

## 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	Jan 2021	Jan 2020	+ / -	YTD 2021	YTD 2020	+ / -
<b>Listing Activity Charts Metrics</b>						
New Listing Count	9	1	+800%	137	137	+/-
New Listing Volume	\$1,389,799	\$227,500	+510.9%	\$28,480,905	\$22,749,040	+25.2%
Active Listing Count	20	72	-72.2%	N/A	N/A	
Active Listing Volume	\$4,362,000	\$12,768,890	-65.8%	N/A	N/A	
Average Listing Price	\$218,100	\$177,346	+23%	\$193,666	\$171,932	+12.6%
Median Listing Price	\$149,500	\$135,700	+10.2%	\$141,021	\$138,435	+1.9%
Median Days in RPR	102	196.5	-48.1%	128.65	157.65	-18.4%
Months of Inventory	1.4	18	-92.1%	2.2	12	-81.5%
Absorption Rate	70%	5.56%	+64.4%	45%	8.33%	+36.7%
<b>Sales Activity Charts Metrics</b>						
New Pending Sales Count	10	8	+25%	185	111	+66.7%
New Pending Sales Volume	\$2,061,299	\$1,037,800	+98.6%	\$31,853,505	\$16,784,800	+89.8%
Pending Sales Count	21	9	+133.3%	N/A	N/A	
Pending Sales Volume	\$4,633,099	\$1,251,600	+270.2%	N/A	N/A	
Closed Sales Count	14	9	+55.6%	137	88	+55.7%
Closed Sales Volume	\$2,791,900	\$1,384,500	+101.7%	\$22,158,752	\$12,522,409	+77%
Average Sales Price	\$199,421	\$153,833	+29.6%	\$161,743	\$142,300	+13.7%
Median Sales Price	\$152,500	\$125,000	+22%	\$137,917	\$133,911	+3%

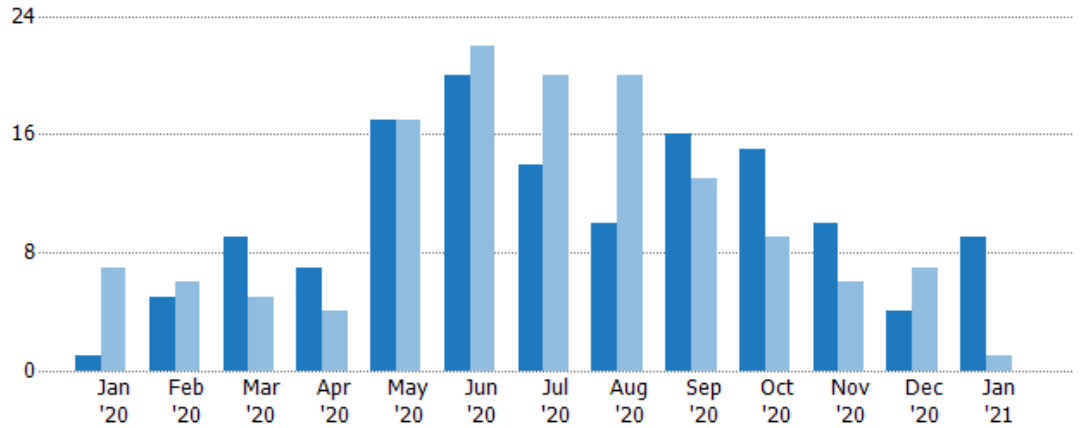
## New Listings

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.
Jan '21	9	800%
Jan '20	1	-85.7%
Jan '19	7	42.9%



Current Year	1	5	9	7	17	20	14	10	16	15	10	4	9
Prior Year	7	6	5	4	17	22	20	20	13	9	6	7	1
Percent Change from Prior Year	-86%	-17%	80%	75%	0%	-9%	-30%	-50%	23%	67%	67%	-43%	800%

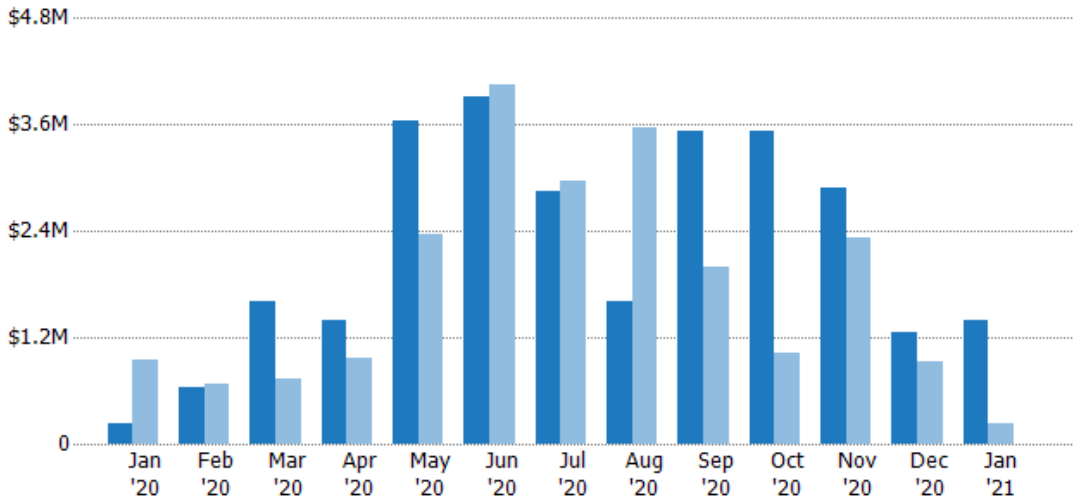
## New Listing Volume

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.
Jan '21	\$1.39M	510.9%
Jan '20	\$228K	-76.2%
Jan '19	\$957K	95.2%



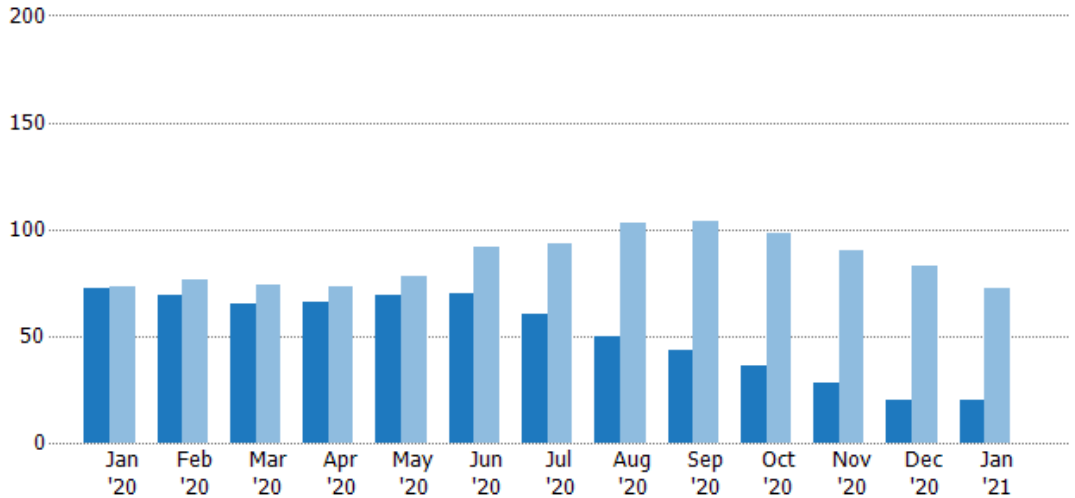
Current Year	\$228K	\$646K	\$1.6M	\$1.39M	\$3.65M	\$3.92M	\$2.85M	\$1.6M	\$3.53M	\$3.54M	\$2.88M	\$1.26M	\$1.39M
Prior Year	\$957K	\$666K	\$731K	\$957K	\$2.35M	\$4.05M	\$2.96M	\$3.56M	\$1.99M	\$1.03M	\$2.33M	\$934K	\$228K
Percent Change from Prior Year	-76%	-3%	119%	45%	55%	-3%	-4%	-55%	78%	242%	23%	35%	511%

## 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



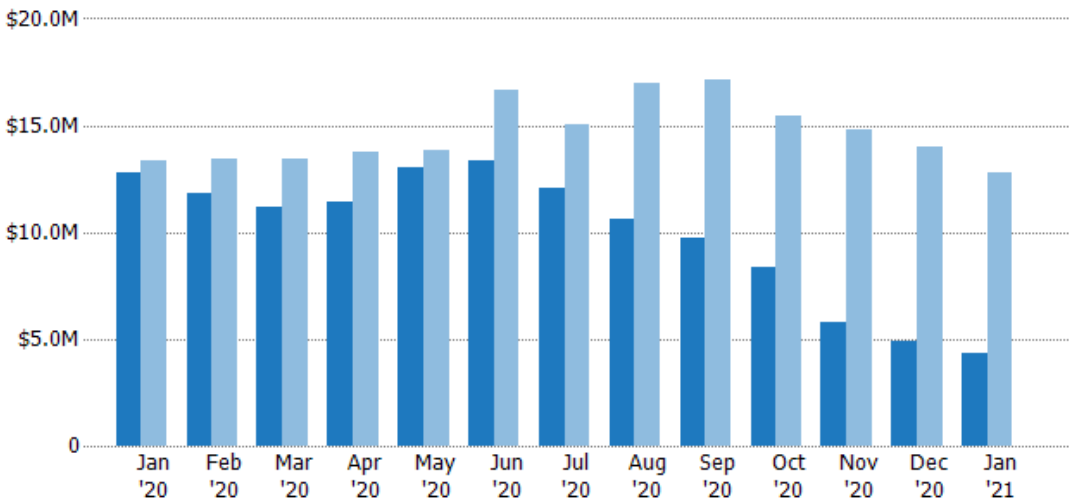
	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21
Current Year	72	69	65	66	69	70	60	50	43	36	28	20	20
Prior Year	73	76	74	73	78	92	93	103	104	98	90	83	72
Percent Change from Prior Year	-1%	-9%	-12%	-10%	-12%	-24%	-35%	-51%	-59%	-63%	-60%	-76%	-72%

## 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



	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21
Current Year	\$12.8M	\$11.8M	\$11.2M	\$11.5M	\$13M	\$13.3M	\$12.1M	\$10.6M	\$9.74M	\$8.36M	\$5.79M	\$4.9M	\$4.36M
Prior Year	\$13.4M	\$13.5M	\$13.5M	\$13.7M	\$13.9M	\$16.7M	\$15M	\$16.9M	\$17.2M	\$15.4M	\$14.8M	\$14M	\$12.8M
Percent Change from Prior Year	-5%	-12%	-17%	-16%	-6%	-20%	-20%	-38%	-43%	-46%	-61%	-65%	-66%

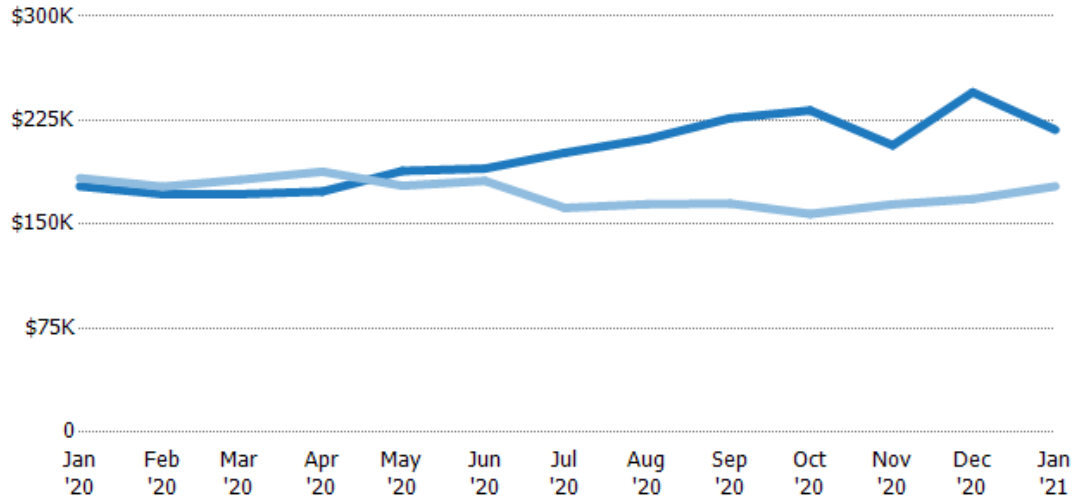
## Average Listing Price

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.
Jan '21	\$218K	23%
Jan '20	\$177K	-3.2%
Jan '19	\$183K	-2.3%



Current Year	\$177K	\$172K	\$172K	\$174K	\$188K	\$190K	\$202K	\$211K	\$226K	\$232K	\$207K	\$245K	\$218K
Prior Year	\$183K	\$177K	\$182K	\$188K	\$178K	\$181K	\$162K	\$164K	\$165K	\$157K	\$164K	\$168K	\$177K
Percent Change from Prior Year	-3%	-3%	-6%	-8%	6%	5%	25%	29%	37%	47%	26%	46%	23%

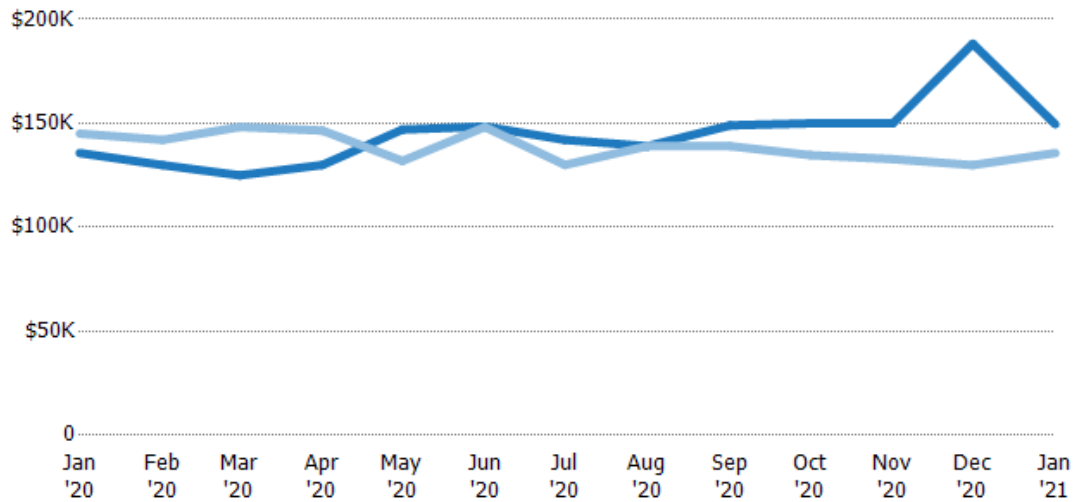
## Median Listing Price

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.
Jan '21	\$150K	10.2%
Jan '20	\$136K	-6.4%
Jan '19	\$145K	2.4%



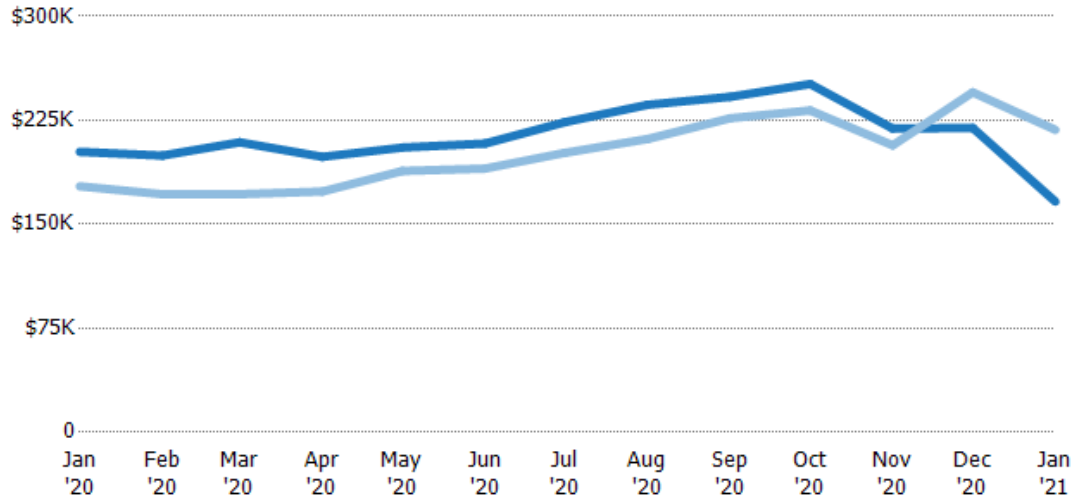
Current Year	\$136K	\$130K	\$125K	\$130K	\$147K	\$148K	\$142K	\$139K	\$149K	\$150K	\$150K	\$188K	\$150K
Prior Year	\$145K	\$142K	\$148K	\$147K	\$132K	\$148K	\$130K	\$139K	\$139K	\$135K	\$133K	\$130K	\$136K
Percent Change from Prior Year	-6%	-9%	-16%	-11%	11%	0%	9%	0%	7%	11%	13%	45%	10%

## 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



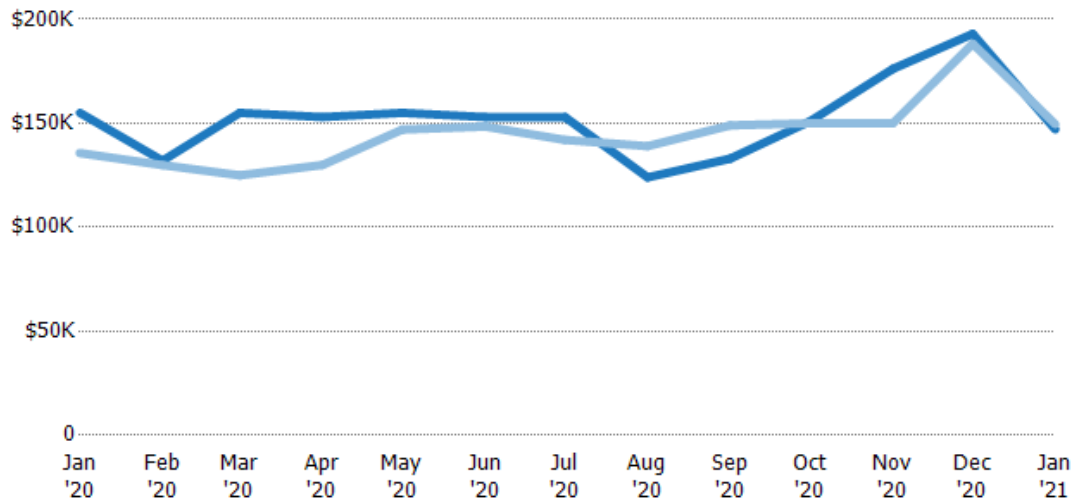
	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21
Avg Est Value	\$202K	\$200K	\$209K	\$199K	\$205K	\$208K	\$224K	\$236K	\$242K	\$251K	\$219K	\$220K	\$166K
Avg Listing Price	\$177K	\$172K	\$172K	\$174K	\$188K	\$190K	\$202K	\$211K	\$226K	\$232K	\$207K	\$245K	\$218K
Avg Listing Price as a % of Avg Est Value	88%	86%	82%	87%	92%	91%	90%	90%	94%	92%	94%	112%	131%

## 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



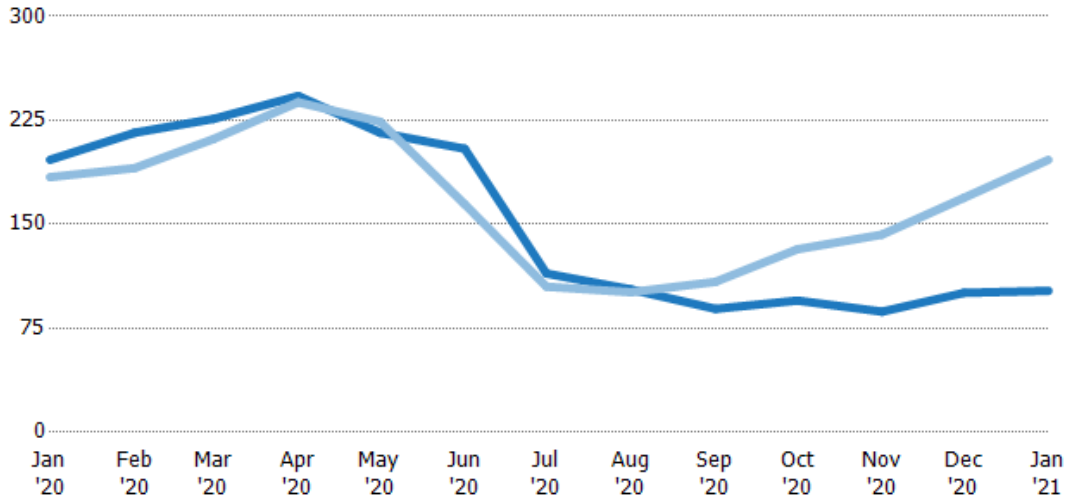
	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21
Median Est Value	\$155K	\$132K	\$155K	\$153K	\$155K	\$153K	\$153K	\$124K	\$133K	\$151K	\$176K	\$193K	\$147K
Median Listing Price	\$136K	\$130K	\$125K	\$130K	\$147K	\$148K	\$142K	\$139K	\$149K	\$150K	\$150K	\$188K	\$150K
Med Listing Price as a % of Med Est Value	88%	98%	81%	85%	95%	97%	93%	112%	112%	99%	85%	98%	102%

## 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



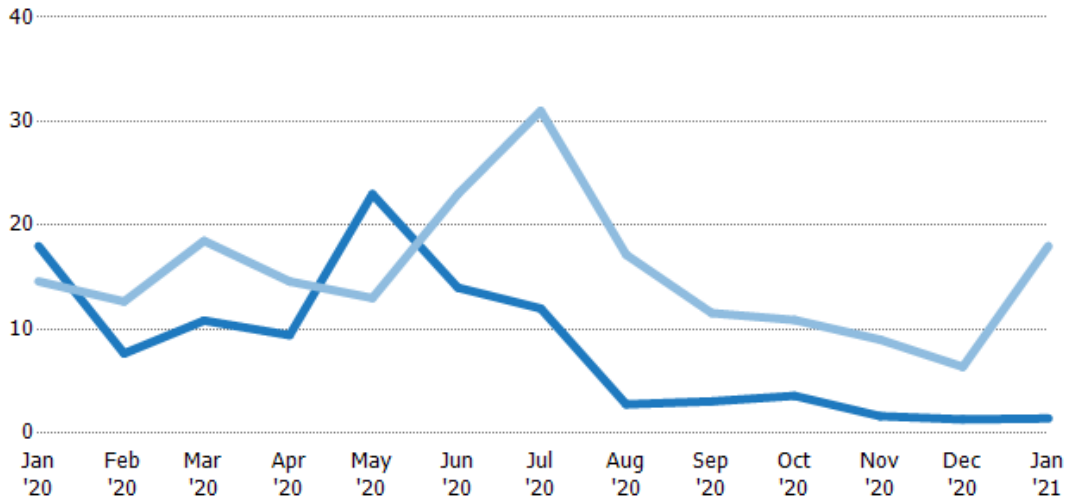
	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21
Current Year	197	216	226	243	216	205	115	103	89	95	87	101	102
Prior Year	184	191	212	238	224	165	105	101	109	132	143	169	197
Percent Change from Prior Year	7%	13%	7%	2%	-4%	24%	9%	2%	-18%	-28%	-39%	-41%	-48%

## 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



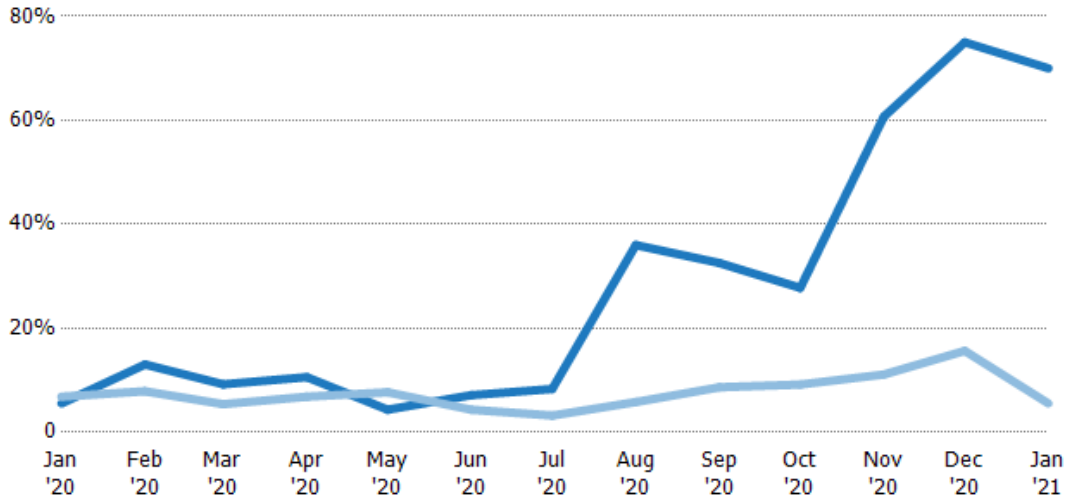
	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21
Current Year	18	7.67	10.8	9.43	23	14	12	2.78	3.07	3.6	1.65	1.33	1.43
Prior Year	14.6	12.7	18.5	14.6	13	23	31	17.2	11.6	10.9	9	6.38	18
Percent Change from Prior Year	23%	-39%	-41%	-35%	77%	-39%	-61%	-84%	-73%	-67%	-82%	-79%	-92%

## 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



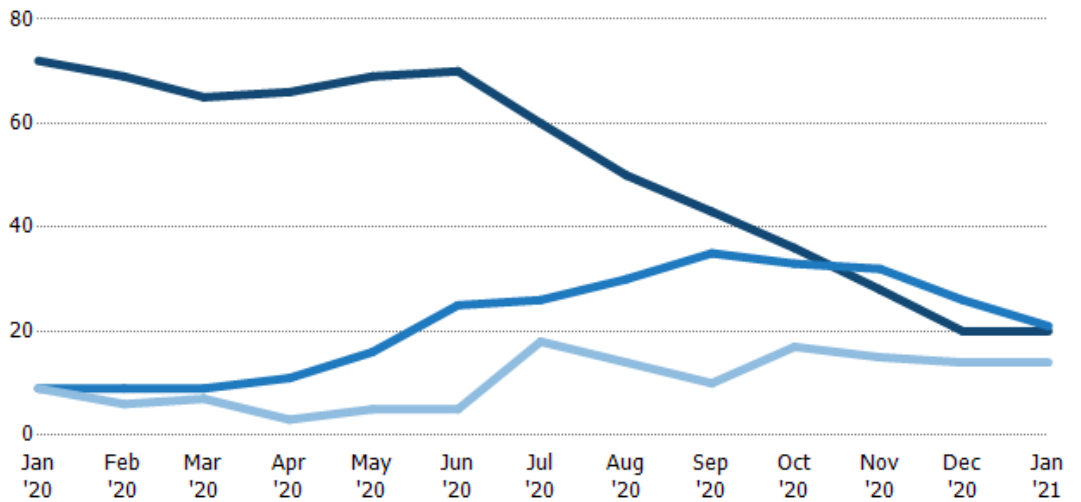
	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21
Current Year	6%	13%	9%	11%	4%	7%	8%	36%	33%	28%	61%	75%	70%
Prior Year	7%	8%	5%	7%	8%	4%	3%	6%	9%	9%	11%	16%	6%
Change from Prior Year	1%	-5%	-4%	-4%	3%	-3%	-5%	-30%	-24%	-19%	-50%	-59%	-64%

## 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



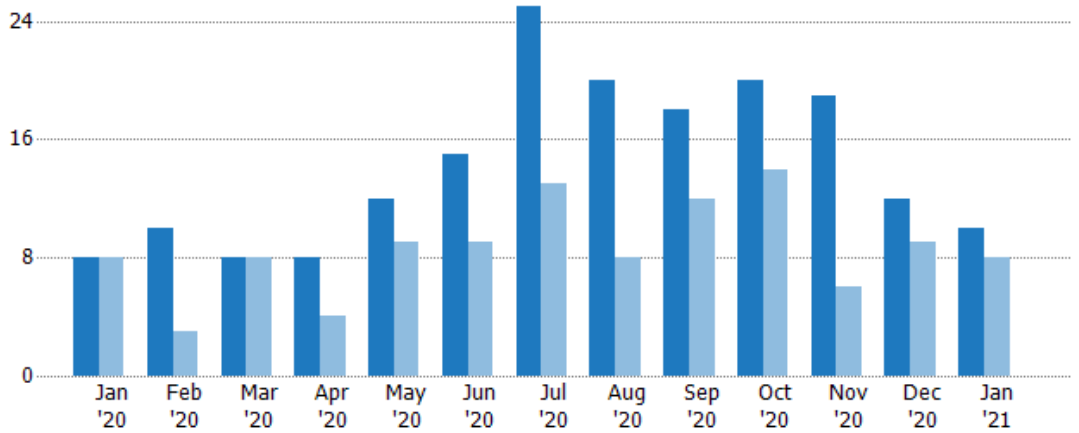
	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21
Active	72	69	65	66	69	70	60	50	43	36	28	20	20
Pending	9	9	9	11	16	25	26	30	35	33	32	26	21
Sold	9	6	7	3	5	5	18	14	10	17	15	14	14

## 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



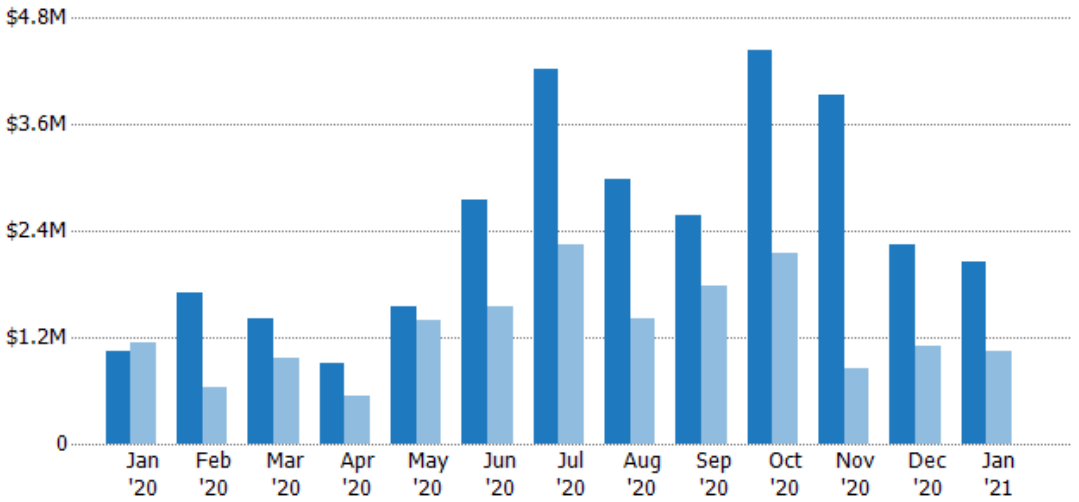
	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21
Current Year	8	10	8	8	12	15	25	20	18	20	19	12	10
Prior Year	8	3	8	4	9	9	13	8	12	14	6	9	8
Percent Change from Prior Year	0%	233%	0%	100%	33%	67%	92%	150%	50%	43%	217%	33%	25%

## 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



	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21
Current Year	\$1.04M	\$1.71M	\$1.42M	\$909K	\$1.55M	\$2.75M	\$4.23M	\$2.98M	\$2.58M	\$4.44M	\$3.93M	\$2.25M	\$2.06M
Prior Year	\$1.13M	\$639K	\$964K	\$535K	\$1.4M	\$1.55M	\$2.24M	\$1.4M	\$1.78M	\$2.15M	\$859K	\$1.09M	\$1.04M
Percent Change from Prior Year	-8%	168%	47%	70%	11%	78%	89%	113%	45%	106%	357%	106%	99%



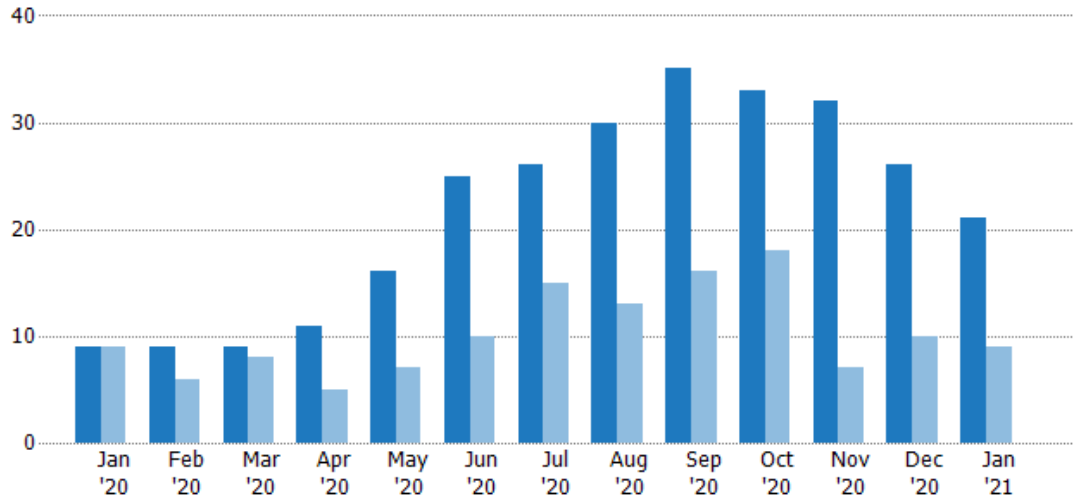
## Pending Sales

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.
Jan '21	21	133.3%
Jan '20	9	0%
Jan '19	9	33.3%



Current Year	9	9	9	11	16	25	26	30	35	33	32	26	21
Prior Year	9	6	8	5	7	10	15	13	16	18	7	10	9
Percent Change from Prior Year	0%	50%	13%	120%	129%	150%	73%	131%	119%	83%	357%	160%	133%

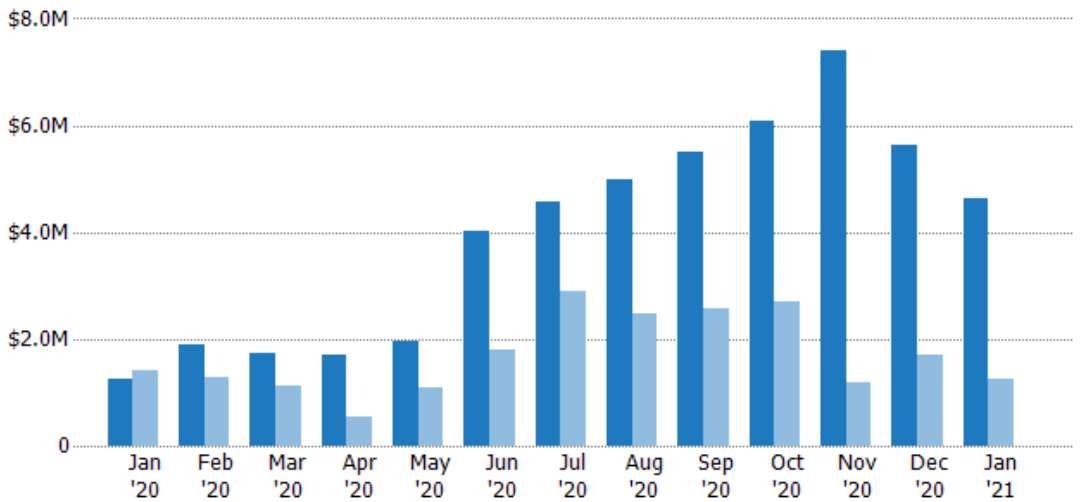
## Pending Sales Volume

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.
Jan '21	\$4.63M	270.2%
Jan '20	\$1.25M	-12.1%
Jan '19	\$1.42M	45%



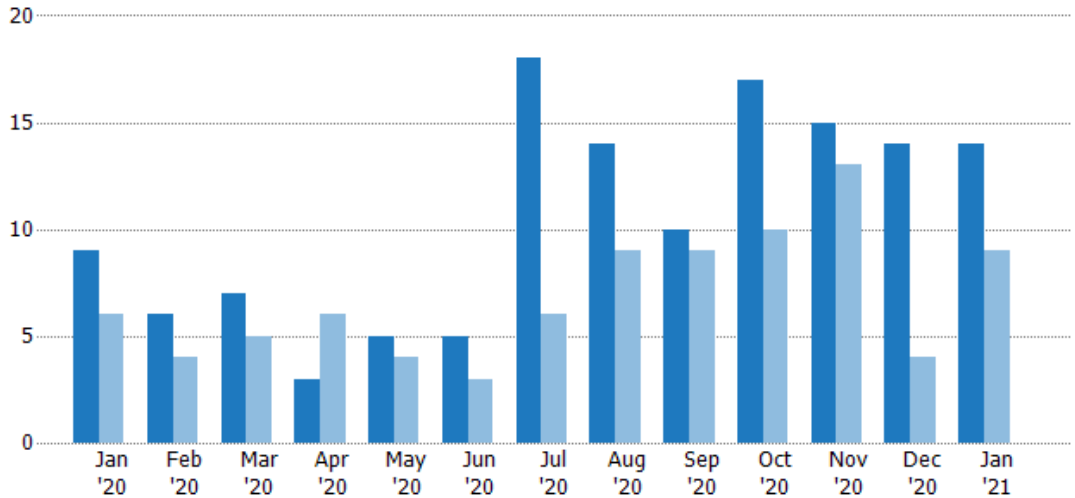
Current Year	\$1.25M	\$1.89M	\$1.73M	\$1.71M	\$1.95M	\$4.02M	\$4.56M	\$4.97M	\$5.5M	\$6.09M	\$7.42M	\$5.62M	\$4.63M
Prior Year	\$1.42M	\$1.29M	\$1.12M	\$527K	\$1.09M	\$1.78M	\$2.88M	\$2.47M	\$2.56M	\$2.7M	\$1.19M	\$1.69M	\$1.25M
Percent Change from Prior Year	-12%	47%	54%	226%	79%	125%	58%	102%	115%	126%	521%	232%	270%

## 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



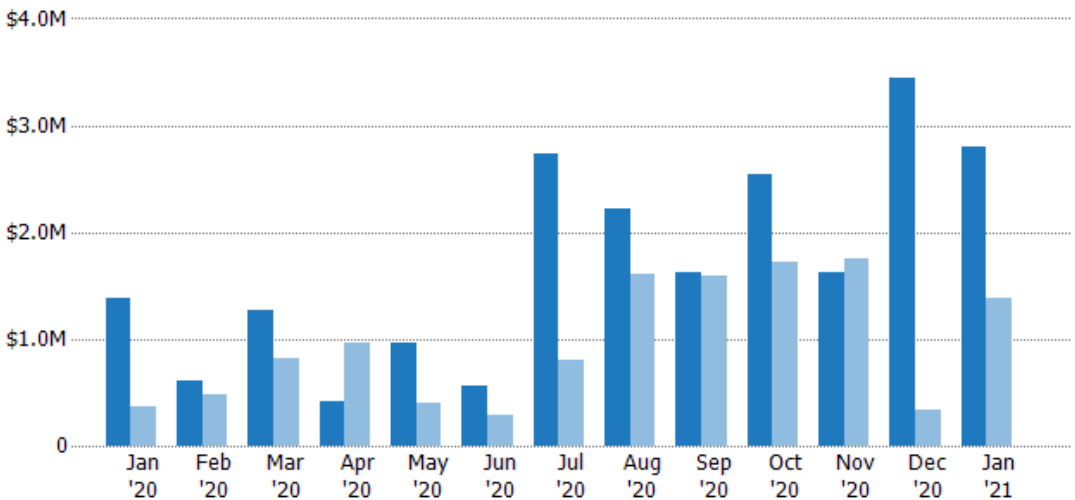
	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21
Current Year	9	6	7	3	5	5	18	14	10	17	15	14	14
Prior Year	6	4	5	6	4	3	6	9	9	10	13	4	9
Percent Change from Prior Year	50%	50%	40%	-50%	25%	67%	200%	56%	11%	70%	15%	250%	56%

## 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



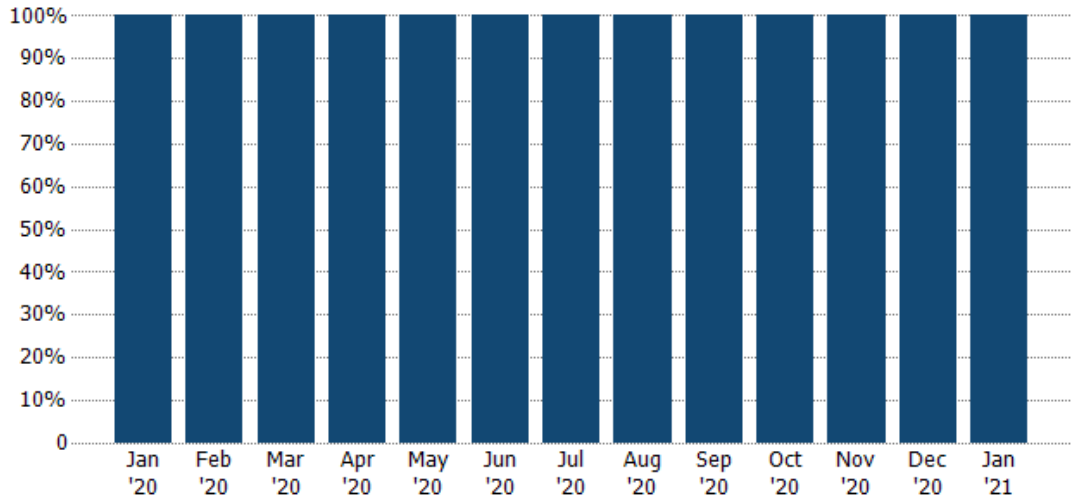
	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21
Current Year	\$1.38M	\$613K	\$1.26M	\$420K	\$966K	\$555K	\$2.73M	\$2.21M	\$1.62M	\$2.53M	\$1.62M	\$3.45M	\$2.79M
Prior Year	\$370K	\$475K	\$825K	\$971K	\$399K	\$295K	\$795K	\$1.6M	\$1.59M	\$1.73M	\$1.75M	\$335K	\$1.38M
Percent Change from Prior Year	274%	29%	53%	-57%	142%	88%	243%	38%	2%	47%	-7%	930%	102%

## 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

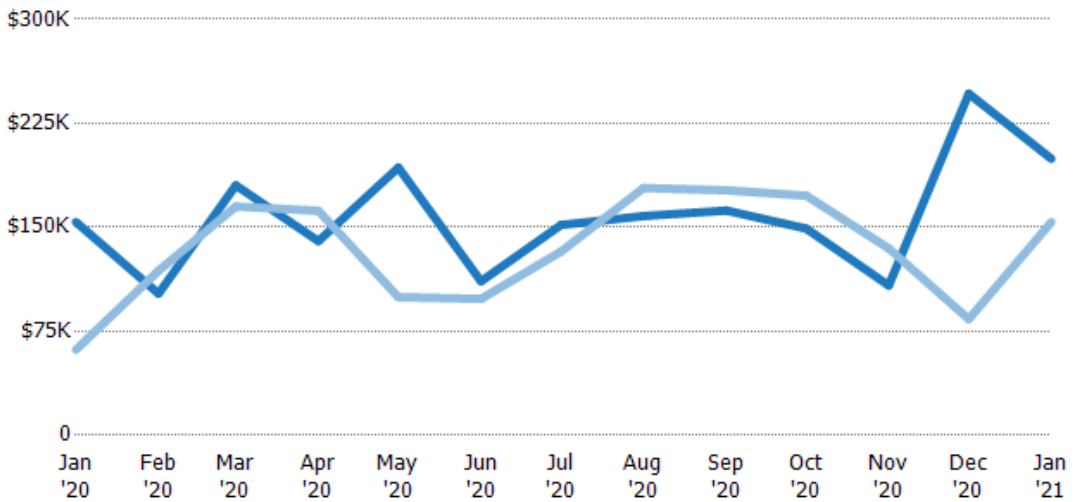
100% 100% 100% 100% 100% 100% 100% 100% 100% 100% 100% 100% 100%

## 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

\$154K \$102K \$180K \$140K \$193K \$111K \$152K \$158K \$162K \$149K \$108K \$246K \$199K  
 \$61.7K \$119K \$165K \$162K \$100K \$98.3K \$132K \$178K \$177K \$173K \$135K \$83.8K \$154K  
 150% -14% 9% -14% 94% 13% 14% -11% -8% -14% -20% 194% 30%

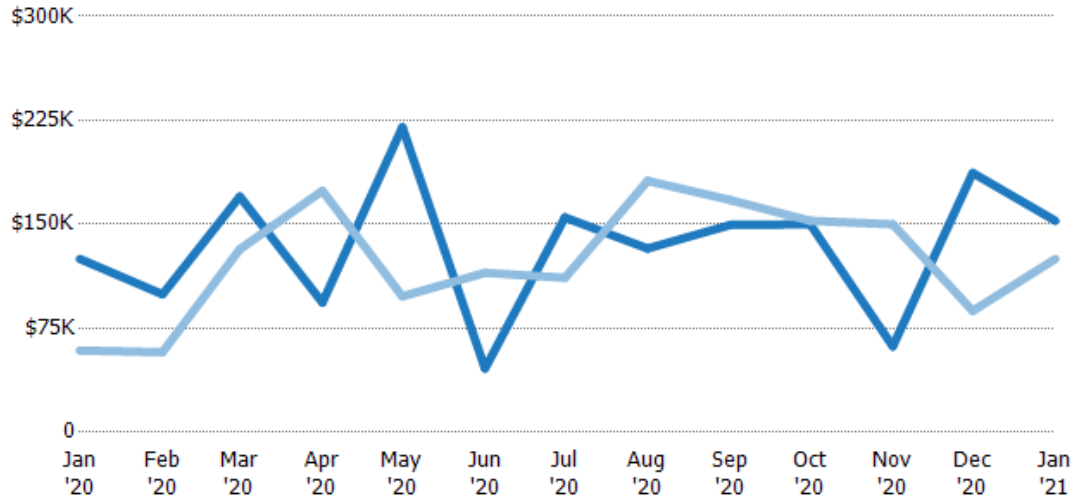
## Median Sales Price

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.
Jan '21	\$153K	22%
Jan '20	\$125K	112%
Jan '19	\$59K	86.6%



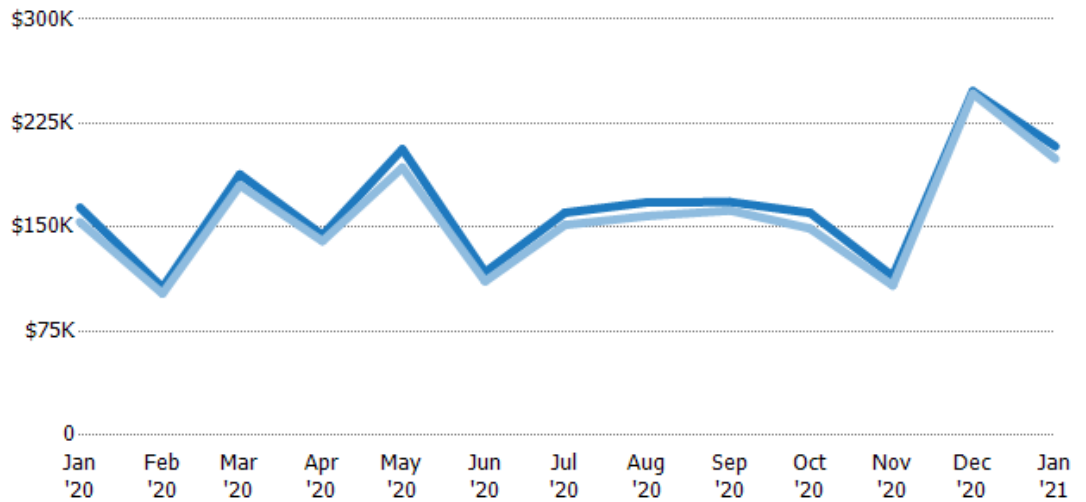
Current Year	\$125K	\$100K	\$170K	\$93.5K	\$220K	\$46K	\$155K	\$133K	\$150K	\$150K	\$62K	\$187K	\$153K
Prior Year	\$59K	\$57.8K	\$132K	\$174K	\$98K	\$115K	\$111K	\$181K	\$168K	\$153K	\$150K	\$87.5K	\$125K
Percent Change from Prior Year	112%	72%	29%	-46%	124%	-60%	39%	-27%	-11%	-2%	-59%	114%	22%

## 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



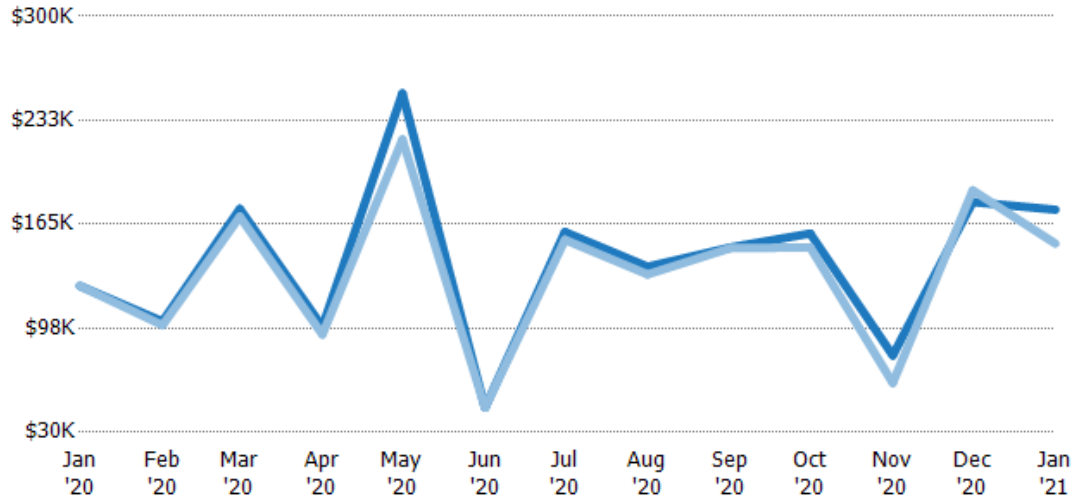
Avg List Price	\$164K	\$106K	\$188K	\$144K	\$206K	\$118K	\$160K	\$168K	\$168K	\$160K	\$115K	\$248K	\$208K
Avg Sales Price	\$154K	\$102K	\$180K	\$140K	\$193K	\$111K	\$152K	\$158K	\$162K	\$149K	\$108K	\$246K	\$199K
Avg Sales Price as a % of Avg List Price	94%	96%	96%	97%	94%	94%	94%	94%	96%	93%	94%	99%	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



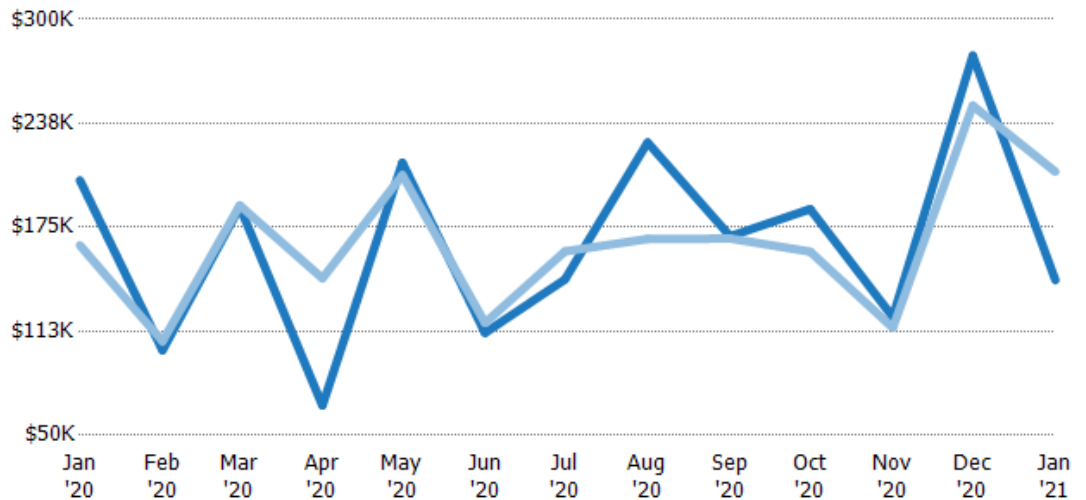
	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21
Median List Price	\$125K	\$102K	\$175K	\$98.5K	\$250K	\$46K	\$160K	\$137K	\$150K	\$159K	\$79.9K	\$179K	\$174K
Median Sales Price	\$125K	\$100K	\$170K	\$93.5K	\$220K	\$46K	\$155K	\$133K	\$150K	\$150K	\$62K	\$187K	\$153K
Med Sales Price as a % of Med List Price	100%	98%	97%	95%	88%	100%	97%	96%	100%	94%	78%	104%	87%

## 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



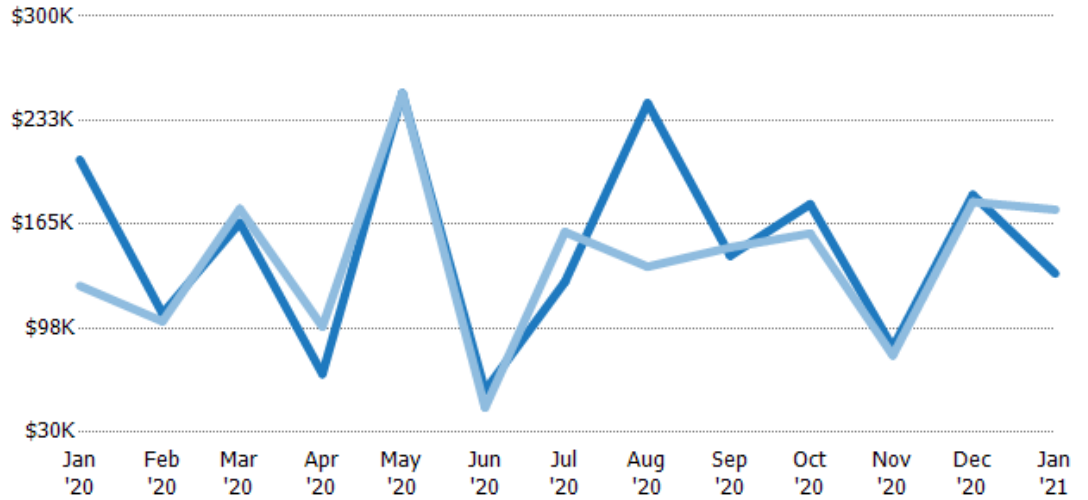
	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21
Avg Est Value	\$203K	\$101K	\$187K	\$67.9K	\$214K	\$112K	\$144K	\$226K	\$170K	\$186K	\$121K	\$278K	\$143K
Avg Sales Price	\$164K	\$106K	\$188K	\$144K	\$206K	\$118K	\$160K	\$168K	\$168K	\$160K	\$115K	\$248K	\$208K
Avg Sales Price as a % of Avg Est Value	81%	105%	100%	213%	97%	105%	112%	74%	99%	86%	95%	89%	145%

## 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



	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21
Median Est Value	\$207K	\$107K	\$166K	\$67.9K	\$250K	\$57K	\$128K	\$244K	\$145K	\$178K	\$85K	\$184K	\$133K
Median Sales Price	\$125K	\$102K	\$175K	\$98.5K	\$250K	\$46K	\$160K	\$137K	\$150K	\$159K	\$79.9K	\$179K	\$174K
Med Sales Price as a % of Med Est Value	60%	95%	105%	145%	100%	81%	125%	56%	104%	89%	94%	97%	131%