

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	Jul 2020	Jul 2019	+ / -	YTD 2020	YTD 2019	+ / -
Listing Activity Charts Metrics						
New Listing Count	52	52	+/-	257	273	-5.9%
New Listing Volume	\$23,513,777	\$17,162,361	+37%	\$99,777,377	\$93,678,391	+6.5%
Active Listing Count	47	112	-58%	N/A	N/A	
Active Listing Volume	\$24,979,623	\$43,880,053	-43.1%	N/A	N/A	
Average Listing Price	\$531,481	\$391,786	+35.7%	\$423,534	\$402,814	+5.1%
Median Listing Price	\$415,000	\$359,900	+15.3%	\$393,832	\$372,683	+5.7%
Median Days in RPR	57	80.5	-29.2%	77.4	112.02	-30.9%
Months of Inventory	1.3	2	-33.6%	2	3.3	-39.4%
Absorption Rate	76.6%	50.89%	+25.7%	50.24%	30.44%	+19.8%
Sales Activity Charts Metrics						
New Pending Sales Count	59	40	+47.5%	262	260	+0.8%
New Pending Sales Volume	\$21,465,999	\$12,564,011	+70.9%	\$90,865,502	\$87,721,917	+3.6%
Pending Sales Count	81	67	+20.9%	N/A	N/A	
Pending Sales Volume	\$29,190,088	\$24,072,977	+21.3%	N/A	N/A	
Closed Sales Count	45	36	+25%	191	207	-7.7%
Closed Sales Volume	\$17,965,023	\$12,486,963	+43.9%	\$66,376,913	\$69,409,978	-4.4%
Average Sales Price	\$399,223	\$346,860	+15.1%	\$347,523	\$335,314	+3.6%
Median Sales Price	\$368,000	\$349,900	+5.2%	\$339,505	\$322,713	+5.2%

New Listings

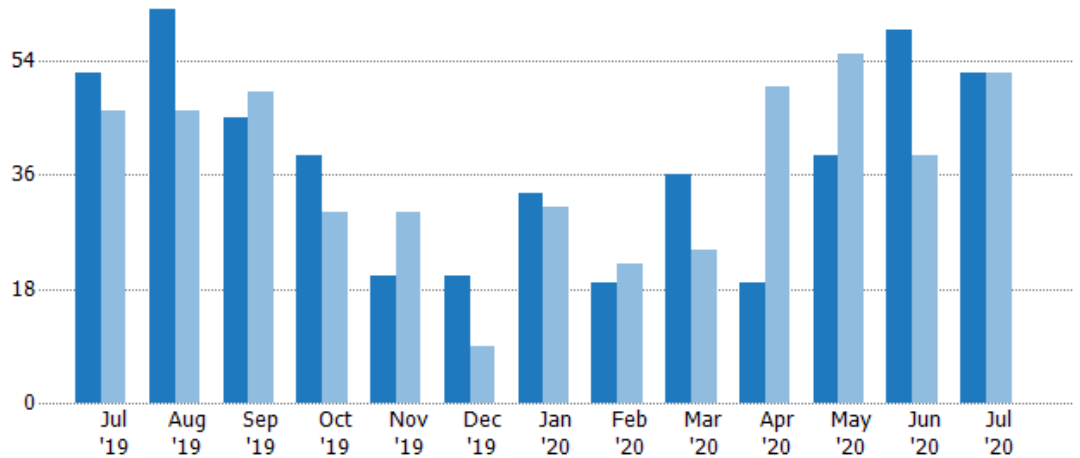
The number of new residential listings that were added each month.

Filters Used

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

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

Month/ Year	Count	% Chg.
Jul '20	52	0%
Jul '19	52	13%
Jul '18	46	-8.7%



Current Year	52	62	45	39	20	20	33	19	36	19	39	59	52
Prior Year	46	46	49	30	30	9	31	22	24	50	55	39	52
Percent Change from Prior Year	13%	35%	-8%	30%	-33%	122%	6%	-14%	50%	-62%	-29%	51%	0%

New Listing Volume

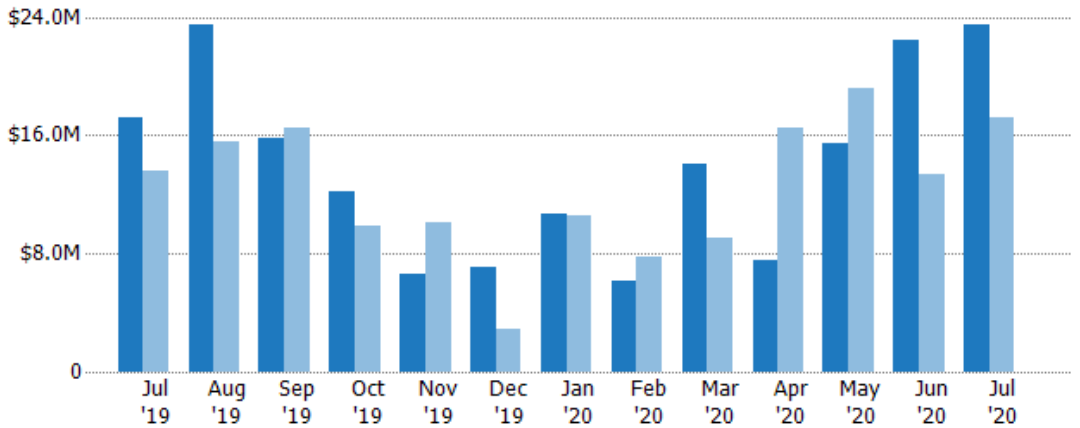
The sum of the listing price of residential listings that were added each month.

Filters Used

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

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

Month/ Year	Volume	% Chg.
Jul '20	\$23.5M	37%
Jul '19	\$17.2M	26%
Jul '18	\$13.6M	-1.5%



Current Year	\$17.2M	\$23.4M	\$15.8M	\$12.2M	\$6.59M	\$7.03M	\$10.6M	\$6.18M	\$14M	\$7.5M	\$15.5M	\$22.4M	\$23.5M
Prior Year	\$13.6M	\$15.6M	\$16.5M	\$9.91M	\$10M	\$2.94M	\$10.6M	\$7.76M	\$9.09M	\$16.5M	\$19.2M	\$13.4M	\$17.2M
Percent Change from Prior Year	26%	50%	-4%	23%	-34%	139%	1%	-20%	54%	-55%	-19%	68%	37%

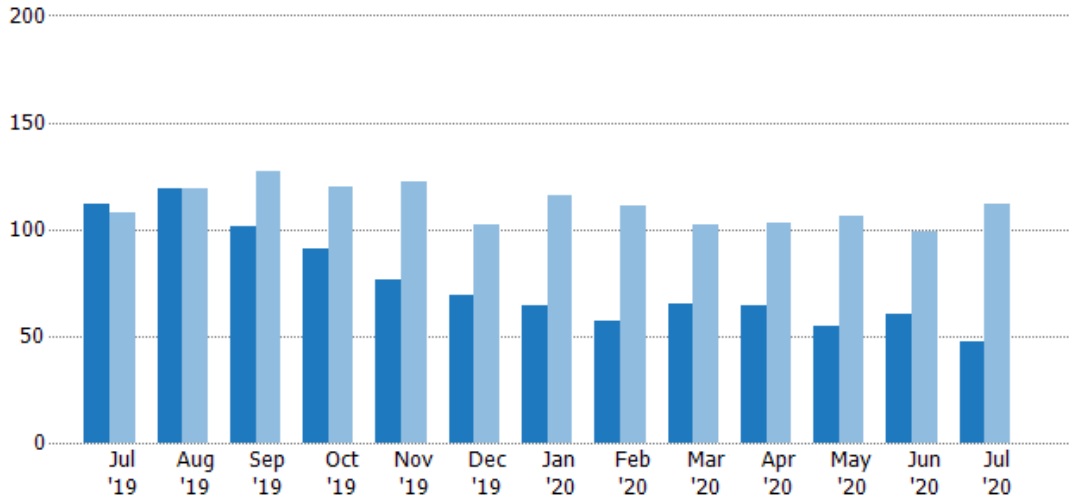
Active Listings

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



	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20
Current Year	112	119	101	91	76	69	64	57	65	64	55	60	47
Prior Year	108	119	127	120	122	102	116	111	102	103	106	99	112
Percent Change from Prior Year	4%	0%	-20%	-24%	-38%	-32%	-45%	-49%	-36%	-38%	-48%	-39%	-58%

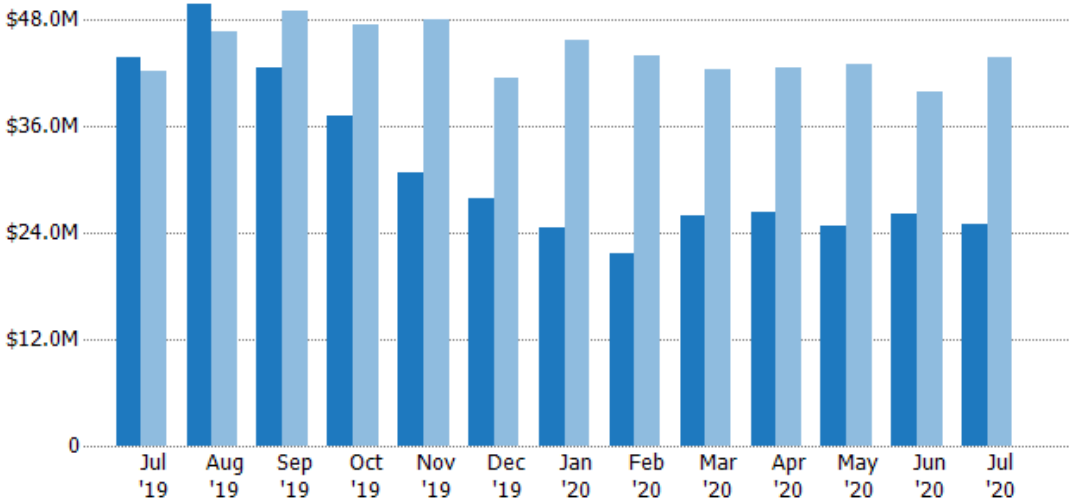
Active Listing Volume

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



	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20
Current Year	\$43.9M	\$49.9M	\$42.6M	\$37.2M	\$30.7M	\$27.8M	\$24.6M	\$21.6M	\$26M	\$26.4M	\$24.7M	\$26.1M	\$25M
Prior Year	\$42.3M	\$46.6M	\$49M	\$47.5M	\$48M	\$41.4M	\$45.7M	\$44M	\$42.5M	\$42.6M	\$43.1M	\$40M	\$43.9M
Percent Change from Prior Year	4%	7%	-13%	-22%	-36%	-33%	-46%	-51%	-39%	-38%	-43%	-35%	-43%

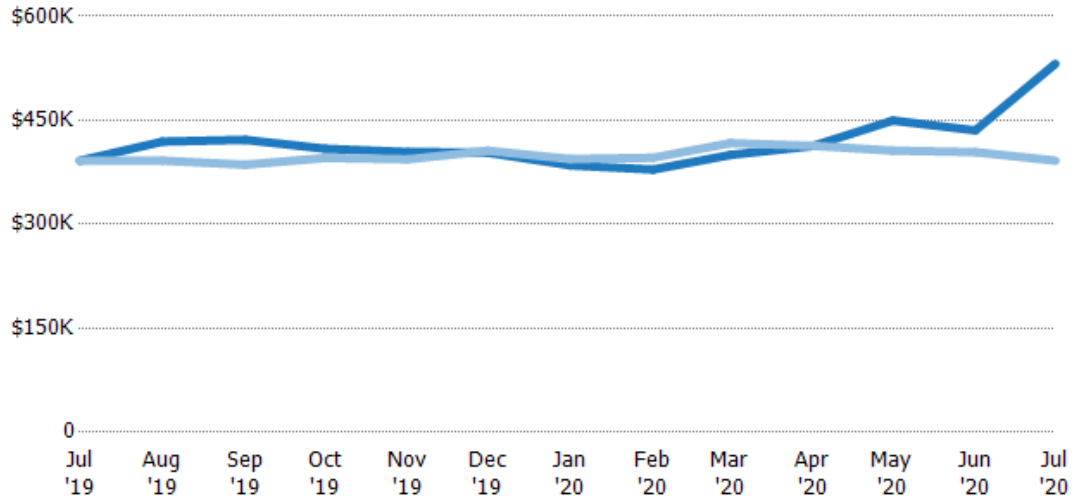
Average Listing Price

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	Price	% Chg.
Jul '20	\$531K	35.7%
Jul '19	\$392K	0%
Jul '18	\$392K	-2.7%



Current Year	\$392K	\$419K	\$422K	\$409K	\$404K	\$403K	\$385K	\$379K	\$400K	\$413K	\$450K	\$435K	\$531K
Prior Year	\$392K	\$392K	\$386K	\$396K	\$394K	\$406K	\$394K	\$396K	\$417K	\$413K	\$406K	\$404K	\$392K
Percent Change from Prior Year	0%	7%	9%	3%	3%	-1%	-2%	-4%	-4%	0%	11%	8%	36%

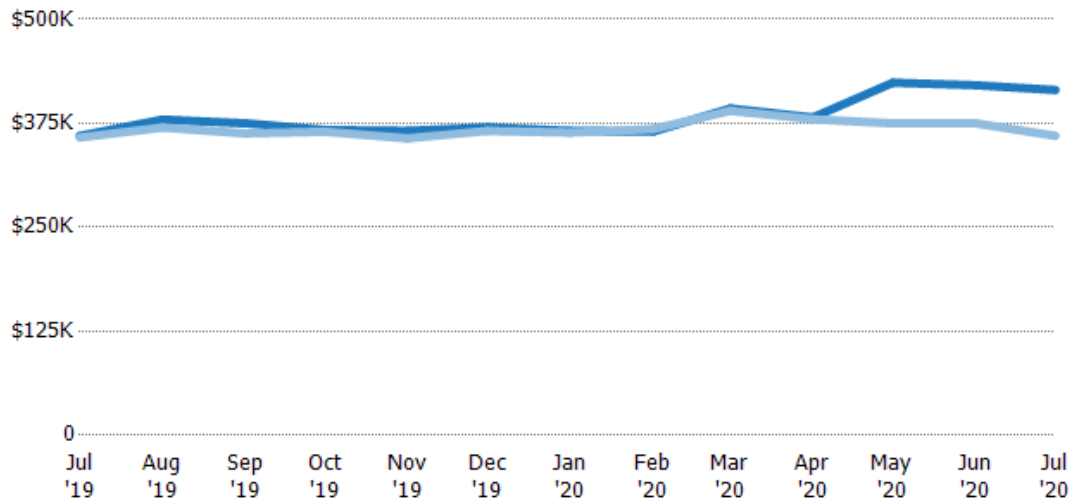
Median Listing Price

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.
Jul '20	\$415K	15.3%
Jul '19	\$360K	0.5%
Jul '18	\$358K	0.5%



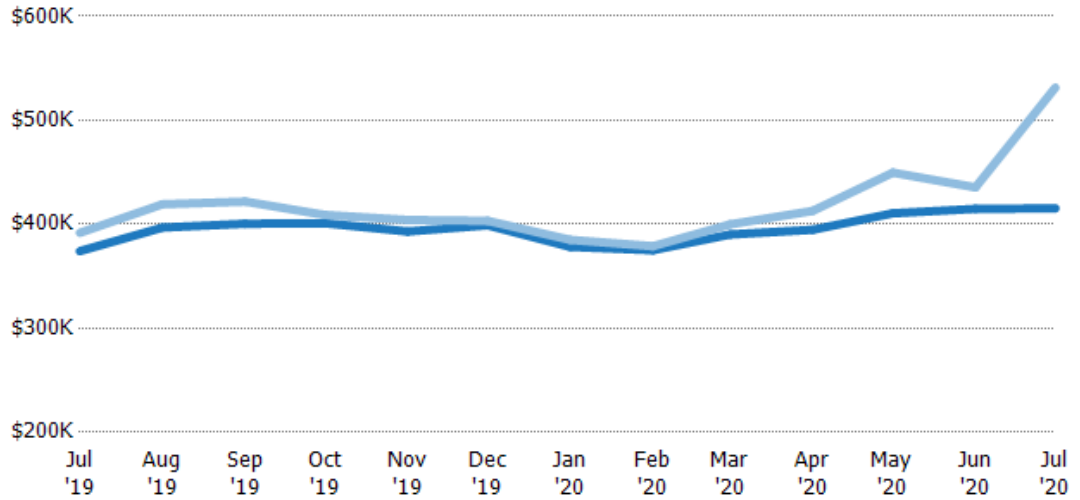
Current Year	\$360K	\$380K	\$375K	\$367K	\$366K	\$370K	\$366K	\$365K	\$393K	\$382K	\$424K	\$421K	\$415K
Prior Year	\$358K	\$370K	\$363K	\$365K	\$357K	\$366K	\$364K	\$368K	\$390K	\$380K	\$375K	\$375K	\$360K
Percent Change from Prior Year	1%	3%	3%	1%	3%	1%	1%	-1%	1%	1%	13%	12%	15%

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



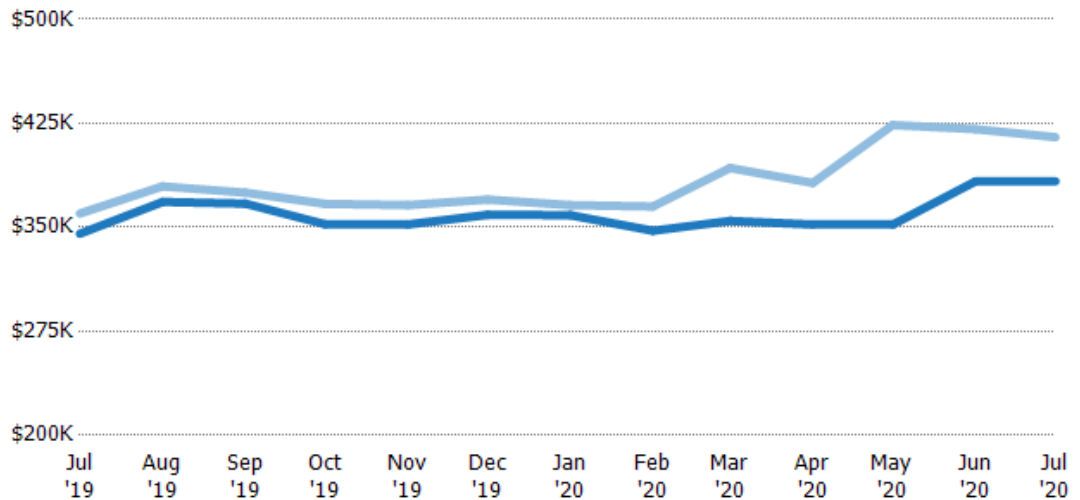
	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20
Avg Est Value	\$374K	\$397K	\$401K	\$401K	\$393K	\$399K	\$378K	\$375K	\$390K	\$395K	\$411K	\$415K	\$415K
Avg Listing Price	\$392K	\$419K	\$422K	\$409K	\$404K	\$403K	\$385K	\$379K	\$400K	\$413K	\$450K	\$435K	\$531K
Avg Listing Price as a % of Avg Est Value	105%	106%	105%	102%	103%	101%	102%	101%	103%	105%	110%	105%	128%

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



	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20
Median Est Value	\$345K	\$368K	\$367K	\$352K	\$352K	\$359K	\$359K	\$347K	\$355K	\$352K	\$352K	\$383K	\$383K
Median Listing Price	\$360K	\$380K	\$375K	\$367K	\$366K	\$370K	\$366K	\$365K	\$393K	\$382K	\$424K	\$421K	\$415K
Med Listing Price as a % of Med Est Value	104%	103%	102%	104%	104%	103%	102%	105%	111%	109%	120%	110%	108%

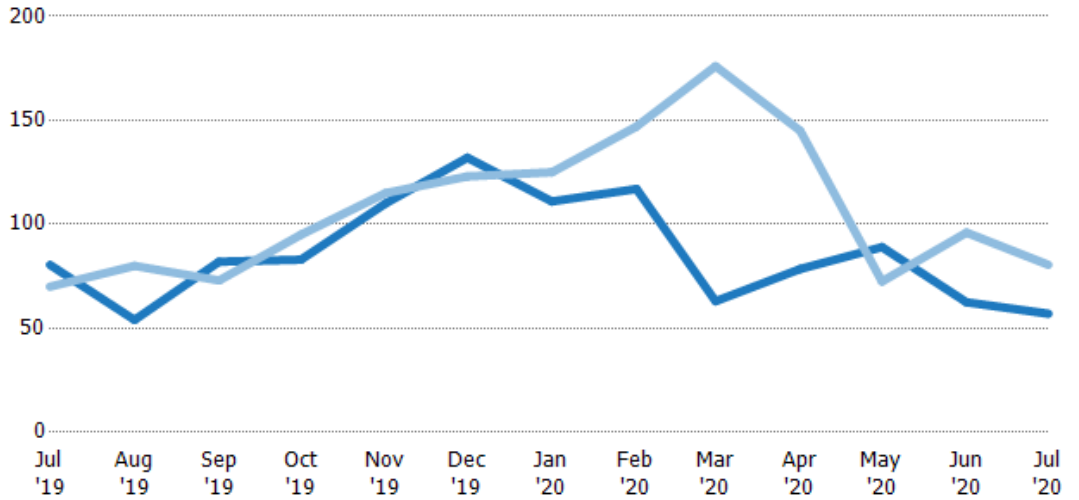
Median Days in RPR

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.
Jul '20	57	-29.2%
Jul '19	80.5	15%
Jul '18	70	17.1%



Current Year	80.5	54	82	83	110	132	111	117	63	78.5	89	62.5	57
Prior Year	70	80	73	95	115	123	125	147	176	145	72.5	96	80.5
Percent Change from Prior Year	15%	-33%	12%	-13%	-4%	7%	-11%	-20%	-64%	-46%	23%	-35%	-29%

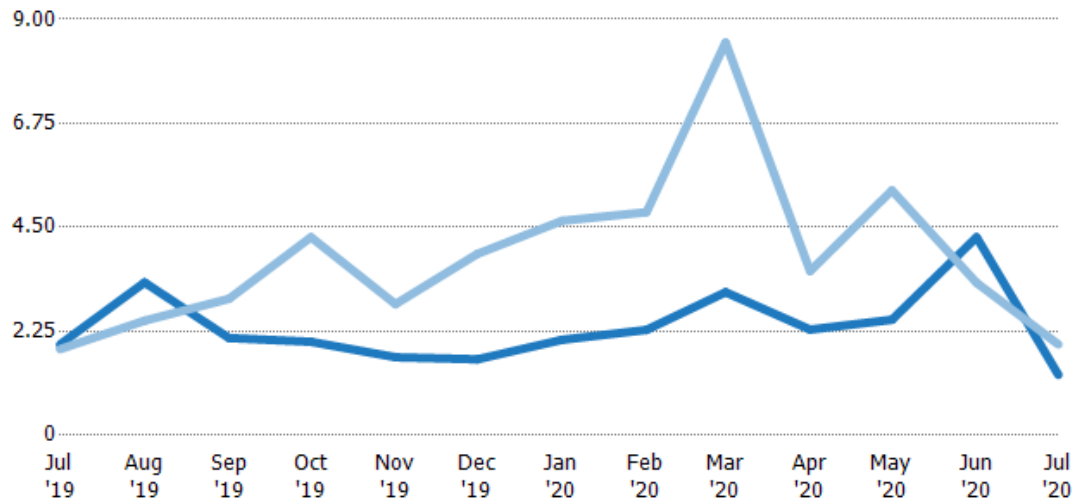
Months of Inventory

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.
Jul '20	1.31	-33.6%
Jul '19	1.96	5.5%
Jul '18	1.86	39.9%



Current Year	1.96	3.31	2.1	2.02	1.69	1.64	2.06	2.28	3.1	2.29	2.5	4.29	1.31
Prior Year	1.86	2.48	2.95	4.29	2.84	3.92	4.64	4.83	8.5	3.55	5.3	3.3	1.96
Percent Change from Prior Year	6%	33%	-29%	-53%	-40%	-58%	-56%	-53%	-64%	-36%	-53%	30%	-34%

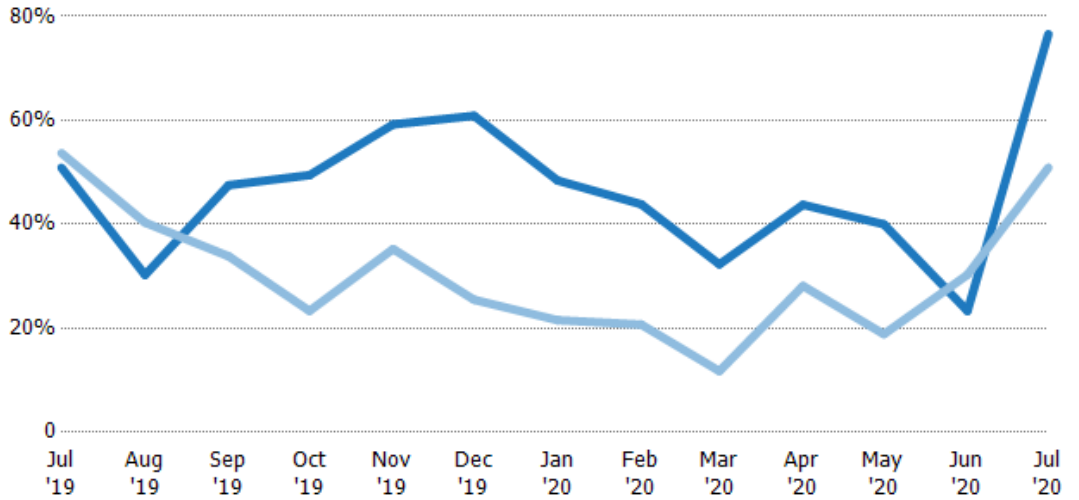
Absorption Rate

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



	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20
Current Year	51%	30%	48%	49%	59%	61%	48%	44%	32%	44%	40%	23%	77%
Prior Year	54%	40%	34%	23%	35%	25%	22%	21%	12%	28%	19%	30%	51%
Change from Prior Year	3%	10%	-14%	-26%	-24%	-35%	-27%	-23%	-21%	-16%	-21%	7%	-26%

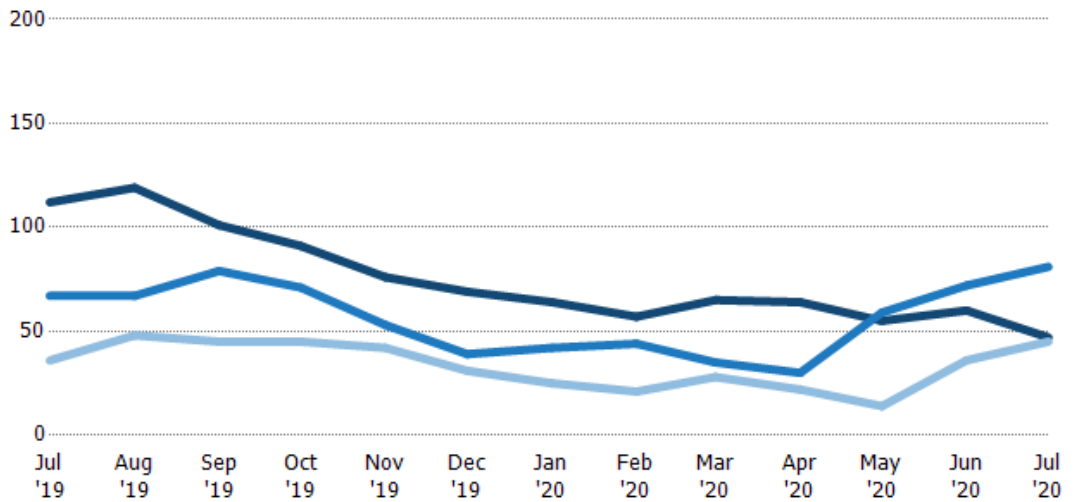
Active/Pending/Sold Units

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



	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20
Active	112	119	101	91	76	69	64	57	65	64	55	60	47
Pending	67	67	79	71	53	39	42	44	35	30	59	72	81
Sold	36	48	45	45	42	31	25	21	28	22	14	36	45

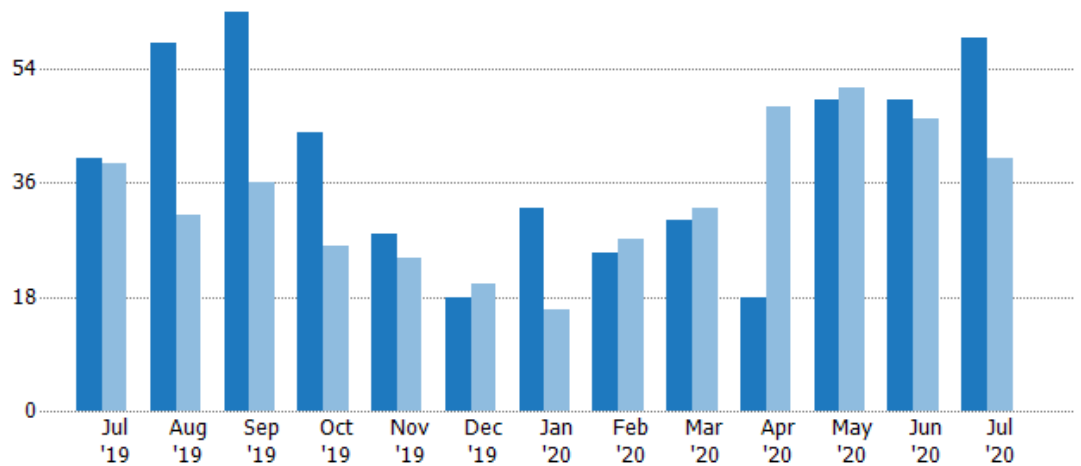
New Pending Sales

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.
Jul '20	59	47.5%
Jul '19	40	2.6%
Jul '18	39	-10.3%

	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20
Current Year	40	58	63	44	28	18	32	25	30	18	49	49	59
Prior Year	39	31	36	26	24	20	16	27	32	48	51	46	40
Percent Change from Prior Year	3%	87%	75%	69%	17%	-10%	100%	-7%	-6%	-63%	-4%	7%	48%

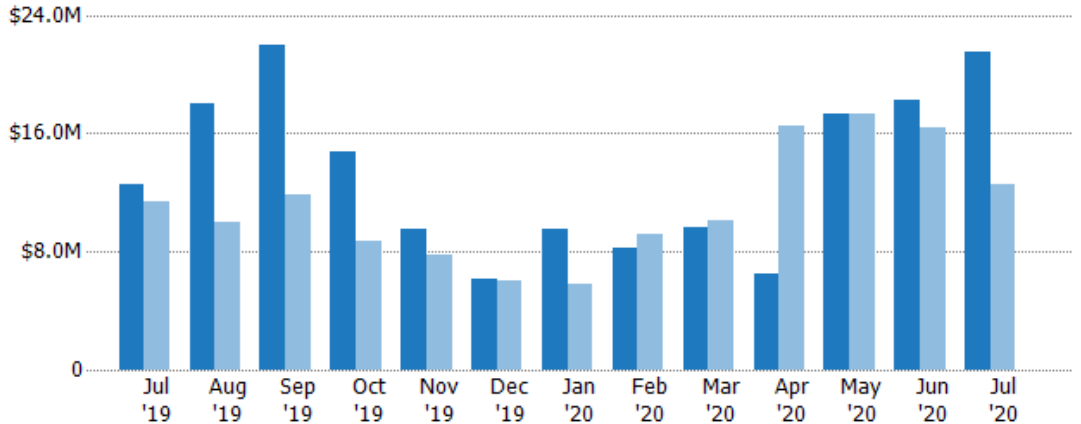
New Pending Sales Volume

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.
Jul '20	\$21.5M	70.9%
Jul '19	\$12.6M	10.2%
Jul '18	\$11.4M	-2.8%

	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20
Current Year	\$12.6M	\$18M	\$21.9M	\$14.8M	\$9.52M	\$6.18M	\$9.48M	\$8.27M	\$9.64M	\$6.47M	\$17.3M	\$18.2M	\$21.5M
Prior Year	\$11.4M	\$10M	\$11.8M	\$8.68M	\$7.74M	\$6.02M	\$5.77M	\$9.17M	\$10.1M	\$16.5M	\$17.3M	\$16.3M	\$12.6M
Percent Change from Prior Year	10%	80%	86%	70%	23%	3%	64%	-10%	-4%	-61%	0%	12%	71%

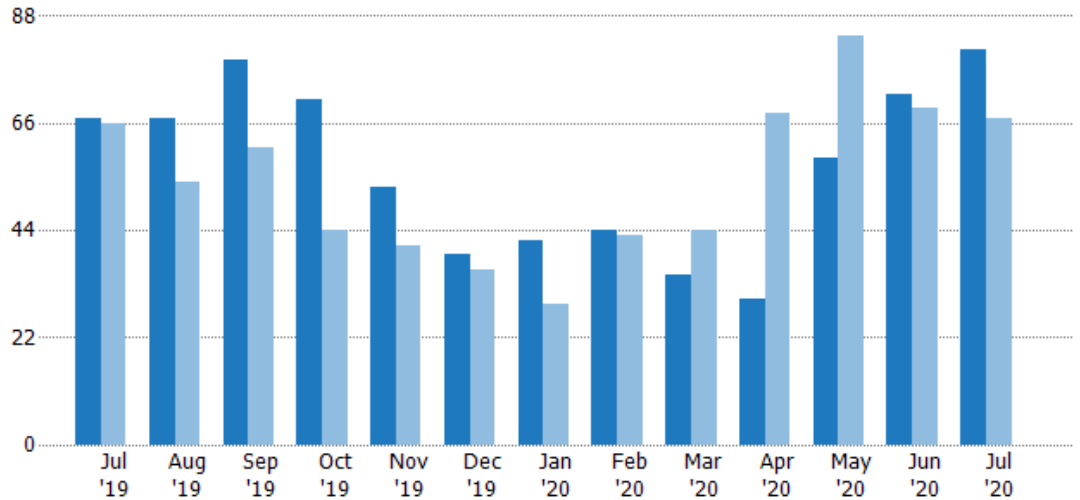
Pending Sales

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.
Jul '20	81	20.9%
Jul '19	67	1.5%
Jul '18	66	-13.6%



Current Year	67	67	79	71	53	39	42	44	35	30	59	72	81
Prior Year	66	54	61	44	41	36	29	43	44	68	84	69	67
Percent Change from Prior Year	2%	24%	30%	61%	29%	8%	45%	2%	-20%	-56%	-30%	4%	21%

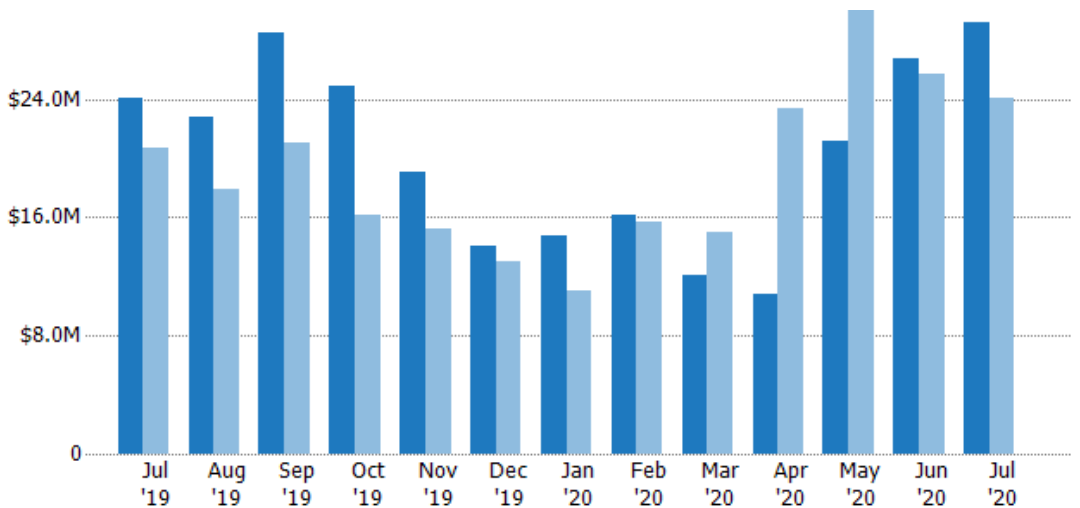
Pending Sales Volume

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.
Jul '20	\$29.2M	21.3%
Jul '19	\$24.1M	16.2%
Jul '18	\$20.7M	-6.9%



Current Year	\$24.1M	\$22.7M	\$28.5M	\$24.9M	\$19M	\$14.1M	\$14.7M	\$16.1M	\$12M	\$10.8M	\$21.1M	\$26.8M	\$29.2M
Prior Year	\$20.7M	\$17.9M	\$21.1M	\$16.2M	\$15.2M	\$13M	\$11.1M	\$15.7M	\$15M	\$23.4M	\$30M	\$25.6M	\$24.1M
Percent Change from Prior Year	16%	27%	35%	54%	25%	8%	33%	3%	-20%	-54%	-30%	4%	21%

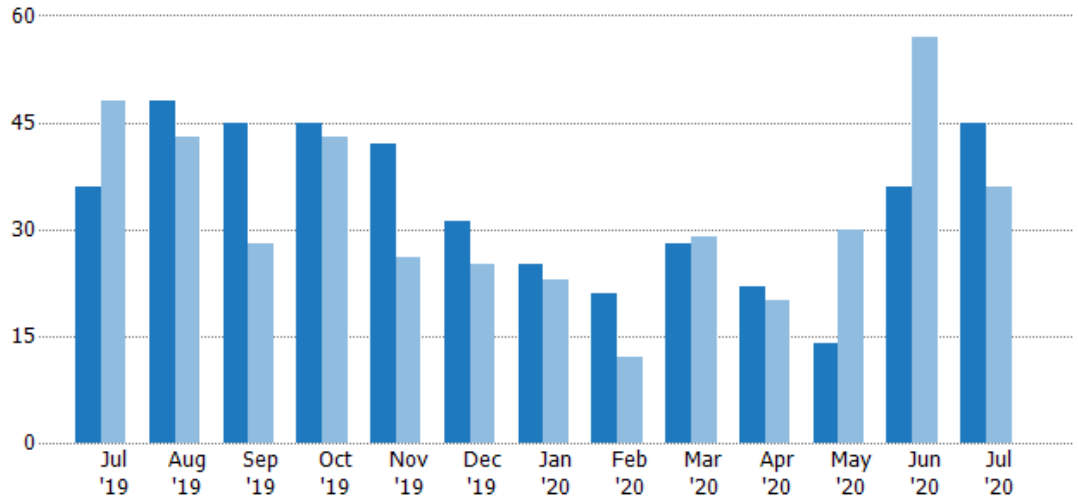
Closed Sales

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.
Jul '20	45	25%
Jul '19	36	-25%
Jul '18	48	0%



Current Year	36	48	45	45	42	31	25	21	28	22	14	36	45
Prior Year	48	43	28	43	26	25	23	12	29	20	30	57	36
Percent Change from Prior Year	-25%	12%	61%	5%	62%	24%	9%	75%	-3%	10%	-53%	-37%	25%

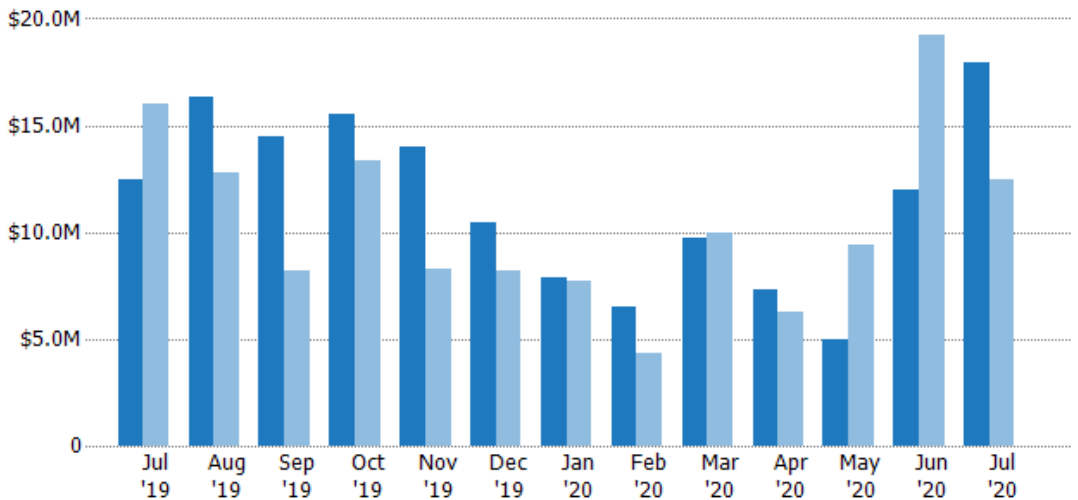
Closed Sales Volume

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.
Jul '20	\$18M	43.9%
Jul '19	\$12.5M	-22.2%
Jul '18	\$16M	-8%



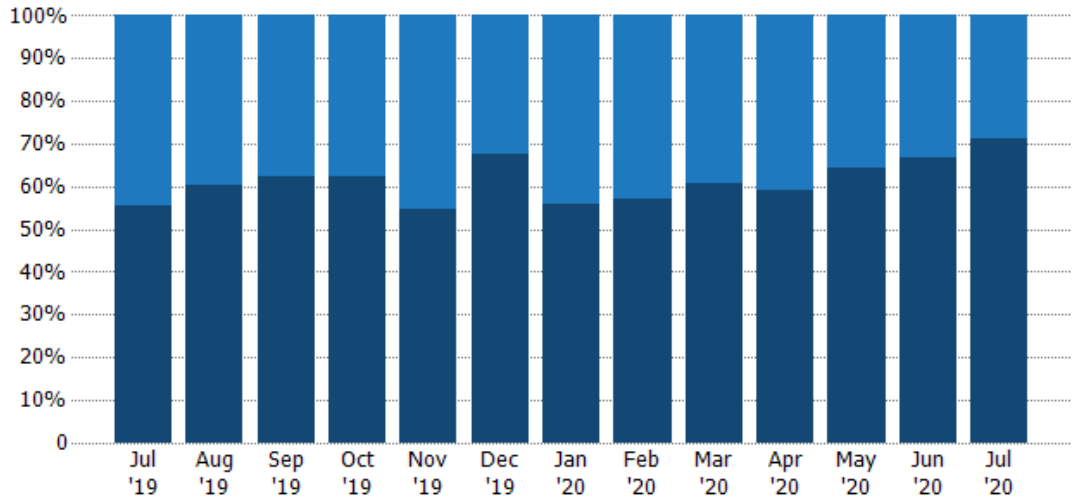
Current Year	\$12.5M	\$16.3M	\$14.5M	\$15.5M	\$14M	\$10.4M	\$7.92M	\$6.51M	\$9.71M	\$7.31M	\$4.98M	\$12M	\$18M
Prior Year	\$16M	\$12.8M	\$8.2M	\$13.4M	\$8.31M	\$8.23M	\$7.73M	\$4.37M	\$9.95M	\$6.3M	\$9.38M	\$19.2M	\$12.5M
Percent Change from Prior Year	-22%	27%	77%	16%	68%	27%	2%	49%	-2%	16%	-47%	-38%	44%

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



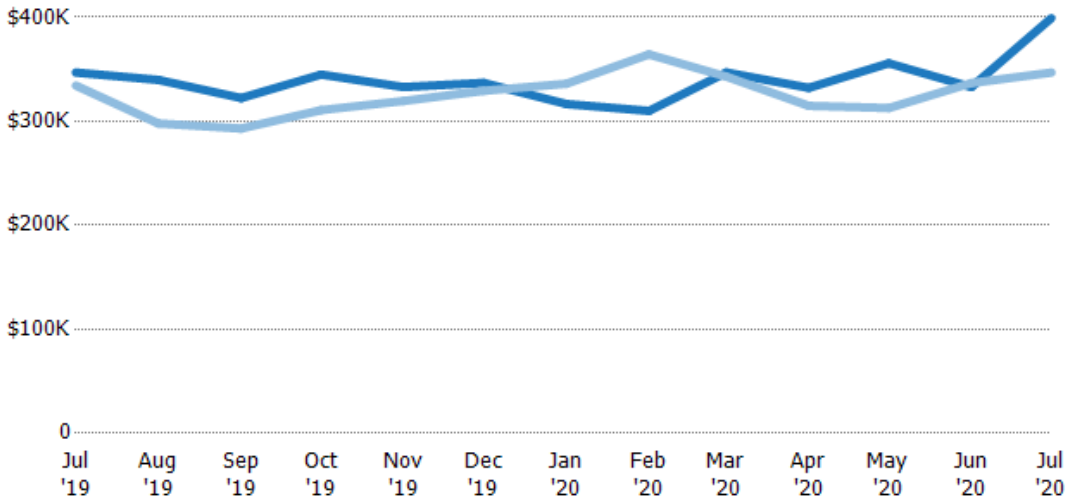
Condo/Townhouse	44%	40%	38%	38%	45%	32%	44%	43%	39%	41%	36%	33%	29%
Single Family Residence	56%	60%	62%	62%	55%	68%	56%	57%	61%	59%	64%	67%	71%

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	\$347K	\$340K	\$322K	\$345K	\$333K	\$337K	\$317K	\$310K	\$347K	\$332K	\$356K	\$333K	\$399K
Prior Year	\$334K	\$298K	\$293K	\$311K	\$320K	\$329K	\$336K	\$364K	\$343K	\$315K	\$313K	\$337K	\$347K
Percent Change from Prior Year	4%	14%	10%	11%	4%	2%	-6%	-15%	1%	6%	14%	-1%	15%

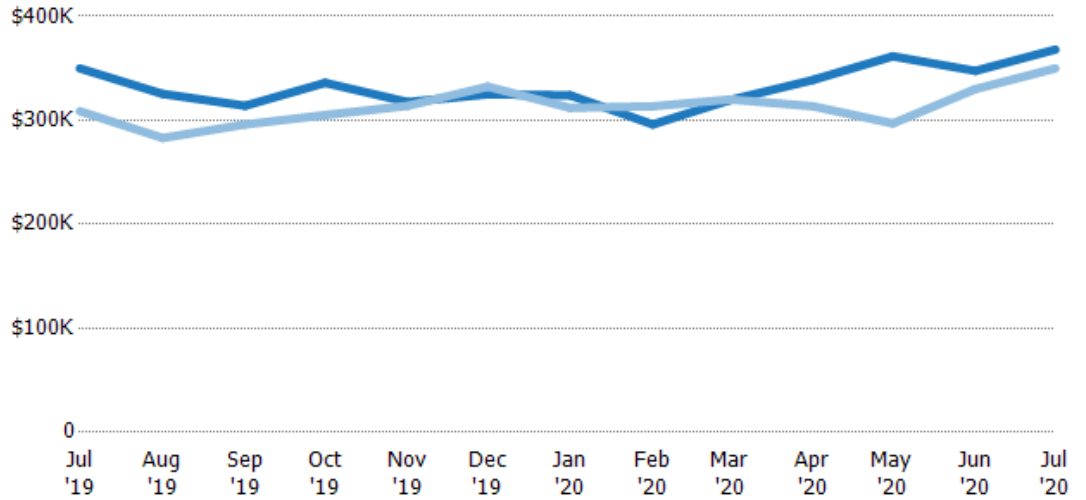
Median Sales Price

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.
Jul '20	\$368K	5.2%
Jul '19	\$350K	13.3%
Jul '18	\$309K	-4.8%



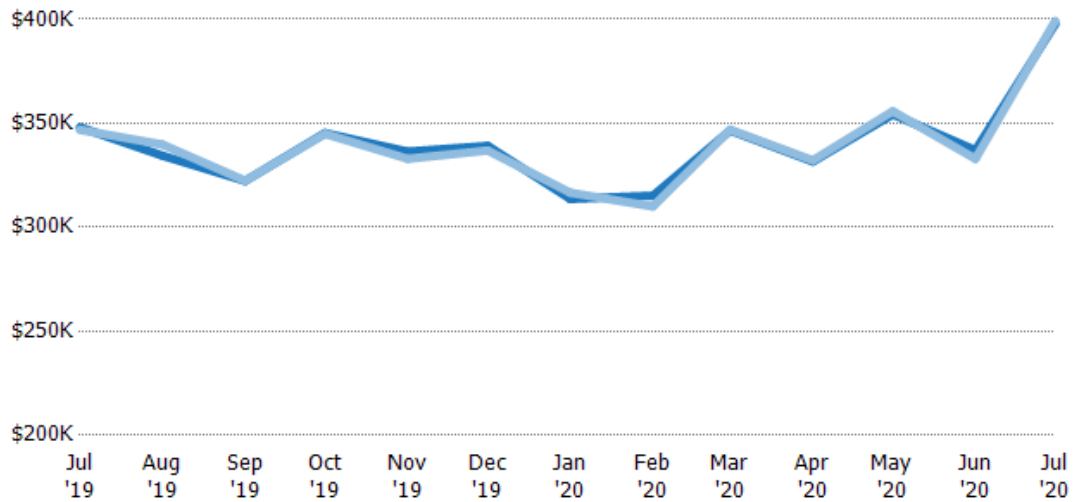
	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20
Current Year	\$350K	\$325K	\$314K	\$336K	\$318K	\$325K	\$324K	\$296K	\$320K	\$339K	\$362K	\$348K	\$368K
Prior Year	\$309K	\$283K	\$296K	\$305K	\$314K	\$332K	\$312K	\$313K	\$320K	\$314K	\$297K	\$330K	\$350K
Percent Change from Prior Year	13%	15%	6%	10%	1%	-2%	4%	-6%	0%	8%	22%	5%	5%

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



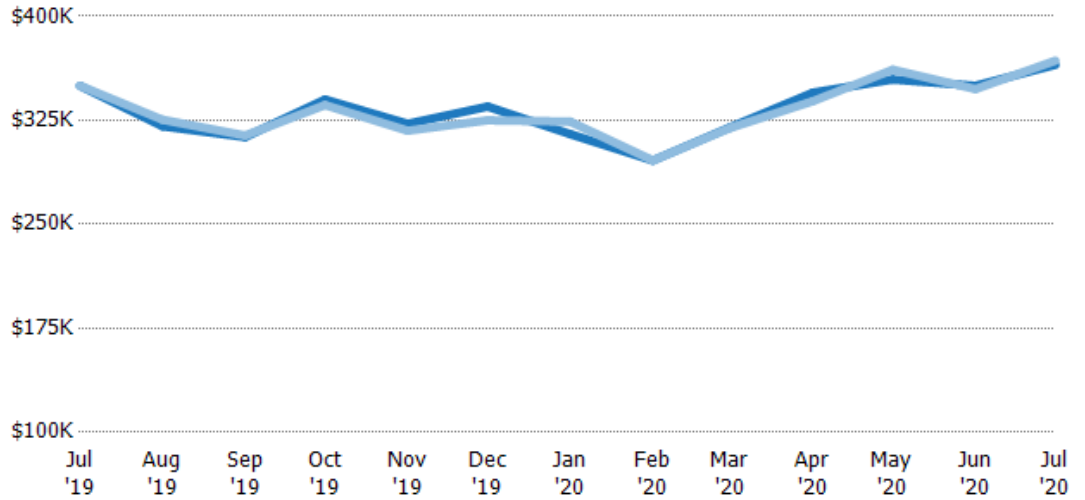
	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20
Avg List Price	\$348K	\$334K	\$322K	\$345K	\$336K	\$339K	\$314K	\$315K	\$347K	\$332K	\$354K	\$337K	\$398K
Avg Sales Price	\$347K	\$340K	\$322K	\$345K	\$333K	\$337K	\$317K	\$310K	\$347K	\$332K	\$356K	\$333K	\$399K
Avg Sales Price as a % of Avg List Price	100%	102%	100%	100%	99%	99%	101%	98%	100%	100%	100%	99%	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

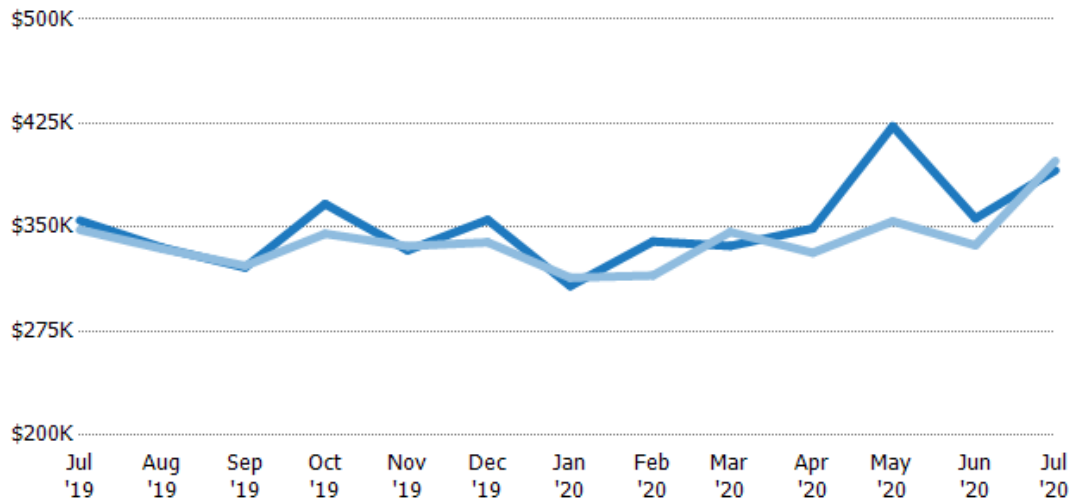


Average Sales Price vs Average Est Value

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

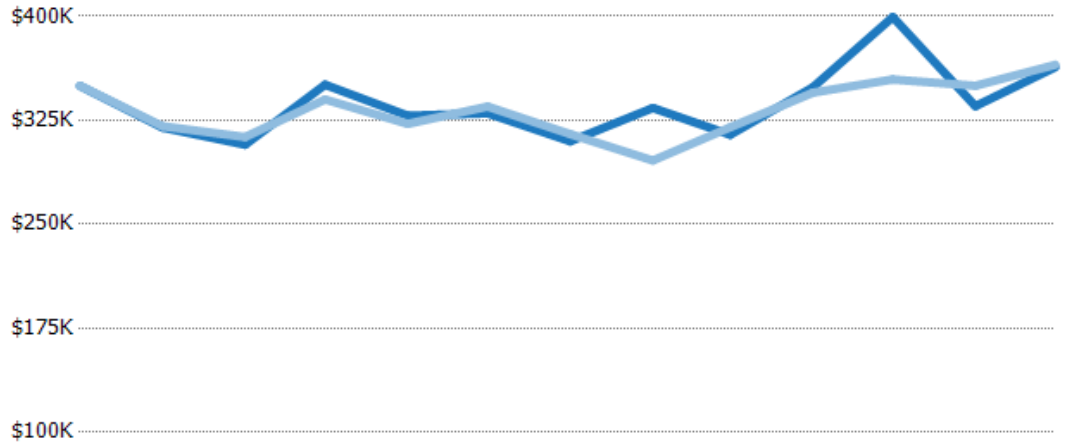


Median Sales Price vs Median Est Value

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



	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20
Median Est Value	\$350K	\$320K	\$307K	\$351K	\$328K	\$330K	\$310K	\$334K	\$315K	\$349K	\$399K	\$335K	\$363K
Median Sales Price	\$350K	\$321K	\$313K	\$340K	\$322K	\$335K	\$315K	\$296K	\$320K	\$345K	\$354K	\$350K	\$365K
Med Sales Price as a % of Med Est Value	100%	100%	102%	97%	98%	101%	102%	89%	102%	99%	89%	104%	100%