

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	Oct 2019	Oct 2018	+ / -	YTD 2019	YTD 2018	+ / -
Listing Activity Charts Metrics						
New Listing Count	40	28	+42.9%	417	432	-3.5%
New Listing Volume	\$12,564,212	\$9,530,577	+31.8%	\$144,395,711	\$141,304,681	+2.2%
Active Listing Count	73	115	-36.5%	N/A	N/A	
Active Listing Volume	\$29,216,113	\$44,780,975	-34.8%	N/A	N/A	
Average Listing Price	\$400,221	\$389,400	+2.8%	\$398,501	\$387,907	+2.7%
Median Listing Price	\$368,900	\$365,000	+1.1%	\$377,273	\$355,647	+6.1%
Median Days in RPR	71	91	-22%	82.56	69.99	+18%
Months of Inventory	1.6	4.3	-61.9%	2.9	2.8	+3%
Absorption Rate	61.64%	23.48%	+38.2%	34.55%	35.57%	-1%
Sales Activity Charts Metrics						
New Pending Sales Count	45	28	+60.7%	436	365	+19.5%
New Pending Sales Volume	\$14,940,799	\$9,205,180	+62.3%	\$145,228,324	\$115,899,120	+25.3%
Pending Sales Count	79	47	+68.1%	N/A	N/A	
Pending Sales Volume	\$27,998,095	\$17,581,902	+59.2%	N/A	N/A	
Closed Sales Count	46	38	+21.1%	342	322	+6.2%
Closed Sales Volume	\$15,956,767	\$11,532,397	+38.4%	\$115,011,810	\$98,399,023	+16.9%
Average Sales Price	\$346,886	\$303,484	+14.3%	\$336,292	\$305,587	+10%
Median Sales Price	\$337,000	\$305,000	+10.5%	\$324,468	\$294,804	+10.1%

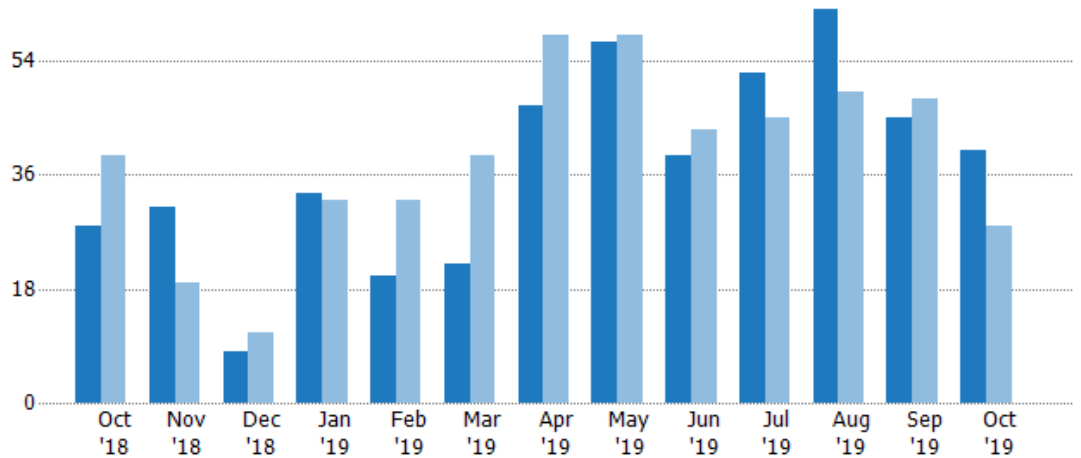
New Listings

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.
Oct '19	40	42.9%
Oct '18	28	-28.2%
Oct '17	39	-25.6%



	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19
Current Year	28	31	8	33	20	22	47	57	39	52	62	45	40
Prior Year	39	19	11	32	32	39	58	58	43	45	49	48	28
Percent Change from Prior Year	-28%	63%	-27%	3%	-38%	-44%	-19%	-2%	-9%	16%	27%	-6%	43%

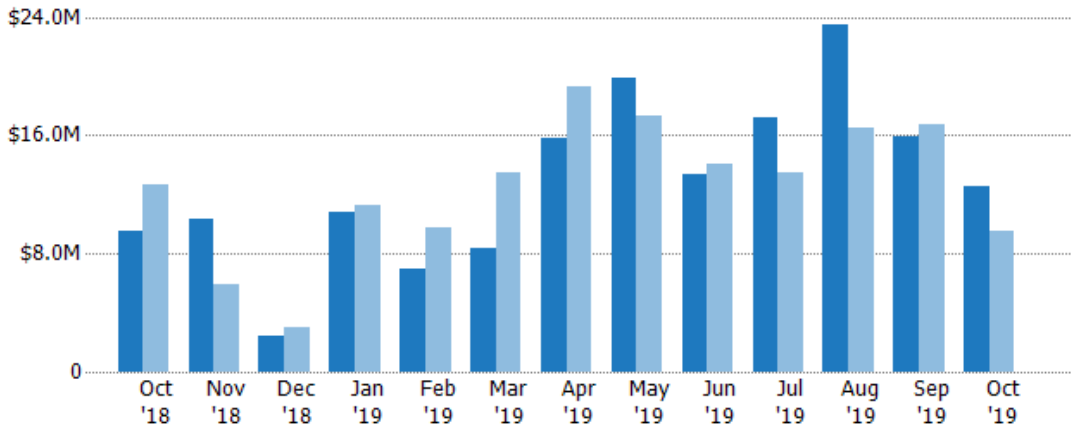
New Listing Volume

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.
Oct '19	\$12.6M	31.8%
Oct '18	\$9.53M	-24.5%
Oct '17	\$12.6M	-36.4%



	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19
Current Year	\$9.53M	\$10.3M	\$2.48M	\$10.8M	\$6.96M	\$8.41M	\$15.8M	\$19.8M	\$13.4M	\$17.2M	\$23.5M	\$15.9M	\$12.6M
Prior Year	\$12.6M	\$5.97M	\$3.01M	\$11.2M	\$9.75M	\$13.5M	\$19.2M	\$17.3M	\$14.1M	\$13.5M	\$16.5M	\$16.7M	\$9.53M
Percent Change from Prior Year	-24%	72%	-18%	-3%	-29%	-38%	-18%	15%	-5%	27%	42%	-4%	32%

Active Listings

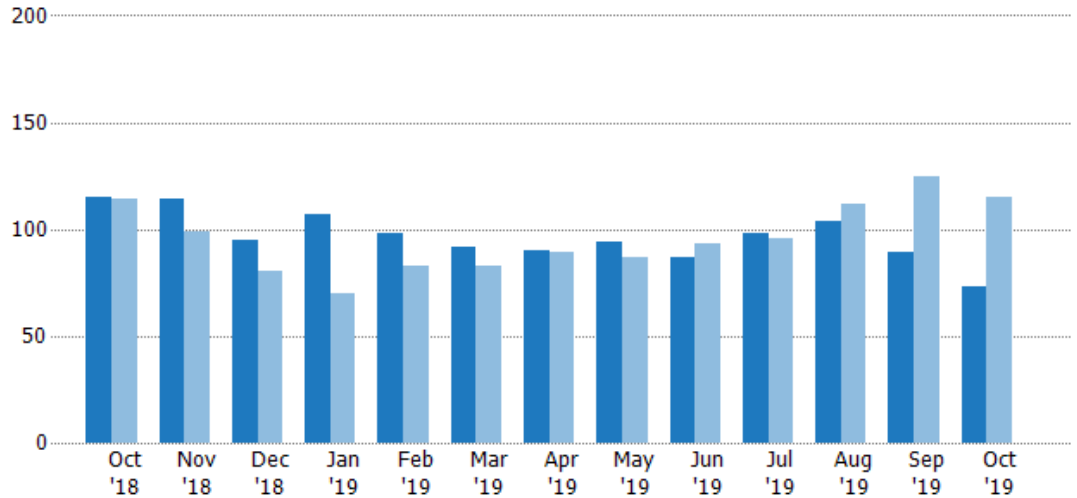
The number of active residential listings at the end of each month.

Filters Used

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

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

Month/ Year	Count	% Chg.
Oct '19	73	-36.5%
Oct '18	115	0.9%
Oct '17	114	14%



Current Year	115	114	95	107	98	92	90	94	87	98	104	89	73
Prior Year	114	99	80	70	83	83	89	87	93	96	112	125	115
Percent Change from Prior Year	1%	15%	19%	53%	18%	11%	1%	8%	-6%	2%	-7%	-29%	-37%

Active Listing Volume

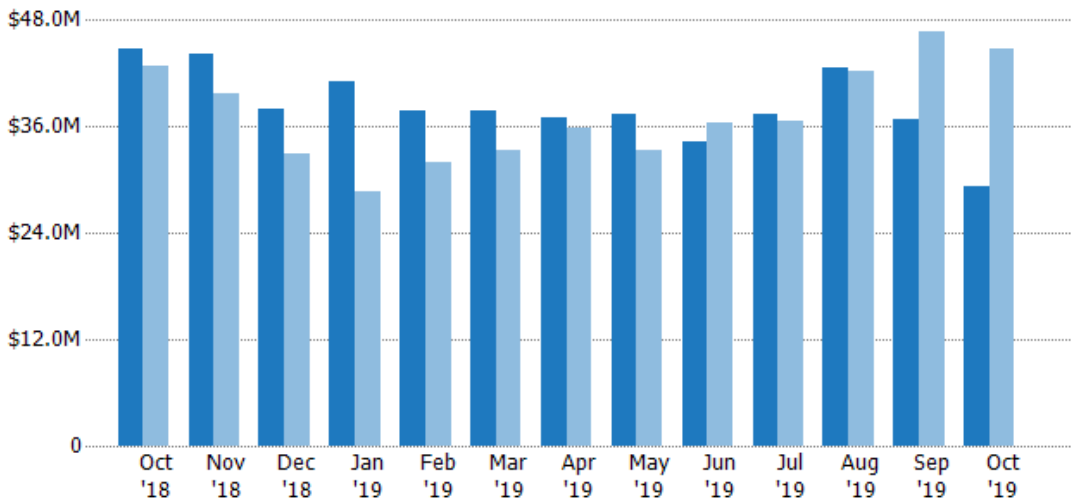
The sum of the listing price of active residential listings at the end of each month.

Filters Used

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

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

Month/ Year	Volume	% Chg.
Oct '19	\$29.2M	-34.8%
Oct '18	\$44.8M	4.4%
Oct '17	\$42.9M	6%



Current Year	\$44.8M	\$44.1M	\$38M	\$41.1M	\$37.8M	\$37.7M	\$37M	\$37.4M	\$34.2M	\$37.5M	\$42.7M	\$36.9M	\$29.2M
Prior Year	\$42.9M	\$39.7M	\$33M	\$28.7M	\$31.9M	\$33.2M	\$35.9M	\$33.2M	\$36.4M	\$36.6M	\$42.2M	\$46.7M	\$44.8M
Percent Change from Prior Year	4%	11%	15%	43%	19%	13%	3%	12%	-6%	2%	1%	-21%	-35%

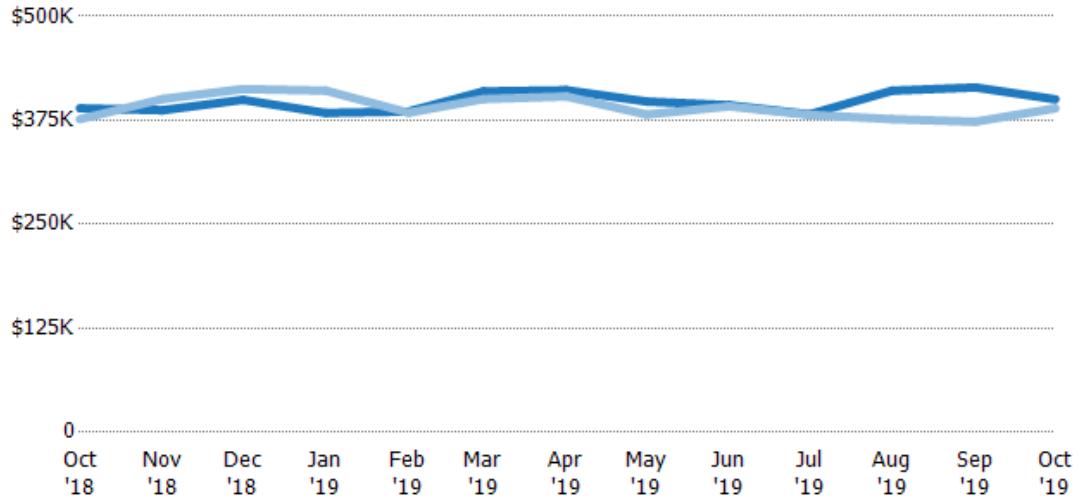
Average Listing Price

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.
Oct '19	\$400K	2.8%
Oct '18	\$389K	3.5%
Oct '17	\$376K	-7.1%



Current Year	\$389K	\$387K	\$400K	\$384K	\$386K	\$410K	\$411K	\$398K	\$393K	\$382K	\$411K	\$415K	\$400K
Prior Year	\$376K	\$401K	\$413K	\$411K	\$384K	\$401K	\$404K	\$382K	\$392K	\$382K	\$376K	\$373K	\$389K
Percent Change from Prior Year	3%	-3%	-3%	-7%	0%	2%	2%	4%	0%	0%	9%	11%	3%

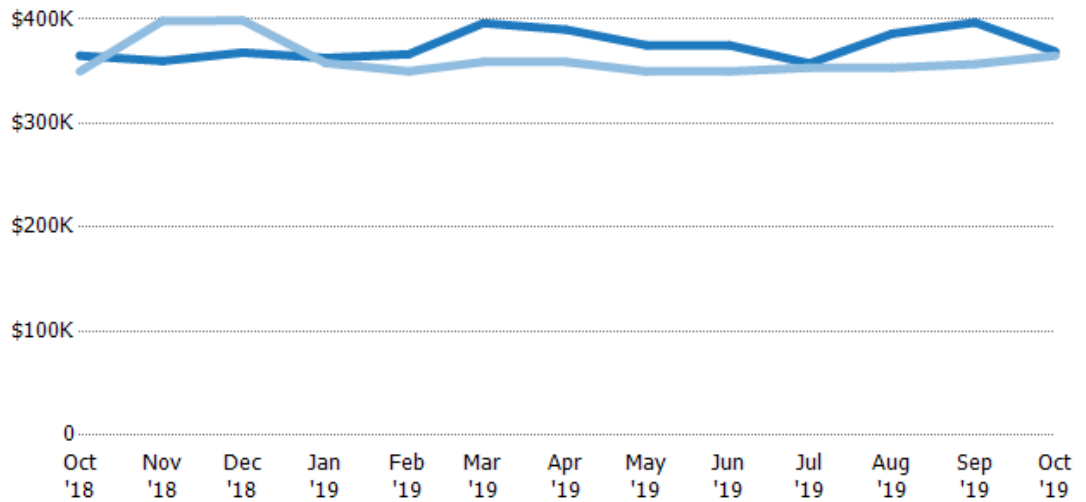
Median Listing Price

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.
Oct '19	\$369K	1.1%
Oct '18	\$365K	4.3%
Oct '17	\$350K	-7.3%



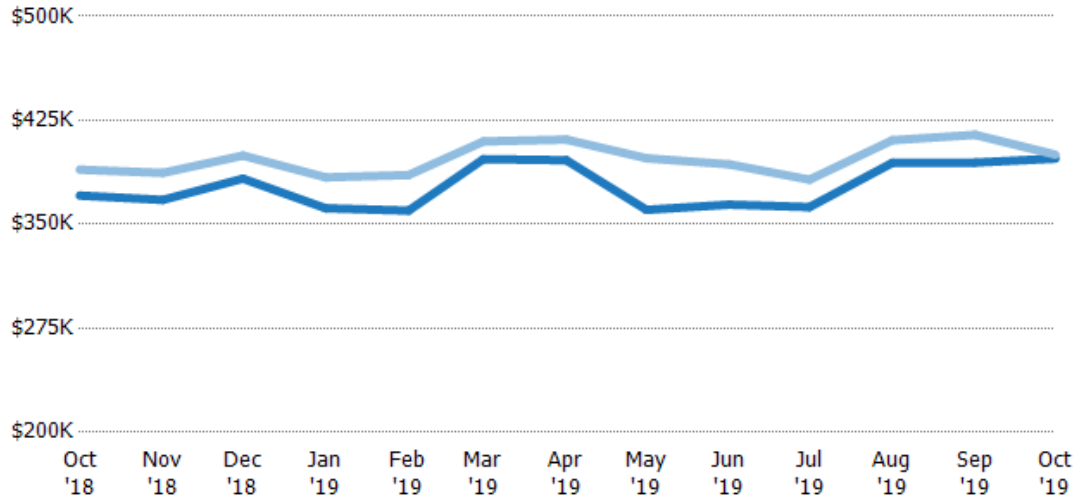
Current Year	\$365K	\$360K	\$368K	\$363K	\$366K	\$396K	\$390K	\$375K	\$375K	\$358K	\$386K	\$397K	\$369K
Prior Year	\$350K	\$399K	\$399K	\$358K	\$350K	\$359K	\$359K	\$350K	\$350K	\$353K	\$353K	\$357K	\$365K
Percent Change from Prior Year	4%	-10%	-8%	1%	5%	10%	9%	7%	7%	1%	9%	11%	1%

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

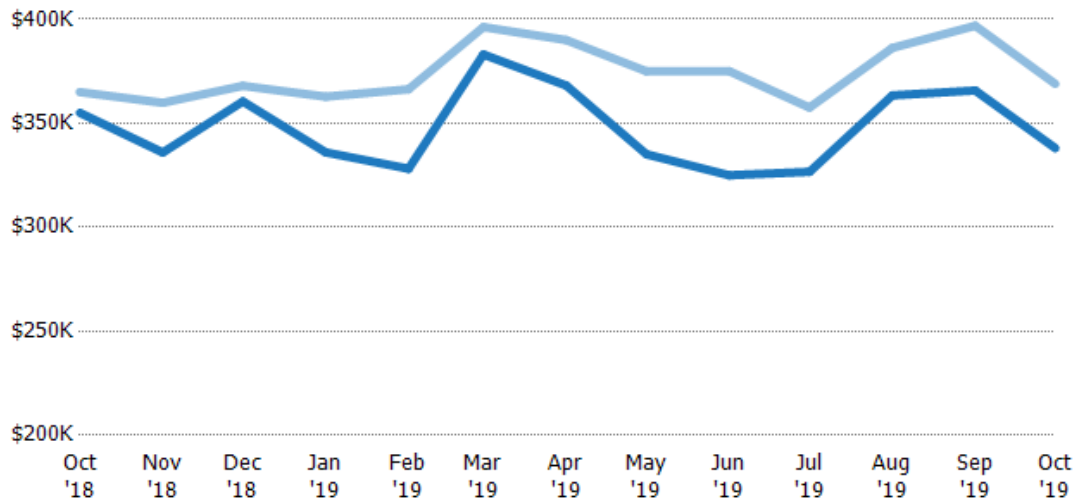


Median Listing Price vs Median Est Value

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

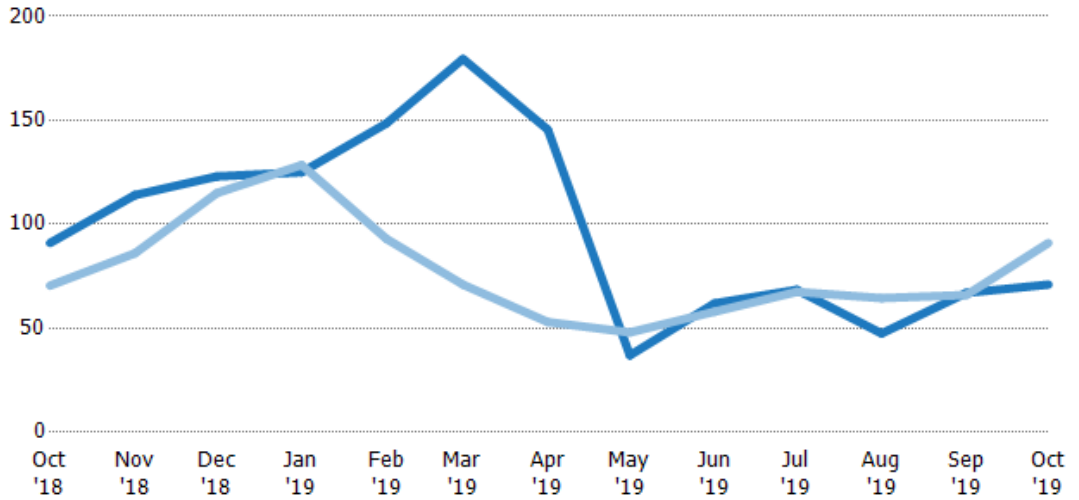


Median Days in RPR

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



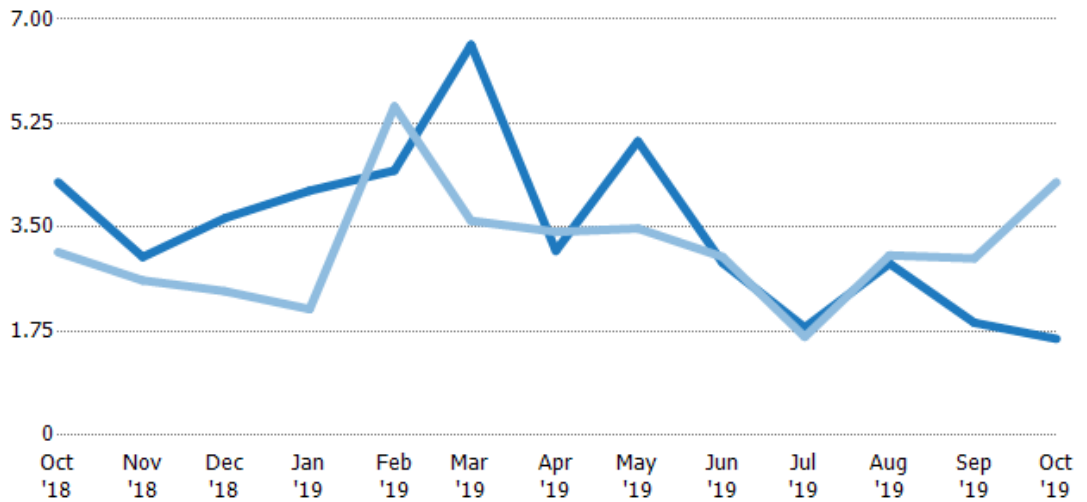
	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19
Current Year	91	114	123	125	149	180	146	37	62	68.5	47.5	67	71
Prior Year	70.5	86	115	129	93	71	53	48	58	67.5	64.5	66	91
Percent Change from Prior Year	29%	33%	7%	-3%	60%	153%	175%	-23%	7%	1%	-26%	2%	-22%

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



	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19
Current Year	4.26	3	3.65	4.12	4.45	6.57	3.1	4.95	2.9	1.81	2.89	1.89	1.62
Prior Year	3.08	2.61	2.42	2.12	5.53	3.61	3.42	3.48	3	1.66	3.03	2.98	4.26
Percent Change from Prior Year	38%	15%	51%	94%	-19%	82%	-9%	42%	-3%	10%	-5%	-36%	-62%

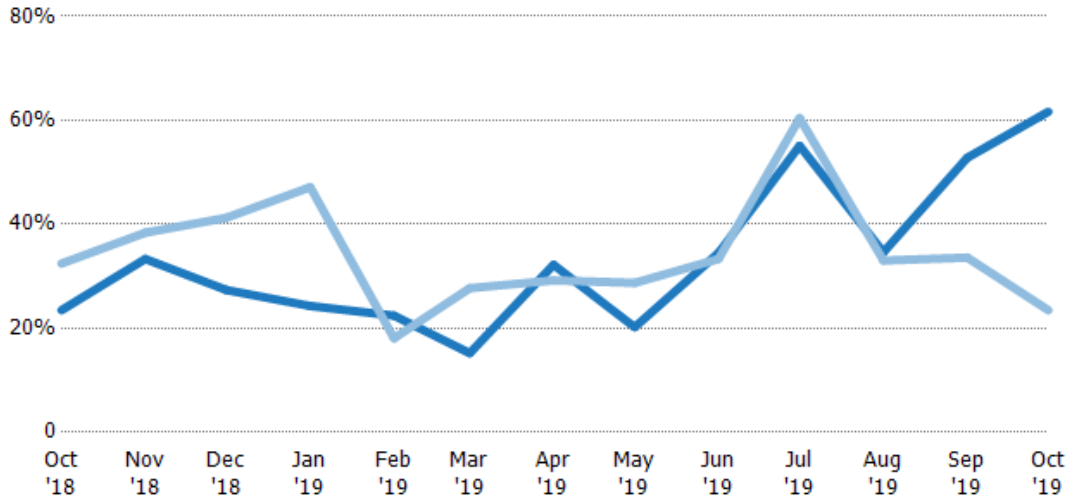
Absorption Rate

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



	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19
Current Year	23%	33%	27%	24%	22%	15%	32%	20%	34%	55%	35%	53%	62%
Prior Year	32%	38%	41%	47%	18%	28%	29%	29%	33%	60%	33%	34%	23%
Change from Prior Year	9%	5%	14%	23%	-4%	13%	-3%	9%	-1%	5%	-2%	-19%	-38%

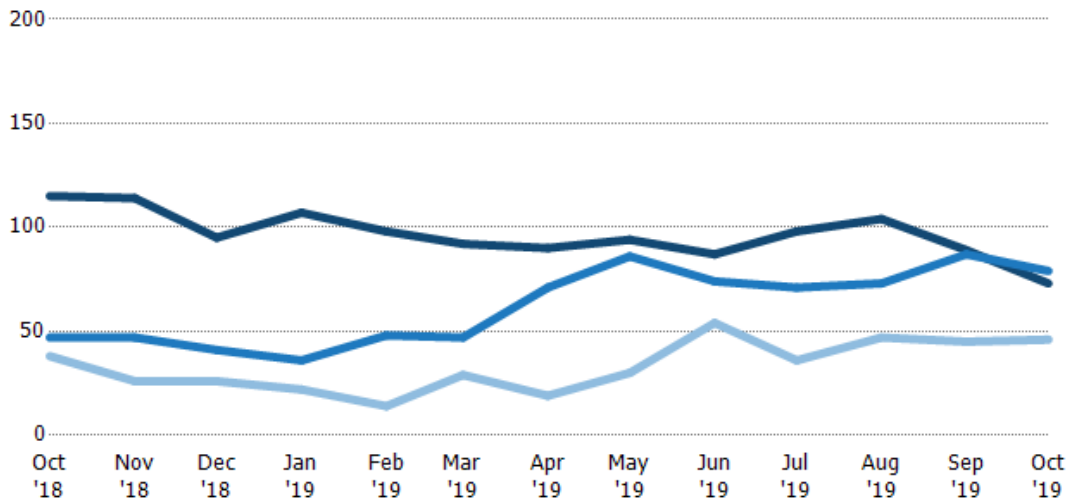
Active/Pending/Sold Units

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



	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19
Active	115	114	95	107	98	92	90	94	87	98	104	89	73
Pending	47	47	41	36	48	47	71	86	74	71	73	87	79
Sold	38	26	26	22	14	29	19	30	54	36	47	45	46

New Pending Sales

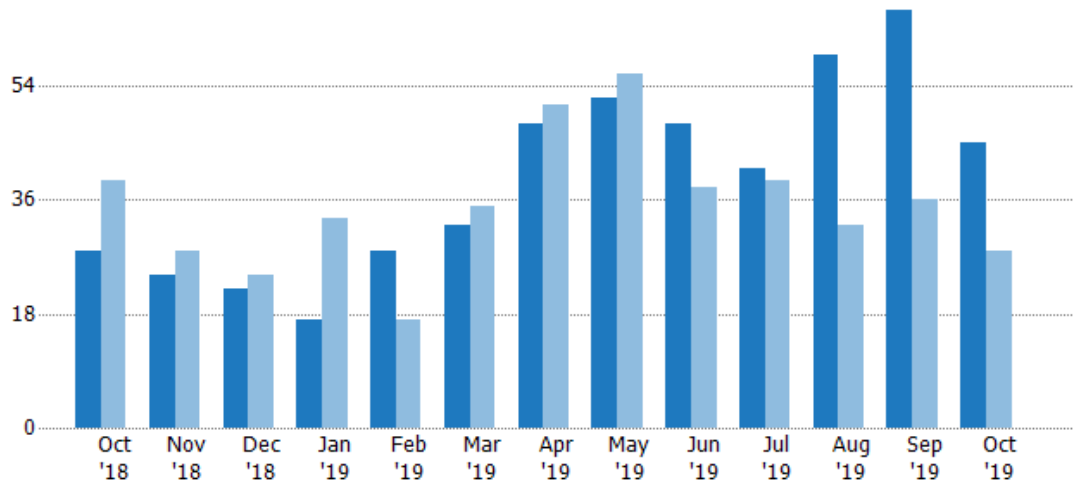
The number of residential properties with accepted offers that were added each month.

Filters Used

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

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

Month/ Year	Count	% Chg.
Oct '19	45	60.7%
Oct '18	28	-28.2%
Oct '17	39	-10.3%



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

New Pending Sales Volume

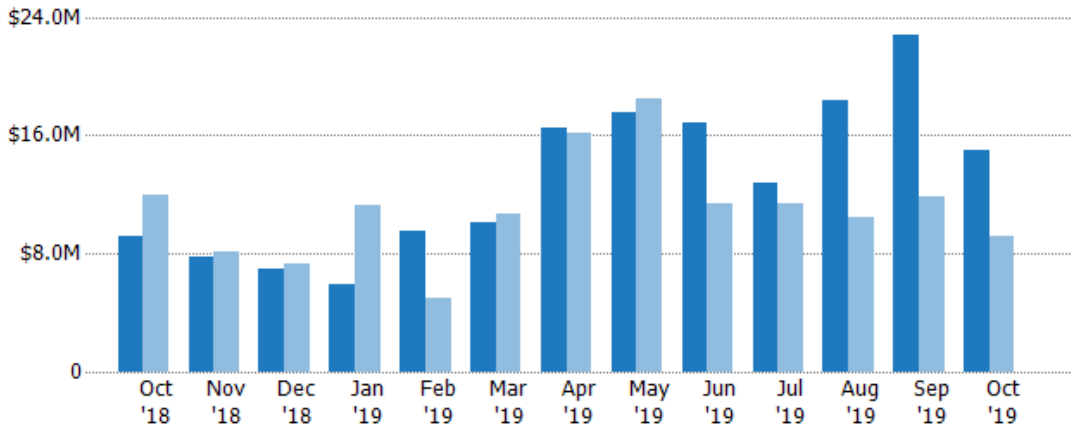
The sum of the sales price of residential properties with accepted offers that were added each month.

Filters Used

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

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

Month/ Year	Volume	% Chg.
Oct '19	\$14.9M	62.3%
Oct '18	\$9.21M	-23.2%
Oct '17	\$12M	-15.1%



	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19
Current Year	\$9.21M	\$7.74M	\$6.91M	\$5.89M	\$9.48M	\$10.1M	\$16.5M	\$17.6M	\$16.8M	\$12.8M	\$18.4M	\$22.7M	\$14.9M
Prior Year	\$12M	\$8.13M	\$7.35M	\$11.3M	\$4.99M	\$10.7M	\$16.1M	\$18.5M	\$11.3M	\$11.4M	\$10.4M	\$11.8M	\$9.21M
Percent Change from Prior Year	-23%	-5%	-6%	-48%	90%	-6%	3%	-5%	49%	12%	76%	92%	62%

Pending Sales

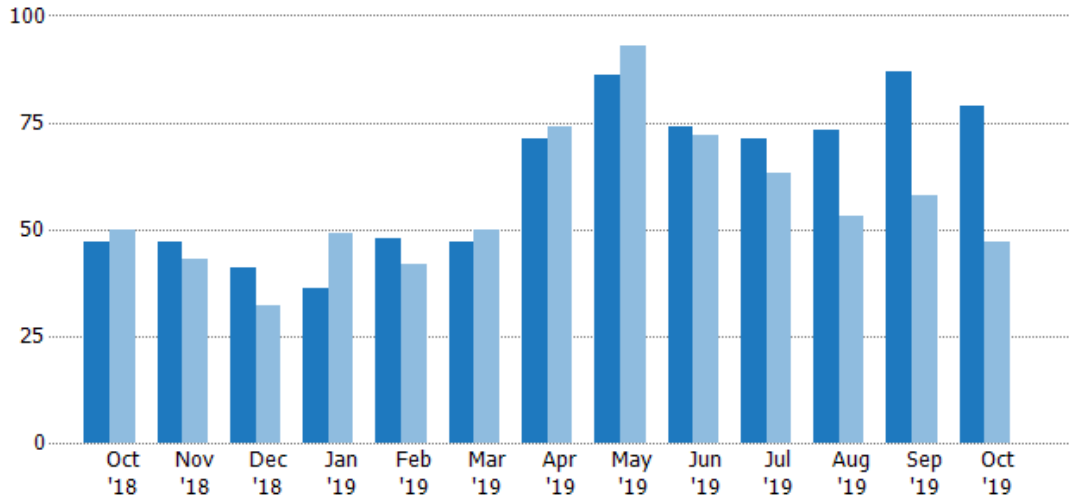
The number of residential properties with accepted offers that were available at the end each month.

Filters Used

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

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

Month/ Year	Count	% Chg.
Oct '19	79	68.1%
Oct '18	47	-6%
Oct '17	50	34%



Current Year	47	47	41	36	48	47	71	86	74	71	73	87	79
Prior Year	50	43	32	49	42	50	74	93	72	63	53	58	47
Percent Change from Prior Year	-6%	9%	28%	-27%	14%	-6%	-4%	-8%	3%	13%	38%	50%	68%

Pending Sales Volume

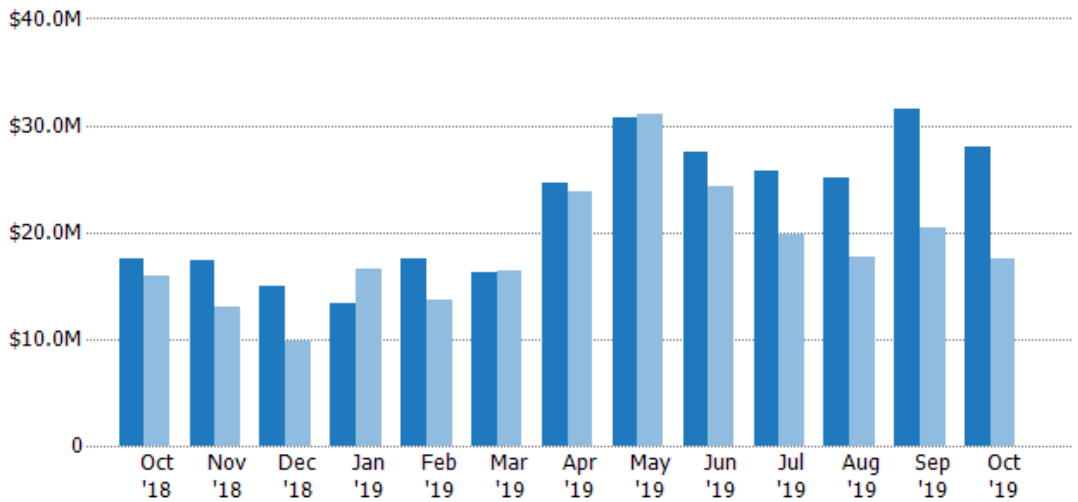
The sum of the sales price of residential properties with accepted offers that were available at the end of each month.

Filters Used

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

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

Month/ Year	Volume	% Chg.
Oct '19	\$28M	59.2%
Oct '18	\$17.6M	10.2%
Oct '17	\$16M	33.2%



Current Year	\$17.6M	\$17.3M	\$14.9M	\$13.3M	\$17.6M	\$16.3M	\$24.7M	\$30.8M	\$27.5M	\$25.7M	\$25M	\$31.5M	\$28M
Prior Year	\$16M	\$12.9M	\$9.73M	\$16.6M	\$13.6M	\$16.3M	\$23.9M	\$31.1M	\$24.2M	\$19.8M	\$17.7M	\$20.5M	\$17.6M
Percent Change from Prior Year	10%	34%	53%	-20%	29%	0%	3%	-1%	13%	30%	42%	54%	59%

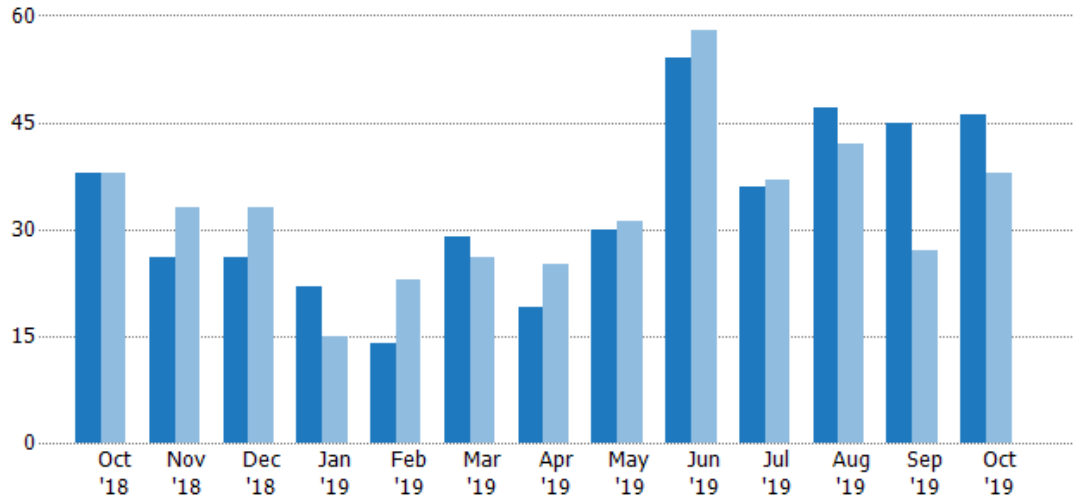
Closed Sales

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.
Oct '19	46	21.1%
Oct '18	38	0%
Oct '17	38	18.4%



Current Year	38	26	26	22	14	29	19	30	54	36	47	45	46
Prior Year	38	33	33	15	23	26	25	31	58	37	42	27	38
Percent Change from Prior Year	0%	-21%	-21%	47%	-39%	12%	-24%	-3%	-7%	-3%	12%	67%	21%

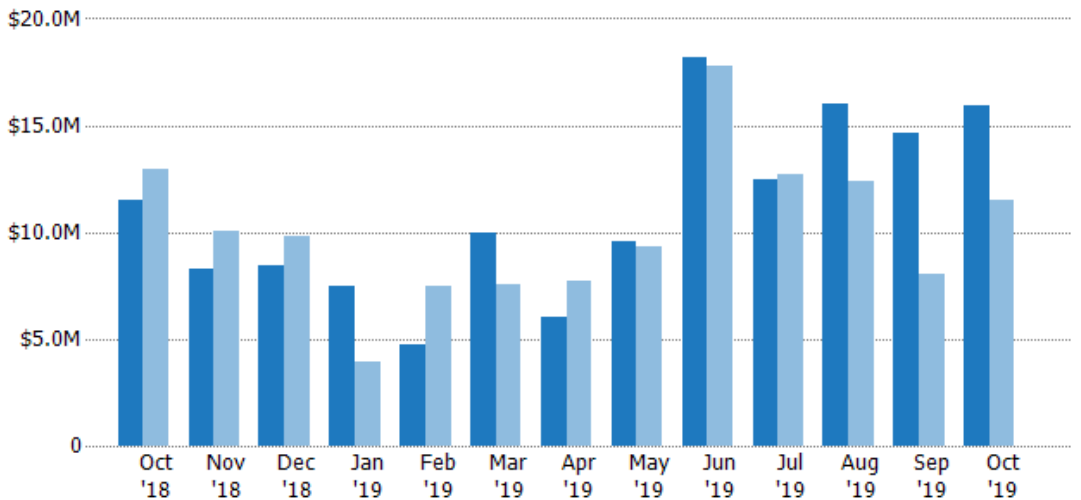
Closed Sales Volume

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.
Oct '19	\$16M	38.4%
Oct '18	\$11.5M	-10.7%
Oct '17	\$12.9M	0.5%



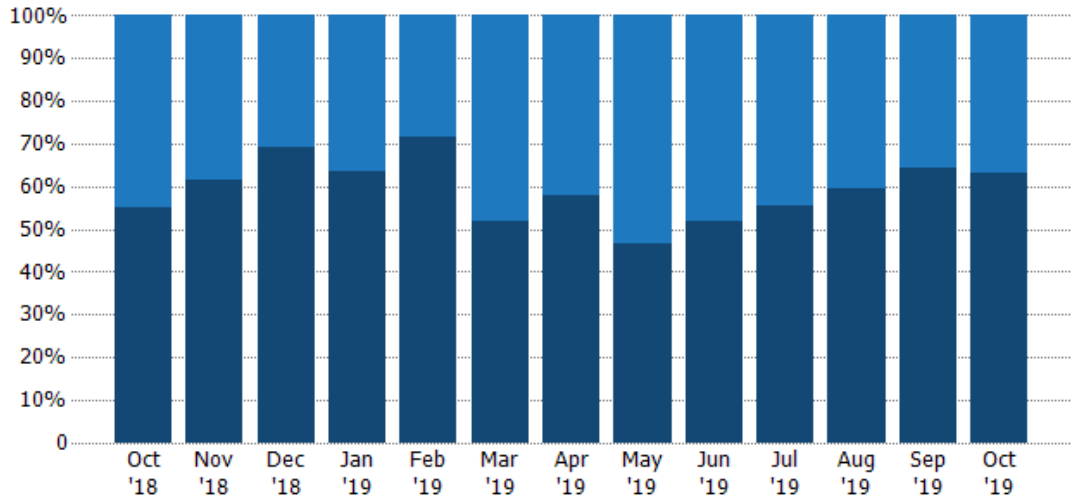
Current Year	\$11.5M	\$8.31M	\$8.46M	\$7.45M	\$4.76M	\$9.95M	\$6.05M	\$9.53M	\$18.2M	\$12.5M	\$16M	\$14.6M	\$16M
Prior Year	\$12.9M	\$10.1M	\$9.83M	\$3.93M	\$7.46M	\$7.52M	\$7.72M	\$9.36M	\$17.7M	\$12.7M	\$12.4M	\$8.08M	\$11.5M
Percent Change from Prior Year	-11%	-18%	-14%	90%	-36%	32%	-22%	2%	2%	-1%	29%	81%	38%

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



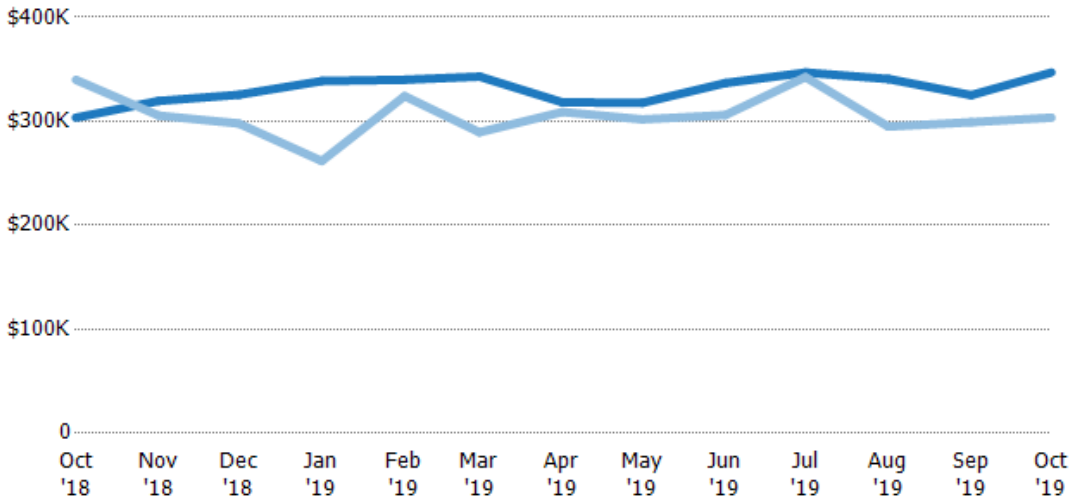
Condo/Townhouse	45%	38%	31%	36%	29%	48%	42%	53%	48%	44%	40%	36%	37%
Single Family Residence	55%	62%	69%	64%	71%	52%	58%	47%	52%	56%	60%	64%	63%

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	\$303K	\$320K	\$326K	\$339K	\$340K	\$343K	\$318K	\$318K	\$337K	\$347K	\$341K	\$325K	\$347K
Prior Year	\$340K	\$306K	\$298K	\$262K	\$324K	\$289K	\$309K	\$302K	\$306K	\$343K	\$295K	\$299K	\$303K
Percent Change from Prior Year	-11%	5%	9%	29%	5%	19%	3%	5%	10%	1%	16%	9%	14%

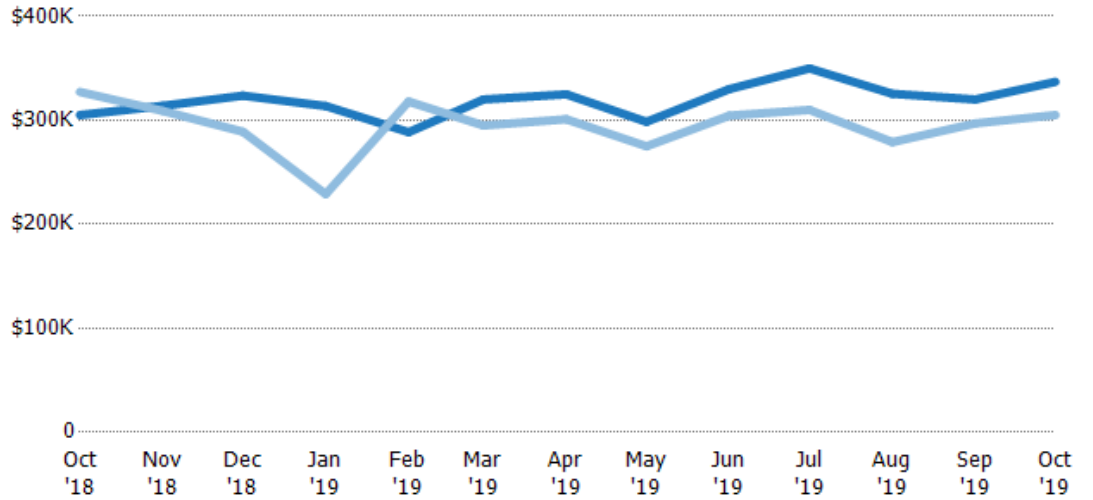
Median Sales Price

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.
Oct '19	\$337K	10.5%
Oct '18	\$305K	-6.8%
Oct '17	\$327K	-15.8%



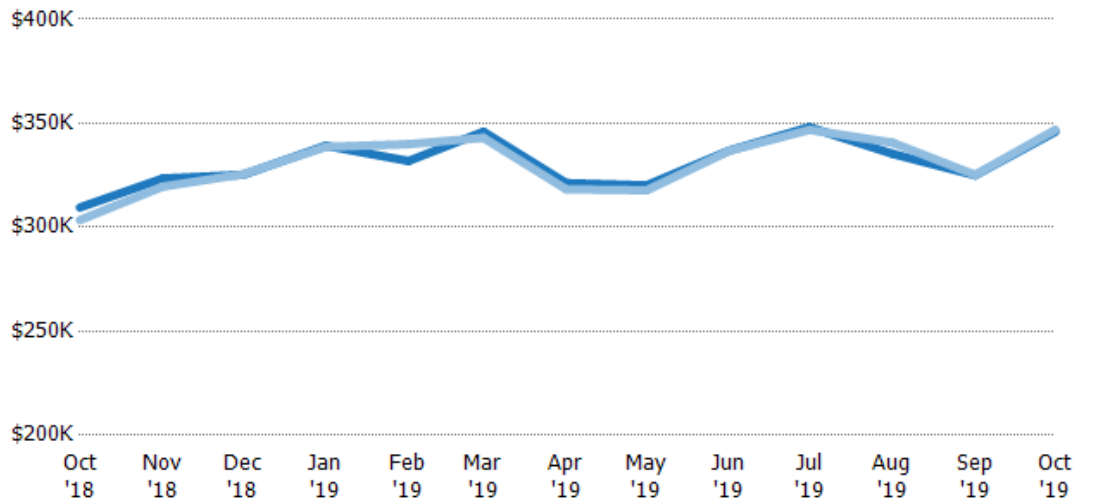
Current Year	\$305K	\$314K	\$324K	\$314K	\$289K	\$320K	\$325K	\$299K	\$330K	\$350K	\$326K	\$320K	\$337K
Prior Year	\$327K	\$309K	\$289K	\$229K	\$318K	\$295K	\$301K	\$275K	\$305K	\$310K	\$279K	\$297K	\$305K
Percent Change from Prior Year	-7%	2%	12%	37%	-9%	8%	8%	9%	8%	13%	17%	8%	10%

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



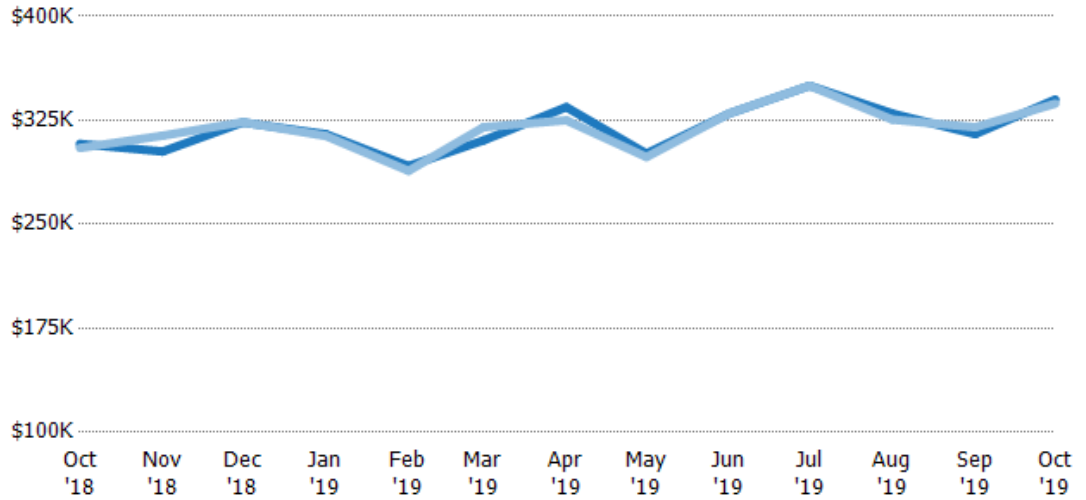
Avg List Price	\$310K	\$323K	\$325K	\$339K	\$332K	\$346K	\$321K	\$320K	\$337K	\$348K	\$335K	\$325K	\$346K
Avg Sales Price	\$303K	\$320K	\$326K	\$339K	\$340K	\$343K	\$318K	\$318K	\$337K	\$347K	\$341K	\$325K	\$347K
Avg Sales Price as a % of Avg List Price	98%	99%	100%	100%	102%	99%	99%	99%	100%	100%	102%	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

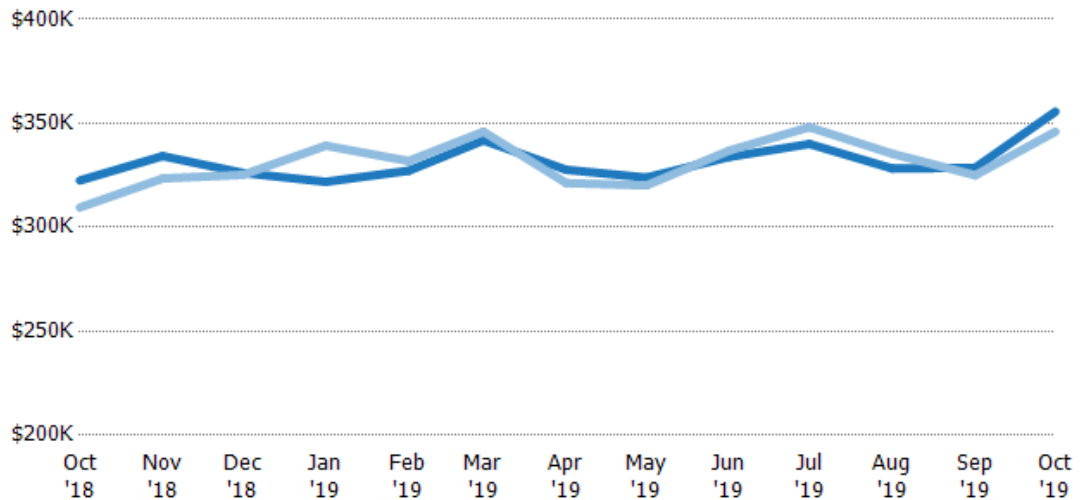


Average Sales Price vs Average Est Value

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

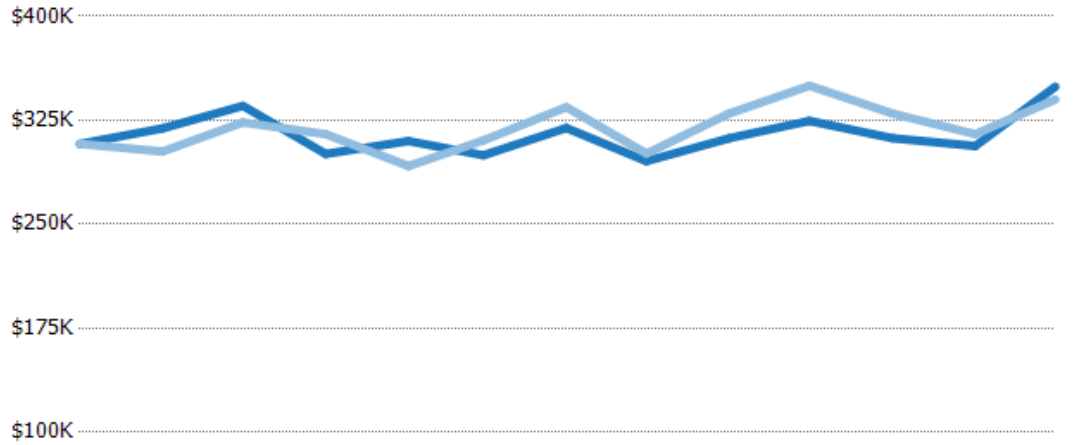


Median Sales Price vs Median Est Value

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



	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19
Median Est Value	\$308K	\$319K	\$335K	\$301K	\$310K	\$300K	\$319K	\$296K	\$312K	\$325K	\$312K	\$306K	\$349K
Median Sales Price	\$308K	\$303K	\$323K	\$315K	\$292K	\$311K	\$335K	\$301K	\$330K	\$350K	\$330K	\$315K	\$340K
Med Sales Price as a % of Med Est Value	100%	95%	96%	105%	94%	104%	105%	102%	106%	108%	106%	103%	97%