

# Summary of Key Listing and Sales Metrics

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

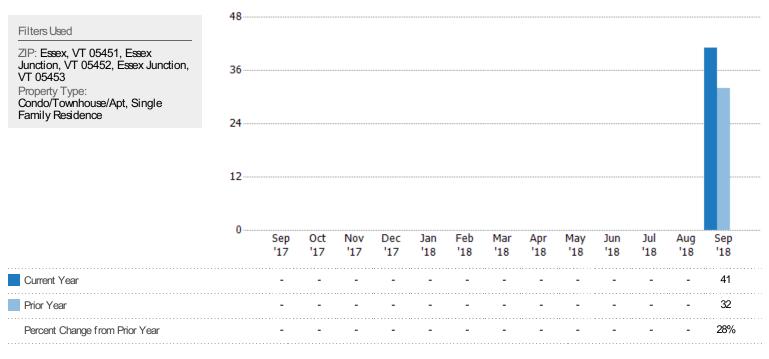
+/-	YTD 2017	YTD 2018	+/-	Sep 2017	Sep 2018	Key Metrics
			1			Listing Activity Charts Metrics
+28.1%	32	41	+28.1%	32	41	New Listing Count
+22.4%	\$10,479,853	\$12,829,913	+22.4%	\$10,479,853	\$12,829,913	New Listing Volume
	NA	NA	+4%	75	78	Active Listing Count
	NA	NA	+15.1%	\$23,849,623	\$27,453,825	Active Listing Volume
+10.7%	\$317,995	\$351,972	+10.7%	\$317,995	\$351,972	Average Listing Price
+6.1%	\$329,900	\$349,900	+6.1%	\$329,900	\$349,900	Median Listing Price
-3.4%	58	56	-3.4%	58	56	Median Days in RPR
-6.4%	2.8	2.6	-	_	-	Months of Inventory
+2.5%	36%	38.46%	+	_	-	Absorption Rate
						Sales Activity Charts Metrics
+44.4%	18	26	+44.4%	18	26	New Pending Sales Count
+69.2%	\$4,962,800	\$8,394,883	+69.2%	\$4,962,800	\$8,394,883	New Pending Sales Volume
	NA	N/A	+40%	30	42	Pending Sales Count
	N/A	N⁄A	+49.2%	\$9,509,000	\$14,188,822	Pending Sales Volume
-30%	30	21	-30%	30	21	Closed Sales Count
-33.4%	\$9,045,491	\$6,019,878	-33.4%	\$9,045,491	\$6,019,878	Closed Sales Volume
-4.9%	\$301,516	\$286,661	-4.9%	\$301,516	\$286,661	Average Sales Price
-3.5%	\$307,750	\$297,000	-3.5%	\$307,750	\$297,000	Median Sales Price





#### New Listings

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



#### New Listing Volume

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

Percent Change from Prior Year		-	-	-	-	-	-	-	-	-			- -	22%
Prior Year		-	-	-	-	-	-	-	-	-			-	\$10.5M
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	\$12.8M
	0	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18
	\$5.0M													
Property Type: Condo/Townhouse/Apt, Single Family Residence	\$10.0M													
Filters Used ZIP: Essex, VT 05451, Essex Junction, VT 05452, Essex Junction, VT 05453	\$15.0M													
	\$20.0M ······													





#### Active Listings

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

	80														
Filters Used															
ZIP: Essex, VT 05451, Essex Junction, VT 05452, Essex Junction, VT 05453 Property Type: Condo/Townhouse/Apt, Single	60														
Family Residence	40														
	40														
	20														
	0	_	~ •		_	-	- 1		•		-	- 1			
		Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	78	
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	75	
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	4%	

#### Active Listing Volume

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	\$24.0M \$16.0M													
	\$8.0M													
	0	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	\$27.5M
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	\$23.8M
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	15%





#### **Average Listing Price**

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

Filters Used	\$400K												
ZIP: Essex, VT 05451, Essex Junction, VT 05452, Essex Junction, VT 05453 Property Type: Condo/Townhouse/Apt, Single	\$300K												
Family Residence	\$200K												
	\$100K												
	0	<u> </u>											
	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$352K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$318K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	11%

#### Median Listing Price

Current Year

Percent Change from Prior Year

Prior Year

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

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

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\$350K

\$330K

6%

'18

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'18

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## 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 Property Type:	\$300K												
Condo/Townhouse/Apt, Single Family Residence	¢2001/												
,	\$200K												
	\$100K												
	0												
	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18
Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$368K
Avg Listing Price	-	-	-	-	-	-	-	-	-	-	-	-	\$352K
Avg Listing Price as a % of Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	96%

#### 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 Junction, VT 05452, Essex Junction, VT 05453	\$300K												
Property Type: Condo/Townhouse/Apt, Single Family Residence	\$200K												
	\$100K												
	\$100K												
	0	<u> </u>		-	•	- 1	••			•		•	
	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18
Median Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$323K
Median Listing Price	-	-	-	-	-	-	-	-	-	-	-	-	\$350K
Med Listing Price as a % of Med Est Value	-	-	-	-	-	-	-	-	-	-	-	-	108%





#### 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.

	100												
Filters Used													
ZIP: Essex, VT 05451, Essex Junction, VT 05452, Essex Junction, VT 05453	75												
Property Type: Condo/Townhouse/Apt, Single Family Residence	50												
	25												
	25												
	0	0.4	NI	<b>D</b>	1	<b>5-</b> 4		<b>A</b>	N.4	3	ابرو	<b>A</b> =	
	Sep '17	'17	17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	56
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	58
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-3%

### 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 Junction, VT 05452, Essex Junction, VT 05453 Property Type:	3.00												
Condo/Townhouæ/Apt, Single Family Residence	2.00												
	1.00												
	0												
	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep
	'17	'17	'17	'17	'18	'18	'18	'18	'18	'18	'18	'18	'18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	2.69
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	3.26
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-18%





#### Absorption Rate

The percentage of inventory sold per month.

	40%												
Filters Used													
ZIP: Essex, VT 05451, Essex Junction, VT 05452, Essex Junction, VT 05453 Property Type:	30%												
Condo/Townhouse/Apt, Single Family Residence	2007												
	20%												
	10%												
	0	<u> </u>	••	-		- 1							_
	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	37%
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	31%
Change from Prior Year													
-	-	-	-	-	-	-	-	-	-	-	-	-	-7%

## Active/Pending/Sold Units

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

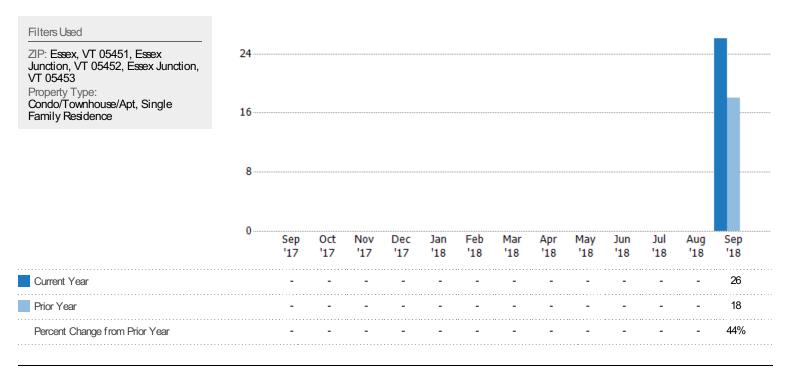
Filters Used	80												
ZIP: Essex, VT 05451, Essex Junction, VT 05452, Essex Junction, VT 05453 Property Type: Condo/Townhouse/Apt, Single Family Residence	60												
	40												
	20												
	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep
	'17	'17	'17	'17	'18	'18	'18	'18	'18	'18	'18	'18	'18
Active	-	-	-	-	-	-	-	-	-	-	-	-	78
Pending	-	-	-	-	-	-	-	-	-	-	-	-	42
Sold	-	-	-	-	-	-	-	-	-	-	-	-	21





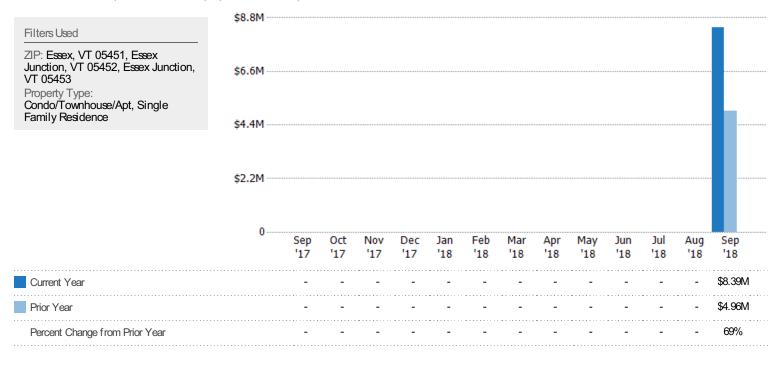
#### New Pending Sales

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



#### New Pending Sales Volume

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

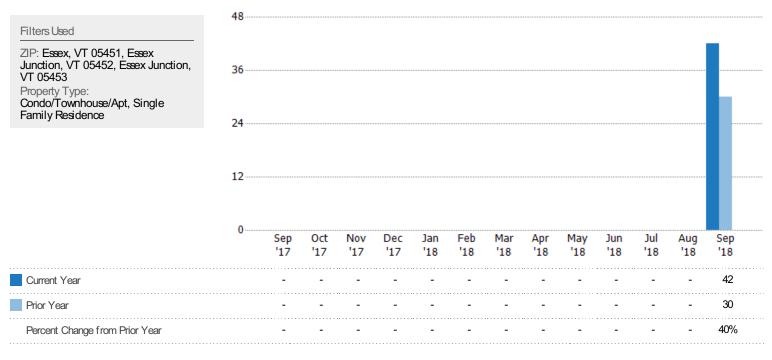






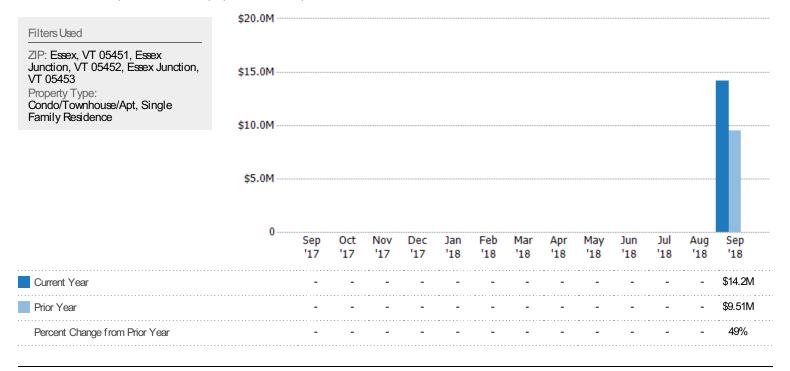
## Pending Sales

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



## Pending Sales Volume

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

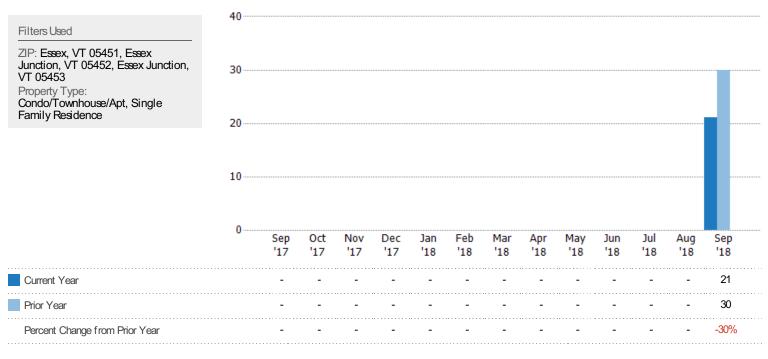






### Closed Sales

The total number of residential properties sold each month.



## **Closed Sales Volume**

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

Filters Used	\$10.0M													
ZIP: Essex, VT 05451, Essex Junction, VT 05452, Essex Junction, VT 05453 Property Type:	\$7.5M													
Condo/Townhouæ/Apt, Single Family Residence	\$5.0M													
	\$2.5M													
	0	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18
		±,		±,										
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	\$6.02M
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	\$9.05M
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	-33%





## Closed Sales by Property Type

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

	100%														
Filters Used	90%														
ZIP: Essex, VT 05451, Essex Junction, VT 05452, Essex Junction,	80%														
VT 05453 Property Type:	70%														
Condo/Townhouse/Apt, Single	60%														
Family Residence	50%														
	40%														
	30%														
	20%														
	10%														
	0	Sep		Nov					Apr	May	Jun	Jul	Aug	Sep	
		'17	'17	'17	'17			'18	'18	'18	'18	'18	'18	'18	
Condo/Townhouse		-	-	-	-	-	-	-	-	-	-	-	-	29%	
Single Family Residence		-	-	-	-	-	-	-	-	-	-	-	-	71%	

## **Average Sales Price**

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

Filters Used	\$400K
ZIP: Essex, VT 05451, Essex Junction, VT 05452, Essex Junction, VT 05453 Property Type: Condo/Townhouse/Apt, Single Family Residence	\$300K
Family Residence	\$200K

\$1	00k	<b>(</b>	

	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$287K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$302K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-5%





#### Median Sales Price

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

Filters Used	\$400K												
ZIP: Essex, VT 05451, Essex Junction, VT 05452, Essex Junction, VT 05453 Property Type:	\$300K												
Condo/Townhouse/Apt, Single Family Residence	\$200K												
	\$100K												
	0												
	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18		Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$297K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$308K
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	\$300K ······												
ZIP: Essex, VT 05451, Essex Junction, VT 05452, Essex Junction, VT 05453	\$225K												
Property Type: Condo/Townhouse/Apt, Single Family Residence	\$150K												
	\$75K												
	φ/ JIC												
	0	0ct	Nov	Dec	1-0	Feb	Mar	Apr	May	Jun	Jul	Aug	Con
	Sep '17	'17	Nov '17	'17	Jan '18	'18	Mar '18	Apr '18	May '18	'18	'18	Aug '18	Sep '18
Avg List Price	-	-	-	-	-	-	-	-	-	-	-	-	\$292K
Avg Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$287K
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.

	\$300K ······												
Filters Used													
ZIP: Essex, VT 05451, Essex Junction, VT 05452, Essex Junction, VT 05453 Property Type: Conde/Tourbourg/Apt, Single	\$225K												
Condo/Townhouse/Apt, Single Family Residence	\$150K												
	\$75K												
	Sep	0ct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep
	'17	'17	'17	'17	'18	'18	'18	'18	'18	'18	'18	'18	'18
Median List Price	-	-	-	-	-	-	-	-	-	-	-	-	\$300K
Median Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$297K
Med Sales Price as a % of Med List 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.

Avg Est Value Avg Sales Price	'17 -	'17 -	'17 -	'17 _	'18 _	'18 _	-	-	-	-	'18 _	'18 _	'18 \$288k \$292k
	'17	'17	'17	'1/	'18	18	10	10	18	10	.18	'18	
	0 Sep	Oct	Nov	Dec	Jan	Feb	Mar '18	Apr '18	May '18	Jun '18	Jul	Aug	Sep
Condo/Townhouse/Apt, Single Family Residence	\$150K \$75K												
ZIP: Essex, VT 05451, Essex Junction, VT 05452, Essex Junction, VT 05453 Property Type:	\$225K												





## 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 Junction, VT 05452, Essex Junction, VT 05453	\$225K												
Property Type: Condo/Townhouse/Apt, Single Family Residence	\$150K												
	\$75K												
	\$75K												
	0 Sep '17	0ct '17	Nov '17	Dec '17	Jan '18		Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18
Median Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$287K
Median Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$300K
Med Sales Price as a % of Med Est Value	-	-	-	-	-	-	-	-	-	-	-	-	105%

