

Summary of Key Listing and Sales Metrics

A summary of the key metrics selected to be included in the report. MLS sources where licensed.

7 + / -	YTD 2017	YTD 2018	+ / -	Nov 2017	Nov 2018	Key Metrics
						Listing Activity Charts Metrics
2 +50%	12	18	+50%	12	18	New Listing Count
0 +59.1%	\$3,621,700	\$5,763,150	+59.1%	\$3,621,700	\$5,763,150	New Listing Volume
4	NA	NA	-98.3%	58	1	Active Listing Count
4	NA	NA	-98.5%	\$21,118,006	\$318,000	Active Listing Volume
4 -12.7%	\$364,104	\$318,000	-12.7%	\$364,104	\$318,000	Average Listing Price
7 -14%	\$369,877	\$318,000	-14%	\$369,877	\$318,000	Median Listing Price
5 +26.9%	83.5	106	+26.9%	83.5	106	Median Days in RPR
6 -98.4%	2.6	0	-	_	_	Months of Inventory
% +2,262.1%	37.93%	2,300%	+_	_	_	Absorption Rate
						Sales Activity Charts Metrics
3 -4.3%	23	22	-4.3%	23	22	New Pending Sales Count
9 +6%	\$6,570,349	\$6,964,550	+6%	\$6,570,349	\$6,964,550	New Pending Sales Volume
4	NA	N/A	-	_	26	Pending Sales Count
4	NA	N/A	-	_	\$7,603,799	Pending Sales Volume
3 -39.1%	23	14	-39.1%	23	14	Closed Sales Count
0 -30.1%	\$6,256,150	\$4,375,356	-30.1%	\$6,256,150	\$4,375,356	Closed Sales Volume
7 +14.9%	\$272,007	\$312,525	+14.9%	\$272,007	\$312,525	Average Sales Price
0 +6.5%	\$270,000	\$287,500	+6.5%	\$270,000	\$287,500	Median Sales Price





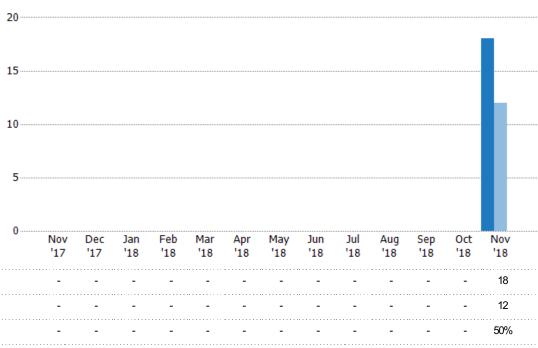
New Listings

The number of new residential listings that were added each month.

Filters Used

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

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



New Listing Volume

Percent Change from Prior Year

Current Year

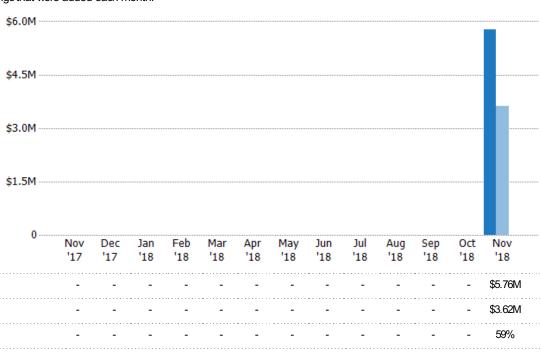
Prior Year

The sum of the listing price of residential listings that were added each month.

Filters Used

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

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





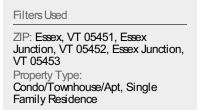
Current Year

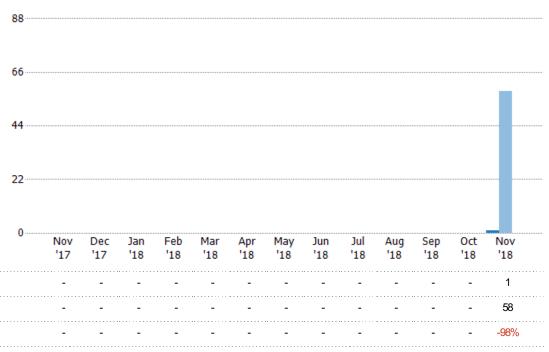
Percent Change from Prior Year



Active Listings

The number of active residential listings at the end of each month.





Active Listing Volume

Percent Change from Prior Year

Current Year

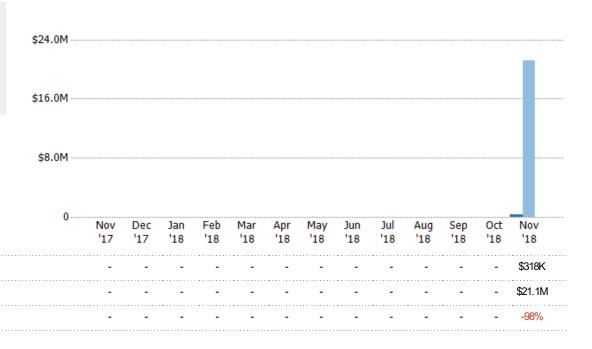
Prior Year

The sum of the listing price of active residential listings at the end of each month.

Filters Used

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

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



Current Year

Percent Change from Prior Year





Average Listing Price

The average listing price of active residential listings at the end of each month.

Filters Used

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

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

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

\$100K -----

0.. Nov Dec Mar Apr May Jul Aug Sep 0ct Nov '17 '18 '18 '18 '18 '18 '18 '18 '18 '18 '18 '17 '18 \$318K \$364K

Median Listing Price

Percent Change from Prior Year

The median listing price of active residential listings at the end of each month.

\$100K

Filters Used

Current Year

Prior Year

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

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

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

	0												
	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$318K
Prior Year	-	-	_	-	-	-	-	-	-	_	-	-	\$370K
Percent Change from Prior Year	-	-		-	-	-	-	-	-	-	-	-	-14%



\$318K

112%



Market Data Report

Average Listing Price vs Average Est Value

The average listing price as a percentage of the average AVM or RVM® valuation estimate for active listings each month.

	\$400K												
Filters Used	,												
ZIP: Essex, VT 05451, Essex Junction, VT 05452, Essex Junction, VT 05453	\$300K												
Property Type: Condo/Townhouse/Apt, Single Family Residence	\$200K												
	\$100K												
	0												
	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov
	'17	'17	'18	'18	'18	'18	'18	'18	'18	'18	'18	'18	'18
Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$285K

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.

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

Med Listing Price as a % of Med Est Value

Avg Listing Price as a % of Avg Est Value

Avg Listing Price

)K									 		
)K									 		
)K									 		
0											
0 Nov	Dec		Feb	Mar	Apr		Jun			0ct	N
0 Nov	Dec	Jan	Feb	Mar	Apr	May	Jun		Sep	0ct	
0 Nov	Dec	Jan	Feb '18	Mar '18	Apr '18	May '18	Jun '18 -	Jul '18	Sep '18	Oct '18	N !:



Median Est Value

Median Listing Price



83.5

27%



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.

200 Filters Used ZIP: Essex, VT 05451, Essex Junction, VT 05452, Essex Junction, VT 05453 Property Type: Condo/Townhouse/Apt, Single Family Residence 100 50 0 Nov Dec Feb May Sep 0ct Nov '17 '18 '18 '18 '18 '18 '18 '18 '18 '17 '18 '18 '18 Current Year 106

Months of Inventory

Percent Change from Prior Year

Prior Year

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

0.75

Filters Used	
ZIP: Essex, VT 05451, Essex Junction, VT 05452, Essex Junction VT 05453	٦,
Property Type: Condo/Townhouse/Apt, Single Family Residence	

3.00
2.25
1.50
1.50

Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18
 -	- -	-	-	-	- -	-	-	-	-	-	-	0.04
 -	-	-	-	-	-	-	-	-			-	2.42
 _		_	_	_			_		_	- -	-	-98%

Current Year
Prior Year

Percent Change from Prior Year





Absorption Rate

The percentage of inventory sold per month.

ltom.	Used
11612	

Family Residence

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

30	

15.....

Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18
-	-	-	-	-	-	-	-	-	-	-	-	2,400%
-	-	-	-	-	-	-	-	-	-	-	-	41%
-	-	-	-	-	-	-	-	-	_	-	-	- 2,359%

Active/Pending/Sold Units

The number of residential properties that were Active, Pending and Sold each month.

Εi	ltere	Used	

Current Year
Prior Year

Change from Prior Year

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

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

-	-	-	-	-	-	=	-	-	-	-	-	1
	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	
0												
5												••••••
10												
15												
20												



Active Sold



Current Year

Prior Year

Market Data Report

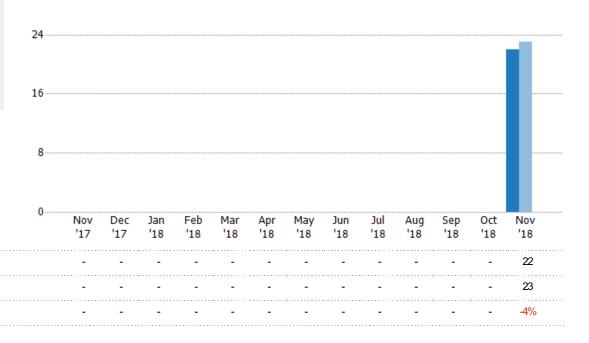
New Pending Sales

The number of residential properties with accepted offers that were added each month.

Filters Used

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

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



New Pending Sales Volume

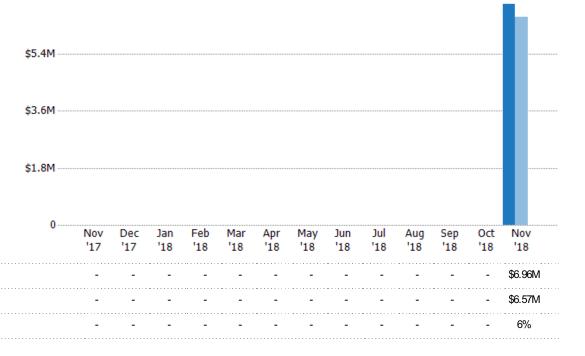
Percent Change from Prior Year

The sum of the sales price of residential properties with accepted offers that were added each month.

Filters Used

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

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



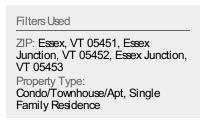
Current Year

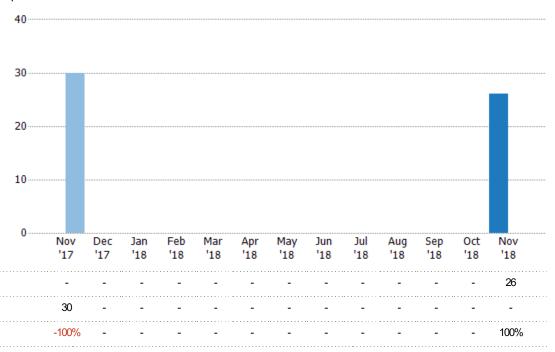
Percent Change from Prior Year



Pending Sales

The number of residential properties with accepted offers that were available at the end each month.





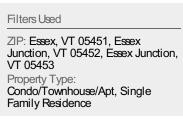
Pending Sales Volume

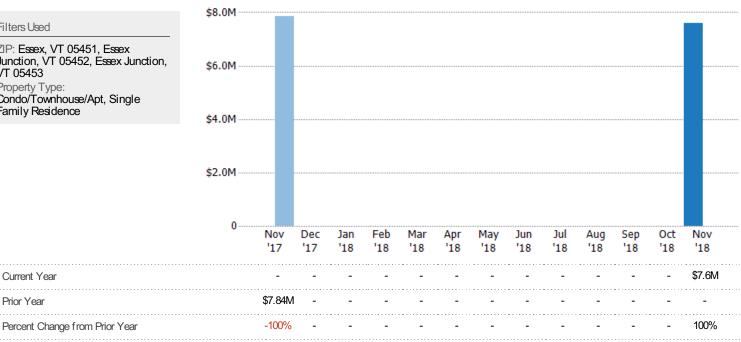
Percent Change from Prior Year

Current Year

Prior Year

The sum of the sales price of residential properties with accepted offers that were available at the end of each month.





Current Year



Closed Sales

The total number of residential properties sold each month.

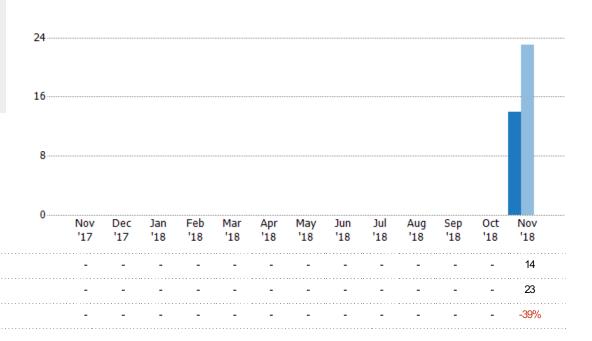
Filters Used

Family Residence

Current Year

Prior Year

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



Closed Sales Volume

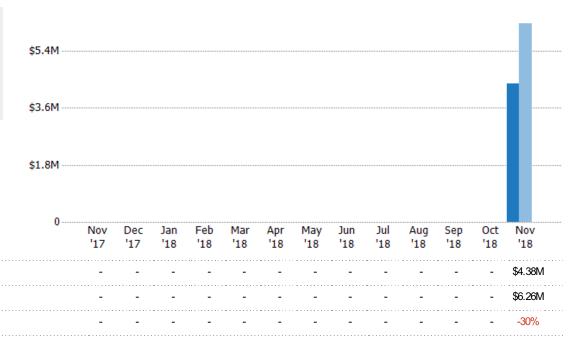
Percent Change from Prior Year

The sum of the sales price of residential properties sold each month.

Filters Used

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

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



Current Year

Percent Change from Prior Year

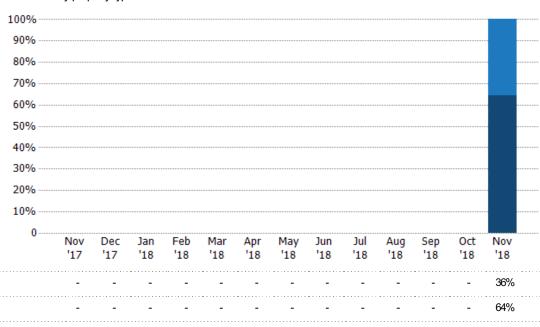


Closed Sales by Property Type

The percentage of residential properties sold each month by property type.

Filters Used

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



Average Sales Price

Single Family Residence

Condo/Townhouse

The average sales price of the residential properties sold each month.

\$100K

Filters Used

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

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

	0												
	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18
Current Year	-				-		-	-	-	-	-	- -	\$313K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$272K
Percent Change from Prior Year	-	-	-	- -	-	-	-	-	-	-	-	-	15%





Current Year
Prior Year

Market Data Report

\$400K

Median Sales Price

The median sales price of the residential properties sold each month.

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

\$300K
\$200K

\$100K

Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18
-	-	-	-	-	-	-	-	-	-	-	-	\$288K
-	-	-	-	-	-	-	-	-	-	-	-	\$270K
_	- · · · · · · · · · · · · · · · · · · ·	_	_	-	_	_	_	- -	- -		_	6%

Average Sales Price vs Average Listing Price

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

\$100K

Filters Used

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

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

Avg Sales Price as a % of Avg List Price

Percent Change from Prior Year

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

Nov '17	Dec '17	Jan '18	Feb	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	0ct '18	Nov '18
 	-	-	-	-	-	-	-	-		-	-	\$317K
 -	-	-	-	-	-	-	-	-	-	-	-	\$313K
 		-	-	-	-	-	-	-	-	- -	-	98%



Avg List Price

Avg Sales Price





Median List Price

Median Sales Price

Market Data Report

Median Sales Price vs Median Listing Price

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

\$300K

Filters Used

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

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

\$225K
\$150K

\$75K------

Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aua	Sep	Oct	Nov
'17	'17	'18	'18	'18	'18	'18	'18	'18	'18	'18	'18	'18
									-			\$292
-									-			\$288

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

Eilters Used

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

Property Type:
Condo/Townhouse/Apt, Single

Family Residence

Med Sales Price as a % of Med List Price

	0												
	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18
Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$310K
Avg Sales Price	-	-	-	_	-	-	-	-	-	-	-	-	\$317K
Avg Sales Price as a % of Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	102%



101%



Median Est Value

Median Sales Price

Market Data Report

Median Sales Price vs Median Est Value

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

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

Med Sales Price as a % of Med Est Value

NEW .								
!5K					 			
50K		 	 		 			
75K		 	 	 	 			
75K			 	 	 			
0 Nov	Dec	 	 	 	 		Oct	
0	Dec	 	 	 		Sep '18	Oct '18	1
0 Nov	Dec	 	 	 	 	Sep '18	Oct	Ŋ



