

## 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	Jan 2019	Jan 2018	+ / -	YTD 2019	YTD 2018	+ / -
<b>Listing Activity Charts Metrics</b>						
New Listing Count	32	33	-3%	507	476	+6.5%
New Listing Volume	\$10,240,390	\$11,355,645	-9.8%	\$167,321,291	\$155,282,731	+7.8%
Active Listing Count	100	70	+42.9%	N/A	N/A	
Active Listing Volume	\$38,297,086	\$27,346,456	+40%	N/A	N/A	
Average Listing Price	\$382,971	\$390,664	-2%	\$391,191	\$366,824	+6.6%
Median Listing Price	\$359,825	\$357,950	+0.5%	\$358,808	\$352,040	+1.9%
Median Days in RPR	123.5	123.5	±	79.4	91.36	-13.1%
Months of Inventory	3.8	2.3	+70.3%	6.3	2.8	+123.2%
Absorption Rate	26%	44.29%	-18.3%	16%	35.71%	-19.7%
<b>Sales Activity Charts Metrics</b>						
New Pending Sales Count	21	33	-36.4%	439	452	-2.9%
New Pending Sales Volume	\$7,178,000	\$11,318,495	-36.6%	\$139,822,668	\$141,198,674	-1%
Pending Sales Count	38	48	-20.8%	N/A	N/A	
Pending Sales Volume	\$14,000,169	\$16,454,345	-14.9%	N/A	N/A	
Closed Sales Count	23	16	+43.8%	382	416	-8.2%
Closed Sales Volume	\$7,729,858	\$4,105,991	+88.3%	\$118,636,889	\$126,877,545	-6.5%
Average Sales Price	\$336,081	\$256,624	+31%	\$310,568	\$304,994	+1.8%
Median Sales Price	\$311,900	\$224,000	+39.2%	\$301,019	\$293,243	+2.7%

## New Listings

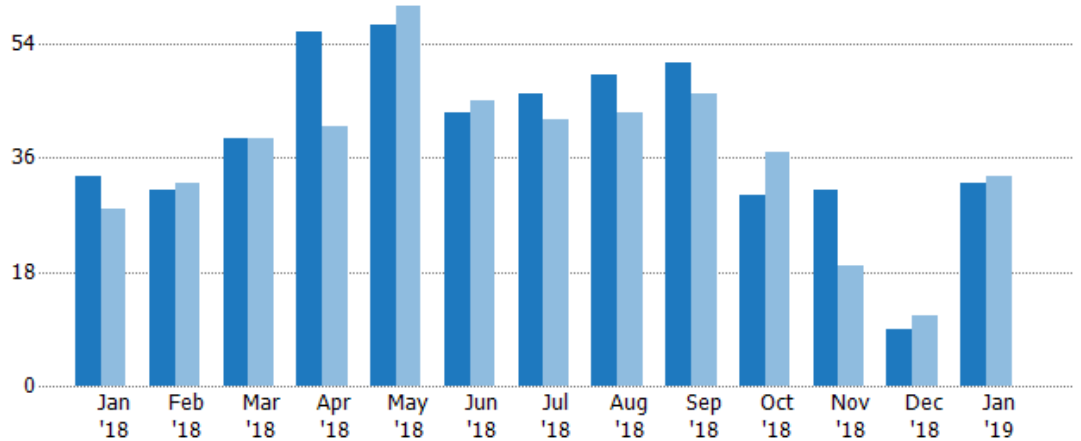
The number of new residential listings that were added each month.

### Filters Used

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

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

Month/ Year	Count	% Chg.
Jan '19	32	-3%
Jan '18	33	17.9%
Jan '17	28	21.4%



Current Year	33	31	39	56	57	43	46	49	51	30	31	9	32
Prior Year	28	32	39	41	60	45	42	43	46	37	19	11	33
Percent Change from Prior Year	18%	-3%	0%	37%	-5%	-4%	10%	14%	11%	-19%	63%	-18%	-3%

## New Listing Volume

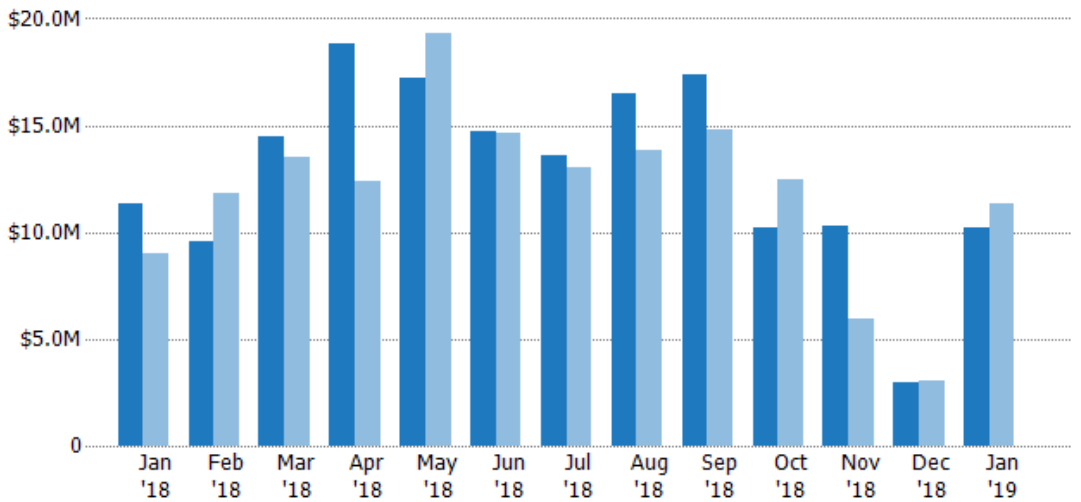
The sum of the listing price of residential listings that were added each month.

### Filters Used

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

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

Month/ Year	Volume	% Chg.
Jan '19	\$10.2M	-9.8%
Jan '18	\$11.4M	25.7%
Jan '17	\$9.03M	17.2%



Current Year	\$11.4M	\$9.55M	\$14.5M	\$18.9M	\$17.2M	\$14.7M	\$13.6M	\$16.5M	\$17.3M	\$10.2M	\$10.3M	\$2.97M	\$10.2M
Prior Year	\$9.03M	\$11.8M	\$13.5M	\$12.4M	\$19.3M	\$14.7M	\$13M	\$13.9M	\$14.8M	\$12.5M	\$5.97M	\$3.01M	\$11.4M
Percent Change from Prior Year	26%	-19%	7%	52%	-11%	0%	4%	19%	17%	-18%	72%	-1%	-10%

## Active Listings

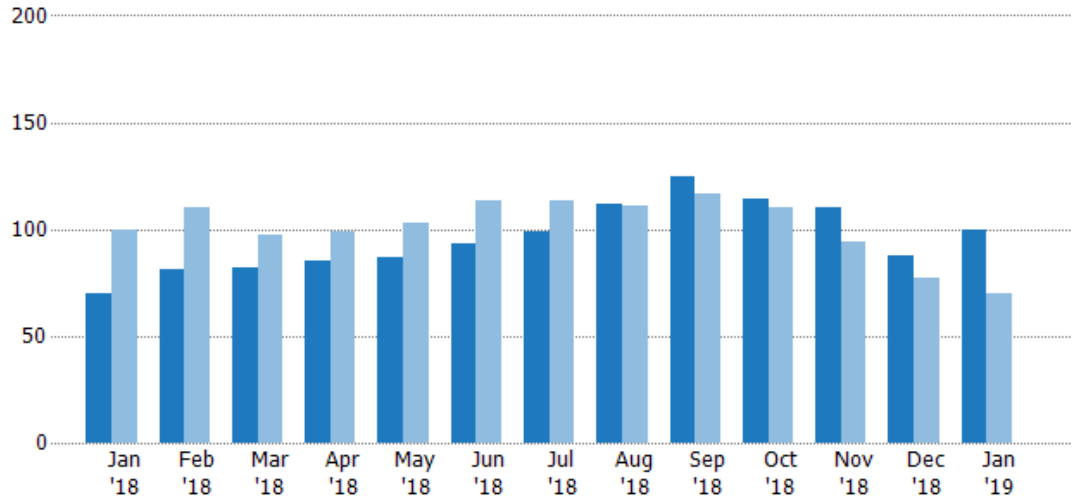
The number of active residential listings at the end of each month.

### Filters Used

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

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

Month/ Year	Count	% Chg.
Jan '19	100	42.9%
Jan '18	70	-30%
Jan '17	100	29%



Current Year	70	81	82	85	87	93	99	112	125	114	110	88	100
Prior Year	100	110	97	99	103	113	113	111	117	110	94	77	70
Percent Change from Prior Year	-30%	-26%	-15%	-14%	-16%	-18%	-12%	1%	7%	4%	17%	14%	43%

## Active Listing Volume

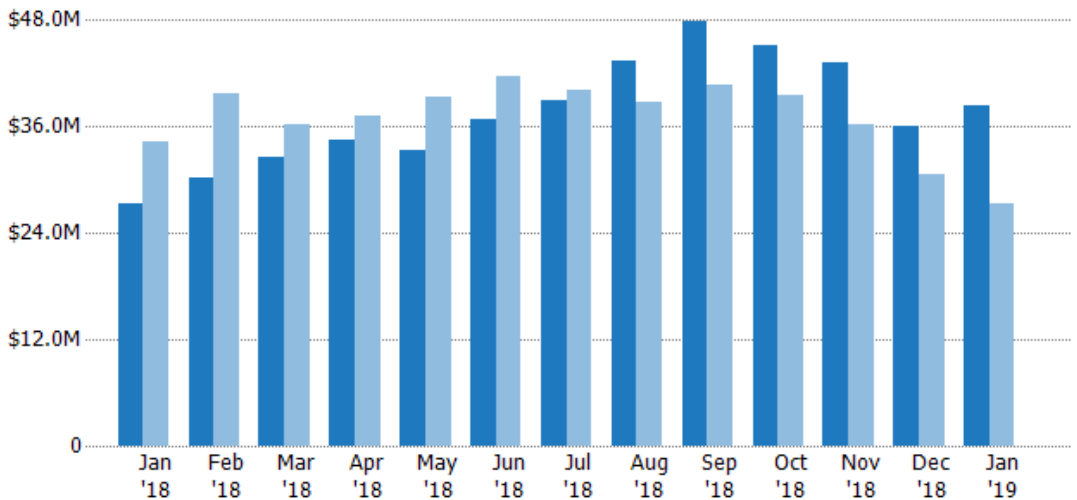
The sum of the listing price of active residential listings at the end of each month.

### Filters Used

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

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

Month/ Year	Volume	% Chg.
Jan '19	\$38.3M	40%
Jan '18	\$27.3M	-20.2%
Jan '17	\$34.3M	30.9%



Current Year	\$27.3M	\$30.2M	\$32.6M	\$34.5M	\$33.2M	\$36.9M	\$38.9M	\$43.4M	\$47.9M	\$45.1M	\$43.1M	\$36M	\$38.3M
Prior Year	\$34.3M	\$39.7M	\$36.3M	\$37.2M	\$39.4M	\$41.7M	\$40.1M	\$38.8M	\$40.8M	\$39.6M	\$36.3M	\$30.6M	\$27.3M
Percent Change from Prior Year	-20%	-24%	-10%	-7%	-16%	-12%	-3%	12%	18%	14%	19%	18%	40%

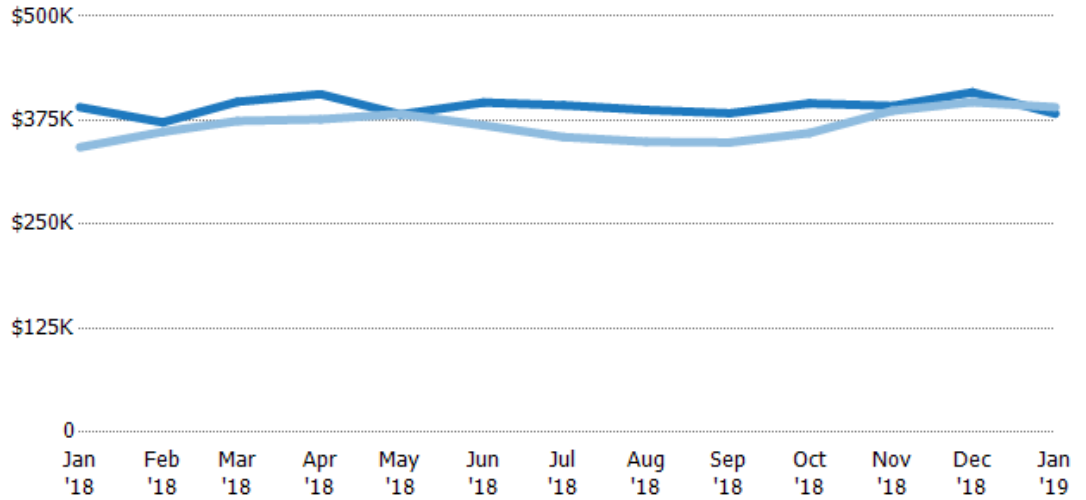
## Average Listing Price

The average listing price of active residential 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

Month/ Year	Price	% Chg.
Jan '19	\$383K	-2%
Jan '18	\$391K	14%
Jan '17	\$343K	1.5%



Current Year	\$391K	\$373K	\$397K	\$406K	\$382K	\$396K	\$393K	\$387K	\$383K	\$395K	\$392K	\$409K	\$383K
Prior Year	\$343K	\$361K	\$374K	\$376K	\$383K	\$369K	\$355K	\$349K	\$348K	\$360K	\$386K	\$397K	\$391K
Percent Change from Prior Year	14%	3%	6%	8%	0%	7%	11%	11%	10%	10%	1%	3%	-2%

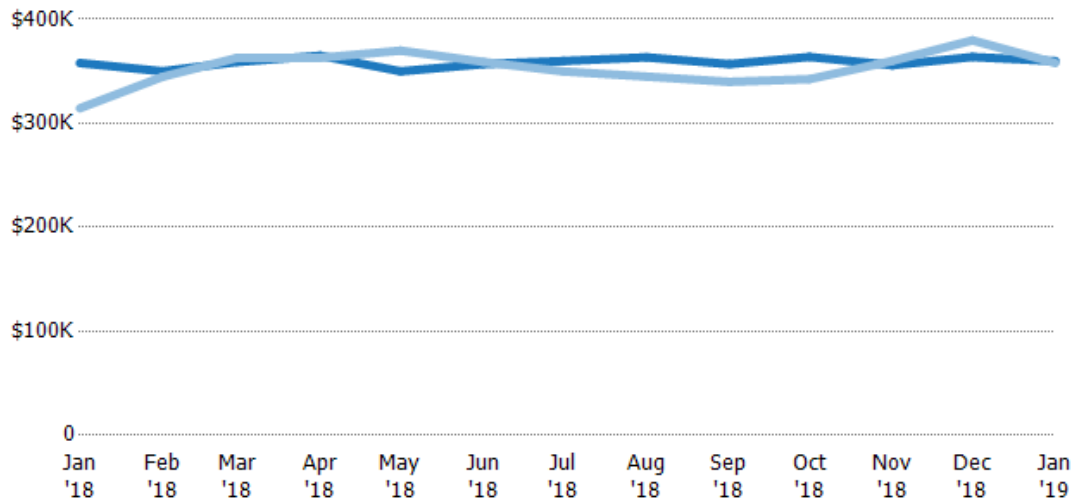
## Median Listing Price

The median listing price of active residential 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

Month/ Year	Price	% Chg.
Jan '19	\$360K	0.5%
Jan '18	\$358K	13.8%
Jan '17	\$315K	4.9%



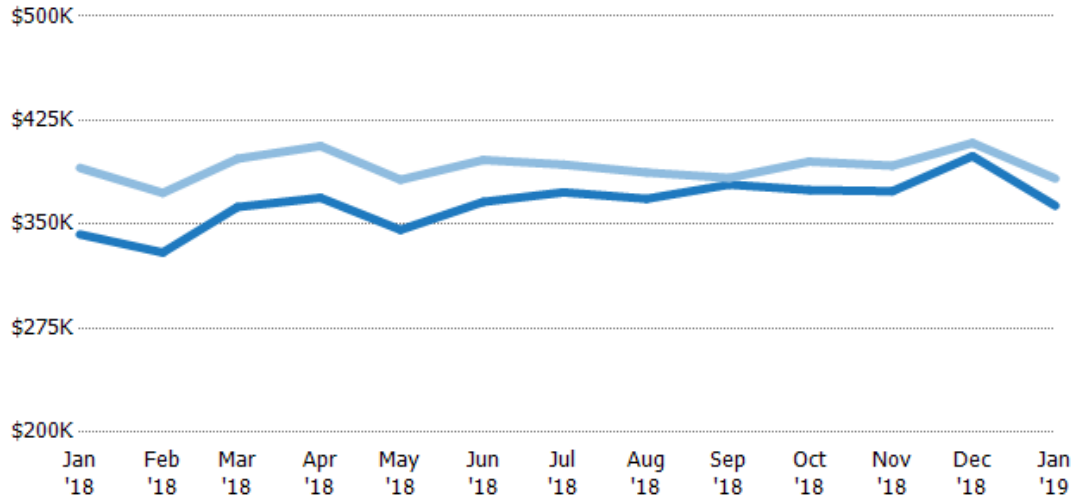
Current Year	\$358K	\$350K	\$359K	\$365K	\$350K	\$357K	\$360K	\$363K	\$357K	\$364K	\$356K	\$364K	\$360K
Prior Year	\$315K	\$345K	\$363K	\$363K	\$370K	\$359K	\$350K	\$345K	\$340K	\$342K	\$360K	\$380K	\$358K
Percent Change from Prior Year	14%	2%	-1%	1%	-5%	-1%	3%	5%	5%	6%	-1%	-4%	1%

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



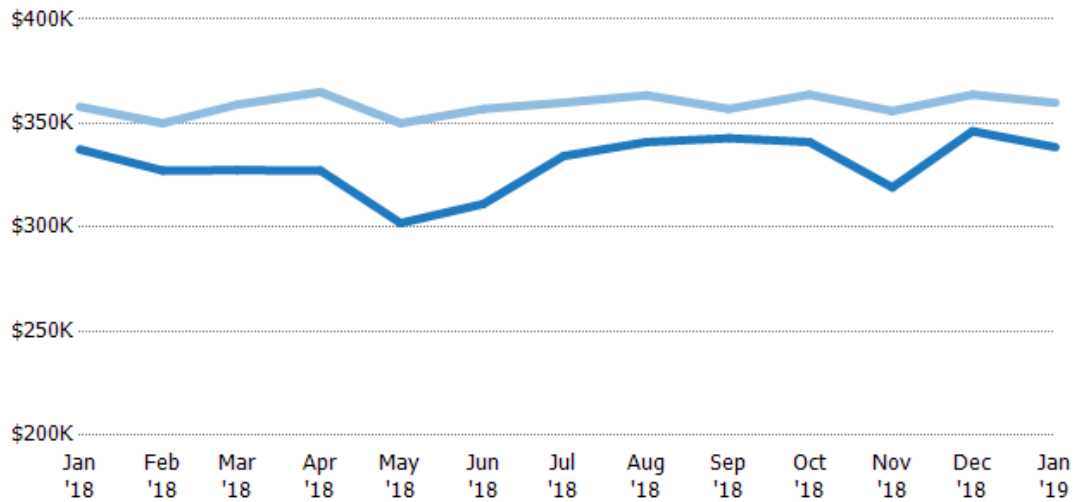
Avg Est Value	\$343K	\$330K	\$362K	\$369K	\$346K	\$366K	\$373K	\$368K	\$379K	\$375K	\$374K	\$399K	\$363K
Avg Listing Price	\$391K	\$373K	\$397K	\$406K	\$382K	\$396K	\$393K	\$387K	\$383K	\$395K	\$392K	\$409K	\$383K
Avg Listing Price as a % of Avg Est Value	114%	113%	110%	110%	110%	108%	105%	105%	101%	105%	105%	102%	105%

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



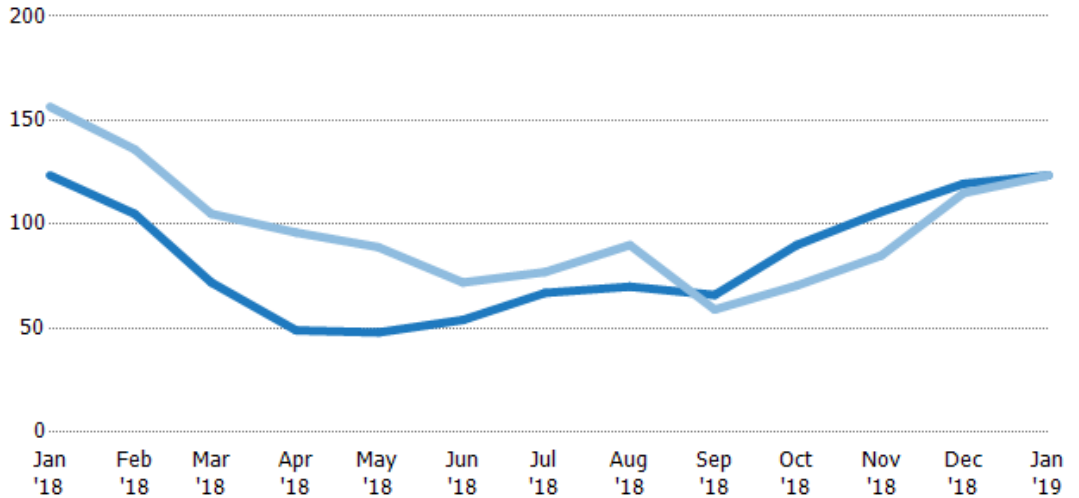
Median Est Value	\$337K	\$327K	\$327K	\$327K	\$302K	\$311K	\$334K	\$341K	\$343K	\$341K	\$319K	\$346K	\$338K
Median Listing Price	\$358K	\$350K	\$359K	\$365K	\$350K	\$357K	\$360K	\$363K	\$357K	\$364K	\$356K	\$364K	\$360K
Med Listing Price as a % of Med Est Value	106%	107%	110%	112%	116%	115%	108%	107%	104%	107%	112%	105%	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 Junction, VT 05452,  
Williston, VT 05495  
Property Type:  
Condo/Townhouse/Apt, Single  
Family Residence



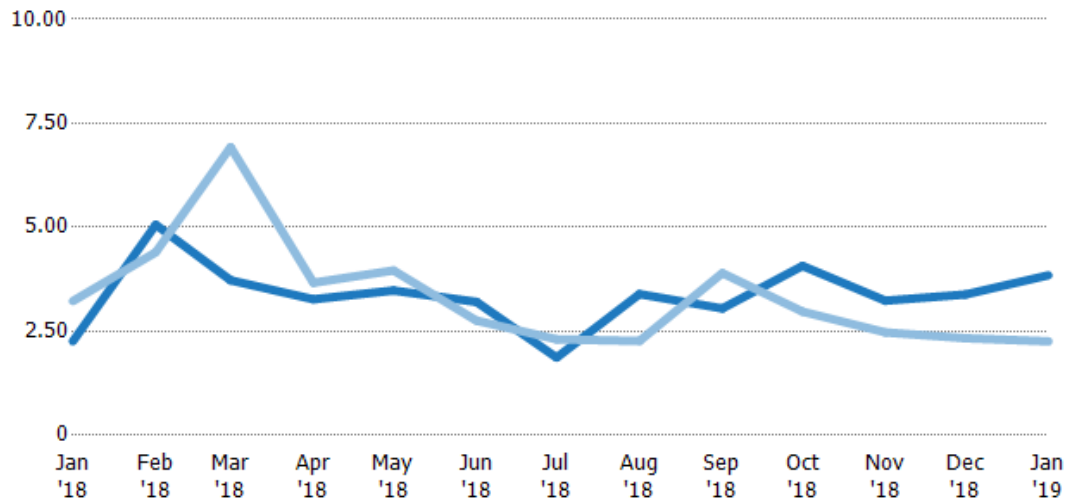
	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19
Current Year	124	105	72	49	48	54	67	70	66	90	106	120	124
Prior Year	157	136	105	96	89	72	77	90	59	70.5	85	115	124
Percent Change from Prior Year	-21%	-23%	-31%	-49%	-46%	-25%	-13%	-22%	12%	28%	25%	4%	0%

## Months of Inventory

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

### Filters Used

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



	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19
Current Year	2.26	5.06	3.73	3.27	3.48	3.21	1.87	3.39	3.05	4.07	3.24	3.38	3.85
Prior Year	3.23	4.4	6.93	3.67	3.96	2.76	2.31	2.27	3.9	2.97	2.47	2.33	2.26
Percent Change from Prior Year	-30%	15%	-46%	-11%	-12%	16%	-19%	50%	-22%	37%	31%	45%	70%

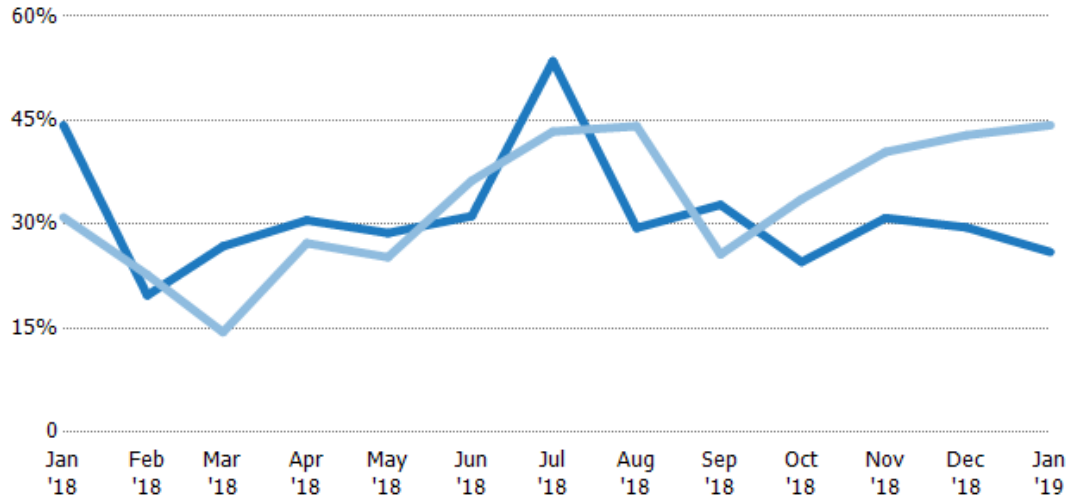
## Absorption Rate

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

Month/ Year	Rate	Chg.
Jan '19	26%	18.3%
Jan '18	44%	-13.3%
Jan '17	31%	-67.5%



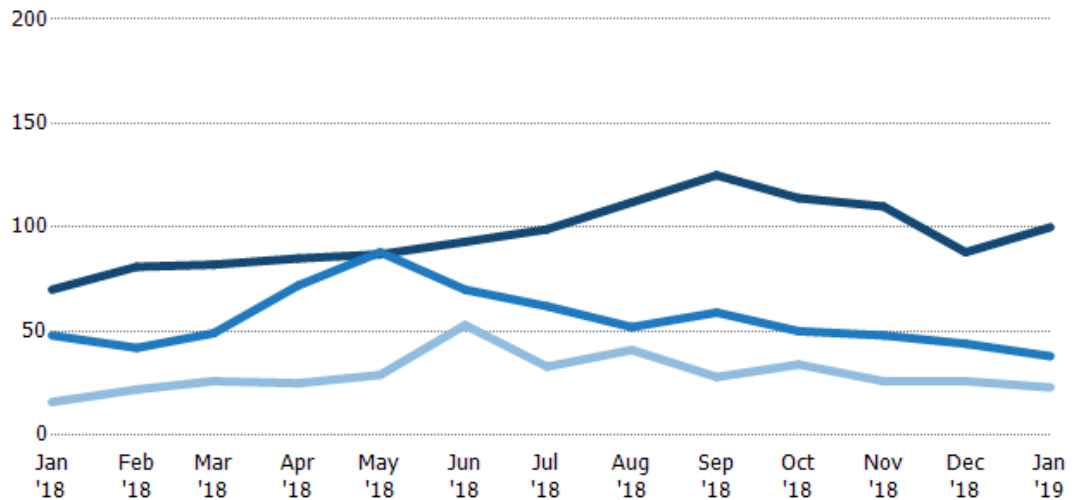
	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19
Current Year	44%	20%	27%	31%	29%	31%	54%	29%	33%	25%	31%	30%	26%
Prior Year	31%	23%	14%	27%	25%	36%	43%	44%	26%	34%	40%	43%	44%
Change from Prior Year	-13%	3%	-12%	-3%	-3%	5%	-10%	15%	-7%	9%	10%	13%	18%

## Active/Pending/Sold Units

The number of residential properties that were Active, Pending and Sold each month.

### Filters Used

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



	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19
Active	70	81	82	85	87	93	99	112	125	114	110	88	100
Pending	48	42	49	72	88	70	62	52	59	50	48	44	38
Sold	16	22	26	25	29	53	33	41	28	34	26	26	23

## New Pending Sales

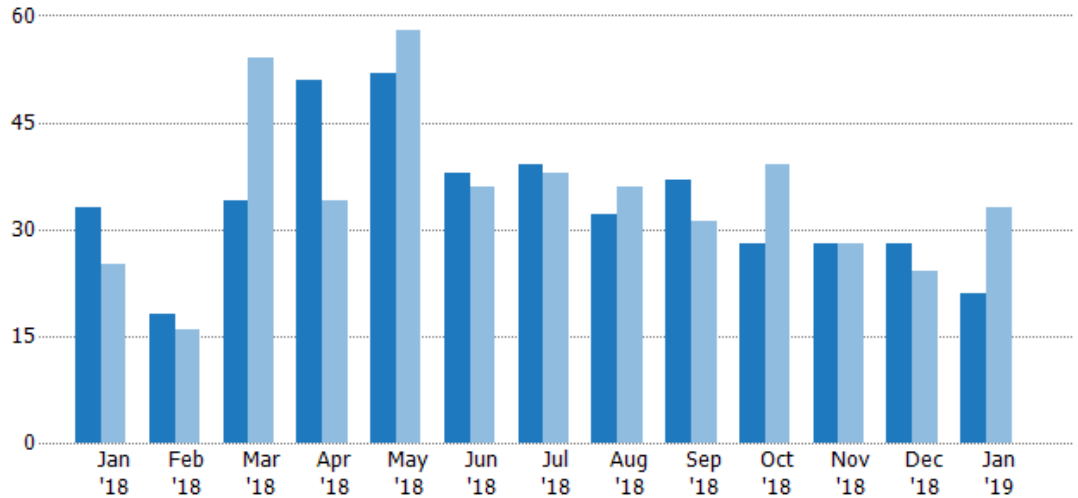
The number of residential properties with accepted offers that were added each month.

### Filters Used

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

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

Month/ Year	Count	% Chg.
Jan '19	21	-36.4%
Jan '18	33	32%
Jan '17	25	-16%



	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19
Current Year	33	18	34	51	52	38	39	32	37	28	28	28	21
Prior Year	25	16	54	34	58	36	38	36	31	39	28	24	33
Percent Change from Prior Year	32%	13%	-37%	50%	-10%	6%	3%	-11%	19%	-28%	0%	17%	-36%

## New Pending Sales Volume

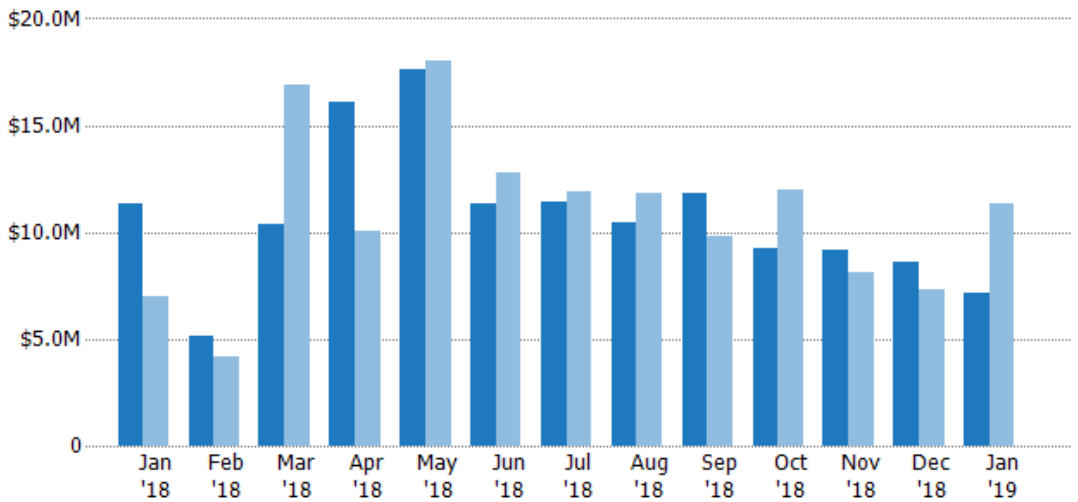
The sum of the sales price of residential properties with accepted offers that were added each month.

### Filters Used

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

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

Month/ Year	Volume	% Chg.
Jan '19	\$7.18M	-36.6%
Jan '18	\$11.3M	61.6%
Jan '17	\$7M	0%



	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19
Current Year	\$11.3M	\$5.16M	\$10.4M	\$16.1M	\$17.6M	\$11.3M	\$11.4M	\$10.4M	\$11.8M	\$9.28M	\$9.18M	\$8.64M	\$7.18M
Prior Year	\$7M	\$4.18M	\$16.9M	\$10M	\$18.1M	\$12.8M	\$11.9M	\$11.8M	\$9.79M	\$12M	\$8.13M	\$7.35M	\$11.3M
Percent Change from Prior Year	62%	23%	-39%	61%	-3%	-11%	-4%	-11%	21%	-23%	13%	17%	-37%



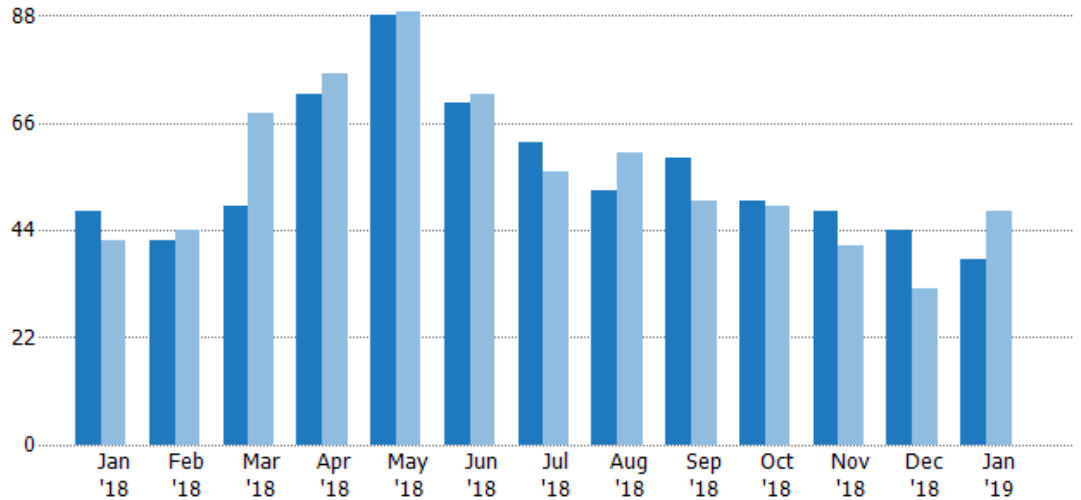
## Pending Sales

The number of residential 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

Month/ Year	Count	% Chg.
Jan '19	38	-20.8%
Jan '18	48	14.3%
Jan '17	42	-2.4%



	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19
Current Year	48	42	49	72	88	70	62	52	59	50	48	44	38
Prior Year	42	44	68	76	89	72	56	60	50	49	41	32	48
Percent Change from Prior Year	14%	-5%	-28%	-5%	-1%	-3%	11%	-13%	18%	2%	17%	38%	-21%

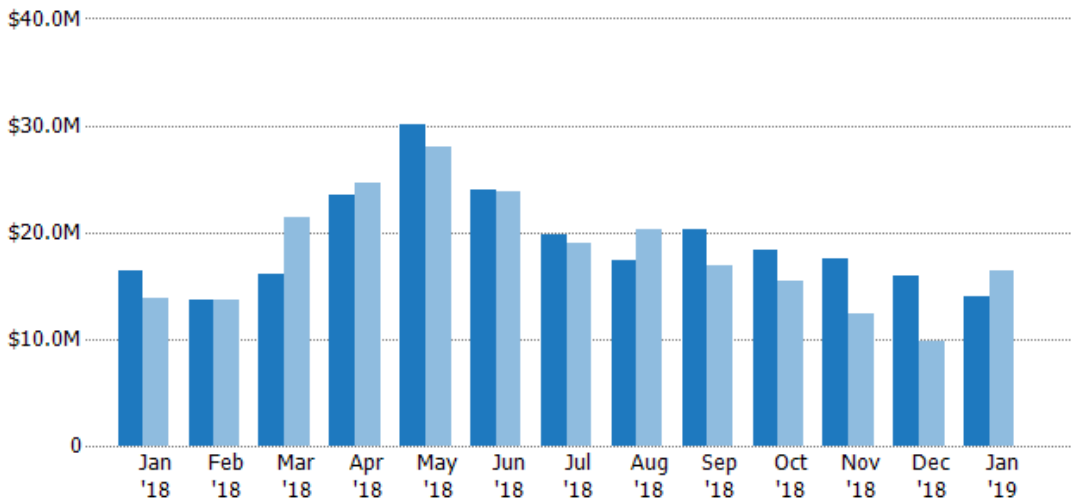
## Pending Sales Volume

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

Month/ Year	Volume	% Chg.
Jan '19	\$14M	-14.9%
Jan '18	\$16.5M	19.5%
Jan '17	\$13.8M	-6.7%



	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19
Current Year	\$16.5M	\$13.6M	\$16.1M	\$23.5M	\$30.1M	\$24M	\$19.7M	\$17.4M	\$20.3M	\$18.2M	\$17.6M	\$15.9M	\$14M
Prior Year	\$13.8M	\$13.6M	\$21.4M	\$24.5M	\$28M	\$23.9M	\$18.9M	\$20.3M	\$16.9M	\$15.5M	\$12.3M	\$9.78M	\$16.5M
Percent Change from Prior Year	20%	0%	-25%	-4%	7%	1%	4%	-14%	20%	18%	43%	62%	-15%

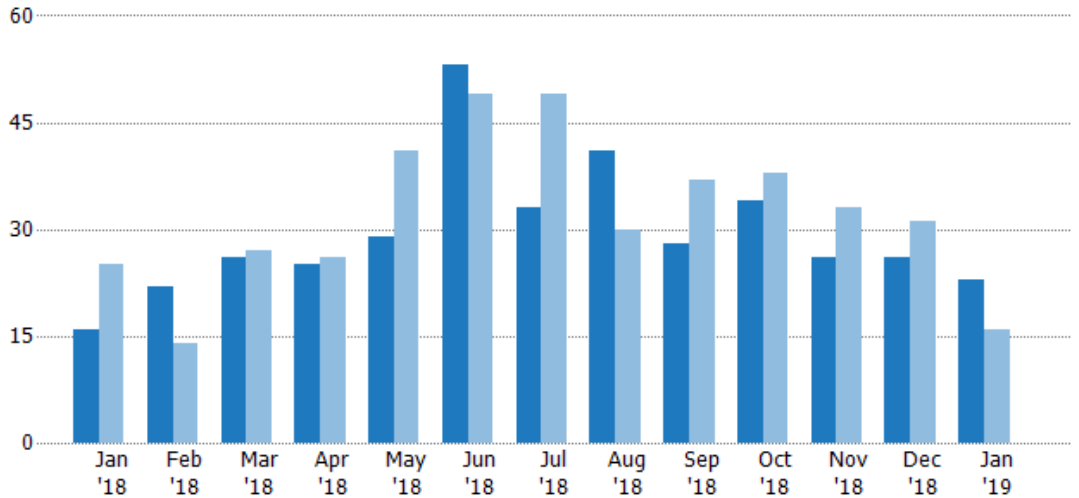
## Closed Sales

The total number of residential properties sold each month.

### Filters Used

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

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



Month/Year	Count	% Chg.
Jan '19	23	43.8%
Jan '18	16	-36%
Jan '17	25	-4%

Month/Year	Count	% Chg.
Jan '19	23	43.8%
Jan '18	16	-36%
Jan '17	25	-4%

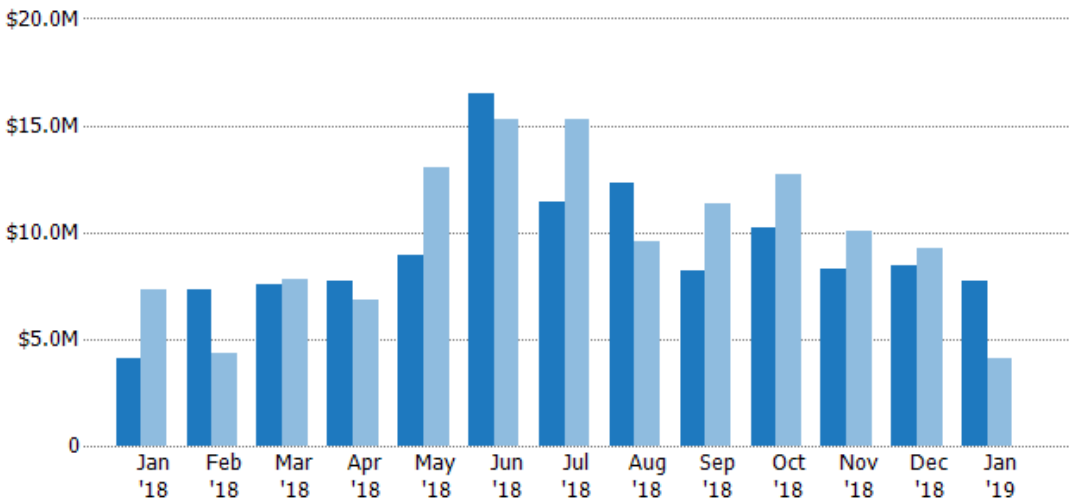
## Closed Sales Volume

The sum of the sales price of residential properties sold each month.

### Filters Used

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

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



Month/Year	Volume	% Chg.
Jan '19	\$7.73M	88.3%
Jan '18	\$4.11M	-43.6%
Jan '17	\$7.28M	-12%

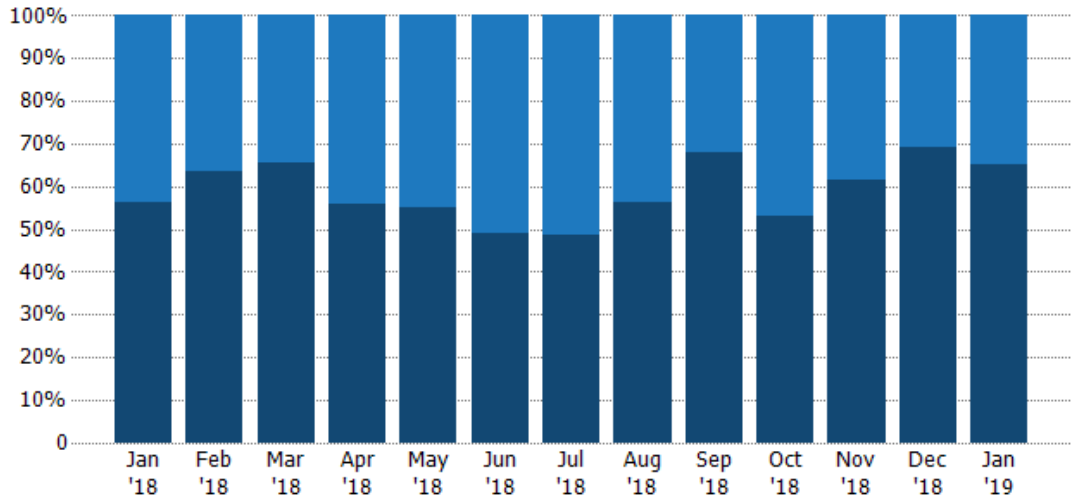
Month/Year	Volume	% Chg.
Jan '19	\$7.73M	88.3%
Jan '18	\$4.11M	-43.6%
Jan '17	\$7.28M	-12%

## Closed Sales by Property Type

The percentage of residential properties sold each month by property type.

### Filters Used

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



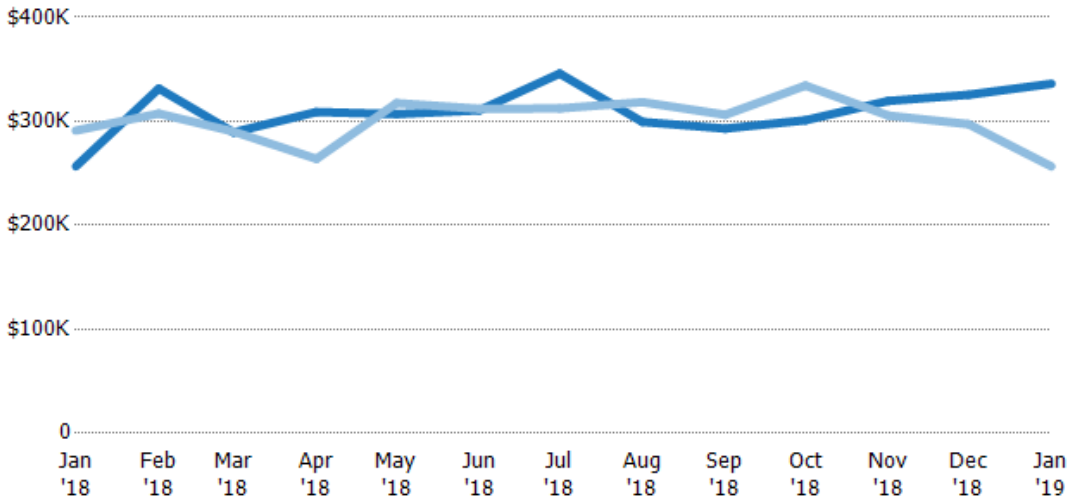
Condo/Townhouse	44%	36%	35%	44%	45%	51%	52%	44%	32%	47%	38%	31%	35%
Single Family Residence	56%	64%	65%	56%	55%	49%	48%	56%	68%	53%	62%	69%	65%

## Average Sales Price

The average sales price of the residential properties sold each month.

### Filters Used

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



Current Year	\$257K	\$331K	\$289K	\$309K	\$307K	\$311K	\$346K	\$299K	\$293K	\$301K	\$320K	\$326K	\$336K
Prior Year	\$291K	\$307K	\$290K	\$264K	\$317K	\$312K	\$312K	\$318K	\$306K	\$334K	\$306K	\$297K	\$257K
Percent Change from Prior Year	-12%	8%	0%	17%	-3%	0%	11%	-6%	-4%	-10%	5%	9%	31%

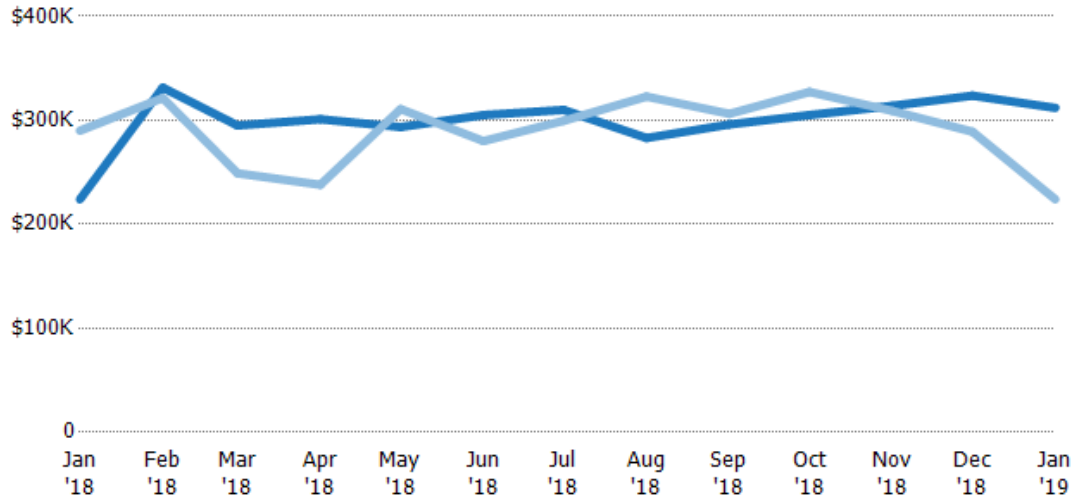
## Median Sales Price

The median sales price of the residential properties sold each month.

### Filters Used

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

Month/ Year	Price	% Chg.
Jan '19	\$312K	39.2%
Jan '18	\$224K	-22.8%
Jan '17	\$290K	-16.7%



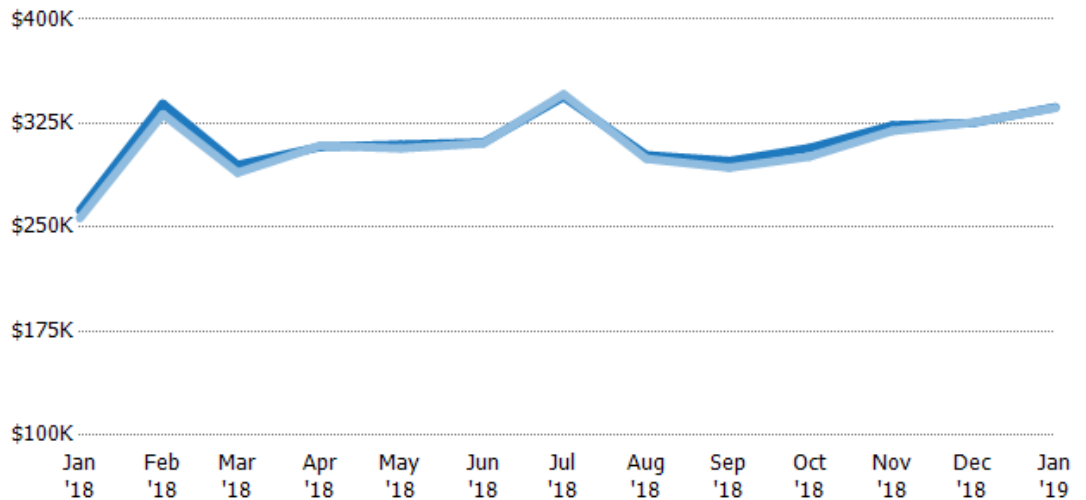
Current Year	\$224K	\$331K	\$295K	\$301K	\$294K	\$305K	\$310K	\$283K	\$296K	\$305K	\$314K	\$324K	\$312K
Prior Year	\$290K	\$321K	\$249K	\$238K	\$311K	\$280K	\$300K	\$323K	\$306K	\$327K	\$309K	\$289K	\$224K
Percent Change from Prior Year	-23%	3%	18%	26%	-6%	9%	4%	-12%	-3%	-7%	2%	12%	39%

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



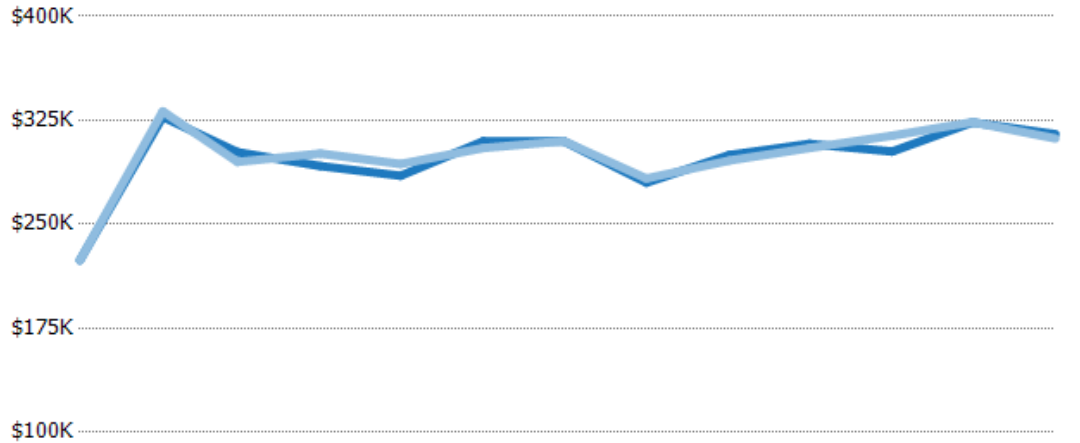
Avg List Price	\$262K	\$339K	\$295K	\$308K	\$310K	\$311K	\$344K	\$302K	\$298K	\$307K	\$323K	\$325K	\$337K
Avg Sales Price	\$257K	\$331K	\$289K	\$309K	\$307K	\$311K	\$346K	\$299K	\$293K	\$301K	\$320K	\$326K	\$336K
Avg Sales Price as a % of Avg List Price	98%	98%	98%	100%	99%	100%	101%	99%	98%	98%	99%	100%	100%

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



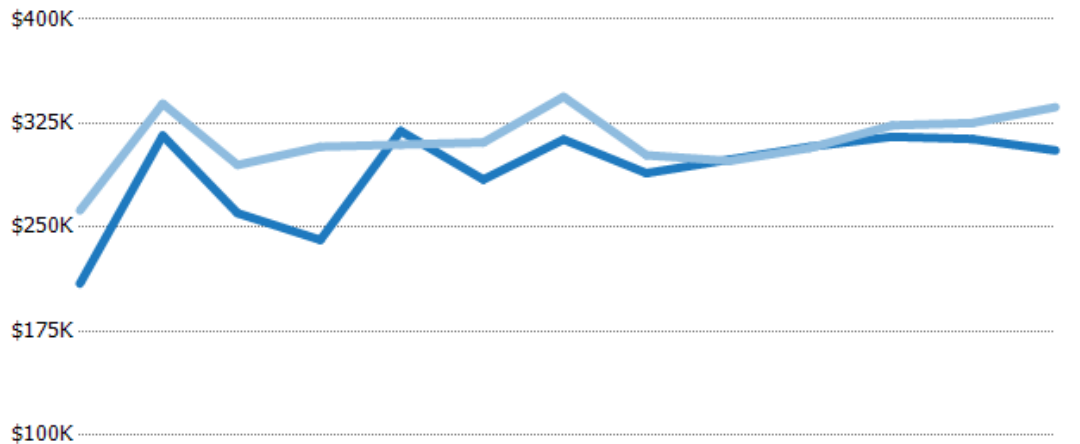
	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19
Median List Price	\$224K	\$327K	\$302K	\$292K	\$285K	\$310K	\$310K	\$280K	\$300K	\$308K	\$303K	\$323K	\$315K
Median Sales Price	\$224K	\$331K	\$295K	\$301K	\$294K	\$305K	\$310K	\$283K	\$296K	\$305K	\$314K	\$324K	\$312K
Med Sales Price as a % of Med List Price	100%	101%	98%	103%	103%	98%	100%	101%	99%	99%	104%	100%	99%

## 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



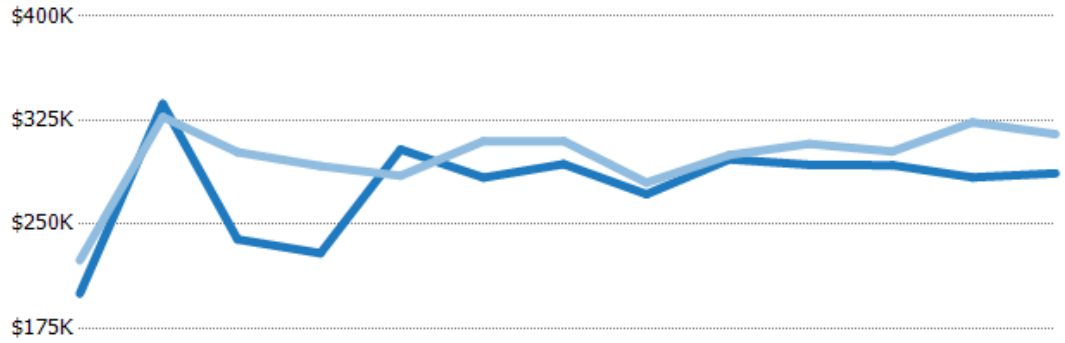
	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19
Avg Est Value	\$209K	\$316K	\$260K	\$241K	\$319K	\$284K	\$313K	\$289K	\$299K	\$308K	\$315K	\$314K	\$305K
Avg Sales Price	\$262K	\$339K	\$295K	\$308K	\$310K	\$311K	\$344K	\$302K	\$298K	\$307K	\$323K	\$325K	\$337K
Avg Sales Price as a % of Avg Est Value	125%	107%	113%	128%	97%	109%	110%	104%	100%	100%	103%	104%	110%

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



	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19
Median Est Value	\$200K	\$337K	\$239K	\$229K	\$304K	\$284K	\$293K	\$272K	\$297K	\$293K	\$293K	\$284K	\$287K
Median Sales Price	\$224K	\$327K	\$302K	\$292K	\$285K	\$310K	\$310K	\$280K	\$300K	\$308K	\$303K	\$323K	\$315K
Med Sales Price as a % of Med Est Value	112%	97%	126%	127%	94%	109%	106%	103%	101%	105%	103%	114%	110%