

# 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	+/-	Feb 2017	Feb 2018	Key Metrics
						Listing Activity Charts Metrics
-5.7%	35	33	-5.7%	35	33	New Listing Count
-21.6%	\$13,050,325	\$10,236,400	-21.6%	\$13,050,325	\$10,236,400	New Listing Volume
-44.2%	129	72	-44.2%	129	72	Active Listing Count
-42.6%	\$49,165,776	\$28,214,854	-42.6%	\$49,165,776	\$28,214,854	Active Listing Volume
+2.8%	\$381,130	\$391,873	+2.8%	\$381,130	\$391,873	Average Listing Price
+1.8%	\$355,000	\$361,500	+1.8%	\$355,000	\$361,500	Median Listing Price
-62.8%	148	55	-62.8%	148	55	Median Days in RPR
-48.2%	9.9	5.1	-	_	_	Months of Inventory
+9.4%	10.08%	19.44%	+	_	_	Absorption Rate
						Sales Activity Charts Metrics
+16.7%	18	21	+16.7%	18	21	New Pending Sales Count
+25.9%	\$4,828,290	\$6,079,700	+25.9%	\$4,828,290	\$6,079,700	New Pending Sales Volume
+2.1%	48	49	+2.1%	48	49	Pending Sales Count
+3%	\$15,340,452	\$15,797,095	+3%	\$15,340,452	\$15,797,095	Pending Sales Volume
+64.3%	14	23	+64.3%	14	23	Closed Sales Count
+73.3%	\$4,303,565	\$7,456,950	+73.3%	\$4,303,565	\$7,456,950	Closed Sales Volume
+5.5%	\$307,398	\$324,215	+5.5%	\$307,398	\$324,215	Average Sales Price
-1.1%	\$321,418	\$318,000	-1.1%	\$321,418	\$318,000	Median Sales Price





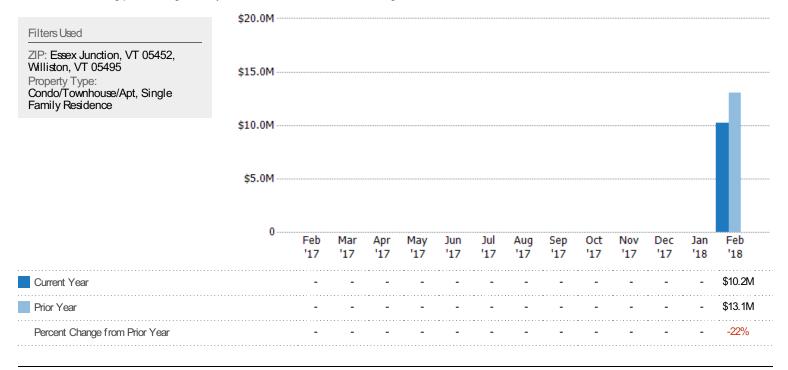
#### New Listings

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

	40													
Filters Used ZIP: Essex Junction, VT 05452, Williston, VT 05495 Property Type: Condo/Townhouse/Apt, Single Family Residence	30													
	20													
	10······													
		Feb	Mar	Apr	May	Jun	Jul '17	Aug '17	Sep	Oct		Dec	Jan	Feb
		'17	'17	'17	'17	'17	17	17	'17	'17	'17	'17	'18	'18
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	33
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	35
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	-6%

#### New Listing Volume

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





#### Active Listings

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

	200														
Filters Used ZIP: Essex Junction, VT 05452, Williston, VT 05495 Property Type: Condo/Townhouse/Apt, Single Family Residence	150														
	100														
	50														
	_	Feb	Mar	Apr	May '17	Jun	Jul	Aug	Sep '17	Oct	Nov	Dec	Jan	Feb	
		'17	17	17	.17	17	17	'17	17	'17	'17	'17	'18	'18	
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	72	
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	129	
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	-44%	

## Active Listing Volume

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

Filters Uæd	\$48.0M													
ZIP: Essex Junction, VT 05452, Williston, VT 05495 Property Type: Condo/Townhouse/Apt, Single Family Residence	\$36.0M													
	\$24.0M													
	\$12.0M													
	0													
		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
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	\$28.2M
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	\$49.2M
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	-43%



#### **Average Listing Price**

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

\$400K ······												
\$300K												
\$200K												
\$100K												
0 Feb '17	Mar '17	Apr '17	May '17			Aug	Sep '17	0ct '17	Nov	Dec	Jan '18	Feb '18
											-	\$392K
-	-	-	-	-	-	-	-	-	-	-	-	\$381K
-	-	-	-	-	-	-	-	-	-	-	-	3%
	\$300K \$200K \$100K 0	\$300K \$200K \$100K 0 Feb Mar	\$300K \$200K \$100K 0 Feb Mar Apr	\$300K \$200K \$100K 0 Feb Mar Apr May	\$300K \$200K \$100K 0 Feb Mar Apr May Jun	\$300K \$200K \$100K 0	\$300K \$200K \$100K 0	\$300K \$200K \$100K 0 Feb Mar Apr May Jun Jul Aug Sep	\$300K \$200K \$100K 0 Feb Mar Apr May Jun Jul Aug Sep Oct	\$300K \$200K \$100K \$100K 0 Feb Mar Apr May Jun Jul Aug Sep Oct Nov	\$300K \$200K \$100K \$100K 0 Feb Mar Apr May Jun Jul Aug Sep Oct Nov Dec	\$300K \$200K \$100K 0 Feb Mar Apr May Jun Jul Aug Sep Oct Nov Dec Jan

## Median Listing Price

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

Percent Change from Prior Year	-	-	-	-	-	-	-	-		-		-	2%
Prior Year	_										-	-	\$355k
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$362k
	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
	\$100K												
	\$200K												
ZIP: Essex Junction, VT 05452, Williston, VT 05495 Property Type: Condo/Townhouse/Apt, Single Family Residence	\$300K												
Filters Used	\$400K												





# 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 Junction, VT 05452, Williston, VT 05495 Property Type: Condo/Townhouse/Apt, Single Family Residence	\$300K												
	\$200K												
	\$100K												
	0 Feb	Mar	Apr	May	lun	Tul	Aua	Con	0ct	Nov	Dec	Jan	Feb
	'17	'17	Apr '17	'17	Jun '17	Jul '17	Aug '17	Sep '17	'17	'17	'17	'18	'18
Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$340K
Avg Listing Price	-	-	-	-	-	-	-	-	-	-	-	-	\$392K
Avg Listing Price as a % of Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	115%

## 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 Junction, VT 05452, Williston, VT 05495 Property Type: Condo/Townhouse/Apt, Single Family Residence	\$300K												
	\$200K ······												
	\$100K												
	Feb	Mar	Apr	May	lun	Jul	Aug	Sep	0ct	Nov	Dec	Jan	Feb
	'17	'17	'17	'17	'17	'17	'17	'17	'17	'17	'17	'18	'18
<b>— ••</b> • • • • • • • • • • • • • • • • •								•••••					<b>\$04014</b>
Median Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$342K
Median Listing Price	-	-	-	-	-	-	-	-	-	-	-	-	\$362K
Med Listing Price as a % of Med Est Value	-	-	-	-	-	-	-	-	-	-	-	-	106%





#### 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 Junction, VT 05452, Williston, VT 05495 Property Type: Condo/Townhouse/Apt, Single Family Residence	150												
	100												
	50												
	0												
	Feb	Mar	Apr	May	Jun	Jul		Sep	0ct	Nov	Dec	Jan	Feb
	'17	'17	'17	'17	'17	'17	'17	'17	'17	'17	'17	'18	'18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	55
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	148
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-63%

## Months of Inventory

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

Filters Used	10.00												
ZIP: Essex Junction, VT 05452, Williston, VT 05495 Property Type: Condo/Townhouse/Apt, Single Family Residence	7.50												
	5.00												
	2.50												
	0 Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb
	0 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
Current Year	'17	'17 _	'17 _	'17 _			Aug '17						
Current Year Prior Year	'17		'17 _	'17 _			Aug '17 -						'18
	'17	'17 _	'17 _	'17 _			Aug '17 - -						'18 4.5





#### Absorption Rate

The percentage of inventory sold per month.

Filters Used	30%												
ZIP: Essex Junction, VT 05452, Williston, VT 05495 Property Type: Condo/Townhouse/Apt, Single Family Residence	20%												
	10%												
	0												
	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
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	22%
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	20%
Change from Prior Year	-	_	-	-	-	-	-	-	-	-	-	-	-2%

# Active/Pending/Sold Units

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

Active Pending	0 Feb '17 -	Mar '17 -	Apr '17 -	May '17 -	Jun		Aug '17 -		0ct '17	Nov '17 -	Dec '17 -	Jan '18 -	Feb '18 72 49
Active		Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	'18
		Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	
	0												
	20												
Condo/Townhouse/Apt, Single Family Residence	40												
ZIP: Essex Junction, VT 05452, Williston, VT 05495 Property Type:	60												
Filters Used													





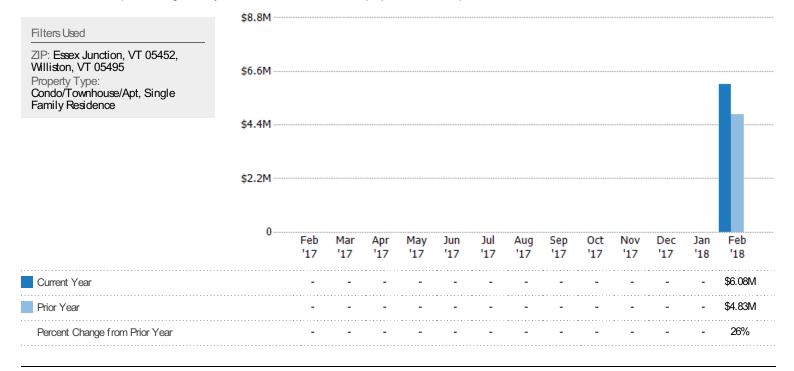
## New Pending Sales

The number of single-family, condominium and townhome 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	24													
	8													
	0	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
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	21
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	18
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	17%

## New Pending Sales Volume

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





## Pending Sales

The number of single-family, condominium and townhome 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	54													
	18													
	0	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
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	49
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	48
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	2%

## Pending Sales Volume

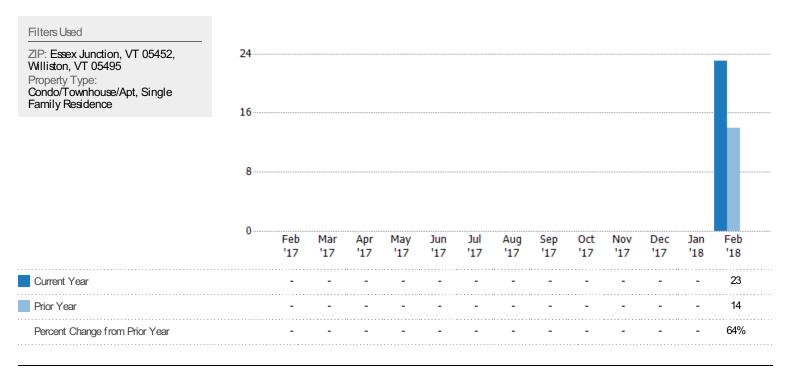
The sum of the sales price of single-family, condominium and townhome properties with accepted offers that were available at the end of each month.

Filters Used														
ZIP: Essex Junction, VT 05452, Williston, VT 05495	\$24.0M													
Property Type: Condo/Townhouse/Apt, Single Family Residence	\$16.0M													
	\$10.0M													
	\$8.0M													
	0					-				~ •		_		_
		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
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	\$15.8M
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	\$15.3M
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	3%



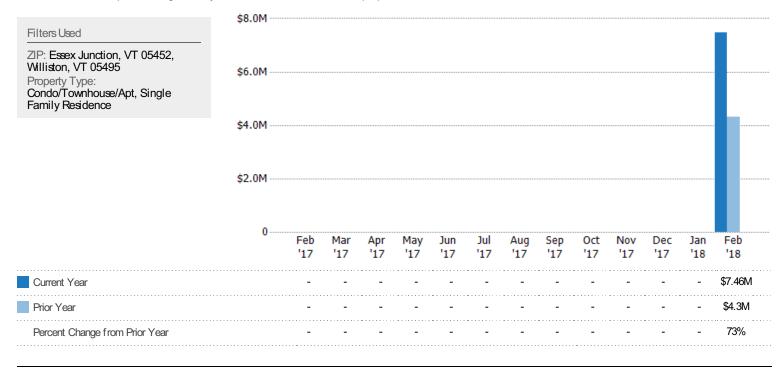
#### Closed Sales

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



## **Closed Sales Volume**

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



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## Closed Sales by Property Type

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

	100%														
Filters Used	90%														
ZIP: Essex Junction, VT 05452, Williston, VT 05495	80%														
Property Type: Condo/Townhouse/Apt, Single	70%														
Family Residence	60%														
	50%														
	40%														
	30%														
	20%														
	10%														
	0	Fab											1	Feb	
		Feb '17	Mar '17	Apr '17	May '17	Jun '17		Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	
Condo/Townhouse		-	-	-	-	-	-	-	-	-	-	-	-	39%	
Single Family Residence		-	-	-	-	-	-	-	-	-	-	-	-	61%	

# Average Sales Price

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

	\$400K ······												
Filters Used ZIP: Essex Junction, VT 05452, Williston, VT 05495 Property Type: Condo/Townhouse/Apt, Single Family Residence	\$300K												
	\$200K												
	\$100K												
	0												
	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
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$324K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$307K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	5%





#### Median Sales Price

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

Filters Used	\$400K												
ZIP: Essex Junction, VT 05452, Williston, VT 05495 Property Type: Condo/Townhouse/Apt, Single Family Residence	\$300K												
	\$200K												
	\$100K												
	0 Feb '17	Mar '17	Apr '17	May '17	Jun '17		Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$318K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$321K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-1%

## 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 Junction, VT 05452, Williston, VT 05495 Property Type: Condo/Townhouse/Apt, Single Family Residence	\$300K												
	\$200K												
	\$100K												
	\$100K												
	0												
	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 List Price	-	-	-	-	-	-	-	-	-	-	-	-	\$332K
Avg Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$324K
Avg Sales Price as a % of Avg List Price	-	-	-	-	-	-	-	-	-	-	-	-	98%



# 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 Junction, VT 05452, Williston, VT 05495 Property Type: Condo/Townhouse/Apt, Single Family Residence	\$300K												
	\$200K ······												
	\$100K												
	0 Feb	Mar	Apr	May			Aug	Sep	0ct	Nov	Dec	Jan	Feb
	'17	'17	'17	'17	'17	'17	'17	'17	'17	'17	'17	'18	'18
Median List Price	-	-	-	-	-	-	-	-	-	-	-	-	\$310K
Median Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$318K
Med Sales Price as a % of Med List Price	-	-	-	-	-	-	-	-	-	-	-	-	103%

#### 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.

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Filters Used	\$400K ······												
ZIP: Essex Junction, VT 05452, Williston, VT 05495 Property Type: Condo/Townhouse/Apt, Single Family Residence	\$300K												
	\$200K												
	\$100K												
	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	-	-	-	-	-	-	-	-	-	-	-	-	\$255K
Avg Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$332K
Avg Sales Price as a % of Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	130%





## 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 Junction, VT 05452, Williston, VT 05495 Property Type: Condo/Townhouse/Apt, Single Family Residence	\$300K												
,,	\$200K												
	\$100K												
	0												
	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
Median Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$265K
Median Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$310K
Med Sales Price as a % of Med Est Value	-	-	-	-	-	-	-	-	-	-	-	-	117%

