

## 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	Sep 2019	Sep 2018	+ / -	YTD 2019	YTD 2018	+ / -
<b>Listing Activity Charts Metrics</b>						
New Listing Count	45	48	-6.3%	377	404	-6.7%
New Listing Volume	\$15,940,860	\$16,680,513	-4.4%	\$131,831,499	\$131,774,104	+0%
Active Listing Count	89	125	-28.8%	N/A	N/A	
Active Listing Volume	\$36,890,714	\$46,658,778	-20.9%	N/A	N/A	
Average Listing Price	\$414,502	\$373,270	+11%	\$398,354	\$387,702	+2.7%
Median Listing Price	\$396,900	\$356,900	+11.2%	\$377,984	\$354,363	+6.7%
Median Days in RPR	67	66	+1.5%	84.36	67.18	+25.6%
Months of Inventory	1.9	3	-36.4%	3	2.8	+8.6%
Absorption Rate	52.81%	33.6%	+19.2%	33.06%	35.92%	-2.9%
<b>Sales Activity Charts Metrics</b>						
New Pending Sales Count	66	36	+83.3%	391	337	+16%
New Pending Sales Volume	\$22,737,809	\$11,823,983	+92.3%	\$130,287,525	\$106,693,940	+22.1%
Pending Sales Count	87	58	+50%	N/A	N/A	
Pending Sales Volume	\$31,536,745	\$20,482,922	+54%	N/A	N/A	
Closed Sales Count	45	27	+66.7%	296	284	+4.2%
Closed Sales Volume	\$14,631,770	\$8,076,278	+81.2%	\$99,055,043	\$86,866,626	+14%
Average Sales Price	\$325,150	\$299,121	+8.7%	\$334,645	\$305,868	+9.4%
Median Sales Price	\$320,000	\$297,000	+7.7%	\$322,520	\$293,440	+9.9%

## New Listings

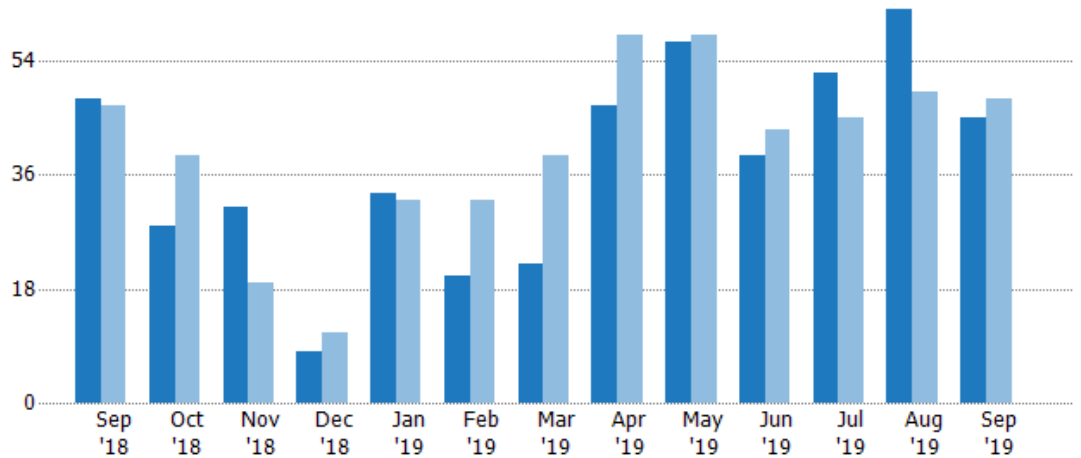
The number of new residential listings that were added each month.

### Filters Used

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

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

Month/ Year	Count	% Chg.
Sep '19	45	-6.3%
Sep '18	48	2.1%
Sep '17	47	-10.6%



Current Year	48	28	31	8	33	20	22	47	57	39	52	62	45
Prior Year	47	39	19	11	32	32	39	58	58	43	45	49	48
Percent Change from Prior Year	2%	-28%	63%	-27%	3%	-38%	-44%	-19%	-2%	-9%	16%	27%	-6%

## New Listing Volume

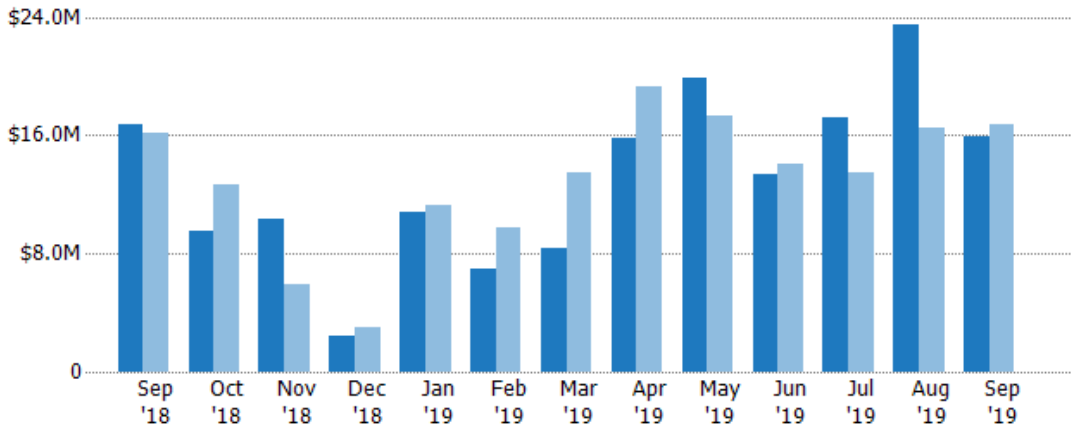
The sum of the listing price of residential listings that were added each month.

### Filters Used

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

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

Month/ Year	Volume	% Chg.
Sep '19	\$15.9M	-4.4%
Sep '18	\$16.7M	3.6%
Sep '17	\$16.1M	-13.6%



Current Year	\$16.7M	\$9.53M	\$10.3M	\$2.48M	\$10.8M	\$6.96M	\$8.41M	\$15.8M	\$19.8M	\$13.4M	\$17.2M	\$23.5M	\$15.9M
Prior Year	\$16.1M	\$12.6M	\$5.97M	\$3.01M	\$11.2M	\$9.75M	\$13.5M	\$19.2M	\$17.3M	\$14.1M	\$13.5M	\$16.5M	\$16.7M
Percent Change from Prior Year	4%	-24%	72%	-18%	-3%	-29%	-38%	-18%	15%	-5%	27%	42%	-4%

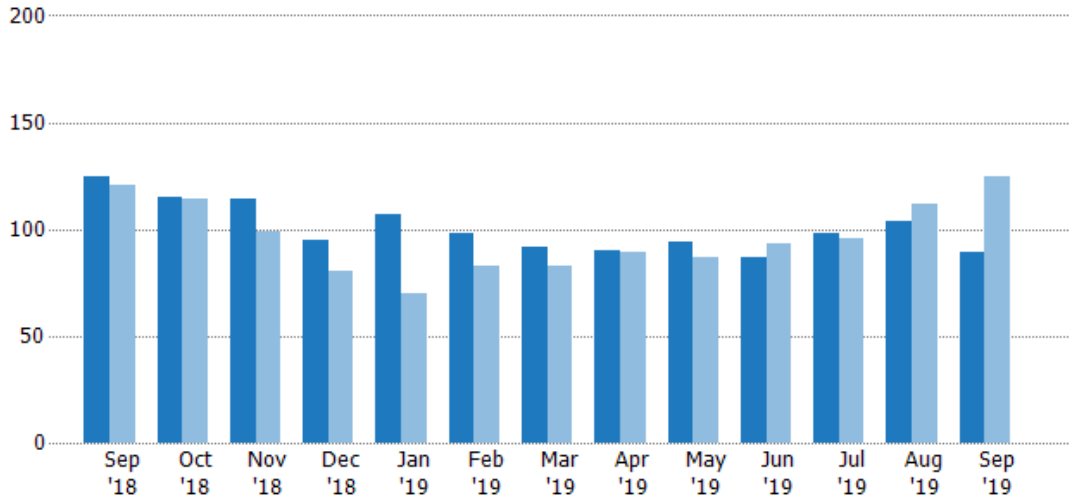
## Active Listings

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



	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19
Current Year	125	115	114	95	107	98	92	90	94	87	98	104	89
Prior Year	121	114	99	80	70	83	83	89	87	93	96	112	125
Percent Change from Prior Year	3%	1%	15%	19%	53%	18%	11%	1%	8%	-6%	2%	-7%	-29%

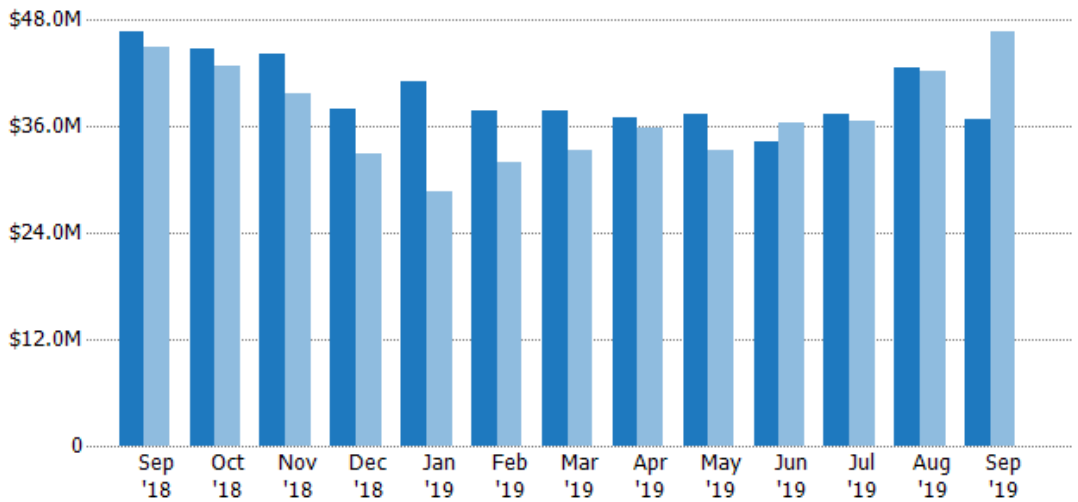
## Active Listing Volume

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



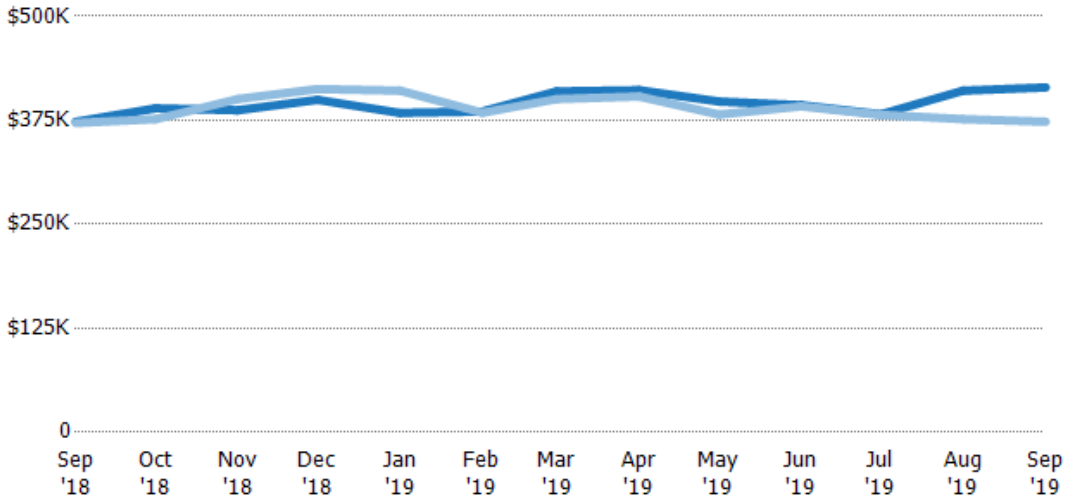
	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19
Current Year	\$46.7M	\$44.8M	\$44.1M	\$38M	\$41.1M	\$37.8M	\$37.7M	\$37M	\$37.4M	\$34.2M	\$37.5M	\$42.7M	\$36.9M
Prior Year	\$45M	\$42.9M	\$39.7M	\$33M	\$28.7M	\$31.9M	\$33.2M	\$35.9M	\$33.2M	\$36.4M	\$36.6M	\$42.2M	\$46.7M
Percent Change from Prior Year	4%	4%	11%	15%	43%	19%	13%	3%	12%	-6%	2%	1%	-21%

## 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



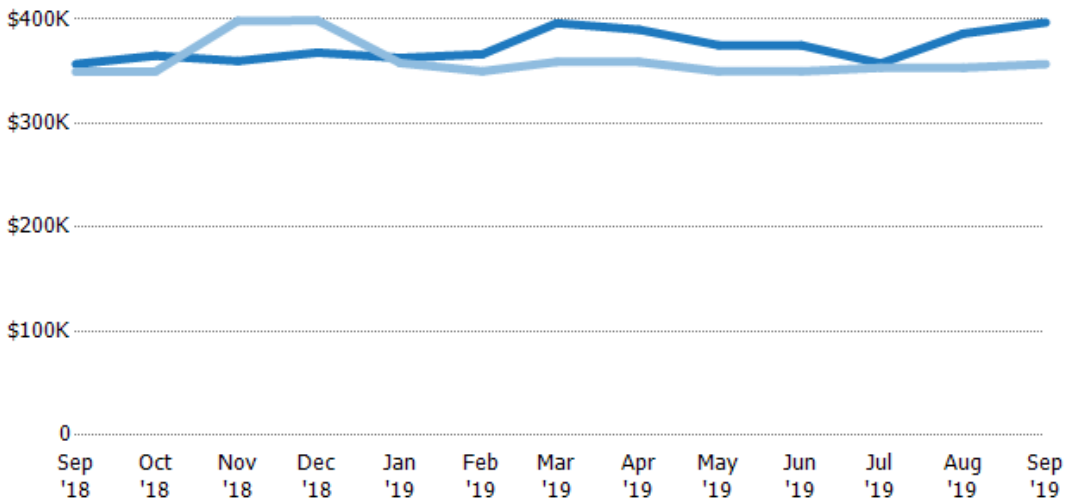
Month/Year	Current Year Price	Prior Year Price	Percent Change from Prior Year
Sep '18	\$373K	\$372K	0%
Oct '18	\$389K	\$376K	3%
Nov '18	\$387K	\$401K	-3%
Dec '18	\$400K	\$413K	-3%
Jan '19	\$384K	\$411K	-7%
Feb '19	\$386K	\$384K	0%
Mar '19	\$410K	\$401K	2%
Apr '19	\$411K	\$404K	2%
May '19	\$398K	\$382K	4%
Jun '19	\$393K	\$392K	0%
Jul '19	\$382K	\$382K	0%
Aug '19	\$411K	\$376K	9%
Sep '19	\$415K	\$373K	11%

## 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



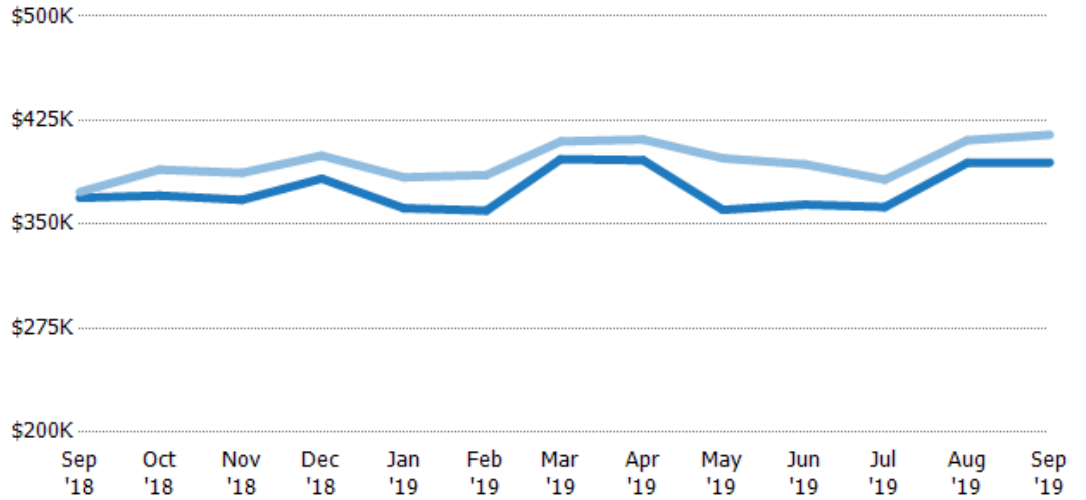
Month/Year	Current Year Price	Prior Year Price	Percent Change from Prior Year
Sep '18	\$357K	\$350K	2%
Oct '18	\$365K	\$350K	4%
Nov '18	\$360K	\$399K	-10%
Dec '18	\$368K	\$399K	-8%
Jan '19	\$363K	\$358K	1%
Feb '19	\$366K	\$350K	5%
Mar '19	\$396K	\$359K	10%
Apr '19	\$390K	\$359K	9%
May '19	\$375K	\$350K	7%
Jun '19	\$375K	\$350K	7%
Jul '19	\$358K	\$353K	1%
Aug '19	\$386K	\$353K	9%
Sep '19	\$397K	\$357K	11%

## 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



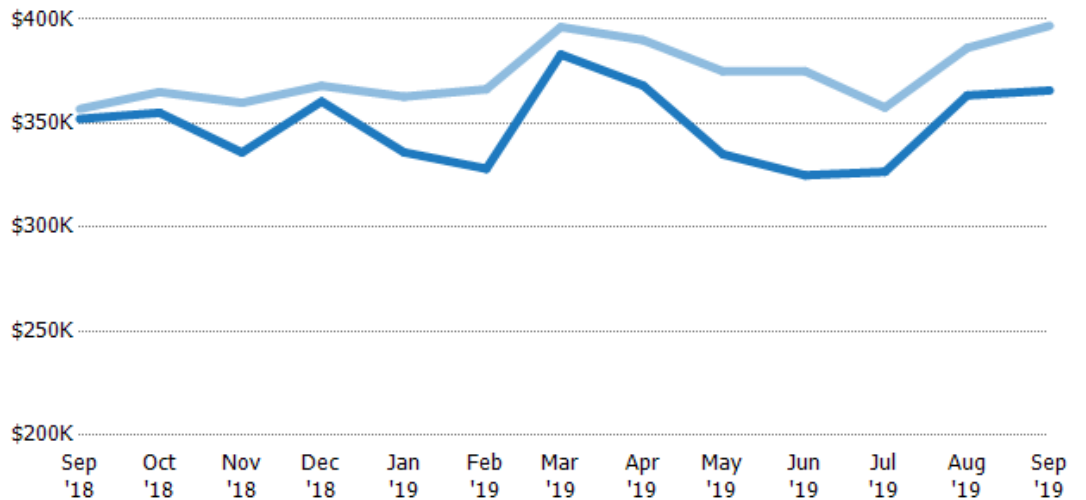
Avg Est Value	\$369K	\$371K	\$368K	\$383K	\$362K	\$360K	\$397K	\$396K	\$360K	\$364K	\$362K	\$394K	\$395K
Avg Listing Price	\$373K	\$389K	\$387K	\$400K	\$384K	\$386K	\$410K	\$411K	\$398K	\$393K	\$382K	\$411K	\$415K
Avg Listing Price as a % of Avg Est Value	101%	105%	105%	104%	106%	107%	103%	104%	110%	108%	105%	104%	105%

## 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	\$352K	\$355K	\$336K	\$360K	\$336K	\$328K	\$383K	\$368K	\$335K	\$325K	\$327K	\$363K	\$366K
Median Listing Price	\$357K	\$365K	\$360K	\$368K	\$363K	\$366K	\$396K	\$390K	\$375K	\$375K	\$358K	\$386K	\$397K
Med Listing Price as a % of Med Est Value	101%	103%	107%	102%	108%	112%	103%	106%	112%	115%	109%	106%	109%

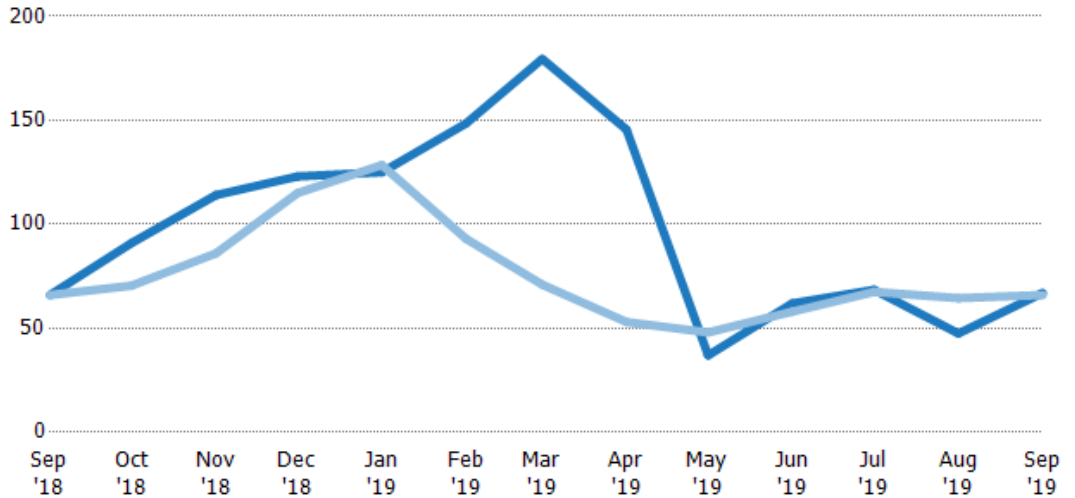
## Median Days in RPR

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.
Sep '19	67	1.5%
Sep '18	66	0%
Sep '17	66	26.5%



Current Year	66	91	114	123	125	149	180	146	37	62	68.5	47.5	67
Prior Year	66	70.5	86	115	129	93	71	53	48	58	67.5	64.5	66
Percent Change from Prior Year	0%	29%	33%	7%	-3%	60%	153%	175%	-23%	7%	1%	-26%	2%

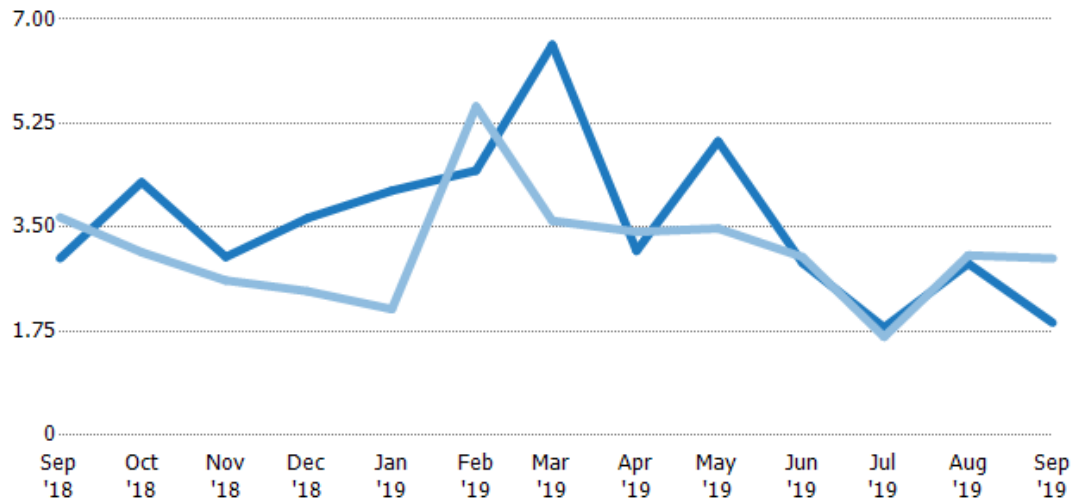
## Months of Inventory

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.
Sep '19	1.89	-36.4%
Sep '18	2.98	-18.8%
Sep '17	3.67	-18.2%



Current Year	2.98	4.26	3	3.65	4.12	4.45	6.57	3.1	4.95	2.9	1.81	2.89	1.89
Prior Year	3.67	3.08	2.61	2.42	2.12	5.53	3.61	3.42	3.48	3	1.66	3.03	2.98
Percent Change from Prior Year	-19%	38%	15%	51%	94%	-19%	82%	-9%	42%	-3%	10%	-5%	-36%

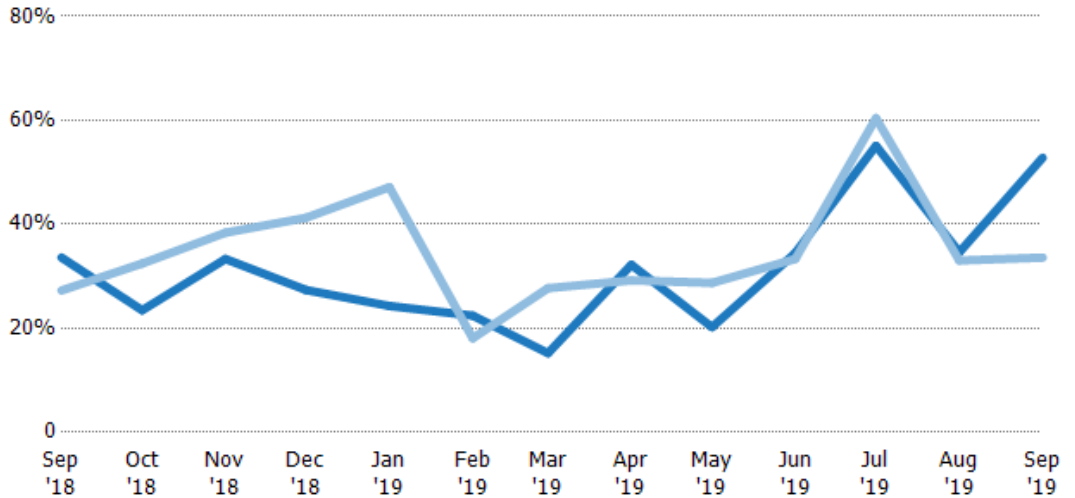
## Absorption Rate

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



	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19
Current Year	34%	23%	33%	27%	24%	22%	15%	32%	20%	34%	55%	35%	53%
Prior Year	27%	32%	38%	41%	47%	18%	28%	29%	29%	33%	60%	33%	34%
Change from Prior Year	-6%	9%	5%	14%	23%	-4%	13%	-3%	9%	-1%	5%	-2%	-19%

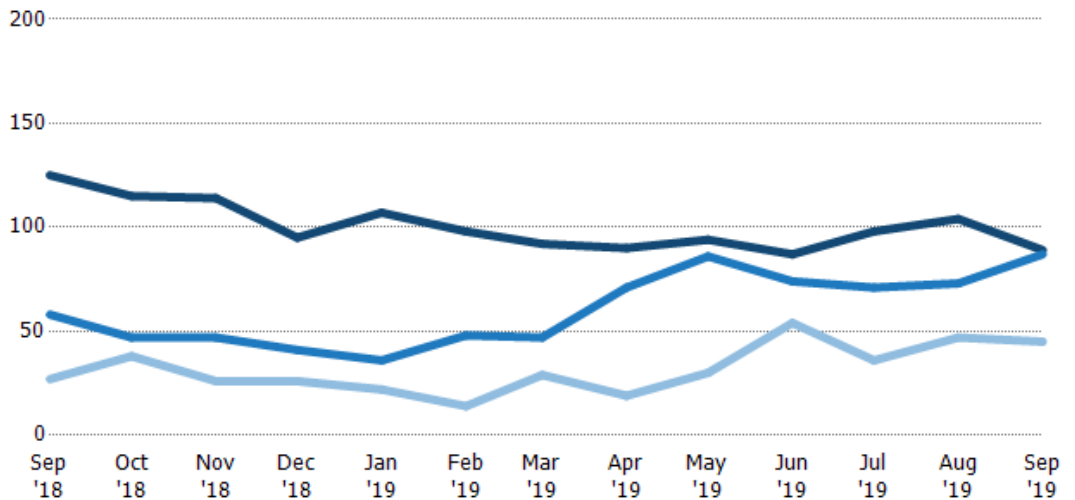
## Active/Pending/Sold Units

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



	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19
Active	125	115	114	95	107	98	92	90	94	87	98	104	89
Pending	58	47	47	41	36	48	47	71	86	74	71	73	87
Sold	27	38	26	26	22	14	29	19	30	54	36	47	45

## New Pending Sales

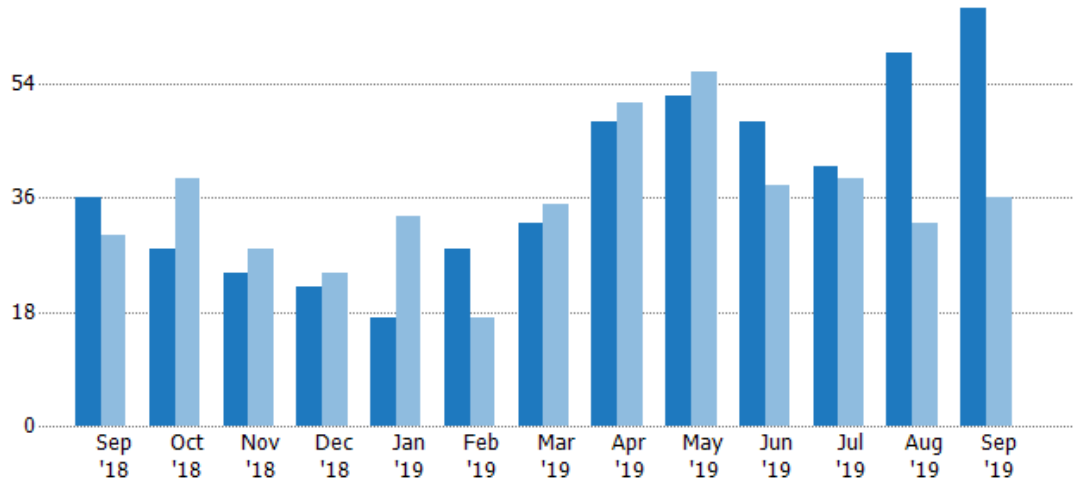
The number of residential properties with accepted offers that were added each month.

### Filters Used

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

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

Month/ Year	Count	% Chg.
Sep '19	66	83.3%
Sep '18	36	20%
Sep '17	30	26.7%



Current Year	36	28	24	22	17	28	32	48	52	48	41	59	66
Prior Year	30	39	28	24	33	17	35	51	56	38	39	32	36
Percent Change from Prior Year	20%	-28%	-14%	-8%	-48%	65%	-9%	-6%	-7%	26%	5%	84%	83%

## New Pending Sales Volume

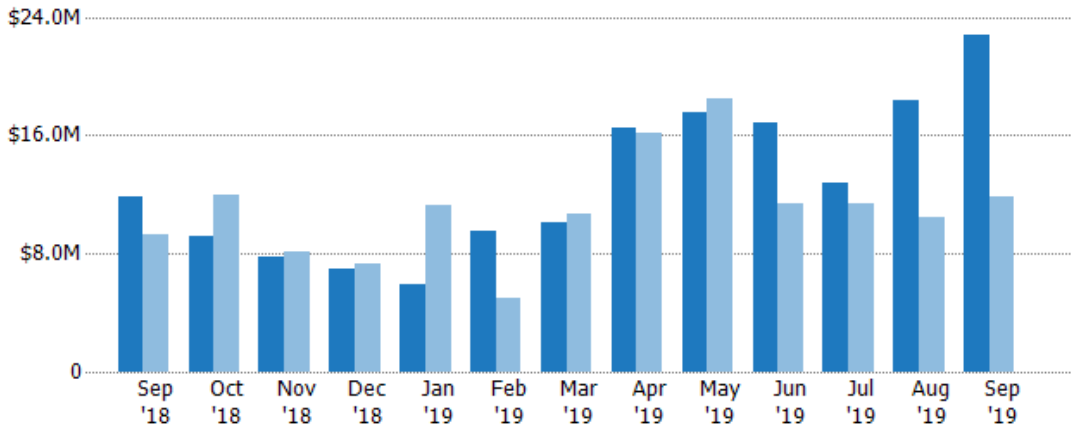
The sum of the sales price of residential properties with accepted offers that were added each month.

### Filters Used

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

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

Month/ Year	Volume	% Chg.
Sep '19	\$22.7M	92.3%
Sep '18	\$11.8M	27%
Sep '17	\$9.31M	34.1%



Current Year	\$11.8M	\$9.21M	\$7.74M	\$6.91M	\$5.89M	\$9.48M	\$10.1M	\$16.5M	\$17.6M	\$16.8M	\$12.8M	\$18.4M	\$22.7M
Prior Year	\$9.31M	\$12M	\$8.13M	\$7.35M	\$11.3M	\$4.99M	\$10.7M	\$16.1M	\$18.5M	\$11.3M	\$11.4M	\$10.4M	\$11.8M
Percent Change from Prior Year	27%	-23%	-5%	-6%	-48%	90%	-6%	3%	-5%	49%	12%	76%	92%



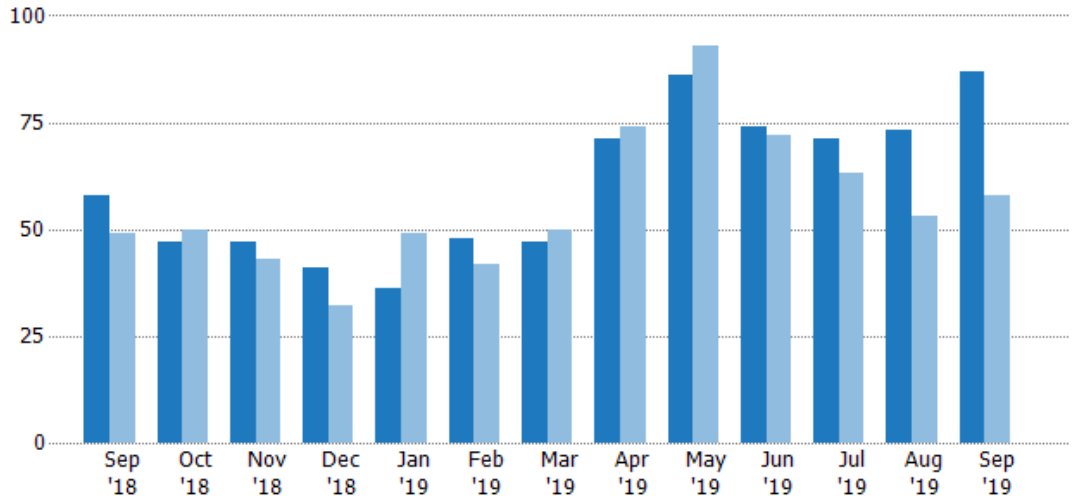
## Pending Sales

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



	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19
Current Year	58	47	47	41	36	48	47	71	86	74	71	73	87
Prior Year	49	50	43	32	49	42	50	74	93	72	63	53	58
Percent Change from Prior Year	18%	-6%	9%	28%	-27%	14%	-6%	-4%	-8%	3%	13%	38%	50%

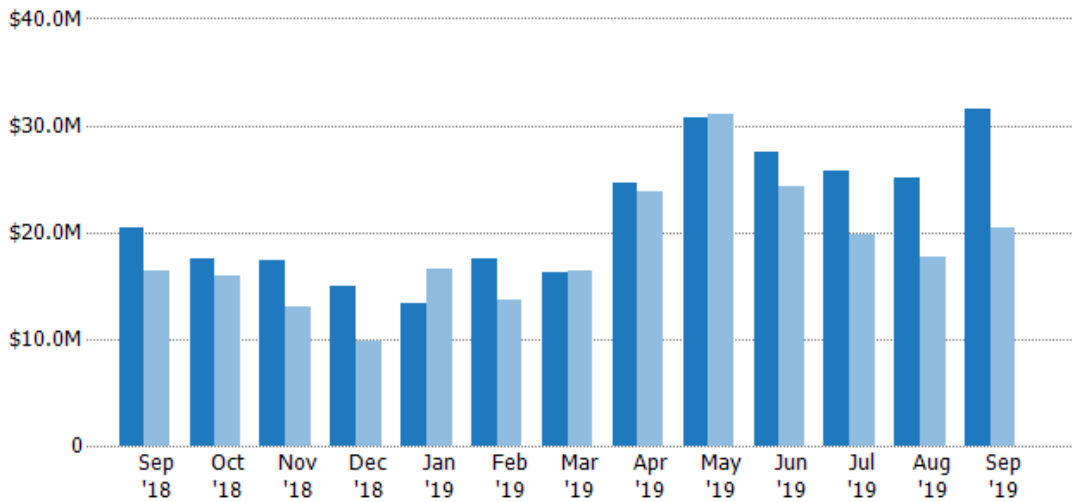
## Pending Sales Volume

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



	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19
Current Year	\$20.5M	\$17.6M	\$17.3M	\$14.9M	\$13.3M	\$17.6M	\$16.3M	\$24.7M	\$30.8M	\$27.5M	\$25.7M	\$25M	\$31.5M
Prior Year	\$16.5M	\$16M	\$12.9M	\$9.73M	\$16.6M	\$13.6M	\$16.3M	\$23.9M	\$31.1M	\$24.2M	\$19.8M	\$17.7M	\$20.5M
Percent Change from Prior Year	24%	10%	34%	53%	-20%	29%	0%	3%	-1%	13%	30%	42%	54%

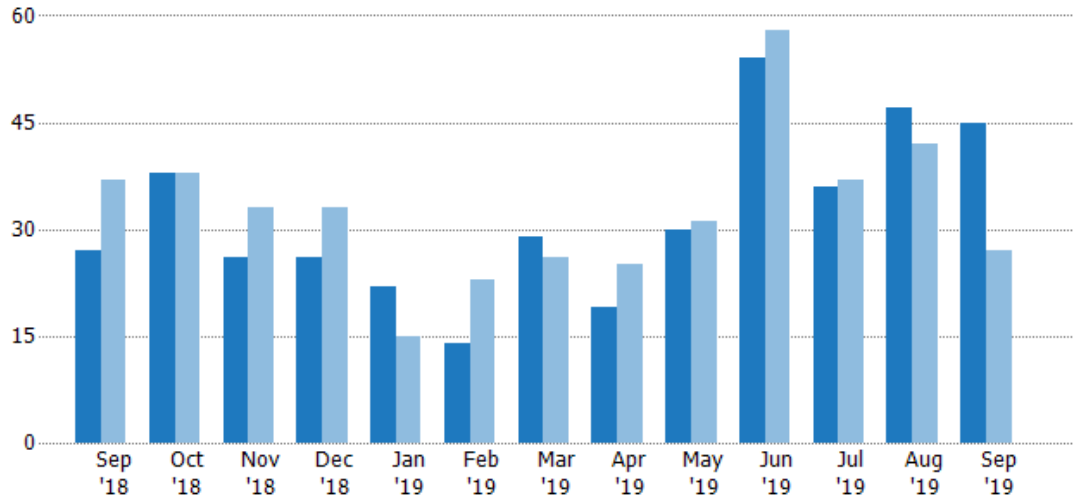
## Closed Sales

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.
Sep '19	45	66.7%
Sep '18	27	-27%
Sep '17	37	-8.1%



	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19
Current Year	27	38	26	26	22	14	29	19	30	54	36	47	45
Prior Year	37	38	33	33	15	23	26	25	31	58	37	42	27
Percent Change from Prior Year	-27%	0%	-21%	-21%	47%	-39%	12%	-24%	-3%	-7%	-3%	12%	67%

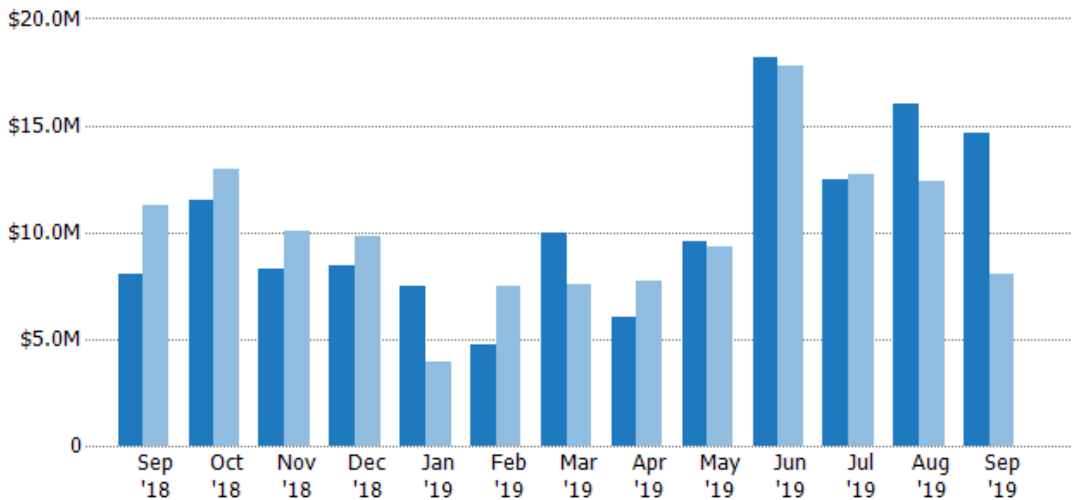
## Closed Sales Volume

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.
Sep '19	\$14.6M	81.2%
Sep '18	\$8.08M	-28.4%
Sep '17	\$11.3M	-4.2%



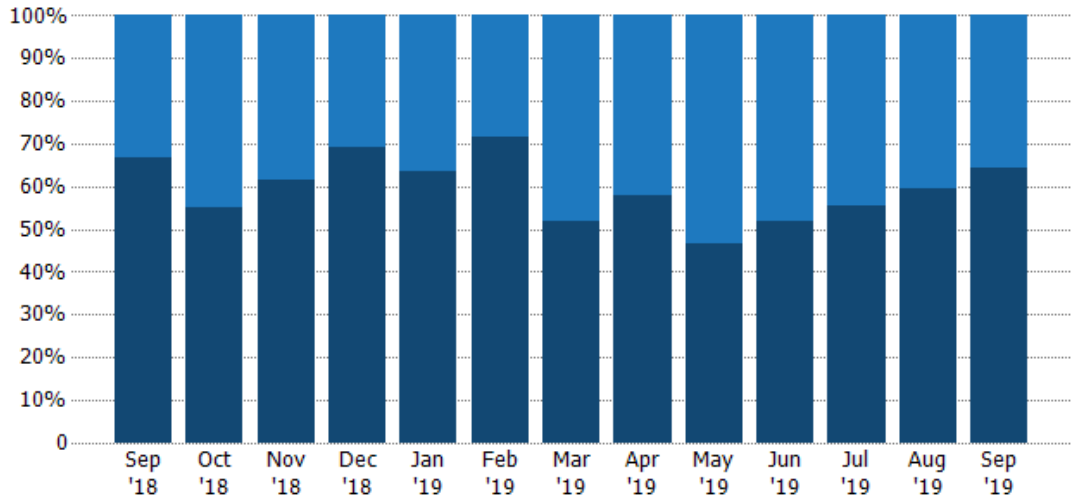
	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19
Current Year	\$8.08M	\$11.5M	\$8.31M	\$8.46M	\$7.45M	\$4.76M	\$9.95M	\$6.05M	\$9.53M	\$18.2M	\$12.5M	\$16M	\$14.6M
Prior Year	\$11.3M	\$12.9M	\$10.1M	\$9.83M	\$3.93M	\$7.46M	\$7.52M	\$7.72M	\$9.36M	\$17.7M	\$12.7M	\$12.4M	\$8.08M
Percent Change from Prior Year	-28%	-11%	-18%	-14%	90%	-36%	32%	-22%	2%	2%	-1%	29%	81%

## 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



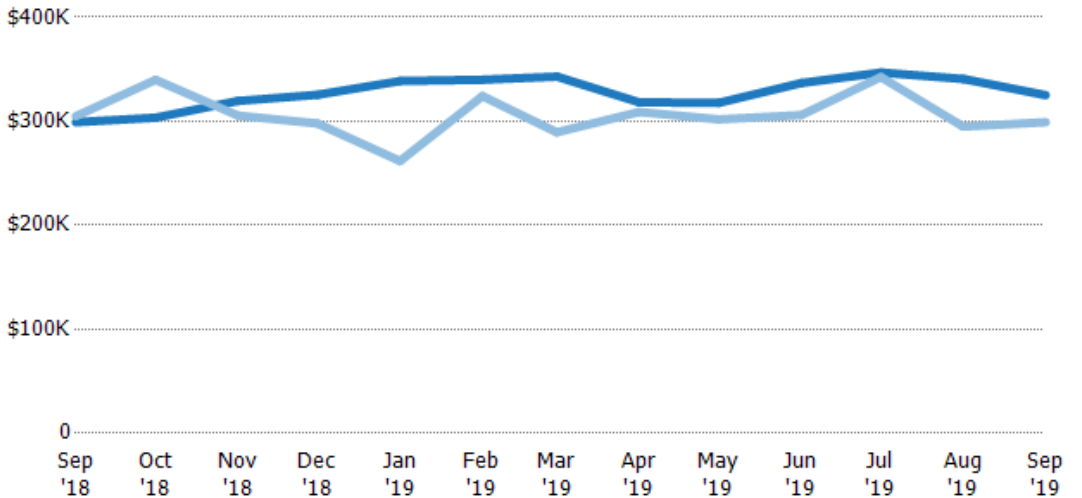
Condo/Townhouse	33%	45%	38%	31%	36%	29%	48%	42%	53%	48%	44%	40%	36%
Single Family Residence	67%	55%	62%	69%	64%	71%	52%	58%	47%	52%	56%	60%	64%

## 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	\$299K	\$303K	\$320K	\$326K	\$339K	\$340K	\$343K	\$318K	\$318K	\$337K	\$347K	\$341K	\$325K
Prior Year	\$305K	\$340K	\$306K	\$298K	\$262K	\$324K	\$289K	\$309K	\$302K	\$306K	\$343K	\$295K	\$299K
Percent Change from Prior Year	-2%	-11%	5%	9%	29%	5%	19%	3%	5%	10%	1%	16%	9%

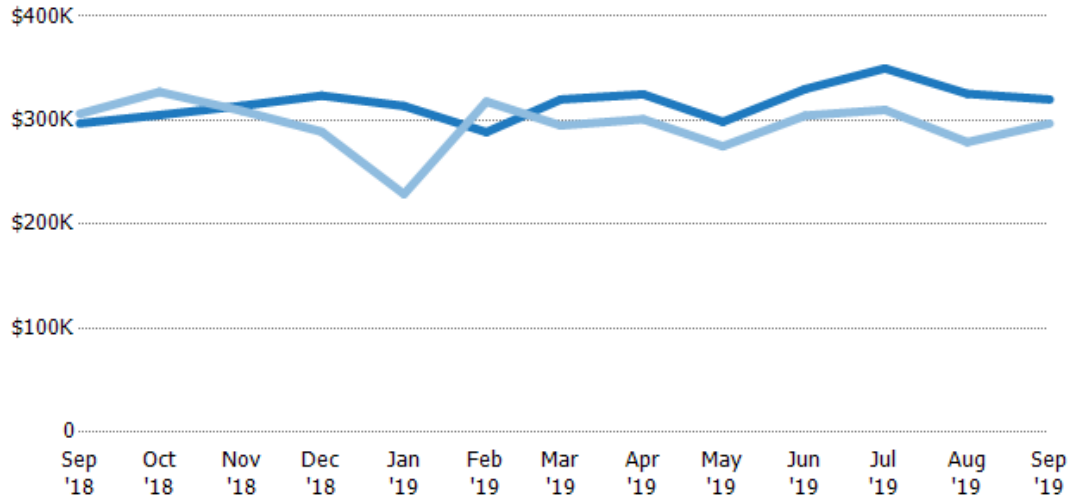
## Median Sales Price

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.
Sep '19	\$320K	7.7%
Sep '18	\$297K	-3%
Sep '17	\$306K	2.9%



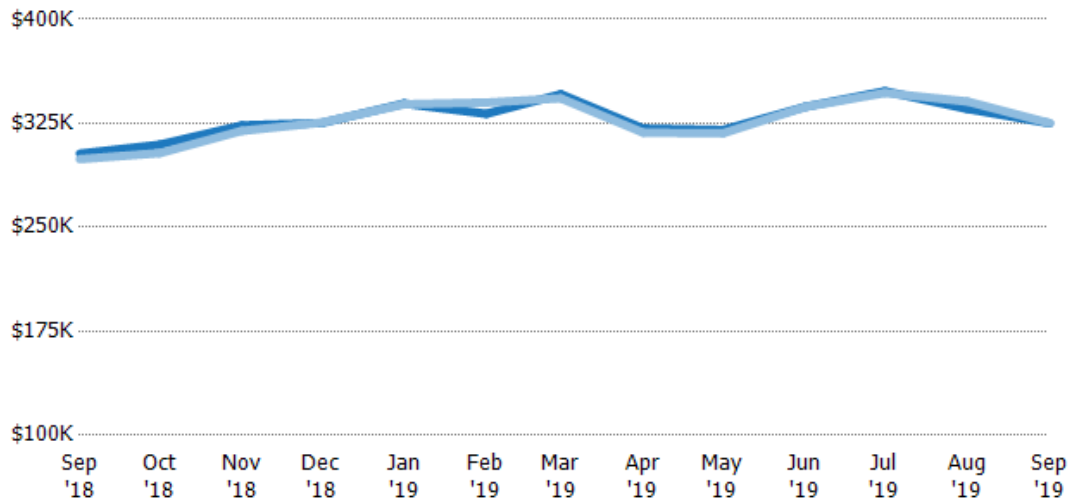
Current Year	\$297K	\$305K	\$314K	\$324K	\$314K	\$289K	\$320K	\$325K	\$299K	\$330K	\$350K	\$326K	\$320K
Prior Year	\$306K	\$327K	\$309K	\$289K	\$229K	\$318K	\$295K	\$301K	\$275K	\$305K	\$310K	\$279K	\$297K
Percent Change from Prior Year	-3%	-7%	2%	12%	37%	-9%	8%	8%	9%	8%	13%	17%	8%

## 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



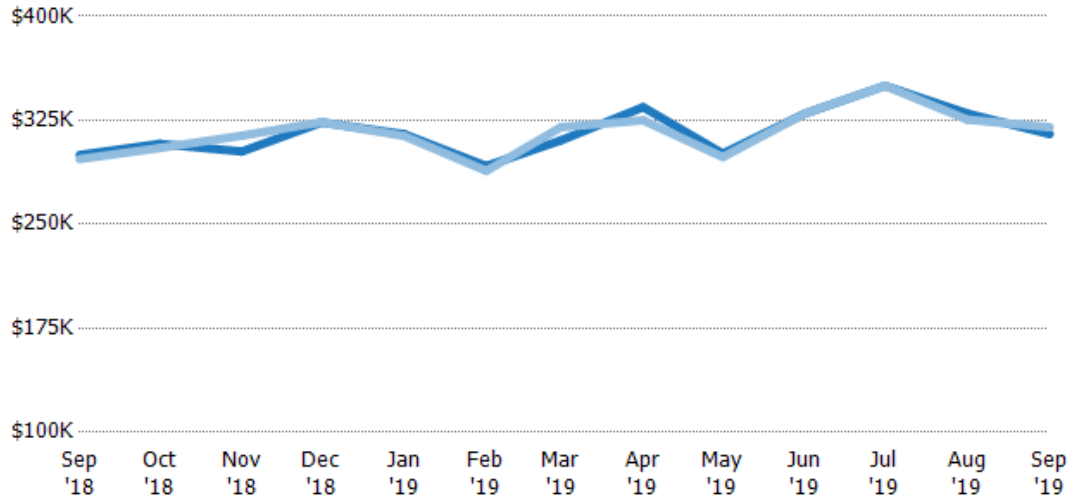
Avg List Price	\$303K	\$310K	\$323K	\$325K	\$339K	\$332K	\$346K	\$321K	\$320K	\$337K	\$348K	\$335K	\$325K
Avg Sales Price	\$299K	\$303K	\$320K	\$326K	\$339K	\$340K	\$343K	\$318K	\$318K	\$337K	\$347K	\$341K	\$325K
Avg Sales Price as a % of Avg List Price	99%	98%	99%	100%	100%	102%	99%	99%	99%	100%	100%	102%	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



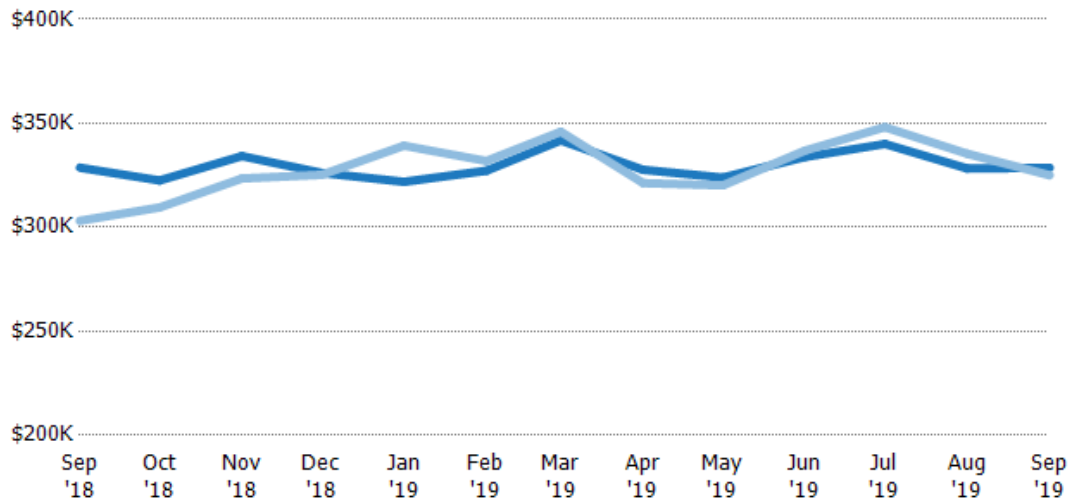
	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19
Median List Price	\$300K	\$308K	\$303K	\$323K	\$315K	\$292K	\$311K	\$335K	\$301K	\$330K	\$350K	\$330K	\$315K
Median Sales Price	\$297K	\$305K	\$314K	\$324K	\$314K	\$289K	\$320K	\$325K	\$299K	\$330K	\$350K	\$326K	\$320K
Med Sales Price as a % of Med List Price	99%	99%	104%	100%	100%	99%	103%	97%	99%	100%	100%	99%	102%

## 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



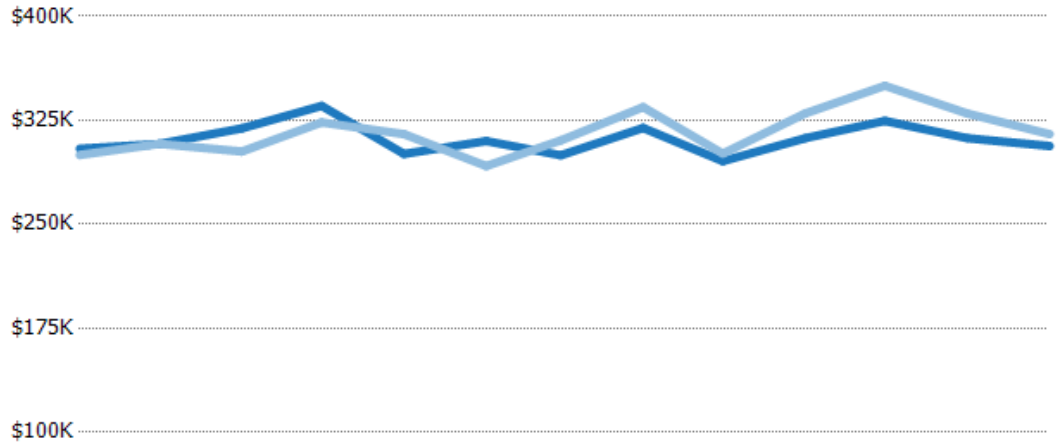
	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19
Avg Est Value	\$329K	\$323K	\$334K	\$326K	\$322K	\$327K	\$342K	\$328K	\$324K	\$334K	\$340K	\$328K	\$329K
Avg Sales Price	\$303K	\$310K	\$323K	\$325K	\$339K	\$332K	\$346K	\$321K	\$320K	\$337K	\$348K	\$335K	\$325K
Avg Sales Price as a % of Avg Est Value	92%	96%	97%	100%	105%	101%	101%	98%	99%	101%	102%	102%	99%

## 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



	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19
Median Est Value	\$305K	\$308K	\$319K	\$335K	\$301K	\$310K	\$300K	\$319K	\$296K	\$312K	\$325K	\$312K	\$306K
Median Sales Price	\$300K	\$308K	\$303K	\$323K	\$315K	\$292K	\$311K	\$335K	\$301K	\$330K	\$350K	\$330K	\$315K
Med Sales Price as a % of Med Est Value	99%	100%	95%	96%	105%	94%	104%	105%	102%	106%	108%	106%	103%