

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	Aug 2019	Aug 2018	+ / -	YTD 2019	YTD 2018	+ / -
Listing Activity Charts Metrics						
New Listing Count	62	49	+26.5%	339	362	-6.4%
New Listing Volume	\$23,344,598	\$16,425,184	+42.1%	\$118,105,179	\$118,445,591	-0.3%
Active Listing Count	100	115	-13%	N/A	N/A	
Active Listing Volume	\$42,259,023	\$44,177,048	-4.3%	N/A	N/A	
Average Listing Price	\$422,590	\$384,148	+10%	\$402,588	\$389,861	+3.3%
Median Listing Price	\$395,750	\$349,900	+13.1%	\$372,962	\$354,202	+5.3%
Median Days in RPR	46	74	-37.8%	82.47	69.1	+19.3%
Months of Inventory	2.8	3.3	-15.5%	3	2.7	+8.4%
Absorption Rate	36%	30.43%	+5.6%	33.73%	36.57%	-2.8%
Sales Activity Charts Metrics						
New Pending Sales Count	58	32	+81.3%	327	298	+9.7%
New Pending Sales Volume	\$18,089,599	\$10,436,485	+73.3%	\$107,910,816	\$93,857,157	+15%
Pending Sales Count	76	53	+43.4%	N/A	N/A	
Pending Sales Volume	\$25,708,076	\$17,695,739	+45.3%	N/A	N/A	
Closed Sales Count	47	43	+9.3%	258	255	+1.2%
Closed Sales Volume	\$16,038,915	\$12,808,500	+25.2%	\$86,505,673	\$78,462,298	+10.3%
Average Sales Price	\$341,254	\$297,872	+14.6%	\$335,293	\$307,695	+9%
Median Sales Price	\$325,500	\$283,000	+15%	\$321,784	\$293,698	+9.6%

New Listings

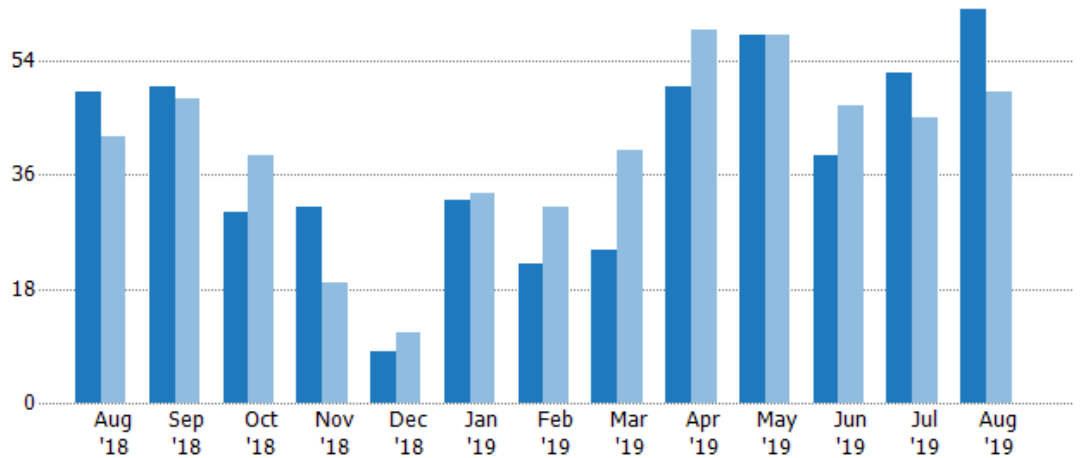
The number of new residential listings that were added each month.

Filters Used

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

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

Month/ Year	Count	% Chg.
Aug '19	62	26.5%
Aug '18	49	16.7%
Aug '17	42	2.4%



Current Year	49	50	30	31	8	32	22	24	50	58	39	52	62
Prior Year	42	48	39	19	11	33	31	40	59	58	47	45	49
Percent Change from Prior Year	17%	4%	-23%	63%	-27%	-3%	-29%	-40%	-15%	0%	-17%	16%	27%

New Listing Volume

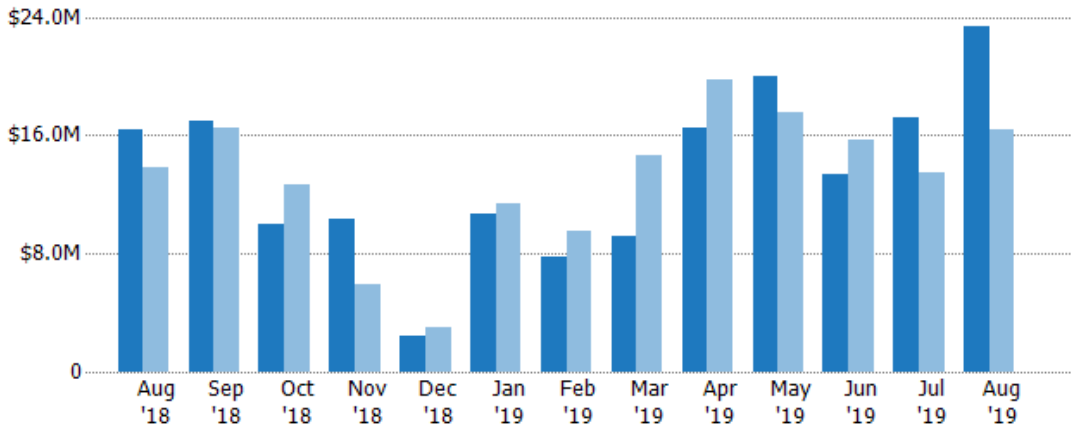
The sum of the listing price of residential listings that were added each month.

Filters Used

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

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

Month/ Year	Volume	% Chg.
Aug '19	\$23.3M	42.1%
Aug '18	\$16.4M	18.4%
Aug '17	\$13.9M	-4.3%



Current Year	\$16.4M	\$17M	\$10M	\$10.3M	\$2.48M	\$10.7M	\$7.78M	\$9.14M	\$16.5M	\$20M	\$13.4M	\$17.2M	\$23.3M
Prior Year	\$13.9M	\$16.5M	\$12.6M	\$5.97M	\$3.01M	\$11.4M	\$9.55M	\$14.6M	\$19.8M	\$17.5M	\$15.7M	\$13.5M	\$16.4M
Percent Change from Prior Year	18%	3%	-21%	72%	-18%	-6%	-19%	-38%	-17%	14%	-15%	28%	42%

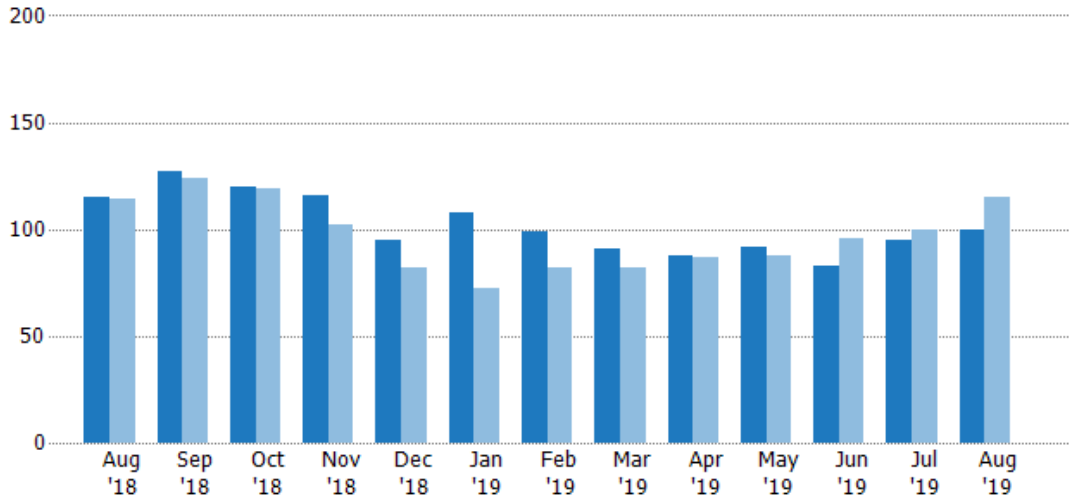
Active Listings

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



	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19
Current Year	115	127	120	116	95	108	99	91	88	92	83	95	100
Prior Year	114	124	119	102	82	72	82	82	87	88	96	100	115
Percent Change from Prior Year	1%	2%	1%	14%	16%	50%	21%	11%	1%	5%	-14%	-5%	-13%

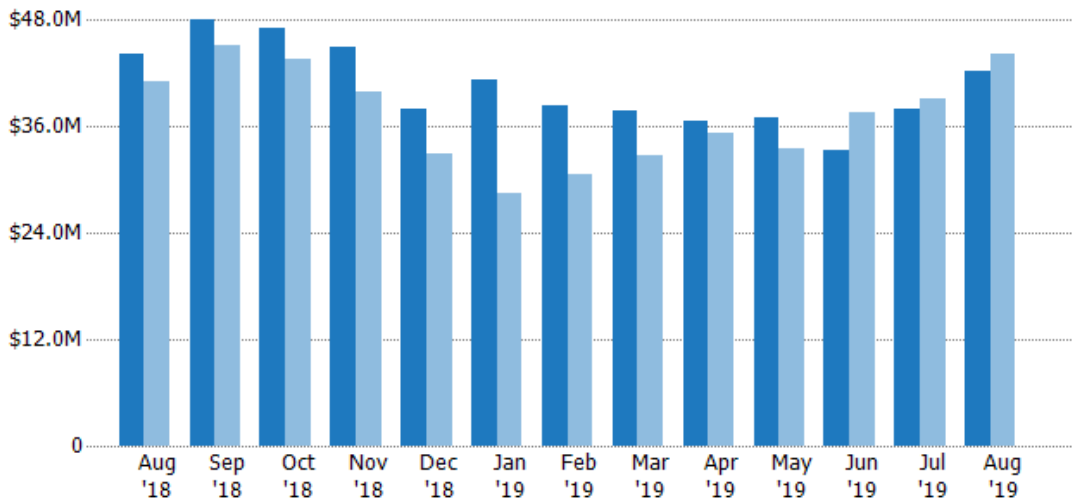
Active Listing Volume

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



	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19
Current Year	\$44.2M	\$48.1M	\$47.1M	\$45M	\$38M	\$41.3M	\$38.3M	\$37.7M	\$36.6M	\$37M	\$33.3M	\$37.9M	\$42.3M
Prior Year	\$41.1M	\$45.1M	\$43.6M	\$39.9M	\$32.9M	\$28.5M	\$30.6M	\$32.7M	\$35.2M	\$33.5M	\$37.6M	\$39.2M	\$44.2M
Percent Change from Prior Year	8%	7%	8%	13%	15%	45%	25%	15%	4%	10%	-12%	-3%	-4%

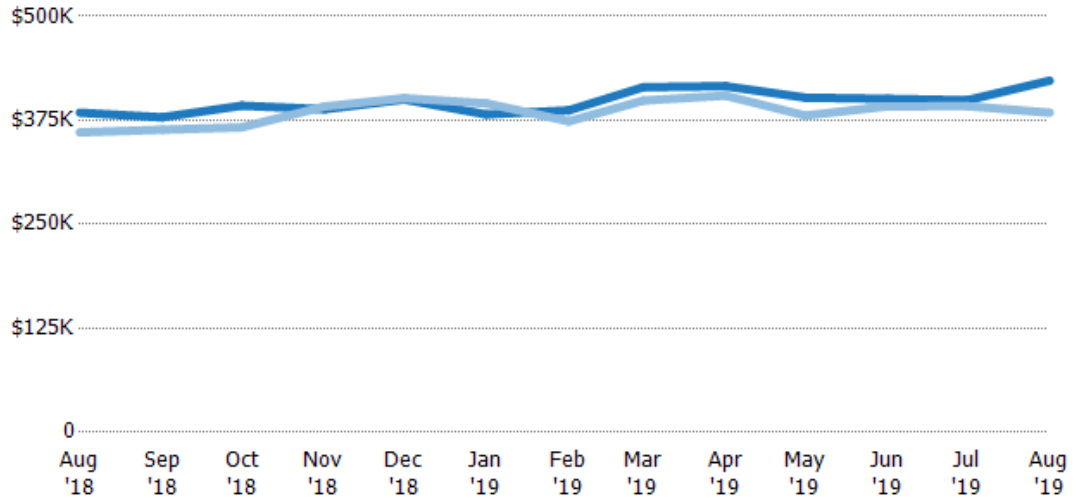
Average Listing Price

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.
Aug '19	\$423K	10%
Aug '18	\$384K	6.6%
Aug '17	\$360K	-5.8%



Current Year	\$384K	\$379K	\$393K	\$388K	\$400K	\$382K	\$387K	\$415K	\$416K	\$402K	\$401K	\$399K	\$423K
Prior Year	\$360K	\$364K	\$367K	\$391K	\$402K	\$395K	\$374K	\$399K	\$405K	\$381K	\$392K	\$392K	\$384K
Percent Change from Prior Year	7%	4%	7%	-1%	0%	-3%	4%	4%	3%	6%	2%	2%	10%

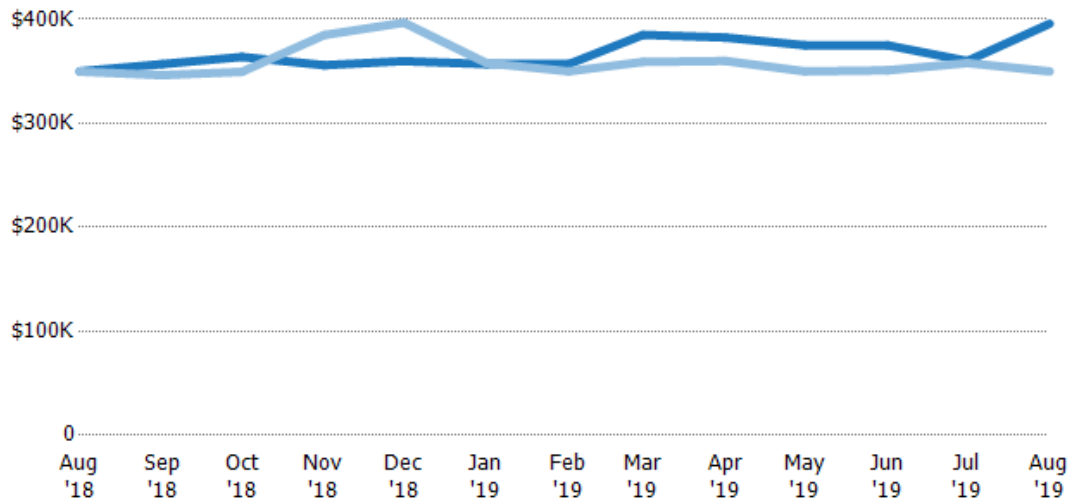
Median Listing Price

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.
Aug '19	\$396K	13.1%
Aug '18	\$350K	0.1%
Aug '17	\$350K	-8.9%



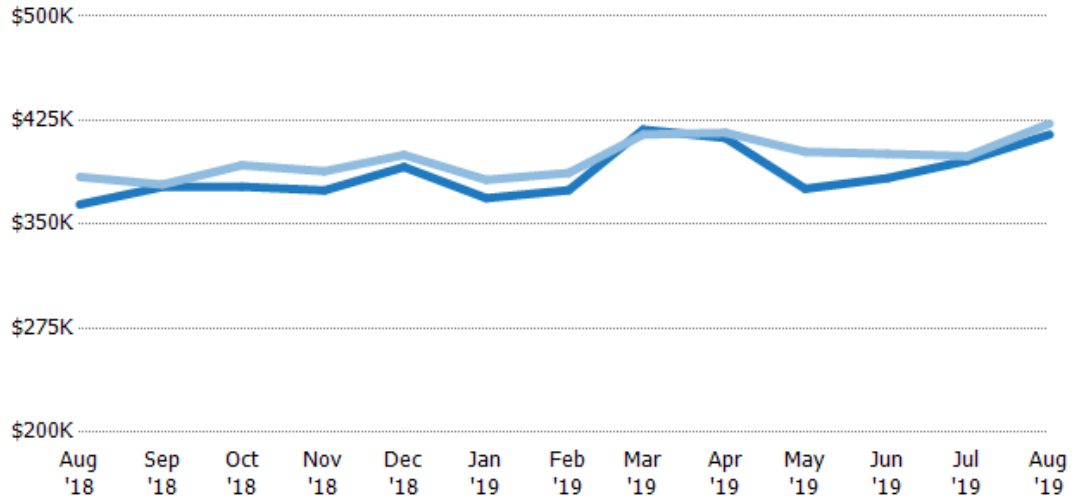
Current Year	\$350K	\$357K	\$364K	\$356K	\$360K	\$357K	\$357K	\$385K	\$382K	\$375K	\$375K	\$360K	\$396K
Prior Year	\$350K	\$346K	\$350K	\$385K	\$397K	\$358K	\$350K	\$359K	\$360K	\$350K	\$351K	\$358K	\$350K
Percent Change from Prior Year	0%	3%	4%	-8%	-9%	0%	2%	7%	6%	7%	7%	1%	13%

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



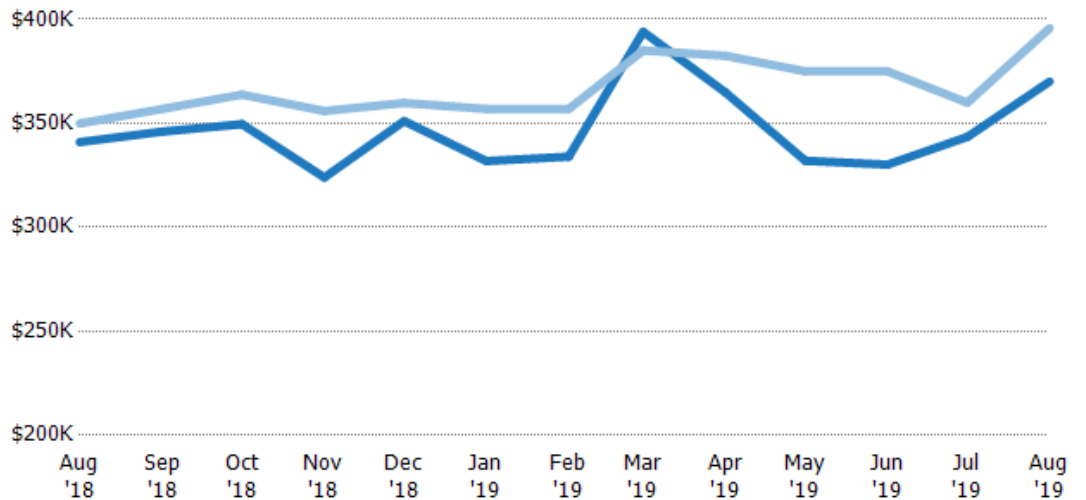
	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19
Avg Est Value	\$364K	\$377K	\$377K	\$374K	\$391K	\$369K	\$375K	\$418K	\$412K	\$376K	\$383K	\$396K	\$415K
Avg Listing Price	\$384K	\$379K	\$393K	\$388K	\$400K	\$382K	\$387K	\$415K	\$416K	\$402K	\$401K	\$399K	\$423K
Avg Listing Price as a % of Avg Est Value	105%	100%	104%	104%	102%	104%	103%	99%	101%	107%	105%	101%	102%

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



	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19
Median Est Value	\$341K	\$346K	\$350K	\$324K	\$351K	\$332K	\$334K	\$394K	\$365K	\$332K	\$330K	\$343K	\$370K
Median Listing Price	\$350K	\$357K	\$364K	\$356K	\$360K	\$357K	\$357K	\$385K	\$382K	\$375K	\$375K	\$360K	\$396K
Med Listing Price as a % of Med Est Value	103%	103%	104%	110%	102%	108%	107%	98%	105%	113%	114%	105%	107%

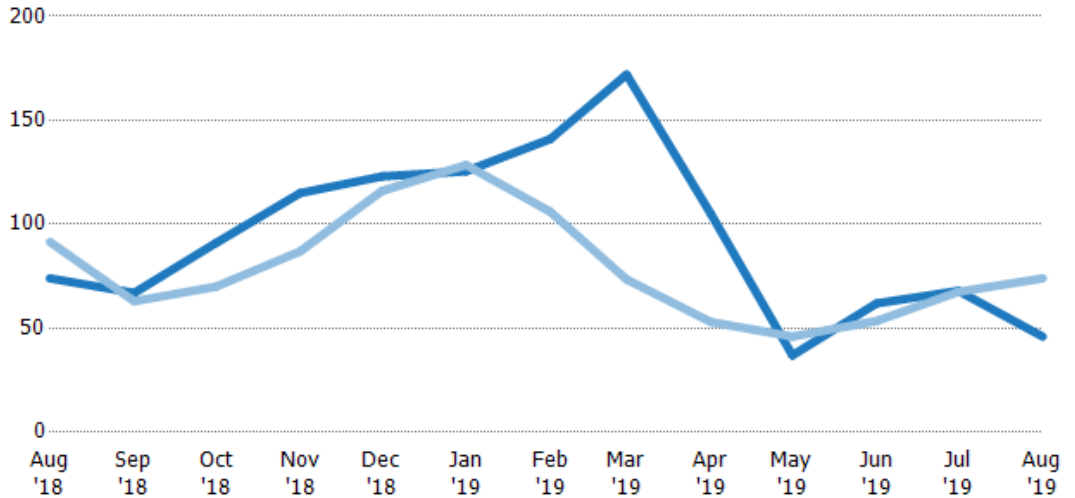
Median Days in RPR

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.
Aug '19	46	-37.8%
Aug '18	74	-19.1%
Aug '17	91.5	-8.7%



Current Year	74	67	91	115	123	126	141	172	105	37	62	68	46
Prior Year	91.5	63	70	87	116	129	106	73.5	53	46	53.5	67.5	74
Percent Change from Prior Year	-19%	6%	30%	32%	6%	-2%	33%	134%	98%	-20%	16%	1%	-38%

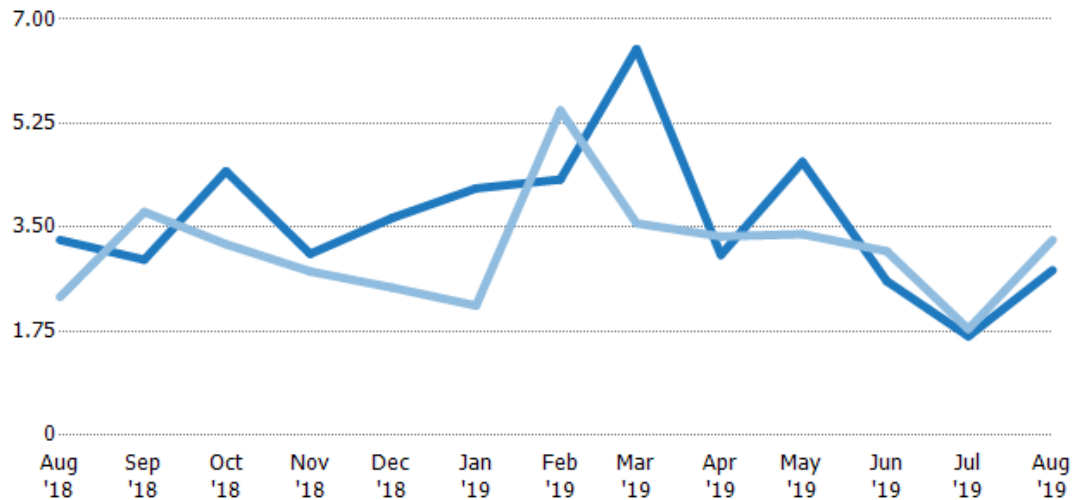
Months of Inventory

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.
Aug '19	2.78	-15.5%
Aug '18	3.29	41.2%
Aug '17	2.33	77.1%



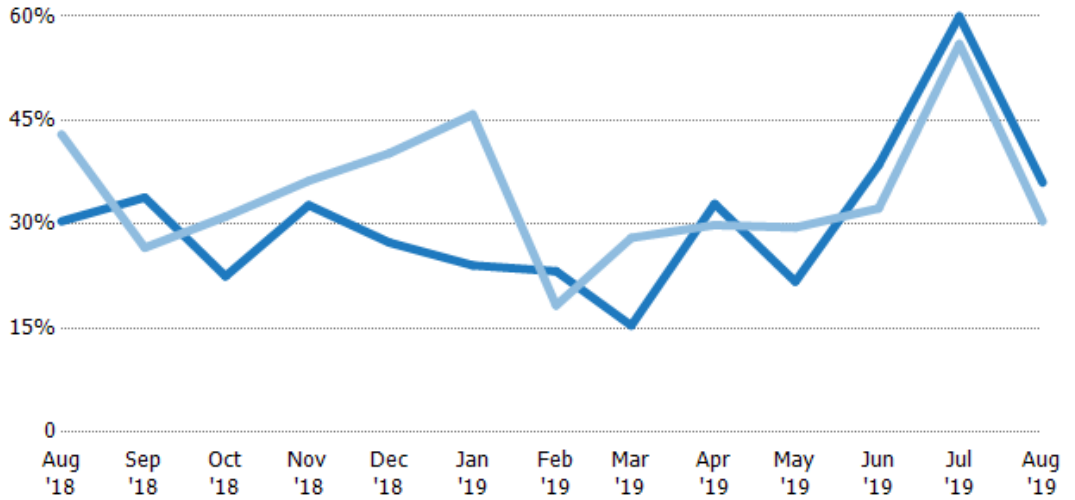
Current Year	3.29	2.95	4.44	3.05	3.65	4.15	4.3	6.5	3.03	4.6	2.59	1.67	2.78
Prior Year	2.33	3.76	3.22	2.76	2.48	2.18	5.47	3.57	3.35	3.38	3.1	1.79	3.29
Percent Change from Prior Year	41%	-21%	38%	11%	47%	90%	-21%	82%	-9%	36%	-16%	-7%	-15%

Absorption Rate

The percentage of inventory sold per month.

Filters Used

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



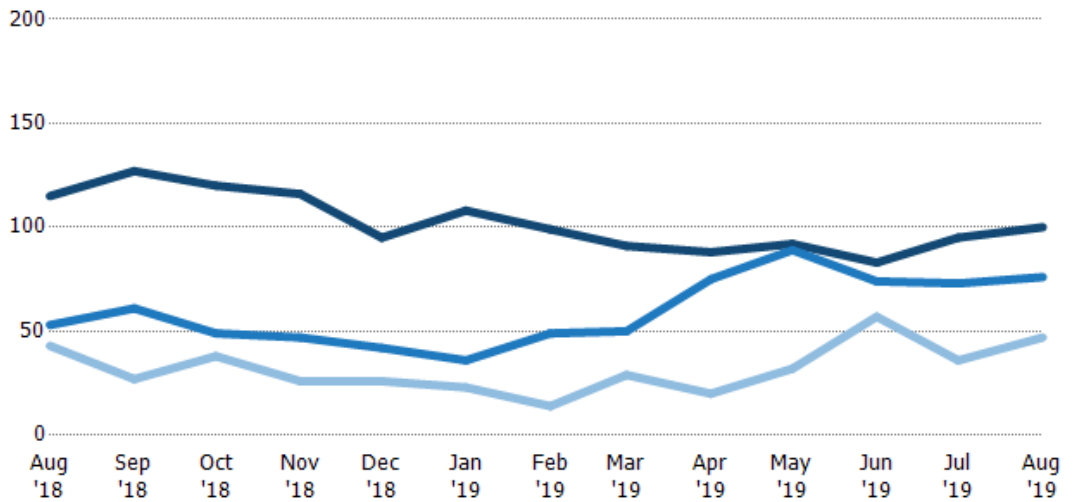
	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19
Current Year	30%	34%	23%	33%	27%	24%	23%	15%	33%	22%	39%	60%	36%
Prior Year	43%	27%	31%	36%	40%	46%	18%	28%	30%	30%	32%	56%	30%
Change from Prior Year	13%	-7%	9%	4%	13%	22%	-5%	13%	-3%	8%	-6%	-4%	-6%

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



	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19
Active	115	127	120	116	95	108	99	91	88	92	83	95	100
Pending	53	61	49	47	42	36	49	50	75	89	74	73	76
Sold	43	27	38	26	26	23	14	29	20	32	57	36	47

New Pending Sales

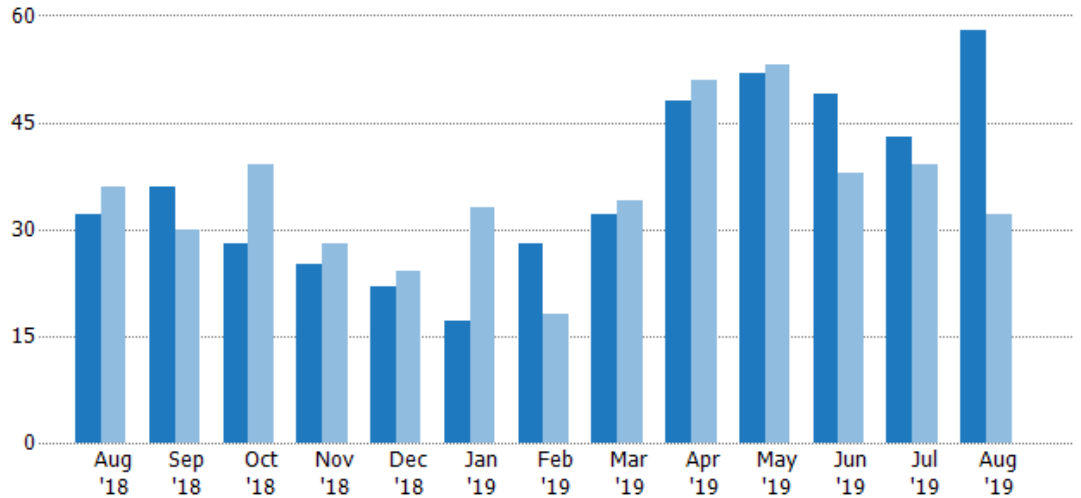
The number of residential properties with accepted offers that were added each month.

Filters Used

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

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

Month/ Year	Count	% Chg.
Aug '19	58	81.3%
Aug '18	32	-11.1%
Aug '17	36	30.6%



Current Year	32	36	28	25	22	17	28	32	48	52	49	43	58
Prior Year	36	30	39	28	24	33	18	34	51	53	38	39	32
Percent Change from Prior Year	-11%	20%	-28%	-11%	-8%	-48%	56%	-6%	-6%	-2%	29%	10%	81%

New Pending Sales Volume

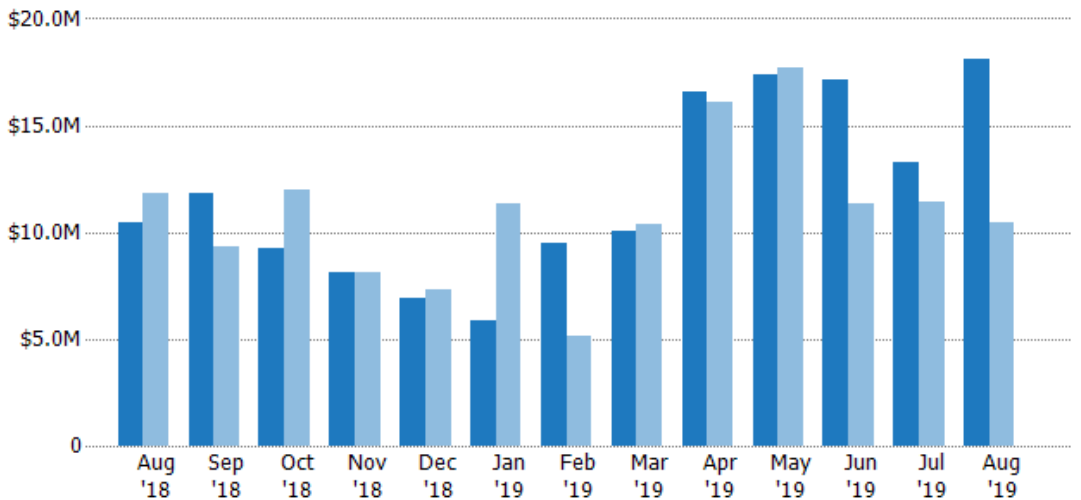
The sum of the sales price of residential properties with accepted offers that were added each month.

Filters Used

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

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

Month/ Year	Volume	% Chg.
Aug '19	\$18.1M	73.3%
Aug '18	\$10.4M	-11.4%
Aug '17	\$11.8M	19.4%



Current Year	\$10.4M	\$11.8M	\$9.21M	\$8.08M	\$6.91M	\$5.89M	\$9.48M	\$10.1M	\$16.5M	\$17.4M	\$17.1M	\$13.3M	\$18.1M
Prior Year	\$11.8M	\$9.31M	\$12M	\$8.13M	\$7.35M	\$11.3M	\$5.16M	\$10.4M	\$16.1M	\$17.7M	\$11.3M	\$11.4M	\$10.4M
Percent Change from Prior Year	-11%	27%	-23%	-1%	-6%	-48%	84%	-3%	3%	-2%	51%	17%	73%

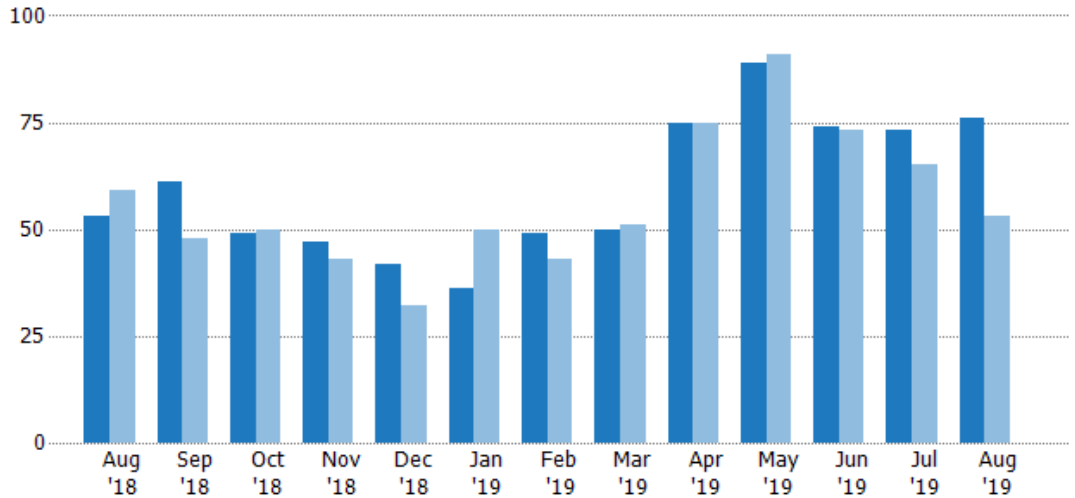
Pending Sales

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.
Aug '19	76	43.4%
Aug '18	53	-10.2%
Aug '17	59	33.9%



Current Year	53	61	49	47	42	36	49	50	75	89	74	73	76
Prior Year	59	48	50	43	32	50	43	51	75	91	73	65	53
Percent Change from Prior Year	-10%	27%	-2%	9%	31%	-28%	14%	-2%	0%	-2%	1%	12%	43%

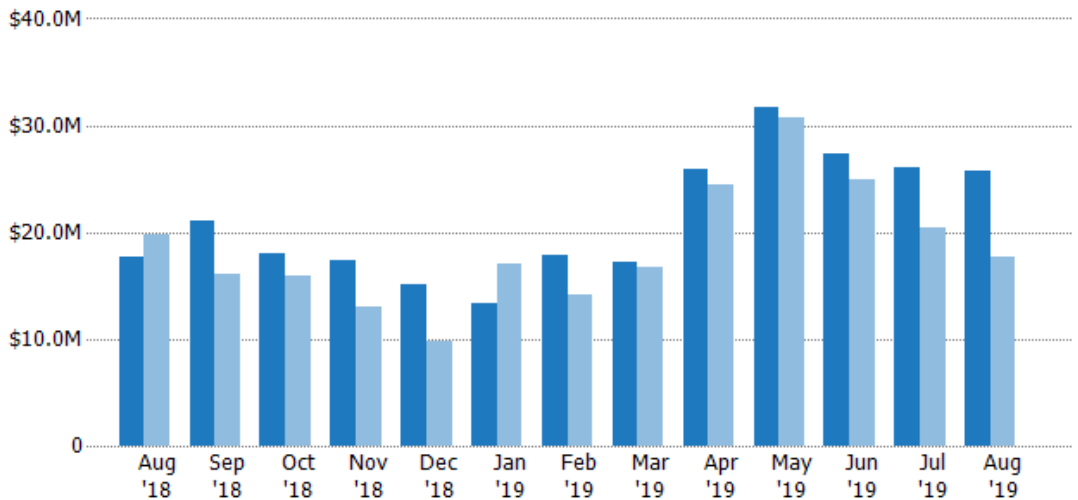
Pending Sales Volume

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.
Aug '19	\$25.7M	45.3%
Aug '18	\$17.7M	-10.7%
Aug '17	\$19.8M	25.8%



Current Year	\$17.7M	\$21.1M	\$18M	\$17.3M	\$15.2M	\$13.3M	\$17.8M	\$17.2M	\$25.9M	\$31.7M	\$27.4M	\$26M	\$25.7M
Prior Year	\$19.8M	\$16M	\$16M	\$12.9M	\$9.73M	\$17.1M	\$14.1M	\$16.8M	\$24.4M	\$30.8M	\$24.9M	\$20.5M	\$17.7M
Percent Change from Prior Year	-11%	32%	13%	34%	56%	-22%	27%	2%	6%	3%	10%	27%	45%

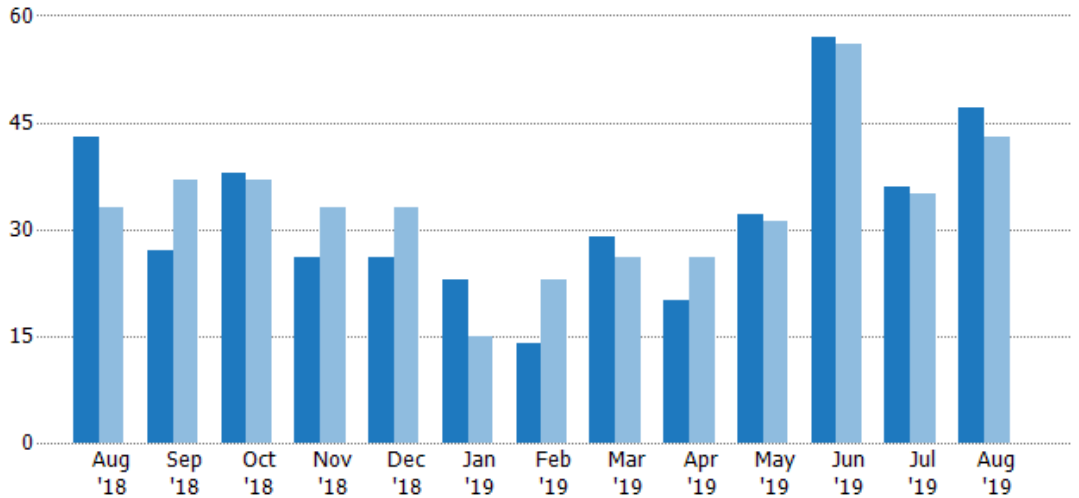
Closed Sales

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.
Aug '19	47	9.3%
Aug '18	43	30.3%
Aug '17	33	33.3%

	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19
Current Year	43	27	38	26	26	23	14	29	20	32	57	36	47
Prior Year	33	37	37	33	33	15	23	26	26	31	56	35	43
Percent Change from Prior Year	30%	-27%	3%	-21%	-21%	53%	-39%	12%	-23%	3%	2%	3%	9%

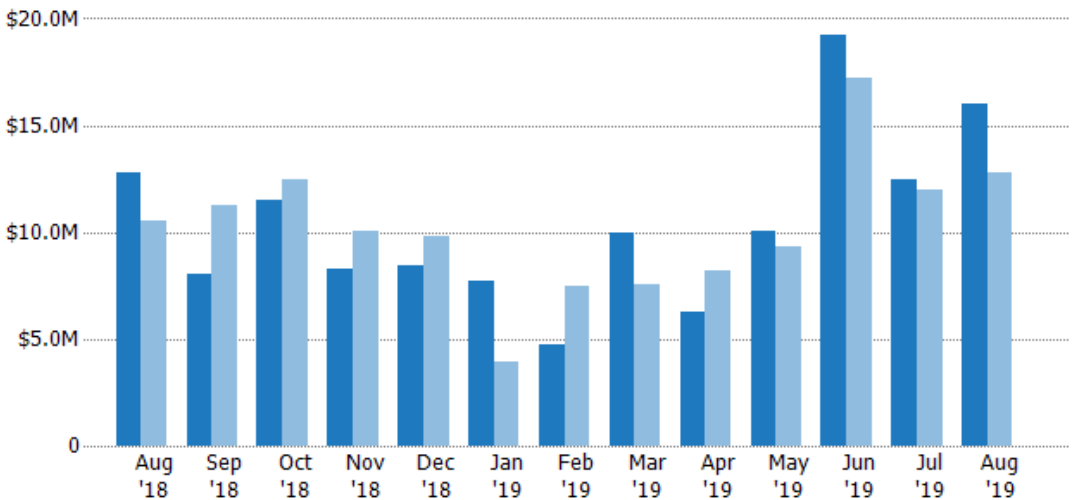
Closed Sales Volume

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.
Aug '19	\$16M	25.2%
Aug '18	\$12.8M	21.3%
Aug '17	\$10.6M	13.6%

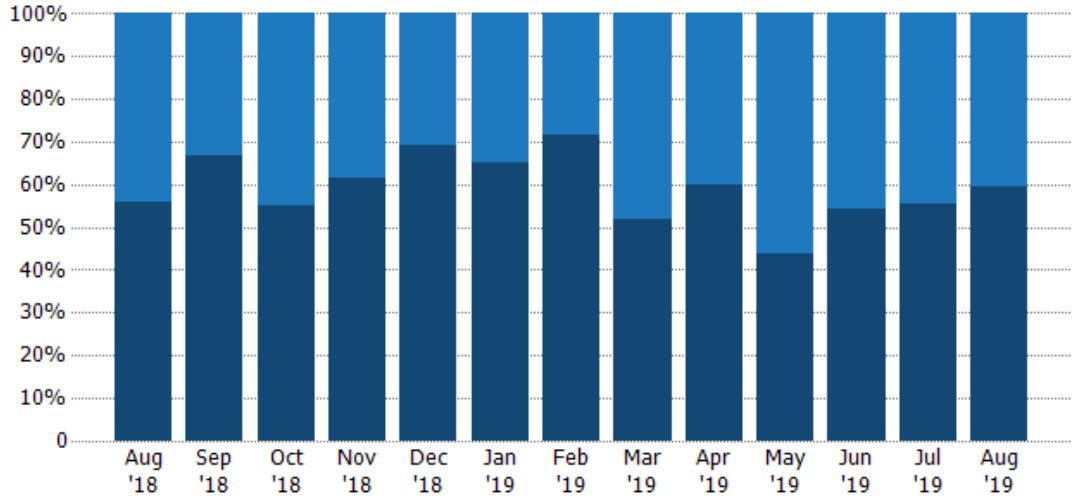
	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19
Current Year	\$12.8M	\$8.08M	\$11.5M	\$8.31M	\$8.46M	\$7.73M	\$4.76M	\$9.95M	\$6.3M	\$10.1M	\$19.2M	\$12.5M	\$16M
Prior Year	\$10.6M	\$11.3M	\$12.5M	\$10.1M	\$9.83M	\$3.93M	\$7.46M	\$7.52M	\$8.21M	\$9.36M	\$17.2M	\$11.9M	\$12.8M
Percent Change from Prior Year	21%	-28%	-8%	-18%	-14%	97%	-36%	32%	-23%	7%	11%	5%	25%

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



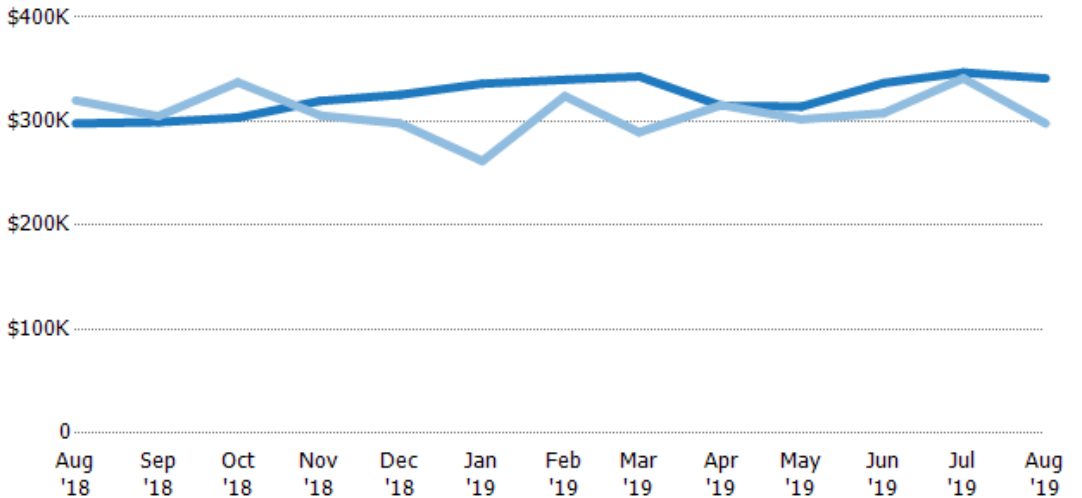
Property Type	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19
Condo/Townhouse	44%	33%	45%	38%	31%	35%	29%	48%	40%	56%	46%	44%	40%
Single Family Residence	56%	67%	55%	62%	69%	65%	71%	52%	60%	44%	54%	56%	60%

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



Month/Year	Price	% Chg.
Aug '19	\$341K	14.6%
Aug '18	\$298K	-6.9%
Aug '17	\$320K	-14.8%

Property Type	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19
Current Year	\$298K	\$299K	\$303K	\$320K	\$326K	\$336K	\$340K	\$343K	\$315K	\$314K	\$337K	\$347K	\$341K
Prior Year	\$320K	\$305K	\$337K	\$306K	\$298K	\$262K	\$324K	\$289K	\$316K	\$302K	\$308K	\$341K	\$298K
Percent Change from Prior Year	-7%	-2%	-10%	5%	9%	28%	5%	19%	0%	4%	9%	2%	15%

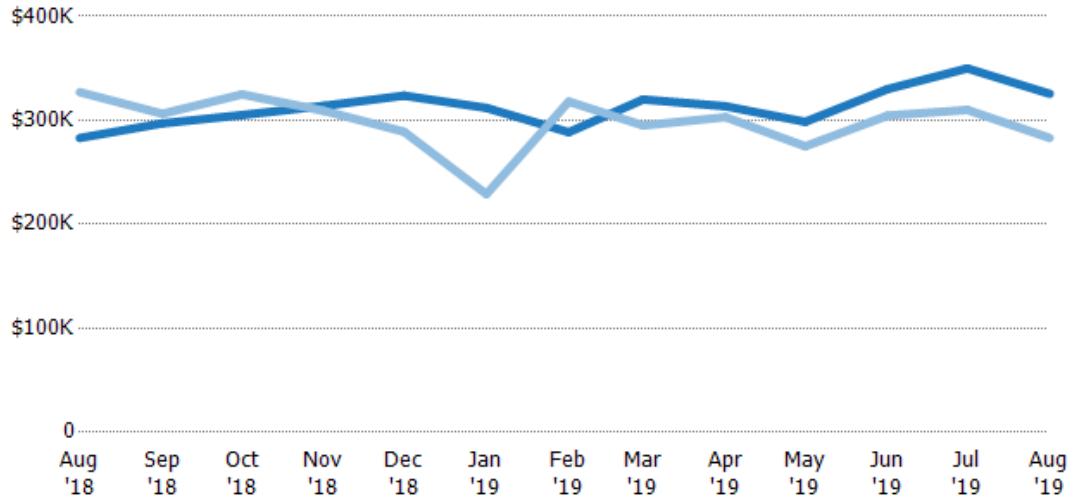
Median Sales Price

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.
Aug '19	\$326K	15%
Aug '18	\$283K	-13.5%
Aug '17	\$327K	-24.3%



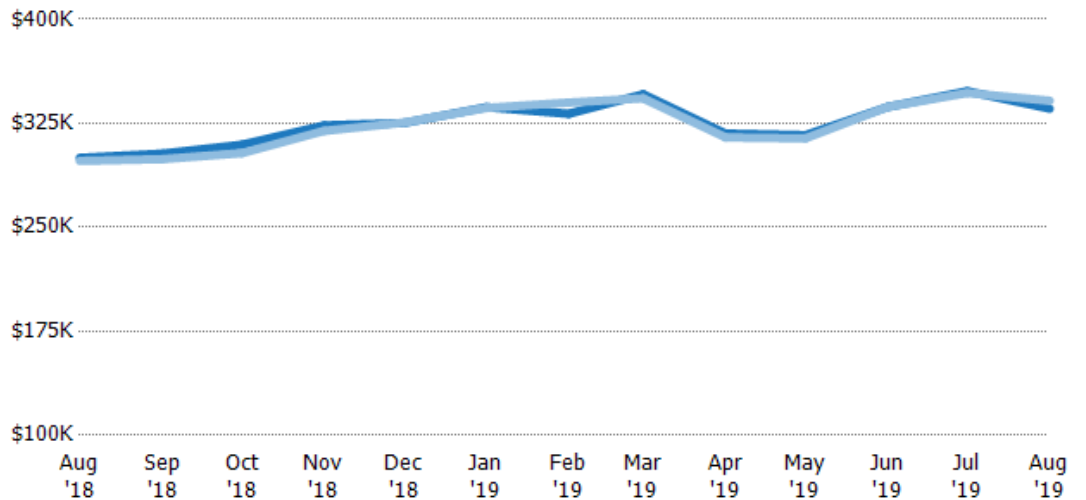
	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19
Current Year	\$283K	\$297K	\$305K	\$314K	\$324K	\$312K	\$289K	\$320K	\$314K	\$299K	\$330K	\$350K	\$326K
Prior Year	\$327K	\$306K	\$325K	\$309K	\$289K	\$229K	\$318K	\$295K	\$303K	\$275K	\$305K	\$310K	\$283K
Percent Change from Prior Year	-13%	-3%	-6%	2%	12%	36%	-9%	8%	3%	9%	8%	13%	15%

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



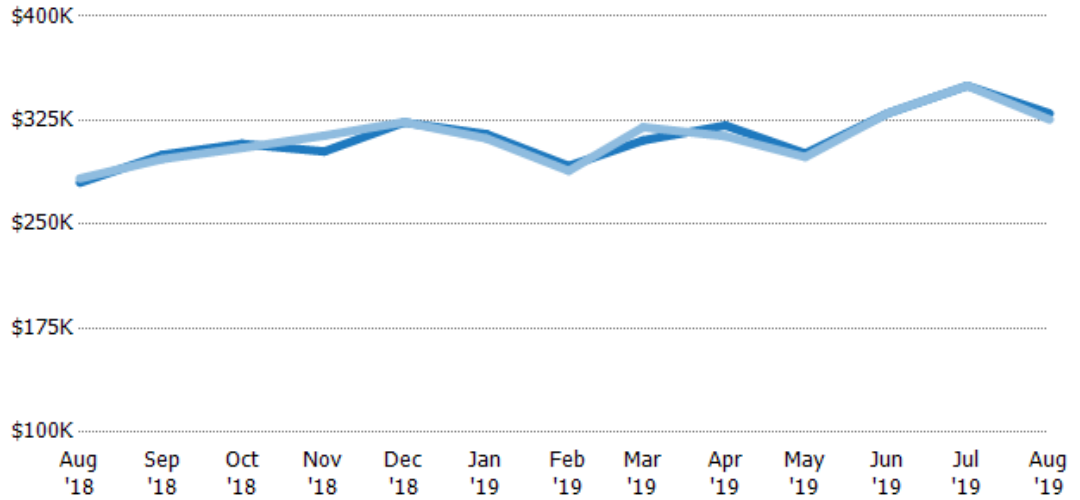
	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19
Avg List Price	\$300K	\$303K	\$310K	\$323K	\$325K	\$337K	\$332K	\$346K	\$318K	\$316K	\$337K	\$348K	\$336K
Avg Sales Price	\$298K	\$299K	\$303K	\$320K	\$326K	\$336K	\$340K	\$343K	\$315K	\$314K	\$337K	\$347K	\$341K
Avg Sales Price as a % of Avg List Price	99%	99%	98%	99%	100%	100%	102%	99%	99%	99%	100%	100%	102%

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



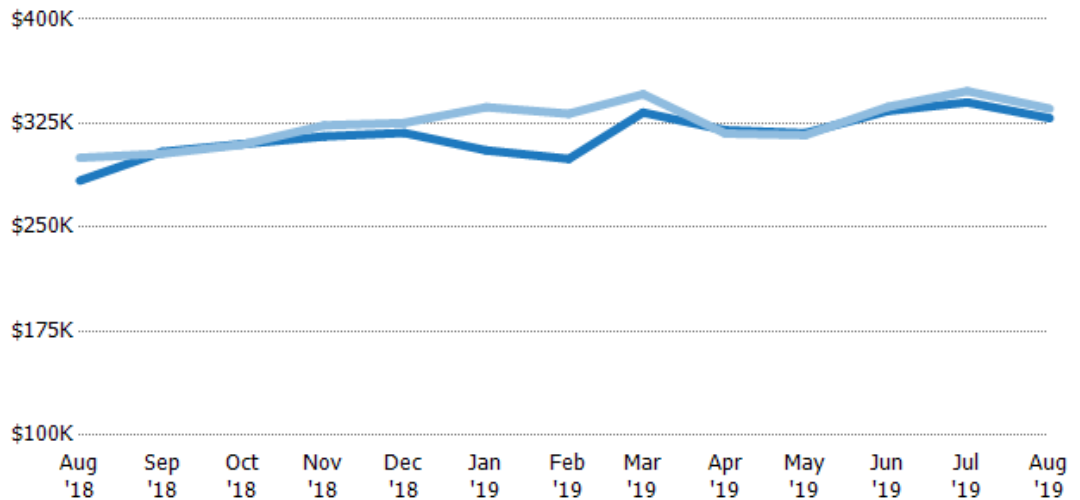
	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19
Median List Price	\$280K	\$300K	\$308K	\$303K	\$323K	\$315K	\$292K	\$311K	\$321K	\$301K	\$330K	\$350K	\$330K
Median Sales Price	\$283K	\$297K	\$305K	\$314K	\$324K	\$312K	\$289K	\$320K	\$314K	\$299K	\$330K	\$350K	\$326K
Med Sales Price as a % of Med List Price	101%	99%	99%	104%	100%	99%	99%	103%	98%	99%	100%	100%	99%

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



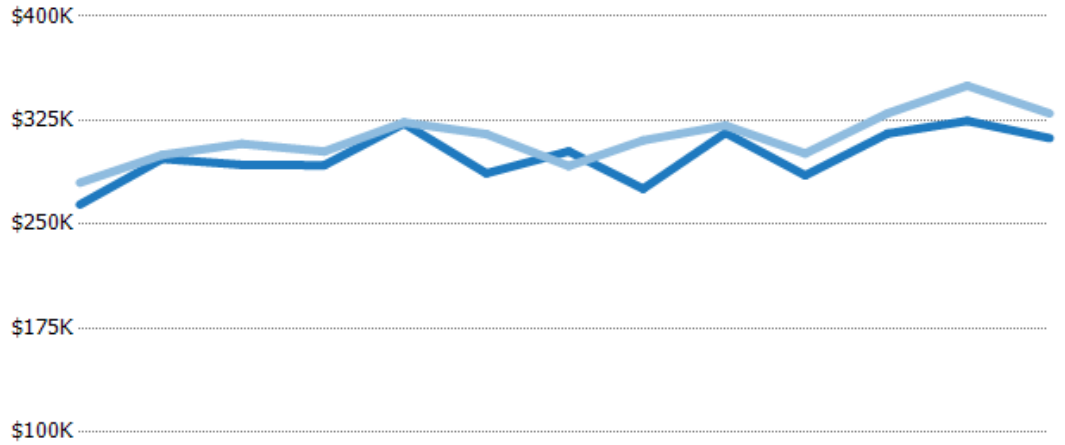
	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19
Avg Est Value	\$284K	\$304K	\$310K	\$315K	\$318K	\$305K	\$299K	\$333K	\$320K	\$318K	\$334K	\$340K	\$329K
Avg Sales Price	\$300K	\$303K	\$310K	\$323K	\$325K	\$337K	\$332K	\$346K	\$318K	\$316K	\$337K	\$348K	\$336K
Avg Sales Price as a % of Avg Est Value	106%	100%	100%	103%	102%	110%	111%	104%	99%	100%	101%	102%	102%

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



	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19
Median Est Value	\$264K	\$297K	\$293K	\$293K	\$323K	\$287K	\$303K	\$276K	\$316K	\$285K	\$315K	\$325K	\$312K
Median Sales Price	\$280K	\$300K	\$308K	\$303K	\$323K	\$315K	\$292K	\$311K	\$321K	\$301K	\$330K	\$350K	\$330K
Med Sales Price as a % of Med Est Value	106%	101%	105%	103%	100%	110%	96%	113%	102%	106%	105%	108%	106%