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	Jul 2018	Jul 2017	+/-	YTD 2018	YTD 2017	+ / -
Listing Activity Charts Metrics						
New Listing Count	42	45	-6.7%	42	45	-6.7%
New Listing Volume	\$12,771,900	\$14,321,950	-10.8%	\$12,771,900	\$14,321,950	-10.8%
Active Listing Count	83	127	-34.6%	83	127	-34.6%
Active Listing Volume	\$33,037,800	\$47,336,220	-30.2%	\$33,037,800	\$47,336,220	-30.2%
Average Listing Price	\$398,046	\$372,726	+6.8%	\$398,046	\$372,726	+6.8%
Median Listing Price	\$359,900	\$359,000	+0.3%	\$359,900	\$359,000	+0.3%
Median Daysin RPR	60	82	-26.8%	60	82	-26.8%
Months of Inventory	_	_	-	1.7	3.7	-55.6%
Absorption Rate	_	_	+_	60.24%	26.77%	+33.5%
Sales Activity Charts Metrics			1			
New Pending Sales Count	42	39	+7.7%	42	39	+7.7%
New Pending Sales Volume	\$12,437,954	\$12,333,250	+0.8%	\$12,437,954	\$12,333,250	+0.8%
Pending Sales Count	67	61	+9.8%	67	61	+9.8%
Pending Sales Volume	\$21,035,354	\$21,032,000	+0%	\$21,035,354	\$21,032,000	+0%
Cloæd Sales Count	31	50	-38%	31	50	-38%
Cloæd Sales Volume	\$10,276,010	\$15,496,618	-33.7%	\$10,276,010	\$15,496,618	-33.7%
Average Sales Price	\$331,484	\$309,932	+7%	\$331,484	\$309,932	+7%
Median Sales Price	\$307,500	\$298,625	+3%	\$307,500	\$298,625	+3%



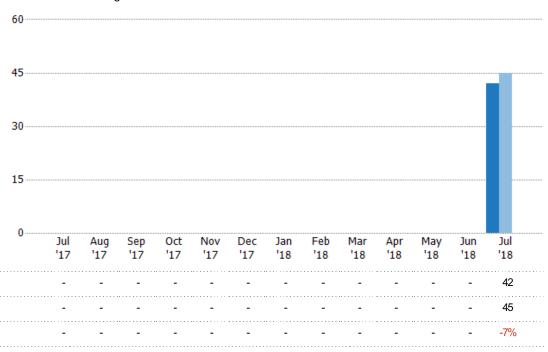


New Listings

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

Filters Used

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



New Listing Volume

Percent Change from Prior Year

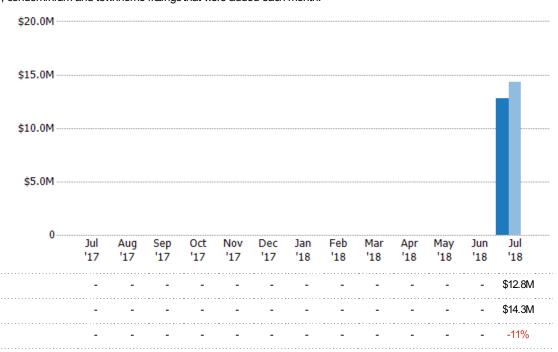
Current Year

Prior Year

The sum of the listing price of single-family, condominium and townhome listings 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

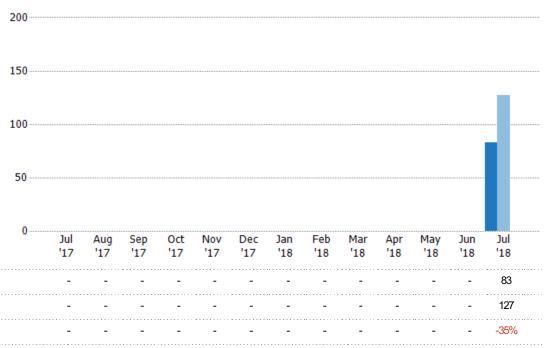
Prior Year



Active Listings

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





Active Listing Volume

Percent Change from Prior Year

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

ZIP: Essex Junction, VT 05452, Williston, VT 05495

Current Year

Prior Year

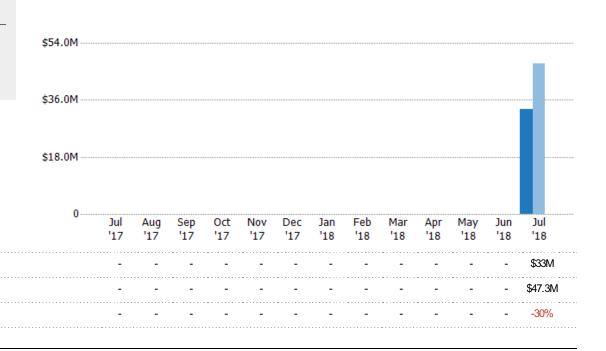
Filters Used

Current Year

Prior Year

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

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 Junction, VT 05452,
Williston, VT 05495
Property Type:
Condo/Townhouse/Apt, Single

Family Residence

\$100K

0 Jul Aug Sep 0ct Nov Dec Jan Feb Mar Apr May Jul '17 '17 '17 '17 '18 '18 '17 '17 '18 '18 '18 '18 '18 \$398K \$373K

Median Listing Price

Percent Change from Prior Year

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

\$100K

Filters Used

Current Year

Prior Year

ZIP: Essex Junction, VT 05452, Williston, VT 05495 Property Type: Condo/Townhouse/Apt, Single Family Residence \$400K \$300K \$200K

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

 Current Year
 <t





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

\$JUUK												
\$375K												
\$250K												
\$125K												
	A											
Jui	Aug '17	Sep '17	OCC.	IVOV	Dec	Jan	reb	Mal	Apr	May	Juli	Ju

	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18
Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$412K
Avg Listing Price	-	-	-	-	-	-	-	-	-	-	-	-	\$398K
Avg Listing Price as a % of Avg Est Value	- -	-	_	-	-	_	-	-	-	-	-	-	97%

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

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

+2224								
\$300K								
\$200K ····	 	 			 	 		
¢100V								
\$100K ·····	 				 			
0 Jul	 	 Nov '17		Jan '18	 	 		 Jul
0 Jul	 	 Nov '17	Dec '17	Jan '18	 Mar '18	 	Jun '18	Jul '18



Median Est Value

Median Listing Price

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



82



Market Data Report

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 Junction, VT 05452, Williston, VT 05495 Property Type: Condo/Townhouse/Apt, Single Family Residence 23 Aug Sep 0ct Nov Dec Feb May Jul '17 '17 '18 '17 '17 '17 '17 '18 '18 '18 '18 '18 '18 Current Year 60

Months of Inventory

Percent Change from Prior Year

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

Filte	ers L	Jæd	
	_		i

Prior Year

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

Percent Change from Prior Year

0	 										
_											
J											
•											
0	 										
0	 	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	
0	 	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18		Jun '18	



Current Year
Prior 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

80%	
60%	
40%	

20%

0												
Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18
-	-	-	-	-	-	-	-	-	-	-	-	66%
-	-	-	-	-	-	-	-	-	-	-	-	40%
-	-	-	-	-	-	-	-	-	-	-	-	-26%

Active/Pending/Sold Units

The number of single-family, condominium and townhome 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												
Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul
'17	'17											'18
_	-		_	_	-	-		_	_	_	_	83
-	-	-	-	-	-	-	-	-	-	-	-	67
_		- · · · · · · · · · · · · · · · · · · ·	_	_	· · · · · · · · · · · · · · · · ·	- -		_	_	_	_	31
												٠.



Active Pending

Sold



Current Year

Prior Year

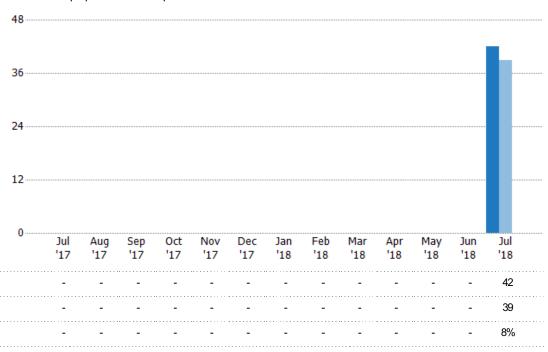
Market Data Report

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



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.

Eilters Used

ZIP: Essex Junction, VT 05452,
Williston, VT 05495

Property Type:
Condo/Townhouse/Apt, Single

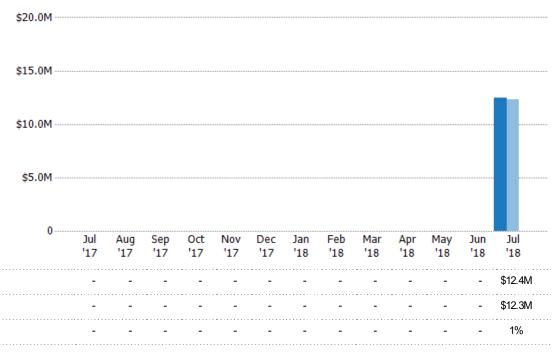
Family Residence

Current Year

Percent Change from Prior Year

Prior Year

Percent Change from Prior Year



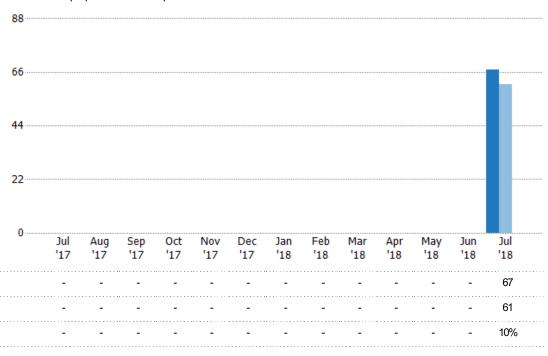




Pending Sales

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

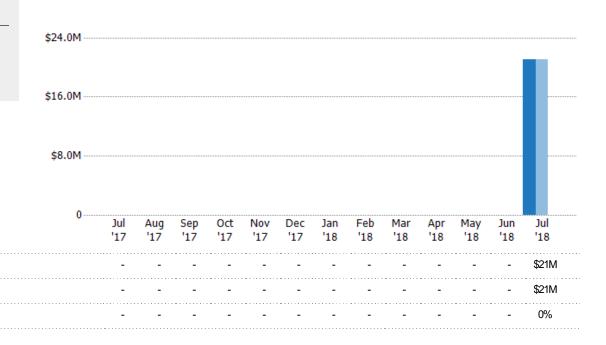
Prior Year

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.



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

Percent Change from Prior Year



Current Year

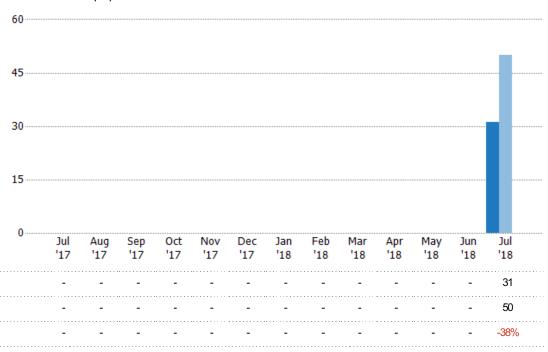
Prior Year



Closed Sales

The total number of single-family, condominium and townhome 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

Current Year

Prior Year

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

ZIP: Essex Junction, VT 05452, Williston, VT 05495



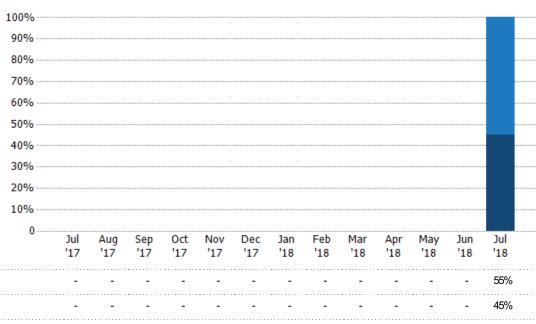


Closed Sales by Property Type

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

Filters Used

ZIP: Essex Junction, VT 05452, WIlliston, VT 05495 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.

Filters Used

Current Year
Prior Year

Percent Change from Prior Year

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

0K												
0K												
0K												
0K												
0												
Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18
-	-	-	-	-	-	-		-		-	-	\$3311
-	-	-	-	-	-	-	-	-	-	-	-	\$310
	_		_	_			_	-	_		_	7%







Median Sales Price

The median sales price of the single-family, condominium and townhome 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 Jul '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18

	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18
Current Year	-	-	-	-	-	-	_	-	-	-	-	-	\$308K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$299K
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.

Filters Used

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

\$400)K												
\$300)K												
\$200)K												
\$100)K												
	_										May '18		Jul
	-	-	-	- -	-	-	-	-	-	-	-	-	\$333K
	-	-	-	-	-	-	-	-	-	-	-	-	\$331K
	-	-	-	-	-	-	-	-	-	-	-	-	100%



Avg List Price

Avg Sales Price

Avg Sales Price as a % of Avg List Price





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	

	0												
	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18
	-	-	-	-	-	-	-	-	-	-	-	-	\$310K
	-	-	-	-	-	=	=	-	-	-	-	-	\$308K
t Price	-	-	-	-	-	-	-	-	-	-	-	-	99%

Average Sales Price vs Average Est Value

The average sales price as a percentage of the average AVM or RVM® valuation estimate for properties sold each month.

Filters Used

Median List Price

Median Sales Price

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

Med Sales Price as a % of Med List

00K									
0K									
0K	 		 	 					
0									
_				Feb	Mar	Apr	May	Jun	J
_		Oct '17		Feb		Apr	May		
Jul				Feb	Mar	Apr	May	Jun	J



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.

\$400K

\$100K

Filters Used

ZIP: Essex Junction, VT 05452,
Williston, VT 05495

Property Type:
Condo/Townhouse/Apt, Single

Family Residence

Median Est Value

Median Sales Price

Med Sales Price as a % of Med Est Value

Jul	Aua	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	Mav	Jun	Jul
'17	'17	'17	'17	'17			'18	'18	'18	'18	'18	'18
-	-	-	-	-	-	-	-	-	-	-	-	\$293K
-	-	-	-	-	-	-	-	-	-	-	-	\$310K
-	-		-	-		-	-	-	-	-	-	105%



