

## 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 2021	Nov 2020	+ / -	YTD 2021	YTD 2020	+ / -
<b>Listing Activity Charts Metrics</b>						
New Listing Count	12	14	-14.3%	289	272	+6.3%
New Listing Volume	\$4,641,000	\$4,345,300	+6.8%	\$105,930,002	\$97,969,694	+8.1%
Active Listing Count	38	29	+31%	N/A	N/A	
Active Listing Volume	\$16,055,229	\$12,884,560	+24.6%	N/A	N/A	
Average Listing Price	\$422,506	\$444,295	-4.9%	\$495,010	\$393,188	+25.9%
Median Listing Price	\$386,250	\$389,300	-0.8%	\$446,995	\$385,737	+15.9%
Median Days in RPR	54	91	-40.7%	54.17	86.1	-37.1%
Months of Inventory	1.2	1.3	-2.8%	1.2	2	-38.3%
Absorption Rate	81.58%	79.31%	+2.3%	81.36%	50.19%	+31.2%
<b>Sales Activity Charts Metrics</b>						
New Pending Sales Count	3	30	-90%	267	291	-8.2%
New Pending Sales Volume	\$1,121,500	\$9,043,749	-87.6%	\$93,673,408	\$95,159,393	-1.6%
Pending Sales Count	3	43	-93%	N/A	N/A	
Pending Sales Volume	\$851,800	\$14,099,349	-94%	N/A	N/A	
Closed Sales Count	22	32	-31.3%	278	240	+15.8%
Closed Sales Volume	\$8,841,300	\$11,708,123	-24.5%	\$100,061,859	\$80,162,524	+24.8%
Average Sales Price	\$401,877	\$365,879	+9.8%	\$359,935	\$334,011	+7.8%
Median Sales Price	\$434,000	\$378,250	+14.7%	\$357,894	\$327,309	+9.3%

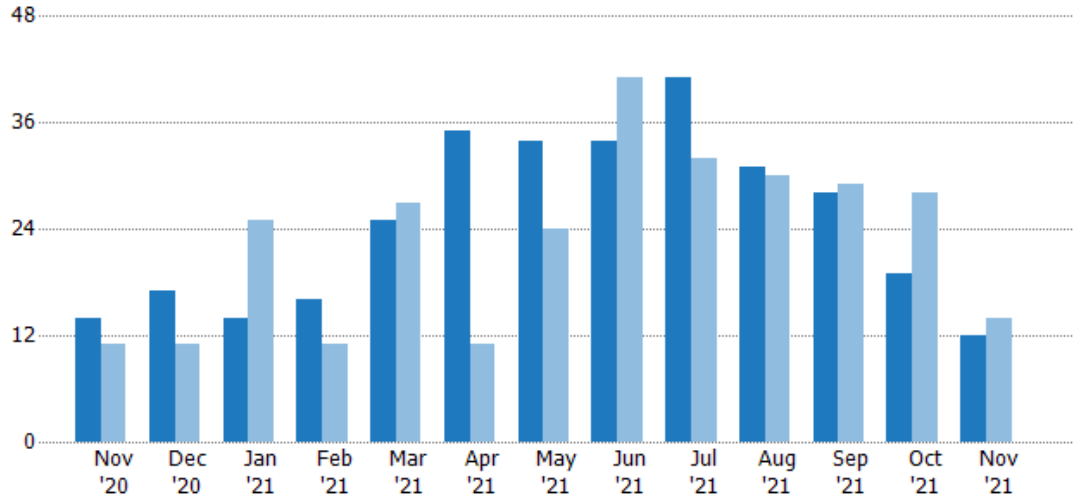
## New Listings

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

Month/Year	Count	% Chg.
Nov '21	12	-14.3%
Nov '20	14	27.3%
Nov '19	11	72.7%



Current Year	14	17	14	16	25	35	34	34	41	31	28	19	12
Prior Year	11	11	25	11	27	11	24	41	32	30	29	28	14
Percent Change from Prior Year	27%	55%	-44%	45%	-7%	218%	42%	-17%	28%	3%	-3%	-32%	-14%

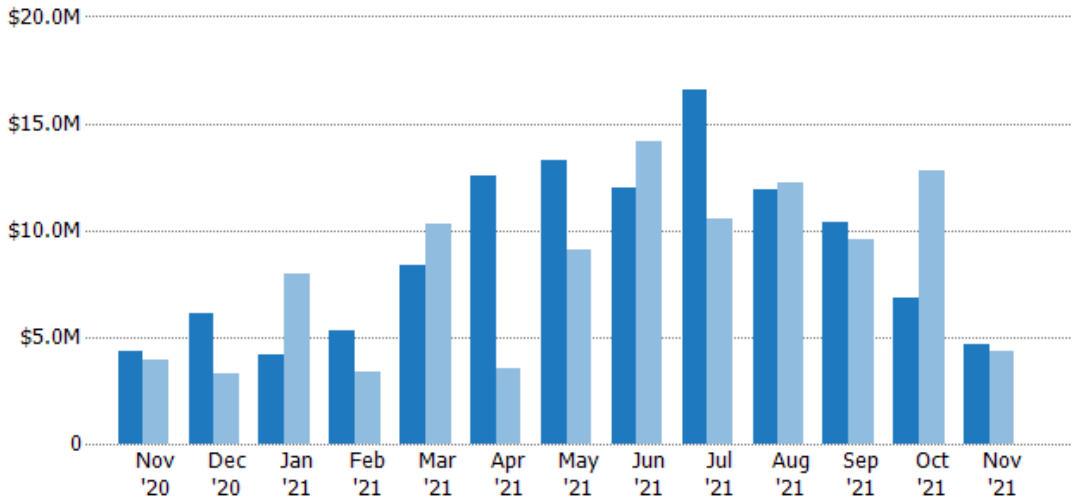
## New Listing Volume

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

Month/Year	Volume	% Chg.
Nov '21	\$4.64M	6.8%
Nov '20	\$4.35M	11%
Nov '19	\$3.92M	48.9%



Current Year	\$4.35M	\$6.07M	\$4.16M	\$5.31M	\$8.39M	\$12.6M	\$13.3M	\$12M	\$16.6M	\$11.9M	\$10.4M	\$6.81M	\$4.64M
Prior Year	\$3.92M	\$3.3M	\$7.96M	\$3.39M	\$10.3M	\$3.57M	\$9.06M	\$14.2M	\$10.6M	\$12.3M	\$9.6M	\$12.8M	\$4.35M
Percent Change from Prior Year	11%	84%	-48%	57%	-18%	252%	46%	-16%	57%	-3%	8%	-47%	7%

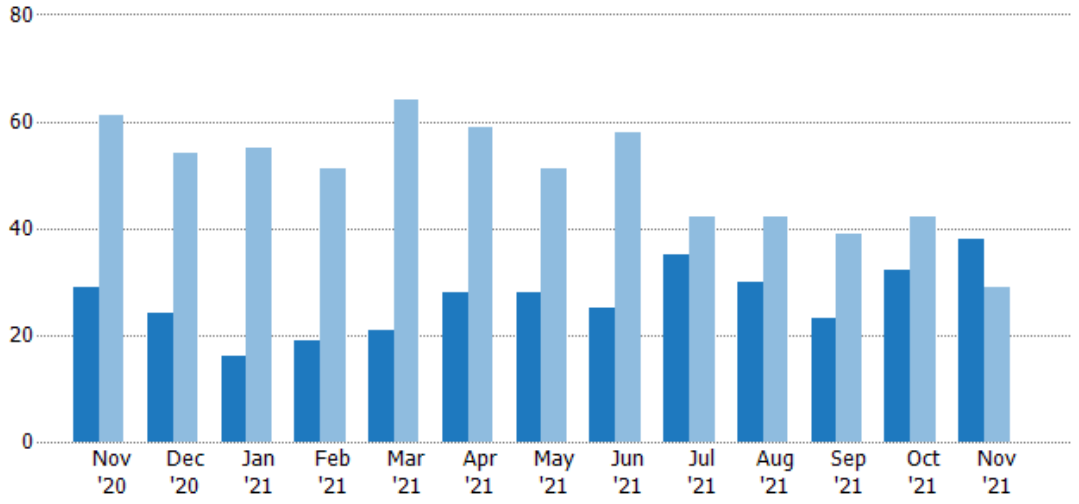
## Active Listings

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

Month/Year	Count	% Chg.
Nov '21	38	31%
Nov '20	29	-52.5%
Nov '19	61	26.2%



Current Year	29	24	16	19	21	28	28	25	35	30	23	32	38
Prior Year	61	54	55	51	64	59	51	58	42	42	39	42	29
Percent Change from Prior Year	-52%	-56%	-71%	-63%	-67%	-53%	-45%	-57%	-17%	-29%	-41%	-24%	31%

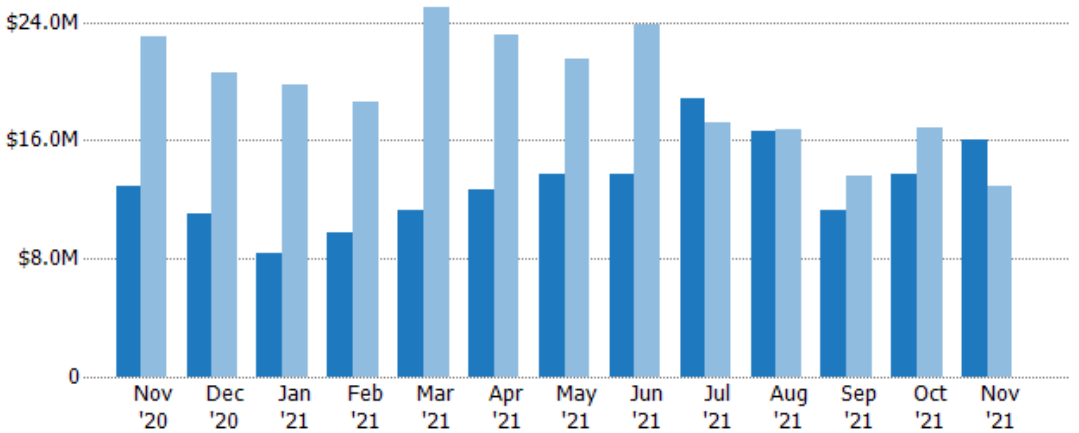
## Active Listing Volume

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

Month/Year	Volume	% Chg.
Nov '21	\$16.1M	24.6%
Nov '20	\$12.9M	-43.9%
Nov '19	\$23M	17.4%



Current Year	\$12.9M	\$11.1M	\$8.41M	\$9.72M	\$11.2M	\$12.7M	\$13.7M	\$13.8M	\$18.8M	\$16.6M	\$11.3M	\$13.7M	\$16.1M
Prior Year	\$23M	\$20.5M	\$19.8M	\$18.6M	\$25M	\$23.1M	\$21.5M	\$23.8M	\$17.2M	\$16.7M	\$13.6M	\$16.9M	\$12.9M
Percent Change from Prior Year	-44%	-46%	-58%	-48%	-55%	-45%	-36%	-42%	10%	-1%	-17%	-19%	25%

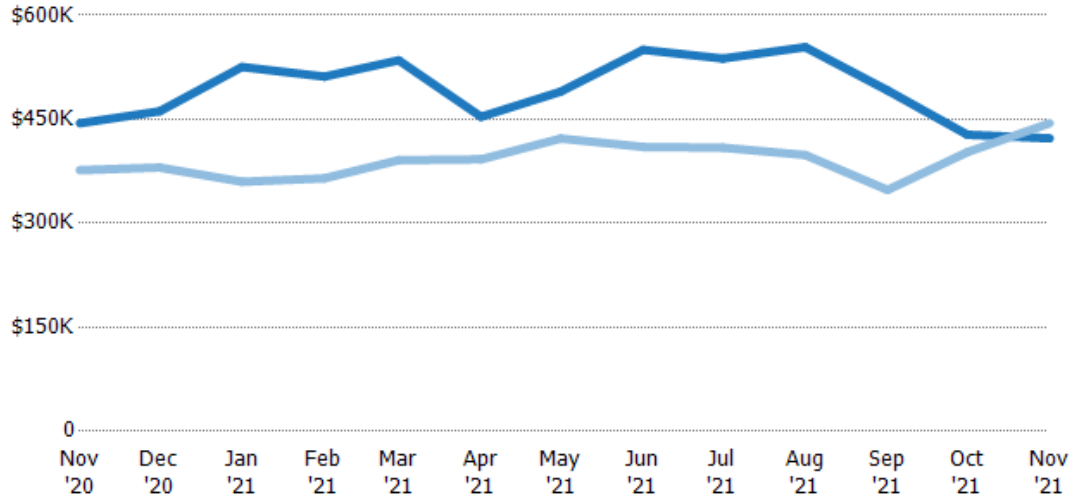
## Average Listing Price

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

Month/Year	Price	% Chg.
Nov '21	\$423K	-4.9%
Nov '20	\$444K	18%
Nov '19	\$377K	-7%



Current Year	\$444K	\$461K	\$525K	\$512K	\$535K	\$454K	\$490K	\$550K	\$538K	\$554K	\$492K	\$428K	\$423K
Prior Year	\$377K	\$380K	\$360K	\$365K	\$391K	\$392K	\$422K	\$410K	\$409K	\$399K	\$348K	\$403K	\$444K
Percent Change from Prior Year	18%	21%	46%	40%	37%	16%	16%	34%	31%	39%	41%	6%	-5%

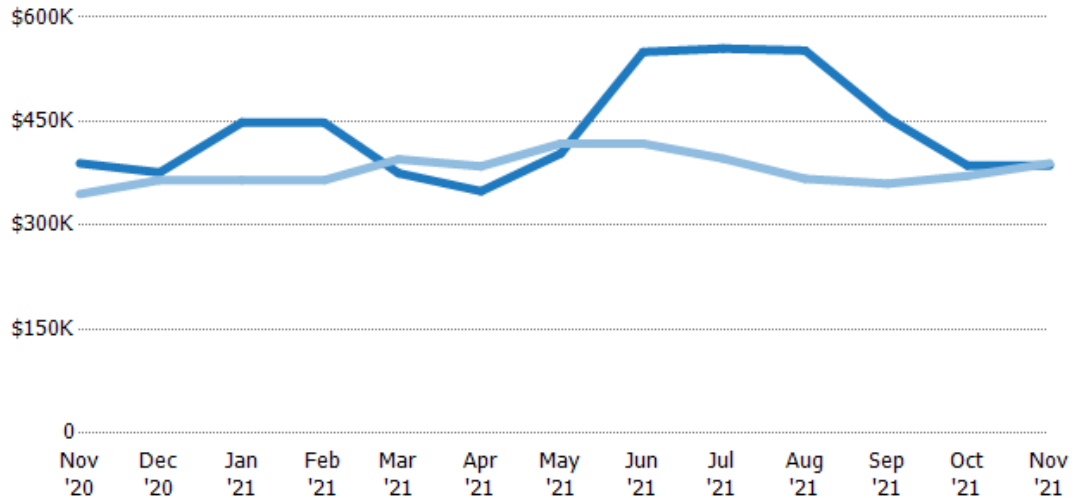
## Median Listing Price

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

Month/Year	Price	% Chg.
Nov '21	\$386K	-0.8%
Nov '20	\$389K	12.8%
Nov '19	\$345K	-4.4%



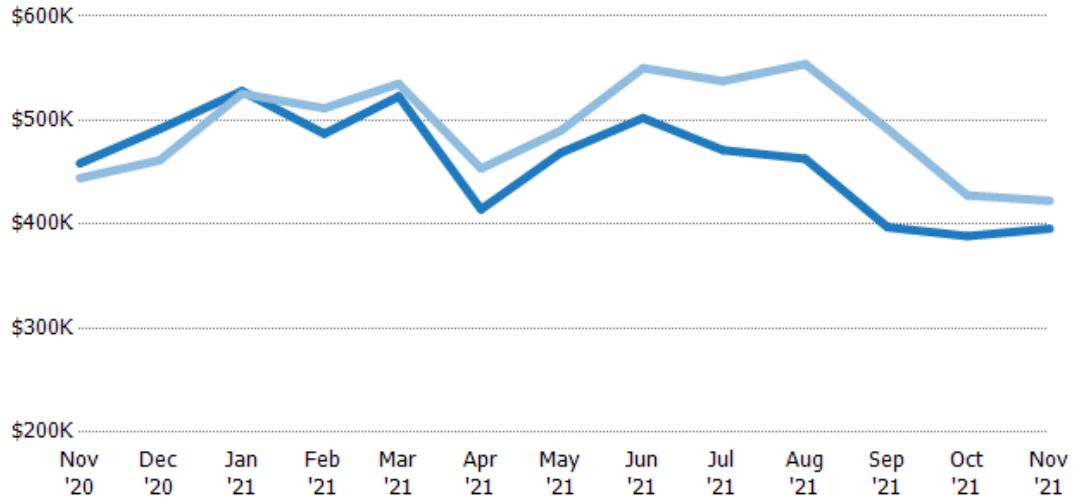
Current Year	\$389K	\$376K	\$448K	\$448K	\$375K	\$349K	\$404K	\$550K	\$555K	\$552K	\$455K	\$386K	\$386K
Prior Year	\$345K	\$365K	\$365K	\$365K	\$395K	\$385K	\$418K	\$418K	\$396K	\$367K	\$360K	\$371K	\$389K
Percent Change from Prior Year	13%	3%	23%	23%	-5%	-9%	-3%	32%	40%	50%	26%	4%	-1%

## 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



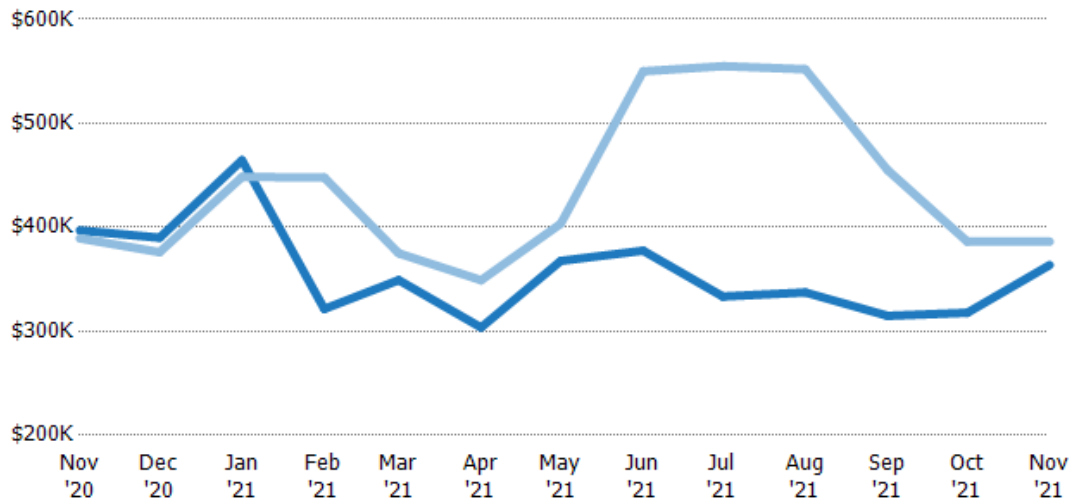
	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21
Avg Est Value	\$459K	\$492K	\$528K	\$487K	\$523K	\$414K	\$469K	\$502K	\$471K	\$463K	\$397K	\$389K	\$396K
Avg Listing Price	\$444K	\$461K	\$525K	\$512K	\$535K	\$454K	\$490K	\$550K	\$538K	\$554K	\$492K	\$428K	\$423K
Avg Listing Price as a % of Avg Est Value	97%	94%	99%	105%	102%	109%	105%	110%	114%	120%	124%	110%	107%

## 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



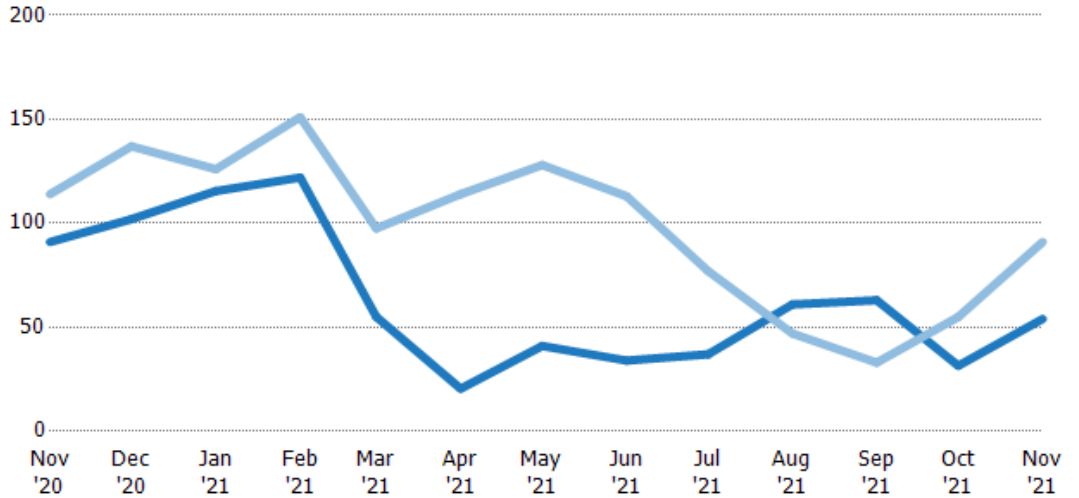
	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21
Median Est Value	\$397K	\$390K	\$465K	\$321K	\$349K	\$304K	\$368K	\$378K	\$333K	\$337K	\$315K	\$318K	\$364K
Median Listing Price	\$389K	\$376K	\$448K	\$448K	\$375K	\$349K	\$404K	\$550K	\$555K	\$552K	\$455K	\$386K	\$386K
Med Listing Price as a % of Med Est Value	98%	96%	97%	139%	107%	115%	110%	146%	166%	164%	145%	122%	106%

## 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



Month/Year	Days	% Chg.
Nov '21	54	-40.7%
Nov '20	91	-20.2%
Nov '19	114	-7%

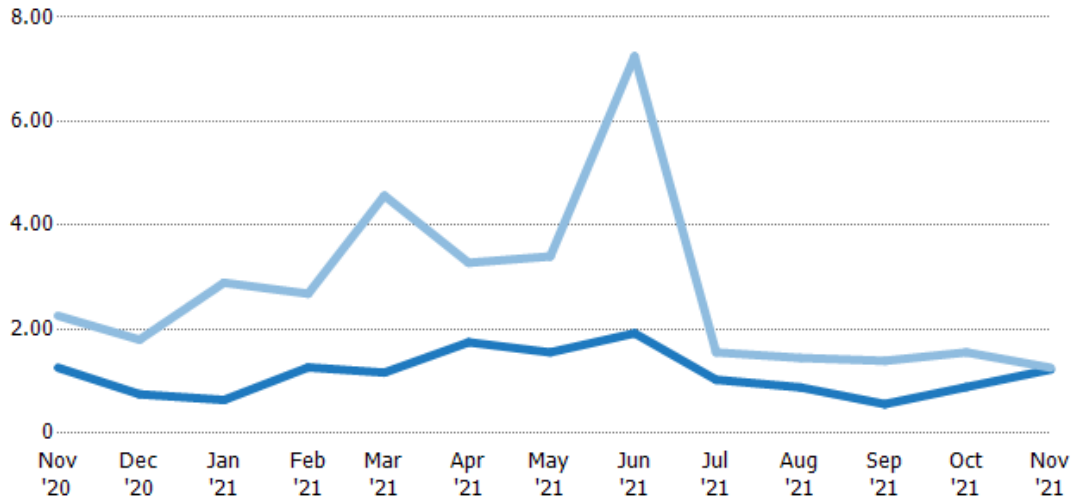
	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21
Current Year	91	102	116	122	55	20.5	41	34	37	61	63	31.5	54
Prior Year	114	137	126	151	97.5	114	128	113	77	47	33	55	91
Percent Change from Prior Year	-20%	-26%	-8%	-19%	-44%	-82%	-68%	-70%	-52%	30%	91%	-43%	-41%

## 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



Month/Year	Months	% Chg.
Nov '21	1.23	-2.8%
Nov '20	1.26	-44.2%
Nov '19	2.26	26.2%

	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21
Current Year	1.26	0	0	1.27	1.17	1.75	1.56	1.92	1.03	0	0	0	1.23
Prior Year	2.26	1.8	2.89	2.68	4.57	3.28	3.4	7.25	1.56	1.45	1.39	1.56	1.26
Percent Change from Prior Year	-44%	-58%	-78%	-53%	-74%	-47%	-54%	-73%	-34%	-39%	-60%	-43%	-3%

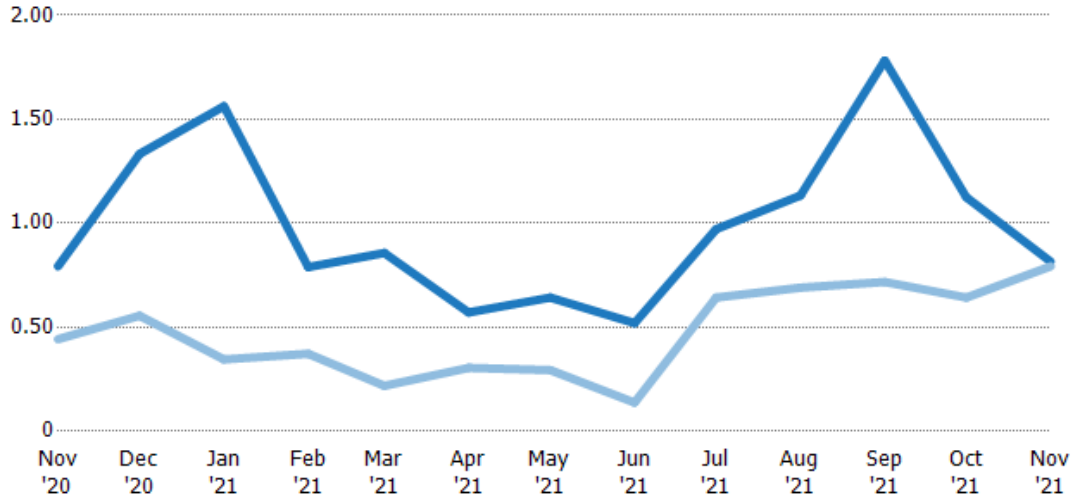
## Absorption Rate

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

Month/Year	Rate	Chg.
Nov '21	82%	-2.3%
Nov '20	79%	-35.1%
Nov '19	44%	-20.8%



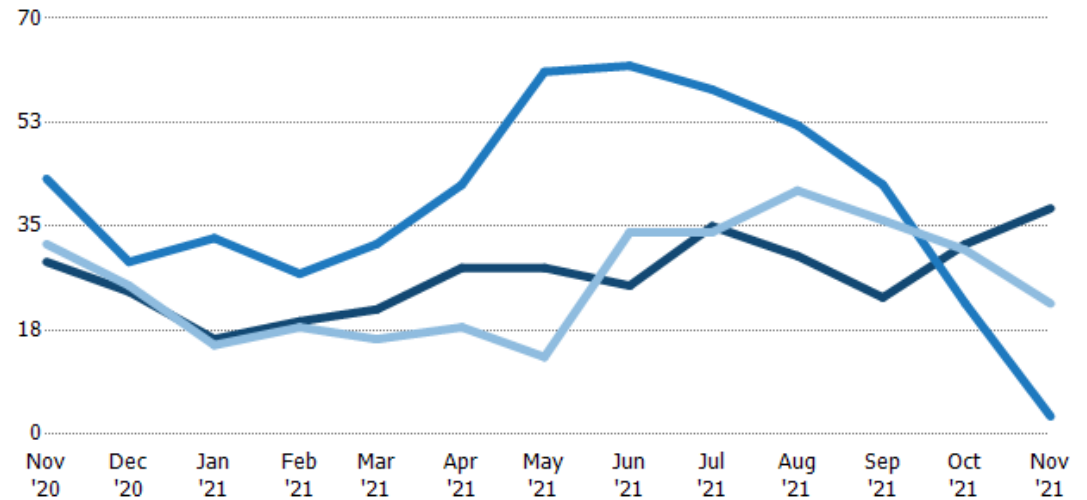
Current Year	79%	133%	156%	79%	86%	57%	64%	52%	97%	113%	178%	113%	82%
Prior Year	44%	56%	35%	37%	22%	31%	29%	14%	64%	69%	72%	64%	79%
Change from Prior Year	-35%	-78%	-122%	-42%	-64%	-27%	-35%	-38%	-33%	-44%	-106%	-48%	-2%

## 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



Active	29	24	16	19	21	28	28	25	35	30	23	32	38
Pending	43	29	33	27	32	42	61	62	58	52	42	22	3
Sold	32	25	15	18	16	18	13	34	34	41	36	31	22

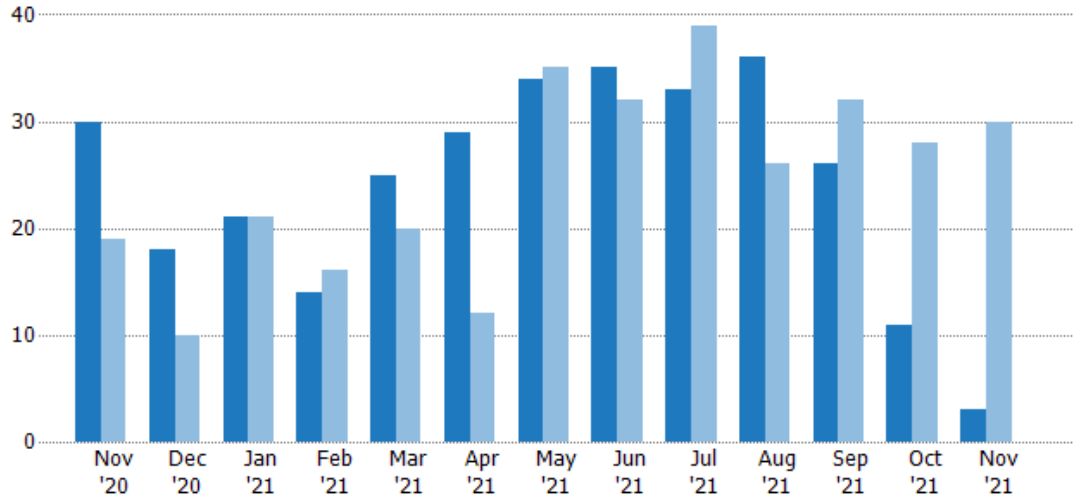
## New Pending Sales

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

Month/Year	Count	% Chg.
Nov '21	3	-90%
Nov '20	30	57.9%
Nov '19	19	-5.3%



Current Year	30	18	21	14	25	29	34	35	33	36	26	11	3
Prior Year	19	10	21	16	20	12	35	32	39	26	32	28	30
Percent Change from Prior Year	58%	80%	0%	-13%	25%	142%	-3%	9%	-15%	38%	-19%	-61%	-90%

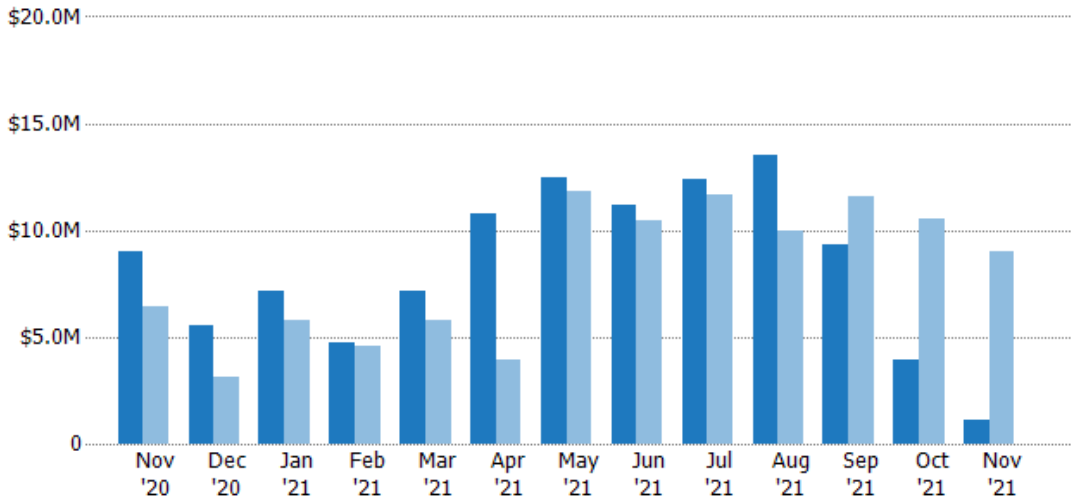
## New Pending Sales Volume

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

Month/Year	Volume	% Chg.
Nov '21	\$1.12M	-87.6%
Nov '20	\$9.04M	41.2%
Nov '19	\$6.4M	-12.7%



Current Year	\$9.04M	\$5.55M	\$7.14M	\$4.7M	\$7.17M	\$10.8M	\$12.5M	\$11.1M	\$12.4M	\$13.5M	\$9.3M	\$3.95M	\$1.12M
Prior Year	\$6.4M	\$3.09M	\$5.82M	\$4.55M	\$5.77M	\$3.92M	\$11.8M	\$10.5M	\$11.7M	\$9.94M	\$11.6M	\$10.6M	\$9.04M
Percent Change from Prior Year	41%	80%	23%	3%	24%	176%	5%	6%	6%	36%	-20%	-63%	-88%



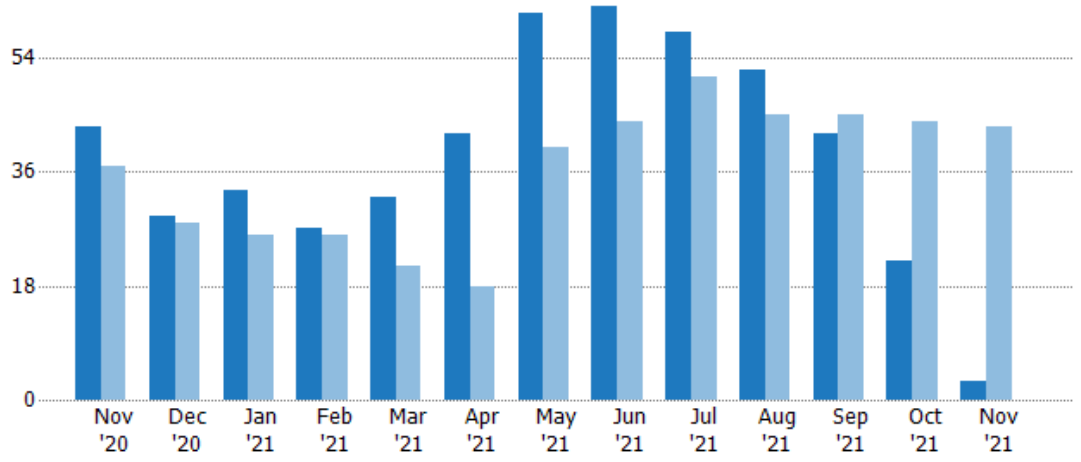
## Pending Sales

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

Month/Year	Count	% Chg.
Nov '21	3	-93%
Nov '20	43	16.2%
Nov '19	37	-24.3%



Current Year	43	29	33	27	32	42	61	62	58	52	42	22	3
Prior Year	37	28	26	26	21	18	40	44	51	45	45	44	43
Percent Change from Prior Year	16%	4%	27%	4%	52%	133%	53%	41%	14%	16%	-7%	-50%	-93%

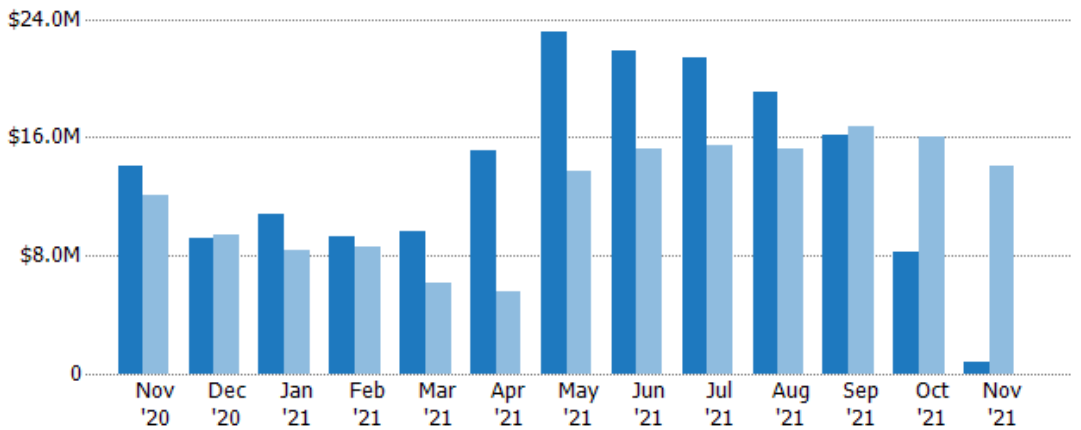
## Pending Sales Volume

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

Month/Year	Volume	% Chg.
Nov '21	\$852K	-94%
Nov '20	\$14.1M	17%
Nov '19	\$12M	-16.8%



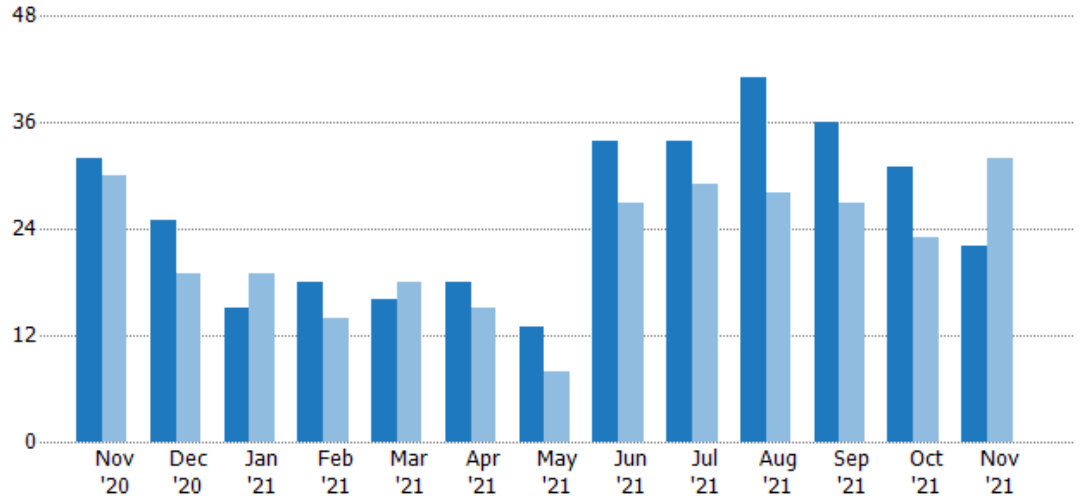
Current Year	\$14.1M	\$9.2M	\$10.8M	\$9.28M	\$9.65M	\$15.1M	\$23.1M	\$21.9M	\$21.4M	\$19.1M	\$16.1M	\$8.21M	\$852K
Prior Year	\$12M	\$9.38M	\$8.36M	\$8.56M	\$6.13M	\$5.61M	\$13.7M	\$15.2M	\$15.5M	\$15.3M	\$16.7M	\$16.1M	\$14.1M
Percent Change from Prior Year	17%	-2%	30%	8%	57%	170%	68%	44%	38%	25%	-4%	-49%	-94%

## 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



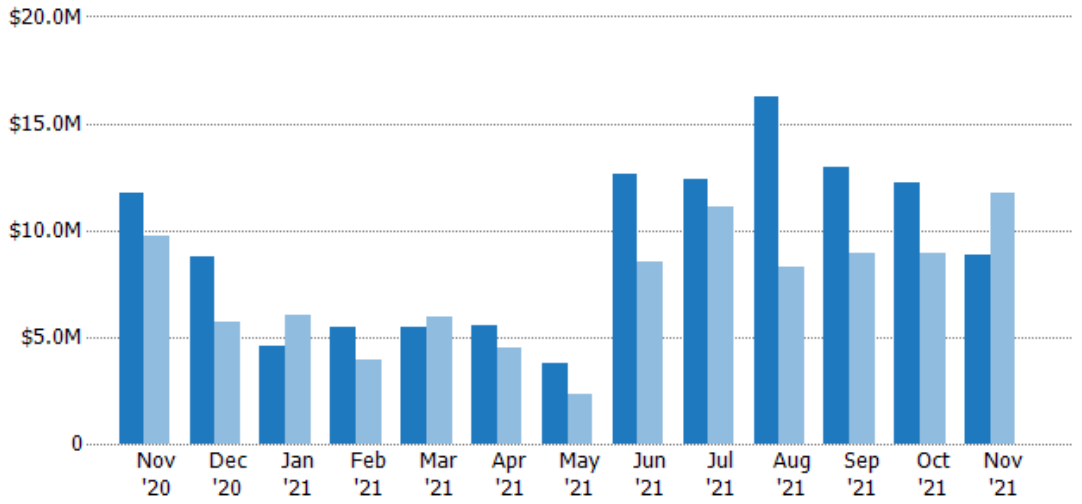
Month/Year	Count	% Chg.
Nov '21	22	-31.3%
Nov '20	32	6.7%
Nov '19	30	-50%

## 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



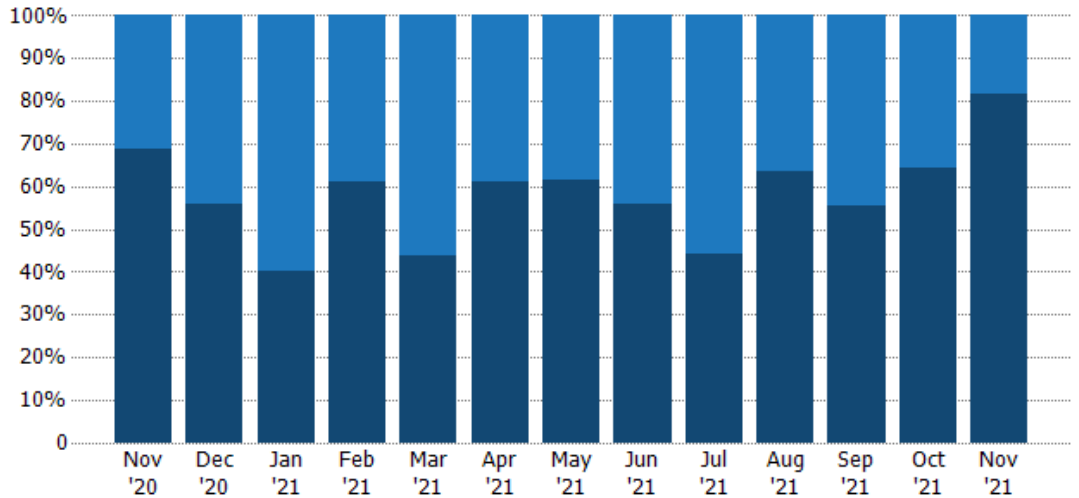
Month/Year	Volume	% Chg.
Nov '21	\$8.84M	-24.5%
Nov '20	\$11.7M	20.6%
Nov '19	\$9.71M	-50.4%

## 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



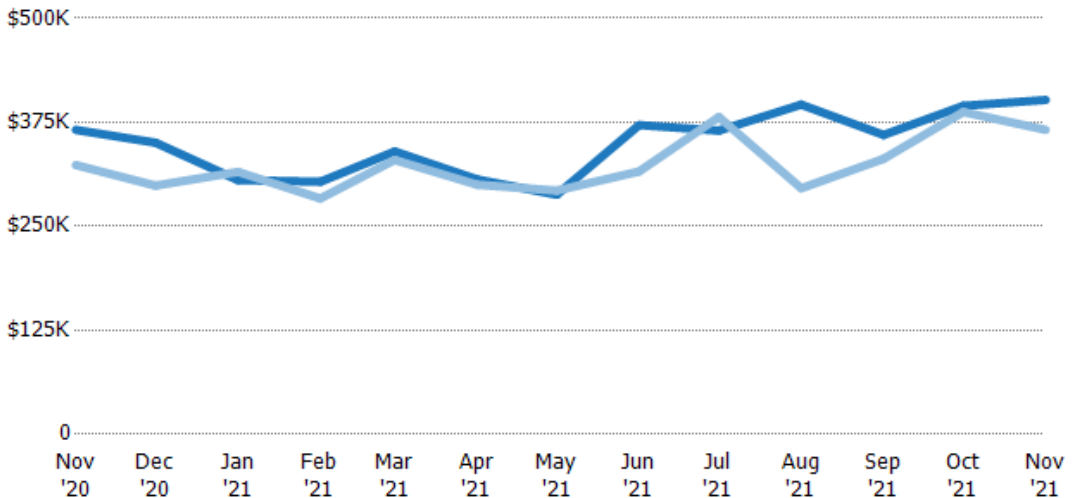
Property Type	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21
Condo/Townhouse	31%	44%	60%	39%	56%	39%	38%	44%	56%	37%	44%	35%	18%
Single Family Residence	69%	56%	40%	61%	44%	61%	62%	56%	44%	63%	56%	65%	82%

## 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



Month/Year	Price	% Chg.
Nov '21	\$402K	9.8%
Nov '20	\$366K	13.1%
Nov '19	\$324K	-0.9%

Property Type	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21
Current Year	\$366K	\$350K	\$305K	\$303K	\$340K	\$306K	\$288K	\$372K	\$365K	\$396K	\$360K	\$395K	\$402K
Prior Year	\$324K	\$299K	\$315K	\$283K	\$330K	\$300K	\$293K	\$316K	\$381K	\$296K	\$331K	\$387K	\$366K
Percent Change from Prior Year	13%	17%	-3%	7%	3%	2%	-2%	18%	-4%	34%	9%	2%	10%

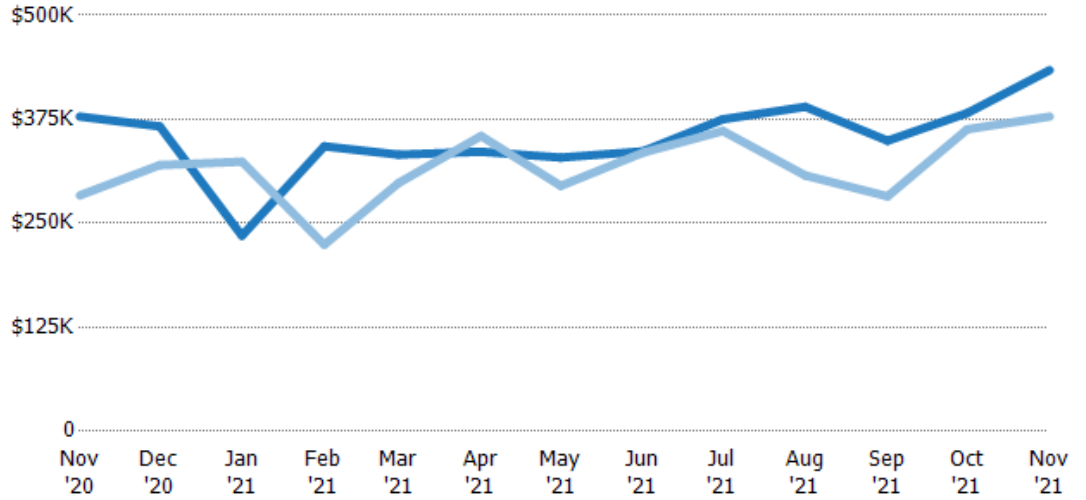
## Median Sales Price

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

Month/Year	Price	% Chg.
Nov '21	\$434K	14.7%
Nov '20	\$378K	33.4%
Nov '19	\$284K	4.1%



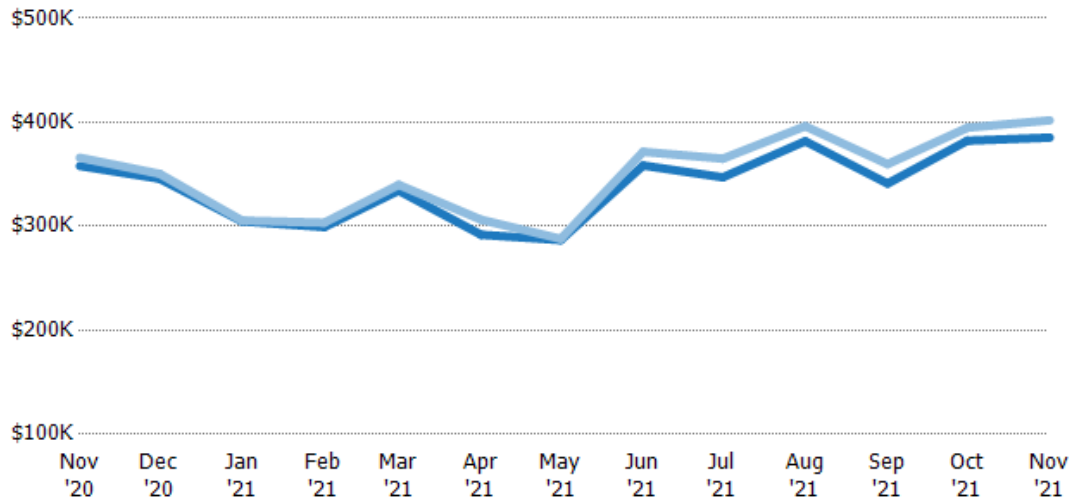
Current Year	\$378K	\$367K	\$235K	\$343K	\$333K	\$336K	\$329K	\$337K	\$375K	\$390K	\$349K	\$383K	\$434K
Prior Year	\$284K	\$320K	\$324K	\$224K	\$299K	\$355K	\$295K	\$335K	\$361K	\$308K	\$282K	\$363K	\$378K
Percent Change from Prior Year	33%	15%	-27%	53%	11%	-5%	12%	0%	4%	27%	24%	5%	15%

## 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



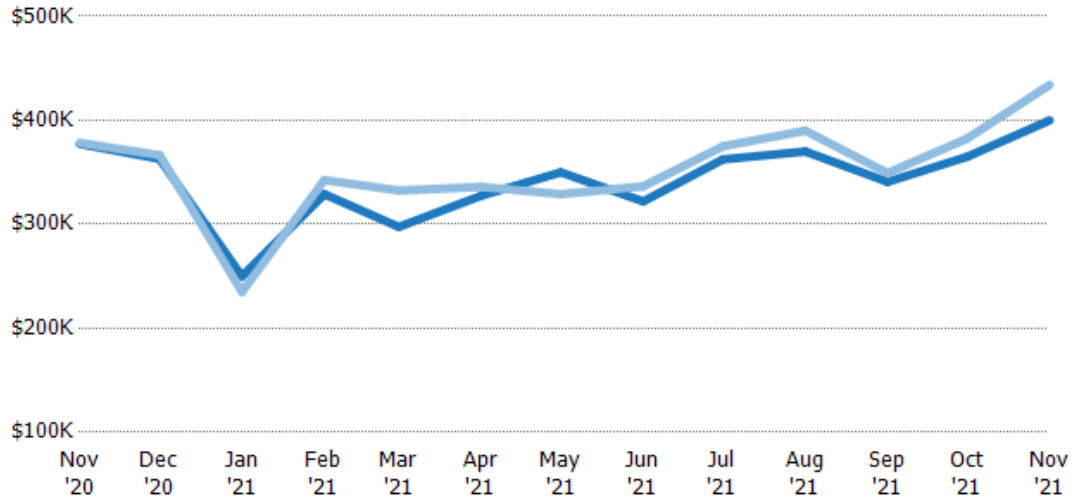
Avg List Price	\$358K	\$346K	\$305K	\$299K	\$334K	\$292K	\$287K	\$358K	\$347K	\$382K	\$341K	\$382K	\$385K
Avg Sales Price	\$366K	\$350K	\$305K	\$303K	\$340K	\$306K	\$288K	\$372K	\$365K	\$396K	\$360K	\$395K	\$402K
Avg Sales Price as a % of Avg List Price	102%	101%	100%	101%	102%	105%	100%	104%	105%	104%	105%	103%	104%

## 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



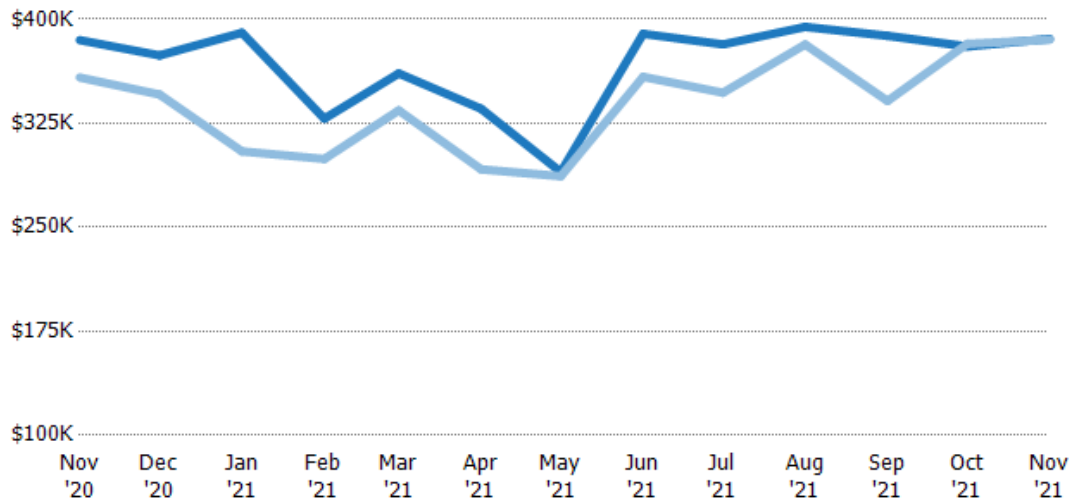
	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21
Median List Price	\$377K	\$363K	\$250K	\$329K	\$297K	\$327K	\$350K	\$322K	\$362K	\$370K	\$341K	\$365K	\$400K
Median Sales Price	\$378K	\$367K	\$235K	\$343K	\$333K	\$336K	\$329K	\$337K	\$375K	\$390K	\$349K	\$383K	\$434K
Med Sales Price as a % of Med List Price	100%	101%	94%	104%	112%	103%	94%	105%	103%	105%	102%	105%	109%

## 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



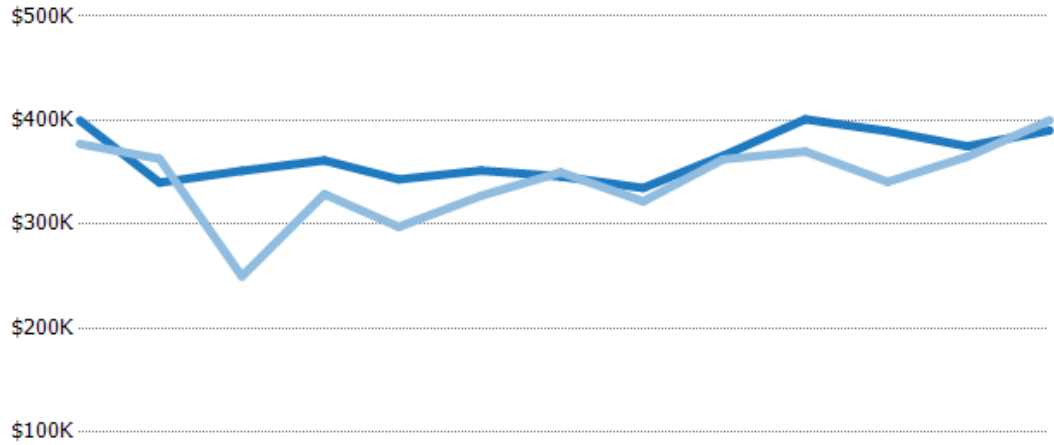
	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21
Avg Est Value	\$385K	\$374K	\$390K	\$328K	\$361K	\$335K	\$290K	\$390K	\$382K	\$394K	\$388K	\$380K	\$386K
Avg Sales Price	\$358K	\$346K	\$305K	\$299K	\$334K	\$292K	\$287K	\$358K	\$347K	\$382K	\$341K	\$382K	\$385K
Avg Sales Price as a % of Avg Est Value	93%	92%	78%	91%	93%	87%	99%	92%	91%	97%	88%	100%	100%

## 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



	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21
Median Est Value	\$400K	\$340K	\$351K	\$361K	\$343K	\$352K	\$346K	\$335K	\$366K	\$401K	\$390K	\$375K	\$390K
Median Sales Price	\$377K	\$363K	\$250K	\$329K	\$297K	\$327K	\$350K	\$322K	\$362K	\$370K	\$341K	\$365K	\$400K
Med Sales Price as a % of Med Est Value	94%	107%	71%	91%	87%	93%	101%	96%	99%	92%	87%	97%	102%