

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	Jul 2021	Jul 2020	+ / -	YTD 2021	YTD 2020	+ / -
Listing Activity Charts Metrics						
New Listing Count	18	14	+28.6%	95	76	+25%
New Listing Volume	\$6,675,400	\$2,852,306	+134%	\$23,407,199	\$14,909,706	+57%
Active Listing Count	—	64	—	N/A	N/A	
Active Listing Volume	—	\$12,699,900	—	N/A	N/A	
Average Listing Price	—	\$198,436	—	\$257,889	\$175,662	+46.8%
Median Listing Price	—	\$147,450	—	\$190,114	\$134,514	+41.3%
Median Days in RPR	—	114.5	—	72.19	173.11	-58.3%
Months of Inventory	—	12.8	-100%	3.2	14.8	-78.4%
Absorption Rate	—	7.81%	—	31.33%	6.76%	+24.6%
Sales Activity Charts Metrics						
New Pending Sales Count	12	25	-52%	90	85	+5.9%
New Pending Sales Volume	\$2,985,100	\$4,227,206	-29.4%	\$18,368,299	\$13,333,306	+37.8%
Pending Sales Count	—	28	—	N/A	N/A	
Pending Sales Volume	—	\$4,756,806	—	N/A	N/A	
Closed Sales Count	9	18	-50%	68	52	+30.8%
Closed Sales Volume	\$1,446,550	\$2,729,800	-47%	\$13,104,460	\$7,664,200	+71%
Average Sales Price	\$160,728	\$151,656	+6%	\$192,713	\$147,388	+30.8%
Median Sales Price	\$126,000	\$154,950	-18.7%	\$161,801	\$138,194	+17.1%

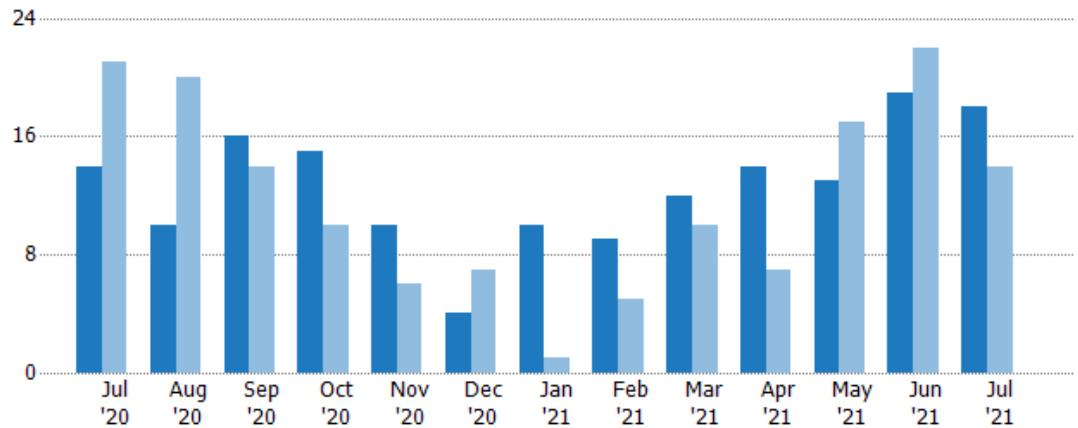
New Listings

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.
Jul '21	18	28.6%
Jul '20	14	-33.3%
Jul '19	21	-14.3%



Current Year	14	10	16	15	10	4	10	9	12	14	13	19	18
Prior Year	21	20	14	10	6	7	1	5	10	7	17	22	14
Percent Change from Prior Year	-33%	-50%	14%	50%	67%	-43%	900%	80%	20%	100%	-24%	-14%	29%

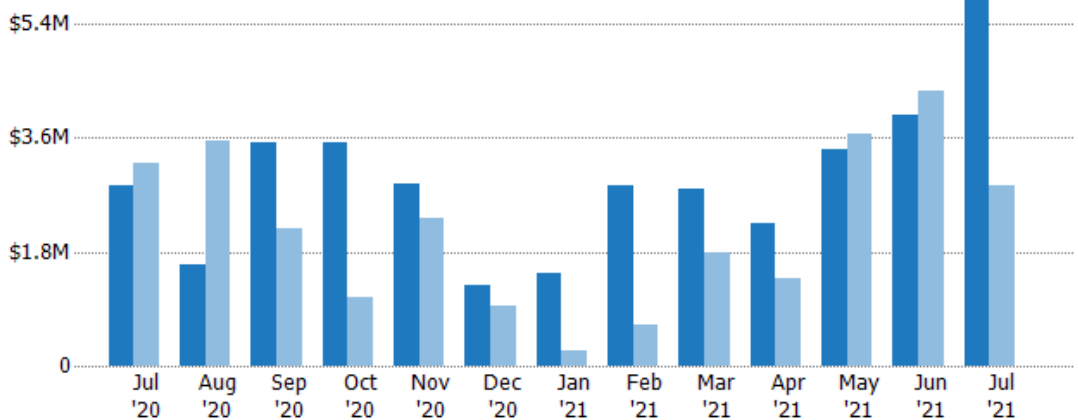
New Listing Volume

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.
Jul '21	\$6.68M	134%
Jul '20	\$2.85M	-11.1%
Jul '19	\$3.21M	42.1%



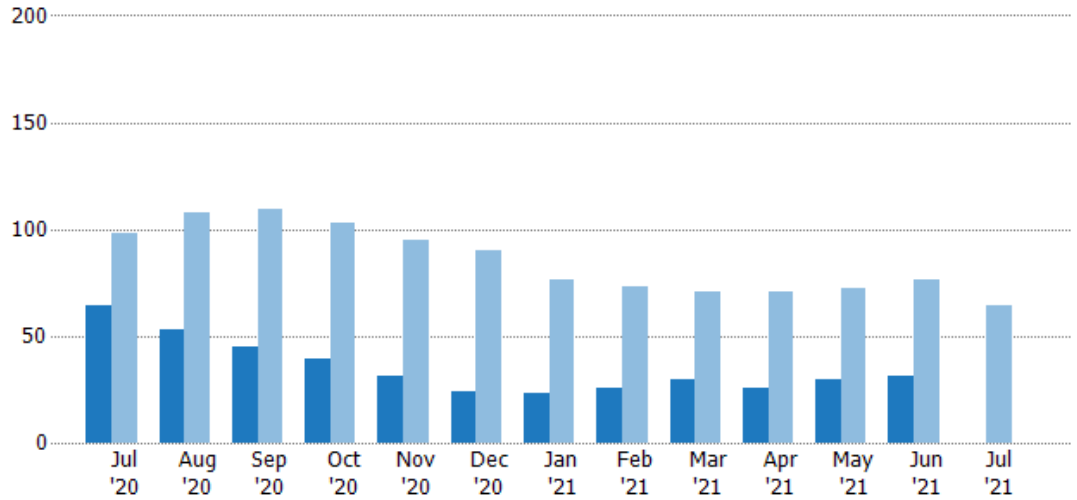
Current Year	\$2.85M	\$1.6M	\$3.52M	\$3.54M	\$2.88M	\$1.26M	\$1.47M	\$2.84M	\$2.8M	\$2.24M	\$3.43M	\$3.95M	\$6.68M
Prior Year	\$3.21M	\$3.56M	\$2.18M	\$1.07M	\$2.33M	\$934K	\$228K	\$646K	\$1.8M	\$1.39M	\$3.65M	\$4.35M	\$2.85M
Percent Change from Prior Year	-11%	-55%	61%	230%	23%	35%	546%	340%	56%	61%	-6%	-9%	134%

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



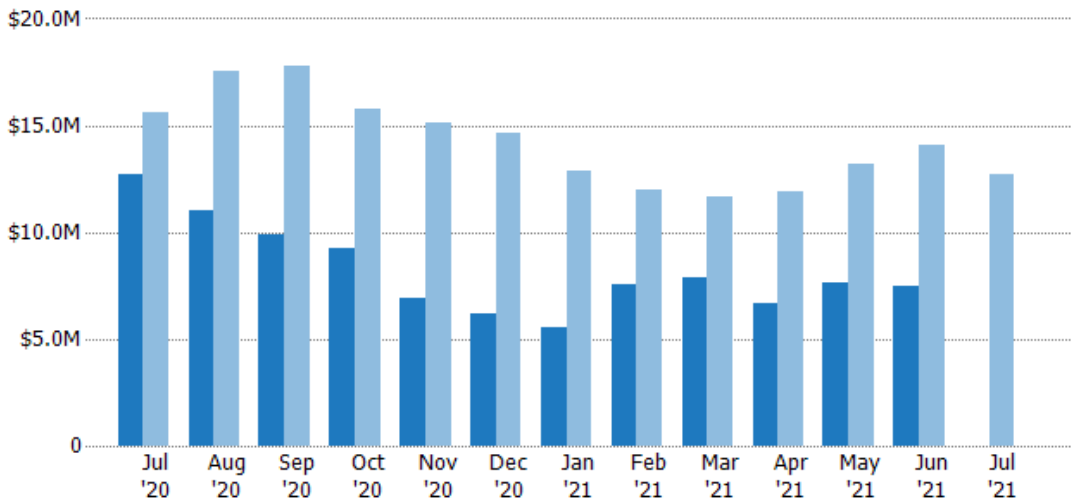
Current Year	64	53	45	39	31	24	23	26	30	26	30	31	-
Prior Year	98	108	109	103	95	90	76	73	71	71	72	76	64
Percent Change from Prior Year	-35%	-51%	-59%	-62%	-67%	-73%	-70%	-64%	-58%	-63%	-58%	-59%	-100%

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



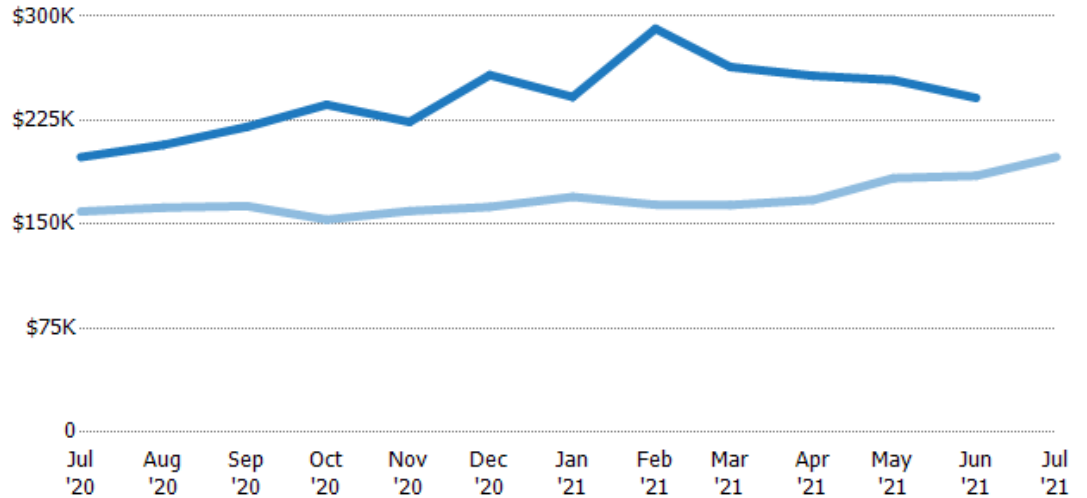
Current Year	\$12.7M	\$11M	\$9.91M	\$9.21M	\$6.94M	\$6.18M	\$5.56M	\$7.57M	\$7.9M	\$6.68M	\$7.62M	\$7.47M	-
Prior Year	\$15.6M	\$17.5M	\$17.8M	\$15.8M	\$15.2M	\$14.6M	\$12.9M	\$12M	\$11.6M	\$11.9M	\$13.2M	\$14.1M	\$12.7M
Percent Change from Prior Year	-19%	-37%	-44%	-42%	-54%	-58%	-57%	-37%	-32%	-44%	-42%	-47%	-100%

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



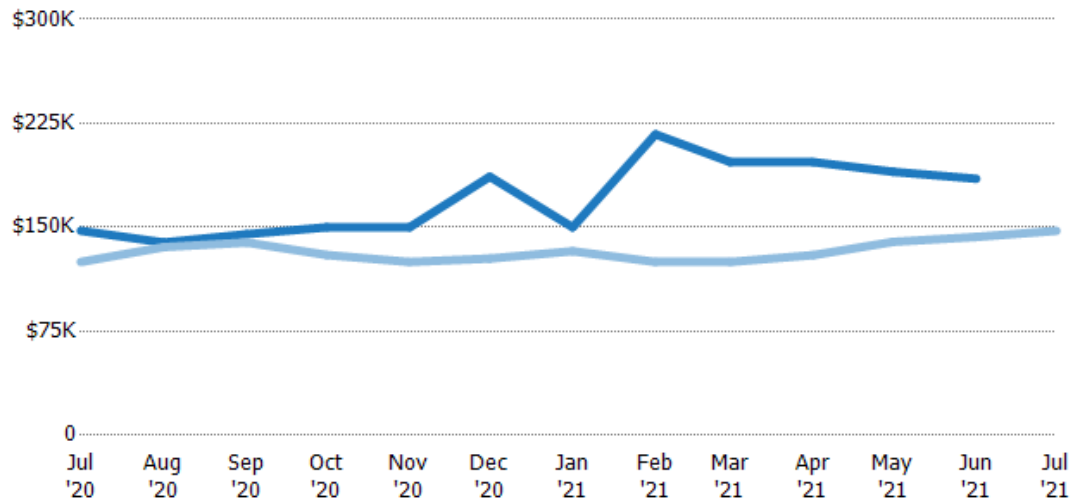
Current Year	\$198K	\$207K	\$220K	\$236K	\$224K	\$258K	\$242K	\$291K	\$263K	\$257K	\$254K	\$241K	-
Prior Year	\$159K	\$162K	\$163K	\$153K	\$160K	\$163K	\$170K	\$164K	\$164K	\$168K	\$183K	\$185K	\$198K
Percent Change from Prior Year	25%	28%	35%	54%	40%	59%	42%	77%	61%	53%	39%	30%	-100%

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



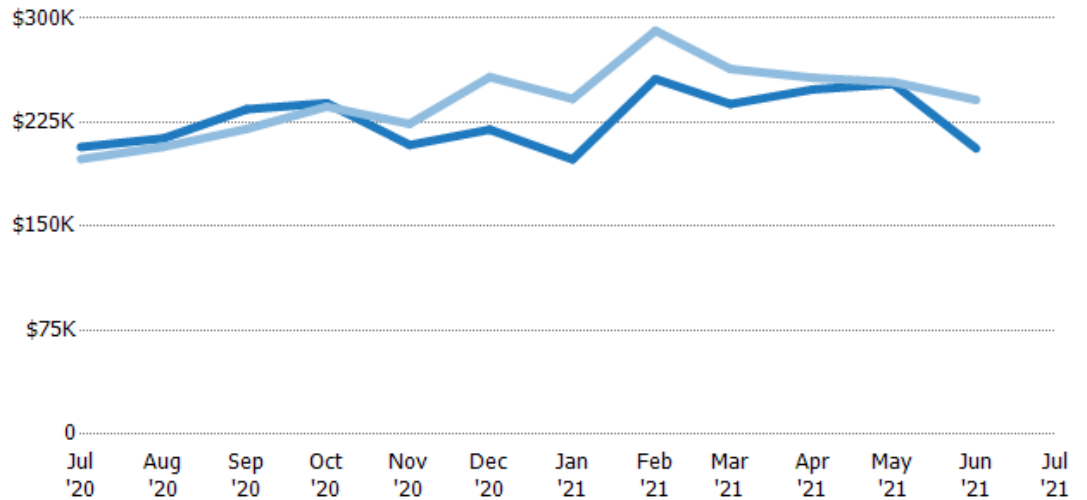
Current Year	\$147K	\$139K	\$145K	\$150K	\$150K	\$187K	\$150K	\$217K	\$197K	\$197K	\$190K	\$185K	-
Prior Year	\$125K	\$136K	\$139K	\$130K	\$125K	\$127K	\$133K	\$125K	\$125K	\$130K	\$140K	\$143K	\$147K
Percent Change from Prior Year	18%	2%	4%	15%	20%	46%	13%	74%	58%	52%	36%	29%	-100%

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

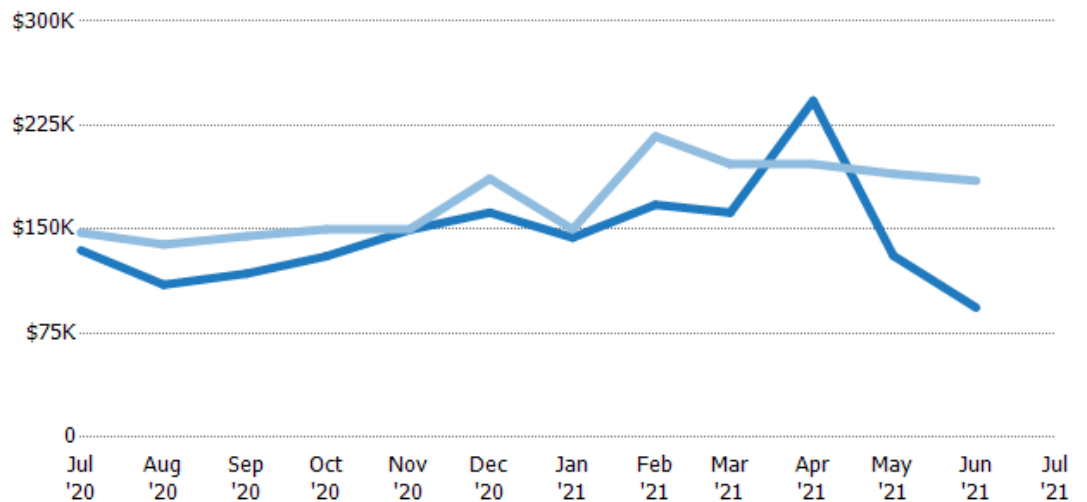


Median Listing Price vs Median Est Value

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

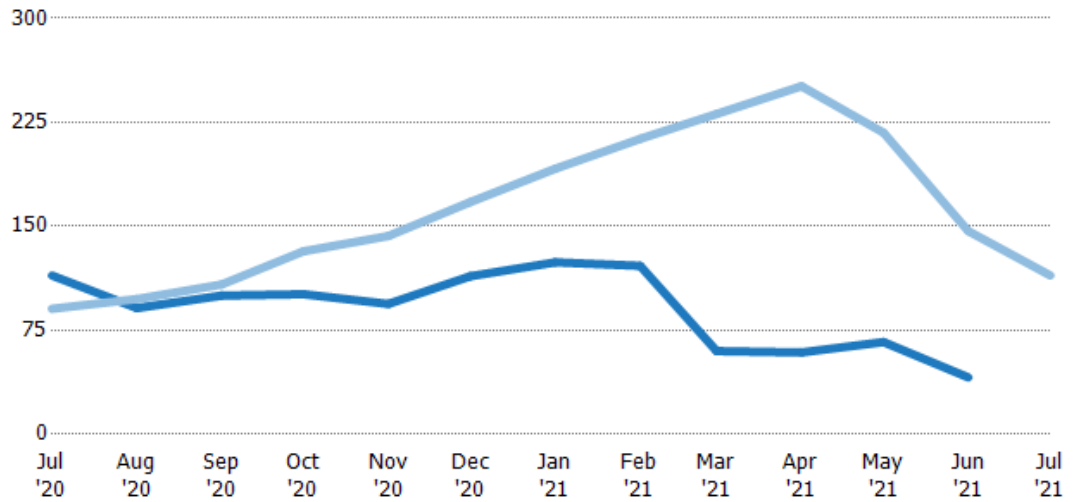


Median Days in RPR

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



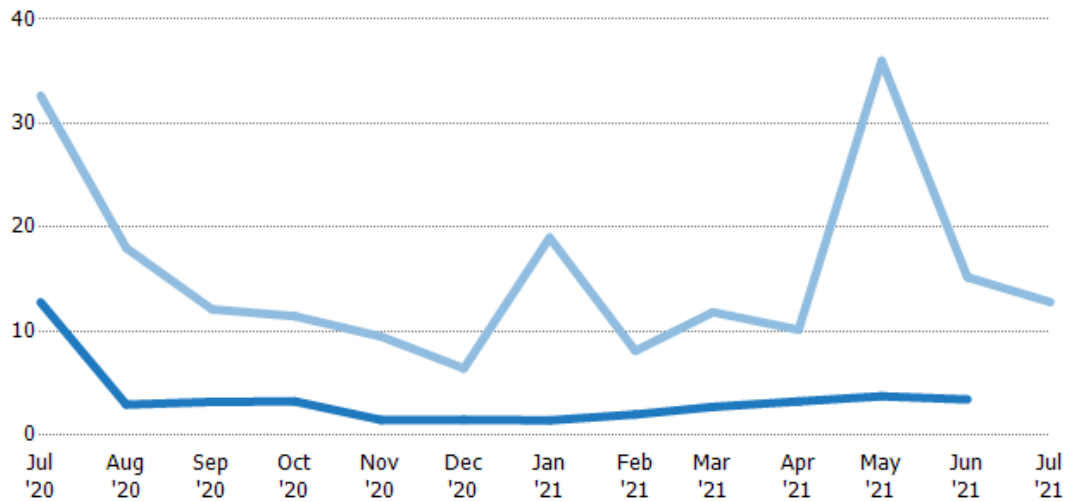
Current Year	115	91	100	101	94	114	124	122	60	59	66.5	41	-
Prior Year	90.5	97.5	108	132	143	168	192	213	231	251	218	147	115
Percent Change from Prior Year	27%	-7%	-7%	-23%	-34%	-32%	-35%	-43%	-74%	-76%	-69%	-72%	-100%

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



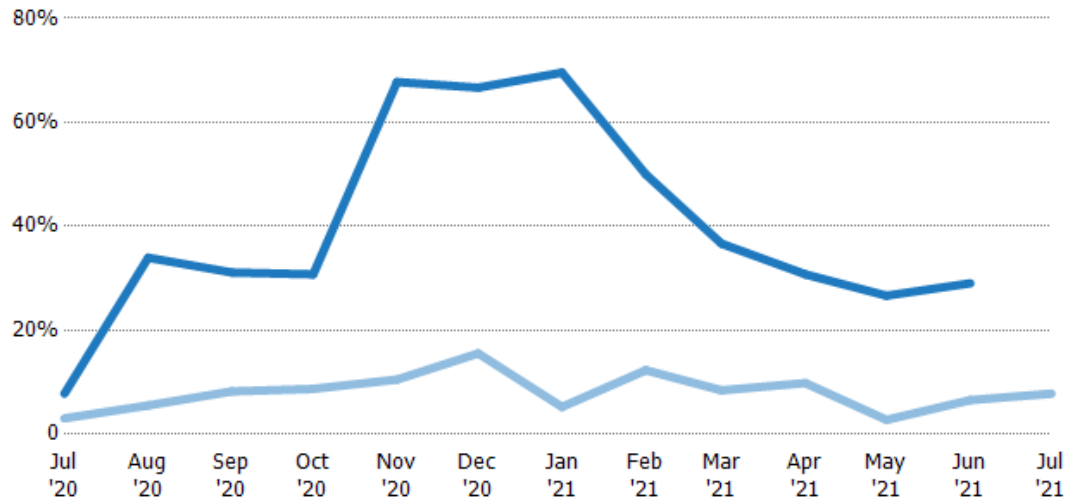
Current Year	12.8	2.94	3.21	3.25	1.48	1.5	1.44	2	2.73	3.25	3.75	3.44	-
Prior Year	32.7	18	12.1	11.4	9.5	6.43	19	8.11	11.8	10.1	36	15.2	12.8
Percent Change from Prior Year	-61%	-84%	-73%	-72%	-84%	-77%	-92%	-75%	-77%	-68%	-90%	-77%	-100%

Absorption Rate

The percentage of inventory sold per month.

Filters Used

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



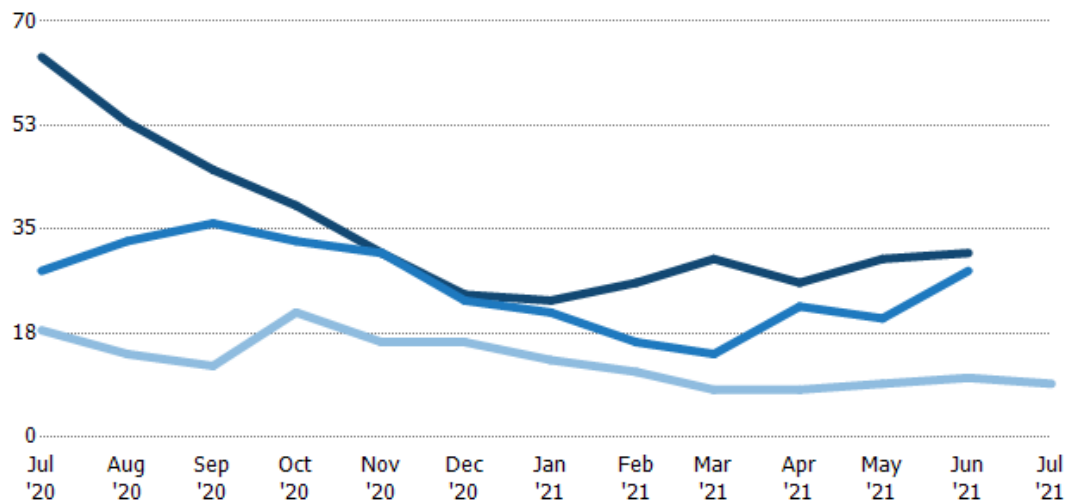
Current Year	8%	34%	31%	31%	68%	67%	70%	50%	37%	31%	27%	29%	-
Prior Year	3%	6%	8%	9%	11%	16%	5%	12%	8%	10%	3%	7%	8%
Change from Prior Year	-5%	-28%	-23%	-22%	-57%	-51%	-64%	-38%	-28%	-21%	-24%	-22%	8%

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	64	53	45	39	31	24	23	26	30	26	30	31	-
Pending	28	33	36	33	31	23	21	16	14	22	20	28	-
Sold	18	14	12	21	16	16	13	11	8	8	9	10	9

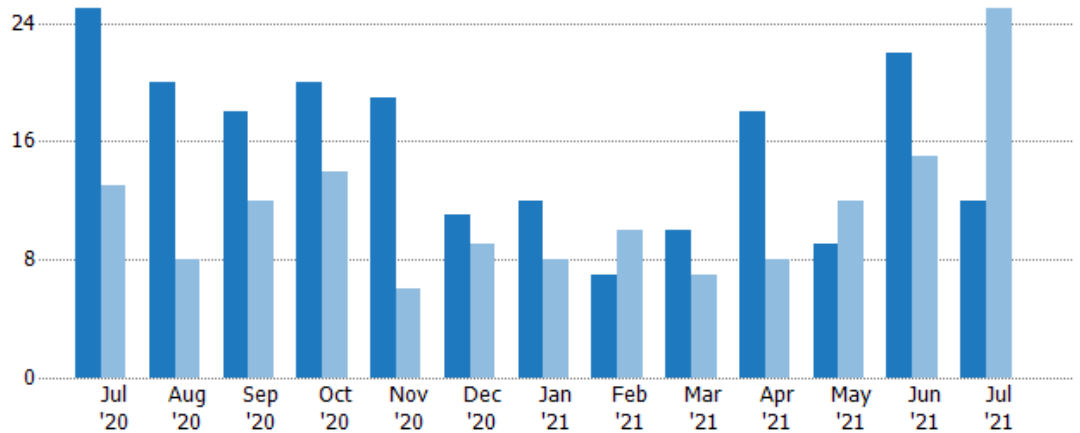
New Pending Sales

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.
Jul '21	12	-52%
Jul '20	25	92.3%
Jul '19	13	-15.4%



Current Year	25	20	18	20	19	11	12	7	10	18	9	22	12
Prior Year	13	8	12	14	6	9	8	10	7	8	12	15	25
Percent Change from Prior Year	92%	150%	50%	43%	217%	22%	50%	-30%	43%	125%	-25%	47%	-52%

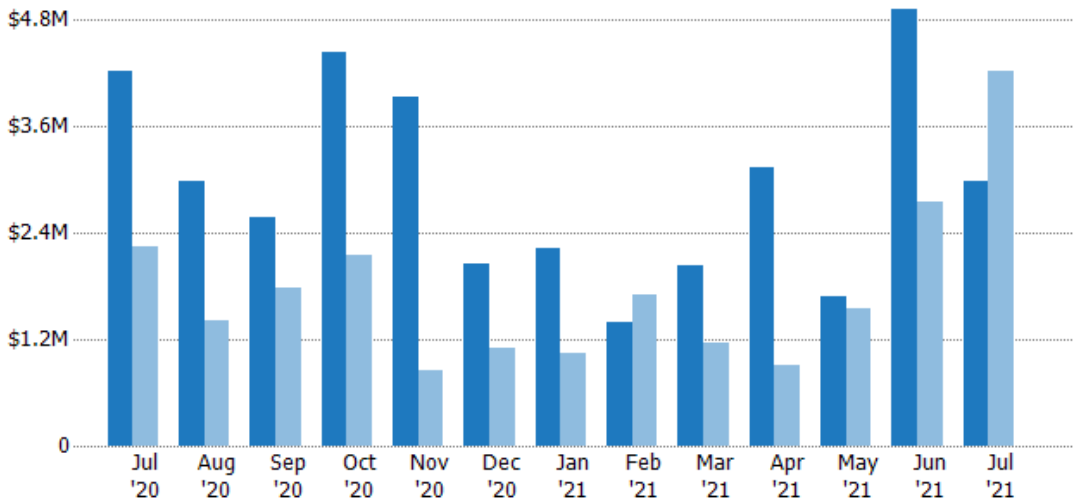
New Pending Sales Volume

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.
Jul '21	\$2.99M	-29.4%
Jul '20	\$4.23M	88.5%
Jul '19	\$2.24M	-42.8%



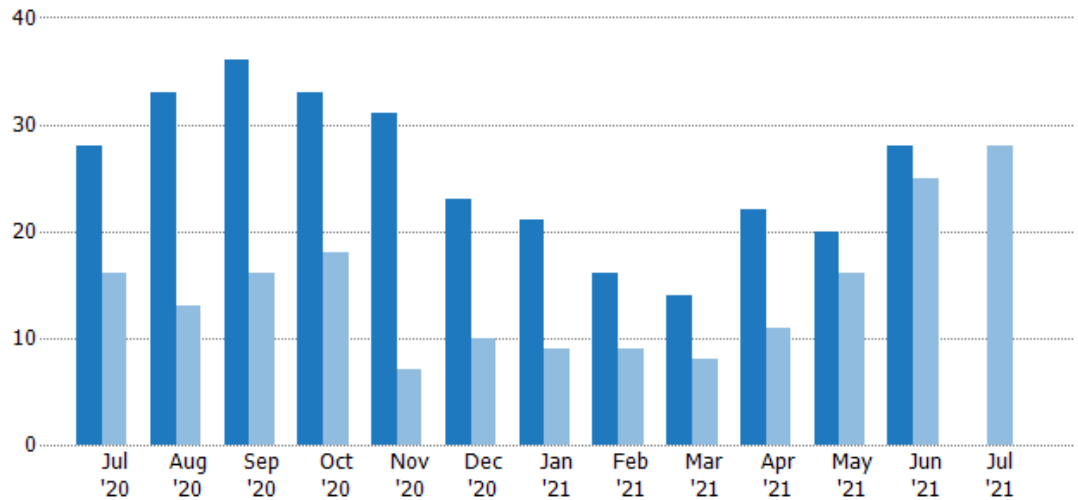
Current Year	\$4.23M	\$2.98M	\$2.58M	\$4.44M	\$3.93M	\$2.06M	\$2.22M	\$1.38M	\$2.03M	\$3.14M	\$1.68M	\$4.93M	\$2.99M
Prior Year	\$2.24M	\$1.4M	\$1.78M	\$2.15M	\$859K	\$1.09M	\$1.04M	\$1.71M	\$1.15M	\$909K	\$1.55M	\$2.75M	\$4.23M
Percent Change from Prior Year	89%	113%	45%	106%	357%	88%	114%	-19%	76%	245%	8%	79%	-29%

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



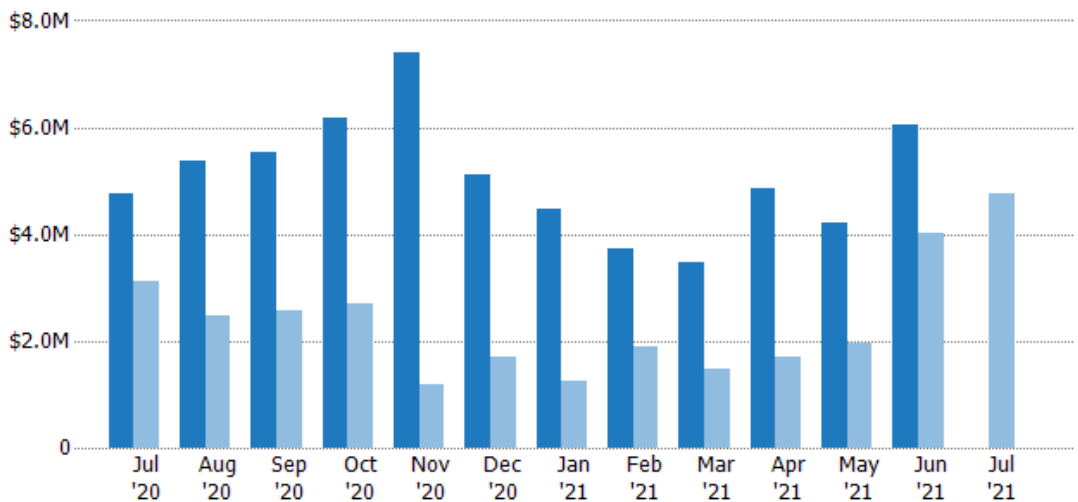
Current Year	28	33	36	33	31	23	21	16	14	22	20	28	-
Prior Year	16	13	16	18	7	10	9	9	8	11	16	25	28
Percent Change from Prior Year	75%	154%	125%	83%	343%	130%	133%	78%	75%	100%	25%	12%	-100%

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



Current Year	\$4.76M	\$5.37M	\$5.52M	\$6.19M	\$7.39M	\$5.1M	\$4.47M	\$3.72M	\$3.47M	\$4.85M	\$4.21M	\$6.05M	-
Prior Year	\$3.11M	\$2.47M	\$2.56M	\$2.7M	\$1.19M	\$1.69M	\$1.25M	\$1.89M	\$1.46M	\$1.71M	\$1.95M	\$4.02M	\$4.76M
Percent Change from Prior Year	53%	118%	116%	129%	519%	201%	257%	96%	137%	183%	116%	51%	-100%

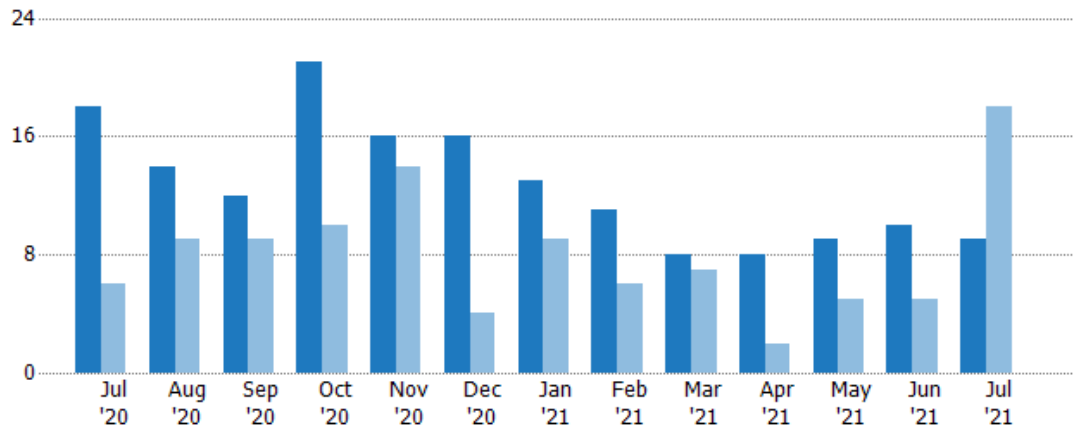
Closed Sales

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.
Jul '21	9	-50%
Jul '20	18	200%
Jul '19	6	50%



Current Year	18	14	12	21	16	16	13	11	8	8	9	10	9
Prior Year	6	9	9	10	14	4	9	6	7	2	5	5	18
Percent Change from Prior Year	200%	56%	33%	110%	14%	300%	44%	83%	14%	300%	80%	100%	-50%

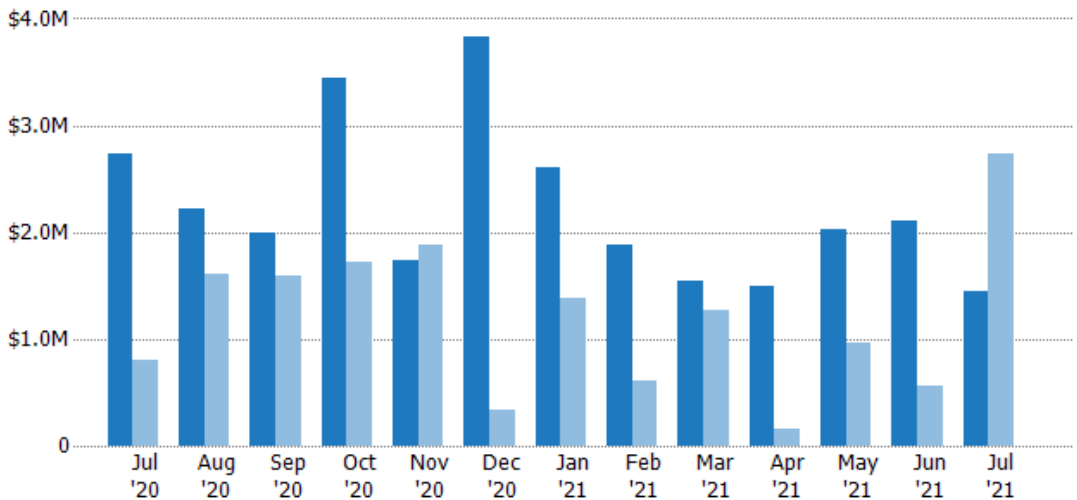
Closed Sales Volume

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.
Jul '21	\$1.45M	-47%
Jul '20	\$2.73M	243.5%
Jul '19	\$795K	31.7%



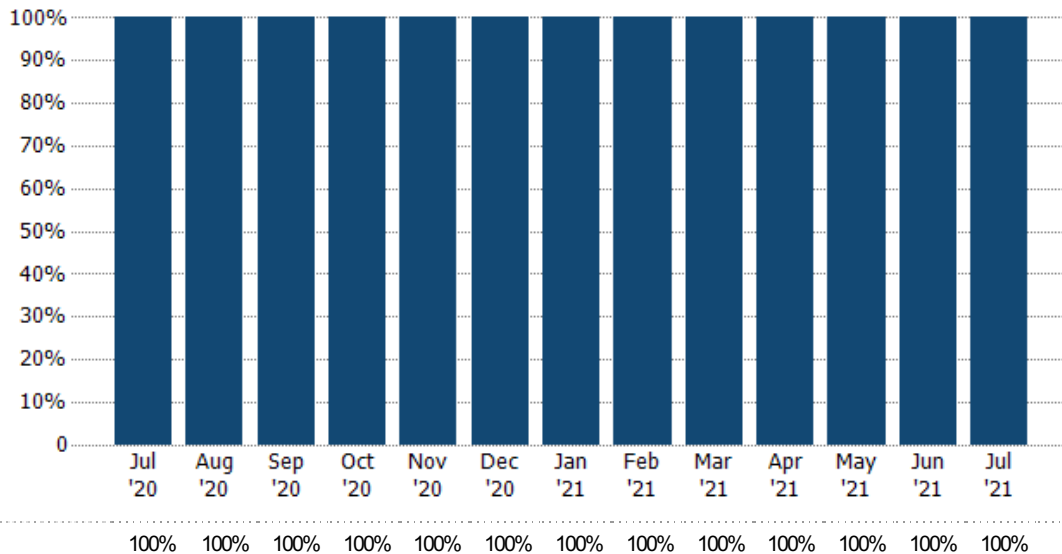
Current Year	\$2.73M	\$2.21M	\$2M	\$3.44M	\$1.73M	\$3.83M	\$2.6M	\$1.88M	\$1.55M	\$1.5M	\$2.02M	\$2.11M	\$1.45M
Prior Year	\$795K	\$1.6M	\$1.59M	\$1.73M	\$1.88M	\$335K	\$1.38M	\$613K	\$1.26M	\$155K	\$966K	\$555K	\$2.73M
Percent Change from Prior Year	243%	38%	26%	99%	-8%	1,043%	88%	207%	23%	866%	110%	280%	-47%

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



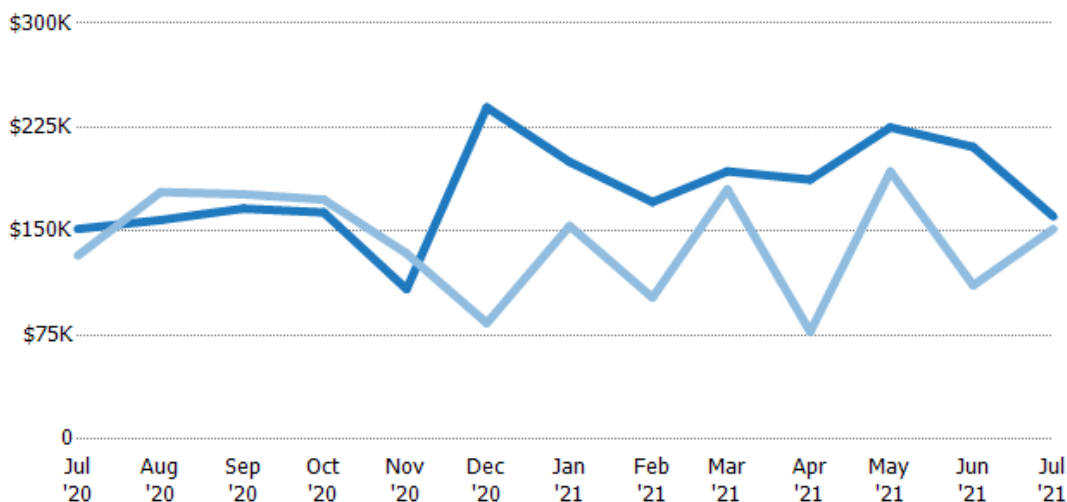
Average Sales Price

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

Month/Year	Price	% Chg.
Jul '21	\$161K	6%
Jul '20	\$152K	14.5%
Jul '19	\$132K	-12.2%



Current Year	\$152K	\$158K	\$166K	\$164K	\$108K	\$239K	\$200K	\$171K	\$193K	\$187K	\$225K	\$211K	\$161K
Prior Year	\$132K	\$178K	\$177K	\$173K	\$134K	\$83.8K	\$154K	\$102K	\$180K	\$77.5K	\$193K	\$111K	\$152K
Percent Change from Prior Year	14%	-11%	-6%	-5%	-19%	186%	30%	67%	7%	142%	16%	90%	6%

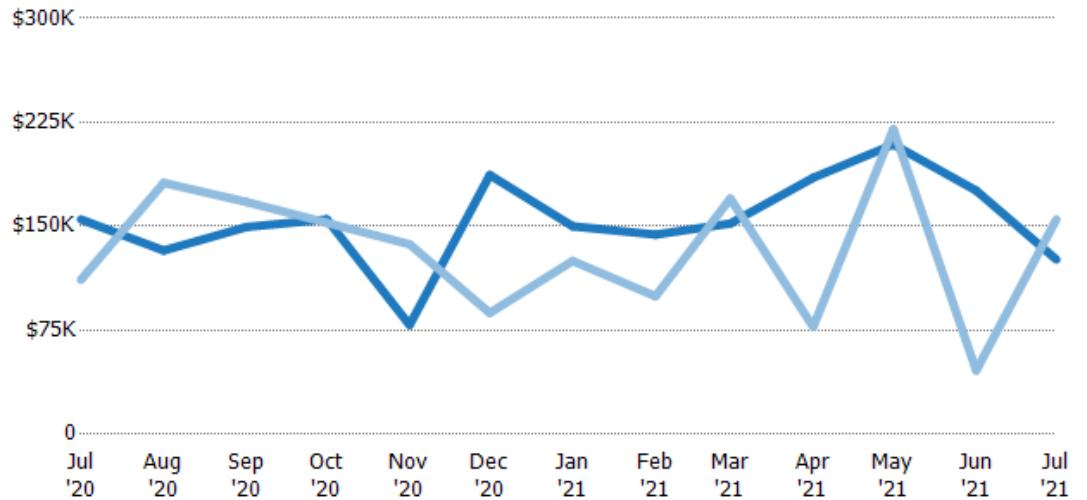
Median Sales Price

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.
Jul '21	\$126K	-18.7%
Jul '20	\$155K	39.1%
Jul '19	\$111K	-30%



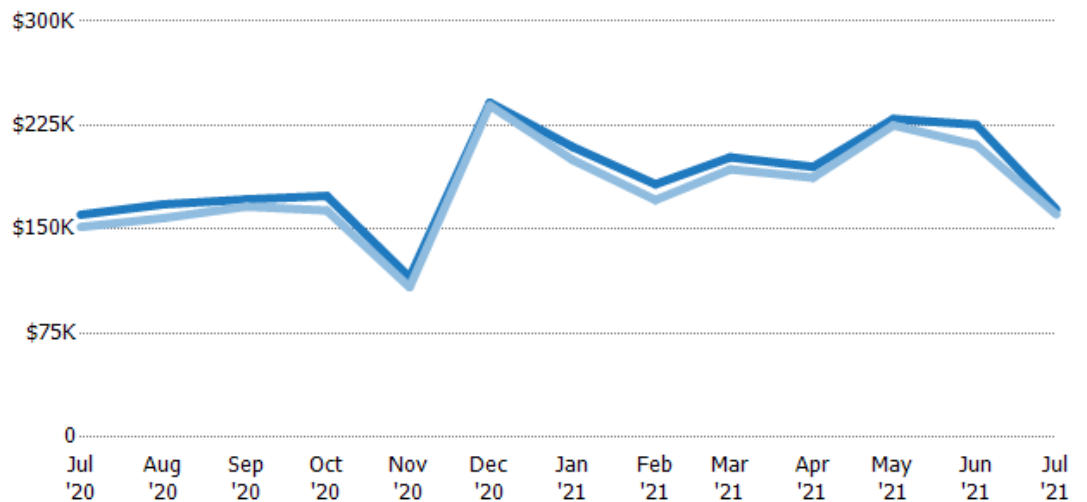
Current Year	\$155K	\$133K	\$150K	\$155K	\$78.8K	\$187K	\$150K	\$144K	\$152K	\$185K	\$209K	\$176K	\$126K
Prior Year	\$111K	\$181K	\$168K	\$153K	\$137K	\$87.5K	\$125K	\$100K	\$170K	\$77.5K	\$220K	\$46K	\$155K
Percent Change from Prior Year	39%	-27%	-11%	2%	-42%	114%	20%	45%	-11%	139%	-5%	282%	-19%

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



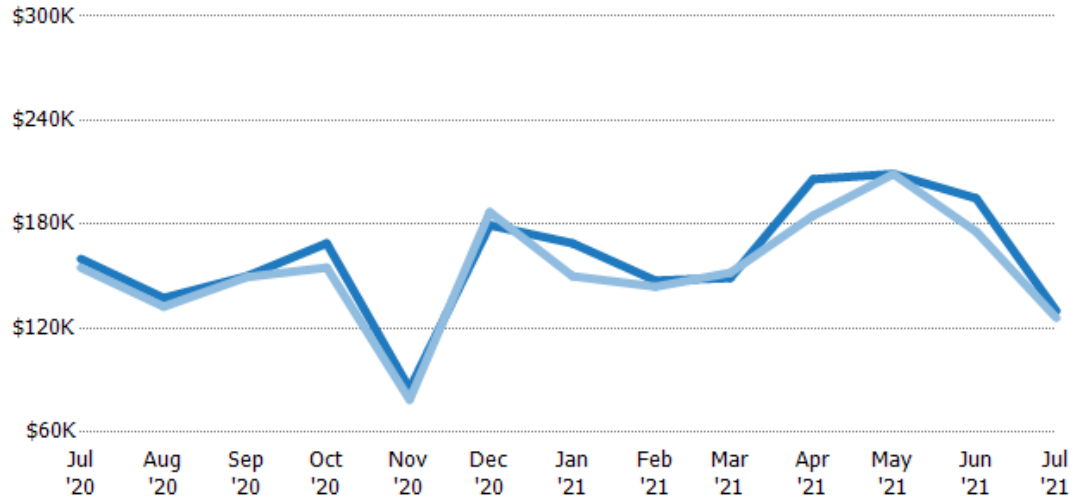
Avg List Price	\$160K	\$168K	\$172K	\$174K	\$115K	\$241K	\$209K	\$182K	\$202K	\$195K	\$230K	\$225K	\$164K
Avg Sales Price	\$152K	\$158K	\$166K	\$164K	\$108K	\$239K	\$200K	\$171K	\$193K	\$187K	\$225K	\$211K	\$161K
Avg Sales Price as a % of Avg List Price	94%	94%	97%	94%	94%	99%	96%	94%	96%	96%	98%	94%	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



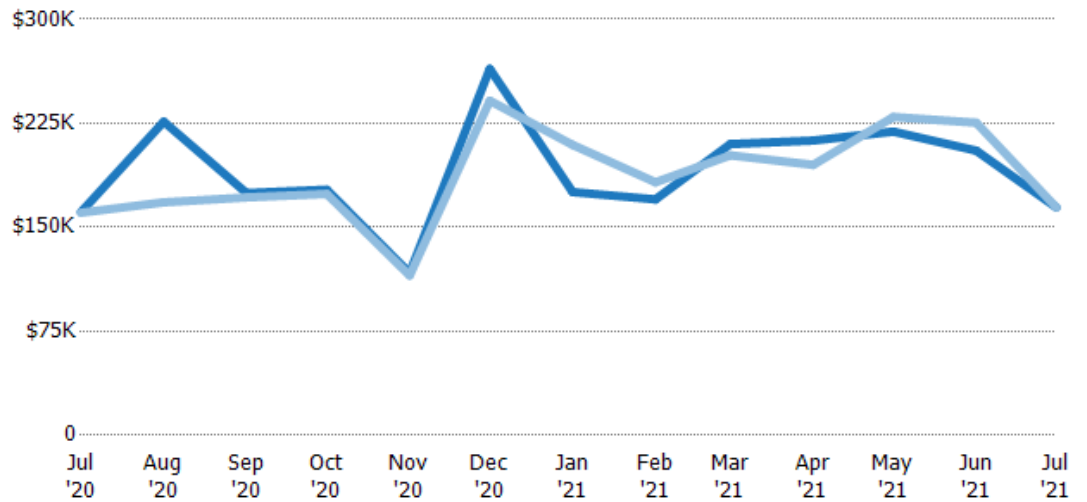
Median List Price	\$160K	\$137K	\$150K	\$169K	\$85K	\$179K	\$169K	\$148K	\$149K	\$206K	\$209K	\$195K	\$130K
Median Sales Price	\$155K	\$133K	\$150K	\$155K	\$78.8K	\$187K	\$150K	\$144K	\$152K	\$185K	\$209K	\$176K	\$126K
Med Sales Price as a % of Med List Price	97%	96%	100%	92%	93%	104%	89%	98%	102%	90%	100%	90%	97%

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



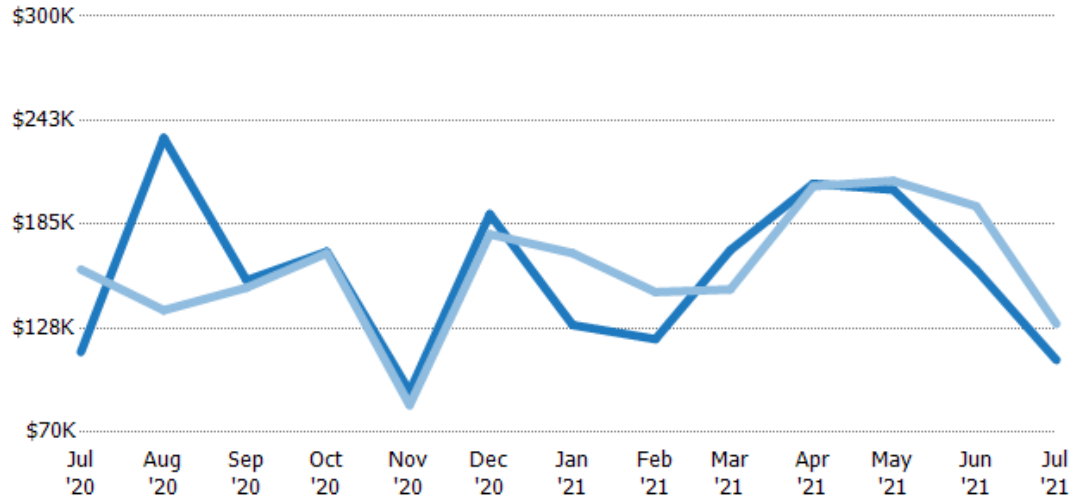
Avg Est Value	\$161K	\$226K	\$175K	\$177K	\$117K	\$264K	\$175K	\$170K	\$210K	\$213K	\$219K	\$205K	\$164K
Avg Sales Price	\$160K	\$168K	\$172K	\$174K	\$115K	\$241K	\$209K	\$182K	\$202K	\$195K	\$230K	\$225K	\$164K
Avg Sales Price as a % of Avg Est Value	100%	74%	98%	98%	99%	91%	119%	107%	96%	92%	105%	110%	100%

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	\$114K	\$233K	\$154K	\$170K	\$92.5K	\$191K	\$129K	\$122K	\$171K	\$207K	\$204K	\$160K	\$110K
Median Sales Price	\$160K	\$137K	\$150K	\$169K	\$85K	\$179K	\$169K	\$148K	\$149K	\$206K	\$209K	\$195K	\$130K
Med Sales Price as a % of Med Est Value	140%	59%	97%	100%	92%	94%	131%	121%	87%	99%	102%	122%	118%