

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	Feb 2020	Feb 2019	+ / -	YTD 2020	YTD 2019	+ / -
Listing Activity Charts Metrics						
New Listing Count	20	22	-9.1%	54	53	+1.9%
New Listing Volume	\$7,038,700	\$7,762,200	-9.3%	\$17,824,400	\$18,340,290	-2.8%
Active Listing Count	49	111	-55.9%	N/A	N/A	
Active Listing Volume	\$19,134,239	\$44,147,505	-56.7%	N/A	N/A	
Average Listing Price	\$390,495	\$397,725	-1.8%	\$387,318	\$398,000	-2.7%
Median Listing Price	\$384,000	\$368,000	+4.3%	\$375,973	\$365,405	+2.9%
Median Days in RPR	95	150	-36.7%	92.07	133.57	-31.1%
Months of Inventory	2	4.8	-59.4%	3	5.9	-49.6%
Absorption Rate	51.02%	20.72%	+30.3%	33.33%	16.81%	+16.5%
Sales Activity Charts Metrics						
New Pending Sales Count	26	26	+/-	59	42	+40.5%
New Pending Sales Volume	\$8,478,600	\$9,056,250	-6.4%	\$18,173,149	\$14,822,650	+22.6%
Pending Sales Count	48	42	+14.3%	N/A	N/A	
Pending Sales Volume	\$17,129,025	\$15,563,300	+10.1%	N/A	N/A	
Closed Sales Count	22	12	+83.3%	47	35	+34.3%
Closed Sales Volume	\$6,644,660	\$4,371,628	+52%	\$14,560,336	\$12,101,486	+20.3%
Average Sales Price	\$302,030	\$364,302	-17.1%	\$309,794	\$345,757	-10.4%
Median Sales Price	\$266,500	\$313,450	-15%	\$297,085	\$312,431	-4.9%

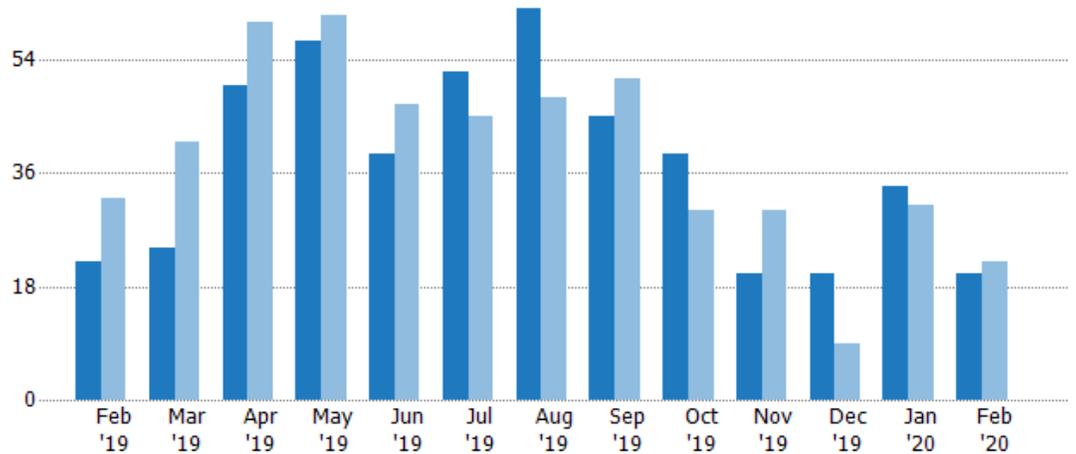
New Listings

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.
Feb '20	20	-9.1%
Feb '19	22	-31.3%
Feb '18	32	-3.1%

Month/Year	Count	% Chg.
Feb '20	22	-31%
Mar '20	24	-41%
Apr '20	50	-17%
May '20	57	-7%
Jun '20	39	-17%
Jul '20	52	16%
Aug '20	62	29%
Sep '20	45	-12%
Oct '20	39	30%
Nov '20	20	-33%
Dec '20	20	122%
Jan '20	34	10%
Feb '20	20	-9%

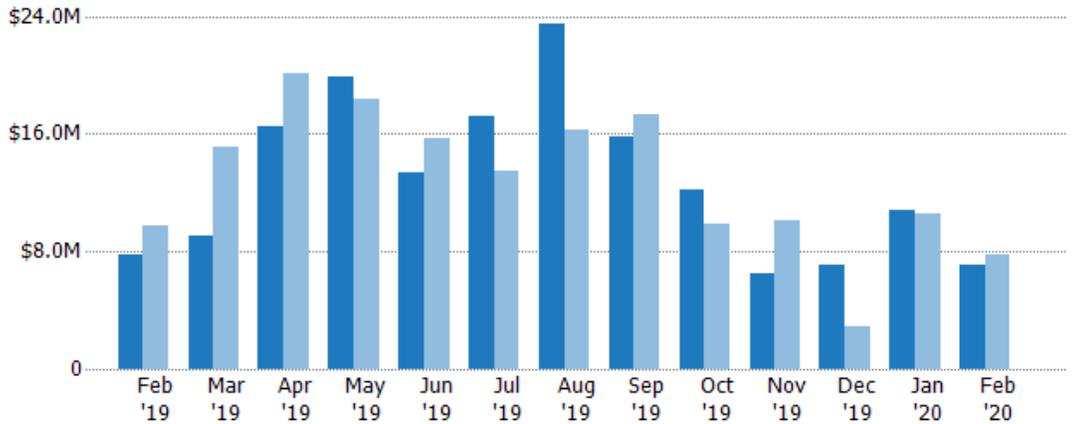
New Listing Volume

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.
Feb '20	\$7.04M	-9.3%
Feb '19	\$7.76M	-20.4%
Feb '18	\$9.75M	14.9%

Month/Year	Volume	% Chg.
Feb '20	\$7.76M	-20%
Mar '20	\$9.09M	-40%
Apr '20	\$16.5M	-18%
May '20	\$19.9M	9%
Jun '20	\$13.4M	-15%
Jul '20	\$17.2M	27%
Aug '20	\$23.5M	44%
Sep '20	\$15.9M	-8%
Oct '20	\$12.2M	23%
Nov '20	\$6.52M	-35%
Dec '20	\$7.04M	139%
Jan '20	\$10.8M	2%
Feb '20	\$7.04M	-9%

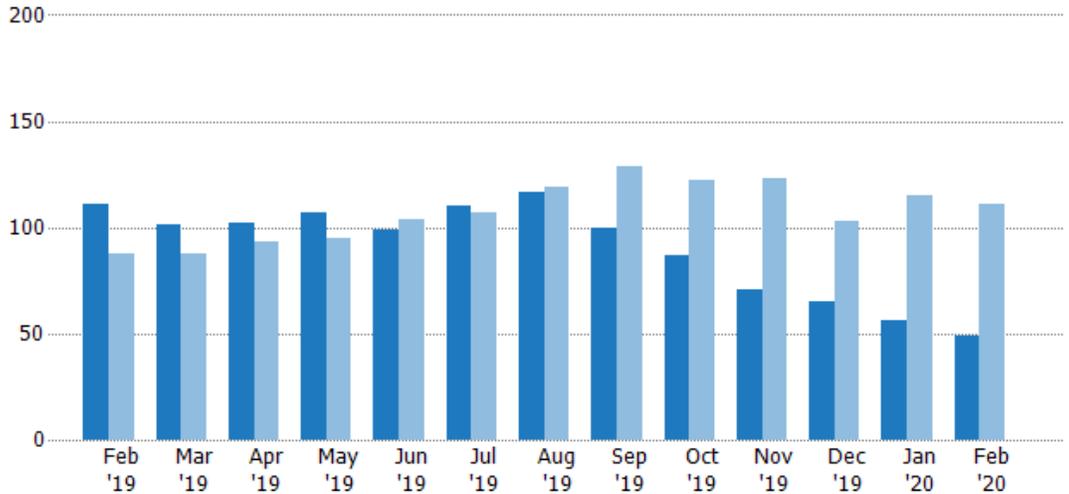
Active Listings

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.
Feb '20	49	-55.9%
Feb '19	111	26.1%
Feb '18	88	35.2%

	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20
Current Year	111	101	102	107	99	110	117	100	87	71	65	56	49
Prior Year	88	88	93	95	104	107	119	129	122	123	103	115	111
Percent Change from Prior Year	26%	15%	10%	13%	-5%	3%	-2%	-22%	-29%	-42%	-37%	-51%	-56%

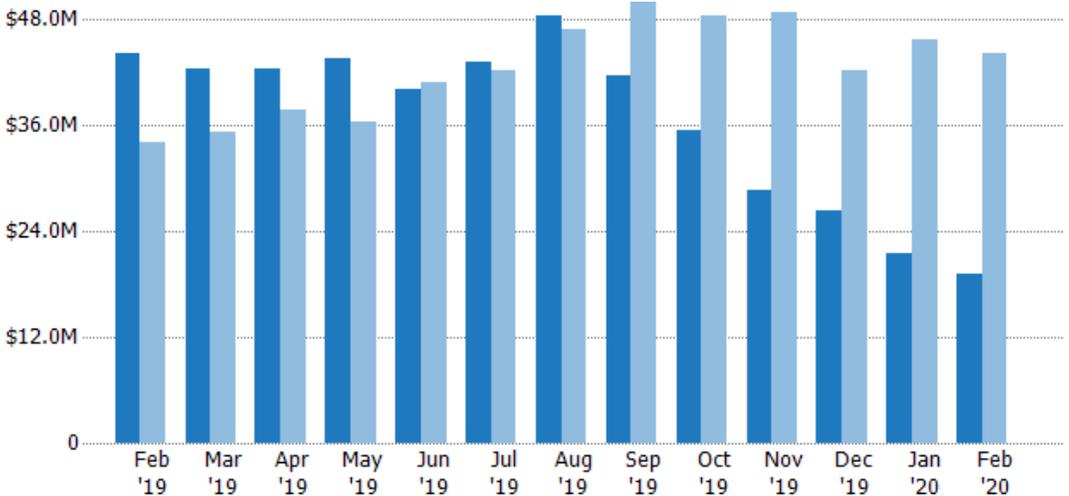
Active Listing Volume

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.
Feb '20	\$19.1M	-56.7%
Feb '19	\$44.1M	29.2%
Feb '18	\$34.2M	30.2%

	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20
Current Year	\$44.1M	\$42.4M	\$42.4M	\$43.6M	\$40.2M	\$43.2M	\$48.5M	\$41.7M	\$35.4M	\$28.6M	\$26.3M	\$21.5M	\$19.1M
Prior Year	\$34.2M	\$35.3M	\$37.7M	\$36.5M	\$40.8M	\$42.2M	\$46.8M	\$50M	\$48.5M	\$48.8M	\$42.2M	\$45.8M	\$44.1M
Percent Change from Prior Year	29%	20%	13%	20%	-2%	2%	4%	-17%	-27%	-41%	-38%	-53%	-57%

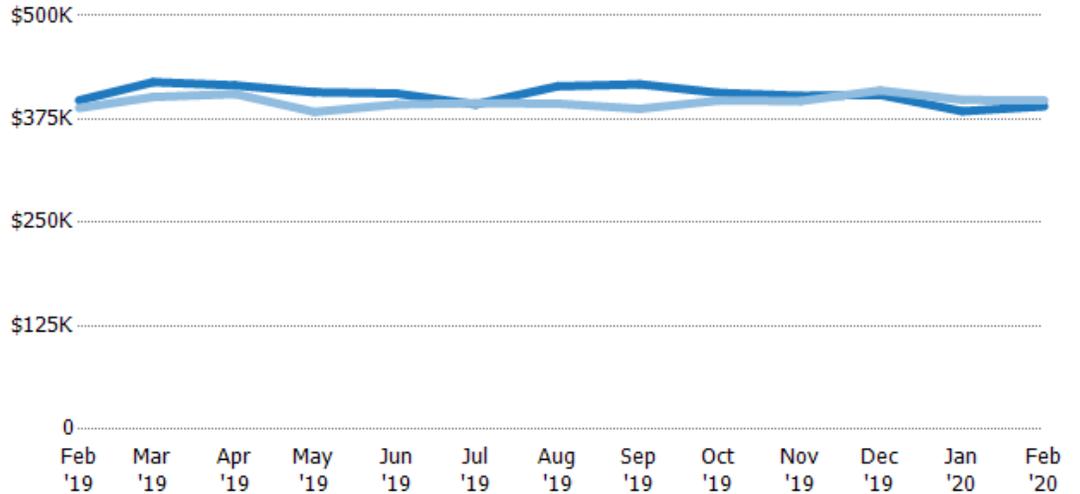
Average Listing Price

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.
Feb '20	\$390K	-1.8%
Feb '19	\$398K	2.4%
Feb '18	\$388K	-3.7%



Current Year	\$398K	\$420K	\$416K	\$408K	\$406K	\$393K	\$415K	\$417K	\$407K	\$403K	\$404K	\$385K	\$390K
Prior Year	\$388K	\$402K	\$405K	\$384K	\$393K	\$394K	\$394K	\$387K	\$397K	\$397K	\$410K	\$398K	\$398K
Percent Change from Prior Year	2%	4%	3%	6%	3%	0%	5%	8%	2%	2%	-1%	-3%	-2%

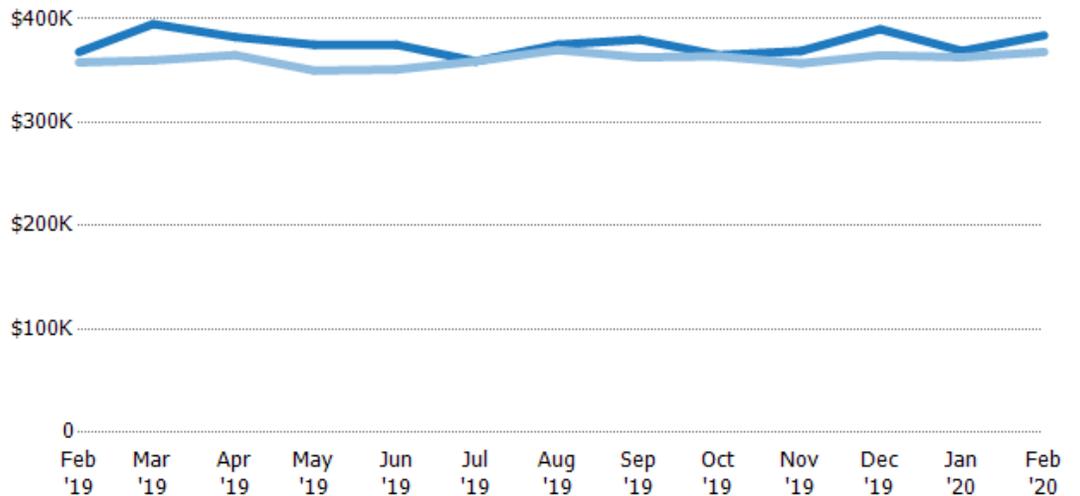
Median Listing Price

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.
Feb '20	\$384K	4.3%
Feb '19	\$368K	2.8%
Feb '18	\$358K	-2.4%



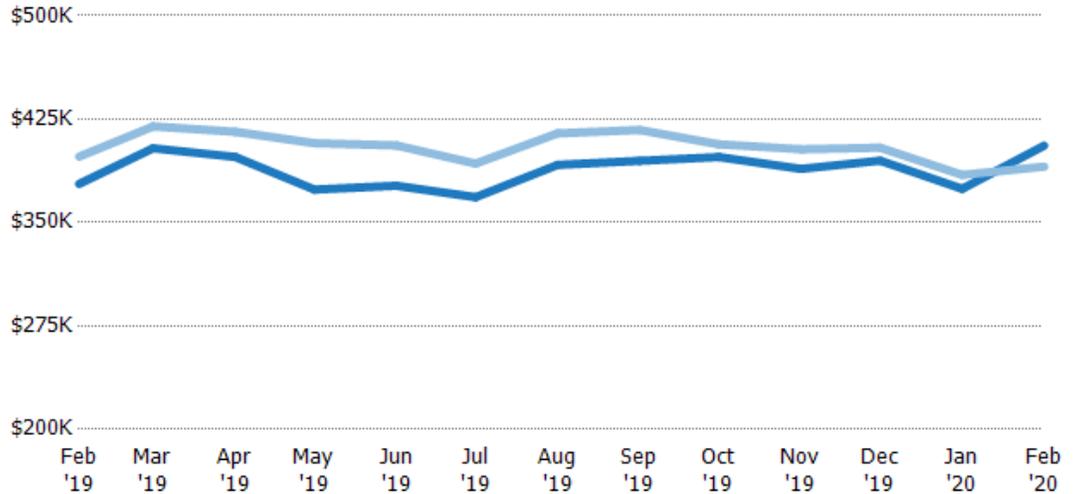
Current Year	\$368K	\$395K	\$382K	\$375K	\$375K	\$359K	\$375K	\$380K	\$365K	\$369K	\$390K	\$369K	\$384K
Prior Year	\$358K	\$360K	\$365K	\$350K	\$351K	\$359K	\$370K	\$363K	\$364K	\$357K	\$365K	\$363K	\$368K
Percent Change from Prior Year	3%	10%	5%	7%	7%	0%	1%	5%	0%	3%	7%	2%	4%

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



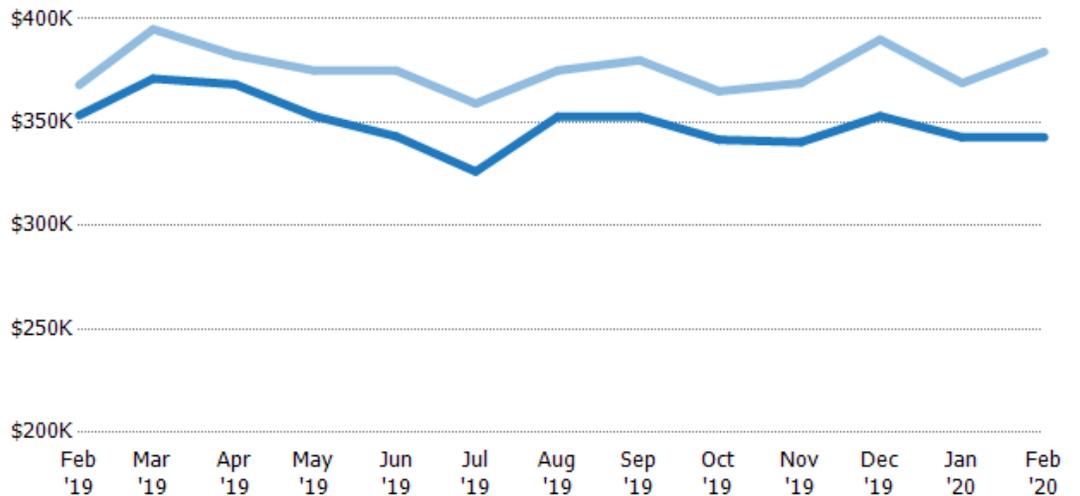
	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20
Avg Est Value	\$378K	\$404K	\$398K	\$374K	\$377K	\$368K	\$392K	\$395K	\$397K	\$389K	\$395K	\$374K	\$406K
Avg Listing Price	\$398K	\$420K	\$416K	\$408K	\$406K	\$393K	\$415K	\$417K	\$407K	\$403K	\$404K	\$385K	\$390K
Avg Listing Price as a % of Avg Est Value	105%	104%	105%	109%	108%	107%	106%	106%	102%	104%	102%	103%	96%

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



	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20
Median Est Value	\$353K	\$371K	\$368K	\$353K	\$343K	\$326K	\$353K	\$353K	\$342K	\$340K	\$353K	\$343K	\$343K
Median Listing Price	\$368K	\$395K	\$382K	\$375K	\$375K	\$359K	\$375K	\$380K	\$365K	\$369K	\$390K	\$369K	\$384K
Med Listing Price as a % of Med Est Value	104%	106%	104%	106%	109%	110%	106%	108%	107%	108%	110%	108%	112%

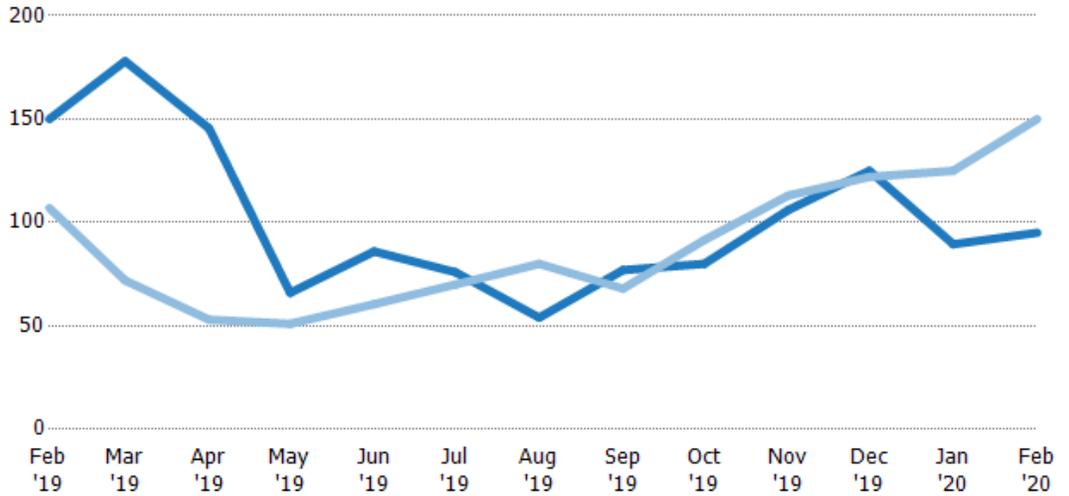
Median Days in RPR

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.
Feb '20	95	-36.7%
Feb '19	150	40.2%
Feb '18	107	23.4%



	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20
Current Year	150	178	146	66	86	76	54	77	80	106	125	89.5	95
Prior Year	107	72	53	51	60.5	70	80	68	91.5	113	122	125	150
Percent Change from Prior Year	40%	147%	175%	29%	42%	9%	-33%	13%	-13%	-6%	2%	-28%	-37%

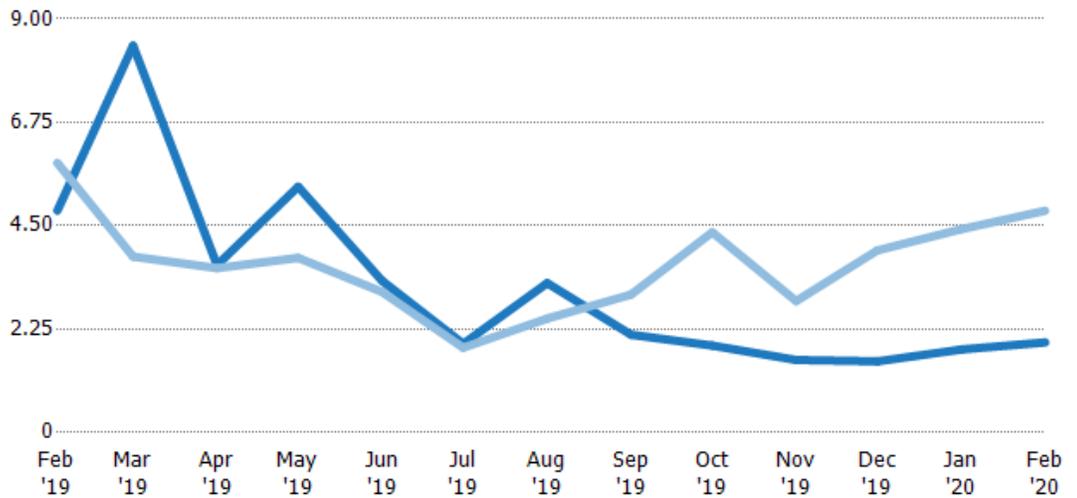
Months of Inventory

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.
Feb '20	1.96	-59.4%
Feb '19	4.83	-17.7%
Feb '18	5.87	-15.5%



	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20
Current Year	4.83	8.42	3.64	5.35	3.3	1.93	3.25	2.13	1.89	1.58	1.55	1.81	1.96
Prior Year	5.87	3.83	3.58	3.8	3.06	1.84	2.48	3	4.36	2.86	3.96	4.42	4.83
Percent Change from Prior Year	-18%	120%	2%	41%	8%	5%	31%	-29%	-57%	-45%	-61%	-59%	-59%

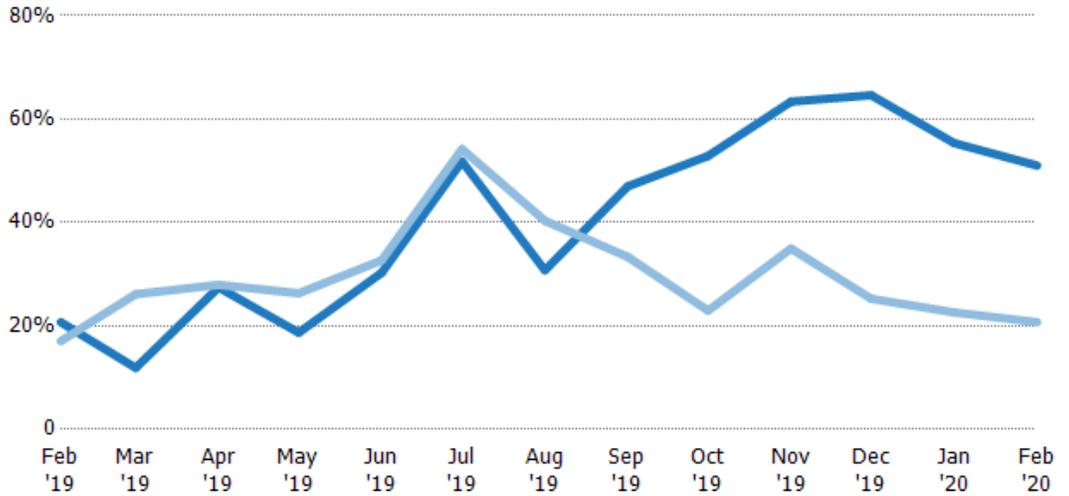
Absorption Rate

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



	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20
Current Year	21%	12%	27%	19%	30%	52%	31%	47%	53%	63%	65%	55%	51%
Prior Year	17%	26%	28%	26%	33%	54%	40%	33%	23%	35%	25%	23%	21%
Change from Prior Year	-4%	14%	1%	8%	2%	2%	10%	-14%	-30%	-28%	-39%	-33%	-30%

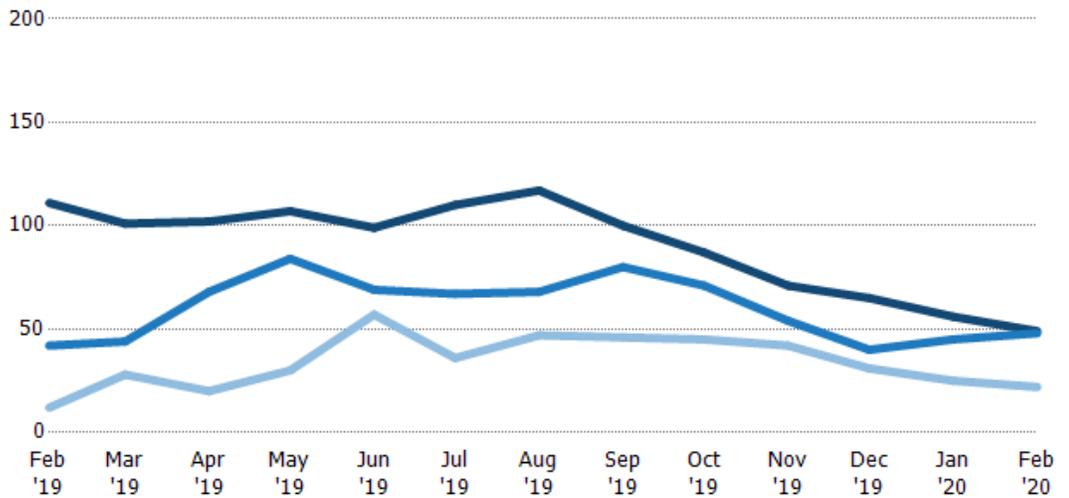
Active/Pending/Sold Units

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



	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20
Active	111	101	102	107	99	110	117	100	87	71	65	56	49
Pending	42	44	68	84	69	67	68	80	71	54	40	45	48
Sold	12	28	20	30	57	36	47	46	45	42	31	25	22

New Pending Sales

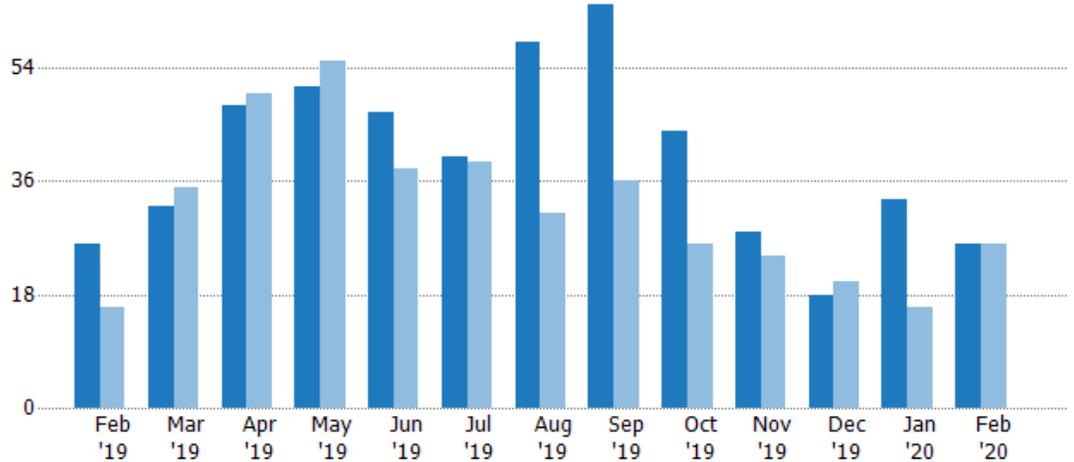
The number of residential properties with accepted offers that were added each month.

Filters Used

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

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

Month/ Year	Count	% Chg.
Feb '20	26	0%
Feb '19	26	62.5%
Feb '18	16	0%



Current Year	26	32	48	51	47	40	58	64	44	28	18	33	26
Prior Year	16	35	50	55	38	39	31	36	26	24	20	16	26
Percent Change from Prior Year	63%	-9%	-4%	-7%	24%	3%	87%	78%	69%	17%	-10%	106%	0%

New Pending Sales Volume

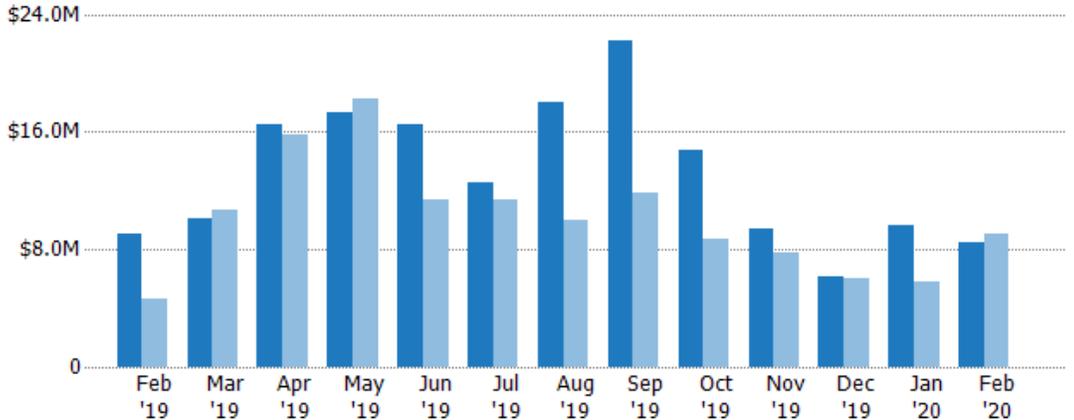
The sum of the sales price of residential properties with accepted offers that were added each month.

Filters Used

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

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

Month/ Year	Volume	% Chg.
Feb '20	\$8.48M	-6.4%
Feb '19	\$9.06M	95.5%
Feb '18	\$4.63M	-12.8%



Current Year	\$9.06M	\$10.1M	\$16.5M	\$17.3M	\$16.5M	\$12.6M	\$18M	\$22.2M	\$14.8M	\$9.42M	\$6.18M	\$9.69M	\$8.48M
Prior Year	\$4.63M	\$10.7M	\$15.8M	\$18.2M	\$11.3M	\$11.4M	\$10M	\$11.8M	\$8.68M	\$7.74M	\$6.02M	\$5.77M	\$9.06M
Percent Change from Prior Year	96%	-6%	5%	-5%	46%	10%	80%	87%	70%	22%	3%	68%	-6%

Pending Sales

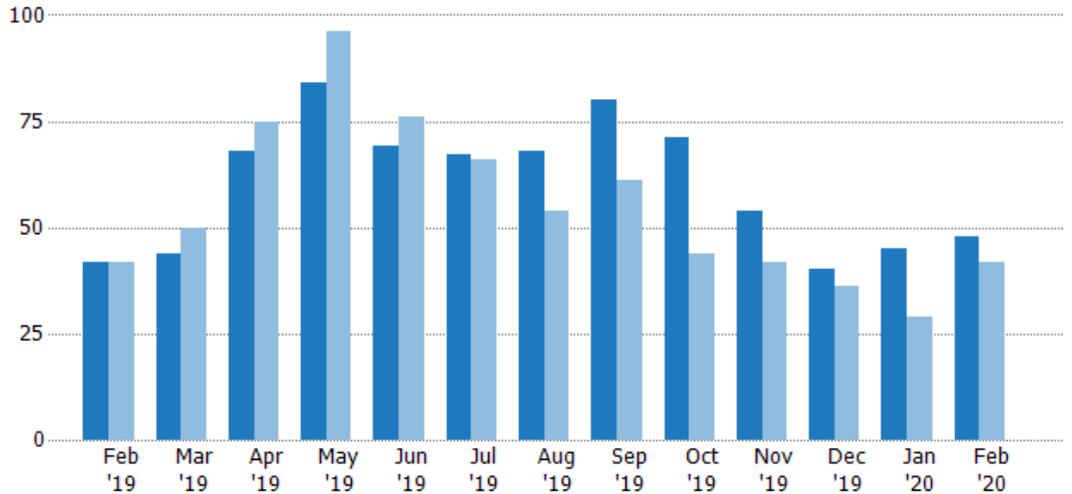
The number of residential properties with accepted offers that were available at the end each month.

Filters Used

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

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

Month/ Year	Count	% Chg.
Feb '20	48	14.3%
Feb '19	42	0%
Feb '18	42	11.9%



Current Year	42	44	68	84	69	67	68	80	71	54	40	45	48
Prior Year	42	50	75	96	76	66	54	61	44	42	36	29	42
Percent Change from Prior Year	0%	-12%	-9%	-13%	-9%	2%	26%	31%	61%	29%	11%	55%	14%

Pending Sales Volume

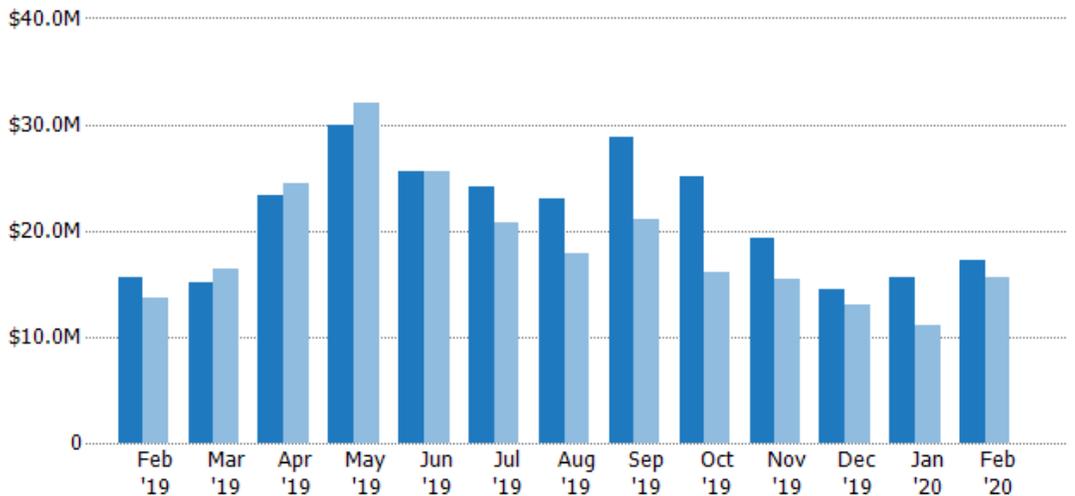
The sum of the sales price of residential properties with accepted offers that were available at the end of each month.

Filters Used

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

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

Month/ Year	Volume	% Chg.
Feb '20	\$17.1M	10.1%
Feb '19	\$15.6M	14.2%
Feb '18	\$13.6M	8.3%



Current Year	\$15.6M	\$15M	\$23.4M	\$30M	\$25.6M	\$24.1M	\$23.1M	\$28.9M	\$25.1M	\$19.4M	\$14.4M	\$15.6M	\$17.1M
Prior Year	\$13.6M	\$16.3M	\$24.4M	\$32.1M	\$25.6M	\$20.7M	\$17.9M	\$21.1M	\$16.2M	\$15.5M	\$13M	\$11.1M	\$15.6M
Percent Change from Prior Year	14%	-8%	-4%	-7%	0%	16%	29%	37%	55%	25%	11%	41%	10%

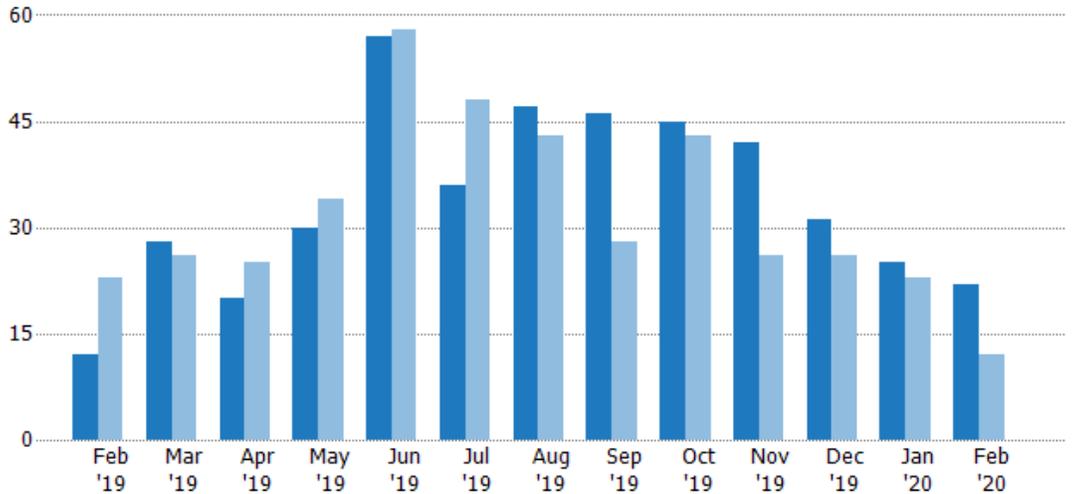
Closed Sales

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.
Feb '20	22	83.3%
Feb '19	12	-47.8%
Feb '18	23	-43.5%

Month/Year	Count	% Chg.
Feb '20	22	83.3%
Feb '19	12	-47.8%
Feb '18	23	-43.5%

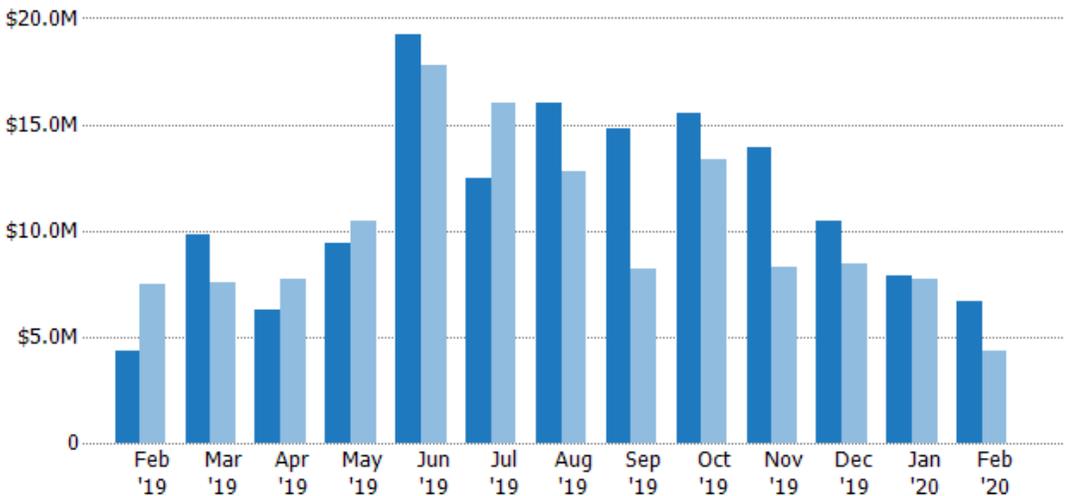
Closed Sales Volume

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.
Feb '20	\$6.64M	52%
Feb '19	\$4.37M	-41.4%
Feb '18	\$7.46M	-46.6%

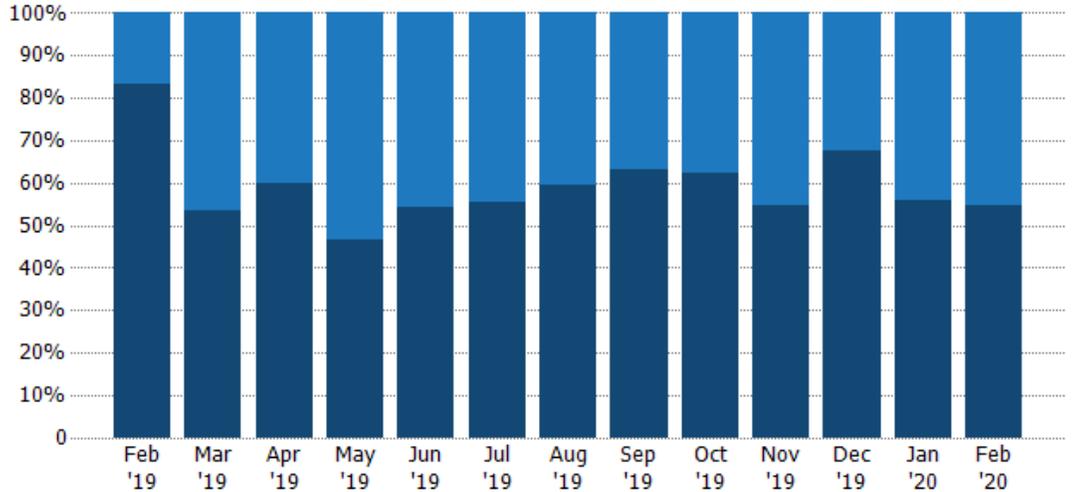
Month/Year	Volume	% Chg.
Feb '20	\$6.64M	52%
Feb '19	\$4.37M	-41.4%
Feb '18	\$7.46M	-46.6%

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



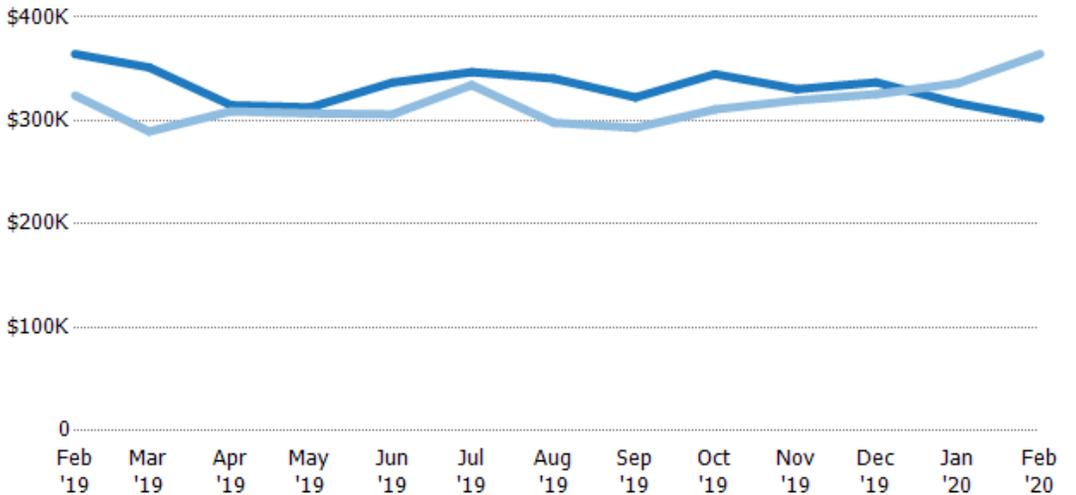
Property Type	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20
Condo/Townhouse	17%	46%	40%	53%	46%	44%	40%	37%	38%	45%	32%	44%	45%
Single Family Residence	83%	54%	60%	47%	54%	56%	60%	63%	62%	55%	68%	56%	55%

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.
Feb '20	\$302K	-17.1%
Feb '19	\$364K	12.4%
Feb '18	\$324K	-5.4%

Property Type	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20
Current Year	\$364K	\$351K	\$315K	\$313K	\$337K	\$347K	\$341K	\$322K	\$345K	\$330K	\$337K	\$317K	\$302K
Prior Year	\$324K	\$289K	\$309K	\$307K	\$306K	\$334K	\$298K	\$293K	\$311K	\$320K	\$326K	\$336K	\$364K
Percent Change from Prior Year	12%	21%	2%	2%	10%	4%	14%	10%	11%	3%	4%	-6%	-17%

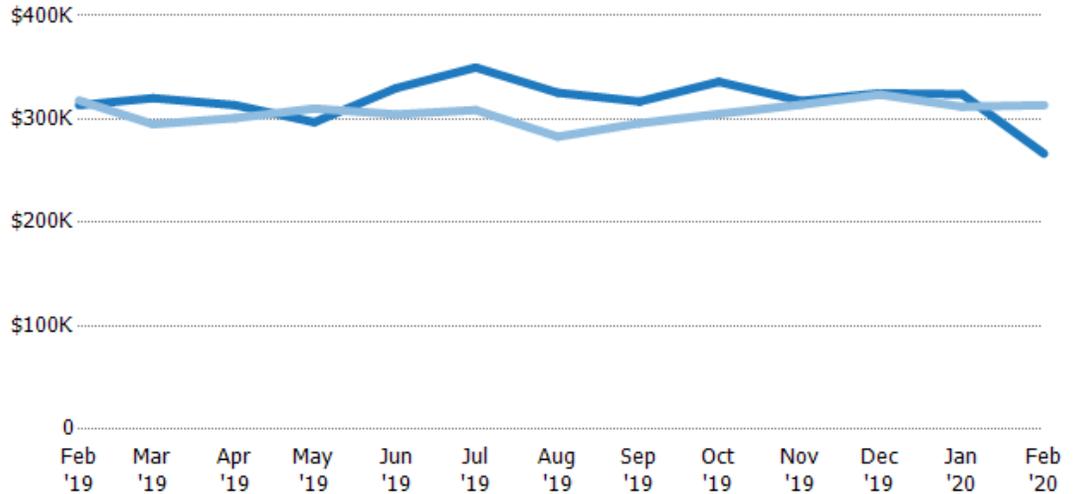
Median Sales Price

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.
Feb '20	\$267K	-15%
Feb '19	\$313K	-1.4%
Feb '18	\$318K	2.2%



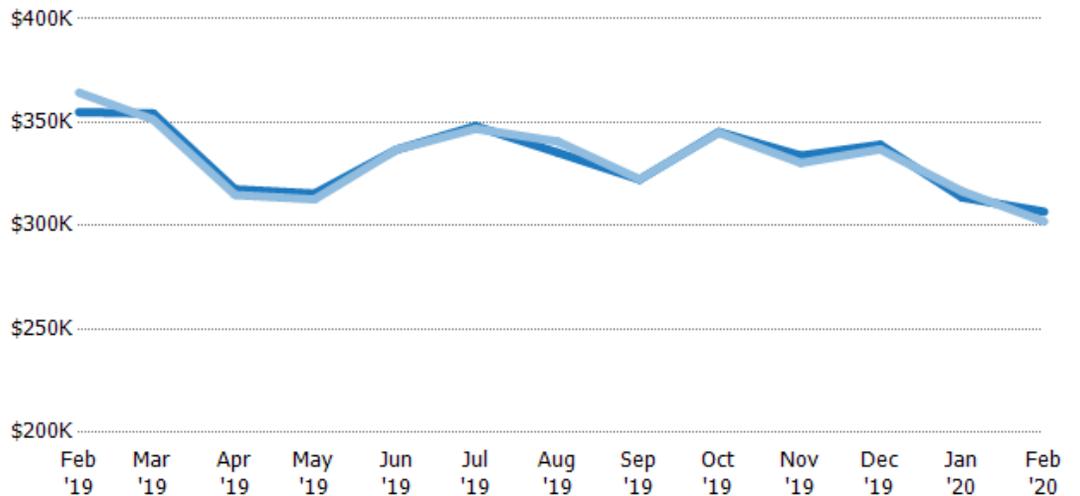
Current Year	\$313K	\$320K	\$314K	\$297K	\$330K	\$350K	\$326K	\$317K	\$336K	\$318K	\$325K	\$324K	\$267K
Prior Year	\$318K	\$295K	\$301K	\$310K	\$305K	\$309K	\$283K	\$296K	\$305K	\$314K	\$324K	\$312K	\$313K
Percent Change from Prior Year	-1%	9%	4%	-4%	8%	13%	15%	7%	10%	1%	0%	4%	-15%

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



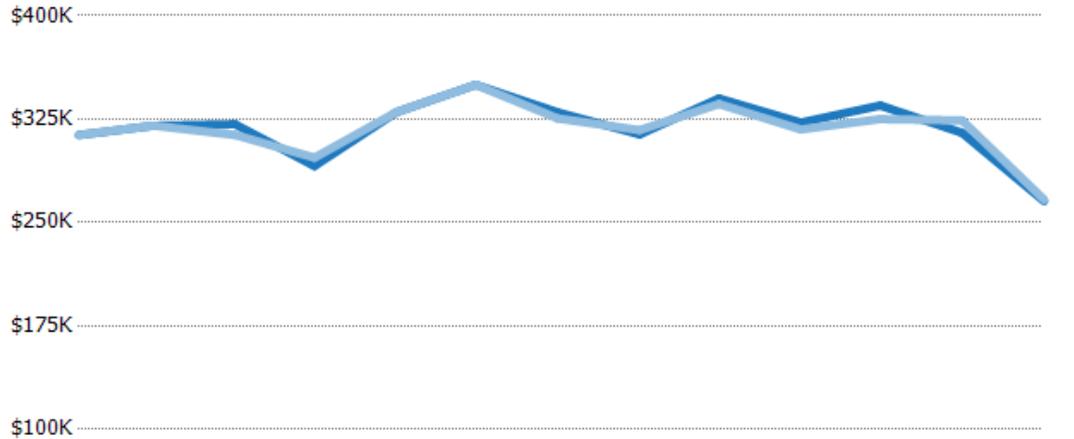
Avg List Price	\$355K	\$354K	\$318K	\$316K	\$337K	\$348K	\$335K	\$322K	\$345K	\$334K	\$339K	\$314K	\$307K
Avg Sales Price	\$364K	\$351K	\$315K	\$313K	\$337K	\$347K	\$341K	\$322K	\$345K	\$330K	\$337K	\$317K	\$302K
Avg Sales Price as a % of Avg List Price	103%	99%	99%	99%	100%	100%	102%	100%	100%	99%	99%	101%	98%

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



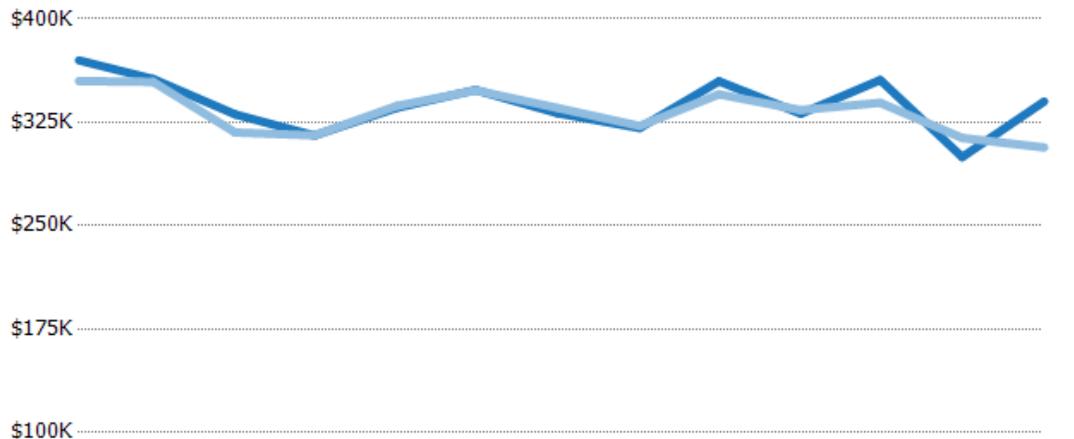
	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20
Median List Price	\$313K	\$320K	\$321K	\$291K	\$330K	\$350K	\$330K	\$314K	\$340K	\$322K	\$335K	\$315K	\$266K
Median Sales Price	\$313K	\$320K	\$314K	\$297K	\$330K	\$350K	\$326K	\$317K	\$336K	\$318K	\$325K	\$324K	\$267K
Med Sales Price as a % of Med List Price	100%	100%	98%	102%	100%	100%	99%	101%	99%	98%	97%	103%	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



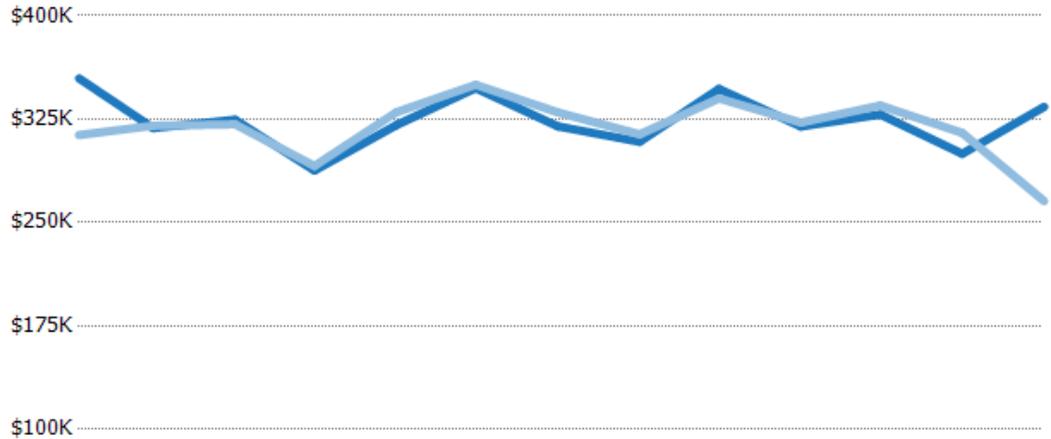
	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20
Avg Est Value	\$370K	\$356K	\$331K	\$315K	\$335K	\$348K	\$332K	\$321K	\$355K	\$331K	\$356K	\$300K	\$340K
Avg Sales Price	\$355K	\$354K	\$318K	\$316K	\$337K	\$348K	\$335K	\$322K	\$345K	\$334K	\$339K	\$314K	\$307K
Avg Sales Price as a % of Avg Est Value	96%	99%	96%	100%	100%	100%	101%	100%	97%	101%	95%	105%	90%

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



	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20
Median Est Value	\$355K	\$319K	\$324K	\$288K	\$321K	\$347K	\$320K	\$309K	\$347K	\$320K	\$328K	\$300K	\$334K
Median Sales Price	\$313K	\$320K	\$321K	\$291K	\$330K	\$350K	\$330K	\$314K	\$340K	\$322K	\$335K	\$315K	\$266K
Med Sales Price as a % of Med Est Value	88%	101%	99%	101%	103%	101%	103%	102%	98%	101%	102%	105%	80%