

## 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	Jul 2019	Jul 2018	+ / -	YTD 2019	YTD 2018	+ / -
<b>Listing Activity Charts Metrics</b>						
New Listing Count	52	45	+15.6%	277	313	-11.5%
New Listing Volume	\$17,241,461	\$13,465,400	+28%	\$94,760,581	\$102,020,407	-7.1%
Active Listing Count	95	100	-5%	N/A	N/A	
Active Listing Volume	\$37,912,524	\$39,200,949	-3.3%	N/A	N/A	
Average Listing Price	\$399,079	\$392,009	+1.8%	\$399,539	\$390,944	+2.2%
Median Listing Price	\$359,900	\$357,950	+0.5%	\$369,488	\$355,016	+4.1%
Median Days in RPR	68	67.5	+0.7%	90.59	68.11	+33%
Months of Inventory	1.7	1.8	-6.7%	3.1	2.6	+17.8%
Absorption Rate	60%	56%	+4%	32.32%	38.06%	-5.7%
<b>Sales Activity Charts Metrics</b>						
New Pending Sales Count	43	39	+10.3%	270	266	+1.5%
New Pending Sales Volume	\$13,300,011	\$11,403,154	+16.6%	\$90,201,117	\$83,420,672	+8.1%
Pending Sales Count	74	65	+13.8%	N/A	N/A	
Pending Sales Volume	\$26,412,277	\$20,454,354	+29.1%	N/A	N/A	
Closed Sales Count	36	35	+2.9%	211	212	-0.5%
Closed Sales Volume	\$12,486,963	\$11,945,926	+4.5%	\$70,466,758	\$65,653,798	+7.3%
Average Sales Price	\$346,860	\$341,312	+1.6%	\$333,966	\$309,688	+7.8%
Median Sales Price	\$349,900	\$310,000	+12.9%	\$320,956	\$295,868	+8.5%

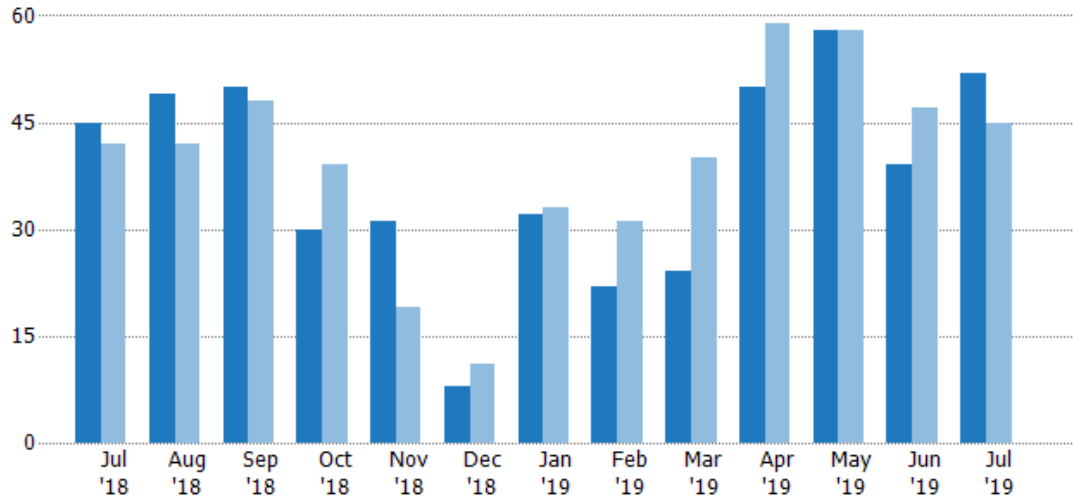
## New Listings

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.
Jul '19	52	15.6%
Jul '18	45	7.1%
Jul '17	42	40.5%



Current Year	45	49	50	30	31	8	32	22	24	50	58	39	52
Prior Year	42	42	48	39	19	11	33	31	40	59	58	47	45
Percent Change from Prior Year	7%	17%	4%	-23%	63%	-27%	-3%	-29%	-40%	-15%	0%	-17%	16%

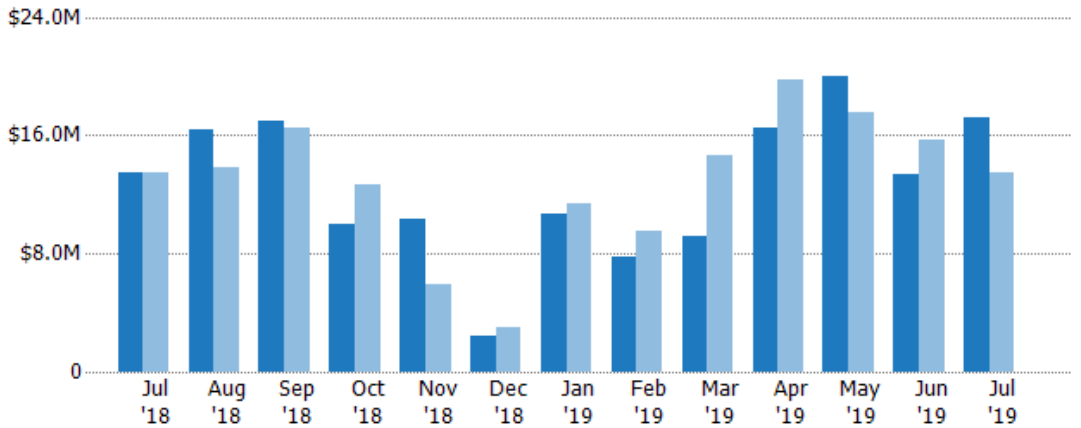
## New Listing Volume

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.
Jul '19	\$17.2M	28%
Jul '18	\$13.5M	0.3%
Jul '17	\$13.4M	36.2%



Current Year	\$13.5M	\$16.4M	\$17M	\$10M	\$10.3M	\$2.48M	\$10.7M	\$7.78M	\$9.14M	\$16.5M	\$20M	\$13.4M	\$17.2M
Prior Year	\$13.4M	\$13.9M	\$16.5M	\$12.6M	\$5.97M	\$3.01M	\$11.4M	\$9.55M	\$14.6M	\$19.8M	\$17.5M	\$15.7M	\$13.5M
Percent Change from Prior Year	0%	18%	3%	-21%	72%	-18%	-6%	-19%	-38%	-17%	14%	-15%	28%

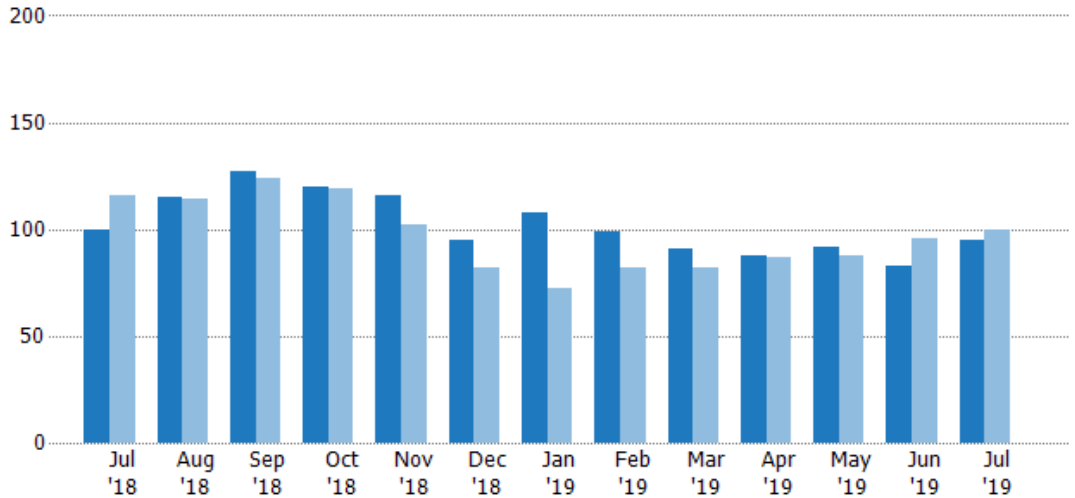
## Active Listings

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



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

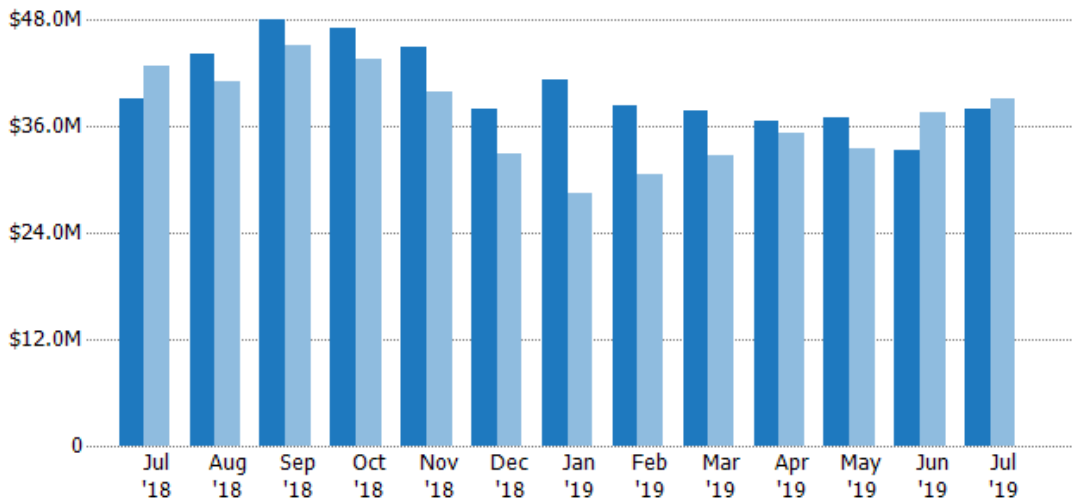
## Active Listing Volume

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



	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19
Current Year	\$39.2M	\$44.2M	\$48.1M	\$47.1M	\$45M	\$38M	\$41.3M	\$38.3M	\$37.7M	\$36.6M	\$37M	\$33.3M	\$37.9M
Prior Year	\$42.7M	\$41.1M	\$45.1M	\$43.6M	\$39.9M	\$32.9M	\$28.5M	\$30.6M	\$32.7M	\$35.2M	\$33.5M	\$37.6M	\$39.2M
Percent Change from Prior Year	-8%	8%	7%	8%	13%	15%	45%	25%	15%	4%	10%	-12%	-3%

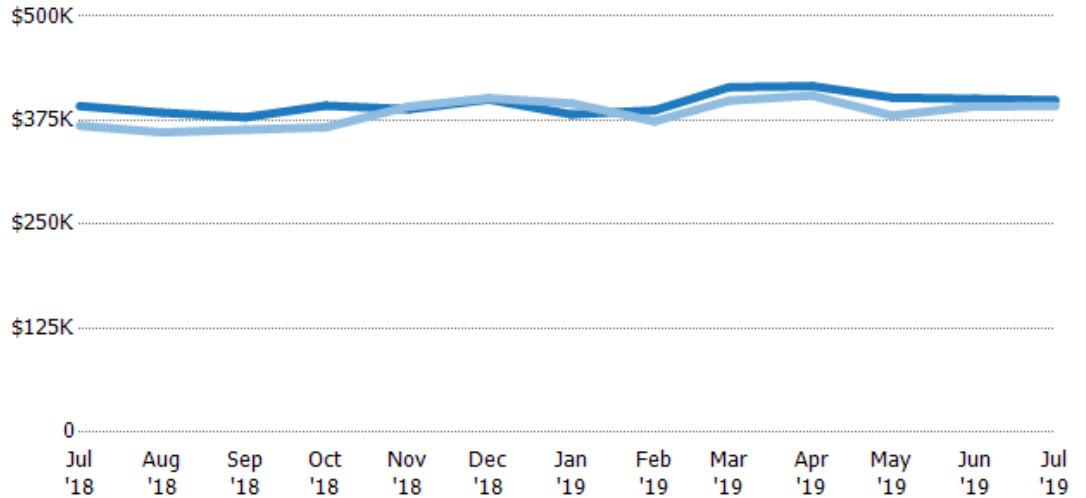
## Average Listing Price

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.
Jul '19	\$399K	1.8%
Jul '18	\$392K	6.4%
Jul '17	\$368K	-8.7%



Current Year	\$392K	\$384K	\$379K	\$393K	\$388K	\$400K	\$382K	\$387K	\$415K	\$416K	\$402K	\$401K	\$399K
Prior Year	\$368K	\$360K	\$364K	\$367K	\$391K	\$402K	\$395K	\$374K	\$399K	\$405K	\$381K	\$392K	\$392K
Percent Change from Prior Year	6%	7%	4%	7%	-1%	0%	-3%	4%	4%	3%	6%	2%	2%

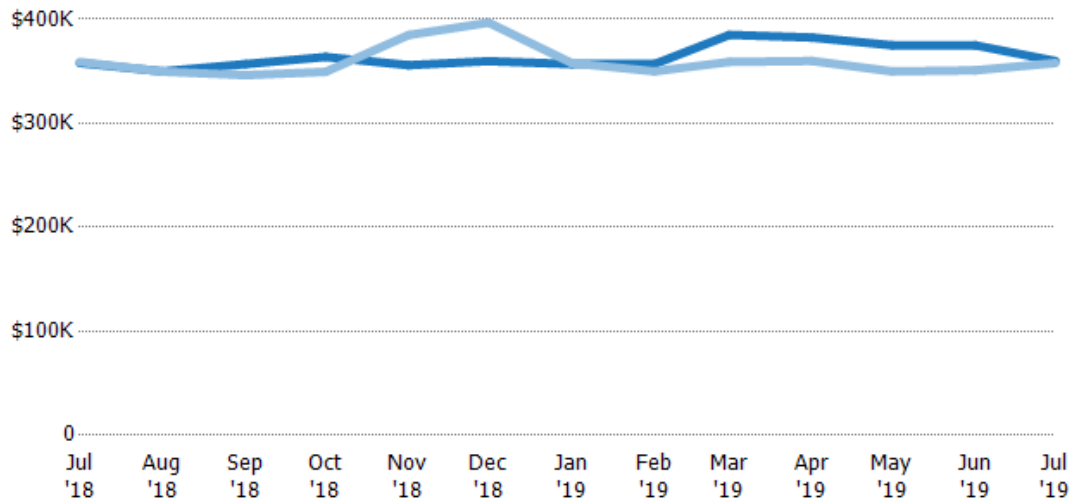
## Median Listing Price

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.
Jul '19	\$360K	0.5%
Jul '18	\$358K	-0.3%
Jul '17	\$359K	-10.2%



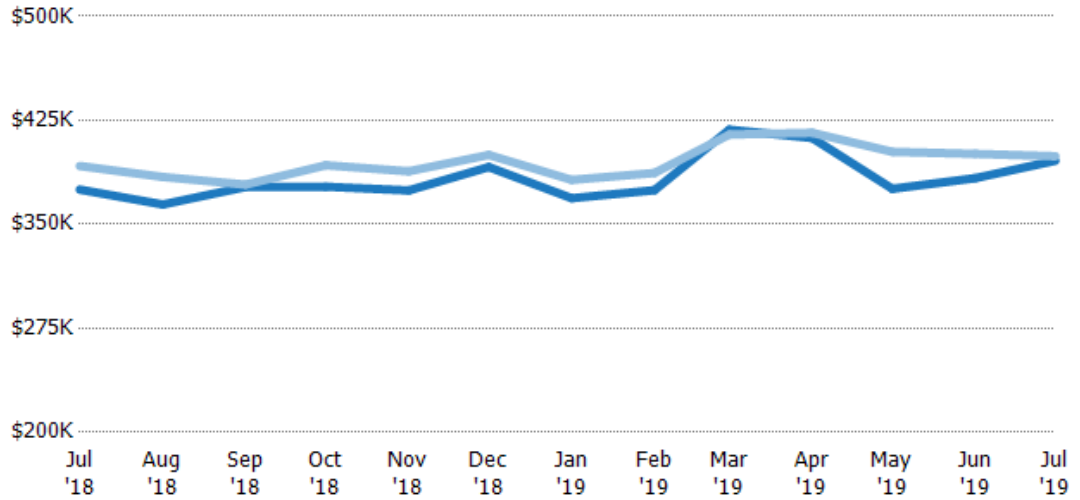
Current Year	\$358K	\$350K	\$357K	\$364K	\$356K	\$360K	\$357K	\$357K	\$385K	\$382K	\$375K	\$375K	\$360K
Prior Year	\$359K	\$350K	\$346K	\$350K	\$385K	\$397K	\$358K	\$350K	\$359K	\$360K	\$350K	\$351K	\$358K
Percent Change from Prior Year	0%	0%	3%	4%	-8%	-9%	0%	2%	7%	6%	7%	7%	1%

## 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



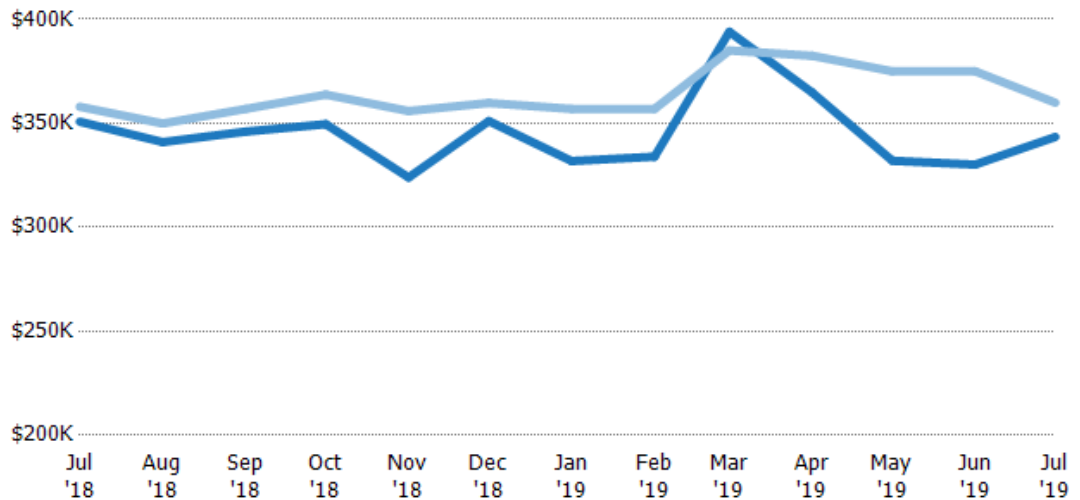
	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19
Avg Est Value	\$375K	\$364K	\$377K	\$377K	\$374K	\$391K	\$369K	\$375K	\$418K	\$412K	\$376K	\$383K	\$396K
Avg Listing Price	\$392K	\$384K	\$379K	\$393K	\$388K	\$400K	\$382K	\$387K	\$415K	\$416K	\$402K	\$401K	\$399K
Avg Listing Price as a % of Avg Est Value	105%	105%	100%	104%	104%	102%	104%	103%	99%	101%	107%	105%	101%

## 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



	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19
Median Est Value	\$351K	\$341K	\$346K	\$350K	\$324K	\$351K	\$332K	\$334K	\$394K	\$365K	\$332K	\$330K	\$343K
Median Listing Price	\$358K	\$350K	\$357K	\$364K	\$356K	\$360K	\$357K	\$357K	\$385K	\$382K	\$375K	\$375K	\$360K
Med Listing Price as a % of Med Est Value	102%	103%	103%	104%	110%	102%	108%	107%	98%	105%	113%	114%	105%

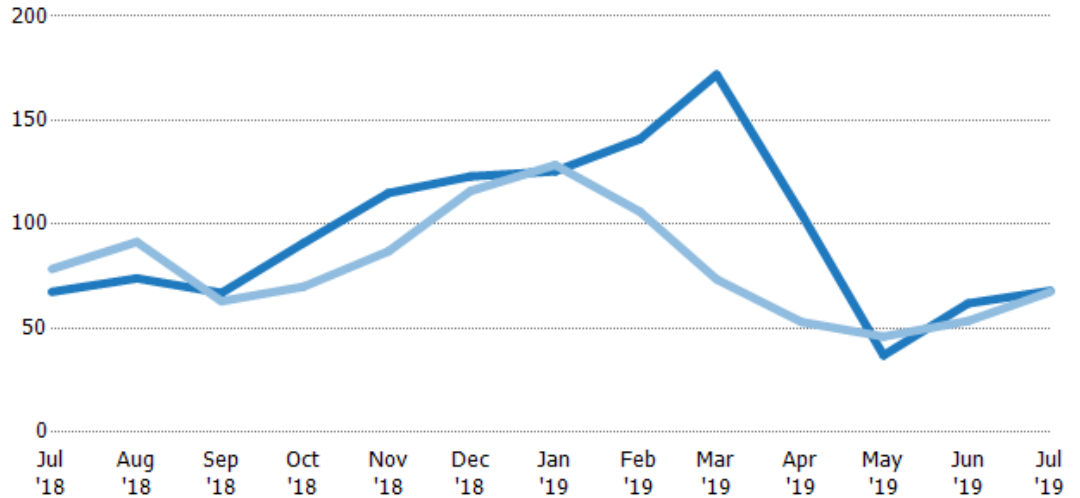
## Median Days in RPR

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.
Jul '19	68	0.7%
Jul '18	67.5	-14%
Jul '17	78.5	-3.8%



	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19
Current Year	67.5	74	67	91	115	123	126	141	172	105	37	62	68
Prior Year	78.5	91.5	63	70	87	116	129	106	73.5	53	46	53.5	67.5
Percent Change from Prior Year	-14%	-19%	6%	30%	32%	6%	-2%	33%	134%	98%	-20%	16%	1%

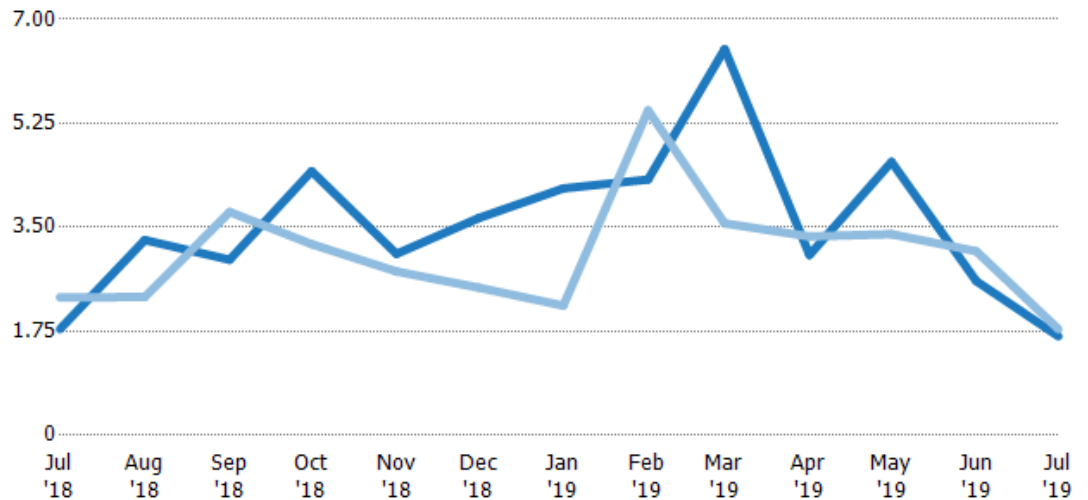
## Months of Inventory

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.
Jul '19	1.67	-6.7%
Jul '18	1.79	-23%
Jul '17	2.32	8.1%



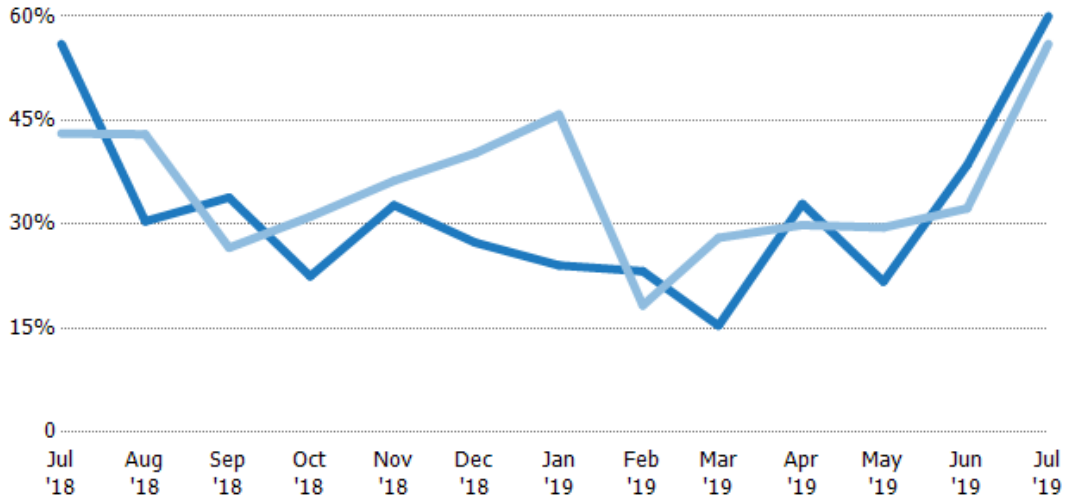
	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19
Current Year	1.79	3.29	2.95	4.44	3.05	3.65	4.15	4.3	6.5	3.03	4.6	2.59	1.67
Prior Year	2.32	2.33	3.76	3.22	2.76	2.48	2.18	5.47	3.57	3.35	3.38	3.1	1.79
Percent Change from Prior Year	-23%	41%	-21%	38%	11%	47%	90%	-21%	82%	-9%	36%	-16%	-7%

## 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



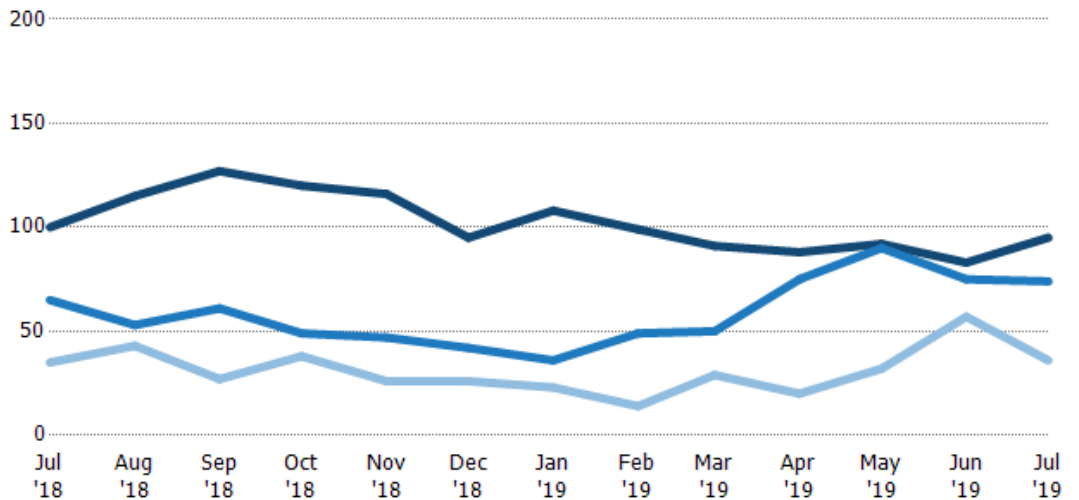
	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19
Current Year	56%	30%	34%	23%	33%	27%	24%	23%	15%	33%	22%	39%	60%
Prior Year	43%	43%	27%	31%	36%	40%	46%	18%	28%	30%	30%	32%	56%
Change from Prior Year	-13%	13%	-7%	9%	4%	13%	22%	-5%	13%	-3%	8%	-6%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

## 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



	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19
Active	100	115	127	120	116	95	108	99	91	88	92	83	95
Pending	65	53	61	49	47	42	36	49	50	75	90	75	74
Sold	35	43	27	38	26	26	23	14	29	20	32	57	36

## New Pending Sales

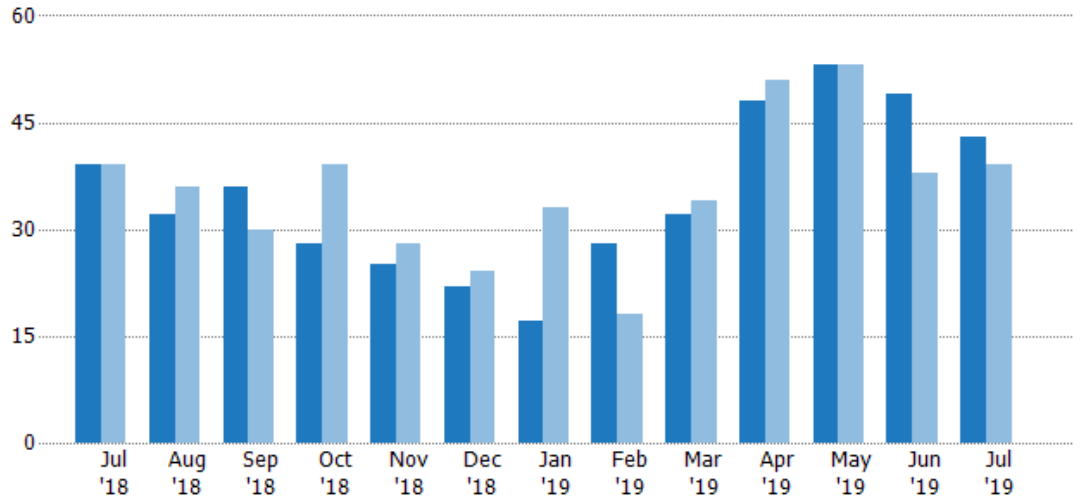
The number of residential properties with accepted offers that were added each month.

### Filters Used

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

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

Month/ Year	Count	% Chg.
Jul '19	43	10.3%
Jul '18	39	0%
Jul '17	39	17.9%



Current Year	39	32	36	28	25	22	17	28	32	48	53	49	43
Prior Year	39	36	30	39	28	24	33	18	34	51	53	38	39
Percent Change from Prior Year	0%	-11%	20%	-28%	-11%	-8%	-48%	56%	-6%	-6%	0%	29%	10%

## New Pending Sales Volume

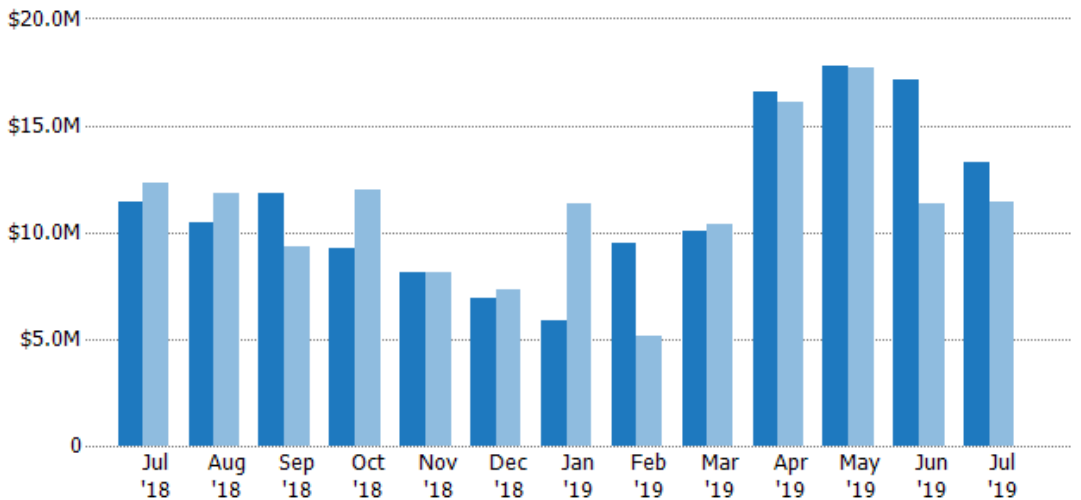
The sum of the sales price of residential properties with accepted offers that were added each month.

### Filters Used

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

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

Month/ Year	Volume	% Chg.
Jul '19	\$13.3M	16.6%
Jul '18	\$11.4M	-7.5%
Jul '17	\$12.3M	16.8%



Current Year	\$11.4M	\$10.4M	\$11.8M	\$9.21M	\$8.08M	\$6.91M	\$5.89M	\$9.48M	\$10.1M	\$16.5M	\$17.8M	\$17.1M	\$13.3M
Prior Year	\$12.3M	\$11.8M	\$9.31M	\$12M	\$8.13M	\$7.35M	\$11.3M	\$5.16M	\$10.4M	\$16.1M	\$17.7M	\$11.3M	\$11.4M
Percent Change from Prior Year	-8%	-11%	27%	-23%	-1%	-6%	-48%	84%	-3%	3%	0%	51%	17%



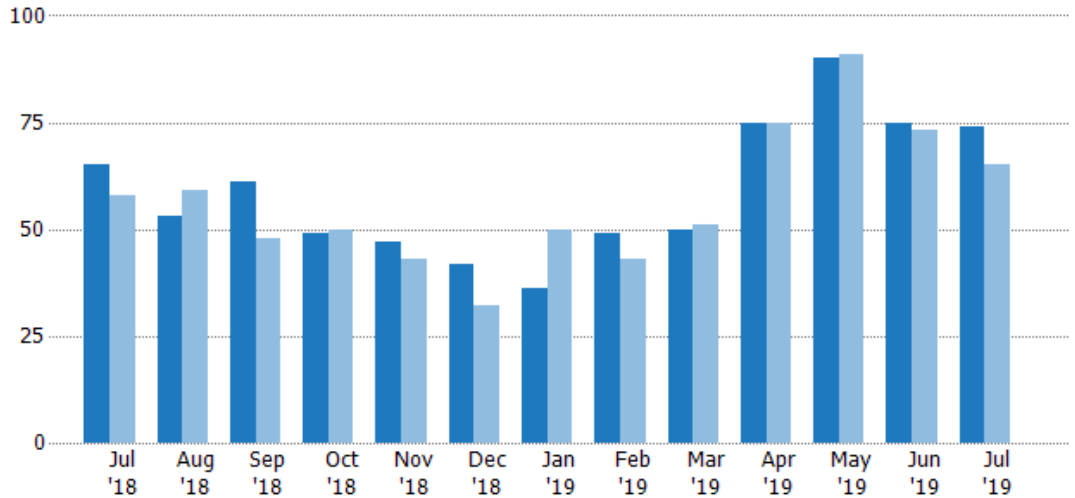
## Pending Sales

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.
Jul '19	74	13.8%
Jul '18	65	12.1%
Jul '17	58	39.7%



Current Year	65	53	61	49	47	42	36	49	50	75	90	75	74
Prior Year	58	59	48	50	43	32	50	43	51	75	91	73	65
Percent Change from Prior Year	12%	-10%	27%	-2%	9%	31%	-28%	14%	-2%	0%	-1%	3%	14%

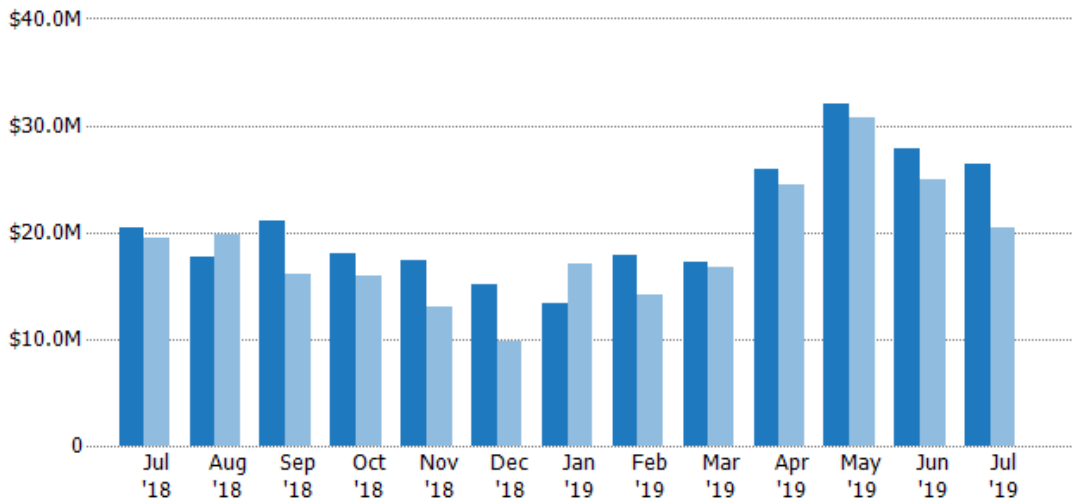
## Pending Sales Volume

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.
Jul '19	\$26.4M	29.1%
Jul '18	\$20.5M	5.1%
Jul '17	\$19.5M	26.1%



Current Year	\$20.5M	\$17.7M	\$21.1M	\$18M	\$17.3M	\$15.2M	\$13.3M	\$17.8M	\$17.2M	\$25.9M	\$32.1M	\$27.8M	\$26.4M
Prior Year	\$19.5M	\$19.8M	\$16M	\$16M	\$12.9M	\$9.73M	\$17.1M	\$14.1M	\$16.8M	\$24.4M	\$30.8M	\$24.9M	\$20.5M
Percent Change from Prior Year	5%	-11%	32%	13%	34%	56%	-22%	27%	2%	6%	4%	12%	29%

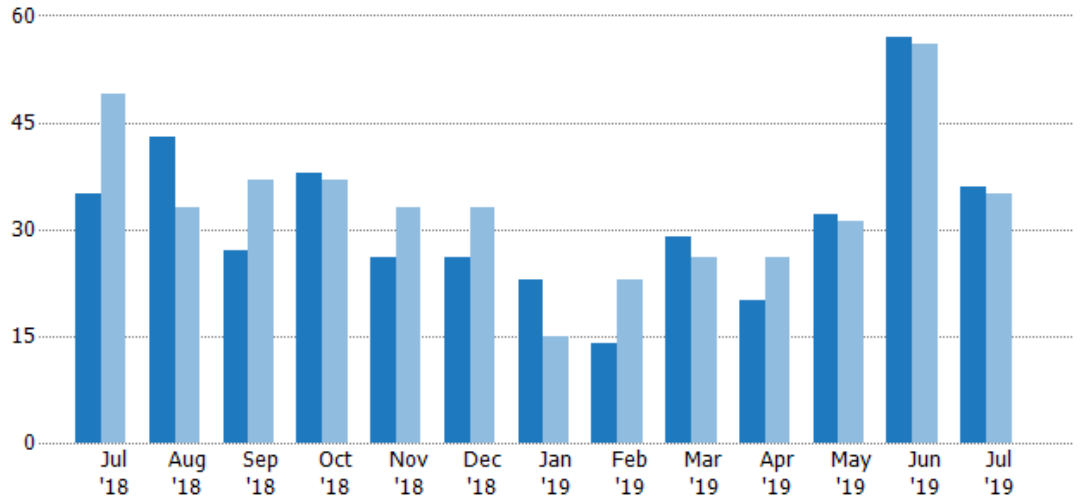
## Closed Sales

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.
Jul '19	36	2.9%
Jul '18	35	-28.6%
Jul '17	49	-32.7%



	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19
Current Year	35	43	27	38	26	26	23	14	29	20	32	57	36
Prior Year	49	33	37	37	33	33	15	23	26	26	31	56	35
Percent Change from Prior Year	-29%	30%	-27%	3%	-21%	-21%	53%	-39%	12%	-23%	3%	2%	3%

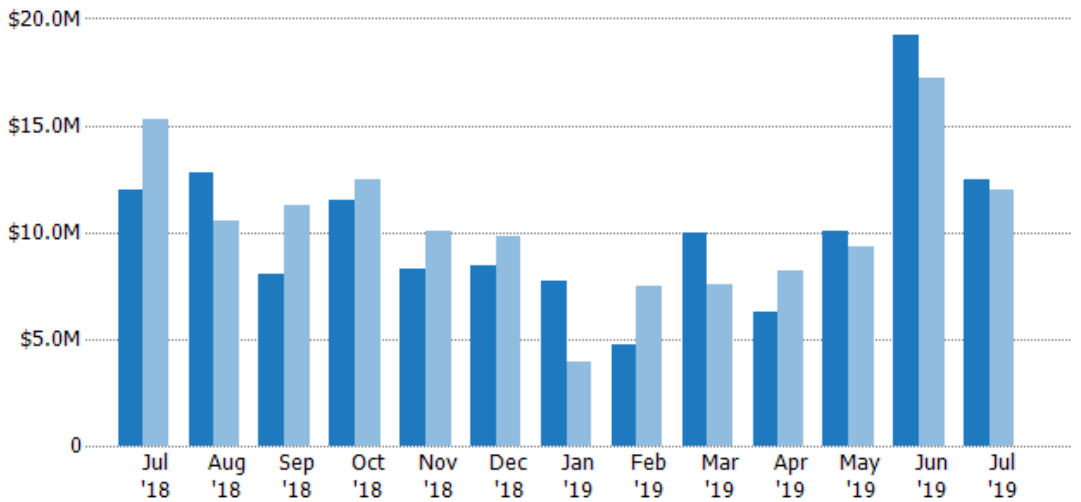
## Closed Sales Volume

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.
Jul '19	\$12.5M	4.5%
Jul '18	\$11.9M	-22%
Jul '17	\$15.3M	-39.9%



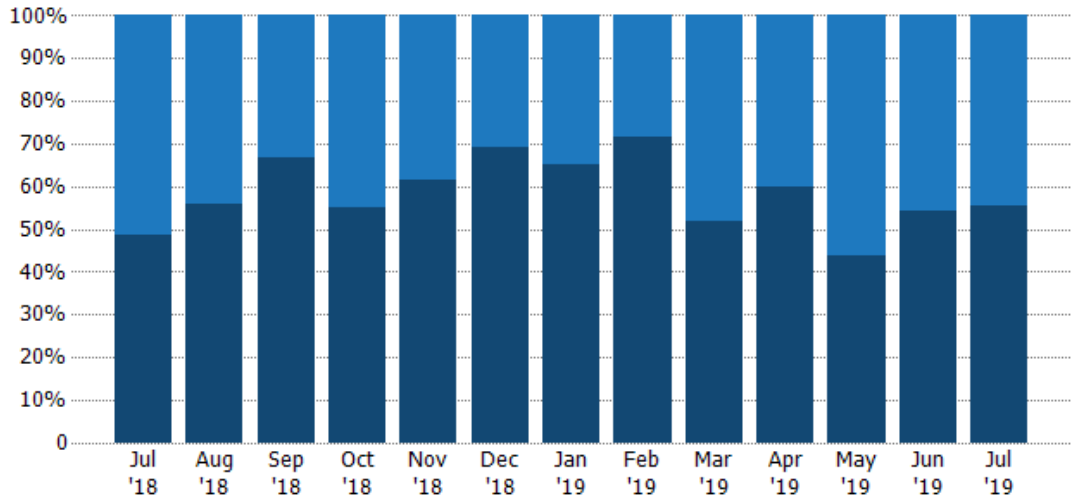
	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19
Current Year	\$11.9M	\$12.8M	\$8.08M	\$11.5M	\$8.31M	\$8.46M	\$7.73M	\$4.76M	\$9.95M	\$6.3M	\$10.1M	\$19.2M	\$12.5M
Prior Year	\$15.3M	\$10.6M	\$11.3M	\$12.5M	\$10.1M	\$9.83M	\$3.93M	\$7.46M	\$7.52M	\$8.21M	\$9.36M	\$17.2M	\$11.9M
Percent Change from Prior Year	-22%	21%	-28%	-8%	-18%	-14%	97%	-36%	32%	-23%	7%	11%	5%

## 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



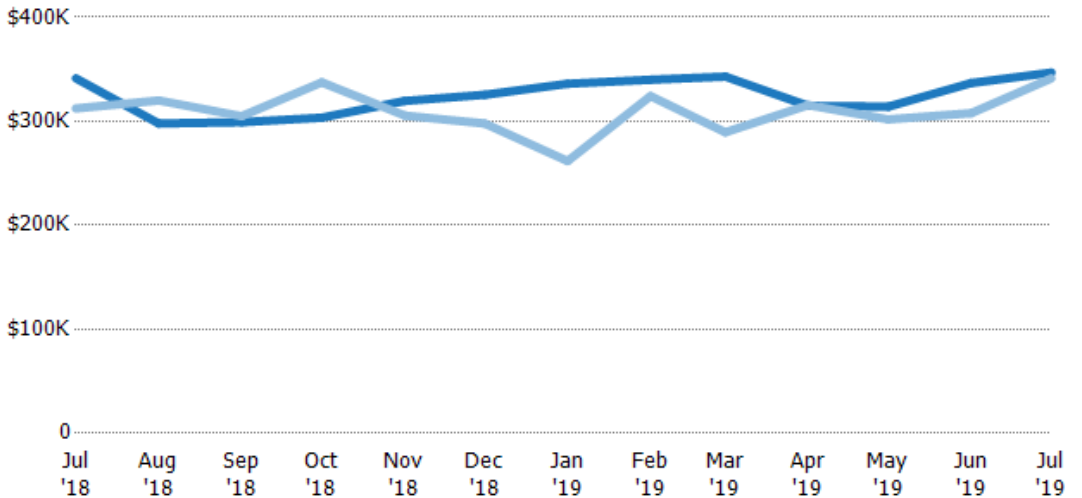
Condo/Townhouse	51%	44%	33%	45%	38%	31%	35%	29%	48%	40%	56%	46%	44%
Single Family Residence	49%	56%	67%	55%	62%	69%	65%	71%	52%	60%	44%	54%	56%

## 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



Current Year	\$341K	\$298K	\$299K	\$303K	\$320K	\$326K	\$336K	\$340K	\$343K	\$315K	\$314K	\$337K	\$347K
Prior Year	\$312K	\$320K	\$305K	\$337K	\$306K	\$298K	\$262K	\$324K	\$289K	\$316K	\$302K	\$308K	\$341K
Percent Change from Prior Year	9%	-7%	-2%	-10%	5%	9%	28%	5%	19%	0%	4%	9%	2%

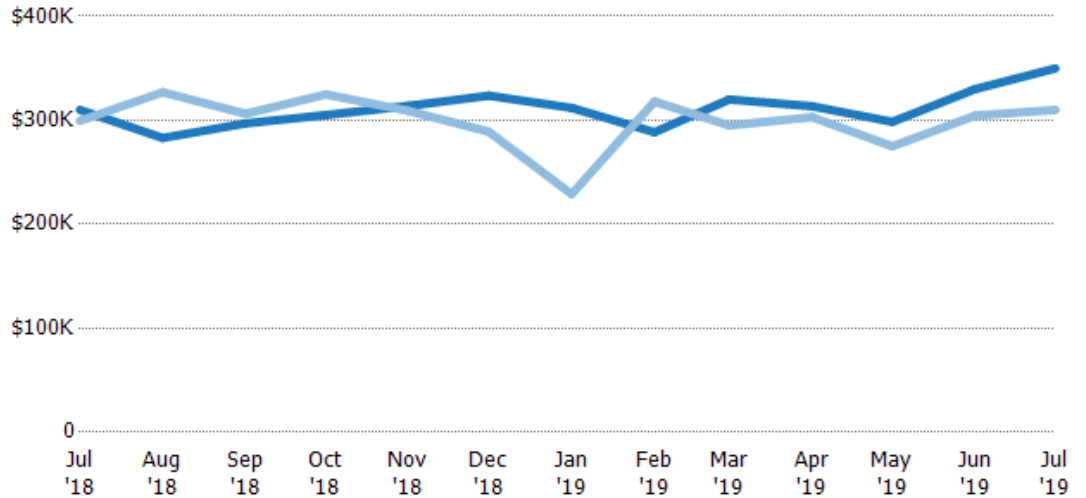
## Median Sales Price

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.
Jul '19	\$350K	12.9%
Jul '18	\$310K	3.5%
Jul '17	\$300K	-11.2%



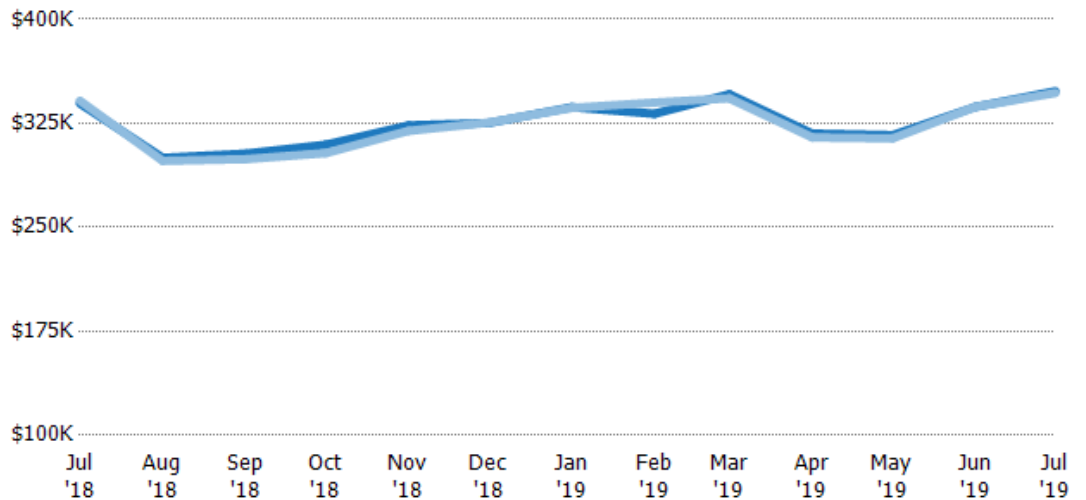
Current Year	\$310K	\$283K	\$297K	\$305K	\$314K	\$324K	\$312K	\$289K	\$320K	\$314K	\$299K	\$330K	\$350K
Prior Year	\$300K	\$327K	\$306K	\$325K	\$309K	\$289K	\$229K	\$318K	\$295K	\$303K	\$275K	\$305K	\$310K
Percent Change from Prior Year	4%	-13%	-3%	-6%	2%	12%	36%	-9%	8%	3%	9%	8%	13%

## 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



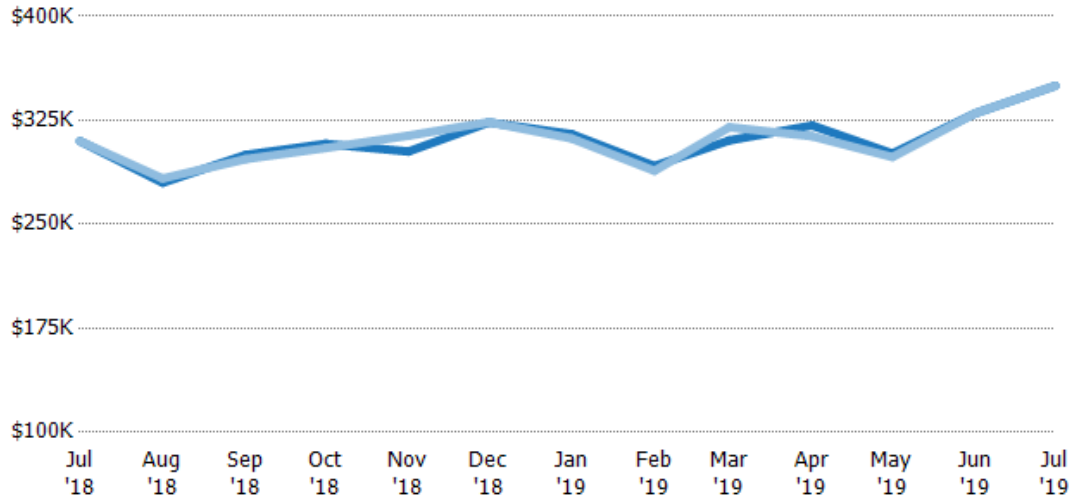
Avg List Price	\$339K	\$300K	\$303K	\$310K	\$323K	\$325K	\$337K	\$332K	\$346K	\$318K	\$316K	\$337K	\$348K
Avg Sales Price	\$341K	\$298K	\$299K	\$303K	\$320K	\$326K	\$336K	\$340K	\$343K	\$315K	\$314K	\$337K	\$347K
Avg Sales Price as a % of Avg List Price	101%	99%	99%	98%	99%	100%	100%	102%	99%	99%	99%	100%	100%

## 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



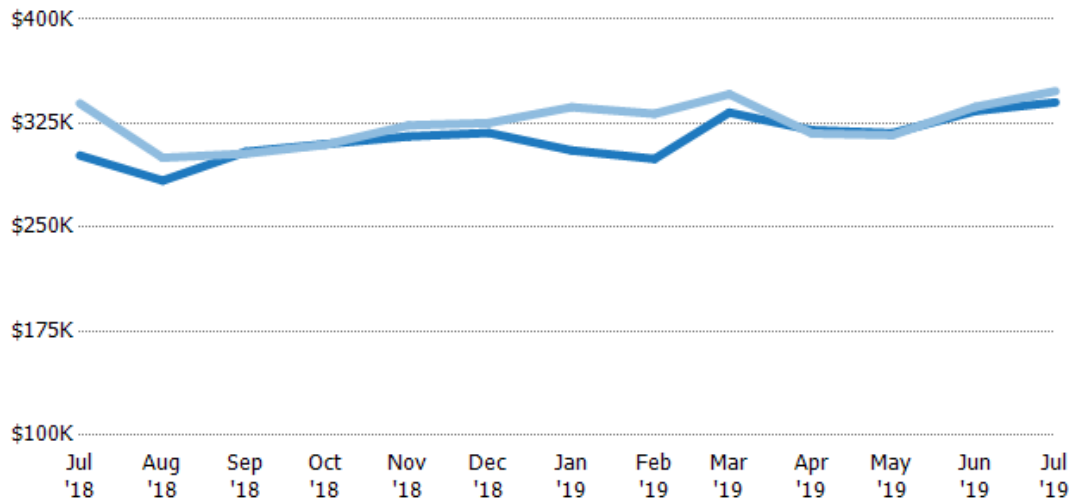
	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19
Median List Price	\$310K	\$280K	\$300K	\$308K	\$303K	\$323K	\$315K	\$292K	\$311K	\$321K	\$301K	\$330K	\$350K
Median Sales Price	\$310K	\$283K	\$297K	\$305K	\$314K	\$324K	\$312K	\$289K	\$320K	\$314K	\$299K	\$330K	\$350K
Med Sales Price as a % of Med List Price	100%	101%	99%	99%	104%	100%	99%	99%	103%	98%	99%	100%	100%

## 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



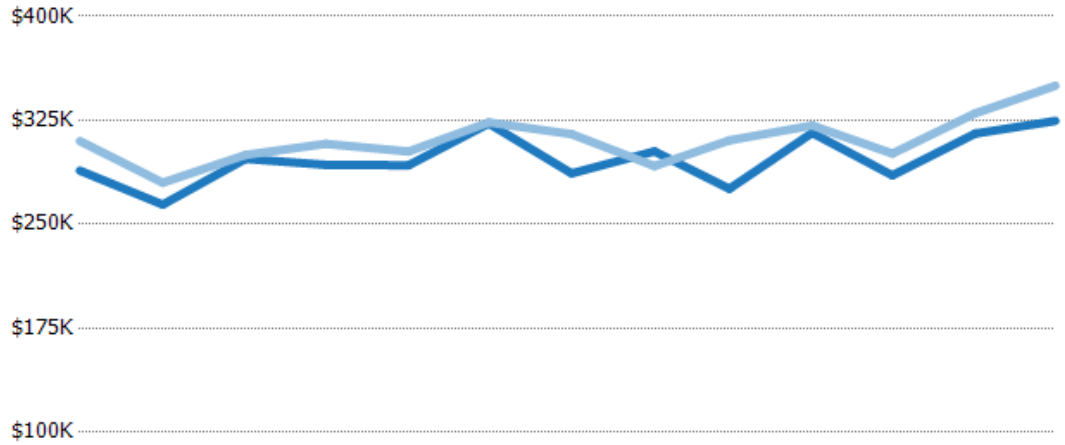
	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19
Avg Est Value	\$302K	\$284K	\$304K	\$310K	\$315K	\$318K	\$305K	\$299K	\$333K	\$320K	\$318K	\$334K	\$340K
Avg Sales Price	\$339K	\$300K	\$303K	\$310K	\$323K	\$325K	\$337K	\$332K	\$346K	\$318K	\$316K	\$337K	\$348K
Avg Sales Price as a % of Avg Est Value	112%	106%	100%	100%	103%	102%	110%	111%	104%	99%	100%	101%	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



	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19
Median Est Value	\$289K	\$264K	\$297K	\$293K	\$293K	\$323K	\$287K	\$303K	\$276K	\$316K	\$285K	\$315K	\$325K
Median Sales Price	\$310K	\$280K	\$300K	\$308K	\$303K	\$323K	\$315K	\$292K	\$311K	\$321K	\$301K	\$330K	\$350K
Med Sales Price as a % of Med Est Value	107%	106%	101%	105%	103%	100%	110%	96%	113%	102%	106%	105%	108%