

Summary of Key Listing and Sales Metrics

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

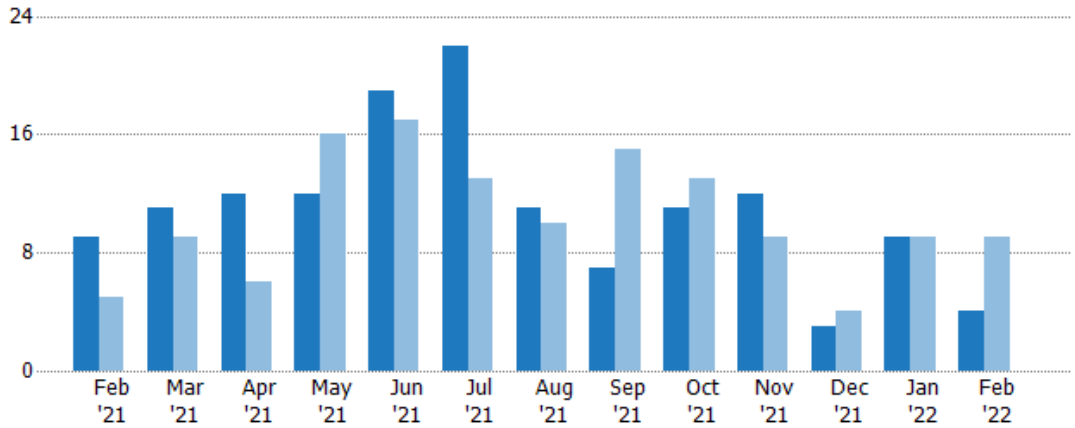
Key Metrics	Feb 2022	Feb 2021	+ / -	YTD 2022	YTD 2021	+ / -
Listing Activity Charts Metrics						
New Listing Count	4	9	-55.6%	13	18	-27.8%
New Listing Volume	\$671,000	\$2,843,500	-76.4%	\$3,145,300	\$4,244,199	-25.9%
Active Listing Count	20	24	-16.7%	N/A	N/A	
Active Listing Volume	\$5,011,600	\$6,931,700	-27.7%	N/A	N/A	
Average Listing Price	\$250,580	\$288,821	-13.2%	\$260,550	\$272,993	-4.6%
Median Listing Price	\$225,000	\$217,000	+3.7%	\$226,310	\$199,767	+13.3%
Median Days in RPR	110	98	+12.2%	103.17	103.32	-0.1%
Months of Inventory	5	1.8	+170.8%	1.9	2.9	-33.4%
Absorption Rate	20%	54.17%	-34.2%	52.38%	34.88%	+17.5%
Sales Activity Charts Metrics						
New Pending Sales Count	2	5	-60%	8	15	-46.7%
New Pending Sales Volume	\$784,900	\$1,158,700	-32.3%	\$1,901,200	\$3,179,999	-40.2%
Pending Sales Count	3	15	-80%	N/A	N/A	
Pending Sales Volume	\$628,900	\$3,621,599	-82.6%	N/A	N/A	
Closed Sales Count	8	9	-11.1%	12	22	-45.5%
Closed Sales Volume	\$1,496,350	\$1,577,000	-5.1%	\$2,504,350	\$4,176,900	-40%
Average Sales Price	\$187,044	\$175,222	+6.7%	\$208,696	\$189,859	+9.9%
Median Sales Price	\$137,450	\$144,000	-4.5%	\$177,800	\$147,545	+20.5%

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



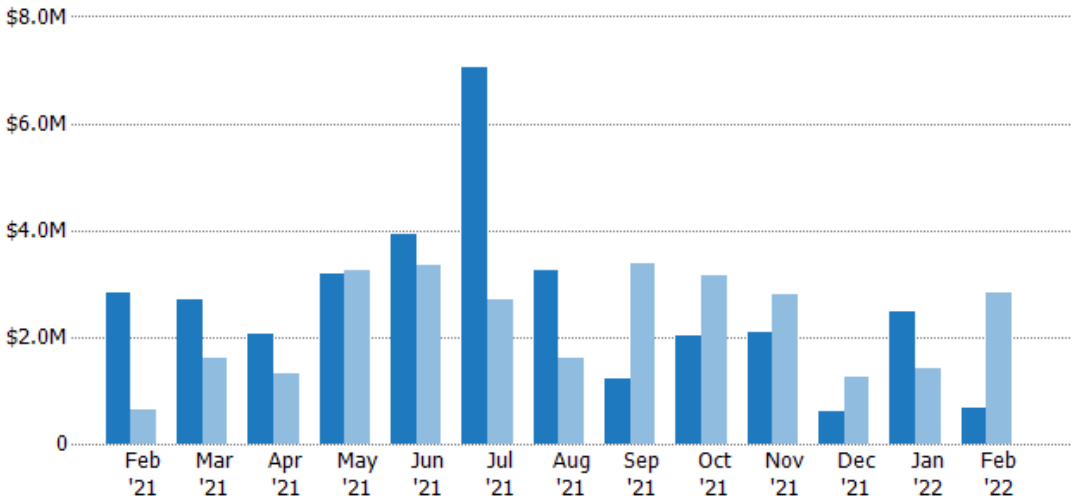
	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21	Jan '22	Feb '22
Current Year	9	11	12	12	19	22	11	7	11	12	3	9	4
Prior Year	5	9	6	16	17	13	10	15	13	9	4	9	9
Percent Change from Prior Year	80%	22%	100%	-25%	12%	69%	10%	-53%	-15%	33%	-25%	0%	-56%

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



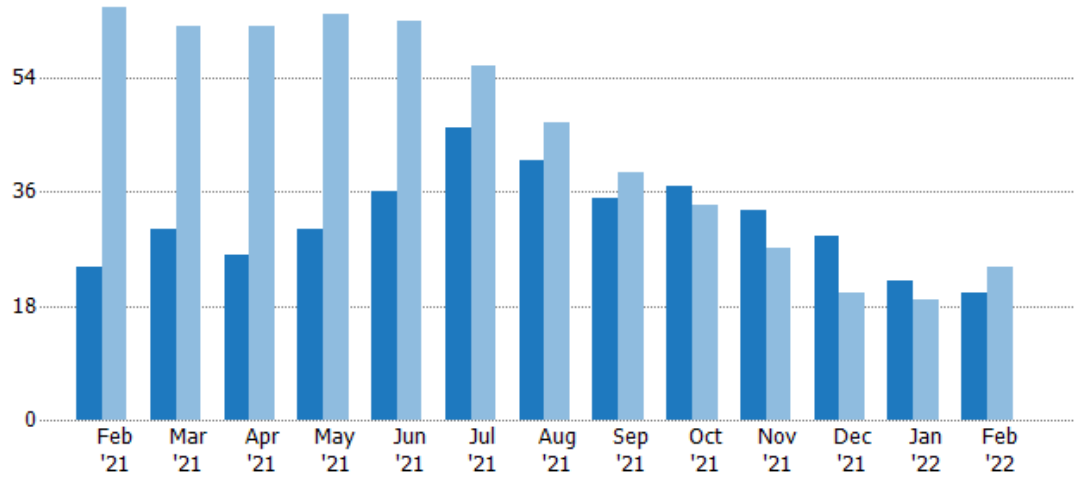
	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21	Jan '22	Feb '22
Current Year	\$2.84M	\$2.69M	\$2.07M	\$3.17M	\$3.92M	\$7.03M	\$3.25M	\$1.22M	\$2.02M	\$2.1M	\$614K	\$2.47M	\$671K
Prior Year	\$646K	\$1.6M	\$1.31M	\$3.25M	\$3.34M	\$2.71M	\$1.6M	\$3.38M	\$3.15M	\$2.78M	\$1.26M	\$1.4M	\$2.84M
Percent Change from Prior Year	340%	69%	58%	-3%	17%	159%	103%	-64%	-36%	-24%	-51%	77%	-76%

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



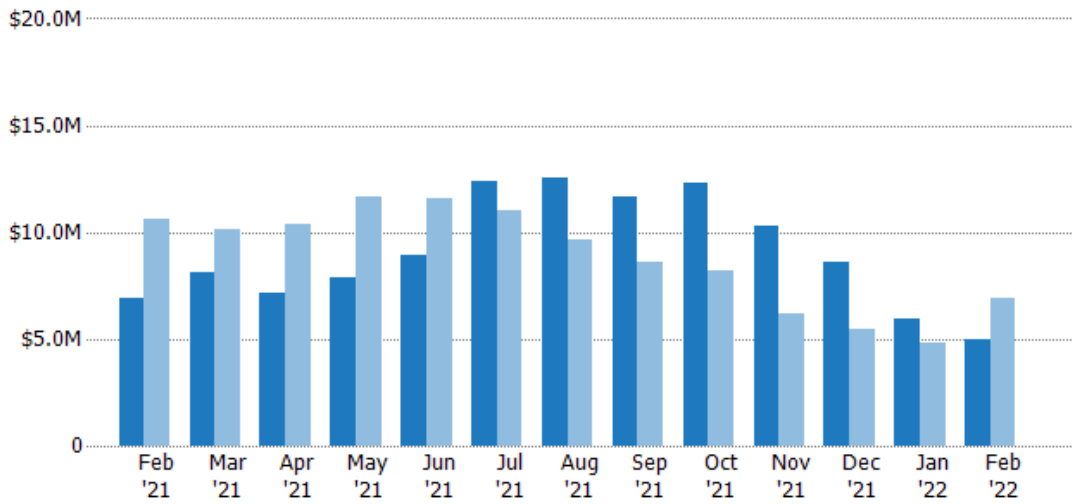
	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21	Jan '22	Feb '22
Current Year	24	30	26	30	36	46	41	35	37	33	29	22	20
Prior Year	65	62	62	64	63	56	47	39	34	27	20	19	24
Percent Change from Prior Year	-63%	-52%	-58%	-53%	-43%	-18%	-13%	-10%	9%	22%	45%	16%	-17%

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



	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21	Jan '22	Feb '22
Current Year	\$6.93M	\$8.08M	\$7.14M	\$7.87M	\$8.95M	\$12.4M	\$12.5M	\$11.6M	\$12.3M	\$10.3M	\$8.6M	\$5.93M	\$5.01M
Prior Year	\$10.7M	\$10.1M	\$10.3M	\$11.7M	\$11.6M	\$11M	\$9.61M	\$8.59M	\$8.17M	\$6.18M	\$5.43M	\$4.81M	\$6.93M
Percent Change from Prior Year	-35%	-20%	-31%	-33%	-23%	12%	31%	36%	51%	66%	58%	23%	-28%

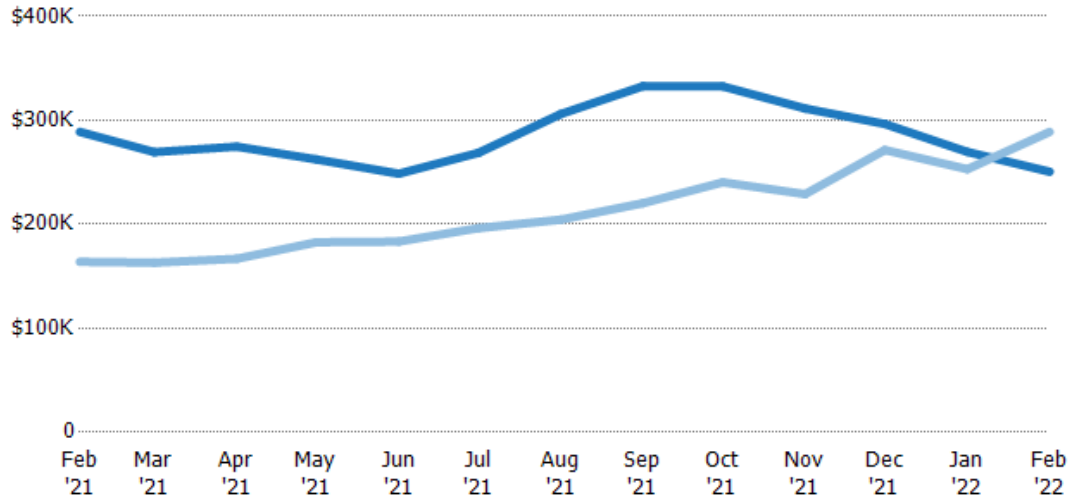
Average Listing Price

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.
Feb '22	\$251K	-13.2%
Feb '21	\$289K	76.2%
Feb '20	\$164K	8.2%



Current Year	\$289K	\$269K	\$275K	\$262K	\$249K	\$269K	\$306K	\$333K	\$333K	\$311K	\$296K	\$270K	\$251K
Prior Year	\$164K	\$163K	\$167K	\$183K	\$183K	\$196K	\$204K	\$220K	\$240K	\$229K	\$271K	\$253K	\$289K
Percent Change from Prior Year	76%	65%	65%	44%	36%	37%	50%	51%	38%	36%	9%	7%	-13%

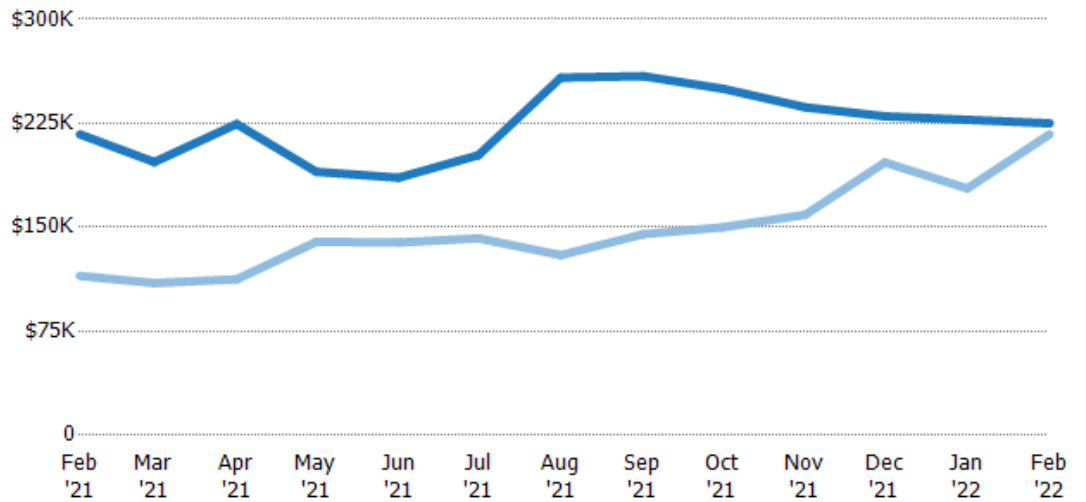
Median Listing Price

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.
Feb '22	\$225K	3.7%
Feb '21	\$217K	88.9%
Feb '20	\$115K	8.8%



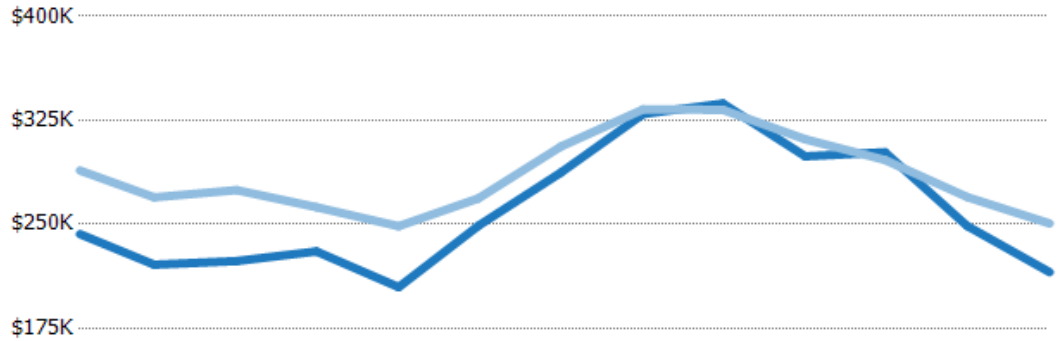
Current Year	\$217K	\$197K	\$224K	\$190K	\$186K	\$202K	\$258K	\$259K	\$250K	\$237K	\$230K	\$228K	\$225K
Prior Year	\$115K	\$110K	\$112K	\$140K	\$139K	\$142K	\$130K	\$145K	\$150K	\$159K	\$197K	\$178K	\$217K
Percent Change from Prior Year	89%	79%	100%	36%	34%	42%	99%	79%	67%	49%	17%	28%	4%

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



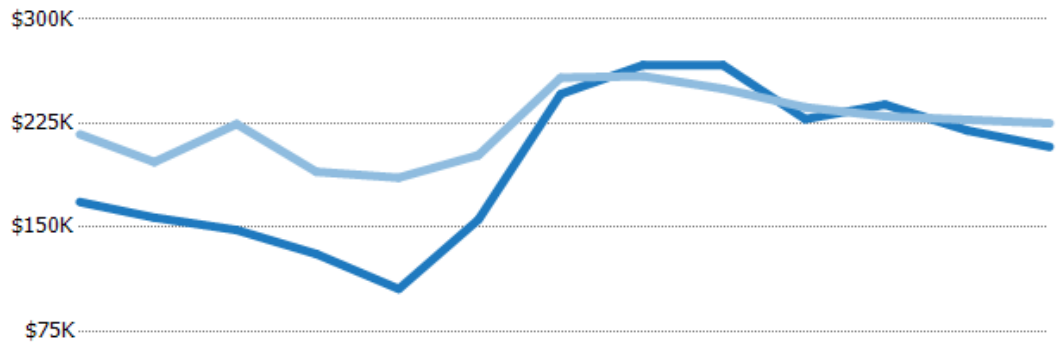
	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21	Jan '22	Feb '22
Avg Est Value	\$243K	\$221K	\$223K	\$230K	\$205K	\$249K	\$287K	\$330K	\$337K	\$299K	\$302K	\$249K	\$215K
Avg Listing Price	\$289K	\$269K	\$275K	\$262K	\$249K	\$269K	\$306K	\$333K	\$333K	\$311K	\$296K	\$270K	\$251K
Avg Listing Price as a % of Avg Est Value	119%	122%	123%	114%	121%	108%	107%	101%	99%	104%	98%	108%	116%

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



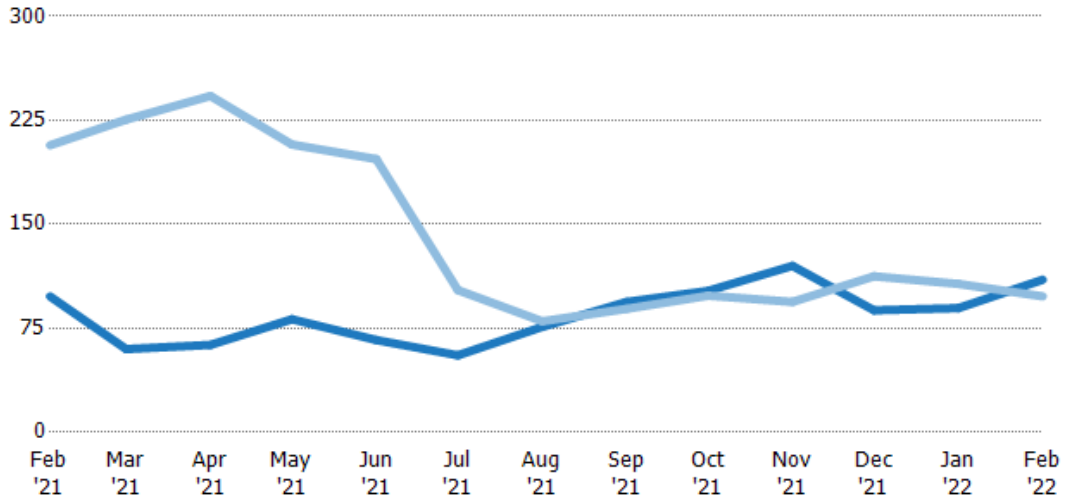
	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21	Jan '22	Feb '22
Median Est Value	\$168K	\$157K	\$148K	\$131K	\$106K	\$156K	\$246K	\$267K	\$267K	\$228K	\$238K	\$220K	\$208K
Median Listing Price	\$217K	\$197K	\$224K	\$190K	\$186K	\$202K	\$258K	\$259K	\$250K	\$237K	\$230K	\$228K	\$225K
Med Listing Price as a % of Med Est Value	129%	125%	152%	145%	176%	130%	105%	97%	94%	104%	96%	103%	108%

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



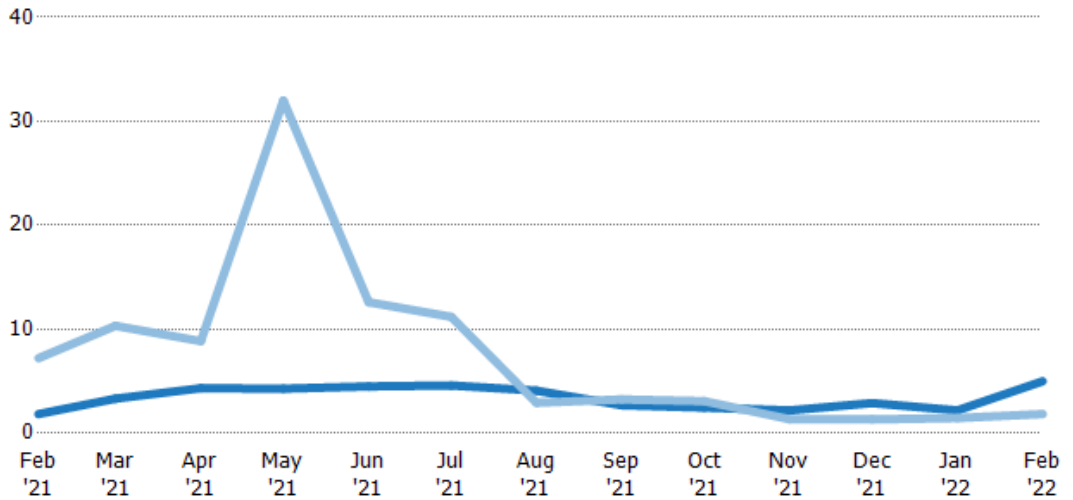
	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21	Jan '22	Feb '22
Current Year	98	60	63	81.5	66.5	55.5	76	94	102	120	88	89.5	110
Prior Year	207	226	243	208	197	103	80	89	98.5	94	113	107	98
Percent Change from Prior Year	-53%	-73%	-74%	-61%	-66%	-46%	-5%	6%	4%	28%	-22%	-16%	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



	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21	Jan '22	Feb '22
Current Year	1.85	3.33	4.33	4.29	4.5	4.6	4.1	2.69	2.47	2.2	2.9	2.2	5
Prior Year	7.22	10.3	8.86	32	12.6	11.2	2.94	3.25	3.09	1.35	1.33	1.46	1.85
Percent Change from Prior Year	-74%	-68%	-51%	-87%	-64%	-59%	40%	-17%	-20%	63%	118%	51%	171%

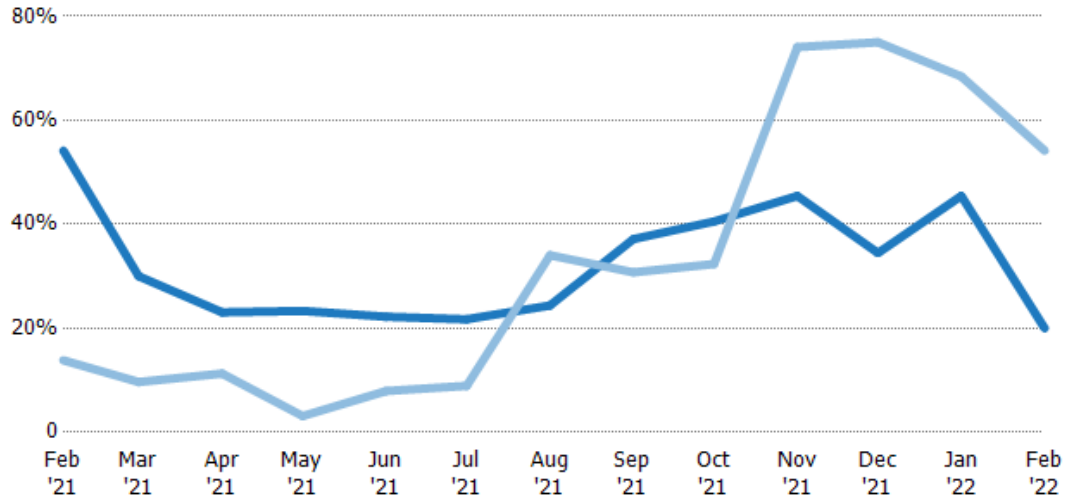
Absorption Rate

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.
Feb '22	20%	34.2%
Feb '21	54%	-40.3%
Feb '20	14%	-35.3%



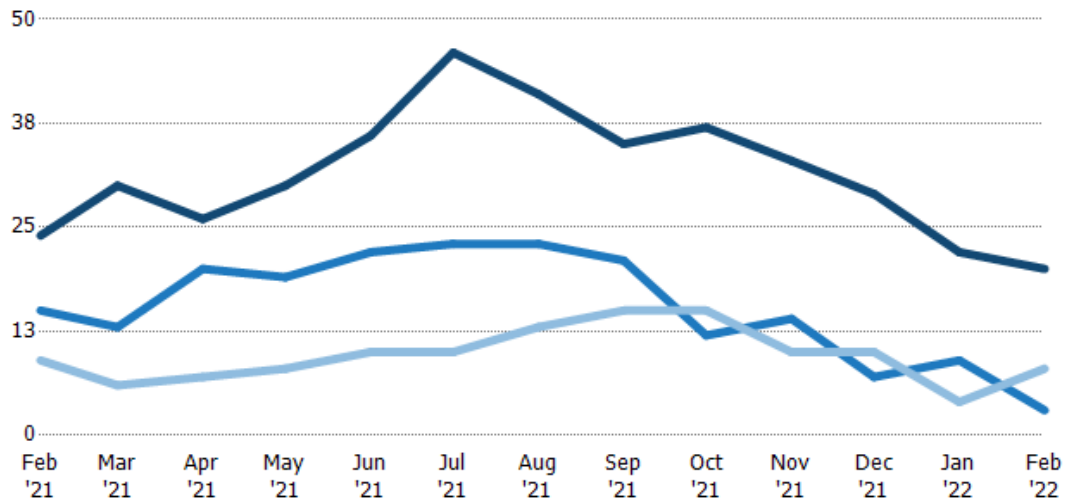
	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21	Jan '22	Feb '22
Current Year	54%	30%	23%	23%	22%	22%	24%	37%	41%	45%	34%	45%	20%
Prior Year	14%	10%	11%	3%	8%	9%	34%	31%	32%	74%	75%	68%	54%
Change from Prior Year	-40%	-20%	-12%	-20%	-14%	-13%	10%	-6%	-8%	29%	41%	23%	34%

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



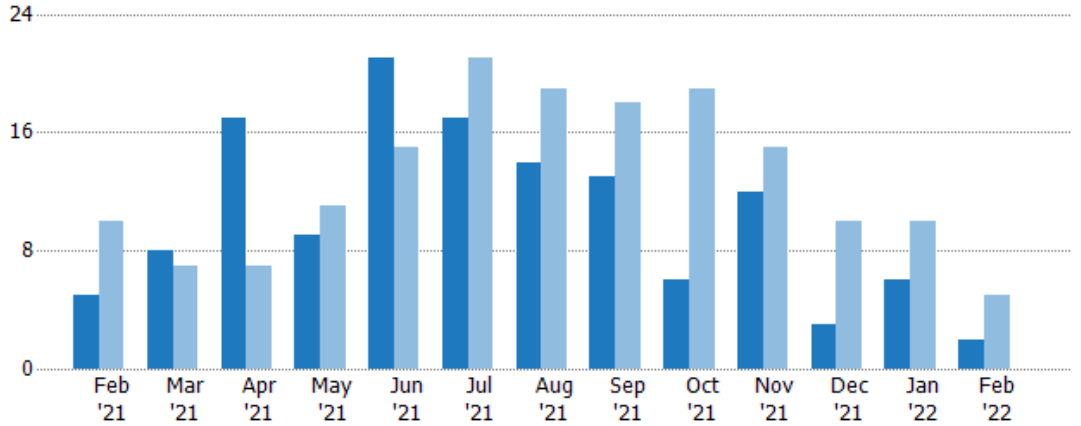
	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21	Jan '22	Feb '22
Active	24	30	26	30	36	46	41	35	37	33	29	22	20
Pending	15	13	20	19	22	23	23	21	12	14	7	9	3
Sold	9	6	7	8	10	10	13	15	15	10	10	4	8

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



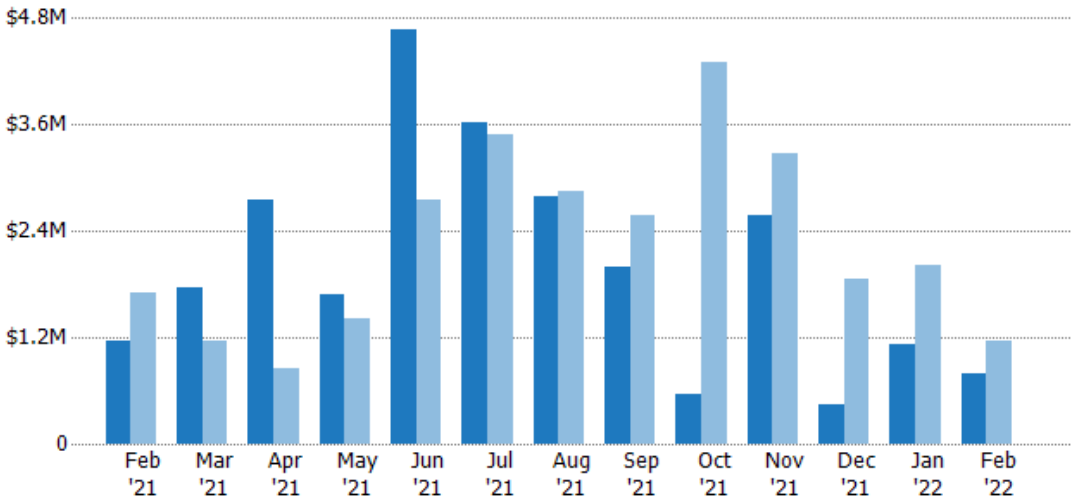
	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21	Jan '22	Feb '22
Current Year	5	8	17	9	21	17	14	13	6	12	3	6	2
Prior Year	10	7	7	11	15	21	19	18	19	15	10	10	5
Percent Change from Prior Year	-50%	14%	143%	-18%	40%	-19%	-26%	-28%	-68%	-20%	-70%	-40%	-60%

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



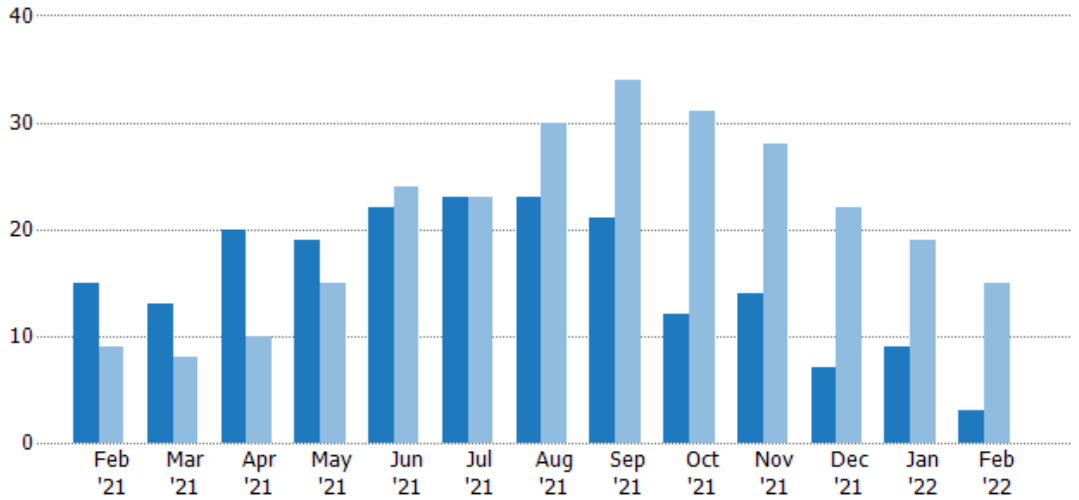
	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21	Jan '22	Feb '22
Current Year	\$1.16M	\$1.76M	\$2.75M	\$1.68M	\$4.67M	\$3.62M	\$2.8M	\$1.99M	\$554K	\$2.58M	\$444K	\$1.12M	\$785K
Prior Year	\$1.71M	\$1.15M	\$859K	\$1.41M	\$2.75M	\$3.49M	\$2.85M	\$2.58M	\$4.3M	\$3.28M	\$1.86M	\$2.02M	\$1.16M
Percent Change from Prior Year	-32%	53%	220%	19%	70%	4%	-2%	-23%	-87%	-21%	-76%	-45%	-32%

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



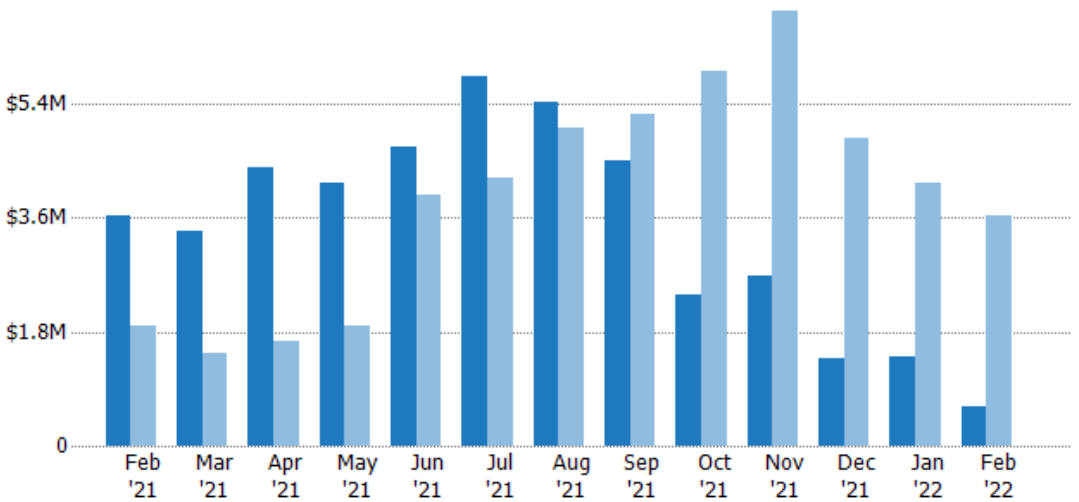
	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21	Jan '22	Feb '22
Current Year	15	13	20	19	22	23	23	21	12	14	7	9	3
Prior Year	9	8	10	15	24	23	30	34	31	28	22	19	15
Percent Change from Prior Year	67%	63%	100%	27%	-8%	0%	-23%	-38%	-61%	-50%	-68%	-53%	-80%

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



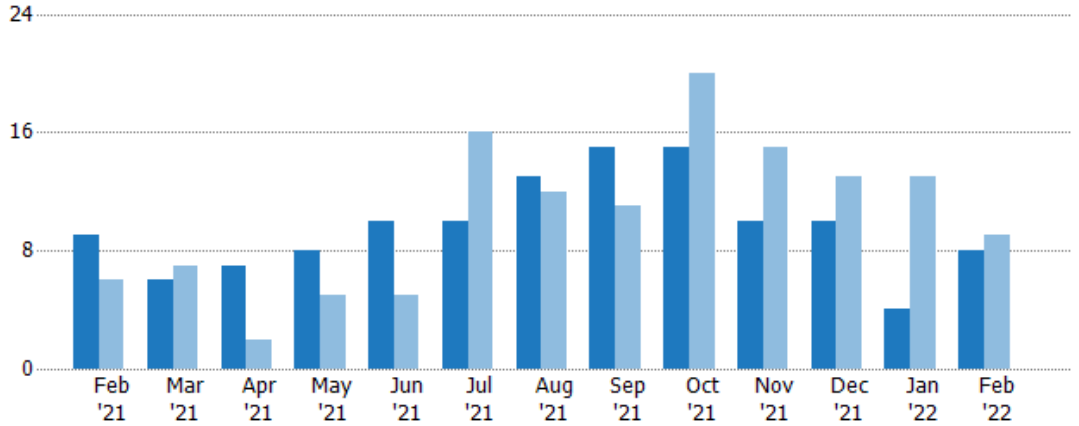
	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21	Jan '22	Feb '22
Current Year	\$3.62M	\$3.38M	\$4.4M	\$4.14M	\$4.73M	\$5.83M	\$5.42M	\$4.5M	\$2.39M	\$2.67M	\$1.38M	\$1.41M	\$629K
Prior Year	\$1.89M	\$1.46M	\$1.66M	\$1.9M	\$3.97M	\$4.22M	\$5.01M	\$5.24M	\$5.92M	\$6.87M	\$4.85M	\$4.15M	\$3.62M
Percent Change from Prior Year	91%	131%	164%	118%	19%	38%	8%	-14%	-60%	-61%	-71%	-66%	-83%

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



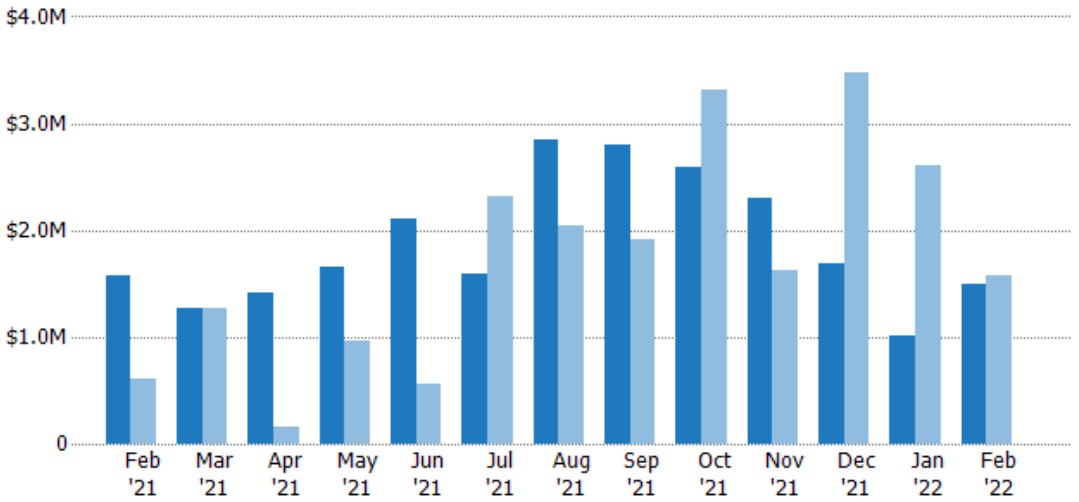
	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21	Jan '22	Feb '22
Current Year	9	6	7	8	10	10	13	15	15	10	10	4	8
Prior Year	6	7	2	5	5	16	12	11	20	15	13	13	9
Percent Change from Prior Year	50%	-14%	250%	60%	100%	-38%	8%	36%	-25%	-33%	-23%	-69%	-11%

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



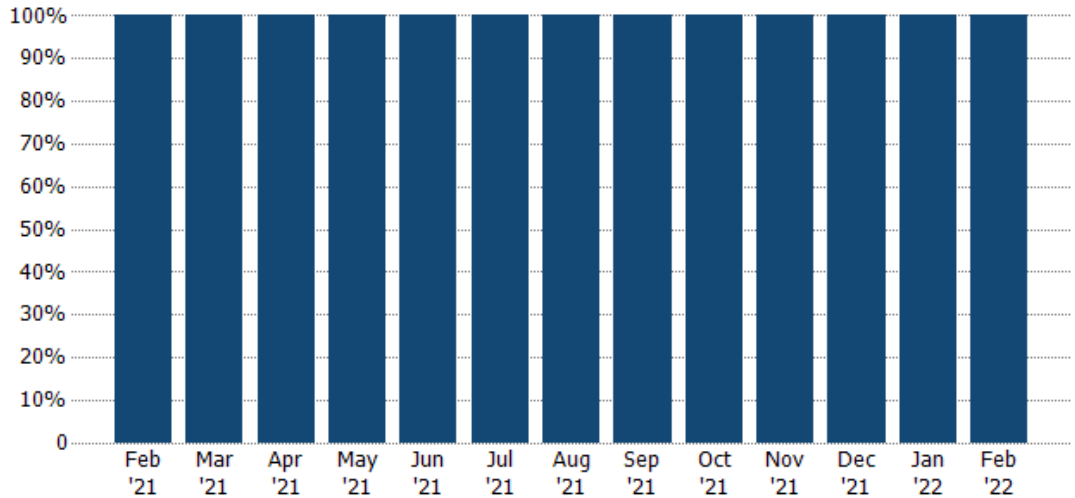
	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21	Jan '22	Feb '22
Current Year	\$1.58M	\$1.27M	\$1.42M	\$1.65M	\$2.11M	\$1.59M	\$2.85M	\$2.79M	\$2.59M	\$2.31M	\$1.69M	\$1.01M	\$1.5M
Prior Year	\$613K	\$1.26M	\$155K	\$966K	\$555K	\$2.32M	\$2.04M	\$1.92M	\$3.31M	\$1.62M	\$3.48M	\$2.6M	\$1.58M
Percent Change from Prior Year	157%	1%	817%	71%	280%	-31%	40%	46%	-22%	42%	-51%	-61%	-5%

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

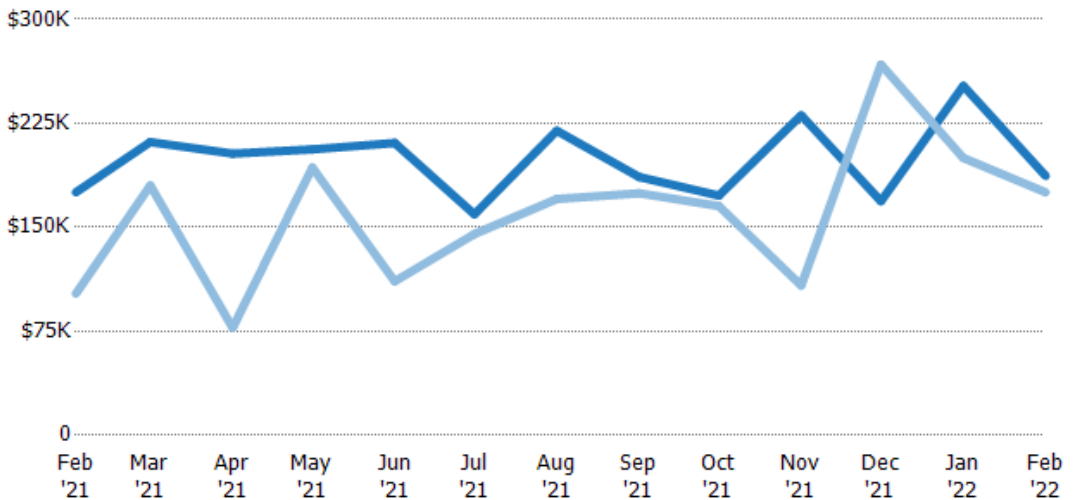
100% 100% 100% 100% 100% 100% 100% 100% 100% 100% 100% 100% 100%

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

\$175K \$211K \$203K \$206K \$211K \$159K \$220K \$186K \$173K \$231K \$169K \$252K \$187K

Prior Year

\$102K \$180K \$77.5K \$193K \$111K \$145K \$170K \$175K \$165K \$108K \$267K \$200K \$175K

Percent Change from Prior Year

72% 17% 162% 7% 90% 10% 29% 7% 5% 114% -37% 26% 7%

Month/Year	Price	% Chg.
Feb '22	\$187K	6.7%
Feb '21	\$175K	71.5%
Feb '20	\$102K	16.1%

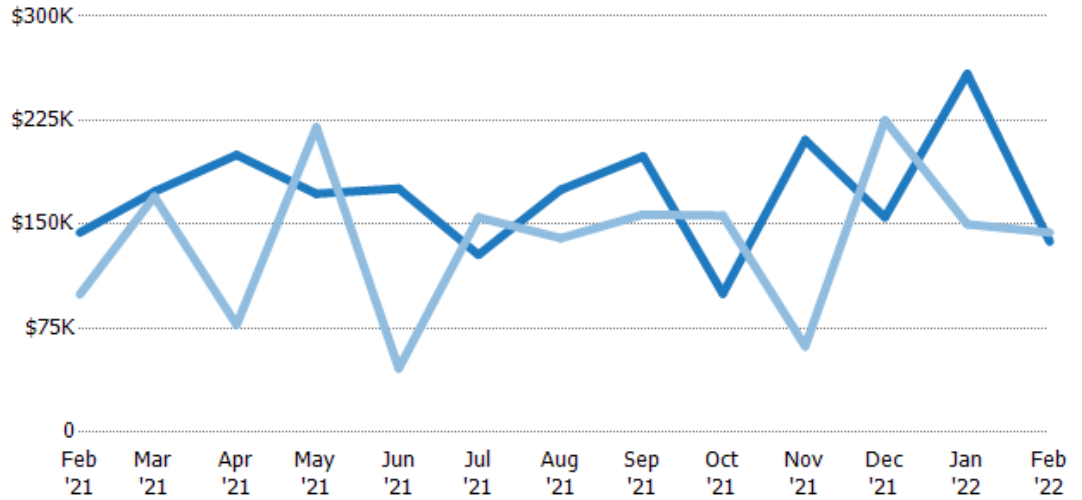
Median Sales Price

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.
Feb '22	\$137K	-4.5%
Feb '21	\$144K	44.7%
Feb '20	\$100K	-42%



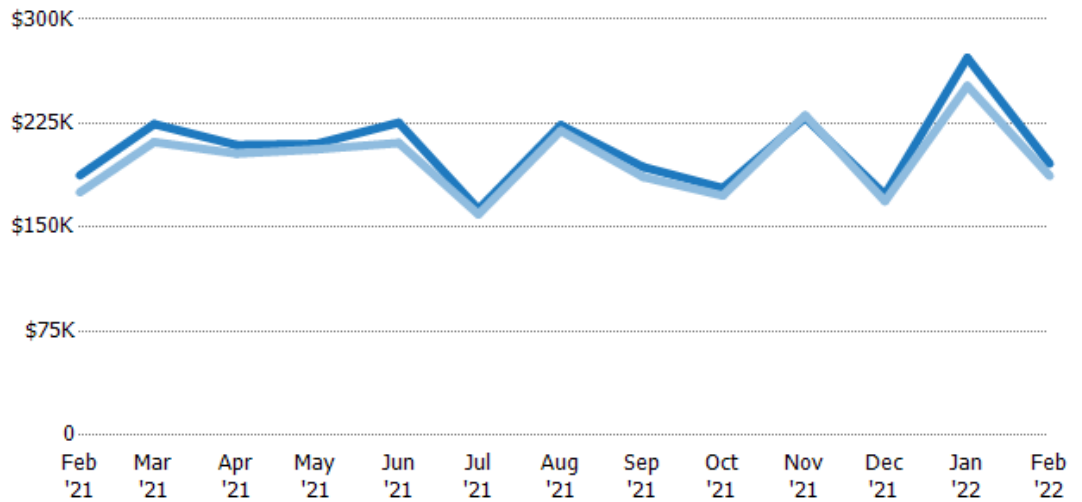
Current Year	\$144K	\$174K	\$200K	\$172K	\$176K	\$128K	\$175K	\$199K	\$100K	\$211K	\$155K	\$259K	\$137K
Prior Year	\$100K	\$170K	\$77.5K	\$220K	\$46K	\$155K	\$140K	\$157K	\$156K	\$62K	\$225K	\$150K	\$144K
Percent Change from Prior Year	45%	2%	158%	-22%	282%	-17%	25%	27%	-36%	240%	-31%	72%	-5%

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



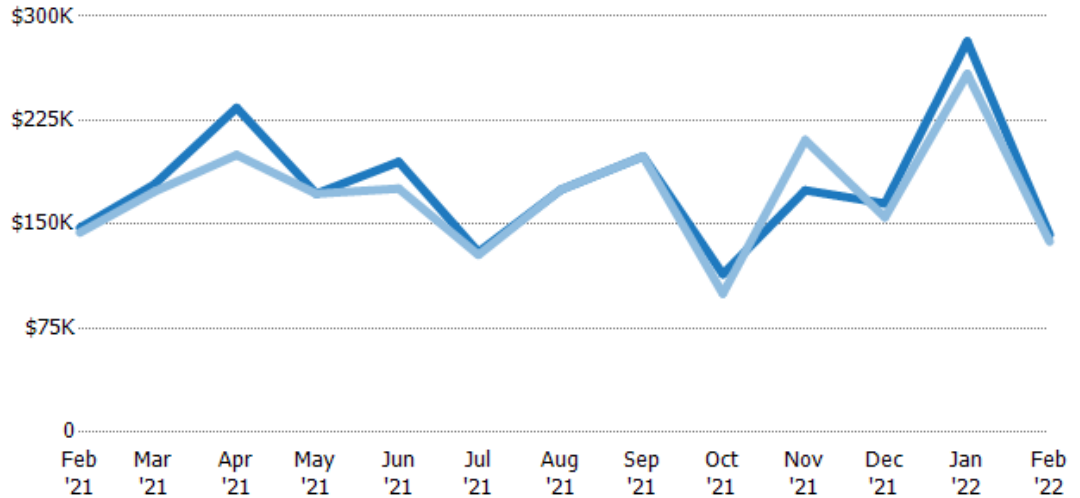
Avg List Price	\$187K	\$224K	\$209K	\$210K	\$225K	\$163K	\$224K	\$193K	\$178K	\$229K	\$173K	\$272K	\$196K
Avg Sales Price	\$175K	\$211K	\$203K	\$206K	\$211K	\$159K	\$220K	\$186K	\$173K	\$231K	\$169K	\$252K	\$187K
Avg Sales Price as a % of Avg List Price	93%	94%	97%	98%	94%	98%	98%	96%	97%	101%	97%	93%	95%

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



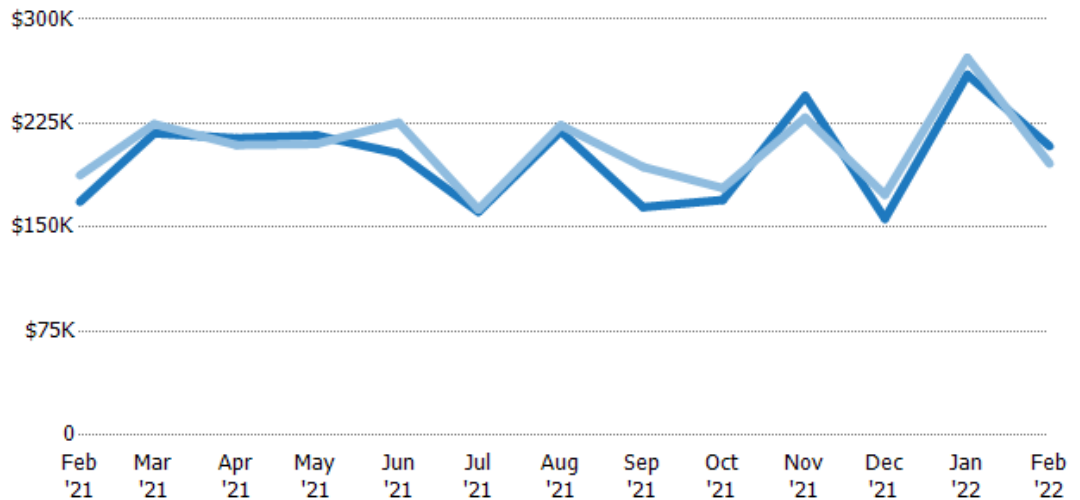
	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21	Jan '22	Feb '22
Median List Price	\$148K	\$179K	\$234K	\$172K	\$195K	\$130K	\$175K	\$199K	\$114K	\$175K	\$165K	\$282K	\$142K
Median Sales Price	\$144K	\$174K	\$200K	\$172K	\$176K	\$128K	\$175K	\$199K	\$100K	\$211K	\$155K	\$259K	\$137K
Med Sales Price as a % of Med List Price	98%	97%	85%	100%	90%	98%	100%	100%	88%	121%	94%	92%	96%

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



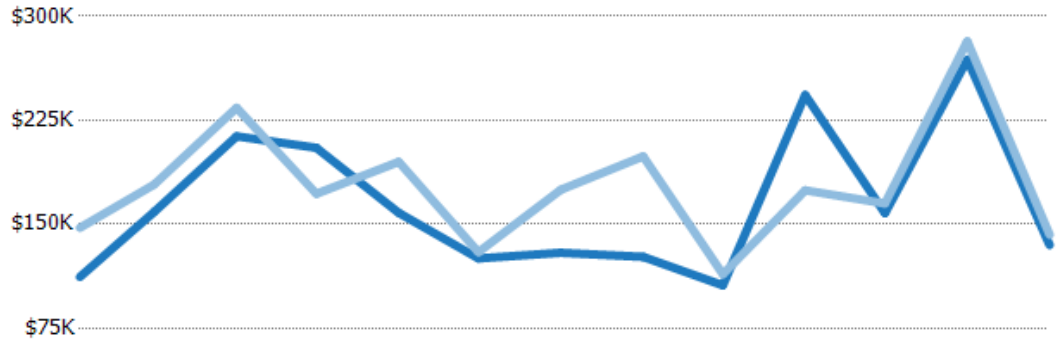
	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21	Jan '22	Feb '22
Avg Est Value	\$168K	\$218K	\$214K	\$216K	\$203K	\$161K	\$219K	\$164K	\$170K	\$245K	\$156K	\$260K	\$208K
Avg Sales Price	\$187K	\$224K	\$209K	\$210K	\$225K	\$163K	\$224K	\$193K	\$178K	\$229K	\$173K	\$272K	\$196K
Avg Sales Price as a % of Avg Est Value	111%	103%	98%	97%	111%	101%	102%	118%	105%	94%	111%	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



	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21	Jan '22	Feb '22
Median Est Value	\$112K	\$159K	\$213K	\$205K	\$158K	\$125K	\$129K	\$127K	\$106K	\$243K	\$158K	\$269K	\$135K
Median Sales Price	\$148K	\$179K	\$234K	\$172K	\$195K	\$130K	\$175K	\$199K	\$114K	\$175K	\$165K	\$282K	\$142K
Med Sales Price as a % of Med Est Value	132%	112%	110%	84%	123%	104%	135%	157%	108%	72%	104%	105%	106%