

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	+ / -	Jun 2017	Jun 2018	Key Metrics
						isting Activity Charts Metrics
-2.2%	46	45	-2.2%	46	45	New Listing Count
+2%	\$15,352,900	\$15,657,000	+2%	\$15,352,900	\$15,657,000	New Listing Volume
-99.2%	126	1	-99.2%	126	1	Active Listing Count
-97.2%	\$48,183,220	\$1,365,000	-97.2%	\$48,183,220	\$1,365,000	Active Listing Volume
+256.9%	\$382,407	\$1,365,000	+256.9%	\$382,407	\$1,365,000	Average Listing Price
+276%	\$363,000	\$1,365,000	+276%	\$363,000	\$1,365,000	Median Listing Price
+616.7%	96	688	+616.7%	96	688	Median Days in RPR
-99%	2	0	-	_	_	Months of Inventory
+5,050.8%	49.21%	5,100%	+_	_	_	Absorption Rate
						ales Activity Charts Metrics
-7.9%	38	35	-7.9%	38	35	New Pending Sales Count
-21.6%	\$13,364,625	\$10,482,300	-21.6%	\$13,364,625	\$10,482,300	New Pending Sales Volume
_	_	77	-	_	77	Pending Sales Count
_	_	\$26,049,900	-	_	\$26,049,900	Pending Sales Volume
-17.6%	51	42	-17.6%	51	42	Closed Sales Count
-17.6%	\$16,160,139	\$13,317,955	-17.6%	\$16,160,139	\$13,317,955	Closed Sales Volume
+0.1%	\$316,865	\$317,094	+0.1%	\$316,865	\$317,094	Average Sales Price
+18%	\$280,000	\$330,500	+18%	\$280,000	\$330,500	Median Sales Price





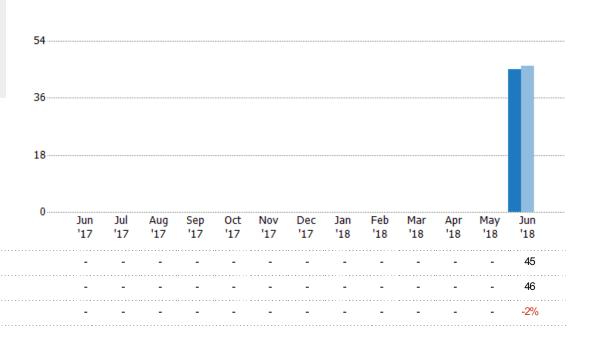
New Listings

The number of new single-family, condominium and townhome listings that were added each month.

Filters Used

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

ZIP: Essex Junction, VT 05452,



New Listing Volume

Percent Change from Prior Year

The sum of the listing price of single-family, condominium and townhome listings that were added each month.

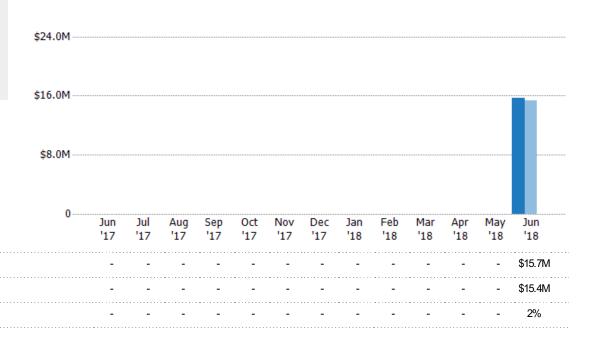


Current Year

Prior Year

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

Percent Change from Prior Year



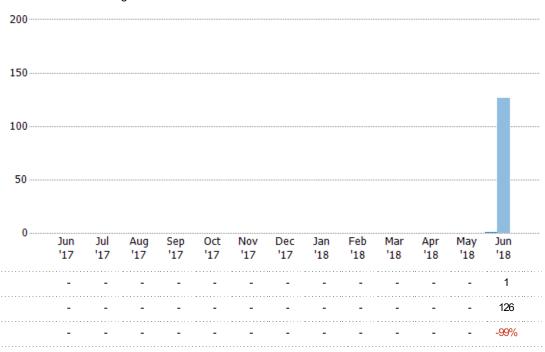
Current Year



Active Listings

The number of active single-family, condominium and townhome 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



Active Listing Volume

Percent Change from Prior Year

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

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

Current Year

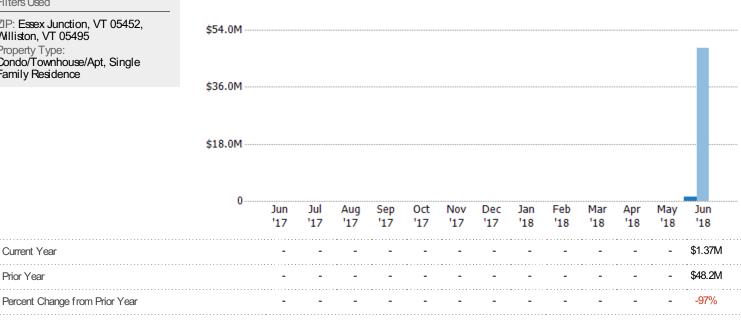
Prior Year

Filters Used

Current Year

Prior Year

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







Average Listing Price

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

\$2.0M

\$0.5M

Filters Used

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

Family Residence

Current Year

Prior Year

\$1.5M	
\$1.0M	

0 ... Aug Sep Nov Dec Feb Mar Apr May Jun '18 '18 '17 '17 '17 '17 '17 '17 '17 '18 '18 '18 '18 \$1.37M \$382K 257%

Median Listing Price

Percent Change from Prior Year

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

\$2.0M

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

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

\$1.5M
\$1.0M
\$0.5M

	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18
Current Year	-	-	-	-	-					-		-	\$1.37M
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$363K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	276%





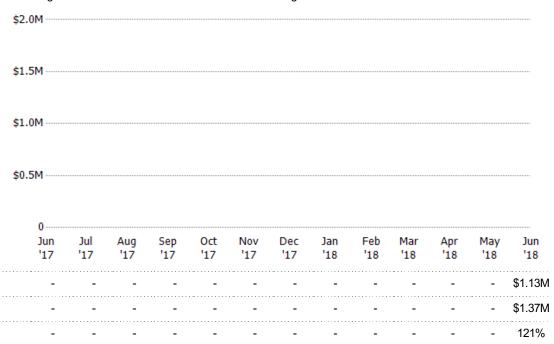


Average Listing Price vs Average Est Value

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

Avg Est Value

Avg Listing Price

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

Avg Listing Price as a % of Avg Est Value

M0.			 	 						
.5M			 	 		•••••				
0										
•	Jul			Dec	Jan	Feb	Mar			Jun
•		Aug '17		Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May	Jun
Jun				Dec '17	Jan '18	Feb '18	Mar '18	Apr	May	Jun



Median Est Value

Median Listing Price

Med Listing Price as a % of Med Est Value





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

700												
525												
350												
175												
0												
Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18
-	-	-	-	-	-	-	-	-	-	-	-	688
-	-	-	-	-	-	-	-	-	-	-	-	96
-	-	-	-	-	-	-	-	-	-	-	-	617%

Months of Inventory

Percent Change from Prior Year

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

Filters Used

Current Year
Prior Year

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

Percent Change from Prior Year

3.75		 									
2.50											
1.25		 									
0		 									
0											
0 Jun '17	Jul '17	 Sep '17	0ct '17 -	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18



Current Year
Prior Year





Absorption Rate

The percentage of inventory sold per month.

Filters Used	30												
ZIP: Essex Junction, VT 05452, Williston, VT 05495 Property Type: Condo/Townhouse/Apt, Single Family Residence	23												
	15												
	8												
	0	1ul	Διια	Sen	Oct	Nov	Dec	lan	Feh	Mar	Δnr	May	 lun
	0 Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18
Current Year													
Current Year Prior Year												'18	'18

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

50												
38												
25												
13												
0												
Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18
-	-	-	-	-	-	-	-	-	-	-	-	1
-	-	-	-	-	-	-	-	-	-	-	-	42



Active Sold



Current Year

Prior Year

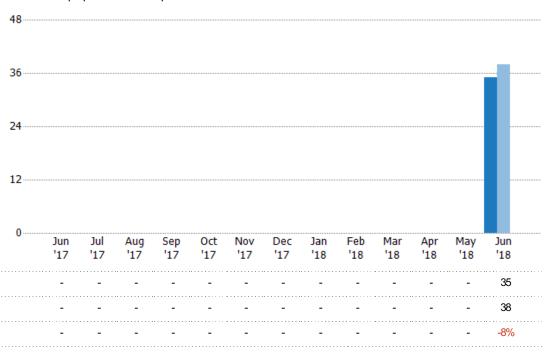
Market Data Report

New Pending Sales

The number of single-family, condominium and townhome properties with accepted offers that were added each month.

Filters Used

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

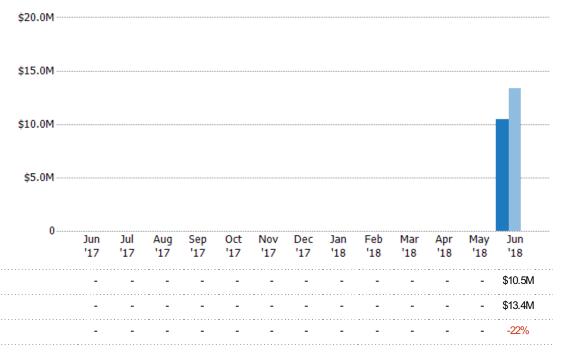
ZIP: Essex Junction, VT 05452,
Williston, VT 05495

Property Type:
Condo/Townhouse/Apt, Single

Family Residence

Current Year

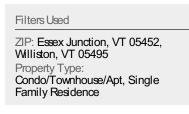
Percent Change from Prior Year

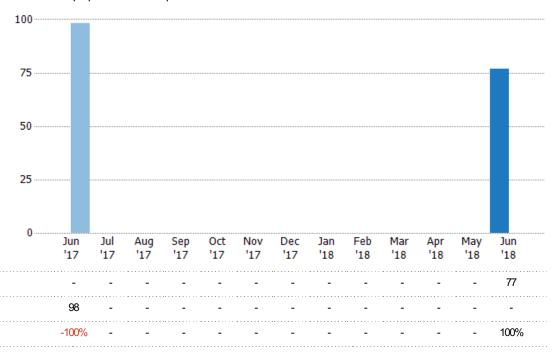




Pending Sales

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





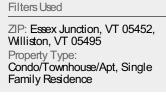
Pending Sales Volume

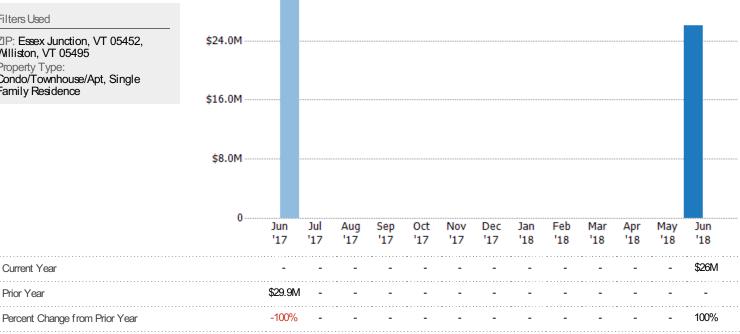
Percent Change from Prior Year

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

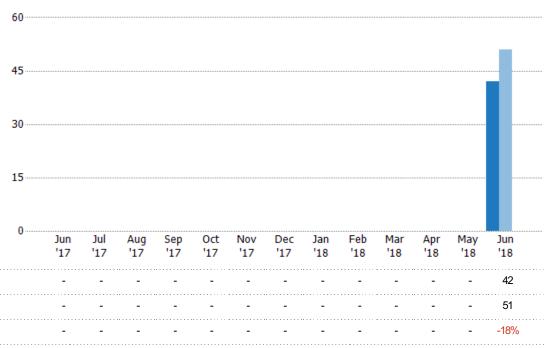


Closed Sales

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

Filters Used

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



Closed Sales Volume

Percent Change from Prior Year

Current Year

Prior Year

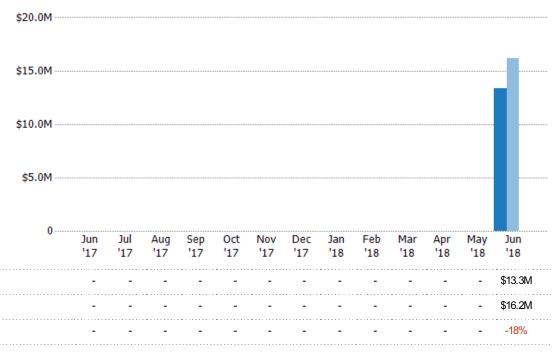
The sum of the sales price of single-family, condominium and townhome properties sold each month.

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

Family Residence

Current Year

Percent Change from Prior Year







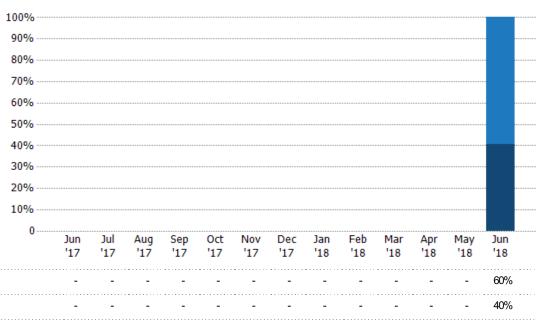


Closed Sales by Property Type

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

Filters Used

ZIP: Essex Junction, VT 05452, WIlliston, VT 05495 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.

Filters Used

Current Year
Prior Year

Percent Change from Prior Year

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

\$400K												
\$300K												
\$200K												
\$100K												
-	Jul	Aug '17				Dec '17						Jun '18
-		-	-	-		-	-	-	-	-	-	\$317K
-	-	-	-	-	-	-	-	-	-	-	-	\$317K
	-	-	-	-	-	-	-	-	-		-	0%





18%



Market Data Report

Median Sales Price

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

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

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

\$300K						
\$200K		 	 	 	 	
\$100K	 		 	 	 	
\$100K						

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

Current Year
Prior Year

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

Percent Change from Prior Year

K	 							
K	 		 	 	 			
0								
-		Sep						
0 Jun '17		Sep '17				Apr '18	May '18	Ju '1
Jun						Apr	May	Ju



Avg List Price

Avg Sales Price

Avg Sales Price as a % of Avg List 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.

Filters Used

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

OUK	 										
00K	 										
:00K	 										
.00K	 										
Jun	Aug '17						Feb '18	Mar '18	Apr '18	May '18	Jun '18
Jun		Sep '17	0ct '17	Nov '17	Dec '17	Jan '18		-	- -	- -	'18 \$335H
Jun		Sep '17	0ct '17		Dec '17	Jan '18		-	- -	- -	'18 \$335I

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.

\$400K

Filters Used

Median List Price

Median Sales Price

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

Med Sales Price as a % of Med List Price

00K												
0					Nov						May	 Jun
	Tul	Διια					3011	1 00	I-IGI			
Jun '17	Jul '17	Aug '17	'17	'17	'17	'17	'18	'18	'18	'i8	'18	
Jun	Jul '17 -	4ug '17	'17		'17			'18 -		'i8 -	'18	'18
Jun	Jul '17 -	Aug '17 -	'17 -				- -	'18 - -			'18	'18



Avg Est Value

Avg Sales Price

Avg Sales Price as a % of Avg Est Value





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:

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

Median Est Value

Median Sales Price

Med Sales Price as a % of Med Est Value

\$400K	 	 					 		
\$300K	 	 					 		
\$200K	 	 					 		
+40016									
\$100K	 	 					 		
•	 	 					 		 Jun
0 Jun		 0ct '17		Dec '17	Jan '18	Feb '18	 Apr '18		Jun '18
0 Jun	 	 0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	 Apr '18	May '18	Jun '18



