

## Summary of Key Listing and Sales Metrics

A summary of the key metrics selected to be included in the report. MLS sources where licensed.

| + / -  | YTD 2019     | YTD 2020     | + / -  | Mar 2019     | Mar 2020     | Key Metrics                    |
|--------|--------------|--------------|--------|--------------|--------------|--------------------------------|
|        |              |              |        |              |              | isting Activity Charts Metrics |
| +23.5% | 51           | 63           | +80%   | 15           | 27           | New Listing Count              |
| +32.2% | \$16,162,390 | \$21,360,300 | +118%  | \$4,717,500  | \$10,282,700 | New Listing Volume             |
|        | NA           | NA           | -39.1% | 64           | 39           | Active Listing Count           |
|        | NA           | NA           | -35.1% | \$24,644,116 | \$15,991,900 | Active Listing Volume          |
| +4%    | \$368,658    | \$383,222    | +6.5%  | \$385,064    | \$410,049    | Average Listing Price          |
| +6.9%  | \$357,591    | \$382,125    | +12.9% | \$369,875    | \$417,750    | Median Listing Price           |
| -47.1% | 154.93       | 81.93        | -77.2% | 184          | 42           | Median Daysin RPR              |
| -37.7% | 4.3          | 2.7          | -59.4% | 6.4          | 2.6          | Months of Inventory            |
| +14.1% | 23.36%       | 37.5%        | +22.8% | 15.63%       | 38.46%       | Absorption Rate                |
|        |              |              |        |              |              | Sales Activity Charts Metrics  |
| +29.2% | 48           | 62           | +4.5%  | 22           | 23           | New Pending Sales Count        |
| +20.9% | \$14,675,640 | \$17,736,438 | +9.9%  | \$6,320,290  | \$6,946,589  | New Pending Sales Volume       |
|        | N/A          | N/A          | +3.4%  | 29           | 30           | Pending Sales Count            |
|        | N/A          | N/A          | -4.5%  | \$9,609,740  | \$9,181,439  | Pending Sales Volume           |
| +11.1% | 45           | 50           | -15.8% | 19           | 16           | Closed Sales Count             |
| +2.1%  | \$14,869,897 | \$15,178,846 | -17.1% | \$6,136,011  | \$5,084,599  | Closed Sales Volume            |
| -8.1%  | \$330,442    | \$303,577    | -1.6%  | \$322,948    | \$317,787    | Average Sales Price            |
| -3.4%  | \$290,324    | \$280,490    | +6.4%  | \$275,900    | \$293,500    | Median Sales Price             |



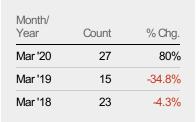


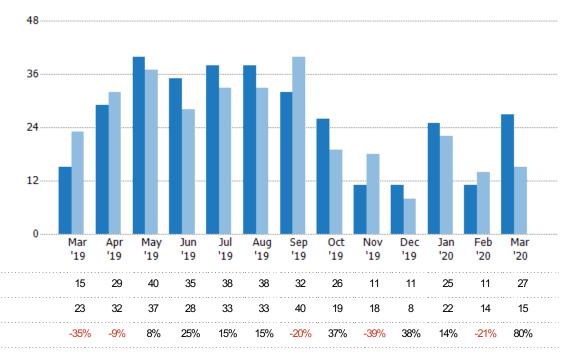


#### **New Listings**

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

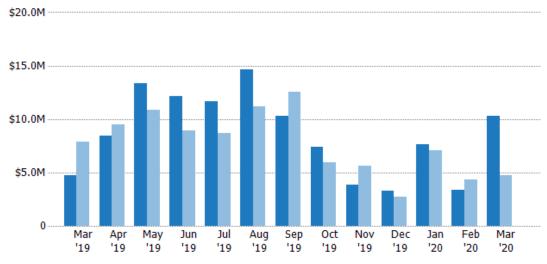
Percent Change from Prior Year

Current Year

Prior Year

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

| Month/  |         |        |
|---------|---------|--------|
| Year    | Volume  | % Chg. |
| Mar '20 | \$10.3M | 118%   |
| Mar '19 | \$4.72M | -40.1% |
| Mar '18 | \$7.88M | -15.5% |
|         |         |        |



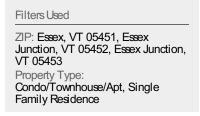


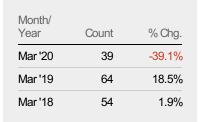




### **Active Listings**

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







### **Active Listing Volume**

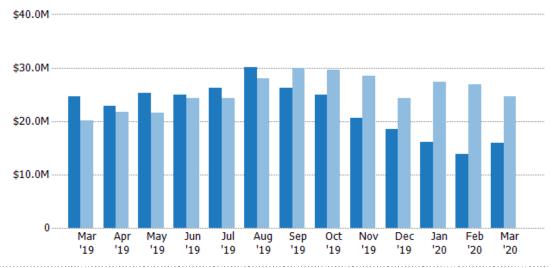
Percent Change from Prior Year

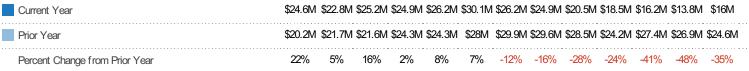
Current Year

Prior Year

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

| Month/<br>Year | Volume  | % Chg. |
|----------------|---------|--------|
| Mar '20        | \$16M   | -35.1% |
| Mar '19        | \$24.6M | 22.2%  |
| Mar '18        | \$20.2M | 0.8%   |







5%

3%

6%



## Market Data Report

### **Average Listing Price**

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

| Filters Used   |    |
|--|----|
| ZIP: Essex, VT 05451, Essex<br>Junction, VT 05452, Essex Junction<br>VT 05453<br>Property Type:<br>Condo/Townhouse/Apt, Single<br>Family Residence | n, |
|  |    |

| Month/<br>Year | Price  | % Chg. |
|----------------|--------|--------|
| Mar '20        | \$410K | 6.5%   |
| Mar '19        | \$385K | 3.1%   |
| Mar '18        | \$374K | -1%    |

| \$25 | 50K             |            |            |            |            |            |            |            |            |            |            |            |            |
|------|-----------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|
| \$12 | 25K             |            |            |            |            |            |            |            |            |            |            |            |            |
|      |                 |            |            |            |            |            |            |            |            |            |            |            |            |
|      | 0               |            |            |            |            |            |            |            |            |            |            |            |            |
|      | 0<br>Mar<br>'19 | Apr<br>'19 | May<br>'19 | Jun<br>'19 | Jul<br>'19 | Aug<br>'19 | Sep<br>'19 | Oct<br>'19 | Nov<br>'19 | Dec<br>'19 | Jan<br>'20 | Feb<br>'20 | Mar<br>'20 |
|      | '19             | '19        |            | '19        | '19        |            |            |            |            | '19        | '20        | '20        | '20        |

## **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.

3%

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

| Month/<br>Year | Price  | % Chg. |
|----------------|--------|--------|
| Mar '20        | \$418K | 12.9%  |
| Mar '19        | \$370K | 4.6%   |
| Mar '18        | \$353K | 4.7%   |

Percent Change from Prior Year

| \$50 | 0K              |        |            |        |        |        |        |        |        |        |        |        | ********   |
|------|-----------------|--------|------------|--------|--------|--------|--------|--------|--------|--------|--------|--------|------------|
| \$37 | 5K              |        |            |        |        |        |        |        |        |        |        |        |            |
| \$25 | 0K              |        |            |        |        |        |        |        |        |        |        |        | ********   |
| \$12 | 5K              |        |            |        |        |        |        |        |        |        |        |        |            |
|      | 0<br>Mar<br>'19 |        | May<br>'19 |        |        |        |        |        |        |        |        |        | Mar<br>'20 |
|      | \$370K          | \$364K | \$365K     | \$360K | \$345K | \$369K | \$360K | \$353K | \$363K | \$369K | \$365K | \$365K | \$418K     |
|      | \$353K          | \$357K | \$350K     | \$350K | \$330K | \$350K | \$350K | \$350K | \$350K | \$355K | \$352K | \$352K | \$370K     |
|      | 5%              | 2%     | 4%         | 3%     | 5%     | 5%     | 3%     | 1%     | 4%     | 4%     | 4%     | 4%     | 13%        |



Current Year

Prior Year



Avg Est Value

Avg Listing Price

## Market Data Report

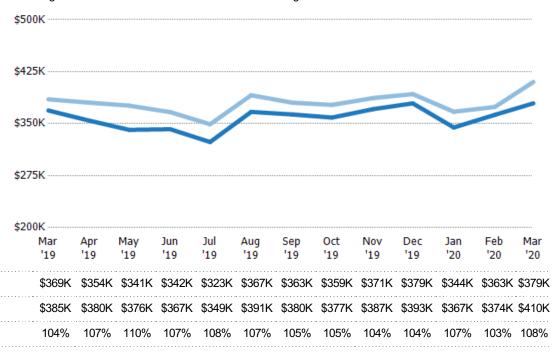
#### Average Listing Price vs Average Est Value

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

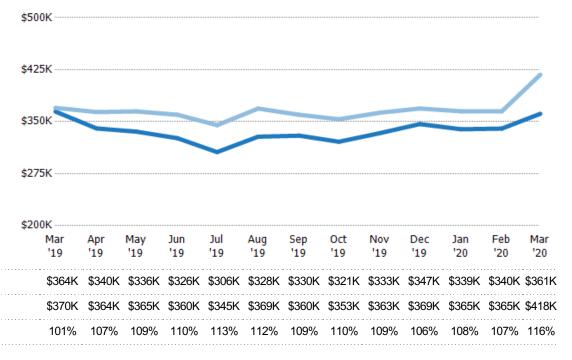
The median listing price as a percentage of the median AVM or RVM® valuation estimate for active listings each month.

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



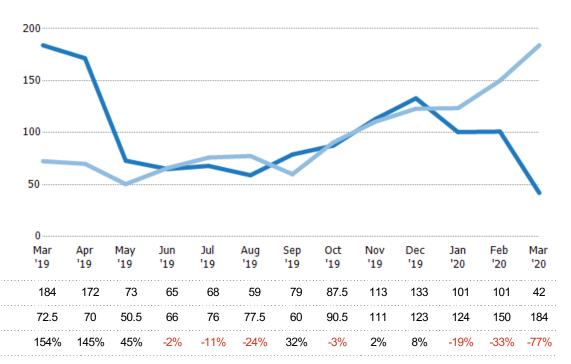


#### Median Days in RPR

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.



| Month/<br>Year | Days | % Chg. |
|----------------|------|--------|
| Mar '20        | 42   | -77.2% |
| Mar '19        | 184  | 153.8% |
| Mar '18        | 72.5 | 65.5%  |



### 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.

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

| Month/<br>Year | Months | % Chg. |
|----------------|--------|--------|
| Mar '20        | 2.6    | -59.4% |
| Mar '19        | 6.4    | 113.3% |
| Mar '18        | 3      | 161.9% |

Percent Change from Prior Year

| 00              |            |             |            |            |            |            |            |            |            |            |            |     |
|-----------------|------------|-------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|-----|
| 00              | $\bigvee$  | $\triangle$ |            |            | <u> </u>   |            | <u></u>    | <u></u>    |            |            |            |     |
| 00              |            |             |            |            |            |            |            |            |            |            |            |     |
| 0               |            | May<br>'19  | Jun<br>'19 | Jul<br>'19 | Aug<br>'19 | Sep<br>'19 | Oct<br>'19 | Nov<br>'19 | Dec<br>'19 | Jan<br>'20 | Feb<br>'20 |     |
| 0<br>Mar        | Apr        |             |            |            | Aug<br>'19 |            |            |            |            |            |            |     |
| 0<br>Mar<br>'19 | Apr<br>'19 | '19         | '19        | '19        | '19        | '19        | '19        | '19        | '19        | '20        | '20        | N : |

Current Year

Prior Year



### **Absorption Rate**

Family Residence

Current Year

Change from Prior Year

Prior Year

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

 Month/Year
 Rate
 Chg.

 Mar '20
 38%
 -22.8%

 Mar '19
 16%
 17.7%

 Mar '18
 33%
 -61.8%



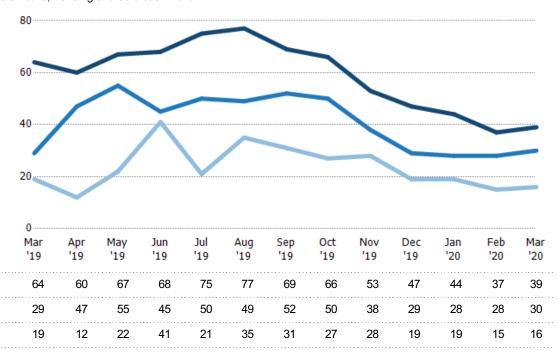
### Active/Pending/Sold Units

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



Active

Pending

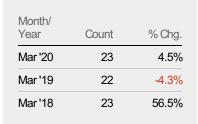
Sold



### **New Pending Sales**

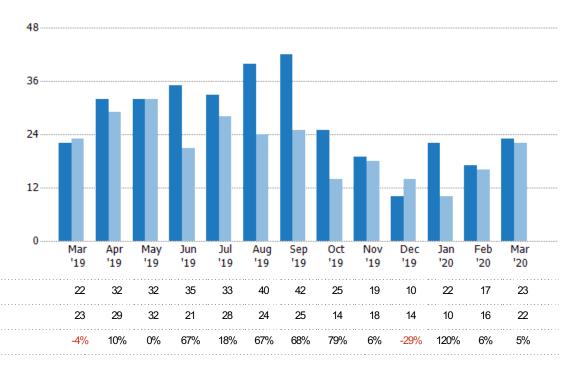
The number of residential properties with accepted offers that were added each month.

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



Current Year

Prior Year

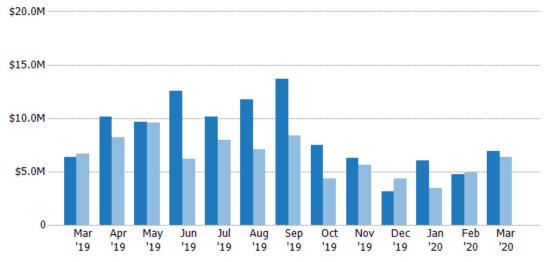


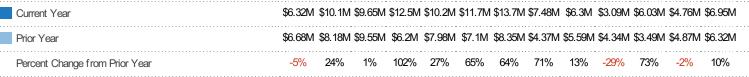
### New Pending Sales Volume

Percent Change from Prior Year

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

| Month/<br>Year | Volume  | % Chg. |
|----------------|---------|--------|
| Mar '20        | \$6.95M | 9.9%   |
| Mar '19        | \$6.32M | -5.4%  |
| Mar '18        | \$6.68M | 48.2%  |



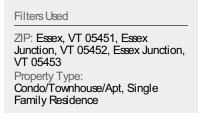


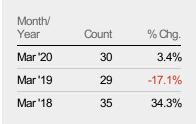


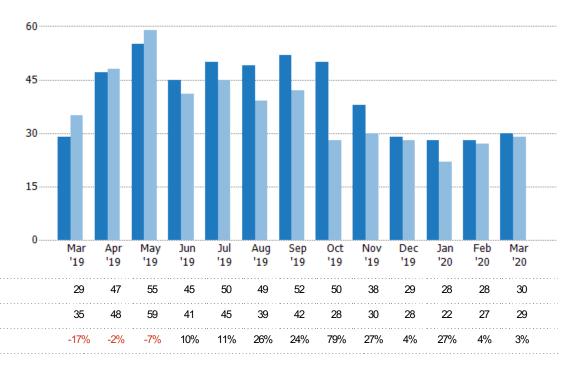


#### **Pending Sales**

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







## Pending Sales Volume

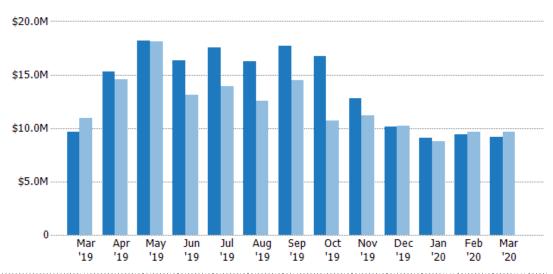
Percent Change from Prior Year

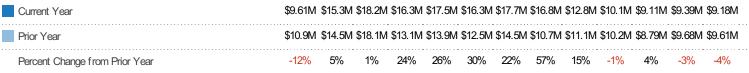
Current Year

Prior Year

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

| Volume  | % Chg.             |
|---------|--------------------|
| \$9.18M | -4.5%              |
| \$9.61M | -11.9%             |
| \$10.9M | 29.1%              |
|         | \$9.18M<br>\$9.61M |









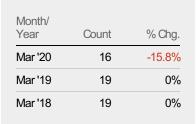
#### **Closed Sales**

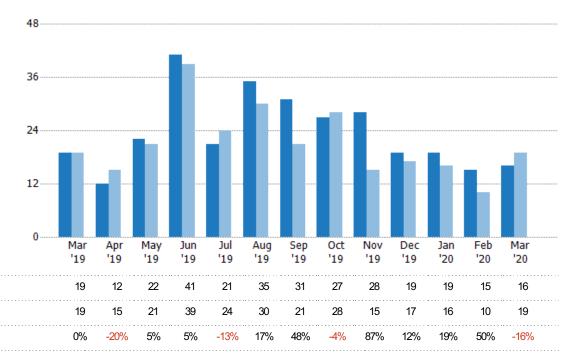
The total number of residential properties sold each month.

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**

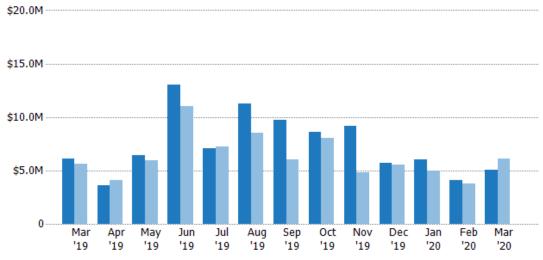
Percent Change from Prior Year

Current Year

Prior Year

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

| Month/<br>Year | Volume  | % Chg. |
|----------------|---------|--------|
| Mar '20        | \$5.08M | -17.1% |
| Mar '19        | \$6.14M | 9.7%   |
| Mar '18        | \$5.59M | -19.8% |



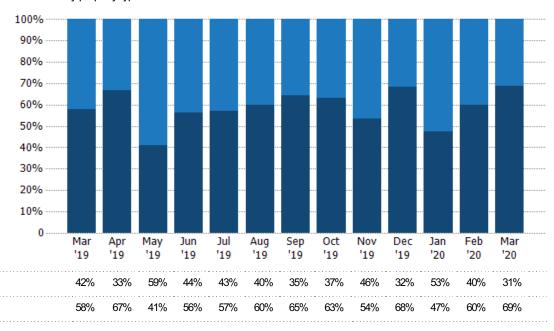




### Closed Sales by Property Type

The percentage of residential properties sold each month by property type.

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.

\$400K

Filters Used

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

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

| Month/<br>Year | Price  | % Chg. |
|----------------|--------|--------|
| Mar '20        | \$318K | -1.6%  |
| Mar '19        | \$323K | 9.7%   |
| Mar '18        | \$294K | -19.8% |

Percent Change from Prior Year

| \$300 | к               |        |        |      |      |      | _<         | >          |
|-------|-----------------|--------|--------|------|------|------|------------|------------|
| \$200 | Κ               |        |        | <br> | <br> | <br> | <br>       | <br>       |
| \$100 | Κ               |        |        | <br> | <br> | <br> | <br>       | <br>       |
|       | 0<br>Mar<br>'19 |        |        |      |      |      | Jan<br>'20 | Mar<br>'20 |
|       | \$323K          | \$300K | \$293K |      |      |      | \$315K     | \$318K     |

\$294K \$274K \$282K \$283K \$302K \$283K \$287K \$288K \$321K \$325K \$309K \$379K \$323K



Current Year

Prior Year

#### Median Sales Price

Family Residence

Mar '19

Mar '18

Current Year

Prior Year

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

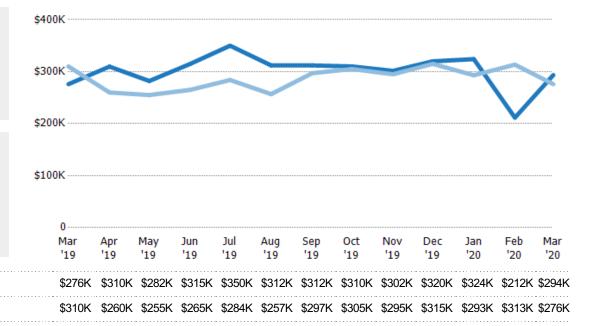
 Month/Year
 Price
 % Chg.

 Mar '20
 \$294K
 6.4%

\$276K

\$310K

Percent Change from Prior Year



### Average Sales Price vs Average Listing Price

-11%

-27.1%

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

-11%

19%

11%

19%

23%

22%

5%

2%

2%

2%

11%

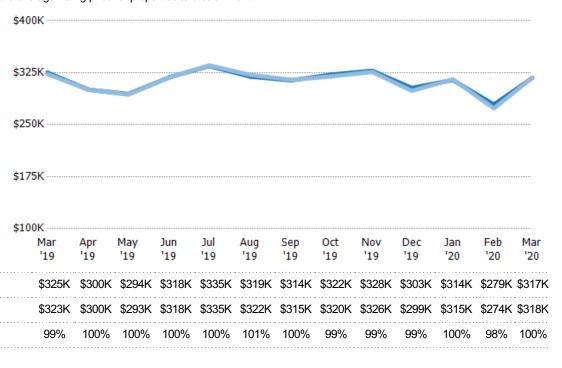
-33%

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

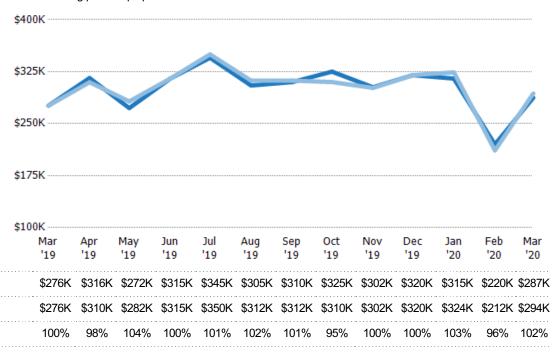
### Median Sales Price vs Median Listing Price

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

Filters Used

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

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



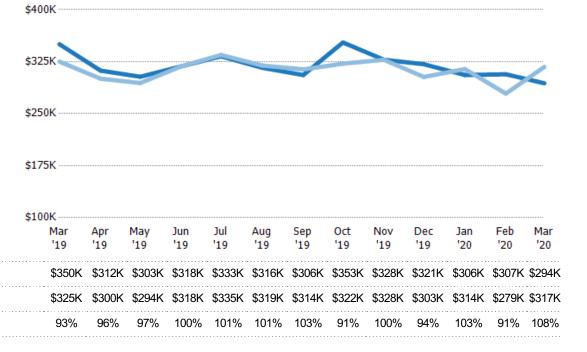
#### Average Sales Price vs Average Est Value

The average sales price as a percentage of the average AVM or RVM® valuation estimate for properties sold each month.

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

