

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	Aug 2020	Aug 2019	+ / -	YTD 2020	YTD 2019	+ / -
Listing Activity Charts Metrics						
New Listing Count	48	62	-22.6%	305	335	-9%
New Listing Volume	\$19,702,750	\$23,445,548	-16%	\$119,480,127	\$117,123,939	+2%
Active Listing Count	49	119	-58.8%	N/A	N/A	
Active Listing Volume	\$26,347,378	\$49,891,902	-47.2%	N/A	N/A	
Average Listing Price	\$537,702	\$419,260	+28.3%	\$435,669	\$405,069	+7.6%
Median Listing Price	\$423,750	\$379,500	+11.7%	\$397,012	\$373,617	+6.3%
Median Days in RPR	21	54	-61.1%	67.04	101.1	-33.7%
Months of Inventory	1.1	3.3	-67.1%	1.8	3.2	-43.6%
Absorption Rate	91.84%	30.25%	+61.6%	55.31%	31.22%	+24.1%
Sales Activity Charts Metrics						
New Pending Sales Count	40	58	-31%	302	318	-5%
New Pending Sales Volume	\$15,848,595	\$18,044,099	-12.2%	\$106,714,097	\$105,766,016	+0.9%
Pending Sales Count	77	67	+14.9%	N/A	N/A	
Pending Sales Volume	\$28,886,283	\$22,728,876	+27.1%	N/A	N/A	
Closed Sales Count	43	48	-10.4%	234	255	-8.2%
Closed Sales Volume	\$14,372,465	\$16,308,915	-11.9%	\$80,749,378	\$85,718,893	-5.8%
Average Sales Price	\$334,243	\$339,769	-1.6%	\$345,083	\$336,153	+2.7%
Median Sales Price	\$324,900	\$325,393	-0.2%	\$336,821	\$323,217	+4.2%

New Listings

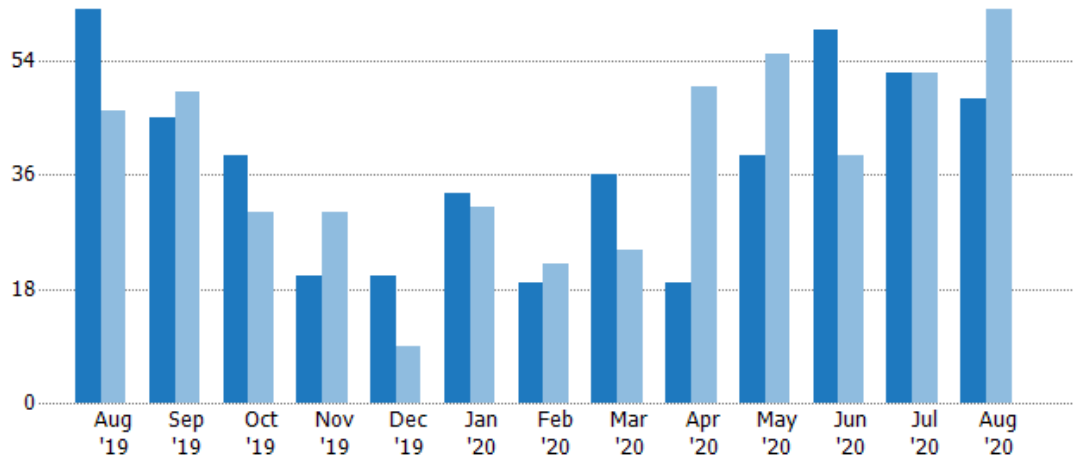
The number of new residential listings that were added each month.

Filters Used

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

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

Month/Year	Count	% Chg.
Aug '20	48	-22.6%
Aug '19	62	34.8%
Aug '18	46	-8.7%



Current Year	62	45	39	20	20	33	19	36	19	39	59	52	48
Prior Year	46	49	30	30	9	31	22	24	50	55	39	52	62
Percent Change from Prior Year	35%	-8%	30%	-33%	122%	6%	-14%	50%	-62%	-29%	51%	0%	-23%

New Listing Volume

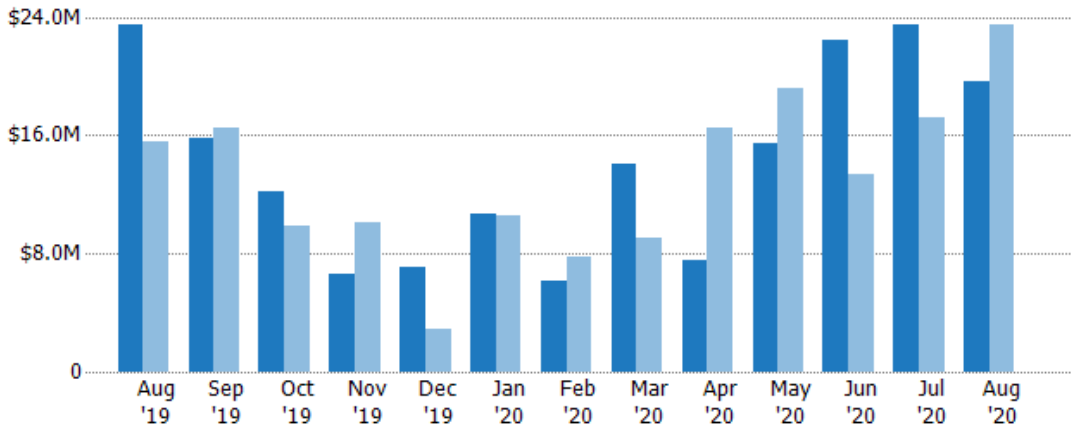
The sum of the listing price of residential listings that were added each month.

Filters Used

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

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

Month/Year	Volume	% Chg.
Aug '20	\$19.7M	-16%
Aug '19	\$23.4M	50%
Aug '18	\$15.6M	-11.3%



Current Year	\$23.4M	\$15.8M	\$12.2M	\$6.59M	\$7.03M	\$10.6M	\$6.18M	\$14M	\$7.5M	\$15.5M	\$22.4M	\$23.5M	\$19.7M
Prior Year	\$15.6M	\$16.5M	\$9.91M	\$10M	\$2.94M	\$10.6M	\$7.76M	\$9.09M	\$16.5M	\$19.2M	\$13.4M	\$17.2M	\$23.4M
Percent Change from Prior Year	50%	-4%	23%	-34%	139%	1%	-20%	54%	-55%	-19%	68%	37%	-16%

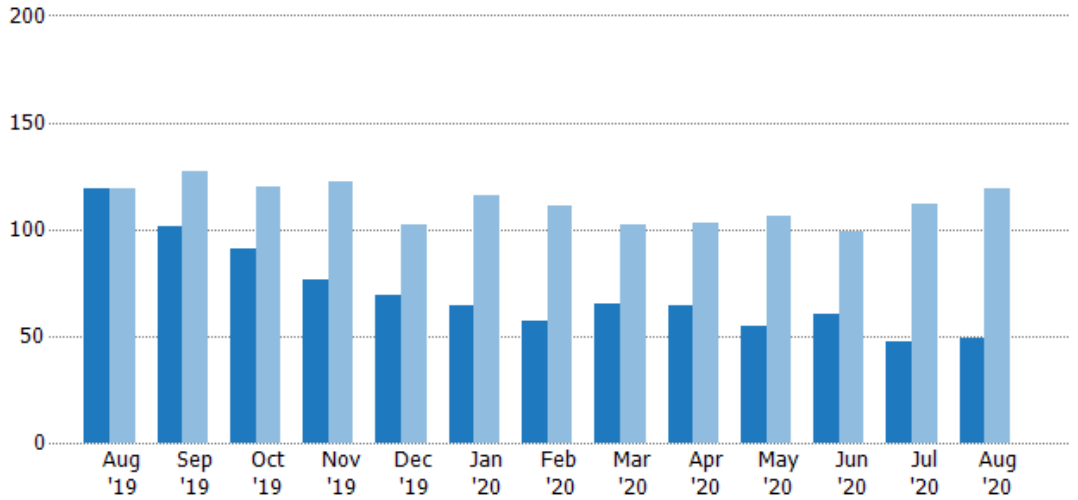
Active Listings

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



	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20
Current Year	119	101	91	76	69	64	57	65	64	55	60	47	49
Prior Year	119	127	120	122	102	116	111	102	103	106	99	112	119
Percent Change from Prior Year	0%	-20%	-24%	-38%	-32%	-45%	-49%	-36%	-38%	-48%	-39%	-58%	-59%

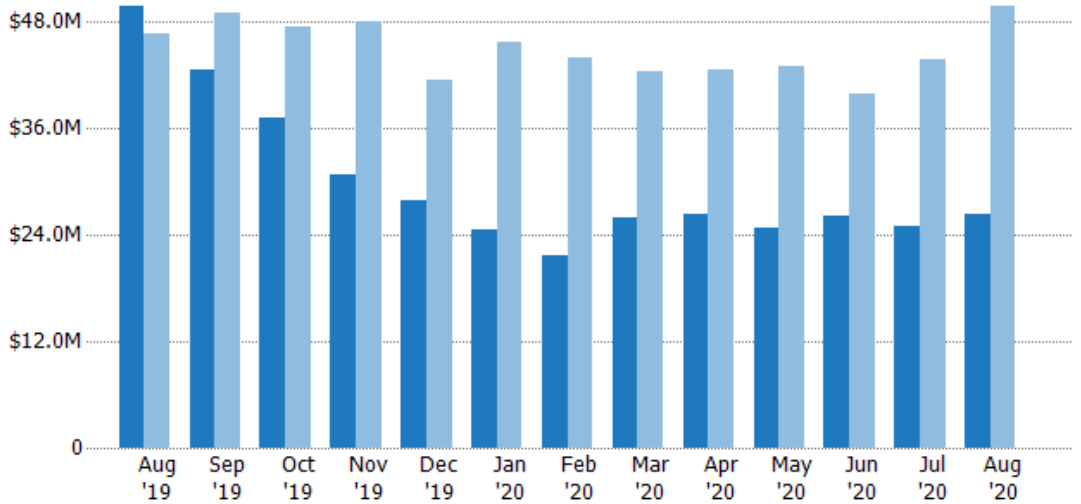
Active Listing Volume

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



	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20
Current Year	\$49.9M	\$42.6M	\$37.2M	\$30.7M	\$27.8M	\$24.6M	\$21.6M	\$26M	\$26.4M	\$24.7M	\$26.1M	\$25M	\$26.3M
Prior Year	\$46.6M	\$49M	\$47.5M	\$48M	\$41.4M	\$45.7M	\$44M	\$42.5M	\$42.6M	\$43.1M	\$40M	\$43.9M	\$49.9M
Percent Change from Prior Year	7%	-13%	-22%	-36%	-33%	-46%	-51%	-39%	-38%	-43%	-35%	-43%	-47%

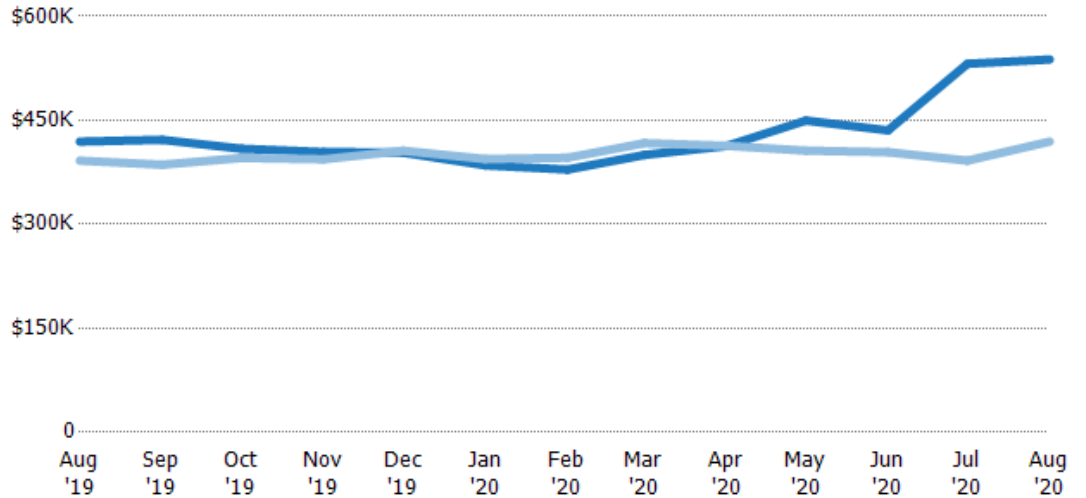
Average Listing Price

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.
Aug '20	\$538K	28.3%
Aug '19	\$419K	7%
Aug '18	\$392K	-4.1%



Current Year	\$419K	\$422K	\$409K	\$404K	\$403K	\$385K	\$379K	\$400K	\$413K	\$450K	\$435K	\$531K	\$538K
Prior Year	\$392K	\$386K	\$396K	\$394K	\$406K	\$394K	\$396K	\$417K	\$413K	\$406K	\$404K	\$392K	\$419K
Percent Change from Prior Year	7%	9%	3%	3%	-1%	-2%	-4%	-4%	0%	11%	8%	36%	28%

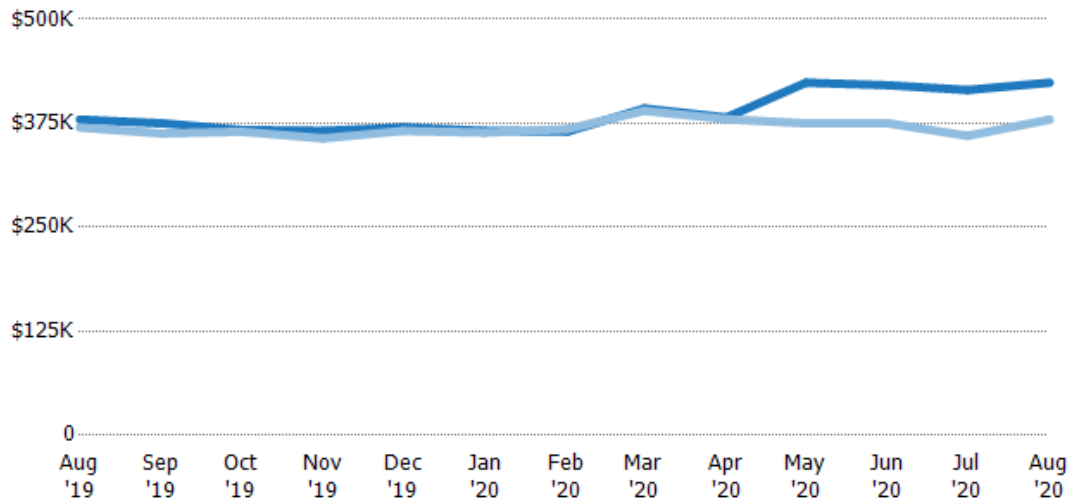
Median Listing Price

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.
Aug '20	\$424K	11.7%
Aug '19	\$380K	2.6%
Aug '18	\$370K	-2.9%



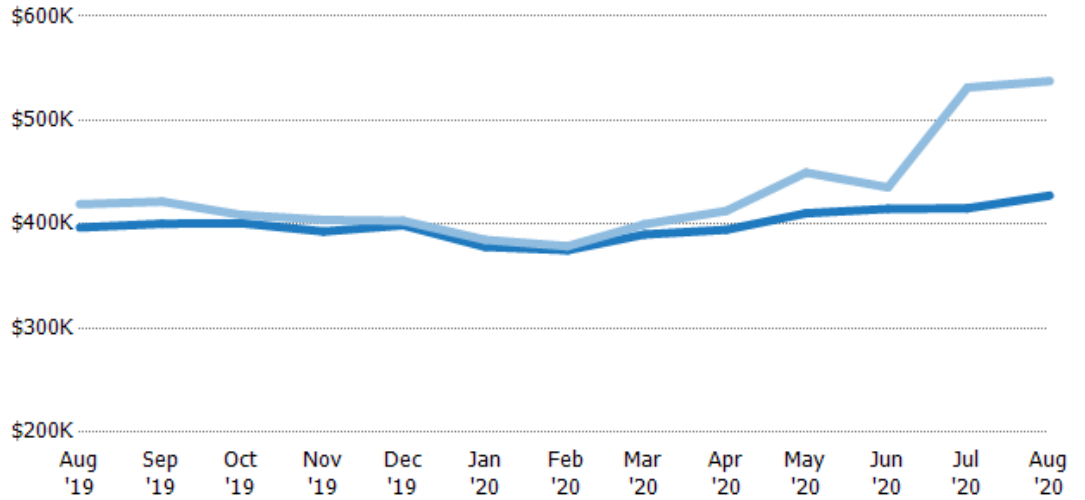
Current Year	\$380K	\$375K	\$367K	\$366K	\$370K	\$366K	\$365K	\$393K	\$382K	\$424K	\$421K	\$415K	\$424K
Prior Year	\$370K	\$363K	\$365K	\$357K	\$366K	\$364K	\$368K	\$390K	\$380K	\$375K	\$375K	\$360K	\$380K
Percent Change from Prior Year	3%	3%	1%	3%	1%	1%	-1%	1%	1%	13%	12%	15%	12%

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

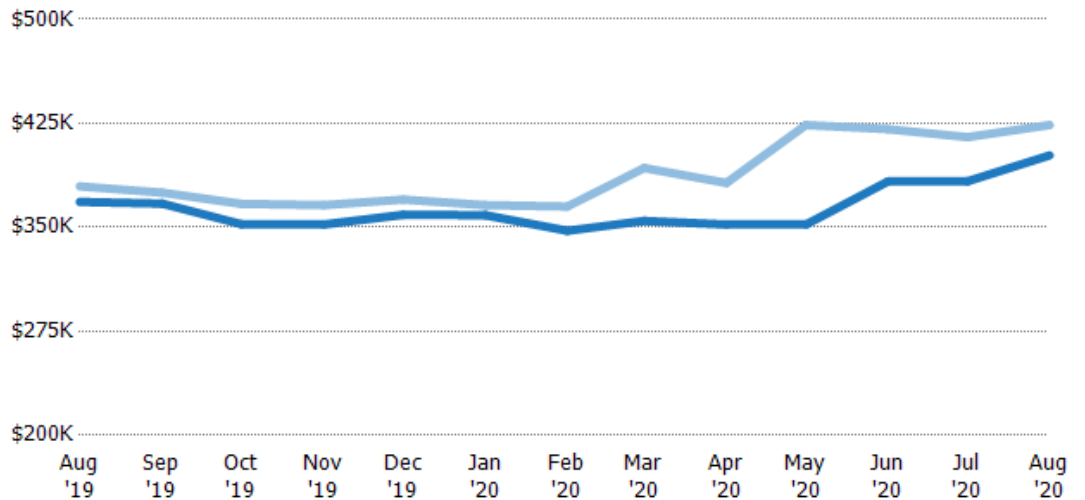


Median Listing Price vs Median Est Value

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



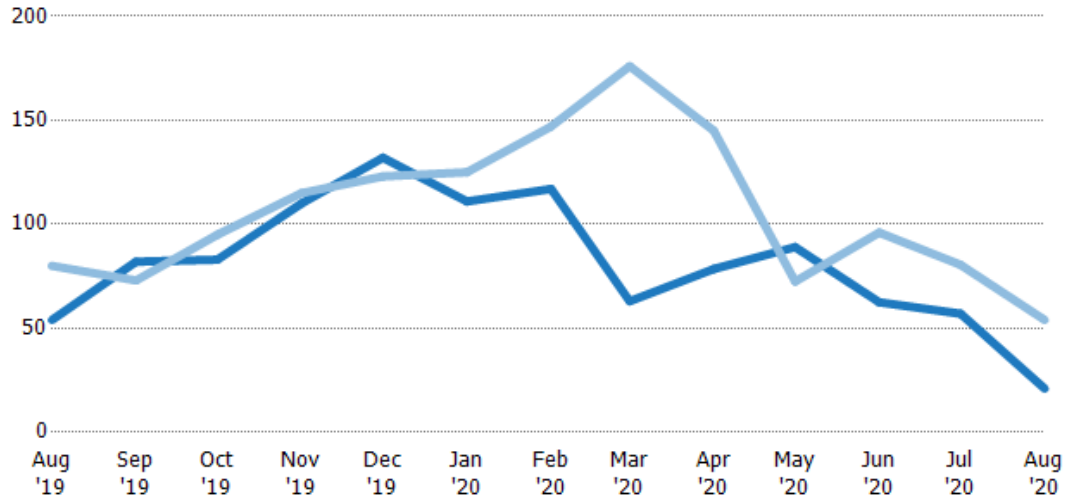
Median Days in RPR

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.
Aug '20	21	-61.1%
Aug '19	54	-32.5%
Aug '18	80	15%



	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20
Current Year	54	82	83	110	132	111	117	63	78.5	89	62.5	57	21
Prior Year	80	73	95	115	123	125	147	176	145	72.5	96	80.5	54
Percent Change from Prior Year	-33%	12%	-13%	-4%	7%	-11%	-20%	-64%	-46%	23%	-35%	-29%	-61%

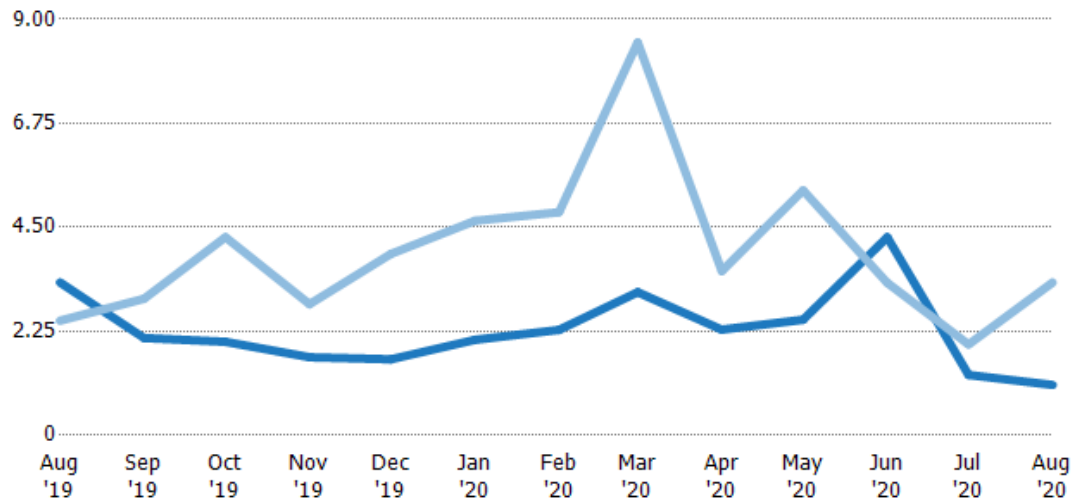
Months of Inventory

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.
Aug '20	1.09	-67.1%
Aug '19	3.31	33.3%
Aug '18	2.48	0.8%



	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20
Current Year	3.31	2.1	2.02	1.69	1.64	2.06	2.28	3.1	2.29	2.5	4.29	1.31	1.09
Prior Year	2.48	2.95	4.29	2.84	3.92	4.64	4.83	8.5	3.55	5.3	3.3	1.96	3.31
Percent Change from Prior Year	33%	-29%	-53%	-40%	-58%	-56%	-53%	-64%	-36%	-53%	30%	-34%	-67%

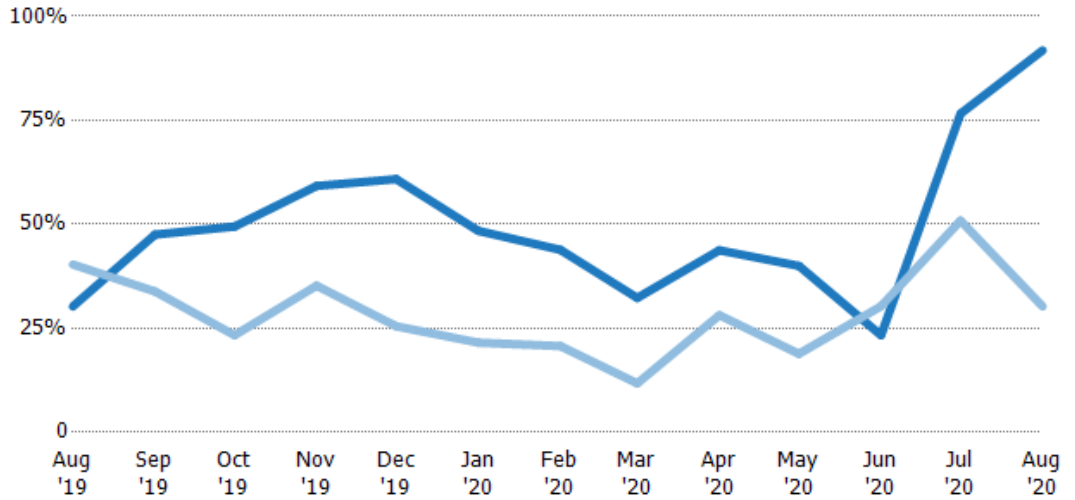
Absorption Rate

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



	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20
Current Year	30%	48%	49%	59%	61%	48%	44%	32%	44%	40%	23%	77%	92%
Prior Year	40%	34%	23%	35%	25%	22%	21%	12%	28%	19%	30%	51%	30%
Change from Prior Year	10%	-14%	-26%	-24%	-35%	-27%	-23%	-21%	-16%	-21%	7%	-26%	-62%

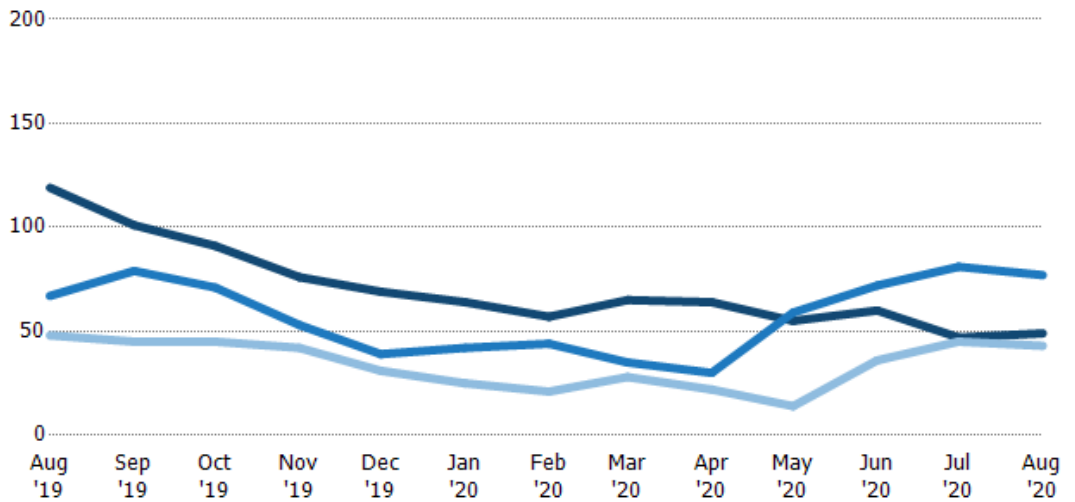
Active/Pending/Sold Units

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



	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20
Active	119	101	91	76	69	64	57	65	64	55	60	47	49
Pending	67	79	71	53	39	42	44	35	30	59	72	81	77
Sold	48	45	45	42	31	25	21	28	22	14	36	45	43

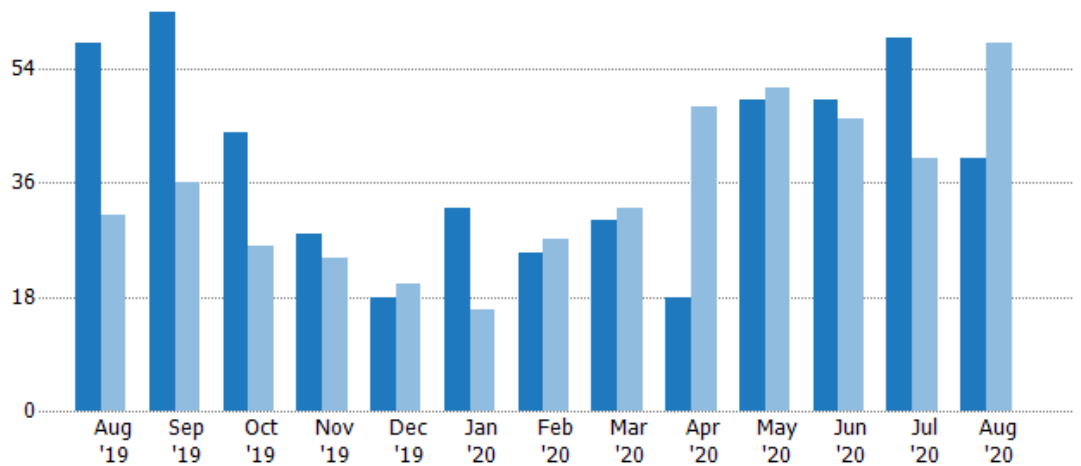
New Pending Sales

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.
Aug '20	40	-31%
Aug '19	58	87.1%
Aug '18	31	16.1%



Current Year	58	63	44	28	18	32	25	30	18	49	49	59	40
Prior Year	31	36	26	24	20	16	27	32	48	51	46	40	58
Percent Change from Prior Year	87%	75%	69%	17%	-10%	100%	-7%	-6%	-63%	-4%	7%	48%	-31%

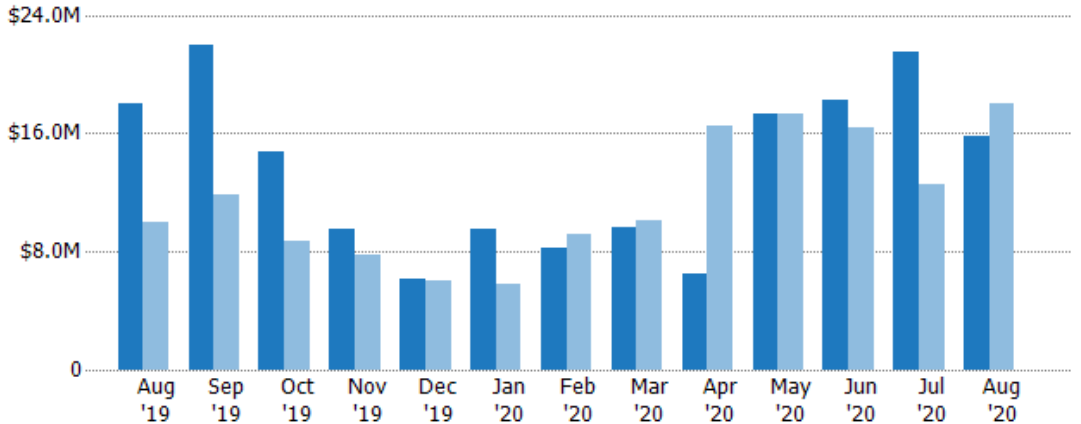
New Pending Sales Volume

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.
Aug '20	\$15.8M	-12.2%
Aug '19	\$18M	79.8%
Aug '18	\$10M	17.4%



Current Year	\$18M	\$21.9M	\$14.8M	\$9.52M	\$6.18M	\$9.48M	\$8.27M	\$9.64M	\$6.47M	\$17.3M	\$18.2M	\$21.5M	\$15.8M
Prior Year	\$10M	\$11.8M	\$8.68M	\$7.74M	\$6.02M	\$5.77M	\$9.17M	\$10.1M	\$16.5M	\$17.3M	\$16.3M	\$12.6M	\$18M
Percent Change from Prior Year	80%	86%	70%	23%	3%	64%	-10%	-4%	-61%	0%	12%	71%	-12%

Pending Sales

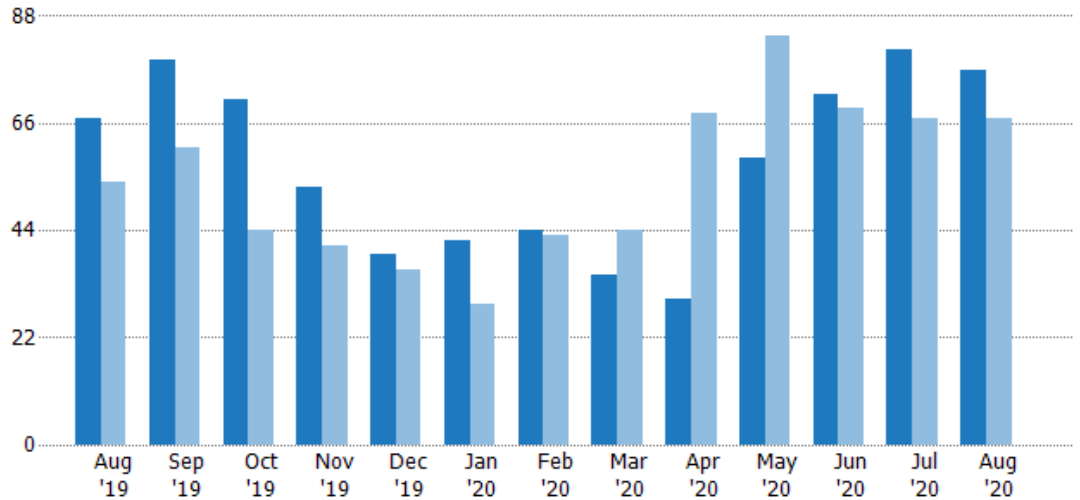
The number of residential properties with accepted offers that were available at the end each month.

Filters Used

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

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

Month/ Year	Count	% Chg.
Aug '20	77	14.9%
Aug '19	67	24.1%
Aug '18	54	9.3%



Current Year	67	79	71	53	39	42	44	35	30	59	72	81	77
Prior Year	54	61	44	41	36	29	43	44	68	84	69	67	67
Percent Change from Prior Year	24%	30%	61%	29%	8%	45%	2%	-20%	-56%	-30%	4%	21%	15%

Pending Sales Volume

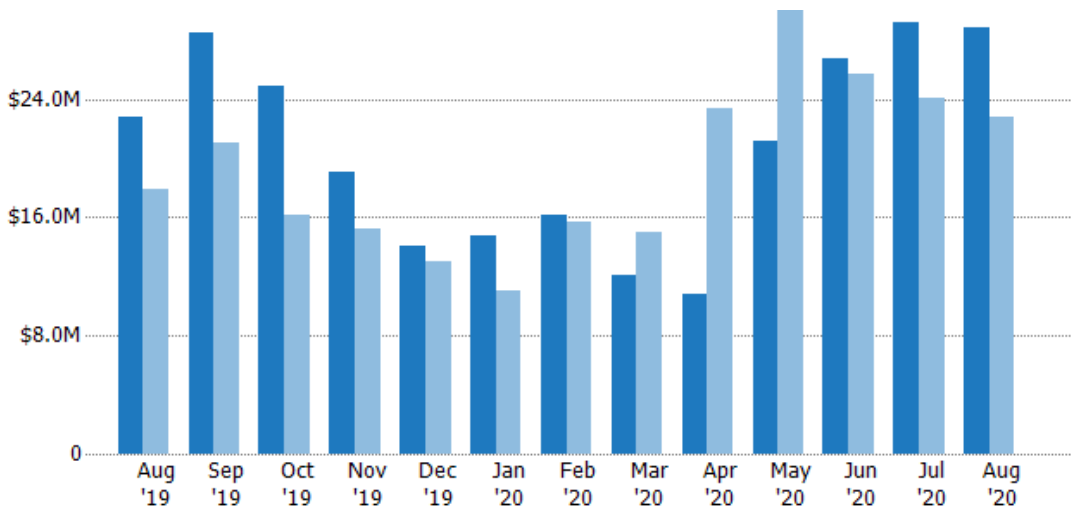
The sum of the sales price of residential properties with accepted offers that were available at the end of each month.

Filters Used

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

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

Month/ Year	Volume	% Chg.
Aug '20	\$28.9M	27.1%
Aug '19	\$22.7M	27.3%
Aug '18	\$17.9M	12%



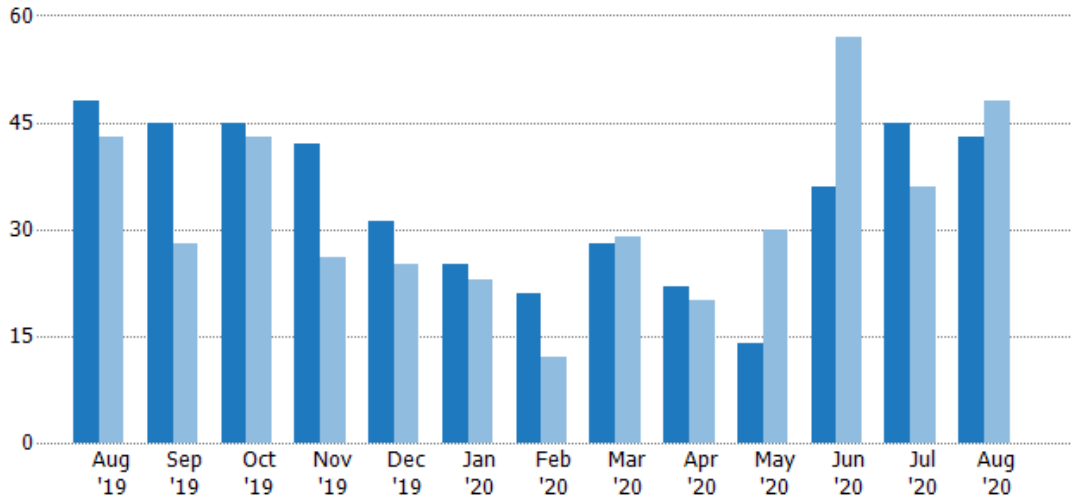
Current Year	\$22.7M	\$28.5M	\$24.9M	\$19M	\$14.1M	\$14.7M	\$16.1M	\$12M	\$10.8M	\$21.1M	\$26.8M	\$29.2M	\$28.9M
Prior Year	\$17.9M	\$21.1M	\$16.2M	\$15.2M	\$13M	\$11.1M	\$15.7M	\$15M	\$23.4M	\$30M	\$25.6M	\$24.1M	\$22.7M
Percent Change from Prior Year	27%	35%	54%	25%	8%	33%	3%	-20%	-54%	-30%	4%	21%	27%

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



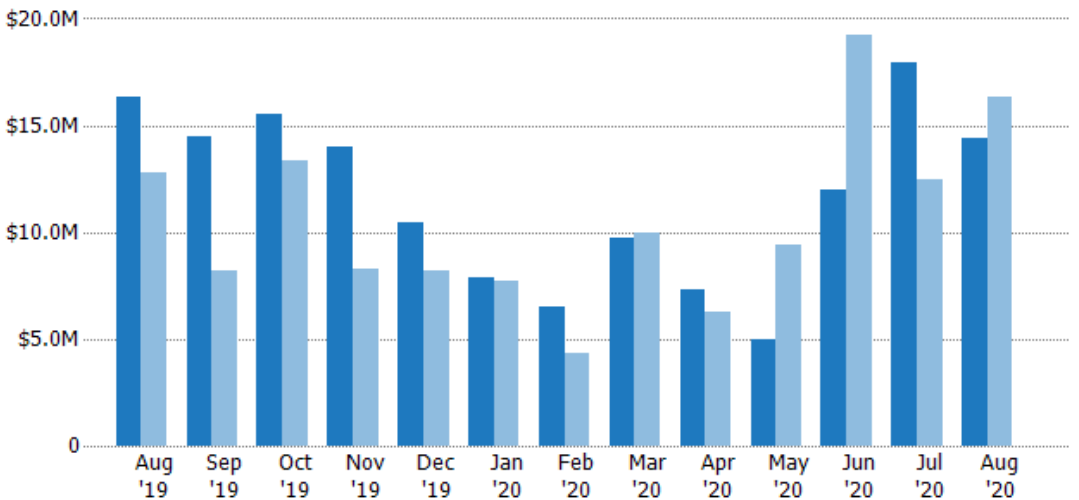
Month/Year	Count	% Chg.
Aug '20	43	-10.4%
Aug '19	48	11.6%
Aug '18	43	-25.6%

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



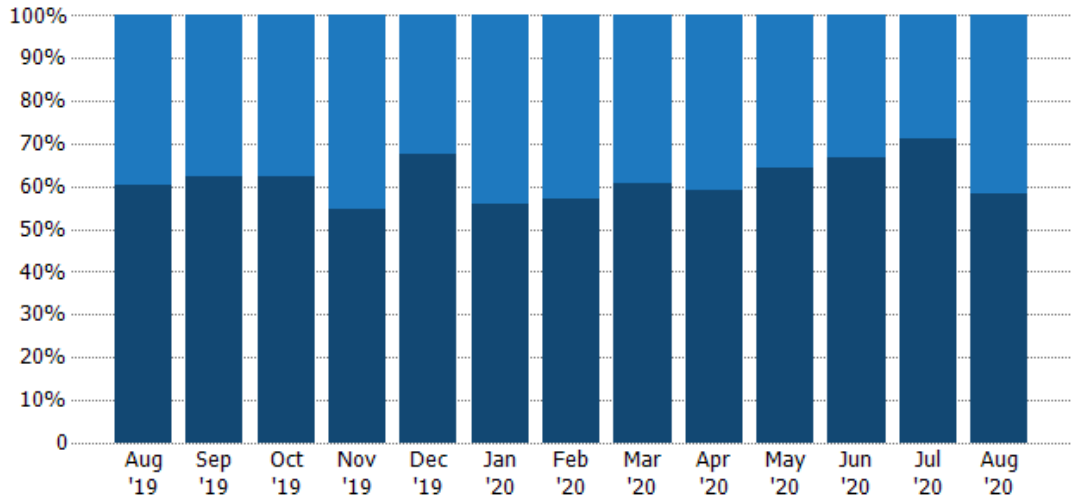
Month/Year	Volume	% Chg.
Aug '20	\$14.4M	-11.9%
Aug '19	\$16.3M	27.3%
Aug '18	\$12.8M	-20.1%

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



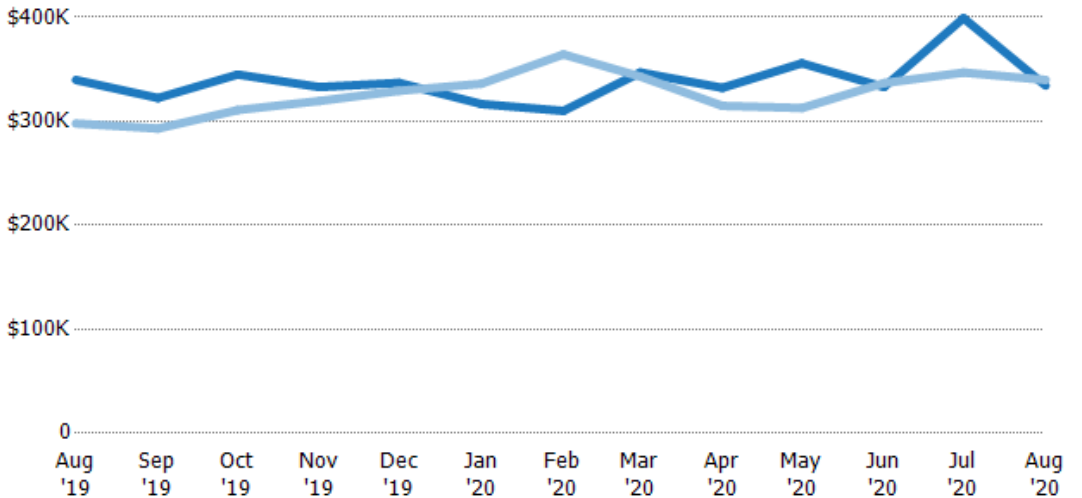
Property Type	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20
Condo/Townhouse	40%	38%	38%	45%	32%	44%	43%	39%	41%	36%	33%	29%	42%
Single Family Residence	60%	62%	62%	55%	68%	56%	57%	61%	59%	64%	67%	71%	58%

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.
Aug '20	\$334K	-1.6%
Aug '19	\$340K	14.1%
Aug '18	\$298K	7.4%

Property Type	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20
Current Year	\$340K	\$322K	\$345K	\$333K	\$337K	\$317K	\$310K	\$347K	\$332K	\$356K	\$333K	\$399K	\$334K
Prior Year	\$298K	\$293K	\$311K	\$320K	\$329K	\$336K	\$364K	\$343K	\$315K	\$313K	\$337K	\$347K	\$340K
Percent Change from Prior Year	14%	10%	11%	4%	2%	-6%	-15%	1%	6%	14%	-1%	15%	-2%

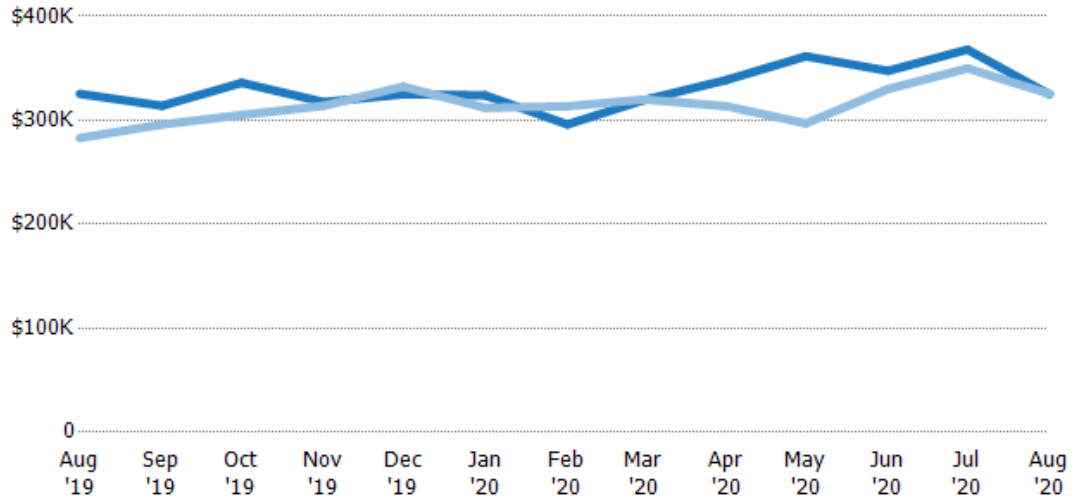
Median Sales Price

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.
Aug '20	\$325K	-0.2%
Aug '19	\$325K	15%
Aug '18	\$283K	14.1%



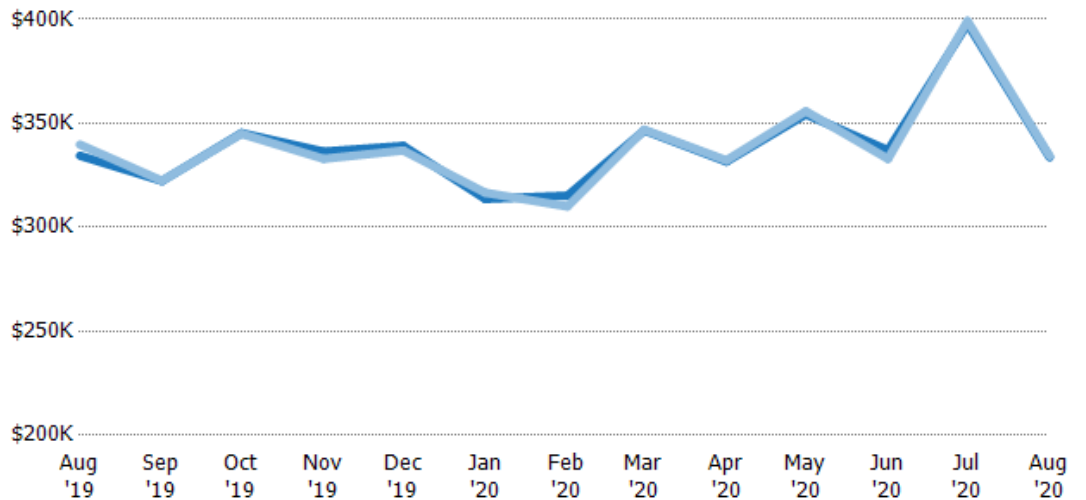
Current Year	\$325K	\$314K	\$336K	\$318K	\$325K	\$324K	\$296K	\$320K	\$339K	\$362K	\$348K	\$368K	\$325K
Prior Year	\$283K	\$296K	\$305K	\$314K	\$332K	\$312K	\$313K	\$320K	\$314K	\$297K	\$330K	\$350K	\$325K
Percent Change from Prior Year	15%	6%	10%	1%	-2%	4%	-6%	0%	8%	22%	5%	5%	0%

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



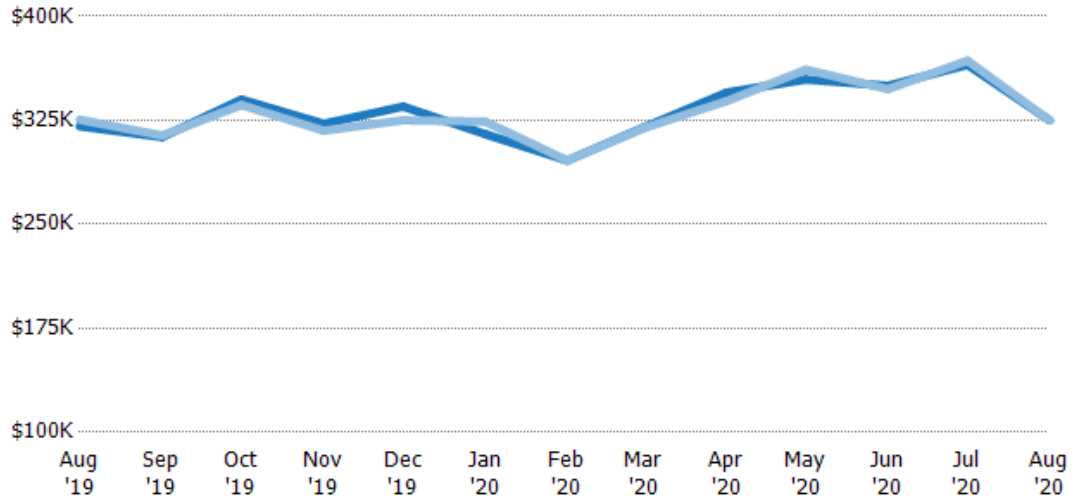
Avg List Price	\$334K	\$322K	\$345K	\$336K	\$339K	\$314K	\$315K	\$347K	\$332K	\$354K	\$337K	\$398K	\$334K
Avg Sales Price	\$340K	\$322K	\$345K	\$333K	\$337K	\$317K	\$310K	\$347K	\$332K	\$356K	\$333K	\$399K	\$334K
Avg Sales Price as a % of Avg List Price	102%	100%	100%	99%	99%	101%	98%	100%	100%	100%	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



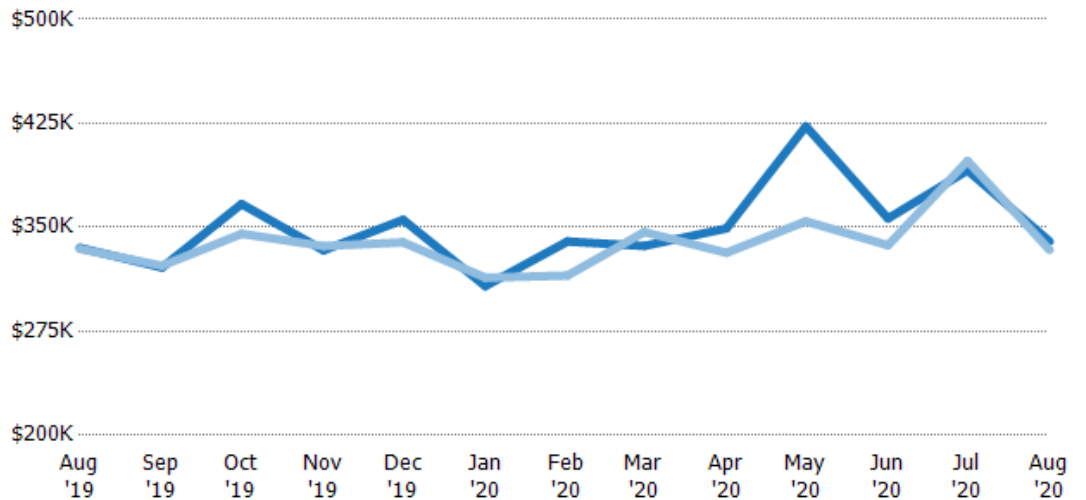
	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20
Median List Price	\$321K	\$313K	\$340K	\$322K	\$335K	\$315K	\$296K	\$320K	\$345K	\$354K	\$350K	\$365K	\$325K
Median Sales Price	\$325K	\$314K	\$336K	\$318K	\$325K	\$324K	\$296K	\$320K	\$339K	\$362K	\$348K	\$368K	\$325K
Med Sales Price as a % of Med List Price	101%	100%	99%	98%	97%	103%	100%	100%	98%	102%	99%	101%	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



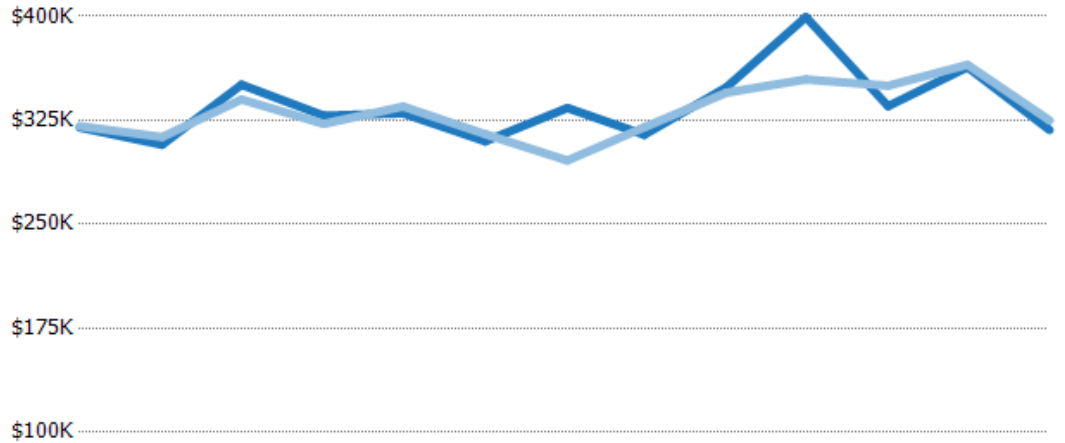
	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20
Avg Est Value	\$335K	\$321K	\$367K	\$333K	\$355K	\$308K	\$340K	\$336K	\$349K	\$423K	\$356K	\$391K	\$340K
Avg Sales Price	\$334K	\$322K	\$345K	\$336K	\$339K	\$314K	\$315K	\$347K	\$332K	\$354K	\$337K	\$398K	\$334K
Avg Sales Price as a % of Avg Est Value	100%	100%	94%	101%	95%	102%	93%	103%	95%	84%	95%	102%	98%

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



	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20
Median Est Value	\$320K	\$307K	\$351K	\$328K	\$330K	\$310K	\$334K	\$315K	\$349K	\$399K	\$335K	\$363K	\$318K
Median Sales Price	\$321K	\$313K	\$340K	\$322K	\$335K	\$315K	\$296K	\$320K	\$345K	\$354K	\$350K	\$365K	\$325K
Med Sales Price as a % of Med Est Value	100%	102%	97%	98%	101%	102%	89%	102%	99%	89%	104%	100%	102%