

## 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	Nov 2019	Nov 2018	+ / -	YTD 2019	YTD 2018	+ / -
<b>Listing Activity Charts Metrics</b>						
New Listing Count	20	31	-35.5%	437	468	-6.6%
New Listing Volume	\$6,544,028	\$10,278,250	-36.3%	\$150,919,739	\$152,635,731	-1.1%
Active Listing Count	57	115	-50.4%	N/A	N/A	
Active Listing Volume	\$23,257,313	\$44,327,175	-47.5%	N/A	N/A	
Average Listing Price	\$408,023	\$385,454	+5.9%	\$398,587	\$387,343	+2.9%
Median Listing Price	\$390,000	\$356,900	+9.3%	\$377,659	\$355,771	+6.2%
Median Days in RPR	95	113	-15.9%	83.93	73.12	+14.8%
Months of Inventory	1.2	3	-59.1%	2.8	2.9	-0.5%
Absorption Rate	80.7%	33.04%	+47.7%	35.12%	34.95%	+0.2%
<b>Sales Activity Charts Metrics</b>						
New Pending Sales Count	28	24	+16.7%	464	389	+19.3%
New Pending Sales Volume	\$9,416,128	\$7,739,650	+21.7%	\$154,644,452	\$123,638,770	+25.1%
Pending Sales Count	62	47	+31.9%	N/A	N/A	
Pending Sales Volume	\$22,283,599	\$17,324,167	+28.6%	N/A	N/A	
Closed Sales Count	44	26	+69.2%	386	348	+10.9%
Closed Sales Volume	\$14,278,728	\$8,308,466	+71.9%	\$129,290,538	\$106,707,489	+21.2%
Average Sales Price	\$324,517	\$319,556	+1.6%	\$334,950	\$306,631	+9.2%
Median Sales Price	\$301,500	\$313,910	-4%	\$321,850	\$296,232	+8.6%

## New Listings

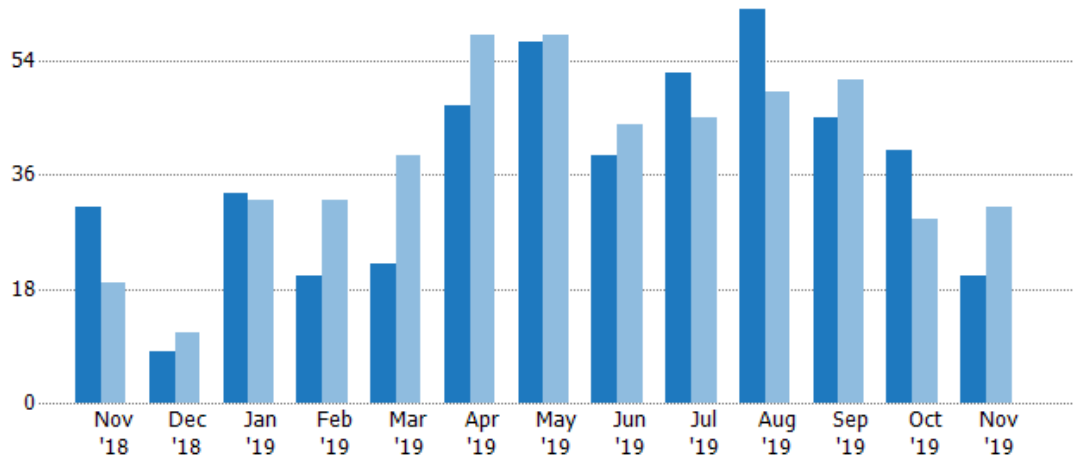
The number of new residential listings that were added each month.

### Filters Used

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

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

Month/ Year	Count	% Chg.
Nov '19	20	-35.5%
Nov '18	31	63.2%
Nov '17	19	-31.6%



Current Year	31	8	33	20	22	47	57	39	52	62	45	40	20
Prior Year	19	11	32	32	39	58	58	44	45	49	51	29	31
Percent Change from Prior Year	63%	-27%	3%	-38%	-44%	-19%	-2%	-11%	16%	27%	-12%	38%	-35%

## New Listing Volume

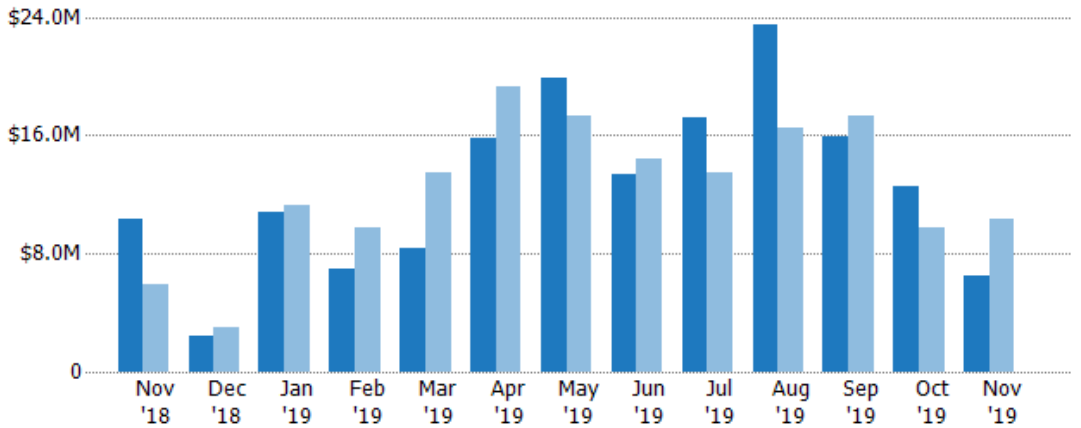
The sum of the listing price of residential listings that were added each month.

### Filters Used

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

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

Month/ Year	Volume	% Chg.
Nov '19	\$6.54M	-36.3%
Nov '18	\$10.3M	72.3%
Nov '17	\$5.97M	-38.3%



Current Year	\$10.3M	\$2.48M	\$10.8M	\$6.96M	\$8.41M	\$15.8M	\$19.8M	\$13.4M	\$17.2M	\$23.5M	\$15.9M	\$12.6M	\$6.54M
Prior Year	\$5.97M	\$3.01M	\$11.2M	\$9.75M	\$13.5M	\$19.2M	\$17.3M	\$14.4M	\$13.5M	\$16.5M	\$17.3M	\$9.73M	\$10.3M
Percent Change from Prior Year	72%	-18%	-3%	-29%	-38%	-18%	15%	-7%	27%	42%	-8%	29%	-36%

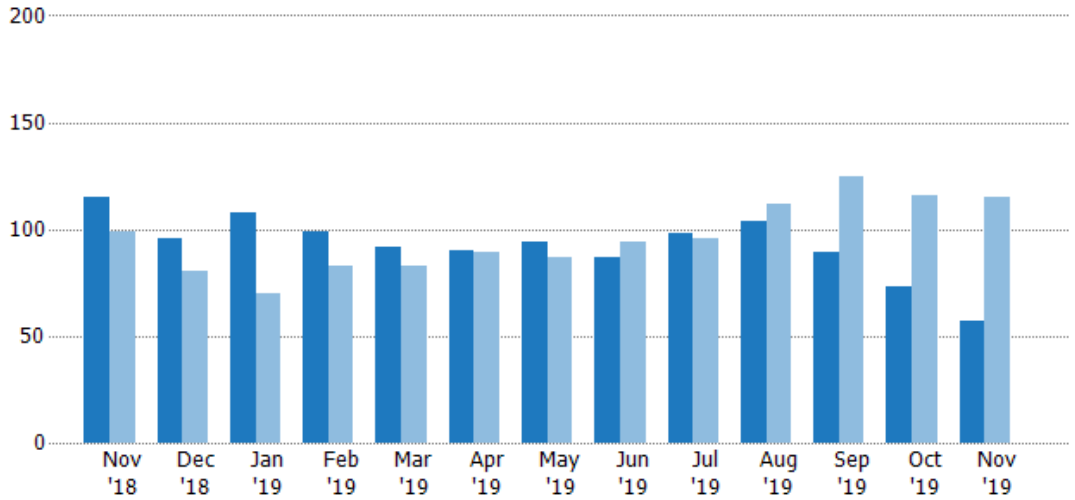
## Active Listings

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



	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Current Year	115	96	108	99	92	90	94	87	98	104	89	73	57
Prior Year	99	80	70	83	83	89	87	94	96	112	125	116	115
Percent Change from Prior Year	16%	20%	54%	19%	11%	1%	8%	-7%	2%	-7%	-29%	-37%	-50%

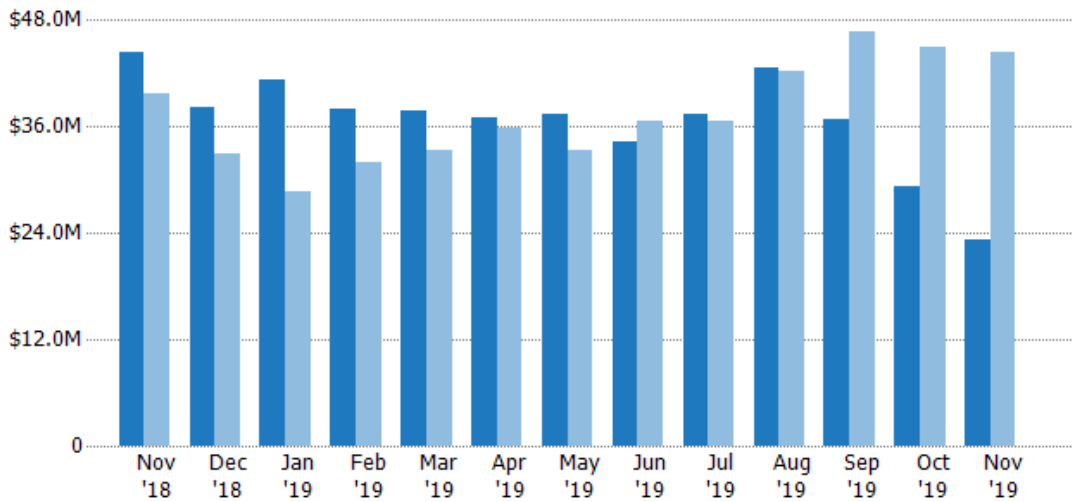
## Active Listing Volume

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



	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Current Year	\$44.3M	\$38.2M	\$41.3M	\$38M	\$37.7M	\$37M	\$37.4M	\$34.2M	\$37.5M	\$42.7M	\$36.9M	\$29.2M	\$23.3M
Prior Year	\$39.7M	\$33M	\$28.7M	\$31.9M	\$33.2M	\$35.9M	\$33.2M	\$36.7M	\$36.6M	\$42.2M	\$46.7M	\$45M	\$44.3M
Percent Change from Prior Year	12%	16%	44%	19%	13%	3%	12%	-7%	2%	1%	-21%	-35%	-48%

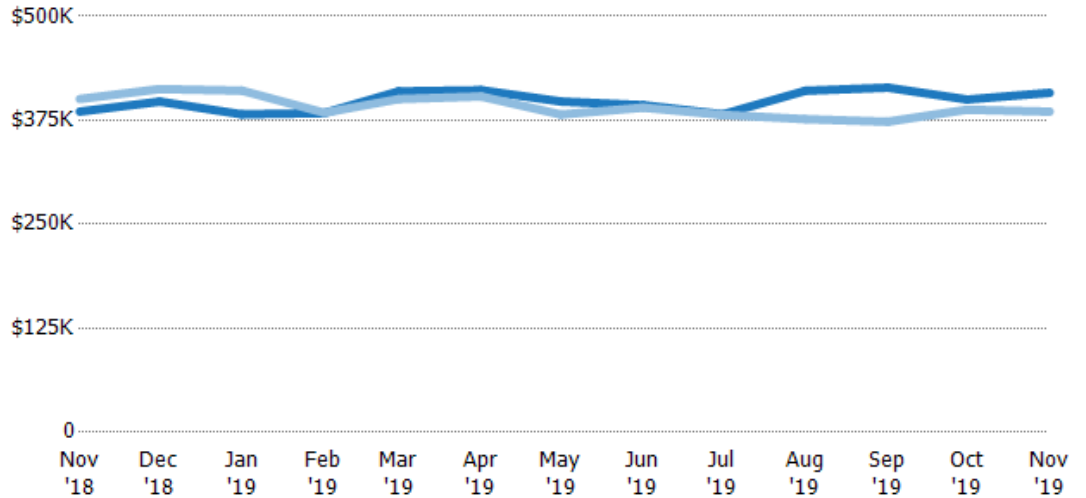
## Average Listing Price

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.
Nov '19	\$408K	5.9%
Nov '18	\$385K	-3.8%
Nov '17	\$401K	-11.1%



Current Year	\$385K	\$397K	\$382K	\$384K	\$410K	\$411K	\$398K	\$393K	\$382K	\$410K	\$414K	\$400K	\$408K
Prior Year	\$401K	\$413K	\$411K	\$384K	\$401K	\$404K	\$382K	\$390K	\$382K	\$376K	\$373K	\$388K	\$385K
Percent Change from Prior Year	-4%	-4%	-7%	0%	2%	2%	4%	1%	0%	9%	11%	3%	6%

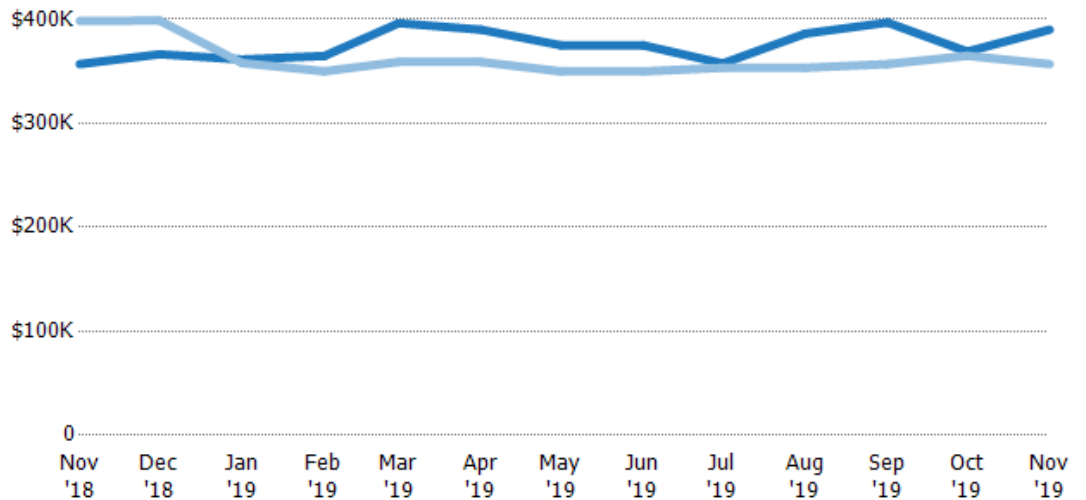
## Median Listing Price

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.
Nov '19	\$390K	9.3%
Nov '18	\$357K	-10.4%
Nov '17	\$399K	-15.9%



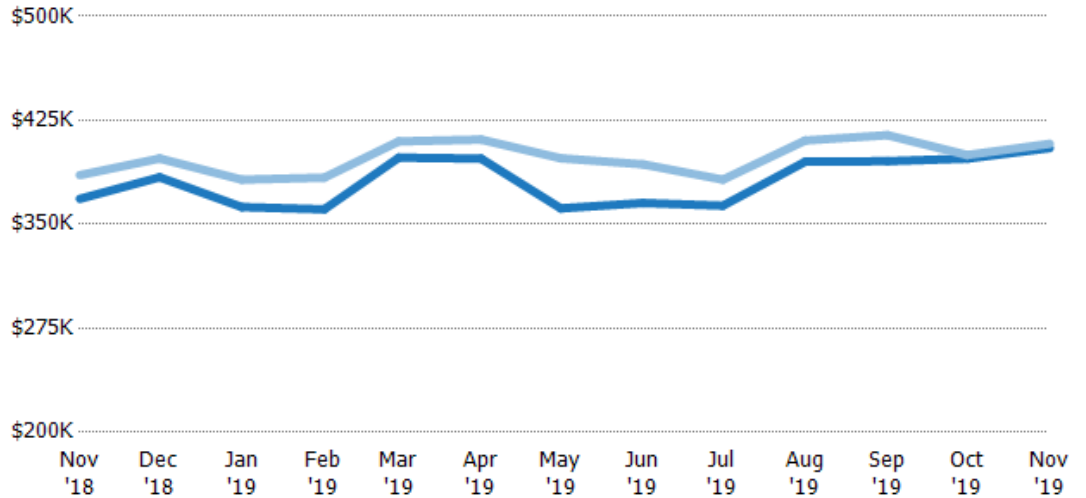
Current Year	\$357K	\$366K	\$361K	\$365K	\$396K	\$390K	\$375K	\$375K	\$358K	\$386K	\$397K	\$369K	\$390K
Prior Year	\$399K	\$399K	\$358K	\$350K	\$359K	\$359K	\$350K	\$350K	\$353K	\$353K	\$357K	\$365K	\$357K
Percent Change from Prior Year	-10%	-8%	1%	4%	10%	9%	7%	7%	1%	9%	11%	1%	9%

## 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



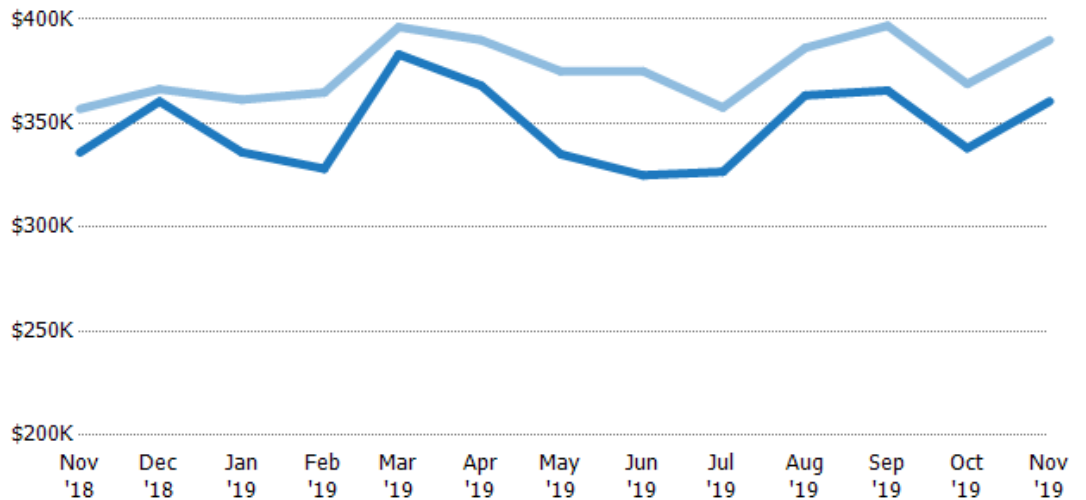
Avg Est Value	\$368K	\$384K	\$362K	\$361K	\$398K	\$397K	\$361K	\$365K	\$363K	\$395K	\$395K	\$397K	\$405K
Avg Listing Price	\$385K	\$397K	\$382K	\$384K	\$410K	\$411K	\$398K	\$393K	\$382K	\$410K	\$414K	\$400K	\$408K
Avg Listing Price as a % of Avg Est Value	105%	104%	105%	106%	103%	103%	110%	108%	105%	104%	105%	101%	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



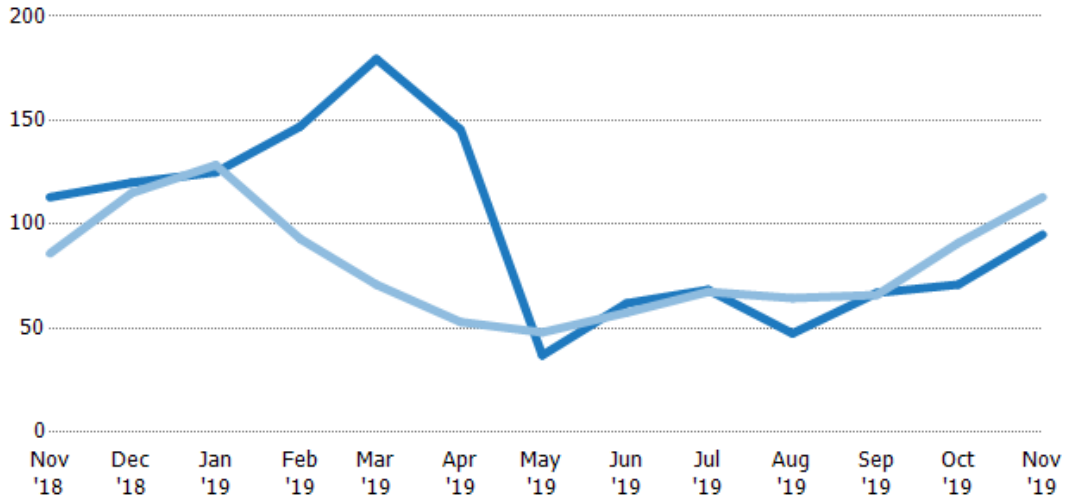
Median Est Value	\$336K	\$360K	\$336K	\$328K	\$383K	\$368K	\$335K	\$325K	\$327K	\$363K	\$366K	\$338K	\$361K
Median Listing Price	\$357K	\$366K	\$361K	\$365K	\$396K	\$390K	\$375K	\$375K	\$358K	\$386K	\$397K	\$369K	\$390K
Med Listing Price as a % of Med Est Value	106%	102%	108%	111%	103%	106%	112%	115%	109%	106%	109%	109%	108%

## 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.
Nov '19	95	-15.9%
Nov '18	113	31.4%
Nov '17	86	43.6%

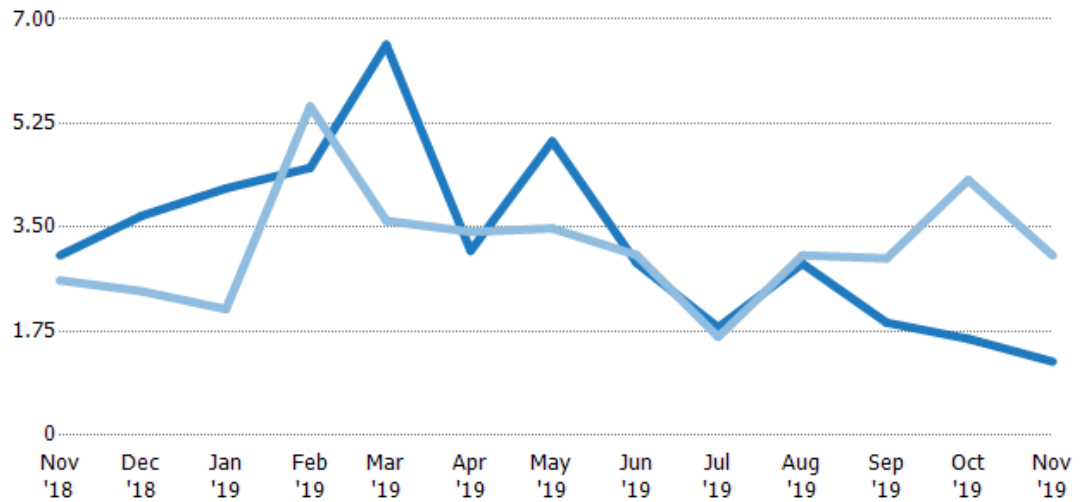
	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Current Year	113	120	125	147	180	146	37	62	68.5	47.5	67	71	95
Prior Year	86	115	129	93	71	53	48	57.5	67.5	64.5	66	91	113
Percent Change from Prior Year	31%	4%	-3%	58%	153%	175%	-23%	8%	1%	-26%	2%	-22%	-16%

## 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.
Nov '19	1.24	-59.1%
Nov '18	3.03	16.2%
Nov '17	2.61	-2.8%

	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Current Year	3.03	3.69	4.15	4.5	6.57	3.1	4.95	2.9	1.81	2.89	1.89	1.62	1.24
Prior Year	2.61	2.42	2.12	5.53	3.61	3.42	3.48	3.03	1.66	3.03	2.98	4.3	3.03
Percent Change from Prior Year	16%	52%	96%	-19%	82%	-9%	42%	-4%	10%	-5%	-36%	-62%	-59%

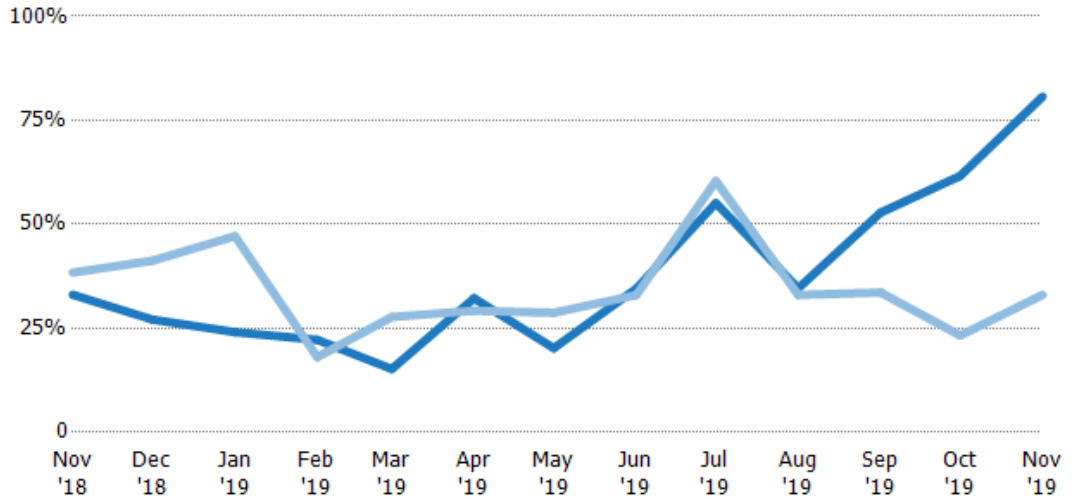
## Absorption Rate

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



	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Current Year	33%	27%	24%	22%	15%	32%	20%	34%	55%	35%	53%	62%	81%
Prior Year	38%	41%	47%	18%	28%	29%	29%	33%	60%	33%	34%	23%	33%
Change from Prior Year	5%	14%	23%	-4%	13%	-3%	9%	-2%	5%	-2%	-19%	-38%	-48%

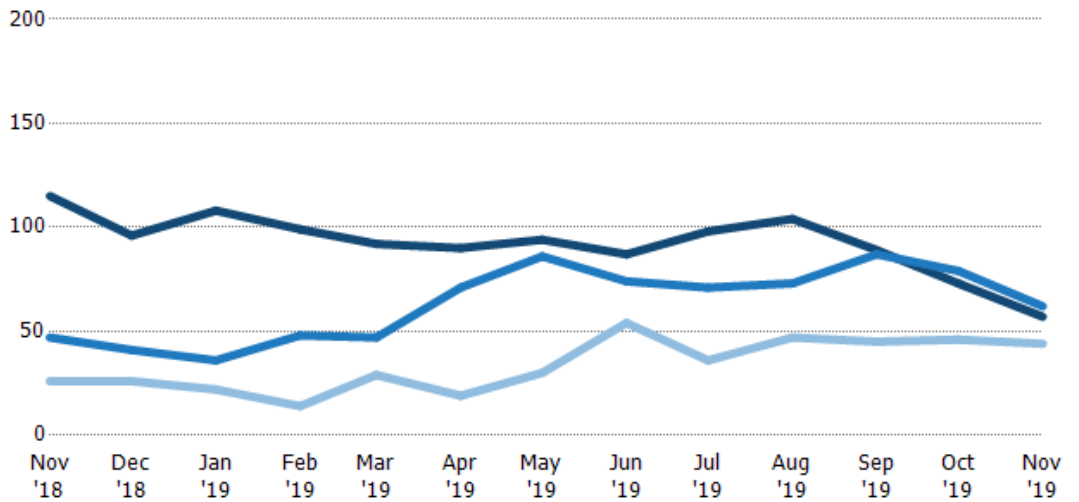
## Active/Pending/Sold Units

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



	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Active	115	96	108	99	92	90	94	87	98	104	89	73	57
Pending	47	41	36	48	47	71	86	74	71	73	87	79	62
Sold	26	26	22	14	29	19	30	54	36	47	45	46	44

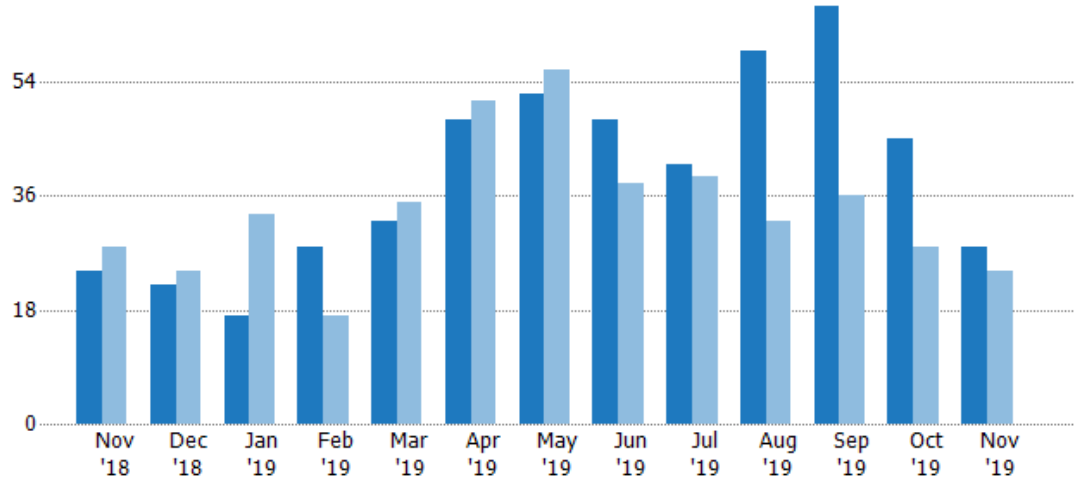
## New Pending Sales

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



	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Current Year	24	22	17	28	32	48	52	48	41	59	66	45	28
Prior Year	28	24	33	17	35	51	56	38	39	32	36	28	24
Percent Change from Prior Year	-14%	-8%	-48%	65%	-9%	-6%	-7%	26%	5%	84%	83%	61%	17%

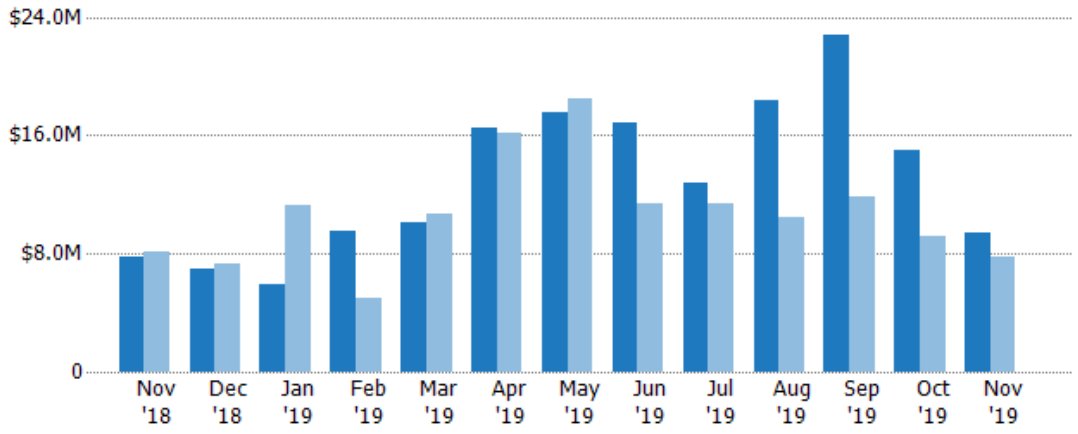
## New Pending Sales Volume

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



	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Current Year	\$7.74M	\$6.91M	\$5.89M	\$9.48M	\$10.1M	\$16.5M	\$17.6M	\$16.8M	\$12.8M	\$18.4M	\$22.7M	\$14.9M	\$9.42M
Prior Year	\$8.13M	\$7.35M	\$11.3M	\$4.99M	\$10.7M	\$16.1M	\$18.5M	\$11.3M	\$11.4M	\$10.4M	\$11.8M	\$9.21M	\$7.74M
Percent Change from Prior Year	-5%	-6%	-48%	90%	-6%	3%	-5%	49%	12%	76%	92%	62%	22%



## Pending Sales

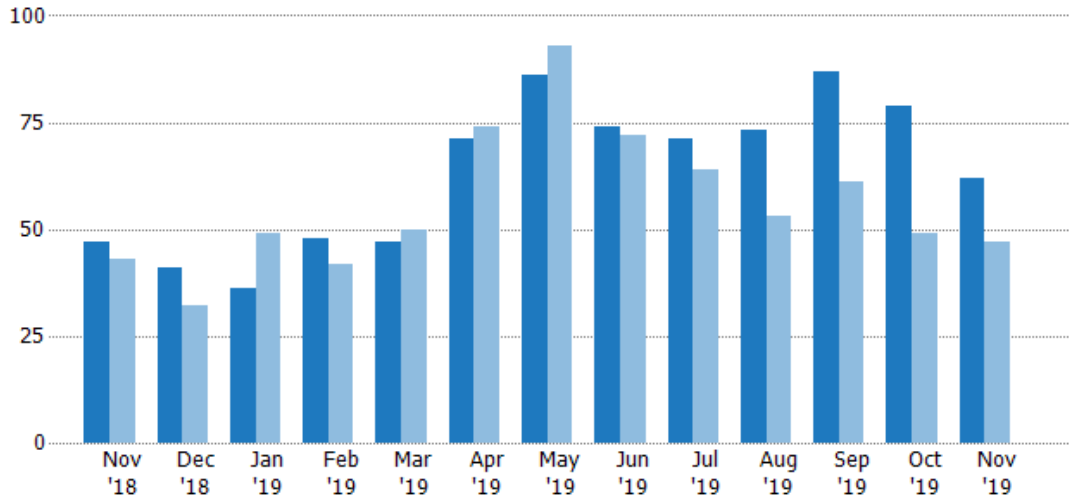
The number of residential properties with accepted offers that were available at the end each month.

### Filters Used

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

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

Month/ Year	Count	% Chg.
Nov '19	62	31.9%
Nov '18	47	9.3%
Nov '17	43	44.2%



Current Year	47	41	36	48	47	71	86	74	71	73	87	79	62
Prior Year	43	32	49	42	50	74	93	72	64	53	61	49	47
Percent Change from Prior Year	9%	28%	-27%	14%	-6%	-4%	-8%	3%	11%	38%	43%	61%	32%

## Pending Sales Volume

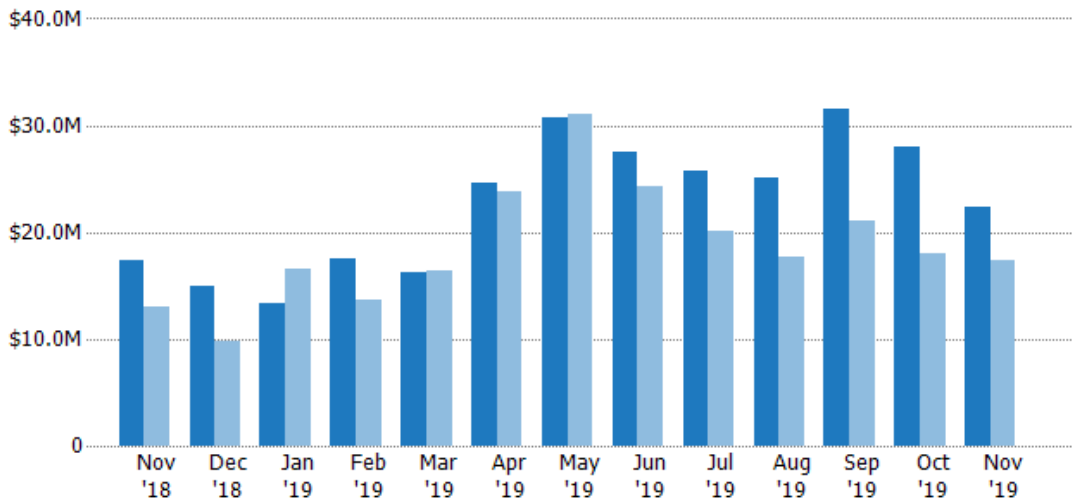
The sum of the sales price of residential properties with accepted offers that were available at the end of each month.

### Filters Used

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

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

Month/ Year	Volume	% Chg.
Nov '19	\$22.3M	28.6%
Nov '18	\$17.3M	33.8%
Nov '17	\$12.9M	57.7%



Current Year	\$17.3M	\$14.9M	\$13.3M	\$17.6M	\$16.3M	\$24.7M	\$30.8M	\$27.5M	\$25.7M	\$25M	\$31.5M	\$28M	\$22.3M
Prior Year	\$12.9M	\$9.73M	\$16.6M	\$13.6M	\$16.3M	\$23.9M	\$31.1M	\$24.2M	\$20M	\$17.7M	\$21.1M	\$18M	\$17.3M
Percent Change from Prior Year	34%	53%	-20%	29%	0%	3%	-1%	13%	28%	42%	50%	56%	29%

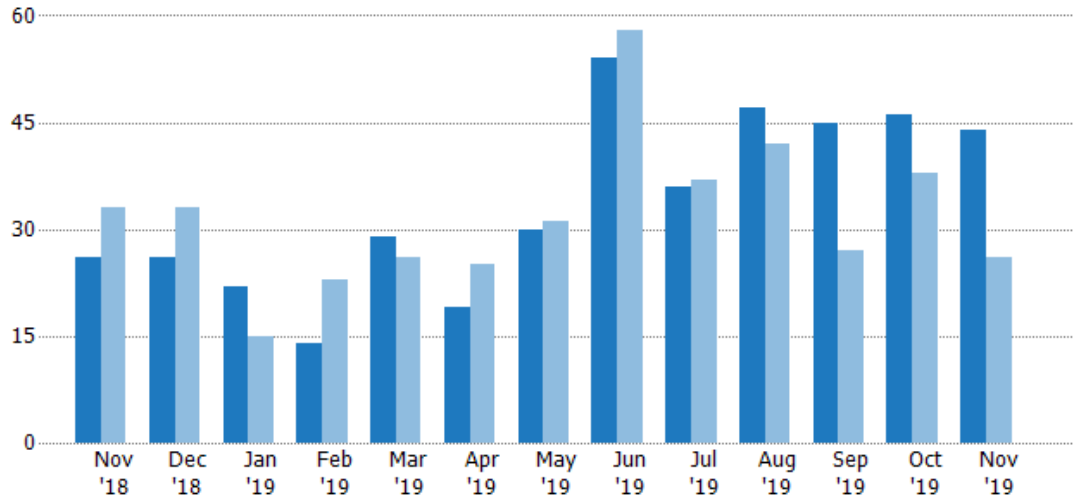
## Closed Sales

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.
Nov '19	44	69.2%
Nov '18	26	-21.2%
Nov '17	33	-9.1%



Current Year	26	26	22	14	29	19	30	54	36	47	45	46	44
Prior Year	33	33	15	23	26	25	31	58	37	42	27	38	26
Percent Change from Prior Year	-21%	-21%	47%	-39%	12%	-24%	-3%	-7%	-3%	12%	67%	21%	69%

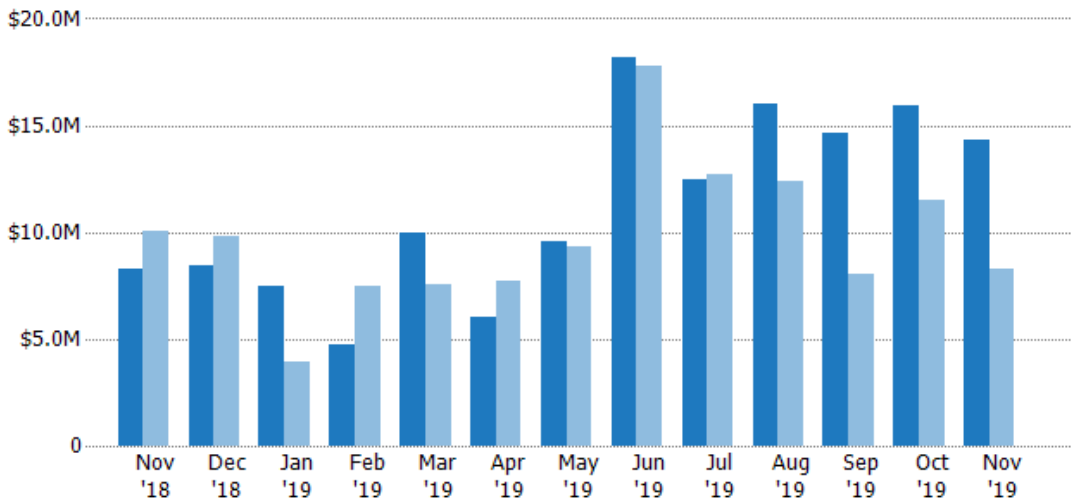
## Closed Sales Volume

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.
Nov '19	\$14.3M	71.9%
Nov '18	\$8.31M	-17.6%
Nov '17	\$10.1M	-18.6%



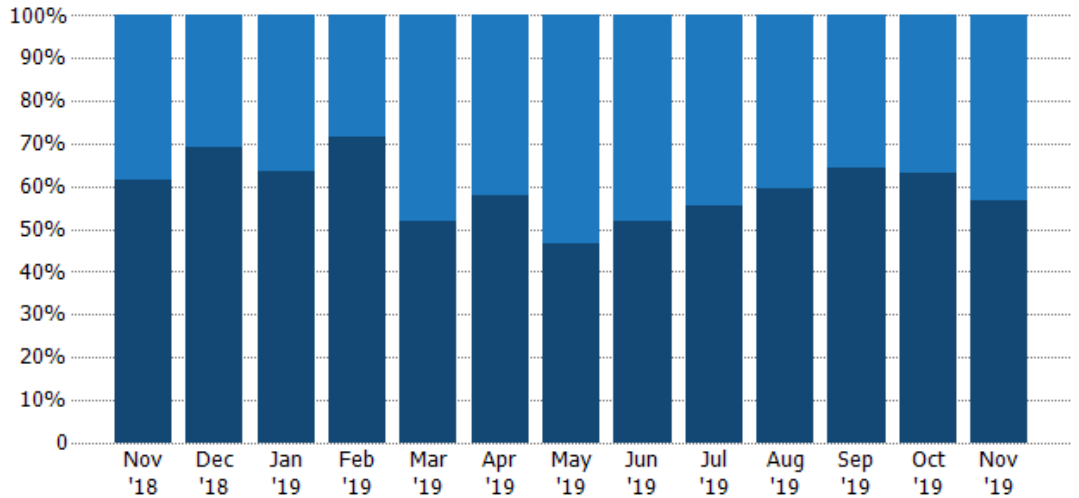
Current Year	\$8.31M	\$8.46M	\$7.45M	\$4.76M	\$9.95M	\$6.05M	\$9.53M	\$18.2M	\$12.5M	\$16M	\$14.6M	\$16M	\$14.3M
Prior Year	\$10.1M	\$9.83M	\$3.93M	\$7.46M	\$7.52M	\$7.72M	\$9.36M	\$17.7M	\$12.7M	\$12.4M	\$8.08M	\$11.5M	\$8.31M
Percent Change from Prior Year	-18%	-14%	90%	-36%	32%	-22%	2%	2%	-1%	29%	81%	38%	72%

## 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



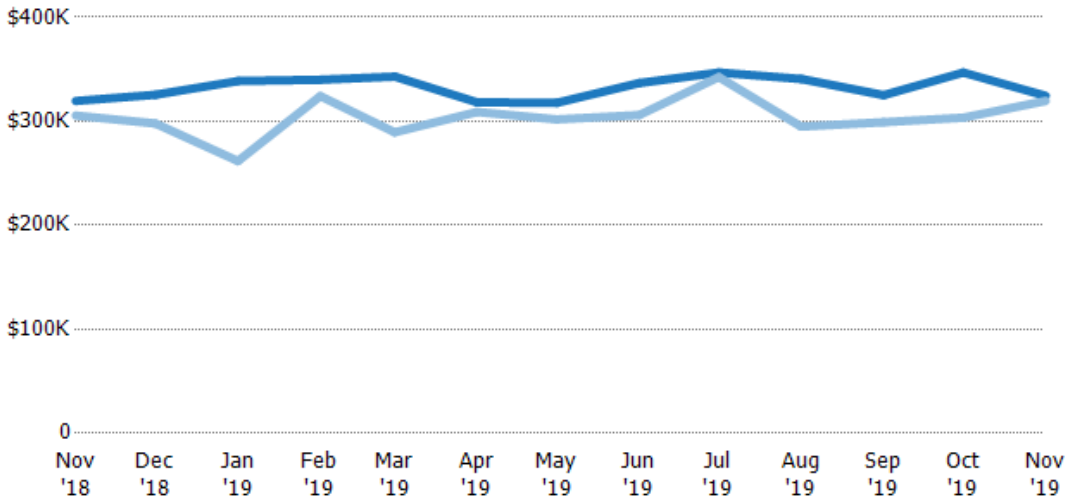
Condo/Townhouse	38%	31%	36%	29%	48%	42%	53%	48%	44%	40%	36%	37%	43%
Single Family Residence	62%	69%	64%	71%	52%	58%	47%	52%	56%	60%	64%	63%	57%

## 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	\$320K	\$326K	\$339K	\$340K	\$343K	\$318K	\$318K	\$337K	\$347K	\$341K	\$325K	\$347K	\$325K
Prior Year	\$306K	\$298K	\$262K	\$324K	\$289K	\$309K	\$302K	\$306K	\$343K	\$295K	\$299K	\$303K	\$320K
Percent Change from Prior Year	5%	9%	29%	5%	19%	3%	5%	10%	1%	16%	9%	14%	2%

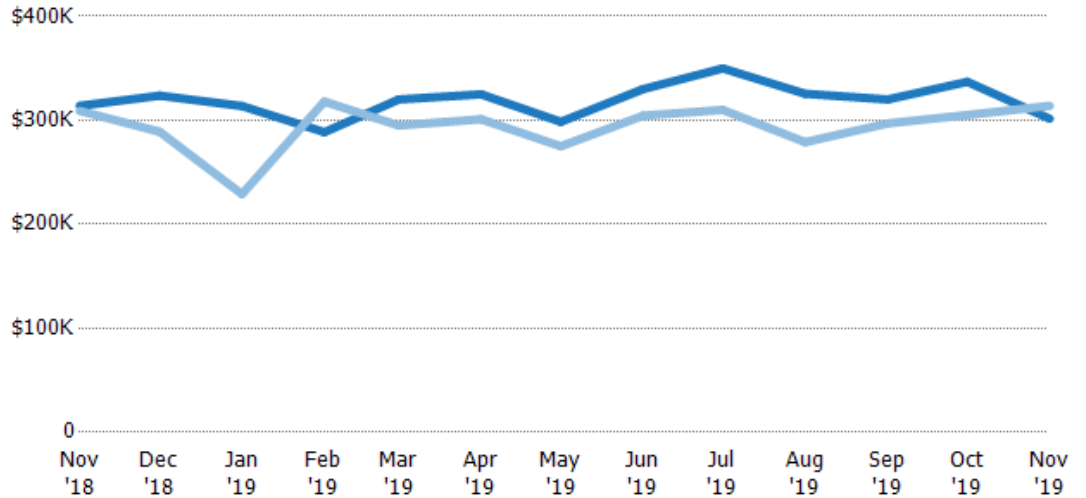
## Median Sales Price

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.
Nov '19	\$302K	-4%
Nov '18	\$314K	1.6%
Nov '17	\$309K	-21.2%



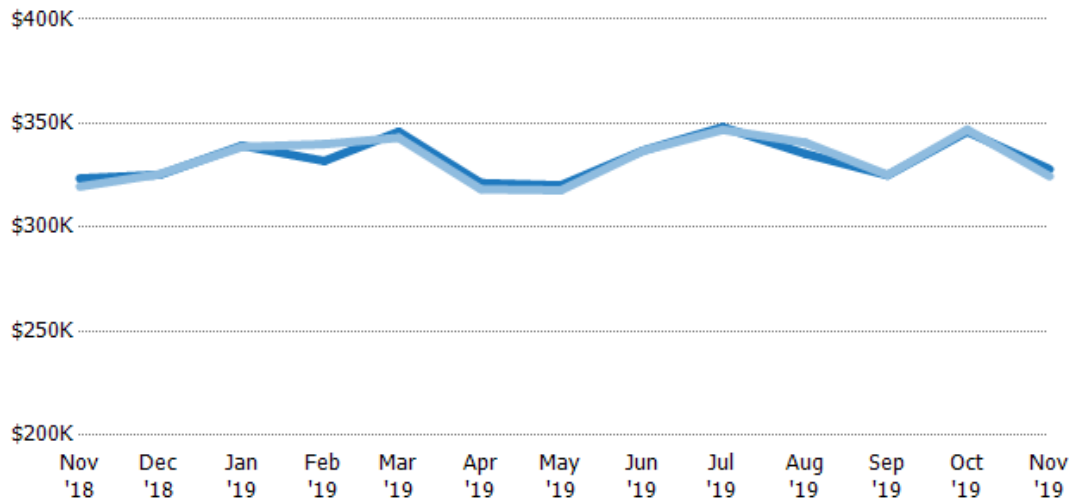
Current Year	\$314K	\$324K	\$314K	\$289K	\$320K	\$325K	\$299K	\$330K	\$350K	\$326K	\$320K	\$337K	\$302K
Prior Year	\$309K	\$289K	\$229K	\$318K	\$295K	\$301K	\$275K	\$305K	\$310K	\$279K	\$297K	\$305K	\$314K
Percent Change from Prior Year	2%	12%	37%	-9%	8%	8%	9%	8%	13%	17%	8%	10%	-4%

## 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



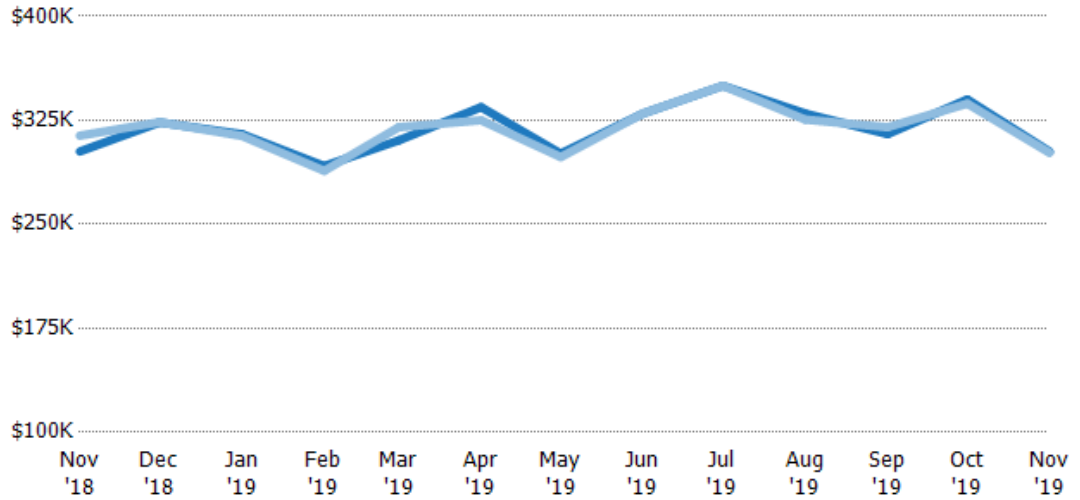
Avg List Price	\$323K	\$325K	\$339K	\$332K	\$346K	\$321K	\$320K	\$337K	\$348K	\$335K	\$325K	\$346K	\$328K
Avg Sales Price	\$320K	\$326K	\$339K	\$340K	\$343K	\$318K	\$318K	\$337K	\$347K	\$341K	\$325K	\$347K	\$325K
Avg Sales Price as a % of Avg List Price	99%	100%	100%	102%	99%	99%	99%	100%	100%	102%	100%	100%	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.

### Filters Used

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



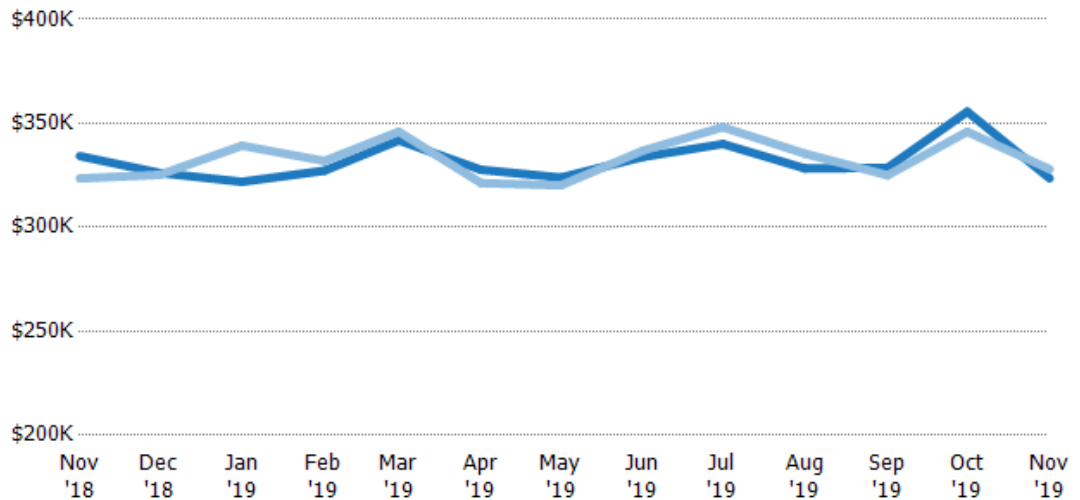
	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Median List Price	\$303K	\$323K	\$315K	\$292K	\$311K	\$335K	\$301K	\$330K	\$350K	\$330K	\$315K	\$340K	\$302K
Median Sales Price	\$314K	\$324K	\$314K	\$289K	\$320K	\$325K	\$299K	\$330K	\$350K	\$326K	\$320K	\$337K	\$302K
Med Sales Price as a % of Med List Price	104%	100%	100%	99%	103%	97%	99%	100%	100%	99%	102%	99%	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



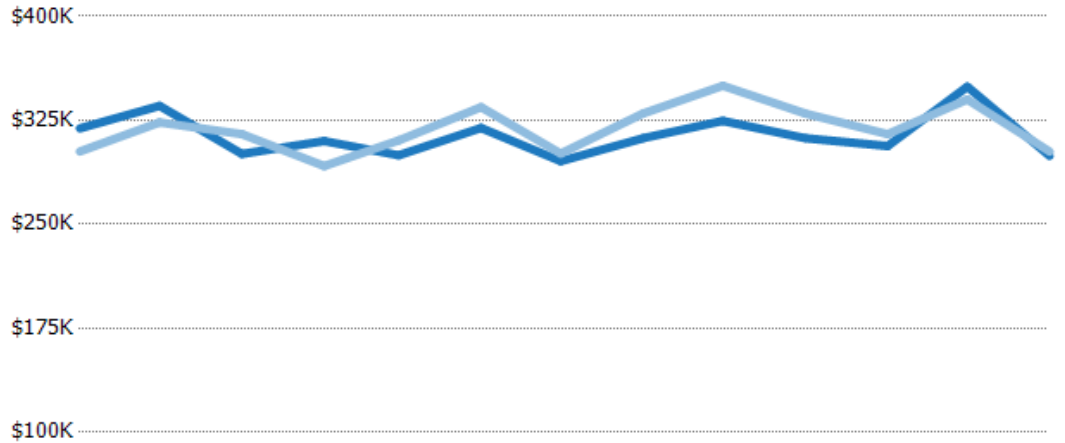
	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Avg Est Value	\$334K	\$326K	\$322K	\$327K	\$342K	\$328K	\$324K	\$334K	\$340K	\$328K	\$329K	\$356K	\$324K
Avg Sales Price	\$323K	\$325K	\$339K	\$332K	\$346K	\$321K	\$320K	\$337K	\$348K	\$335K	\$325K	\$346K	\$328K
Avg Sales Price as a % of Avg Est Value	97%	100%	105%	101%	101%	98%	99%	101%	102%	102%	99%	97%	101%

## 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



	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Median Est Value	\$319K	\$335K	\$301K	\$310K	\$300K	\$319K	\$296K	\$312K	\$325K	\$312K	\$306K	\$349K	\$299K
Median Sales Price	\$303K	\$323K	\$315K	\$292K	\$311K	\$335K	\$301K	\$330K	\$350K	\$330K	\$315K	\$340K	\$302K
Med Sales Price as a % of Med Est Value	95%	96%	105%	94%	104%	105%	102%	106%	108%	106%	103%	97%	101%