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	+ / -	May 2017	May 2018	Key Metrics
						Listing Activity Charts Metrics
-23.4%	64	49	-23.4%	64	49	New Listing Count
-31.2%	\$21,227,118	\$14,614,100	-31.2%	\$21,227,118	\$14,614,100	New Listing Volume
-39%	118	72	-39%	118	72	Active Listing Count
-38.1%	\$47,222,795	\$29,241,404	-38.1%	\$47,222,795	\$29,241,404	Active Listing Volume
+1.5%	\$400,193	\$406,131	+1.5%	\$400,193	\$406,131	Average Listing Price
-6.1%	\$392,500	\$368,750	-6.1%	\$392,500	\$368,750	Median Listing Price
-54.9%	102	46	-54.9%	102	46	Median Days in RPR
-34.6%	2.6	1.7	-	_	_	Months of Inventory
+20.2%	38.14%	58.33%	+_	_	_	Absorption Rate
						Sales Activity Charts Metrics
-6.9%	58	54	-6.9%	58	54	New Pending Sales Count
-2.4%	\$18,050,500	\$17,612,178	-2.4%	\$18,050,500	\$17,612,178	New Pending Sales Volume
+5.4%	93	98	+5.4%	93	98	Pending Sales Count
+9.7%	\$29,681,600	\$32,567,578	+9.7%	\$29,681,600	\$32,567,578	Pending Sales Volume
-33.3%	42	28	-33.3%	42	28	Closed Sales Count
-35.6%	\$13,548,336	\$8,730,900	-35.6%	\$13,548,336	\$8,730,900	Closed Sales Volume
-3.3%	\$322,579	\$311,818	-3.3%	\$322,579	\$311,818	Average Sales Price
-1.2%	\$313,900	\$310,200	-1.2%	\$313,900	\$310,200	Median Sales Price





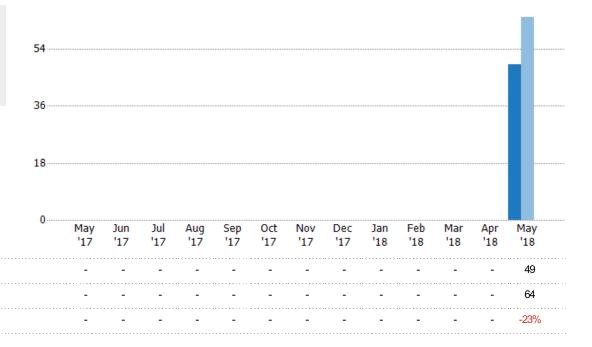
New Listings

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

Filters Used
ZIP: Essex Junction, VT 05452,

Williston, VT 05495

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



New Listing Volume

Percent Change from Prior Year

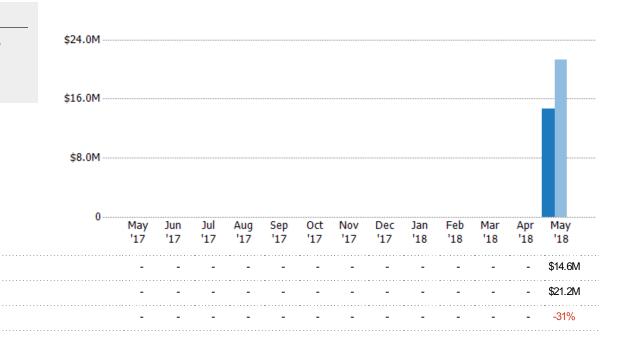
The sum of the listing price of single-family, condominium and townhome listings that were added each month.

Filters Used

Current Year

Prior Year

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



Current Year

Percent Change from Prior Year

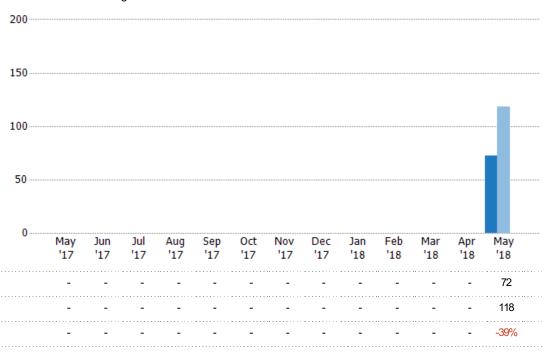


Active Listings

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

Filters Used

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



Active Listing Volume

Percent Change from Prior Year

Current Year

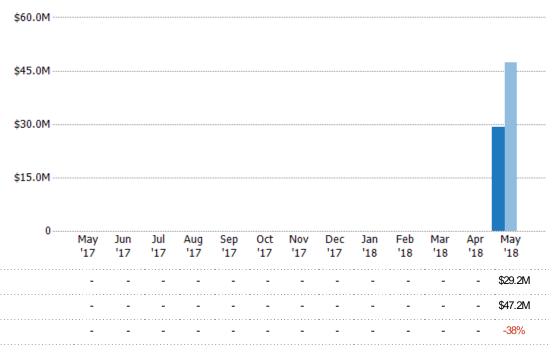
Prior Year

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

Eilters Used

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

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.

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

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

\$500K
\$375K
\$250K
\$125K

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
 -	-	-	-	-	-	-	-	-	-	-	-	\$406K
 -	-	-	-	-	-	-	-	-	-	-	-	\$400K
 -		-	-	-	- -	-	-	-	-	-	-	1%

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.

Filters Used

Current Year
Prior Year

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

\$400K	
\$300K	
\$200K	
\$100K	

	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
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$369K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$393K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-6%



\$377K

\$406K

108%



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.

Filters Used

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

\$500K \$375K \$250K \$125K 0 May Aug Sep 0ct Nov Feb Apr May '17 '17 '17 '17 '18 '18 '17 '17 '17 '17 '18 '18 '18

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

0K	 	 						 	
0K	 	 						 	
0K	 	 						 	
0	 	 						 	
	 	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	 Apr	
0 May	 	 Sep '17	0ct '17		Dec '17	Jan '18	Feb '18	 Apr	M ':
0 May	 	 Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	 Apr '18	М



Median Est Value

Median Listing Price

Med Listing Price as a % of Med Est Value





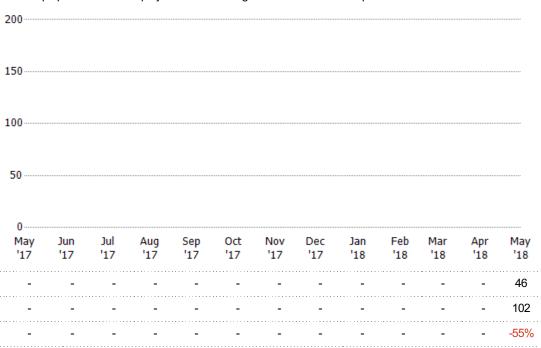
Median Days in RPR

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



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

00												
50												
0 May		Jul	Aug						Feb	Mar	Apr	Ma
_	Jun	Jul '17		Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	
May	Jun	Jul '17 -	Aug '17	Sep '17	0ct '17 -	Nov '17	Dec '17	Jan '18 -	Feb '18	Mar '18	Apr '18	Ma
May	Jun	Jul '17 -	Aug '17 -	Sep '17 -	0ct '17 - -	Nov '17	Dec '17	Jan '18 -	Feb '18	Mar '18 -	Apr '18	Ma '1



Current Year
Prior Year





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

40%	
30%	
20%	
10%	

0												
May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	Ma
'17	'17	'17	'17	'17	'17	'17	'17	'18	'18	'18	'18	'18
-	-	-	-	-	-	-	-	-	-	-	-	359
												220
-	-	-	-	-	-	-	-	-	-	-	-	22

Active/Pending/Sold Units

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

Filters Used

Current Year

Prior Year

Change from Prior Year

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

100												
75												
75												
50												
25												
0												
May	Jun	Jul	Aug '17	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May
'17	'17	'17	'17	'17	'17	'17	'17	'18	'18			'18
-	-	-	-	-	-	-	-	-	-	-	-	72
_									_			98
-	-	-	-	-	-	-	-	-	-	-	-	28



Active Pending

Sold



Current Year
Prior Year

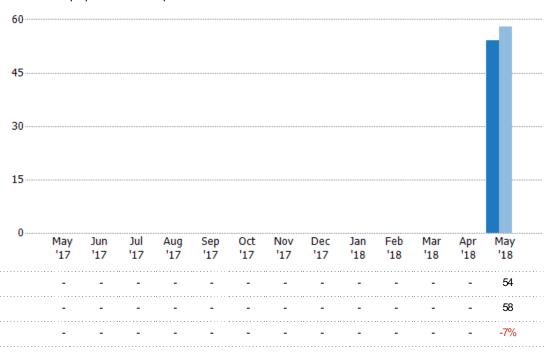
Market Data Report

New Pending Sales

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

Filters Used

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



New Pending Sales Volume

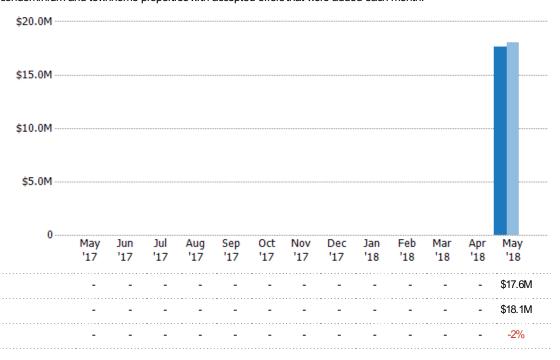
Percent Change from Prior Year

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



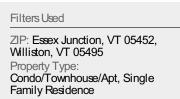
Current Year

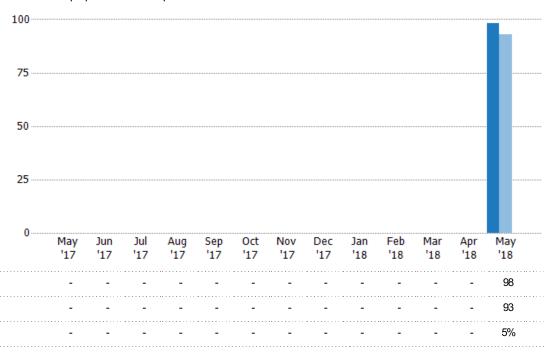
Percent Change from Prior Year



Pending Sales

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





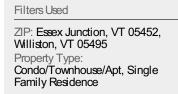
Pending Sales Volume

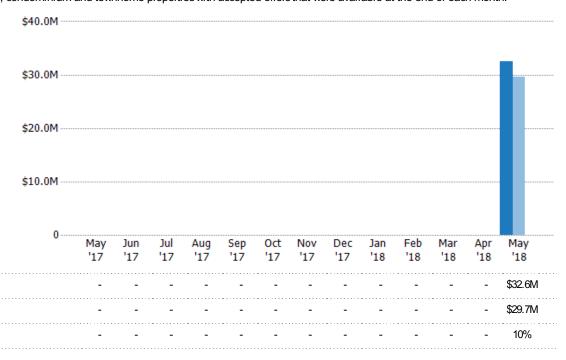
Percent Change from Prior Year

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

Percent Change from Prior Year



Closed Sales

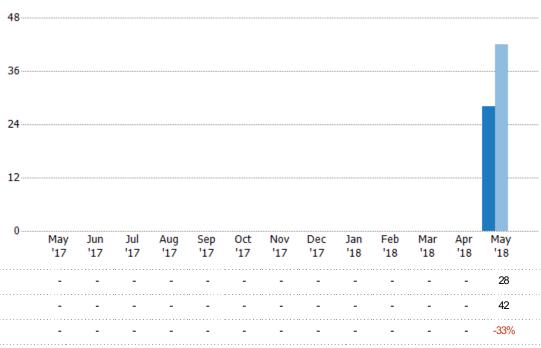
Family Residence

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



Closed Sales Volume

Percent Change from Prior Year

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

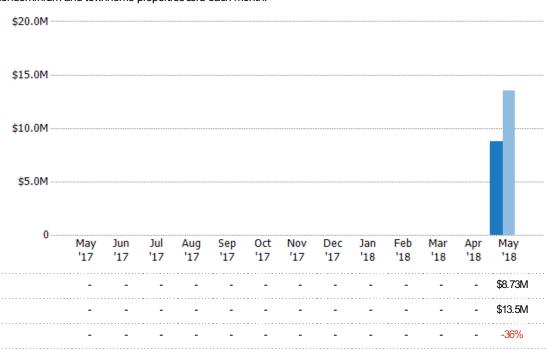
Filters Used

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



Current Year



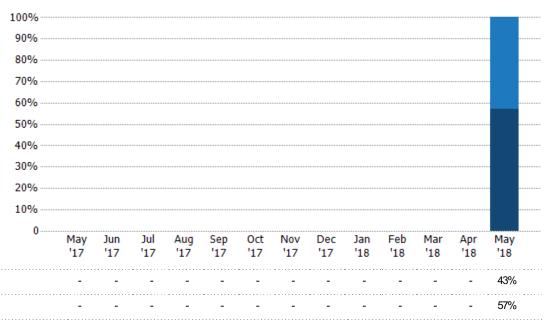


Closed Sales by Property Type

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

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

\$400K												
\$300K												
\$200K												
\$100K												
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
-	-	-	-	-	-	-	-	-	-	-	-	\$312K
-	-	-	-	-	-	-	-	-	-	-	- -	\$323K



Current Year
Prior Year

Percent Change from Prior Year





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

\$400K												
\$300K												
\$200K									•••••			
\$100K												
•												
May '17	Jun '17		Aug '17									May '18
-	-	-	-	-	-	-	-	-	-	-	-	\$310K
-	- -	-	-	-	-	-	-	-	-	-	-	\$314K

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

\$300K											
\$200K	 										
\$100K	 										
•		Aug '17								Apr '18	May '18
•	Jul '17 -	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18 -	Feb '18	Mar '18	Apr '18	May '18 \$315K



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. \$400K

Filters Used ZIP: Essex Junction, VT 05452,

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

\$300K			
\$200K	 	 	
\$100K	 	 	
0	 	 	

	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
Median List Price	-	-	-	-	-	-	-	-	-	-	-	-	\$297K
Median Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$310K
Med Sales Price as a % of Med List Price	-	-	-	-	-	-	-	-	-	-	-	-	104%

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

JUK										
0K	 					 				
00K	 					 				
00K	 					 				
0 May	 	Aug '17				 			Apr '18	May '18
0 May	 		Sep '17	0ct '17 -		 			Apr	May
0 May	 		Sep '17		Nov '17 -	 Jan '18 -	Feb '18 - -	Mar '18 -	Apr '18	May '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: Condo/Townhouse/Apt, Single Family Residence

Median Est Value

Median Sales Price

Med Sales Price as a % of Med Est Value

\$300K	 	 	 	 				
\$200K	 	 	 	 	•••••			
\$100K	 	 	 	 				
0		 	 	 		Mar		
0	 	 	 	 		Mar	Apr	



