

## 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 2018	Jun 2017	+ / -	YTD 2018	YTD 2017	+ / -
Listing Activity Charts Metrics						
New Listing Count	27	36	-25%	27	36	-25%
New Listing Volume	\$9,139,800	\$11,602,800	-21.2%	\$9,139,800	\$11,602,800	-21.2%
Active Listing Count	82	_	-	82	_	_
Active Listing Volume	\$29,370,320	_	-	\$29,370,320	_	_
Average Listing Price	\$358,175	_	-	\$358,175	_	_
Median Listing Price	\$342,450	_	-	\$342,450	_	_
Median Daysin RPR	69.5	_	-	69.5	_	_
Months of Inventory	_	_	-	_	1.8	_
Absorption Rate	_	_	-	_	56.1%	_
Sales Activity Charts Metrics						
New Pending Sales Count	22	25	-12%	22	25	-12%
New Pending Sales Volume	\$6,627,900	\$8,326,825	-20.4%	\$6,627,900	\$8,326,825	-20.4%
Pending Sales Count	47	_	-	47	_	_
Pending Sales Volume	\$14,851,500	_	-	\$14,851,500	_	_
Closed Sales Count	29	30	-3.3%	29	30	-3.3%
Closed Sales Volume	\$8,216,900	\$9,000,567	-8.7%	\$8,216,900	\$9,000,567	-8.7%
Average Sales Price	\$283,341	\$300,019	-5.6%	\$283,341	\$300,019	-5.6%
Median Sales Price	\$264,000	\$288,700	-8.6%	\$264,000	\$288,700	-8.6%







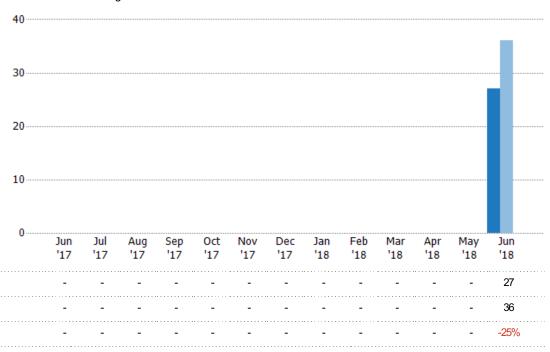
#### **New Listings**

The number of new single-family, condominium and townhome 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

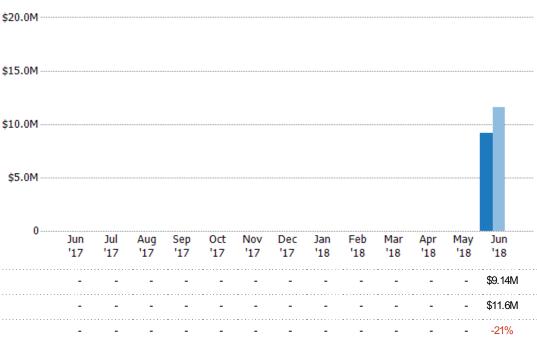
Prior Year

The sum of the listing price of single-family, condominium and townhome 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

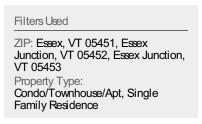
Percent Change from Prior Year

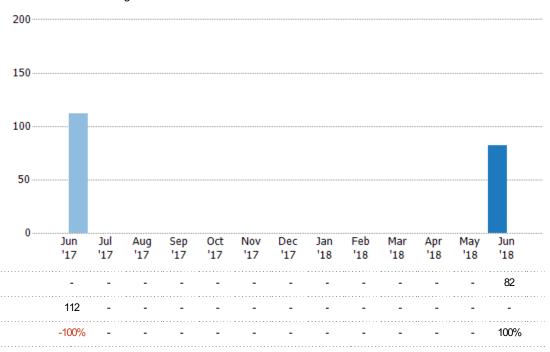




#### **Active Listings**

The number of active single-family, condominium and townhome listings at the end of each month.





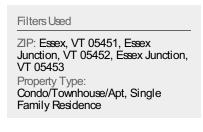
### **Active Listing Volume**

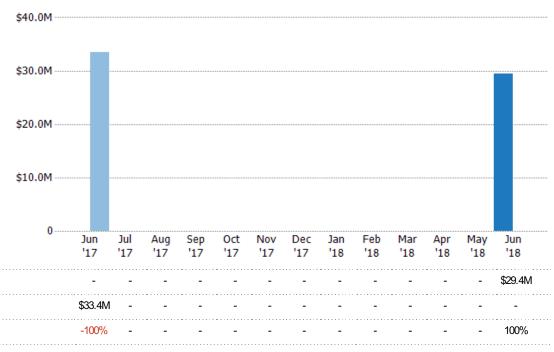
Percent Change from Prior Year

Current Year

Prior Year

The sum of the listing price of active single-family, condominium and townhome listings at the end of each month.





Current Year

Percent Change from Prior Year





### **Average Listing Price**

The average listing price of active single-family, condominium and townhome listings at the end of 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												
	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18
Current Year	-	-	- -	-	-	-	-	-	-	-	-	-	\$358K

-50%

-33%

-17%

17%

33%

50%

67%

83%

100%

### **Median Listing Price**

Percent Change from Prior Year

Prior Year

The median listing price of active single-family, condominium and townhome listings at the end of each month.

\$400K

\$298K

-100% -83%

-67%

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

\$30	00K	 										
\$20	00K	 										
\$10	00K	 										
	0 Jun '17						Jan '18				May	Jun
	Jun										May	Jun
	Jun		Sep '17	Oct '17 -	Nov '17	Dec '17		Feb '18	Mar '18 -	Apr '18	May '18 -	Jun '18 \$342K



Current Year
Prior Year

Percent Change from Prior Year





### 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	80												
ZIP: Essex, VT 05451, Essex Junction, VT 05452, Essex Junction, VT 05453 Property Type: Condo/Townhouse/Apt, Single	60												
Family Residence	40												
	20												
	Jun	Jul	Aug	Sep	Oct	Nov		Jan	Feb	Mar	Apr	May	Jun
	'17	'17	'17	'17	'17	'17	'17	'18	'18	'18	'18	'18	'18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	69.5
Prior Year	78.5	-	-	-	-	-	-	-	-	-	-	-	-
Percent Change from Prior Year	-100%		-67%	-50%	-33%	-17%	0	17%	33%	50%	67%	83%	100%

### Months of Inventory

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

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

4.00
3.00
2.00
1.00

	0 Jun '17	Jul '17	Aug '17	Sep	0ct	Nov	Dec	Jan '18	Feb	Mar	Apr '18	May '18	Jun '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	2.83
Prior Year	3.73	-	-	-	-	-	-	-	-	-	-	-	-
Percent Change from Prior Year	-100%	-83%	-67%	-50%	-33%	-17%	0	17%	33%	50%	67%	83%	100%





### **Absorption Rate**

The percentage of inventory sold per month.

Filters 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

40%
30%
20%

10%

0												
Jun	Jul	Aug	Sep	Oct	Nov	Dec '17	Jan	Feb	Mar	Apr	May	Jun
'17											'18	'18
-	-	-	-	-	-	-	-	-	-	-	-	35%
27%		-	-	-	-	-	-	-	-	-	-	-
27%	22%		11%	6%		-4%			-20%	-25%	-30%	-35%

### Active/Pending/Sold Units

The number of single-family, condominium and townhome properties that were Active, Pending and 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

0												
Jun '17	Jul '17	Aug '17			Nov '17			Feb '18	Mar '18	Apr '18	May '18	Jun '18
-	-	-	-	-	-	-	-	-	-	-	-	29

Sold



Current Year

Prior Year

### Market Data Report

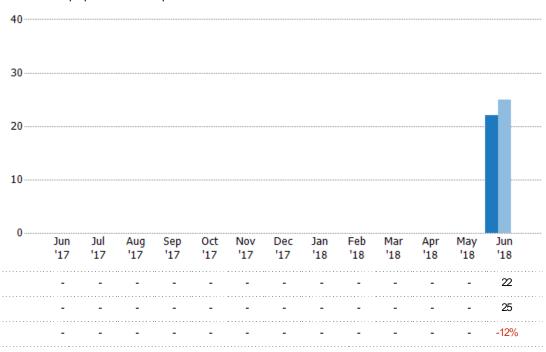
### **New Pending Sales**

The number of single-family, condominium and townhome 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

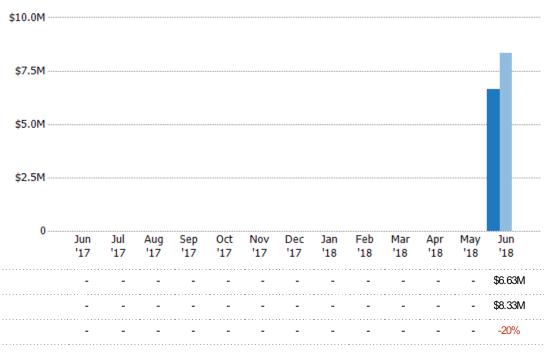
Percent Change from Prior Year

The sum of the sales price of single-family, condominium and townhome 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

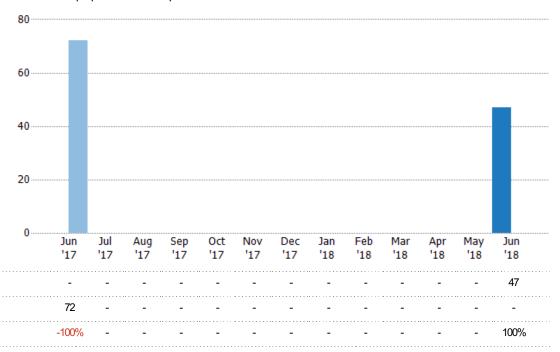




#### **Pending Sales**

The number of single-family, condominium and townhome properties with accepted offers that were available at the end each month.





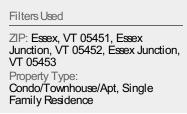
### Pending Sales Volume

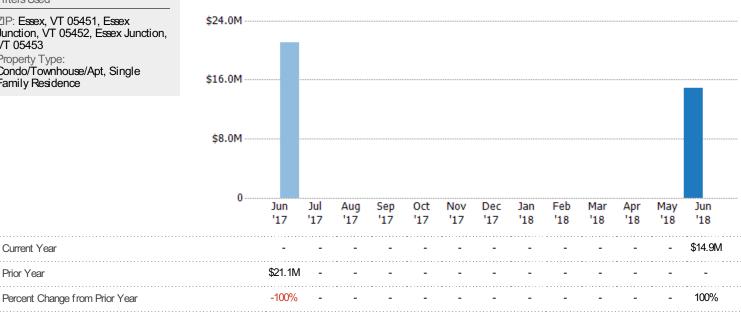
Percent Change from Prior Year

Current Year

Prior Year

The sum of the sales price of single-family, condominium and townhome properties with accepted offers that were available at the end of each month.





Current Year





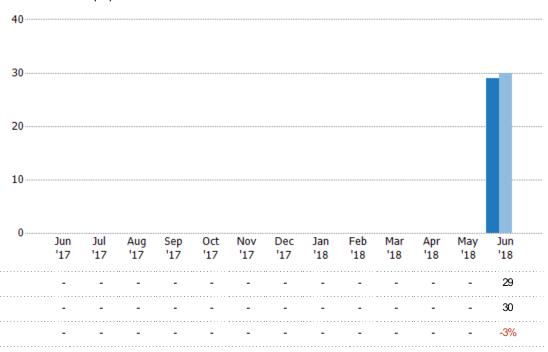
#### **Closed Sales**

The total number of single-family, condominium and townhome 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



#### **Closed Sales Volume**

Percent Change from Prior Year

Current Year

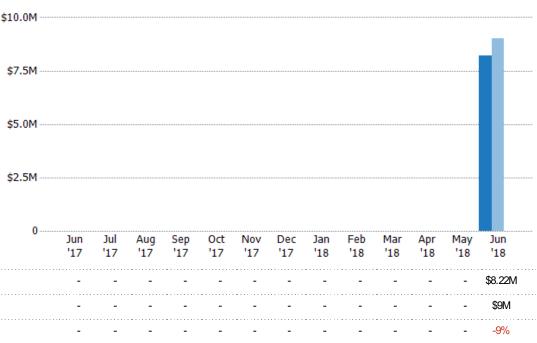
Prior Year

The sum of the sales price of single-family, condominium and townhome 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

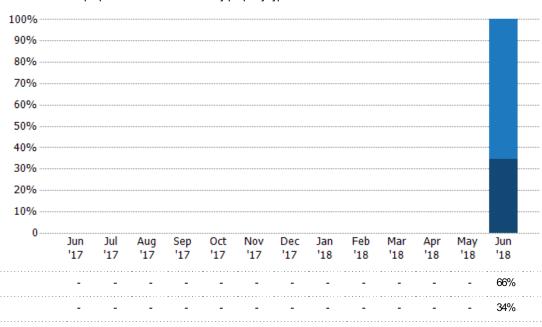


### Closed Sales by Property Type

The percentage of single-family, condominium and townhome 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 single-family, condominium and townhome properties sold each month.

\$100K

Filters Used

Current Year

Percent Change from Prior Year

Prior Year

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

Jun Jul Aug Sep 0ct Nov Dec Jan Feb Mar Apr May Jun '17 '17 '17 '17 '17 '17 '17 '18 '18 '18 '18 '18 \$283K \$300K



-6%



Current Year

Prior Year

### Market Data Report

#### **Median Sales Price**

The median sales price of the single-family, condominium and townhome properties sold each month.

\$300K

\$75K

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

\$225K
\$150K

Nov May Jun '18 '17 '17 '17 '17 '17 '18 '17 '17 '18 '18 \$264K \$289K

### 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, 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

0 Jun '17	Aug '17 -	'17	'17	'17	'17 -	'18	'18	'18	Apr '18	May '18	Jun '18 \$284K
Jun	Aug '17	'17	'17	'17	'17	'18	'18	'18	'18		
								Mar			
\$75K											
\$150K	 										
\$225K	 										***********

Avg List Price

Avg Sales Price





### 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

\$75K------

0.. Aug Sep Nov Dec Feb Mar Apr May Jun '17 '17 '17 '18 '17 '17 '17 '17 '18 '18 '18 '18 '18 \$259K \$264K 102%

### 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, VT 05451, Essex
Junction, VT 05452, Essex Junction,
VT 05453

Median List Price

Median Sales Price

Med Sales Price as a % of Med List Price

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

\$300K
\$225K
\$150K
\$75K

	0													
	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	
wg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$284K	
wg Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$284K	
wg Sales Price as a % of Avg Est Value	-	-	=	-	-	-	-	-	-	-	-	-	100%	

Av



90%



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

\$225K	 	 	 	 	 	 
\$150K	 	 	 	 	 	 
\$75K	 	 	 	 	 	 
0 Jun		 	 	 	 	 
0 Jun	 	 	 	 	 	 



