

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	Nov 2020	Nov 2019	+ / -	YTD 2020	YTD 2019	+ / -
Listing Activity Charts Metrics						
New Listing Count	11	5	+120%	125	127	-1.6%
New Listing Volume	\$2,935,400	\$2,208,800	+32.9%	\$26,122,206	\$21,408,440	+22%
Active Listing Count	28	90	-68.9%	N/A	N/A	
Active Listing Volume	\$5,679,400	\$14,741,240	-61.5%	N/A	N/A	
Average Listing Price	\$202,836	\$163,792	+23.8%	\$191,587	\$171,399	+11.8%
Median Listing Price	\$156,750	\$132,750	+18.1%	\$141,272	\$138,379	+2.1%
Median Days in RPR	83	142.5	-41.8%	135.41	151.81	-10.8%
Months of Inventory	1.6	10	-83.5%	8.9	10.6	-16.4%
Absorption Rate	60.71%	10%	+50.7%	11.29%	9.44%	+1.8%
Sales Activity Charts Metrics						
New Pending Sales Count	18	6	+200%	162	93	+74.2%
New Pending Sales Volume	\$3,842,600	\$859,400	+347.1%	\$27,449,906	\$14,599,150	+88%
Pending Sales Count	33	7	+371.4%	N/A	N/A	
Pending Sales Volume	\$7,763,400	\$1,193,400	+550.5%	N/A	N/A	
Closed Sales Count	15	13	+15.4%	109	71	+53.5%
Closed Sales Volume	\$1,620,256	\$1,751,400	-7.5%	\$15,917,852	\$10,273,909	+54.9%
Average Sales Price	\$108,017	\$134,723	-19.8%	\$146,035	\$144,703	+0.9%
Median Sales Price	\$62,000	\$150,000	-58.7%	\$129,739	\$137,077	-5.4%

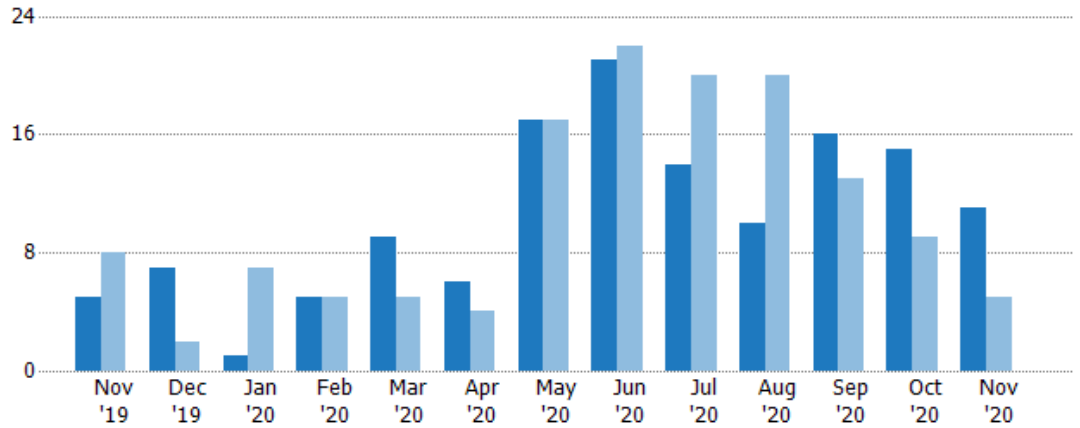
New Listings

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.
Nov '20	11	120%
Nov '19	5	-37.5%
Nov '18	8	-12.5%



	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20
Current Year	5	7	1	5	9	6	17	21	14	10	16	15	11
Prior Year	8	2	7	5	5	4	17	22	20	20	13	9	5
Percent Change from Prior Year	-38%	250%	-86%	0%	80%	50%	0%	-5%	-30%	-50%	23%	67%	120%

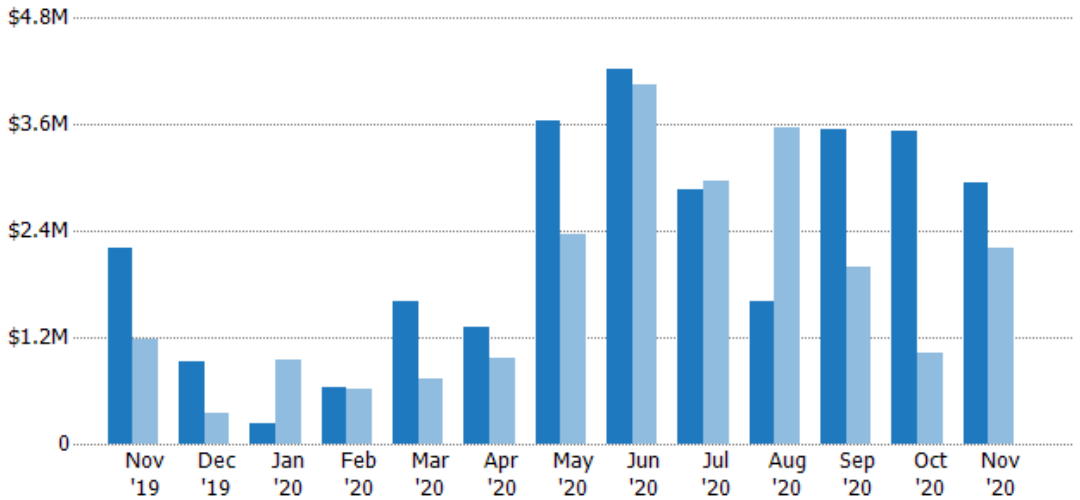
New Listing Volume

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.
Nov '20	\$2.94M	32.9%
Nov '19	\$2.21M	86.7%
Nov '18	\$1.18M	-29.9%



	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20
Current Year	\$2.21M	\$934K	\$228K	\$646K	\$1.6M	\$1.31M	\$3.65M	\$4.22M	\$2.86M	\$1.6M	\$3.54M	\$3.54M	\$2.94M
Prior Year	\$1.18M	\$345K	\$957K	\$611K	\$731K	\$957K	\$2.35M	\$4.05M	\$2.96M	\$3.56M	\$1.99M	\$1.03M	\$2.21M
Percent Change from Prior Year	87%	171%	-76%	6%	119%	37%	55%	4%	-3%	-55%	78%	242%	33%

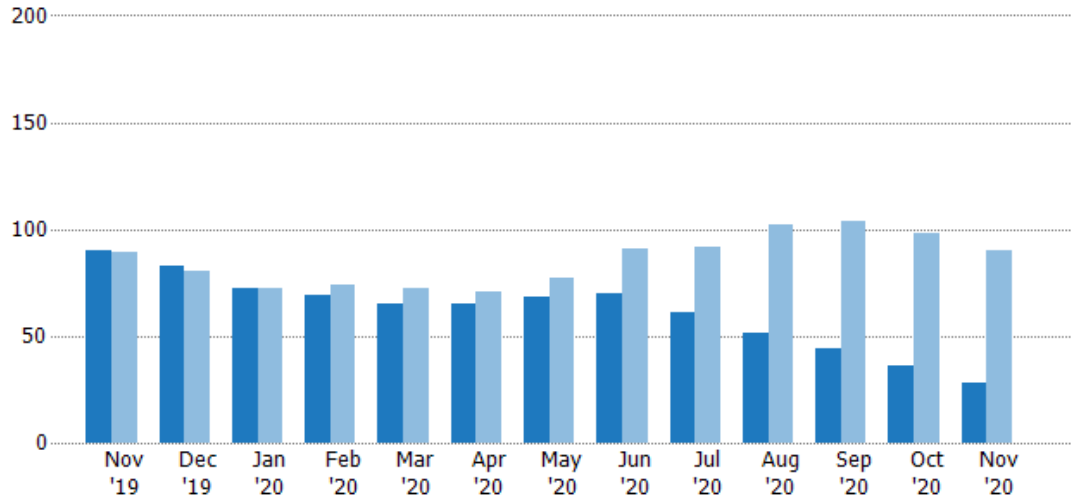
Active Listings

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

Month/ Year	Count	% Chg.
Nov '20	28	-68.9%
Nov '19	90	1.1%
Nov '18	89	7.9%



Current Year	90	83	72	69	65	65	68	70	61	51	44	36	28
Prior Year	89	80	72	74	72	71	77	91	92	102	104	98	90
Percent Change from Prior Year	1%	4%	0%	-7%	-10%	-8%	-12%	-23%	-34%	-50%	-58%	-63%	-69%

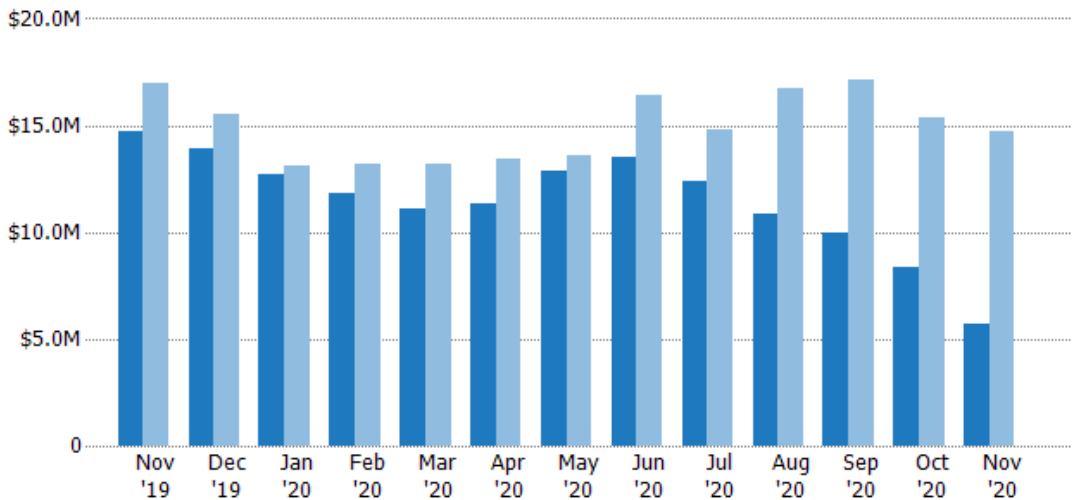
Active Listing Volume

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

Month/ Year	Volume	% Chg.
Nov '20	\$5.68M	-61.5%
Nov '19	\$14.7M	-13.1%
Nov '18	\$17M	-2.9%



Current Year	\$14.7M	\$13.9M	\$12.7M	\$11.8M	\$11.1M	\$11.3M	\$12.9M	\$13.5M	\$12.4M	\$10.8M	\$10M	\$8.33M	\$5.68M
Prior Year	\$17M	\$15.5M	\$13.1M	\$13.2M	\$13.2M	\$13.4M	\$13.6M	\$16.4M	\$14.8M	\$16.7M	\$17.1M	\$15.4M	\$14.7M
Percent Change from Prior Year	-13%	-10%	-3%	-10%	-16%	-16%	-5%	-18%	-17%	-35%	-42%	-46%	-61%

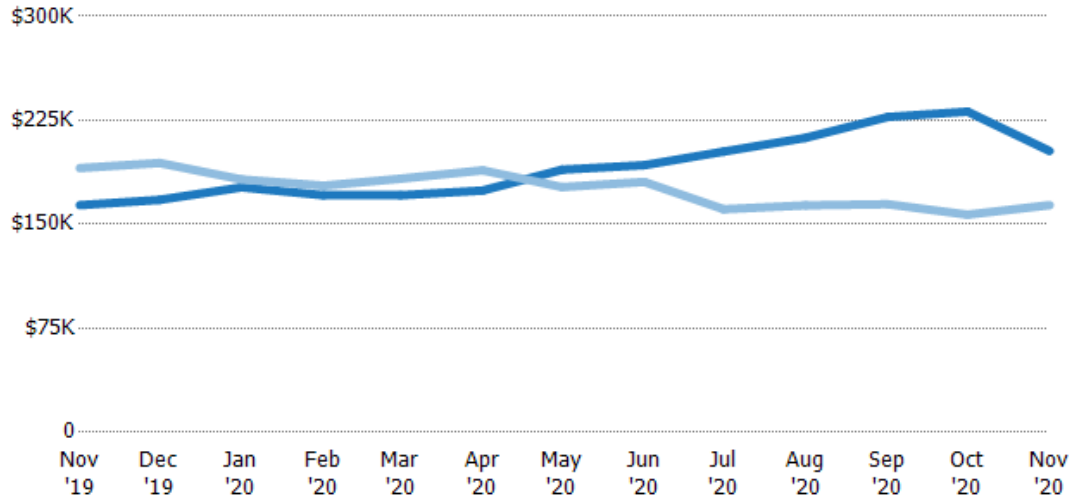
Average Listing Price

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.
Nov '20	\$203K	23.8%
Nov '19	\$164K	-14%
Nov '18	\$191K	-10%



Current Year	\$164K	\$168K	\$177K	\$171K	\$171K	\$174K	\$189K	\$193K	\$202K	\$212K	\$227K	\$231K	\$203K
Prior Year	\$191K	\$194K	\$182K	\$178K	\$183K	\$189K	\$177K	\$181K	\$161K	\$164K	\$164K	\$157K	\$164K
Percent Change from Prior Year	-14%	-14%	-3%	-4%	-7%	-8%	7%	7%	26%	30%	38%	47%	24%

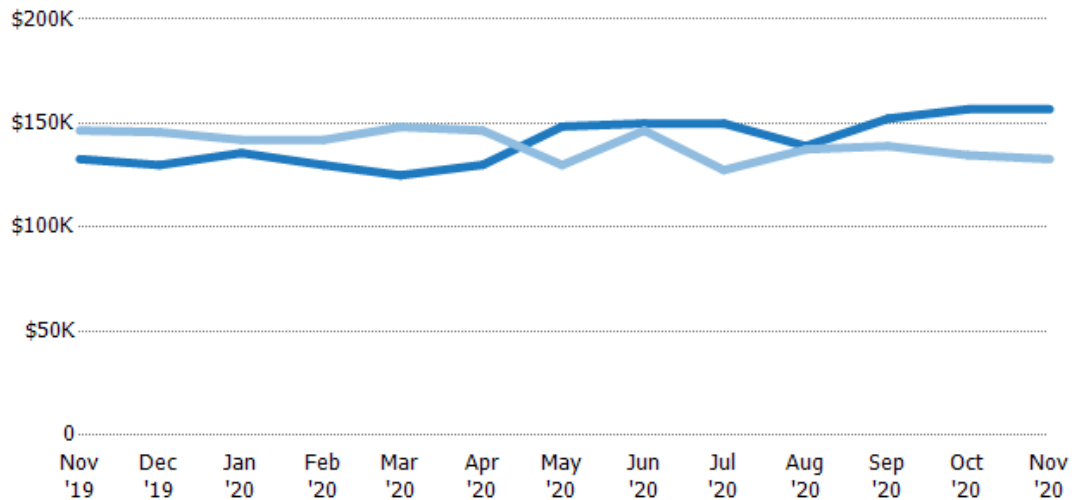
Median Listing Price

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.
Nov '20	\$157K	18.1%
Nov '19	\$133K	-9.4%
Nov '18	\$147K	4.1%



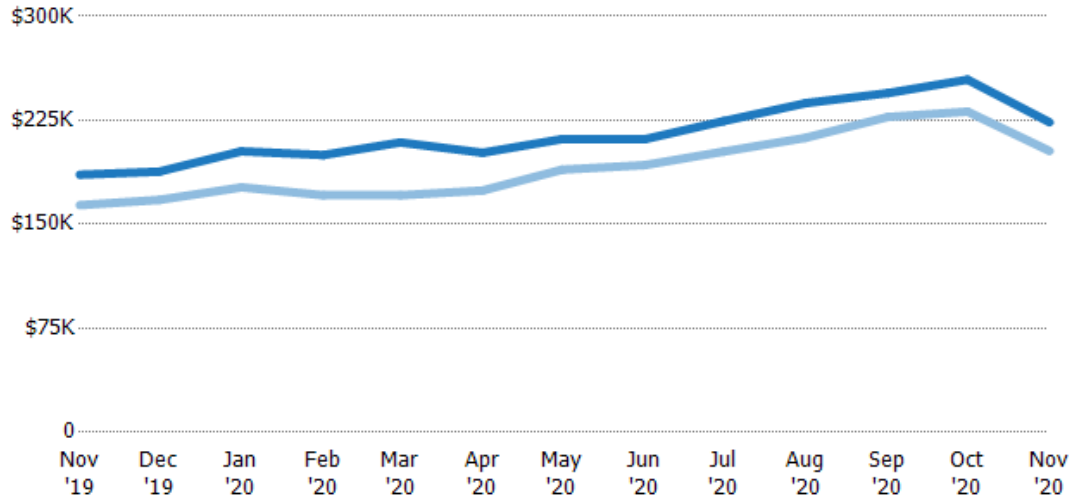
Current Year	\$133K	\$130K	\$136K	\$130K	\$125K	\$130K	\$148K	\$150K	\$150K	\$139K	\$152K	\$157K	\$157K
Prior Year	\$147K	\$146K	\$142K	\$142K	\$148K	\$147K	\$130K	\$147K	\$128K	\$137K	\$139K	\$135K	\$133K
Percent Change from Prior Year	-9%	-11%	-4%	-9%	-16%	-11%	14%	2%	18%	1%	10%	16%	18%

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



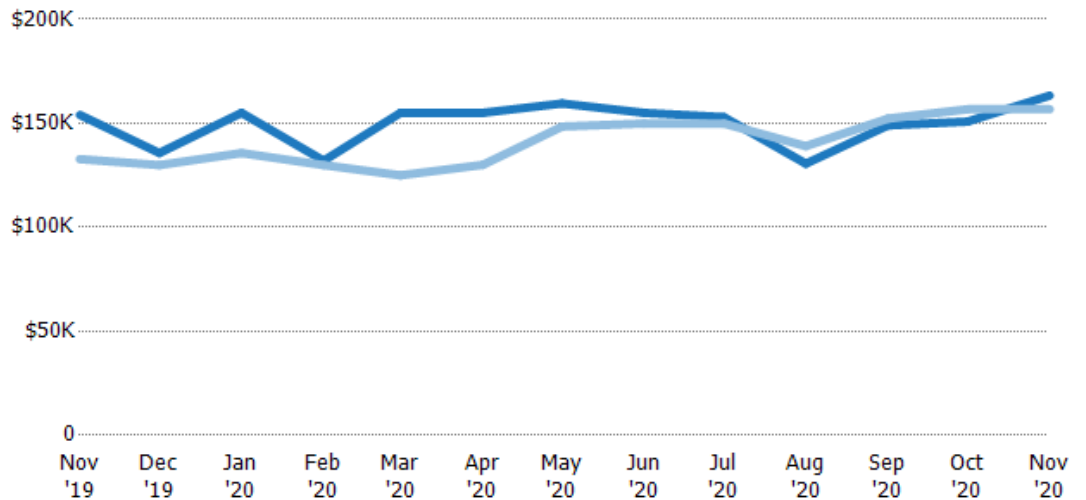
	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20
Avg Est Value	\$186K	\$188K	\$203K	\$200K	\$209K	\$202K	\$211K	\$211K	\$224K	\$237K	\$245K	\$254K	\$224K
Avg Listing Price	\$164K	\$168K	\$177K	\$171K	\$171K	\$174K	\$189K	\$193K	\$202K	\$212K	\$227K	\$231K	\$203K
Avg Listing Price as a % of Avg Est Value	88%	89%	87%	85%	82%	86%	90%	91%	90%	89%	93%	91%	91%

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



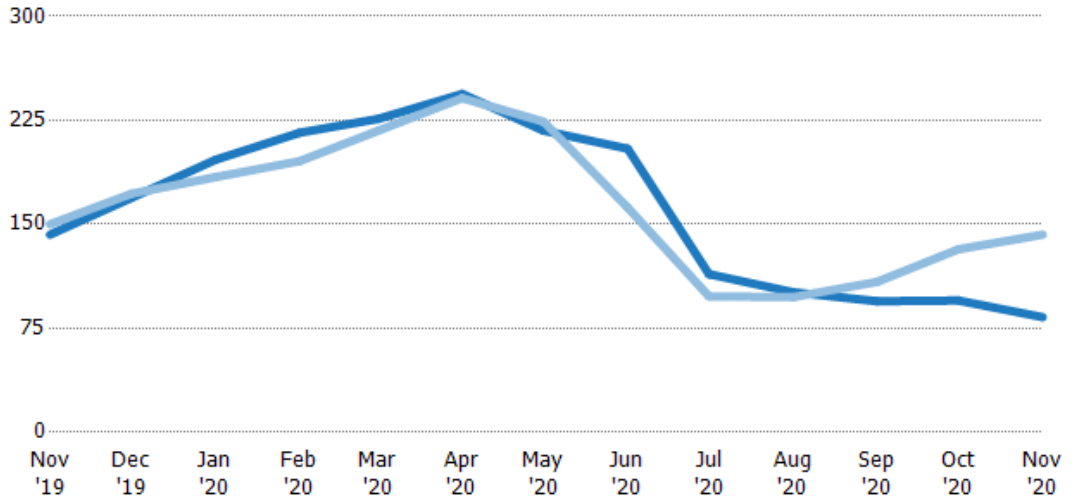
	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20
Median Est Value	\$154K	\$136K	\$155K	\$132K	\$155K	\$155K	\$160K	\$155K	\$153K	\$131K	\$149K	\$151K	\$163K
Median Listing Price	\$133K	\$130K	\$136K	\$130K	\$125K	\$130K	\$148K	\$150K	\$150K	\$139K	\$152K	\$157K	\$157K
Med Listing Price as a % of Med Est Value	86%	96%	88%	98%	81%	84%	93%	97%	98%	106%	102%	104%	96%

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



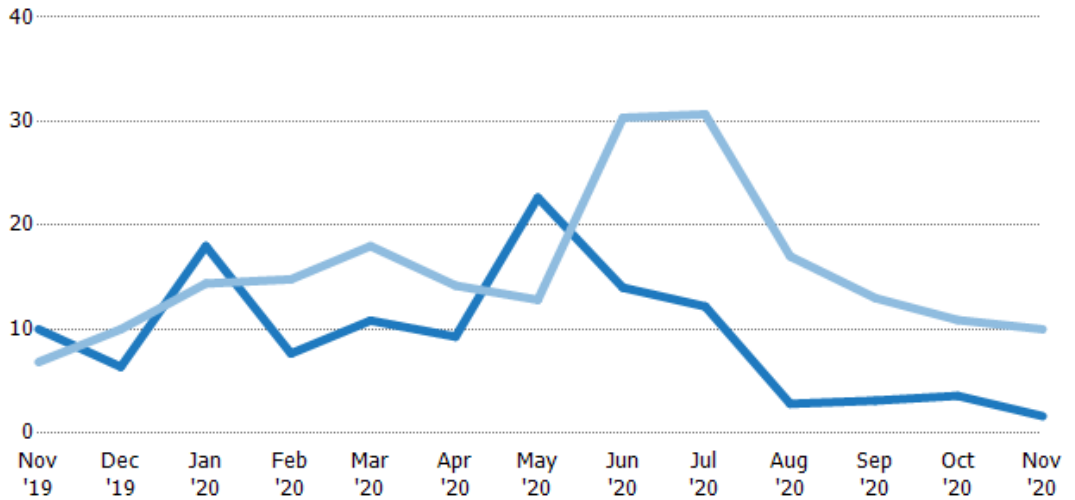
	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20
Current Year	143	169	197	216	226	244	218	205	114	101	94.5	95	83
Prior Year	150	172	184	196	218	241	224	162	98	97.5	109	132	143
Percent Change from Prior Year	-5%	-2%	7%	10%	4%	1%	-3%	26%	16%	4%	-13%	-28%	-42%

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



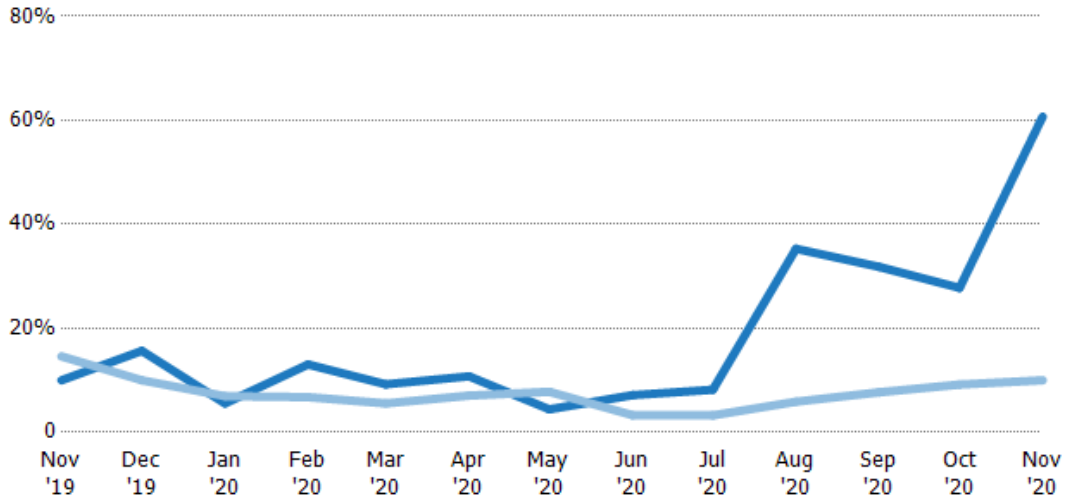
	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20
Current Year	10	6.38	18	7.67	10.8	9.29	22.7	14	12.2	2.83	3.14	3.6	1.65
Prior Year	6.85	10	14.4	14.8	18	14.2	12.8	30.3	30.7	17	13	10.9	10
Percent Change from Prior Year	46%	-36%	25%	-48%	-40%	-35%	77%	-54%	-60%	-83%	-76%	-67%	-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



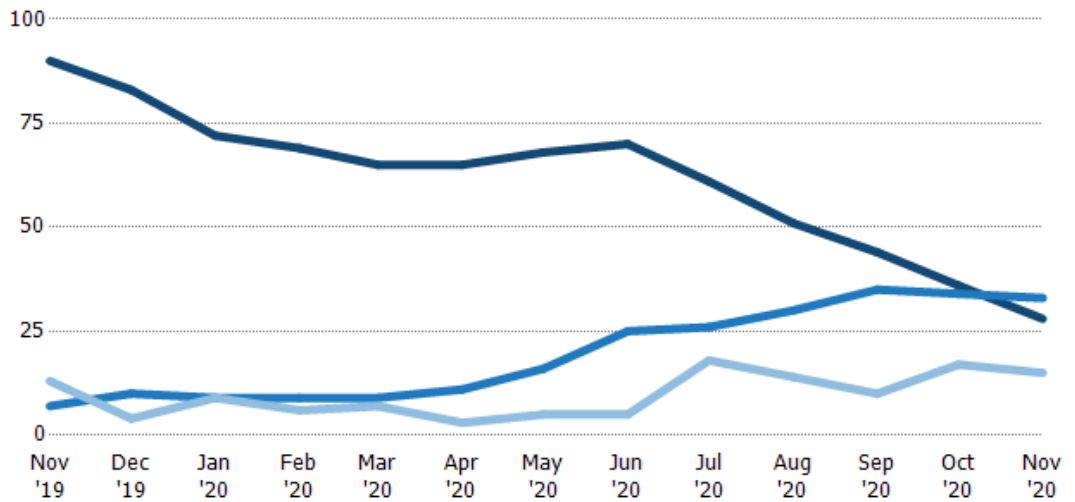
	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20
Current Year	10%	16%	6%	13%	9%	11%	4%	7%	8%	35%	32%	28%	61%
Prior Year	15%	10%	7%	7%	6%	7%	8%	3%	3%	6%	8%	9%	10%
Change from Prior Year	5%	-6%	1%	-6%	-4%	-4%	3%	-4%	-5%	-29%	-24%	-19%	-51%

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



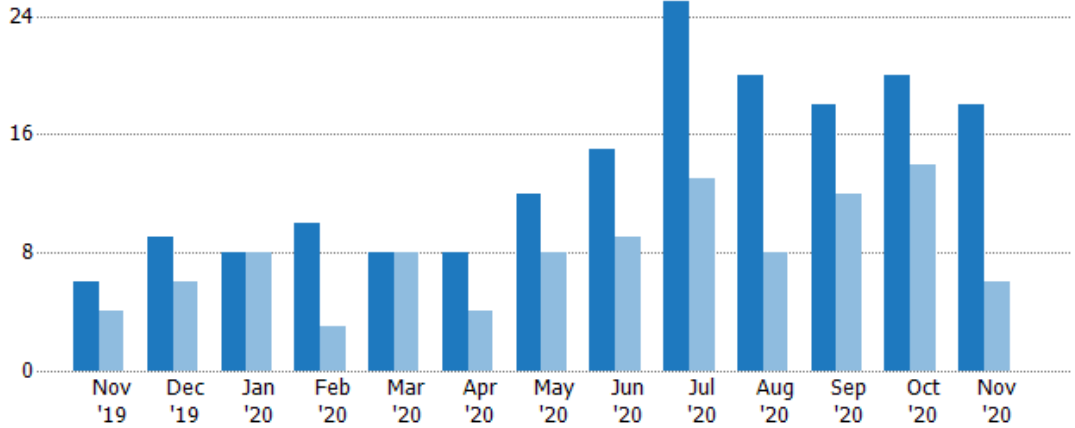
	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20
Active	90	83	72	69	65	65	68	70	61	51	44	36	28
Pending	7	10	9	9	9	11	16	25	26	30	35	34	33
Sold	13	4	9	6	7	3	5	5	18	14	10	17	15

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



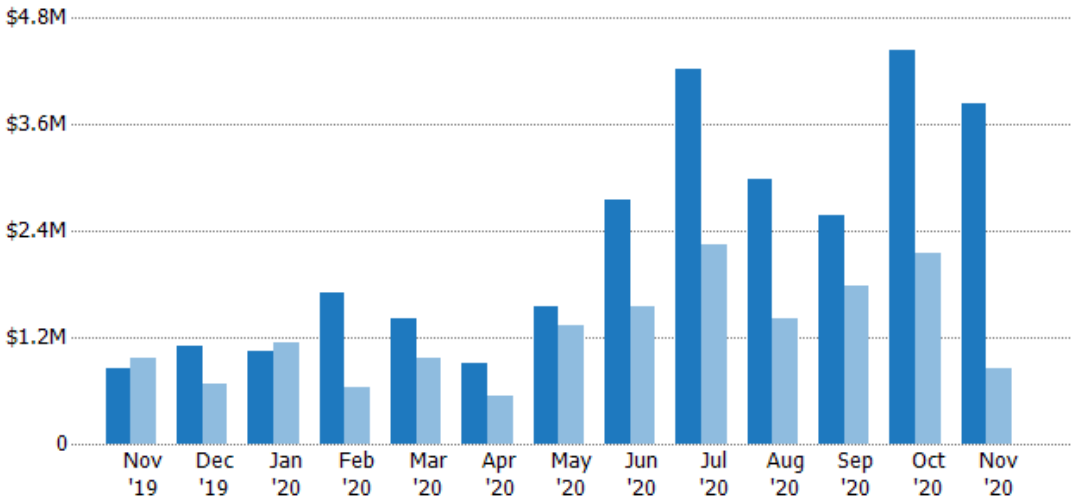
	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20
Current Year	6	9	8	10	8	8	12	15	25	20	18	20	18
Prior Year	4	6	8	3	8	4	8	9	13	8	12	14	6
Percent Change from Prior Year	50%	50%	0%	233%	0%	100%	50%	67%	92%	150%	50%	43%	200%

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



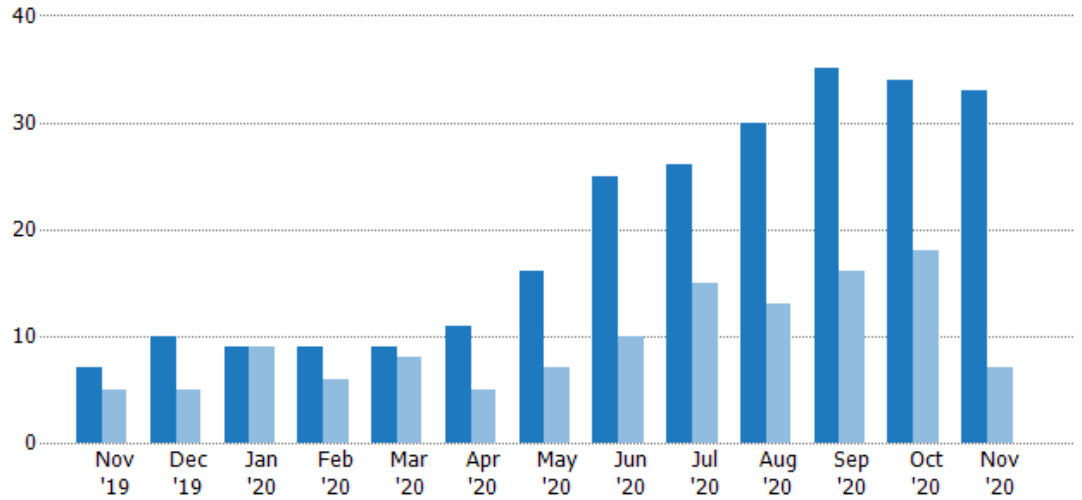
	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20
Current Year	\$859K	\$1.09M	\$1.04M	\$1.71M	\$1.42M	\$909K	\$1.55M	\$2.75M	\$4.23M	\$2.98M	\$2.58M	\$4.44M	\$3.84M
Prior Year	\$967K	\$683K	\$1.13M	\$639K	\$964K	\$535K	\$1.34M	\$1.55M	\$2.24M	\$1.4M	\$1.78M	\$2.15M	\$859K
Percent Change from Prior Year	-11%	60%	-8%	168%	47%	70%	15%	78%	89%	113%	45%	106%	347%

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



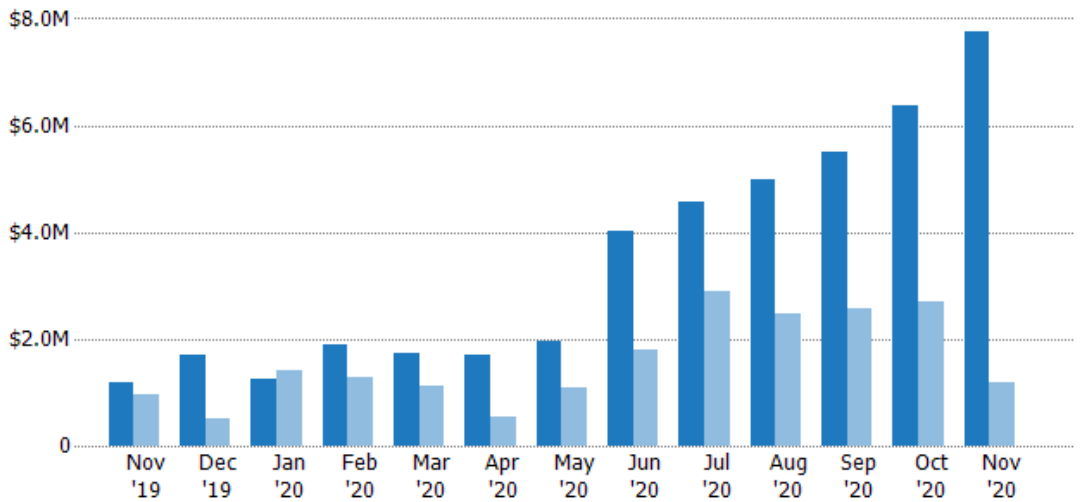
	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20
Current Year	7	10	9	9	9	11	16	25	26	30	35	34	33
Prior Year	5	5	9	6	8	5	7	10	15	13	16	18	7
Percent Change from Prior Year	40%	100%	0%	50%	13%	120%	129%	150%	73%	131%	119%	89%	371%

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



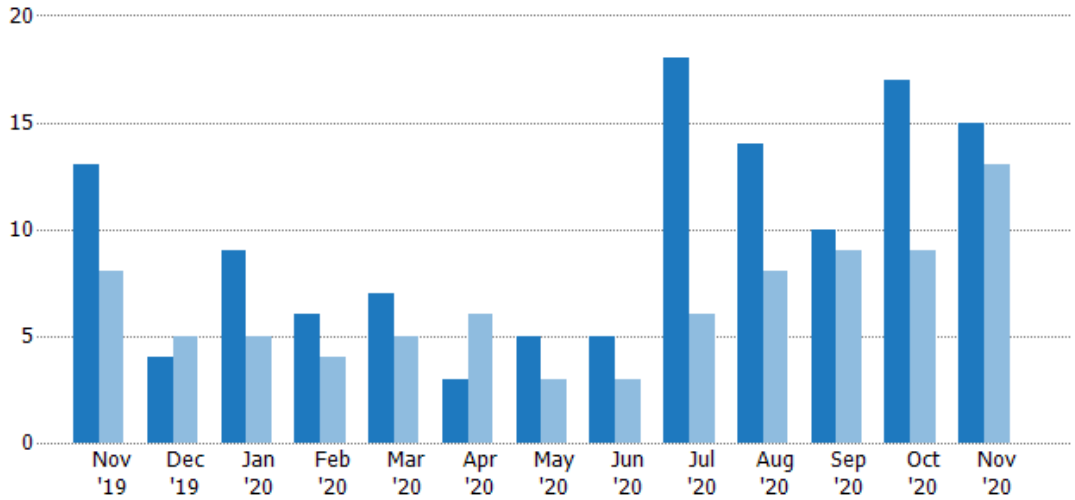
	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20
Current Year	\$1.19M	\$1.69M	\$1.25M	\$1.89M	\$1.73M	\$1.71M	\$1.95M	\$4.02M	\$4.56M	\$4.97M	\$5.5M	\$6.38M	\$7.76M
Prior Year	\$956K	\$514K	\$1.42M	\$1.29M	\$1.12M	\$527K	\$1.09M	\$1.78M	\$2.88M	\$2.47M	\$2.56M	\$2.7M	\$1.19M
Percent Change from Prior Year	25%	229%	-12%	47%	54%	226%	79%	125%	58%	102%	115%	137%	551%

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



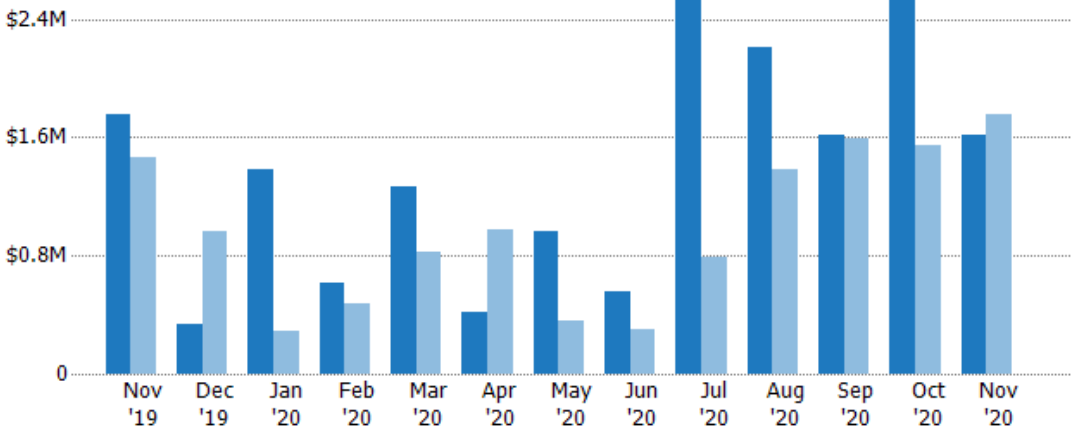
	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20
Current Year	13	4	9	6	7	3	5	5	18	14	10	17	15
Prior Year	8	5	5	4	5	6	3	3	6	8	9	9	13
Percent Change from Prior Year	63%	-20%	80%	50%	40%	-50%	67%	67%	200%	75%	11%	89%	15%

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



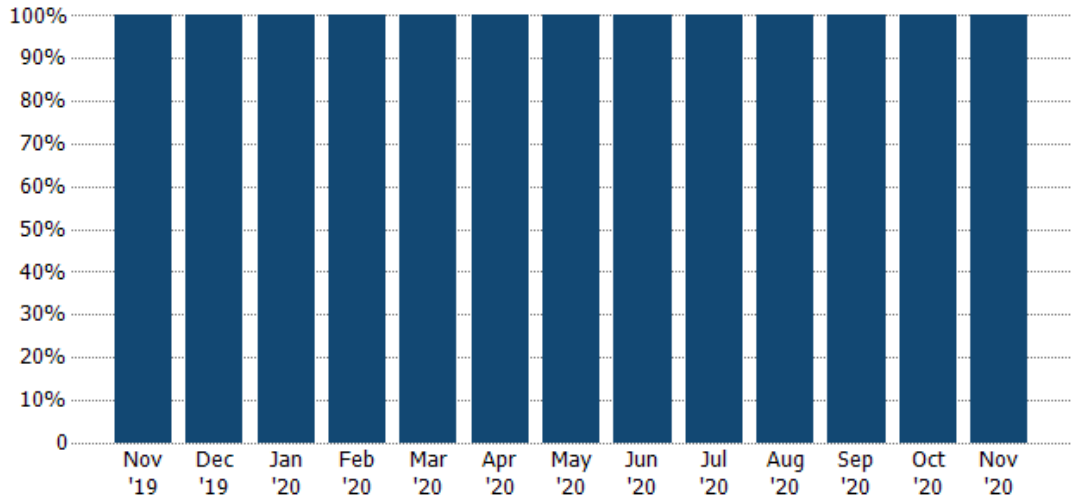
	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20
Current Year	\$1.75M	\$335K	\$1.38M	\$613K	\$1.26M	\$420K	\$966K	\$555K	\$2.73M	\$2.21M	\$1.62M	\$2.53M	\$1.62M
Prior Year	\$1.46M	\$959K	\$285K	\$475K	\$825K	\$971K	\$354K	\$295K	\$795K	\$1.39M	\$1.59M	\$1.55M	\$1.75M
Percent Change from Prior Year	20%	-65%	386%	29%	53%	-57%	173%	88%	243%	60%	2%	64%	-7%

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

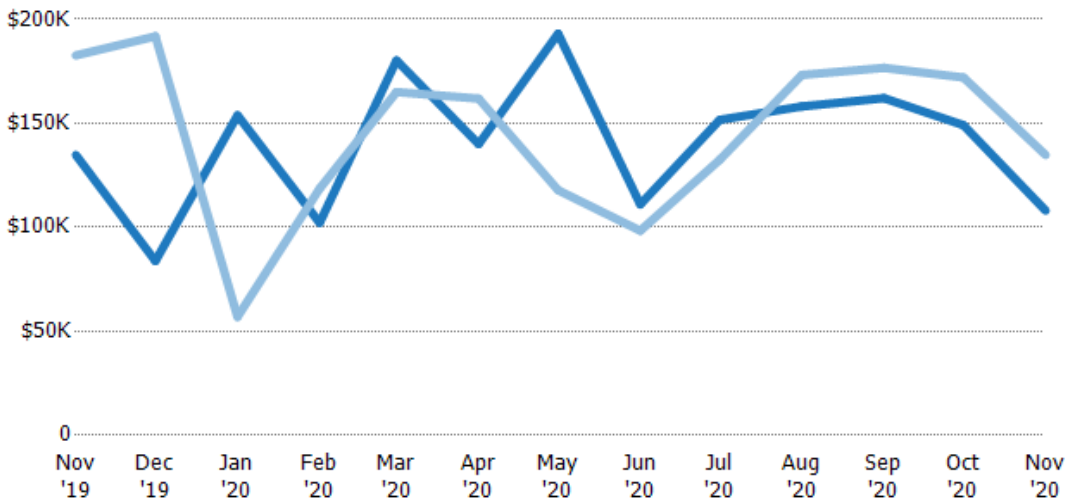
100% 100% 100% 100% 100% 100% 100% 100% 100% 100% 100% 100% 100%

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

\$135K \$83.8K \$154K \$102K \$180K \$140K \$193K \$111K \$152K \$158K \$162K \$149K \$108K

Prior Year

\$183K \$192K \$57K \$119K \$165K \$162K \$118K \$98.3K \$132K \$173K \$177K \$172K \$135K

Percent Change from Prior Year

-26% -56% 170% -14% 9% -14% 64% 13% 14% -9% -8% -13% -20%

Month/Year	Price	% Chg.
Nov '20	\$108K	-19.8%
Nov '19	\$135K	-26.2%
Nov '18	\$183K	-15.6%

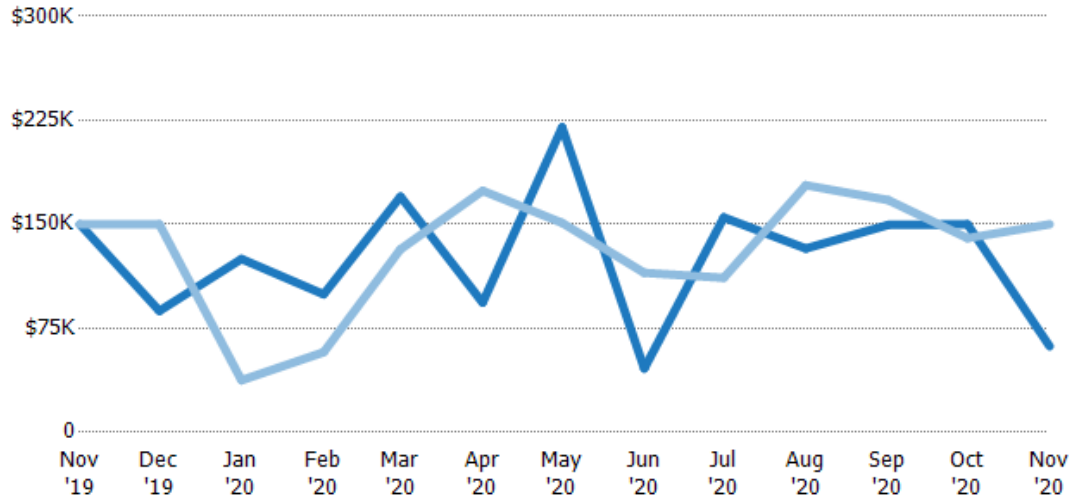
Median Sales Price

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.
Nov '20	\$62K	-58.7%
Nov '19	\$150K	0%
Nov '18	\$150K	-16.7%



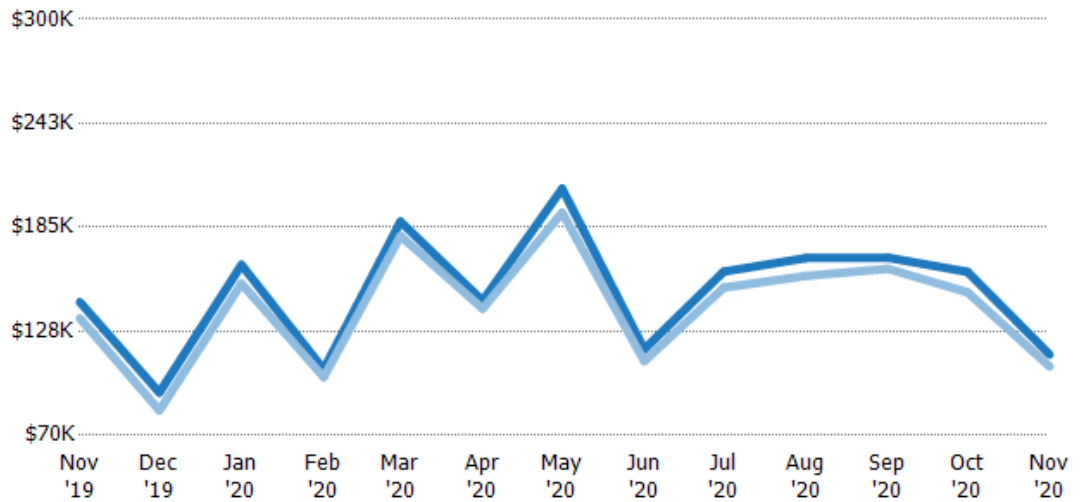
Current Year	\$150K	\$87.5K	\$125K	\$100K	\$170K	\$93.5K	\$220K	\$46K	\$155K	\$133K	\$150K	\$150K	\$62K
Prior Year	\$150K	\$150K	\$37.5K	\$57.8K	\$132K	\$174K	\$151K	\$115K	\$111K	\$178K	\$168K	\$140K	\$150K
Percent Change from Prior Year	0%	-42%	233%	72%	29%	-46%	46%	-60%	39%	-26%	-11%	7%	-59%

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



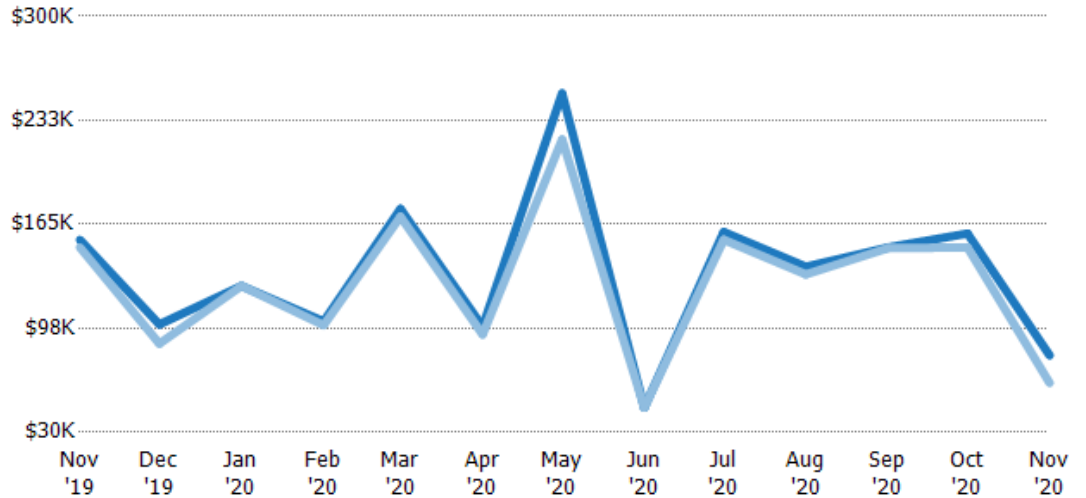
Avg List Price	\$144K	\$93.6K	\$164K	\$106K	\$188K	\$144K	\$206K	\$118K	\$160K	\$168K	\$168K	\$160K	\$115K
Avg Sales Price	\$135K	\$83.8K	\$154K	\$102K	\$180K	\$140K	\$193K	\$111K	\$152K	\$158K	\$162K	\$149K	\$108K
Avg Sales Price as a % of Avg List Price	94%	89%	94%	96%	96%	97%	94%	94%	94%	94%	96%	93%	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



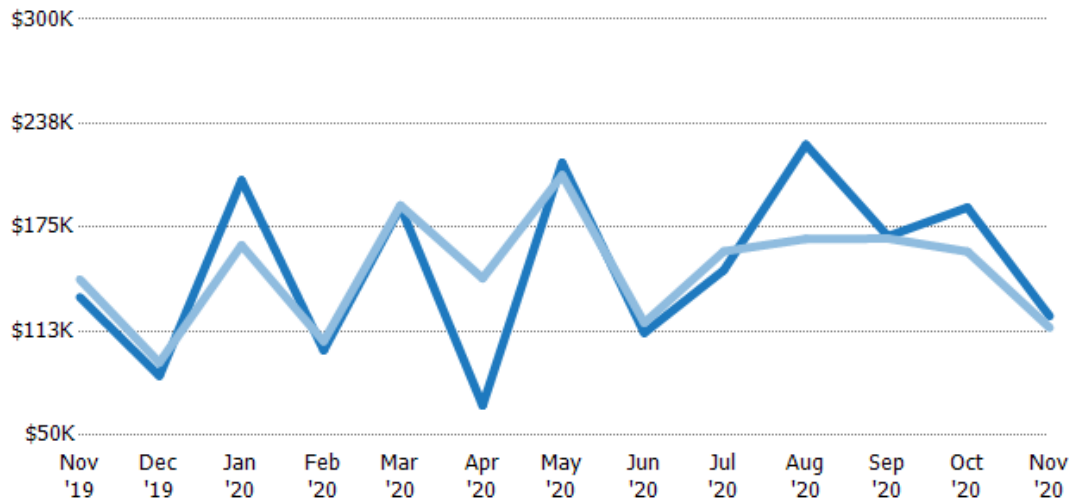
	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20
Median List Price	\$155K	\$100K	\$125K	\$102K	\$175K	\$98.5K	\$250K	\$46K	\$160K	\$137K	\$150K	\$159K	\$79.9K
Median Sales Price	\$150K	\$87.5K	\$125K	\$100K	\$170K	\$93.5K	\$220K	\$46K	\$155K	\$133K	\$150K	\$150K	\$62K
Med Sales Price as a % of Med List Price	97%	88%	100%	98%	97%	95%	88%	100%	97%	96%	100%	94%	78%

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



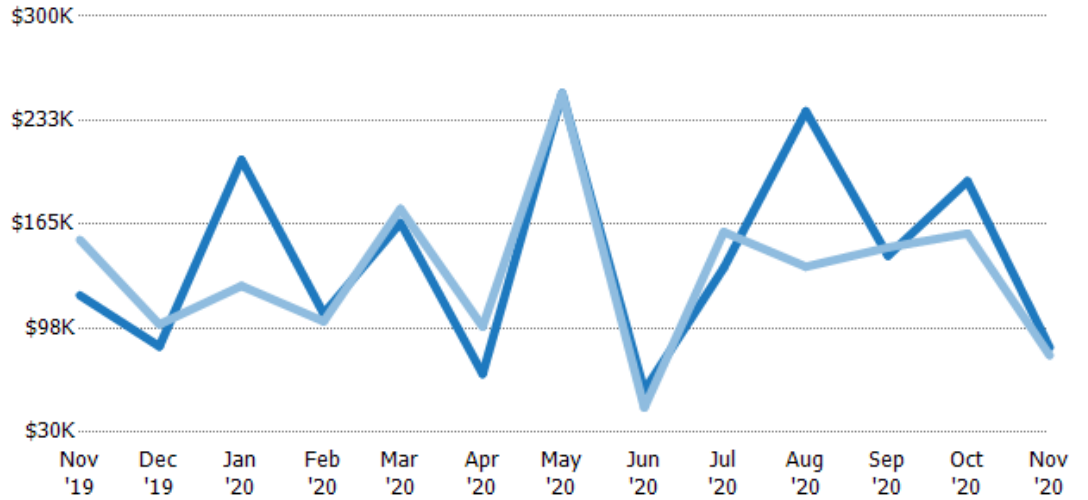
	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20
Avg Est Value	\$133K	\$85.7K	\$203K	\$101K	\$187K	\$67.9K	\$214K	\$112K	\$149K	\$225K	\$170K	\$187K	\$122K
Avg Sales Price	\$144K	\$93.6K	\$164K	\$106K	\$188K	\$144K	\$206K	\$118K	\$160K	\$168K	\$168K	\$160K	\$115K
Avg Sales Price as a % of Avg Est Value	108%	109%	81%	105%	100%	213%	97%	105%	108%	75%	99%	86%	94%

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



	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20
Median Est Value	\$119K	\$85.7K	\$207K	\$107K	\$166K	\$67.9K	\$250K	\$57K	\$137K	\$238K	\$145K	\$193K	\$85K
Median Sales Price	\$155K	\$100K	\$125K	\$102K	\$175K	\$98.5K	\$250K	\$46K	\$160K	\$137K	\$150K	\$159K	\$79.9K
Med Sales Price as a % of Med Est Value	130%	117%	60%	95%	105%	145%	100%	81%	117%	58%	104%	82%	94%