

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	May 2020	May 2019	+ / -	YTD 2020	YTD 2019	+ / -
Listing Activity Charts Metrics						
New Listing Count	39	56	-30.4%	148	182	-18.7%
New Listing Volume	\$15,609,390	\$19,602,000	-20.4%	\$54,464,590	\$63,332,880	-14%
Active Listing Count	46	107	-57%	N/A	N/A	
Active Listing Volume	\$21,689,140	\$43,449,229	-50.1%	N/A	N/A	
Average Listing Price	\$471,503	\$406,068	+16.1%	\$409,765	\$405,560	+1%
Median Listing Price	\$440,950	\$375,000	+17.6%	\$387,455	\$375,149	+3.3%
Median Days in RPR	83	72	+15.3%	84.41	130.25	-35.2%
Months of Inventory	2.1	5.4	-60.9%	2.5	4.4	-43.8%
Absorption Rate	47.83%	18.69%	+29.1%	40.57%	22.82%	+17.7%
Sales Activity Charts Metrics						
New Pending Sales Count	49	51	-3.9%	154	174	-11.5%
New Pending Sales Volume	\$17,303,900	\$17,270,590	+0.2%	\$51,164,888	\$58,820,956	-13%
Pending Sales Count	64	83	-22.9%	N/A	N/A	
Pending Sales Volume	\$22,548,889	\$29,750,367	-24.2%	N/A	N/A	
Closed Sales Count	14	30	-53.3%	109	114	-4.4%
Closed Sales Volume	\$4,980,900	\$9,382,285	-46.9%	\$35,901,890	\$37,727,644	-4.8%
Average Sales Price	\$355,779	\$312,743	+13.8%	\$329,375	\$330,944	-0.5%
Median Sales Price	\$361,500	\$297,000	+21.7%	\$320,087	\$310,483	+3.1%

New Listings

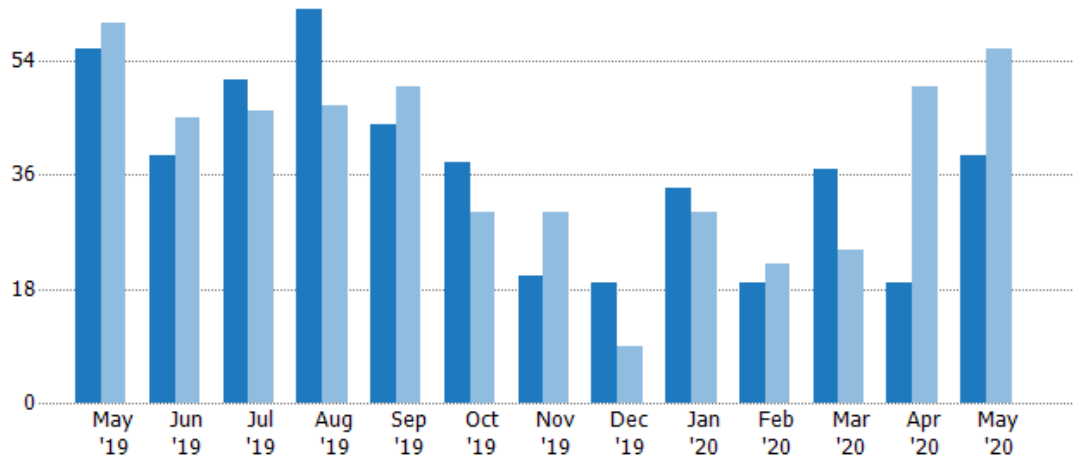
The number of new residential listings that were added each month.

Filters Used

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

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

Month/Year	Count	% Chg.
May '20	39	-30.4%
May '19	56	-6.7%
May '18	60	5%



	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20
Current Year	56	39	51	62	44	38	20	19	34	19	37	19	39
Prior Year	60	45	46	47	50	30	30	9	30	22	24	50	56
Percent Change from Prior Year	-7%	-13%	11%	32%	-12%	27%	-33%	111%	13%	-14%	54%	-62%	-30%

New Listing Volume

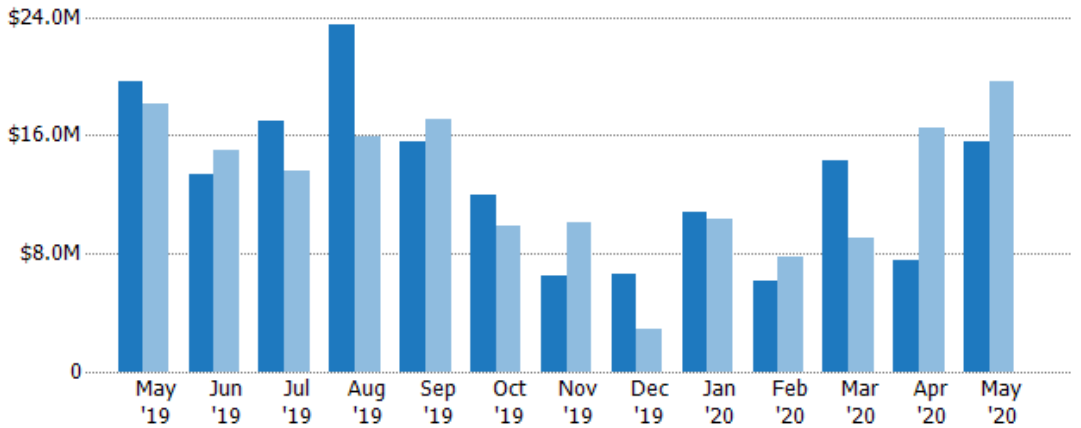
The sum of the listing price of residential listings that were added each month.

Filters Used

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

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

Month/Year	Volume	% Chg.
May '20	\$15.6M	-20.4%
May '19	\$19.6M	8%
May '18	\$18.2M	14.4%



	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20
Current Year	\$19.6M	\$13.4M	\$17M	\$23.4M	\$15.6M	\$12M	\$6.48M	\$6.59M	\$10.8M	\$6.18M	\$14.3M	\$7.56M	\$15.6M
Prior Year	\$18.2M	\$15M	\$13.6M	\$16M	\$17M	\$9.91M	\$10M	\$2.94M	\$10.4M	\$7.76M	\$9.09M	\$16.5M	\$19.6M
Percent Change from Prior Year	8%	-11%	24%	47%	-9%	21%	-35%	124%	4%	-20%	58%	-54%	-20%

Active Listings

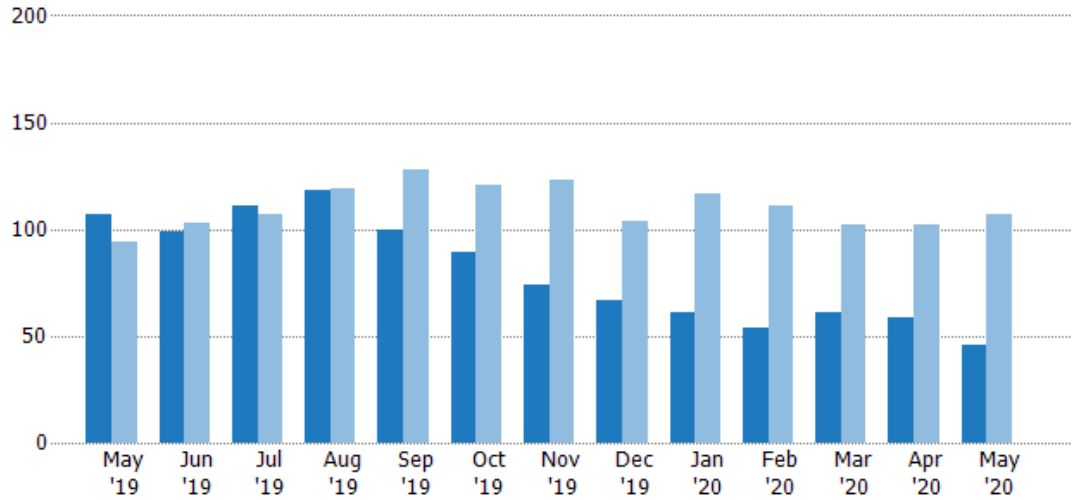
The number of active residential listings at the end of each month.

Filters Used

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

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

Month/ Year	Count	% Chg.
May '20	46	-57%
May '19	107	13.8%
May '18	94	23.4%



Current Year	107	99	111	118	100	89	74	67	61	54	61	59	46
Prior Year	94	103	107	119	128	121	123	104	117	111	102	102	107
Percent Change from Prior Year	14%	-4%	4%	-1%	-22%	-26%	-40%	-36%	-48%	-51%	-40%	-42%	-57%

Active Listing Volume

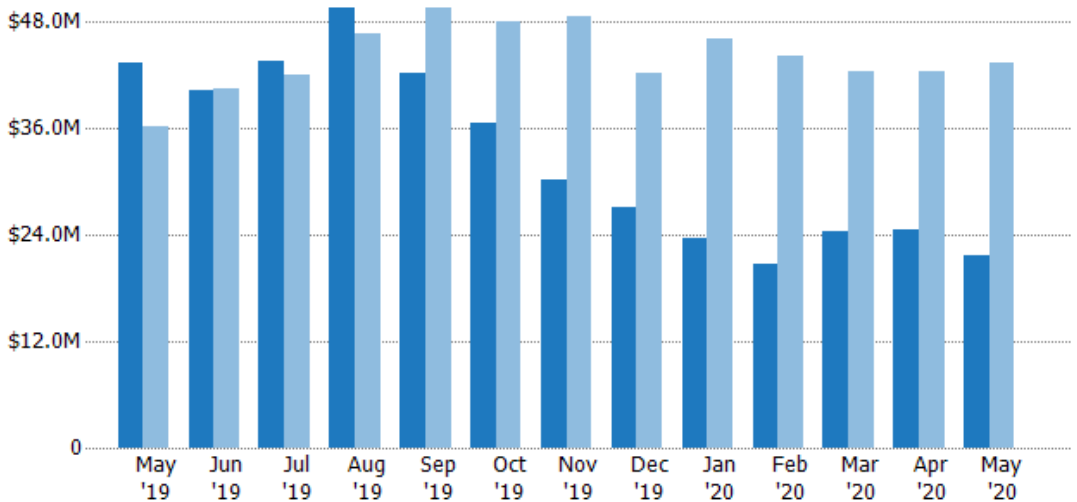
The sum of the listing price of active residential listings at the end of each month.

Filters Used

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

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

Month/ Year	Volume	% Chg.
May '20	\$21.7M	-50.1%
May '19	\$43.4M	19.8%
May '18	\$36.3M	27%



Current Year	\$43.4M	\$40.2M	\$43.7M	\$49.7M	\$42.3M	\$36.7M	\$30.2M	\$27.1M	\$23.7M	\$20.6M	\$24.5M	\$24.6M	\$21.7M
Prior Year	\$36.3M	\$40.5M	\$42M	\$46.6M	\$49.5M	\$48M	\$48.6M	\$42.3M	\$46.1M	\$44.1M	\$42.5M	\$42.4M	\$43.4M
Percent Change from Prior Year	20%	-1%	4%	7%	-15%	-24%	-38%	-36%	-49%	-53%	-42%	-42%	-50%

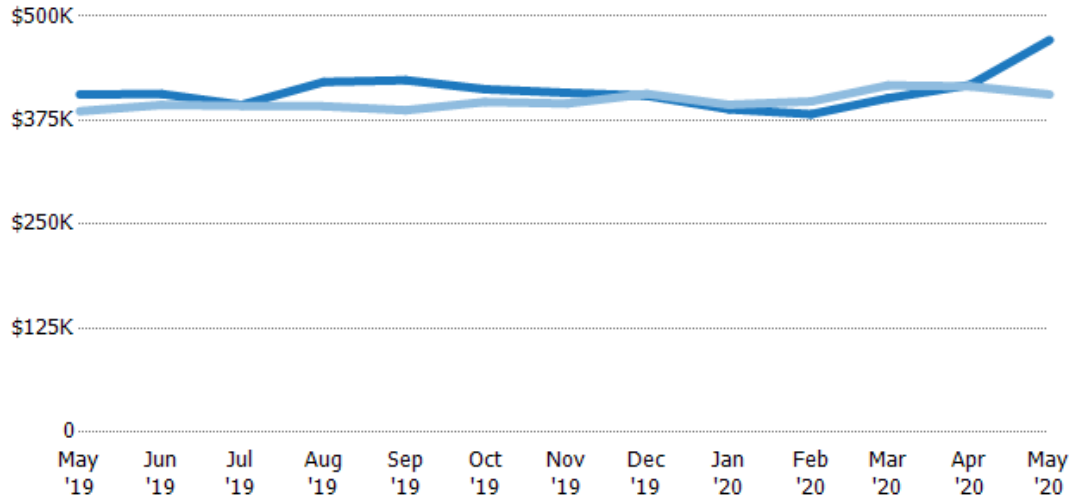
Average Listing Price

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.
May '20	\$472K	16.1%
May '19	\$406K	5.2%
May '18	\$386K	2.9%



Current Year	\$406K	\$407K	\$393K	\$421K	\$423K	\$412K	\$408K	\$405K	\$388K	\$382K	\$402K	\$417K	\$472K
Prior Year	\$386K	\$393K	\$392K	\$392K	\$387K	\$397K	\$395K	\$407K	\$394K	\$398K	\$417K	\$416K	\$406K
Percent Change from Prior Year	5%	3%	0%	7%	9%	4%	3%	-1%	-1%	-4%	-4%	0%	16%

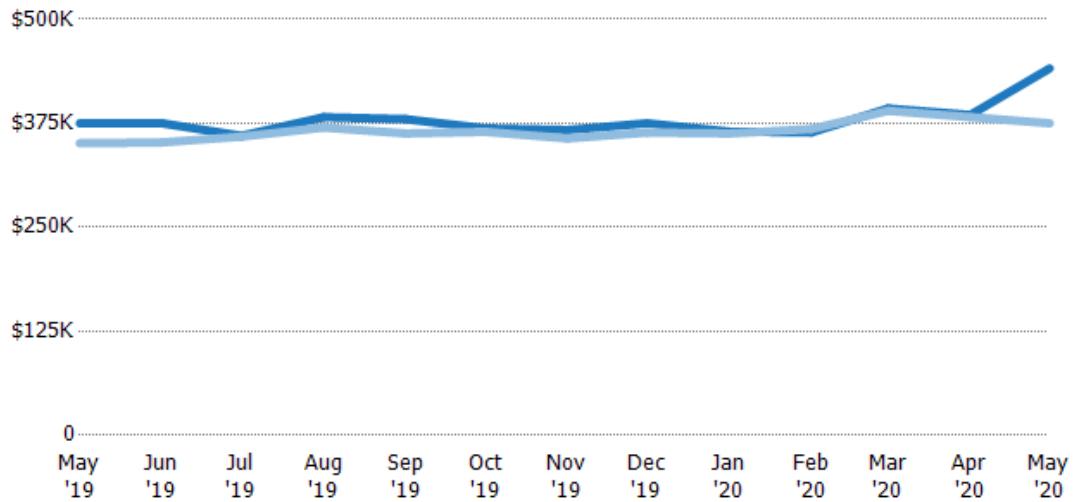
Median Listing Price

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.
May '20	\$441K	17.6%
May '19	\$375K	6.8%
May '18	\$351K	11.8%



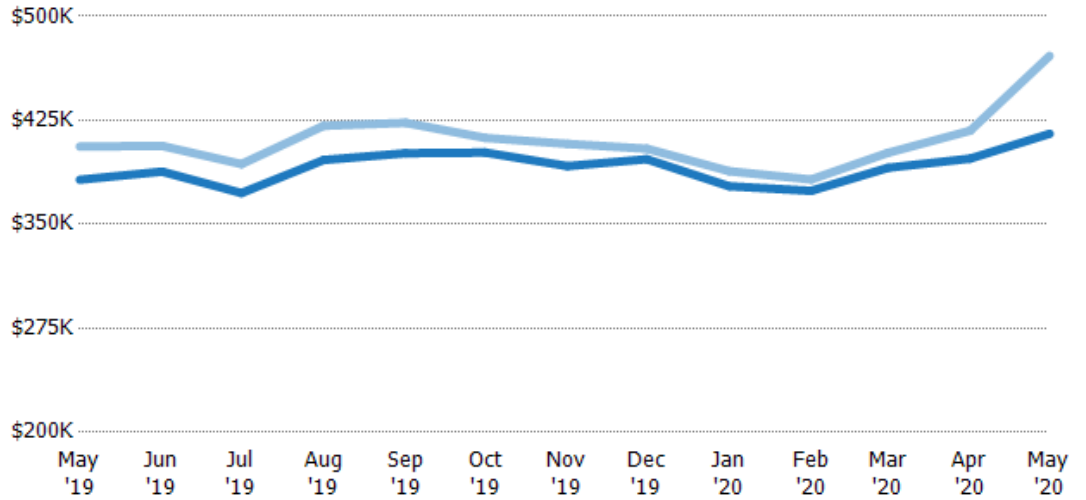
Current Year	\$375K	\$375K	\$360K	\$382K	\$380K	\$369K	\$367K	\$375K	\$365K	\$364K	\$393K	\$385K	\$441K
Prior Year	\$351K	\$352K	\$359K	\$370K	\$363K	\$365K	\$357K	\$364K	\$363K	\$368K	\$390K	\$382K	\$375K
Percent Change from Prior Year	7%	7%	0%	3%	5%	1%	3%	3%	1%	-1%	1%	1%	18%

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



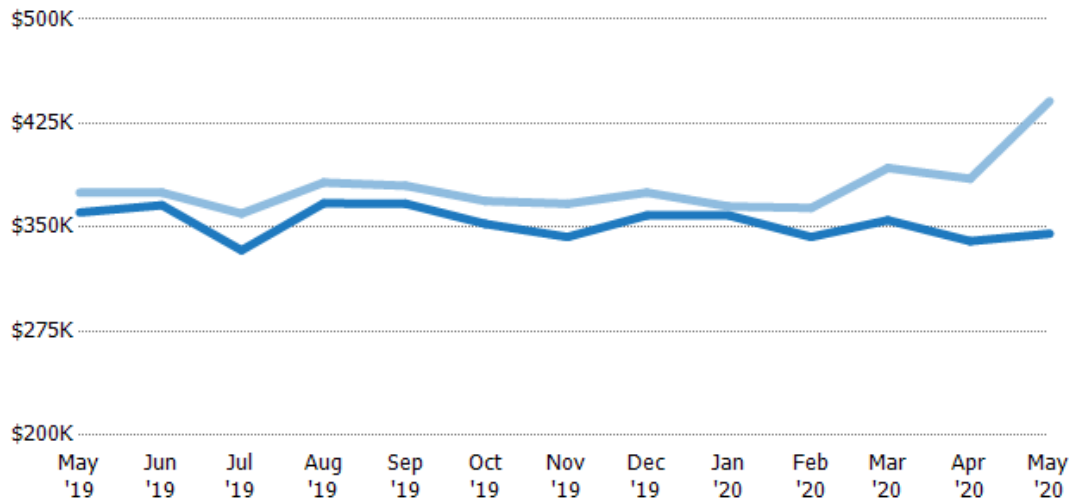
	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20
Avg Est Value	\$382K	\$388K	\$373K	\$396K	\$401K	\$402K	\$392K	\$397K	\$377K	\$374K	\$391K	\$397K	\$415K
Avg Listing Price	\$406K	\$407K	\$393K	\$421K	\$423K	\$412K	\$408K	\$405K	\$388K	\$382K	\$402K	\$417K	\$472K
Avg Listing Price as a % of Avg Est Value	106%	105%	106%	106%	105%	103%	104%	102%	103%	102%	103%	105%	114%

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



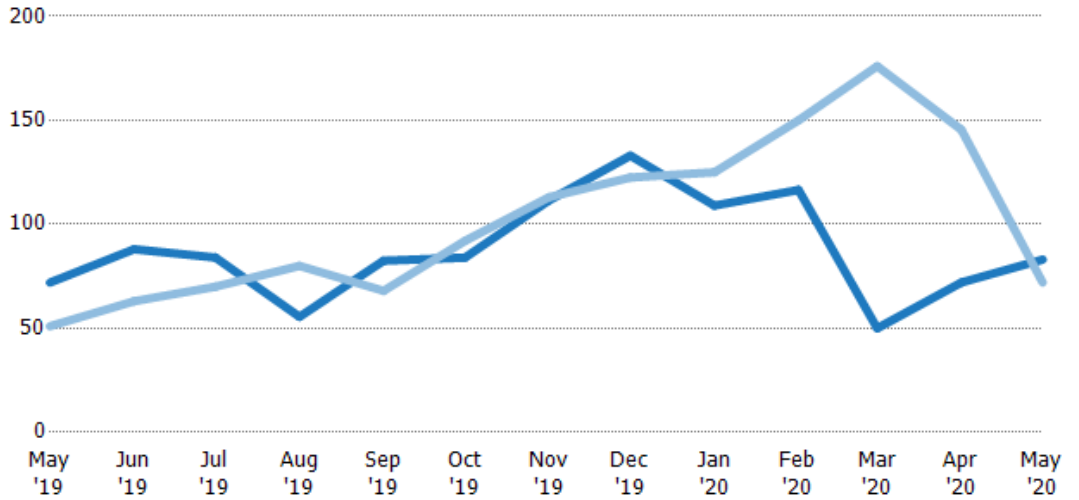
	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20
Median Est Value	\$361K	\$366K	\$333K	\$367K	\$367K	\$352K	\$343K	\$359K	\$359K	\$343K	\$355K	\$340K	\$345K
Median Listing Price	\$375K	\$375K	\$360K	\$382K	\$380K	\$369K	\$367K	\$375K	\$365K	\$364K	\$393K	\$385K	\$441K
Med Listing Price as a % of Med Est Value	104%	102%	108%	104%	104%	105%	107%	105%	102%	106%	111%	113%	128%

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



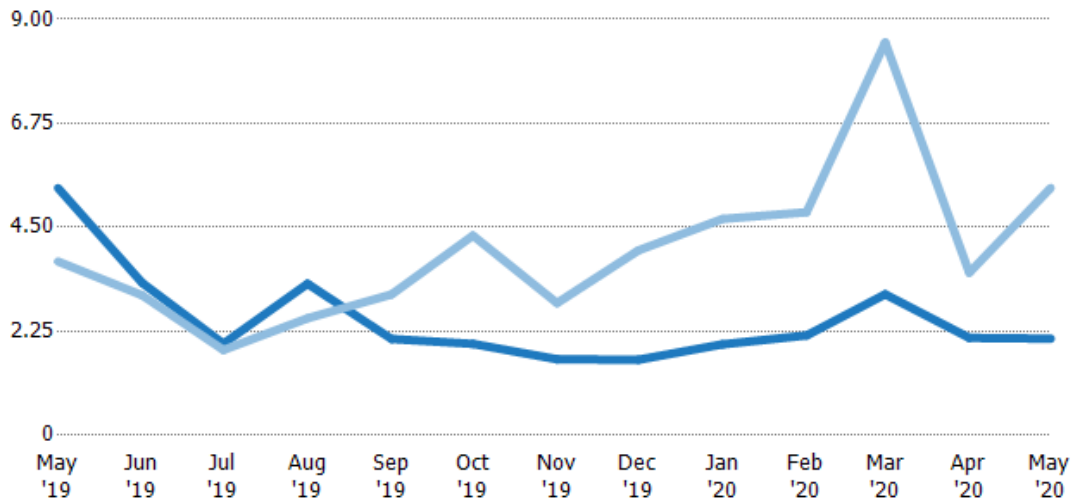
	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20
Current Year	72	88	84	55.5	82.5	84	112	133	109	117	50	72	83
Prior Year	51	63	70	80	68	92	113	123	125	150	176	146	72
Percent Change from Prior Year	41%	40%	20%	-31%	21%	-9%	-1%	9%	-13%	-22%	-72%	-51%	15%

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



	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20
Current Year	5.35	3.3	1.98	3.28	2.08	1.98	1.64	1.63	1.97	2.16	3.05	2.11	2.09
Prior Year	3.76	3.03	1.84	2.53	3.05	4.32	2.86	4	4.68	4.83	8.5	3.52	5.35
Percent Change from Prior Year	42%	9%	7%	29%	-32%	-54%	-43%	-59%	-58%	-55%	-64%	-40%	-61%

Absorption Rate

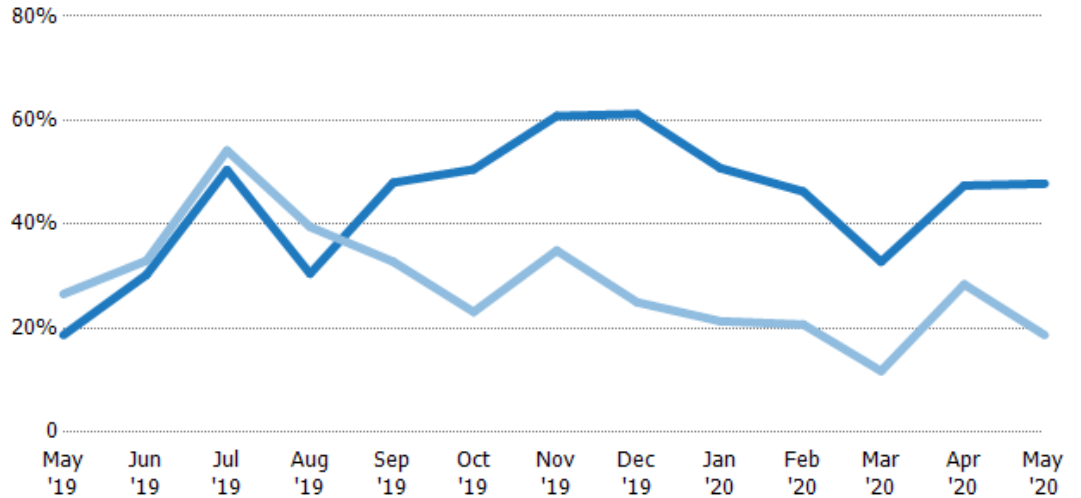
The percentage of inventory sold per month.

Filters Used

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

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

Month/ Year	Rate	Chg.
May '20	48%	-29.1%
May '19	19%	7.9%
May '18	27%	-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	May '20
Current Year	19%	30%	50%	31%	48%	51%	61%	61%	51%	46%	33%	47%	48%
Prior Year	27%	33%	54%	39%	33%	23%	35%	25%	21%	21%	12%	28%	19%
Change from Prior Year	8%	3%	4%	9%	-15%	-27%	-26%	-36%	-29%	-26%	-21%	-19%	-29%

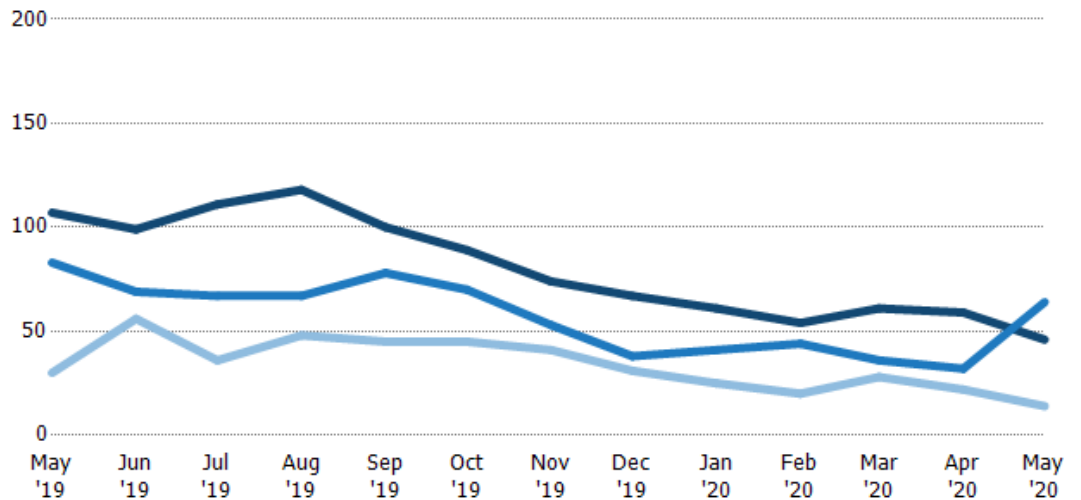
Active/Pending/Sold Units

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



	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20
Active	107	99	111	118	100	89	74	67	61	54	61	59	46
Pending	83	69	67	67	78	70	53	38	41	44	36	32	64
Sold	30	56	36	48	45	45	41	31	25	20	28	22	14

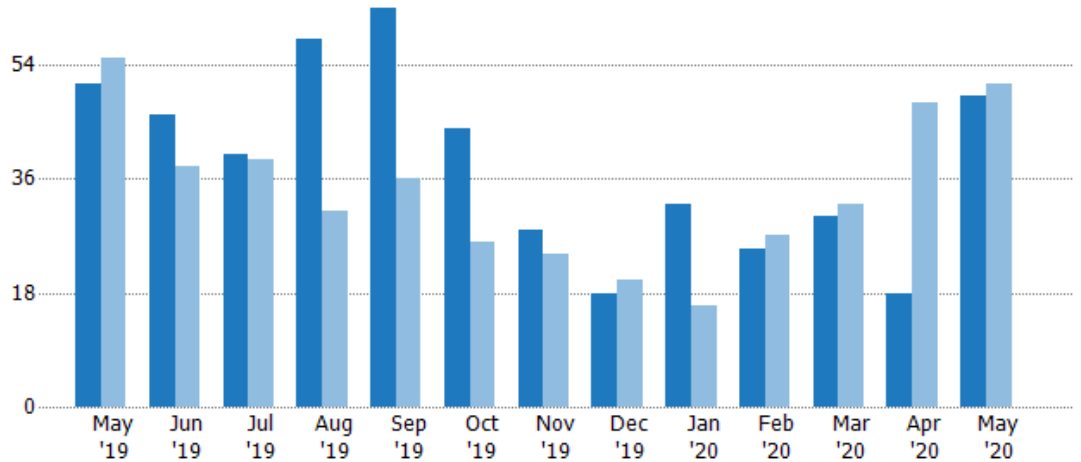
New Pending Sales

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.
May '20	49	-3.9%
May '19	51	-7.3%
May '18	55	3.6%



	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20
Current Year	51	46	40	58	63	44	28	18	32	25	30	18	49
Prior Year	55	38	39	31	36	26	24	20	16	27	32	48	51
Percent Change from Prior Year	-7%	21%	3%	87%	75%	69%	17%	-10%	100%	-7%	-6%	-63%	-4%

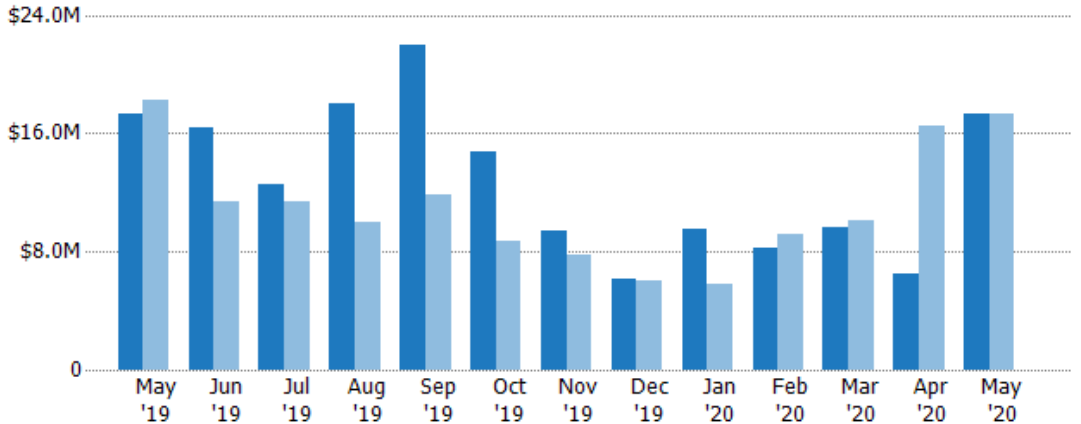
New Pending Sales Volume

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.
May '20	\$17.3M	0.2%
May '19	\$17.3M	-5.2%
May '18	\$18.2M	-2%



	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20
Current Year	\$17.3M	\$16.3M	\$12.6M	\$18M	\$21.9M	\$14.8M	\$9.42M	\$6.18M	\$9.48M	\$8.27M	\$9.64M	\$6.47M	\$17.3M
Prior Year	\$18.2M	\$11.3M	\$11.4M	\$10M	\$11.8M	\$8.68M	\$7.74M	\$6.02M	\$5.77M	\$9.17M	\$10.1M	\$16.5M	\$17.3M
Percent Change from Prior Year	-5%	44%	10%	80%	86%	70%	22%	3%	64%	-10%	-4%	-61%	0%

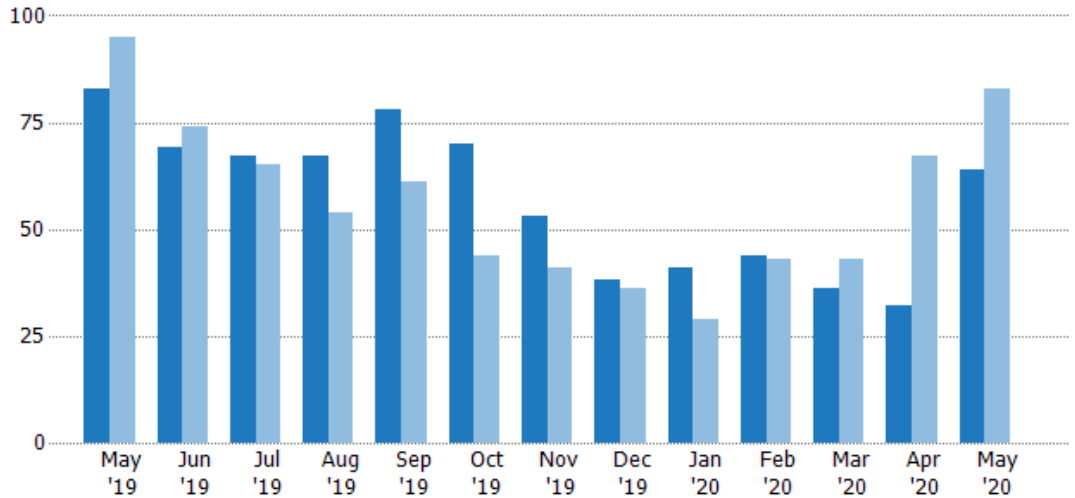
Pending Sales

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.
May '20	64	-22.9%
May '19	83	-12.6%
May '18	95	-4.2%



Current Year	83	69	67	67	78	70	53	38	41	44	36	32	64
Prior Year	95	74	65	54	61	44	41	36	29	43	43	67	83
Percent Change from Prior Year	-13%	-7%	3%	24%	28%	59%	29%	6%	41%	2%	-16%	-52%	-23%

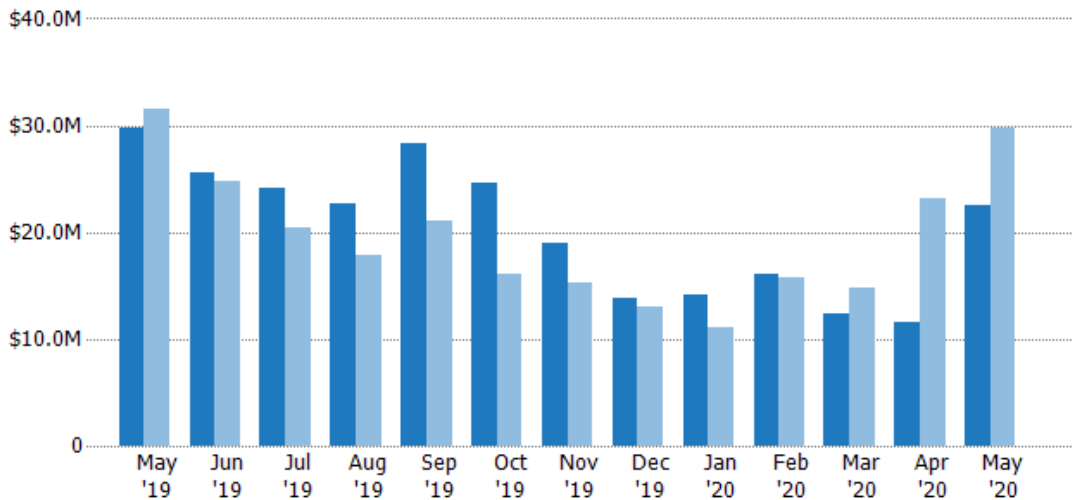
Pending Sales Volume

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.
May '20	\$22.5M	-24.2%
May '19	\$29.8M	-5.7%
May '18	\$31.6M	-8.9%



Current Year	\$29.8M	\$25.6M	\$24.1M	\$22.7M	\$28.3M	\$24.7M	\$19M	\$13.9M	\$14.2M	\$16.1M	\$12.4M	\$11.5M	\$22.5M
Prior Year	\$31.6M	\$24.7M	\$20.4M	\$17.9M	\$21.1M	\$16.2M	\$15.2M	\$13M	\$11.1M	\$15.7M	\$14.8M	\$23.1M	\$29.8M
Percent Change from Prior Year	-6%	4%	18%	27%	34%	53%	25%	6%	28%	3%	-17%	-50%	-24%

Closed Sales

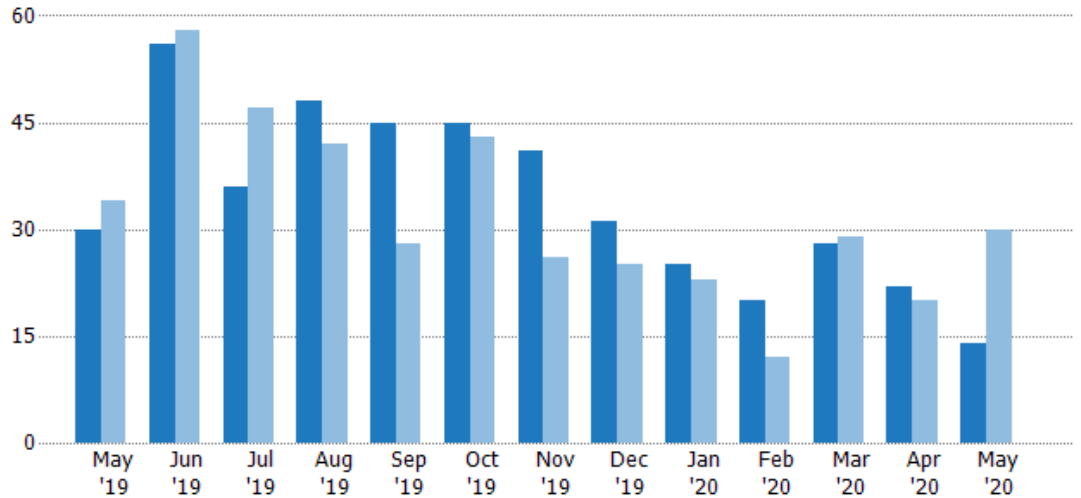
The total number of residential properties sold each month.

Filters Used

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

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

Month/ Year	Count	% Chg.
May '20	14	-53.3%
May '19	30	-11.8%
May '18	34	14.7%



Current Year	30	56	36	48	45	45	41	31	25	20	28	22	14
Prior Year	34	58	47	42	28	43	26	25	23	12	29	20	30
Percent Change from Prior Year	-12%	-3%	-23%	14%	61%	5%	58%	24%	9%	67%	-3%	10%	-53%

Closed Sales Volume

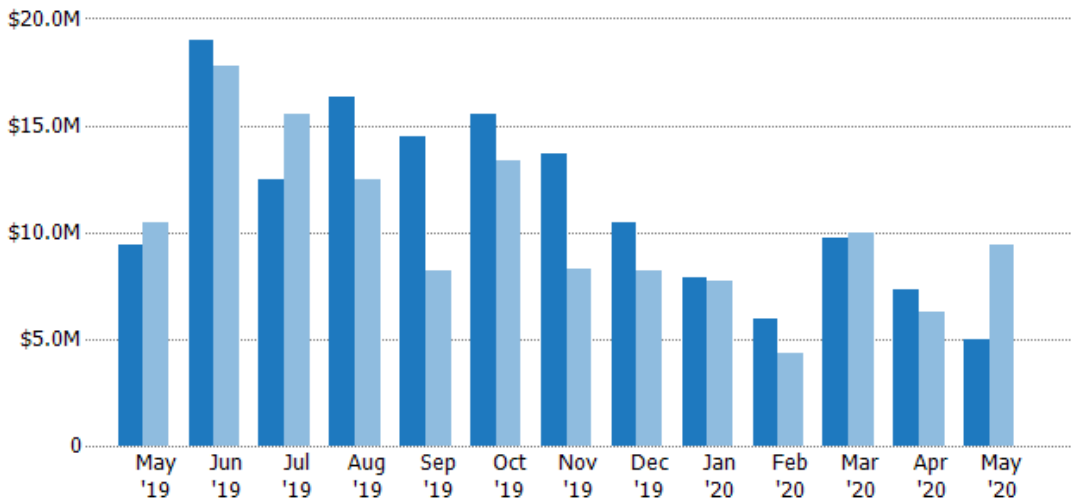
The sum of the sales price of residential properties sold each month.

Filters Used

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

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

Month/ Year	Volume	% Chg.
May '20	\$4.98M	-46.9%
May '19	\$9.38M	-10.1%
May '18	\$10.4M	20.4%



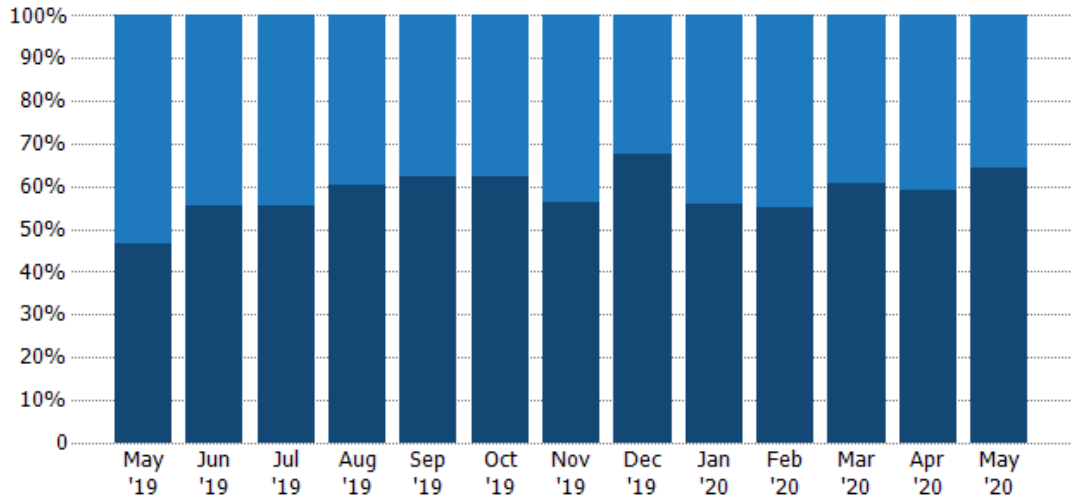
Current Year	\$9.38M	\$19M	\$12.5M	\$16.3M	\$14.5M	\$15.5M	\$13.7M	\$10.4M	\$7.92M	\$5.98M	\$9.71M	\$7.31M	\$4.98M
Prior Year	\$10.4M	\$17.7M	\$15.5M	\$12.5M	\$8.2M	\$13.4M	\$8.31M	\$8.23M	\$7.73M	\$4.37M	\$9.95M	\$6.3M	\$9.38M
Percent Change from Prior Year	-10%	7%	-20%	31%	77%	16%	65%	27%	2%	37%	-2%	16%	-47%

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



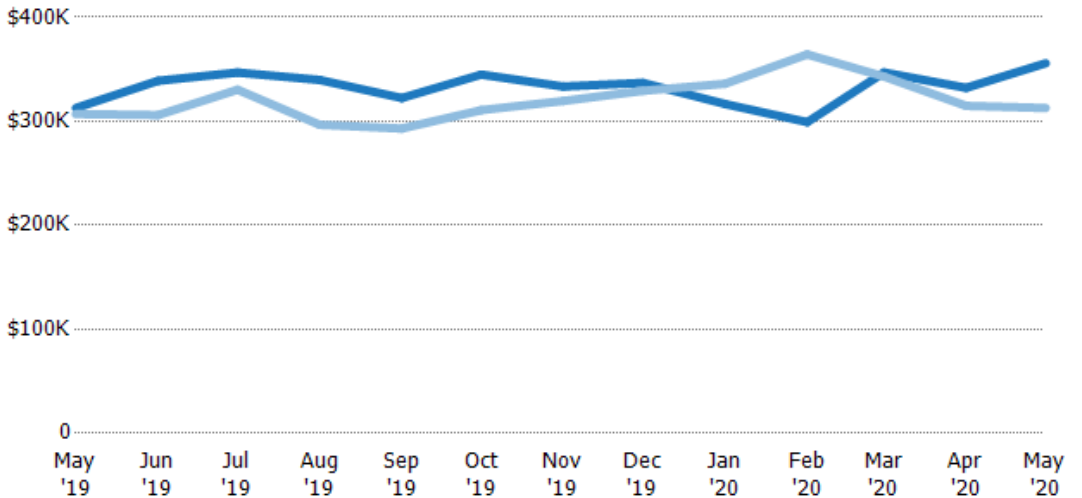
Property Type	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20
Condo/Townhouse	53%	45%	44%	40%	38%	38%	44%	32%	44%	45%	39%	41%	36%
Single Family Residence	47%	55%	56%	60%	62%	62%	56%	68%	56%	55%	61%	59%	64%

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



Month/Year	Price	% Chg.
May '20	\$356K	13.8%
May '19	\$313K	1.9%
May '18	\$307K	5%

Property Type	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20
Current Year	\$313K	\$339K	\$347K	\$340K	\$322K	\$345K	\$333K	\$337K	\$317K	\$299K	\$347K	\$332K	\$356K
Prior Year	\$307K	\$306K	\$330K	\$297K	\$293K	\$311K	\$320K	\$329K	\$336K	\$364K	\$343K	\$315K	\$313K
Percent Change from Prior Year	2%	11%	5%	15%	10%	11%	4%	2%	-6%	-18%	1%	6%	14%

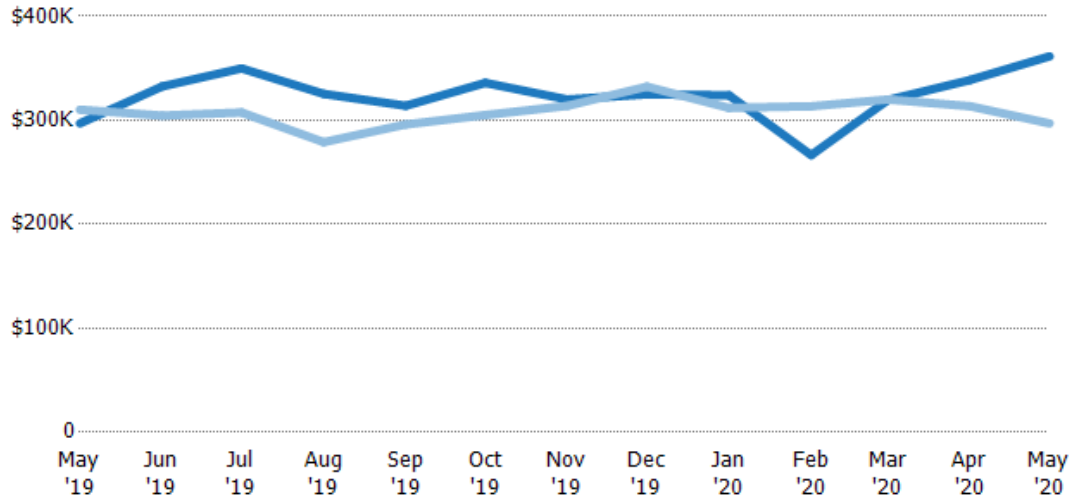
Median Sales Price

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.
May '20	\$362K	21.7%
May '19	\$297K	-4.3%
May '18	\$310K	2.2%



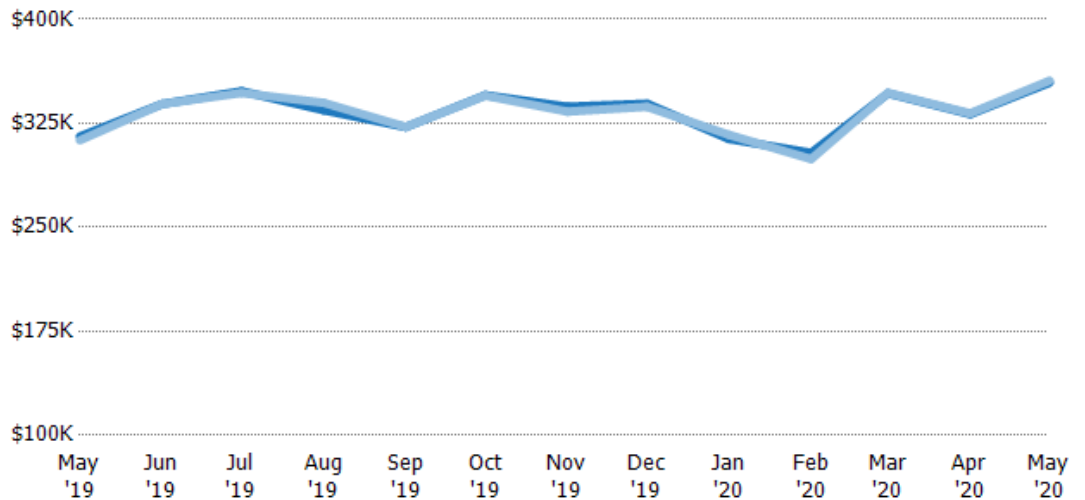
Current Year	\$297K	\$333K	\$350K	\$325K	\$314K	\$336K	\$320K	\$325K	\$324K	\$267K	\$320K	\$339K	\$362K
Prior Year	\$310K	\$305K	\$308K	\$279K	\$296K	\$305K	\$314K	\$332K	\$312K	\$313K	\$320K	\$314K	\$297K
Percent Change from Prior Year	-4%	9%	14%	17%	6%	10%	2%	-2%	4%	-15%	0%	8%	22%

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



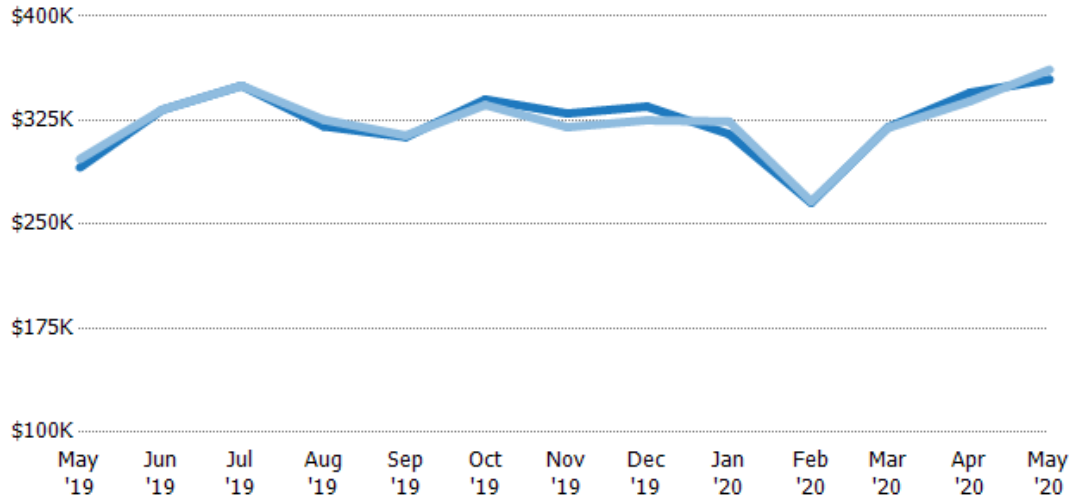
Avg List Price	\$316K	\$339K	\$348K	\$334K	\$322K	\$345K	\$337K	\$339K	\$314K	\$304K	\$347K	\$332K	\$354K
Avg Sales Price	\$313K	\$339K	\$347K	\$340K	\$322K	\$345K	\$333K	\$337K	\$317K	\$299K	\$347K	\$332K	\$356K
Avg Sales Price as a % of Avg List Price	99%	100%	100%	102%	100%	100%	99%	99%	101%	99%	100%	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



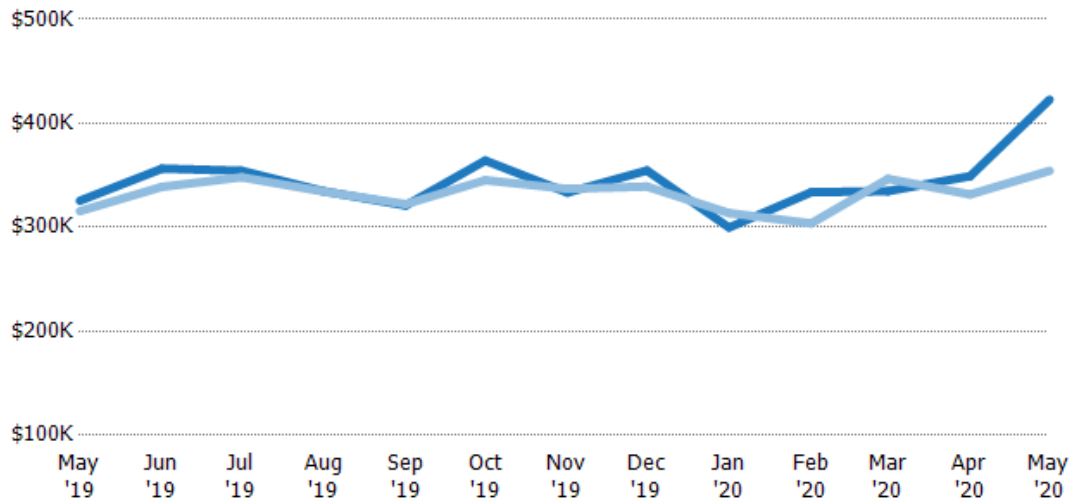
	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20
Median List Price	\$291K	\$333K	\$350K	\$321K	\$313K	\$340K	\$330K	\$335K	\$315K	\$266K	\$320K	\$345K	\$354K
Median Sales Price	\$297K	\$333K	\$350K	\$325K	\$314K	\$336K	\$320K	\$325K	\$324K	\$267K	\$320K	\$339K	\$362K
Med Sales Price as a % of Med List Price	102%	100%	100%	101%	100%	99%	97%	97%	103%	100%	100%	98%	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



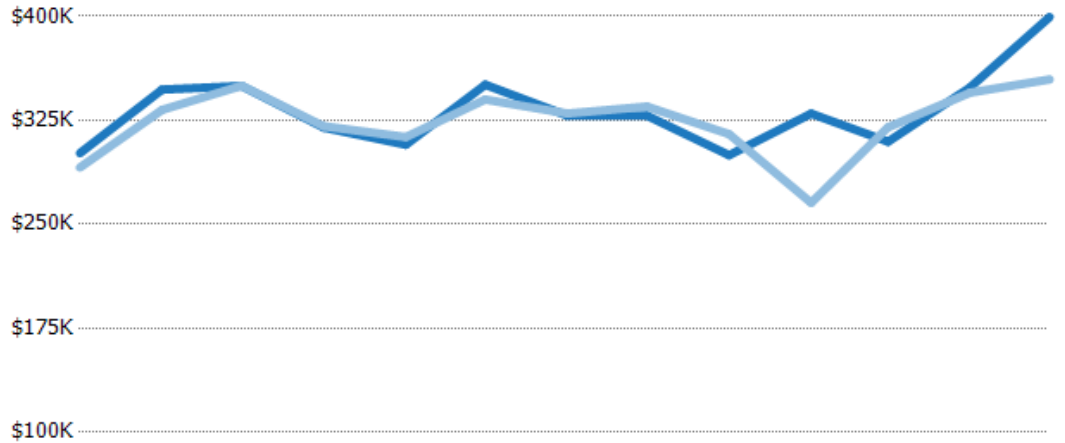
	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20
Avg Est Value	\$326K	\$356K	\$354K	\$335K	\$321K	\$364K	\$333K	\$355K	\$300K	\$334K	\$335K	\$349K	\$423K
Avg Sales Price	\$316K	\$339K	\$348K	\$334K	\$322K	\$345K	\$337K	\$339K	\$314K	\$304K	\$347K	\$332K	\$354K
Avg Sales Price as a % of Avg Est Value	97%	95%	98%	100%	100%	95%	101%	96%	105%	91%	104%	95%	84%

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



	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20
Median Est Value	\$301K	\$347K	\$350K	\$320K	\$307K	\$351K	\$328K	\$328K	\$300K	\$330K	\$310K	\$349K	\$399K
Median Sales Price	\$291K	\$333K	\$350K	\$321K	\$313K	\$340K	\$330K	\$335K	\$315K	\$266K	\$320K	\$345K	\$354K
Med Sales Price as a % of Med Est Value	97%	96%	100%	100%	102%	97%	100%	102%	105%	81%	103%	99%	89%