

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	May 2018	May 2017	+ / -	YTD 2018	YTD 2017	+ / -
Listing Activity Charts Metrics						
New Listing Count	29	40	-27.5%	29	40	-27.5%
New Listing Volume	\$8,036,200	\$11,595,318	-30.7%	\$8,036,200	\$11,595,318	-30.7%
Active Listing Count	43	69	-37.7%	43	69	-37.7%
Active Listing Volume	\$16,365,304	\$25,602,795	-36.1%	\$16,365,304	\$25,602,795	-36.1%
Average Listing Price	\$380,588	\$371,055	+2.6%	\$380,588	\$371,055	+2.6%
Median Listing Price	\$365,000	\$369,900	-1.3%	\$365,000	\$369,900	-1.3%
Median Daysin RPR	43	89	-51.7%	43	89	-51.7%
Months of Inventory	_	_	-	1.5	2.2	-33.4%
Absorption Rate	_	_	+-	67.44%	44.93%	+22.5%
Sales Activity Charts Metrics						
New Pending Sales Count	30	36	-16.7%	30	36	-16.7%
New Pending Sales Volume	\$8,672,178	\$9,723,000	-10.8%	\$8,672,178	\$9,723,000	-10.8%
Pending Sales Count	59	54	+9.3%	59	54	+9.3%
Pending Sales Volume	\$18,083,778	\$16,164,900	+11.9%	\$18,083,778	\$16,164,900	+11.9%
Closed Sales Count	17	29	-41.4%	17	29	-41.4%
Closed Sales Volume	\$4,956,000	\$8,647,436	-42.7%	\$4,956,000	\$8,647,436	-42.7%
Average Sales Price	\$291,529	\$298,187	-2.2%	\$291,529	\$298,187	-2.2%
Median Sales Price	\$255,000	\$310,800	-18%	\$255,000	\$310,800	-18%





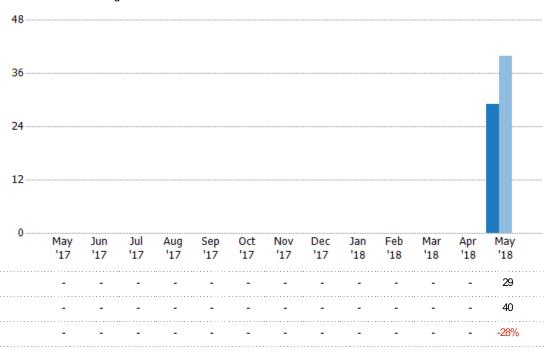
New Listings

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

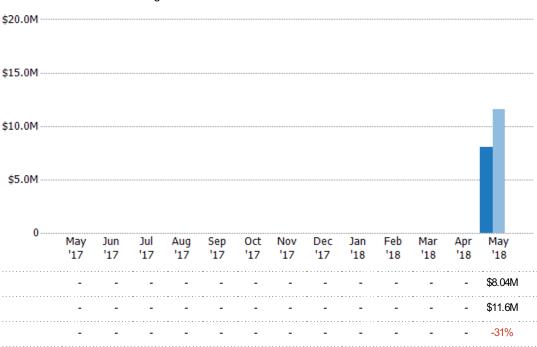
Prior Year

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





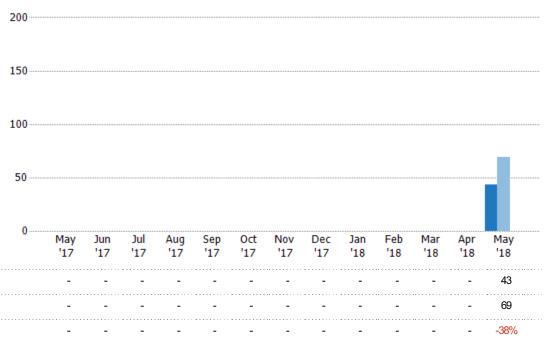
Active Listings

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

Filters Used

ZIP: Essex, VT 05451, Essex
Junction, VT 05452, Essex Junction,
VT 05453

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



Active Listing Volume

Percent Change from Prior Year

Current Year

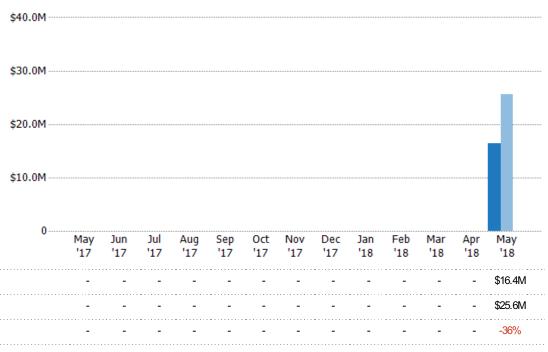
Prior Year

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

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





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

\$100K

0 May Jun Jul Aug Sep 0ct Nov Feb Mar Apr May '17 '17 '17 '18 '18 '17 '17 '17 '17 '17 '18 '18 '18 \$381K \$371K 3%

Median Listing Price

Percent Change from Prior Year

Current Year

Prior Year

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

\$100K

Filters Used

ZIP: Essex, VT 05451, Essex
Junction, VT 05452, Essex Junction,
VT 05453

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

100K	
300K	
200K	
12 213	

0 May Jun Jul Sep 0ct Νον Dec Feb Mar May Aug Jan Apr '17 '17 '17 '17 '17 '18 '18 Current Year \$365K \$370K Prior Year Percent Change from Prior Year



115%



Market Data Report

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.

\$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 May Aug Sep 0ct Nov Feb Mar Apr May '17 '17 '17 '17 '17 '18 '18 '17 '17 '17 '18 '18 '18 Avg Est Value \$332K Avg Listing Price \$381K

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

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

Avg Listing Price as a % of Avg Est Value

	Мау '17	Jun '17	Jui '17	'17	'17	'17	'17	'17	Jan '18	'18	Mar '18	'18	Мау '18
Median Est Value	-	-	-	-	-	-	-	-	_	-	-	-	\$305K
Median Listing Price	-	-	-	-	-	-	-	-	-	-	-	-	\$365K
Med Listing Price as a % of Med Est Value	-	-	-	-	-	-	-	-	-	-	-	-	120%



89



Market Data Report

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

Current Year	-	-	-	-	-	-	-	-	-	-	-	-	43
	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18
	0												
	23												
Condo/Townhouse/Apt, Single Family Residence	45												
ZIP: Essex, VT 05451, Essex Junction, VT 05452, Essex Junction, VT 05453 Property Type:	68												
Filters Used	90												

Months of Inventory

Percent Change from Prior Year

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

1.25

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

5.00
3.75
2.50

	0												
	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	3.07
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	3.63
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-15%





30%

20%

Absorption Rate

The percentage of inventory sold per month.

Filters Used

ZIP: Essex, VT 05451, Essex Junction, VT 05452, Essex Junction, VT 05453 Property Type: Condo/Townhouse/Apt, Single Family Residence 40%

10%

0 ·········· May	Jun	Jul	Aug	Sep	Oct	Nov	Dec		Feb	Mar	Apr	May
'17	'17	'17	'17	'17	'17	'17	'17	'18	'18	'18	'18	'18
-	-	-	-				-				-	33%
-	-	-	-	-	-	-	-	-	-	-	-	28%
-	-	-	-	-	-	-	-	-	-	-		-5%

Active/Pending/Sold Units

The number of single-family, condominium and townhome properties that were Active, Pending and Sold each month.

15

Filters Used

Current Year
Prior Year

Change from Prior Year

ZIP: Essex, VT 05451, Essex Junction, VT 05452, Essex Junction, VT 05453 Property Type:

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

60	
45	
30	

0												
May '17	Jun '17	Jul	Aug '17	Sep	Oct	Nov '17	Dec	Jan	Feb	Mar	Apr	May '18
 -	-	-	-	-	-	-	-	-	-	-	-	43
 -	-	-	-	-	-	-	-	-	-	-	-	59
 	_	_	_		_	_	_		- -	_	_	17

Active Pending

Sold



Current Year

Prior Year

Market Data Report

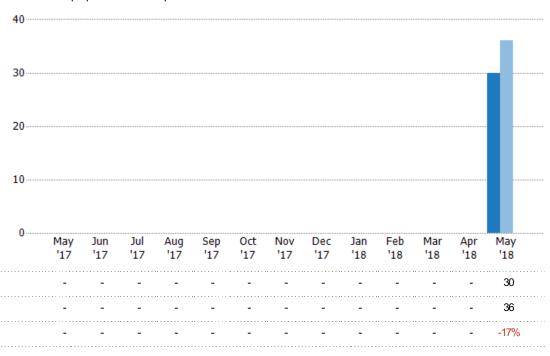
New Pending Sales

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

Eilters 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

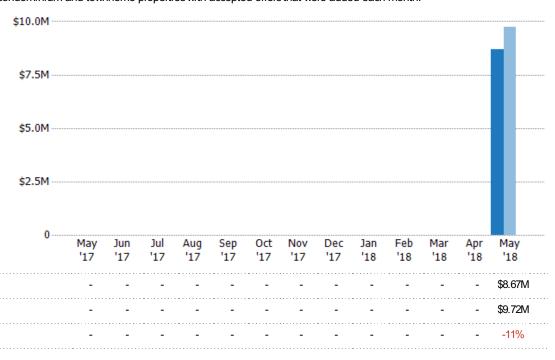
Percent Change from Prior Year

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

Eilters Used

ZIP: Essex, VT 05451, Essex
Junction, VT 05452, Essex Junction,
VT 05453

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



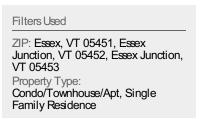
Current Year

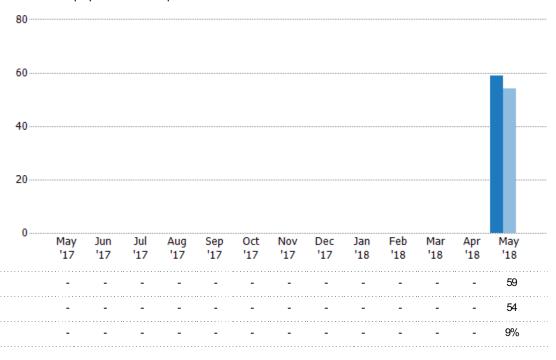
Percent Change from Prior Year



Pending Sales

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





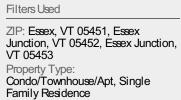
Pending Sales Volume

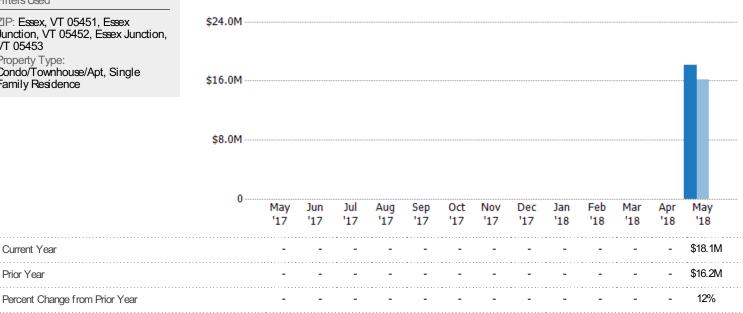
Percent Change from Prior Year

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





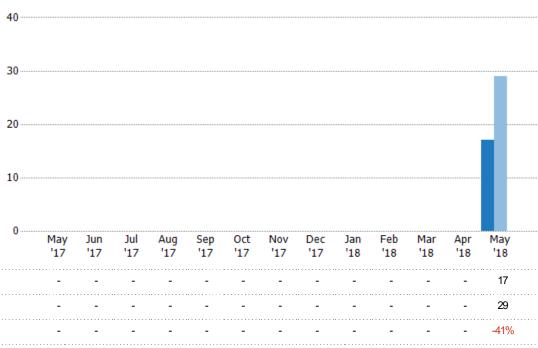
Closed Sales

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

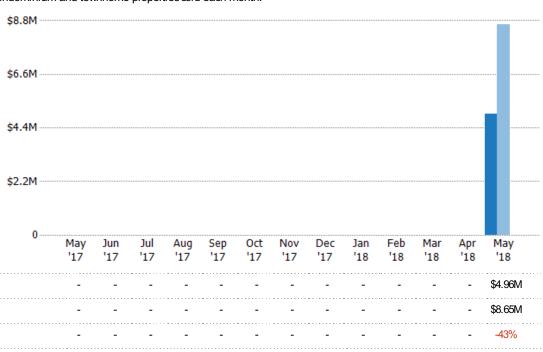
Prior Year

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

Eilters 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

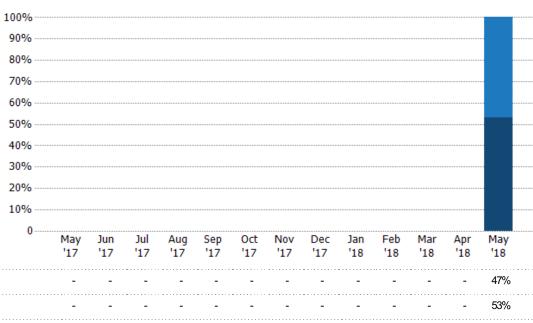


Closed Sales by Property Type

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.

\$75K

Filters Used

Current Year
Prior Year

Percent Change from Prior Year

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

May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18
 -	-	-	-	-	-	-	-	-	-	-	-	\$292K
 -	-	-	-	-	-	-	-	-	-	-	-	\$298K
 -	-	-	- -	-	-	-	-	-	-	-	-	-2%







Median Sales Price

The median sales price of the single-family, condominium and townhome properties sold each month. \$400K

Filters Used

ZIP: Essex, VT 05451, Essex
Junction, VT 05452, Essex Junction,
VT 05453

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

\$100K

0. May Aug Sep 0ct Nov May '17 '17 '17 '18 '17 '17 '17 '17 '17 '18 '18 '18 '18 \$255K \$311K

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, VT 05451, Essex Junction, VT 05452, Essex Junction, VT 05453 Property Type:

Avg Sales Price as a % of Avg List Price

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

Percent Change from Prior Year



Avg List Price

Avg Sales Price



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.

\$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 May Aug Sep 0ct Nov Feb May '17 '17 '17 '18 '17 '17 '17 '17 '17 '18 '18 '18 '18 \$260K \$255K

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

Median List Price

Median Sales Price

ZIP: Essex, VT 05451, Essex Junction, VT 05452, Essex Junction, VT 05453 Property Type:

Avg Sales Price as a % of Avg Est Value

Med Sales Price as a % of Med List Price

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

300K												
200K												
1001/												
												 Ma
0 May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17 -	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	
0 May '17	Jun '17	Jul '17	Aug '17	Sep '17 -	0ct '17 -	Nov '17	Dec '17 -	Jan '18 -	Feb '18 -	Mar '18 - -	Apr '18	May '18



Avg Est Value

Avg Sales Price





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

25K	 	 	 	 	 		
2510							
50V							
75K	 	 	 	 	 		
75K	 	 	 	 	 		
0		 	 	 			
0		 	 	 		Apr	M
0			 	 			М
0		 	 	 		Apr	



