

## 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 2019	Apr 2018	+ / -	YTD 2019	YTD 2018	+ / -
<b>Listing Activity Charts Metrics</b>						
New Listing Count	14	32	-56.3%	66	101	-34.7%
New Listing Volume	\$3,898,500	\$9,692,568	-59.8%	\$20,701,790	\$31,603,713	-34.5%
Active Listing Count	–	48	–	N/A	N/A	
Active Listing Volume	–	\$18,071,622	–	N/A	N/A	
Average Listing Price	–	\$376,492	–	\$373,469	\$363,278	+2.8%
Median Listing Price	–	\$357,950	–	\$361,208	\$352,634	+2.4%
Median Days in RPR	–	53	–	140.96	65.24	+116.1%
Months of Inventory	–	2.5	-100%	2.9	3	-3.1%
Absorption Rate	–	39.58%	–	34.59%	33.52%	+1.1%
<b>Sales Activity Charts Metrics</b>						
New Pending Sales Count	16	30	-46.7%	68	90	-24.4%
New Pending Sales Volume	\$5,129,177	\$8,542,200	-40%	\$20,684,117	\$26,816,495	-22.9%
Pending Sales Count	–	49	–	N/A	N/A	
Pending Sales Volume	–	\$15,038,900	–	N/A	N/A	
Closed Sales Count	5	14	-64.3%	52	64	-18.8%
Closed Sales Volume	\$1,529,413	\$3,630,128	-57.9%	\$16,630,310	\$18,353,847	-9.4%
Average Sales Price	\$305,883	\$259,295	+18%	\$319,814	\$286,779	+11.5%
Median Sales Price	\$250,000	\$251,950	-0.8%	\$282,231	\$281,959	+0.1%

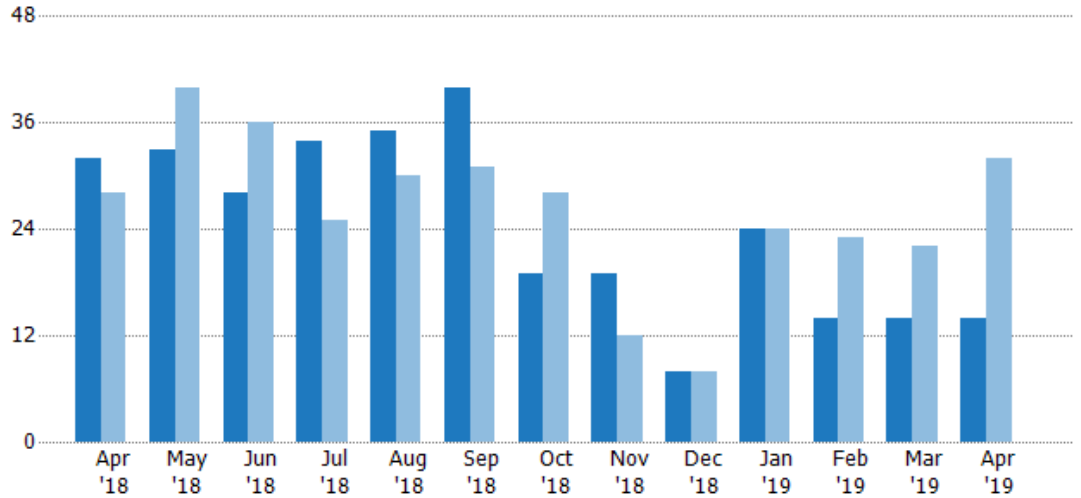
## New Listings

The number of new residential listings that were added each month.

### Filters Used

ZIP: Essex, VT 05451, Essex Junction, VT 05452, Essex Junction, VT 05453  
 Property Type: Condo/Townhouse/Apt, Single Family Residence

Month/Year	Count	% Chg.
Apr '19	14	-56.3%
Apr '18	32	14.3%
Apr '17	28	53.6%



Current Year	32	33	28	34	35	40	19	19	8	24	14	14	14
Prior Year	28	40	36	25	30	31	28	12	8	24	23	22	32
Percent Change from Prior Year	14%	-18%	-22%	36%	17%	29%	-32%	58%	0%	0%	-39%	-36%	-56%

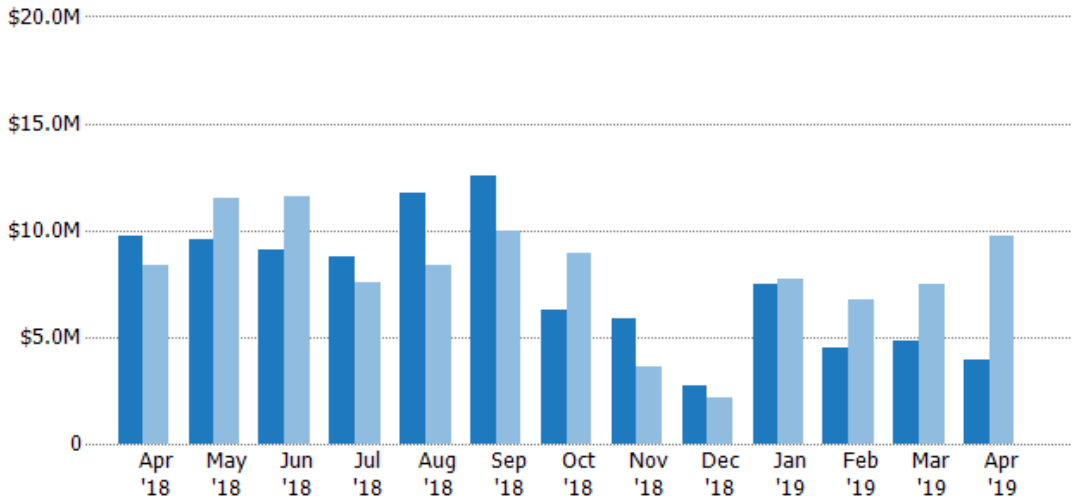
## New Listing Volume

The sum of the listing price of residential listings that were added each month.

### Filters Used

ZIP: Essex, VT 05451, Essex Junction, VT 05452, Essex Junction, VT 05453  
 Property Type: Condo/Townhouse/Apt, Single Family Residence

Month/Year	Volume	% Chg.
Apr '19	\$3.9M	-59.8%
Apr '18	\$9.69M	16.5%
Apr '17	\$8.32M	44.8%



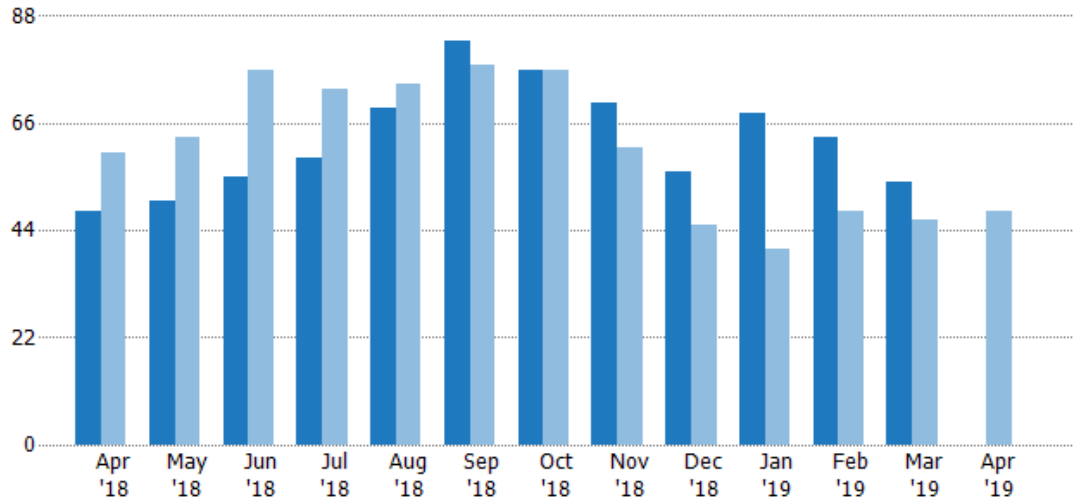
Current Year	\$9.69M	\$9.54M	\$9.08M	\$8.78M	\$11.7M	\$12.5M	\$6.27M	\$5.84M	\$2.72M	\$7.49M	\$4.49M	\$4.82M	\$3.9M
Prior Year	\$8.32M	\$11.5M	\$11.6M	\$7.59M	\$8.39M	\$9.99M	\$8.91M	\$3.59M	\$2.19M	\$7.71M	\$6.72M	\$7.49M	\$9.69M
Percent Change from Prior Year	16%	-17%	-22%	16%	40%	26%	-30%	63%	24%	-3%	-33%	-36%	-60%

## Active Listings

The number of active residential listings at the end of each month.

### Filters Used

ZIP: Essex, VT 05451, Essex Junction, VT 05452, Essex Junction, VT 05453  
 Property Type: Condo/Townhouse/Apt, Single Family Residence



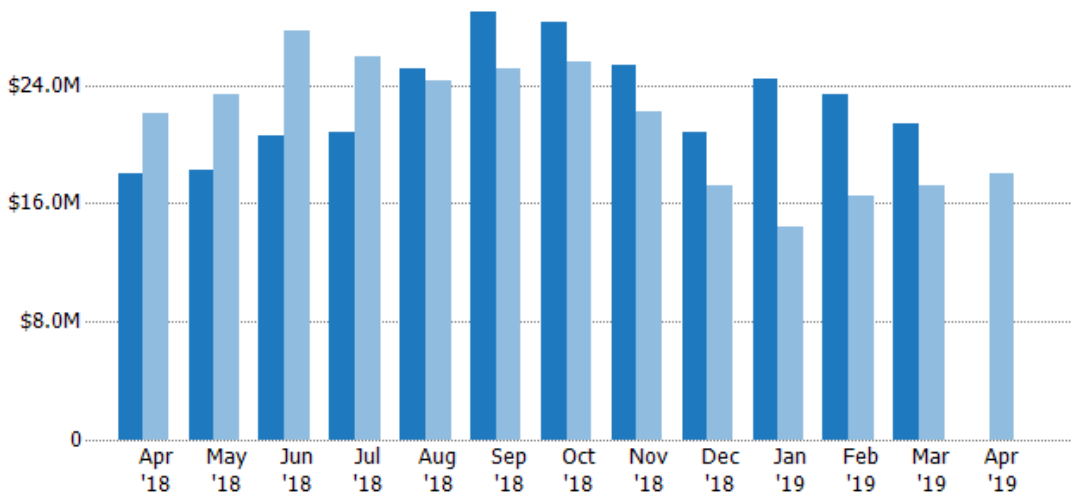
Current Year	48	50	55	59	69	83	77	70	56	68	63	54	-
Prior Year	60	63	77	73	74	78	77	61	45	40	48	46	48
Percent Change from Prior Year	-20%	-21%	-29%	-19%	-7%	6%	0%	15%	24%	70%	31%	17%	-100%

## Active Listing Volume

The sum of the listing price of active residential listings at the end of each month.

### Filters Used

ZIP: Essex, VT 05451, Essex Junction, VT 05452, Essex Junction, VT 05453  
 Property Type: Condo/Townhouse/Apt, Single Family Residence



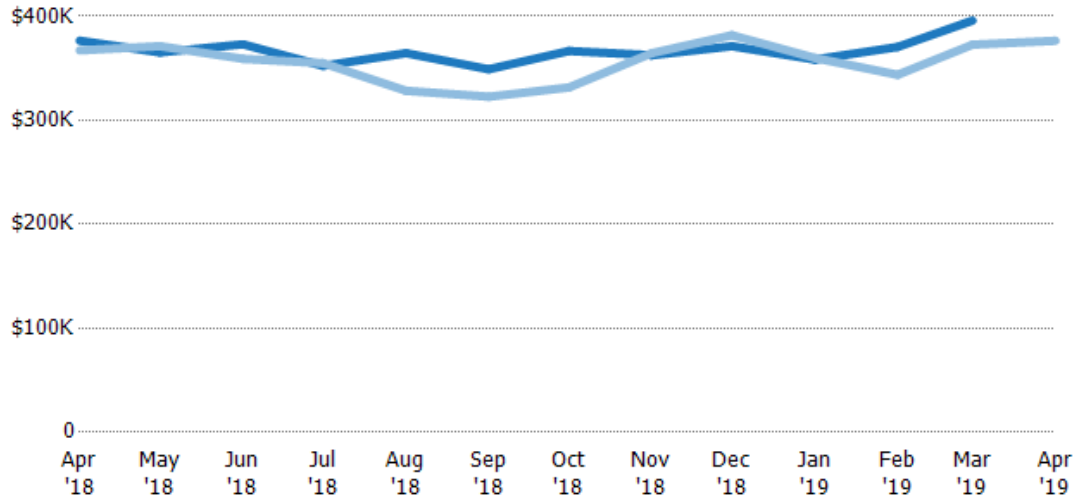
Current Year	\$18.1M	\$18.3M	\$20.5M	\$20.8M	\$25.2M	\$29M	\$28.2M	\$25.4M	\$20.8M	\$24.4M	\$23.3M	\$21.4M	-
Prior Year	\$22M	\$23.4M	\$27.7M	\$25.9M	\$24.3M	\$25.2M	\$25.5M	\$22.2M	\$17.2M	\$14.4M	\$16.5M	\$17.1M	\$18.1M
Percent Change from Prior Year	-18%	-22%	-26%	-20%	4%	15%	11%	14%	21%	69%	41%	25%	-100%

## Average Listing Price

The average listing price of active residential listings at the end of each month.

### Filters Used

ZIP: Essex, VT 05451, Essex Junction, VT 05452, Essex Junction, VT 05453  
 Property Type: Condo/Townhouse/Apt, Single Family Residence



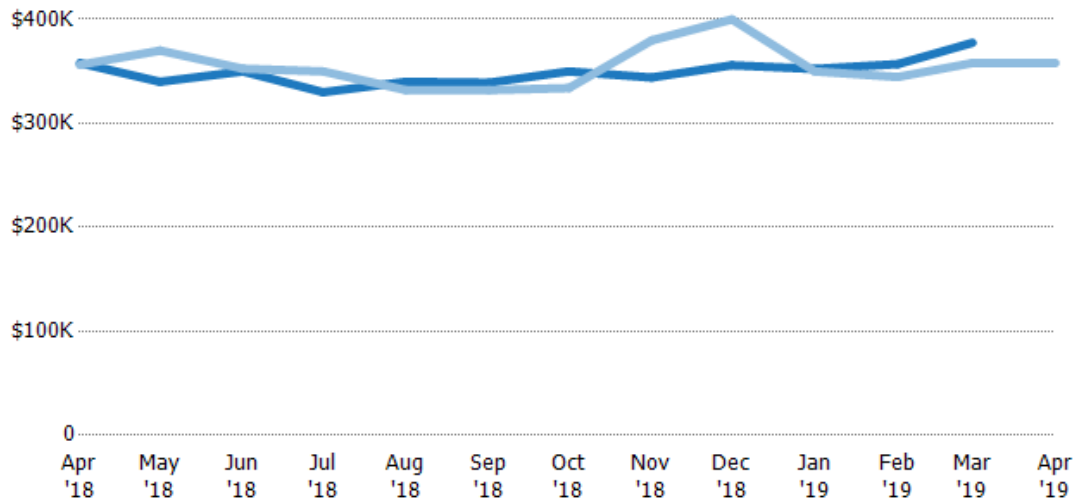
	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19
Current Year	\$376K	\$365K	\$373K	\$352K	\$365K	\$349K	\$367K	\$363K	\$371K	\$358K	\$371K	\$396K	-
Prior Year	\$367K	\$371K	\$359K	\$355K	\$328K	\$323K	\$332K	\$365K	\$382K	\$360K	\$344K	\$373K	\$376K
Percent Change from Prior Year	3%	-2%	4%	-1%	11%	8%	11%	-1%	-3%	0%	8%	6%	-100%

## Median Listing Price

The median listing price of active residential listings at the end of each month.

### Filters Used

ZIP: Essex, VT 05451, Essex Junction, VT 05452, Essex Junction, VT 05453  
 Property Type: Condo/Townhouse/Apt, Single Family Residence



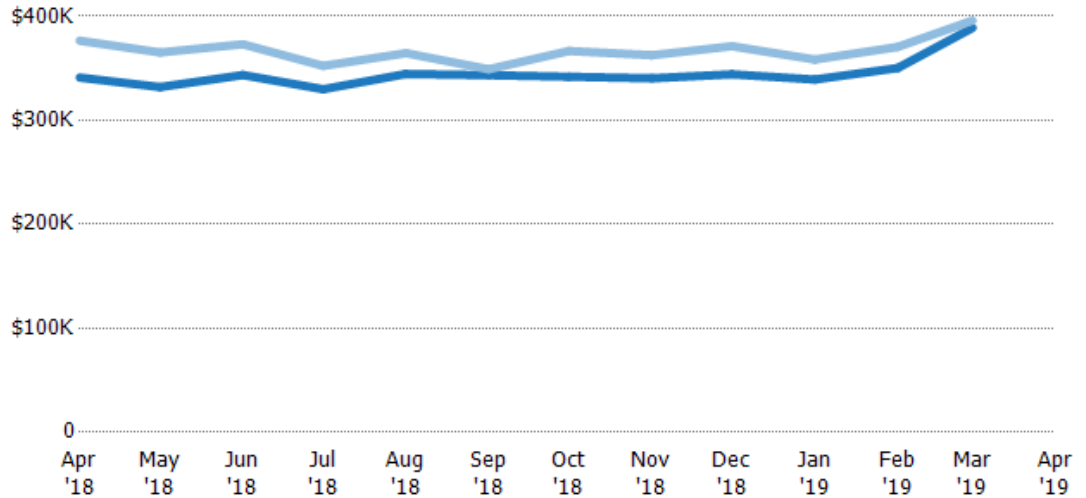
	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19
Current Year	\$358K	\$340K	\$350K	\$330K	\$340K	\$339K	\$350K	\$344K	\$356K	\$352K	\$357K	\$377K	-
Prior Year	\$356K	\$370K	\$353K	\$350K	\$332K	\$332K	\$334K	\$380K	\$400K	\$350K	\$345K	\$358K	\$358K
Percent Change from Prior Year	0%	-8%	-1%	-6%	2%	2%	5%	-9%	-11%	1%	4%	5%	-100%

## 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

ZIP: Essex, VT 05451, Essex Junction, VT 05452, Essex Junction, VT 05453  
 Property Type: Condo/Townhouse/Apt, Single Family Residence



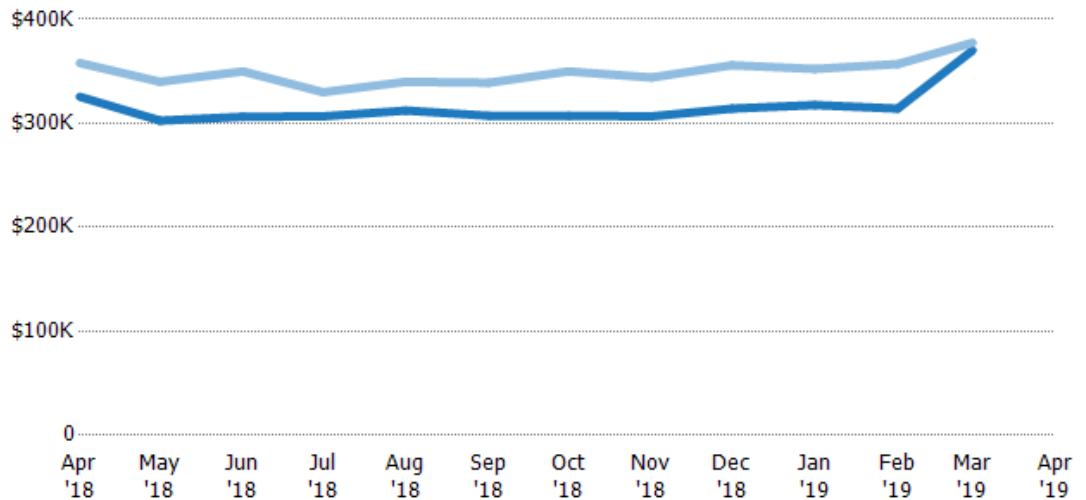
Avg Est Value	\$341K	\$332K	\$344K	\$330K	\$345K	\$343K	\$342K	\$340K	\$344K	\$339K	\$350K	\$389K	-
Avg Listing Price	\$376K	\$365K	\$373K	\$352K	\$365K	\$349K	\$367K	\$363K	\$371K	\$358K	\$371K	\$396K	-
Avg Listing Price as a % of Avg Est Value	110%	110%	109%	107%	106%	102%	107%	107%	108%	106%	106%	102%	-

## 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

ZIP: Essex, VT 05451, Essex Junction, VT 05452, Essex Junction, VT 05453  
 Property Type: Condo/Townhouse/Apt, Single Family Residence



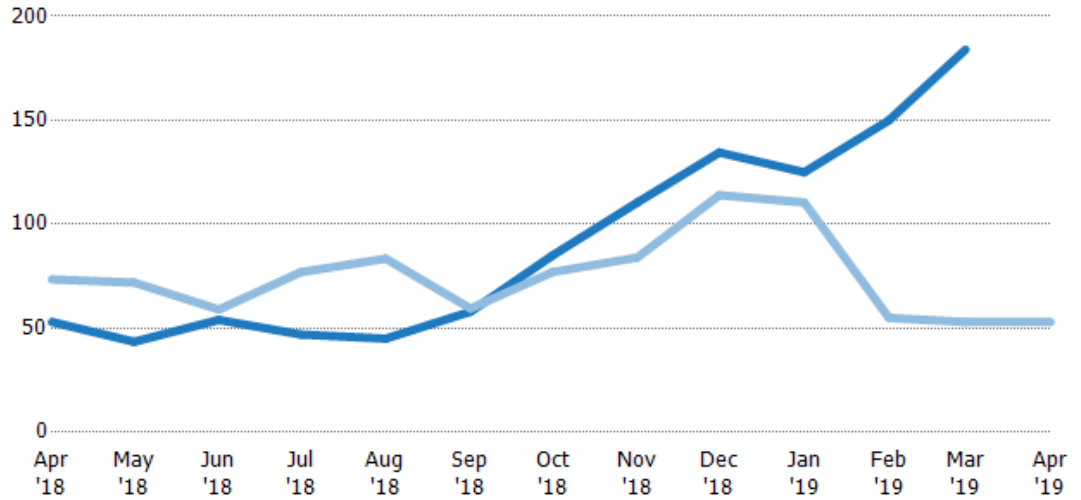
Median Est Value	\$326K	\$303K	\$306K	\$307K	\$312K	\$307K	\$307K	\$307K	\$314K	\$317K	\$314K	\$370K	-
Median Listing Price	\$358K	\$340K	\$350K	\$330K	\$340K	\$339K	\$350K	\$344K	\$356K	\$352K	\$357K	\$377K	-
Med Listing Price as a % of Med Est Value	110%	112%	114%	108%	109%	110%	114%	112%	113%	111%	114%	102%	-

## 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

ZIP: Essex, VT 05451, Essex Junction, VT 05452, Essex Junction, VT 05453  
 Property Type: Condo/Townhouse/Apt, Single Family Residence



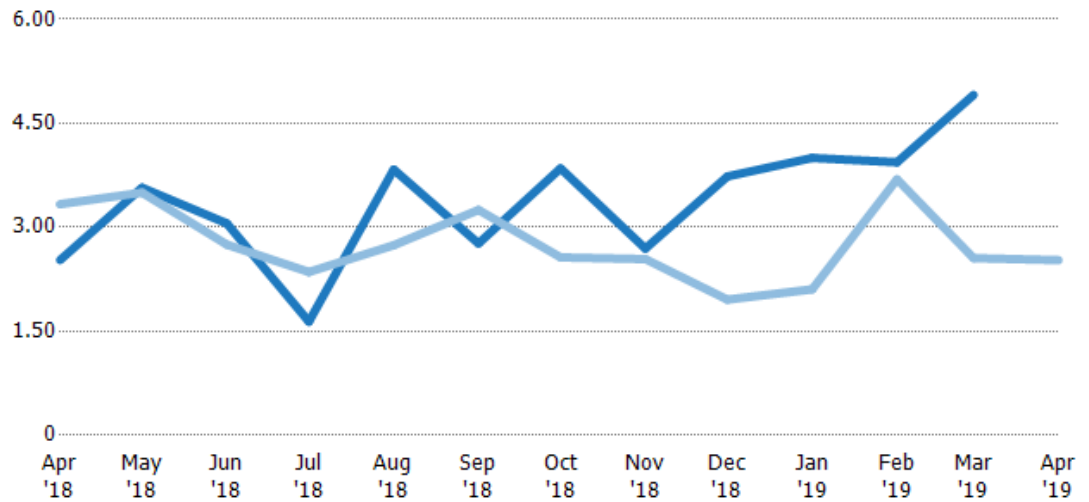
	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19
Current Year	53	43.5	54	47	45	58	85	111	135	125	150	184	-
Prior Year	73.5	72	59	77	83.5	59.5	77	84	114	111	55	53	53
Percent Change from Prior Year	-28%	-40%	-8%	-39%	-46%	-3%	10%	32%	18%	13%	173%	247%	-100%

## Months of Inventory

The number of months it would take to exhaust active listings at the current sales rate.

### Filters Used

ZIP: Essex, VT 05451, Essex Junction, VT 05452, Essex Junction, VT 05453  
 Property Type: Condo/Townhouse/Apt, Single Family Residence



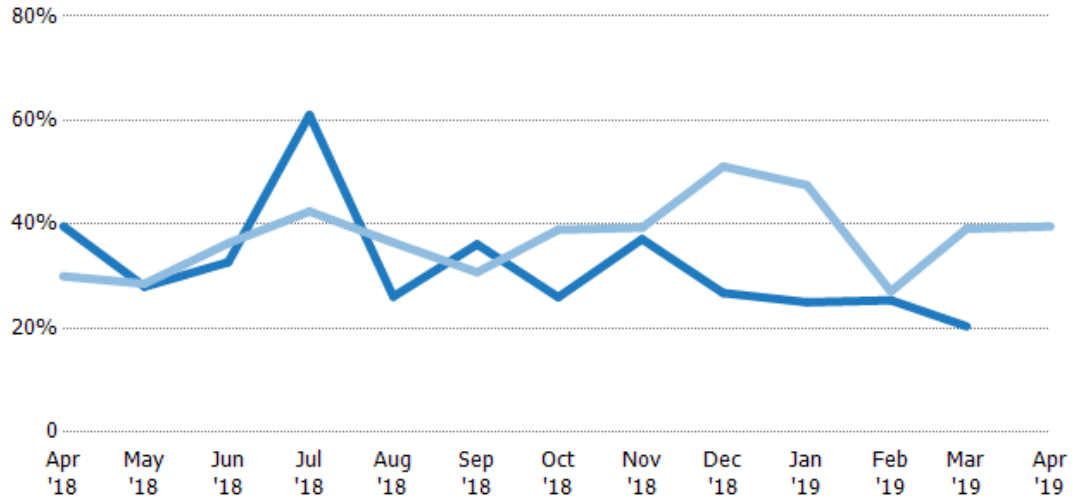
	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19
Current Year	2.53	3.57	3.06	1.64	3.83	2.77	3.85	2.69	3.73	4	3.94	4.91	-
Prior Year	3.33	3.5	2.75	2.35	2.74	3.25	2.57	2.54	1.96	2.11	3.69	2.56	2.53
Percent Change from Prior Year	-24%	2%	11%	-30%	40%	-15%	50%	6%	91%	90%	7%	92%	-100%

## Absorption Rate

The percentage of inventory sold per month.

### Filters Used

ZIP: Essex, VT 05451, Essex Junction, VT 05452, Essex Junction, VT 05453  
 Property Type: Condo/Townhouse/Apt, Single Family Residence

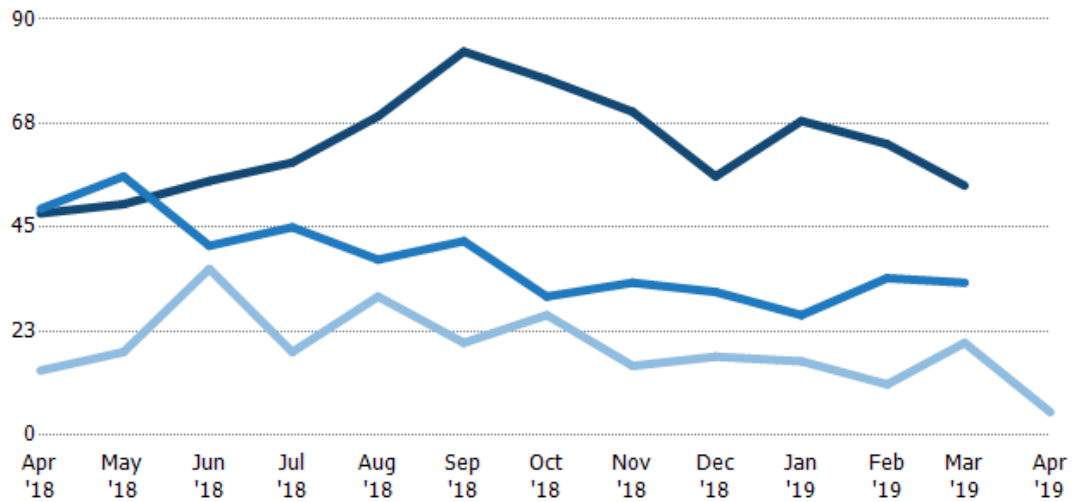


## Active/Pending/Sold Units

The number of residential properties that were Active, Pending and Sold each month.

### Filters Used

ZIP: Essex, VT 05451, Essex Junction, VT 05452, Essex Junction, VT 05453  
 Property Type: Condo/Townhouse/Apt, Single Family Residence



Active	48	50	55	59	69	83	77	70	56	68	63	54	-
Pending	49	56	41	45	38	42	30	33	31	26	34	33	-
Sold	14	18	36	18	30	20	26	15	17	16	11	20	5

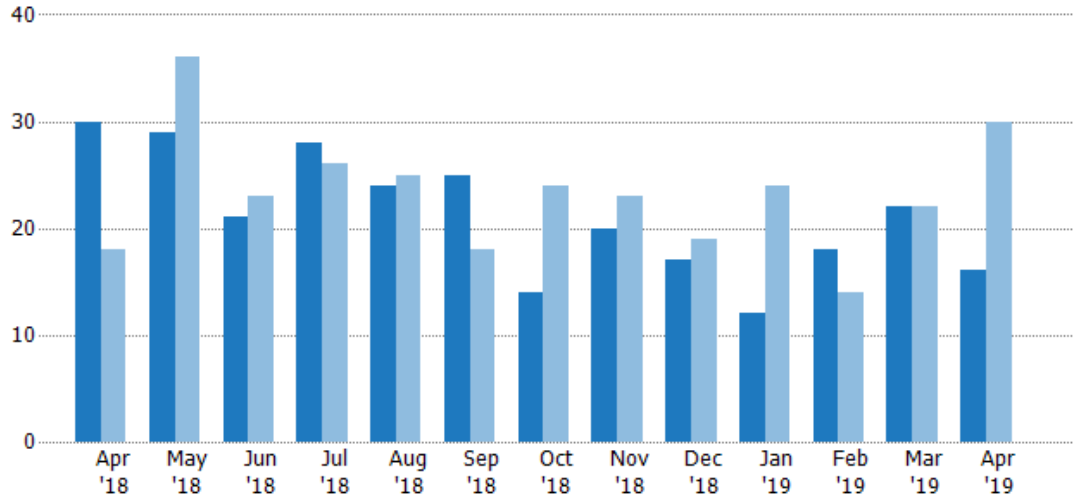
## New Pending Sales

The number of residential properties with accepted offers that were added each month.

### Filters Used

ZIP: Essex, VT 05451, Essex Junction, VT 05452, Essex Junction, VT 05453  
 Property Type: Condo/Townhouse/Apt, Single Family Residence

Month/Year	Count	% Chg.
Apr '19	16	-46.7%
Apr '18	30	66.7%
Apr '17	18	83.3%



Current Year	30	29	21	28	24	25	14	20	17	12	18	22	16
Prior Year	18	36	23	26	25	18	24	23	19	24	14	22	30
Percent Change from Prior Year	67%	-19%	-9%	8%	-4%	39%	-42%	-13%	-11%	-50%	29%	0%	-47%

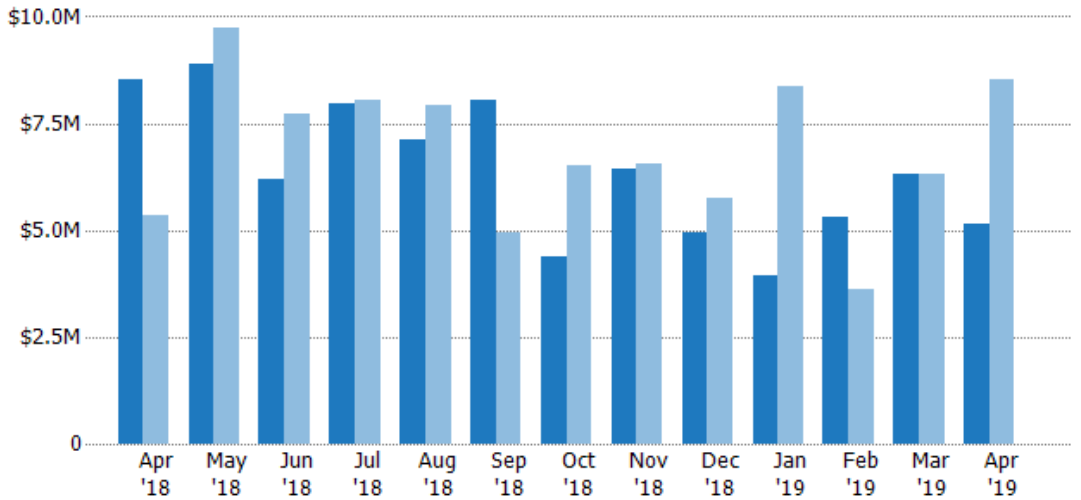
## New Pending Sales Volume

The sum of the sales price of residential properties with accepted offers that were added each month.

### Filters Used

ZIP: Essex, VT 05451, Essex Junction, VT 05452, Essex Junction, VT 05453  
 Property Type: Condo/Townhouse/Apt, Single Family Residence

Month/Year	Volume	% Chg.
Apr '19	\$5.13M	-40%
Apr '18	\$8.54M	59.6%
Apr '17	\$5.35M	67.7%



Current Year	\$8.54M	\$8.91M	\$6.2M	\$7.98M	\$7.1M	\$8.05M	\$4.37M	\$6.42M	\$4.95M	\$3.94M	\$5.29M	\$6.32M	\$5.13M
Prior Year	\$5.35M	\$9.72M	\$7.74M	\$8.03M	\$7.92M	\$4.96M	\$6.52M	\$6.57M	\$5.74M	\$8.36M	\$3.6M	\$6.32M	\$8.54M
Percent Change from Prior Year	60%	-8%	-20%	-1%	-10%	62%	-33%	-2%	-14%	-53%	47%	0%	-40%

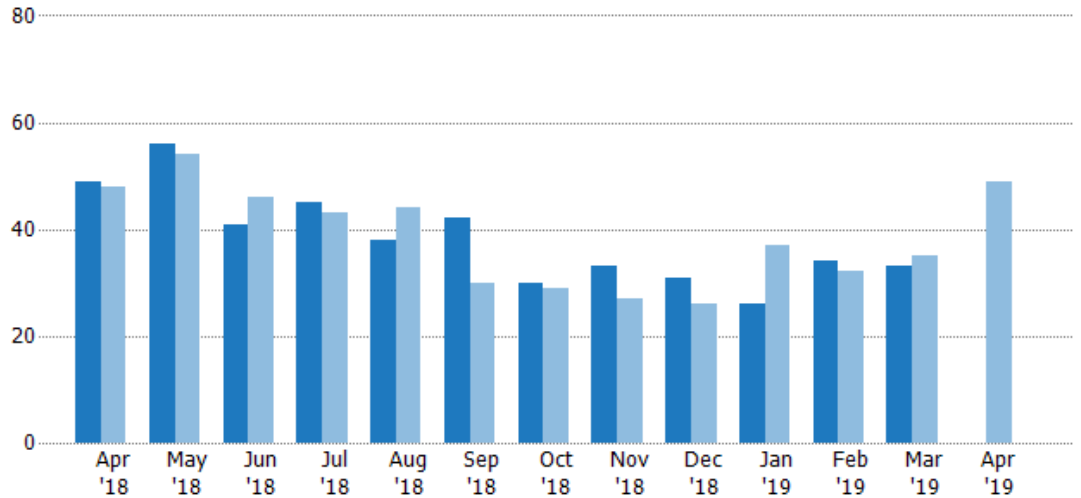


## Pending Sales

The number of residential properties with accepted offers that were available at the end each month.

### Filters Used

ZIP: Essex, VT 05451, Essex Junction, VT 05452, Essex Junction, VT 05453  
 Property Type: Condo/Townhouse/Apt, Single Family Residence



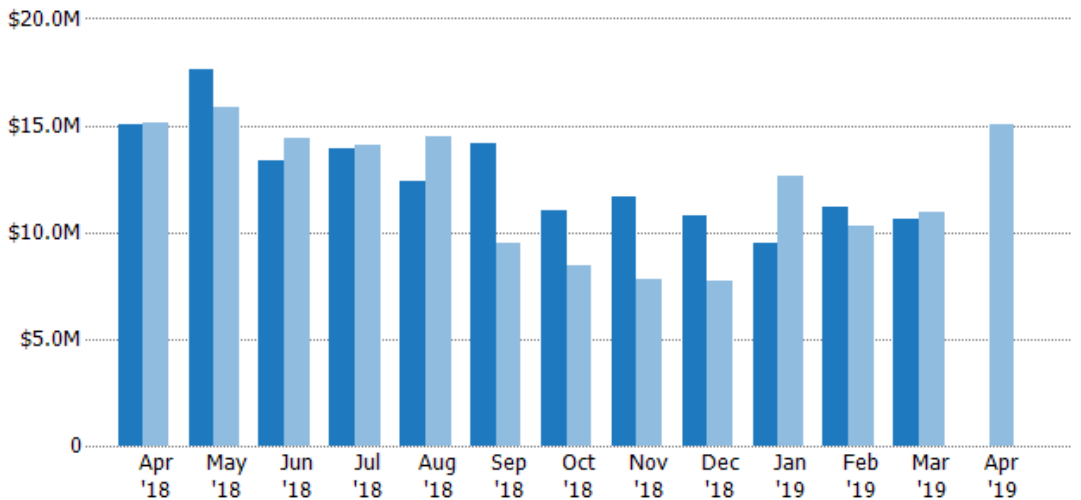
Current Year	49	56	41	45	38	42	30	33	31	26	34	33	-
Prior Year	48	54	46	43	44	30	29	27	26	37	32	35	49
Percent Change from Prior Year	2%	4%	-11%	5%	-14%	40%	3%	22%	19%	-30%	6%	-6%	-100%

## 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

ZIP: Essex, VT 05451, Essex Junction, VT 05452, Essex Junction, VT 05453  
 Property Type: Condo/Townhouse/Apt, Single Family Residence



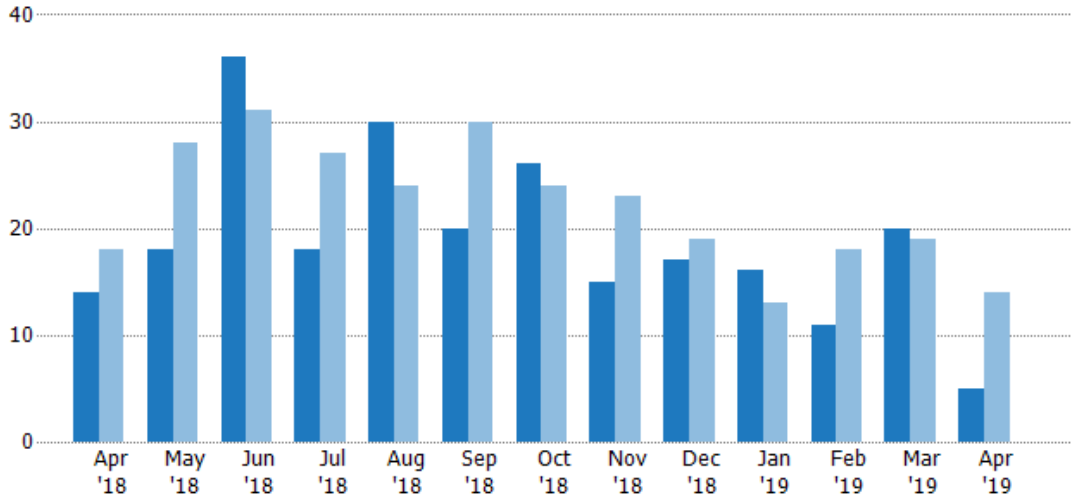
Current Year	\$15M	\$17.7M	\$13.4M	\$13.9M	\$12.4M	\$14.2M	\$11M	\$11.7M	\$10.8M	\$9.48M	\$11.2M	\$10.6M	-
Prior Year	\$15.1M	\$15.9M	\$14.4M	\$14.1M	\$14.5M	\$9.51M	\$8.45M	\$7.77M	\$7.74M	\$12.6M	\$10.3M	\$10.9M	\$15M
Percent Change from Prior Year	-1%	11%	-7%	-1%	-15%	49%	30%	50%	40%	-25%	9%	-3%	-100%

## Closed Sales

The total number of residential properties sold each month.

### Filters Used

ZIP: Essex, VT 05451, Essex Junction, VT 05452, Essex Junction, VT 05453  
 Property Type: Condo/Townhouse/Apt, Single Family Residence



Month/Year	Count	% Chg.
Apr '19	5	-64.3%
Apr '18	14	-22.2%
Apr '17	18	11.1%

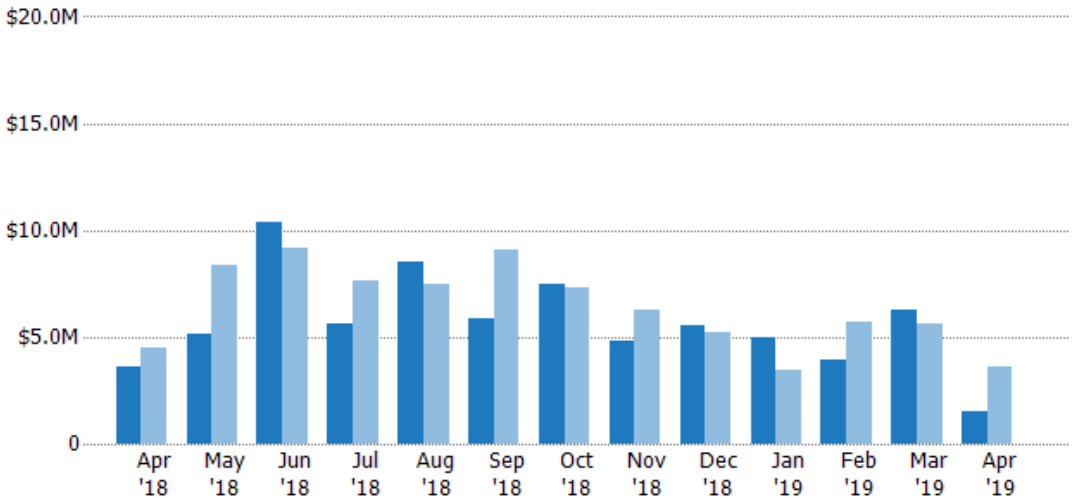
	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19
Current Year	14	18	36	18	30	20	26	15	17	16	11	20	5
Prior Year	18	28	31	27	24	30	24	23	19	13	18	19	14
Percent Change from Prior Year	-22%	-36%	16%	-33%	25%	-33%	8%	-35%	-11%	23%	-39%	5%	-64%

## Closed Sales Volume

The sum of the sales price of residential properties sold each month.

### Filters Used

ZIP: Essex, VT 05451, Essex Junction, VT 05452, Essex Junction, VT 05453  
 Property Type: Condo/Townhouse/Apt, Single Family Residence



Month/Year	Volume	% Chg.
Apr '19	\$1.53M	-57.9%
Apr '18	\$3.63M	-19.9%
Apr '17	\$4.53M	21.3%

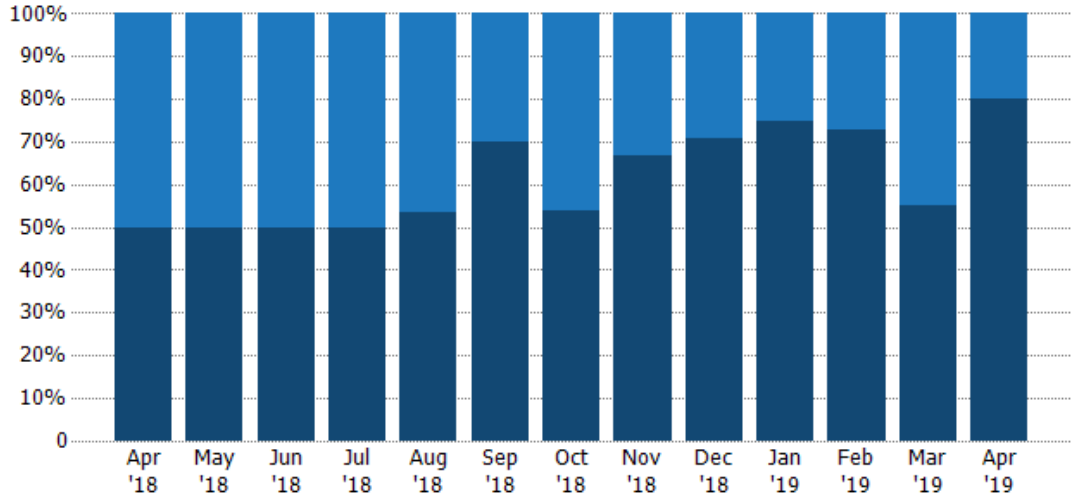
	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19
Current Year	\$3.63M	\$5.13M	\$10.4M	\$5.65M	\$8.5M	\$5.89M	\$7.46M	\$4.81M	\$5.52M	\$4.94M	\$3.92M	\$6.25M	\$1.53M
Prior Year	\$4.53M	\$8.36M	\$9.16M	\$7.65M	\$7.51M	\$9.05M	\$7.35M	\$6.26M	\$5.25M	\$3.43M	\$5.7M	\$5.59M	\$3.63M
Percent Change from Prior Year	-20%	-39%	13%	-26%	13%	-35%	2%	-23%	5%	44%	-31%	12%	-58%

## Closed Sales by Property Type

The percentage of residential properties sold each month by property type.

### Filters Used

ZIP: Essex, VT 05451, Essex Junction, VT 05452, Essex Junction, VT 05453  
 Property Type: Condo/Townhouse/Apt, Single Family Residence



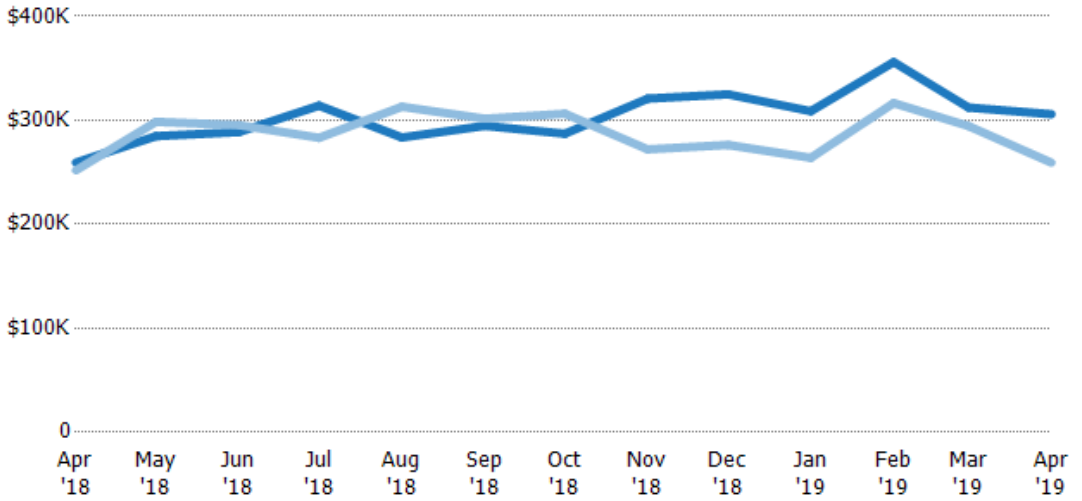
Property Type	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19
Condo/Townhouse	50%	50%	50%	50%	47%	30%	46%	33%	29%	25%	27%	45%	20%
Single Family Residence	50%	50%	50%	50%	53%	70%	54%	67%	71%	75%	73%	55%	80%

## Average Sales Price

The average sales price of the residential properties sold each month.

### Filters Used

ZIP: Essex, VT 05451, Essex Junction, VT 05452, Essex Junction, VT 05453  
 Property Type: Condo/Townhouse/Apt, Single Family Residence



Month/Year	Price	% Chg.
Apr '19	\$306K	18%
Apr '18	\$259K	2.9%
Apr '17	\$252K	9.2%

Property Type	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19
Current Year	\$259K	\$285K	\$289K	\$314K	\$283K	\$295K	\$287K	\$321K	\$325K	\$309K	\$356K	\$312K	\$306K
Prior Year	\$252K	\$298K	\$295K	\$283K	\$313K	\$302K	\$306K	\$272K	\$276K	\$264K	\$317K	\$294K	\$259K
Percent Change from Prior Year	3%	-5%	-2%	11%	-9%	-2%	-6%	18%	18%	17%	12%	6%	18%

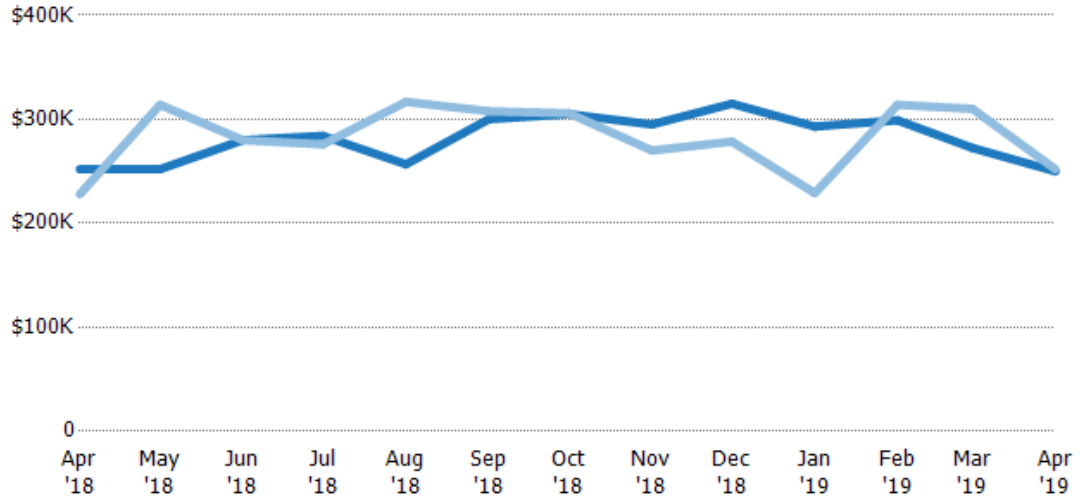
## Median Sales Price

The median sales price of the residential properties sold each month.

### Filters Used

ZIP: Essex, VT 05451, Essex Junction, VT 05452, Essex Junction, VT 05453  
 Property Type: Condo/Townhouse/Apt, Single Family Residence

Month/Year	Price	% Chg.
Apr '19	\$250K	-0.8%
Apr '18	\$252K	10.5%
Apr '17	\$228K	15.5%



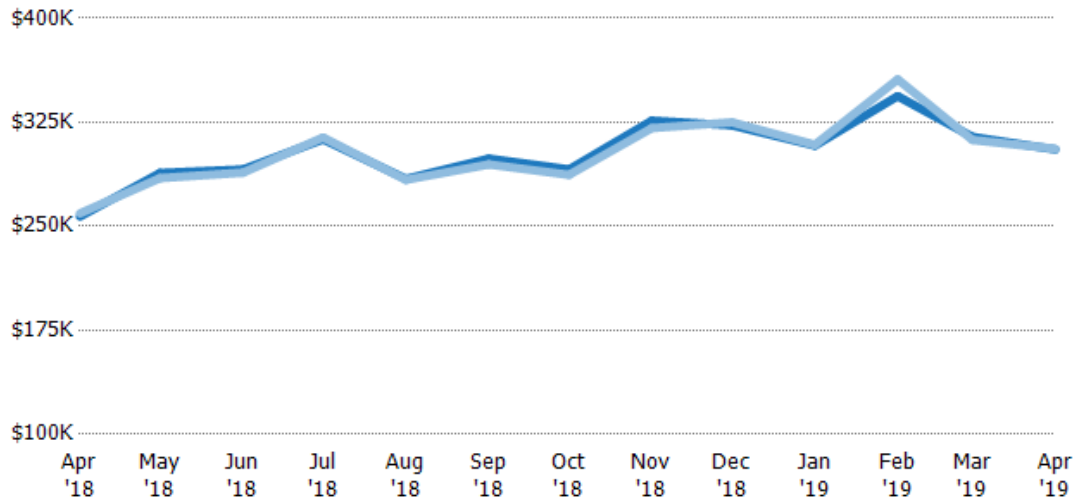
Current Year	\$252K	\$252K	\$280K	\$284K	\$257K	\$300K	\$305K	\$295K	\$315K	\$293K	\$299K	\$272K	\$250K
Prior Year	\$228K	\$314K	\$280K	\$276K	\$317K	\$308K	\$306K	\$270K	\$279K	\$229K	\$314K	\$310K	\$252K
Percent Change from Prior Year	11%	-20%	0%	3%	-19%	-3%	0%	9%	13%	28%	-5%	-12%	-1%

## 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

ZIP: Essex, VT 05451, Essex Junction, VT 05452, Essex Junction, VT 05453  
 Property Type: Condo/Townhouse/Apt, Single Family Residence



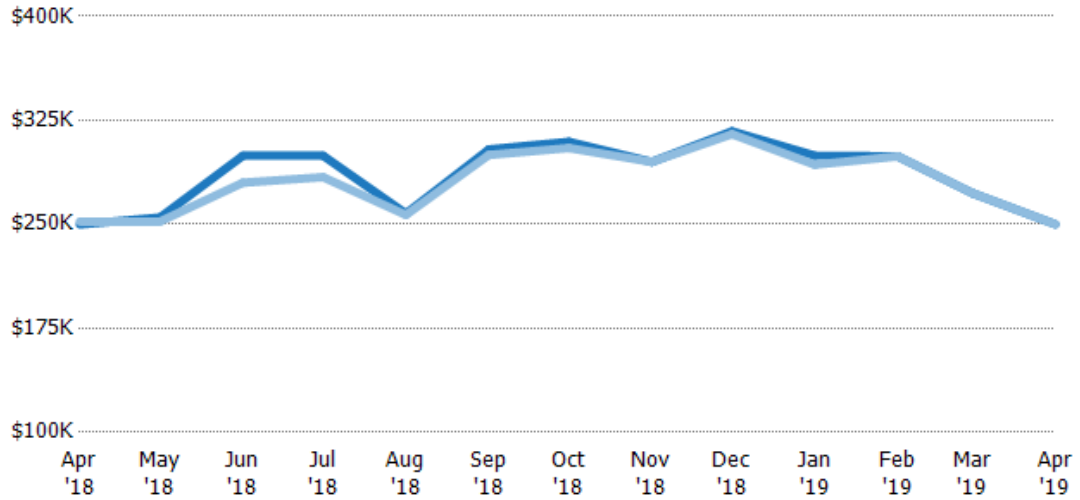
Avg List Price	\$257K	\$288K	\$291K	\$313K	\$284K	\$299K	\$291K	\$326K	\$323K	\$308K	\$344K	\$314K	\$305K
Avg Sales Price	\$259K	\$285K	\$289K	\$314K	\$283K	\$295K	\$287K	\$321K	\$325K	\$309K	\$356K	\$312K	\$306K
Avg Sales Price as a % of Avg List Price	101%	99%	99%	100%	100%	99%	99%	98%	101%	100%	104%	99%	100%

## 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

ZIP: Essex, VT 05451, Essex Junction, VT 05452, Essex Junction, VT 05453  
 Property Type: Condo/Townhouse/Apt, Single Family Residence



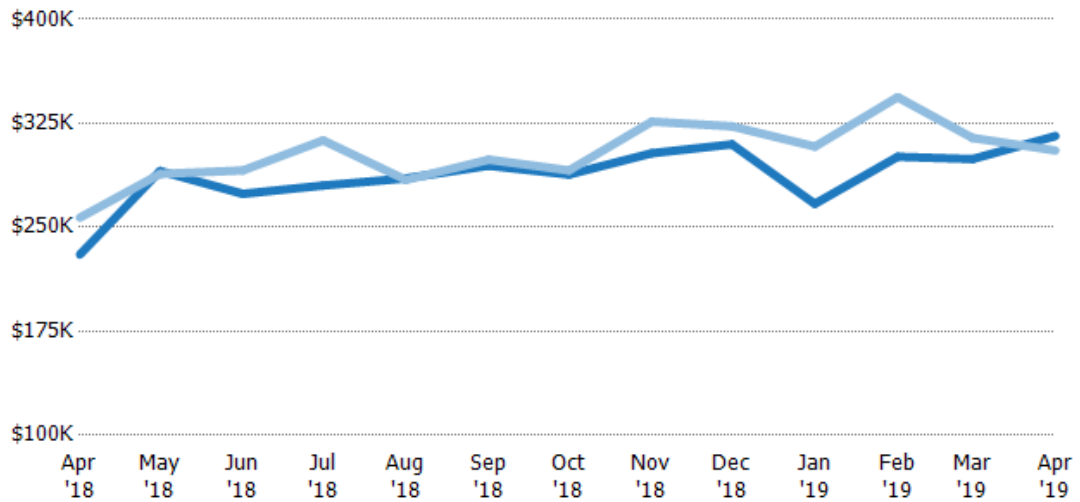
	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19
Median List Price	\$250K	\$255K	\$299K	\$299K	\$258K	\$304K	\$309K	\$295K	\$317K	\$300K	\$299K	\$272K	\$250K
Median Sales Price	\$252K	\$252K	\$280K	\$284K	\$257K	\$300K	\$305K	\$295K	\$315K	\$293K	\$299K	\$272K	\$250K
Med Sales Price as a % of Med List Price	101%	99%	94%	95%	100%	99%	99%	100%	99%	98%	100%	100%	100%

## 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

ZIP: Essex, VT 05451, Essex Junction, VT 05452, Essex Junction, VT 05453  
 Property Type: Condo/Townhouse/Apt, Single Family Residence



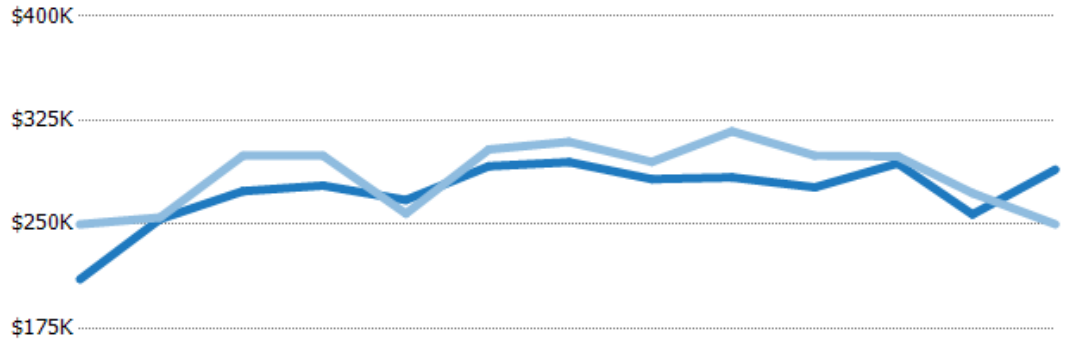
	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19
Avg Est Value	\$230K	\$291K	\$274K	\$280K	\$285K	\$294K	\$288K	\$303K	\$310K	\$267K	\$301K	\$299K	\$316K
Avg Sales Price	\$257K	\$288K	\$291K	\$313K	\$284K	\$299K	\$291K	\$326K	\$323K	\$308K	\$344K	\$314K	\$305K
Avg Sales Price as a % of Avg Est Value	112%	99%	106%	112%	100%	101%	101%	108%	104%	115%	114%	105%	97%

## 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

ZIP: Essex, VT 05451, Essex Junction, VT 05452, Essex Junction, VT 05453  
 Property Type: Condo/Townhouse/Apt, Single Family Residence



	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19
Median Est Value	\$210K	\$254K	\$274K	\$278K	\$268K	\$292K	\$295K	\$283K	\$284K	\$277K	\$294K	\$257K	\$289K
Median Sales Price	\$250K	\$255K	\$299K	\$299K	\$258K	\$304K	\$309K	\$295K	\$317K	\$300K	\$299K	\$272K	\$250K
Med Sales Price as a % of Med Est Value	119%	100%	109%	108%	96%	104%	105%	104%	112%	108%	102%	106%	86%