

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 2019	Jan 2018	+ / -	YTD 2019	YTD 2018	+ / -
Listing Activity Charts Metrics						
New Listing Count	24	24	+—	337	317	+6.3%
New Listing Volume	\$7,535,190	\$7,705,445	-2.2%	\$104,731,898	\$96,971,686	+8%
Active Listing Count	67	42	+59.5%	N/A	N/A	
Active Listing Volume	\$23,950,737	\$15,055,856	+59.1%	N/A	N/A	
Average Listing Price	\$357,474	\$358,473	-0.3%	\$363,158	\$345,428	+5.1%
Median Listing Price	\$354,700	\$344,950	+2.8%	\$348,638	\$340,075	+2.5%
Median Days in RPR	125	114	+9.6%	75.26	86.48	-13%
Months of Inventory	3.9	2.3	+68.9%	5.2	2.3	+120.9%
Absorption Rate	25.37%	42.86%	-17.5%	19.4%	42.86%	-23.5%
Sales Activity Charts Metrics						
New Pending Sales Count	15	24	-37.5%	287	298	-3.7%
New Pending Sales Volume	\$4,899,500	\$8,356,695	-41.4%	\$87,072,825	\$86,788,129	+0.3%
Pending Sales Count	27	35	-22.9%	N/A	N/A	
Pending Sales Volume	\$9,930,270	\$11,997,745	-17.2%	N/A	N/A	
Closed Sales Count	16	13	+23.1%	254	276	-8%
Closed Sales Volume	\$4,940,258	\$3,430,991	+44%	\$75,169,574	\$77,764,696	-3.3%
Average Sales Price	\$308,766	\$263,922	+17%	\$295,943	\$281,756	+5%
Median Sales Price	\$293,000	\$229,000	+27.9%	\$282,602	\$278,072	+1.6%

New Listings

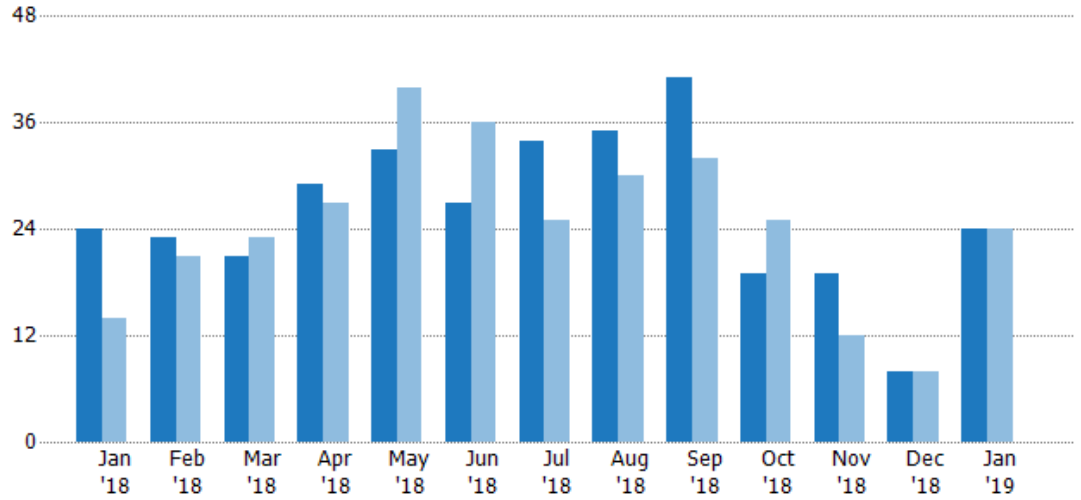
The number of new residential listings that were added each month.

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.
Jan '19	24	0%
Jan '18	24	71.4%
Jan '17	14	92.9%



Current Year	24	23	21	29	33	27	34	35	41	19	19	8	24
Prior Year	14	21	23	27	40	36	25	30	32	25	12	8	24
Percent Change from Prior Year	71%	10%	-9%	7%	-18%	-25%	36%	17%	28%	-24%	58%	0%	0%

New Listing Volume

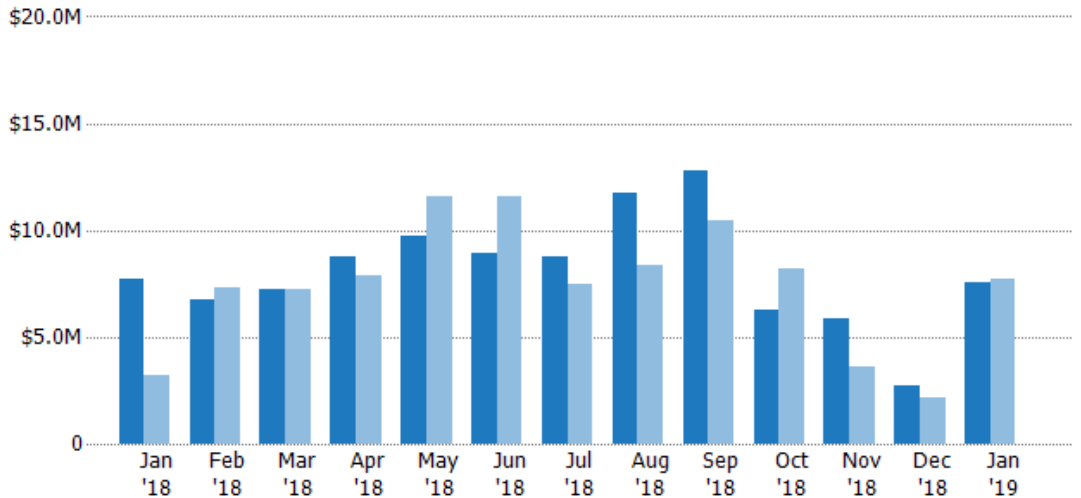
The sum of the listing price of residential listings that were added each month.

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.
Jan '19	\$7.54M	-2.2%
Jan '18	\$7.71M	137.4%
Jan '17	\$3.25M	144%



Current Year	\$7.71M	\$6.72M	\$7.23M	\$8.75M	\$9.73M	\$8.9M	\$8.78M	\$11.7M	\$12.8M	\$6.27M	\$5.85M	\$2.73M	\$7.54M
Prior Year	\$3.25M	\$7.31M	\$7.26M	\$7.85M	\$11.6M	\$11.6M	\$7.51M	\$8.39M	\$10.5M	\$8.24M	\$3.59M	\$2.19M	\$7.71M
Percent Change from Prior Year	137%	-8%	0%	11%	-16%	-23%	17%	40%	22%	-24%	63%	24%	-2%

Active Listings

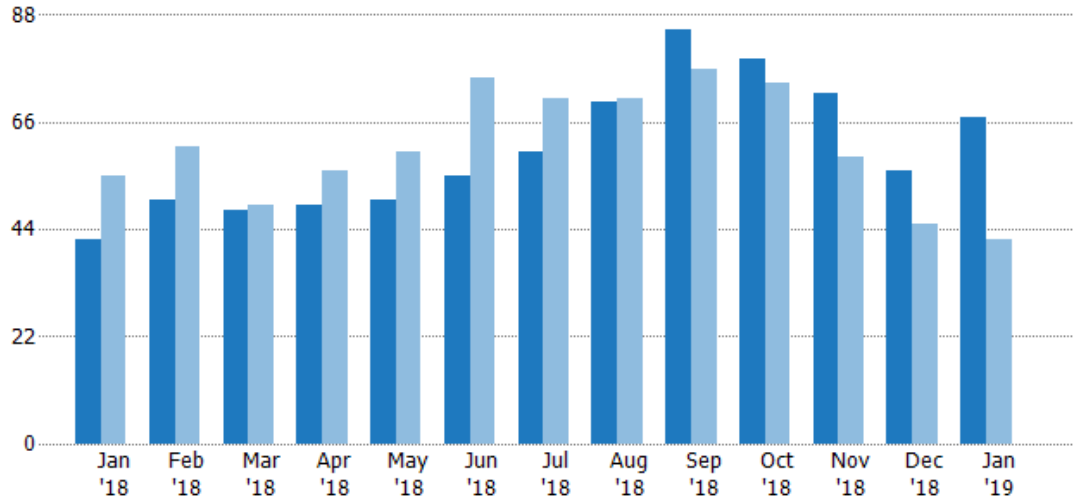
The number of active residential listings at the end of each month.

Filters Used

ZIP: Essex, VT 05451, Essex Junction, VT 05452, Essex Junction, VT 05453

Property Type:
Condo/Townhouse/Apt, Single Family Residence

Month/ Year	Count	% Chg.
Jan '19	67	59.5%
Jan '18	42	-23.6%
Jan '17	55	49.1%



Current Year	42	50	48	49	50	55	60	70	85	79	72	56	67
Prior Year	55	61	49	56	60	75	71	71	77	74	59	45	42
Percent Change from Prior Year	-24%	-18%	-2%	-13%	-17%	-27%	-15%	-1%	10%	7%	22%	24%	60%

Active Listing Volume

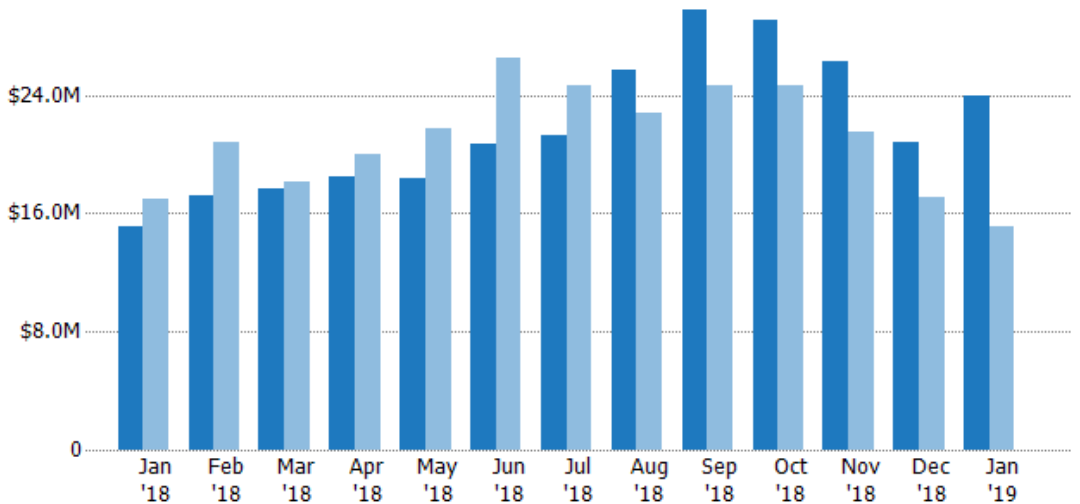
The sum of the listing price of active residential listings at the end of each month.

Filters Used

ZIP: Essex, VT 05451, Essex Junction, VT 05452, Essex Junction, VT 05453

Property Type:
Condo/Townhouse/Apt, Single Family Residence

Month/ Year	Volume	% Chg.
Jan '19	\$24M	59.1%
Jan '18	\$15.1M	-11.5%
Jan '17	\$17M	43.3%



Current Year	\$15.1M	\$17.2M	\$17.7M	\$18.5M	\$18.4M	\$20.7M	\$21.3M	\$25.7M	\$29.8M	\$29.1M	\$26.2M	\$20.8M	\$24M
Prior Year	\$17M	\$20.8M	\$18.1M	\$20M	\$21.7M	\$26.5M	\$24.7M	\$22.8M	\$24.6M	\$24.7M	\$21.5M	\$17M	\$15.1M
Percent Change from Prior Year	-12%	-18%	-3%	-8%	-15%	-22%	-14%	13%	21%	18%	22%	22%	59%

Average Listing Price

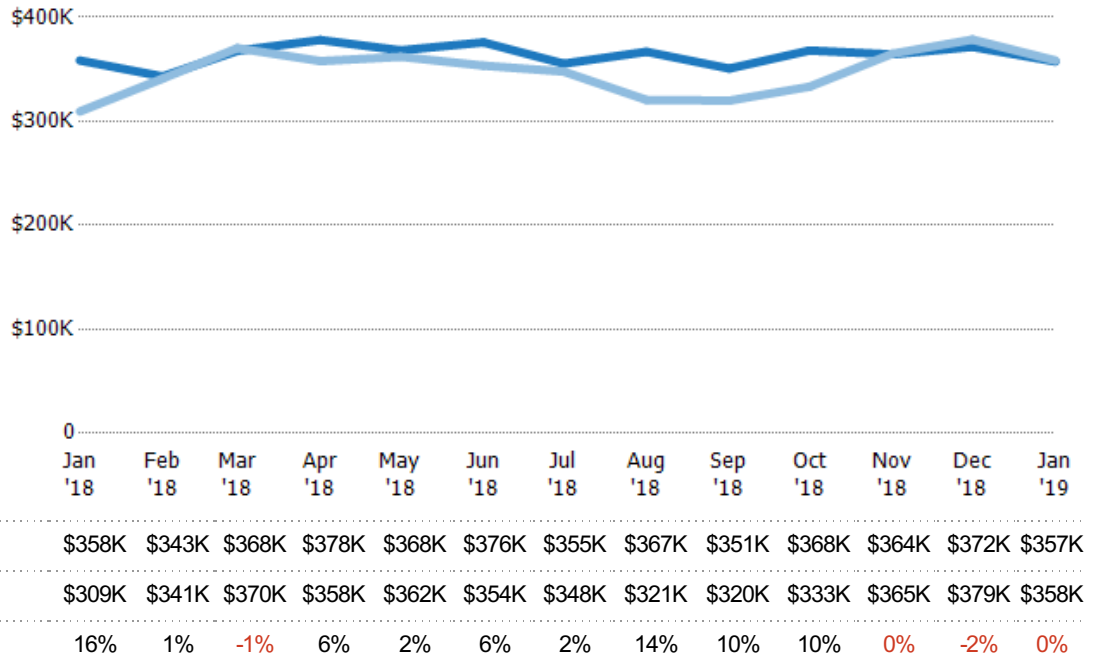
The average listing price of active residential listings at the end of each month.

Filters Used

ZIP: Essex, VT 05451, Essex Junction, VT 05452, Essex Junction, VT 05453

Property Type:
Condo/Townhouse/Apt, Single Family Residence

Month/Year	Price	% Chg.
Jan '19	\$357K	-0.3%
Jan '18	\$358K	15.8%
Jan '17	\$309K	-3.9%



Median Listing Price

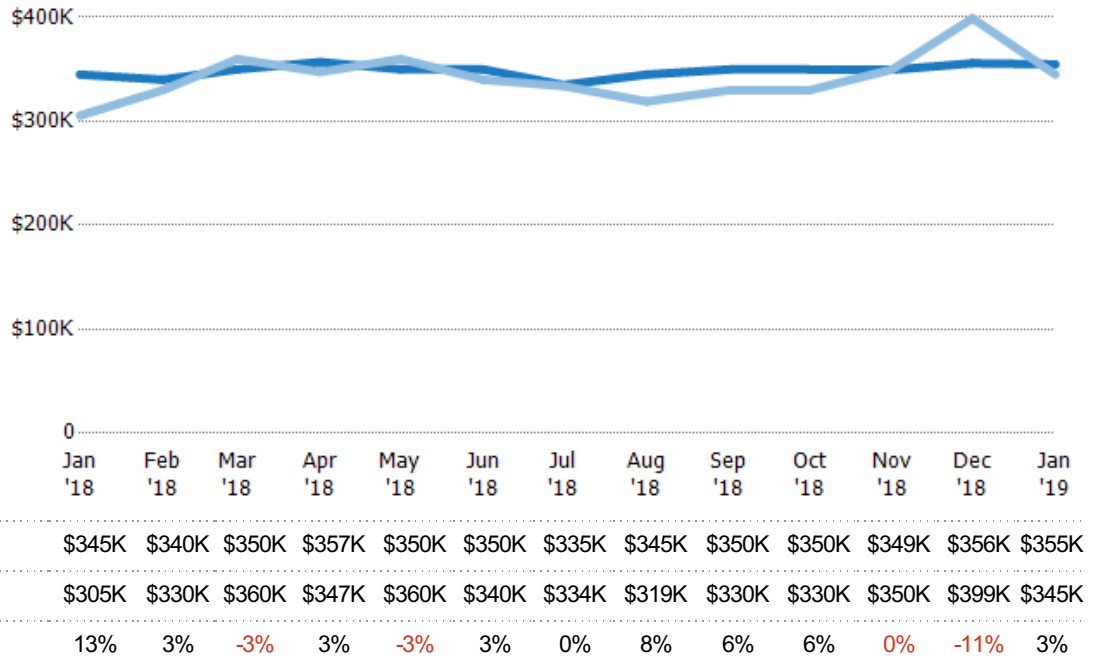
The median listing price of active residential listings at the end of each month.

Filters Used

ZIP: Essex, VT 05451, Essex Junction, VT 05452, Essex Junction, VT 05453

Property Type:
Condo/Townhouse/Apt, Single Family Residence

Month/Year	Price	% Chg.
Jan '19	\$355K	2.8%
Jan '18	\$345K	12.9%
Jan '17	\$305K	0%

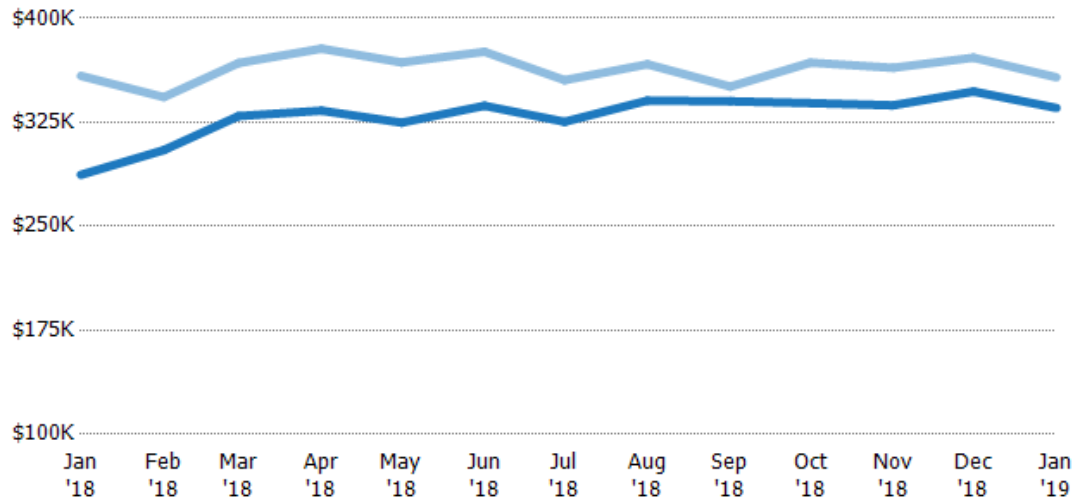


Average Listing Price vs Average Est Value

The average listing price as a percentage of the average AVM or RVM® valuation estimate for active listings each month.

Filters Used

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



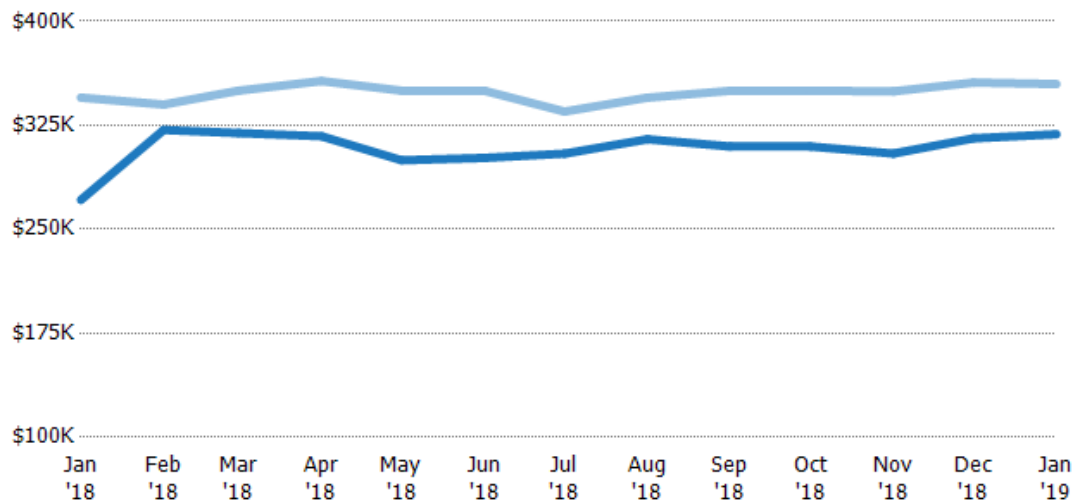
Avg Est Value	\$287K	\$305K	\$329K	\$333K	\$325K	\$337K	\$325K	\$341K	\$340K	\$339K	\$337K	\$347K	\$335K
Avg Listing Price	\$358K	\$343K	\$368K	\$378K	\$368K	\$376K	\$355K	\$367K	\$351K	\$368K	\$364K	\$372K	\$357K
Avg Listing Price as a % of Avg Est Value	125%	113%	112%	113%	113%	112%	109%	108%	103%	109%	108%	107%	107%

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	\$271K	\$322K	\$319K	\$317K	\$300K	\$301K	\$305K	\$315K	\$310K	\$310K	\$305K	\$316K	\$319K
Median Listing Price	\$345K	\$340K	\$350K	\$357K	\$350K	\$350K	\$335K	\$345K	\$350K	\$350K	\$349K	\$356K	\$355K
Med Listing Price as a % of Med Est Value	127%	106%	110%	113%	117%	116%	110%	110%	113%	113%	115%	113%	111%

Median Days in RPR

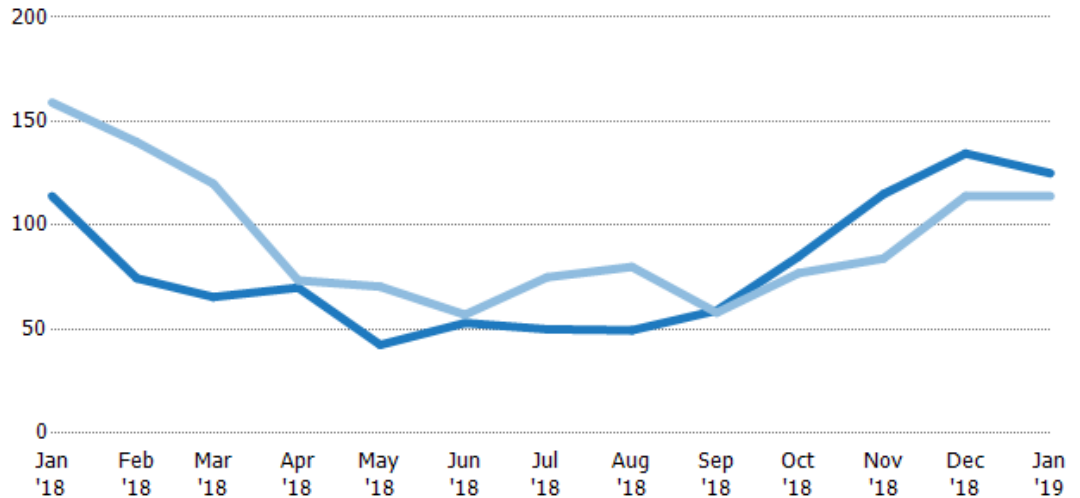
The median number of days between when residential properties are first displayed as active listings in RPR and when accepted offers have been noted in RPR.

Filters Used

ZIP: Essex, VT 05451, Essex Junction, VT 05452, Essex Junction, VT 05453

Property Type: Condo/Townhouse/Apt, Single Family Residence

Month/Year	Days	% Chg.
Jan '19	125	9.6%
Jan '18	114	-28.3%
Jan '17	159	-32.1%



Current Year	114	74.5	65.5	70	42.5	53	50	49.5	59	85	115	135	125
Prior Year	159	140	120	73.5	70.5	57	75	80	58	77	84	114	114
Percent Change from Prior Year	-28%	-47%	-45%	-5%	-40%	-7%	-33%	-38%	2%	10%	37%	18%	10%

Months of Inventory

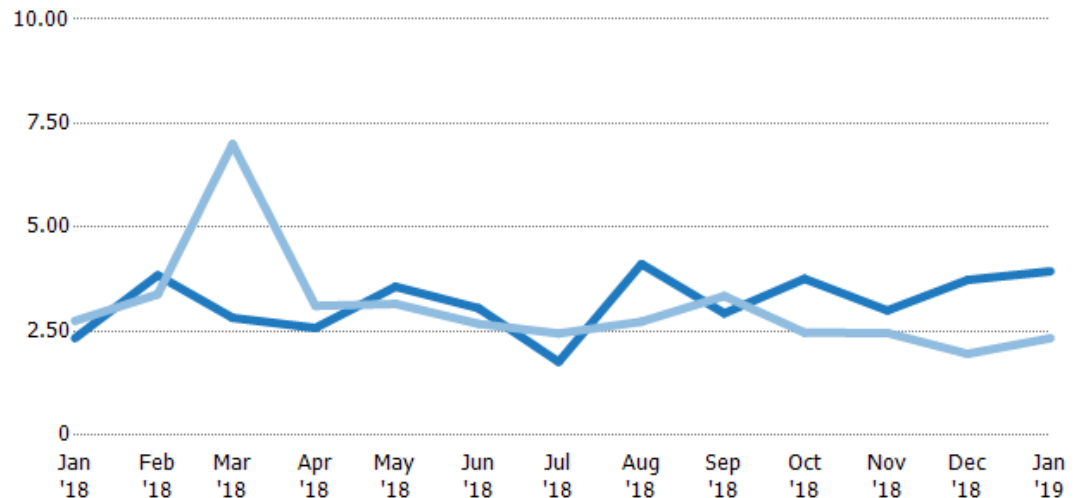
The number of months it would take to exhaust active listings at the current sales rate.

Filters Used

ZIP: Essex, VT 05451, Essex Junction, VT 05452, Essex Junction, VT 05453

Property Type: Condo/Townhouse/Apt, Single Family Residence

Month/Year	Months	% Chg.
Jan '19	3.94	68.9%
Jan '18	2.33	-15.2%
Jan '17	2.75	231.3%



Current Year	2.33	3.85	2.82	2.58	3.57	3.06	1.76	4.12	2.93	3.76	3	3.73	3.94
Prior Year	2.75	3.39	7	3.11	3.16	2.68	2.45	2.73	3.35	2.47	2.46	1.96	2.33
Percent Change from Prior Year	-15%	13%	-60%	-17%	13%	14%	-28%	51%	-12%	53%	22%	91%	69%

Absorption Rate

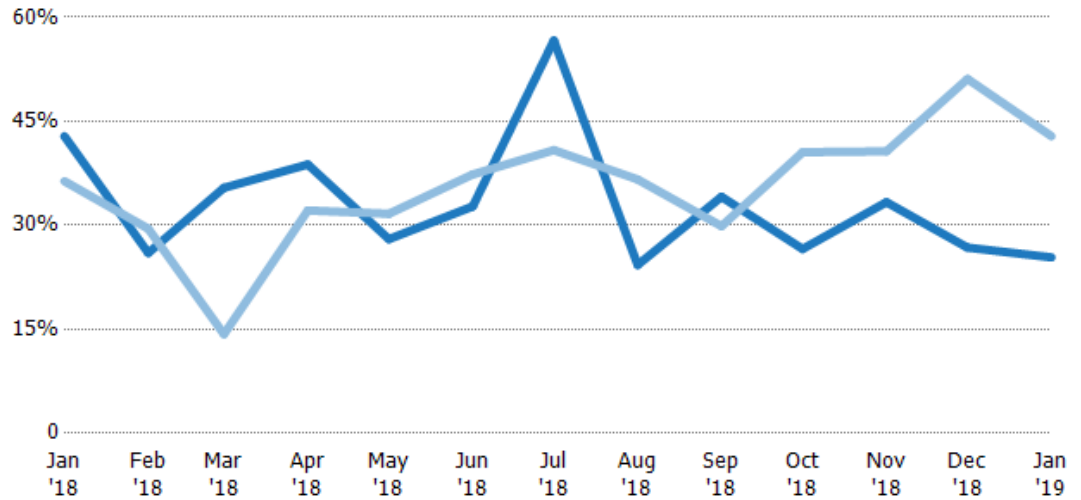
The percentage of inventory sold per month.

Filters Used

ZIP: Essex, VT 05451, Essex Junction, VT 05452, Essex Junction, VT 05453

Property Type:
Condo/Townhouse/Apt, Single Family Residence

Month/ Year	Rate	Chg.
Jan '19	25%	17.5%
Jan '18	43%	-6.5%
Jan '17	36%	-69.8%



Current Year	43%	26%	35%	39%	28%	33%	57%	24%	34%	27%	33%	27%	25%
Prior Year	36%	30%	14%	32%	32%	37%	41%	37%	30%	41%	41%	51%	43%
Change from Prior Year	-6%	4%	-21%	-7%	4%	5%	-16%	12%	-4%	14%	7%	24%	17%

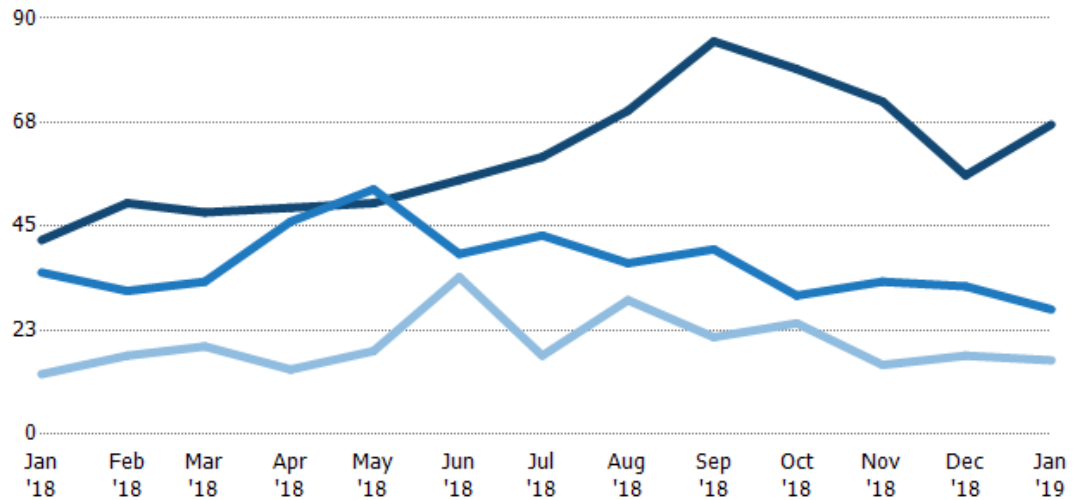
Active/Pending/Sold Units

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	42	50	48	49	50	55	60	70	85	79	72	56	67
Pending	35	31	33	46	53	39	43	37	40	30	33	32	27
Sold	13	17	19	14	18	34	17	29	21	24	15	17	16

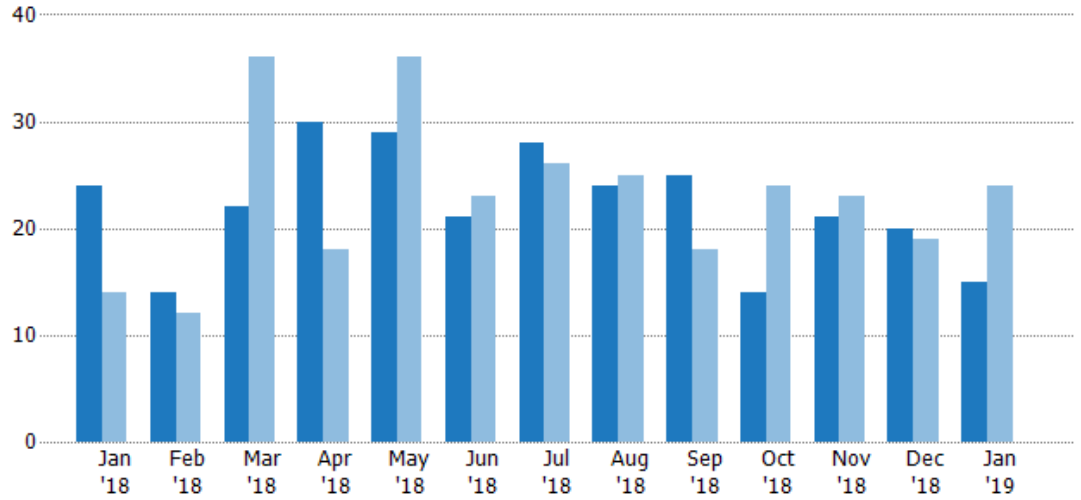
New Pending Sales

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



Current Year	24	14	22	30	29	21	28	24	25	14	21	20	15
Prior Year	14	12	36	18	36	23	26	25	18	24	23	19	24
Percent Change from Prior Year	71%	17%	-39%	67%	-19%	-9%	8%	-4%	39%	-42%	-9%	5%	-38%

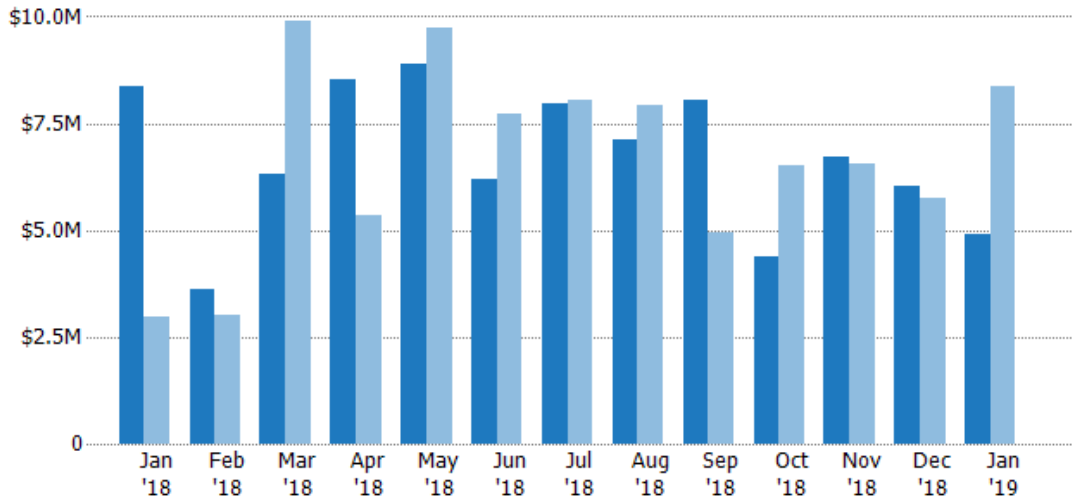
New Pending Sales Volume

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



Current Year	\$8.36M	\$3.6M	\$6.32M	\$8.54M	\$8.91M	\$6.2M	\$7.98M	\$7.1M	\$8.05M	\$4.37M	\$6.7M	\$6.04M	\$4.9M
Prior Year	\$2.98M	\$3M	\$9.9M	\$5.35M	\$9.72M	\$7.74M	\$8.03M	\$7.92M	\$4.96M	\$6.52M	\$6.57M	\$5.74M	\$8.36M
Percent Change from Prior Year	180%	20%	-36%	60%	-8%	-20%	-1%	-10%	62%	-33%	2%	5%	-41%

Pending Sales

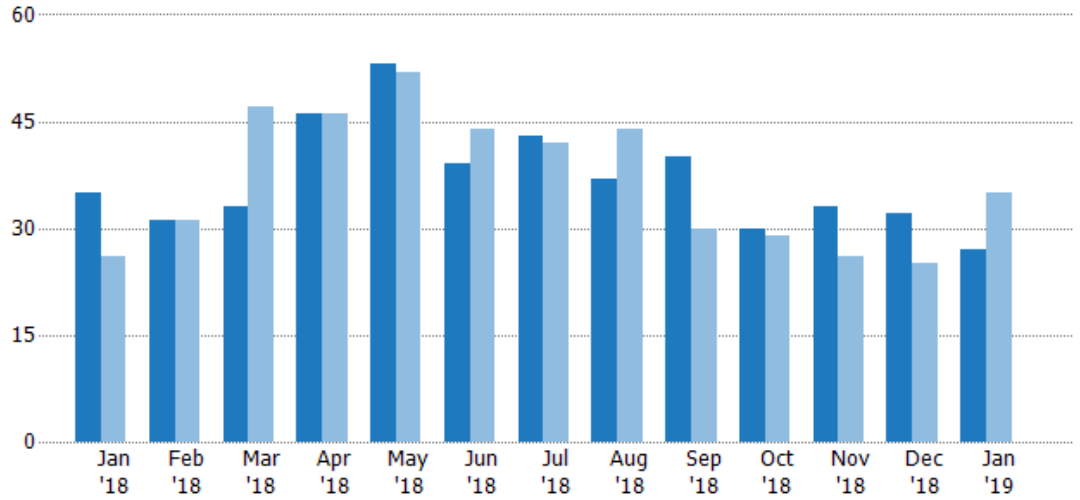
The number of residential properties with accepted offers that were available at the end each month.

Filters Used

ZIP: Essex, VT 05451, Essex Junction, VT 05452, Essex Junction, VT 05453

Property Type: Condo/Townhouse/Apt, Single Family Residence

Month/Year	Count	% Chg.
Jan '19	27	-22.9%
Jan '18	35	34.6%
Jan '17	26	11.5%



Current Year	35	31	33	46	53	39	43	37	40	30	33	32	27
Prior Year	26	31	47	46	52	44	42	44	30	29	26	25	35
Percent Change from Prior Year	35%	0%	-30%	0%	2%	-11%	2%	-16%	33%	3%	27%	28%	-23%

Pending Sales Volume

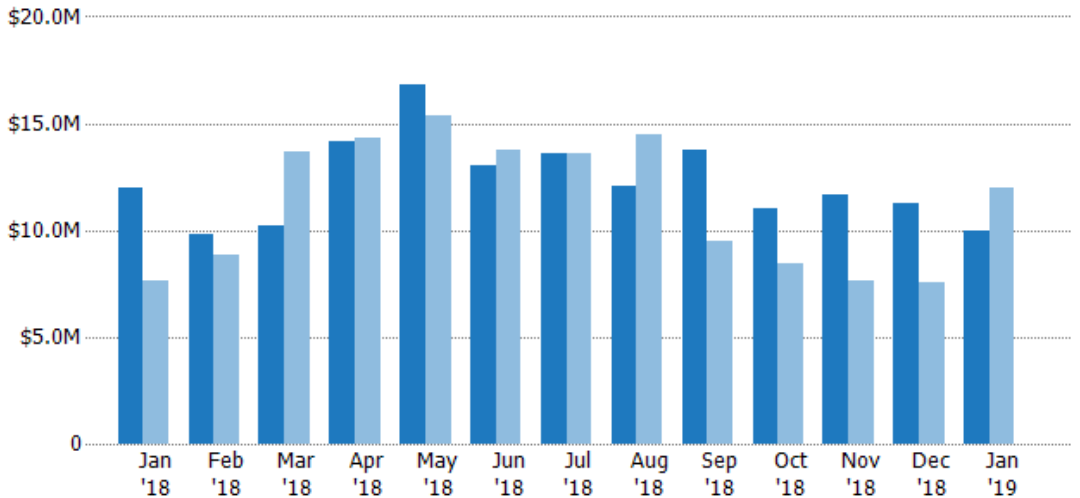
The sum of the sales price of residential properties with accepted offers that were available at the end of each month.

Filters Used

ZIP: Essex, VT 05451, Essex Junction, VT 05452, Essex Junction, VT 05453

Property Type: Condo/Townhouse/Apt, Single Family Residence

Month/Year	Volume	% Chg.
Jan '19	\$9.93M	-17.2%
Jan '18	\$12M	56.8%
Jan '17	\$7.65M	8.6%



Current Year	\$12M	\$9.82M	\$10.2M	\$14.1M	\$16.9M	\$13M	\$13.6M	\$12M	\$13.7M	\$11M	\$11.7M	\$11.3M	\$9.93M
Prior Year	\$7.65M	\$8.85M	\$13.7M	\$14.3M	\$15.4M	\$13.7M	\$13.6M	\$14.5M	\$9.51M	\$8.45M	\$7.6M	\$7.57M	\$12M
Percent Change from Prior Year	57%	11%	-25%	-1%	9%	-5%	0%	-17%	44%	30%	54%	49%	-17%

Closed Sales

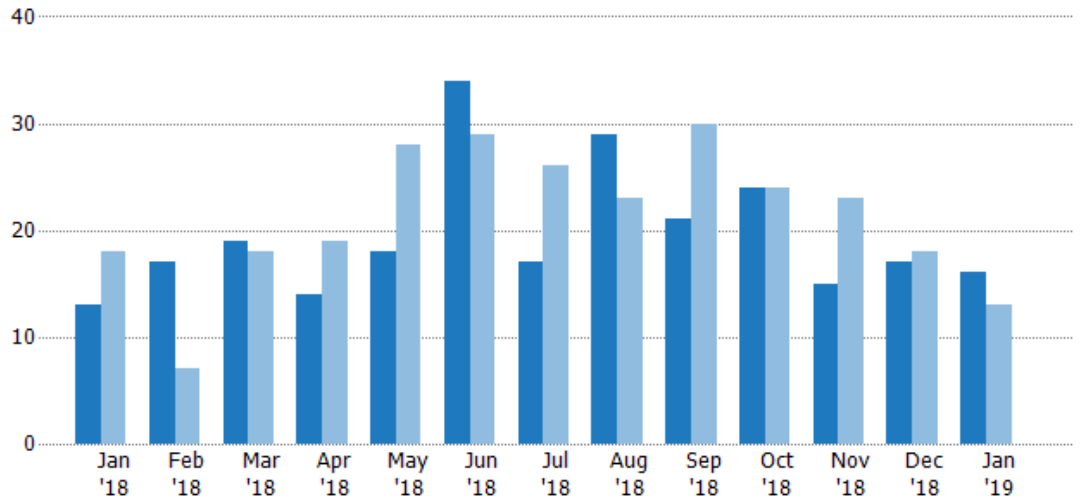
The total number of residential properties sold each month.

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.
Jan '19	16	23.1%
Jan '18	13	-27.8%
Jan '17	18	-11.1%



Current Year	13	17	19	14	18	34	17	29	21	24	15	17	16
Prior Year	18	7	18	19	28	29	26	23	30	24	23	18	13
Percent Change from Prior Year	-28%	143%	6%	-26%	-36%	17%	-35%	26%	-30%	0%	-35%	-6%	23%

Closed Sales Volume

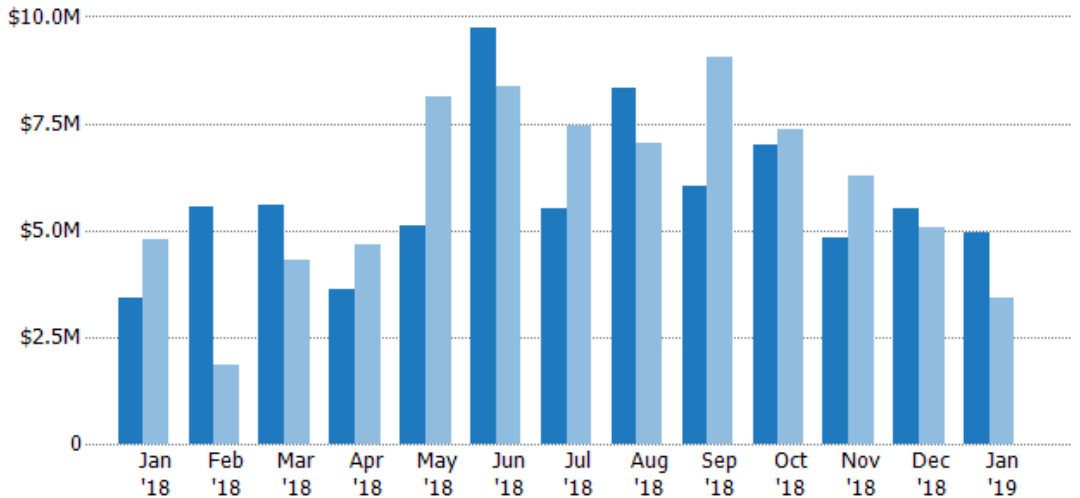
The sum of the sales price of residential properties sold each month.

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.
Jan '19	\$4.94M	44%
Jan '18	\$3.43M	-28.6%
Jan '17	\$4.8M	-17.7%



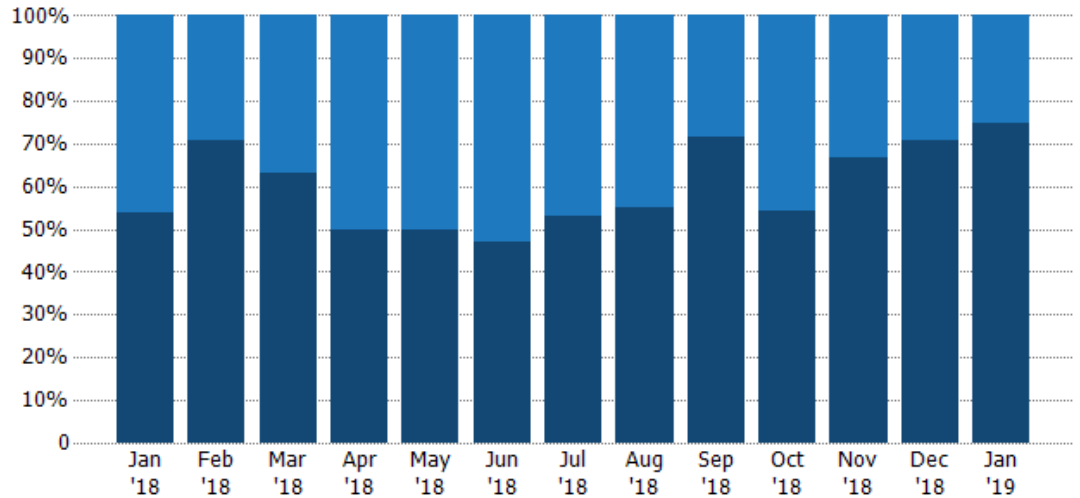
Current Year	\$3.43M	\$5.53M	\$5.59M	\$3.63M	\$5.13M	\$9.75M	\$5.49M	\$8.32M	\$6.02M	\$7M	\$4.81M	\$5.52M	\$4.94M
Prior Year	\$4.8M	\$1.83M	\$4.3M	\$4.66M	\$8.11M	\$8.38M	\$7.46M	\$7.05M	\$9.05M	\$7.35M	\$6.26M	\$5.08M	\$3.43M
Percent Change from Prior Year	-29%	202%	30%	-22%	-37%	16%	-26%	18%	-33%	-5%	-23%	9%	44%

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



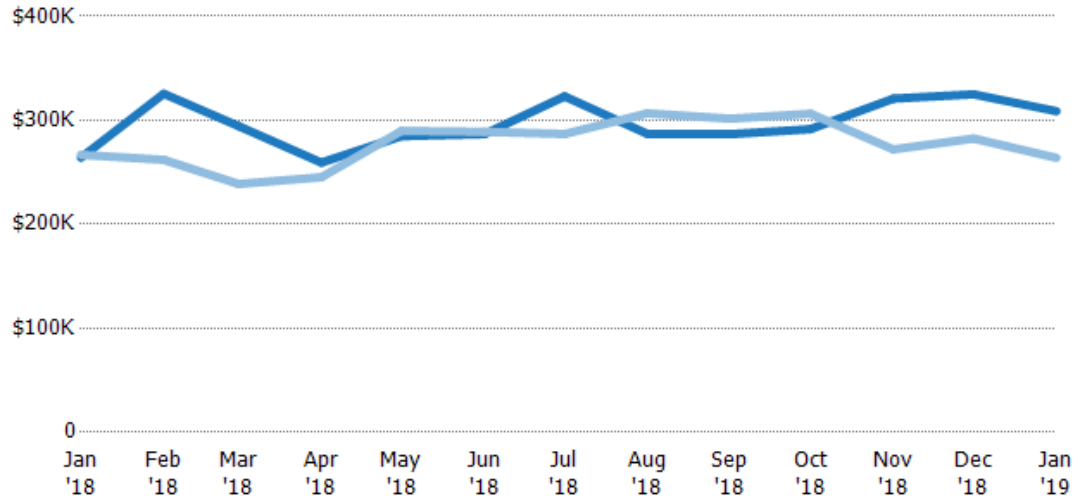
Condo/Townhouse	46%	29%	37%	50%	50%	53%	47%	45%	29%	46%	33%	29%	25%
Single Family Residence	54%	71%	63%	50%	50%	47%	53%	55%	71%	54%	67%	71%	75%

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



Current Year	\$264K	\$326K	\$294K	\$259K	\$285K	\$287K	\$323K	\$287K	\$287K	\$292K	\$321K	\$325K	\$309K
Prior Year	\$267K	\$262K	\$239K	\$245K	\$290K	\$289K	\$287K	\$307K	\$302K	\$306K	\$272K	\$282K	\$264K
Percent Change from Prior Year	-1%	24%	23%	6%	-2%	-1%	13%	-6%	-5%	-5%	18%	15%	17%

Median Sales Price

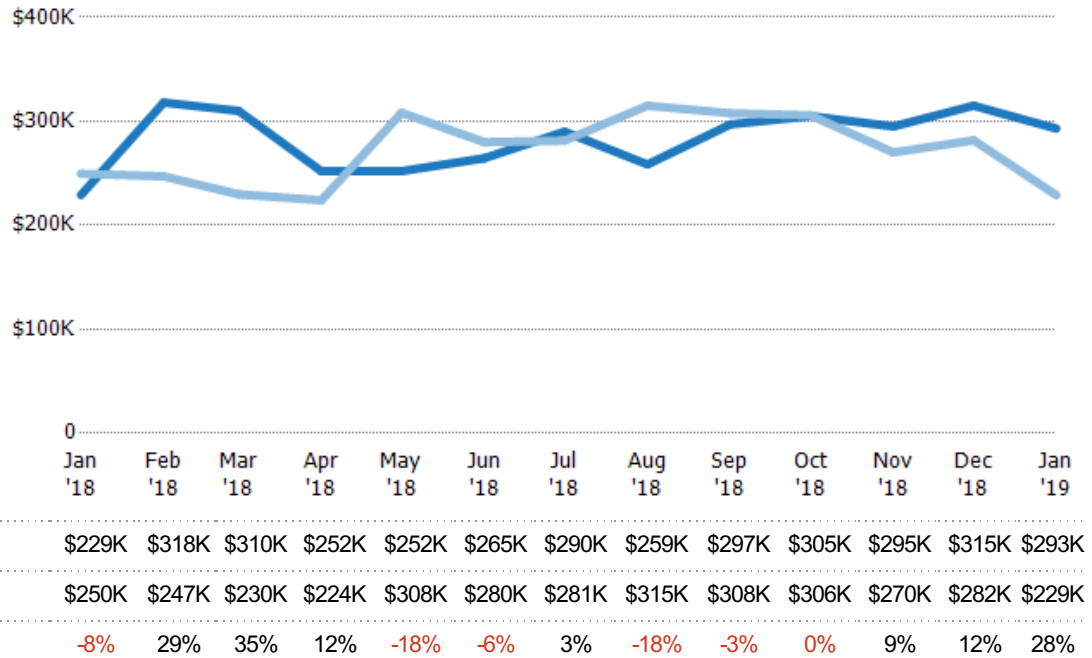
The median sales price of the residential properties sold each month.

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.
Jan '19	\$293K	27.9%
Jan '18	\$229K	-8.2%
Jan '17	\$250K	-4.6%



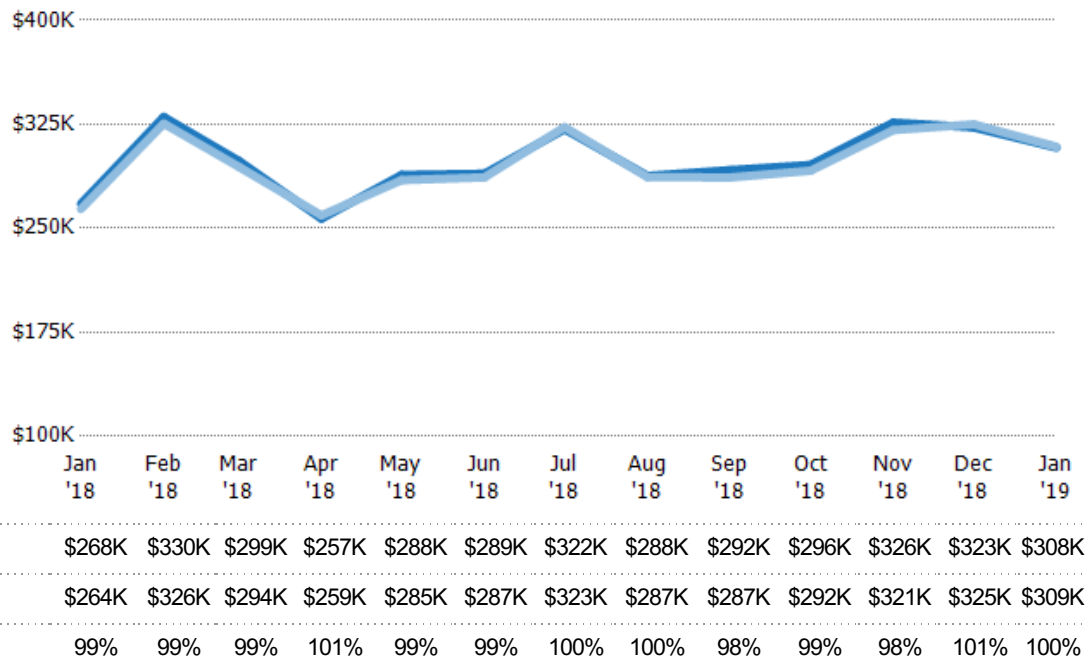
Average Sales Price vs Average Listing Price

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

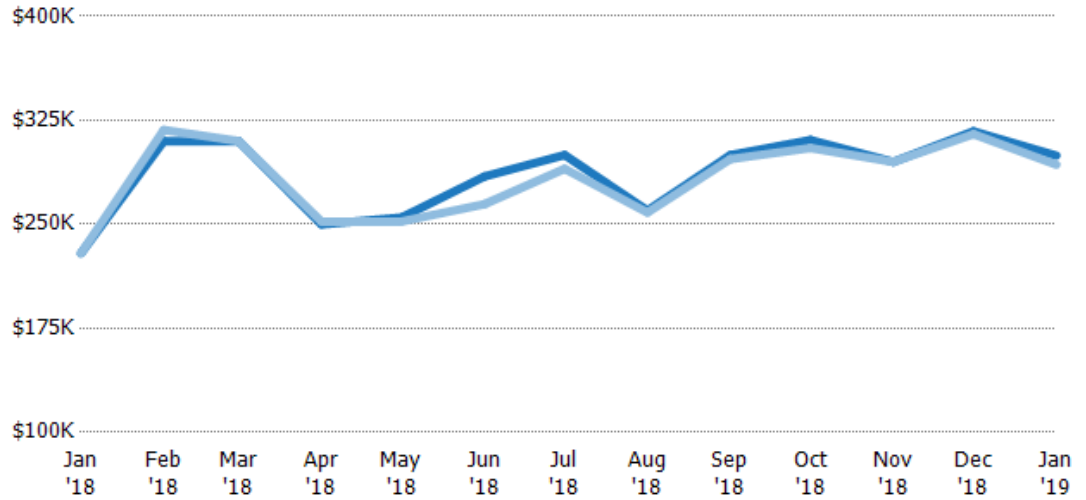


Median Sales Price vs Median Listing Price

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

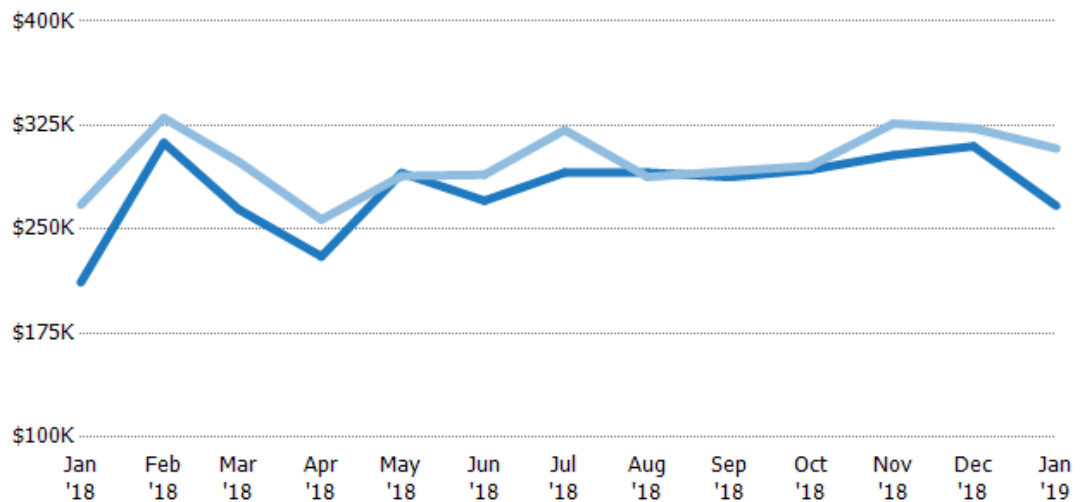


Average Sales Price vs Average Est Value

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

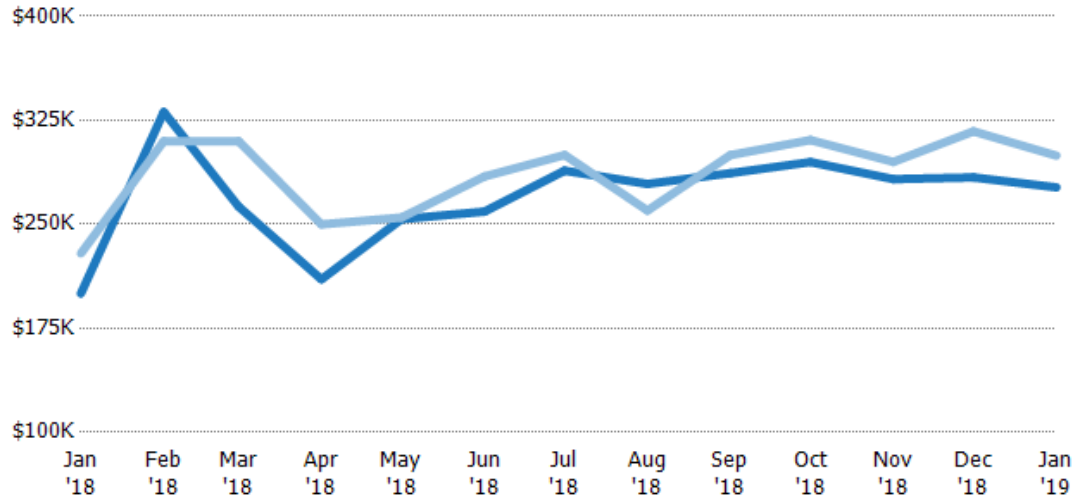


Median Sales Price vs Median Est Value

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



Median Est Value	\$200K	\$331K	\$263K	\$210K	\$254K	\$259K	\$289K	\$279K	\$287K	\$295K	\$283K	\$284K	\$277K
Median Sales Price	\$229K	\$310K	\$310K	\$250K	\$255K	\$284K	\$300K	\$260K	\$300K	\$311K	\$295K	\$317K	\$300K
Med Sales Price as a % of Med Est Value	115%	94%	118%	119%	100%	110%	104%	93%	105%	105%	104%	112%	108%