

## 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	Apr 2021	Apr 2020	+ / -	YTD 2021	YTD 2020	+ / -
<b>Listing Activity Charts Metrics</b>						
New Listing Count	15	7	+114.3%	45	22	+104.5%
New Listing Volume	\$2,485,500	\$1,390,200	+78.8%	\$9,549,599	\$3,862,200	+147.3%
Active Listing Count	24	68	-64.7%	N/A	N/A	
Active Listing Volume	\$5,749,700	\$11,292,090	-49.1%	N/A	N/A	
Average Listing Price	\$239,571	\$166,060	+44.3%	\$245,585	\$168,579	+45.7%
Median Listing Price	\$194,700	\$125,000	+55.8%	\$194,978	\$125,819	+55%
Median Days in RPR	50.5	251.5	-79.9%	91.01	212.67	-57.2%
Months of Inventory	3	9.7	-69.1%	4.2	13.4	-68.9%
Absorption Rate	33.33%	10.29%	+23%	24%	7.47%	+16.5%
<b>Sales Activity Charts Metrics</b>						
New Pending Sales Count	18	8	+125%	46	33	+39.4%
New Pending Sales Volume	\$3,137,700	\$909,300	+245.1%	\$8,704,599	\$4,809,100	+81%
Pending Sales Count	23	11	+109.1%	N/A	N/A	
Pending Sales Volume	\$4,962,600	\$1,714,000	+189.5%	N/A	N/A	
Closed Sales Count	8	2	+300%	39	24	+62.5%
Closed Sales Volume	\$1,497,860	\$155,000	+866.4%	\$7,460,510	\$3,413,900	+118.5%
Average Sales Price	\$187,233	\$77,500	+141.6%	\$191,295	\$142,246	+34.5%
Median Sales Price	\$185,000	\$77,500	+138.7%	\$156,500	\$127,792	+22.5%

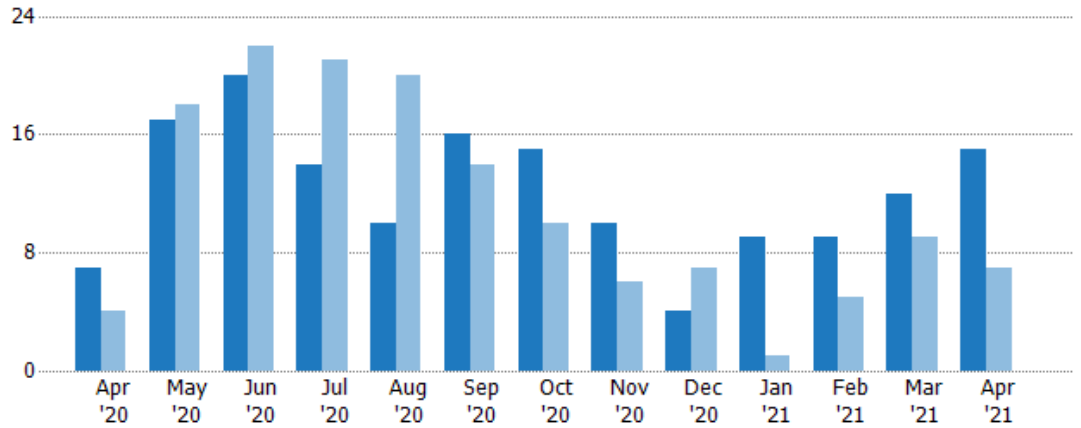
## New Listings

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.
Apr '21	15	114.3%
Apr '20	7	75%
Apr '19	4	225%



Current Year	7	17	20	14	10	16	15	10	4	9	9	12	15
Prior Year	4	18	22	21	20	14	10	6	7	1	5	9	7
Percent Change from Prior Year	75%	-6%	-9%	-33%	-50%	14%	50%	67%	-43%	800%	80%	33%	114%

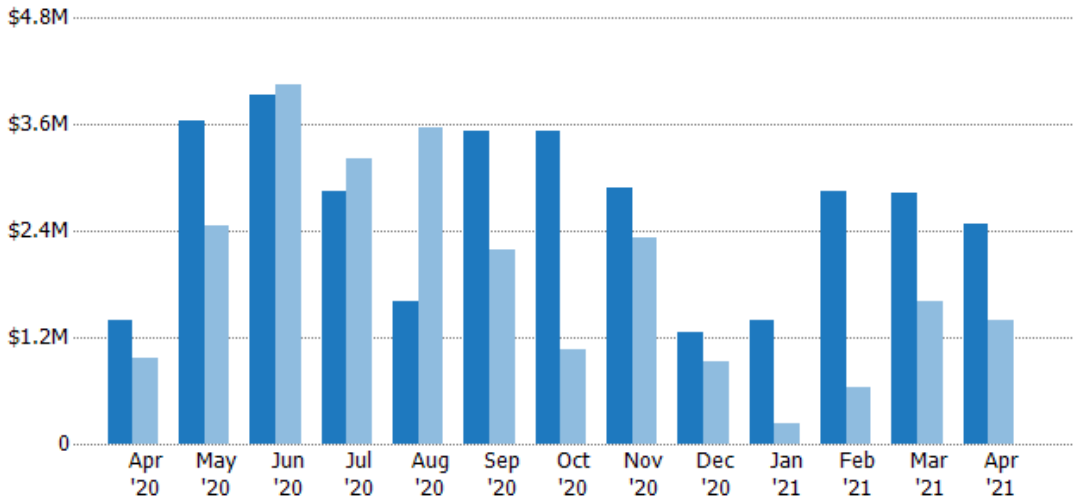
## New Listing Volume

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.
Apr '21	\$2.49M	78.8%
Apr '20	\$1.39M	45.3%
Apr '19	\$957K	121.8%



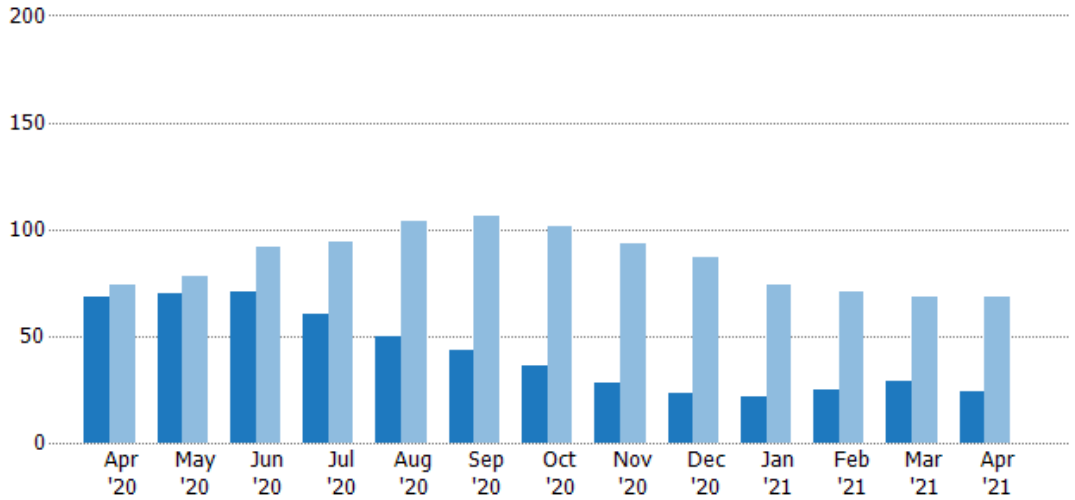
Current Year	\$1.39M	\$3.65M	\$3.93M	\$2.85M	\$1.6M	\$3.52M	\$3.54M	\$2.88M	\$1.26M	\$1.39M	\$2.85M	\$2.83M	\$2.49M
Prior Year	\$957K	\$2.45M	\$4.05M	\$3.21M	\$3.56M	\$2.18M	\$1.07M	\$2.33M	\$934K	\$228K	\$646K	\$1.6M	\$1.39M
Percent Change from Prior Year	45%	49%	-3%	-11%	-55%	62%	230%	23%	35%	511%	341%	77%	79%

## 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



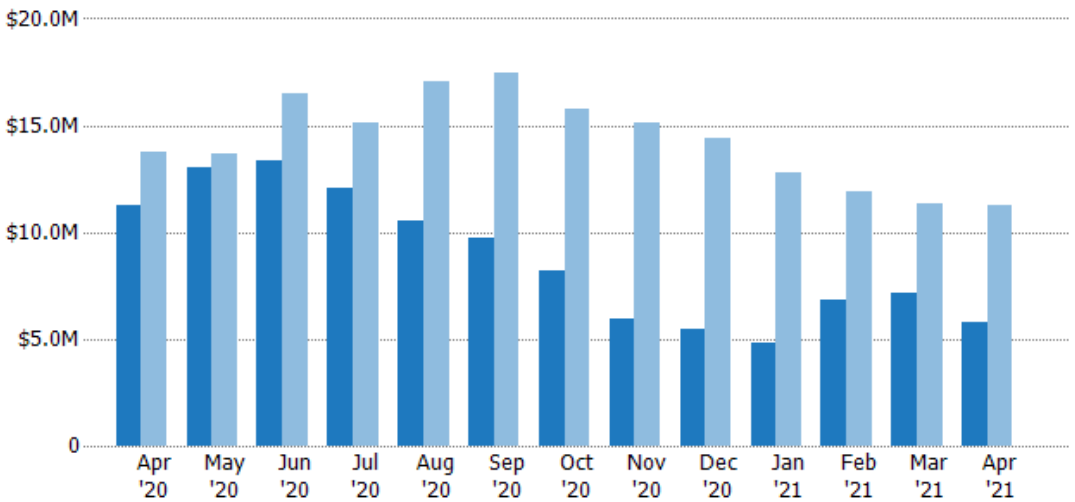
	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21
Current Year	68	70	71	60	50	43	36	28	23	22	25	29	24
Prior Year	74	78	92	94	104	106	101	93	87	74	71	68	68
Percent Change from Prior Year	-8%	-10%	-23%	-36%	-52%	-59%	-64%	-70%	-74%	-70%	-65%	-57%	-65%

## 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



	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21
Current Year	\$11.3M	\$13M	\$13.4M	\$12.1M	\$10.6M	\$9.7M	\$8.18M	\$5.91M	\$5.44M	\$4.81M	\$6.82M	\$7.18M	\$5.75M
Prior Year	\$13.7M	\$13.7M	\$16.5M	\$15.1M	\$17M	\$17.4M	\$15.7M	\$15.1M	\$14.4M	\$12.8M	\$11.9M	\$11.4M	\$11.3M
Percent Change from Prior Year	-18%	-5%	-19%	-20%	-38%	-44%	-48%	-61%	-62%	-63%	-43%	-37%	-49%

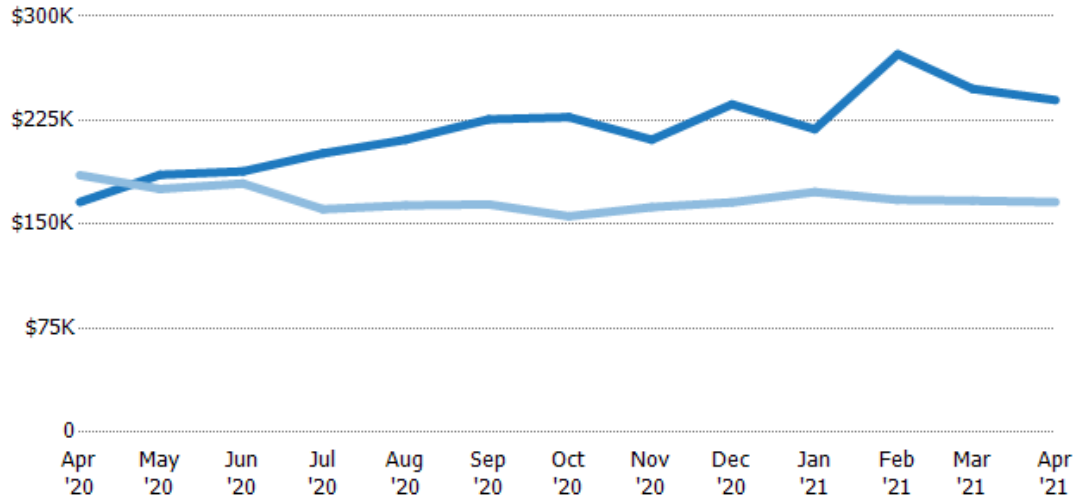
## Average Listing Price

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.
Apr '21	\$240K	44.3%
Apr '20	\$166K	-10.4%
Apr '19	\$185K	-8.8%



Current Year	\$166K	\$186K	\$188K	\$201K	\$211K	\$226K	\$227K	\$211K	\$237K	\$219K	\$273K	\$248K	\$240K
Prior Year	\$185K	\$175K	\$179K	\$161K	\$164K	\$164K	\$156K	\$162K	\$166K	\$173K	\$168K	\$167K	\$166K
Percent Change from Prior Year	-10%	6%	5%	25%	29%	37%	46%	30%	43%	26%	63%	48%	44%

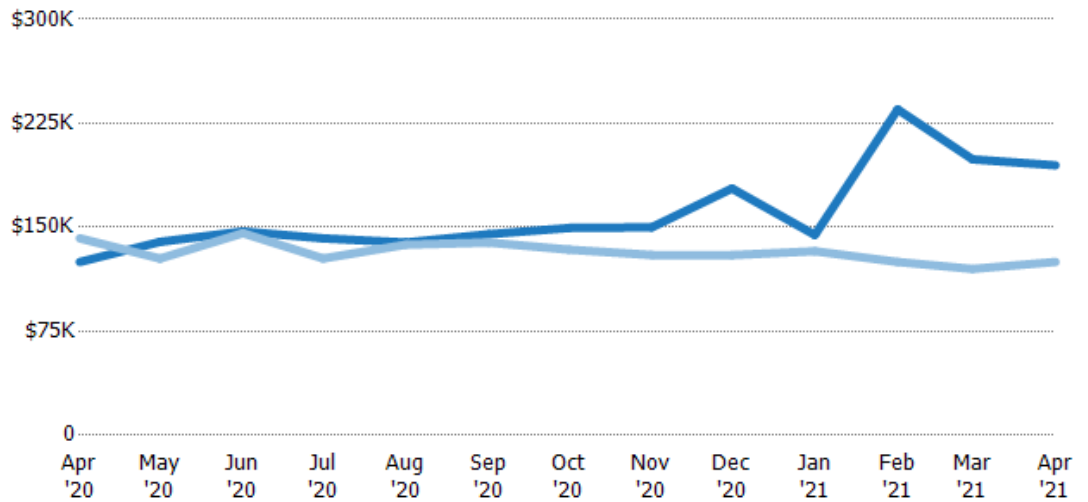
## Median Listing Price

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.
Apr '21	\$195K	55.8%
Apr '20	\$125K	-12%
Apr '19	\$142K	-9.2%



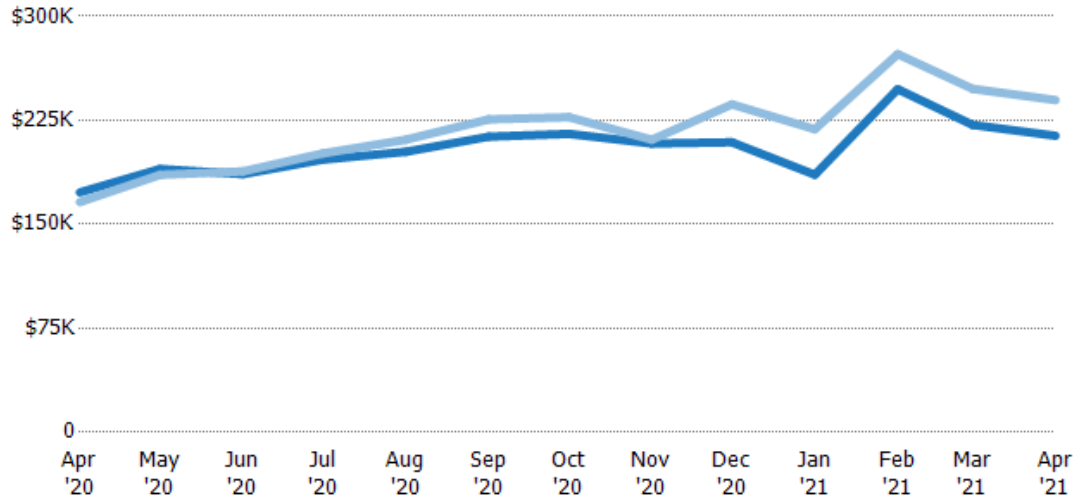
Current Year	\$125K	\$140K	\$147K	\$142K	\$139K	\$145K	\$150K	\$150K	\$178K	\$145K	\$235K	\$199K	\$195K
Prior Year	\$142K	\$127K	\$146K	\$128K	\$137K	\$139K	\$134K	\$130K	\$130K	\$133K	\$125K	\$120K	\$125K
Percent Change from Prior Year	-12%	9%	1%	11%	1%	4%	12%	15%	37%	9%	88%	66%	56%

## 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



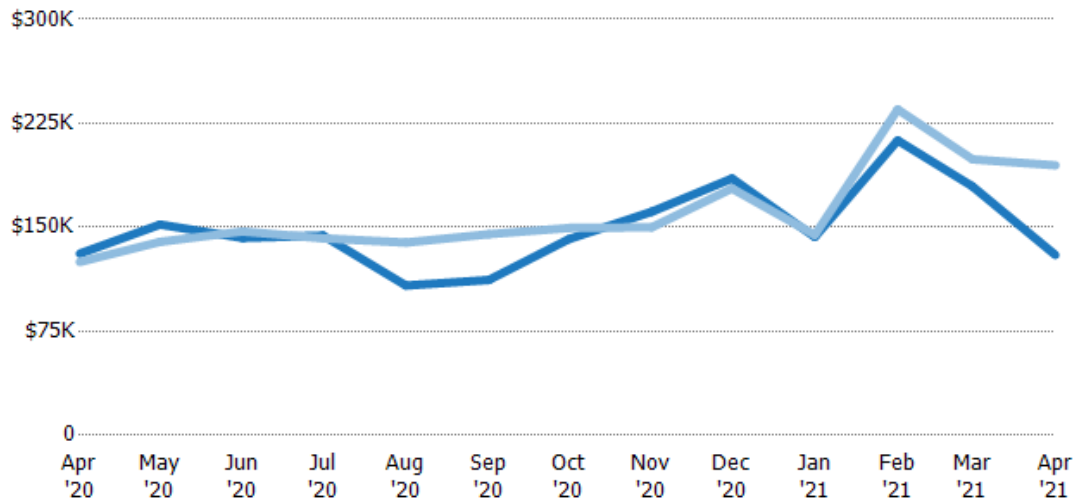
	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21
Avg Est Value	\$173K	\$190K	\$186K	\$197K	\$202K	\$213K	\$215K	\$208K	\$209K	\$186K	\$247K	\$222K	\$214K
Avg Listing Price	\$166K	\$186K	\$188K	\$201K	\$211K	\$226K	\$227K	\$211K	\$237K	\$219K	\$273K	\$248K	\$240K
Avg Listing Price as a % of Avg Est Value	96%	98%	101%	102%	104%	106%	106%	101%	113%	118%	110%	112%	112%

## 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



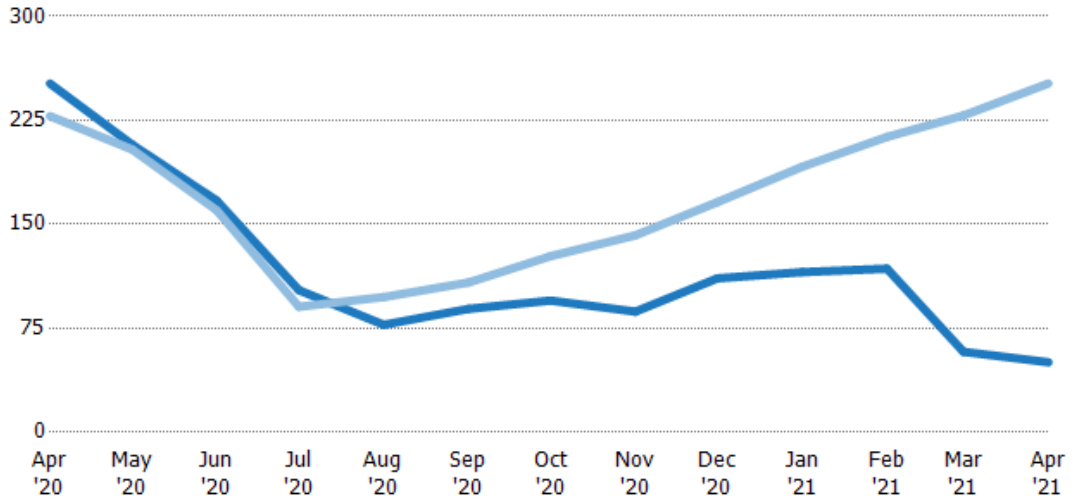
	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21
Median Est Value	\$131K	\$152K	\$142K	\$144K	\$108K	\$112K	\$142K	\$161K	\$185K	\$143K	\$213K	\$179K	\$130K
Median Listing Price	\$125K	\$140K	\$147K	\$142K	\$139K	\$145K	\$150K	\$150K	\$178K	\$145K	\$235K	\$199K	\$195K
Med Listing Price as a % of Med Est Value	95%	92%	103%	99%	129%	129%	106%	93%	96%	101%	111%	111%	150%

## 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.
Apr '21	50.5	-79.9%
Apr '20	252	10.3%
Apr '19	228	-26.3%

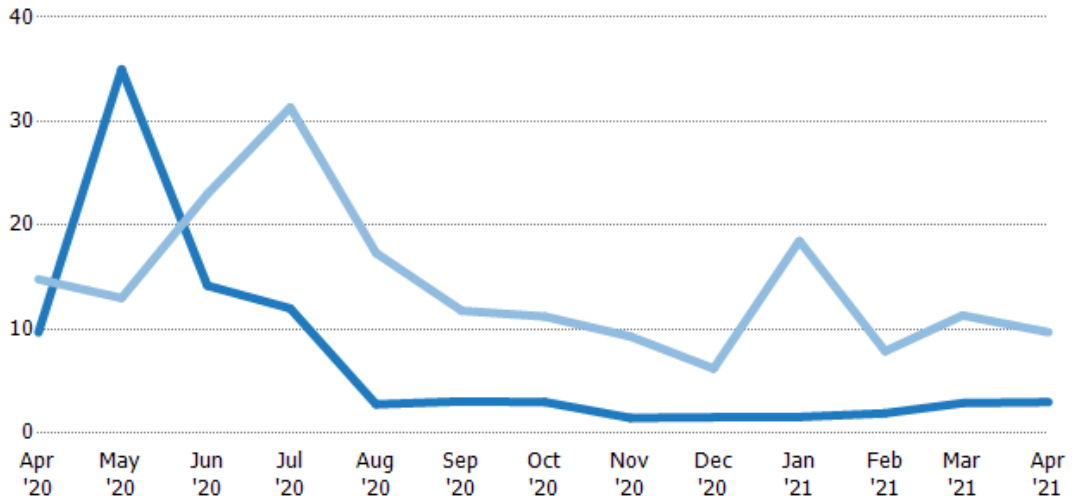
Current Year	252	208	167	103	77.5	89	95	87	111	116	118	58	50.5
Prior Year	228	204	160	90.5	97.5	108	127	142	166	192	213	229	252
Percent Change from Prior Year	10%	2%	4%	13%	-21%	-18%	-25%	-39%	-33%	-40%	-45%	-75%	-80%

## 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.
Apr '21	3	-69.1%
Apr '20	9.71	-34.4%
Apr '19	14.8	-15.5%

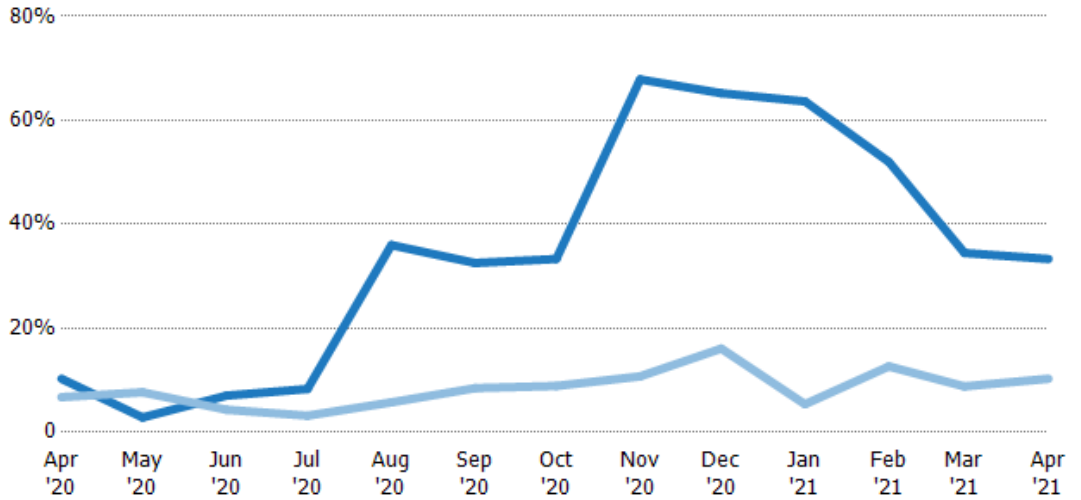
Current Year	9.71	35	14.2	12	2.78	3.07	3	1.47	1.53	1.57	1.92	2.9	3
Prior Year	14.8	13	23	31.3	17.3	11.8	11.2	9.3	6.21	18.5	7.89	11.3	9.71
Percent Change from Prior Year	-34%	169%	-38%	-62%	-84%	-74%	-73%	-84%	-75%	-92%	-76%	-74%	-69%

## Absorption Rate

The percentage of inventory sold per month.

### Filters Used

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



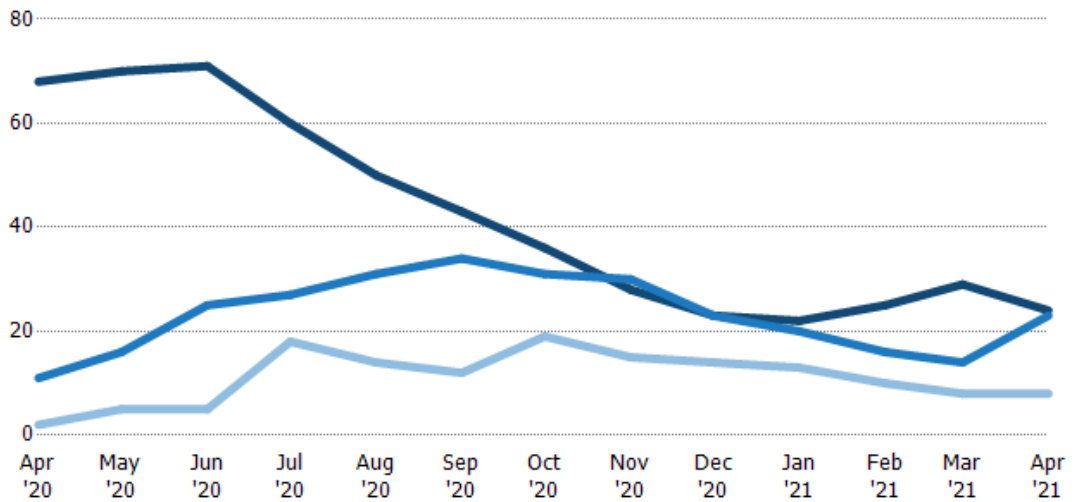
	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21
Current Year	10%	3%	7%	8%	36%	33%	33%	68%	65%	64%	52%	34%	33%
Prior Year	7%	8%	4%	3%	6%	8%	9%	11%	16%	5%	13%	9%	10%
Change from Prior Year	-4%	5%	-3%	-5%	-30%	-24%	-24%	-57%	-49%	-58%	-39%	-26%	-23%

## 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



	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21
Active	68	70	71	60	50	43	36	28	23	22	25	29	24
Pending	11	16	25	27	31	34	31	30	23	20	16	14	23
Sold	2	5	5	18	14	12	19	15	14	13	10	8	8

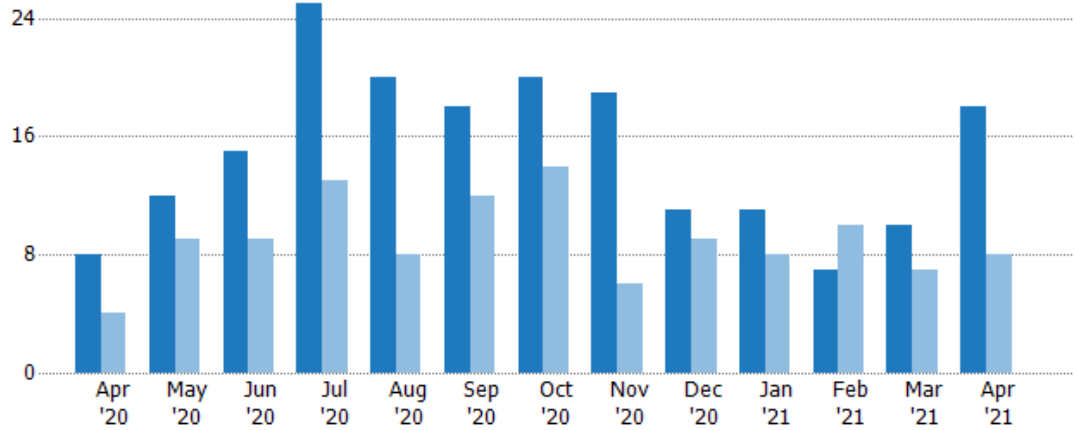
## New Pending Sales

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.
Apr '21	18	125%
Apr '20	8	100%
Apr '19	4	50%



Current Year	8	12	15	25	20	18	20	19	11	11	7	10	18
Prior Year	4	9	9	13	8	12	14	6	9	8	10	7	8
Percent Change from Prior Year	100%	33%	67%	92%	150%	50%	43%	217%	22%	38%	-30%	43%	125%

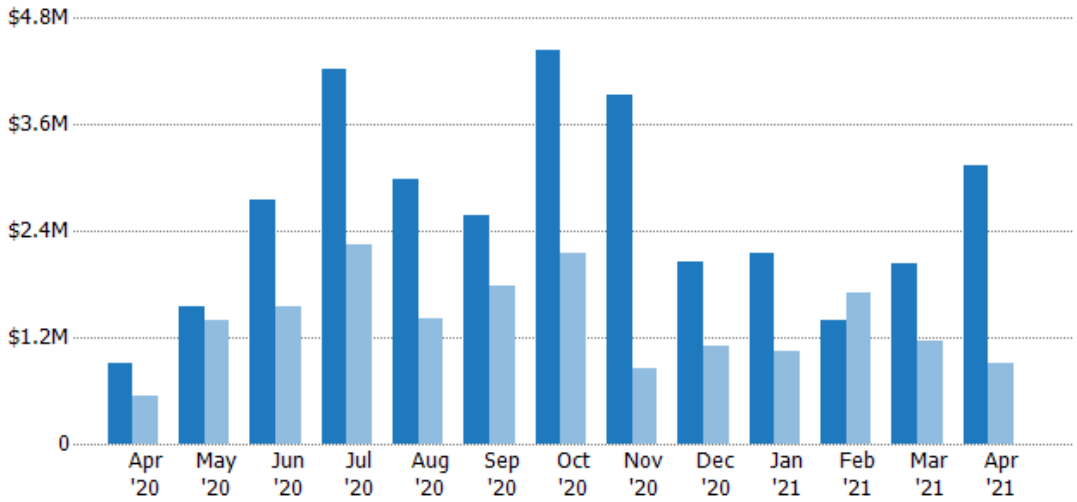
## New Pending Sales Volume

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.
Apr '21	\$3.14M	245.1%
Apr '20	\$909K	70.1%
Apr '19	\$535K	65%



Current Year	\$909K	\$1.55M	\$2.75M	\$4.23M	\$2.98M	\$2.58M	\$4.44M	\$3.93M	\$2.06M	\$2.15M	\$1.38M	\$2.03M	\$3.14M
Prior Year	\$535K	\$1.4M	\$1.55M	\$2.24M	\$1.4M	\$1.78M	\$2.15M	\$859K	\$1.09M	\$1.04M	\$1.71M	\$1.15M	\$909K
Percent Change from Prior Year	70%	11%	78%	89%	113%	45%	106%	357%	88%	107%	-19%	76%	245%

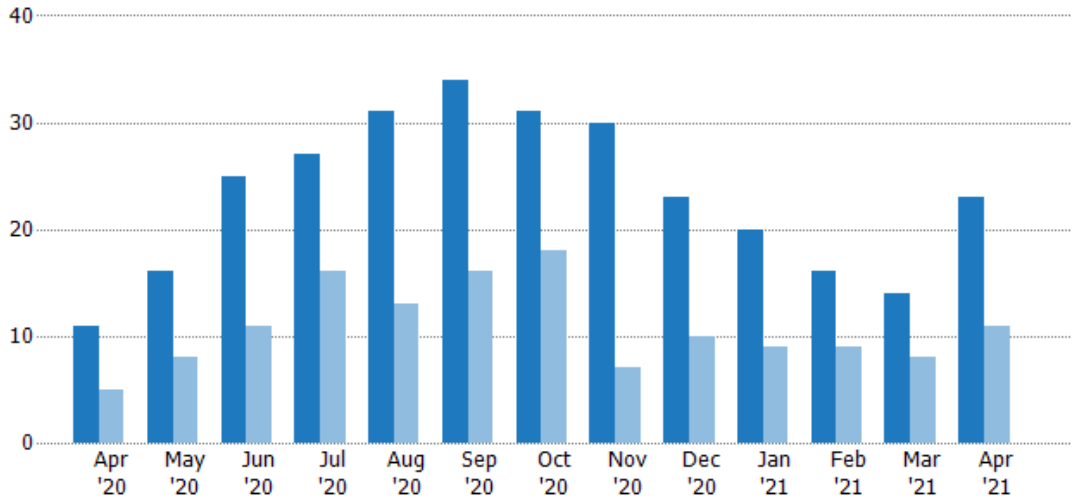


## Pending Sales

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



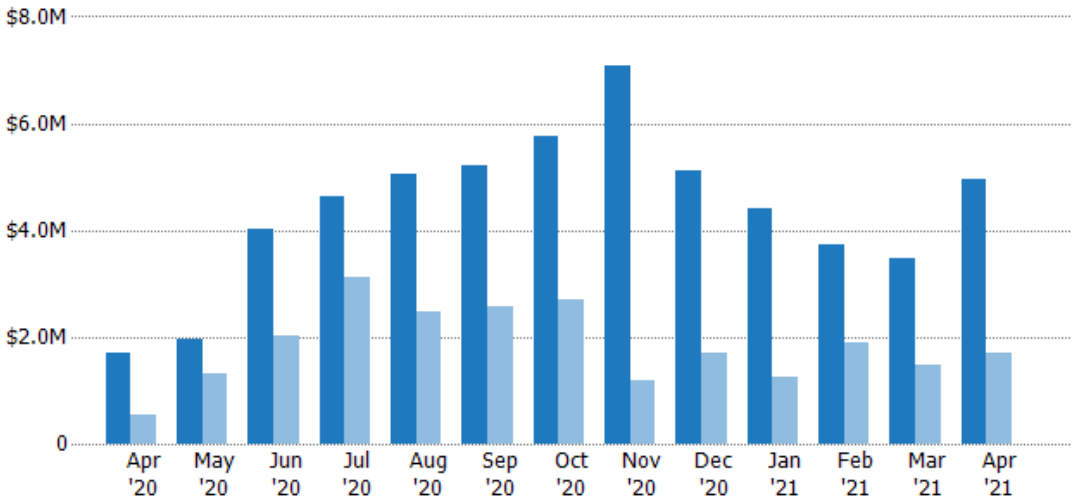
	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21
Current Year	11	16	25	27	31	34	31	30	23	20	16	14	23
Prior Year	5	8	11	16	13	16	18	7	10	9	9	8	11
Percent Change from Prior Year	120%	100%	127%	69%	138%	113%	72%	329%	130%	122%	78%	75%	109%

## 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



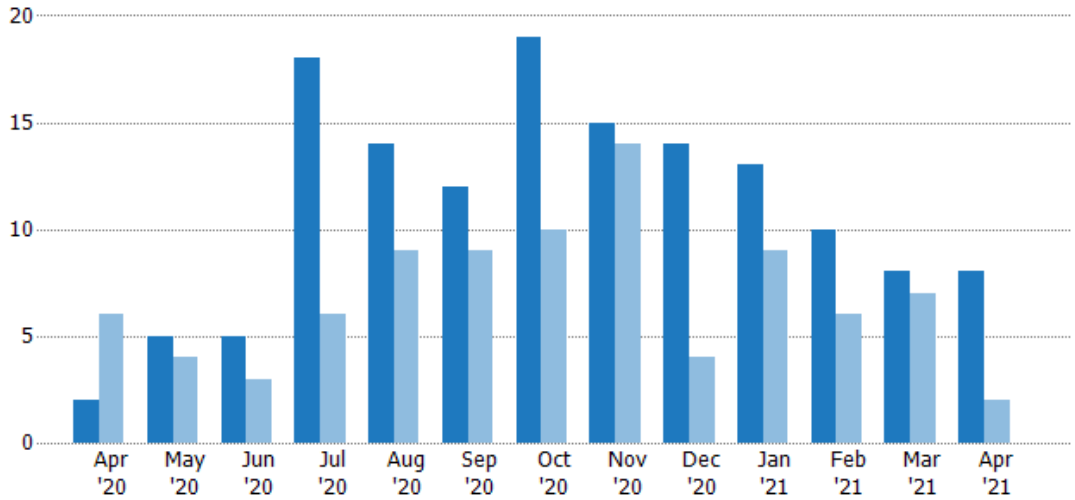
	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21
Current Year	\$1.71M	\$1.95M	\$4.02M	\$4.63M	\$5.05M	\$5.2M	\$5.76M	\$7.09M	\$5.1M	\$4.4M	\$3.72M	\$3.47M	\$4.96M
Prior Year	\$527K	\$1.31M	\$2.01M	\$3.11M	\$2.47M	\$2.56M	\$2.7M	\$1.19M	\$1.69M	\$1.25M	\$1.89M	\$1.46M	\$1.71M
Percent Change from Prior Year	226%	48%	100%	49%	105%	103%	114%	494%	201%	252%	96%	137%	190%

## 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



Month/Year	Count	% Chg.
Apr '21	8	300%
Apr '20	2	-66.7%
Apr '19	6	-33.3%

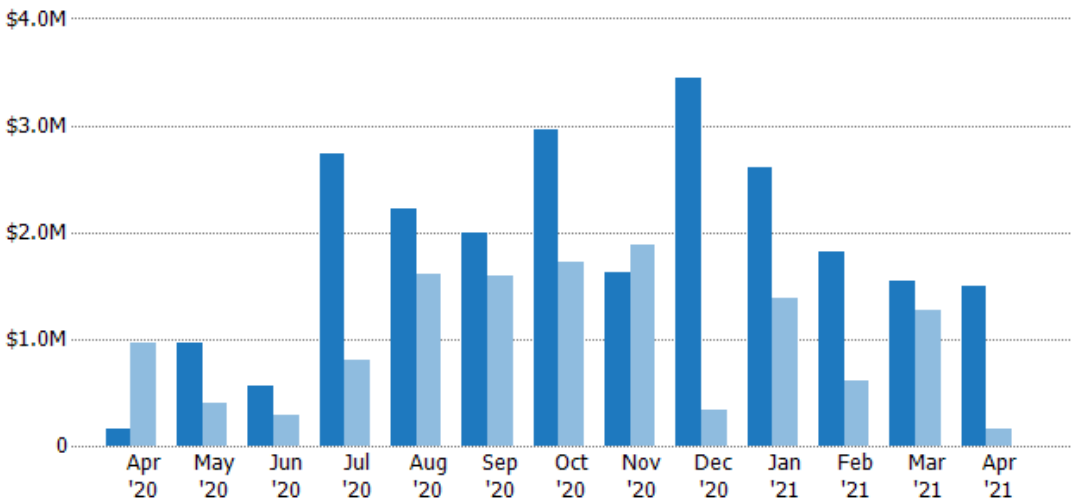
	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21
Current Year	2	5	5	18	14	12	19	15	14	13	10	8	8
Prior Year	6	4	3	6	9	9	10	14	4	9	6	7	2
Percent Change from Prior Year	-67%	25%	67%	200%	56%	33%	90%	7%	250%	44%	67%	14%	300%

## 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



Month/Year	Volume	% Chg.
Apr '21	\$1.5M	866.4%
Apr '20	\$155K	-84%
Apr '19	\$971K	-16.4%

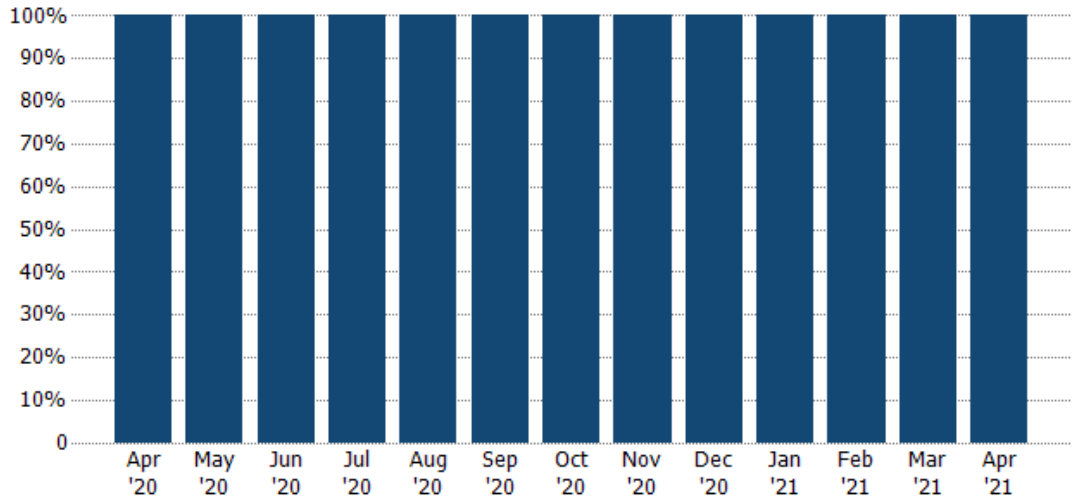
	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21
Current Year	\$155K	\$966K	\$555K	\$2.73M	\$2.21M	\$2M	\$2.97M	\$1.62M	\$3.45M	\$2.6M	\$1.82M	\$1.55M	\$1.5M
Prior Year	\$971K	\$399K	\$295K	\$795K	\$1.6M	\$1.59M	\$1.73M	\$1.88M	\$335K	\$1.38M	\$613K	\$1.26M	\$155K
Percent Change from Prior Year	-84%	142%	88%	243%	38%	26%	72%	-14%	930%	88%	196%	23%	866%

## 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

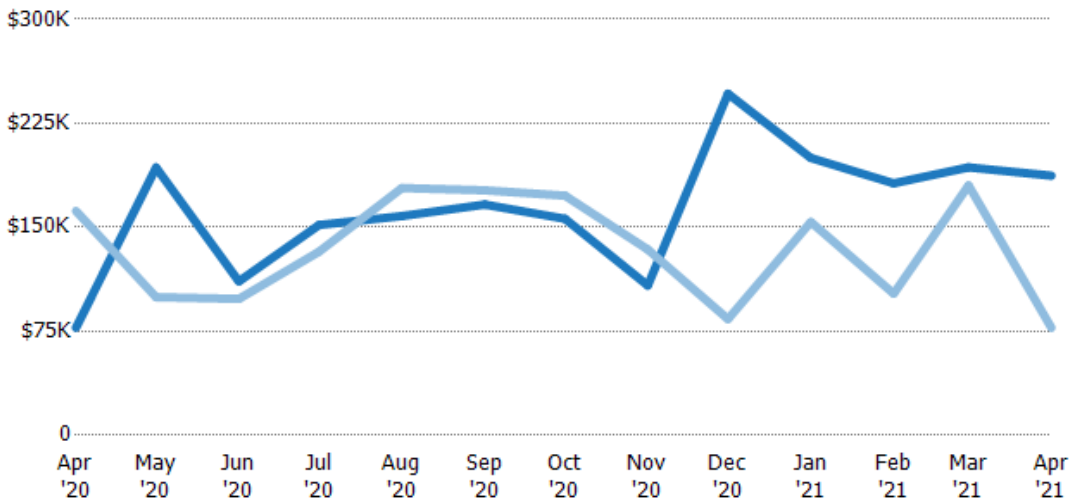
100% 100% 100% 100% 100% 100% 100% 100% 100% 100% 100% 100% 100%

## 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

\$77.5K \$193K \$111K \$152K \$158K \$166K \$156K \$108K \$246K \$200K \$182K \$193K \$187K  
 \$162K \$100K \$98.3K \$132K \$178K \$177K \$173K \$134K \$83.8K \$154K \$102K \$180K \$77.5K  
 -52% 94% 13% 14% -11% -6% -10% -19% 194% 30% 78% 7% 142%

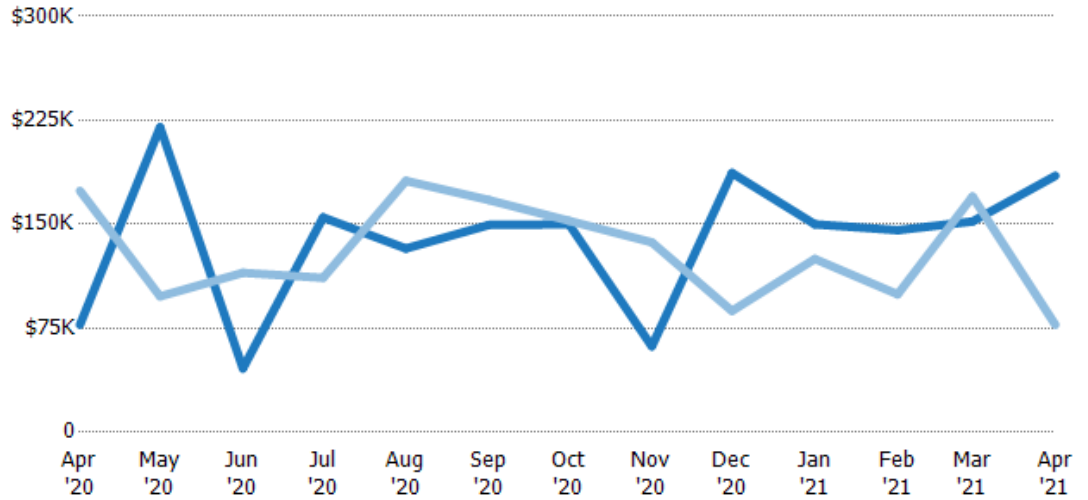
## Median Sales Price

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.
Apr '21	\$185K	138.7%
Apr '20	\$77.5K	-55.5%
Apr '19	\$174K	14%



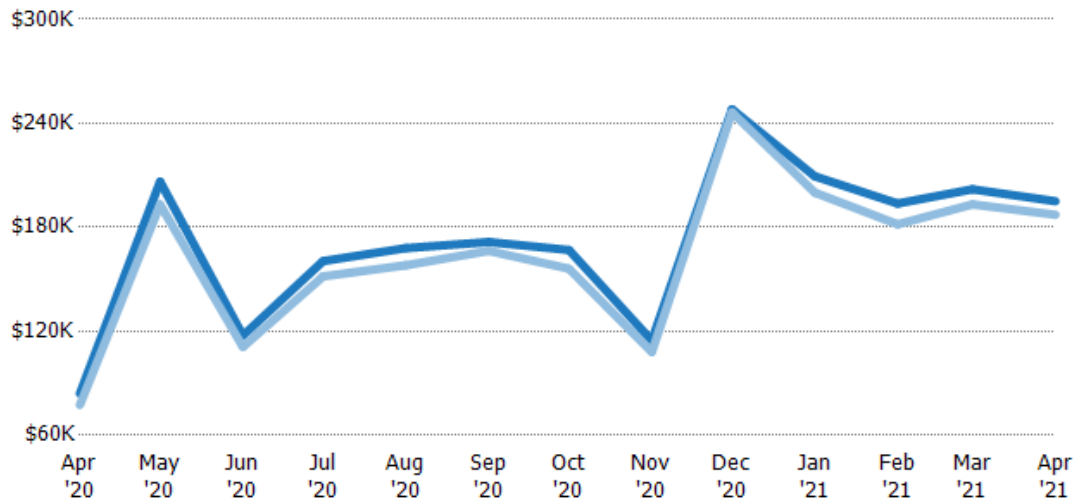
Current Year	\$77.5K	\$220K	\$46K	\$155K	\$133K	\$150K	\$150K	\$62K	\$187K	\$150K	\$146K	\$152K	\$185K
Prior Year	\$174K	\$98K	\$115K	\$111K	\$181K	\$168K	\$153K	\$137K	\$87.5K	\$125K	\$100K	\$170K	\$77.5K
Percent Change from Prior Year	-56%	124%	-60%	39%	-27%	-11%	-2%	-55%	114%	20%	46%	-11%	139%

## 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



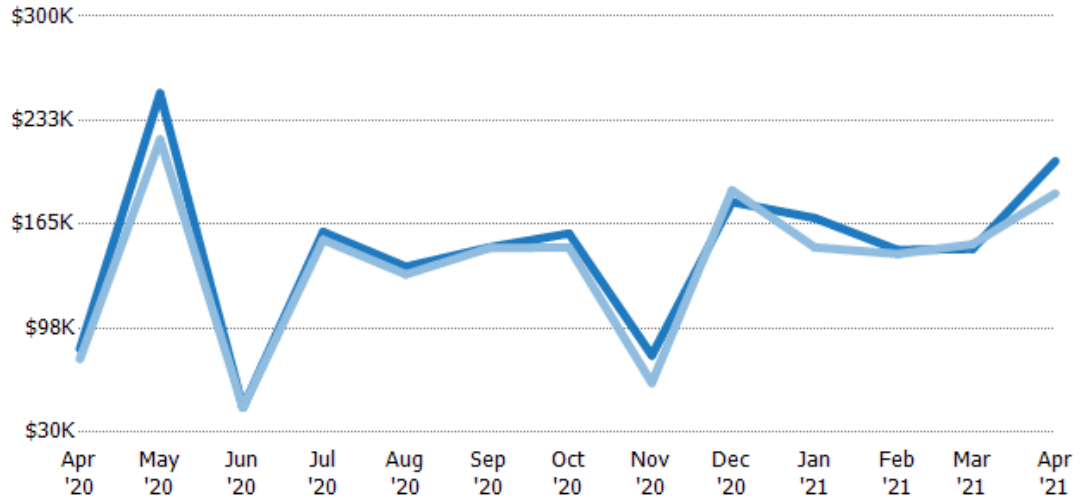
Avg List Price	\$84K	\$206K	\$118K	\$160K	\$168K	\$172K	\$167K	\$115K	\$248K	\$209K	\$194K	\$202K	\$195K
Avg Sales Price	\$77.5K	\$193K	\$111K	\$152K	\$158K	\$166K	\$156K	\$108K	\$246K	\$200K	\$182K	\$193K	\$187K
Avg Sales Price as a % of Avg List Price	92%	94%	94%	94%	94%	97%	94%	94%	99%	96%	94%	96%	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



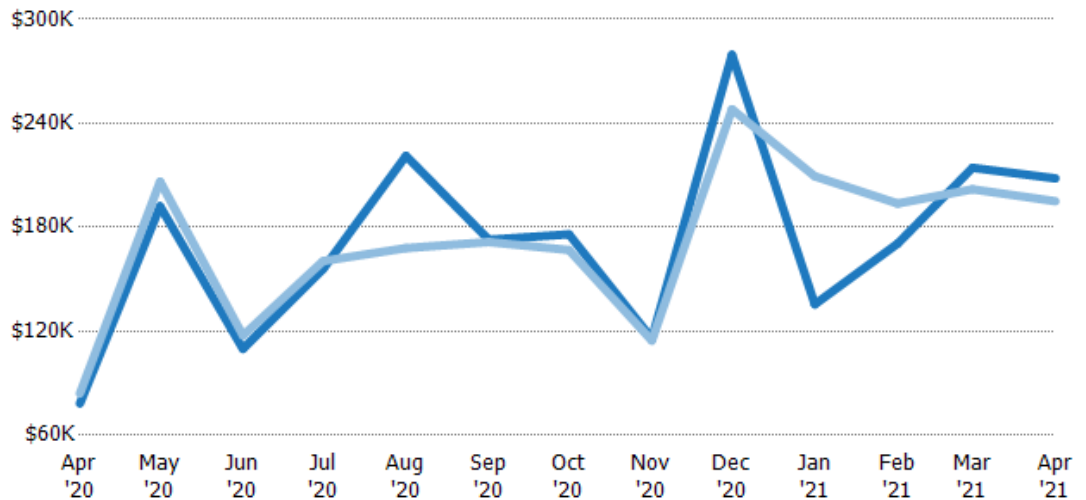
	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21
Median List Price	\$84K	\$250K	\$46K	\$160K	\$137K	\$150K	\$159K	\$79.9K	\$179K	\$169K	\$148K	\$149K	\$206K
Median Sales Price	\$77.5K	\$220K	\$46K	\$155K	\$133K	\$150K	\$150K	\$62K	\$187K	\$150K	\$146K	\$152K	\$185K
Med Sales Price as a % of Med List Price	92%	88%	100%	97%	96%	100%	94%	78%	104%	89%	98%	102%	90%

## 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



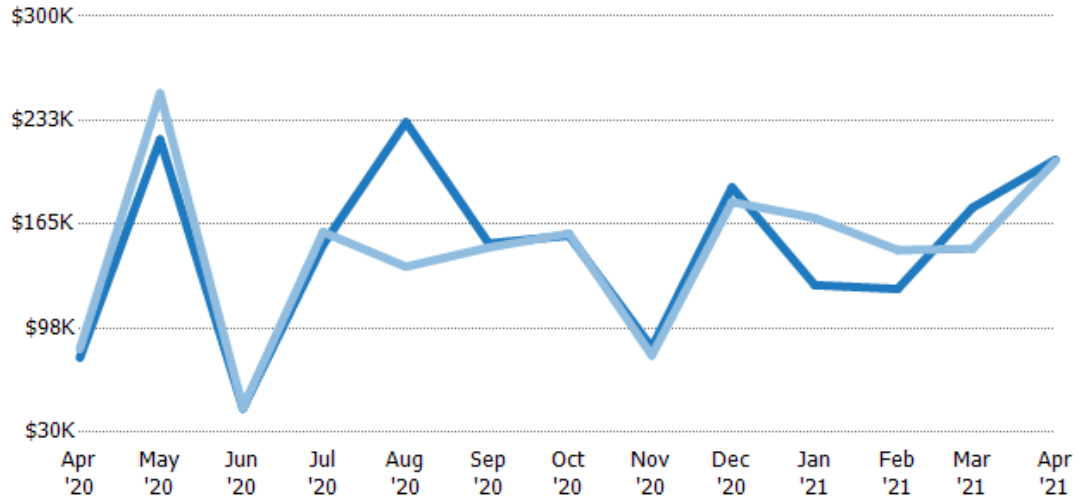
	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21
Avg Est Value	\$78.3K	\$192K	\$110K	\$156K	\$221K	\$173K	\$176K	\$116K	\$280K	\$136K	\$171K	\$214K	\$208K
Avg Sales Price	\$84K	\$206K	\$118K	\$160K	\$168K	\$172K	\$167K	\$115K	\$248K	\$209K	\$194K	\$202K	\$195K
Avg Sales Price as a % of Avg Est Value	107%	107%	107%	103%	76%	99%	95%	99%	89%	154%	114%	94%	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



	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21
Median Est Value	\$78.3K	\$220K	\$45.6K	\$152K	\$231K	\$153K	\$158K	\$85K	\$189K	\$126K	\$123K	\$176K	\$207K
Median Sales Price	\$84K	\$250K	\$46K	\$160K	\$137K	\$150K	\$159K	\$79.9K	\$179K	\$169K	\$148K	\$149K	\$206K
Med Sales Price as a % of Med Est Value	107%	114%	101%	105%	59%	98%	101%	94%	95%	135%	121%	85%	100%