

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	Feb 2020	Feb 2019	+ / -	YTD 2020	YTD 2019	+ / -
Listing Activity Charts Metrics						
New Listing Count	11	14	-21.4%	36	37	-2.7%
New Listing Volume	\$3,406,200	\$4,346,100	-21.6%	\$11,077,600	\$11,663,890	-5%
Active Listing Count	36	74	-51.4%	NA	N/A	
Active Listing Volume	\$13,485,439	\$26,854,706	-49.8%	NA	N/A	
Average Listing Price	\$374,596	\$362,901	+3.2%	\$370,693	\$361,658	+2.5%
Median Listing Price	\$376,500	\$352,350	+6.9%	\$370,241	\$352,350	+5.1%
Median Daysin RPR	108.5	150	-27.7%	111.01	133.69	-17%
Months of Inventory	1.9	4.6	-59%	3	4.8	-37.2%
Absorption Rate	52.78%	21.62%	+31.2%	32.91%	20.67%	+12.2%
Sales Activity Charts Metrics						
New Pending Sales Count	17	16	+6.3%	39	26	+50%
New Pending Sales Volume	\$4,760,100	\$4,867,450	-2.2%	\$10,789,849	\$8,355,350	+29.1%
Pending Sales Count	30	27	+11.1%	NA	N/A	
Pending Sales Volume	\$9,877,725	\$9,684,500	+2%	NA	N/A	
Closed Sales Count	15	10	+50%	34	26	+30.8%
Closed Sales Volume	\$4,102,600	\$3,793,628	+8.1%	\$10,094,247	\$8,733,886	+15.6%
Average Sales Price	\$273,507	\$379,363	-27.9%	\$296,890	\$335,919	-11.6%
Median Sales Price	\$211,500	\$313,450	-32.5%	\$274,368	\$300,865	-8.8%



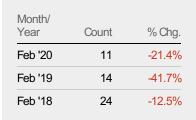


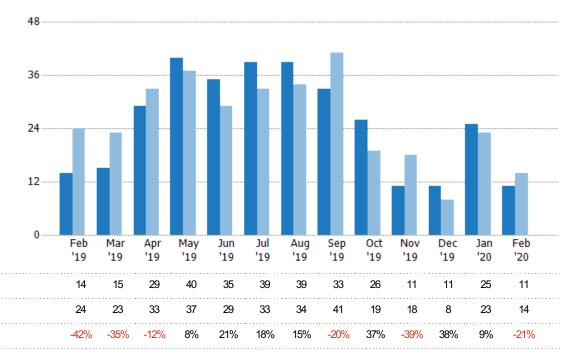


New Listings

The number of new residential listings that were added each month.

ZIP: Essex, VT 05451, Essex Junction, VT 05452, Essex Junction, VT 05453 Property Type: Condo/Townhouse/Apt, Single Family Residence





New Listing Volume

Percent Change from Prior Year

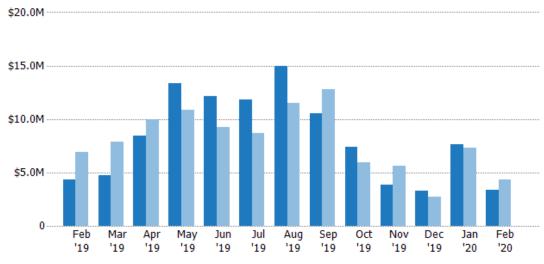
Current Year

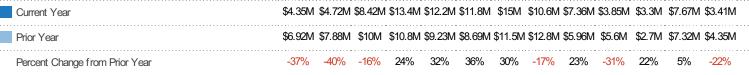
Prior Year

The sum of the listing price of residential listings that were added each month.

ZIP: Essex, VT 05451, Essex Junction, VT 05452, Essex Junction, VT 05453 Property Type: Condo/Townhouse/Apt, Single Family Residence

Month/		
Year	Volume	% Chg.
Feb '20	\$3.41M	-21.6%
Feb '19	\$4.35M	-37.2%
Feb '18	\$6.92M	7.8%









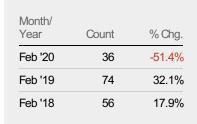
Active Listings

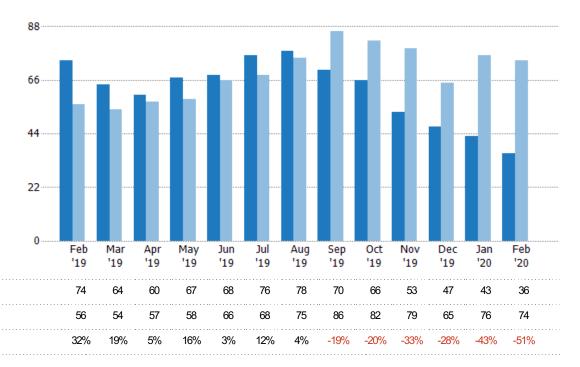
The number of active residential listings at the end of each month.

Filters Used

ZIP: Essex, VT 05451, Essex
Junction, VT 05452, Essex Junction,
VT 05453

Property Type:
Condo/Townhouse/Apt, Single
Family Residence





Active Listing Volume

Percent Change from Prior Year

Current Year

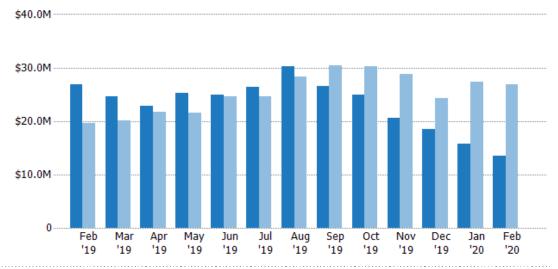
Prior Year

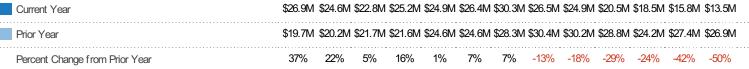
The sum of the listing price of active residential listings at the end of each month.

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.
Feb '20	\$13.5M	-49.8%
Feb '19	\$26.9M	36.6%
Feb '18	\$19.7M	16.7%







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.
Feb '20	\$375K	3.2%
Feb '19	\$363K	3.4%
Feb '18	\$351K	-1%

300K												
\$200K												
\$100K												
\$100K												
	Mar											
0 Feb '19	Mar	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	0ct '19	Nov '19	Dec '19	Jan '20	Feb '20

3% 3% 0 1% -2% -4% 3% 7% 2% 6% 5% 2%

Median Listing Price

Percent Change from Prior Year

Current Year
Prior Year

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.
Feb '20	\$377K	6.9%
Feb '19	\$352K	2.3%
Feb '18	\$345K	0.1%

Percent Change from Prior Year

\$3	300K												
Ψ.													
\$2	200K												
\$1	100K												
\$1	.00K												
\$1	0 Feb			May '19									Feb '20
\$1	0 Feb '19	Mar '19	Apr '19		Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20
\$1	0 Feb '19 \$352K	Mar '19 \$370K	Apr '19 \$364K	May '19	Jun '19 \$360K	Jul '19 \$342K	Aug '19 \$366K	Sep '19 \$358K	Oct '19 \$353K	Nov '19 \$365K	Dec '19 \$369K	Jan '20 \$365K	Feb '20 \$377K

Current Year

Prior Year



Avg Est Value

Avg Listing Price

Market Data Report

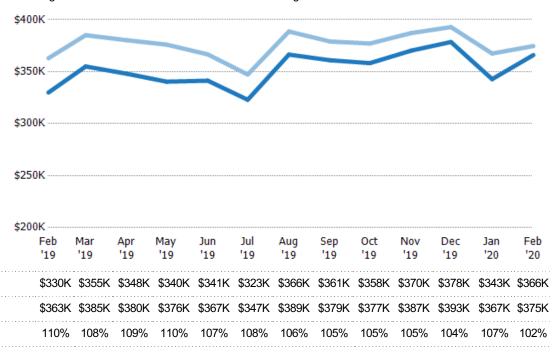
Average Listing Price vs Average Est Value

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

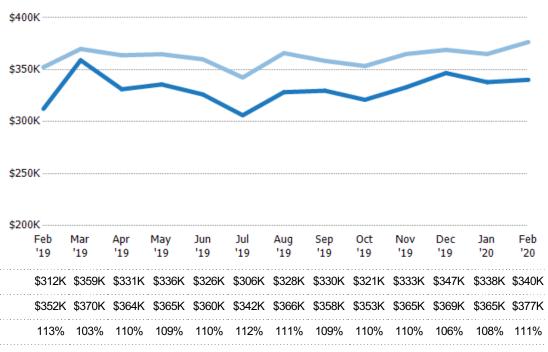
The median listing price as a percentage of the median AVM or RVM® valuation estimate for active listings each month.

Filters Used

ZIP: Essex, VT 05451, Essex
Junction, VT 05452, Essex Junction,
VT 05453

Property Type:
Condo/Townhouse/Apt, Single
Family Residence

Avg Listing Price as a % of Avg Est Value





Median Est Value

Median Listing Price

Med Listing Price as a % of Med Est Value



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.







Months of Inventory

Percent Change from Prior Year

Current Year

Prior Year

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.
Feb '20	1.89	-59%
Feb '19	4.63	7.4%
Feb '18	4.31	-9.9%

Percent Change from Prior Year

25		\/										
							C		<u> </u>		<u>_</u>	
0 Feb '19	Mar '19	Apr	May '19	Jun '19	Jul '19	Aug	Sep '19	Oct	Nov '19	Dec '19	Jan '20	Fel
0Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov			
0Feb	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	'19	'20	'2(

Current Year

Prior Year





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

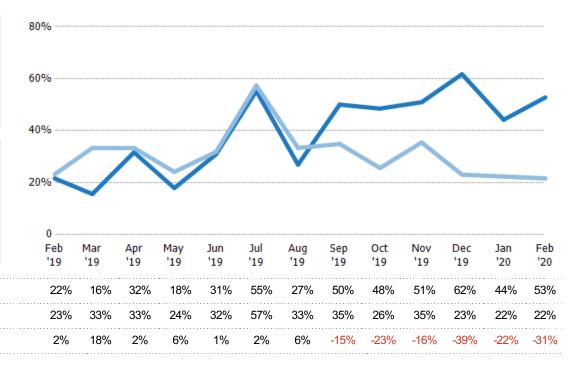
Family Residence

Month/ Year	Rate	Chg.
Feb '20	53%	-31.2%
Feb '19	22%	1.6%
Feb '18	23%	10.9%

Current Year

Change from Prior Year

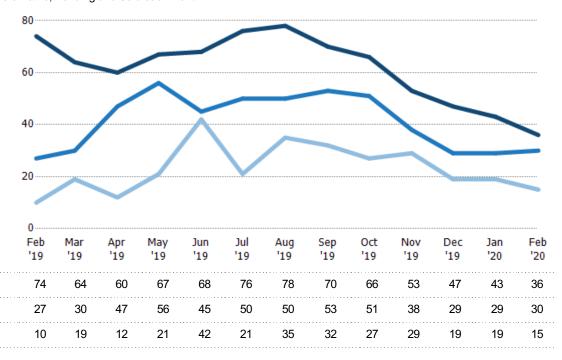
Prior Year



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



Active

Pending

Sold





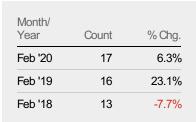
New Pending Sales

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

Eilters Used

ZIP: Essex, VT 05451, Essex
Junction, VT 05452, Essex Junction,
VT 05453

Property Type:
Condo/Townhouse/Apt, Single
Family Residence



Current Year

Prior Year



New Pending Sales Volume

Percent Change from Prior Year

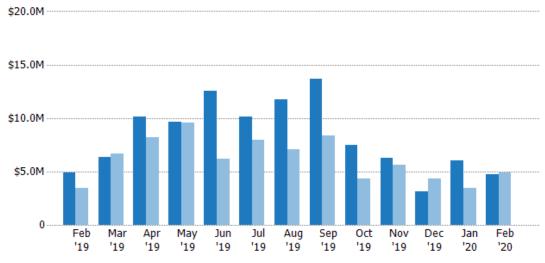
The sum of the sales price of residential properties with accepted offers that were added each month.

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.
Feb '20	\$4.76M	-2.2%
Feb '19	\$4.87M	41.7%
Feb '18	\$3.44M	-16.8%





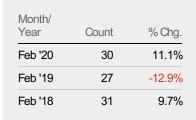


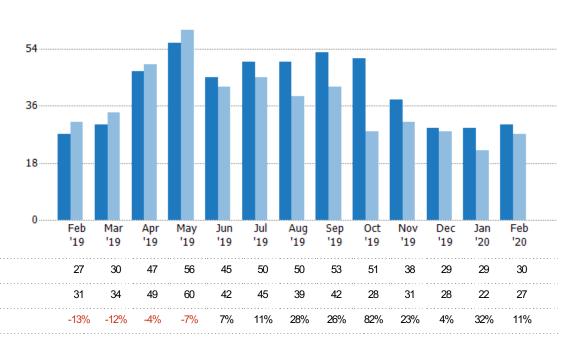


Pending Sales

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







Pending Sales Volume

Percent Change from Prior Year

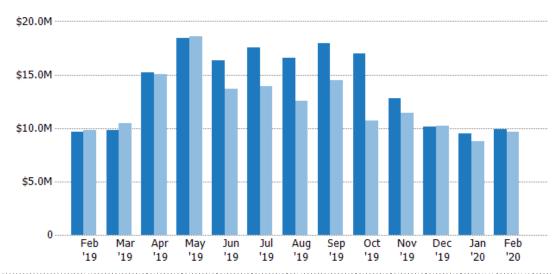
Current Year

Prior Year

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

ZIP: Essex, VT 05451, Essex
Junction, VT 05452, Essex Junction,
VT 05453
Property Type:
Condo/Townhouse/Apt, Single
Family Residence

Month/ Year	Volume	% Chg.
Feb '20	\$9.88M	2%
Feb '19	\$9.68M	-1.4%
Feb '18	\$9.82M	2.7%









Closed Sales

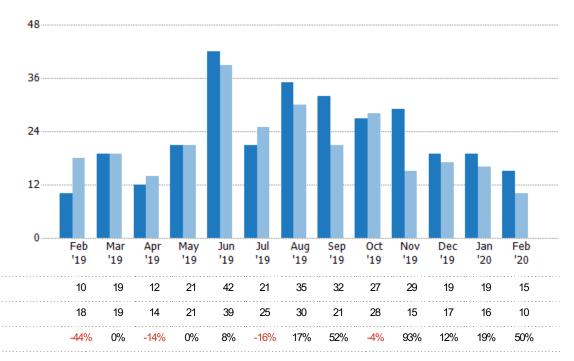
The total number of residential properties sold each month.

Filters Used

ZIP: Essex, VT 05451, Essex
Junction, VT 05452, Essex Junction,
VT 05453

Property Type:
Condo/Townhouse/Apt, Single
Family Residence





Closed Sales Volume

Percent Change from Prior Year

Current Year

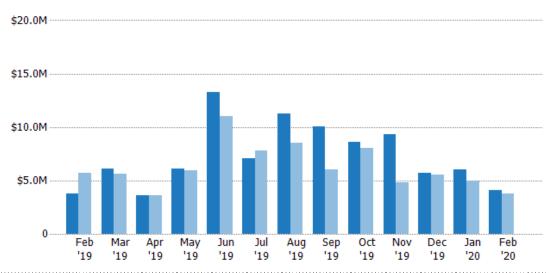
Prior Year

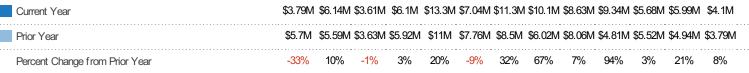
The sum of the sales price of residential properties sold each month.

ZIP: Essex, VT 05451, Essex Junction, VT 05452, Essex Junction, VT 05453 Property Type: Condo/Townhouse/Apt, Single

Condo/Townhouse/Apt, Single Family Residence

\$4.1M	8.1%
\$3.79M	-33.4%
\$5.7M	-73.4%



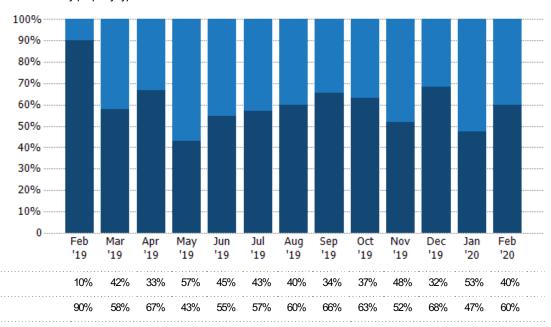




Closed Sales by Property Type

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



Average Sales Price

Single Family Residence

Condo/Townhouse

The average sales price of the residential properties sold each month.

\$100K

0

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.
Feb '20	\$274K	-27.9%
Feb '19	\$379K	19.8%
Feb '18	\$317K	-20.2%

Percent Change from Prior Year

\$400K
\$300K
\$200K



Current Year

Prior Year





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

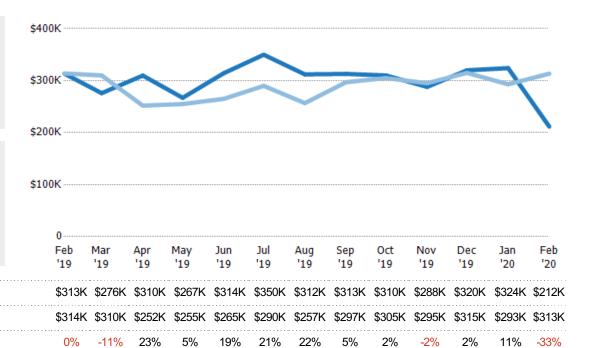
Property Type:
Condo/Townhouse/Apt, Single
Family Residence

Month/ Year	Price	% Chg.
Feb '20	\$212K	-32.5%
Feb '19	\$313K	-0.2%
Feb '18	\$314K	-29.4%

Percent Change from Prior Year

Current Year

Prior Year



Average Sales Price vs Average Listing Price

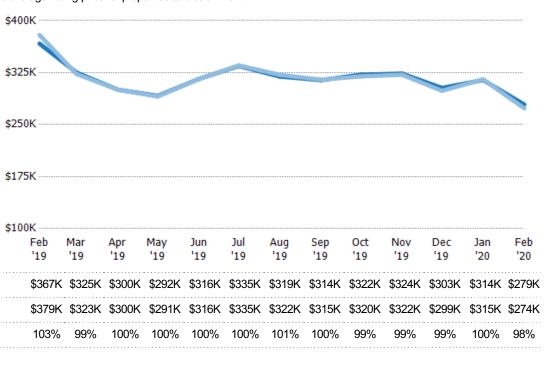
The average sales price as a percentage of the average listing price for properties sold each month.

Filters Used

ZIP: Essex, VT 05451, Essex
Junction, VT 05452, Essex Junction,
VT 05453

Property Type:
Condo/Townhouse/Apt, Single
Family Residence

Avg Sales Price as a % of Avg List Price



Avg List Price

Avg Sales Price



Median List Price

Median Sales Price

Market Data Report

Median Sales Price vs Median Listing Price

The median sales price as a percentage of the median listing price for properties sold each month.

Eilters Used

ZIP: Essex, VT 05451, Essex
Junction, VT 05452, Essex Junction,
VT 05453

Property Type:
Condo/Townhouse/Apt, Single
Family Residence



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.

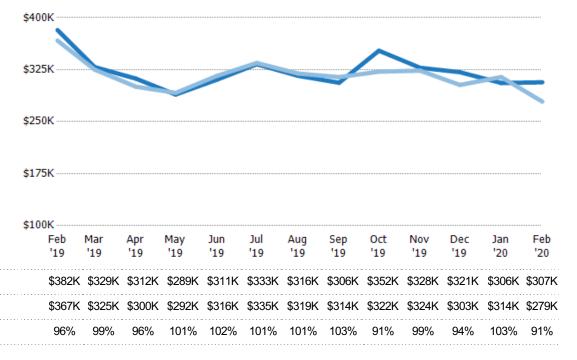
Filters Used

ZIP: Essex, VT 05451, Essex
Junction, VT 05452, Essex Junction,
VT 05453

Property Type:
Condo/Townhouse/Apt, Single
Family Residence

Avg Sales Price as a % of Avg Est Value

Med Sales Price as a % of Med List Price





Avg Est Value

Avg Sales Price



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

Median Est Value

Median Sales Price

Med Sales Price as a % of Med Est Value

ZIP: Essex, VT 05451, Essex Junction, VT 05452, Essex Junction, VT 05453 Property Type:

Property Type: Condo/Townhouse/Apt, Single Family Residence

