

## Summary of Key Listing and Sales Metrics

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

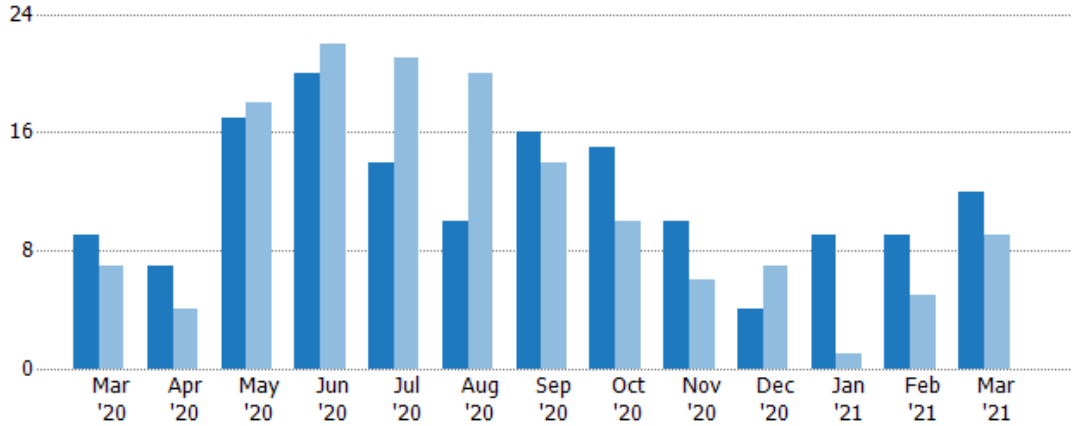
Key Metrics	Mar 2021	Mar 2020	+ / -	YTD 2021	YTD 2020	+ / -
<b>Listing Activity Charts Metrics</b>						
New Listing Count	12	9	+33.3%	30	15	+100%
New Listing Volume	\$2,835,600	\$1,598,600	+77.4%	\$7,047,899	\$2,472,000	+185.1%
Active Listing Count	27	68	-60.3%	N/A	N/A	
Active Listing Volume	\$6,718,900	\$11,356,290	-40.8%	N/A	N/A	
Average Listing Price	\$248,848	\$167,004	+49%	\$247,888	\$169,383	+46.3%
Median Listing Price	\$199,000	\$119,950	+65.9%	\$196,446	\$126,080	+55.8%
Median Days in RPR	62	228.5	-72.9%	102.5	209.14	-51%
Months of Inventory	2.7	11.3	-76.2%	3.4	14.2	-76.3%
Absorption Rate	37.04%	8.82%	+28.2%	29.73%	7.04%	+22.7%
<b>Sales Activity Charts Metrics</b>						
New Pending Sales Count	10	7	+42.9%	28	25	+12%
New Pending Sales Volume	\$2,032,100	\$1,152,200	+76.4%	\$5,566,899	\$3,899,800	+42.7%
Pending Sales Count	16	8	+100%	N/A	N/A	
Pending Sales Volume	\$3,933,900	\$1,464,600	+168.6%	N/A	N/A	
Closed Sales Count	8	7	+14.3%	31	22	+40.9%
Closed Sales Volume	\$1,545,750	\$1,261,500	+22.5%	\$5,962,650	\$3,258,900	+83%
Average Sales Price	\$193,219	\$180,214	+7.2%	\$192,344	\$148,132	+29.8%
Median Sales Price	\$152,000	\$170,000	-10.6%	\$149,145	\$132,364	+12.7%

## 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



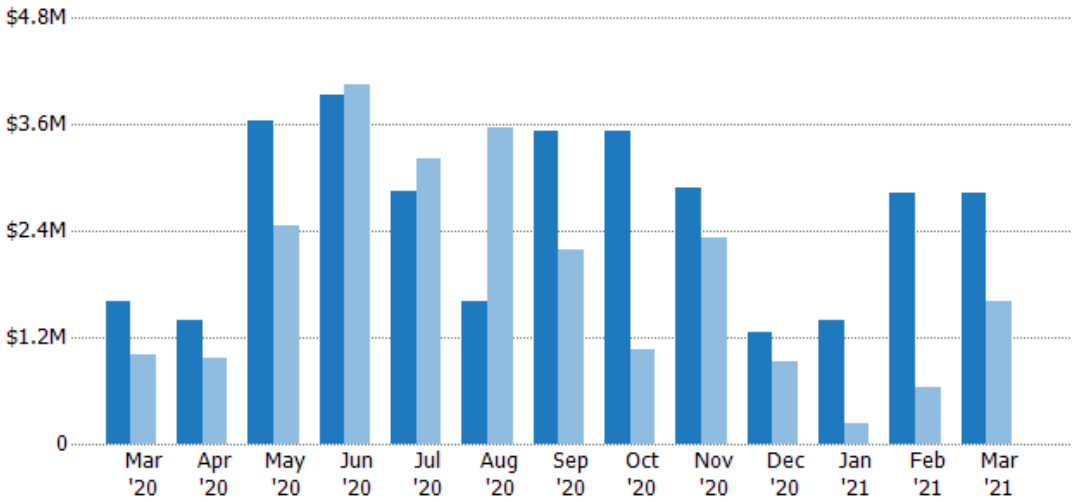
	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21
Current Year	9	7	17	20	14	10	16	15	10	4	9	9	12
Prior Year	7	4	18	22	21	20	14	10	6	7	1	5	9
Percent Change from Prior Year	29%	75%	-6%	-9%	-33%	-50%	14%	50%	67%	-43%	800%	80%	33%

## 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



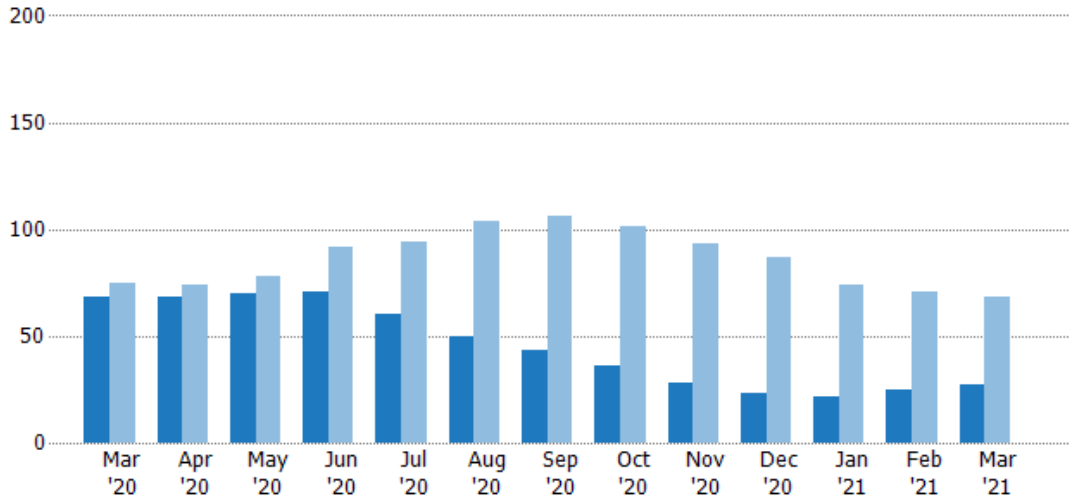
	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21
Current Year	\$1.6M	\$1.39M	\$3.65M	\$3.93M	\$2.85M	\$1.6M	\$3.53M	\$3.54M	\$2.88M	\$1.26M	\$1.39M	\$2.82M	\$2.84M
Prior Year	\$1.01M	\$957K	\$2.45M	\$4.05M	\$3.21M	\$3.56M	\$2.18M	\$1.07M	\$2.33M	\$934K	\$228K	\$646K	\$1.6M
Percent Change from Prior Year	58%	45%	49%	-3%	-11%	-55%	62%	230%	23%	35%	511%	337%	77%

## 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



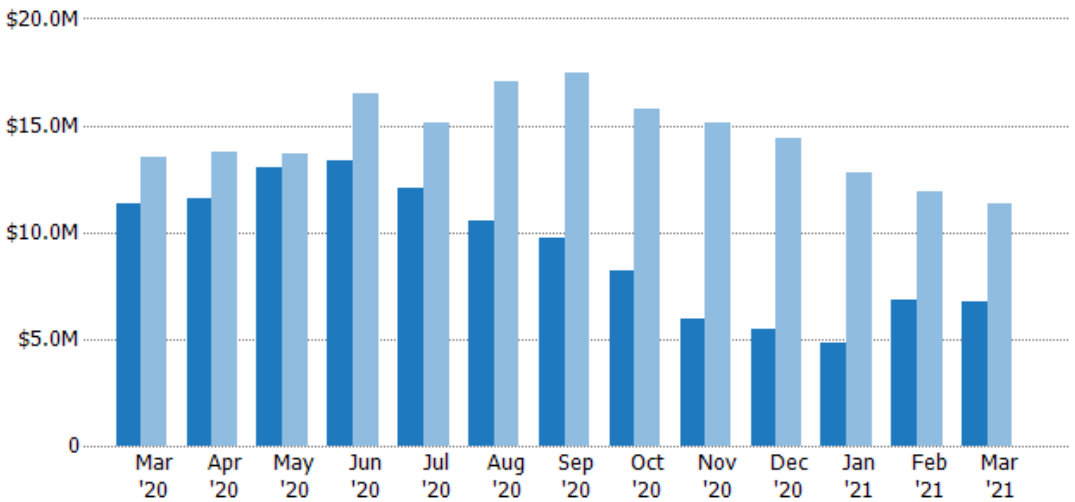
	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21
Current Year	68	68	70	71	60	50	43	36	28	23	22	25	27
Prior Year	75	74	78	92	94	104	106	101	93	87	74	71	68
Percent Change from Prior Year	-9%	-8%	-10%	-23%	-36%	-52%	-59%	-64%	-70%	-74%	-70%	-65%	-60%

## 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



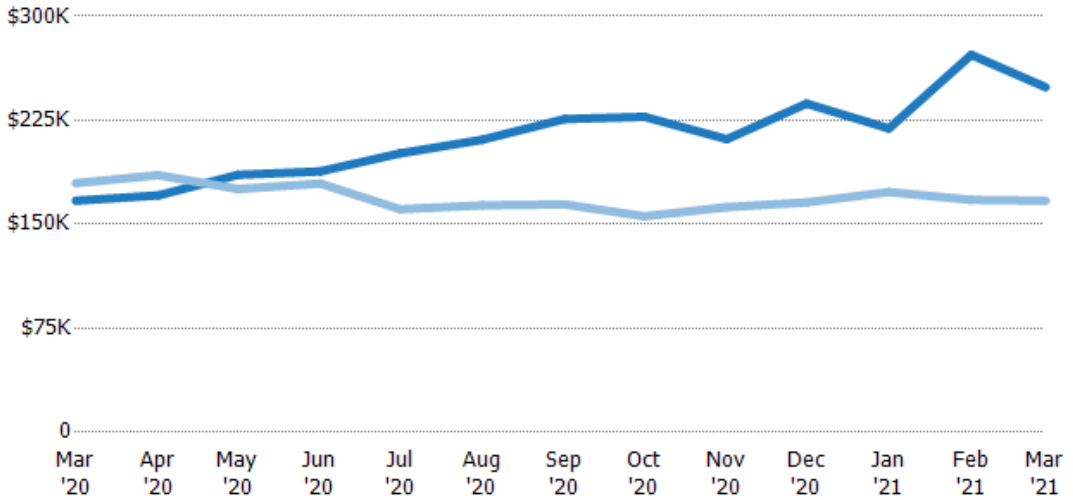
	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21
Current Year	\$11.4M	\$11.6M	\$13M	\$13.4M	\$12.1M	\$10.6M	\$9.71M	\$8.19M	\$5.92M	\$5.45M	\$4.82M	\$6.8M	\$6.72M
Prior Year	\$13.5M	\$13.7M	\$13.7M	\$16.5M	\$15.1M	\$17M	\$17.4M	\$15.7M	\$15.1M	\$14.4M	\$12.8M	\$11.9M	\$11.4M
Percent Change from Prior Year	-16%	-15%	-5%	-19%	-20%	-38%	-44%	-48%	-61%	-62%	-62%	-43%	-41%

## 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



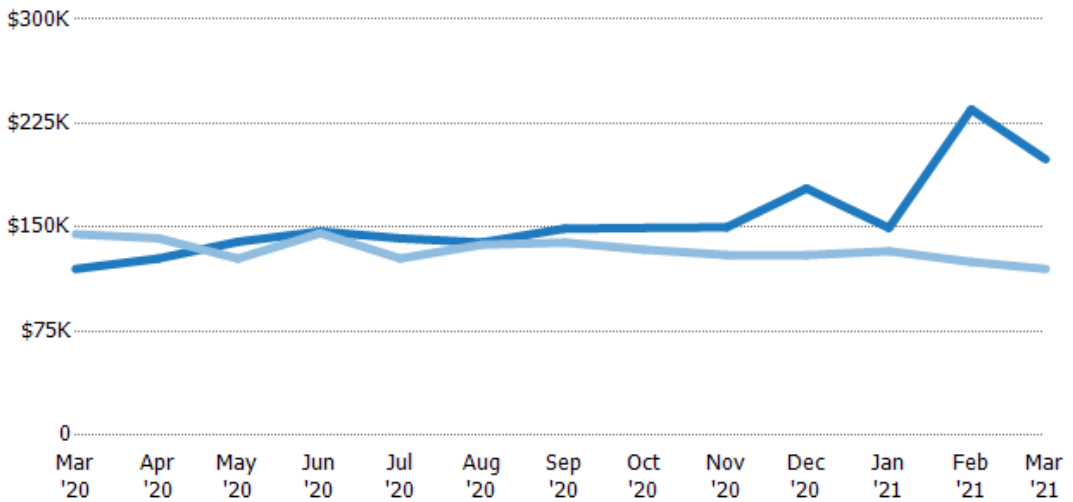
	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21
Current Year	\$167K	\$171K	\$186K	\$188K	\$201K	\$211K	\$226K	\$228K	\$211K	\$237K	\$219K	\$272K	\$249K
Prior Year	\$180K	\$185K	\$175K	\$179K	\$161K	\$164K	\$164K	\$156K	\$162K	\$166K	\$173K	\$168K	\$167K
Percent Change from Prior Year	-7%	-8%	6%	5%	25%	29%	37%	46%	30%	43%	26%	62%	49%

## 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



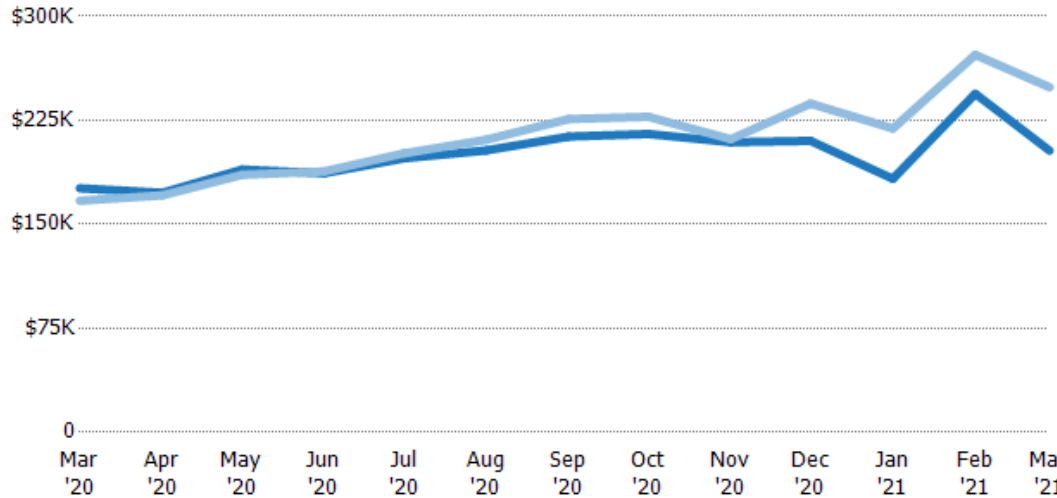
	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21
Current Year	\$120K	\$127K	\$140K	\$147K	\$142K	\$139K	\$149K	\$150K	\$150K	\$178K	\$150K	\$235K	\$199K
Prior Year	\$145K	\$142K	\$127K	\$146K	\$128K	\$137K	\$139K	\$134K	\$130K	\$130K	\$133K	\$125K	\$120K
Percent Change from Prior Year	-17%	-10%	9%	1%	11%	1%	7%	12%	15%	37%	13%	88%	66%

## 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



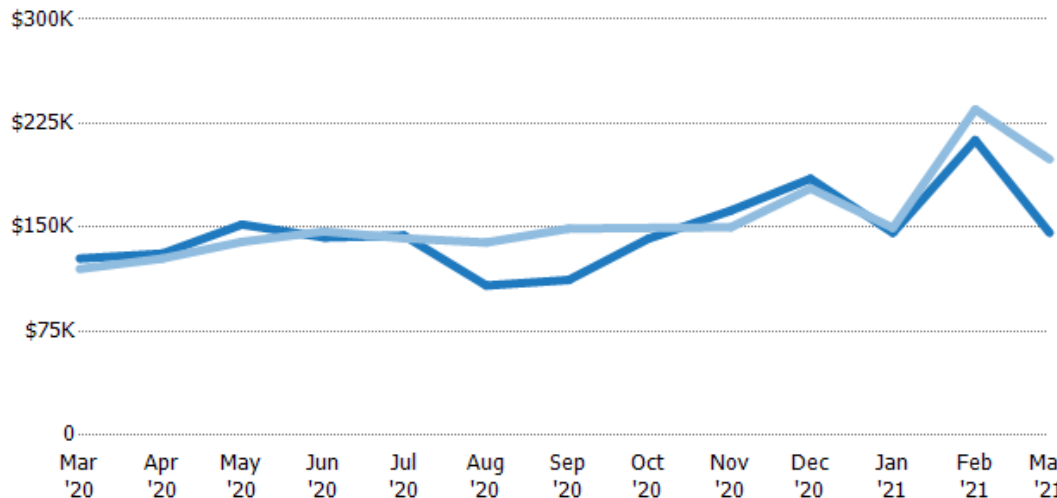
	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21
Avg Est Value	\$176K	\$173K	\$189K	\$187K	\$198K	\$203K	\$213K	\$215K	\$209K	\$210K	\$183K	\$244K	\$203K
Avg Listing Price	\$167K	\$171K	\$186K	\$188K	\$201K	\$211K	\$226K	\$228K	\$211K	\$237K	\$219K	\$272K	\$249K
Avg Listing Price as a % of Avg Est Value	95%	99%	98%	101%	102%	104%	106%	106%	101%	113%	120%	111%	123%

## 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



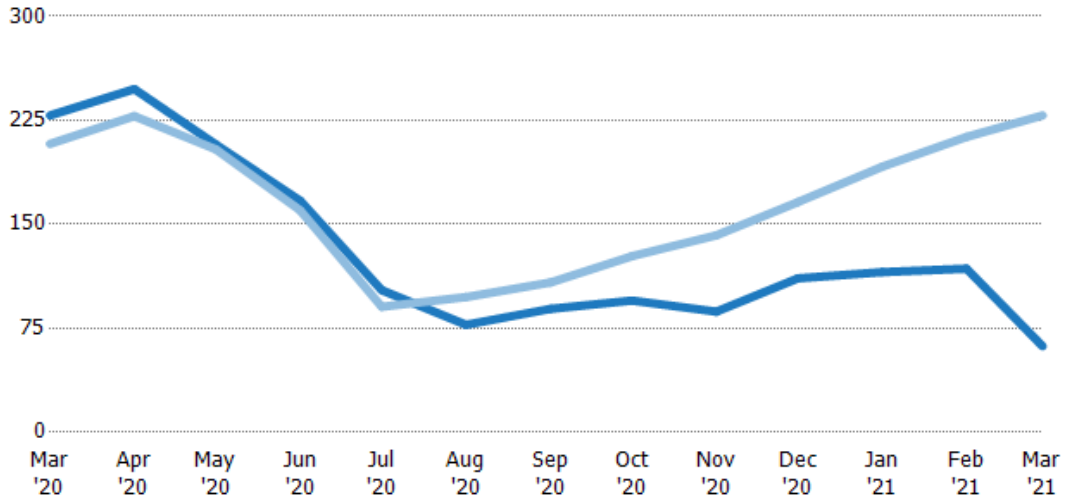
	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21
Median Est Value	\$127K	\$131K	\$152K	\$143K	\$144K	\$108K	\$112K	\$142K	\$162K	\$185K	\$146K	\$213K	\$146K
Median Listing Price	\$120K	\$127K	\$140K	\$147K	\$142K	\$139K	\$149K	\$150K	\$150K	\$178K	\$150K	\$235K	\$199K
Med Listing Price as a % of Med Est Value	94%	97%	92%	103%	99%	129%	133%	105%	93%	96%	102%	110%	136%

## 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



Month/Year	Days	% Chg.
Mar '21	62	-72.9%
Mar '20	229	9.9%
Mar '19	208	-0.5%

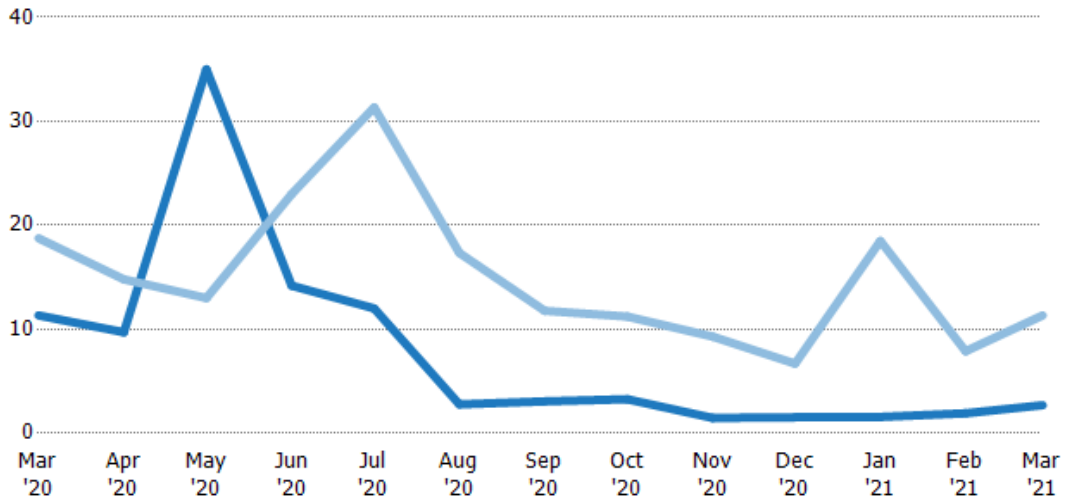
Current Year	229	248	208	167	103	77.5	89	95	87	111	116	118	62
Prior Year	208	228	204	160	90.5	97.5	108	127	142	166	192	213	229
Percent Change from Prior Year	10%	9%	2%	4%	13%	-21%	-18%	-25%	-39%	-33%	-40%	-45%	-73%

## 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



Month/Year	Months	% Chg.
Mar '21	2.7	-76.2%
Mar '20	11.3	-39.6%
Mar '19	18.8	-31.6%

Current Year	11.3	9.71	35	14.2	12	2.78	3.07	3.27	1.47	1.53	1.57	1.92	2.7
Prior Year	18.8	14.8	13	23	31.3	17.3	11.8	11.2	9.3	6.69	18.5	7.89	11.3
Percent Change from Prior Year	-40%	-34%	169%	-38%	-62%	-84%	-74%	-71%	-84%	-77%	-92%	-76%	-76%

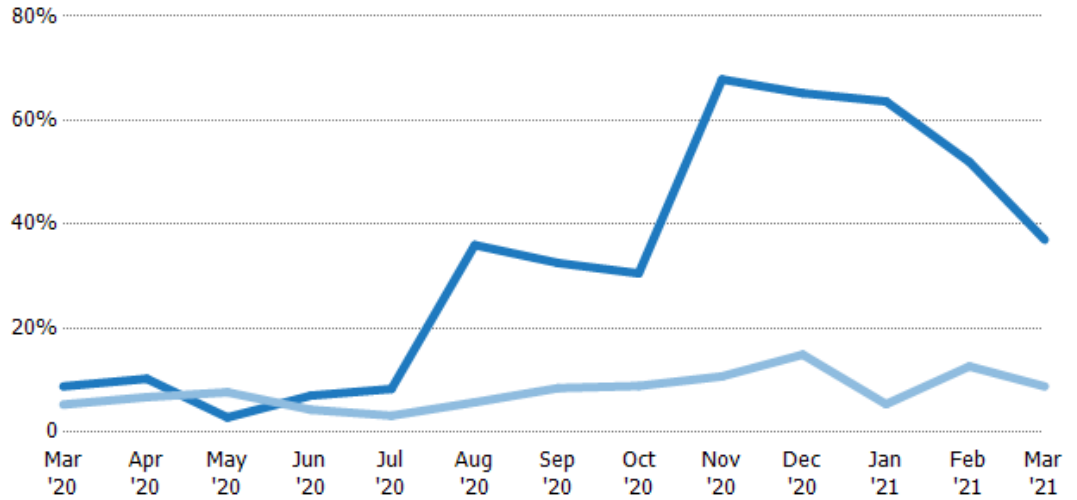
## Absorption Rate

The percentage of inventory sold per month.

### Filters Used

State: VT  
 County: Essex County, Vermont  
 Property Type: Condo/Townhouse/Apt., Single Family

Month/Year	Rate	Chg.
Mar '21	37%	-28.2%
Mar '20	9%	-3.5%
Mar '19	5%	46.2%



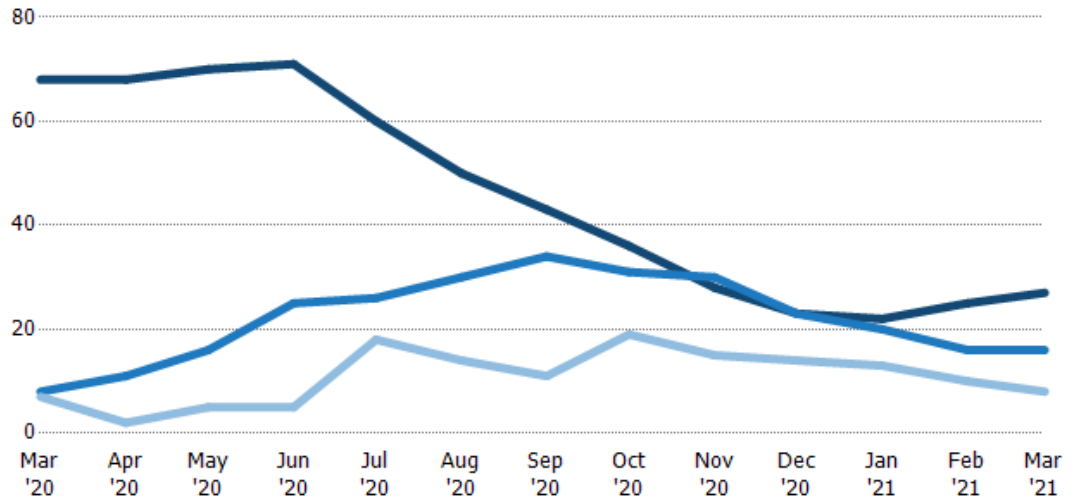
Current Year	9%	10%	3%	7%	8%	36%	33%	31%	68%	65%	64%	52%	37%
Prior Year	5%	7%	8%	4%	3%	6%	8%	9%	11%	15%	5%	13%	9%
Change from Prior Year	-3%	-4%	5%	-3%	-5%	-30%	-24%	-22%	-57%	-50%	-58%	-39%	-28%

## 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



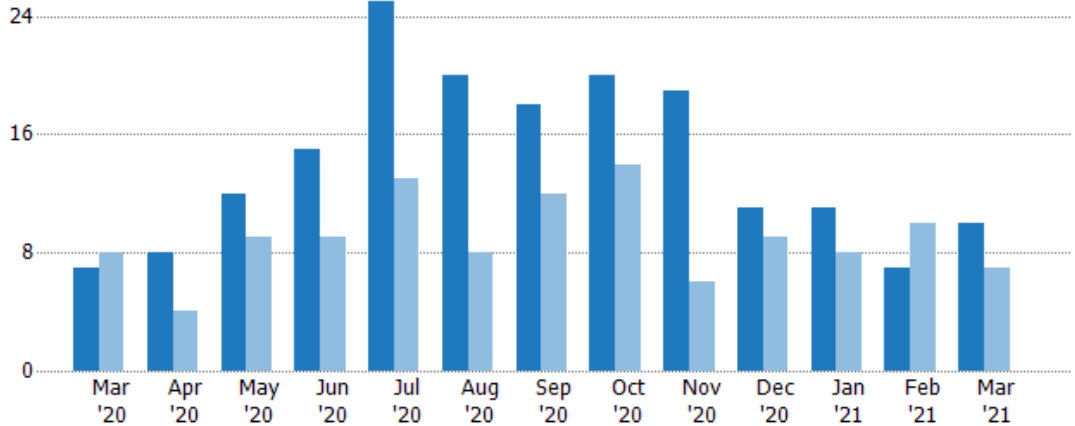
Active	68	68	70	71	60	50	43	36	28	23	22	25	27
Pending	8	11	16	25	26	30	34	31	30	23	20	16	16
Sold	7	2	5	5	18	14	11	19	15	14	13	10	8

## 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



Month/Year	Count	% Chg.
Mar '21	10	42.9%
Mar '20	7	-12.5%
Mar '19	8	-12.5%

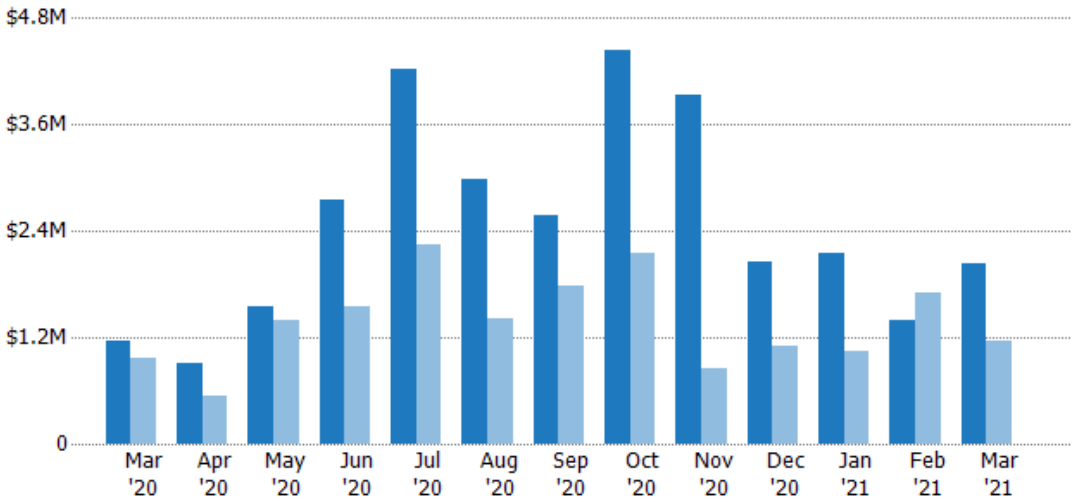
	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21
Current Year	7	8	12	15	25	20	18	20	19	11	11	7	10
Prior Year	8	4	9	9	13	8	12	14	6	9	8	10	7
Percent Change from Prior Year	-13%	100%	33%	67%	92%	150%	50%	43%	217%	22%	38%	-30%	43%

## 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



Month/Year	Volume	% Chg.
Mar '21	\$2.03M	76.4%
Mar '20	\$1.15M	19.5%
Mar '19	\$964K	22%

	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21
Current Year	\$1.15M	\$909K	\$1.55M	\$2.75M	\$4.23M	\$2.98M	\$2.58M	\$4.44M	\$3.93M	\$2.06M	\$2.15M	\$1.38M	\$2.03M
Prior Year	\$964K	\$535K	\$1.4M	\$1.55M	\$2.24M	\$1.4M	\$1.78M	\$2.15M	\$859K	\$1.09M	\$1.04M	\$1.71M	\$1.15M
Percent Change from Prior Year	20%	70%	11%	78%	89%	113%	45%	106%	357%	88%	107%	-19%	76%

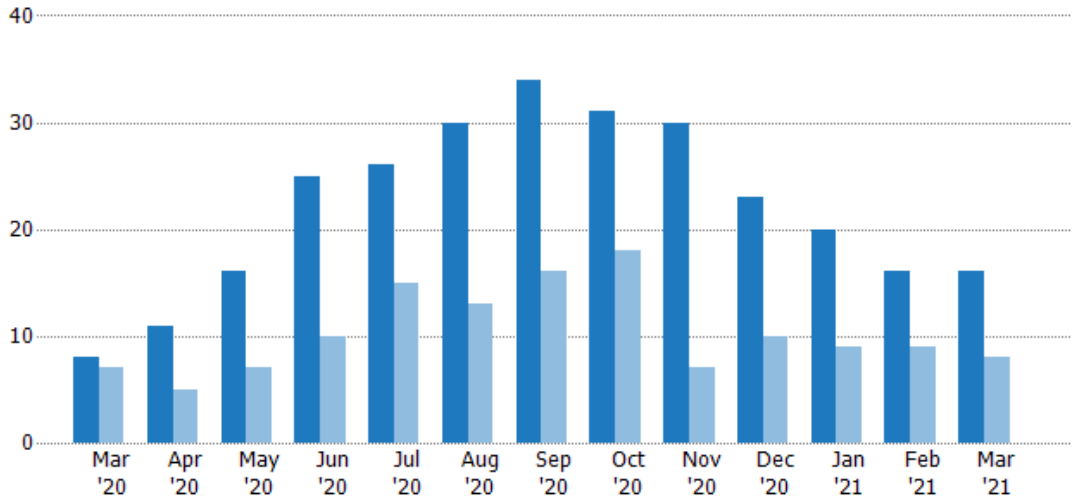


## Pending Sales

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



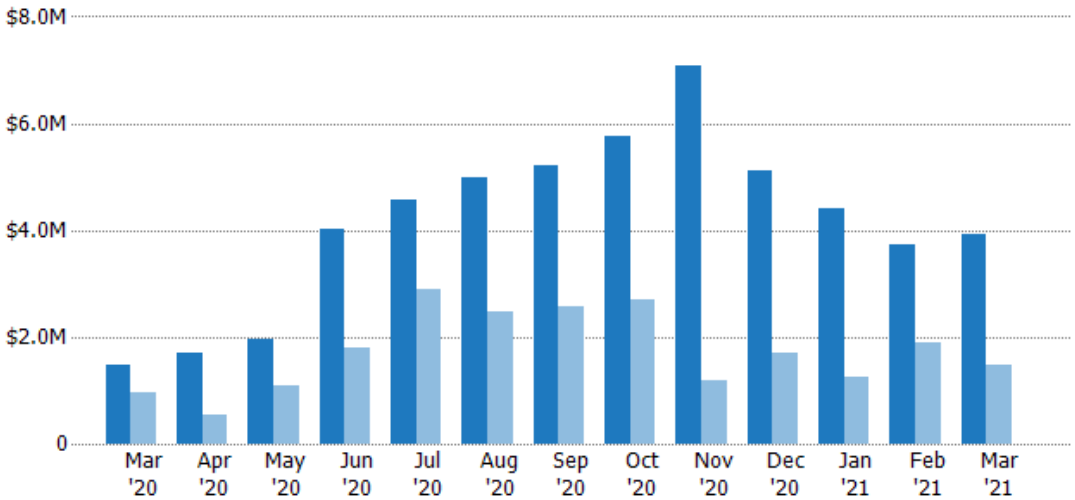
	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21
Current Year	8	11	16	25	26	30	34	31	30	23	20	16	16
Prior Year	7	5	7	10	15	13	16	18	7	10	9	9	8
Percent Change from Prior Year	14%	120%	129%	150%	73%	131%	113%	72%	329%	130%	122%	78%	100%

## 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



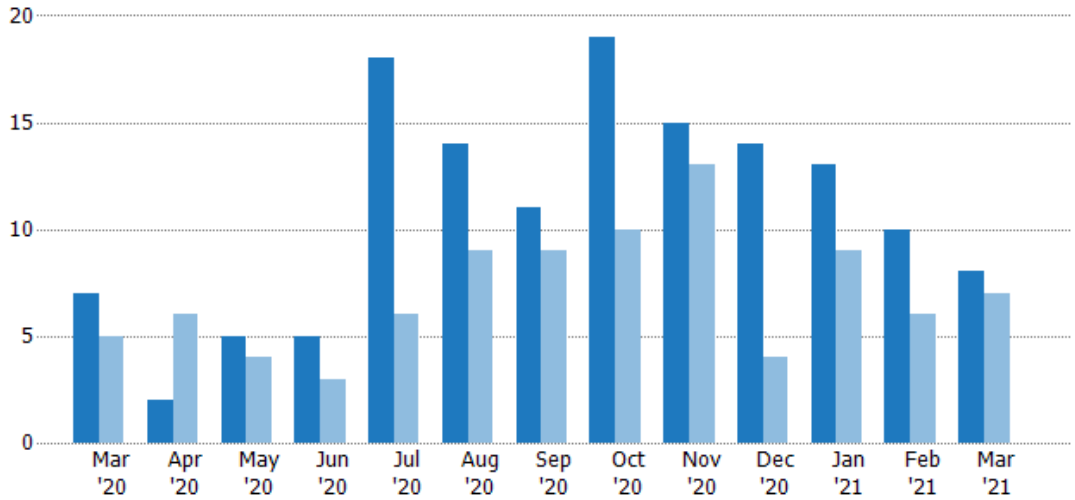
	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21
Current Year	\$1.46M	\$1.71M	\$1.95M	\$4.02M	\$4.56M	\$4.97M	\$5.2M	\$5.76M	\$7.09M	\$5.1M	\$4.4M	\$3.72M	\$3.93M
Prior Year	\$946K	\$527K	\$1.09M	\$1.78M	\$2.88M	\$2.47M	\$2.56M	\$2.7M	\$1.19M	\$1.69M	\$1.25M	\$1.89M	\$1.46M
Percent Change from Prior Year	55%	226%	79%	125%	58%	102%	103%	114%	494%	201%	252%	96%	169%

## 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



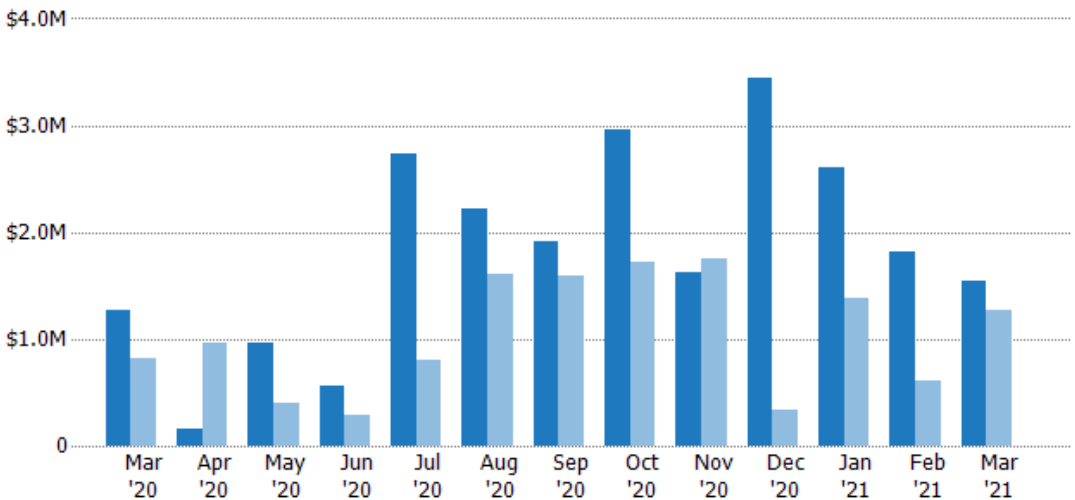
	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21
Current Year	7	2	5	5	18	14	11	19	15	14	13	10	8
Prior Year	5	6	4	3	6	9	9	10	13	4	9	6	7
Percent Change from Prior Year	40%	-67%	25%	67%	200%	56%	22%	90%	15%	250%	44%	67%	14%

## 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



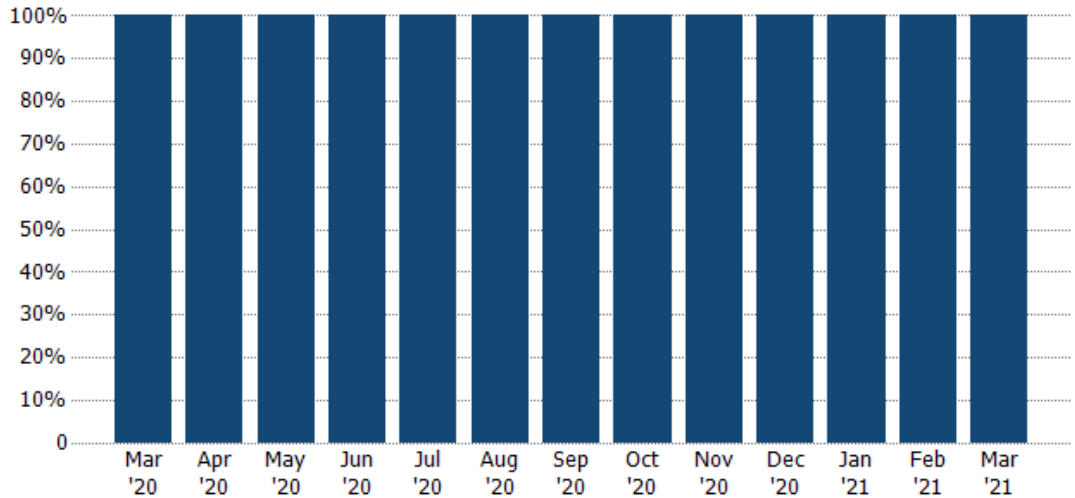
	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21
Current Year	\$1.26M	\$155K	\$966K	\$555K	\$2.73M	\$2.21M	\$1.92M	\$2.97M	\$1.62M	\$3.45M	\$2.6M	\$1.82M	\$1.55M
Prior Year	\$825K	\$971K	\$399K	\$295K	\$795K	\$1.6M	\$1.59M	\$1.73M	\$1.75M	\$335K	\$1.38M	\$613K	\$1.26M
Percent Change from Prior Year	53%	-84%	142%	88%	243%	38%	21%	72%	-7%	930%	88%	196%	23%

## 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



■ Single Family Residence

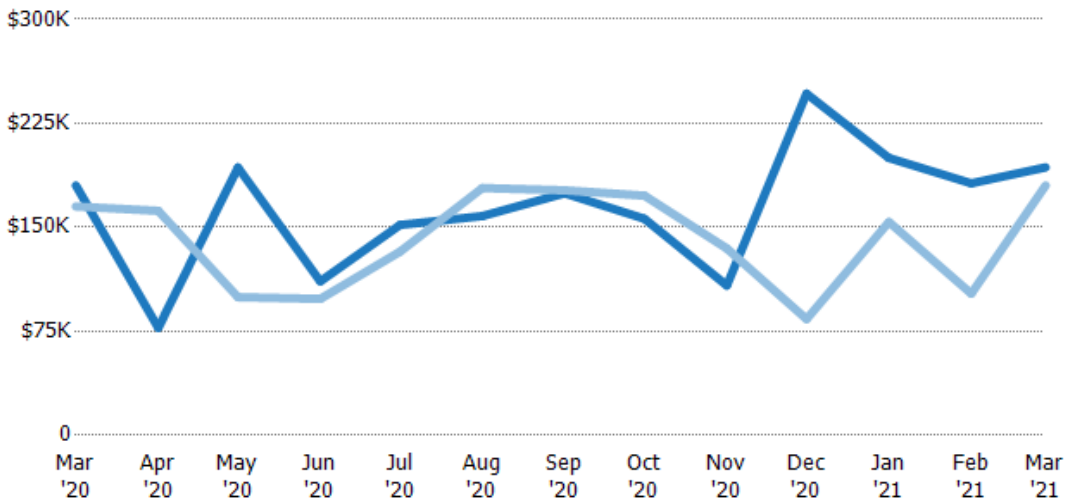
100% 100% 100% 100% 100% 100% 100% 100% 100% 100% 100% 100% 100%

## 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



■ Current Year

■ Prior Year

Percent Change from Prior Year

\$180K \$77.5K \$193K \$111K \$152K \$158K \$175K \$156K \$108K \$246K \$200K \$182K \$193K  
 \$165K \$162K \$100K \$98.3K \$132K \$178K \$177K \$173K \$135K \$83.8K \$154K \$102K \$180K  
 9% -52% 94% 13% 14% -11% -1% -10% -20% 194% 30% 78% 7%

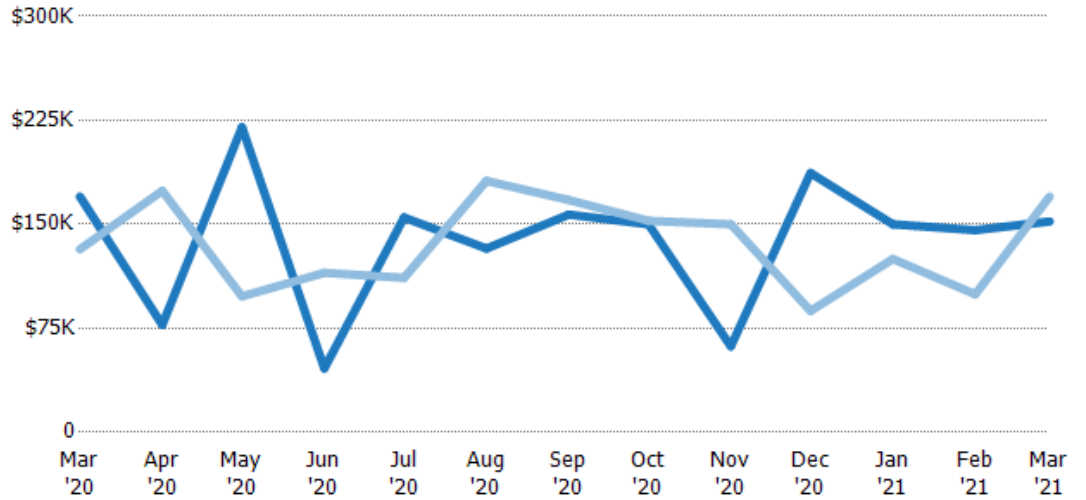
## Median Sales Price

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

Month/Year	Price	% Chg.
Mar '21	\$152K	-10.6%
Mar '20	\$170K	28.8%
Mar '19	\$132K	4.9%



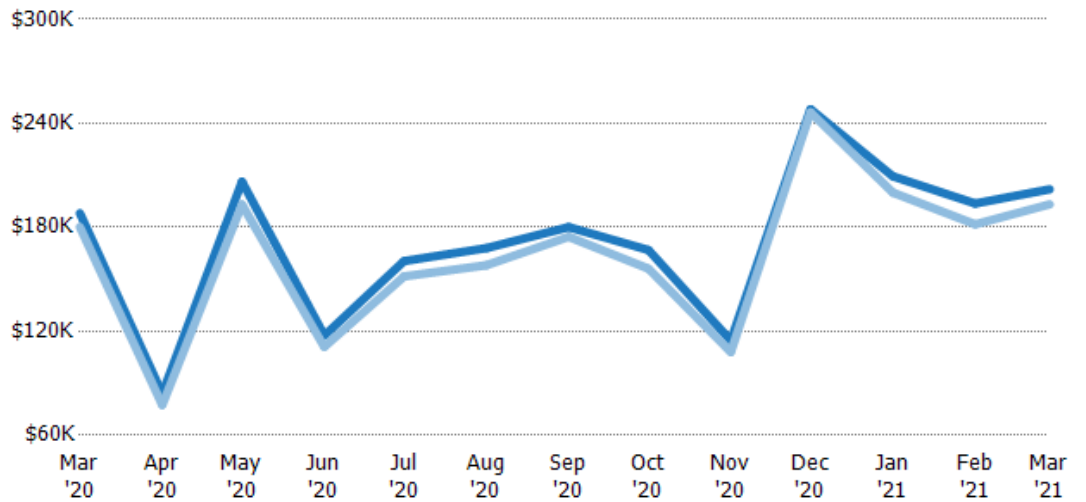
Current Year	\$170K	\$77.5K	\$220K	\$46K	\$155K	\$133K	\$157K	\$150K	\$62K	\$187K	\$150K	\$146K	\$152K
Prior Year	\$132K	\$174K	\$98K	\$115K	\$111K	\$181K	\$168K	\$153K	\$150K	\$87.5K	\$125K	\$100K	\$170K
Percent Change from Prior Year	29%	-56%	124%	-60%	39%	-27%	-6%	-2%	-59%	114%	20%	46%	-11%

## 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



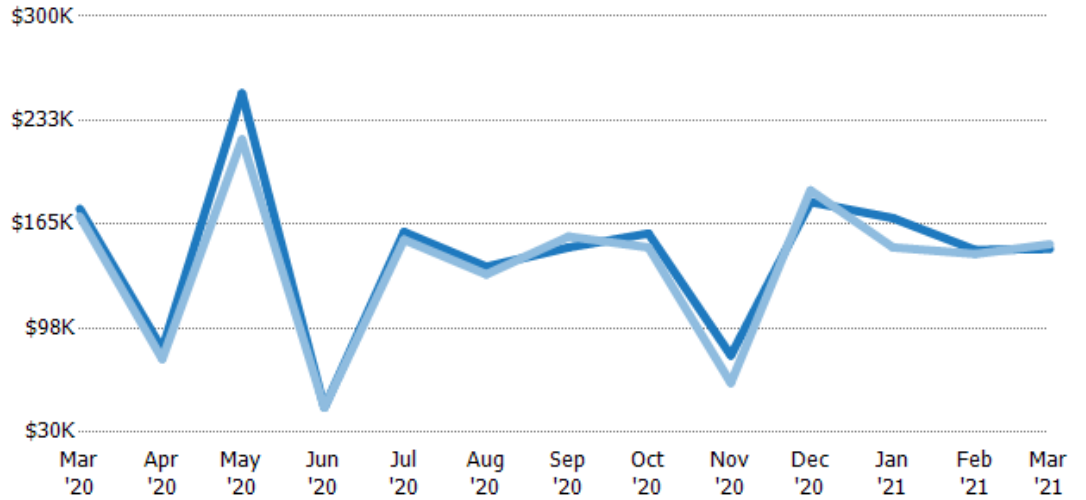
Avg List Price	\$188K	\$84K	\$206K	\$118K	\$160K	\$168K	\$180K	\$167K	\$115K	\$248K	\$209K	\$194K	\$202K
Avg Sales Price	\$180K	\$77.5K	\$193K	\$111K	\$152K	\$158K	\$175K	\$156K	\$108K	\$246K	\$200K	\$182K	\$193K
Avg Sales Price as a % of Avg List Price	96%	92%	94%	94%	94%	94%	97%	94%	94%	99%	96%	94%	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



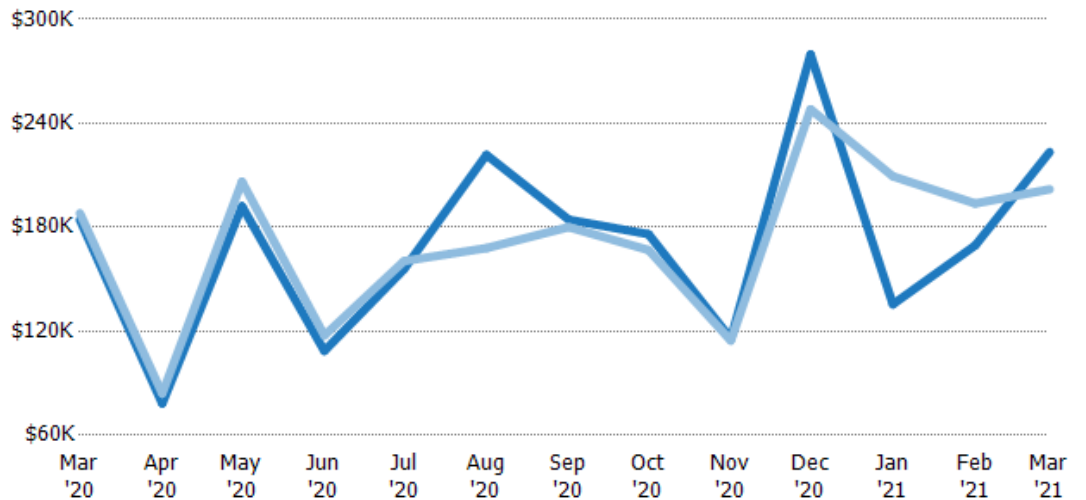
	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21
Median List Price	\$175K	\$84K	\$250K	\$46K	\$160K	\$137K	\$150K	\$159K	\$79.9K	\$179K	\$169K	\$148K	\$149K
Median Sales Price	\$170K	\$77.5K	\$220K	\$46K	\$155K	\$133K	\$157K	\$150K	\$62K	\$187K	\$150K	\$146K	\$152K
Med Sales Price as a % of Med List Price	97%	92%	88%	100%	97%	96%	105%	94%	78%	104%	89%	98%	102%

## 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



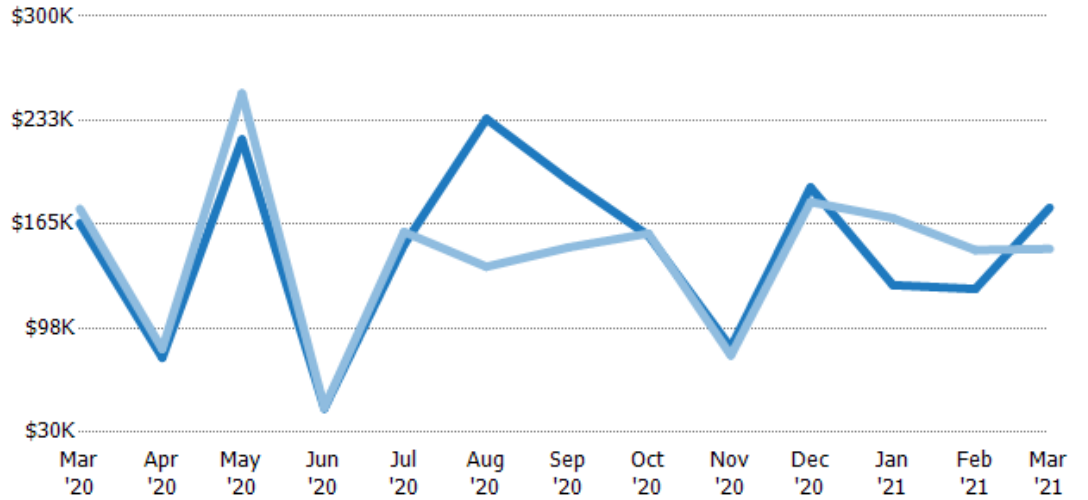
	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21
Avg Est Value	\$184K	\$78.3K	\$192K	\$109K	\$156K	\$222K	\$184K	\$176K	\$116K	\$280K	\$136K	\$170K	\$223K
Avg Sales Price	\$188K	\$84K	\$206K	\$118K	\$160K	\$168K	\$180K	\$167K	\$115K	\$248K	\$209K	\$194K	\$202K
Avg Sales Price as a % of Avg Est Value	102%	107%	107%	108%	103%	76%	98%	95%	99%	89%	154%	114%	90%

## 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



	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21
Median Est Value	\$166K	\$78.3K	\$220K	\$45.6K	\$152K	\$233K	\$193K	\$158K	\$85K	\$189K	\$126K	\$123K	\$176K
Median Sales Price	\$175K	\$84K	\$250K	\$46K	\$160K	\$137K	\$150K	\$159K	\$79.9K	\$179K	\$169K	\$148K	\$149K
Med Sales Price as a % of Med Est Value	106%	107%	114%	101%	105%	59%	78%	101%	94%	95%	135%	121%	85%