

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	Feb 2019	Feb 2018	+ / -	YTD 2019	YTD 2018	+ / -
Listing Activity Charts Metrics						
New Listing Count	22	31	-29%	54	64	-15.6%
New Listing Volume	\$7,944,800	\$9,552,399	-16.8%	\$18,700,290	\$20,908,044	-10.6%
Active Listing Count	90	79	+13.9%	N/A	N/A	
Active Listing Volume	\$36,024,636	\$29,523,453	+22%	N/A	N/A	
Average Listing Price	\$400,274	\$373,715	+7.1%	\$394,172	\$382,402	+3.1%
Median Listing Price	\$365,625	\$356,900	+2.4%	\$362,518	\$357,871	+1.3%
Median Days in RPR	135	93	+45.2%	128.61	104.08	+23.6%
Months of Inventory	3.9	4.9	-20.7%	4.9	3.8	+29.9%
Absorption Rate	25.56%	20.25%	+5.3%	20.42%	26.53%	-6.1%
Sales Activity Charts Metrics						
New Pending Sales Count	28	18	+55.6%	46	51	-9.8%
New Pending Sales Volume	\$9,478,650	\$5,156,800	+83.8%	\$15,701,950	\$16,475,295	-4.7%
Pending Sales Count	52	43	+20.9%	N/A	N/A	
Pending Sales Volume	\$18,277,500	\$14,077,395	+29.8%	N/A	N/A	
Closed Sales Count	13	23	-43.5%	36	39	-7.7%
Closed Sales Volume	\$4,493,628	\$7,456,950	-39.7%	\$12,223,486	\$11,562,941	+5.7%
Average Sales Price	\$345,664	\$324,215	+6.6%	\$339,541	\$296,486	+14.5%
Median Sales Price	\$299,000	\$318,000	-6%	\$307,242	\$279,436	+10%

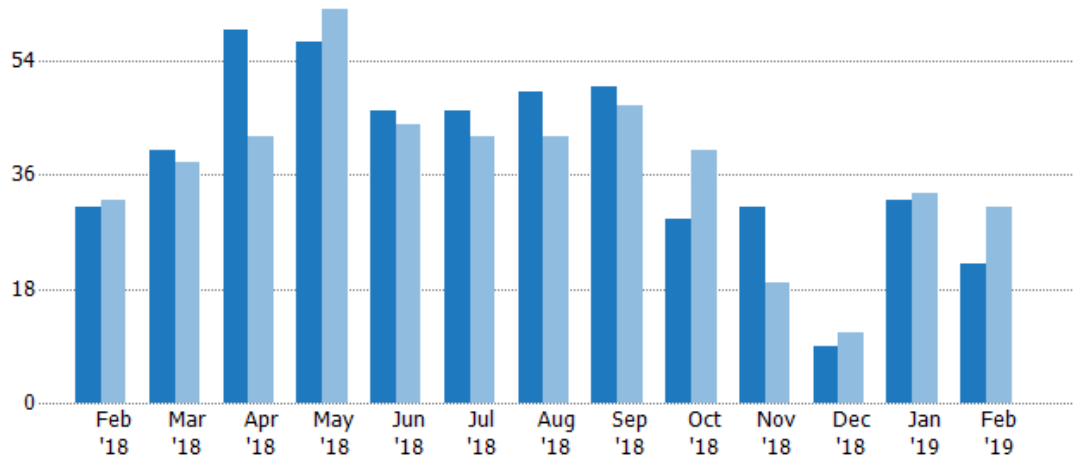
New Listings

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.
Feb '19	22	-29%
Feb '18	31	-3.1%
Feb '17	32	25%



Current Year	31	40	59	57	46	46	49	50	29	31	9	32	22
Prior Year	32	38	42	62	44	42	42	47	40	19	11	33	31
Percent Change from Prior Year	-3%	5%	40%	-8%	5%	10%	17%	6%	-28%	63%	-18%	-3%	-29%

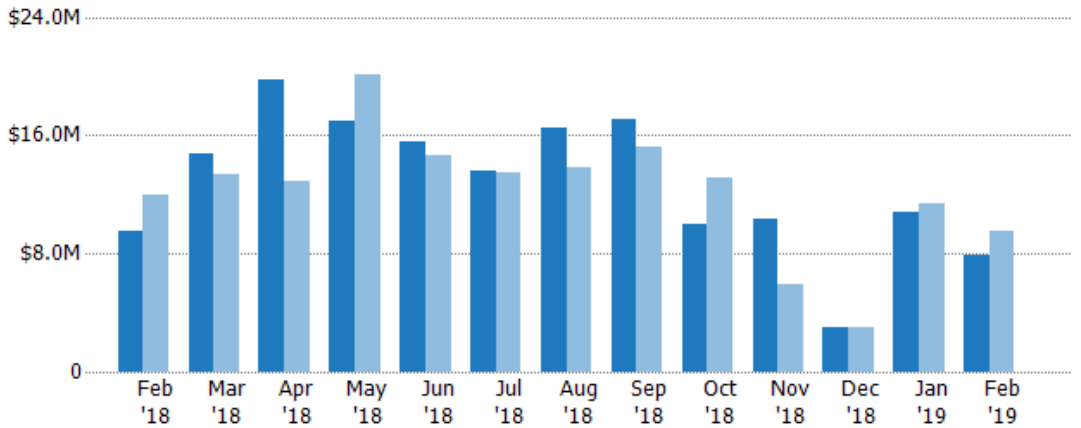
New Listing Volume

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.
Feb '19	\$7.94M	-16.8%
Feb '18	\$9.55M	-20.1%
Feb '17	\$12M	28%



Current Year	\$9.55M	\$14.7M	\$19.8M	\$17M	\$15.6M	\$13.6M	\$16.5M	\$17.1M	\$9.97M	\$10.3M	\$2.96M	\$10.8M	\$7.94M
Prior Year	\$12M	\$13.4M	\$12.9M	\$20.1M	\$14.7M	\$13.5M	\$13.9M	\$15.2M	\$13.2M	\$5.97M	\$3.01M	\$11.4M	\$9.55M
Percent Change from Prior Year	-20%	10%	54%	-15%	6%	1%	19%	12%	-24%	72%	-2%	-5%	-17%

Active Listings

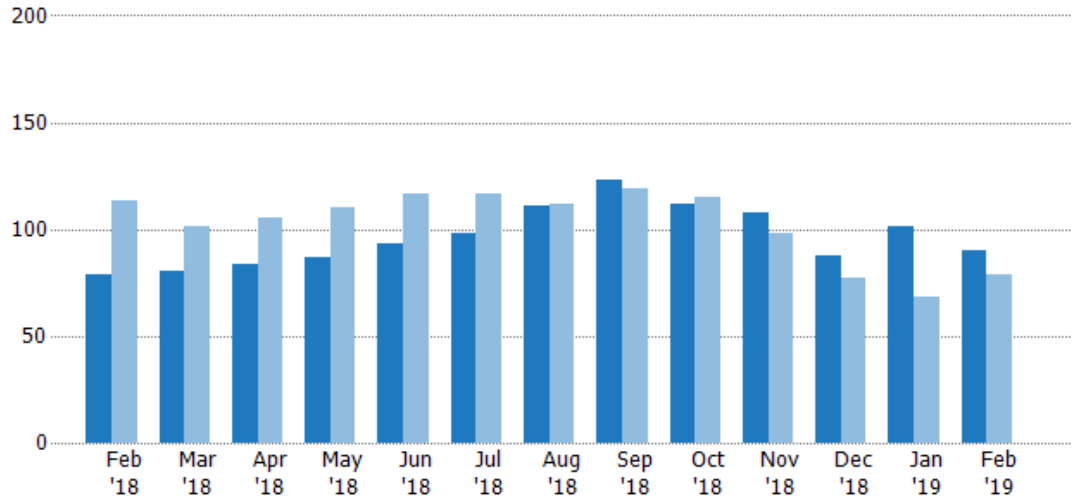
The number of active residential listings at the end of each month.

Filters Used

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

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

Month/ Year	Count	% Chg.
Feb '19	90	13.9%
Feb '18	79	-30.1%
Feb '17	113	20.4%



	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19
Current Year	79	80	84	87	93	98	111	123	112	108	88	101	90
Prior Year	113	101	105	110	117	117	112	119	115	98	77	68	79
Percent Change from Prior Year	-30%	-21%	-20%	-21%	-21%	-16%	-1%	3%	-3%	10%	14%	49%	14%

Active Listing Volume

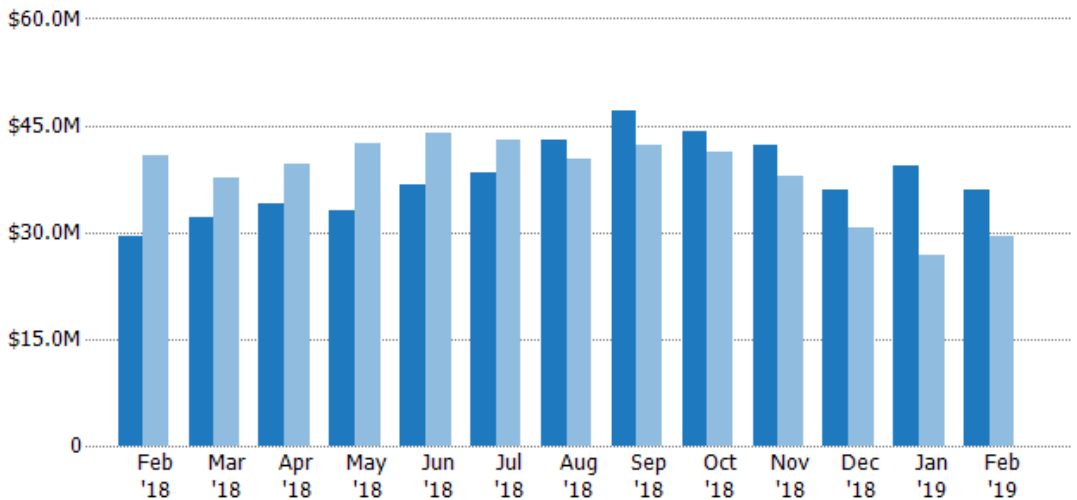
The sum of the listing price of active residential listings at the end of each month.

Filters Used

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

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

Month/ Year	Volume	% Chg.
Feb '19	\$36M	22%
Feb '18	\$29.5M	-27.7%
Feb '17	\$40.8M	25.6%



	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19
Current Year	\$29.5M	\$32.1M	\$34.1M	\$33.1M	\$36.7M	\$38.4M	\$42.9M	\$47.1M	\$44.2M	\$42.3M	\$35.9M	\$39.3M	\$36M
Prior Year	\$40.8M	\$37.7M	\$39.6M	\$42.5M	\$43.9M	\$42.9M	\$40.3M	\$42.2M	\$41.3M	\$37.9M	\$30.7M	\$26.7M	\$29.5M
Percent Change from Prior Year	-28%	-15%	-14%	-22%	-16%	-11%	6%	12%	7%	12%	17%	47%	22%

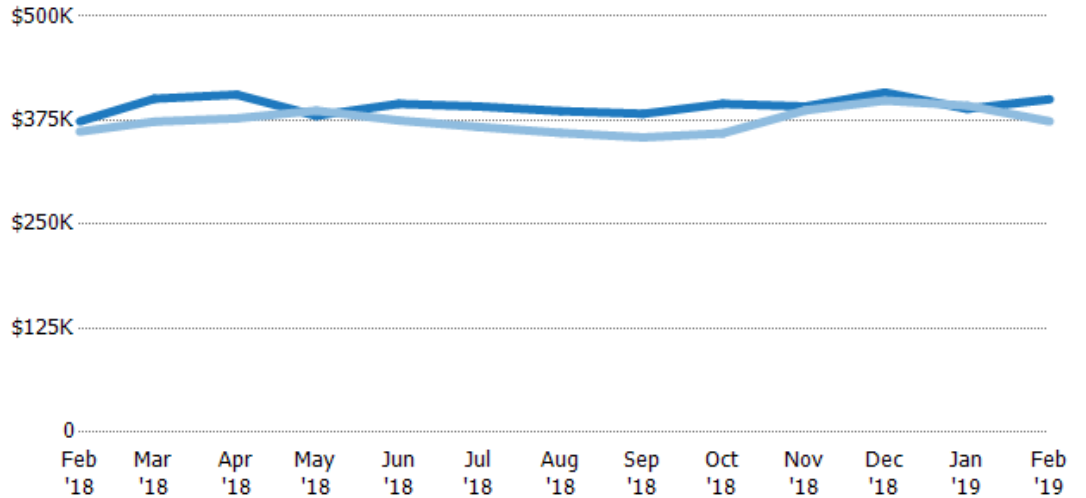
Average Listing Price

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.
Feb '19	\$400K	7.1%
Feb '18	\$374K	3.4%
Feb '17	\$361K	4.3%



Current Year	\$374K	\$401K	\$406K	\$380K	\$395K	\$392K	\$386K	\$383K	\$395K	\$392K	\$408K	\$389K	\$400K
Prior Year	\$361K	\$373K	\$377K	\$387K	\$375K	\$367K	\$360K	\$354K	\$359K	\$387K	\$399K	\$392K	\$374K
Percent Change from Prior Year	3%	7%	8%	-2%	5%	7%	7%	8%	10%	1%	2%	-1%	7%

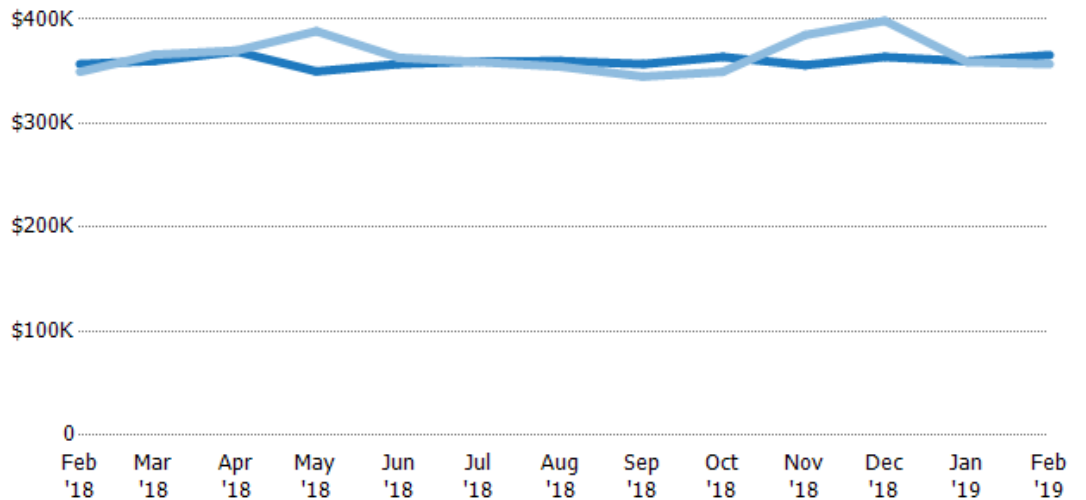
Median Listing Price

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.
Feb '19	\$366K	2.4%
Feb '18	\$357K	2.1%
Feb '17	\$350K	3%



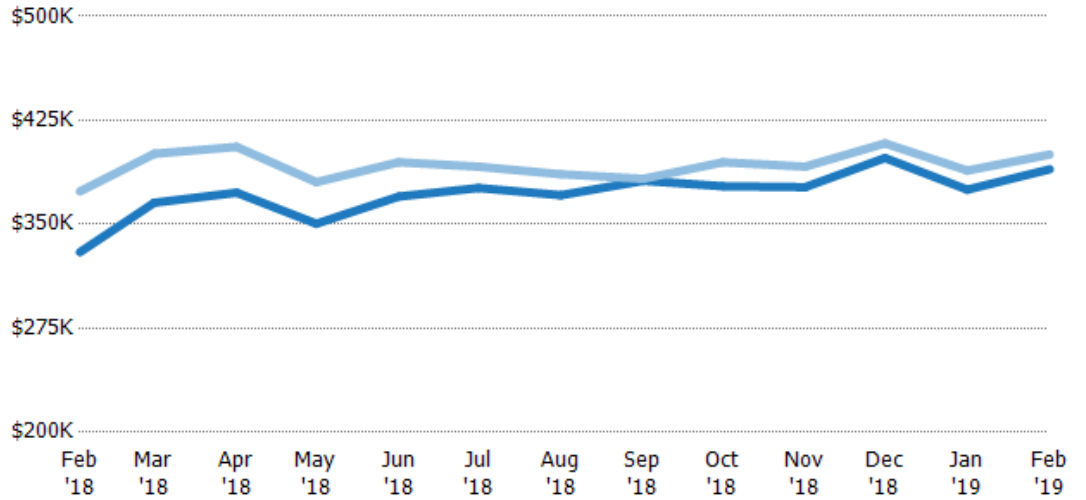
Current Year	\$357K	\$360K	\$369K	\$350K	\$357K	\$359K	\$360K	\$357K	\$364K	\$356K	\$364K	\$360K	\$366K
Prior Year	\$350K	\$366K	\$370K	\$389K	\$363K	\$359K	\$354K	\$345K	\$350K	\$385K	\$399K	\$359K	\$357K
Percent Change from Prior Year	2%	-2%	0%	-10%	-2%	0%	2%	3%	4%	-8%	-9%	0%	2%

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



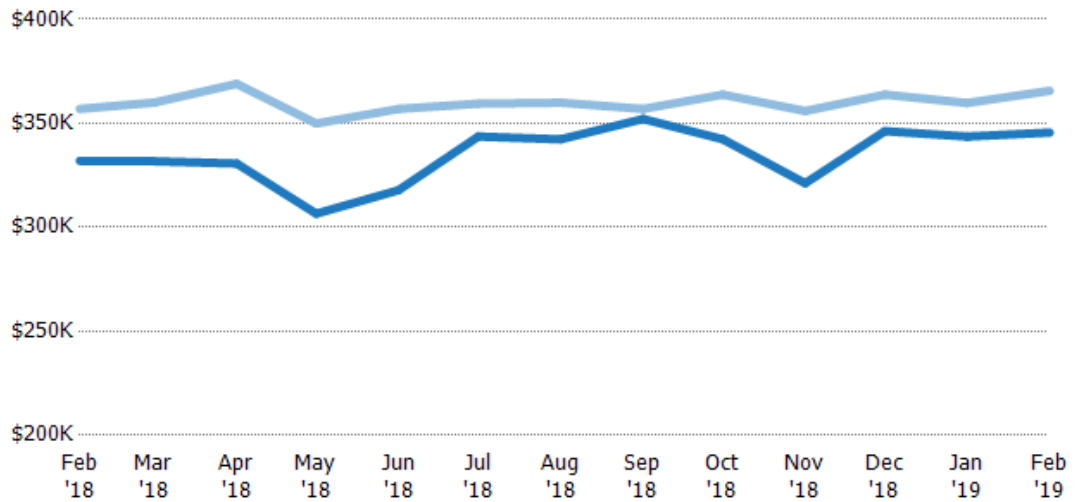
	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19
Avg Est Value	\$330K	\$366K	\$373K	\$350K	\$370K	\$376K	\$371K	\$381K	\$377K	\$377K	\$398K	\$375K	\$390K
Avg Listing Price	\$374K	\$401K	\$406K	\$380K	\$395K	\$392K	\$386K	\$383K	\$395K	\$392K	\$408K	\$389K	\$400K
Avg Listing Price as a % of Avg Est Value	113%	110%	109%	109%	107%	104%	104%	100%	105%	104%	103%	104%	103%

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



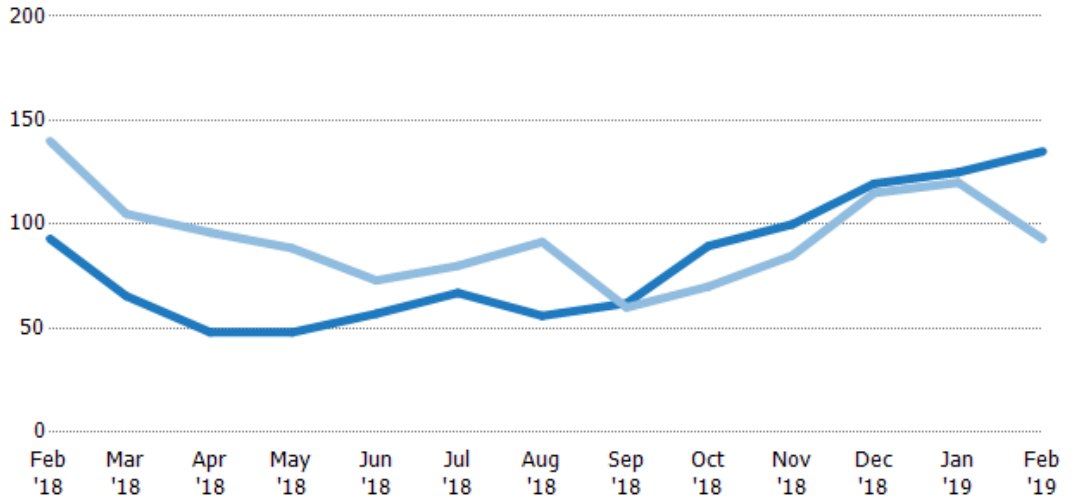
	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19
Median Est Value	\$332K	\$332K	\$331K	\$307K	\$318K	\$344K	\$342K	\$352K	\$342K	\$321K	\$346K	\$344K	\$346K
Median Listing Price	\$357K	\$360K	\$369K	\$350K	\$357K	\$359K	\$360K	\$357K	\$364K	\$356K	\$364K	\$360K	\$366K
Med Listing Price as a % of Med Est Value	108%	109%	112%	114%	112%	105%	105%	101%	106%	111%	105%	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



Month/Year	Days	% Chg.
Feb '19	135	45.2%
Feb '18	93	-33.6%
Feb '17	140	-11.1%

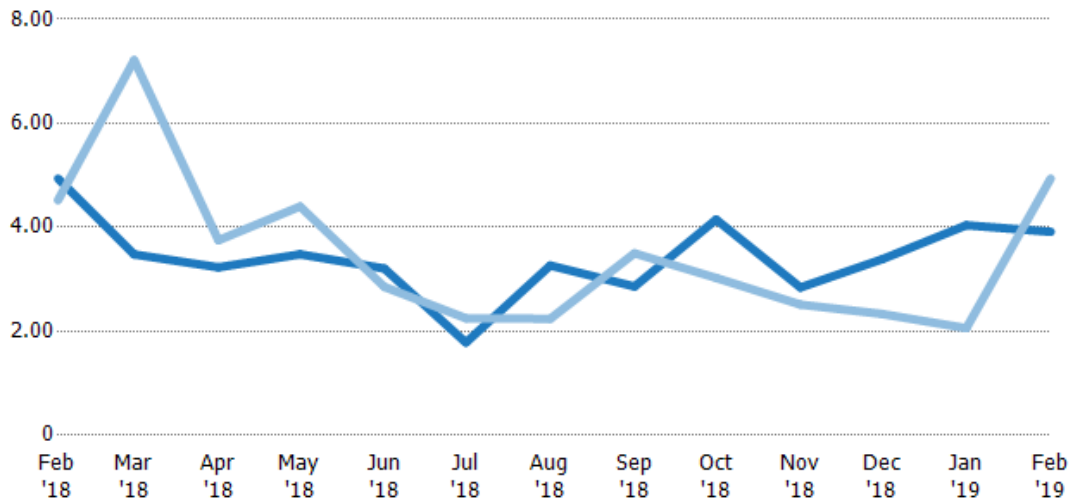
	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19
Current Year	93	65.5	48	48	57	67	56	62	89.5	100	120	125	135
Prior Year	140	105	96	88.5	73	80	91.5	60	70	85	115	120	93
Percent Change from Prior Year	-34%	-38%	-50%	-46%	-22%	-16%	-39%	3%	28%	18%	4%	4%	45%

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



Month/Year	Months	% Chg.
Feb '19	3.91	-20.7%
Feb '18	4.94	9.2%
Feb '17	4.52	25.4%

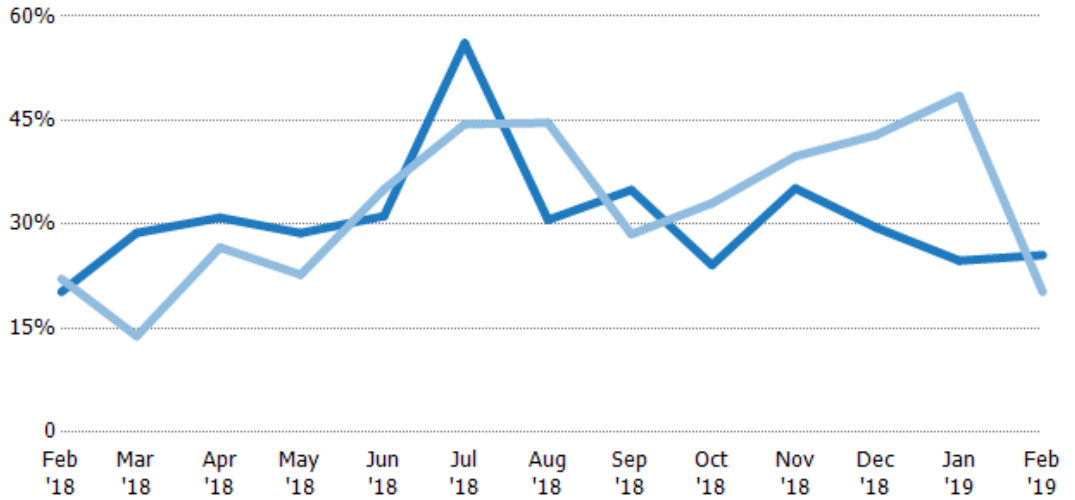
	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19
Current Year	4.94	3.48	3.23	3.48	3.21	1.78	3.26	2.86	4.15	2.84	3.38	4.04	3.91
Prior Year	4.52	7.21	3.75	4.4	2.85	2.25	2.24	3.5	3.03	2.51	2.33	2.06	4.94
Percent Change from Prior Year	9%	-52%	-14%	-21%	12%	-21%	46%	-18%	37%	13%	45%	96%	-21%

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



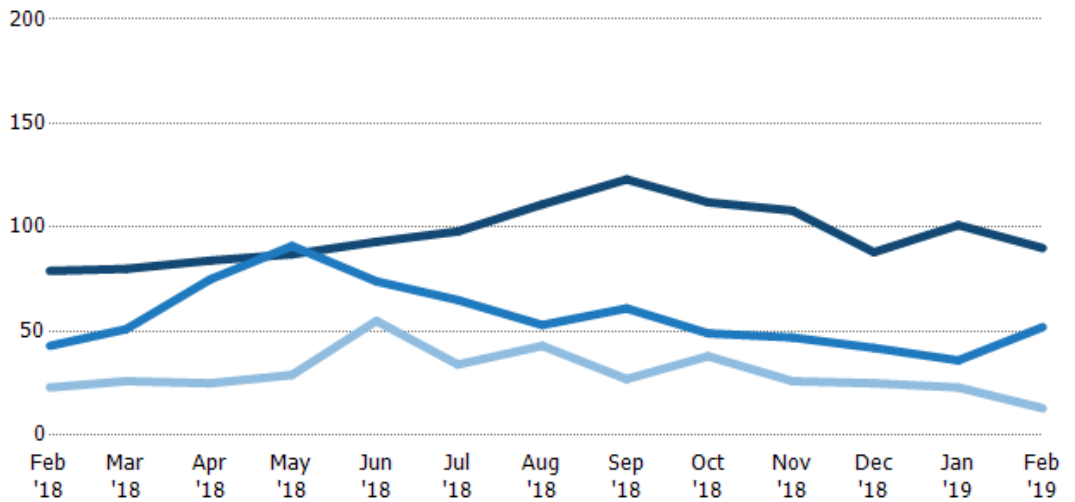
	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19
Current Year	20%	29%	31%	29%	31%	56%	31%	35%	24%	35%	30%	25%	26%
Prior Year	22%	14%	27%	23%	35%	44%	45%	29%	33%	40%	43%	49%	20%
Change from Prior Year	2%	-15%	-4%	-6%	4%	-12%	14%	-6%	9%	5%	13%	24%	-5%

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



	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19
Active	79	80	84	87	93	98	111	123	112	108	88	101	90
Pending	43	51	75	91	74	65	53	61	49	47	42	36	52
Sold	23	26	25	29	55	34	43	27	38	26	25	23	13

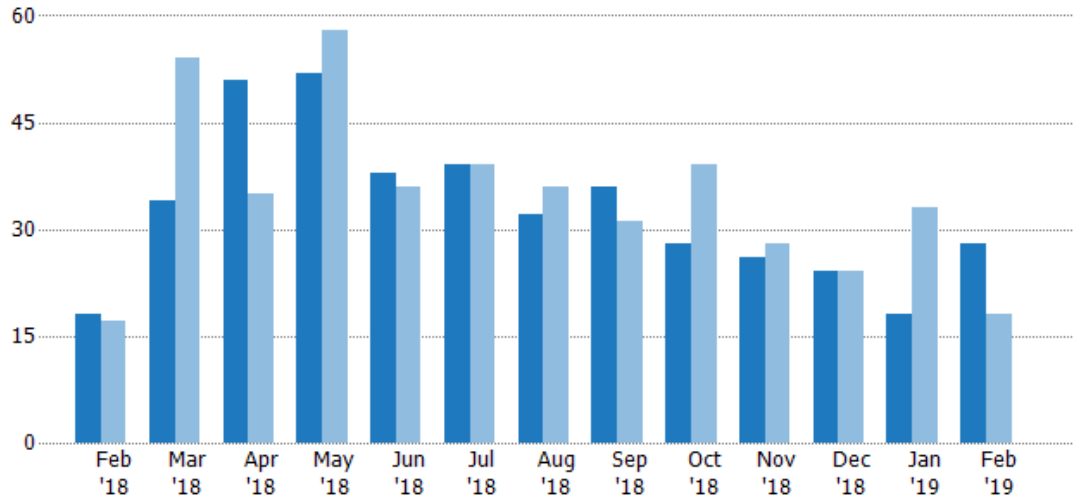
New Pending Sales

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.
Feb '19	28	55.6%
Feb '18	18	5.9%
Feb '17	17	105.9%



	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19
Current Year	18	34	51	52	38	39	32	36	28	26	24	18	28
Prior Year	17	54	35	58	36	39	36	31	39	28	24	33	18
Percent Change from Prior Year	6%	-37%	46%	-10%	6%	0%	-11%	16%	-28%	-7%	0%	-45%	56%

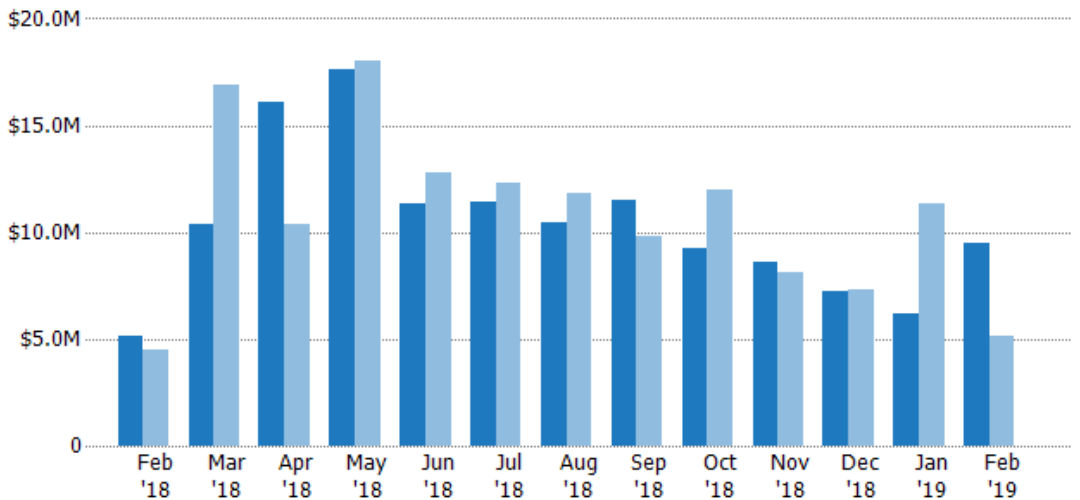
New Pending Sales Volume

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.
Feb '19	\$9.48M	83.8%
Feb '18	\$5.16M	15.7%
Feb '17	\$4.46M	119.3%



	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19
Current Year	\$5.16M	\$10.4M	\$16.1M	\$17.6M	\$11.3M	\$11.4M	\$10.4M	\$11.5M	\$9.21M	\$8.57M	\$7.26M	\$6.22M	\$9.48M
Prior Year	\$4.46M	\$16.9M	\$10.4M	\$18.1M	\$12.8M	\$12.3M	\$11.8M	\$9.79M	\$12M	\$8.13M	\$7.35M	\$11.3M	\$5.16M
Percent Change from Prior Year	16%	-39%	55%	-3%	-11%	-8%	-11%	18%	-23%	5%	-1%	-45%	84%

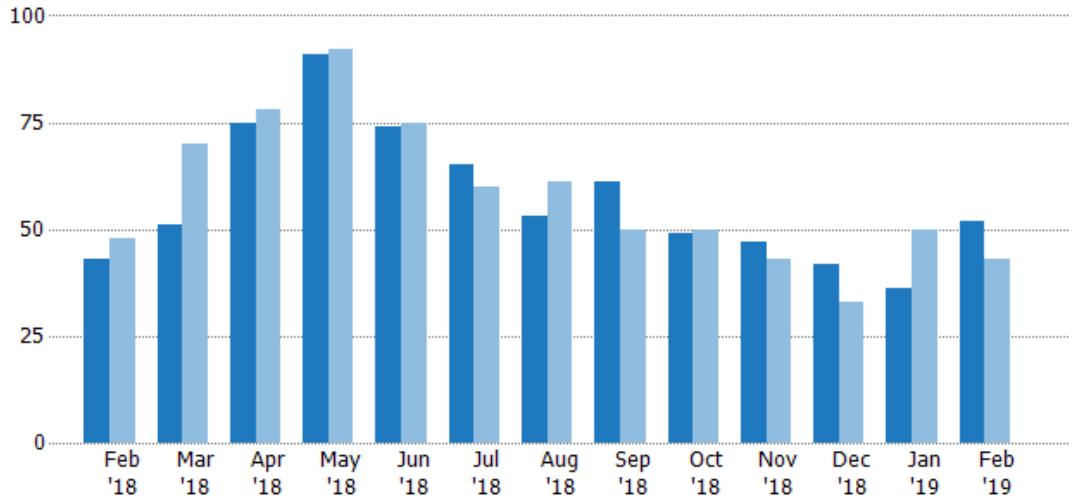
Pending Sales

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.
Feb '19	52	20.9%
Feb '18	43	-10.4%
Feb '17	48	29.2%



Current Year	43	51	75	91	74	65	53	61	49	47	42	36	52
Prior Year	48	70	78	92	75	60	61	50	50	43	33	50	43
Percent Change from Prior Year	-10%	-27%	-4%	-1%	-1%	8%	-13%	22%	-2%	9%	27%	-28%	21%

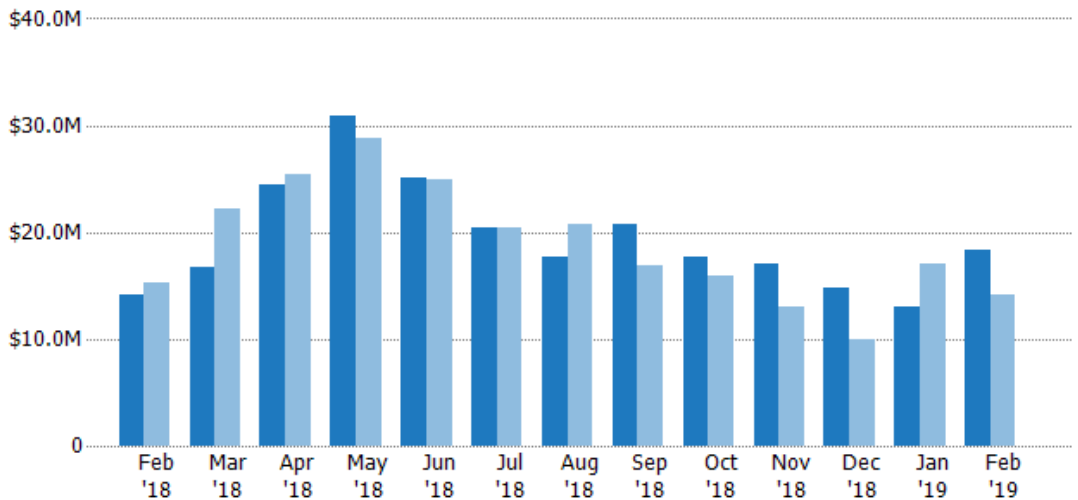
Pending Sales Volume

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.
Feb '19	\$18.3M	29.8%
Feb '18	\$14.1M	-8.2%
Feb '17	\$15.3M	22%



Current Year	\$14.1M	\$16.8M	\$24.4M	\$30.9M	\$25.1M	\$20.5M	\$17.7M	\$20.8M	\$17.7M	\$17M	\$14.9M	\$13M	\$18.3M
Prior Year	\$15.3M	\$22.2M	\$25.4M	\$28.8M	\$25M	\$20.4M	\$20.7M	\$16.9M	\$16M	\$12.9M	\$9.95M	\$17.1M	\$14.1M
Percent Change from Prior Year	-8%	-25%	-4%	7%	0%	0%	-15%	23%	11%	32%	49%	-24%	30%

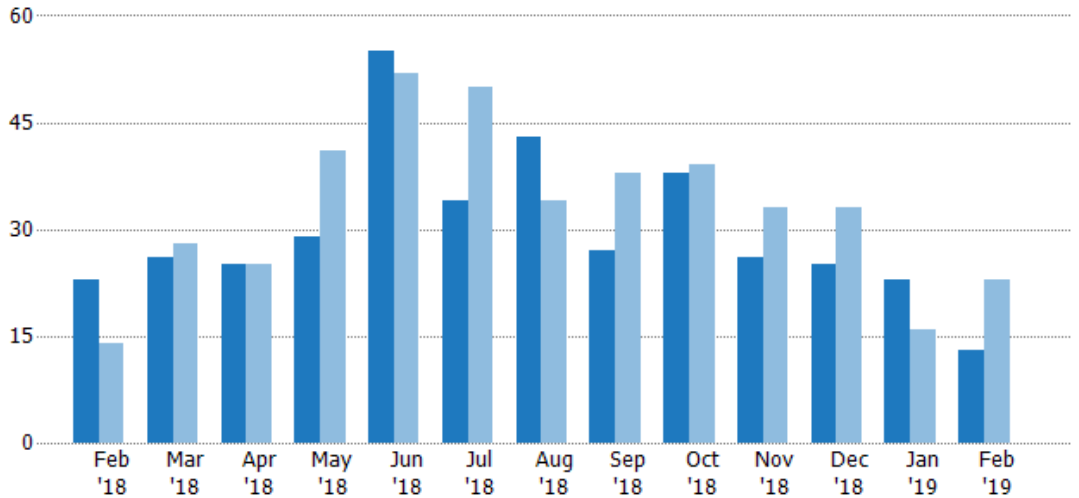
Closed Sales

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.
Feb '19	13	-43.5%
Feb '18	23	64.3%
Feb '17	14	-7.1%

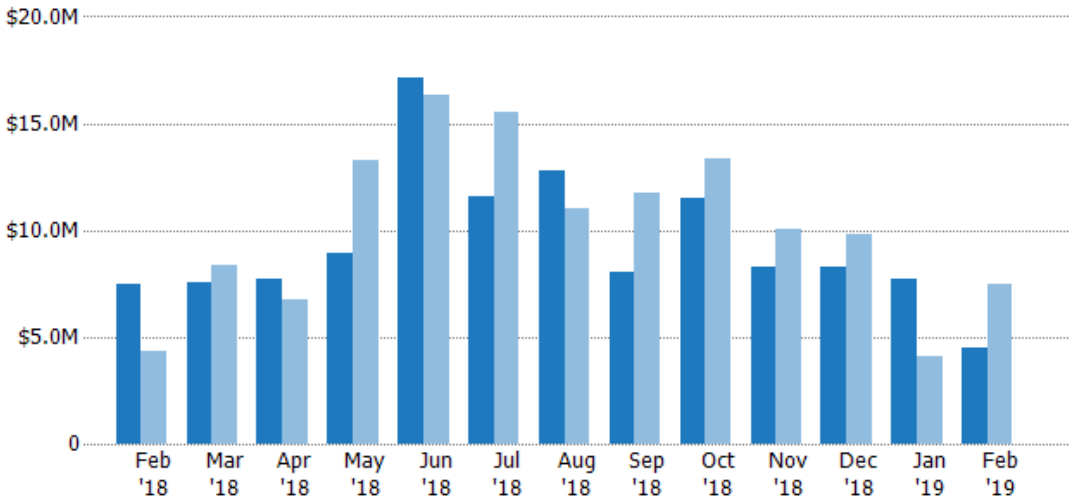
Closed Sales Volume

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



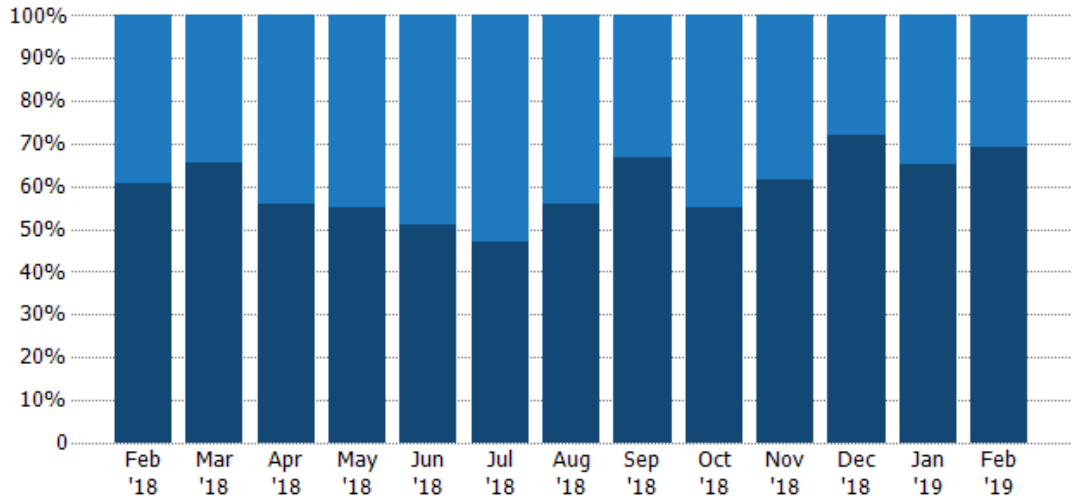
Month/Year	Volume	% Chg.
Feb '19	\$4.49M	-39.7%
Feb '18	\$7.46M	73.3%
Feb '17	\$4.3M	-10%

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



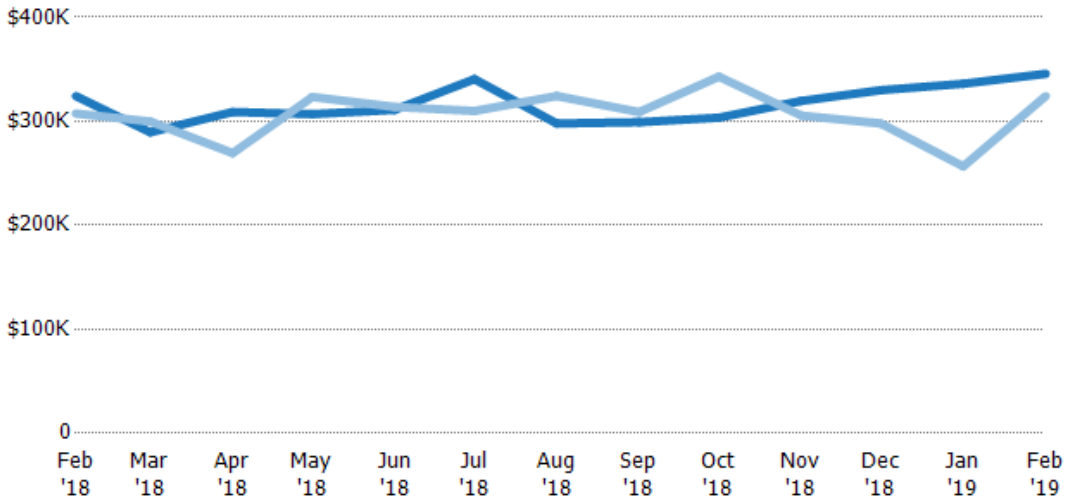
Condo/Townhouse	39%	35%	44%	45%	49%	53%	44%	33%	45%	38%	28%	35%	31%
Single Family Residence	61%	65%	56%	55%	51%	47%	56%	67%	55%	62%	72%	65%	69%

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	\$324K	\$289K	\$309K	\$307K	\$311K	\$341K	\$298K	\$299K	\$303K	\$320K	\$330K	\$336K	\$346K
Prior Year	\$307K	\$300K	\$269K	\$323K	\$314K	\$310K	\$324K	\$309K	\$343K	\$306K	\$298K	\$257K	\$324K
Percent Change from Prior Year	5%	-3%	15%	-5%	-1%	10%	-8%	-3%	-12%	5%	11%	31%	7%

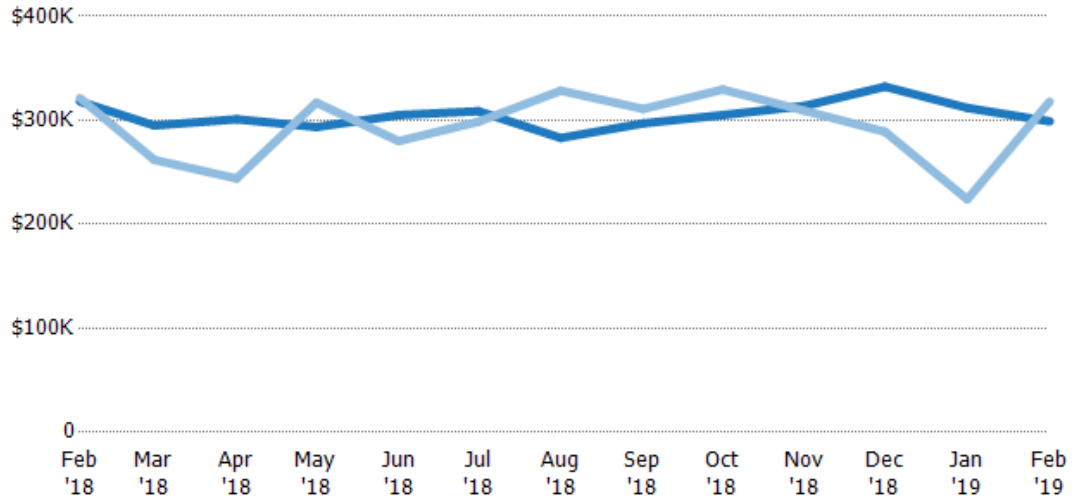
Median Sales Price

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.
Feb '19	\$299K	-6%
Feb '18	\$318K	-1.1%
Feb '17	\$321K	-6.5%



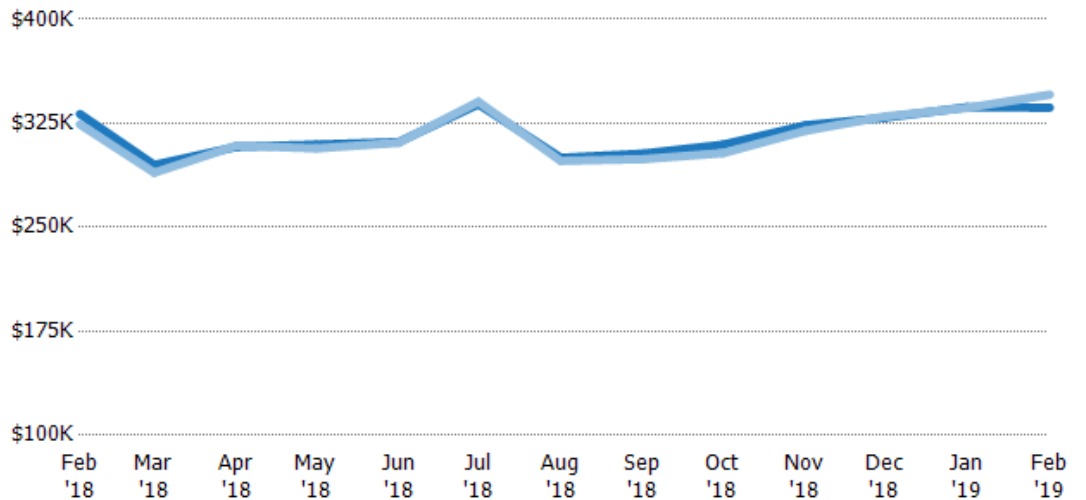
	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19
Current Year	\$318K	\$295K	\$301K	\$294K	\$305K	\$309K	\$283K	\$297K	\$305K	\$314K	\$332K	\$312K	\$299K
Prior Year	\$321K	\$262K	\$244K	\$317K	\$280K	\$299K	\$328K	\$311K	\$330K	\$309K	\$289K	\$224K	\$318K
Percent Change from Prior Year	-1%	13%	23%	-7%	9%	3%	-14%	-4%	-7%	2%	15%	39%	-6%

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



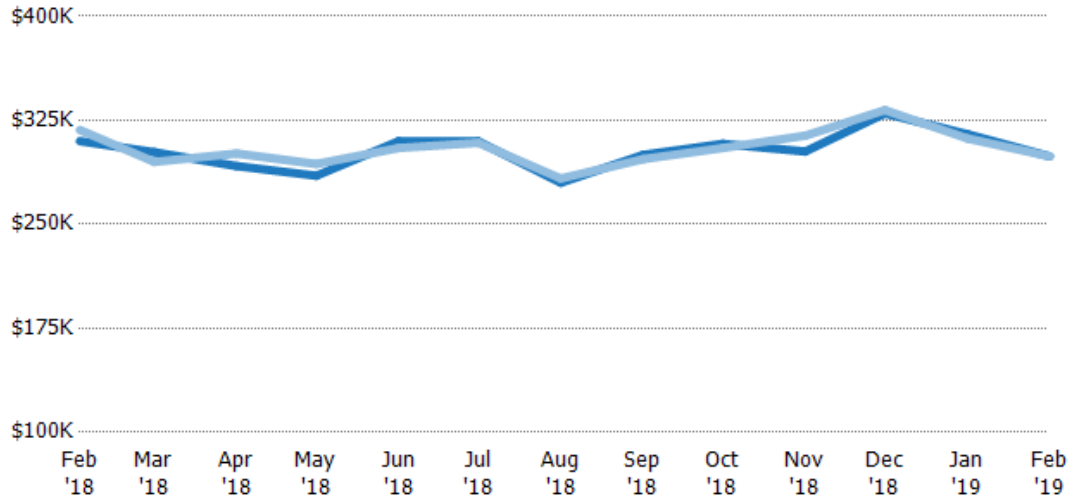
	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19
Avg List Price	\$332K	\$295K	\$308K	\$310K	\$311K	\$339K	\$300K	\$303K	\$310K	\$323K	\$329K	\$337K	\$336K
Avg Sales Price	\$324K	\$289K	\$309K	\$307K	\$311K	\$341K	\$298K	\$299K	\$303K	\$320K	\$330K	\$336K	\$346K
Avg Sales Price as a % of Avg List Price	98%	98%	100%	99%	100%	101%	99%	99%	98%	99%	100%	100%	103%

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



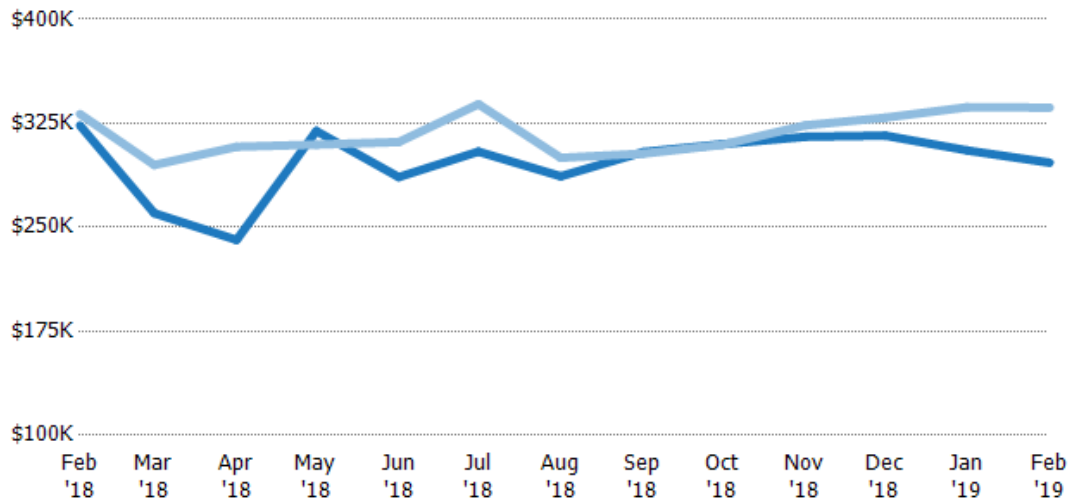
	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19
Median List Price	\$310K	\$302K	\$292K	\$285K	\$310K	\$310K	\$280K	\$300K	\$308K	\$303K	\$330K	\$315K	\$299K
Median Sales Price	\$318K	\$295K	\$301K	\$294K	\$305K	\$309K	\$283K	\$297K	\$305K	\$314K	\$332K	\$312K	\$299K
Med Sales Price as a % of Med List Price	103%	98%	103%	103%	98%	100%	101%	99%	99%	104%	101%	99%	100%

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



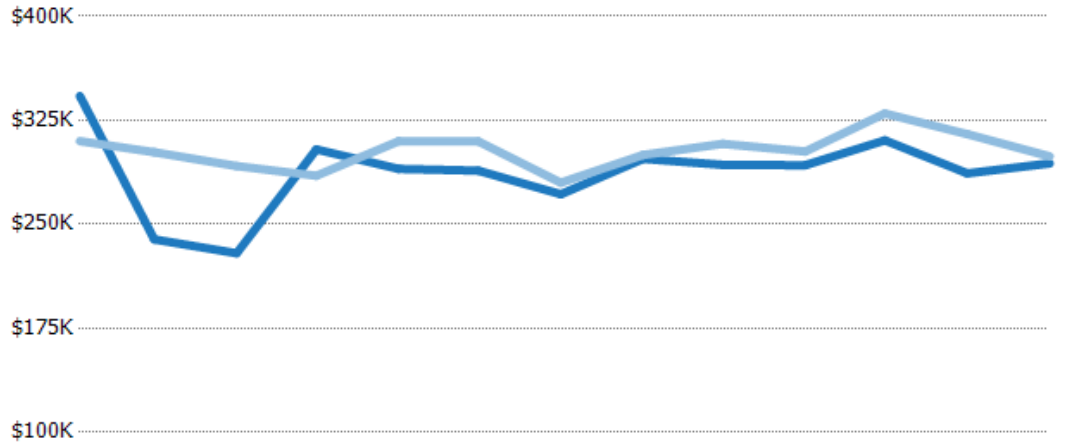
	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19
Avg Est Value	\$324K	\$260K	\$241K	\$319K	\$286K	\$305K	\$287K	\$304K	\$310K	\$315K	\$316K	\$305K	\$297K
Avg Sales Price	\$332K	\$295K	\$308K	\$310K	\$311K	\$339K	\$300K	\$303K	\$310K	\$323K	\$329K	\$337K	\$336K
Avg Sales Price as a % of Avg Est Value	103%	113%	128%	97%	109%	111%	105%	100%	100%	103%	104%	110%	113%

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



	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19
Median Est Value	\$343K	\$239K	\$229K	\$304K	\$290K	\$289K	\$272K	\$297K	\$293K	\$293K	\$311K	\$287K	\$294K
Median Sales Price	\$310K	\$302K	\$292K	\$285K	\$310K	\$310K	\$280K	\$300K	\$308K	\$303K	\$330K	\$315K	\$299K
Med Sales Price as a % of Med Est Value	90%	126%	127%	94%	107%	107%	103%	101%	105%	103%	106%	110%	102%