

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	Dec 2020	Dec 2019	+ / -	YTD 2020	YTD 2019	+ / -
Listing Activity Charts Metrics						
New Listing Count	17	11	+54.5%	287	314	-8.6%
New Listing Volume	\$5,965,000	\$3,295,700	+81%	\$102,533,794	\$102,142,279	+0.4%
Active Listing Count	15	48	-68.8%	N/A	N/A	
Active Listing Volume	\$8,318,210	\$18,740,374	-55.6%	N/A	N/A	
Average Listing Price	\$554,547	\$390,424	+42%	\$403,819	\$374,776	+7.7%
Median Listing Price	\$415,000	\$367,900	+12.8%	\$384,460	\$360,063	+6.8%
Median Days in RPR	78	137	-43.1%	70.33	99.84	-29.6%
Months of Inventory	0.5	1.7	-72.5%	1.6	3.1	-49.5%
Absorption Rate	220%	60.42%	+159.6%	63.84%	32.22%	+31.6%
Sales Activity Charts Metrics						
New Pending Sales Count	18	10	+80%	312	315	-1%
New Pending Sales Volume	\$5,553,650	\$3,087,600	+79.9%	\$101,856,582	\$99,214,561	+2.7%
Pending Sales Count	35	28	+25%	N/A	N/A	
Pending Sales Volume	\$11,046,299	\$9,379,700	+17.8%	N/A	N/A	
Closed Sales Count	25	19	+31.6%	266	286	-7%
Closed Sales Volume	\$8,761,508	\$5,678,300	+54.3%	\$89,352,846	\$90,723,775	-1.5%
Average Sales Price	\$350,460	\$298,858	+17.3%	\$335,913	\$317,216	+5.9%
Median Sales Price	\$366,509	\$319,900	+14.6%	\$329,587	\$305,896	+7.7%

New Listings

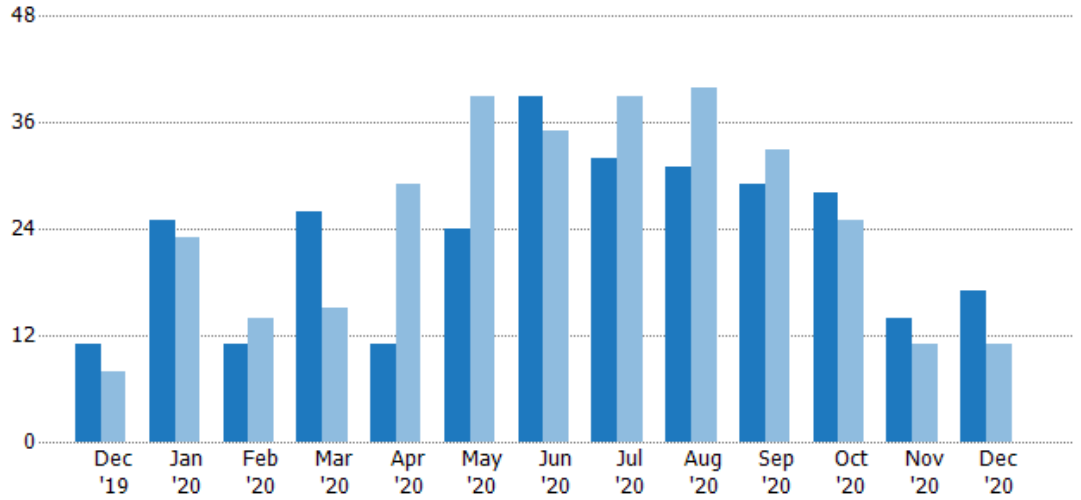
The number of new residential listings that were added each month.

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.
Dec '20	17	54.5%
Dec '19	11	37.5%
Dec '18	8	0%



	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20
Current Year	11	25	11	26	11	24	39	32	31	29	28	14	17
Prior Year	8	23	14	15	29	39	35	39	40	33	25	11	11
Percent Change from Prior Year	38%	9%	-21%	73%	-62%	-38%	11%	-18%	-23%	-12%	12%	27%	55%

New Listing Volume

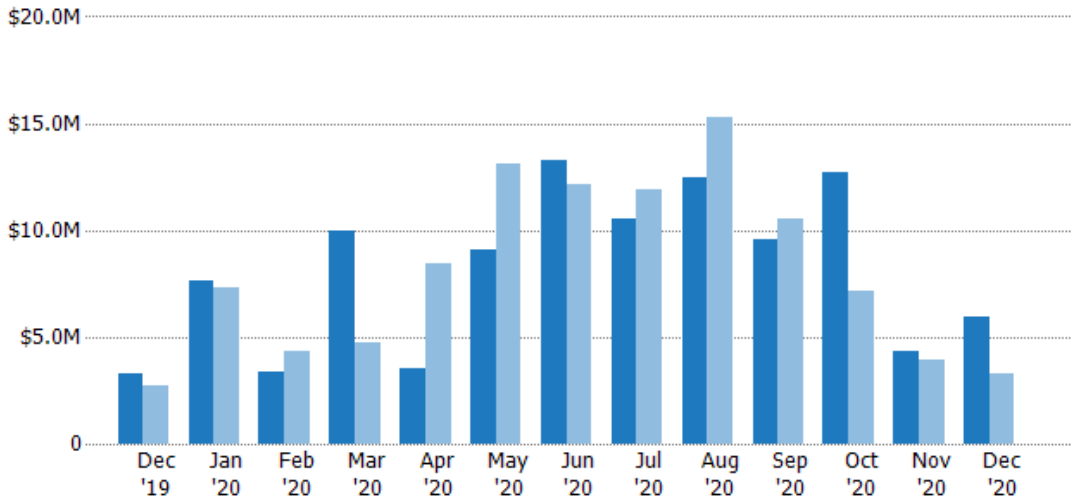
The sum of the listing price of residential listings that were added each month.

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.
Dec '20	\$5.97M	81%
Dec '19	\$3.3M	22.2%
Dec '18	\$2.7M	-18.7%



	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20
Current Year	\$3.3M	\$7.64M	\$3.39M	\$9.94M	\$3.57M	\$9.06M	\$13.3M	\$10.6M	\$12.5M	\$9.6M	\$12.7M	\$4.35M	\$5.97M
Prior Year	\$2.7M	\$7.32M	\$4.34M	\$4.72M	\$8.42M	\$13.1M	\$12.2M	\$11.9M	\$15.3M	\$10.5M	\$7.17M	\$3.92M	\$3.3M
Percent Change from Prior Year	22%	4%	-22%	111%	-58%	-31%	9%	-11%	-18%	-9%	77%	11%	81%

Active Listings

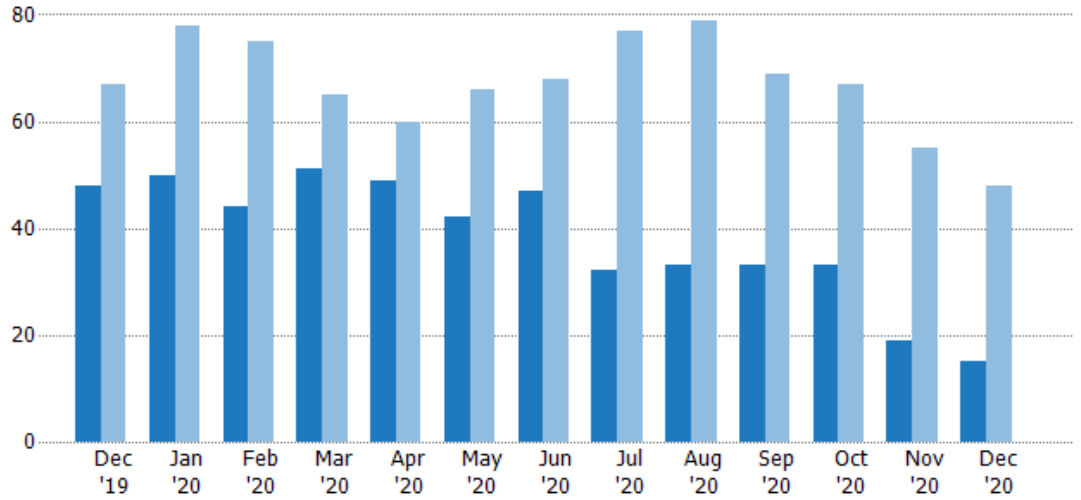
The number of active residential listings at the end of each month.

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.
Dec '20	15	-68.8%
Dec '19	48	-28.4%
Dec '18	67	-23.9%



Current Year	48	50	44	51	49	42	47	32	33	33	33	19	15
Prior Year	67	78	75	65	60	66	68	77	79	69	67	55	48
Percent Change from Prior Year	-28%	-36%	-41%	-22%	-18%	-36%	-31%	-58%	-58%	-52%	-51%	-65%	-69%

Active Listing Volume

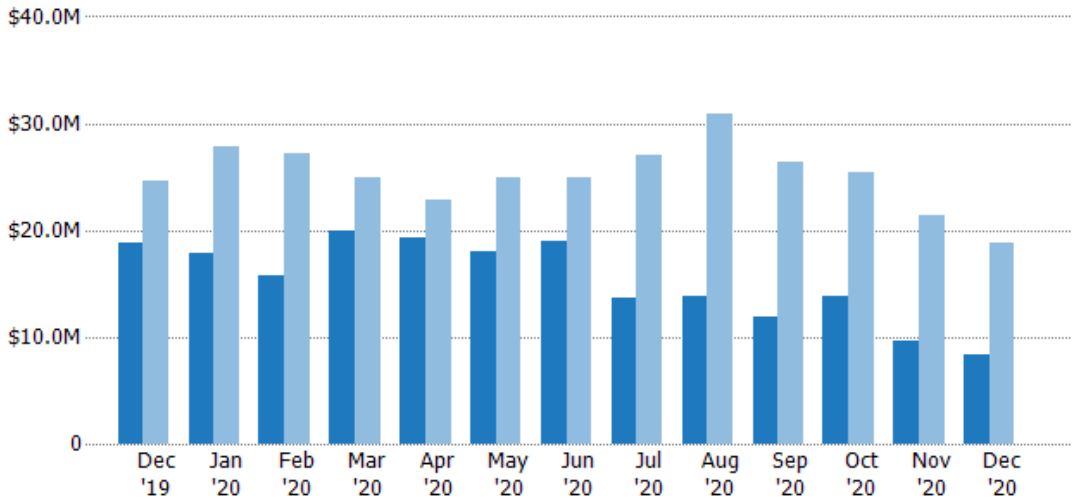
The sum of the listing price of active residential listings at the end of each month.

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.
Dec '20	\$8.32M	-55.6%
Dec '19	\$18.7M	-24.1%
Dec '18	\$24.7M	-20.4%



Current Year	\$18.7M	\$17.9M	\$15.8M	\$19.9M	\$19.3M	\$18M	\$19M	\$13.6M	\$13.8M	\$11.8M	\$13.8M	\$9.6M	\$8.32M
Prior Year	\$24.7M	\$27.9M	\$27.2M	\$25M	\$22.8M	\$24.9M	\$25M	\$27M	\$30.9M	\$26.3M	\$25.4M	\$21.3M	\$18.7M
Percent Change from Prior Year	-24%	-36%	-42%	-20%	-16%	-28%	-24%	-50%	-55%	-55%	-46%	-55%	-56%

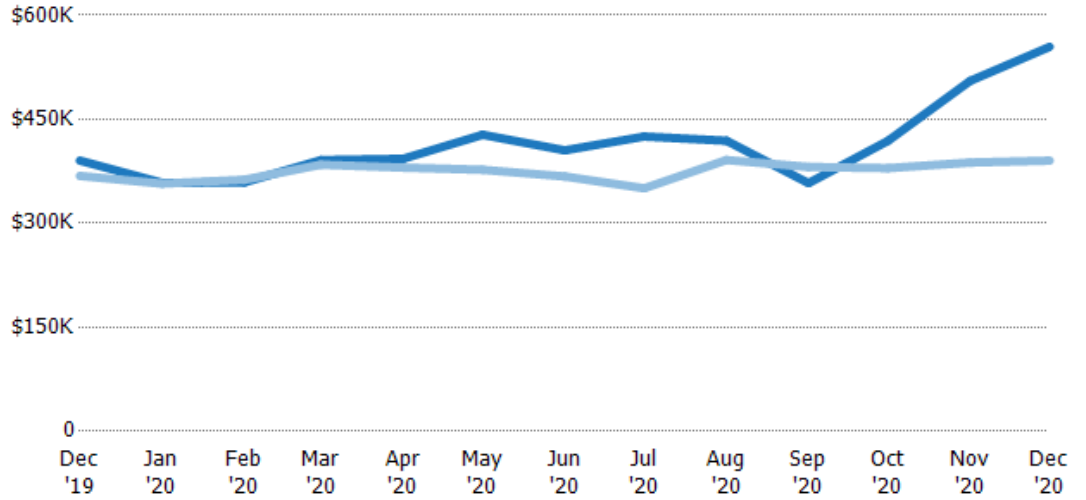
Average Listing Price

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.
Dec '20	\$555K	42%
Dec '19	\$390K	6%
Dec '18	\$368K	4.6%



Current Year	\$390K	\$358K	\$359K	\$391K	\$393K	\$428K	\$405K	\$425K	\$419K	\$358K	\$419K	\$505K	\$555K
Prior Year	\$368K	\$357K	\$363K	\$385K	\$380K	\$377K	\$368K	\$350K	\$391K	\$381K	\$379K	\$388K	\$390K
Percent Change from Prior Year	6%	0%	-1%	2%	3%	13%	10%	21%	7%	-6%	10%	30%	42%

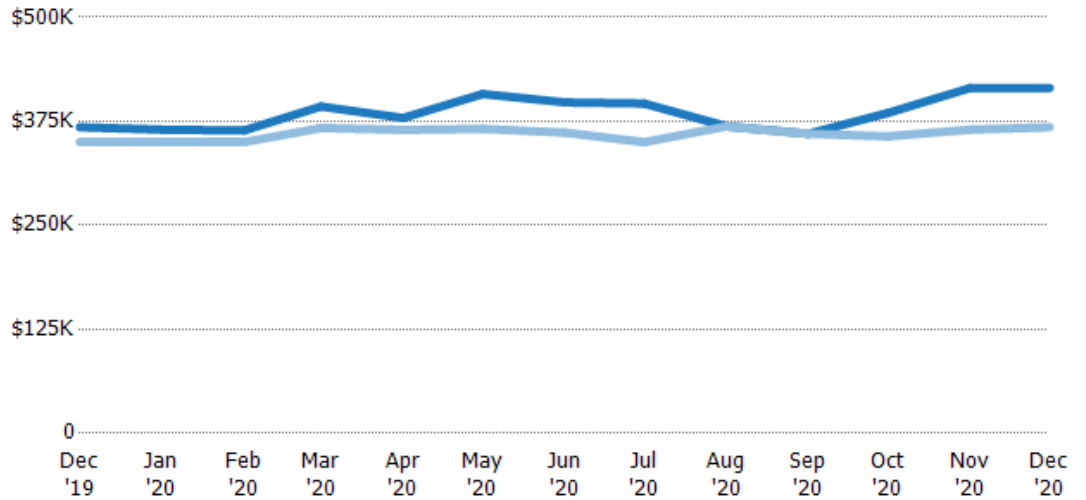
Median Listing Price

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.
Dec '20	\$415K	12.8%
Dec '19	\$368K	5.1%
Dec '18	\$350K	14%



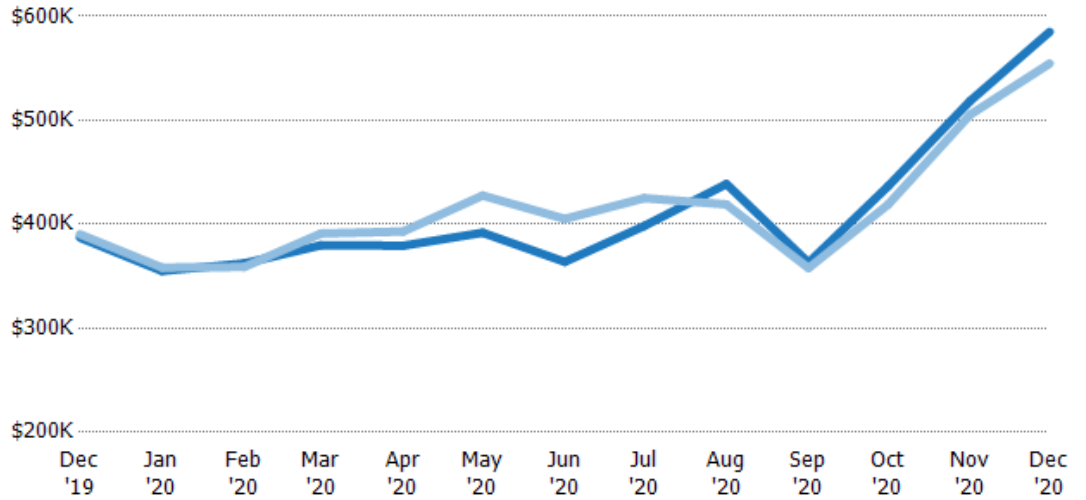
Current Year	\$368K	\$365K	\$364K	\$393K	\$379K	\$408K	\$398K	\$396K	\$369K	\$360K	\$385K	\$415K	\$415K
Prior Year	\$350K	\$350K	\$350K	\$367K	\$365K	\$366K	\$361K	\$350K	\$369K	\$360K	\$357K	\$365K	\$368K
Percent Change from Prior Year	5%	4%	4%	7%	4%	11%	10%	13%	0%	0%	8%	14%	13%

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

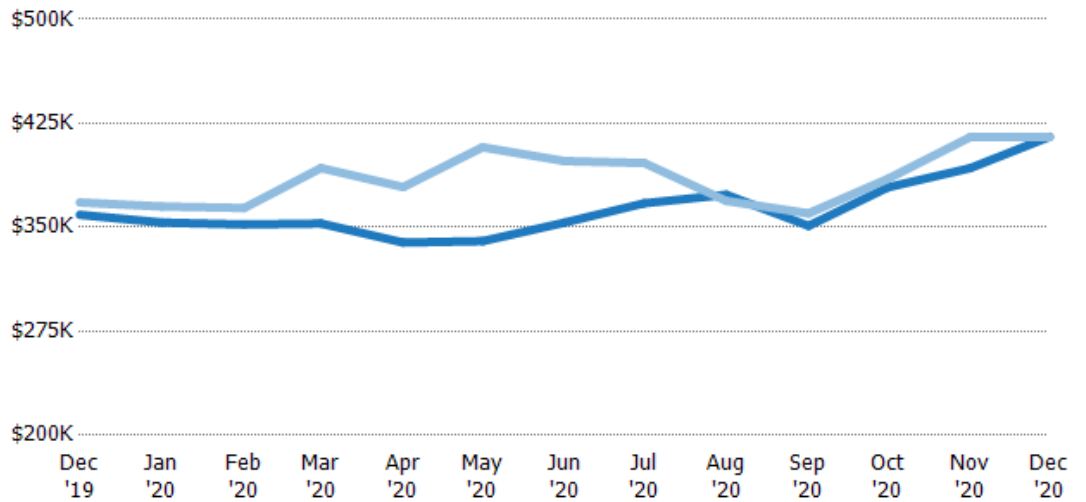


Median Listing Price vs Median Est Value

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



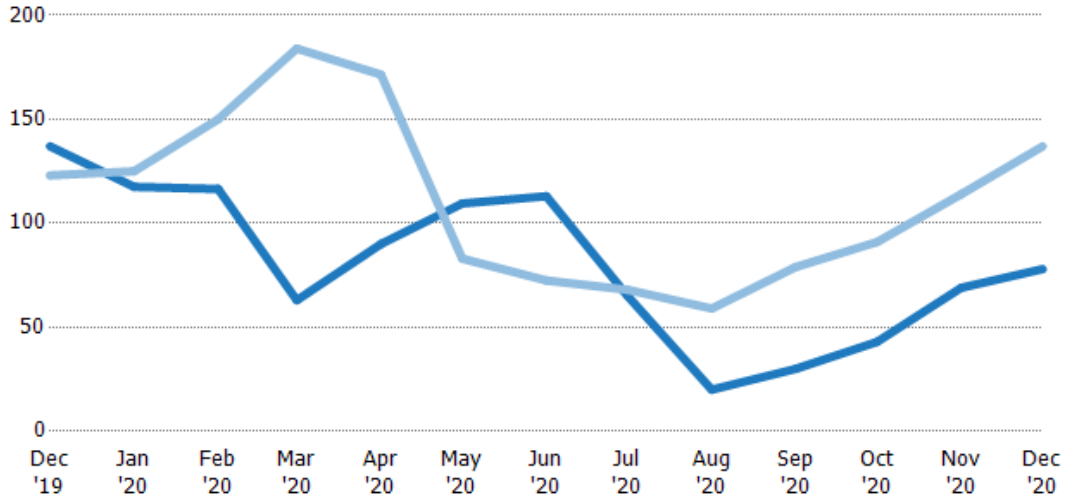
Median Days in RPR

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.
Dec '20	78	-43.1%
Dec '19	137	11.4%
Dec '18	123	-7.3%



Current Year	137	118	117	63	90	110	113	65	20	30	43	69	78
Prior Year	123	125	150	184	172	83	72.5	68	59	79	91	114	137
Percent Change from Prior Year	11%	-6%	-22%	-66%	-48%	32%	56%	-4%	-66%	-62%	-53%	-39%	-43%

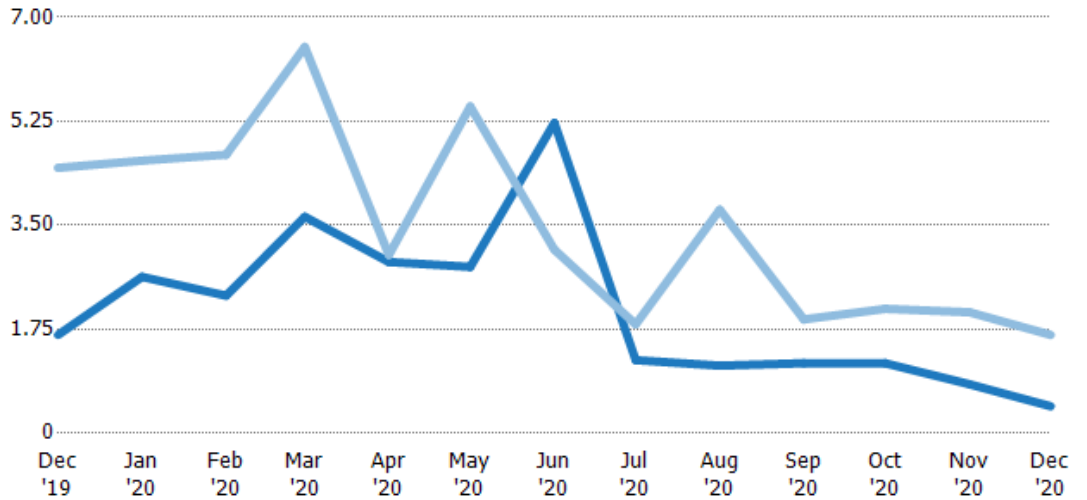
Months of Inventory

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.
Dec '20	0.46	-72.5%
Dec '19	1.66	-62.9%
Dec '18	4.47	-52.4%



Current Year	1.66	2.63	2.32	3.64	2.88	2.8	5.22	1.23	1.14	1.18	1.18	0.83	0.46
Prior Year	4.47	4.59	4.69	6.5	3	5.5	3.09	1.83	3.76	1.92	2.09	2.04	1.66
Percent Change from Prior Year	-63%	-43%	-51%	-44%	-4%	-49%	69%	-33%	-70%	-39%	-44%	-59%	-73%

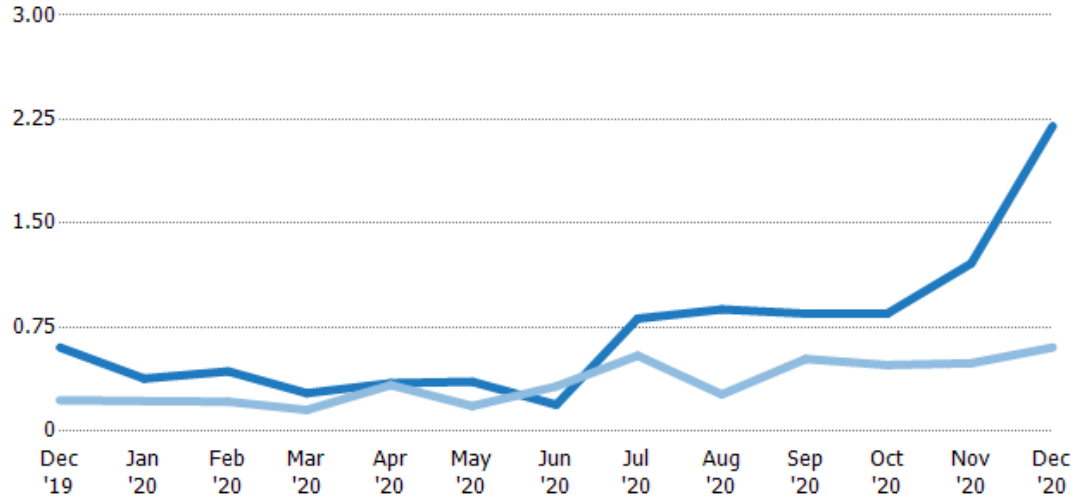
Absorption Rate

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

Month/Year	Rate	Chg.
Dec '20	220%	-159.6%
Dec '19	60%	-38%
Dec '18	22%	110.2%



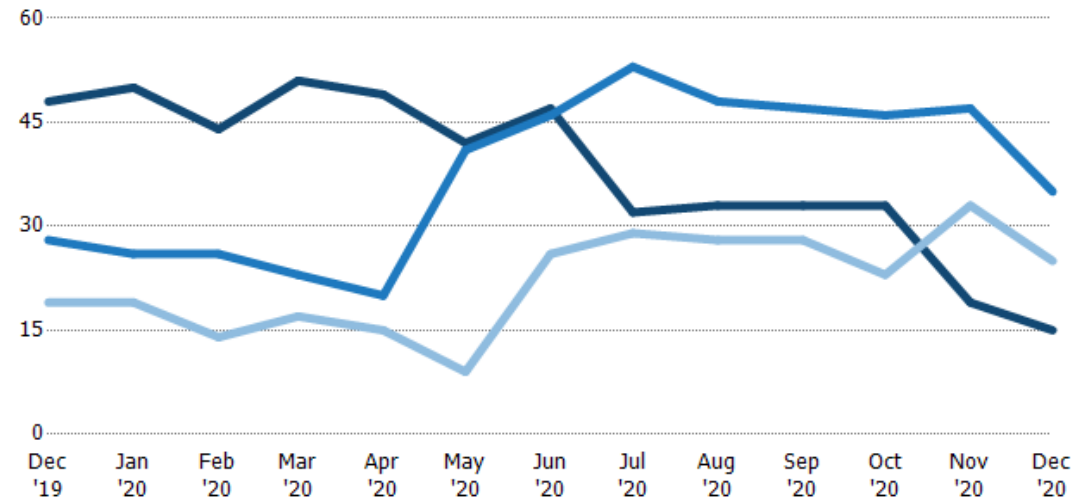
Current Year	60%	38%	43%	27%	35%	36%	19%	81%	88%	85%	85%	121%	220%
Prior Year	22%	22%	21%	15%	33%	18%	32%	55%	27%	52%	48%	49%	60%
Change from Prior Year	-38%	-16%	-22%	-12%	-1%	-18%	13%	-27%	-61%	-33%	-37%	-72%	-160%

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	48	50	44	51	49	42	47	32	33	33	33	19	15
Pending	28	26	26	23	20	41	46	53	48	47	46	47	35
Sold	19	19	14	17	15	9	26	29	28	28	23	33	25

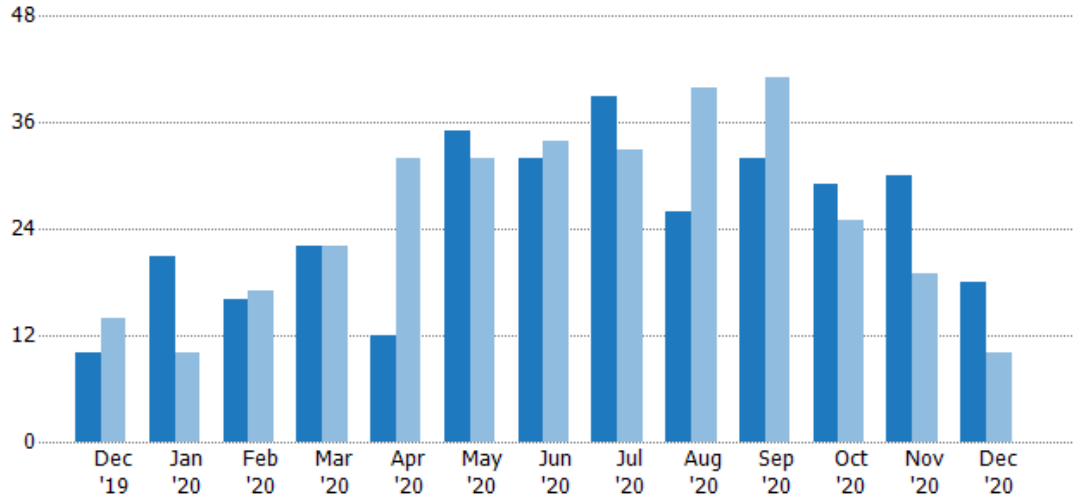
New Pending Sales

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.
Dec '20	18	80%
Dec '19	10	-28.6%
Dec '18	14	28.6%



Current Year	10	21	16	22	12	35	32	39	26	32	29	30	18
Prior Year	14	10	17	22	32	32	34	33	40	41	25	19	10
Percent Change from Prior Year	-29%	110%	-6%	0%	-63%	9%	-6%	18%	-35%	-22%	16%	58%	80%

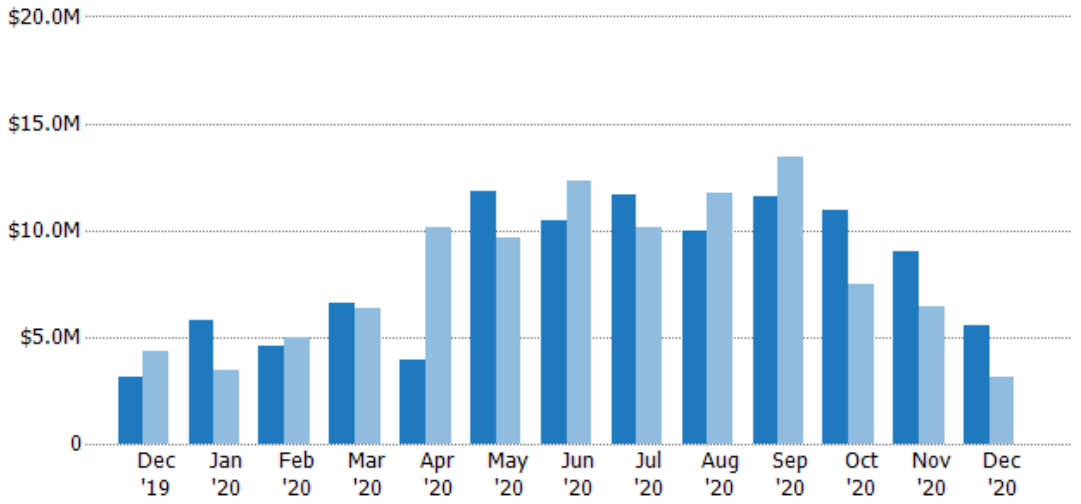
New Pending Sales Volume

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.
Dec '20	\$5.55M	79.9%
Dec '19	\$3.09M	-28.8%
Dec '18	\$4.34M	22.1%



Current Year	\$3.09M	\$5.82M	\$4.55M	\$6.55M	\$3.92M	\$11.8M	\$10.5M	\$11.7M	\$9.94M	\$11.6M	\$10.9M	\$9.04M	\$5.55M
Prior Year	\$4.34M	\$3.49M	\$4.98M	\$6.32M	\$10.1M	\$9.65M	\$12.3M	\$10.2M	\$11.7M	\$13.5M	\$7.48M	\$6.4M	\$3.09M
Percent Change from Prior Year	-29%	67%	-9%	4%	-61%	23%	-15%	15%	-15%	-14%	46%	41%	80%

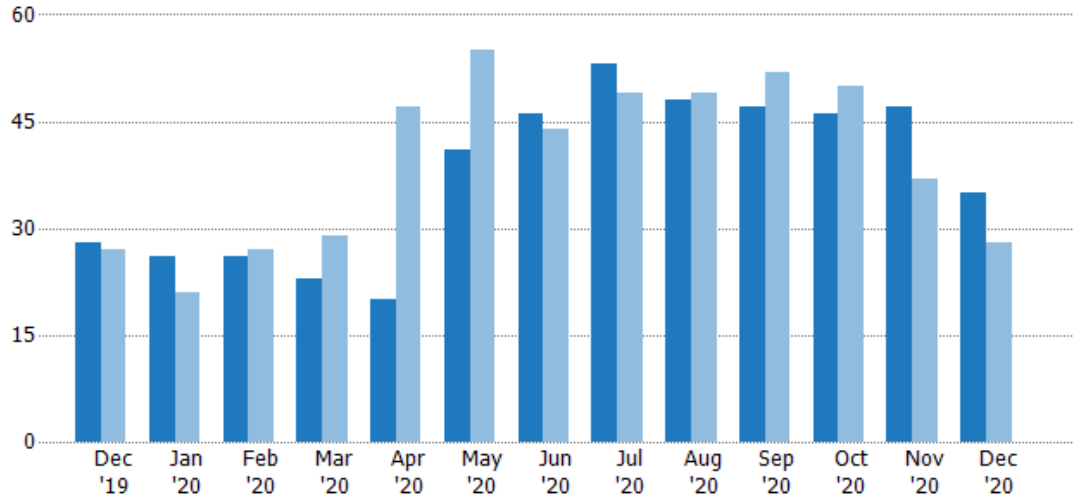
Pending Sales

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.
Dec '20	35	25%
Dec '19	28	3.7%
Dec '18	27	-3.7%



Current Year	28	26	26	23	20	41	46	53	48	47	46	47	35
Prior Year	27	21	27	29	47	55	44	49	49	52	50	37	28
Percent Change from Prior Year	4%	24%	-4%	-21%	-57%	-25%	5%	8%	-2%	-10%	-8%	27%	25%

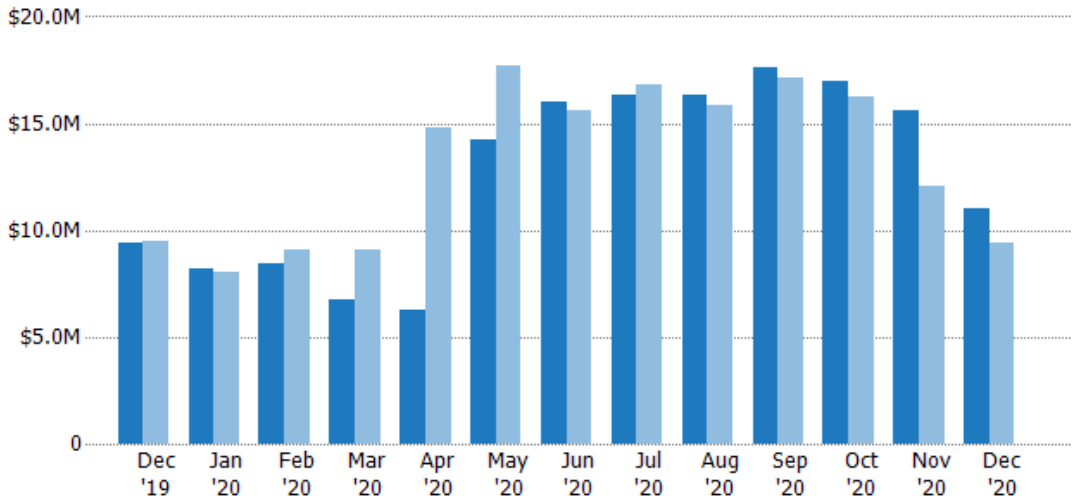
Pending Sales Volume

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.
Dec '20	\$11M	17.8%
Dec '19	\$9.38M	-1.1%
Dec '18	\$9.49M	-18.4%



Current Year	\$9.38M	\$8.24M	\$8.44M	\$6.78M	\$6.25M	\$14.2M	\$16M	\$16.4M	\$16.4M	\$17.6M	\$17M	\$15.6M	\$11M
Prior Year	\$9.49M	\$8.04M	\$9.05M	\$9.08M	\$14.8M	\$17.7M	\$15.6M	\$16.8M	\$15.8M	\$17.2M	\$16.2M	\$12M	\$9.38M
Percent Change from Prior Year	-1%	2%	-7%	-25%	-58%	-19%	3%	-2%	3%	2%	5%	29%	18%

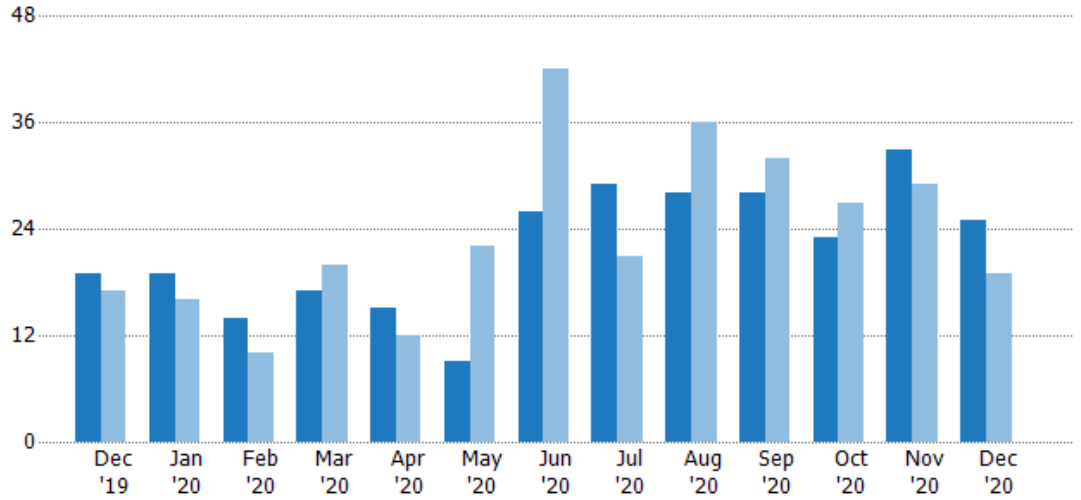
Closed Sales

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



	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20
Current Year	19	19	14	17	15	9	26	29	28	28	23	33	25
Prior Year	17	16	10	20	12	22	42	21	36	32	27	29	19
Percent Change from Prior Year	12%	19%	40%	-15%	25%	-59%	-38%	38%	-22%	-13%	-15%	14%	32%

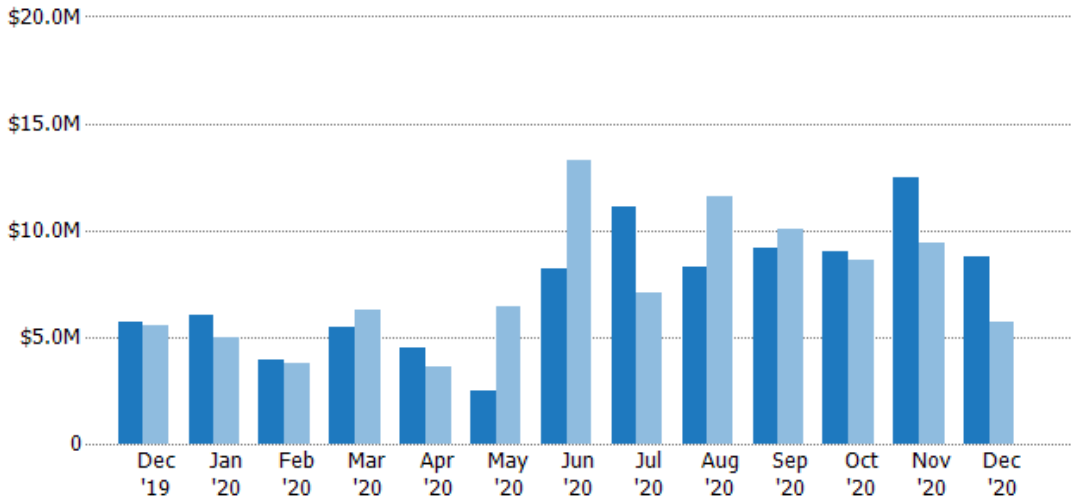
Closed Sales Volume

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



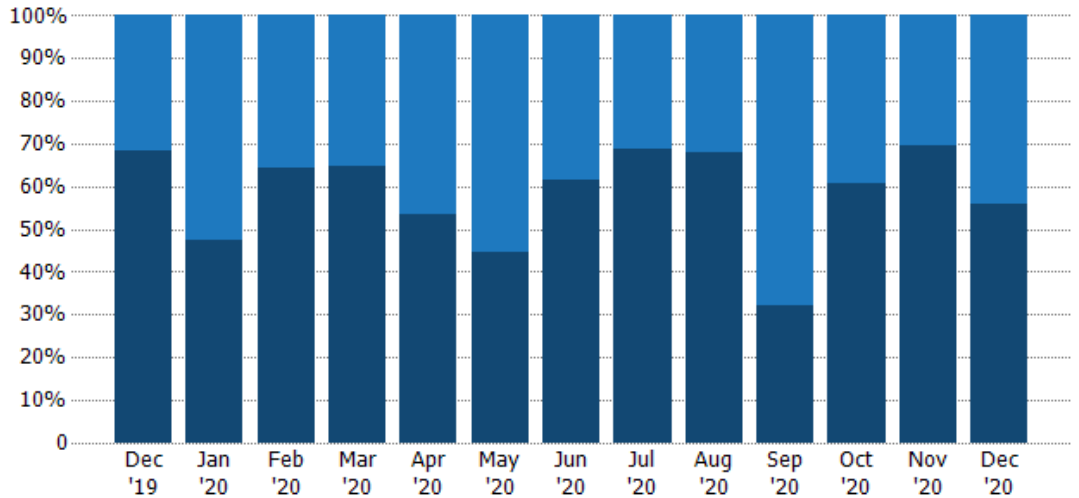
	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20
Current Year	\$5.68M	\$5.99M	\$3.97M	\$5.49M	\$4.5M	\$2.46M	\$8.19M	\$11.1M	\$8.28M	\$9.16M	\$9.04M	\$12.5M	\$8.76M
Prior Year	\$5.52M	\$4.94M	\$3.79M	\$6.25M	\$3.61M	\$6.45M	\$13.3M	\$7.04M	\$11.6M	\$10.1M	\$8.63M	\$9.44M	\$5.68M
Percent Change from Prior Year	3%	21%	5%	-12%	25%	-62%	-38%	57%	-28%	-9%	5%	32%	54%

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



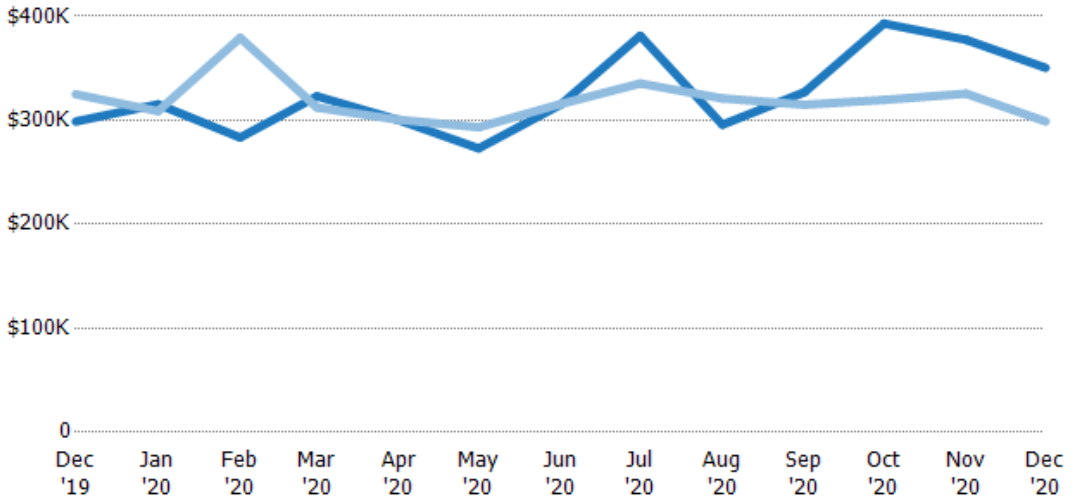
Property Type	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20
Condo/Townhouse	32%	53%	36%	35%	47%	56%	38%	31%	32%	68%	39%	30%	44%
Single Family Residence	68%	47%	64%	65%	53%	44%	62%	69%	68%	32%	61%	70%	56%

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.
Dec '20	\$350K	17.3%
Dec '19	\$299K	-8%
Dec '18	\$325K	-15%

Property Type	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20
Current Year	\$299K	\$315K	\$283K	\$323K	\$300K	\$273K	\$315K	\$381K	\$296K	\$327K	\$393K	\$377K	\$350K
Prior Year	\$325K	\$309K	\$379K	\$312K	\$300K	\$293K	\$316K	\$335K	\$321K	\$315K	\$320K	\$326K	\$299K
Percent Change from Prior Year	-8%	2%	-25%	3%	0%	-7%	0%	14%	-8%	4%	23%	16%	17%

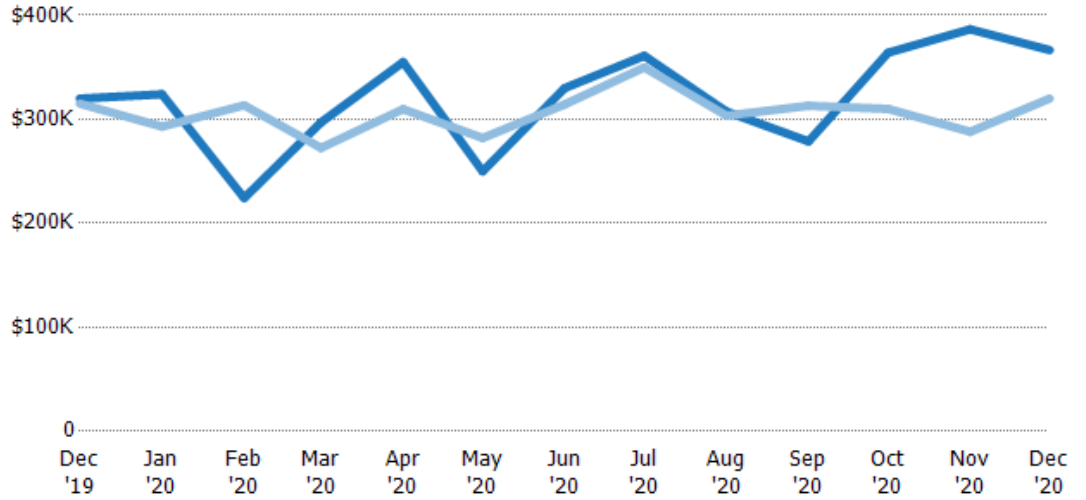
Median Sales Price

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.
Dec '20	\$367K	14.6%
Dec '19	\$320K	1.6%
Dec '18	\$315K	-11.6%



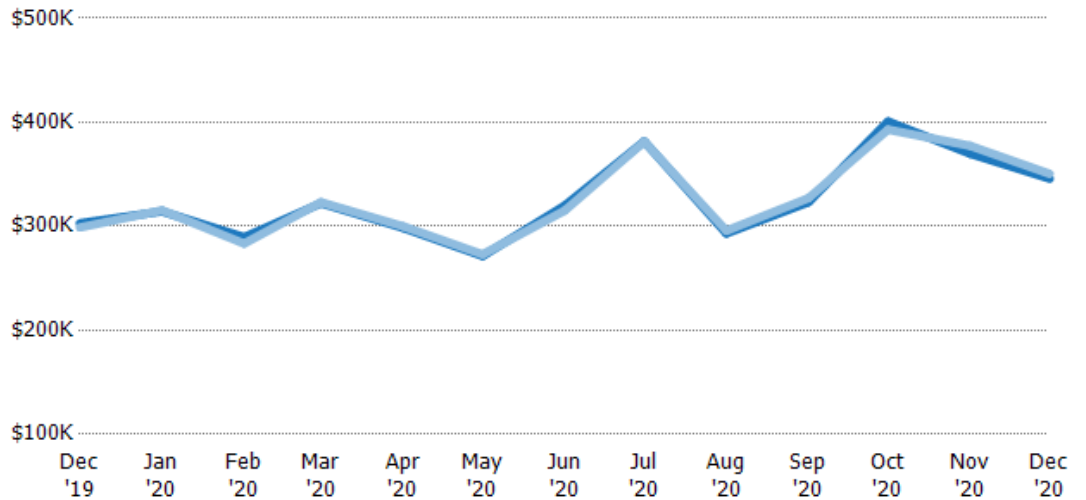
	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20
Current Year	\$320K	\$324K	\$224K	\$297K	\$355K	\$250K	\$330K	\$361K	\$308K	\$279K	\$364K	\$387K	\$367K
Prior Year	\$315K	\$293K	\$313K	\$272K	\$310K	\$282K	\$314K	\$350K	\$304K	\$313K	\$310K	\$288K	\$320K
Percent Change from Prior Year	2%	11%	-28%	9%	15%	-11%	5%	3%	1%	-11%	17%	34%	15%

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



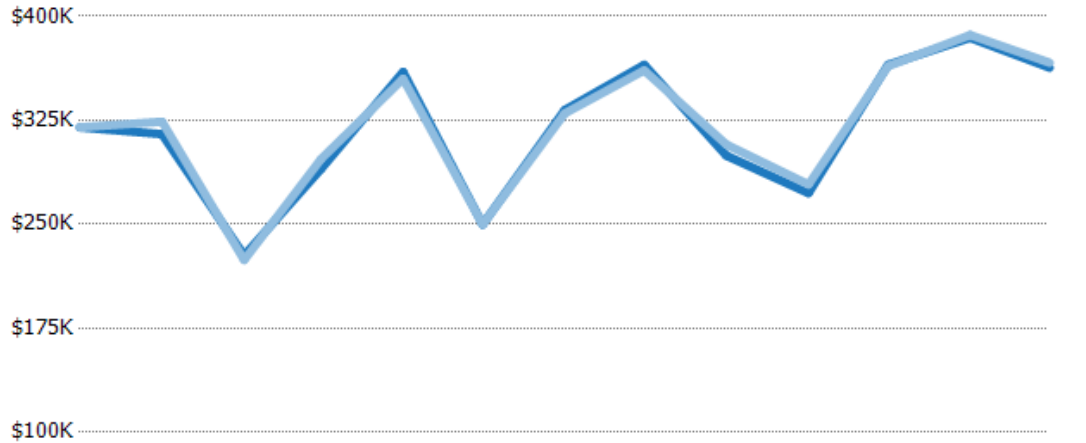
	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20
Avg List Price	\$303K	\$314K	\$290K	\$322K	\$298K	\$271K	\$320K	\$382K	\$293K	\$323K	\$401K	\$370K	\$346K
Avg Sales Price	\$299K	\$315K	\$283K	\$323K	\$300K	\$273K	\$315K	\$381K	\$296K	\$327K	\$393K	\$377K	\$350K
Avg Sales Price as a % of Avg List Price	99%	100%	98%	100%	101%	101%	99%	100%	101%	101%	98%	102%	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



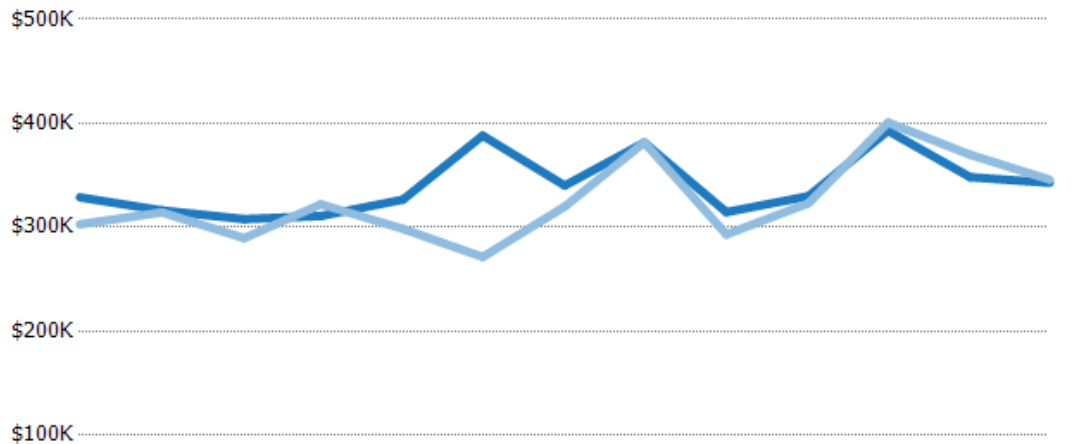
	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20
Median List Price	\$320K	\$315K	\$228K	\$290K	\$360K	\$250K	\$332K	\$365K	\$300K	\$272K	\$365K	\$385K	\$363K
Median Sales Price	\$320K	\$324K	\$224K	\$297K	\$355K	\$250K	\$330K	\$361K	\$308K	\$279K	\$364K	\$387K	\$367K
Med Sales Price as a % of Med List Price	100%	103%	99%	102%	99%	100%	99%	99%	103%	102%	100%	101%	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



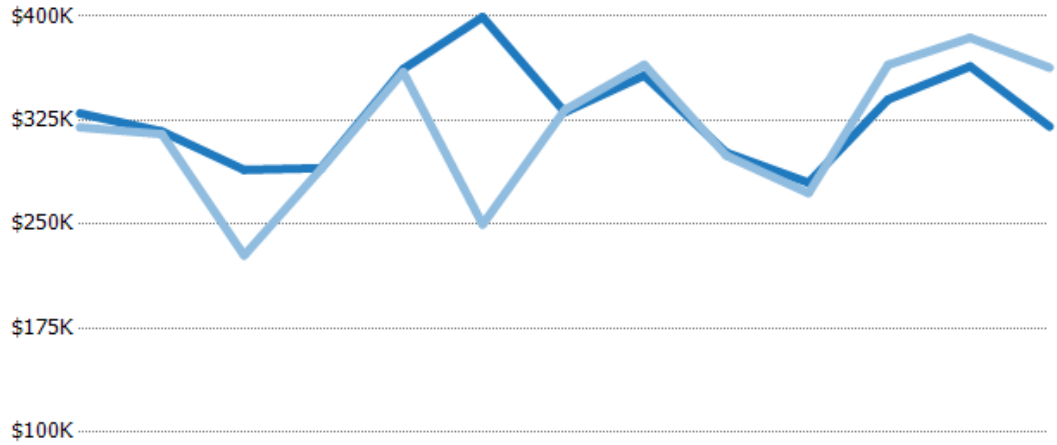
	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20
Avg Est Value	\$329K	\$316K	\$308K	\$311K	\$327K	\$388K	\$340K	\$381K	\$315K	\$330K	\$393K	\$348K	\$343K
Avg Sales Price	\$303K	\$314K	\$290K	\$322K	\$298K	\$271K	\$320K	\$382K	\$293K	\$323K	\$401K	\$370K	\$346K
Avg Sales Price as a % of Avg Est Value	92%	99%	94%	104%	91%	70%	94%	100%	93%	98%	102%	106%	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



	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20
Median Est Value	\$330K	\$317K	\$289K	\$290K	\$362K	\$399K	\$331K	\$357K	\$302K	\$280K	\$340K	\$364K	\$320K
Median Sales Price	\$320K	\$315K	\$228K	\$290K	\$360K	\$250K	\$332K	\$365K	\$300K	\$272K	\$365K	\$385K	\$363K
Med Sales Price as a % of Med Est Value	97%	99%	79%	100%	99%	63%	100%	102%	99%	97%	107%	106%	113%

Sales Activity by ZIP

Dec 2020

ZIP	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
05452	35	\$11,046,299	25	\$8,761,508	\$350,460	\$366,509	\$185	\$180	5

Sales Activity by Metro Area

Dec 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	35	\$11,046,299	25	\$8,761,508	\$350,460	\$366,509	\$185	\$180	5