

# 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     | +/-    | Jul 2017     | Jul 2018     | Key Metrics                     |
|--------|--------------|--------------|--------|--------------|--------------|---------------------------------|
|        |              |              |        |              |              | Listing Activity Charts Metrics |
| +19.2% | 26           | 31           | +19.2% | 26           | 31           | New Listing Count               |
| +4.2%  | \$7,917,700  | \$8,250,500  | +4.2%  | \$7,917,700  | \$8,250,500  | New Listing Volume              |
| -37.2% | 78           | 49           | -37.2% | 78           | 49           | Active Listing Count            |
| -38.4% | \$27,275,920 | \$16,807,300 | -38.4% | \$27,275,920 | \$16,807,300 | Active Listing Volume           |
| -1.9%  | \$349,691    | \$343,006    | -1.9%  | \$349,691    | \$343,006    | Average Listing Price           |
| 0%     | \$339,950    | \$339,900    | 0%     | \$339,950    | \$339,900    | Median Listing Price            |
| -45.9% | 85           | 46           | -45.9% | 85           | 46           | Median Daysin RPR               |
| -51.1% | 3.7          | 1.8          | -      | _            | _            | Months of Inventory             |
| +28.2% | 26.92%       | 55.1%        | +      | _            | _            | Absorption Rate                 |
|        |              |              |        |              |              | Sales Activity Charts Metrics   |
| +15.4% | 26           | 30           | +15.4% | 26           | 30           | New Pending Sales Count         |
| +8.6%  | \$8,026,700  | \$8,716,054  | +8.6%  | \$8,026,700  | \$8,716,054  | New Pending Sales Volume        |
| +7%    | 43           | 46           | +7%    | 43           | 46           | Pending Sales Count             |
| +1.1%  | \$14,099,300 | \$14,257,354 | +1.1%  | \$14,099,300 | \$14,257,354 | Pending Sales Volume            |
| -40.7% | 27           | 16           | -40.7% | 27           | 16           | Closed Sales Count              |
| -37%   | \$7,646,278  | \$4,819,610  | -37%   | \$7,646,278  | \$4,819,610  | Closed Sales Volume             |
| +6.4%  | \$283,195    | \$301,226    | +6.4%  | \$283,195    | \$301,226    | Average Sales Price             |
| +2.9%  | \$275,900    | \$284,000    | +2.9%  | \$275,900    | \$284,000    | Median Sales Price              |





#### New Listings

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

| Filters Used  | 40 |            |            |            |            |            |            |            |            |            |            |            |            |            |
|---|----|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|
| ZIP: Essex, VT 05451, Essex<br>Junction, VT 05452, Essex Junction,<br>VT 05453<br>Property Type:<br>Condo/Townhouse/Apt, Single<br>Family Residence | 30 |            |            |            |            |            |            |            |            |            |            |            |            |            |
| ·   | 20 |            |            |            |            |            |            |            |            |            |            |            |            |            |
|   | 0  |            |            |            |            |            |            |            |            |            |            |            |            |            |
|   | Ŭ  | Jul<br>'17 | Aug<br>'17 | Sep<br>'17 | 0ct<br>'17 | Nov<br>'17 | Dec<br>'17 | Jan<br>'18 | Feb<br>'18 | Mar<br>'18 | Apr<br>'18 | May<br>'18 | Jun<br>'18 | Jul<br>'18 |
|   |    |            |            |            |            |            |            |            |            |            |            |            |            |            |
| Current Year  |    | -          | -          | -          | -          | -          | -          | -          | -          | -          | -          | -          | -          | 31         |
| Prior Year  |    | -          | -          | -          | -          | -          | -          | -          | -          | -          | -          | -          | -          | 26         |
| Percent Change from Prior Year  |    | -          | -          | -          | -          | -          | -          | -          | -          | -          | -          | -          | -          | 19%        |

#### New Listing Volume

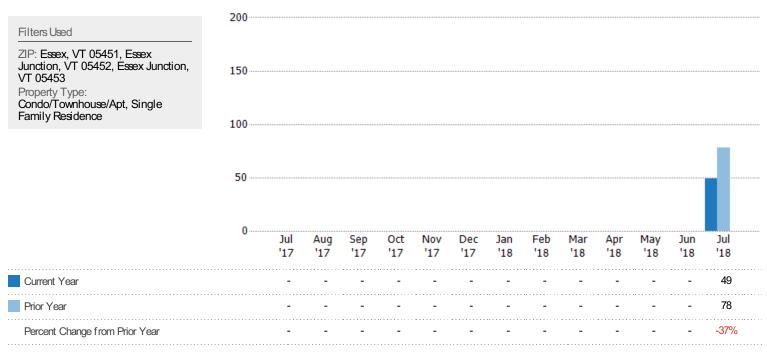
The sum of the listing price of single-family, condominium and townhome listings that were added each month.

| Filters Used   | \$20.0M ······ |     |     |     |     |     |     |     |     |     |     |     |     |         |
|--|----------------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|---------|
| ZIP: Essex, VT 05451, Essex<br>Junction, VT 05452, Essex Junction,<br>VT 05453<br>Property Type: | \$15.0M        |     |     |     |     |     |     |     |     |     |     |     |     |         |
| Condo/Townhouse/Apt, Single<br>Family Residence  | \$10.0M        |     |     |     |     |     |     |     |     |     |     |     |     |         |
|  | \$5.0M         |     |     |     |     |     |     |     |     |     |     |     |     |         |
|  | 0              | Jul | Aug | Sep | 0ct | Nov |     | Jan | Feb | Mar | Apr | May | Jun | Jul     |
|  |                | '17 | '17 | '17 | '17 | '17 | '17 | '18 | '18 | '18 | '18 | '18 | '18 | '18     |
| Current Year   |                | -   | -   | -   | -   | -   | -   | -   | -   | -   | -   | -   | -   | \$8.25M |
| Prior Year   |                | -   | -   | -   | -   | -   | -   | -   | -   | -   | -   | -   | -   | \$7.92M |
| Percent Change from Prior Year   |                | -   | -   | -   | -   | -   | -   | -   | -   | -   | -   | -   | -   | 4%      |
|  |                |     |     |     |     |     |     |     |     |     |     |     |     |         |



#### Active Listings

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



#### Active Listing Volume

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

| Filters Used   | \$40.0M |            |            |            |            |            |            |            |            |            |            |            |            |            |
|--|---------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|
| ZIP: Essex, VT 05451, Essex<br>Junction, VT 05452, Essex Junction,<br>VT 05453<br>Property Type: | \$30.0M |            |            |            |            |            |            |            |            |            |            |            |            |            |
| Condo/Townhouse/Apt, Single<br>Family Residence  | \$20.0M |            |            |            |            |            |            |            |            |            |            |            |            |            |
|  | \$10.0M |            |            |            |            |            |            |            |            |            |            |            |            |            |
|  | 0       |            |            |            |            |            |            |            |            |            |            |            |            |            |
|  | _       | Jul<br>'17 | Aug<br>'17 | Sep<br>'17 | 0ct<br>'17 | Nov<br>'17 | Dec<br>'17 | Jan<br>'18 | Feb<br>'18 | Mar<br>'18 | Apr<br>'18 | May<br>'18 | Jun<br>'18 | Jul<br>'18 |
| Current Year   |         | -          | -          | -          | -          | -          | -          | -          | -          | -          | -          | -          | -          | \$16.8M    |
| Prior Year   |         | -          | -          | -          | -          | -          | -          | -          | -          | -          | -          | -          | -          | \$27.3M    |
| Percent Change from Prior Year   |         | -          | -          | -          | -          | -          | -          | -          | -          | -          | -          | -          | -          | -38%       |
|  |         |            |            |            |            |            |            |            |            |            |            |            |            |            |



#### 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<br>Junction, VT 05452, Essex Junction,<br>VT 05453 | \$300K        |            |            |            |            |            |            |            |            |            |            |            |                             |
| Property Type:<br>Condo/Townhouœ/Apt, Single<br>Family Residence               | \$200K        |            |            |            |            |            |            |            |            |            |            |            |                             |
|  |               |            |            |            |            |            |            |            |            |            |            |            |                             |
|  | \$100K        |            |            |            |            |            |            |            |            |            |            |            |                             |
|  |               |            |            |            |            |            |            |            |            |            |            |            |                             |
|  | 0             |            |            |            |            |            |            |            |            |            |            |            |                             |
|  | Jul<br>'17    | Aug<br>'17 | Sep<br>'17 | 0ct<br>'17 | Nov<br>'17 | Dec<br>'17 | Jan<br>'18 | Feb<br>'18 | Mar<br>'18 | Apr<br>'18 | May<br>'18 | Jun<br>'18 | Jul<br>'18                  |
| Current Year   | -             | -          | -          | -          | -          | -          | -          | -          | -          | -          | -          | -          | \$343K                      |
| Prior Year   | _             | _          | _          | _          | _          |            | _          |            | _          |            | _          |            |                             |
|  | -             |            |            |            | -          |            |            |            |            |            |            | -          | \$350K                      |
| Percent Change from Prior Year   | -             | -          | -          | -          | -          | -          | -          | -          | -          | -          | -          | -          | \$350K<br>- <mark>2%</mark> |

# Median Listing Price

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

| Prior Year<br>Percent Change from Prior Year                                   | -               | -          | -          | -          | -          |            | -          | -          | -          |            | -          | -          | \$340k<br>0% |
|--|-----------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|--------------|
| Current Year   | -               | -          | -          | -          | -          | -          | -          | -          | -          | -          | -          | -          | \$340K       |
|  | 0<br>Jul<br>'17 | Aug<br>'17 | Sep<br>'17 | 0ct<br>'17 | Nov<br>'17 | Dec<br>'17 | Jan<br>'18 | Feb<br>'18 | Mar<br>'18 | Apr<br>'18 | May<br>'18 | Jun<br>'18 | Jul<br>'18   |
|  | \$100K          |            |            |            |            |            |            |            |            |            |            |            |              |
| Property Type:<br>Condo/Townhouse/Apt, Single<br>Family Residence              | \$200K          |            |            |            |            |            |            |            |            |            |            |            |              |
| ZIP: Essex, VT 05451, Essex<br>Junction, VT 05452, Essex Junction,<br>VT 05453 | \$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, VT 05451, Essex<br>Junction, VT 05452, Essex Junction,<br>VT 05453<br>Property Type: | \$300K |     |     |     |     |     |     |     |     |     |     |     |        |
| Condo/Townhouse/Apt, Single<br>Family Residence  | \$200K |     |     |     |     |     |     |     |     |     |     |     |        |
|  |        |     |     |     |     |     |     |     |     |     |     |     |        |
|  | \$100K |     |     |     |     |     |     |     |     |     |     |     |        |
|  |        |     |     |     |     |     |     |     |     |     |     |     |        |
|  | 0      |     |     |     |     |     |     |     |     |     |     |     |        |
|  | Jul    | Aug | Sep | Oct | Nov |     |     | Feb | Mar | Apr | May | Jun | Jul    |
|  | '17    | '17 | '17 | '17 | '17 | '17 | '18 | '18 | '18 | '18 | '18 | '18 | '18    |
| Avg Est Value  | -      | -   | -   | -   | -   | -   | -   | -   | -   | -   | -   | -   | \$349K |
| Avg Listing Price  | -      | -   | -   | -   | -   | -   | -   | -   | -   | -   | -   | -   | \$343K |
| Avg Listing Price as a % of Avg Est Value  | -      | -   | -   | -   | -   | -   | -   | -   | -   | -   | -   | -   | 98%    |
|  |        |     |     |     |     |     |     |     |     |     |     |     |        |

#### 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<br>Junction, VT 05452, Essex Junction,<br>VT 05453 | \$300K |     |     |     |     |     |     |     |     |     |     |     |        |
| Property Type:<br>Condo/Townhouse/Apt, Single<br>Family Residence              | \$200K |     |     |     |     |     |     |     |     |     |     |     |        |
|  |        |     |     |     |     |     |     |     |     |     |     |     |        |
|  | \$100K |     |     |     |     |     |     |     |     |     |     |     |        |
|  | +      |     |     |     |     |     |     |     |     |     |     |     |        |
|  |        |     |     |     |     |     |     |     |     |     |     |     |        |
|  | Jul    | Aug | Sep | 0ct | Nov | Dec | Jan | Feb | Mar | Apr | May | Jun | Jul    |
|  | '17    | '17 | '17 | '17 | '17 | '17 | '18 | '18 | '18 | '18 | '18 | '18 | '18    |
| Median Est Value   | -      | -   | -   | -   | -   | -   | -   | -   | -   | -   | -   | -   | \$321K |
| Median Listing Price   | -      | -   | -   | -   | -   | -   | -   | -   | -   | -   | -   | -   | \$340K |
| 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.

|  | 90         |                      |                 |                 |                 |                 |            |            |            |            |            |            |                  |
|--|------------|----------------------|-----------------|-----------------|-----------------|-----------------|------------|------------|------------|------------|------------|------------|------------------|
| Filters Used   |            |                      |                 |                 |                 |                 |            |            |            |            |            |            |                  |
| ZIP: Essex, VT 05451, Essex<br>Junction, VT 05452, Essex Junction,<br>VT 05453<br>Property Type: | 68         |                      |                 |                 |                 |                 |            |            |            |            |            |            |                  |
| Condo/Townhouse/Apt, Single  |            |                      |                 |                 |                 |                 |            |            |            |            |            |            |                  |
| Family Residence   | 45         |                      |                 |                 |                 |                 |            |            |            |            |            |            |                  |
|  |            |                      |                 |                 |                 |                 |            |            |            |            |            |            |                  |
|  |            |                      |                 |                 |                 |                 |            |            |            |            |            |            |                  |
|  | 23         |                      |                 |                 |                 |                 |            |            |            |            |            |            |                  |
|  |            |                      |                 |                 |                 |                 |            |            |            |            |            |            |                  |
|  | 0          |                      |                 |                 |                 |                 |            |            |            |            |            |            |                  |
|  | 1.1        |                      |                 |                 |                 |                 |            |            |            |            |            |            |                  |
|  | Jul        | Aug                  | Sep             | 0ct             | Nov             | Dec             | Jan        | Feb        | Mar        | Apr        | May        | Jun        | Jul              |
|  | Jui<br>'17 | Aug<br>'17           | Sep<br>'17      | 0ct<br>'17      | Nov<br>'17      | Dec<br>'17      | Jan<br>'18 | Feb<br>'18 | Mar<br>'18 | Apr<br>'18 | May<br>'18 | Jun<br>'18 | Jul<br>'18       |
| Current Year   |            | Aug<br>'17<br>-      | Sep<br>'17      | 0ct<br>'17<br>- | Nov<br>'17      | Dec<br>'17<br>- |            |            |            |            |            |            |                  |
| Current Year Prior Year  |            | Aug<br>'17<br>-      | Sep<br>'17<br>- | 0ct<br>'17<br>- | Nov<br>'17<br>- | Dec<br>'17<br>- |            |            |            |            |            |            | '18              |
|  |            | Aug<br>'17<br>-<br>- | Sep<br>'17<br>- | Oct<br>'17<br>- | Nov<br>'17<br>- | Dec<br>'17      |            |            |            |            |            |            | <b>'18</b><br>46 |

#### Months of Inventory

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

|  | 4.00 |     |     |     |     |     |     |     |     |     |       |     |      |
|--|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-------|-----|------|
| Filters Used   |      |     |     |     |     |     |     |     |     |     |       |     |      |
| ZIP: Essex, VT 05451, Essex<br>Junction, VT 05452, Essex Junction,<br>VT 05453<br>Property Type: | 3.00 |     |     |     |     |     |     |     |     |     |       |     |      |
| Condo/Townhouse/Apt, Single<br>Family Residence  |      |     |     |     |     |     |     |     |     |     |       |     |      |
| Family Residence   | 2.00 |     |     |     |     |     |     |     |     |     |       |     |      |
|  |      |     |     |     |     |     |     |     |     |     |       |     |      |
|  |      |     |     |     |     |     |     |     |     |     |       |     |      |
|  | 1.00 |     |     |     |     |     |     |     |     |     |       |     |      |
|  |      |     |     |     |     |     |     |     |     |     |       |     |      |
|  | 0    |     |     |     |     |     |     |     |     |     |       |     |      |
|  | Jul  | Aug | Sep | Oct | Nov | Dec | Jan | Feb | Mar | Apr | May   | Jun | Jul  |
|  | '17  | '17 | '17 | '17 | '17 | '17 | '18 | '18 | '18 | '18 | '18   | '18 | '18  |
|  |      |     |     |     |     |     |     |     |     |     | ••••• |     | 4 00 |
| Current Year   | -    | -   | -   | -   | -   | -   | -   | -   | -   | -   | -     | -   | 1.36 |
| Prior Year   | -    | -   | -   | -   | -   | -   | -   | -   | -   | -   | -     | -   | 2.6  |
| Percent Change from Prior Year   | -    | -   | -   | -   | -   | -   | -   | -   | -   | -   | -     | -   | -48% |
|  |      |     |     |     |     |     |     |     |     |     |       |     |      |





#### Absorption Rate

The percentage of inventory sold per month.

|  | 80% |     |     |     |     |     |     |     |     |     |     |     |      |
|--|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|
| Filters Used   |     |     |     |     |     |     |     |     |     |     |     |     |      |
| ZIP: Essex, VT 05451, Essex<br>Junction, VT 05452, Essex Junction,<br>VT 05453 | 60% |     |     |     |     |     |     |     |     |     |     |     |      |
| Property Type:<br>Condo/Townhouse/Apt, Single<br>Family Residence              | 40% |     |     |     |     |     |     |     |     |     |     |     |      |
|  |     |     |     |     |     |     |     |     |     |     |     |     |      |
|  | 20% |     |     |     |     |     |     |     |     |     |     |     |      |
|  |     |     |     |     |     |     |     |     |     |     |     |     |      |
|  | 0   |     |     |     |     |     |     |     |     |     |     |     |      |
|  | Jul | Aug | Sep | 0ct | Nov | Dec | Jan | Feb | Mar | Apr | May | Jun | Jul  |
|  | '17 | '17 | '17 | '17 | '17 | '17 | '18 | '18 | '18 | '18 | '18 | '18 | '18  |
| Current Year   | -   | -   | -   | -   | -   | -   | -   | -   | -   | -   | -   | -   | 73%  |
| Prior Year   | -   | -   | -   | -   | -   | -   | -   | -   | -   | -   | -   | -   | 38%  |
| Change from Prior Year   | -   | -   | -   | -   | -   | -   | -   | -   | -   | -   | -   | -   | -35% |
|  |     |     |     |     |     |     |     |     |     |     |     |     |      |

# Active/Pending/Sold Units

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

| Filtowalload  |                 |            |            |            |            |            |             |            |            |            |            |            |             |
|---|-----------------|------------|------------|------------|------------|------------|-------------|------------|------------|------------|------------|------------|-------------|
| Filters Used<br>ZIP: Essex, VT 05451, Essex<br>Junction, VT 05452, Essex Junction,<br>VT 05453<br>Property Type:<br>Condo/Townhouse/Apt, Single<br>Family Residence | 38              |            |            |            |            |            |             |            |            |            |            |            |             |
| ,   | 23              |            |            |            |            |            |             |            |            |            |            |            |             |
|   |                 |            |            |            |            |            |             |            |            |            |            |            |             |
|   | 13              |            |            |            |            |            |             |            |            |            |            |            |             |
|   |                 |            |            |            |            |            |             |            |            |            |            |            |             |
|   |                 |            |            |            |            |            |             |            |            |            |            |            |             |
|   |                 |            |            |            |            |            |             |            |            |            |            |            |             |
|   | 0               |            |            |            |            |            |             |            |            |            |            |            |             |
|   | 0<br>Jul        |            |            |            | Nov        |            | Jan<br>'1 o | Feb        | Mar<br>'19 | Apr        | May        | Jun        | Jul<br>'1 9 |
|   | 0<br>Jul<br>'17 | Aug<br>'17 | Sep<br>'17 | 0ct<br>'17 | Nov<br>'17 | Dec<br>'17 | Jan<br>'18  | Feb<br>'18 | Mar<br>'18 | Apr<br>'18 | May<br>'18 | Jun<br>'18 | Jul<br>'18  |
| Active  |                 |            |            |            |            |            |             |            |            |            |            |            |             |
| Active<br>Pending   |                 |            |            |            |            |            |             |            |            |            |            |            | '18         |
|   |                 |            |            |            |            |            |             |            |            |            |            |            | '18<br>49   |





#### New Pending Sales

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

|  | 40 |     |     |     |     |     |     |     |     |     |     |     |     |     |
|--|----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|
| Filters Used   |    |     |     |     |     |     |     |     |     |     |     |     |     |     |
| ZIP: Essex, VT 05451, Essex<br>Junction, VT 05452, Essex Junction,<br>VT 05453<br>Property Type: | 30 |     |     |     |     |     |     |     |     |     |     |     |     |     |
| Condo/Townhouse/Apt, Single<br>Family Residence  |    |     |     |     |     |     |     |     |     |     |     |     |     |     |
|  | 20 |     |     |     |     |     |     |     |     |     |     |     |     |     |
|  |    |     |     |     |     |     |     |     |     |     |     |     |     |     |
|  | 10 |     |     |     |     |     |     |     |     |     |     |     |     |     |
|  |    |     |     |     |     |     |     |     |     |     |     |     |     |     |
|  | 0  | Jul | Aug | Sen | Oct | Nov | Dec | Jan | Feb | Mar | Apr | May | Jun | Jul |
|  |    | '17 | '17 | '17 | '17 | '17 | '17 | '18 | '18 | '18 | '18 | '18 | '18 | '18 |
| Current Year   |    | -   | -   | -   | -   | -   | -   | -   | -   | -   | -   | -   | -   | 30  |
| Prior Year   |    | -   | -   | -   | -   | -   | -   | -   | -   | -   | -   | -   | -   | 26  |
| Percent Change from Prior Year   |    | -   | -   | -   | -   | -   | -   | -   | -   | -   | -   | -   | -   | 15% |
|  |    |     |     |     |     |     |     |     |     |     |     |     |     |     |

#### New Pending Sales Volume

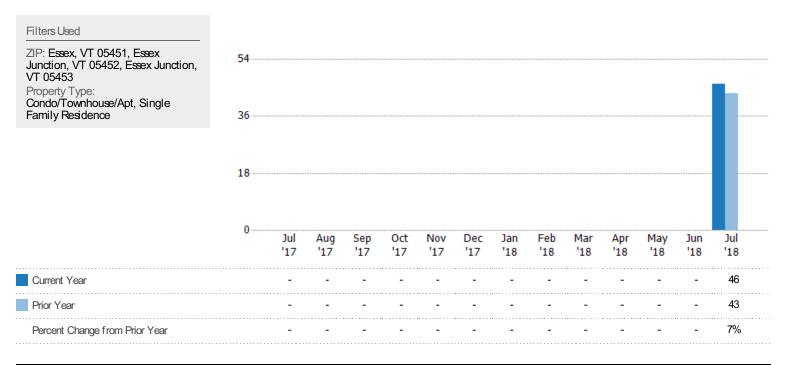
The sum of the sales price of single-family, condominium and townhome properties with accepted offers that were added each month.

| Percent Change from Prior Year   |               | -          | _          | -          | -          | -          | _          | _          | _          | _          | _          | _          | _          | 9%         |  |
|--|---------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|--|
| Prior Year   |               | -          | -          | -          | -          | -          | -          | -          | -          | -          | -          | -          | -          | \$8.03M    |  |
| Current Year   |               | -          | -          | -          | -          | -          | -          | -          | -          | -          | -          | -          | -          | \$8.72M    |  |
|  | 0             | Jul<br>'17 | Aug<br>'17 | Sep<br>'17 | 0ct<br>'17 | Nov<br>'17 | Dec<br>'17 | Jan<br>'18 | Feb<br>'18 | Mar<br>'18 | Apr<br>'18 | May<br>'18 | Jun<br>'18 | Jul<br>'18 |  |
|  | \$2.2M        |            |            |            |            |            |            |            |            |            |            |            |            |            |  |
| Property Type:<br>Condo/Townhouse/Apt, Single<br>Family Residence                              | \$4.4M        |            |            |            |            |            |            |            |            |            |            |            |            |            |  |
| Filters Used<br>ZIP: Essex, VT 05451, Essex<br>Junction, VT 05452, Essex Junction,<br>VT 05453 | \$6.6M        |            |            |            |            |            |            |            |            |            |            |            |            |            |  |
|  | \$8.8M ······ |            |            |            |            |            |            |            |            |            |            |            |            |            |  |



# 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

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  | \$20.0M |            |            |            |            |            |            |            |            |            |            |            |            |            |
|---|---------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|
| ZIP: Essex, VT 05451, Essex<br>Junction, VT 05452, Essex Junction,<br>VT 05453<br>Property Type:<br>Condo/Townhouse/Apt, Single | \$15.0M |            |            |            |            |            |            |            |            |            |            |            |            |            |
| Family Residence  | \$10.0M |            |            |            |            |            |            |            |            |            |            |            |            |            |
|   | \$5.0M  |            |            |            |            |            |            |            |            |            |            |            |            |            |
|   |         | Jul<br>'17 | Aug<br>'17 | Sep<br>'17 | 0ct<br>'17 | Nov<br>'17 | Dec<br>'17 | Jan<br>'18 | Feb<br>'18 | Mar<br>'18 | Apr<br>'18 | May<br>'18 | Jun<br>'18 | Jul<br>'18 |
|   |         |            |            |            |            |            |            |            |            |            |            |            |            |            |
| Current Year  |         | -          | -          | -          | -          | -          | -          | -          | -          | -          | -          | -          | -          | \$14.3M    |
| Prior Year  |         | -          | -          | -          | -          | -          | -          | -          | -          | -          | -          | -          | -          | \$14.1M    |
| Percent Change from Prior Year  |         | -          | -          | -          | -          | -          | -          | -          | -          | -          | -          | -          | -          | 1%         |



#### Closed Sales

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

| Filters Used  | 40 |     |     |     |     |     |     |     |     |     |     |     |     |      |
|---|----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|
| ZIP: Essex, VT 05451, Essex<br>Junction, VT 05452, Essex Junction,<br>VT 05453<br>Property Type:<br>Condo/Townhouse/Apt, Single | 30 |     |     |     |     |     |     |     |     |     |     |     |     |      |
| Condo/Townhouse/Apt, Single<br>Family Residence   | 20 |     |     |     |     |     |     |     |     |     |     |     |     |      |
|   | 10 |     |     |     |     |     |     |     |     |     |     |     |     |      |
|   | 0  | Jul | Aug |     | Oct | Nov | Dec | Jan | Feb | Mar | Apr | May | Jun | Jul  |
|   |    | '17 | '17 | '17 | '17 | '17 | '17 | '18 | '18 | '18 | '18 | '18 | '18 | '18  |
| Current Year  |    | -   | -   | -   | -   | -   | -   | -   | -   | -   | -   | -   | -   | 16   |
| Prior Year  |    | -   | -   | -   | -   | -   | -   | -   | -   | -   | -   | -   | -   | 27   |
| Percent Change from Prior Year  |    | -   | -   | -   | -   | -   | -   | -   | -   | -   | -   | -   | -   | -41% |
|   |    |     |     |     |     |     |     |     |     |     |     |     |     |      |

# **Closed Sales Volume**

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

| Filters Used   | \$20.0M ······ |     |     |     |     |     |     |     |     |     |     |     |     |         |
|--|----------------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|---------|
| ZIP: Essex, VT 05451, Essex<br>Junction, VT 05452, Essex Junction,<br>VT 05453<br>Property Type: | \$15.0M        |     |     |     |     |     |     |     |     |     |     |     |     |         |
| Condo/Townhouse/Apt, Single<br>Family Residence  | \$10.0M        |     |     |     |     |     |     |     |     |     |     |     |     |         |
|  | \$5.0M         |     |     |     |     |     |     |     |     |     |     |     |     |         |
|  | 0              | Jul | Aug | Sep | 0ct | Nov | Dec | Jan | Feb | Mar | Apr | May | Jun | Jul     |
|  |                | '17 | '17 | '17 | '17 | '17 | '17 | '18 | '18 | '18 | '18 | '18 | '18 | '18     |
| Current Year   |                | -   | -   | -   | -   | -   | -   | -   | -   | -   | -   | -   | -   | \$4.82M |
| Prior Year   |                | -   | -   | -   | -   | -   | -   | -   | -   | -   | -   | -   | -   | \$7.65M |
| Percent Change from Prior Year   |                | -   | -   | -   | -   | -   | -   | -   | -   | -   | -   | -   | -   | -37%    |
|  |                |     |     |     |     |     |     |     |     |     |     |     |     |         |



### 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, VT 05451, Essex<br>Junction, VT 05452, Essex Junction, | 80%  |     |            |            |            |     |            |            |            |            |            |            |            |     |  |
| VT 05453<br>Property Type:   | 70%  |     |            |            |            |     |            |            |            |            |            |            |            |     |  |
| Condo/Townhouse/Apt, Single  | 60%  |     |            |            |            |     |            |            |            |            |            |            |            |     |  |
| Family Residence   | 50%  |     |            |            |            |     |            |            |            |            |            |            |            |     |  |
|  | 40%  |     |            |            |            |     |            |            |            |            |            |            |            |     |  |
|  | 30%  |     |            |            |            |     |            |            |            |            |            |            |            |     |  |
|  | 20%  |     |            |            |            |     |            |            |            |            |            |            |            |     |  |
|  | 10%  |     |            |            |            |     |            |            |            |            |            |            |            |     |  |
|  | 0    | Jul | -          |            |            |     |            |            |            | Mar        |            |            | lun        | Jul |  |
|  |      | 17  | Aug<br>'17 | Sep<br>'17 | 0ct<br>'17 | '17 | Dec<br>'17 | Jan<br>'18 | Feb<br>'18 | Mar<br>'18 | Apr<br>'18 | Мау<br>'18 | Jun<br>'18 | '18 |  |
| Condo/Townhouse  |      | -   | -          | -          | -          | -   | -          | -          | -          | -          | -          | -          | -          | 50% |  |
| Single Family Residence  |      | -   | -          | -          | -          | -   | -          | -          | -          | -          | -          | -          | -          | 50% |  |
|  |      |     |            |            |            |     |            |            |            |            |            |            |            |     |  |

# Average Sales Price

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

| FiltersUsed  | \$400K |
|--|--------|
|  |        |
| ZIP: Essex, VT 05451, Essex<br>Junction, VT 05452, Essex Junction,<br>VT 05453 | \$300K |
| Property Type:<br>Condo/Townhouse/Apt, Single<br>Family Residence              | \$200K |
|  |        |
|  | \$100K |

|                                | 0<br>Jul<br>'17 | Aug<br>'17 | Sep<br>'17 | 0ct<br>'17 | Nov<br>'17 | Dec<br>'17 | Jan<br>'18 | Feb<br>'18 | Mar<br>'18 | Apr<br>'18 | May<br>'18 | Jun<br>'18 | Jul<br>'18 |
|--------------------------------|-----------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|
| Current Year                   | -               | -          | -          | -          | -          | -          | -          | -          | -          | -          | -          | -          | \$301K     |
| Prior Year                     | -               | -          | -          | -          | -          | -          | -          | -          | -          | -          | -          | -          | \$283K     |
| Percent Change from Prior Year | -               | -          | -          | -          | -          | -          | -          | -          | -          | -          | -          | -          | 6%         |





#### Median Sales Price

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

|  | \$300K ······ |            |            |            |            |            |            |            |            |            |            |            |            |
|--|---------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|
| Filters Used   |               |            |            |            |            |            |            |            |            |            |            |            |            |
| ZIP: Essex, VT 05451, Essex<br>Junction, VT 05452, Essex Junction,<br>VT 05453<br>Property Type: | \$225K        |            |            |            |            |            |            |            |            |            |            |            |            |
| Condo/Townhouse/Apt, Single<br>Family Residence  |               |            |            |            |            |            |            |            |            |            |            |            |            |
| Family Residence   | \$150K        |            |            |            |            |            |            |            |            |            |            |            |            |
|  |               |            |            |            |            |            |            |            |            |            |            |            |            |
|  | \$75K         |            |            |            |            |            |            |            |            |            |            |            |            |
|  |               |            |            |            |            |            |            |            |            |            |            |            |            |
|  |               |            |            |            |            |            |            |            |            |            |            |            |            |
|  | 0             | A          |            | o.+        | N          | D          |            | <b>5-</b>  |            |            |            | 7          | <b>1</b> 1 |
|  | Jul<br>'17    | Aug<br>'17 | Sep<br>'17 | 0ct<br>'17 | Nov<br>'17 | Dec<br>'17 | Jan<br>'18 | Feb<br>'18 | Mar<br>'18 | Apr<br>'18 | May<br>'18 | Jun<br>'18 | Jul<br>'18 |
|  |               |            |            |            |            |            |            |            |            |            |            |            |            |
| Current Year   | -             | -          | -          | -          | -          | -          | -          | -          | -          | -          | -          | -          | \$284K     |
| Prior Year   | -             | -          | -          | -          | -          | -          | -          | -          | -          | -          | -          | -          | \$276K     |
| Percent Change from Prior Year   | -             | -          | -          | -          | -          | -          | -          | -          | -          | -          | -          | -          | 3%         |
|  |               |            |            |            |            |            |            |            |            |            |            |            | • , •      |

#### Average Sales Price vs Average Listing Price

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

| Avg List Price Avg Sales Price   | -               | -          | -          | _          | -          | -          | -          | -          | -          | -          | -          | -          | \$306k<br>\$301k |
|--|-----------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------------|
|  |                 |            |            |            |            |            |            |            |            |            |            |            |                  |
|  | 0<br>Jul<br>'17 | Aug<br>'17 | Sep<br>'17 | 0ct<br>'17 | Nov<br>'17 | Dec<br>'17 | Jan<br>'18 | Feb<br>'18 | Mar<br>'18 | Apr<br>'18 | May<br>'18 | Jun<br>'18 | Jul<br>'18       |
|  | \$100K          |            |            |            |            |            |            |            |            |            |            |            |                  |
| Property Type:<br>Condo/Townhouse/Apt, Single<br>Family Residence              | \$200K          |            |            |            |            |            |            |            |            |            |            |            |                  |
| ZIP: Essex, VT 05451, Essex<br>Junction, VT 05452, Essex Junction,<br>VT 05453 | \$300K          |            |            |            |            |            |            |            |            |            |            |            |                  |
|  |                 |            |            |            |            |            |            |            |            |            |            |            |                  |





# Median Sales Price vs Median Listing Price

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

|  | \$300K ······  |     |     |     |     |     |     |     |     |     |     |     |        |
|--|----------------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|--------|
| Filters Used   |                |     |     |     |     |     |     |     |     |     |     |     |        |
| ZIP: Essex, VT 05451, Essex<br>Junction, VT 05452, Essex Junction,<br>VT 05453 | \$225K         |     |     |     |     |     |     |     |     |     |     |     |        |
| Property Type:<br>Condo/Townhouse/Apt, Single<br>Family Residence              | \$150K         |     |     |     |     |     |     |     |     |     |     |     |        |
|  |                |     |     |     |     |     |     |     |     |     |     |     |        |
|  | \$75K          |     |     |     |     |     |     |     |     |     |     |     |        |
|  | φ <i>r</i> στα |     |     |     |     |     |     |     |     |     |     |     |        |
|  |                |     |     |     |     |     |     |     |     |     |     |     |        |
|  | 0<br>Jul       | Aug | Sep | 0ct | Nov | Dec |     | Feb | Mar | Apr | May | Jun | Jul    |
|  | '17            | '17 | '17 | '17 | '17 | '17 | '18 | '18 | '18 | '18 | '18 | '18 | '18    |
| Median List Price  |                | -   | -   | -   | -   | -   | -   | -   | -   | -   | -   | -   | \$299K |
| Median Sales Price   | -              | -   | -   | -   | -   | -   | -   | -   | -   | -   | -   | -   | \$284K |
| Med Sales Price as a % of Med List Price                                       | -              | -   | -   | -   | -   | -   | -   | -   | -   | -   | -   | -   | 95%    |
|  |                |     |     |     |     |     |     |     |     |     |     |     |        |

#### 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.

|  | \$400K ······ |            |            |            |            |            |            |            |            |            |            |            |            |
|--|---------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|
| Filters Used   |               |            |            |            |            |            |            |            |            |            |            |            |            |
| ZIP: Essex, VT 05451, Essex<br>Junction, VT 05452, Essex Junction,<br>VT 05453 | \$300K        |            |            |            |            |            |            |            |            |            |            |            |            |
| Property Type:<br>Condo/Townhouse/Apt, Single<br>Family Residence              | \$200K        |            |            |            |            |            |            |            |            |            |            |            |            |
|  |               |            |            |            |            |            |            |            |            |            |            |            |            |
|  | ±1001/        |            |            |            |            |            |            |            |            |            |            |            |            |
|  | \$100K        |            |            |            |            |            |            |            |            |            |            |            |            |
|  |               |            |            |            |            |            |            |            |            |            |            |            |            |
|  | 0             |            |            |            |            |            |            |            |            |            |            |            |            |
|  | Jul<br>'17    | Aug<br>'17 | Sep<br>'17 | 0ct<br>'17 | Nov<br>'17 | Dec<br>'17 | Jan<br>'18 | Feb<br>'18 | Mar<br>'18 | Apr<br>'18 | May<br>'18 | Jun<br>'18 | Jul<br>'18 |
|  | 17            | 17         |            | 17         | 17         |            | 10         | 10         | 10         | 10         | 10         | 10         | 10         |
| Avg Est Value  | -             | -          | -          | -          | -          | -          | -          | -          | -          | -          | -          | -          | \$293K     |
| Avg Sales Price  | -             | -          | -          | -          | -          | -          | -          | -          | -          | -          | -          | -          | \$306K     |
| Avg Sales Price as a % of Avg Est Value  | -             | -          | -          | -          | -          | -          | -          | -          | -          | -          | -          | -          | 104%       |
|  |               |            |            |            |            |            |            |            |            |            |            |            |            |





# 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.

|  | \$300K ······ |     |     |     |     |     |     |     |     |     |     |     |        |
|--|---------------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|--------|
| Filters Used   |               |     |     |     |     |     |     |     |     |     |     |     |        |
| ZIP: Essex, VT 05451, Essex<br>Junction, VT 05452, Essex Junction,<br>VT 05453<br>Property Type: | \$225K        |     |     |     |     |     |     |     |     |     |     |     |        |
| Condo/Townhouse/Apt, Single<br>Family Residence  | \$150K        |     |     |     |     |     |     |     |     |     |     |     |        |
| -  | \$130K        |     |     |     |     |     |     |     |     |     |     |     |        |
|  |               |     |     |     |     |     |     |     |     |     |     |     |        |
|  | \$75K         |     |     |     |     |     |     |     |     |     |     |     |        |
|  |               |     |     |     |     |     |     |     |     |     |     |     |        |
|  | 0             |     |     |     |     |     |     |     |     |     |     |     |        |
|  | Jul           | Aug | Sep | Oct | Nov | Dec | Jan | Feb | Mar | Apr | May | Jun | Jul    |
|  | '17           | '17 | '17 | '17 | '17 | '17 | '18 | '18 | '18 | '18 | '18 | '18 | '18    |
| Median Est Value   | -             | -   | -   | -   | -   | -   | -   | -   | -   | -   | -   | -   | \$289K |
| Median Sales Price   | -             | -   | -   | -   | -   | -   | -   | -   | -   | -   | -   | -   | \$299K |
| Med Sales Price as a % of Med Est Value  | -             | -   | -   | -   | -   | -   | -   | -   | -   | -   | -   | -   | 104%   |
|  |               |     |     |     |     |     |     |     |     |     |     |     |        |

