

Summary of Key Listing and Sales Metrics

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

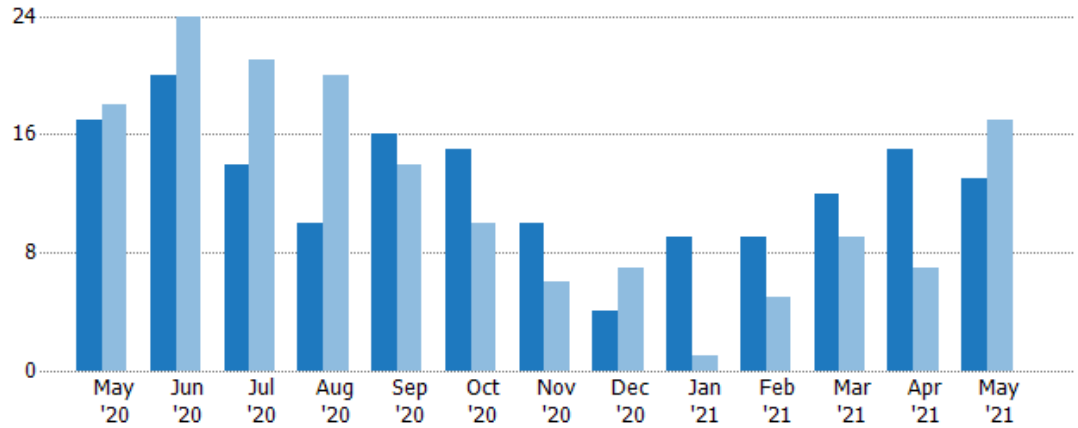
Key Metrics	May 2021	May 2020	+ / -	YTD 2021	YTD 2020	+ / -
Listing Activity Charts Metrics						
New Listing Count	13	17	-23.5%	58	39	+48.7%
New Listing Volume	\$3,458,600	\$3,648,500	-5.2%	\$12,979,099	\$7,510,700	+72.8%
Active Listing Count	11	70	-84.3%	N/A	N/A	
Active Listing Volume	\$3,317,600	\$12,906,200	-74.3%	N/A	N/A	
Average Listing Price	\$301,600	\$184,374	+63.6%	\$248,183	\$170,583	+45.5%
Median Listing Price	\$259,500	\$139,500	+86%	\$193,818	\$131,527	+47.4%
Median Days in RPR	6	217.5	-97.2%	68.27	212.57	-67.9%
Months of Inventory	1.4	35	-96.1%	3.7	14.2	-73.8%
Absorption Rate	72.73%	2.86%	+69.9%	26.85%	7.04%	+19.8%
Sales Activity Charts Metrics						
New Pending Sales Count	9	12	-25%	55	45	+22.2%
New Pending Sales Volume	\$1,676,800	\$1,547,900	+8.3%	\$10,381,399	\$6,357,000	+63.3%
Pending Sales Count	4	16	-75%	N/A	N/A	
Pending Sales Volume	\$1,116,900	\$1,947,600	-42.7%	N/A	N/A	
Closed Sales Count	9	5	+80%	48	29	+65.5%
Closed Sales Volume	\$2,024,400	\$965,500	+109.7%	\$9,484,910	\$4,379,400	+116.6%
Average Sales Price	\$224,933	\$193,100	+16.5%	\$197,602	\$151,014	+30.9%
Median Sales Price	\$209,000	\$220,000	-5%	\$166,344	\$143,690	+15.8%

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



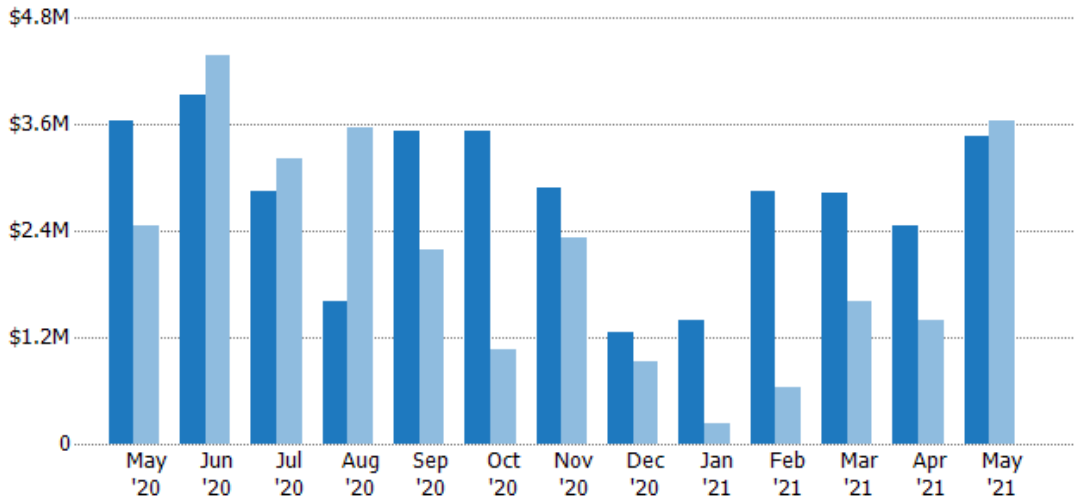
	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21
Current Year	17	20	14	10	16	15	10	4	9	9	12	15	13
Prior Year	18	24	21	20	14	10	6	7	1	5	9	7	17
Percent Change from Prior Year	-6%	-17%	-33%	-50%	14%	50%	67%	-43%	800%	80%	33%	114%	-24%

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



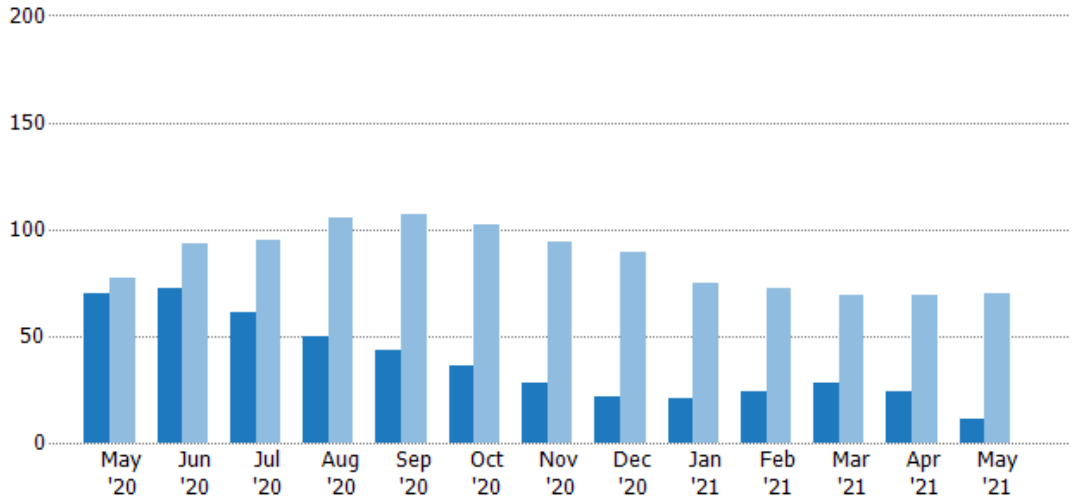
	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21
Current Year	\$3.65M	\$3.93M	\$2.85M	\$1.6M	\$3.52M	\$3.54M	\$2.88M	\$1.26M	\$1.39M	\$2.84M	\$2.83M	\$2.46M	\$3.46M
Prior Year	\$2.45M	\$4.37M	\$3.21M	\$3.56M	\$2.18M	\$1.07M	\$2.33M	\$934K	\$228K	\$646K	\$1.6M	\$1.39M	\$3.65M
Percent Change from Prior Year	49%	-10%	-11%	-55%	62%	230%	23%	35%	511%	340%	77%	77%	-5%

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



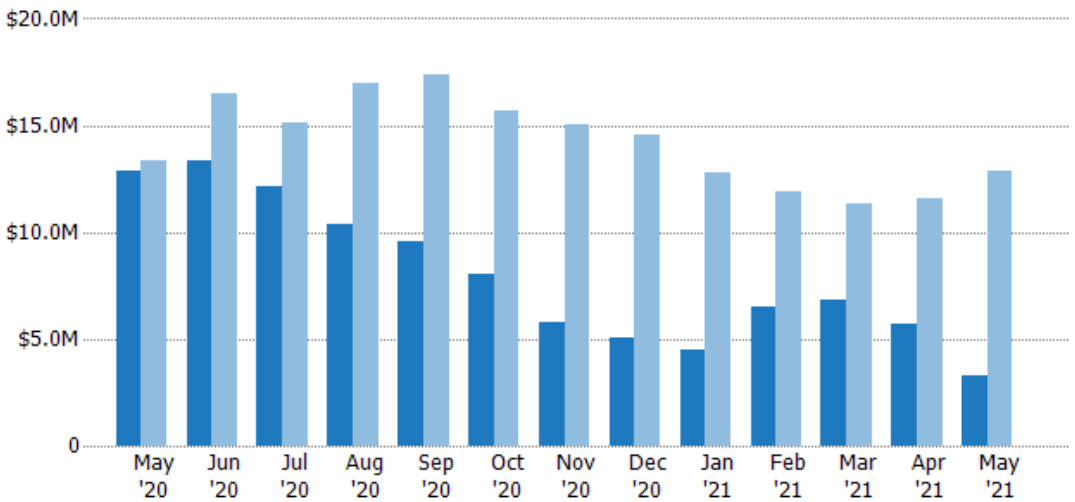
	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21
Current Year	70	72	61	50	43	36	28	22	21	24	28	24	11
Prior Year	77	93	95	105	107	102	94	89	75	72	69	69	70
Percent Change from Prior Year	-9%	-23%	-36%	-52%	-60%	-65%	-70%	-75%	-72%	-67%	-59%	-65%	-84%

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



	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21
Current Year	\$12.9M	\$13.3M	\$12.1M	\$10.4M	\$9.56M	\$8.04M	\$5.76M	\$5.09M	\$4.46M	\$6.47M	\$6.83M	\$5.72M	\$3.32M
Prior Year	\$13.3M	\$16.5M	\$15.1M	\$17M	\$17.4M	\$15.7M	\$15.1M	\$14.5M	\$12.8M	\$11.9M	\$11.3M	\$11.6M	\$12.9M
Percent Change from Prior Year	-3%	-19%	-20%	-39%	-45%	-49%	-62%	-65%	-65%	-46%	-40%	-51%	-74%

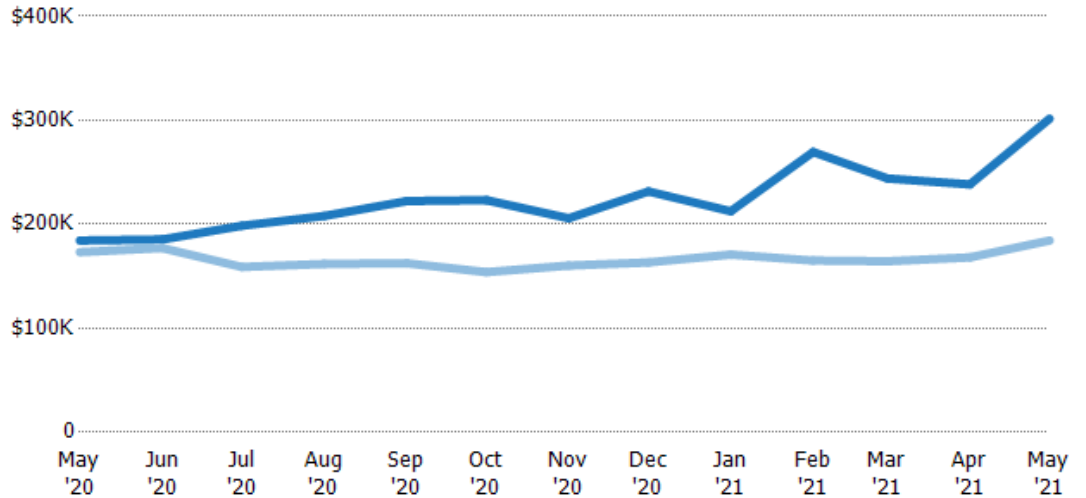
Average Listing Price

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.
May '21	\$302K	63.6%
May '20	\$184K	6.4%
May '19	\$173K	-2.6%



Current Year	\$184K	\$185K	\$199K	\$208K	\$222K	\$223K	\$206K	\$232K	\$213K	\$270K	\$244K	\$238K	\$302K
Prior Year	\$173K	\$177K	\$159K	\$162K	\$163K	\$154K	\$160K	\$163K	\$171K	\$165K	\$164K	\$168K	\$184K
Percent Change from Prior Year	6%	5%	25%	29%	37%	45%	28%	42%	24%	63%	48%	42%	64%

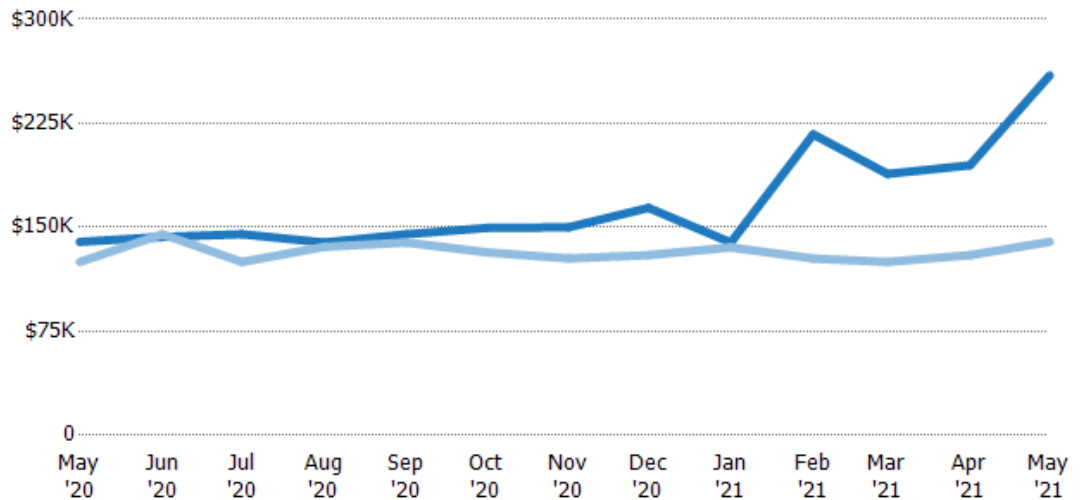
Median Listing Price

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.
May '21	\$260K	86%
May '20	\$140K	11.6%
May '19	\$125K	7.2%



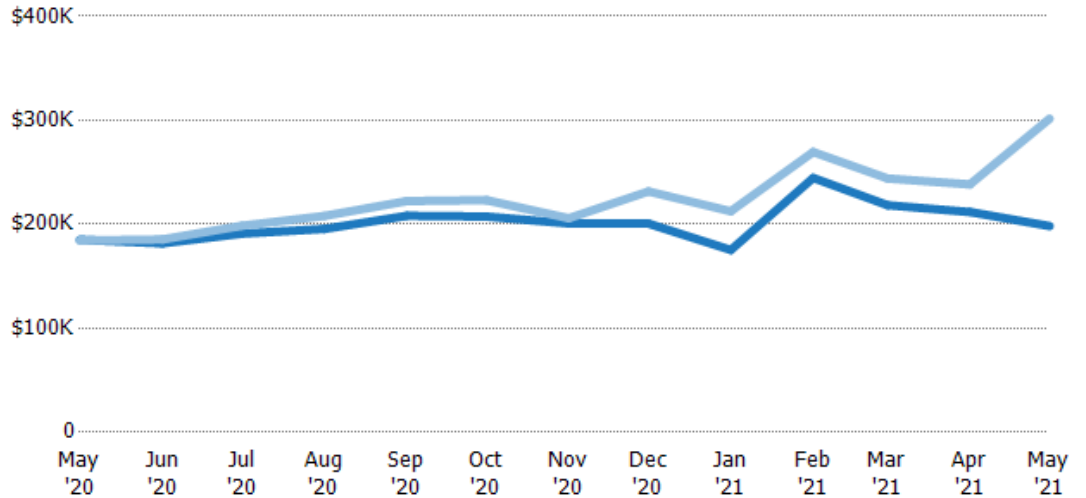
Current Year	\$140K	\$143K	\$145K	\$139K	\$145K	\$150K	\$150K	\$164K	\$139K	\$217K	\$189K	\$195K	\$260K
Prior Year	\$125K	\$145K	\$125K	\$136K	\$139K	\$132K	\$128K	\$130K	\$136K	\$127K	\$125K	\$130K	\$140K
Percent Change from Prior Year	12%	-1%	16%	2%	4%	13%	18%	26%	3%	70%	51%	50%	86%

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



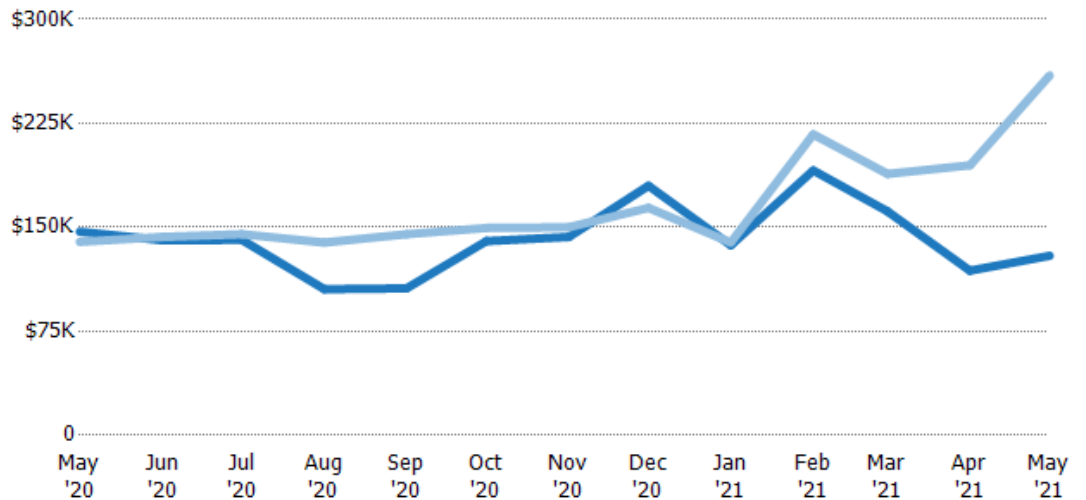
	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21
Avg Est Value	\$185K	\$182K	\$191K	\$196K	\$208K	\$207K	\$201K	\$201K	\$175K	\$245K	\$218K	\$212K	\$198K
Avg Listing Price	\$184K	\$185K	\$199K	\$208K	\$222K	\$223K	\$206K	\$232K	\$213K	\$270K	\$244K	\$238K	\$302K
Avg Listing Price as a % of Avg Est Value	100%	102%	104%	106%	107%	108%	102%	115%	121%	110%	112%	113%	152%

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



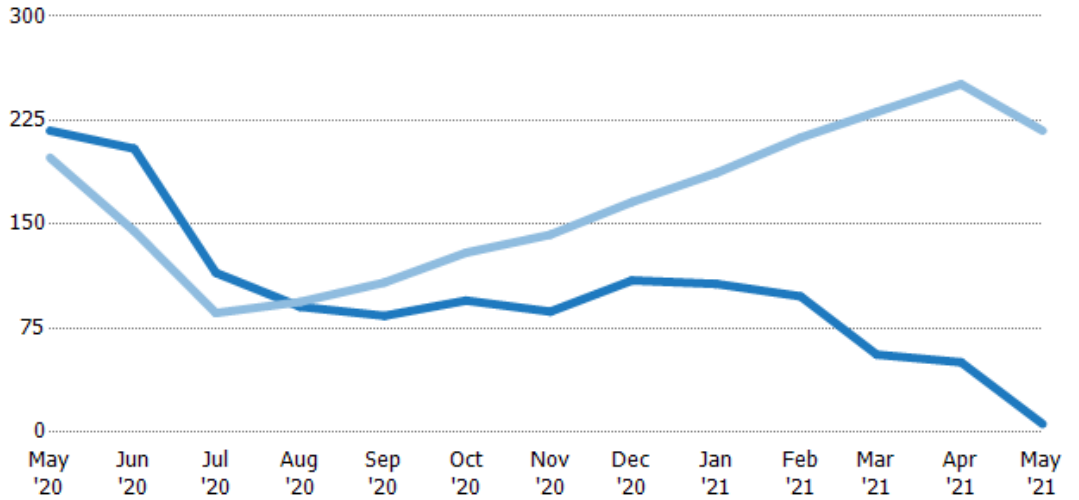
	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21
Median Est Value	\$147K	\$141K	\$141K	\$105K	\$106K	\$140K	\$143K	\$180K	\$137K	\$191K	\$161K	\$119K	\$129K
Median Listing Price	\$140K	\$143K	\$145K	\$139K	\$145K	\$150K	\$150K	\$164K	\$139K	\$217K	\$189K	\$195K	\$260K
Med Listing Price as a % of Med Est Value	95%	102%	103%	132%	137%	107%	105%	91%	101%	114%	117%	164%	200%

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



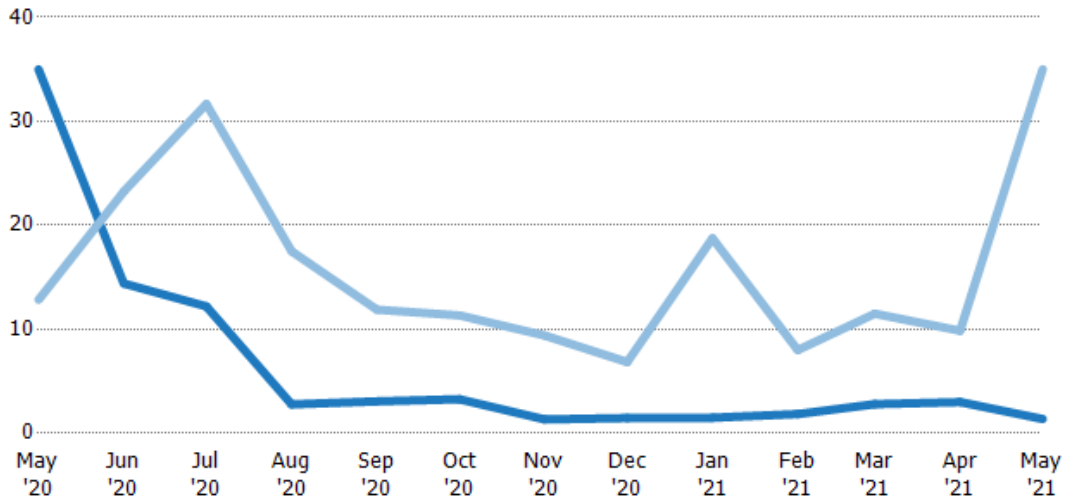
	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21
Current Year	218	205	115	90.5	84	95	87	110	107	98	56	50.5	6
Prior Year	198	145	86	94	108	130	143	166	187	213	231	251	218
Percent Change from Prior Year	10%	41%	34%	-4%	-22%	-27%	-39%	-34%	-43%	-54%	-76%	-80%	-97%

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



	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21
Current Year	35	14.4	12.2	2.78	3.07	3.27	1.33	1.47	1.5	1.85	2.8	3	1.38
Prior Year	12.8	23.3	31.7	17.5	11.9	11.3	9.4	6.85	18.8	8	11.5	9.86	35
Percent Change from Prior Year	173%	-38%	-61%	-84%	-74%	-71%	-86%	-79%	-92%	-77%	-76%	-70%	-96%

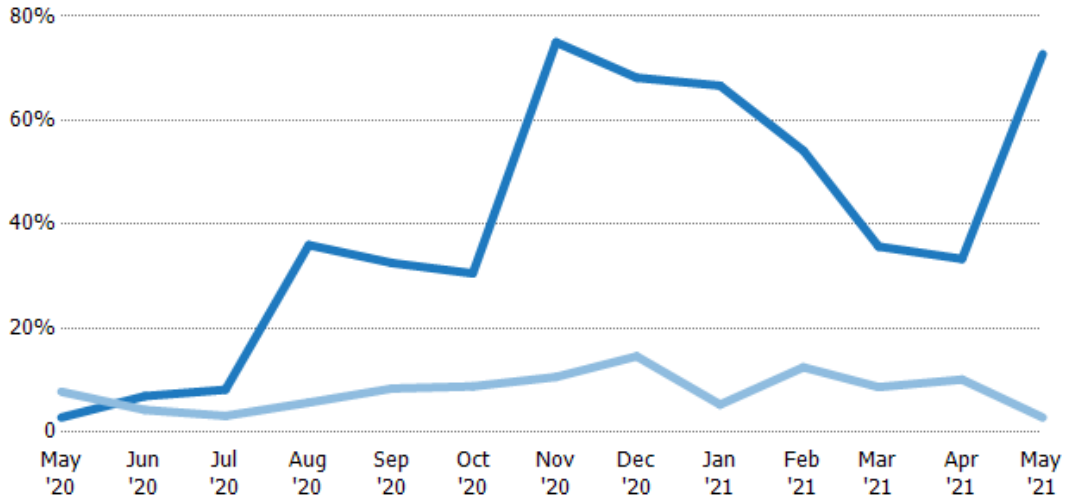
Absorption Rate

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.
May '21	73%	-69.9%
May '20	3%	4.9%
May '19	8%	-39.7%



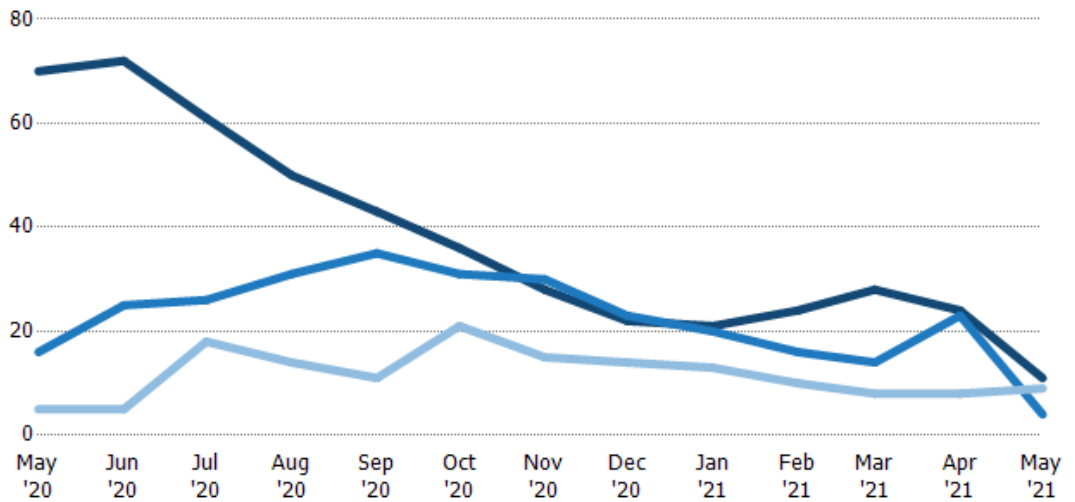
Current Year	3%	7%	8%	36%	33%	31%	75%	68%	67%	54%	36%	33%	73%
Prior Year	8%	4%	3%	6%	8%	9%	11%	15%	5%	13%	9%	10%	3%
Change from Prior Year	5%	-3%	-5%	-30%	-24%	-22%	-64%	-54%	-61%	-42%	-27%	-23%	-70%

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	70	72	61	50	43	36	28	22	21	24	28	24	11
Pending	16	25	26	31	35	31	30	23	20	16	14	23	4
Sold	5	5	18	14	11	21	15	14	13	10	8	8	9

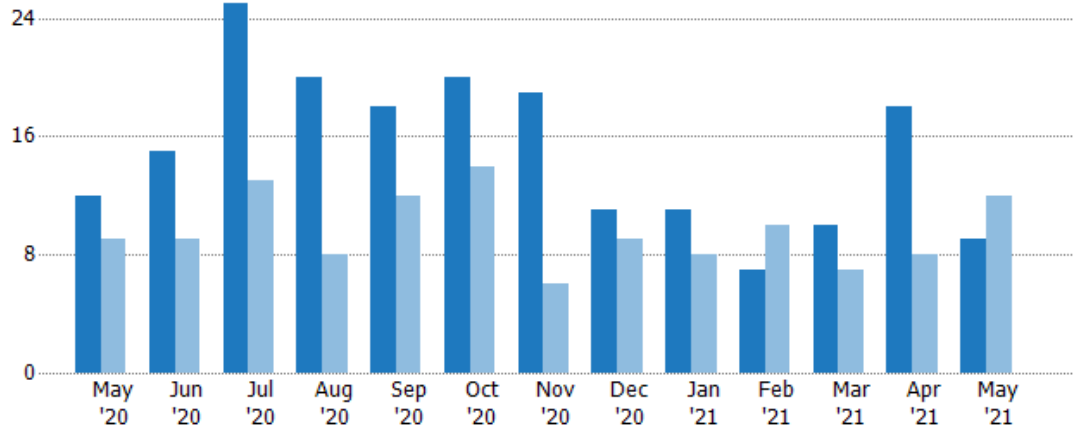
New Pending Sales

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.
May '21	9	-25%
May '20	12	33.3%
May '19	9	33.3%



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

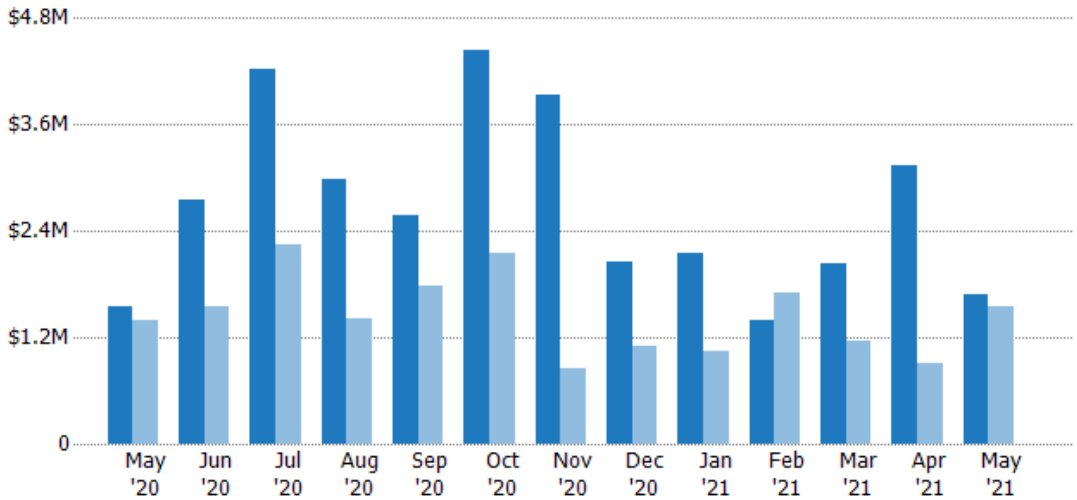
New Pending Sales Volume

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

Month/Year	Volume	% Chg.
May '21	\$1.68M	8.3%
May '20	\$1.55M	10.7%
May '19	\$1.4M	7.6%



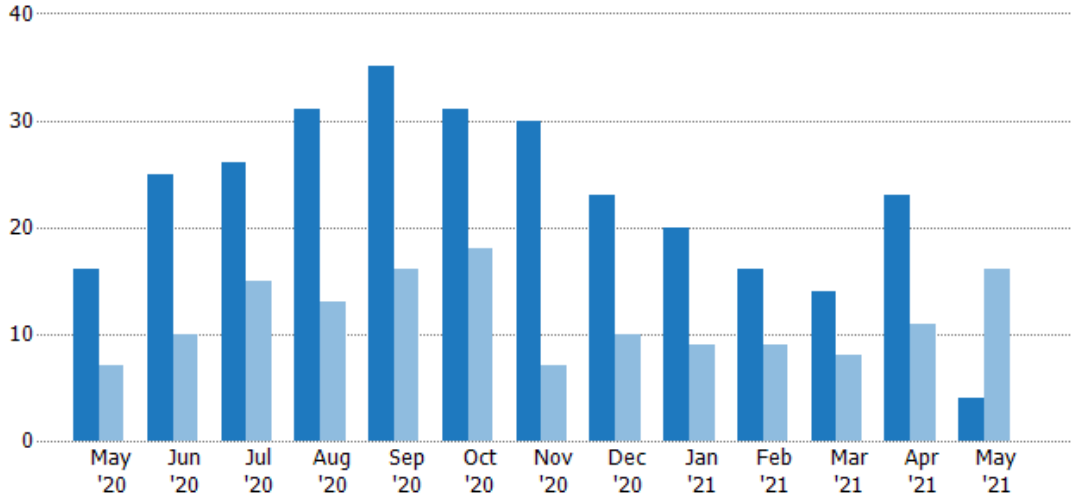
Current Year	\$1.55M	\$2.75M	\$4.23M	\$2.98M	\$2.58M	\$4.44M	\$3.93M	\$2.06M	\$2.15M	\$1.38M	\$2.03M	\$3.14M	\$1.68M
Prior Year	\$1.4M	\$1.55M	\$2.24M	\$1.4M	\$1.78M	\$2.15M	\$859K	\$1.09M	\$1.04M	\$1.71M	\$1.15M	\$909K	\$1.55M
Percent Change from Prior Year	11%	78%	89%	113%	45%	106%	357%	88%	107%	-19%	76%	245%	8%

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



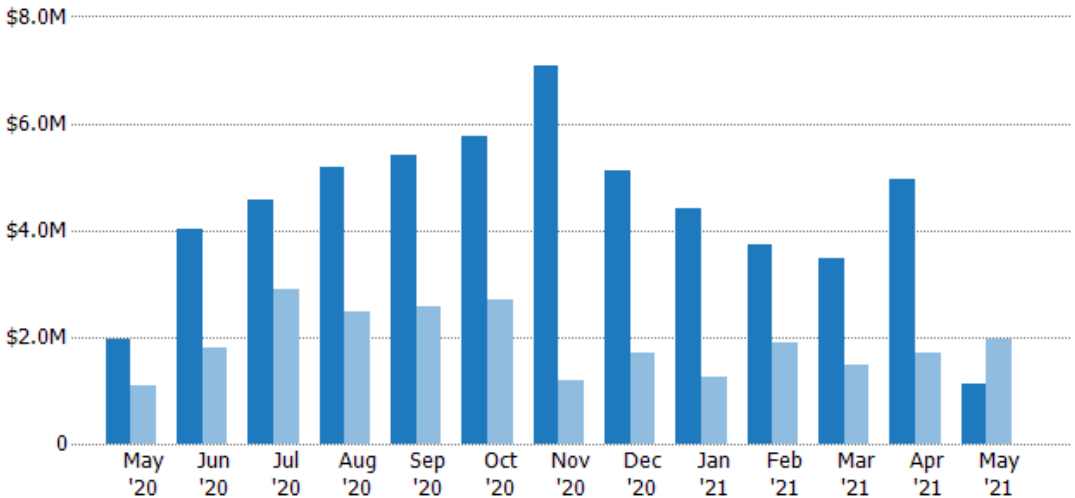
	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21
Current Year	16	25	26	31	35	31	30	23	20	16	14	23	4
Prior Year	7	10	15	13	16	18	7	10	9	9	8	11	16
Percent Change from Prior Year	129%	150%	73%	138%	119%	72%	329%	130%	122%	78%	75%	109%	-75%

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



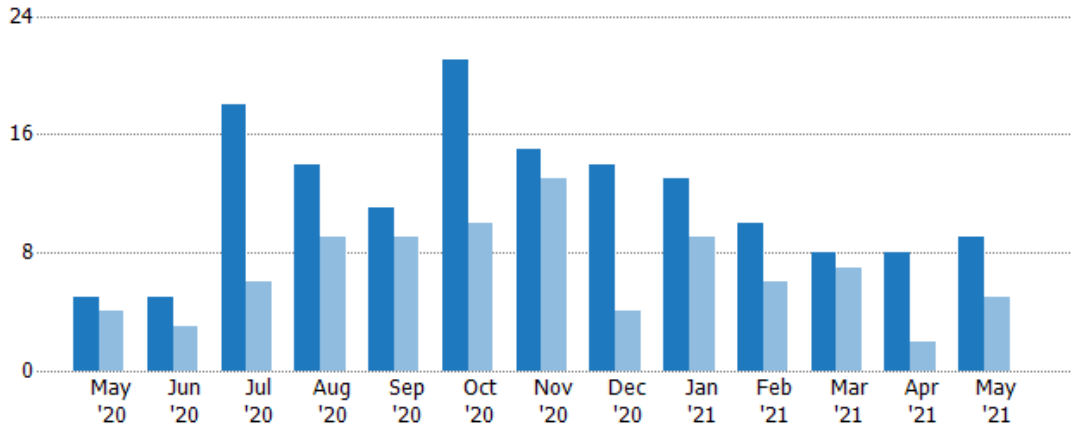
	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21
Current Year	\$1.95M	\$4.02M	\$4.56M	\$5.17M	\$5.4M	\$5.76M	\$7.09M	\$5.1M	\$4.4M	\$3.72M	\$3.47M	\$4.96M	\$1.12M
Prior Year	\$1.09M	\$1.78M	\$2.88M	\$2.47M	\$2.56M	\$2.7M	\$1.19M	\$1.69M	\$1.25M	\$1.89M	\$1.46M	\$1.71M	\$1.95M
Percent Change from Prior Year	79%	125%	58%	110%	111%	114%	494%	201%	252%	96%	137%	190%	-43%

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



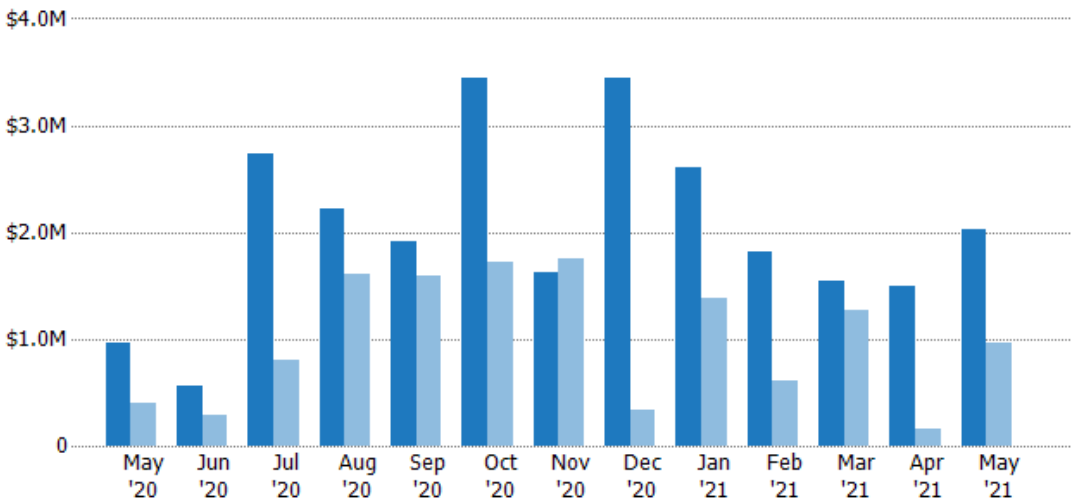
	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21
Current Year	5	5	18	14	11	21	15	14	13	10	8	8	9
Prior Year	4	3	6	9	9	10	13	4	9	6	7	2	5
Percent Change from Prior Year	25%	67%	200%	56%	22%	110%	15%	250%	44%	67%	14%	300%	80%

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



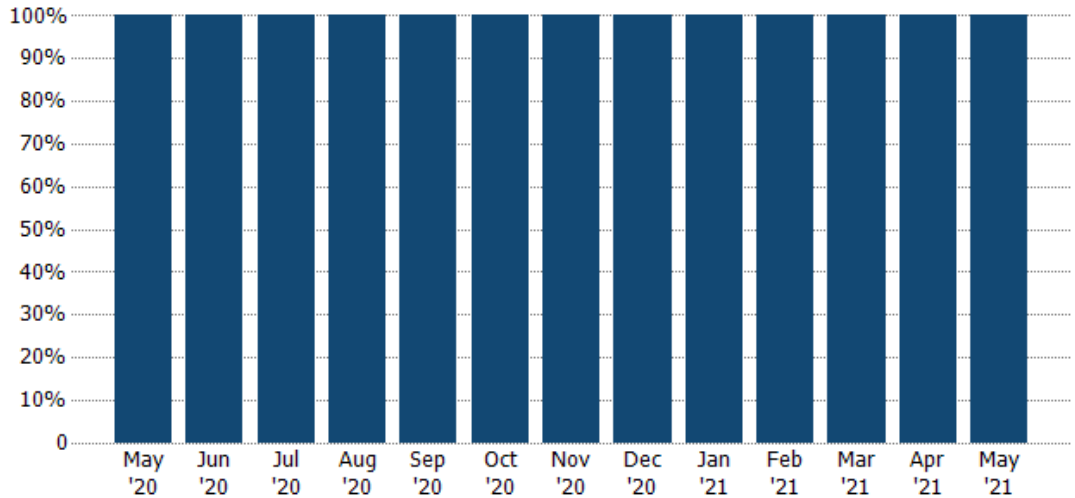
	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21
Current Year	\$966K	\$555K	\$2.73M	\$2.21M	\$1.92M	\$3.44M	\$1.62M	\$3.45M	\$2.6M	\$1.82M	\$1.55M	\$1.5M	\$2.02M
Prior Year	\$399K	\$295K	\$795K	\$1.6M	\$1.59M	\$1.73M	\$1.75M	\$335K	\$1.38M	\$613K	\$1.26M	\$155K	\$966K
Percent Change from Prior Year	142%	88%	243%	38%	21%	99%	-7%	930%	88%	196%	23%	866%	110%

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



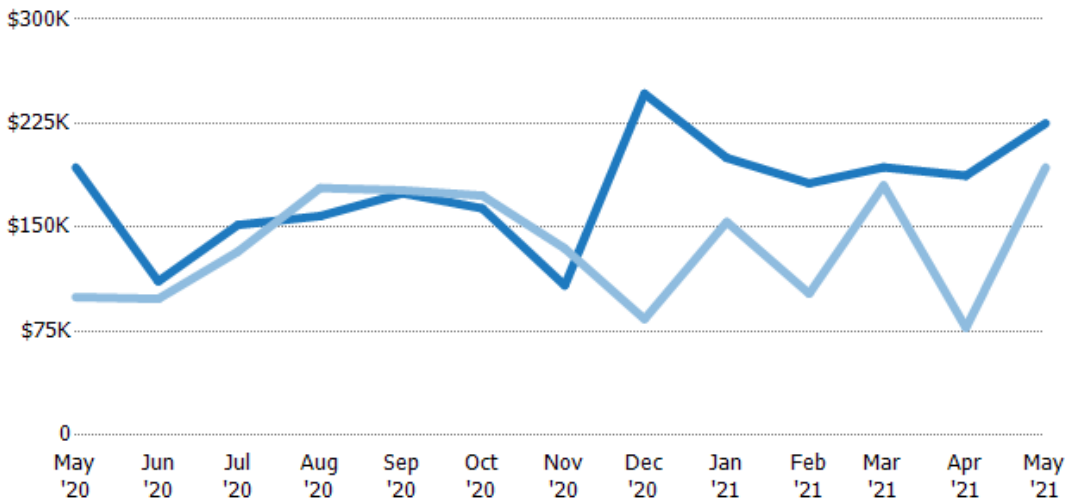
Single Family Residence	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
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Average Sales Price

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	\$193K	\$111K	\$152K	\$158K	\$175K	\$164K	\$108K	\$246K	\$200K	\$182K	\$193K	\$187K	\$225K
Prior Year	\$100K	\$98.3K	\$132K	\$178K	\$177K	\$173K	\$135K	\$83.8K	\$154K	\$102K	\$180K	\$77.5K	\$193K
Percent Change from Prior Year	94%	13%	14%	-11%	-1%	-5%	-20%	194%	30%	78%	7%	142%	16%

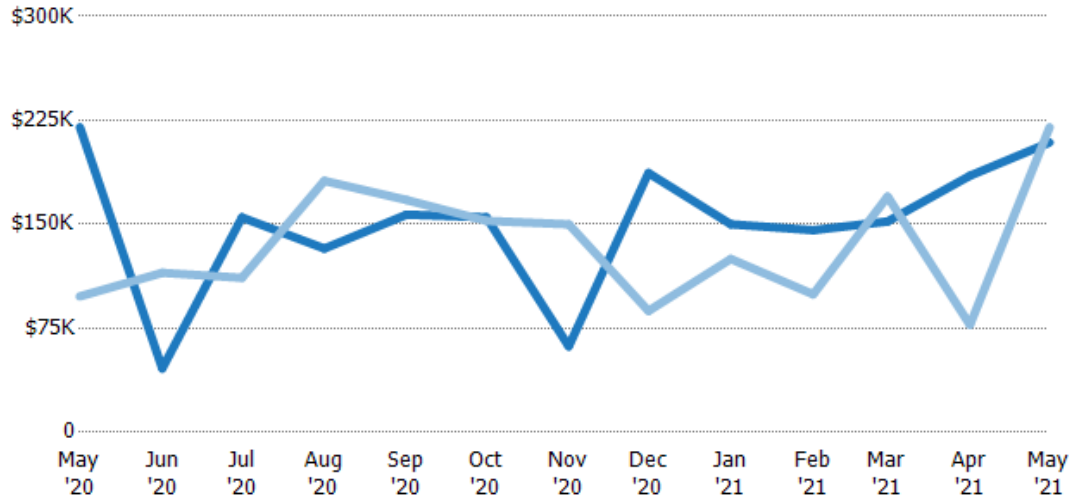
Median Sales Price

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.
May '21	\$209K	-5%
May '20	\$220K	124.5%
May '19	\$98K	76%



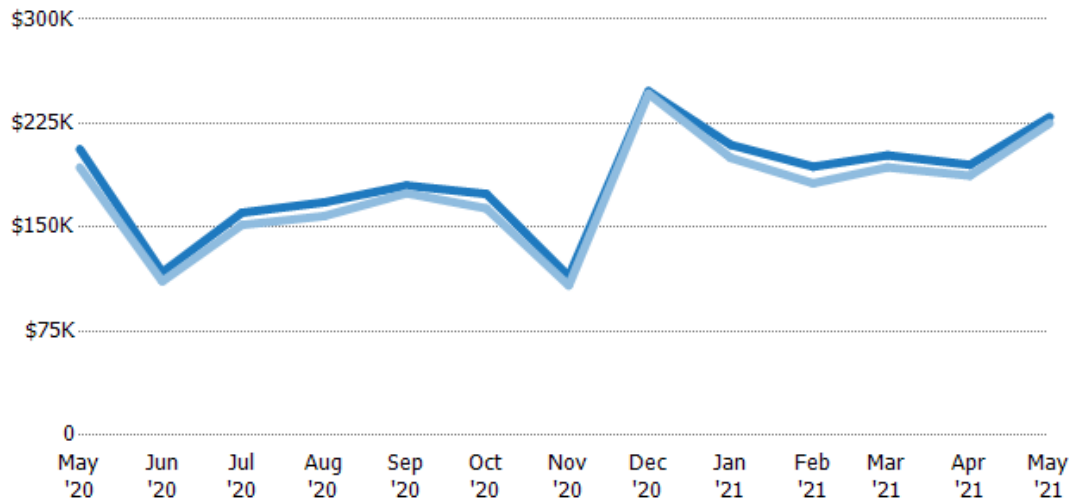
Current Year	\$220K	\$46K	\$155K	\$133K	\$157K	\$155K	\$62K	\$187K	\$150K	\$146K	\$152K	\$185K	\$209K
Prior Year	\$98K	\$115K	\$111K	\$181K	\$168K	\$153K	\$150K	\$87.5K	\$125K	\$100K	\$170K	\$77.5K	\$220K
Percent Change from Prior Year	124%	-60%	39%	-27%	-6%	2%	-59%	114%	20%	46%	-11%	139%	-5%

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



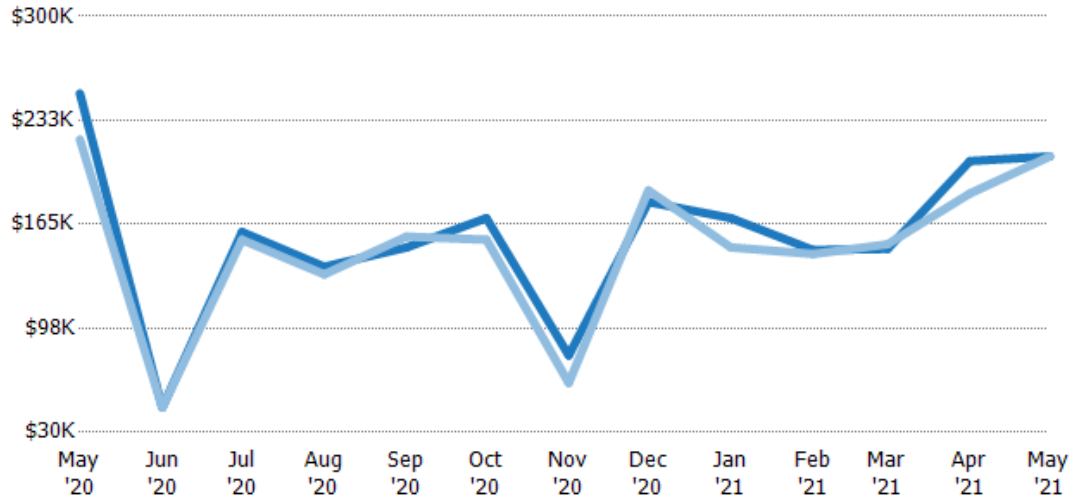
Avg List Price	\$206K	\$118K	\$160K	\$168K	\$180K	\$174K	\$115K	\$248K	\$209K	\$194K	\$202K	\$195K	\$230K
Avg Sales Price	\$193K	\$111K	\$152K	\$158K	\$175K	\$164K	\$108K	\$246K	\$200K	\$182K	\$193K	\$187K	\$225K
Avg Sales Price as a % of Avg List Price	94%	94%	94%	94%	97%	94%	94%	99%	96%	94%	96%	96%	98%

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



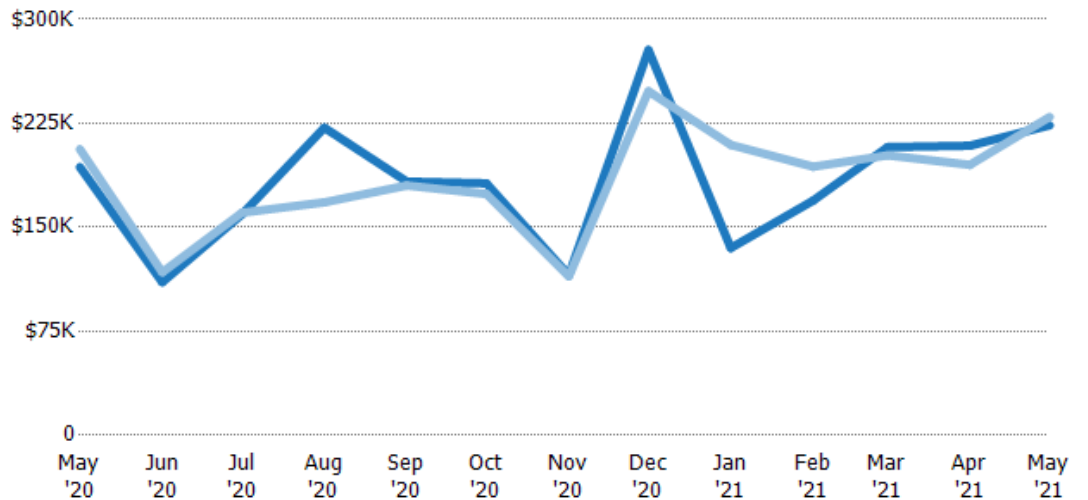
	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21
Median List Price	\$250K	\$46K	\$160K	\$137K	\$150K	\$169K	\$79.9K	\$179K	\$169K	\$148K	\$149K	\$206K	\$209K
Median Sales Price	\$220K	\$46K	\$155K	\$133K	\$157K	\$155K	\$62K	\$187K	\$150K	\$146K	\$152K	\$185K	\$209K
Med Sales Price as a % of Med List Price	88%	100%	97%	96%	105%	92%	78%	104%	89%	98%	102%	90%	100%

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



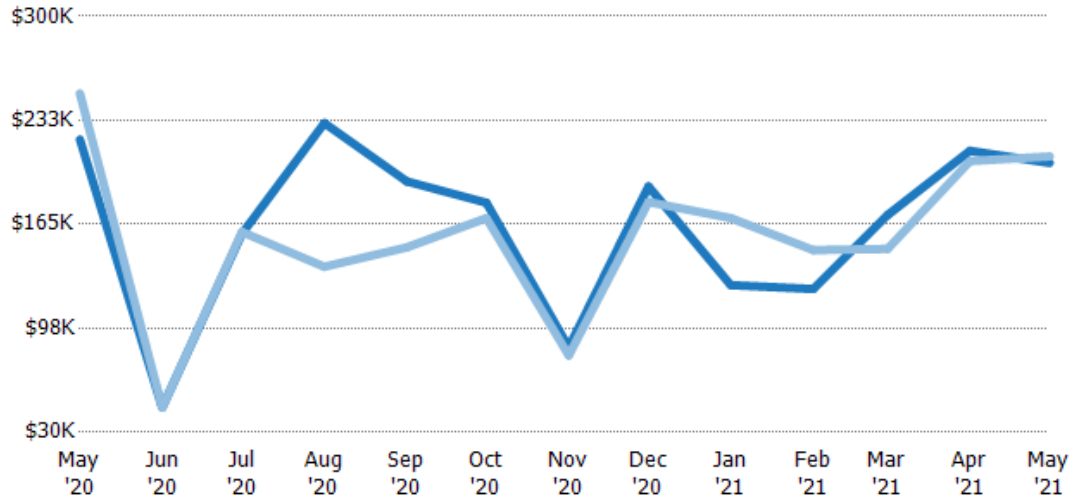
	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21
Avg Est Value	\$193K	\$110K	\$159K	\$222K	\$183K	\$182K	\$115K	\$278K	\$135K	\$169K	\$208K	\$209K	\$224K
Avg Sales Price	\$206K	\$118K	\$160K	\$168K	\$180K	\$174K	\$115K	\$248K	\$209K	\$194K	\$202K	\$195K	\$230K
Avg Sales Price as a % of Avg Est Value	107%	106%	101%	76%	98%	96%	99%	89%	155%	114%	97%	93%	103%

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



	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21
Median Est Value	\$220K	\$46.1K	\$159K	\$231K	\$193K	\$179K	\$85K	\$190K	\$126K	\$123K	\$171K	\$213K	\$205K
Median Sales Price	\$250K	\$46K	\$160K	\$137K	\$150K	\$169K	\$79.9K	\$179K	\$169K	\$148K	\$149K	\$206K	\$209K
Med Sales Price as a % of Med Est Value	114%	100%	101%	60%	78%	94%	94%	95%	135%	121%	87%	97%	102%