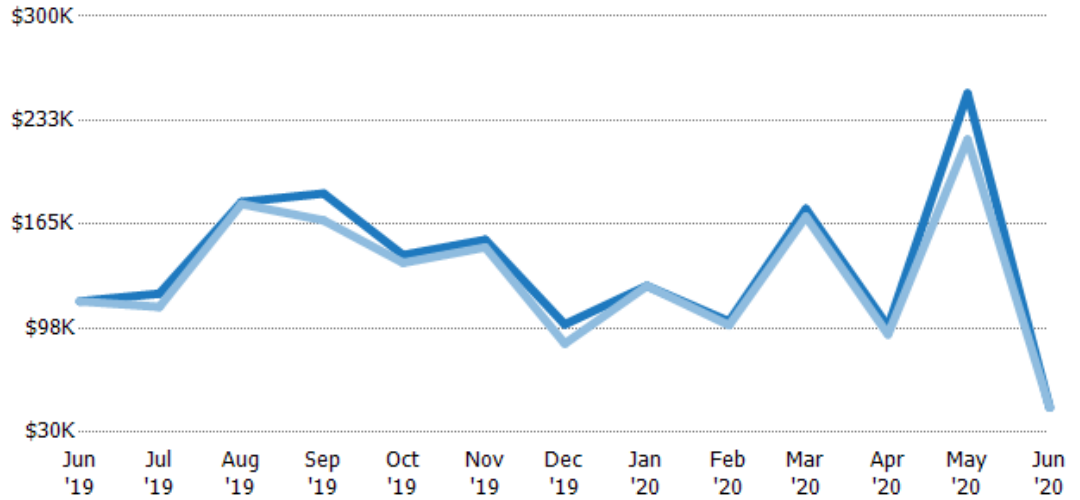
Avg List Price	\$105K	\$144K	\$183K	\$187K	\$182K	\$144K	\$93.6K	\$164K	\$106K	\$188K	\$144K	\$206K	\$118K
Avg Sales Price	\$98.3K	\$132K	\$173K	\$177K	\$172K	\$135K	\$83.8K	\$154K	\$102K	\$180K	\$140K	\$193K	\$111K
Avg Sales Price as a % of Avg List Price	94%	92%	95%	95%	94%	94%	89%	94%	96%	96%	97%	94%	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



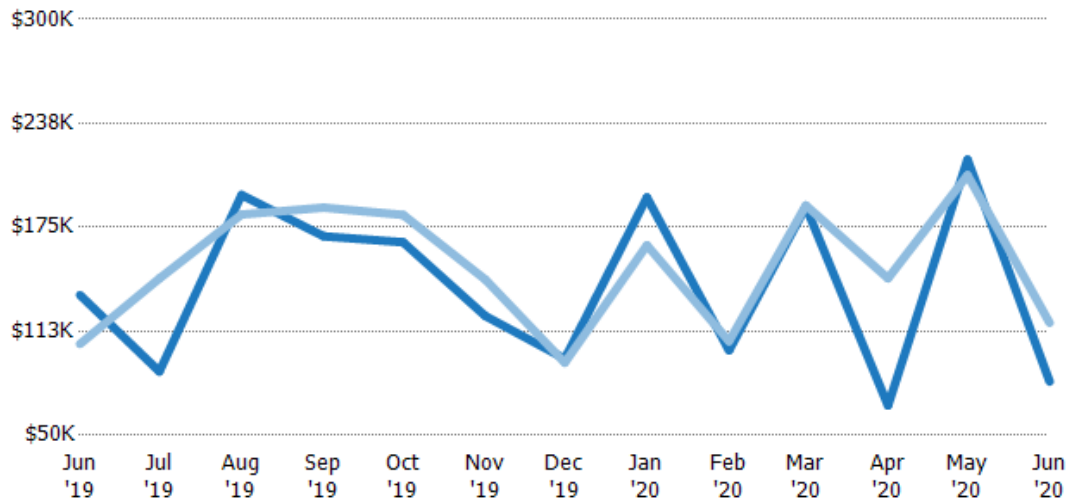
Median List Price	\$115K	\$120K	\$179K	\$185K	\$145K	\$155K	\$100K	\$125K	\$102K	\$175K	\$98.5K	\$250K	\$46K
Median Sales Price	\$115K	\$111K	\$178K	\$168K	\$140K	\$150K	\$87.5K	\$125K	\$100K	\$170K	\$93.5K	\$220K	\$46K
Med Sales Price as a % of Med List Price	100%	93%	99%	91%	97%	97%	88%	100%	98%	97%	95%	88%	100%

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



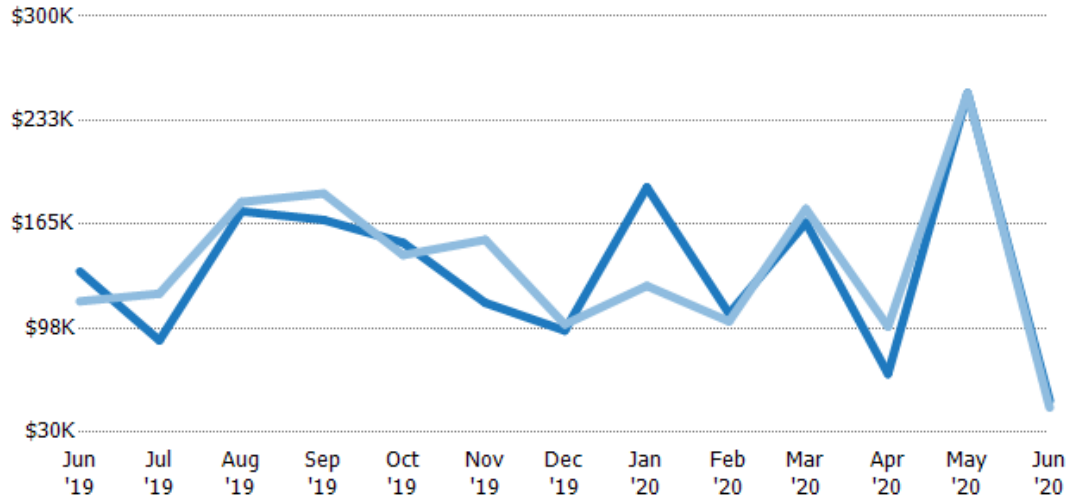
Avg Est Value	\$134K	\$88.3K	\$194K	\$170K	\$166K	\$122K	\$96K	\$193K	\$101K	\$187K	\$67.9K	\$216K	\$82.3K
Avg Sales Price	\$105K	\$144K	\$183K	\$187K	\$182K	\$144K	\$93.6K	\$164K	\$106K	\$188K	\$144K	\$206K	\$118K
Avg Sales Price as a % of Avg Est Value	78%	163%	94%	110%	110%	118%	98%	85%	105%	100%	213%	96%	143%

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



	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20
Median Est Value	\$134K	\$89.6K	\$173K	\$168K	\$153K	\$114K	\$96K	\$189K	\$107K	\$166K	\$67.9K	\$250K	\$50.5K
Median Sales Price	\$115K	\$120K	\$179K	\$185K	\$145K	\$155K	\$100K	\$125K	\$102K	\$175K	\$98.5K	\$250K	\$46K
Med Sales Price as a % of Med Est Value	86%	134%	103%	110%	95%	136%	104%	66%	95%	105%	145%	100%	91%