

# 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
						Listing Activity Charts Metrics
+10.9%	46	51	+10.9%	46	51	New Listing Count
+16.9%	\$14,833,053	\$17,343,513	+16.9%	\$14,833,053	\$17,343,513	New Listing Volume
	N⁄A	N⁄A	+	116	116	Active Listing Count
	N⁄A	N⁄A	+12%	\$40,436,623	\$45,303,024	Active Listing Volume
+12%	\$348,592	\$390,543	+12%	\$348,592	\$390,543	Average Listing Price
+6.3%	\$340,000	\$361,350	+6.3%	\$340,000	\$361,350	Median Listing Price
+5.1%	59	62	+5.1%	59	62	Median Days in RPR
-8.1%	3.4	3.1	-	_	-	Months of Inventory
+2.6%	29.31%	31.9%	+	-	-	Absorption Rate
						Sales Activity Charts Metrics
+25.8%	31	39	+25.8%	31	39	New Pending Sales Count
+26.7%	\$9,787,600	\$12,403,383	+26.7%	\$9,787,600	\$12,403,383	New Pending Sales Volume
	N⁄A	N/A	+22%	50	61	Pending Sales Count
	N⁄A	N⁄A	+22.7%	\$16,938,700	\$20,785,422	Pending Sales Volume
-24.3%	37	28	-24.3%	37	28	Closed Sales Count
-27.6%	\$11,331,731	\$8,203,778	-27.6%	\$11,331,731	\$8,203,778	Cloæd Sales Volume
-4.3%	\$306,263	\$292,992	-4.3%	\$306,263	\$292,992	Average Sales Price
-3.3%	\$306,250	\$296,000	-3.3%	\$306,250	\$296,000	Median Sales Price





Williston

# New Listings

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

	60													
Filters Used ZIP: Essex Junction, VT 05452, Williston, VT 05495 Property Type: Condo/Townhouse/Apt, Single Family Residence	45													
	30													
	0													
		Sep	Oct		Dec		Feb		Apr			Jul	Aug	Sep
		'17	'17	'17	'17	'18	'18	'18	'18	'18	'18	'18	'18	'18
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	51
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	46
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	11%

# New Listing Volume

The sum of the listing price of residential 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													
		Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	Мау '18	Jun '18	Jul '18	Aug '18	Sep '18
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	\$17.3M
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	\$14.8M
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	17%





Williston

# Active Listings

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

Filters Used	200														
ZIP: Essex Junction, VT 05452, Williston, VT 05495 Property Type: Condo/Townhouse/Apt, Single Family Residence	150														
	100														
	50														
	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		-	-	-	-	-	-	-	-	-	-	-	-	116	
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	116	
PriorExtra Year		-	-	-	-	-	-	-	-	-	-	-	-	-	

#### Active Listing Volume

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

FiltersUsed	\$48.0M													
ZIP: Essex Junction, VT 05452, Williston, VT 05495 Property Type: Condo/Townhouse/Apt, Single Family Residence	\$36.0M													
	\$24.0M													
	\$12.0M													
	0	Con	0.0	New	Dec	1	Fab	Mar	A	Marc	lus	1	A	Con
		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		-	-	-	-	-	-	-	-	-	-	-	-	\$45.3M
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	\$40.4M
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	12%





#### Average Listing Price

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

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

# Median Listing Price

The median listing price of active residential 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	\$300K												
	\$200K												
	\$100K												
	0												
	Sep	Oct	Nov	Dec		Feb	Mar	Apr	May	Jun	Jul	Aug	Sep
	'17	'17	'17	'17	'18	'18	'18	'18	'18	'18	'18	'18	'18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$361K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$340K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	6%





# 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.

	\$500K ······												
Filters Used	·												
ZIP: Essex Junction, VT 05452, Williston, VT 05495 Property Type: Condo/Townhouse/Apt, Single Family Residence	\$375K												
	\$250K												
	\$125K												
	ψιΣυπ												
	0 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
Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$403K
Avg Listing Price	-	-	-	-	-	-	-	-	-	-	-	-	\$391K
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.

	\$400K												
Filters Used													
ZIP: Essex Junction, VT 05452, Williston, VT 05495 Property Type: Condo/Townhouse/Apt, Single Family Residence	\$300K												
-	\$200K												
	\$100K												
	Sep	0ct	Nov	Dec	lan	Feb	Mar	Δnr	May	Jun	Jul	Aug	Sep
	'17	'17	'17	'17	'18	'18	'18	'18	'18	'18	'18	'18	'18
					• • • • • • • • • • • • • • •								<b><b><b><b><b><b></b></b></b></b></b></b>
Median Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$365K
Median Listing Price	-	-	-	-	-	-	-	-	-	-	-	-	\$361K
Med Listing Price as a % of Med Est Value	-	-	-	-	-	-	-	-	-	-	-	-	99%





# 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												
75												
50												
0											Aug.	
							Apr '18					Sep '18
-	-	-	-	-	-	-	-	-	-	-	-	62
-	-	-	-	-	-	-	-	-	-	-	-	59
	75 50	75 50 25 0 Sep Oct	75 50 25 0 Sep Oct Nov	75 50 25 0 Sep Oct Nov Dec	75 50 25 0 Sep Oct Nov Dec Jan	75 50 25 0 Sep Oct Nov Dec Jan Feb	75 50 25 0 Sep Oct Nov Dec Jan Feb Mar	75 50 25 0 Sep Oct Nov Dec Jan Feb Mar Apr	75 50 25 0 Sep Oct Nov Dec Jan Feb Mar Apr May	75 50 25 0 Sep Oct Nov Dec Jan Feb Mar Apr May Jun	75 50 25 0 Sep Oct Nov Dec Jan Feb Mar Apr May Jun Jul	75 50 25 0 Sep Oct Nov Dec Jan Feb Mar Apr May Jun Jul Aug

# Months of Inventory

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

Filters Used	4.00												
ZIP: Essex Junction, VT 05452, Williston, VT 05495 Property Type: Condo/Townhouse/Apt, Single Family Residence	3.00												
	2.00												
	1.00												
	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	-	-	-	-	-	-	-	-	-	-	-	-	2.76
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	3.87
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-29%





#### 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 Sep	Oct				Feb		Apr	May	Jun	Jul	Aug	Sep
	'17	'17	'17	'17	'18	'18	'18	'18	'18	'18	'18	'18	'18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	36%
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	26%
Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-10%

# Active/Pending/Sold Units

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

Filters Used	200												
ZIP: Essex Junction, VT 05452, Williston, VT 05495 Property Type: Condo/Townhouse/Apt, Single Family Residence	150												
	100												
	50												
	0 Sep			Dec		Feb		Apr	May	Jun	Jul	Aug	Sep
	'17	'17	'17	'17	'18	'18	'18	'18	'18	'18	'18	'18	'18
Active	-	-	-	-	-	-	-	-	-	-	-	-	116
Pending	-	-	-	-	-	-	-	-	-	-	-	-	61
Sold	-	-	-	-	-	-	-	-	-	-	-	-	28





# New Pending Sales

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

	40													
Filters Used ZIP: Essex Junction, VT 05452, Williston, VT 05495 Property Type: Condo/Townhouse/Apt, Single Family Residence	30													
	20													
	10													
	0	Sep '17	0ct '17	Nov '17	Dec '17		Feb '18		Apr '18	May '18		Jul '18	Aug '18	Sep '18
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	39
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	31
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	26%

# New Pending Sales Volume

The sum of the sales price of residential 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	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
														\$12.4M
Current Year		-	-	-	-	-	-	-	-	-		-	-	φ12.4IVI
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	\$9.79M
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	27%





# Pending Sales

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

Filters Used	80													
ZIP: Essex Junction, VT 05452, Williston, VT 05495 Property Type: Condo/Townhouse/Apt, Single Family Residence	60													
	40													
	20													
	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		-	-	-	-	-	-	-	-	-	-	-	-	61
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	50
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	22%

# Pending Sales Volume

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

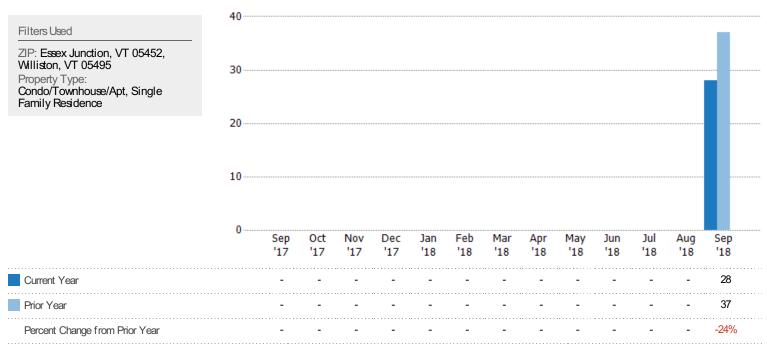
Filters Used														
ZIP: Essex Junction, VT 05452, Williston, VT 05495 Property Type: Condo/Townhouse/Apt, Single Family Residence	\$24.0M													
Family Residence	\$16.0M													
	\$8.0M													
		Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18
			17	17	17	10	10	10	10	10	10	10	10	10
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	\$20.8M
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	\$16.9M
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	23%





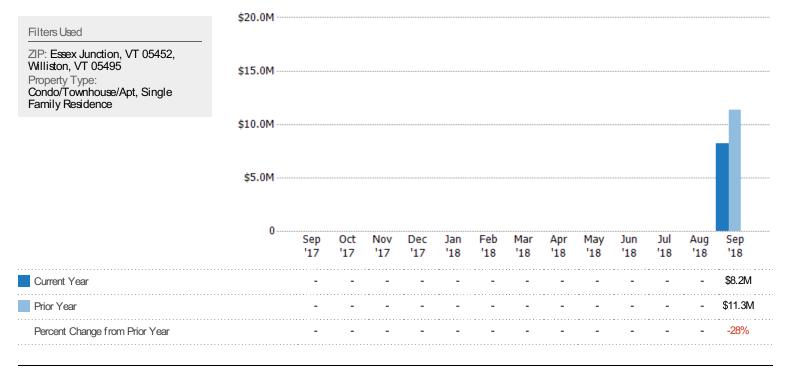
## Closed Sales

The total number of residential properties sold each month.



# **Closed Sales Volume**

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







# Closed Sales by Property Type

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

	100%														
Filters Used	90%														
ZIP: Essex Junction, VT 05452, Williston, VT 05495	80%														
Property Type: Condo/Townhouse/Apt, Single	70%														
Family Residence	60%														
	50%														
	40%														
	30%														
	20%														
	10%														
	0	Sep		Nov								Jul		Con	
		'17	'17	'17	'17	'18			Apr '18	May '18	Jun '18	18	Aug '18	Sep '18	
Condo/Townhouse		-	-	-	-	-	-	-	-	-	-	-	-	32%	
Single Family Residence		-	-	-	-	-	-	-	-	-	-	-	-	68%	

# Average Sales Price

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

Filters Used	\$400K												
ZIP: Essex Junction, VT 05452, Williston, VT 05495 Property Type: Condo/Townhouse/Apt, Single Family Residence	\$300K												
	\$200K												
	\$100K												
	Sep '17	0ct '17	Nov	Dec			Mar	Apr	May	Jun	Jul	Aug	Sep '18
	-17	.17	'17	'17	'18	'18	'18	'18	'18	'18	'18	'18	.18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$293k
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$306k
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-4%





# Median Sales Price

The median sales price of the residential 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												
	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug	Sep '18
	17	17	17	17	18	18	18	18	18	18	18	'18	18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$296K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$306K
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 Sales Price as a % of Avg List Price	-	-	-	-	-	-	-	-	-	-	-	-	98%
Avg Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$293K
Avg List Price	-	-	-	-	-	-	-	-	-	-	-	-	\$298K
	\$75K 0 Sep '17	0ct '17	Nov '17	Dec '17		Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18
Condo/Townhouse/Apt, Single Family Residence	\$150K												
Filters Used ZIP: Essex Junction, VT 05452, Williston, VT 05495 Property Type:	\$225K												
	\$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 Junction, VT 05452, Williston, VT 05495 Property Type: Condo/Townhouse/Apt, Single Family Residence	\$225K												
	\$150K												
	\$75K												
	\$7.JK												
	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
Median List Price	-	-	-	-	-	-	-	-	-	-	-	-	\$300K
Median Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$296K
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.

Family Residence	\$150K												
	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				Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	
Avg Est Value Avg Sales Price				Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	'18





# 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 Junction, VT 05452, Williston, VT 05495 Property Type: Condo/Townhouse/Apt, Single Family Residence	\$225K												
	\$150K												
	\$75K 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
													<b>*</b> ~~ <b>=</b> '
Median Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$297K
Median Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$300K
Med Sales Price as a % of Med Est Value	-	-	-	-	-	-	-	-	-	-	-	-	101%

