

## Summary of Key Listing and Sales Metrics

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

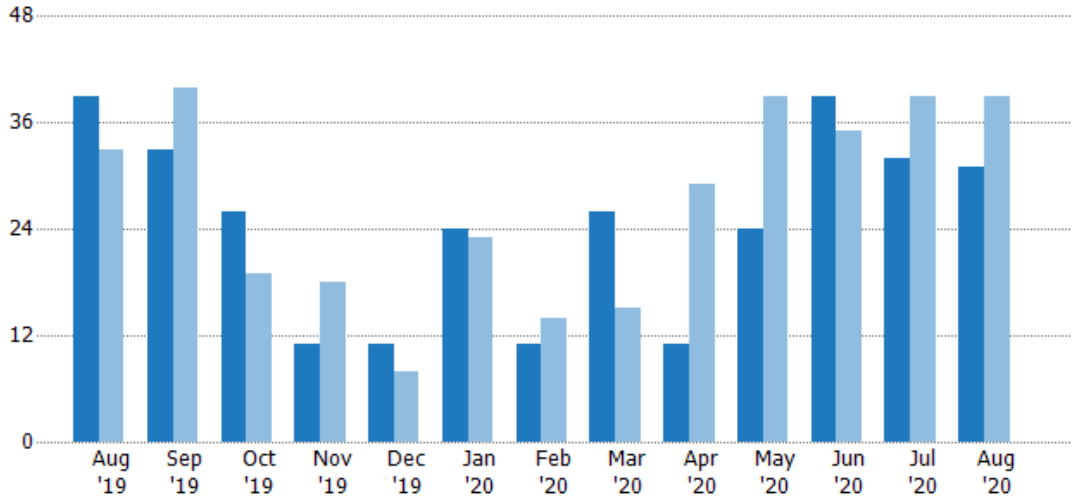
Key Metrics	Aug 2020	Aug 2019	+ / -	YTD 2020	YTD 2019	+ / -
<b>Listing Activity Charts Metrics</b>						
New Listing Count	31	39	-20.5%	198	233	-15%
New Listing Volume	\$12,551,700	\$14,929,849	-15.9%	\$69,924,495	\$76,826,950	-9%
Active Listing Count	29	79	-63.3%	N/A	N/A	
Active Listing Volume	\$12,433,550	\$30,846,013	-59.7%	N/A	N/A	
Average Listing Price	\$428,743	\$390,456	+9.8%	\$396,648	\$370,764	+7%
Median Listing Price	\$369,000	\$368,900	+0%	\$384,674	\$360,108	+6.8%
Median Days in RPR	20	59	-66.1%	80.07	98.75	-18.9%
Months of Inventory	1	3.8	-73.4%	1.9	3.2	-39.5%
Absorption Rate	100%	26.58%	+73.4%	52.35%	31.68%	+20.7%
<b>Sales Activity Charts Metrics</b>						
New Pending Sales Count	26	40	-35%	204	220	-7.3%
New Pending Sales Volume	\$9,935,395	\$11,737,299	-15.4%	\$65,161,383	\$68,778,017	-5.3%
Pending Sales Count	52	49	+6.1%	N/A	N/A	
Pending Sales Volume	\$17,686,584	\$16,256,076	+8.8%	N/A	N/A	
Closed Sales Count	28	36	-22.2%	156	178	-12.4%
Closed Sales Volume	\$8,279,900	\$11,556,700	-28.4%	\$49,827,774	\$56,546,783	-11.9%
Average Sales Price	\$295,711	\$321,019	-7.9%	\$319,409	\$317,679	+0.5%
Median Sales Price	\$307,500	\$303,500	+1.3%	\$318,513	\$303,782	+4.8%

## 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



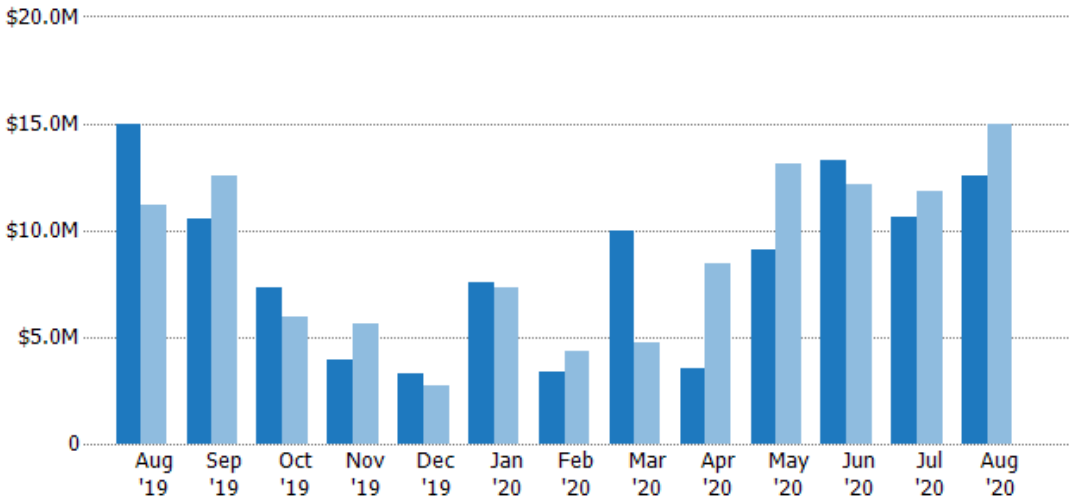
	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20
Current Year	39	33	26	11	11	24	11	26	11	24	39	32	31
Prior Year	33	40	19	18	8	23	14	15	29	39	35	39	39
Percent Change from Prior Year	18%	-18%	37%	-39%	38%	4%	-21%	73%	-62%	-38%	11%	-18%	-21%

## 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



	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20
Current Year	\$14.9M	\$10.5M	\$7.35M	\$3.92M	\$3.3M	\$7.53M	\$3.4M	\$9.94M	\$3.57M	\$9.06M	\$13.3M	\$10.6M	\$12.6M
Prior Year	\$11.2M	\$12.5M	\$5.96M	\$5.6M	\$2.7M	\$7.32M	\$4.34M	\$4.72M	\$8.42M	\$13.1M	\$12.2M	\$11.8M	\$14.9M
Percent Change from Prior Year	34%	-16%	23%	-30%	22%	3%	-22%	111%	-58%	-31%	9%	-10%	-16%

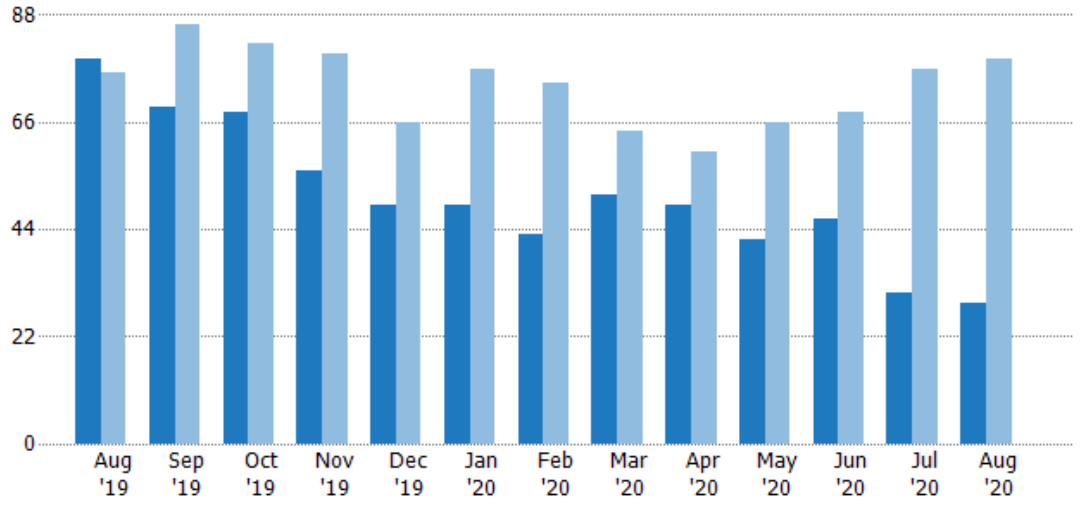
## Active Listings

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.
Aug '20	29	-63.3%
Aug '19	79	3.9%
Aug '18	76	3.9%



Current Year	79	69	68	56	49	49	43	51	49	42	46	31	29
Prior Year	76	86	82	80	66	77	74	64	60	66	68	77	79
Percent Change from Prior Year	4%	-20%	-17%	-30%	-26%	-36%	-42%	-20%	-18%	-36%	-32%	-60%	-63%

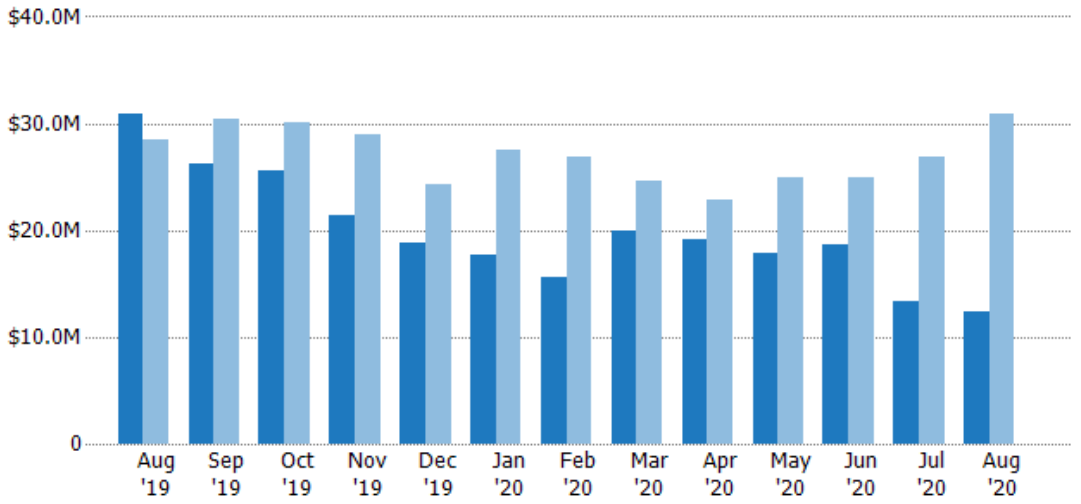
## Active Listing Volume

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.
Aug '20	\$12.4M	-59.7%
Aug '19	\$30.8M	8.4%
Aug '18	\$28.4M	-7.7%



Current Year	\$30.8M	\$26.2M	\$25.5M	\$21.4M	\$18.9M	\$17.7M	\$15.6M	\$19.9M	\$19.2M	\$17.9M	\$18.7M	\$13.3M	\$12.4M
Prior Year	\$28.4M	\$30.3M	\$30.1M	\$28.9M	\$24.3M	\$27.5M	\$26.9M	\$24.6M	\$22.8M	\$24.9M	\$25M	\$26.9M	\$30.8M
Percent Change from Prior Year	8%	-14%	-15%	-26%	-22%	-36%	-42%	-19%	-16%	-28%	-25%	-51%	-60%

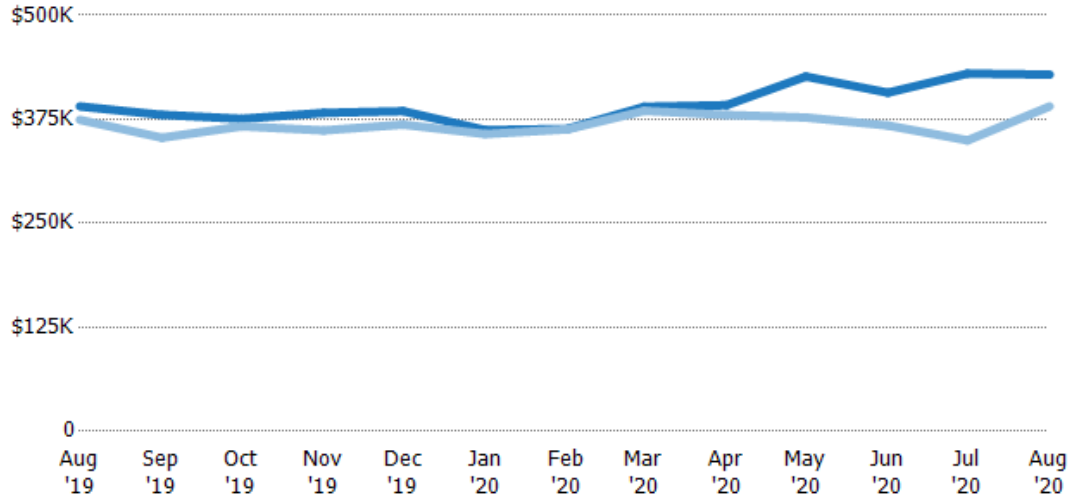
## Average Listing Price

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.
Aug '20	\$429K	9.8%
Aug '19	\$390K	4.3%
Aug '18	\$374K	-11.2%



Current Year	\$390K	\$380K	\$376K	\$383K	\$385K	\$362K	\$364K	\$390K	\$392K	\$426K	\$407K	\$430K	\$429K
Prior Year	\$374K	\$353K	\$366K	\$362K	\$369K	\$357K	\$363K	\$385K	\$380K	\$377K	\$368K	\$350K	\$390K
Percent Change from Prior Year	4%	8%	2%	6%	4%	1%	0%	1%	3%	13%	11%	23%	10%

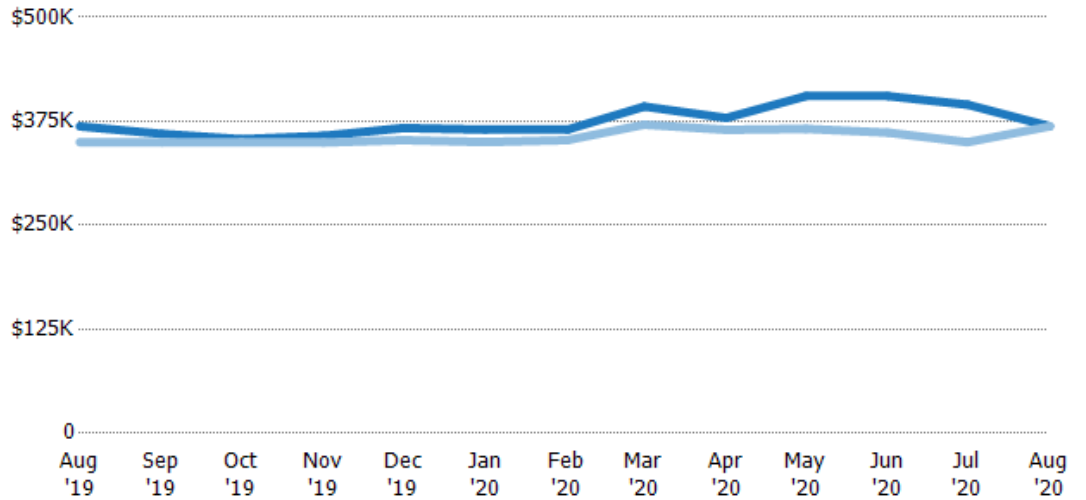
## Median Listing Price

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.
Aug '20	\$369K	0%
Aug '19	\$369K	5.4%
Aug '18	\$350K	-4.6%



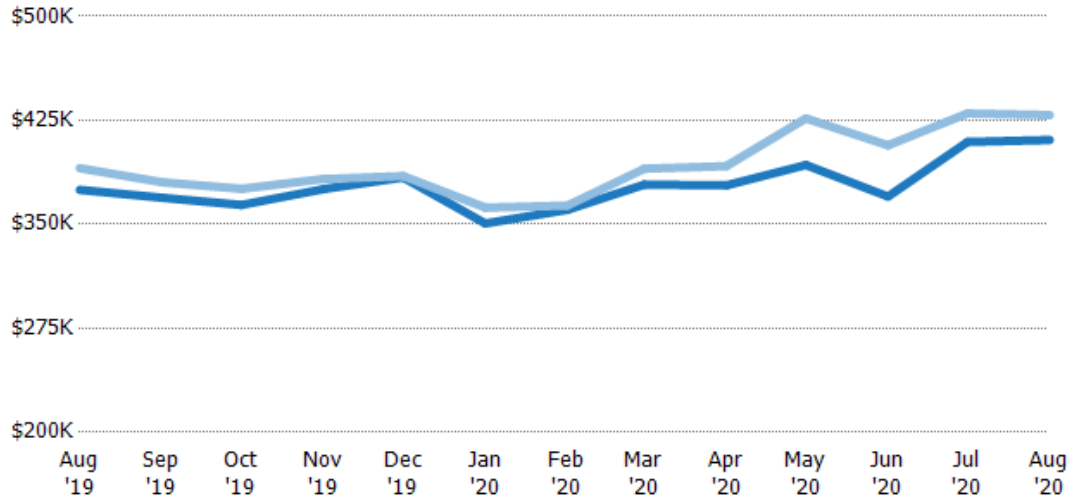
Current Year	\$369K	\$360K	\$353K	\$358K	\$367K	\$365K	\$365K	\$393K	\$379K	\$405K	\$405K	\$395K	\$369K
Prior Year	\$350K	\$350K	\$350K	\$349K	\$352K	\$350K	\$352K	\$371K	\$365K	\$366K	\$361K	\$350K	\$369K
Percent Change from Prior Year	5%	3%	1%	2%	4%	4%	4%	6%	4%	11%	12%	13%	0%

## 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



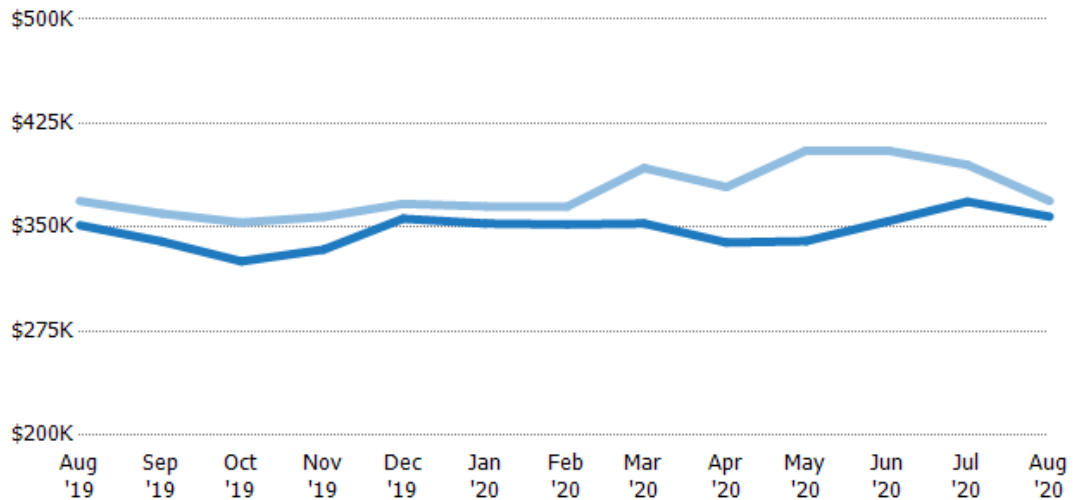
	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20
Avg Est Value	\$375K	\$369K	\$364K	\$375K	\$384K	\$351K	\$360K	\$379K	\$378K	\$393K	\$370K	\$409K	\$411K
Avg Listing Price	\$390K	\$380K	\$376K	\$383K	\$385K	\$362K	\$364K	\$390K	\$392K	\$426K	\$407K	\$430K	\$429K
Avg Listing Price as a % of Avg Est Value	104%	103%	103%	102%	100%	103%	101%	103%	104%	109%	110%	105%	104%

## 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



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

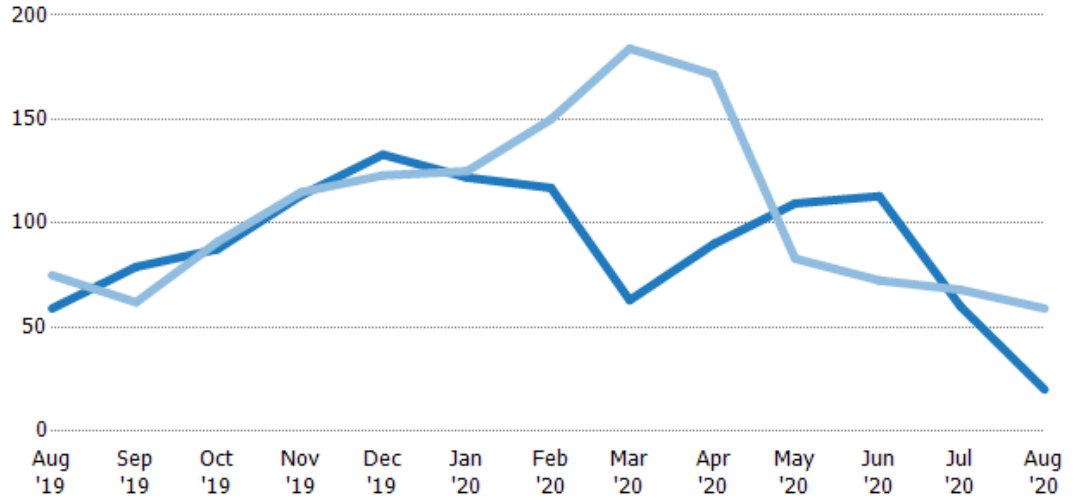
## Median Days in RPR

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.
Aug '20	20	-66.1%
Aug '19	59	-21.3%
Aug '18	75	20%



	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20
Current Year	59	79	87.5	114	133	122	117	63	90	110	113	60	20
Prior Year	75	62	91	115	123	125	150	184	172	83	72.5	68	59
Percent Change from Prior Year	-21%	27%	-4%	-1%	8%	-2%	-22%	-66%	-48%	32%	56%	-12%	-66%

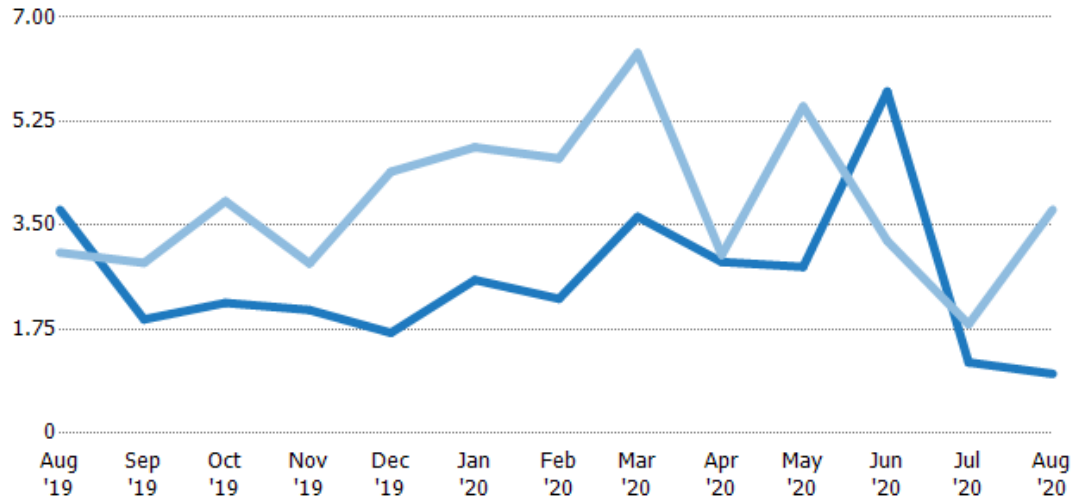
## Months of Inventory

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.
Aug '20	1	-73.4%
Aug '19	3.76	23.7%
Aug '18	3.04	-0.1%



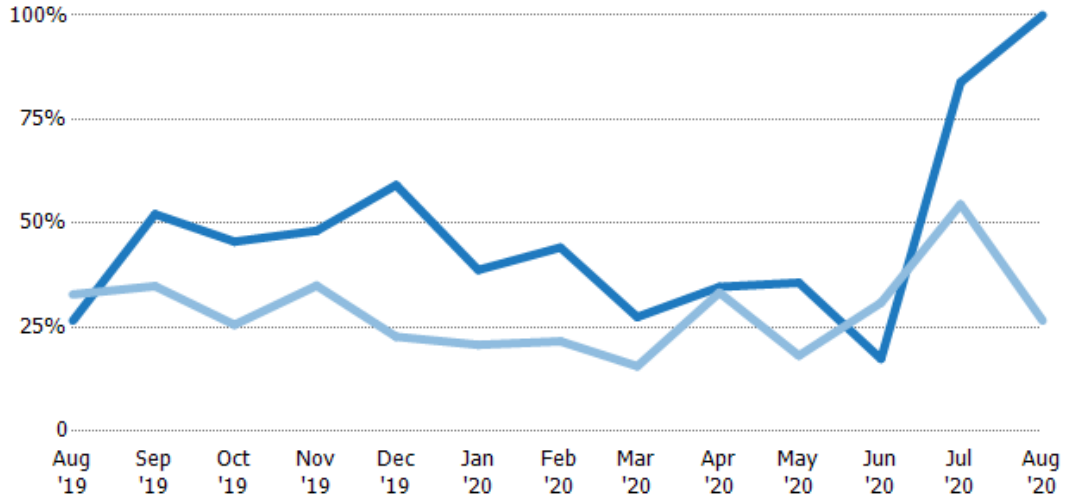
	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20
Current Year	3.76	1.92	2.19	2.07	1.69	2.58	2.26	3.64	2.88	2.8	5.75	1.19	1
Prior Year	3.04	2.87	3.9	2.86	4.4	4.81	4.63	6.4	3	5.5	3.24	1.83	3.76
Percent Change from Prior Year	24%	-33%	-44%	-27%	-62%	-46%	-51%	-43%	-4%	-49%	78%	-35%	-73%

## 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



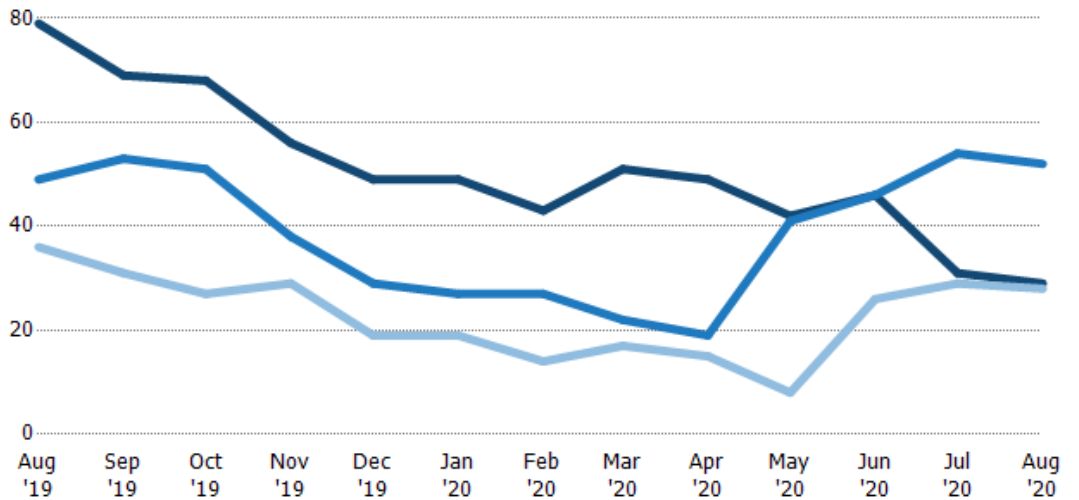
	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20
Current Year	27%	52%	46%	48%	59%	39%	44%	27%	35%	36%	17%	84%	100%
Prior Year	33%	35%	26%	35%	23%	21%	22%	16%	33%	18%	31%	55%	27%
Change from Prior Year	6%	-17%	-20%	-13%	-36%	-18%	-23%	-12%	-1%	-18%	13%	-29%	-73%

## 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



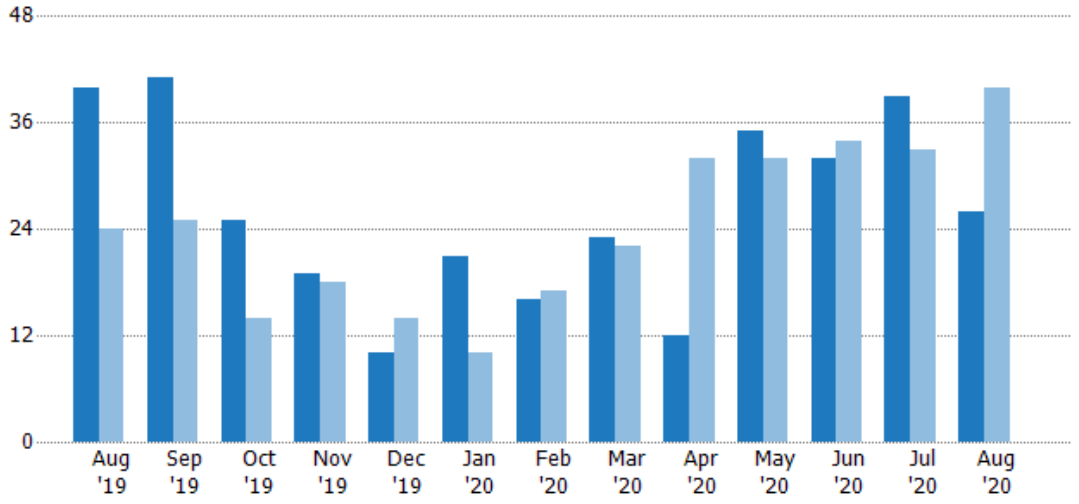
	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20
Active	79	69	68	56	49	49	43	51	49	42	46	31	29
Pending	49	53	51	38	29	27	27	22	19	41	46	54	52
Sold	36	31	27	29	19	19	14	17	15	8	26	29	28

## 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



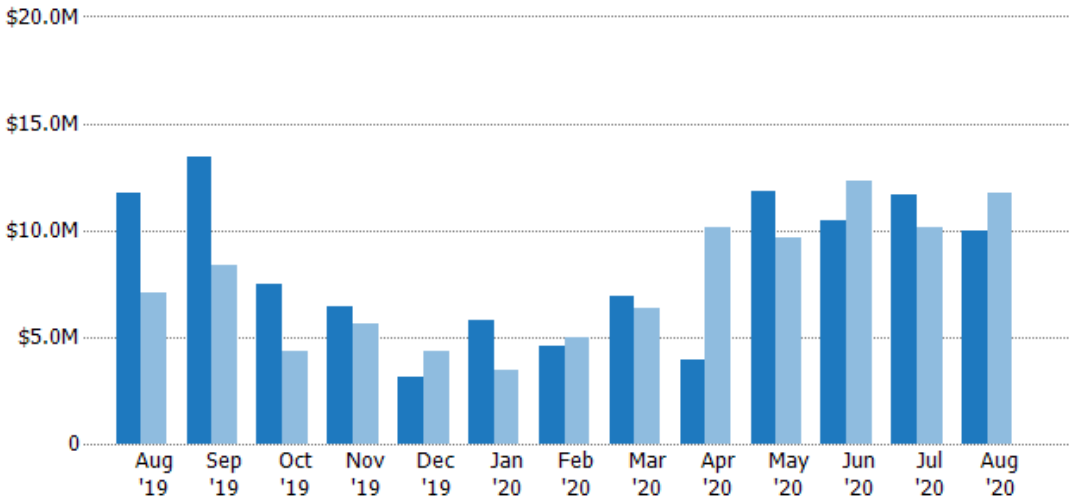
Month/Year	Count	% Chg.
Aug '20	26	-35%
Aug '19	40	66.7%
Aug '18	24	4.2%

## 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.
Aug '20	\$9.94M	-15.4%
Aug '19	\$11.7M	65.3%
Aug '18	\$7.1M	11.6%



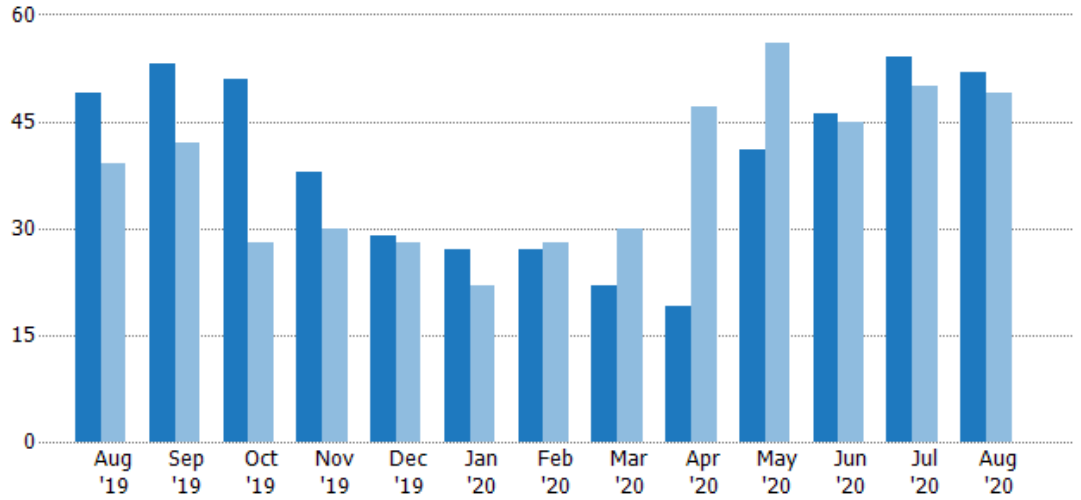
## Pending Sales

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.
Aug '20	52	6.1%
Aug '19	49	25.6%
Aug '18	39	12.8%



Current Year	49	53	51	38	29	27	27	22	19	41	46	54	52
Prior Year	39	42	28	30	28	22	28	30	47	56	45	50	49
Percent Change from Prior Year	26%	26%	82%	27%	4%	23%	-4%	-27%	-60%	-27%	2%	8%	6%

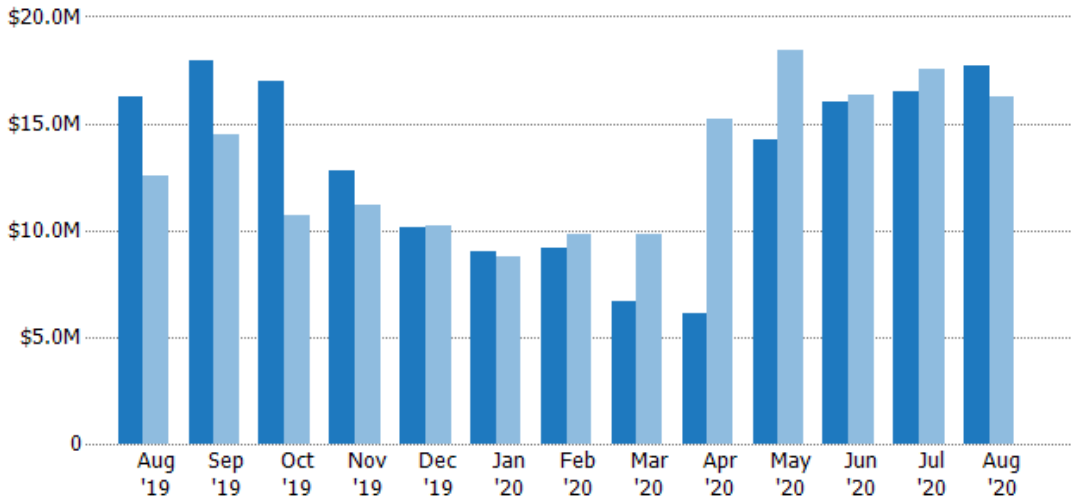
## Pending Sales Volume

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.
Aug '20	\$17.7M	8.8%
Aug '19	\$16.3M	29.8%
Aug '18	\$12.5M	15.5%



Current Year	\$16.3M	\$17.9M	\$17M	\$12.8M	\$10.1M	\$8.98M	\$9.18M	\$6.66M	\$6.14M	\$14.2M	\$16M	\$16.5M	\$17.7M
Prior Year	\$12.5M	\$14.5M	\$10.7M	\$11.1M	\$10.2M	\$8.79M	\$9.8M	\$9.83M	\$15.2M	\$18.4M	\$16.3M	\$17.5M	\$16.3M
Percent Change from Prior Year	30%	24%	59%	15%	-1%	2%	-6%	-32%	-60%	-23%	-2%	-6%	9%

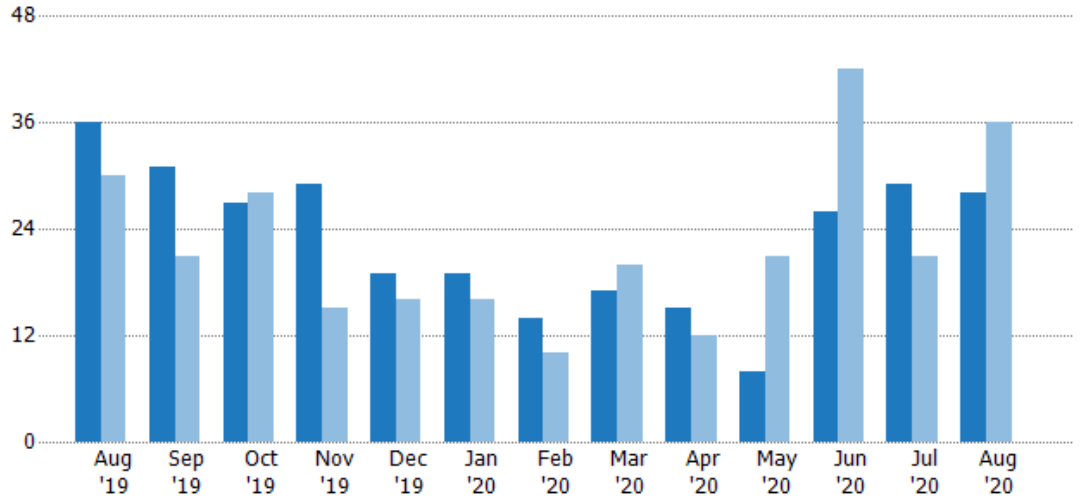
## Closed Sales

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.
Aug '20	28	-22.2%
Aug '19	36	20%
Aug '18	30	-26.7%



Current Year	36	31	27	29	19	19	14	17	15	8	26	29	28
Prior Year	30	21	28	15	16	16	10	20	12	21	42	21	36
Percent Change from Prior Year	20%	48%	-4%	93%	19%	19%	40%	-15%	25%	-62%	-38%	38%	-22%

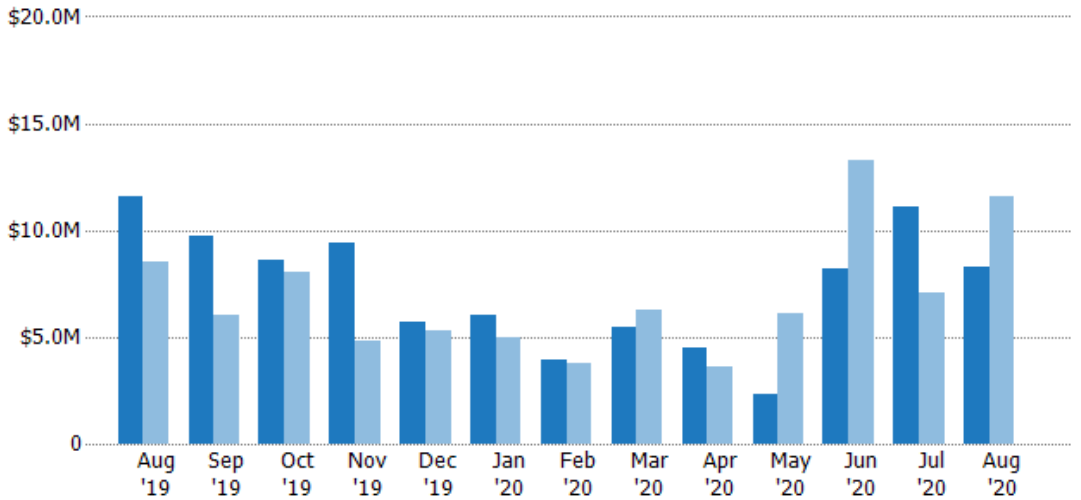
## Closed Sales Volume

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.
Aug '20	\$8.28M	-28.4%
Aug '19	\$11.6M	35.9%
Aug '18	\$8.5M	-22%



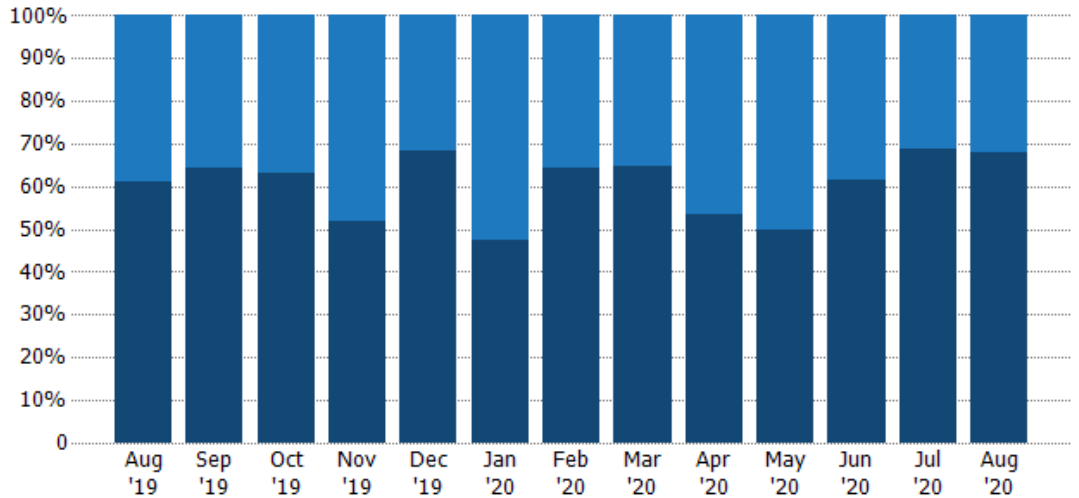
Current Year	\$11.6M	\$9.75M	\$8.63M	\$9.44M	\$5.68M	\$5.99M	\$3.97M	\$5.49M	\$4.5M	\$2.34M	\$8.19M	\$11.1M	\$8.28M
Prior Year	\$8.5M	\$6.02M	\$8.06M	\$4.81M	\$5.29M	\$4.94M	\$3.79M	\$6.25M	\$3.61M	\$6.1M	\$13.3M	\$7.04M	\$11.6M
Percent Change from Prior Year	36%	62%	7%	96%	7%	21%	5%	-12%	25%	-62%	-38%	57%	-28%

## 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



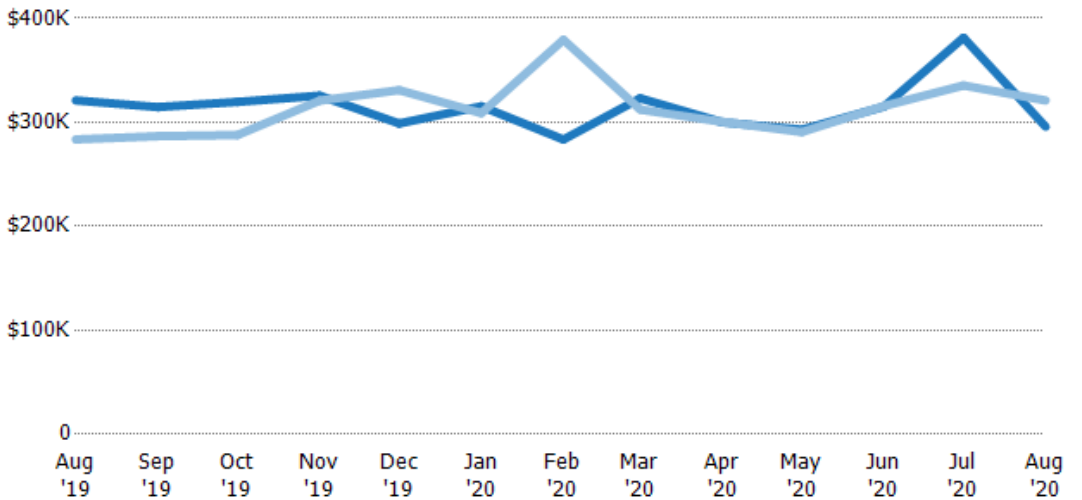
Condo/Townhouse	39%	35%	37%	48%	32%	53%	36%	35%	47%	50%	38%	31%	32%
Single Family Residence	61%	65%	63%	52%	68%	47%	64%	65%	53%	50%	62%	69%	68%

## 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



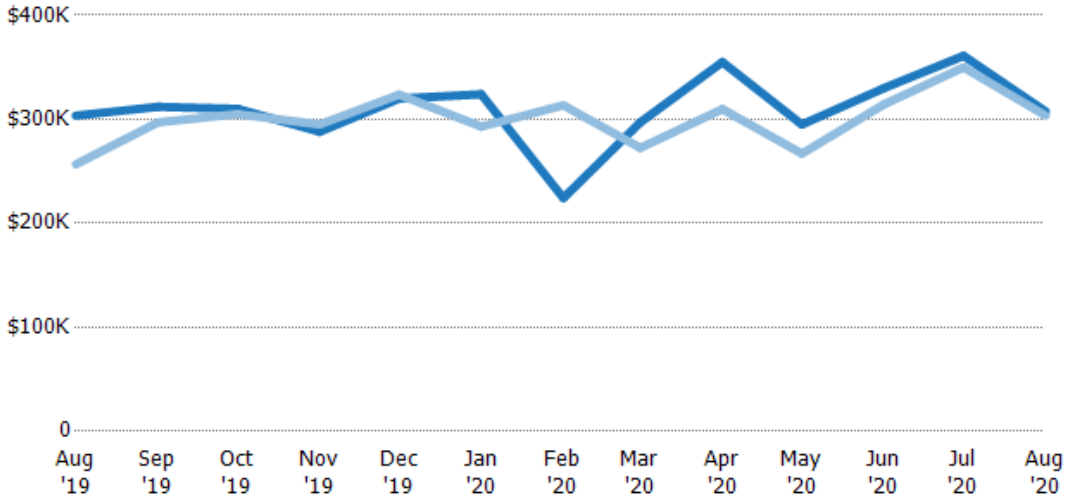
Current Year	\$321K	\$315K	\$320K	\$326K	\$299K	\$315K	\$283K	\$323K	\$300K	\$293K	\$315K	\$381K	\$296K
Prior Year	\$283K	\$287K	\$288K	\$321K	\$331K	\$309K	\$379K	\$312K	\$300K	\$291K	\$316K	\$335K	\$321K
Percent Change from Prior Year	13%	10%	11%	1%	-10%	2%	-25%	3%	0%	1%	0%	14%	-8%

## 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



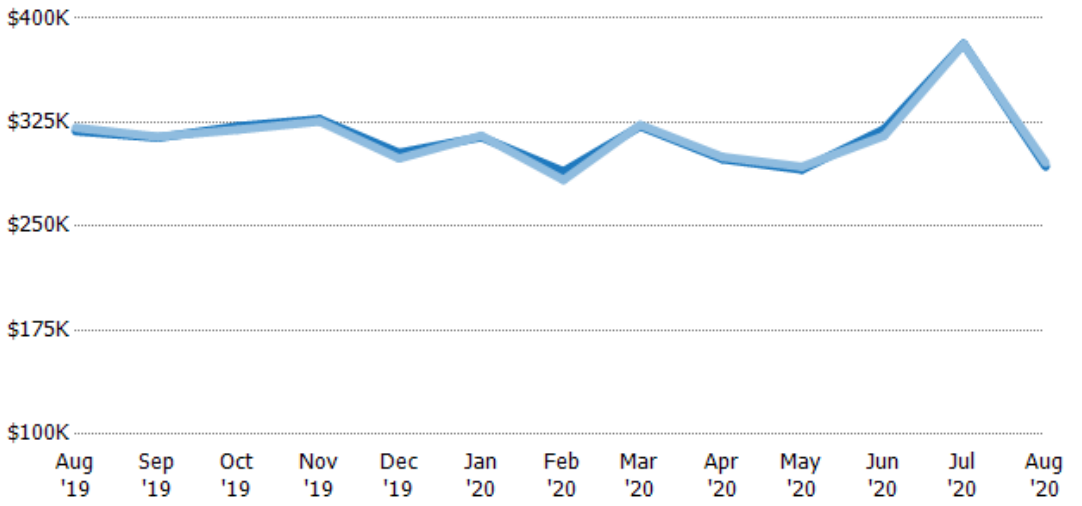
	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20
Current Year	\$304K	\$312K	\$310K	\$288K	\$320K	\$324K	\$224K	\$297K	\$355K	\$295K	\$330K	\$361K	\$308K
Prior Year	\$257K	\$297K	\$305K	\$295K	\$324K	\$293K	\$313K	\$272K	\$310K	\$267K	\$314K	\$350K	\$304K
Percent Change from Prior Year	18%	5%	2%	-2%	-1%	11%	-28%	9%	15%	10%	5%	3%	1%

## 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



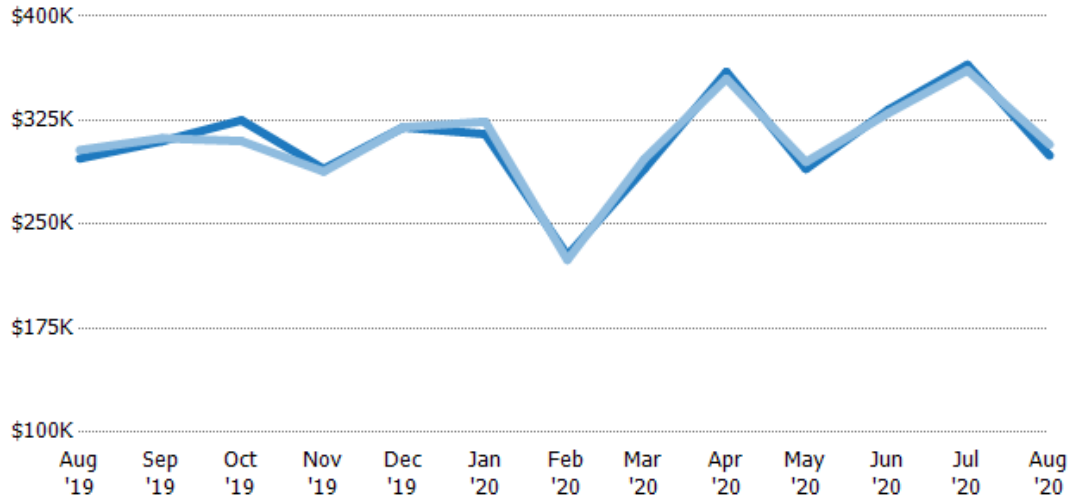
	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20
Avg List Price	\$319K	\$314K	\$322K	\$327K	\$303K	\$314K	\$290K	\$322K	\$298K	\$291K	\$320K	\$382K	\$293K
Avg Sales Price	\$321K	\$315K	\$320K	\$326K	\$299K	\$315K	\$283K	\$323K	\$300K	\$293K	\$315K	\$381K	\$296K
Avg Sales Price as a % of Avg List Price	101%	100%	99%	99%	99%	100%	98%	100%	101%	101%	99%	100%	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



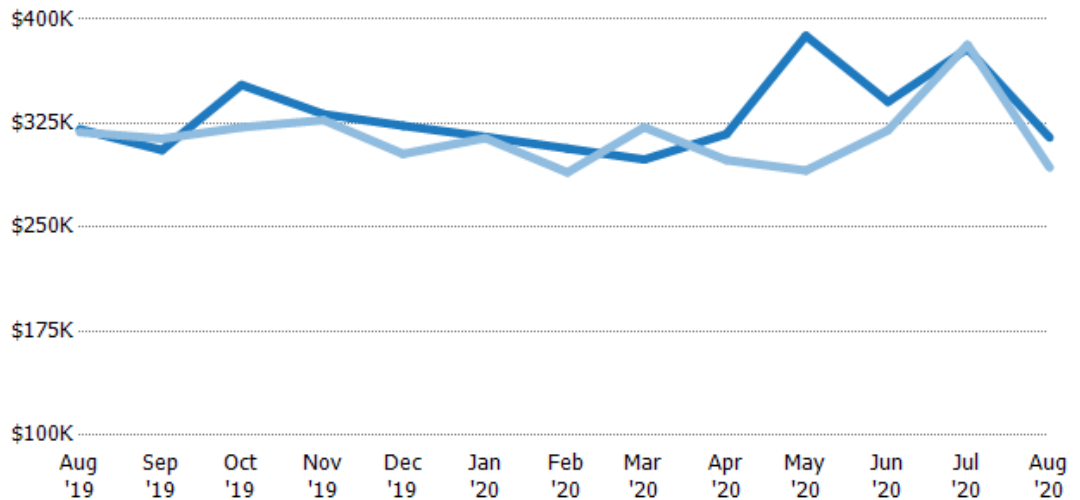
	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20
Median List Price	\$297K	\$310K	\$325K	\$290K	\$320K	\$315K	\$228K	\$290K	\$360K	\$290K	\$332K	\$365K	\$300K
Median Sales Price	\$304K	\$312K	\$310K	\$288K	\$320K	\$324K	\$224K	\$297K	\$355K	\$295K	\$330K	\$361K	\$308K
Med Sales Price as a % of Med List Price	102%	101%	95%	99%	100%	103%	99%	102%	99%	102%	99%	99%	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



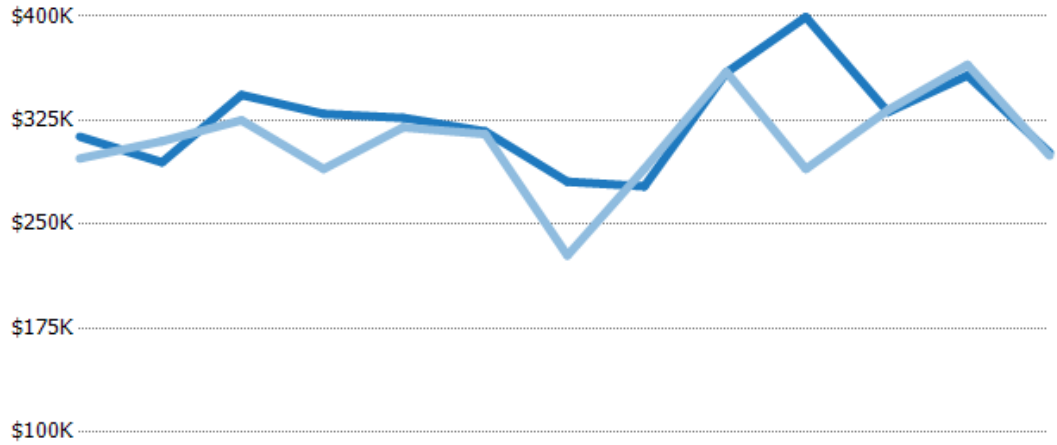
	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20
Avg Est Value	\$321K	\$306K	\$353K	\$332K	\$323K	\$315K	\$307K	\$299K	\$317K	\$388K	\$340K	\$379K	\$315K
Avg Sales Price	\$319K	\$314K	\$322K	\$327K	\$303K	\$314K	\$290K	\$322K	\$298K	\$291K	\$320K	\$382K	\$293K
Avg Sales Price as a % of Avg Est Value	99%	103%	91%	99%	94%	100%	94%	108%	94%	75%	94%	101%	93%

## 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



	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20
Median Est Value	\$313K	\$295K	\$343K	\$330K	\$327K	\$317K	\$281K	\$277K	\$359K	\$399K	\$331K	\$357K	\$302K
Median Sales Price	\$297K	\$310K	\$325K	\$290K	\$320K	\$315K	\$228K	\$290K	\$360K	\$290K	\$332K	\$365K	\$300K
Med Sales Price as a % of Med Est Value	95%	105%	95%	88%	98%	99%	81%	105%	100%	73%	100%	102%	99%