

Summary of Key Listing and Sales Metrics

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

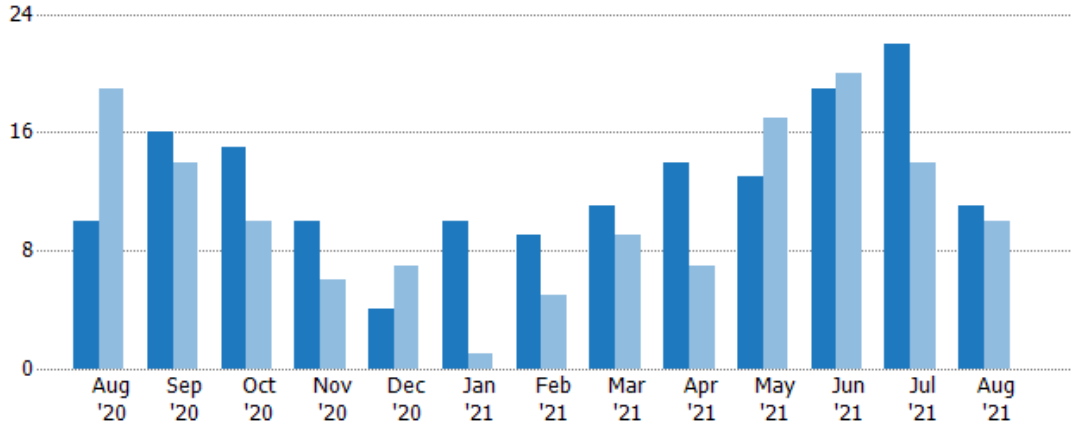
Key Metrics	Aug 2021	Aug 2020	+ / -	YTD 2021	YTD 2020	+ / -
Listing Activity Charts Metrics						
New Listing Count	11	10	+10%	109	83	+31.3%
New Listing Volume	\$3,247,100	\$1,596,700	+103.4%	\$26,877,399	\$15,885,406	+69.2%
Active Listing Count	45	51	-11.8%	N/A	N/A	
Active Listing Volume	\$12,615,800	\$10,489,300	+20.3%	N/A	N/A	
Average Listing Price	\$280,351	\$205,673	+36.3%	\$254,511	\$178,231	+42.8%
Median Listing Price	\$236,500	\$139,000	+70.1%	\$181,297	\$130,383	+39.1%
Median Days in RPR	64	80	-20%	80.57	151.7	-46.9%
Months of Inventory	4.5	2.8	+58.8%	4	13.3	-69.6%
Absorption Rate	22.22%	35.29%	-13.1%	24.72%	7.52%	+17.2%
Sales Activity Charts Metrics						
New Pending Sales Count	11	20	-45%	106	104	+1.9%
New Pending Sales Volume	\$2,111,200	\$2,983,800	-29.2%	\$21,116,299	\$16,181,606	+30.5%
Pending Sales Count	18	30	-40%	N/A	N/A	
Pending Sales Volume	\$4,267,600	\$4,971,206	-14.2%	N/A	N/A	
Closed Sales Count	12	14	-14.3%	81	66	+22.7%
Closed Sales Volume	\$2,801,300	\$2,213,400	+26.6%	\$16,052,760	\$9,877,600	+62.5%
Average Sales Price	\$233,442	\$158,100	+47.7%	\$198,182	\$149,661	+32.4%
Median Sales Price	\$179,950	\$132,500	+35.8%	\$164,289	\$136,986	+19.9%

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



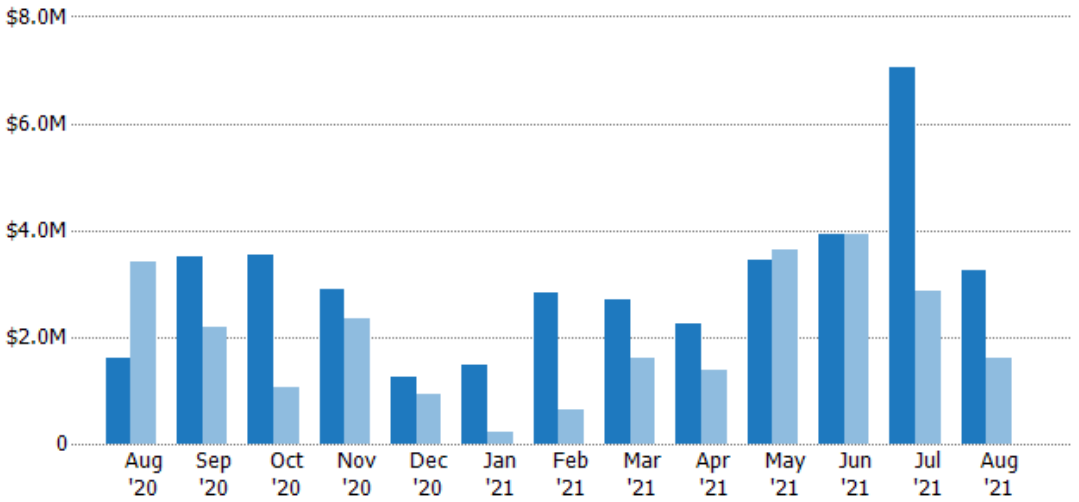
	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21
Current Year	10	16	15	10	4	10	9	11	14	13	19	22	11
Prior Year	19	14	10	6	7	1	5	9	7	17	20	14	10
Percent Change from Prior Year	-47%	14%	50%	67%	-43%	900%	80%	22%	100%	-24%	-5%	57%	10%

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



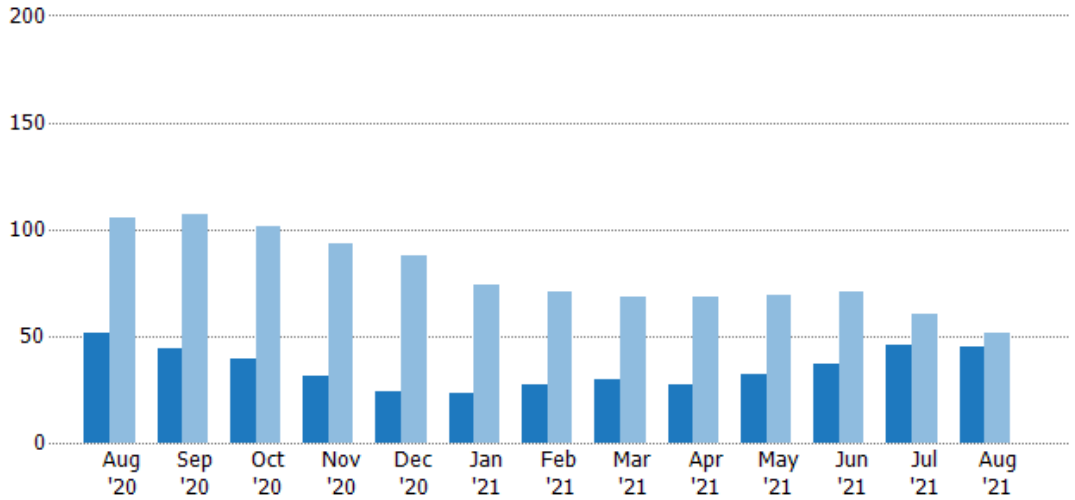
	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21
Current Year	\$1.6M	\$3.52M	\$3.54M	\$2.88M	\$1.26M	\$1.47M	\$2.84M	\$2.69M	\$2.24M	\$3.43M	\$3.92M	\$7.03M	\$3.25M
Prior Year	\$3.42M	\$2.18M	\$1.07M	\$2.33M	\$934K	\$228K	\$646K	\$1.6M	\$1.39M	\$3.65M	\$3.93M	\$2.85M	\$1.6M
Percent Change from Prior Year	-53%	61%	230%	23%	35%	546%	340%	69%	61%	-6%	0%	147%	103%

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



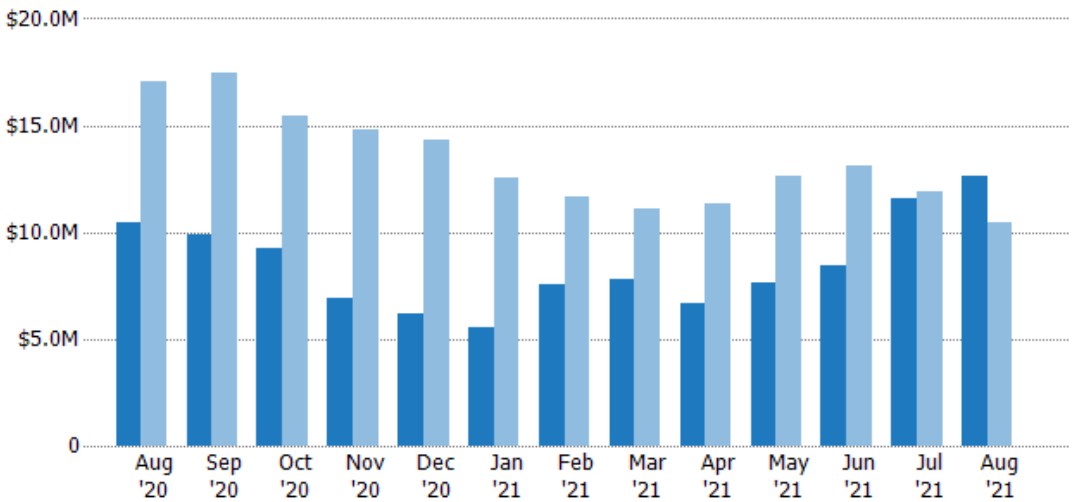
	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21
Current Year	51	44	39	31	24	23	27	30	27	32	37	46	45
Prior Year	105	107	101	93	88	74	71	68	68	69	71	60	51
Percent Change from Prior Year	-51%	-59%	-61%	-67%	-73%	-69%	-62%	-56%	-60%	-54%	-48%	-23%	-12%

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



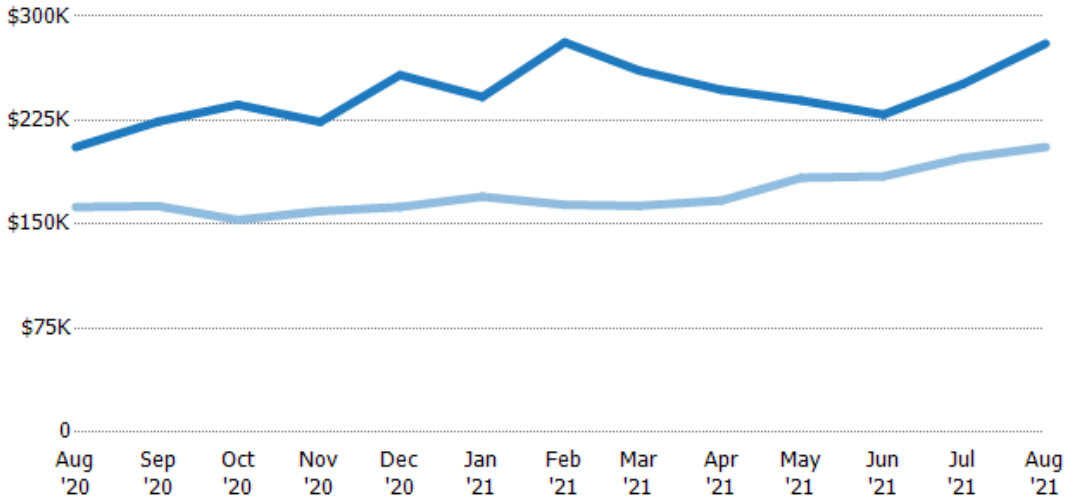
	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21
Current Year	\$10.5M	\$9.86M	\$9.21M	\$6.94M	\$6.18M	\$5.56M	\$7.59M	\$7.82M	\$6.67M	\$7.66M	\$8.48M	\$11.6M	\$12.6M
Prior Year	\$17M	\$17.5M	\$15.5M	\$14.8M	\$14.3M	\$12.6M	\$11.6M	\$11.1M	\$11.4M	\$12.7M	\$13.1M	\$11.9M	\$10.5M
Percent Change from Prior Year	-38%	-44%	-40%	-53%	-57%	-56%	-35%	-30%	-41%	-40%	-35%	-3%	20%

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



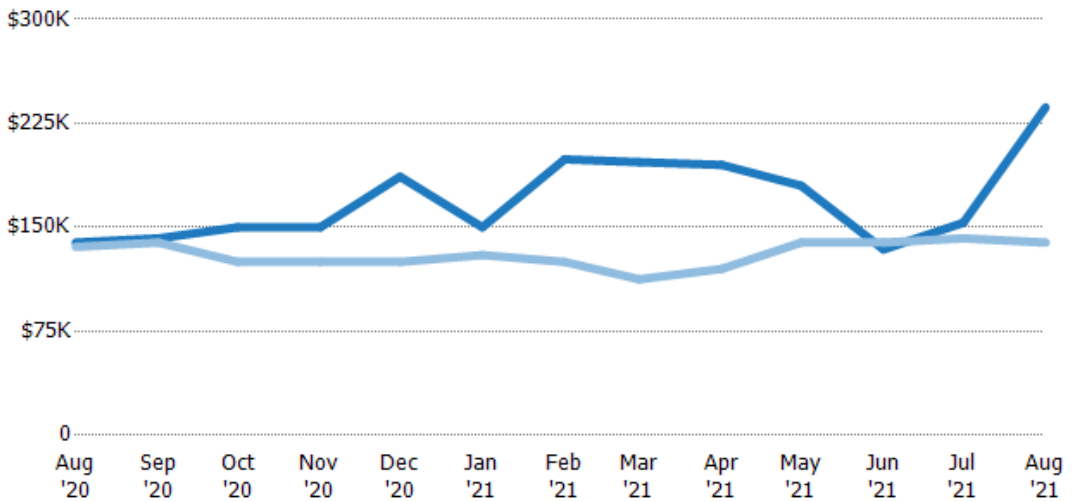
	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21
Current Year	\$206K	\$224K	\$236K	\$224K	\$258K	\$242K	\$281K	\$261K	\$247K	\$239K	\$229K	\$251K	\$280K
Prior Year	\$162K	\$163K	\$153K	\$159K	\$162K	\$170K	\$164K	\$163K	\$167K	\$184K	\$185K	\$198K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

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



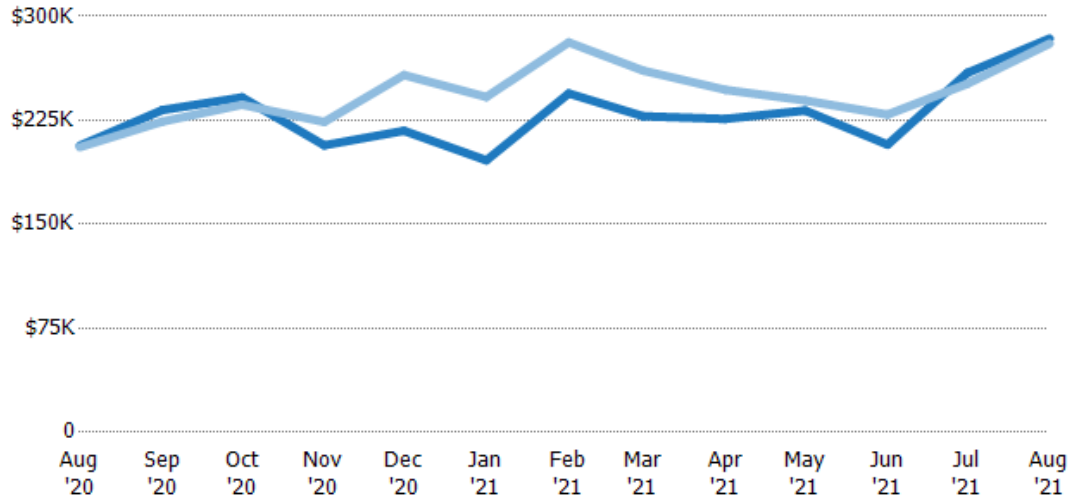
	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21
Current Year	\$139K	\$142K	\$150K	\$150K	\$187K	\$150K	\$199K	\$197K	\$195K	\$180K	\$134K	\$153K	\$237K
Prior Year	\$136K	\$139K	\$125K	\$125K	\$125K	\$130K	\$125K	\$112K	\$120K	\$139K	\$139K	\$142K	\$139K
Percent Change from Prior Year	2%	2%	20%	20%	49%	15%	59%	75%	63%	29%	-4%	8%	70%

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



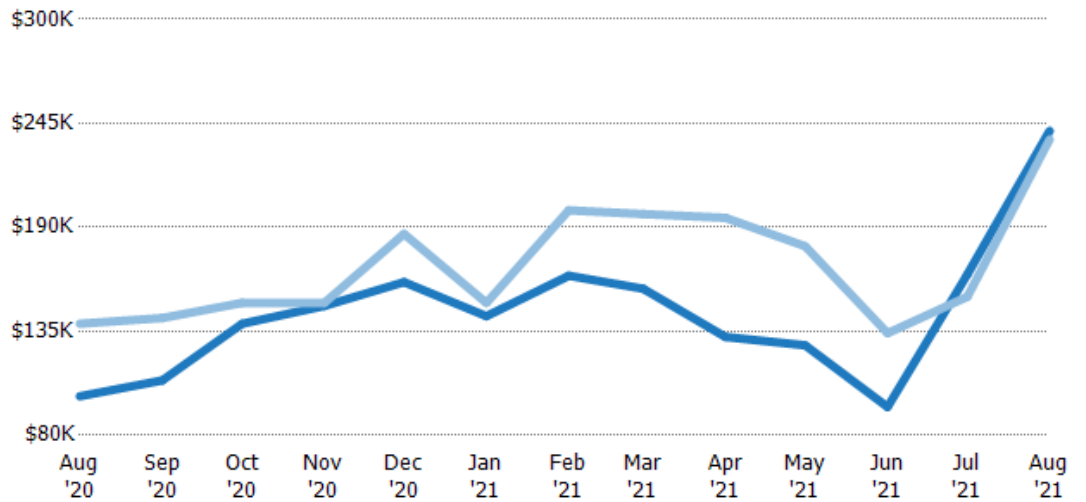
	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21
Avg Est Value	\$207K	\$232K	\$242K	\$207K	\$217K	\$196K	\$244K	\$228K	\$226K	\$232K	\$207K	\$259K	\$284K
Avg Listing Price	\$206K	\$224K	\$236K	\$224K	\$258K	\$242K	\$281K	\$261K	\$247K	\$239K	\$229K	\$251K	\$280K
Avg Listing Price as a % of Avg Est Value	99%	96%	98%	108%	118%	123%	115%	114%	109%	103%	110%	97%	99%

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



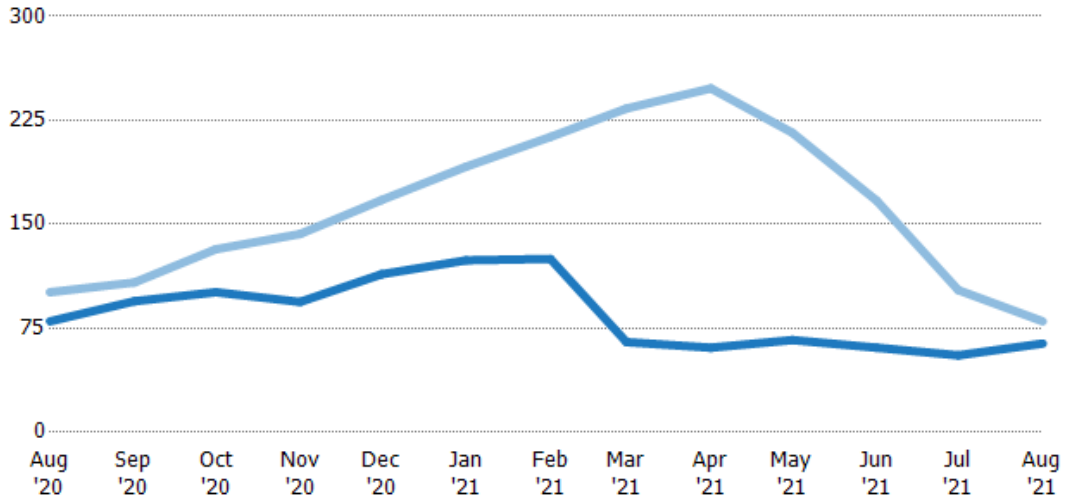
	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21
Median Est Value	\$101K	\$109K	\$139K	\$148K	\$161K	\$143K	\$164K	\$158K	\$132K	\$128K	\$95K	\$165K	\$241K
Median Listing Price	\$139K	\$142K	\$150K	\$150K	\$187K	\$150K	\$199K	\$197K	\$195K	\$180K	\$134K	\$153K	\$237K
Med Listing Price as a % of Med Est Value	138%	130%	108%	101%	116%	105%	121%	125%	148%	141%	141%	93%	98%

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



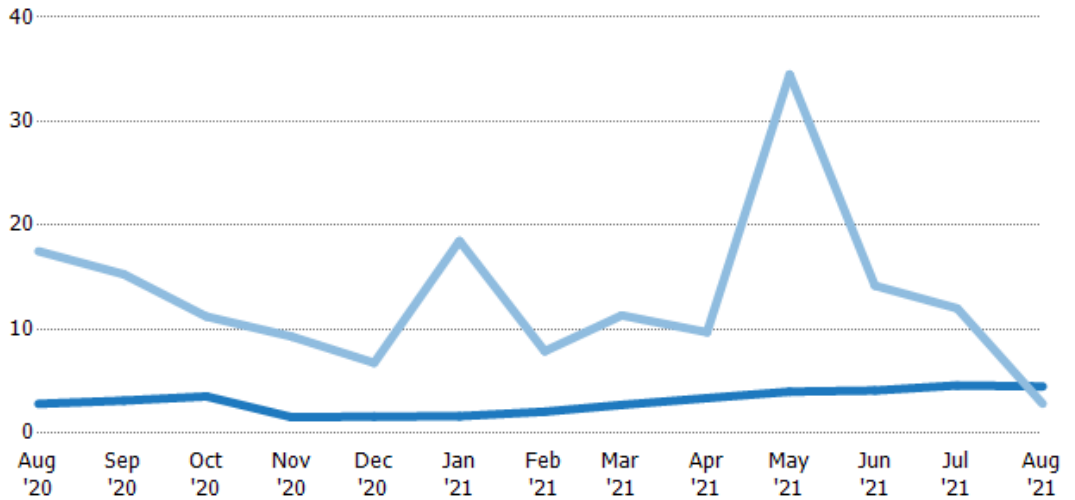
	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21
Current Year	80	94.5	101	94	114	124	125	65	61	66.5	61	55.5	64
Prior Year	101	108	132	143	168	192	213	234	248	216	167	103	80
Percent Change from Prior Year	-21%	-13%	-23%	-34%	-32%	-35%	-41%	-72%	-75%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

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



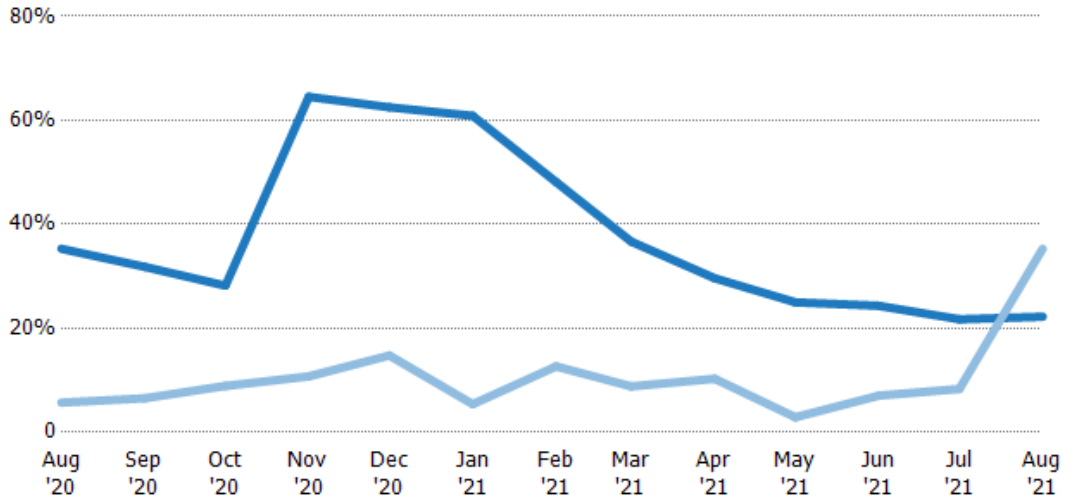
	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21
Current Year	2.83	3.14	3.55	1.55	1.6	1.64	2.08	2.73	3.38	4	4.11	4.6	4.5
Prior Year	17.5	15.3	11.2	9.3	6.77	18.5	7.89	11.3	9.71	34.5	14.2	12	2.83
Percent Change from Prior Year	-84%	-79%	-68%	-83%	-76%	-91%	-74%	-76%	-65%	-88%	-71%	-62%	59%

Absorption Rate

The percentage of inventory sold per month.

Filters Used

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



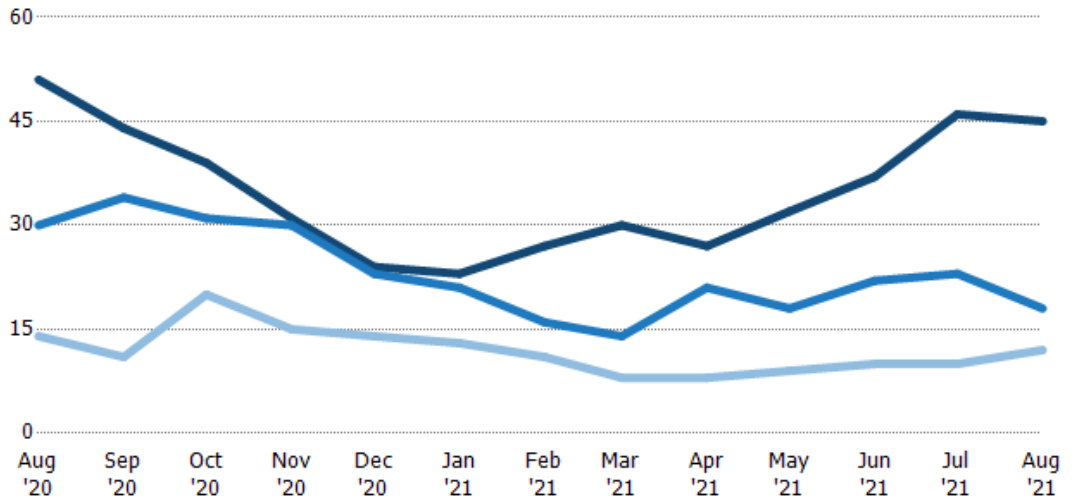
	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21
Current Year	35%	32%	28%	65%	63%	61%	48%	37%	30%	25%	24%	22%	22%
Prior Year	6%	7%	9%	11%	15%	5%	13%	9%	10%	3%	7%	8%	35%
Change from Prior Year	-30%	-25%	-19%	-54%	-48%	-55%	-35%	-28%	-19%	-22%	-17%	-13%	13%

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



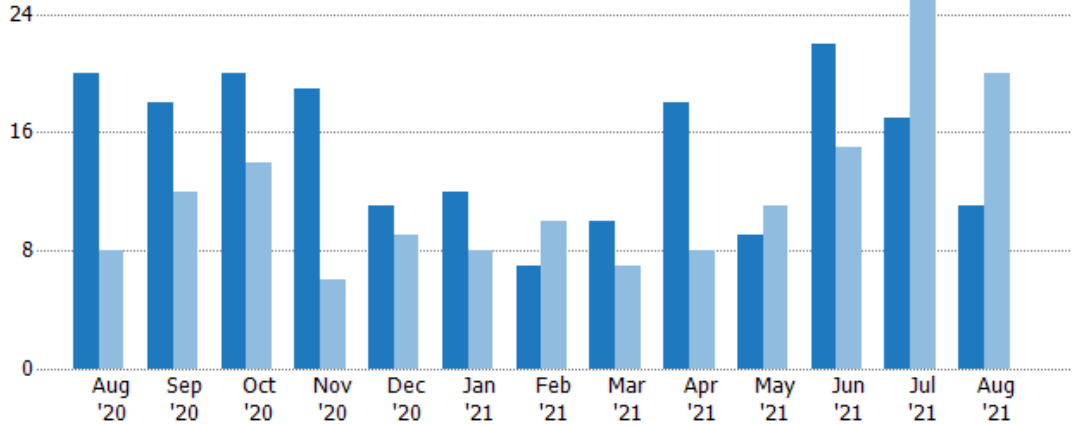
	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21
Active	51	44	39	31	24	23	27	30	27	32	37	46	45
Pending	30	34	31	30	23	21	16	14	21	18	22	23	18
Sold	14	11	20	15	14	13	11	8	8	9	10	10	12

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



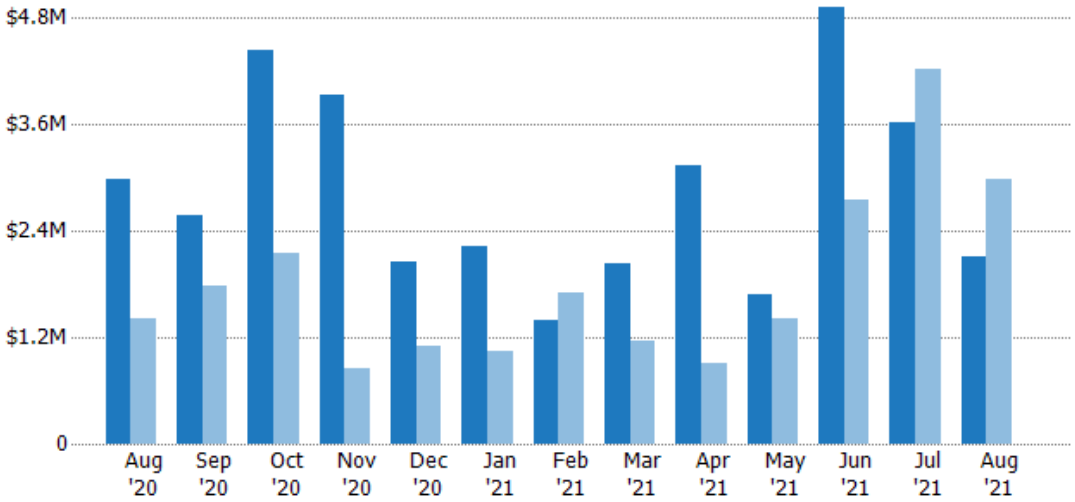
	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21
Current Year	20	18	20	19	11	12	7	10	18	9	22	17	11
Prior Year	8	12	14	6	9	8	10	7	8	11	15	25	20
Percent Change from Prior Year	150%	50%	43%	217%	22%	50%	-30%	43%	125%	-18%	47%	-32%	-45%

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



	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21
Current Year	\$2.98M	\$2.58M	\$4.44M	\$3.93M	\$2.06M	\$2.22M	\$1.38M	\$2.03M	\$3.14M	\$1.68M	\$4.93M	\$3.62M	\$2.11M
Prior Year	\$1.4M	\$1.78M	\$2.15M	\$859K	\$1.09M	\$1.04M	\$1.71M	\$1.15M	\$909K	\$1.41M	\$2.75M	\$4.23M	\$2.98M
Percent Change from Prior Year	113%	45%	106%	357%	88%	114%	-19%	76%	245%	19%	79%	-14%	-29%

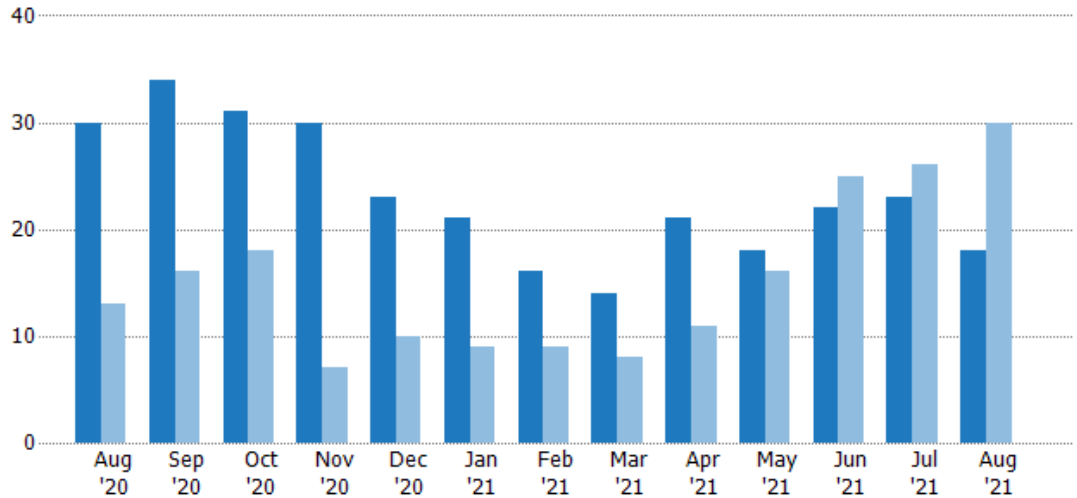
Pending Sales

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

Month/Year	Count	% Chg.
Aug '21	18	-40%
Aug '20	30	130.8%
Aug '19	13	0%



Current Year	30	34	31	30	23	21	16	14	21	18	22	23	18
Prior Year	13	16	18	7	10	9	9	8	11	16	25	26	30
Percent Change from Prior Year	131%	113%	72%	329%	130%	133%	78%	75%	91%	13%	-12%	-12%	-40%

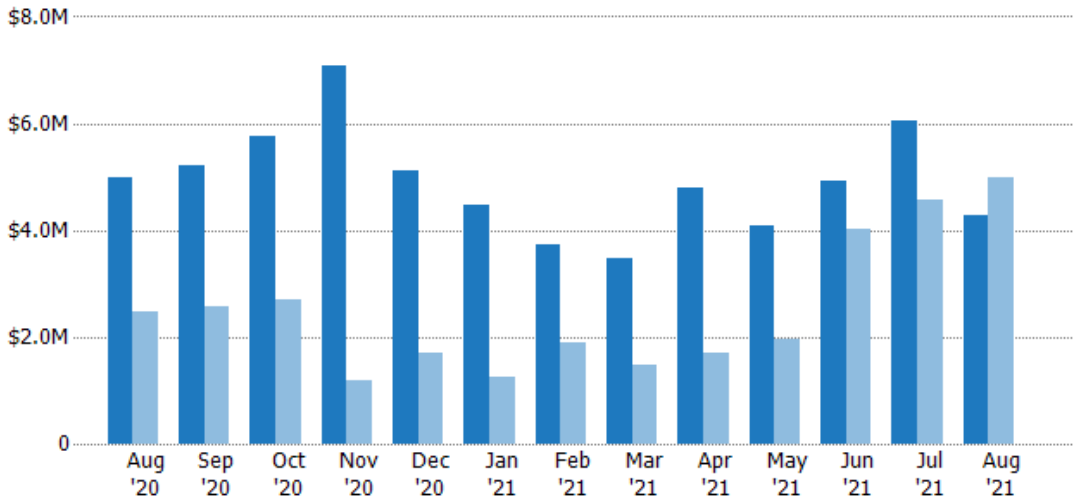
Pending Sales Volume

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.
Aug '21	\$4.27M	-14.2%
Aug '20	\$4.97M	101.6%
Aug '19	\$2.47M	-45%



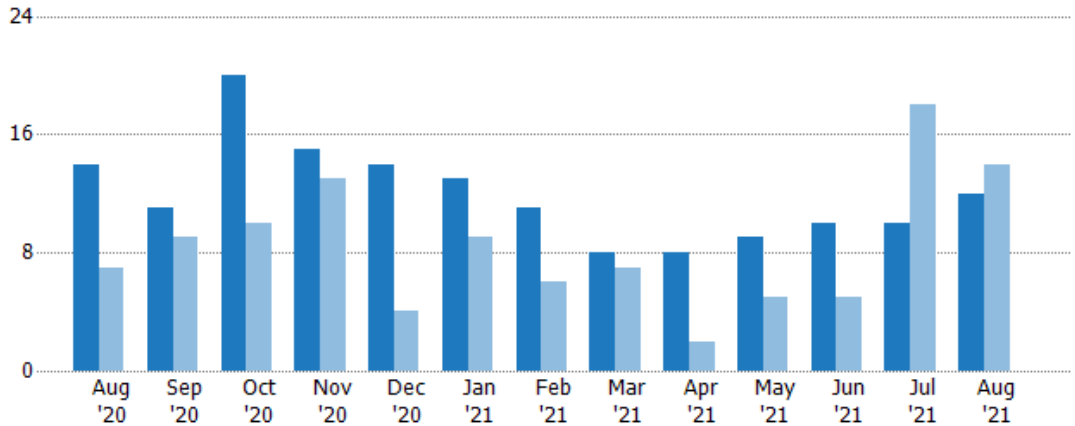
Current Year	\$4.97M	\$5.2M	\$5.76M	\$7.09M	\$5.1M	\$4.47M	\$3.72M	\$3.47M	\$4.79M	\$4.09M	\$4.94M	\$6.04M	\$4.27M
Prior Year	\$2.47M	\$2.56M	\$2.7M	\$1.19M	\$1.69M	\$1.25M	\$1.89M	\$1.46M	\$1.71M	\$1.95M	\$4.02M	\$4.56M	\$4.97M
Percent Change from Prior Year	102%	103%	114%	494%	201%	257%	96%	137%	179%	110%	23%	32%	-14%

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



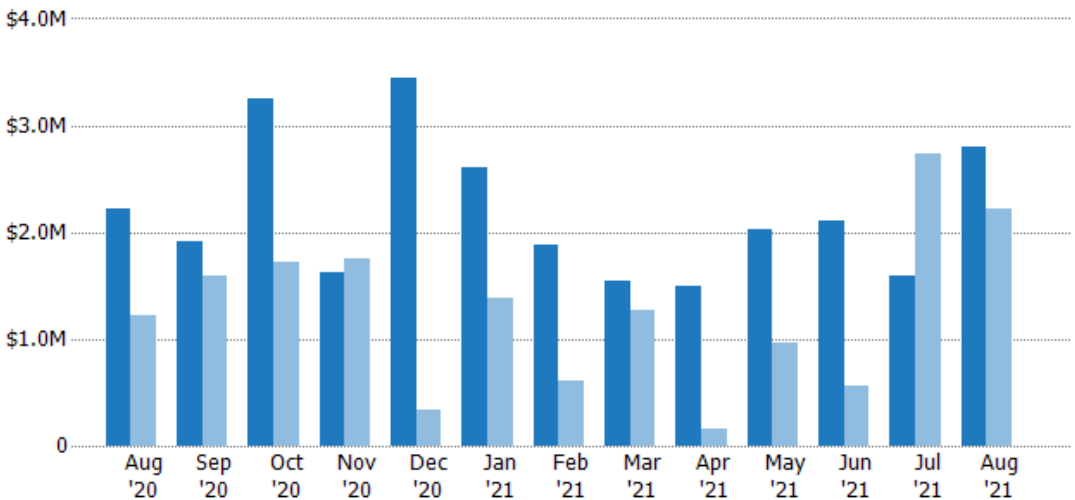
	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21
Current Year	14	11	20	15	14	13	11	8	8	9	10	10	12
Prior Year	7	9	10	13	4	9	6	7	2	5	5	18	14
Percent Change from Prior Year	100%	22%	100%	15%	250%	44%	83%	14%	300%	80%	100%	-44%	-14%

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



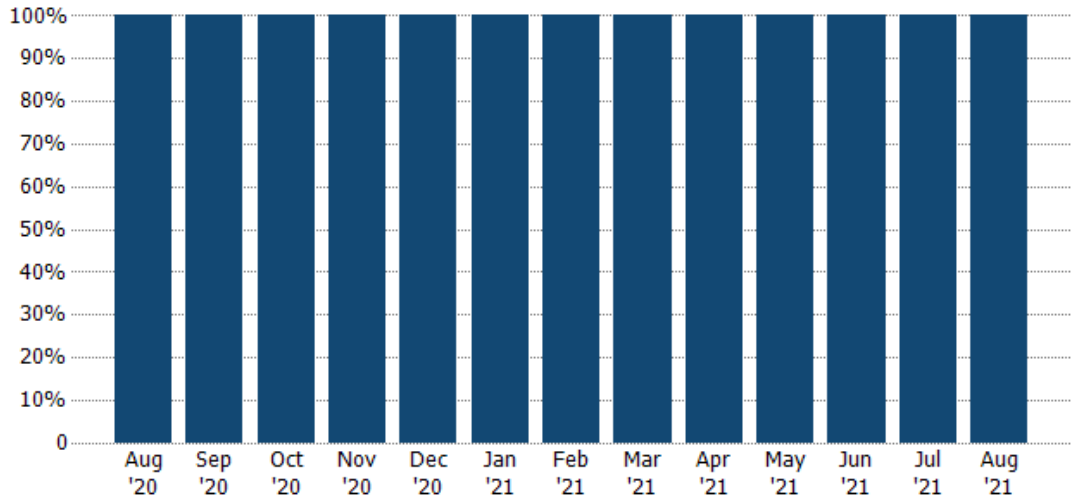
	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21
Current Year	\$2.21M	\$1.92M	\$3.25M	\$1.62M	\$3.45M	\$2.6M	\$1.88M	\$1.55M	\$1.5M	\$2.02M	\$2.11M	\$1.59M	\$2.8M
Prior Year	\$1.21M	\$1.59M	\$1.73M	\$1.75M	\$335K	\$1.38M	\$613K	\$1.26M	\$155K	\$966K	\$555K	\$2.73M	\$2.21M
Percent Change from Prior Year	82%	21%	88%	-7%	930%	88%	207%	23%	866%	110%	280%	-42%	27%

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



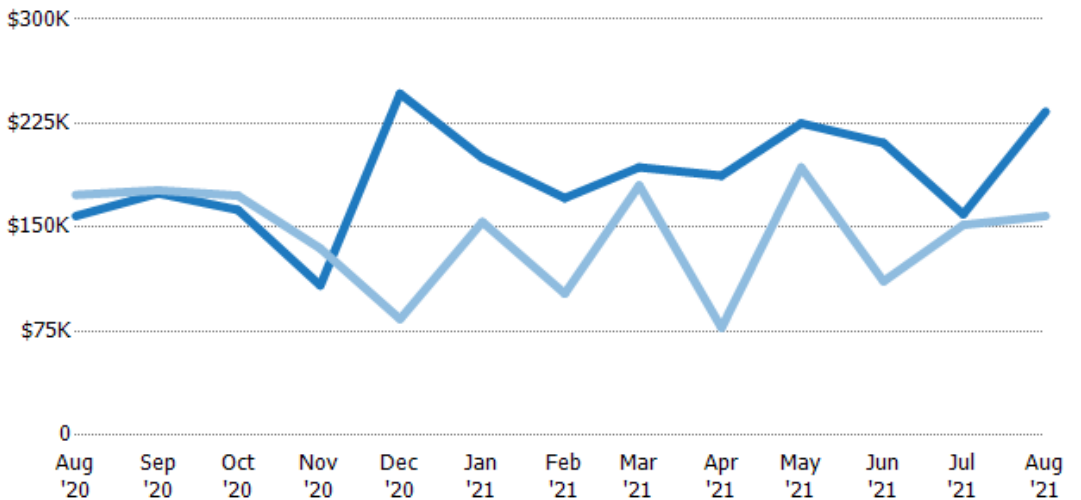
Single Family Residence	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
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Average Sales Price

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	\$158K	\$175K	\$163K	\$108K	\$246K	\$200K	\$171K	\$193K	\$187K	\$225K	\$211K	\$159K	\$233K
Prior Year	\$173K	\$177K	\$173K	\$135K	\$83.8K	\$154K	\$102K	\$180K	\$77.5K	\$193K	\$111K	\$152K	\$158K
Percent Change from Prior Year	-9%	-1%	-6%	-20%	194%	30%	67%	7%	142%	16%	90%	5%	48%

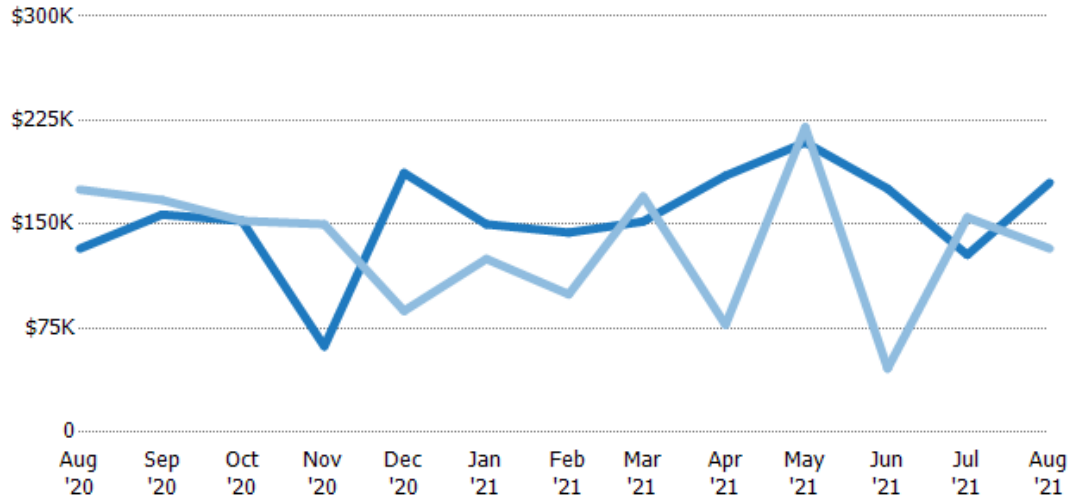
Median Sales Price

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.
Aug '21	\$180K	35.8%
Aug '20	\$133K	-24.3%
Aug '19	\$175K	-8.6%



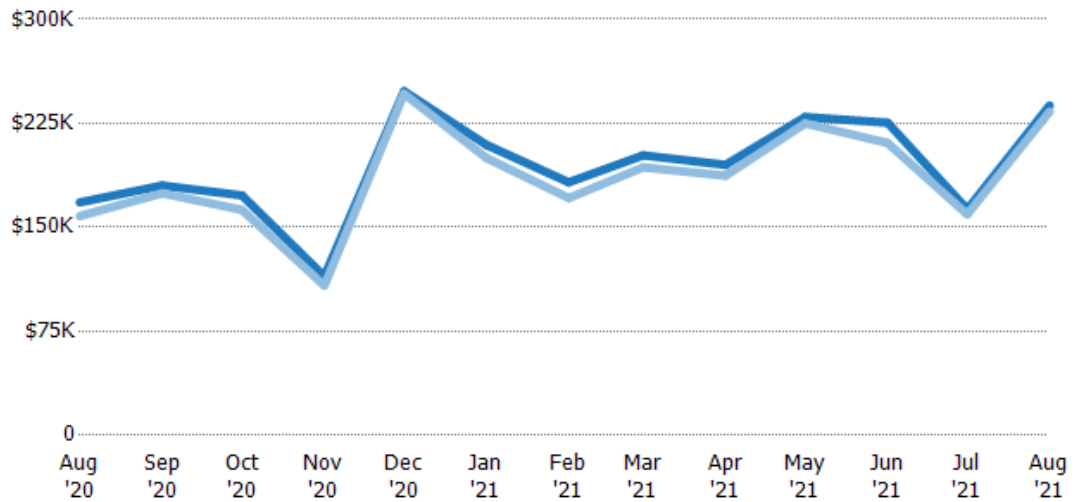
Current Year	\$133K	\$157K	\$153K	\$62K	\$187K	\$150K	\$144K	\$152K	\$185K	\$209K	\$176K	\$128K	\$180K
Prior Year	\$175K	\$168K	\$153K	\$150K	\$87.5K	\$125K	\$100K	\$170K	\$77.5K	\$220K	\$46K	\$155K	\$133K
Percent Change from Prior Year	-24%	-6%	0%	-59%	114%	20%	45%	-11%	139%	-5%	282%	-17%	36%

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



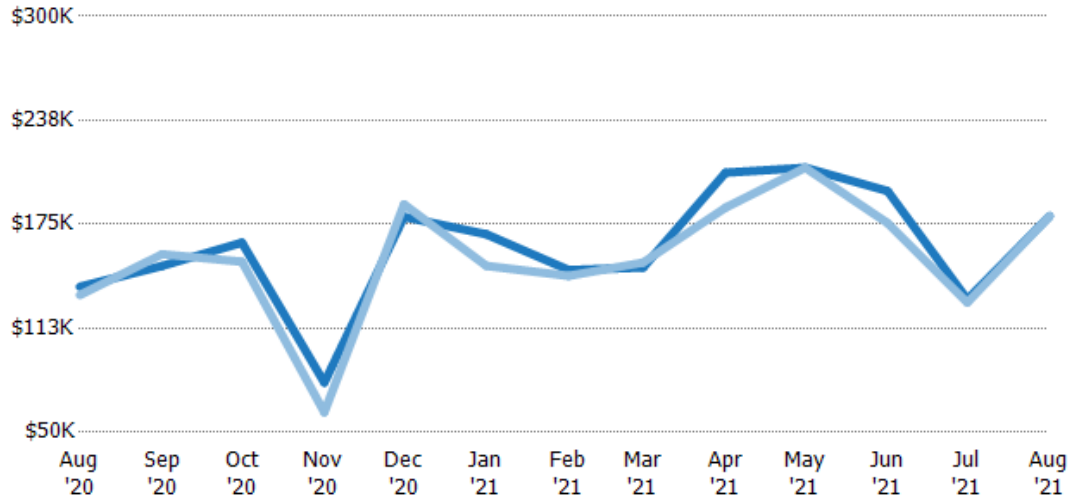
Avg List Price	\$168K	\$180K	\$173K	\$115K	\$248K	\$209K	\$182K	\$202K	\$195K	\$230K	\$225K	\$163K	\$238K
Avg Sales Price	\$158K	\$175K	\$163K	\$108K	\$246K	\$200K	\$171K	\$193K	\$187K	\$225K	\$211K	\$159K	\$233K
Avg Sales Price as a % of Avg List Price	94%	97%	94%	94%	99%	96%	94%	96%	96%	98%	94%	98%	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



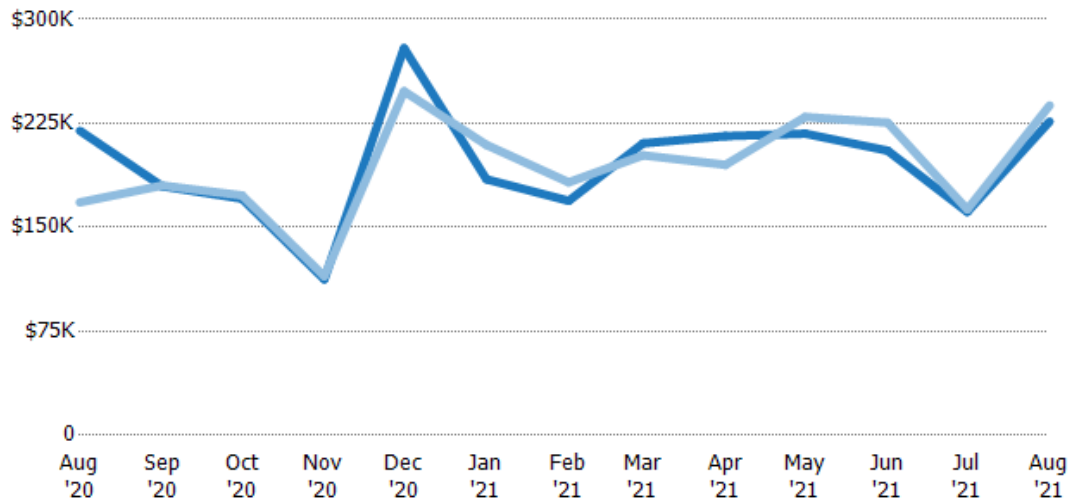
Median List Price	\$137K	\$150K	\$164K	\$79.9K	\$179K	\$169K	\$148K	\$149K	\$206K	\$209K	\$195K	\$130K	\$180K
Median Sales Price	\$133K	\$157K	\$153K	\$62K	\$187K	\$150K	\$144K	\$152K	\$185K	\$209K	\$176K	\$128K	\$180K
Med Sales Price as a % of Med List Price	96%	105%	93%	78%	104%	89%	98%	102%	90%	100%	90%	98%	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



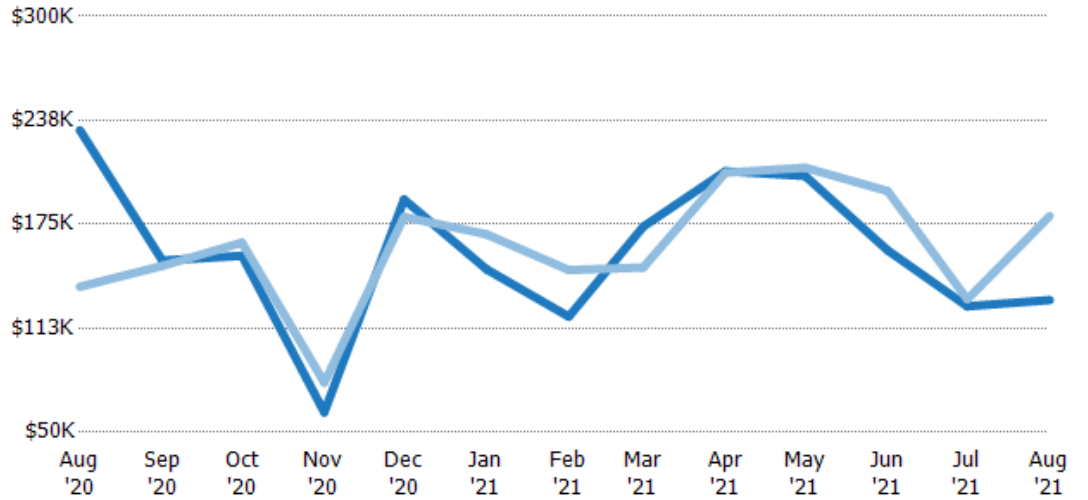
Avg Est Value	\$220K	\$180K	\$171K	\$112K	\$279K	\$185K	\$169K	\$211K	\$216K	\$218K	\$205K	\$161K	\$226K
Avg Sales Price	\$168K	\$180K	\$173K	\$115K	\$248K	\$209K	\$182K	\$202K	\$195K	\$230K	\$225K	\$163K	\$238K
Avg Sales Price as a % of Avg Est Value	76%	100%	101%	102%	89%	113%	108%	96%	90%	106%	110%	101%	105%

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



	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21
Median Est Value	\$232K	\$153K	\$156K	\$62K	\$190K	\$148K	\$120K	\$174K	\$207K	\$204K	\$159K	\$126K	\$129K
Median Sales Price	\$137K	\$150K	\$164K	\$79.9K	\$179K	\$169K	\$148K	\$149K	\$206K	\$209K	\$195K	\$130K	\$180K
Med Sales Price as a % of Med Est Value	59%	98%	105%	129%	94%	114%	123%	86%	100%	102%	122%	103%	139%