

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	May 2019	May 2018	+ / -	YTD 2019	YTD 2018	+ / -
Listing Activity Charts Metrics						
New Listing Count	40	35	+14.3%	122	136	-10.3%
New Listing Volume	\$13,429,490	\$10,201,900	+31.6%	\$38,587,280	\$41,955,513	-8%
Active Listing Count	52	52	±	N/A	N/A	
Active Listing Volume	\$20,044,620	\$18,861,244	+6.3%	N/A	N/A	
Average Listing Price	\$385,473	\$362,716	+6.3%	\$373,106	\$360,134	+3.6%
Median Listing Price	\$375,000	\$339,900	+10.3%	\$361,021	\$347,671	+3.8%
Median Days in RPR	38.5	43.5	-11.5%	122.77	69.14	+77.6%
Months of Inventory	4.3	3.5	+25%	3.7	2.7	+36.2%
Absorption Rate	23.08%	28.85%	-5.8%	27.01%	36.78%	-9.8%
Sales Activity Charts Metrics						
New Pending Sales Count	34	30	+13.3%	117	120	-2.5%
New Pending Sales Volume	\$10,151,390	\$9,043,378	+12.3%	\$35,481,557	\$35,859,873	-1.1%
Pending Sales Count	63	56	+12.5%	N/A	N/A	
Pending Sales Volume	\$19,969,957	\$17,546,978	+13.8%	N/A	N/A	
Closed Sales Count	23	20	+15%	83	84	-1.2%
Closed Sales Volume	\$6,772,165	\$5,581,500	+21.3%	\$25,744,529	\$24,162,097	+6.5%
Average Sales Price	\$294,442	\$279,075	+5.5%	\$310,175	\$287,644	+7.8%
Median Sales Price	\$297,000	\$252,000	+17.9%	\$290,935	\$276,327	+5.3%

New Listings

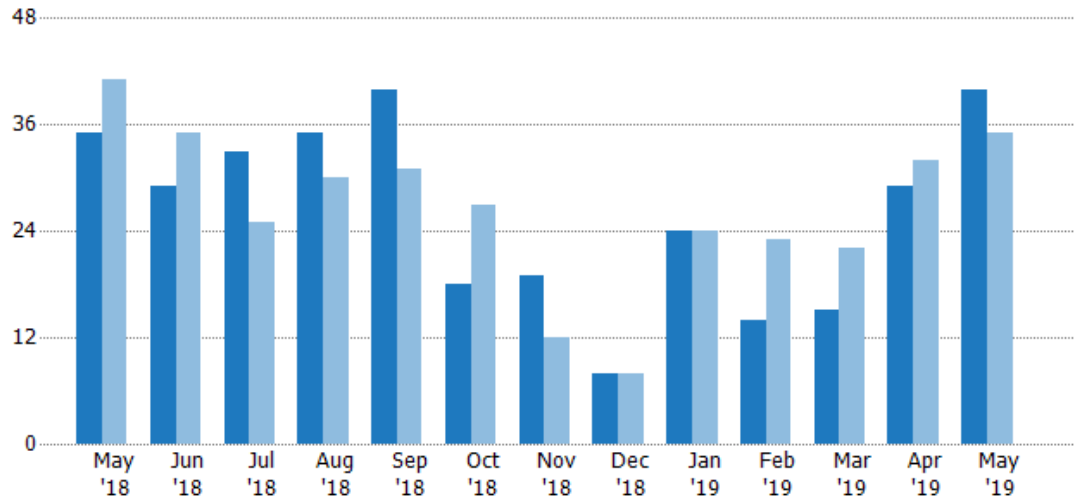
The number of new residential listings that were added each month.

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.
May '19	40	14.3%
May '18	35	-14.6%
May '17	41	-4.9%



Current Year	35	29	33	35	40	18	19	8	24	14	15	29	40
Prior Year	41	35	25	30	31	27	12	8	24	23	22	32	35
Percent Change from Prior Year	-15%	-17%	32%	17%	29%	-33%	58%	0%	0%	-39%	-32%	-9%	14%

New Listing Volume

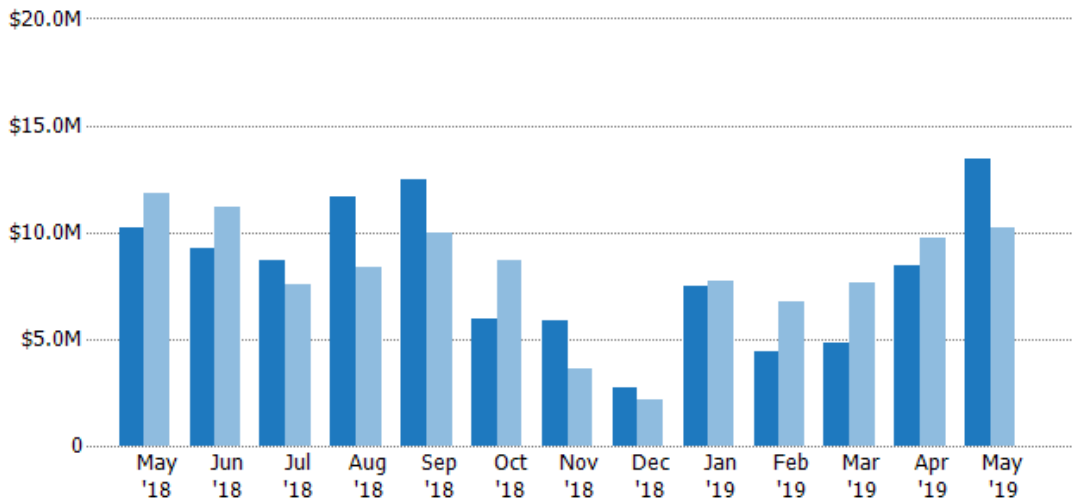
The sum of the listing price of residential listings that were added each month.

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.
May '19	\$13.4M	31.6%
May '18	\$10.2M	-13.5%
May '17	\$11.8M	-11.5%



Current Year	\$10.2M	\$9.28M	\$8.64M	\$11.6M	\$12.5M	\$5.92M	\$5.83M	\$2.7M	\$7.46M	\$4.41M	\$4.85M	\$8.43M	\$13.4M
Prior Year	\$11.8M	\$11.2M	\$7.59M	\$8.39M	\$9.99M	\$8.64M	\$3.59M	\$2.19M	\$7.71M	\$6.72M	\$7.64M	\$9.69M	\$10.2M
Percent Change from Prior Year	-14%	-17%	14%	39%	25%	-31%	62%	23%	-3%	-34%	-37%	-13%	32%

Active Listings

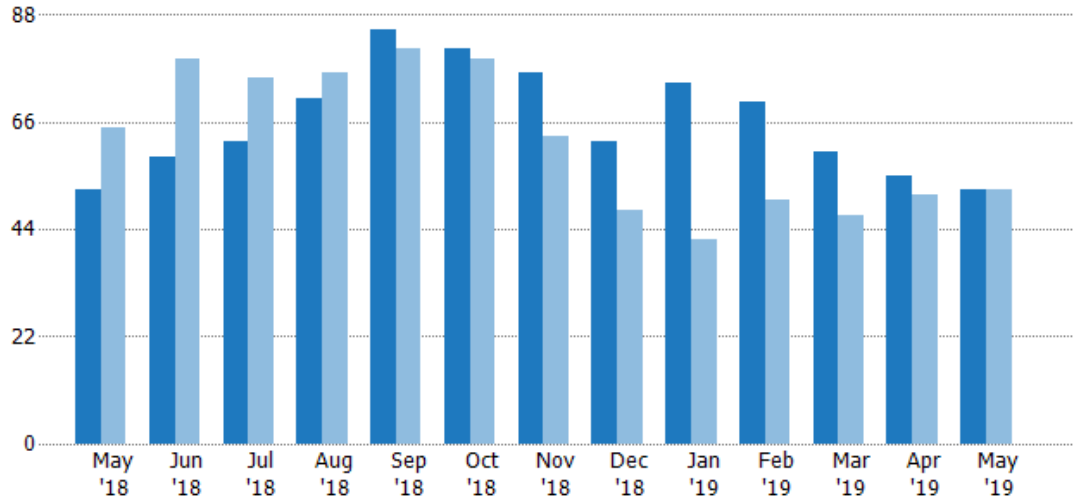
The number of active residential listings at the end of each month.

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.
May '19	52	0%
May '18	52	-20%
May '17	65	27.7%



Current Year	52	59	62	71	85	81	76	62	74	70	60	55	52
Prior Year	65	79	75	76	81	79	63	48	42	50	47	51	52
Percent Change from Prior Year	-20%	-25%	-17%	-7%	5%	3%	21%	29%	76%	40%	28%	8%	0%

Active Listing Volume

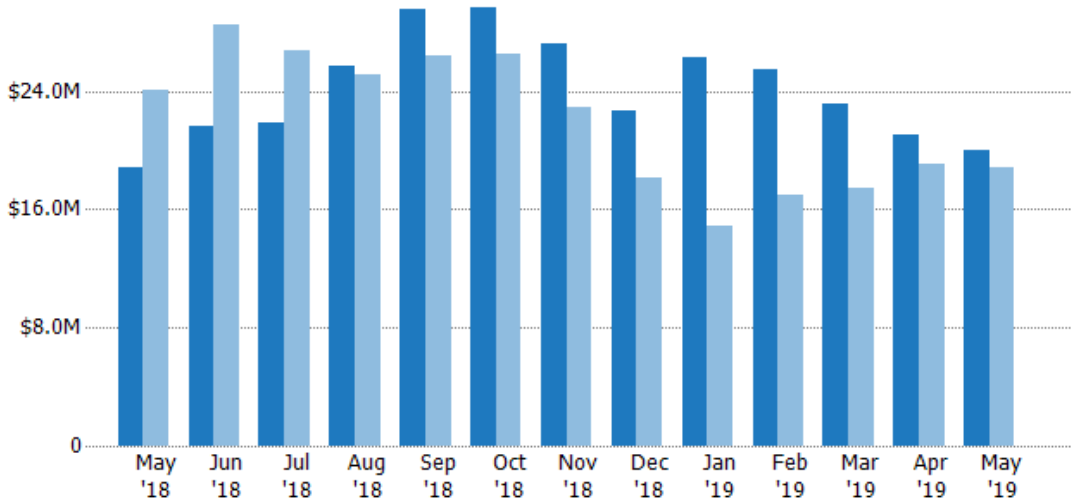
The sum of the listing price of active residential listings at the end of each month.

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.
May '19	\$20M	6.3%
May '18	\$18.9M	-21.8%
May '17	\$24.1M	10.9%



Current Year	\$18.9M	\$21.6M	\$21.8M	\$25.7M	\$29.5M	\$29.6M	\$27.3M	\$22.7M	\$26.3M	\$25.5M	\$23.2M	\$21.1M	\$20M
Prior Year	\$24.1M	\$28.4M	\$26.7M	\$25.1M	\$26.4M	\$26.5M	\$22.9M	\$18.1M	\$14.9M	\$17M	\$17.4M	\$19M	\$18.9M
Percent Change from Prior Year	-22%	-24%	-18%	2%	12%	12%	19%	25%	77%	50%	33%	11%	6%

Average Listing Price

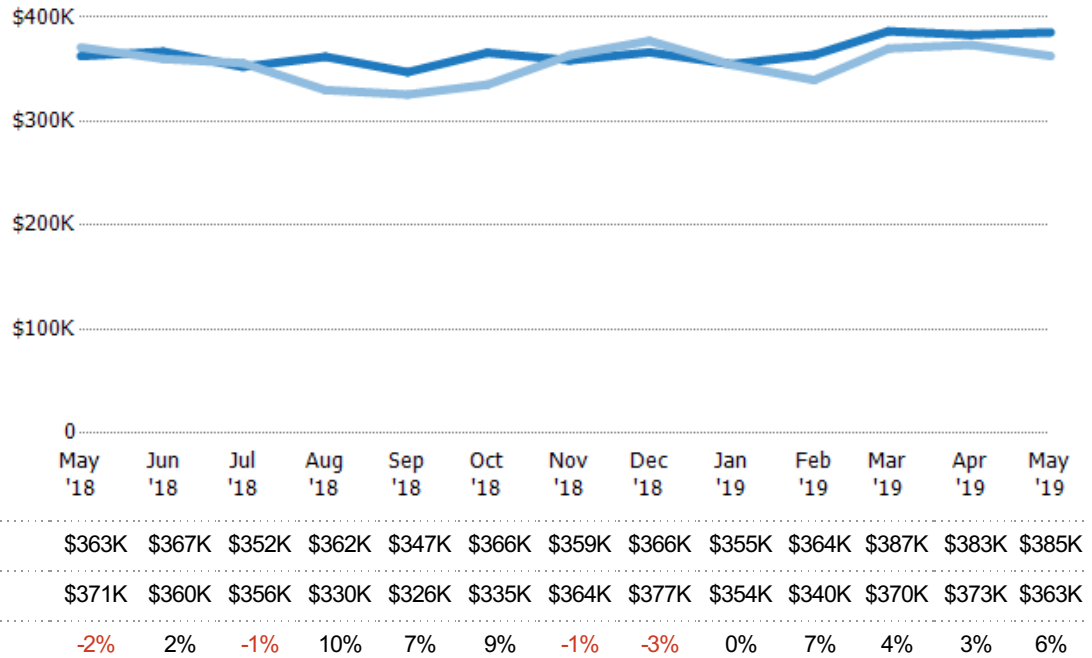
The average listing price of active residential listings at the end of each month.

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.
May '19	\$385K	6.3%
May '18	\$363K	-2.2%
May '17	\$371K	-13.2%



Median Listing Price

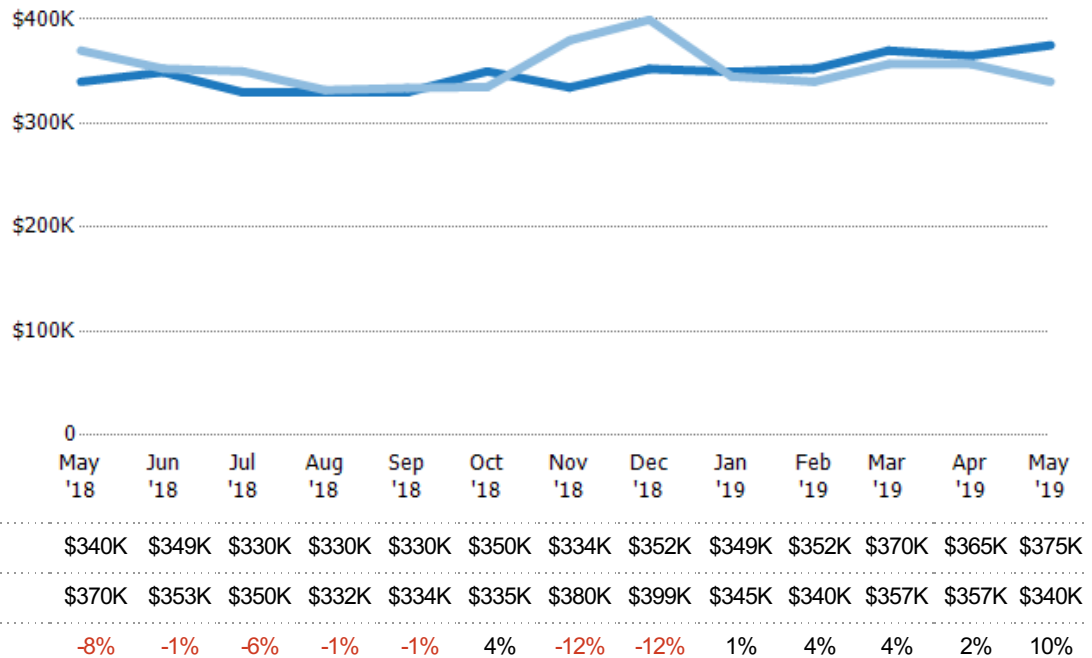
The median listing price of active residential listings at the end of each month.

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.
May '19	\$375K	10.3%
May '18	\$340K	-8.1%
May '17	\$370K	-15.1%

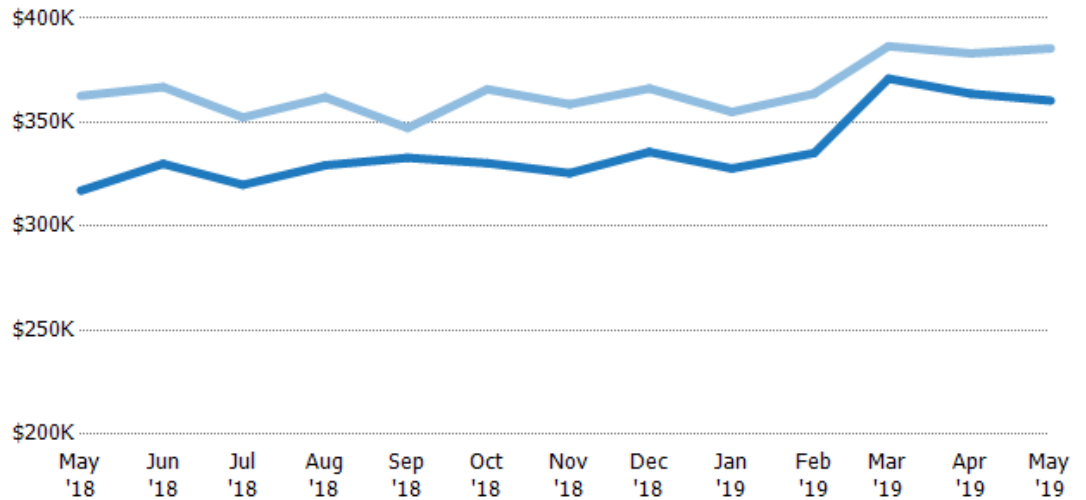


Average Listing Price vs Average Est Value

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

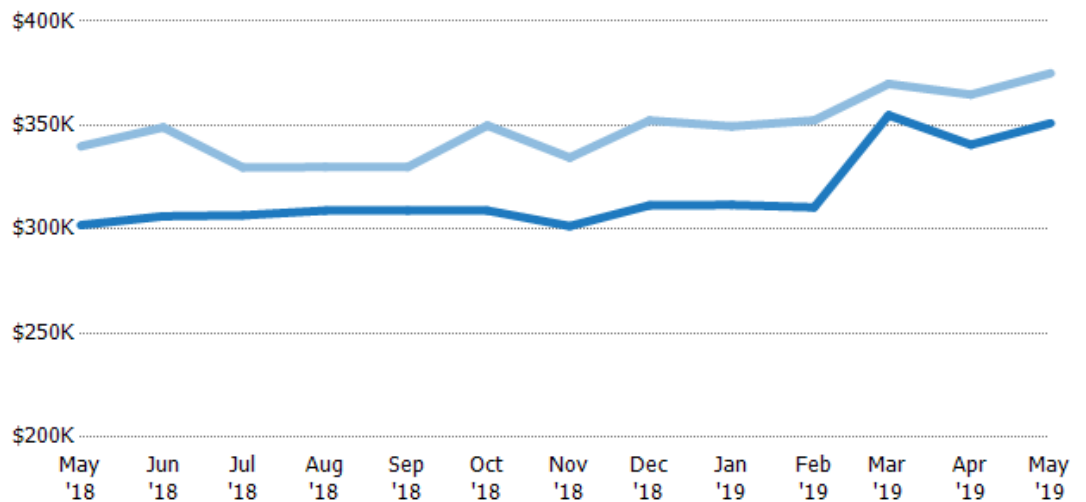


Median Listing Price vs Median Est Value

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 Days in RPR

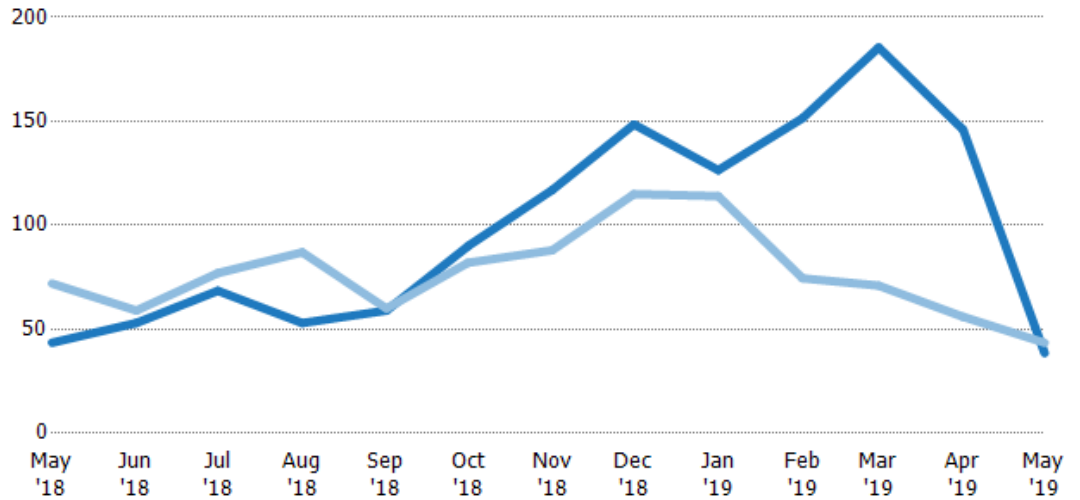
The median number of days between when residential properties are first displayed as active listings in RPR and when accepted offers have been noted in RPR.

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.
May '19	38.5	-11.5%
May '18	43.5	-39.6%
May '17	72	2.8%



Current Year	43.5	53	68.5	53	59	90	117	149	127	152	186	146	38.5
Prior Year	72	59	77	87	60	82	88	115	114	74.5	71	56	43.5
Percent Change from Prior Year	-40%	-10%	-11%	-39%	-2%	10%	33%	29%	11%	103%	161%	161%	-11%

Months of Inventory

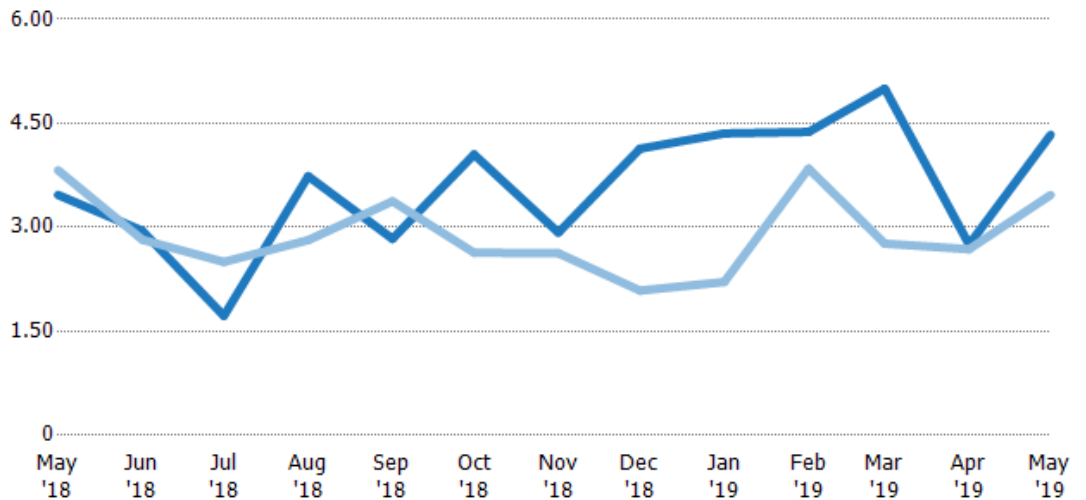
The number of months it would take to exhaust active listings at the current sales rate.

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.
May '19	4.33	25%
May '18	3.47	-9.3%
May '17	3.82	8.5%



Current Year	3.47	2.95	1.72	3.74	2.83	4.05	2.92	4.13	4.35	4.38	5	2.75	4.33
Prior Year	3.82	2.82	2.5	2.81	3.38	2.63	2.63	2.09	2.21	3.85	2.76	2.68	3.47
Percent Change from Prior Year	-9%	5%	-31%	33%	-16%	54%	11%	98%	97%	14%	81%	2%	25%

Absorption Rate

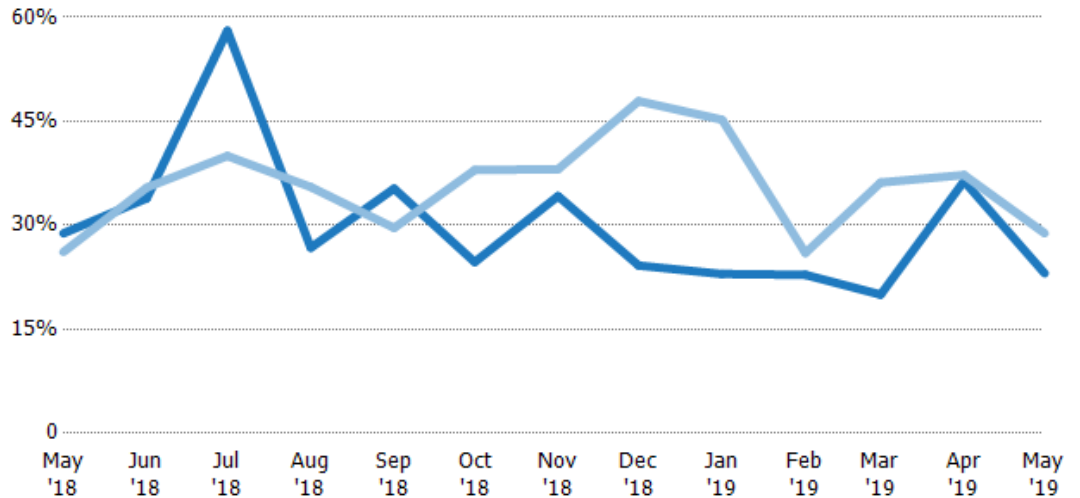
The percentage of inventory sold per month.

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.
May '19	23%	5.8%
May '18	29%	-2.7%
May '17	26%	-7.9%



Current Year	29%	34%	58%	27%	35%	25%	34%	24%	23%	23%	20%	36%	23%
Prior Year	26%	35%	40%	36%	30%	38%	38%	48%	45%	26%	36%	37%	29%
Change from Prior Year	-3%	2%	-18%	9%	-6%	13%	4%	24%	22%	3%	16%	1%	6%

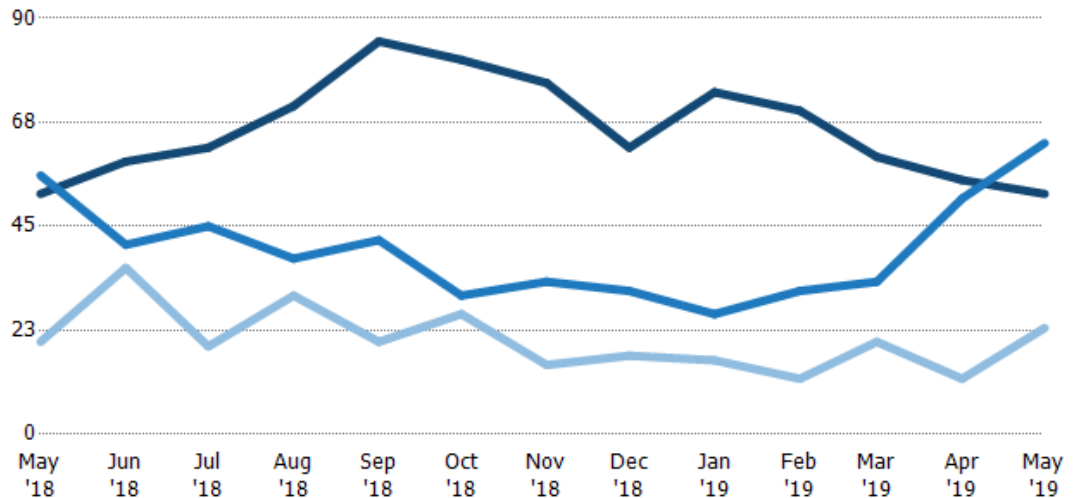
Active/Pending/Sold Units

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	52	59	62	71	85	81	76	62	74	70	60	55	52
Pending	56	41	45	38	42	30	33	31	26	31	33	51	63
Sold	20	36	19	30	20	26	15	17	16	12	20	12	23

New Pending Sales

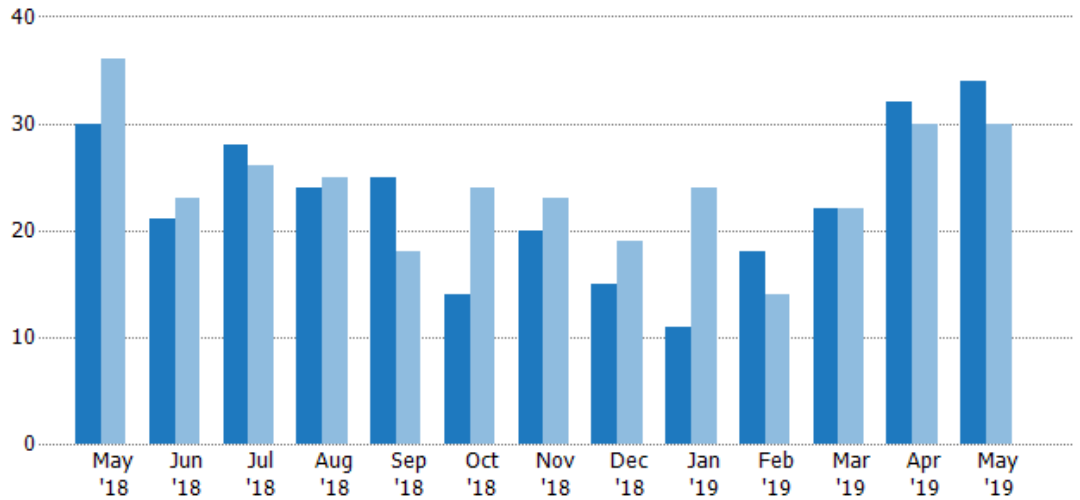
The number of residential properties with accepted offers that were added each month.

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.
May '19	34	13.3%
May '18	30	-16.7%
May '17	36	0%



Current Year	30	21	28	24	25	14	20	15	11	18	22	32	34
Prior Year	36	23	26	25	18	24	23	19	24	14	22	30	30
Percent Change from Prior Year	-17%	-9%	8%	-4%	39%	-42%	-13%	-21%	-54%	29%	0%	7%	13%

New Pending Sales Volume

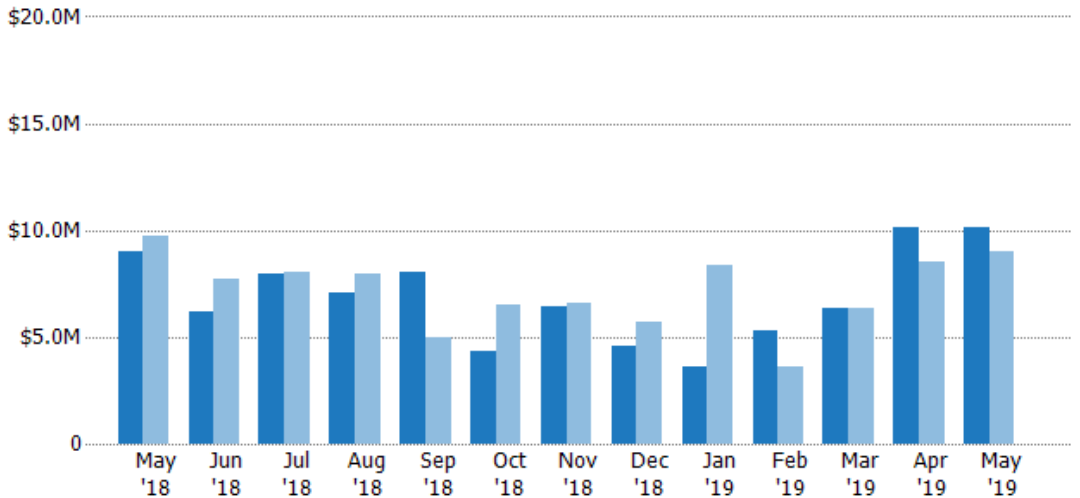
The sum of the sales price of residential properties with accepted offers that were added each month.

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.
May '19	\$10.2M	12.3%
May '18	\$9.04M	-7%
May '17	\$9.72M	8.8%



Current Year	\$9.04M	\$6.2M	\$7.98M	\$7.1M	\$8.05M	\$4.37M	\$6.42M	\$4.6M	\$3.61M	\$5.29M	\$6.32M	\$10.1M	\$10.2M
Prior Year	\$9.72M	\$7.74M	\$8.03M	\$7.92M	\$4.96M	\$6.52M	\$6.57M	\$5.74M	\$8.36M	\$3.6M	\$6.32M	\$8.54M	\$9.04M
Percent Change from Prior Year	-7%	-20%	-1%	-10%	62%	-33%	-2%	-20%	-57%	47%	0%	18%	12%

Pending Sales

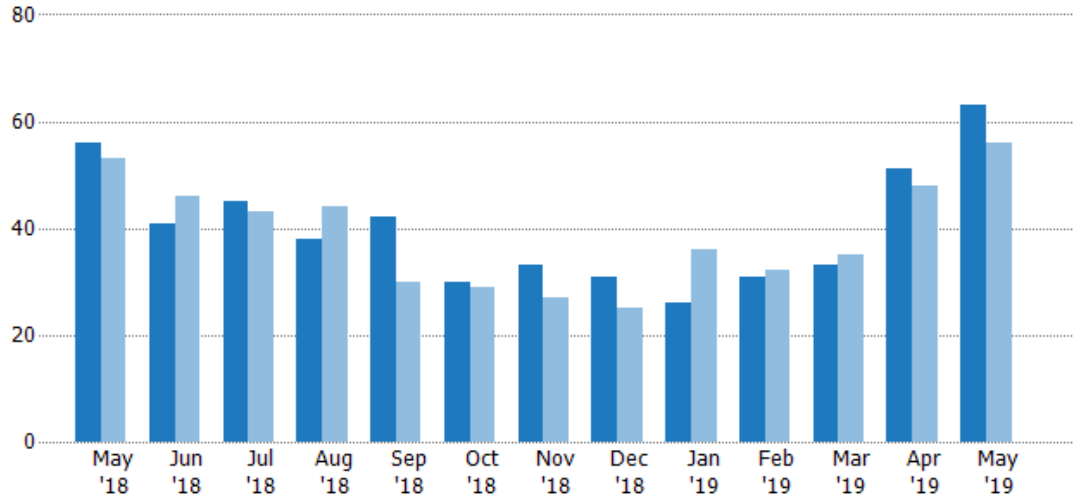
The number of residential properties with accepted offers that were available at the end each month.

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.
May '19	63	12.5%
May '18	56	5.7%
May '17	53	32.1%



Current Year	56	41	45	38	42	30	33	31	26	31	33	51	63
Prior Year	53	46	43	44	30	29	27	25	36	32	35	48	56
Percent Change from Prior Year	6%	-11%	5%	-14%	40%	3%	22%	24%	-28%	-3%	-6%	6%	13%

Pending Sales Volume

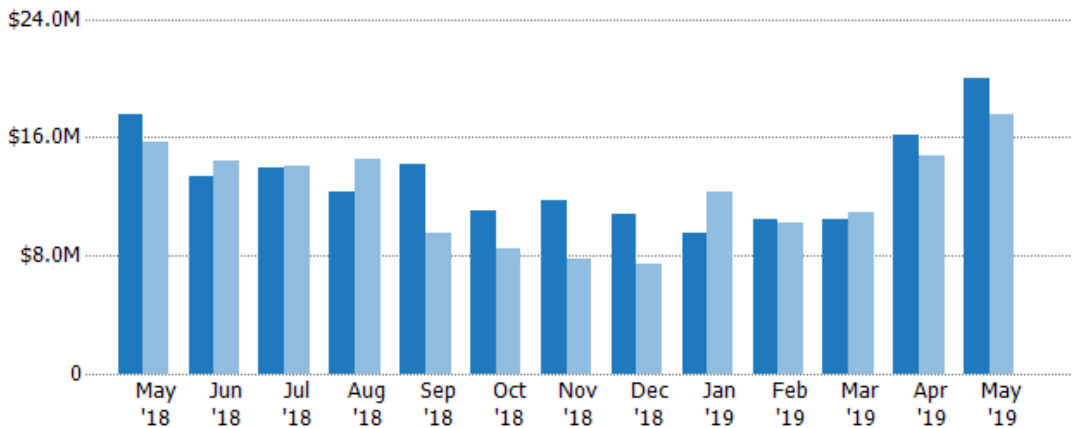
The sum of the sales price of residential properties with accepted offers that were available at the end of each month.

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.
May '19	\$20M	13.8%
May '18	\$17.5M	11.7%
May '17	\$15.7M	29.2%



Current Year	\$17.5M	\$13.4M	\$13.9M	\$12.4M	\$14.2M	\$11M	\$11.7M	\$10.8M	\$9.48M	\$10.4M	\$10.4M	\$16.1M	\$20M
Prior Year	\$15.7M	\$14.4M	\$14.1M	\$14.5M	\$9.51M	\$8.45M	\$7.77M	\$7.47M	\$12.3M	\$10.3M	\$10.9M	\$14.8M	\$17.5M
Percent Change from Prior Year	12%	-7%	-1%	-15%	49%	30%	50%	45%	-23%	1%	-4%	9%	14%

Closed Sales

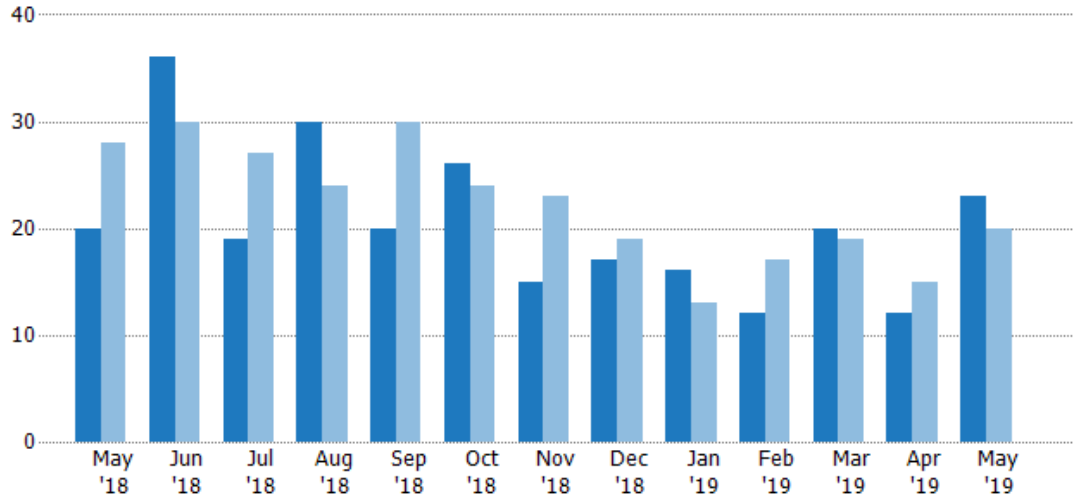
The total number of residential properties sold each month.

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.
May '19	23	15%
May '18	20	-28.6%
May '17	28	10.7%



Current Year	20	36	19	30	20	26	15	17	16	12	20	12	23
Prior Year	28	30	27	24	30	24	23	19	13	17	19	15	20
Percent Change from Prior Year	-29%	20%	-30%	25%	-33%	8%	-35%	-11%	23%	-29%	5%	-20%	15%

Closed Sales Volume

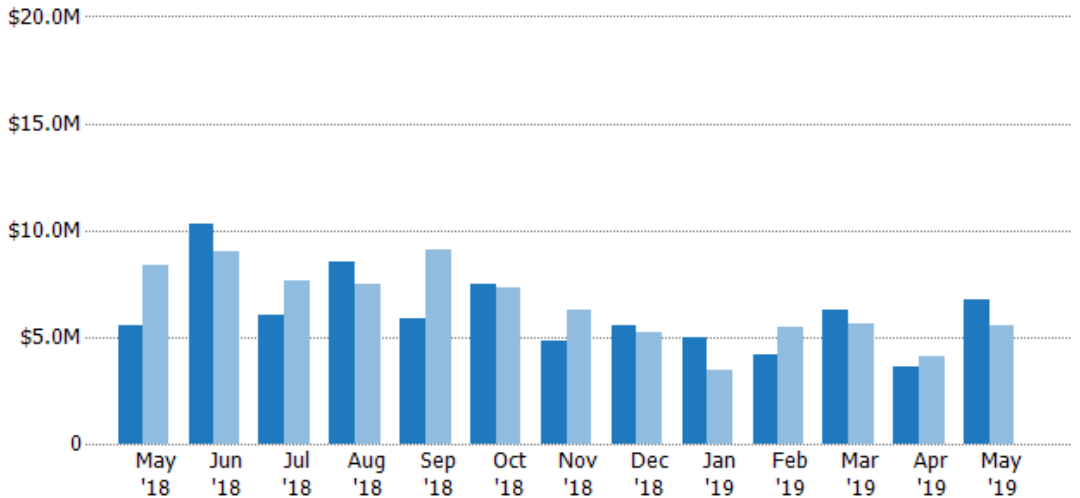
The sum of the sales price of residential properties sold each month.

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.
May '19	\$6.77M	21.3%
May '18	\$5.58M	-33.1%
May '17	\$8.34M	-9.8%



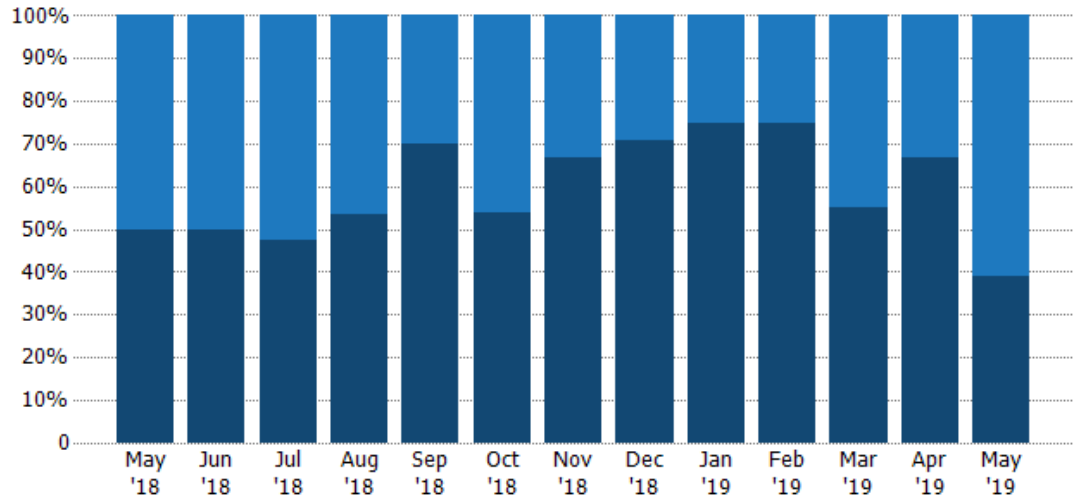
Current Year	\$5.58M	\$10.3M	\$6.06M	\$8.5M	\$5.89M	\$7.46M	\$4.81M	\$5.52M	\$4.94M	\$4.18M	\$6.25M	\$3.61M	\$6.77M
Prior Year	\$8.34M	\$9M	\$7.65M	\$7.51M	\$9.05M	\$7.35M	\$6.26M	\$5.25M	\$3.43M	\$5.44M	\$5.59M	\$4.11M	\$5.58M
Percent Change from Prior Year	-33%	14%	-21%	13%	-35%	2%	-23%	5%	44%	-23%	12%	-12%	21%

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

Single Family Residence

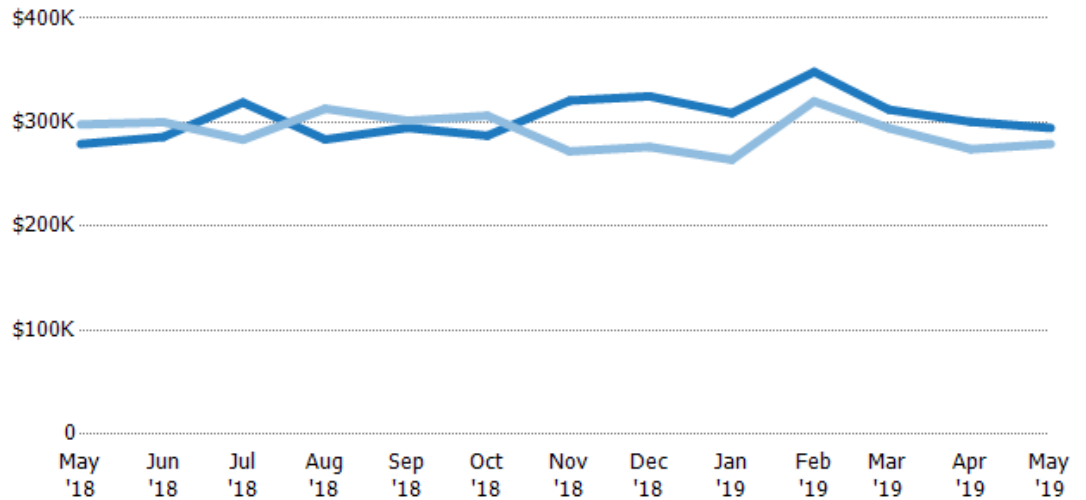
Average Sales Price

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.
May '19	\$294K	5.5%
May '18	\$279K	-6.3%
May '17	\$298K	-18.5%



Current Year

Prior Year

Percent Change from Prior Year

\$279K	\$286K	\$319K	\$283K	\$295K	\$287K	\$321K	\$325K	\$309K	\$348K	\$312K	\$300K	\$294K
\$298K	\$300K	\$283K	\$313K	\$302K	\$306K	\$272K	\$276K	\$264K	\$320K	\$294K	\$274K	\$279K
-6%	-5%	13%	-9%	-2%	-6%	18%	18%	17%	9%	6%	10%	6%

Median Sales Price

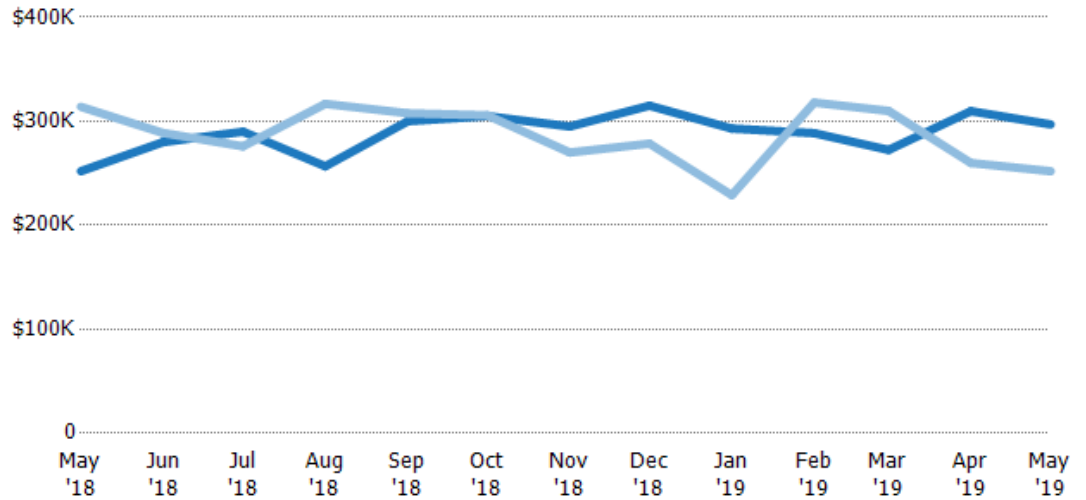
The median sales price of the residential properties sold each month.

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.
May '19	\$297K	17.9%
May '18	\$252K	-19.7%
May '17	\$314K	-26.7%



Current Year	\$252K	\$280K	\$290K	\$257K	\$300K	\$305K	\$295K	\$315K	\$293K	\$289K	\$272K	\$310K	\$297K
Prior Year	\$314K	\$289K	\$276K	\$317K	\$308K	\$306K	\$270K	\$279K	\$229K	\$318K	\$310K	\$260K	\$252K
Percent Change from Prior Year	-20%	-3%	5%	-19%	-3%	0%	9%	13%	28%	-9%	-12%	19%	18%

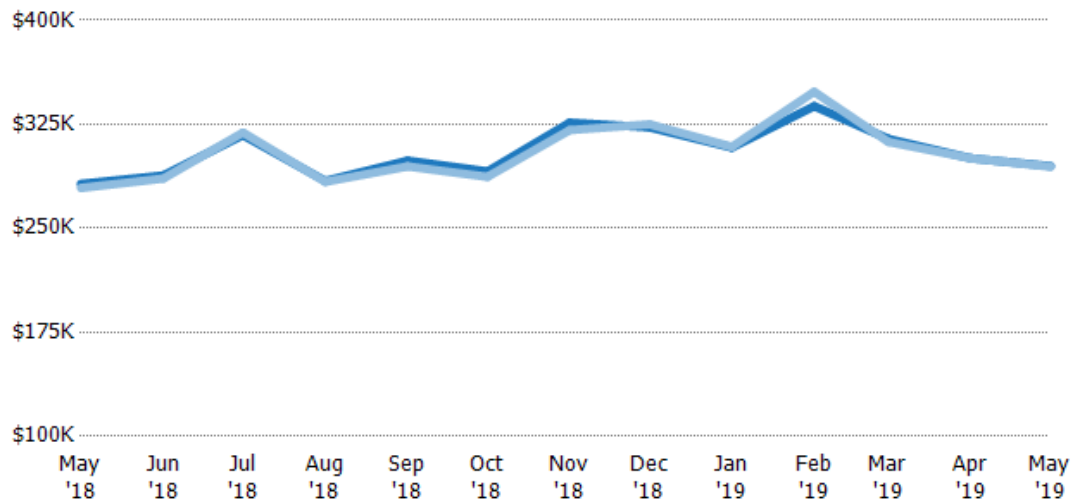
Average Sales Price vs Average Listing Price

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



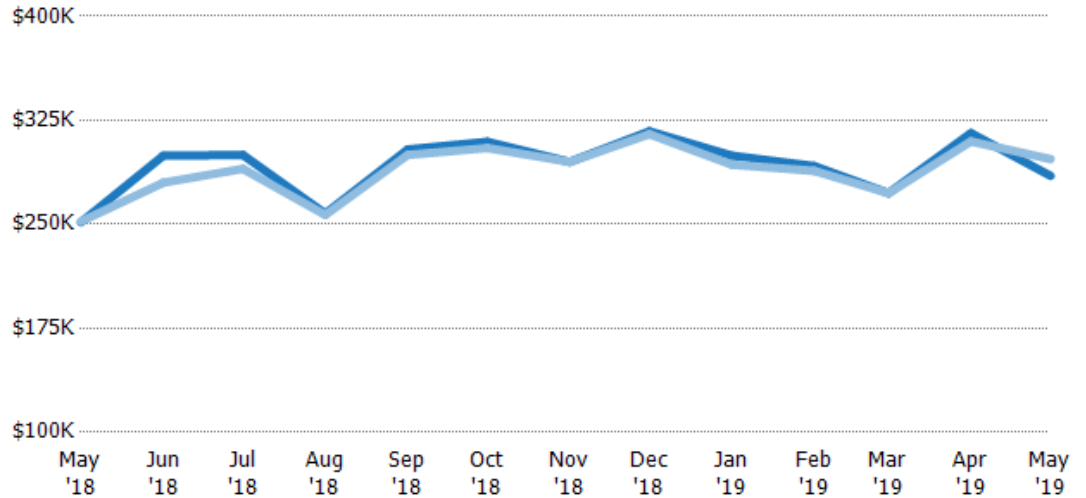
Avg List Price	\$282K	\$288K	\$317K	\$284K	\$299K	\$291K	\$326K	\$323K	\$308K	\$338K	\$314K	\$300K	\$295K
Avg Sales Price	\$279K	\$286K	\$319K	\$283K	\$295K	\$287K	\$321K	\$325K	\$309K	\$348K	\$312K	\$300K	\$294K
Avg Sales Price as a % of Avg List Price	99%	99%	101%	100%	99%	99%	98%	101%	100%	103%	99%	100%	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



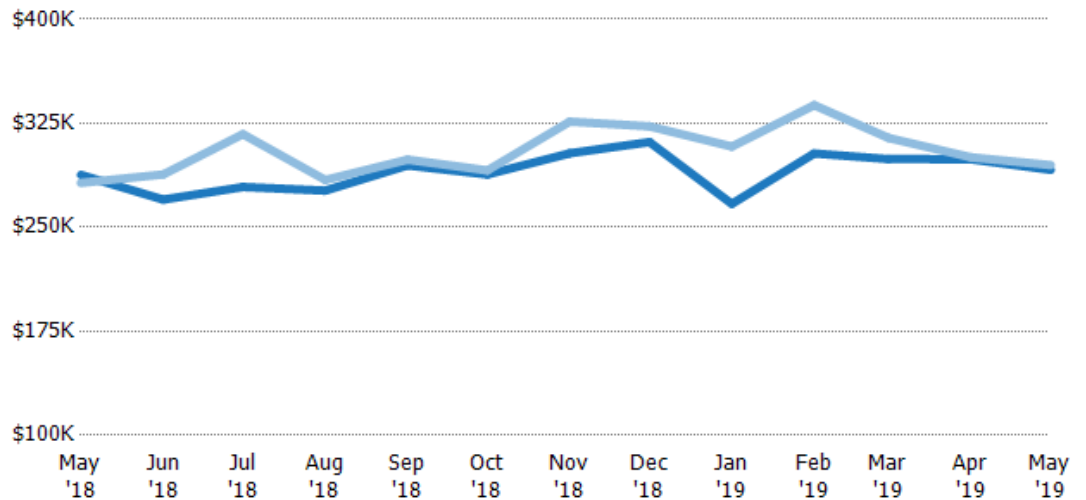
Median List Price	\$251K	\$299K	\$300K	\$258K	\$304K	\$309K	\$295K	\$317K	\$300K	\$292K	\$272K	\$316K	\$285K
Median Sales Price	\$252K	\$280K	\$290K	\$257K	\$300K	\$305K	\$295K	\$315K	\$293K	\$289K	\$272K	\$310K	\$297K
Med Sales Price as a % of Med List Price	100%	94%	97%	100%	99%	99%	100%	99%	98%	99%	100%	98%	104%

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



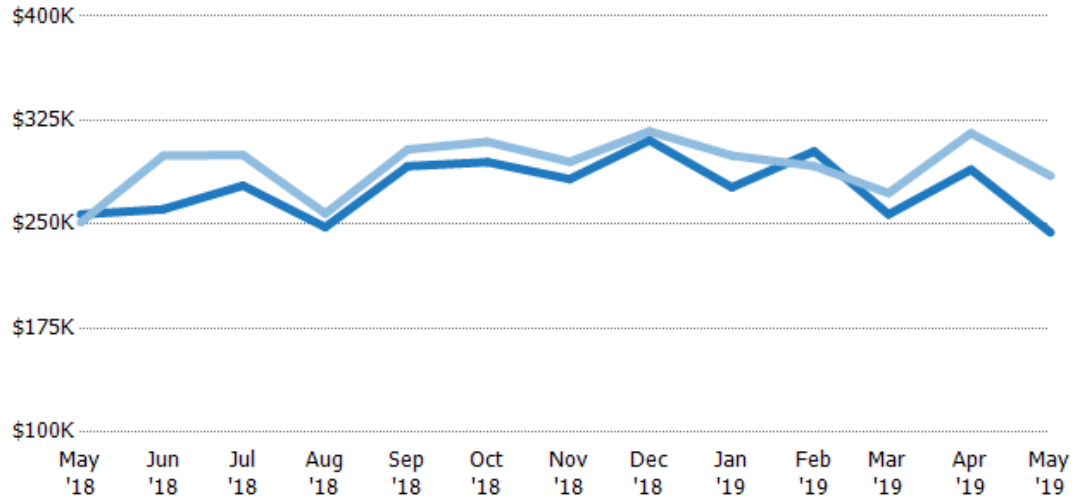
Avg Est Value	\$288K	\$270K	\$279K	\$276K	\$295K	\$288K	\$303K	\$311K	\$267K	\$303K	\$299K	\$299K	\$291K
Avg Sales Price	\$282K	\$288K	\$317K	\$284K	\$299K	\$291K	\$326K	\$323K	\$308K	\$338K	\$314K	\$300K	\$295K
Avg Sales Price as a % of Avg Est Value	98%	107%	114%	103%	101%	101%	108%	104%	115%	111%	105%	100%	101%

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	\$257K	\$261K	\$278K	\$248K	\$292K	\$295K	\$283K	\$311K	\$277K	\$303K	\$257K	\$289K	\$244K
Median Sales Price	\$251K	\$299K	\$300K	\$258K	\$304K	\$309K	\$295K	\$317K	\$300K	\$292K	\$272K	\$316K	\$285K
Med Sales Price as a % of Med Est Value	98%	115%	108%	104%	104%	105%	104%	102%	108%	96%	106%	109%	117%