

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	Apr 2022	Apr 2021	+ / -	YTD 2022	YTD 2021	+ / -
Listing Activity Charts Metrics						
New Listing Count	9	13	-30.8%	30	41	-26.8%
New Listing Volume	\$3,840,700	\$2,170,200	+77%	\$9,518,700	\$9,059,199	+5.1%
Active Listing Count	30	25	+20%	N/A	N/A	
Active Listing Volume	\$9,764,700	\$7,091,700	+37.7%	N/A	N/A	
Average Listing Price	\$325,490	\$283,668	+14.7%	\$285,077	\$279,304	+2.1%
Median Listing Price	\$249,450	\$249,900	-0.2%	\$246,232	\$216,724	+13.6%
Median Days in RPR	52.5	61	-13.9%	76.39	92.18	-17.1%
Months of Inventory	5	4.2	+20%	2.9	4.2	-30.2%
Absorption Rate	20%	24%	-4%	34.34%	23.96%	+10.4%
Sales Activity Charts Metrics						
New Pending Sales Count	2	18	-88.9%	19	40	-52.5%
New Pending Sales Volume	\$224,900	\$2,851,700	-92.1%	\$4,272,400	\$7,704,999	-44.6%
Pending Sales Count	1	21	-95.2%	N/A	N/A	
Pending Sales Volume	\$236,500	\$4,500,100	-94.7%	N/A	N/A	
Closed Sales Count	9	7	+28.6%	27	34	-20.6%
Closed Sales Volume	\$1,817,000	\$1,421,860	+27.8%	\$5,426,150	\$6,787,510	-20.1%
Average Sales Price	\$201,889	\$203,123	-0.6%	\$200,969	\$199,633	+0.7%
Median Sales Price	\$200,000	\$200,000	±	\$179,011	\$163,441	+9.5%

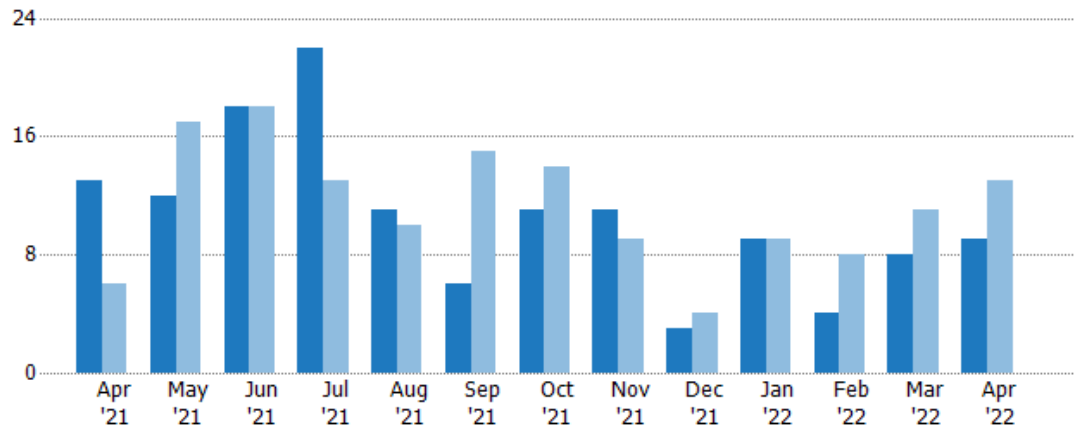
New Listings

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

Month/ Year	Count	% Chg.
Apr '22	9	-30.8%
Apr '21	13	116.7%
Apr '20	6	-33.3%



Current Year	13	12	18	22	11	6	11	11	3	9	4	8	9
Prior Year	6	17	18	13	10	15	14	9	4	9	8	11	13
Percent Change from Prior Year	117%	-29%	0%	69%	10%	-60%	-21%	22%	-25%	0%	-50%	-27%	-31%

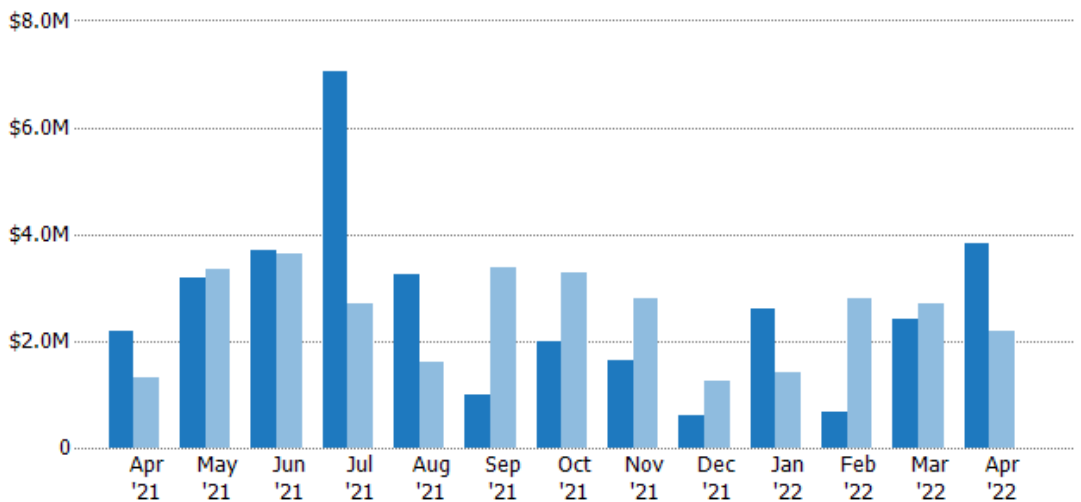
New Listing Volume

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.
Apr '22	\$3.84M	77%
Apr '21	\$2.17M	65.2%
Apr '20	\$1.31M	-27.1%



Current Year	\$2.17M	\$3.17M	\$3.7M	\$7.03M	\$3.25M	\$994K	\$1.98M	\$1.65M	\$614K	\$2.6M	\$671K	\$2.41M	\$3.84M
Prior Year	\$1.31M	\$3.33M	\$3.64M	\$2.71M	\$1.6M	\$3.38M	\$3.29M	\$2.78M	\$1.26M	\$1.4M	\$2.79M	\$2.69M	\$2.17M
Percent Change from Prior Year	65%	-5%	2%	159%	103%	-71%	-40%	-41%	-51%	86%	-76%	-11%	77%

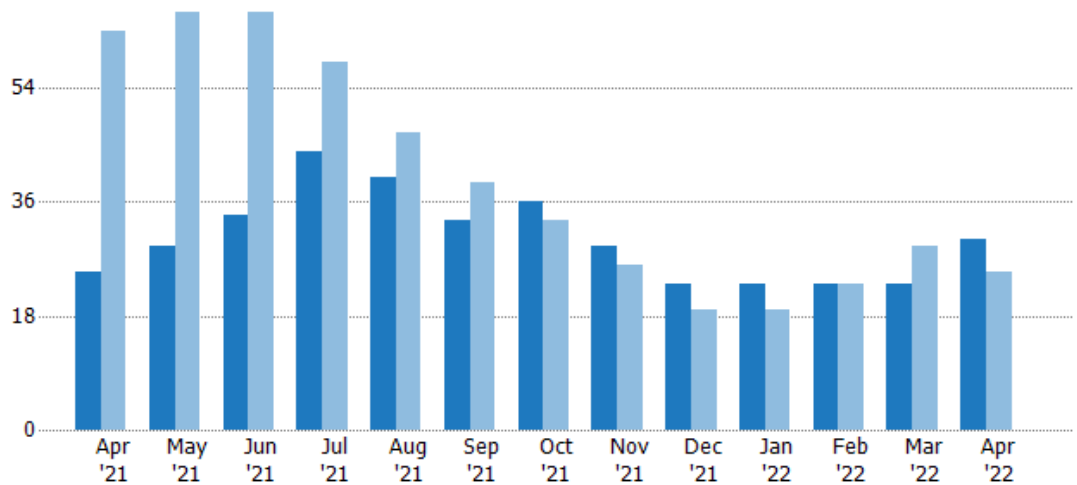
Active Listings

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

Month/ Year	Count	% Chg.
Apr '22	30	20%
Apr '21	25	-60.3%
Apr '20	63	6.3%



Current Year	25	29	34	44	40	33	36	29	23	23	23	23	30
Prior Year	63	66	66	58	47	39	33	26	19	19	23	29	25
Percent Change from Prior Year	-60%	-56%	-48%	-24%	-15%	-15%	9%	12%	21%	21%	0%	-21%	20%

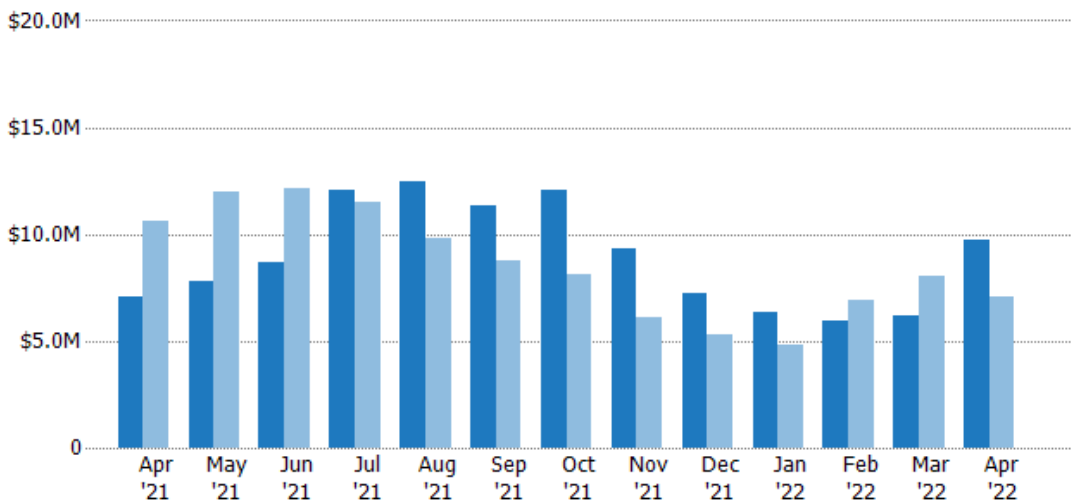
Active Listing Volume

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.
Apr '22	\$9.76M	37.7%
Apr '21	\$7.09M	-33%
Apr '20	\$10.6M	18.8%



Current Year	\$7.09M	\$7.82M	\$8.68M	\$12.1M	\$12.5M	\$11.4M	\$12M	\$9.36M	\$7.27M	\$6.35M	\$5.96M	\$6.15M	\$9.76M
Prior Year	\$10.6M	\$12M	\$12.2M	\$11.5M	\$9.82M	\$8.8M	\$8.08M	\$6.09M	\$5.34M	\$4.81M	\$6.88M	\$8.03M	\$7.09M
Percent Change from Prior Year	-33%	-35%	-29%	5%	27%	29%	49%	54%	36%	32%	-13%	-23%	38%

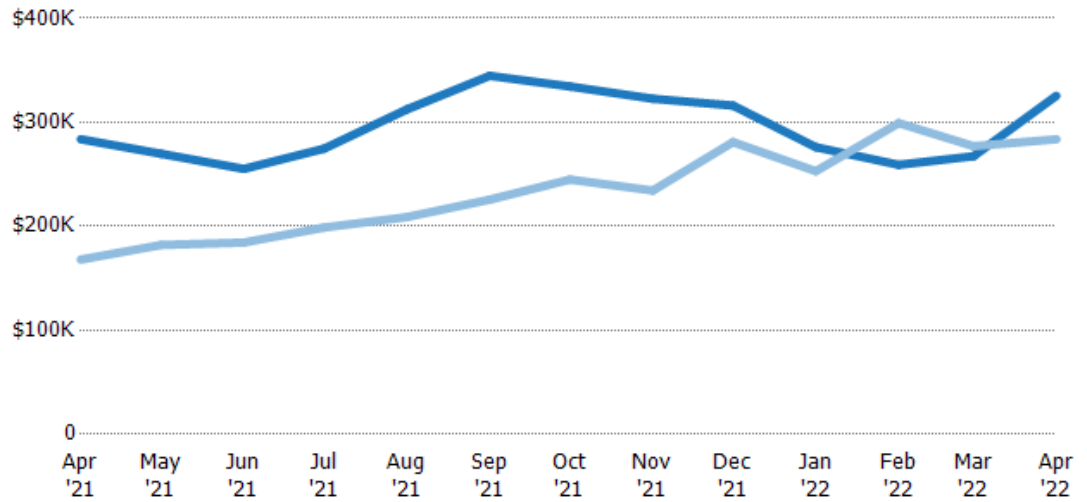
Average Listing Price

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.
Apr '22	\$325K	14.7%
Apr '21	\$284K	68.9%
Apr '20	\$168K	11.7%



Current Year	\$284K	\$270K	\$255K	\$275K	\$312K	\$345K	\$334K	\$323K	\$316K	\$276K	\$259K	\$267K	\$325K
Prior Year	\$168K	\$182K	\$184K	\$199K	\$209K	\$226K	\$245K	\$234K	\$281K	\$253K	\$299K	\$277K	\$284K
Percent Change from Prior Year	69%	48%	38%	38%	50%	53%	37%	38%	13%	9%	-13%	-3%	15%

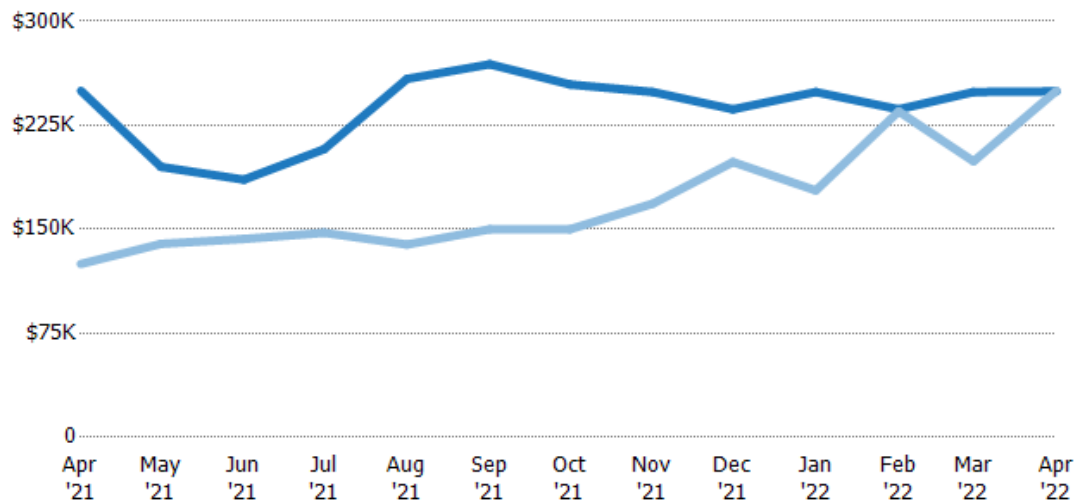
Median Listing Price

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.
Apr '22	\$249K	-0.2%
Apr '21	\$250K	99.9%
Apr '20	\$125K	16%



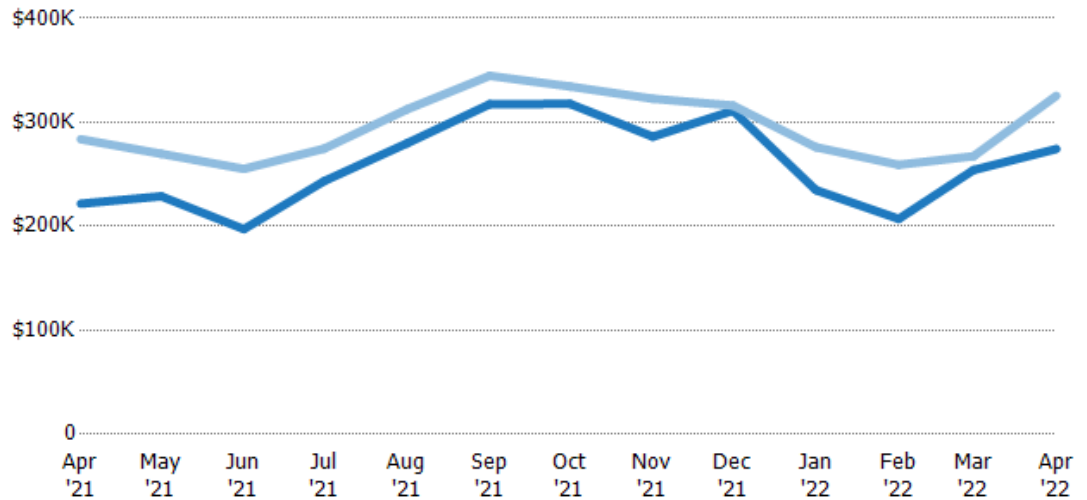
Current Year	\$250K	\$195K	\$186K	\$208K	\$258K	\$269K	\$254K	\$249K	\$237K	\$249K	\$237K	\$249K	\$249K
Prior Year	\$125K	\$140K	\$143K	\$147K	\$139K	\$150K	\$150K	\$169K	\$199K	\$178K	\$235K	\$199K	\$250K
Percent Change from Prior Year	100%	40%	30%	41%	86%	79%	70%	48%	19%	40%	1%	25%	0%

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

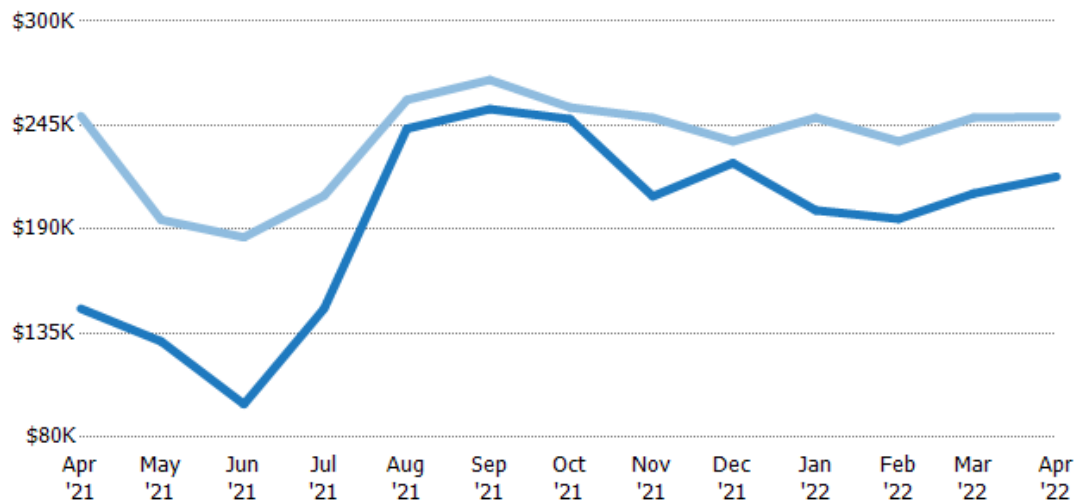


Median Listing Price vs Median Est Value

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



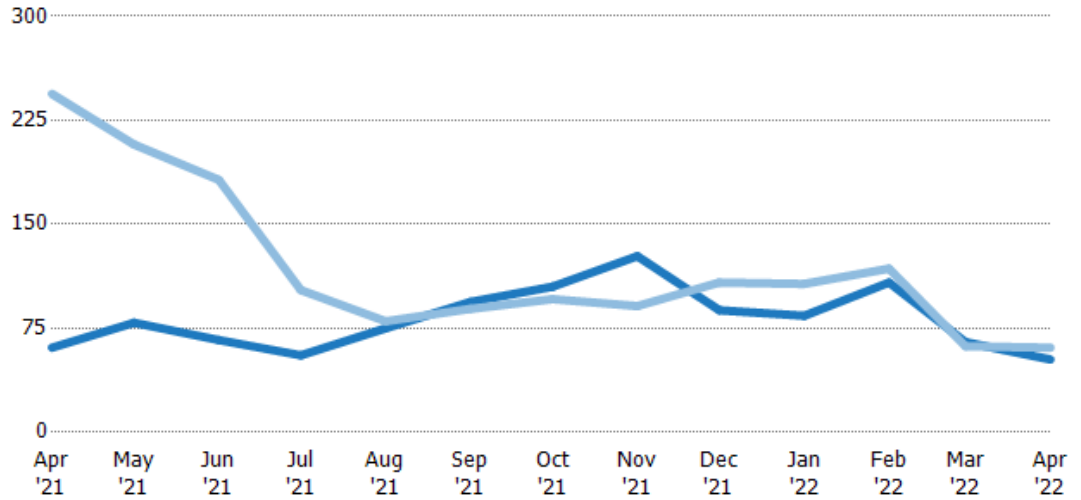
Median Days in RPR

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.
Apr '22	52.5	-13.9%
Apr '21	61	-75%
Apr '20	244	-13.9%



Current Year	61	79	66.5	55.5	75	94	105	127	88	84	108	65	52.5
Prior Year	244	208	182	103	80	89	96	91	108	107	118	62	61
Percent Change from Prior Year	-75%	-62%	-63%	-46%	-6%	6%	9%	40%	-19%	-21%	-8%	5%	-14%

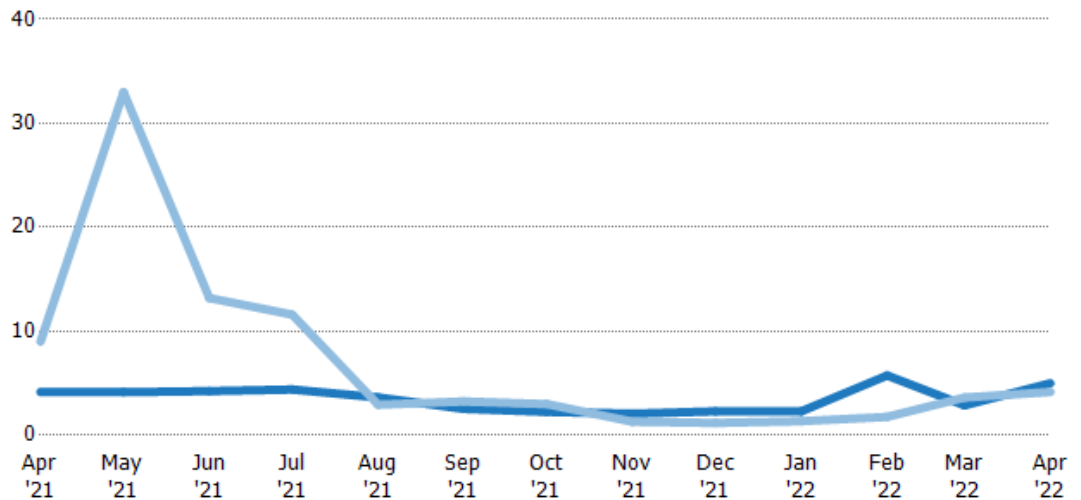
Months of Inventory

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.
Apr '22	5	20%
Apr '21	4.17	-53.7%
Apr '20	9	48.9%



Current Year	4.17	4.14	4.25	4.4	3.64	2.54	2.25	2.07	2.3	2.3	5.75	2.88	5
Prior Year	9	33	13.2	11.6	2.94	3.25	3	1.3	1.19	1.36	1.77	3.63	4.17
Percent Change from Prior Year	-54%	-87%	-68%	-62%	24%	-22%	-25%	59%	94%	69%	225%	-21%	20%

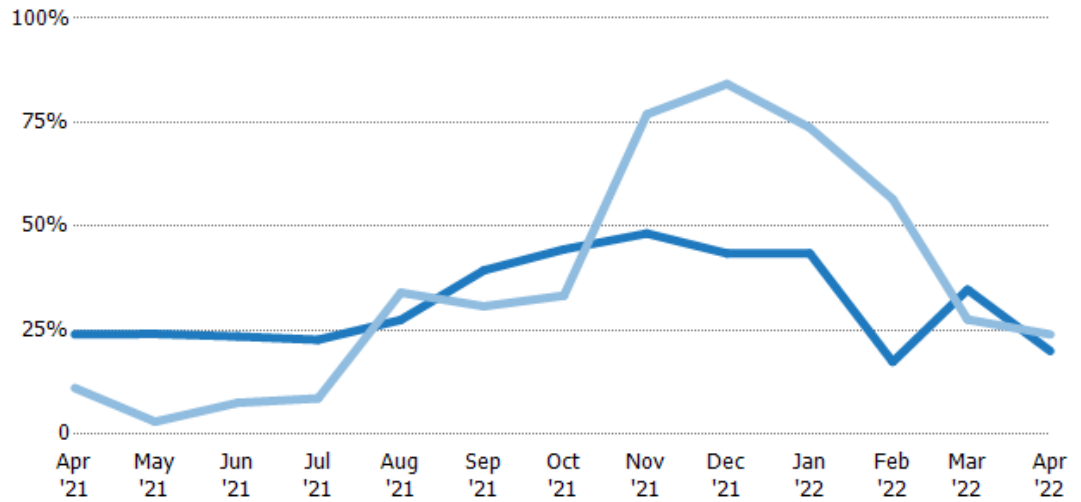
Absorption Rate

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.
Apr '22	20%	4%
Apr '21	24%	-12.9%
Apr '20	11%	-32.9%



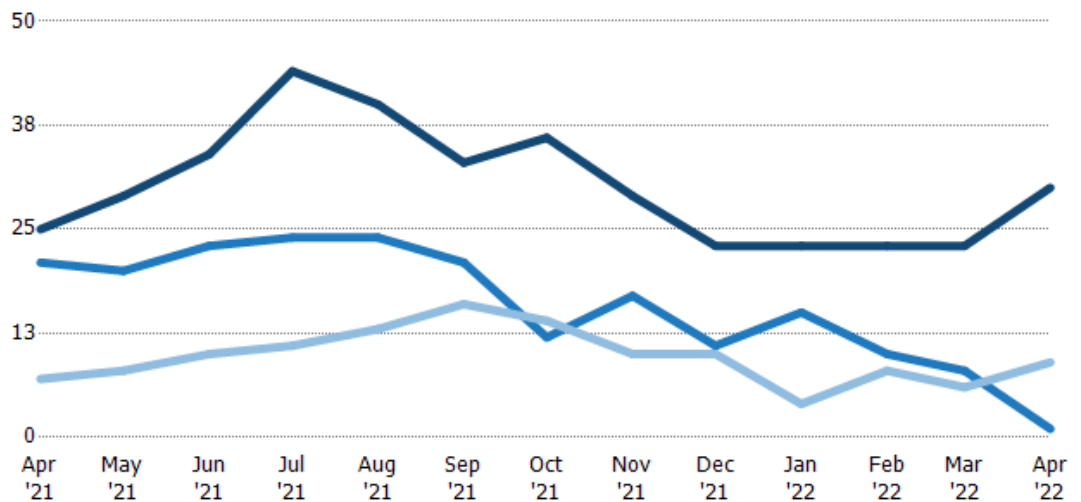
Current Year	24%	24%	24%	23%	28%	39%	44%	48%	43%	43%	17%	35%	20%
Prior Year	11%	3%	8%	9%	34%	31%	33%	77%	84%	74%	57%	28%	24%
Change from Prior Year	-13%	-21%	-16%	-14%	7%	-9%	-11%	29%	41%	30%	39%	-7%	4%

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	25	29	34	44	40	33	36	29	23	23	23	23	30
Pending	21	20	23	24	24	21	12	17	11	15	10	8	1
Sold	7	8	10	11	13	16	14	10	10	4	8	6	9

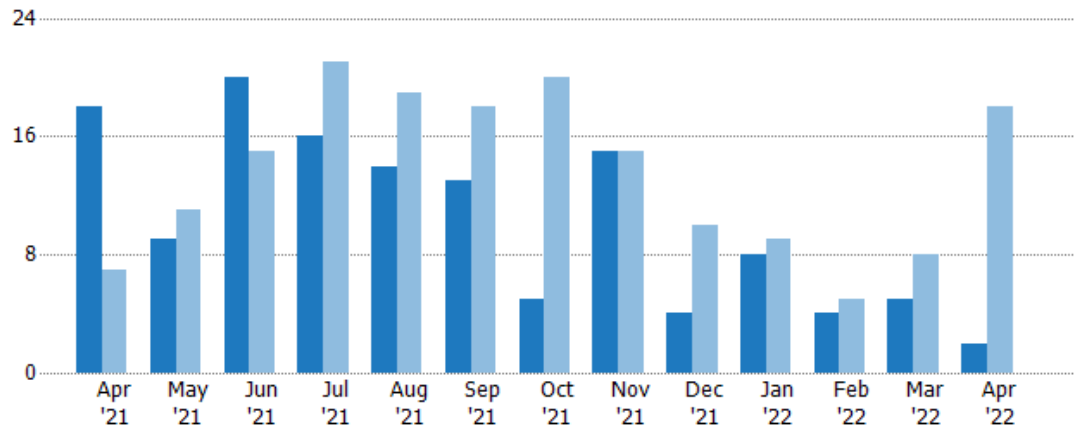
New Pending Sales

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.
Apr '22	2	-88.9%
Apr '21	18	157.1%
Apr '20	7	-57.1%



Current Year	18	9	20	16	14	13	5	15	4	8	4	5	2
Prior Year	7	11	15	21	19	18	20	15	10	9	5	8	18
Percent Change from Prior Year	157%	-18%	33%	-24%	-26%	-28%	-75%	0%	-60%	-11%	-20%	-38%	-89%

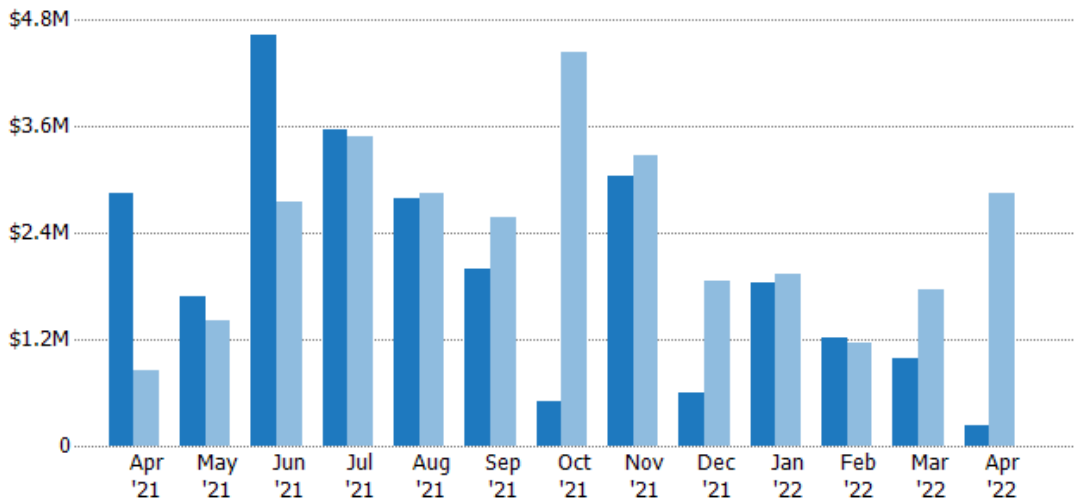
New Pending Sales Volume

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.
Apr '22	\$225K	-92.1%
Apr '21	\$2.85M	231.9%
Apr '20	\$859K	-50.6%



Current Year	\$2.85M	\$1.68M	\$4.62M	\$3.57M	\$2.8M	\$1.99M	\$504K	\$3.04M	\$593K	\$1.85M	\$1.22M	\$983K	\$225K
Prior Year	\$859K	\$1.41M	\$2.75M	\$3.49M	\$2.85M	\$2.58M	\$4.44M	\$3.28M	\$1.86M	\$1.93M	\$1.16M	\$1.76M	\$2.85M
Percent Change from Prior Year	232%	19%	68%	2%	-2%	-23%	-89%	-7%	-68%	-4%	5%	-44%	-92%

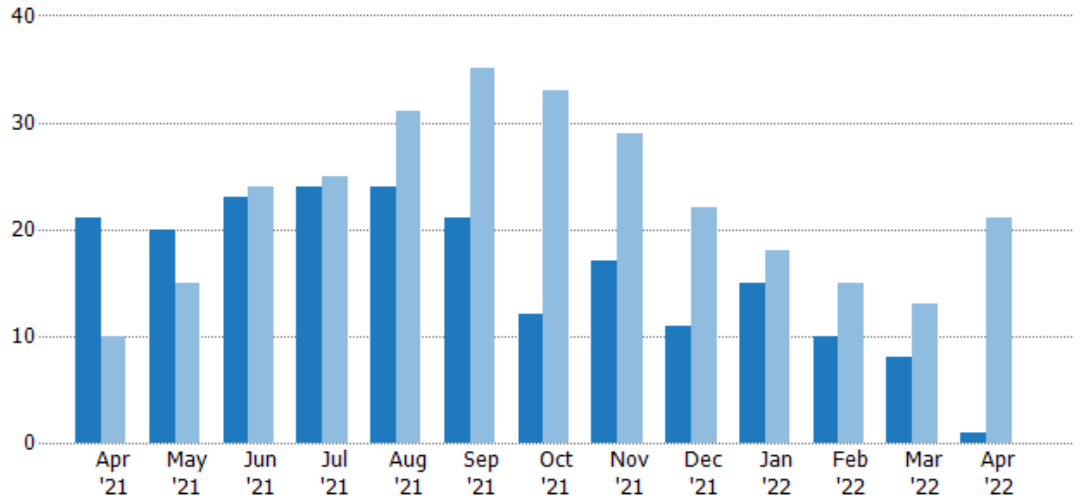
Pending Sales

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.
Apr '22	1	-95.2%
Apr '21	21	110%
Apr '20	10	-60%



Current Year	21	20	23	24	24	21	12	17	11	15	10	8	1
Prior Year	10	15	24	25	31	35	33	29	22	18	15	13	21
Percent Change from Prior Year	110%	33%	-4%	-4%	-23%	-40%	-64%	-41%	-50%	-17%	-33%	-38%	-95%

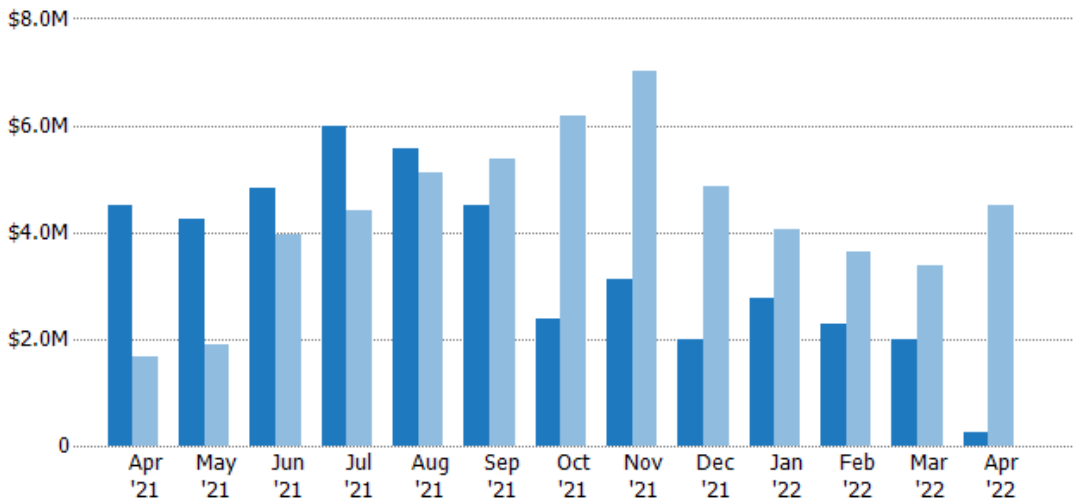
Pending Sales Volume

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.
Apr '22	\$237K	-94.7%
Apr '21	\$4.5M	170.4%
Apr '20	\$1.66M	-75%



Current Year	\$4.5M	\$4.24M	\$4.83M	\$5.99M	\$5.58M	\$4.5M	\$2.39M	\$3.13M	\$1.99M	\$2.75M	\$2.27M	\$2M	\$237K
Prior Year	\$1.66M	\$1.9M	\$3.97M	\$4.42M	\$5.13M	\$5.36M	\$6.19M	\$7.01M	\$4.85M	\$4.06M	\$3.62M	\$3.38M	\$4.5M
Percent Change from Prior Year	170%	124%	22%	35%	9%	-16%	-61%	-55%	-59%	-32%	-37%	-41%	-95%

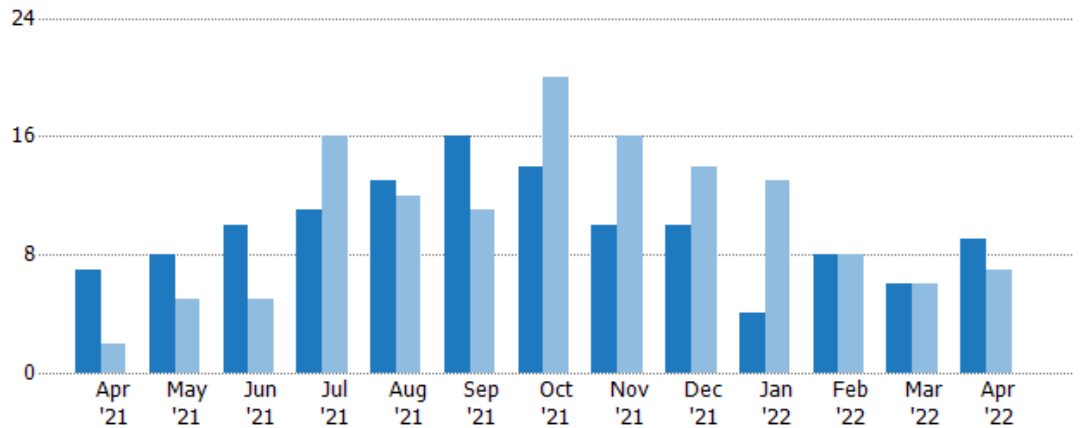
Closed Sales

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.
Apr '22	9	28.6%
Apr '21	7	250%
Apr '20	2	150%



Current Year	7	8	10	11	13	16	14	10	10	4	8	6	9
Prior Year	2	5	5	16	12	11	20	16	14	13	8	6	7
Percent Change from Prior Year	250%	60%	100%	-31%	8%	45%	-30%	-38%	-29%	-69%	0%	0%	29%

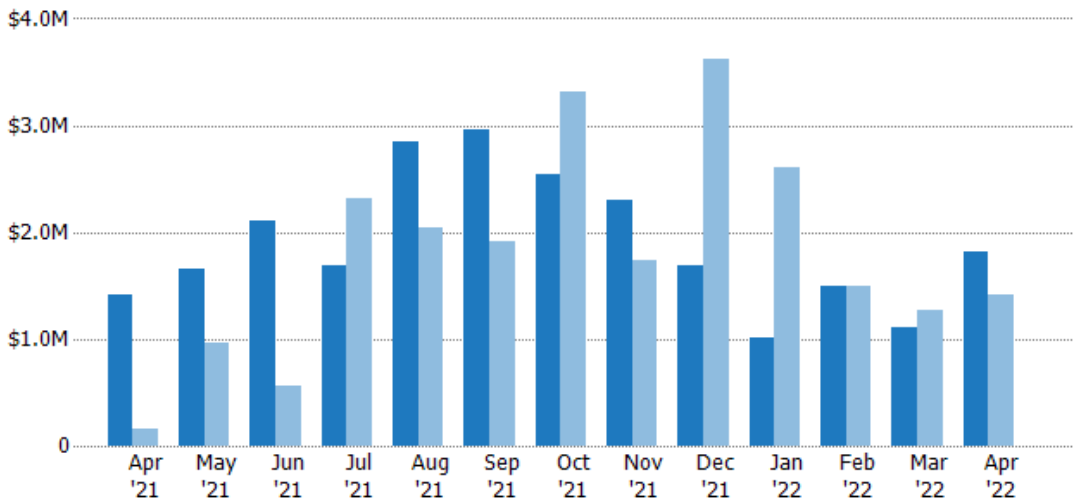
Closed Sales Volume

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.
Apr '22	\$1.82M	27.8%
Apr '21	\$1.42M	817.3%
Apr '20	\$155K	515.6%



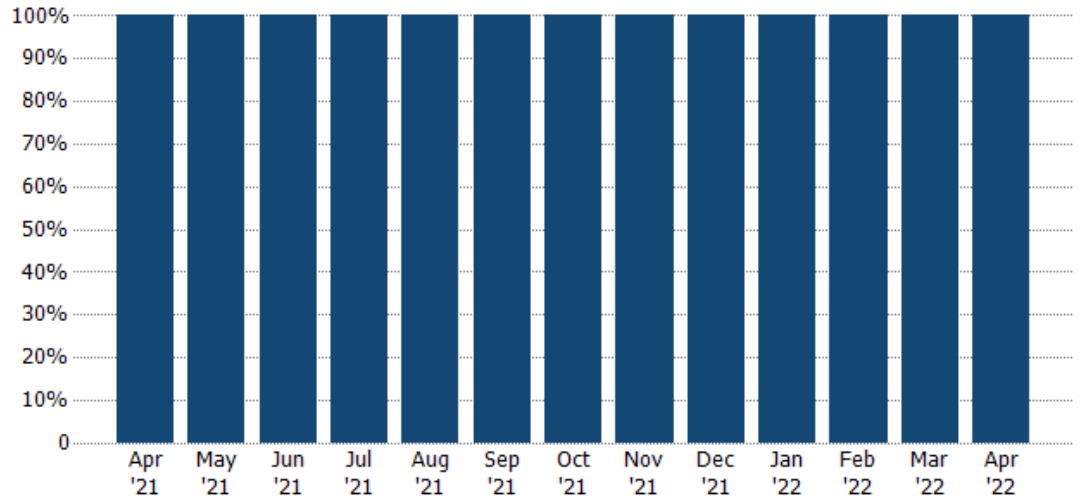
Current Year	\$1.42M	\$1.65M	\$2.11M	\$1.69M	\$2.85M	\$2.96M	\$2.55M	\$2.31M	\$1.69M	\$1.01M	\$1.5M	\$1.1M	\$1.82M
Prior Year	\$155K	\$966K	\$555K	\$2.32M	\$2.04M	\$1.92M	\$3.31M	\$1.73M	\$3.62M	\$2.6M	\$1.5M	\$1.27M	\$1.42M
Percent Change from Prior Year	817%	71%	280%	-27%	40%	54%	-23%	33%	-53%	-61%	0%	-13%	28%

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



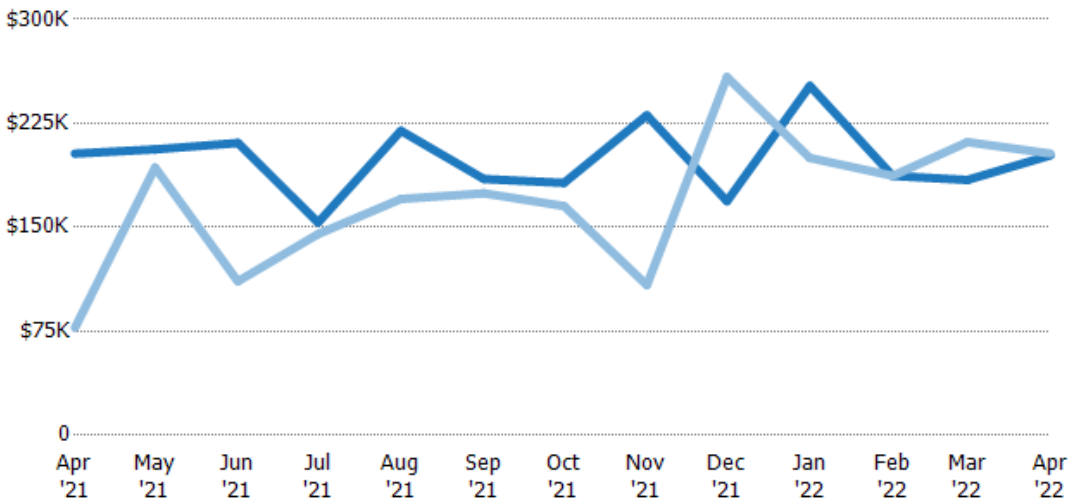
Single Family Residence

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

Month/Year	Price	% Chg.
Apr '22	\$202K	-0.6%
Apr '21	\$203K	162.1%
Apr '20	\$77.5K	146.2%

Percent Change from Prior Year

\$203K	\$206K	\$211K	\$153K	\$220K	\$185K	\$182K	\$231K	\$169K	\$252K	\$187K	\$184K	\$202K
\$77.5K	\$193K	\$111K	\$145K	\$170K	\$175K	\$165K	\$108K	\$258K	\$200K	\$187K	\$211K	\$203K
162%	7%	90%	6%	29%	6%	10%	113%	-35%	26%	0%	-13%	-1%

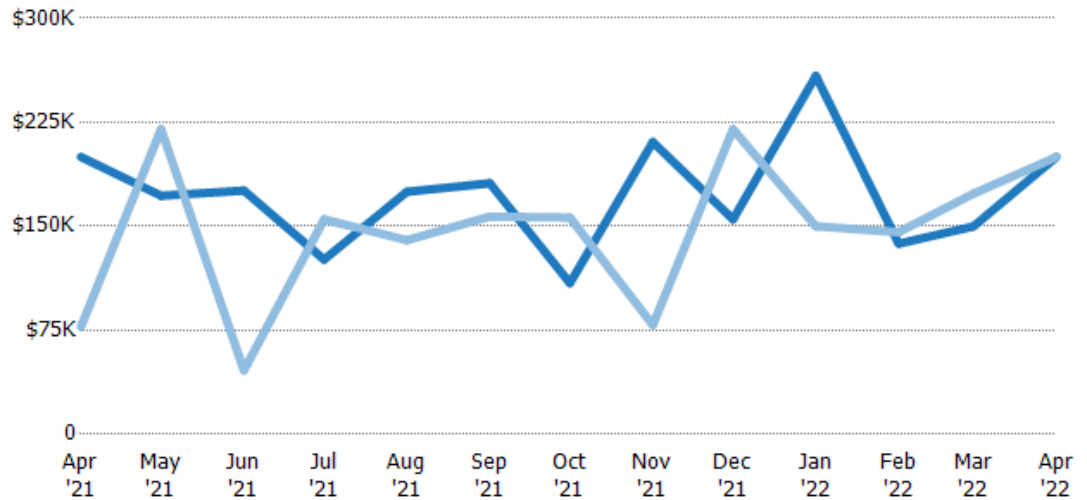
Median Sales Price

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.
Apr '22	\$200K	0%
Apr '21	\$200K	158.1%
Apr '20	\$77.5K	142.9%



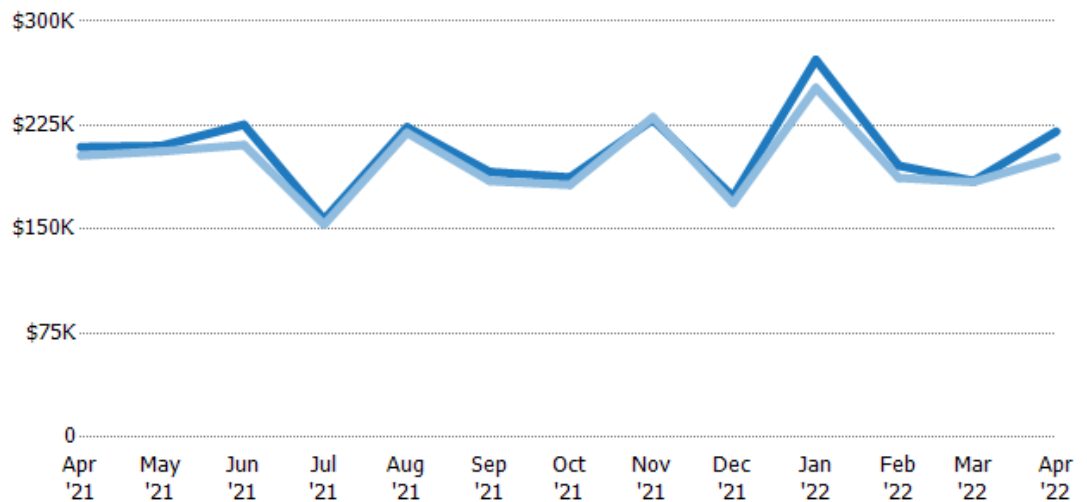
Current Year	\$200K	\$172K	\$176K	\$126K	\$175K	\$181K	\$109K	\$211K	\$155K	\$259K	\$137K	\$150K	\$200K
Prior Year	\$77.5K	\$220K	\$46K	\$155K	\$140K	\$157K	\$156K	\$78.8K	\$220K	\$150K	\$146K	\$174K	\$200K
Percent Change from Prior Year	158%	-22%	282%	-19%	25%	15%	-30%	167%	-30%	72%	-6%	-14%	0%

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



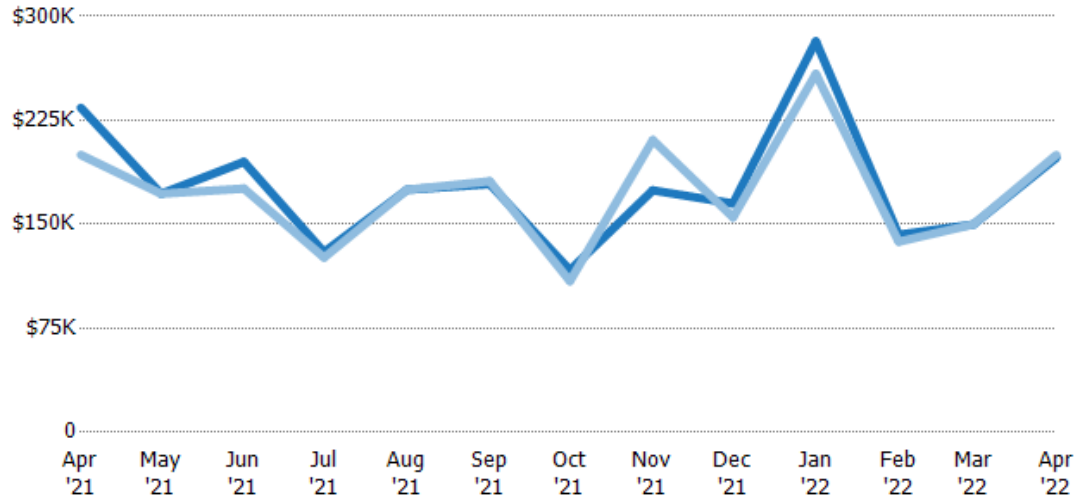
Avg List Price	\$209K	\$210K	\$225K	\$157K	\$224K	\$191K	\$187K	\$229K	\$173K	\$272K	\$196K	\$185K	\$221K
Avg Sales Price	\$203K	\$206K	\$211K	\$153K	\$220K	\$185K	\$182K	\$231K	\$169K	\$252K	\$187K	\$184K	\$202K
Avg Sales Price as a % of Avg List Price	97%	98%	94%	98%	98%	97%	97%	101%	97%	93%	95%	100%	92%

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



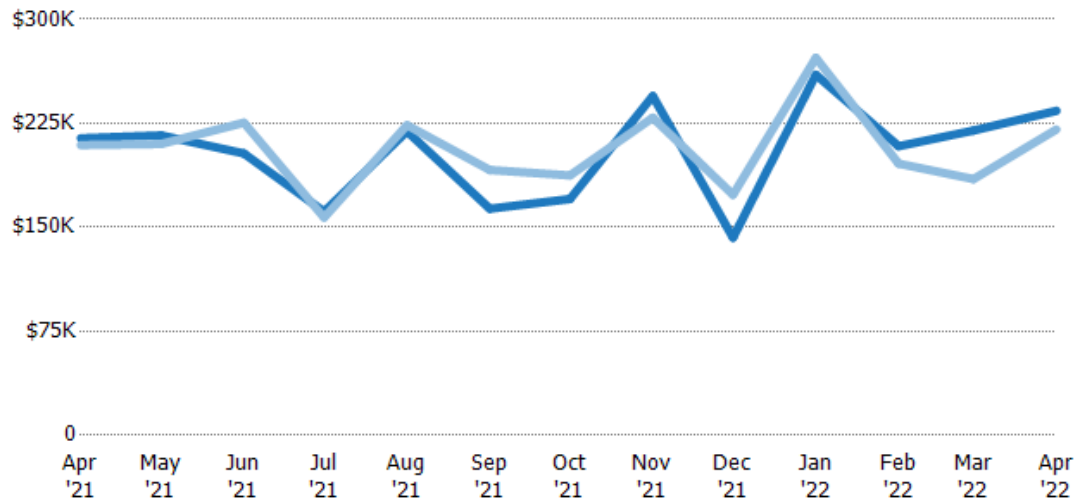
Median List Price	\$234K	\$172K	\$195K	\$130K	\$175K	\$179K	\$117K	\$175K	\$165K	\$282K	\$142K	\$150K	\$198K
Median Sales Price	\$200K	\$172K	\$176K	\$126K	\$175K	\$181K	\$109K	\$211K	\$155K	\$259K	\$137K	\$150K	\$200K
Med Sales Price as a % of Med List Price	85%	100%	90%	97%	100%	101%	93%	121%	94%	92%	96%	100%	101%

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



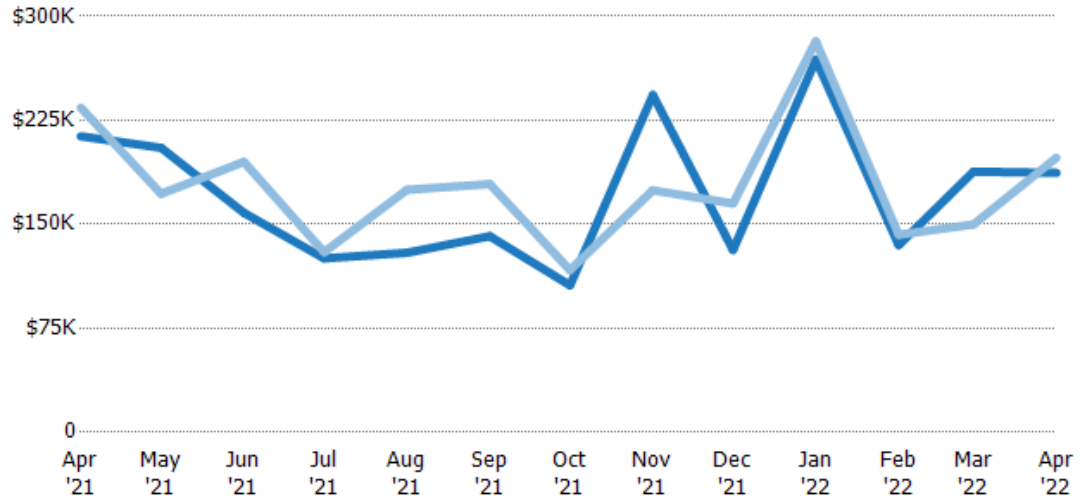
Avg Est Value	\$214K	\$216K	\$203K	\$161K	\$219K	\$163K	\$170K	\$245K	\$143K	\$260K	\$208K	\$220K	\$234K
Avg Sales Price	\$209K	\$210K	\$225K	\$157K	\$224K	\$191K	\$187K	\$229K	\$173K	\$272K	\$196K	\$185K	\$221K
Avg Sales Price as a % of Avg Est Value	98%	97%	111%	97%	102%	117%	110%	94%	122%	105%	94%	84%	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	\$213K	\$205K	\$158K	\$125K	\$129K	\$141K	\$106K	\$243K	\$132K	\$269K	\$135K	\$188K	\$187K
Median Sales Price	\$234K	\$172K	\$195K	\$130K	\$175K	\$179K	\$117K	\$175K	\$165K	\$282K	\$142K	\$150K	\$198K
Med Sales Price as a % of Med Est Value	110%	84%	123%	104%	135%	127%	110%	72%	125%	105%	106%	80%	106%