

Summary of Key Listing and Sales Metrics

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

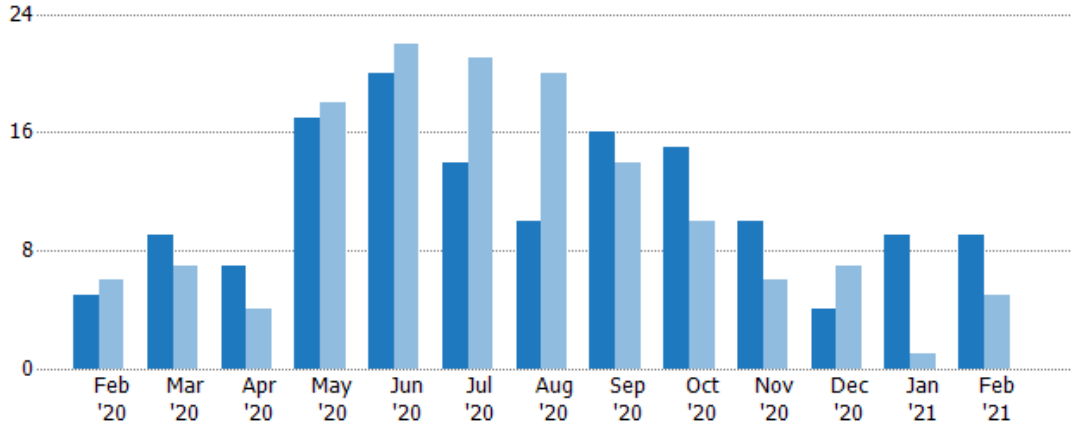
Key Metrics	Feb 2021	Feb 2020	+ / -	YTD 2021	YTD 2020	+ / -
Listing Activity Charts Metrics						
New Listing Count	9	5	+80%	18	6	+200%
New Listing Volume	\$2,822,500	\$645,900	+337%	\$4,212,299	\$873,400	+382.3%
Active Listing Count	25	71	-64.8%	N/A	N/A	
Active Listing Volume	\$6,804,800	\$11,899,690	-42.8%	N/A	N/A	
Average Listing Price	\$272,192	\$167,601	+62.4%	\$247,336	\$170,499	+45.1%
Median Listing Price	\$235,000	\$125,000	+88%	\$194,979	\$128,955	+51.2%
Median Days in RPR	118	213	-44.6%	116.59	200.1	-41.7%
Months of Inventory	1.9	7.9	-75.6%	3.1	14.5	-78.4%
Absorption Rate	52%	12.68%	+39.3%	31.91%	6.9%	+25%
Sales Activity Charts Metrics						
New Pending Sales Count	7	10	-30%	18	18	+/-
New Pending Sales Volume	\$1,383,600	\$1,709,800	-19.1%	\$3,534,799	\$2,747,600	+28.7%
Pending Sales Count	16	9	+77.8%	N/A	N/A	
Pending Sales Volume	\$3,716,599	\$1,893,300	+96.3%	N/A	N/A	
Closed Sales Count	10	6	+66.7%	23	15	+53.3%
Closed Sales Volume	\$1,817,000	\$612,900	+196.5%	\$4,416,900	\$1,997,400	+121.1%
Average Sales Price	\$181,700	\$102,150	+77.9%	\$192,039	\$133,160	+44.2%
Median Sales Price	\$145,750	\$99,500	+46.5%	\$148,152	\$114,800	+29.1%

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



Month/Year	Count	% Chg.
Feb '21	9	80%
Feb '20	5	-16.7%
Feb '19	6	16.7%

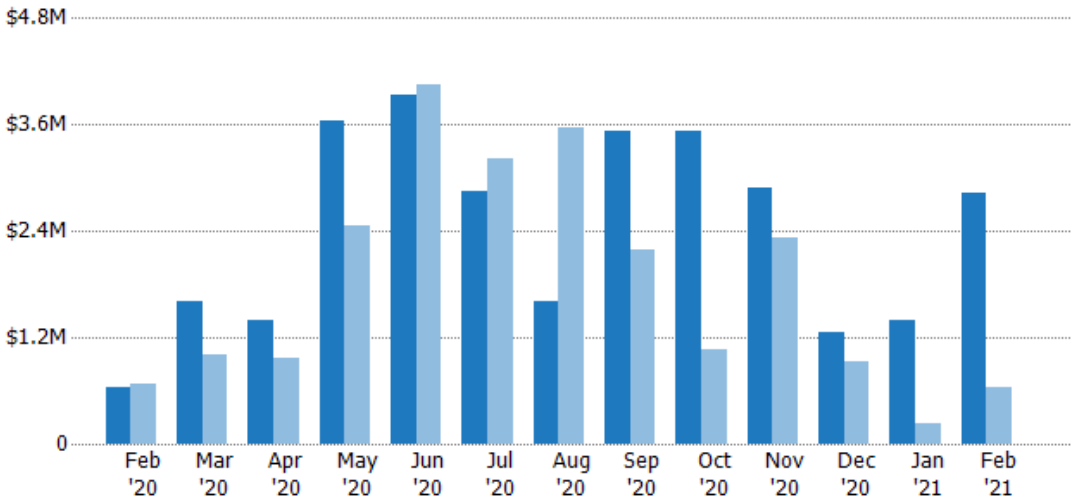
	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21
Current Year	5	9	7	17	20	14	10	16	15	10	4	9	9
Prior Year	6	7	4	18	22	21	20	14	10	6	7	1	5
Percent Change from Prior Year	-17%	29%	75%	-6%	-9%	-33%	-50%	14%	50%	67%	-43%	800%	80%

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



Month/Year	Volume	% Chg.
Feb '21	\$2.82M	337%
Feb '20	\$646K	-3.1%
Feb '19	\$666K	16.3%

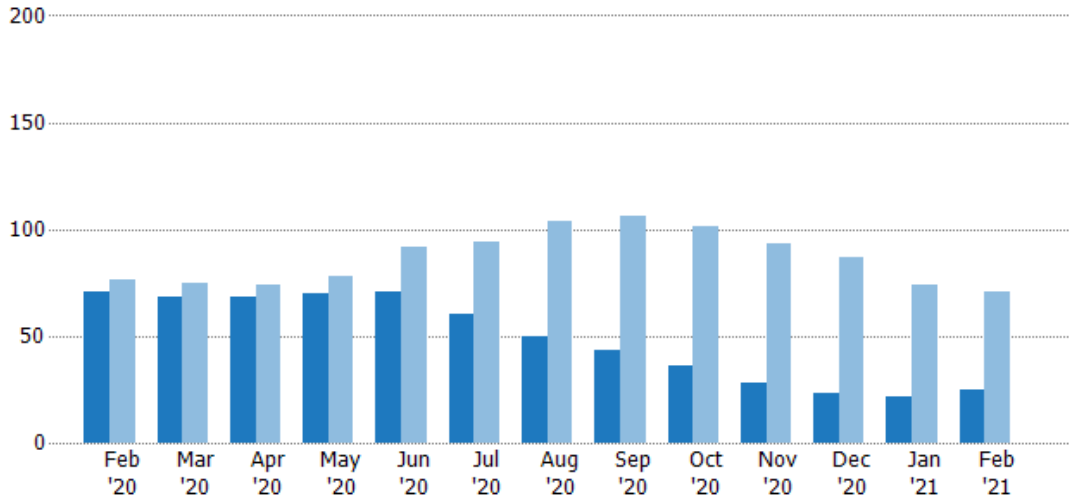
	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21
Current Year	\$646K	\$1.6M	\$1.39M	\$3.65M	\$3.93M	\$2.85M	\$1.6M	\$3.53M	\$3.54M	\$2.88M	\$1.26M	\$1.39M	\$2.82M
Prior Year	\$666K	\$1.01M	\$957K	\$2.45M	\$4.05M	\$3.21M	\$3.56M	\$2.18M	\$1.07M	\$2.33M	\$934K	\$228K	\$646K
Percent Change from Prior Year	-3%	58%	45%	49%	-3%	-11%	-55%	62%	230%	23%	35%	511%	337%

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



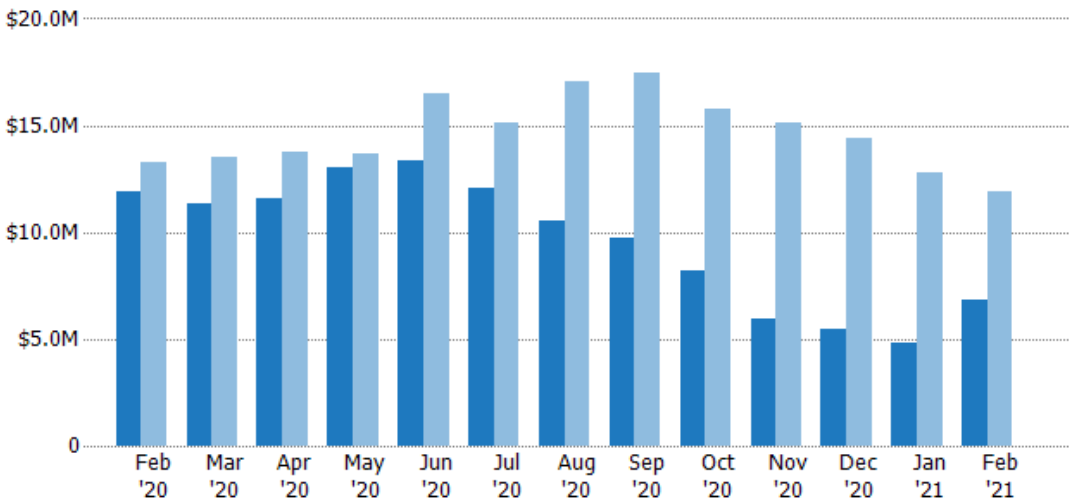
	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21
Current Year	71	68	68	70	71	60	50	43	36	28	23	22	25
Prior Year	76	75	74	78	92	94	104	106	101	93	87	74	71
Percent Change from Prior Year	-7%	-9%	-8%	-10%	-23%	-36%	-52%	-59%	-64%	-70%	-74%	-70%	-65%

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



	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21
Current Year	\$11.9M	\$11.4M	\$11.6M	\$13M	\$13.4M	\$12.1M	\$10.6M	\$9.71M	\$8.19M	\$5.92M	\$5.45M	\$4.82M	\$6.8M
Prior Year	\$13.2M	\$13.5M	\$13.7M	\$13.7M	\$16.5M	\$15.1M	\$17M	\$17.4M	\$15.7M	\$15.1M	\$14.4M	\$12.8M	\$11.9M
Percent Change from Prior Year	-10%	-16%	-15%	-5%	-19%	-20%	-38%	-44%	-48%	-61%	-62%	-62%	-43%

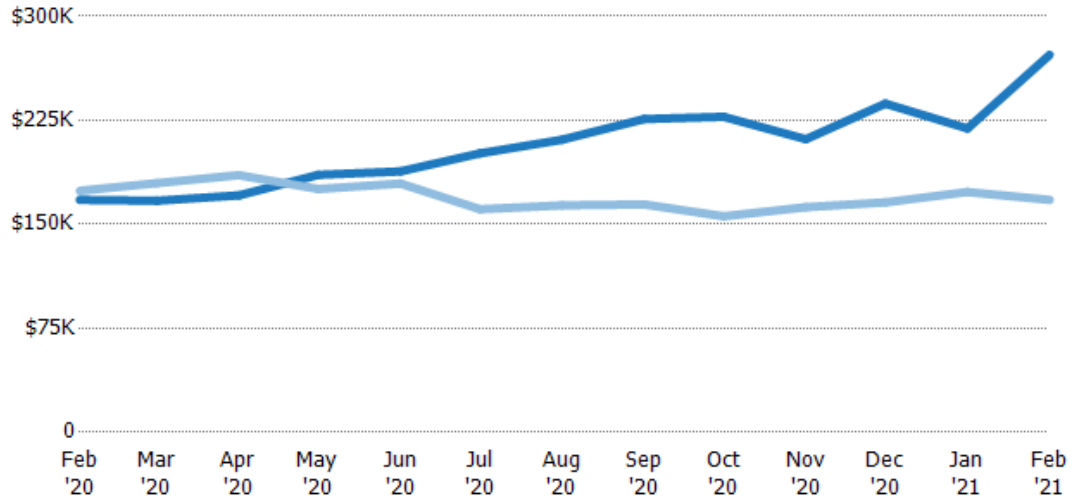
Average Listing Price

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

Month/Year	Price	% Chg.
Feb '21	\$272K	62.4%
Feb '20	\$168K	-3.8%
Feb '19	\$174K	-2.5%



Current Year	\$168K	\$167K	\$171K	\$186K	\$188K	\$201K	\$211K	\$226K	\$228K	\$211K	\$237K	\$219K	\$272K
Prior Year	\$174K	\$180K	\$185K	\$175K	\$179K	\$161K	\$164K	\$164K	\$156K	\$162K	\$166K	\$173K	\$168K
Percent Change from Prior Year	-4%	-7%	-8%	6%	5%	25%	29%	37%	46%	30%	43%	26%	62%

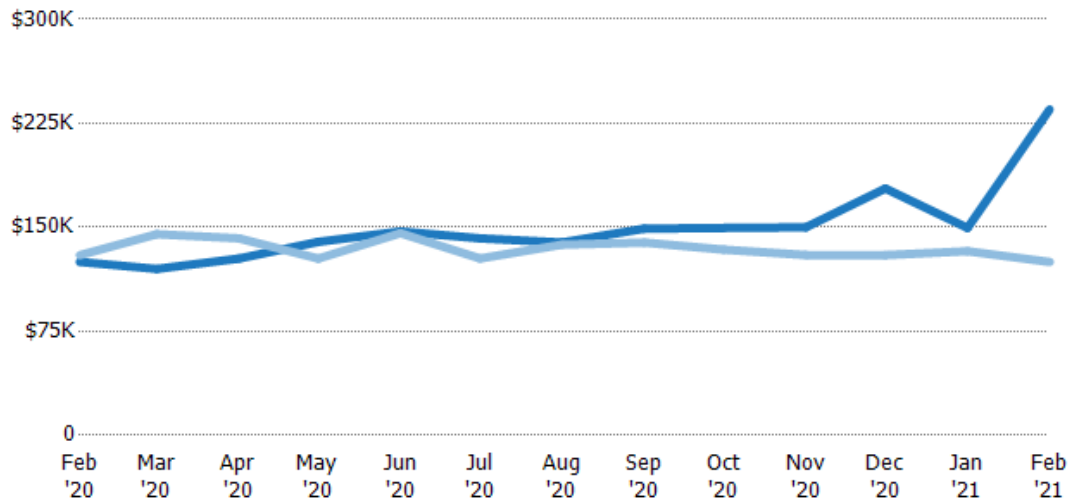
Median Listing Price

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

Month/Year	Price	% Chg.
Feb '21	\$235K	88%
Feb '20	\$125K	-3.8%
Feb '19	\$130K	7.4%



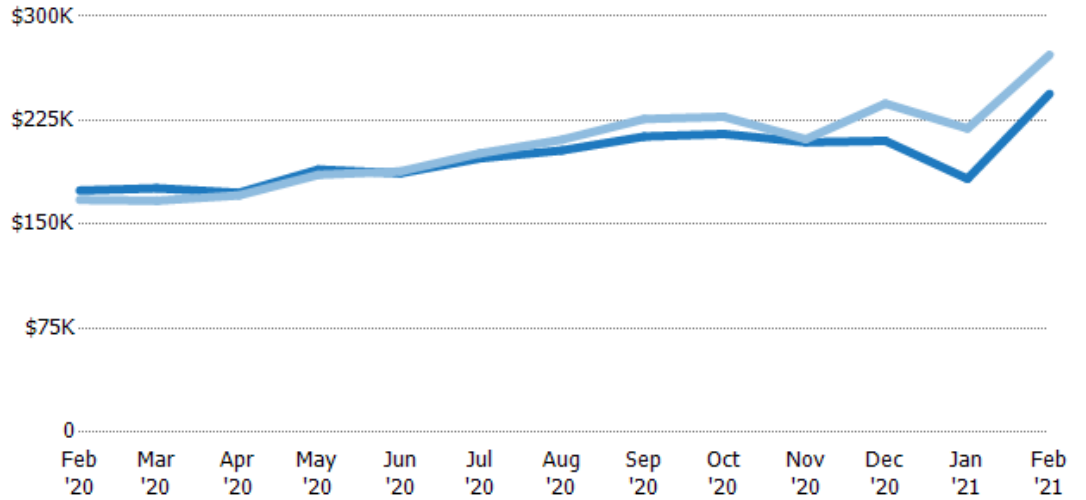
Current Year	\$125K	\$120K	\$127K	\$140K	\$147K	\$142K	\$139K	\$149K	\$150K	\$150K	\$178K	\$150K	\$235K
Prior Year	\$130K	\$145K	\$142K	\$127K	\$146K	\$128K	\$137K	\$139K	\$134K	\$130K	\$130K	\$133K	\$125K
Percent Change from Prior Year	-4%	-17%	-10%	9%	1%	11%	1%	7%	12%	15%	37%	13%	88%

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



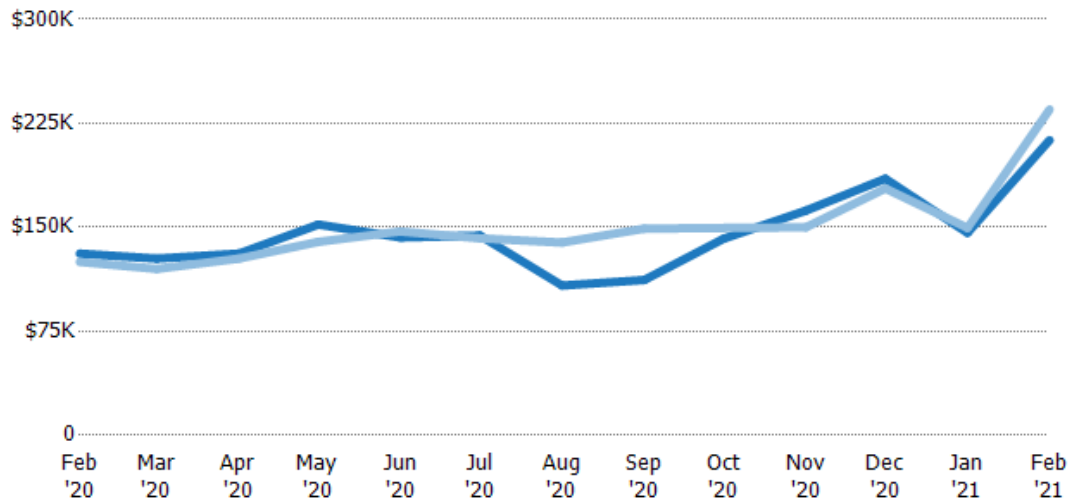
	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21
Avg Est Value	\$174K	\$176K	\$173K	\$189K	\$187K	\$198K	\$203K	\$213K	\$215K	\$209K	\$210K	\$183K	\$244K
Avg Listing Price	\$168K	\$167K	\$171K	\$186K	\$188K	\$201K	\$211K	\$226K	\$228K	\$211K	\$237K	\$219K	\$272K
Avg Listing Price as a % of Avg Est Value	96%	95%	99%	98%	101%	102%	104%	106%	106%	101%	113%	120%	111%

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



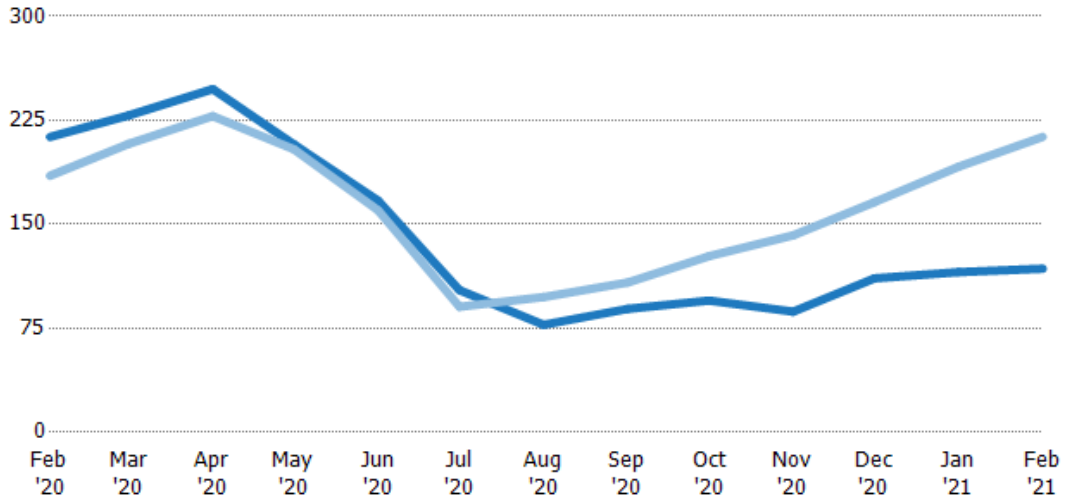
	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21
Median Est Value	\$131K	\$127K	\$131K	\$152K	\$143K	\$144K	\$108K	\$112K	\$142K	\$162K	\$185K	\$146K	\$213K
Median Listing Price	\$125K	\$120K	\$127K	\$140K	\$147K	\$142K	\$139K	\$149K	\$150K	\$150K	\$178K	\$150K	\$235K
Med Listing Price as a % of Med Est Value	95%	94%	97%	92%	103%	99%	129%	133%	105%	93%	96%	102%	110%

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.
Feb '21	118	-44.6%
Feb '20	213	15.1%
Feb '19	185	0.5%

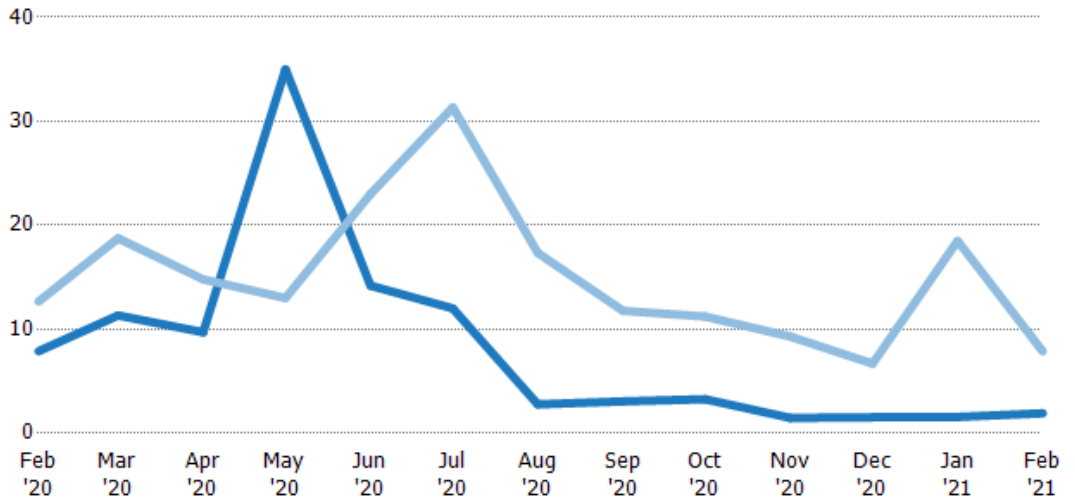
Current Year	213	229	248	208	167	103	77.5	89	95	87	111	116	118
Prior Year	185	208	228	204	160	90.5	97.5	108	127	142	166	192	213
Percent Change from Prior Year	15%	10%	9%	2%	4%	13%	-21%	-18%	-25%	-39%	-33%	-40%	-45%

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.
Feb '21	1.92	-75.6%
Feb '20	7.89	-37.7%
Feb '19	12.7	-7.5%

Current Year	7.89	11.3	9.71	35	14.2	12	2.78	3.07	3.27	1.47	1.53	1.57	1.92
Prior Year	12.7	18.8	14.8	13	23	31.3	17.3	11.8	11.2	9.3	6.69	18.5	7.89
Percent Change from Prior Year	-38%	-40%	-34%	169%	-38%	-62%	-84%	-74%	-71%	-84%	-77%	-92%	-76%

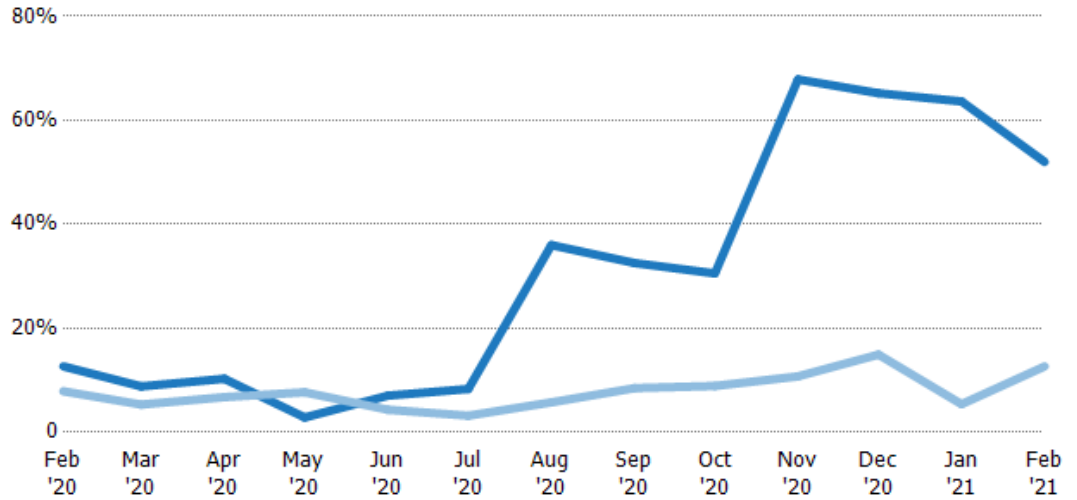
Absorption Rate

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.
Feb '21	52%	-39.3%
Feb '20	13%	-4.8%
Feb '19	8%	8.1%



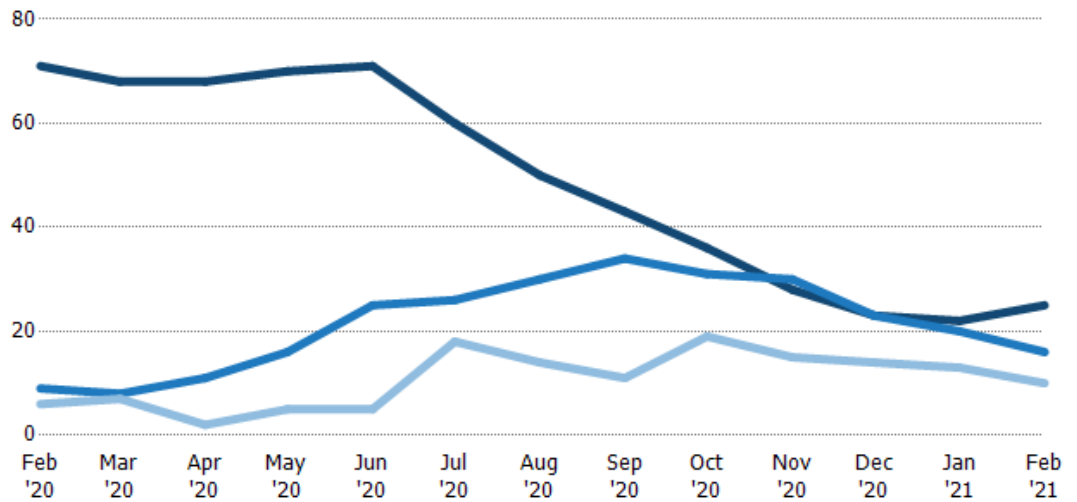
Current Year	13%	9%	10%	3%	7%	8%	36%	33%	31%	68%	65%	64%	52%
Prior Year	8%	5%	7%	8%	4%	3%	6%	8%	9%	11%	15%	5%	13%
Change from Prior Year	-5%	-3%	-4%	5%	-3%	-5%	-30%	-24%	-22%	-57%	-50%	-58%	-39%

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



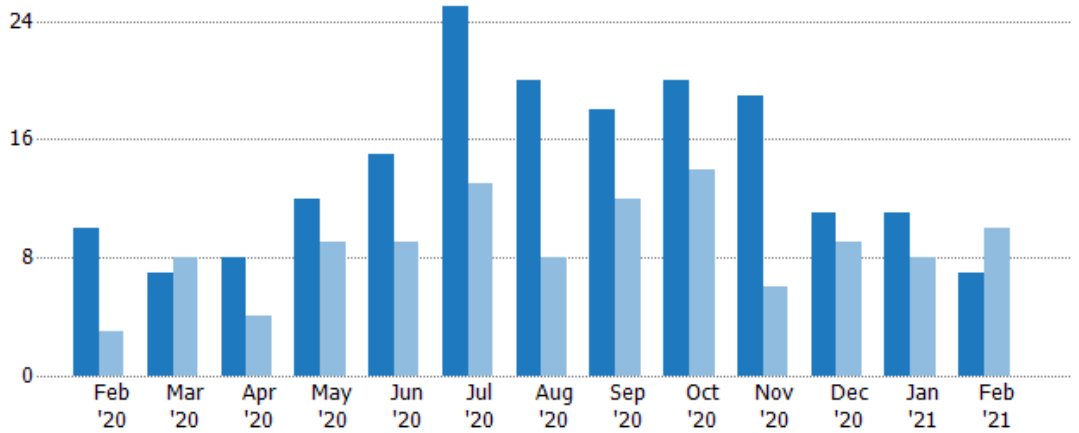
Active	71	68	68	70	71	60	50	43	36	28	23	22	25
Pending	9	8	11	16	25	26	30	34	31	30	23	20	16
Sold	6	7	2	5	5	18	14	11	19	15	14	13	10

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



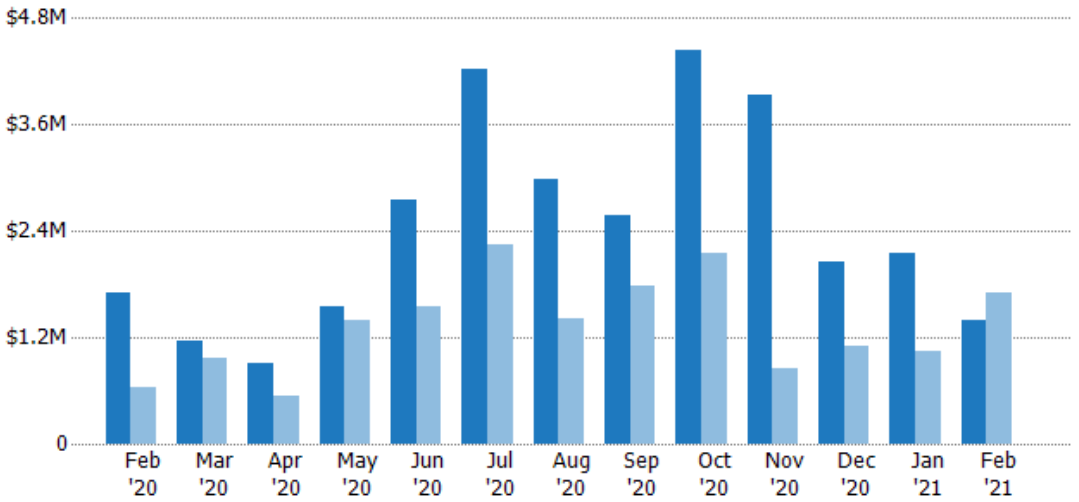
	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21
Current Year	10	7	8	12	15	25	20	18	20	19	11	11	7
Prior Year	3	8	4	9	9	13	8	12	14	6	9	8	10
Percent Change from Prior Year	233%	-13%	100%	33%	67%	92%	150%	50%	43%	217%	22%	38%	-30%

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



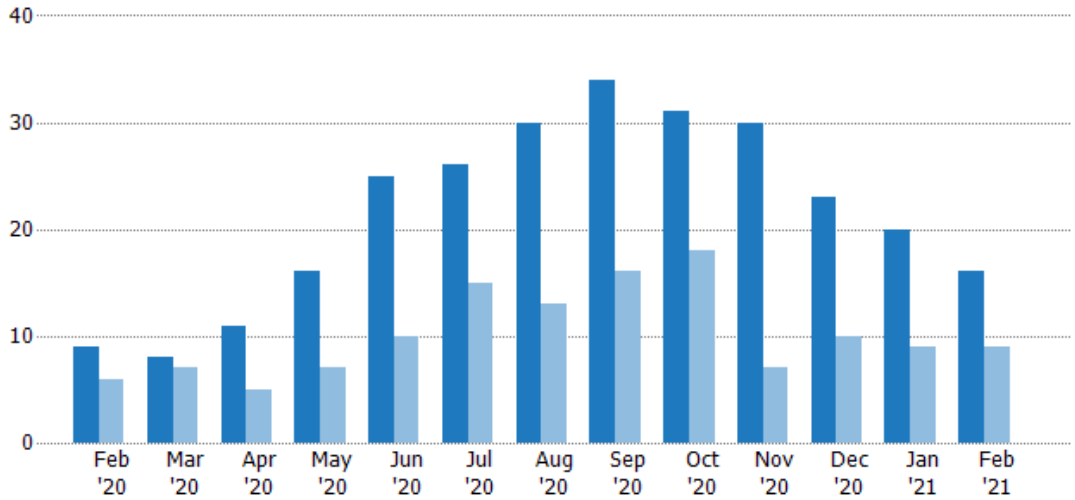
	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21
Current Year	\$1.71M	\$1.15M	\$909K	\$1.55M	\$2.75M	\$4.23M	\$2.98M	\$2.58M	\$4.44M	\$3.93M	\$2.06M	\$2.15M	\$1.38M
Prior Year	\$639K	\$964K	\$535K	\$1.4M	\$1.55M	\$2.24M	\$1.4M	\$1.78M	\$2.15M	\$859K	\$1.09M	\$1.04M	\$1.71M
Percent Change from Prior Year	168%	20%	70%	11%	78%	89%	113%	45%	106%	357%	88%	107%	-19%

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



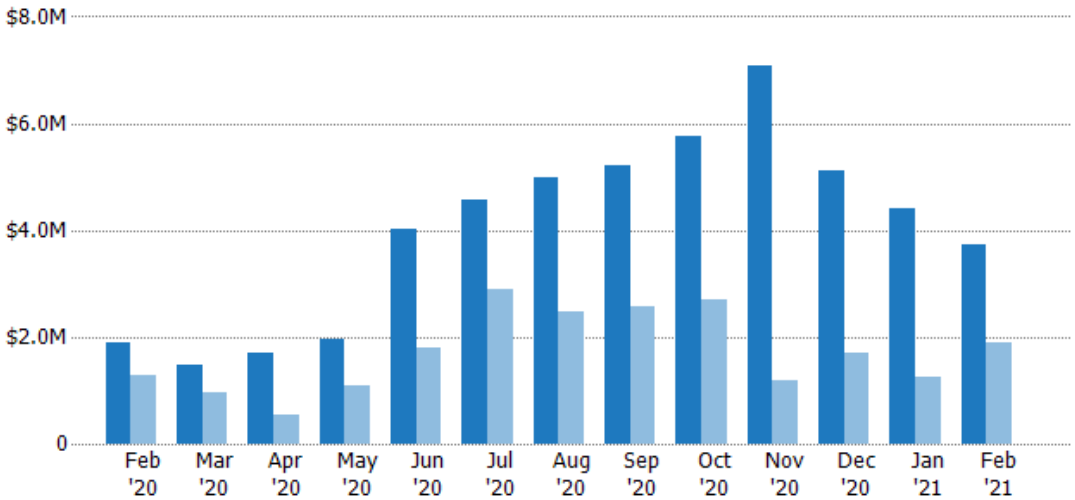
	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21
Current Year	9	8	11	16	25	26	30	34	31	30	23	20	16
Prior Year	6	7	5	7	10	15	13	16	18	7	10	9	9
Percent Change from Prior Year	50%	14%	120%	129%	150%	73%	131%	113%	72%	329%	130%	122%	78%

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



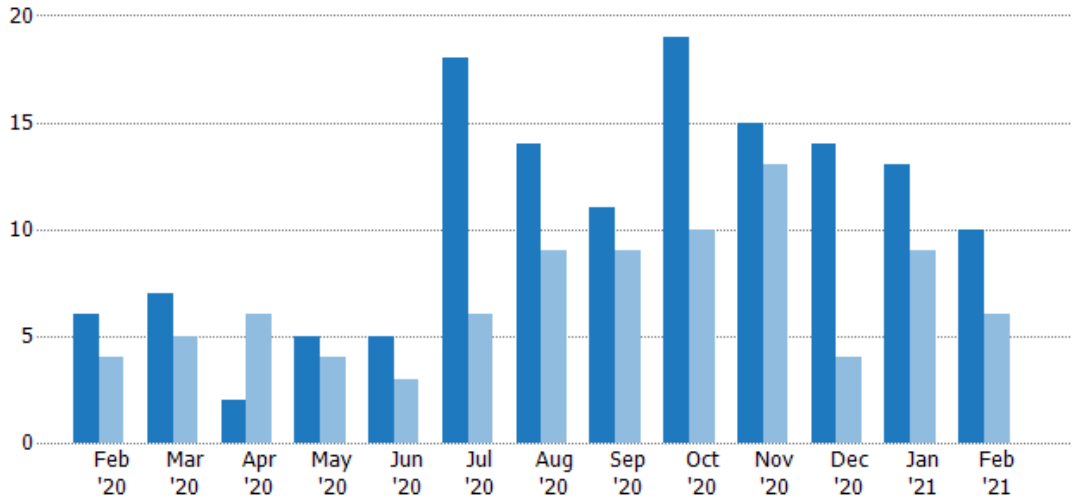
	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21
Current Year	\$1.89M	\$1.46M	\$1.71M	\$1.95M	\$4.02M	\$4.56M	\$4.97M	\$5.2M	\$5.76M	\$7.09M	\$5.1M	\$4.4M	\$3.72M
Prior Year	\$1.29M	\$946K	\$527K	\$1.09M	\$1.78M	\$2.88M	\$2.47M	\$2.56M	\$2.7M	\$1.19M	\$1.69M	\$1.25M	\$1.89M
Percent Change from Prior Year	47%	55%	226%	79%	125%	58%	102%	103%	114%	494%	201%	252%	96%

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



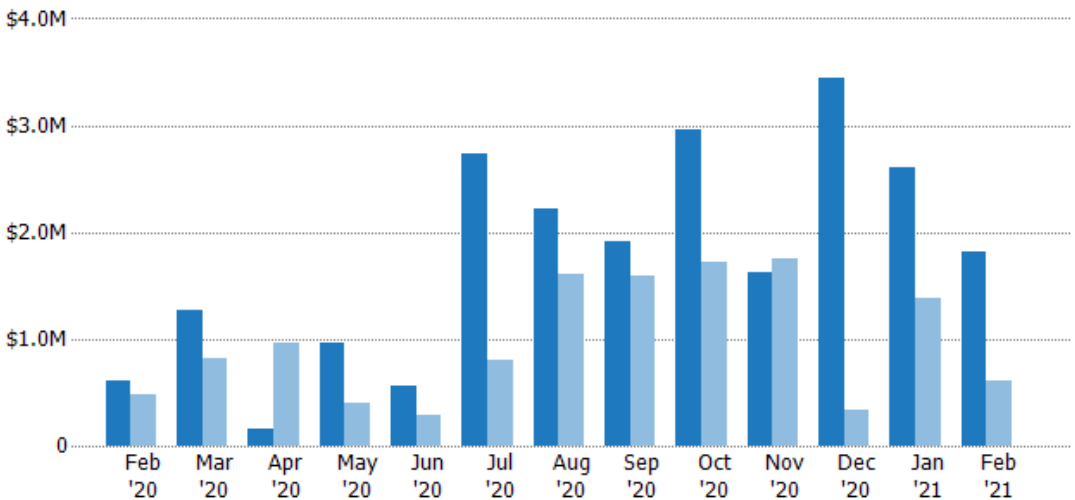
	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21
Current Year	6	7	2	5	5	18	14	11	19	15	14	13	10
Prior Year	4	5	6	4	3	6	9	9	10	13	4	9	6
Percent Change from Prior Year	50%	40%	-67%	25%	67%	200%	56%	22%	90%	15%	250%	44%	67%

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



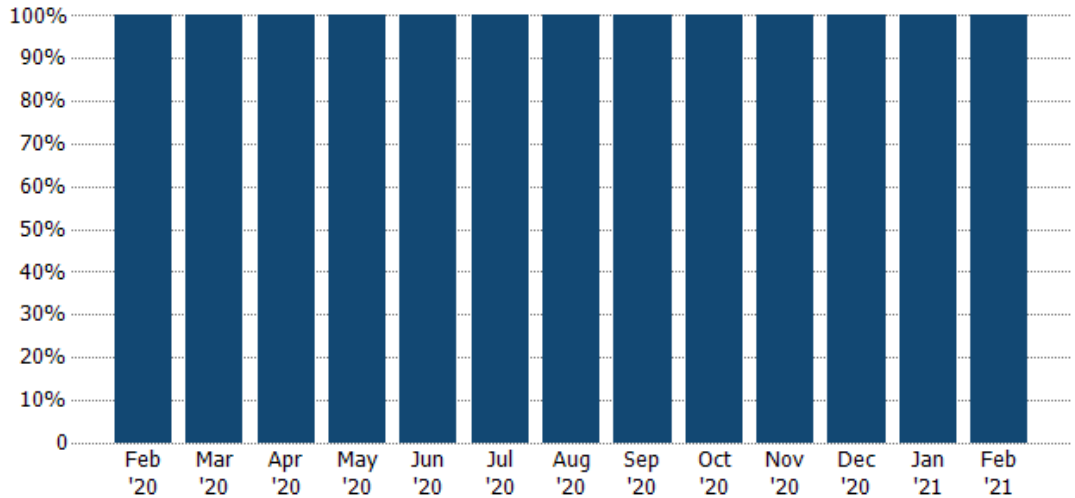
	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21
Current Year	\$613K	\$1.26M	\$155K	\$966K	\$555K	\$2.73M	\$2.21M	\$1.92M	\$2.97M	\$1.62M	\$3.45M	\$2.6M	\$1.82M
Prior Year	\$475K	\$825K	\$971K	\$399K	\$295K	\$795K	\$1.6M	\$1.59M	\$1.73M	\$1.75M	\$335K	\$1.38M	\$613K
Percent Change from Prior Year	29%	53%	-84%	142%	88%	243%	38%	21%	72%	-7%	930%	88%	196%

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



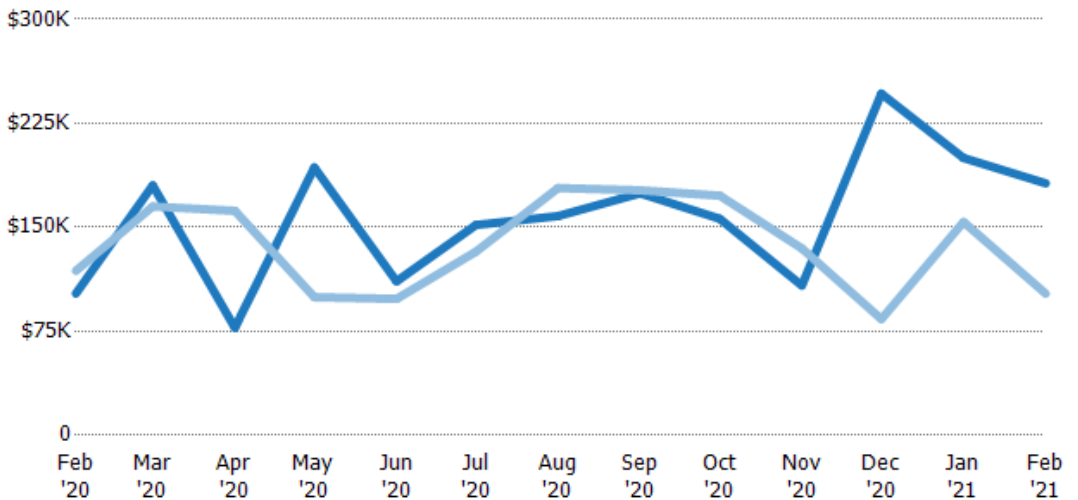
Single Family Residence	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
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Average Sales Price

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	\$102K	\$180K	\$77.5K	\$193K	\$111K	\$152K	\$158K	\$175K	\$156K	\$108K	\$246K	\$200K	\$182K
Prior Year	\$119K	\$165K	\$162K	\$100K	\$98.3K	\$132K	\$178K	\$177K	\$173K	\$135K	\$83.8K	\$154K	\$102K
Percent Change from Prior Year	-14%	9%	-52%	94%	13%	14%	-11%	-1%	-10%	-20%	194%	30%	78%

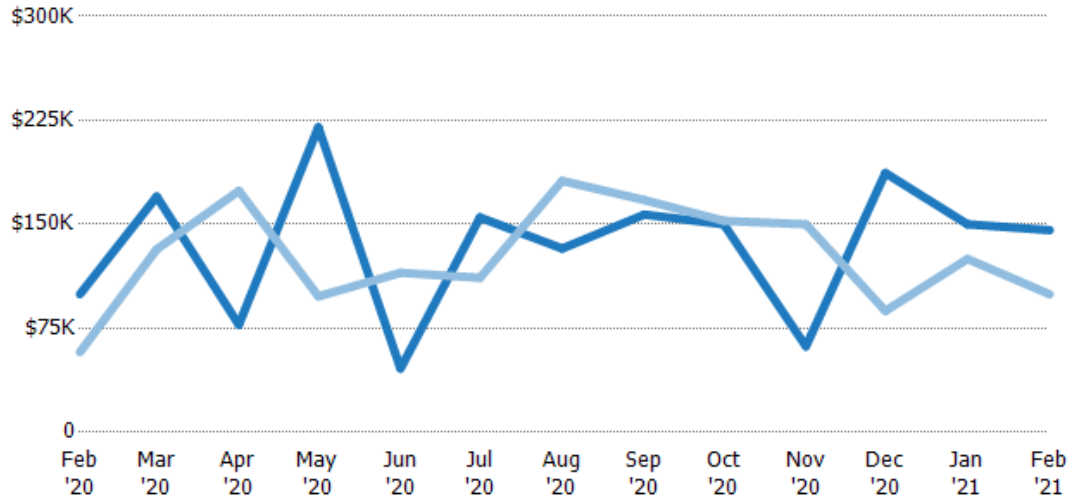
Median Sales Price

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.
Feb '21	\$146K	46.5%
Feb '20	\$100K	72.3%
Feb '19	\$57.8K	117.3%



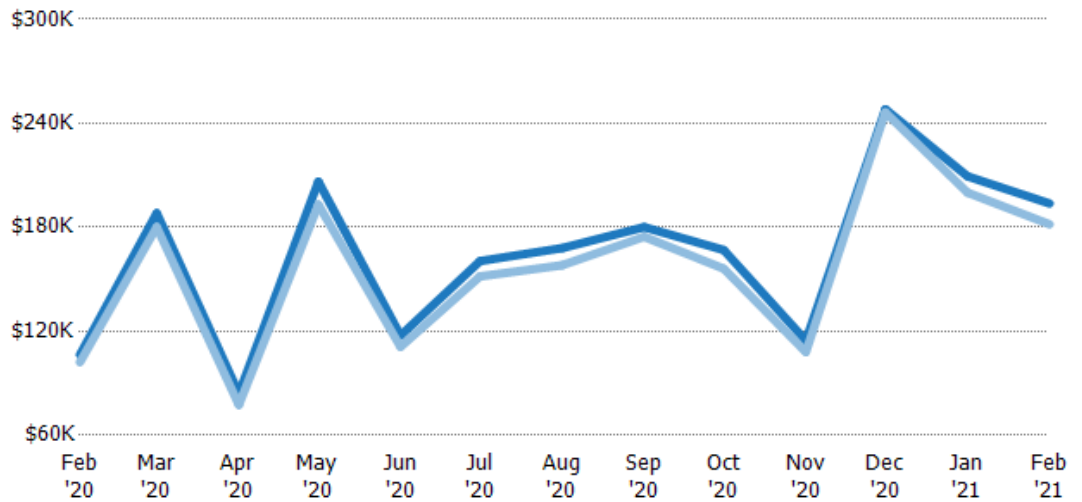
Current Year	\$100K	\$170K	\$77.5K	\$220K	\$46K	\$155K	\$133K	\$157K	\$150K	\$62K	\$187K	\$150K	\$146K
Prior Year	\$57.8K	\$132K	\$174K	\$98K	\$115K	\$111K	\$181K	\$168K	\$153K	\$150K	\$87.5K	\$125K	\$100K
Percent Change from Prior Year	72%	29%	-56%	124%	-60%	39%	-27%	-6%	-2%	-59%	114%	20%	46%

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



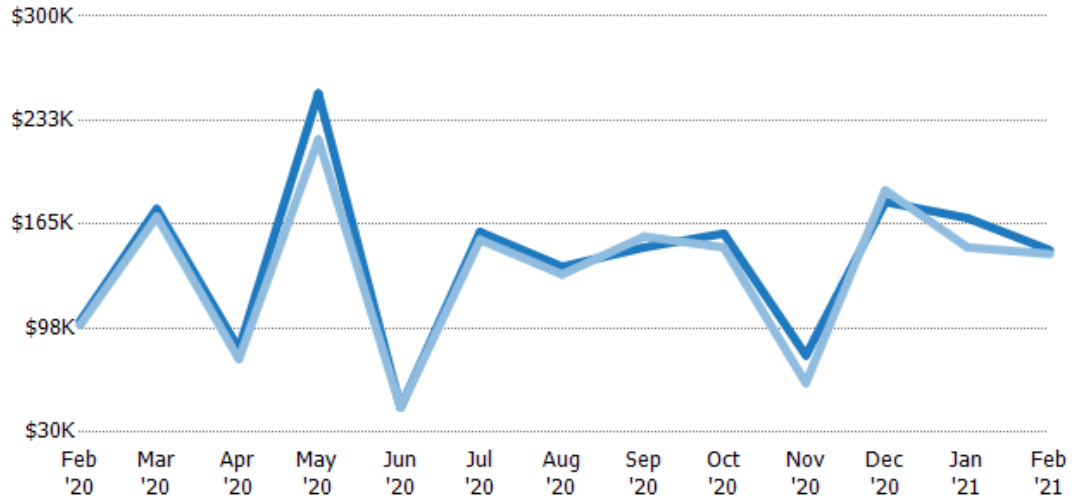
Avg List Price	\$106K	\$188K	\$84K	\$206K	\$118K	\$160K	\$168K	\$180K	\$167K	\$115K	\$248K	\$209K	\$194K
Avg Sales Price	\$102K	\$180K	\$77.5K	\$193K	\$111K	\$152K	\$158K	\$175K	\$156K	\$108K	\$246K	\$200K	\$182K
Avg Sales Price as a % of Avg List Price	96%	96%	92%	94%	94%	94%	94%	97%	94%	94%	99%	96%	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



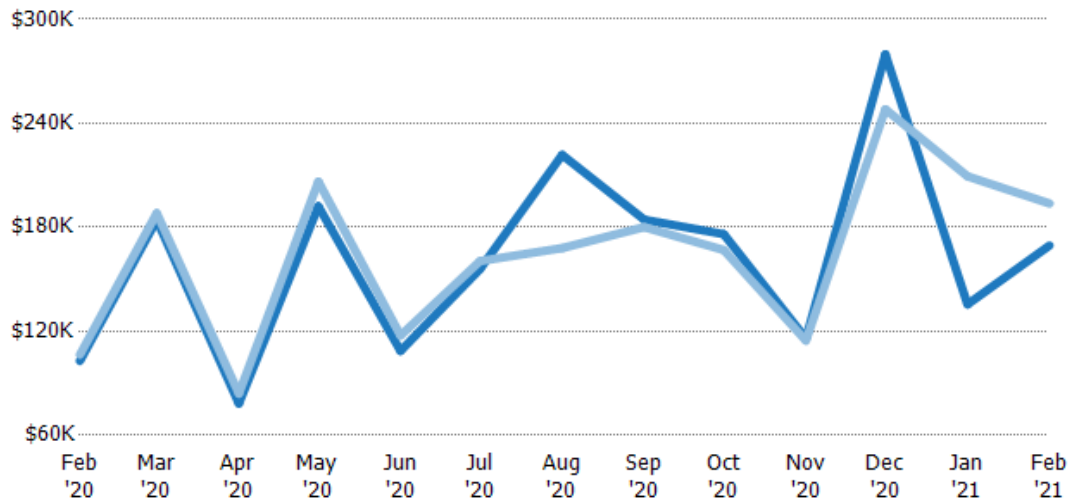
Median List Price	\$102K	\$175K	\$84K	\$250K	\$46K	\$160K	\$137K	\$150K	\$159K	\$79.9K	\$179K	\$169K	\$148K
Median Sales Price	\$100K	\$170K	\$77.5K	\$220K	\$46K	\$155K	\$133K	\$157K	\$150K	\$62K	\$187K	\$150K	\$146K
Med Sales Price as a % of Med List Price	98%	97%	92%	88%	100%	97%	96%	105%	94%	78%	104%	89%	98%

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



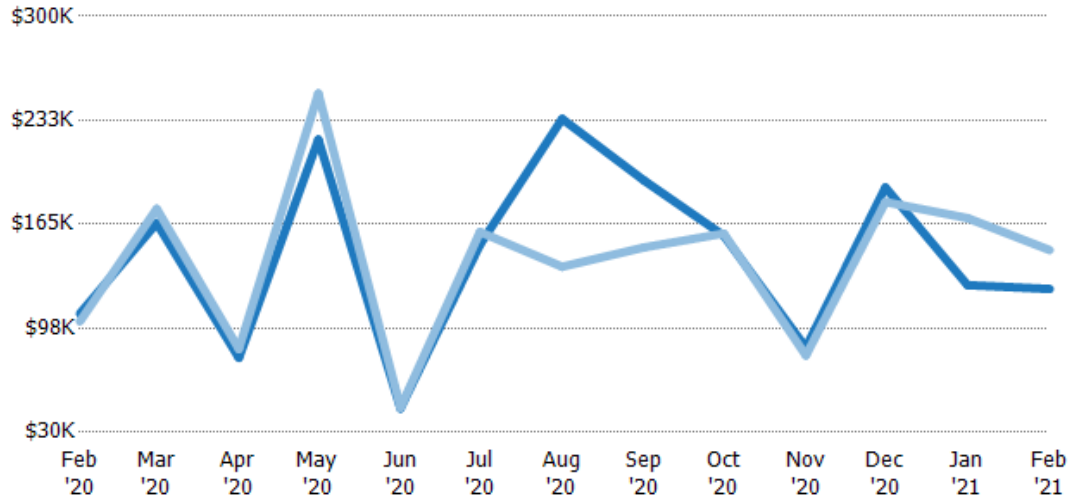
Avg Est Value	\$103K	\$184K	\$78.3K	\$192K	\$109K	\$156K	\$222K	\$184K	\$176K	\$116K	\$280K	\$136K	\$170K
Avg Sales Price	\$106K	\$188K	\$84K	\$206K	\$118K	\$160K	\$168K	\$180K	\$167K	\$115K	\$248K	\$209K	\$194K
Avg Sales Price as a % of Avg Est Value	103%	102%	107%	107%	108%	103%	76%	98%	95%	99%	89%	154%	114%

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



	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21
Median Est Value	\$107K	\$166K	\$78.3K	\$220K	\$45.6K	\$152K	\$233K	\$193K	\$158K	\$85K	\$189K	\$126K	\$123K
Median Sales Price	\$102K	\$175K	\$84K	\$250K	\$46K	\$160K	\$137K	\$150K	\$159K	\$79.9K	\$179K	\$169K	\$148K
Med Sales Price as a % of Med Est Value	95%	106%	107%	114%	101%	105%	59%	78%	101%	94%	95%	135%	121%