

Summary of Key Listing and Sales Metrics

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

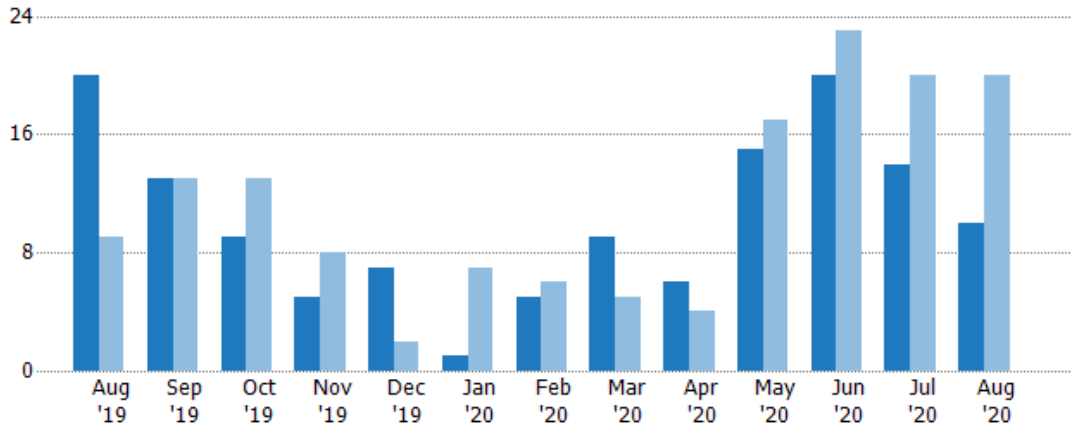
Key Metrics	Aug 2020	Aug 2019	+ / -	YTD 2020	YTD 2019	+ / -
Listing Activity Charts Metrics						
New Listing Count	10	20	-50%	80	102	-21.6%
New Listing Volume	\$1,646,800	\$3,559,800	-53.7%	\$15,402,206	\$16,358,190	-5.8%
Active Listing Count	47	104	-54.8%	N/A	N/A	
Active Listing Volume	\$10,325,300	\$16,907,290	-38.9%	N/A	N/A	
Average Listing Price	\$219,687	\$162,570	+35.1%	\$182,593	\$173,282	+5.4%
Median Listing Price	\$145,000	\$135,700	+6.9%	\$134,444	\$136,197	-1.3%
Median Days in RPR	75	97.5	-23.1%	155.93	167.94	-7.2%
Months of Inventory	2.8	17.3	-84%	12.1	10.5	+15.1%
Absorption Rate	36.17%	5.77%	+30.4%	8.27%	9.52%	-1.2%
Sales Activity Charts Metrics						
New Pending Sales Count	20	8	+150%	105	62	+69.4%
New Pending Sales Volume	\$2,983,800	\$1,402,900	+112.7%	\$16,143,206	\$9,862,050	+63.7%
Pending Sales Count	32	13	+146.2%	N/A	N/A	
Pending Sales Volume	\$5,012,006	\$2,465,700	+103.3%	N/A	N/A	
Closed Sales Count	13	8	+62.5%	65	42	+54.8%
Closed Sales Volume	\$1,808,400	\$1,385,800	+30.5%	\$9,607,700	\$5,514,609	+74.2%
Average Sales Price	\$139,108	\$173,225	-19.7%	\$147,811	\$131,300	+12.6%
Median Sales Price	\$130,000	\$178,150	-27%	\$142,654	\$121,909	+17%

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



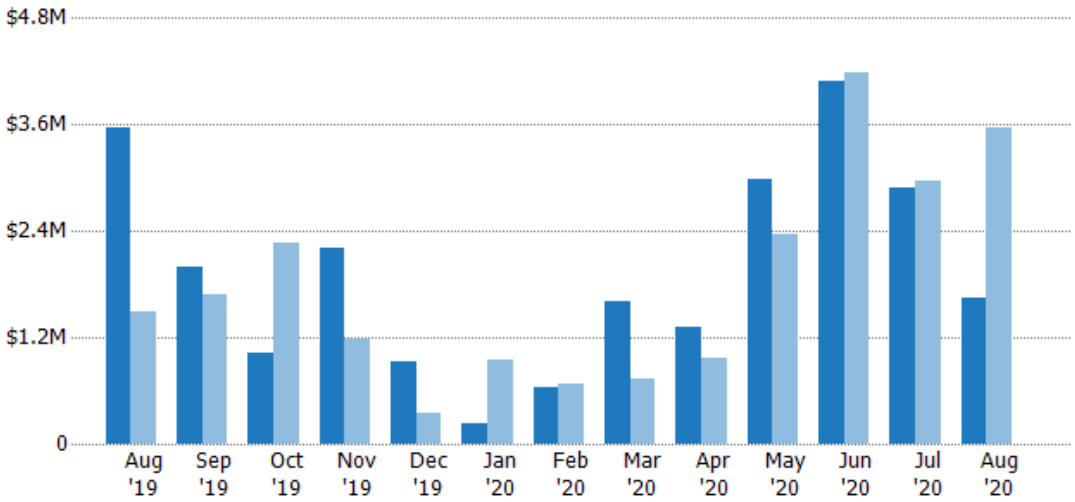
	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20
Current Year	20	13	9	5	7	1	5	9	6	15	20	14	10
Prior Year	9	13	13	8	2	7	6	5	4	17	23	20	20
Percent Change from Prior Year	122%	0%	-31%	-38%	250%	-86%	-17%	80%	50%	-12%	-13%	-30%	-50%

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



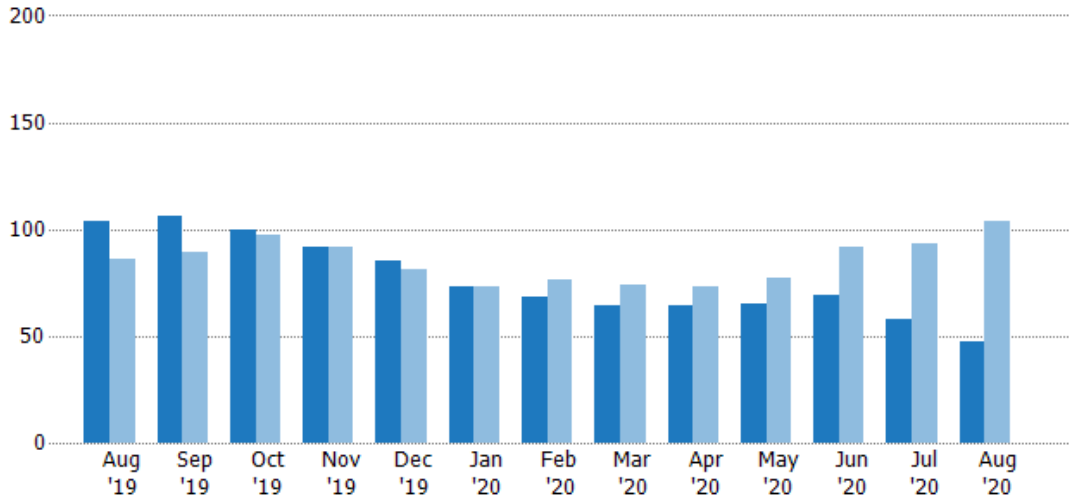
	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20
Current Year	\$3.56M	\$1.99M	\$1.03M	\$2.21M	\$934K	\$228K	\$646K	\$1.6M	\$1.31M	\$2.99M	\$4.09M	\$2.89M	\$1.65M
Prior Year	\$1.48M	\$1.69M	\$2.27M	\$1.18M	\$345K	\$957K	\$666K	\$731K	\$957K	\$2.35M	\$4.18M	\$2.96M	\$3.56M
Percent Change from Prior Year	140%	18%	-55%	87%	171%	-76%	-3%	119%	37%	27%	-2%	-2%	-54%

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



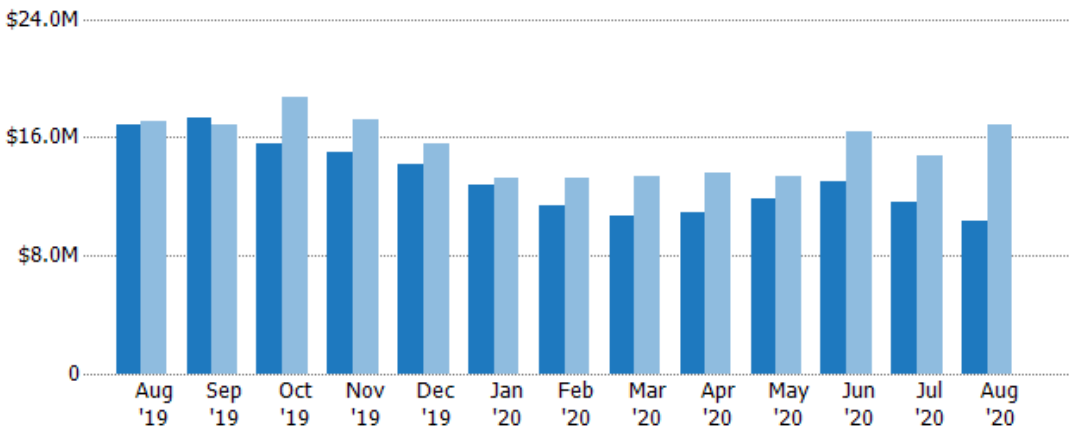
	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20
Current Year	104	106	100	92	85	73	68	64	64	65	69	58	47
Prior Year	86	89	97	92	81	73	76	74	73	77	92	93	104
Percent Change from Prior Year	21%	19%	3%	0%	5%	0%	-11%	-14%	-12%	-16%	-25%	-38%	-55%

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



	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20
Current Year	\$16.9M	\$17.3M	\$15.6M	\$15M	\$14.1M	\$12.8M	\$11.4M	\$10.7M	\$11M	\$11.8M	\$13M	\$11.6M	\$10.3M
Prior Year	\$17.1M	\$16.9M	\$18.7M	\$17.2M	\$15.6M	\$13.2M	\$13.3M	\$13.3M	\$13.6M	\$13.4M	\$16.3M	\$14.7M	\$16.9M
Percent Change from Prior Year	-1%	3%	-17%	-13%	-10%	-3%	-14%	-19%	-19%	-12%	-20%	-21%	-39%

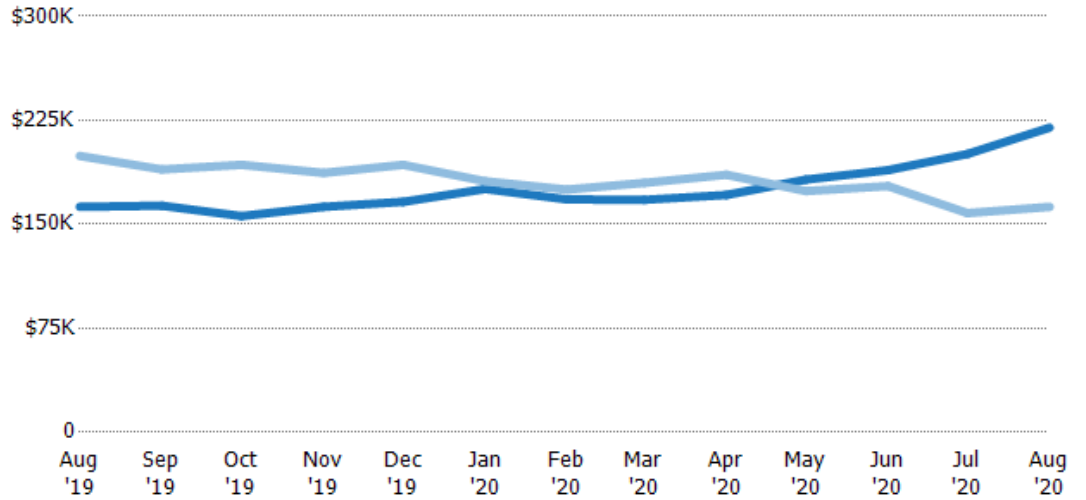
Average Listing Price

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.
Aug '20	\$220K	35.1%
Aug '19	\$163K	-18.4%
Aug '18	\$199K	-8.4%



Current Year	\$163K	\$163K	\$156K	\$163K	\$166K	\$175K	\$168K	\$168K	\$171K	\$182K	\$189K	\$201K	\$220K
Prior Year	\$199K	\$190K	\$193K	\$187K	\$193K	\$181K	\$175K	\$180K	\$186K	\$174K	\$178K	\$158K	\$163K
Percent Change from Prior Year	-18%	-14%	-19%	-13%	-14%	-3%	-4%	-7%	-8%	5%	6%	27%	35%

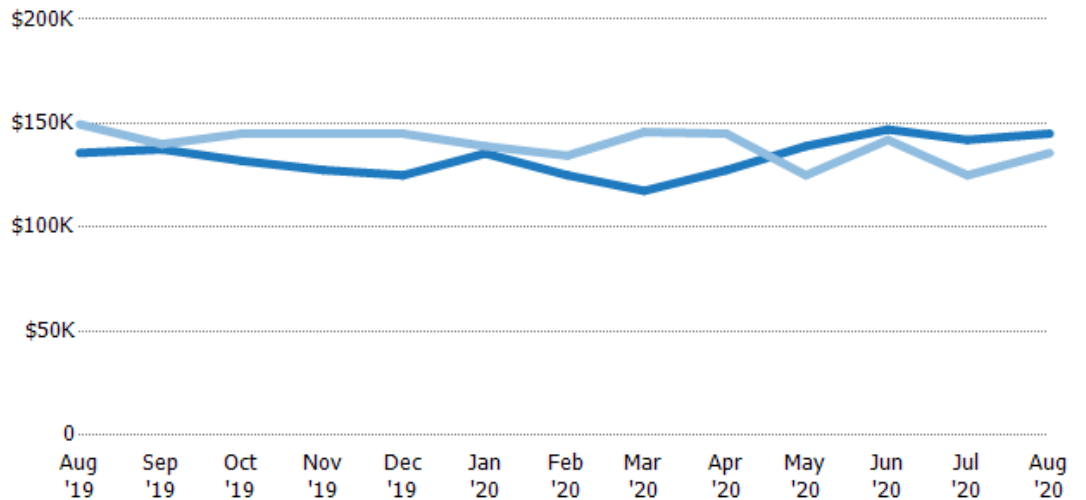
Median Listing Price

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.
Aug '20	\$145K	6.9%
Aug '19	\$136K	-9.2%
Aug '18	\$149K	7.1%



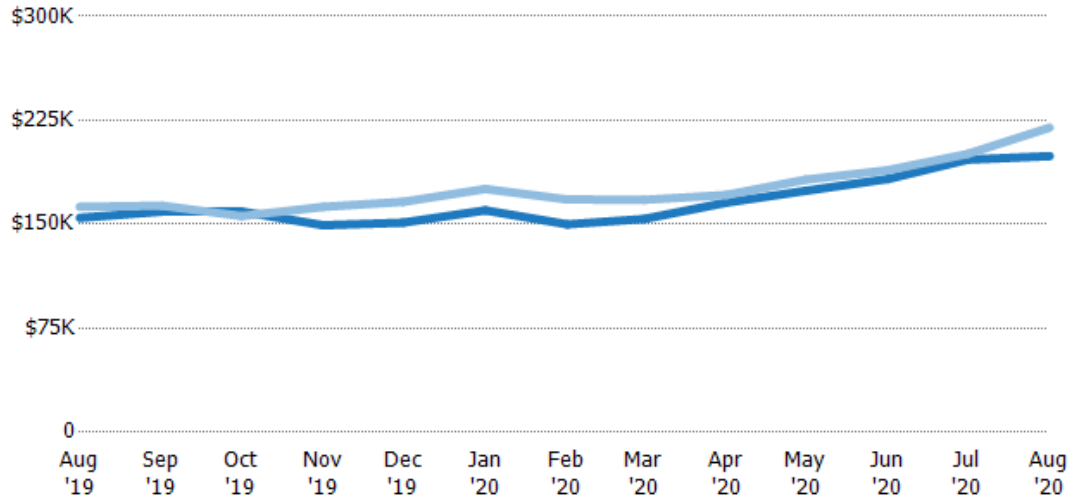
Current Year	\$136K	\$137K	\$132K	\$128K	\$125K	\$136K	\$125K	\$118K	\$127K	\$139K	\$147K	\$142K	\$145K
Prior Year	\$149K	\$140K	\$145K	\$145K	\$145K	\$139K	\$134K	\$146K	\$145K	\$125K	\$142K	\$125K	\$136K
Percent Change from Prior Year	-9%	-2%	-9%	-12%	-14%	-3%	-7%	-19%	-12%	11%	4%	14%	7%

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



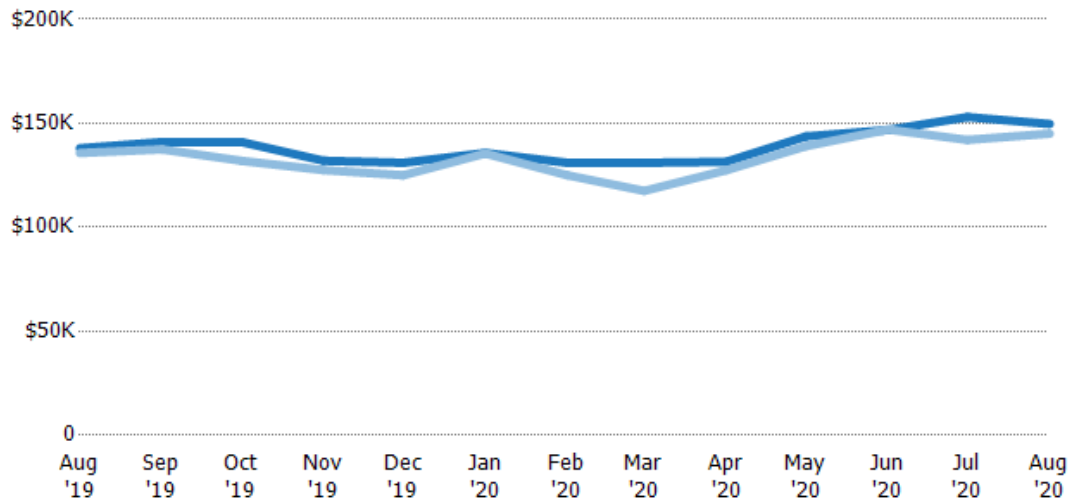
	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20
Avg Est Value	\$155K	\$159K	\$159K	\$149K	\$151K	\$160K	\$150K	\$154K	\$166K	\$174K	\$183K	\$197K	\$199K
Avg Listing Price	\$163K	\$163K	\$156K	\$163K	\$166K	\$175K	\$168K	\$168K	\$171K	\$182K	\$189K	\$201K	\$220K
Avg Listing Price as a % of Avg Est Value	105%	103%	98%	109%	110%	110%	112%	109%	103%	105%	103%	102%	110%

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



	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20
Median Est Value	\$138K	\$141K	\$141K	\$132K	\$131K	\$136K	\$131K	\$131K	\$132K	\$144K	\$147K	\$153K	\$150K
Median Listing Price	\$136K	\$137K	\$132K	\$128K	\$125K	\$136K	\$125K	\$118K	\$127K	\$139K	\$147K	\$142K	\$145K
Med Listing Price as a % of Med Est Value	98%	97%	94%	97%	95%	100%	95%	90%	97%	97%	100%	93%	97%

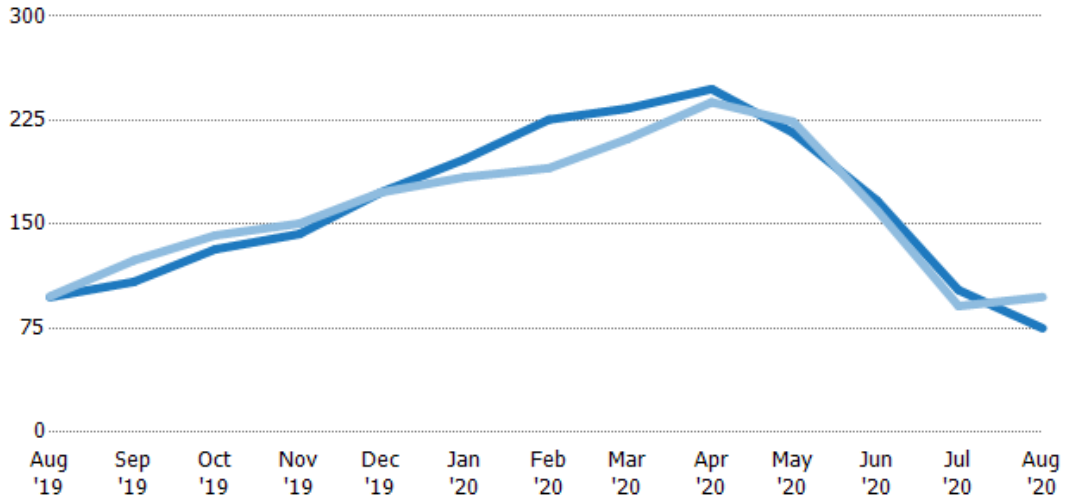
Median Days in RPR

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.
Aug '20	75	-23.1%
Aug '19	97.5	-0.5%
Aug '18	98	-11.2%



Current Year	97.5	109	132	143	173	197	226	234	248	216	167	103	75
Prior Year	98	124	142	151	173	184	191	212	238	224	160	91	97.5
Percent Change from Prior Year	-1%	-13%	-7%	-5%	0%	7%	18%	10%	4%	-4%	4%	13%	-23%

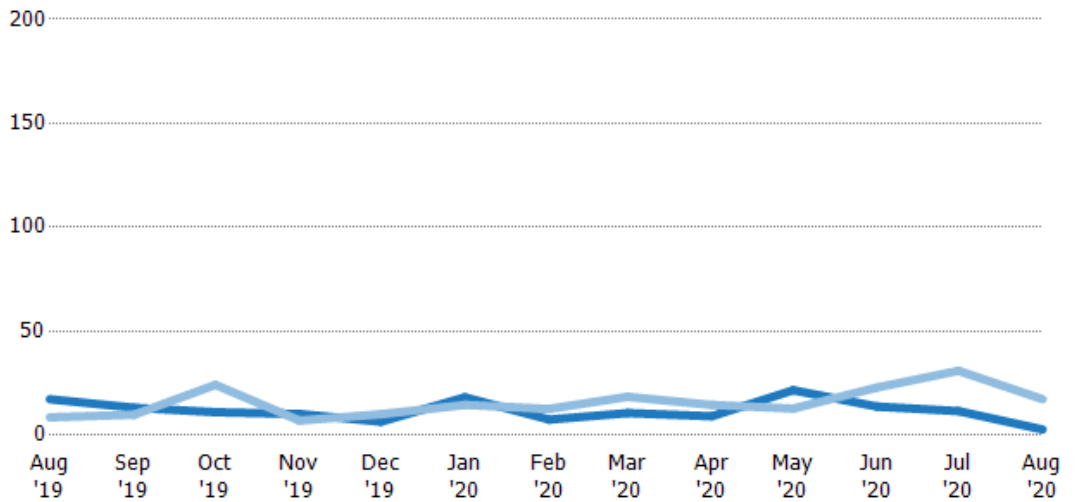
Months of Inventory

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.
Aug '20	2.76	-84%
Aug '19	17.3	101.6%
Aug '18	8.6	1,190.7%



Current Year	17.3	13.3	11.1	10.2	6.54	18.3	7.56	10.7	9.14	21.7	13.8	11.6	2.76
Prior Year	8.6	9.89	24.3	7.08	10.1	14.6	12.7	18.5	14.6	12.8	23	31	17.3
Percent Change from Prior Year	102%	34%	-54%	44%	-35%	25%	-40%	-42%	-37%	69%	-40%	-63%	-84%

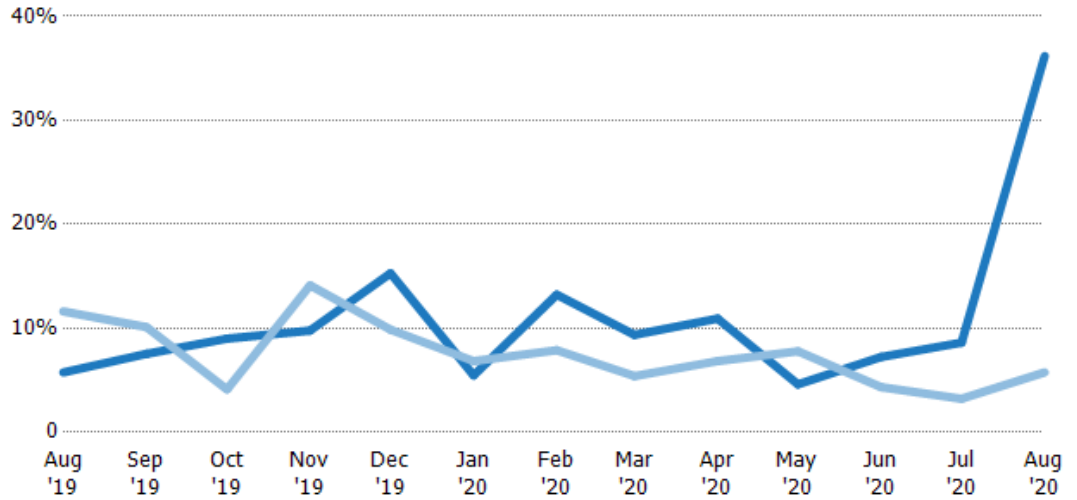
Absorption Rate

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.
Aug '20	36%	-30.4%
Aug '19	6%	5.9%
Aug '18	12%	-92.3%



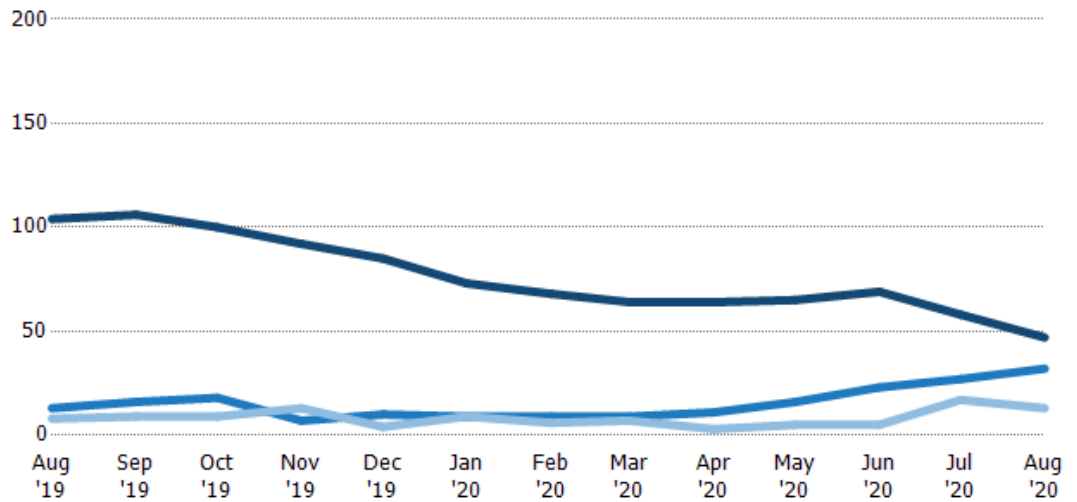
Current Year	6%	8%	9%	10%	15%	5%	13%	9%	11%	5%	7%	9%	36%
Prior Year	12%	10%	4%	14%	10%	7%	8%	5%	7%	8%	4%	3%	6%
Change from Prior Year	6%	3%	-5%	4%	-5%	1%	-5%	-4%	-4%	3%	-3%	-5%	-30%

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	104	106	100	92	85	73	68	64	64	65	69	58	47
Pending	13	16	18	7	10	9	9	9	11	16	23	27	32
Sold	8	9	9	13	4	9	6	7	3	5	5	17	13

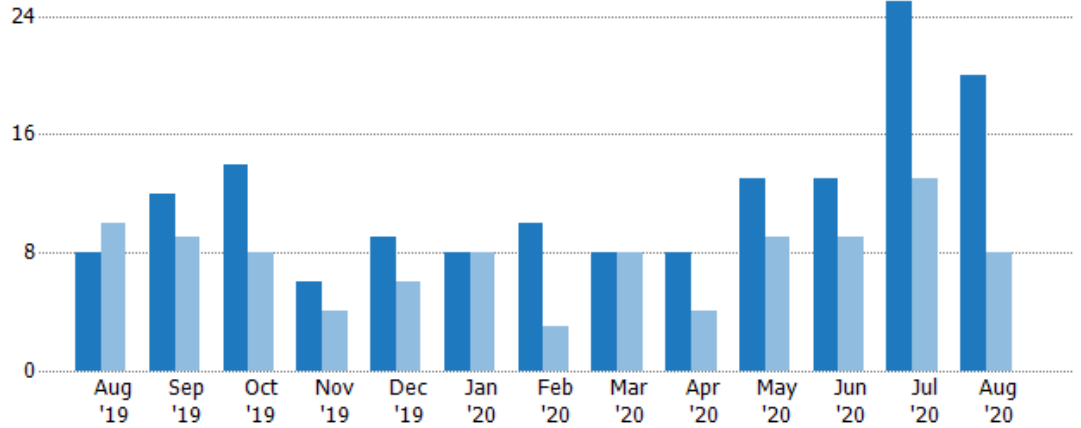
New Pending Sales

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.
Aug '20	20	150%
Aug '19	8	-20%
Aug '18	10	-30%



Current Year	8	12	14	6	9	8	10	8	8	13	13	25	20
Prior Year	10	9	8	4	6	8	3	8	4	9	9	13	8
Percent Change from Prior Year	-20%	33%	75%	50%	50%	0%	233%	0%	100%	44%	44%	92%	150%

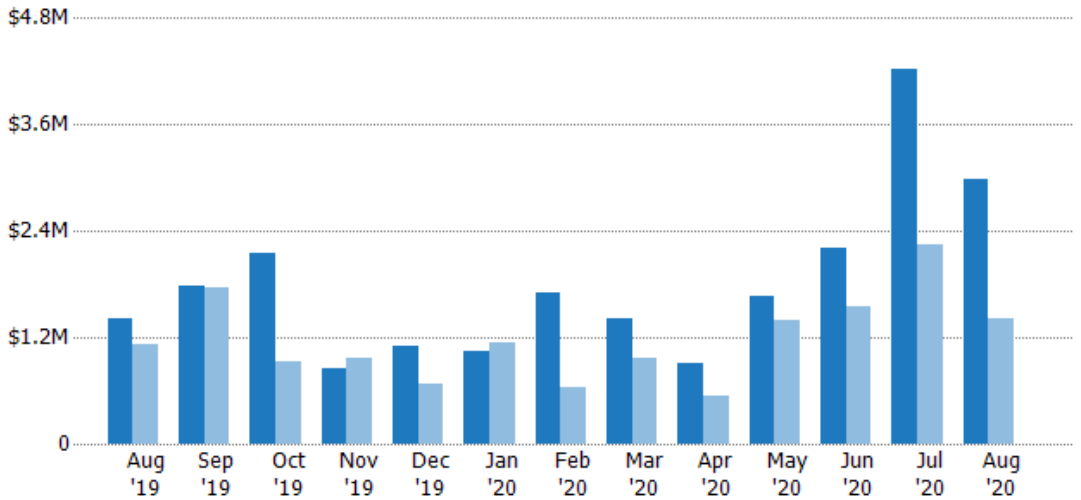
New Pending Sales Volume

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.
Aug '20	\$2.98M	112.7%
Aug '19	\$1.4M	26%
Aug '18	\$1.11M	-34.8%



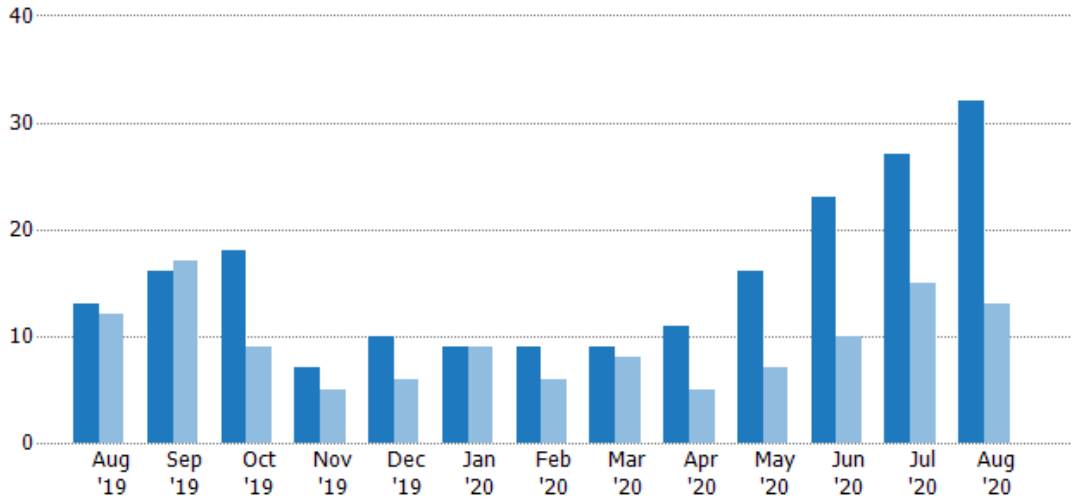
Current Year	\$1.4M	\$1.78M	\$2.15M	\$859K	\$1.09M	\$1.04M	\$1.71M	\$1.42M	\$909K	\$1.66M	\$2.2M	\$4.23M	\$2.98M
Prior Year	\$1.11M	\$1.77M	\$931K	\$967K	\$683K	\$1.13M	\$639K	\$964K	\$535K	\$1.4M	\$1.55M	\$2.24M	\$1.4M
Percent Change from Prior Year	26%	0%	131%	-11%	60%	-8%	168%	47%	70%	19%	42%	89%	113%

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



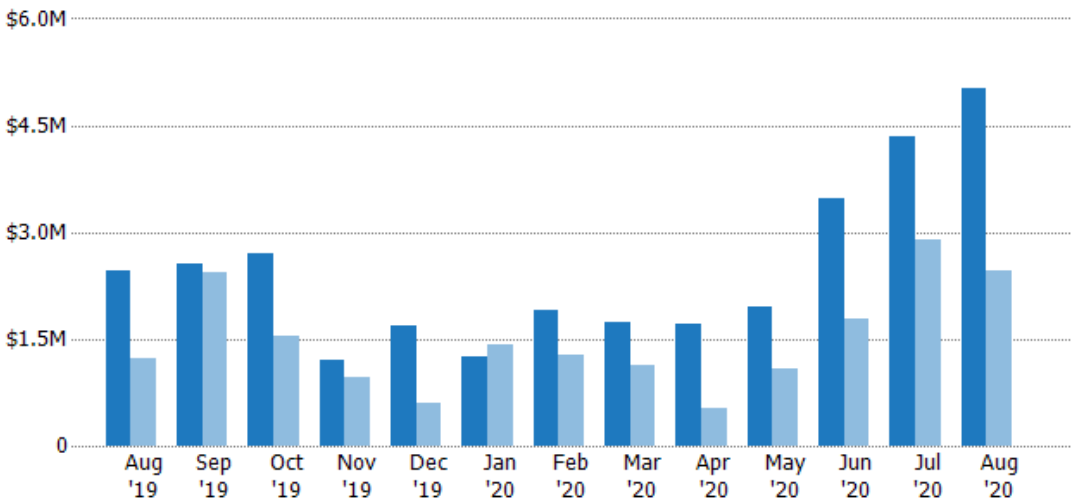
	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20
Current Year	13	16	18	7	10	9	9	9	11	16	23	27	32
Prior Year	12	17	9	5	6	9	6	8	5	7	10	15	13
Percent Change from Prior Year	8%	-6%	100%	40%	67%	0%	50%	13%	120%	129%	130%	80%	146%

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



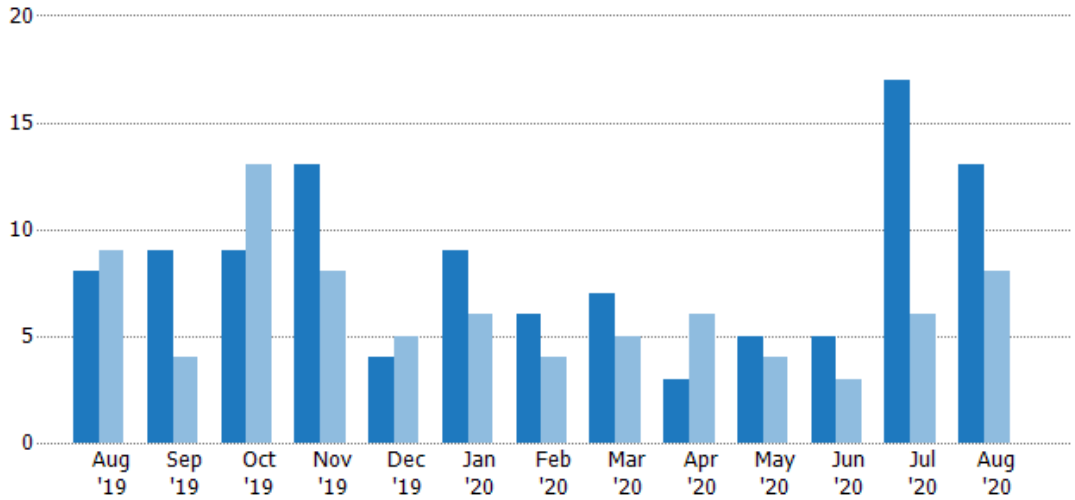
	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20
Current Year	\$2.47M	\$2.56M	\$2.7M	\$1.19M	\$1.69M	\$1.25M	\$1.89M	\$1.73M	\$1.71M	\$1.95M	\$3.47M	\$4.34M	\$5.01M
Prior Year	\$1.23M	\$2.43M	\$1.54M	\$956K	\$599K	\$1.42M	\$1.29M	\$1.12M	\$527K	\$1.09M	\$1.78M	\$2.88M	\$2.47M
Percent Change from Prior Year	100%	5%	75%	25%	183%	-12%	47%	54%	226%	79%	95%	51%	103%

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



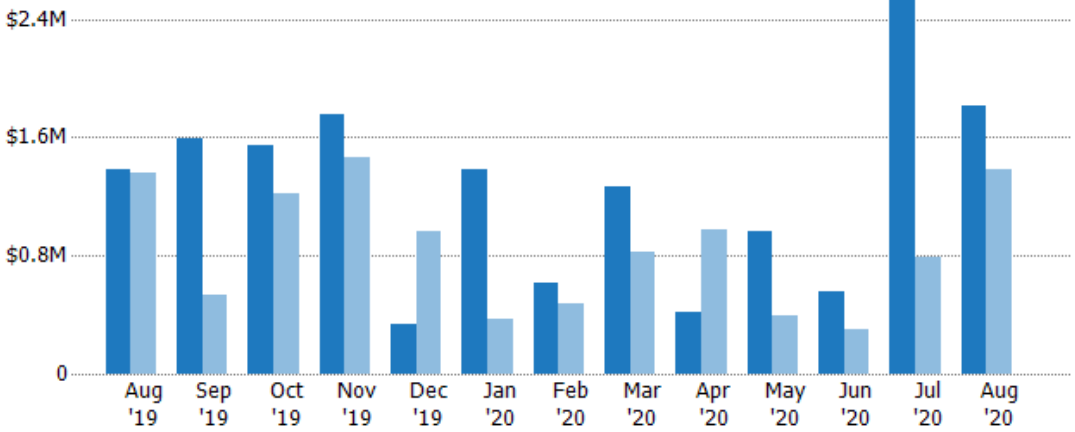
	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20
Current Year	8	9	9	13	4	9	6	7	3	5	5	17	13
Prior Year	9	4	13	8	5	6	4	5	6	4	3	6	8
Percent Change from Prior Year	-11%	125%	-31%	63%	-20%	50%	50%	40%	-50%	25%	67%	183%	63%

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



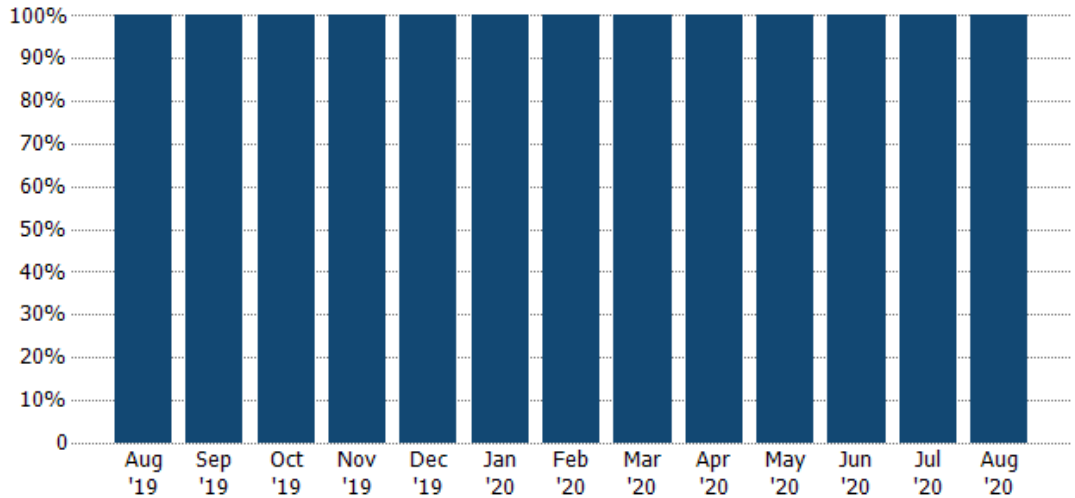
	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20
Current Year	\$1.39M	\$1.59M	\$1.55M	\$1.75M	\$335K	\$1.38M	\$613K	\$1.26M	\$420K	\$966K	\$555K	\$2.6M	\$1.81M
Prior Year	\$1.36M	\$537K	\$1.22M	\$1.46M	\$959K	\$370K	\$475K	\$825K	\$971K	\$399K	\$295K	\$795K	\$1.39M
Percent Change from Prior Year	2%	196%	27%	20%	-65%	274%	29%	53%	-57%	142%	88%	227%	30%

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

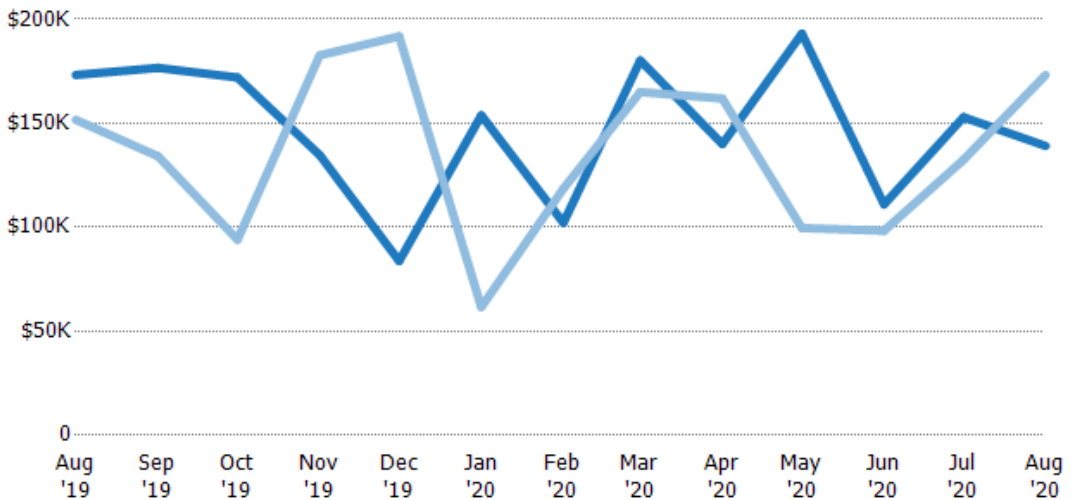
100% 100% 100% 100% 100% 100% 100% 100% 100% 100% 100% 100% 100%

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

\$173K	\$177K	\$172K	\$135K	\$83.8K	\$154K	\$102K	\$180K	\$140K	\$193K	\$111K	\$153K	\$139K
\$152K	\$134K	\$94K	\$183K	\$192K	\$61.7K	\$119K	\$165K	\$162K	\$100K	\$98.3K	\$132K	\$173K
14%	32%	83%	-26%	-56%	150%	-14%	9%	-14%	94%	13%	15%	-20%

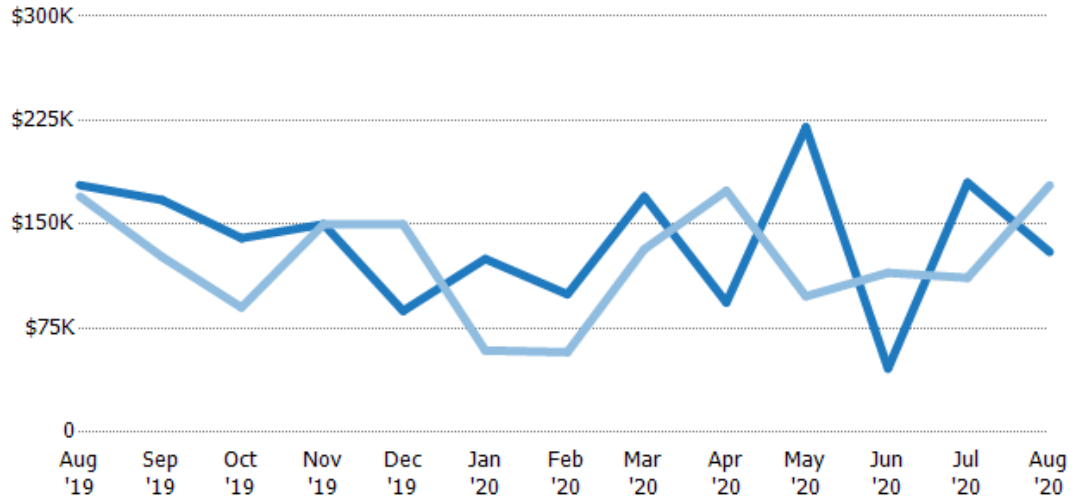
Median Sales Price

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.
Aug '20	\$130K	-27%
Aug '19	\$178K	4.8%
Aug '18	\$170K	-41.5%



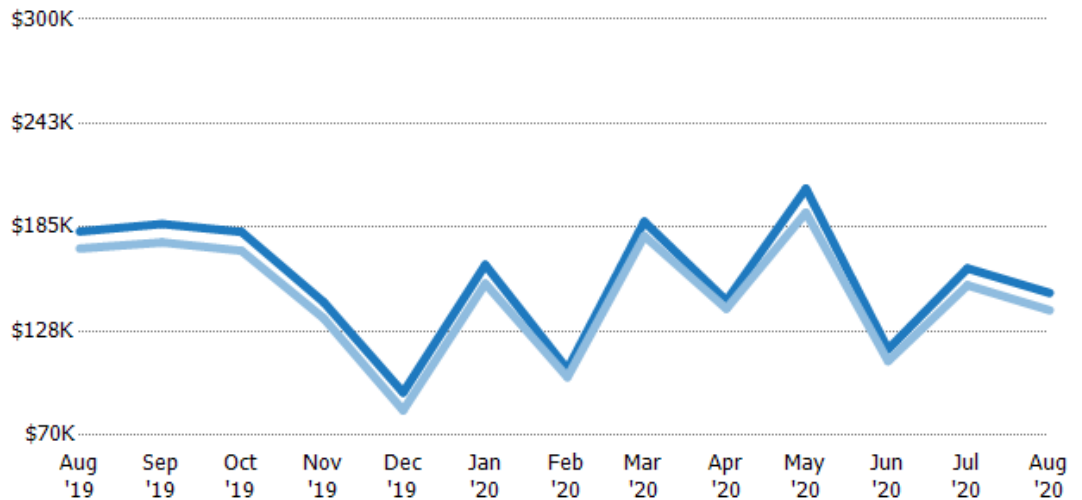
Current Year	\$178K	\$168K	\$140K	\$150K	\$87.5K	\$125K	\$100K	\$170K	\$93.5K	\$220K	\$46K	\$180K	\$130K
Prior Year	\$170K	\$127K	\$90K	\$150K	\$150K	\$59K	\$57.8K	\$132K	\$174K	\$98K	\$115K	\$111K	\$178K
Percent Change from Prior Year	5%	32%	56%	0%	-42%	112%	72%	29%	-46%	124%	-60%	62%	-27%

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



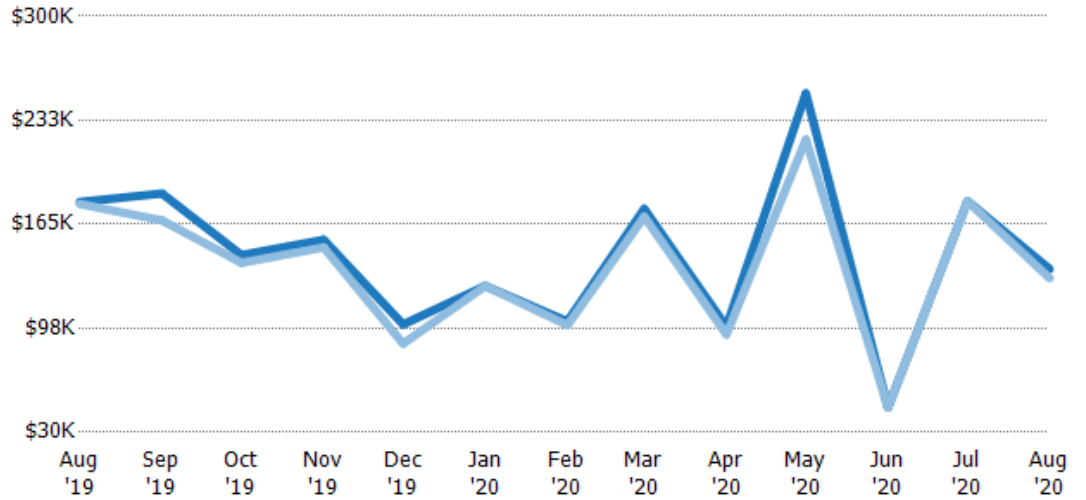
Avg List Price	\$183K	\$187K	\$182K	\$144K	\$93.6K	\$164K	\$106K	\$188K	\$144K	\$206K	\$118K	\$162K	\$149K
Avg Sales Price	\$173K	\$177K	\$172K	\$135K	\$83.8K	\$154K	\$102K	\$180K	\$140K	\$193K	\$111K	\$153K	\$139K
Avg Sales Price as a % of Avg List Price	95%	95%	94%	94%	89%	94%	96%	96%	97%	94%	94%	94%	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



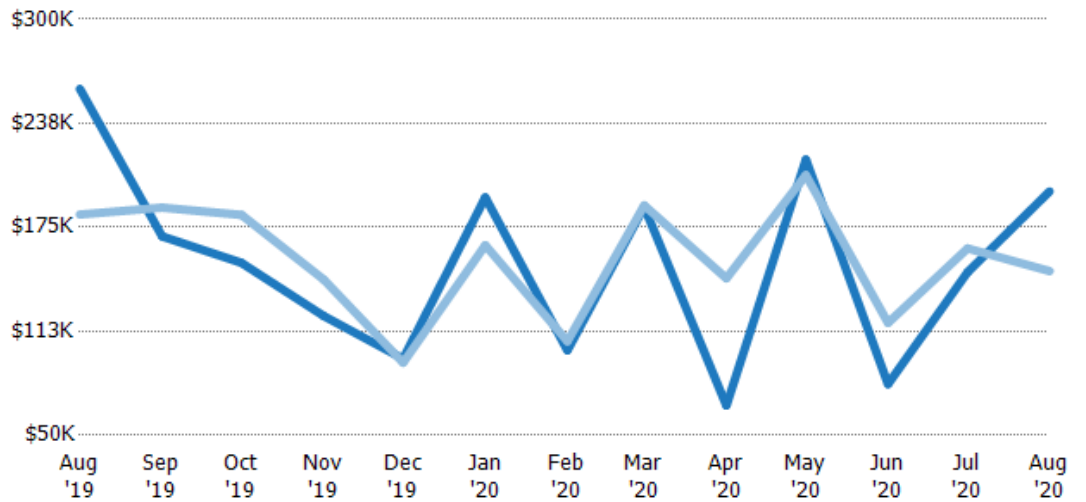
	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20
Median List Price	\$179K	\$185K	\$145K	\$155K	\$100K	\$125K	\$102K	\$175K	\$98.5K	\$250K	\$46K	\$180K	\$136K
Median Sales Price	\$178K	\$168K	\$140K	\$150K	\$87.5K	\$125K	\$100K	\$170K	\$93.5K	\$220K	\$46K	\$180K	\$130K
Med Sales Price as a % of Med List Price	99%	91%	97%	97%	88%	100%	98%	97%	95%	88%	100%	100%	96%

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



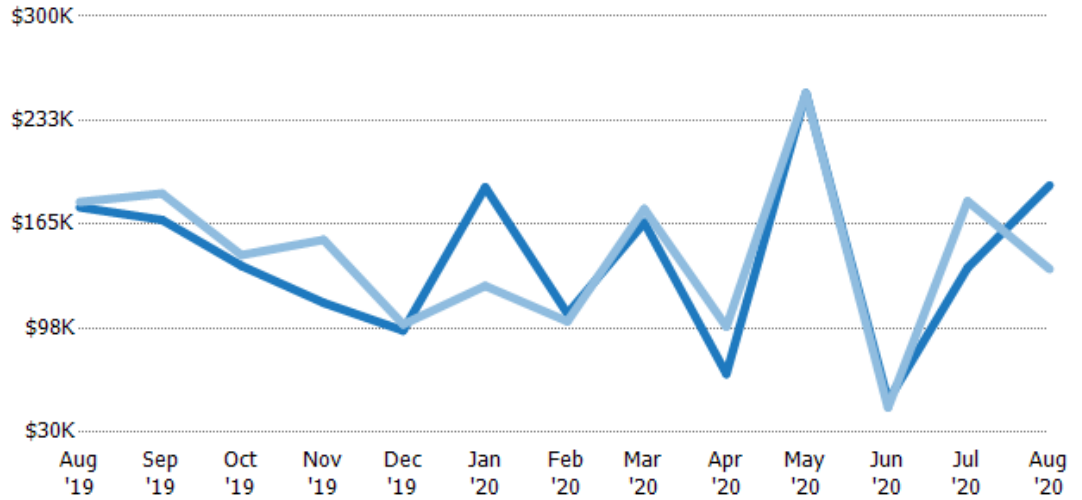
	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20
Avg Est Value	\$258K	\$170K	\$154K	\$122K	\$96K	\$193K	\$101K	\$187K	\$67.9K	\$216K	\$80.8K	\$148K	\$197K
Avg Sales Price	\$183K	\$187K	\$182K	\$144K	\$93.6K	\$164K	\$106K	\$188K	\$144K	\$206K	\$118K	\$162K	\$149K
Avg Sales Price as a % of Avg Est Value	71%	110%	119%	118%	98%	85%	105%	100%	213%	96%	146%	110%	76%

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



	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20
Median Est Value	\$176K	\$168K	\$138K	\$114K	\$96K	\$189K	\$107K	\$166K	\$67.9K	\$250K	\$50.5K	\$137K	\$190K
Median Sales Price	\$179K	\$185K	\$145K	\$155K	\$100K	\$125K	\$102K	\$175K	\$98.5K	\$250K	\$46K	\$180K	\$136K
Med Sales Price as a % of Med Est Value	102%	110%	105%	136%	104%	66%	95%	105%	145%	100%	91%	132%	71%