

Summary of Key Listing and Sales Metrics

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

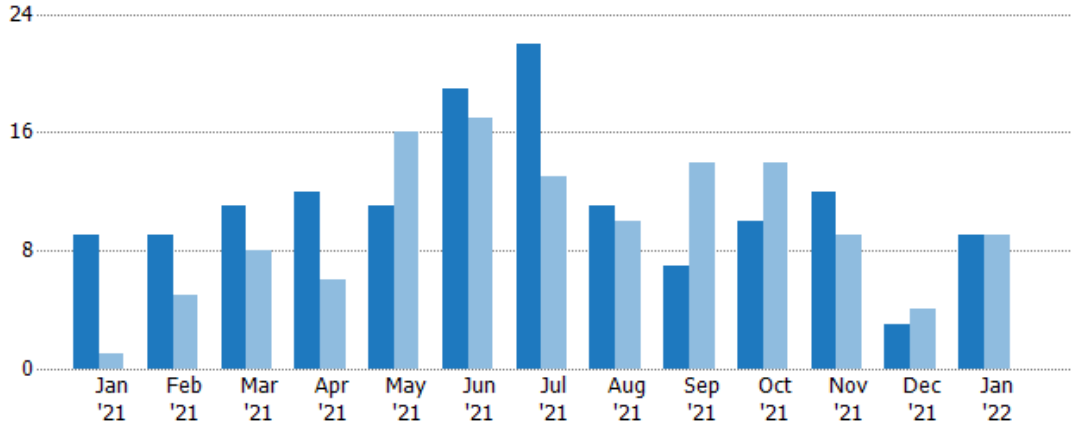
Key Metrics	Jan 2022	Jan 2021	+ / -	YTD 2022	YTD 2021	+ / -
Listing Activity Charts Metrics						
New Listing Count	9	9	+/-	145	126	+15.1%
New Listing Volume	\$2,474,300	\$1,400,699	+76.6%	\$34,651,099	\$26,243,205	+32%
Active Listing Count	22	19	+15.8%	N/A	N/A	
Active Listing Volume	\$5,931,500	\$4,807,000	+23.4%	N/A	N/A	
Average Listing Price	\$269,614	\$253,000	+6.6%	\$289,399	\$192,417	+50.4%
Median Listing Price	\$227,500	\$178,000	+27.8%	\$222,513	\$135,967	+63.7%
Median Days in RPR	89.5	107	-16.4%	87.83	123.63	-29%
Months of Inventory	2.2	1.5	+50.5%	1.7	2.1	-19.8%
Absorption Rate	45.45%	68.42%	-23%	59.09%	47.37%	+11.7%
Sales Activity Charts Metrics						
New Pending Sales Count	6	10	-40%	141	171	-17.5%
New Pending Sales Volume	\$1,116,300	\$2,021,299	-44.8%	\$27,146,899	\$29,454,705	-7.8%
Pending Sales Count	9	19	-52.6%	N/A	N/A	
Pending Sales Volume	\$1,411,100	\$4,150,199	-66%	N/A	N/A	
Closed Sales Count	4	13	-69.2%	129	130	-0.8%
Closed Sales Volume	\$1,008,000	\$2,599,900	-61.2%	\$25,488,960	\$21,358,752	+19.3%
Average Sales Price	\$252,000	\$199,992	+26%	\$197,589	\$164,298	+20.3%
Median Sales Price	\$258,500	\$150,000	+72.3%	\$164,624	\$145,780	+12.9%

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



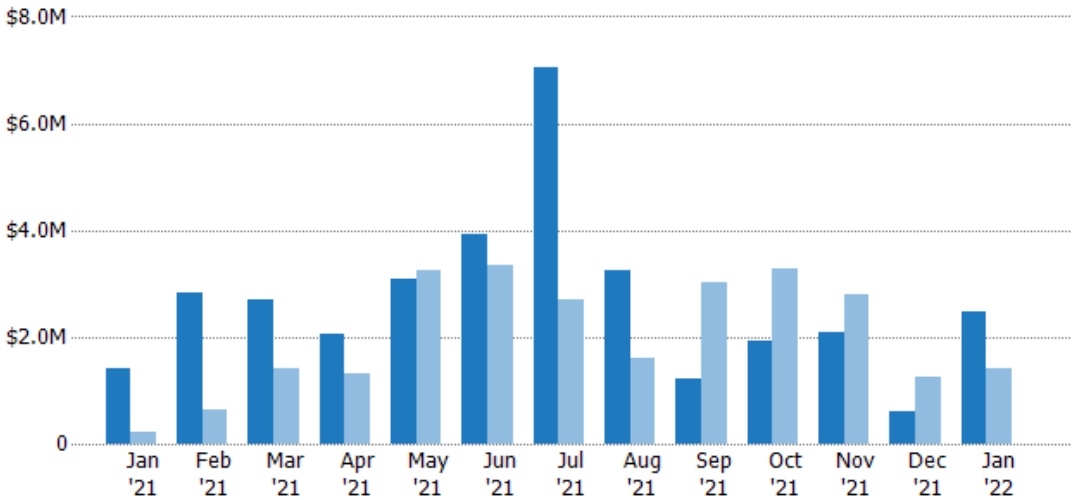
	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21	Jan '22
Current Year	9	9	11	12	11	19	22	11	7	10	12	3	9
Prior Year	1	5	8	6	16	17	13	10	14	14	9	4	9
Percent Change from Prior Year	800%	80%	38%	100%	-31%	12%	69%	10%	-50%	-29%	33%	-25%	0%

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



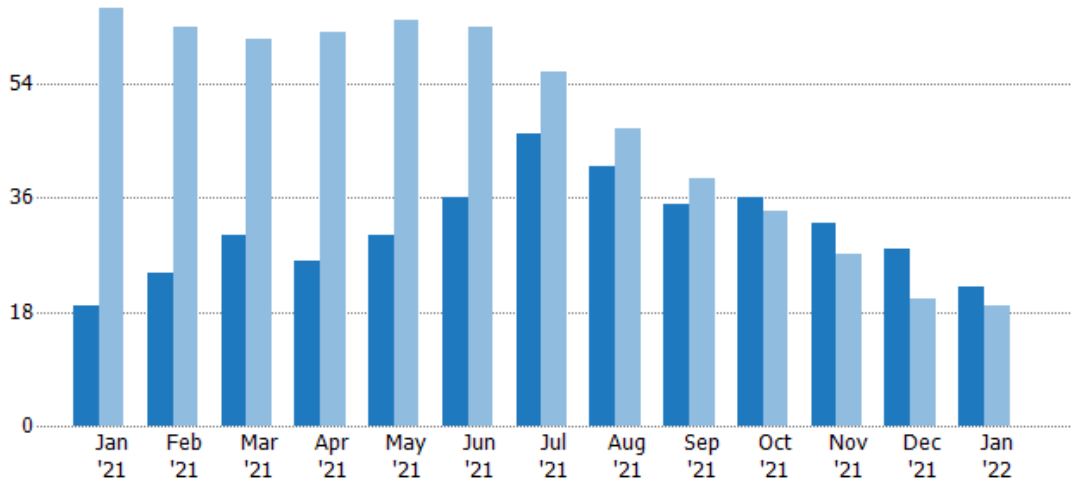
	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21	Jan '22
Current Year	\$1.4M	\$2.84M	\$2.69M	\$2.07M	\$3.09M	\$3.92M	\$7.03M	\$3.25M	\$1.22M	\$1.94M	\$2.1M	\$614K	\$2.47M
Prior Year	\$228K	\$646K	\$1.41M	\$1.31M	\$3.25M	\$3.34M	\$2.71M	\$1.6M	\$3.01M	\$3.29M	\$2.78M	\$1.26M	\$1.4M
Percent Change from Prior Year	516%	340%	91%	58%	-5%	17%	159%	103%	-60%	-41%	-24%	-51%	77%

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



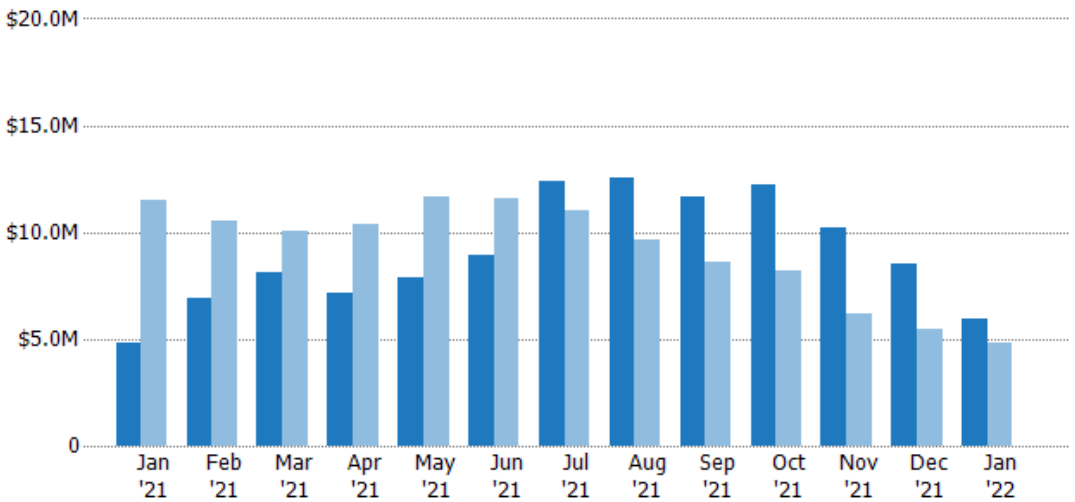
	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21	Jan '22
Current Year	19	24	30	26	30	36	46	41	35	36	32	28	22
Prior Year	66	63	61	62	64	63	56	47	39	34	27	20	19
Percent Change from Prior Year	-71%	-62%	-51%	-58%	-53%	-43%	-18%	-13%	-10%	6%	19%	40%	16%

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



	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21	Jan '22
Current Year	\$4.81M	\$6.93M	\$8.08M	\$7.14M	\$7.87M	\$8.95M	\$12.4M	\$12.5M	\$11.6M	\$12.2M	\$10.2M	\$8.52M	\$5.93M
Prior Year	\$11.5M	\$10.6M	\$10.1M	\$10.3M	\$11.7M	\$11.6M	\$11M	\$9.61M	\$8.59M	\$8.17M	\$6.18M	\$5.43M	\$4.81M
Percent Change from Prior Year	-58%	-34%	-20%	-31%	-33%	-23%	12%	31%	36%	50%	65%	57%	23%

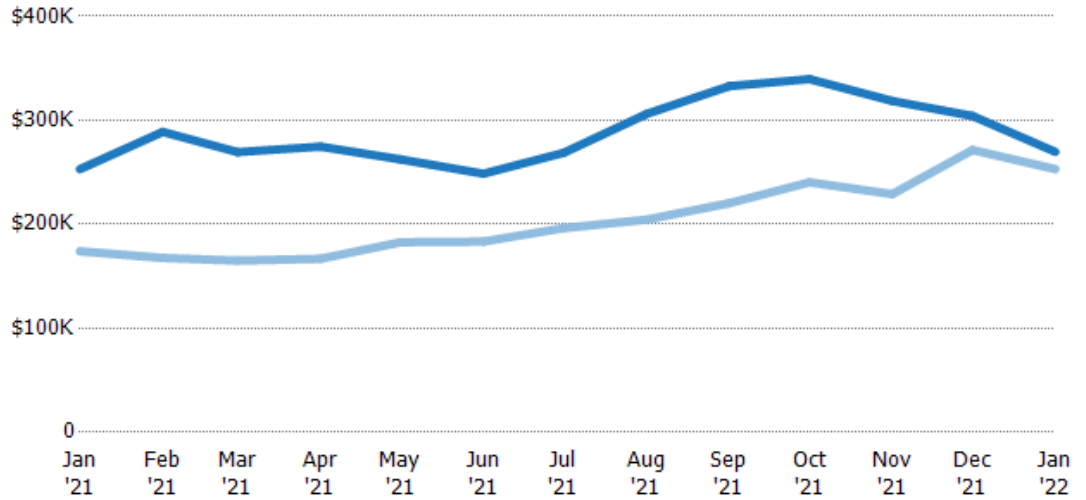
Average Listing Price

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.
Jan '22	\$270K	6.6%
Jan '21	\$253K	45.4%
Jan '20	\$174K	4%



Current Year	\$253K	\$289K	\$269K	\$275K	\$262K	\$249K	\$269K	\$306K	\$333K	\$340K	\$319K	\$304K	\$270K
Prior Year	\$174K	\$168K	\$165K	\$167K	\$183K	\$183K	\$196K	\$204K	\$220K	\$240K	\$229K	\$271K	\$253K
Percent Change from Prior Year	45%	72%	63%	65%	44%	36%	37%	50%	51%	41%	39%	12%	7%

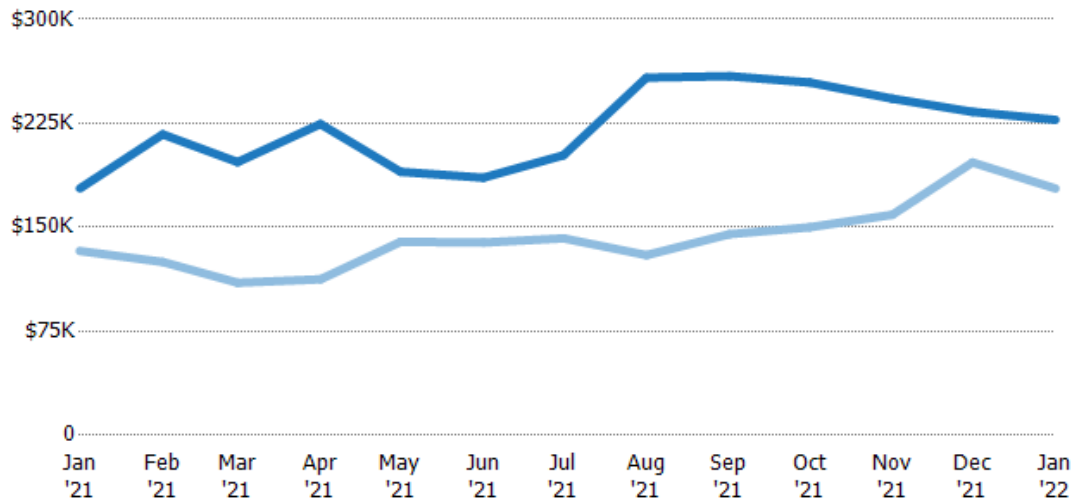
Median Listing Price

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.
Jan '22	\$228K	27.8%
Jan '21	\$178K	33.9%
Jan '20	\$133K	-5.9%



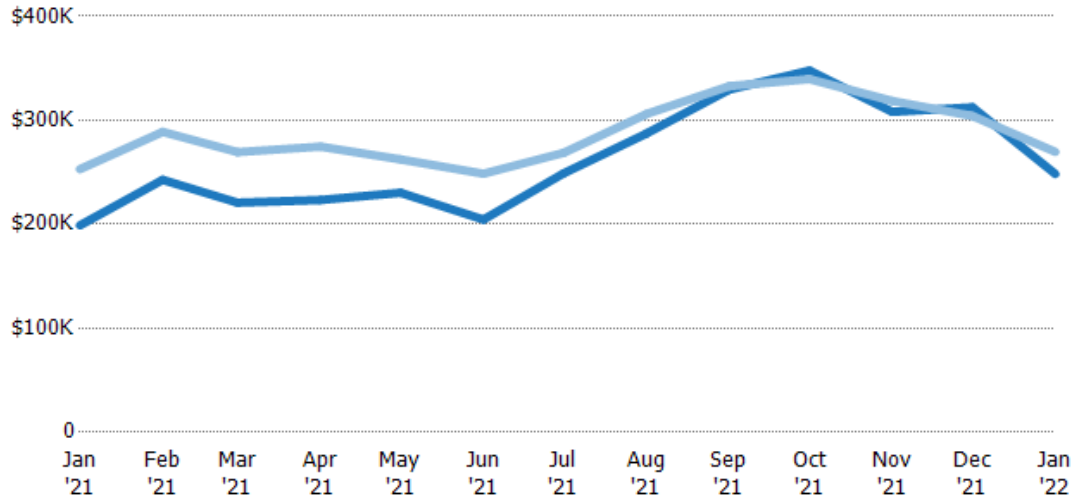
Current Year	\$178K	\$217K	\$197K	\$224K	\$190K	\$186K	\$202K	\$258K	\$259K	\$254K	\$243K	\$233K	\$228K
Prior Year	\$133K	\$125K	\$110K	\$112K	\$140K	\$139K	\$142K	\$130K	\$145K	\$150K	\$159K	\$197K	\$178K
Percent Change from Prior Year	34%	74%	79%	100%	36%	34%	42%	99%	79%	70%	53%	19%	28%

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



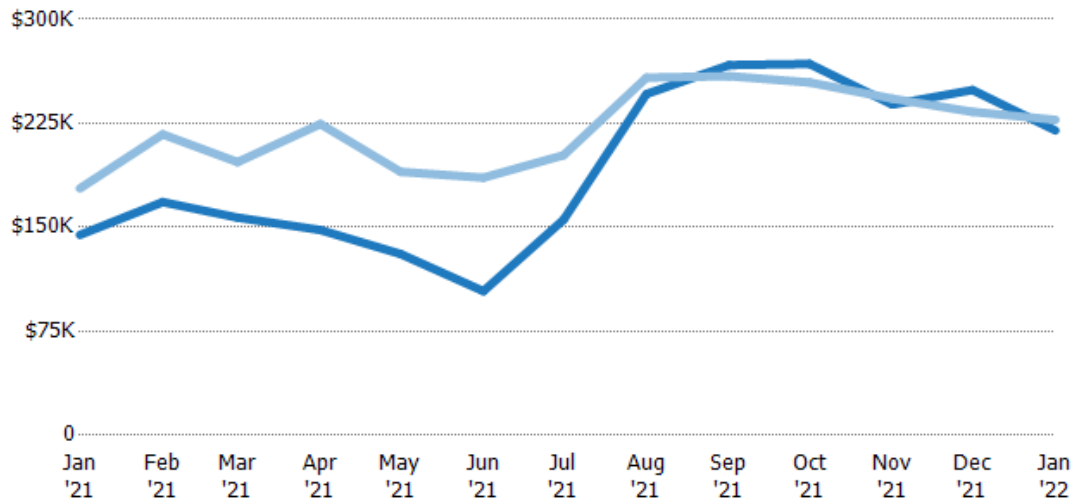
	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21	Jan '22
Avg Est Value	\$199K	\$243K	\$221K	\$223K	\$230K	\$205K	\$249K	\$287K	\$330K	\$348K	\$308K	\$312K	\$248K
Avg Listing Price	\$253K	\$289K	\$269K	\$275K	\$262K	\$249K	\$269K	\$306K	\$333K	\$340K	\$319K	\$304K	\$270K
Avg Listing Price as a % of Avg Est Value	127%	119%	122%	123%	114%	122%	108%	107%	101%	98%	103%	97%	109%

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



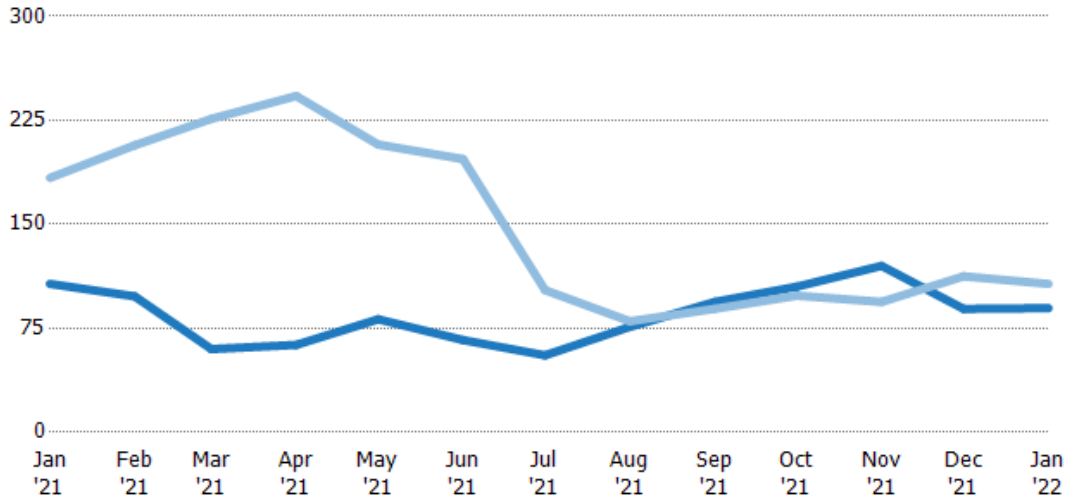
	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21	Jan '22
Median Est Value	\$145K	\$168K	\$157K	\$148K	\$131K	\$104K	\$156K	\$246K	\$267K	\$268K	\$238K	\$249K	\$220K
Median Listing Price	\$178K	\$217K	\$197K	\$224K	\$190K	\$186K	\$202K	\$258K	\$259K	\$254K	\$243K	\$233K	\$228K
Med Listing Price as a % of Med Est Value	123%	129%	125%	152%	145%	179%	130%	105%	97%	95%	102%	94%	103%

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



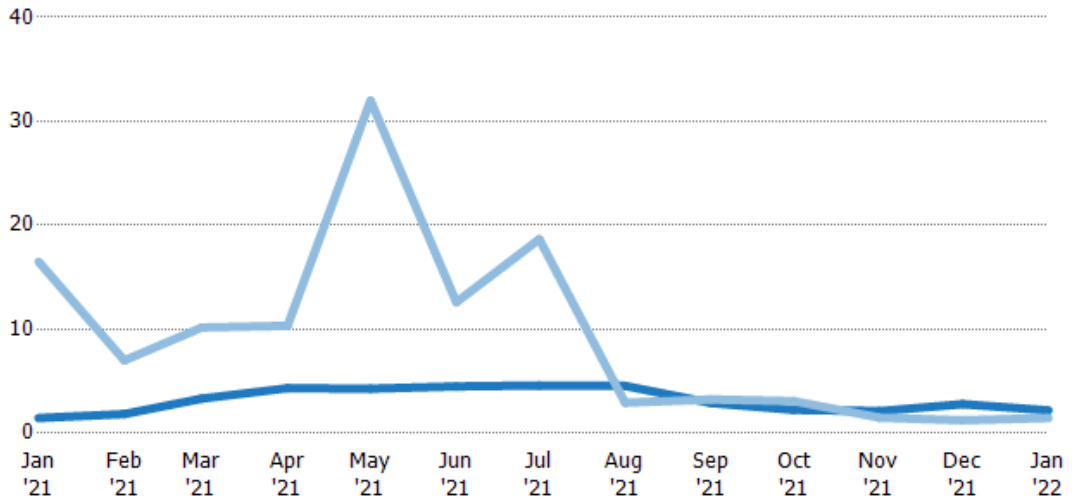
	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21	Jan '22
Current Year	107	98	60	63	81.5	66.5	55.5	76	94	105	120	89	89.5
Prior Year	184	207	226	243	208	197	103	80	89	98.5	94	113	107
Percent Change from Prior Year	-42%	-53%	-73%	-74%	-61%	-66%	-46%	-5%	6%	7%	28%	-21%	-16%

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



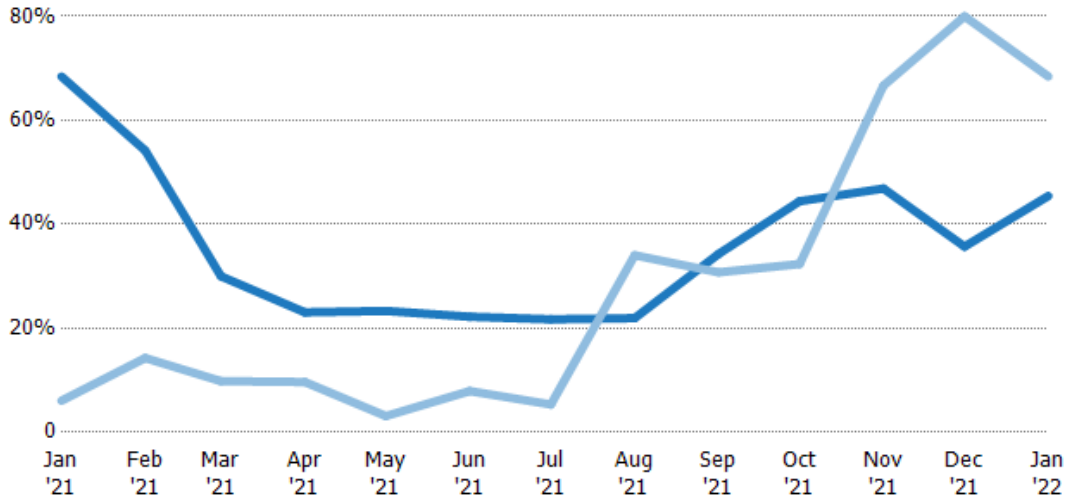
	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21	Jan '22
Current Year	1.46	1.85	3.33	4.33	4.29	4.5	4.6	4.56	2.92	2.25	2.13	2.8	2.2
Prior Year	16.5	7	10.2	10.3	32	12.6	18.7	2.94	3.25	3.09	1.5	1.25	1.46
Percent Change from Prior Year	-91%	-74%	-67%	-58%	-87%	-64%	-75%	55%	-10%	-27%	42%	124%	51%

Absorption Rate

The percentage of inventory sold per month.

Filters Used

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



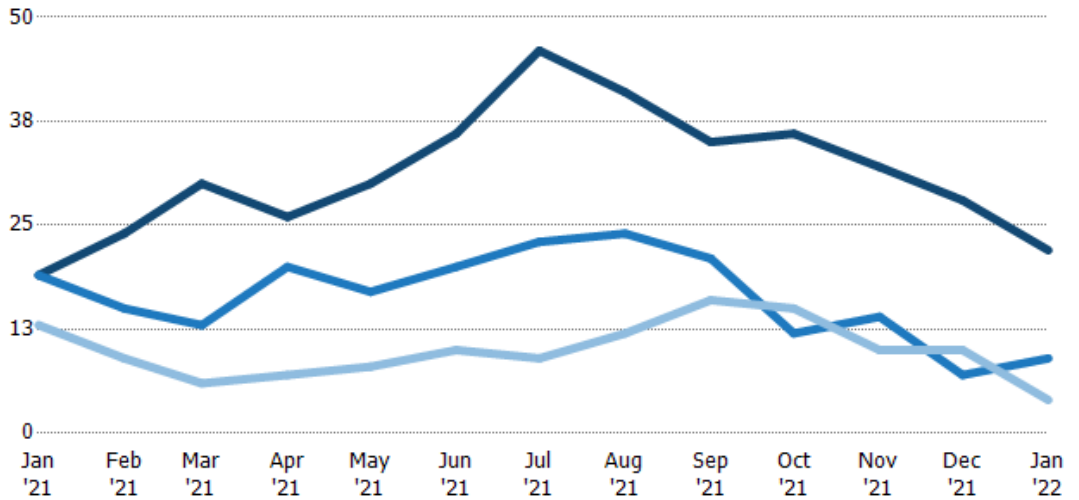
Current Year	68%	54%	30%	23%	23%	22%	22%	22%	34%	44%	47%	36%	45%
Prior Year	6%	14%	10%	10%	3%	8%	5%	34%	31%	32%	67%	80%	68%
Change from Prior Year	-62%	-40%	-20%	-13%	-20%	-14%	-16%	12%	-4%	-12%	20%	44%	23%

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	19	24	30	26	30	36	46	41	35	36	32	28	22
Pending	19	15	13	20	17	20	23	24	21	12	14	7	9
Sold	13	9	6	7	8	10	9	12	16	15	10	10	4

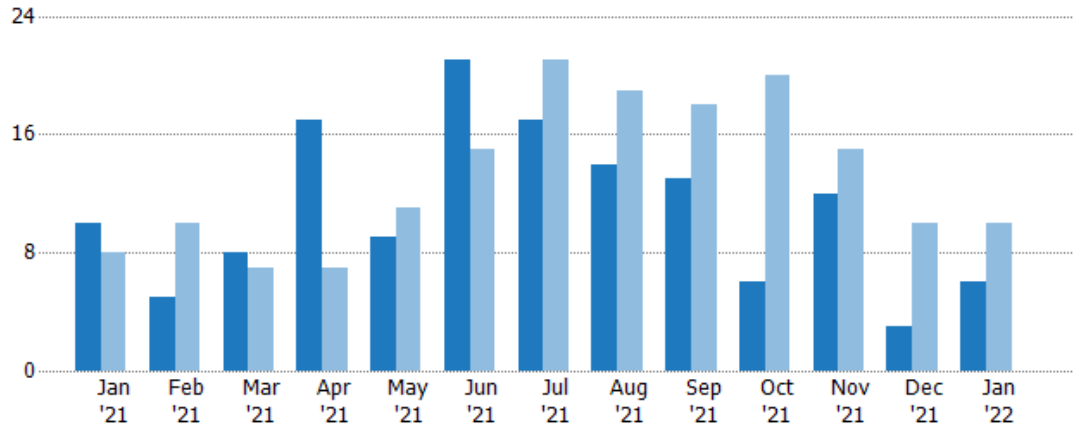
New Pending Sales

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

Month/Year	Count	% Chg.
Jan '22	6	-40%
Jan '21	10	25%
Jan '20	8	0%



	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21	Jan '22
Current Year	10	5	8	17	9	21	17	14	13	6	12	3	6
Prior Year	8	10	7	7	11	15	21	19	18	20	15	10	10
Percent Change from Prior Year	25%	-50%	14%	143%	-18%	40%	-19%	-26%	-28%	-70%	-20%	-70%	-40%

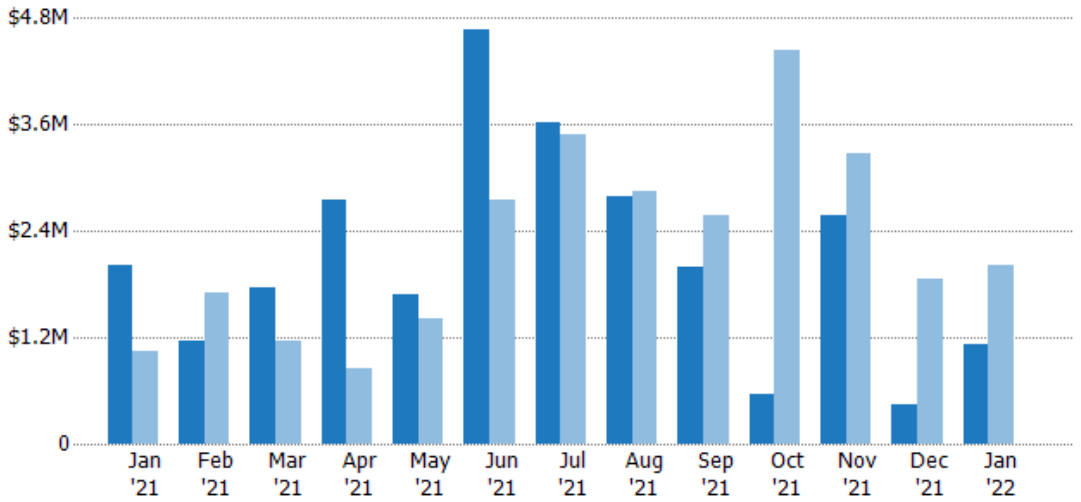
New Pending Sales Volume

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

Month/Year	Volume	% Chg.
Jan '22	\$1.12M	-44.8%
Jan '21	\$2.02M	94.8%
Jan '20	\$1.04M	9.2%



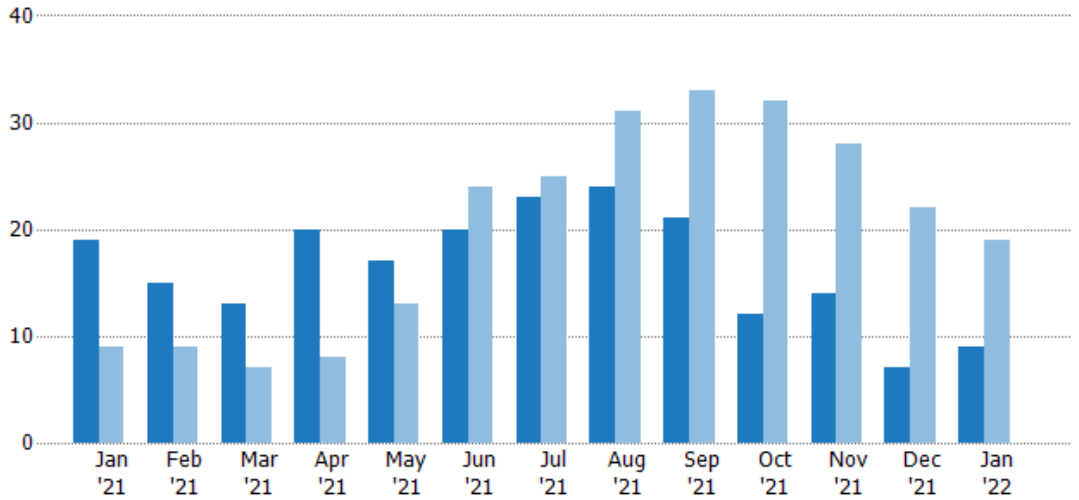
	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21	Jan '22
Current Year	\$2.02M	\$1.16M	\$1.76M	\$2.75M	\$1.68M	\$4.67M	\$3.62M	\$2.8M	\$1.99M	\$554K	\$2.58M	\$444K	\$1.12M
Prior Year	\$1.04M	\$1.71M	\$1.15M	\$859K	\$1.41M	\$2.75M	\$3.49M	\$2.85M	\$2.58M	\$4.44M	\$3.28M	\$1.86M	\$2.02M
Percent Change from Prior Year	95%	-32%	53%	220%	19%	70%	4%	-2%	-23%	-88%	-21%	-76%	-45%

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



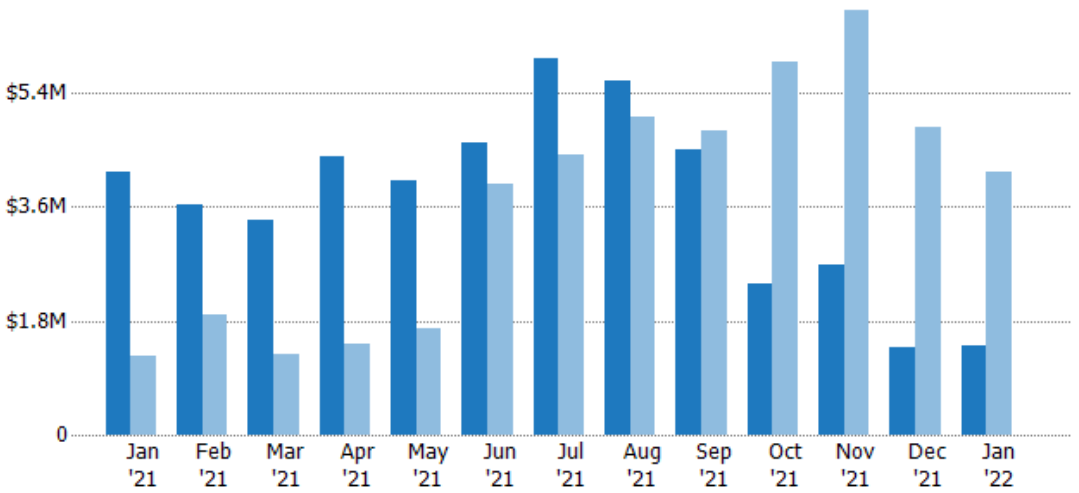
	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21	Jan '22
Current Year	19	15	13	20	17	20	23	24	21	12	14	7	9
Prior Year	9	9	7	8	13	24	25	31	33	32	28	22	19
Percent Change from Prior Year	111%	67%	86%	150%	31%	-17%	-8%	-23%	-36%	-63%	-50%	-68%	-53%

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



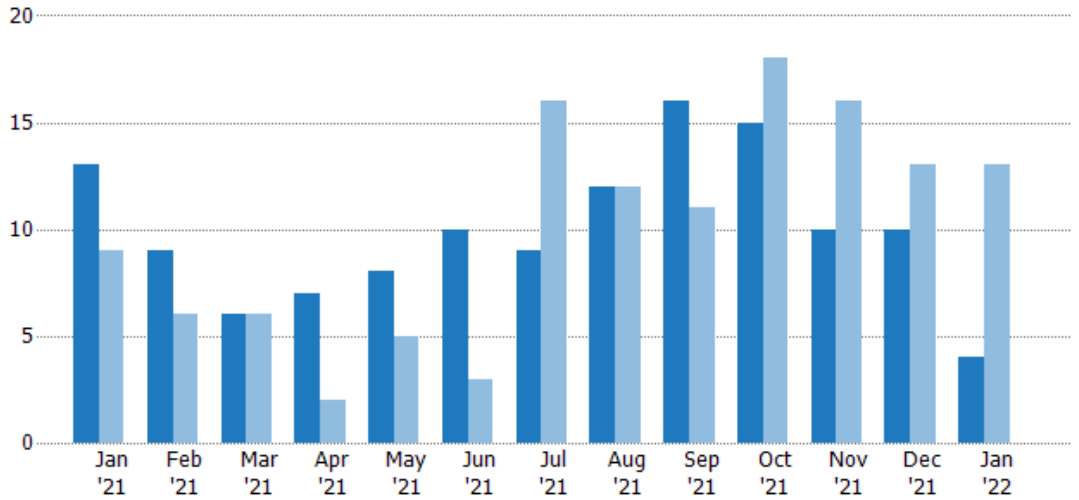
	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21	Jan '22
Current Year	\$4.15M	\$3.62M	\$3.38M	\$4.4M	\$4.02M	\$4.6M	\$5.93M	\$5.58M	\$4.5M	\$2.39M	\$2.67M	\$1.38M	\$1.41M
Prior Year	\$1.25M	\$1.89M	\$1.27M	\$1.43M	\$1.67M	\$3.97M	\$4.42M	\$5.01M	\$4.8M	\$5.89M	\$6.71M	\$4.85M	\$4.15M
Percent Change from Prior Year	232%	91%	165%	207%	141%	16%	34%	11%	-6%	-59%	-60%	-71%	-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



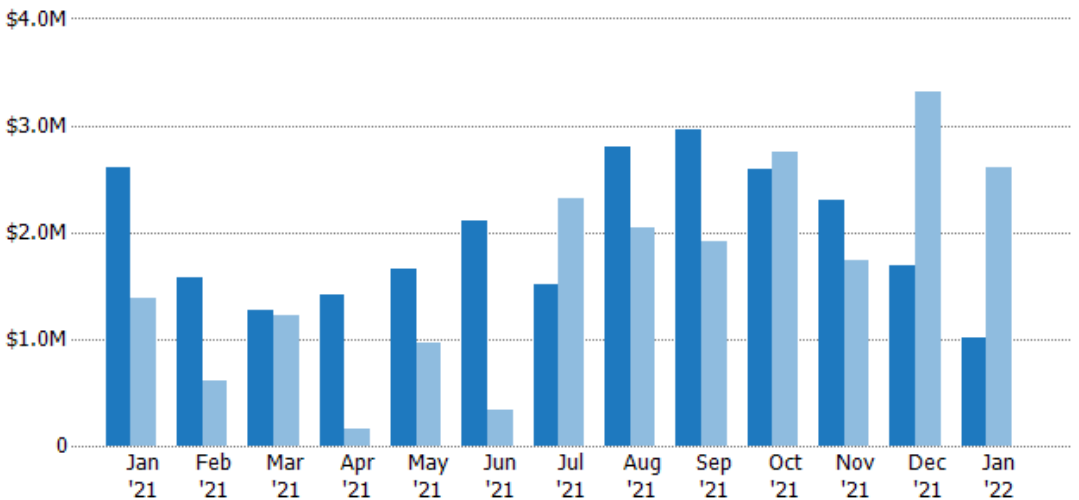
	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21	Jan '22
Current Year	13	9	6	7	8	10	9	12	16	15	10	10	4
Prior Year	9	6	6	2	5	3	16	12	11	18	16	13	13
Percent Change from Prior Year	44%	50%	0%	250%	60%	233%	-44%	0%	45%	-17%	-38%	-23%	-69%

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



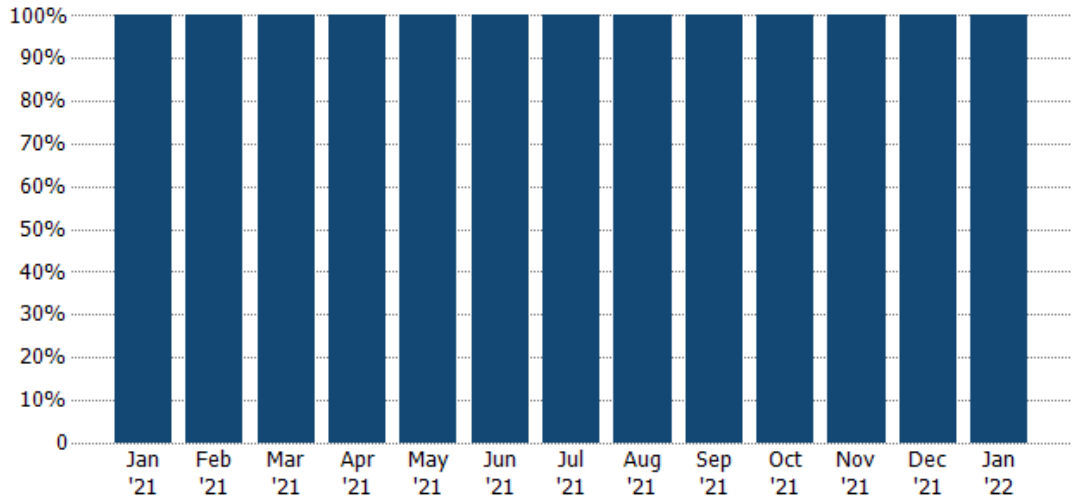
	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21	Jan '22
Current Year	\$2.6M	\$1.58M	\$1.27M	\$1.42M	\$1.65M	\$2.11M	\$1.51M	\$2.8M	\$2.96M	\$2.59M	\$2.31M	\$1.69M	\$1.01M
Prior Year	\$1.38M	\$613K	\$1.22M	\$155K	\$966K	\$333K	\$2.32M	\$2.04M	\$1.92M	\$2.75M	\$1.73M	\$3.32M	\$2.6M
Percent Change from Prior Year	88%	157%	4%	817%	71%	533%	-35%	37%	54%	-6%	33%	-49%	-61%

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

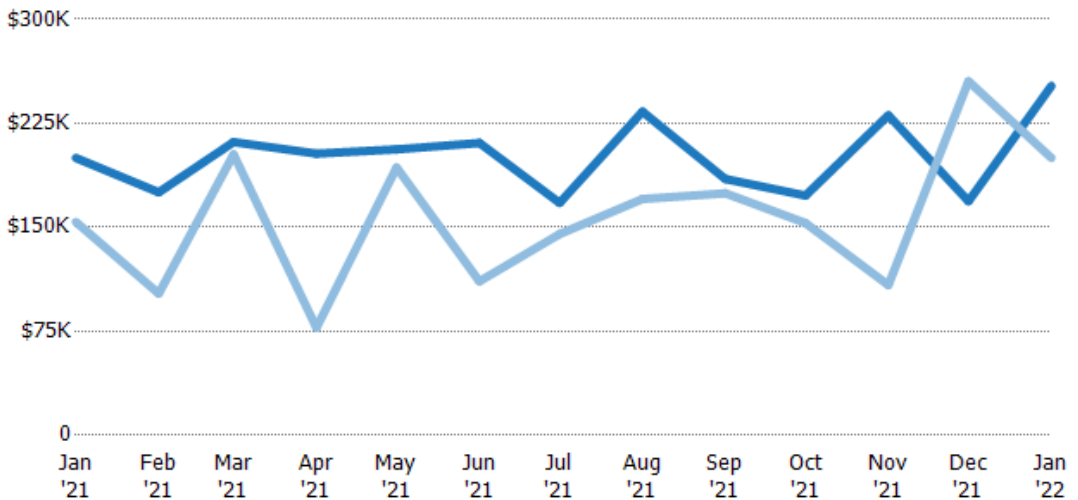
100% 100% 100% 100% 100% 100% 100% 100% 100% 100% 100% 100% 100%

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

\$200K \$175K \$211K \$203K \$206K \$211K \$168K \$233K \$185K \$173K \$231K \$169K \$252K
 \$154K \$102K \$203K \$77.5K \$193K \$111K \$145K \$170K \$175K \$153K \$108K \$255K \$200K
 30% 72% 4% 162% 7% 90% 16% 37% 6% 13% 113% -34% 26%

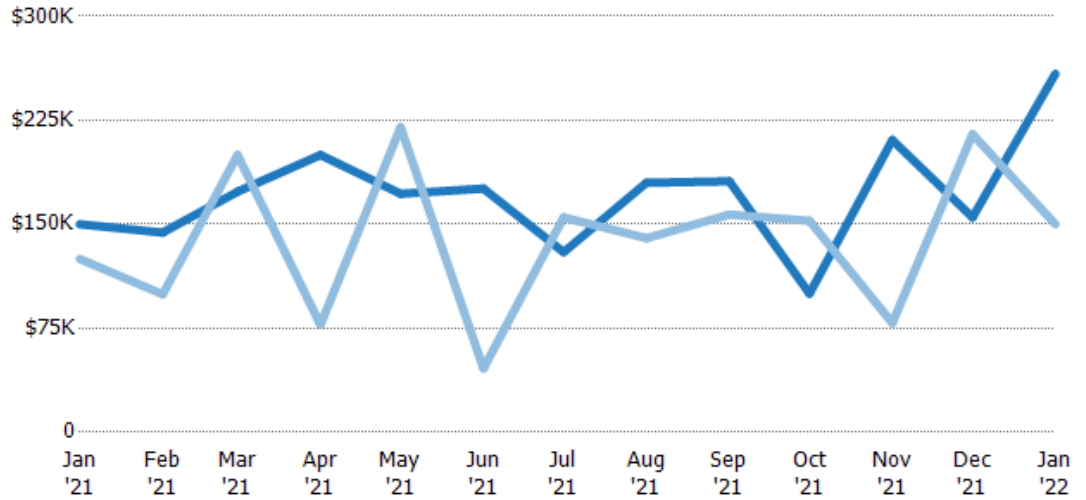
Median Sales Price

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.
Jan '22	\$259K	72.3%
Jan '21	\$150K	20%
Jan '20	\$125K	-33.8%



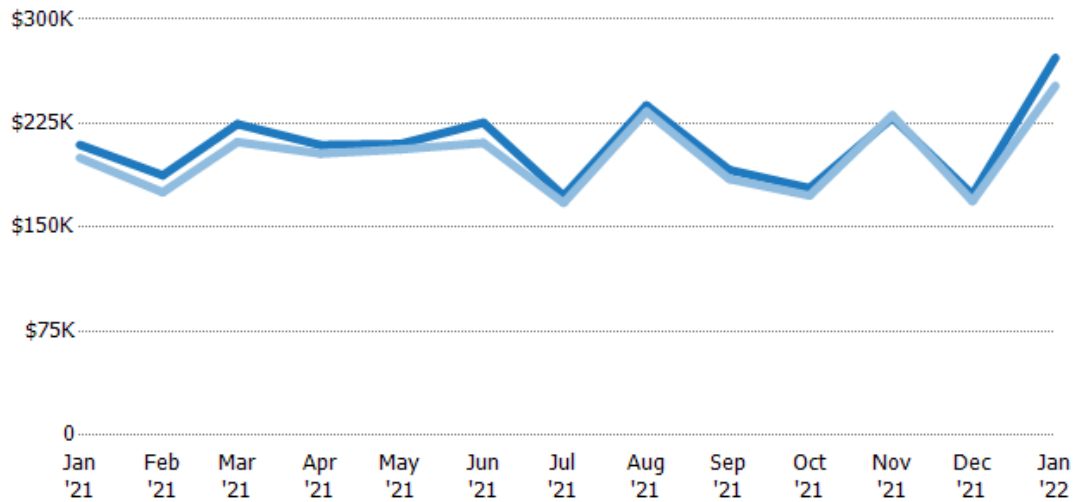
Current Year	\$150K	\$144K	\$174K	\$200K	\$172K	\$176K	\$130K	\$180K	\$181K	\$100K	\$211K	\$155K	\$259K
Prior Year	\$125K	\$100K	\$200K	\$77.5K	\$220K	\$46K	\$155K	\$140K	\$157K	\$153K	\$78.8K	\$215K	\$150K
Percent Change from Prior Year	20%	45%	-13%	158%	-22%	282%	-16%	29%	15%	-34%	167%	-28%	72%

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



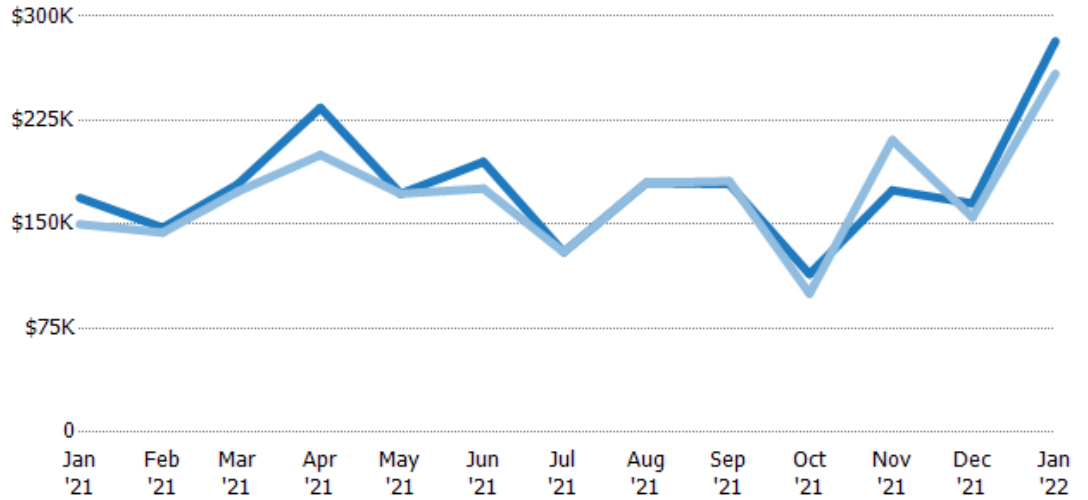
Avg List Price	\$209K	\$187K	\$224K	\$209K	\$210K	\$225K	\$173K	\$238K	\$191K	\$178K	\$229K	\$173K	\$272K
Avg Sales Price	\$200K	\$175K	\$211K	\$203K	\$206K	\$211K	\$168K	\$233K	\$185K	\$173K	\$231K	\$169K	\$252K
Avg Sales Price as a % of Avg List Price	96%	93%	94%	97%	98%	94%	97%	98%	97%	97%	101%	97%	93%

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



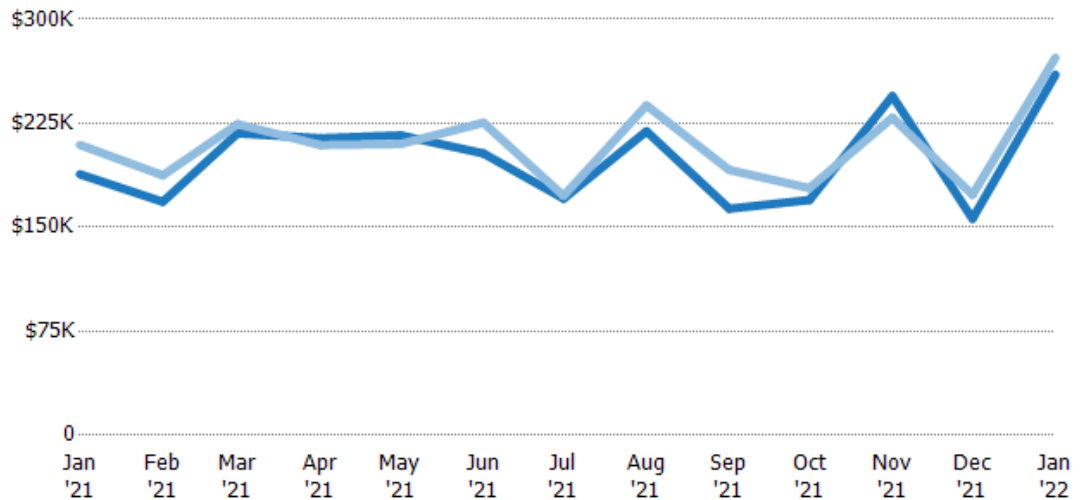
	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21	Jan '22
Median List Price	\$169K	\$148K	\$179K	\$234K	\$172K	\$195K	\$130K	\$180K	\$179K	\$114K	\$175K	\$165K	\$282K
Median Sales Price	\$150K	\$144K	\$174K	\$200K	\$172K	\$176K	\$130K	\$180K	\$181K	\$100K	\$211K	\$155K	\$259K
Med Sales Price as a % of Med List Price	89%	98%	97%	85%	100%	90%	100%	100%	101%	88%	121%	94%	92%

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



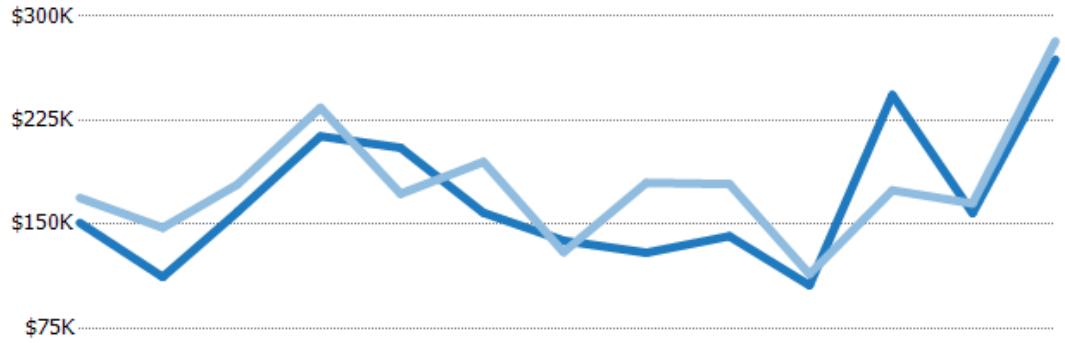
	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21	Jan '22
Avg Est Value	\$188K	\$168K	\$218K	\$214K	\$216K	\$203K	\$171K	\$219K	\$163K	\$170K	\$245K	\$156K	\$260K
Avg Sales Price	\$209K	\$187K	\$224K	\$209K	\$210K	\$225K	\$173K	\$238K	\$191K	\$178K	\$229K	\$173K	\$272K
Avg Sales Price as a % of Avg Est Value	111%	111%	103%	98%	97%	111%	101%	109%	117%	105%	94%	111%	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



	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21	Jan '22
Median Est Value	\$151K	\$112K	\$159K	\$213K	\$205K	\$158K	\$138K	\$129K	\$141K	\$106K	\$243K	\$158K	\$269K
Median Sales Price	\$169K	\$148K	\$179K	\$234K	\$172K	\$195K	\$130K	\$180K	\$179K	\$114K	\$175K	\$165K	\$282K
Med Sales Price as a % of Med Est Value	112%	132%	112%	110%	84%	123%	94%	139%	127%	108%	72%	104%	105%