

Summary of Key Listing and Sales Metrics

A summary of the key metrics selected to be included in the report. MLS sources where licensed.

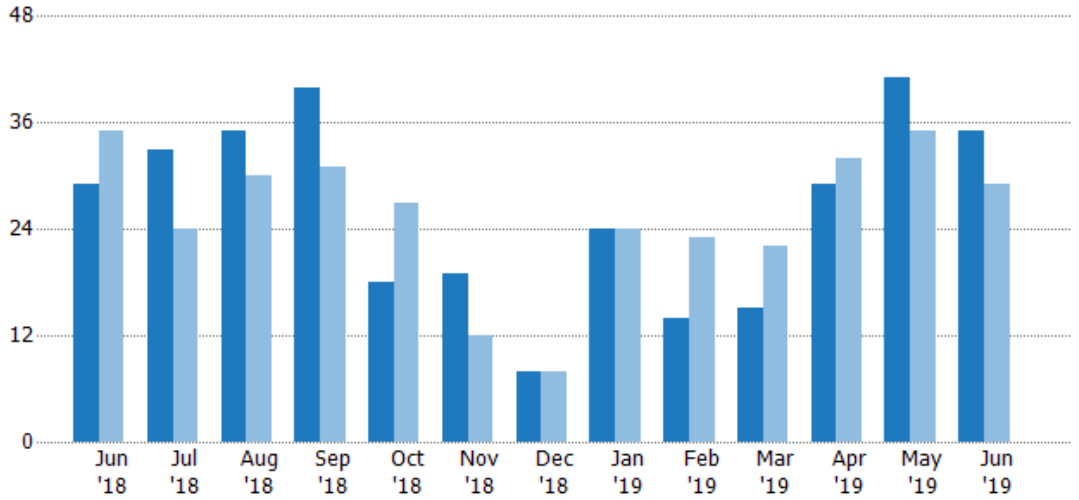
Key Metrics	Jun 2019	Jun 2018	+ / -	YTD 2019	YTD 2018	+ / -
Listing Activity Charts Metrics						
New Listing Count	35	29	+20.7%	158	165	-4.2%
New Listing Volume	\$12,236,850	\$9,237,450	+32.5%	\$50,954,630	\$51,192,963	-0.5%
Active Listing Count	56	59	-5.1%	N/A	N/A	
Active Listing Volume	\$20,426,250	\$21,610,894	-5.5%	N/A	N/A	
Average Listing Price	\$364,754	\$366,286	-0.4%	\$369,133	\$361,340	+2.2%
Median Listing Price	\$359,950	\$349,000	+3.1%	\$359,478	\$347,932	+3.3%
Median Days in RPR	51.5	53	-2.8%	97.99	64.3	+52.4%
Months of Inventory	2.4	3	-17.5%	3.1	2.6	+20.2%
Absorption Rate	41.07%	33.9%	+7.2%	32.35%	38.87%	-6.5%
Sales Activity Charts Metrics						
New Pending Sales Count	37	21	+76.2%	154	141	+9.2%
New Pending Sales Volume	\$13,107,950	\$6,202,800	+111.3%	\$48,589,507	\$42,062,673	+15.5%
Pending Sales Count	48	41	+17.1%	N/A	N/A	
Pending Sales Volume	\$16,893,740	\$13,378,378	+26.3%	N/A	N/A	
Closed Sales Count	42	36	+16.7%	125	120	+4.2%
Closed Sales Volume	\$13,258,871	\$10,290,380	+28.8%	\$39,003,400	\$34,452,477	+13.2%
Average Sales Price	\$315,687	\$285,844	+10.4%	\$312,027	\$287,104	+8.7%
Median Sales Price	\$314,375	\$280,000	+12.3%	\$298,811	\$277,429	+7.7%

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.
Jun '19	35	20.7%
Jun '18	29	-17.1%
Jun '17	35	-2.9%

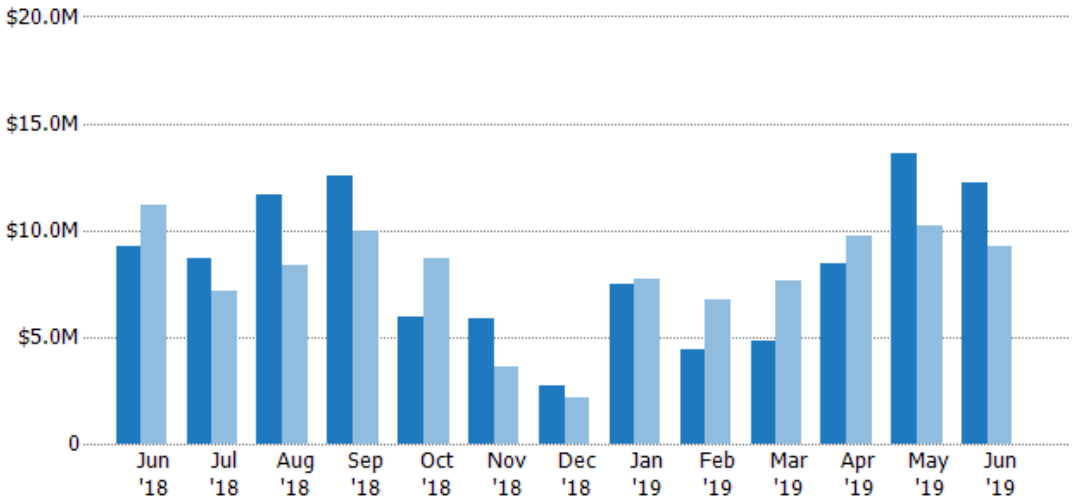
Current Year	29	33	35	40	18	19	8	24	14	15	29	41	35
Prior Year	35	24	30	31	27	12	8	24	23	22	32	35	29
Percent Change from Prior Year	-17%	38%	17%	29%	-33%	58%	0%	0%	-39%	-32%	-9%	17%	21%

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.
Jun '19	\$12.2M	32.5%
Jun '18	\$9.24M	-17.3%
Jun '17	\$11.2M	-22.3%

Current Year	\$9.24M	\$8.64M	\$11.6M	\$12.6M	\$5.92M	\$5.83M	\$2.7M	\$7.45M	\$4.39M	\$4.83M	\$8.42M	\$13.6M	\$12.2M
Prior Year	\$11.2M	\$7.12M	\$8.39M	\$9.99M	\$8.64M	\$3.59M	\$2.19M	\$7.71M	\$6.72M	\$7.64M	\$9.69M	\$10.2M	\$9.24M
Percent Change from Prior Year	-17%	21%	39%	26%	-31%	62%	23%	-3%	-35%	-37%	-13%	34%	32%

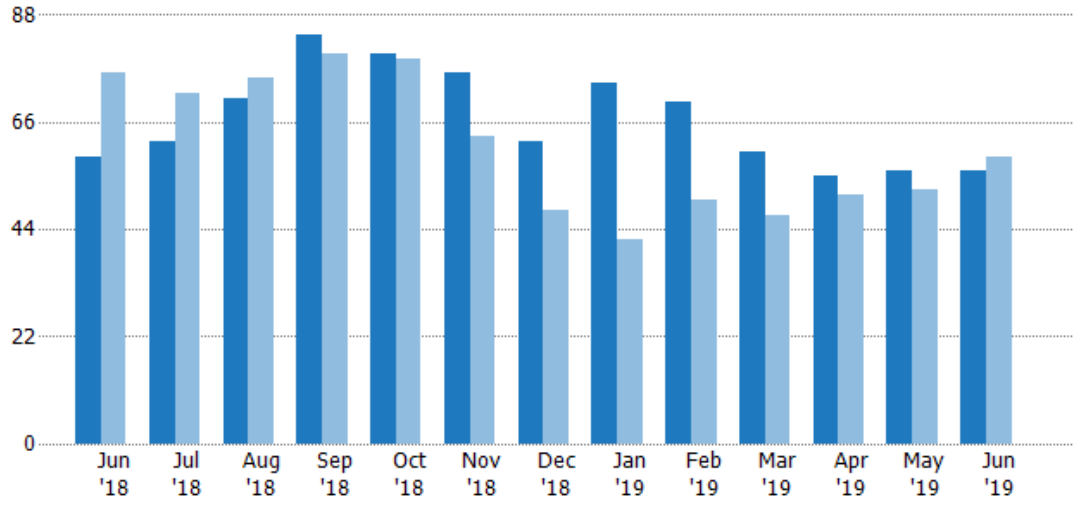
Active Listings

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.
Jun '19	56	-5.1%
Jun '18	59	-22.4%
Jun '17	76	14.5%



Current Year	59	62	71	84	80	76	62	74	70	60	55	56	56
Prior Year	76	72	75	80	79	63	48	42	50	47	51	52	59
Percent Change from Prior Year	-22%	-14%	-5%	5%	1%	21%	29%	76%	40%	28%	8%	8%	-5%

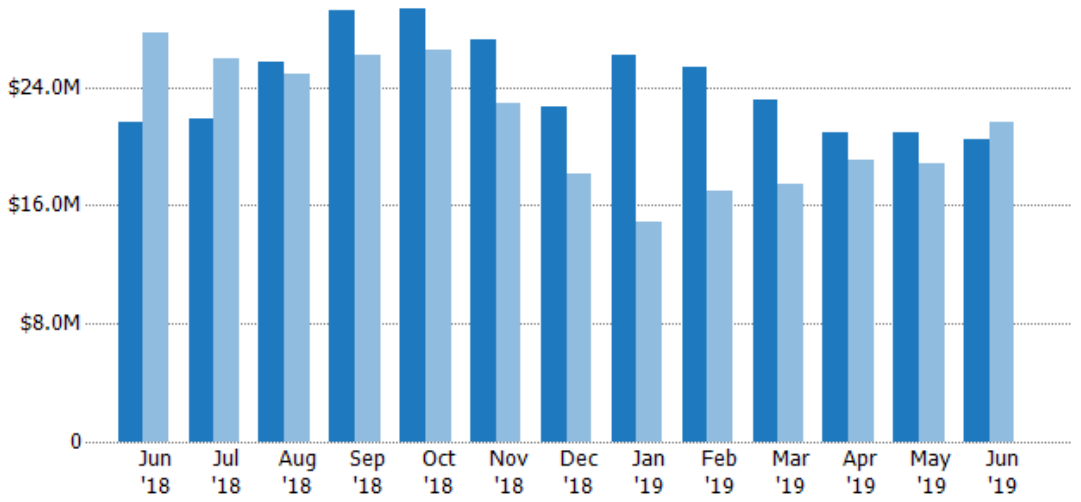
Active Listing Volume

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.
Jun '19	\$20.4M	-5.5%
Jun '18	\$21.6M	-21.8%
Jun '17	\$27.6M	-3.1%



Current Year	\$21.6M	\$21.8M	\$25.7M	\$29.2M	\$29.4M	\$27.2M	\$22.7M	\$26.2M	\$25.4M	\$23.1M	\$21M	\$20.9M	\$20.4M
Prior Year	\$27.6M	\$25.9M	\$24.9M	\$26.1M	\$26.5M	\$22.9M	\$18.1M	\$14.9M	\$17M	\$17.4M	\$19M	\$18.9M	\$21.6M
Percent Change from Prior Year	-22%	-16%	3%	12%	11%	19%	25%	76%	49%	33%	10%	11%	-5%

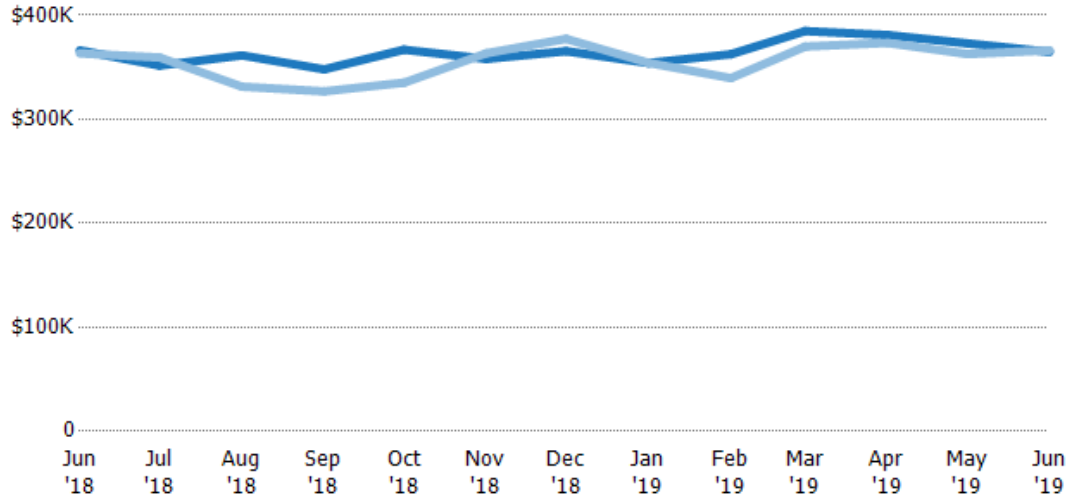
Average Listing Price

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.
Jun '19	\$365K	-0.4%
Jun '18	\$366K	0.8%
Jun '17	\$363K	-15.4%



Current Year	\$366K	\$352K	\$361K	\$348K	\$367K	\$358K	\$365K	\$354K	\$363K	\$385K	\$381K	\$373K	\$365K
Prior Year	\$363K	\$359K	\$331K	\$327K	\$335K	\$364K	\$377K	\$354K	\$340K	\$370K	\$373K	\$363K	\$366K
Percent Change from Prior Year	1%	-2%	9%	6%	9%	-2%	-3%	0%	7%	4%	2%	3%	0%

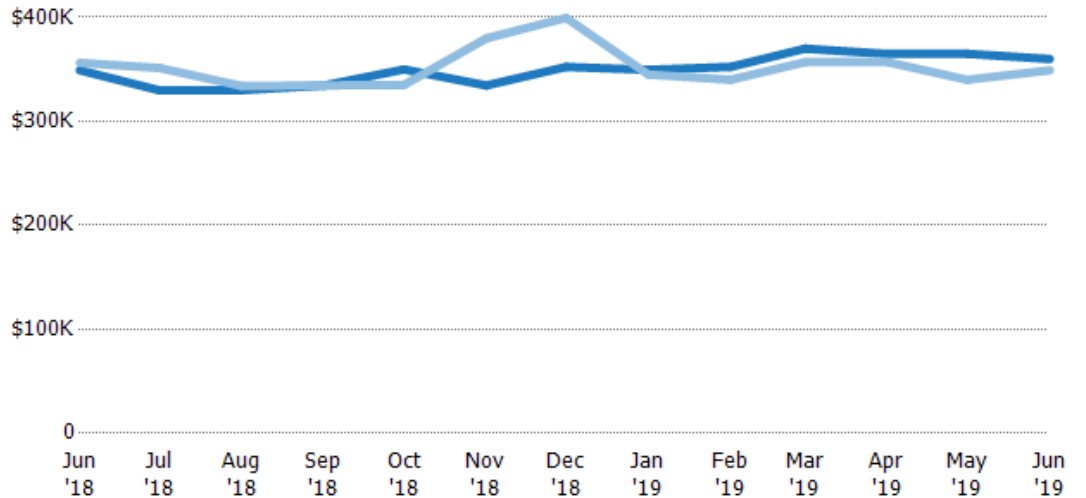
Median Listing Price

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.
Jun '19	\$360K	3.1%
Jun '18	\$349K	-2%
Jun '17	\$356K	-11.6%



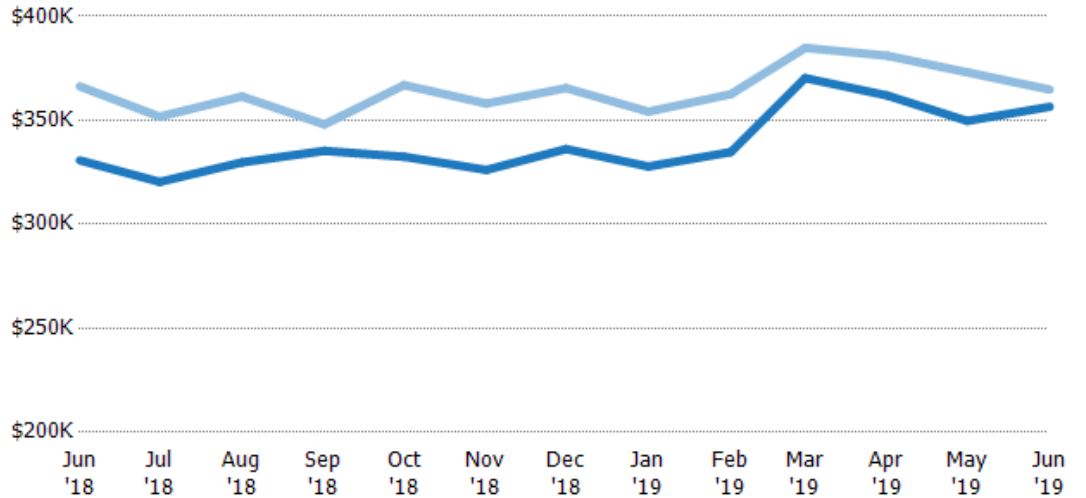
Current Year	\$349K	\$330K	\$330K	\$334K	\$350K	\$334K	\$352K	\$349K	\$352K	\$370K	\$365K	\$365K	\$360K
Prior Year	\$356K	\$351K	\$334K	\$334K	\$335K	\$380K	\$399K	\$345K	\$340K	\$357K	\$357K	\$340K	\$349K
Percent Change from Prior Year	-2%	-6%	-1%	0%	4%	-12%	-12%	1%	4%	4%	2%	7%	3%

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



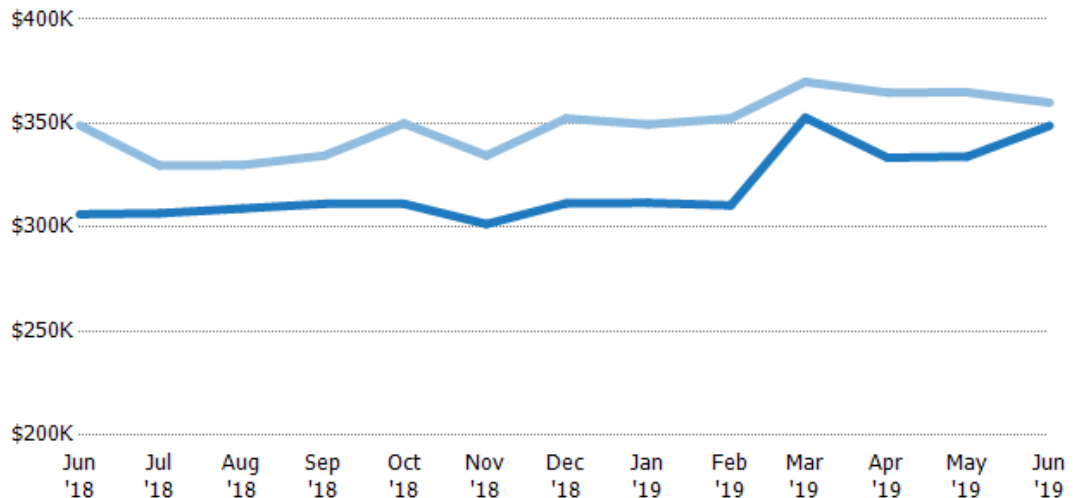
Avg Est Value	\$331K	\$320K	\$330K	\$335K	\$332K	\$326K	\$336K	\$328K	\$335K	\$370K	\$362K	\$350K	\$356K
Avg Listing Price	\$366K	\$352K	\$361K	\$348K	\$367K	\$358K	\$365K	\$354K	\$363K	\$385K	\$381K	\$373K	\$365K
Avg Listing Price as a % of Avg Est Value	111%	110%	110%	104%	110%	110%	109%	108%	108%	104%	105%	107%	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	\$306K	\$307K	\$309K	\$311K	\$311K	\$302K	\$311K	\$312K	\$311K	\$353K	\$333K	\$334K	\$349K
Median Listing Price	\$349K	\$330K	\$330K	\$334K	\$350K	\$334K	\$352K	\$349K	\$352K	\$370K	\$365K	\$365K	\$360K
Med Listing Price as a % of Med Est Value	114%	107%	107%	107%	112%	111%	113%	112%	113%	105%	109%	109%	103%

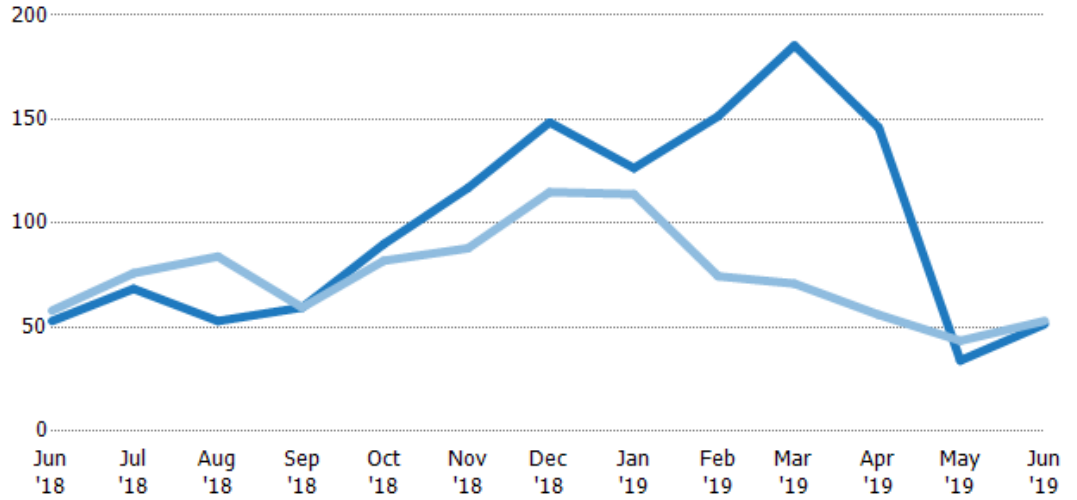
Median Days in RPR

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.
Jun '19	51.5	-2.8%
Jun '18	53	-8.6%
Jun '17	58	46.6%



Current Year	53	68.5	53	59.5	90	117	149	127	152	186	146	34	51.5
Prior Year	58	76	84	59.5	82	88	115	114	74.5	71	56	43.5	53
Percent Change from Prior Year	-9%	-10%	-37%	0%	10%	33%	29%	11%	103%	161%	161%	-22%	-3%

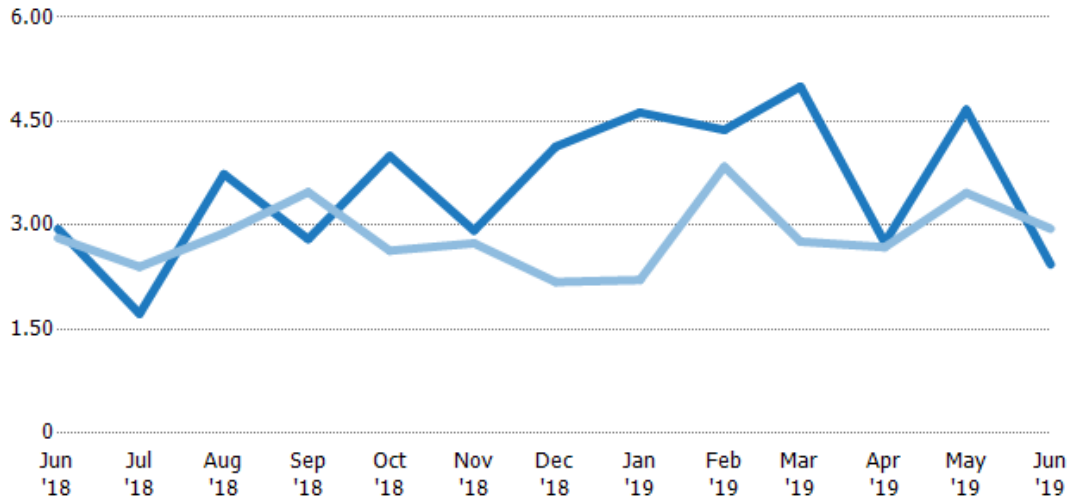
Months of Inventory

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.
Jun '19	2.43	-17.5%
Jun '18	2.95	4.8%
Jun '17	2.81	-0.3%



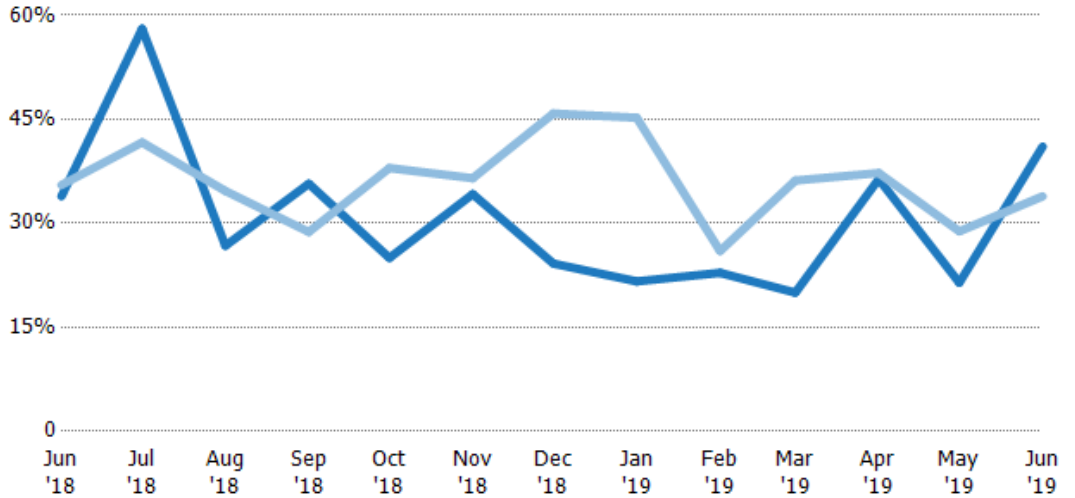
Current Year	2.95	1.72	3.74	2.8	4	2.92	4.13	4.63	4.38	5	2.75	4.67	2.43
Prior Year	2.81	2.4	2.88	3.48	2.63	2.74	2.18	2.21	3.85	2.76	2.68	3.47	2.95
Percent Change from Prior Year	5%	-28%	30%	-19%	52%	7%	89%	109%	14%	81%	2%	35%	-17%

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.
Jun '19	41%	-7.2%
Jun '18	34%	1.6%
Jun '17	36%	0.3%

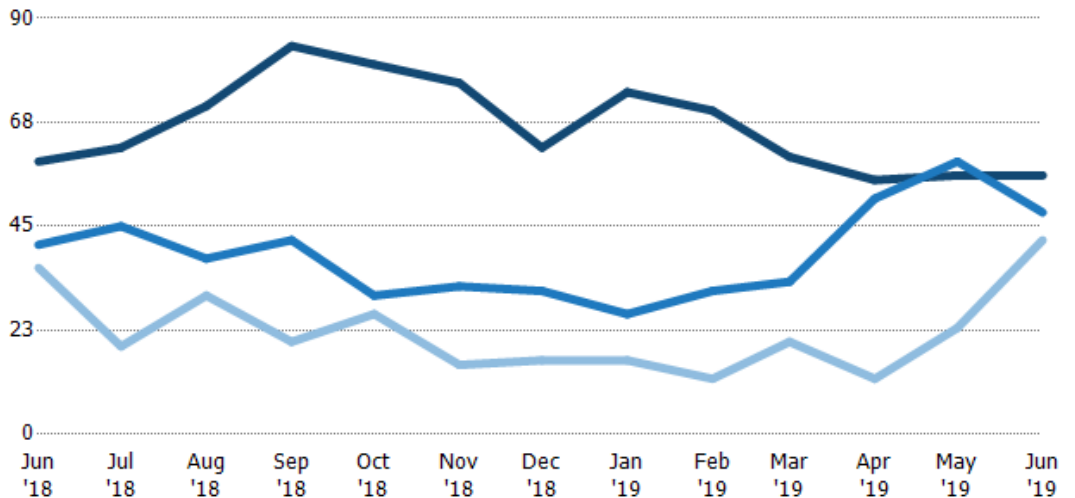
	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19
Current Year	34%	58%	27%	36%	25%	34%	24%	22%	23%	20%	36%	21%	41%
Prior Year	36%	42%	35%	29%	38%	37%	46%	45%	26%	36%	37%	29%	34%
Change from Prior Year	2%	-16%	8%	-7%	13%	2%	22%	24%	3%	16%	1%	7%	-7%

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



	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19
Active	59	62	71	84	80	76	62	74	70	60	55	56	56
Pending	41	45	38	42	30	32	31	26	31	33	51	59	48
Sold	36	19	30	20	26	15	16	16	12	20	12	23	42

New Pending Sales

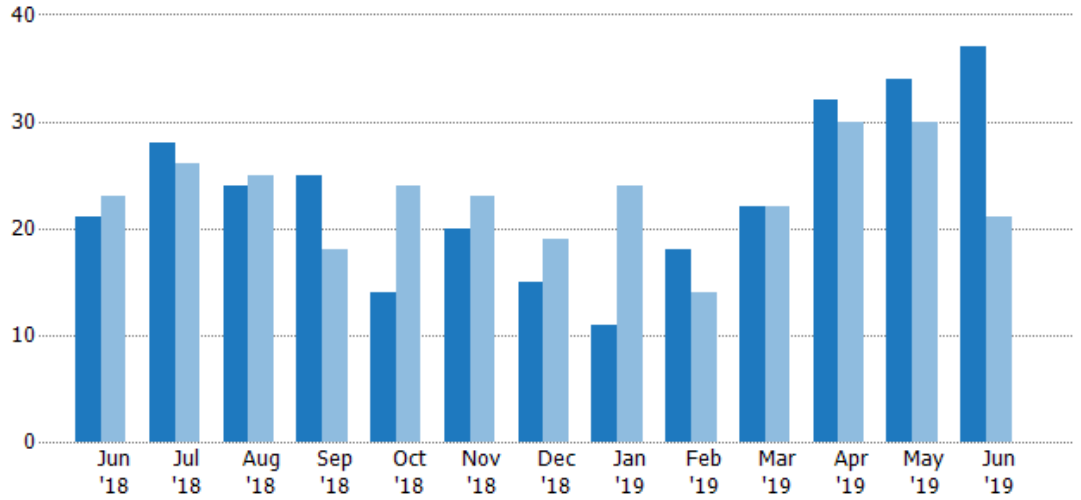
The number of residential properties with accepted offers that were added each month.

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.
Jun '19	37	76.2%
Jun '18	21	-8.7%
Jun '17	23	13%



Current Year	21	28	24	25	14	20	15	11	18	22	32	34	37
Prior Year	23	26	25	18	24	23	19	24	14	22	30	30	21
Percent Change from Prior Year	-9%	8%	-4%	39%	-42%	-13%	-21%	-54%	29%	0%	7%	13%	76%

New Pending Sales Volume

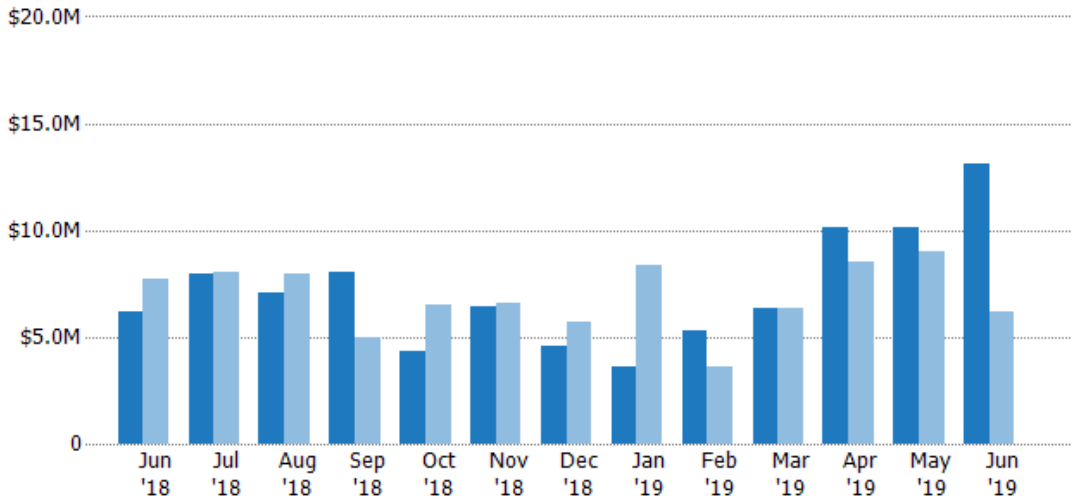
The sum of the sales price of residential properties with accepted offers that were added each month.

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.
Jun '19	\$13.1M	111.3%
Jun '18	\$6.2M	-19.8%
Jun '17	\$7.74M	-13.6%



Current Year	\$6.2M	\$7.98M	\$7.1M	\$8.05M	\$4.37M	\$6.42M	\$4.6M	\$3.61M	\$5.29M	\$6.32M	\$10.1M	\$10.2M	\$13.1M
Prior Year	\$7.74M	\$8.03M	\$7.92M	\$4.96M	\$6.52M	\$6.57M	\$5.74M	\$8.36M	\$3.6M	\$6.32M	\$8.54M	\$9.04M	\$6.2M
Percent Change from Prior Year	-20%	-1%	-10%	62%	-33%	-2%	-20%	-57%	47%	0%	18%	12%	111%

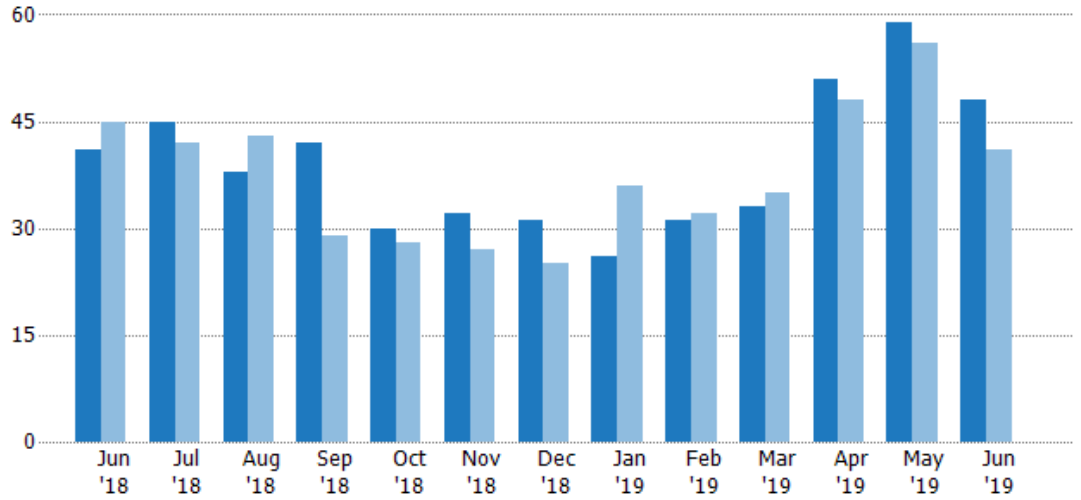
Pending Sales

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.
Jun '19	48	17.1%
Jun '18	41	-8.9%
Jun '17	45	8.9%



Current Year	41	45	38	42	30	32	31	26	31	33	51	59	48
Prior Year	45	42	43	29	28	27	25	36	32	35	48	56	41
Percent Change from Prior Year	-9%	7%	-12%	45%	7%	19%	24%	-28%	-3%	-6%	6%	5%	17%

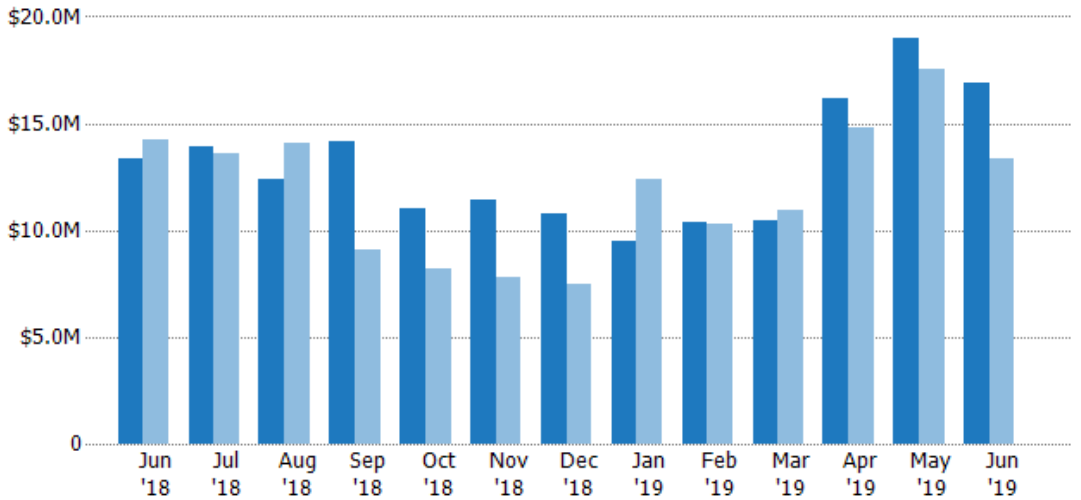
Pending Sales Volume

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.
Jun '19	\$16.9M	26.3%
Jun '18	\$13.4M	-5.8%
Jun '17	\$14.2M	-3.6%



Current Year	\$13.4M	\$13.9M	\$12.4M	\$14.2M	\$11M	\$11.5M	\$10.8M	\$9.48M	\$10.4M	\$10.4M	\$16.1M	\$19M	\$16.9M
Prior Year	\$14.2M	\$13.6M	\$14.1M	\$9.1M	\$8.2M	\$7.7M	\$7.4M	\$12.3M	\$10.3M	\$10.9M	\$14.8M	\$17.5M	\$13.4M
Percent Change from Prior Year	-6%	2%	-12%	56%	34%	47%	45%	-23%	1%	-4%	9%	8%	26%

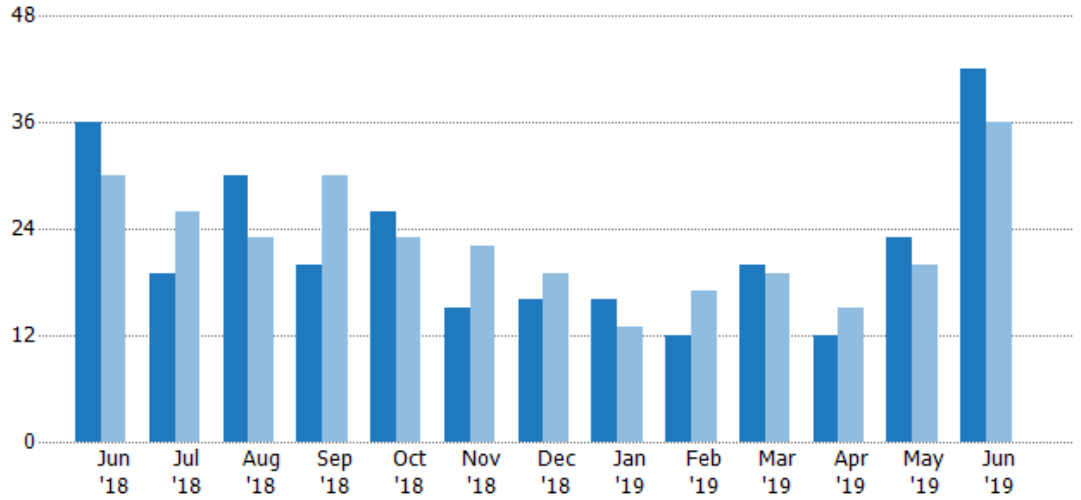
Closed Sales

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.
Jun '19	42	16.7%
Jun '18	36	20%
Jun '17	30	43.3%



Current Year	36	19	30	20	26	15	16	16	12	20	12	23	42
Prior Year	30	26	23	30	23	22	19	13	17	19	15	20	36
Percent Change from Prior Year	20%	-27%	30%	-33%	13%	-32%	-16%	23%	-29%	5%	-20%	15%	17%

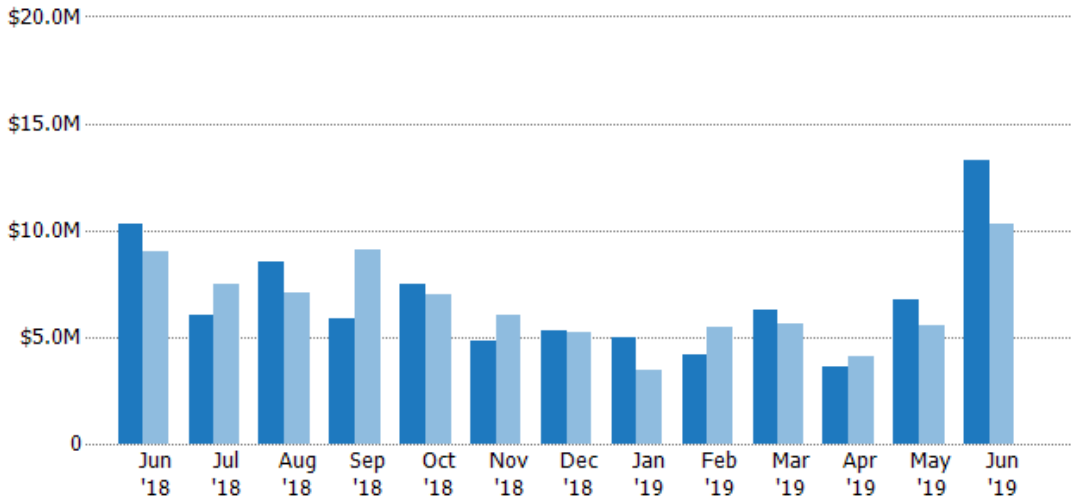
Closed Sales Volume

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.
Jun '19	\$13.3M	28.8%
Jun '18	\$10.3M	14.3%
Jun '17	\$9M	39.2%



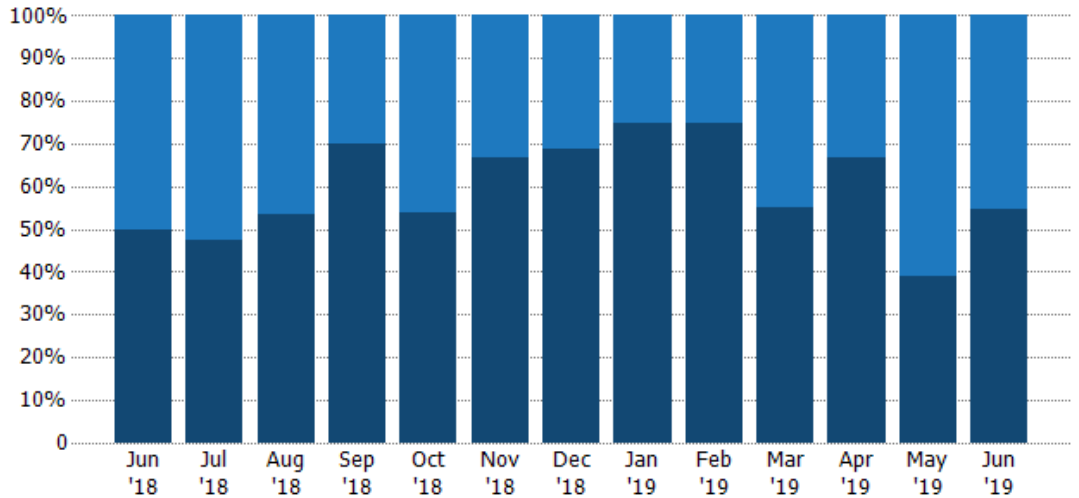
Current Year	\$10.3M	\$6.06M	\$8.5M	\$5.89M	\$7.46M	\$4.81M	\$5.29M	\$4.94M	\$4.18M	\$6.25M	\$3.61M	\$6.77M	\$13.3M
Prior Year	\$9M	\$7.46M	\$7.05M	\$9.05M	\$6.96M	\$6.04M	\$5.25M	\$3.43M	\$5.44M	\$5.59M	\$4.11M	\$5.58M	\$10.3M
Percent Change from Prior Year	14%	-19%	21%	-35%	7%	-20%	1%	44%	-23%	12%	-12%	21%	29%

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



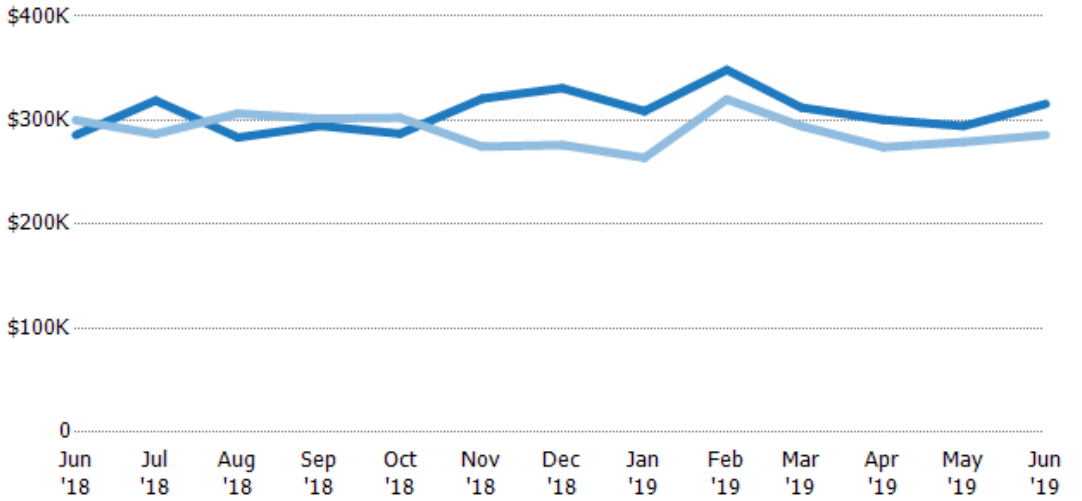
Property Type	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19
Condo/Townhouse	50%	53%	47%	30%	46%	33%	31%	25%	25%	45%	33%	61%	45%
Single Family Residence	50%	47%	53%	70%	54%	67%	69%	75%	75%	55%	67%	39%	55%

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



Month/Year	Price	% Chg.
Jun '19	\$316K	10.4%
Jun '18	\$286K	-4.7%
Jun '17	\$300K	-2.9%

Property Type	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19
Current Year	\$286K	\$319K	\$283K	\$295K	\$287K	\$321K	\$331K	\$309K	\$348K	\$312K	\$300K	\$294K	\$316K
Prior Year	\$300K	\$287K	\$306K	\$302K	\$302K	\$275K	\$276K	\$264K	\$320K	\$294K	\$274K	\$279K	\$286K
Percent Change from Prior Year	-5%	11%	-7%	-2%	-5%	17%	20%	17%	9%	6%	10%	6%	10%

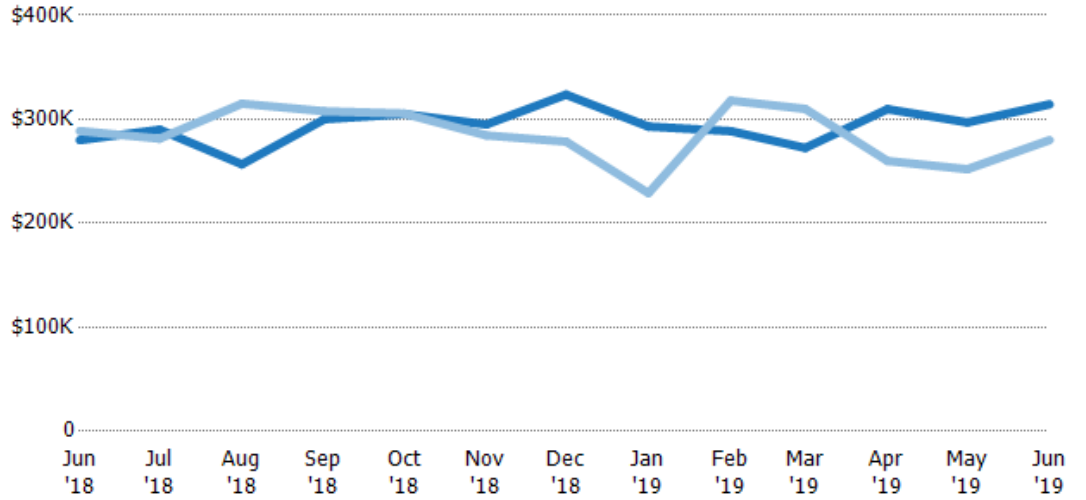
Median Sales Price

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.
Jun '19	\$314K	12.3%
Jun '18	\$280K	-3%
Jun '17	\$289K	2.4%



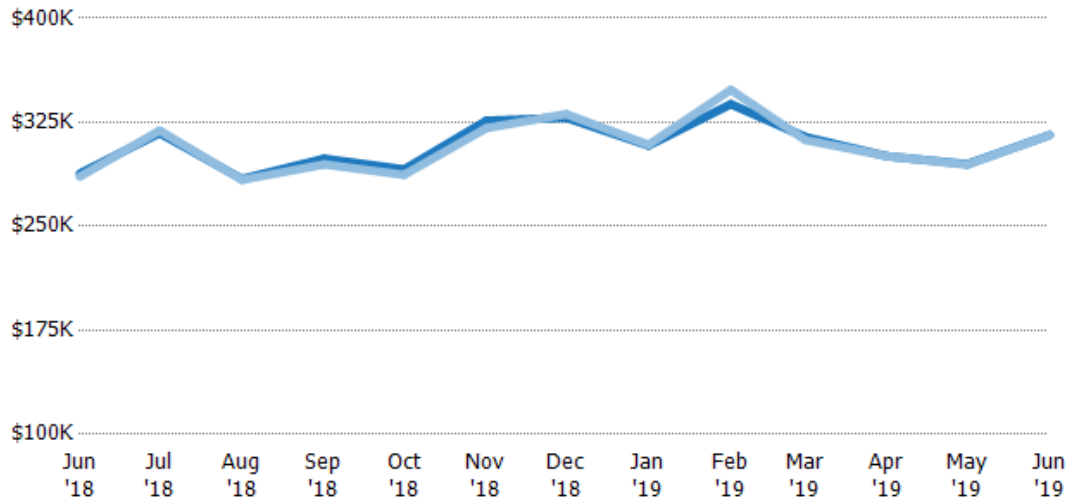
	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19
Current Year	\$280K	\$290K	\$257K	\$300K	\$305K	\$295K	\$324K	\$293K	\$289K	\$272K	\$310K	\$297K	\$314K
Prior Year	\$289K	\$281K	\$315K	\$308K	\$306K	\$285K	\$279K	\$229K	\$318K	\$310K	\$260K	\$252K	\$280K
Percent Change from Prior Year	-3%	3%	-18%	-3%	0%	4%	16%	28%	-9%	-12%	19%	18%	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



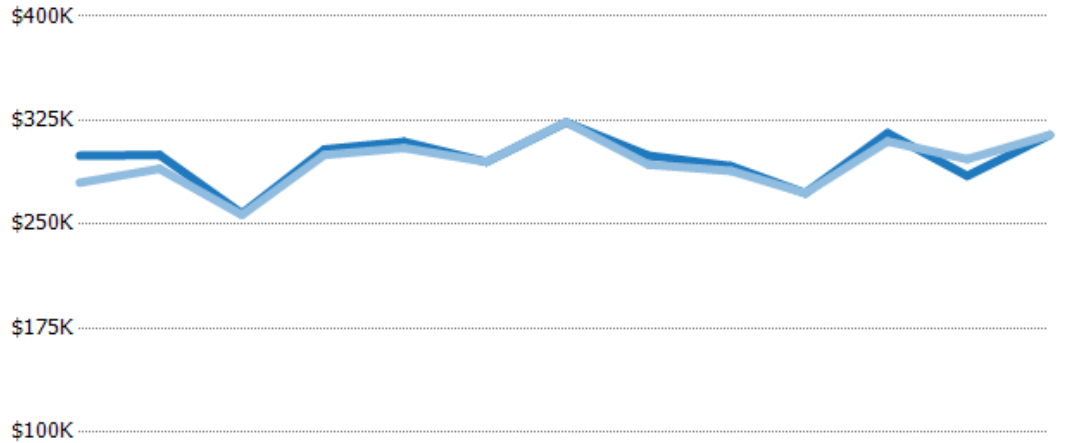
	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19
Avg List Price	\$288K	\$317K	\$284K	\$299K	\$291K	\$326K	\$328K	\$308K	\$338K	\$314K	\$300K	\$295K	\$316K
Avg Sales Price	\$286K	\$319K	\$283K	\$295K	\$287K	\$321K	\$331K	\$309K	\$348K	\$312K	\$300K	\$294K	\$316K
Avg Sales Price as a % of Avg List Price	99%	101%	100%	99%	99%	98%	101%	100%	103%	99%	100%	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



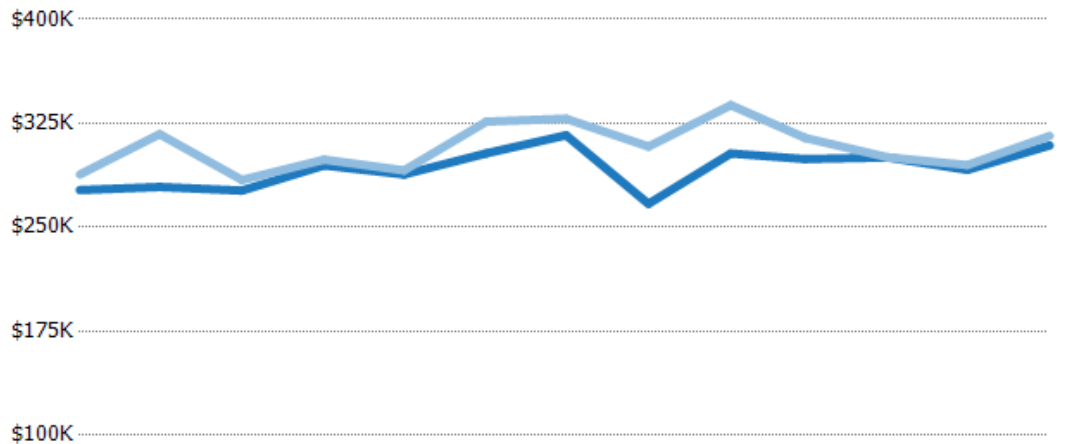
	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19
Median List Price	\$299K	\$300K	\$258K	\$304K	\$309K	\$295K	\$323K	\$300K	\$292K	\$272K	\$316K	\$285K	\$314K
Median Sales Price	\$280K	\$290K	\$257K	\$300K	\$305K	\$295K	\$324K	\$293K	\$289K	\$272K	\$310K	\$297K	\$314K
Med Sales Price as a % of Med List Price	94%	97%	100%	99%	99%	100%	100%	98%	99%	100%	98%	104%	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



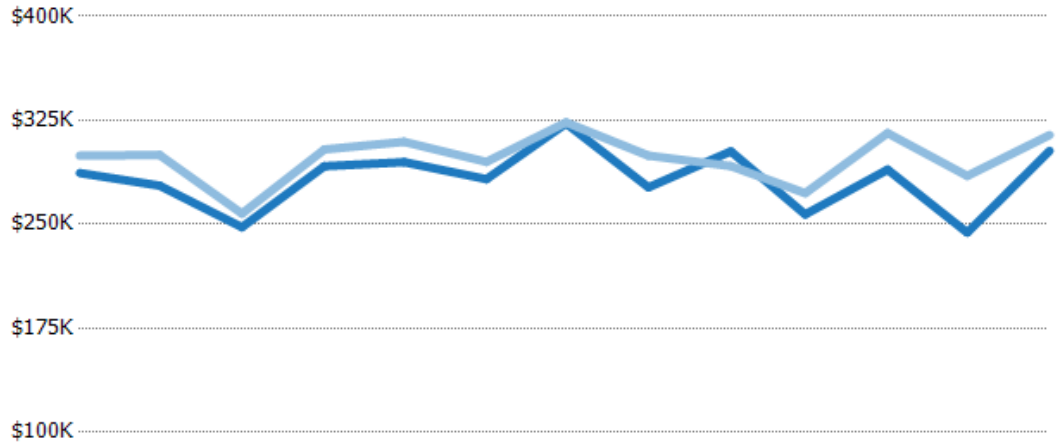
	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19
Avg Est Value	\$277K	\$279K	\$276K	\$295K	\$288K	\$303K	\$316K	\$267K	\$303K	\$299K	\$300K	\$291K	\$309K
Avg Sales Price	\$288K	\$317K	\$284K	\$299K	\$291K	\$326K	\$328K	\$308K	\$338K	\$314K	\$300K	\$295K	\$316K
Avg Sales Price as a % of Avg Est Value	104%	114%	103%	101%	101%	108%	104%	115%	111%	105%	100%	101%	102%

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



	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19
Median Est Value	\$287K	\$278K	\$248K	\$292K	\$295K	\$283K	\$323K	\$277K	\$303K	\$257K	\$289K	\$244K	\$303K
Median Sales Price	\$299K	\$300K	\$258K	\$304K	\$309K	\$295K	\$323K	\$300K	\$292K	\$272K	\$316K	\$285K	\$314K
Med Sales Price as a % of Med Est Value	104%	108%	104%	104%	105%	104%	100%	108%	96%	106%	109%	117%	104%