

Summary of Key Listing and Sales Metrics

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

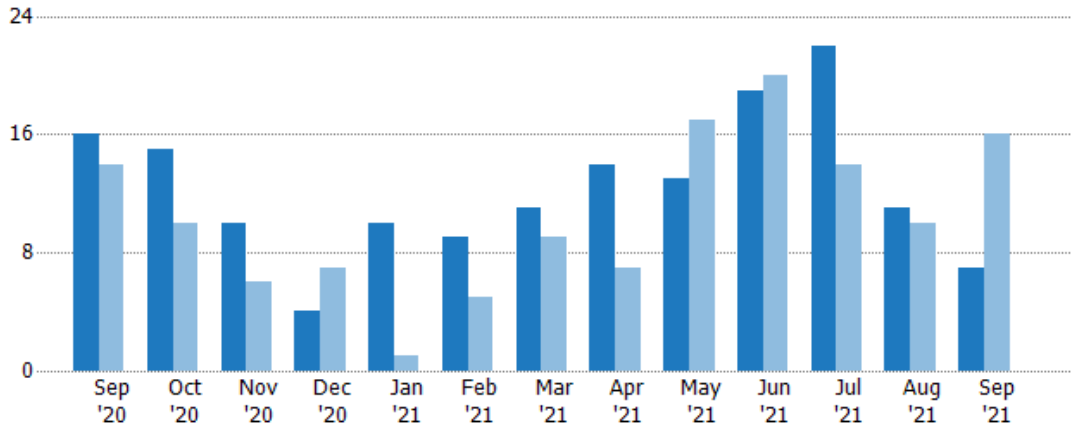
Key Metrics	Sep 2021	Sep 2020	+ / -	YTD 2021	YTD 2020	+ / -
Listing Activity Charts Metrics						
New Listing Count	7	16	-56.3%	116	99	+17.2%
New Listing Volume	\$1,218,800	\$3,516,500	-65.3%	\$28,096,199	\$19,401,906	+44.8%
Active Listing Count	44	44	+/-	N/A	N/A	
Active Listing Volume	\$12,641,900	\$9,858,200	+28.2%	N/A	N/A	
Average Listing Price	\$287,316	\$224,050	+28.2%	\$259,152	\$181,731	+42.6%
Median Listing Price	\$230,750	\$142,000	+62.5%	\$188,294	\$131,270	+43.4%
Median Days in RPR	85	94.5	-10.1%	81.3	143.53	-43.4%
Months of Inventory	3.7	3.1	+16.7%	4	11.8	-65.6%
Absorption Rate	27.27%	31.82%	-4.5%	24.76%	8.51%	+16.3%
Sales Activity Charts Metrics						
New Pending Sales Count	6	18	-66.7%	112	122	-8.2%
New Pending Sales Volume	\$542,900	\$2,584,800	-79%	\$21,659,199	\$18,766,406	+15.4%
Pending Sales Count	8	34	-76.5%	N/A	N/A	
Pending Sales Volume	\$1,648,900	\$5,204,700	-68.3%	N/A	N/A	
Closed Sales Count	16	11	+45.5%	97	77	+26%
Closed Sales Volume	\$3,059,400	\$1,919,596	+59.4%	\$19,112,160	\$11,797,196	+62%
Average Sales Price	\$191,213	\$174,509	+9.6%	\$197,033	\$153,210	+28.6%
Median Sales Price	\$214,500	\$157,000	+36.6%	\$172,571	\$139,845	+23.4%

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



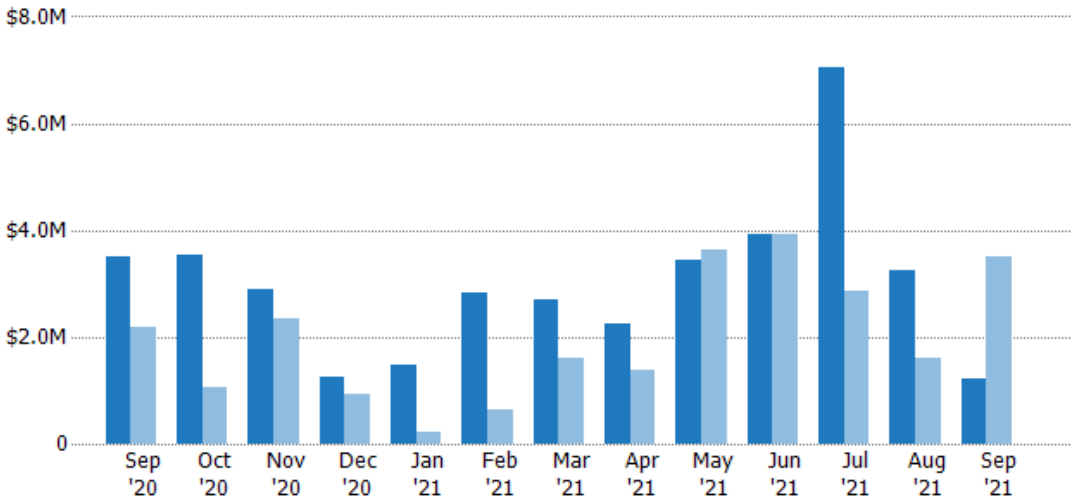
	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21
Current Year	16	15	10	4	10	9	11	14	13	19	22	11	7
Prior Year	14	10	6	7	1	5	9	7	17	20	14	10	16
Percent Change from Prior Year	14%	50%	67%	-43%	900%	80%	22%	100%	-24%	-5%	57%	10%	-56%

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



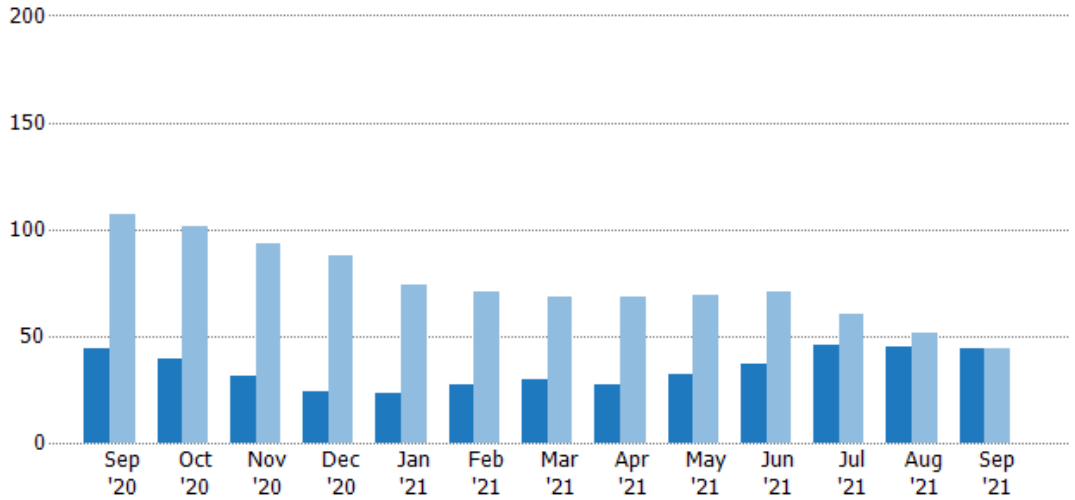
	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21
Current Year	\$3.52M	\$3.54M	\$2.88M	\$1.26M	\$1.47M	\$2.84M	\$2.69M	\$2.24M	\$3.43M	\$3.92M	\$7.03M	\$3.25M	\$1.22M
Prior Year	\$2.18M	\$1.07M	\$2.33M	\$934K	\$228K	\$646K	\$1.6M	\$1.39M	\$3.65M	\$3.93M	\$2.85M	\$1.6M	\$3.52M
Percent Change from Prior Year	61%	230%	23%	35%	546%	340%	69%	61%	-6%	0%	147%	103%	-65%

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



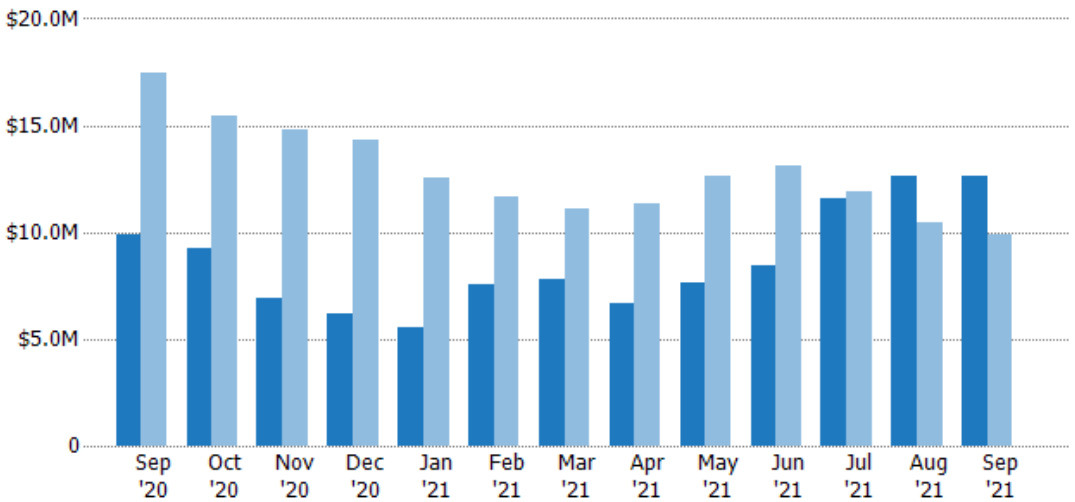
	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21
Current Year	44	39	31	24	23	27	30	27	32	37	46	45	44
Prior Year	107	101	93	88	74	71	68	68	69	71	60	51	44
Percent Change from Prior Year	-59%	-61%	-67%	-73%	-69%	-62%	-56%	-60%	-54%	-48%	-23%	-12%	0%

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



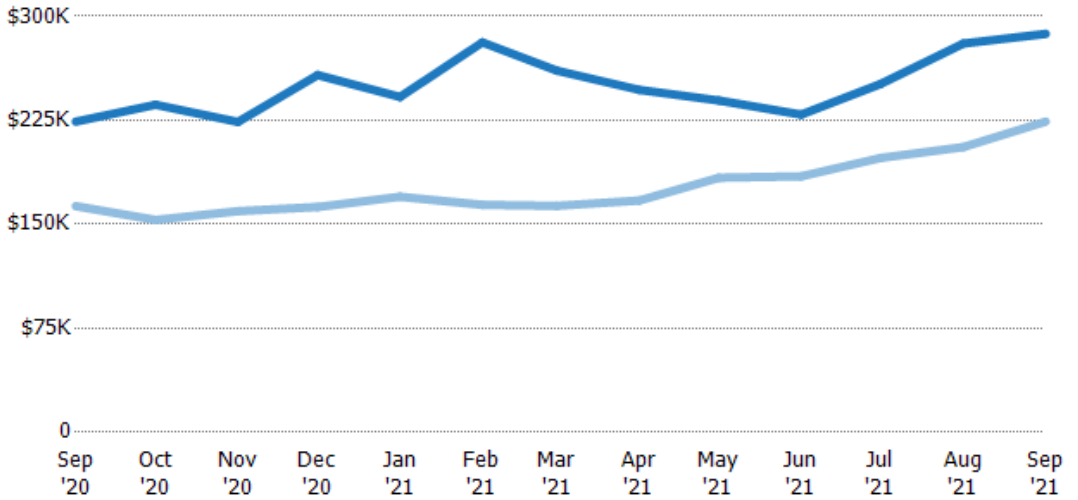
	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21
Current Year	\$9.86M	\$9.21M	\$6.94M	\$6.18M	\$5.56M	\$7.59M	\$7.82M	\$6.67M	\$7.66M	\$8.48M	\$11.6M	\$12.6M	\$12.6M
Prior Year	\$17.5M	\$15.5M	\$14.8M	\$14.3M	\$12.6M	\$11.6M	\$11.1M	\$11.4M	\$12.7M	\$13.1M	\$11.9M	\$10.5M	\$9.86M
Percent Change from Prior Year	-44%	-40%	-53%	-57%	-56%	-35%	-30%	-41%	-40%	-35%	-3%	20%	28%

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



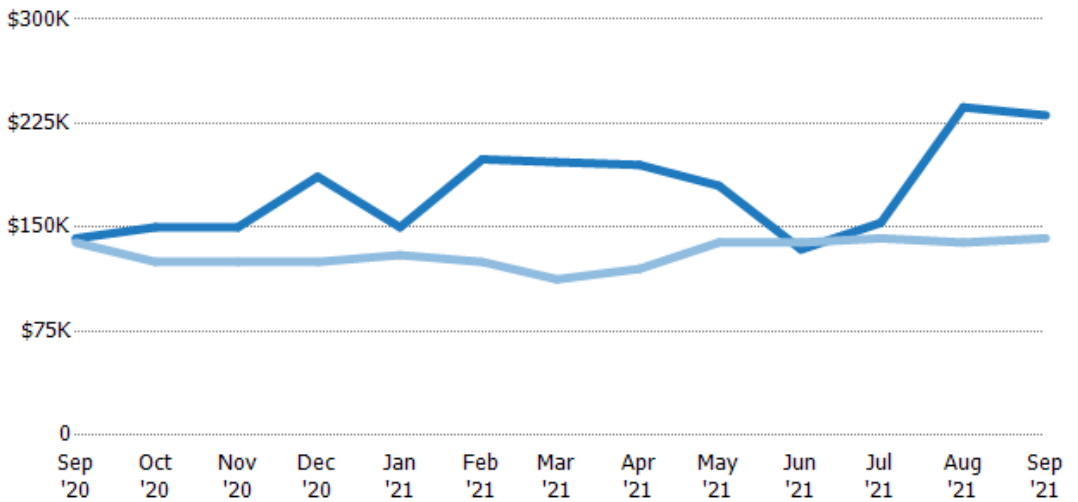
	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21
Current Year	\$224K	\$236K	\$224K	\$258K	\$242K	\$281K	\$261K	\$247K	\$239K	\$229K	\$251K	\$280K	\$287K
Prior Year	\$163K	\$153K	\$159K	\$162K	\$170K	\$164K	\$163K	\$167K	\$184K	\$185K	\$198K	\$206K	\$224K
Percent Change from Prior Year	37%	54%	40%	59%	42%	71%	60%	48%	30%	24%	27%	36%	28%

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



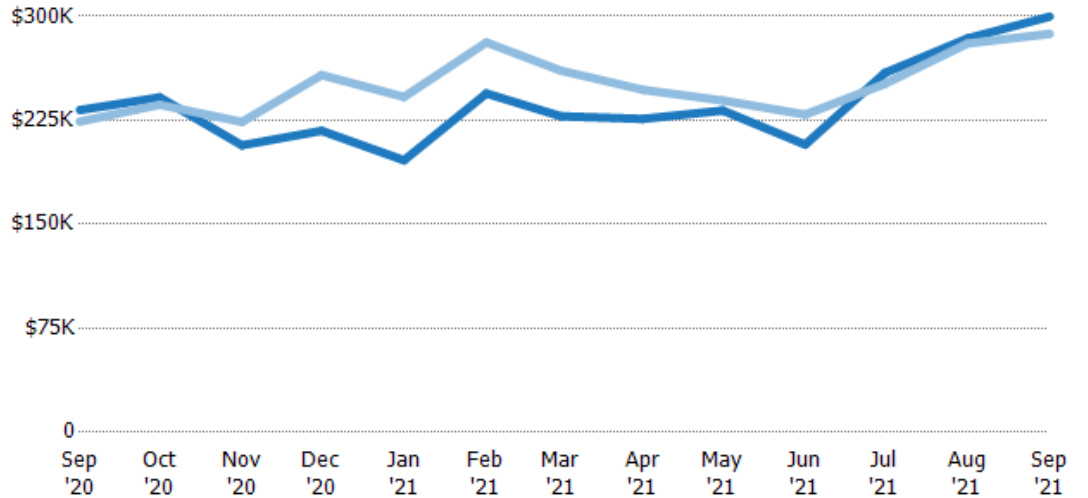
	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21
Current Year	\$142K	\$150K	\$150K	\$187K	\$150K	\$199K	\$197K	\$195K	\$180K	\$134K	\$153K	\$237K	\$231K
Prior Year	\$139K	\$125K	\$125K	\$125K	\$130K	\$125K	\$112K	\$120K	\$139K	\$139K	\$142K	\$139K	\$142K
Percent Change from Prior Year	2%	20%	20%	49%	15%	59%	75%	63%	29%	-4%	8%	70%	63%

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



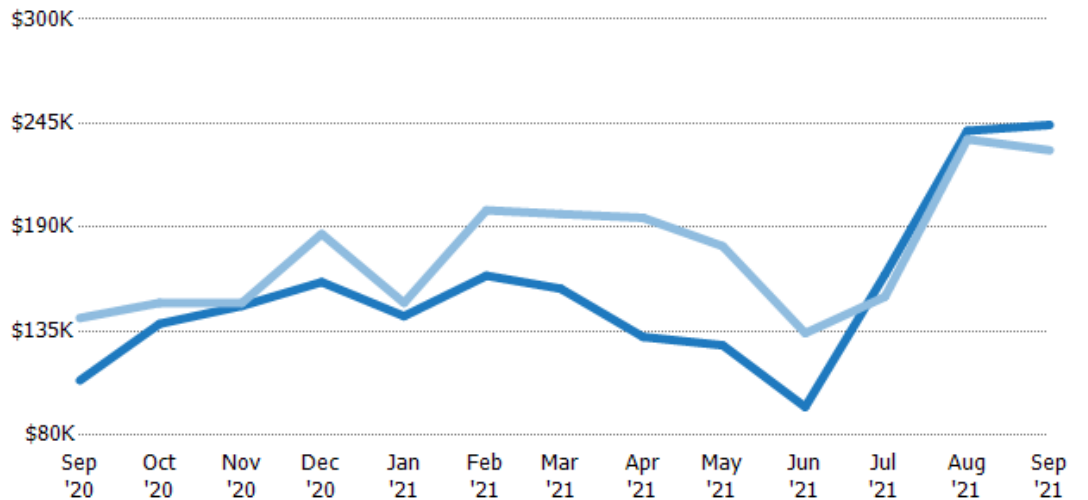
	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21
Avg Est Value	\$232K	\$242K	\$207K	\$217K	\$196K	\$244K	\$228K	\$226K	\$232K	\$207K	\$259K	\$284K	\$300K
Avg Listing Price	\$224K	\$236K	\$224K	\$258K	\$242K	\$281K	\$261K	\$247K	\$239K	\$229K	\$251K	\$280K	\$287K
Avg Listing Price as a % of Avg Est Value	96%	98%	108%	118%	123%	115%	114%	109%	103%	110%	97%	99%	96%

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



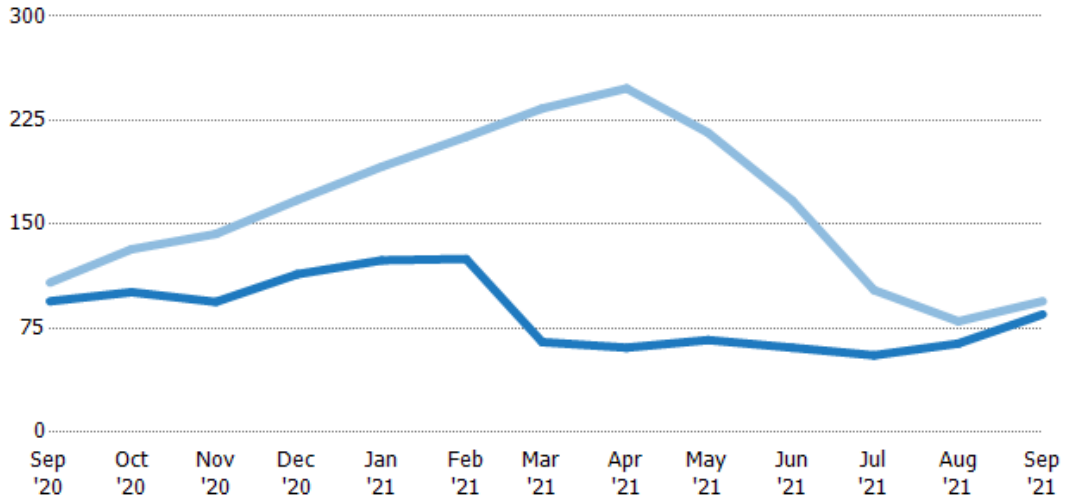
	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21
Median Est Value	\$109K	\$139K	\$148K	\$161K	\$143K	\$164K	\$158K	\$132K	\$128K	\$95K	\$165K	\$241K	\$244K
Median Listing Price	\$142K	\$150K	\$150K	\$187K	\$150K	\$199K	\$197K	\$195K	\$180K	\$134K	\$153K	\$237K	\$231K
Med Listing Price as a % of Med Est Value	130%	108%	101%	116%	105%	121%	125%	148%	141%	141%	93%	98%	95%

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



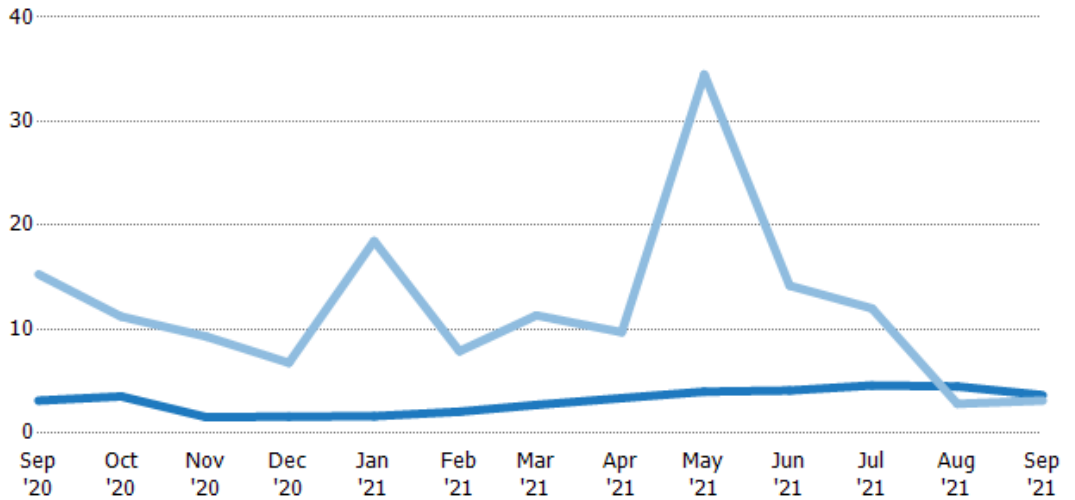
	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21
Current Year	94.5	101	94	114	124	125	65	61	66.5	61	55.5	64	85
Prior Year	108	132	143	168	192	213	234	248	216	167	103	80	94.5
Percent Change from Prior Year	-13%	-23%	-34%	-32%	-35%	-41%	-72%	-75%	-69%	-63%	-46%	-20%	-10%

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



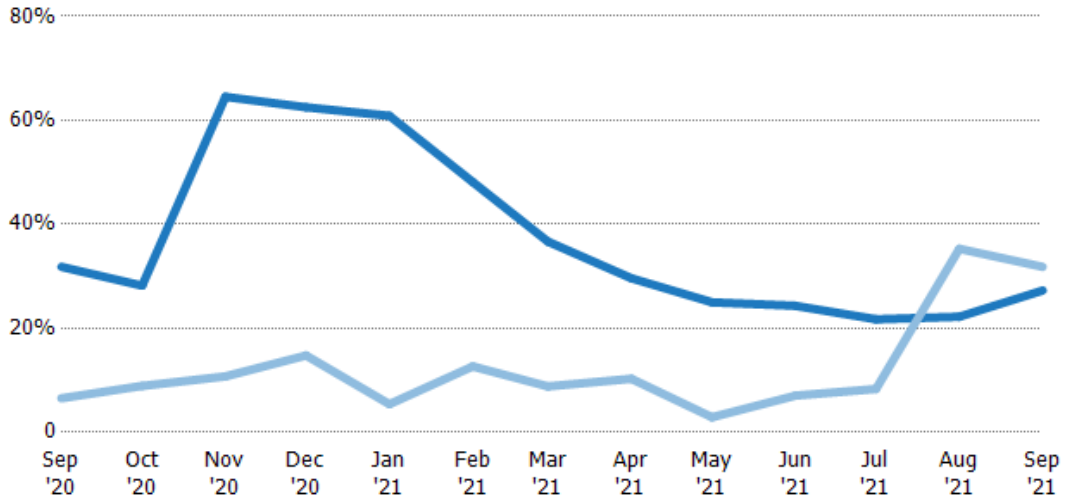
	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21
Current Year	3.14	3.55	1.55	1.6	1.64	2.08	2.73	3.38	4	4.11	4.6	4.5	3.67
Prior Year	15.3	11.2	9.3	6.77	18.5	7.89	11.3	9.71	34.5	14.2	12	2.83	3.14
Percent Change from Prior Year	-79%	-68%	-83%	-76%	-91%	-74%	-76%	-65%	-88%	-71%	-62%	59%	17%

Absorption Rate

The percentage of inventory sold per month.

Filters Used

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



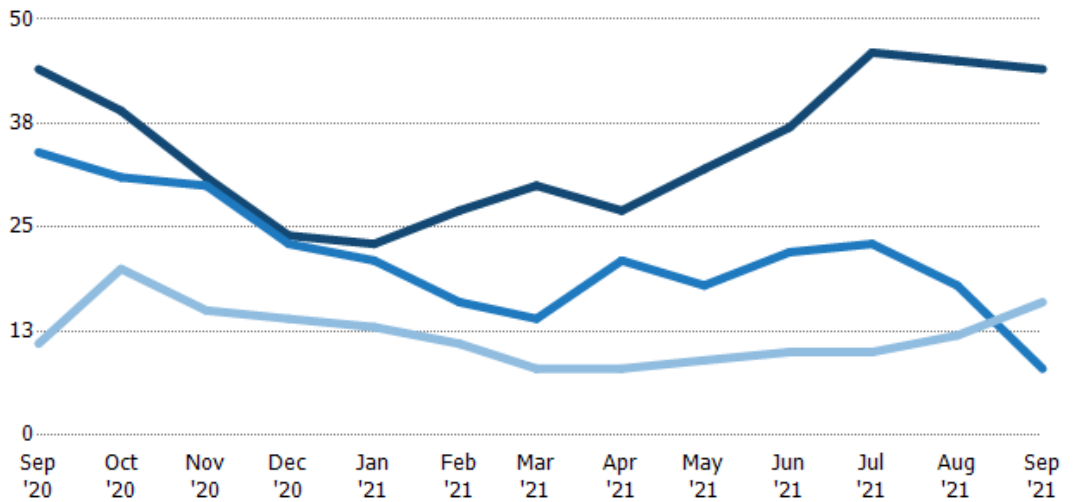
	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21
Current Year	32%	28%	65%	63%	61%	48%	37%	30%	25%	24%	22%	22%	27%
Prior Year	7%	9%	11%	15%	5%	13%	9%	10%	3%	7%	8%	35%	32%
Change from Prior Year	-25%	-19%	-54%	-48%	-55%	-35%	-28%	-19%	-22%	-17%	-13%	13%	5%

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



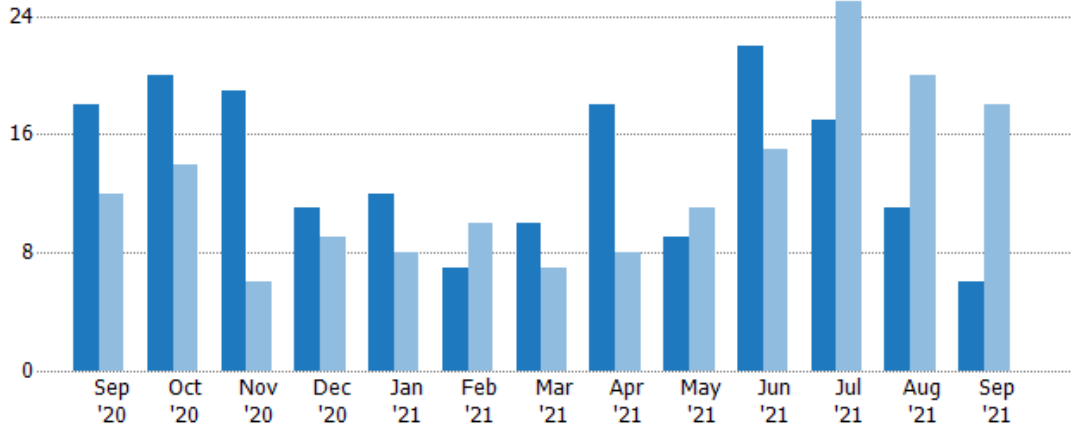
	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21
Active	44	39	31	24	23	27	30	27	32	37	46	45	44
Pending	34	31	30	23	21	16	14	21	18	22	23	18	8
Sold	11	20	15	14	13	11	8	8	9	10	10	12	16

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



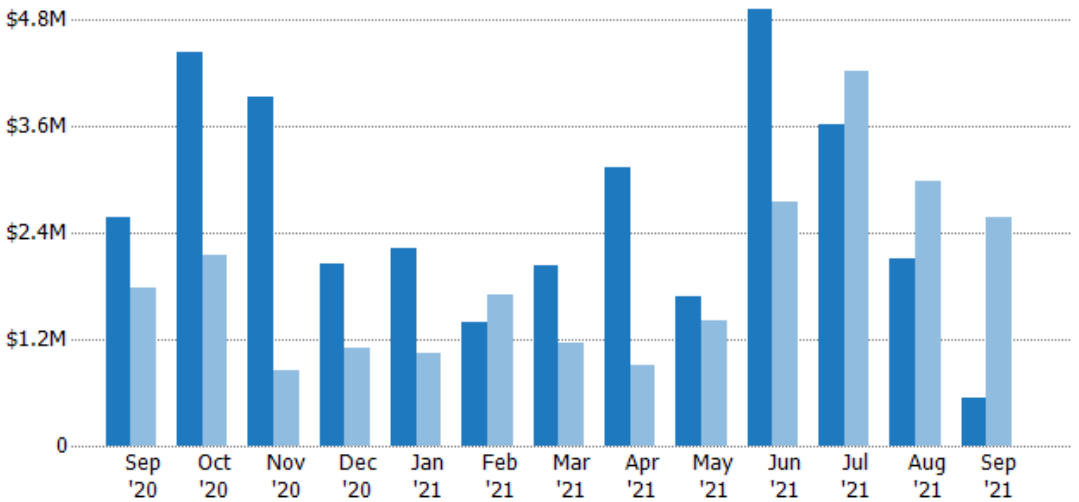
	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21
Current Year	18	20	19	11	12	7	10	18	9	22	17	11	6
Prior Year	12	14	6	9	8	10	7	8	11	15	25	20	18
Percent Change from Prior Year	50%	43%	217%	22%	50%	-30%	43%	125%	-18%	47%	-32%	-45%	-67%

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



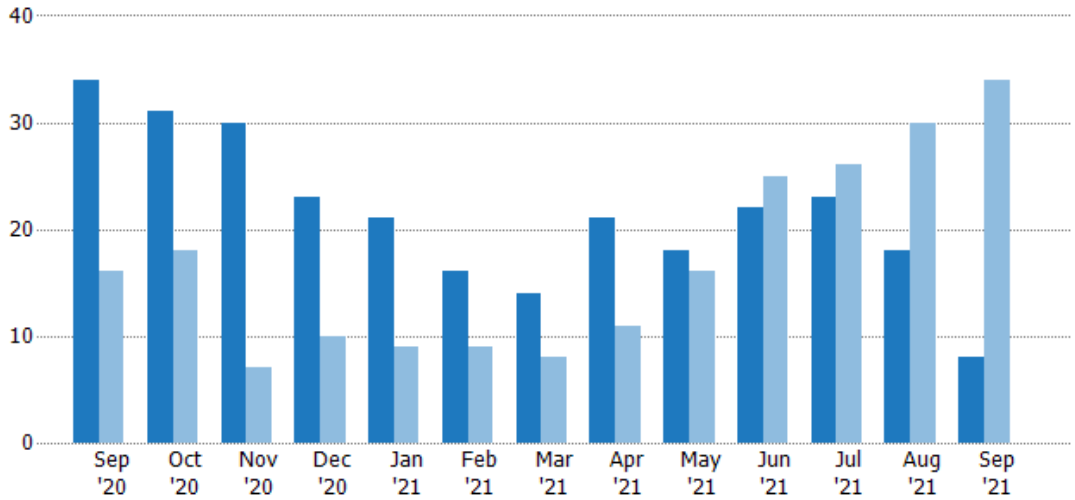
	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21
Current Year	\$2.58M	\$4.44M	\$3.93M	\$2.06M	\$2.22M	\$1.38M	\$2.03M	\$3.14M	\$1.68M	\$4.93M	\$3.62M	\$2.11M	\$543K
Prior Year	\$1.78M	\$2.15M	\$859K	\$1.09M	\$1.04M	\$1.71M	\$1.15M	\$909K	\$1.41M	\$2.75M	\$4.23M	\$2.98M	\$2.58M
Percent Change from Prior Year	45%	106%	357%	88%	114%	-19%	76%	245%	19%	79%	-14%	-29%	-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



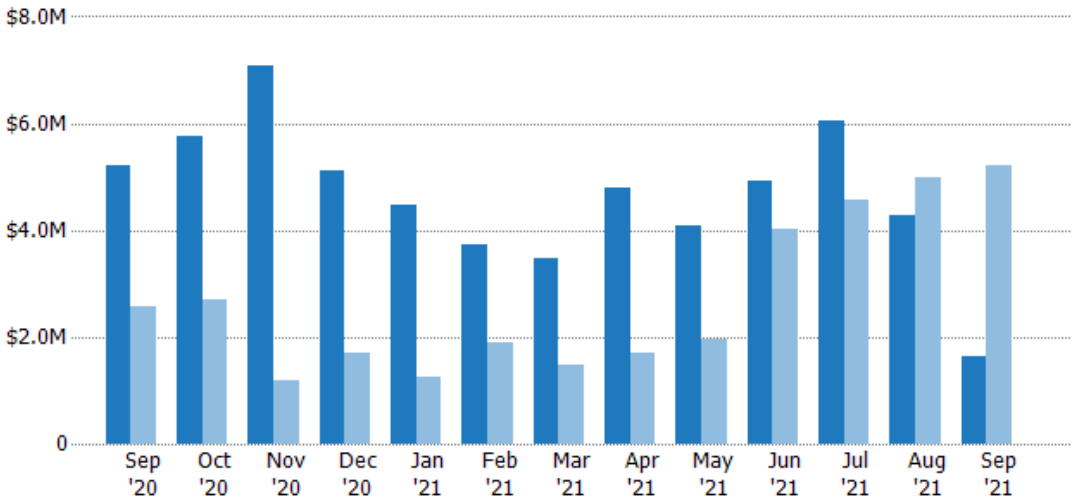
	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21
Current Year	34	31	30	23	21	16	14	21	18	22	23	18	8
Prior Year	16	18	7	10	9	9	8	11	16	25	26	30	34
Percent Change from Prior Year	113%	72%	329%	130%	133%	78%	75%	91%	13%	-12%	-12%	-40%	-76%

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



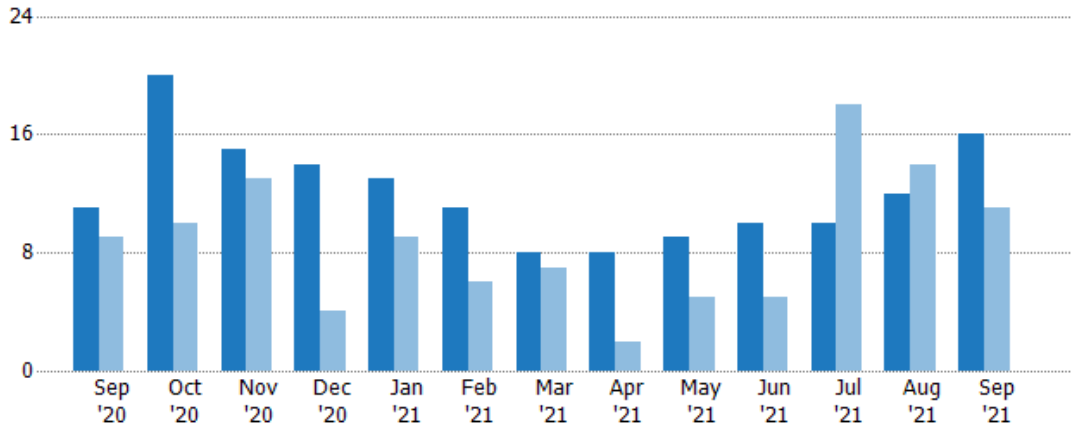
	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21
Current Year	\$5.2M	\$5.76M	\$7.09M	\$5.1M	\$4.47M	\$3.72M	\$3.47M	\$4.79M	\$4.09M	\$4.94M	\$6.04M	\$4.27M	\$1.65M
Prior Year	\$2.56M	\$2.7M	\$1.19M	\$1.69M	\$1.25M	\$1.89M	\$1.46M	\$1.71M	\$1.95M	\$4.02M	\$4.56M	\$4.97M	\$5.2M
Percent Change from Prior Year	103%	114%	494%	201%	257%	96%	137%	179%	110%	23%	32%	-14%	-68%

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



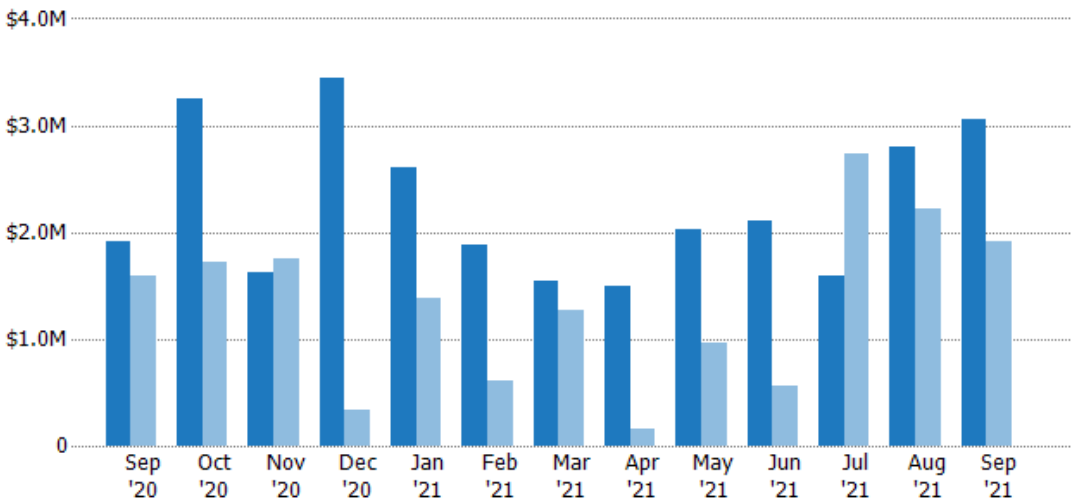
	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21
Current Year	11	20	15	14	13	11	8	8	9	10	10	12	16
Prior Year	9	10	13	4	9	6	7	2	5	5	18	14	11
Percent Change from Prior Year	22%	100%	15%	250%	44%	83%	14%	300%	80%	100%	-44%	-14%	45%

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



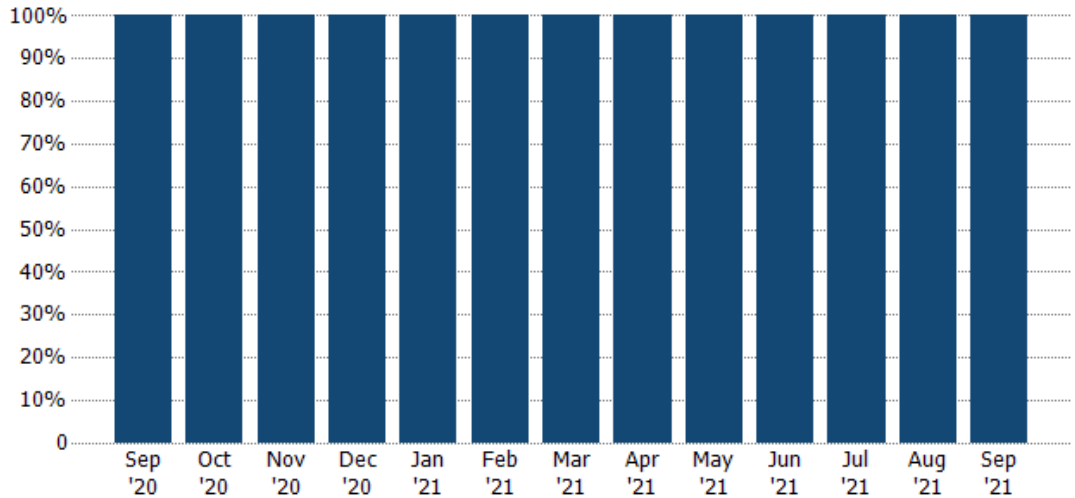
	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21
Current Year	\$1.92M	\$3.25M	\$1.62M	\$3.45M	\$2.6M	\$1.88M	\$1.55M	\$1.5M	\$2.02M	\$2.11M	\$1.59M	\$2.8M	\$3.06M
Prior Year	\$1.59M	\$1.73M	\$1.75M	\$335K	\$1.38M	\$613K	\$1.26M	\$155K	\$966K	\$555K	\$2.73M	\$2.21M	\$1.92M
Percent Change from Prior Year	21%	88%	-7%	930%	88%	207%	23%	866%	110%	280%	-42%	27%	59%

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

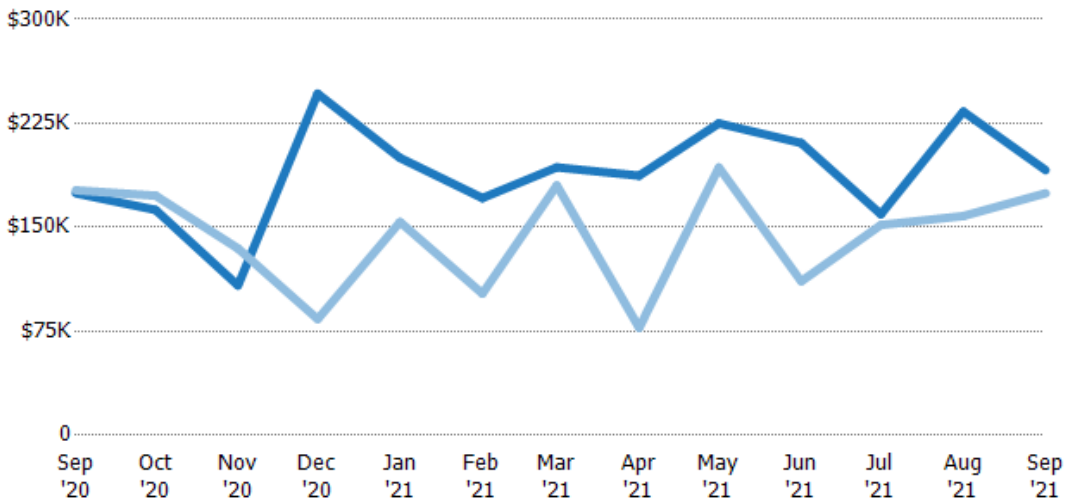
100% 100% 100% 100% 100% 100% 100% 100% 100% 100% 100% 100% 100%

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

\$175K \$163K \$108K \$246K \$200K \$171K \$193K \$187K \$225K \$211K \$159K \$233K \$191K
 \$177K \$173K \$135K \$83.8K \$154K \$102K \$180K \$77.5K \$193K \$111K \$152K \$158K \$175K
 -1% -6% -20% 194% 30% 67% 7% 142% 16% 90% 5% 48% 10%

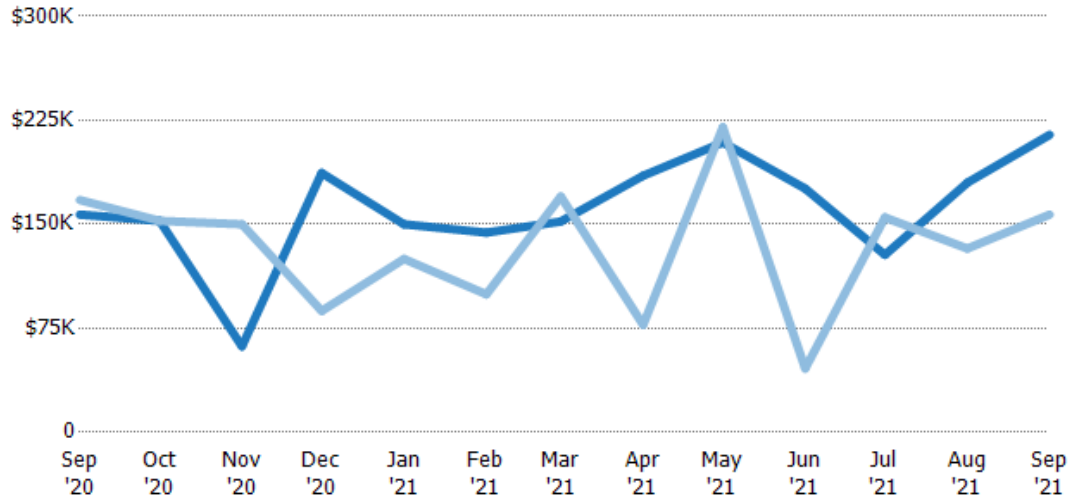
Median Sales Price

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.
Sep '21	\$215K	36.6%
Sep '20	\$157K	-6.3%
Sep '19	\$168K	-24.5%



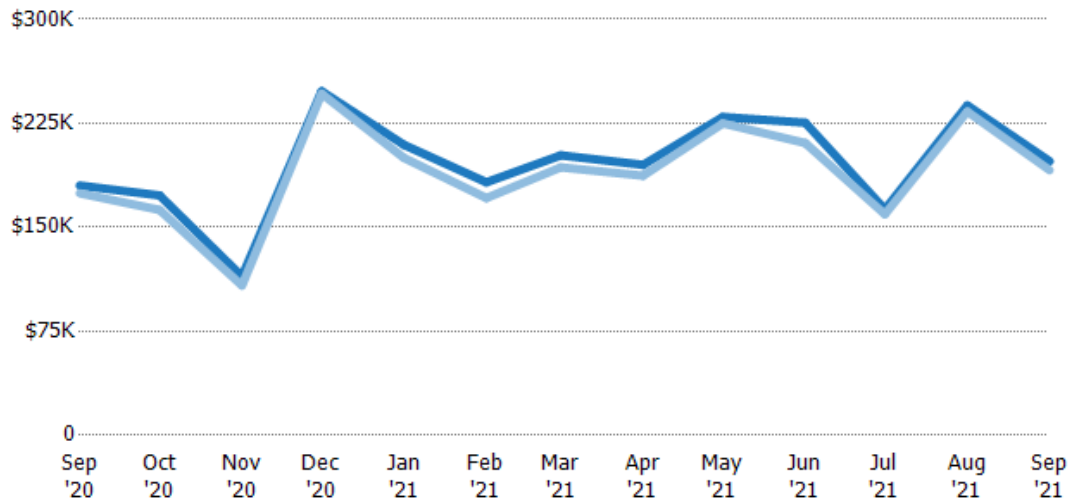
Current Year	\$157K	\$153K	\$62K	\$187K	\$150K	\$144K	\$152K	\$185K	\$209K	\$176K	\$128K	\$180K	\$215K
Prior Year	\$168K	\$153K	\$150K	\$87.5K	\$125K	\$100K	\$170K	\$77.5K	\$220K	\$46K	\$155K	\$133K	\$157K
Percent Change from Prior Year	-6%	0%	-59%	114%	20%	45%	-11%	139%	-5%	282%	-17%	36%	37%

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



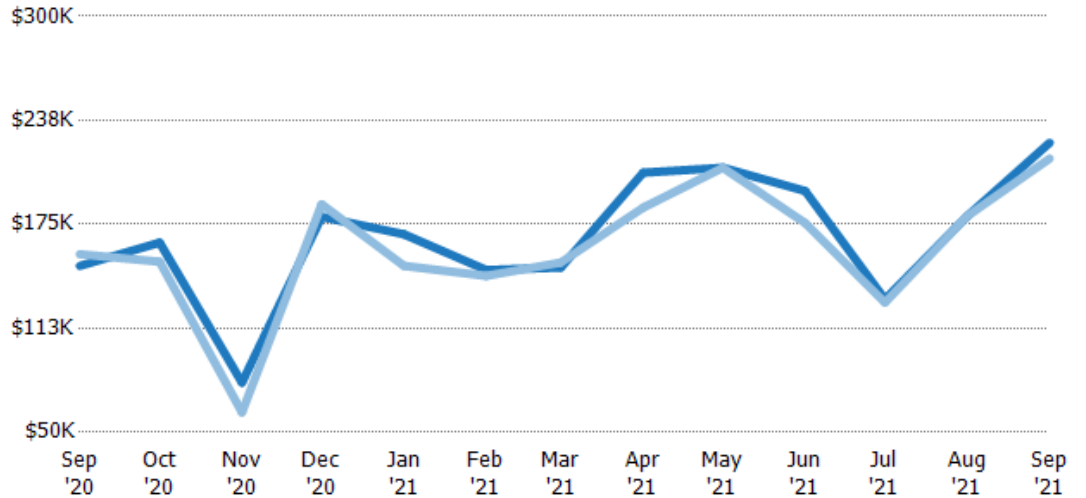
Avg List Price	\$180K	\$173K	\$115K	\$248K	\$209K	\$182K	\$202K	\$195K	\$230K	\$225K	\$163K	\$238K	\$198K
Avg Sales Price	\$175K	\$163K	\$108K	\$246K	\$200K	\$171K	\$193K	\$187K	\$225K	\$211K	\$159K	\$233K	\$191K
Avg Sales Price as a % of Avg List Price	97%	94%	94%	99%	96%	94%	96%	96%	98%	94%	98%	98%	97%

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



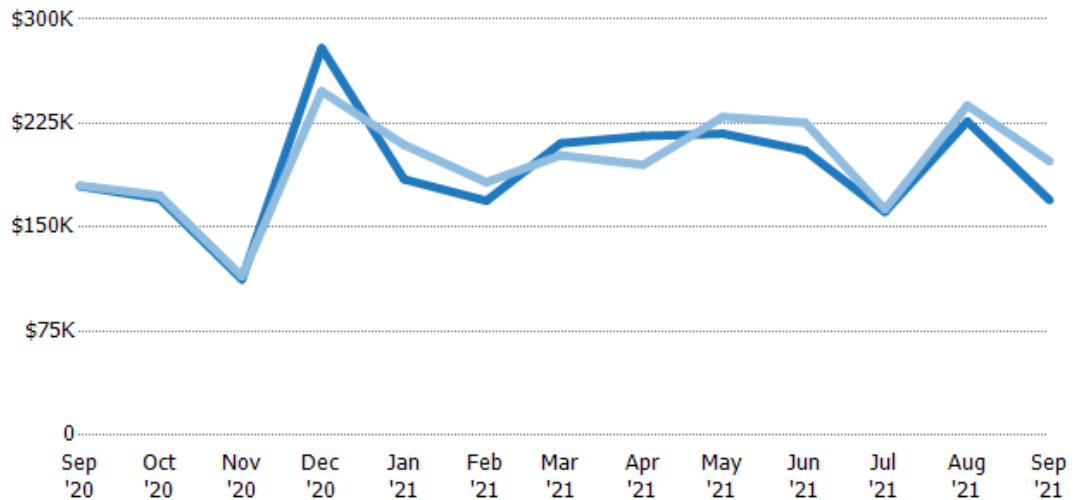
Median List Price	\$150K	\$164K	\$79.9K	\$179K	\$169K	\$148K	\$149K	\$206K	\$209K	\$195K	\$130K	\$180K	\$224K
Median Sales Price	\$157K	\$153K	\$62K	\$187K	\$150K	\$144K	\$152K	\$185K	\$209K	\$176K	\$128K	\$180K	\$215K
Med Sales Price as a % of Med List Price	105%	93%	78%	104%	89%	98%	102%	90%	100%	90%	98%	100%	96%

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



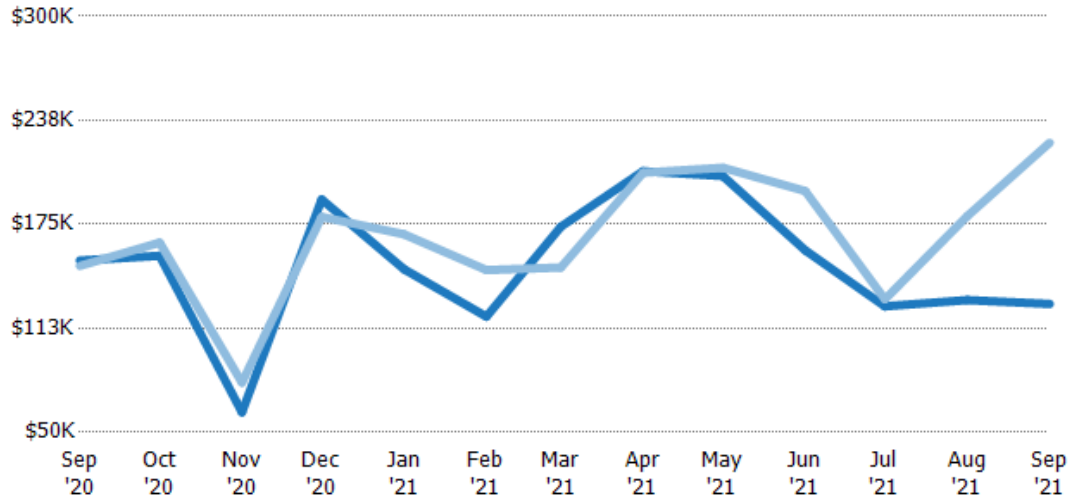
Avg Est Value	\$180K	\$171K	\$112K	\$279K	\$185K	\$169K	\$211K	\$216K	\$218K	\$205K	\$161K	\$226K	\$170K
Avg Sales Price	\$180K	\$173K	\$115K	\$248K	\$209K	\$182K	\$202K	\$195K	\$230K	\$225K	\$163K	\$238K	\$198K
Avg Sales Price as a % of Avg Est Value	100%	101%	102%	89%	113%	108%	96%	90%	106%	110%	101%	105%	117%

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



	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21
Median Est Value	\$153K	\$156K	\$62K	\$190K	\$148K	\$120K	\$174K	\$207K	\$204K	\$159K	\$126K	\$129K	\$127K
Median Sales Price	\$150K	\$164K	\$79.9K	\$179K	\$169K	\$148K	\$149K	\$206K	\$209K	\$195K	\$130K	\$180K	\$224K
Med Sales Price as a % of Med Est Value	98%	105%	129%	94%	114%	123%	86%	100%	102%	122%	103%	139%	176%