

## 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	Jun 2020	Jun 2019	+ / -	YTD 2020	YTD 2019	+ / -
<b>Listing Activity Charts Metrics</b>						
New Listing Count	60	39	+53.8%	209	221	-5.4%
New Listing Volume	\$22,797,015	\$13,356,550	+70.7%	\$77,860,600	\$76,687,030	+1.5%
Active Listing Count	52	99	-47.5%	N/A	N/A	
Active Listing Volume	\$23,049,645	\$40,249,229	-42.7%	N/A	N/A	
Average Listing Price	\$443,262	\$406,558	+9%	\$417,962	\$405,731	+3%
Median Listing Price	\$417,875	\$375,000	+11.4%	\$393,579	\$375,126	+4.9%
Median Days in RPR	44	88	-50%	70.96	116.08	-38.9%
Months of Inventory	3.5	3.2	+8.6%	2	3.5	-41.8%
Absorption Rate	28.85%	31.31%	-2.5%	49%	28.53%	+20.5%
<b>Sales Activity Charts Metrics</b>						
New Pending Sales Count	49	46	+6.5%	203	220	-7.7%
New Pending Sales Volume	\$18,234,615	\$16,336,950	+11.6%	\$69,399,503	\$75,157,906	-7.7%
Pending Sales Count	73	69	+5.8%	N/A	N/A	
Pending Sales Volume	\$26,974,604	\$25,639,940	+5.2%	N/A	N/A	
Closed Sales Count	37	56	-33.9%	147	171	-14%
Closed Sales Volume	\$12,319,500	\$18,978,371	-35.1%	\$48,334,790	\$57,055,915	-15.3%
Average Sales Price	\$332,959	\$338,899	-1.8%	\$328,808	\$333,660	-1.5%
Median Sales Price	\$345,000	\$332,500	+3.8%	\$324,446	\$317,615	+2.2%

## New Listings

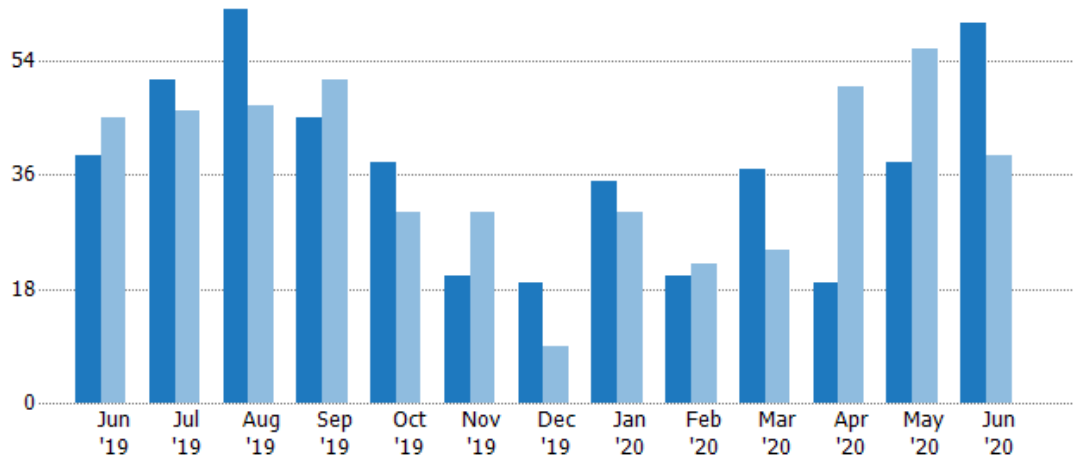
The number of new residential listings that were added each month.

### Filters Used

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

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

Month/Year	Count	% Chg.
Jun '20	60	53.8%
Jun '19	39	-13.3%
Jun '18	45	0%



Current Year	39	51	62	45	38	20	19	35	20	37	19	38	60
Prior Year	45	46	47	51	30	30	9	30	22	24	50	56	39
Percent Change from Prior Year	-13%	11%	32%	-12%	27%	-33%	111%	17%	-9%	54%	-62%	-32%	54%

## New Listing Volume

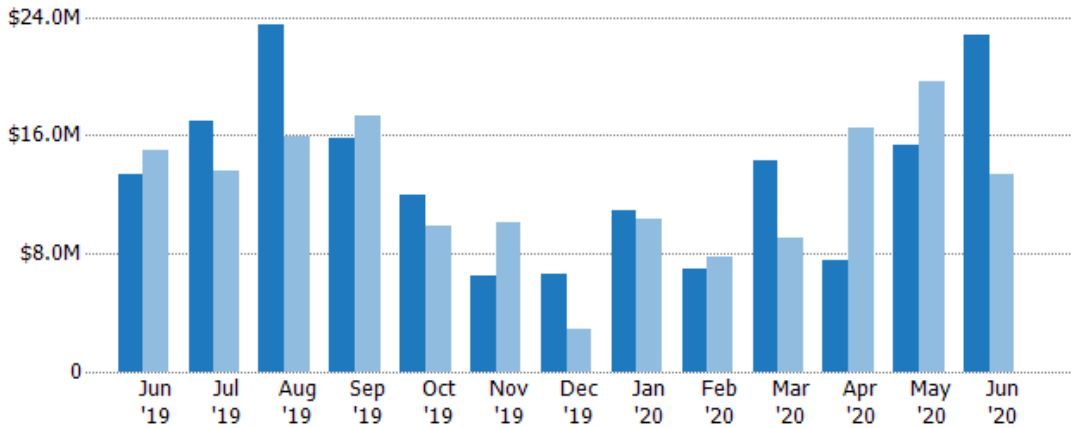
The sum of the listing price of residential listings that were added each month.

### Filters Used

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

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

Month/Year	Volume	% Chg.
Jun '20	\$22.8M	70.7%
Jun '19	\$13.4M	-11.2%
Jun '18	\$15M	2%



Current Year	\$13.4M	\$17M	\$23.4M	\$15.8M	\$12M	\$6.48M	\$6.59M	\$10.9M	\$7.01M	\$14.3M	\$7.5M	\$15.3M	\$22.8M
Prior Year	\$15M	\$13.6M	\$16M	\$17.3M	\$9.91M	\$10M	\$2.94M	\$10.4M	\$7.76M	\$9.09M	\$16.5M	\$19.6M	\$13.4M
Percent Change from Prior Year	-11%	24%	47%	-8%	21%	-35%	124%	5%	-10%	58%	-55%	-22%	71%

## Active Listings

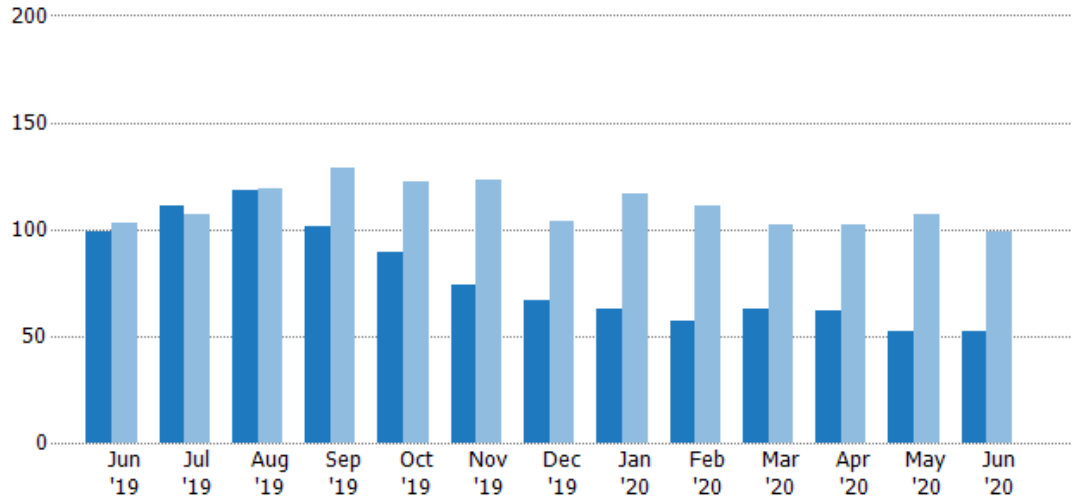
The number of active residential listings at the end of each month.

### Filters Used

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

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

Month/ Year	Count	% Chg.
Jun '20	52	-47.5%
Jun '19	99	-3.9%
Jun '18	103	23.3%



Current Year	99	111	118	101	89	74	67	63	57	63	62	52	52
Prior Year	103	107	119	129	122	123	104	117	111	102	102	107	99
Percent Change from Prior Year	-4%	4%	-1%	-22%	-27%	-40%	-36%	-46%	-49%	-38%	-39%	-51%	-47%

## Active Listing Volume

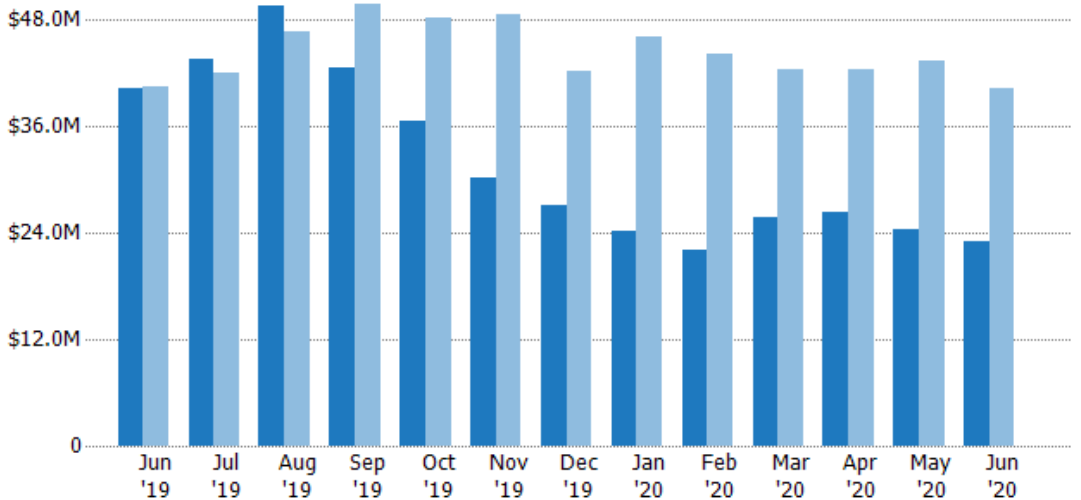
The sum of the listing price of active residential listings at the end of each month.

### Filters Used

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

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

Month/ Year	Volume	% Chg.
Jun '20	\$23M	-42.7%
Jun '19	\$40.2M	-0.7%
Jun '18	\$40.5M	21%



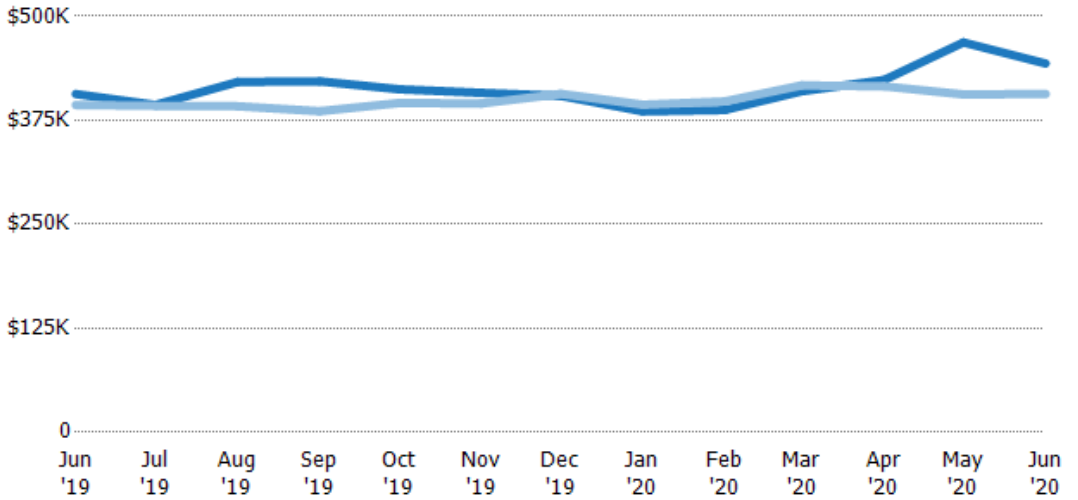
Current Year	\$40.2M	\$43.7M	\$49.7M	\$42.6M	\$36.7M	\$30.2M	\$27.1M	\$24.3M	\$22.1M	\$25.8M	\$26.3M	\$24.4M	\$23M
Prior Year	\$40.5M	\$42M	\$46.6M	\$49.8M	\$48.3M	\$48.6M	\$42.3M	\$46.1M	\$44.1M	\$42.5M	\$42.4M	\$43.5M	\$40.2M
Percent Change from Prior Year	-1%	4%	7%	-14%	-24%	-38%	-36%	-47%	-50%	-39%	-38%	-44%	-43%

## 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



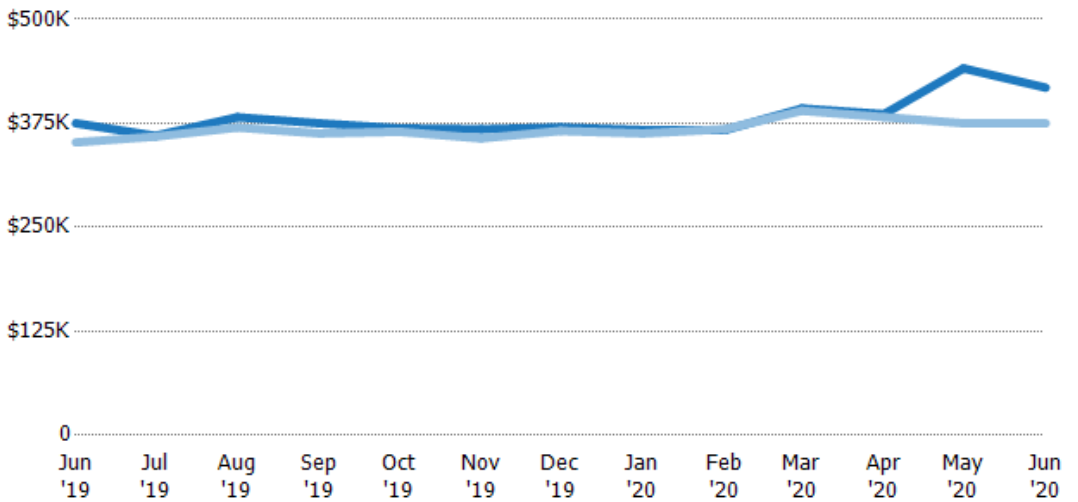
Month/Year	Current Year	Prior Year	Percent Change from Prior Year
Jun '19	\$407K	\$393K	3%
Jul '19	\$393K	\$392K	0%
Aug '19	\$421K	\$392K	7%
Sep '19	\$422K	\$386K	9%
Oct '19	\$412K	\$396K	4%
Nov '19	\$408K	\$395K	3%
Dec '19	\$404K	\$407K	-1%
Jan '20	\$386K	\$394K	-2%
Feb '20	\$387K	\$398K	-3%
Mar '20	\$410K	\$417K	-2%
Apr '20	\$423K	\$416K	2%
May '20	\$469K	\$406K	15%
Jun '20	\$443K	\$407K	9%

## 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



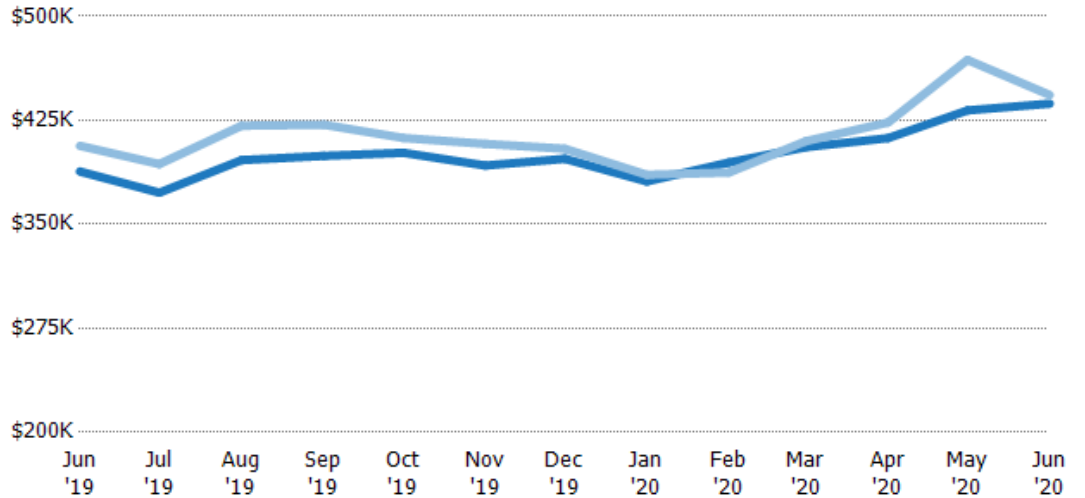
Month/Year	Current Year	Prior Year	Percent Change from Prior Year
Jun '19	\$375K	\$352K	7%
Jul '19	\$360K	\$359K	0%
Aug '19	\$382K	\$370K	3%
Sep '19	\$375K	\$363K	3%
Oct '19	\$369K	\$365K	1%
Nov '19	\$368K	\$357K	3%
Dec '19	\$370K	\$366K	1%
Jan '20	\$367K	\$363K	1%
Feb '20	\$367K	\$368K	0%
Mar '20	\$393K	\$390K	1%
Apr '20	\$386K	\$382K	1%
May '20	\$441K	\$375K	18%
Jun '20	\$418K	\$375K	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



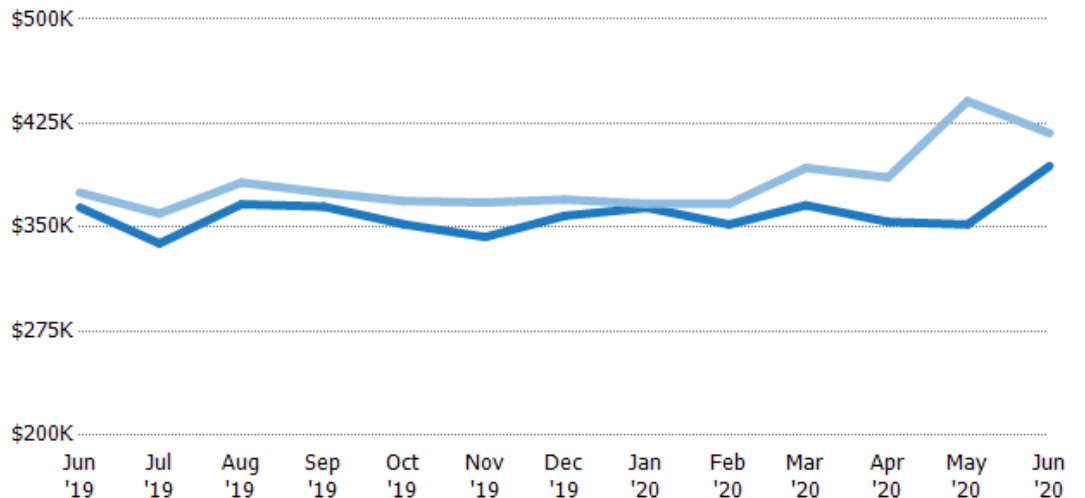
	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20
Avg Est Value	\$388K	\$373K	\$396K	\$399K	\$402K	\$392K	\$397K	\$381K	\$395K	\$406K	\$412K	\$432K	\$437K
Avg Listing Price	\$407K	\$393K	\$421K	\$422K	\$412K	\$408K	\$404K	\$386K	\$387K	\$410K	\$423K	\$469K	\$443K
Avg Listing Price as a % of Avg Est Value	105%	106%	106%	106%	103%	104%	102%	101%	98%	101%	103%	108%	101%

## 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



	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20
Median Est Value	\$364K	\$338K	\$367K	\$365K	\$352K	\$343K	\$358K	\$364K	\$352K	\$366K	\$354K	\$352K	\$394K
Median Listing Price	\$375K	\$360K	\$382K	\$375K	\$369K	\$368K	\$370K	\$367K	\$367K	\$393K	\$386K	\$441K	\$418K
Med Listing Price as a % of Med Est Value	103%	106%	104%	103%	105%	107%	103%	101%	104%	107%	109%	125%	106%

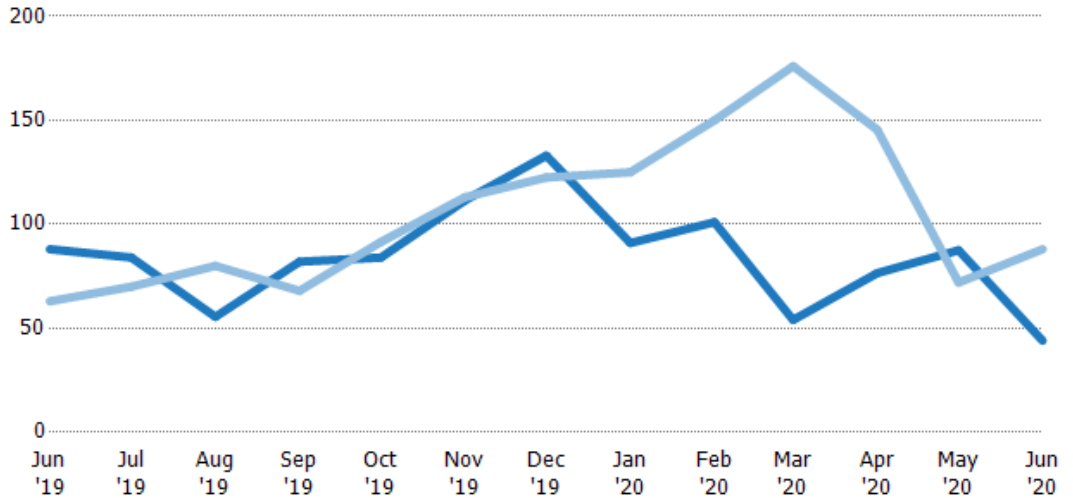
## Median Days in RPR

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.
Jun '20	44	-50%
Jun '19	88	39.7%
Jun '18	63	44.4%



Current Year	88	84	55.5	82	84	112	133	91	101	54	76.5	87.5	44
Prior Year	63	70	80	68	91.5	113	123	125	150	176	146	72	88
Percent Change from Prior Year	40%	20%	-31%	21%	-8%	-1%	9%	-27%	-33%	-69%	-47%	22%	-50%

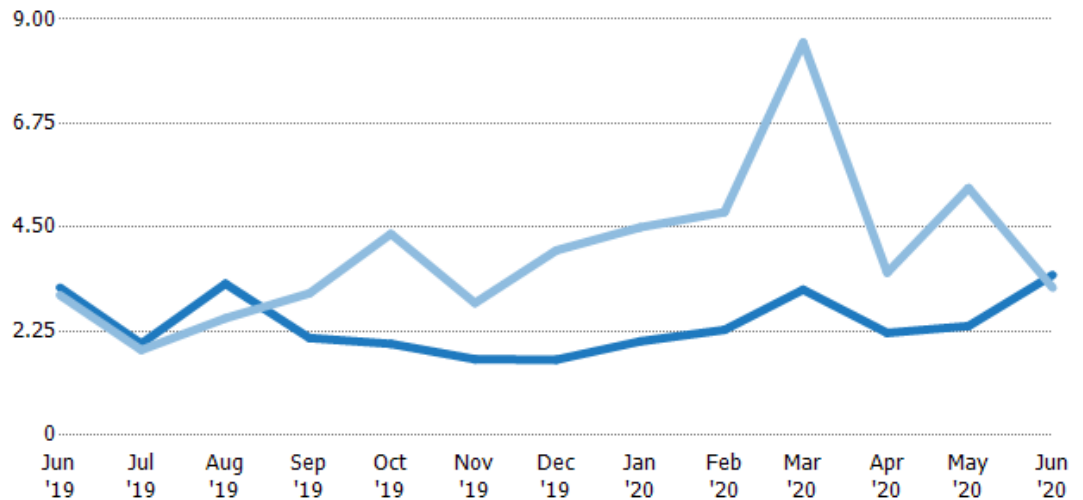
## Months of Inventory

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.
Jun '20	3.47	8.6%
Jun '19	3.19	5.4%
Jun '18	3.03	7.5%



Current Year	3.19	1.98	3.28	2.1	1.98	1.64	1.63	2.03	2.28	3.15	2.21	2.36	3.47
Prior Year	3.03	1.84	2.53	3.07	4.36	2.86	4	4.5	4.83	8.5	3.52	5.35	3.19
Percent Change from Prior Year	5%	7%	29%	-31%	-55%	-43%	-59%	-55%	-53%	-63%	-37%	-56%	9%

## Absorption Rate

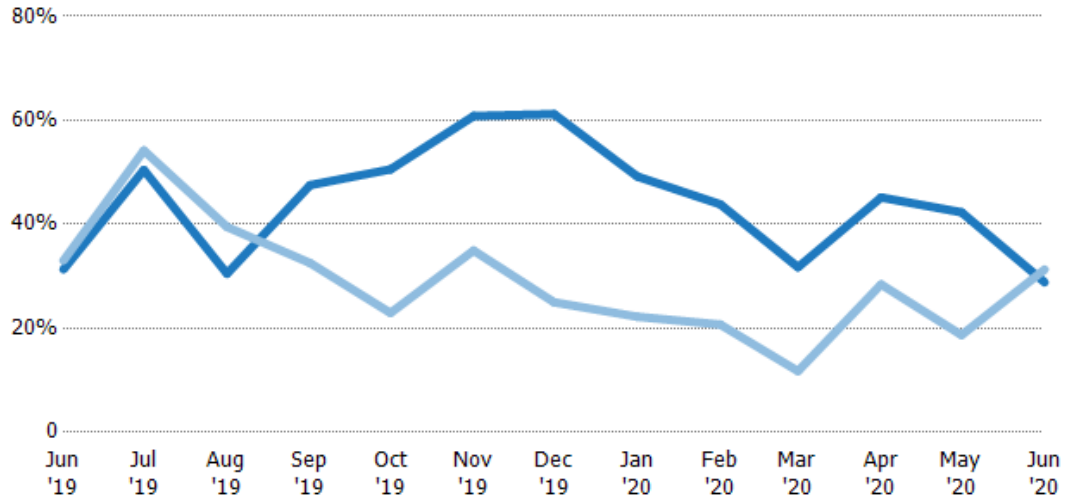
The percentage of inventory sold per month.

### Filters Used

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

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

Month/ Year	Rate	Chg.
Jun '20	29%	2.5%
Jun '19	31%	1.7%
Jun '18	33%	-7%



Current Year	31%	50%	31%	48%	51%	61%	61%	49%	44%	32%	45%	42%	29%
Prior Year	33%	54%	39%	33%	23%	35%	25%	22%	21%	12%	28%	19%	31%
Change from Prior Year	2%	4%	9%	-15%	-28%	-26%	-36%	-27%	-23%	-20%	-17%	-24%	2%

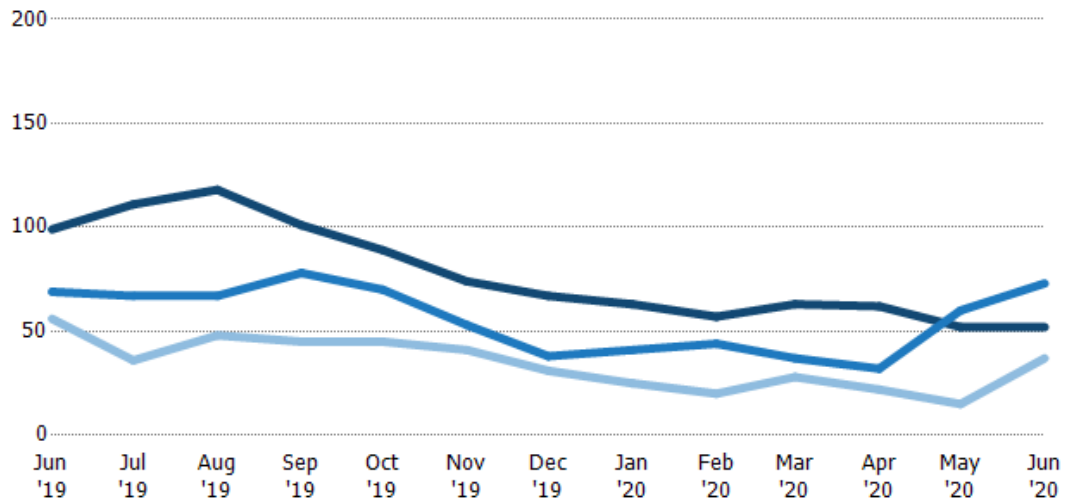
## Active/Pending/Sold Units

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	99	111	118	101	89	74	67	63	57	63	62	52	52
Pending	69	67	67	78	70	53	38	41	44	37	32	60	73
Sold	56	36	48	45	45	41	31	25	20	28	22	15	37

## New Pending Sales

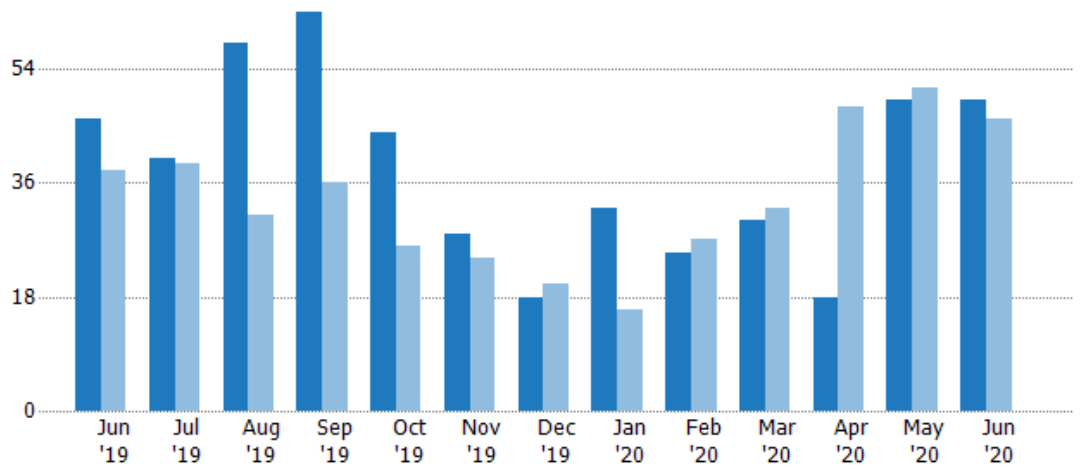
The number of residential properties with accepted offers that were added each month.

### Filters Used

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

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

Month/ Year	Count	% Chg.
Jun '20	49	6.5%
Jun '19	46	21.1%
Jun '18	38	-10.5%



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

## New Pending Sales Volume

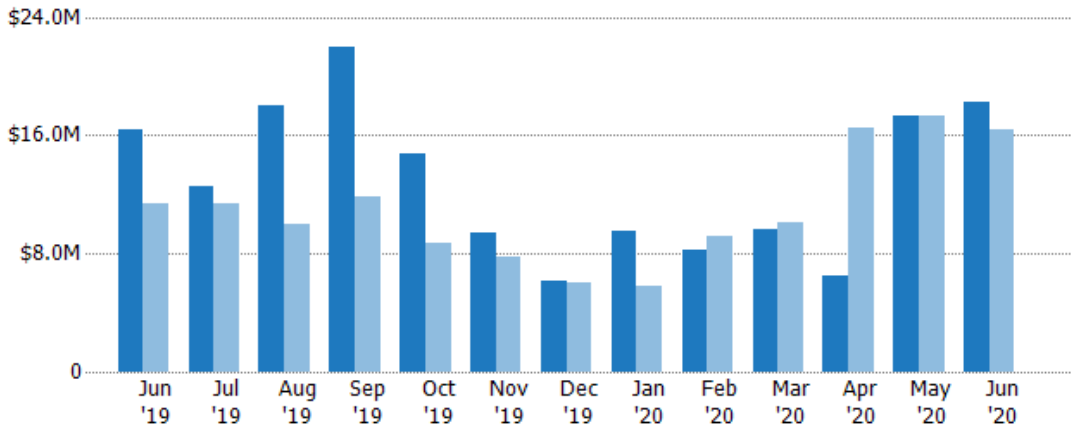
The sum of the sales price of residential properties with accepted offers that were added each month.

### Filters Used

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

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

Month/ Year	Volume	% Chg.
Jun '20	\$18.2M	11.6%
Jun '19	\$16.3M	44.2%
Jun '18	\$11.3M	9.1%



	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20
Current Year	\$16.3M	\$12.6M	\$18M	\$21.9M	\$14.8M	\$9.42M	\$6.18M	\$9.48M	\$8.27M	\$9.64M	\$6.47M	\$17.3M	\$18.2M
Prior Year	\$11.3M	\$11.4M	\$10M	\$11.8M	\$8.68M	\$7.74M	\$6.02M	\$5.77M	\$9.17M	\$10.1M	\$16.5M	\$17.3M	\$16.3M
Percent Change from Prior Year	44%	10%	80%	86%	70%	22%	3%	64%	-10%	-4%	-61%	0%	12%



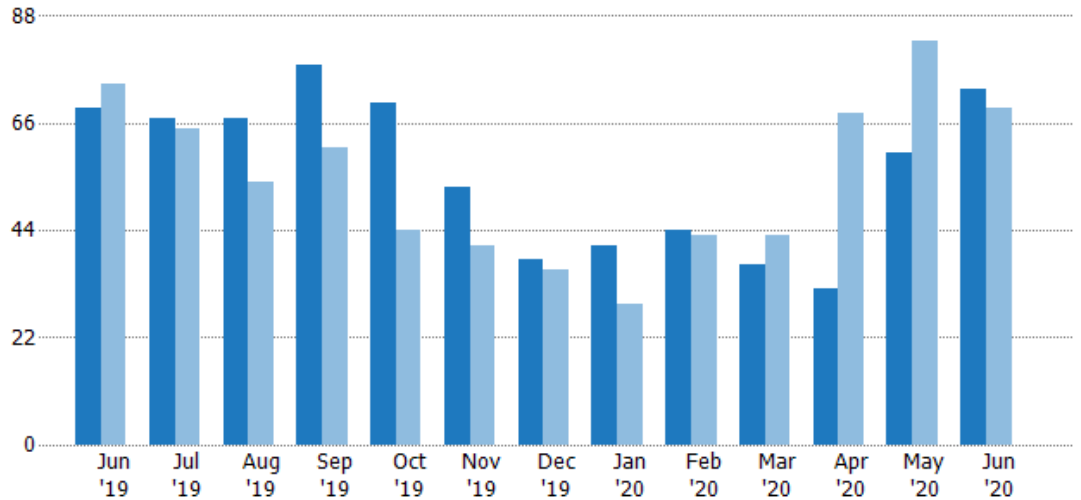
## Pending Sales

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.
Jun '20	73	5.8%
Jun '19	69	-6.8%
Jun '18	74	2.7%



Current Year	69	67	67	78	70	53	38	41	44	37	32	60	73
Prior Year	74	65	54	61	44	41	36	29	43	43	68	83	69
Percent Change from Prior Year	-7%	3%	24%	28%	59%	29%	6%	41%	2%	-14%	-53%	-28%	6%

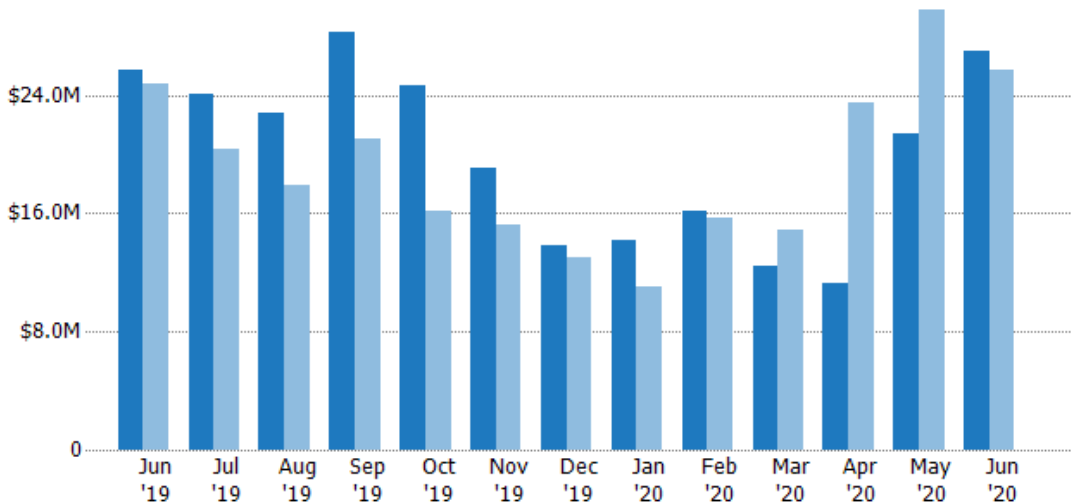
## Pending Sales Volume

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.
Jun '20	\$27M	5.2%
Jun '19	\$25.6M	3.6%
Jun '18	\$24.7M	4.1%



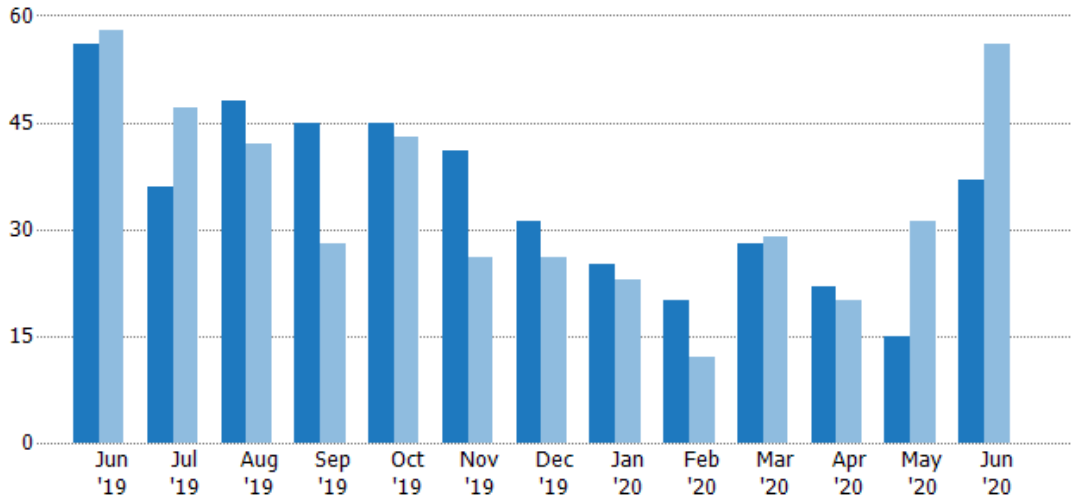
Current Year	\$25.6M	\$24.1M	\$22.7M	\$28.3M	\$24.7M	\$19M	\$13.9M	\$14.2M	\$16.1M	\$12.5M	\$11.3M	\$21.4M	\$27M
Prior Year	\$24.7M	\$20.4M	\$17.9M	\$21.1M	\$16.2M	\$15.2M	\$13M	\$11.1M	\$15.7M	\$14.8M	\$23.5M	\$29.8M	\$25.6M
Percent Change from Prior Year	4%	18%	27%	34%	53%	25%	6%	28%	3%	-16%	-52%	-28%	5%

## 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.
Jun '20	37	-33.9%
Jun '19	56	-3.4%
Jun '18	58	-12.1%

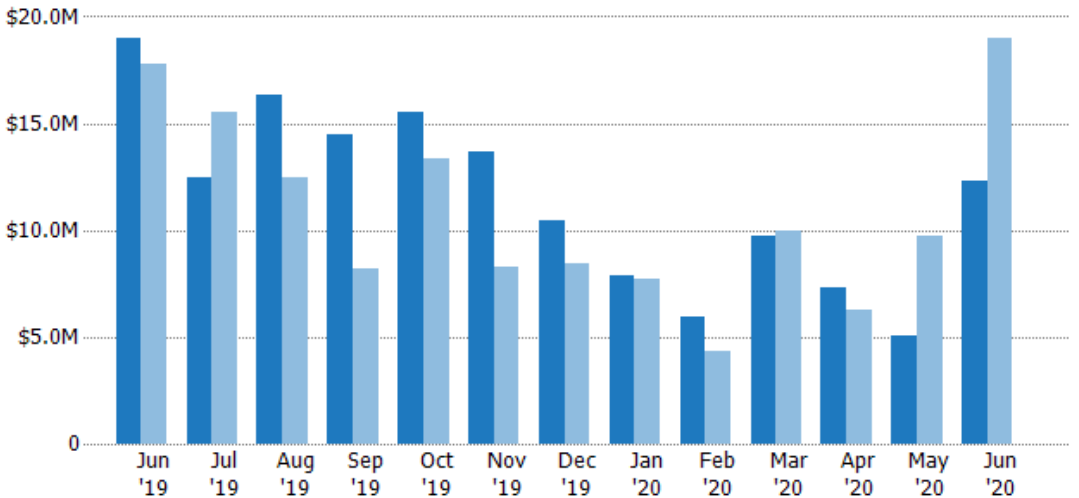
	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20
Current Year	56	36	48	45	45	41	31	25	20	28	22	15	37
Prior Year	58	47	42	28	43	26	26	23	12	29	20	31	56
Percent Change from Prior Year	-3%	-23%	14%	61%	5%	58%	19%	9%	67%	-3%	10%	-52%	-34%

## 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.
Jun '20	\$12.3M	-35.1%
Jun '19	\$19M	6.9%
Jun '18	\$17.7M	-8.9%

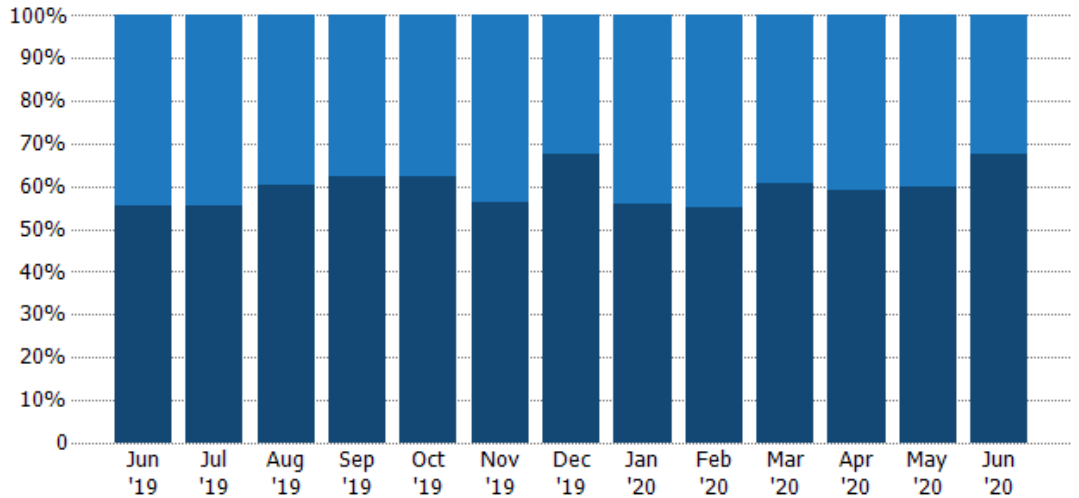
	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20
Current Year	\$19M	\$12.5M	\$16.3M	\$14.5M	\$15.5M	\$13.7M	\$10.4M	\$7.92M	\$5.98M	\$9.71M	\$7.31M	\$5.09M	\$12.3M
Prior Year	\$17.7M	\$15.5M	\$12.5M	\$8.2M	\$13.4M	\$8.31M	\$8.46M	\$7.73M	\$4.37M	\$9.95M	\$6.3M	\$9.73M	\$19M
Percent Change from Prior Year	7%	-20%	31%	77%	16%	65%	23%	2%	37%	-2%	16%	-48%	-35%

## 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



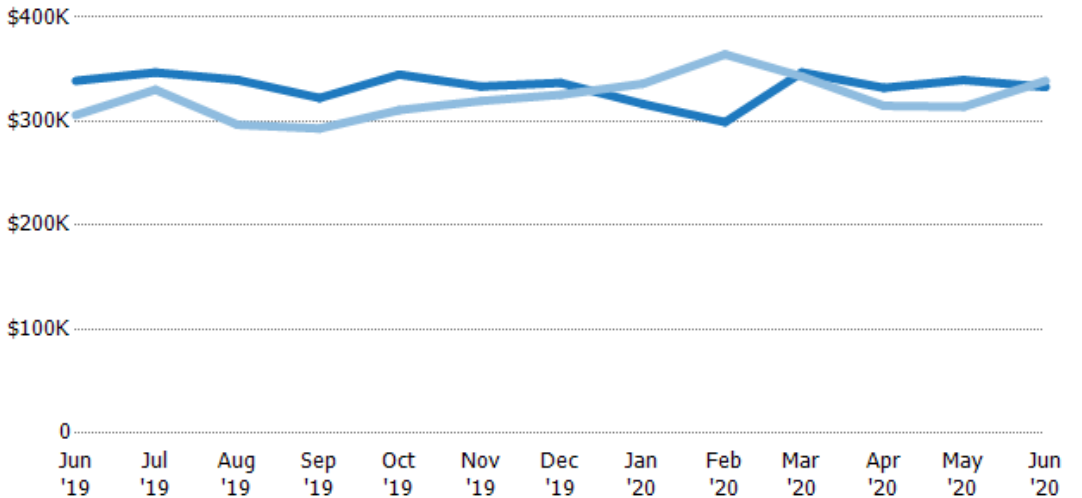
Condo/Townhouse	45%	44%	40%	38%	38%	44%	32%	44%	45%	39%	41%	40%	32%
Single Family Residence	55%	56%	60%	62%	62%	56%	68%	56%	55%	61%	59%	60%	68%

## 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	\$339K	\$347K	\$340K	\$322K	\$345K	\$333K	\$337K	\$317K	\$299K	\$347K	\$332K	\$340K	\$333K
Prior Year	\$306K	\$330K	\$297K	\$293K	\$311K	\$320K	\$326K	\$336K	\$364K	\$343K	\$315K	\$314K	\$339K
Percent Change from Prior Year	11%	5%	15%	10%	11%	4%	4%	-6%	-18%	1%	6%	8%	-2%

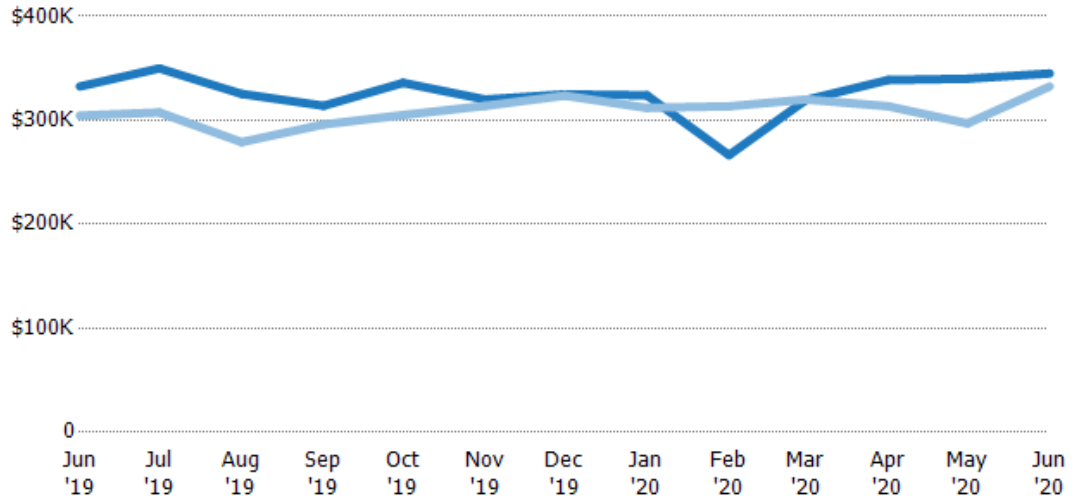
## Median Sales Price

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.
Jun '20	\$345K	3.8%
Jun '19	\$333K	9.2%
Jun '18	\$305K	-8%



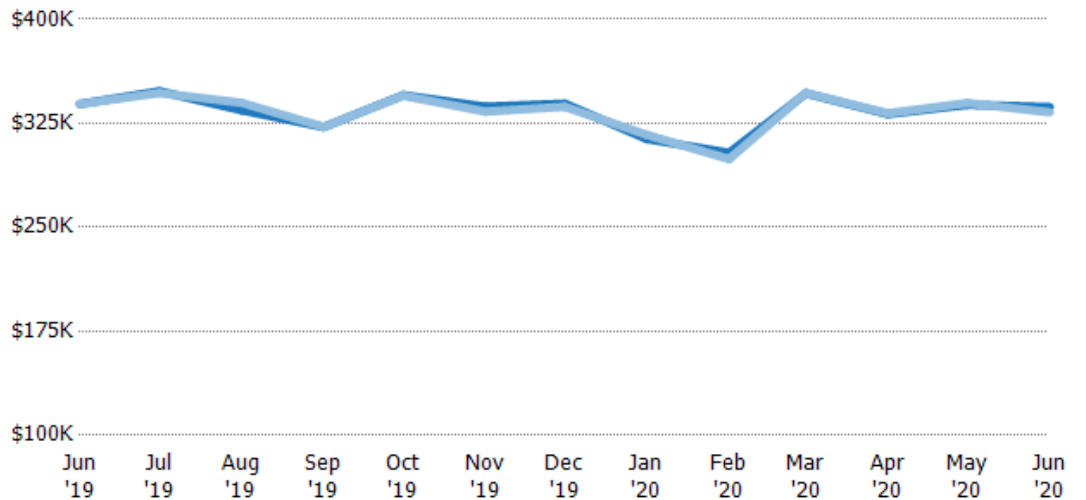
Current Year	\$333K	\$350K	\$325K	\$314K	\$336K	\$320K	\$325K	\$324K	\$267K	\$320K	\$339K	\$340K	\$345K
Prior Year	\$305K	\$308K	\$279K	\$296K	\$305K	\$314K	\$324K	\$312K	\$313K	\$320K	\$314K	\$297K	\$333K
Percent Change from Prior Year	9%	14%	17%	6%	10%	2%	0%	4%	-15%	0%	8%	14%	4%

## 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



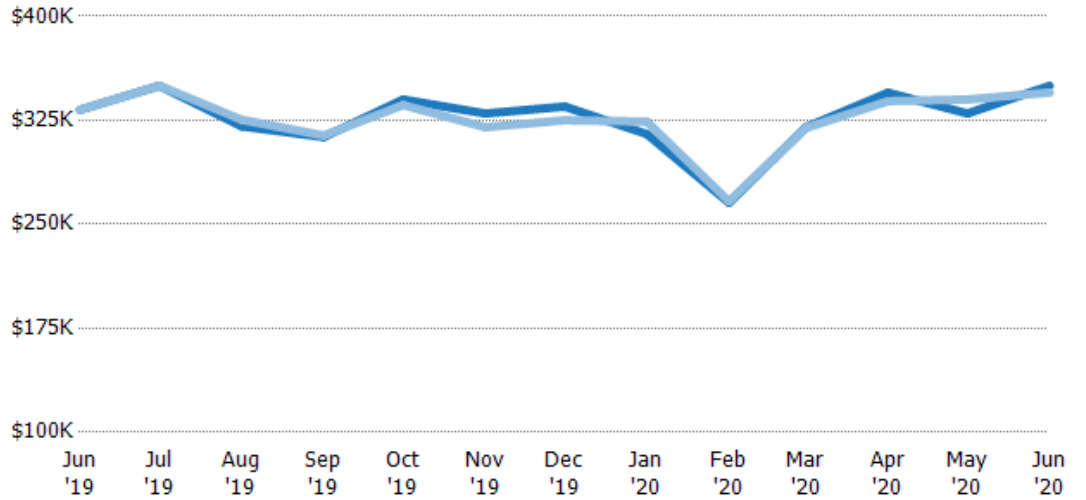
Avg List Price	\$339K	\$348K	\$334K	\$322K	\$345K	\$337K	\$339K	\$314K	\$304K	\$347K	\$332K	\$338K	\$337K
Avg Sales Price	\$339K	\$347K	\$340K	\$322K	\$345K	\$333K	\$337K	\$317K	\$299K	\$347K	\$332K	\$340K	\$333K
Avg Sales Price as a % of Avg List Price	100%	100%	102%	100%	100%	99%	99%	101%	99%	100%	100%	100%	99%

## 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

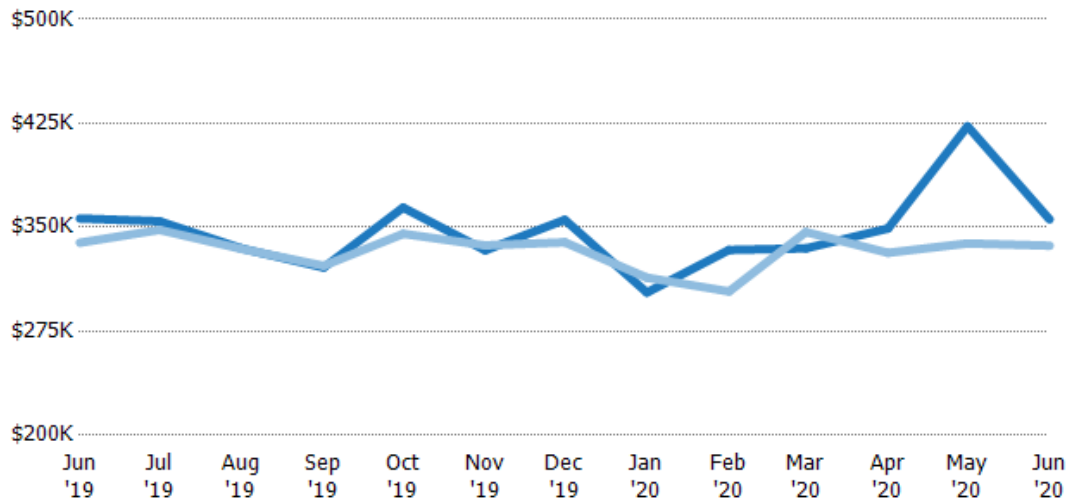


## Average Sales Price vs Average Est Value

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

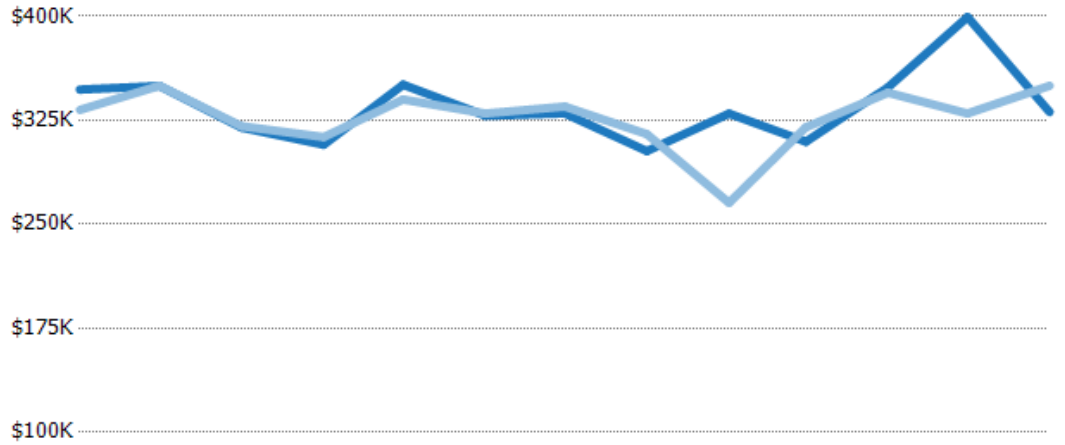


## Median Sales Price vs Median Est Value

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



	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20
Median Est Value	\$347K	\$350K	\$320K	\$307K	\$351K	\$328K	\$330K	\$303K	\$330K	\$310K	\$349K	\$399K	\$331K
Median Sales Price	\$333K	\$350K	\$321K	\$313K	\$340K	\$330K	\$335K	\$315K	\$266K	\$320K	\$345K	\$330K	\$350K
Med Sales Price as a % of Med Est Value	96%	100%	100%	102%	97%	100%	101%	104%	81%	103%	99%	83%	106%