

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	Sep 2020	Sep 2019	+ / -	YTD 2020	YTD 2019	+/-
Listing Activity Charts Metrics						
New Listing Count	29	33	-12.1%	227	267	-15%
New Listing Volume	\$9,599,800	\$10,546,560	-9%	\$79,421,695	\$87,698,510	-9.4%
Active Listing Count	29	69	-58%	NA	NA	
Active Listing Volume	\$10,469,800	\$26,242,063	-60.1%	NA	NA	
Average Listing Price	\$361,028	\$380,320	-5.1%	\$392,733	\$371,804	+5.6%
Median Listing Price	\$360,000	\$359,900	+0%	\$381,147	\$360,086	+5.8%
Median Daysin RPR	29	79	-63.3%	73.4	95.74	-23.3%
Months of Inventory	1	1.9	-46%	1.8	3.2	-43.8%
Absorption Rate	96.55%	52.17%	+44.4%	56.15%	31.55%	+24.6%
Sales Activity Charts Metrics						
New Pending Sales Count	33	41	-19.5%	237	261	-9.2%
New Pending Sales Volume	\$11,935,250	\$13,461,410	-11.3%	\$77,096,633	\$82,239,427	-6.3%
Pending Sales Count	52	53	-1.9%	N/A	NA	
Pending Sales Volume	\$19,091,734	\$17,919,346	+6.5%	N/A	N/A	
Cloæd Sales Count	27	32	-15.6%	183	210	-12.9%
Closed Sales Volume	\$8,959,377	\$10,077,470	-11.1%	\$58,787,151	\$66,624,253	-11.8%
Average Sales Price	\$331,829	\$314,921	+5.4%	\$321,241	\$317,258	+1.3%
Median Sales Price	\$282,377	\$313,000	-9.8%	\$313,182	\$305,186	+2.6%







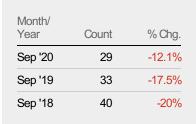
New Listings

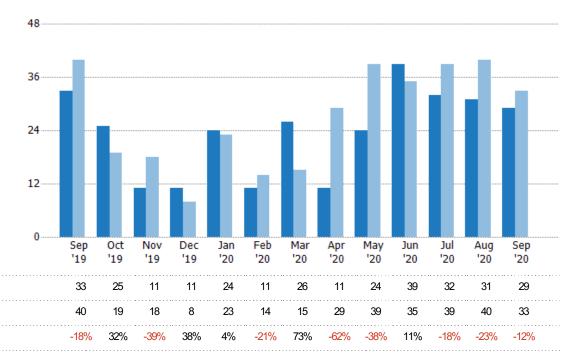
The number of new residential listings that were added each month.

Filters Used

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

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





New Listing Volume

Percent Change from Prior Year

Current Year

Prior Year

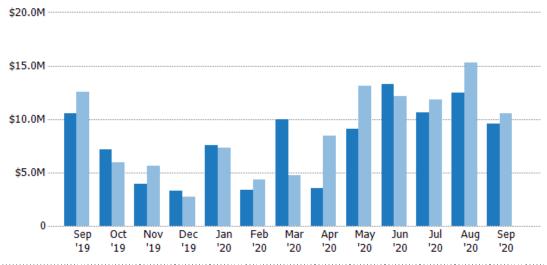
The sum of the listing price of residential listings that were added each month.

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.
Sep '20	\$9.6M	-9%
Sep '19	\$10.5M	-15.9%
Sep '18	\$12.5M	-13.3%









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.
Sep '20	29	-58%
Sep '19	69	-20.7%
Sep '18	87	-3.4%



Active Listing Volume

Percent Change from Prior Year

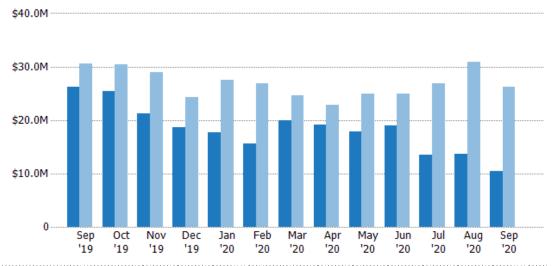
Current Year

Prior Year

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

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

			Month/
hg.	% Ch	Volume	Year
1%	-60.1	\$10.5M	Sep '20
2%	-14.2	\$26.2M	Sep '19
9%	-6	\$30.6M	Sep '18
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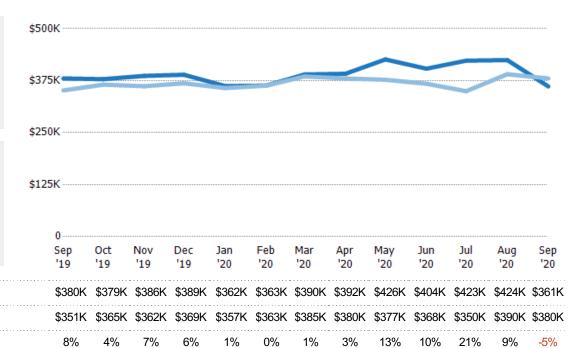


Average Listing Price

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.
Sep '20	\$361K	-5.1%
Sep '19	\$380K	8.2%
Sep '18	\$351K	-5.8%



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.

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.
Sep '20	\$360K	0%
Sep '19	\$360K	2.9%
Sep '18	\$350K	-5.1%

Percent Change from Prior Year

\$50	0K												
\$37	5K												
\$250	0K												*********
\$12	5K												
	0 Sep '19	Oct	Nov	Dec '19	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug '20	Sep '20
	\$360K	\$357K	\$365K	\$368K	\$365K	\$365K	\$393K	\$379K	\$405K	\$393K	\$395K	\$369K	\$360K
	\$350K	\$350K	\$349K	\$352K	\$350K	\$352K	\$371K	\$365K	\$366K	\$361K	\$350K	\$369K	\$360K
	3%	2%	4%	4%	4%	4%	6%	4%	11%	9%	13%	0%	0%



Current Year

Prior Year



Avg Est Value

Avg Listing Price

Market Data Report

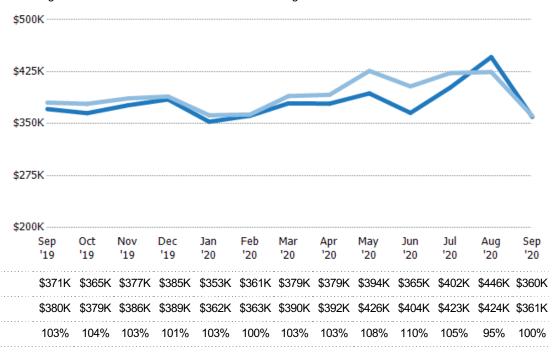
Average Listing Price vs Average Est Value

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

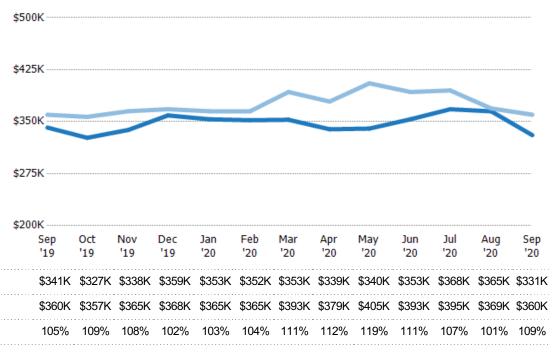
The median listing price as a percentage of the median AVM or RVM® valuation estimate for active listings each month.

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



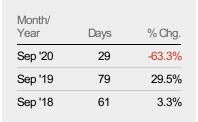
Median Days in RPR

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

Filters Used

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

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





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.

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.
Sep '20	1.04	-46%
Sep '19	1.92	-33.9%
Sep '18	2.9	20.7%

Percent Change from Prior Year

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5.25						\triangle		\wedge	Λ			
3.50						<u> </u>	\bigvee					
1.75			/		<u> </u>					Y		
0 Sep '19	Oct '19		Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20
 1.92	2.09	2.04	1.66	2.58		3.64	2.88	2.8	5.88	1.23	1.1	1.04
 2.9	3.95	2.86	4.4	4.81	4.63	6.4	3	5.5	3.24	1.83	3.76	1.92
 -34%	-47%	-29%	-62%	-46%	-51%	-43%	-4%	-49%	81%	-33%	-71%	-46%

Current Year

Prior Year



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.
Sep '20	97%	-44.4%
Sep '19	52%	-17.7%
Sep '18	34%	-17.1%

Current Year

Change from Prior Year

Prior Year



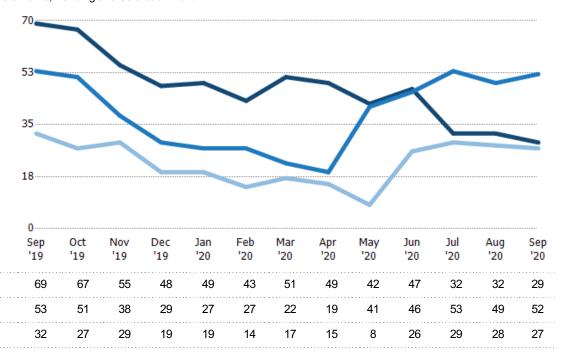
Active/Pending/Sold Units

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

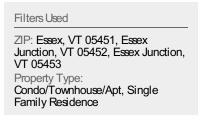
Sold

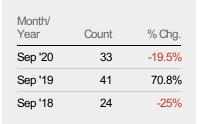




New Pending Sales

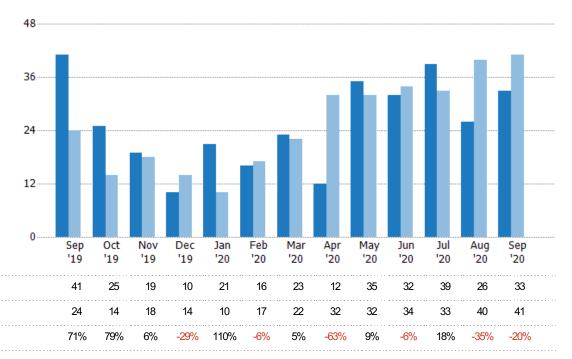
The number of residential properties with accepted offers that were added each month.





Current Year

Prior Year



New Pending Sales Volume

Percent Change from Prior Year

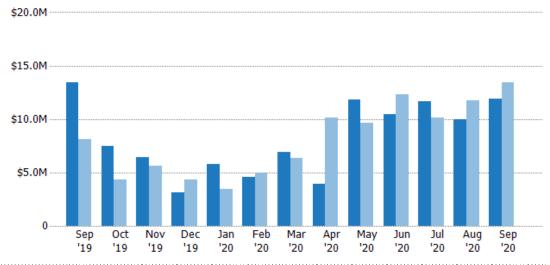
The sum of the sales price of residential properties with accepted offers that were added each month.

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.
Sep '20	\$11.9M	-11.3%
Sep '19	\$13.5M	66.3%
Sep '18	\$8.1M	-38.7%





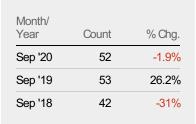


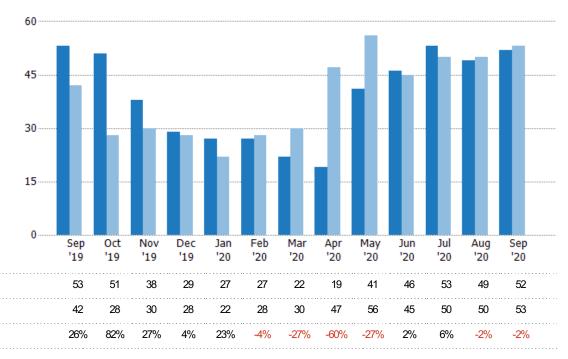


Pending Sales

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







Pending Sales Volume

Percent Change from Prior Year

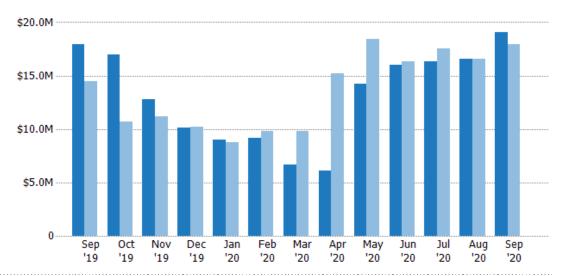
Current Year

Prior Year

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

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

Month/ Year	Volume	% Chg.
Sep '20	\$19.1M	6.5%
Sep '19	\$17.9M	23.7%
Sep '18	\$14.5M	-36.6%





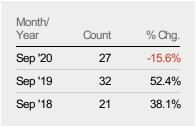


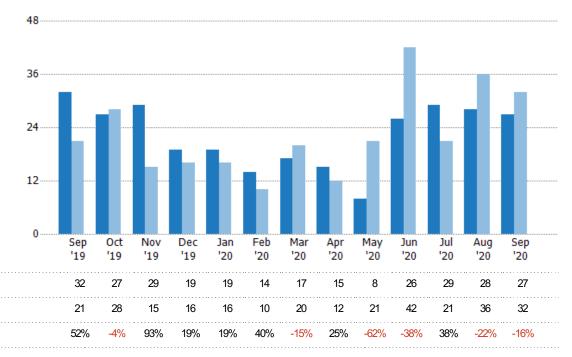


Closed Sales

The total number of residential properties sold each month.

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

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

Filters Used

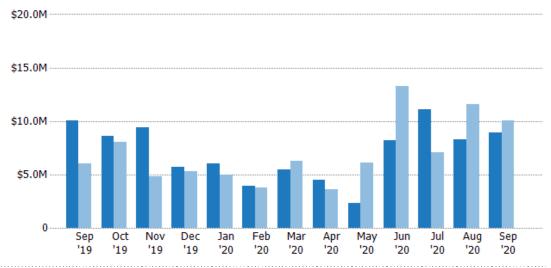
Current Year

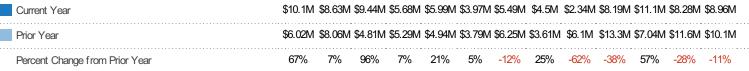
Prior Year

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

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

Month/ Year	Volume	% Chg.
Sep '20	\$8.96M	-11.1%
Sep '19	\$10.1M	67.4%
Sep '18	\$6.02M	42.7%



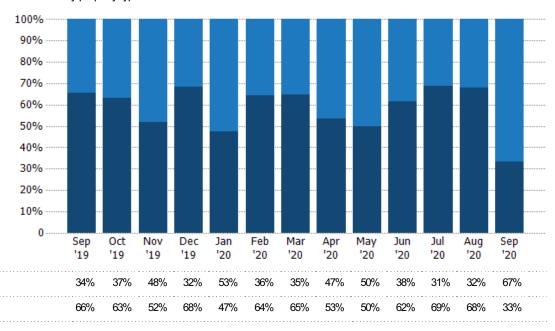




Closed Sales by Property Type

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



Average Sales Price

Single Family Residence

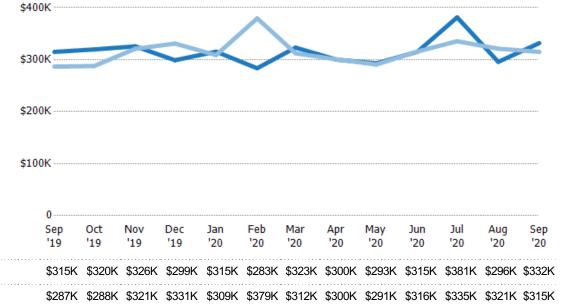
Condo/Townhouse

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



Percent Change from Prior Year





Current Year

Prior Year

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.
Sep '20	\$282K	-9.8%
Sep '19	\$313K	5.4%
Sep '18	\$297K	1%

Percent Change from Prior Year

Current Year

Prior Year

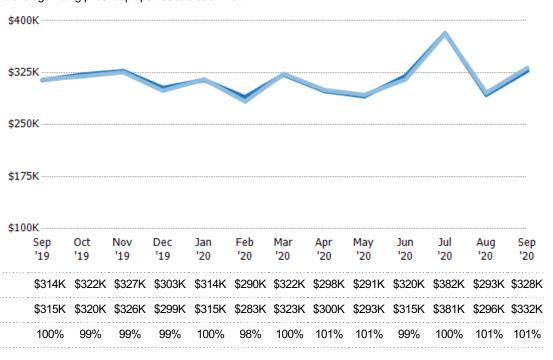


Average Sales Price vs Average Listing Price

The average sales price as a percentage of the average listing price 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 List Price





Avg List Price

Avg Sales Price





Median List Price

Median Sales Price

Market Data Report

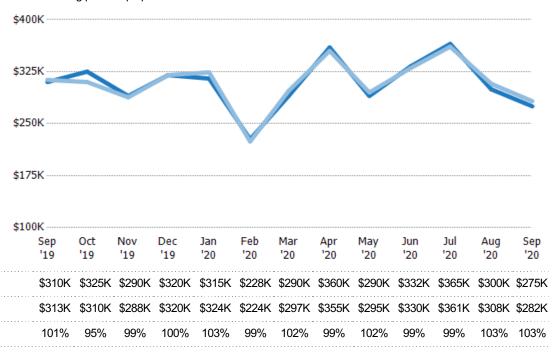
Median Sales Price vs Median Listing Price

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.

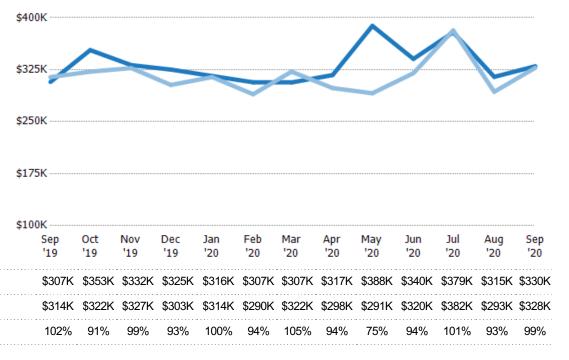
Filters Used

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 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

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

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

