

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	Nov 2020	Nov 2019	+ / -	YTD 2020	YTD 2019	+ / -
Listing Activity Charts Metrics						
New Listing Count	14	11	+27.3%	269	303	-11.2%
New Listing Volume	\$4,338,300	\$3,915,335	+10.8%	\$96,363,794	\$98,783,569	-2.4%
Active Listing Count	15	55	-72.7%	N/A	N/A	
Active Listing Volume	\$7,915,600	\$21,252,464	-62.8%	N/A	N/A	
Average Listing Price	\$527,707	\$386,408	+36.6%	\$398,307	\$373,464	+6.7%
Median Listing Price	\$392,750	\$365,000	+7.6%	\$381,378	\$360,161	+5.9%
Median Days in RPR	60	114	-47.4%	68.93	97.25	-29.1%
Months of Inventory	0.7	2	-68%	1.6	3.1	-49.1%
Absorption Rate	153.33%	49.09%	+104.2%	62.88%	32.01%	+30.9%
Sales Activity Charts Metrics						
New Pending Sales Count	30	19	+57.9%	293	305	-3.9%
New Pending Sales Volume	\$9,043,749	\$6,403,635	+41.2%	\$95,805,782	\$96,126,961	-0.3%
Pending Sales Count	51	37	+37.8%	N/A	N/A	
Pending Sales Volume	\$16,738,949	\$12,047,100	+38.9%	N/A	N/A	
Closed Sales Count	33	29	+13.8%	240	266	-9.8%
Closed Sales Volume	\$12,453,523	\$9,442,235	+31.9%	\$80,477,938	\$84,695,575	-5%
Average Sales Price	\$377,379	\$325,594	+15.9%	\$335,325	\$318,404	+5.3%
Median Sales Price	\$386,500	\$288,000	+34.2%	\$327,574	\$303,801	+7.8%

New Listings

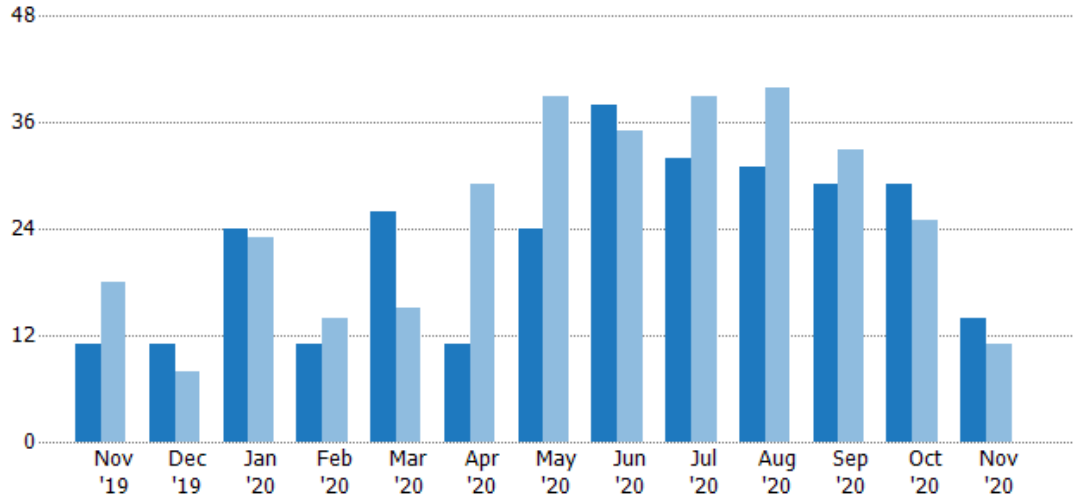
The number of new residential listings that were added each month.

Filters Used

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

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

Month/Year	Count	% Chg.
Nov '20	14	27.3%
Nov '19	11	-38.9%
Nov '18	18	-33.3%



Current Year	11	11	24	11	26	11	24	38	32	31	29	29	14
Prior Year	18	8	23	14	15	29	39	35	39	40	33	25	11
Percent Change from Prior Year	-39%	38%	4%	-21%	73%	-62%	-38%	9%	-18%	-23%	-12%	16%	27%

New Listing Volume

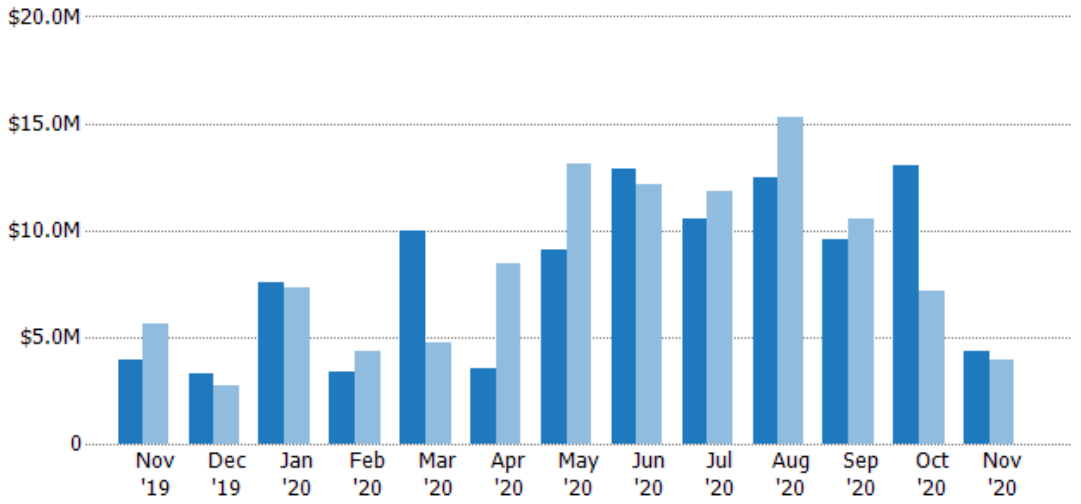
The sum of the listing price of residential listings that were added each month.

Filters Used

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

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

Month/Year	Volume	% Chg.
Nov '20	\$4.34M	10.8%
Nov '19	\$3.92M	-30.1%
Nov '18	\$5.6M	-35.9%



Current Year	\$3.92M	\$3.3M	\$7.53M	\$3.39M	\$9.94M	\$3.57M	\$9.06M	\$12.9M	\$10.6M	\$12.5M	\$9.59M	\$13M	\$4.34M
Prior Year	\$5.6M	\$2.7M	\$7.32M	\$4.34M	\$4.72M	\$8.42M	\$13.1M	\$12.2M	\$11.8M	\$15.3M	\$10.5M	\$7.17M	\$3.92M
Percent Change from Prior Year	-30%	22%	3%	-22%	111%	-58%	-31%	6%	-11%	-18%	-9%	81%	11%

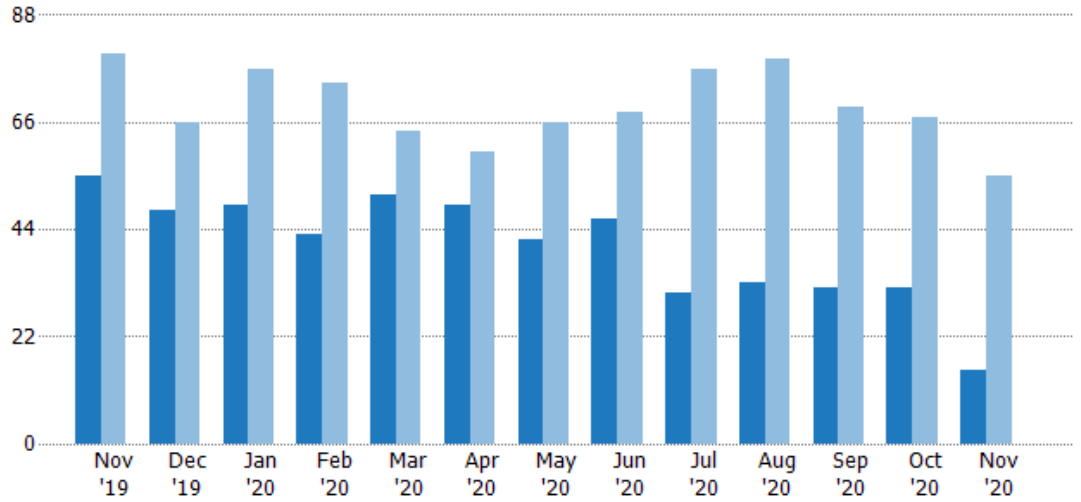
Active Listings

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.
Nov '20	15	-72.7%
Nov '19	55	-31.3%
Nov '18	80	-17.5%



Month	Current Year	Prior Year	Percent Change from Prior Year
Nov '19	55	80	-31%
Dec '19	48	66	-27%
Jan '20	49	77	-36%
Feb '20	43	74	-42%
Mar '20	51	64	-20%
Apr '20	49	60	-18%
May '20	42	66	-36%
Jun '20	46	68	-32%
Jul '20	31	77	-60%
Aug '20	33	79	-58%
Sep '20	32	69	-54%
Oct '20	32	67	-52%
Nov '20	15	55	-73%

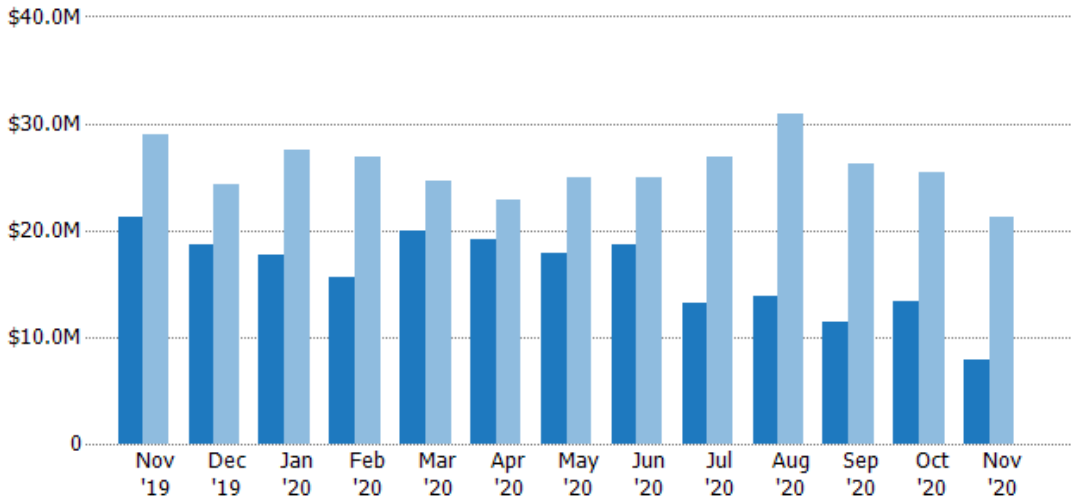
Active Listing Volume

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.
Nov '20	\$7.92M	-62.8%
Nov '19	\$21.3M	-26.5%
Nov '18	\$28.9M	-16.4%



Month	Current Year	Prior Year	Percent Change from Prior Year
Nov '19	\$21.3M	\$28.9M	-27%
Dec '19	\$18.7M	\$24.3M	-23%
Jan '20	\$17.7M	\$27.5M	-36%
Feb '20	\$15.6M	\$26.9M	-42%
Mar '20	\$19.9M	\$24.6M	-19%
Apr '20	\$19.2M	\$22.8M	-16%
May '20	\$17.9M	\$24.9M	-28%
Jun '20	\$18.6M	\$25M	-26%
Jul '20	\$13.2M	\$26.9M	-51%
Aug '20	\$13.8M	\$30.8M	-55%
Sep '20	\$11.3M	\$26.2M	-57%
Oct '20	\$13.4M	\$25.4M	-47%
Nov '20	\$7.92M	\$21.3M	-63%

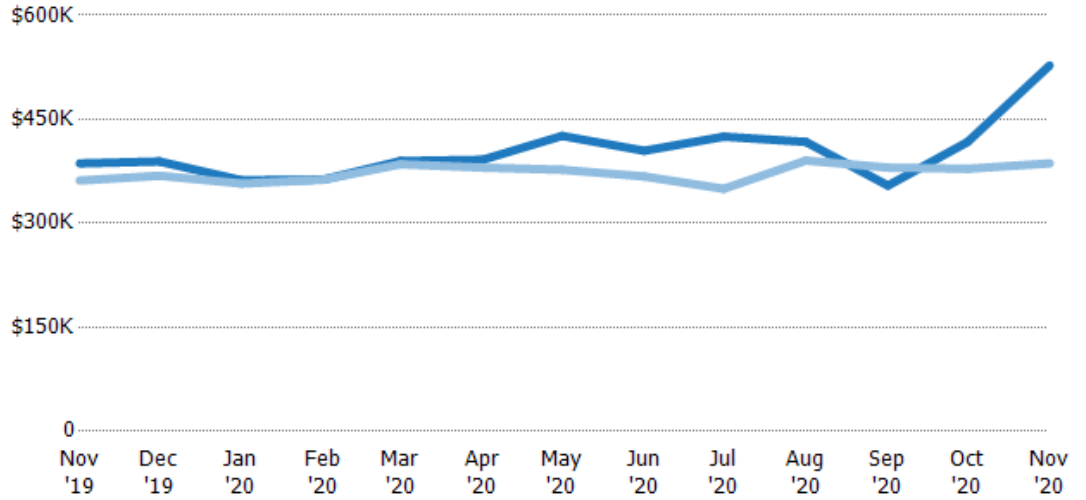
Average Listing Price

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.
Nov '20	\$528K	36.6%
Nov '19	\$386K	6.8%
Nov '18	\$362K	1.3%



Current Year	\$386K	\$389K	\$362K	\$363K	\$390K	\$392K	\$426K	\$405K	\$425K	\$417K	\$354K	\$417K	\$528K
Prior Year	\$362K	\$369K	\$357K	\$363K	\$385K	\$380K	\$377K	\$368K	\$350K	\$390K	\$380K	\$379K	\$386K
Percent Change from Prior Year	7%	6%	1%	0%	1%	3%	13%	10%	22%	7%	-7%	10%	37%

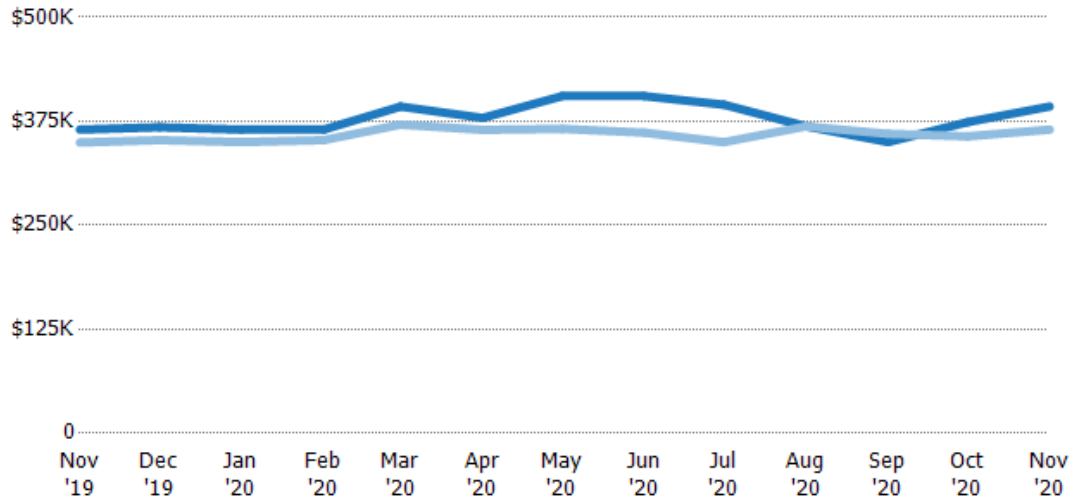
Median Listing Price

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.
Nov '20	\$393K	7.6%
Nov '19	\$365K	4.4%
Nov '18	\$349K	-0.2%



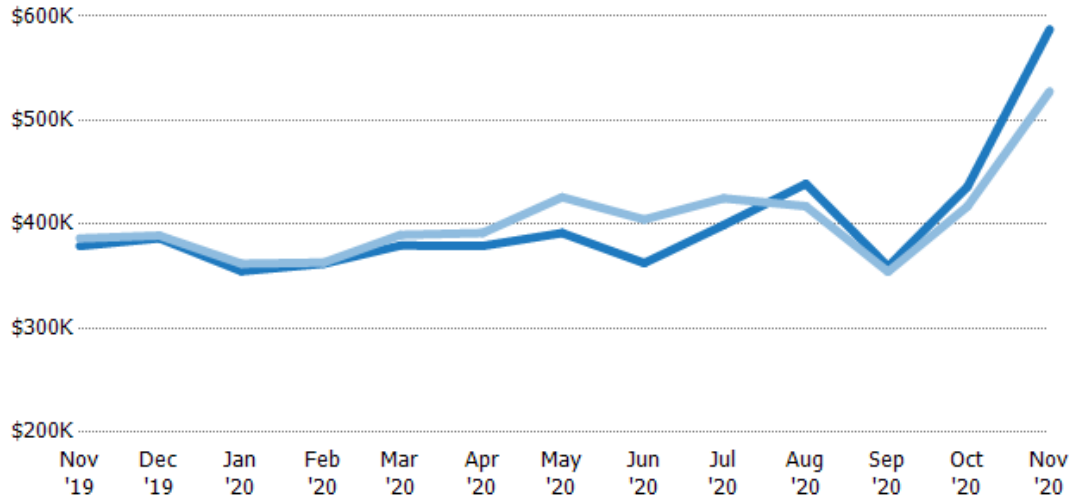
Current Year	\$365K	\$368K	\$365K	\$365K	\$393K	\$379K	\$405K	\$405K	\$395K	\$369K	\$350K	\$374K	\$393K
Prior Year	\$349K	\$352K	\$350K	\$352K	\$371K	\$365K	\$366K	\$361K	\$350K	\$369K	\$360K	\$357K	\$365K
Percent Change from Prior Year	4%	4%	4%	4%	6%	4%	11%	12%	13%	0%	-3%	5%	8%

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

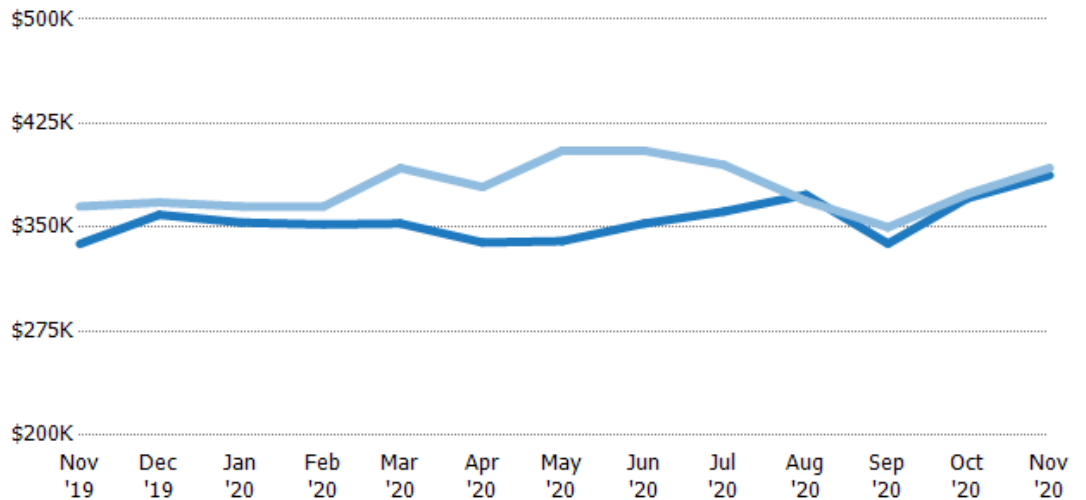


Median Listing Price vs Median Est Value

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



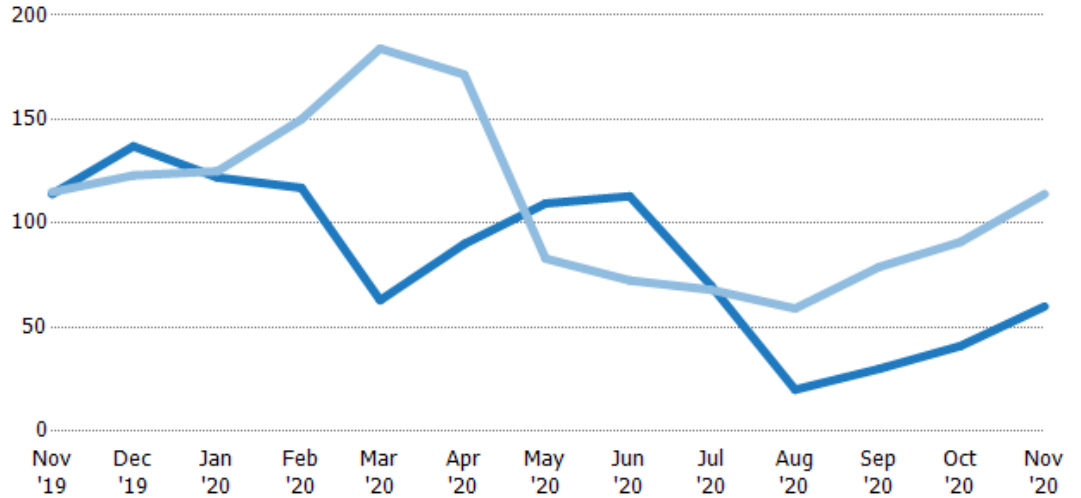
Median Days in RPR

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.
Nov '20	60	-47.4%
Nov '19	114	-0.9%
Nov '18	115	-27%



Current Year	114	137	122	117	63	90	110	113	70	20	30	41	60
Prior Year	115	123	125	150	184	172	83	72.5	68	59	79	91	114
Percent Change from Prior Year	-1%	11%	-2%	-22%	-66%	-48%	32%	56%	3%	-66%	-62%	-55%	-47%

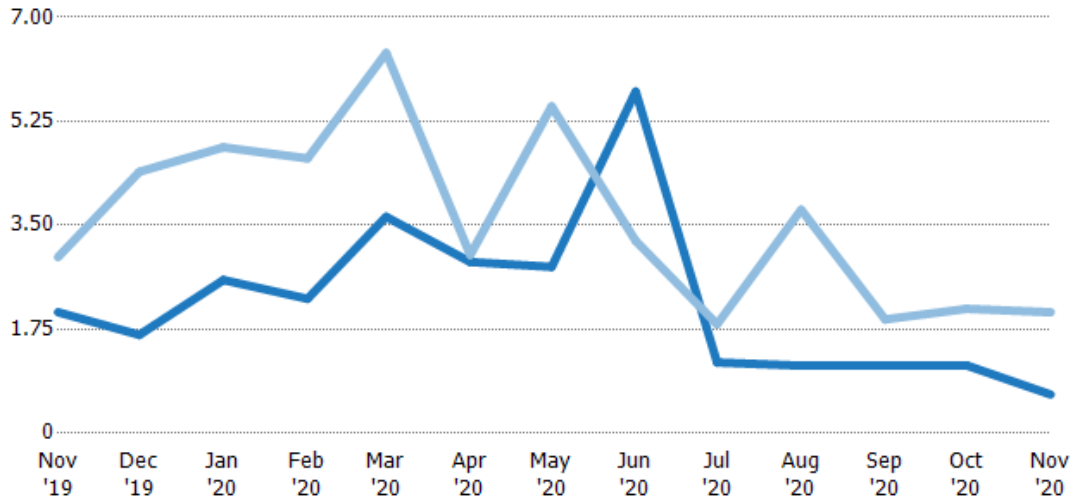
Months of Inventory

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.
Nov '20	0.65	-68%
Nov '19	2.04	-31.2%
Nov '18	2.96	-3.2%



Current Year	2.04	1.66	2.58	2.26	3.64	2.88	2.8	5.75	1.19	1.14	1.14	1.14	0.65
Prior Year	2.96	4.4	4.81	4.63	6.4	3	5.5	3.24	1.83	3.76	1.92	2.09	2.04
Percent Change from Prior Year	-31%	-62%	-46%	-51%	-43%	-4%	-49%	78%	-35%	-70%	-40%	-45%	-68%

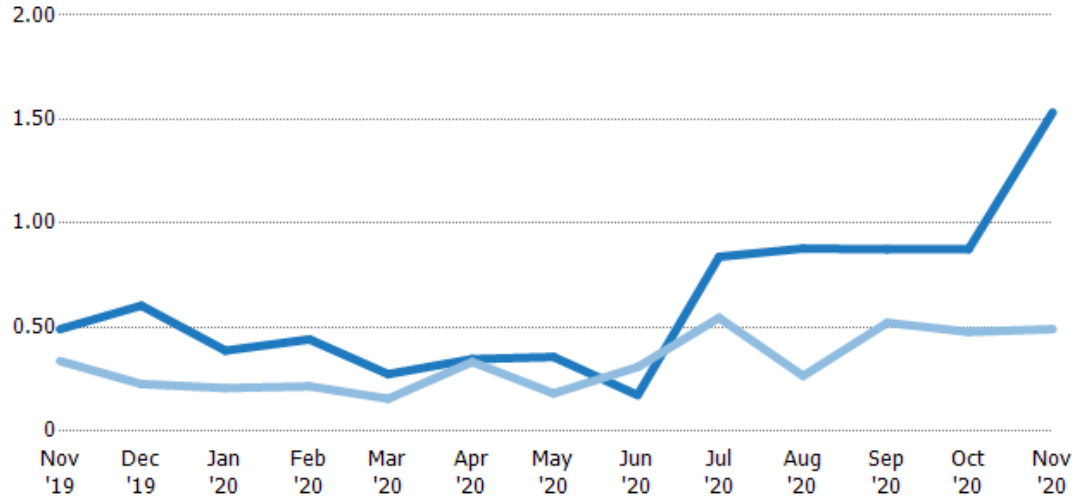
Absorption Rate

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.
Nov '20	153%	-104.2%
Nov '19	49%	-15.3%
Nov '18	34%	3.2%



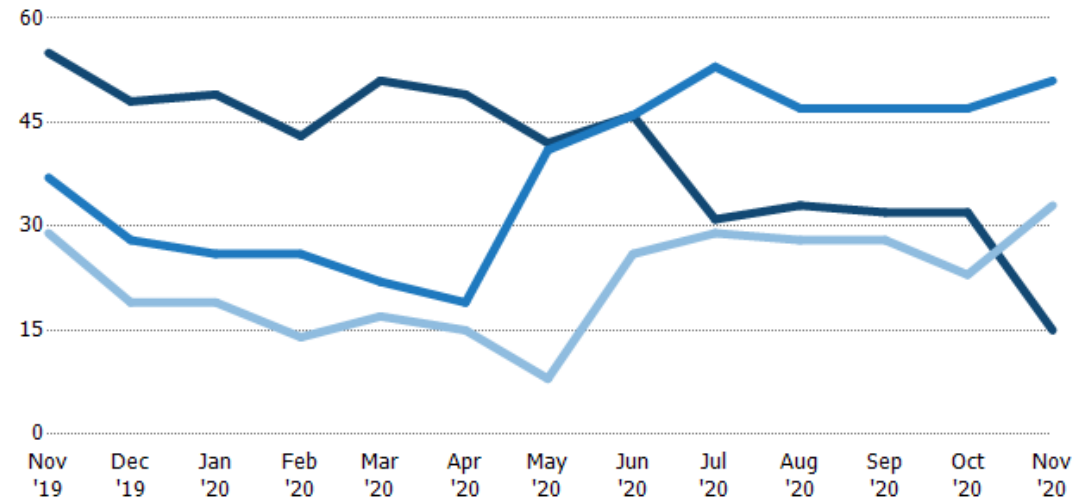
Current Year	49%	60%	39%	44%	27%	35%	36%	17%	84%	88%	88%	88%	153%
Prior Year	34%	23%	21%	22%	16%	33%	18%	31%	55%	27%	52%	48%	49%
Change from Prior Year	-15%	-38%	-18%	-23%	-12%	-1%	-18%	13%	-29%	-61%	-35%	-40%	-104%

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	55	48	49	43	51	49	42	46	31	33	32	32	15
Pending	37	28	26	26	22	19	41	46	53	47	47	47	51
Sold	29	19	19	14	17	15	8	26	29	28	28	23	33

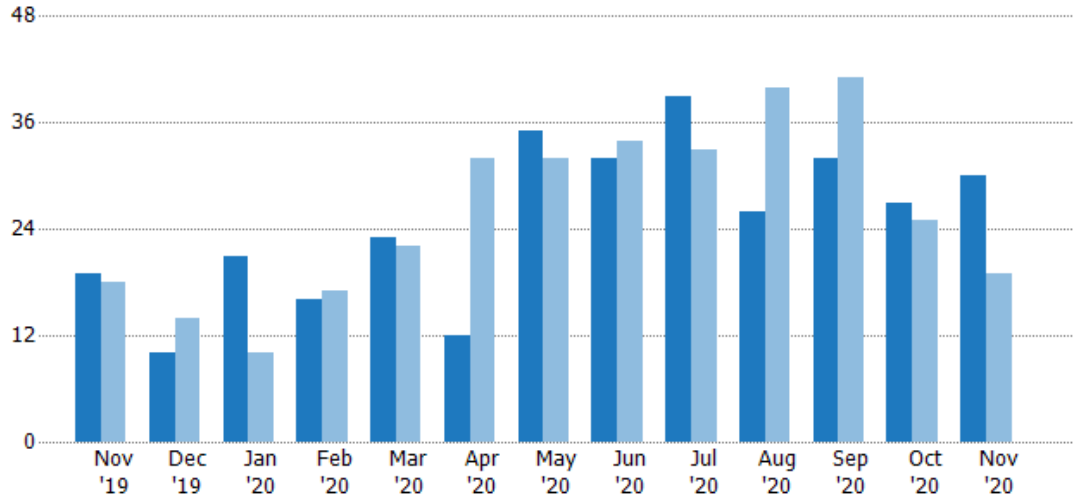
New Pending Sales

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.
Nov '20	30	57.9%
Nov '19	19	5.6%
Nov '18	18	22.2%



Current Year	19	10	21	16	23	12	35	32	39	26	32	27	30
Prior Year	18	14	10	17	22	32	32	34	33	40	41	25	19
Percent Change from Prior Year	6%	-29%	110%	-6%	5%	-63%	9%	-6%	18%	-35%	-22%	8%	58%

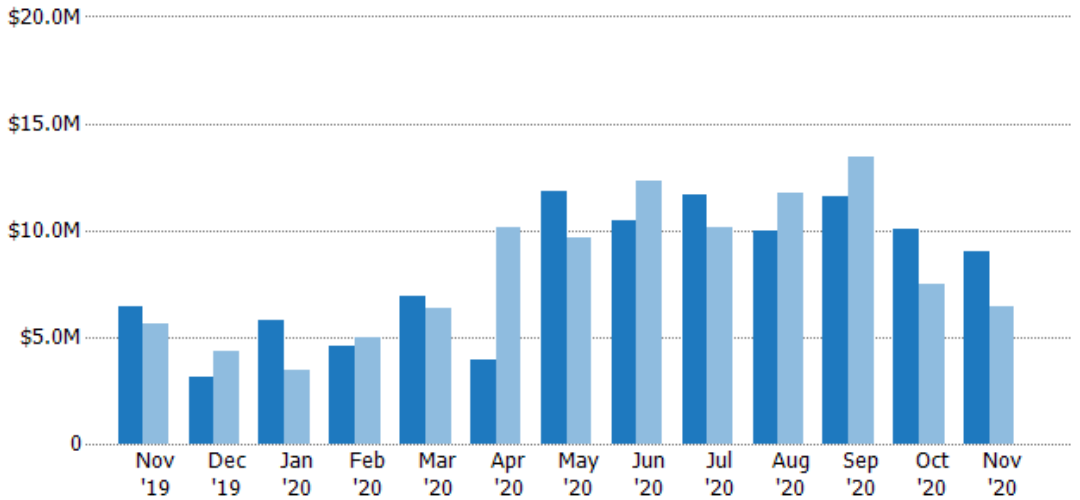
New Pending Sales Volume

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.
Nov '20	\$9.04M	41.2%
Nov '19	\$6.4M	14.5%
Nov '18	\$5.59M	9.7%



Current Year	\$6.4M	\$3.09M	\$5.82M	\$4.55M	\$6.95M	\$3.92M	\$11.8M	\$10.5M	\$11.7M	\$9.94M	\$11.6M	\$10M	\$9.04M
Prior Year	\$5.59M	\$4.34M	\$3.49M	\$4.98M	\$6.32M	\$10.1M	\$9.65M	\$12.3M	\$10.2M	\$11.7M	\$13.5M	\$7.48M	\$6.4M
Percent Change from Prior Year	15%	-29%	67%	-9%	10%	-61%	23%	-15%	15%	-15%	-14%	34%	41%

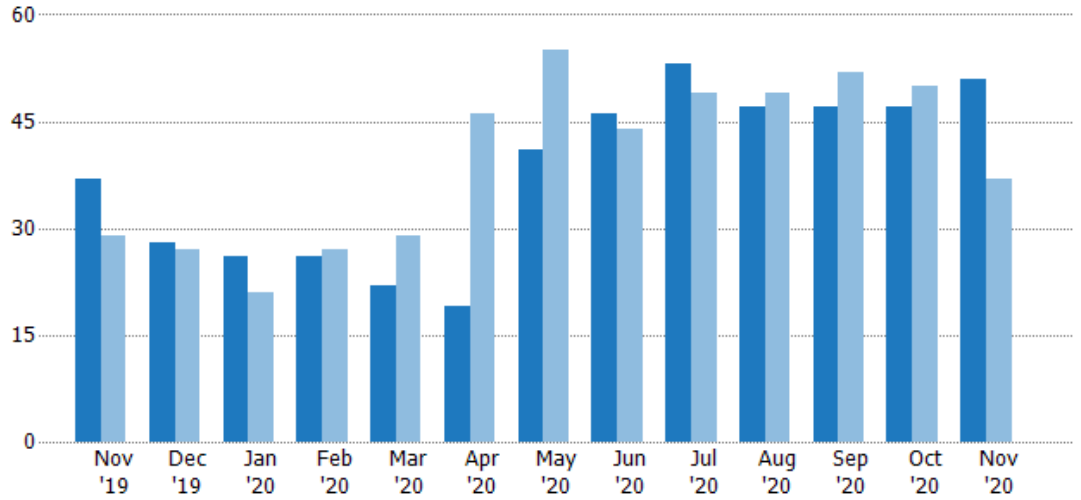
Pending Sales

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.
Nov '20	51	37.8%
Nov '19	37	27.6%
Nov '18	29	-6.9%



Current Year	37	28	26	26	22	19	41	46	53	47	47	47	51
Prior Year	29	27	21	27	29	46	55	44	49	49	52	50	37
Percent Change from Prior Year	28%	4%	24%	-4%	-24%	-59%	-25%	5%	8%	-4%	-10%	-6%	38%

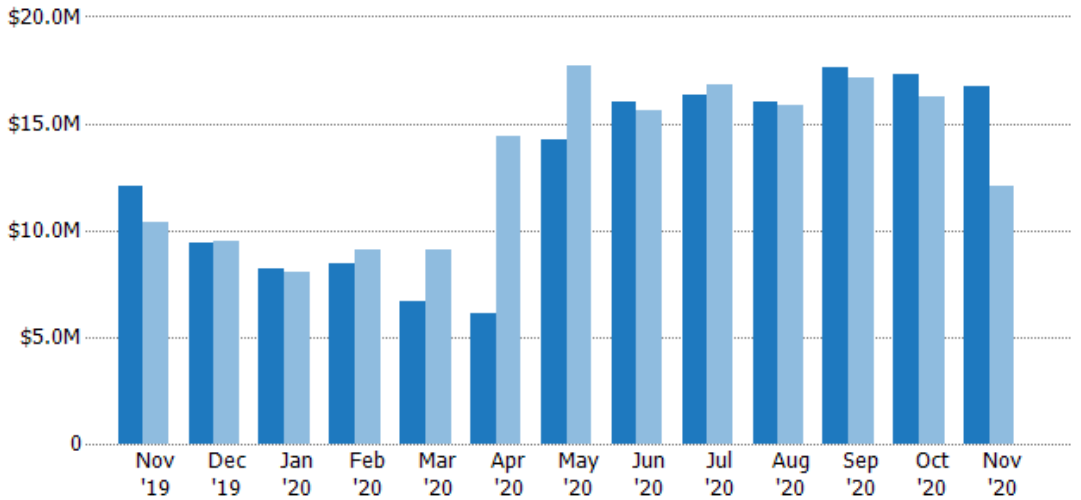
Pending Sales Volume

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.
Nov '20	\$16.7M	38.9%
Nov '19	\$12M	15.8%
Nov '18	\$10.4M	-25.3%



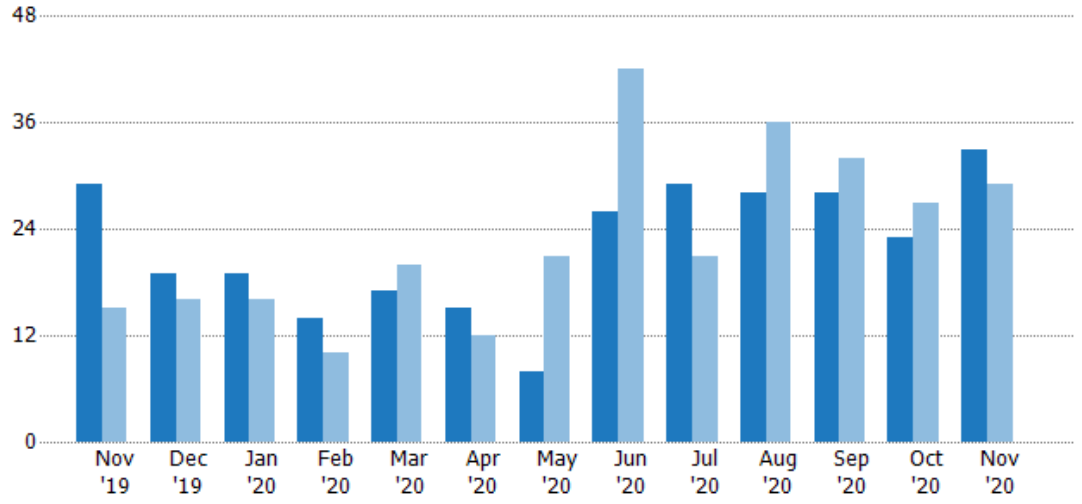
Current Year	\$12M	\$9.38M	\$8.24M	\$8.44M	\$6.66M	\$6.14M	\$14.2M	\$16M	\$16.4M	\$16M	\$17.6M	\$17.3M	\$16.7M
Prior Year	\$10.4M	\$9.49M	\$8.04M	\$9.05M	\$9.08M	\$14.4M	\$17.7M	\$15.6M	\$16.8M	\$15.8M	\$17.2M	\$16.2M	\$12M
Percent Change from Prior Year	16%	-1%	2%	-7%	-27%	-57%	-19%	3%	-2%	1%	3%	7%	39%

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



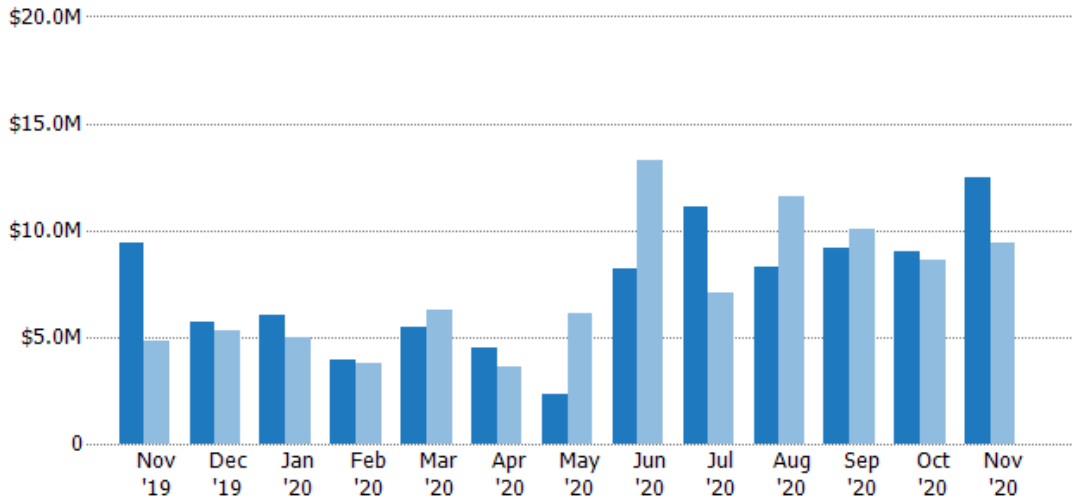
	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20
Current Year	29	19	19	14	17	15	8	26	29	28	28	23	33
Prior Year	15	16	16	10	20	12	21	42	21	36	32	27	29
Percent Change from Prior Year	93%	19%	19%	40%	-15%	25%	-62%	-38%	38%	-22%	-13%	-15%	14%

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



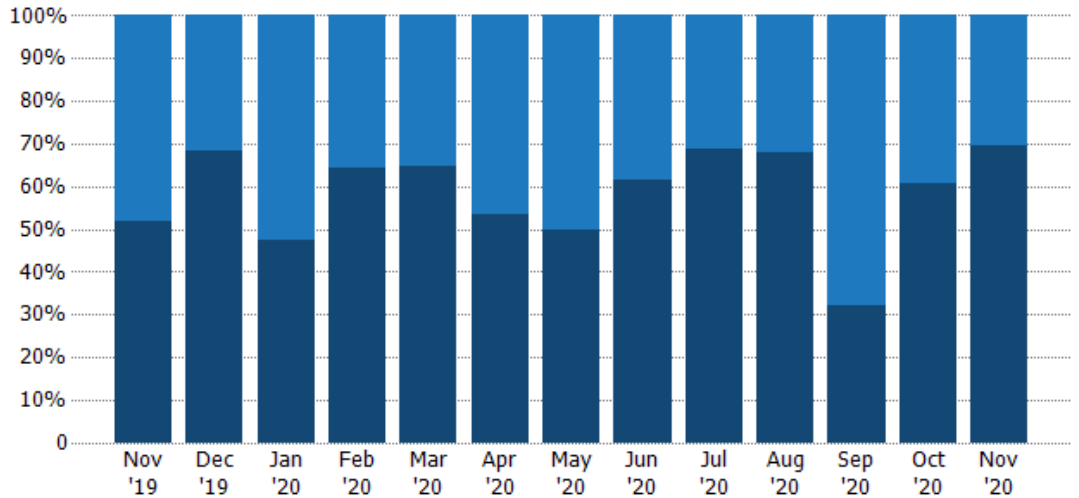
	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20
Current Year	\$9.44M	\$5.68M	\$5.99M	\$3.97M	\$5.49M	\$4.5M	\$2.34M	\$8.19M	\$11.1M	\$8.28M	\$9.16M	\$9.04M	\$12.5M
Prior Year	\$4.81M	\$5.29M	\$4.94M	\$3.79M	\$6.25M	\$3.61M	\$6.1M	\$13.3M	\$7.04M	\$11.6M	\$10.1M	\$8.63M	\$9.44M
Percent Change from Prior Year	96%	7%	21%	5%	-12%	25%	-62%	-38%	57%	-28%	-9%	5%	32%

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



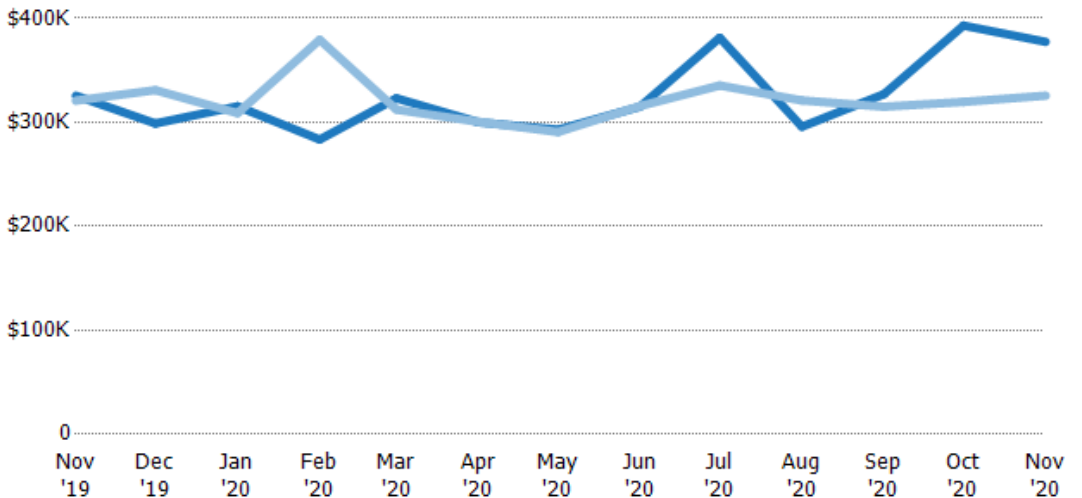
Condo/Townhouse	48%	32%	53%	36%	35%	47%	50%	38%	31%	32%	68%	39%	30%
Single Family Residence	52%	68%	47%	64%	65%	53%	50%	62%	69%	68%	32%	61%	70%

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	\$326K	\$299K	\$315K	\$283K	\$323K	\$300K	\$293K	\$315K	\$381K	\$296K	\$327K	\$393K	\$377K
Prior Year	\$321K	\$331K	\$309K	\$379K	\$312K	\$300K	\$291K	\$316K	\$335K	\$321K	\$315K	\$320K	\$326K
Percent Change from Prior Year	1%	-10%	2%	-25%	3%	0%	1%	0%	14%	-8%	4%	23%	16%

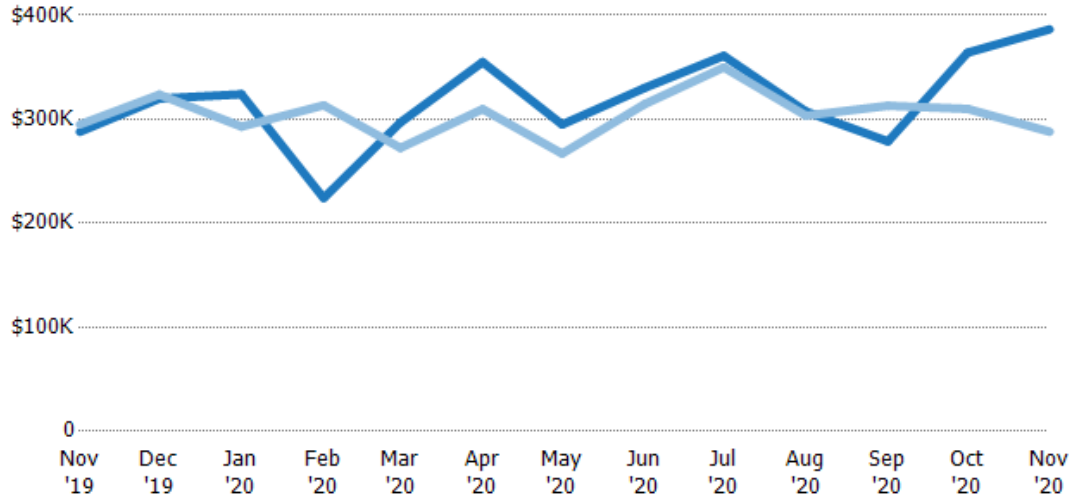
Median Sales Price

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.
Nov '20	\$387K	34.2%
Nov '19	\$288K	-2.4%
Nov '18	\$295K	-8.5%



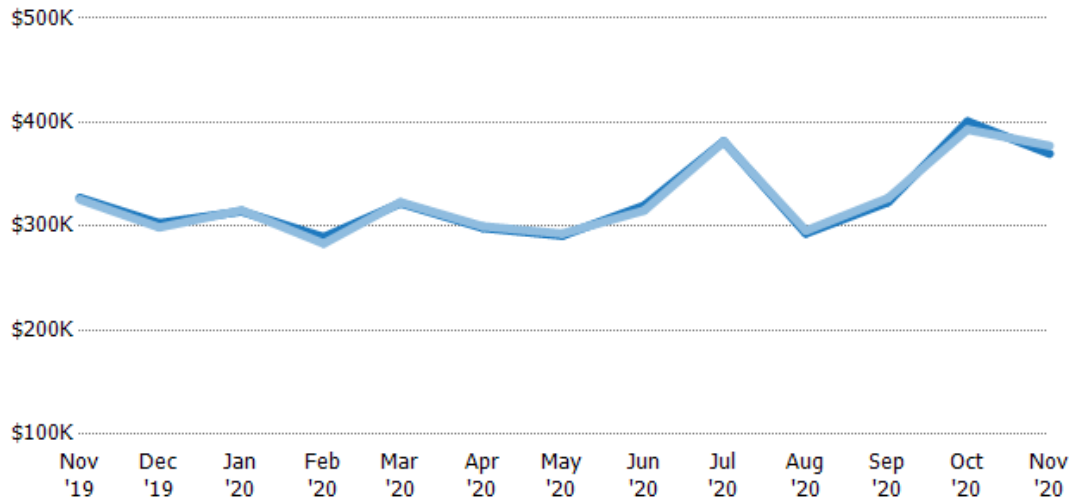
	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20
Current Year	\$288K	\$320K	\$324K	\$224K	\$297K	\$355K	\$295K	\$330K	\$361K	\$308K	\$279K	\$364K	\$387K
Prior Year	\$295K	\$324K	\$293K	\$313K	\$272K	\$310K	\$267K	\$314K	\$350K	\$304K	\$313K	\$310K	\$288K
Percent Change from Prior Year	-2%	-1%	11%	-28%	9%	15%	10%	5%	3%	1%	-11%	17%	34%

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



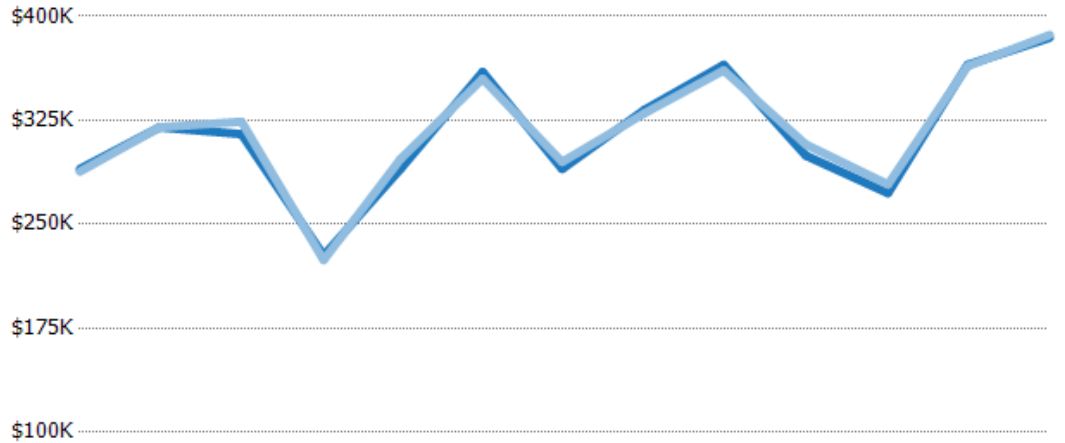
	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20
Avg List Price	\$327K	\$303K	\$314K	\$290K	\$322K	\$298K	\$291K	\$320K	\$382K	\$293K	\$323K	\$401K	\$370K
Avg Sales Price	\$326K	\$299K	\$315K	\$283K	\$323K	\$300K	\$293K	\$315K	\$381K	\$296K	\$327K	\$393K	\$377K
Avg Sales Price as a % of Avg List Price	99%	99%	100%	98%	100%	101%	101%	99%	100%	101%	101%	98%	102%

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



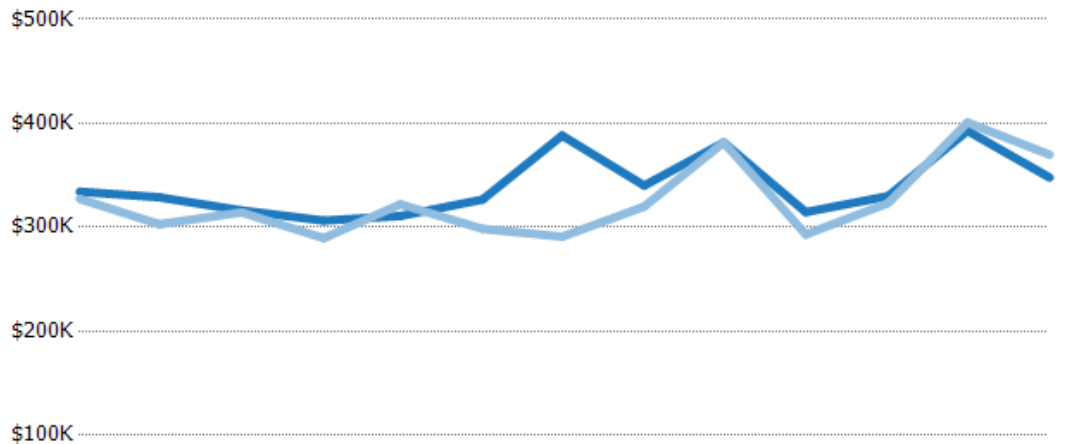
	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20
Median List Price	\$290K	\$320K	\$315K	\$228K	\$290K	\$360K	\$290K	\$332K	\$365K	\$300K	\$272K	\$365K	\$385K
Median Sales Price	\$288K	\$320K	\$324K	\$224K	\$297K	\$355K	\$295K	\$330K	\$361K	\$308K	\$279K	\$364K	\$387K
Med Sales Price as a % of Med List Price	99%	100%	103%	99%	102%	99%	102%	99%	99%	103%	102%	100%	101%

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



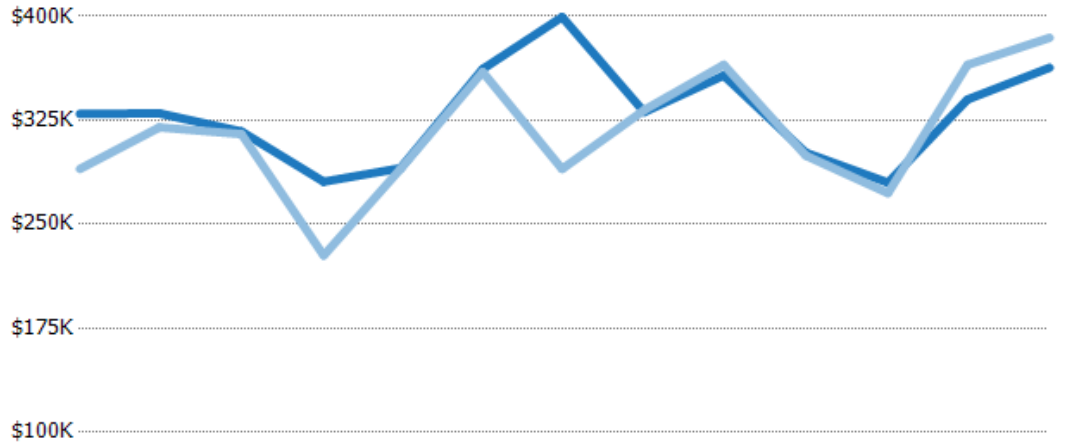
	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20
Avg Est Value	\$334K	\$329K	\$316K	\$306K	\$311K	\$327K	\$388K	\$340K	\$381K	\$315K	\$330K	\$393K	\$348K
Avg Sales Price	\$327K	\$303K	\$314K	\$290K	\$322K	\$298K	\$291K	\$320K	\$382K	\$293K	\$323K	\$401K	\$370K
Avg Sales Price as a % of Avg Est Value	98%	92%	99%	94%	104%	91%	75%	94%	100%	93%	98%	102%	106%

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



	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20
Median Est Value	\$330K	\$330K	\$317K	\$281K	\$290K	\$362K	\$399K	\$331K	\$357K	\$302K	\$280K	\$340K	\$363K
Median Sales Price	\$290K	\$320K	\$315K	\$228K	\$290K	\$360K	\$290K	\$332K	\$365K	\$300K	\$272K	\$365K	\$385K
Med Sales Price as a % of Med Est Value	88%	97%	99%	81%	100%	99%	73%	100%	102%	99%	97%	107%	106%