

## 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	Mar 2019	Mar 2018	+ / -	YTD 2019	YTD 2018	+ / -
<b>Listing Activity Charts Metrics</b>						
New Listing Count	14	22	-36.4%	52	69	-24.6%
New Listing Volume	\$4,824,400	\$7,487,100	-35.6%	\$16,803,290	\$21,911,145	-23.3%
Active Listing Count	54	46	+17.4%	N/A	N/A	
Active Listing Volume	\$21,378,397	\$17,146,154	+24.7%	N/A	N/A	
Average Listing Price	\$395,896	\$372,742	+6.2%	\$373,469	\$358,545	+4.2%
Median Listing Price	\$377,450	\$357,950	+5.4%	\$361,208	\$350,729	+3%
Median Days in RPR	184	53	+247.2%	155.96	68.67	+127.1%
Months of Inventory	4.9	2.6	+92.1%	3.7	3.1	+18.7%
Absorption Rate	20.37%	39.13%	-18.8%	27.03%	32.09%	-5.1%
<b>Sales Activity Charts Metrics</b>						
New Pending Sales Count	22	22	+/-	52	60	-13.3%
New Pending Sales Volume	\$6,320,290	\$6,316,700	+0.1%	\$15,554,940	\$18,274,295	-14.9%
Pending Sales Count	33	35	-5.7%	N/A	N/A	
Pending Sales Volume	\$10,617,540	\$10,912,050	-2.7%	N/A	N/A	
Closed Sales Count	20	19	+5.3%	47	50	-6%
Closed Sales Volume	\$6,245,011	\$5,594,678	+11.6%	\$15,100,897	\$14,723,719	+2.6%
Average Sales Price	\$312,251	\$294,457	+6%	\$321,296	\$294,474	+9.1%
Median Sales Price	\$272,450	\$310,000	-12.1%	\$285,660	\$290,362	-1.6%

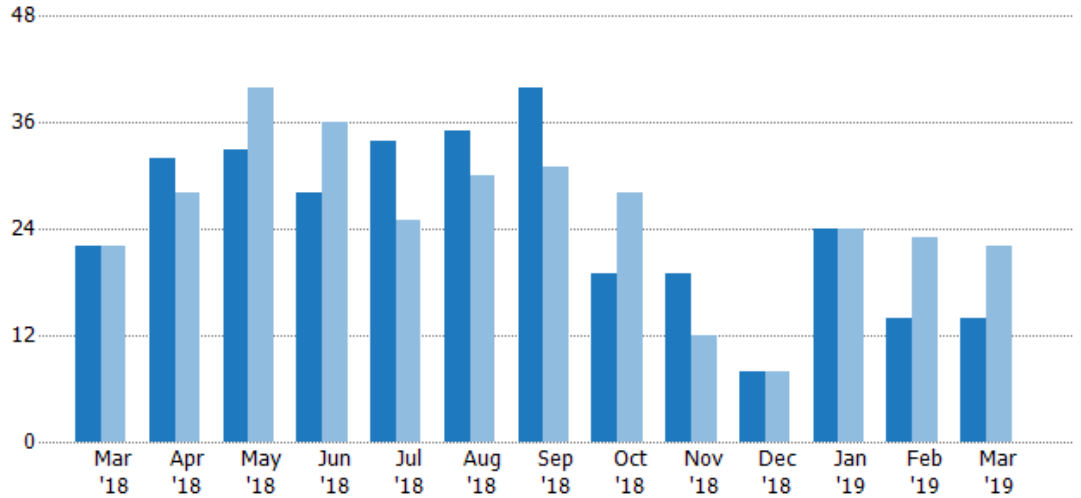
## New Listings

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.
Mar '19	14	-36.4%
Mar '18	22	0%
Mar '17	22	63.6%



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

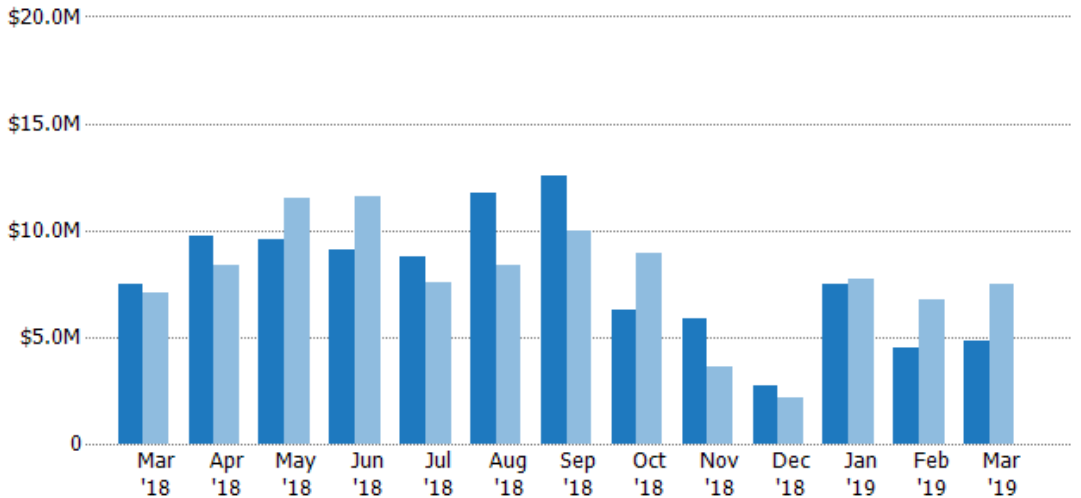
## New Listing Volume

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.
Mar '19	\$4.82M	-35.6%
Mar '18	\$7.49M	5.3%
Mar '17	\$7.11M	48%



Current Year	\$7.49M	\$9.69M	\$9.54M	\$9.08M	\$8.78M	\$11.7M	\$12.5M	\$6.27M	\$5.84M	\$2.72M	\$7.49M	\$4.49M	\$4.82M
Prior Year	\$7.11M	\$8.32M	\$11.5M	\$11.6M	\$7.59M	\$8.39M	\$9.99M	\$8.91M	\$3.59M	\$2.19M	\$7.71M	\$6.72M	\$7.49M
Percent Change from Prior Year	5%	16%	-17%	-22%	16%	40%	26%	-30%	63%	24%	-3%	-33%	-36%

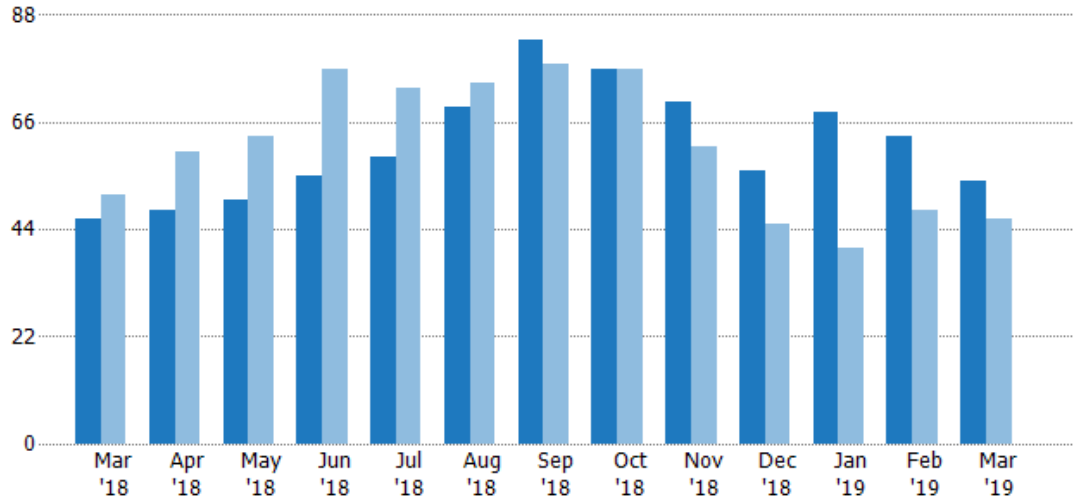
## Active Listings

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.
Mar '19	54	17.4%
Mar '18	46	-9.8%
Mar '17	51	66.7%



Current Year	46	48	50	55	59	69	83	77	70	56	68	63	54
Prior Year	51	60	63	77	73	74	78	77	61	45	40	48	46
Percent Change from Prior Year	-10%	-20%	-21%	-29%	-19%	-7%	6%	0%	15%	24%	70%	31%	17%

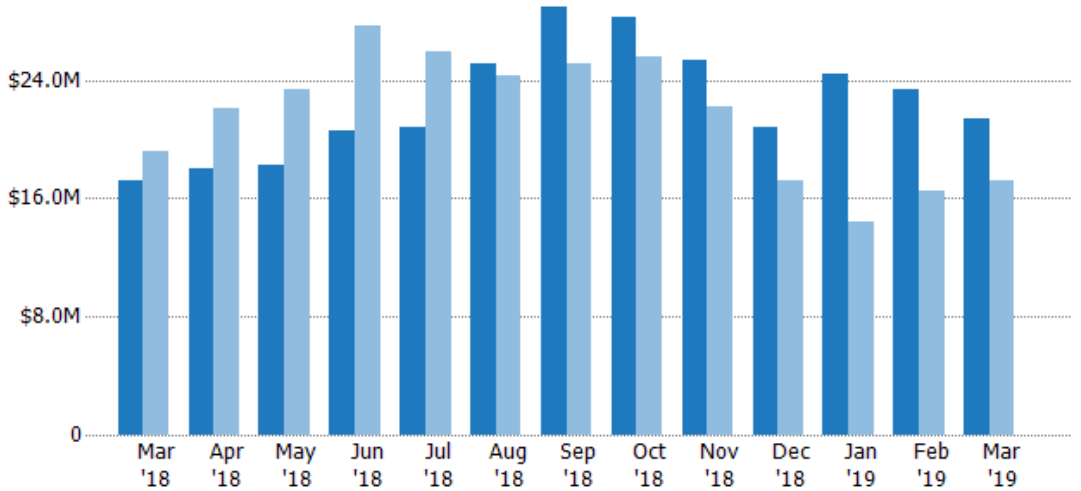
## Active Listing Volume

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.
Mar '19	\$21.4M	24.7%
Mar '18	\$17.1M	-10.6%
Mar '17	\$19.2M	53%



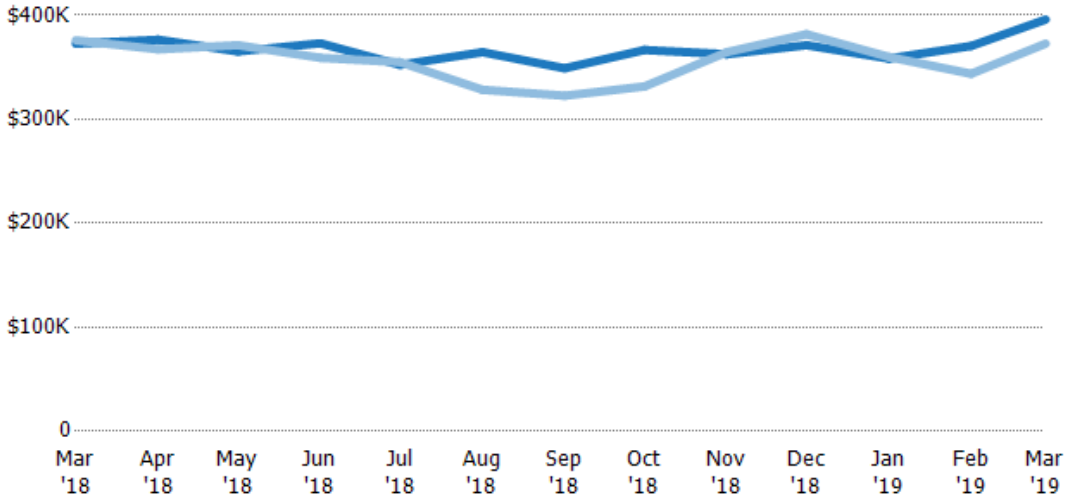
Current Year	\$17.1M	\$18.1M	\$18.3M	\$20.5M	\$20.8M	\$25.2M	\$29M	\$28.2M	\$25.4M	\$20.8M	\$24.4M	\$23.3M	\$21.4M
Prior Year	\$19.2M	\$22M	\$23.4M	\$27.7M	\$25.9M	\$24.3M	\$25.2M	\$25.5M	\$22.2M	\$17.2M	\$14.4M	\$16.5M	\$17.1M
Percent Change from Prior Year	-11%	-18%	-22%	-26%	-20%	4%	15%	11%	14%	21%	69%	41%	25%

## 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.
Mar '19	\$396K	6.2%
Mar '18	\$373K	-0.8%
Mar '17	\$376K	-8.2%

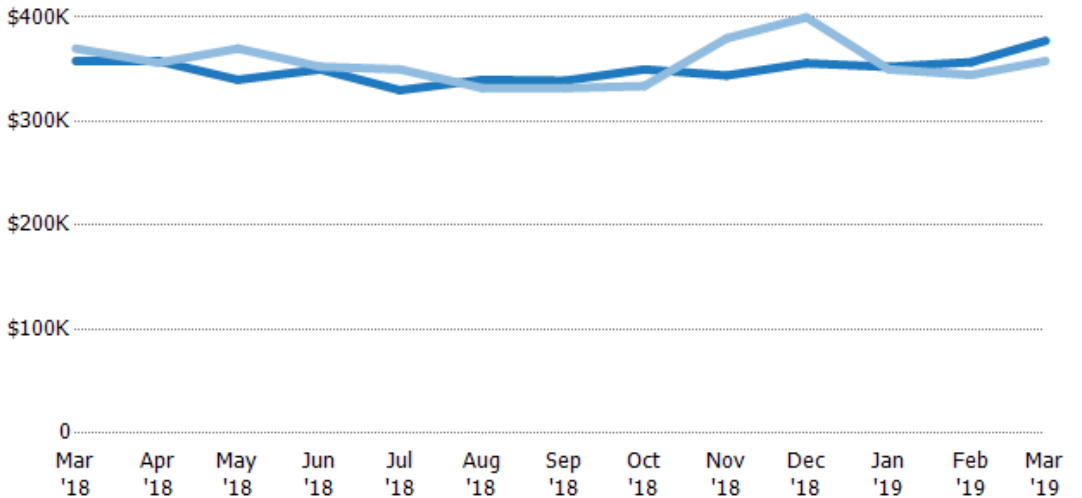
Current Year	\$373K	\$376K	\$365K	\$373K	\$352K	\$365K	\$349K	\$367K	\$363K	\$371K	\$358K	\$371K	\$396K
Prior Year	\$376K	\$367K	\$371K	\$359K	\$355K	\$328K	\$323K	\$332K	\$365K	\$382K	\$360K	\$344K	\$373K
Percent Change from Prior Year	-1%	3%	-2%	4%	-1%	11%	8%	11%	-1%	-3%	0%	8%	6%

## 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.
Mar '19	\$377K	5.4%
Mar '18	\$358K	-3.2%
Mar '17	\$370K	-5.9%

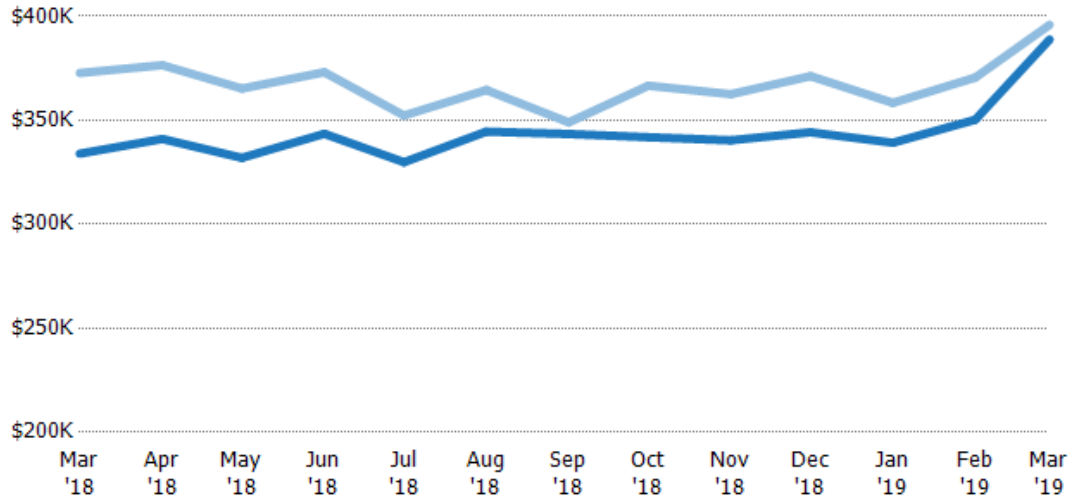
Current Year	\$358K	\$358K	\$340K	\$350K	\$330K	\$340K	\$339K	\$350K	\$344K	\$356K	\$352K	\$357K	\$377K
Prior Year	\$370K	\$356K	\$370K	\$353K	\$350K	\$332K	\$332K	\$334K	\$380K	\$400K	\$350K	\$345K	\$358K
Percent Change from Prior Year	-3%	0%	-8%	-1%	-6%	2%	2%	5%	-9%	-11%	1%	4%	5%

## 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



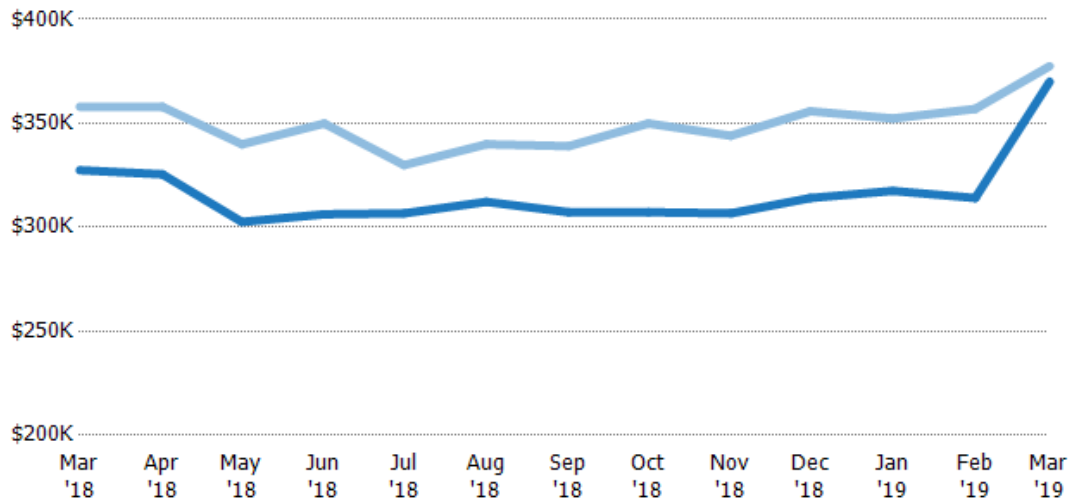
	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19
Avg Est Value	\$334K	\$341K	\$332K	\$344K	\$330K	\$345K	\$343K	\$342K	\$340K	\$344K	\$339K	\$350K	\$389K
Avg Listing Price	\$373K	\$376K	\$365K	\$373K	\$352K	\$365K	\$349K	\$367K	\$363K	\$371K	\$358K	\$371K	\$396K
Avg Listing Price as a % of Avg Est Value	112%	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



	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19
Median Est Value	\$327K	\$326K	\$303K	\$306K	\$307K	\$312K	\$307K	\$307K	\$307K	\$314K	\$317K	\$314K	\$370K
Median Listing Price	\$358K	\$358K	\$340K	\$350K	\$330K	\$340K	\$339K	\$350K	\$344K	\$356K	\$352K	\$357K	\$377K
Med Listing Price as a % of Med Est Value	109%	110%	112%	114%	108%	109%	110%	114%	112%	113%	111%	114%	102%

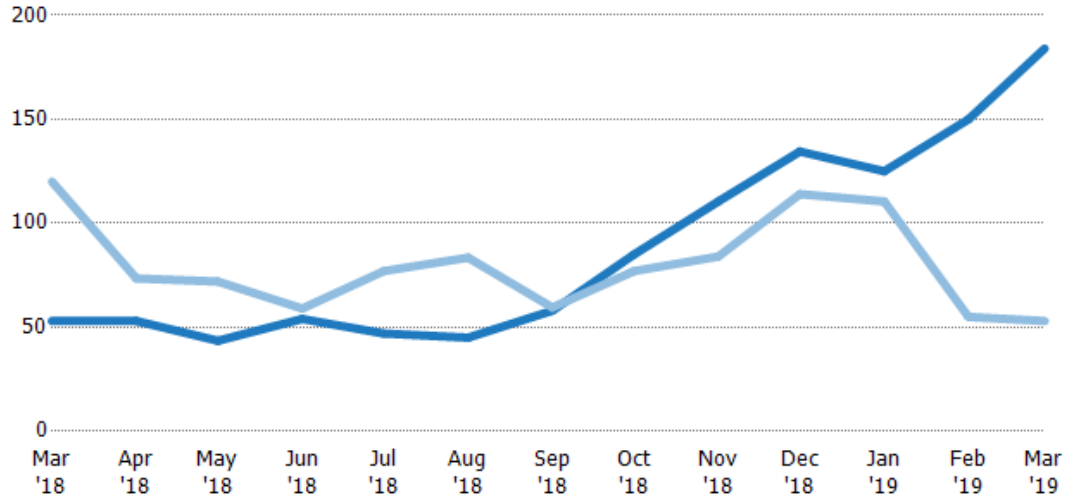
## Median Days in RPR

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

Month/Year	Days	% Chg.
Mar '19	184	247.2%
Mar '18	53	-55.8%
Mar '17	120	-33.3%



Current Year	53	53	43.5	54	47	45	58	85	111	135	125	150	184
Prior Year	120	73.5	72	59	77	83.5	59.5	77	84	114	111	55	53
Percent Change from Prior Year	-56%	-28%	-40%	-8%	-39%	-46%	-3%	10%	32%	18%	13%	173%	247%

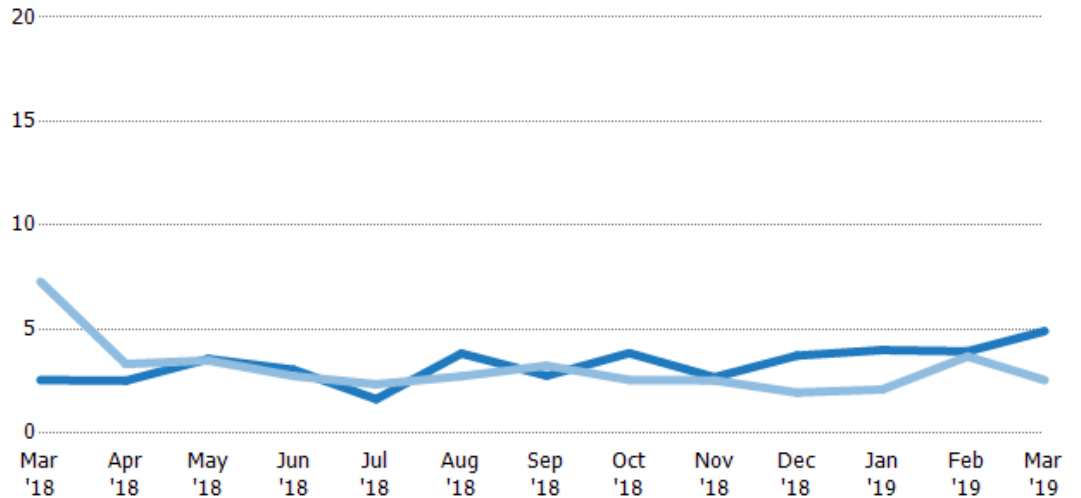
## Months of Inventory

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.
Mar '19	4.91	92.1%
Mar '18	2.56	-64.9%
Mar '17	7.29	45.8%



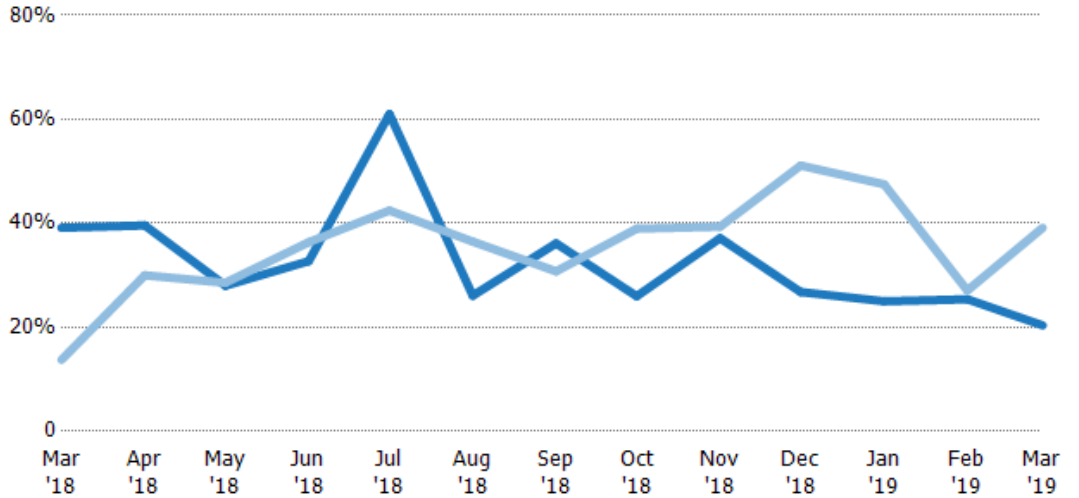
Current Year	2.56	2.53	3.57	3.06	1.64	3.83	2.77	3.85	2.69	3.73	4	3.94	4.91
Prior Year	7.29	3.33	3.5	2.75	2.35	2.74	3.25	2.57	2.54	1.96	2.11	3.69	2.56
Percent Change from Prior Year	-65%	-24%	2%	11%	-30%	40%	-15%	50%	6%	91%	90%	7%	92%

## 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



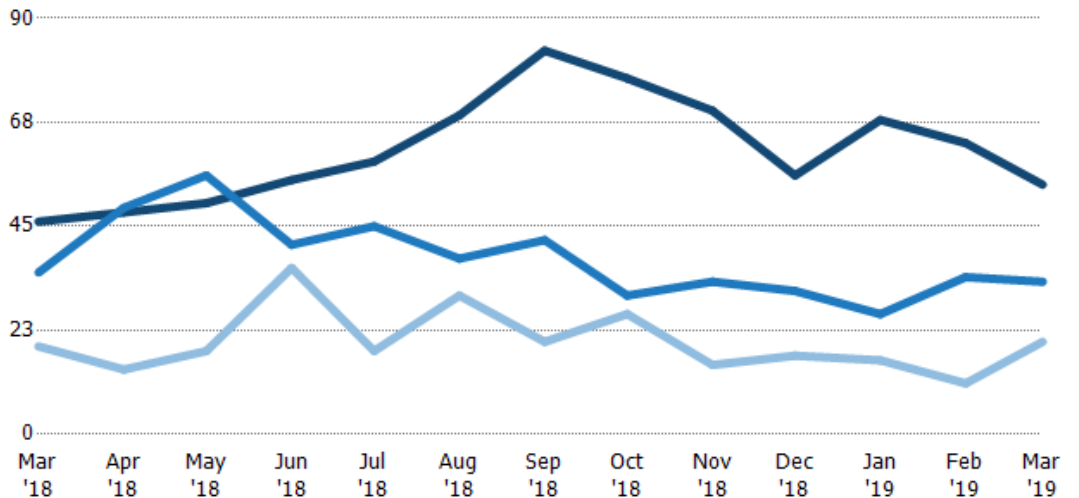
	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19
Current Year	39%	40%	28%	33%	61%	26%	36%	26%	37%	27%	25%	25%	20%
Prior Year	14%	30%	29%	36%	42%	36%	31%	39%	39%	51%	48%	27%	39%
Change from Prior Year	-25%	-10%	1%	4%	-19%	10%	-5%	13%	2%	24%	23%	2%	19%

## 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



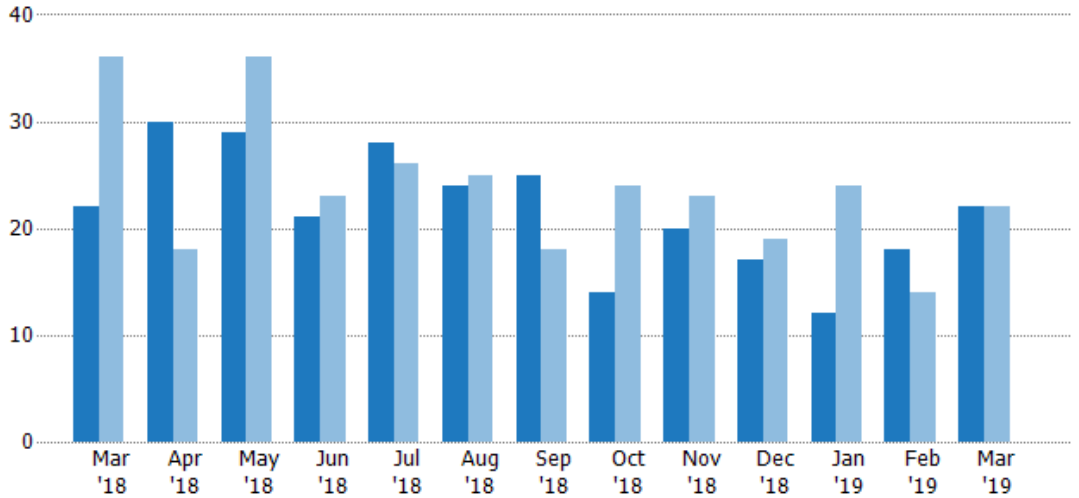
	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19
Active	46	48	50	55	59	69	83	77	70	56	68	63	54
Pending	35	49	56	41	45	38	42	30	33	31	26	34	33
Sold	19	14	18	36	18	30	20	26	15	17	16	11	20

## 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



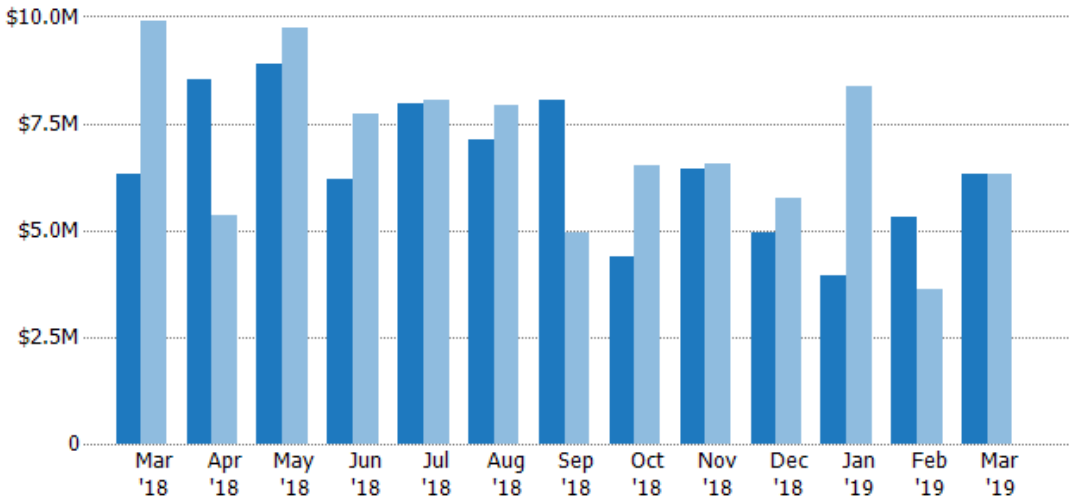
Month/Year	Count	% Chg.
Mar '19	22	0%
Mar '18	22	-38.9%
Mar '17	36	-13.9%

## 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.
Mar '19	\$6.32M	0.1%
Mar '18	\$6.32M	-36.2%
Mar '17	\$9.9M	-20.7%

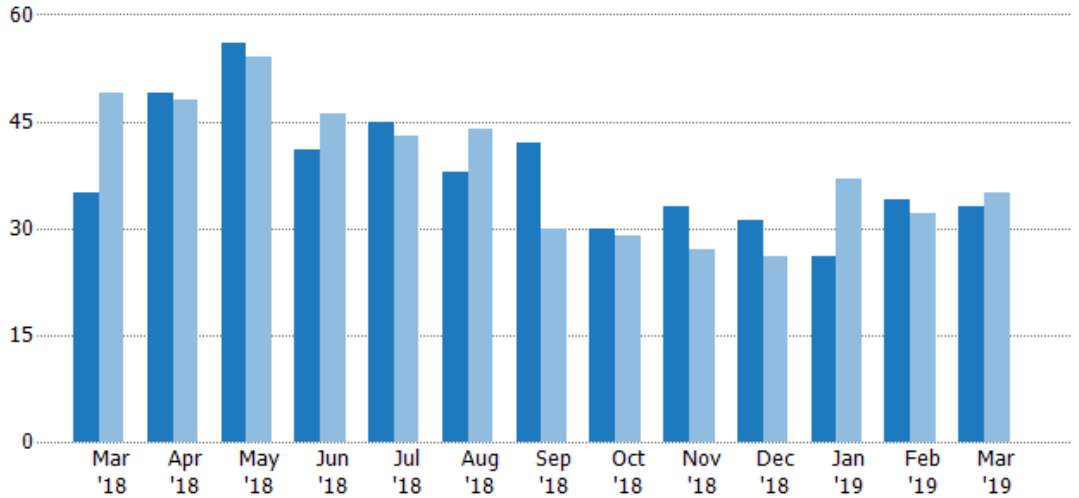


## Pending Sales

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.
Mar '19	33	-5.7%
Mar '18	35	-28.6%
Mar '17	49	16.3%

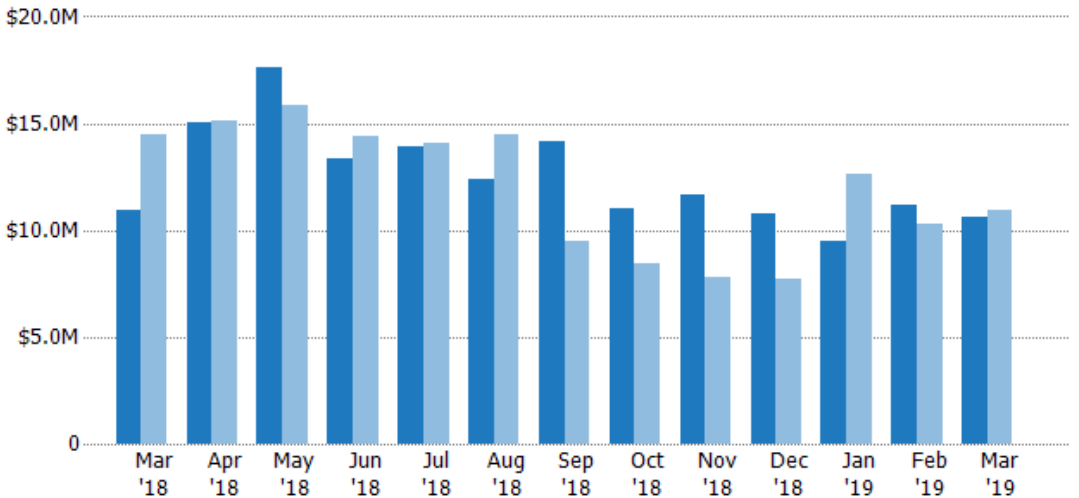
	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19
Current Year	35	49	56	41	45	38	42	30	33	31	26	34	33
Prior Year	49	48	54	46	43	44	30	29	27	26	37	32	35
Percent Change from Prior Year	-29%	2%	4%	-11%	5%	-14%	40%	3%	22%	19%	-30%	6%	-6%

## 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.
Mar '19	\$10.6M	-2.7%
Mar '18	\$10.9M	-24.7%
Mar '17	\$14.5M	6.8%

	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19
Current Year	\$10.9M	\$15M	\$17.7M	\$13.4M	\$13.9M	\$12.4M	\$14.2M	\$11M	\$11.7M	\$10.8M	\$9.48M	\$11.2M	\$10.6M
Prior Year	\$14.5M	\$15.1M	\$15.9M	\$14.4M	\$14.1M	\$14.5M	\$9.51M	\$8.45M	\$7.77M	\$7.74M	\$12.6M	\$10.3M	\$10.9M
Percent Change from Prior Year	-25%	-1%	11%	-7%	-1%	-15%	49%	30%	50%	40%	-25%	9%	-3%

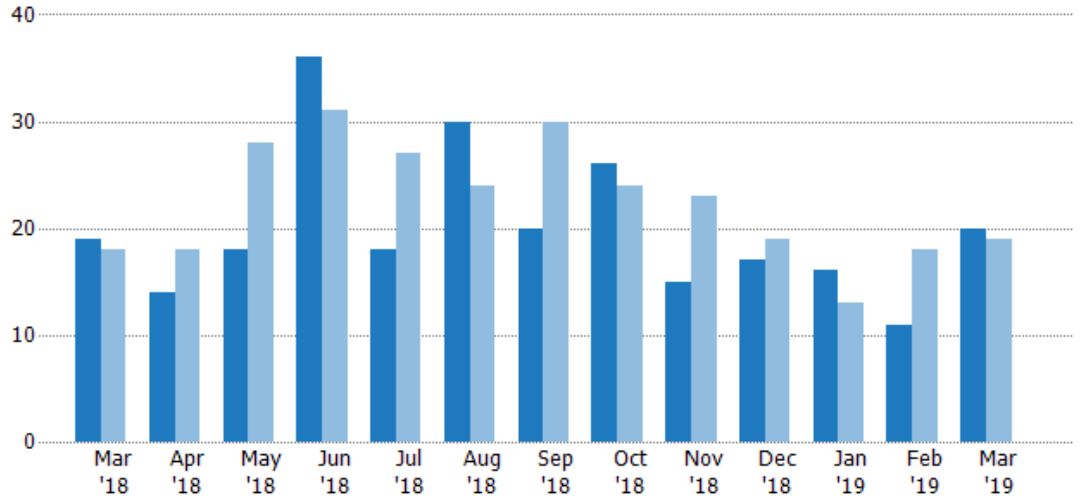
## Closed Sales

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.
Mar '19	20	5.3%
Mar '18	19	5.6%
Mar '17	18	-16.7%



	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19
Current Year	19	14	18	36	18	30	20	26	15	17	16	11	20
Prior Year	18	18	28	31	27	24	30	24	23	19	13	18	19
Percent Change from Prior Year	6%	-22%	-36%	16%	-33%	25%	-33%	8%	-35%	-11%	23%	-39%	5%

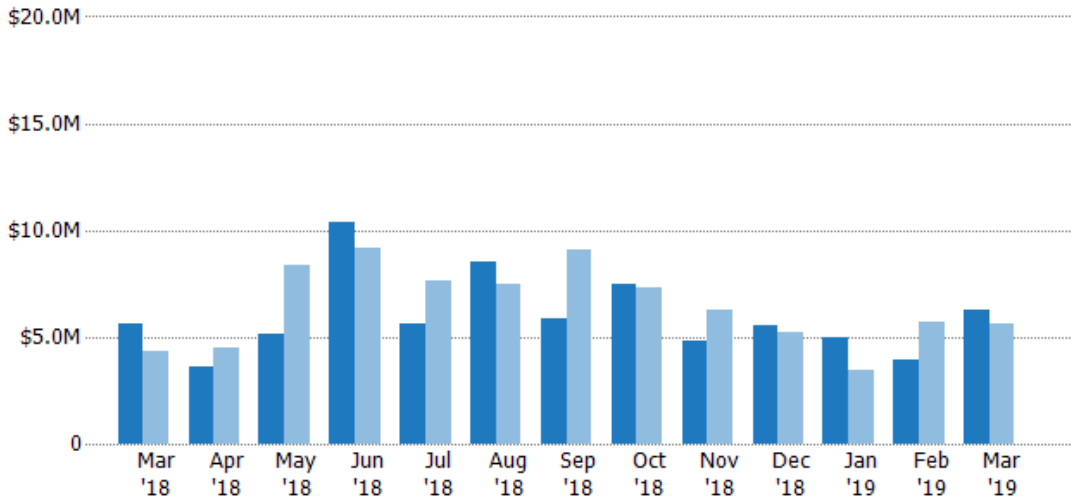
## Closed Sales Volume

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.
Mar '19	\$6.25M	11.6%
Mar '18	\$5.59M	30.2%
Mar '17	\$4.3M	-9.1%



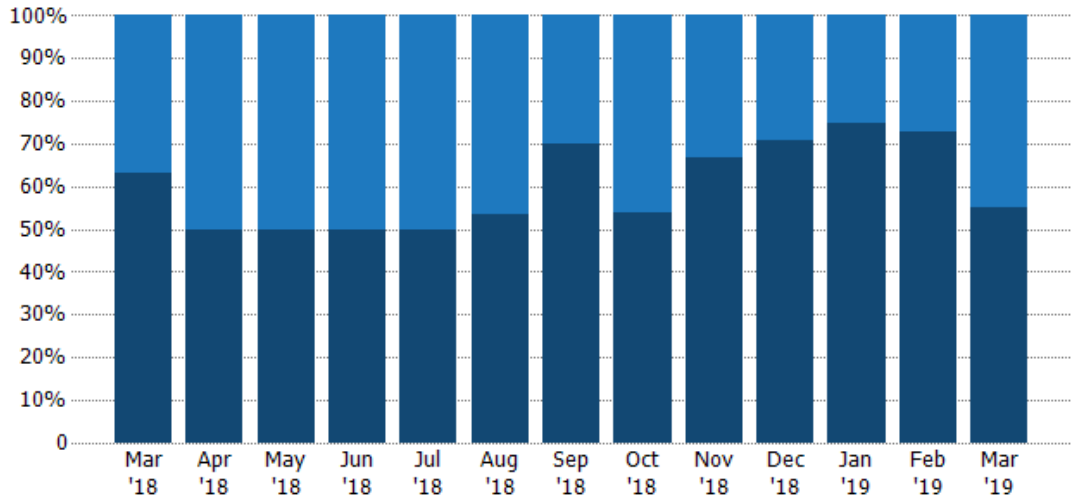
	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19
Current Year	\$5.59M	\$3.63M	\$5.13M	\$10.4M	\$5.65M	\$8.5M	\$5.89M	\$7.46M	\$4.81M	\$5.52M	\$4.94M	\$3.92M	\$6.25M
Prior Year	\$4.3M	\$4.53M	\$8.36M	\$9.16M	\$7.65M	\$7.51M	\$9.05M	\$7.35M	\$6.26M	\$5.25M	\$3.43M	\$5.7M	\$5.59M
Percent Change from Prior Year	30%	-20%	-39%	13%	-26%	13%	-35%	2%	-23%	5%	44%	-31%	12%

## 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



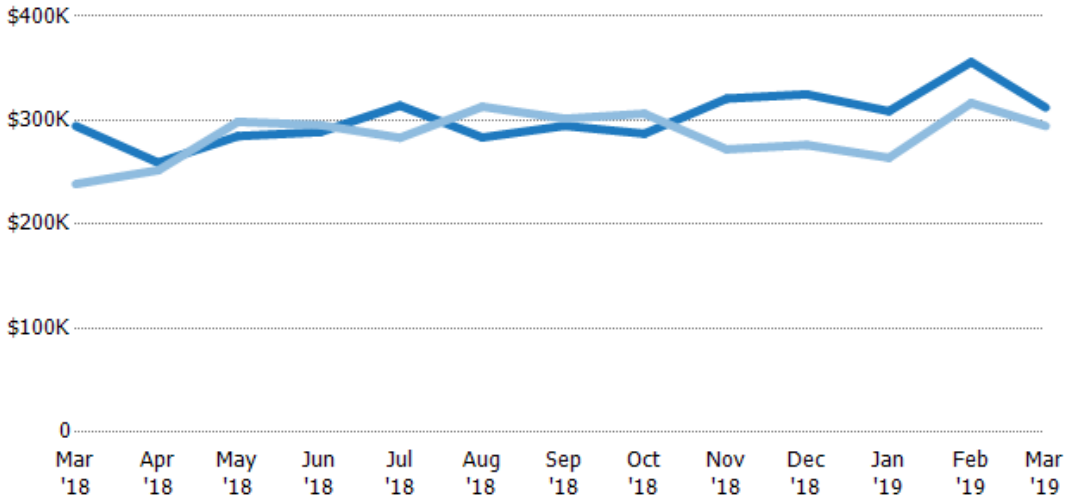
Condo/Townhouse	37%	50%	50%	50%	50%	47%	30%	46%	33%	29%	25%	27%	45%
Single Family Residence	63%	50%	50%	50%	50%	53%	70%	54%	67%	71%	75%	73%	55%

## 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	\$294K	\$259K	\$285K	\$289K	\$314K	\$283K	\$295K	\$287K	\$321K	\$325K	\$309K	\$356K	\$312K
Prior Year	\$239K	\$252K	\$298K	\$295K	\$283K	\$313K	\$302K	\$306K	\$272K	\$276K	\$264K	\$317K	\$294K
Percent Change from Prior Year	23%	3%	-5%	-2%	11%	-9%	-2%	-6%	18%	18%	17%	12%	6%

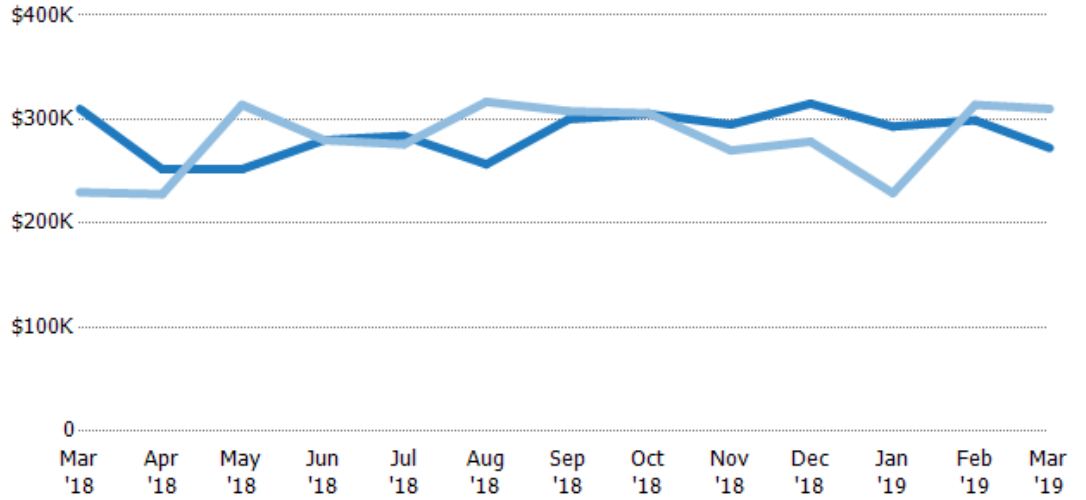
## Median Sales Price

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.
Mar '19	\$272K	-12.1%
Mar '18	\$310K	34.9%
Mar '17	\$230K	19.3%



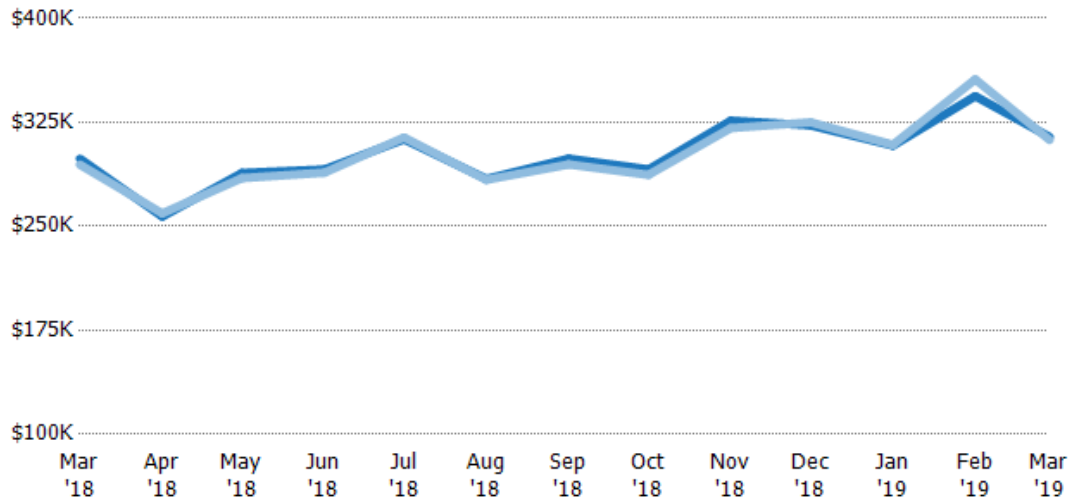
Current Year	\$310K	\$252K	\$252K	\$280K	\$284K	\$257K	\$300K	\$305K	\$295K	\$315K	\$293K	\$299K	\$272K
Prior Year	\$230K	\$228K	\$314K	\$280K	\$276K	\$317K	\$308K	\$306K	\$270K	\$279K	\$229K	\$314K	\$310K
Percent Change from Prior Year	35%	11%	-20%	0%	3%	-19%	-3%	0%	9%	13%	28%	-5%	-12%

## 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



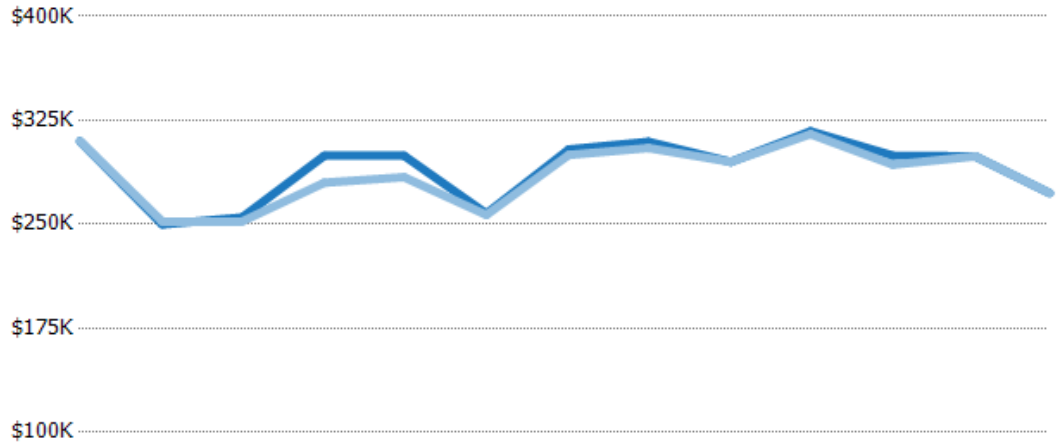
Avg List Price	\$299K	\$257K	\$288K	\$291K	\$313K	\$284K	\$299K	\$291K	\$326K	\$323K	\$308K	\$344K	\$314K
Avg Sales Price	\$294K	\$259K	\$285K	\$289K	\$314K	\$283K	\$295K	\$287K	\$321K	\$325K	\$309K	\$356K	\$312K
Avg Sales Price as a % of Avg List Price	99%	101%	99%	99%	100%	100%	99%	99%	98%	101%	100%	104%	99%

## 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



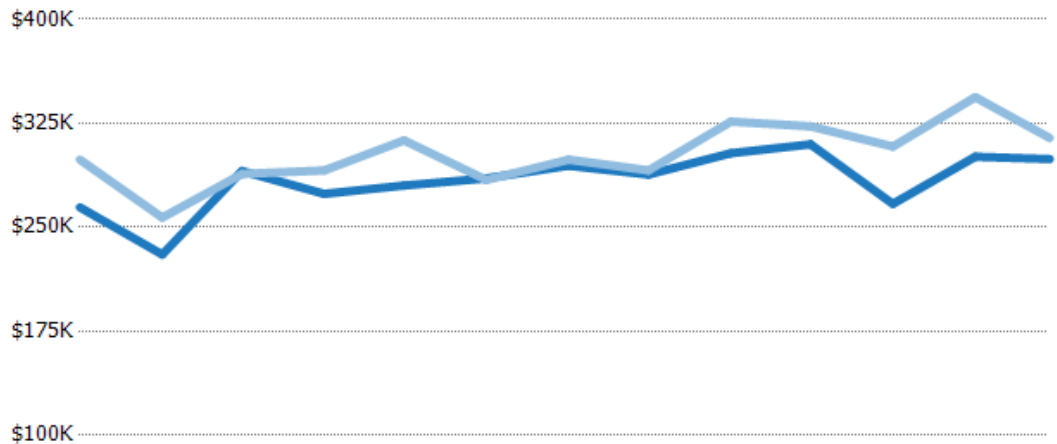
	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19
Median List Price	\$310K	\$250K	\$255K	\$299K	\$299K	\$258K	\$304K	\$309K	\$295K	\$317K	\$300K	\$299K	\$272K
Median Sales Price	\$310K	\$252K	\$252K	\$280K	\$284K	\$257K	\$300K	\$305K	\$295K	\$315K	\$293K	\$299K	\$272K
Med Sales Price as a % of Med List Price	100%	101%	99%	94%	95%	100%	99%	99%	100%	99%	98%	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



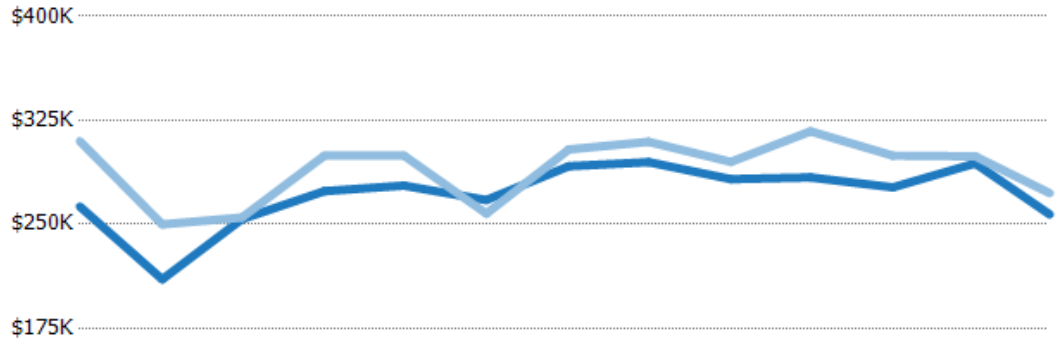
	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19
Avg Est Value	\$264K	\$230K	\$291K	\$274K	\$280K	\$285K	\$294K	\$288K	\$303K	\$310K	\$267K	\$301K	\$299K
Avg Sales Price	\$299K	\$257K	\$288K	\$291K	\$313K	\$284K	\$299K	\$291K	\$326K	\$323K	\$308K	\$344K	\$314K
Avg Sales Price as a % of Avg Est Value	113%	112%	99%	106%	112%	100%	101%	101%	108%	104%	115%	114%	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

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



	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19
Median Est Value	\$263K	\$210K	\$254K	\$274K	\$278K	\$268K	\$292K	\$295K	\$283K	\$284K	\$277K	\$294K	\$257K
Median Sales Price	\$310K	\$250K	\$255K	\$299K	\$299K	\$258K	\$304K	\$309K	\$295K	\$317K	\$300K	\$299K	\$272K
Med Sales Price as a % of Med Est Value	118%	119%	100%	109%	108%	96%	104%	105%	104%	112%	108%	102%	106%