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	Dec 2018	Dec 2017	+ / -	YTD 2018	YTD 2017	+ / -
Listing Activity Charts Metrics						
New Listing Count	9	11	-18.2%	9	11	-18.2%
New Listing Volume	\$3,016,595	\$3,008,500	+0.3%	\$3,016,595	\$3,008,500	+0.3%
Active Listing Count	84	78	+7.7%	NA	NA	
Active Listing Volume	\$34,617,389	\$31,038,106	+11.5%	NA	NA	
Average Listing Price	\$412,112	\$397,924	+3.6%	\$412,112	\$397,924	+3.6%
Median Listing Price	\$365,625	\$387,377	-5.6%	\$365,625	\$387,377	-5.6%
Median Days in RPR	119.5	115	+3.9%	119.5	115	+3.9%
Months of Inventory	_	_	-	2.7	2.5	+7.7%
Absorption Rate	_	_	+-	36.9%	39.74%	-2.8%
Sales Activity Charts Metrics						
New Pending Sales Count	28	24	+16.7%	28	24	+16.7%
New Pending Sales Volume	\$8,636,298	\$7,350,100	+17.5%	\$8,636,298	\$7,350,100	+17.5%
Pending Sales Count	47	32	+46.9%	NA	NA	
Pending Sales Volume	\$16,809,249	\$9,781,900	+71.8%	NA	NA	
Closed Sales Count	26	31	-16.1%	26	31	-16.1%
Closed Sales Volume	\$8,463,082	\$9,215,159	-8.2%	\$8,463,082	\$9,215,159	-8.2%
Average Sales Price	\$325,503	\$297,263	+9.5%	\$325,503	\$297,263	+9.5%
Median Sales Price	\$323,675	\$289,000	+12%	\$323,675	\$289,000	+12%





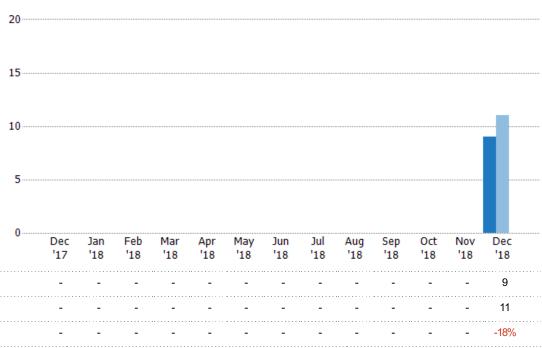
New Listings

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

Filters Used

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

ZIP: Essex Junction, VT 05452,



New Listing Volume

Percent Change from Prior Year

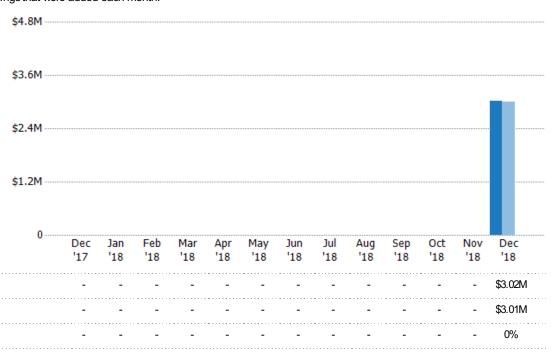
The sum of the listing price of residential listings that were added each month.

Filters Used

Current Year

Prior Year

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





Current Year

Percent Change from Prior Year



Active Listings

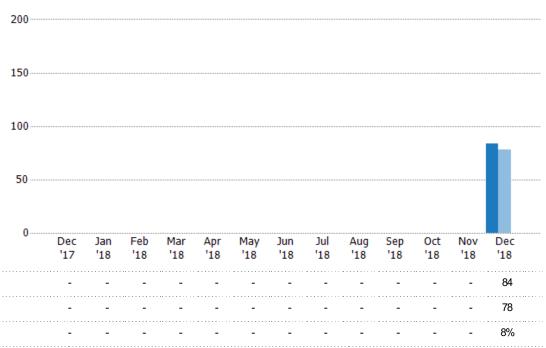
Family Residence

Current Year

Prior Year

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

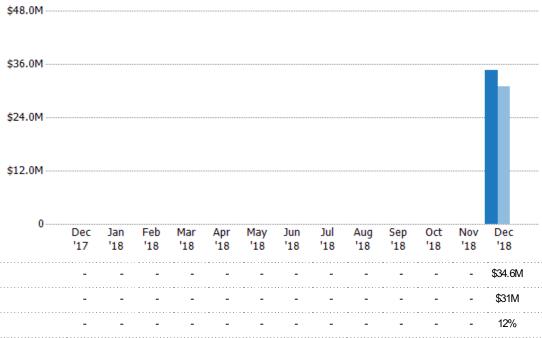


Active Listing Volume

Percent Change from Prior Year

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





Prior Year

Percent Change from Prior Year





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

\$300K												
\$375K												
\$250K												
\$125K												
_								Aua				
'17	'18	'18	'18	'18	'18	'18	'18	Aug '18	'18	'18	'18	'18

	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	-	-	-	-	-	-	-	-	-	-	-	-	\$412K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$398K
Percent Change from Prior Year	-	-	-	-	_	-	-	-	-	-	-	-	4%

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

\$400k	(
\$300k	(
\$200k	(
\$100k	C
,	

	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	-	-	-	-	-	-	-	-	-	-	-	-	\$366K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$387K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-6%





103%



Market Data Report

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

\$500K \$375K \$250K \$125K 0. Dec Feb May Jun Aug Sep 0ct Nov Dec '18 '18 '18 '18 '18 '18 '17 '18 '18 '18 '18 '18 '18 \$400K \$412K

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

Avg Est Value

Avg Listing Price

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

Avg Listing Price as a % of Avg Est Value

0K	 										
0K	 										
_											
0					2	21	Aug	Con	Oct	Nave	_
Dec	Feb	Mar	Apr	May	Jun	Jui	Aug	Sep	Oct	Nov	
Dec	Feb '18	Mar '18	Apr '18	May '18	Jun '18	'18	'18	'18	'18		
Dec	Feb '18	Mar '18	118 -	May '18	Jun '18	'18	'18	'18	'18		':
Dec	Feb '18	Mar '18	Apr '18	May '18	'18	'18	'18	'18	'18	'18	\$3 \$3



Median Est Value

Median Listing Price

Med Listing Price as a % of Med Est Value





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

200												
150												
100												
50												
0												
•				Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18
-	-	-	-	-	-	-	-	-	-	-	-	120
-	-	-	-	-	-	-	-	-	-	-	-	115
-	-	-	-	-	-	-	-	-	-	-	-	4%

Months of Inventory

Percent Change from Prior Year

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

1.25

Filters Used

Current Year
Prior Year

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

Percent Change from Prior Year

3.75

0 Dec Jan Feb Mar Apr May Jun Jul Aug Sep 0ct Νον Dec '18 '18 '18 3.23 2.36 37%

Current Year





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

45%	 	 	

30%

15%

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
 -	-	-	-	-	-	-	-		-	-	-	31%
 -	-	-	-	-	-	-	-	-	-	-	-	42%
 -	-	-	-	-	-	-	-	-	-	-	-	11%

Active/Pending/Sold Units

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

Filters Used

Current Year
Prior Year

Change from Prior Year

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

90
68
45

23------

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
_	-	-	-	-	-	-	-	-	-	-		84
-	-	-	-	-	-	-	-	-	-	-	-	47
-	-	-	-	-	-	-	-	-	-	-	-	26



Active Pending

Sold



Current Year

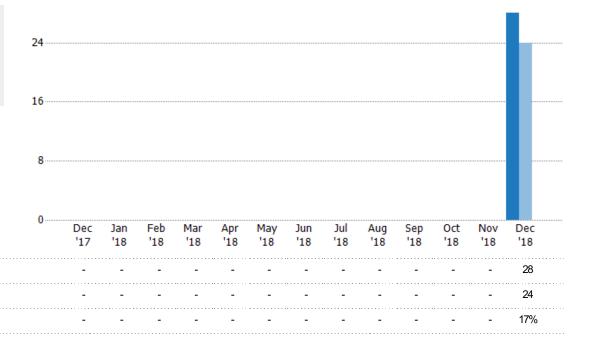
Prior Year

Market Data Report

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

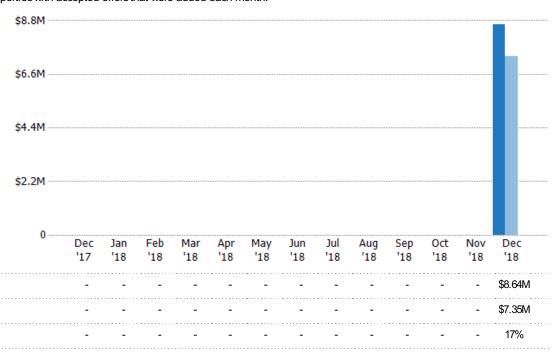


New Pending Sales Volume

Percent Change from Prior Year

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



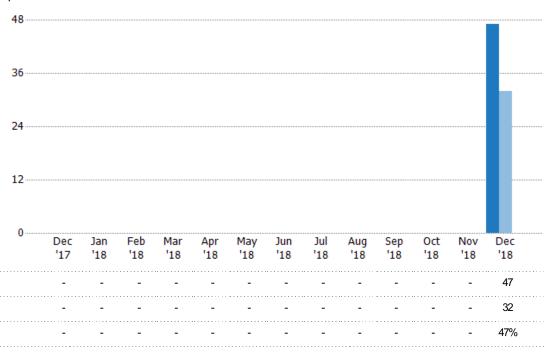
Current Year

Percent Change from Prior Year

Pending Sales

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

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



Pending Sales Volume

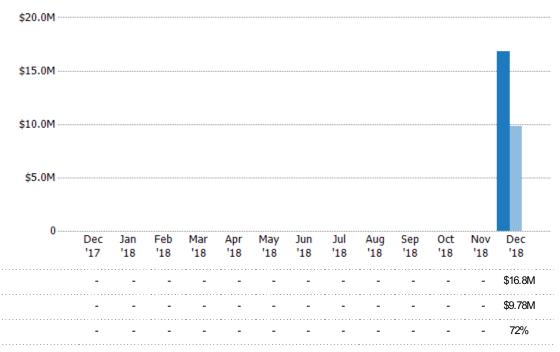
Percent Change from Prior Year

Current Year

Prior Year

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

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





Current Year

Percent Change from Prior Year



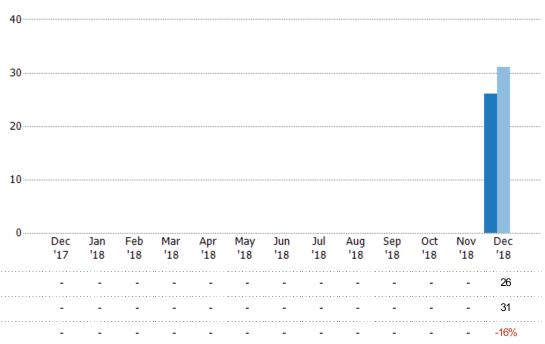
Closed Sales

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



Closed Sales Volume

Percent Change from Prior Year

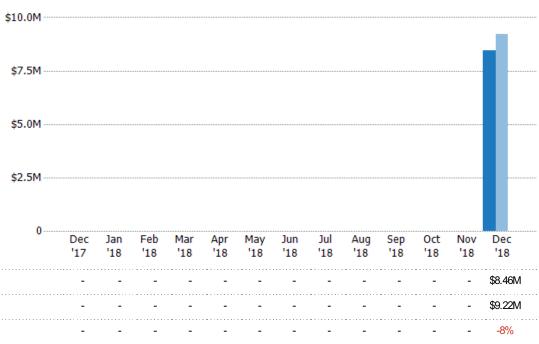
The sum of the sales price of residential properties sold each month.

Filters Used

Current Year

Prior Year

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



Current Year

Percent Change from Prior Year





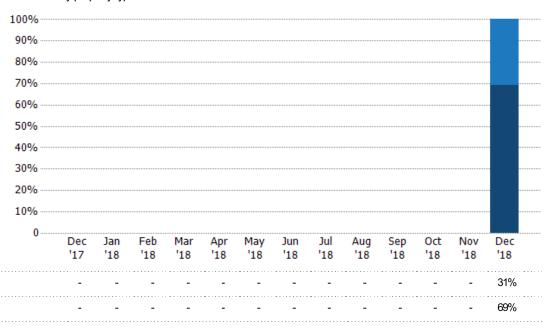
Closed Sales by Property Type

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

Filters Used

WIlliston, VT 05495 Property Type: Condo/Townhouse/Apt, Single Family Residence

ZIP: Essex Junction, VT 05452,



Average Sales Price

Single Family Residence

Condo/Townhouse

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

Filters Used

Current Year

Prior Year

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

Percent Change from Prior Year

\$400K \$300K \$200K \$100K Dec Jan Feb Mar Apr May Jun Jul Aug Sep 0ct Nov Dec '18 '17 '18 '18 '18 '18 '18 '18 '18 '18 '18 '18 '18 \$326K \$297K 9%







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

\$100K	 	 	 		 	 •••••
\$200K	 	 	 	 	 	
\$300K	 	 	 	 	 	 •••••

	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	-	-	-	-	-	-	-	-	-	-	-	-	\$324K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$289K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	12%

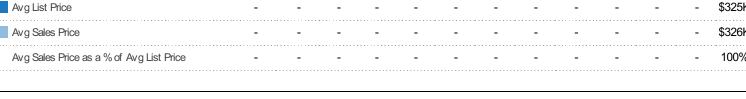
Average Sales Price vs Average Listing Price

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

Filters Used

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

0K						
0K	 	 	 	 	 	
0K	 		 	 	 	







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

\$400K		 	 	 		 	
\$300K		 	 	 		 	
\$200K		 	 	 		 	
\$100K		 	 	 		 	
•					Aug '18		
	• • • • • • • • • • • • • • • • • • • •	 • • • • • • • • • • • • •	 	 		 	

	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
Median List Price	-	-	-	-	-	-	-	-	-	-	-	-	\$323K
Median Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$324K
Med Sales Price as a % of Med List Price	-	-	-	-	-	-	-	-	-	-	-	-	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

\$400K												
\$300K												
\$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
-	-	-	-	-	-	-	-	-	-	-	-	\$301K
-	-	-	-	-	-	-	-	-	-	-	-	\$325K
- -	-	-	-	-	-	-	-	-	-	-	-	108%



Avg Est Value

Avg Sales Price

Avg Sales Price as a % of Avg Est Value





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

Median Est Value

Median Sales Price

Med Sales Price as a % of Med Est Value

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

\$300K	 			 			 		
\$200K	 			 			 		
\$100K				 			 		
0							 		
Dec						Aug '18		Nov '18	Dec '18
Dec		Mar '18		Jun '18	Jul '18		Oct '18	Nov '18	Dec
Dec		Mar '18	Apr '18	Jun '18	Jul '18	Aug '18	Oct '18	Nov '18	Dec '18



