

Summary of Key Listing and Sales Metrics

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

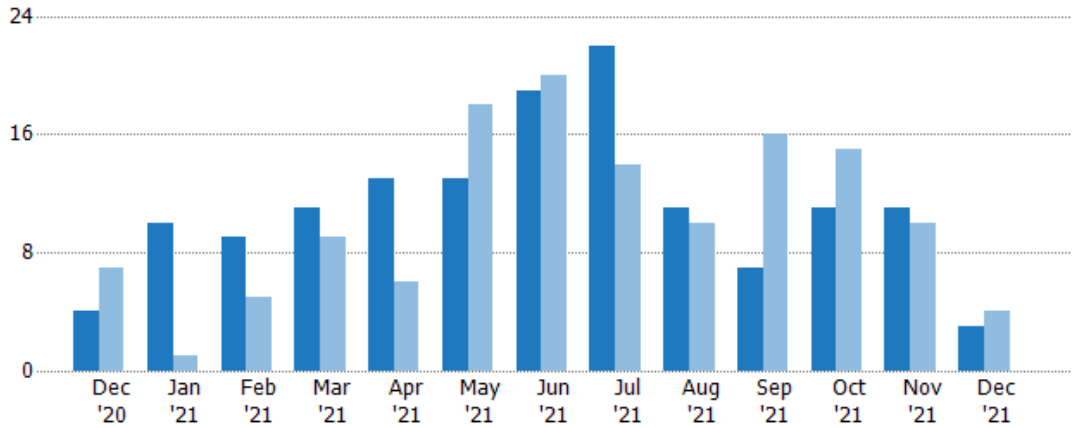
Key Metrics	Dec 2021	Dec 2020	+ / -	YTD 2021	YTD 2020	+ / -
Listing Activity Charts Metrics						
New Listing Count	3	4	-25%	140	128	+9.4%
New Listing Volume	\$613,900	\$1,264,500	-51.5%	\$32,310,999	\$27,076,706	+19.3%
Active Listing Count	29	24	+20.8%	N/A	N/A	
Active Listing Volume	\$7,792,000	\$6,176,500	+26.2%	N/A	N/A	
Average Listing Price	\$268,690	\$257,354	+4.4%	\$274,278	\$190,155	+44.2%
Median Listing Price	\$224,900	\$186,500	+20.6%	\$206,142	\$134,985	+52.7%
Median Days in RPR	88	114	-22.8%	88.87	127.5	-30.3%
Months of Inventory	2.9	1.5	+93.3%	3	9.1	-66.5%
Absorption Rate	34.48%	66.67%	-32.2%	32.9%	11.01%	+21.9%
Sales Activity Charts Metrics						
New Pending Sales Count	2	11	-81.8%	140	172	-18.6%
New Pending Sales Volume	\$308,600	\$2,058,300	-85%	\$26,933,899	\$29,137,206	-7.6%
Pending Sales Count	4	23	-82.6%	N/A	N/A	
Pending Sales Volume	\$948,900	\$5,101,000	-81.4%	N/A	N/A	
Closed Sales Count	10	14	-28.6%	133	127	+4.7%
Closed Sales Volume	\$1,687,900	\$3,449,000	-51.1%	\$25,863,960	\$20,163,852	+28.3%
Average Sales Price	\$168,790	\$246,357	-31.5%	\$194,466	\$158,770	+22.5%
Median Sales Price	\$155,000	\$187,000	-17.1%	\$164,270	\$137,692	+19.3%

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



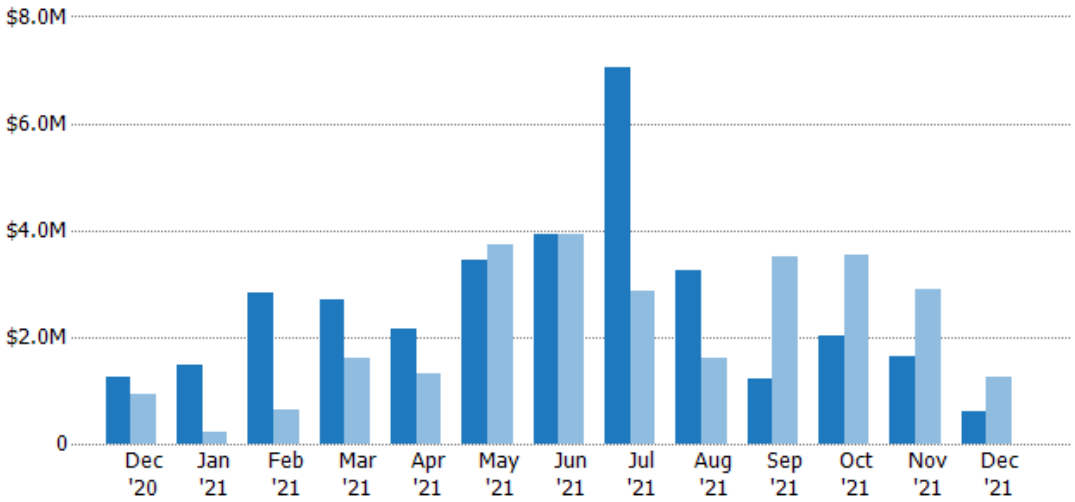
	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21
Current Year	4	10	9	11	13	13	19	22	11	7	11	11	3
Prior Year	7	1	5	9	6	18	20	14	10	16	15	10	4
Percent Change from Prior Year	-43%	900%	80%	22%	117%	-28%	-5%	57%	10%	-56%	-27%	10%	-25%

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



	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21
Current Year	\$1.26M	\$1.47M	\$2.84M	\$2.69M	\$2.16M	\$3.43M	\$3.92M	\$7.03M	\$3.25M	\$1.22M	\$2.03M	\$1.65M	\$614K
Prior Year	\$934K	\$228K	\$646K	\$1.6M	\$1.31M	\$3.73M	\$3.93M	\$2.85M	\$1.6M	\$3.51M	\$3.54M	\$2.88M	\$1.26M
Percent Change from Prior Year	35%	546%	340%	69%	65%	-8%	0%	147%	103%	-65%	-43%	-43%	-51%

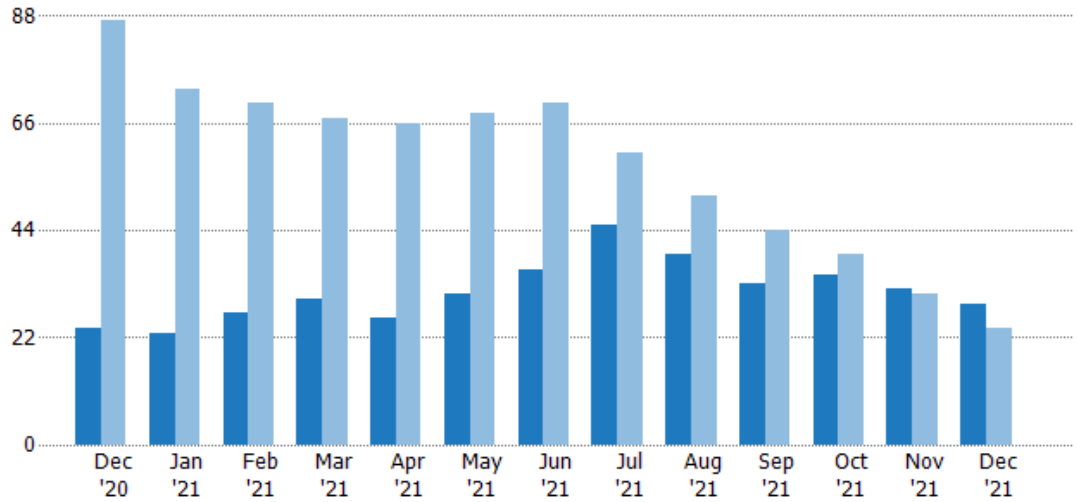
Active Listings

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.
Dec '21	29	20.8%
Dec '20	24	-72.4%
Dec '19	87	-16.1%



	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21
Current Year	24	23	27	30	26	31	36	45	39	33	35	32	29
Prior Year	87	73	70	67	66	68	70	60	51	44	39	31	24
Percent Change from Prior Year	-72%	-68%	-61%	-55%	-61%	-54%	-49%	-25%	-24%	-25%	-10%	3%	21%

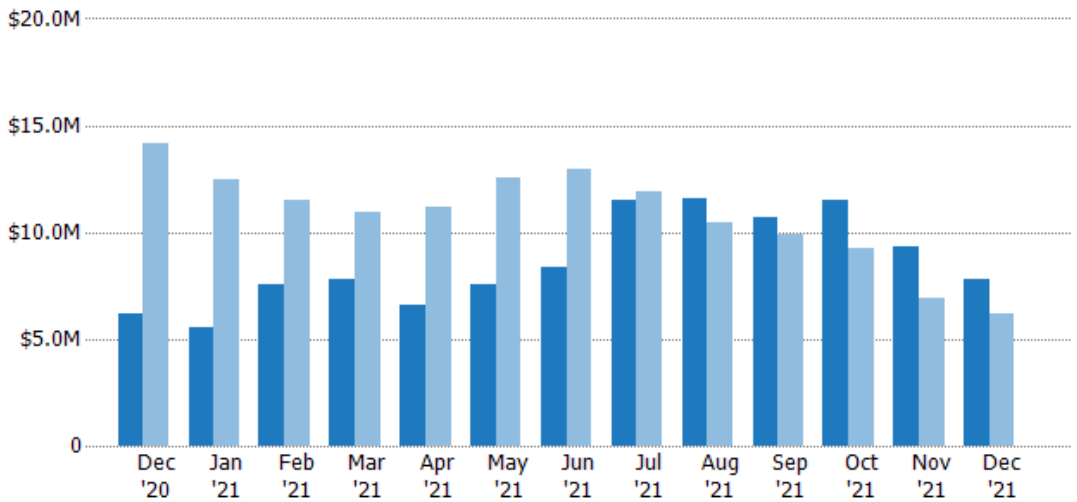
Active Listing Volume

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.
Dec '21	\$7.79M	26.2%
Dec '20	\$6.18M	-56.4%
Dec '19	\$14.2M	-2.3%



	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21
Current Year	\$6.18M	\$5.56M	\$7.59M	\$7.82M	\$6.58M	\$7.57M	\$8.39M	\$11.5M	\$11.6M	\$10.7M	\$11.5M	\$9.33M	\$7.79M
Prior Year	\$14.2M	\$12.4M	\$11.5M	\$11M	\$11.1M	\$12.5M	\$13M	\$11.9M	\$10.5M	\$9.85M	\$9.21M	\$6.93M	\$6.18M
Percent Change from Prior Year	-56%	-55%	-34%	-29%	-41%	-40%	-35%	-3%	10%	8%	25%	35%	26%

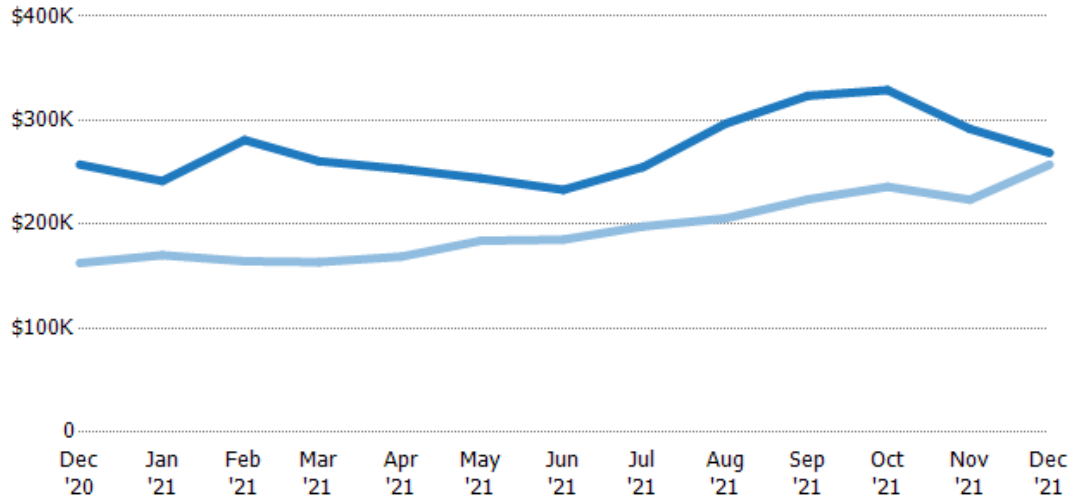
Average Listing Price

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.
Dec '21	\$269K	4.4%
Dec '20	\$257K	58.2%
Dec '19	\$163K	16.4%



Current Year	\$257K	\$242K	\$281K	\$261K	\$253K	\$244K	\$233K	\$255K	\$297K	\$324K	\$329K	\$292K	\$269K
Prior Year	\$163K	\$170K	\$164K	\$164K	\$169K	\$184K	\$185K	\$198K	\$206K	\$224K	\$236K	\$224K	\$257K
Percent Change from Prior Year	58%	42%	71%	59%	50%	33%	26%	29%	44%	44%	39%	30%	4%

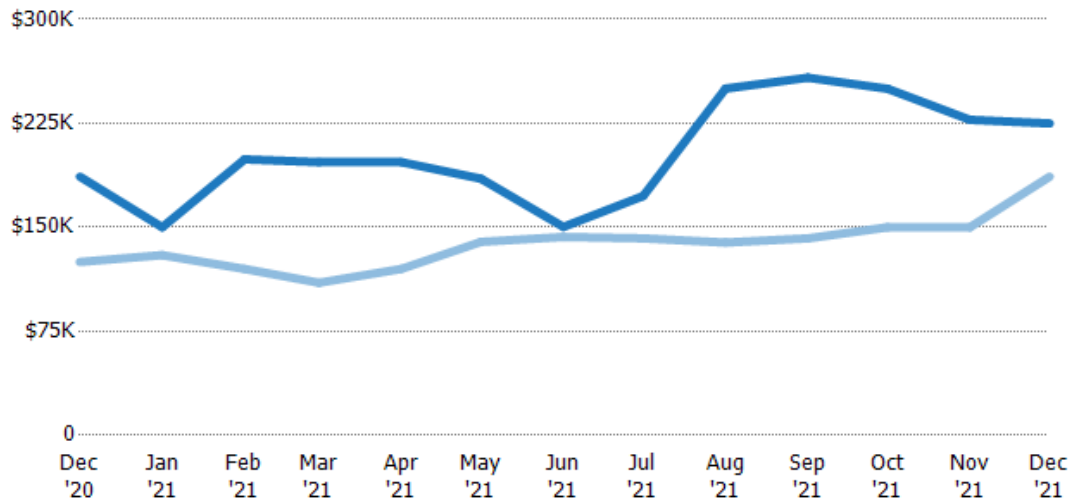
Median Listing Price

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.
Dec '21	\$225K	20.6%
Dec '20	\$187K	49.2%
Dec '19	\$125K	11.2%



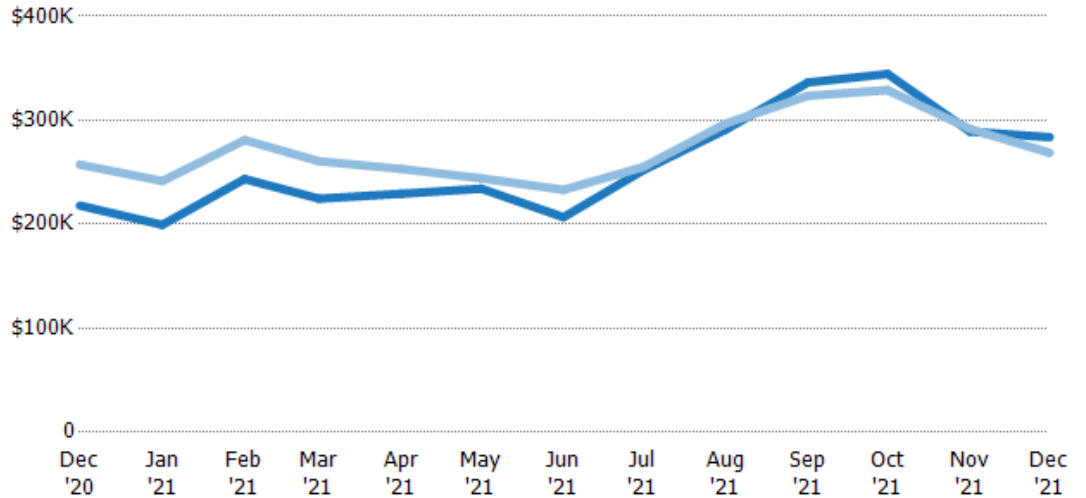
Current Year	\$187K	\$150K	\$199K	\$197K	\$197K	\$185K	\$150K	\$173K	\$250K	\$258K	\$250K	\$228K	\$225K
Prior Year	\$125K	\$130K	\$120K	\$110K	\$120K	\$140K	\$143K	\$142K	\$139K	\$142K	\$150K	\$150K	\$187K
Percent Change from Prior Year	49%	15%	66%	79%	64%	33%	5%	21%	80%	82%	67%	52%	21%

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



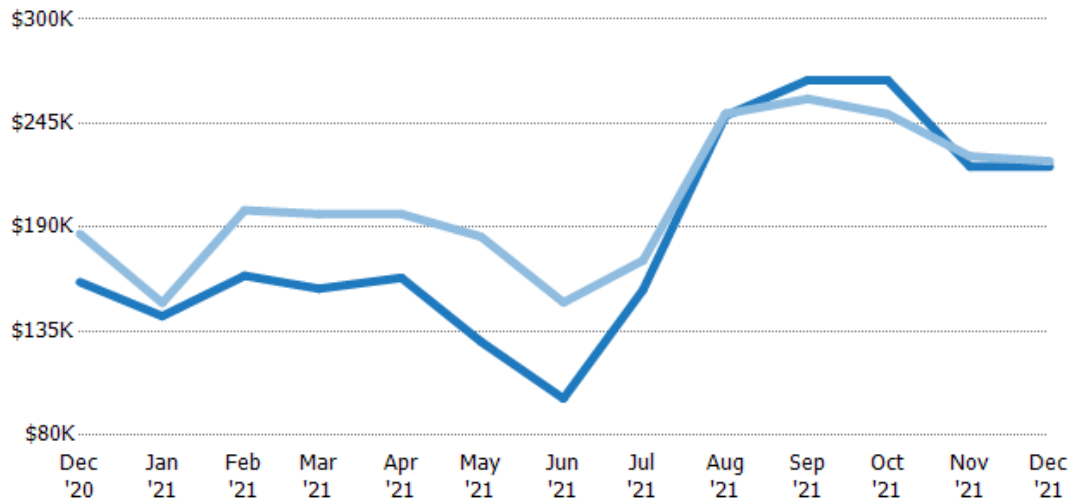
	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21
Avg Est Value	\$218K	\$199K	\$244K	\$225K	\$229K	\$234K	\$207K	\$252K	\$291K	\$336K	\$345K	\$289K	\$284K
Avg Listing Price	\$257K	\$242K	\$281K	\$261K	\$253K	\$244K	\$233K	\$255K	\$297K	\$324K	\$329K	\$292K	\$269K
Avg Listing Price as a % of Avg Est Value	118%	121%	115%	116%	110%	104%	113%	101%	102%	96%	95%	101%	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



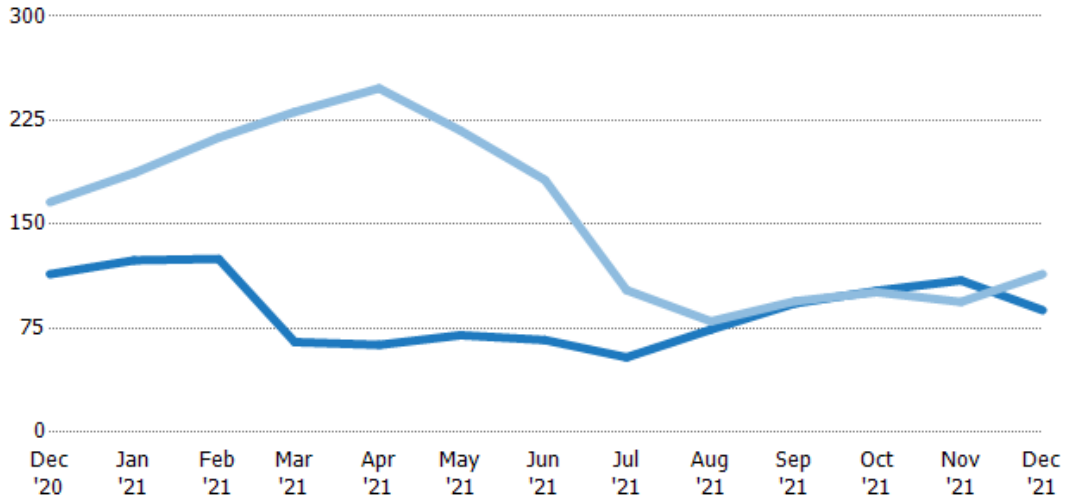
	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21
Median Est Value	\$161K	\$143K	\$164K	\$158K	\$163K	\$129K	\$99.4K	\$157K	\$249K	\$268K	\$268K	\$222K	\$222K
Median Listing Price	\$187K	\$150K	\$199K	\$197K	\$197K	\$185K	\$150K	\$173K	\$250K	\$258K	\$250K	\$228K	\$225K
Med Listing Price as a % of Med Est Value	116%	105%	121%	125%	121%	143%	151%	110%	100%	96%	93%	102%	101%

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



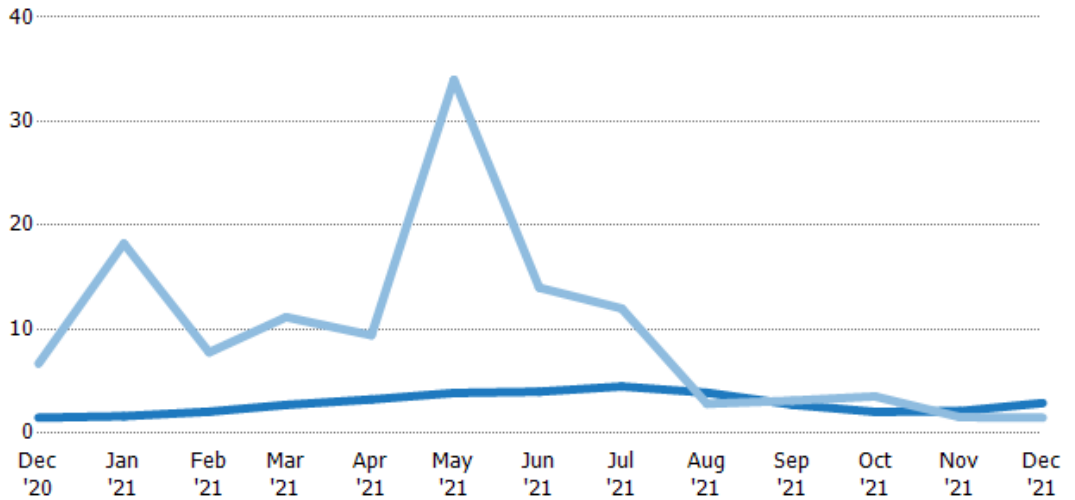
	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21
Current Year	114	124	125	65	63	70	66.5	54	74	93	102	110	88
Prior Year	166	187	213	231	248	218	182	103	80	94.5	101	94	114
Percent Change from Prior Year	-31%	-34%	-41%	-72%	-75%	-68%	-63%	-47%	-8%	-2%	1%	16%	-23%

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



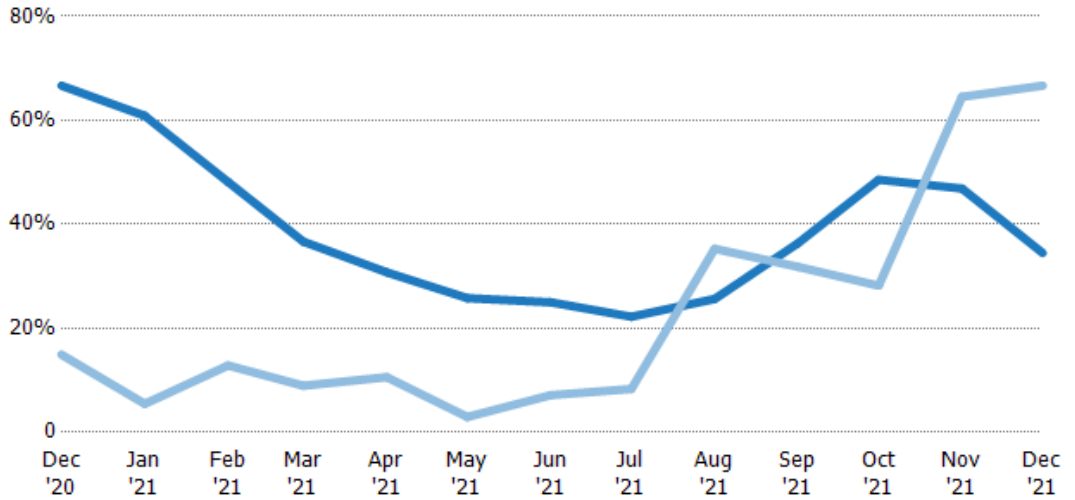
	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21
Current Year	1.5	1.64	2.08	2.73	3.25	3.88	4	4.5	3.9	2.75	2.06	2.13	2.9
Prior Year	6.69	18.3	7.78	11.2	9.43	34	14	12	2.83	3.14	3.55	1.55	1.5
Percent Change from Prior Year	-78%	-91%	-73%	-76%	-66%	-89%	-71%	-63%	38%	-12%	-42%	38%	93%

Absorption Rate

The percentage of inventory sold per month.

Filters Used

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



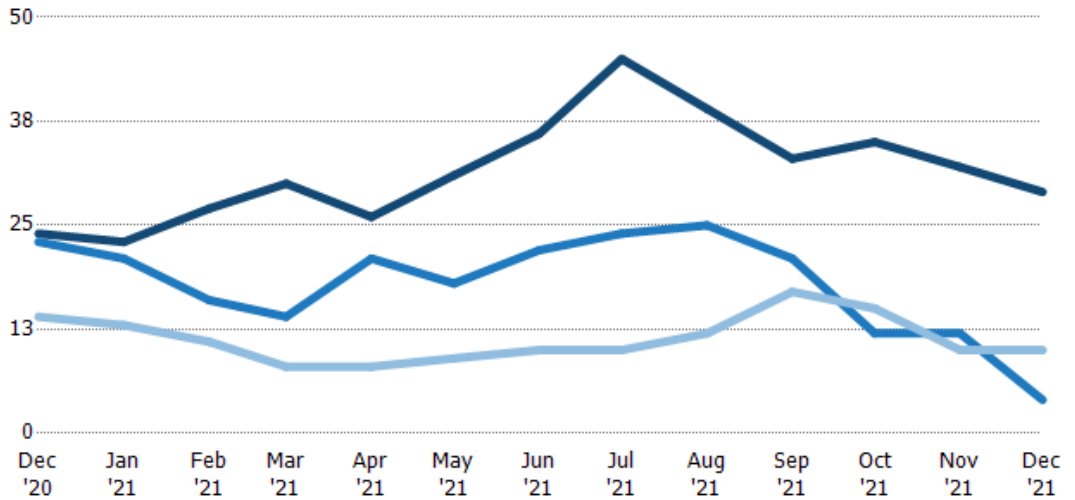
	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21
Current Year	67%	61%	48%	37%	31%	26%	25%	22%	26%	36%	49%	47%	34%
Prior Year	15%	5%	13%	9%	11%	3%	7%	8%	35%	32%	28%	65%	67%
Change from Prior Year	-52%	-55%	-35%	-28%	-20%	-23%	-18%	-14%	10%	-5%	-20%	18%	32%

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



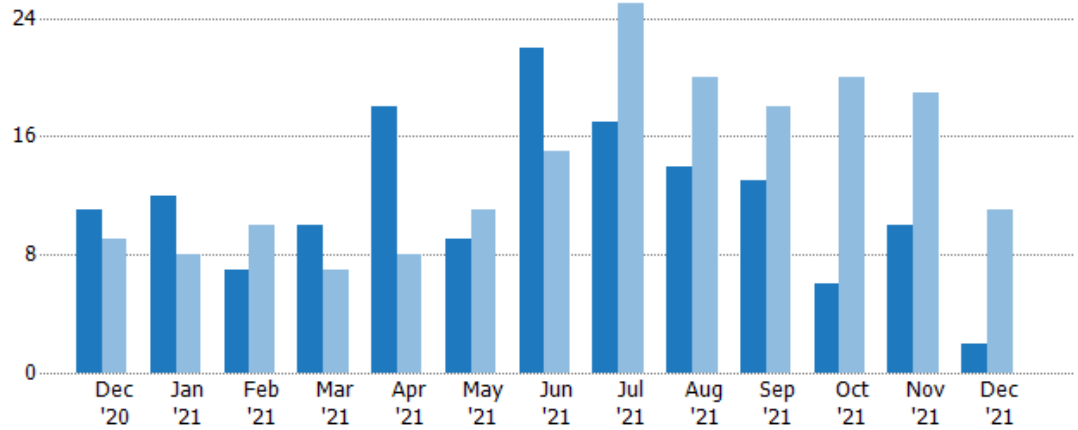
	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21
Active	24	23	27	30	26	31	36	45	39	33	35	32	29
Pending	23	21	16	14	21	18	22	24	25	21	12	12	4
Sold	14	13	11	8	8	9	10	10	12	17	15	10	10

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



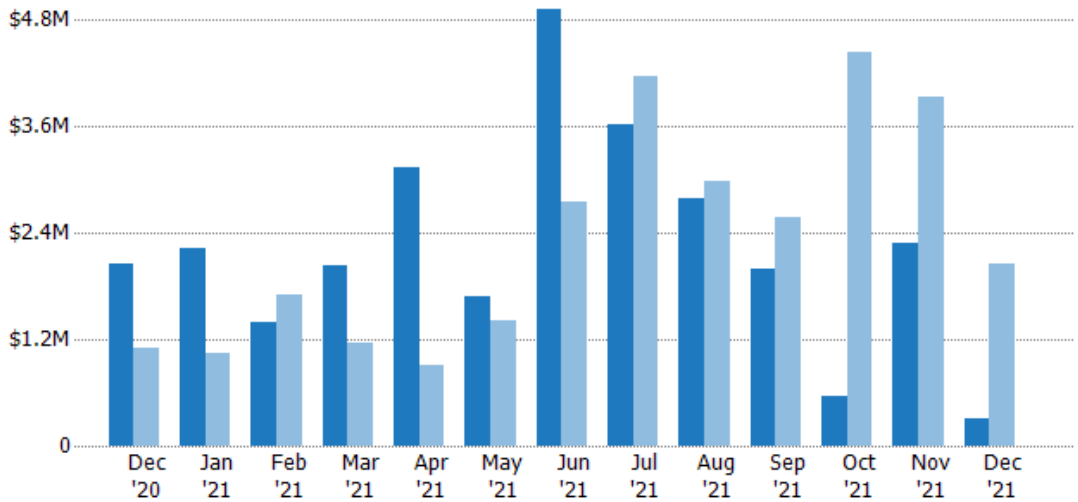
	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21
Current Year	11	12	7	10	18	9	22	17	14	13	6	10	2
Prior Year	9	8	10	7	8	11	15	25	20	18	20	19	11
Percent Change from Prior Year	22%	50%	-30%	43%	125%	-18%	47%	-32%	-30%	-28%	-70%	-47%	-82%

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



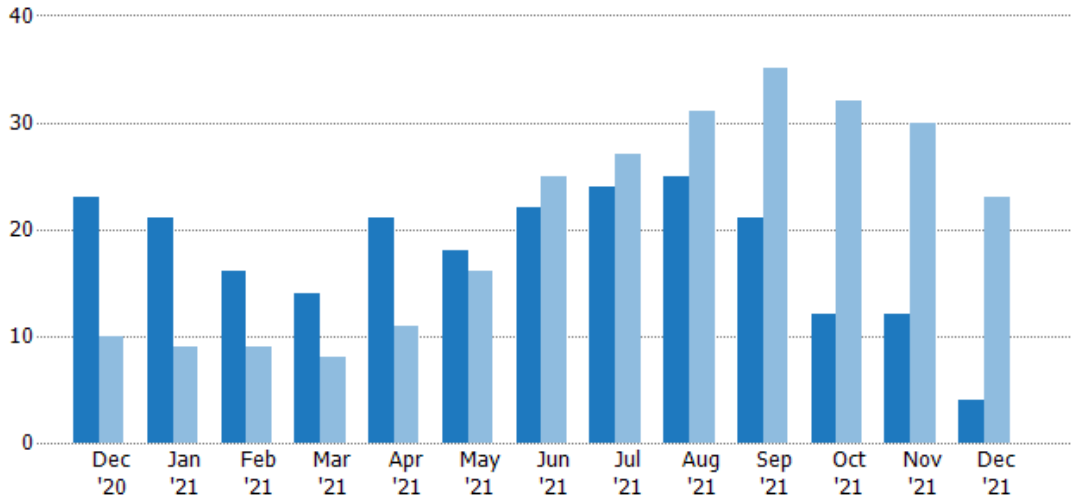
	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21
Current Year	\$2.06M	\$2.22M	\$1.38M	\$2.03M	\$3.14M	\$1.68M	\$4.93M	\$3.62M	\$2.8M	\$1.99M	\$554K	\$2.28M	\$309K
Prior Year	\$1.09M	\$1.04M	\$1.71M	\$1.15M	\$909K	\$1.41M	\$2.75M	\$4.17M	\$2.98M	\$2.58M	\$4.44M	\$3.93M	\$2.06M
Percent Change from Prior Year	88%	114%	-19%	76%	245%	19%	79%	-13%	-6%	-23%	-88%	-42%	-85%

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



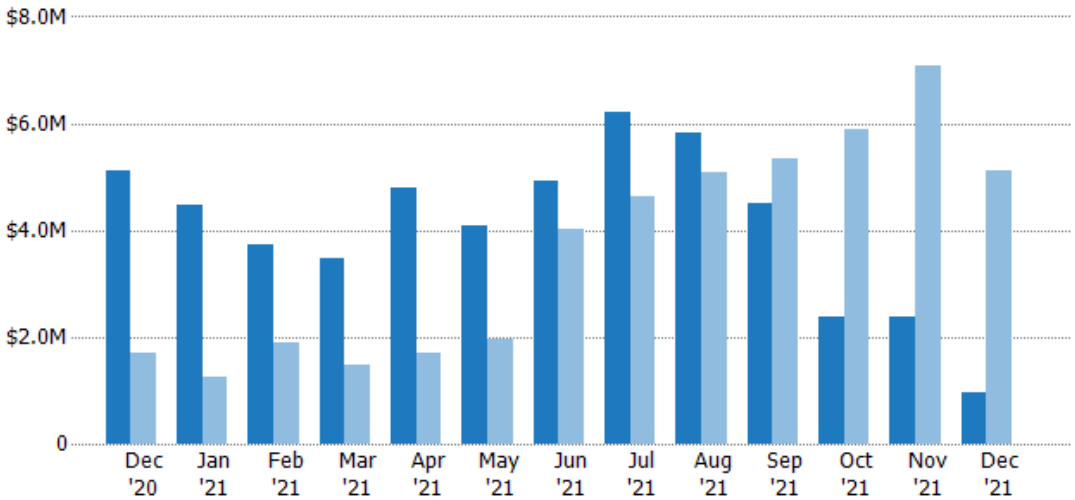
	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21
Current Year	23	21	16	14	21	18	22	24	25	21	12	12	4
Prior Year	10	9	9	8	11	16	25	27	31	35	32	30	23
Percent Change from Prior Year	130%	133%	78%	75%	91%	13%	-12%	-11%	-19%	-40%	-63%	-60%	-83%

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



	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21
Current Year	\$5.1M	\$4.47M	\$3.72M	\$3.47M	\$4.79M	\$4.09M	\$4.94M	\$6.19M	\$5.83M	\$4.5M	\$2.39M	\$2.37M	\$949K
Prior Year	\$1.69M	\$1.25M	\$1.89M	\$1.46M	\$1.71M	\$1.95M	\$4.02M	\$4.62M	\$5.1M	\$5.33M	\$5.89M	\$7.09M	\$5.1M
Percent Change from Prior Year	201%	257%	96%	137%	179%	110%	23%	34%	15%	-15%	-59%	-67%	-81%

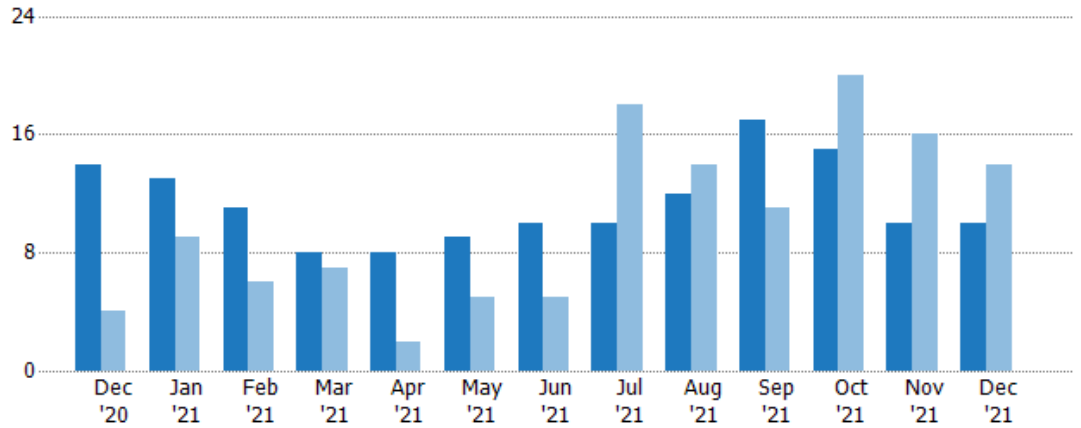
Closed Sales

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.
Dec '21	10	-28.6%
Dec '20	14	250%
Dec '19	4	25%



	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21
Current Year	14	13	11	8	8	9	10	10	12	17	15	10	10
Prior Year	4	9	6	7	2	5	5	18	14	11	20	16	14
Percent Change from Prior Year	250%	44%	83%	14%	300%	80%	100%	-44%	-14%	55%	-25%	-38%	-29%

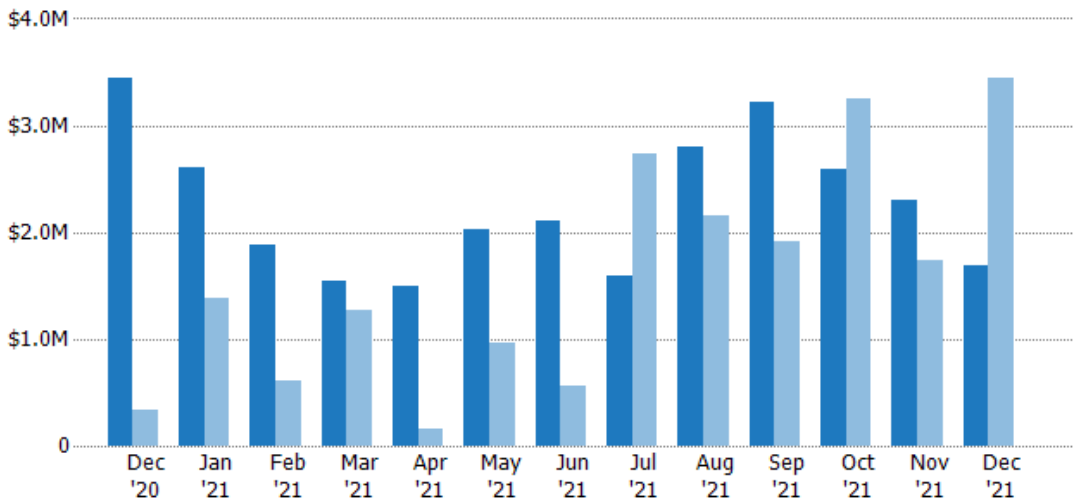
Closed Sales Volume

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.
Dec '21	\$1.69M	-51.1%
Dec '20	\$3.45M	929.6%
Dec '19	\$335K	186.3%



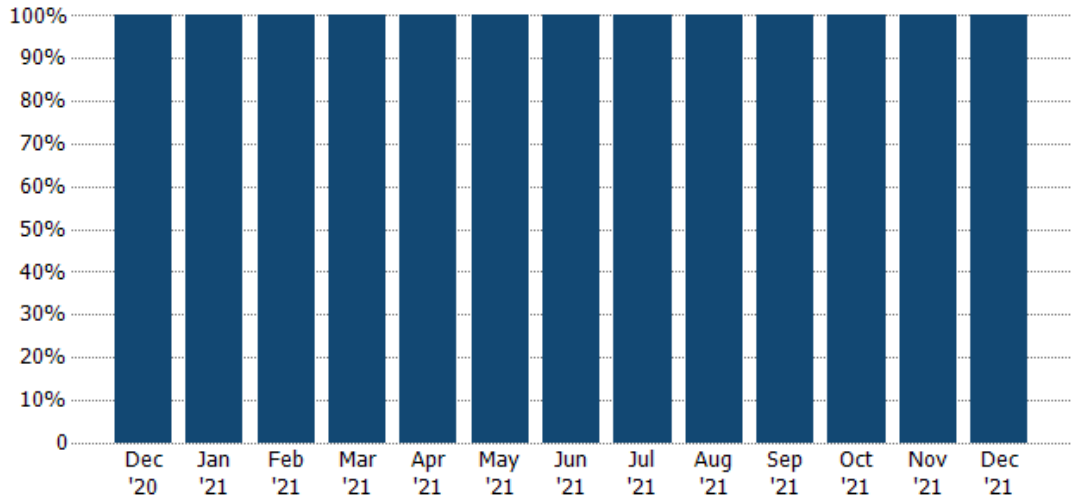
	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21
Current Year	\$3.45M	\$2.6M	\$1.88M	\$1.55M	\$1.5M	\$2.02M	\$2.11M	\$1.59M	\$2.8M	\$3.22M	\$2.59M	\$2.31M	\$1.69M
Prior Year	\$335K	\$1.38M	\$613K	\$1.26M	\$155K	\$966K	\$555K	\$2.73M	\$2.15M	\$1.92M	\$3.25M	\$1.73M	\$3.45M
Percent Change from Prior Year	930%	88%	207%	23%	866%	110%	280%	-42%	30%	68%	-20%	33%	-51%

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

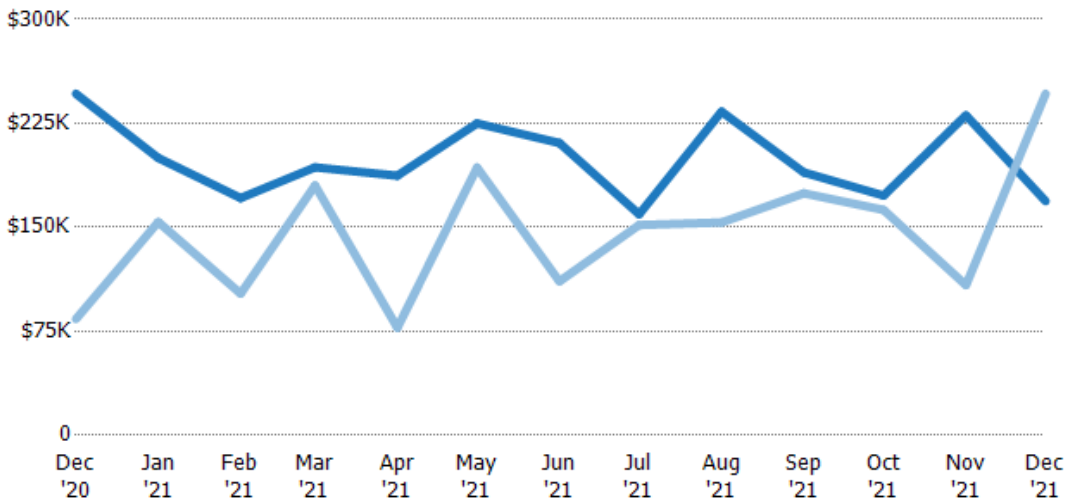
100% 100% 100% 100% 100% 100% 100% 100% 100% 100% 100% 100% 100%

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

\$246K \$200K \$171K \$193K \$187K \$225K \$211K \$159K \$233K \$190K \$173K \$231K \$169K
 \$83.8K \$154K \$102K \$180K \$77.5K \$193K \$111K \$152K \$153K \$175K \$163K \$108K \$246K
 194% 30% 67% 7% 142% 16% 90% 5% 52% 9% 6% 113% -31%

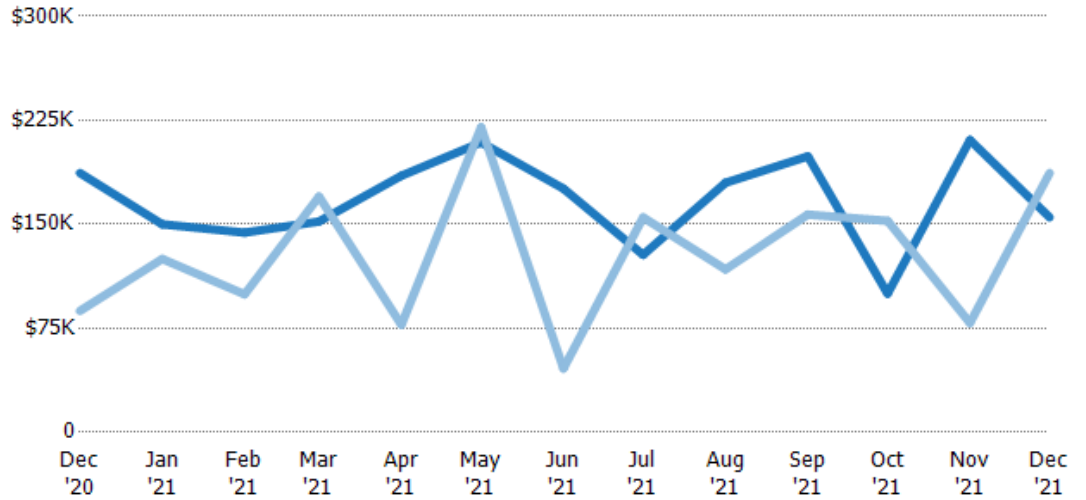
Median Sales Price

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.
Dec '21	\$155K	-17.1%
Dec '20	\$187K	113.7%
Dec '19	\$87.5K	71.4%



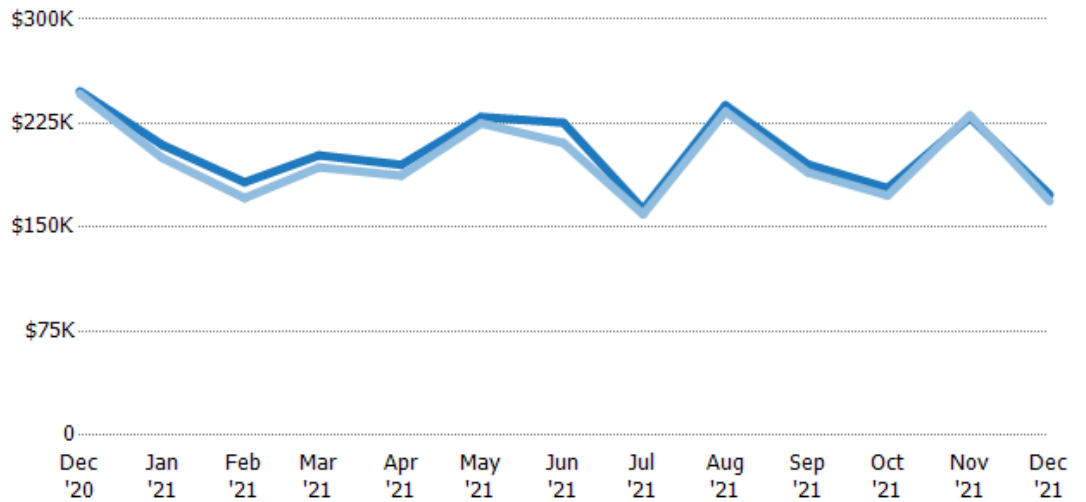
Current Year	\$187K	\$150K	\$144K	\$152K	\$185K	\$209K	\$176K	\$128K	\$180K	\$199K	\$100K	\$211K	\$155K
Prior Year	\$87.5K	\$125K	\$100K	\$170K	\$77.5K	\$220K	\$46K	\$155K	\$118K	\$157K	\$153K	\$78.8K	\$187K
Percent Change from Prior Year	114%	20%	45%	-11%	139%	-5%	282%	-17%	53%	27%	-34%	167%	-17%

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



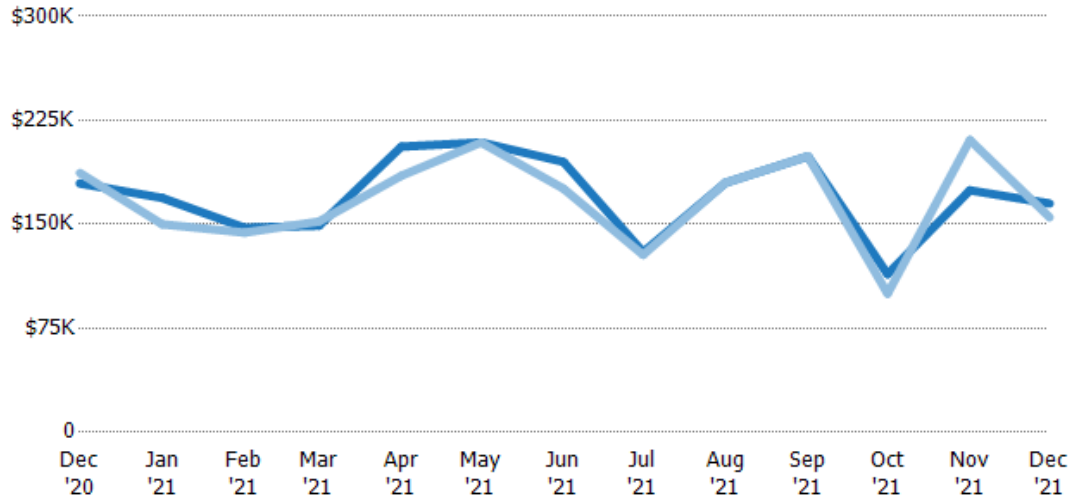
Avg List Price	\$248K	\$209K	\$182K	\$202K	\$195K	\$230K	\$225K	\$163K	\$238K	\$195K	\$178K	\$229K	\$173K
Avg Sales Price	\$246K	\$200K	\$171K	\$193K	\$187K	\$225K	\$211K	\$159K	\$233K	\$190K	\$173K	\$231K	\$169K
Avg Sales Price as a % of Avg List Price	99%	96%	94%	96%	96%	98%	94%	98%	98%	97%	97%	101%	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



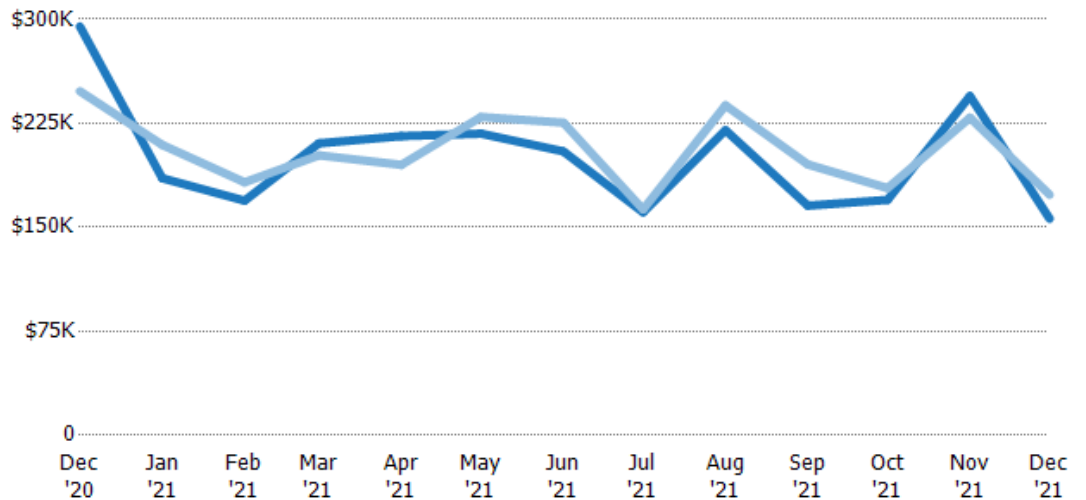
	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21
Median List Price	\$179K	\$169K	\$148K	\$149K	\$206K	\$209K	\$195K	\$130K	\$180K	\$199K	\$114K	\$175K	\$165K
Median Sales Price	\$187K	\$150K	\$144K	\$152K	\$185K	\$209K	\$176K	\$128K	\$180K	\$199K	\$100K	\$211K	\$155K
Med Sales Price as a % of Med List Price	104%	89%	98%	102%	90%	100%	90%	98%	100%	100%	88%	121%	94%

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



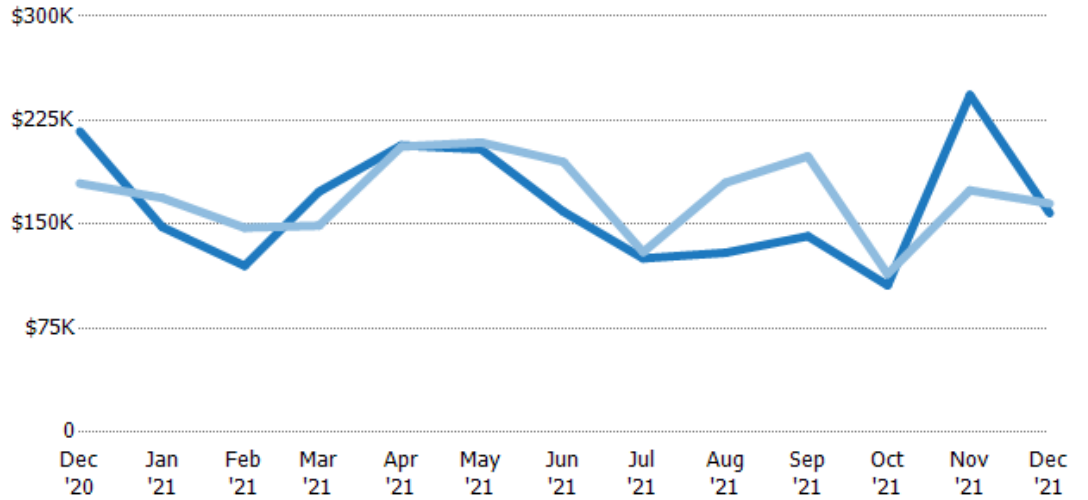
	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21
Avg Est Value	\$295K	\$185K	\$169K	\$211K	\$216K	\$218K	\$205K	\$161K	\$220K	\$166K	\$170K	\$245K	\$156K
Avg Sales Price	\$248K	\$209K	\$182K	\$202K	\$195K	\$230K	\$225K	\$163K	\$238K	\$195K	\$178K	\$229K	\$173K
Avg Sales Price as a % of Avg Est Value	84%	113%	108%	96%	90%	106%	110%	101%	108%	118%	105%	94%	111%

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



	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21
Median Est Value	\$217K	\$148K	\$120K	\$174K	\$207K	\$204K	\$159K	\$125K	\$129K	\$141K	\$106K	\$243K	\$158K
Median Sales Price	\$179K	\$169K	\$148K	\$149K	\$206K	\$209K	\$195K	\$130K	\$180K	\$199K	\$114K	\$175K	\$165K
Med Sales Price as a % of Med Est Value	83%	114%	123%	86%	100%	102%	123%	104%	139%	141%	108%	72%	104%