

# 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	Apr 2018	Apr 2017	+ / -	YTD 2018	YTD 2017	+ / -
sting Activity Charts Metrics						
New Listing Count	33	28	+17.9%	33	28	+17.9%
New Listing Volume	\$10,098,690	\$8,659,600	+16.6%	\$10,098,690	\$8,659,600	+16.6%
Active Listing Count	47	68	-30.9%	47	68	-30.9%
Active Listing Volume	\$17,795,604	\$25,444,727	-30.1%	\$17,795,604	\$25,444,727	-30.1%
Average Listing Price	\$378,630	\$374,187	+1.2%	\$378,630	\$374,187	+1.2%
Median Listing Price	\$350,000	\$364,900	-4.1%	\$350,000	\$364,900	-4.1%
Median Daysin RPR	53	86.5	-38.7%	53	86.5	-38.7%
Months of Inventory	_	_	-	2.5	3.4	-27.2%
Absorption Rate	_	_	+-	40.43%	29.41%	+11%
ales Activity Charts Metrics						
New Pending Sales Count	29	17	+70.6%	29	17	+70.6%
New Pending Sales Volume	\$8,299,700	\$5,193,600	+59.8%	\$8,299,700	\$5,193,600	+59.8%
Pending Sales Count	51	47	+8.5%	51	47	+8.5%
Pending Sales Volume	\$15,901,900	\$14,967,387	+6.2%	\$15,901,900	\$14,967,387	+6.2%
Closed Sales Count	13	19	-31.6%	13	19	-31.6%
Closed Sales Volume	\$3,460,128	\$4,659,544	-25.7%	\$3,460,128	\$4,659,544	-25.7%
Average Sales Price	\$266,164	\$245,239	+8.5%	\$266,164	\$245,239	+8.5%
Median Sales Price	\$259,900	\$224,000	+16%	\$259,900	\$224,000	+16%







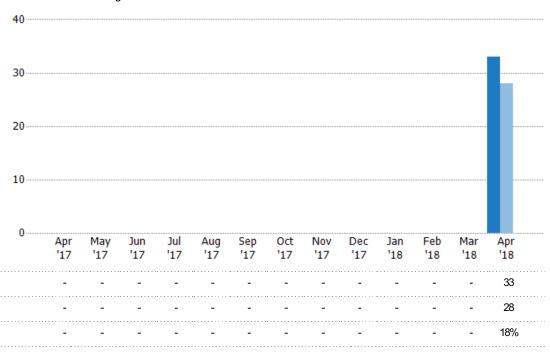
#### **New Listings**

The number of new single-family, condominium and townhome 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

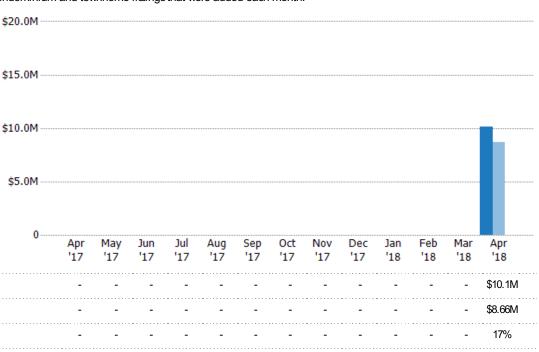
Prior Year

The sum of the listing price of single-family, condominium and townhome 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





Current Year

Percent Change from Prior Year





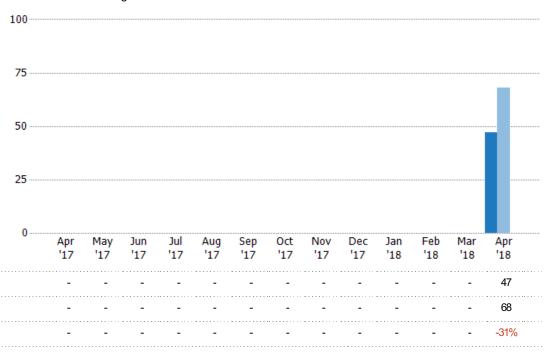
#### **Active Listings**

The number of active single-family, condominium and townhome 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



#### **Active Listing Volume**

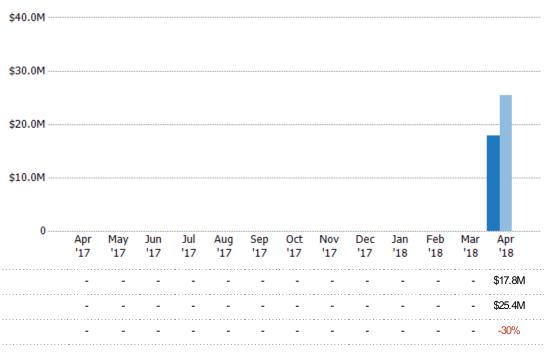
Percent Change from Prior Year

Current Year

Prior Year

The sum of the listing price of active single-family, condominium and townhome 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



Current Year

Percent Change from Prior Year





#### **Average Listing Price**

The average listing price of active single-family, condominium and townhome listings at the end of each month.

\$400K Filters Used ZIP: Essex, VT 05451, Essex Junction, VT 05452, Essex Junction, VT 05453 \$300K Property Type: Condo/Townhouse/Apt, Single Family Residence \$200K \$100K 0. Apr May Aug Sep 0ct Dec Feb Apr '17 '17 '17 '17 '17 '17 '17 '18 '18 '17 '17 '18 '18 Current Year \$379K Prior Year \$374K

### **Median Listing Price**

Percent Change from Prior Year

The median listing price of active single-family, condominium and townhome listings at the end of each month.

\$400K

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

	0 Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep	Oct	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$350K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$365K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-4%







#### 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.

\$400K Filters Used ZIP: Essex, VT 05451, Essex Junction, VT 05452, Essex Junction, \$300K VT 05453 Property Type: Condo/Townhouse/Apt, Single Family Residence \$200K \$100K 0 -Apr May 0ct Dec Apr '17 '17 '17 '17 '18 '18 '17 '17 '17 '17 '17 '18 Avg Est Value \$324K Avg Listing Price \$379K Avg Listing Price as a % of Avg Est Value 117%

#### 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.

\$400K

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

0K		 	 	 	 			
0K		 	 	 	 			
0K			 	 	 			
0								
	May '17		Sep '17			Feb '18	Mar '18	Ар '1
Apr	May					Feb	Mar	A
Apr	May					Feb	Mar	Α <sub>Ι</sub> '1



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.

	90												
Filters Used													
ZIP: Essex, VT 05451, Essex Junction, VT 05452, Essex Junction, VT 05453 Property Type: Condo/Townhouse/Apt, Single	68												
Family Residence	45												
	23												
	0												
	_												
	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	
Current Year													
Current Year Prior Year													Apr '18 53

#### Months of Inventory

The number of months it would take to exhaust active listings at the current sales rate.

1.50

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

6.00	
4.50	
3.00	

	0												
	Apr '17	May '17	Jun	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	2.47
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	3.78
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-35%







#### **Absorption Rate**

The percentage of inventory sold per month.

Filters Used

Family Residence

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

45%	

30%

15%

	0													
	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	
Current Year	-	-				-	-	-	-	-	-	-	40%	
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	26%	
Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-14%	

#### Active/Pending/Sold Units

The number of single-family, condominium and townhome 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

	0												
	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18
Active	-	-	-	-	-	-	-	-	-	-	-	-	47
Pending	-	-	-	-	-	-	-	-	-	-	-	-	51
Sold	-	-	-	-	-	-	-	-	-	-	-	-	13





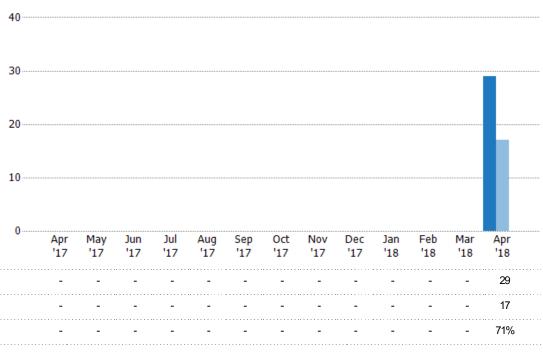
#### **New Pending Sales**

The number of single-family, condominium and townhome 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



#### New Pending Sales Volume

Percent Change from Prior Year

Current Year

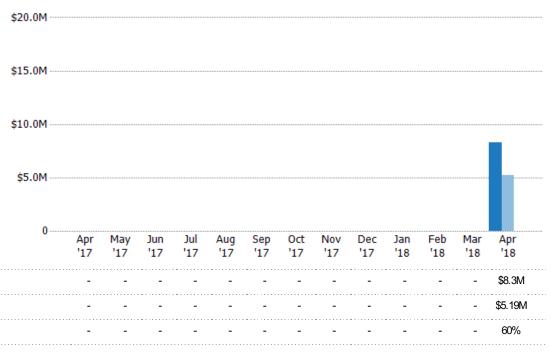
Prior Year

The sum of the sales price of single-family, condominium and townhome 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





Current Year

Percent Change from Prior Year





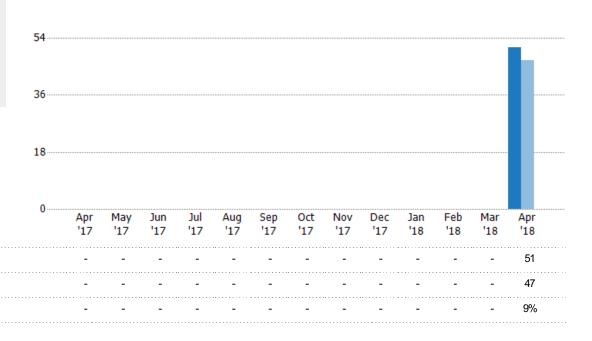
#### **Pending Sales**

The number of single-family, condominium and townhome 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



#### Pending Sales Volume

Percent Change from Prior Year

Current Year

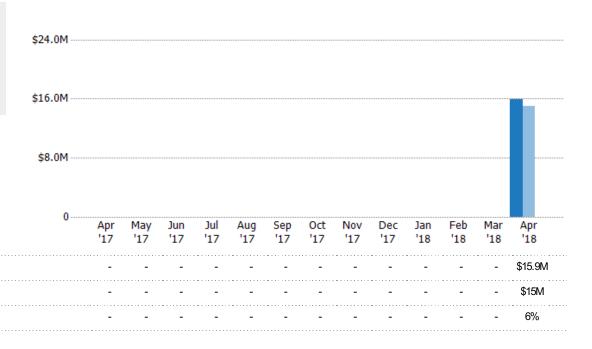
Prior Year

The sum of the sales price of single-family, condominium and townhome 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





Current Year

Percent Change from Prior Year



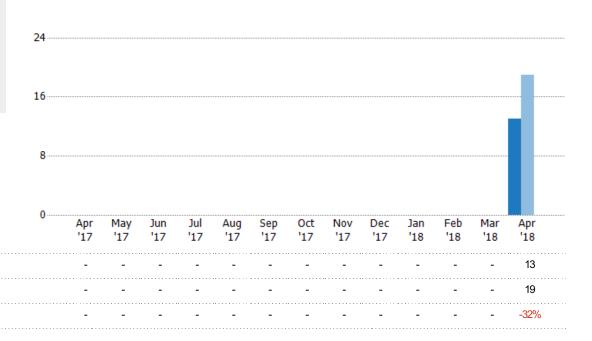


#### **Closed Sales**

The total number of single-family, condominium and townhome 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



#### **Closed Sales Volume**

Percent Change from Prior Year

The sum of the sales price of single-family, condominium and townhome properties sold each month.

Filters Used

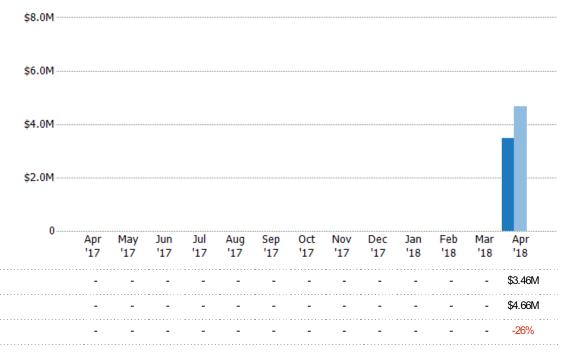
Current Year

Prior Year

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

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

Percent Change from Prior Year



Current Year



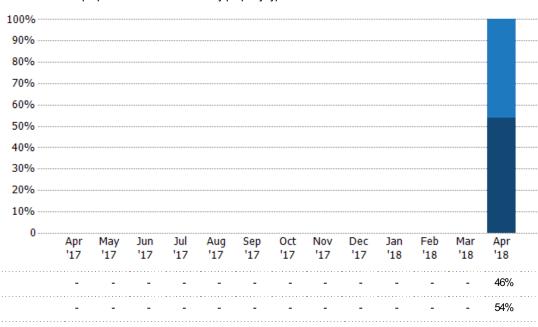


#### Closed Sales by Property Type

The percentage of single-family, condominium and townhome 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 single-family, condominium and townhome 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

\$300K \$225K \$150K \$75K Apr May Jun Jul Aug Sep 0ct Nov Dec Jan Feb Mar Apr '17 '17 '17 '17 '17 '17 '17 '17 '17 '18 '18 '18 '18 \$266K \$245K



Current Year

Percent Change from Prior Year





#### Median Sales Price

Current Year
Prior Year

The median sales price of the single-family, condominium and townhome properties sold each month.

\$300K

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

\$225K
\$150K

\$75K------

Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18
-	-	-	-	-	-	-	-	-	-	-	-	\$260K
-	-	-	-	-	-	-	-	-	-	-	-	\$224K
-				- -	- -	- -	- -	-			· · · · · · · · · · · · · · · · ·	16

#### Average Sales Price vs Average Listing Price

The average sales price as a percentage of the average listing price for properties sold each month.

\$75K-

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

\$300K
\$225K
\$150K

May Jul Aug Sep 0ct Nov Dec Jan Feb Mar Apr Apr Jun '18 \$264K \$266K



Avg List Price

Avg Sales Price

Avg Sales Price as a % of Avg List Price



101%

100%



# 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.

\$300K

\$75K

Filters Used

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

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

Median List Price

Median Sales Price

\$225K
\$150K

0 .. Apr May 0ct Apr '17 '17 '17 '17 '17 '18 '17 '17 '17 '17 '18 '18 \$260K \$260K

#### 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.

\$300K

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

5K			 	 						
)K			 	 						
EV.										
JK										
•	May '17	Jun		 						
0 Apr	May	Jun	 	 0ct '17		Dec '17	Jan '18	Feb '18	Mar	Apı
0 Apr	May	Jun	 	 0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar	Apr '18



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.

HII	ters	Used	
_			

Filters Used	\$300K												
ZIP: Essex, VT 05451, Essex Junction, VT 05452, Essex Junction, VT 05453 Property Type: Condo/Townhouse/Apt, Single	\$225K												
Family Residence	\$150K												
	\$75K												
	0				Aug			Nov	Dec	Jan	Feb	Mar	 Apr
	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	'17	'17	'18	'18	'18	Apr '18
Median Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$229K
Median Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$260K
Med Sales Price as a % of Med Est Value	-	- -	-	-	-	-	-	-	-	-	-	-	113%



