

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	Mar 2019	Mar 2018	+ / -	YTD 2019	YTD 2018	+ / -
Listing Activity Charts Metrics						
New Listing Count	23	40	-42.5%	77	104	-26%
New Listing Volume	\$9,422,800	\$14,742,200	-36.1%	\$28,123,090	\$35,650,244	-21.1%
Active Listing Count	83	80	+3.8%	N/A	N/A	
Active Listing Volume	\$35,739,347	\$32,068,553	+11.4%	N/A	N/A	
Average Listing Price	\$430,595	\$400,857	+7.4%	\$405,205	\$388,906	+4.2%
Median Listing Price	\$397,500	\$359,950	+10.4%	\$373,115	\$358,604	+4%
Median Days in RPR	145	65.5	+121.4%	135.92	88.65	+53.3%
Months of Inventory	6.4	3.5	+83.6%	4.2	3.4	+24.4%
Absorption Rate	15.66%	28.75%	-13.1%	23.72%	29.52%	-5.8%
Sales Activity Charts Metrics						
New Pending Sales Count	32	34	-5.9%	78	85	-8.2%
New Pending Sales Volume	\$10,066,189	\$10,368,100	-2.9%	\$25,768,139	\$26,843,395	-4%
Pending Sales Count	50	51	-2%	N/A	N/A	
Pending Sales Volume	\$17,066,239	\$16,777,350	+1.7%	N/A	N/A	
Closed Sales Count	29	26	+11.5%	65	65	+/-
Closed Sales Volume	\$9,946,906	\$7,524,728	+32.2%	\$22,170,392	\$19,087,669	+16.2%
Average Sales Price	\$342,997	\$289,413	+18.5%	\$341,083	\$293,656	+16.2%
Median Sales Price	\$320,000	\$295,000	+8.5%	\$312,934	\$285,662	+9.5%

New Listings

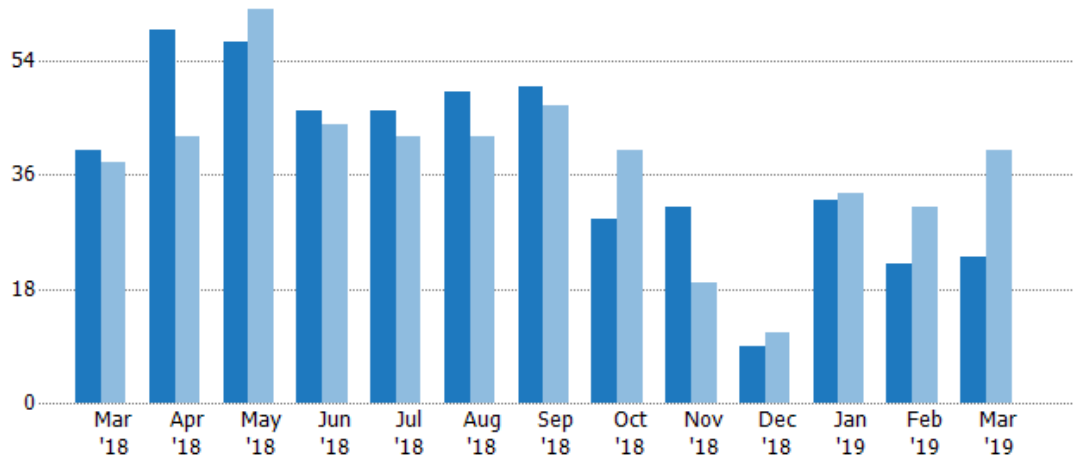
The number of new residential listings that were added each month.

Filters Used

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

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

Month/Year	Count	% Chg.
Mar '19	23	-42.5%
Mar '18	40	5.3%
Mar '17	38	28.9%



Current Year	40	59	57	46	46	49	50	29	31	9	32	22	23
Prior Year	38	42	62	44	42	42	47	40	19	11	33	31	40
Percent Change from Prior Year	5%	40%	-8%	5%	10%	17%	6%	-28%	63%	-18%	-3%	-29%	-43%

New Listing Volume

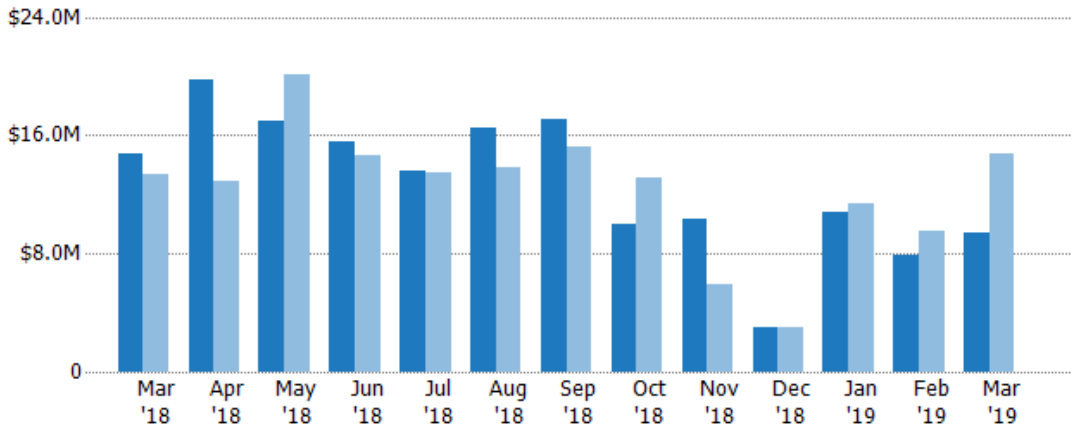
The sum of the listing price of residential listings that were added each month.

Filters Used

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

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

Month/Year	Volume	% Chg.
Mar '19	\$9.42M	-36.1%
Mar '18	\$14.7M	10.4%
Mar '17	\$13.4M	13.2%



Current Year	\$14.7M	\$19.8M	\$17M	\$15.6M	\$13.6M	\$16.5M	\$17.1M	\$9.97M	\$10.3M	\$2.96M	\$10.8M	\$7.94M	\$9.42M
Prior Year	\$13.4M	\$12.9M	\$20.1M	\$14.7M	\$13.5M	\$13.9M	\$15.2M	\$13.2M	\$5.97M	\$3.01M	\$11.4M	\$9.55M	\$14.7M
Percent Change from Prior Year	10%	54%	-15%	6%	1%	19%	12%	-24%	72%	-2%	-5%	-17%	-36%

Active Listings

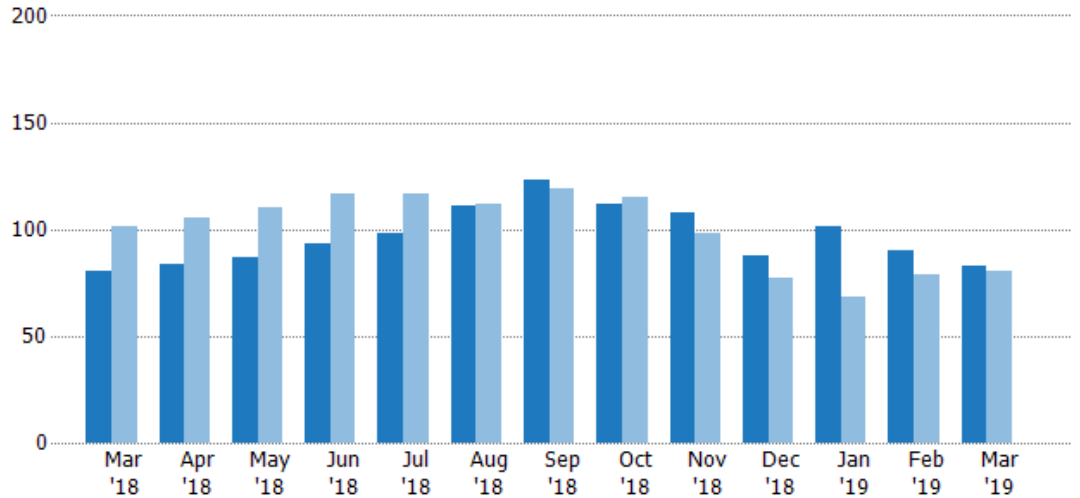
The number of active residential listings at the end of each month.

Filters Used

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

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

Month/ Year	Count	% Chg.
Mar '19	83	3.8%
Mar '18	80	-20.8%
Mar '17	101	37.6%



	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19
Current Year	80	84	87	93	98	111	123	112	108	88	101	90	83
Prior Year	101	105	110	117	117	112	119	115	98	77	68	79	80
Percent Change from Prior Year	-21%	-20%	-21%	-21%	-16%	-1%	3%	-3%	10%	14%	49%	14%	4%

Active Listing Volume

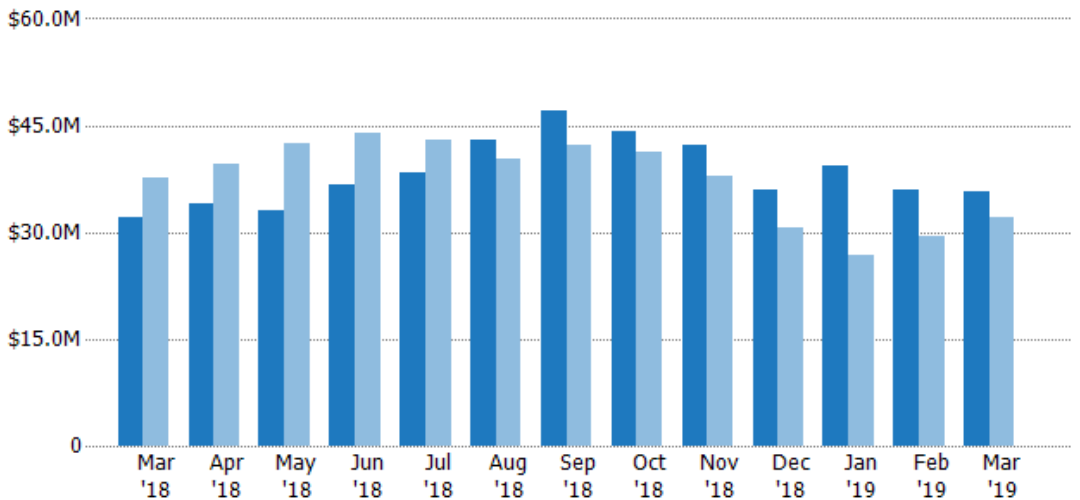
The sum of the listing price of active residential listings at the end of each month.

Filters Used

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

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

Month/ Year	Volume	% Chg.
Mar '19	\$35.7M	11.4%
Mar '18	\$32.1M	-15%
Mar '17	\$37.7M	40.5%



	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19
Current Year	\$32.1M	\$34.1M	\$33.1M	\$36.7M	\$38.4M	\$42.9M	\$47.1M	\$44.2M	\$42.3M	\$35.9M	\$39.3M	\$36M	\$35.7M
Prior Year	\$37.7M	\$39.6M	\$42.5M	\$43.9M	\$42.9M	\$40.3M	\$42.2M	\$41.3M	\$37.9M	\$30.7M	\$26.7M	\$29.5M	\$32.1M
Percent Change from Prior Year	-15%	-14%	-22%	-16%	-11%	6%	12%	7%	12%	17%	47%	22%	11%

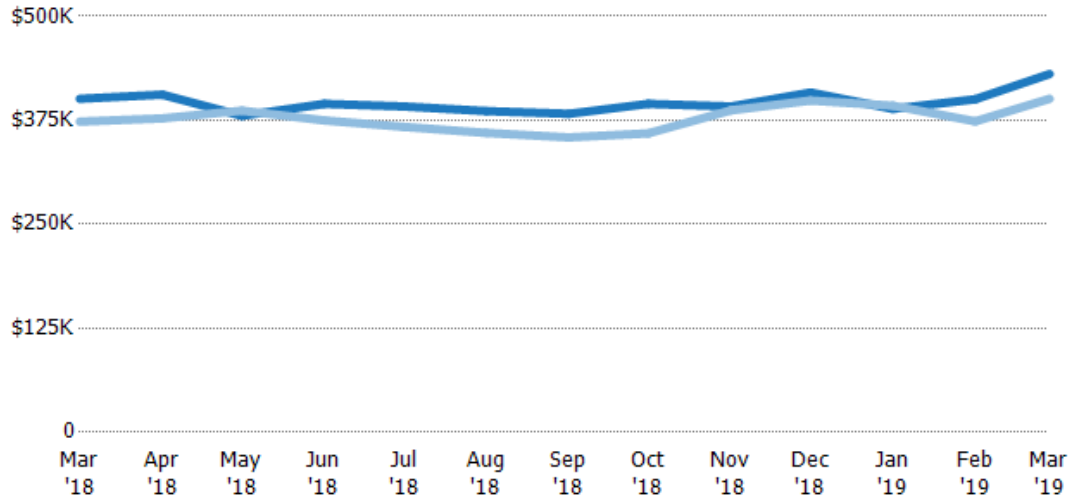
Average Listing Price

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

Month/ Year	Price	% Chg.
Mar '19	\$431K	7.4%
Mar '18	\$401K	7.4%
Mar '17	\$373K	2.1%



Current Year	\$401K	\$406K	\$380K	\$395K	\$392K	\$386K	\$383K	\$395K	\$392K	\$408K	\$389K	\$400K	\$431K
Prior Year	\$373K	\$377K	\$387K	\$375K	\$367K	\$360K	\$354K	\$359K	\$387K	\$399K	\$392K	\$374K	\$401K
Percent Change from Prior Year	7%	8%	-2%	5%	7%	7%	8%	10%	1%	2%	-1%	7%	7%

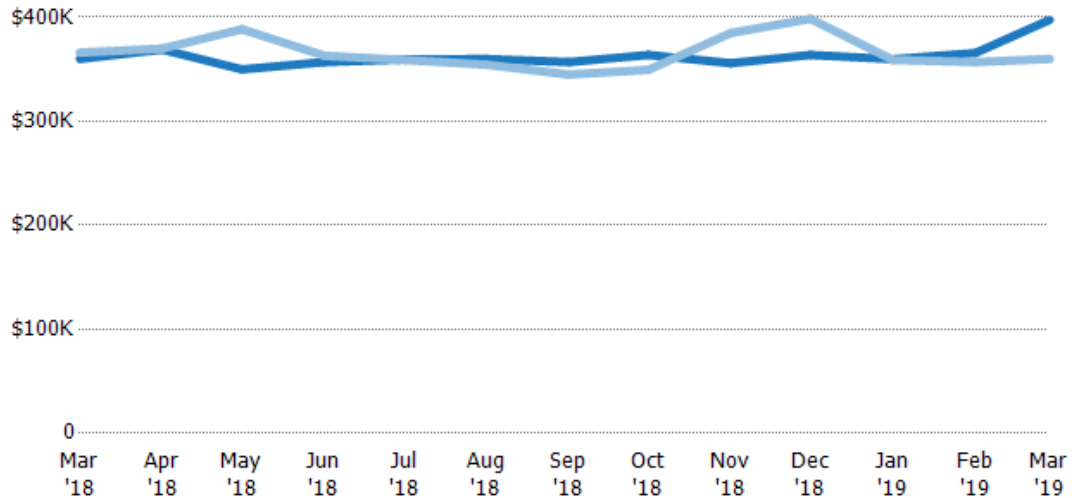
Median Listing Price

The median 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

Month/ Year	Price	% Chg.
Mar '19	\$398K	10.4%
Mar '18	\$360K	-1.7%
Mar '17	\$366K	1.1%



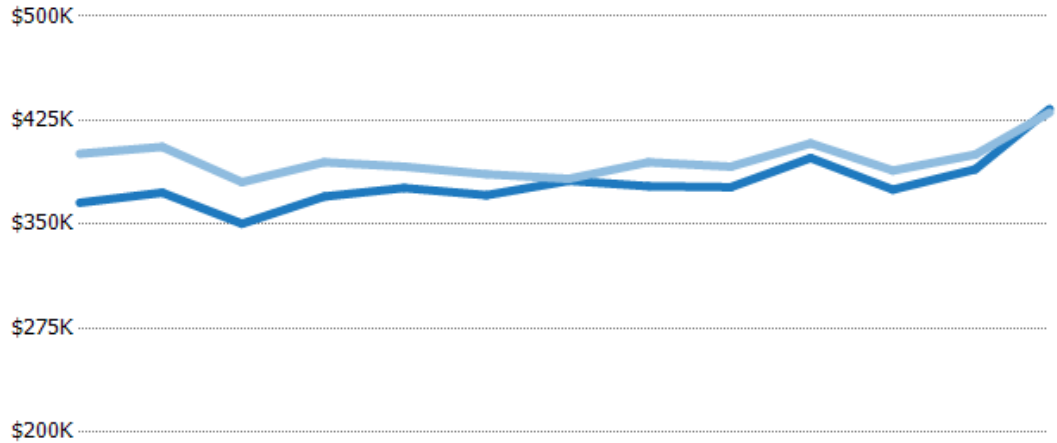
Current Year	\$360K	\$369K	\$350K	\$357K	\$359K	\$360K	\$357K	\$364K	\$356K	\$364K	\$360K	\$366K	\$398K
Prior Year	\$366K	\$370K	\$389K	\$363K	\$359K	\$354K	\$345K	\$350K	\$385K	\$399K	\$359K	\$357K	\$360K
Percent Change from Prior Year	-2%	0%	-10%	-2%	0%	2%	3%	4%	-8%	-9%	0%	2%	10%

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



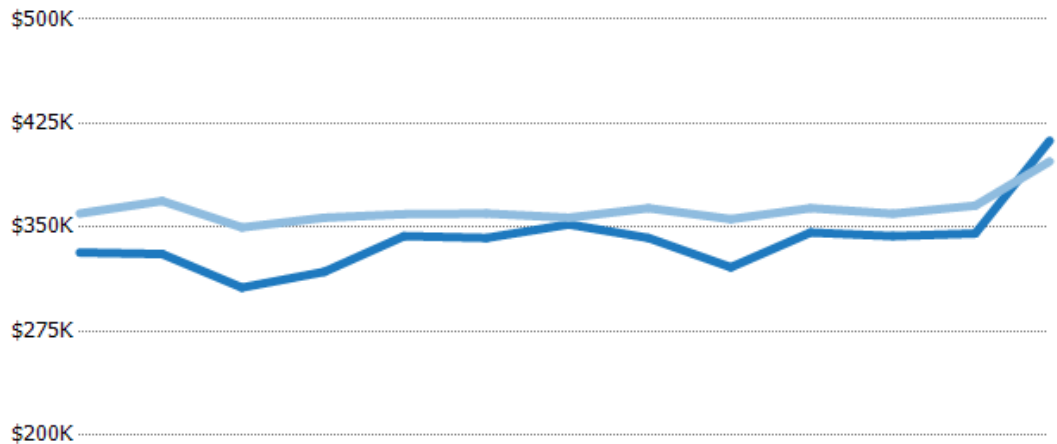
	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19
Avg Est Value	\$366K	\$373K	\$350K	\$370K	\$376K	\$371K	\$381K	\$377K	\$377K	\$398K	\$375K	\$390K	\$433K
Avg Listing Price	\$401K	\$406K	\$380K	\$395K	\$392K	\$386K	\$383K	\$395K	\$392K	\$408K	\$389K	\$400K	\$431K
Avg Listing Price as a % of Avg Est Value	110%	109%	109%	107%	104%	104%	100%	105%	104%	103%	104%	103%	99%

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



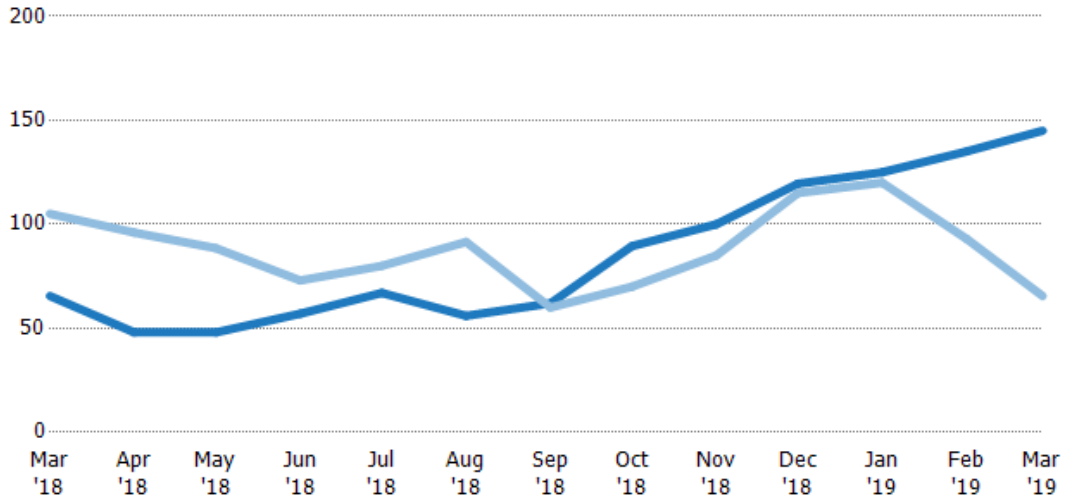
	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19
Median Est Value	\$332K	\$331K	\$307K	\$318K	\$344K	\$342K	\$352K	\$342K	\$321K	\$346K	\$344K	\$346K	\$412K
Median Listing Price	\$360K	\$369K	\$350K	\$357K	\$359K	\$360K	\$357K	\$364K	\$356K	\$364K	\$360K	\$366K	\$398K
Med Listing Price as a % of Med Est Value	109%	112%	114%	112%	105%	105%	101%	106%	111%	105%	105%	106%	96%

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.

Filters Used

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



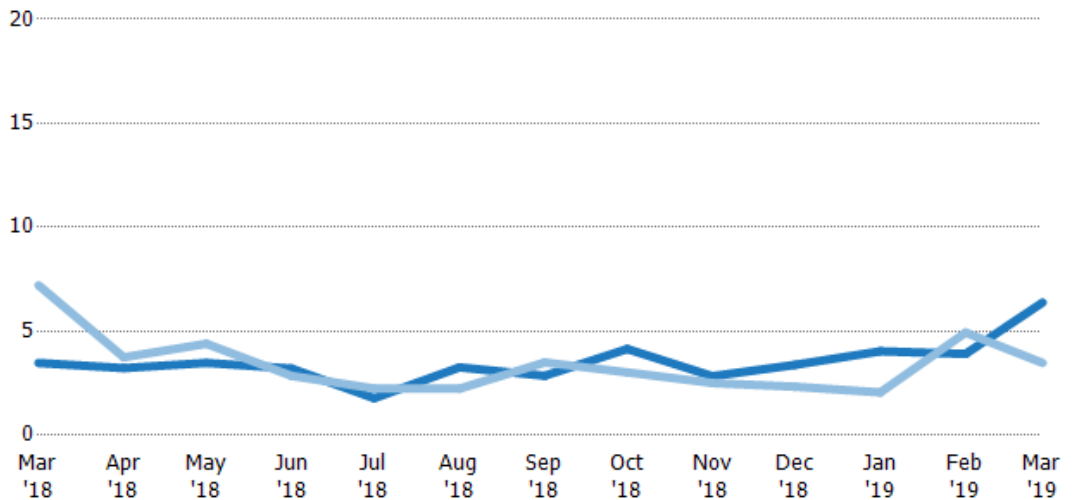
	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19
Current Year	65.5	48	48	57	67	56	62	89.5	100	120	125	135	145
Prior Year	105	96	88.5	73	80	91.5	60	70	85	115	120	93	65.5
Percent Change from Prior Year	-38%	-50%	-46%	-22%	-16%	-39%	3%	28%	18%	4%	4%	45%	121%

Months of Inventory

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

Filters Used

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



	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19
Current Year	3.48	3.23	3.48	3.21	1.78	3.26	2.86	4.15	2.84	3.38	4.04	3.91	6.38
Prior Year	7.21	3.75	4.4	2.85	2.25	2.24	3.5	3.03	2.51	2.33	2.06	4.94	3.48
Percent Change from Prior Year	-52%	-14%	-21%	12%	-21%	46%	-18%	37%	13%	45%	96%	-21%	84%

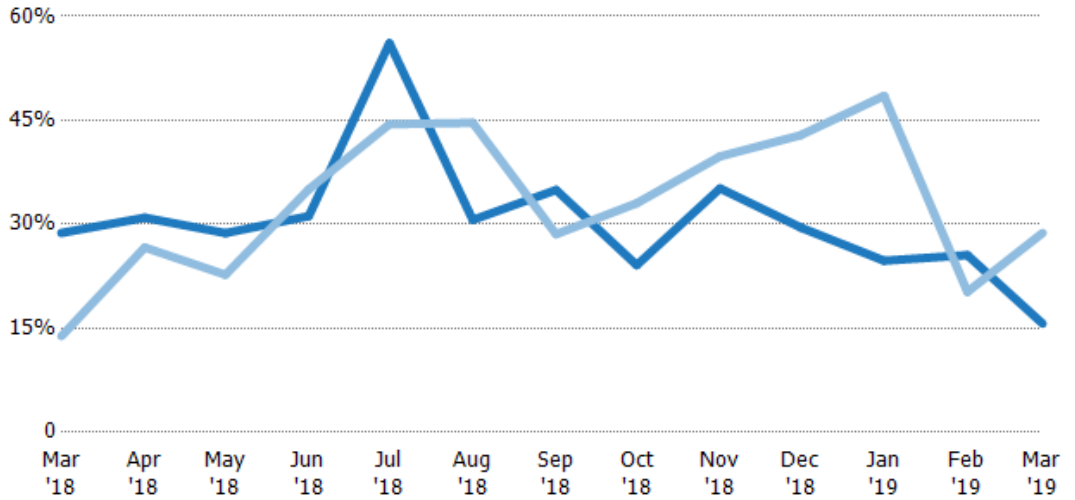
Absorption Rate

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



	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19
Current Year	29%	31%	29%	31%	56%	31%	35%	24%	35%	30%	25%	26%	16%
Prior Year	14%	27%	23%	35%	44%	45%	29%	33%	40%	43%	49%	20%	29%
Change from Prior Year	-15%	-4%	-6%	4%	-12%	14%	-6%	9%	5%	13%	24%	-5%	13%

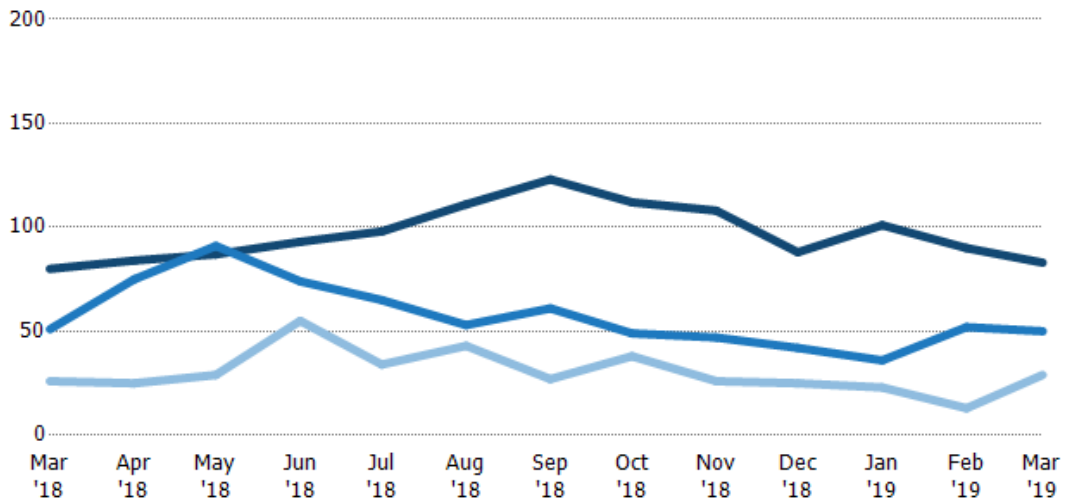
Active/Pending/Sold Units

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

Filters Used

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

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



	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19
Active	80	84	87	93	98	111	123	112	108	88	101	90	83
Pending	51	75	91	74	65	53	61	49	47	42	36	52	50
Sold	26	25	29	55	34	43	27	38	26	25	23	13	29

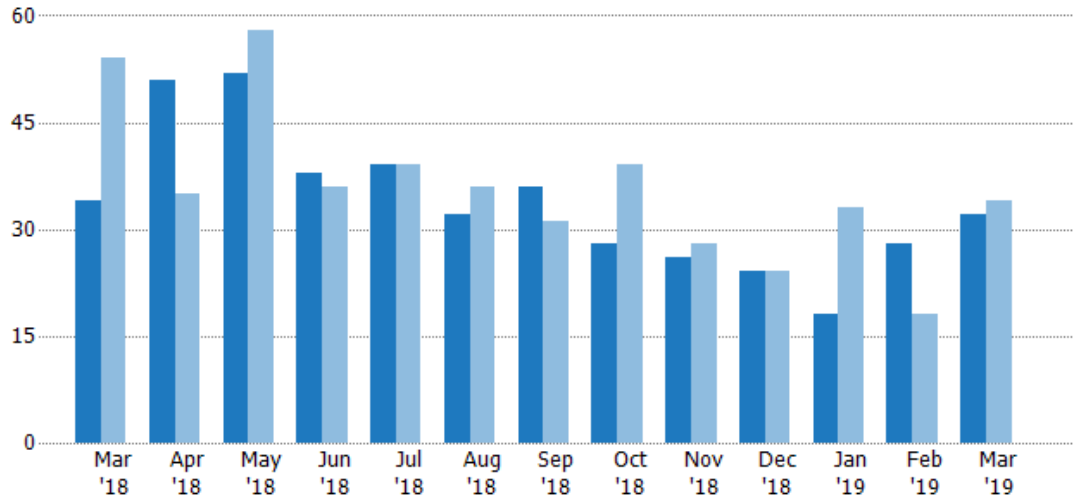
New Pending Sales

The number of residential 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

Month/ Year	Count	% Chg.
Mar '19	32	-5.9%
Mar '18	34	-37%
Mar '17	54	-14.8%



Current Year	34	51	52	38	39	32	36	28	26	24	18	28	32
Prior Year	54	35	58	36	39	36	31	39	28	24	33	18	34
Percent Change from Prior Year	-37%	46%	-10%	6%	0%	-11%	16%	-28%	-7%	0%	-45%	56%	-6%

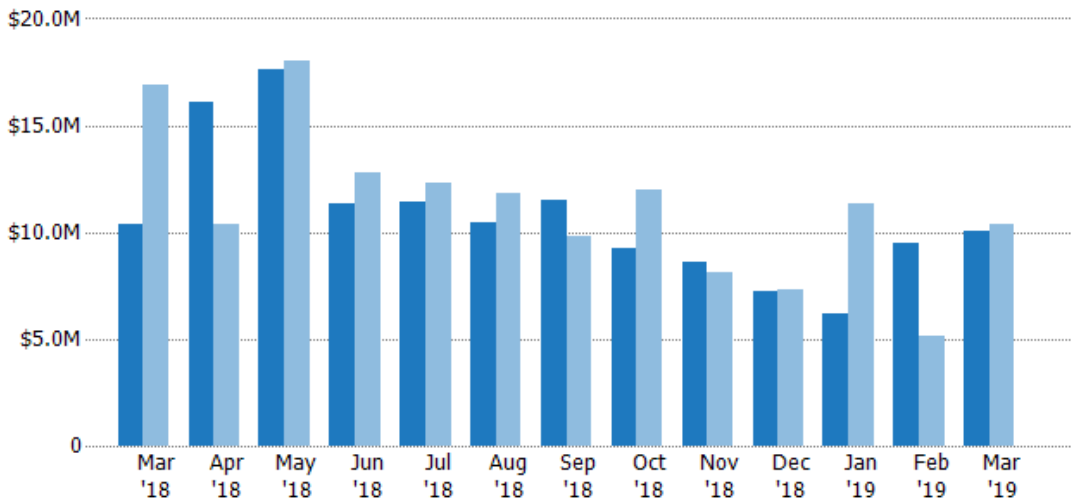
New Pending Sales Volume

The sum of the sales price of residential 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

Month/ Year	Volume	% Chg.
Mar '19	\$10.1M	-2.9%
Mar '18	\$10.4M	-38.7%
Mar '17	\$16.9M	-23%



Current Year	\$10.4M	\$16.1M	\$17.6M	\$11.3M	\$11.4M	\$10.4M	\$11.5M	\$9.21M	\$8.57M	\$7.26M	\$6.22M	\$9.48M	\$10.1M
Prior Year	\$16.9M	\$10.4M	\$18.1M	\$12.8M	\$12.3M	\$11.8M	\$9.79M	\$12M	\$8.13M	\$7.35M	\$11.3M	\$5.16M	\$10.4M
Percent Change from Prior Year	-39%	55%	-3%	-11%	-8%	-11%	18%	-23%	5%	-1%	-45%	84%	-3%

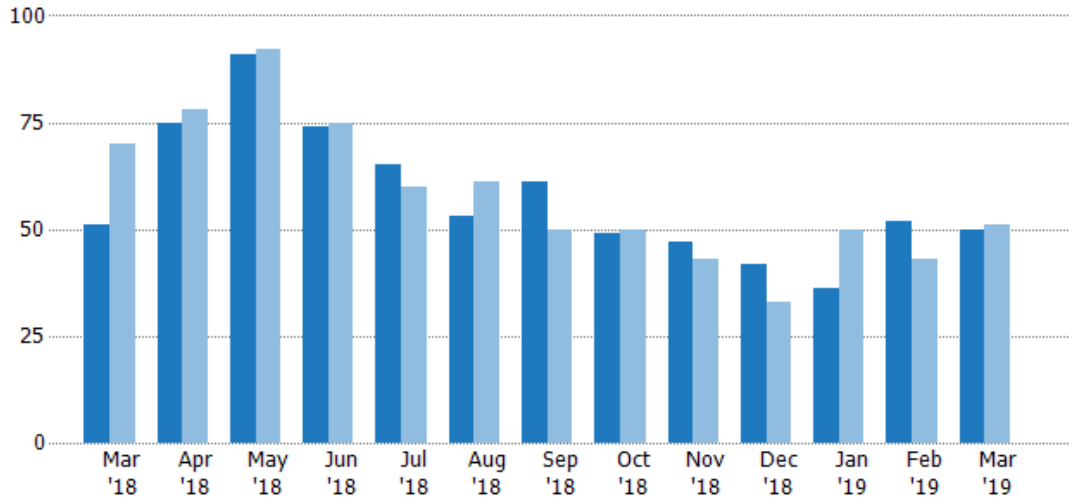
Pending Sales

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

Filters Used

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

Month/ Year	Count	% Chg.
Mar '19	50	-2%
Mar '18	51	-27.1%
Mar '17	70	12.9%



	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19
Current Year	51	75	91	74	65	53	61	49	47	42	36	52	50
Prior Year	70	78	92	75	60	61	50	50	43	33	50	43	51
Percent Change from Prior Year	-27%	-4%	-1%	-1%	8%	-13%	22%	-2%	9%	27%	-28%	21%	-2%

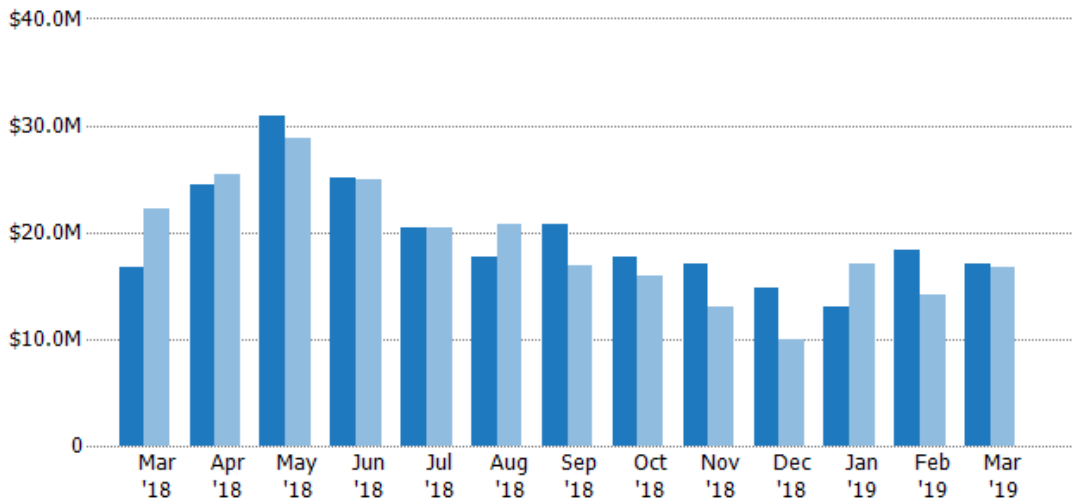
Pending Sales Volume

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

Month/ Year	Volume	% Chg.
Mar '19	\$17.1M	1.7%
Mar '18	\$16.8M	-24.5%
Mar '17	\$22.2M	5.5%



	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19
Current Year	\$16.8M	\$24.4M	\$30.9M	\$25.1M	\$20.5M	\$17.7M	\$20.8M	\$17.7M	\$17M	\$14.9M	\$13M	\$18.3M	\$17.1M
Prior Year	\$22.2M	\$25.4M	\$28.8M	\$25M	\$20.4M	\$20.7M	\$16.9M	\$16M	\$12.9M	\$9.95M	\$17.1M	\$14.1M	\$16.8M
Percent Change from Prior Year	-25%	-4%	7%	0%	0%	-15%	23%	11%	32%	49%	-24%	30%	2%

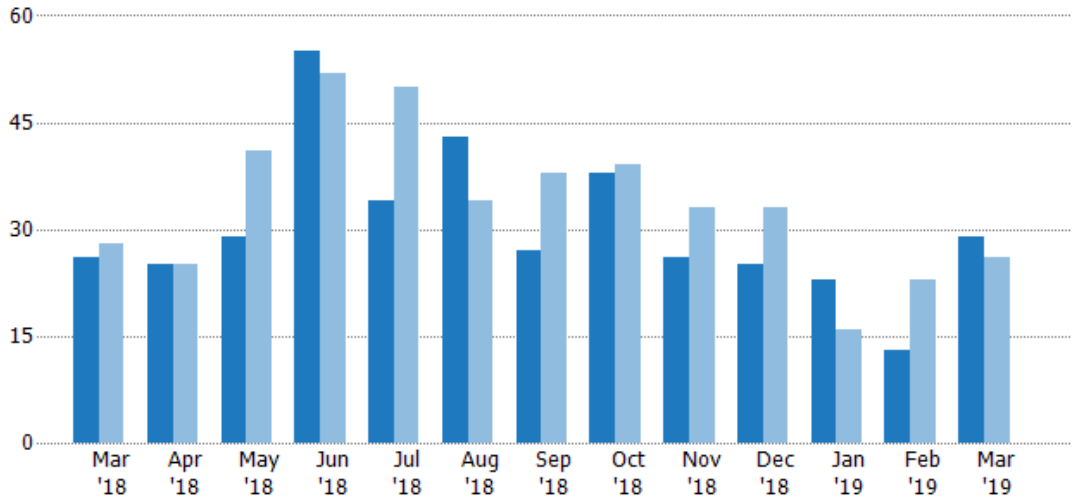
Closed Sales

The total number of residential properties sold each month.

Filters Used

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

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



Month/Year	Count	% Chg.
Mar '19	29	11.5%
Mar '18	26	-7.1%
Mar '17	28	-7.1%

Month/Year	Count	% Chg.
Mar '19	29	11.5%
Mar '18	26	-7.1%
Mar '17	28	-7.1%

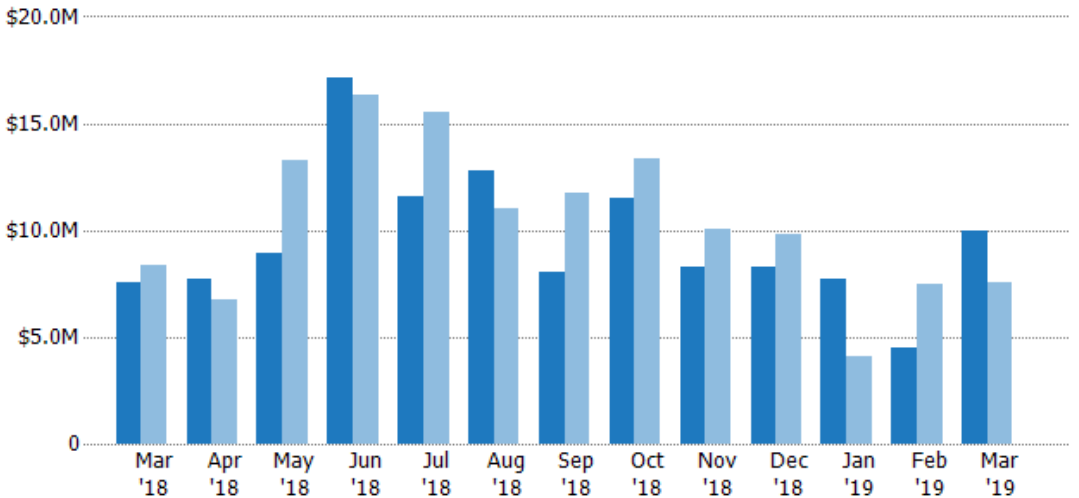
Closed Sales Volume

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

Filters Used

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

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



Month/Year	Volume	% Chg.
Mar '19	\$9.95M	32.2%
Mar '18	\$7.52M	-10.4%
Mar '17	\$8.39M	-13.1%

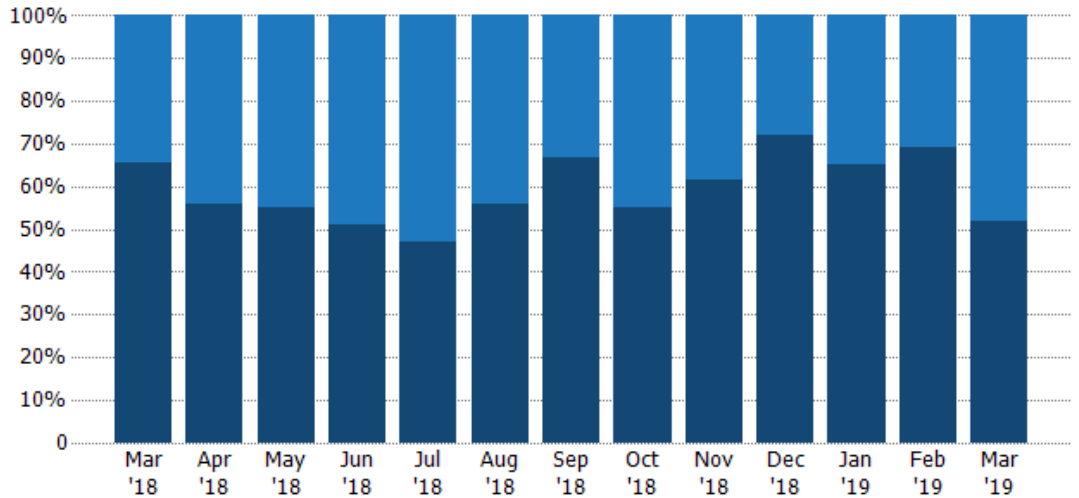
Month/Year	Volume	% Chg.
Mar '19	\$9.95M	32.2%
Mar '18	\$7.52M	-10.4%
Mar '17	\$8.39M	-13.1%

Closed Sales by Property Type

The percentage of residential 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



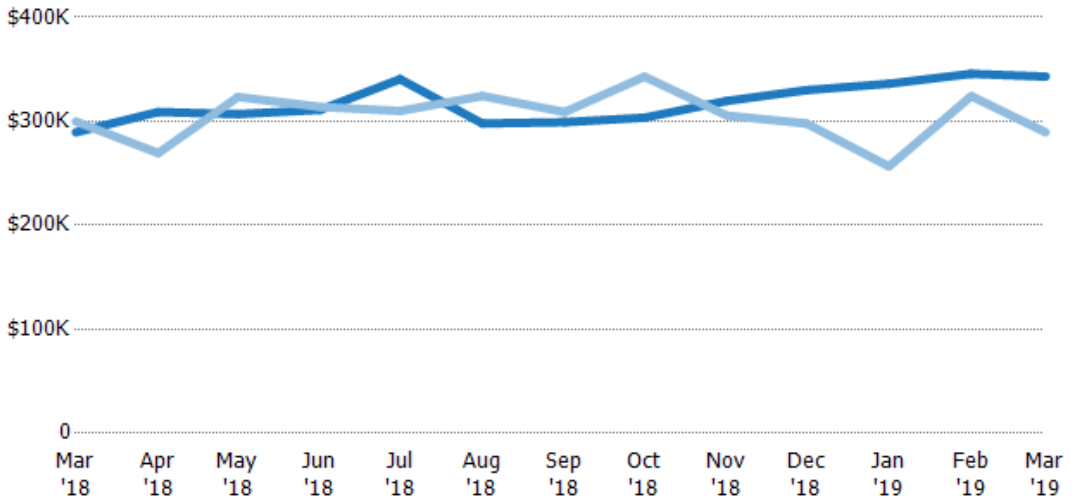
Condo/Townhouse	35%	44%	45%	49%	53%	44%	33%	45%	38%	28%	35%	31%	48%
Single Family Residence	65%	56%	55%	51%	47%	56%	67%	55%	62%	72%	65%	69%	52%

Average Sales Price

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

Filters Used

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



Current Year	\$289K	\$309K	\$307K	\$311K	\$341K	\$298K	\$299K	\$303K	\$320K	\$330K	\$336K	\$346K	\$343K
Prior Year	\$300K	\$269K	\$323K	\$314K	\$310K	\$324K	\$309K	\$343K	\$306K	\$298K	\$257K	\$324K	\$289K
Percent Change from Prior Year	-3%	15%	-5%	-1%	10%	-8%	-3%	-12%	5%	11%	31%	7%	19%

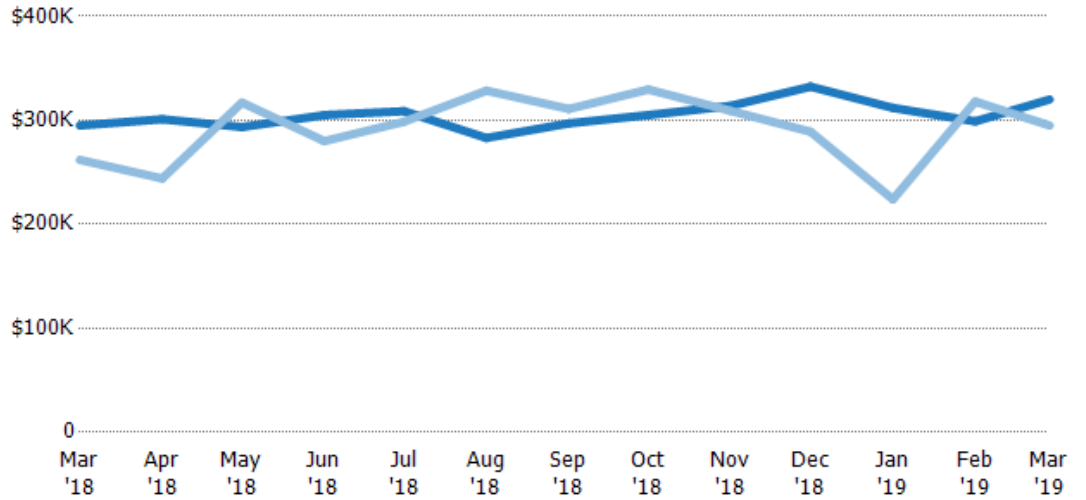
Median Sales Price

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

Filters Used

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

Month/ Year	Price	% Chg.
Mar '19	\$320K	8.5%
Mar '18	\$295K	12.6%
Mar '17	\$262K	6.9%



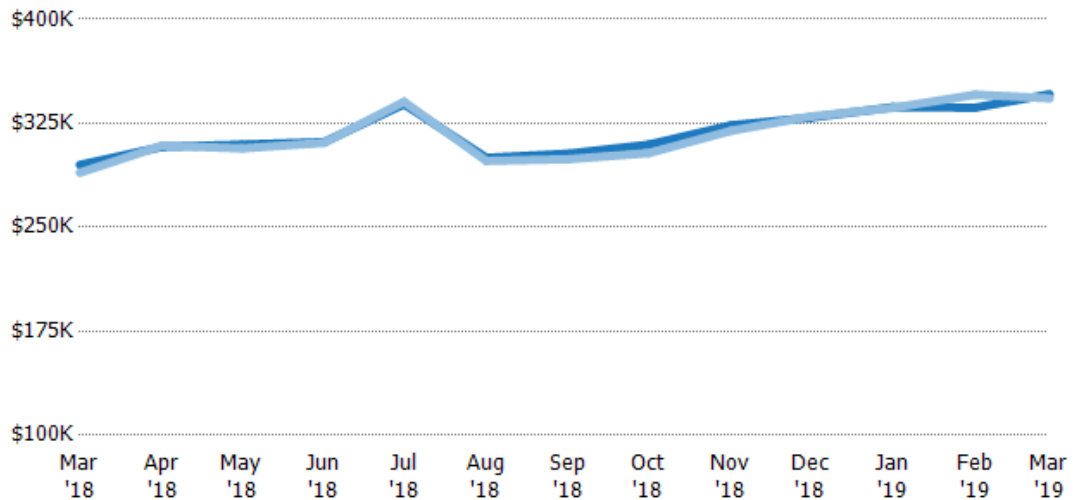
Current Year	\$295K	\$301K	\$294K	\$305K	\$309K	\$283K	\$297K	\$305K	\$314K	\$332K	\$312K	\$299K	\$320K
Prior Year	\$262K	\$244K	\$317K	\$280K	\$299K	\$328K	\$311K	\$330K	\$309K	\$289K	\$224K	\$318K	\$295K
Percent Change from Prior Year	13%	23%	-7%	9%	3%	-14%	-4%	-7%	2%	15%	39%	-6%	8%

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



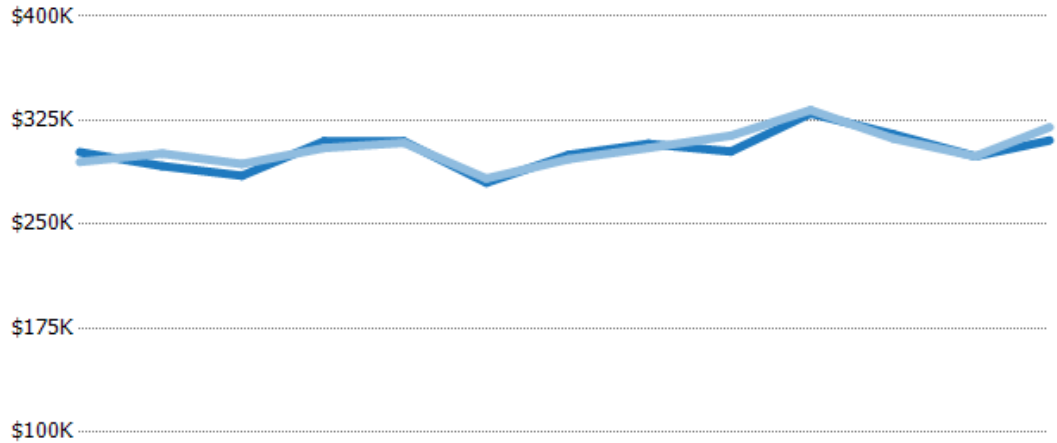
Avg List Price	\$295K	\$308K	\$310K	\$311K	\$339K	\$300K	\$303K	\$310K	\$323K	\$329K	\$337K	\$336K	\$346K
Avg Sales Price	\$289K	\$309K	\$307K	\$311K	\$341K	\$298K	\$299K	\$303K	\$320K	\$330K	\$336K	\$346K	\$343K
Avg Sales Price as a % of Avg List Price	98%	100%	99%	100%	101%	99%	99%	98%	99%	100%	100%	103%	99%

Median Sales Price vs Median Listing Price

The median sales price as a percentage of the median 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



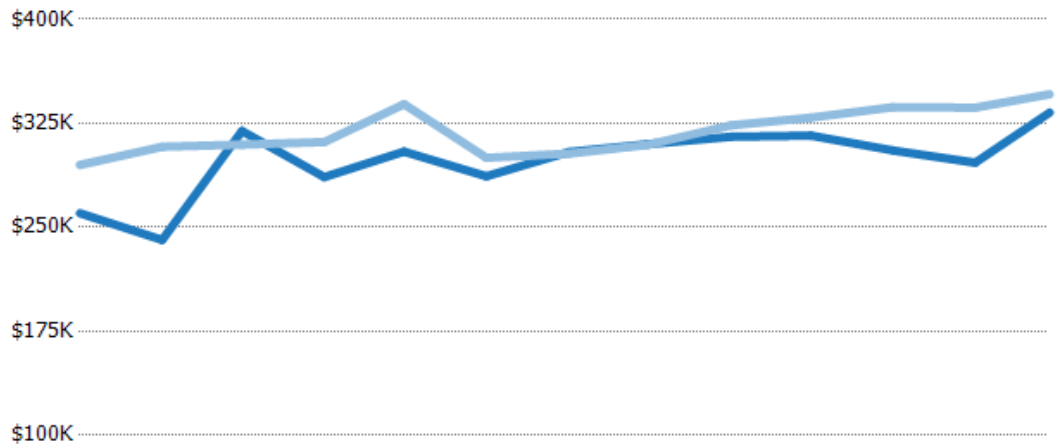
	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19
Median List Price	\$302K	\$292K	\$285K	\$310K	\$310K	\$280K	\$300K	\$308K	\$303K	\$330K	\$315K	\$299K	\$311K
Median Sales Price	\$295K	\$301K	\$294K	\$305K	\$309K	\$283K	\$297K	\$305K	\$314K	\$332K	\$312K	\$299K	\$320K
Med Sales Price as a % of Med List Price	98%	103%	103%	98%	100%	101%	99%	99%	104%	101%	99%	100%	103%

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

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



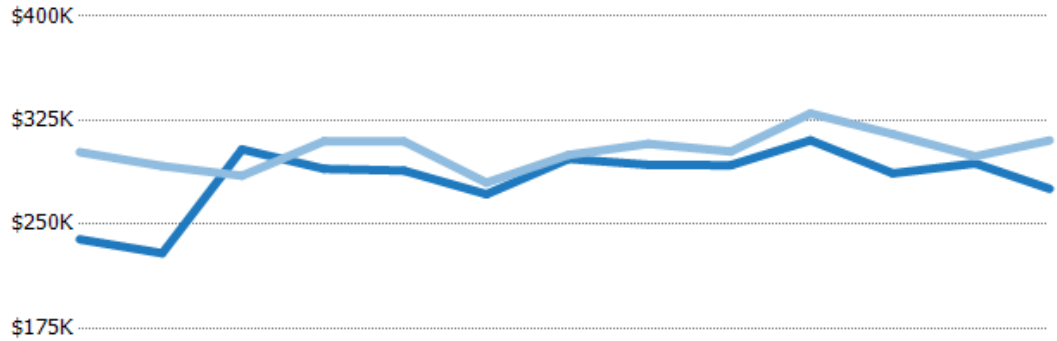
	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19
Avg Est Value	\$260K	\$241K	\$319K	\$286K	\$305K	\$287K	\$304K	\$310K	\$315K	\$316K	\$305K	\$297K	\$333K
Avg Sales Price	\$295K	\$308K	\$310K	\$311K	\$339K	\$300K	\$303K	\$310K	\$323K	\$329K	\$337K	\$336K	\$346K
Avg Sales Price as a % of Avg Est Value	113%	128%	97%	109%	111%	105%	100%	100%	103%	104%	110%	113%	104%

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



	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19
Median Est Value	\$239K	\$229K	\$304K	\$290K	\$289K	\$272K	\$297K	\$293K	\$293K	\$311K	\$287K	\$294K	\$276K
Median Sales Price	\$302K	\$292K	\$285K	\$310K	\$310K	\$280K	\$300K	\$308K	\$303K	\$330K	\$315K	\$299K	\$311K
Med Sales Price as a % of Med Est Value	126%	127%	94%	107%	107%	103%	101%	105%	103%	106%	110%	102%	113%