

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	Aug 2019	Aug 2018	+ / -	YTD 2019	YTD 2018	+ / -
Listing Activity Charts Metrics						
New Listing Count	39	35	+11.4%	235	233	+0.9%
New Listing Volume	\$14,697,799	\$11,621,185	+26.5%	\$76,993,590	\$71,502,048	+7.7%
Active Listing Count	64	72	-11.1%	N/A	N/A	
Active Listing Volume	\$25,340,024	\$26,166,050	-3.2%	N/A	N/A	
Average Listing Price	\$395,938	\$363,417	+8.9%	\$366,374	\$364,644	+0.5%
Median Listing Price	\$384,500	\$329,900	+16.6%	\$360,042	\$340,783	+5.7%
Median Days in RPR	48.5	54.5	-11%	88.06	65.81	+33.8%
Months of Inventory	3	4	-23.8%	3	2.6	+12.7%
Absorption Rate	32.81%	25%	+7.8%	33.86%	38.18%	-4.3%
Sales Activity Charts Metrics						
New Pending Sales Count	41	24	+70.8%	228	193	+18.1%
New Pending Sales Volume	\$12,062,299	\$7,101,385	+69.9%	\$70,594,817	\$57,145,212	+23.5%
Pending Sales Count	54	38	+42.1%	N/A	N/A	
Pending Sales Volume	\$17,715,276	\$12,364,239	+43.3%	N/A	N/A	
Closed Sales Count	36	30	+20%	182	170	+7.1%
Closed Sales Volume	\$11,556,700	\$8,504,500	+35.9%	\$57,603,563	\$49,326,003	+16.8%
Average Sales Price	\$321,019	\$283,483	+13.2%	\$316,503	\$290,153	+9.1%
Median Sales Price	\$303,500	\$256,750	+18.2%	\$305,633	\$272,598	+12.1%

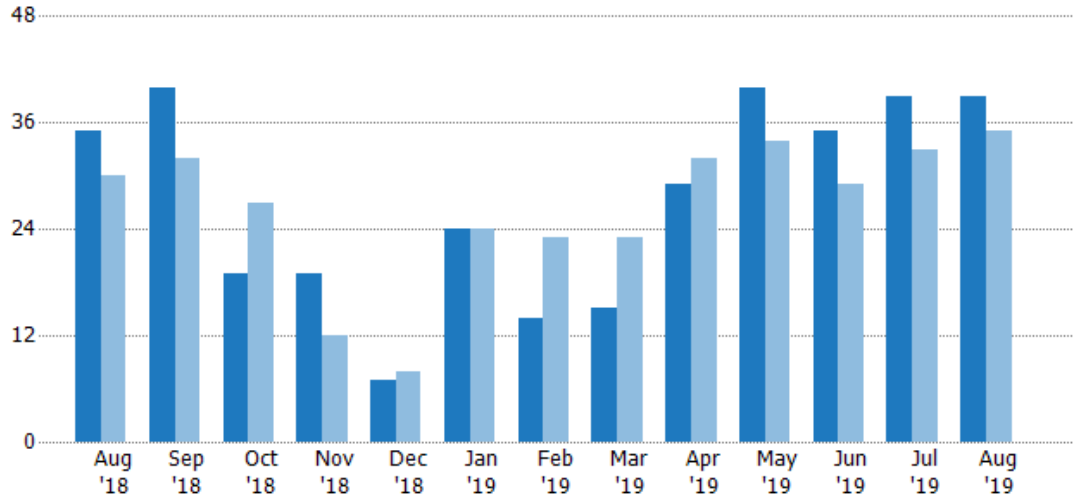
New Listings

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.
Aug '19	39	11.4%
Aug '18	35	16.7%
Aug '17	30	-20%



Current Year	35	40	19	19	7	24	14	15	29	40	35	39	39
Prior Year	30	32	27	12	8	24	23	23	32	34	29	33	35
Percent Change from Prior Year	17%	25%	-30%	58%	-13%	0%	-39%	-35%	-9%	18%	21%	18%	11%

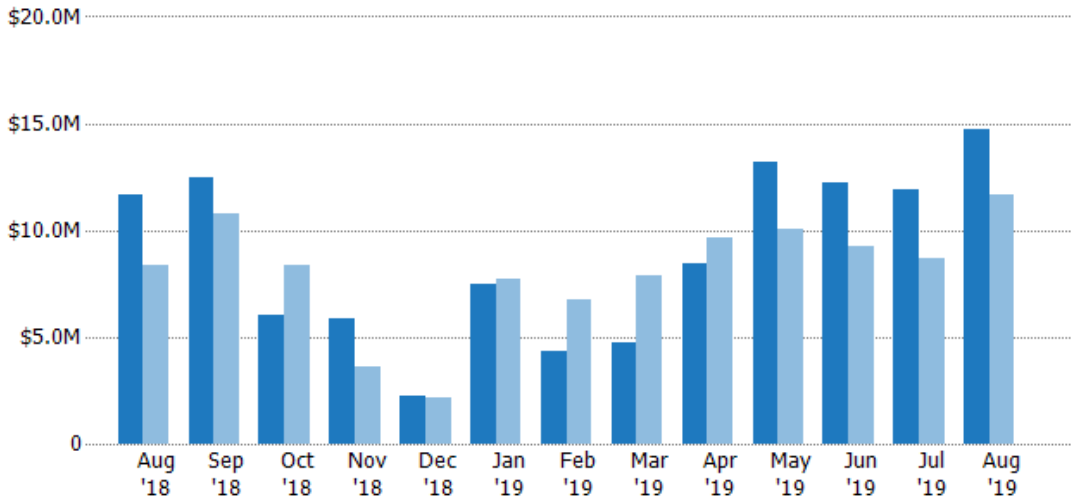
New Listing Volume

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.
Aug '19	\$14.7M	26.5%
Aug '18	\$11.6M	38.6%
Aug '17	\$8.39M	-21.5%



Current Year	\$11.6M	\$12.5M	\$6.06M	\$5.83M	\$2.23M	\$7.44M	\$4.36M	\$4.75M	\$8.42M	\$13.2M	\$12.2M	\$11.9M	\$14.7M
Prior Year	\$8.39M	\$10.8M	\$8.36M	\$3.59M	\$2.19M	\$7.71M	\$6.72M	\$7.88M	\$9.68M	\$10M	\$9.24M	\$8.64M	\$11.6M
Percent Change from Prior Year	39%	16%	-28%	62%	2%	-3%	-35%	-40%	-13%	32%	32%	38%	26%

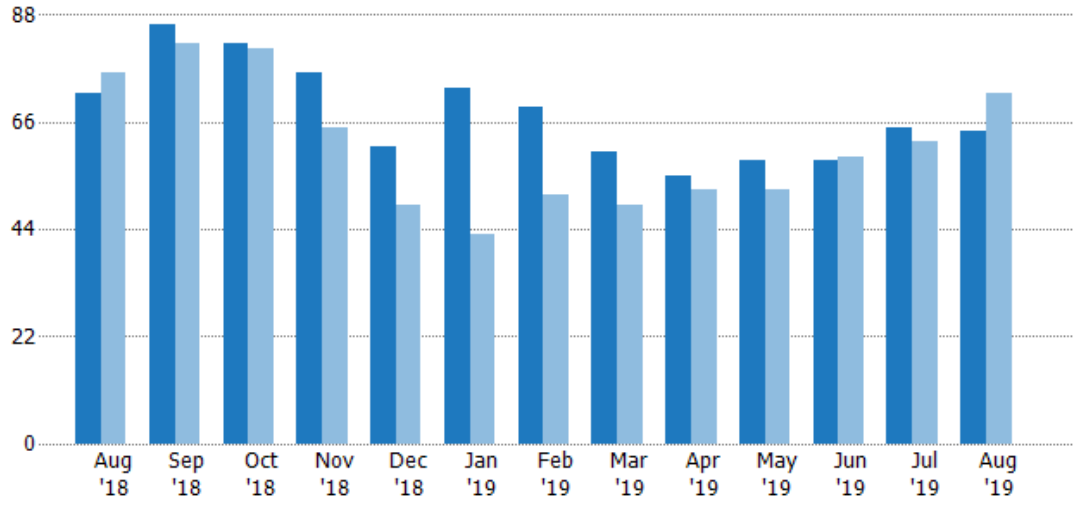
Active Listings

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.
Aug '19	64	-11.1%
Aug '18	72	-5.3%
Aug '17	76	9.2%



Current Year	72	86	82	76	61	73	69	60	55	58	58	65	64
Prior Year	76	82	81	65	49	43	51	49	52	52	59	62	72
Percent Change from Prior Year	-5%	5%	1%	17%	24%	70%	35%	22%	6%	12%	-2%	5%	-11%

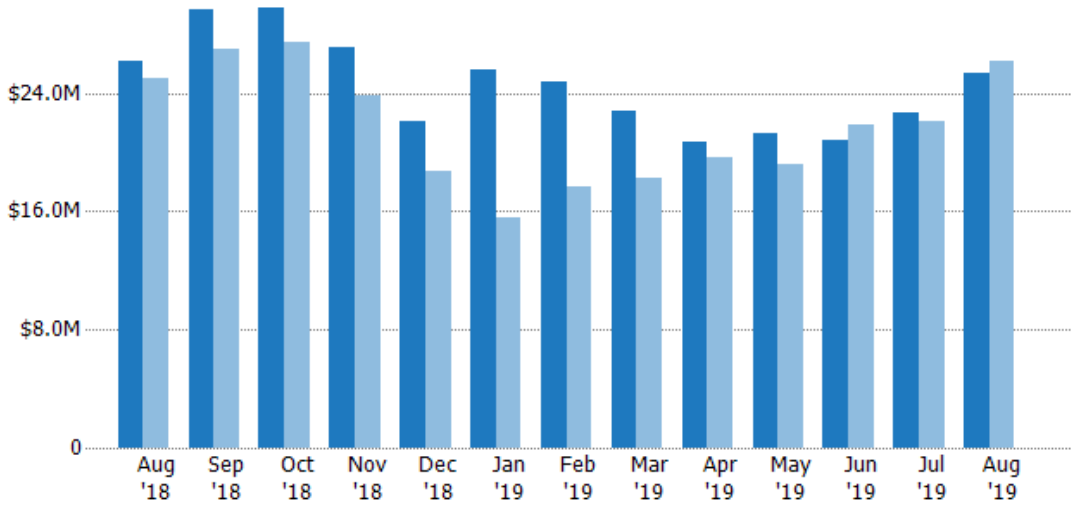
Active Listing Volume

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.
Aug '19	\$25.3M	-3.2%
Aug '18	\$26.2M	4.9%
Aug '17	\$24.9M	0.5%



Current Year	\$26.2M	\$29.7M	\$29.7M	\$27.1M	\$22M	\$25.6M	\$24.7M	\$22.8M	\$20.7M	\$21.3M	\$20.8M	\$22.7M	\$25.3M
Prior Year	\$24.9M	\$27M	\$27.4M	\$23.8M	\$18.8M	\$15.5M	\$17.6M	\$18.3M	\$19.7M	\$19.2M	\$21.9M	\$22.1M	\$26.2M
Percent Change from Prior Year	5%	10%	8%	14%	17%	65%	40%	25%	5%	11%	-5%	3%	-3%

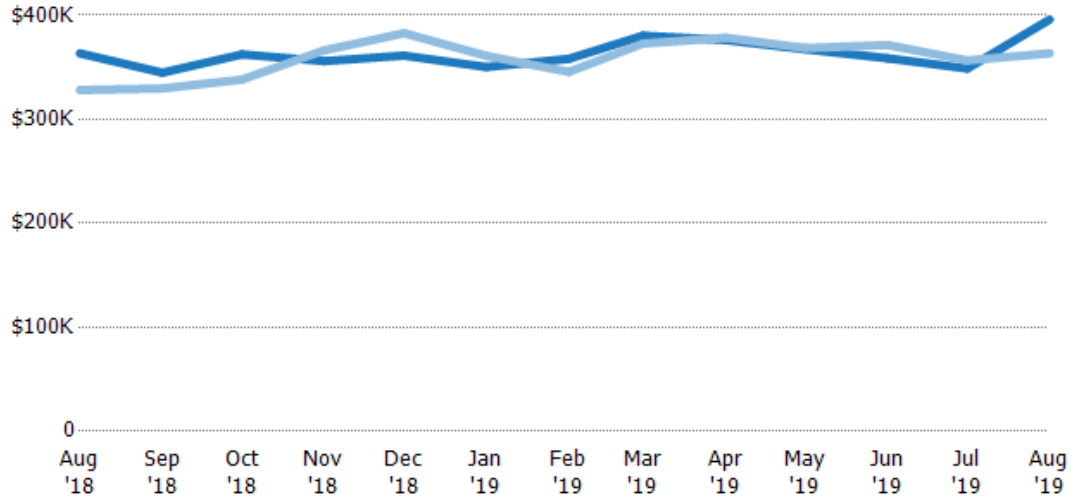
Average Listing Price

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.
Aug '19	\$396K	8.9%
Aug '18	\$363K	10.7%
Aug '17	\$328K	-8%



Current Year	\$363K	\$345K	\$362K	\$356K	\$361K	\$350K	\$358K	\$380K	\$376K	\$367K	\$359K	\$349K	\$396K
Prior Year	\$328K	\$330K	\$338K	\$366K	\$383K	\$361K	\$346K	\$373K	\$378K	\$369K	\$371K	\$357K	\$363K
Percent Change from Prior Year	11%	5%	7%	-3%	-6%	-3%	4%	2%	-1%	0%	-3%	-2%	9%

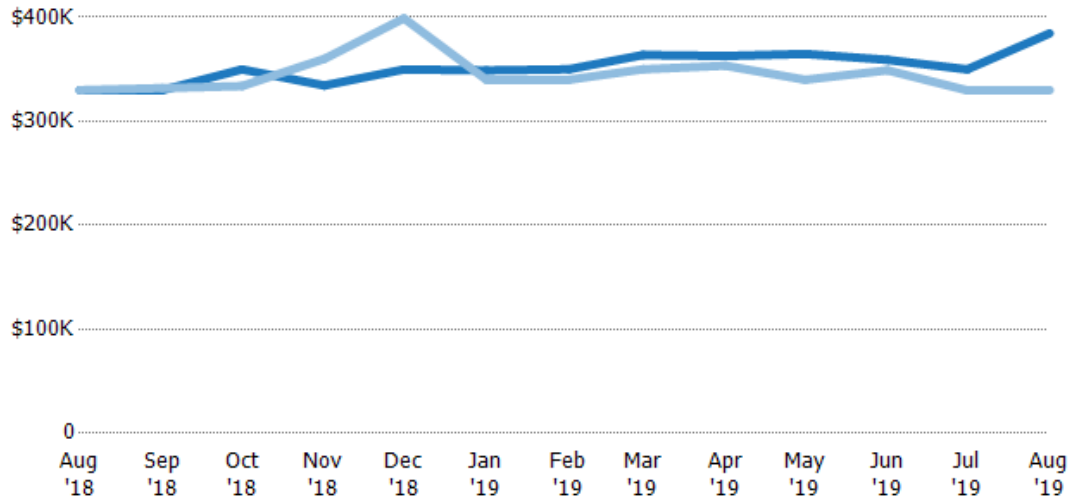
Median Listing Price

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.
Aug '19	\$385K	16.6%
Aug '18	\$330K	0%
Aug '17	\$330K	-6.3%



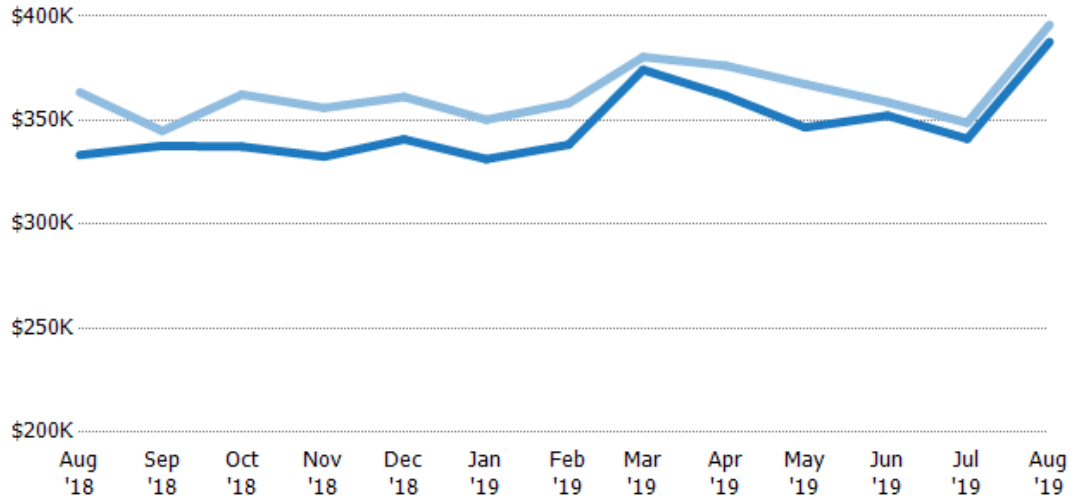
Current Year	\$330K	\$330K	\$350K	\$334K	\$350K	\$349K	\$350K	\$364K	\$363K	\$365K	\$359K	\$350K	\$385K
Prior Year	\$330K	\$332K	\$334K	\$360K	\$399K	\$340K	\$340K	\$350K	\$353K	\$340K	\$349K	\$330K	\$330K
Percent Change from Prior Year	0%	-1%	5%	-7%	-12%	3%	3%	4%	3%	7%	3%	6%	17%

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

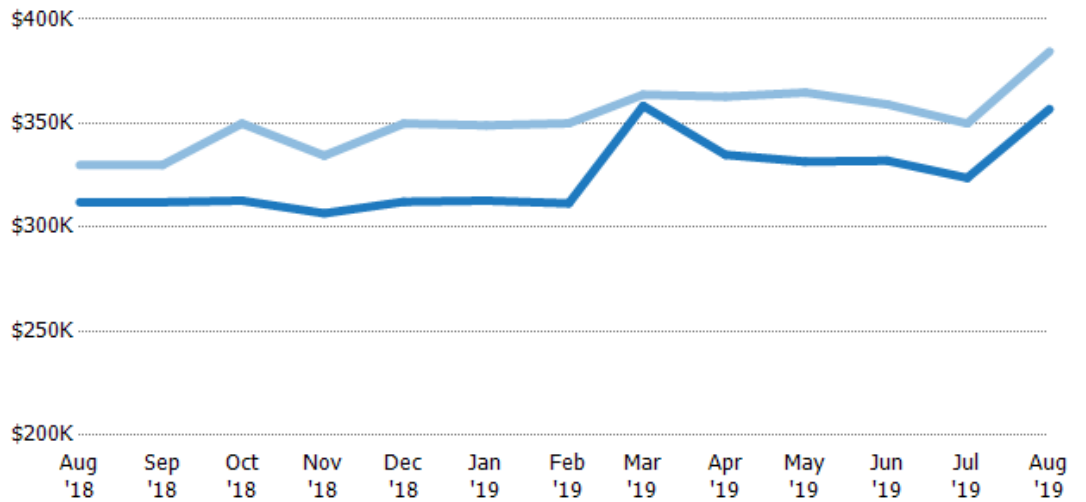


Median Listing Price vs Median Est Value

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



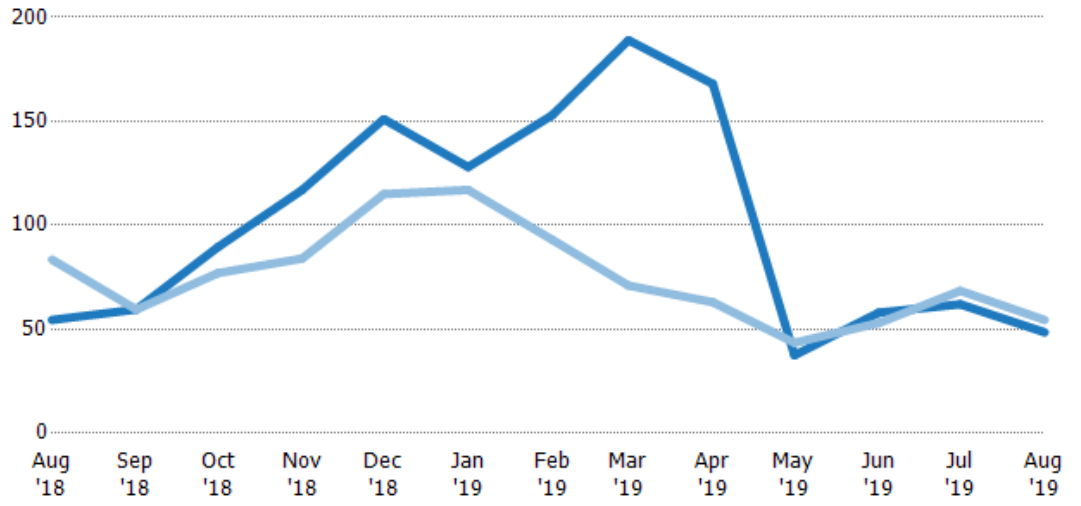
Median Days in RPR

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.
Aug '19	48.5	-11%
Aug '18	54.5	-34.7%
Aug '17	83.5	-5.4%



	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19
Current Year	54.5	59.5	89.5	117	151	128	153	189	168	37.5	58	62	48.5
Prior Year	83.5	59.5	77	84	115	117	93	71	63	43.5	53	68.5	54.5
Percent Change from Prior Year	-35%	0%	16%	39%	31%	9%	65%	166%	167%	-14%	9%	-9%	-11%

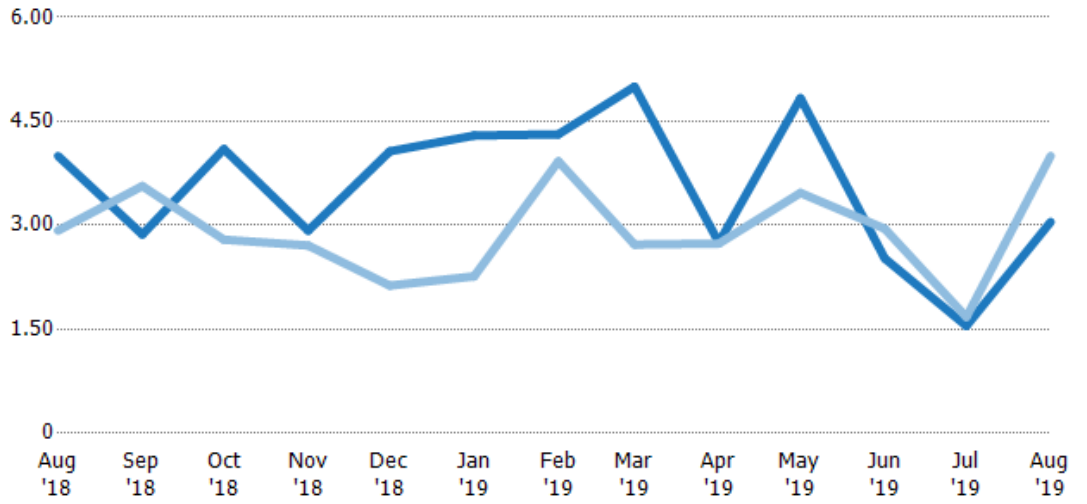
Months of Inventory

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.
Aug '19	3.05	-23.8%
Aug '18	4	36.8%
Aug '17	2.92	42%



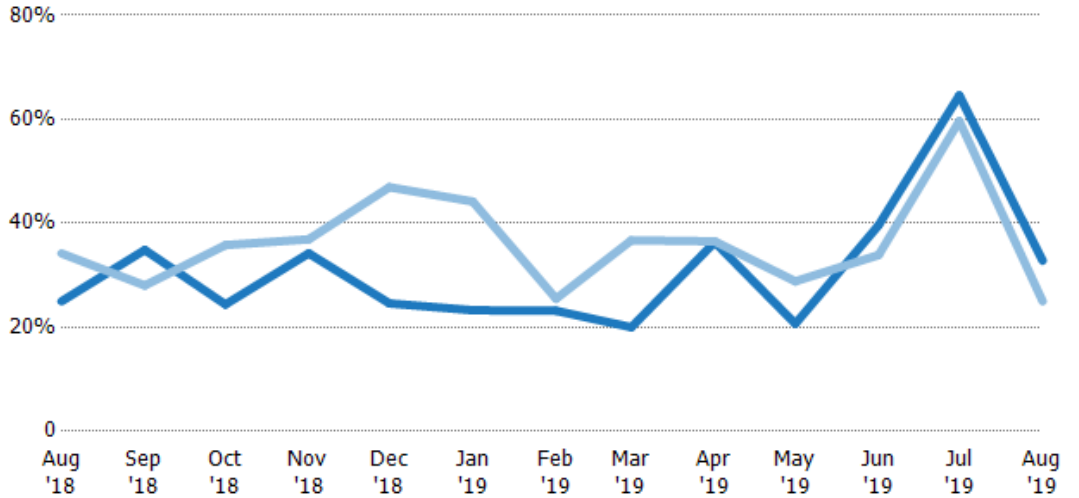
	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19
Current Year	4	2.87	4.1	2.92	4.07	4.29	4.31	5	2.75	4.83	2.52	1.55	3.05
Prior Year	2.92	3.57	2.79	2.71	2.13	2.26	3.92	2.72	2.74	3.47	2.95	1.68	4
Percent Change from Prior Year	37%	-20%	47%	8%	91%	90%	10%	84%	0%	39%	-15%	-8%	-24%

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



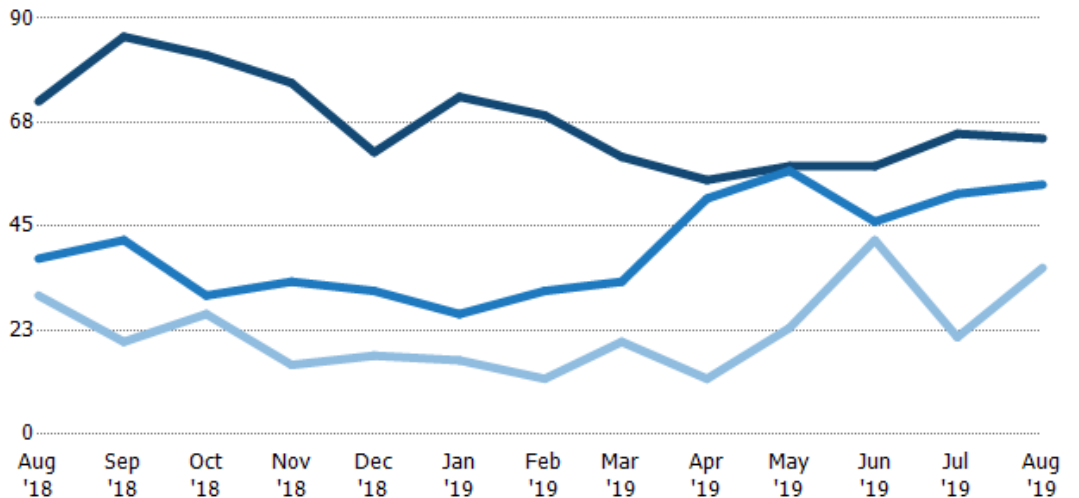
	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19
Current Year	25%	35%	24%	34%	25%	23%	23%	20%	36%	21%	40%	65%	33%
Prior Year	34%	28%	36%	37%	47%	44%	25%	37%	37%	29%	34%	60%	25%
Change from Prior Year	9%	-7%	11%	3%	22%	21%	2%	17%	0%	8%	-6%	-5%	-8%

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



	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19
Active	72	86	82	76	61	73	69	60	55	58	58	65	64
Pending	38	42	30	33	31	26	31	33	51	57	46	52	54
Sold	30	20	26	15	17	16	12	20	12	23	42	21	36

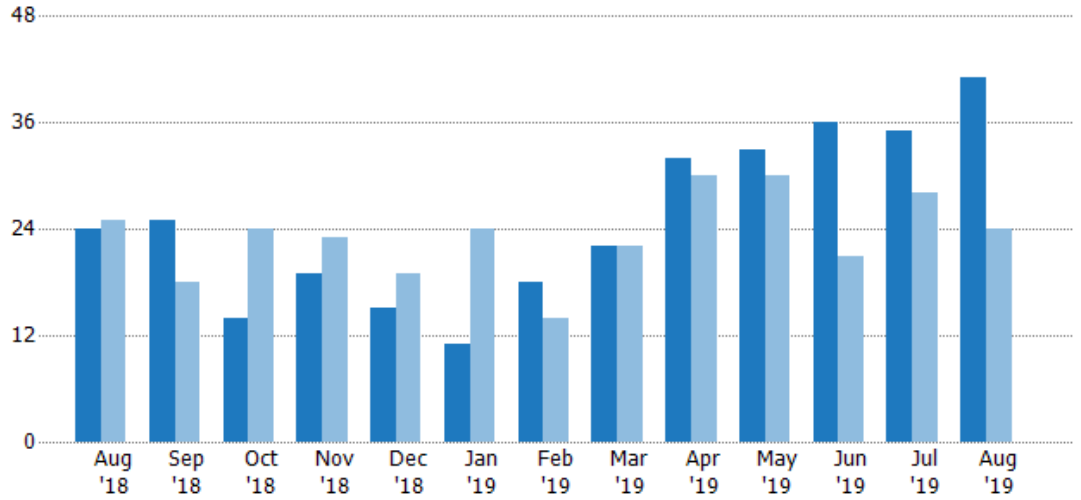
New Pending Sales

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.
Aug '19	41	70.8%
Aug '18	24	-4%
Aug '17	25	44%



Current Year	24	25	14	19	15	11	18	22	32	33	36	35	41
Prior Year	25	18	24	23	19	24	14	22	30	30	21	28	24
Percent Change from Prior Year	-4%	39%	-42%	-17%	-21%	-54%	29%	0%	7%	10%	71%	25%	71%

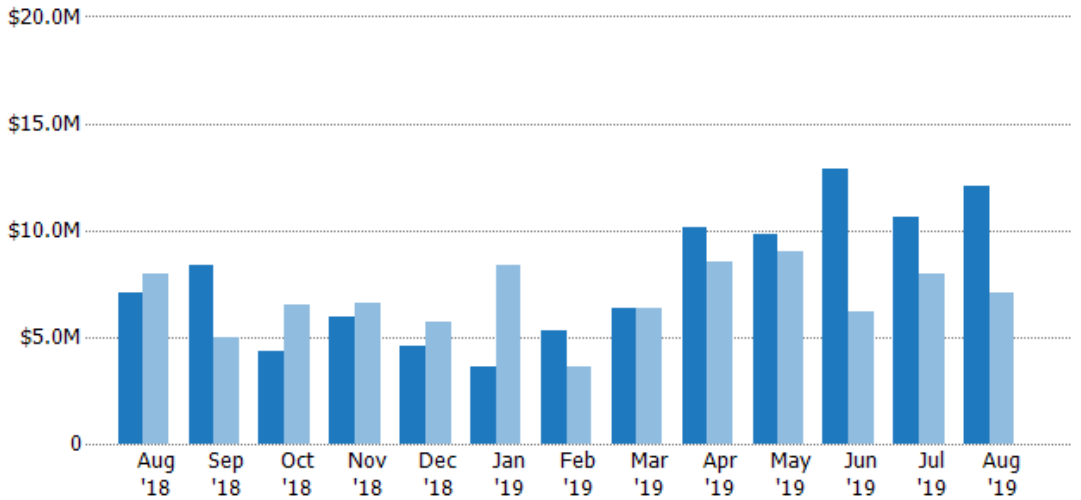
New Pending Sales Volume

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.
Aug '19	\$12.1M	69.9%
Aug '18	\$7.1M	-10.4%
Aug '17	\$7.92M	34.3%



Current Year	\$7.1M	\$8.35M	\$4.37M	\$5.93M	\$4.6M	\$3.61M	\$5.29M	\$6.32M	\$10.1M	\$9.77M	\$12.8M	\$10.6M	\$12.1M
Prior Year	\$7.92M	\$4.96M	\$6.52M	\$6.57M	\$5.74M	\$8.36M	\$3.6M	\$6.32M	\$8.54M	\$9.04M	\$6.2M	\$7.98M	\$7.1M
Percent Change from Prior Year	-10%	68%	-33%	-10%	-20%	-57%	47%	0%	18%	8%	107%	33%	70%

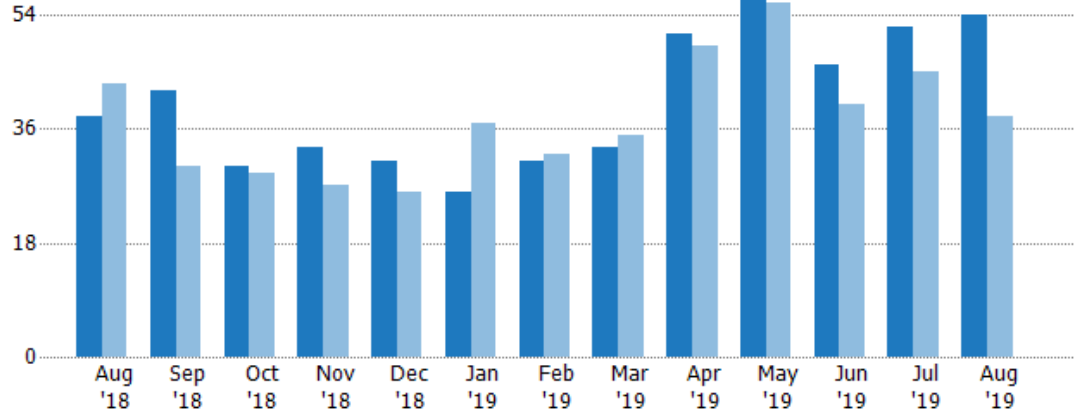
Pending Sales

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.
Aug '19	54	42.1%
Aug '18	38	-11.6%
Aug '17	43	51.2%

	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19
Current Year	38	42	30	33	31	26	31	33	51	57	46	52	54
Prior Year	43	30	29	27	26	37	32	35	49	56	40	45	38
Percent Change from Prior Year	-12%	40%	3%	22%	19%	-30%	-3%	-6%	4%	2%	15%	16%	42%

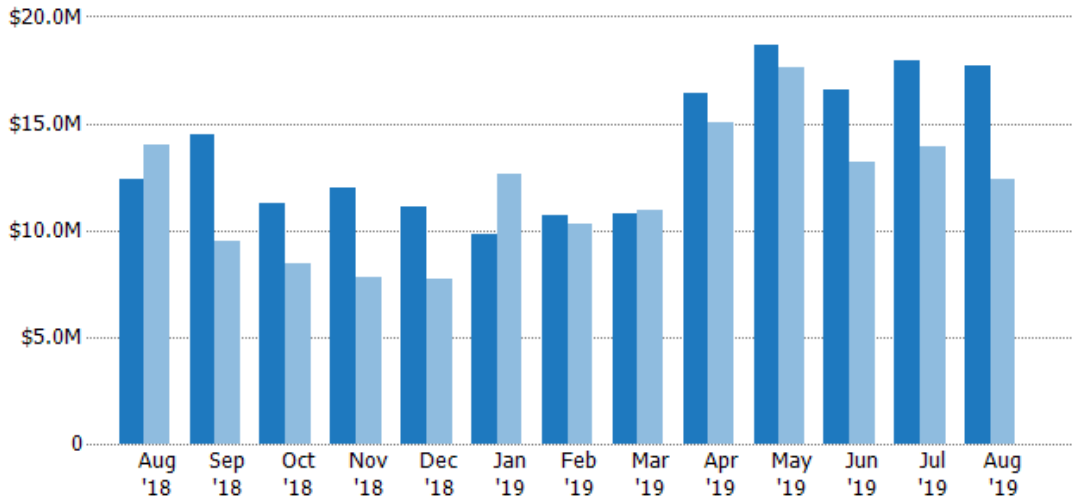
Pending Sales Volume

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.
Aug '19	\$17.7M	43.3%
Aug '18	\$12.4M	-11.7%
Aug '17	\$14M	40%

	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19
Current Year	\$12.4M	\$14.5M	\$11.3M	\$12M	\$11.1M	\$9.78M	\$10.7M	\$10.7M	\$16.4M	\$18.6M	\$16.6M	\$18M	\$17.7M
Prior Year	\$14M	\$9.51M	\$8.45M	\$7.77M	\$7.74M	\$12.6M	\$10.3M	\$10.9M	\$15M	\$17.6M	\$13.2M	\$13.9M	\$12.4M
Percent Change from Prior Year	-12%	52%	34%	54%	43%	-23%	4%	-2%	9%	6%	26%	29%	43%

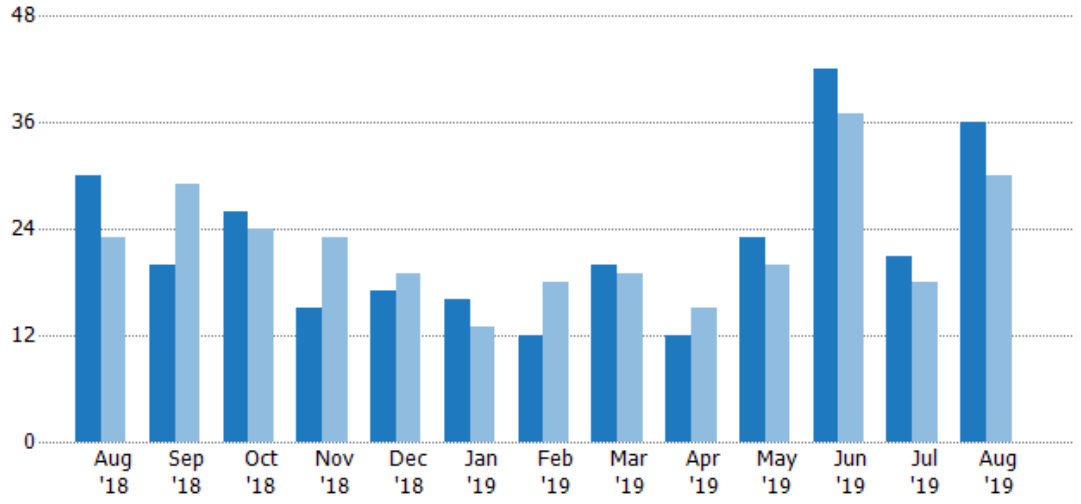
Closed Sales

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.
Aug '19	36	20%
Aug '18	30	30.4%
Aug '17	23	30.4%



	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19
Current Year	30	20	26	15	17	16	12	20	12	23	42	21	36
Prior Year	23	29	24	23	19	13	18	19	15	20	37	18	30
Percent Change from Prior Year	30%	-31%	8%	-35%	-11%	23%	-33%	5%	-20%	15%	14%	17%	20%

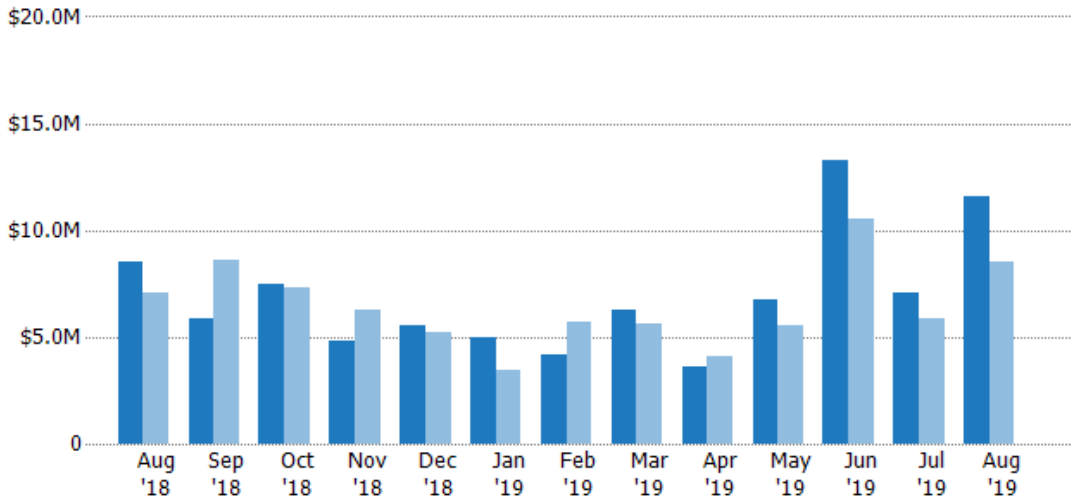
Closed Sales Volume

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.
Aug '19	\$11.6M	35.9%
Aug '18	\$8.5M	20.7%
Aug '17	\$7.05M	11.4%



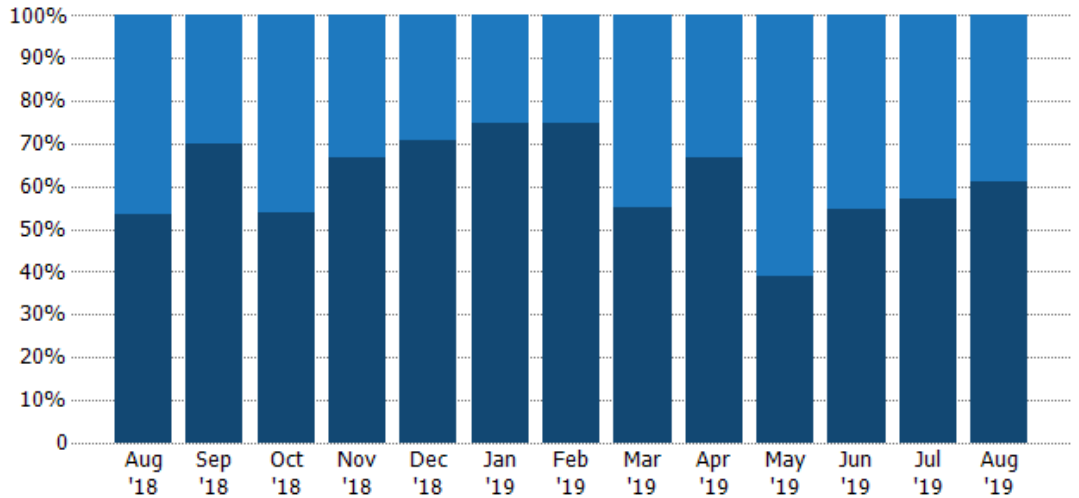
	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19
Current Year	\$8.5M	\$5.89M	\$7.46M	\$4.81M	\$5.52M	\$4.94M	\$4.18M	\$6.25M	\$3.61M	\$6.77M	\$13.3M	\$7.04M	\$11.6M
Prior Year	\$7.05M	\$8.59M	\$7.35M	\$6.26M	\$5.25M	\$3.43M	\$5.7M	\$5.59M	\$4.11M	\$5.58M	\$10.5M	\$5.88M	\$8.5M
Percent Change from Prior Year	21%	-31%	2%	-23%	5%	44%	-27%	12%	-12%	21%	26%	20%	36%

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



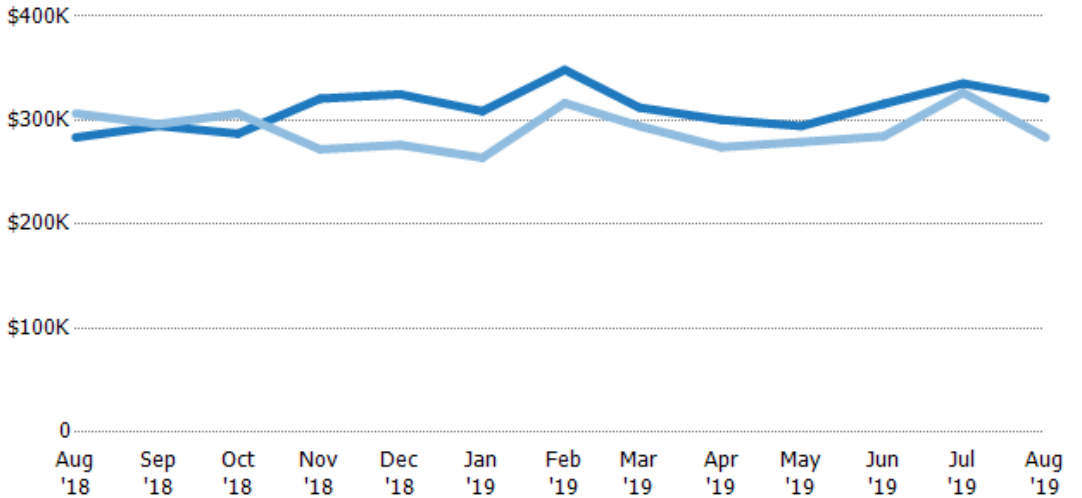
Condo/Townhouse	47%	30%	46%	33%	29%	25%	25%	45%	33%	61%	45%	43%	39%
Single Family Residence	53%	70%	54%	67%	71%	75%	75%	55%	67%	39%	55%	57%	61%

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



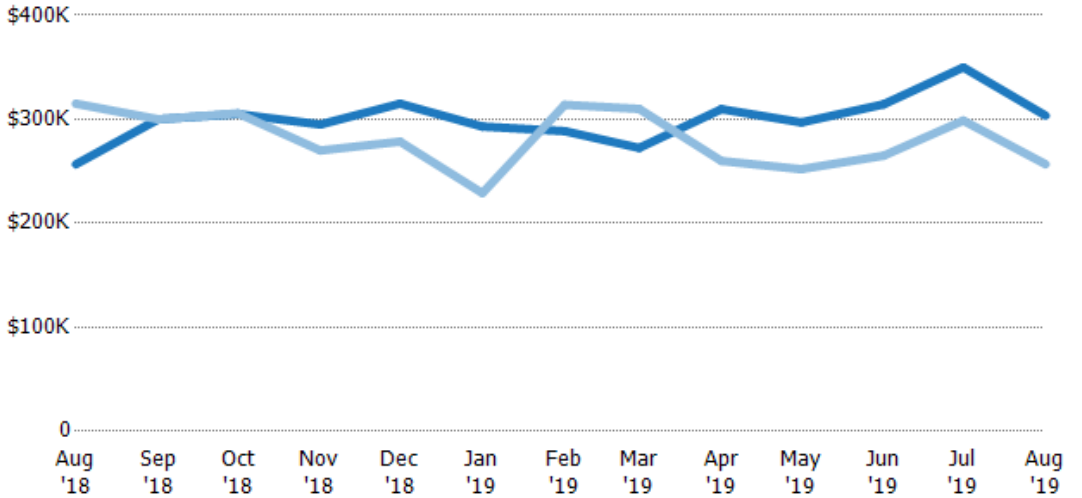
Current Year	\$283K	\$295K	\$287K	\$321K	\$325K	\$309K	\$348K	\$312K	\$300K	\$294K	\$316K	\$335K	\$321K
Prior Year	\$306K	\$296K	\$306K	\$272K	\$276K	\$264K	\$317K	\$294K	\$274K	\$279K	\$285K	\$327K	\$283K
Percent Change from Prior Year	-7%	-1%	-6%	18%	18%	17%	10%	6%	10%	6%	11%	3%	13%

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



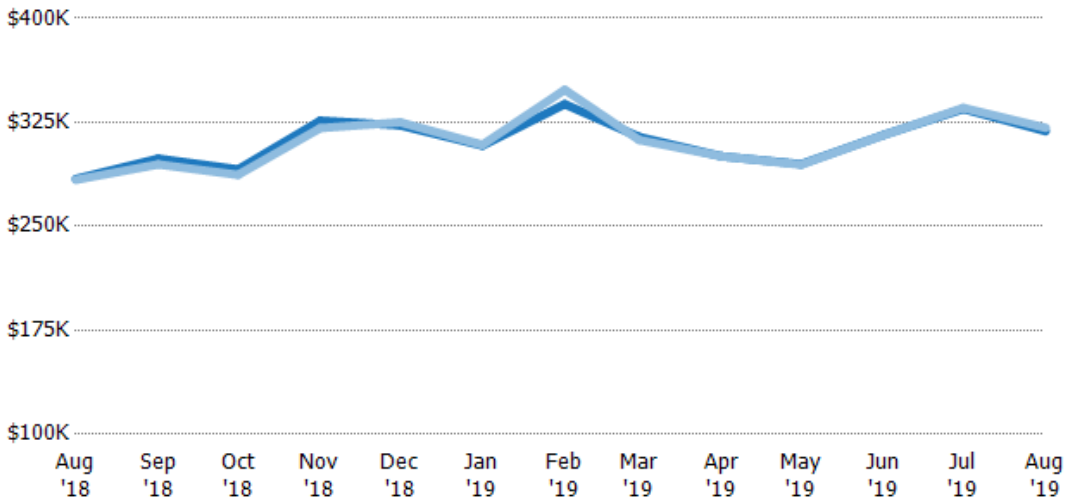
	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19
Current Year	\$257K	\$300K	\$305K	\$295K	\$315K	\$293K	\$289K	\$272K	\$310K	\$297K	\$314K	\$350K	\$304K
Prior Year	\$315K	\$300K	\$306K	\$270K	\$279K	\$229K	\$314K	\$310K	\$260K	\$252K	\$265K	\$299K	\$257K
Percent Change from Prior Year	-18%	0%	0%	9%	13%	28%	-8%	-12%	19%	18%	19%	17%	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



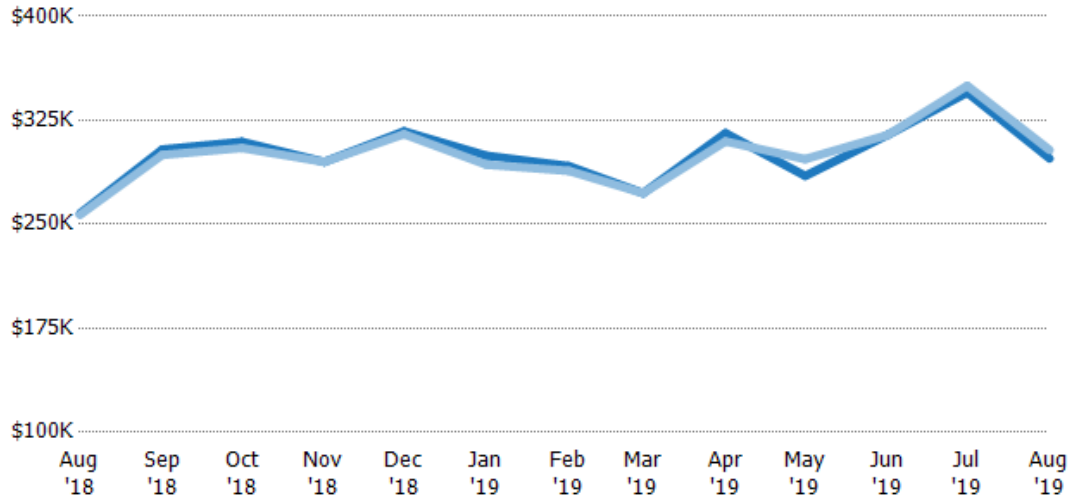
	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19
Avg List Price	\$284K	\$299K	\$291K	\$326K	\$323K	\$308K	\$338K	\$314K	\$300K	\$295K	\$316K	\$335K	\$319K
Avg Sales Price	\$283K	\$295K	\$287K	\$321K	\$325K	\$309K	\$348K	\$312K	\$300K	\$294K	\$316K	\$335K	\$321K
Avg Sales Price as a % of Avg List Price	100%	99%	99%	98%	101%	100%	103%	99%	100%	100%	100%	100%	101%

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



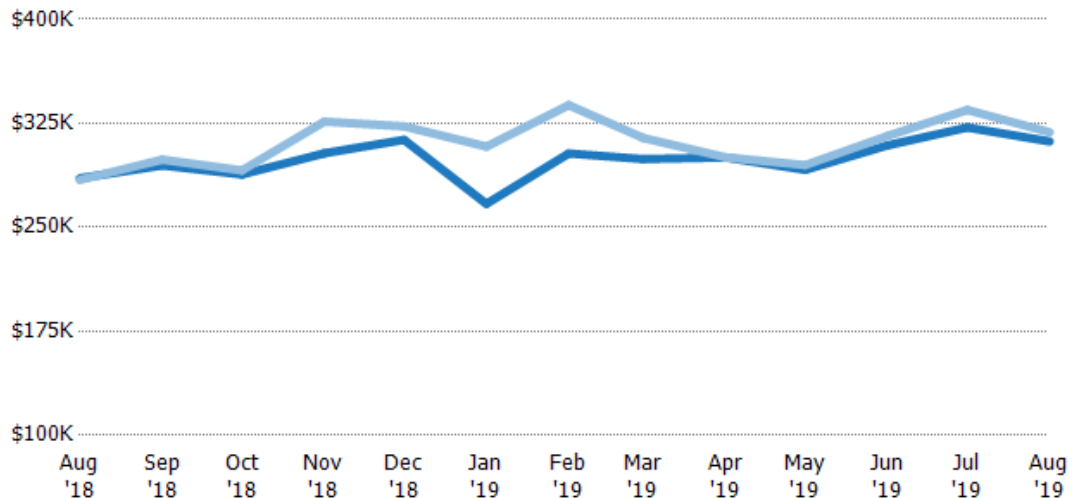
	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19
Med Sales Price as a % of Med List Price	100%	99%	99%	100%	99%	98%	99%	100%	98%	104%	100%	101%	102%

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



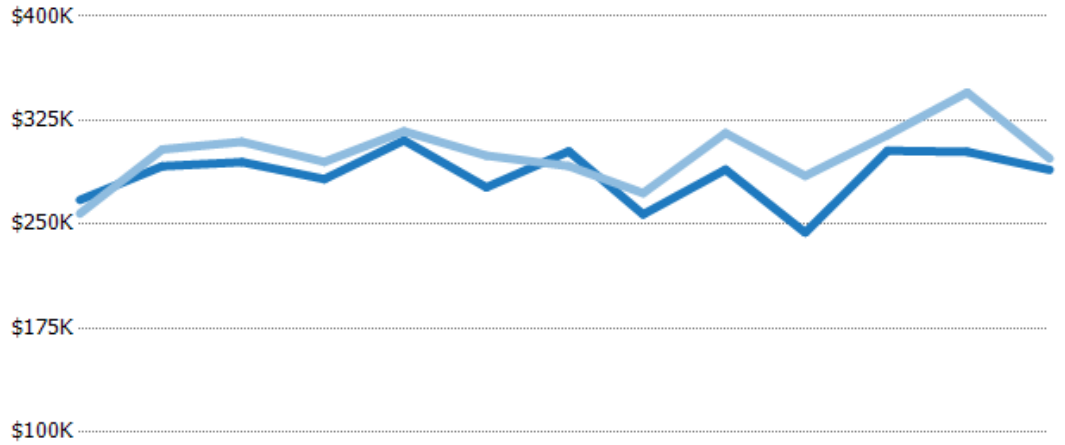
	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19
Avg Sales Price as a % of Avg Est Value	100%	101%	101%	108%	103%	115%	111%	105%	100%	101%	102%	104%	102%

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



	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19
Median Est Value	\$268K	\$292K	\$295K	\$283K	\$311K	\$277K	\$303K	\$257K	\$289K	\$244K	\$303K	\$302K	\$289K
Median Sales Price	\$258K	\$304K	\$309K	\$295K	\$317K	\$300K	\$292K	\$272K	\$316K	\$285K	\$314K	\$345K	\$297K
Med Sales Price as a % of Med Est Value	96%	104%	105%	104%	102%	108%	96%	106%	109%	117%	104%	114%	103%