

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	+ / -
Listing Activity Charts Metrics						
New Listing Count	59	42	+40.5%	59	42	+40.5%
New Listing Volume	\$19,967,335	\$13,195,100	+51.3%	\$19,967,335	\$13,195,100	+51.3%
Active Listing Count	76	118	-35.6%	76	118	-35.6%
Active Listing Volume	\$31,963,104	\$46,697,227	-31.6%	\$31,963,104	\$46,697,227	-31.6%
Average Listing Price	\$420,567	\$395,739	+6.3%	\$420,567	\$395,739	+6.3%
Median Listing Price	\$373,875	\$375,000	-0.3%	\$373,875	\$375,000	-0.3%
Median Daysin RPR	47	102	-53.9%	47	102	-53.9%
Months of Inventory	_	_	-	2.9	4.2	-30.6%
Absorption Rate	_	_	+-	34.21%	23.73%	+10.5%
Sales Activity Charts Metrics						
New Pending Sales Count	54	34	+58.8%	54	34	+58.8%
New Pending Sales Volume	\$17,339,245	\$10,234,500	+69.4%	\$17,339,245	\$10,234,500	+69.4%
Pending Sales Count	83	78	+6.4%	83	78	+6.4%
Pending Sales Volume	\$27,545,500	\$25,550,087	+7.8%	\$27,545,500	\$25,550,087	+7.8%
Closed Sales Count	24	26	-7.7%	24	26	-7.7%
Cloæd Sales Volume	\$7,553,618	\$6,860,544	+10.1%	\$7,553,618	\$6,860,544	+10.1%
Average Sales Price	\$314,734	\$263,867	+19.3%	\$314,734	\$263,867	+19.3%
Median Sales Price	\$303,000	\$238,000	+27.3%	\$303,000	\$238,000	+27.3%





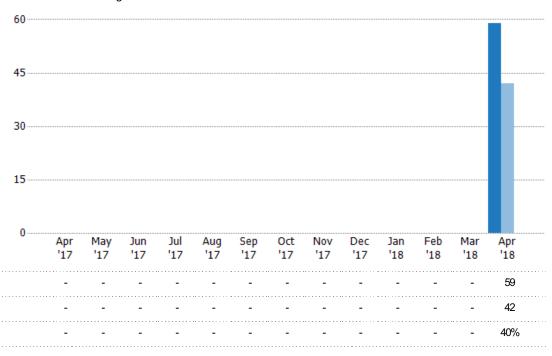


New Listings

The number of new single-family, condominium and townhome listings that were added each month.

Filters Used

ZIP: Essex Junction, VT 05452,
Williston, VT 05495
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.

Eilters Used

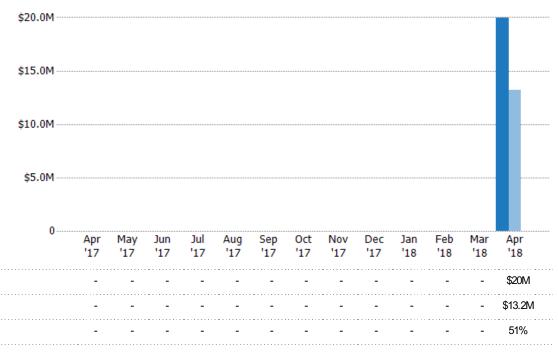
ZIP: Essex Junction, VT 05452,
Williston, VT 05495

Property Type:
Condo/Townhouse/Apt, Single

Family Residence

Current Year

Percent Change from Prior Year









Active Listings

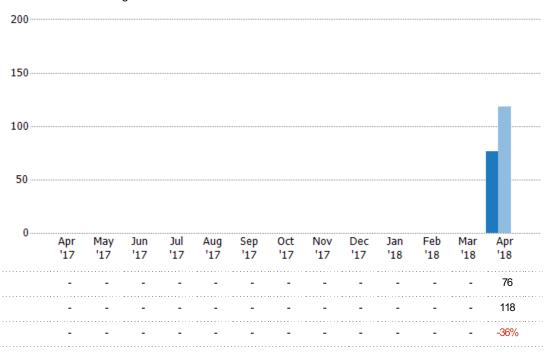
The number of active single-family, condominium and townhome listings at the end of each month.

Filters Used ZIP: Essex Junction, VT 05452,

Current Year

Prior Year

Williston, VT 05495 Property Type: Condo/Townhouse/Apt, Single Family Residence

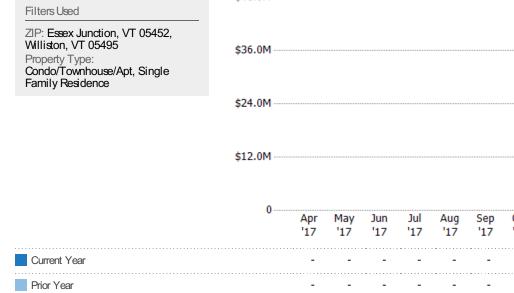


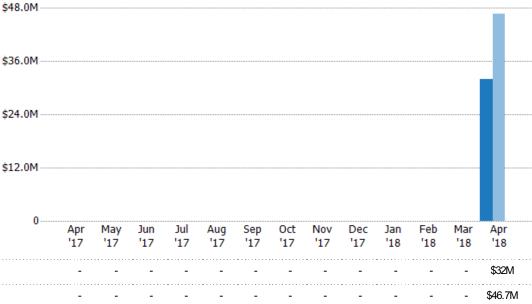
Active Listing Volume

Percent Change from Prior Year

Percent Change from Prior Year

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









Average Listing Price

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

\$500K

Filters Used

ZIP: Essex Junction, VT 05452, Williston, VT 05495 Property Type: Condo/Townhouse/Apt, Single Family Residence

\$375K
\$250K
\$125K
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	-	-	-	-	-	-	-	-	-	-	-	-	\$421K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$396K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	6%

Median Listing Price

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

Filters Used

ZIP: Essex Junction, VT 05452, Williston, VT 05495 Property Type: Condo/Townhouse/Apt, Single Family Residence

Percent Change from Prior Year

0K												
0K												
0K												
0												
0												Арі
0	May '17	Jun '17 -	Jul '17	Aug '17	Sep '17	0ct '17 -	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Арі '18
0	May '17	Jun '17 -	Jul '17	Aug '17 -	Sep '17 -	0ct '17 -	Nov '17 -	Dec '17	Jan '18 - -	Feb '18 -	Mar '18 -	Apr '18 \$374 \$375



Current Year
Prior Year





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 Junction, VT 05452,
Williston, VT 05495
Property Type:
Condo/Townhouse/Apt, Single
Family Residence

\$375K		 	 	 		 		
\$250K		 	 	 		 		
\$125K		 		 		 		
_								
Apr	May				Dec '17		Mar '18	Apr '18
Apr	May						Mar	Apr
Apr	May						Mar '18	Apr '18

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

Filters Used

Avg Est Value

Avg Listing Price

ZIP: Essex Junction, VT 05452, Williston, VT 05495 Property Type: Condo/Townhouse/Apt, Single Family Residence

Avg Listing Price as a % of Avg Est Value

Κ		 	 	 	 			•••••
Κ								
0		 	 	 	 			
_	May '17							
_						Feb '18		Ap '18
_						Feb '18	Mar '18	Ap:



Median Est Value

Median Listing Price

Med Listing Price as a $\%\,\mathrm{of}\,$ Med Est Value



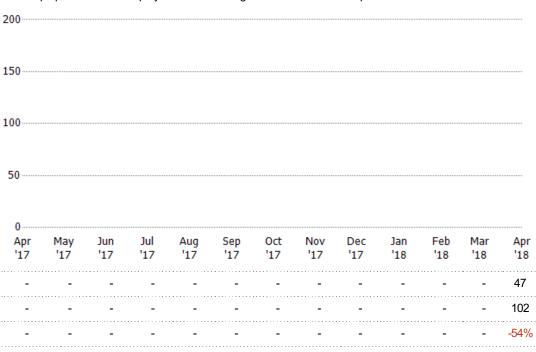


Median Days in RPR

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

Filters Used

ZIP: Essex Junction, VT 05452,
WIlliston, VT 05495
Property Type:
Condo/Townhouse/Apt, Single
Family Residence



Months of Inventory

Percent Change from Prior Year

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

Filters Used

Current Year

Prior Year

ZIP: Essex Junction, VT 05452, WIlliston, VT 05495 Property Type: Condo/Townhouse/Apt, Single Family Residence 6.00 4.00 2.00 0 Apr May Jun Jul Aug Sep 0ct Νον Dec Feb Mar Apr Jan '17 '17 '17 '17 '17 '17 '18 2.92 4.21



Current Year

Percent Change from Prior Year





Absorption Rate

The percentage of inventory sold per month.

Filters Used

ZIP: Essex Junction, VT 05452, Williston, VT 05495 Property Type: Condo/Townhouse/Apt, Single Family Residence

30%			 	 	 	 		
20%					 	 		
10%			 	 	 	 		
0								
0						 Feb		
0 Apr	May	Jun				 Feb	Mar	Ap

Active/Pending/Sold Units

The number of single-family, condominium and townhome properties that were Active, Pending and Sold each month.

90

Filters Used

Current Year
Prior Year

Change from Prior Year

ZIP: Essex Junction, VT 05452, Williston, VT 05495 Property Type: Condo/Townhouse/Apt, Single Family Residence

68												
45												
23												
•	May											_
Apr	May '17	Jun	Jul	Aug	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb	Mar	Apr '18
Apr	May	Jun	Jul	Aug	Sep '17	Oct '17	Nov	Dec '17	Jan '18	Feb	Mar '18 -	Apr '18
Apr	May	Jun	Jul	Aug	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb	Mar '18 -	Apr '18 76 83

Active Pending

Sold



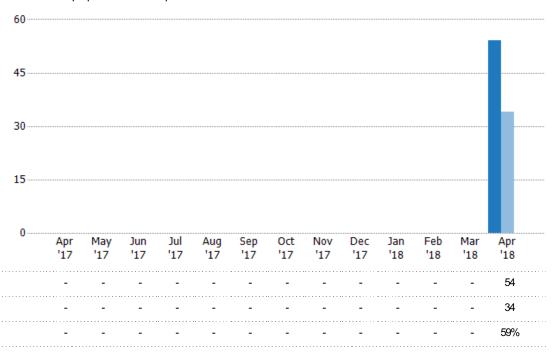


New Pending Sales

The number of single-family, condominium and townhome properties with accepted offers that were added each month.

Filters Used

ZIP: Essex Junction, VT 05452,
Williston, VT 05495
Property Type:
Condo/Townhouse/Apt, Single
Family Residence



New Pending Sales Volume

Percent Change from Prior Year

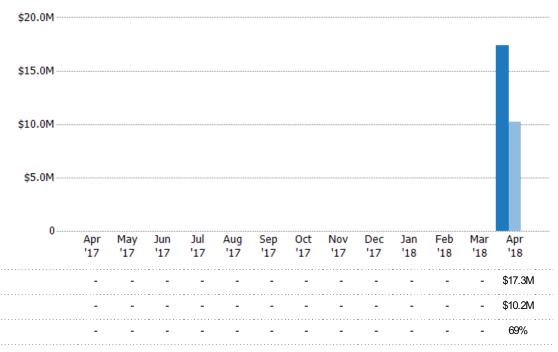
Current Year

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 Junction, VT 05452,
Williston, VT 05495
Property Type:
Condo/Townhouse/Apt, Single
Family Residence





Current Year

Percent Change from Prior Year



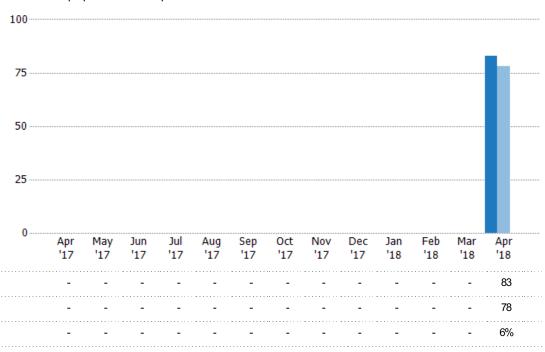


Pending Sales

The number of single-family, condominium and townhome properties with accepted offers that were available at the end each month.

Filters Used

ZIP: Essex Junction, VT 05452,
Williston, VT 05495
Property Type:
Condo/Townhouse/Apt, Single
Family Residence



Pending Sales Volume

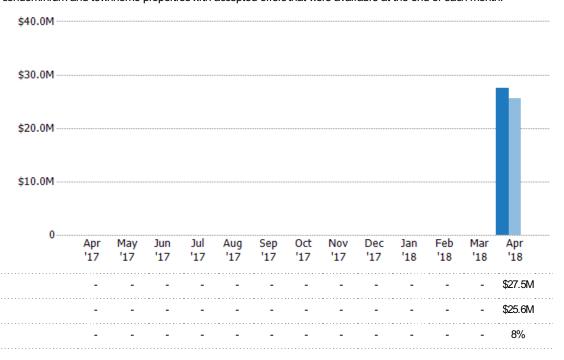
Percent Change from Prior Year

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.

ZIP: Essex Junction, VT 05452, Williston, VT 05495 Property Type: Condo/Townhouse/Apt, Single Family Residence





Current Year

Percent Change from Prior Year





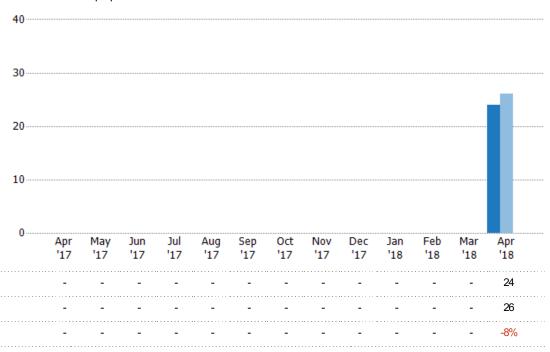
Closed Sales

The total number of single-family, condominium and townhome properties sold each month.

Filters Used

Williston, VT 05495 Property Type: Condo/Townhouse/Apt, Single Family Residence

ZIP: Essex Junction, VT 05452,



Closed Sales Volume

Percent Change from Prior Year

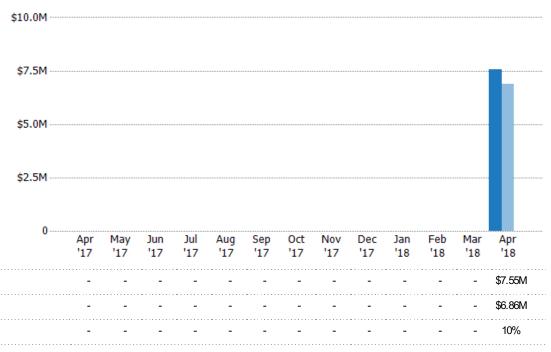
The sum of the sales price of single-family, condominium and townhome properties sold each month.

Filters Used

Current Year

Prior Year

ZIP: Essex Junction, VT 05452, WIlliston, VT 05495 Property Type: Condo/Townhouse/Apt, Single Family Residence





Current Year

Percent Change from Prior Year





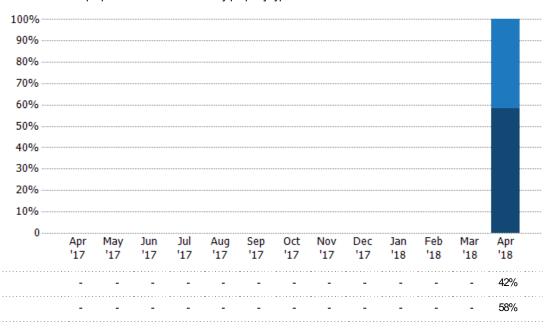
Closed Sales by Property Type

The percentage of single-family, condominium and townhome properties sold each month by property type.

Filters Used

WIlliston, VT 05495 Property Type: Condo/Townhouse/Apt, Single Family Residence

ZIP: Essex Junction, VT 05452,



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

Current Year
Prior Year

Percent Change from Prior Year

ZIP: Essex Junction, VT 05452, WIlliston, VT 05495 Property Type: Condo/Townhouse/Apt, Single Family Residence

\$400K												
\$300K												
\$200K												
\$100K												
0												
Apr	May '17	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr
'1/	'1/	'1/	'1/					'1/			'18	'18
=	-	-	-	-	-	-	-	-	-	-	-	\$315K
-	-	-	-	-	-	-	-	-	-	-	-	\$264K





27%



Market Data Report

Median Sales Price

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

Filters Used

ZIP: Essex Junction, VT 05452, WIlliston, VT 05495 Property Type: Condo/Townhouse/Apt, Single Family Residence

JUK						
00K	 	 	 	 	 	
00K	 	 	 	 	 	
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Average Sales Price vs Average Listing Price

The average sales price as a percentage of the average listing price for properties sold each month. \$400K

Filters Used

Current Year
Prior Year

ZIP: Essex Junction, VT 05452, Williston, VT 05495 Property Type: Condo/Townhouse/Apt, Single Family Residence

Percent Change from Prior Year

200K	······	 										
100K	······	 										
				Λυσ								_
Δ	Apr			Aug '17							Mar '18	Apr '18
Δ	Apr			Aug '17	Sep '17	Oct '17	Nov '17		Jan '18	Feb '18	Mar '18	Apr '18
Δ	Apr		Jul '17 -	Aug '17	Sep '17	0ct '17 -	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18



Avg List Price

Avg Sales Price

Avg Sales Price as a % of Avg List Price





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	\$400K												
ZIP: Essex Junction, VT 05452, Williston, VT 05495 Property Type: Condo/Townhouse/Apt, Single Family Residence	\$300K												
	\$200K												
	\$100K												
	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
Median List Price	-	-	-	-	-	-	-	-	-	-	-	-	\$293K
Median Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$303K
Med Sales Price as a % of Med List Price	_	-	-	-	-	-	-	-	-	-	-	-	103%

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 Junction, VT 05452, WIlliston, VT 05495 Property Type: Condo/Townhouse/Apt, Single Family Residence

00K	 	 								
								•••••		
00K	 	 								
•			_			_	-			
0 Apr '17		Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18
Apr		Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18
Apr		Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18		'18
Apr		Aug '17	Sep '17	0ct '17 -	Nov '17 -	Dec '17	Jan '18	Feb '18 -	'18	



Avg Est Value Avg Sales Price

Avg Sales Price as a % of Avg Est Value





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.

	\$300K ······												
Filters Used													
ZIP: Essex Junction, VT 05452, WIlliston, VT 05495 Property Type: Condo/Townhouse/Apt, Single Family Residence	\$225K												
	\$150K												
	\$75K												
	0								D				
	Apr '17	May '17	Jun '17	Jui '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar	Apr
											1.8	118	'18
					17	17					18	'18	'18
Median Est Value	-	-	-	-	-	-		-	-	-	-	- 18	'18 \$248k
Median Est Value Median Sales Price	-	- - -	- -	-	-	-	-	-	- -	-			



