

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	Sep 2020	Sep 2019	+ / -	YTD 2020	YTD 2019	+ / -
Listing Activity Charts Metrics						
New Listing Count	15	13	+15.4%	97	113	-14.2%
New Listing Volume	\$3,538,000	\$1,988,650	+77.9%	\$19,418,106	\$18,166,940	+6.9%
Active Listing Count	42	105	-60%	N/A	N/A	
Active Listing Volume	\$9,628,400	\$17,193,040	-44%	N/A	N/A	
Average Listing Price	\$229,248	\$163,743	+40%	\$185,653	\$173,181	+7.2%
Median Listing Price	\$154,500	\$139,000	+11.2%	\$135,315	\$137,864	-1.8%
Median Days in RPR	86.5	109	-20.6%	146.43	159.13	-8%
Months of Inventory	3	13.1	-77.1%	11.1	11.1	+0.6%
Absorption Rate	33.33%	7.62%	+25.7%	8.98%	9.03%	-0.1%
Sales Activity Charts Metrics						
New Pending Sales Count	19	12	+58.3%	126	73	+72.6%
New Pending Sales Volume	\$2,653,800	\$1,777,800	+49.3%	\$19,345,906	\$11,584,950	+67%
Pending Sales Count	35	16	+118.8%	N/A	N/A	
Pending Sales Volume	\$5,503,700	\$2,562,200	+114.8%	N/A	N/A	
Closed Sales Count	10	9	+11.1%	77	50	+54%
Closed Sales Volume	\$1,620,596	\$1,589,750	+1.9%	\$11,763,196	\$7,059,359	+66.6%
Average Sales Price	\$162,060	\$176,639	-8.3%	\$152,769	\$141,187	+8.2%
Median Sales Price	\$149,500	\$167,500	-10.7%	\$138,462	\$133,774	+3.5%

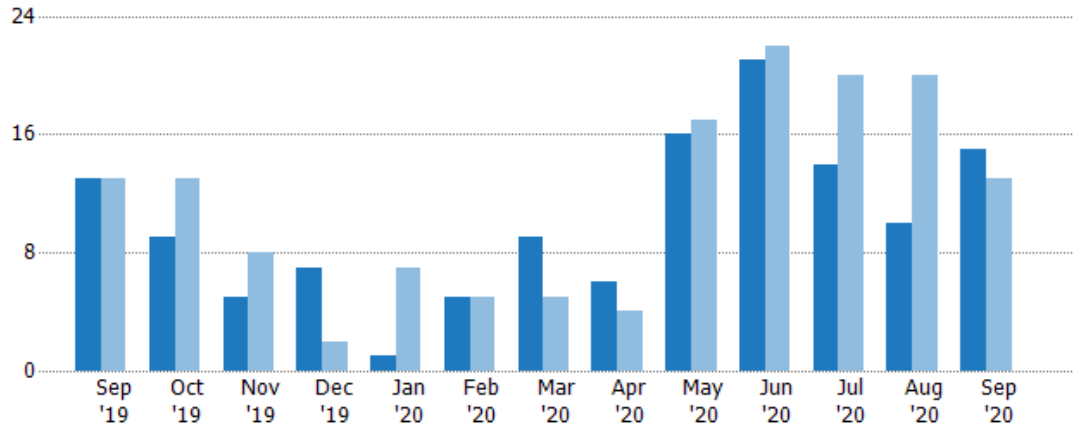
New Listings

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.
Sep '20	15	15.4%
Sep '19	13	0%
Sep '18	13	-15.4%



Current Year	13	9	5	7	1	5	9	6	16	21	14	10	15
Prior Year	13	13	8	2	7	5	5	4	17	22	20	20	13
Percent Change from Prior Year	0%	-31%	-38%	250%	-86%	0%	80%	50%	-6%	-5%	-30%	-50%	15%

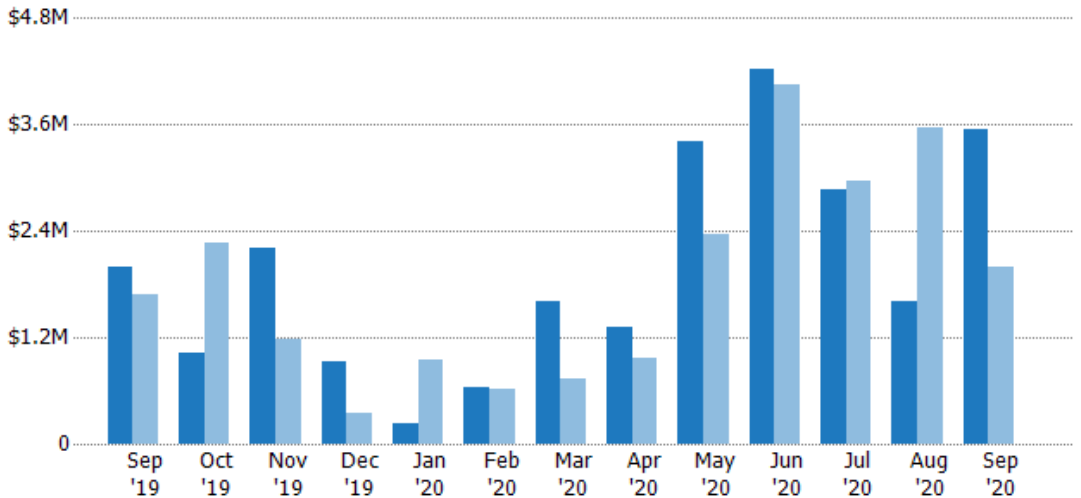
New Listing Volume

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.
Sep '20	\$3.54M	77.9%
Sep '19	\$1.99M	18%
Sep '18	\$1.69M	-13.2%



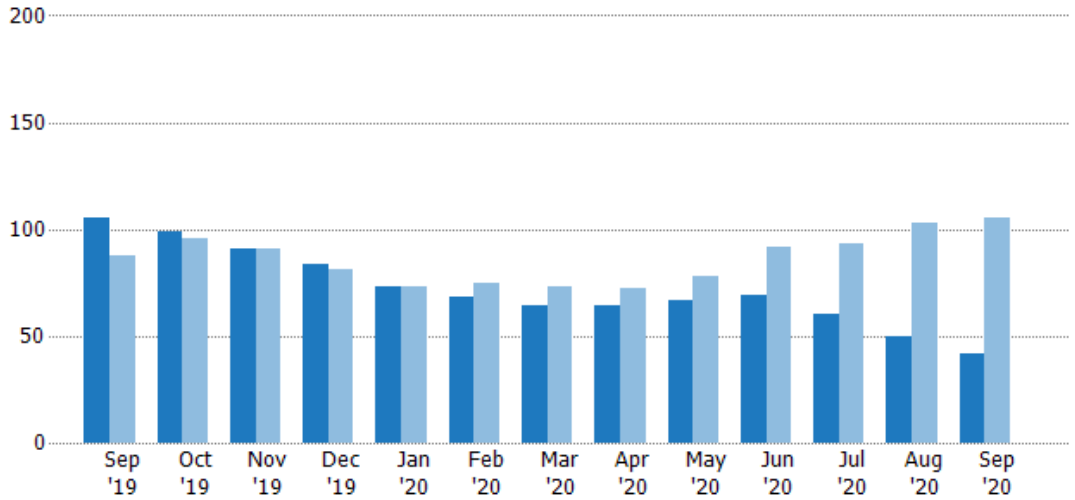
Current Year	\$1.99M	\$1.03M	\$2.21M	\$934K	\$228K	\$646K	\$1.6M	\$1.31M	\$3.41M	\$4.22M	\$2.86M	\$1.61M	\$3.54M
Prior Year	\$1.69M	\$2.27M	\$1.18M	\$345K	\$957K	\$611K	\$731K	\$957K	\$2.35M	\$4.05M	\$2.96M	\$3.56M	\$1.99M
Percent Change from Prior Year	18%	-55%	87%	171%	-76%	6%	119%	37%	45%	4%	-3%	-55%	78%

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



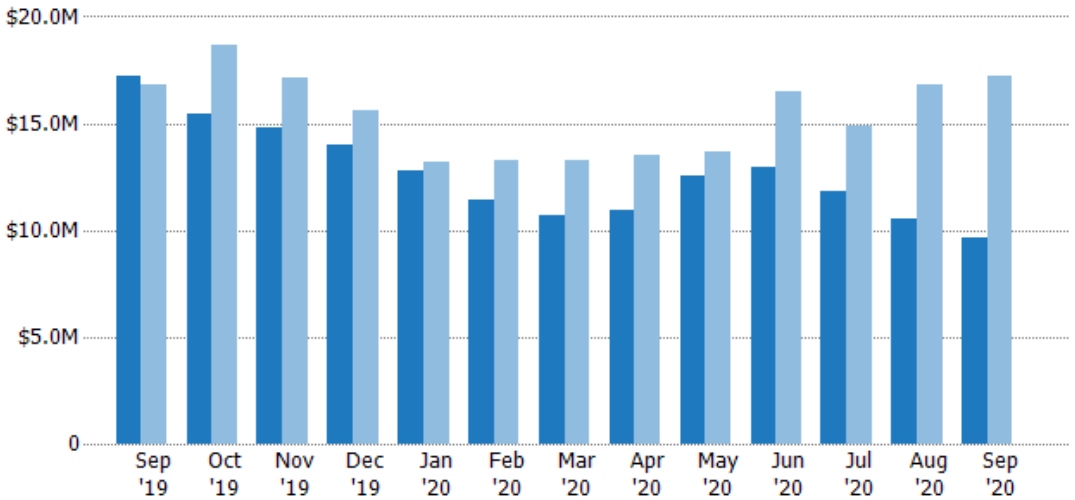
	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20
Current Year	105	99	91	84	73	68	64	64	67	69	60	50	42
Prior Year	88	96	91	81	73	75	73	72	78	92	93	103	105
Percent Change from Prior Year	19%	3%	0%	4%	0%	-9%	-12%	-11%	-14%	-25%	-35%	-51%	-60%

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



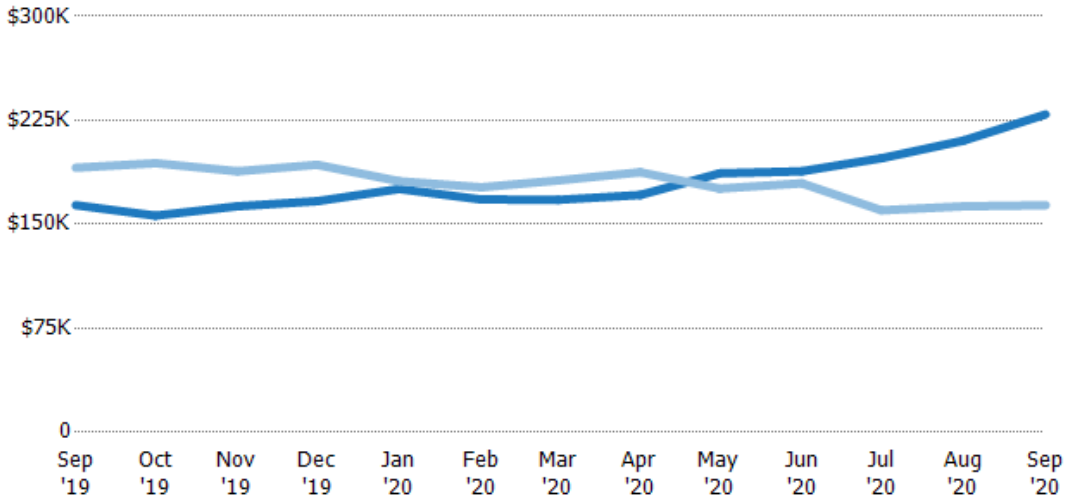
	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20
Current Year	\$17.2M	\$15.5M	\$14.8M	\$14M	\$12.8M	\$11.4M	\$10.7M	\$11M	\$12.5M	\$13M	\$11.9M	\$10.5M	\$9.63M
Prior Year	\$16.8M	\$18.6M	\$17.1M	\$15.6M	\$13.2M	\$13.2M	\$13.3M	\$13.5M	\$13.7M	\$16.5M	\$14.9M	\$16.8M	\$17.2M
Percent Change from Prior Year	2%	-17%	-13%	-10%	-3%	-14%	-19%	-19%	-9%	-21%	-20%	-37%	-44%

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



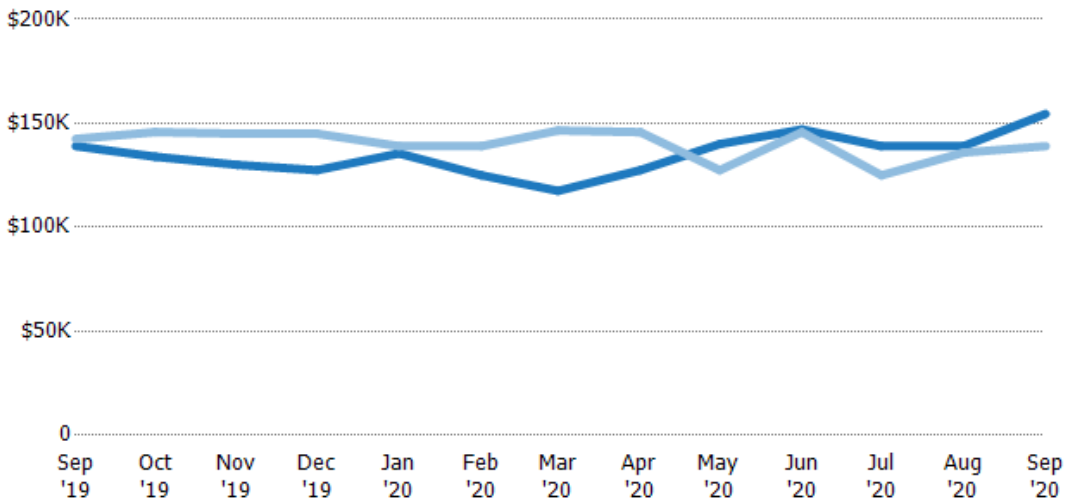
	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20
Current Year	\$164K	\$156K	\$163K	\$167K	\$175K	\$168K	\$168K	\$171K	\$187K	\$188K	\$198K	\$210K	\$229K
Prior Year	\$191K	\$194K	\$188K	\$193K	\$181K	\$177K	\$182K	\$188K	\$176K	\$180K	\$160K	\$163K	\$164K
Percent Change from Prior Year	-14%	-19%	-13%	-14%	-3%	-5%	-8%	-9%	6%	5%	23%	29%	40%

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



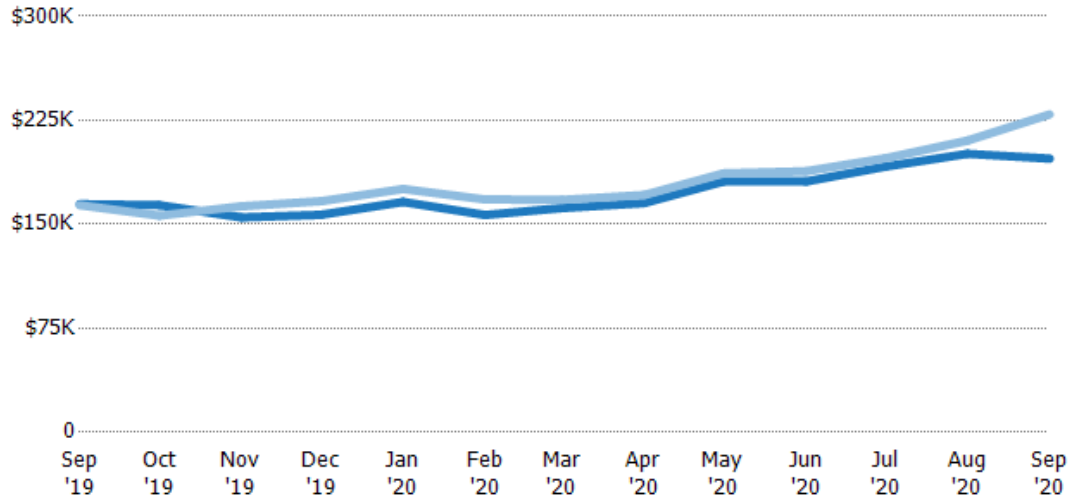
	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20
Current Year	\$139K	\$134K	\$130K	\$127K	\$136K	\$125K	\$118K	\$127K	\$140K	\$147K	\$139K	\$139K	\$155K
Prior Year	\$142K	\$146K	\$145K	\$145K	\$139K	\$139K	\$147K	\$146K	\$127K	\$146K	\$125K	\$136K	\$139K
Percent Change from Prior Year	-2%	-8%	-10%	-12%	-3%	-10%	-20%	-13%	10%	1%	11%	2%	11%

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



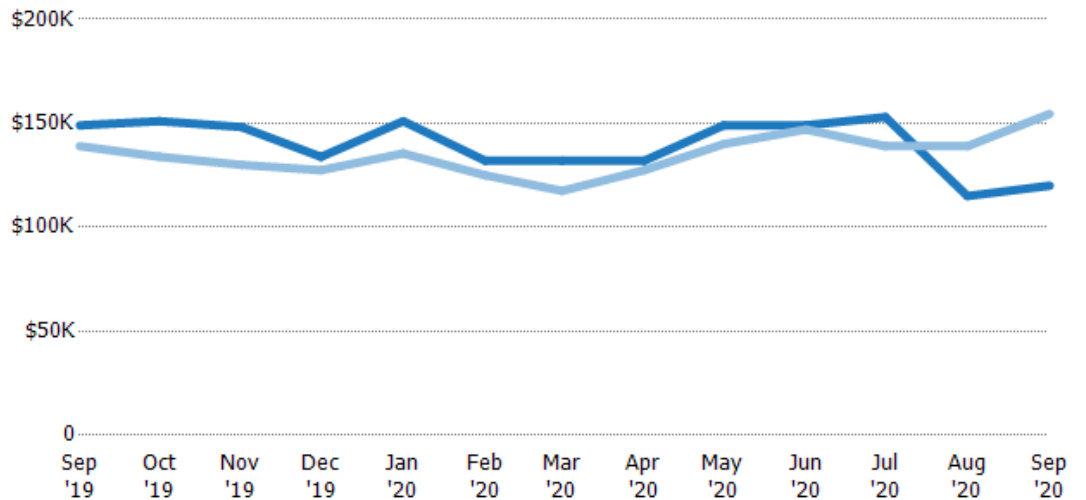
	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20
Avg Est Value	\$165K	\$164K	\$155K	\$157K	\$166K	\$157K	\$162K	\$165K	\$181K	\$181K	\$192K	\$201K	\$197K
Avg Listing Price	\$164K	\$156K	\$163K	\$167K	\$175K	\$168K	\$168K	\$171K	\$187K	\$188K	\$198K	\$210K	\$229K
Avg Listing Price as a % of Avg Est Value	100%	95%	105%	106%	106%	107%	104%	104%	103%	104%	103%	105%	116%

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



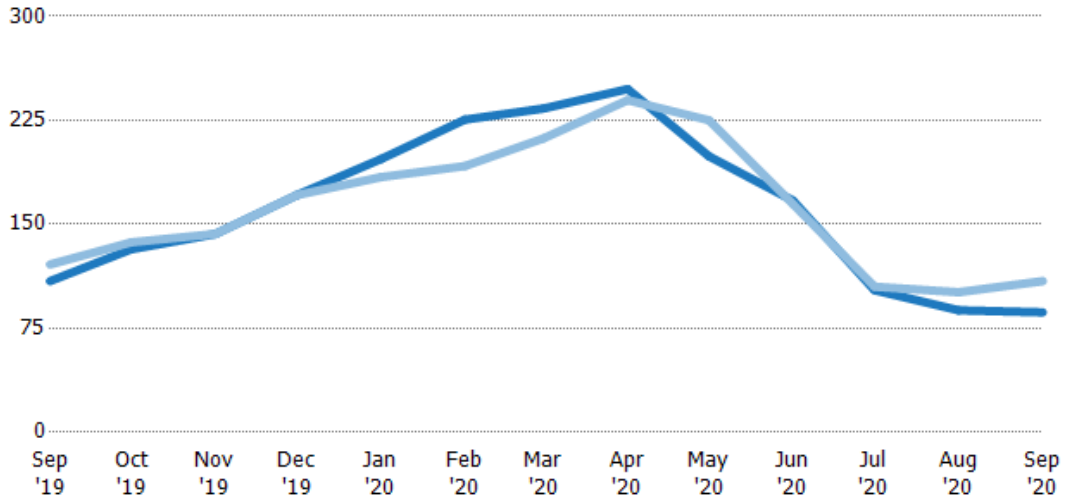
	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20
Median Est Value	\$149K	\$151K	\$148K	\$134K	\$151K	\$132K	\$132K	\$132K	\$149K	\$149K	\$153K	\$115K	\$120K
Median Listing Price	\$139K	\$134K	\$130K	\$127K	\$136K	\$125K	\$118K	\$127K	\$140K	\$147K	\$139K	\$139K	\$155K
Med Listing Price as a % of Med Est Value	93%	89%	88%	95%	90%	95%	89%	97%	94%	99%	91%	121%	129%

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.
Sep '20	86.5	-20.6%
Sep '19	109	-9.9%
Sep '18	121	-11.6%

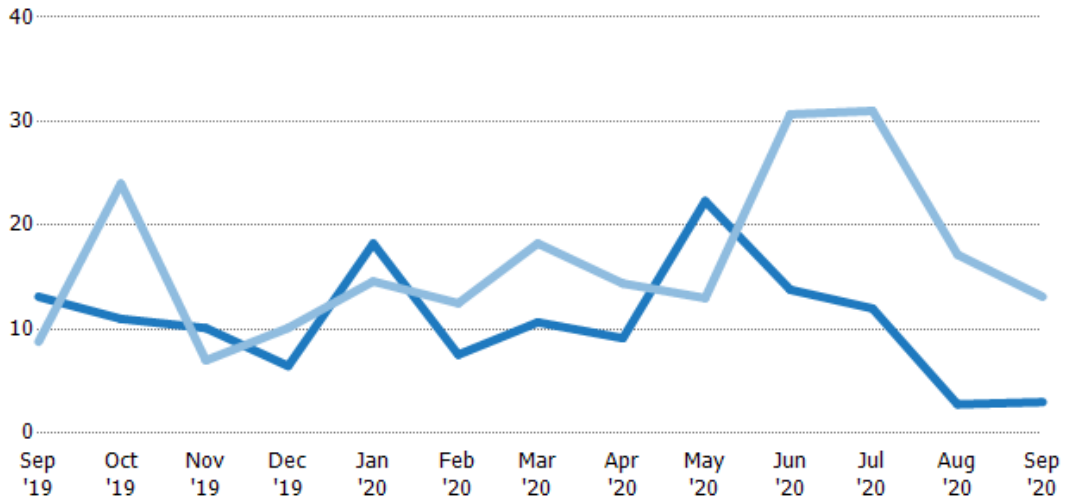
Current Year	109	132	143	171	197	226	234	248	199	167	103	88	86.5
Prior Year	121	137	143	171	184	192	212	240	225	165	105	101	109
Percent Change from Prior Year	-10%	-4%	0%	0%	7%	17%	10%	3%	-12%	2%	-2%	-13%	-21%

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.
Sep '20	3	-77.1%
Sep '19	13.1	49.1%
Sep '18	8.8	3.2%

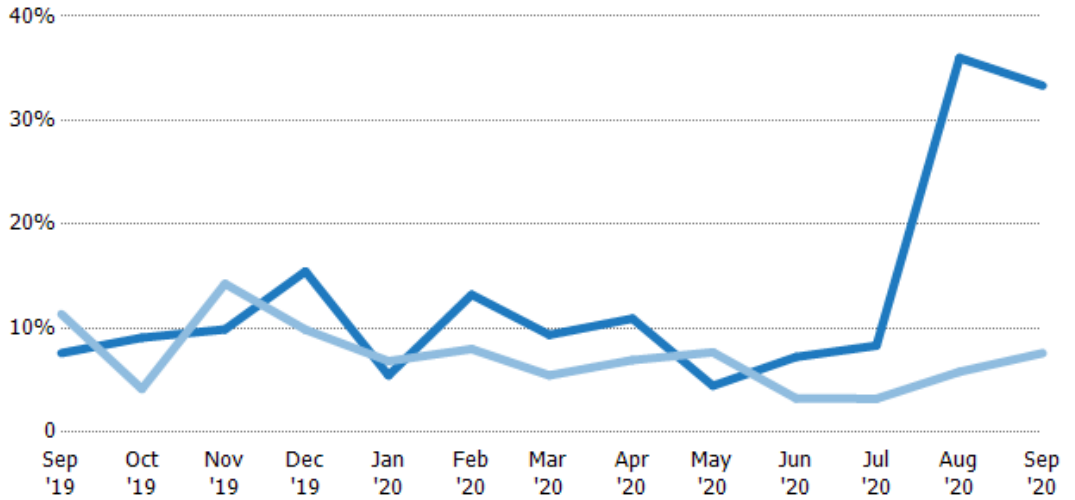
Current Year	13.1	11	10.1	6.46	18.3	7.56	10.7	9.14	22.3	13.8	12	2.78	3
Prior Year	8.8	24	7	10.1	14.6	12.5	18.3	14.4	13	30.7	31	17.2	13.1
Percent Change from Prior Year	49%	-54%	44%	-36%	25%	-40%	-42%	-37%	72%	-55%	-61%	-84%	-77%

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.
Sep '20	33%	-25.7%
Sep '19	8%	3.8%
Sep '18	11%	-3.2%

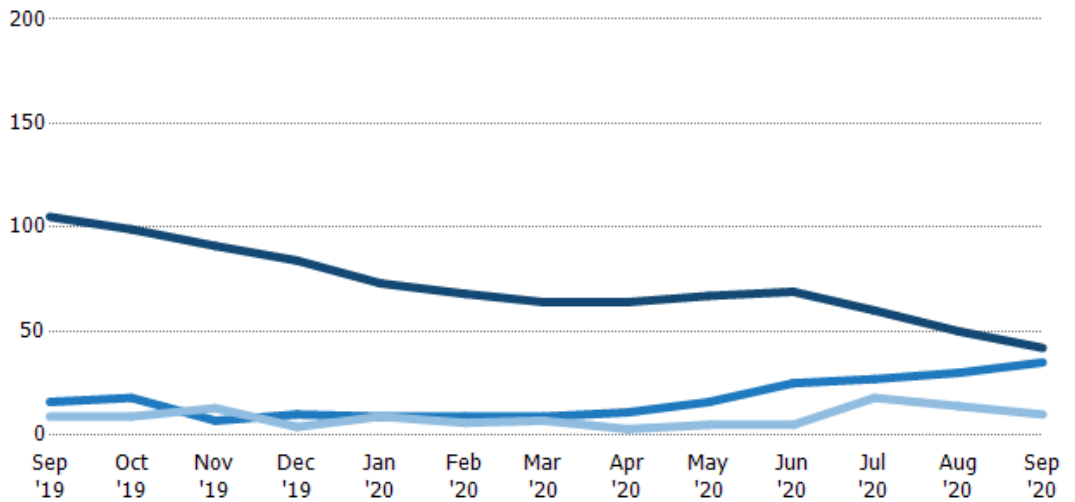
	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20
Current Year	8%	9%	10%	15%	5%	13%	9%	11%	4%	7%	8%	36%	33%
Prior Year	11%	4%	14%	10%	7%	8%	5%	7%	8%	3%	3%	6%	8%
Change from Prior Year	4%	-5%	4%	-6%	1%	-5%	-4%	-4%	3%	-4%	-5%	-30%	-26%

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



	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20
Active	105	99	91	84	73	68	64	64	67	69	60	50	42
Pending	16	18	7	10	9	9	9	11	16	25	27	30	35
Sold	9	9	13	4	9	6	7	3	5	5	18	14	10

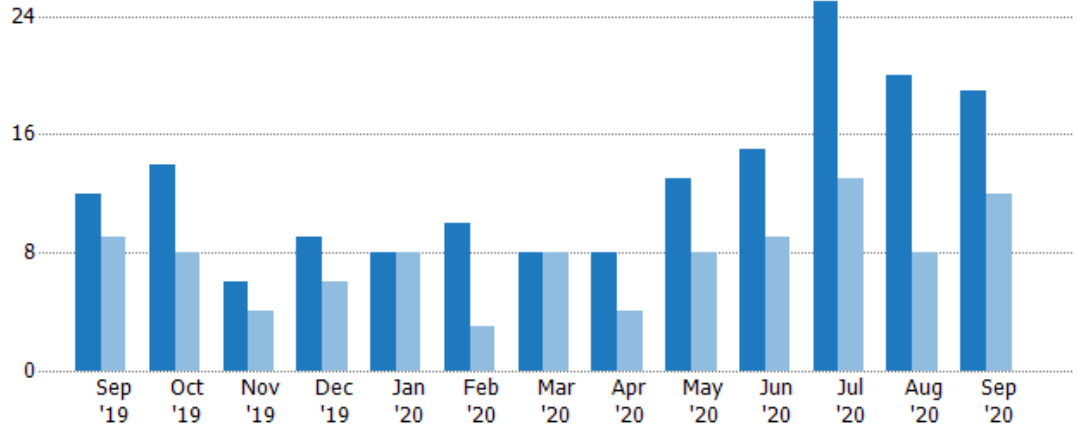
New Pending Sales

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.
Sep '20	19	58.3%
Sep '19	12	33.3%
Sep '18	9	-22.2%



	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20
Current Year	12	14	6	9	8	10	8	8	13	15	25	20	19
Prior Year	9	8	4	6	8	3	8	4	8	9	13	8	12
Percent Change from Prior Year	33%	75%	50%	50%	0%	233%	0%	100%	63%	67%	92%	150%	58%

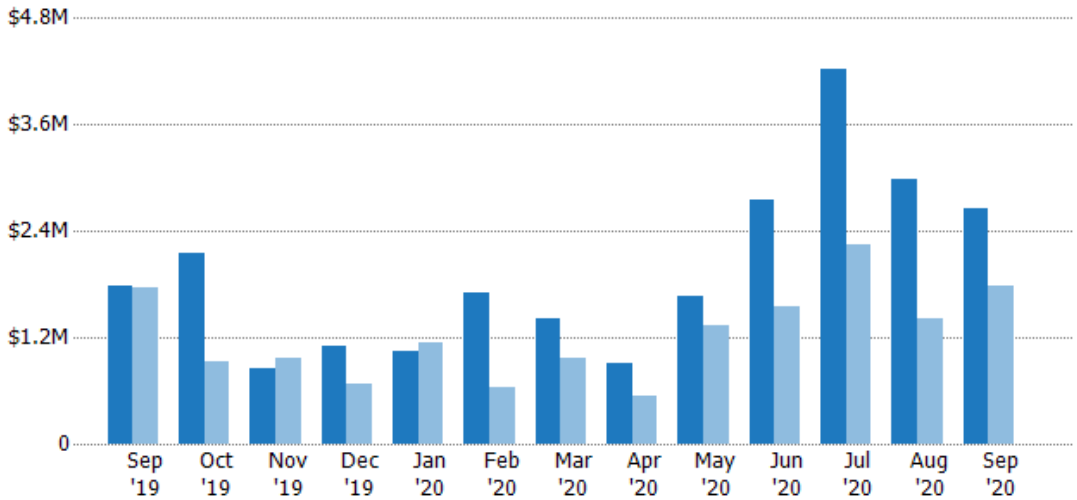
New Pending Sales Volume

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.
Sep '20	\$2.65M	49.3%
Sep '19	\$1.78M	0.4%
Sep '18	\$1.77M	-40.1%



	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20
Current Year	\$1.78M	\$2.15M	\$859K	\$1.09M	\$1.04M	\$1.71M	\$1.42M	\$909K	\$1.66M	\$2.75M	\$4.23M	\$2.98M	\$2.65M
Prior Year	\$1.77M	\$931K	\$967K	\$683K	\$1.13M	\$639K	\$964K	\$535K	\$1.34M	\$1.55M	\$2.24M	\$1.4M	\$1.78M
Percent Change from Prior Year	0%	131%	-11%	60%	-8%	168%	47%	70%	23%	78%	89%	113%	49%

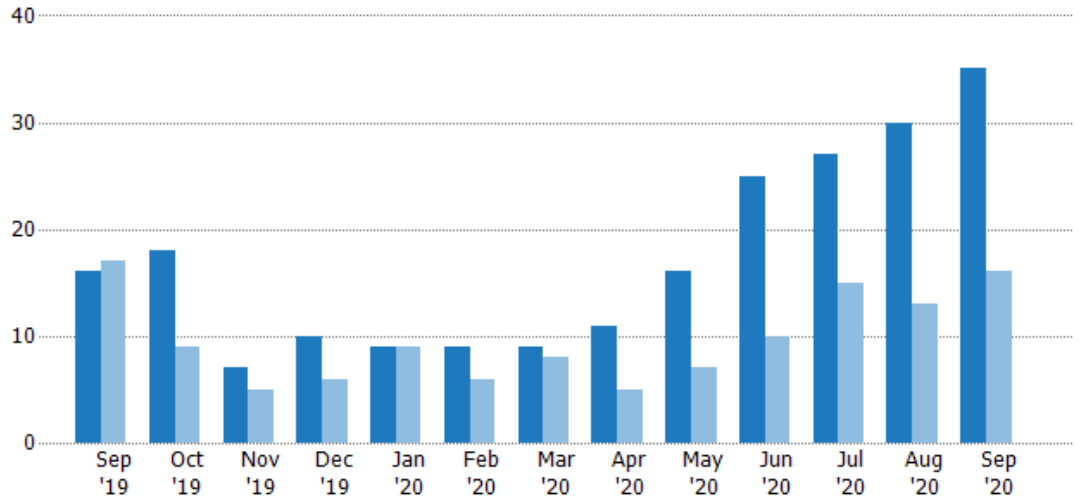
Pending Sales

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.
Sep '20	35	118.8%
Sep '19	16	-5.9%
Sep '18	17	-29.4%



	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20
Current Year	16	18	7	10	9	9	9	11	16	25	27	30	35
Prior Year	17	9	5	6	9	6	8	5	7	10	15	13	16
Percent Change from Prior Year	-6%	100%	40%	67%	0%	50%	13%	120%	129%	150%	80%	131%	119%

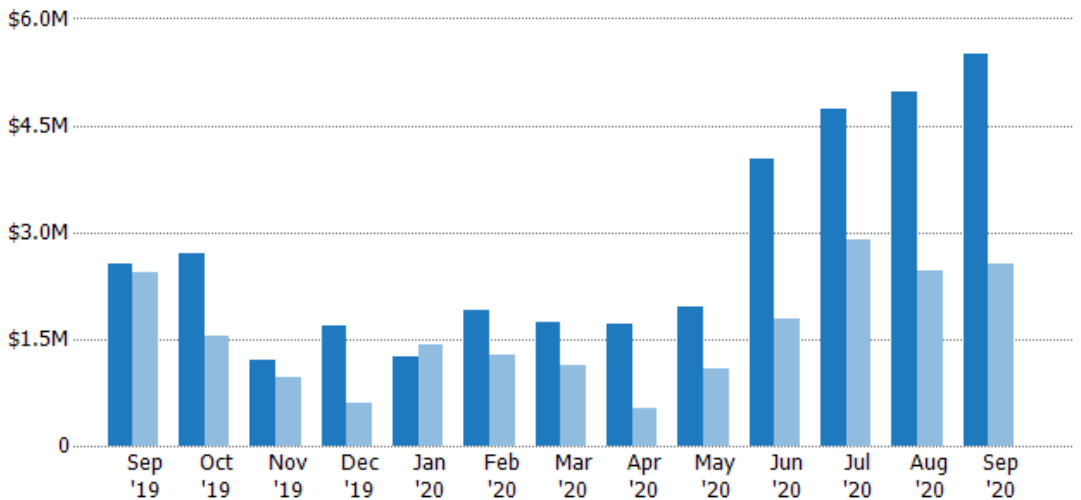
Pending Sales Volume

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.
Sep '20	\$5.5M	114.8%
Sep '19	\$2.56M	5.4%
Sep '18	\$2.43M	-20.6%



	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20
Current Year	\$2.56M	\$2.7M	\$1.19M	\$1.69M	\$1.25M	\$1.89M	\$1.73M	\$1.71M	\$1.95M	\$4.02M	\$4.74M	\$4.97M	\$5.5M
Prior Year	\$2.43M	\$1.54M	\$956K	\$599K	\$1.42M	\$1.29M	\$1.12M	\$527K	\$1.09M	\$1.78M	\$2.88M	\$2.47M	\$2.56M
Percent Change from Prior Year	5%	75%	25%	183%	-12%	47%	54%	226%	79%	125%	64%	102%	115%

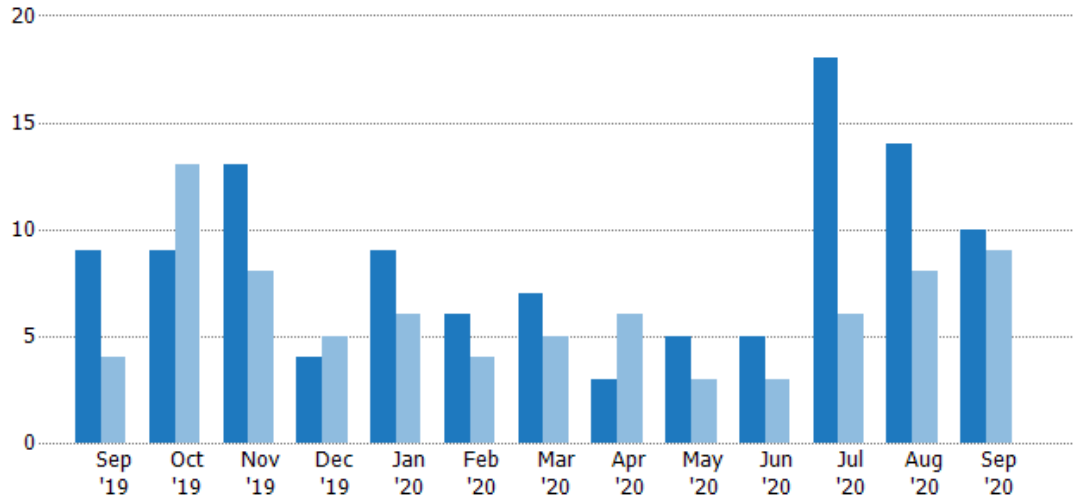
Closed Sales

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.
Sep '20	10	11.1%
Sep '19	9	125%
Sep '18	4	100%



	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20
Current Year	9	9	13	4	9	6	7	3	5	5	18	14	10
Prior Year	4	13	8	5	6	4	5	6	3	3	6	8	9
Percent Change from Prior Year	125%	-31%	63%	-20%	50%	50%	40%	-50%	67%	67%	200%	75%	11%

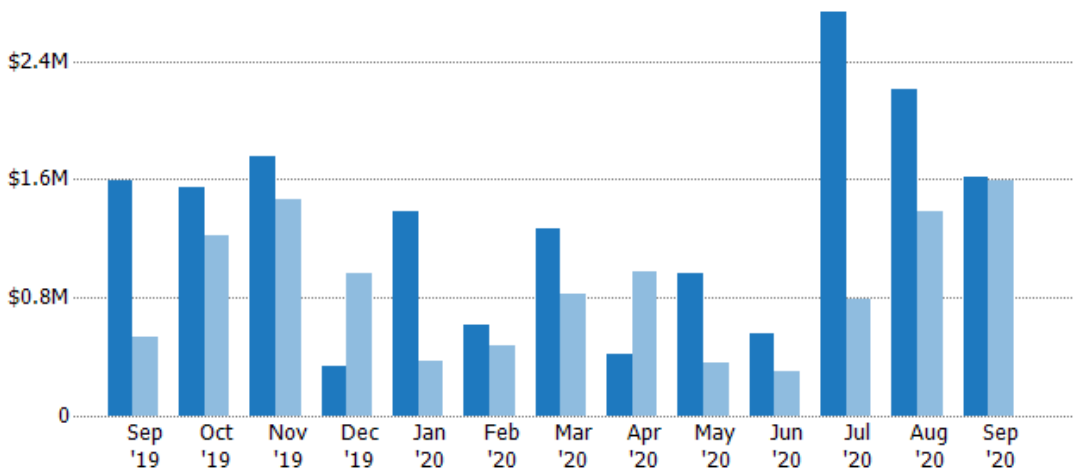
Closed Sales Volume

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.
Sep '20	\$1.62M	1.9%
Sep '19	\$1.59M	196.3%
Sep '18	\$537K	88.7%



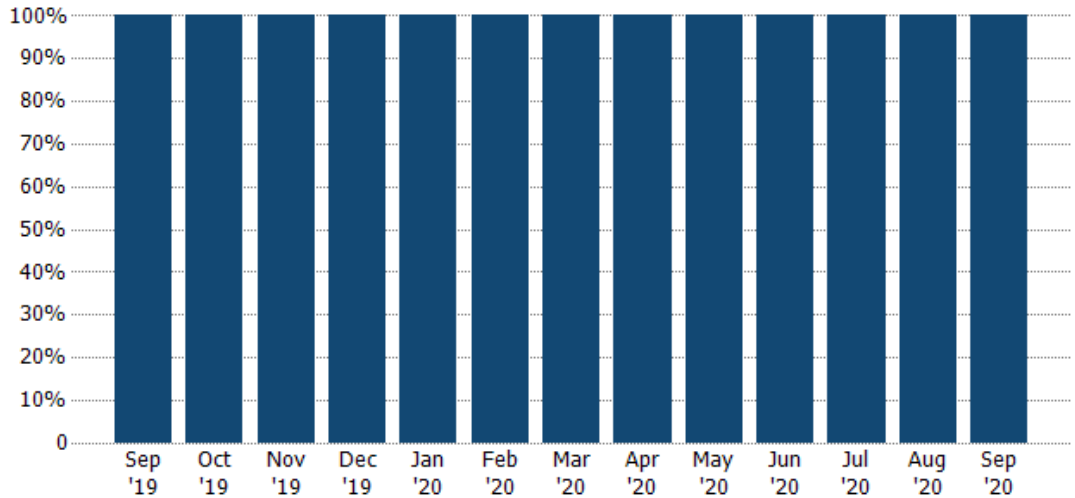
	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20
Current Year	\$1.59M	\$1.55M	\$1.75M	\$335K	\$1.38M	\$613K	\$1.26M	\$420K	\$966K	\$555K	\$2.73M	\$2.21M	\$1.62M
Prior Year	\$537K	\$1.22M	\$1.46M	\$959K	\$370K	\$475K	\$825K	\$971K	\$354K	\$295K	\$795K	\$1.39M	\$1.59M
Percent Change from Prior Year	196%	27%	20%	-65%	274%	29%	53%	-57%	173%	88%	243%	60%	2%

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

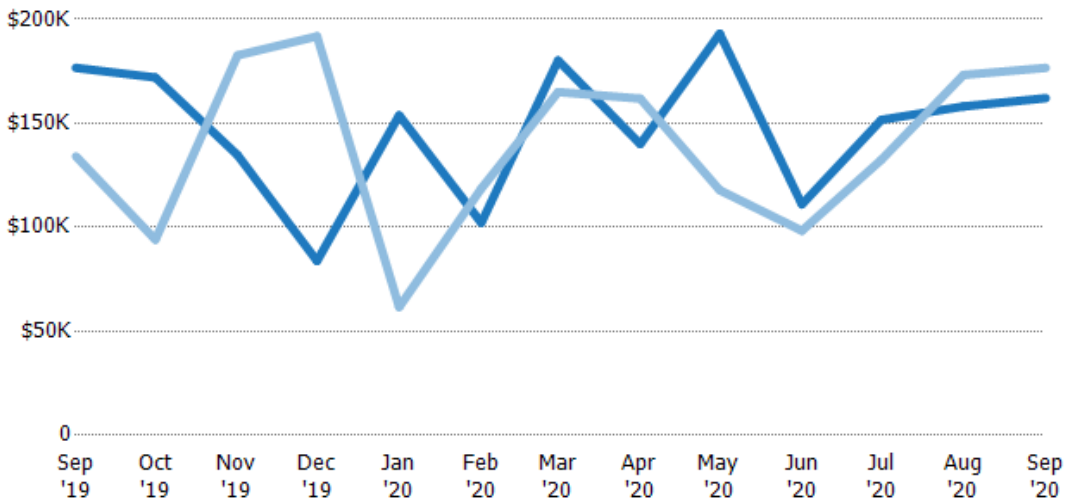
100% 100% 100% 100% 100% 100% 100% 100% 100% 100% 100% 100% 100%

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

\$177K \$172K \$135K \$83.8K \$154K \$102K \$180K \$140K \$193K \$111K \$152K \$158K \$162K

Prior Year

\$134K \$94K \$183K \$192K \$61.7K \$119K \$165K \$162K \$118K \$98.3K \$132K \$173K \$177K

Percent Change from Prior Year

32% 83% -26% -56% 150% -14% 9% -14% 64% 13% 14% -9% -8%

Month/Year	Price	% Chg.
Sep '20	\$162K	-8.3%
Sep '19	\$177K	31.7%
Sep '18	\$134K	-5.6%

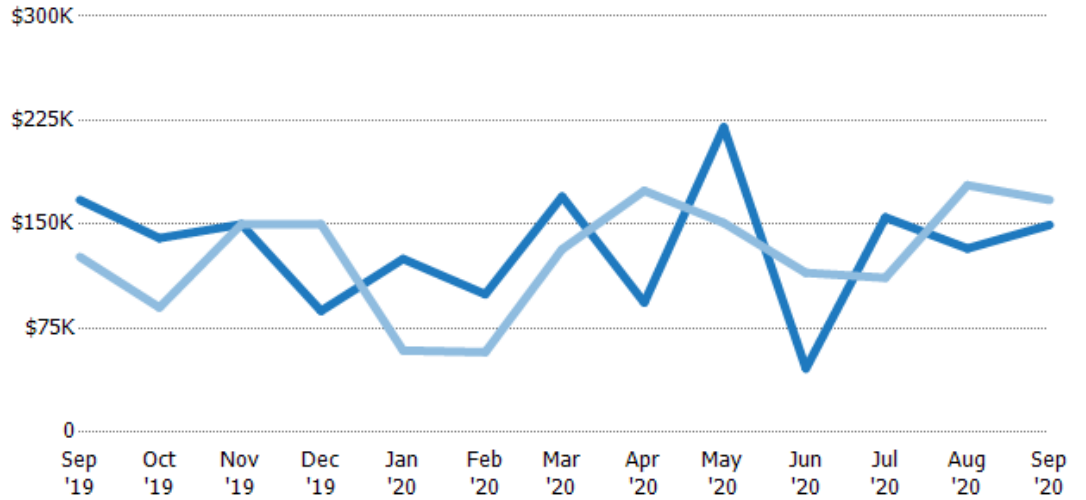
Median Sales Price

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.
Sep '20	\$150K	-10.7%
Sep '19	\$168K	32.4%
Sep '18	\$127K	-0.2%



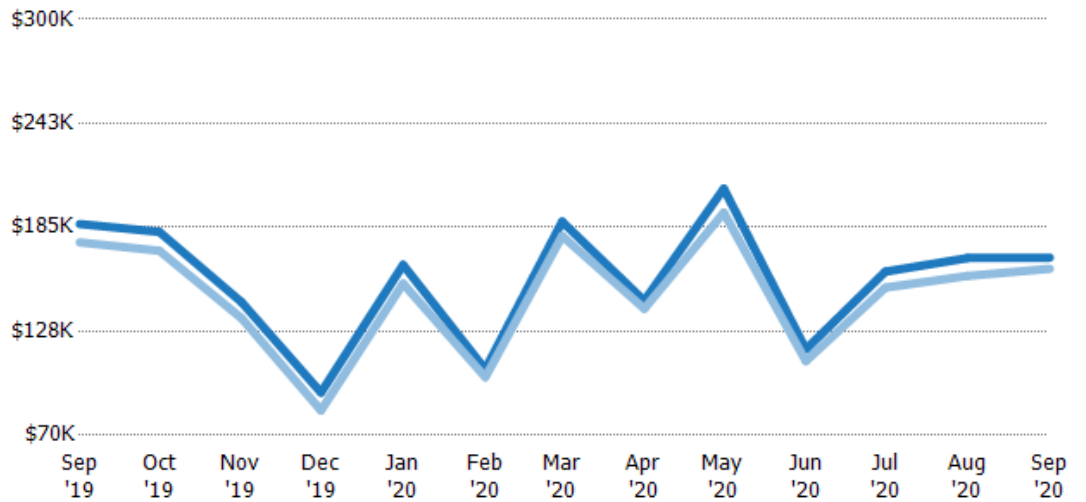
Current Year	\$168K	\$140K	\$150K	\$87.5K	\$125K	\$100K	\$170K	\$93.5K	\$220K	\$46K	\$155K	\$133K	\$150K
Prior Year	\$127K	\$90K	\$150K	\$150K	\$59K	\$57.8K	\$132K	\$174K	\$151K	\$115K	\$111K	\$178K	\$168K
Percent Change from Prior Year	32%	56%	0%	-42%	112%	72%	29%	-46%	46%	-60%	39%	-26%	-11%

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



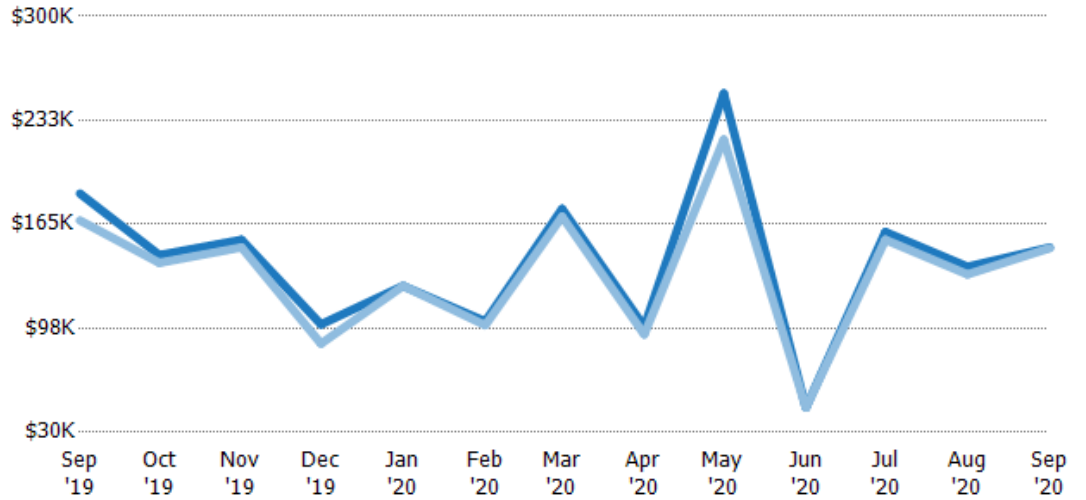
Avg List Price	\$187K	\$182K	\$144K	\$93.6K	\$164K	\$106K	\$188K	\$144K	\$206K	\$118K	\$160K	\$168K	\$168K
Avg Sales Price	\$177K	\$172K	\$135K	\$83.8K	\$154K	\$102K	\$180K	\$140K	\$193K	\$111K	\$152K	\$158K	\$162K
Avg Sales Price as a % of Avg List Price	95%	94%	94%	89%	94%	96%	96%	97%	94%	94%	94%	94%	96%

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



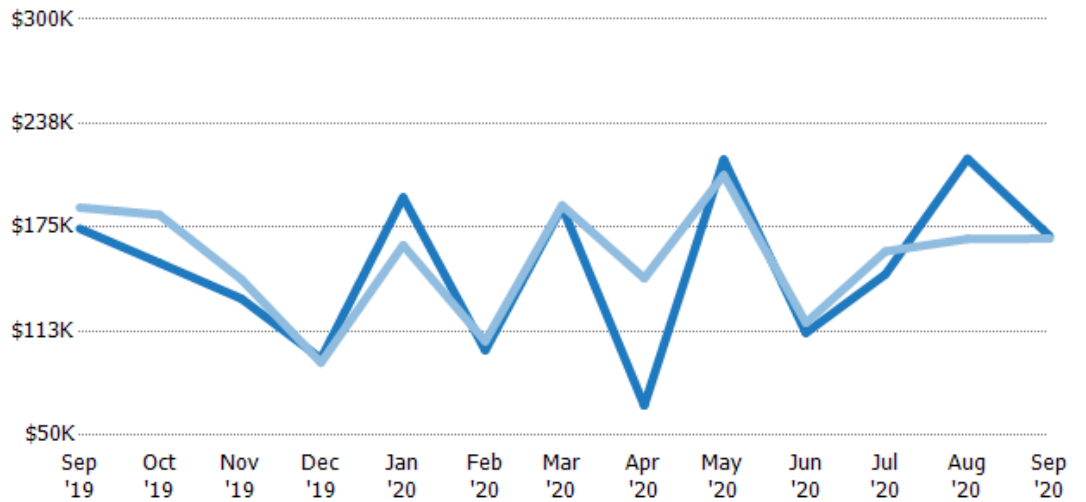
	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20
Median List Price	\$185K	\$145K	\$155K	\$100K	\$125K	\$102K	\$175K	\$98.5K	\$250K	\$46K	\$160K	\$137K	\$150K
Median Sales Price	\$168K	\$140K	\$150K	\$87.5K	\$125K	\$100K	\$170K	\$93.5K	\$220K	\$46K	\$155K	\$133K	\$150K
Med Sales Price as a % of Med List Price	91%	97%	97%	88%	100%	98%	97%	95%	88%	100%	97%	96%	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



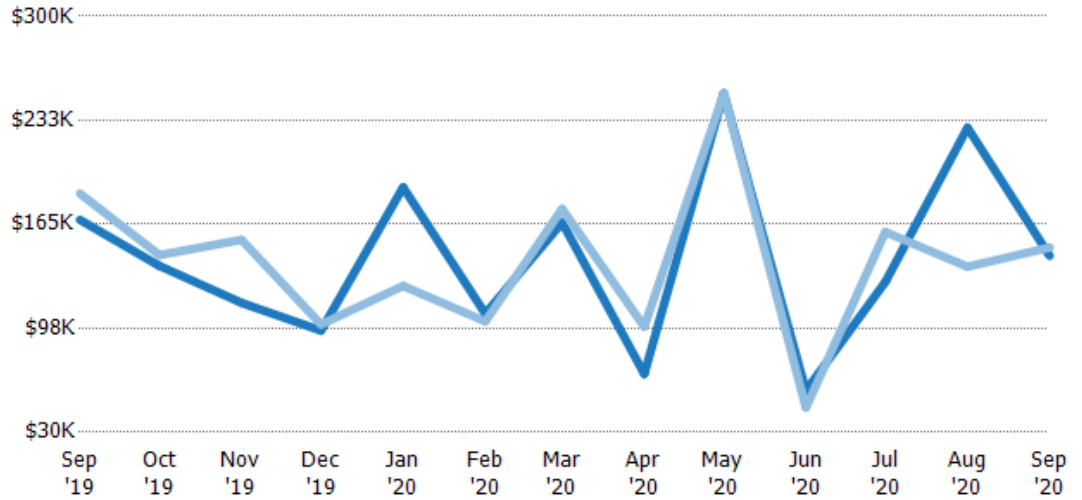
	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20
Avg Est Value	\$174K	\$154K	\$132K	\$96K	\$193K	\$101K	\$187K	\$67.9K	\$216K	\$112K	\$147K	\$216K	\$170K
Avg Sales Price	\$187K	\$182K	\$144K	\$93.6K	\$164K	\$106K	\$188K	\$144K	\$206K	\$118K	\$160K	\$168K	\$168K
Avg Sales Price as a % of Avg Est Value	107%	119%	109%	98%	85%	105%	100%	213%	96%	105%	109%	78%	99%

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



	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20
Median Est Value	\$168K	\$138K	\$114K	\$96K	\$189K	\$107K	\$166K	\$67.9K	\$250K	\$57K	\$128K	\$228K	\$145K
Median Sales Price	\$185K	\$145K	\$155K	\$100K	\$125K	\$102K	\$175K	\$98.5K	\$250K	\$46K	\$160K	\$137K	\$150K
Med Sales Price as a % of Med Est Value	110%	105%	136%	104%	66%	95%	105%	145%	100%	81%	125%	60%	104%