

Summary of Key Listing and Sales Metrics

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

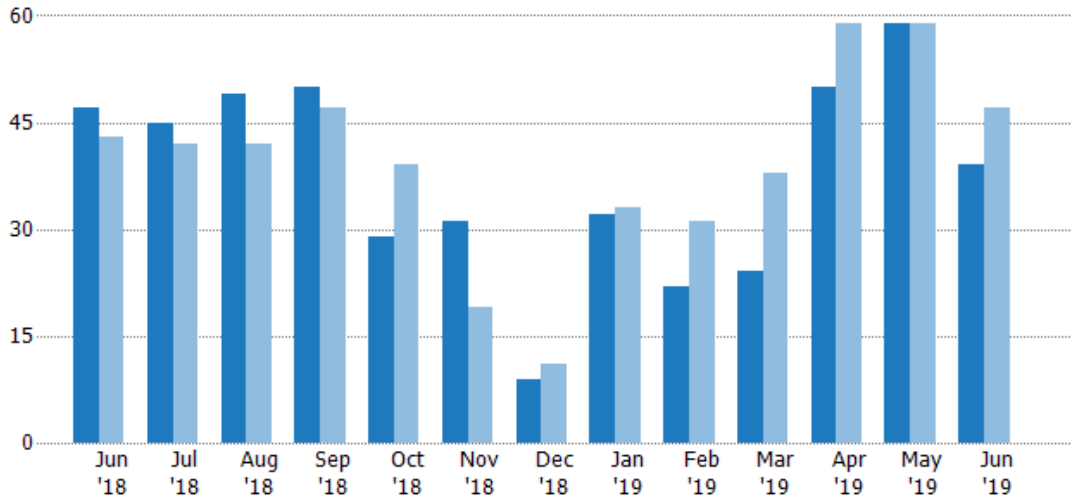
Key Metrics	Jun 2019	Jun 2018	+ / -	YTD 2019	YTD 2018	+ / -
Listing Activity Charts Metrics						
New Listing Count	39	47	-17%	226	267	-15.4%
New Listing Volume	\$13,436,150	\$15,721,550	-14.5%	\$78,192,020	\$87,991,007	-11.1%
Active Listing Count	80	96	-16.7%	N/A	N/A	
Active Listing Volume	\$32,841,950	\$37,302,093	-12%	N/A	N/A	
Average Listing Price	\$410,524	\$388,563	+5.7%	\$404,841	\$387,843	+4.4%
Median Listing Price	\$382,000	\$350,950	+8.8%	\$376,689	\$355,076	+6.1%
Median Days in RPR	61.5	53.5	+15%	92.79	67.58	+37.3%
Months of Inventory	2.5	3.2	-21.9%	3.2	2.8	+14.6%
Absorption Rate	40%	31.25%	+8.8%	31.29%	35.86%	-4.6%
Sales Activity Charts Metrics						
New Pending Sales Count	50	38	+31.6%	228	227	+0.4%
New Pending Sales Volume	\$17,404,850	\$11,331,000	+53.6%	\$77,161,006	\$72,017,518	+7.1%
Pending Sales Count	76	74	+2.7%	N/A	N/A	
Pending Sales Volume	\$27,714,240	\$25,059,878	+10.6%	N/A	N/A	
Closed Sales Count	57	55	+3.6%	175	174	+0.6%
Closed Sales Volume	\$19,195,371	\$17,001,435	+12.9%	\$57,979,795	\$52,695,872	+10%
Average Sales Price	\$336,761	\$309,117	+8.9%	\$331,313	\$302,850	+9.4%
Median Sales Price	\$330,000	\$305,000	+8.2%	\$315,002	\$293,103	+7.5%

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



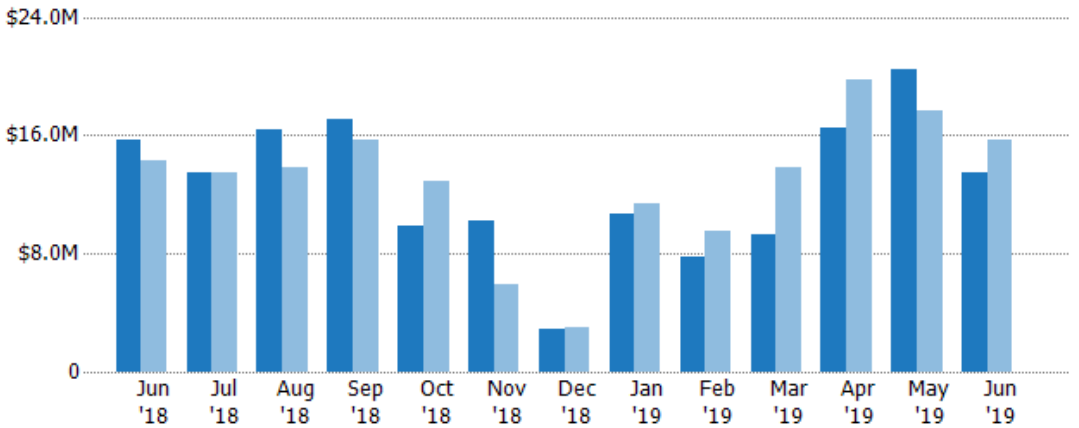
Month/Year	Current Year	Prior Year	Percent Change from Prior Year
Jun '19	39	47	-17%
Jun '18	47	43	9%
Jun '17	43	43	0%

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	Current Year	Prior Year	Percent Change from Prior Year
Jun '19	\$13.4M	\$15.7M	-14.5%
Jun '18	\$15.7M	\$14.2M	10.4%
Jun '17	\$14.2M	\$14.2M	-6.6%

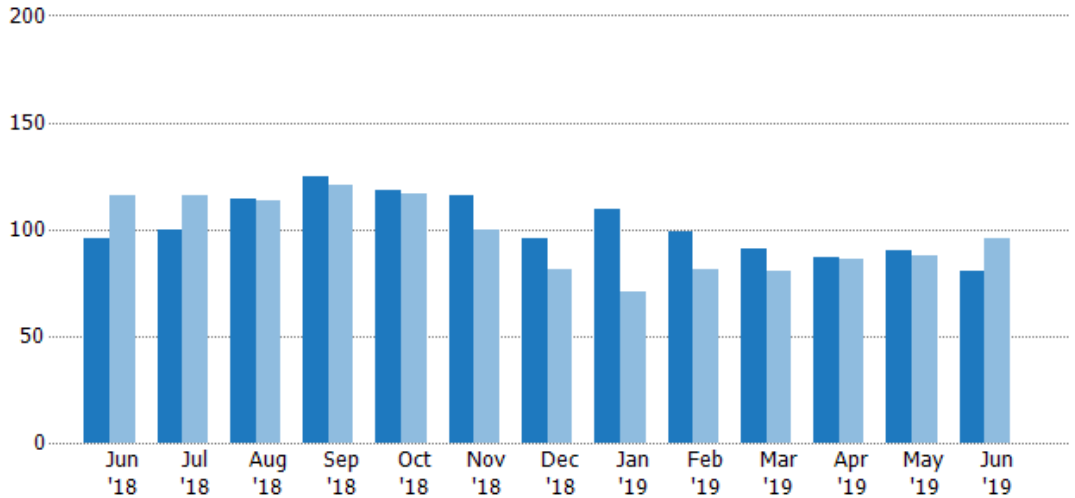
Active Listings

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.
Jun '19	80	-16.7%
Jun '18	96	-17.2%
Jun '17	116	21.6%

	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19
Current Year	96	100	114	125	118	116	96	109	99	91	87	90	80
Prior Year	116	116	113	121	117	100	81	71	81	80	86	88	96
Percent Change from Prior Year	-17%	-14%	1%	3%	1%	16%	19%	54%	22%	14%	1%	2%	-17%

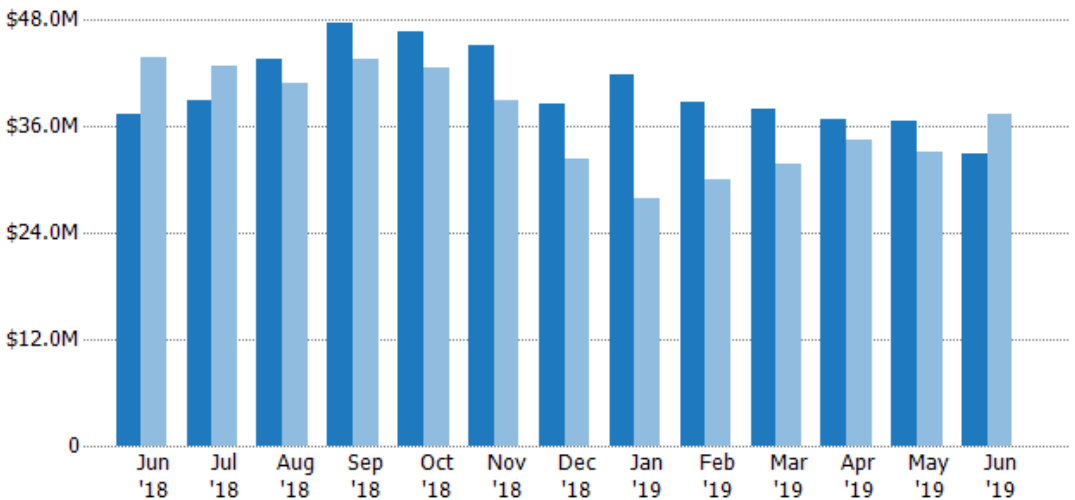
Active Listing Volume

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.
Jun '19	\$32.8M	-12%
Jun '18	\$37.3M	-14.9%
Jun '17	\$43.8M	9.1%

	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19
Current Year	\$37.3M	\$38.9M	\$43.7M	\$47.7M	\$46.7M	\$45.2M	\$38.6M	\$41.9M	\$38.8M	\$38M	\$36.8M	\$36.7M	\$32.8M
Prior Year	\$43.8M	\$42.9M	\$40.8M	\$43.6M	\$42.7M	\$39M	\$32.3M	\$27.8M	\$30M	\$31.8M	\$34.6M	\$33.2M	\$37.3M
Percent Change from Prior Year	-15%	-9%	7%	9%	9%	16%	20%	51%	29%	20%	6%	10%	-12%

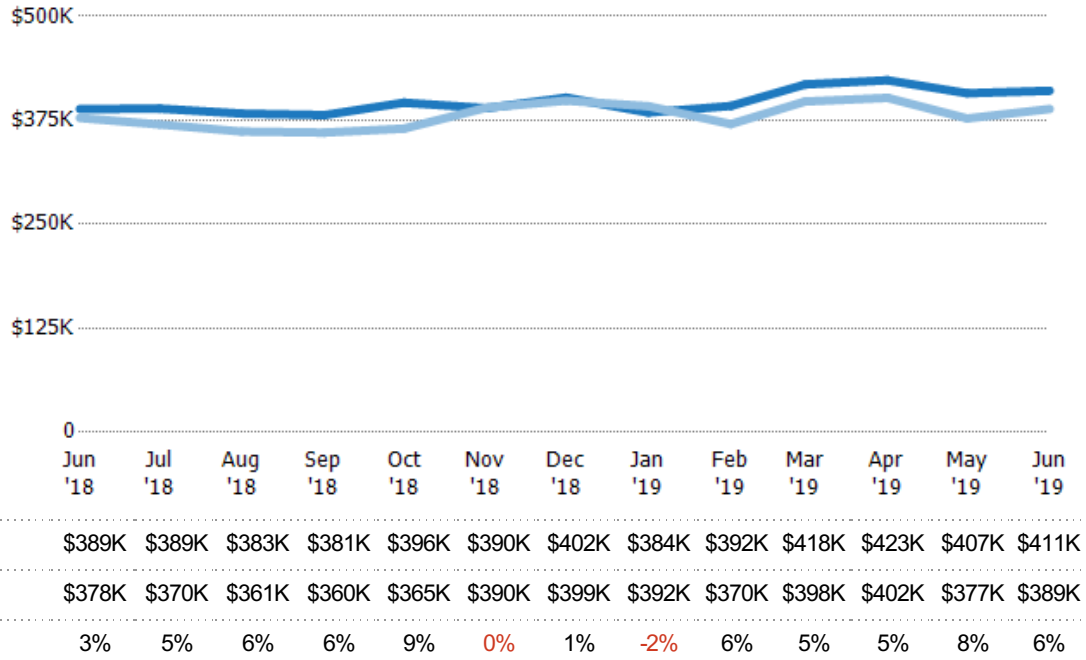
Average Listing Price

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

Month/ Year	Price	% Chg.
Jun '19	\$411K	5.7%
Jun '18	\$389K	2.9%
Jun '17	\$378K	-10.2%



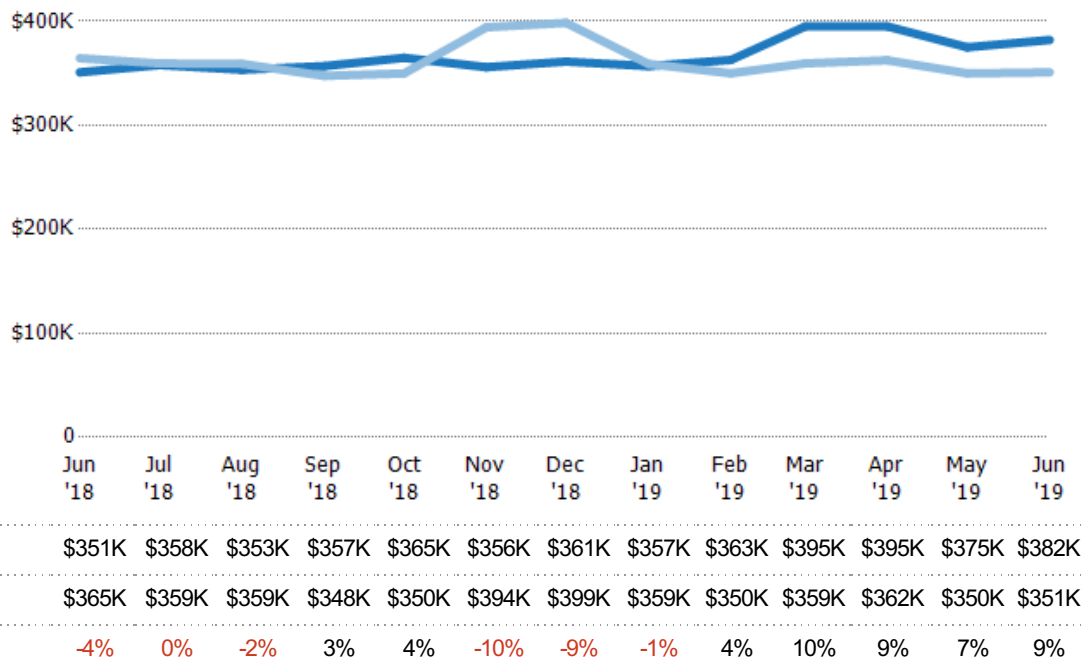
Median Listing Price

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.
Jun '19	\$382K	8.8%
Jun '18	\$351K	-3.7%
Jun '17	\$365K	-9.7%

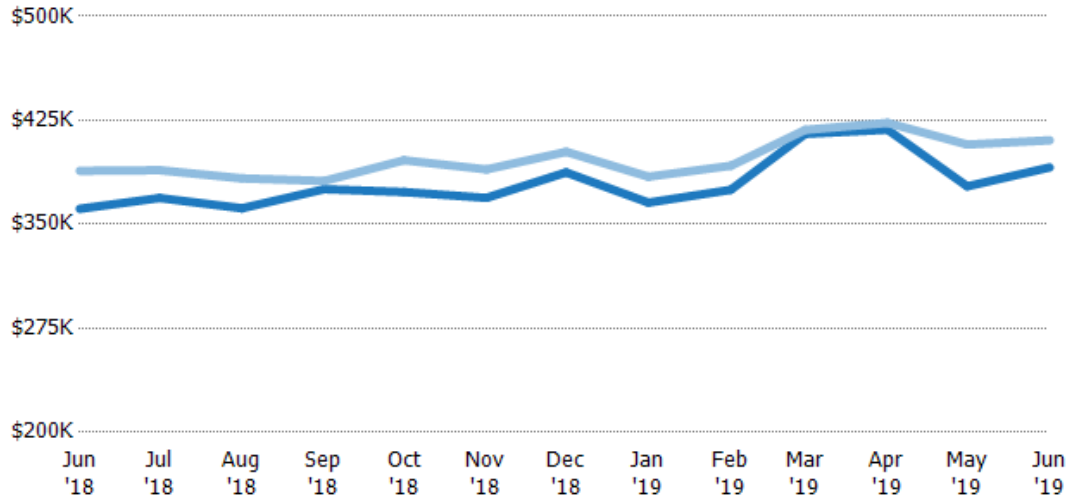


Average Listing Price vs Average Est Value

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

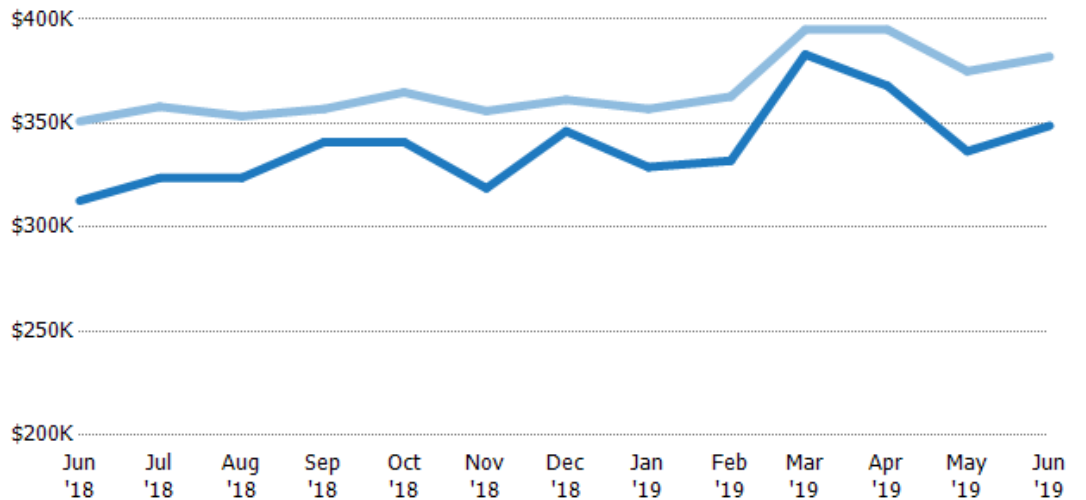


Median Listing Price vs Median Est Value

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



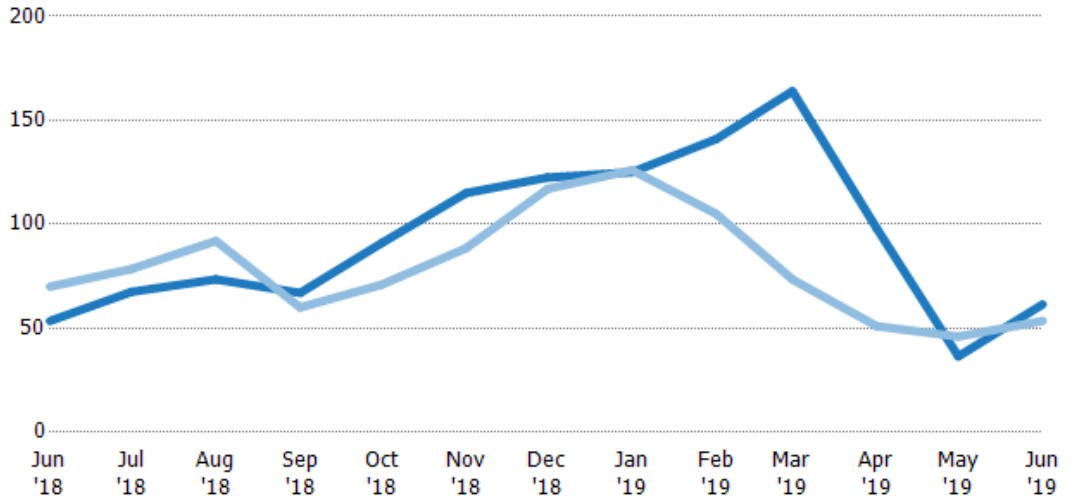
Median Days in RPR

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

Month/ Year	Days	% Chg.
Jun '19	61.5	15%
Jun '18	53.5	-23.6%
Jun '17	70	4.3%



Current Year	53.5	67.5	73.5	67	91	115	123	125	141	164	98	36.5	61.5
Prior Year	70	78.5	92	60	71	88.5	117	126	105	73.5	51	46	53.5
Percent Change from Prior Year	-24%	-14%	-20%	12%	28%	30%	5%	-1%	34%	123%	92%	-21%	15%

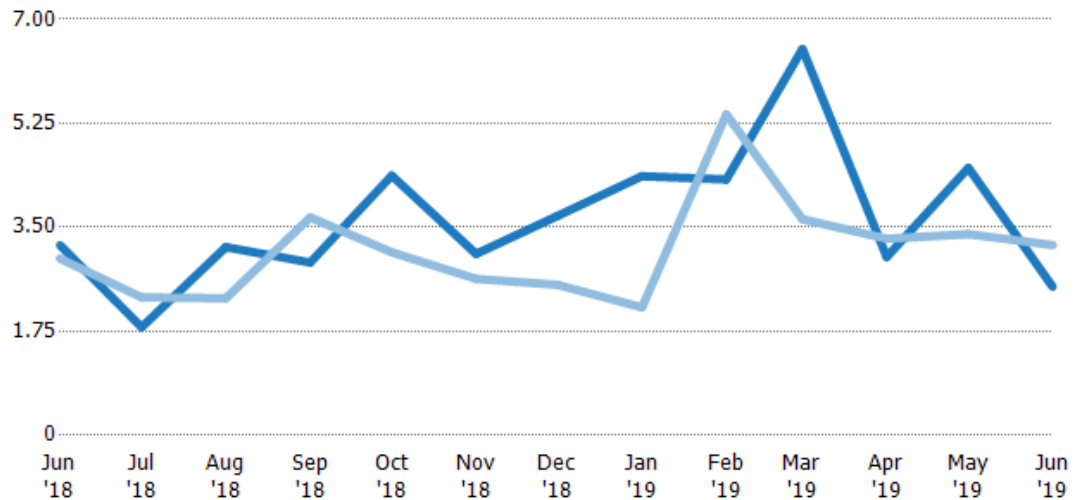
Months of Inventory

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

Month/ Year	Months	% Chg.
Jun '19	2.5	-21.9%
Jun '18	3.2	7.6%
Jun '17	2.97	7.7%



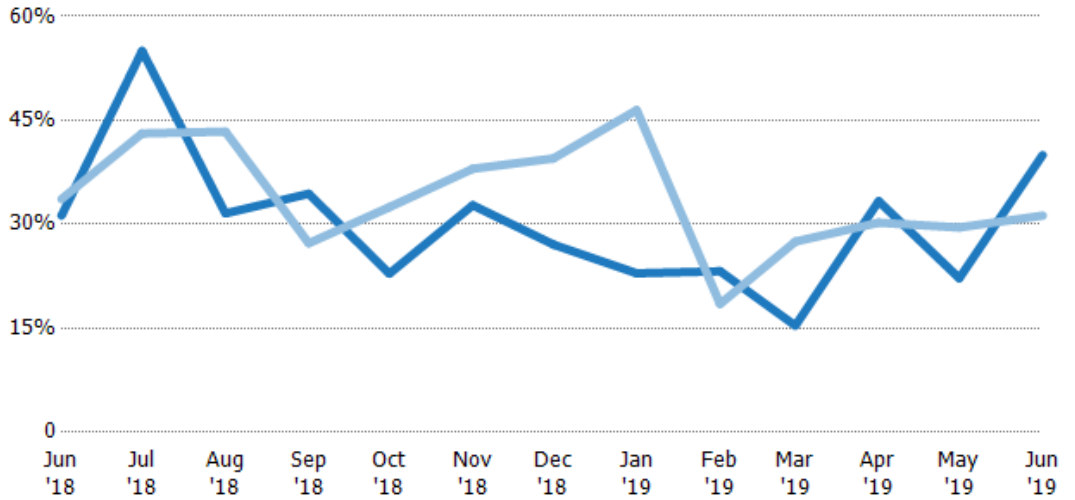
Current Year	3.2	1.82	3.17	2.91	4.37	3.05	3.69	4.36	4.3	6.5	3	4.5	2.5
Prior Year	2.97	2.32	2.31	3.67	3.08	2.63	2.53	2.15	5.4	3.64	3.31	3.38	3.2
Percent Change from Prior Year	8%	-22%	37%	-21%	42%	16%	46%	103%	-20%	79%	-9%	33%	-22%

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



Month/Year	Rate	Chg.
Jun '19	40%	-8.8%
Jun '18	31%	2.4%
Jun '17	34%	-7.2%

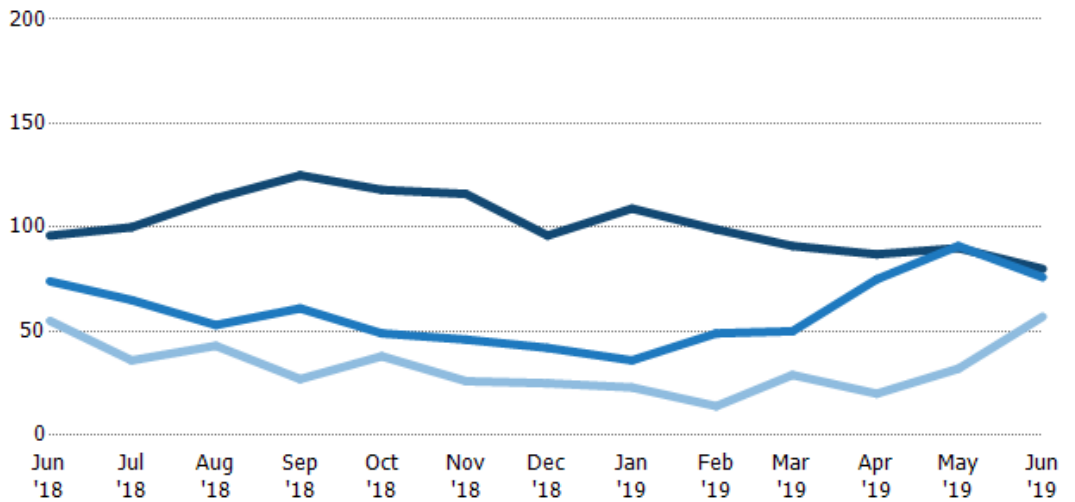
	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19
Current Year	31%	55%	32%	34%	23%	33%	27%	23%	23%	15%	33%	22%	40%
Prior Year	34%	43%	43%	27%	32%	38%	40%	46%	19%	28%	30%	30%	31%
Change from Prior Year	2%	-12%	12%	-7%	10%	5%	12%	24%	-5%	12%	-3%	7%	-9%

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



	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19
Active	96	100	114	125	118	116	96	109	99	91	87	90	80
Pending	74	65	53	61	49	46	42	36	49	50	75	91	76
Sold	55	36	43	27	38	26	25	23	14	29	20	32	57

New Pending Sales

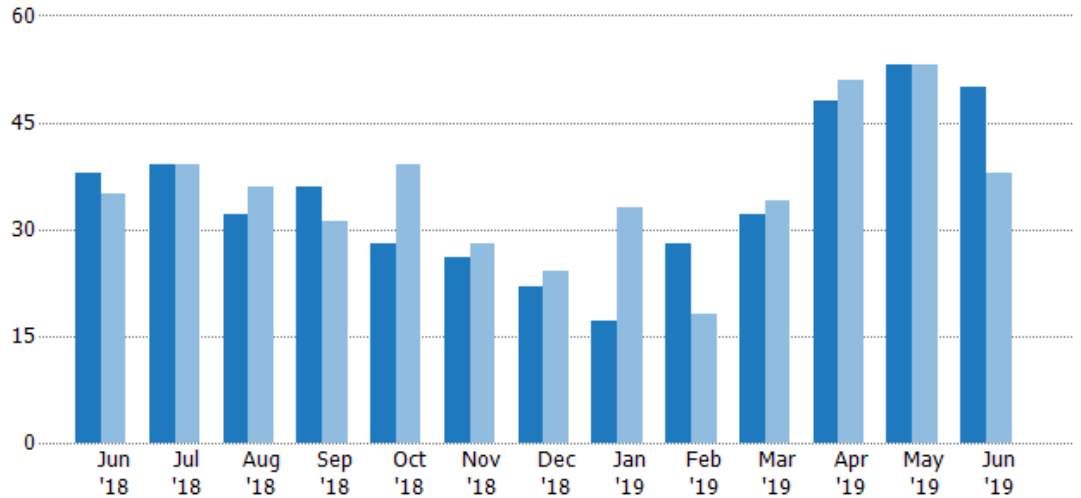
The number of residential properties with accepted offers that were added each month.

Filters Used

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

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

Month/ Year	Count	% Chg.
Jun '19	50	31.6%
Jun '18	38	8.6%
Jun '17	35	2.9%



Current Year	38	39	32	36	28	26	22	17	28	32	48	53	50
Prior Year	35	39	36	31	39	28	24	33	18	34	51	53	38
Percent Change from Prior Year	9%	0%	-11%	16%	-28%	-7%	-8%	-48%	56%	-6%	-6%	0%	32%

New Pending Sales Volume

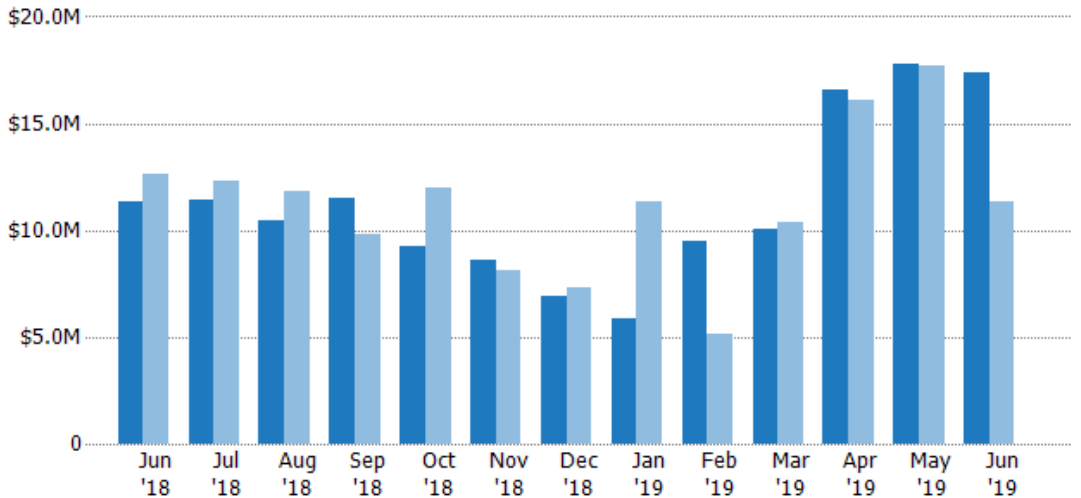
The sum of the sales price of residential properties with accepted offers that were added each month.

Filters Used

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

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

Month/ Year	Volume	% Chg.
Jun '19	\$17.4M	53.6%
Jun '18	\$11.3M	-10.4%
Jun '17	\$12.7M	-21.5%



Current Year	\$11.3M	\$11.4M	\$10.4M	\$11.5M	\$9.21M	\$8.57M	\$6.91M	\$5.89M	\$9.48M	\$10.1M	\$16.5M	\$17.8M	\$17.4M
Prior Year	\$12.7M	\$12.3M	\$11.8M	\$9.79M	\$12M	\$8.13M	\$7.35M	\$11.3M	\$5.16M	\$10.4M	\$16.1M	\$17.7M	\$11.3M
Percent Change from Prior Year	-10%	-8%	-11%	18%	-23%	5%	-6%	-48%	84%	-3%	3%	0%	54%

Pending Sales

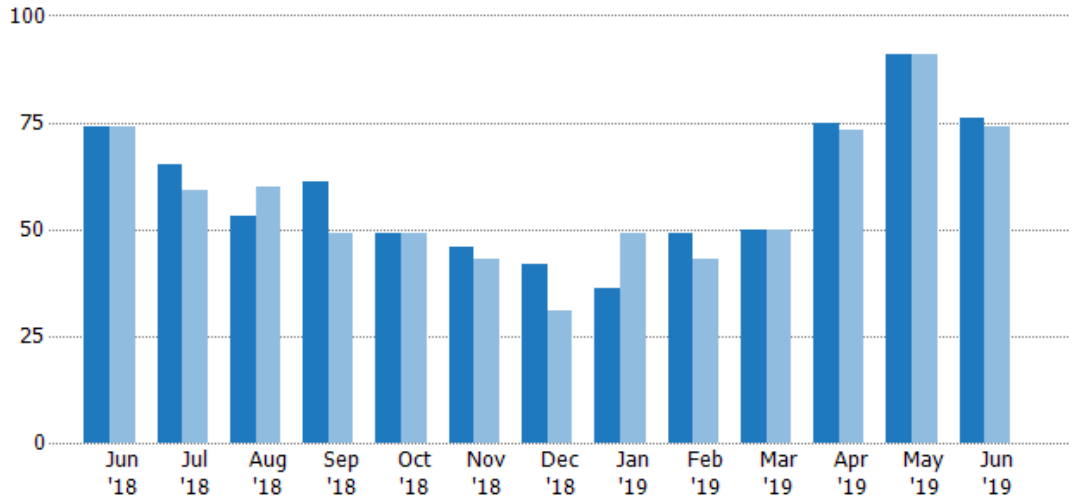
The number of residential properties with accepted offers that were available at the end each month.

Filters Used

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

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

Month/ Year	Count	% Chg.
Jun '19	76	2.7%
Jun '18	74	0%
Jun '17	74	-4.1%



	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19
Current Year	74	65	53	61	49	46	42	36	49	50	75	91	76
Prior Year	74	59	60	49	49	43	31	49	43	50	73	91	74
Percent Change from Prior Year	0%	10%	-12%	24%	0%	7%	35%	-27%	14%	0%	3%	0%	3%

Pending Sales Volume

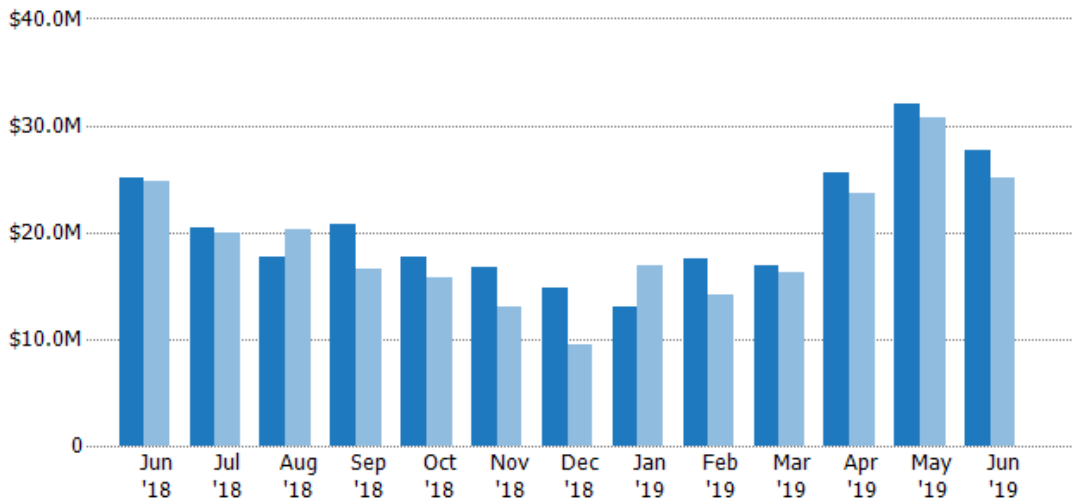
The sum of the sales price of residential properties with accepted offers that were available at the end of each month.

Filters Used

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

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

Month/ Year	Volume	% Chg.
Jun '19	\$27.7M	10.6%
Jun '18	\$25.1M	1.1%
Jun '17	\$24.8M	-16.2%



	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19
Current Year	\$25.1M	\$20.5M	\$17.7M	\$20.8M	\$17.7M	\$16.8M	\$14.9M	\$13M	\$17.5M	\$16.9M	\$25.6M	\$32M	\$27.7M
Prior Year	\$24.8M	\$19.9M	\$20.3M	\$16.5M	\$15.7M	\$12.9M	\$9.46M	\$16.8M	\$14.1M	\$16.3M	\$23.6M	\$30.8M	\$25.1M
Percent Change from Prior Year	1%	3%	-13%	26%	13%	30%	57%	-23%	25%	4%	8%	4%	11%

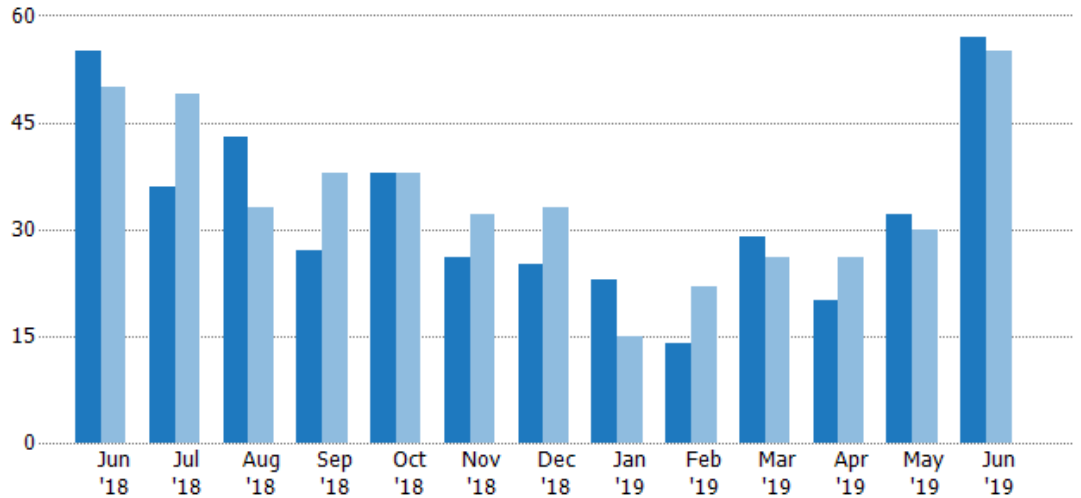
Closed Sales

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.
Jun '19	57	3.6%
Jun '18	55	10%
Jun '17	50	18%



Current Year	55	36	43	27	38	26	25	23	14	29	20	32	57
Prior Year	50	49	33	38	38	32	33	15	22	26	26	30	55
Percent Change from Prior Year	10%	-27%	30%	-29%	0%	-19%	-24%	53%	-36%	12%	-23%	7%	4%

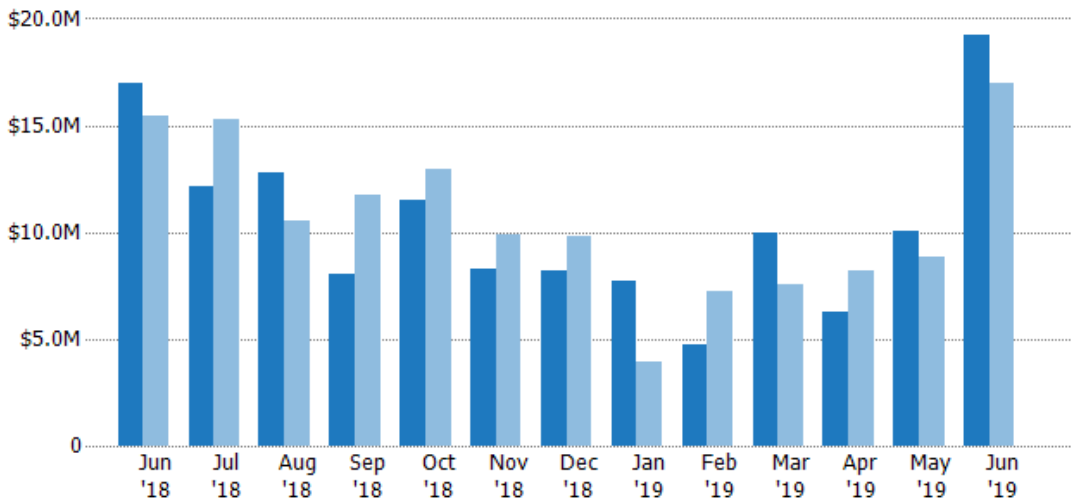
Closed Sales Volume

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.
Jun '19	\$19.2M	12.9%
Jun '18	\$17M	10.3%
Jun '17	\$15.4M	19.9%



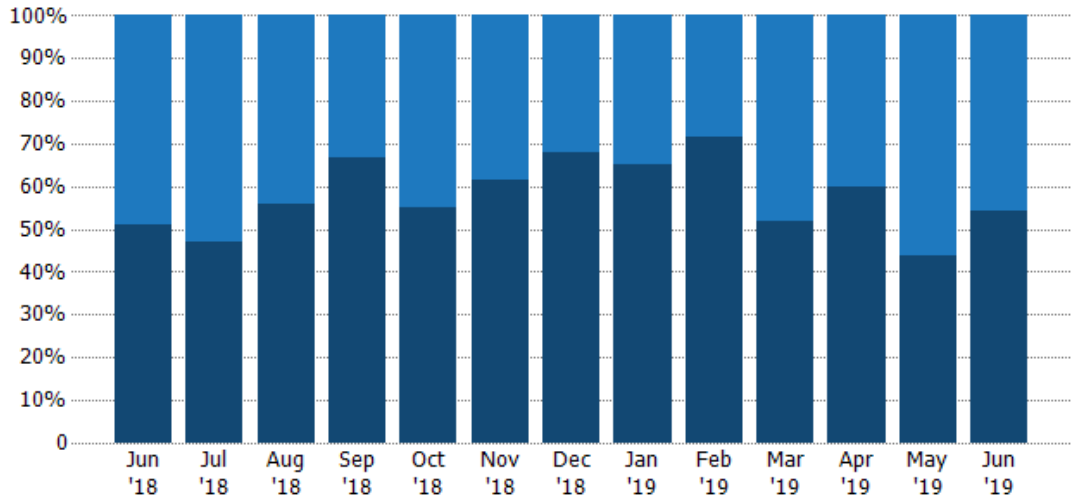
Current Year	\$17M	\$12.1M	\$12.8M	\$8.08M	\$11.5M	\$8.31M	\$8.23M	\$7.73M	\$4.76M	\$9.95M	\$6.3M	\$10.1M	\$19.2M
Prior Year	\$15.4M	\$15.3M	\$10.6M	\$11.7M	\$13M	\$9.87M	\$9.83M	\$3.93M	\$7.2M	\$7.52M	\$8.21M	\$8.84M	\$17M
Percent Change from Prior Year	10%	-21%	21%	-31%	-11%	-16%	-16%	97%	-34%	32%	-23%	14%	13%

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



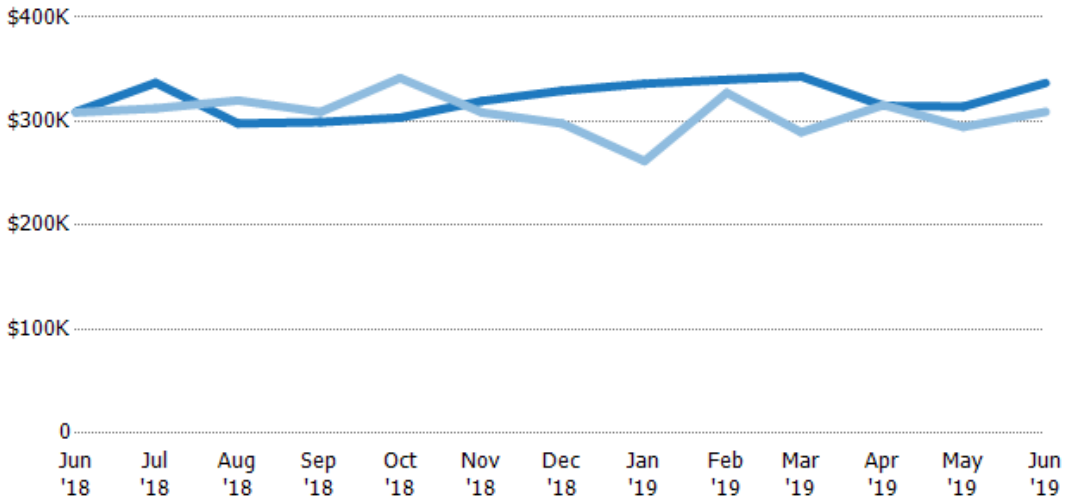
Condo/Townhouse	49%	53%	44%	33%	45%	38%	32%	35%	29%	48%	40%	56%	46%
Single Family Residence	51%	47%	56%	67%	55%	62%	68%	65%	71%	52%	60%	44%	54%

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	\$309K	\$337K	\$298K	\$299K	\$303K	\$320K	\$329K	\$336K	\$340K	\$343K	\$315K	\$314K	\$337K
Prior Year	\$308K	\$312K	\$320K	\$309K	\$342K	\$308K	\$298K	\$262K	\$327K	\$289K	\$316K	\$295K	\$309K
Percent Change from Prior Year	0%	8%	-7%	-3%	-11%	4%	11%	28%	4%	19%	0%	7%	9%

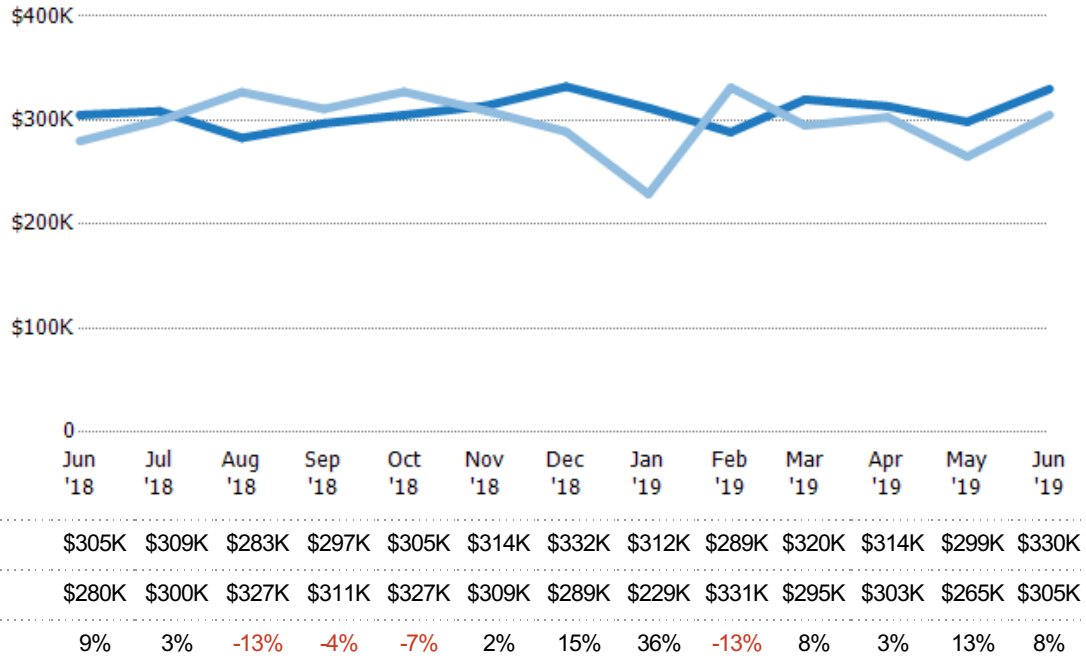
Median Sales Price

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.
Jun '19	\$330K	8.2%
Jun '18	\$305K	8.9%
Jun '17	\$280K	12.5%

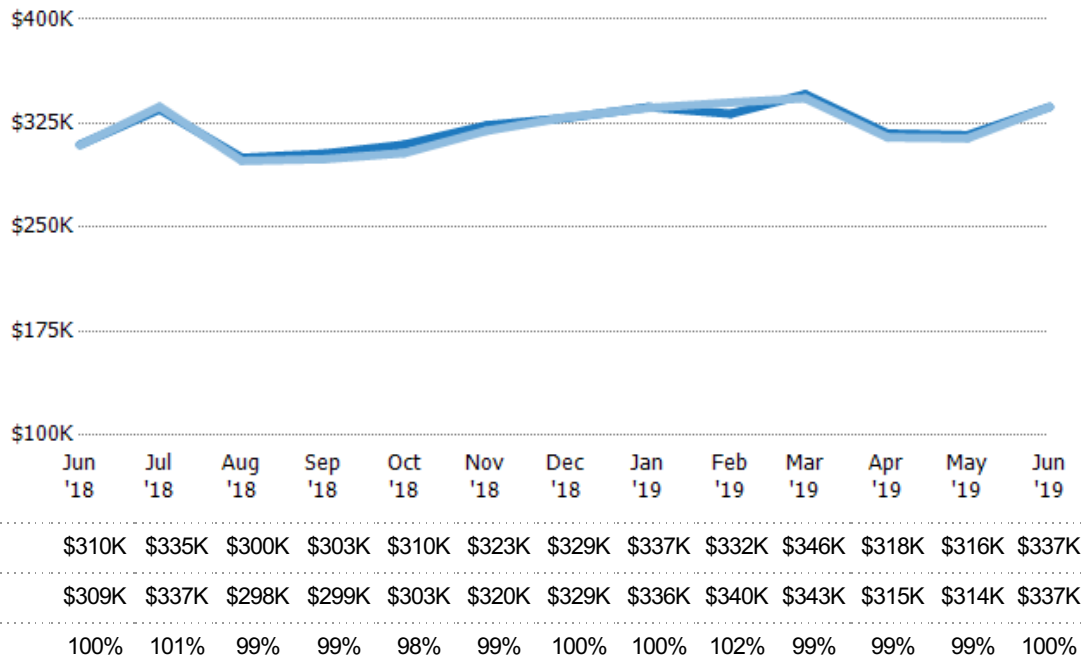


Average Sales Price vs Average Listing Price

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

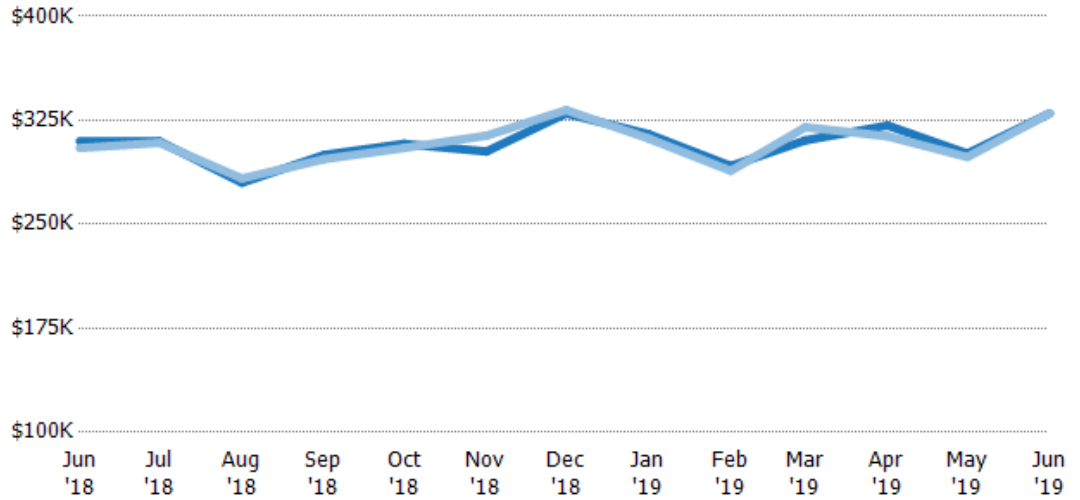


Median Sales Price vs Median Listing Price

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

Filters Used

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

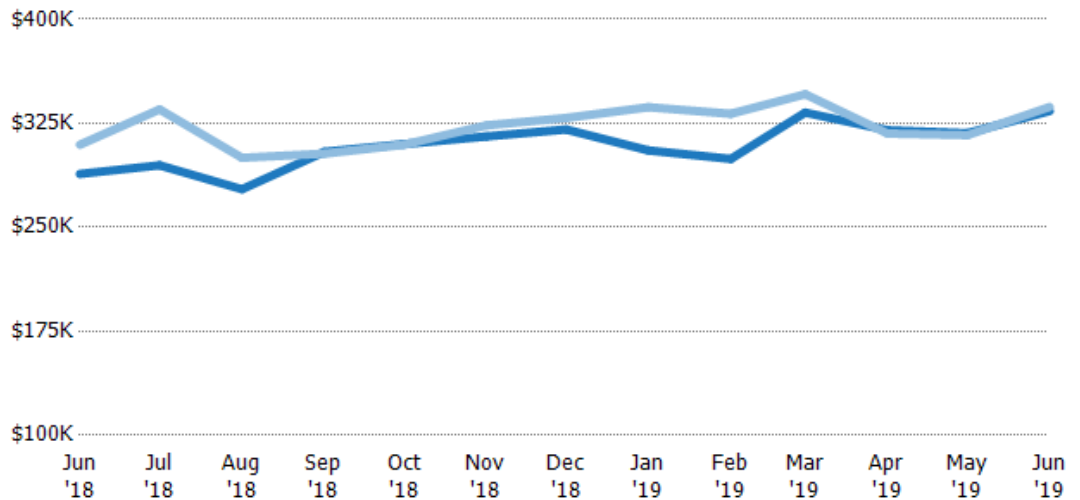


Average Sales Price vs Average Est Value

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

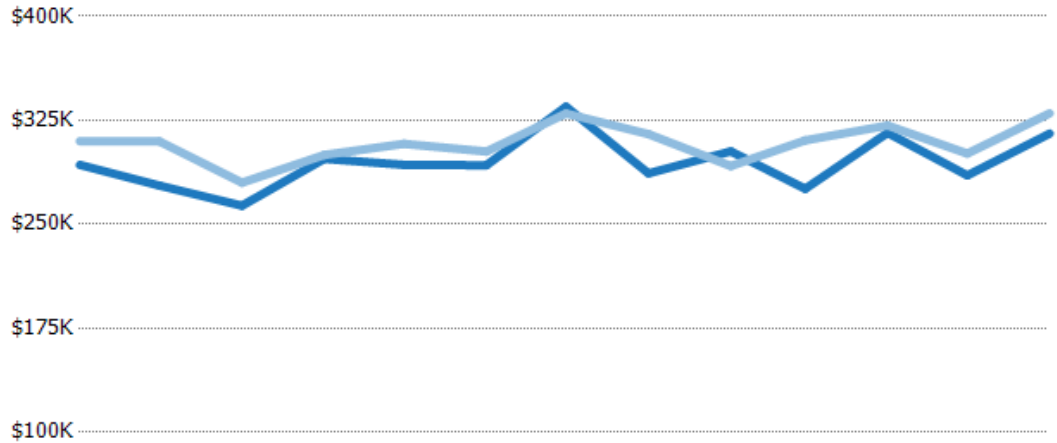


Median Sales Price vs Median Est Value

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



	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19
Median Est Value	\$293K	\$278K	\$263K	\$297K	\$293K	\$293K	\$335K	\$287K	\$303K	\$276K	\$316K	\$285K	\$315K
Median Sales Price	\$310K	\$310K	\$280K	\$300K	\$308K	\$303K	\$330K	\$315K	\$292K	\$311K	\$321K	\$301K	\$330K
Med Sales Price as a % of Med Est Value	106%	111%	106%	101%	105%	103%	99%	110%	96%	113%	102%	106%	105%