

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	Jul 2019	Jul 2018	+ / -	YTD 2019	YTD 2018	+ / -
Listing Activity Charts Metrics						
New Listing Count	39	33	+18.2%	196	198	-1%
New Listing Volume	\$11,909,061	\$8,642,900	+37.8%	\$62,295,791	\$59,880,863	+4%
Active Listing Count	65	62	+4.8%	N/A	N/A	
Active Listing Volume	\$22,671,124	\$22,109,250	+2.5%	N/A	N/A	
Average Listing Price	\$348,787	\$356,601	-2.2%	\$362,055	\$364,884	-0.8%
Median Listing Price	\$349,900	\$329,700	+6.1%	\$356,468	\$342,912	+4%
Median Days in RPR	62	68.5	-9.5%	97.81	68.24	+43.3%
Months of Inventory	1.5	1.7	-7.6%	3.1	2.5	+23.3%
Absorption Rate	64.62%	59.68%	+4.9%	31.96%	39.4%	-7.4%
Sales Activity Charts Metrics						
New Pending Sales Count	35	28	+25%	187	169	+10.7%
New Pending Sales Volume	\$10,582,811	\$7,981,154	+32.6%	\$58,532,518	\$50,043,827	+17%
Pending Sales Count	53	45	+17.8%	N/A	N/A	
Pending Sales Volume	\$18,339,277	\$13,942,354	+31.5%	N/A	N/A	
Closed Sales Count	21	18	+16.7%	146	140	+4.3%
Closed Sales Volume	\$7,043,463	\$5,877,026	+19.8%	\$46,046,863	\$40,821,503	+12.8%
Average Sales Price	\$335,403	\$326,501	+2.7%	\$315,389	\$291,582	+8.2%
Median Sales Price	\$349,900	\$298,750	+17.1%	\$306,159	\$275,994	+10.9%

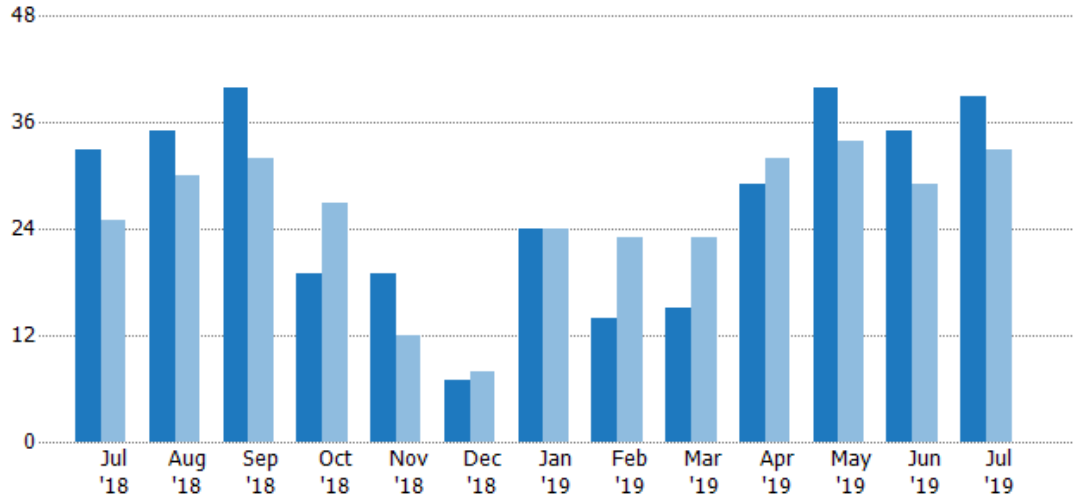
New Listings

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.
Jul '19	39	18.2%
Jul '18	33	32%
Jul '17	25	88%



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

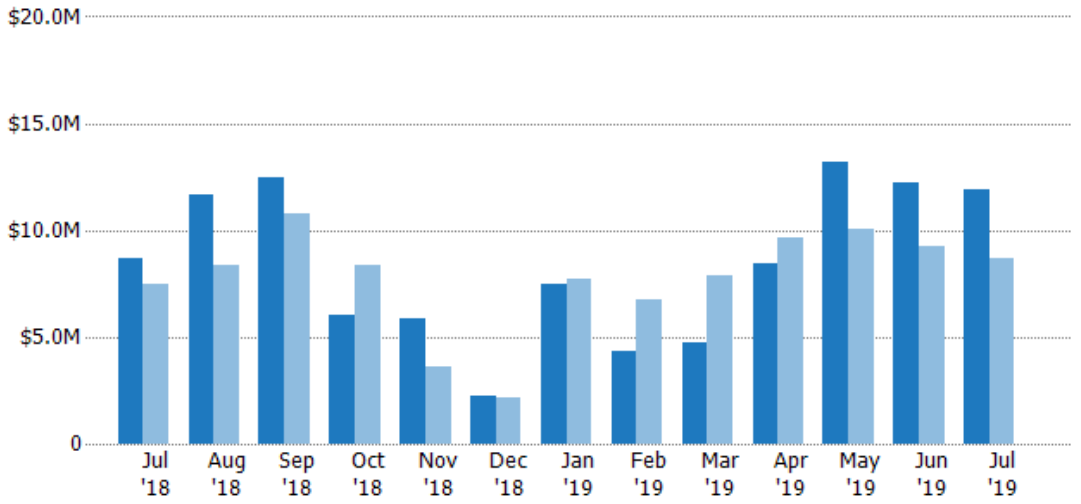
New Listing Volume

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.
Jul '19	\$11.9M	37.8%
Jul '18	\$8.64M	16%
Jul '17	\$7.45M	83.8%



Current Year	\$8.64M	\$11.6M	\$12.5M	\$6.06M	\$5.83M	\$2.23M	\$7.44M	\$4.36M	\$4.75M	\$8.42M	\$13.2M	\$12.2M	\$11.9M
Prior Year	\$7.45M	\$8.39M	\$10.8M	\$8.36M	\$3.59M	\$2.19M	\$7.71M	\$6.72M	\$7.88M	\$9.68M	\$10M	\$9.24M	\$8.64M
Percent Change from Prior Year	16%	39%	16%	-28%	62%	2%	-3%	-35%	-40%	-13%	32%	32%	38%

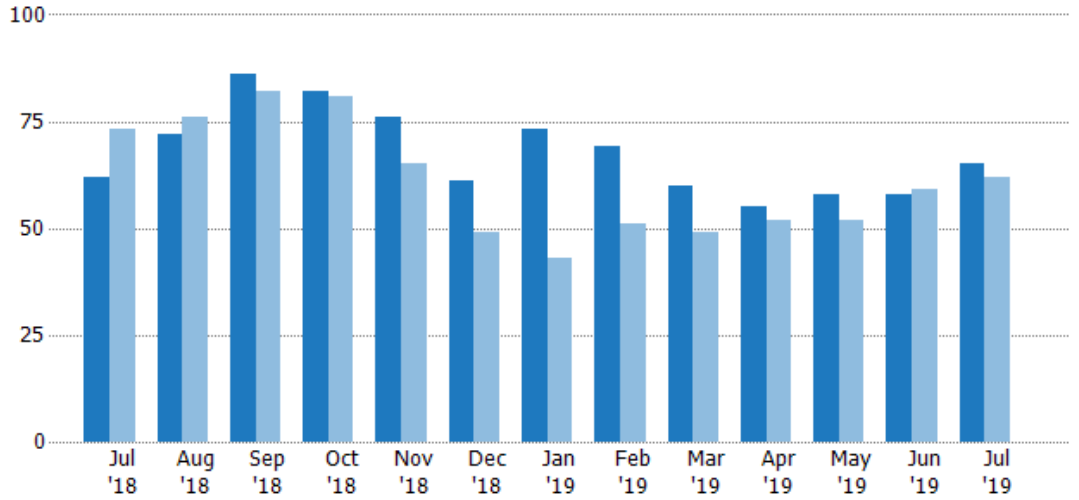
Active Listings

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.
Jul '19	65	4.8%
Jul '18	62	-15.1%
Jul '17	73	30.1%



Current Year	62	72	86	82	76	61	73	69	60	55	58	58	65
Prior Year	73	76	82	81	65	49	43	51	49	52	52	59	62
Percent Change from Prior Year	-15%	-5%	5%	1%	17%	24%	70%	35%	22%	6%	12%	-2%	5%

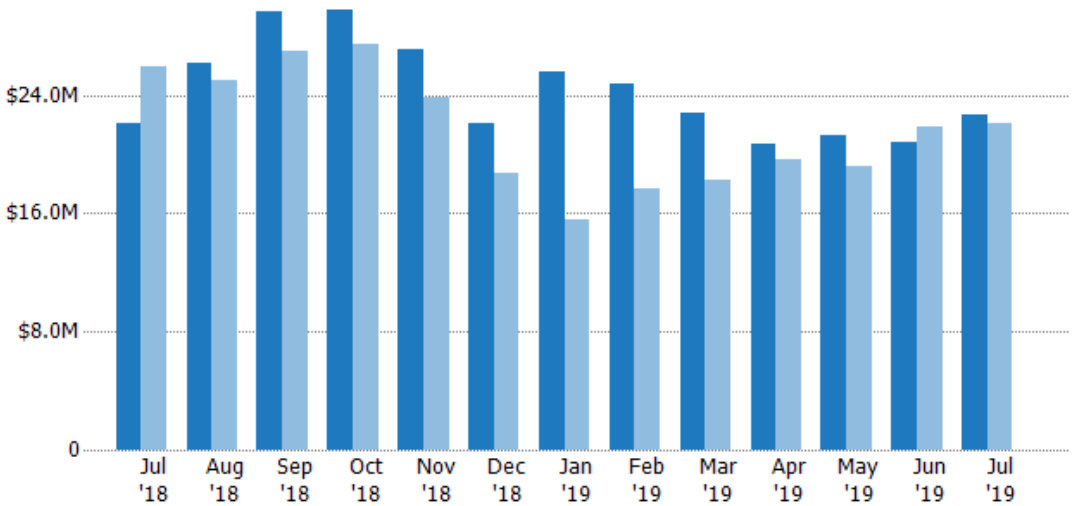
Active Listing Volume

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.
Jul '19	\$22.7M	2.5%
Jul '18	\$22.1M	-14.9%
Jul '17	\$26M	11.4%



Current Year	\$22.1M	\$26.2M	\$29.7M	\$29.7M	\$27.1M	\$22M	\$25.6M	\$24.7M	\$22.8M	\$20.7M	\$21.3M	\$20.8M	\$22.7M
Prior Year	\$26M	\$24.9M	\$27M	\$27.4M	\$23.8M	\$18.8M	\$15.5M	\$17.6M	\$18.3M	\$19.7M	\$19.2M	\$21.9M	\$22.1M
Percent Change from Prior Year	-15%	5%	10%	8%	14%	17%	65%	40%	25%	5%	11%	-5%	3%

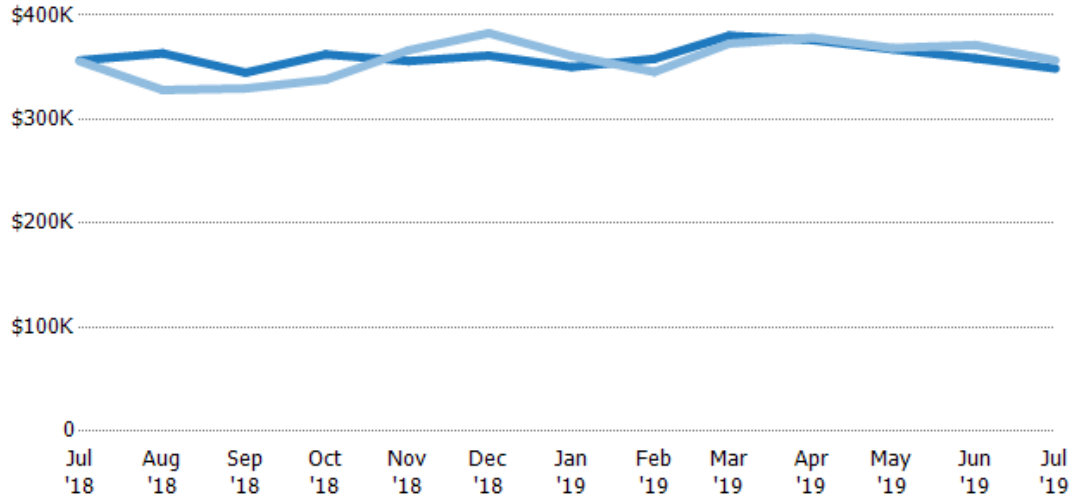
Average Listing Price

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.
Jul '19	\$349K	-2.2%
Jul '18	\$357K	0.2%
Jul '17	\$356K	-14.4%



	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19
Current Year	\$357K	\$363K	\$345K	\$362K	\$356K	\$361K	\$350K	\$358K	\$380K	\$376K	\$367K	\$359K	\$349K
Prior Year	\$356K	\$328K	\$330K	\$338K	\$366K	\$383K	\$361K	\$346K	\$373K	\$378K	\$369K	\$371K	\$357K
Percent Change from Prior Year	0%	11%	5%	7%	-3%	-6%	-3%	4%	2%	-1%	0%	-3%	-2%

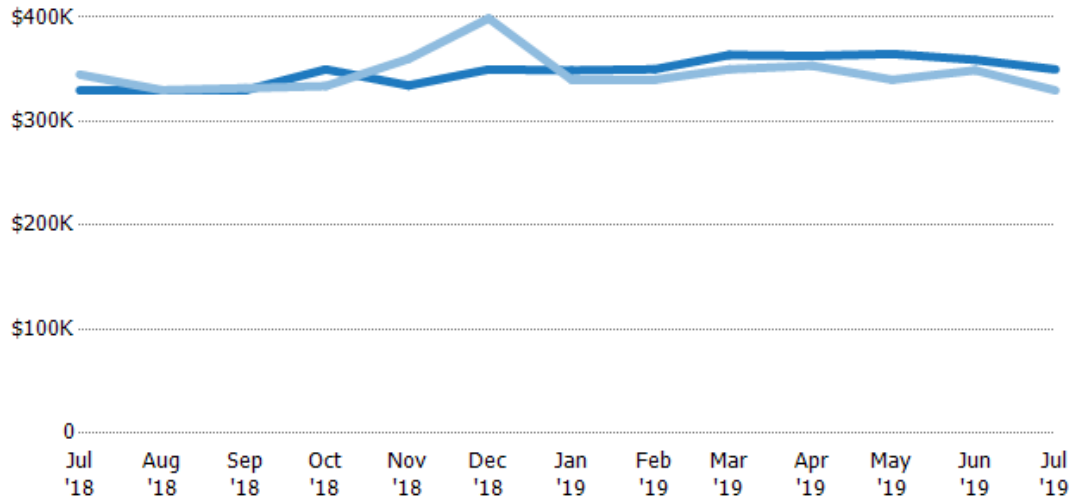
Median Listing Price

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.
Jul '19	\$350K	6.1%
Jul '18	\$330K	-4.4%
Jul '17	\$345K	-10.4%



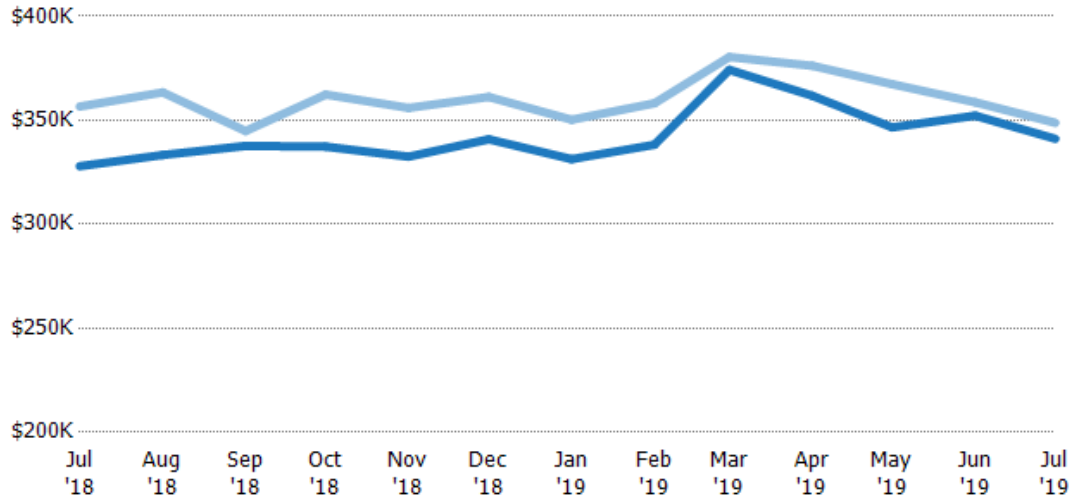
	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19
Current Year	\$330K	\$330K	\$330K	\$350K	\$334K	\$350K	\$349K	\$350K	\$364K	\$363K	\$365K	\$359K	\$350K
Prior Year	\$345K	\$330K	\$332K	\$334K	\$360K	\$399K	\$340K	\$340K	\$350K	\$353K	\$340K	\$349K	\$330K
Percent Change from Prior Year	-4%	0%	-1%	5%	-7%	-12%	3%	3%	4%	3%	7%	3%	6%

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



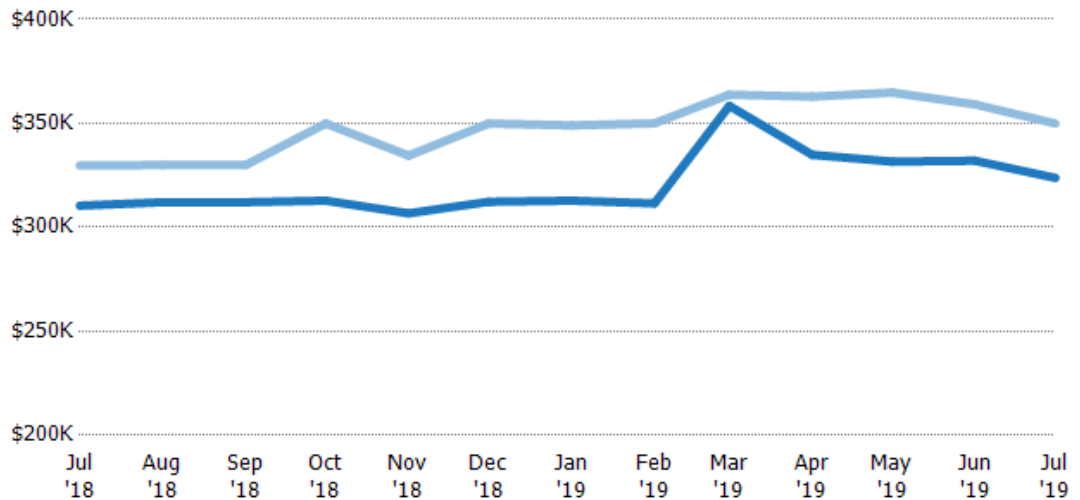
Avg Est Value	\$328K	\$333K	\$338K	\$337K	\$333K	\$341K	\$331K	\$338K	\$374K	\$362K	\$347K	\$352K	\$341K
Avg Listing Price	\$357K	\$363K	\$345K	\$362K	\$356K	\$361K	\$350K	\$358K	\$380K	\$376K	\$367K	\$359K	\$349K
Avg Listing Price as a % of Avg Est Value	109%	109%	102%	107%	107%	106%	106%	106%	102%	104%	106%	102%	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	\$310K	\$312K	\$312K	\$313K	\$307K	\$312K	\$313K	\$311K	\$358K	\$335K	\$332K	\$332K	\$324K
Median Listing Price	\$330K	\$330K	\$330K	\$350K	\$334K	\$350K	\$349K	\$350K	\$364K	\$363K	\$365K	\$359K	\$350K
Med Listing Price as a % of Med Est Value	106%	106%	106%	112%	109%	112%	112%	112%	102%	108%	110%	108%	108%

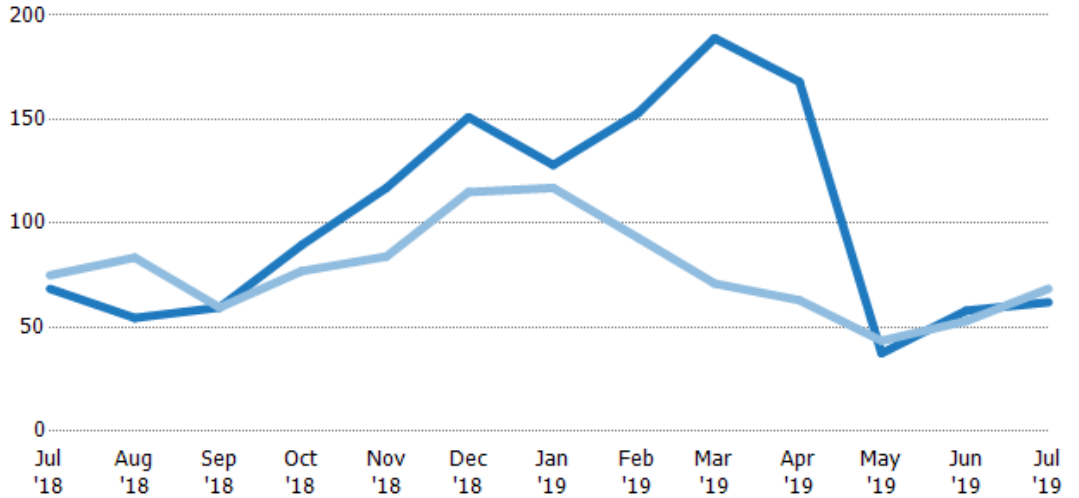
Median Days in RPR

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.
Jul '19	62	-9.5%
Jul '18	68.5	-8.7%
Jul '17	75	-9.3%



Current Year	68.5	54.5	59.5	89.5	117	151	128	153	189	168	37.5	58	62
Prior Year	75	83.5	59.5	77	84	115	117	93	71	63	43.5	53	68.5
Percent Change from Prior Year	-9%	-35%	0%	16%	39%	31%	9%	65%	166%	167%	-14%	9%	-9%

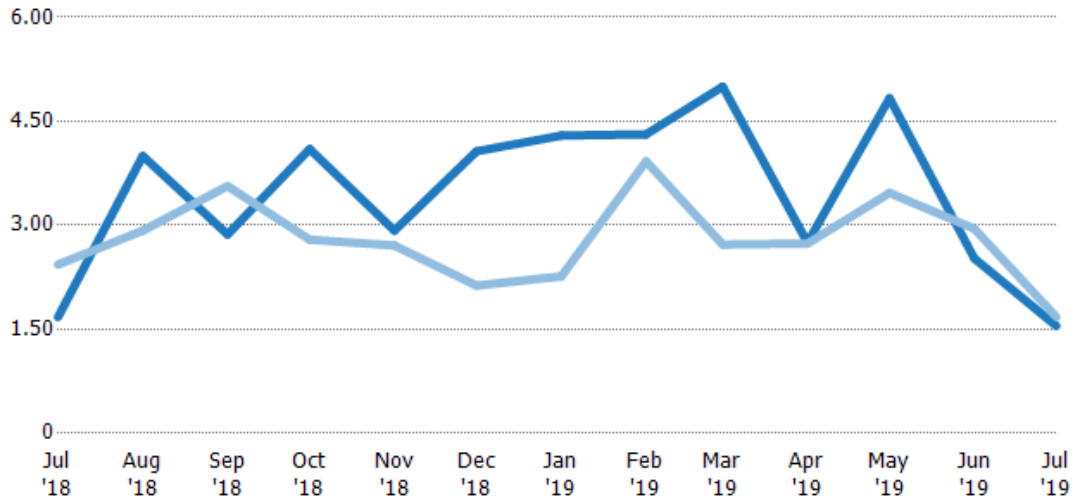
Months of Inventory

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.
Jul '19	1.55	-7.6%
Jul '18	1.68	-31.1%
Jul '17	2.43	-9.2%



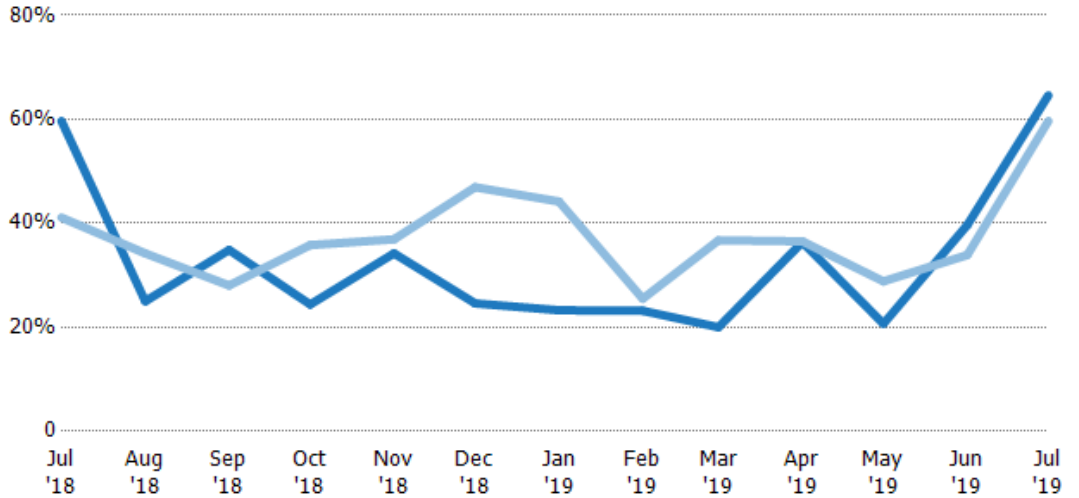
Current Year	1.68	4	2.87	4.1	2.92	4.07	4.29	4.31	5	2.75	4.83	2.52	1.55
Prior Year	2.43	2.92	3.57	2.79	2.71	2.13	2.26	3.92	2.72	2.74	3.47	2.95	1.68
Percent Change from Prior Year	-31%	37%	-20%	47%	8%	91%	90%	10%	84%	0%	39%	-15%	-8%

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.
Jul '19	65%	-4.9%
Jul '18	60%	-18.6%
Jul '17	41%	10.1%

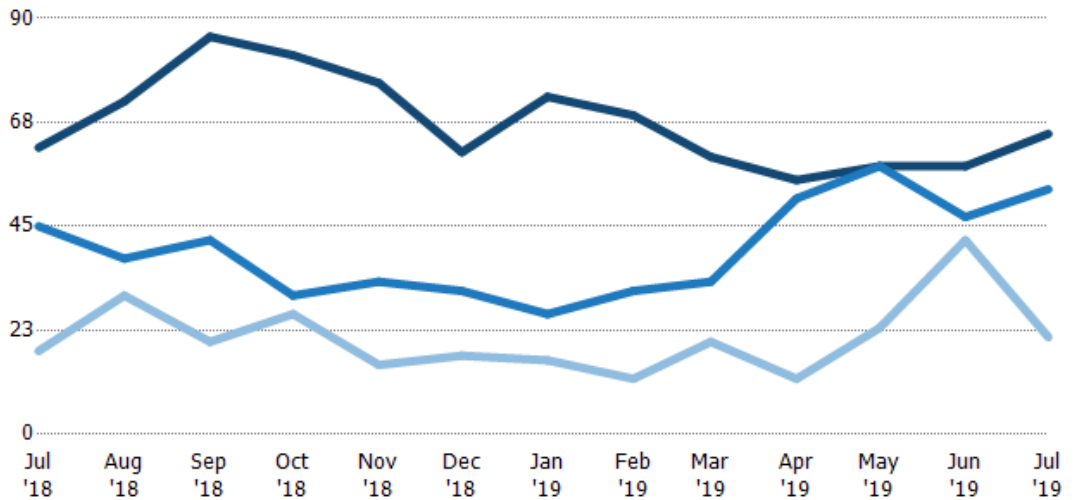
	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19
Current Year	60%	25%	35%	24%	34%	25%	23%	23%	20%	36%	21%	40%	65%
Prior Year	41%	34%	28%	36%	37%	47%	44%	25%	37%	37%	29%	34%	60%
Change from Prior Year	-19%	9%	-7%	11%	3%	22%	21%	2%	17%	0%	8%	-6%	-5%

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



	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19
Active	62	72	86	82	76	61	73	69	60	55	58	58	65
Pending	45	38	42	30	33	31	26	31	33	51	58	47	53
Sold	18	30	20	26	15	17	16	12	20	12	23	42	21

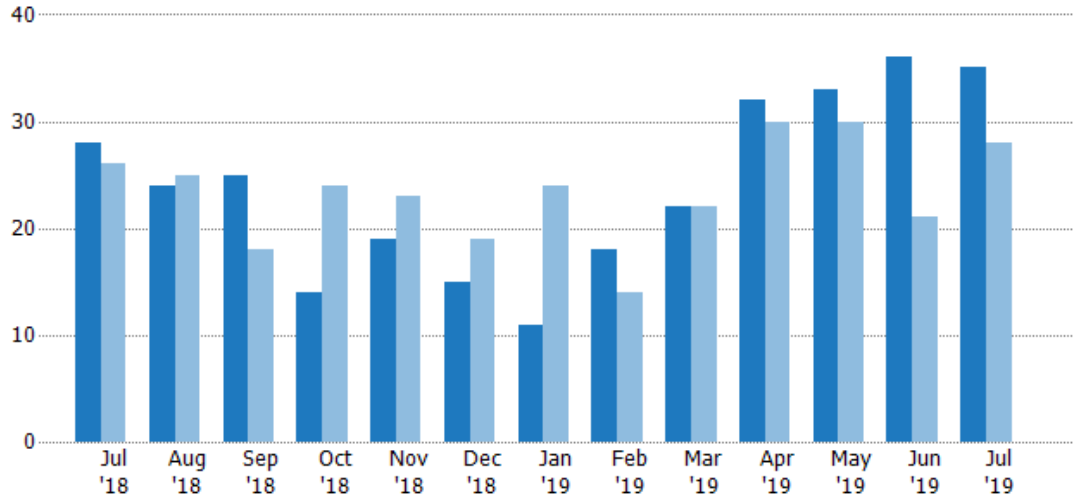
New Pending Sales

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.
Jul '19	35	25%
Jul '18	28	7.7%
Jul '17	26	34.6%



Current Year	28	24	25	14	19	15	11	18	22	32	33	36	35
Prior Year	26	25	18	24	23	19	24	14	22	30	30	21	28
Percent Change from Prior Year	8%	-4%	39%	-42%	-17%	-21%	-54%	29%	0%	7%	10%	71%	25%

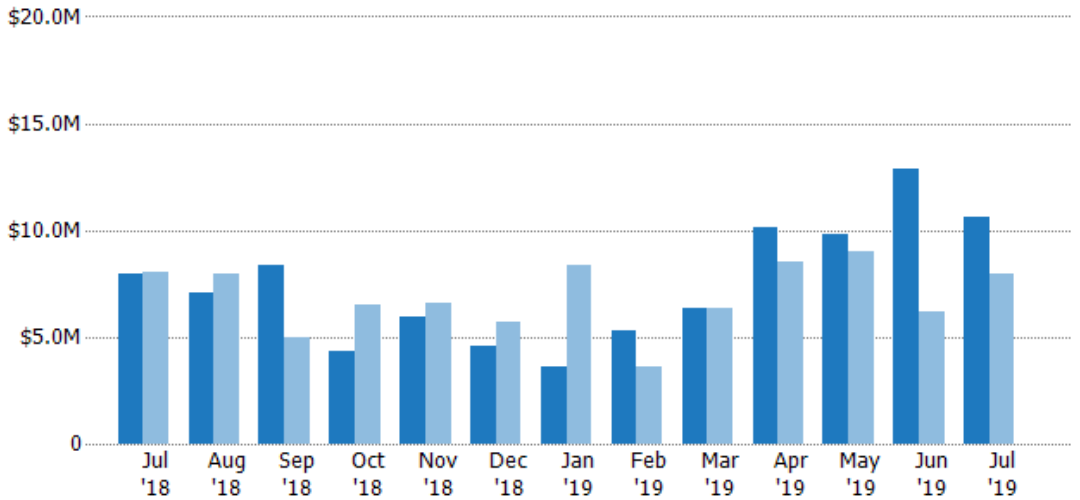
New Pending Sales Volume

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.
Jul '19	\$10.6M	32.6%
Jul '18	\$7.98M	-0.6%
Jul '17	\$8.03M	24.3%



Current Year	\$7.98M	\$7.1M	\$8.35M	\$4.37M	\$5.93M	\$4.6M	\$3.61M	\$5.29M	\$6.32M	\$10.1M	\$9.77M	\$12.8M	\$10.6M
Prior Year	\$8.03M	\$7.92M	\$4.96M	\$6.52M	\$6.57M	\$5.74M	\$8.36M	\$3.6M	\$6.32M	\$8.54M	\$9.04M	\$6.2M	\$7.98M
Percent Change from Prior Year	-1%	-10%	68%	-33%	-10%	-20%	-57%	47%	0%	18%	8%	107%	33%

Pending Sales

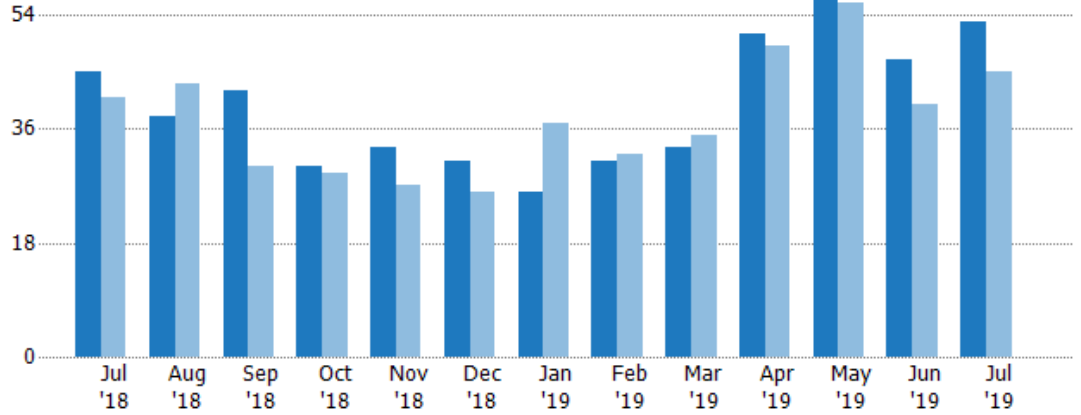
The number of residential properties with accepted offers that were available at the end each month.

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.
Jul '19	53	17.8%
Jul '18	45	9.8%
Jul '17	41	48.8%



Current Year	45	38	42	30	33	31	26	31	33	51	58	47	53
Prior Year	41	43	30	29	27	26	37	32	35	49	56	40	45
Percent Change from Prior Year	10%	-12%	40%	3%	22%	19%	-30%	-3%	-6%	4%	4%	18%	18%

Pending Sales Volume

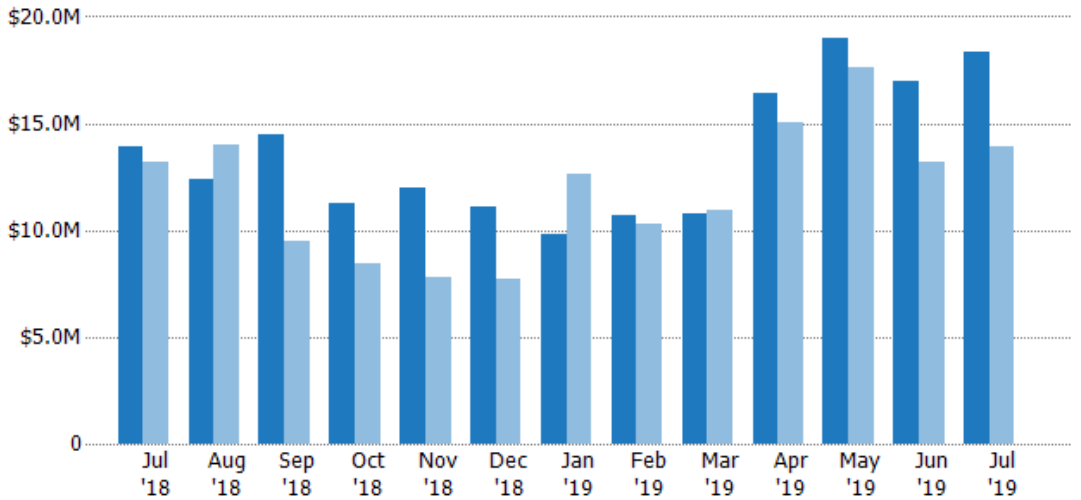
The sum of the sales price of residential properties with accepted offers that were available at the end of each month.

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.
Jul '19	\$18.3M	31.5%
Jul '18	\$13.9M	6%
Jul '17	\$13.2M	30.9%



Current Year	\$13.9M	\$12.4M	\$14.5M	\$11.3M	\$12M	\$11.1M	\$9.78M	\$10.7M	\$10.7M	\$16.4M	\$19M	\$16.9M	\$18.3M
Prior Year	\$13.2M	\$14M	\$9.51M	\$8.45M	\$7.77M	\$7.74M	\$12.6M	\$10.3M	\$10.9M	\$15M	\$17.6M	\$13.2M	\$13.9M
Percent Change from Prior Year	6%	-12%	52%	34%	54%	43%	-23%	4%	-2%	9%	8%	28%	32%

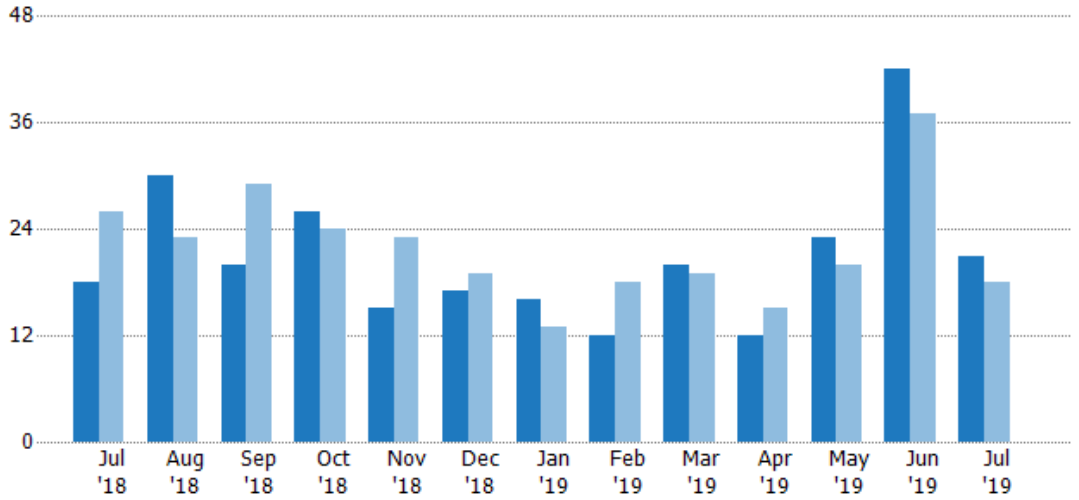
Closed Sales

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	Current Year	Prior Year	Percent Change from Prior Year
Jul '19	21	18	16.7%
Jul '18	18	26	-30.8%
Jul '17	26	26	-23.1%

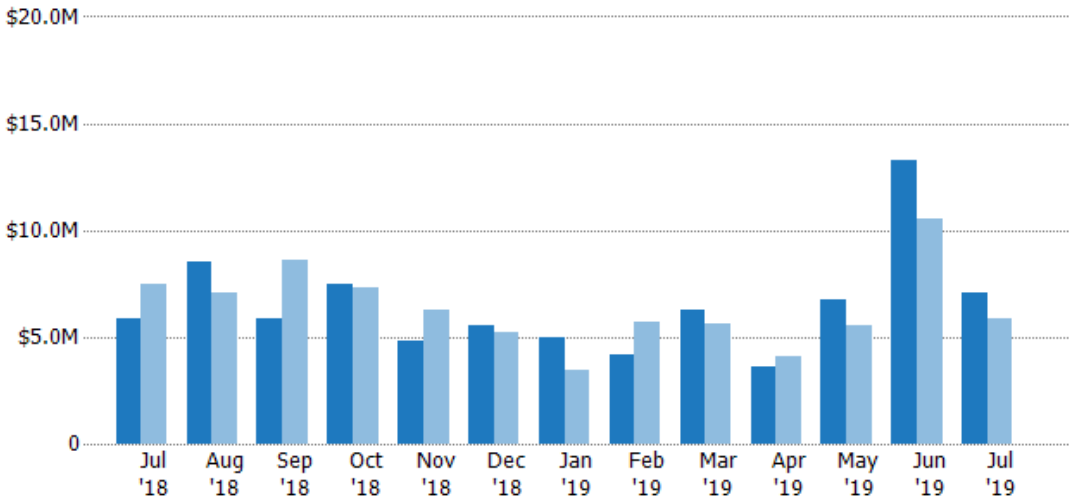
Closed Sales Volume

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



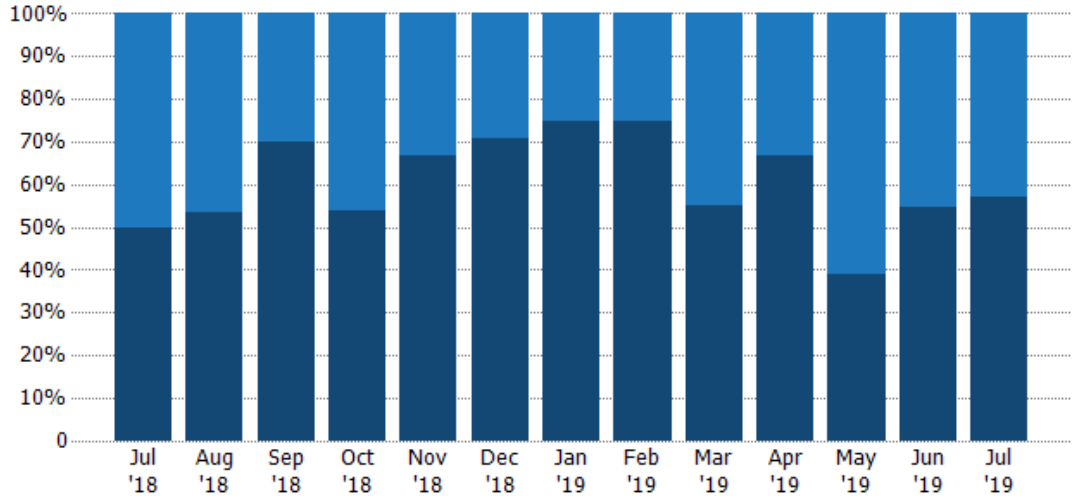
Month/Year	Current Year	Prior Year	Percent Change from Prior Year
Jul '19	\$7.04M	\$5.88M	19.8%
Jul '18	\$5.88M	\$7.46M	-21.2%
Jul '17	\$7.46M	\$7.46M	-30.7%

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



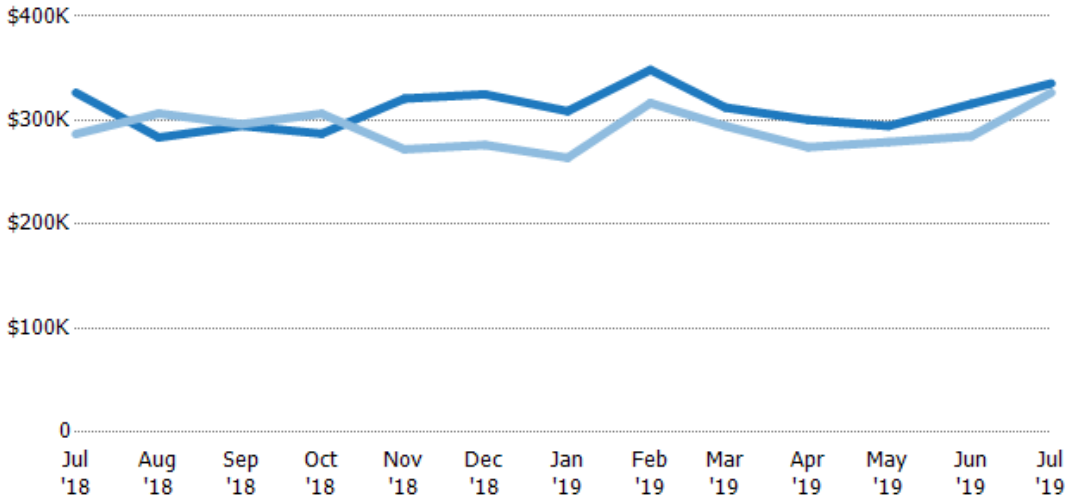
Condo/Townhouse	50%	47%	30%	46%	33%	29%	25%	25%	45%	33%	61%	45%	43%
Single Family Residence	50%	53%	70%	54%	67%	71%	75%	75%	55%	67%	39%	55%	57%

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



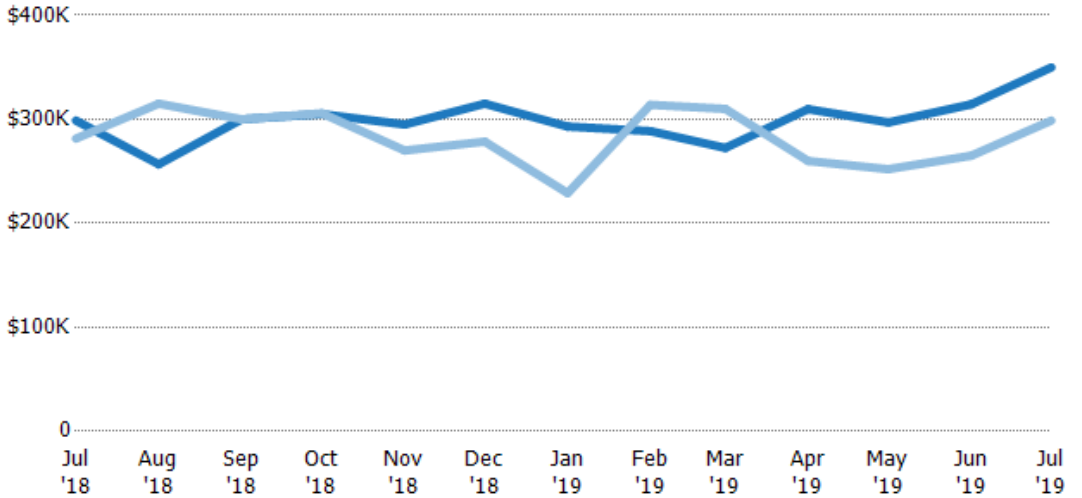
Current Year	\$327K	\$283K	\$295K	\$287K	\$321K	\$325K	\$309K	\$348K	\$312K	\$300K	\$294K	\$316K	\$335K
Prior Year	\$287K	\$306K	\$296K	\$306K	\$272K	\$276K	\$264K	\$317K	\$294K	\$274K	\$279K	\$285K	\$327K
Percent Change from Prior Year	14%	-7%	-1%	-6%	18%	18%	17%	10%	6%	10%	6%	11%	3%

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



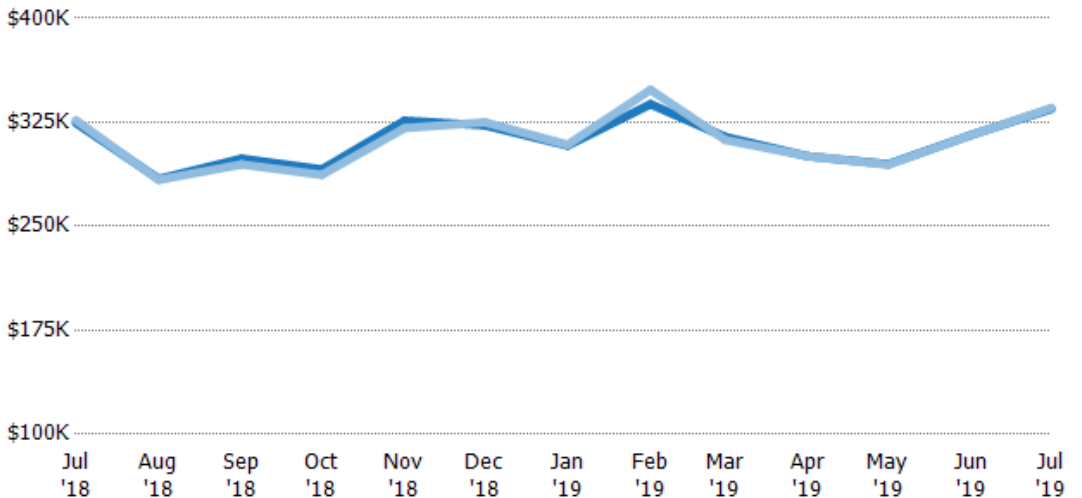
	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19
Current Year	\$299K	\$257K	\$300K	\$305K	\$295K	\$315K	\$293K	\$289K	\$272K	\$310K	\$297K	\$314K	\$350K
Prior Year	\$281K	\$315K	\$300K	\$306K	\$270K	\$279K	\$229K	\$314K	\$310K	\$260K	\$252K	\$265K	\$299K
Percent Change from Prior Year	6%	-18%	0%	0%	9%	13%	28%	-8%	-12%	19%	18%	19%	17%

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



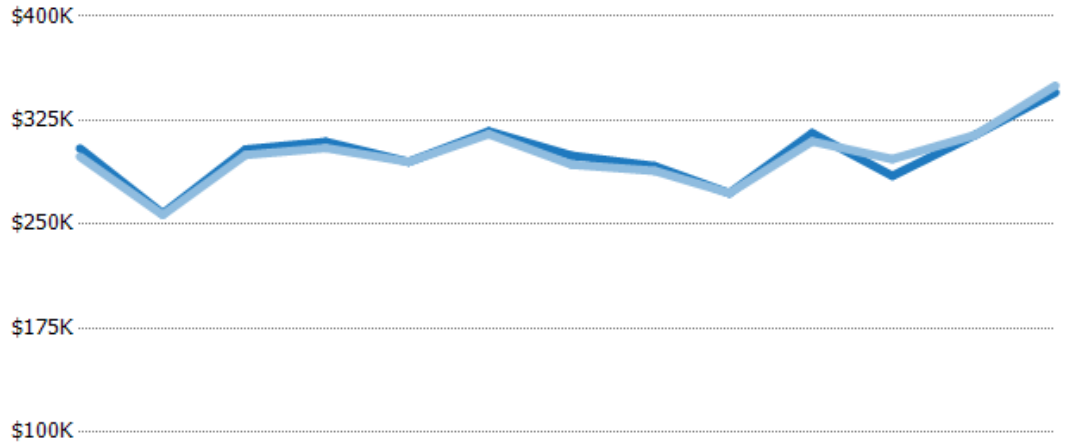
	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19
Avg List Price	\$325K	\$284K	\$299K	\$291K	\$326K	\$323K	\$308K	\$338K	\$314K	\$300K	\$295K	\$316K	\$335K
Avg Sales Price	\$327K	\$283K	\$295K	\$287K	\$321K	\$325K	\$309K	\$348K	\$312K	\$300K	\$294K	\$316K	\$335K
Avg Sales Price as a % of Avg List Price	101%	100%	99%	99%	98%	101%	100%	103%	99%	100%	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



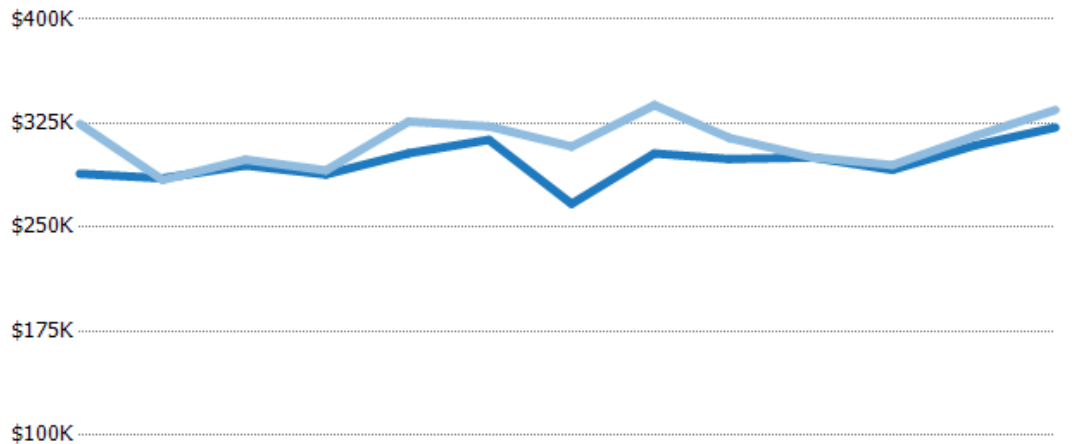
	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19
Median List Price	\$305K	\$258K	\$304K	\$309K	\$295K	\$317K	\$300K	\$292K	\$272K	\$316K	\$285K	\$314K	\$345K
Median Sales Price	\$299K	\$257K	\$300K	\$305K	\$295K	\$315K	\$293K	\$289K	\$272K	\$310K	\$297K	\$314K	\$350K
Med Sales Price as a % of Med List Price	98%	100%	99%	99%	100%	99%	98%	99%	100%	98%	104%	100%	101%

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



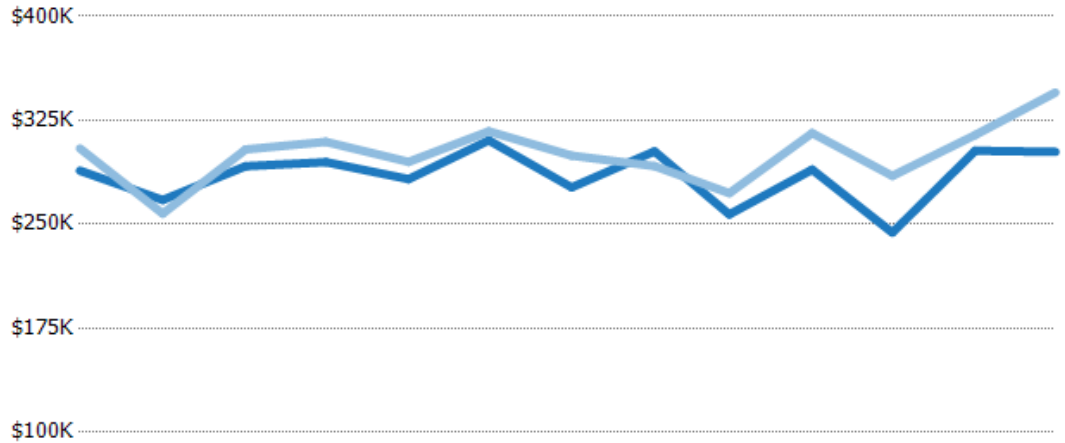
	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19
Avg Est Value	\$289K	\$285K	\$295K	\$288K	\$303K	\$313K	\$267K	\$303K	\$299K	\$300K	\$291K	\$309K	\$322K
Avg Sales Price	\$325K	\$284K	\$299K	\$291K	\$326K	\$323K	\$308K	\$338K	\$314K	\$300K	\$295K	\$316K	\$335K
Avg Sales Price as a % of Avg Est Value	112%	100%	101%	101%	108%	103%	115%	111%	105%	100%	101%	102%	104%

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



	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19
Median Est Value	\$289K	\$268K	\$292K	\$295K	\$283K	\$311K	\$277K	\$303K	\$257K	\$289K	\$244K	\$303K	\$302K
Median Sales Price	\$305K	\$258K	\$304K	\$309K	\$295K	\$317K	\$300K	\$292K	\$272K	\$316K	\$285K	\$314K	\$345K
Med Sales Price as a % of Med Est Value	106%	96%	104%	105%	104%	102%	108%	96%	106%	109%	117%	104%	114%