

# Summary of Key Listing and Sales Metrics

A summary of the key metrics selected to be included in the report. MLS sources where licensed.

+/-	YTD 2017	YTD 2018	+/-	Dec 2017	Dec 2018	Key Metrics
						Listing Activity Charts Metrics
+	8	8	+	8	8	New Listing Count
+25.4%	\$2,193,600	\$2,751,695	+25.4%	\$2,193,600	\$2,751,695	New Listing Volume
	N⁄A	N⁄A	+17.4%	46	54	Active Listing Count
	N⁄A	N⁄A	+16%	\$17,516,506	\$20,326,240	Active Listing Volume
-1.2%	\$380,794	\$376,412	-1.2%	\$380,794	\$376,412	Average Listing Price
-10.7%	\$399,450	\$356,900	-10.7%	\$399,450	\$356,900	Median Listing Price
+30.3%	114	148.5	+30.3%	114	148.5	Median Days in RPR
+30.4%	2.3	3	-	-	_	Months of Inventory
-10.1%	43.48%	33.33%	+	-	_	Absorption Rate
						Sales Activity Charts Metrics
+5.3%	19	20	+5.3%	19	20	New Pending Sales Count
+5.3%	\$5,737,800	\$6,042,000	+5.3%	\$5,737,800	\$6,042,000	New Pending Sales Volume
	N⁄A	N⁄A	+36%	25	34	Pending Sales Count
	N⁄A	N⁄A	+56.2%	\$7,572,600	\$11,832,050	Pending Sales Volume
-5.6%	18	17	-5.6%	18	17	Cloæd Sales Count
+8.7%	\$5,084,399	\$5,524,782	+8.7%	\$5,084,399	\$5,524,782	Cloæd Sales Volume
+15.1%	\$282,467	\$324,987	+15.1%	\$282,467	\$324,987	Average Sales Price
+11.8%	\$281,750	\$315,000	+11.8%	\$281,750	\$315,000	Median Sales Price





# New Listings

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

	20.00														
Filters Used															
ZIP: Essex, VT 05451, Essex Junction, VT 05452, Essex Junction, VT 05453 Property Type: Condo/Townhouse/Apt, Single Family Residence	15.00														
Family Residence	10.00														
	5.00								2.1						
		Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	0ct '18	Nov '18	Dec '18	
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	8	
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	8	
PriorExtra Year		-	-	-	-	-	-	-	-	-	-	-	-	-	

#### New Listing Volume

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

Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	25%
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	\$2.19M
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	\$2.75M
	0	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18
	\$1.0M													
Property Type: Condo/Townhouse/Apt, Single Family Residence	\$2.0M													
ZIP: Essex, VT 05451, Essex Junction, VT 05452, Essex Junction, VT 05453	\$3.0M													
Filters Used	\$4.0M ······													



# Active Listings

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

Filters Used	80													
ZIP: Essex, VT 05451, Essex Junction, VT 05452, Essex Junction, VT 05453	60													_
Property Type: Condo/Townhouse/Apt, Single Family Residence	40													
	20													
	0													
		Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	0ct '18	Nov '18	Dec '18
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	54
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	46
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	17%

#### Active Listing Volume

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

Filters Used														
ZIP: Essex, VT 05451, Essex Junction, VT 05452, Essex Junction, VT 05453	\$24.0M													
Property Type: Condo/Townhouse/Apt, Single Family Residence	\$16.0M													
	\$8.0M													
	0	_	-			-		_						
		Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18
														10
Current Year		-	-	-	-	-	-	-	-	-	-	-		\$20.3M
Current Year Prior Year		-	-	-	-	-	-	- -		-			-	
		- -	-	-	- -	-	- -	- -		-	-	-	- - -	\$20.3M



#### **Average Listing Price**

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

	\$400K ······												
Filters Used													
ZIP: Essex, VT 05451, Essex Junction, VT 05452, Essex Junction, VT 05453 Property Type: Condo/Townhouse/Apt, Single	\$300K												
Family Residence	\$200K												
	±1.0.01/												
	\$100K												
	0	1	<b>F</b> - <b>b</b>		<b>A</b>		<b>1</b>	<b>7</b> 1		C	0. <del>1</del>	N	D
	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	0ct '18	Nov '18	Dec '18
													Фо <b>л</b> си
Current Year	-	-	-	-	-	-	- 	-	-	-	-	-	\$376K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$381K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-1%

#### Median Listing Price

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

Filters Used	\$400K
ZIP: Essex, VT 05451, Essex Junction, VT 05452, Essex Junction, VT 05453	\$300K
Property Type: Condo/Townhouse/Apt, Single Family Residence	\$200K
	\$100K

	0												
	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$357K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$399K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-11%





# 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.

	\$400K ······												
Filters Used													
ZIP: Essex, VT 05451, Essex Junction, VT 05452, Essex Junction, VT 05453 Property Type:	\$300K												
Condo/Townhouse/Apt, Single Family Residence	\$200K												
	\$100K												
	0												
	Dec	Jan	Feb	Mar	Apr		Jun	Jul	Aug	Sep	Oct	Nov	Dec
	'17	'18	'18	'18	'18	'18	'18	'18	'18	'18	'18	'18	'18
Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$340K
Avg Listing Price	-	-	-	-	-	-	-	-	-	-	-	-	\$376K
Avg Listing Price as a % of Avg Est Value				_									111%
	-										-		111%

#### 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.

Med Listing Price as a % of Med Est Value	-	-	-	-	-	-	-	-	-	-	-	-	114%
Median Listing Price	-	-	-	-	-	-	-	-	-	-	-	-	\$357K
Median Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$312K
	0 Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18
	\$100K												
Property Type: Condo/Townhouse/Apt, Single Family Residence	\$200K												
ZIP: Essex, VT 05451, Essex Junction, VT 05452, Essex Junction, VT 05453	\$300K												
Filters Used	\$400K												





#### 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.

	200												
Filters Used													
ZIP: Essex, VT 05451, Essex Junction, VT 05452, Essex Junction, VT 05453 Property Type:	150												
Condo/Townhouse/Apt, Single													
Family Residence	100												
	50												
	0												
	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
	'17	'18	'18	'18	'18	'18	'18	'18	'18	'18	'18	'18	'18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	149
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	114
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	30%

# Months of Inventory

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

	5.00
Filters Used	
ZIP: Essex, VT 05451, Essex Junction, VT 05452, Essex Junction, VT 05453	3.75
Property Type: Condo/Townhouse/Apt, Single Family Residence	2.50

1.25

	0												
	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	3.6
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	2
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	80%







#### Absorption Rate

The percentage of inventory sold per month.

	60%												
Filters Used													
ZIP: Essex, VT 05451, Essex Junction, VT 05452, Essex Junction, VT 05453 Property Type:	45%												
Condo/Townhouse/Apt, Single Family Residence													
Family Residence	30%												
	15%												
	10%												
	0												
	0 Dec	Jan	Feb						Aug	Sep	0ct	Nov	Dec
	0 Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18
Current Year										Sep '18			
Current Year Prior Year										Sep '18		'18	'18
·										Sep '18		'18	<b>'18</b> 28%

# Active/Pending/Sold Units

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

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#### **60** Filters Used ZIP: Essex, VT 05451, Essex Junction, VT 05452, Essex Junction, VT 05453 45 Property Type: Condo/Townhouse/Apt, Single Family Residence 30 15 0 Dec Jan Feb Mar Apr May Jun Jul Aug Sep 0ct Nov Dec '17 '18 '18 '18 '18 '18 '18 '18 '18 '18 '18 '18 '18

Pending		 		
Sold	 	 		

Active

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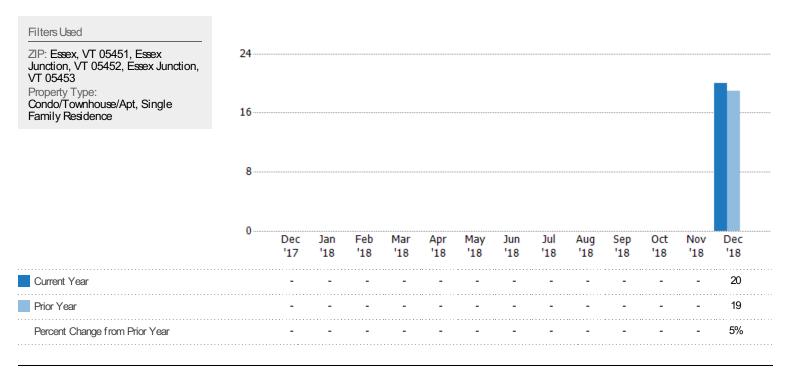
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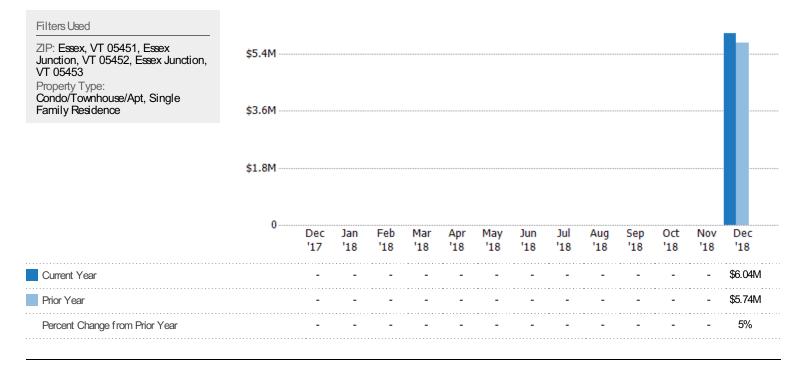
### New Pending Sales

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



### New Pending Sales Volume

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

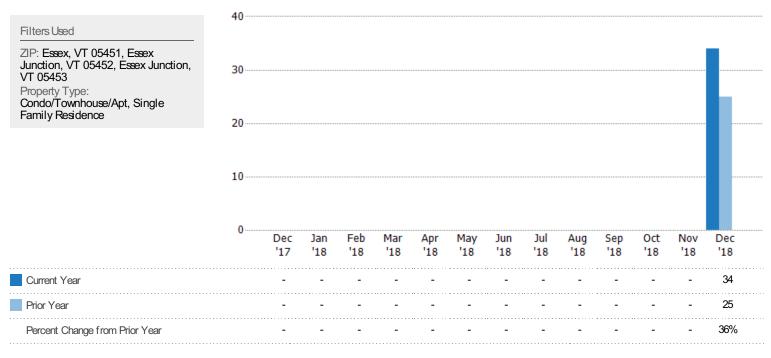


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# Pending Sales

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



# Pending Sales Volume

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

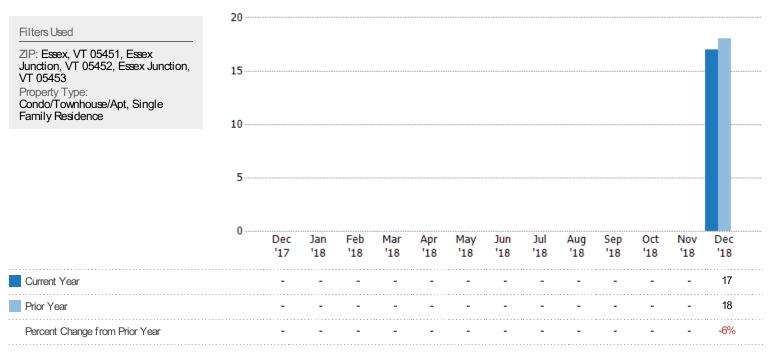
	\$20.0M													
Filters Used														
ZIP: Essex, VT 05451, Essex Junction, VT 05452, Essex Junction, VT 05453	\$15.0M													
Property Type: Condo/Townhouæ/Apt, Single Family Residence														
	\$10.0M													
	\$5.0M													
	0													
	Ŭ	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18
		17	18	10	10	10	10	10	16	10	10	18	10	10
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	\$11.8M
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	\$7.57M
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	56%





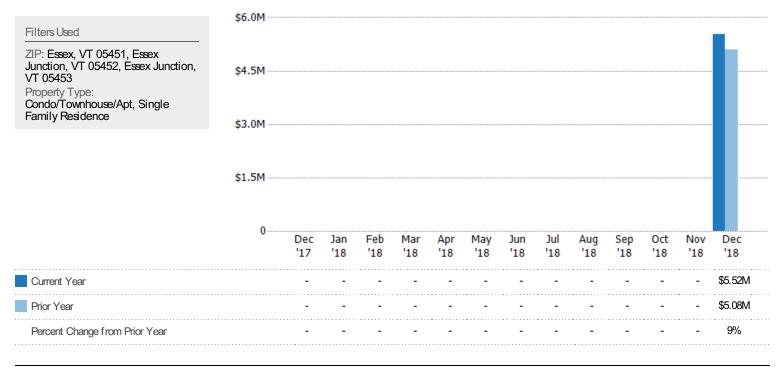
## Closed Sales

The total number of residential properties sold each month.



# **Closed Sales Volume**

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





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# Closed Sales by Property Type

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

	100%														
Filters Used	90%														
ZIP: Essex, VT 05451, Essex Junction, VT 05452, Essex Junction,	80%														
VT 05453	70%														
Property Type: Condo/Townhouse/Apt, Single	60%														
Family Residence	50%														
	40%														
	30%														
	20%														
	10%														
	0	Dec	Jan	Feb	Mar				Jul	Aug	Sep	0ct	Nov	Dec	
		'17	'18	'18	'18	'18	May '18	'18		'18	'18	'18	'18	'18	
Condo/Townhouse		-	-	-	-	-	-	-	-	-	-	-	-	29%	
Single Family Residence		-	-	-	-	-	-	-	-	-	-	-	-	71%	

# **Average Sales Price**

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

Filters Used	\$400K
ZIP: Essex, VT 05451, Essex Junction, VT 05452, Essex Junction, VT 05453	\$300K
Property Type: Condo/Townhouse/Apt, Single Family Residence	\$200K
	\$100K

	0												
	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$325K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$282K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	15%





#### Median Sales Price

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

Filters Used	\$400K												
ZIP: Essex, VT 05451, Essex Junction, VT 05452, Essex Junction, VT 05453 Property Type:	\$300K												
Condo/Townhouse/Apt, Single Family Residence	\$200K												
	±1001/												
	\$100K												
	0		<b>F</b> - <b>L</b>						•				<b>D</b>
	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	0ct '18	Nov '18	Dec '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$315K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$282K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	12%

#### 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	\$400K												
ZIP: Essex, VT 05451, Essex Junction, VT 05452, Essex Junction, VT 05453 Property Type:	\$300K												
Condo/Townhouse/Apt, Single Family Residence	\$200K												
	\$100K												
	0												
	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18
Avg List Price	-	-	-	-	-	-	-	-	-	-	-	-	\$323K
Avg Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$325K
Avg Sales Price as a % of Avg List Price	-	-	-	-	-	-	-	-	-	-	-	-	101%





# Median Sales Price vs Median Listing Price

The median sales price as a percentage of the median listing price for properties sold each month.

	\$400K ······												
Filters Used													
ZIP: Essex, VT 05451, Essex Junction, VT 05452, Essex Junction, VT 05453 Property Type:	\$300K												
Condo/Townhouse/Apt, Single Family Residence	\$200K												
,	\$200K												
	\$100K												
	0												
	Dec	Jan	Feb	Mar	Apr		Jun	Jul	Aug	Sep	0ct	Nov	Dec
	'17	'18	'18	'18	'18	'18	'18	'18	'18	'18	'18	'18	'18
Median List Price	-	-	-	-	-	-	-	-	-	-	-	-	\$317K
Median Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$315K
Med Sales Price as a % of Med List Price	-	-	-	-	-	-	-	-	-	-	-	-	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	\$400K ······												
ZIP: Essex, VT 05451, Essex Junction, VT 05452, Essex Junction, VT 05453 Property Type:	\$300K												
Condo/Townhouse/Apt, Single Family Residence	\$200K												
	\$100K												
	0 Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18
Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$290K
Avg Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$323K
Avg Sales Price as a % of Avg Est Value	-	-	-	-	-	-	_	-	-	-	-	-	111%



# 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.

	\$400K ······												
Filters Used													
ZIP: Essex, VT 05451, Essex Junction, VT 05452, Essex Junction, VT 05453	\$300K												
Property Type: Condo/Townhouse/Apt, Single Family Residence	\$200K												
	\$100K												
	0												
	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	0ct '18	Nov '18	Dec '18
Median Est Value	-	-		-	-	-	-	-	-	-	-	-	\$257K
Median Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$317K
Med Sales Price as a % of Med Est Value	-	-	-	-	-	-	-	-	-	-	-	-	123%

