

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	Apr 2020	Apr 2019	+ / -	YTD 2020	YTD 2019	+ / -
Listing Activity Charts Metrics						
New Listing Count	18	50	-64%	109	126	-13.5%
New Listing Volume	\$6,392,500	\$16,516,690	-61.3%	\$37,824,200	\$43,730,880	-13.5%
Active Listing Count	54	102	-47.1%	N/A	N/A	
Active Listing Volume	\$21,764,550	\$42,412,929	-48.7%	N/A	N/A	
Average Listing Price	\$403,047	\$415,813	-3.1%	\$387,508	\$406,114	-4.6%
Median Listing Price	\$382,950	\$382,400	+0.1%	\$375,892	\$375,228	+0.2%
Median Days in RPR	61	145.5	-58.1%	72.79	150.76	-51.7%
Months of Inventory	1.9	3.6	-47.1%	2.7	4.8	-44.3%
Absorption Rate	51.85%	27.45%	+24.4%	37.05%	20.65%	+16.4%
Sales Activity Charts Metrics						
New Pending Sales Count	19	48	-60.4%	108	122	-11.5%
New Pending Sales Volume	\$6,682,150	\$16,549,027	-59.6%	\$34,490,988	\$41,437,866	-16.8%
Pending Sales Count	36	67	-46.3%	N/A	N/A	
Pending Sales Volume	\$12,510,089	\$23,137,366	-45.9%	N/A	N/A	
Closed Sales Count	22	20	+10%	95	83	+14.5%
Closed Sales Volume	\$7,307,805	\$6,296,967	+16.1%	\$30,920,990	\$28,236,359	+9.5%
Average Sales Price	\$332,173	\$314,848	+5.5%	\$325,484	\$340,197	-4.3%
Median Sales Price	\$338,750	\$313,500	+8.1%	\$313,984	\$315,332	-0.4%

New Listings

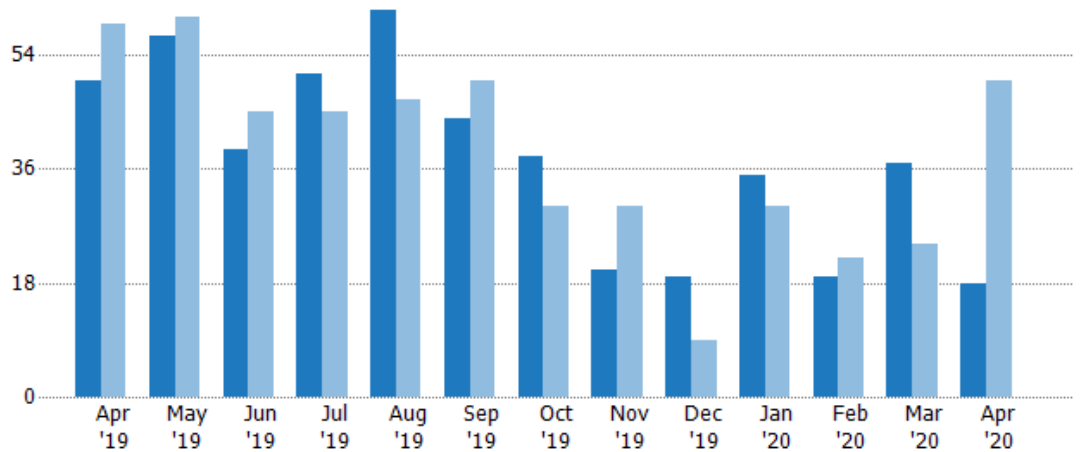
The number of new residential listings that were added each month.

Filters Used

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

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

Month/Year	Count	% Chg.
Apr '20	18	-64%
Apr '19	50	-15.3%
Apr '18	59	-30.5%



Current Year	50	57	39	51	61	44	38	20	19	35	19	37	18
Prior Year	59	60	45	45	47	50	30	30	9	30	22	24	50
Percent Change from Prior Year	-15%	-5%	-13%	13%	30%	-12%	27%	-33%	111%	17%	-14%	54%	-64%

New Listing Volume

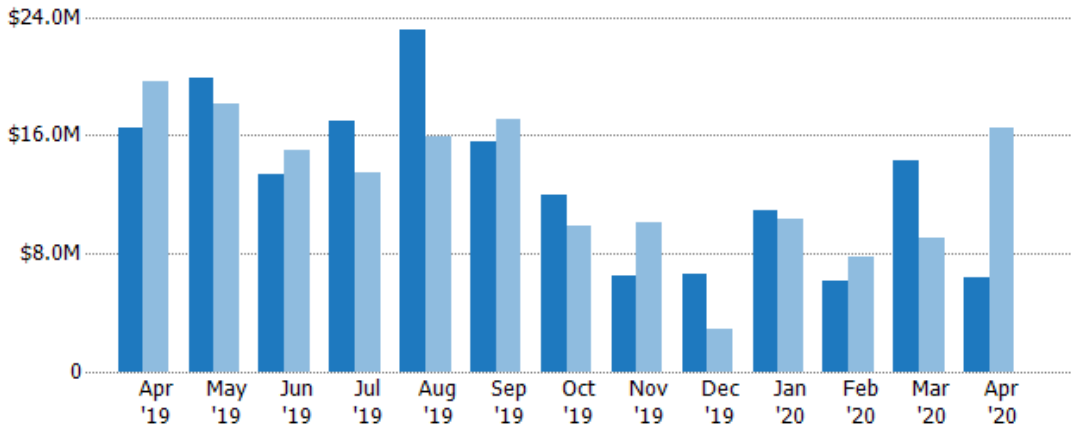
The sum of the listing price of residential listings that were added each month.

Filters Used

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

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

Month/Year	Volume	% Chg.
Apr '20	\$6.39M	-61.3%
Apr '19	\$16.5M	-15.7%
Apr '18	\$19.6M	-35.5%



Current Year	\$16.5M	\$19.9M	\$13.4M	\$17M	\$23.2M	\$15.6M	\$12M	\$6.48M	\$6.6M	\$10.9M	\$6.18M	\$14.3M	\$6.39M
Prior Year	\$19.6M	\$18.2M	\$15M	\$13.5M	\$16M	\$17M	\$9.91M	\$10M	\$2.94M	\$10.4M	\$7.76M	\$9.09M	\$16.5M
Percent Change from Prior Year	-16%	10%	-11%	26%	45%	-9%	21%	-35%	124%	5%	-20%	58%	-61%

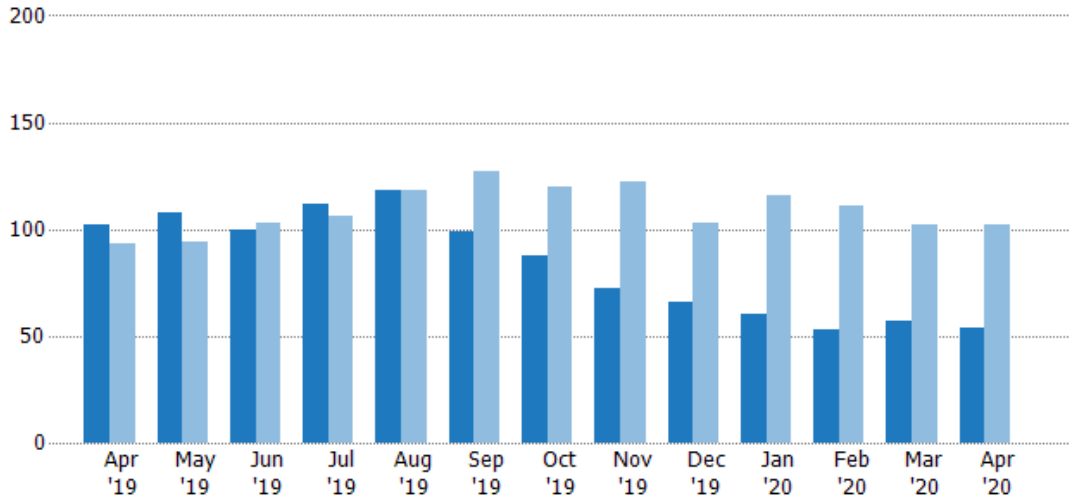
Active Listings

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



	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20
Current Year	102	108	100	112	118	99	88	72	66	60	53	57	54
Prior Year	93	94	103	106	118	127	120	122	103	116	111	102	102
Percent Change from Prior Year	10%	15%	-3%	6%	0%	-22%	-27%	-41%	-36%	-48%	-52%	-44%	-47%

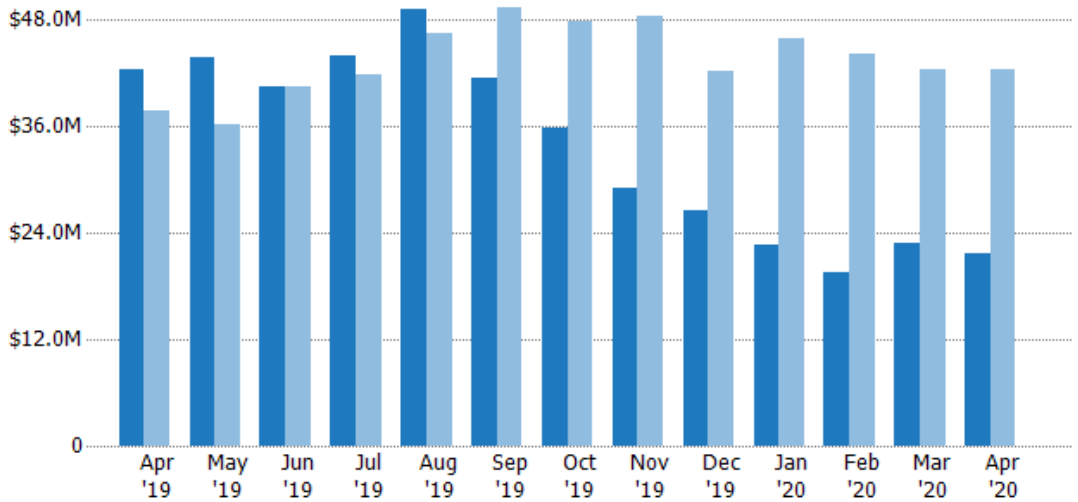
Active Listing Volume

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



	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20
Current Year	\$42.4M	\$43.7M	\$40.5M	\$44M	\$49.1M	\$41.4M	\$35.8M	\$29M	\$26.5M	\$22.6M	\$19.6M	\$22.8M	\$21.8M
Prior Year	\$37.7M	\$36.3M	\$40.5M	\$41.9M	\$46.5M	\$49.4M	\$47.9M	\$48.5M	\$42.2M	\$45.9M	\$44.1M	\$42.5M	\$42.4M
Percent Change from Prior Year	13%	21%	0%	5%	6%	-16%	-25%	-40%	-37%	-51%	-56%	-46%	-49%

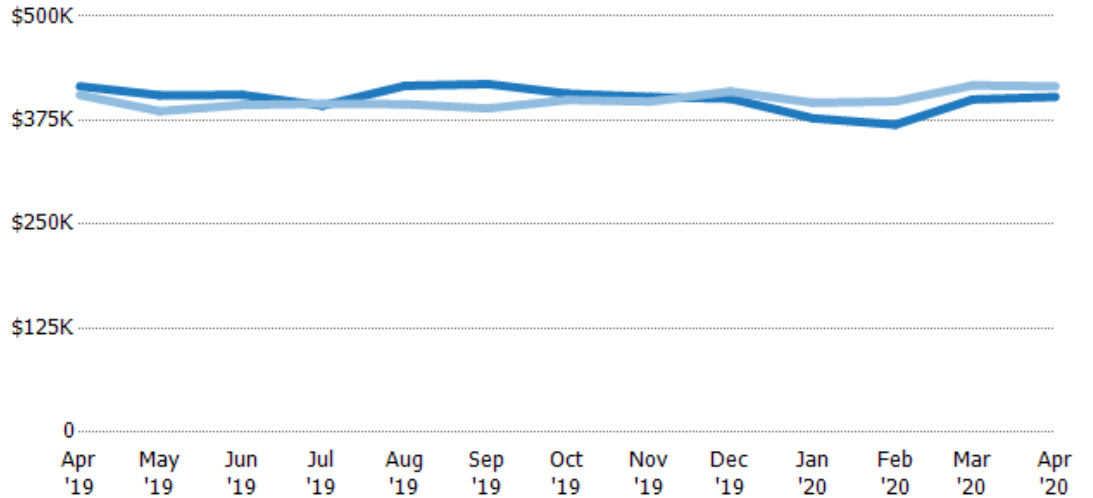
Average Listing Price

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.
Apr '20	\$403K	-3.1%
Apr '19	\$416K	2.6%
Apr '18	\$405K	-5%



Current Year	\$416K	\$405K	\$405K	\$393K	\$416K	\$419K	\$407K	\$403K	\$401K	\$377K	\$370K	\$400K	\$403K
Prior Year	\$405K	\$386K	\$393K	\$395K	\$394K	\$389K	\$399K	\$397K	\$410K	\$396K	\$398K	\$417K	\$416K
Percent Change from Prior Year	3%	5%	3%	-1%	6%	8%	2%	1%	-2%	-5%	-7%	-4%	-3%

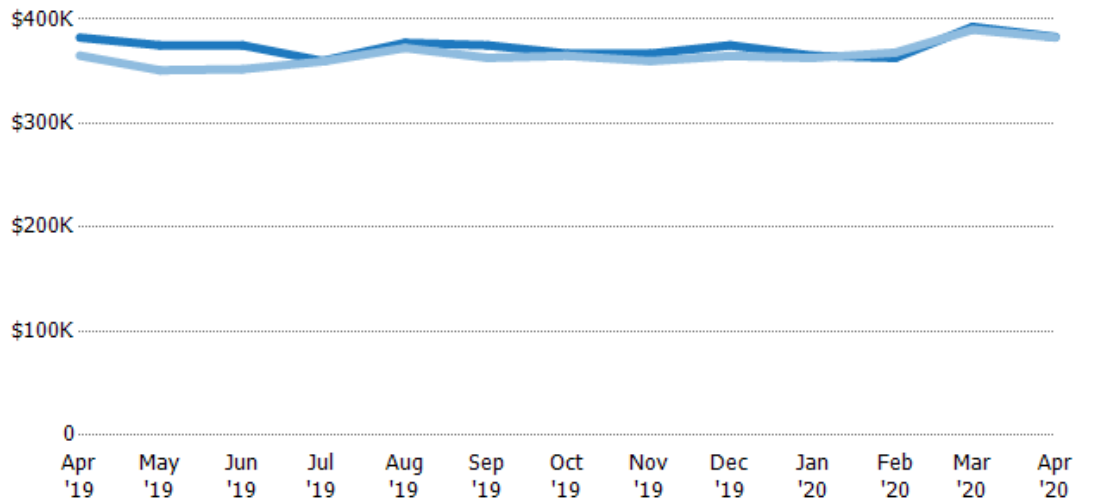
Median Listing Price

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.
Apr '20	\$383K	0.1%
Apr '19	\$382K	4.8%
Apr '18	\$365K	1.3%



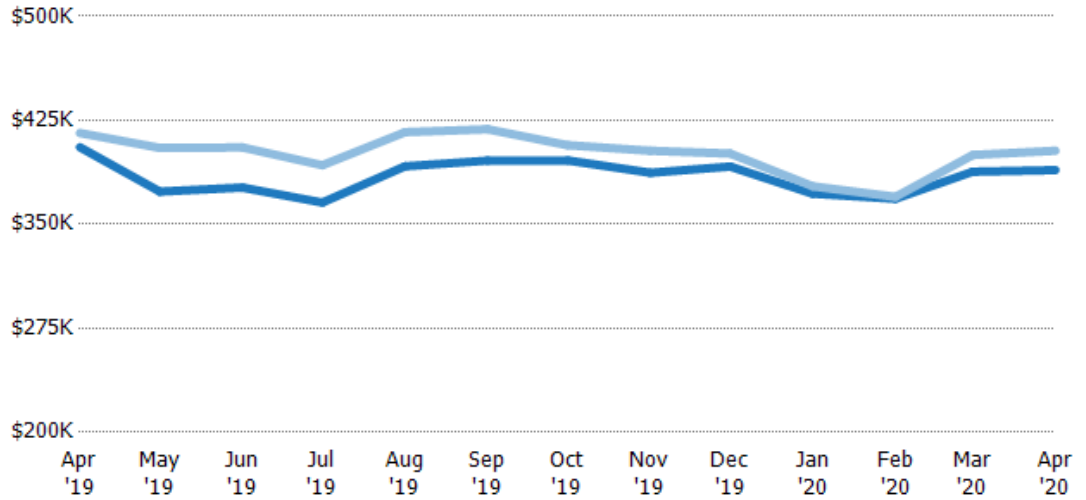
Current Year	\$382K	\$375K	\$375K	\$360K	\$377K	\$375K	\$367K	\$367K	\$375K	\$365K	\$363K	\$393K	\$383K
Prior Year	\$365K	\$351K	\$352K	\$359K	\$372K	\$363K	\$365K	\$360K	\$365K	\$363K	\$368K	\$390K	\$382K
Percent Change from Prior Year	5%	7%	7%	0%	1%	3%	1%	2%	3%	1%	-1%	1%	0%

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



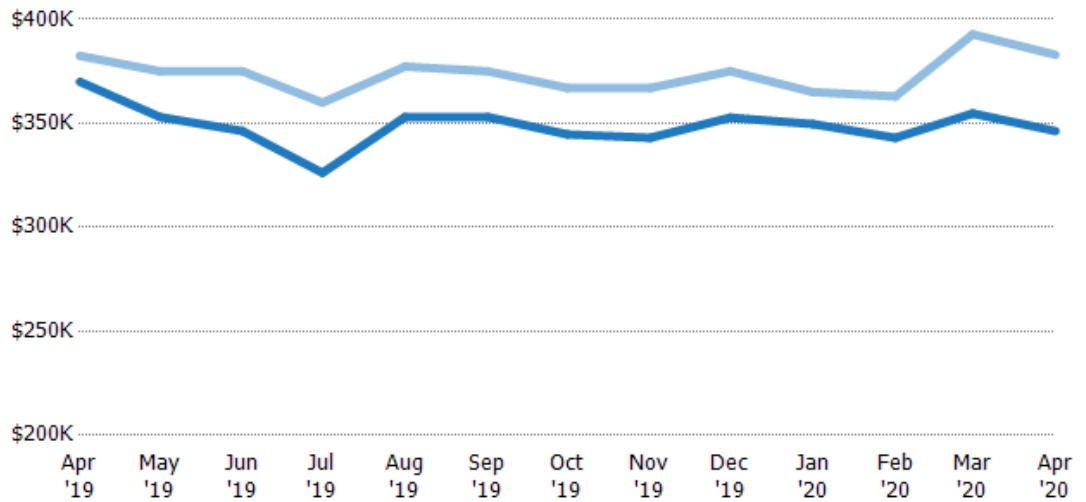
	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20
Avg Est Value	\$406K	\$374K	\$376K	\$366K	\$392K	\$396K	\$396K	\$387K	\$392K	\$372K	\$368K	\$388K	\$389K
Avg Listing Price	\$416K	\$405K	\$405K	\$393K	\$416K	\$419K	\$407K	\$403K	\$401K	\$377K	\$370K	\$400K	\$403K
Avg Listing Price as a % of Avg Est Value	103%	108%	108%	107%	106%	106%	103%	104%	102%	101%	100%	103%	104%

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



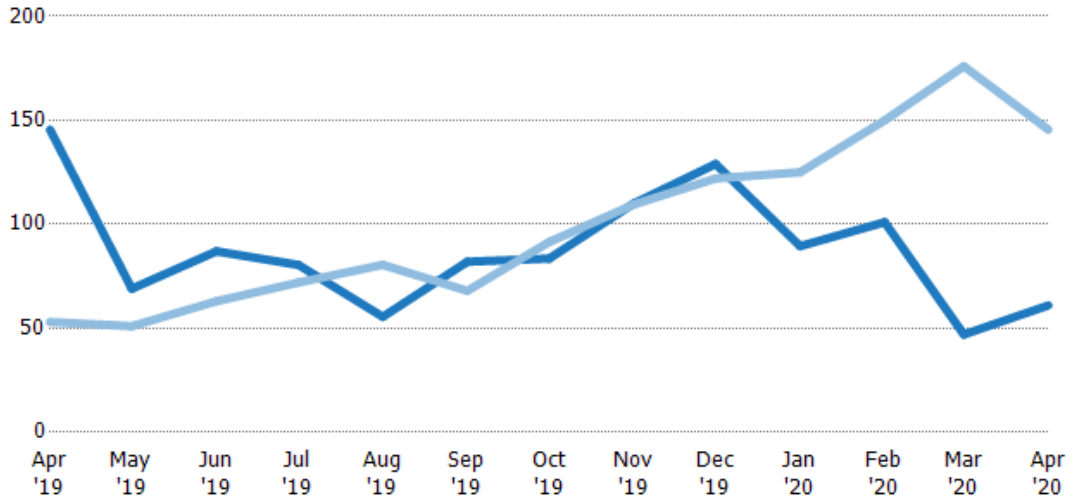
	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20
Median Est Value	\$370K	\$353K	\$346K	\$326K	\$353K	\$353K	\$345K	\$343K	\$353K	\$350K	\$343K	\$355K	\$346K
Median Listing Price	\$382K	\$375K	\$375K	\$360K	\$377K	\$375K	\$367K	\$367K	\$375K	\$365K	\$363K	\$393K	\$383K
Med Listing Price as a % of Med Est Value	103%	106%	108%	110%	107%	106%	106%	107%	106%	104%	106%	111%	111%

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.
Apr '20	61	-58.1%
Apr '19	146	174.5%
Apr '18	53	94.3%

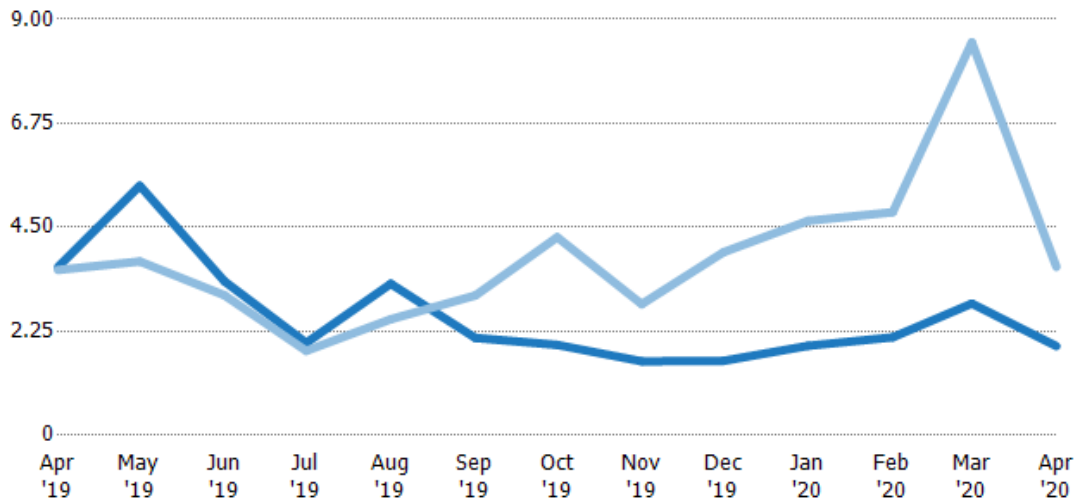
	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20
Current Year	146	69	87	80.5	55.5	82	83.5	110	129	89.5	101	47	61
Prior Year	53	51	63	72	80.5	68	91.5	110	122	125	150	176	146
Percent Change from Prior Year	175%	35%	38%	12%	-31%	21%	-9%	0%	6%	-28%	-33%	-73%	-58%

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.
Apr '20	1.93	-47.1%
Apr '19	3.64	1.8%
Apr '18	3.58	10.8%

	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20
Current Year	3.64	5.4	3.33	2	3.28	2.11	1.96	1.6	1.61	1.94	2.12	2.85	1.93
Prior Year	3.58	3.76	3.03	1.83	2.51	3.02	4.29	2.84	3.96	4.64	4.83	8.5	3.64
Percent Change from Prior Year	2%	44%	10%	9%	31%	-30%	-54%	-44%	-59%	-58%	-56%	-66%	-47%

Absorption Rate

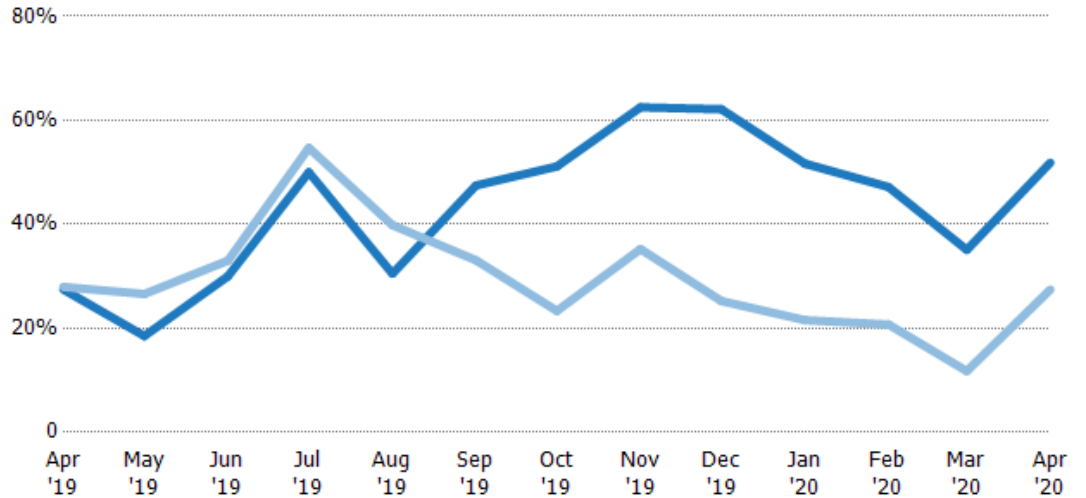
The percentage of inventory sold per month.

Filters Used

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

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

Month/ Year	Rate	Chg.
Apr '20	52%	-24.4%
Apr '19	27%	0.5%
Apr '18	28%	-9.8%



Current Year	27%	19%	30%	50%	31%	47%	51%	63%	62%	52%	47%	35%	52%
Prior Year	28%	27%	33%	55%	40%	33%	23%	35%	25%	22%	21%	12%	27%
Change from Prior Year	1%	8%	3%	5%	9%	-14%	-28%	-27%	-37%	-30%	-26%	-23%	-24%

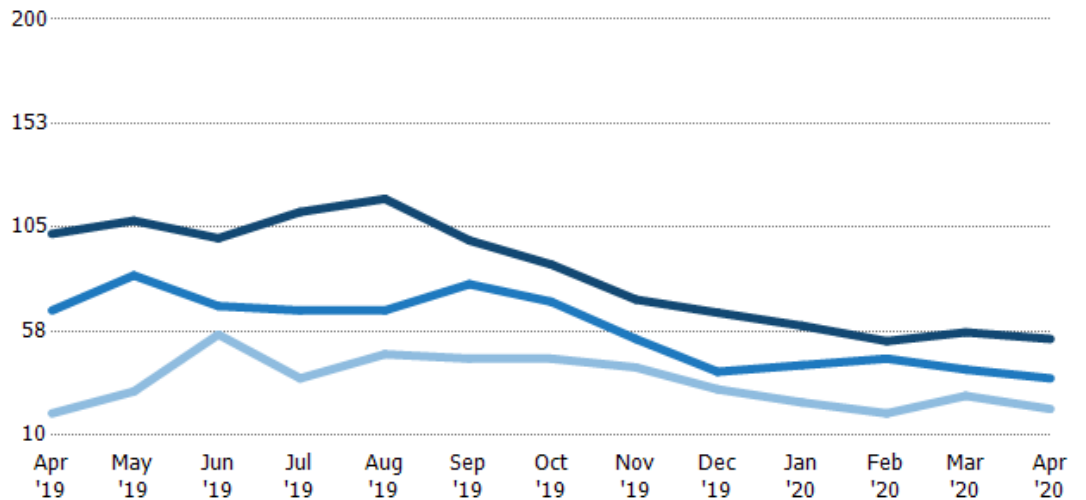
Active/Pending/Sold Units

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



Active	102	108	100	112	118	99	88	72	66	60	53	57	54
Pending	67	83	69	67	67	79	71	54	39	42	45	40	36
Sold	20	30	56	36	47	45	45	41	31	25	20	28	22

New Pending Sales

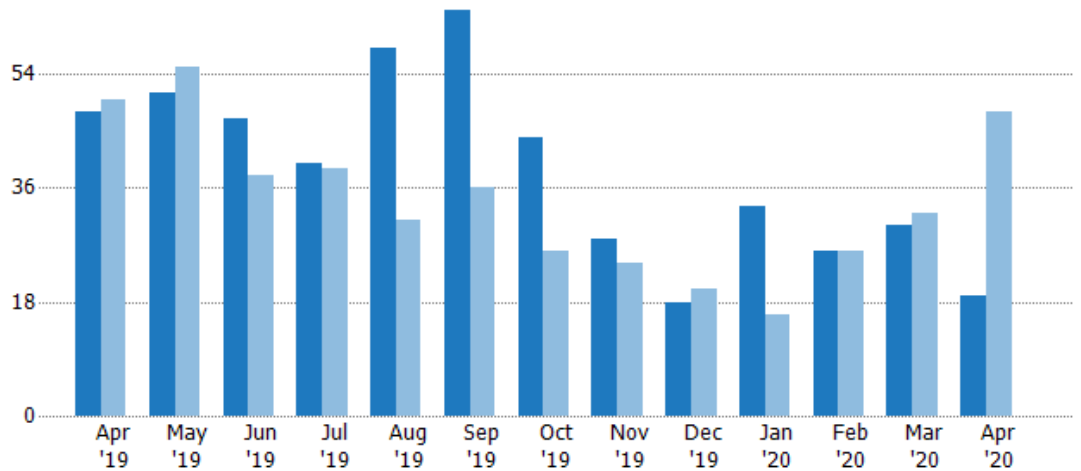
The number of residential properties with accepted offers that were added each month.

Filters Used

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

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

Month/Year	Count	% Chg.
Apr '20	19	-60.4%
Apr '19	48	-4%
Apr '18	50	-32%



Current Year	48	51	47	40	58	64	44	28	18	33	26	30	19
Prior Year	50	55	38	39	31	36	26	24	20	16	26	32	48
Percent Change from Prior Year	-4%	-7%	24%	3%	87%	78%	69%	17%	-10%	106%	0%	-6%	-60%

New Pending Sales Volume

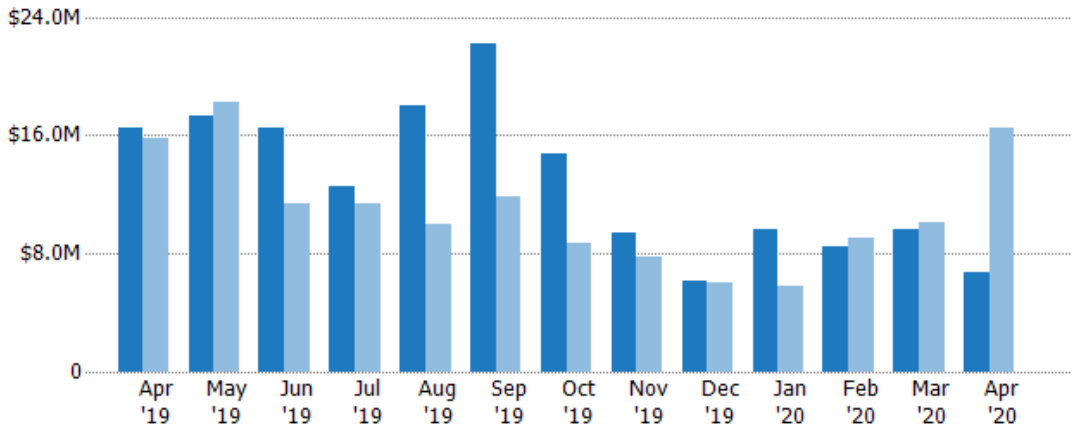
The sum of the sales price of residential properties with accepted offers that were added each month.

Filters Used

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

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

Month/Year	Volume	% Chg.
Apr '20	\$6.68M	-59.6%
Apr '19	\$16.5M	5%
Apr '18	\$15.8M	-35.1%



Current Year	\$16.5M	\$17.3M	\$16.5M	\$12.6M	\$18M	\$22.2M	\$14.8M	\$9.42M	\$6.18M	\$9.69M	\$8.48M	\$9.64M	\$6.68M
Prior Year	\$15.8M	\$18.2M	\$11.3M	\$11.4M	\$10M	\$11.8M	\$8.68M	\$7.74M	\$6.02M	\$5.77M	\$9.06M	\$10.1M	\$16.5M
Percent Change from Prior Year	5%	-5%	46%	10%	80%	87%	70%	22%	3%	68%	-6%	-4%	-60%

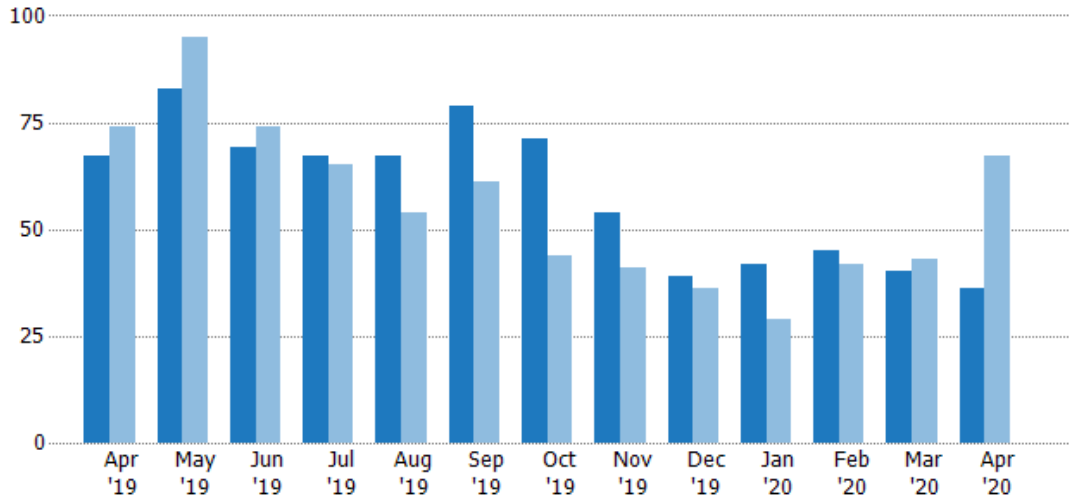
Pending Sales

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.
Apr '20	36	-46.3%
Apr '19	67	-9.5%
Apr '18	74	2.7%



Current Year	67	83	69	67	67	79	71	54	39	42	45	40	36
Prior Year	74	95	74	65	54	61	44	41	36	29	42	43	67
Percent Change from Prior Year	-9%	-13%	-7%	3%	24%	30%	61%	32%	8%	45%	7%	-7%	-46%

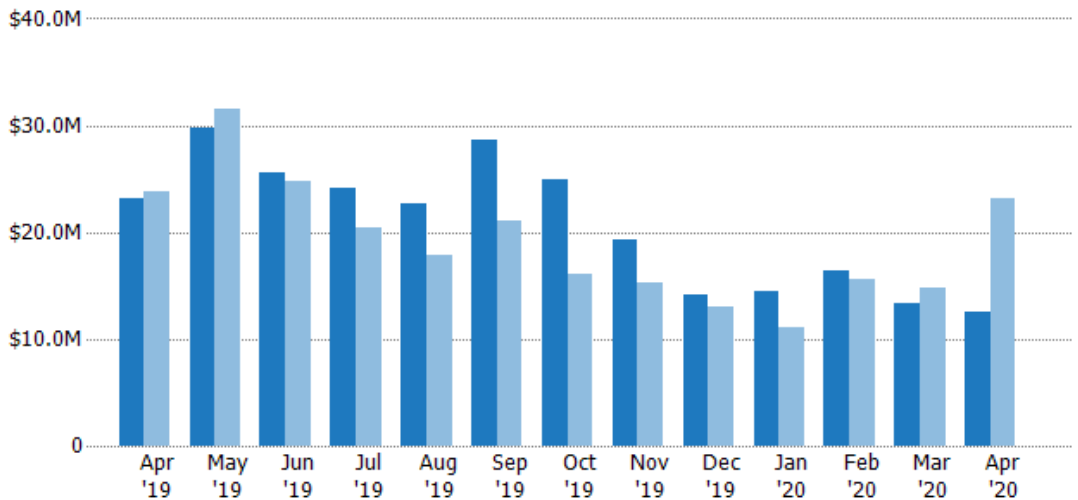
Pending Sales Volume

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.
Apr '20	\$12.5M	-45.9%
Apr '19	\$23.1M	-3%
Apr '18	\$23.9M	2.7%



Current Year	\$23.1M	\$29.8M	\$25.6M	\$24.1M	\$22.7M	\$28.6M	\$25M	\$19.4M	\$14.2M	\$14.5M	\$16.4M	\$13.4M	\$12.5M
Prior Year	\$23.9M	\$31.6M	\$24.7M	\$20.4M	\$17.9M	\$21.1M	\$16.2M	\$15.2M	\$13M	\$11.1M	\$15.6M	\$14.8M	\$23.1M
Percent Change from Prior Year	-3%	-6%	4%	18%	27%	36%	55%	27%	9%	31%	6%	-10%	-46%

Closed Sales

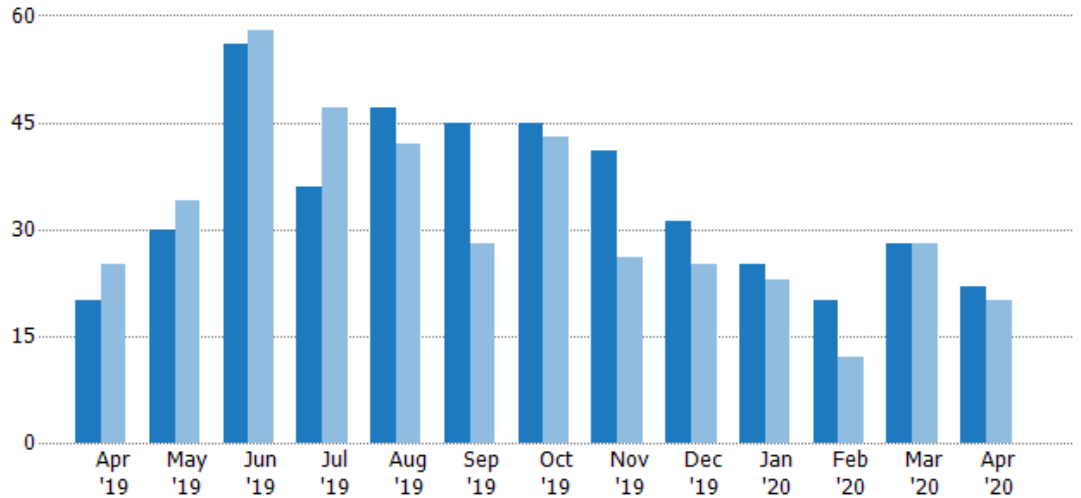
The total number of residential properties sold each month.

Filters Used

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

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

Month/ Year	Count	% Chg.
Apr '20	22	10%
Apr '19	20	-20%
Apr '18	25	0%



Current Year	20	30	56	36	47	45	45	41	31	25	20	28	22
Prior Year	25	34	58	47	42	28	43	26	25	23	12	28	20
Percent Change from Prior Year	-20%	-12%	-3%	-23%	12%	61%	5%	58%	24%	9%	67%	0%	10%

Closed Sales Volume

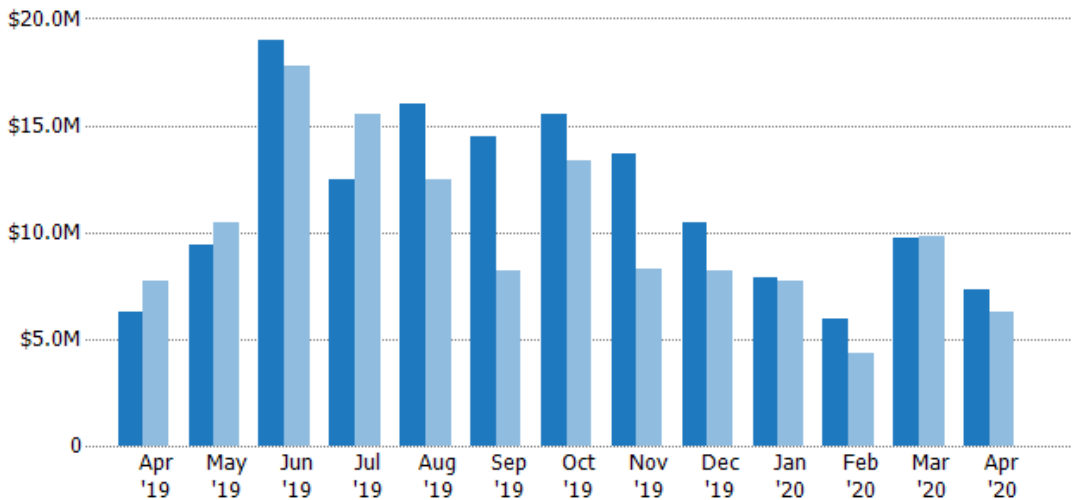
The sum of the sales price of residential properties sold each month.

Filters Used

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

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

Month/ Year	Volume	% Chg.
Apr '20	\$7.31M	16.1%
Apr '19	\$6.3M	-18.5%
Apr '18	\$7.72M	-15.1%



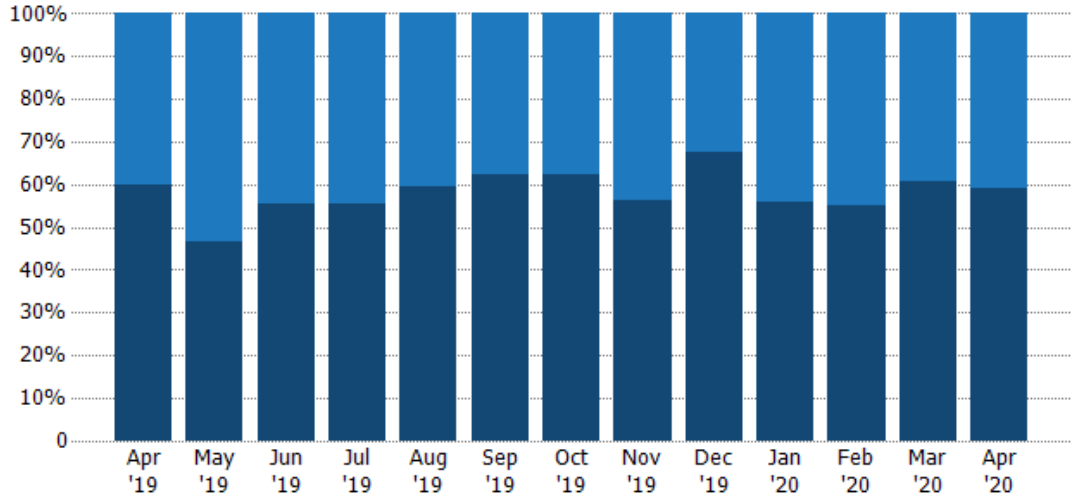
Current Year	\$6.3M	\$9.38M	\$19M	\$12.5M	\$16M	\$14.5M	\$15.5M	\$13.7M	\$10.4M	\$7.92M	\$5.98M	\$9.71M	\$7.31M
Prior Year	\$7.72M	\$10.4M	\$17.7M	\$15.5M	\$12.5M	\$8.2M	\$13.4M	\$8.31M	\$8.23M	\$7.73M	\$4.37M	\$9.84M	\$6.3M
Percent Change from Prior Year	-18%	-10%	7%	-20%	29%	77%	16%	65%	27%	2%	37%	-1%	16%

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



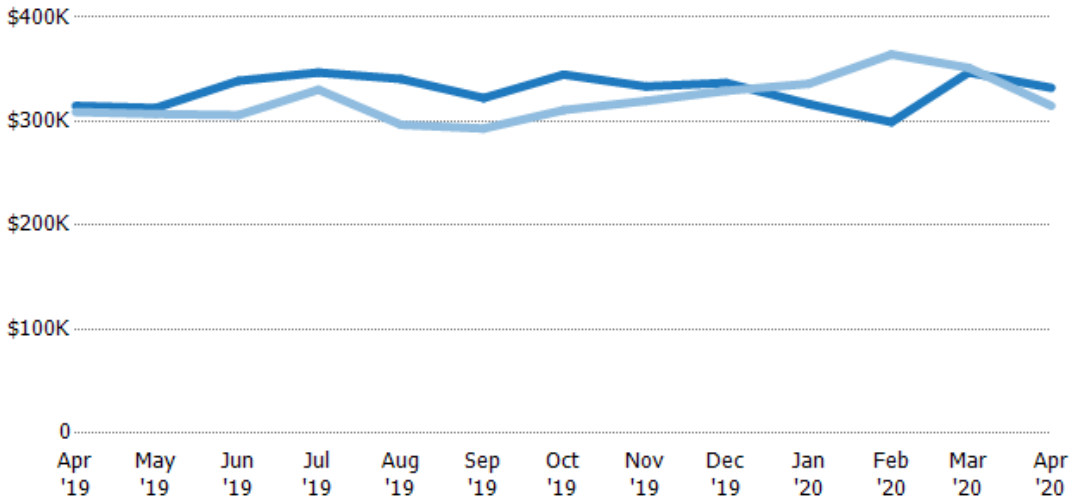
Condo/Townhouse	40%	53%	45%	44%	40%	38%	38%	44%	32%	44%	45%	39%	41%
Single Family Residence	60%	47%	55%	56%	60%	62%	62%	56%	68%	56%	55%	61%	59%

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	\$315K	\$313K	\$339K	\$347K	\$341K	\$322K	\$345K	\$333K	\$337K	\$317K	\$299K	\$347K	\$332K
Prior Year	\$309K	\$307K	\$306K	\$330K	\$297K	\$293K	\$311K	\$320K	\$329K	\$336K	\$364K	\$351K	\$315K
Percent Change from Prior Year	2%	2%	11%	5%	15%	10%	11%	4%	2%	-6%	-18%	-1%	6%

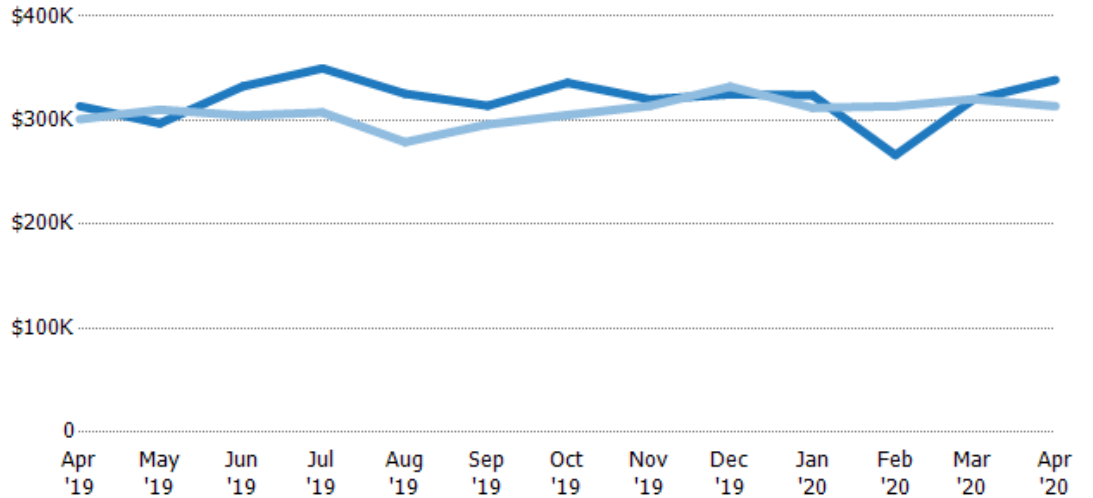
Median Sales Price

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.
Apr '20	\$339K	8.1%
Apr '19	\$314K	4.2%
Apr '18	\$301K	-22.9%



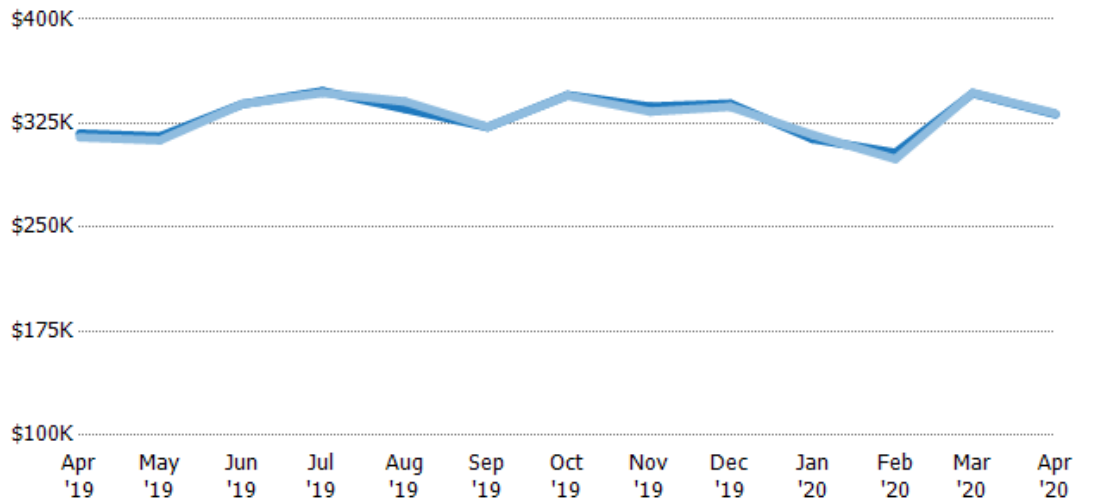
Current Year	\$314K	\$297K	\$333K	\$350K	\$326K	\$314K	\$336K	\$320K	\$325K	\$324K	\$267K	\$320K	\$339K
Prior Year	\$301K	\$310K	\$305K	\$308K	\$279K	\$296K	\$305K	\$314K	\$332K	\$312K	\$313K	\$320K	\$314K
Percent Change from Prior Year	4%	-4%	9%	14%	17%	6%	10%	2%	-2%	4%	-15%	0%	8%

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



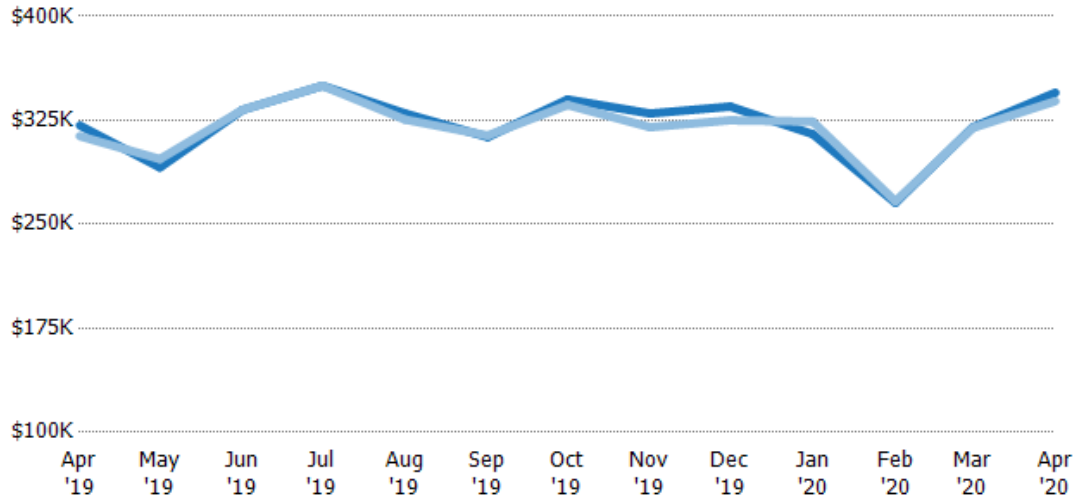
Avg List Price	\$318K	\$316K	\$339K	\$348K	\$335K	\$322K	\$345K	\$337K	\$339K	\$314K	\$304K	\$347K	\$332K
Avg Sales Price	\$315K	\$313K	\$339K	\$347K	\$341K	\$322K	\$345K	\$333K	\$337K	\$317K	\$299K	\$347K	\$332K
Avg Sales Price as a % of Avg List Price	99%	99%	100%	100%	102%	100%	100%	99%	99%	101%	99%	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



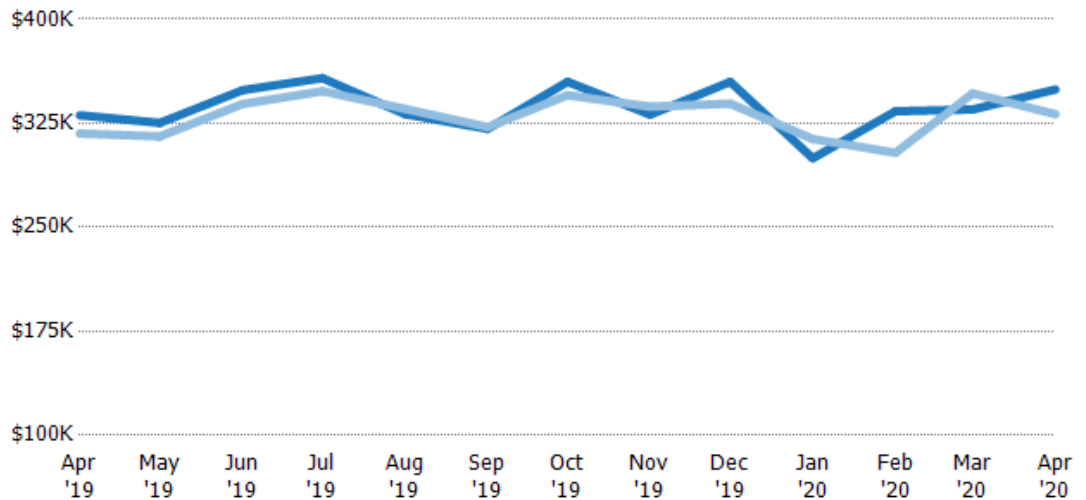
	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20
Median List Price	\$321K	\$291K	\$333K	\$350K	\$330K	\$313K	\$340K	\$330K	\$335K	\$315K	\$266K	\$320K	\$345K
Median Sales Price	\$314K	\$297K	\$333K	\$350K	\$326K	\$314K	\$336K	\$320K	\$325K	\$324K	\$267K	\$320K	\$339K
Med Sales Price as a % of Med List Price	98%	102%	100%	100%	99%	100%	99%	97%	97%	103%	100%	100%	98%

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



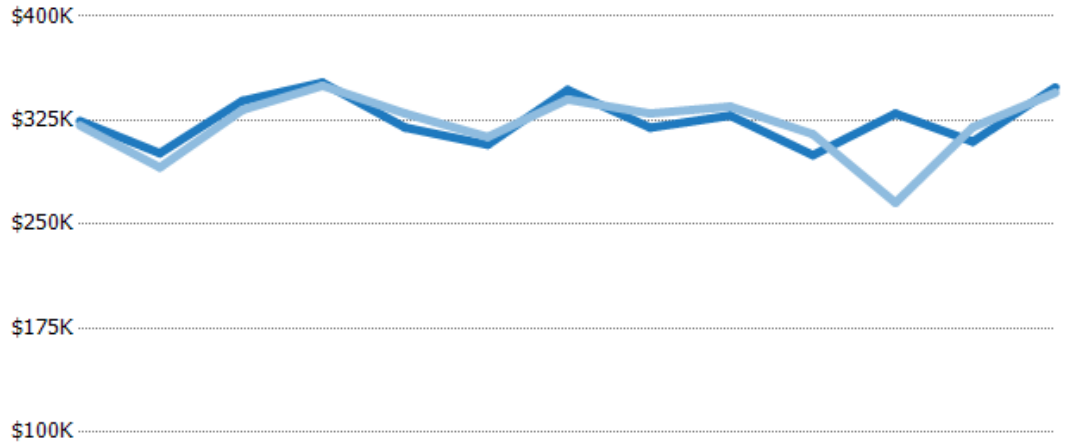
	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20
Avg Est Value	\$331K	\$325K	\$349K	\$358K	\$332K	\$321K	\$355K	\$331K	\$355K	\$300K	\$334K	\$335K	\$349K
Avg Sales Price	\$318K	\$316K	\$339K	\$348K	\$335K	\$322K	\$345K	\$337K	\$339K	\$314K	\$304K	\$347K	\$332K
Avg Sales Price as a % of Avg Est Value	96%	97%	97%	97%	101%	100%	97%	102%	96%	105%	91%	103%	95%

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



	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20
Median Est Value	\$324K	\$301K	\$339K	\$352K	\$320K	\$307K	\$347K	\$320K	\$328K	\$300K	\$330K	\$310K	\$349K
Median Sales Price	\$321K	\$291K	\$333K	\$350K	\$330K	\$313K	\$340K	\$330K	\$335K	\$315K	\$266K	\$320K	\$345K
Med Sales Price as a % of Med Est Value	99%	97%	98%	99%	103%	102%	98%	103%	102%	105%	81%	103%	99%