

## Summary of Key Listing and Sales Metrics

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

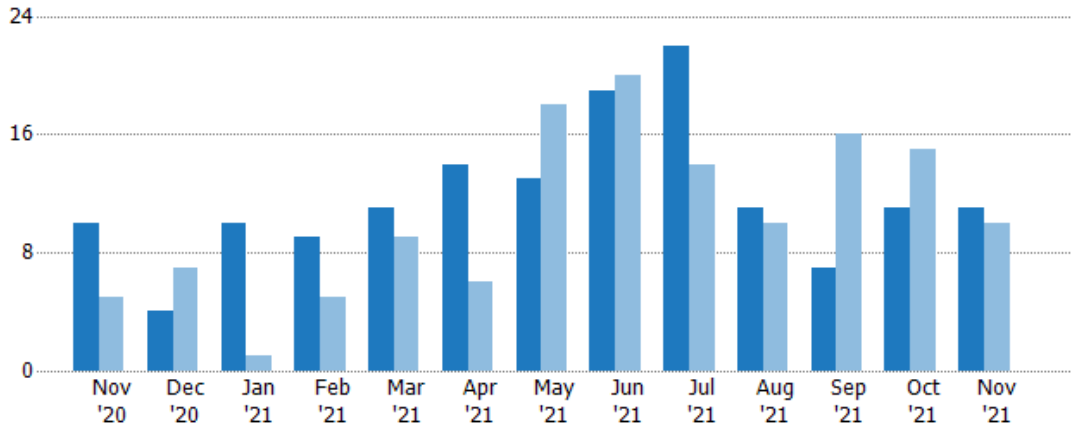
Key Metrics	Nov 2021	Nov 2020	+ / -	YTD 2021	YTD 2020	+ / -
<b>Listing Activity Charts Metrics</b>						
New Listing Count	11	10	+10%	138	124	+11.3%
New Listing Volume	\$1,662,600	\$2,878,400	-42.2%	\$31,796,099	\$25,812,206	+23.2%
Active Listing Count	41	30	+36.7%	N/A	N/A	
Active Listing Volume	\$9,808,500	\$6,843,700	+43.3%	N/A	N/A	
Average Listing Price	\$239,232	\$228,123	+4.9%	\$259,452	\$189,359	+37%
Median Listing Price	\$165,000	\$154,500	+6.8%	\$188,780	\$135,551	+39.3%
Median Days in RPR	80	91	-12.1%	84.95	124.83	-31.9%
Months of Inventory	2.7	1.5	+82.2%	3.4	9.1	-63%
Absorption Rate	36.59%	66.67%	-30.1%	29.71%	10.99%	+18.7%
<b>Sales Activity Charts Metrics</b>						
New Pending Sales Count	4	19	-78.9%	129	161	-19.9%
New Pending Sales Volume	\$1,103,700	\$3,931,600	-71.9%	\$25,020,399	\$27,078,906	-7.6%
Pending Sales Count	3	30	-90%	N/A	N/A	
Pending Sales Volume	\$769,800	\$7,092,500	-89.1%	N/A	N/A	
Closed Sales Count	10	15	-33.3%	122	112	+8.9%
Closed Sales Volume	\$2,307,900	\$1,620,256	+42.4%	\$24,013,060	\$16,602,852	+44.6%
Average Sales Price	\$230,790	\$108,017	+113.7%	\$196,828	\$148,240	+32.8%
Median Sales Price	\$210,750	\$62,000	+239.9%	\$166,778	\$129,804	+28.5%

## 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



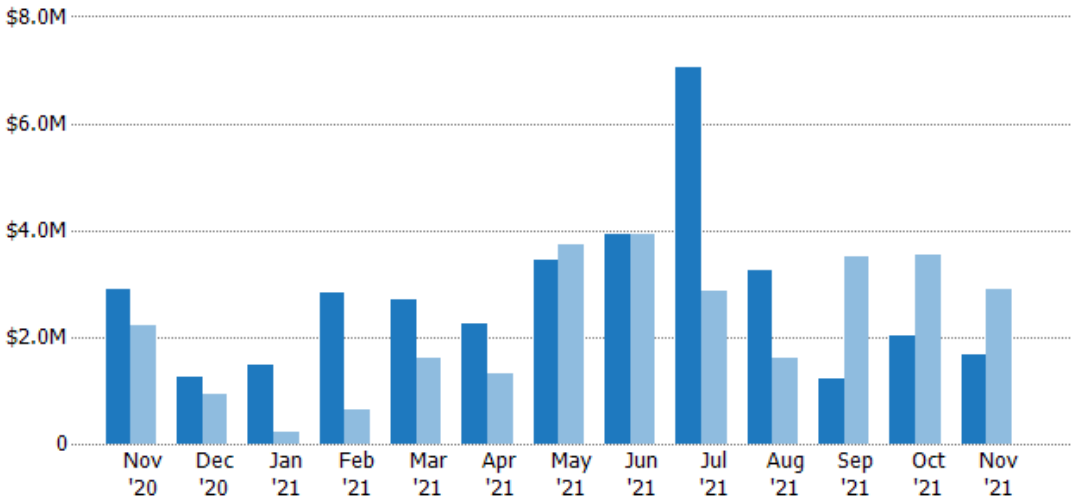
	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21
Current Year	10	4	10	9	11	14	13	19	22	11	7	11	11
Prior Year	5	7	1	5	9	6	18	20	14	10	16	15	10
Percent Change from Prior Year	100%	-43%	900%	80%	22%	133%	-28%	-5%	57%	10%	-56%	-27%	10%

## 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



	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21
Current Year	\$2.88M	\$1.26M	\$1.47M	\$2.84M	\$2.69M	\$2.24M	\$3.43M	\$3.92M	\$7.03M	\$3.25M	\$1.22M	\$2.04M	\$1.66M
Prior Year	\$2.21M	\$934K	\$228K	\$646K	\$1.6M	\$1.31M	\$3.73M	\$3.93M	\$2.85M	\$1.6M	\$3.51M	\$3.54M	\$2.88M
Percent Change from Prior Year	30%	35%	546%	340%	69%	71%	-8%	0%	147%	103%	-65%	-42%	-42%

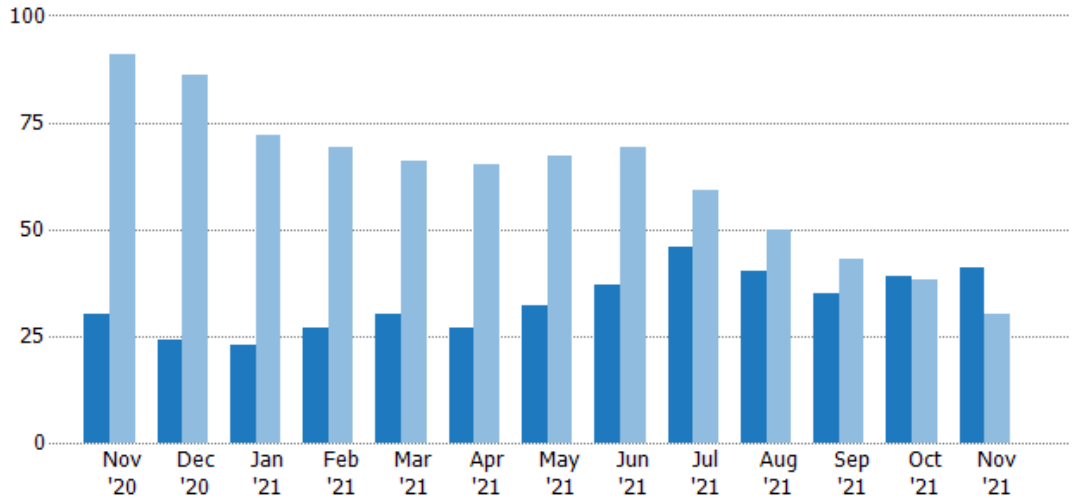
## Active Listings

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

Month/Year	Count	% Chg.
Nov '21	41	36.7%
Nov '20	30	-67%
Nov '19	91	-8.8%



	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21
Current Year	30	24	23	27	30	27	32	37	46	40	35	39	41
Prior Year	91	86	72	69	66	65	67	69	59	50	43	38	30
Percent Change from Prior Year	-67%	-72%	-68%	-61%	-55%	-58%	-52%	-46%	-22%	-20%	-19%	3%	37%

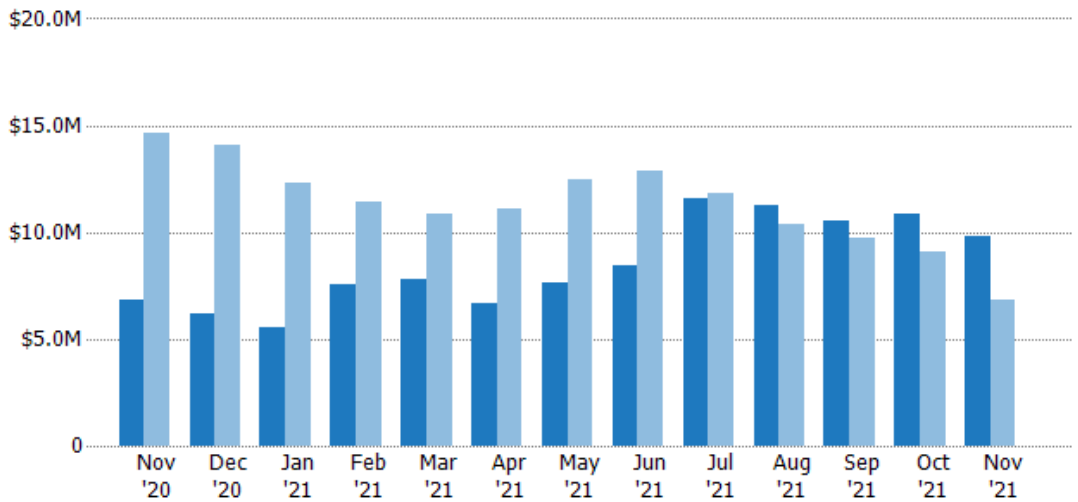
## Active Listing Volume

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

Month/Year	Volume	% Chg.
Nov '21	\$9.81M	43.3%
Nov '20	\$6.84M	-53.1%
Nov '19	\$14.6M	5.1%



	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21
Current Year	\$6.84M	\$6.18M	\$5.56M	\$7.59M	\$7.82M	\$6.66M	\$7.65M	\$8.47M	\$11.6M	\$11.3M	\$10.6M	\$10.9M	\$9.81M
Prior Year	\$14.6M	\$14.1M	\$12.3M	\$11.4M	\$10.9M	\$11.1M	\$12.4M	\$12.9M	\$11.8M	\$10.4M	\$9.76M	\$9.12M	\$6.84M
Percent Change from Prior Year	-53%	-56%	-55%	-34%	-28%	-40%	-38%	-34%	-2%	9%	8%	19%	43%

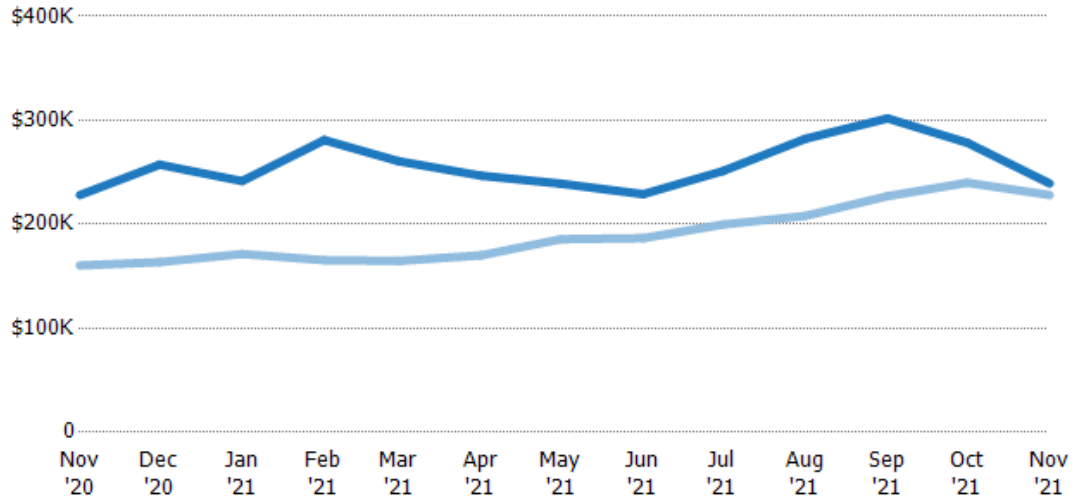
## Average Listing Price

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.
Nov '21	\$239K	4.9%
Nov '20	\$228K	42.2%
Nov '19	\$160K	15.3%



Current Year	\$228K	\$257K	\$242K	\$281K	\$261K	\$247K	\$239K	\$229K	\$251K	\$282K	\$302K	\$278K	\$239K
Prior Year	\$160K	\$164K	\$171K	\$165K	\$165K	\$170K	\$186K	\$187K	\$200K	\$208K	\$227K	\$240K	\$228K
Percent Change from Prior Year	42%	57%	41%	70%	58%	45%	29%	23%	26%	36%	33%	16%	5%

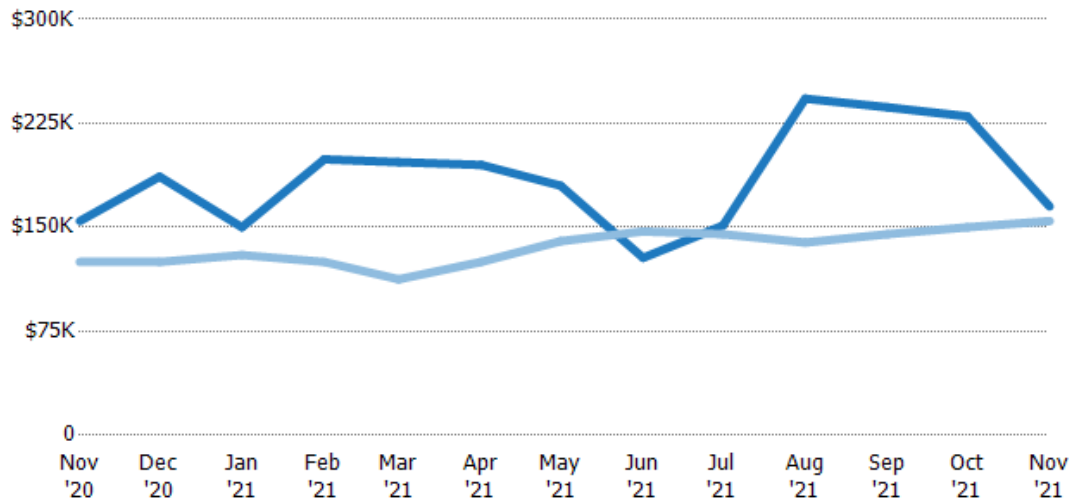
## Median Listing Price

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.
Nov '21	\$165K	6.8%
Nov '20	\$155K	23.6%
Nov '19	\$125K	16%



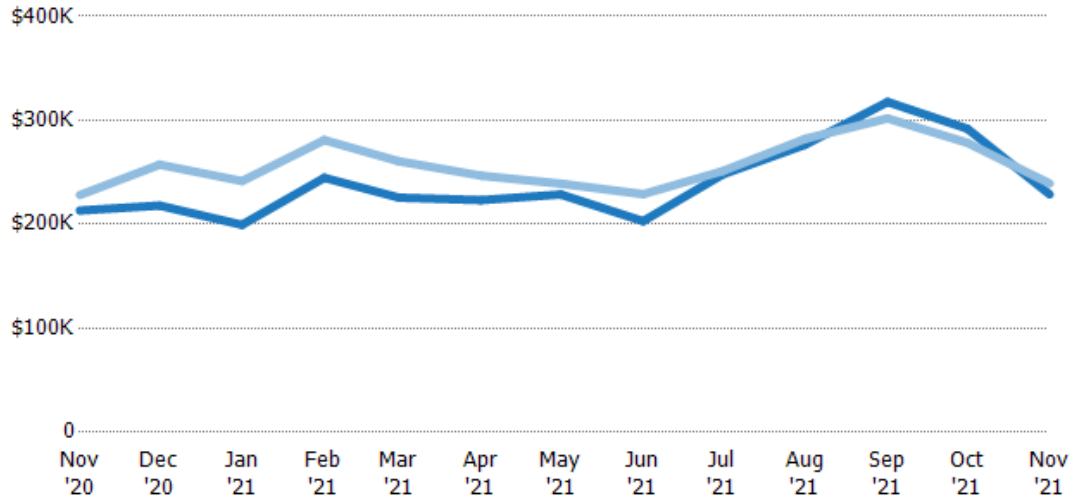
Current Year	\$155K	\$187K	\$150K	\$199K	\$197K	\$195K	\$180K	\$128K	\$151K	\$243K	\$237K	\$230K	\$165K
Prior Year	\$125K	\$125K	\$130K	\$125K	\$112K	\$125K	\$140K	\$147K	\$145K	\$139K	\$145K	\$150K	\$155K
Percent Change from Prior Year	24%	49%	15%	59%	75%	56%	29%	-13%	4%	75%	63%	53%	7%

## 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



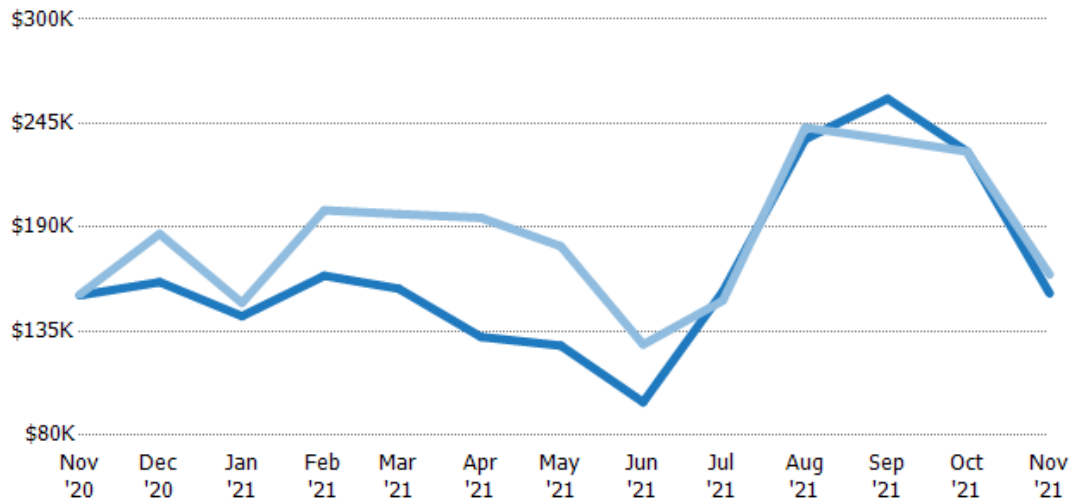
	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21
Avg Est Value	\$213K	\$218K	\$199K	\$245K	\$226K	\$223K	\$229K	\$203K	\$248K	\$277K	\$318K	\$292K	\$229K
Avg Listing Price	\$228K	\$257K	\$242K	\$281K	\$261K	\$247K	\$239K	\$229K	\$251K	\$282K	\$302K	\$278K	\$239K
Avg Listing Price as a % of Avg Est Value	107%	118%	121%	115%	115%	111%	105%	113%	101%	102%	95%	95%	105%

## 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



	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21
Median Est Value	\$154K	\$161K	\$143K	\$164K	\$158K	\$132K	\$127K	\$97.5K	\$156K	\$237K	\$258K	\$230K	\$155K
Median Listing Price	\$155K	\$187K	\$150K	\$199K	\$197K	\$195K	\$180K	\$128K	\$151K	\$243K	\$237K	\$230K	\$165K
Med Listing Price as a % of Med Est Value	100%	116%	105%	121%	125%	148%	141%	131%	97%	103%	92%	100%	106%

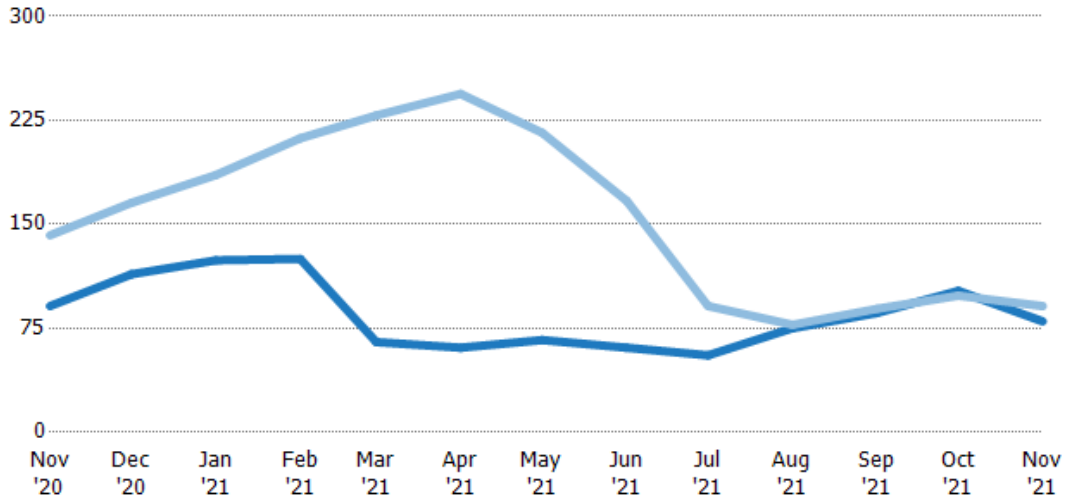
## Median Days in RPR

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.
Nov '21	80	-12.1%
Nov '20	91	-35.9%
Nov '19	142	-1.4%



	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21
Current Year	91	114	124	125	65	61	66.5	61	55.5	75	86	102	80
Prior Year	142	166	186	212	229	244	216	167	91	77.5	89	98.5	91
Percent Change from Prior Year	-36%	-31%	-33%	-41%	-72%	-75%	-69%	-63%	-39%	-3%	-3%	4%	-12%

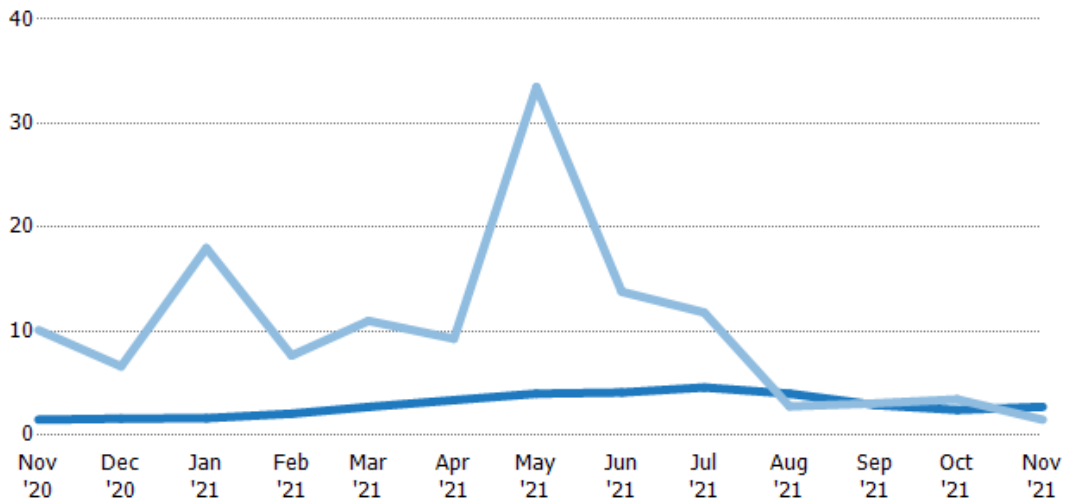
## Months of Inventory

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.
Nov '21	2.73	82.2%
Nov '20	1.5	-85.2%
Nov '19	10.1	-41.4%



	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21
Current Year	1.5	1.6	1.64	2.08	2.73	3.38	4	4.11	4.6	4	2.92	2.44	2.73
Prior Year	10.1	6.62	18	7.67	11	9.29	33.5	13.8	11.8	2.78	3.07	3.45	1.5
Percent Change from Prior Year	-85%	-76%	-91%	-73%	-75%	-64%	-88%	-70%	-61%	44%	-5%	-29%	82%

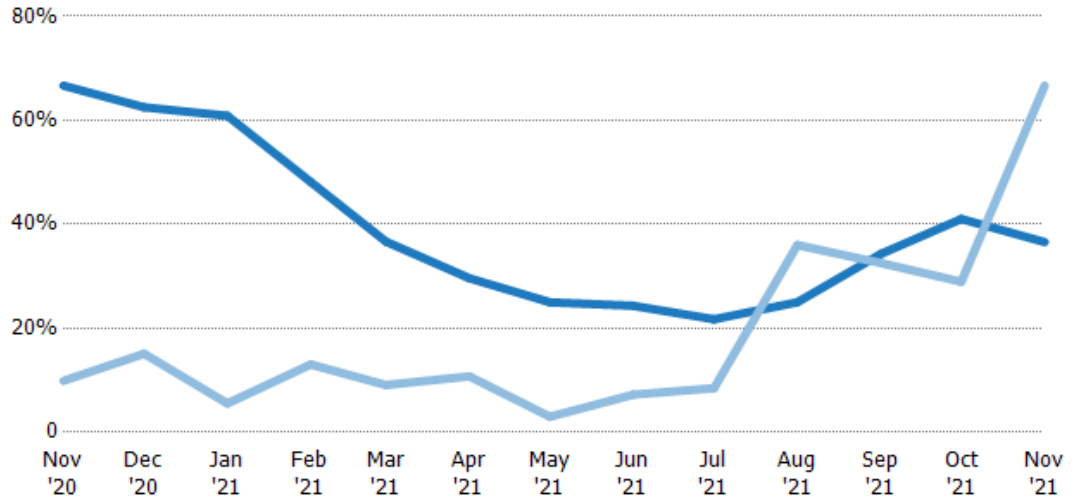
## Absorption Rate

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.
Nov '21	37%	30.1%
Nov '20	67%	-56.8%
Nov '19	10%	70.5%



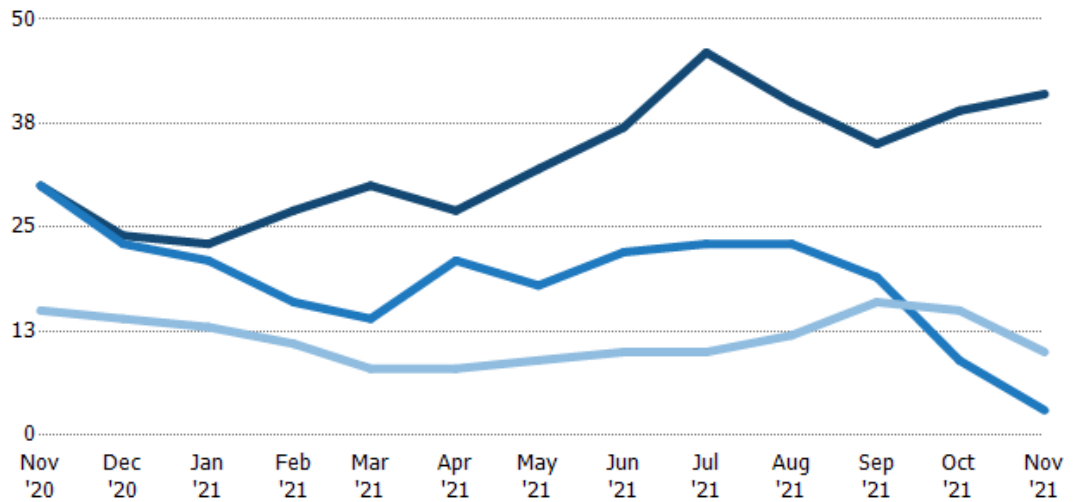
Current Year	67%	63%	61%	48%	37%	30%	25%	24%	22%	25%	34%	41%	37%
Prior Year	10%	15%	6%	13%	9%	11%	3%	7%	8%	36%	33%	29%	67%
Change from Prior Year	-57%	-47%	-55%	-35%	-28%	-19%	-22%	-17%	-13%	11%	-2%	-12%	30%

## 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



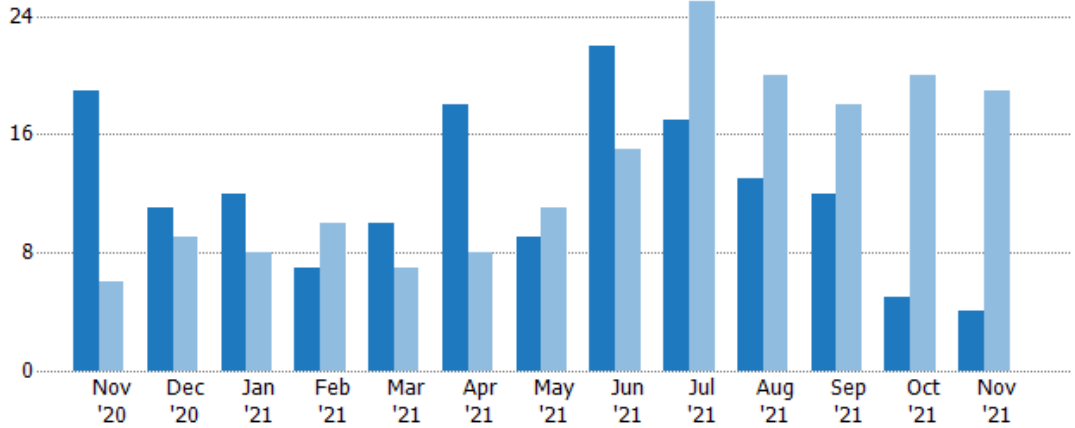
Active	30	24	23	27	30	27	32	37	46	40	35	39	41
Pending	30	23	21	16	14	21	18	22	23	23	19	9	3
Sold	15	14	13	11	8	8	9	10	10	12	16	15	10

## 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



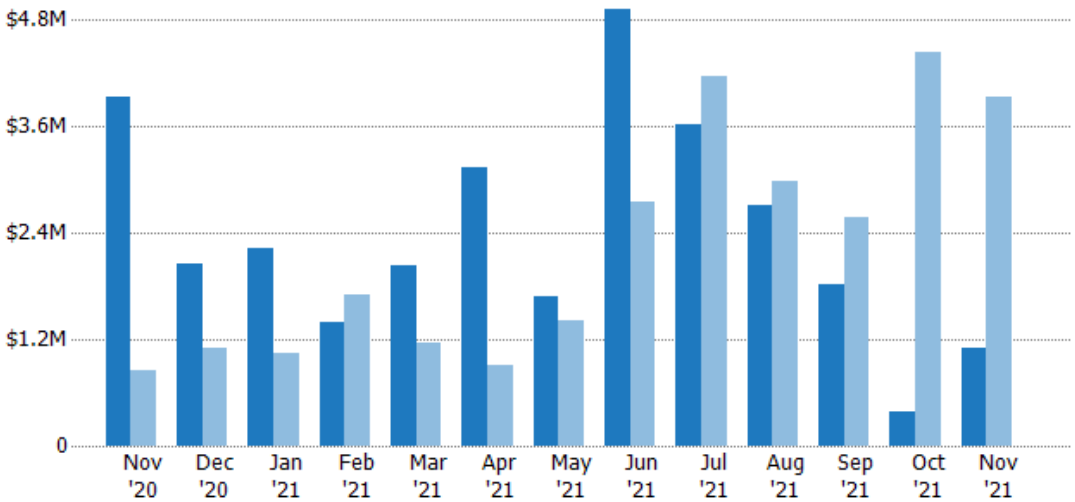
	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21
Current Year	19	11	12	7	10	18	9	22	17	13	12	5	4
Prior Year	6	9	8	10	7	8	11	15	25	20	18	20	19
Percent Change from Prior Year	217%	22%	50%	-30%	43%	125%	-18%	47%	-32%	-35%	-33%	-75%	-79%

## 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



	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21
Current Year	\$3.93M	\$2.06M	\$2.22M	\$1.38M	\$2.03M	\$3.14M	\$1.68M	\$4.93M	\$3.62M	\$2.71M	\$1.81M	\$389K	\$1.1M
Prior Year	\$859K	\$1.09M	\$1.04M	\$1.71M	\$1.15M	\$909K	\$1.41M	\$2.75M	\$4.17M	\$2.98M	\$2.58M	\$4.44M	\$3.93M
Percent Change from Prior Year	357%	88%	114%	-19%	76%	245%	19%	79%	-13%	-9%	-30%	-91%	-72%



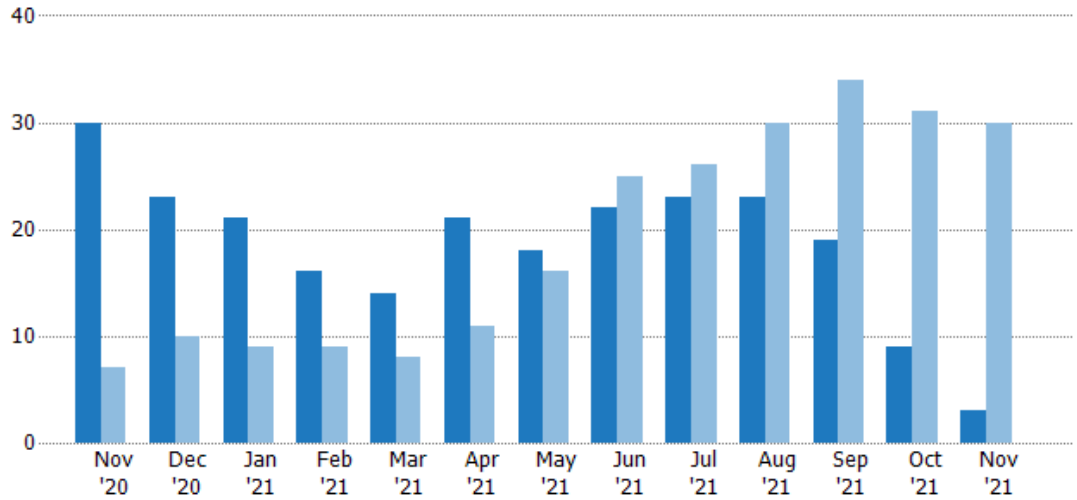
## Pending Sales

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.
Nov '21	3	-90%
Nov '20	30	328.6%
Nov '19	7	-28.6%



Current Year	30	23	21	16	14	21	18	22	23	23	19	9	3
Prior Year	7	10	9	9	8	11	16	25	26	30	34	31	30
Percent Change from Prior Year	329%	130%	133%	78%	75%	91%	13%	-12%	-12%	-23%	-44%	-71%	-90%

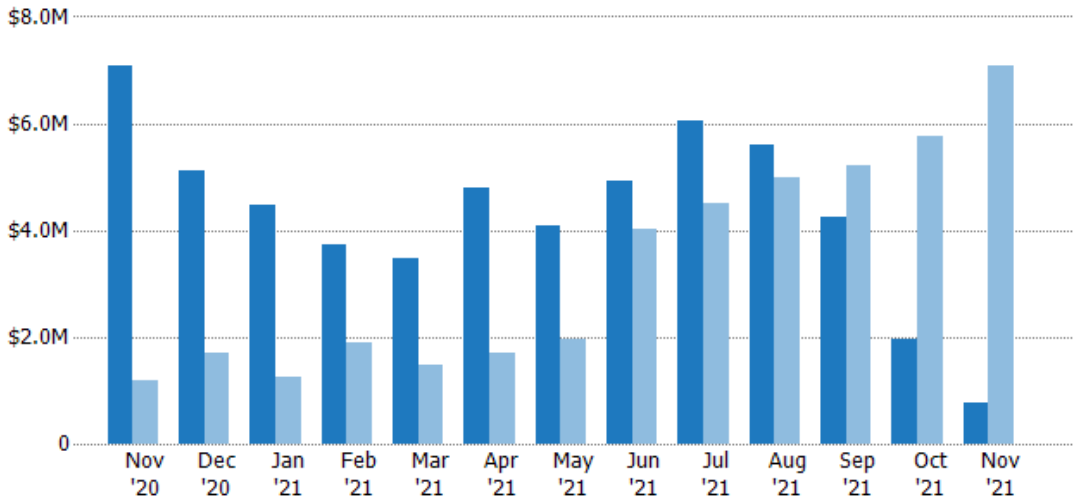
## Pending Sales Volume

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.
Nov '21	\$770K	-89.1%
Nov '20	\$7.09M	494.3%
Nov '19	\$1.19M	-19.9%



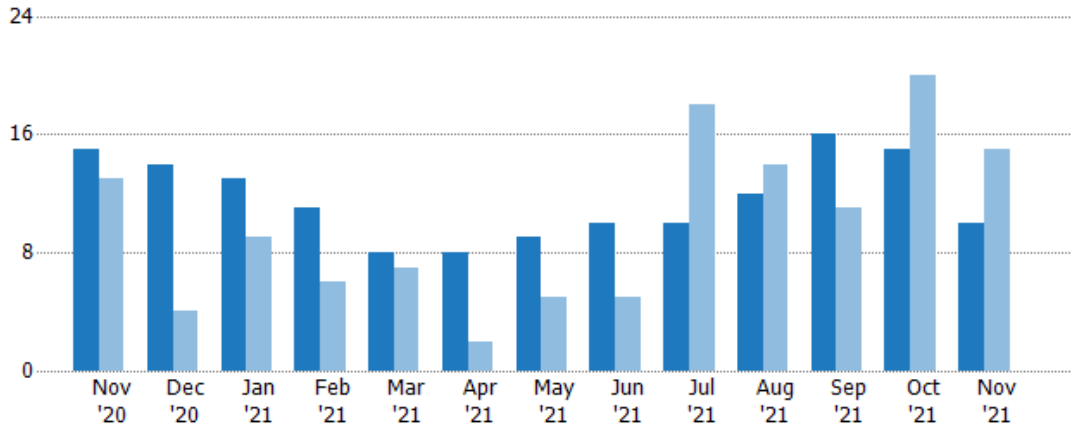
Current Year	\$7.09M	\$5.1M	\$4.47M	\$3.72M	\$3.47M	\$4.79M	\$4.09M	\$4.94M	\$6.04M	\$5.59M	\$4.24M	\$1.96M	\$770K
Prior Year	\$1.19M	\$1.69M	\$1.25M	\$1.89M	\$1.46M	\$1.71M	\$1.95M	\$4.02M	\$4.5M	\$4.97M	\$5.2M	\$5.76M	\$7.09M
Percent Change from Prior Year	494%	201%	257%	96%	137%	179%	110%	23%	34%	12%	-19%	-66%	-89%

## 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



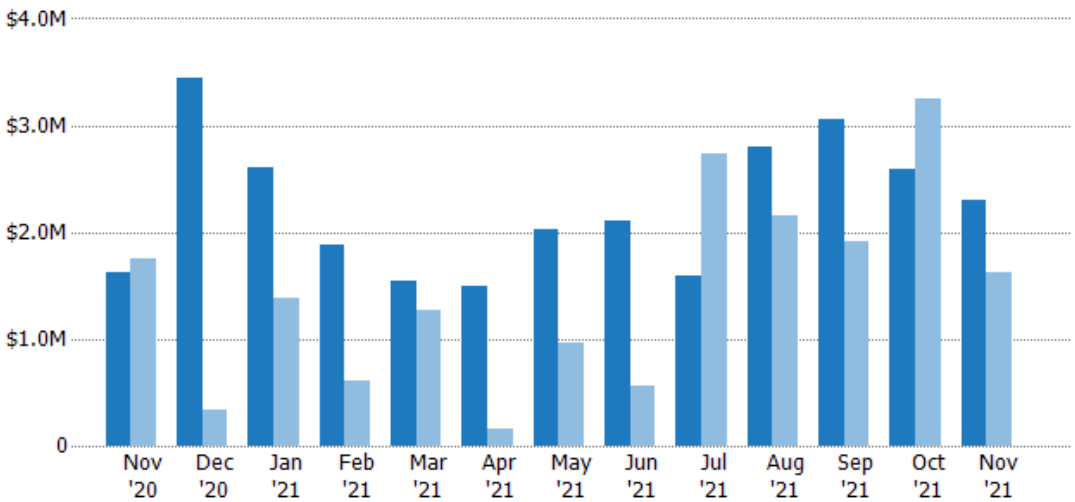
	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21
Current Year	15	14	13	11	8	8	9	10	10	12	16	15	10
Prior Year	13	4	9	6	7	2	5	5	18	14	11	20	15
Percent Change from Prior Year	15%	250%	44%	83%	14%	300%	80%	100%	-44%	-14%	45%	-25%	-33%

## 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



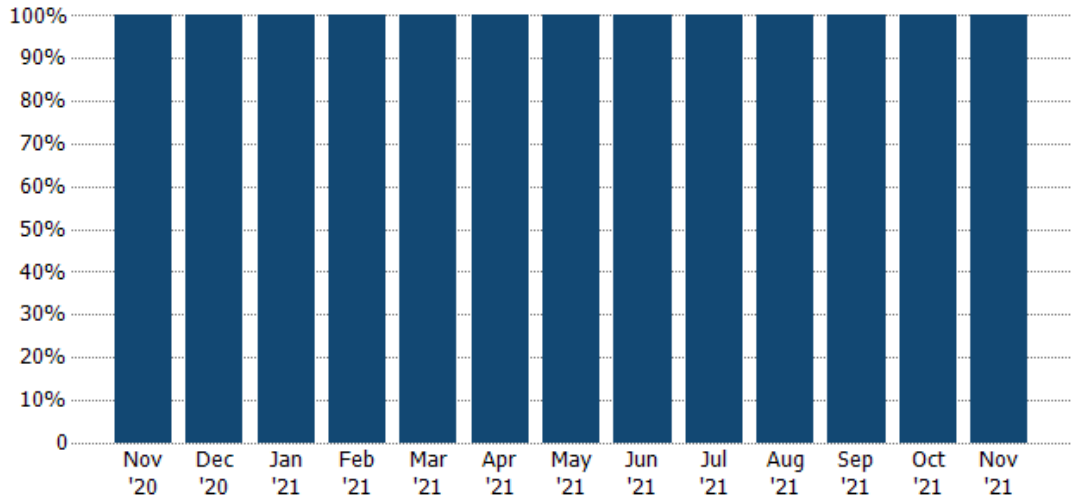
	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21
Current Year	\$1.62M	\$3.45M	\$2.6M	\$1.88M	\$1.55M	\$1.5M	\$2.02M	\$2.11M	\$1.59M	\$2.8M	\$3.06M	\$2.59M	\$2.31M
Prior Year	\$1.75M	\$335K	\$1.38M	\$613K	\$1.26M	\$155K	\$966K	\$555K	\$2.73M	\$2.15M	\$1.92M	\$3.25M	\$1.62M
Percent Change from Prior Year	-7%	930%	88%	207%	23%	866%	110%	280%	-42%	30%	59%	-20%	42%

## 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



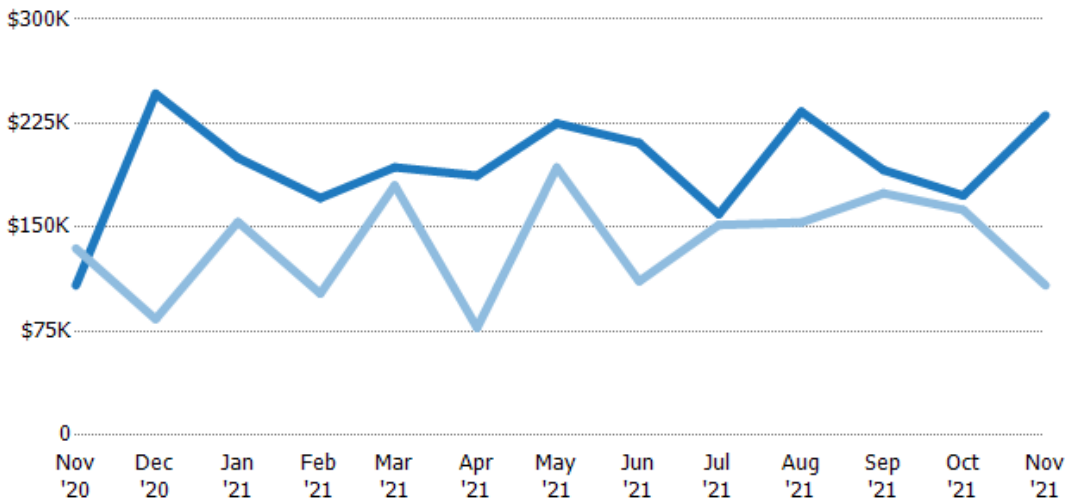
Single Family Residence	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
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## Average Sales Price

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



Month/Year	Price	% Chg.
Nov '21	\$231K	113.7%
Nov '20	\$108K	-19.8%
Nov '19	\$135K	27.3%

Current Year	\$108K	\$246K	\$200K	\$171K	\$193K	\$187K	\$225K	\$211K	\$159K	\$233K	\$191K	\$173K	\$231K
Prior Year	\$135K	\$83.8K	\$154K	\$102K	\$180K	\$77.5K	\$193K	\$111K	\$152K	\$153K	\$175K	\$163K	\$108K
Percent Change from Prior Year	-20%	194%	30%	67%	7%	142%	16%	90%	5%	52%	10%	6%	114%

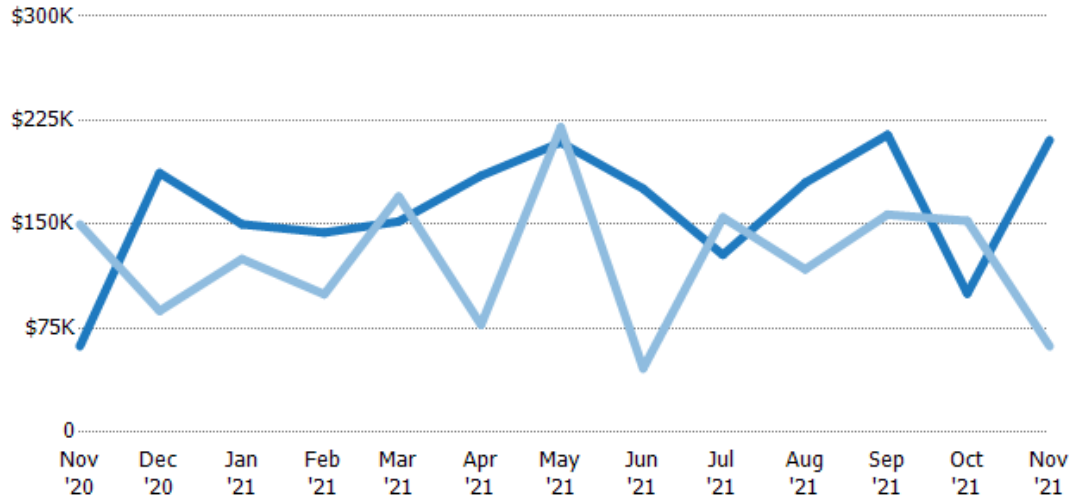
## Median Sales Price

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.
Nov '21	\$211K	239.9%
Nov '20	\$62K	-58.7%
Nov '19	\$150K	-10%



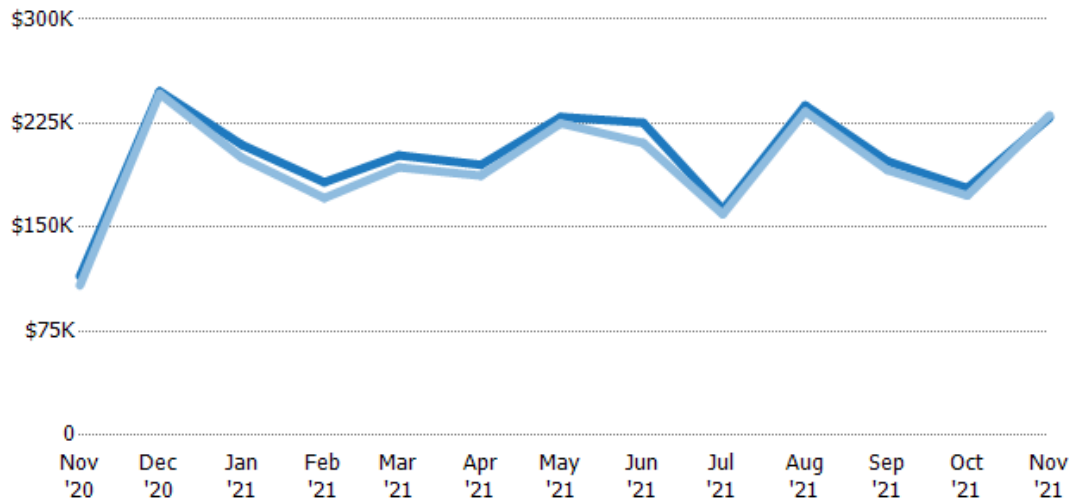
Current Year	\$62K	\$187K	\$150K	\$144K	\$152K	\$185K	\$209K	\$176K	\$128K	\$180K	\$215K	\$100K	\$211K
Prior Year	\$150K	\$87.5K	\$125K	\$100K	\$170K	\$77.5K	\$220K	\$46K	\$155K	\$118K	\$157K	\$153K	\$62K
Percent Change from Prior Year	-59%	114%	20%	45%	-11%	139%	-5%	282%	-17%	53%	37%	-34%	240%

## 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



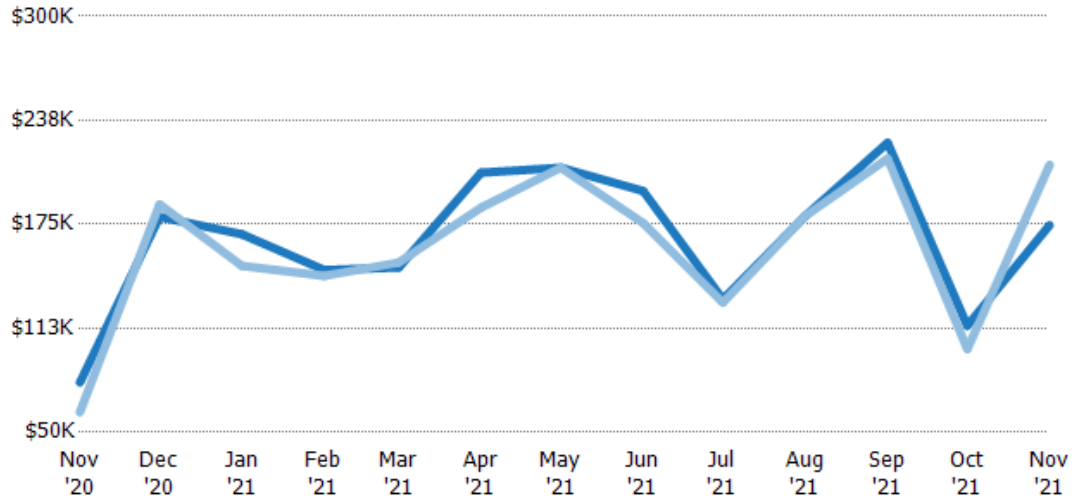
Avg List Price	\$115K	\$248K	\$209K	\$182K	\$202K	\$195K	\$230K	\$225K	\$163K	\$238K	\$198K	\$178K	\$229K
Avg Sales Price	\$108K	\$246K	\$200K	\$171K	\$193K	\$187K	\$225K	\$211K	\$159K	\$233K	\$191K	\$173K	\$231K
Avg Sales Price as a % of Avg List Price	94%	99%	96%	94%	96%	96%	98%	94%	98%	98%	97%	97%	101%

## 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



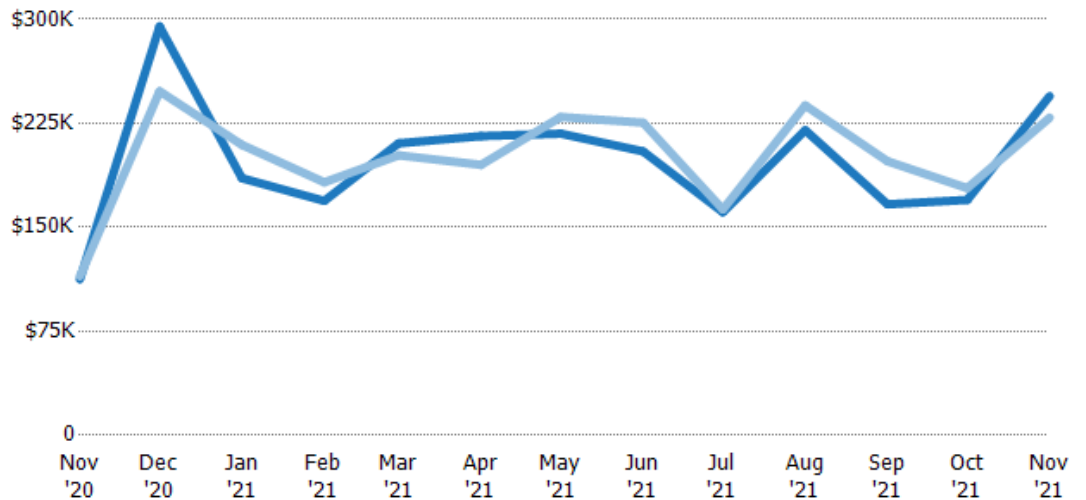
Median List Price	\$79.9K	\$179K	\$169K	\$148K	\$149K	\$206K	\$209K	\$195K	\$130K	\$180K	\$224K	\$114K	\$175K
Median Sales Price	\$62K	\$187K	\$150K	\$144K	\$152K	\$185K	\$209K	\$176K	\$128K	\$180K	\$215K	\$100K	\$211K
Med Sales Price as a % of Med List Price	78%	104%	89%	98%	102%	90%	100%	90%	98%	100%	96%	88%	121%

## 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



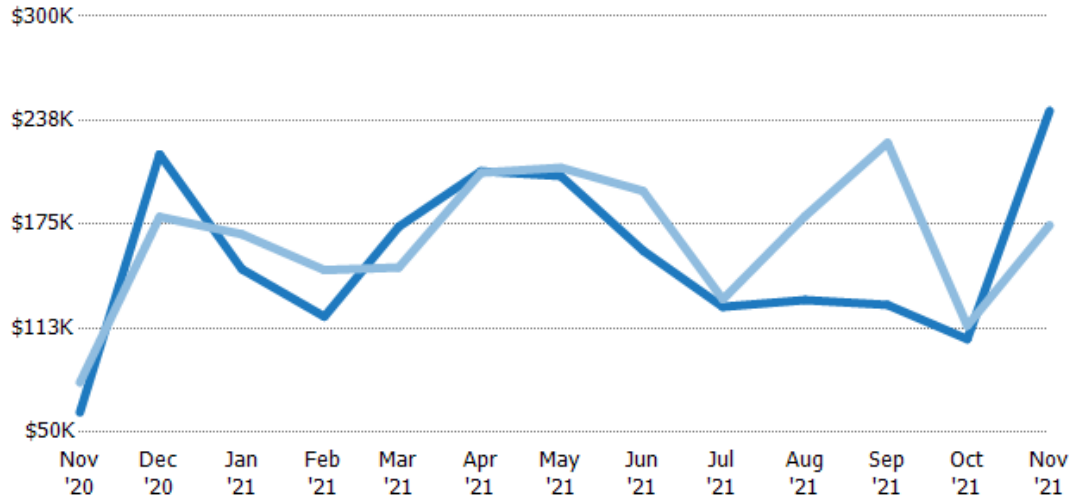
Avg Est Value	\$112K	\$295K	\$185K	\$169K	\$211K	\$216K	\$218K	\$205K	\$161K	\$220K	\$167K	\$170K	\$245K
Avg Sales Price	\$115K	\$248K	\$209K	\$182K	\$202K	\$195K	\$230K	\$225K	\$163K	\$238K	\$198K	\$178K	\$229K
Avg Sales Price as a % of Avg Est Value	102%	84%	113%	108%	96%	90%	106%	110%	101%	108%	119%	105%	94%

## 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	\$62K	\$217K	\$148K	\$120K	\$174K	\$207K	\$204K	\$159K	\$125K	\$129K	\$127K	\$106K	\$243K
Median Sales Price	\$79.9K	\$179K	\$169K	\$148K	\$149K	\$206K	\$209K	\$195K	\$130K	\$180K	\$224K	\$114K	\$175K
Med Sales Price as a % of Med Est Value	129%	83%	114%	123%	86%	100%	102%	123%	104%	139%	177%	108%	72%