

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	Sep 2019	Sep 2018	+ / -	YTD 2019	YTD 2018	+ / -
Listing Activity Charts Metrics						
New Listing Count	32	38	-15.8%	261	269	-3%
New Listing Volume	\$10,274,560	\$12,166,913	-15.6%	\$85,896,100	\$82,759,861	+3.8%
Active Listing Count	62	86	-27.9%	N/A	N/A	
Active Listing Volume	\$23,963,024	\$29,695,680	-19.3%	N/A	N/A	
Average Listing Price	\$386,500	\$345,299	+11.9%	\$370,031	\$359,950	+2.8%
Median Listing Price	\$371,950	\$329,900	+12.7%	\$362,669	\$336,176	+7.9%
Median Days in RPR	72.5	59	+22.9%	87.28	59.64	+46.4%
Months of Inventory	1.8	3	-40.3%	3.1	2.7	+16%
Absorption Rate	56.45%	33.72%	+22.7%	32.48%	37.67%	-5.2%
Sales Activity Charts Metrics						
New Pending Sales Count	43	25	+72%	270	221	+22.2%
New Pending Sales Volume	\$14,111,310	\$8,350,383	+69%	\$84,673,027	\$66,508,395	+27.3%
Pending Sales Count	57	39	+46.2%	N/A	N/A	
Pending Sales Volume	\$19,359,046	\$13,886,322	+39.4%	N/A	N/A	
Closed Sales Count	31	20	+55%	205	191	+7.3%
Closed Sales Volume	\$9,877,470	\$5,892,378	+67.6%	\$65,128,633	\$54,946,431	+18.5%
Average Sales Price	\$318,628	\$294,619	+8.1%	\$317,701	\$287,678	+10.4%
Median Sales Price	\$314,000	\$300,000	+4.7%	\$307,305	\$273,955	+12.2%

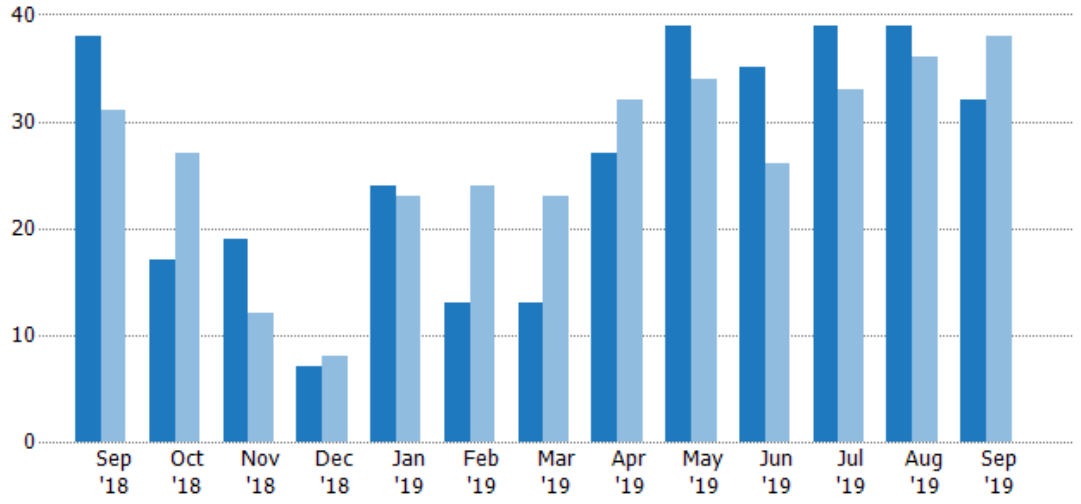
New Listings

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.
Sep '19	32	-15.8%
Sep '18	38	22.6%
Sep '17	31	-6.5%



	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19
Current Year	38	17	19	7	24	13	13	27	39	35	39	39	32
Prior Year	31	27	12	8	23	24	23	32	34	26	33	36	38
Percent Change from Prior Year	23%	-37%	58%	-13%	4%	-46%	-43%	-16%	15%	35%	18%	8%	-16%

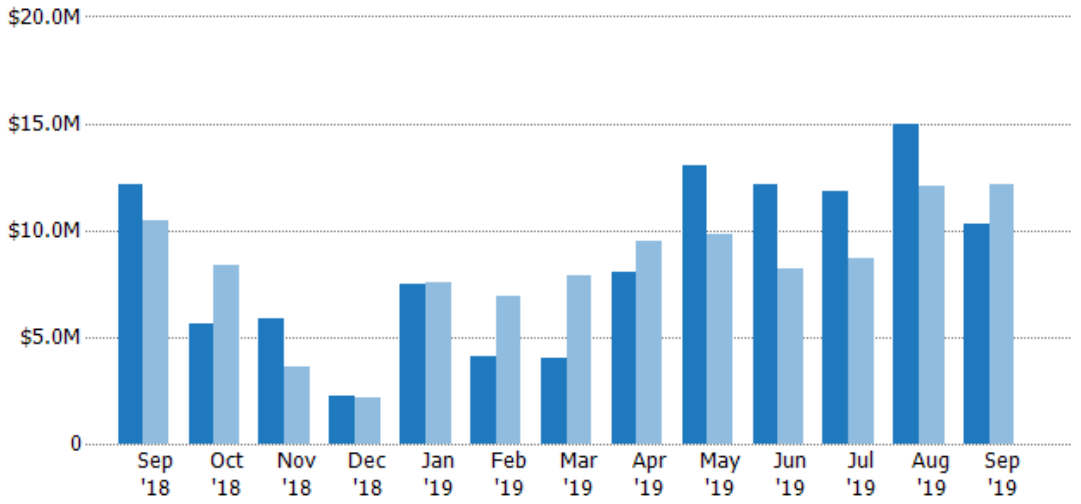
New Listing Volume

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.
Sep '19	\$10.3M	-15.6%
Sep '18	\$12.2M	16.7%
Sep '17	\$10.4M	-9%



	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19
Current Year	\$12.2M	\$5.58M	\$5.83M	\$2.23M	\$7.44M	\$4.1M	\$4.03M	\$8.03M	\$13M	\$12.2M	\$11.8M	\$15M	\$10.3M
Prior Year	\$10.4M	\$8.36M	\$3.59M	\$2.19M	\$7.58M	\$6.92M	\$7.88M	\$9.49M	\$9.83M	\$8.21M	\$8.64M	\$12M	\$12.2M
Percent Change from Prior Year	17%	-33%	62%	2%	-2%	-41%	-49%	-15%	33%	48%	37%	24%	-16%

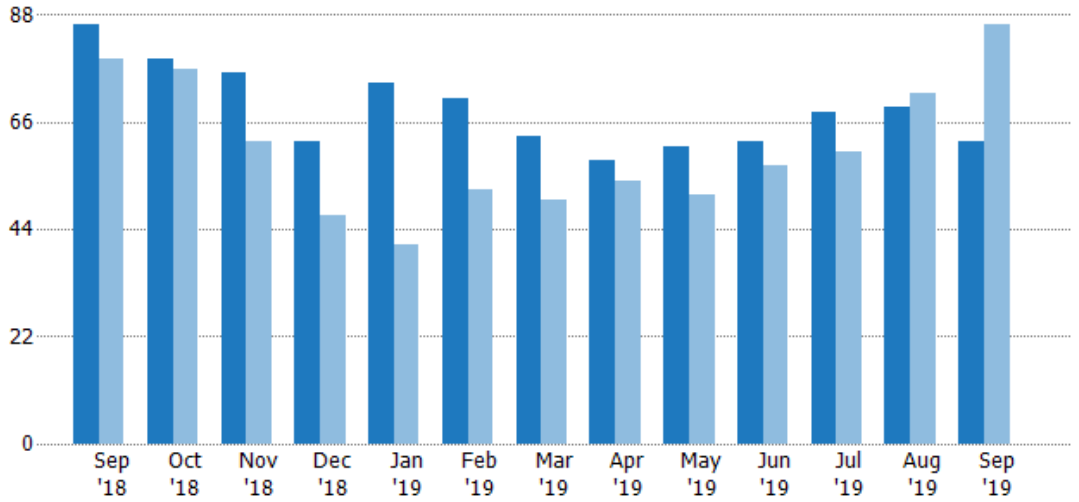
Active Listings

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.
Sep '19	62	-27.9%
Sep '18	86	8.9%
Sep '17	79	6.3%



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

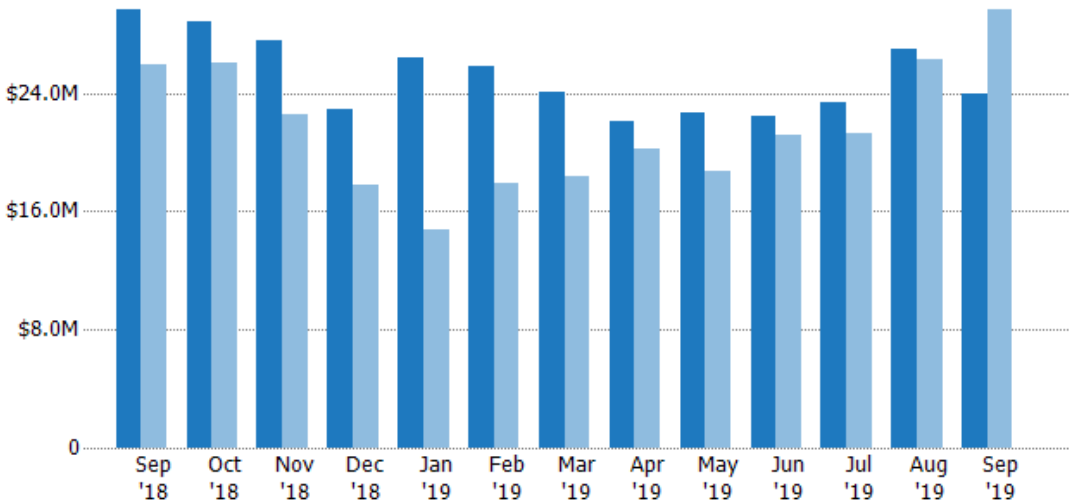
Active Listing Volume

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.
Sep '19	\$24M	-19.3%
Sep '18	\$29.7M	14.6%
Sep '17	\$25.9M	-0.3%



	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19
Current Year	\$29.7M	\$28.8M	\$27.6M	\$22.9M	\$26.4M	\$25.8M	\$24M	\$22M	\$22.7M	\$22.4M	\$23.4M	\$26.9M	\$24M
Prior Year	\$25.9M	\$26M	\$22.5M	\$17.8M	\$14.8M	\$17.8M	\$18.4M	\$20.2M	\$18.7M	\$21.1M	\$21.3M	\$26.2M	\$29.7M
Percent Change from Prior Year	15%	11%	22%	28%	78%	44%	31%	9%	21%	6%	10%	3%	-19%

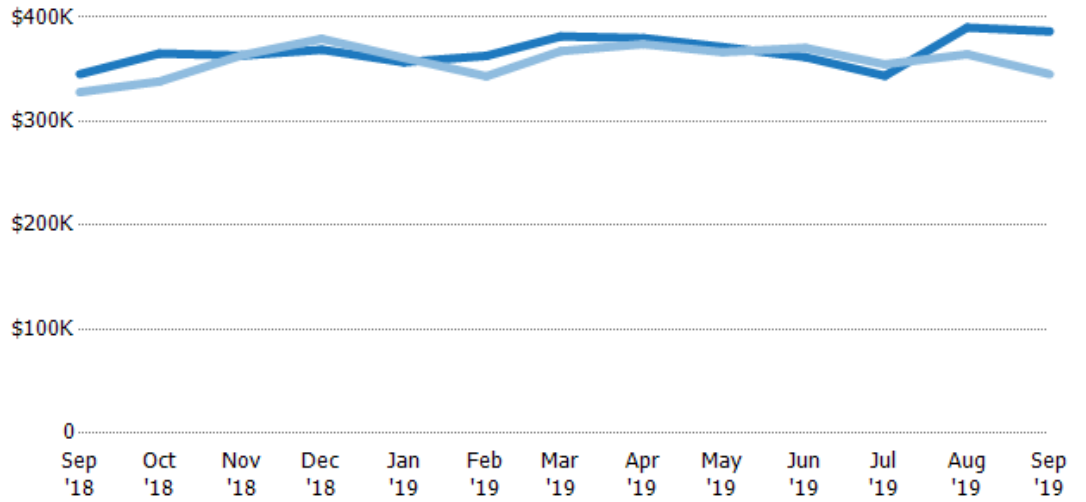
Average Listing Price

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.
Sep '19	\$387K	11.9%
Sep '18	\$345K	5.3%
Sep '17	\$328K	-6.2%



Current Year	\$345K	\$365K	\$363K	\$369K	\$357K	\$363K	\$382K	\$380K	\$371K	\$362K	\$344K	\$390K	\$387K
Prior Year	\$328K	\$338K	\$363K	\$379K	\$361K	\$343K	\$367K	\$374K	\$366K	\$371K	\$355K	\$364K	\$345K
Percent Change from Prior Year	5%	8%	0%	-3%	-1%	6%	4%	2%	1%	-2%	-3%	7%	12%

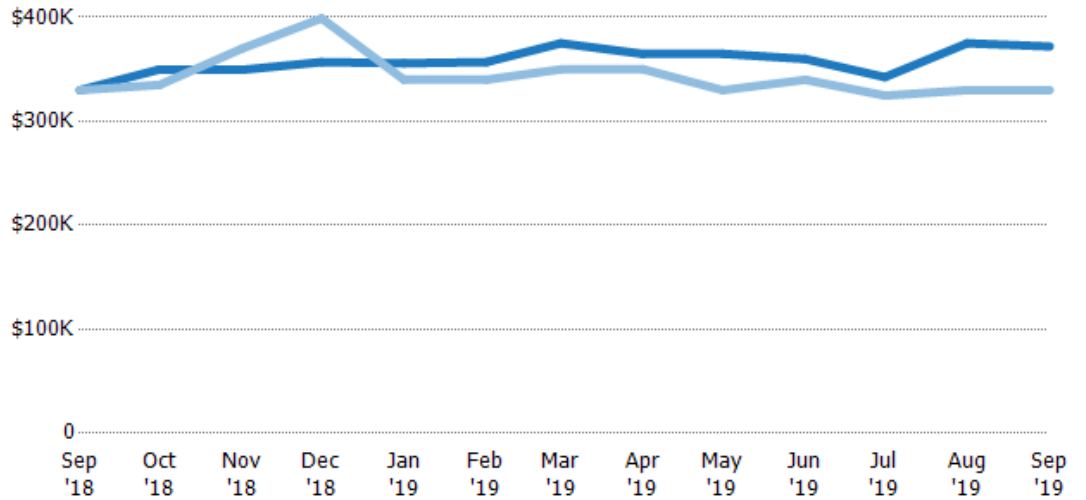
Median Listing Price

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.
Sep '19	\$372K	12.7%
Sep '18	\$330K	0%
Sep '17	\$330K	-6.1%



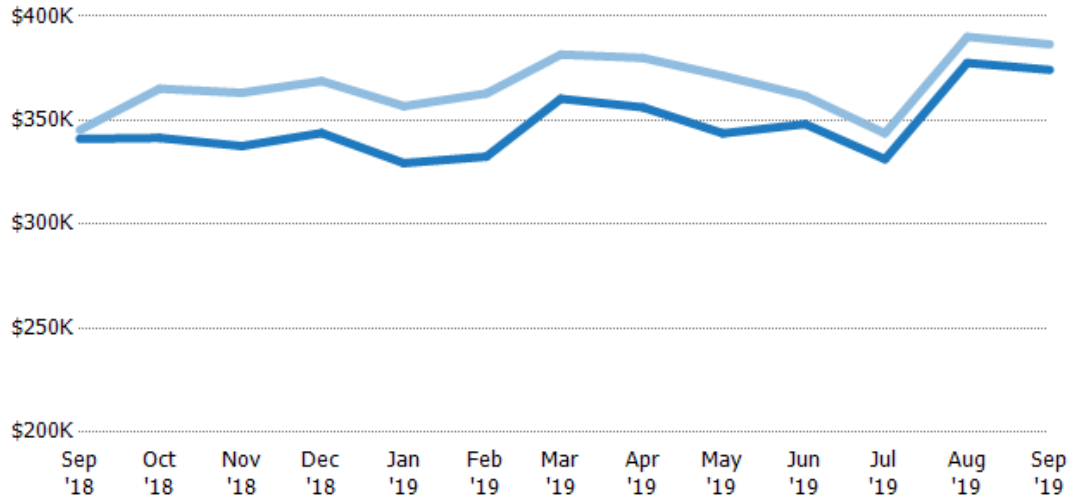
Current Year	\$330K	\$350K	\$349K	\$357K	\$356K	\$357K	\$375K	\$365K	\$365K	\$360K	\$342K	\$375K	\$372K
Prior Year	\$330K	\$335K	\$370K	\$399K	\$340K	\$340K	\$350K	\$350K	\$330K	\$340K	\$325K	\$330K	\$330K
Percent Change from Prior Year	0%	4%	-6%	-11%	5%	5%	7%	4%	11%	6%	5%	14%	13%

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



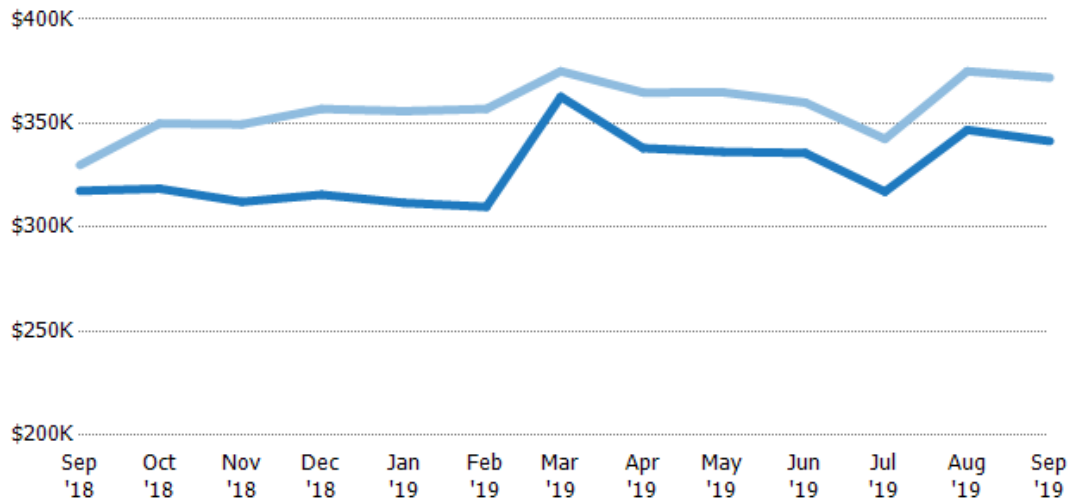
	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19
Avg Est Value	\$341K	\$342K	\$338K	\$344K	\$329K	\$333K	\$360K	\$356K	\$344K	\$348K	\$331K	\$378K	\$374K
Avg Listing Price	\$345K	\$365K	\$363K	\$369K	\$357K	\$363K	\$382K	\$380K	\$371K	\$362K	\$344K	\$390K	\$387K
Avg Listing Price as a % of Avg Est Value	101%	107%	108%	107%	108%	109%	106%	107%	108%	104%	104%	103%	103%

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



	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19
Median Est Value	\$318K	\$319K	\$312K	\$316K	\$312K	\$310K	\$363K	\$338K	\$336K	\$336K	\$317K	\$347K	\$341K
Median Listing Price	\$330K	\$350K	\$349K	\$357K	\$356K	\$357K	\$375K	\$365K	\$365K	\$360K	\$342K	\$375K	\$372K
Med Listing Price as a % of Med Est Value	104%	110%	112%	113%	114%	115%	103%	108%	109%	107%	108%	108%	109%

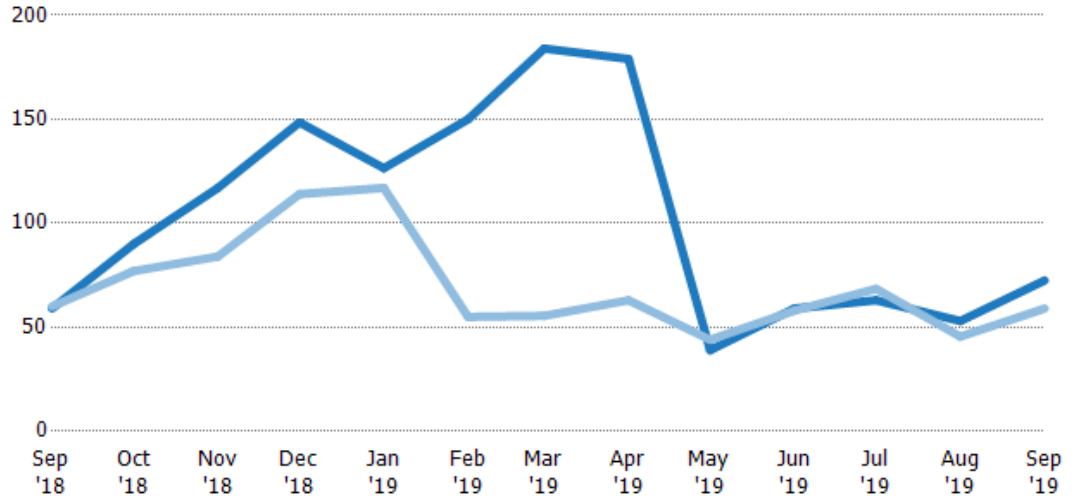
Median Days in RPR

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.
Sep '19	72.5	22.9%
Sep '18	59	-1.7%
Sep '17	60	20.8%



Current Year	59	90	117	149	127	150	184	179	39	59	63	53	72.5
Prior Year	60	77	84	114	117	55	55.5	63	44	58	68.5	45.5	59
Percent Change from Prior Year	-2%	17%	39%	30%	8%	173%	232%	184%	-11%	2%	-8%	16%	23%

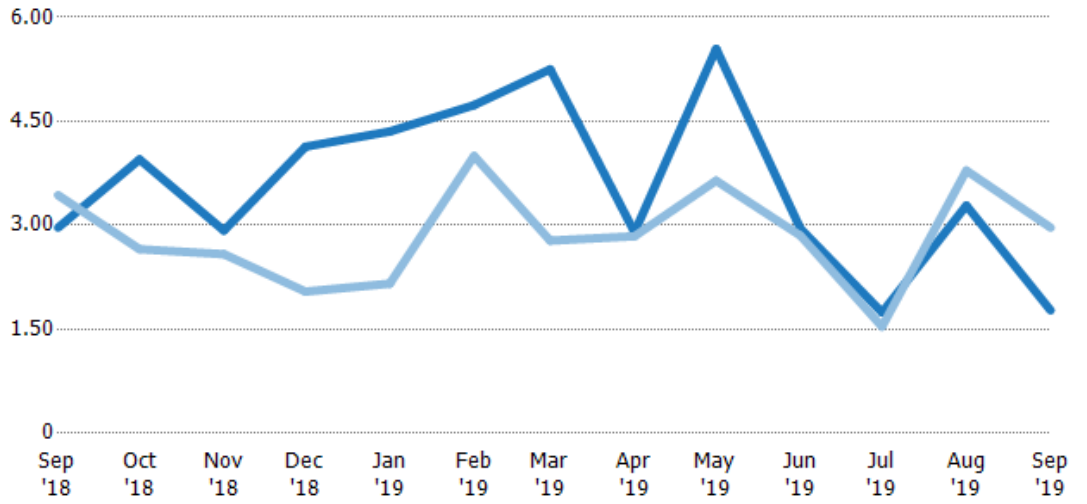
Months of Inventory

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.
Sep '19	1.77	-40.3%
Sep '18	2.97	-13.7%
Sep '17	3.43	-21.1%



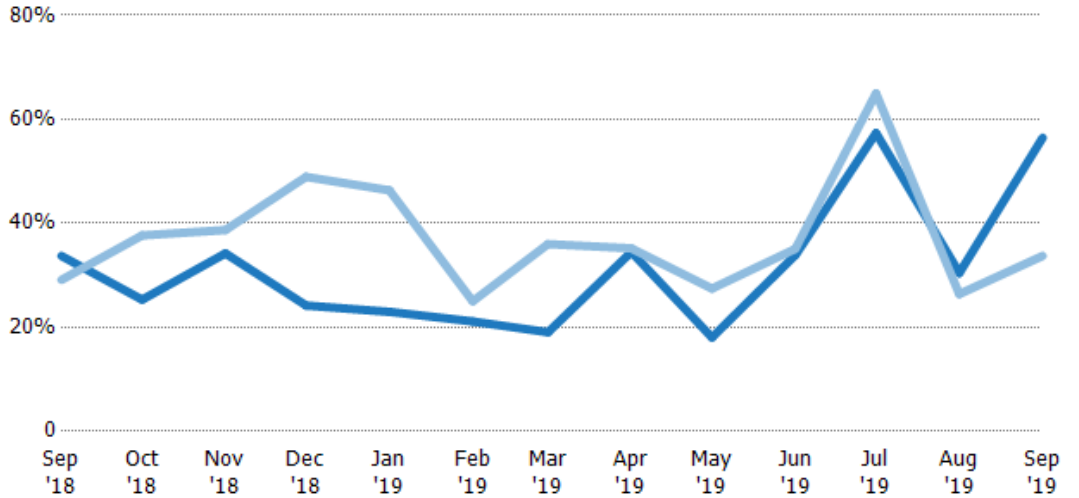
Current Year	2.97	3.95	2.92	4.13	4.35	4.73	5.25	2.9	5.55	2.95	1.74	3.29	1.77
Prior Year	3.43	2.66	2.58	2.04	2.16	4	2.78	2.84	3.64	2.85	1.54	3.79	2.97
Percent Change from Prior Year	-14%	49%	13%	102%	102%	18%	89%	2%	52%	4%	13%	-13%	-40%

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



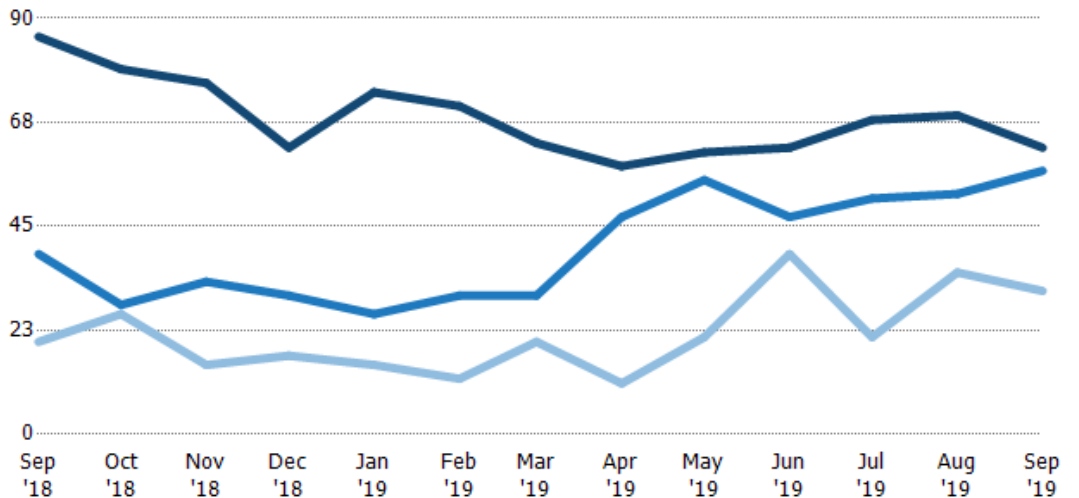
	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19
Current Year	34%	25%	34%	24%	23%	21%	19%	34%	18%	34%	57%	30%	56%
Prior Year	29%	38%	39%	49%	46%	25%	36%	35%	27%	35%	65%	26%	34%
Change from Prior Year	-5%	12%	4%	25%	23%	4%	17%	1%	9%	1%	8%	-4%	-23%

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



	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19
Active	86	79	76	62	74	71	63	58	61	62	68	69	62
Pending	39	28	33	30	26	30	30	47	55	47	51	52	57
Sold	20	26	15	17	15	12	20	11	21	39	21	35	31

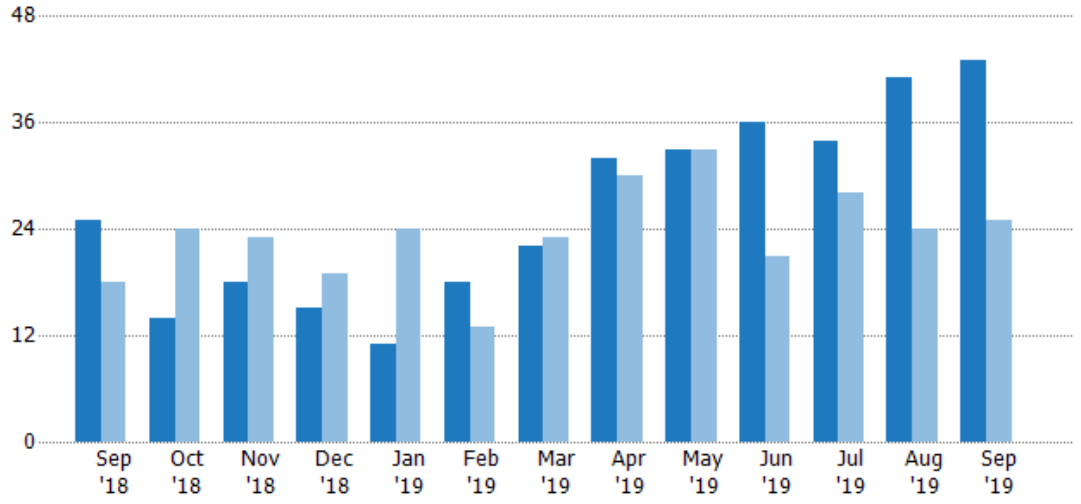
New Pending Sales

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.
Sep '19	43	72%
Sep '18	25	38.9%
Sep '17	18	55.6%



Current Year	25	14	18	15	11	18	22	32	33	36	34	41	43
Prior Year	18	24	23	19	24	13	23	30	33	21	28	24	25
Percent Change from Prior Year	39%	-42%	-22%	-21%	-54%	38%	-4%	7%	0%	71%	21%	71%	72%

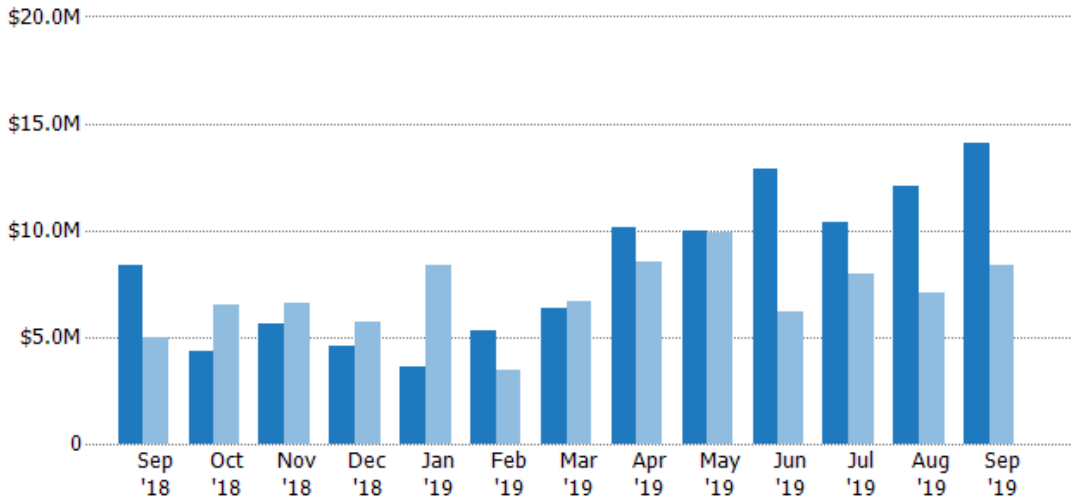
New Pending Sales Volume

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.
Sep '19	\$14.1M	69%
Sep '18	\$8.35M	68.3%
Sep '17	\$4.96M	77%



Current Year	\$8.35M	\$4.37M	\$5.59M	\$4.6M	\$3.61M	\$5.29M	\$6.32M	\$10.1M	\$9.95M	\$12.8M	\$10.4M	\$12.1M	\$14.1M
Prior Year	\$4.96M	\$6.52M	\$6.57M	\$5.74M	\$8.36M	\$3.44M	\$6.68M	\$8.54M	\$9.86M	\$6.2M	\$7.98M	\$7.1M	\$8.35M
Percent Change from Prior Year	68%	-33%	-15%	-20%	-57%	54%	-5%	18%	1%	107%	30%	70%	69%

Pending Sales

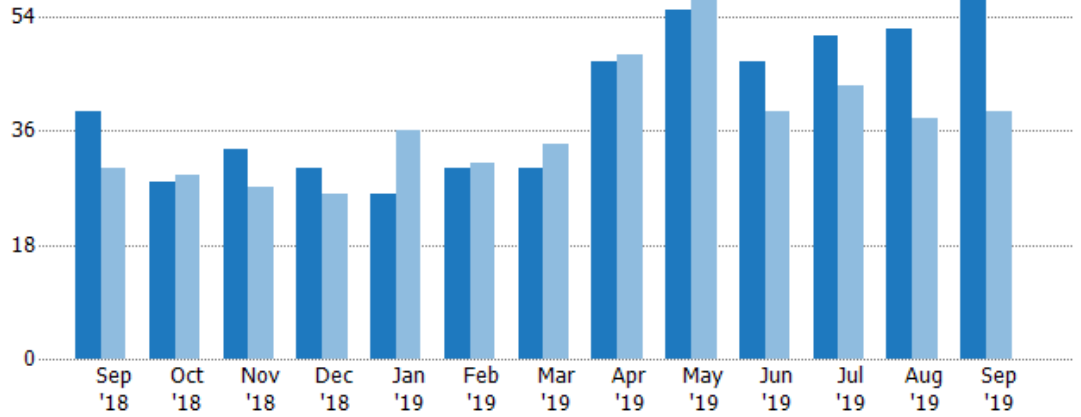
The number of residential properties with accepted offers that were available at the end each month.

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.
Sep '19	57	46.2%
Sep '18	39	30%
Sep '17	30	100%



Current Year	39	28	33	30	26	30	30	47	55	47	51	52	57
Prior Year	30	29	27	26	36	31	34	48	58	39	43	38	39
Percent Change from Prior Year	30%	-3%	22%	15%	-28%	-3%	-12%	-2%	-5%	21%	19%	37%	46%

Pending Sales Volume

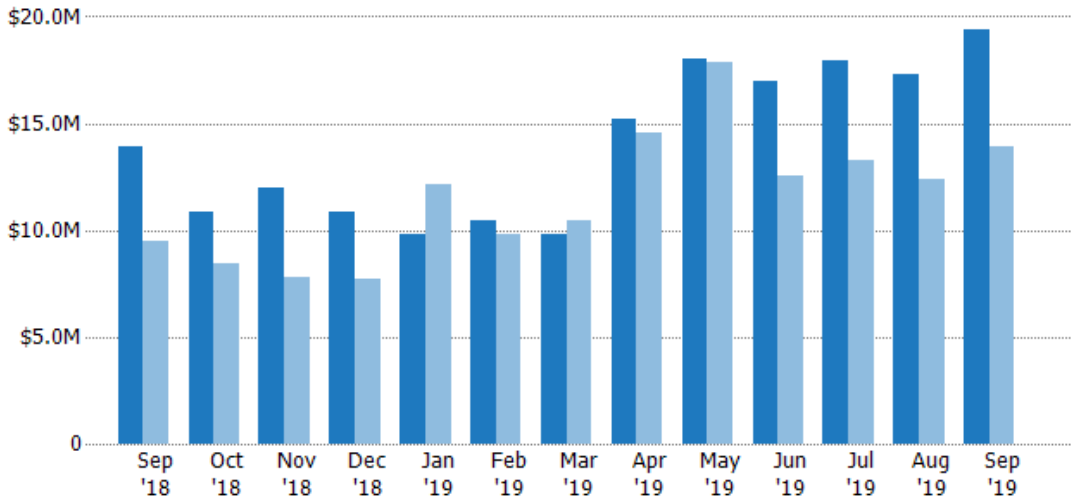
The sum of the sales price of residential properties with accepted offers that were available at the end of each month.

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.
Sep '19	\$19.4M	39.4%
Sep '18	\$13.9M	46%
Sep '17	\$9.51M	91.5%



Current Year	\$13.9M	\$10.9M	\$12M	\$10.8M	\$9.78M	\$10.5M	\$9.81M	\$15.2M	\$18M	\$16.9M	\$17.9M	\$17.3M	\$19.4M
Prior Year	\$9.51M	\$8.45M	\$7.77M	\$7.74M	\$12.2M	\$9.82M	\$10.5M	\$14.5M	\$17.9M	\$12.5M	\$13.3M	\$12.4M	\$13.9M
Percent Change from Prior Year	46%	29%	54%	40%	-20%	7%	-6%	5%	1%	35%	35%	40%	39%

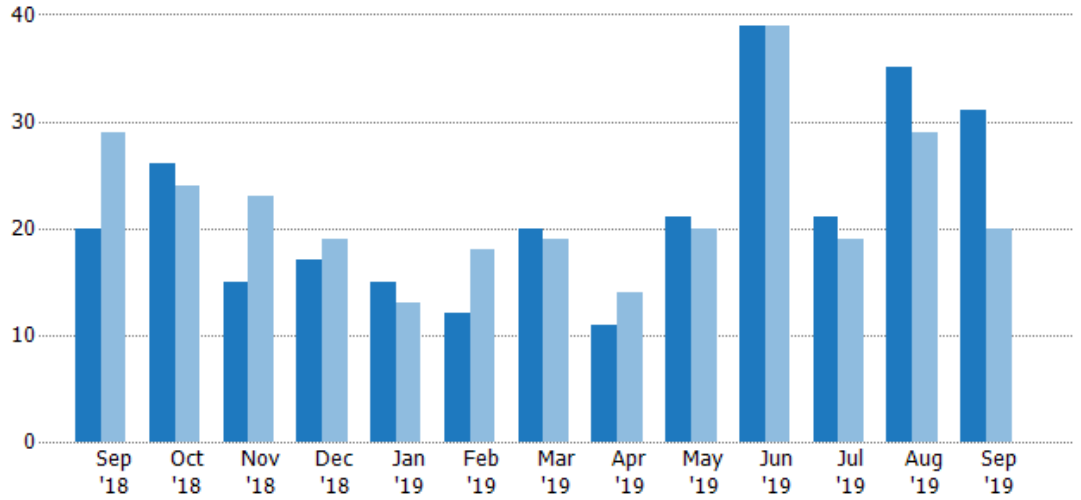
Closed Sales

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.
Sep '19	31	55%
Sep '18	20	-31%
Sep '17	29	-6.9%



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

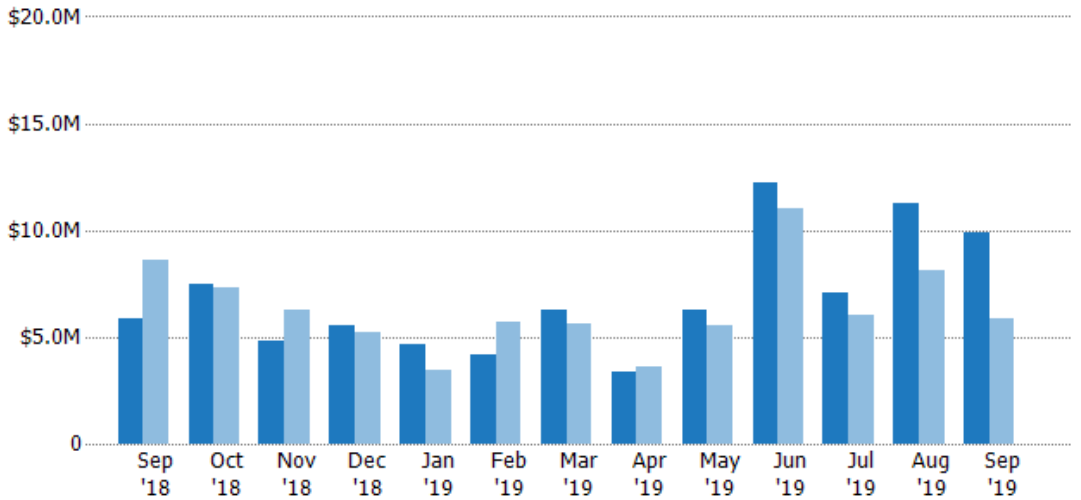
Closed Sales Volume

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.
Sep '19	\$9.88M	67.6%
Sep '18	\$5.89M	-31.4%
Sep '17	\$8.59M	-6.1%



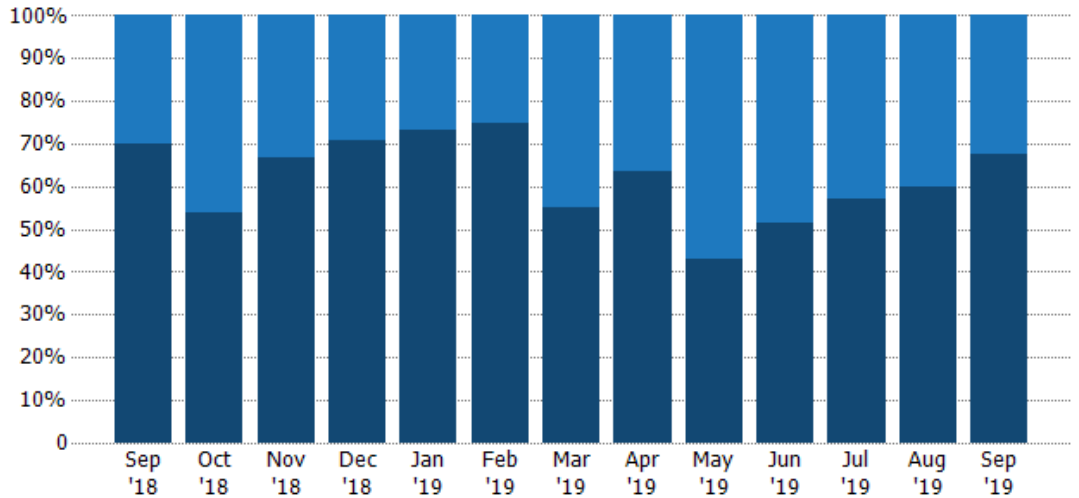
Current Year	\$5.89M	\$7.46M	\$4.81M	\$5.52M	\$4.66M	\$4.18M	\$6.25M	\$3.36M	\$6.25M	\$12.2M	\$7.04M	\$11.3M	\$9.88M
Prior Year	\$8.59M	\$7.35M	\$6.26M	\$5.25M	\$3.43M	\$5.7M	\$5.59M	\$3.63M	\$5.58M	\$11M	\$6M	\$8.08M	\$5.89M
Percent Change from Prior Year	-31%	2%	-23%	5%	36%	-27%	12%	-8%	12%	11%	17%	39%	68%

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



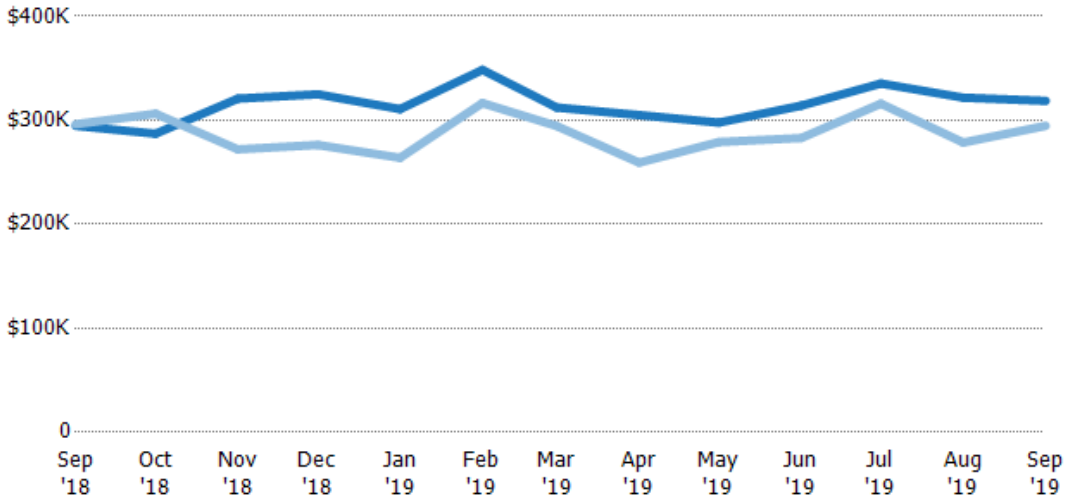
Condo/Townhouse	30%	46%	33%	29%	27%	25%	45%	36%	57%	49%	43%	40%	32%
Single Family Residence	70%	54%	67%	71%	73%	75%	55%	64%	43%	51%	57%	60%	68%

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



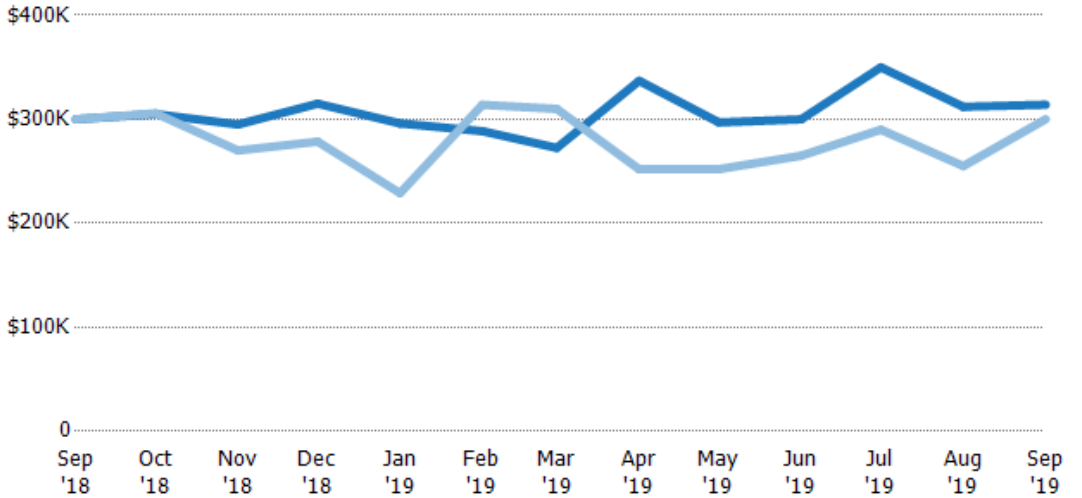
Current Year	\$295K	\$287K	\$321K	\$325K	\$311K	\$348K	\$312K	\$305K	\$298K	\$314K	\$335K	\$322K	\$319K
Prior Year	\$296K	\$306K	\$272K	\$276K	\$264K	\$317K	\$294K	\$259K	\$279K	\$283K	\$316K	\$279K	\$295K
Percent Change from Prior Year	-1%	-6%	18%	18%	18%	10%	6%	18%	7%	11%	6%	15%	8%

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



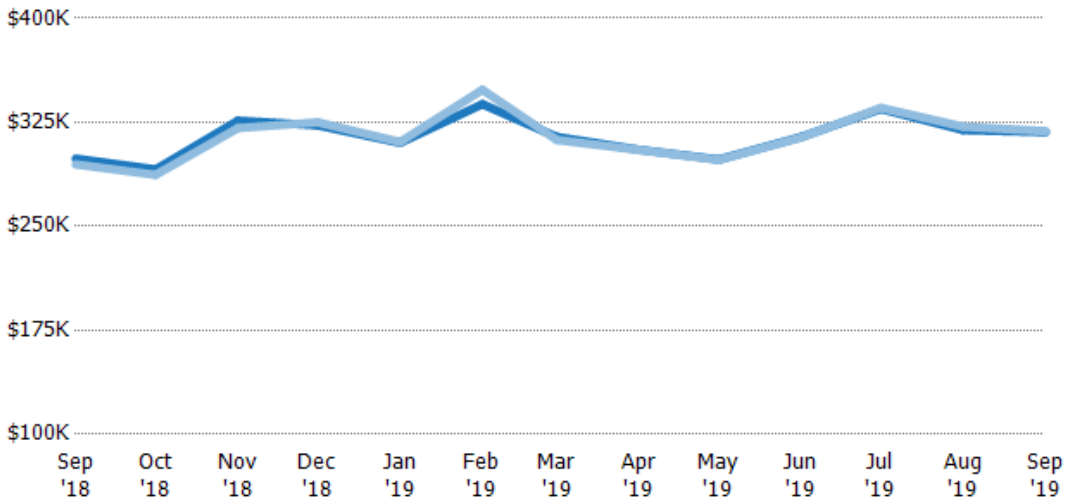
	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19
Current Year	\$300K	\$305K	\$295K	\$315K	\$296K	\$289K	\$272K	\$337K	\$297K	\$300K	\$350K	\$312K	\$314K
Prior Year	\$300K	\$306K	\$270K	\$279K	\$229K	\$314K	\$310K	\$252K	\$252K	\$265K	\$290K	\$255K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

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



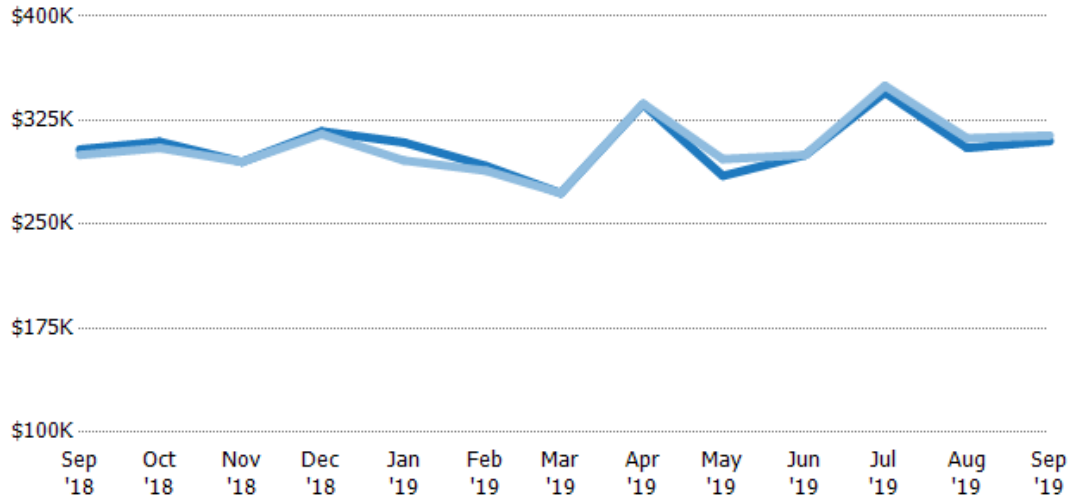
	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19
Avg List Price	\$299K	\$291K	\$326K	\$323K	\$310K	\$338K	\$314K	\$305K	\$298K	\$314K	\$335K	\$319K	\$318K
Avg Sales Price	\$295K	\$287K	\$321K	\$325K	\$311K	\$348K	\$312K	\$305K	\$298K	\$314K	\$335K	\$322K	\$319K
Avg Sales Price as a % of Avg List Price	99%	99%	98%	101%	100%	103%	99%	100%	100%	100%	100%	101%	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



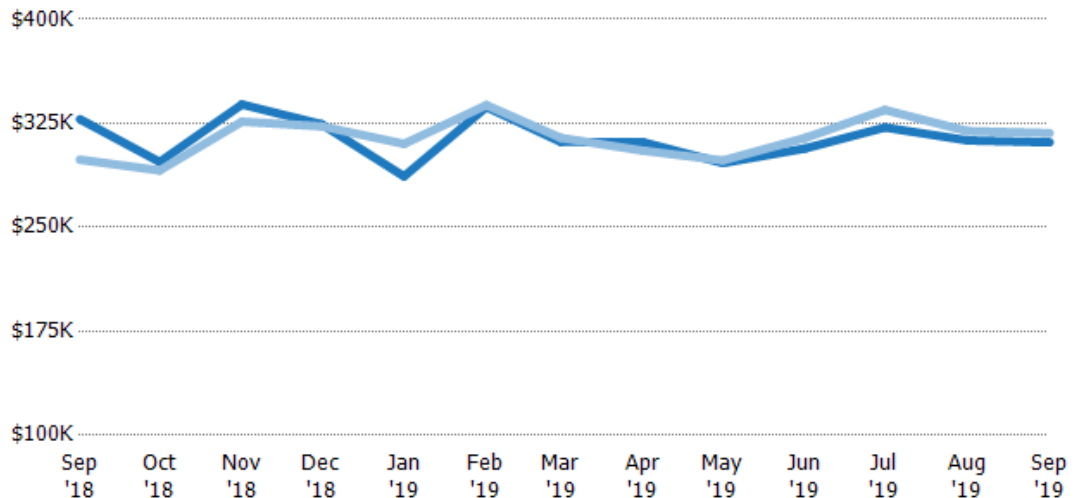
	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19
Median List Price	\$304K	\$309K	\$295K	\$317K	\$309K	\$292K	\$272K	\$337K	\$285K	\$300K	\$345K	\$305K	\$310K
Median Sales Price	\$300K	\$305K	\$295K	\$315K	\$296K	\$289K	\$272K	\$337K	\$297K	\$300K	\$350K	\$312K	\$314K
Med Sales Price as a % of Med List Price	99%	99%	100%	99%	96%	99%	100%	100%	104%	100%	101%	102%	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



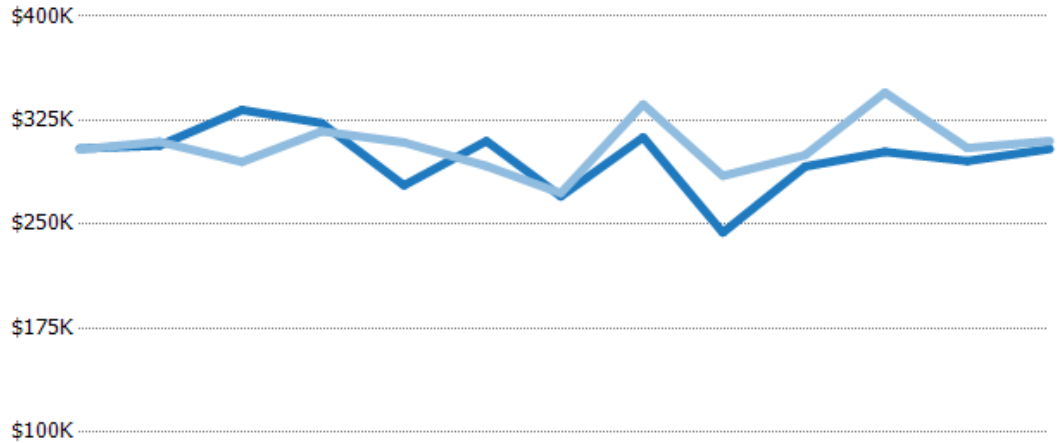
	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19
Avg Est Value	\$328K	\$297K	\$339K	\$324K	\$287K	\$337K	\$312K	\$311K	\$296K	\$307K	\$322K	\$313K	\$311K
Avg Sales Price	\$299K	\$291K	\$326K	\$323K	\$310K	\$338K	\$314K	\$305K	\$298K	\$314K	\$335K	\$319K	\$318K
Avg Sales Price as a % of Avg Est Value	91%	98%	96%	100%	108%	100%	101%	98%	101%	102%	104%	102%	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



	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19
Median Est Value	\$305K	\$307K	\$332K	\$323K	\$278K	\$310K	\$270K	\$313K	\$244K	\$292K	\$302K	\$296K	\$304K
Median Sales Price	\$304K	\$309K	\$295K	\$317K	\$309K	\$292K	\$272K	\$337K	\$285K	\$300K	\$345K	\$305K	\$310K
Med Sales Price as a % of Med Est Value	100%	101%	89%	98%	111%	94%	101%	108%	117%	103%	114%	103%	102%