

## 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	Oct 2021	Oct 2020	+ / -	YTD 2021	YTD 2020	+ / -
<b>Listing Activity Charts Metrics</b>						
New Listing Count	11	15	-26.7%	127	114	+11.4%
New Listing Volume	\$2,037,300	\$3,535,300	-42.4%	\$30,133,499	\$22,933,806	+31.4%
Active Listing Count	39	38	+2.6%	N/A	N/A	
Active Listing Volume	\$10,858,000	\$9,117,500	+19.1%	N/A	N/A	
Average Listing Price	\$278,410	\$239,934	+16%	\$261,920	\$187,414	+39.8%
Median Listing Price	\$230,000	\$150,000	+53.3%	\$191,682	\$134,601	+42.4%
Median Days in RPR	102	98.5	+3.6%	85.4	130.06	-34.3%
Months of Inventory	2.4	3.5	-29.4%	3.5	10.7	-67.6%
Absorption Rate	41.03%	28.95%	+12.1%	28.87%	9.36%	+19.5%
<b>Sales Activity Charts Metrics</b>						
New Pending Sales Count	5	20	-75%	125	142	-12%
New Pending Sales Volume	\$389,300	\$4,440,400	-91.2%	\$23,916,699	\$23,147,306	+3.3%
Pending Sales Count	9	31	-71%	N/A	N/A	
Pending Sales Volume	\$1,956,700	\$5,763,400	-66%	N/A	N/A	
Closed Sales Count	15	20	-25%	112	97	+15.5%
Closed Sales Volume	\$2,593,000	\$3,250,400	-20.2%	\$21,705,160	\$14,982,596	+44.9%
Average Sales Price	\$172,867	\$162,520	+6.4%	\$193,796	\$154,460	+25.5%
Median Sales Price	\$100,000	\$152,500	-34.4%	\$162,852	\$140,290	+16.1%

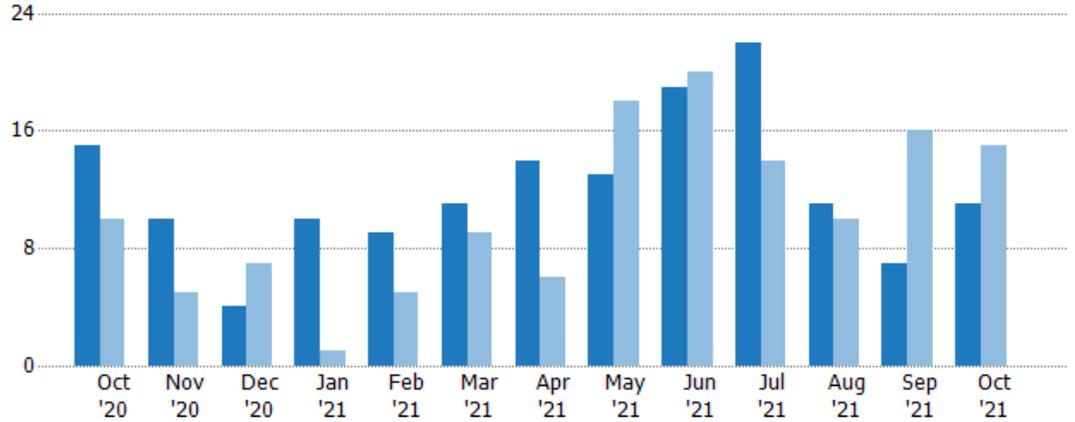
## New Listings

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.
Oct '21	11	-26.7%
Oct '20	15	50%
Oct '19	10	30%



	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21
Current Year	15	10	4	10	9	11	14	13	19	22	11	7	11
Prior Year	10	5	7	1	5	9	6	18	20	14	10	16	15
Percent Change from Prior Year	50%	100%	-43%	900%	80%	22%	133%	-28%	-5%	57%	10%	-56%	-27%

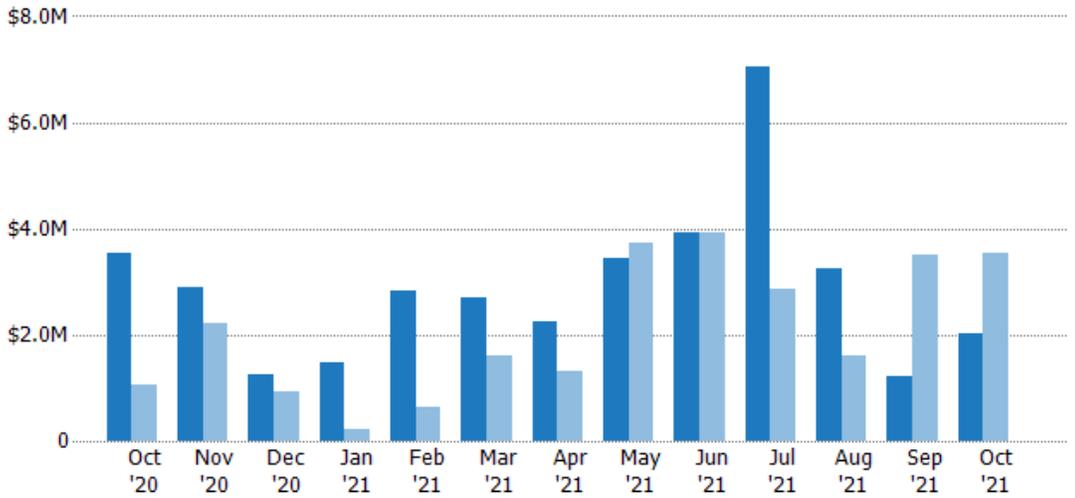
## New Listing Volume

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.
Oct '21	\$2.04M	-42.4%
Oct '20	\$3.54M	229.6%
Oct '19	\$1.07M	132%



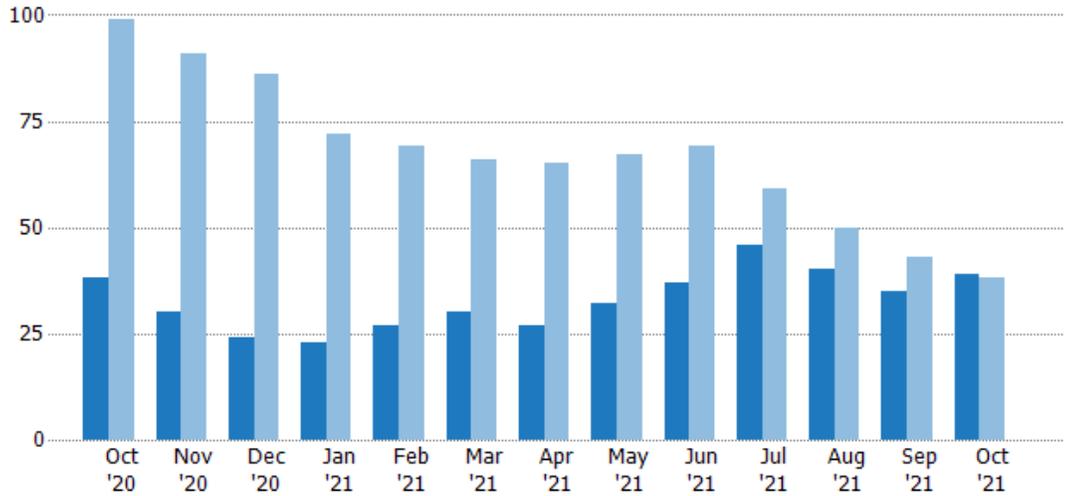
	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21
Current Year	\$3.54M	\$2.88M	\$1.26M	\$1.47M	\$2.84M	\$2.69M	\$2.24M	\$3.43M	\$3.92M	\$7.03M	\$3.25M	\$1.22M	\$2.04M
Prior Year	\$1.07M	\$2.21M	\$934K	\$228K	\$646K	\$1.6M	\$1.31M	\$3.73M	\$3.93M	\$2.85M	\$1.6M	\$3.51M	\$3.54M
Percent Change from Prior Year	230%	30%	35%	546%	340%	69%	71%	-8%	0%	147%	103%	-65%	-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



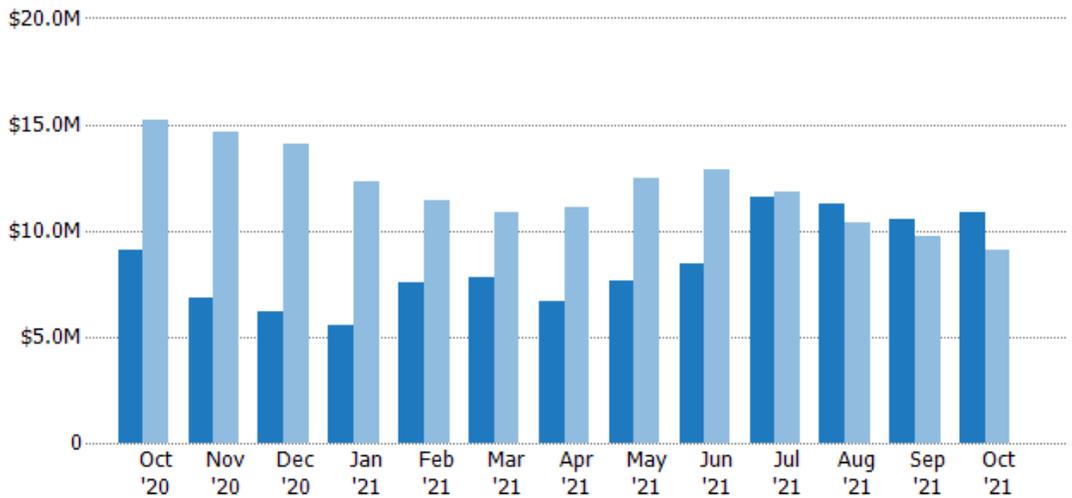
	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21
Current Year	38	30	24	23	27	30	27	32	37	46	40	35	39
Prior Year	99	91	86	72	69	66	65	67	69	59	50	43	38
Percent Change from Prior Year	-62%	-67%	-72%	-68%	-61%	-55%	-58%	-52%	-46%	-22%	-20%	-19%	3%

## 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



	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21
Current Year	\$9.12M	\$6.84M	\$6.18M	\$5.56M	\$7.59M	\$7.82M	\$6.66M	\$7.65M	\$8.47M	\$11.6M	\$11.3M	\$10.6M	\$10.9M
Prior Year	\$15.2M	\$14.6M	\$14.1M	\$12.3M	\$11.4M	\$10.9M	\$11.1M	\$12.4M	\$12.9M	\$11.8M	\$10.4M	\$9.76M	\$9.12M
Percent Change from Prior Year	-40%	-53%	-56%	-55%	-34%	-28%	-40%	-38%	-34%	-2%	9%	8%	19%

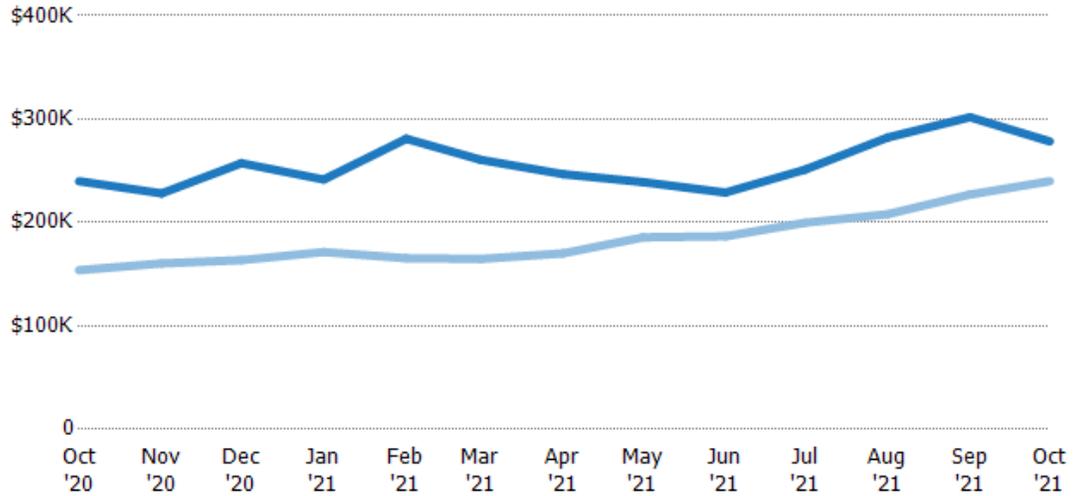
## Average Listing Price

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.
Oct '21	\$278K	16%
Oct '20	\$240K	55.9%
Oct '19	\$154K	29.3%



Current Year	\$240K	\$228K	\$257K	\$242K	\$281K	\$261K	\$247K	\$239K	\$229K	\$251K	\$282K	\$302K	\$278K
Prior Year	\$154K	\$160K	\$164K	\$171K	\$165K	\$165K	\$170K	\$186K	\$187K	\$200K	\$208K	\$227K	\$240K
Percent Change from Prior Year	56%	42%	57%	41%	70%	58%	45%	29%	23%	26%	36%	33%	16%

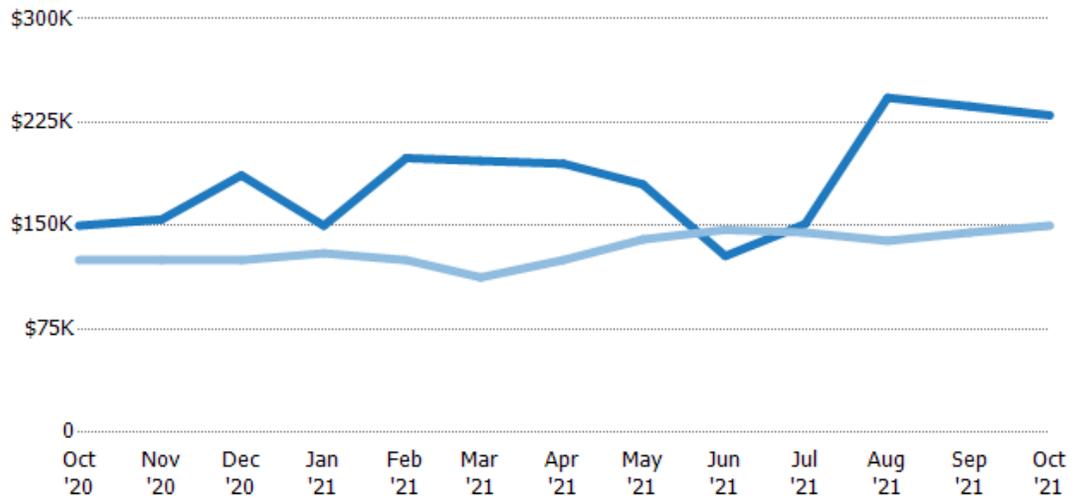
## Median Listing Price

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.
Oct '21	\$230K	53.3%
Oct '20	\$150K	20%
Oct '19	\$125K	16%



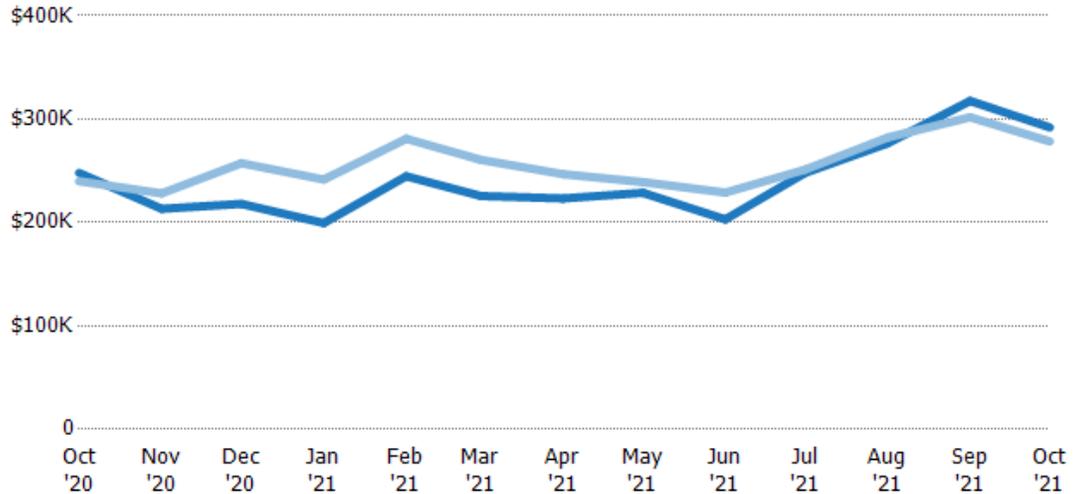
Current Year	\$150K	\$155K	\$187K	\$150K	\$199K	\$197K	\$195K	\$180K	\$128K	\$151K	\$243K	\$237K	\$230K
Prior Year	\$125K	\$125K	\$125K	\$130K	\$125K	\$112K	\$125K	\$140K	\$147K	\$145K	\$139K	\$145K	\$150K
Percent Change from Prior Year	20%	24%	49%	15%	59%	75%	56%	29%	-13%	4%	75%	63%	53%

## 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



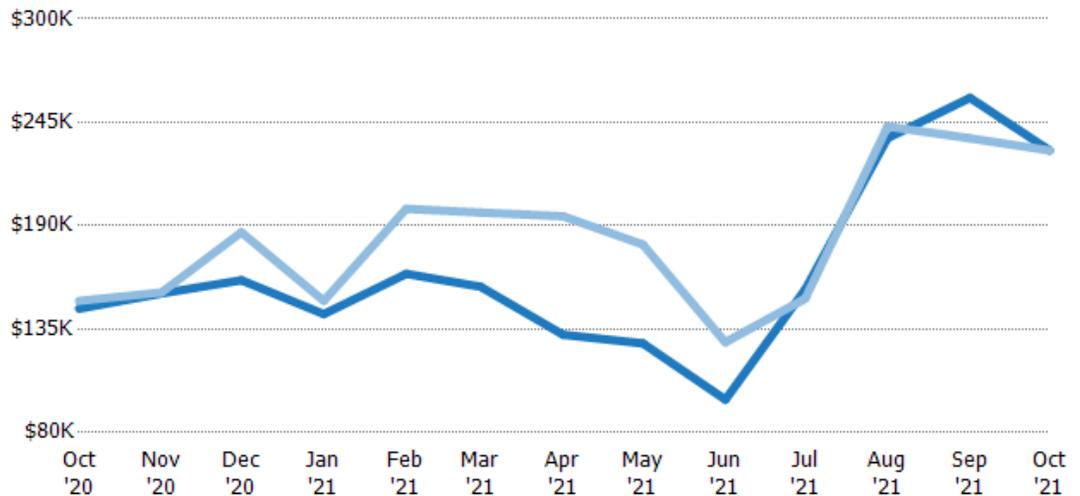
Avg Est Value	\$248K	\$213K	\$218K	\$199K	\$245K	\$226K	\$223K	\$229K	\$203K	\$248K	\$277K	\$318K	\$292K
Avg Listing Price	\$240K	\$228K	\$257K	\$242K	\$281K	\$261K	\$247K	\$239K	\$229K	\$251K	\$282K	\$302K	\$278K
Avg Listing Price as a % of Avg Est Value	97%	107%	118%	121%	115%	115%	111%	105%	113%	101%	102%	95%	95%

## 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 Est Value	\$146K	\$154K	\$161K	\$143K	\$164K	\$158K	\$132K	\$127K	\$97.5K	\$156K	\$237K	\$258K	\$230K
Median Listing Price	\$150K	\$155K	\$187K	\$150K	\$199K	\$197K	\$195K	\$180K	\$128K	\$151K	\$243K	\$237K	\$230K
Med Listing Price as a % of Med Est Value	103%	100%	116%	105%	121%	125%	148%	141%	131%	97%	103%	92%	100%

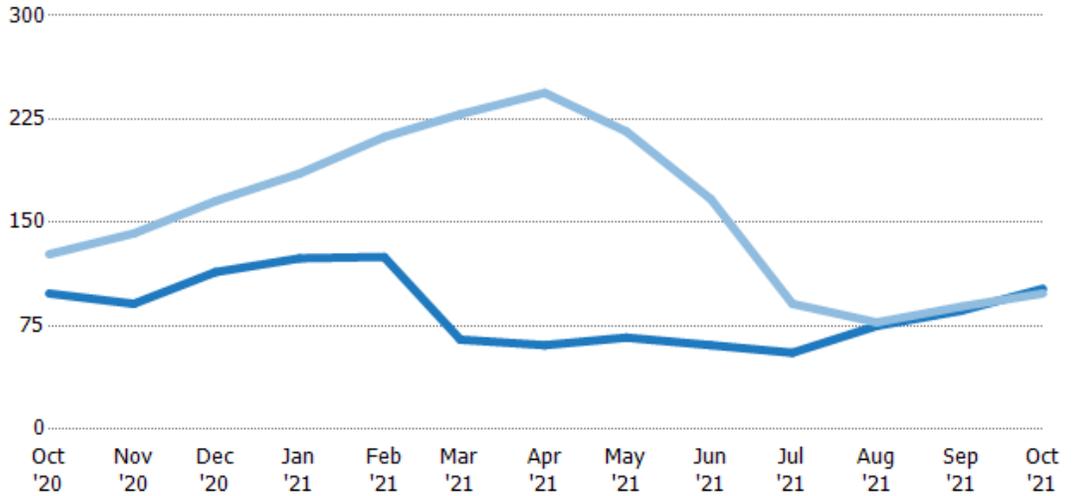
## Median Days in RPR

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.
Oct '21	102	3.6%
Oct '20	98.5	-22.4%
Oct '19	127	0.8%



	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21
Current Year	98.5	91	114	124	125	65	61	66.5	61	55.5	75	86	102
Prior Year	127	142	166	186	212	229	244	216	167	91	77.5	89	98.5
Percent Change from Prior Year	-22%	-36%	-31%	-33%	-41%	-72%	-75%	-69%	-63%	-39%	-3%	-3%	4%

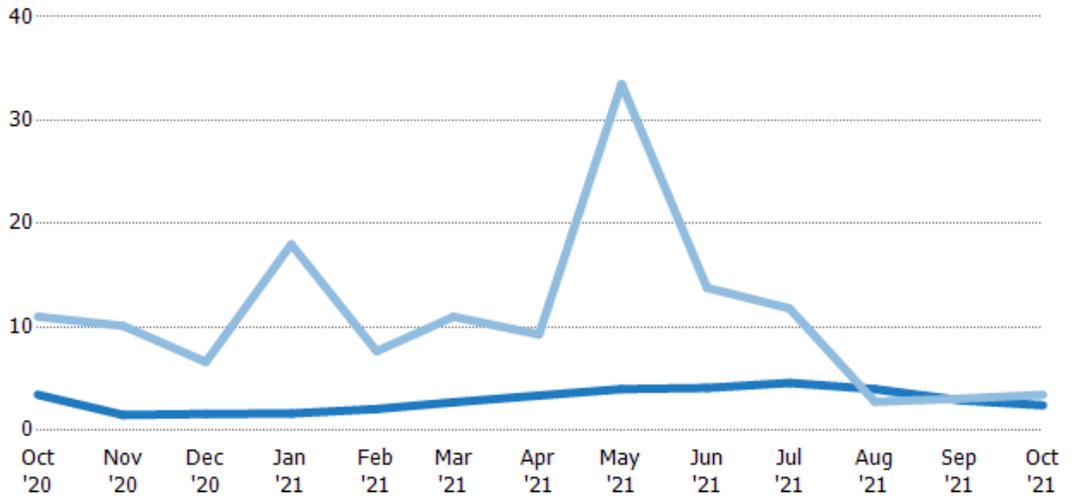
## Months of Inventory

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.
Oct '21	2.44	-29.4%
Oct '20	3.45	-68.6%
Oct '19	11	97.7%



	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21
Current Year	3.45	1.5	1.6	1.64	2.08	2.73	3.38	4	4.11	4.6	4	2.92	2.44
Prior Year	11	10.1	6.62	18	7.67	11	9.29	33.5	13.8	11.8	2.78	3.07	3.45
Percent Change from Prior Year	-69%	-85%	-76%	-91%	-73%	-75%	-64%	-88%	-70%	-61%	44%	-5%	-29%

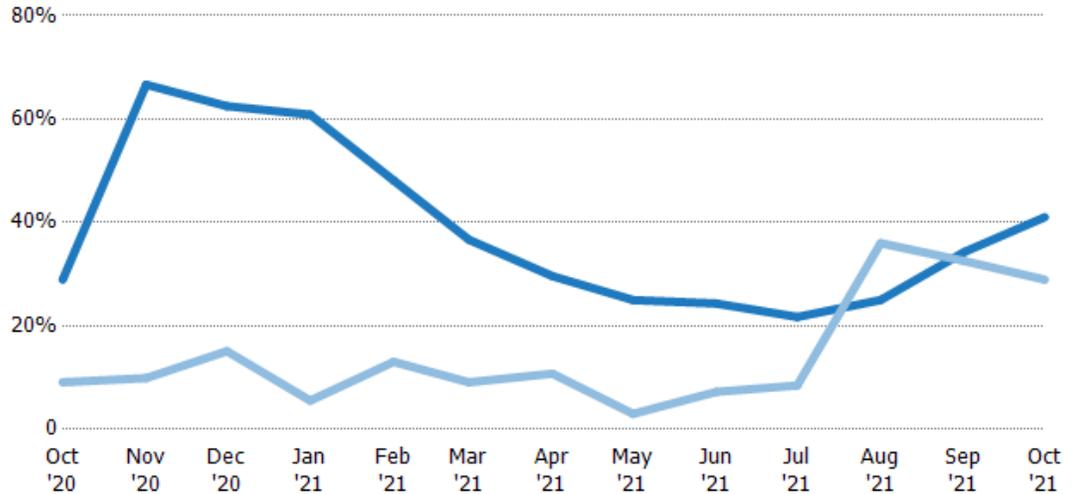
## Absorption Rate

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.
Oct '21	41%	-12.1%
Oct '20	29%	-19.9%
Oct '19	9%	-49.5%



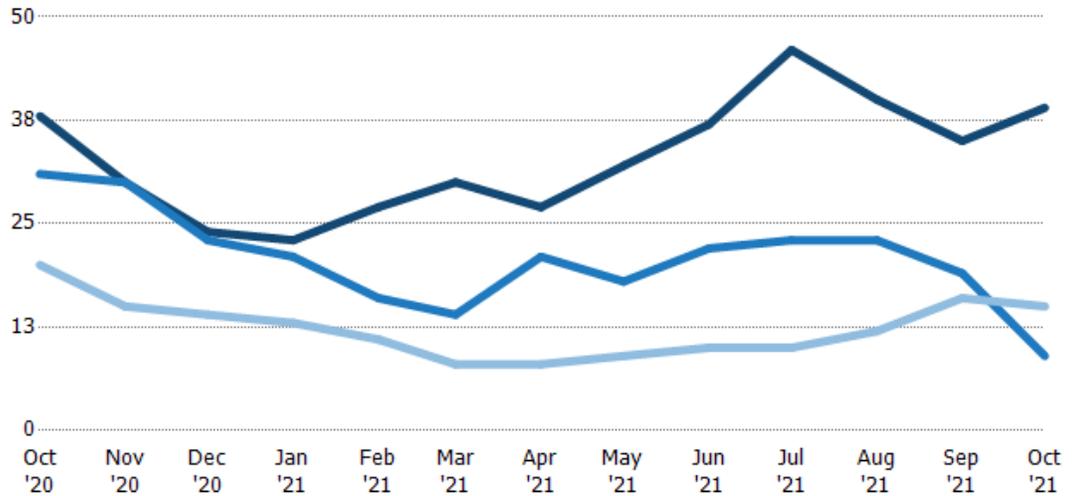
Current Year	29%	67%	63%	61%	48%	37%	30%	25%	24%	22%	25%	34%	41%
Prior Year	9%	10%	15%	6%	13%	9%	11%	3%	7%	8%	36%	33%	29%
Change from Prior Year	-20%	-57%	-47%	-55%	-35%	-28%	-19%	-22%	-17%	-13%	11%	-2%	-12%

## 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



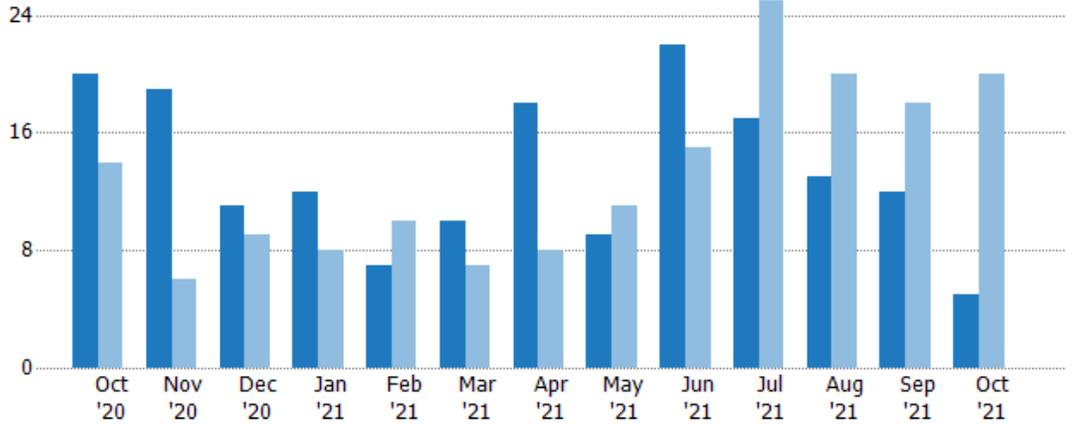
Active	38	30	24	23	27	30	27	32	37	46	40	35	39
Pending	31	30	23	21	16	14	21	18	22	23	23	19	9
Sold	20	15	14	13	11	8	8	9	10	10	12	16	15

## 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



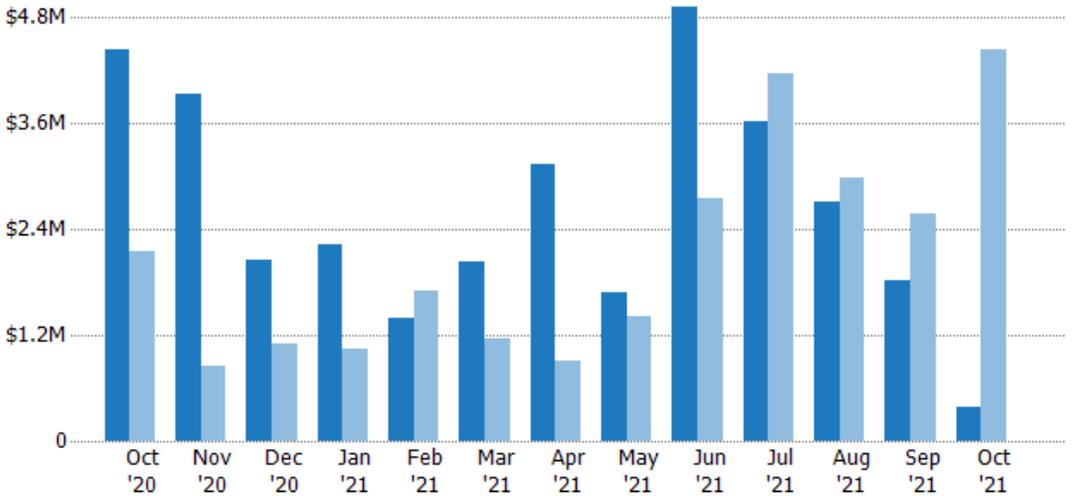
	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21
Current Year	20	19	11	12	7	10	18	9	22	17	13	12	5
Prior Year	14	6	9	8	10	7	8	11	15	25	20	18	20
Percent Change from Prior Year	43%	217%	22%	50%	-30%	43%	125%	-18%	47%	-32%	-35%	-33%	-75%

## 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



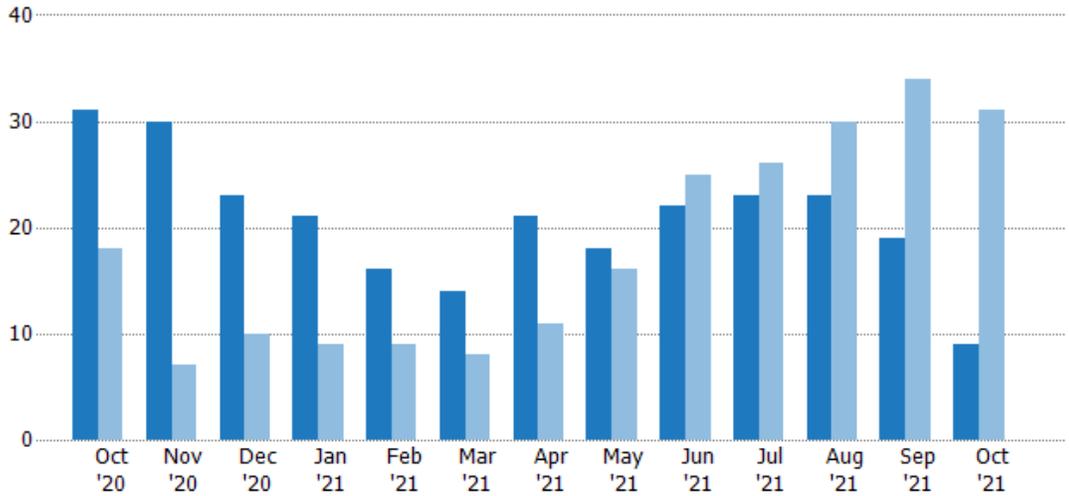
	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21
Current Year	\$4.44M	\$3.93M	\$2.06M	\$2.22M	\$1.38M	\$2.03M	\$3.14M	\$1.68M	\$4.93M	\$3.62M	\$2.71M	\$1.81M	\$389K
Prior Year	\$2.15M	\$859K	\$1.09M	\$1.04M	\$1.71M	\$1.15M	\$909K	\$1.41M	\$2.75M	\$4.17M	\$2.98M	\$2.58M	\$4.44M
Percent Change from Prior Year	106%	357%	88%	114%	-19%	76%	245%	19%	79%	-13%	-9%	-30%	-91%

## 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



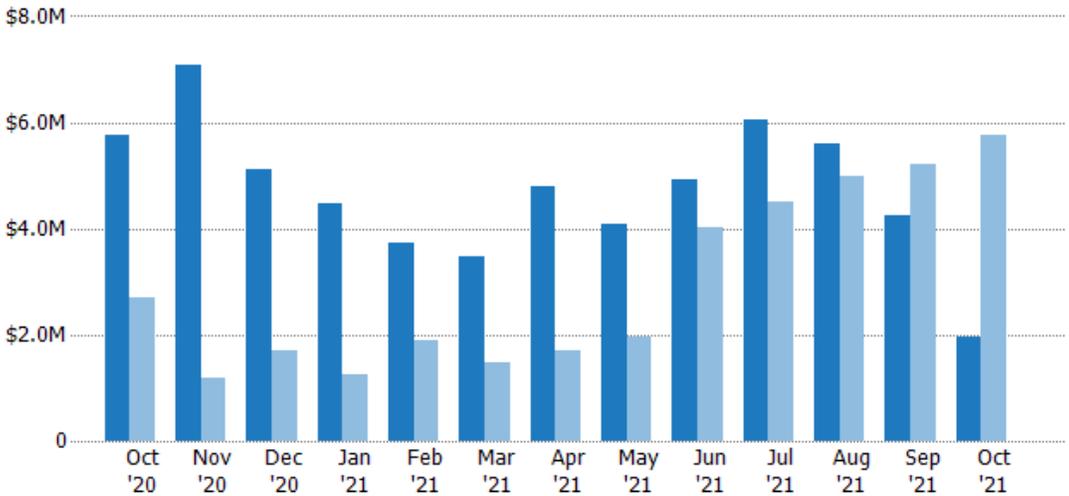
	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21
Current Year	31	30	23	21	16	14	21	18	22	23	23	19	9
Prior Year	18	7	10	9	9	8	11	16	25	26	30	34	31
Percent Change from Prior Year	72%	329%	130%	133%	78%	75%	91%	13%	-12%	-12%	-23%	-44%	-71%

## 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



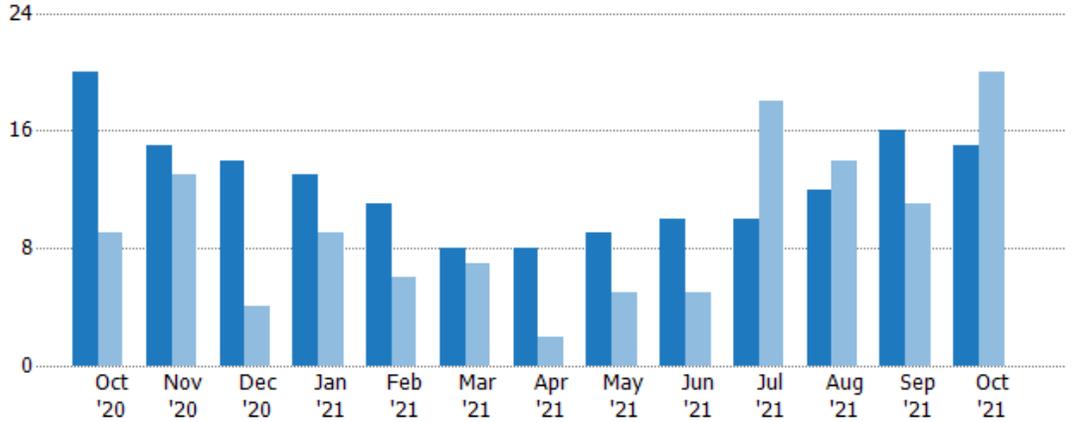
	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21
Current Year	\$5.76M	\$7.09M	\$5.1M	\$4.47M	\$3.72M	\$3.47M	\$4.79M	\$4.09M	\$4.94M	\$6.04M	\$5.59M	\$4.24M	\$1.96M
Prior Year	\$2.7M	\$1.19M	\$1.69M	\$1.25M	\$1.89M	\$1.46M	\$1.71M	\$1.95M	\$4.02M	\$4.5M	\$4.97M	\$5.2M	\$5.76M
Percent Change from Prior Year	114%	494%	201%	257%	96%	137%	179%	110%	23%	34%	12%	-19%	-66%

## 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



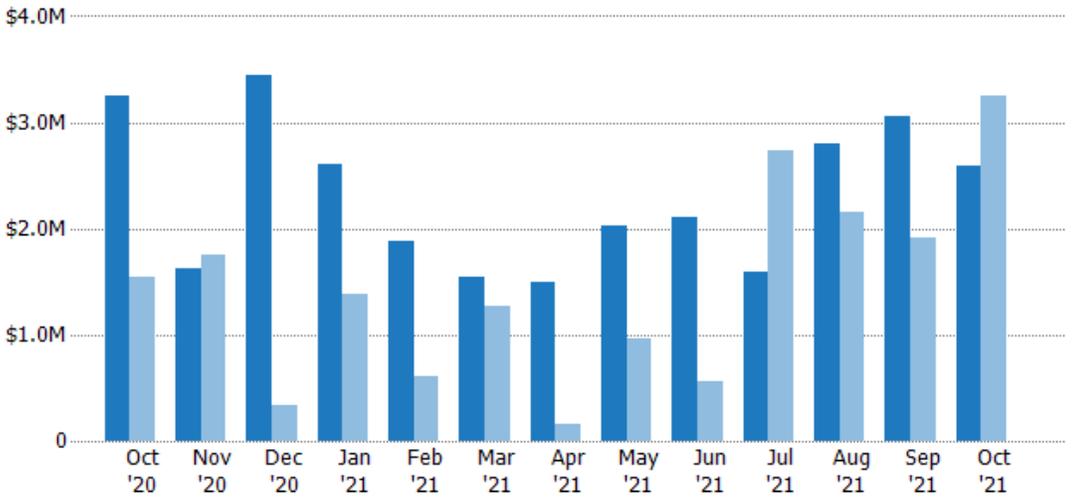
	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21
Current Year	20	15	14	13	11	8	8	9	10	10	12	16	15
Prior Year	9	13	4	9	6	7	2	5	5	18	14	11	20
Percent Change from Prior Year	122%	15%	250%	44%	83%	14%	300%	80%	100%	-44%	-14%	45%	-25%

## 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



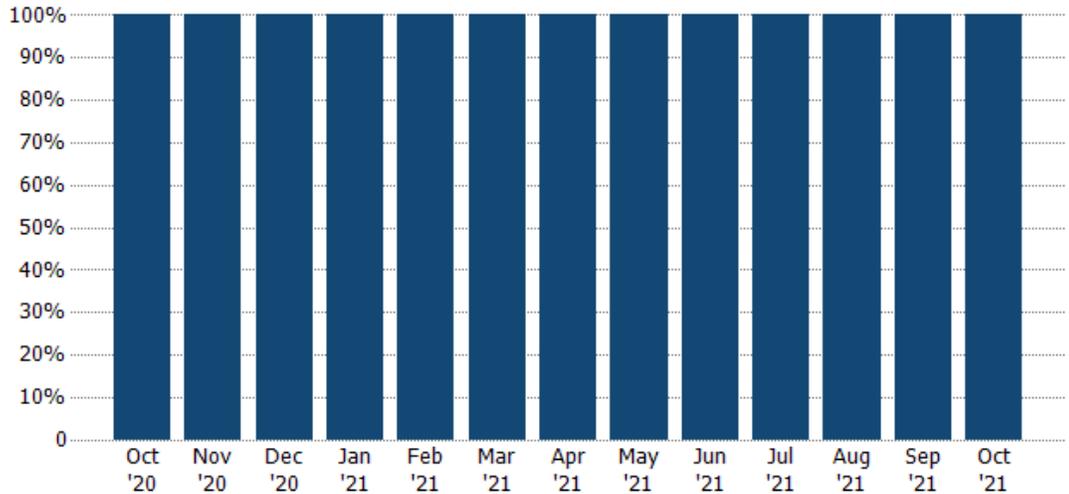
	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21
Current Year	\$3.25M	\$1.62M	\$3.45M	\$2.6M	\$1.88M	\$1.55M	\$1.5M	\$2.02M	\$2.11M	\$1.59M	\$2.8M	\$3.06M	\$2.59M
Prior Year	\$1.55M	\$1.75M	\$335K	\$1.38M	\$613K	\$1.26M	\$155K	\$966K	\$555K	\$2.73M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

## 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



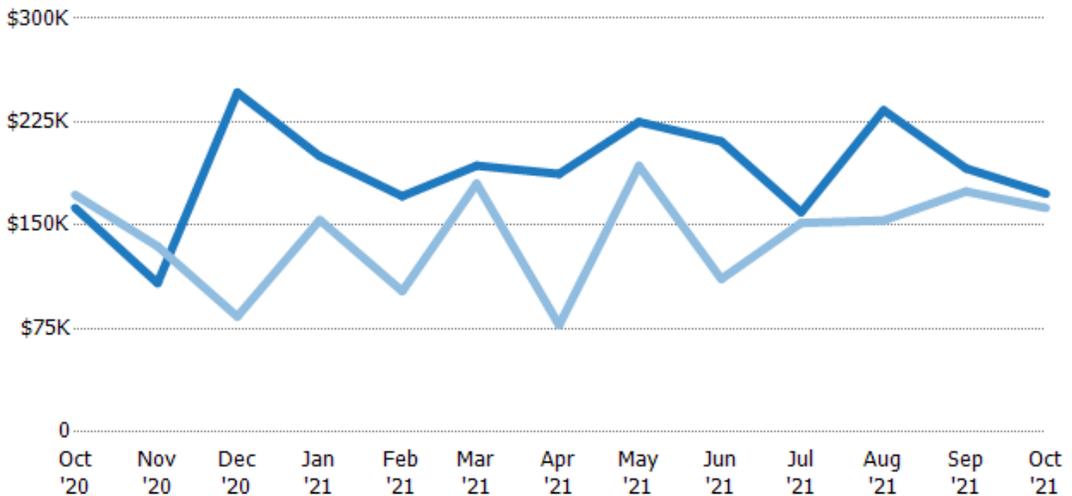
Single Family Residence	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
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## Average Sales Price

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	\$163K	\$108K	\$246K	\$200K	\$171K	\$193K	\$187K	\$225K	\$211K	\$159K	\$233K	\$191K	\$173K
Prior Year	\$172K	\$135K	\$83.8K	\$154K	\$102K	\$180K	\$77.5K	\$193K	\$111K	\$152K	\$153K	\$175K	\$163K
Percent Change from Prior Year	-6%	-20%	194%	30%	67%	7%	142%	16%	90%	5%	52%	10%	6%

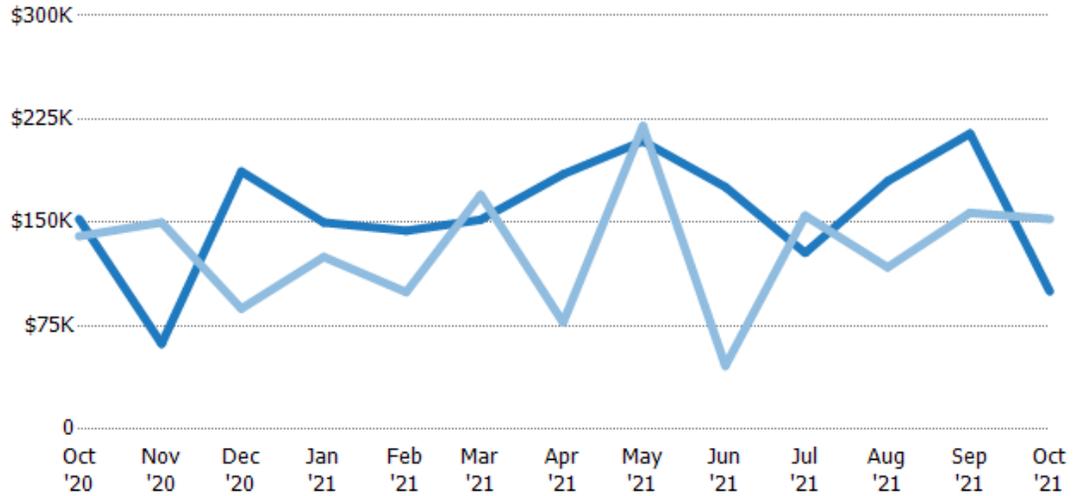
## Median Sales Price

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.
Oct '21	\$100K	-34.4%
Oct '20	\$153K	8.9%
Oct '19	\$140K	-35.7%



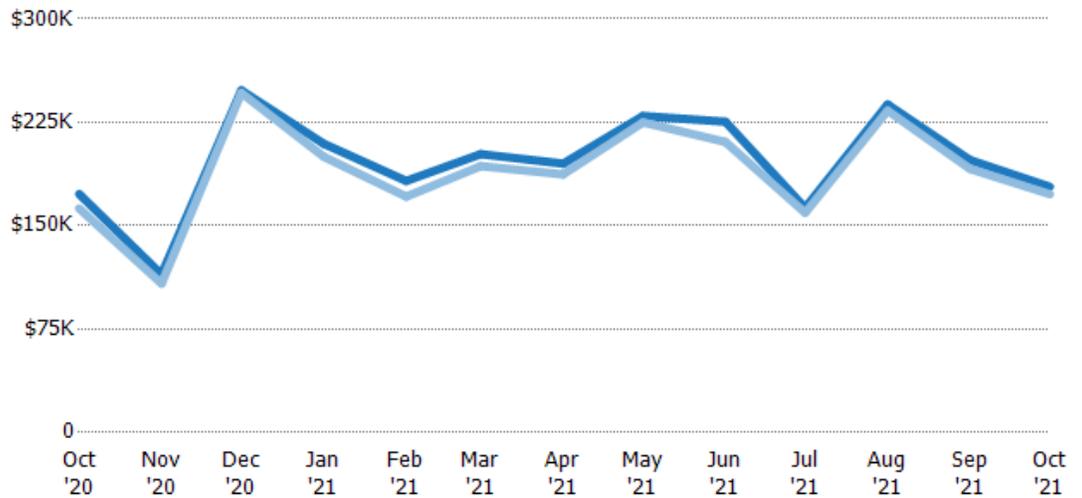
Current Year	\$153K	\$62K	\$187K	\$150K	\$144K	\$152K	\$185K	\$209K	\$176K	\$128K	\$180K	\$215K	\$100K
Prior Year	\$140K	\$150K	\$87.5K	\$125K	\$100K	\$170K	\$77.5K	\$220K	\$46K	\$155K	\$118K	\$157K	\$153K
Percent Change from Prior Year	9%	-59%	114%	20%	45%	-11%	139%	-5%	282%	-17%	53%	37%	-34%

## 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



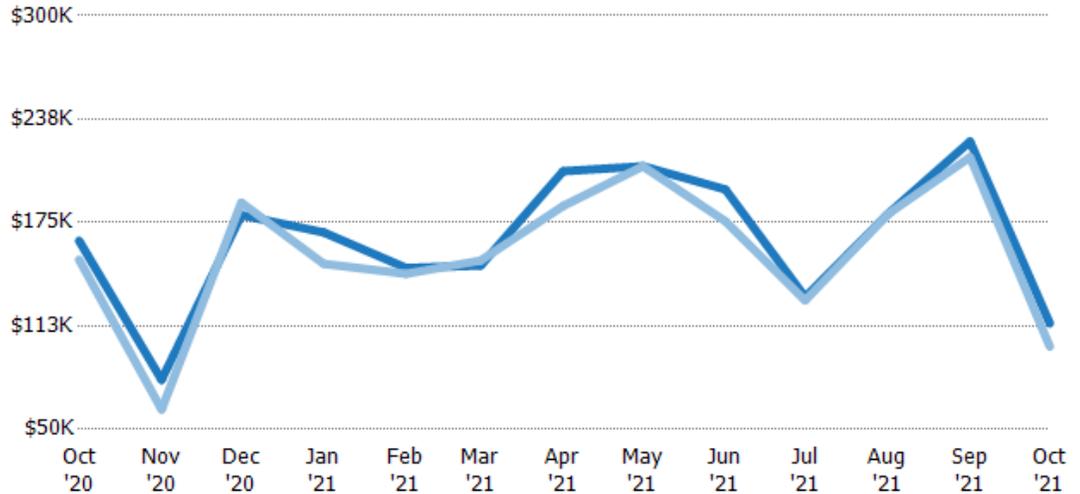
Avg List Price	\$173K	\$115K	\$248K	\$209K	\$182K	\$202K	\$195K	\$230K	\$225K	\$163K	\$238K	\$198K	\$178K
Avg Sales Price	\$163K	\$108K	\$246K	\$200K	\$171K	\$193K	\$187K	\$225K	\$211K	\$159K	\$233K	\$191K	\$173K
Avg Sales Price as a % of Avg List Price	94%	94%	99%	96%	94%	96%	96%	98%	94%	98%	98%	97%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



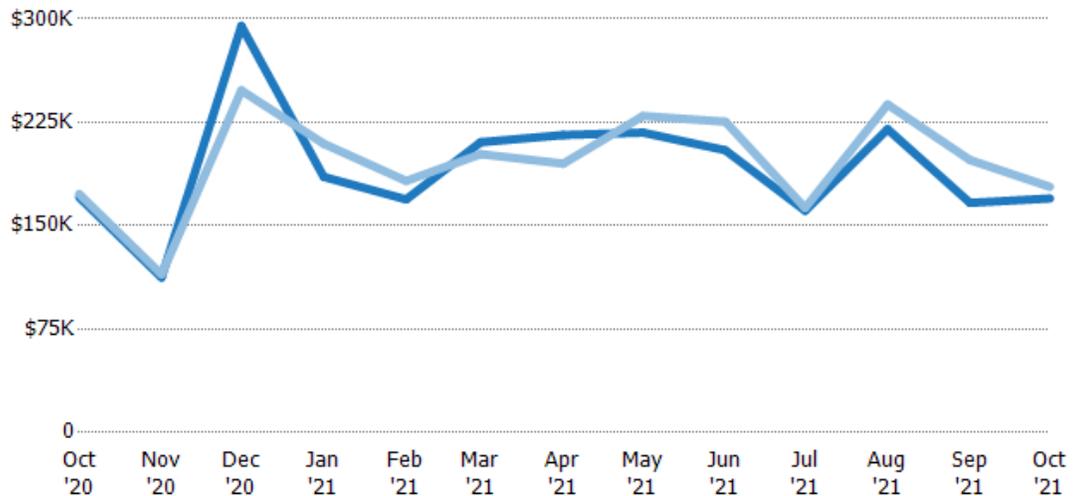
	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21
Median List Price	\$164K	\$79.9K	\$179K	\$169K	\$148K	\$149K	\$206K	\$209K	\$195K	\$130K	\$180K	\$224K	\$114K
Median Sales Price	\$153K	\$62K	\$187K	\$150K	\$144K	\$152K	\$185K	\$209K	\$176K	\$128K	\$180K	\$215K	\$100K
Med Sales Price as a % of Med List Price	93%	78%	104%	89%	98%	102%	90%	100%	90%	98%	100%	96%	88%

## 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



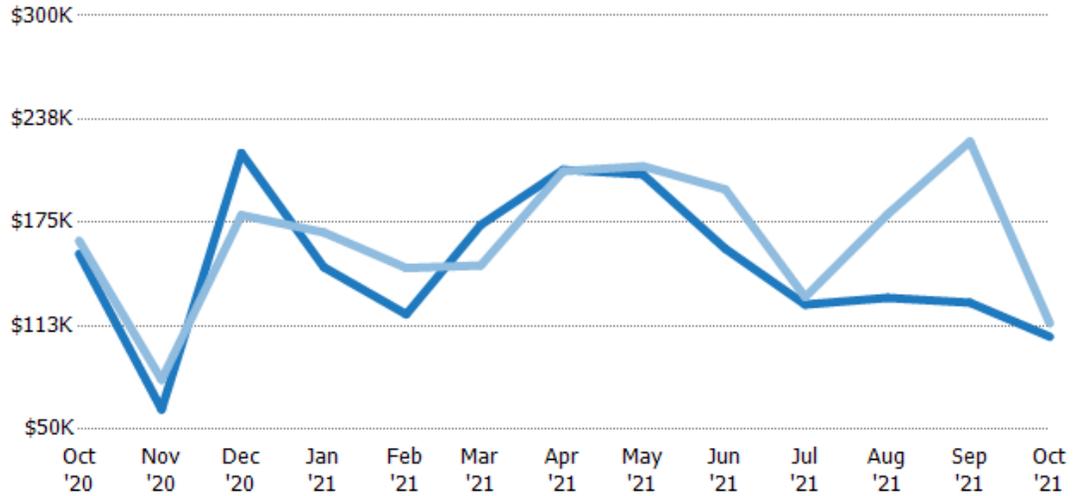
	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21
Avg Est Value	\$171K	\$112K	\$295K	\$185K	\$169K	\$211K	\$216K	\$218K	\$205K	\$161K	\$220K	\$167K	\$170K
Avg Sales Price	\$173K	\$115K	\$248K	\$209K	\$182K	\$202K	\$195K	\$230K	\$225K	\$163K	\$238K	\$198K	\$178K
Avg Sales Price as a % of Avg Est Value	101%	102%	84%	113%	108%	96%	90%	106%	110%	101%	108%	119%	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



	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21
Median Est Value	\$156K	\$62K	\$217K	\$148K	\$120K	\$174K	\$207K	\$204K	\$159K	\$125K	\$129K	\$127K	\$106K
Median Sales Price	\$164K	\$79.9K	\$179K	\$169K	\$148K	\$149K	\$206K	\$209K	\$195K	\$130K	\$180K	\$224K	\$114K
Med Sales Price as a % of Med Est Value	105%	129%	83%	114%	123%	86%	100%	102%	123%	104%	139%	177%	108%