

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 2019	Apr 2018	+ / -	YTD 2019	YTD 2018	+ / -
Listing Activity Charts Metrics						
New Listing Count	26	59	-55.9%	103	163	-36.8%
New Listing Volume	\$8,229,690	\$19,794,713	-58.4%	\$36,352,780	\$55,444,957	-34.4%
Active Listing Count	–	84	–	N/A	N/A	
Active Listing Volume	–	\$34,088,621	–	N/A	N/A	
Average Listing Price	–	\$405,817	–	\$405,205	\$393,474	+3%
Median Listing Price	–	\$368,950	–	\$373,115	\$361,398	+3.2%
Median Days in RPR	–	48	–	119.39	77.36	+54.3%
Months of Inventory	–	3.2	-100%	3	3.4	-9.9%
Absorption Rate	–	30.95%	–	32.85%	29.58%	+3.3%
Sales Activity Charts Metrics						
New Pending Sales Count	26	51	-49%	104	136	-23.5%
New Pending Sales Volume	\$9,527,077	\$16,126,345	-40.9%	\$35,295,216	\$42,969,740	-17.9%
Pending Sales Count	–	75	–	N/A	N/A	
Pending Sales Volume	–	\$24,384,200	–	N/A	N/A	
Closed Sales Count	9	25	-64%	74	90	-17.8%
Closed Sales Volume	\$2,685,913	\$7,723,618	-65.2%	\$24,856,305	\$26,811,287	-7.3%
Average Sales Price	\$298,435	\$308,945	-3.4%	\$335,896	\$297,903	+12.8%
Median Sales Price	\$250,000	\$301,000	-16.9%	\$305,280	\$289,922	+5.3%

New Listings

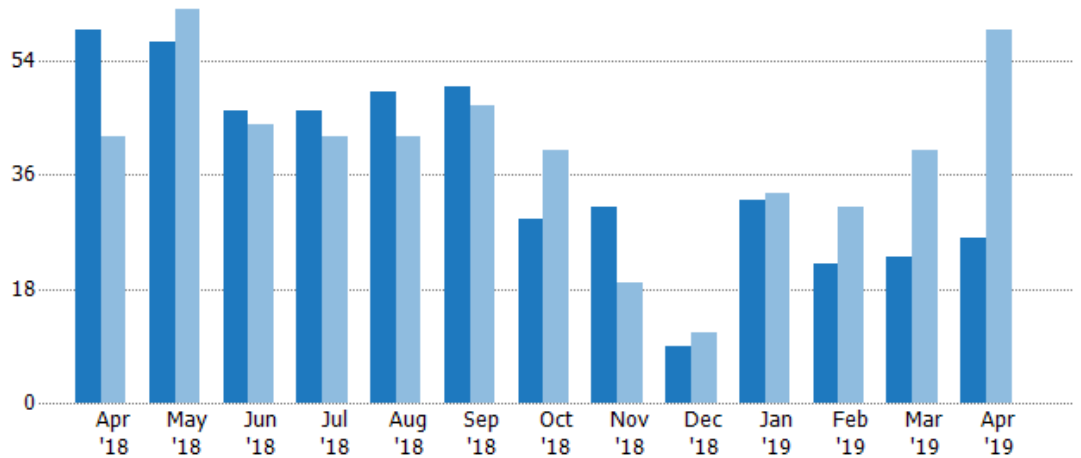
The number of new residential listings that were added each month.

Filters Used

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

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

Month/Year	Count	% Chg.
Apr '19	26	-55.9%
Apr '18	59	40.5%
Apr '17	42	40.5%



Current Year	59	57	46	46	49	50	29	31	9	32	22	23	26
Prior Year	42	62	44	42	42	47	40	19	11	33	31	40	59
Percent Change from Prior Year	40%	-8%	5%	10%	17%	6%	-28%	63%	-18%	-3%	-29%	-43%	-56%

New Listing Volume

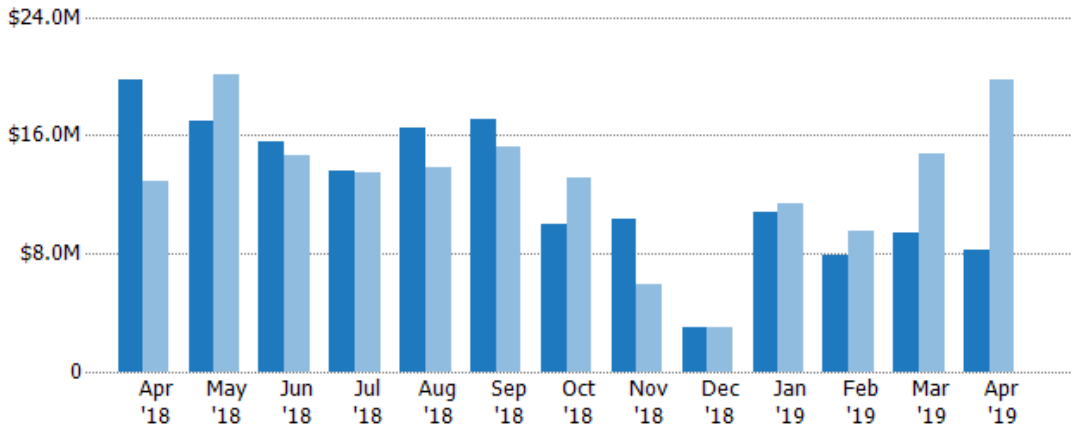
The sum of the listing price of residential listings that were added each month.

Filters Used

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

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

Month/Year	Volume	% Chg.
Apr '19	\$8.23M	-58.4%
Apr '18	\$19.8M	54%
Apr '17	\$12.9M	36.7%



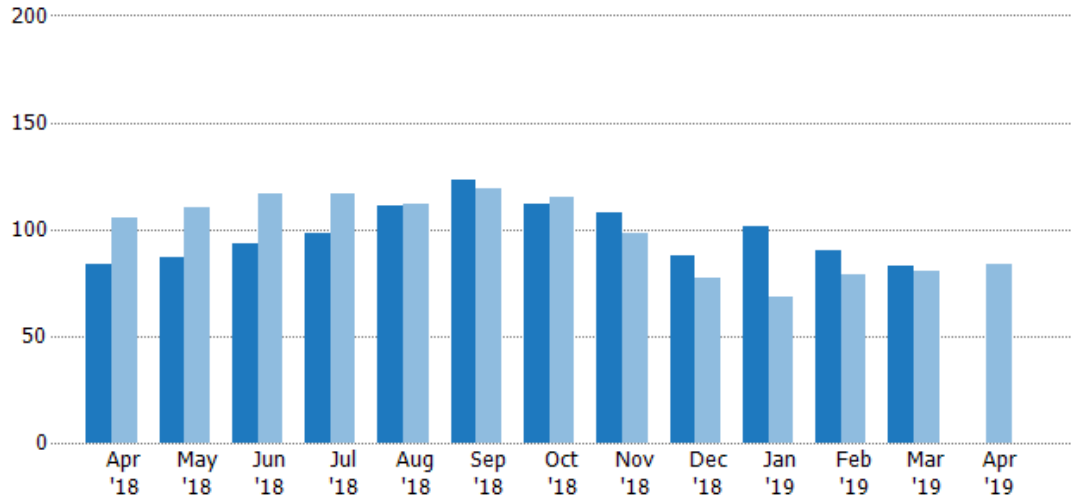
Current Year	\$19.8M	\$17M	\$15.6M	\$13.6M	\$16.5M	\$17.1M	\$9.97M	\$10.3M	\$2.96M	\$10.8M	\$7.94M	\$9.42M	\$8.23M
Prior Year	\$12.9M	\$20.1M	\$14.7M	\$13.5M	\$13.9M	\$15.2M	\$13.2M	\$5.97M	\$3.01M	\$11.4M	\$9.55M	\$14.7M	\$19.8M
Percent Change from Prior Year	54%	-15%	6%	1%	19%	12%	-24%	72%	-2%	-5%	-17%	-36%	-58%

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



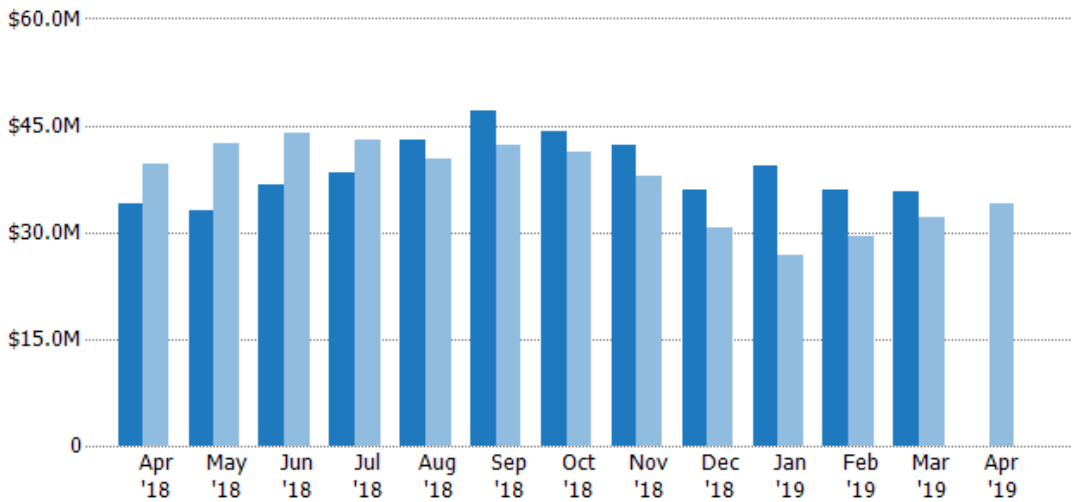
Current Year	84	87	93	98	111	123	112	108	88	101	90	83	-
Prior Year	105	110	117	117	112	119	115	98	77	68	79	80	84
Percent Change from Prior Year	-20%	-21%	-21%	-16%	-1%	3%	-3%	10%	14%	49%	14%	4%	-100%

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



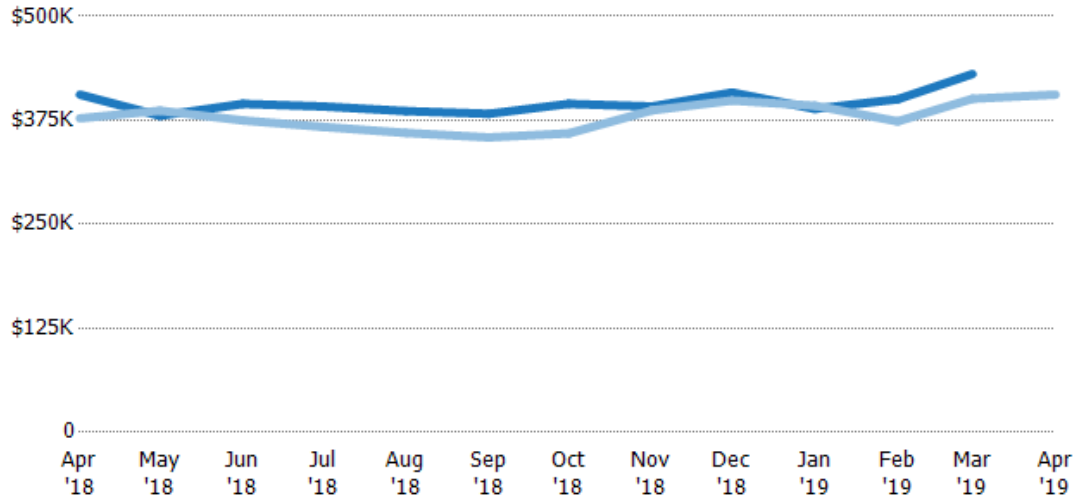
Current Year	\$34.1M	\$33.1M	\$36.7M	\$38.4M	\$42.9M	\$47.1M	\$44.2M	\$42.3M	\$35.9M	\$39.3M	\$36M	\$35.7M	-
Prior Year	\$39.6M	\$42.5M	\$43.9M	\$42.9M	\$40.3M	\$42.2M	\$41.3M	\$37.9M	\$30.7M	\$26.7M	\$29.5M	\$32.1M	\$34.1M
Percent Change from Prior Year	-14%	-22%	-16%	-11%	6%	12%	7%	12%	17%	47%	22%	11%	-100%

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



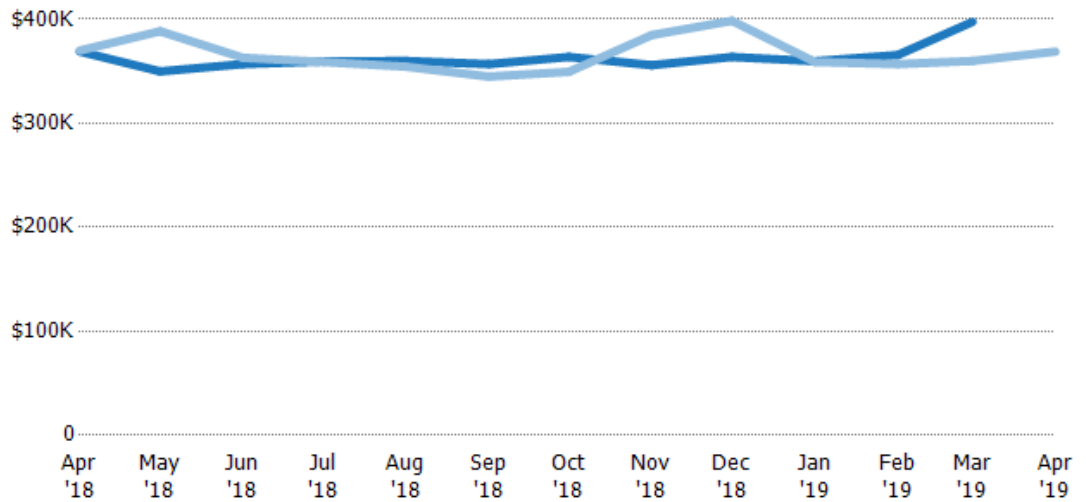
	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19
Current Year	\$406K	\$380K	\$395K	\$392K	\$386K	\$383K	\$395K	\$392K	\$408K	\$389K	\$400K	\$431K	-
Prior Year	\$377K	\$387K	\$375K	\$367K	\$360K	\$354K	\$359K	\$387K	\$399K	\$392K	\$374K	\$401K	\$406K
Percent Change from Prior Year	8%	-2%	5%	7%	7%	8%	10%	1%	2%	-1%	7%	7%	-100%

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



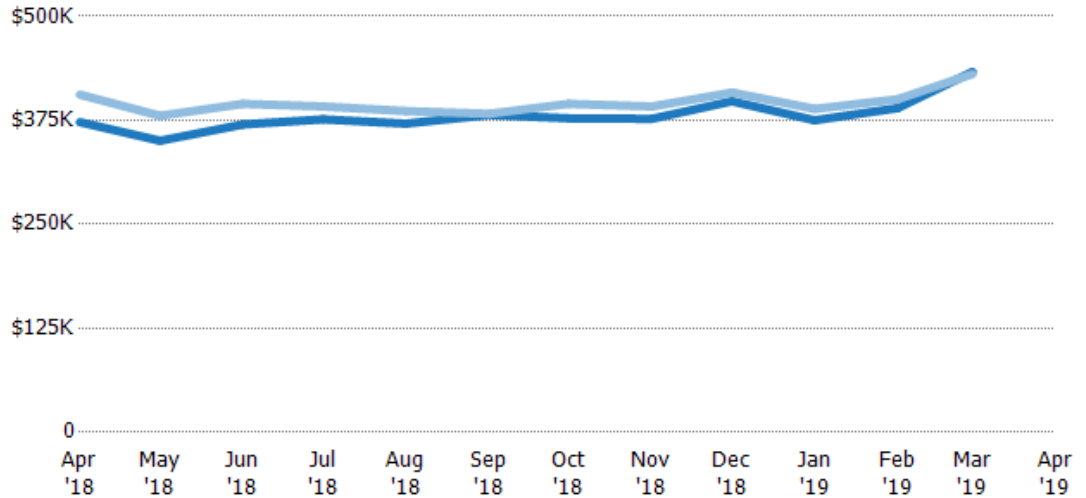
	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19
Current Year	\$369K	\$350K	\$357K	\$359K	\$360K	\$357K	\$364K	\$356K	\$364K	\$360K	\$366K	\$398K	-
Prior Year	\$370K	\$389K	\$363K	\$359K	\$354K	\$345K	\$350K	\$385K	\$399K	\$359K	\$357K	\$360K	\$369K
Percent Change from Prior Year	0%	-10%	-2%	0%	2%	3%	4%	-8%	-9%	0%	2%	10%	-100%

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



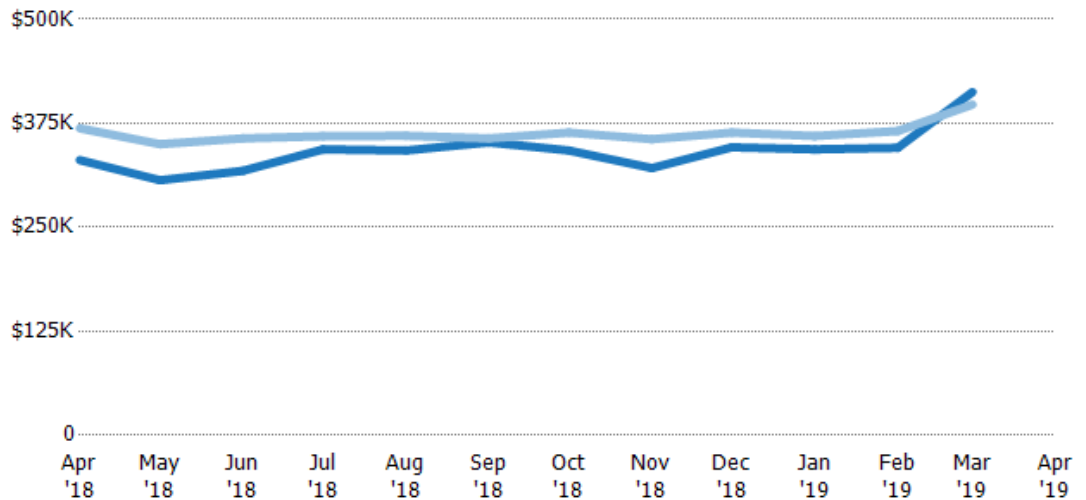
Avg Est Value	\$373K	\$350K	\$370K	\$376K	\$371K	\$381K	\$377K	\$377K	\$398K	\$375K	\$390K	\$433K	-
Avg Listing Price	\$406K	\$380K	\$395K	\$392K	\$386K	\$383K	\$395K	\$392K	\$408K	\$389K	\$400K	\$431K	-
Avg Listing Price as a % of Avg Est Value	109%	109%	107%	104%	104%	100%	105%	104%	103%	104%	103%	99%	-

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



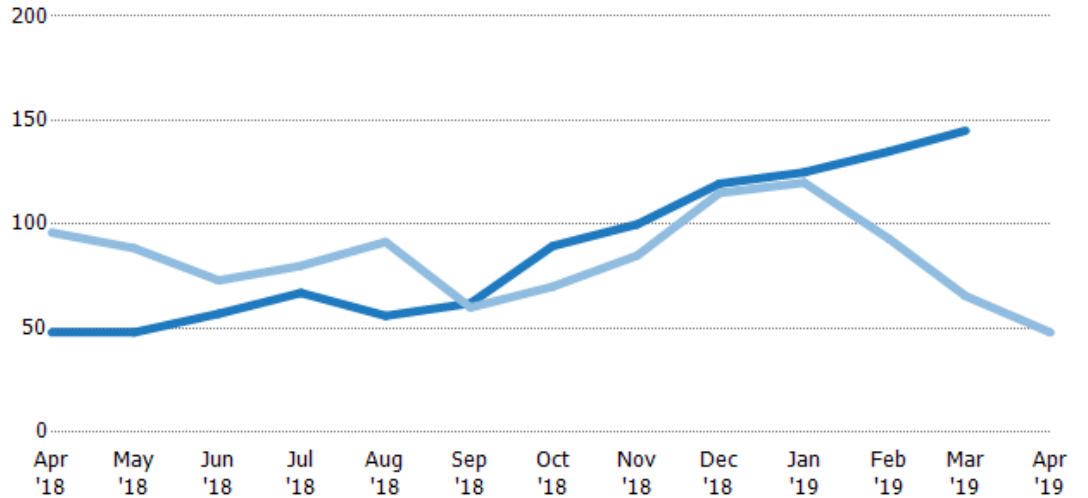
Median Est Value	\$331K	\$307K	\$318K	\$344K	\$342K	\$352K	\$342K	\$321K	\$346K	\$344K	\$346K	\$412K	-
Median Listing Price	\$369K	\$350K	\$357K	\$359K	\$360K	\$357K	\$364K	\$356K	\$364K	\$360K	\$366K	\$398K	-
Med Listing Price as a % of Med Est Value	112%	114%	112%	105%	105%	101%	106%	111%	105%	105%	106%	96%	-

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



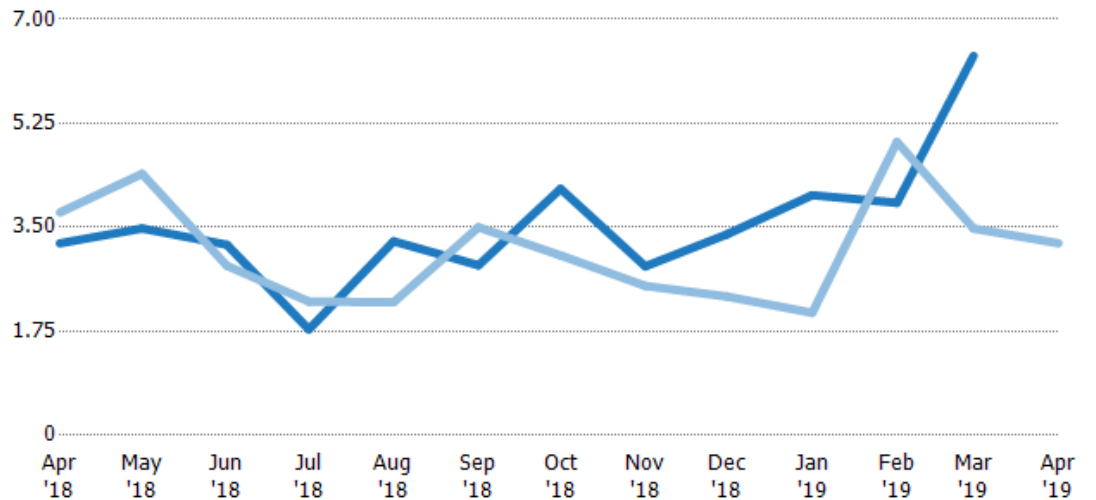
Current Year	48	48	57	67	56	62	89.5	100	120	125	135	145	-
Prior Year	96	88.5	73	80	91.5	60	70	85	115	120	93	65.5	48
Percent Change from Prior Year	-50%	-46%	-22%	-16%	-39%	3%	28%	18%	4%	4%	45%	121%	-100%

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



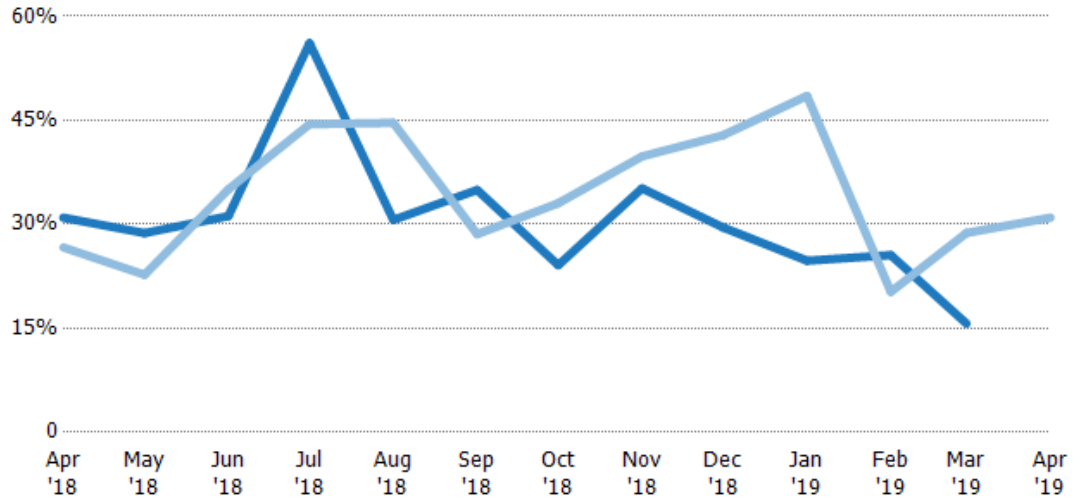
Current Year	3.23	3.48	3.21	1.78	3.26	2.86	4.15	2.84	3.38	4.04	3.91	6.38	-
Prior Year	3.75	4.4	2.85	2.25	2.24	3.5	3.03	2.51	2.33	2.06	4.94	3.48	3.23
Percent Change from Prior Year	-14%	-21%	12%	-21%	46%	-18%	37%	13%	45%	96%	-21%	84%	-100%

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



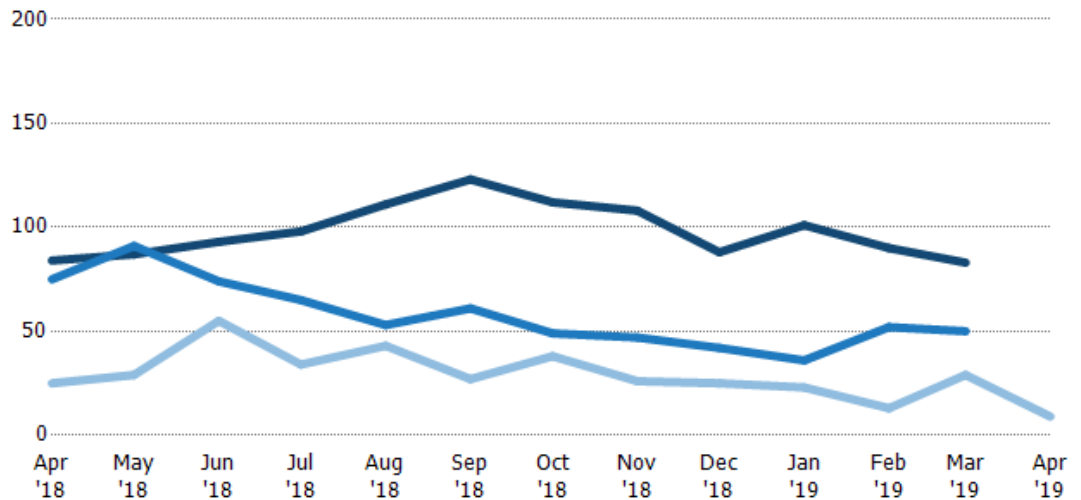
	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19
Current Year	31%	29%	31%	56%	31%	35%	24%	35%	30%	25%	26%	16%	-
Prior Year	27%	23%	35%	44%	45%	29%	33%	40%	43%	49%	20%	29%	31%
Change from Prior Year	-4%	-6%	4%	-12%	14%	-6%	9%	5%	13%	24%	-5%	13%	31%

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



	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19
Active	84	87	93	98	111	123	112	108	88	101	90	83	-
Pending	75	91	74	65	53	61	49	47	42	36	52	50	-
Sold	25	29	55	34	43	27	38	26	25	23	13	29	9

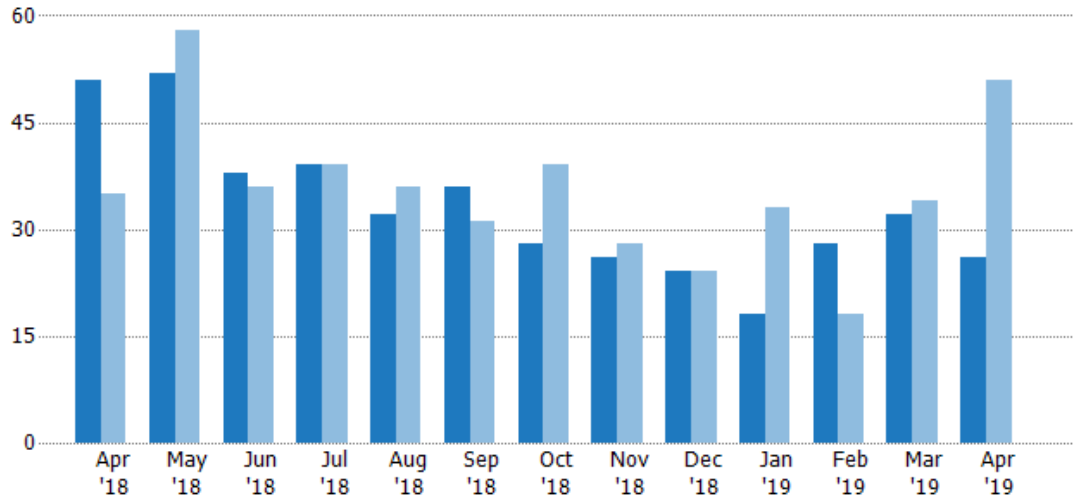
New Pending Sales

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.
Apr '19	26	-49%
Apr '18	51	45.7%
Apr '17	35	37.1%



Current Year	51	52	38	39	32	36	28	26	24	18	28	32	26
Prior Year	35	58	36	39	36	31	39	28	24	33	18	34	51
Percent Change from Prior Year	46%	-10%	6%	0%	-11%	16%	-28%	-7%	0%	-45%	56%	-6%	-49%

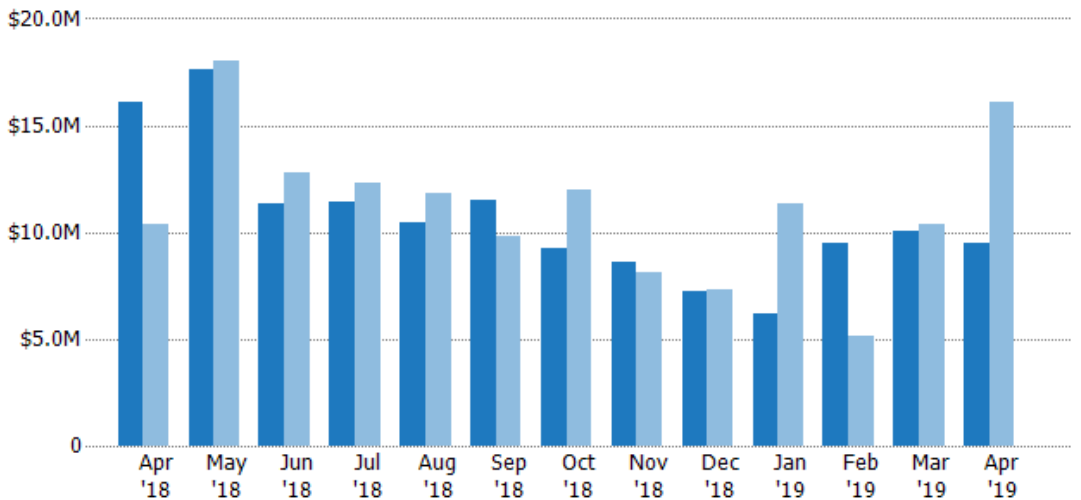
New Pending Sales Volume

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.
Apr '19	\$9.53M	-40.9%
Apr '18	\$16.1M	55.2%
Apr '17	\$10.4M	44.9%



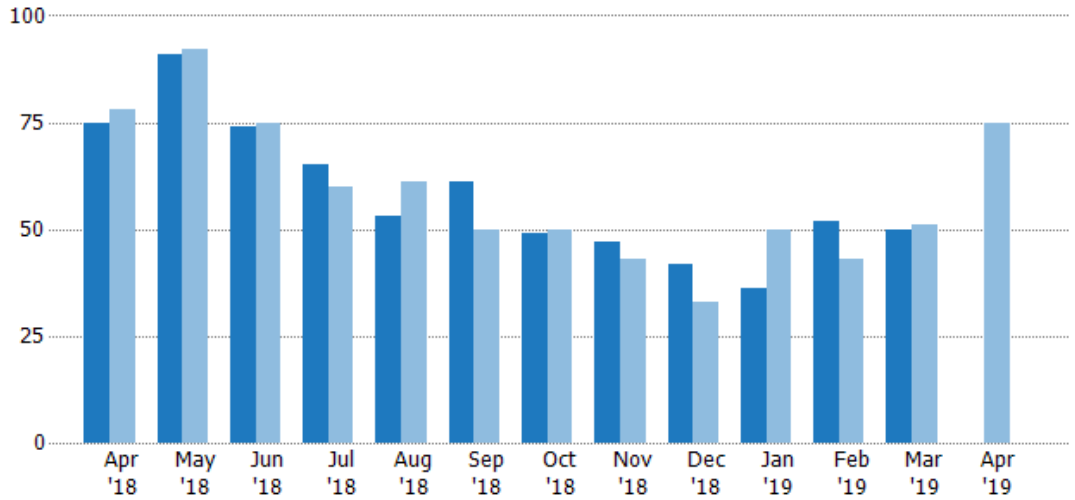
Current Year	\$16.1M	\$17.6M	\$11.3M	\$11.4M	\$10.4M	\$11.5M	\$9.21M	\$8.57M	\$7.26M	\$6.22M	\$9.48M	\$10.1M	\$9.53M
Prior Year	\$10.4M	\$18.1M	\$12.8M	\$12.3M	\$11.8M	\$9.79M	\$12M	\$8.13M	\$7.35M	\$11.3M	\$5.16M	\$10.4M	\$16.1M
Percent Change from Prior Year	55%	-3%	-11%	-8%	-11%	18%	-23%	5%	-1%	-45%	84%	-3%	-41%

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



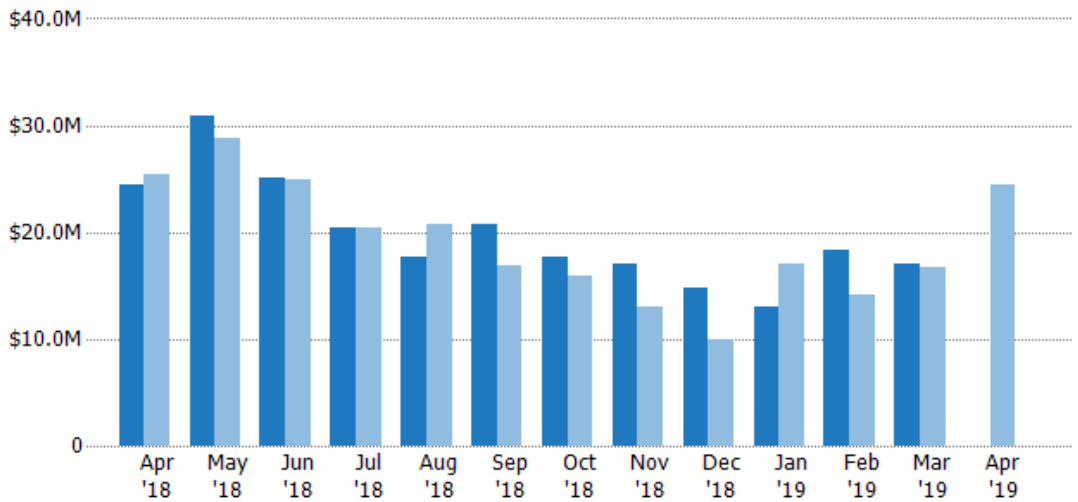
Current Year	75	91	74	65	53	61	49	47	42	36	52	50	-
Prior Year	78	92	75	60	61	50	50	43	33	50	43	51	75
Percent Change from Prior Year	-4%	-1%	-1%	8%	-13%	22%	-2%	9%	27%	-28%	21%	-2%	-100%

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



Current Year	\$24.4M	\$30.9M	\$25.1M	\$20.5M	\$17.7M	\$20.8M	\$17.7M	\$17M	\$14.9M	\$13M	\$18.3M	\$17.1M	-
Prior Year	\$25.4M	\$28.8M	\$25M	\$20.4M	\$20.7M	\$16.9M	\$16M	\$12.9M	\$9.95M	\$17.1M	\$14.1M	\$16.8M	\$24.4M
Percent Change from Prior Year	-4%	7%	0%	0%	-15%	23%	11%	32%	49%	-24%	30%	2%	-100%

Closed Sales

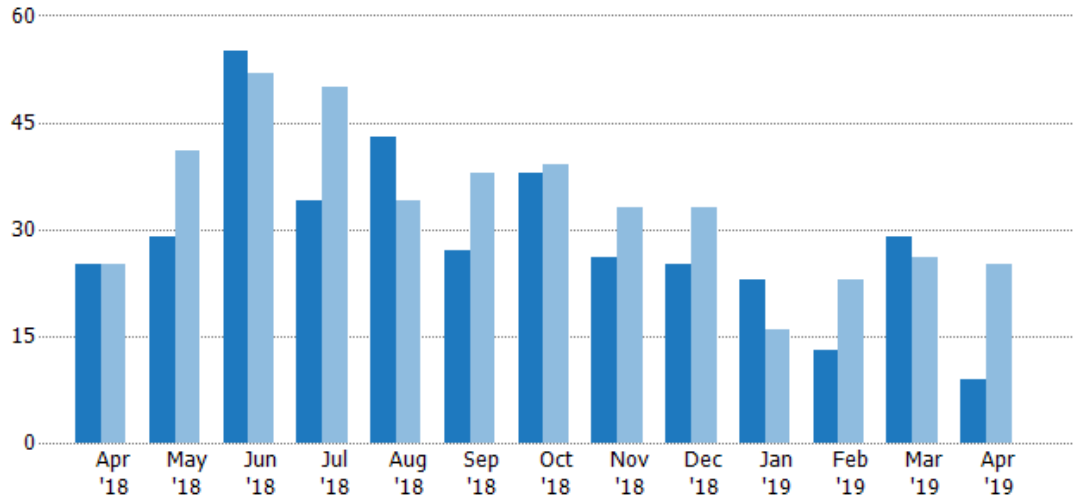
The total number of residential properties sold each month.

Filters Used

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

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

Month/ Year	Count	% Chg.
Apr '19	9	-64%
Apr '18	25	0%
Apr '17	25	12%



Current Year	25	29	55	34	43	27	38	26	25	23	13	29	9
Prior Year	25	41	52	50	34	38	39	33	33	16	23	26	25
Percent Change from Prior Year	0%	-29%	6%	-32%	26%	-29%	-3%	-21%	-24%	44%	-43%	12%	-64%

Closed Sales Volume

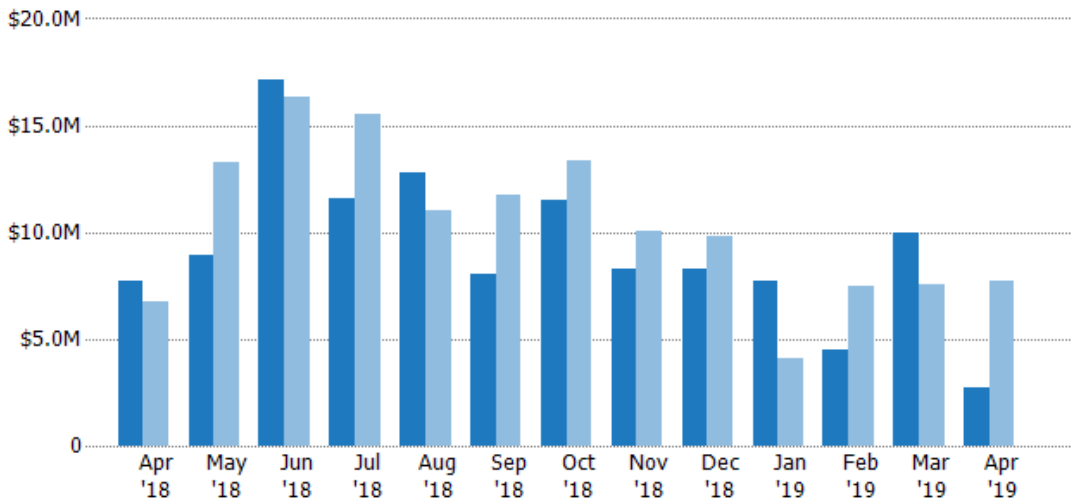
The sum of the sales price of residential properties sold each month.

Filters Used

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

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

Month/ Year	Volume	% Chg.
Apr '19	\$2.69M	-65.2%
Apr '18	\$7.72M	14.7%
Apr '17	\$6.74M	28.3%



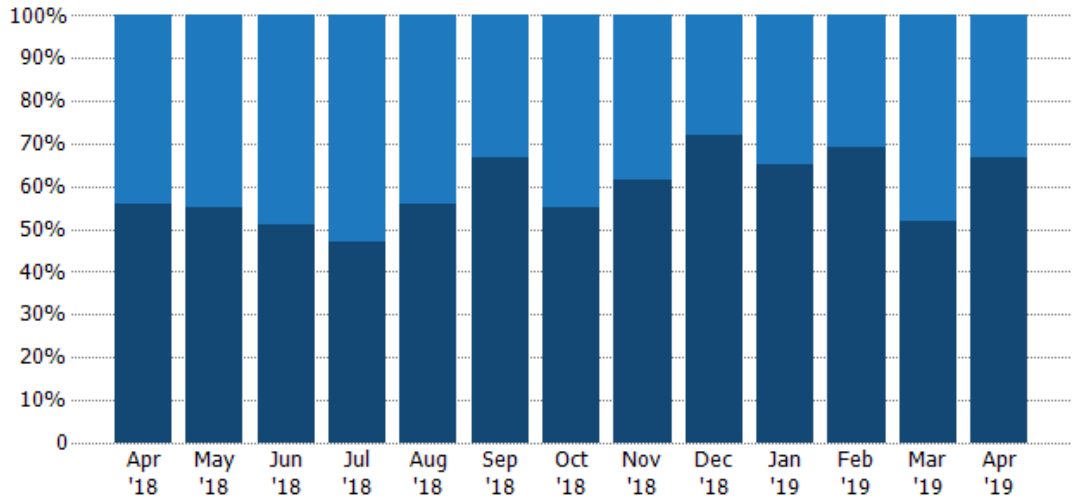
Current Year	\$7.72M	\$8.9M	\$17.1M	\$11.6M	\$12.8M	\$8.08M	\$11.5M	\$8.31M	\$8.25M	\$7.73M	\$4.49M	\$9.95M	\$2.69M
Prior Year	\$6.74M	\$13.3M	\$16.3M	\$15.5M	\$11M	\$11.7M	\$13.4M	\$10.1M	\$9.83M	\$4.11M	\$7.46M	\$7.52M	\$7.72M
Percent Change from Prior Year	15%	-33%	5%	-25%	16%	-31%	-14%	-18%	-16%	88%	-40%	32%	-65%

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



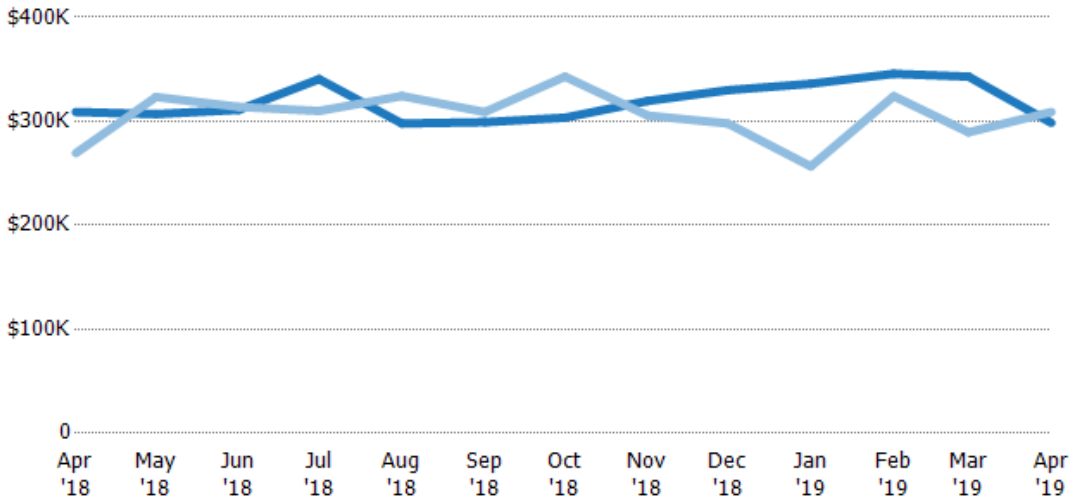
Condo/Townhouse	44%	45%	49%	53%	44%	33%	45%	38%	28%	35%	31%	48%	33%
Single Family Residence	56%	55%	51%	47%	56%	67%	55%	62%	72%	65%	69%	52%	67%

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	\$309K	\$307K	\$311K	\$341K	\$298K	\$299K	\$303K	\$320K	\$330K	\$336K	\$346K	\$343K	\$298K
Prior Year	\$269K	\$323K	\$314K	\$310K	\$324K	\$309K	\$343K	\$306K	\$298K	\$257K	\$324K	\$289K	\$309K
Percent Change from Prior Year	15%	-5%	-1%	10%	-8%	-3%	-12%	5%	11%	31%	7%	19%	-3%

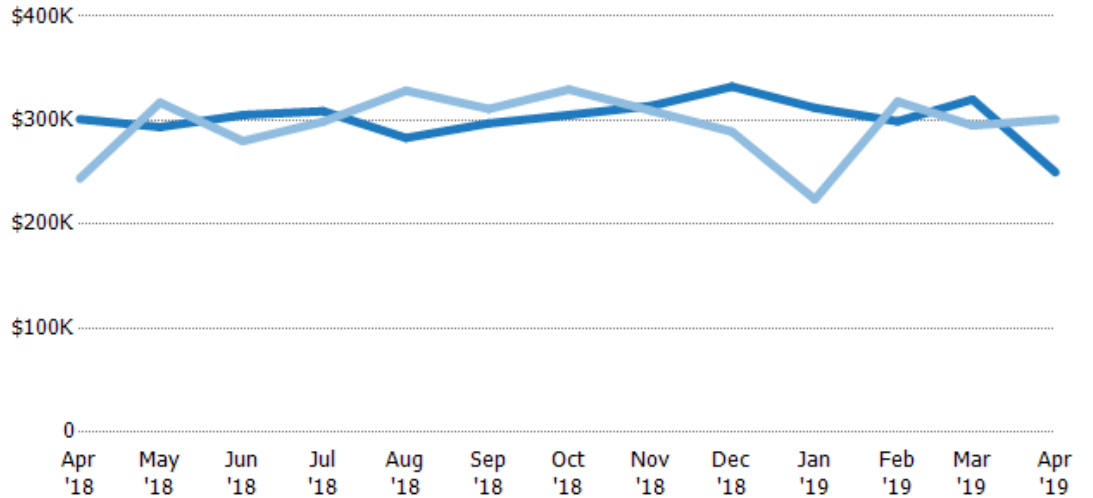
Median Sales Price

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.
Apr '19	\$250K	-16.9%
Apr '18	\$301K	23.4%
Apr '17	\$244K	8%



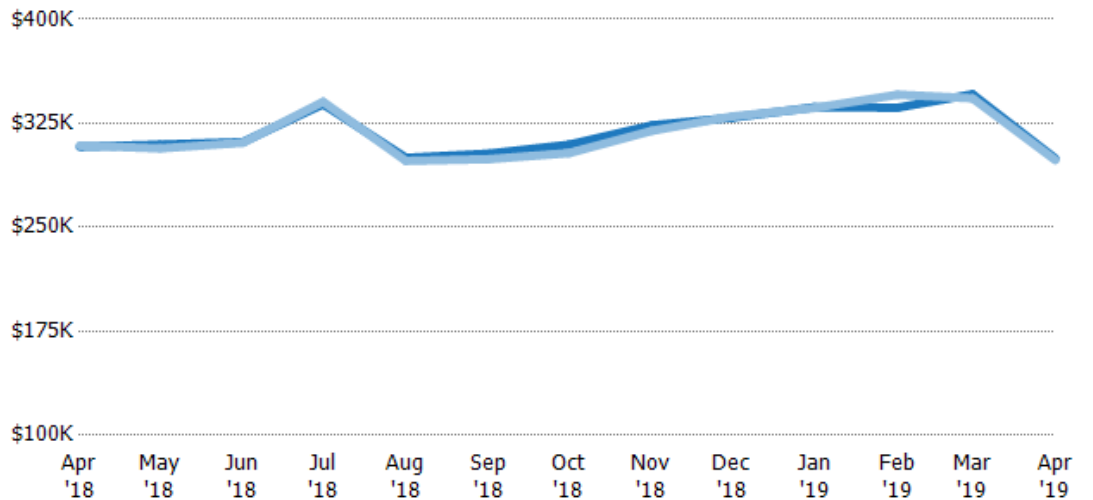
Current Year	\$301K	\$294K	\$305K	\$309K	\$283K	\$297K	\$305K	\$314K	\$332K	\$312K	\$299K	\$320K	\$250K
Prior Year	\$244K	\$317K	\$280K	\$299K	\$328K	\$311K	\$330K	\$309K	\$289K	\$224K	\$318K	\$295K	\$301K
Percent Change from Prior Year	23%	-7%	9%	3%	-14%	-4%	-7%	2%	15%	39%	-6%	8%	-17%

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



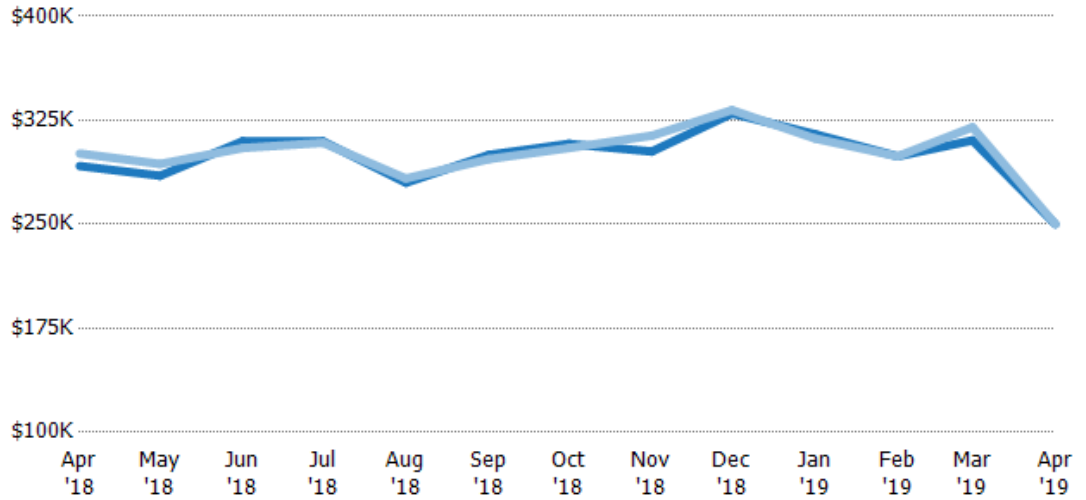
Avg List Price	\$308K	\$310K	\$311K	\$339K	\$300K	\$303K	\$310K	\$323K	\$329K	\$337K	\$336K	\$346K	\$300K
Avg Sales Price	\$309K	\$307K	\$311K	\$341K	\$298K	\$299K	\$303K	\$320K	\$330K	\$336K	\$346K	\$343K	\$298K
Avg Sales Price as a % of Avg List Price	100%	99%	100%	101%	99%	99%	98%	99%	100%	100%	103%	99%	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



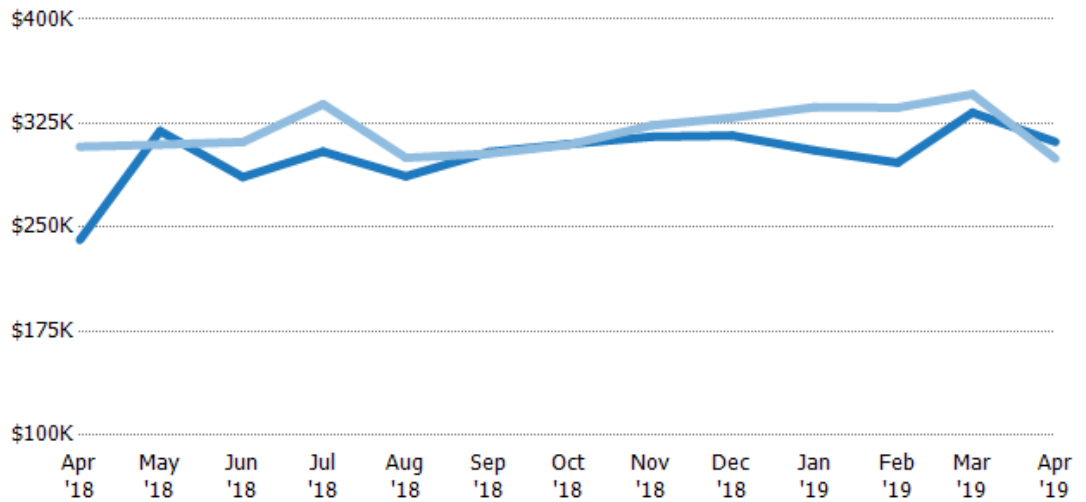
	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19
Median List Price	\$292K	\$285K	\$310K	\$310K	\$280K	\$300K	\$308K	\$303K	\$330K	\$315K	\$299K	\$311K	\$250K
Median Sales Price	\$301K	\$294K	\$305K	\$309K	\$283K	\$297K	\$305K	\$314K	\$332K	\$312K	\$299K	\$320K	\$250K
Med Sales Price as a % of Med List Price	103%	103%	98%	100%	101%	99%	99%	104%	101%	99%	100%	103%	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



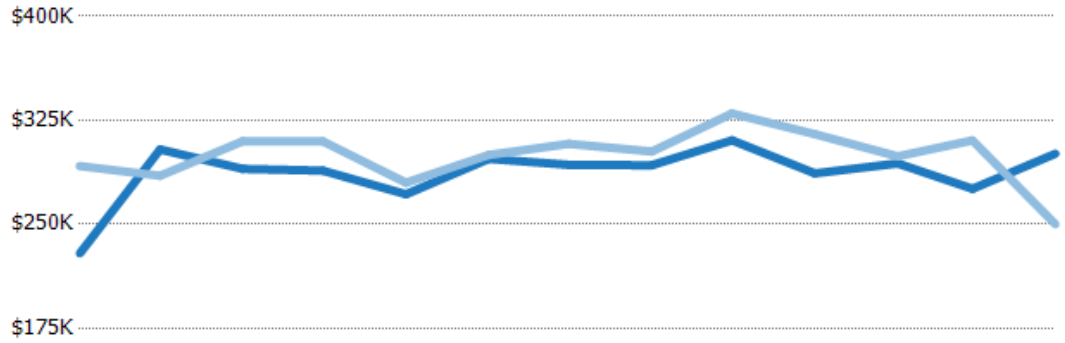
	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19
Avg Est Value	\$241K	\$319K	\$286K	\$305K	\$287K	\$304K	\$310K	\$315K	\$316K	\$305K	\$297K	\$333K	\$312K
Avg Sales Price	\$308K	\$310K	\$311K	\$339K	\$300K	\$303K	\$310K	\$323K	\$329K	\$337K	\$336K	\$346K	\$300K
Avg Sales Price as a % of Avg Est Value	128%	97%	109%	111%	105%	100%	100%	103%	104%	110%	113%	104%	96%

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



	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19
Median Est Value	\$229K	\$304K	\$290K	\$289K	\$272K	\$297K	\$293K	\$293K	\$311K	\$287K	\$294K	\$276K	\$301K
Median Sales Price	\$292K	\$285K	\$310K	\$310K	\$280K	\$300K	\$308K	\$303K	\$330K	\$315K	\$299K	\$311K	\$250K
Med Sales Price as a % of Med Est Value	127%	94%	107%	107%	103%	101%	105%	103%	106%	110%	102%	113%	83%