

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	Jul 2020	Jul 2019	+ / -	YTD 2020	YTD 2019	+ / -
Listing Activity Charts Metrics						
New Listing Count	14	20	-30%	71	82	-13.4%
New Listing Volume	\$2,885,806	\$2,957,900	-2.4%	\$13,954,406	\$12,798,390	+9%
Active Listing Count	59	93	-36.6%	N/A	N/A	
Active Listing Volume	\$11,839,800	\$14,700,190	-19.5%	N/A	N/A	
Average Listing Price	\$200,675	\$158,067	+27%	\$179,028	\$175,278	+2.1%
Median Listing Price	\$145,000	\$125,000	+16%	\$135,437	\$136,290	-0.6%
Median Days in RPR	114	91	+25.3%	176.6	184.51	-4.3%
Months of Inventory	11.8	31	-61.9%	13.7	10.3	+32.6%
Absorption Rate	8.47%	3.23%	+5.2%	7.3%	9.68%	-2.4%
Sales Activity Charts Metrics						
New Pending Sales Count	25	13	+92.3%	85	54	+57.4%
New Pending Sales Volume	\$4,227,206	\$2,242,300	+88.5%	\$13,159,406	\$8,459,150	+55.6%
Pending Sales Count	27	15	+80%	N/A	N/A	
Pending Sales Volume	\$4,340,806	\$2,884,000	+50.5%	N/A	N/A	
Closed Sales Count	17	6	+183.3%	52	34	+52.9%
Closed Sales Volume	\$2,599,900	\$794,731	+227.1%	\$7,799,300	\$4,128,809	+88.9%
Average Sales Price	\$152,935	\$132,455	+15.5%	\$149,987	\$121,436	+23.5%
Median Sales Price	\$180,000	\$111,366	+61.6%	\$145,817	\$108,676	+34.2%

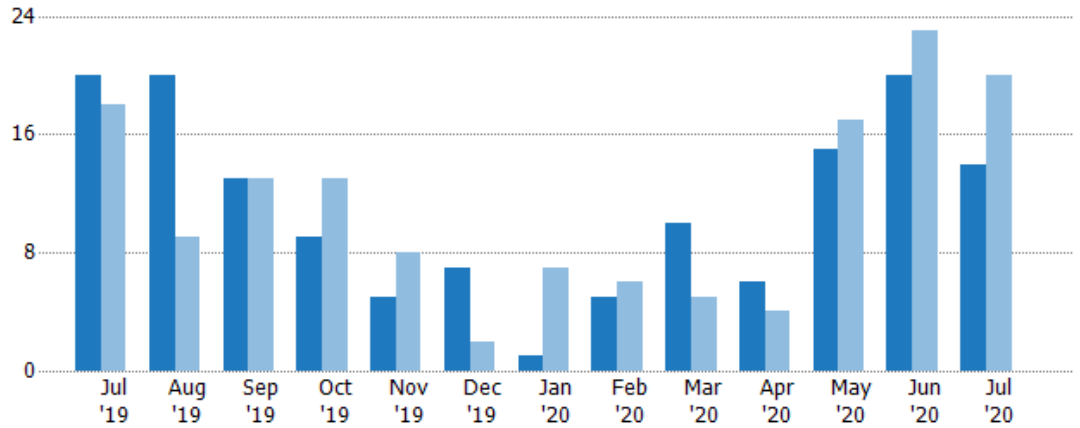
New Listings

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.
Jul '20	14	-30%
Jul '19	20	11.1%
Jul '18	18	5.6%



Current Year	20	20	13	9	5	7	1	5	10	6	15	20	14
Prior Year	18	9	13	13	8	2	7	6	5	4	17	23	20
Percent Change from Prior Year	11%	122%	0%	-31%	-38%	250%	-86%	-17%	100%	50%	-12%	-13%	-30%

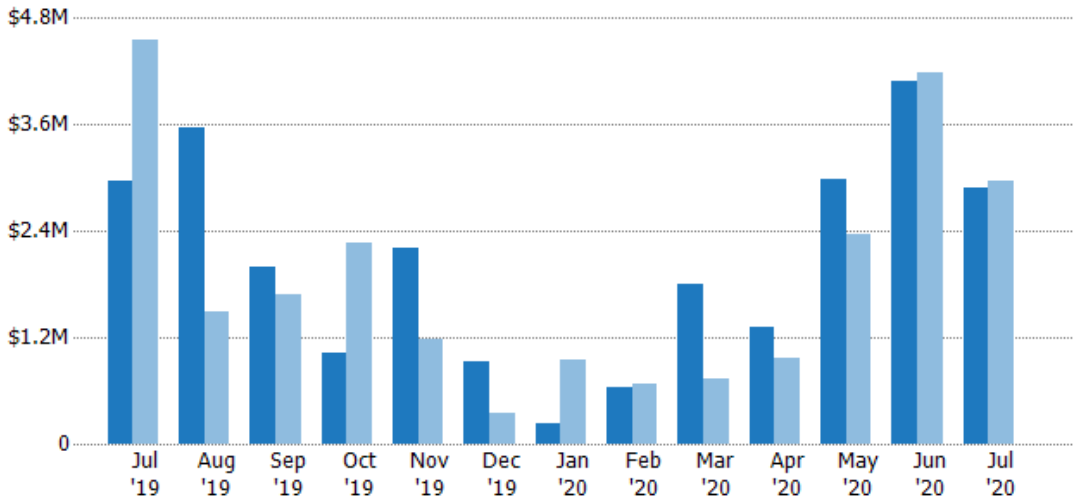
New Listing Volume

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.
Jul '20	\$2.89M	-2.4%
Jul '19	\$2.96M	-35.1%
Jul '18	\$4.56M	-38.7%



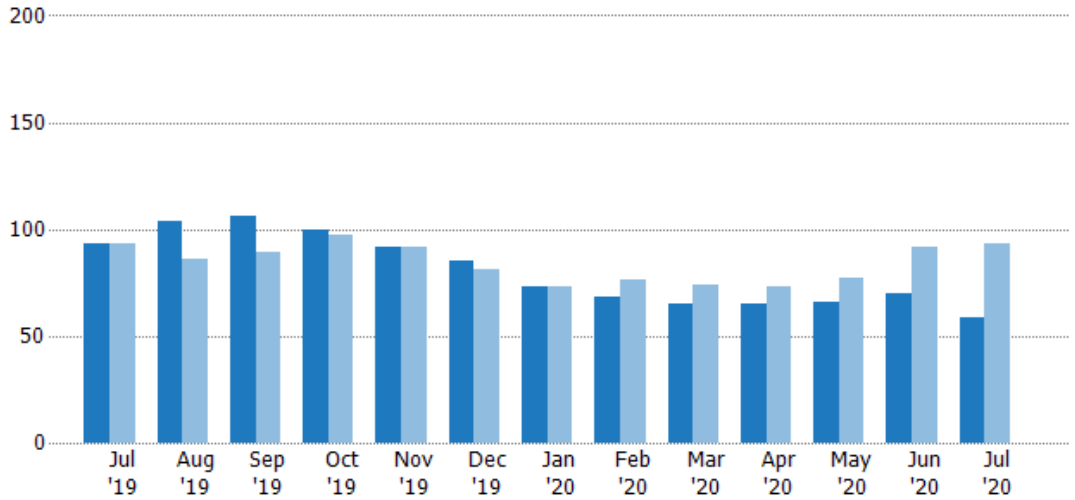
Current Year	\$2.96M	\$3.56M	\$1.99M	\$1.03M	\$2.21M	\$934K	\$228K	\$646K	\$1.8M	\$1.31M	\$2.99M	\$4.09M	\$2.89M
Prior Year	\$4.56M	\$1.48M	\$1.69M	\$2.27M	\$1.18M	\$345K	\$957K	\$666K	\$731K	\$957K	\$2.35M	\$4.18M	\$2.96M
Percent Change from Prior Year	-35%	140%	18%	-55%	87%	171%	-76%	-3%	146%	37%	27%	-2%	-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



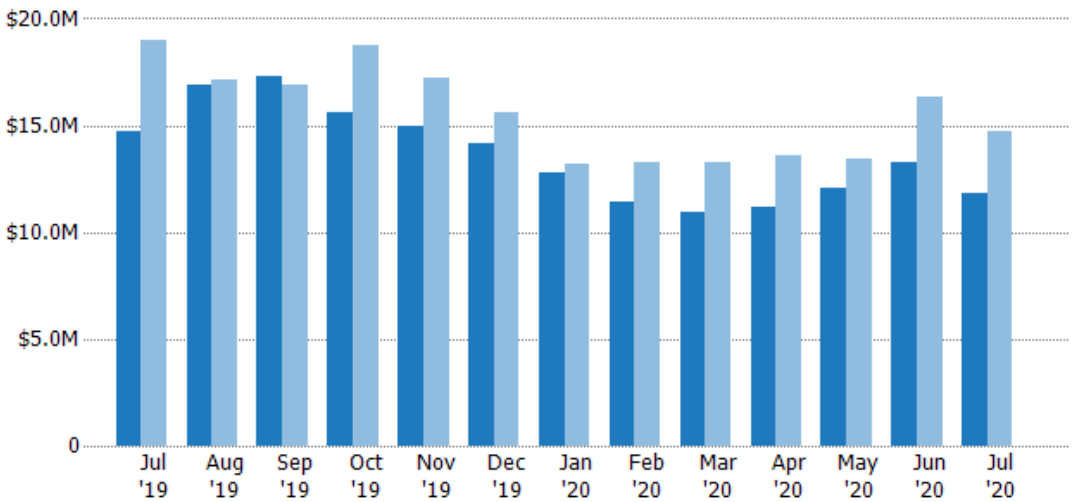
	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20
Current Year	93	104	106	100	92	85	73	68	65	65	66	70	59
Prior Year	93	86	89	97	92	81	73	76	74	73	77	92	93
Percent Change from Prior Year	0%	21%	19%	3%	0%	5%	0%	-11%	-12%	-11%	-14%	-24%	-37%

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



	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20
Current Year	\$14.7M	\$16.9M	\$17.3M	\$15.6M	\$15M	\$14.1M	\$12.8M	\$11.4M	\$10.9M	\$11.2M	\$12M	\$13.2M	\$11.8M
Prior Year	\$18.9M	\$17.1M	\$16.9M	\$18.7M	\$17.2M	\$15.6M	\$13.2M	\$13.3M	\$13.3M	\$13.6M	\$13.4M	\$16.3M	\$14.7M
Percent Change from Prior Year	-22%	-1%	3%	-17%	-13%	-10%	-3%	-14%	-18%	-18%	-10%	-19%	-19%

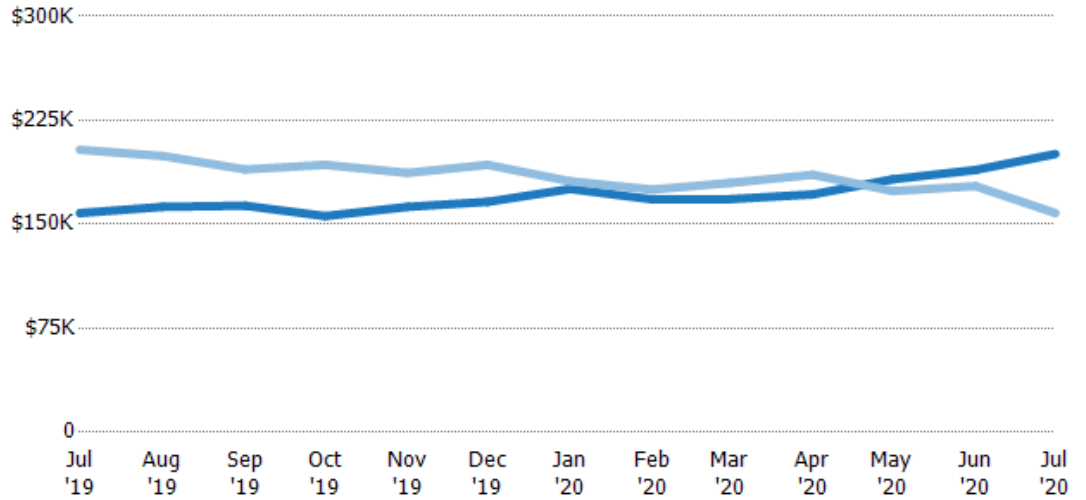
Average Listing Price

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.
Jul '20	\$201K	27%
Jul '19	\$158K	-22.4%
Jul '18	\$204K	-12.8%



Current Year	\$158K	\$163K	\$163K	\$156K	\$163K	\$166K	\$175K	\$168K	\$168K	\$172K	\$182K	\$189K	\$201K
Prior Year	\$204K	\$199K	\$190K	\$193K	\$187K	\$193K	\$181K	\$175K	\$180K	\$186K	\$174K	\$178K	\$158K
Percent Change from Prior Year	-22%	-18%	-14%	-19%	-13%	-14%	-3%	-4%	-7%	-8%	5%	7%	27%

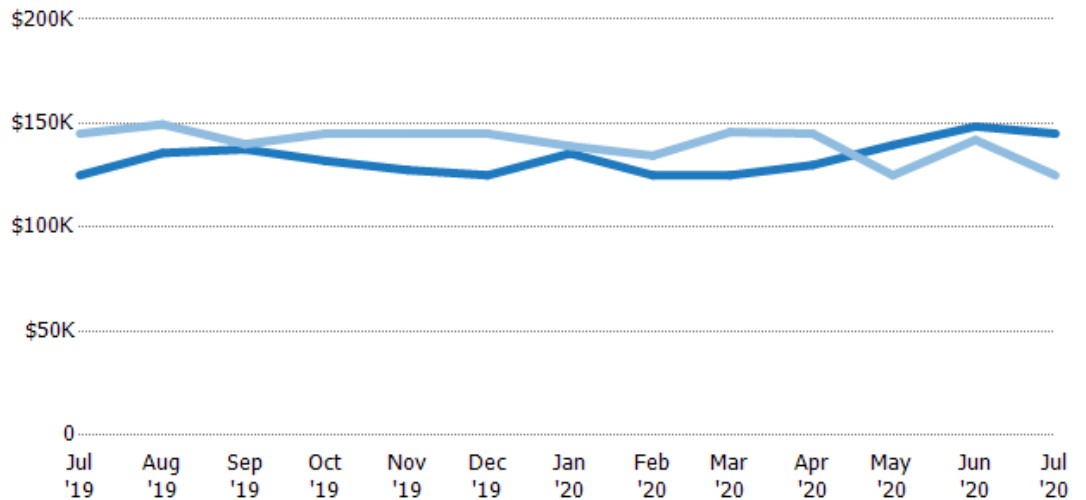
Median Listing Price

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.
Jul '20	\$145K	16%
Jul '19	\$125K	-13.8%
Jul '18	\$145K	13.8%



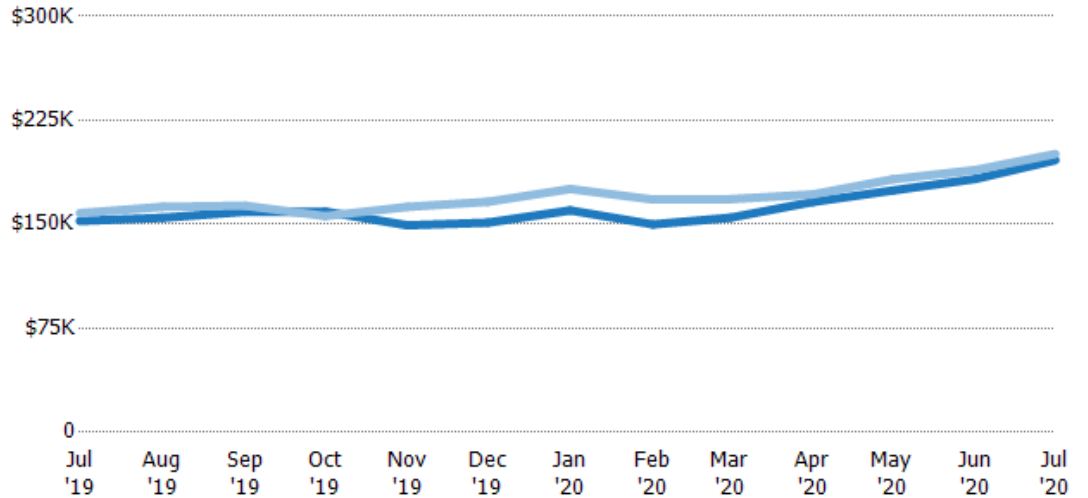
Current Year	\$125K	\$136K	\$137K	\$132K	\$128K	\$125K	\$136K	\$125K	\$125K	\$130K	\$140K	\$148K	\$145K
Prior Year	\$145K	\$149K	\$140K	\$145K	\$145K	\$145K	\$139K	\$134K	\$146K	\$145K	\$125K	\$142K	\$125K
Percent Change from Prior Year	-14%	-9%	-2%	-9%	-12%	-14%	-3%	-7%	-14%	-10%	12%	5%	16%

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



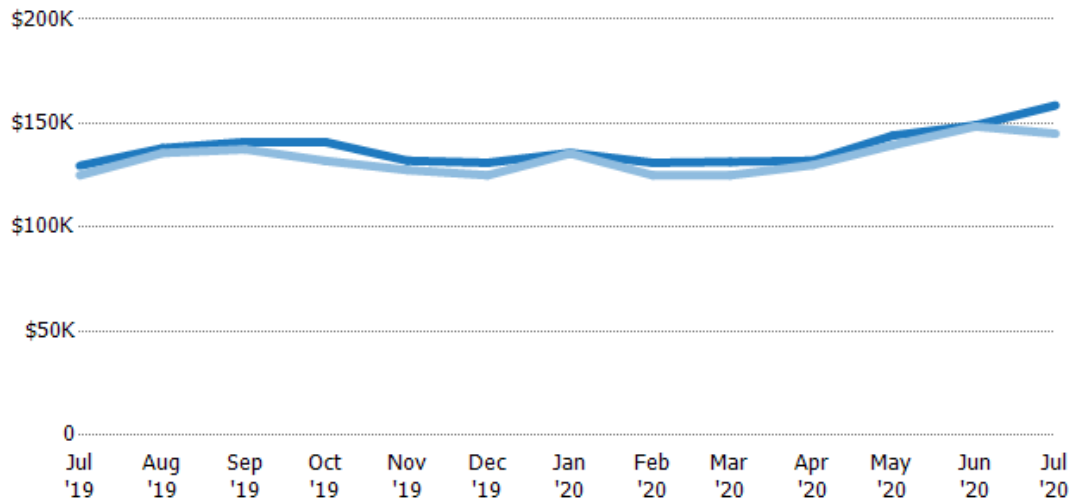
	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20
Avg Est Value	\$152K	\$155K	\$159K	\$159K	\$149K	\$151K	\$160K	\$150K	\$155K	\$166K	\$174K	\$183K	\$196K
Avg Listing Price	\$158K	\$163K	\$163K	\$156K	\$163K	\$166K	\$175K	\$168K	\$168K	\$172K	\$182K	\$189K	\$201K
Avg Listing Price as a % of Avg Est Value	104%	105%	103%	98%	109%	110%	110%	112%	109%	103%	105%	104%	102%

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



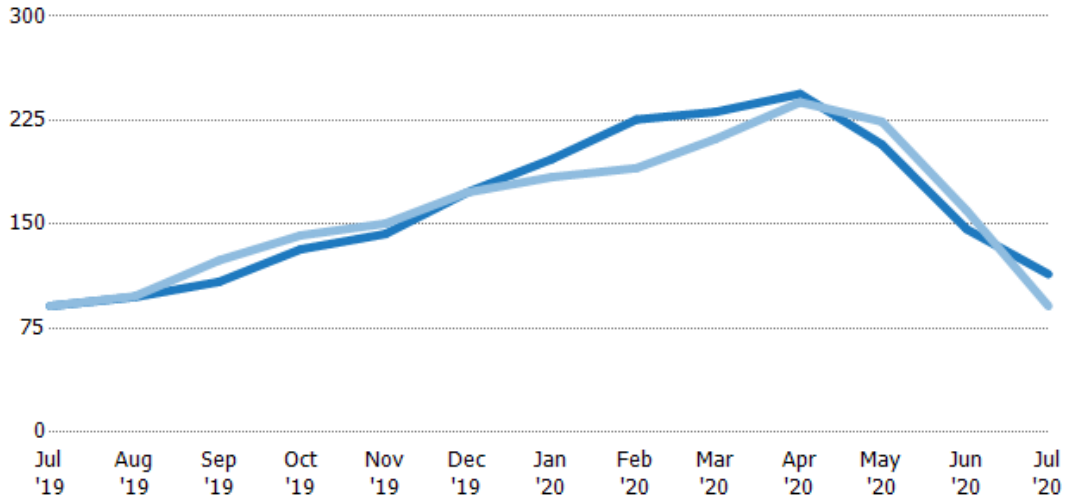
	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20
Median Est Value	\$130K	\$138K	\$141K	\$141K	\$132K	\$131K	\$136K	\$131K	\$132K	\$132K	\$144K	\$149K	\$159K
Median Listing Price	\$125K	\$136K	\$137K	\$132K	\$128K	\$125K	\$136K	\$125K	\$125K	\$130K	\$140K	\$148K	\$145K
Med Listing Price as a % of Med Est Value	96%	98%	97%	94%	97%	95%	100%	95%	95%	98%	97%	100%	91%

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



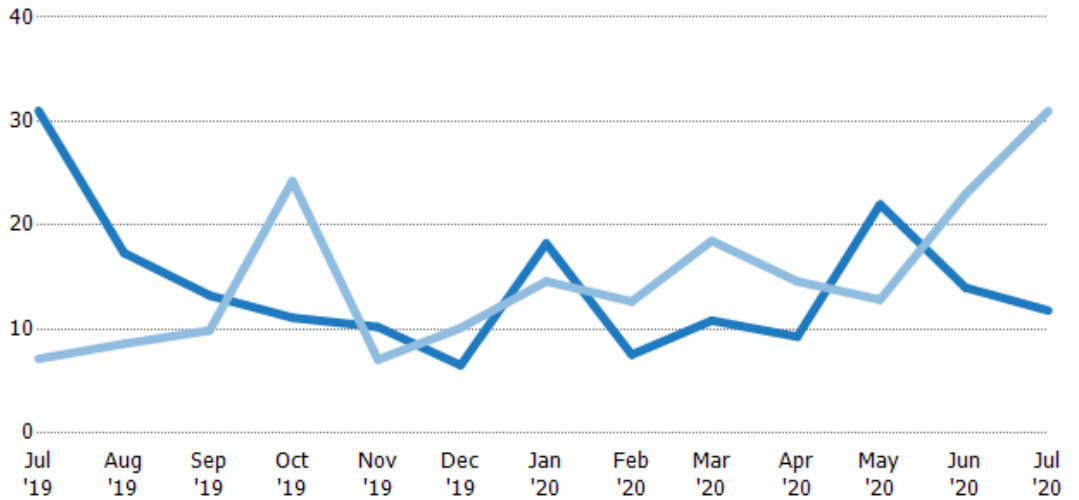
	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20
Current Year	91	97.5	109	132	143	173	197	226	231	244	208	147	114
Prior Year	91	98	124	142	151	173	184	191	212	238	224	160	91
Percent Change from Prior Year	0%	-1%	-13%	-7%	-5%	0%	7%	18%	9%	3%	-7%	-8%	25%

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



	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20
Current Year	31	17.3	13.3	11.1	10.2	6.54	18.3	7.56	10.8	9.29	22	14	11.8
Prior Year	7.15	8.6	9.89	24.3	7.08	10.1	14.6	12.7	18.5	14.6	12.8	23	31
Percent Change from Prior Year	333%	102%	34%	-54%	44%	-35%	25%	-40%	-41%	-36%	71%	-39%	-62%

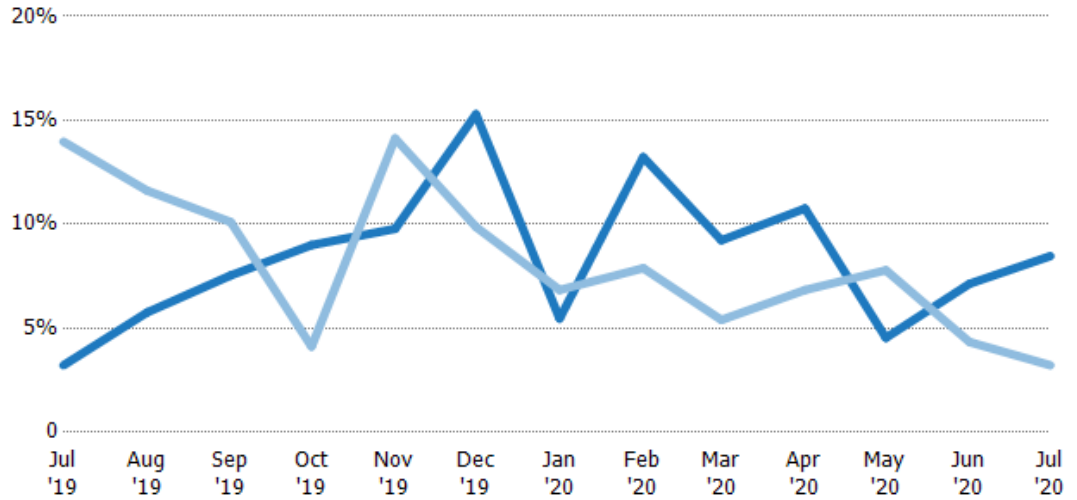
Absorption Rate

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.
Jul '20	8%	-5.3%
Jul '19	3%	10.8%
Jul '18	14%	-41%



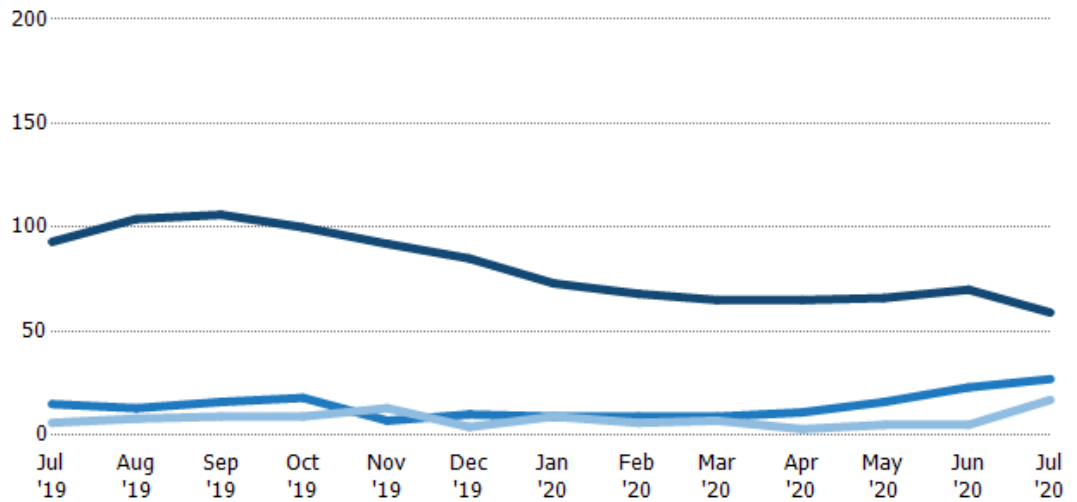
Current Year	3%	6%	8%	9%	10%	15%	5%	13%	9%	11%	5%	7%	8%
Prior Year	14%	12%	10%	4%	14%	10%	7%	8%	5%	7%	8%	4%	3%
Change from Prior Year	11%	6%	3%	-5%	4%	-5%	1%	-5%	-4%	-4%	3%	-3%	-5%

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	104	106	100	92	85	73	68	65	65	66	70	59
Pending	15	13	16	18	7	10	9	9	9	11	16	23	27
Sold	6	8	9	9	13	4	9	6	7	3	5	5	17

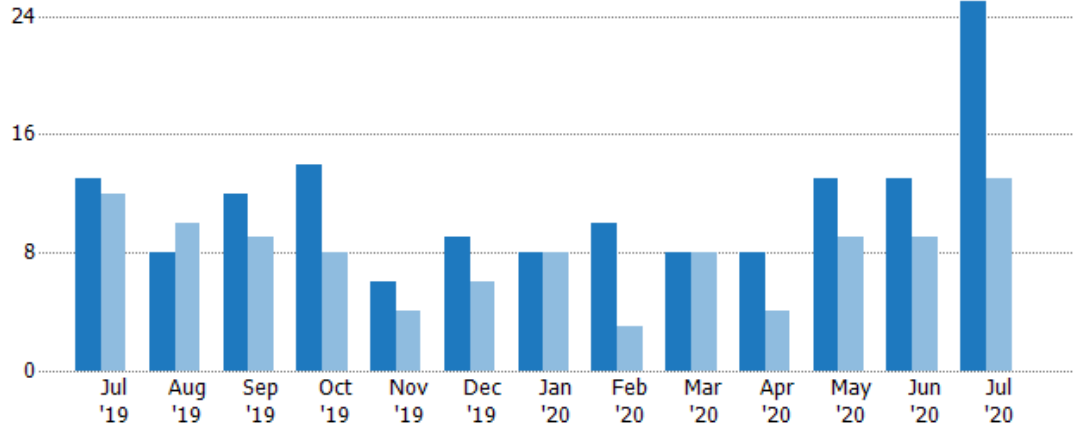
New Pending Sales

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.
Jul '20	25	92.3%
Jul '19	13	8.3%
Jul '18	12	0%



	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20
Current Year	13	8	12	14	6	9	8	10	8	8	13	13	25
Prior Year	12	10	9	8	4	6	8	3	8	4	9	9	13
Percent Change from Prior Year	8%	-20%	33%	75%	50%	50%	0%	233%	0%	100%	44%	44%	92%

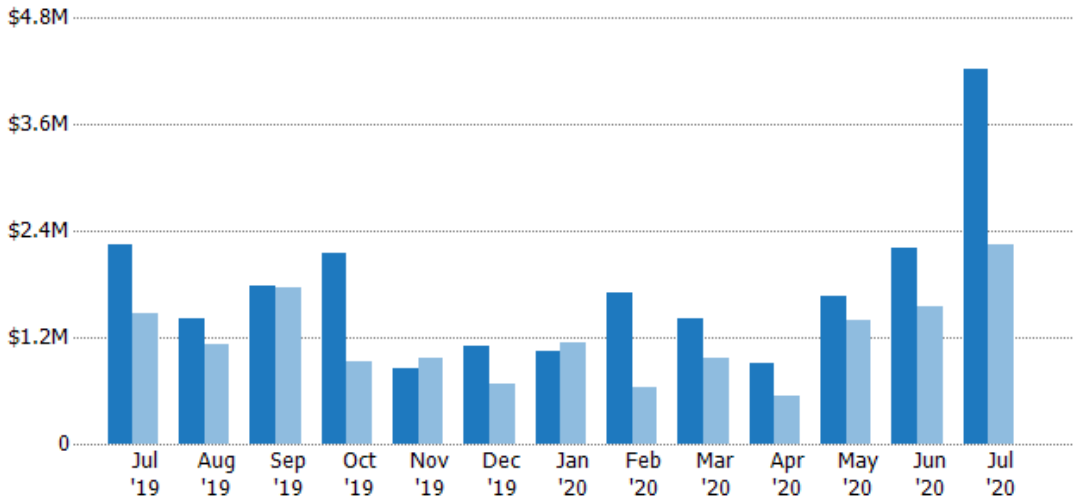
New Pending Sales Volume

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.
Jul '20	\$4.23M	88.5%
Jul '19	\$2.24M	53.3%
Jul '18	\$1.46M	7.5%



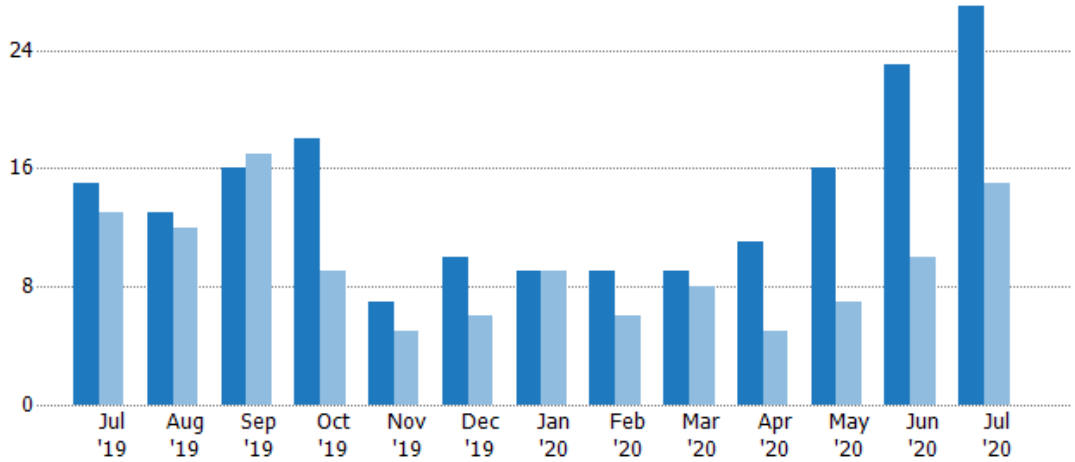
	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20
Current Year	\$2.24M	\$1.4M	\$1.78M	\$2.15M	\$859K	\$1.09M	\$1.04M	\$1.71M	\$1.42M	\$909K	\$1.66M	\$2.2M	\$4.23M
Prior Year	\$1.46M	\$1.11M	\$1.77M	\$931K	\$967K	\$683K	\$1.13M	\$639K	\$964K	\$535K	\$1.4M	\$1.55M	\$2.24M
Percent Change from Prior Year	53%	26%	0%	131%	-11%	60%	-8%	168%	47%	70%	19%	42%	89%

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



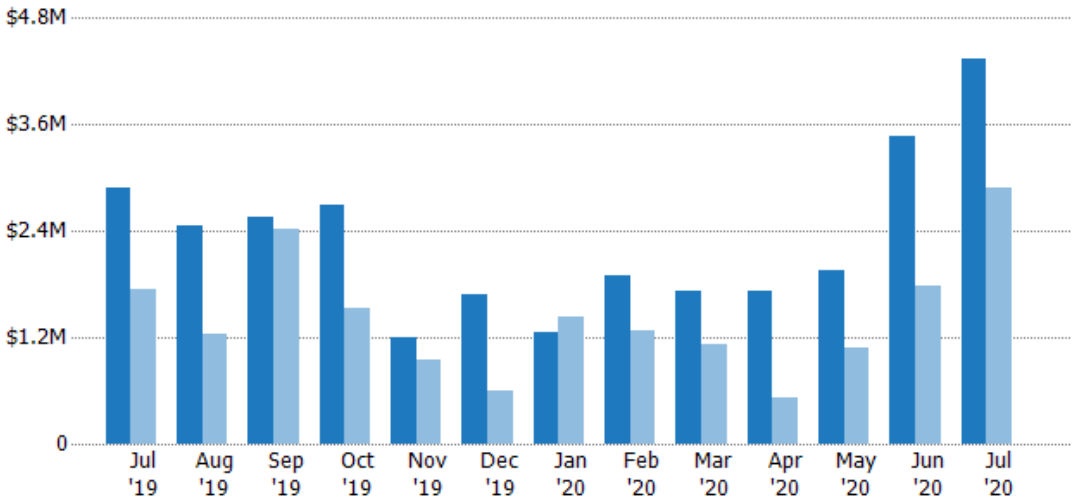
	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20
Current Year	15	13	16	18	7	10	9	9	9	11	16	23	27
Prior Year	13	12	17	9	5	6	9	6	8	5	7	10	15
Percent Change from Prior Year	15%	8%	-6%	100%	40%	67%	0%	50%	13%	120%	129%	130%	80%

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



	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20
Current Year	\$2.88M	\$2.47M	\$2.56M	\$2.7M	\$1.19M	\$1.69M	\$1.25M	\$1.89M	\$1.73M	\$1.71M	\$1.95M	\$3.47M	\$4.34M
Prior Year	\$1.75M	\$1.23M	\$2.43M	\$1.54M	\$956K	\$599K	\$1.42M	\$1.29M	\$1.12M	\$527K	\$1.09M	\$1.78M	\$2.88M
Percent Change from Prior Year	65%	100%	5%	75%	25%	183%	-12%	47%	54%	226%	79%	95%	51%

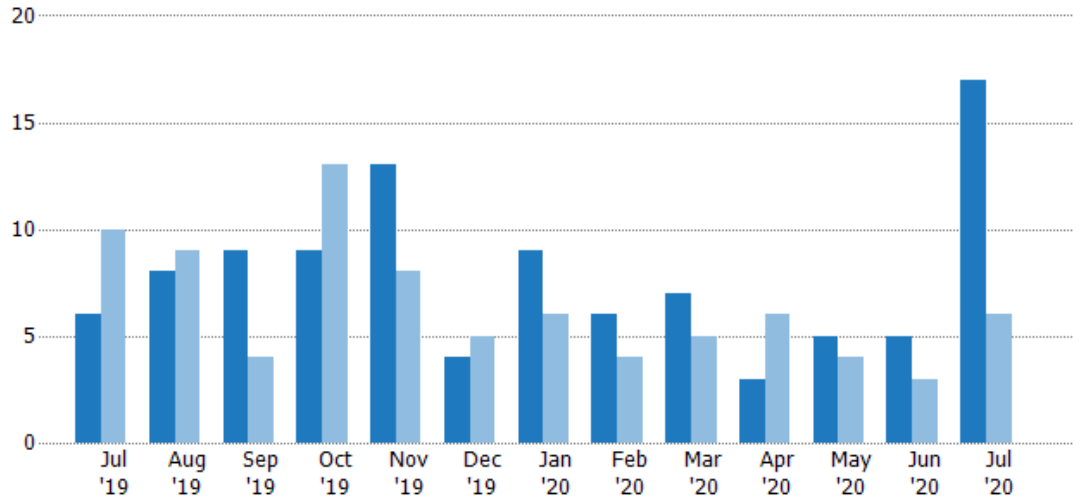
Closed Sales

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.
Jul '20	17	183.3%
Jul '19	6	-40%
Jul '18	10	-90%



	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20
Current Year	6	8	9	9	13	4	9	6	7	3	5	5	17
Prior Year	10	9	4	13	8	5	6	4	5	6	4	3	6
Percent Change from Prior Year	-40%	-11%	125%	-31%	63%	-20%	50%	50%	40%	-50%	25%	67%	183%

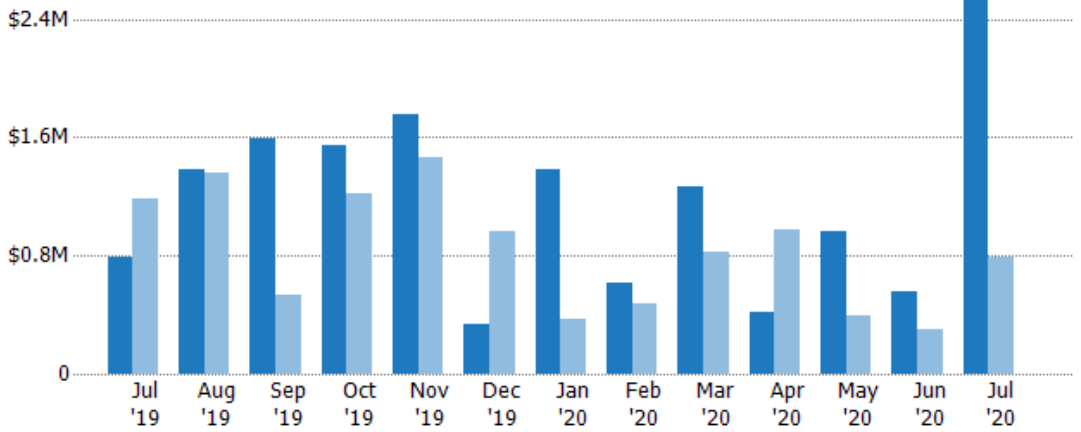
Closed Sales Volume

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.
Jul '20	\$2.6M	227.1%
Jul '19	\$795K	-32.8%
Jul '18	\$1.18M	-97%



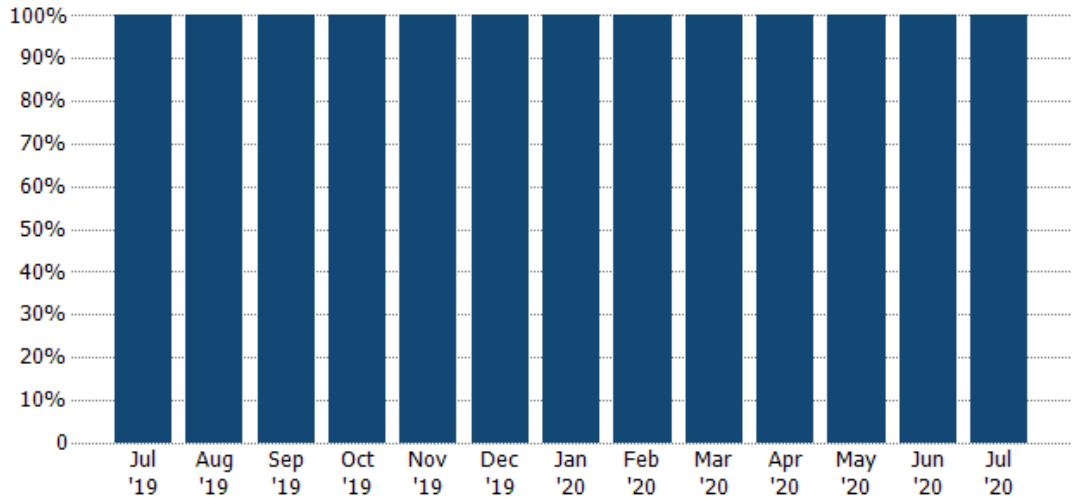
	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20
Current Year	\$795K	\$1.39M	\$1.59M	\$1.55M	\$1.75M	\$335K	\$1.38M	\$613K	\$1.26M	\$420K	\$966K	\$555K	\$2.6M
Prior Year	\$1.18M	\$1.36M	\$537K	\$1.22M	\$1.46M	\$959K	\$370K	\$475K	\$825K	\$971K	\$399K	\$295K	\$795K
Percent Change from Prior Year	-33%	2%	196%	27%	20%	-65%	274%	29%	53%	-57%	142%	88%	227%

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

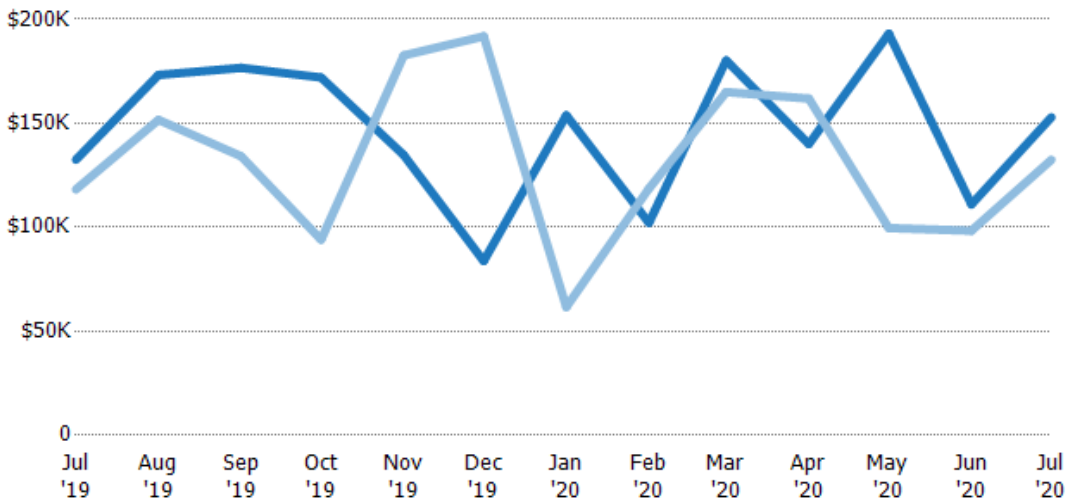
100% 100% 100% 100% 100% 100% 100% 100% 100% 100% 100% 100% 100%

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

\$132K \$173K \$177K \$172K \$135K \$83.8K \$154K \$102K \$180K \$140K \$193K \$111K \$153K
 \$118K \$152K \$134K \$94K \$183K \$192K \$61.7K \$119K \$165K \$162K \$100K \$98.3K \$132K
 12% 14% 32% 83% -26% -56% 150% -14% 9% -14% 94% 13% 15%

Month/Year	Price	% Chg.
Jul '20	\$153K	15.5%
Jul '19	\$132K	12.1%
Jul '18	\$118K	-70.4%

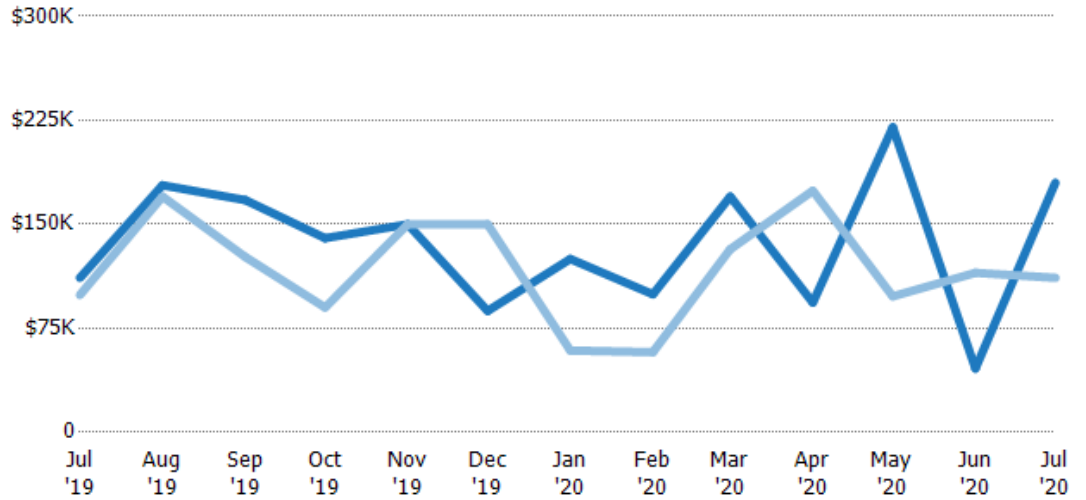
Median Sales Price

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.
Jul '20	\$180K	61.6%
Jul '19	\$111K	12.5%
Jul '18	\$99K	-64.6%



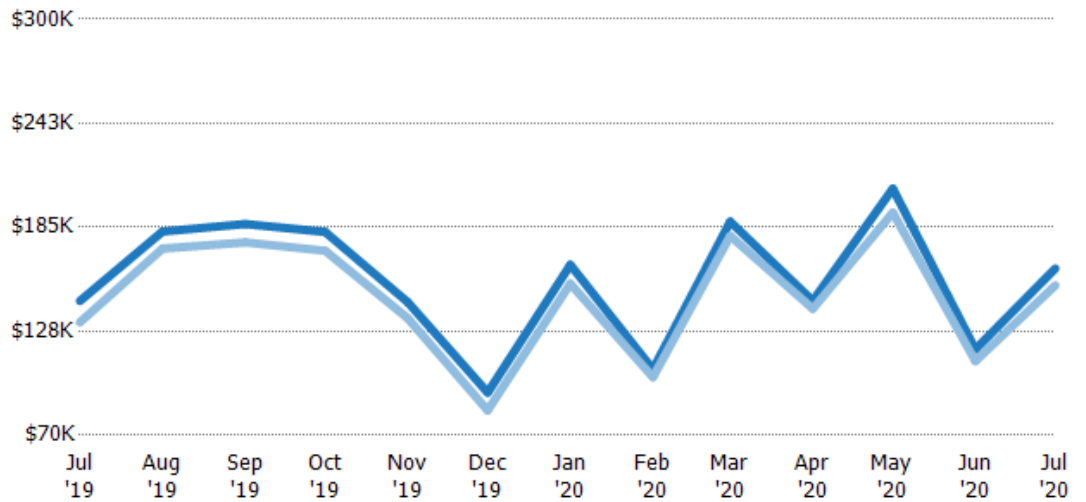
Current Year	\$111K	\$178K	\$168K	\$140K	\$150K	\$87.5K	\$125K	\$100K	\$170K	\$93.5K	\$220K	\$46K	\$180K
Prior Year	\$99K	\$170K	\$127K	\$90K	\$150K	\$150K	\$59K	\$57.8K	\$132K	\$174K	\$98K	\$115K	\$111K
Percent Change from Prior Year	12%	5%	32%	56%	0%	-42%	112%	72%	29%	-46%	124%	-60%	62%

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



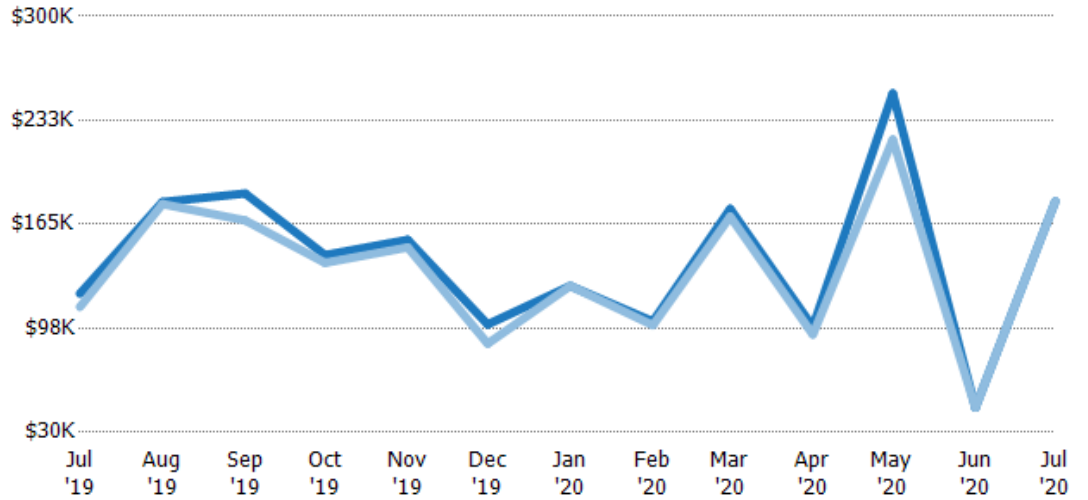
Avg List Price	\$144K	\$183K	\$187K	\$182K	\$144K	\$93.6K	\$164K	\$106K	\$188K	\$144K	\$206K	\$118K	\$162K
Avg Sales Price	\$132K	\$173K	\$177K	\$172K	\$135K	\$83.8K	\$154K	\$102K	\$180K	\$140K	\$193K	\$111K	\$153K
Avg Sales Price as a % of Avg List Price	92%	95%	95%	94%	94%	89%	94%	96%	96%	97%	94%	94%	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



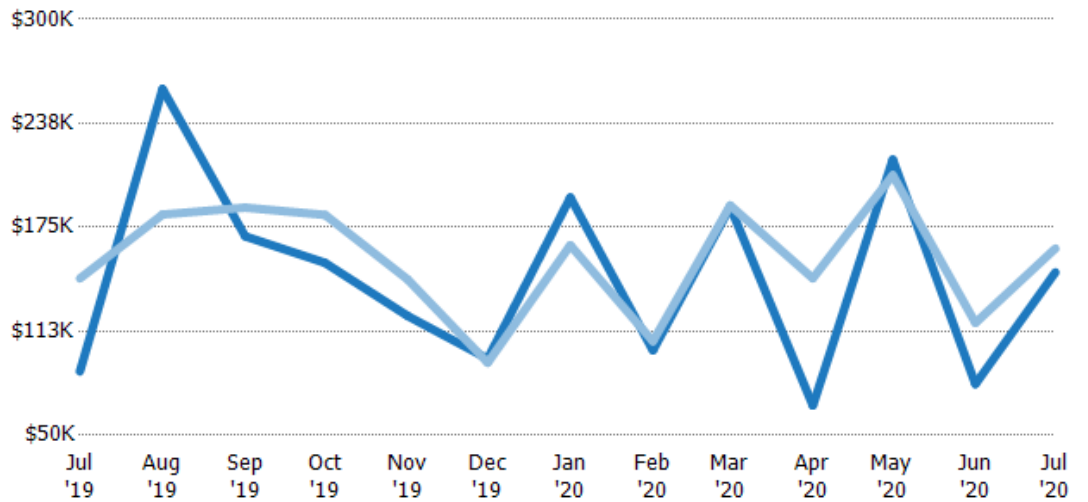
	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20
Median List Price	\$120K	\$179K	\$185K	\$145K	\$155K	\$100K	\$125K	\$102K	\$175K	\$98.5K	\$250K	\$46K	\$180K
Median Sales Price	\$111K	\$178K	\$168K	\$140K	\$150K	\$87.5K	\$125K	\$100K	\$170K	\$93.5K	\$220K	\$46K	\$180K
Med Sales Price as a % of Med List Price	93%	99%	91%	97%	97%	88%	100%	98%	97%	95%	88%	100%	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



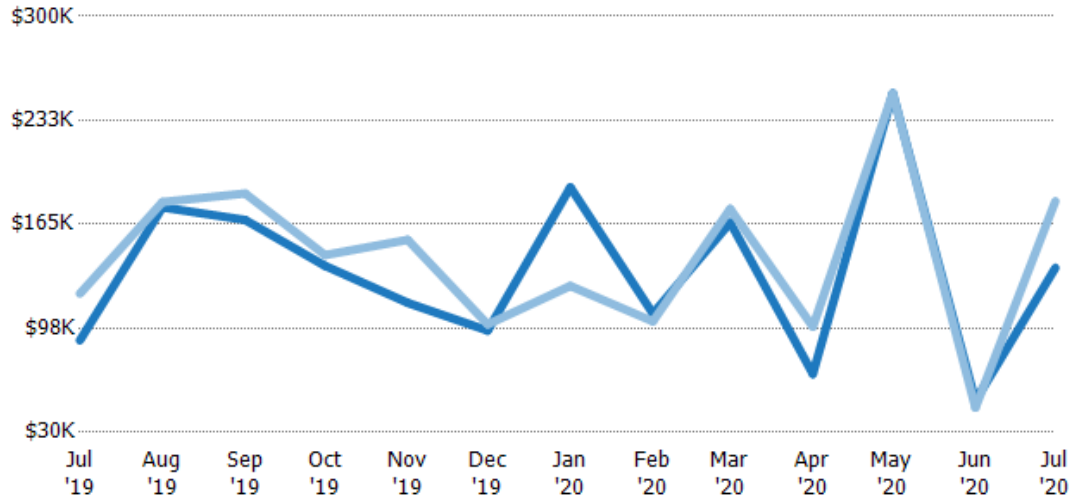
	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20
Avg Est Value	\$88.3K	\$258K	\$170K	\$154K	\$122K	\$96K	\$193K	\$101K	\$187K	\$67.9K	\$216K	\$80.8K	\$148K
Avg Sales Price	\$144K	\$183K	\$187K	\$182K	\$144K	\$93.6K	\$164K	\$106K	\$188K	\$144K	\$206K	\$118K	\$162K
Avg Sales Price as a % of Avg Est Value	163%	71%	110%	119%	118%	98%	85%	105%	100%	213%	96%	146%	110%

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



	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20
Median Est Value	\$89.6K	\$176K	\$168K	\$138K	\$114K	\$96K	\$189K	\$107K	\$166K	\$67.9K	\$250K	\$50.5K	\$137K
Median Sales Price	\$120K	\$179K	\$185K	\$145K	\$155K	\$100K	\$125K	\$102K	\$175K	\$98.5K	\$250K	\$46K	\$180K
Med Sales Price as a % of Med Est Value	134%	102%	110%	105%	136%	104%	66%	95%	105%	145%	100%	91%	132%