

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	May 2019	May 2018	+ / -	YTD 2019	YTD 2018	+ / -
Listing Activity Charts Metrics						
New Listing Count	57	59	-3.4%	184	220	-16.4%
New Listing Volume	\$19,858,690	\$17,690,000	+12.3%	\$64,227,470	\$72,267,457	-11.1%
Active Listing Count	83	88	-5.7%	N/A	N/A	
Active Listing Volume	\$34,852,510	\$33,194,543	+5%	N/A	N/A	
Average Listing Price	\$419,910	\$377,211	+11.3%	\$405,758	\$387,663	+4.7%
Median Listing Price	\$375,000	\$349,900	+7.2%	\$371,538	\$356,051	+4.3%
Median Days in RPR	38	46	-17.4%	106.25	74.09	+43.4%
Months of Inventory	4.2	3.4	+22.6%	3.9	3.1	+27.6%
Absorption Rate	24.1%	29.55%	-5.4%	25.48%	32.51%	-7%
Sales Activity Charts Metrics						
New Pending Sales Count	53	53	+/-	178	189	-5.8%
New Pending Sales Volume	\$17,775,490	\$17,716,778	+0.3%	\$59,756,156	\$60,686,518	-1.5%
Pending Sales Count	96	91	+5.5%	N/A	N/A	
Pending Sales Volume	\$33,351,557	\$30,753,778	+8.4%	N/A	N/A	
Closed Sales Count	32	30	+6.7%	118	119	-0.8%
Closed Sales Volume	\$10,051,065	\$8,836,400	+13.7%	\$38,784,424	\$35,694,437	+8.7%
Average Sales Price	\$314,096	\$294,547	+6.6%	\$328,682	\$299,953	+9.6%
Median Sales Price	\$298,500	\$265,000	+12.6%	\$307,758	\$287,604	+7%

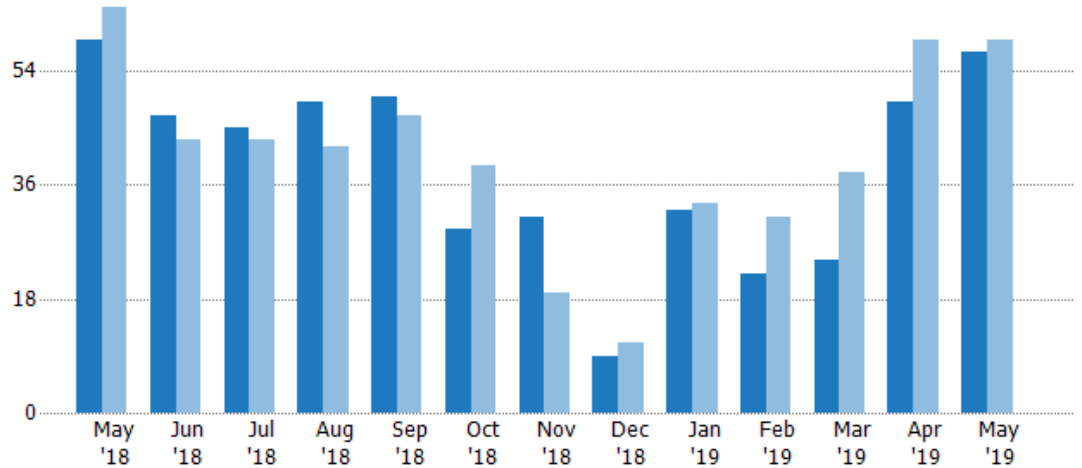
New Listings

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.
May '19	57	-3.4%
May '18	59	-7.8%
May '17	64	-4.7%

Month/Year	Count	% Chg.
May '19	57	-3.4%
May '18	59	-7.8%
May '17	64	-4.7%

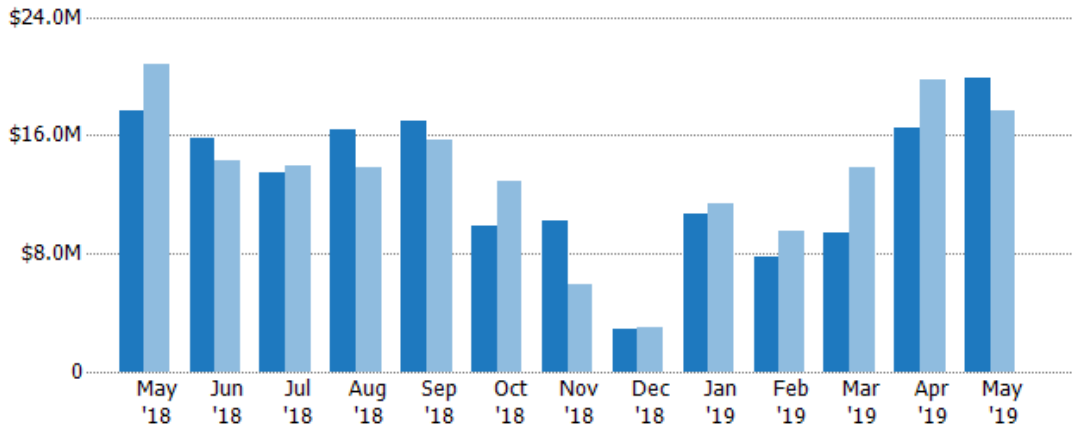
New Listing Volume

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.
May '19	\$19.9M	12.3%
May '18	\$17.7M	-15%
May '17	\$20.8M	-14.7%

Month/Year	Volume	% Chg.
May '19	\$19.9M	12.3%
May '18	\$17.7M	-15%
May '17	\$20.8M	-14.7%

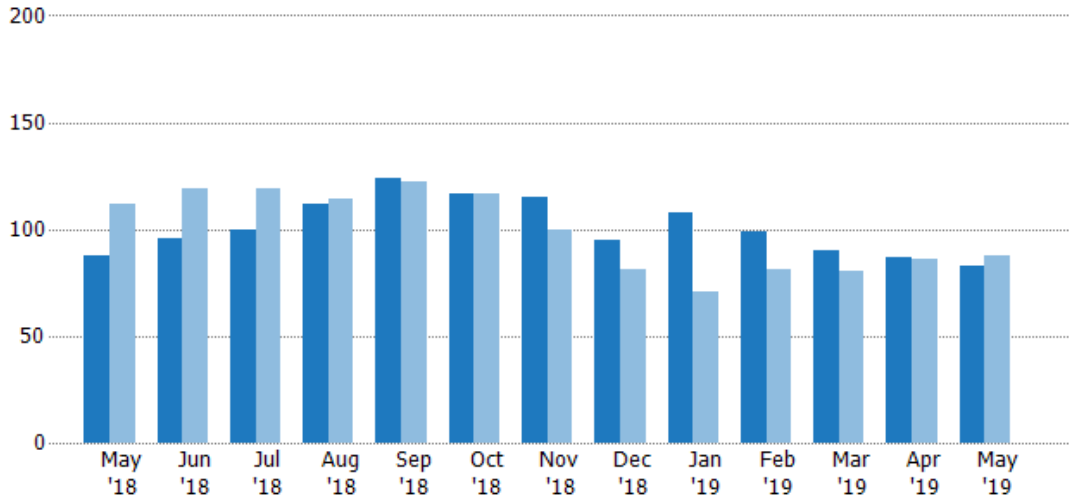
Active Listings

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



	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19
Current Year	88	96	100	112	124	117	115	95	108	99	90	87	83
Prior Year	112	119	119	114	122	117	100	81	71	81	80	86	88
Percent Change from Prior Year	-21%	-19%	-16%	-2%	2%	0%	15%	17%	52%	22%	13%	1%	-6%

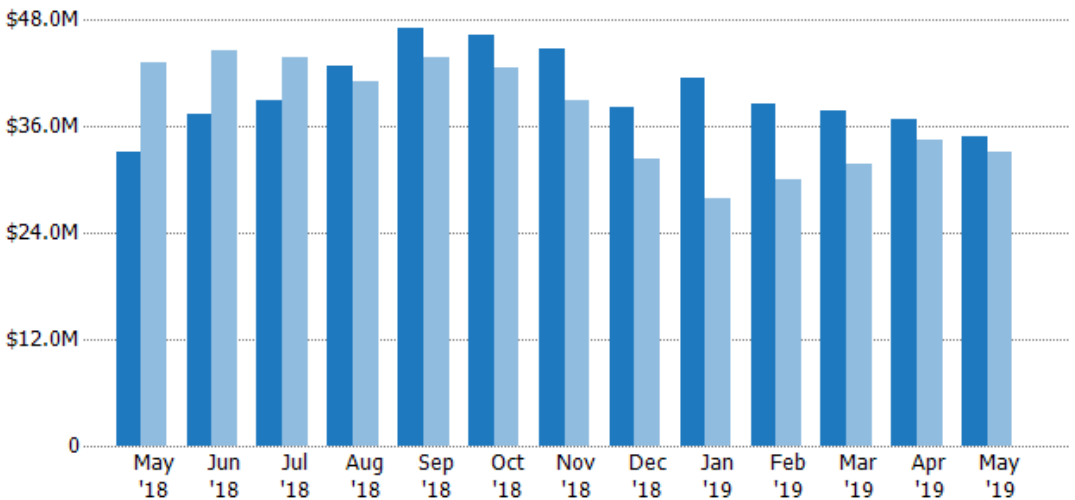
Active Listing Volume

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



	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19
Current Year	\$33.2M	\$37.3M	\$38.9M	\$42.9M	\$47.1M	\$46.2M	\$44.8M	\$38.2M	\$41.5M	\$38.6M	\$37.8M	\$36.8M	\$34.9M
Prior Year	\$43.3M	\$44.6M	\$43.7M	\$41.1M	\$43.8M	\$42.7M	\$39M	\$32.3M	\$27.8M	\$30M	\$31.8M	\$34.6M	\$33.2M
Percent Change from Prior Year	-23%	-16%	-11%	4%	8%	8%	15%	18%	49%	29%	19%	6%	5%

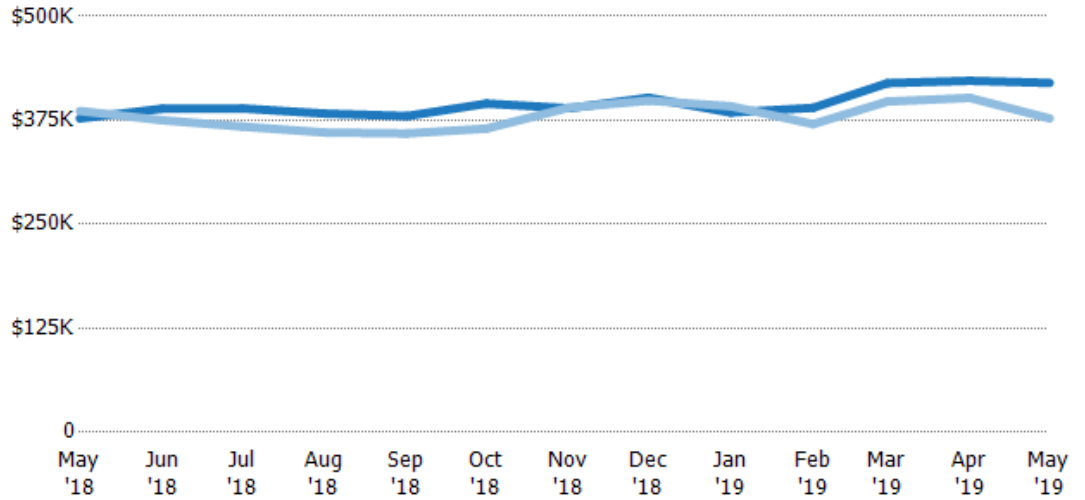
Average Listing Price

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.
May '19	\$420K	11.3%
May '18	\$377K	-2.3%
May '17	\$386K	-8.3%



Current Year	\$377K	\$389K	\$389K	\$383K	\$380K	\$395K	\$389K	\$402K	\$384K	\$390K	\$420K	\$422K	\$420K
Prior Year	\$386K	\$375K	\$367K	\$360K	\$359K	\$365K	\$390K	\$399K	\$392K	\$370K	\$398K	\$402K	\$377K
Percent Change from Prior Year	-2%	4%	6%	6%	6%	8%	0%	1%	-2%	5%	6%	5%	11%

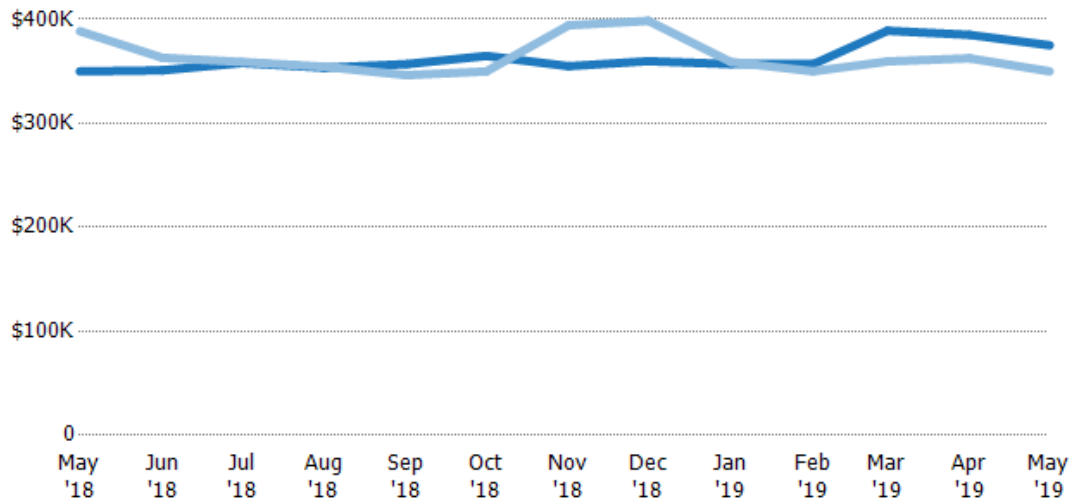
Median Listing Price

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.
May '19	\$375K	7.2%
May '18	\$350K	-9.9%
May '17	\$389K	-9.9%



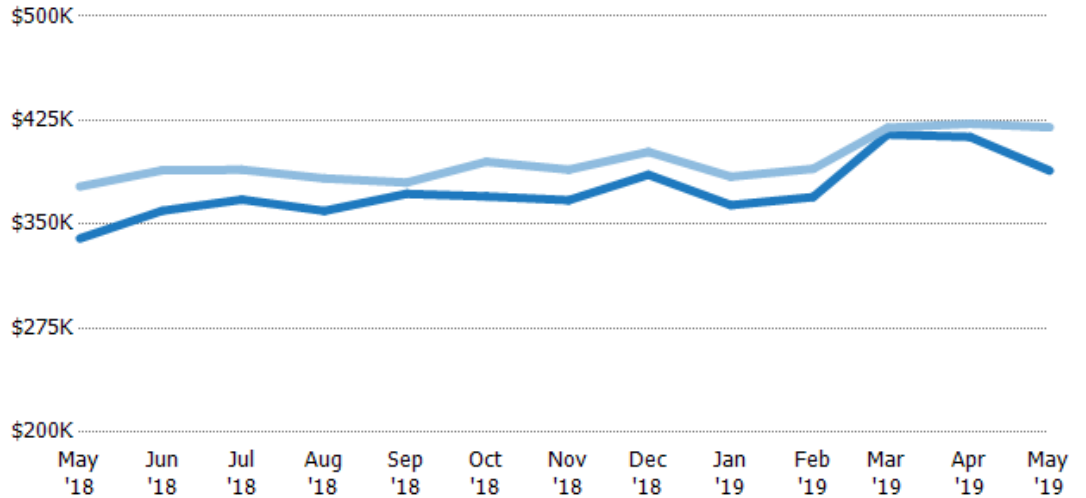
Current Year	\$350K	\$351K	\$358K	\$353K	\$357K	\$365K	\$355K	\$360K	\$357K	\$357K	\$389K	\$385K	\$375K
Prior Year	\$389K	\$363K	\$359K	\$354K	\$346K	\$350K	\$394K	\$399K	\$359K	\$350K	\$359K	\$362K	\$350K
Percent Change from Prior Year	-10%	-3%	0%	0%	3%	4%	-10%	-10%	-1%	2%	8%	6%	7%

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



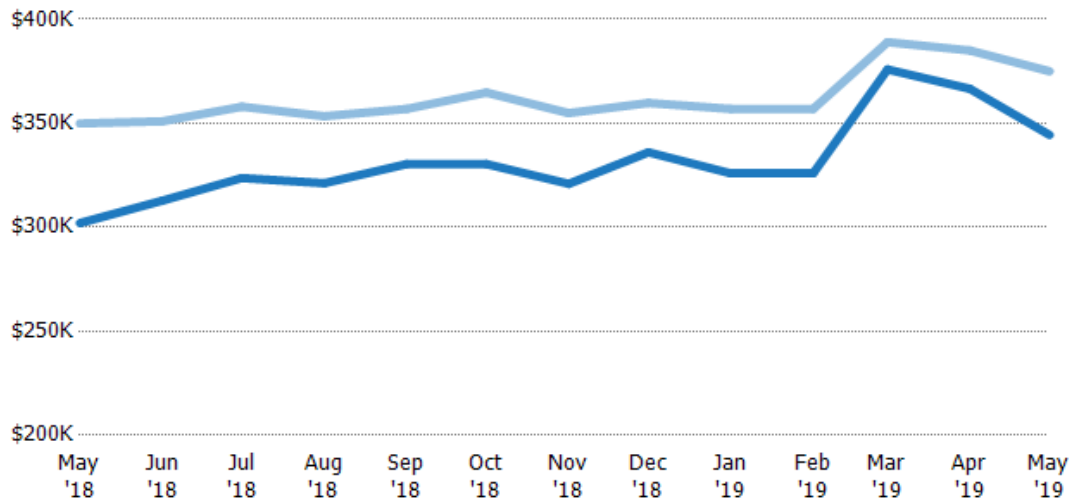
	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19
Avg Est Value	\$340K	\$360K	\$368K	\$360K	\$372K	\$370K	\$367K	\$386K	\$364K	\$370K	\$415K	\$413K	\$389K
Avg Listing Price	\$377K	\$389K	\$389K	\$383K	\$380K	\$395K	\$389K	\$402K	\$384K	\$390K	\$420K	\$422K	\$420K
Avg Listing Price as a % of Avg Est Value	111%	108%	106%	107%	102%	107%	106%	104%	106%	106%	101%	102%	108%

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



	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19
Median Est Value	\$302K	\$313K	\$324K	\$321K	\$330K	\$330K	\$321K	\$336K	\$326K	\$326K	\$376K	\$367K	\$344K
Median Listing Price	\$350K	\$351K	\$358K	\$353K	\$357K	\$365K	\$355K	\$360K	\$357K	\$357K	\$389K	\$385K	\$375K
Med Listing Price as a % of Med Est Value	116%	112%	111%	110%	108%	110%	111%	107%	110%	110%	103%	105%	109%

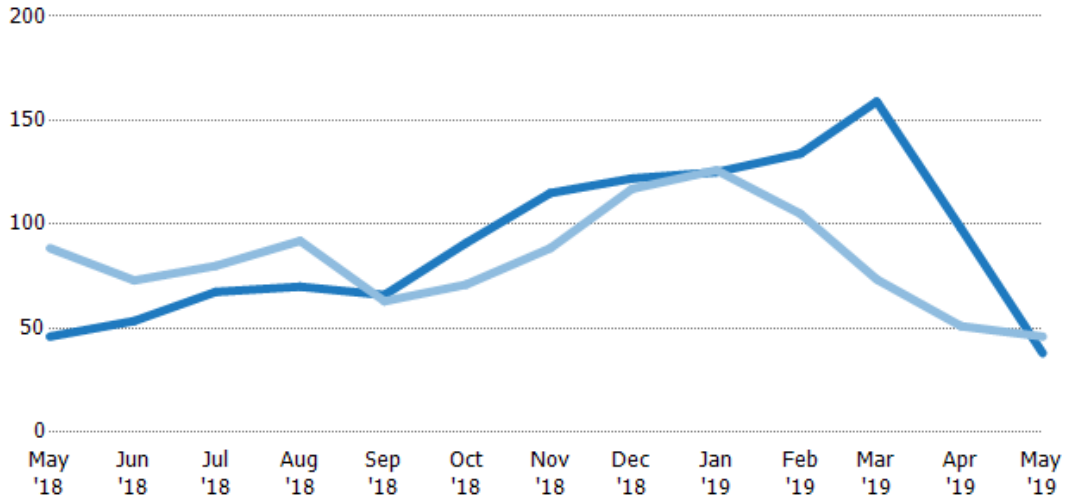
Median Days in RPR

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.
May '19	38	-17.4%
May '18	46	-48%
May '17	88.5	-7.3%



	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19
Current Year	46	53.5	67.5	70	66	91	115	122	125	134	159	98	38
Prior Year	88.5	73	80	92	63	71	88.5	117	126	105	73.5	51	46
Percent Change from Prior Year	-48%	-27%	-16%	-24%	5%	28%	30%	4%	-1%	28%	116%	92%	-17%

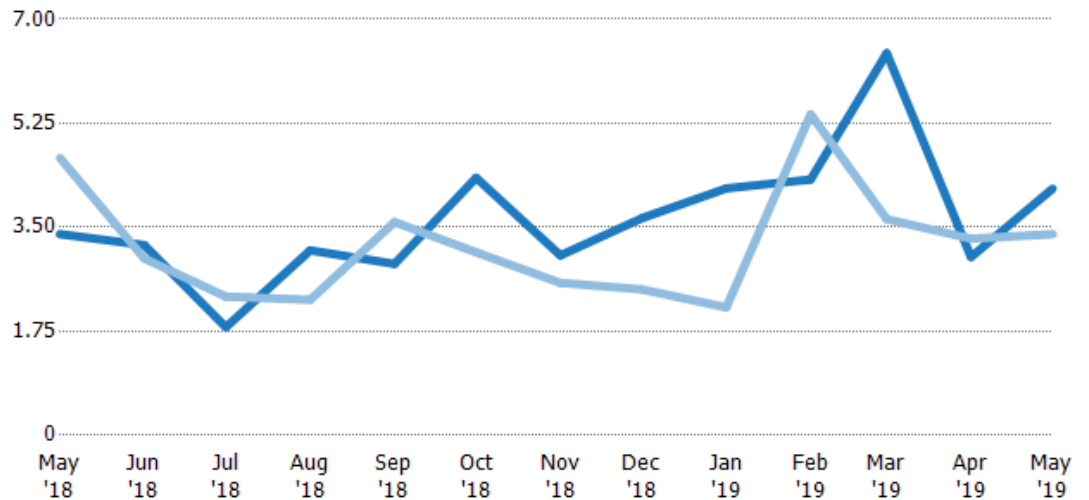
Months of Inventory

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.
May '19	4.15	22.6%
May '18	3.38	-27.5%
May '17	4.67	11.1%



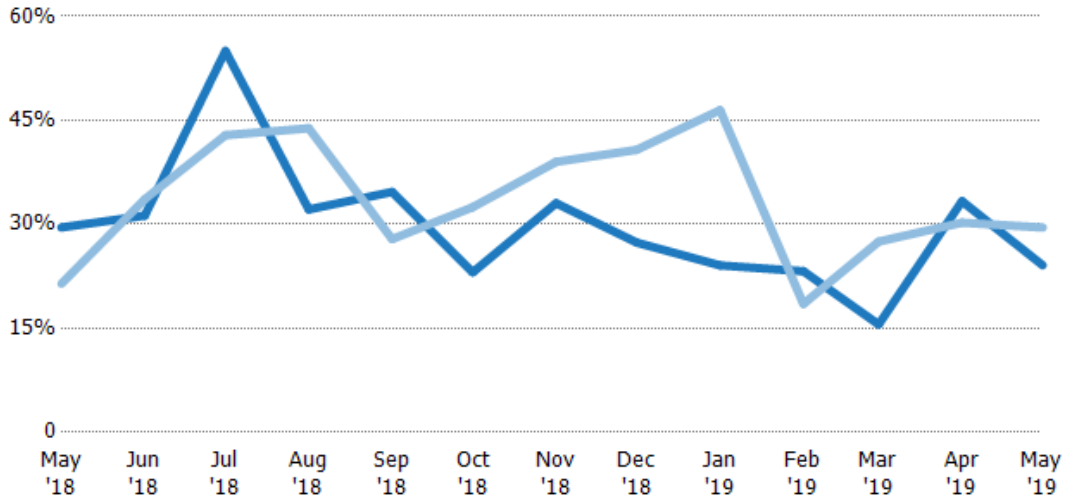
	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19
Current Year	3.38	3.2	1.82	3.11	2.88	4.33	3.03	3.65	4.15	4.3	6.43	3	4.15
Prior Year	4.67	2.98	2.33	2.28	3.59	3.08	2.56	2.45	2.15	5.4	3.64	3.31	3.38
Percent Change from Prior Year	-27%	8%	-22%	36%	-20%	41%	18%	49%	93%	-20%	77%	-9%	23%

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



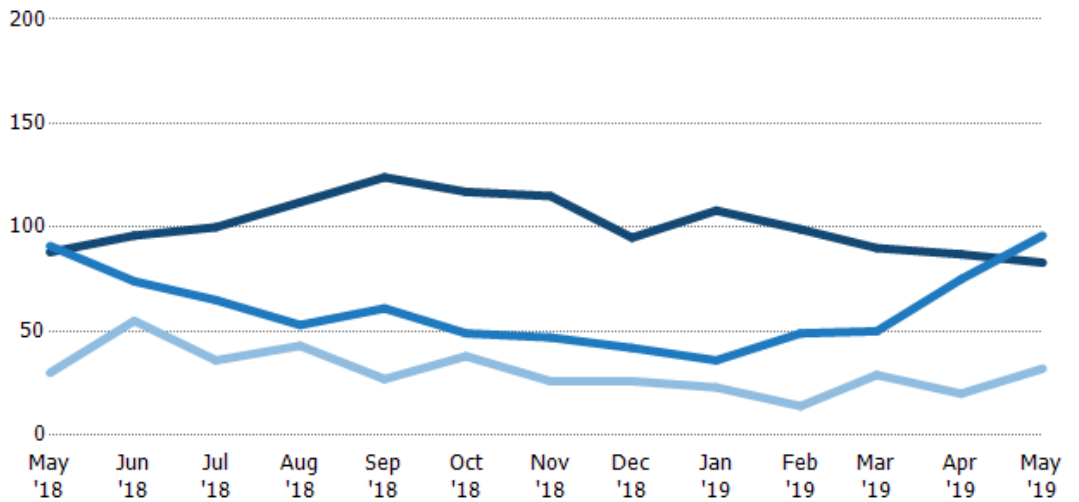
	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19
Current Year	30%	31%	55%	32%	35%	23%	33%	27%	24%	23%	16%	33%	24%
Prior Year	21%	34%	43%	44%	28%	32%	39%	41%	46%	19%	28%	30%	30%
Change from Prior Year	-8%	2%	-12%	12%	-7%	9%	6%	13%	22%	-5%	12%	-3%	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



	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19
Active	88	96	100	112	124	117	115	95	108	99	90	87	83
Pending	91	74	65	53	61	49	47	42	36	49	50	75	96
Sold	30	55	36	43	27	38	26	26	23	14	29	20	32

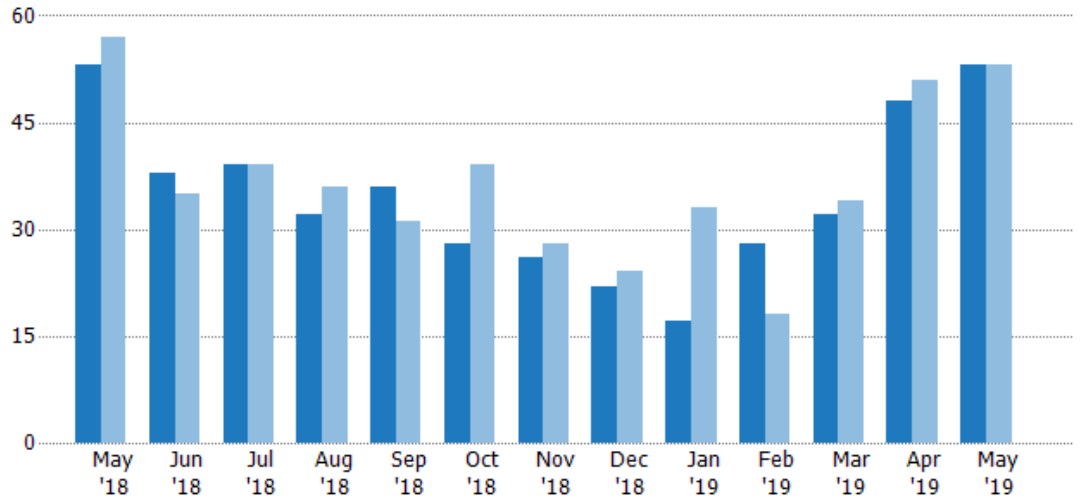
New Pending Sales

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.
May '19	53	0%
May '18	53	-7%
May '17	57	-8.8%



	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19
Current Year	53	38	39	32	36	28	26	22	17	28	32	48	53
Prior Year	57	35	39	36	31	39	28	24	33	18	34	51	53
Percent Change from Prior Year	-7%	9%	0%	-11%	16%	-28%	-7%	-8%	-48%	56%	-6%	-6%	0%

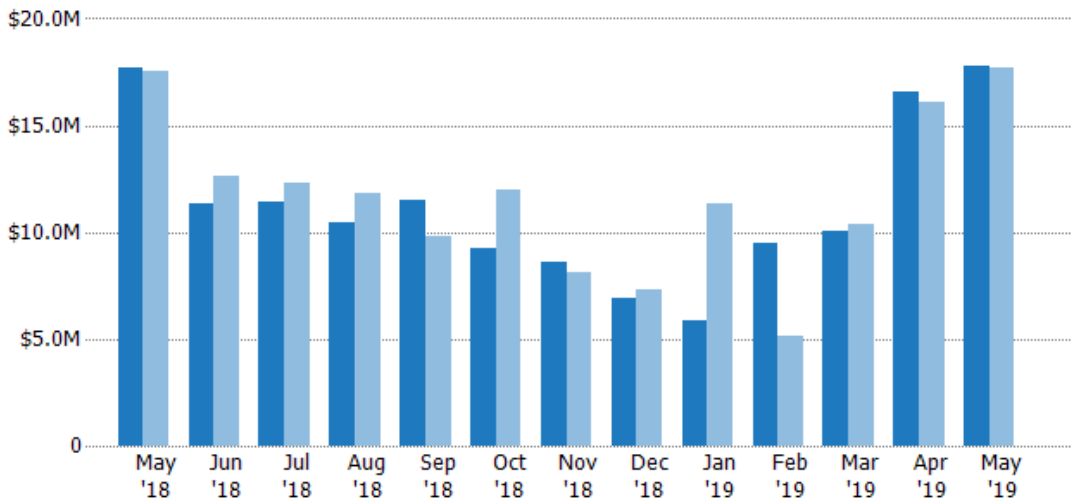
New Pending Sales Volume

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.
May '19	\$17.8M	0.3%
May '18	\$17.7M	0.8%
May '17	\$17.6M	-8.4%



	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19
Current Year	\$17.7M	\$11.3M	\$11.4M	\$10.4M	\$11.5M	\$9.21M	\$8.57M	\$6.91M	\$5.89M	\$9.48M	\$10.1M	\$16.5M	\$17.8M
Prior Year	\$17.6M	\$12.7M	\$12.3M	\$11.8M	\$9.79M	\$12M	\$8.13M	\$7.35M	\$11.3M	\$5.16M	\$10.4M	\$16.1M	\$17.7M
Percent Change from Prior Year	1%	-10%	-8%	-11%	18%	-23%	5%	-6%	-48%	84%	-3%	3%	0%

Pending Sales

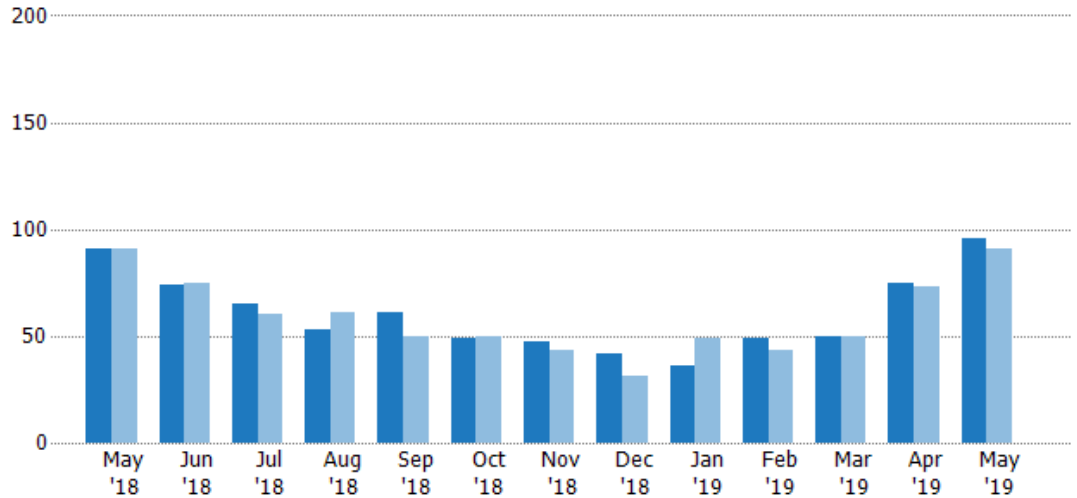
The number of residential properties with accepted offers that were available at the end each month.

Filters Used

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

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

Month/ Year	Count	% Chg.
May '19	96	5.5%
May '18	91	0%
May '17	91	11%



Current Year	91	74	65	53	61	49	47	42	36	49	50	75	96
Prior Year	91	75	60	61	50	50	43	31	49	43	50	73	91
Percent Change from Prior Year	0%	-1%	8%	-13%	22%	-2%	9%	35%	-27%	14%	0%	3%	5%

Pending Sales Volume

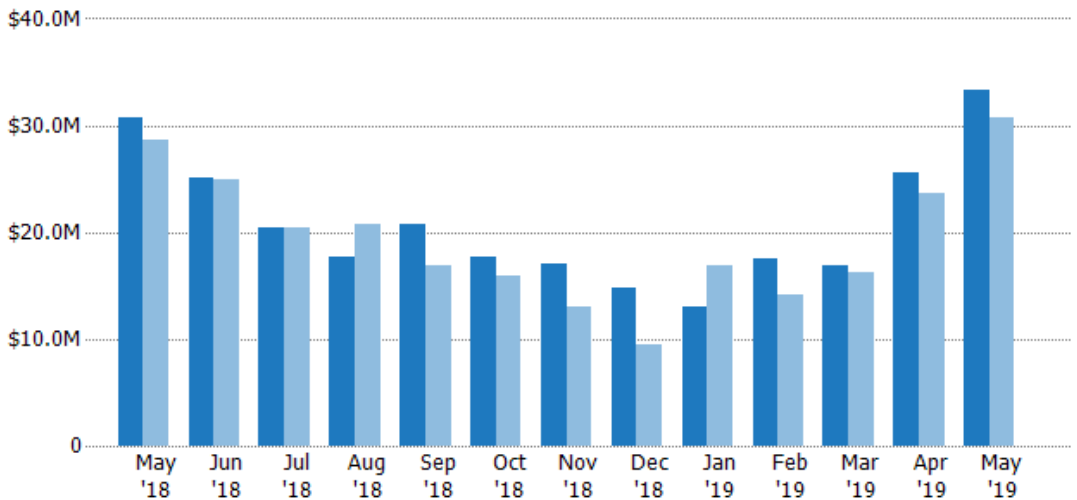
The sum of the sales price of residential properties with accepted offers that were available at the end of each month.

Filters Used

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

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

Month/ Year	Volume	% Chg.
May '19	\$33.4M	8.4%
May '18	\$30.8M	7.5%
May '17	\$28.6M	9.6%



Current Year	\$30.8M	\$25.1M	\$20.5M	\$17.7M	\$20.8M	\$17.7M	\$17M	\$14.9M	\$13M	\$17.5M	\$16.9M	\$25.6M	\$33.4M
Prior Year	\$28.6M	\$25M	\$20.4M	\$20.7M	\$16.9M	\$16M	\$12.9M	\$9.46M	\$16.8M	\$14.1M	\$16.3M	\$23.6M	\$30.8M
Percent Change from Prior Year	8%	0%	0%	-15%	23%	11%	32%	57%	-23%	25%	4%	8%	8%

Closed Sales

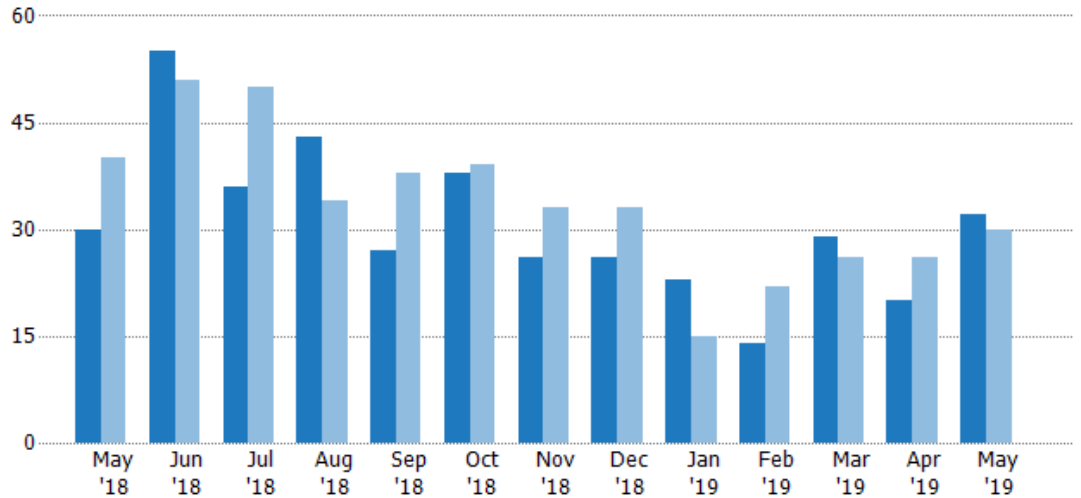
The total number of residential properties sold each month.

Filters Used

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

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

Month/ Year	Count	% Chg.
May '19	32	6.7%
May '18	30	-25%
May '17	40	12.5%



Current Year	30	55	36	43	27	38	26	26	23	14	29	20	32
Prior Year	40	51	50	34	38	39	33	33	15	22	26	26	30
Percent Change from Prior Year	-25%	8%	-28%	26%	-29%	-3%	-21%	-21%	53%	-36%	12%	-23%	7%

Closed Sales Volume

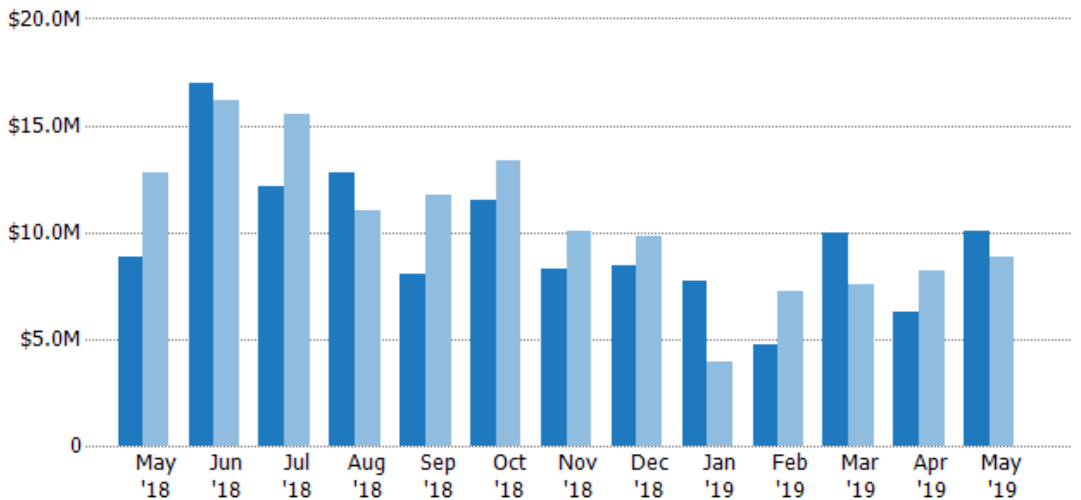
The sum of the sales price of residential properties sold each month.

Filters Used

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

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

Month/ Year	Volume	% Chg.
May '19	\$10.1M	13.7%
May '18	\$8.84M	-30.8%
May '17	\$12.8M	-0.3%



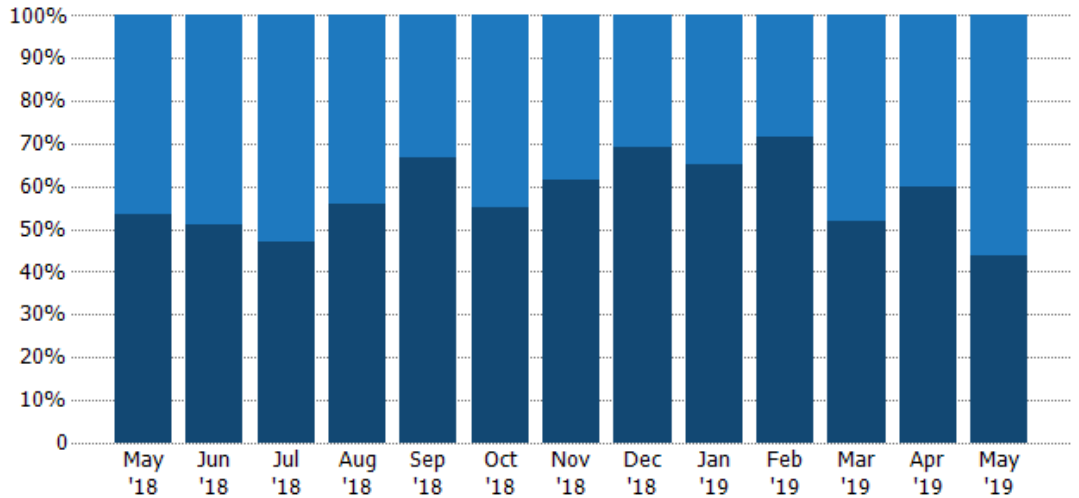
Current Year	\$8.84M	\$17M	\$12.1M	\$12.8M	\$8.08M	\$11.5M	\$8.31M	\$8.46M	\$7.73M	\$4.76M	\$9.95M	\$6.3M	\$10.1M
Prior Year	\$12.8M	\$16.2M	\$15.5M	\$11M	\$11.7M	\$13.4M	\$10.1M	\$9.83M	\$3.93M	\$7.2M	\$7.52M	\$8.21M	\$8.84M
Percent Change from Prior Year	-31%	5%	-22%	16%	-31%	-14%	-18%	-14%	97%	-34%	32%	-23%	14%

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



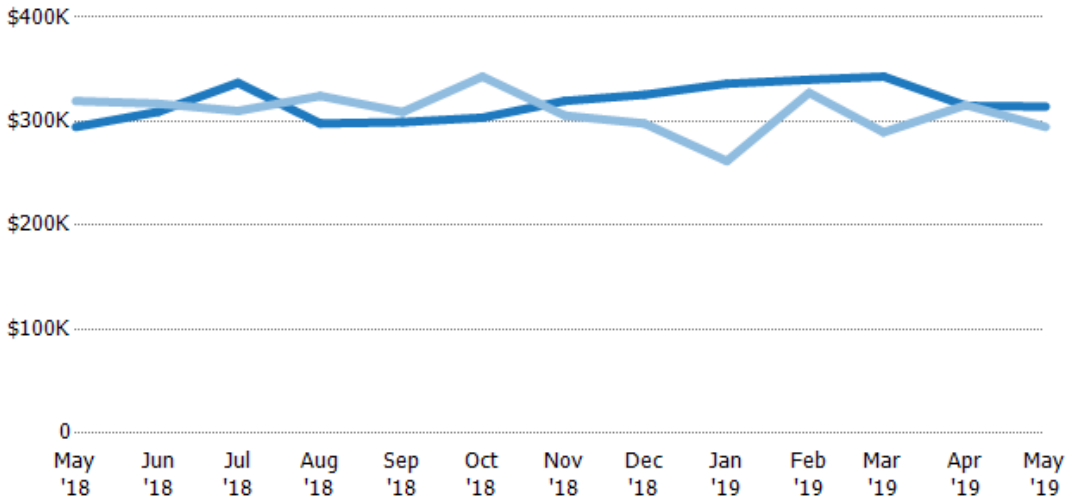
Condo/Townhouse	47%	49%	53%	44%	33%	45%	38%	31%	35%	29%	48%	40%	56%
Single Family Residence	53%	51%	47%	56%	67%	55%	62%	69%	65%	71%	52%	60%	44%

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



Month/Year	Price	% Chg.
May '19	\$314K	6.6%
May '18	\$295K	-7.8%
May '17	\$319K	-11.4%

Current Year	\$295K	\$309K	\$337K	\$298K	\$299K	\$303K	\$320K	\$326K	\$336K	\$340K	\$343K	\$315K	\$314K
Prior Year	\$319K	\$317K	\$310K	\$324K	\$309K	\$343K	\$306K	\$298K	\$262K	\$327K	\$289K	\$316K	\$295K
Percent Change from Prior Year	-8%	-2%	9%	-8%	-3%	-12%	5%	9%	28%	4%	19%	0%	7%

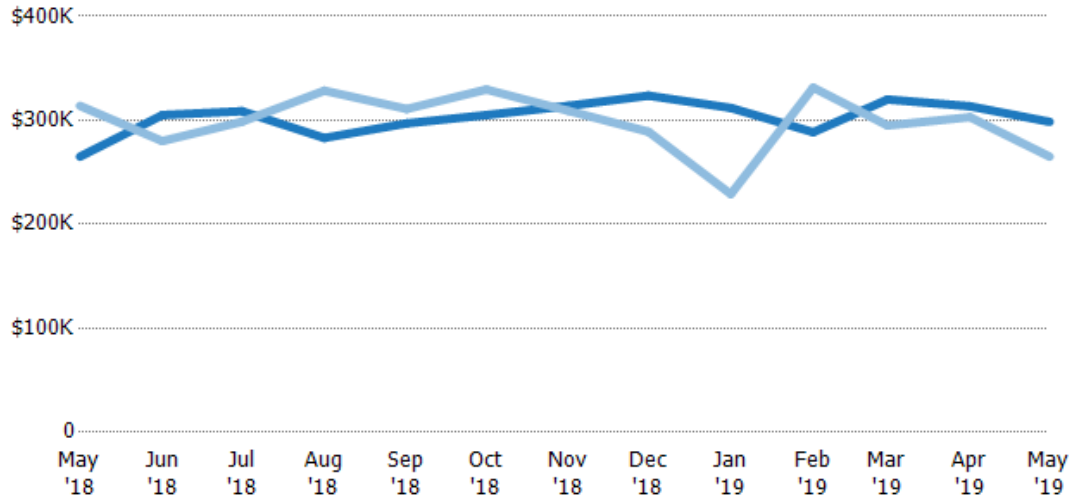
Median Sales Price

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.
May '19	\$299K	12.6%
May '18	\$265K	-15.6%
May '17	\$314K	-17.2%



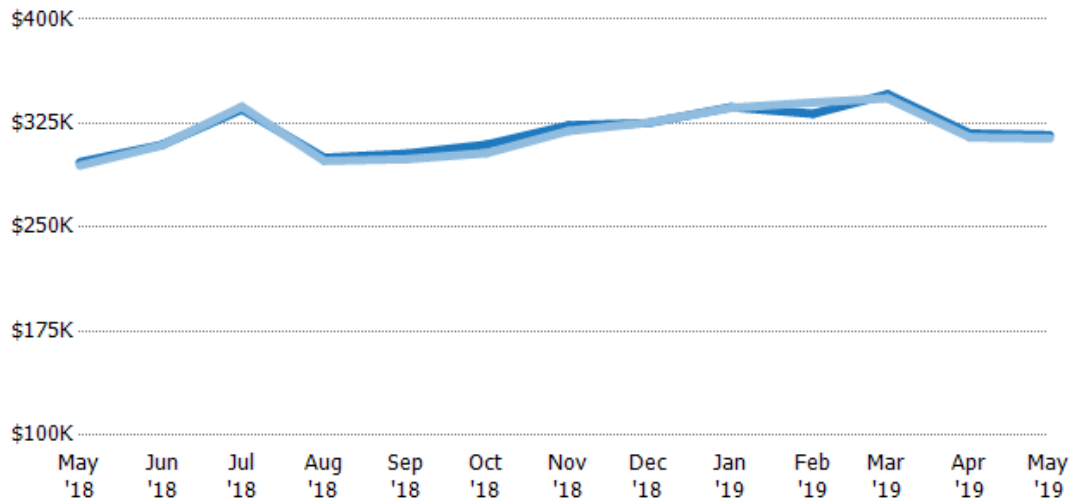
	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19
Current Year	\$265K	\$305K	\$309K	\$283K	\$297K	\$305K	\$314K	\$324K	\$312K	\$289K	\$320K	\$314K	\$299K
Prior Year	\$314K	\$280K	\$299K	\$328K	\$311K	\$330K	\$309K	\$289K	\$229K	\$331K	\$295K	\$303K	\$265K
Percent Change from Prior Year	-16%	9%	3%	-14%	-4%	-7%	2%	12%	36%	-13%	8%	3%	13%

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



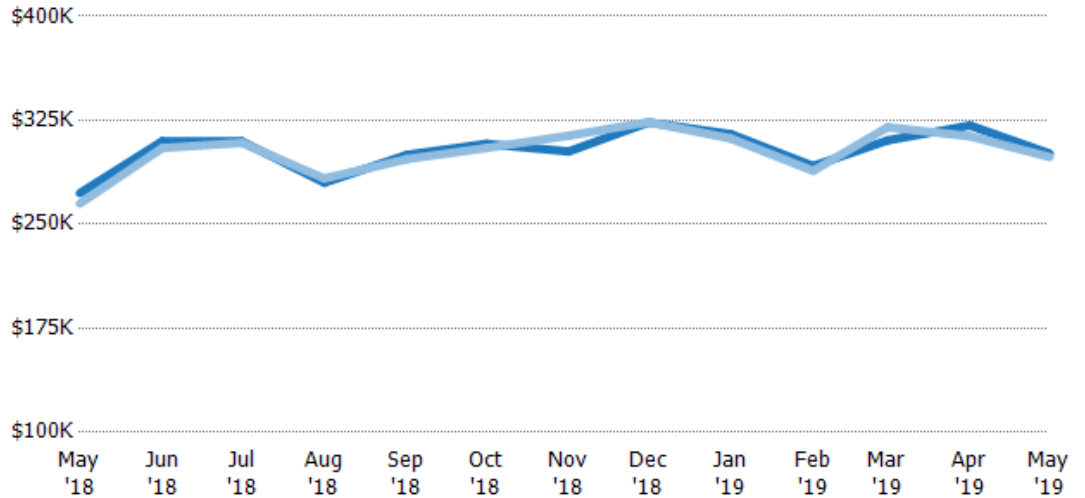
	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19
Avg List Price	\$297K	\$310K	\$335K	\$300K	\$303K	\$310K	\$323K	\$325K	\$337K	\$332K	\$346K	\$318K	\$316K
Avg Sales Price	\$295K	\$309K	\$337K	\$298K	\$299K	\$303K	\$320K	\$326K	\$336K	\$340K	\$343K	\$315K	\$314K
Avg Sales Price as a % of Avg List Price	99%	100%	101%	99%	99%	98%	99%	100%	100%	102%	99%	99%	99%

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

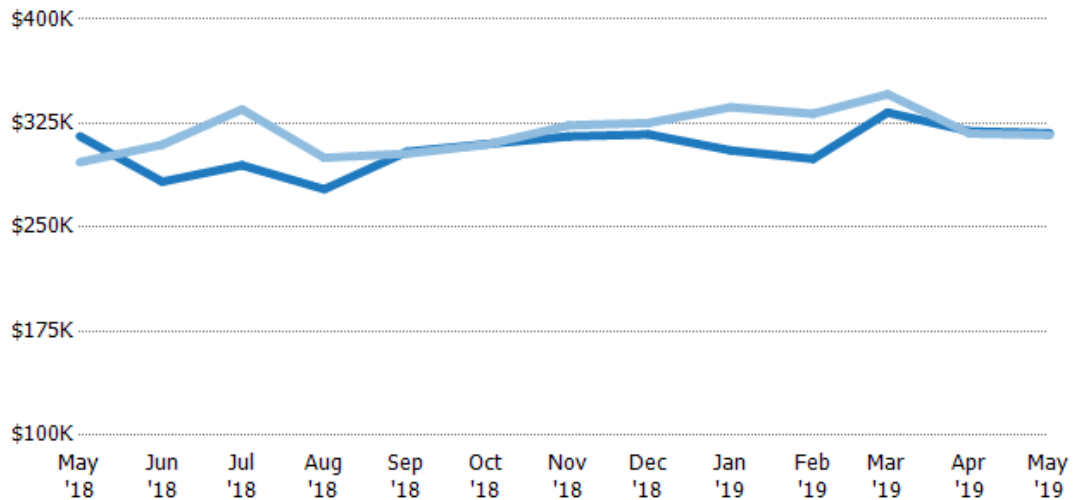


Average Sales Price vs Average Est Value

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

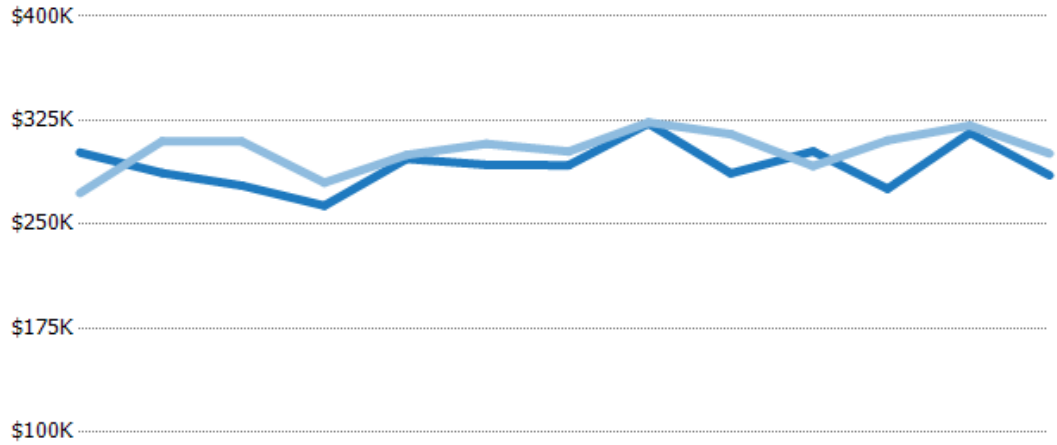


Median Sales Price vs Median Est Value

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



	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19
Median Est Value	\$302K	\$287K	\$278K	\$263K	\$297K	\$293K	\$293K	\$323K	\$287K	\$303K	\$276K	\$316K	\$285K
Median Sales Price	\$272K	\$310K	\$310K	\$280K	\$300K	\$308K	\$303K	\$323K	\$315K	\$292K	\$311K	\$321K	\$301K
Med Sales Price as a % of Med Est Value	90%	108%	111%	106%	101%	105%	103%	100%	110%	96%	113%	102%	106%