

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	+/-	Mar 2017	Mar 2018	Key Metrics
						Listing Activity Charts Metrics
+2.6%	39	40	+2.6%	39	40	New Listing Count
+9.5%	\$13,508,400	\$14,794,050	+9.5%	\$13,508,400	\$14,794,050	New Listing Volume
-34.5%	116	76	-34.5%	116	76	Active Listing Count
-32.5%	\$45,590,176	\$30,761,204	-32.5%	\$45,590,176	\$30,761,204	Active Listing Volume
+3%	\$393,019	\$404,753	+3%	\$393,019	\$404,753	Average Listing Price
-2.8%	\$375,000	\$364,500	-2.8%	\$375,000	\$364,500	Median Listing Price
-49.3%	107.5	54.5	-49.3%	107.5	54.5	Median Days in RPR
-34.5%	4.1	2.7	-	_	-	Months of Inventory
+12.7%	24.14%	36.84%	+	_	-	Absorption Rate
						Sales Activity Charts Metrics
-29.6%	54	38	-29.6%	54	38	New Pending Sales Count
-30.4%	\$16,918,900	\$11,773,900	-30.4%	\$16,918,900	\$11,773,900	New Pending Sales Volume
-19.7%	71	57	-19.7%	71	57	Pending Sales Count
-16.3%	\$22,689,282	\$18,980,150	-16.3%	\$22,689,282	\$18,980,150	Pending Sales Volume
-7.1%	28	26	-7.1%	28	26	Closed Sales Count
-10.4%	\$8,394,720	\$7,524,728	-10.4%	\$8,394,720	\$7,524,728	Closed Sales Volume
-3.5%	\$299,811	\$289,413	-3.5%	\$299,811	\$289,413	Average Sales Price
+12.6%	\$261,950	\$295,000	+12.6%	\$261,950	\$295,000	Median Sales Price





New Listings

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

Filters Used	60													
ZIP: Essex Junction, VT 05452, Williston, VT 05495 Property Type: Condo/Townhouse/Apt, Single Family Residence	45													
	30													
	15													
		Mar '17	Apr '17	May '17	Jun	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17		Jan '18	Feb '18	Mar '18
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	40
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	39
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	3%

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 Junction, VT 05452, Williston, VT 05495 Property Type: Condo/Townhouse/Apt, Single Family Residence	\$15.0M													
	\$10.0M ·····													
	\$5.0M													
	0	Mar	Apr	May	Jun	Jul	Aug	Sep	0ct	Nov	Dec	Jan	Feb	Mar
		'17	'17	'17	'17	'17	'17	'17	'17	'17	'17	'18	'18	'18
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	\$14.8M
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	\$13.5M
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	10%



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													
	0	Mar	Apr	May	Jun	Jul	Aug '17	Sep	Oct	Nov	Dec	Jan	Feb	Mar
		'17	'17	'17	'17	'17	'17	'17	'17	'17	'17	'18	'18	'18
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	76
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	116
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	-34%

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	\$60.0M ······													
ZIP: Essex Junction, VT 05452, Williston, VT 05495 Property Type: Condo/Townhouse/Apt, Single Family Residence	\$45.0M													
	\$30.0M													
	\$15.0M													
	0	Mar	Apr	May	Jun	Jul	Aug	Sep	0ct	Nov	Dec	Jan	Feb	Mar
		'17	'17	'17	'17	'17	'17	'17	'17	'17	'17	'18	'18	'18
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	\$30.8M
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	\$45.6M
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	-33%



Average Listing Price

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

	0 Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18
	0												
	\$125K												
Property Type: Condo/Townhouse/Apt, Single Family Residence	\$250K												
Filters Used ZIP: Essex Junction, VT 05452, Williston, VT 05495	\$375K												

Median Listing Price

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

Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$365K
	0 Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18
	\$100K												
Condo/Townhouse/Apt, Single Family Residence	\$200K												
ZIP: Essex Junction, VT 05452, Williston, VT 05495 Property Type:	\$300K												
Filters Used													





Average Listing Price vs Average Est Value

 $\label{eq:constraint} The average\ listing\ price\ as\ a\ percentage\ of\ the\ average\ AVM\ or\ RVM \\ \end{tabular} valuation\ estimate\ for\ active\ listings\ each\ month.$

	\$500K ······												
Filters Used													
ZIP: Essex Junction, VT 05452, Williston, VT 05495 Property Type: Condo/Townhouse/Apt, Single Family Residence	\$375K												
-	\$250K												
	\$125K												
	0												
	Mar	Apr	May	Jun	Jul	Aug	Sep	0ct	Nov	Dec	Jan	Feb	Mar
	'17	'17	'17	'17	'17	'17	'17	'17	'17	'17	'18	'18	'18
Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$390K
Avg Listing Price	-	-	-	-	-	-	-	-	-	-	-	-	\$405K
Avg Listing Price as a % of Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	104%

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												
	0												
	Mar	Apr			Jul		Sep	0ct	Nov	Dec	Jan	Feb	Mar
	'17	'17	'17	'17	'17	'17	'17	'17	'17	'17	'18	'18	'18
Median Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$341K
Median Listing Price	-	-	-	-	-	-	-	-	-	-	-	-	\$365K
Med Listing Price as a % of Med Est Value	-	-	-	-	-	-	-	-	-	-	-	-	107%





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.

Current Year	0 Mar '17 -	Apr '17 -	Мау '17	Jun '17 -	Jul '17 -	Aug '17 -	Sep '17 -	0ct '17 -	Nov '17 -	Dec '17 _	Jan '18 -	Feb '18 -	Mar '18 54.5 108
		Apr '17	May '17	Jun '17		Aug '17	Sep '17						
	0												
	50												
Property Type: Condo/Townhouœ/Apt, Single Family Residence	100												
ZIP: Essex Junction, VT 05452, Williston, VT 05495	150												
Filters Used	200												

Months of Inventory

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

Filters Used	20												
ZIP: Essex Junction, VT 05452, Williston, VT 05495 Property Type: Condo/Townhouse/Apt, Single Family Residence	15												
	10												
	5												
	5												
	0												
	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	3.3
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	8.29
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-60%





Absorption Rate

The percentage of inventory sold per month.

	40%												
Filters Used													
ZIP: Essex Junction, VT 05452, Williston, VT 05495 Property Type: Condo/Townhouse/Apt, Single Family Residence	30%												
-	20%												
	10%												
	0												
	Mar	Apr		Jun		Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar
	'17	'17	'17	'17	'17	'17	'17	'17	'17	'17	'18	'18	
					1/	17						10	'18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	'18 30%
Current Year Prior Year	-	-	-		-		-	-	-	-		-	
		- -											30%

Active/Pending/Sold Units

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

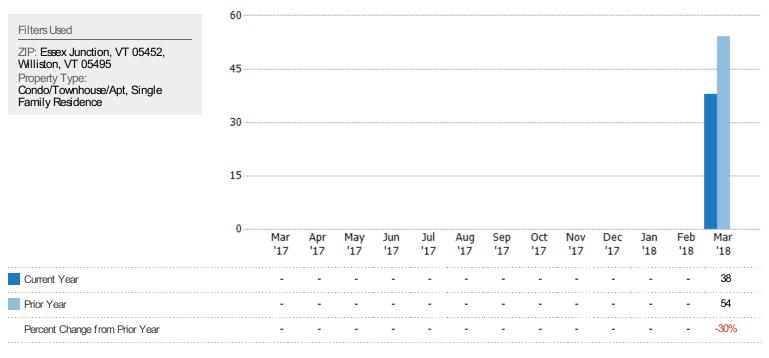
ZIP: Essex Junction, VT 05452,													
Williston, VT 05495 Property Type: Condo/Townhouse/Apt, Single Family Residence	60												
	40												
	20												
			May '17					0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18
Active	0 Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	
Active Pending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





New Pending Sales

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



New Pending Sales Volume

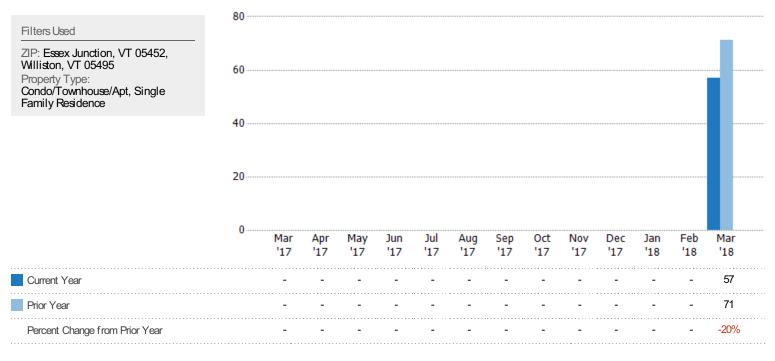
The sum of the sales price of single-family, condominium and townhome properties with accepted offers that were added each month.

Filters Used	\$20.0M ······													
ZIP: Essex Junction, VT 05452, Williston, VT 05495 Property Type: Condo/Townhouse/Apt, Single Family Residence	\$15.0M													
	\$10.0M													
	\$5.0M													
	0	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	\$11.8M
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	\$16.9M
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	-30%



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.

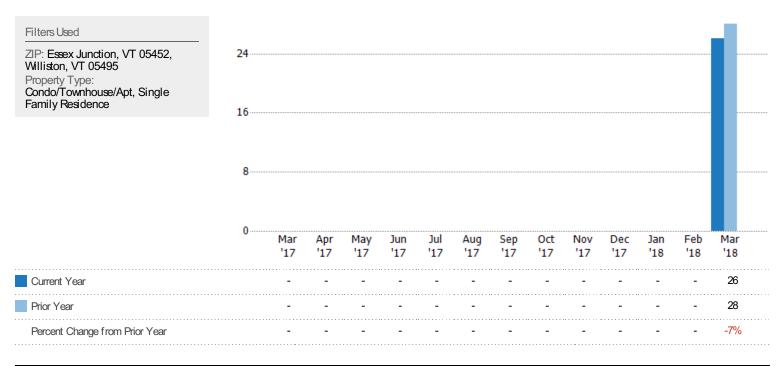
Filters Used														
ZIP: Essex Junction, VT 05452, Williston, VT 05495 Property Type: Condo/Townhouse/Apt, Single Family Residence	\$24.0M													
Family Residence	\$16.0M ······													
	\$8.0M													
	0	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar
		'17	'17	'17	'17	'17	'17	'17	'17	'17	'17	'18	'18	'18
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	\$19M
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	\$22.7M
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	-16%





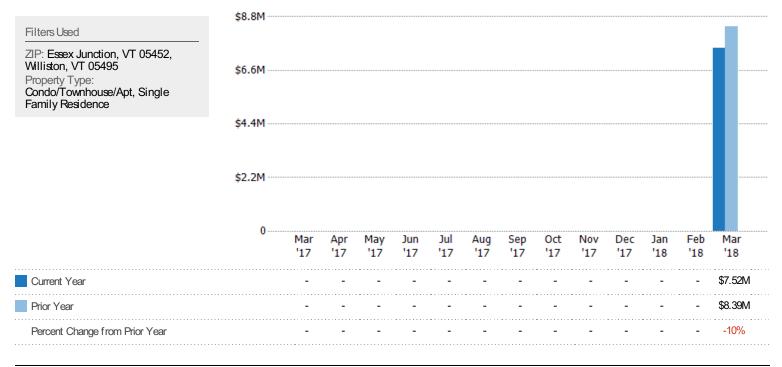
Closed Sales

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.

Single Family Residence		-	-	-	-	-	-	-	-	-	-	-	-	65%	
Condo/Townhouse		-	-	-	-	-	-	-	-	-	-	-	-	35%	
		Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	
	0	Mar											Eab	Mar	
	10%														
	20%														
	30%														
	40%														
	50%														
Family Residence	60%														
Property Type: Condo/Townhouse/Apt, Single	70%														
ZIP: Essex Junction, VT 05452, Williston, VT 05495	80%														
Filters Used	90%														
	100%														

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	\$300K												
Property Type: Condo/Townhouæ/Apt, Single Family Residence	\$200K												
	6100K												
	\$100K												
	0	Apr	May	lun	71	Aug	Con	0.+	Nev	Dec	1-0	Fab	Mar
	Mar '17	Apr '17	May '17	'17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$289K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$300K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-3%





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, WIIIston, VT 05495 Property Type: Condo/Townhouse/Apt, Single Family Residence	\$300K												
	\$200K												
	\$100K												
	0 Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18
Current Year		-	-	-	-	-	-	-	-	-	-	-	\$295K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$262K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	13%

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	\$300K												
ZIP: Essex Junction, VT 05452, Williston, VT 05495 Property Type: Condo/Townhouse/Apt, Single Family Residence	\$225K												
	\$150K												
	\$75K												
	0 Mar	Apr	May	Jun	Jul	Aug	Sep	0ct	Nov	Dec	Jan	Feb	Mar
	'17	'17	'17	'17	'17	'17	'17	'17	'17	'17	'18	'18	'18
Avg List Price	-	-	-	-	-	-	-	-	-	-	-	-	\$295K
Avg Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$289K
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												
	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18
Median List Price	-	-	-	-	-	-	-	-	-	-	-	-	\$302K
Median Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$295K
Med Sales Price as a % of Med List Price	-	-	-	-	-	-	-	-	-	-	-	-	98%

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.

	\$300K ······												
Filters Used													
ZIP: Essex Junction, VT 05452, Williston, VT 05495 Property Type: Condo/Townhouse/Apt, Single Family Residence	\$225K												
	\$150K												
	\$75K												
	0												
	Mar	Apr		Jun	Jul	Aug	Sep	0ct	Nov	Dec	Jan	Feb	Mar
	'17	'17	'17	'17	'17	'17	'17	'17	'17	'17	'18	'18	'18
Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$266K
Avg Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$295K
Avg Sales Price as a % of Avg Est Value	-				-	-	-	-	-	-	-	-	111%





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 ······												
FiltersUsed													
ZIP: Essex Junction, VT 05452, Williston, VT 05495 Property Type: Condo/Townhouse/Apt, Single Family Residence	\$300K												
	\$200K												
	\$100K												
	0												
	Mar	Apr		Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar
	'17	'17	'17	'17	'17	'17	'17	'17	'17	'17	'18	'18	'18
Median Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$286K
Median Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$302K
Med Sales Price as a % of Med Est Value	-	-	-	-	-	-	-	-	-	-	-	-	105%

