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 2018	Feb 2017	+ / -	YTD 2018	YTD 2017	+ / -
Listing Activity Charts Metrics						
New Listing Count	25	24	+4.2%	25	24	+4.2%
New Listing Volume	\$7,332,600	\$8,546,225	-14.2%	\$7,332,600	\$8,546,225	-14.2%
Active Listing Count	46	73	-37%	46	73	-37%
Active Listing Volume	\$16,509,254	\$26,180,477	-36.9%	\$16,509,254	\$26,180,477	-36.9%
Average Listing Price	\$358,897	\$358,637	+0.1%	\$358,897	\$358,637	+0.1%
Median Listing Price	\$349,950	\$360,000	-2.8%	\$349,950	\$360,000	-2.8%
Median Days in RPR	45.5	145	-68.6%	45.5	145	-68.6%
Months of Inventory	_	_	-	6.6	9.1	-28%
Absorption Rate	_	_	+_	15.22%	10.96%	+4.3%
Sales Activity Charts Metrics						
New Pending Sales Count	17	14	+21.4%	17	14	+21.4%
New Pending Sales Volume	\$4,523,800	\$3,650,290	+23.9%	\$4,523,800	\$3,650,290	+23.9%
Pending Sales Count	36	34	+5.9%	36	34	+5.9%
Pending Sales Volume	\$11,419,495	\$10,044,752	+13.7%	\$11,419,495	\$10,044,752	+13.7%
Cloæd Sales Count	18	7	+157.1%	18	7	+157.1%
Closed Sales Volume	\$5,698,050	\$1,833,762	+210.7%	\$5,698,050	\$1,833,762	+210.7%
Average Sales Price	\$316,558	\$261,966	+20.8%	\$316,558	\$261,966	+20.8%
Median Sales Price	\$313,950	\$247,000	+27.1%	\$313,950	\$247,000	+27.1%





New Listings

Family Residence

Current Year

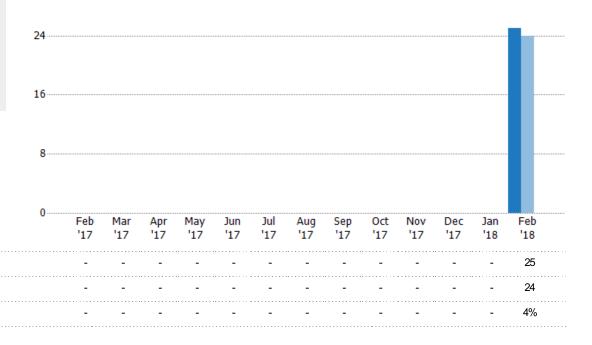
Prior Year

The number of new single-family, condominium and townhome listings that were added each month.

Filters Used

ZIP: Essex, VT 05451, Essex
Junction, VT 05452, Essex Junction,
VT 05453

Property Type:
Condo/Townhouse/Apt, Single



New Listing Volume

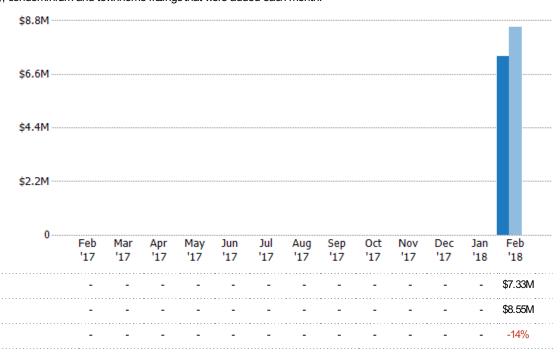
Percent Change from Prior Year

The sum of the listing price of single-family, condominium and townhome listings that were added each month.

Eilters Used

ZIP: Essex, VT 05451, Essex
Junction, VT 05452, Essex Junction,
VT 05453

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





Current Year

Percent Change from Prior Year





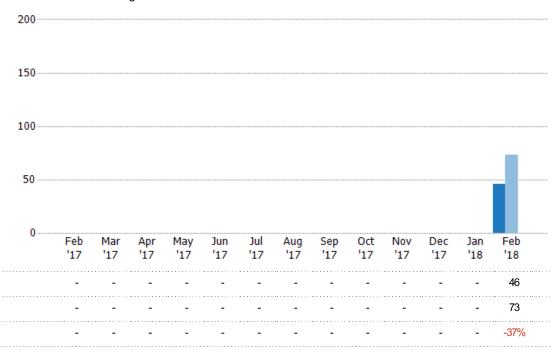
Active Listings

The number of active single-family, condominium and townhome listings at the end of each month.

Filters Used

ZIP: Essex, VT 05451, Essex
Junction, VT 05452, Essex Junction,
VT 05453

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



Active Listing Volume

Percent Change from Prior Year

Current Year

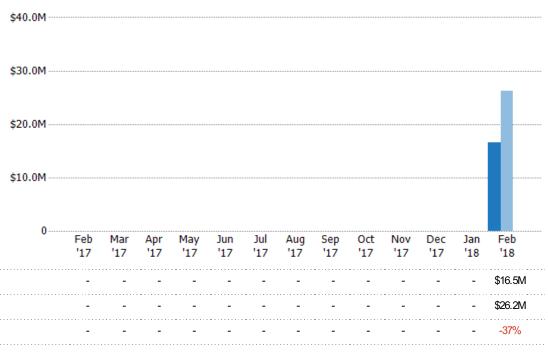
Prior Year

The sum of the listing price of active single-family, condominium and townhome listings at the end of each month.

Filters Used

ZIP: Essex, VT 05451, Essex
Junction, VT 05452, Essex Junction,
VT 05453

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



Current Year

Percent Change from Prior Year





Average Listing Price

The average listing price of active single-family, condominium and townhome listings at the end of 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... Feb Mar May Jun Dec Feb '17 '17 '17 '17 '17 '17 '18 '18 '17 '17 '17 '17 Current Year \$359K

Median Listing Price

Percent Change from Prior Year

Prior Year

The median listing price of active single-family, condominium and townhome 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
Family Residence

\$400K

\$300K

\$300)K												
\$200)K												
\$100)K												
	•			May '17									
	-	-	-	-	-	-	-	-	-	-	-	-	\$350K
	-	-	-	-	-	-	-	-	-	-	-	-	\$360K



Current Year
Prior Year

Percent Change from Prior Year



\$359K



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.

	\$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	Mar	A			11		Con	0.+		D	1	
	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18
Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$292K
Avg Listing Price	-	-	-	-	-	-	-	-	-	-	-	-	\$359K
Avg Listing Price as a % of Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	123%

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.

¢400K

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

Med Listing Price as a $\%\,\mathrm{of}\,$ Med Est Value

ζ	 	 		 			
ζ	 	 	 	 	 		
_							
						Jan	
						Oct Nov Dec	Oct Nov Dec Jan
						ec	
						Jan '18	



Median Est Value Median Listing Price





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												
	0												
	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Fel
	'17	'17	'17	'17	'17	'17	'17	'17	'17	'17	'17	'18	'18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	45.
Carone 1 Car													
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	145

Months of Inventory

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

2.00

Filters Used ZIP: Essex, VT 05451, Essex Junction, VT 05452, Essex Junction, VT 05453 6.00 Property Type: Condo/Townhouse/Apt, Single Family Residence 4.00

	0 Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	3.54
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	3.84
Percent Change from Prior Year	-	_	_	_	- -	_	_	_	_	_	_	_	-8%







Absorption Rate

The percentage of inventory sold per month.

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НΠ	Iters	U	sea.

Family Residence

ZIP: Essex, VT 05451, Essex Junction, VT 05452, Essex Junction, VT 05453 Property Type: Condo/Townhouse/Apt, Single

30%	

20%

10%

0												
Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18
 -	-	-	-	-	-	-	-	-	-	-	-	28%
 -	-	-	-	-	-	-	-	-	-	-	-	26%
 -	-	-	-	-	-	-	-	-	-	-	-	-2%

Active/Pending/Sold Units

The number of single-family, condominium and townhome properties that were Active, Pending and Sold each month.

13

Filters Used

Current Year Prior Year

Change from Prior Year

ZIP: Essex, VT 05451, Essex Junction, VT 05452, Essex Junction, VT 05453

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

50
38
25

Feb Mar Apr May Jun Jul Aug Sep 0ct Νον Dec Jan Feb '17 '17 '17 '18 46 36 18

Active

Sold

Pending





New Pending Sales

Family Residence

Current Year

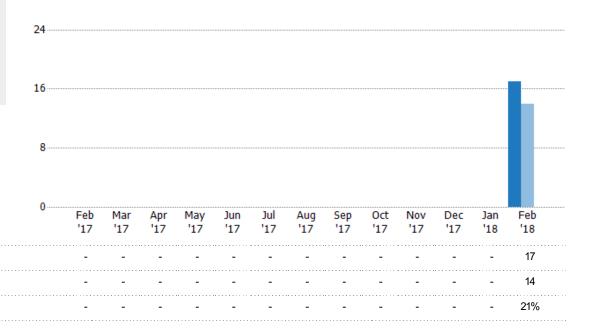
Prior Year

The number of single-family, condominium and townhome properties with accepted offers that were added each month.

Filters Used

ZIP: Essex, VT 05451, Essex
Junction, VT 05452, Essex Junction,
VT 05453

Property Type:
Condo/Townhouse/Apt, Single



New Pending Sales Volume

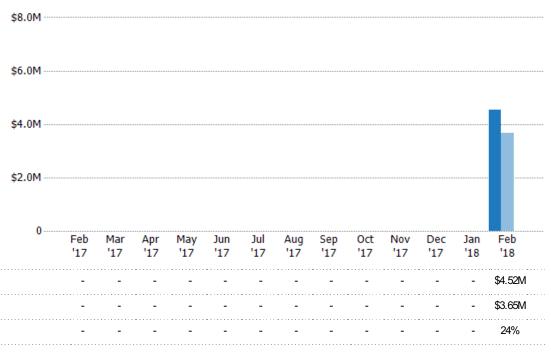
Percent Change from Prior Year

The sum of the sales price of single-family, condominium and townhome properties with accepted offers that were added each month.

Filters Used

ZIP: Essex, VT 05451, Essex
Junction, VT 05452, Essex Junction,
VT 05453

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





Current Year

Percent Change from Prior Year

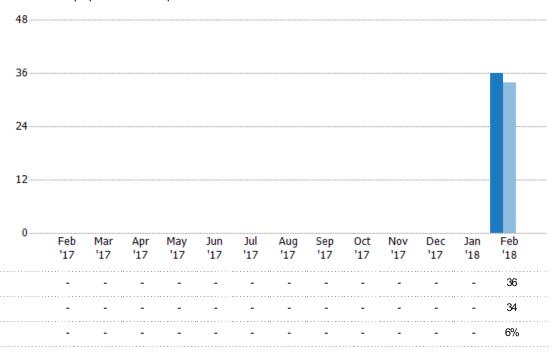




Pending Sales

The number of single-family, condominium and townhome properties with accepted offers that were available at the end each month.





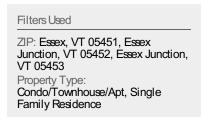
Pending Sales Volume

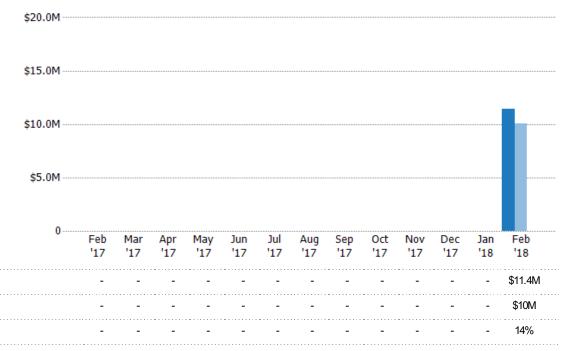
Percent Change from Prior Year

Current Year

Prior Year

The sum of the sales price of single-family, condominium and townhome properties with accepted offers that were available at the end of each month.





Current Year

Percent Change from Prior Year



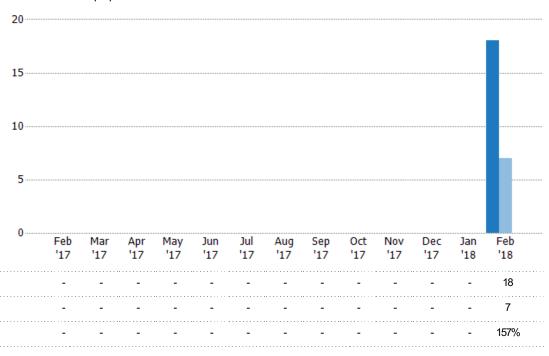
Closed Sales

The total number of single-family, condominium and townhome properties sold each month.

Filters Used

ZIP: Essex, VT 05451, Essex
Junction, VT 05452, Essex Junction,
VT 05453

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



Closed Sales Volume

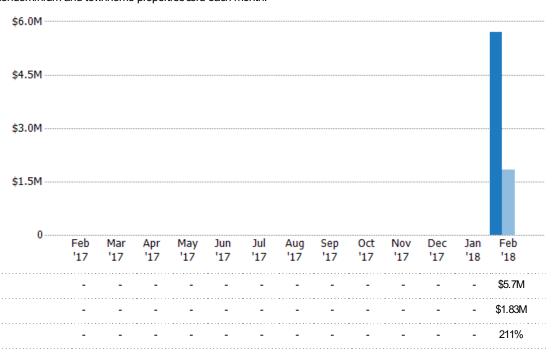
Percent Change from Prior Year

Current Year

Prior Year

The sum of the sales price of single-family, condominium and townhome properties sold each month.

ZIP: Essex, VT 05451, Essex Junction, VT 05452, Essex Junction, VT 05453 Property Type: Condo/Townhouse/Apt, Single Family Residence





Current Year

Percent Change from Prior Year



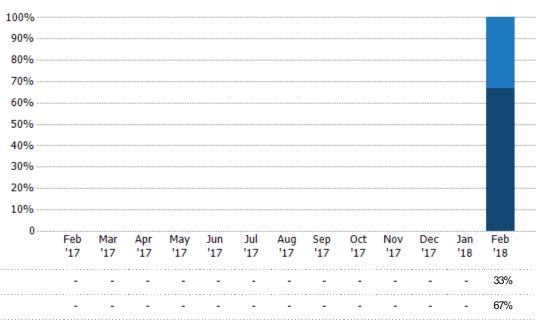


Closed Sales by Property Type

The percentage of single-family, condominium and townhome properties sold each month by property type.



ZIP: Essex, VT 05451, Essex Junction, VT 05452, Essex Junction, VT 05453 Property Type: Condo/Townhouse/Apt, Single Family Residence



Average Sales Price

Single Family Residence

Condo/Townhouse

The average sales price of the single-family, condominium and townhome properties sold each month.

\$100K

Filters Used	
ZIP: Essex, VT 05451, Essex Junction, VT 05452, Essex Jun VT 05453	nction,
Property Type: Condo/Townhouse/Apt, Single Family Residence	;

\$400K \$300K \$200K

	0	0											
	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$317K
Prior Year	-			-	-	-	-	-	-	-	-	-	\$262K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	21%





Median Sales Price

The median sales price of the single-family, condominium and townhome properties sold each month.

\$400K

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

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

	0												
	Feb '17	Mar '17	Apr '17				Aug '17						Feb '18
Current Year	-		-	-	-	-	-	-			-	-	\$314K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$247K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	27%

Average Sales Price vs Average Listing Price

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

ZIP: Essex, VT 05451, Essex Junction, VT 05452, Essex Junction, VT 05453 Property Type: Condo/Townhouse/Apt, Single Family Residence

Avg Sales Price as a % of Avg List Price

\$300K	 		 							
\$200K	 		 							
\$100K	 		 							
•										
•		May '17						Dec '17	Jan	Feb
_				Aug '17	Sep '17	0ct '17		Dec '17	Jan '18	Feb '18
•				Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18



Avg List Price

Avg Sales Price





Market Data Report

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

\$100K

Filters Used

ZIP: Essex, VT 05451, Essex
Junction, VT 05452, Essex Junction,
VT 05453

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

Median List Price

Median Sales Price

\$300K	
\$200K	

0												
Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	0ct	Nov	Dec	Jan	Feb
'17	'17	'17	'17	'17	'17	'17	'17	'17	'17	'17	'18	'18
-	-	-	-	-	-	-	-	-	-	-	-	\$309K
-	-	-	-	-	-	-	-	-	-	-	-	\$314K
-	-	-	-	-	-	-	-	-	-	-	-	101%

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.

ZIP: Essex, VT 05451, Essex
Junction, VT 05452, Essex Junction,
VT 05453
Property Type:
Condo/Townhouse/Apt, Single
Family Residence

Avg Sales Price as a % of Avg Est Value

Med Sales Price as a % of Med List Price

\$400K ······												
\$300K												
\$200K												
\$100K												
_		Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18
-	-	-	-	-	-	-	-	-	-	-	-	\$212K
-	-	-	-	-	-	-	-	-	-	-	-	\$321K



Avg Est Value

Avg Sales Price



152%



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, VT 05451, Essex
Junction, VT 05452, Essex Junction,
VT 05453

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

Median Est Value

Median Sales Price

Med Sales Price as a % of Med Est Value

\$300K	 									
\$200K	 									
\$100K	 									
•		May '17								Fe
		May '17	Jun '17 -	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Fe





146%