

Summary of Key Listing and Sales Metrics

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

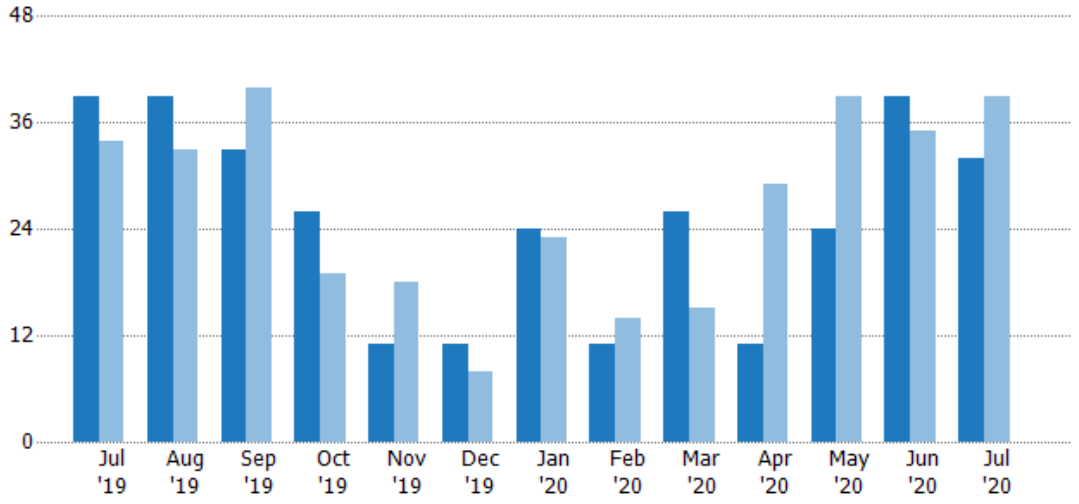
Key Metrics	Jul 2020	Jul 2019	+ / -	YTD 2020	YTD 2019	+ / -
Listing Activity Charts Metrics						
New Listing Count	32	39	-17.9%	167	194	-13.9%
New Listing Volume	\$10,620,800	\$11,829,961	-10.2%	\$57,372,795	\$61,897,101	-7.3%
Active Listing Count	31	77	-59.7%	N/A	N/A	
Active Listing Volume	\$13,327,745	\$26,925,263	-50.5%	N/A	N/A	
Average Listing Price	\$429,927	\$349,679	+22.9%	\$393,655	\$367,563	+7.1%
Median Listing Price	\$395,000	\$349,900	+12.9%	\$386,136	\$358,679	+7.7%
Median Days in RPR	60	68	-11.8%	93.21	108.83	-14.4%
Months of Inventory	1.2	1.8	-35%	2.2	3.3	-32.9%
Absorption Rate	83.87%	54.55%	+29.3%	45.66%	30.66%	+15%
Sales Activity Charts Metrics						
New Pending Sales Count	39	33	+18.2%	178	180	-1.1%
New Pending Sales Volume	\$11,676,000	\$10,155,311	+15%	\$55,225,988	\$57,040,718	-3.2%
Pending Sales Count	54	50	+8%	N/A	N/A	
Pending Sales Volume	\$16,498,489	\$17,519,977	-5.8%	N/A	N/A	
Closed Sales Count	29	21	+38.1%	128	142	-9.9%
Closed Sales Volume	\$11,058,923	\$7,043,463	+57%	\$41,547,874	\$44,990,083	-7.7%
Average Sales Price	\$381,342	\$335,403	+13.7%	\$324,593	\$316,832	+2.4%
Median Sales Price	\$361,000	\$349,900	+3.2%	\$320,923	\$303,853	+5.6%

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



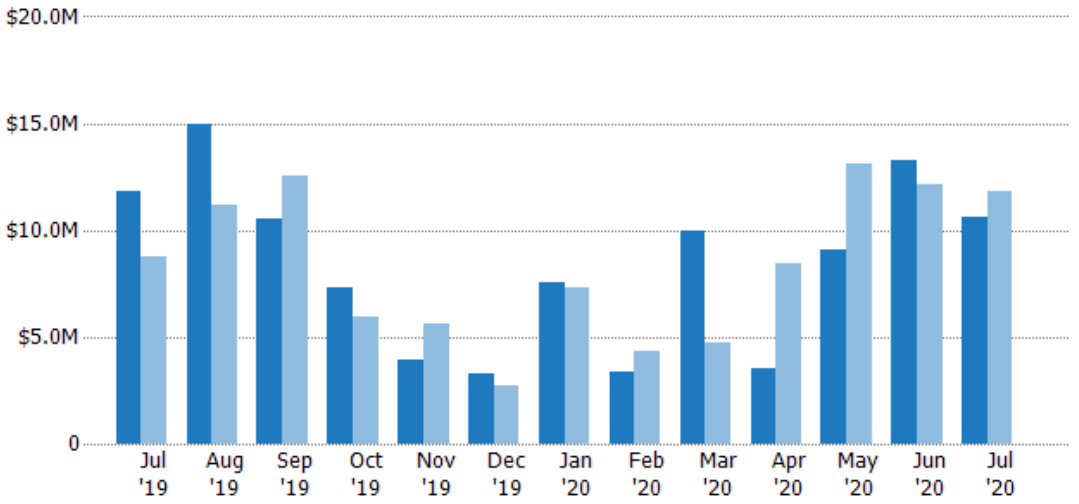
	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20
Current Year	39	39	33	26	11	11	24	11	26	11	24	39	32
Prior Year	34	33	40	19	18	8	23	14	15	29	39	35	39
Percent Change from Prior Year	15%	18%	-18%	37%	-39%	38%	4%	-21%	73%	-62%	-38%	11%	-18%

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



	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20
Current Year	\$11.8M	\$14.9M	\$10.5M	\$7.35M	\$3.92M	\$3.3M	\$7.53M	\$3.4M	\$9.94M	\$3.57M	\$9.06M	\$13.3M	\$10.6M
Prior Year	\$8.8M	\$11.2M	\$12.5M	\$5.96M	\$5.6M	\$2.7M	\$7.32M	\$4.34M	\$4.72M	\$8.42M	\$13.1M	\$12.2M	\$11.8M
Percent Change from Prior Year	34%	34%	-16%	23%	-30%	22%	3%	-22%	111%	-58%	-31%	9%	-10%

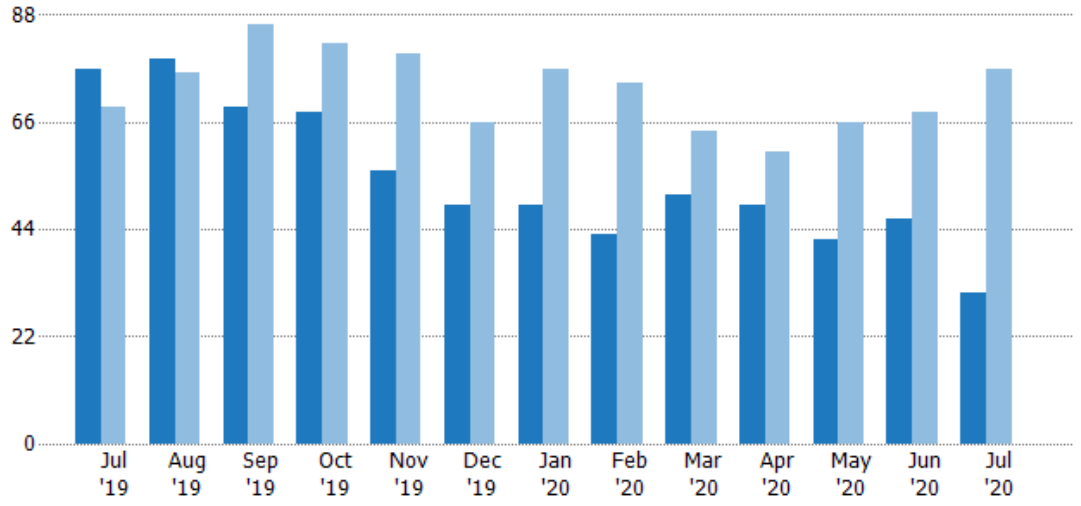
Active Listings

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.
Jul '20	31	-59.7%
Jul '19	77	11.6%
Jul '18	69	14.5%



Current Year	77	79	69	68	56	49	49	43	51	49	42	46	31
Prior Year	69	76	86	82	80	66	77	74	64	60	66	68	77
Percent Change from Prior Year	12%	4%	-20%	-17%	-30%	-26%	-36%	-42%	-20%	-18%	-36%	-32%	-60%

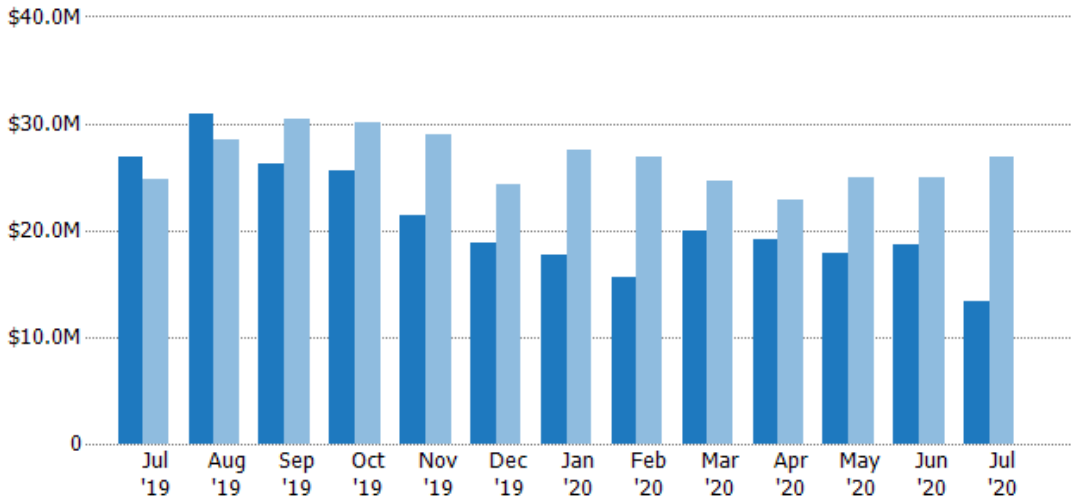
Active Listing Volume

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.
Jul '20	\$13.3M	-50.5%
Jul '19	\$26.9M	9%
Jul '18	\$24.7M	13.5%



Current Year	\$26.9M	\$30.8M	\$26.2M	\$25.5M	\$21.4M	\$18.9M	\$17.7M	\$15.6M	\$19.9M	\$19.2M	\$17.9M	\$18.7M	\$13.3M
Prior Year	\$24.7M	\$28.4M	\$30.3M	\$30.1M	\$28.9M	\$24.3M	\$27.5M	\$26.9M	\$24.6M	\$22.8M	\$24.9M	\$25M	\$26.9M
Percent Change from Prior Year	9%	8%	-14%	-15%	-26%	-22%	-36%	-42%	-19%	-16%	-28%	-25%	-51%

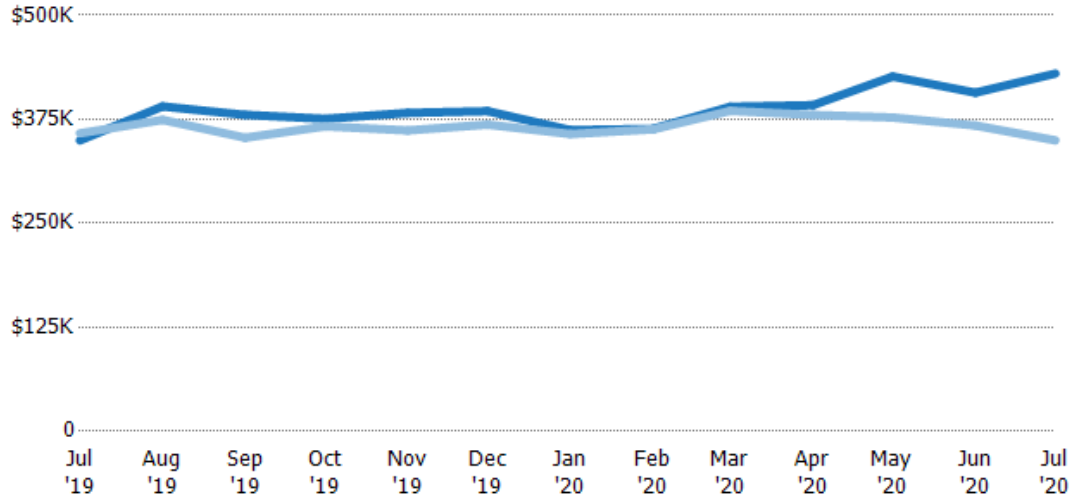
Average Listing Price

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.
Jul '20	\$430K	22.9%
Jul '19	\$350K	-2.4%
Jul '18	\$358K	-0.9%



Current Year	\$350K	\$390K	\$380K	\$376K	\$383K	\$385K	\$362K	\$364K	\$390K	\$392K	\$426K	\$407K	\$430K
Prior Year	\$358K	\$374K	\$353K	\$366K	\$362K	\$369K	\$357K	\$363K	\$385K	\$380K	\$377K	\$368K	\$350K
Percent Change from Prior Year	-2%	4%	8%	2%	6%	4%	1%	0%	1%	3%	13%	11%	23%

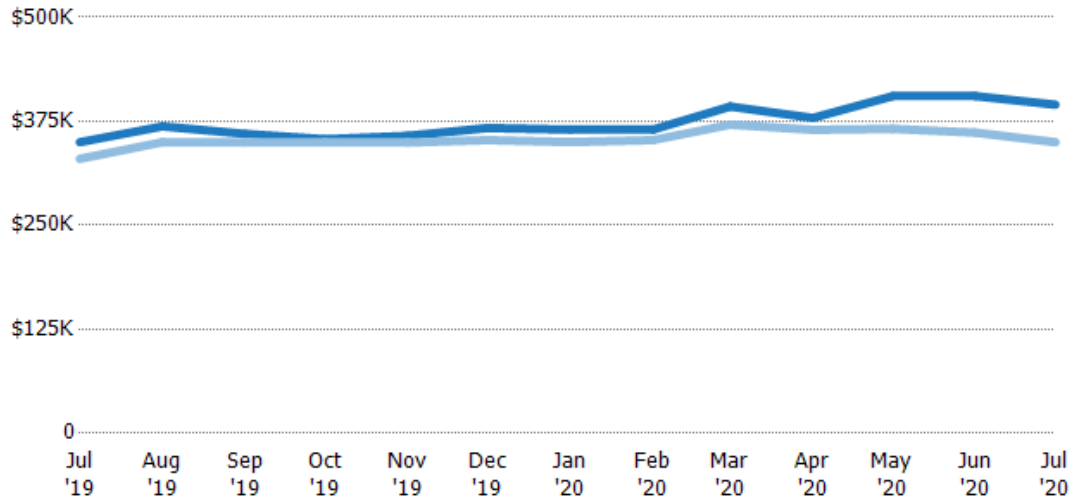
Median Listing Price

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.
Jul '20	\$395K	12.9%
Jul '19	\$350K	6.1%
Jul '18	\$330K	4.5%



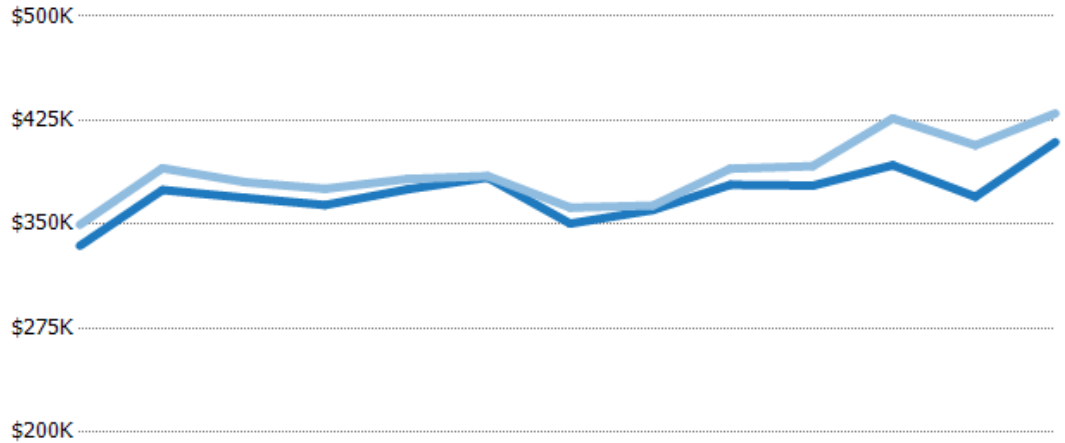
Current Year	\$350K	\$369K	\$360K	\$353K	\$358K	\$367K	\$365K	\$365K	\$393K	\$379K	\$405K	\$405K	\$395K
Prior Year	\$330K	\$350K	\$350K	\$350K	\$349K	\$352K	\$350K	\$352K	\$371K	\$365K	\$366K	\$361K	\$350K
Percent Change from Prior Year	6%	5%	3%	1%	2%	4%	4%	4%	6%	4%	11%	12%	13%

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



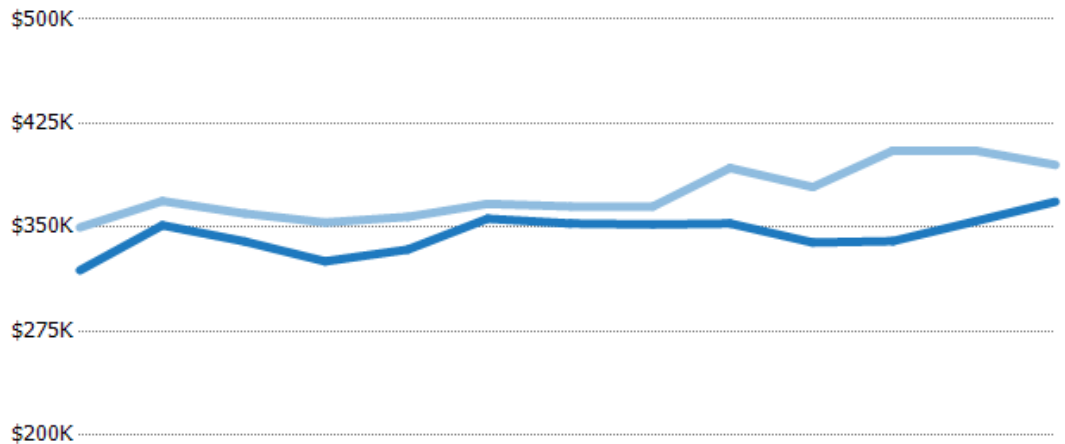
	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20
Avg Est Value	\$335K	\$375K	\$369K	\$364K	\$375K	\$384K	\$350K	\$360K	\$378K	\$378K	\$393K	\$370K	\$409K
Avg Listing Price	\$350K	\$390K	\$380K	\$376K	\$383K	\$385K	\$362K	\$364K	\$390K	\$392K	\$426K	\$407K	\$430K
Avg Listing Price as a % of Avg Est Value	105%	104%	103%	103%	102%	100%	103%	101%	103%	104%	109%	110%	105%

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



	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20
Median Est Value	\$319K	\$351K	\$340K	\$325K	\$334K	\$356K	\$353K	\$352K	\$353K	\$339K	\$340K	\$354K	\$368K
Median Listing Price	\$350K	\$369K	\$360K	\$353K	\$358K	\$367K	\$365K	\$365K	\$393K	\$379K	\$405K	\$405K	\$395K
Med Listing Price as a % of Med Est Value	110%	105%	106%	109%	107%	103%	103%	104%	111%	112%	119%	114%	107%

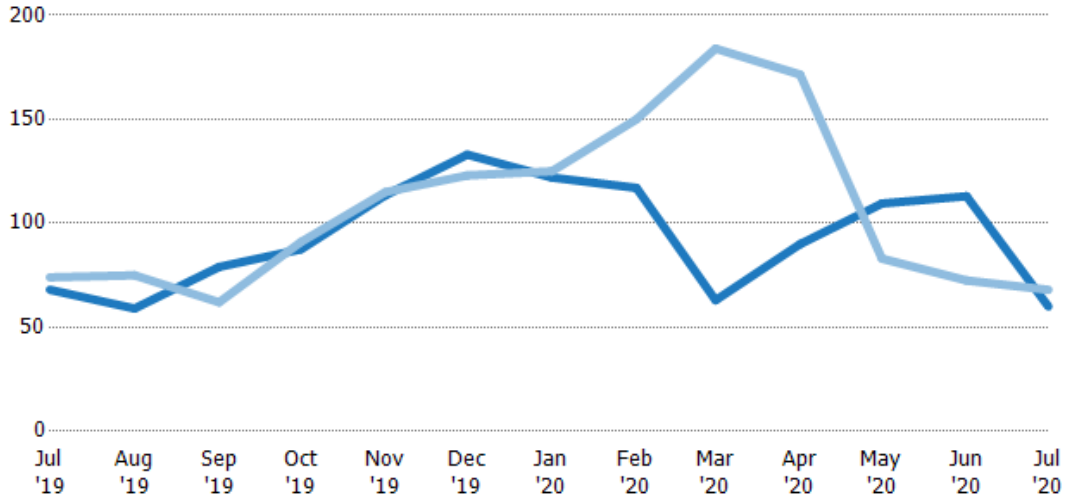
Median Days in RPR

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.
Jul '20	60	-11.8%
Jul '19	68	-8.1%
Jul '18	74	10.8%



Current Year	68	59	79	87.5	114	133	122	117	63	90	110	113	60
Prior Year	74	75	62	91	115	123	125	150	184	172	83	72.5	68
Percent Change from Prior Year	-8%	-21%	27%	-4%	-1%	8%	-2%	-22%	-66%	-48%	32%	56%	-12%

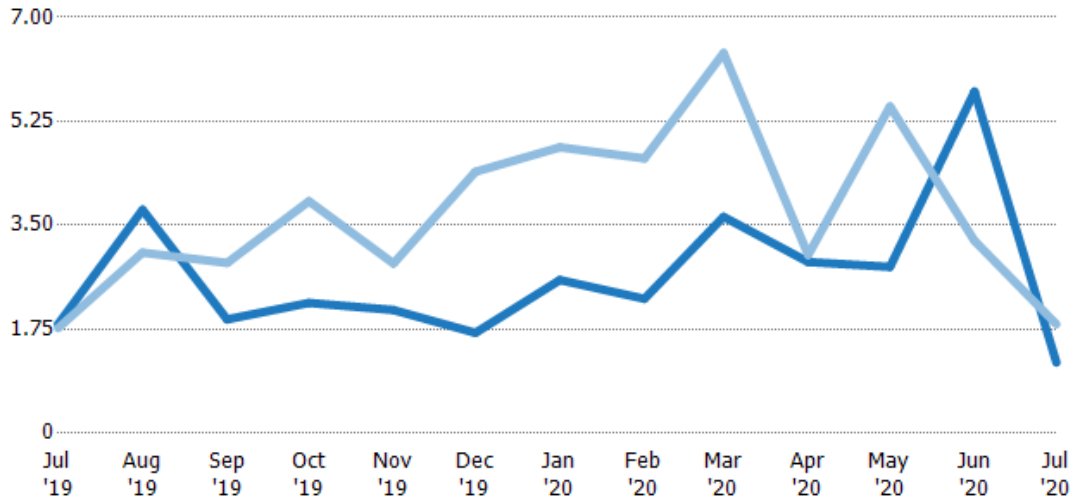
Months of Inventory

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.
Jul '20	1.19	-35%
Jul '19	1.83	3.6%
Jul '18	1.77	54%



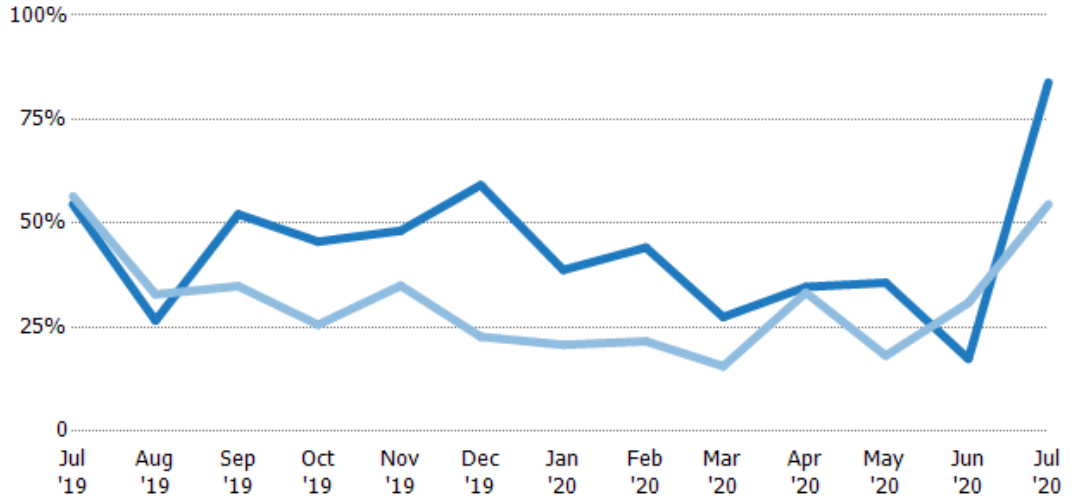
Current Year	1.83	3.76	1.92	2.19	2.07	1.69	2.58	2.26	3.64	2.88	2.8	5.75	1.19
Prior Year	1.77	3.04	2.87	3.9	2.86	4.4	4.81	4.63	6.4	3	5.5	3.24	1.83
Percent Change from Prior Year	4%	24%	-33%	-44%	-27%	-62%	-46%	-51%	-43%	-4%	-49%	78%	-35%

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



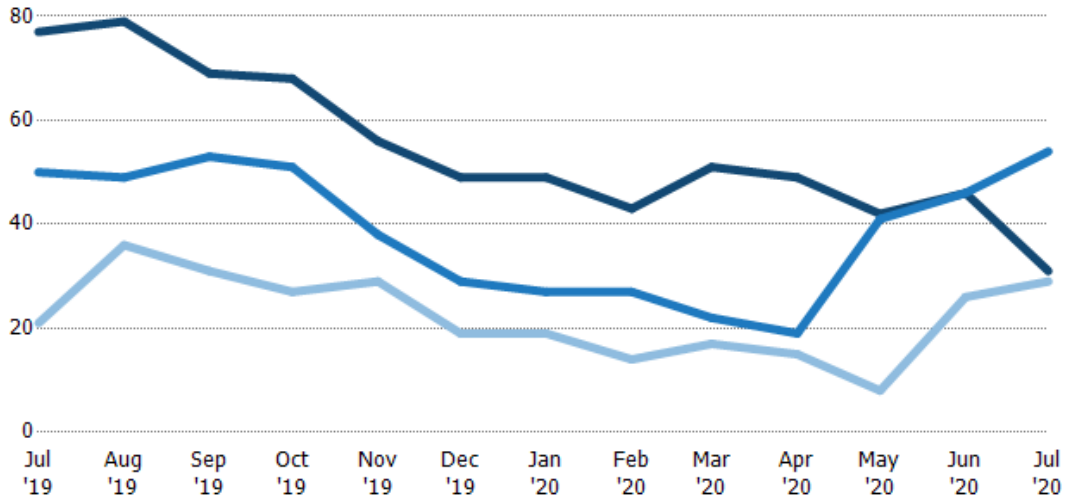
	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20
Current Year	55%	27%	52%	46%	48%	59%	39%	44%	27%	35%	36%	17%	84%
Prior Year	57%	33%	35%	26%	35%	23%	21%	22%	16%	33%	18%	31%	55%
Change from Prior Year	2%	6%	-17%	-20%	-13%	-36%	-18%	-23%	-12%	-1%	-18%	13%	-29%

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



	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20
Active	77	79	69	68	56	49	49	43	51	49	42	46	31
Pending	50	49	53	51	38	29	27	27	22	19	41	46	54
Sold	21	36	31	27	29	19	19	14	17	15	8	26	29

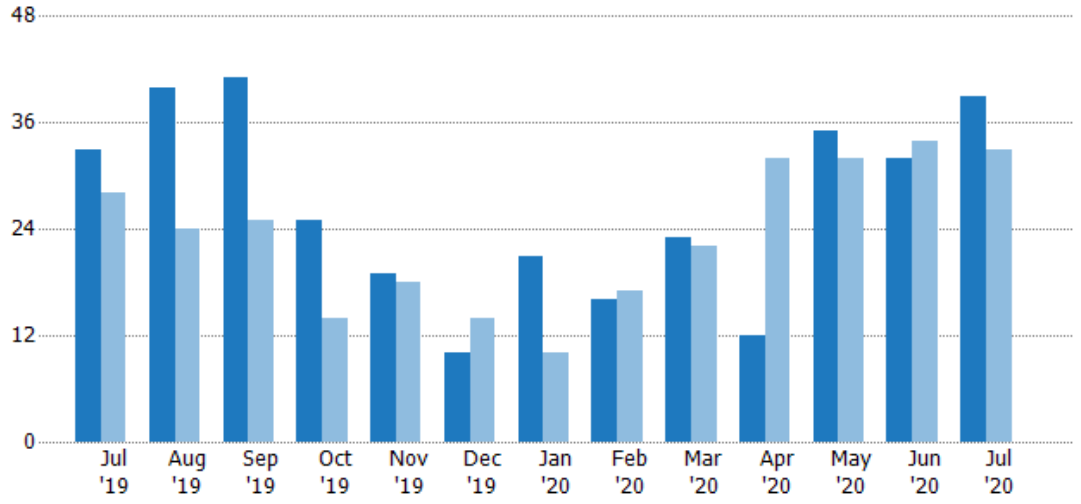
New Pending Sales

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.
Jul '20	39	18.2%
Jul '19	33	17.9%
Jul '18	28	-14.3%



Current Year	33	40	41	25	19	10	21	16	23	12	35	32	39
Prior Year	28	24	25	14	18	14	10	17	22	32	32	34	33
Percent Change from Prior Year	18%	67%	64%	79%	6%	-29%	110%	-6%	5%	-63%	9%	-6%	18%

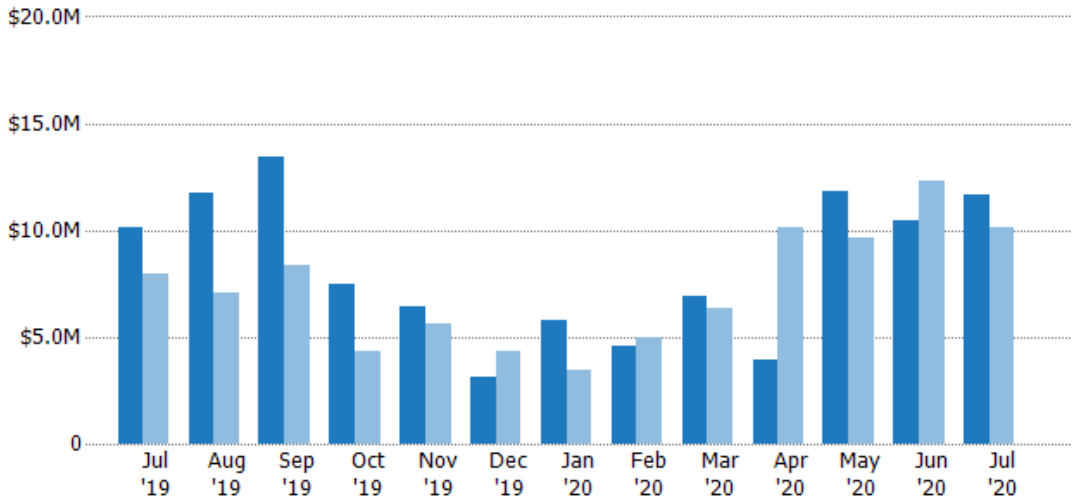
New Pending Sales Volume

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.
Jul '20	\$11.7M	15%
Jul '19	\$10.2M	27.2%
Jul '18	\$7.98M	-7.8%



Current Year	\$10.2M	\$11.7M	\$13.5M	\$7.48M	\$6.4M	\$3.09M	\$5.82M	\$4.55M	\$6.95M	\$3.92M	\$11.8M	\$10.5M	\$11.7M
Prior Year	\$7.98M	\$7.1M	\$8.35M	\$4.37M	\$5.59M	\$4.34M	\$3.49M	\$4.98M	\$6.32M	\$10.1M	\$9.65M	\$12.3M	\$10.2M
Percent Change from Prior Year	27%	65%	61%	71%	15%	-29%	67%	-9%	10%	-61%	23%	-15%	15%

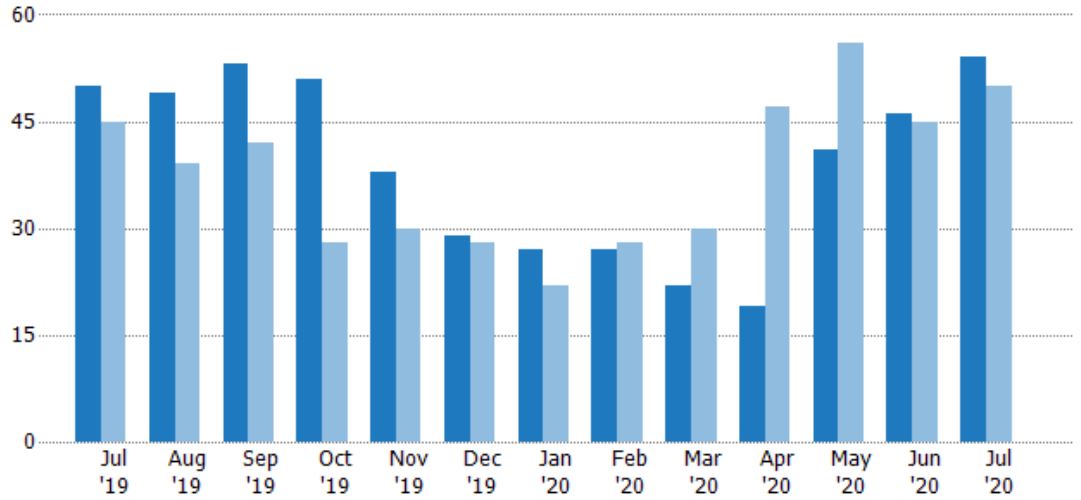
Pending Sales

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.
Jul '20	54	8%
Jul '19	50	11.1%
Jul '18	45	-8.9%



Current Year	50	49	53	51	38	29	27	27	22	19	41	46	54
Prior Year	45	39	42	28	30	28	22	28	30	47	56	45	50
Percent Change from Prior Year	11%	26%	26%	82%	27%	4%	23%	-4%	-27%	-60%	-27%	2%	8%

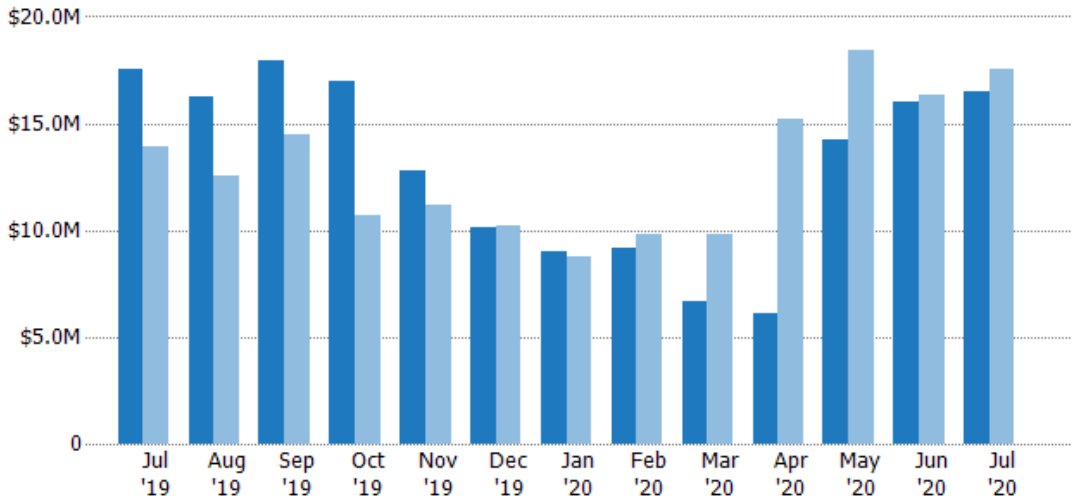
Pending Sales Volume

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.
Jul '20	\$16.5M	-5.8%
Jul '19	\$17.5M	25.7%
Jul '18	\$13.9M	-5.4%



Current Year	\$17.5M	\$16.3M	\$17.9M	\$17M	\$12.8M	\$10.1M	\$8.98M	\$9.18M	\$6.66M	\$6.14M	\$14.2M	\$16M	\$16.5M
Prior Year	\$13.9M	\$12.5M	\$14.5M	\$10.7M	\$11.1M	\$10.2M	\$8.79M	\$9.8M	\$9.83M	\$15.2M	\$18.4M	\$16.3M	\$17.5M
Percent Change from Prior Year	26%	30%	24%	59%	15%	-1%	2%	-6%	-32%	-60%	-23%	-2%	-6%

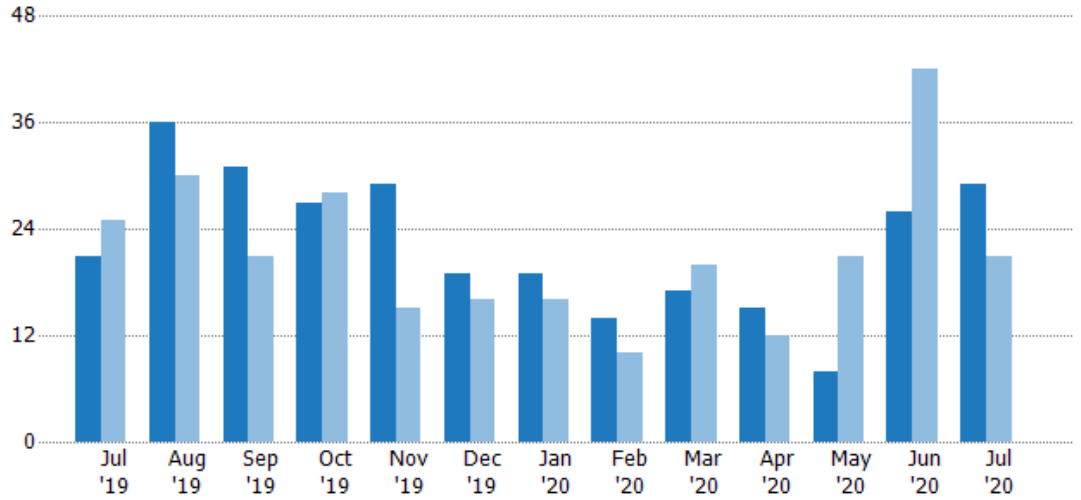
Closed Sales

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.
Jul '20	29	38.1%
Jul '19	21	-16%
Jul '18	25	4%



Current Year	21	36	31	27	29	19	19	14	17	15	8	26	29
Prior Year	25	30	21	28	15	16	16	10	20	12	21	42	21
Percent Change from Prior Year	-16%	20%	48%	-4%	93%	19%	19%	40%	-15%	25%	-62%	-38%	38%

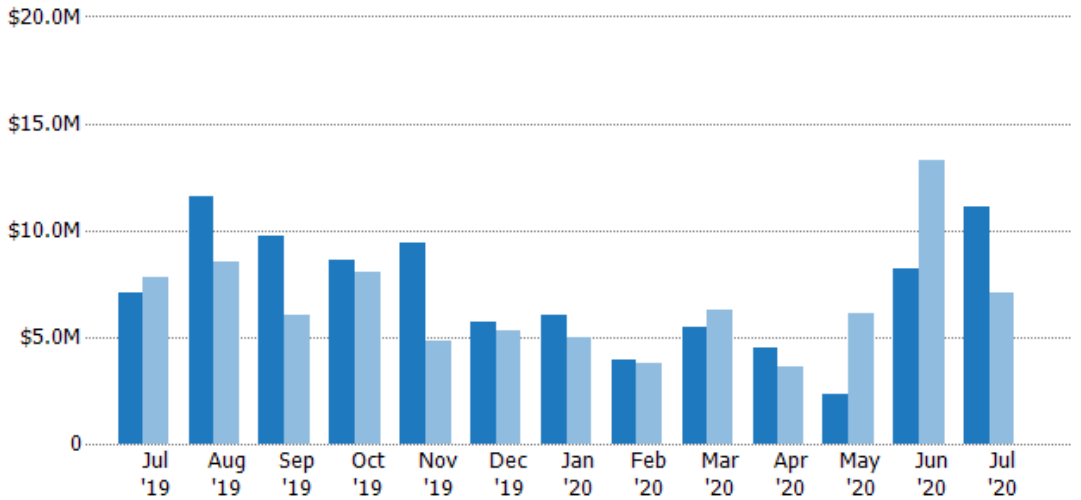
Closed Sales Volume

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.
Jul '20	\$11.1M	57%
Jul '19	\$7.04M	-9.3%
Jul '18	\$7.76M	-6.5%



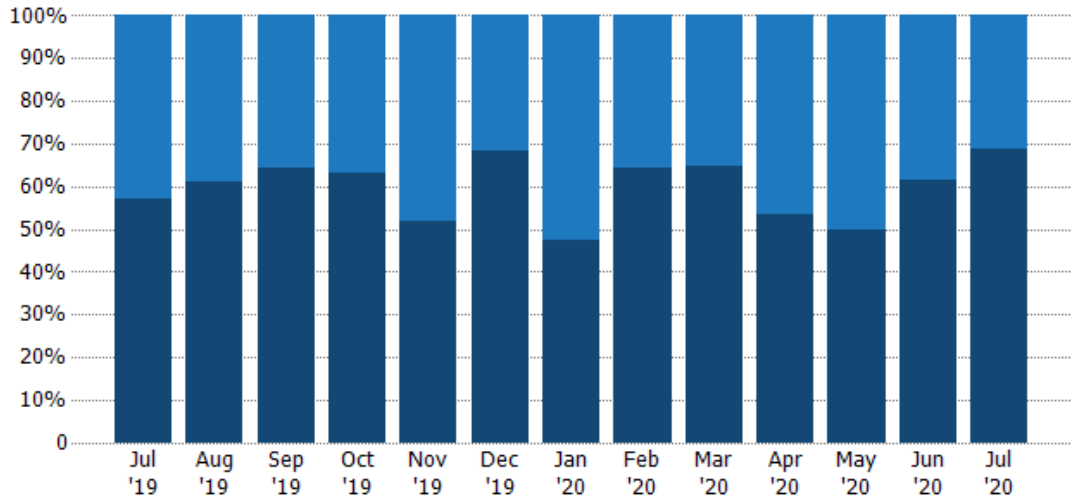
Current Year	\$7.04M	\$11.6M	\$9.75M	\$8.63M	\$9.44M	\$5.68M	\$5.99M	\$3.97M	\$5.49M	\$4.5M	\$2.34M	\$8.19M	\$11.1M
Prior Year	\$7.76M	\$8.5M	\$6.02M	\$8.06M	\$4.81M	\$5.29M	\$4.94M	\$3.79M	\$6.25M	\$3.61M	\$6.1M	\$13.3M	\$7.04M
Percent Change from Prior Year	-9%	36%	62%	7%	96%	7%	21%	5%	-12%	25%	-62%	-38%	57%

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



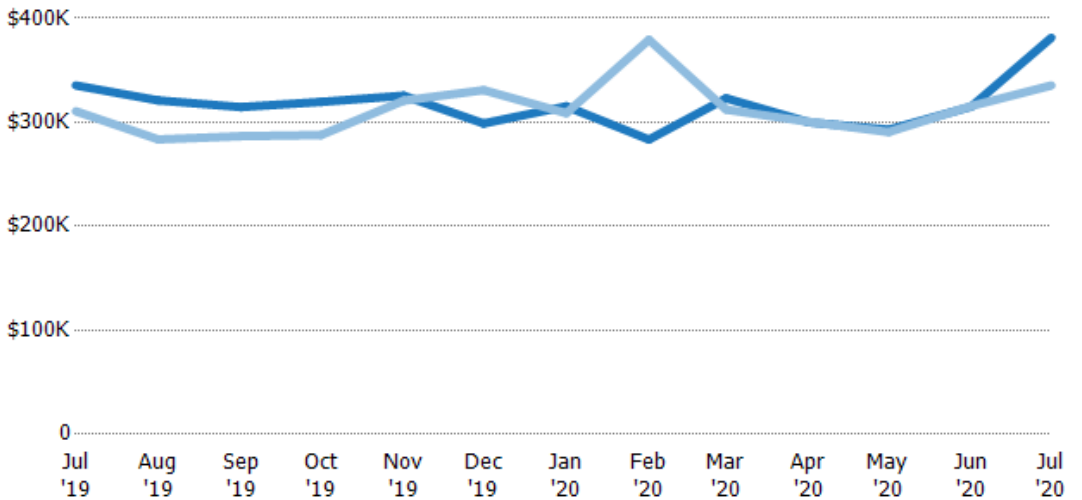
Condo/Townhouse	43%	39%	35%	37%	48%	32%	53%	36%	35%	47%	50%	38%	31%
Single Family Residence	57%	61%	65%	63%	52%	68%	47%	64%	65%	53%	50%	62%	69%

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



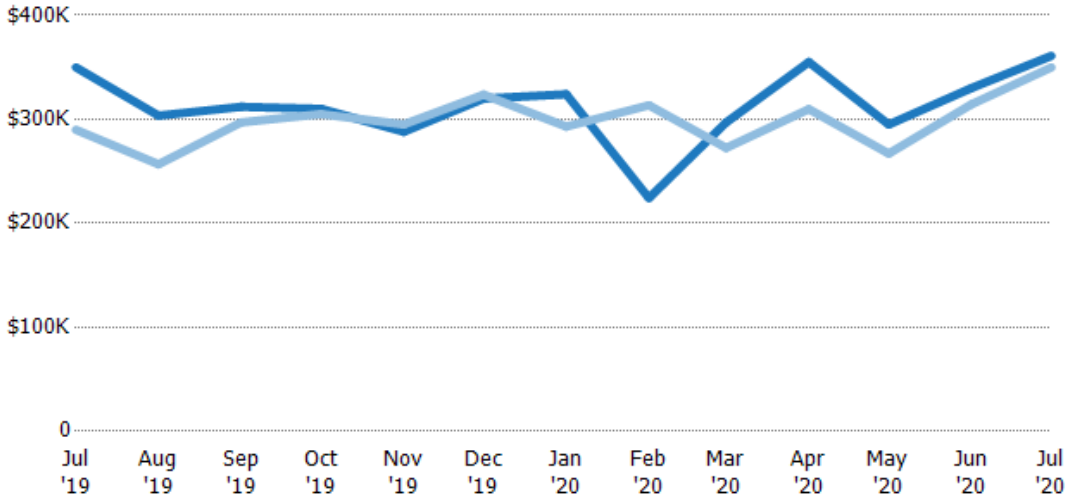
Current Year	\$335K	\$321K	\$315K	\$320K	\$326K	\$299K	\$315K	\$283K	\$323K	\$300K	\$293K	\$315K	\$381K
Prior Year	\$311K	\$283K	\$287K	\$288K	\$321K	\$331K	\$309K	\$379K	\$312K	\$300K	\$291K	\$316K	\$335K
Percent Change from Prior Year	8%	13%	10%	11%	1%	-10%	2%	-25%	3%	0%	1%	0%	14%

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



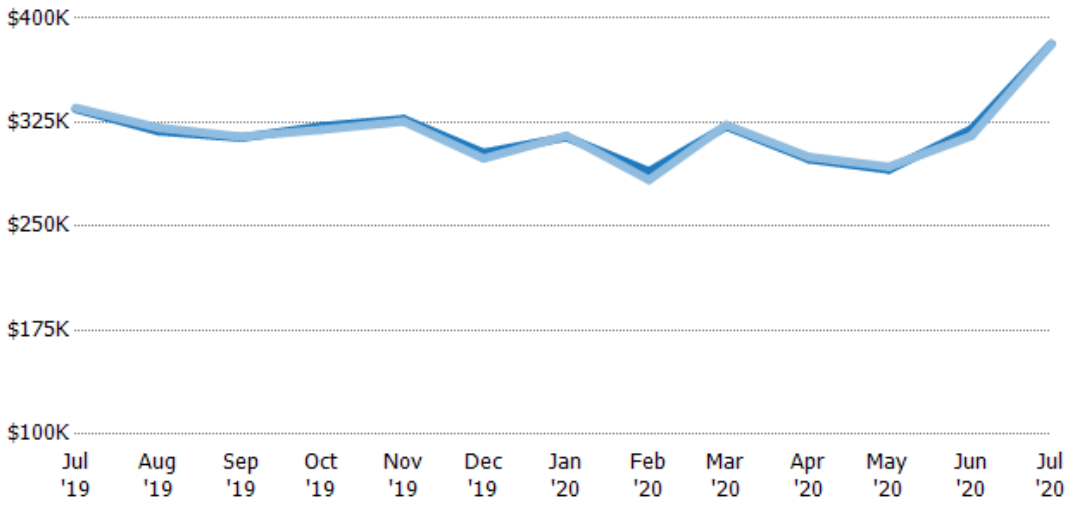
	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20
Current Year	\$350K	\$304K	\$312K	\$310K	\$288K	\$320K	\$324K	\$224K	\$297K	\$355K	\$295K	\$330K	\$361K
Prior Year	\$290K	\$257K	\$297K	\$305K	\$295K	\$324K	\$293K	\$313K	\$272K	\$310K	\$267K	\$314K	\$350K
Percent Change from Prior Year	21%	18%	5%	2%	-2%	-1%	11%	-28%	9%	15%	10%	5%	3%

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



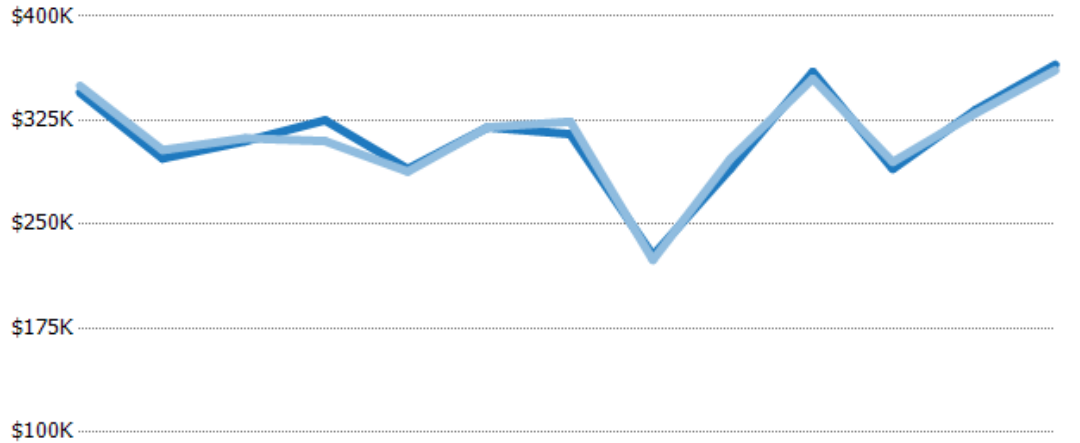
	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20
Avg List Price	\$335K	\$319K	\$314K	\$322K	\$327K	\$303K	\$314K	\$290K	\$322K	\$298K	\$291K	\$320K	\$382K
Avg Sales Price	\$335K	\$321K	\$315K	\$320K	\$326K	\$299K	\$315K	\$283K	\$323K	\$300K	\$293K	\$315K	\$381K
Avg Sales Price as a % of Avg List Price	100%	101%	100%	99%	99%	99%	100%	98%	100%	101%	101%	99%	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



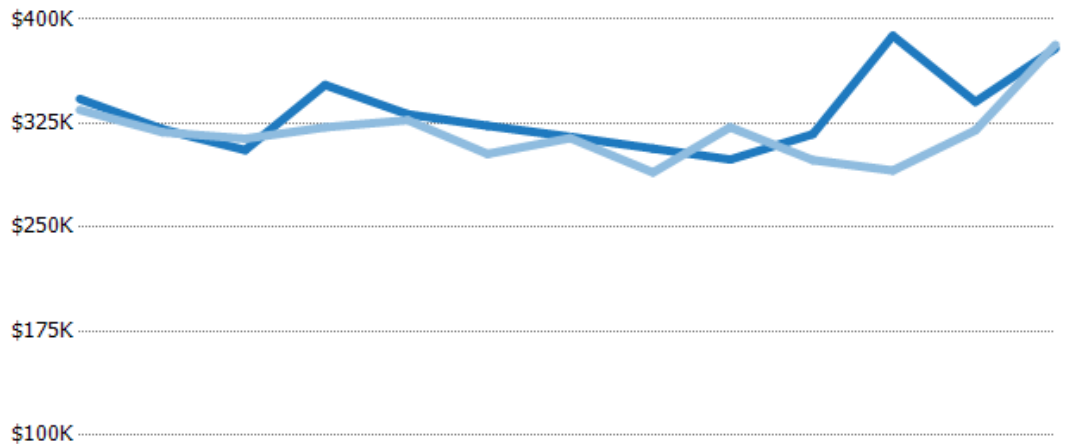
	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20
Median List Price	\$345K	\$297K	\$310K	\$325K	\$290K	\$320K	\$315K	\$228K	\$290K	\$360K	\$290K	\$332K	\$365K
Median Sales Price	\$350K	\$304K	\$312K	\$310K	\$288K	\$320K	\$324K	\$224K	\$297K	\$355K	\$295K	\$330K	\$361K
Med Sales Price as a % of Med List Price	101%	102%	101%	95%	99%	100%	103%	99%	102%	99%	102%	99%	99%

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



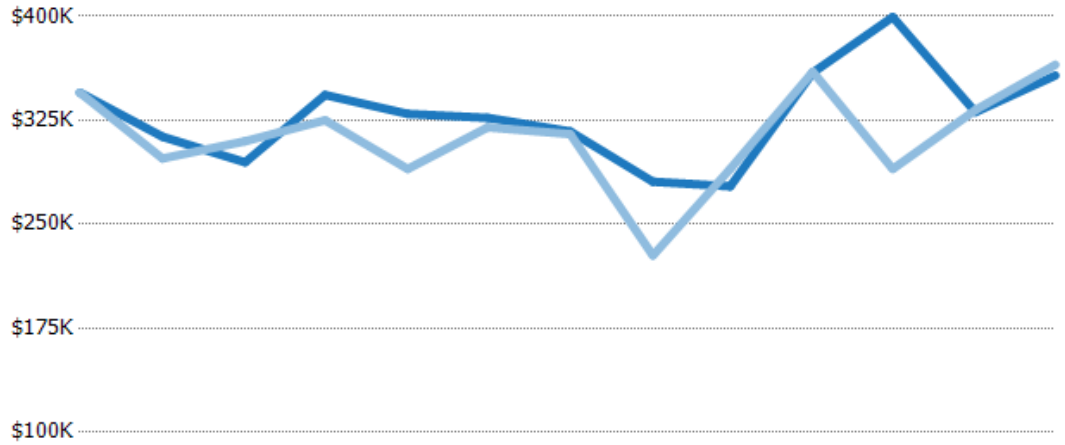
	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20
Avg Est Value	\$343K	\$321K	\$306K	\$353K	\$332K	\$323K	\$315K	\$307K	\$299K	\$317K	\$388K	\$340K	\$379K
Avg Sales Price	\$335K	\$319K	\$314K	\$322K	\$327K	\$303K	\$314K	\$290K	\$322K	\$298K	\$291K	\$320K	\$382K
Avg Sales Price as a % of Avg Est Value	98%	99%	103%	91%	99%	94%	100%	94%	108%	94%	75%	94%	101%

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



	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20
Median Est Value	\$345K	\$313K	\$295K	\$343K	\$330K	\$327K	\$317K	\$281K	\$277K	\$359K	\$399K	\$331K	\$357K
Median Sales Price	\$345K	\$297K	\$310K	\$325K	\$290K	\$320K	\$315K	\$228K	\$290K	\$360K	\$290K	\$332K	\$365K
Med Sales Price as a % of Med Est Value	100%	95%	105%	95%	88%	98%	99%	81%	105%	100%	73%	100%	102%

Sales Activity by Metro Area

Aug 2020

Metro	Pendings (Month End)	Pending Volume (Month End)	Sales	Sales Volume	Avg Sales Price	Median Sales Price	Avg Sales Price per Sq Ft	Median Sales Price per Sq Ft	Median Days In RPR
Burlington-South Burlington, VT	52	\$17,686,584	28	\$8,279,900	\$295,711	\$307,500	\$178	\$179	4