

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	Sep 2020	Sep 2019	+ / -	YTD 2020	YTD 2019	+ / -
Listing Activity Charts Metrics						
New Listing Count	40	45	-11.1%	344	380	-9.5%
New Listing Volume	\$13,867,100	\$15,837,860	-12.4%	\$132,369,626	\$132,726,899	-0.3%
Active Listing Count	42	100	-58%	N/A	N/A	
Active Listing Volume	\$20,978,377	\$41,439,053	-49.4%	N/A	N/A	
Average Listing Price	\$499,485	\$414,391	+20.5%	\$438,477	\$398,705	+10%
Median Listing Price	\$381,375	\$375,000	+1.7%	\$392,321	\$371,568	+5.6%
Median Days in RPR	30	80.5	-62.7%	62.57	96.09	-34.9%
Months of Inventory	1	2.1	-53.1%	1.7	3.2	-47.4%
Absorption Rate	102.38%	48%	+54.4%	59.6%	31.34%	+28.3%
Sales Activity Charts Metrics						
New Pending Sales Count	45	63	-28.6%	347	381	-8.9%
New Pending Sales Volume	\$16,345,200	\$21,945,409	-25.5%	\$123,059,297	\$127,711,425	-3.6%
Pending Sales Count	70	79	-11.4%	N/A	N/A	
Pending Sales Volume	\$26,278,884	\$28,516,645	-7.8%	N/A	N/A	
Closed Sales Count	44	46	-4.3%	278	301	-7.6%
Closed Sales Volume	\$16,567,377	\$14,831,770	+11.7%	\$97,316,755	\$100,550,663	-3.2%
Average Sales Price	\$376,531	\$322,430	+16.8%	\$350,060	\$334,055	+4.8%
Median Sales Price	\$341,450	\$317,000	+7.7%	\$337,554	\$322,267	+4.7%

New Listings

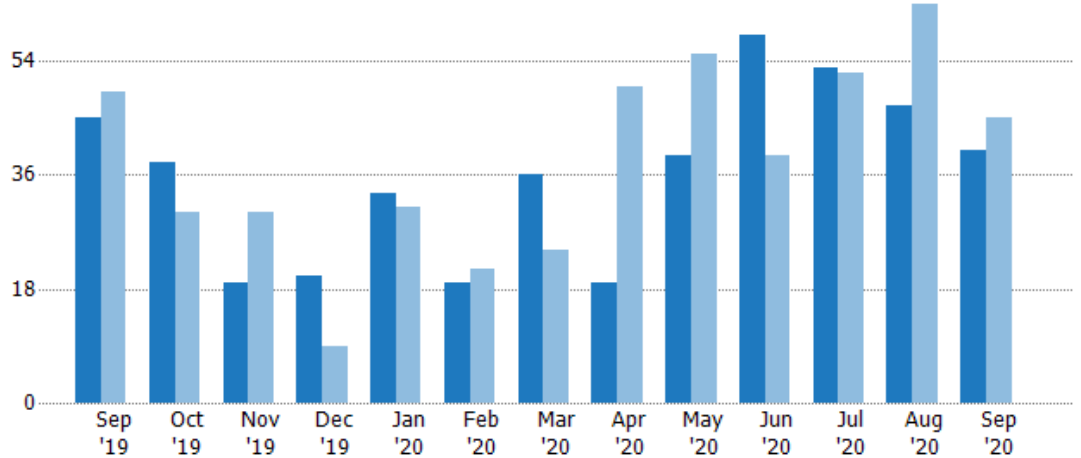
The number of new residential listings that were added each month.

Filters Used

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

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

Month/Year	Count	% Chg.
Sep '20	40	-11.1%
Sep '19	45	-8.2%
Sep '18	49	-4.1%



	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20
Current Year	45	38	19	20	33	19	36	19	39	58	53	47	40
Prior Year	49	30	30	9	31	21	24	50	55	39	52	63	45
Percent Change from Prior Year	-8%	27%	-37%	122%	6%	-10%	50%	-62%	-29%	49%	2%	-25%	-11%

New Listing Volume

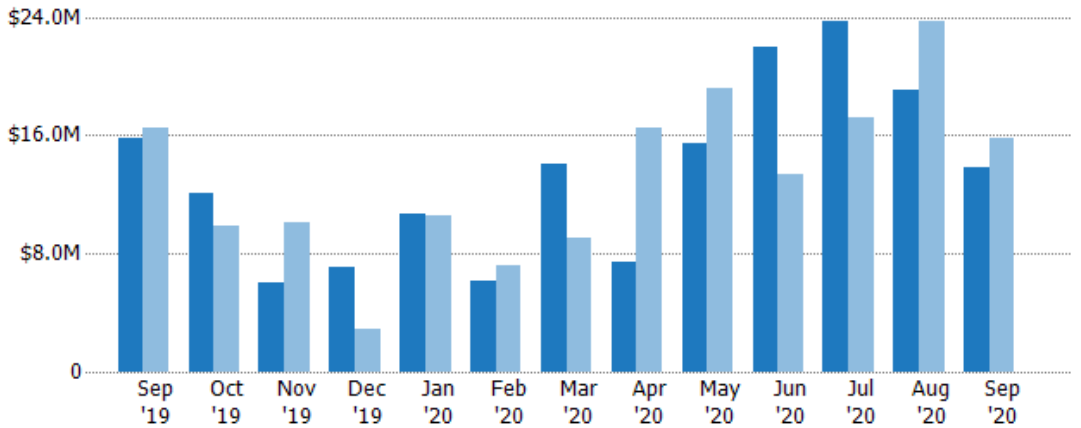
The sum of the listing price of residential listings that were added each month.

Filters Used

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

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

Month/Year	Volume	% Chg.
Sep '20	\$13.9M	-12.4%
Sep '19	\$15.8M	-4%
Sep '18	\$16.5M	-0.9%



	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20
Current Year	\$15.8M	\$12M	\$6.04M	\$7.03M	\$10.6M	\$6.17M	\$14M	\$7.45M	\$15.5M	\$22M	\$23.7M	\$19.1M	\$13.9M
Prior Year	\$16.5M	\$9.91M	\$10M	\$2.94M	\$10.6M	\$7.2M	\$9.09M	\$16.5M	\$19.2M	\$13.4M	\$17.2M	\$23.8M	\$15.8M
Percent Change from Prior Year	-4%	22%	-40%	139%	1%	-14%	54%	-55%	-19%	64%	38%	-20%	-12%

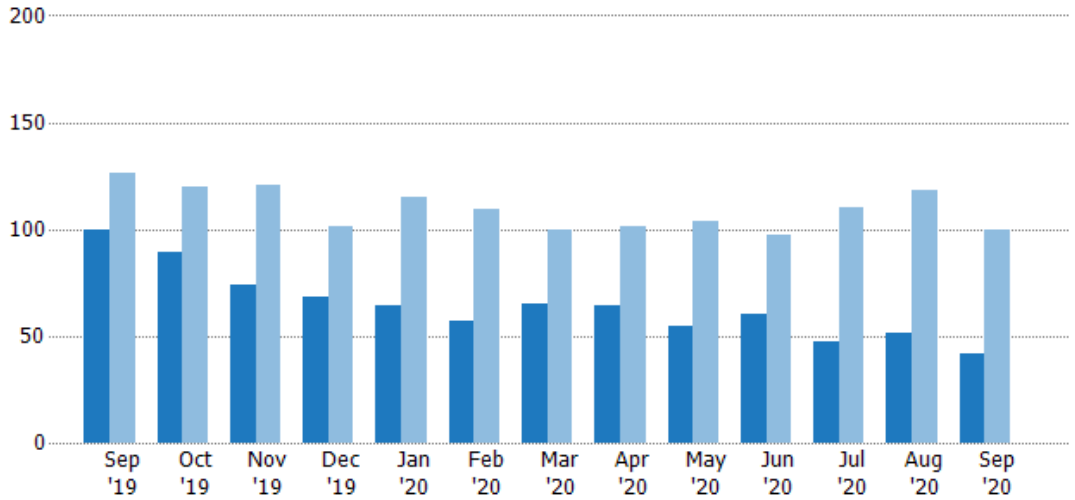
Active Listings

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



	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20
Current Year	100	89	74	68	64	57	65	64	55	60	47	51	42
Prior Year	126	120	121	101	115	109	100	101	104	97	110	118	100
Percent Change from Prior Year	-21%	-26%	-39%	-33%	-44%	-48%	-35%	-37%	-47%	-38%	-57%	-57%	-58%

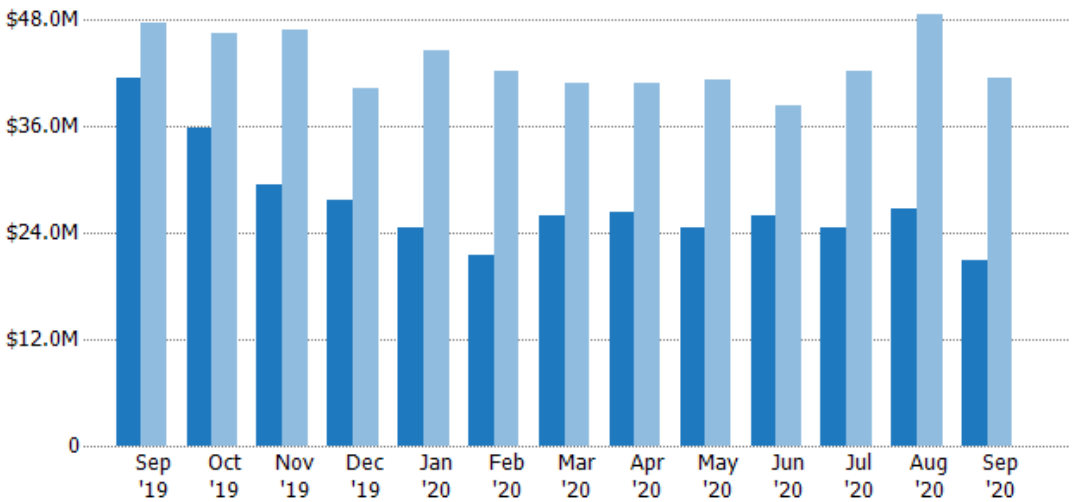
Active Listing Volume

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



	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20
Current Year	\$41.4M	\$35.9M	\$29.4M	\$27.7M	\$24.6M	\$21.6M	\$26M	\$26.4M	\$24.7M	\$25.9M	\$24.7M	\$26.7M	\$21M
Prior Year	\$47.7M	\$46.6M	\$46.9M	\$40.2M	\$44.6M	\$42.2M	\$40.8M	\$40.8M	\$41.3M	\$38.3M	\$42.2M	\$48.7M	\$41.4M
Percent Change from Prior Year	-13%	-23%	-37%	-31%	-45%	-49%	-36%	-35%	-40%	-32%	-42%	-45%	-49%

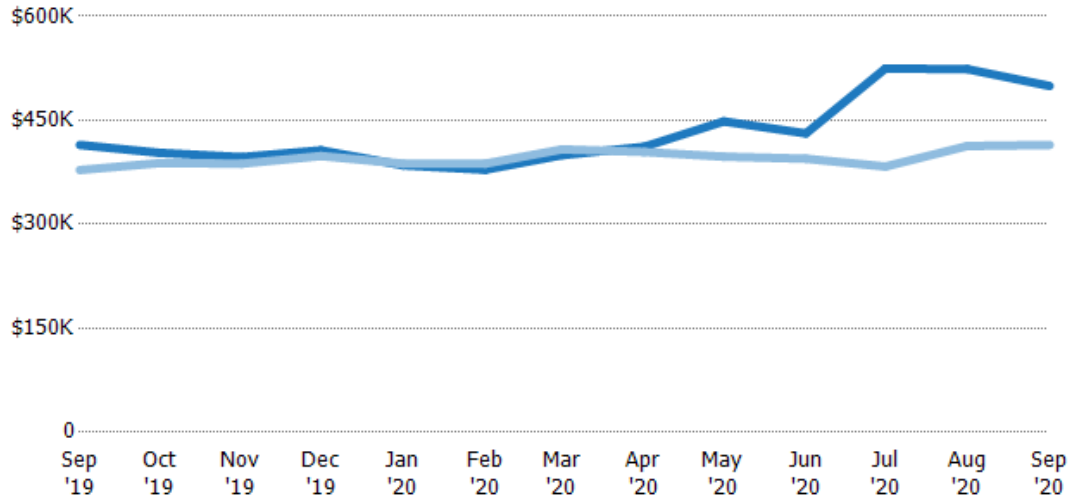
Average Listing Price

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.
Sep '20	\$499K	20.5%
Sep '19	\$414K	9.6%
Sep '18	\$378K	-1.7%



Current Year	\$414K	\$403K	\$397K	\$407K	\$385K	\$379K	\$400K	\$412K	\$448K	\$431K	\$525K	\$524K	\$499K
Prior Year	\$378K	\$388K	\$387K	\$398K	\$387K	\$387K	\$408K	\$404K	\$397K	\$395K	\$383K	\$413K	\$414K
Percent Change from Prior Year	10%	4%	2%	2%	-1%	-2%	-2%	2%	13%	9%	37%	27%	21%

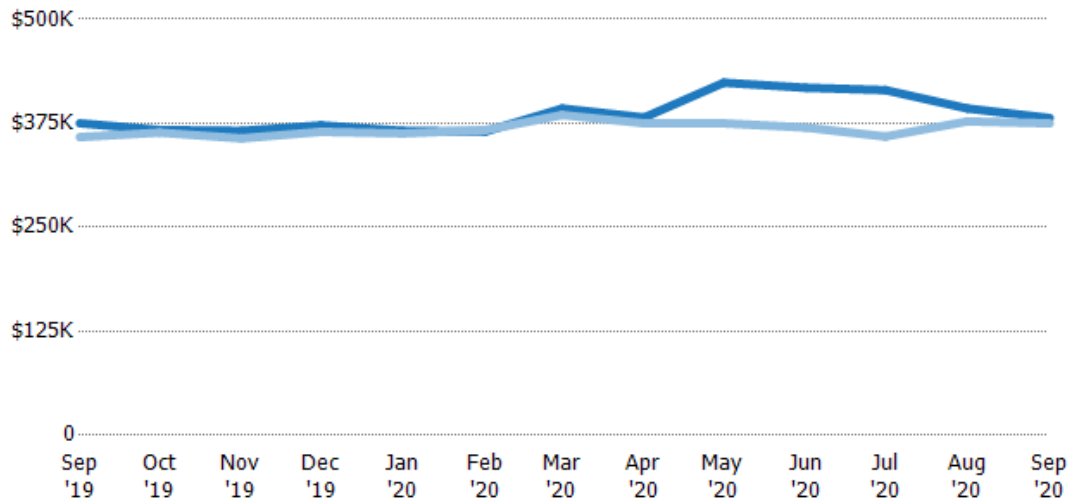
Median Listing Price

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.
Sep '20	\$381K	1.7%
Sep '19	\$375K	4.6%
Sep '18	\$358K	-3.4%



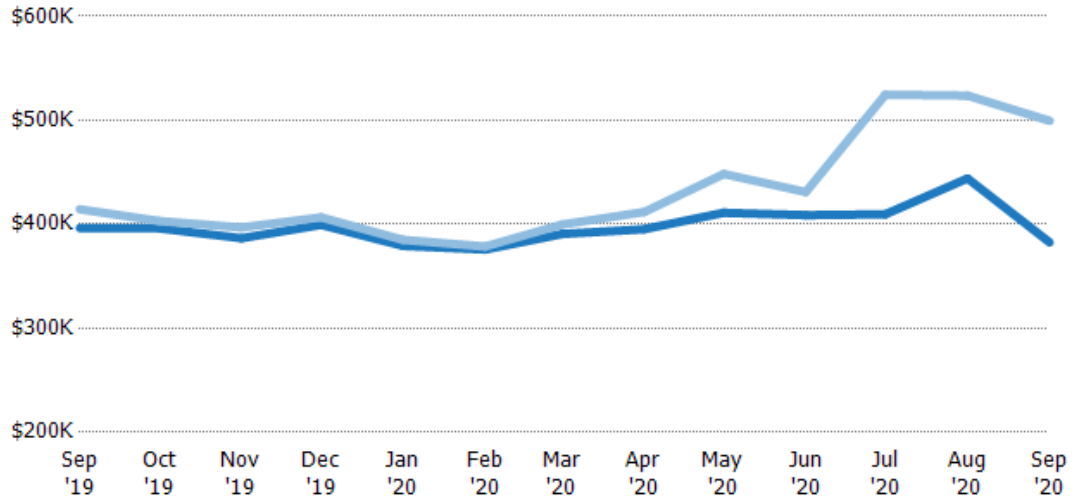
Current Year	\$375K	\$367K	\$366K	\$373K	\$366K	\$365K	\$393K	\$382K	\$424K	\$418K	\$415K	\$393K	\$381K
Prior Year	\$358K	\$364K	\$357K	\$365K	\$363K	\$367K	\$385K	\$375K	\$375K	\$370K	\$359K	\$377K	\$375K
Percent Change from Prior Year	5%	1%	3%	2%	1%	-1%	2%	2%	13%	13%	16%	4%	2%

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



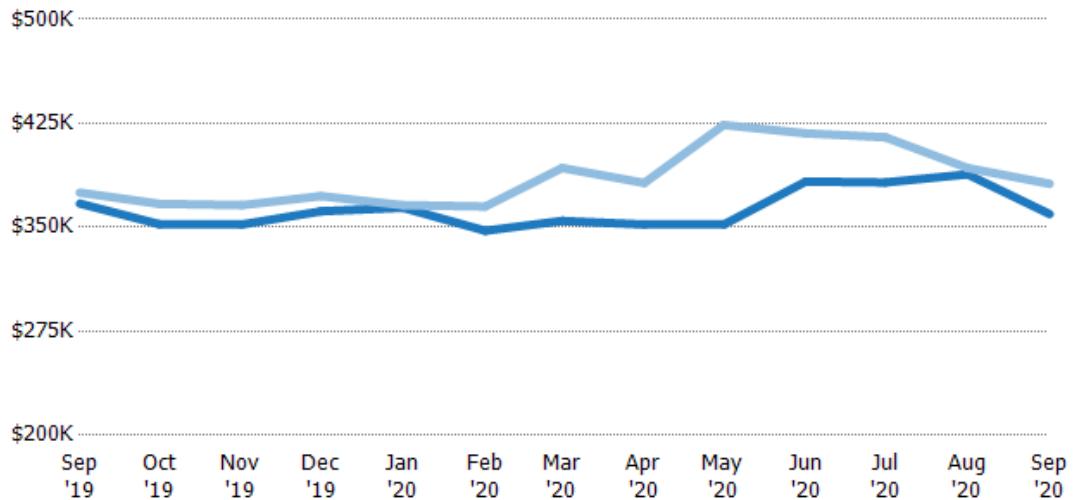
	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20
Avg Est Value	\$396K	\$396K	\$387K	\$399K	\$379K	\$376K	\$391K	\$395K	\$411K	\$409K	\$410K	\$444K	\$383K
Avg Listing Price	\$414K	\$403K	\$397K	\$407K	\$385K	\$379K	\$400K	\$412K	\$448K	\$431K	\$525K	\$524K	\$499K
Avg Listing Price as a % of Avg Est Value	105%	102%	103%	102%	102%	101%	102%	104%	109%	105%	128%	118%	131%

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



	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20
Median Est Value	\$367K	\$352K	\$352K	\$362K	\$364K	\$347K	\$355K	\$352K	\$352K	\$383K	\$382K	\$388K	\$360K
Median Listing Price	\$375K	\$367K	\$366K	\$373K	\$366K	\$365K	\$393K	\$382K	\$424K	\$418K	\$415K	\$393K	\$381K
Med Listing Price as a % of Med Est Value	102%	104%	104%	103%	101%	105%	111%	109%	120%	109%	109%	101%	106%

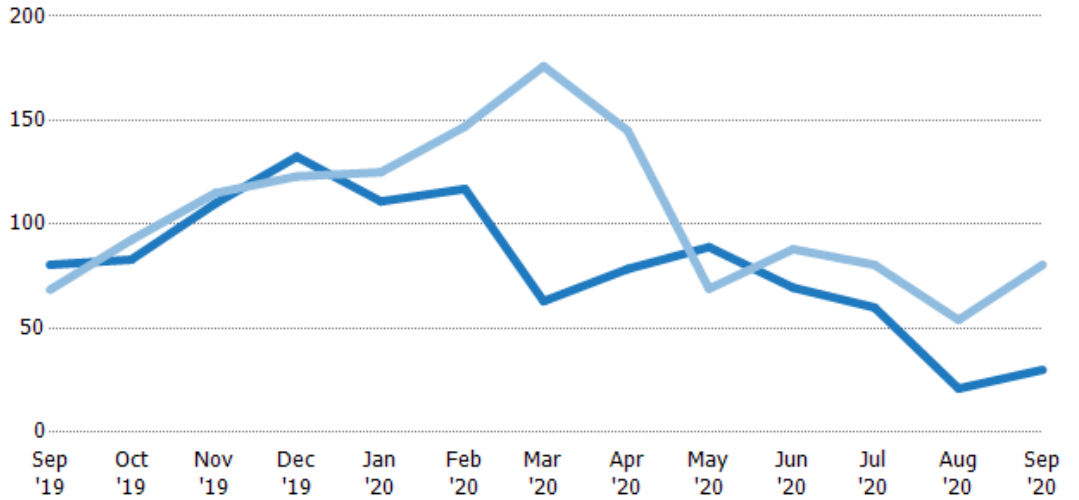
Median Days in RPR

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.
Sep '20	30	-62.7%
Sep '19	80.5	17.5%
Sep '18	68.5	2.2%



	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20
Current Year	80.5	83	110	133	111	117	63	78.5	89	69.5	60	21	30
Prior Year	68.5	92.5	115	123	125	147	176	145	69	88	80.5	54	80.5
Percent Change from Prior Year	18%	-10%	-4%	8%	-11%	-20%	-64%	-46%	29%	-21%	-25%	-61%	-63%

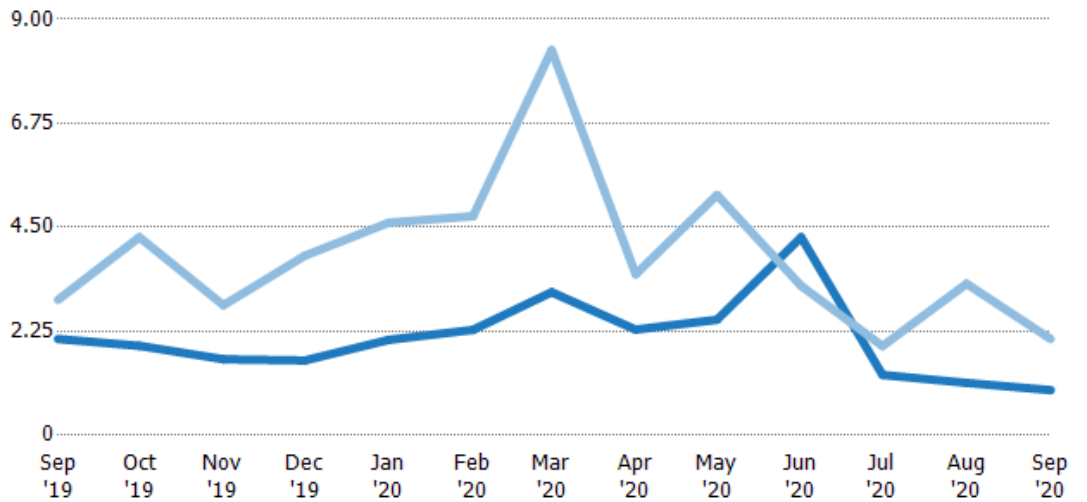
Months of Inventory

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.
Sep '20	0.98	-53.1%
Sep '19	2.08	-28.9%
Sep '18	2.93	26.5%



	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20
Current Year	2.08	1.93	1.64	1.62	2.06	2.28	3.1	2.29	2.5	4.29	1.31	1.13	0.98
Prior Year	2.93	4.29	2.81	3.88	4.6	4.74	8.33	3.48	5.2	3.23	1.93	3.28	2.08
Percent Change from Prior Year	-29%	-55%	-42%	-58%	-55%	-52%	-63%	-34%	-52%	33%	-32%	-65%	-53%

Absorption Rate

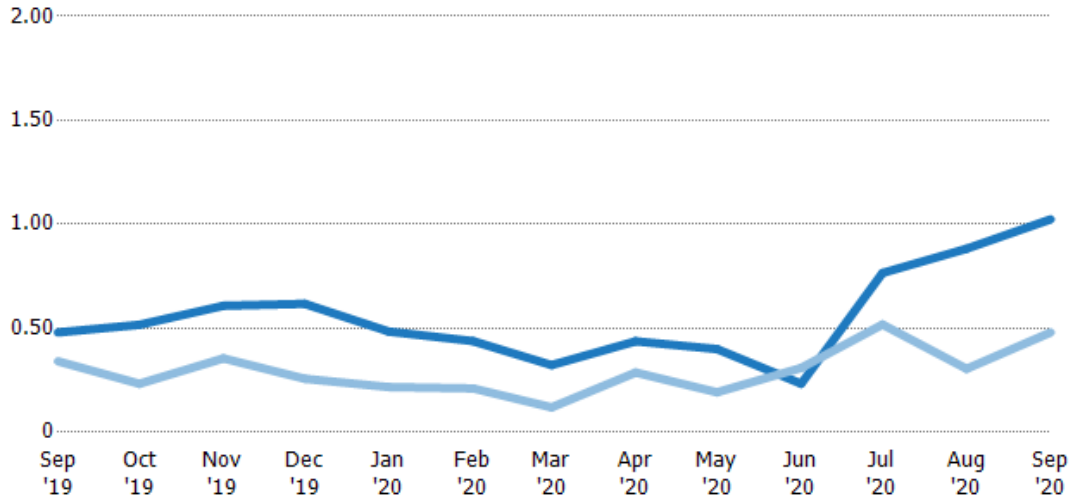
The percentage of inventory sold per month.

Filters Used

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

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

Month/ Year	Rate	Chg.
Sep '20	102%	-54.4%
Sep '19	48%	-13.9%
Sep '18	34%	-20.9%



	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20
Current Year	48%	52%	61%	62%	48%	44%	32%	44%	40%	23%	77%	88%	102%
Prior Year	34%	23%	36%	26%	22%	21%	12%	29%	19%	31%	52%	31%	48%
Change from Prior Year	-14%	-28%	-25%	-36%	-27%	-23%	-20%	-15%	-21%	8%	-25%	-58%	-54%

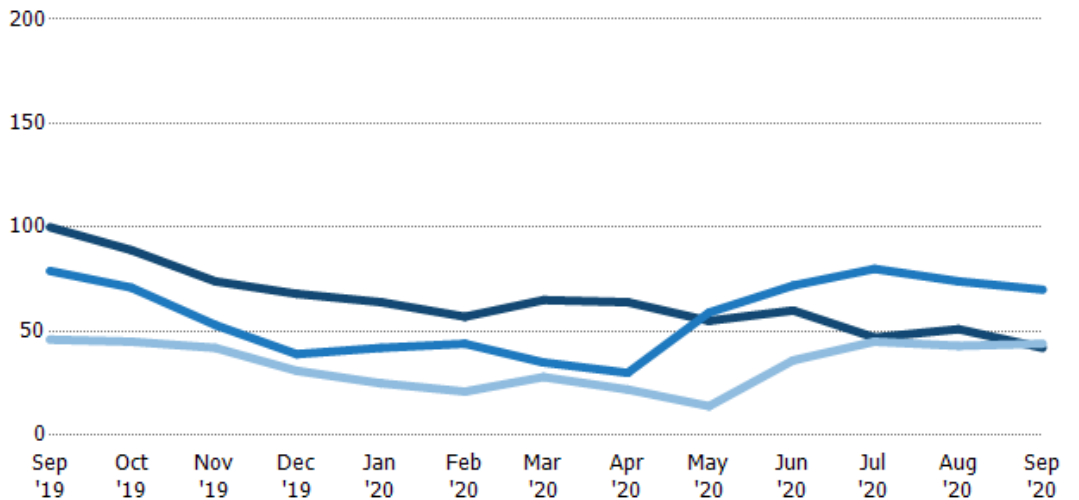
Active/Pending/Sold Units

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



	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20
Active	100	89	74	68	64	57	65	64	55	60	47	51	42
Pending	79	71	53	39	42	44	35	30	59	72	80	74	70
Sold	46	45	42	31	25	21	28	22	14	36	45	43	44

New Pending Sales

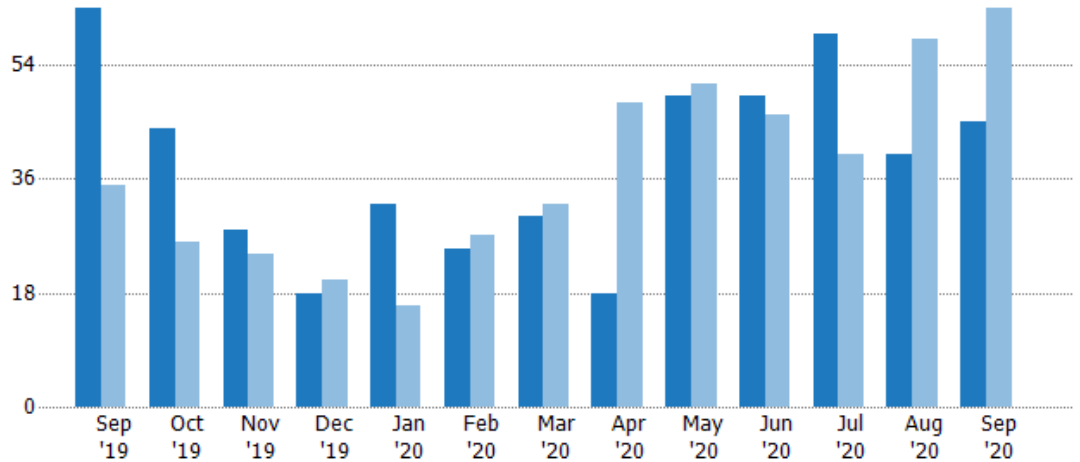
The number of residential properties with accepted offers that were added each month.

Filters Used

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

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

Month/ Year	Count	% Chg.
Sep '20	45	-28.6%
Sep '19	63	80%
Sep '18	35	-17.1%



Current Year	63	44	28	18	32	25	30	18	49	49	59	40	45
Prior Year	35	26	24	20	16	27	32	48	51	46	40	58	63
Percent Change from Prior Year	80%	69%	17%	-10%	100%	-7%	-6%	-63%	-4%	7%	48%	-31%	-29%

New Pending Sales Volume

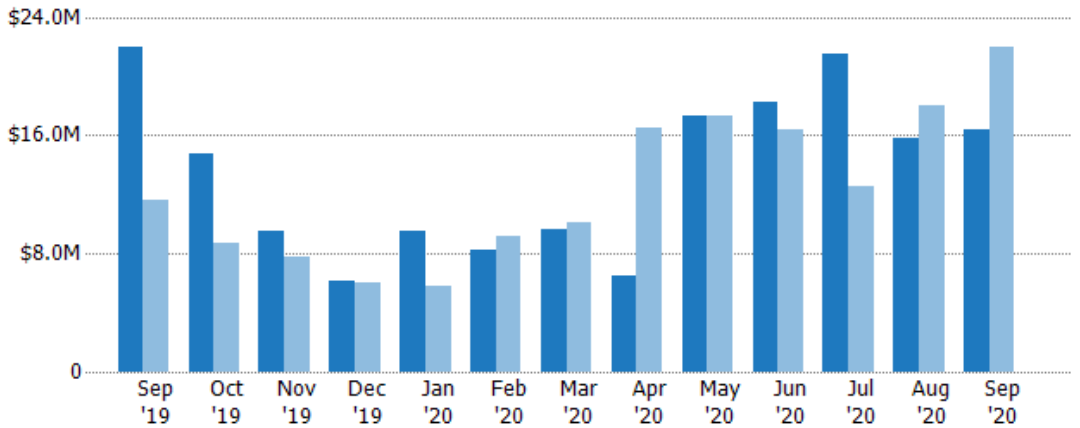
The sum of the sales price of residential properties with accepted offers that were added each month.

Filters Used

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

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

Month/ Year	Volume	% Chg.
Sep '20	\$16.3M	-25.5%
Sep '19	\$21.9M	89.7%
Sep '18	\$11.6M	-21.7%



Current Year	\$21.9M	\$14.8M	\$9.52M	\$6.18M	\$9.48M	\$8.27M	\$9.64M	\$6.47M	\$17.3M	\$18.2M	\$21.5M	\$15.8M	\$16.3M
Prior Year	\$11.6M	\$8.68M	\$7.74M	\$6.02M	\$5.77M	\$9.17M	\$10.1M	\$16.5M	\$17.3M	\$16.3M	\$12.6M	\$18M	\$21.9M
Percent Change from Prior Year	90%	70%	23%	3%	64%	-10%	-4%	-61%	0%	12%	71%	-12%	-26%

Pending Sales

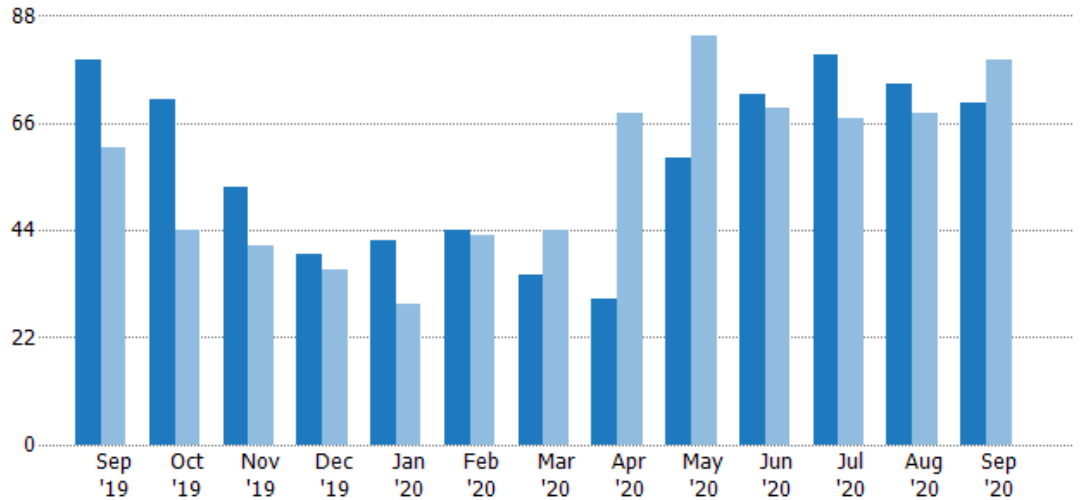
The number of residential properties with accepted offers that were available at the end each month.

Filters Used

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

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

Month/ Year	Count	% Chg.
Sep '20	70	-11.4%
Sep '19	79	29.5%
Sep '18	61	-21.3%



Current Year	79	71	53	39	42	44	35	30	59	72	80	74	70
Prior Year	61	44	41	36	29	43	44	68	84	69	67	68	79
Percent Change from Prior Year	30%	61%	29%	8%	45%	2%	-20%	-56%	-30%	4%	19%	9%	-11%

Pending Sales Volume

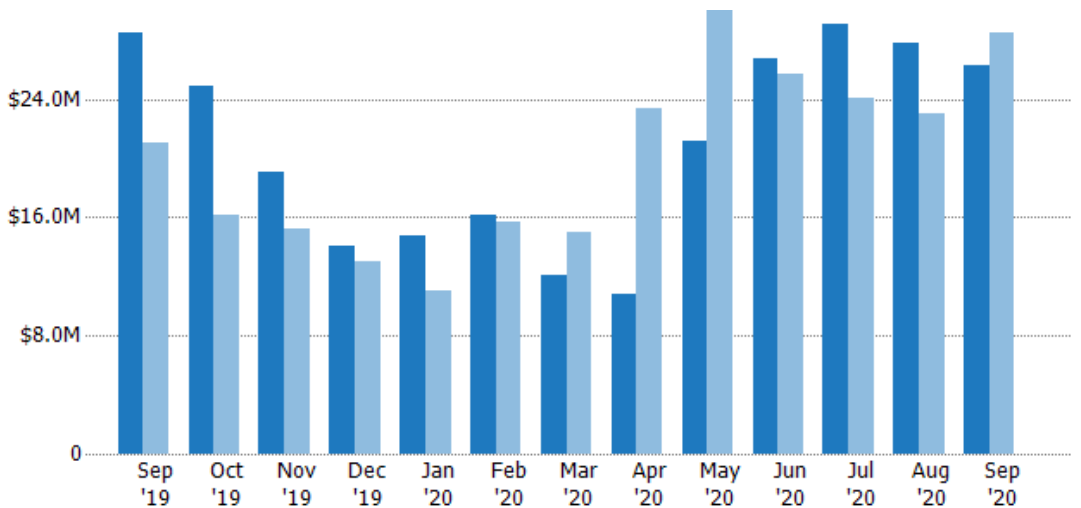
The sum of the sales price of residential properties with accepted offers that were available at the end of each month.

Filters Used

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

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

Month/ Year	Volume	% Chg.
Sep '20	\$26.3M	-7.8%
Sep '19	\$28.5M	35.3%
Sep '18	\$21.1M	-21.6%



Current Year	\$28.5M	\$24.9M	\$19M	\$14.1M	\$14.7M	\$16.1M	\$12M	\$10.8M	\$21.1M	\$26.8M	\$29.1M	\$27.7M	\$26.3M
Prior Year	\$21.1M	\$16.2M	\$15.2M	\$13M	\$11.1M	\$15.7M	\$15M	\$23.4M	\$30M	\$25.6M	\$24.1M	\$23.1M	\$28.5M
Percent Change from Prior Year	35%	54%	25%	8%	33%	3%	-20%	-54%	-30%	4%	21%	20%	-8%

Closed Sales

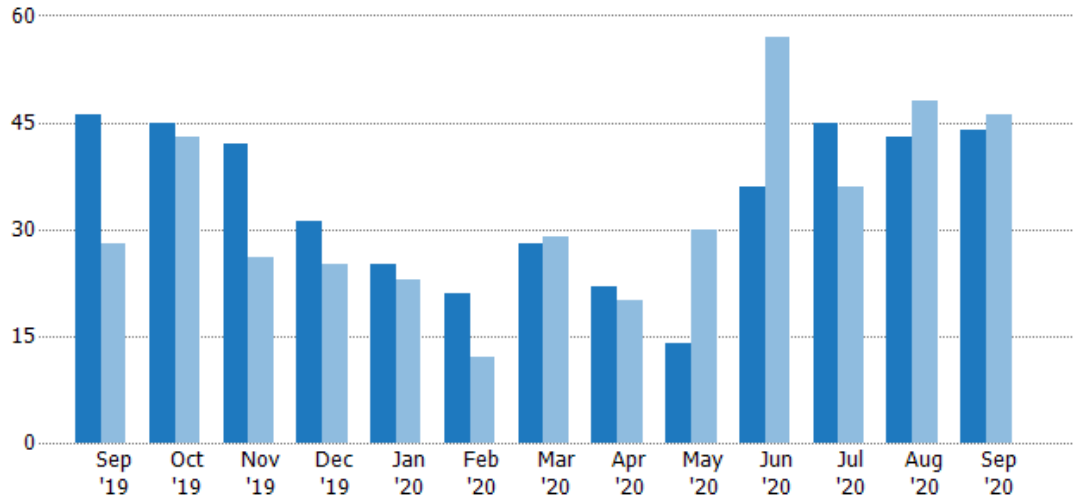
The total number of residential properties sold each month.

Filters Used

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

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

Month/ Year	Count	% Chg.
Sep '20	44	-4.3%
Sep '19	46	64.3%
Sep '18	28	32.1%



	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20
Current Year	46	45	42	31	25	21	28	22	14	36	45	43	44
Prior Year	28	43	26	25	23	12	29	20	30	57	36	48	46
Percent Change from Prior Year	64%	5%	62%	24%	9%	75%	-3%	10%	-53%	-37%	25%	-10%	-4%

Closed Sales Volume

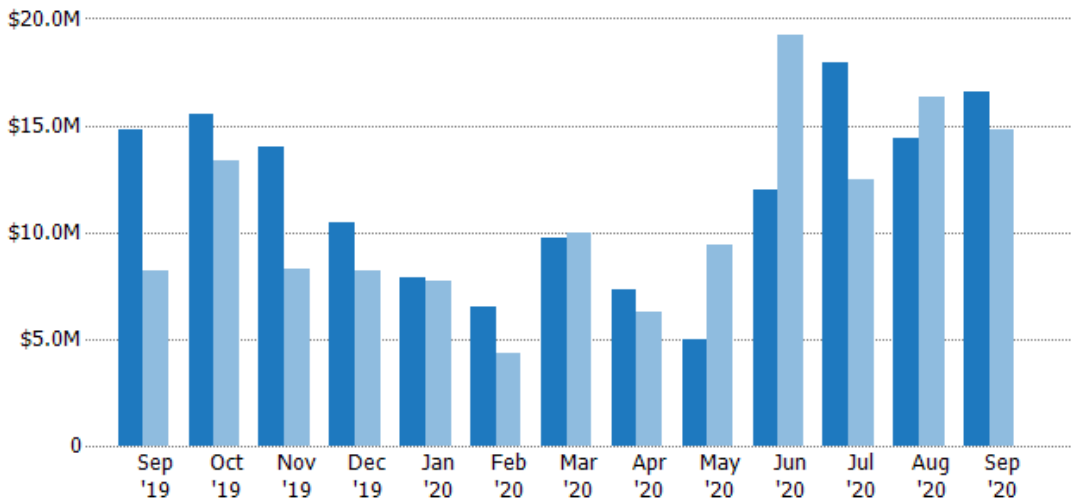
The sum of the sales price of residential properties sold each month.

Filters Used

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

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

Month/ Year	Volume	% Chg.
Sep '20	\$16.6M	11.7%
Sep '19	\$14.8M	80.8%
Sep '18	\$8.2M	37.5%



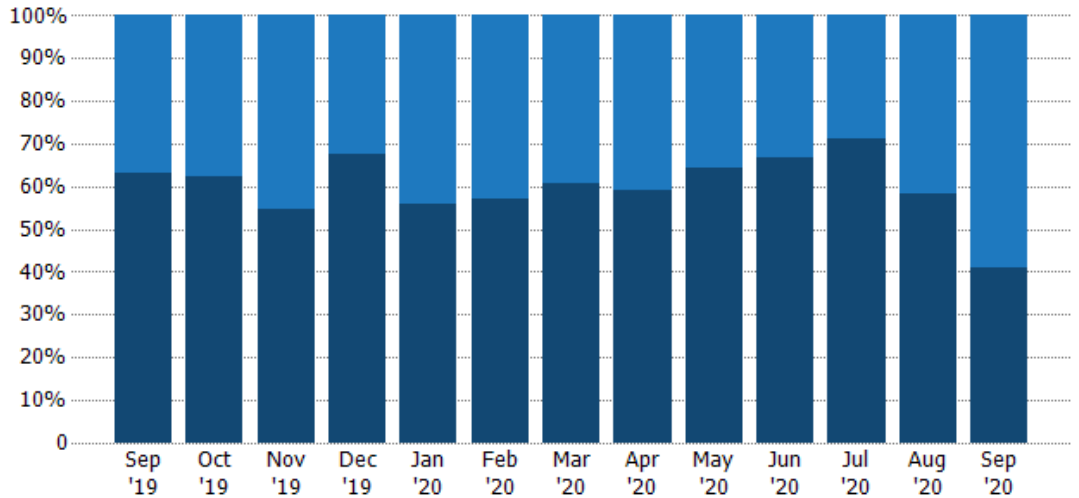
	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20
Current Year	\$14.8M	\$15.5M	\$14M	\$10.4M	\$7.92M	\$6.51M	\$9.71M	\$7.31M	\$4.98M	\$12M	\$18M	\$14.4M	\$16.6M
Prior Year	\$8.2M	\$13.4M	\$8.31M	\$8.23M	\$7.73M	\$4.37M	\$9.95M	\$6.3M	\$9.38M	\$19.2M	\$12.5M	\$16.3M	\$14.8M
Percent Change from Prior Year	81%	16%	68%	27%	2%	49%	-2%	16%	-47%	-38%	44%	-12%	12%

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



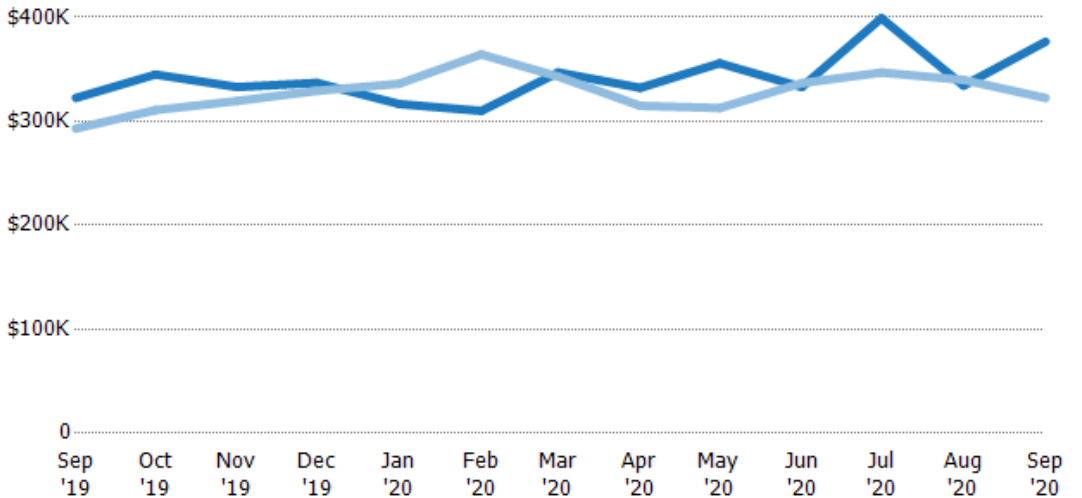
Condo/Townhouse	37%	38%	45%	32%	44%	43%	39%	41%	36%	33%	29%	42%	59%
Single Family Residence	63%	62%	55%	68%	56%	57%	61%	59%	64%	67%	71%	58%	41%

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	\$322K	\$345K	\$333K	\$337K	\$317K	\$310K	\$347K	\$332K	\$356K	\$333K	\$399K	\$334K	\$377K
Prior Year	\$293K	\$311K	\$320K	\$329K	\$336K	\$364K	\$343K	\$315K	\$313K	\$337K	\$347K	\$340K	\$322K
Percent Change from Prior Year	10%	11%	4%	2%	-6%	-15%	1%	6%	14%	-1%	15%	-2%	17%

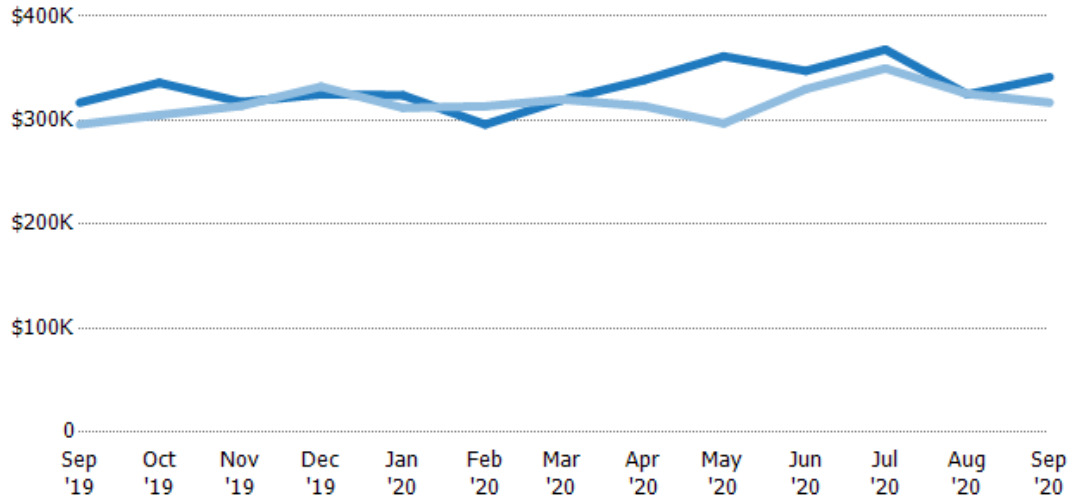
Median Sales Price

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.
Sep '20	\$341K	7.7%
Sep '19	\$317K	7.1%
Sep '18	\$296K	3.5%



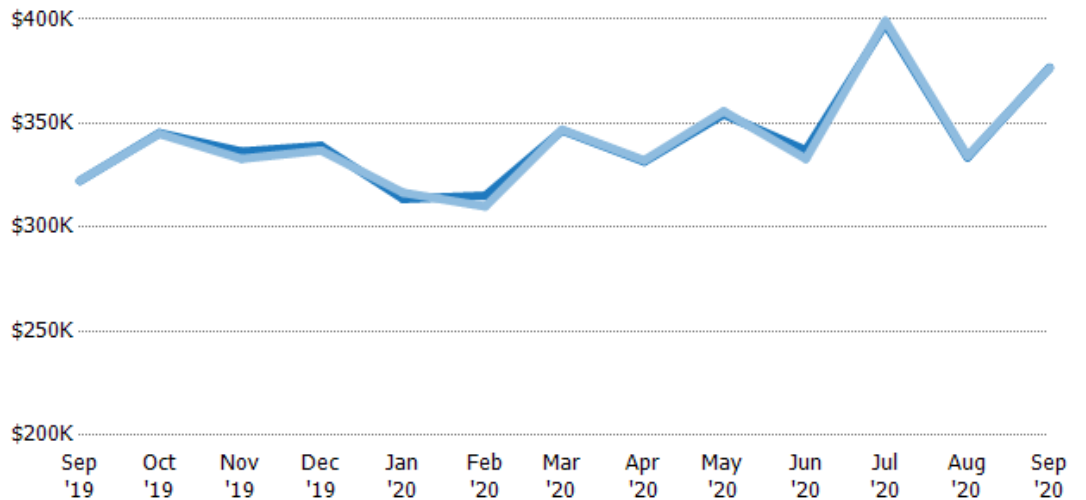
Current Year	\$317K	\$336K	\$318K	\$325K	\$324K	\$296K	\$320K	\$339K	\$362K	\$348K	\$368K	\$325K	\$341K
Prior Year	\$296K	\$305K	\$314K	\$332K	\$312K	\$313K	\$320K	\$314K	\$297K	\$330K	\$350K	\$325K	\$317K
Percent Change from Prior Year	7%	10%	1%	-2%	4%	-6%	0%	8%	22%	5%	5%	0%	8%

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



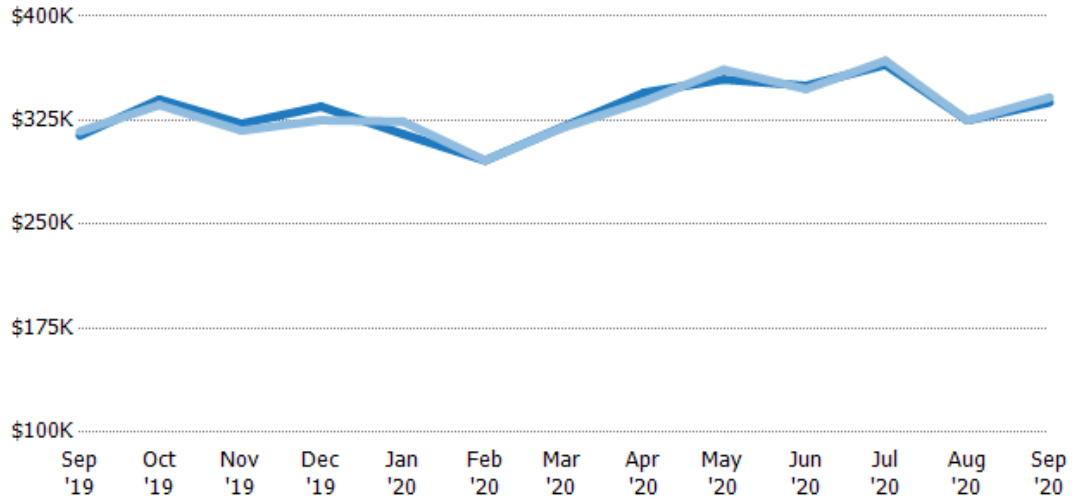
Avg List Price	\$322K	\$345K	\$336K	\$339K	\$314K	\$315K	\$347K	\$332K	\$354K	\$337K	\$398K	\$334K	\$377K
Avg Sales Price	\$322K	\$345K	\$333K	\$337K	\$317K	\$310K	\$347K	\$332K	\$356K	\$333K	\$399K	\$334K	\$377K
Avg Sales Price as a % of Avg List Price	100%	100%	99%	99%	101%	98%	100%	100%	100%	99%	100%	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



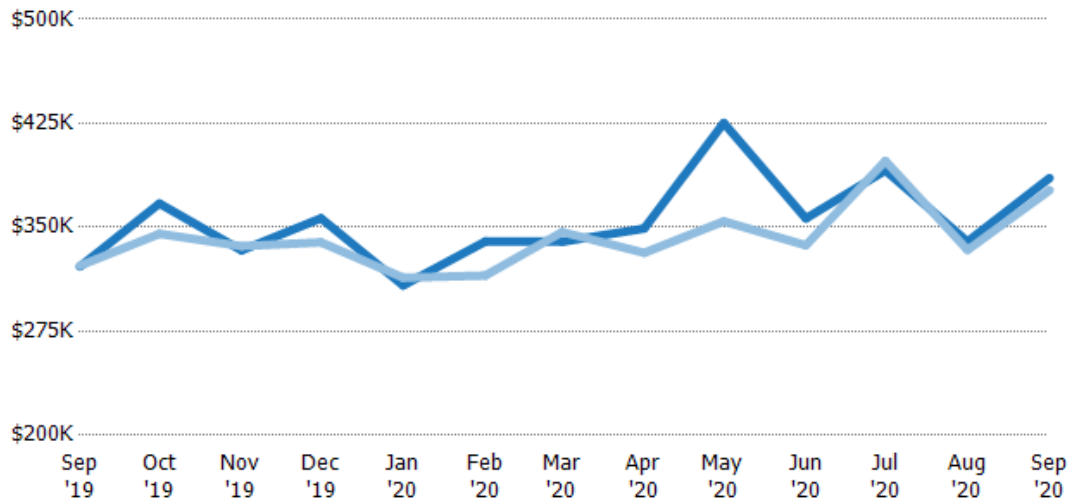
	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20
Median List Price	\$314K	\$340K	\$322K	\$335K	\$315K	\$296K	\$320K	\$345K	\$354K	\$350K	\$365K	\$325K	\$338K
Median Sales Price	\$317K	\$336K	\$318K	\$325K	\$324K	\$296K	\$320K	\$339K	\$362K	\$348K	\$368K	\$325K	\$341K
Med Sales Price as a % of Med List Price	101%	99%	98%	97%	103%	100%	100%	98%	102%	99%	101%	100%	101%

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



	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20
Avg Est Value	\$322K	\$367K	\$333K	\$357K	\$308K	\$340K	\$340K	\$349K	\$425K	\$356K	\$391K	\$340K	\$386K
Avg Sales Price	\$322K	\$345K	\$336K	\$339K	\$314K	\$315K	\$347K	\$332K	\$354K	\$337K	\$398K	\$334K	\$377K
Avg Sales Price as a % of Avg Est Value	100%	94%	101%	95%	102%	93%	102%	95%	83%	95%	102%	98%	98%

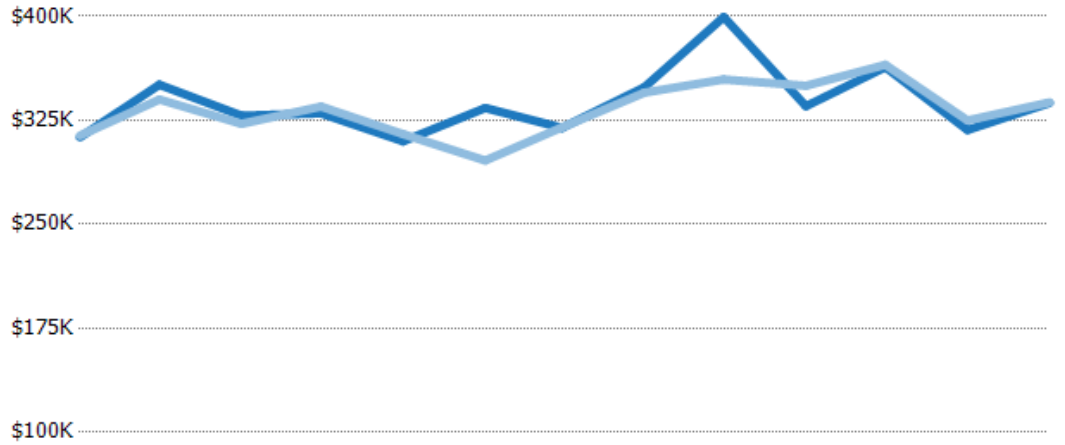
Median Sales Price vs Median Est Value

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



	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20
Median Est Value	\$313K	\$351K	\$328K	\$330K	\$310K	\$334K	\$320K	\$349K	\$399K	\$335K	\$363K	\$318K	\$337K
Median Sales Price	\$314K	\$340K	\$322K	\$335K	\$315K	\$296K	\$320K	\$345K	\$354K	\$350K	\$365K	\$325K	\$338K
Med Sales Price as a % of Med Est Value	100%	97%	98%	101%	102%	89%	100%	99%	89%	104%	100%	102%	100%