

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	Oct 2020	Oct 2019	+ / -	YTD 2020	YTD 2019	+ / -
Listing Activity Charts Metrics						
New Listing Count	15	9	+66.7%	114	121	-5.8%
New Listing Volume	\$3,535,300	\$1,032,700	+242.3%	\$23,186,806	\$18,949,640	+22.4%
Active Listing Count	36	97	-62.9%	N/A	N/A	
Active Listing Volume	\$8,325,200	\$15,128,640	-45%	N/A	N/A	
Average Listing Price	\$231,256	\$155,965	+48.3%	\$190,668	\$171,835	+11%
Median Listing Price	\$156,750	\$133,900	+17.1%	\$140,312	\$138,450	+1.3%
Median Days in RPR	95	132	-28%	143.93	155.18	-7.3%
Months of Inventory	3.6	10.8	-66.6%	10.3	10.5	-1.8%
Absorption Rate	27.78%	9.28%	+18.5%	9.72%	9.54%	+0.2%
Sales Activity Charts Metrics						
New Pending Sales Count	20	14	+42.9%	144	87	+65.5%
New Pending Sales Volume	\$4,440,400	\$2,154,800	+106.1%	\$23,607,306	\$13,739,750	+71.8%
Pending Sales Count	34	18	+88.9%	N/A	N/A	
Pending Sales Volume	\$6,384,300	\$2,696,100	+136.8%	N/A	N/A	
Closed Sales Count	17	9	+88.9%	94	58	+62.1%
Closed Sales Volume	\$2,534,400	\$1,548,150	+63.7%	\$14,297,596	\$8,522,509	+67.8%
Average Sales Price	\$149,082	\$172,017	-13.3%	\$152,102	\$146,940	+3.5%
Median Sales Price	\$150,000	\$140,000	+7.1%	\$140,549	\$134,181	+4.7%

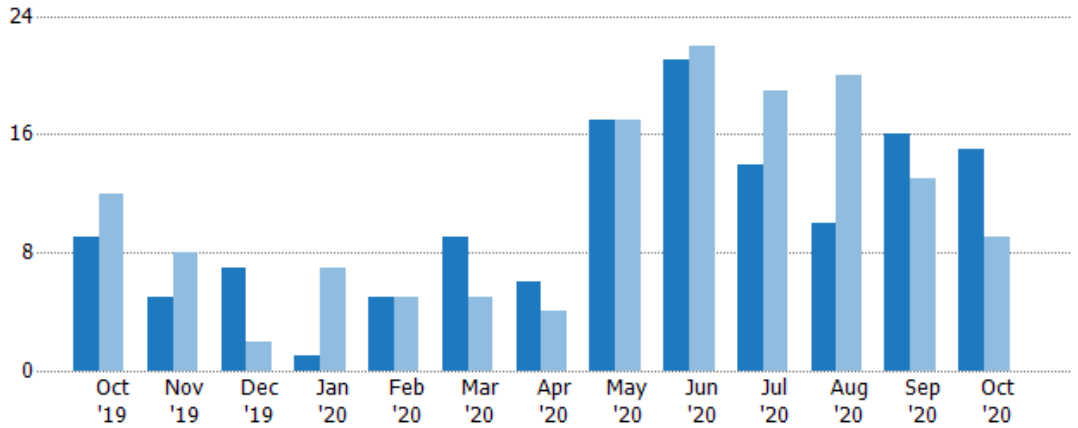
New Listings

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.
Oct '20	15	66.7%
Oct '19	9	-25%
Oct '18	12	-8.3%



Current Year	9	5	7	1	5	9	6	17	21	14	10	16	15
Prior Year	12	8	2	7	5	5	4	17	22	19	20	13	9
Percent Change from Prior Year	-25%	-38%	250%	-86%	0%	80%	50%	0%	-5%	-26%	-50%	23%	67%

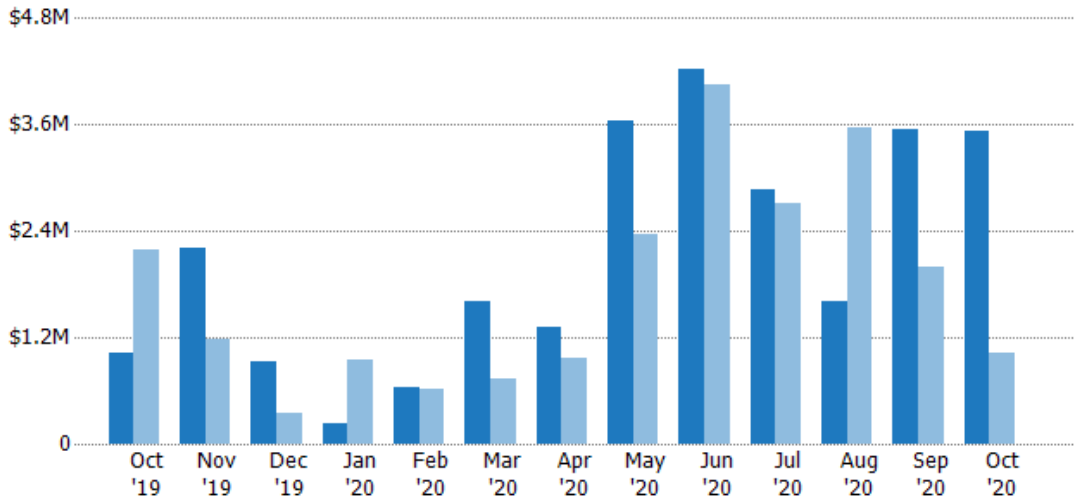
New Listing Volume

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.
Oct '20	\$3.54M	242.3%
Oct '19	\$1.03M	-52.8%
Oct '18	\$2.19M	-39.2%



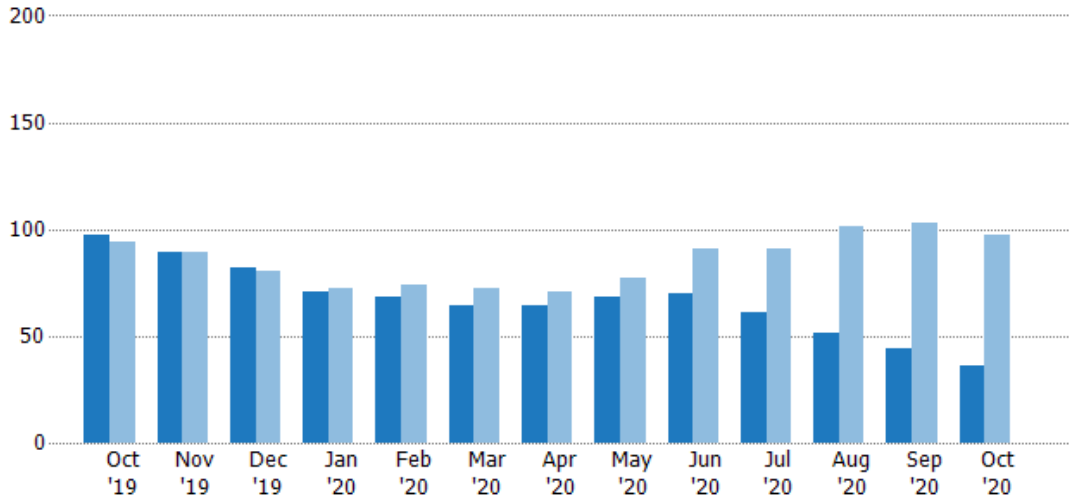
Current Year	\$1.03M	\$2.21M	\$934K	\$228K	\$646K	\$1.6M	\$1.31M	\$3.65M	\$4.22M	\$2.86M	\$1.6M	\$3.54M	\$3.54M
Prior Year	\$2.19M	\$1.18M	\$345K	\$957K	\$611K	\$731K	\$957K	\$2.35M	\$4.05M	\$2.71M	\$3.56M	\$1.99M	\$1.03M
Percent Change from Prior Year	-53%	87%	171%	-76%	6%	119%	37%	55%	4%	6%	-55%	78%	242%

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



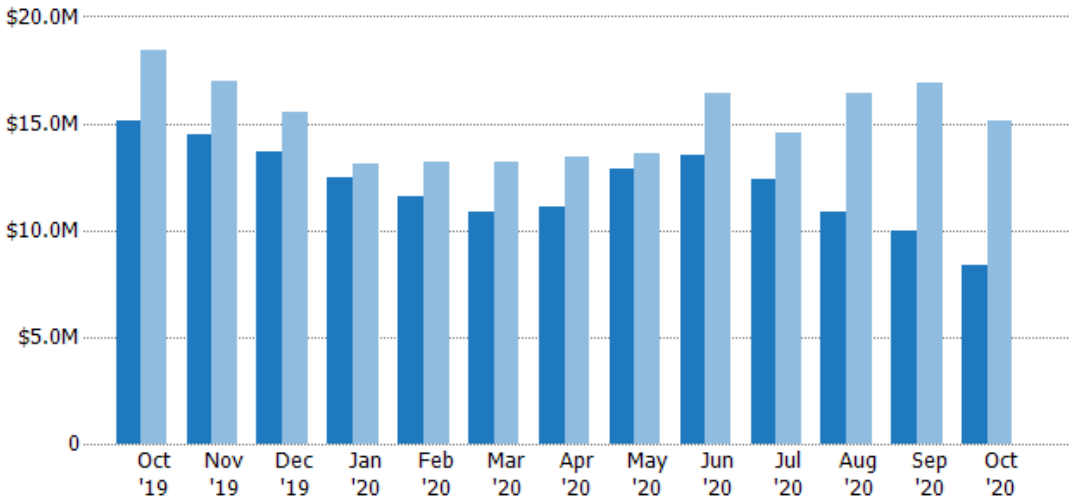
	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20
Current Year	97	89	82	71	68	64	64	68	70	61	51	44	36
Prior Year	94	89	80	72	74	72	71	77	91	91	101	103	97
Percent Change from Prior Year	3%	0%	3%	-1%	-8%	-11%	-10%	-12%	-23%	-33%	-50%	-57%	-63%

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



	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20
Current Year	\$15.1M	\$14.5M	\$13.7M	\$12.5M	\$11.5M	\$10.9M	\$11.1M	\$12.9M	\$13.5M	\$12.4M	\$10.8M	\$10M	\$8.33M
Prior Year	\$18.5M	\$17M	\$15.5M	\$13.1M	\$13.2M	\$13.2M	\$13.4M	\$13.6M	\$16.4M	\$14.5M	\$16.4M	\$16.9M	\$15.1M
Percent Change from Prior Year	-18%	-15%	-12%	-5%	-12%	-18%	-17%	-5%	-18%	-15%	-34%	-41%	-45%

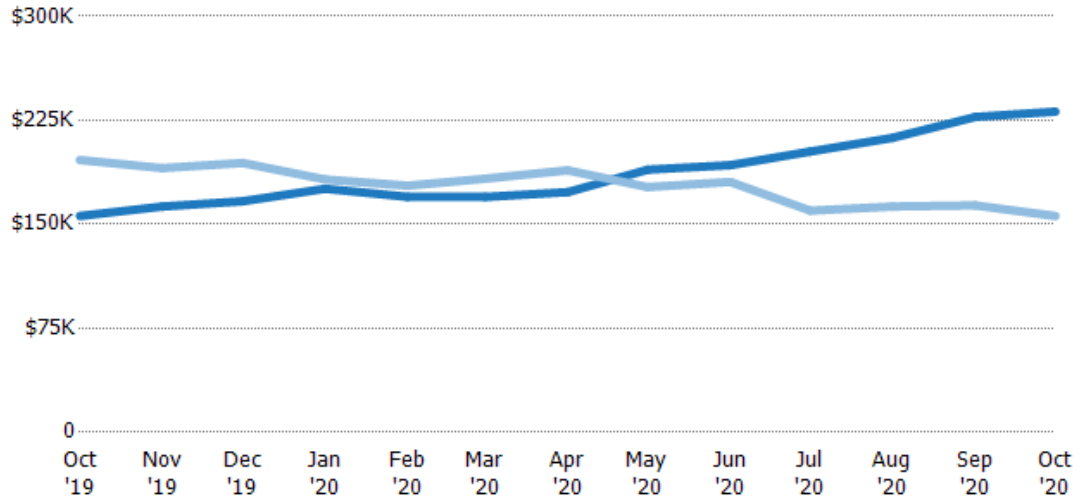
Average Listing Price

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.
Oct '20	\$231K	48.3%
Oct '19	\$156K	-20.6%
Oct '18	\$196K	-7.5%



Current Year	\$156K	\$163K	\$167K	\$176K	\$170K	\$170K	\$173K	\$189K	\$193K	\$202K	\$212K	\$227K	\$231K
Prior Year	\$196K	\$191K	\$194K	\$182K	\$178K	\$183K	\$189K	\$177K	\$181K	\$160K	\$163K	\$164K	\$156K
Percent Change from Prior Year	-21%	-15%	-14%	-4%	-5%	-7%	-8%	7%	7%	27%	30%	39%	48%

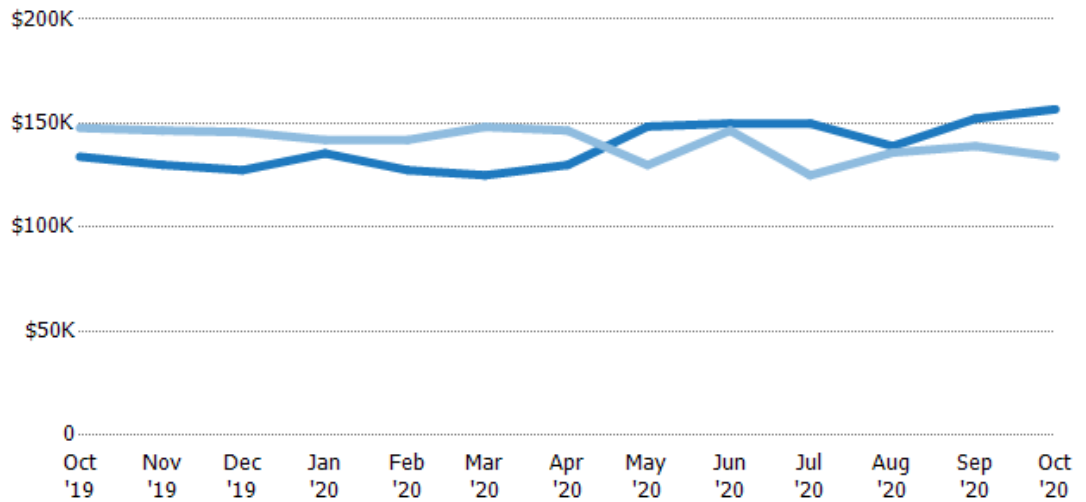
Median Listing Price

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.
Oct '20	\$157K	17.1%
Oct '19	\$134K	-9.4%
Oct '18	\$148K	13%



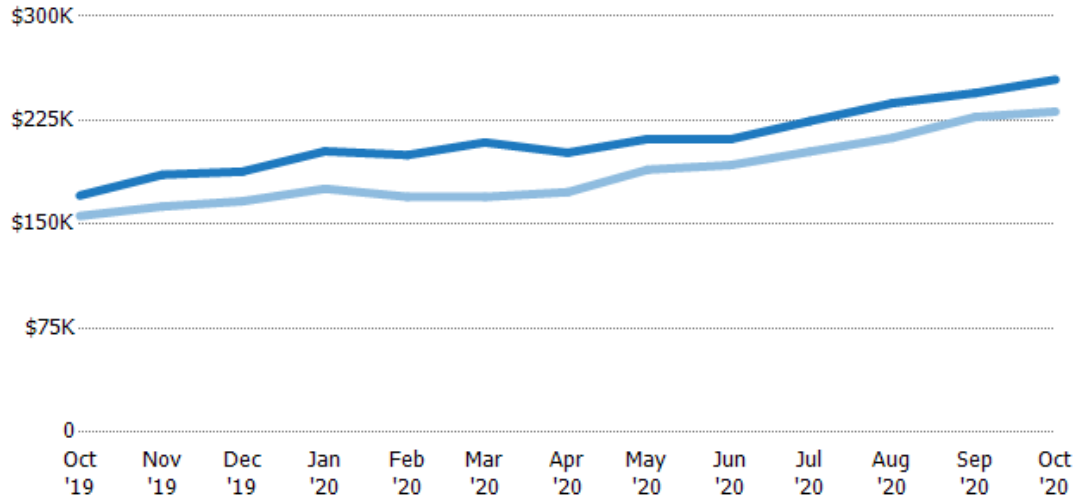
Current Year	\$134K	\$130K	\$127K	\$136K	\$127K	\$125K	\$130K	\$148K	\$150K	\$150K	\$139K	\$152K	\$157K
Prior Year	\$148K	\$147K	\$146K	\$142K	\$142K	\$148K	\$147K	\$130K	\$147K	\$125K	\$136K	\$139K	\$134K
Percent Change from Prior Year	-9%	-11%	-13%	-5%	-10%	-16%	-11%	14%	2%	20%	2%	10%	17%

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



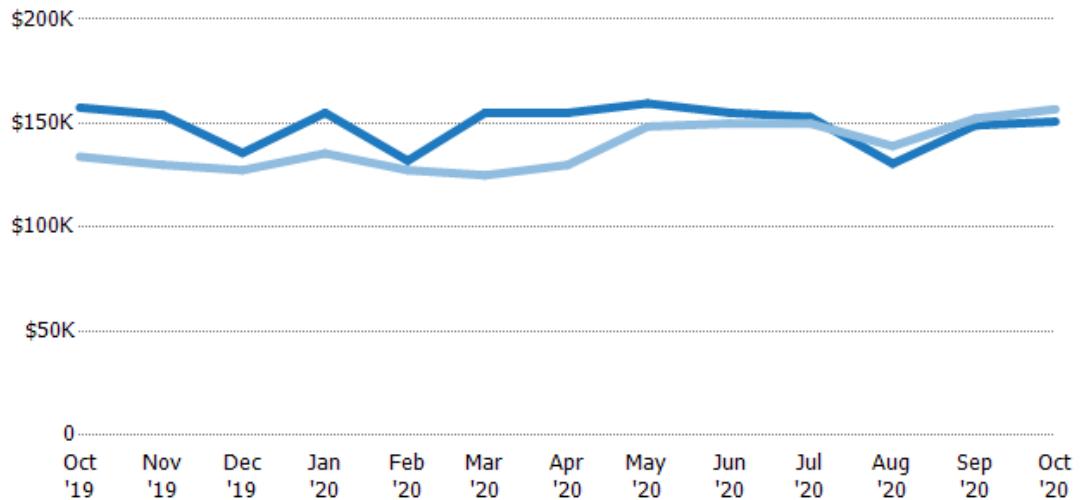
	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20
Avg Est Value	\$171K	\$186K	\$188K	\$203K	\$200K	\$209K	\$202K	\$211K	\$211K	\$224K	\$237K	\$245K	\$254K
Avg Listing Price	\$156K	\$163K	\$167K	\$176K	\$170K	\$170K	\$173K	\$189K	\$193K	\$202K	\$212K	\$227K	\$231K
Avg Listing Price as a % of Avg Est Value	91%	88%	89%	87%	85%	81%	86%	90%	91%	90%	89%	93%	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



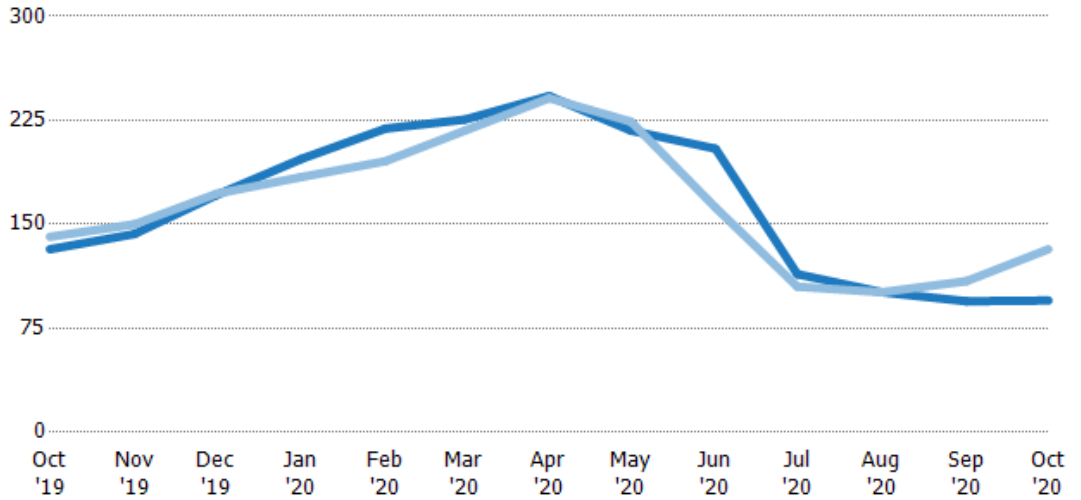
	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20
Median Est Value	\$158K	\$154K	\$136K	\$155K	\$132K	\$155K	\$155K	\$160K	\$155K	\$153K	\$131K	\$149K	\$151K
Median Listing Price	\$134K	\$130K	\$127K	\$136K	\$127K	\$125K	\$130K	\$148K	\$150K	\$150K	\$139K	\$152K	\$157K
Med Listing Price as a % of Med Est Value	85%	84%	94%	87%	97%	81%	84%	93%	97%	98%	106%	102%	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



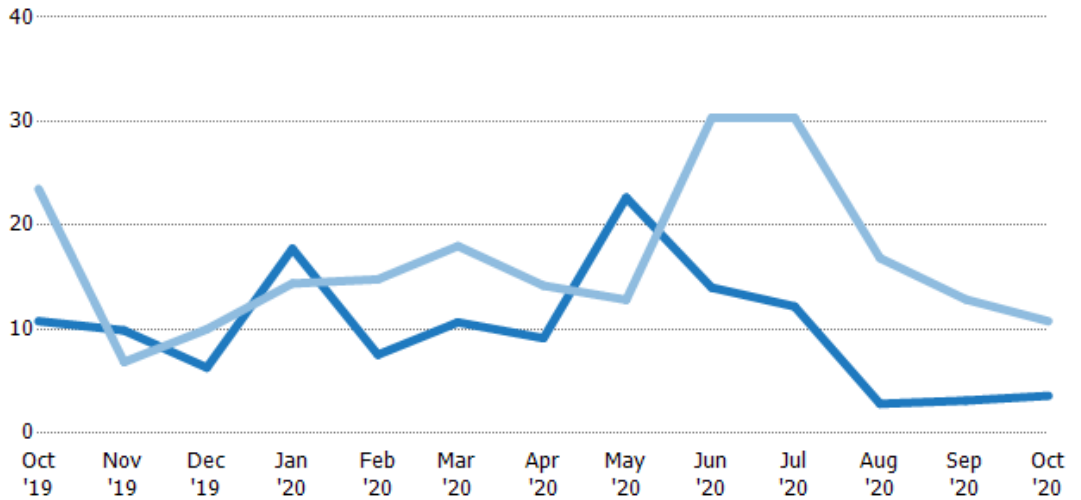
	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20
Current Year	132	143	171	197	219	226	243	218	205	114	101	94.5	95
Prior Year	141	150	172	184	196	218	241	224	162	105	101	109	132
Percent Change from Prior Year	-6%	-5%	-1%	7%	12%	4%	1%	-3%	26%	9%	0%	-13%	-28%

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



	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20
Current Year	10.8	9.89	6.31	17.8	7.56	10.7	9.14	22.7	14	12.2	2.83	3.14	3.6
Prior Year	23.5	6.85	10	14.4	14.8	18	14.2	12.8	30.3	30.3	16.8	12.9	10.8
Percent Change from Prior Year	-54%	44%	-37%	23%	-49%	-41%	-36%	77%	-54%	-60%	-83%	-76%	-67%

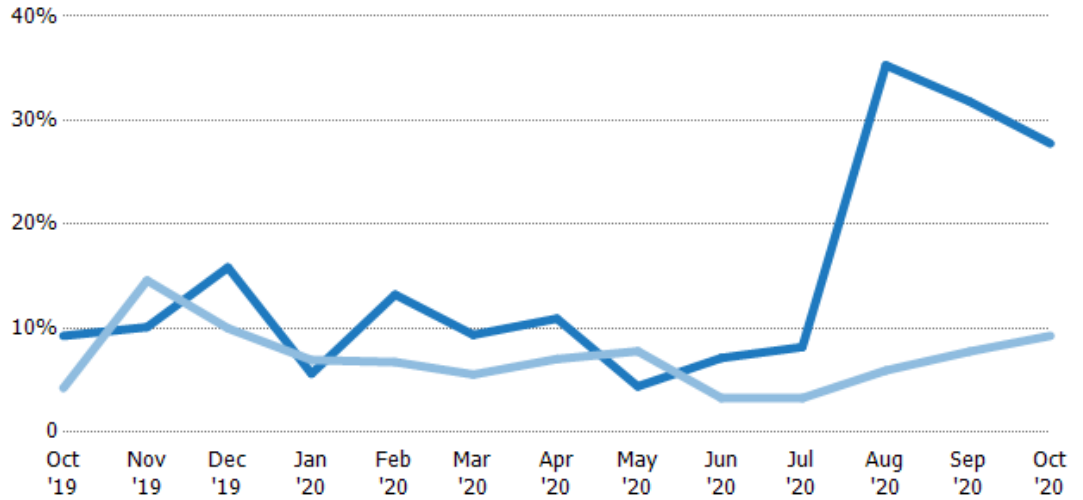
Absorption Rate

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.
Oct '20	28%	-18.5%
Oct '19	9%	-5%
Oct '18	4%	88.2%



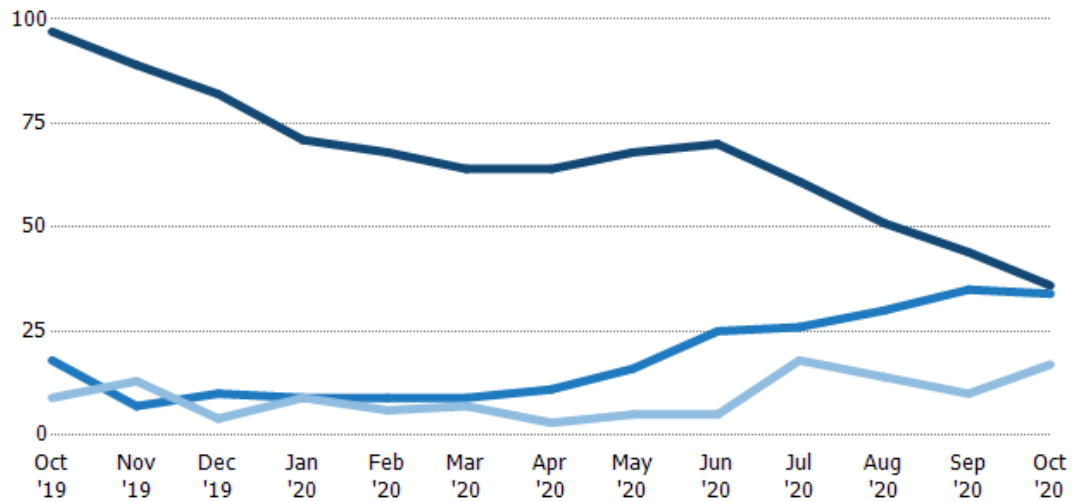
Current Year	9%	10%	16%	6%	13%	9%	11%	4%	7%	8%	35%	32%	28%
Prior Year	4%	15%	10%	7%	7%	6%	7%	8%	3%	3%	6%	8%	9%
Change from Prior Year	-5%	4%	-6%	1%	-6%	-4%	-4%	3%	-4%	-5%	-29%	-24%	-19%

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	97	89	82	71	68	64	64	68	70	61	51	44	36
Pending	18	7	10	9	9	9	11	16	25	26	30	35	34
Sold	9	13	4	9	6	7	3	5	5	18	14	10	17

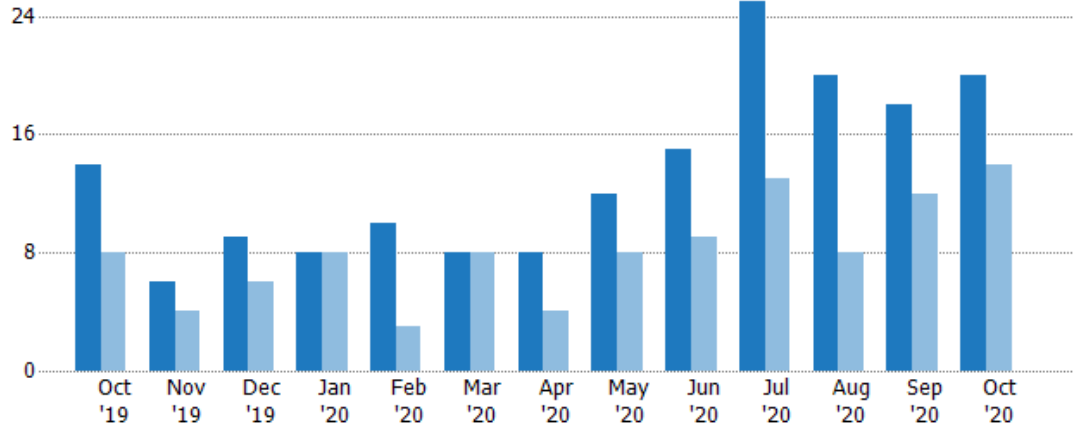
New Pending Sales

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.
Oct '20	20	42.9%
Oct '19	14	75%
Oct '18	8	50%



Current Year	14	6	9	8	10	8	8	12	15	25	20	18	20
Prior Year	8	4	6	8	3	8	4	8	9	13	8	12	14
Percent Change from Prior Year	75%	50%	50%	0%	233%	0%	100%	50%	67%	92%	150%	50%	43%

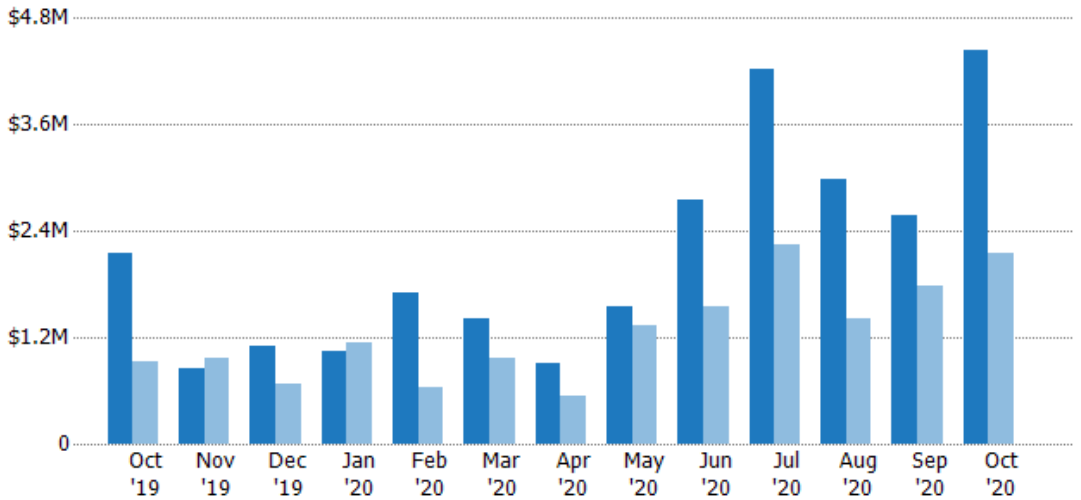
New Pending Sales Volume

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.
Oct '20	\$4.44M	106.1%
Oct '19	\$2.15M	131.5%
Oct '18	\$931K	100.5%



Current Year	\$2.15M	\$859K	\$1.09M	\$1.04M	\$1.71M	\$1.42M	\$909K	\$1.55M	\$2.75M	\$4.23M	\$2.98M	\$2.58M	\$4.44M
Prior Year	\$931K	\$967K	\$683K	\$1.13M	\$639K	\$964K	\$535K	\$1.34M	\$1.55M	\$2.24M	\$1.4M	\$1.78M	\$2.15M
Percent Change from Prior Year	131%	-11%	60%	-8%	168%	47%	70%	15%	78%	89%	113%	45%	106%

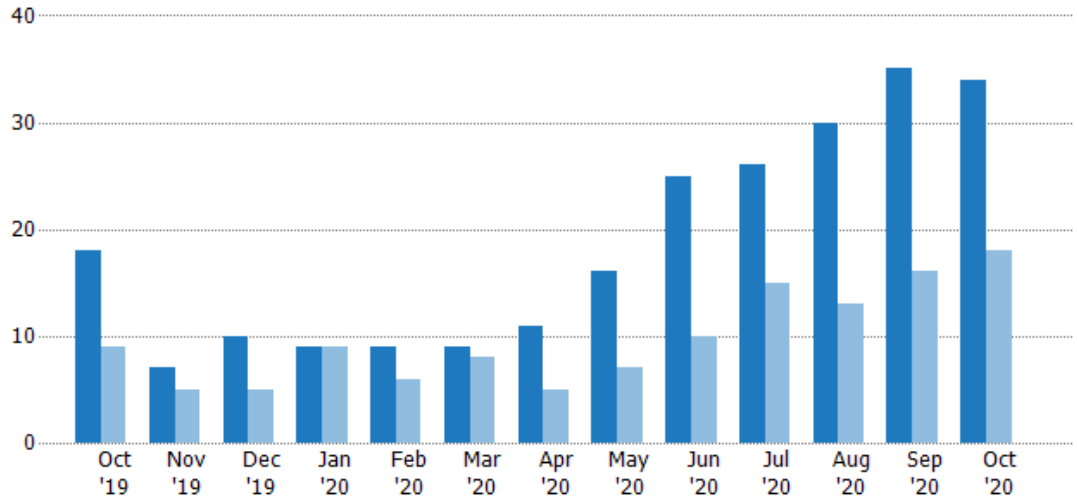
Pending Sales

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.
Oct '20	34	88.9%
Oct '19	18	100%
Oct '18	9	88.9%



Current Year	18	7	10	9	9	9	11	16	25	26	30	35	34
Prior Year	9	5	5	9	6	8	5	7	10	15	13	16	18
Percent Change from Prior Year	100%	40%	100%	0%	50%	13%	120%	129%	150%	73%	131%	119%	89%

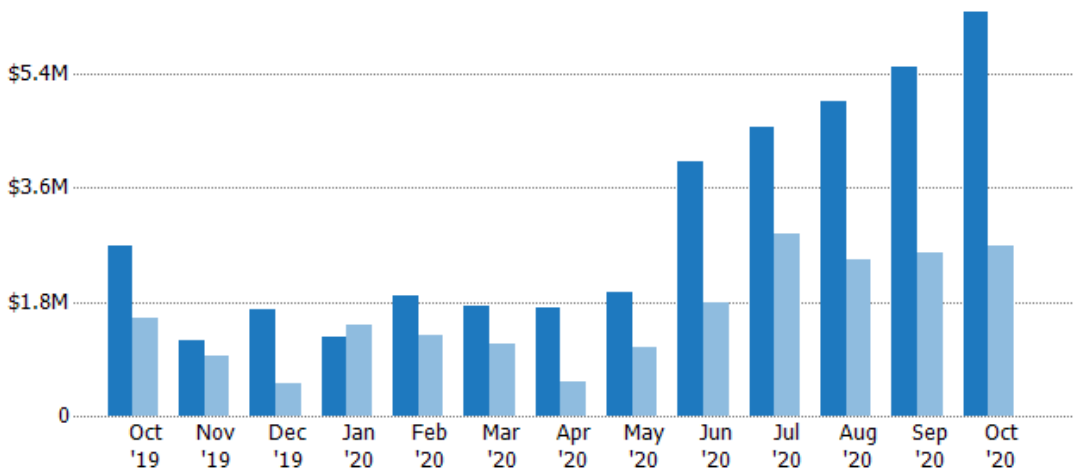
Pending Sales Volume

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.
Oct '20	\$6.38M	136.8%
Oct '19	\$2.7M	75.4%
Oct '18	\$1.54M	94.2%



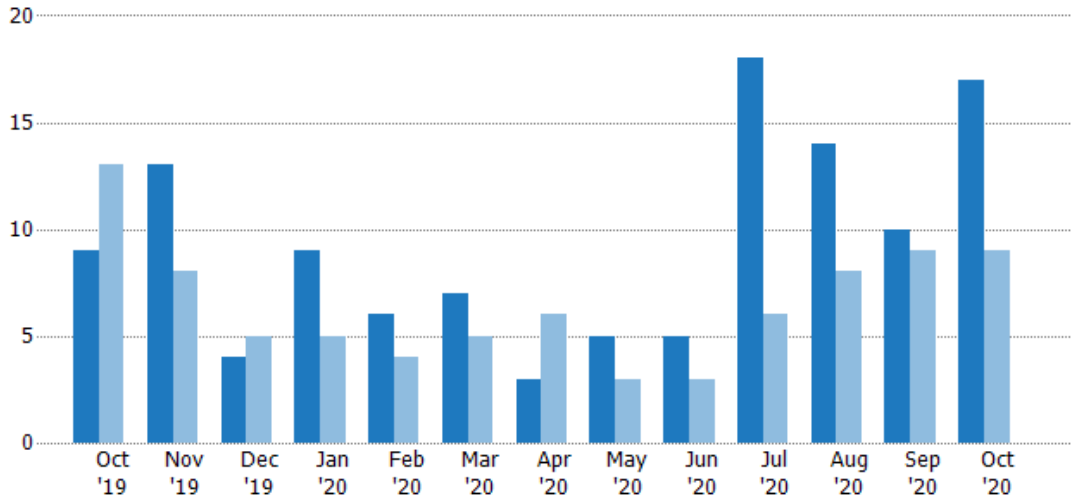
Current Year	\$2.7M	\$1.19M	\$1.69M	\$1.25M	\$1.89M	\$1.73M	\$1.71M	\$1.95M	\$4.02M	\$4.56M	\$4.97M	\$5.5M	\$6.38M
Prior Year	\$1.54M	\$956K	\$514K	\$1.42M	\$1.29M	\$1.12M	\$527K	\$1.09M	\$1.78M	\$2.88M	\$2.47M	\$2.56M	\$2.7M
Percent Change from Prior Year	75%	25%	229%	-12%	47%	54%	226%	79%	125%	58%	102%	115%	137%

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



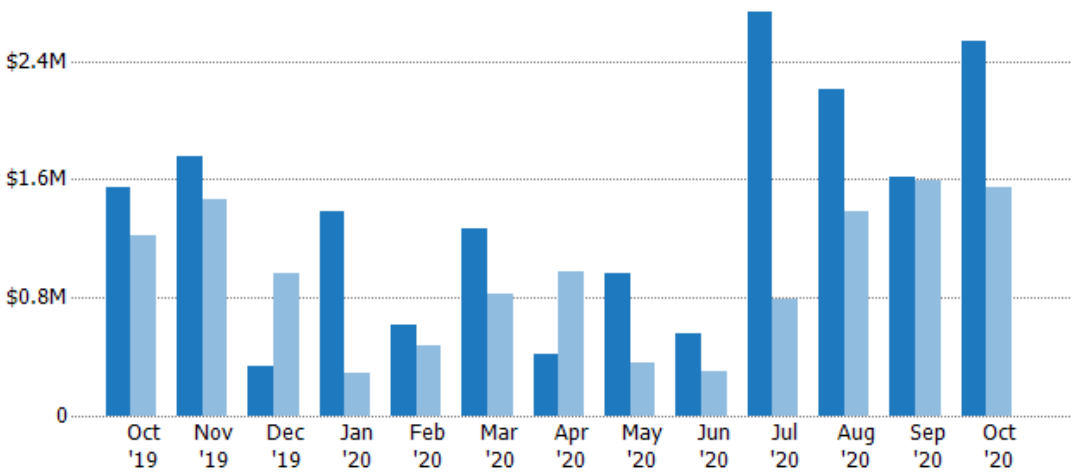
Month/Year	Current Year	Prior Year	Percent Change from Prior Year
Oct '20	9	13	-31%
Nov '20	13	8	63%
Dec '20	4	5	-20%
Jan '20	9	5	80%
Feb '20	6	4	50%
Mar '20	7	5	40%
Apr '20	3	6	-50%
May '20	5	3	67%
Jun '20	5	3	67%
Jul '20	18	6	200%
Aug '20	14	8	75%
Sep '20	10	9	11%
Oct '20	17	9	89%

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



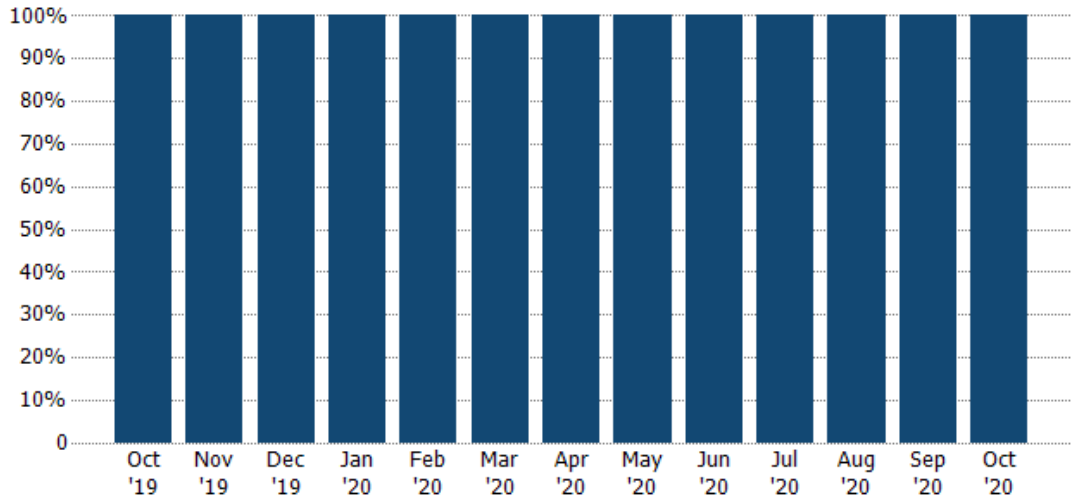
Month/Year	Current Year	Prior Year	Percent Change from Prior Year
Oct '20	\$2.53M	\$1.55M	63.7%
Nov '20	\$1.75M	\$1.46M	26.7%
Dec '20	\$335K	\$959K	-65%
Jan '20	\$1.38M	\$285K	386%
Feb '20	\$613K	\$475K	29%
Mar '20	\$1.26M	\$825K	53%
Apr '20	\$420K	\$971K	-57%
May '20	\$966K	\$354K	173%
Jun '20	\$555K	\$295K	88%
Jul '20	\$2.73M	\$795K	243%
Aug '20	\$2.21M	\$1.39M	60%
Sep '20	\$1.62M	\$1.59M	2%
Oct '20	\$2.53M	\$1.55M	64%

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

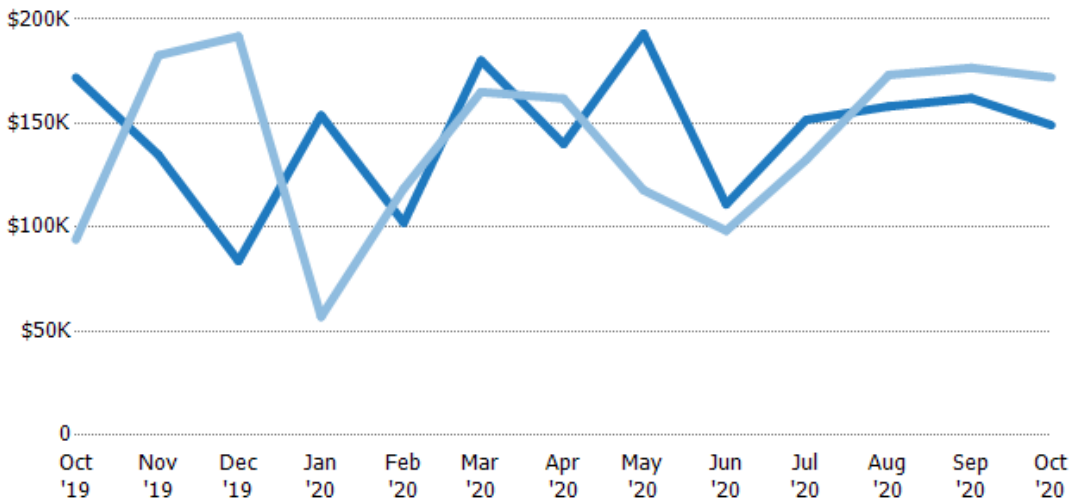
100% 100% 100% 100% 100% 100% 100% 100% 100% 100% 100% 100% 100%

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



Month/Year	Price	% Chg.
Oct '20	\$149K	-13.3%
Oct '19	\$172K	83%
Oct '18	\$94K	15.2%

Current Year	\$172K	\$135K	\$83.8K	\$154K	\$102K	\$180K	\$140K	\$193K	\$111K	\$152K	\$158K	\$162K	\$149K
Prior Year	\$94K	\$183K	\$192K	\$57K	\$119K	\$165K	\$162K	\$118K	\$98.3K	\$132K	\$173K	\$177K	\$172K
Percent Change from Prior Year	83%	-26%	-56%	170%	-14%	9%	-14%	64%	13%	14%	-9%	-8%	-13%

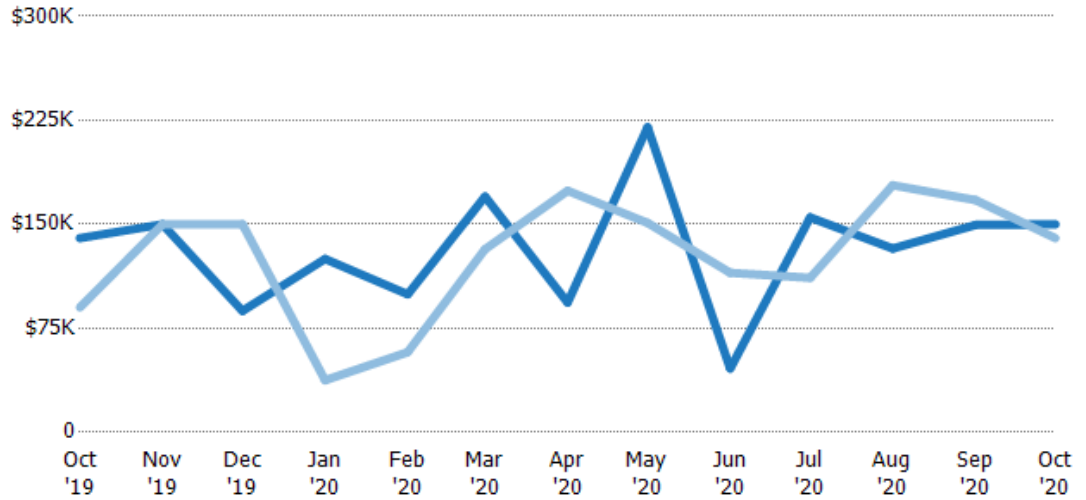
Median Sales Price

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.
Oct '20	\$150K	7.1%
Oct '19	\$140K	55.6%
Oct '18	\$90K	22.2%



Current Year	\$140K	\$150K	\$87.5K	\$125K	\$100K	\$170K	\$93.5K	\$220K	\$46K	\$155K	\$133K	\$150K	\$150K
Prior Year	\$90K	\$150K	\$150K	\$37.5K	\$57.8K	\$132K	\$174K	\$151K	\$115K	\$111K	\$178K	\$168K	\$140K
Percent Change from Prior Year	56%	0%	-42%	233%	72%	29%	-46%	46%	-60%	39%	-26%	-11%	7%

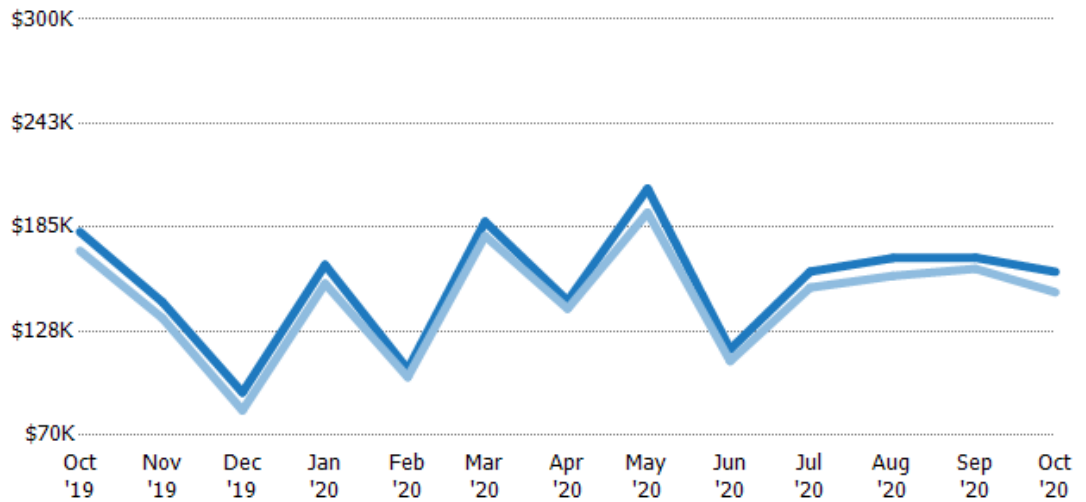
Average Sales Price vs Average Listing Price

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

Month/Year	Avg List Price	Avg Sales Price	Avg Sales Price as a % of Avg List Price
Oct '20	\$160K	\$149K	93%
Oct '19	\$182K	\$172K	94%
Oct '18	\$182K	\$172K	94%



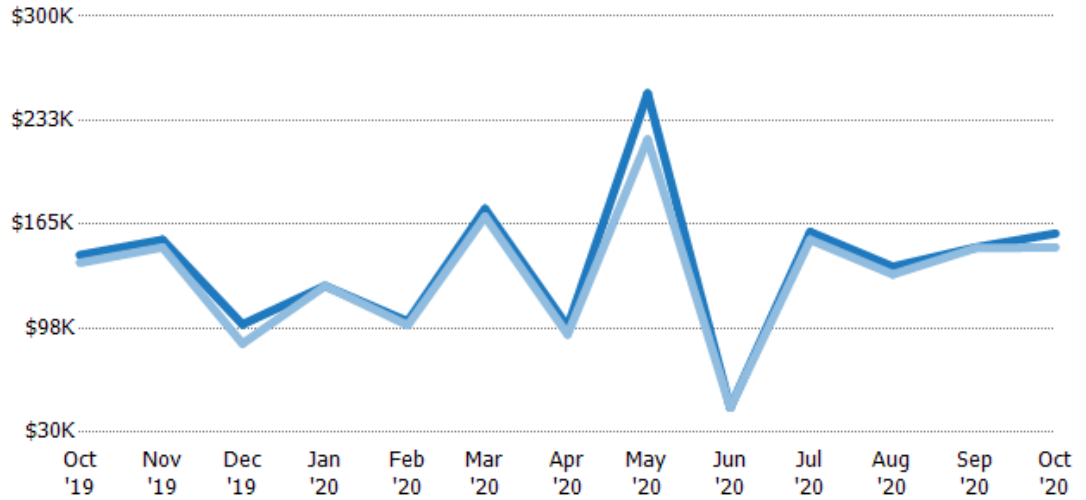
Avg List Price	\$182K	\$144K	\$93.6K	\$164K	\$106K	\$188K	\$144K	\$206K	\$118K	\$160K	\$168K	\$168K	\$160K
Avg Sales Price	\$172K	\$135K	\$83.8K	\$154K	\$102K	\$180K	\$140K	\$193K	\$111K	\$152K	\$158K	\$162K	\$149K
Avg Sales Price as a % of Avg List Price	94%	94%	89%	94%	96%	96%	97%	94%	94%	94%	94%	96%	93%

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



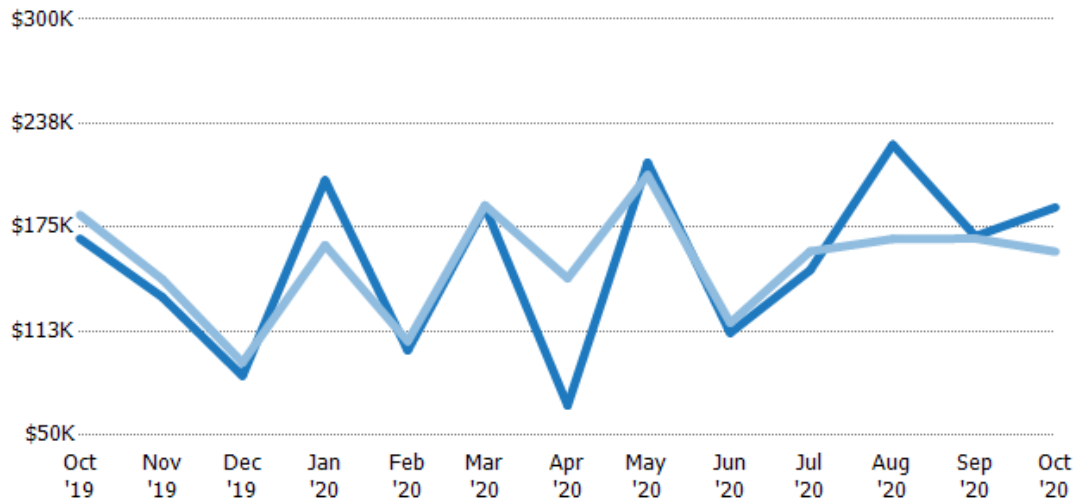
Median List Price	\$145K	\$155K	\$100K	\$125K	\$102K	\$175K	\$98.5K	\$250K	\$46K	\$160K	\$137K	\$150K	\$159K
Median Sales Price	\$140K	\$150K	\$87.5K	\$125K	\$100K	\$170K	\$93.5K	\$220K	\$46K	\$155K	\$133K	\$150K	\$150K
Med Sales Price as a % of Med List Price	97%	97%	88%	100%	98%	97%	95%	88%	100%	97%	96%	100%	94%

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



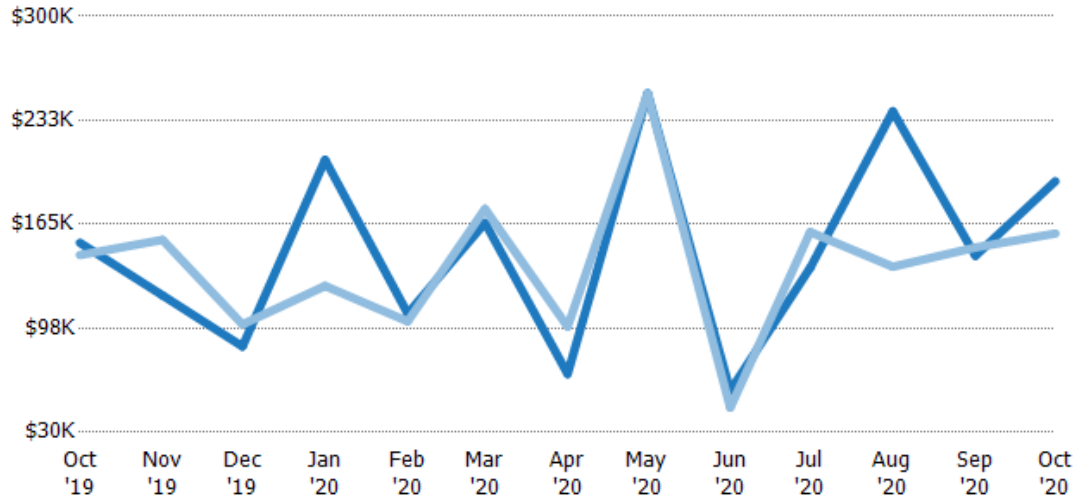
Avg Est Value	\$168K	\$133K	\$85.7K	\$203K	\$101K	\$187K	\$67.9K	\$214K	\$112K	\$149K	\$225K	\$170K	\$187K
Avg Sales Price	\$182K	\$144K	\$93.6K	\$164K	\$106K	\$188K	\$144K	\$206K	\$118K	\$160K	\$168K	\$168K	\$160K
Avg Sales Price as a % of Avg Est Value	108%	108%	109%	81%	105%	100%	213%	97%	105%	108%	75%	99%	86%

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



	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20
Median Est Value	\$153K	\$119K	\$85.7K	\$207K	\$107K	\$166K	\$67.9K	\$250K	\$57K	\$137K	\$238K	\$145K	\$193K
Median Sales Price	\$145K	\$155K	\$100K	\$125K	\$102K	\$175K	\$98.5K	\$250K	\$46K	\$160K	\$137K	\$150K	\$159K
Med Sales Price as a % of Med Est Value	95%	130%	117%	60%	95%	105%	145%	100%	81%	117%	58%	104%	82%