

Summary of Key Listing and Sales Metrics

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

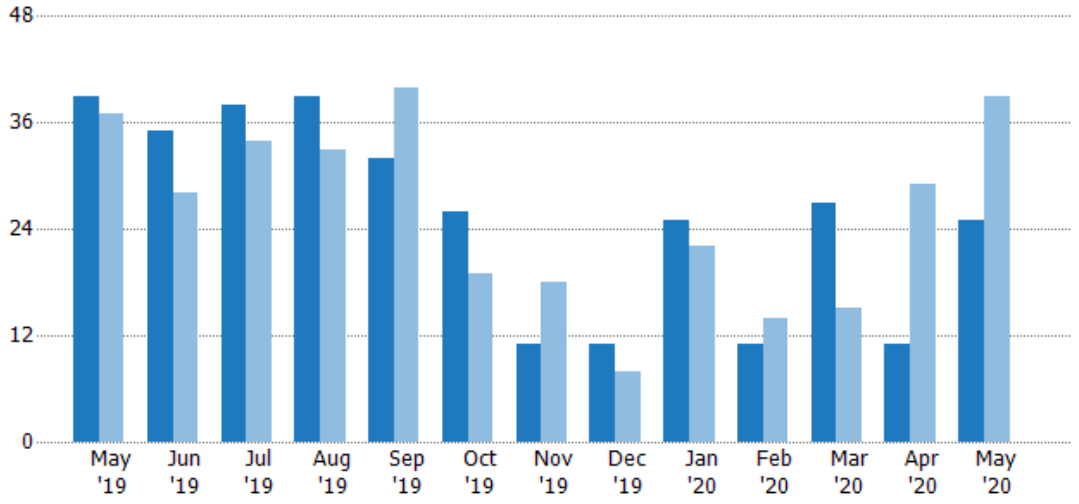
Key Metrics	May 2020	May 2019	+ / -	YTD 2020	YTD 2019	+ / -
Listing Activity Charts Metrics						
New Listing Count	25	39	-35.9%	99	119	-16.8%
New Listing Volume	\$9,300,300	\$13,092,300	-29%	\$34,196,300	\$37,678,290	-9.2%
Active Listing Count	34	66	-48.5%	N/A	N/A	
Active Listing Volume	\$14,946,550	\$24,890,839	-40%	N/A	N/A	
Average Listing Price	\$439,604	\$377,134	+16.6%	\$389,346	\$371,581	+4.8%
Median Listing Price	\$417,750	\$364,850	+14.5%	\$383,016	\$359,547	+6.5%
Median Days in RPR	96	83	+15.7%	91.16	139	-34.4%
Months of Inventory	2.3	5.5	-58.8%	2.7	4	-33.4%
Absorption Rate	44.12%	18.18%	+25.9%	37.44%	24.93%	+12.5%
Sales Activity Charts Metrics						
New Pending Sales Count	35	32	+9.4%	107	113	-5.3%
New Pending Sales Volume	\$11,845,800	\$9,646,490	+22.8%	\$33,078,488	\$34,546,357	-4.2%
Pending Sales Count	46	55	-16.4%	N/A	N/A	
Pending Sales Volume	\$15,676,889	\$18,187,767	-13.8%	N/A	N/A	
Closed Sales Count	8	21	-61.9%	74	79	-6.3%
Closed Sales Volume	\$2,343,400	\$6,103,385	-61.6%	\$22,430,451	\$24,687,749	-9.1%
Average Sales Price	\$292,925	\$290,637	+0.8%	\$303,114	\$312,503	-3%
Median Sales Price	\$294,950	\$267,000	+10.5%	\$298,136	\$286,019	+4.2%

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



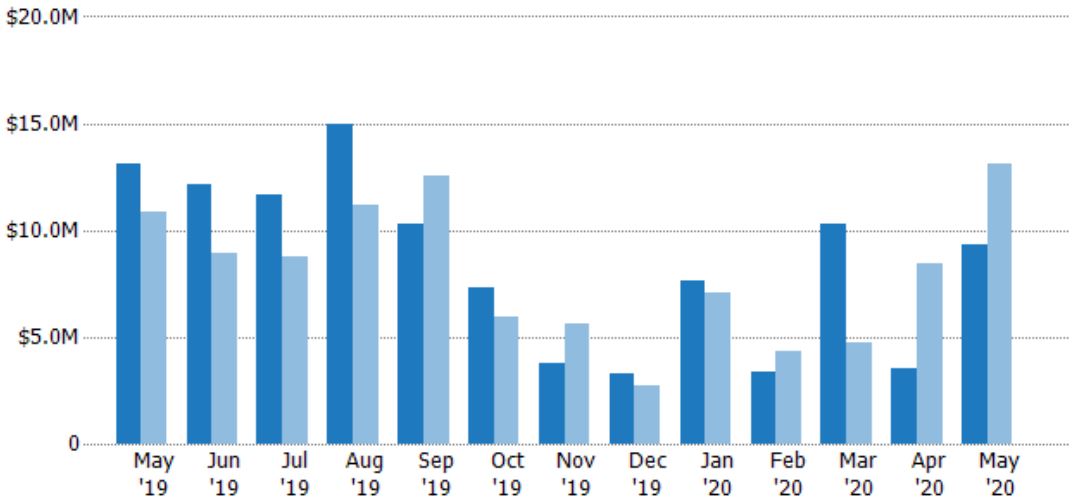
	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20
Current Year	39	35	38	39	32	26	11	11	25	11	27	11	25
Prior Year	37	28	34	33	40	19	18	8	22	14	15	29	39
Percent Change from Prior Year	5%	25%	12%	18%	-20%	37%	-39%	38%	14%	-21%	80%	-62%	-36%

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



	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20
Current Year	\$13.1M	\$12.2M	\$11.6M	\$14.9M	\$10.3M	\$7.35M	\$3.81M	\$3.3M	\$7.67M	\$3.4M	\$10.3M	\$3.57M	\$9.3M
Prior Year	\$10.8M	\$8.91M	\$8.8M	\$11.2M	\$12.5M	\$5.96M	\$5.6M	\$2.7M	\$7.1M	\$4.35M	\$4.72M	\$8.42M	\$13.1M
Percent Change from Prior Year	21%	37%	32%	34%	-18%	23%	-32%	22%	8%	-22%	117%	-58%	-29%

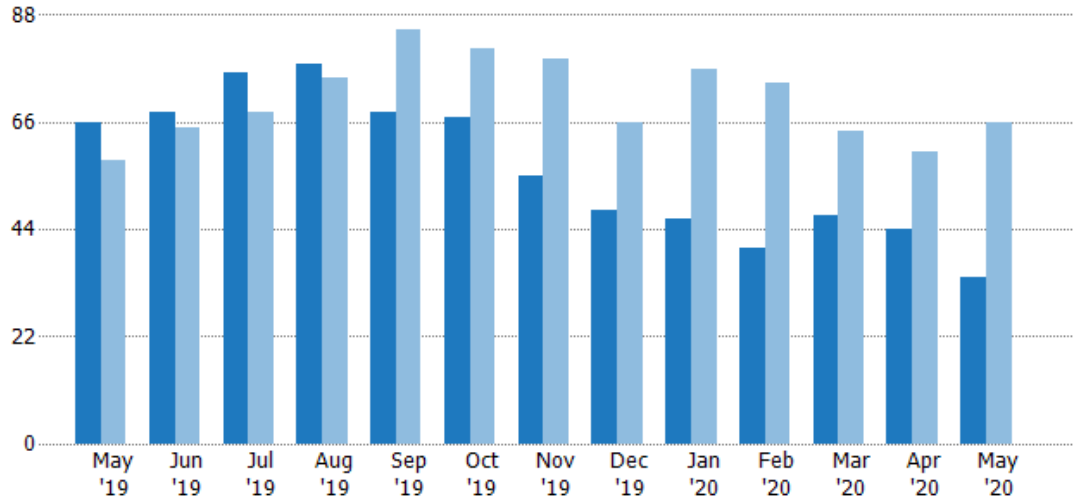
Active Listings

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.
May '20	34	-48.5%
May '19	66	13.8%
May '18	58	17.2%



Current Year	66	68	76	78	68	67	55	48	46	40	47	44	34
Prior Year	58	65	68	75	85	81	79	66	77	74	64	60	66
Percent Change from Prior Year	14%	5%	12%	4%	-20%	-17%	-30%	-27%	-40%	-46%	-27%	-27%	-48%

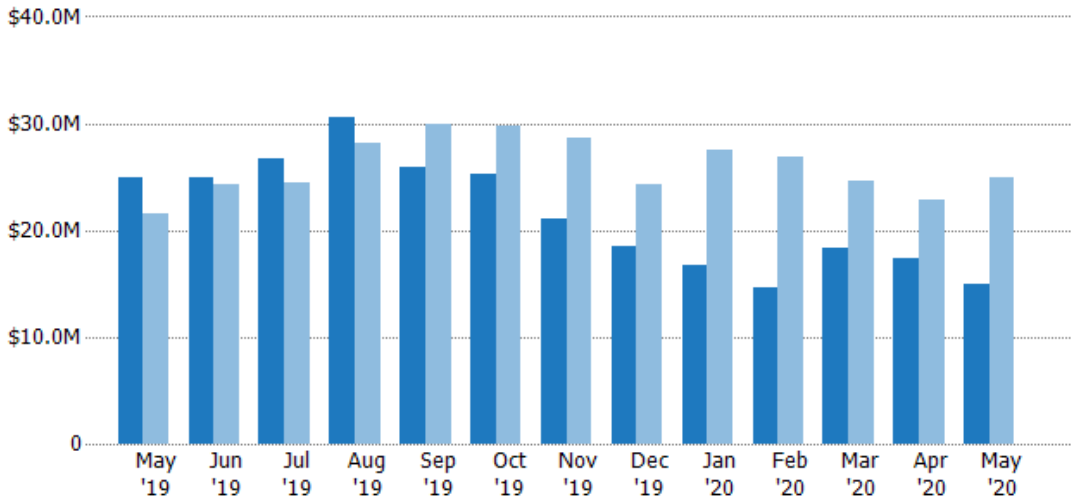
Active Listing Volume

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.
May '20	\$14.9M	-40%
May '19	\$24.9M	15.1%
May '18	\$21.6M	15%



Current Year	\$24.9M	\$25M	\$26.7M	\$30.6M	\$26M	\$25.3M	\$21.1M	\$18.6M	\$16.8M	\$14.7M	\$18.4M	\$17.4M	\$14.9M
Prior Year	\$21.6M	\$24.3M	\$24.4M	\$28.1M	\$30M	\$29.7M	\$28.6M	\$24.3M	\$27.5M	\$26.9M	\$24.6M	\$22.8M	\$24.9M
Percent Change from Prior Year	15%	3%	10%	9%	-13%	-15%	-26%	-24%	-39%	-45%	-25%	-24%	-40%

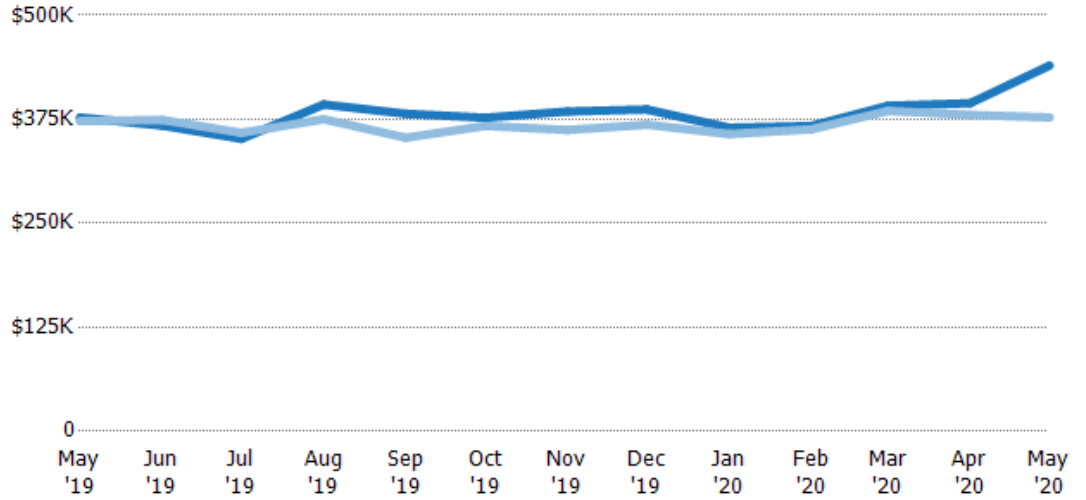
Average Listing Price

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.
May '20	\$440K	16.6%
May '19	\$377K	1.2%
May '18	\$373K	-1.9%



Current Year	\$377K	\$367K	\$352K	\$393K	\$382K	\$377K	\$384K	\$387K	\$365K	\$367K	\$391K	\$394K	\$440K
Prior Year	\$373K	\$374K	\$359K	\$375K	\$353K	\$367K	\$362K	\$369K	\$357K	\$363K	\$385K	\$380K	\$377K
Percent Change from Prior Year	1%	-2%	-2%	5%	8%	3%	6%	5%	2%	1%	2%	4%	17%

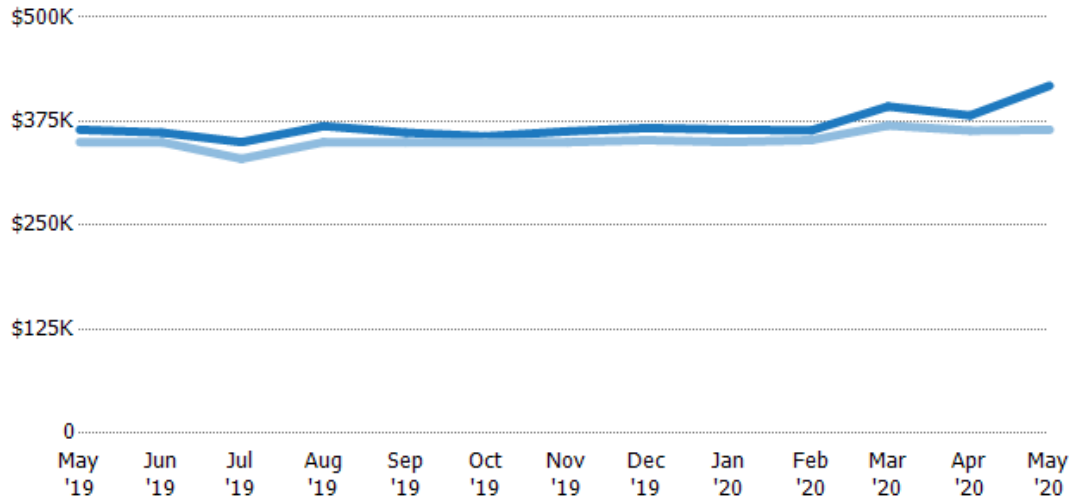
Median Listing Price

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.
May '20	\$418K	14.5%
May '19	\$365K	4.3%
May '18	\$350K	4.6%



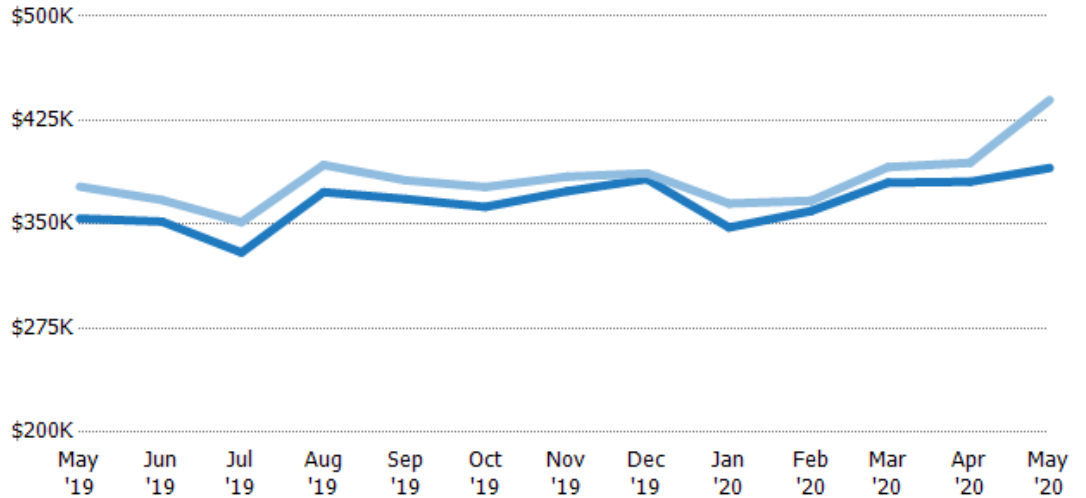
Current Year	\$365K	\$361K	\$350K	\$369K	\$361K	\$357K	\$363K	\$367K	\$365K	\$364K	\$393K	\$382K	\$418K
Prior Year	\$350K	\$350K	\$330K	\$350K	\$350K	\$350K	\$350K	\$352K	\$350K	\$352K	\$370K	\$364K	\$365K
Percent Change from Prior Year	4%	3%	6%	6%	3%	2%	4%	4%	4%	3%	6%	5%	14%

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



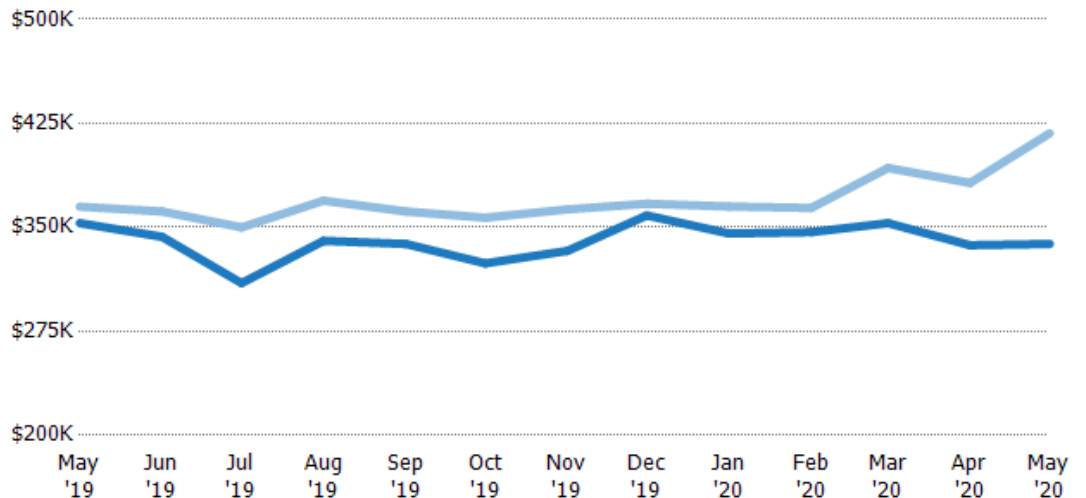
	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20
Avg Est Value	\$354K	\$352K	\$330K	\$373K	\$368K	\$363K	\$374K	\$383K	\$348K	\$360K	\$380K	\$381K	\$391K
Avg Listing Price	\$377K	\$367K	\$352K	\$393K	\$382K	\$377K	\$384K	\$387K	\$365K	\$367K	\$391K	\$394K	\$440K
Avg Listing Price as a % of Avg Est Value	107%	104%	107%	105%	104%	104%	103%	101%	105%	102%	103%	104%	113%

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



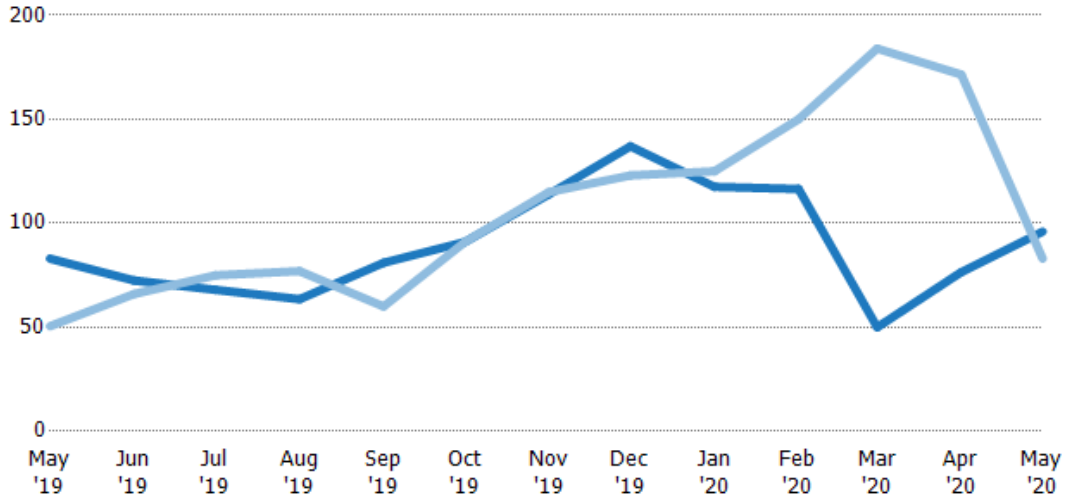
	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20
Median Est Value	\$353K	\$343K	\$310K	\$340K	\$338K	\$324K	\$333K	\$359K	\$346K	\$347K	\$353K	\$337K	\$338K
Median Listing Price	\$365K	\$361K	\$350K	\$369K	\$361K	\$357K	\$363K	\$367K	\$365K	\$364K	\$393K	\$382K	\$418K
Med Listing Price as a % of Med Est Value	103%	105%	113%	109%	107%	110%	109%	102%	106%	105%	111%	113%	124%

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



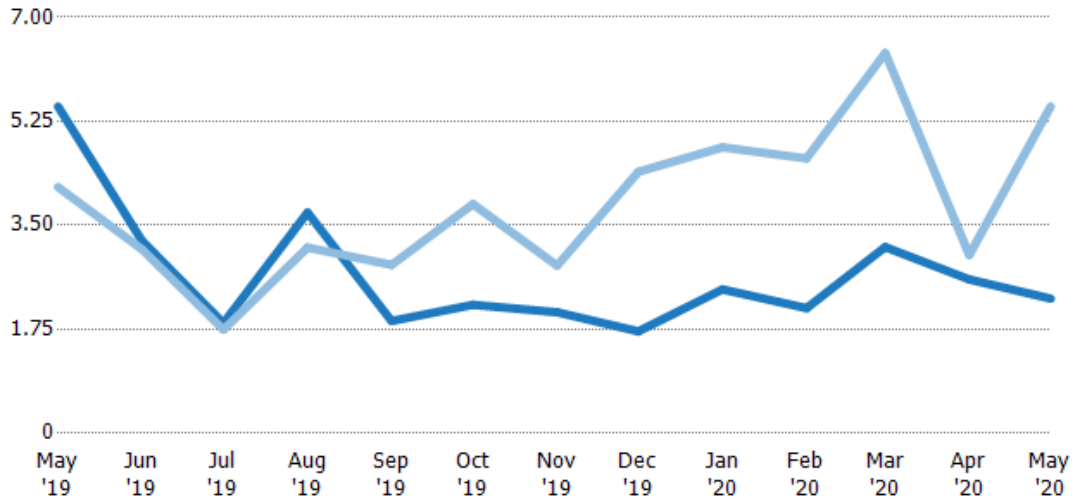
	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20
Current Year	83	72.5	68	63.5	81	91	114	137	118	117	50	76.5	96
Prior Year	50.5	66	75	77	60	91	115	123	125	150	184	172	83
Percent Change from Prior Year	64%	10%	-9%	-18%	35%	0%	-1%	11%	-6%	-22%	-73%	-55%	16%

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



	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20
Current Year	5.5	3.24	1.85	3.71	1.89	2.16	2.04	1.71	2.42	2.11	3.13	2.59	2.27
Prior Year	4.14	3.1	1.74	3.13	2.83	3.86	2.82	4.4	4.81	4.63	6.4	3	5.5
Percent Change from Prior Year	33%	5%	6%	19%	-33%	-44%	-28%	-61%	-50%	-54%	-51%	-14%	-59%

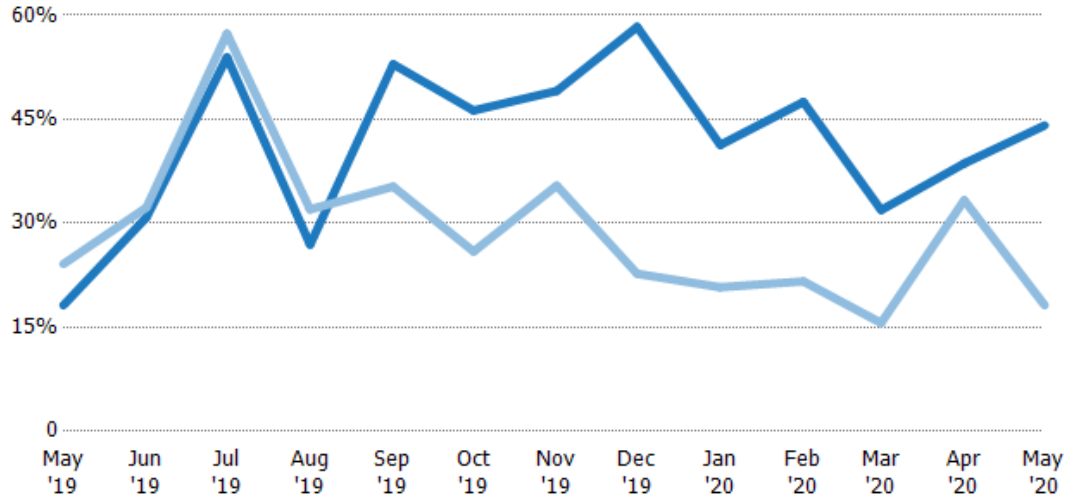
Absorption Rate

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.
May '20	44%	-25.9%
May '19	18%	6%
May '18	24%	9.7%



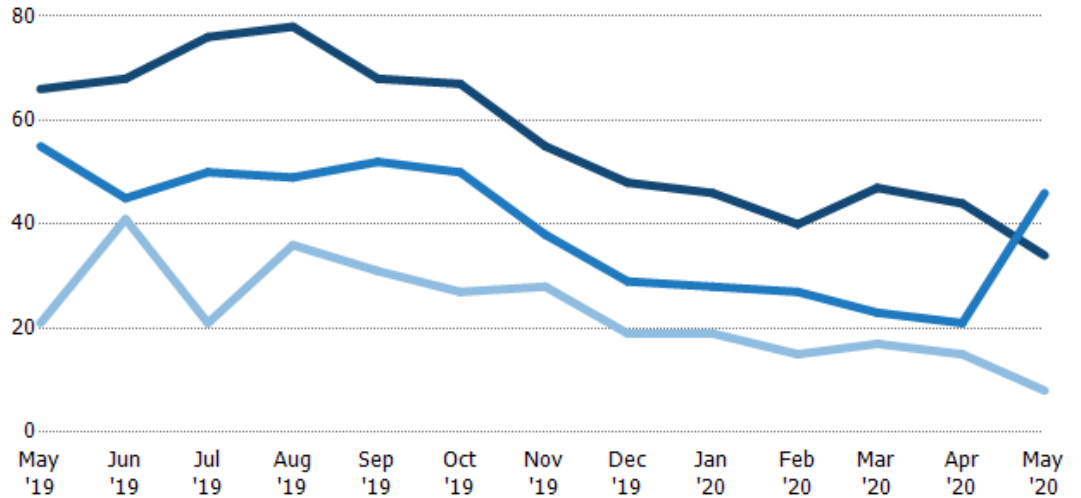
Current Year	18%	31%	54%	27%	53%	46%	49%	58%	41%	48%	32%	39%	44%
Prior Year	24%	32%	57%	32%	35%	26%	35%	23%	21%	22%	16%	33%	18%
Change from Prior Year	6%	1%	3%	5%	-18%	-20%	-14%	-36%	-21%	-26%	-16%	-5%	-26%

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	66	68	76	78	68	67	55	48	46	40	47	44	34
Pending	55	45	50	49	52	50	38	29	28	27	23	21	46
Sold	21	41	21	36	31	27	28	19	19	15	17	15	8

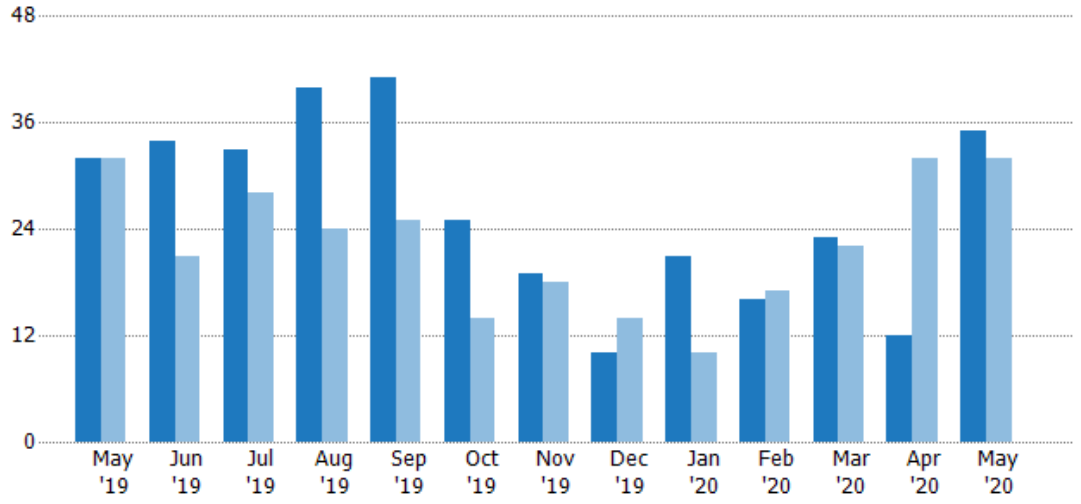
New Pending Sales

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.
May '20	35	9.4%
May '19	32	0%
May '18	32	9.4%



Current Year	32	34	33	40	41	25	19	10	21	16	23	12	35
Prior Year	32	21	28	24	25	14	18	14	10	17	22	32	32
Percent Change from Prior Year	0%	62%	18%	67%	64%	79%	6%	-29%	110%	-6%	5%	-63%	9%

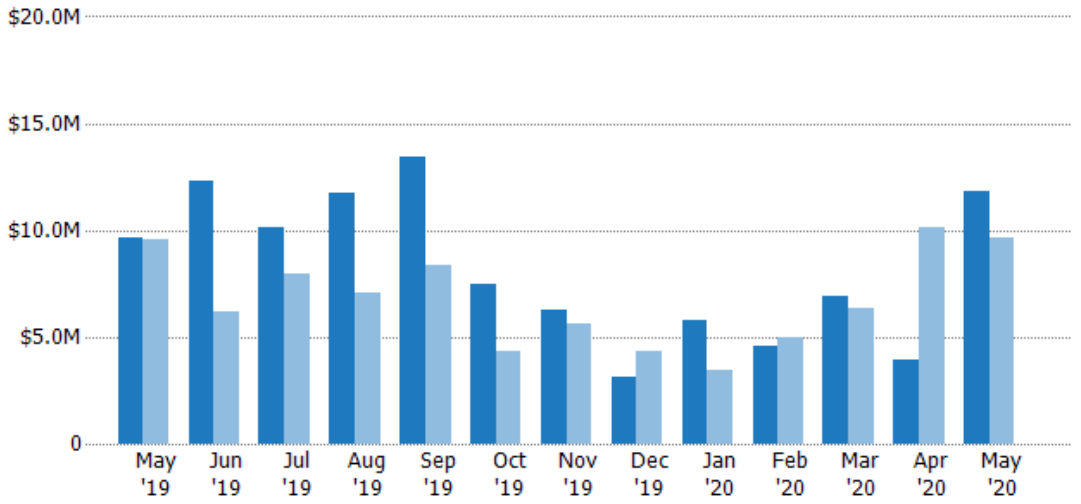
New Pending Sales Volume

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.
May '20	\$11.8M	22.8%
May '19	\$9.65M	1%
May '18	\$9.55M	-0.2%



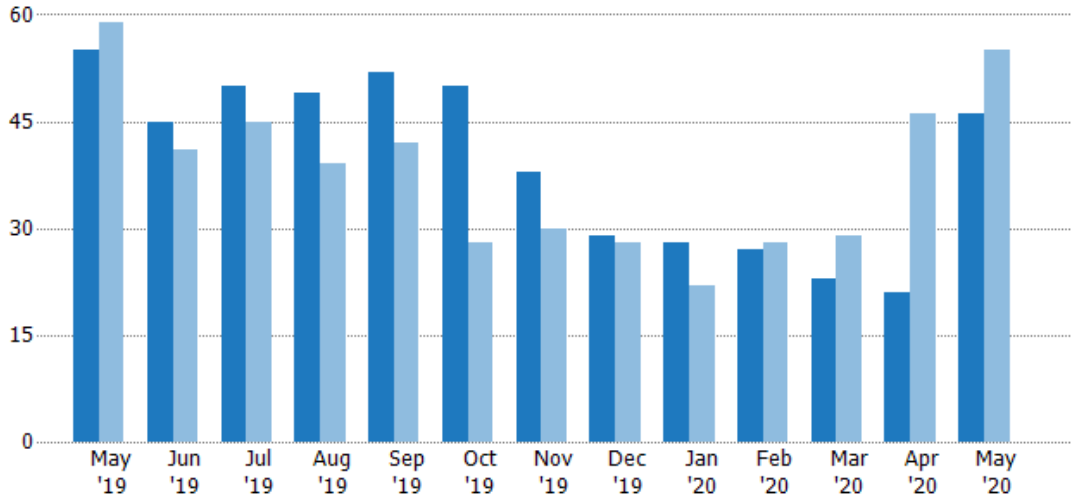
Current Year	\$9.65M	\$12.3M	\$10.2M	\$11.7M	\$13.5M	\$7.48M	\$6.3M	\$3.09M	\$5.82M	\$4.55M	\$6.95M	\$3.92M	\$11.8M
Prior Year	\$9.55M	\$6.2M	\$7.98M	\$7.1M	\$8.35M	\$4.37M	\$5.59M	\$4.34M	\$3.49M	\$4.98M	\$6.32M	\$10.1M	\$9.65M
Percent Change from Prior Year	1%	99%	27%	65%	61%	71%	13%	-29%	67%	-9%	10%	-61%	23%

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.
May '20	46	-16.4%
May '19	55	-6.8%
May '18	59	-10.2%

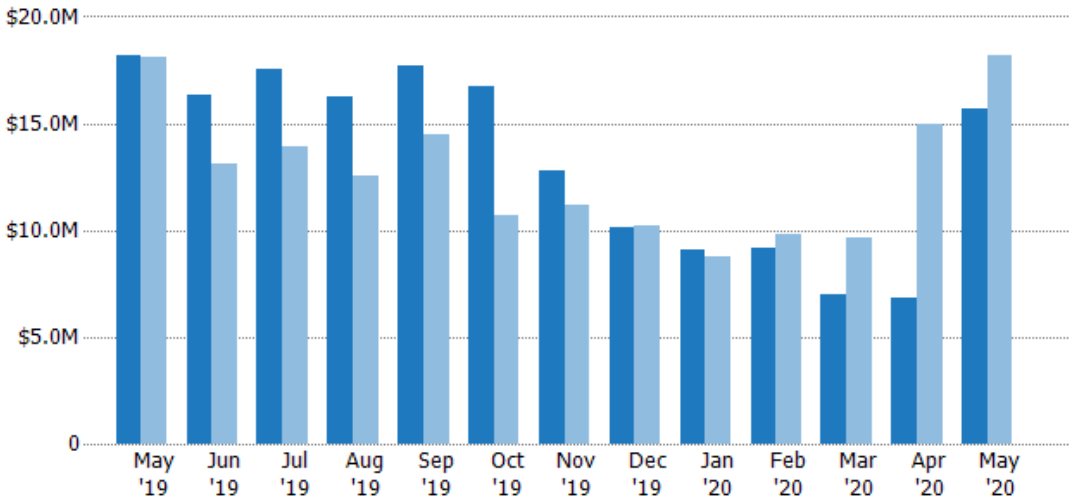
	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20
Current Year	55	45	50	49	52	50	38	29	28	27	23	21	46
Prior Year	59	41	45	39	42	28	30	28	22	28	29	46	55
Percent Change from Prior Year	-7%	10%	11%	26%	24%	79%	27%	4%	27%	-4%	-21%	-54%	-16%

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.
May '20	\$15.7M	-13.8%
May '19	\$18.2M	0.6%
May '18	\$18.1M	-11.7%

	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20
Current Year	\$18.2M	\$16.3M	\$17.5M	\$16.3M	\$17.7M	\$16.8M	\$12.8M	\$10.1M	\$9.11M	\$9.18M	\$6.99M	\$6.81M	\$15.7M
Prior Year	\$18.1M	\$13.1M	\$13.9M	\$12.5M	\$14.5M	\$10.7M	\$11.1M	\$10.2M	\$8.79M	\$9.8M	\$9.61M	\$15M	\$18.2M
Percent Change from Prior Year	1%	24%	26%	30%	22%	57%	15%	-1%	4%	-6%	-27%	-54%	-14%

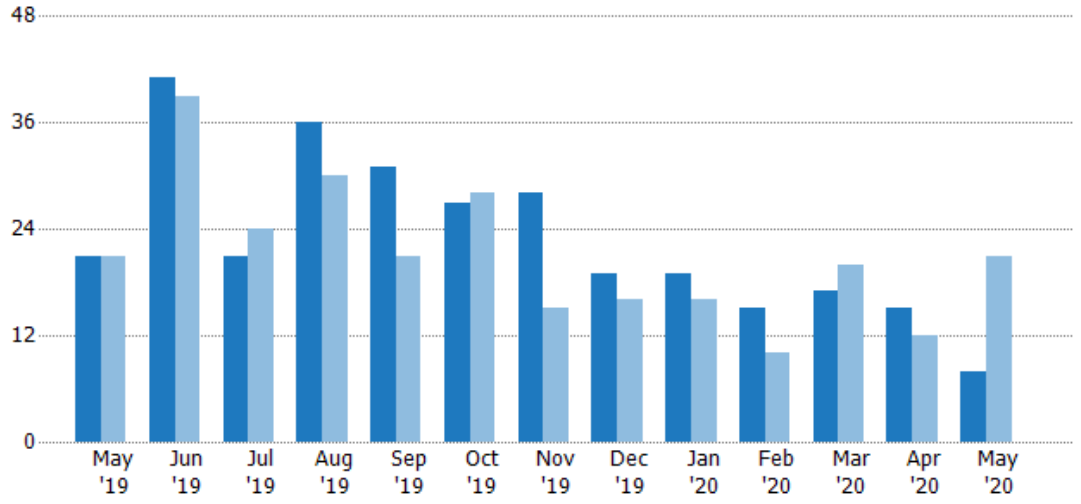
Closed Sales

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.
May '20	8	-61.9%
May '19	21	0%
May '18	21	23.8%



Current Year	21	41	21	36	31	27	28	19	19	15	17	15	8
Prior Year	21	39	24	30	21	28	15	16	16	10	20	12	21
Percent Change from Prior Year	0%	5%	-13%	20%	48%	-4%	87%	19%	19%	50%	-15%	25%	-62%

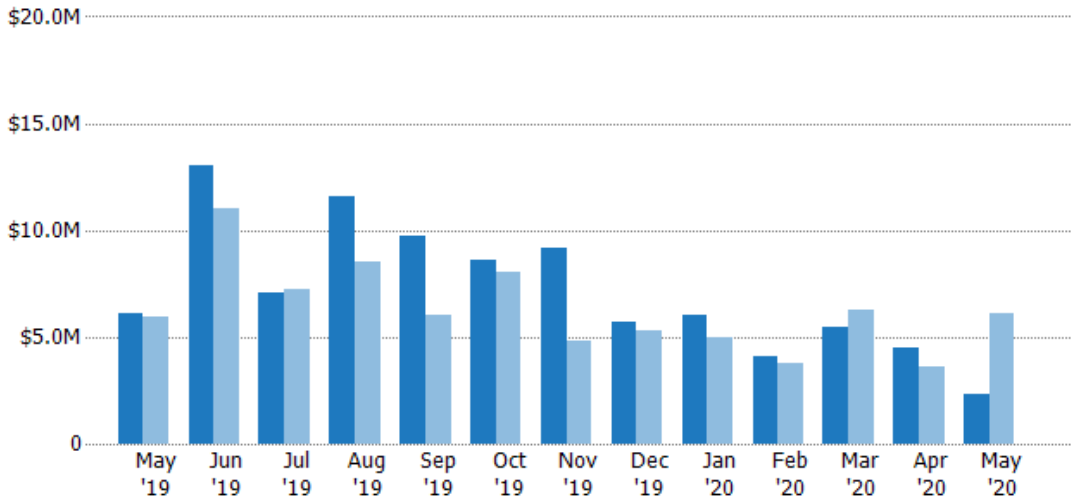
Closed Sales Volume

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.
May '20	\$2.34M	-61.6%
May '19	\$6.1M	3.1%
May '18	\$5.92M	29.5%



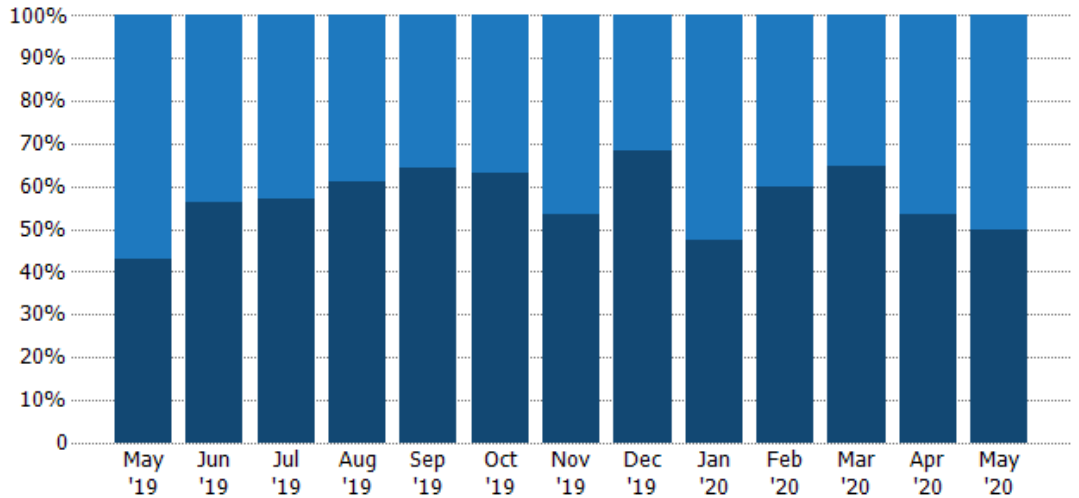
Current Year	\$6.1M	\$13M	\$7.04M	\$11.6M	\$9.75M	\$8.63M	\$9.13M	\$5.68M	\$5.99M	\$4.1M	\$5.49M	\$4.5M	\$2.34M
Prior Year	\$5.92M	\$11M	\$7.24M	\$8.5M	\$6.02M	\$8.06M	\$4.81M	\$5.29M	\$4.94M	\$3.79M	\$6.25M	\$3.61M	\$6.1M
Percent Change from Prior Year	3%	18%	-3%	36%	62%	7%	90%	7%	21%	8%	-12%	25%	-62%

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



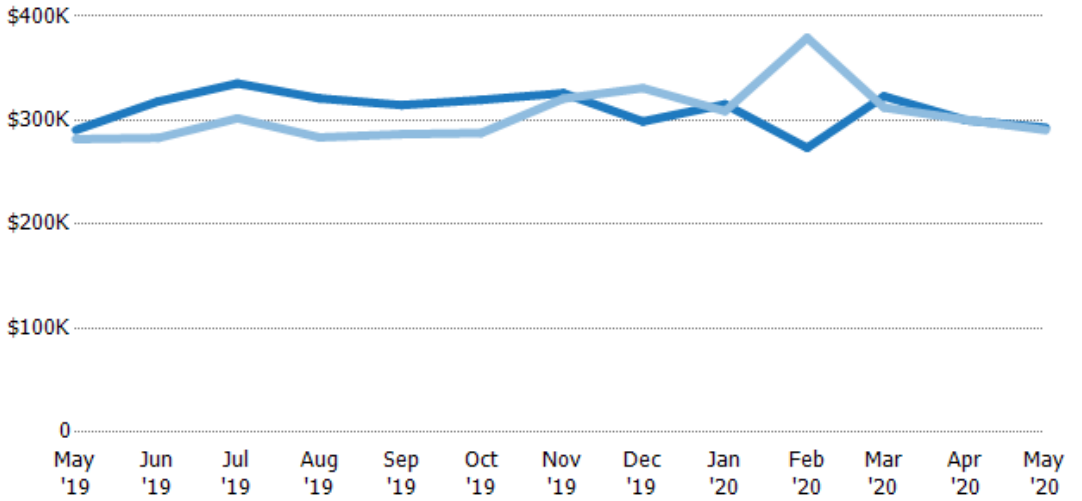
Condo/Townhouse	57%	44%	43%	39%	35%	37%	46%	32%	53%	40%	35%	47%	50%
Single Family Residence	43%	56%	57%	61%	65%	63%	54%	68%	47%	60%	65%	53%	50%

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	\$291K	\$318K	\$335K	\$321K	\$315K	\$320K	\$326K	\$299K	\$315K	\$274K	\$323K	\$300K	\$293K
Prior Year	\$282K	\$283K	\$302K	\$283K	\$287K	\$288K	\$321K	\$331K	\$309K	\$379K	\$312K	\$300K	\$291K
Percent Change from Prior Year	3%	12%	11%	13%	10%	11%	2%	-10%	2%	-28%	3%	0%	1%

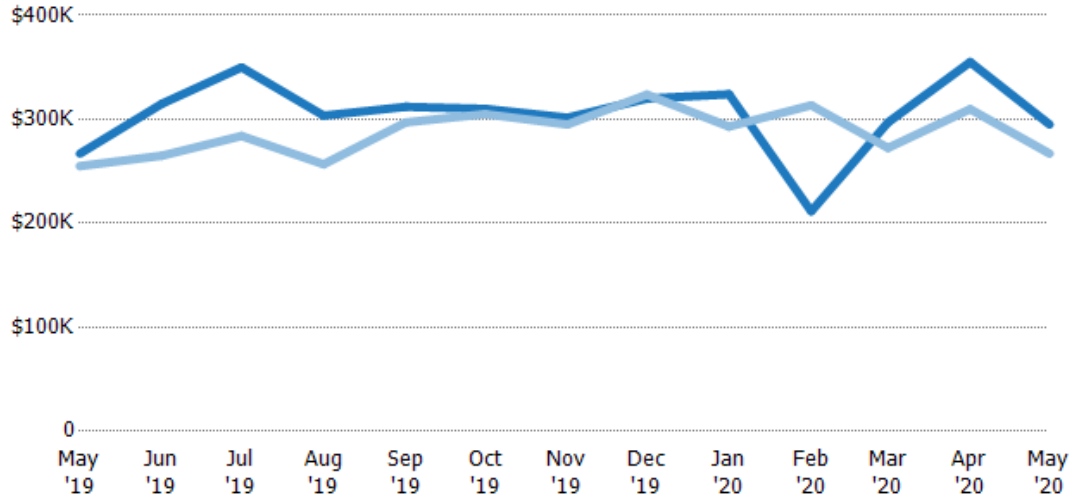
Median Sales Price

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.
May '20	\$295K	10.5%
May '19	\$267K	4.7%
May '18	\$255K	23.1%



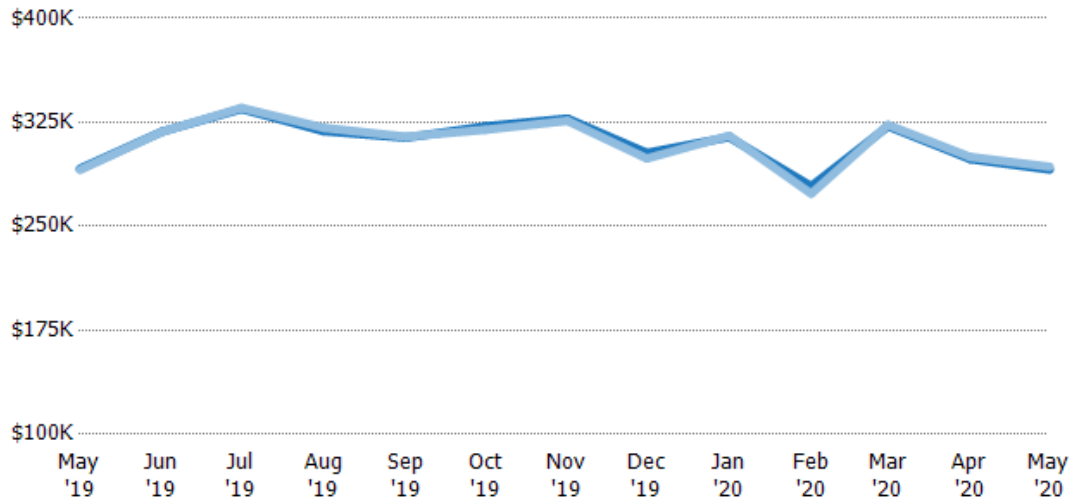
Current Year	\$267K	\$315K	\$350K	\$304K	\$312K	\$310K	\$302K	\$320K	\$324K	\$212K	\$297K	\$355K	\$295K
Prior Year	\$255K	\$265K	\$284K	\$257K	\$297K	\$305K	\$295K	\$324K	\$293K	\$313K	\$272K	\$310K	\$267K
Percent Change from Prior Year	5%	19%	23%	18%	5%	2%	2%	-1%	11%	-33%	9%	15%	10%

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



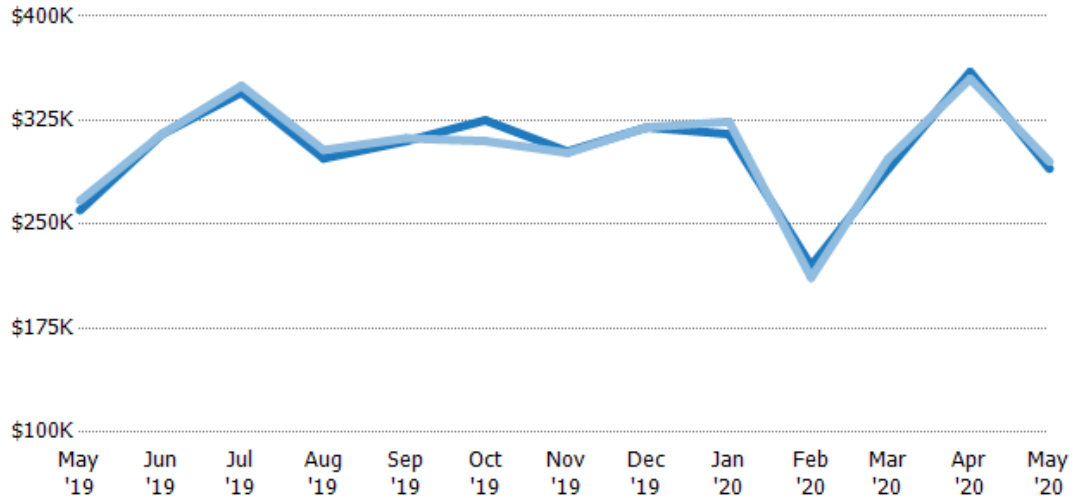
Avg List Price	\$292K	\$318K	\$335K	\$319K	\$314K	\$322K	\$328K	\$303K	\$314K	\$279K	\$322K	\$298K	\$291K
Avg Sales Price	\$291K	\$318K	\$335K	\$321K	\$315K	\$320K	\$326K	\$299K	\$315K	\$274K	\$323K	\$300K	\$293K
Avg Sales Price as a % of Avg List Price	100%	100%	100%	101%	100%	99%	99%	99%	100%	98%	100%	101%	101%

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



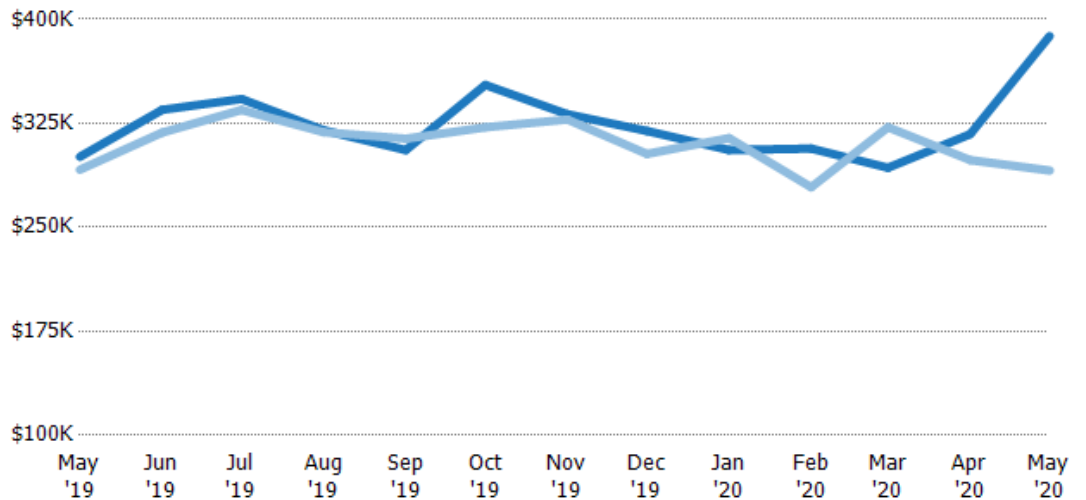
	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20
Median List Price	\$260K	\$315K	\$345K	\$297K	\$310K	\$325K	\$302K	\$320K	\$315K	\$220K	\$290K	\$360K	\$290K
Median Sales Price	\$267K	\$315K	\$350K	\$304K	\$312K	\$310K	\$302K	\$320K	\$324K	\$212K	\$297K	\$355K	\$295K
Med Sales Price as a % of Med List Price	103%	100%	101%	102%	101%	95%	100%	100%	103%	96%	102%	99%	102%

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



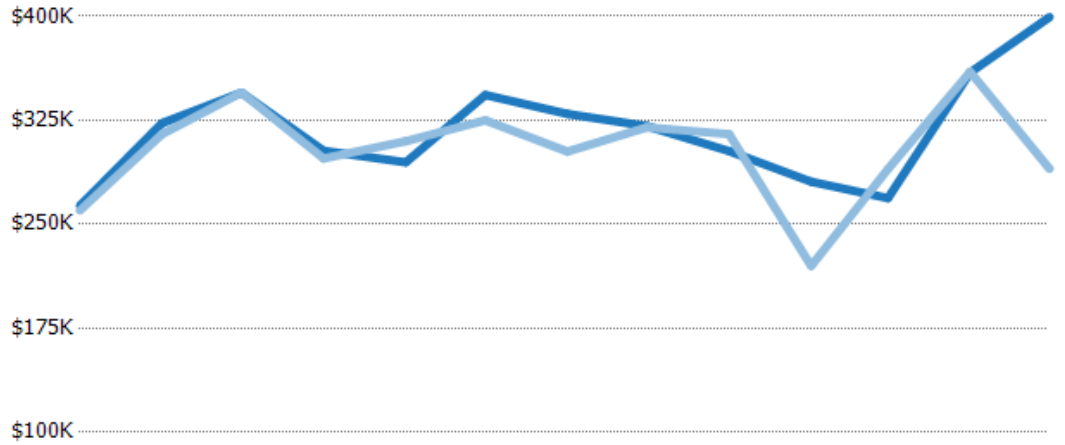
	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20
Avg Est Value	\$301K	\$335K	\$343K	\$320K	\$306K	\$353K	\$332K	\$319K	\$306K	\$307K	\$293K	\$317K	\$388K
Avg Sales Price	\$292K	\$318K	\$335K	\$319K	\$314K	\$322K	\$328K	\$303K	\$314K	\$279K	\$322K	\$298K	\$291K
Avg Sales Price as a % of Avg Est Value	97%	95%	98%	100%	103%	91%	99%	95%	103%	91%	110%	94%	75%

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



	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20
Median Est Value	\$263K	\$323K	\$345K	\$303K	\$295K	\$343K	\$330K	\$321K	\$303K	\$281K	\$269K	\$359K	\$399K
Median Sales Price	\$260K	\$315K	\$345K	\$297K	\$310K	\$325K	\$302K	\$320K	\$315K	\$220K	\$290K	\$360K	\$290K
Med Sales Price as a % of Med Est Value	99%	98%	100%	98%	105%	95%	92%	100%	104%	78%	108%	100%	73%