

## 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	Oct 2020	Oct 2019	+ / -	YTD 2020	YTD 2019	+ / -
<b>Listing Activity Charts Metrics</b>						
New Listing Count	28	25	+12%	255	292	-12.7%
New Listing Volume	\$12,725,599	\$7,169,724	+77.5%	\$92,109,394	\$94,868,234	-2.9%
Active Listing Count	32	67	-52.2%	N/A	N/A	
Active Listing Volume	\$13,351,899	\$25,362,664	-47.4%	N/A	N/A	
Average Listing Price	\$417,247	\$378,547	+10.2%	\$393,400	\$372,448	+5.6%
Median Listing Price	\$373,950	\$356,900	+4.8%	\$379,620	\$359,781	+5.5%
Median Days in RPR	41	91	-54.9%	69.66	95.2	-26.8%
Months of Inventory	1.1	2.1	-45.4%	1.7	3.1	-44%
Absorption Rate	87.5%	47.76%	+39.7%	57.8%	32.38%	+25.4%
<b>Sales Activity Charts Metrics</b>						
New Pending Sales Count	27	25	+8%	263	286	-8%
New Pending Sales Volume	\$10,030,300	\$7,483,899	+34%	\$86,762,033	\$89,723,326	-3.3%
Pending Sales Count	47	50	-6%	N/A	N/A	
Pending Sales Volume	\$17,389,350	\$16,228,896	+7.2%	N/A	N/A	
Closed Sales Count	23	27	-14.8%	207	237	-12.7%
Closed Sales Volume	\$9,038,264	\$8,629,087	+4.7%	\$68,024,415	\$75,253,340	-9.6%
Average Sales Price	\$392,968	\$319,596	+23%	\$328,620	\$317,525	+3.5%
Median Sales Price	\$364,000	\$310,000	+17.4%	\$318,181	\$305,735	+4.1%

## New Listings

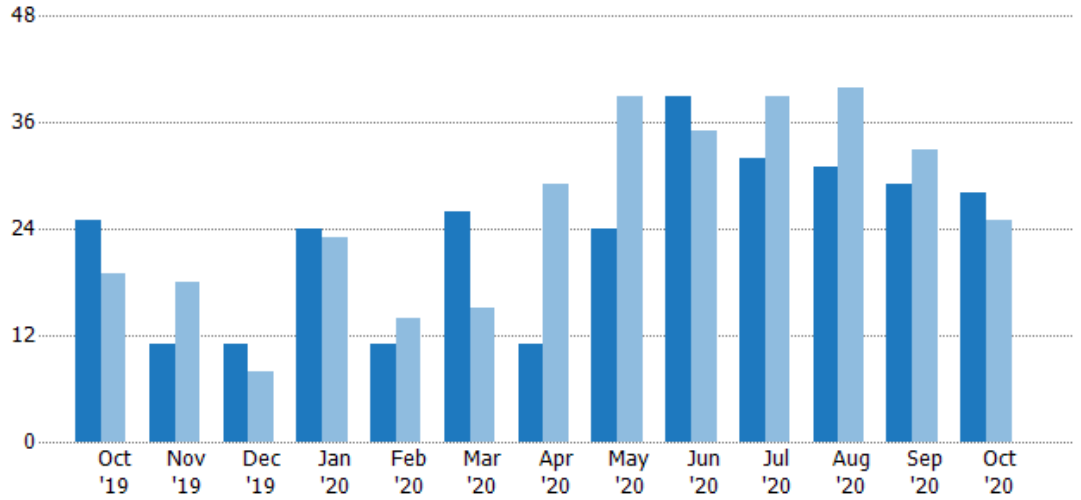
The number of new residential listings that were added each month.

### 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.
Oct '20	28	12%
Oct '19	25	31.6%
Oct '18	19	47.4%



Current Year	25	11	11	24	11	26	11	24	39	32	31	29	28
Prior Year	19	18	8	23	14	15	29	39	35	39	40	33	25
Percent Change from Prior Year	32%	-39%	38%	4%	-21%	73%	-62%	-38%	11%	-18%	-23%	-12%	12%

## New Listing Volume

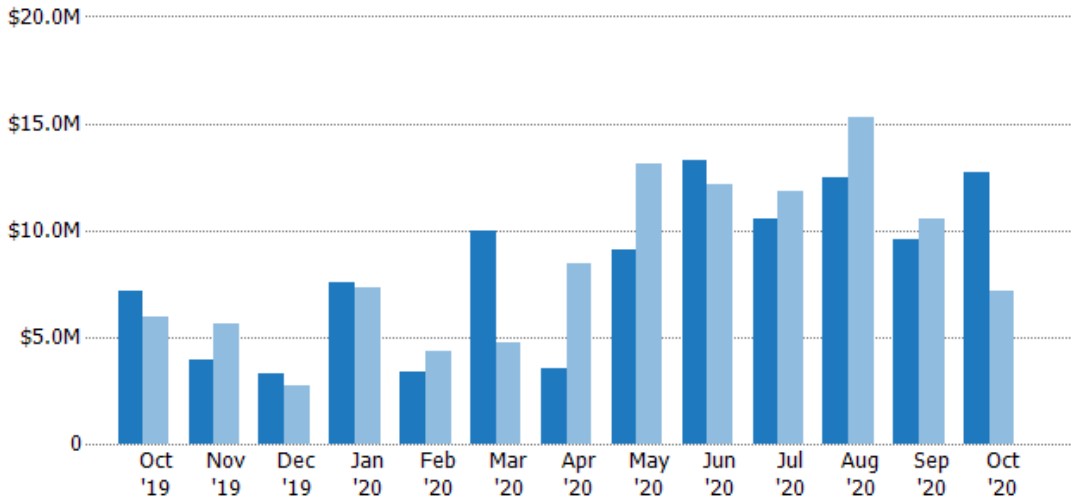
The sum of the listing price of residential listings that were added each month.

### 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.
Oct '20	\$12.7M	77.5%
Oct '19	\$7.17M	20.3%
Oct '18	\$5.96M	49.5%



Current Year	\$7.17M	\$3.92M	\$3.3M	\$7.53M	\$3.39M	\$9.94M	\$3.57M	\$9.06M	\$13.3M	\$10.6M	\$12.5M	\$9.59M	\$12.7M
Prior Year	\$5.96M	\$5.6M	\$2.7M	\$7.32M	\$4.34M	\$4.72M	\$8.42M	\$13.1M	\$12.2M	\$11.8M	\$15.3M	\$10.5M	\$7.17M
Percent Change from Prior Year	20%	-30%	22%	3%	-22%	111%	-58%	-31%	9%	-11%	-18%	-9%	77%

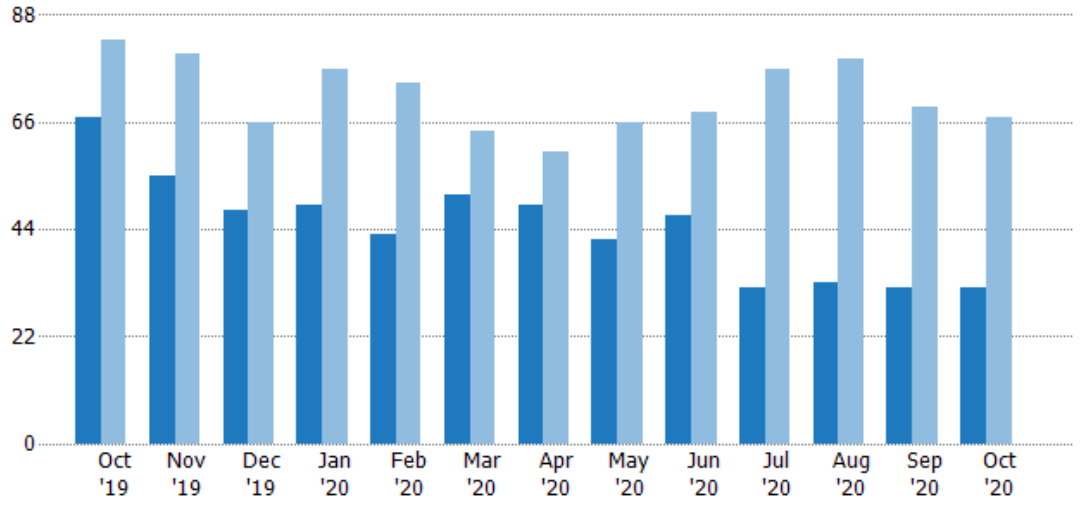
## Active Listings

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.
Oct '20	32	-52.2%
Oct '19	67	-19.3%
Oct '18	83	-1.2%



Current Year	67	55	48	49	43	51	49	42	47	32	33	32	32
Prior Year	83	80	66	77	74	64	60	66	68	77	79	69	67
Percent Change from Prior Year	-19%	-31%	-27%	-36%	-42%	-20%	-18%	-36%	-31%	-58%	-58%	-54%	-52%

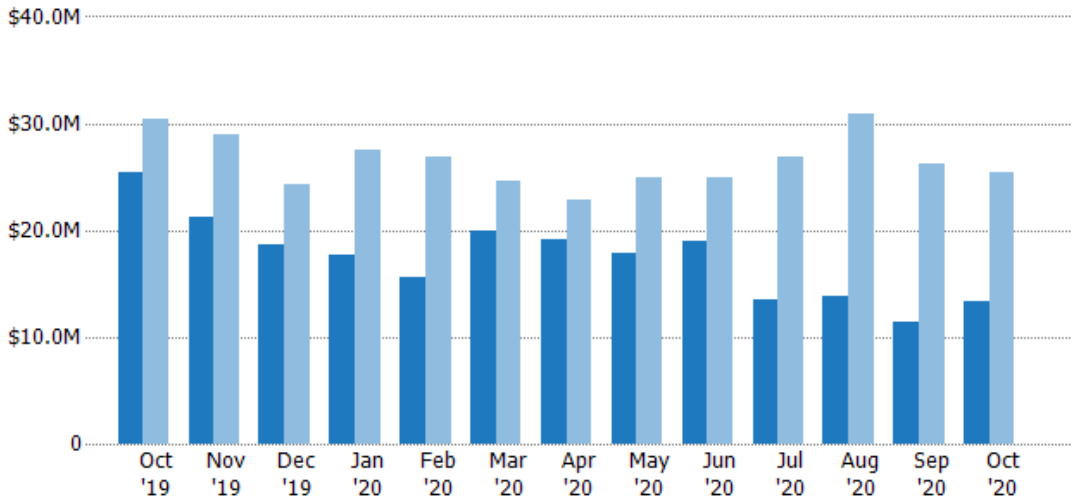
## Active Listing Volume

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.
Oct '20	\$13.4M	-47.4%
Oct '19	\$25.4M	-16.4%
Oct '18	\$30.3M	-7.6%



Current Year	\$25.4M	\$21.3M	\$18.7M	\$17.7M	\$15.6M	\$19.9M	\$19.2M	\$17.9M	\$19M	\$13.5M	\$13.8M	\$11.3M	\$13.4M
Prior Year	\$30.3M	\$28.9M	\$24.3M	\$27.5M	\$26.9M	\$24.6M	\$22.8M	\$24.9M	\$25M	\$26.9M	\$30.8M	\$26.2M	\$25.4M
Percent Change from Prior Year	-16%	-27%	-23%	-36%	-42%	-19%	-16%	-28%	-24%	-50%	-55%	-57%	-47%

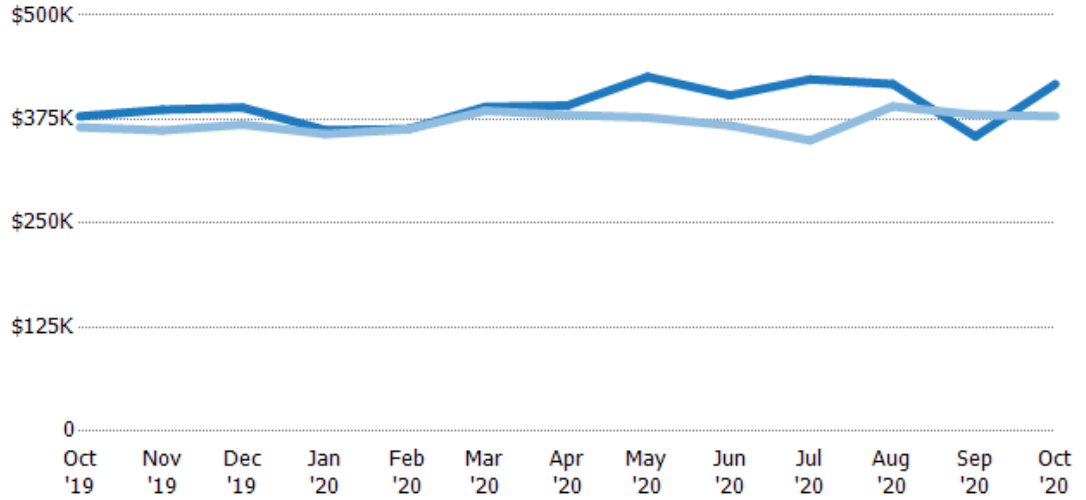
## Average Listing Price

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.
Oct '20	\$417K	10.2%
Oct '19	\$379K	3.6%
Oct '18	\$365K	-6.4%



Current Year	\$379K	\$386K	\$389K	\$362K	\$363K	\$390K	\$392K	\$426K	\$404K	\$423K	\$417K	\$354K	\$417K
Prior Year	\$365K	\$362K	\$369K	\$357K	\$363K	\$385K	\$380K	\$377K	\$368K	\$350K	\$390K	\$380K	\$379K
Percent Change from Prior Year	4%	7%	6%	1%	0%	1%	3%	13%	10%	21%	7%	-7%	10%

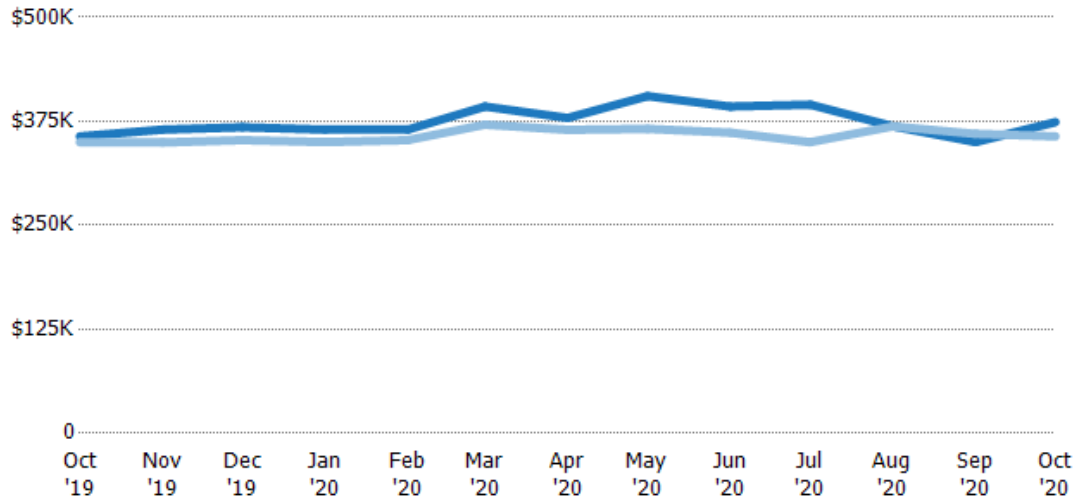
## Median Listing Price

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.
Oct '20	\$374K	4.8%
Oct '19	\$357K	2%
Oct '18	\$350K	-3.8%



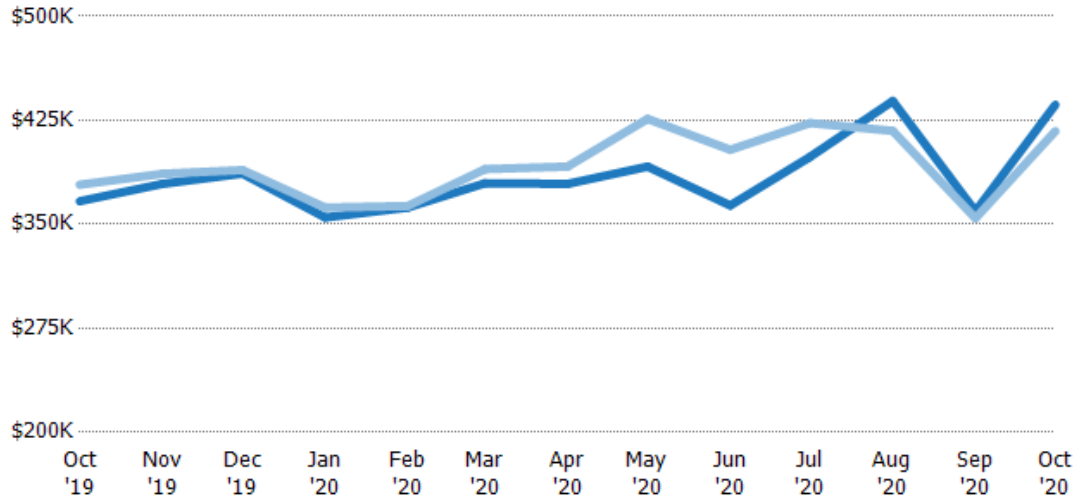
Current Year	\$357K	\$365K	\$368K	\$365K	\$365K	\$393K	\$379K	\$405K	\$393K	\$395K	\$369K	\$350K	\$374K
Prior Year	\$350K	\$349K	\$352K	\$350K	\$352K	\$371K	\$365K	\$366K	\$361K	\$350K	\$369K	\$360K	\$357K
Percent Change from Prior Year	2%	4%	4%	4%	4%	6%	4%	11%	9%	13%	0%	-3%	5%

## 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

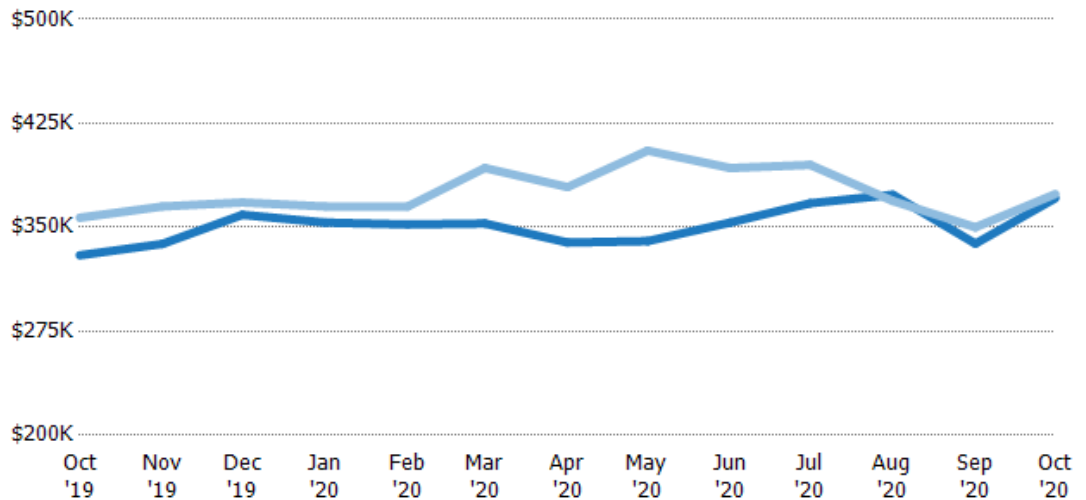


## Median Listing Price vs Median Est Value

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



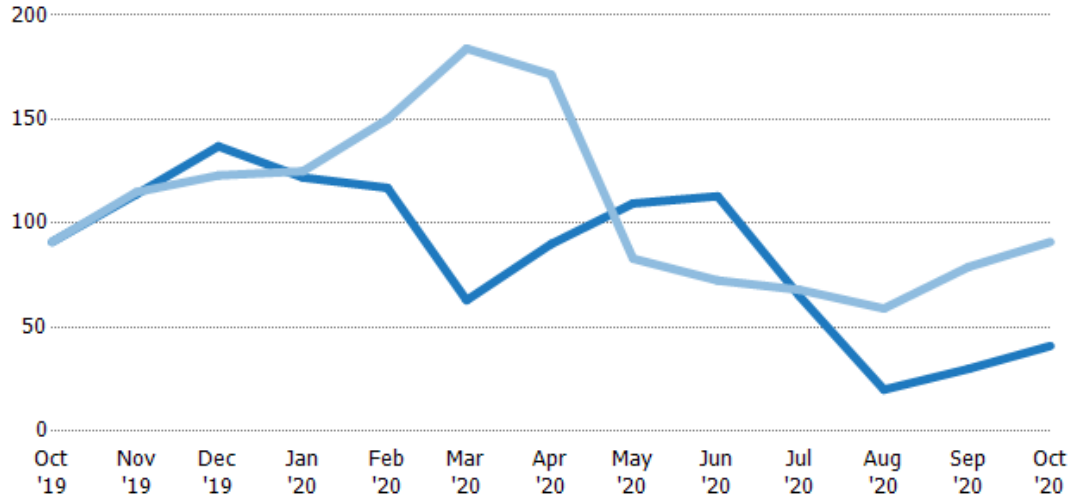
## Median Days in RPR

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.
Oct '20	41	-54.9%
Oct '19	91	0%
Oct '18	91	-15.4%



	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20
Current Year	91	114	137	122	117	63	90	110	113	65	20	30	41
Prior Year	91	115	123	125	150	184	172	83	72.5	68	59	79	91
Percent Change from Prior Year	0%	-1%	11%	-2%	-22%	-66%	-48%	32%	56%	-4%	-66%	-62%	-55%

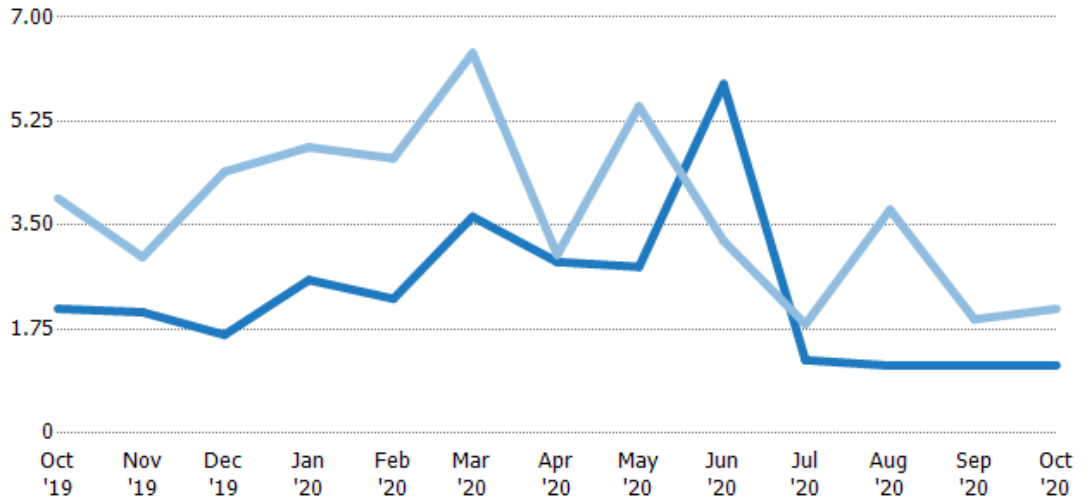
## Months of Inventory

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.
Oct '20	1.14	-45.4%
Oct '19	2.09	-47%
Oct '18	3.95	-28.5%



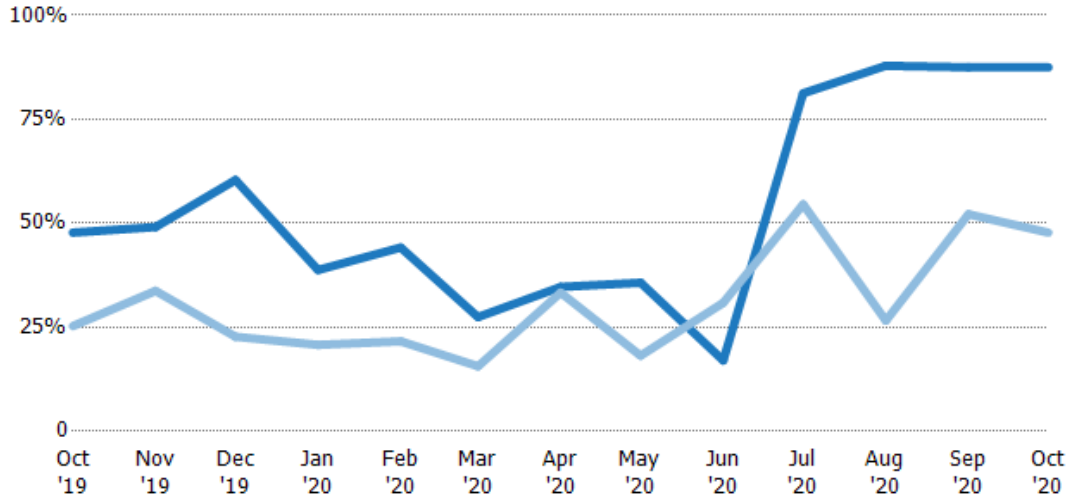
	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20
Current Year	2.09	2.04	1.66	2.58	2.26	3.64	2.88	2.8	5.88	1.23	1.14	1.14	1.14
Prior Year	3.95	2.96	4.4	4.81	4.63	6.4	3	5.5	3.24	1.83	3.76	1.92	2.09
Percent Change from Prior Year	-47%	-31%	-62%	-46%	-51%	-43%	-4%	-49%	81%	-33%	-70%	-40%	-45%

## 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.
Oct '20	88%	-39.7%
Oct '19	48%	-22.5%
Oct '18	25%	39.8%

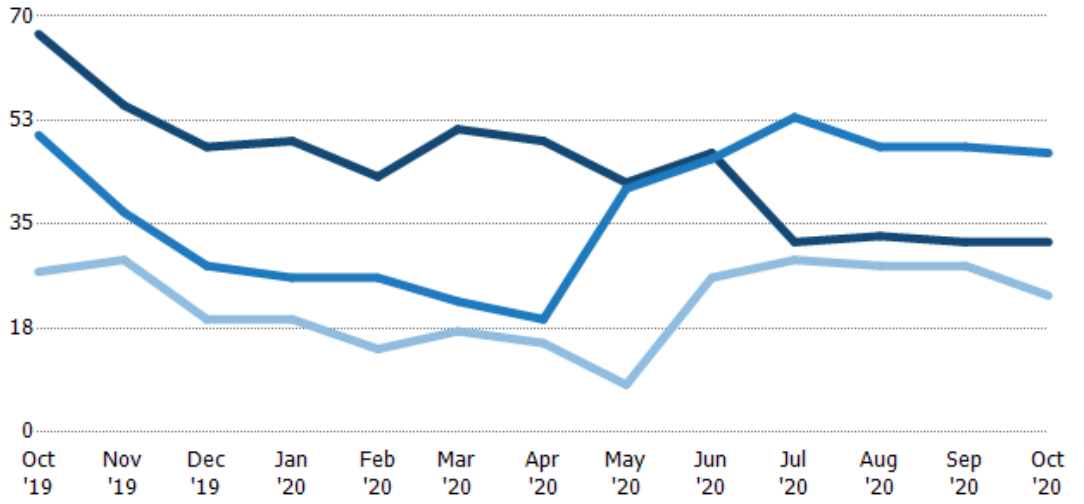
	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20
Current Year	48%	49%	60%	39%	44%	27%	35%	36%	17%	81%	88%	88%	88%
Prior Year	25%	34%	23%	21%	22%	16%	33%	18%	31%	55%	27%	52%	48%
Change from Prior Year	-22%	-15%	-38%	-18%	-23%	-12%	-1%	-18%	14%	-27%	-61%	-35%	-40%

## 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



	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20
Active	67	55	48	49	43	51	49	42	47	32	33	32	32
Pending	50	37	28	26	26	22	19	41	46	53	48	48	47
Sold	27	29	19	19	14	17	15	8	26	29	28	28	23

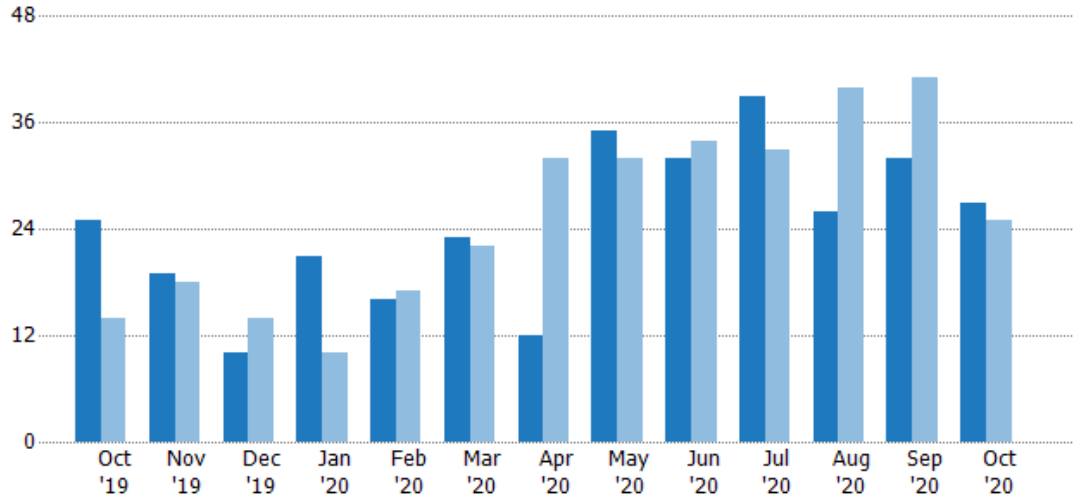
## New Pending Sales

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.
Oct '20	27	8%
Oct '19	25	78.6%
Oct '18	14	64.3%



Current Year	25	19	10	21	16	23	12	35	32	39	26	32	27
Prior Year	14	18	14	10	17	22	32	32	34	33	40	41	25
Percent Change from Prior Year	79%	6%	-29%	110%	-6%	5%	-63%	9%	-6%	18%	-35%	-22%	8%

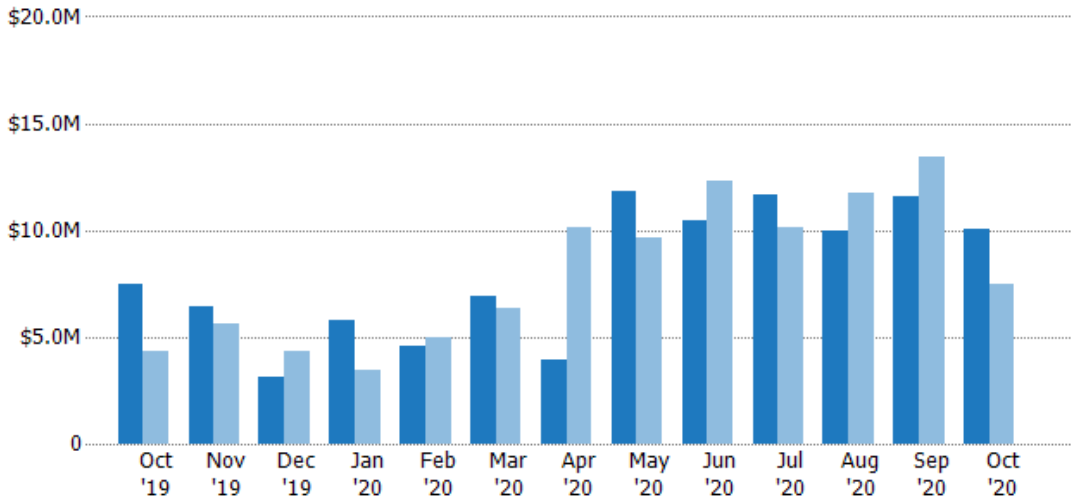
## New Pending Sales Volume

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.
Oct '20	\$10M	34%
Oct '19	\$7.48M	71.4%
Oct '18	\$4.37M	45.4%



Current Year	\$7.48M	\$6.4M	\$3.09M	\$5.82M	\$4.55M	\$6.95M	\$3.92M	\$11.8M	\$10.5M	\$11.7M	\$9.94M	\$11.6M	\$10M
Prior Year	\$4.37M	\$5.59M	\$4.34M	\$3.49M	\$4.98M	\$6.32M	\$10.1M	\$9.65M	\$12.3M	\$10.2M	\$11.7M	\$13.5M	\$7.48M
Percent Change from Prior Year	71%	15%	-29%	67%	-9%	10%	-61%	23%	-15%	15%	-15%	-14%	34%



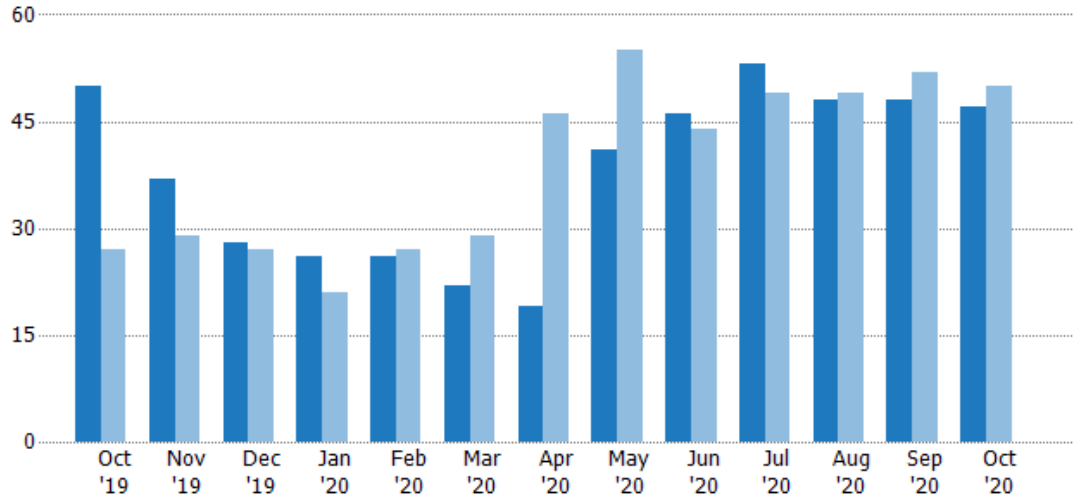
## Pending Sales

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.
Oct '20	47	-6%
Oct '19	50	85.2%
Oct '18	27	7.4%



Current Year	50	37	28	26	26	22	19	41	46	53	48	48	47
Prior Year	27	29	27	21	27	29	46	55	44	49	49	52	50
Percent Change from Prior Year	85%	28%	4%	24%	-4%	-24%	-59%	-25%	5%	8%	-2%	-8%	-6%

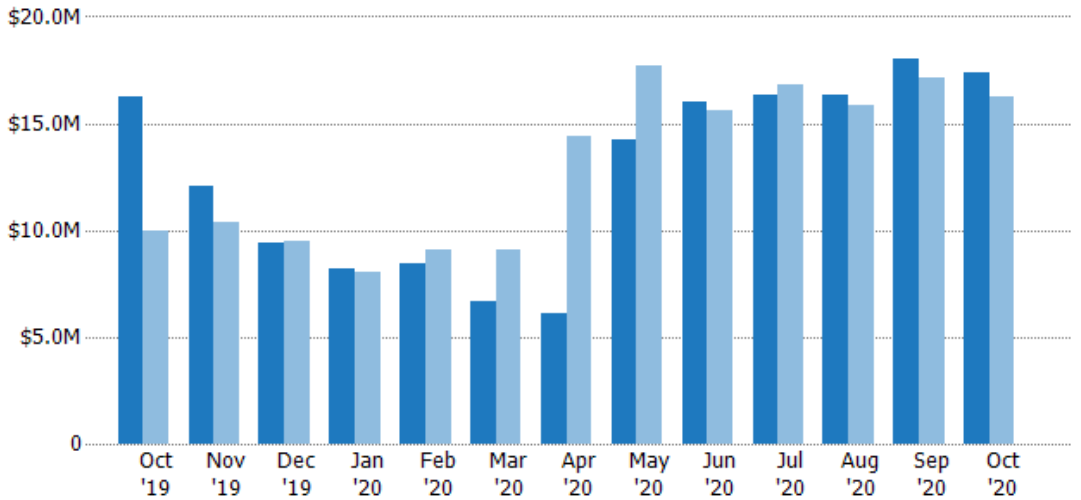
## Pending Sales Volume

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.
Oct '20	\$17.4M	7.2%
Oct '19	\$16.2M	63.3%
Oct '18	\$9.94M	-15%



Current Year	\$16.2M	\$12M	\$9.38M	\$8.24M	\$8.44M	\$6.66M	\$6.14M	\$14.2M	\$16M	\$16.4M	\$16.4M	\$18M	\$17.4M
Prior Year	\$9.94M	\$10.4M	\$9.49M	\$8.04M	\$9.05M	\$9.08M	\$14.4M	\$17.7M	\$15.6M	\$16.8M	\$15.8M	\$17.2M	\$16.2M
Percent Change from Prior Year	63%	16%	-1%	2%	-7%	-27%	-57%	-19%	3%	-2%	3%	5%	7%

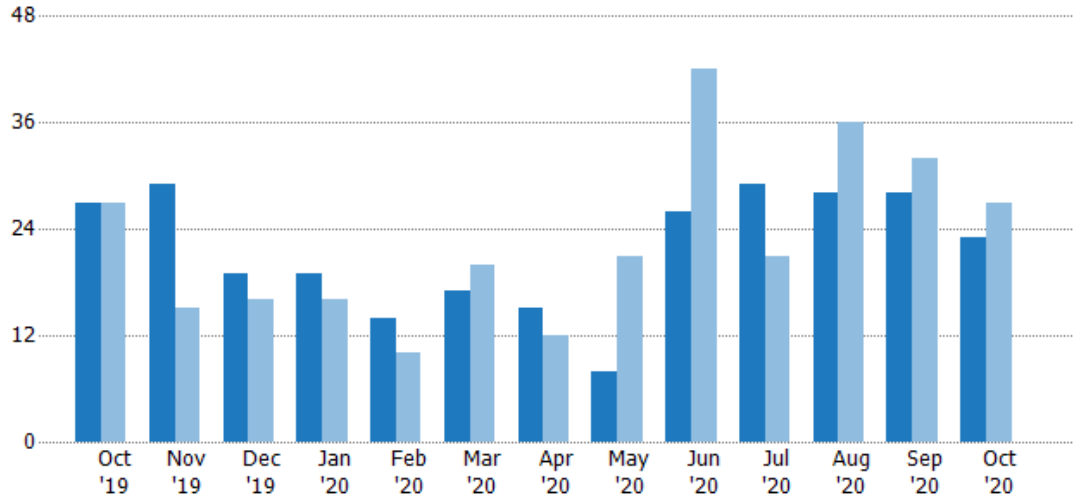
## Closed Sales

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.
Oct '20	23	-14.8%
Oct '19	27	0%
Oct '18	27	-14.8%



Current Year	27	29	19	19	14	17	15	8	26	29	28	28	23
Prior Year	27	15	16	16	10	20	12	21	42	21	36	32	27
Percent Change from Prior Year	0%	93%	19%	19%	40%	-15%	25%	-62%	-38%	38%	-22%	-13%	-15%

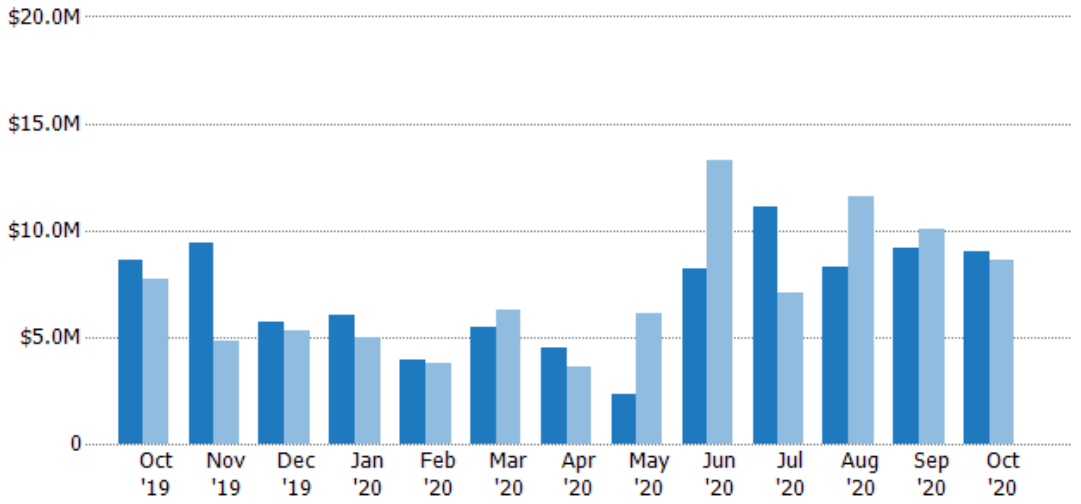
## Closed Sales Volume

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.
Oct '20	\$9.04M	4.7%
Oct '19	\$8.63M	11.5%
Oct '18	\$7.74M	-9.2%



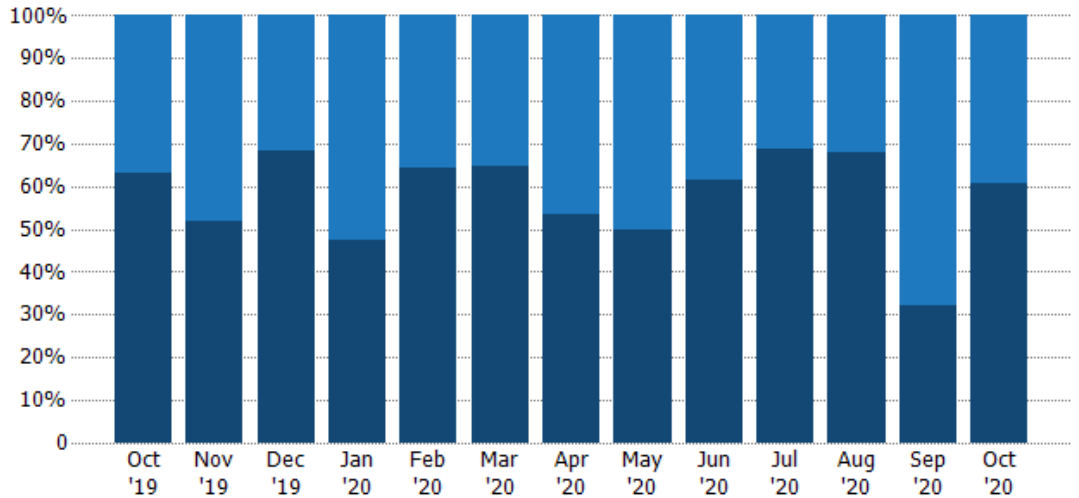
Current Year	\$8.63M	\$9.44M	\$5.68M	\$5.99M	\$3.97M	\$5.49M	\$4.5M	\$2.34M	\$8.19M	\$11.1M	\$8.28M	\$9.16M	\$9.04M
Prior Year	\$7.74M	\$4.81M	\$5.29M	\$4.94M	\$3.79M	\$6.25M	\$3.61M	\$6.1M	\$13.3M	\$7.04M	\$11.6M	\$10.1M	\$8.63M
Percent Change from Prior Year	12%	96%	7%	21%	5%	-12%	25%	-62%	-38%	57%	-28%	-9%	5%

## 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



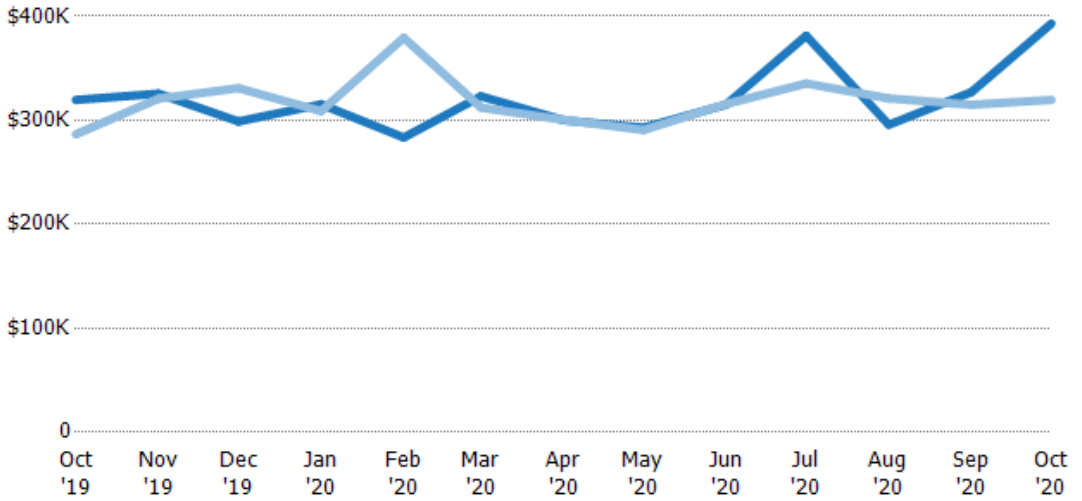
Property Type	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20
Condo/Townhouse	37%	48%	32%	53%	36%	35%	47%	50%	38%	31%	32%	68%	39%
Single Family Residence	63%	52%	68%	47%	64%	65%	53%	50%	62%	69%	68%	32%	61%

## 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.
Oct '20	\$393K	23%
Oct '19	\$320K	11.5%
Oct '18	\$287K	6.6%

Property Type	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20
Current Year	\$320K	\$326K	\$299K	\$315K	\$283K	\$323K	\$300K	\$293K	\$315K	\$381K	\$296K	\$327K	\$393K
Prior Year	\$287K	\$321K	\$331K	\$309K	\$379K	\$312K	\$300K	\$291K	\$316K	\$335K	\$321K	\$315K	\$320K
Percent Change from Prior Year	12%	1%	-10%	2%	-25%	3%	0%	1%	0%	14%	-8%	4%	23%

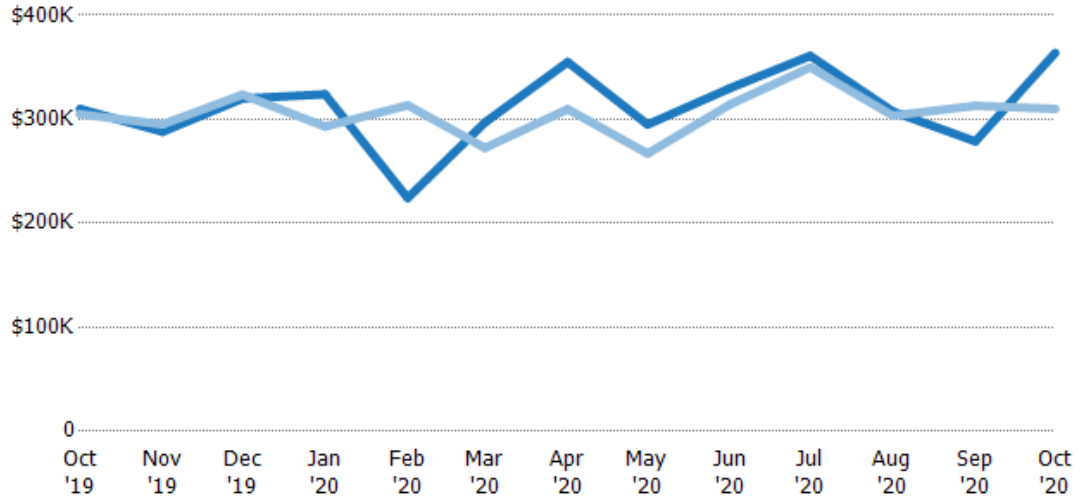
## Median Sales Price

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.
Oct '20	\$364K	17.4%
Oct '19	\$310K	1.6%
Oct '18	\$305K	0.2%



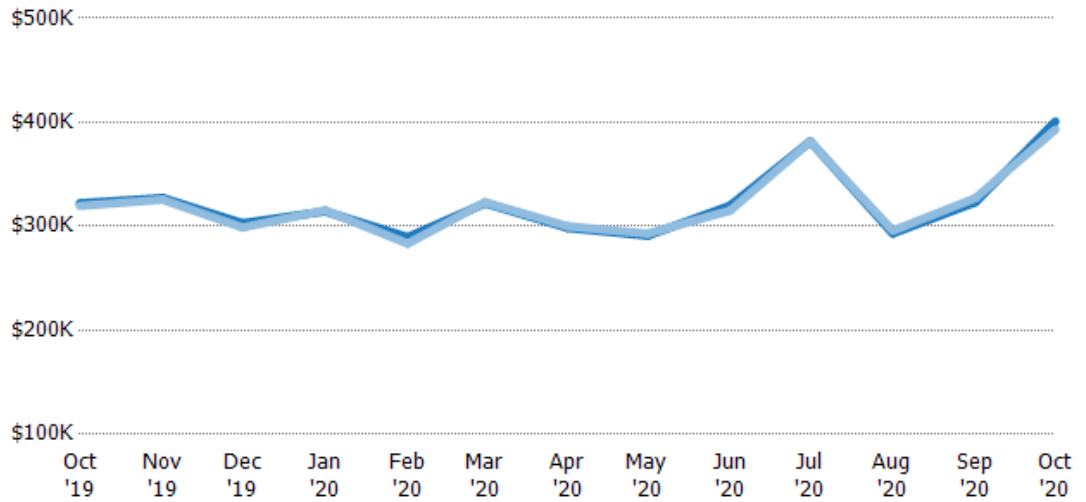
Current Year	\$310K	\$288K	\$320K	\$324K	\$224K	\$297K	\$355K	\$295K	\$330K	\$361K	\$308K	\$279K	\$364K
Prior Year	\$305K	\$295K	\$324K	\$293K	\$313K	\$272K	\$310K	\$267K	\$314K	\$350K	\$304K	\$313K	\$310K
Percent Change from Prior Year	2%	-2%	-1%	11%	-28%	9%	15%	10%	5%	3%	1%	-11%	17%

## 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



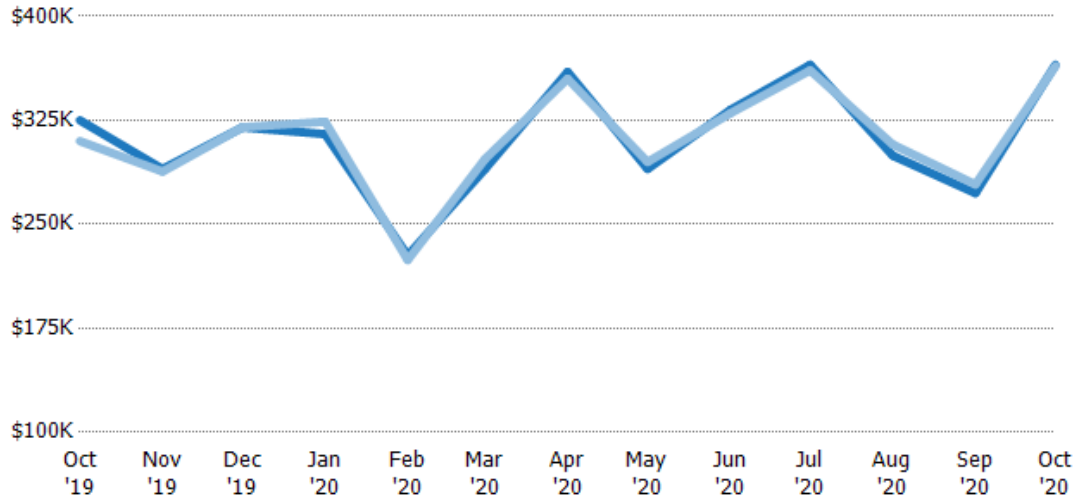
Avg List Price	\$322K	\$327K	\$303K	\$314K	\$290K	\$322K	\$298K	\$291K	\$320K	\$382K	\$293K	\$323K	\$401K
Avg Sales Price	\$320K	\$326K	\$299K	\$315K	\$283K	\$323K	\$300K	\$293K	\$315K	\$381K	\$296K	\$327K	\$393K
Avg Sales Price as a % of Avg List Price	99%	99%	99%	100%	98%	100%	101%	101%	99%	100%	101%	101%	98%

## 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



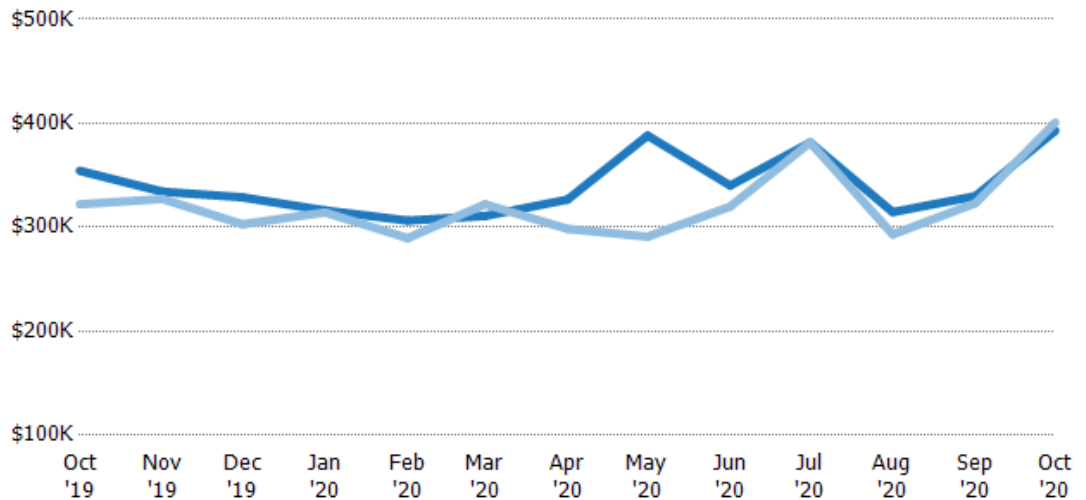
	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20
Median List Price	\$325K	\$290K	\$320K	\$315K	\$228K	\$290K	\$360K	\$290K	\$332K	\$365K	\$300K	\$272K	\$365K
Median Sales Price	\$310K	\$288K	\$320K	\$324K	\$224K	\$297K	\$355K	\$295K	\$330K	\$361K	\$308K	\$279K	\$364K
Med Sales Price as a % of Med List Price	95%	99%	100%	103%	99%	102%	99%	102%	99%	99%	103%	102%	100%

## 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



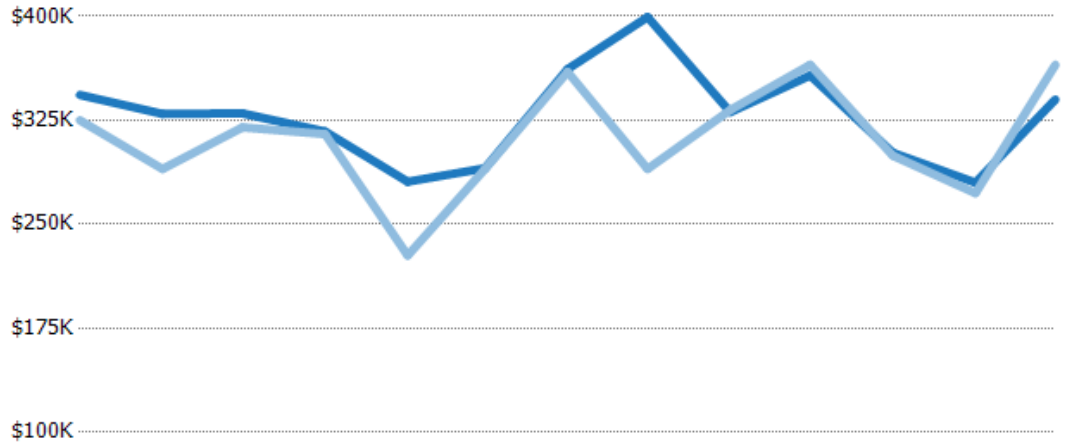
	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20
Avg Est Value	\$354K	\$334K	\$329K	\$316K	\$306K	\$311K	\$327K	\$388K	\$340K	\$381K	\$315K	\$330K	\$393K
Avg Sales Price	\$322K	\$327K	\$303K	\$314K	\$290K	\$322K	\$298K	\$291K	\$320K	\$382K	\$293K	\$323K	\$401K
Avg Sales Price as a % of Avg Est Value	91%	98%	92%	99%	94%	104%	91%	75%	94%	100%	93%	98%	102%

## 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



	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20
Median Est Value	\$343K	\$330K	\$330K	\$317K	\$281K	\$290K	\$362K	\$399K	\$331K	\$357K	\$302K	\$280K	\$340K
Median Sales Price	\$325K	\$290K	\$320K	\$315K	\$228K	\$290K	\$360K	\$290K	\$332K	\$365K	\$300K	\$272K	\$365K
Med Sales Price as a % of Med Est Value	95%	88%	97%	99%	81%	100%	99%	73%	100%	102%	99%	97%	107%