

Summary of Key Listing and Sales Metrics

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

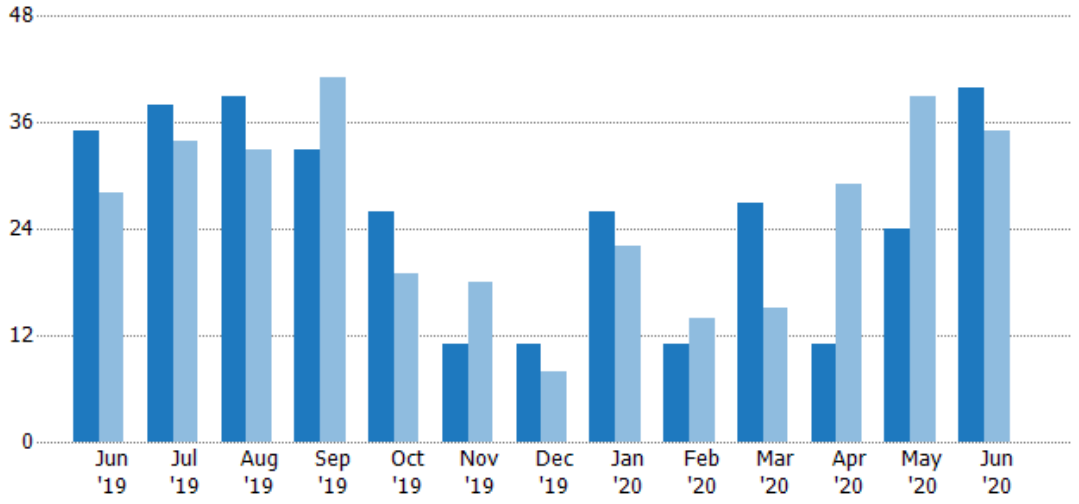
Key Metrics	Jun 2020	Jun 2019	+ / -	YTD 2020	YTD 2019	+ / -
Listing Activity Charts Metrics						
New Listing Count	40	35	+14.3%	139	154	-9.7%
New Listing Volume	\$13,633,000	\$12,172,250	+12%	\$47,710,395	\$49,848,140	-4.3%
Active Listing Count	38	68	-44.1%	N/A	N/A	
Active Listing Volume	\$15,003,145	\$24,990,739	-40%	N/A	N/A	
Average Listing Price	\$394,820	\$367,511	+7.4%	\$389,604	\$370,930	+5%
Median Listing Price	\$386,125	\$361,400	+6.8%	\$384,210	\$360,332	+6.6%
Median Days in RPR	51	72.5	-29.7%	78.33	116	-32.5%
Months of Inventory	4.2	3.1	+36.6%	2.2	3.3	-34.1%
Absorption Rate	23.68%	32.35%	-8.7%	46.36%	30.56%	+15.8%
Sales Activity Charts Metrics						
New Pending Sales Count	32	34	-5.9%	139	147	-5.4%
New Pending Sales Volume	\$10,471,500	\$12,339,050	-15.1%	\$43,549,988	\$46,885,407	-7.1%
Pending Sales Count	47	45	+4.4%	N/A	N/A	
Pending Sales Volume	\$16,225,089	\$16,339,440	-0.7%	N/A	N/A	
Closed Sales Count	27	41	-34.1%	102	121	-15.7%
Closed Sales Volume	\$8,528,500	\$13,041,871	-34.6%	\$31,072,351	\$38,079,520	-18.4%
Average Sales Price	\$315,870	\$318,094	-0.7%	\$304,631	\$314,707	-3.2%
Median Sales Price	\$335,000	\$315,000	+6.3%	\$303,888	\$298,409	+1.8%

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



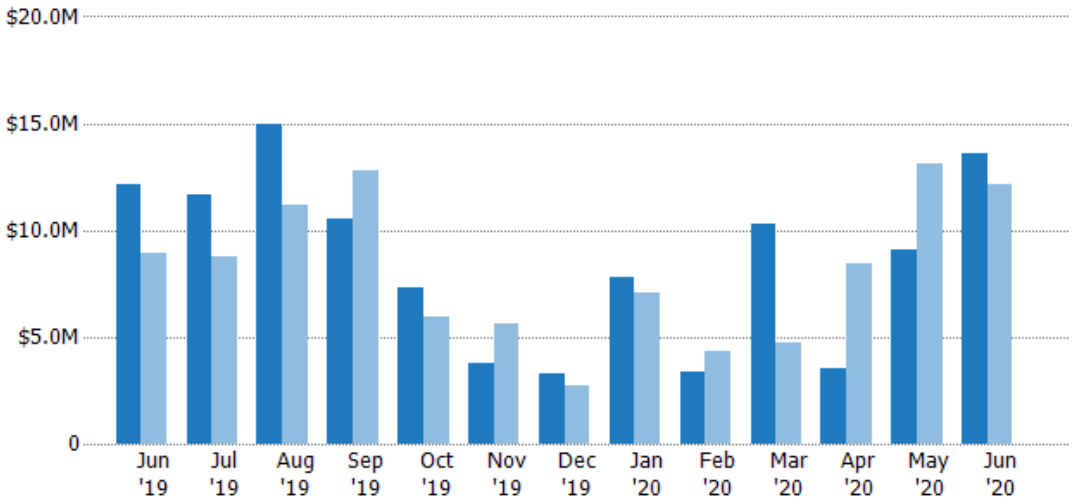
	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20
Current Year	35	38	39	33	26	11	11	26	11	27	11	24	40
Prior Year	28	34	33	41	19	18	8	22	14	15	29	39	35
Percent Change from Prior Year	25%	12%	18%	-20%	37%	-39%	38%	18%	-21%	80%	-62%	-38%	14%

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



	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20
Current Year	\$12.2M	\$11.6M	\$14.9M	\$10.5M	\$7.35M	\$3.81M	\$3.3M	\$7.78M	\$3.4M	\$10.3M	\$3.57M	\$9.06M	\$13.6M
Prior Year	\$8.91M	\$8.8M	\$11.2M	\$12.8M	\$5.96M	\$5.6M	\$2.7M	\$7.1M	\$4.34M	\$4.72M	\$8.42M	\$13.1M	\$12.2M
Percent Change from Prior Year	37%	32%	34%	-17%	23%	-32%	22%	10%	-22%	118%	-58%	-31%	12%

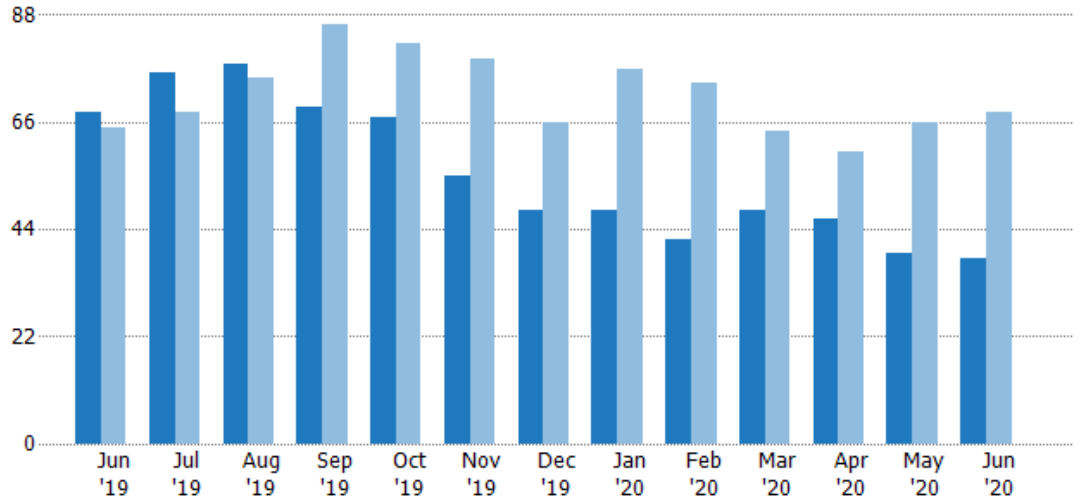
Active Listings

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.
Jun '20	38	-44.1%
Jun '19	68	4.6%
Jun '18	65	27.7%



Current Year	68	76	78	69	67	55	48	48	42	48	46	39	38
Prior Year	65	68	75	86	82	79	66	77	74	64	60	66	68
Percent Change from Prior Year	5%	12%	4%	-20%	-18%	-30%	-27%	-38%	-43%	-25%	-23%	-41%	-44%

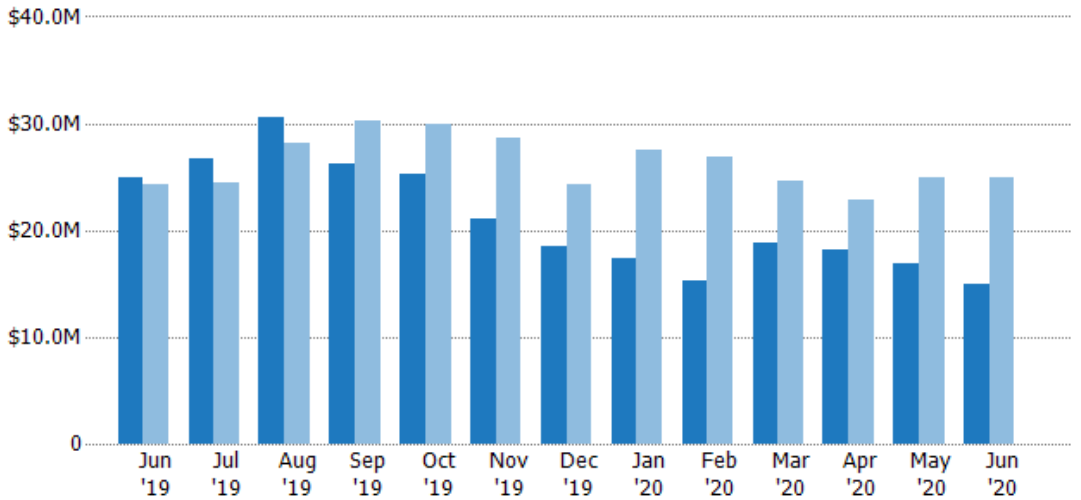
Active Listing Volume

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.
Jun '20	\$15M	-40%
Jun '19	\$25M	2.7%
Jun '18	\$24.3M	21.9%



Current Year	\$25M	\$26.7M	\$30.6M	\$26.2M	\$25.2M	\$21.1M	\$18.6M	\$17.4M	\$15.3M	\$18.9M	\$18.2M	\$16.9M	\$15M
Prior Year	\$24.3M	\$24.4M	\$28.1M	\$30.2M	\$30M	\$28.6M	\$24.3M	\$27.5M	\$26.9M	\$24.6M	\$22.8M	\$24.9M	\$25M
Percent Change from Prior Year	3%	10%	9%	-13%	-16%	-26%	-24%	-37%	-43%	-23%	-20%	-32%	-40%

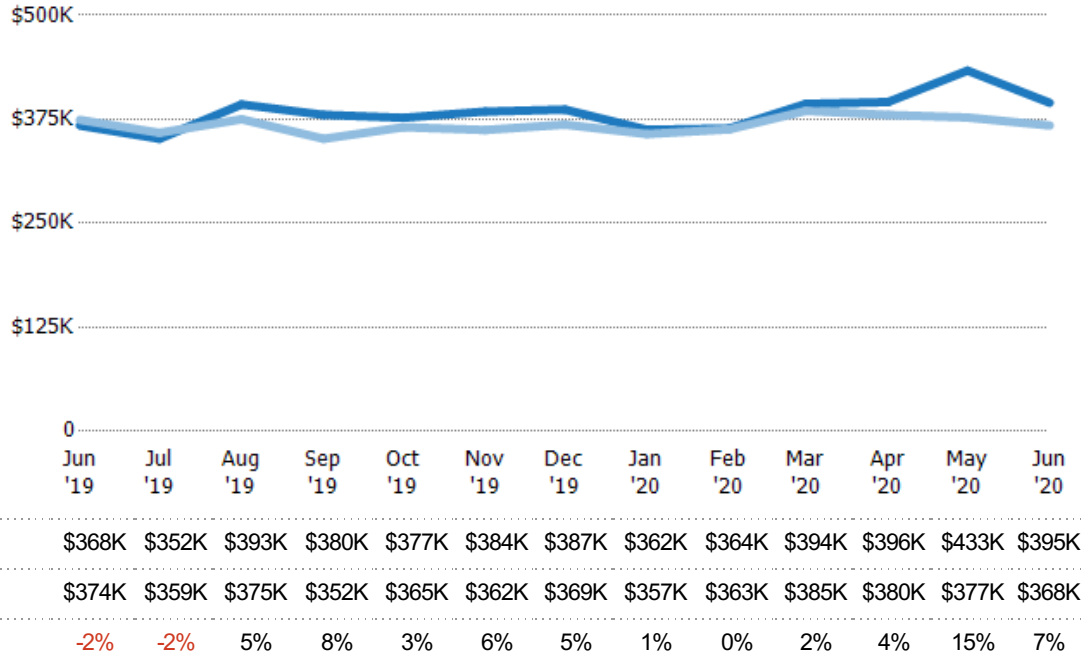
Average Listing Price

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.
Jun '20	\$395K	7.4%
Jun '19	\$368K	-1.8%
Jun '18	\$374K	-4.5%



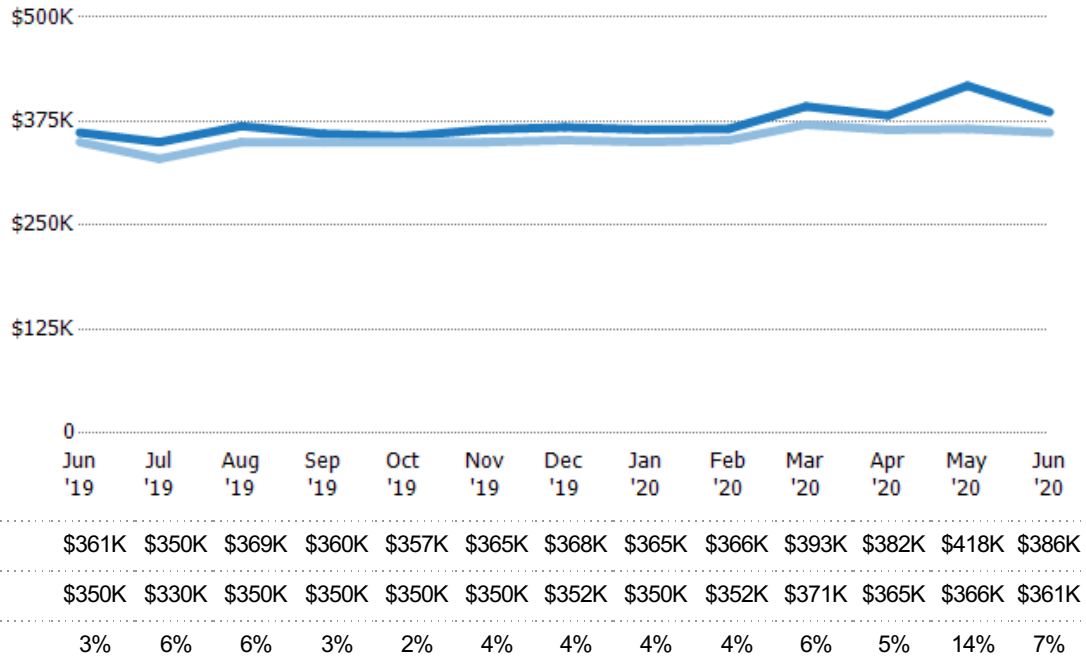
Median Listing Price

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.
Jun '20	\$386K	6.8%
Jun '19	\$361K	3.3%
Jun '18	\$350K	-1.4%

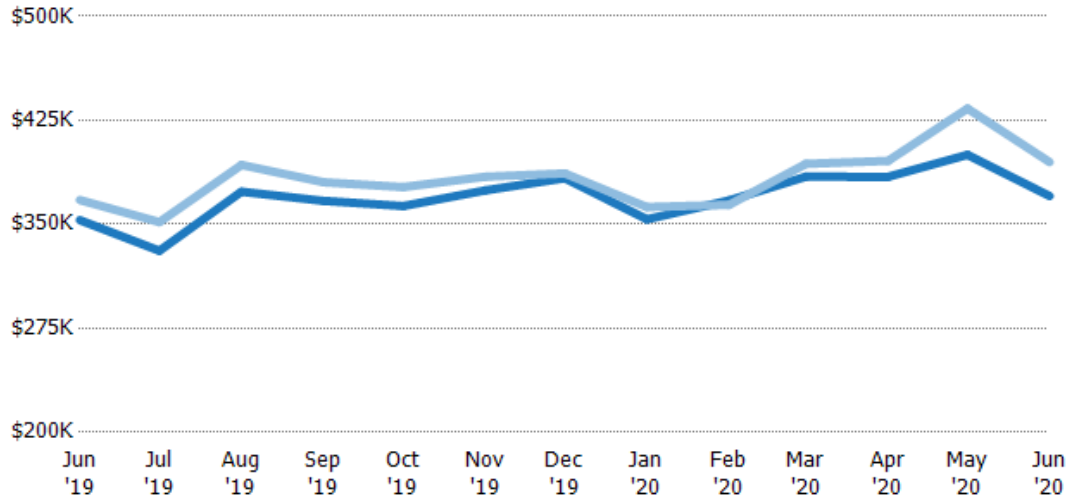


Average Listing Price vs Average Est Value

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



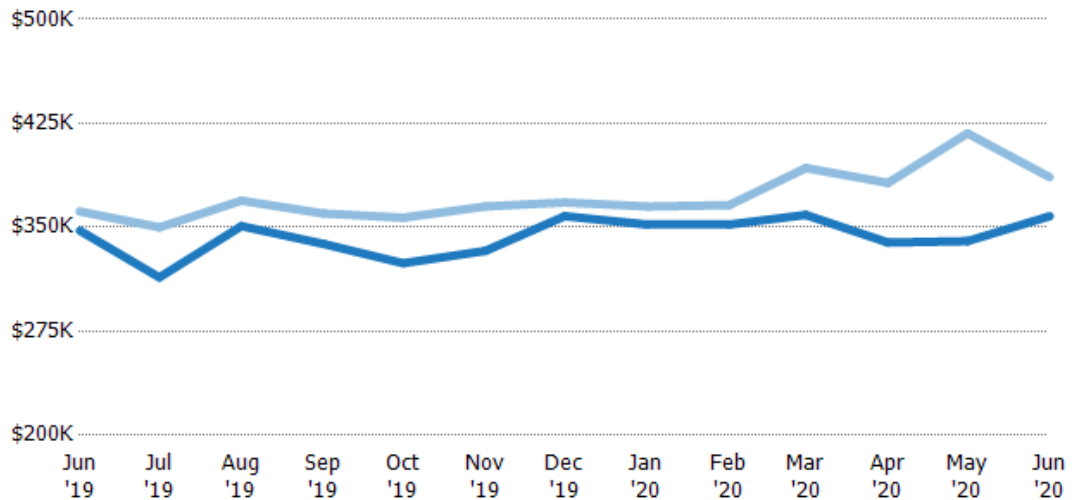
	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20
Avg Est Value	\$353K	\$331K	\$373K	\$367K	\$363K	\$374K	\$383K	\$354K	\$367K	\$384K	\$384K	\$400K	\$370K
Avg Listing Price	\$368K	\$352K	\$393K	\$380K	\$377K	\$384K	\$387K	\$362K	\$364K	\$394K	\$396K	\$433K	\$395K
Avg Listing Price as a % of Avg Est Value	104%	106%	105%	104%	104%	103%	101%	103%	99%	102%	103%	108%	107%

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



	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20
Median Est Value	\$348K	\$314K	\$351K	\$338K	\$324K	\$333K	\$358K	\$352K	\$352K	\$359K	\$339K	\$340K	\$358K
Median Listing Price	\$361K	\$350K	\$369K	\$360K	\$357K	\$365K	\$368K	\$365K	\$366K	\$393K	\$382K	\$418K	\$386K
Med Listing Price as a % of Med Est Value	104%	111%	105%	106%	110%	110%	103%	104%	104%	109%	113%	123%	108%

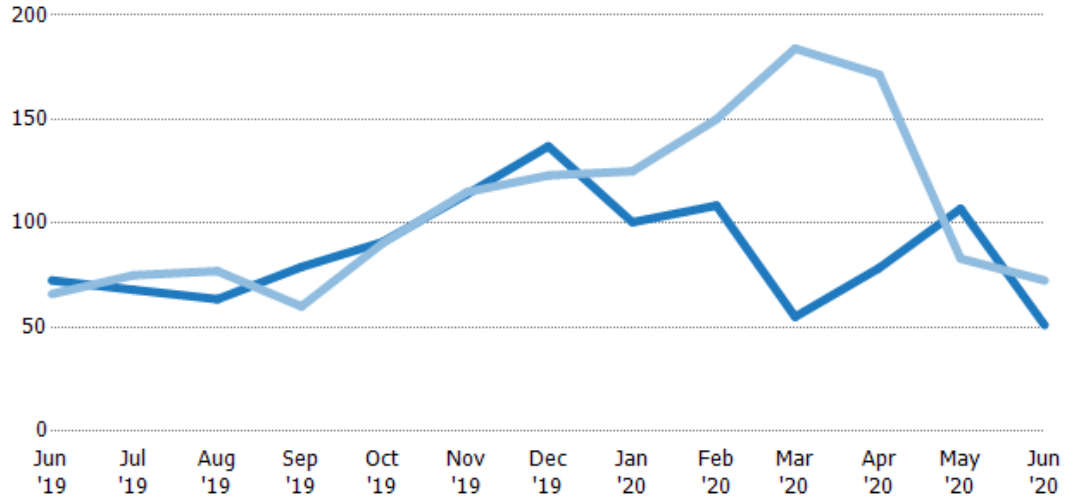
Median Days in RPR

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.
Jun '20	51	-29.7%
Jun '19	72.5	9.8%
Jun '18	66	1.5%



	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20
Current Year	72.5	68	63.5	79	91	114	137	101	109	55	78.5	107	51
Prior Year	66	75	77	60	90.5	115	123	125	150	184	172	83	72.5
Percent Change from Prior Year	10%	-9%	-18%	32%	1%	-1%	11%	-20%	-28%	-70%	-54%	29%	-30%

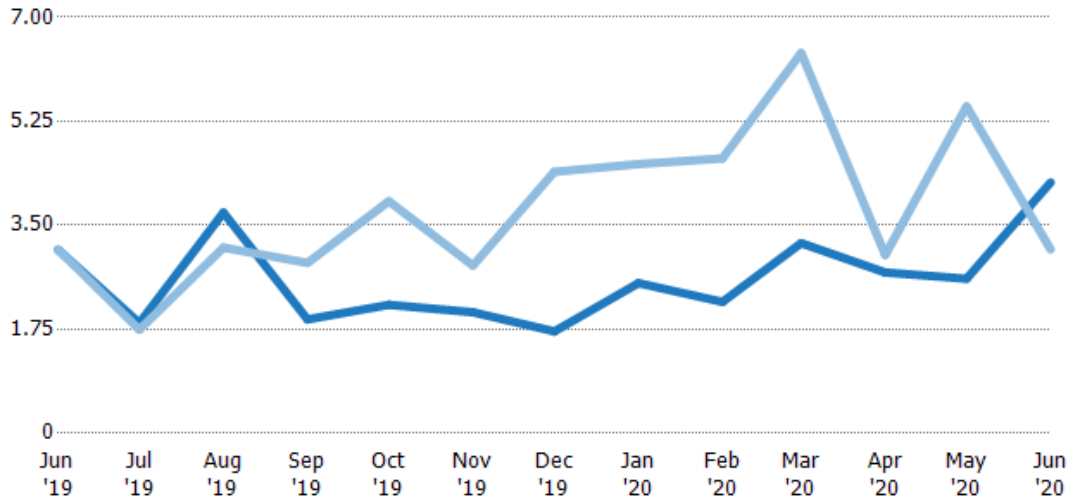
Months of Inventory

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.
Jun '20	4.22	36.6%
Jun '19	3.09	-0.1%
Jun '18	3.1	-0.7%



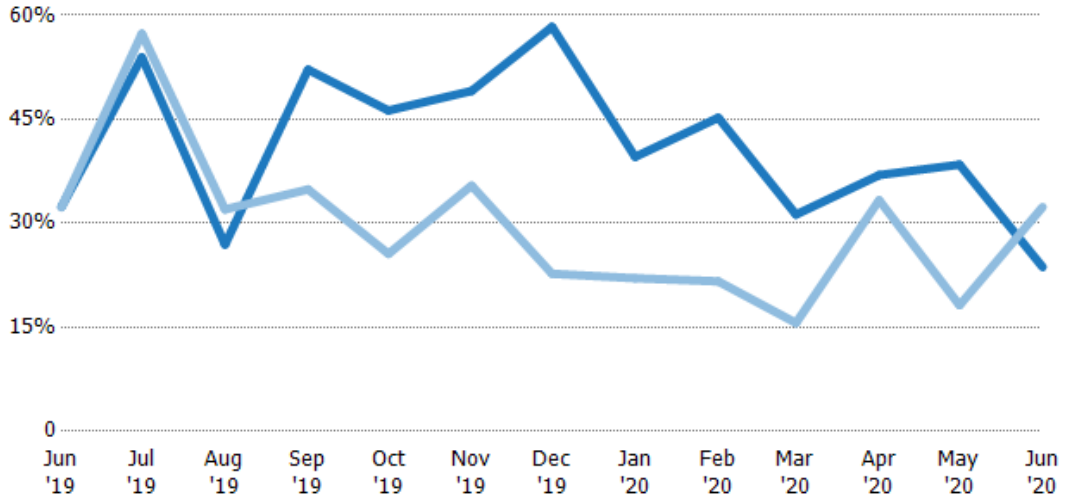
	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20
Current Year	3.09	1.85	3.71	1.92	2.16	2.04	1.71	2.53	2.21	3.2	2.71	2.6	4.22
Prior Year	3.1	1.74	3.13	2.87	3.9	2.82	4.4	4.53	4.63	6.4	3	5.5	3.09
Percent Change from Prior Year	0%	6%	19%	-33%	-45%	-28%	-61%	-44%	-52%	-50%	-10%	-53%	37%

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.
Jun '20	24%	8.7%
Jun '19	32%	-0.1%
Jun '18	32%	0.7%

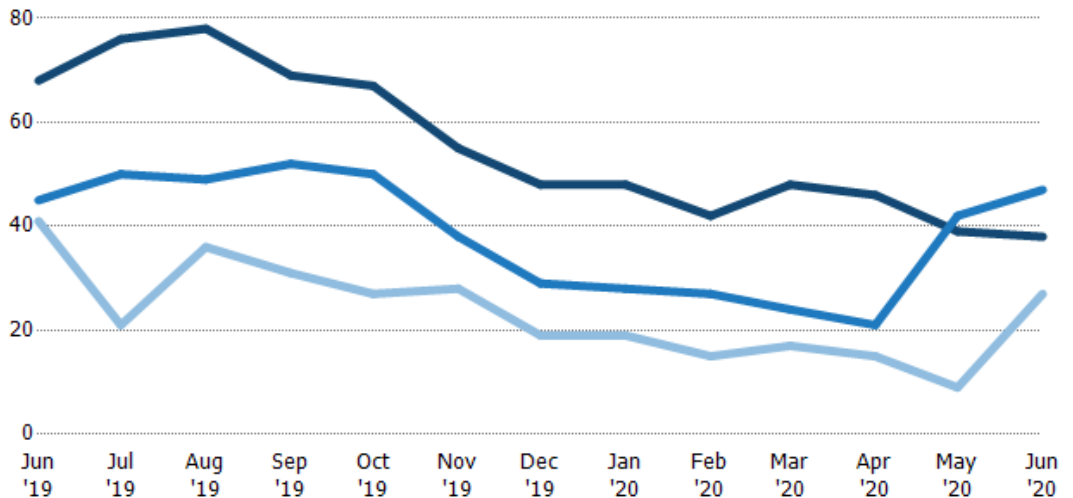
	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20
Current Year	32%	54%	27%	52%	46%	49%	58%	40%	45%	31%	37%	38%	24%
Prior Year	32%	57%	32%	35%	26%	35%	23%	22%	22%	16%	33%	18%	32%
Change from Prior Year	0%	3%	5%	-17%	-21%	-14%	-36%	-18%	-24%	-16%	-4%	-20%	9%

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



	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20
Active	68	76	78	69	67	55	48	48	42	48	46	39	38
Pending	45	50	49	52	50	38	29	28	27	24	21	42	47
Sold	41	21	36	31	27	28	19	19	15	17	15	9	27

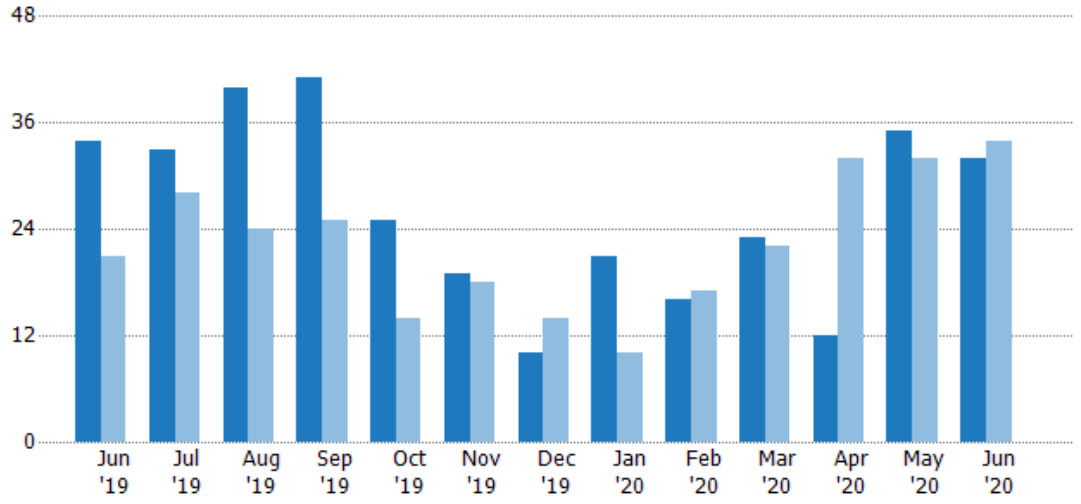
New Pending Sales

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.
Jun '20	32	-5.9%
Jun '19	34	61.9%
Jun '18	21	9.5%



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

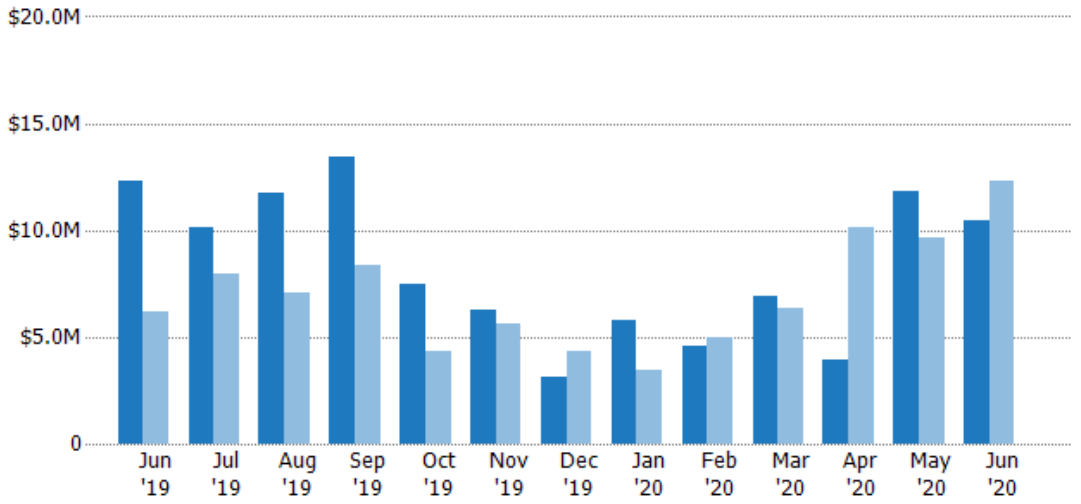
New Pending Sales Volume

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.
Jun '20	\$10.5M	-15.1%
Jun '19	\$12.3M	98.9%
Jun '18	\$6.2M	24.7%



Current Year	\$12.3M	\$10.2M	\$11.7M	\$13.5M	\$7.48M	\$6.3M	\$3.09M	\$5.82M	\$4.55M	\$6.95M	\$3.92M	\$11.8M	\$10.5M
Prior Year	\$6.2M	\$7.98M	\$7.1M	\$8.35M	\$4.37M	\$5.59M	\$4.34M	\$3.49M	\$4.98M	\$6.32M	\$10.1M	\$9.65M	\$12.3M
Percent Change from Prior Year	99%	27%	65%	61%	71%	13%	-29%	67%	-9%	10%	-61%	23%	-15%

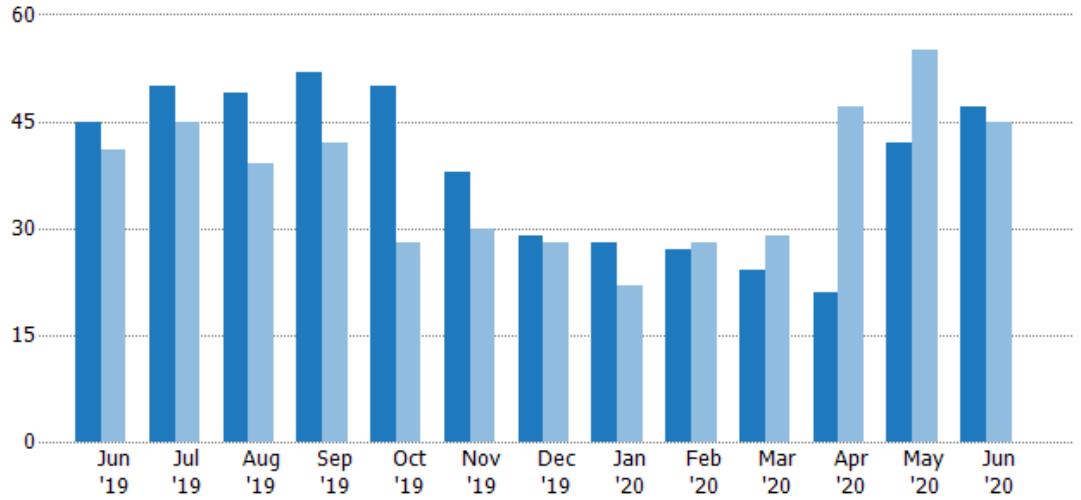
Pending Sales

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.
Jun '20	47	4.4%
Jun '19	45	9.8%
Jun '18	41	14.6%



Current Year	45	50	49	52	50	38	29	28	27	24	21	42	47
Prior Year	41	45	39	42	28	30	28	22	28	29	47	55	45
Percent Change from Prior Year	10%	11%	26%	24%	79%	27%	4%	27%	-4%	-17%	-55%	-24%	4%

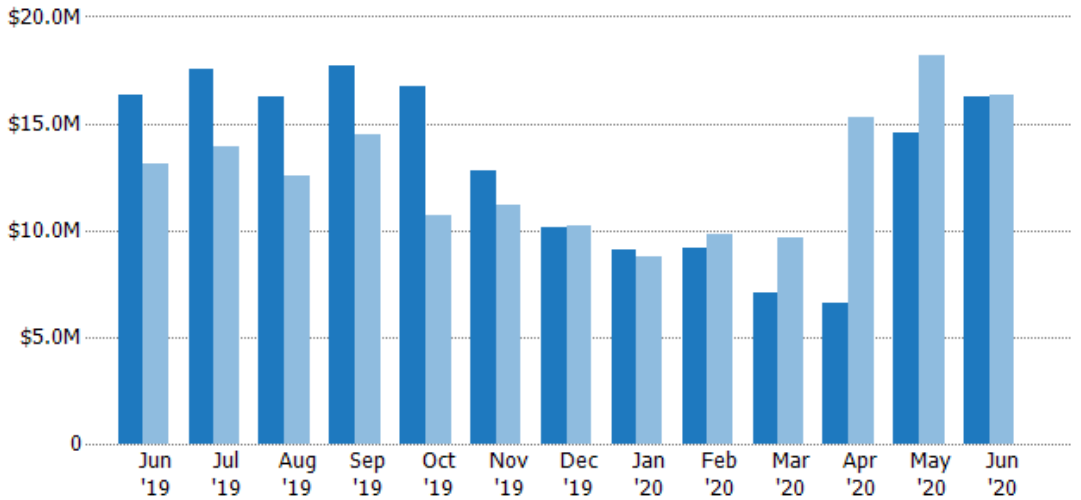
Pending Sales Volume

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.
Jun '20	\$16.2M	-0.7%
Jun '19	\$16.3M	24.3%
Jun '18	\$13.1M	13%



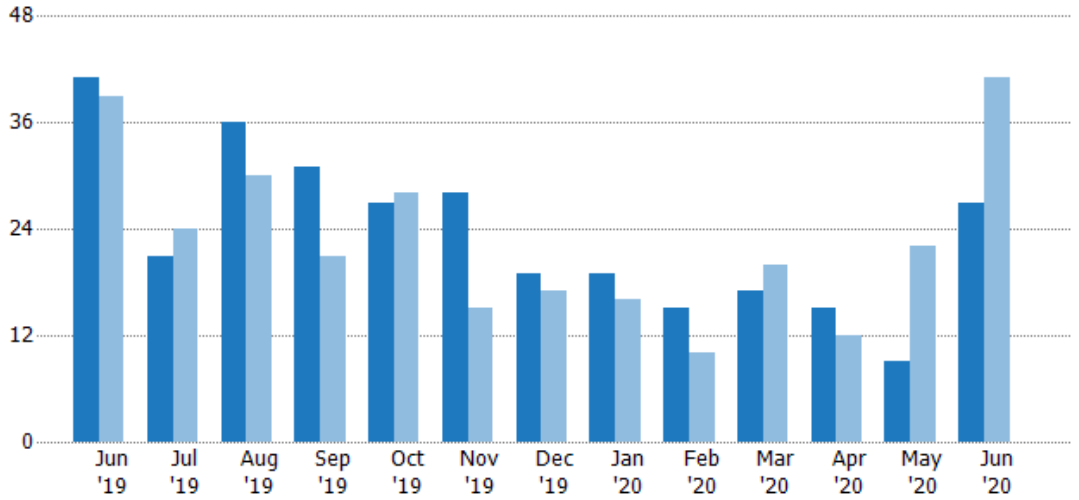
Current Year	\$16.3M	\$17.5M	\$16.3M	\$17.7M	\$16.8M	\$12.8M	\$10.1M	\$9.11M	\$9.18M	\$7.1M	\$6.58M	\$14.6M	\$16.2M
Prior Year	\$13.1M	\$13.9M	\$12.5M	\$14.5M	\$10.7M	\$11.1M	\$10.2M	\$8.79M	\$9.8M	\$9.61M	\$15.3M	\$18.2M	\$16.3M
Percent Change from Prior Year	24%	26%	30%	22%	57%	15%	-1%	4%	-6%	-26%	-57%	-20%	-1%

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



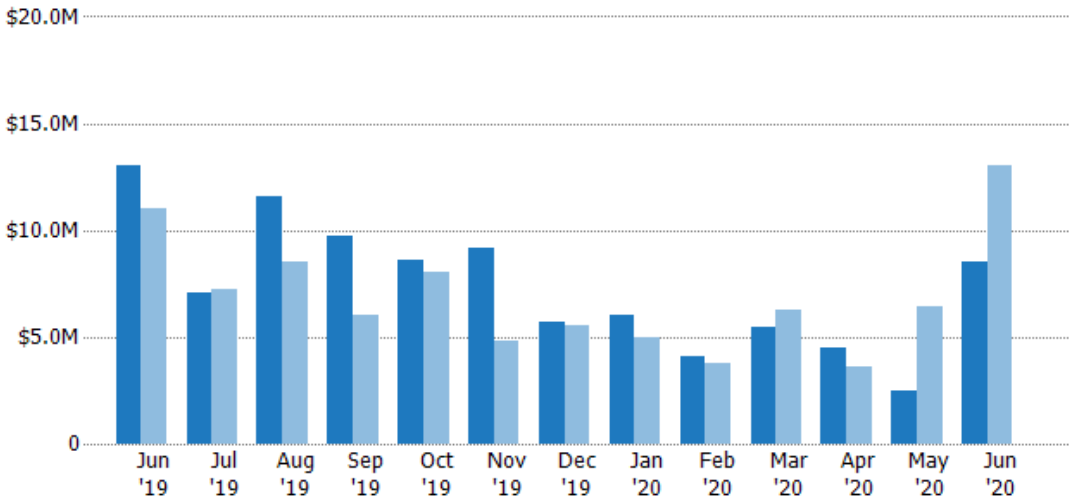
Month/Year	Count	% Chg.
Jun '20	27	-34.1%
Jun '19	41	5.1%
Jun '18	39	-23.1%

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



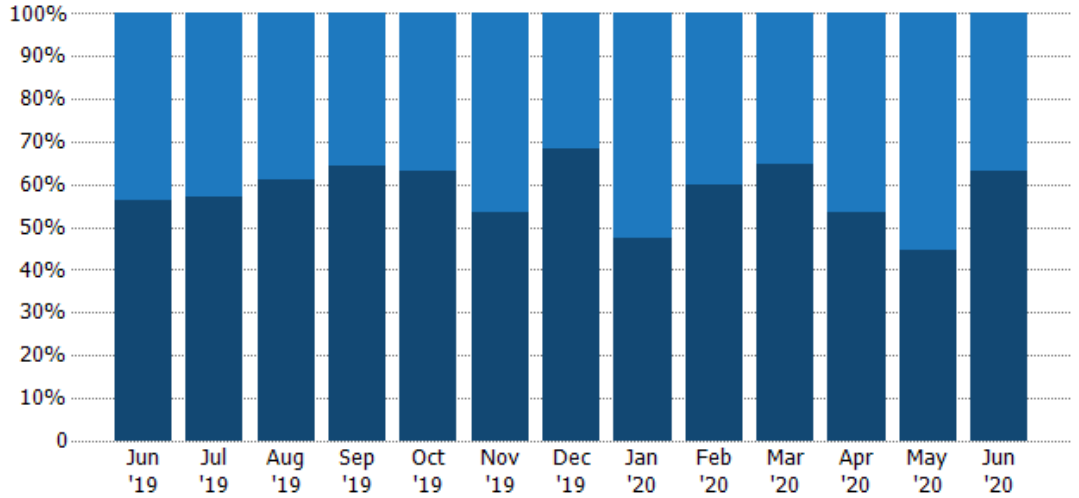
Month/Year	Volume	% Chg.
Jun '20	\$8.53M	-34.6%
Jun '19	\$13M	18.2%
Jun '18	\$11M	-18.4%

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



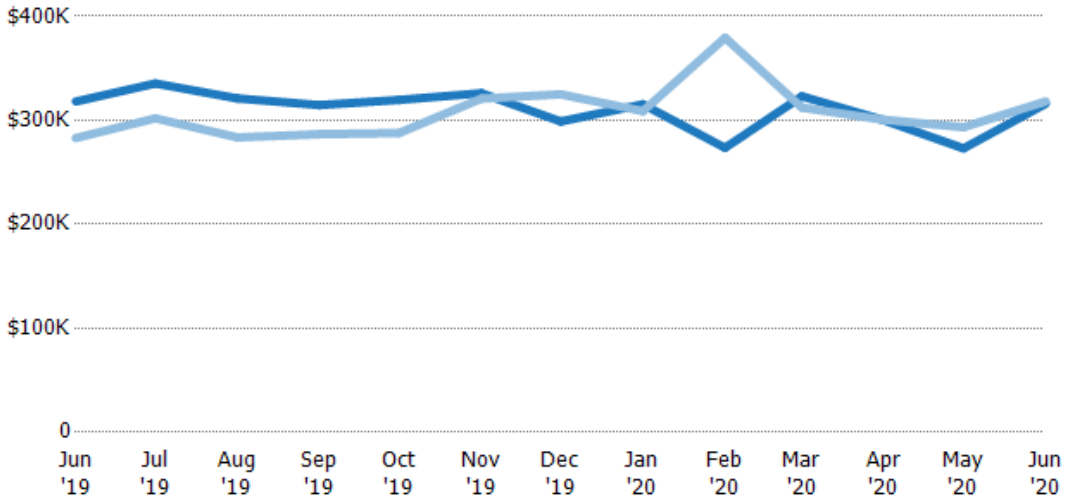
Property Type	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20
Condo/Townhouse	44%	43%	39%	35%	37%	46%	32%	53%	40%	35%	47%	56%	37%
Single Family Residence	56%	57%	61%	65%	63%	54%	68%	47%	60%	65%	53%	44%	63%

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



Month/Year	Price	% Chg.
Jun '20	\$316K	-0.7%
Jun '19	\$318K	12.4%
Jun '18	\$283K	6%

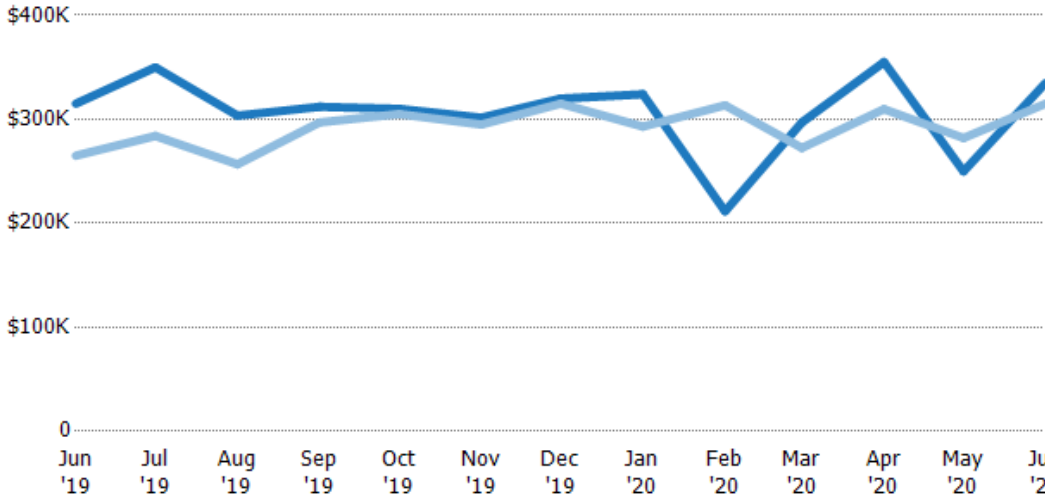
Property Type	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20
Current Year	\$318K	\$335K	\$321K	\$315K	\$320K	\$326K	\$299K	\$315K	\$274K	\$323K	\$300K	\$273K	\$316K
Prior Year	\$283K	\$302K	\$283K	\$287K	\$288K	\$321K	\$325K	\$309K	\$379K	\$312K	\$300K	\$293K	\$318K
Percent Change from Prior Year	12%	11%	13%	10%	11%	2%	-8%	2%	-28%	3%	0%	-7%	-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



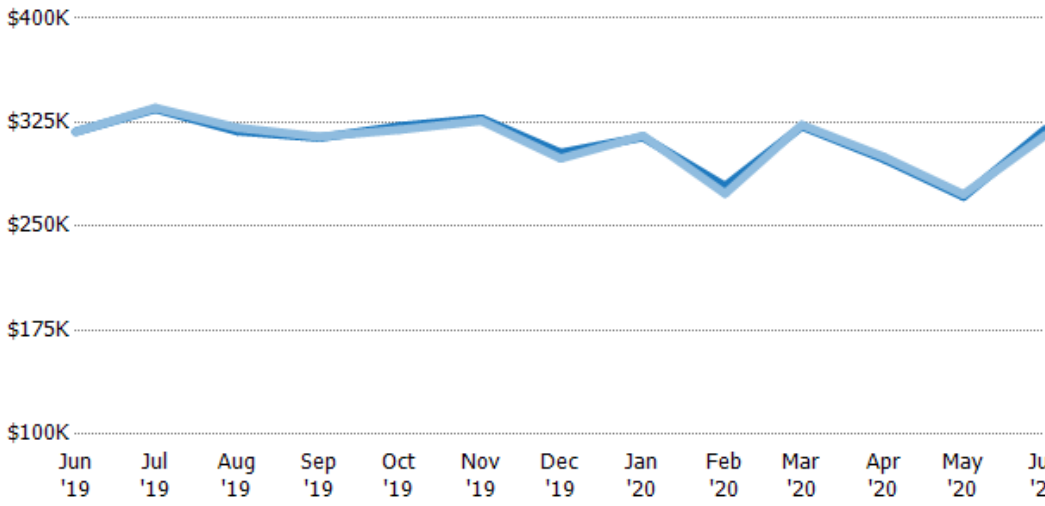
	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20
Current Year	\$315K	\$350K	\$304K	\$312K	\$310K	\$302K	\$320K	\$324K	\$212K	\$297K	\$355K	\$250K	\$335K
Prior Year	\$265K	\$284K	\$257K	\$297K	\$305K	\$295K	\$315K	\$293K	\$313K	\$272K	\$310K	\$282K	\$315K
Percent Change from Prior Year	19%	23%	18%	5%	2%	2%	2%	11%	-33%	9%	15%	-11%	6%

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



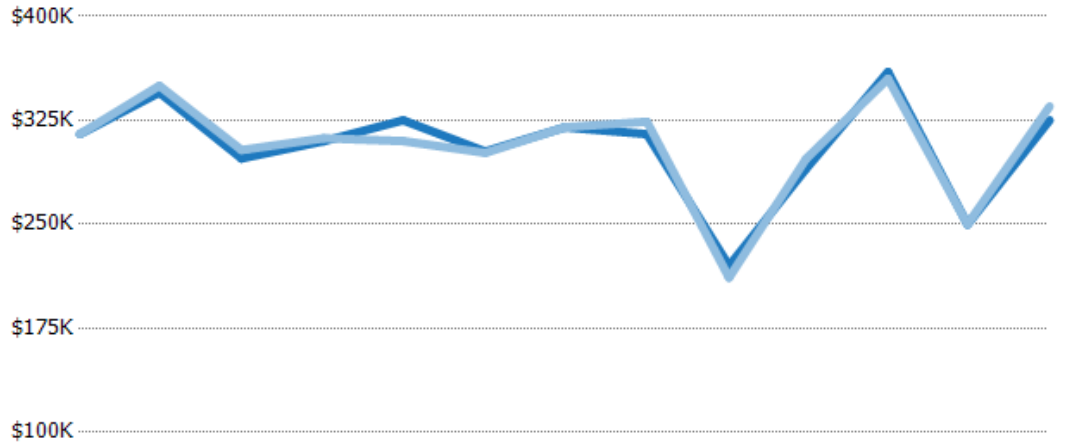
	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20
Avg List Price	\$318K	\$335K	\$319K	\$314K	\$322K	\$328K	\$303K	\$314K	\$279K	\$322K	\$298K	\$271K	\$320K
Avg Sales Price	\$318K	\$335K	\$321K	\$315K	\$320K	\$326K	\$299K	\$315K	\$274K	\$323K	\$300K	\$273K	\$316K
Avg Sales Price as a % of Avg List Price	100%	100%	101%	100%	99%	99%	99%	100%	98%	100%	101%	101%	99%

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



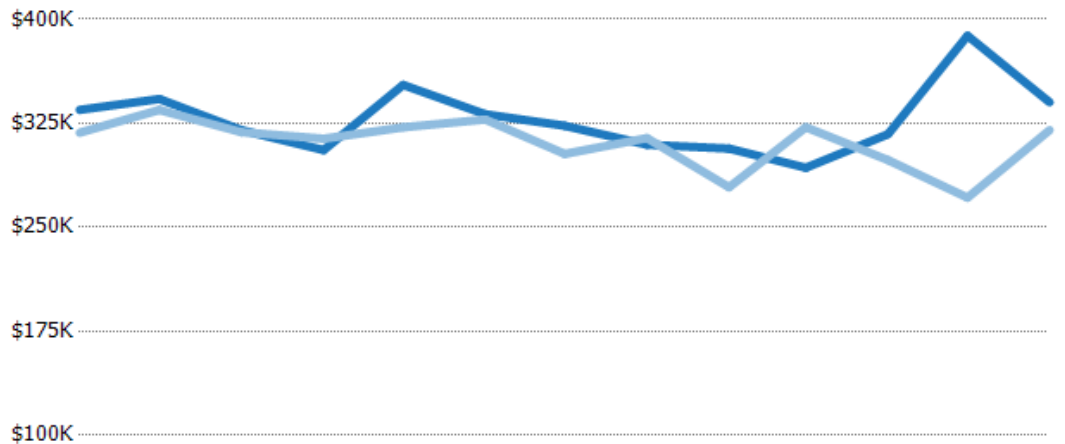
	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20
Median List Price	\$315K	\$345K	\$297K	\$310K	\$325K	\$302K	\$320K	\$315K	\$220K	\$290K	\$360K	\$250K	\$325K
Median Sales Price	\$315K	\$350K	\$304K	\$312K	\$310K	\$302K	\$320K	\$324K	\$212K	\$297K	\$355K	\$250K	\$335K
Med Sales Price as a % of Med List Price	100%	101%	102%	101%	95%	100%	100%	103%	96%	102%	99%	100%	103%

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



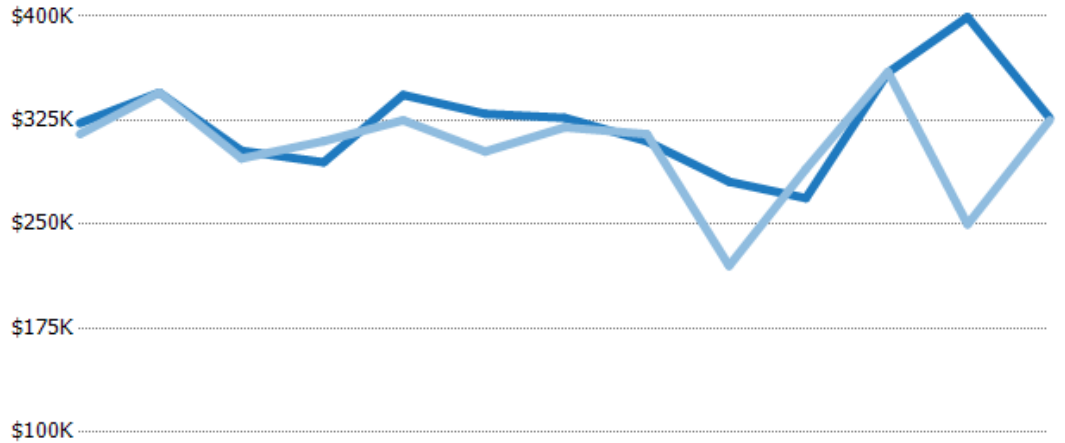
	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20
Avg Est Value	\$335K	\$343K	\$320K	\$306K	\$353K	\$332K	\$323K	\$310K	\$307K	\$293K	\$317K	\$388K	\$340K
Avg Sales Price	\$318K	\$335K	\$319K	\$314K	\$322K	\$328K	\$303K	\$314K	\$279K	\$322K	\$298K	\$271K	\$320K
Avg Sales Price as a % of Avg Est Value	95%	98%	100%	103%	91%	99%	94%	102%	91%	110%	94%	70%	94%

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



	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20
Median Est Value	\$323K	\$345K	\$303K	\$295K	\$343K	\$330K	\$327K	\$310K	\$281K	\$269K	\$359K	\$399K	\$327K
Median Sales Price	\$315K	\$345K	\$297K	\$310K	\$325K	\$302K	\$320K	\$315K	\$220K	\$290K	\$360K	\$250K	\$325K
Med Sales Price as a % of Med Est Value	98%	100%	98%	105%	95%	92%	98%	102%	78%	108%	100%	63%	99%