

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	Oct 2019	Oct 2018	+ / -	YTD 2019	YTD 2018	+ / -
Listing Activity Charts Metrics						
New Listing Count	27	17	+58.8%	288	286	+0.7%
New Listing Volume	\$7,681,012	\$5,582,477	+37.6%	\$93,577,112	\$88,342,338	+5.9%
Active Listing Count	57	79	-27.8%	N/A	N/A	
Active Listing Volume	\$21,706,913	\$28,849,477	-24.8%	N/A	N/A	
Average Listing Price	\$380,823	\$365,183	+4.3%	\$370,985	\$360,637	+2.9%
Median Listing Price	\$365,000	\$349,900	+4.3%	\$362,875	\$337,977	+7.4%
Median Days in RPR	72	90	-20%	85.5	63.27	+35.1%
Months of Inventory	1.8	4	-53.5%	3	2.7	+9.1%
Absorption Rate	54.39%	25.32%	+29.1%	33.64%	36.71%	-3.1%
Sales Activity Charts Metrics						
New Pending Sales Count	26	14	+85.7%	296	235	+26%
New Pending Sales Volume	\$7,633,799	\$4,366,480	+74.8%	\$92,306,826	\$70,874,875	+30.2%
Pending Sales Count	56	28	+100%	N/A	N/A	
Pending Sales Volume	\$18,676,996	\$10,871,702	+71.8%	N/A	N/A	
Closed Sales Count	27	26	+3.8%	232	217	+6.9%
Closed Sales Volume	\$8,689,087	\$7,464,287	+16.4%	\$73,817,720	\$62,410,718	+18.3%
Average Sales Price	\$321,818	\$287,088	+12.1%	\$318,180	\$287,607	+10.6%
Median Sales Price	\$310,000	\$305,000	+1.6%	\$307,619	\$277,675	+10.8%

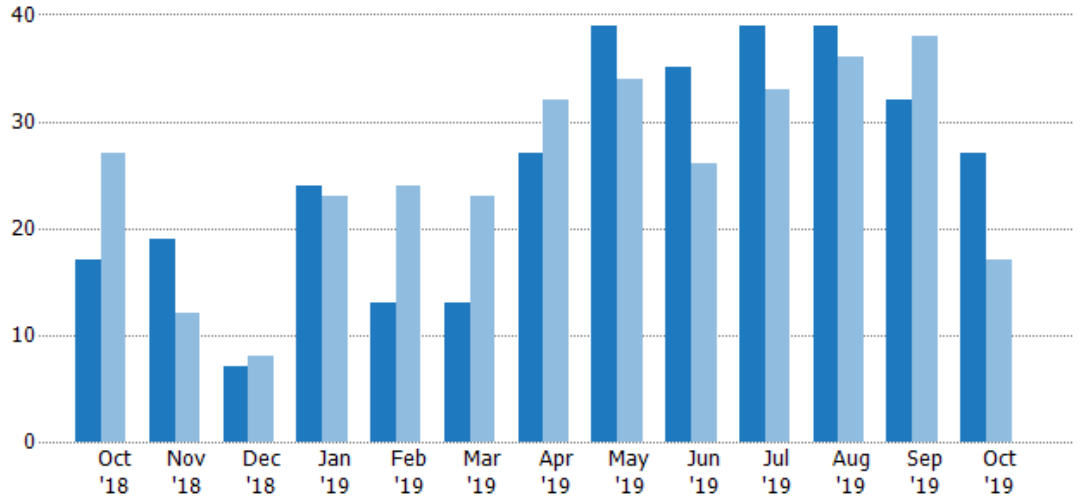
New Listings

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.
Oct '19	27	58.8%
Oct '18	17	-37%
Oct '17	27	-25.9%



Current Year	17	19	7	24	13	13	27	39	35	39	39	32	27
Prior Year	27	12	8	23	24	23	32	34	26	33	36	38	17
Percent Change from Prior Year	-37%	58%	-13%	4%	-46%	-43%	-16%	15%	35%	18%	8%	-16%	59%

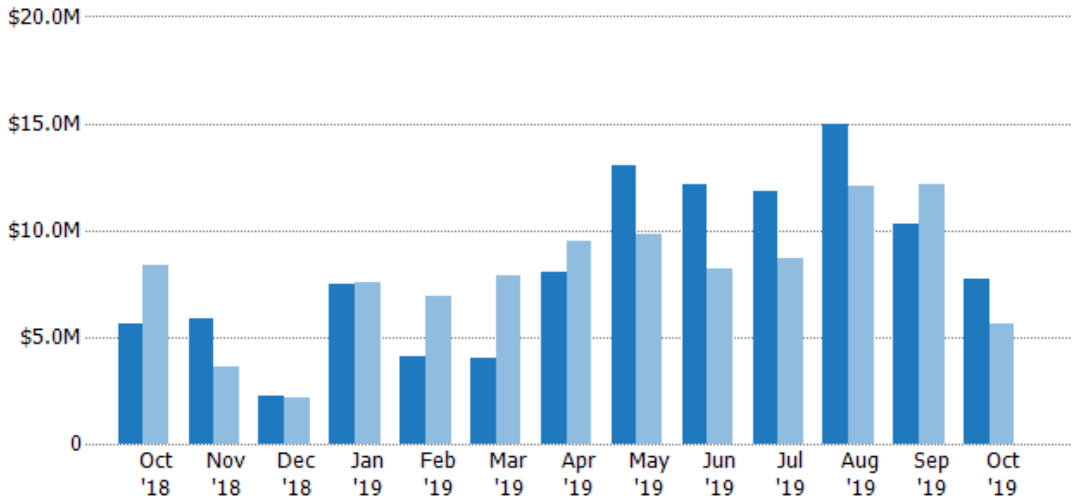
New Listing Volume

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.
Oct '19	\$7.68M	37.6%
Oct '18	\$5.58M	-33.3%
Oct '17	\$8.36M	-35.1%



Current Year	\$5.58M	\$5.83M	\$2.23M	\$7.44M	\$4.1M	\$4.03M	\$8.03M	\$13M	\$12.2M	\$11.8M	\$15M	\$10.3M	\$7.68M
Prior Year	\$8.36M	\$3.59M	\$2.19M	\$7.58M	\$6.92M	\$7.88M	\$9.49M	\$9.83M	\$8.21M	\$8.64M	\$12M	\$12.2M	\$5.58M
Percent Change from Prior Year	-33%	62%	2%	-2%	-41%	-49%	-15%	33%	48%	37%	24%	-16%	38%

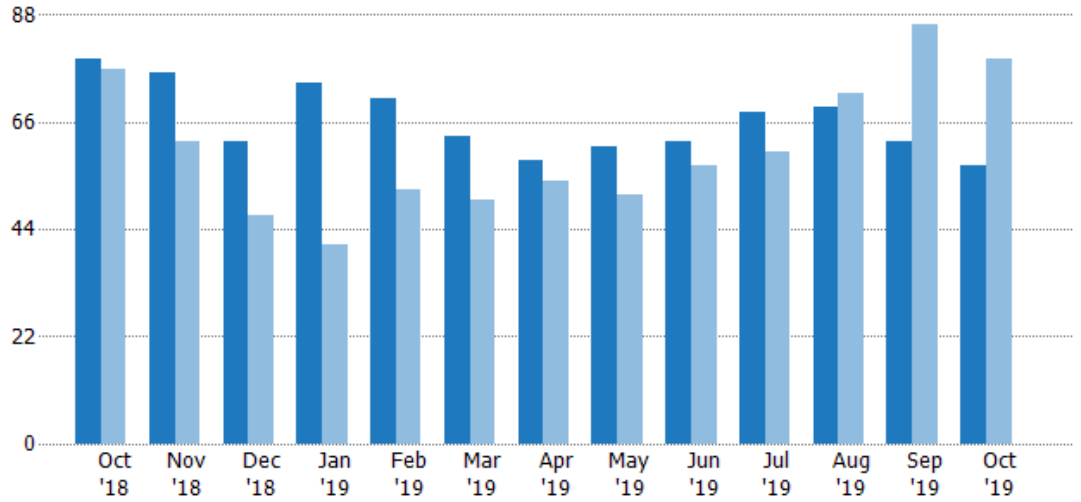
Active Listings

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.
Oct '19	57	-27.8%
Oct '18	79	2.6%
Oct '17	77	3.9%



	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19
Current Year	79	76	62	74	71	63	58	61	62	68	69	62	57
Prior Year	77	62	47	41	52	50	54	51	57	60	72	86	79
Percent Change from Prior Year	3%	23%	32%	80%	37%	26%	7%	20%	9%	13%	-4%	-28%	-28%

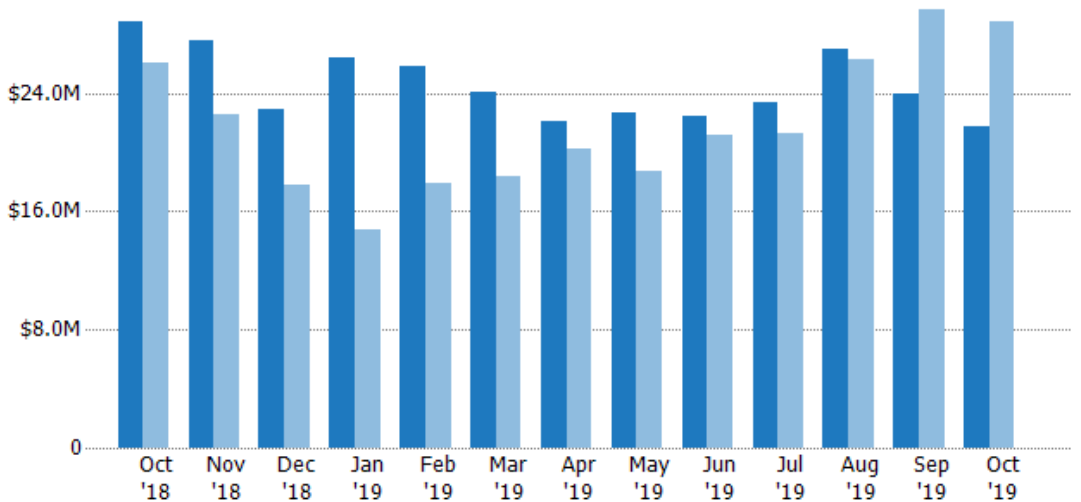
Active Listing Volume

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.
Oct '19	\$21.7M	-24.8%
Oct '18	\$28.8M	10.8%
Oct '17	\$26M	-4.9%



	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19
Current Year	\$28.8M	\$27.6M	\$22.9M	\$26.4M	\$25.8M	\$24M	\$22M	\$22.7M	\$22.4M	\$23.4M	\$26.9M	\$24M	\$21.7M
Prior Year	\$26M	\$22.5M	\$17.8M	\$14.8M	\$17.8M	\$18.4M	\$20.2M	\$18.7M	\$21.1M	\$21.3M	\$26.2M	\$29.7M	\$28.8M
Percent Change from Prior Year	11%	22%	28%	78%	44%	31%	9%	21%	6%	10%	3%	-19%	-25%

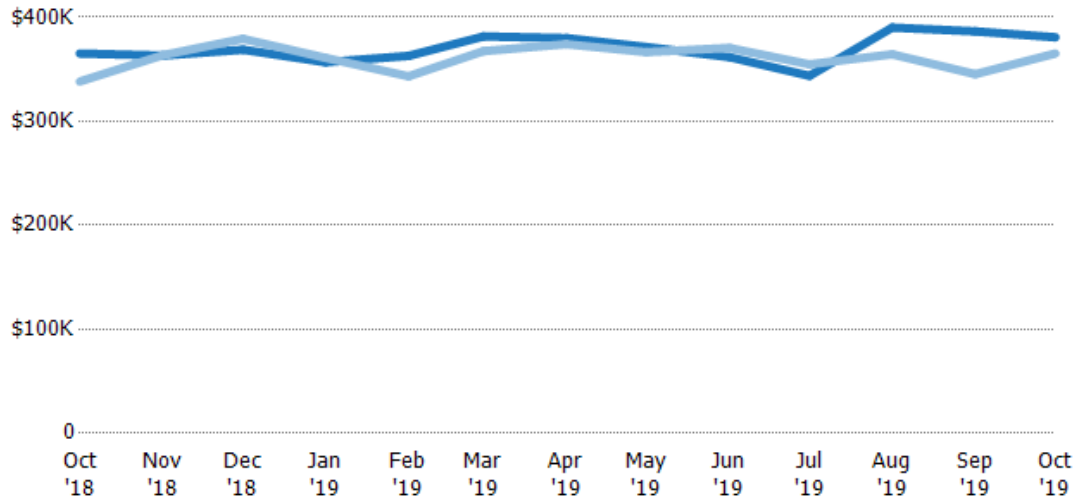
Average Listing Price

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.
Oct '19	\$381K	4.3%
Oct '18	\$365K	7.9%
Oct '17	\$338K	-8.5%



	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19
Current Year	\$365K	\$363K	\$369K	\$357K	\$363K	\$382K	\$380K	\$371K	\$362K	\$344K	\$390K	\$387K	\$381K
Prior Year	\$338K	\$363K	\$379K	\$361K	\$343K	\$367K	\$374K	\$366K	\$371K	\$355K	\$364K	\$345K	\$365K
Percent Change from Prior Year	8%	0%	-3%	-1%	6%	4%	2%	1%	-2%	-3%	7%	12%	4%

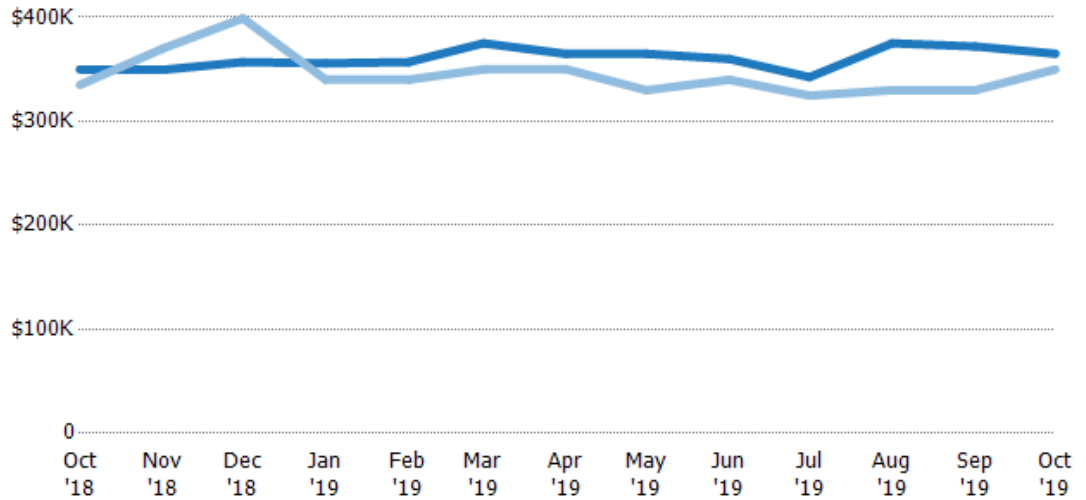
Median Listing Price

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.
Oct '19	\$365K	4.3%
Oct '18	\$350K	4.4%
Oct '17	\$335K	-7.5%



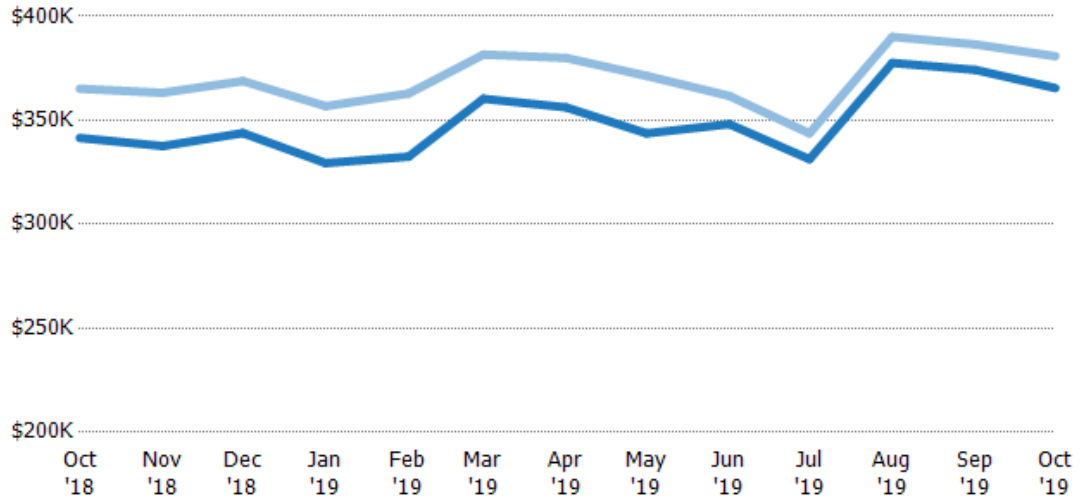
	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19
Current Year	\$350K	\$349K	\$357K	\$356K	\$357K	\$375K	\$365K	\$365K	\$360K	\$342K	\$375K	\$372K	\$365K
Prior Year	\$335K	\$370K	\$399K	\$340K	\$340K	\$350K	\$350K	\$330K	\$340K	\$325K	\$330K	\$330K	\$350K
Percent Change from Prior Year	4%	-6%	-11%	5%	5%	7%	4%	11%	6%	5%	14%	13%	4%

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

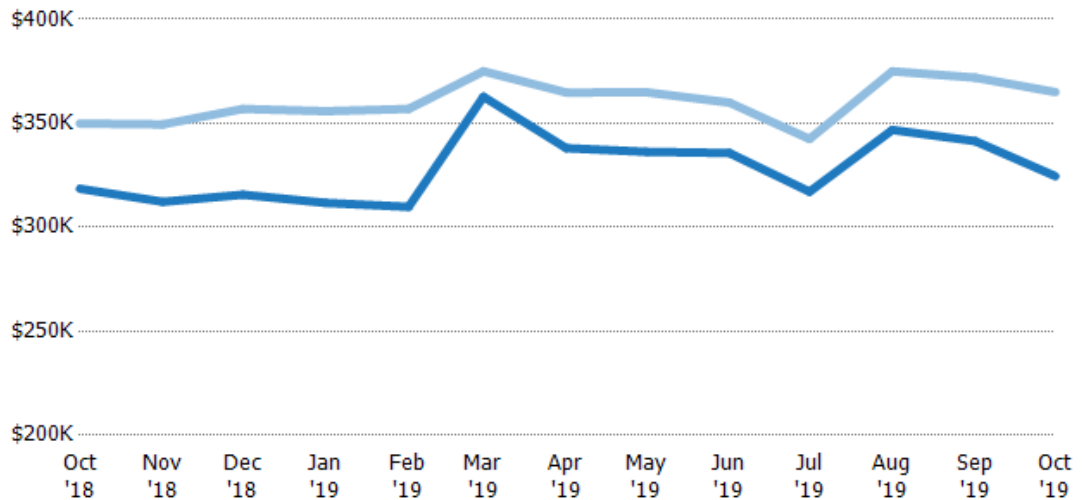


Median Listing Price vs Median Est Value

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



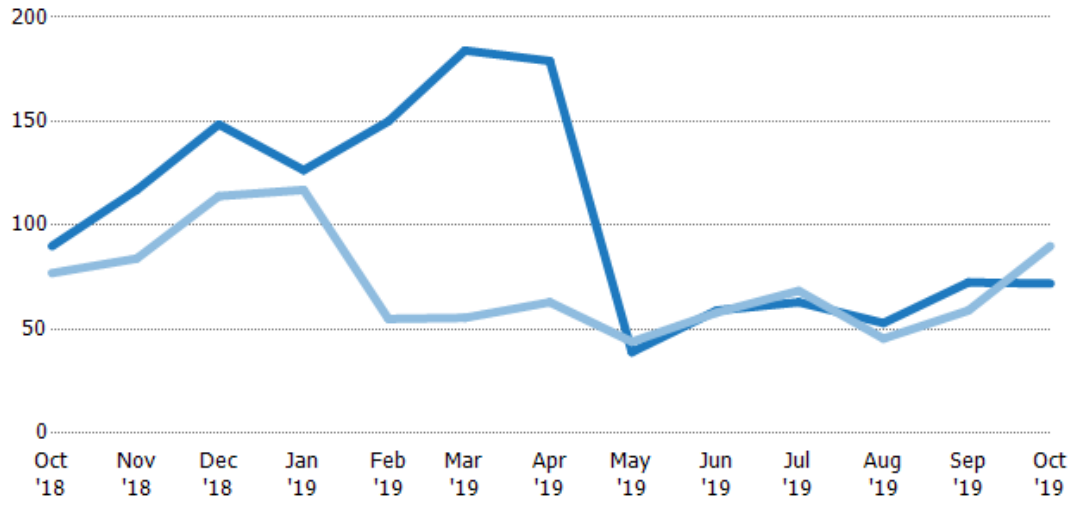
Median Days in RPR

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.
Oct '19	72	-20%
Oct '18	90	16.9%
Oct '17	77	25.3%



Current Year	90	117	149	127	150	184	179	39	59	63	53	72.5	72
Prior Year	77	84	114	117	55	55.5	63	44	58	68.5	45.5	59	90
Percent Change from Prior Year	17%	39%	30%	8%	173%	232%	184%	-11%	2%	-8%	16%	23%	-20%

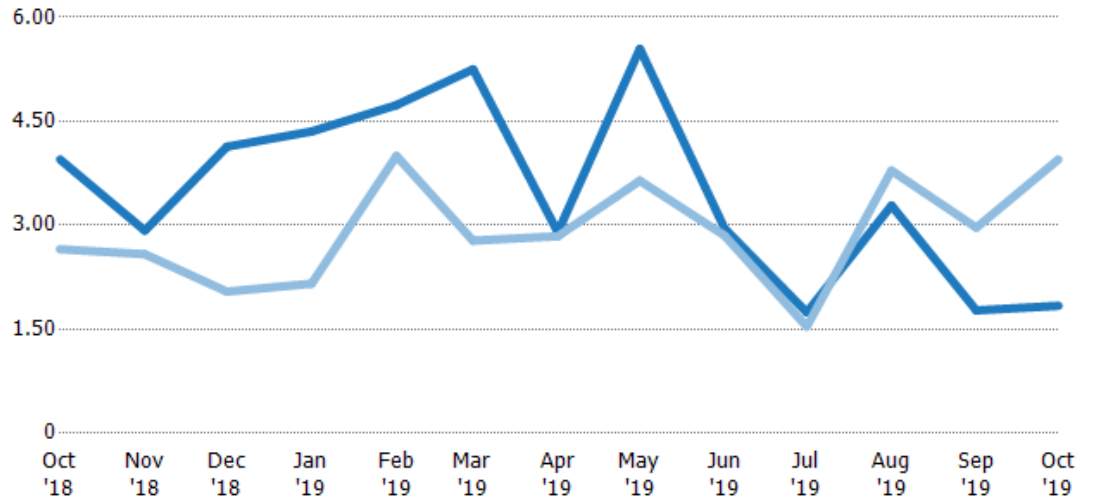
Months of Inventory

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.
Oct '19	1.84	-53.5%
Oct '18	3.95	48.8%
Oct '17	2.66	11.6%



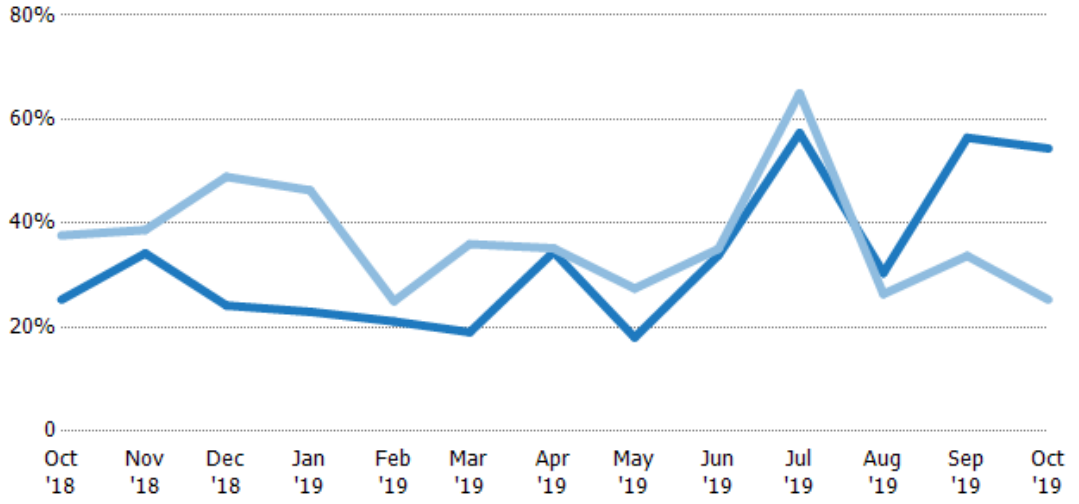
Current Year	3.95	2.92	4.13	4.35	4.73	5.25	2.9	5.55	2.95	1.74	3.29	1.77	1.84
Prior Year	2.66	2.58	2.04	2.16	4	2.78	2.84	3.64	2.85	1.54	3.79	2.97	3.95
Percent Change from Prior Year	49%	13%	102%	102%	18%	89%	2%	52%	4%	13%	-13%	-40%	-53%

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



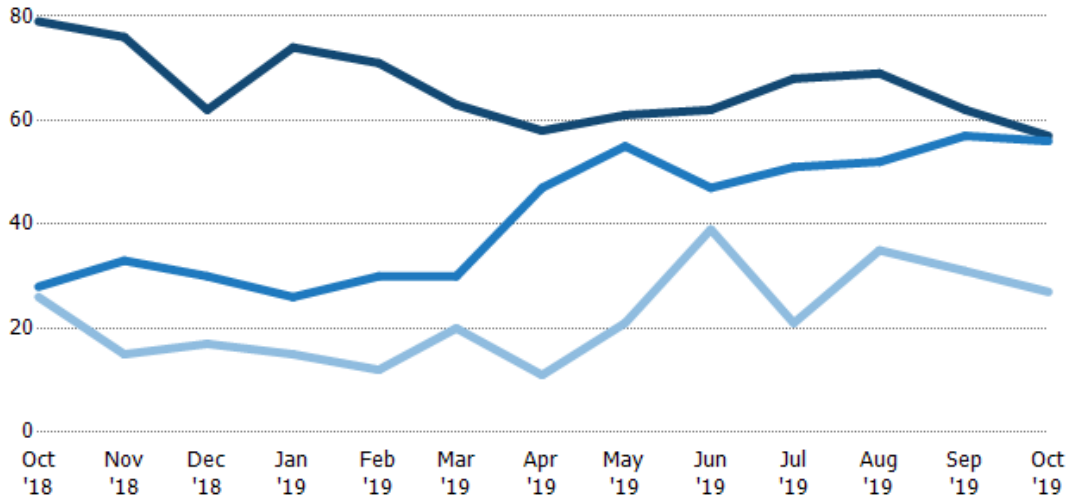
	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19
Current Year	25%	34%	24%	23%	21%	19%	34%	18%	34%	57%	30%	56%	54%
Prior Year	38%	39%	49%	46%	25%	36%	35%	27%	35%	65%	26%	34%	25%
Change from Prior Year	12%	4%	25%	23%	4%	17%	1%	9%	1%	8%	-4%	-23%	-29%

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



	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19
Active	79	76	62	74	71	63	58	61	62	68	69	62	57
Pending	28	33	30	26	30	30	47	55	47	51	52	57	56
Sold	26	15	17	15	12	20	11	21	39	21	35	31	27

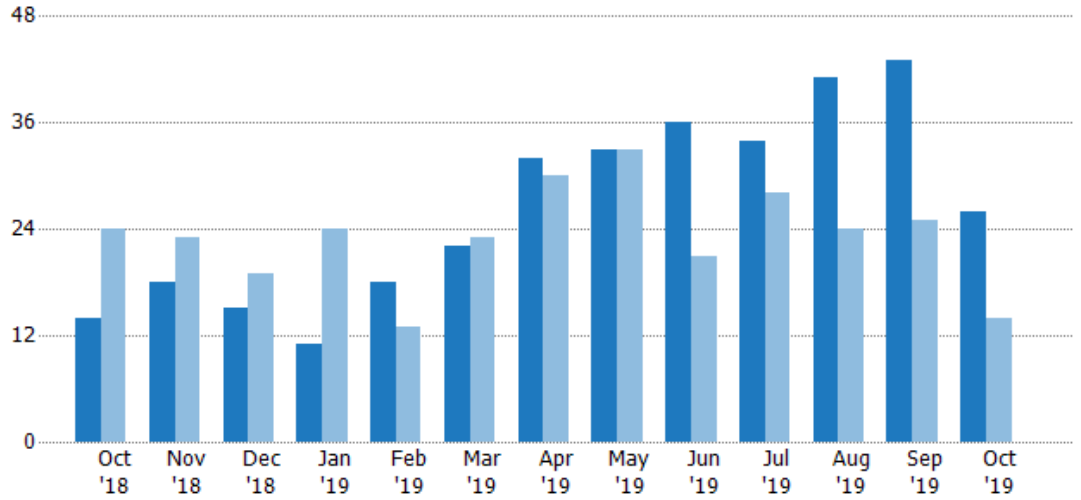
New Pending Sales

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.
Oct '19	26	85.7%
Oct '18	14	-41.7%
Oct '17	24	-4.2%



Current Year	14	18	15	11	18	22	32	33	36	34	41	43	26
Prior Year	24	23	19	24	13	23	30	33	21	28	24	25	14
Percent Change from Prior Year	-42%	-22%	-21%	-54%	38%	-4%	7%	0%	71%	21%	71%	72%	86%

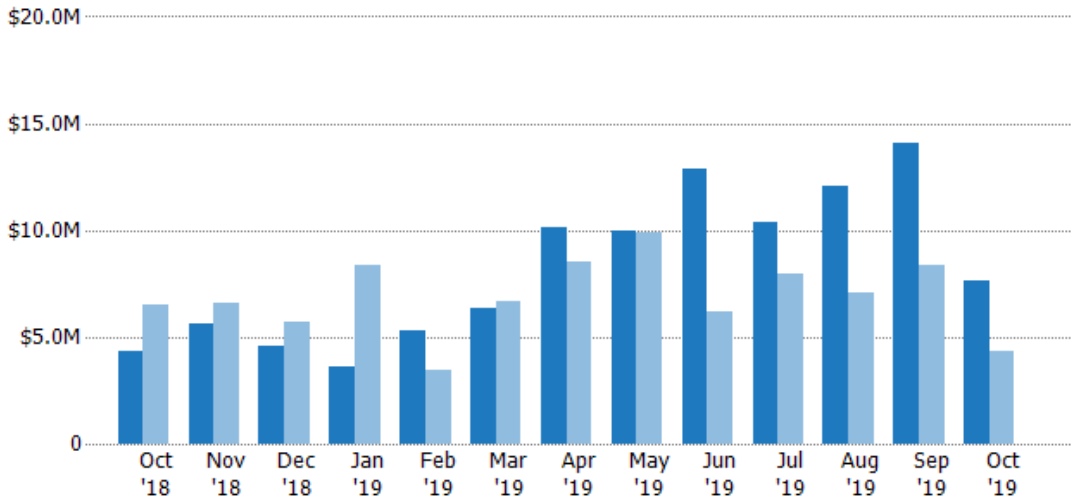
New Pending Sales Volume

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.
Oct '19	\$7.63M	74.8%
Oct '18	\$4.37M	-33%
Oct '17	\$6.52M	0.2%



Current Year	\$4.37M	\$5.59M	\$4.6M	\$3.61M	\$5.29M	\$6.32M	\$10.1M	\$9.95M	\$12.8M	\$10.4M	\$12.1M	\$14.1M	\$7.63M
Prior Year	\$6.52M	\$6.57M	\$5.74M	\$8.36M	\$3.44M	\$6.68M	\$8.54M	\$9.86M	\$6.2M	\$7.98M	\$7.1M	\$8.35M	\$4.37M
Percent Change from Prior Year	-33%	-15%	-20%	-57%	54%	-5%	18%	1%	107%	30%	70%	69%	75%

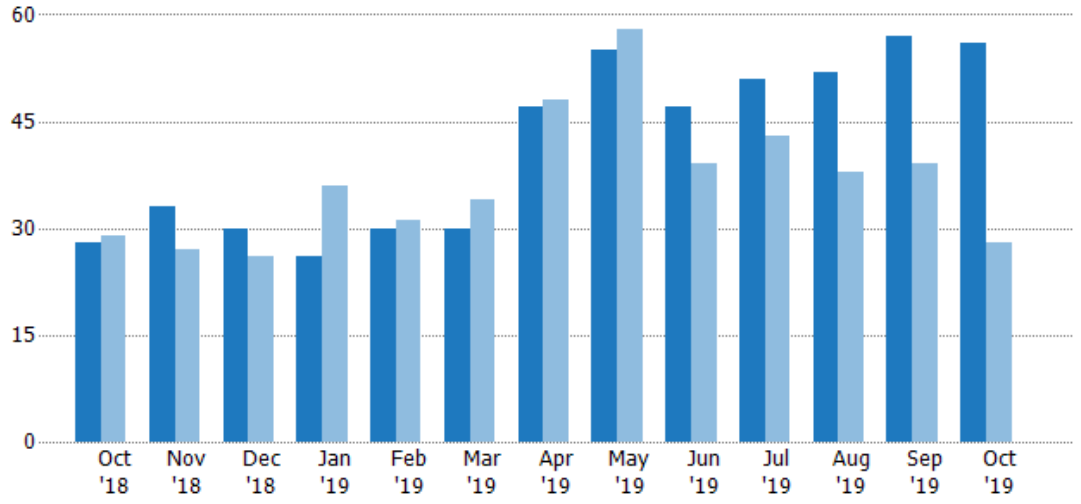
Pending Sales

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.
Oct '19	56	100%
Oct '18	28	-3.4%
Oct '17	29	62.1%



	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19
Current Year	28	33	30	26	30	30	47	55	47	51	52	57	56
Prior Year	29	27	26	36	31	34	48	58	39	43	38	39	28
Percent Change from Prior Year	-3%	22%	15%	-28%	-3%	-12%	-2%	-5%	21%	19%	37%	46%	100%

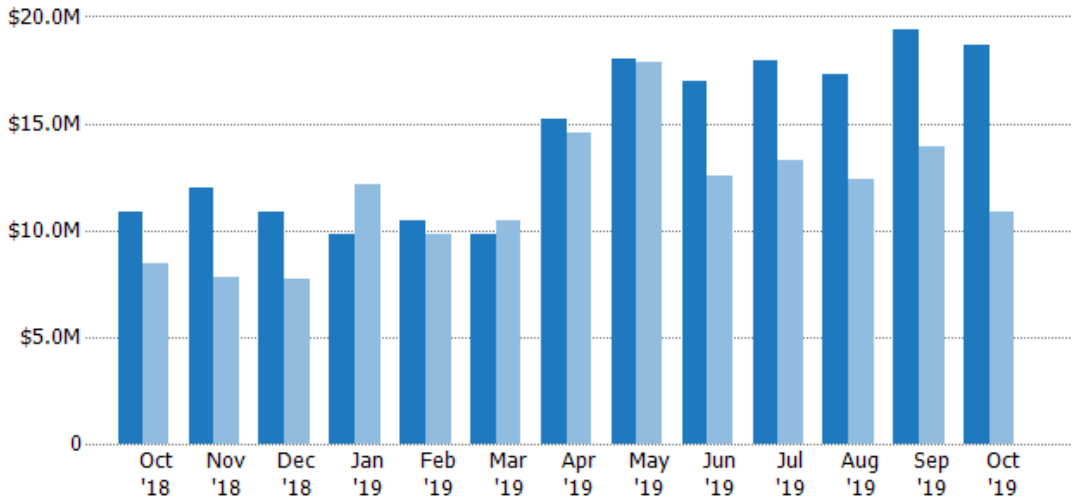
Pending Sales Volume

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.
Oct '19	\$18.7M	71.8%
Oct '18	\$10.9M	28.7%
Oct '17	\$8.45M	73.4%



	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19
Current Year	\$10.9M	\$12M	\$10.8M	\$9.78M	\$10.5M	\$9.81M	\$15.2M	\$18M	\$16.9M	\$17.9M	\$17.3M	\$19.4M	\$18.7M
Prior Year	\$8.45M	\$7.77M	\$7.74M	\$12.2M	\$9.82M	\$10.5M	\$14.5M	\$17.9M	\$12.5M	\$13.3M	\$12.4M	\$13.9M	\$10.9M
Percent Change from Prior Year	29%	54%	40%	-20%	7%	-6%	5%	1%	35%	35%	40%	39%	72%

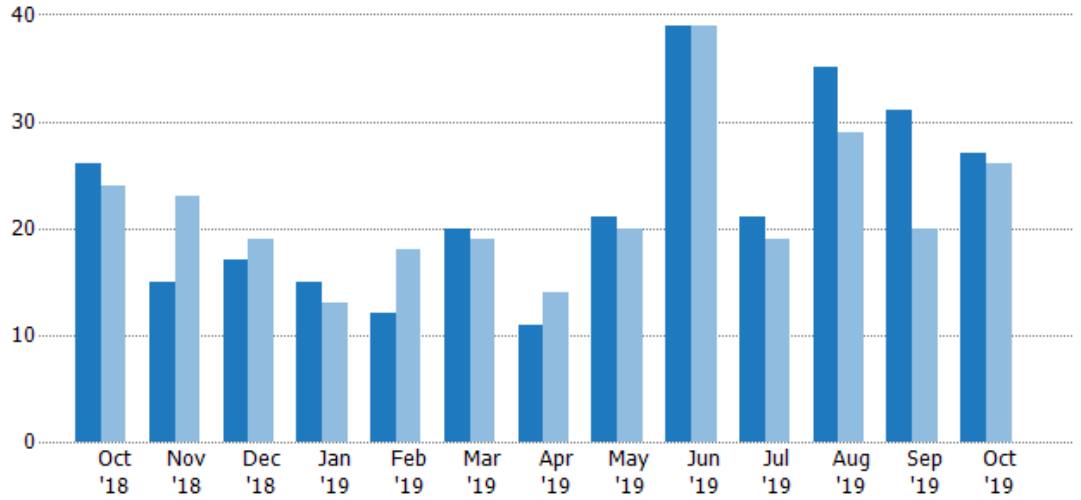
Closed Sales

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.
Oct '19	27	3.8%
Oct '18	26	8.3%
Oct '17	24	50%



Current Year	26	15	17	15	12	20	11	21	39	21	35	31	27
Prior Year	24	23	19	13	18	19	14	20	39	19	29	20	26
Percent Change from Prior Year	8%	-35%	-11%	15%	-33%	5%	-21%	5%	0%	11%	21%	55%	4%

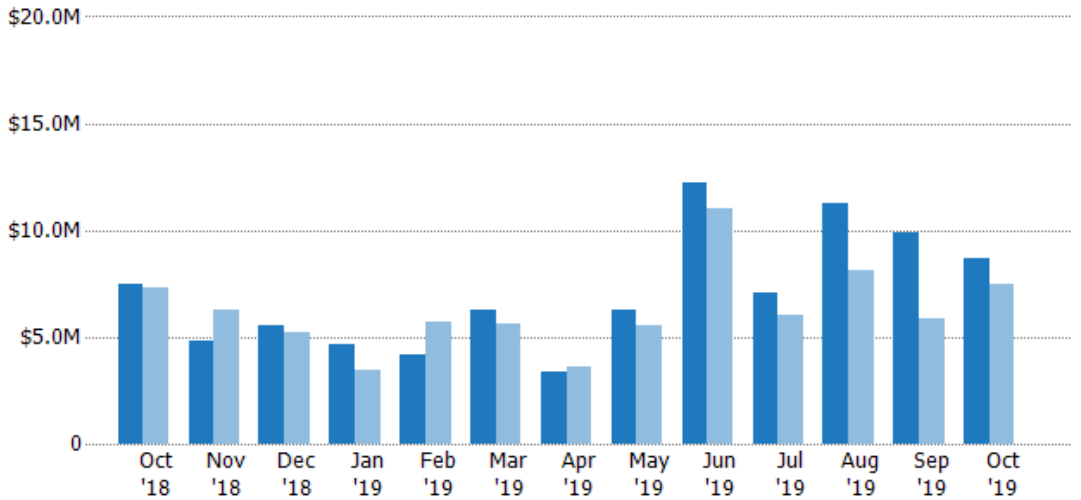
Closed Sales Volume

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.
Oct '19	\$8.69M	16.4%
Oct '18	\$7.46M	1.5%
Oct '17	\$7.35M	35.6%



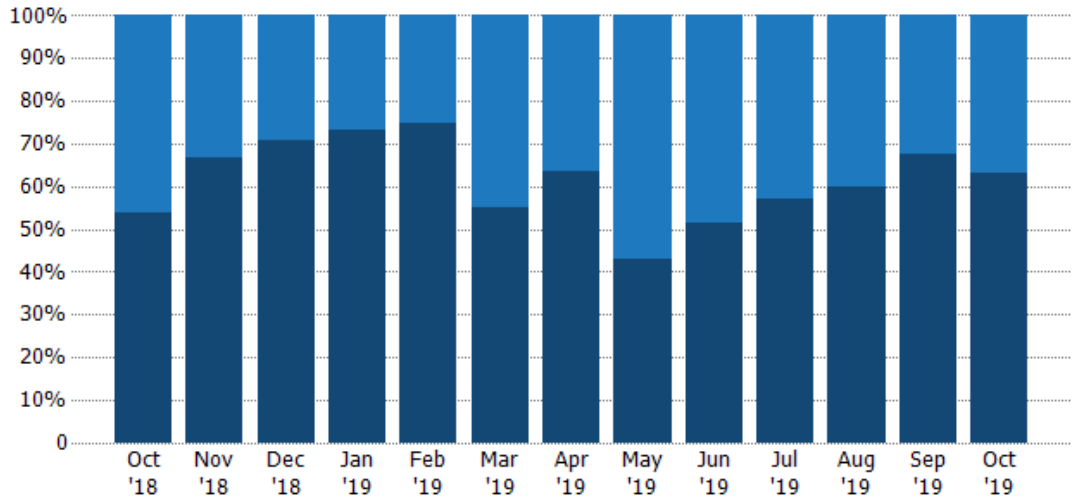
Current Year	\$7.46M	\$4.81M	\$5.52M	\$4.66M	\$4.18M	\$6.25M	\$3.36M	\$6.25M	\$12.2M	\$7.04M	\$11.3M	\$9.88M	\$8.69M
Prior Year	\$7.35M	\$6.26M	\$5.25M	\$3.43M	\$5.7M	\$5.59M	\$3.63M	\$5.58M	\$11M	\$6M	\$8.08M	\$5.89M	\$7.46M
Percent Change from Prior Year	2%	-23%	5%	36%	-27%	12%	-8%	12%	11%	17%	39%	68%	16%

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



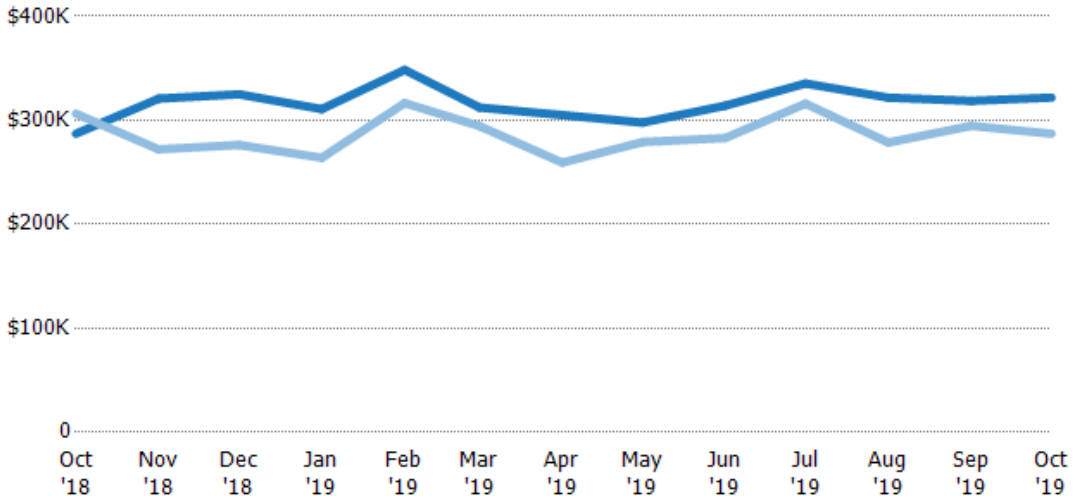
Condo/Townhouse	46%	33%	29%	27%	25%	45%	36%	57%	49%	43%	40%	32%	37%
Single Family Residence	54%	67%	71%	73%	75%	55%	64%	43%	51%	57%	60%	68%	63%

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	\$287K	\$321K	\$325K	\$311K	\$348K	\$312K	\$305K	\$298K	\$314K	\$335K	\$322K	\$319K	\$322K
Prior Year	\$306K	\$272K	\$276K	\$264K	\$317K	\$294K	\$259K	\$279K	\$283K	\$316K	\$279K	\$295K	\$287K
Percent Change from Prior Year	-6%	18%	18%	18%	10%	6%	18%	7%	11%	6%	15%	8%	12%

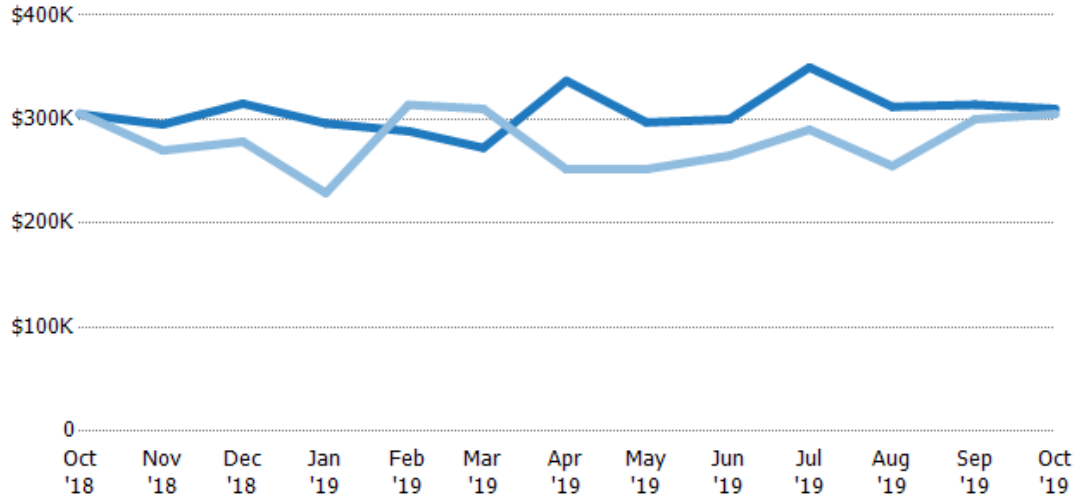
Median Sales Price

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.
Oct '19	\$310K	1.6%
Oct '18	\$305K	-0.2%
Oct '17	\$306K	-10.5%



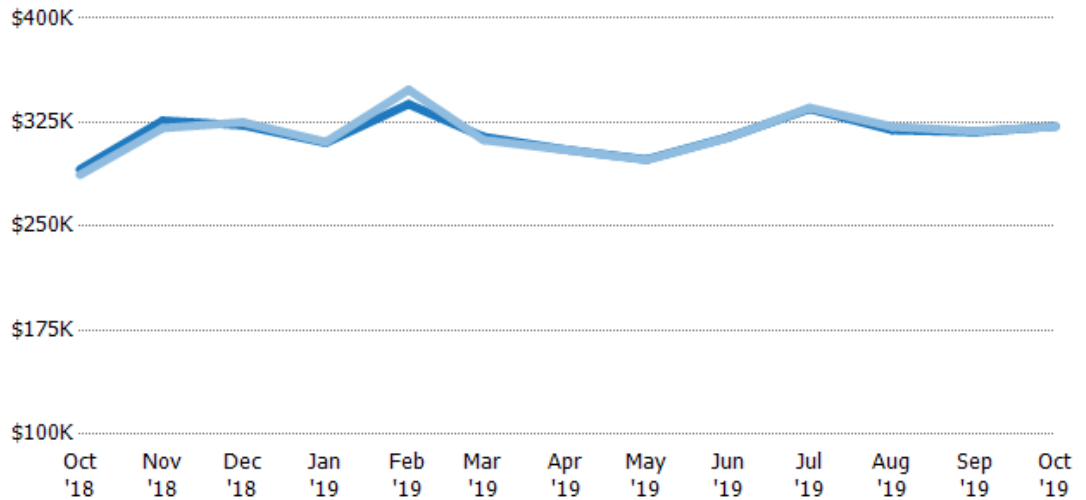
	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19
Current Year	\$305K	\$295K	\$315K	\$296K	\$289K	\$272K	\$337K	\$297K	\$300K	\$350K	\$312K	\$314K	\$310K
Prior Year	\$306K	\$270K	\$279K	\$229K	\$314K	\$310K	\$252K	\$252K	\$265K	\$290K	\$255K	\$300K	\$305K
Percent Change from Prior Year	0%	9%	13%	29%	-8%	-12%	34%	18%	13%	21%	22%	5%	2%

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



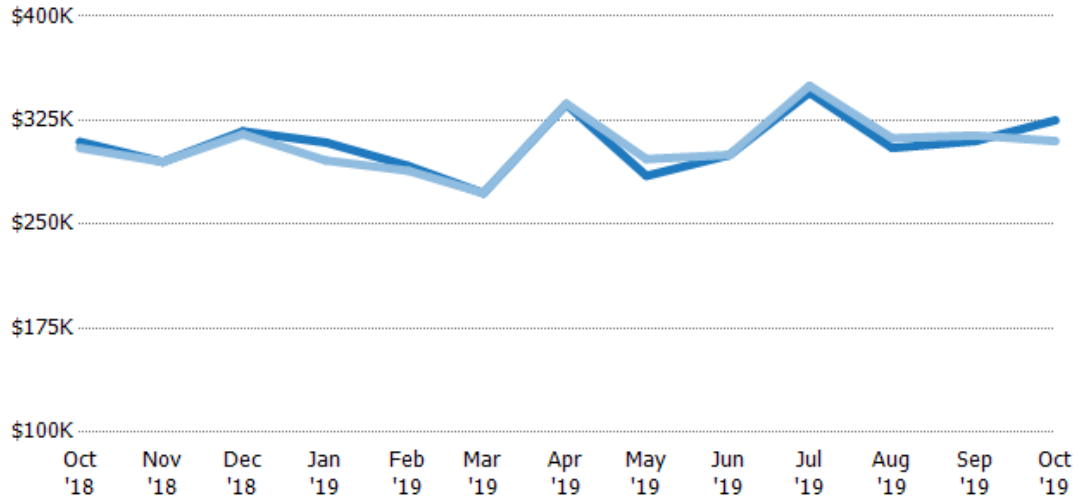
	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19
Avg List Price	\$291K	\$326K	\$323K	\$310K	\$338K	\$314K	\$305K	\$298K	\$314K	\$335K	\$319K	\$318K	\$322K
Avg Sales Price	\$287K	\$321K	\$325K	\$311K	\$348K	\$312K	\$305K	\$298K	\$314K	\$335K	\$322K	\$319K	\$322K
Avg Sales Price as a % of Avg List Price	99%	98%	101%	100%	103%	99%	100%	100%	100%	100%	101%	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



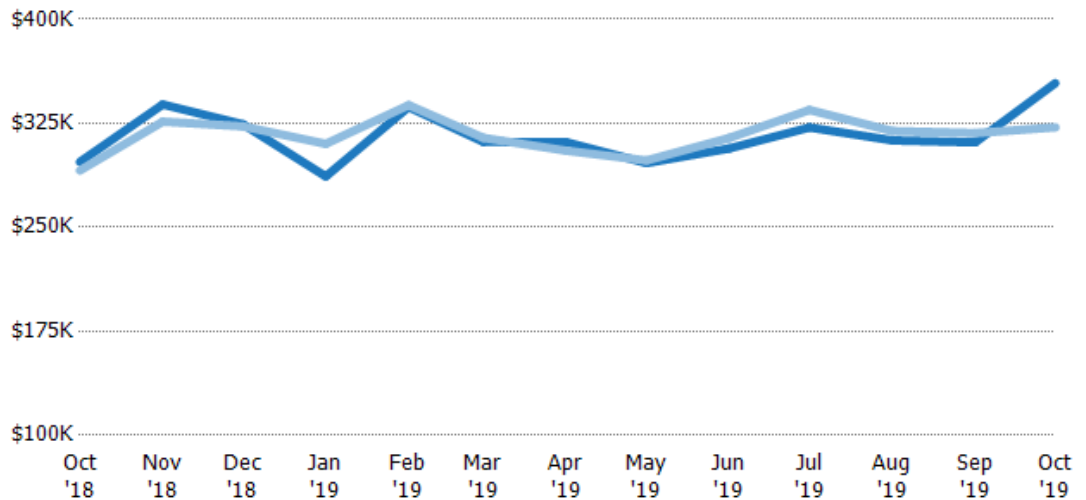
	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19
Median List Price	\$309K	\$295K	\$317K	\$309K	\$292K	\$272K	\$337K	\$285K	\$300K	\$345K	\$305K	\$310K	\$325K
Median Sales Price	\$305K	\$295K	\$315K	\$296K	\$289K	\$272K	\$337K	\$297K	\$300K	\$350K	\$312K	\$314K	\$310K
Med Sales Price as a % of Med List Price	99%	100%	99%	96%	99%	100%	100%	104%	100%	101%	102%	101%	95%

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



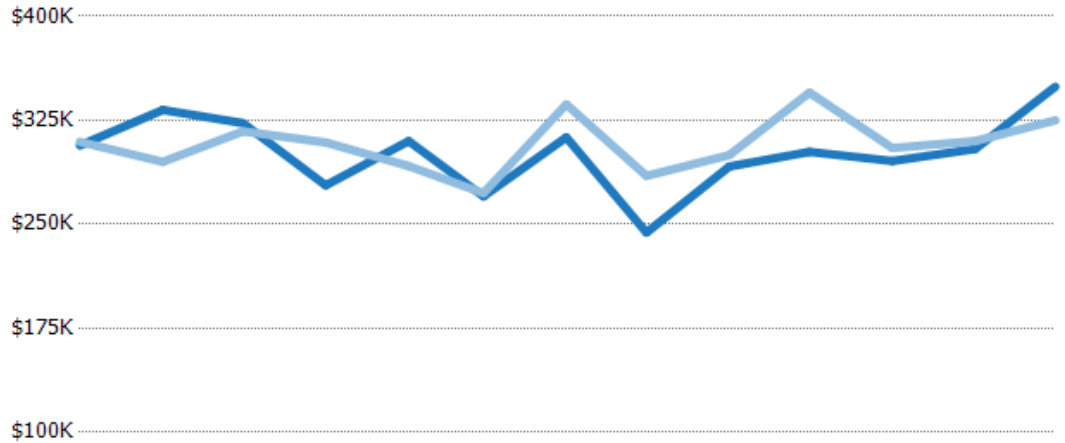
	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19
Avg Est Value	\$297K	\$339K	\$324K	\$287K	\$337K	\$312K	\$311K	\$296K	\$307K	\$322K	\$313K	\$311K	\$354K
Avg Sales Price	\$291K	\$326K	\$323K	\$310K	\$338K	\$314K	\$305K	\$298K	\$314K	\$335K	\$319K	\$318K	\$322K
Avg Sales Price as a % of Avg Est Value	98%	96%	100%	108%	100%	101%	98%	101%	102%	104%	102%	102%	91%

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



	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19
Median Est Value	\$307K	\$332K	\$323K	\$278K	\$310K	\$270K	\$313K	\$244K	\$292K	\$302K	\$296K	\$304K	\$349K
Median Sales Price	\$309K	\$295K	\$317K	\$309K	\$292K	\$272K	\$337K	\$285K	\$300K	\$345K	\$305K	\$310K	\$325K
Med Sales Price as a % of Med Est Value	101%	89%	98%	111%	94%	101%	108%	117%	103%	114%	103%	102%	93%