

## Summary of Key Listing and Sales Metrics

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

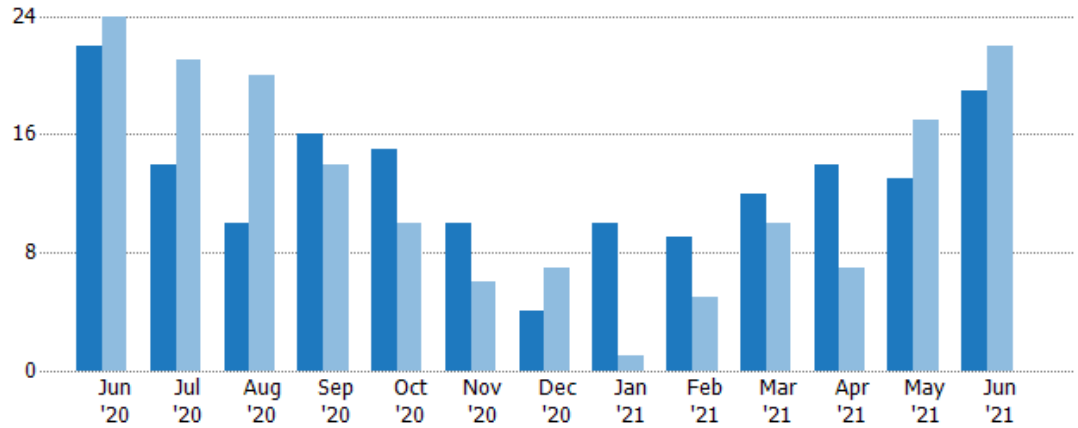
Key Metrics	Jun 2021	Jun 2020	+ / -	YTD 2021	YTD 2020	+ / -
<b>Listing Activity Charts Metrics</b>						
New Listing Count	19	22	-13.6%	77	62	+24.2%
New Listing Volume	\$3,953,200	\$4,347,700	-9.1%	\$16,731,799	\$12,057,400	+38.8%
Active Listing Count	31	78	-60.3%	N/A	N/A	
Active Listing Volume	\$7,474,100	\$14,599,000	-48.8%	N/A	N/A	
Average Listing Price	\$241,100	\$187,167	+28.8%	\$259,938	\$175,338	+48.3%
Median Listing Price	\$185,000	\$148,450	+24.6%	\$195,635	\$135,597	+44.3%
Median Days in RPR	41	182	-77.5%	86.81	214.69	-59.6%
Months of Inventory	3.4	15.6	-77.9%	4.9	15.6	-68.9%
Absorption Rate	29.03%	6.41%	+22.6%	20.59%	6.4%	+14.2%
<b>Sales Activity Charts Metrics</b>						
New Pending Sales Count	22	15	+46.7%	78	61	+27.9%
New Pending Sales Volume	\$4,931,900	\$2,749,100	+79.4%	\$15,383,199	\$9,371,100	+64.2%
Pending Sales Count	28	25	+12%	N/A	N/A	
Pending Sales Volume	\$6,050,400	\$4,020,000	+50.5%	N/A	N/A	
Closed Sales Count	10	5	+100%	60	35	+71.4%
Closed Sales Volume	\$2,108,000	\$555,000	+279.8%	\$11,849,910	\$5,199,400	+127.9%
Average Sales Price	\$210,800	\$111,000	+89.9%	\$197,498	\$148,554	+32.9%
Median Sales Price	\$175,750	\$46,000	+282.1%	\$167,558	\$129,214	+29.7%

## 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



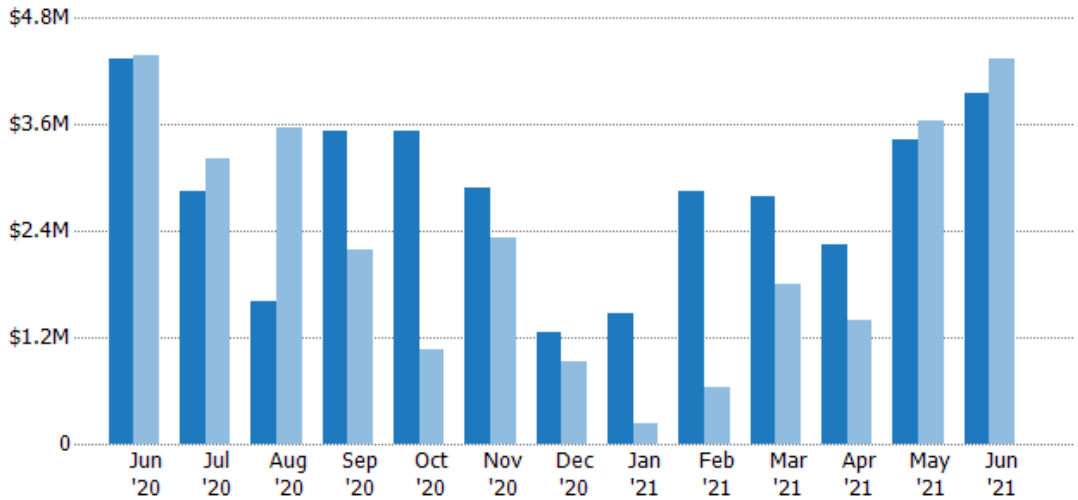
	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21
Current Year	22	14	10	16	15	10	4	10	9	12	14	13	19
Prior Year	24	21	20	14	10	6	7	1	5	10	7	17	22
Percent Change from Prior Year	-8%	-33%	-50%	14%	50%	67%	-43%	900%	80%	20%	100%	-24%	-14%

## 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



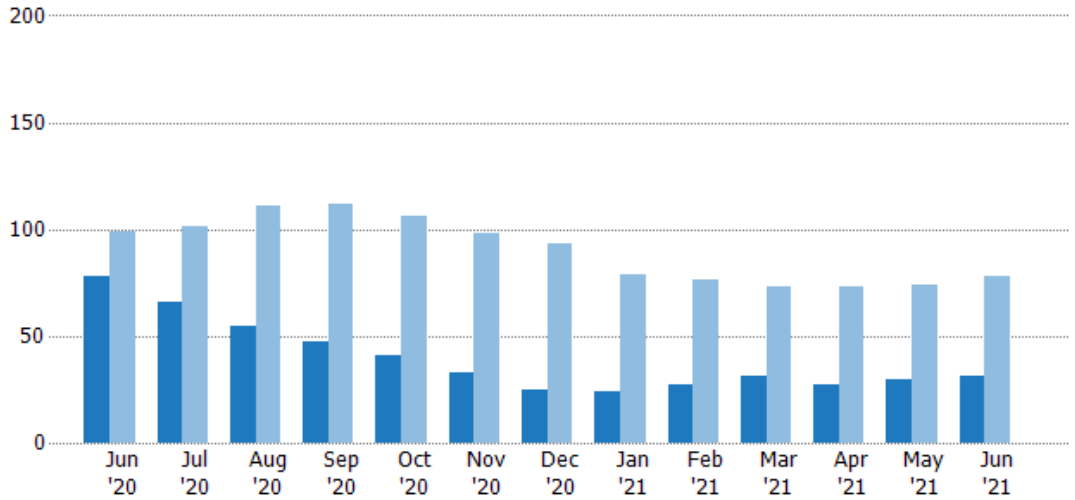
	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21
Current Year	\$4.35M	\$2.85M	\$1.6M	\$3.52M	\$3.54M	\$2.88M	\$1.26M	\$1.47M	\$2.84M	\$2.8M	\$2.24M	\$3.43M	\$3.95M
Prior Year	\$4.37M	\$3.21M	\$3.56M	\$2.18M	\$1.07M	\$2.33M	\$934K	\$228K	\$646K	\$1.8M	\$1.39M	\$3.65M	\$4.35M
Percent Change from Prior Year	-1%	-11%	-55%	61%	230%	23%	35%	546%	340%	56%	61%	-6%	-9%

## 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



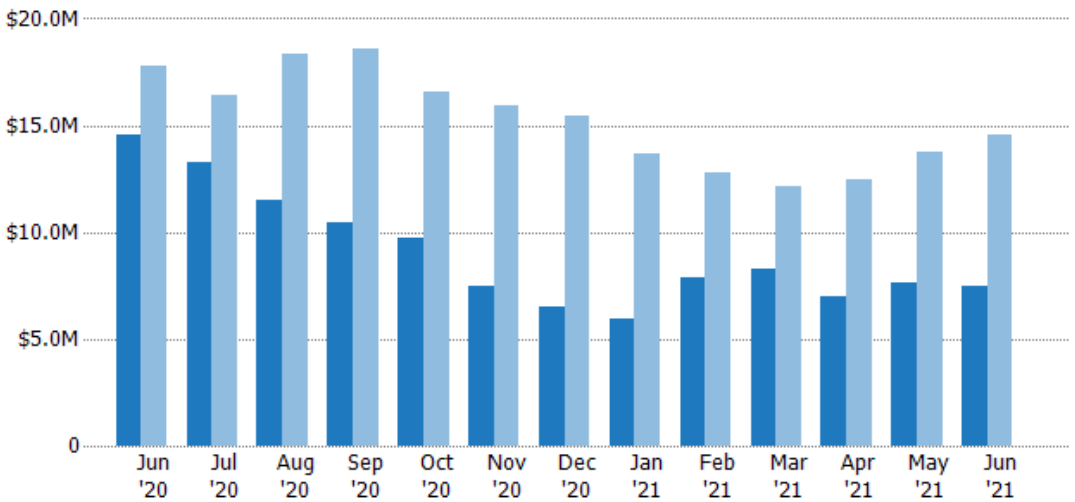
	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21
Current Year	78	66	55	47	41	33	25	24	27	31	27	30	31
Prior Year	99	101	111	112	106	98	93	79	76	73	73	74	78
Percent Change from Prior Year	-21%	-35%	-50%	-58%	-61%	-66%	-73%	-70%	-64%	-58%	-63%	-59%	-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



	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21
Current Year	\$14.6M	\$13.2M	\$11.5M	\$10.4M	\$9.75M	\$7.48M	\$6.53M	\$5.91M	\$7.91M	\$8.25M	\$7.03M	\$7.62M	\$7.47M
Prior Year	\$17.8M	\$16.4M	\$18.3M	\$18.6M	\$16.6M	\$16M	\$15.4M	\$13.7M	\$12.8M	\$12.2M	\$12.4M	\$13.7M	\$14.6M
Percent Change from Prior Year	-18%	-19%	-37%	-44%	-41%	-53%	-58%	-57%	-38%	-32%	-43%	-45%	-49%

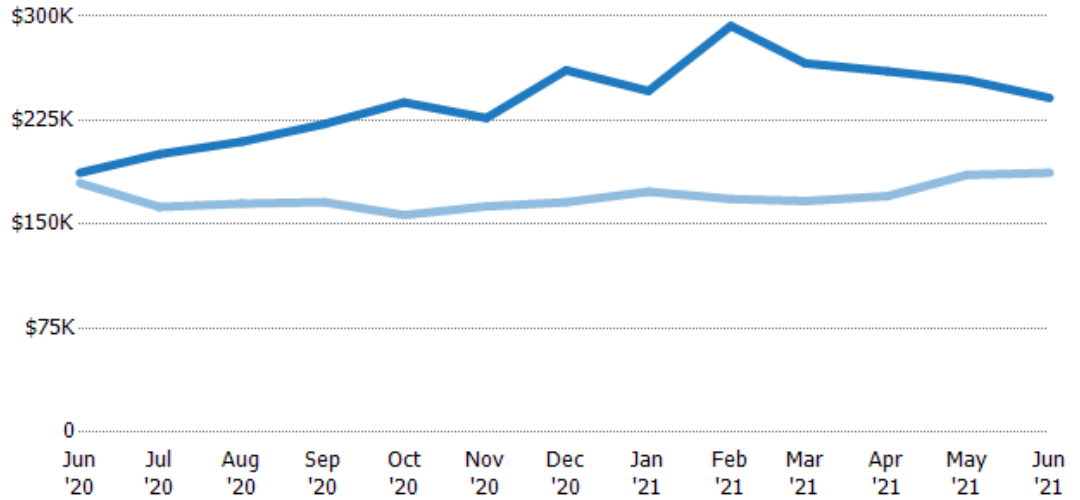
## Average Listing Price

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.
Jun '21	\$241K	28.8%
Jun '20	\$187K	4.2%
Jun '19	\$180K	-0.1%



Current Year	\$187K	\$201K	\$210K	\$222K	\$238K	\$227K	\$261K	\$246K	\$293K	\$266K	\$260K	\$254K	\$241K
Prior Year	\$180K	\$162K	\$165K	\$166K	\$157K	\$163K	\$166K	\$173K	\$168K	\$167K	\$170K	\$186K	\$187K
Percent Change from Prior Year	4%	23%	27%	34%	52%	39%	57%	42%	74%	60%	53%	37%	29%

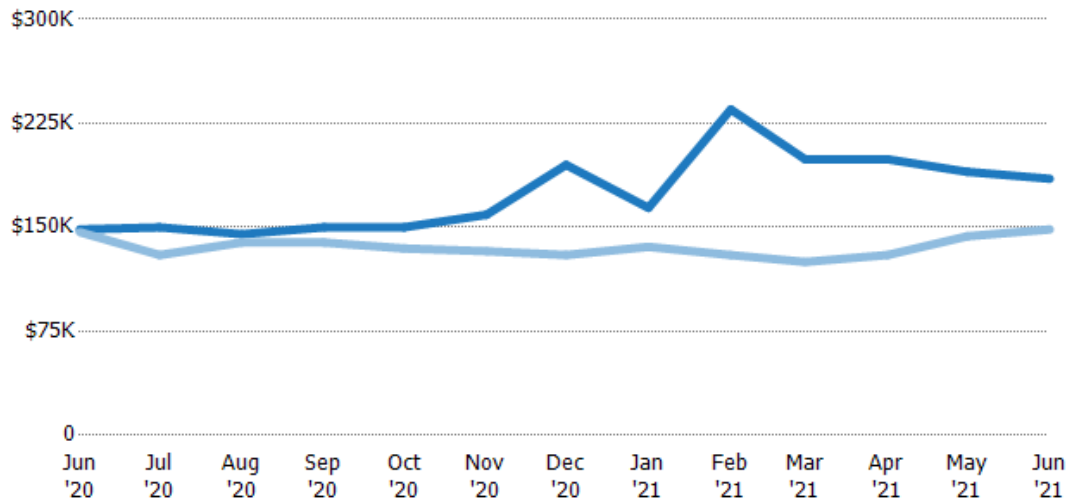
## Median Listing Price

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.
Jun '21	\$185K	24.6%
Jun '20	\$148K	1.3%
Jun '19	\$147K	-4.8%



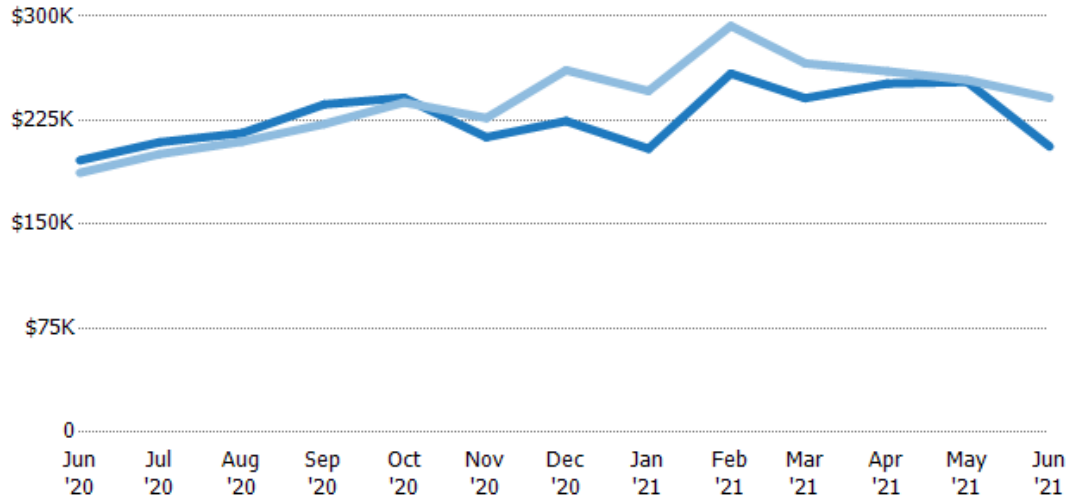
Current Year	\$148K	\$150K	\$145K	\$150K	\$150K	\$159K	\$195K	\$164K	\$235K	\$199K	\$199K	\$190K	\$185K
Prior Year	\$147K	\$130K	\$139K	\$139K	\$135K	\$133K	\$130K	\$136K	\$130K	\$125K	\$130K	\$144K	\$148K
Percent Change from Prior Year	1%	15%	4%	8%	11%	20%	50%	21%	81%	59%	53%	32%	25%

## 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



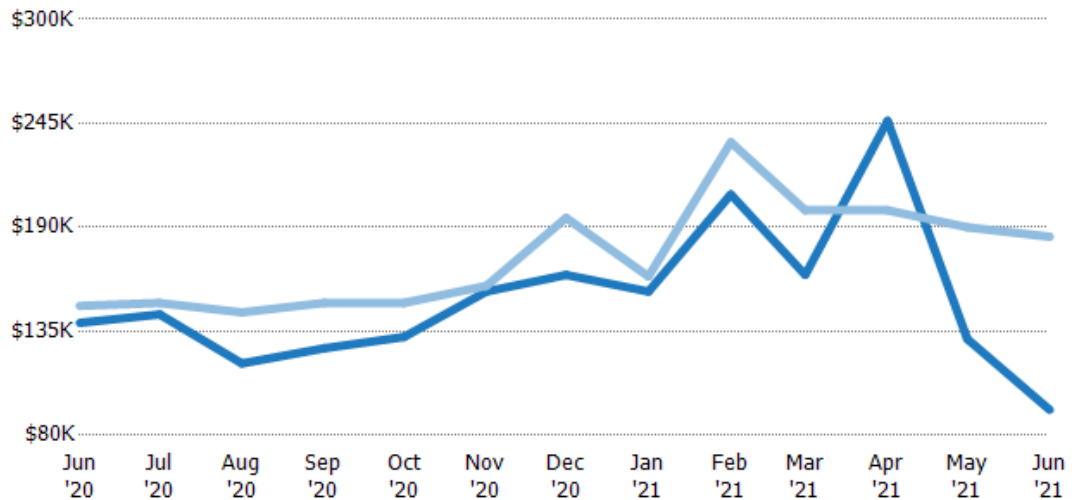
	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21
Avg Est Value	\$196K	\$209K	\$216K	\$236K	\$241K	\$213K	\$224K	\$204K	\$259K	\$241K	\$252K	\$253K	\$206K
Avg Listing Price	\$187K	\$201K	\$210K	\$222K	\$238K	\$227K	\$261K	\$246K	\$293K	\$266K	\$260K	\$254K	\$241K
Avg Listing Price as a % of Avg Est Value	95%	96%	97%	94%	99%	106%	116%	120%	113%	110%	103%	101%	117%

## 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



	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21
Median Est Value	\$139K	\$144K	\$118K	\$126K	\$132K	\$156K	\$165K	\$156K	\$207K	\$165K	\$246K	\$131K	\$93.5K
Median Listing Price	\$148K	\$150K	\$145K	\$150K	\$150K	\$159K	\$195K	\$164K	\$235K	\$199K	\$199K	\$190K	\$185K
Med Listing Price as a % of Med Est Value	106%	104%	123%	119%	114%	102%	118%	105%	113%	121%	81%	145%	198%

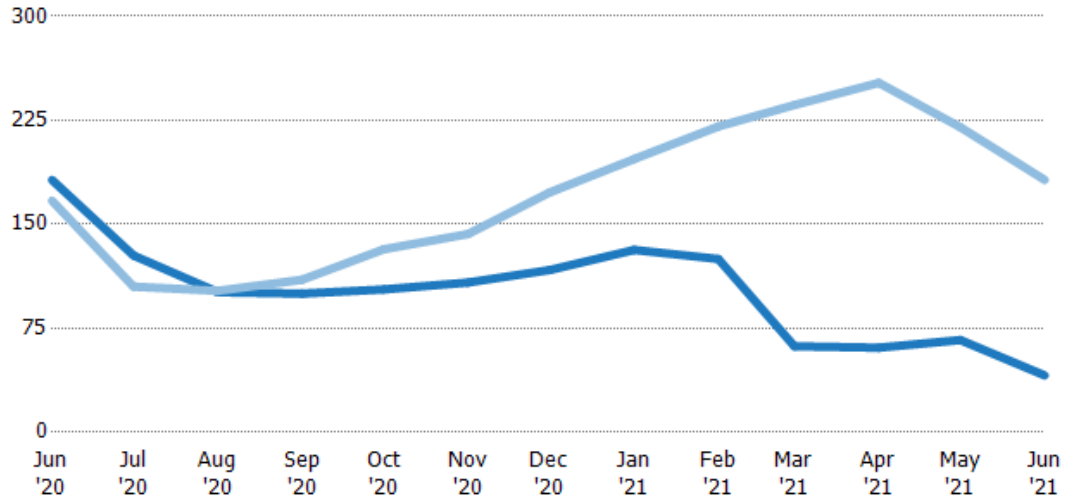
## Median Days in RPR

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.
Jun '21	41	-77.5%
Jun '20	182	9%
Jun '19	167	-35.6%



Current Year	182	128	101	100	103	108	117	132	125	62	61	66.5	41
Prior Year	167	105	102	110	132	143	173	197	221	236	252	220	182
Percent Change from Prior Year	9%	21%	-1%	-9%	-22%	-24%	-32%	-33%	-43%	-74%	-76%	-70%	-77%

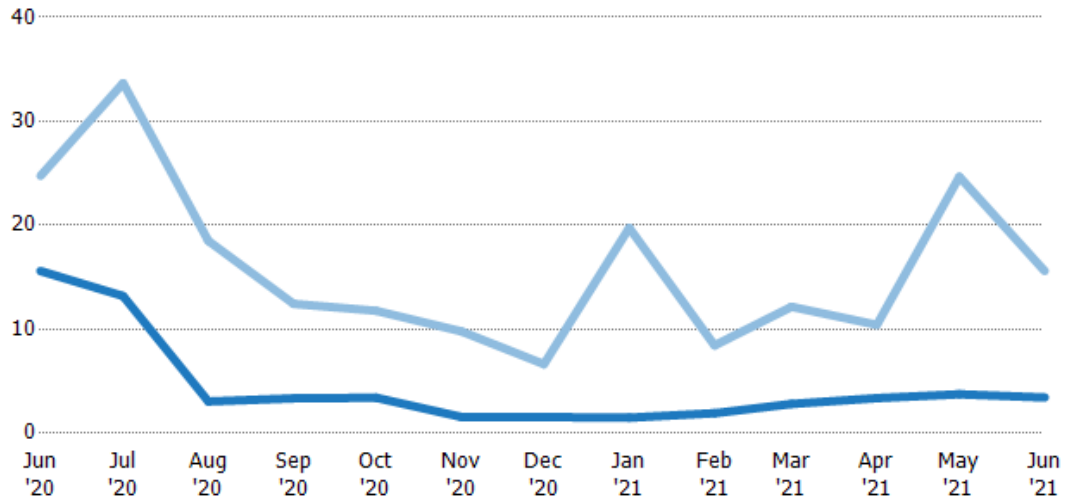
## Months of Inventory

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.
Jun '21	3.44	-77.9%
Jun '20	15.6	-37%
Jun '19	24.8	-61.2%



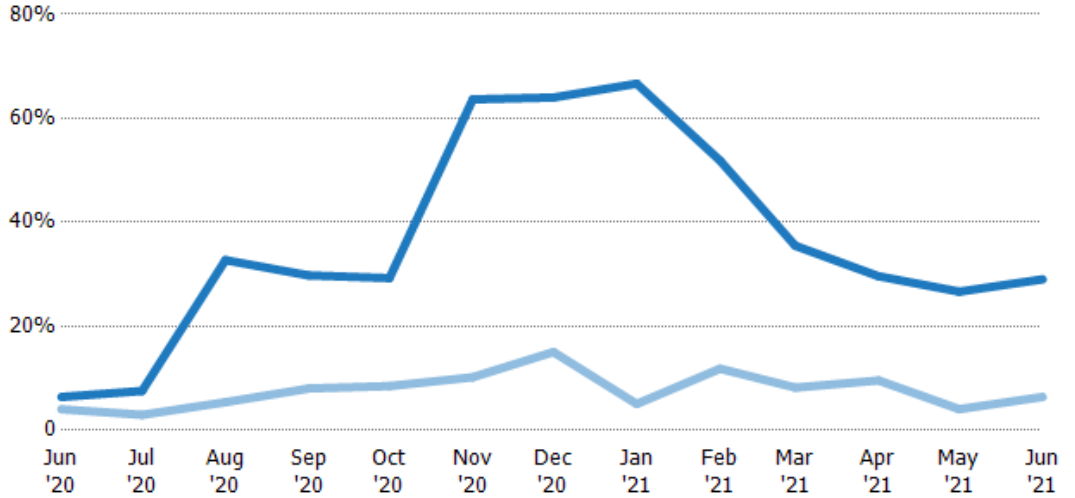
Current Year	15.6	13.2	3.06	3.36	3.42	1.57	1.56	1.5	1.93	2.82	3.38	3.75	3.44
Prior Year	24.8	33.7	18.5	12.4	11.8	9.8	6.64	19.8	8.44	12.2	10.4	24.7	15.6
Percent Change from Prior Year	-37%	-61%	-83%	-73%	-71%	-84%	-76%	-92%	-77%	-77%	-68%	-85%	-78%

## Absorption Rate

The percentage of inventory sold per month.

### Filters Used

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



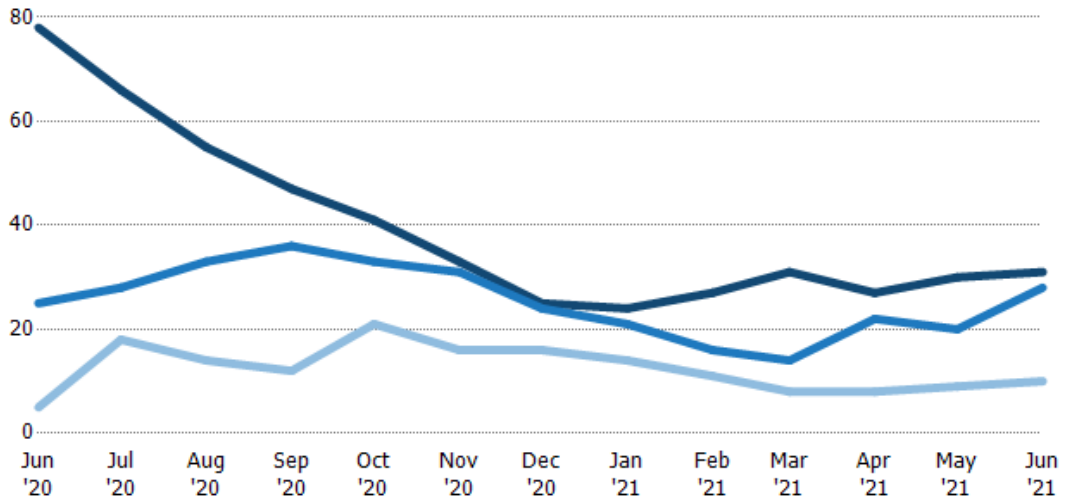
	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21
Current Year	6%	8%	33%	30%	29%	64%	64%	67%	52%	35%	30%	27%	29%
Prior Year	4%	3%	5%	8%	8%	10%	15%	5%	12%	8%	10%	4%	6%
Change from Prior Year	-2%	-5%	-27%	-22%	-21%	-53%	-49%	-62%	-40%	-27%	-20%	-23%	-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



	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21
Active	78	66	55	47	41	33	25	24	27	31	27	30	31
Pending	25	28	33	36	33	31	24	21	16	14	22	20	28
Sold	5	18	14	12	21	16	16	14	11	8	8	9	10

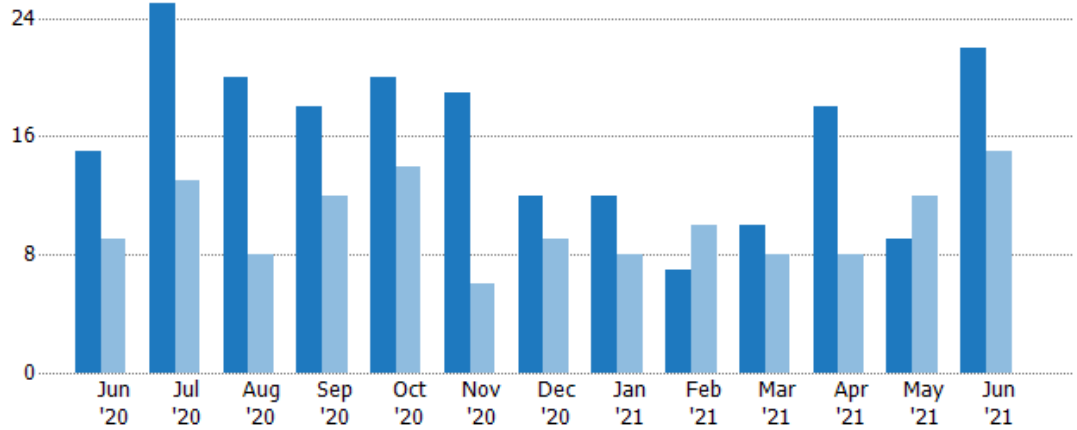
## New Pending Sales

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

Month/Year	Count	% Chg.
Jun '21	22	46.7%
Jun '20	15	66.7%
Jun '19	9	-11.1%



	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21
Current Year	15	25	20	18	20	19	12	12	7	10	18	9	22
Prior Year	9	13	8	12	14	6	9	8	10	8	8	12	15
Percent Change from Prior Year	67%	92%	150%	50%	43%	217%	33%	50%	-30%	25%	125%	-25%	47%

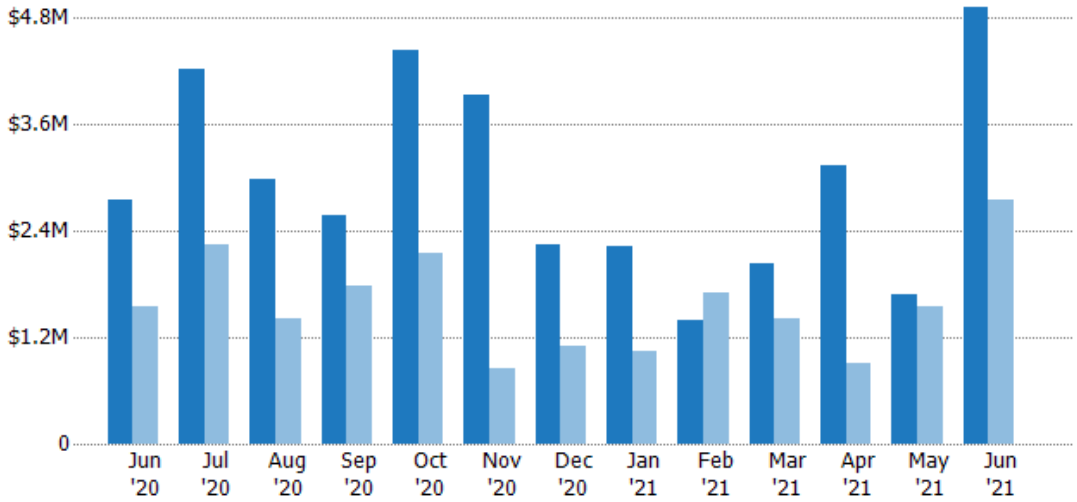
## New Pending Sales Volume

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.
Jun '21	\$4.93M	79.4%
Jun '20	\$2.75M	77.6%
Jun '19	\$1.55M	-27.4%



	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21
Current Year	\$2.75M	\$4.23M	\$2.98M	\$2.58M	\$4.44M	\$3.93M	\$2.25M	\$2.22M	\$1.38M	\$2.03M	\$3.14M	\$1.68M	\$4.93M
Prior Year	\$1.55M	\$2.24M	\$1.4M	\$1.78M	\$2.15M	\$859K	\$1.09M	\$1.04M	\$1.71M	\$1.42M	\$909K	\$1.55M	\$2.75M
Percent Change from Prior Year	78%	89%	113%	45%	106%	357%	106%	114%	-19%	43%	245%	8%	79%



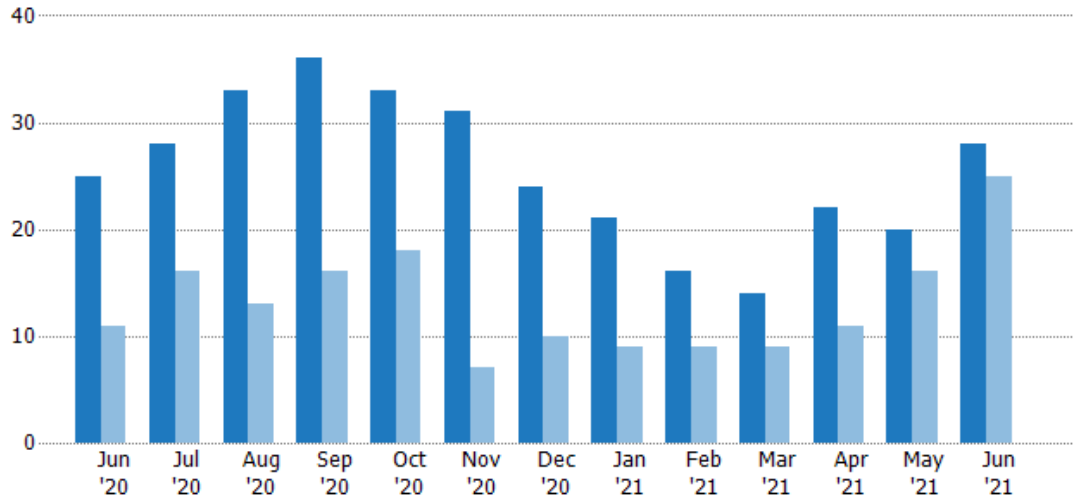
## Pending Sales

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

Month/Year	Count	% Chg.
Jun '21	28	12%
Jun '20	25	127.3%
Jun '19	11	9.1%



Current Year	25	28	33	36	33	31	24	21	16	14	22	20	28
Prior Year	11	16	13	16	18	7	10	9	9	9	11	16	25
Percent Change from Prior Year	127%	75%	154%	125%	83%	343%	140%	133%	78%	56%	100%	25%	12%

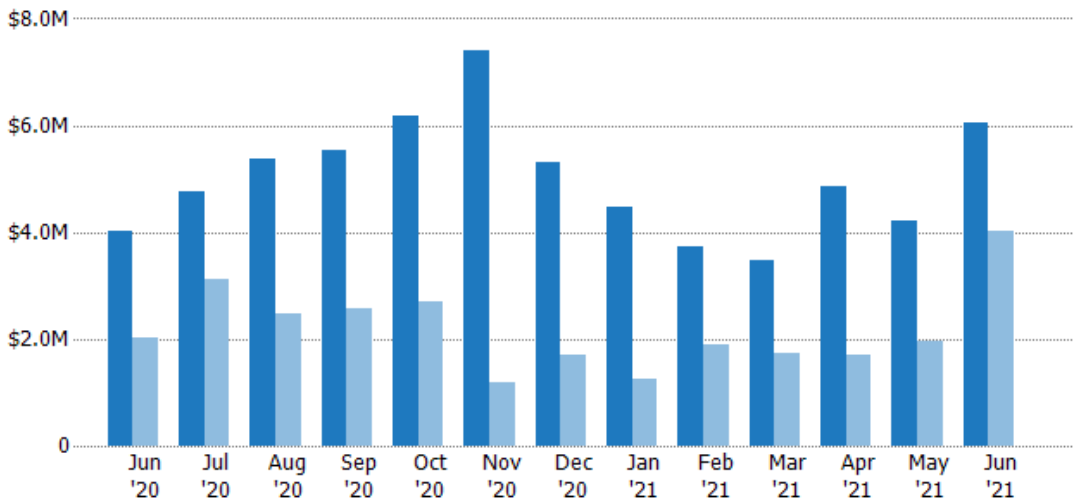
## Pending Sales Volume

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

Month/Year	Volume	% Chg.
Jun '21	\$6.05M	50.5%
Jun '20	\$4.02M	99.6%
Jun '19	\$2.01M	-18.3%



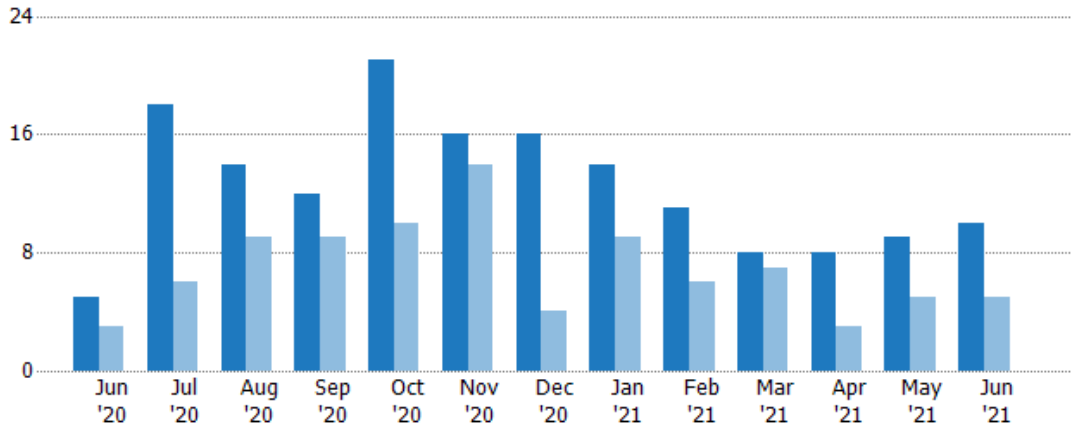
Current Year	\$4.02M	\$4.76M	\$5.37M	\$5.52M	\$6.19M	\$7.39M	\$5.3M	\$4.47M	\$3.72M	\$3.47M	\$4.85M	\$4.21M	\$6.05M
Prior Year	\$2.01M	\$3.11M	\$2.47M	\$2.56M	\$2.7M	\$1.19M	\$1.69M	\$1.25M	\$1.89M	\$1.73M	\$1.71M	\$1.95M	\$4.02M
Percent Change from Prior Year	100%	53%	118%	116%	129%	519%	213%	257%	96%	101%	183%	116%	51%

## 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.
Jun '21	10	100%
Jun '20	5	66.7%
Jun '19	3	333.3%

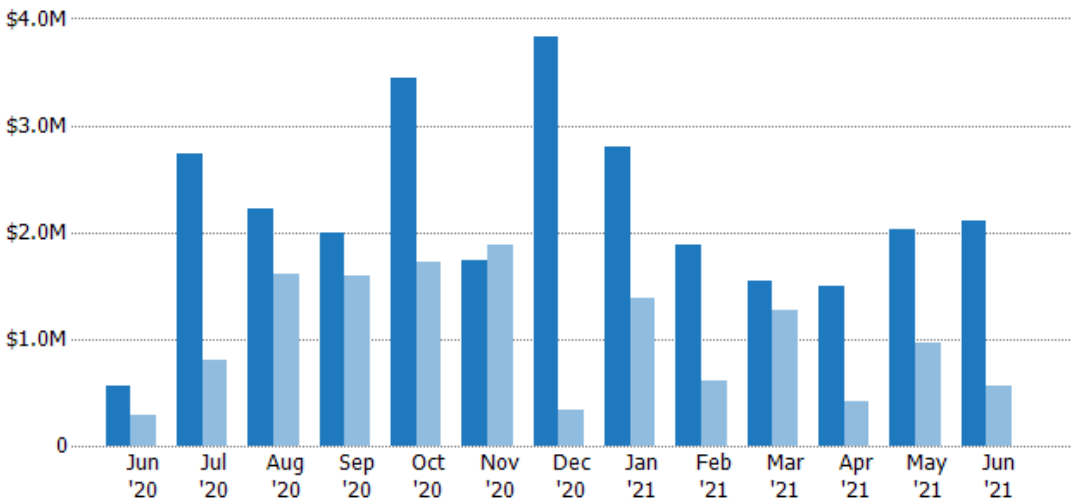
	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21
Current Year	5	18	14	12	21	16	16	14	11	8	8	9	10
Prior Year	3	6	9	9	10	14	4	9	6	7	3	5	5
Percent Change from Prior Year	67%	200%	56%	33%	110%	14%	300%	56%	83%	14%	167%	80%	100%

## 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.
Jun '21	\$2.11M	279.8%
Jun '20	\$555K	88.1%
Jun '19	\$295K	454.2%

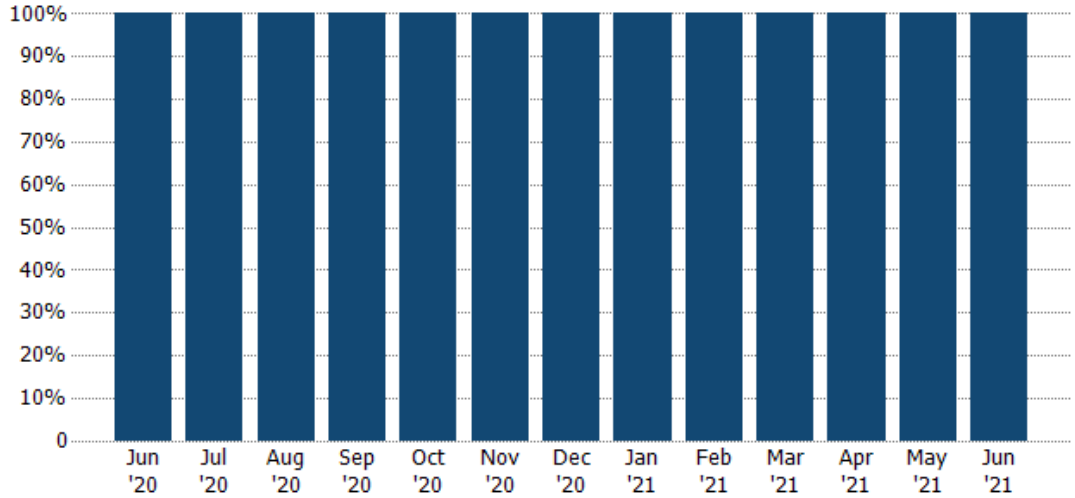
	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21
Current Year	\$555K	\$2.73M	\$2.21M	\$2M	\$3.44M	\$1.73M	\$3.83M	\$2.79M	\$1.88M	\$1.55M	\$1.5M	\$2.02M	\$2.11M
Prior Year	\$295K	\$795K	\$1.6M	\$1.59M	\$1.73M	\$1.88M	\$335K	\$1.38M	\$613K	\$1.26M	\$420K	\$966K	\$555K
Percent Change from Prior Year	88%	243%	38%	26%	99%	-8%	1,043%	102%	207%	23%	257%	110%	280%

## 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



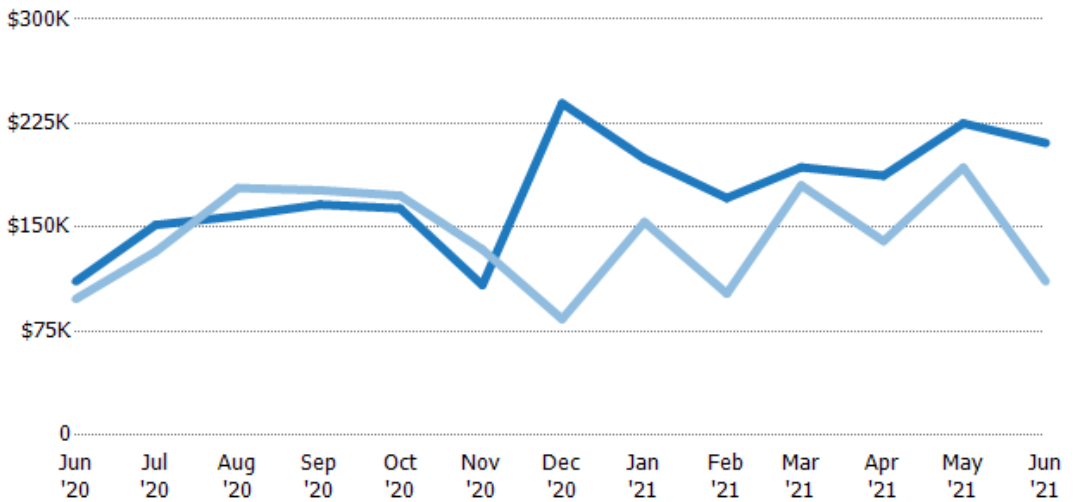
Single Family Residence	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
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## Average Sales Price

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	\$111K	\$152K	\$158K	\$166K	\$164K	\$108K	\$239K	\$199K	\$171K	\$193K	\$187K	\$225K	\$211K
Prior Year	\$98.3K	\$132K	\$178K	\$177K	\$173K	\$134K	\$83.8K	\$154K	\$102K	\$180K	\$140K	\$193K	\$111K
Percent Change from Prior Year	13%	14%	-11%	-6%	-5%	-19%	186%	30%	67%	7%	34%	16%	90%

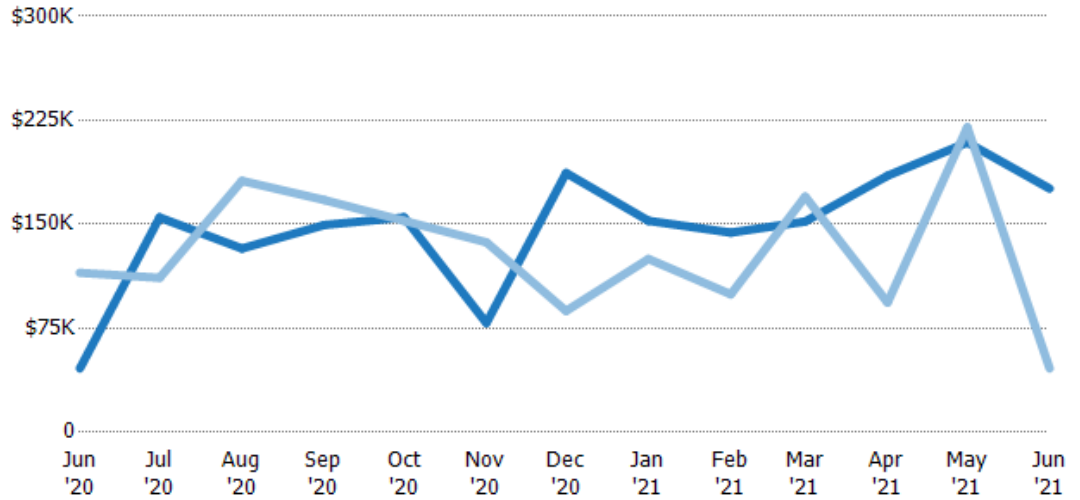
## Median Sales Price

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.
Jun '21	\$176K	282.1%
Jun '20	\$46K	-60%
Jun '19	\$115K	16.5%



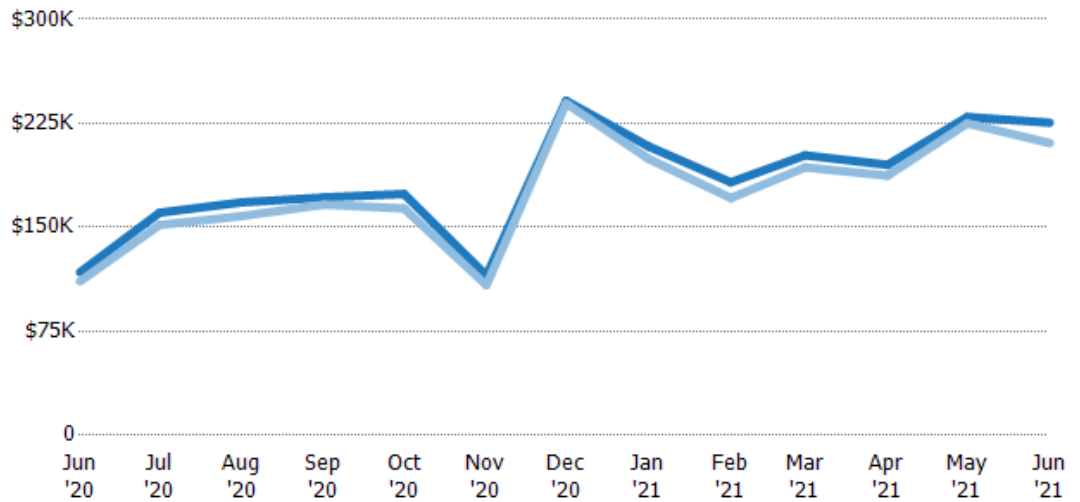
Current Year	\$46K	\$155K	\$133K	\$150K	\$155K	\$78.8K	\$187K	\$153K	\$144K	\$152K	\$185K	\$209K	\$176K
Prior Year	\$115K	\$111K	\$181K	\$168K	\$153K	\$137K	\$87.5K	\$125K	\$100K	\$170K	\$93.5K	\$220K	\$46K
Percent Change from Prior Year	-60%	39%	-27%	-11%	2%	-42%	114%	22%	45%	-11%	98%	-5%	282%

## 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



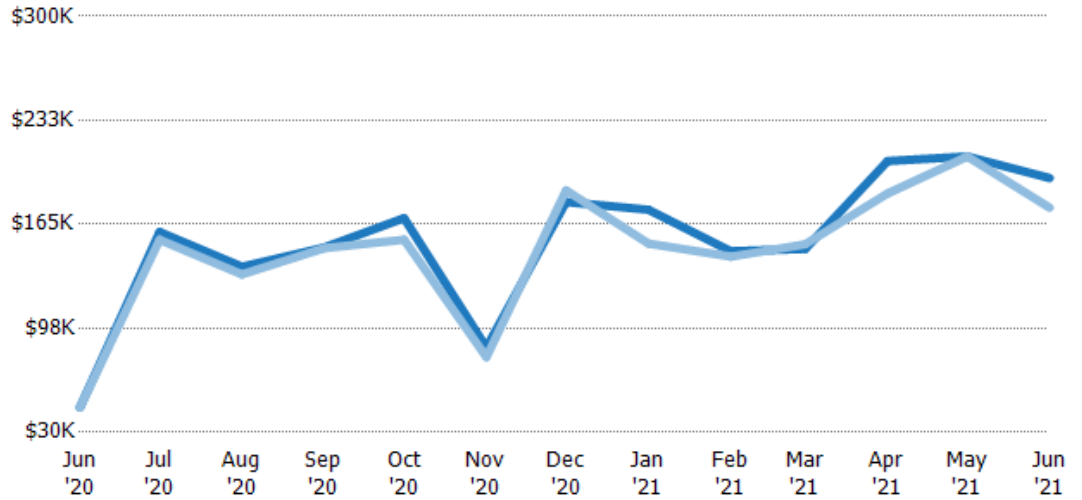
Avg List Price	\$118K	\$160K	\$168K	\$172K	\$174K	\$115K	\$241K	\$208K	\$182K	\$202K	\$195K	\$230K	\$225K
Avg Sales Price	\$111K	\$152K	\$158K	\$166K	\$164K	\$108K	\$239K	\$199K	\$171K	\$193K	\$187K	\$225K	\$211K
Avg Sales Price as a % of Avg List Price	94%	94%	94%	97%	94%	94%	99%	96%	94%	96%	96%	98%	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



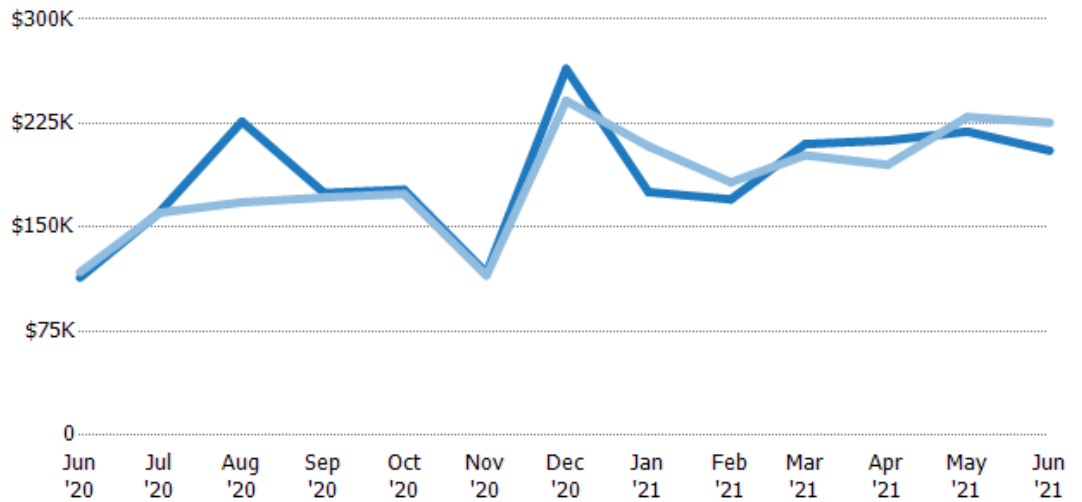
Median List Price	\$46K	\$160K	\$137K	\$150K	\$169K	\$85K	\$179K	\$174K	\$148K	\$149K	\$206K	\$209K	\$195K
Median Sales Price	\$46K	\$155K	\$133K	\$150K	\$155K	\$78.8K	\$187K	\$153K	\$144K	\$152K	\$185K	\$209K	\$176K
Med Sales Price as a % of Med List Price	100%	97%	96%	100%	92%	93%	104%	87%	98%	102%	90%	100%	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



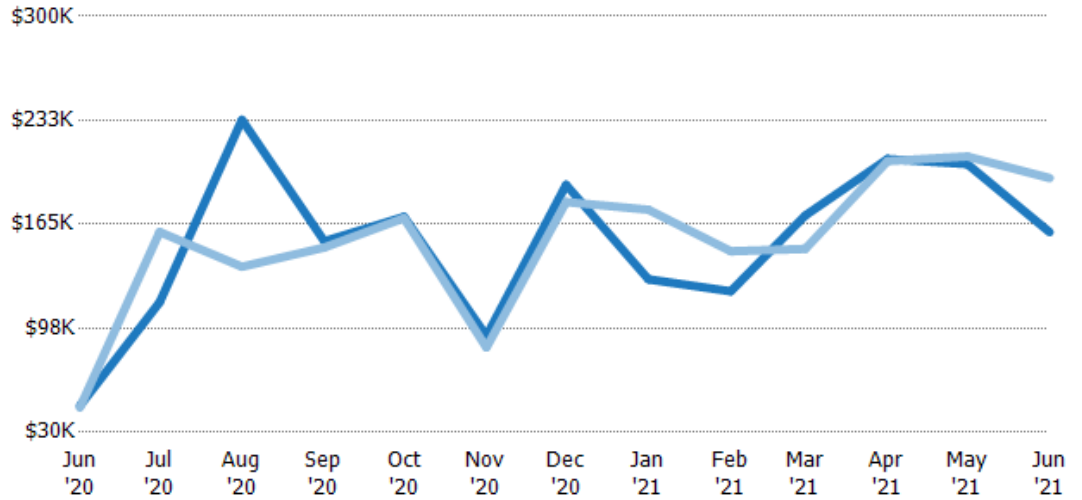
Avg Est Value	\$114K	\$161K	\$226K	\$175K	\$177K	\$117K	\$264K	\$175K	\$170K	\$210K	\$213K	\$219K	\$205K
Avg Sales Price	\$118K	\$160K	\$168K	\$172K	\$174K	\$115K	\$241K	\$208K	\$182K	\$202K	\$195K	\$230K	\$225K
Avg Sales Price as a % of Avg Est Value	103%	100%	74%	98%	98%	99%	91%	119%	107%	96%	92%	105%	110%

## 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



Median Est Value	\$47.2K	\$114K	\$233K	\$154K	\$170K	\$92.5K	\$191K	\$129K	\$122K	\$171K	\$207K	\$204K	\$160K
Median Sales Price	\$46K	\$160K	\$137K	\$150K	\$169K	\$85K	\$179K	\$174K	\$148K	\$149K	\$206K	\$209K	\$195K
Med Sales Price as a % of Med Est Value	97%	140%	59%	97%	100%	92%	94%	135%	121%	87%	99%	102%	122%