

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	Nov 2020	Nov 2019	+ / -	YTD 2020	YTD 2019	+ / -
Listing Activity Charts Metrics						
New Listing Count	18	19	-5.3%	409	437	-6.4%
New Listing Volume	\$6,006,100	\$6,038,835	-0.5%	\$160,470,425	\$150,989,658	+6.3%
Active Listing Count	22	74	-70.3%	N/A	N/A	
Active Listing Volume	\$16,347,878	\$29,374,964	-44.3%	N/A	N/A	
Average Listing Price	\$743,085	\$396,959	+87.2%	\$457,855	\$398,980	+14.8%
Median Listing Price	\$429,700	\$365,950	+17.4%	\$393,309	\$370,876	+6%
Median Days in RPR	60	110	-45.5%	62.99	96.11	-34.5%
Months of Inventory	0.6	1.6	-63.8%	1.5	3.1	-50.2%
Absorption Rate	168.18%	60.81%	+107.4%	65.82%	32.77%	+33%
Sales Activity Charts Metrics						
New Pending Sales Count	42	28	+50%	434	452	-4%
New Pending Sales Volume	\$15,376,149	\$9,523,035	+61.5%	\$157,087,545	\$151,811,359	+3.5%
Pending Sales Count	74	52	+42.3%	N/A	N/A	
Pending Sales Volume	\$27,661,048	\$18,268,099	+51.4%	N/A	N/A	
Closed Sales Count	44	42	+4.8%	360	387	-7%
Closed Sales Volume	\$17,328,761	\$13,982,635	+23.9%	\$129,159,780	\$129,844,765	-0.5%
Average Sales Price	\$393,835	\$332,920	+18.3%	\$358,777	\$335,516	+6.9%
Median Sales Price	\$394,000	\$317,500	+24.1%	\$345,751	\$323,709	+6.8%

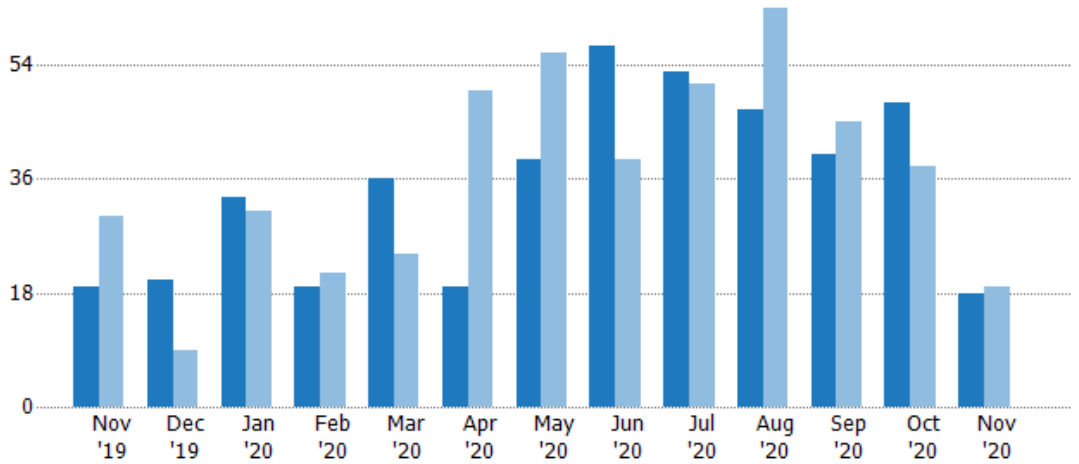
New Listings

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.
Nov '20	18	-5.3%
Nov '19	19	-36.7%
Nov '18	30	-36.7%

	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20
Current Year	19	20	33	19	36	19	39	57	53	47	40	48	18
Prior Year	30	9	31	21	24	50	56	39	51	63	45	38	19
Percent Change from Prior Year	-37%	122%	6%	-10%	50%	-62%	-30%	46%	4%	-25%	-11%	26%	-5%

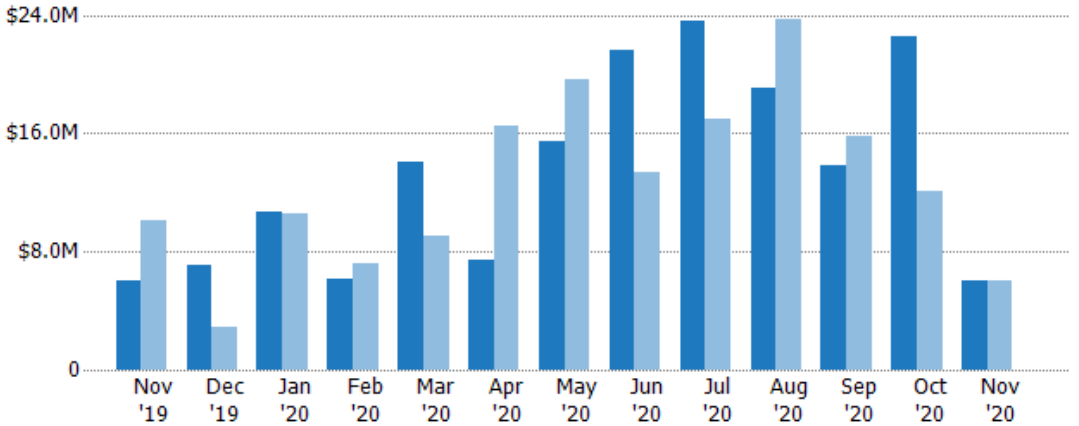
New Listing Volume

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.
Nov '20	\$6.01M	-0.5%
Nov '19	\$6.04M	-39.9%
Nov '18	\$10M	-40.6%

	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20
Current Year	\$6.04M	\$7.03M	\$10.6M	\$6.17M	\$14M	\$7.43M	\$15.5M	\$21.6M	\$23.7M	\$19.1M	\$13.9M	\$22.5M	\$6.01M
Prior Year	\$10M	\$2.94M	\$10.6M	\$7.2M	\$9.09M	\$16.5M	\$19.6M	\$13.4M	\$16.9M	\$23.8M	\$15.8M	\$12M	\$6.04M
Percent Change from Prior Year	-40%	139%	1%	-14%	54%	-55%	-21%	62%	40%	-20%	-12%	87%	-1%

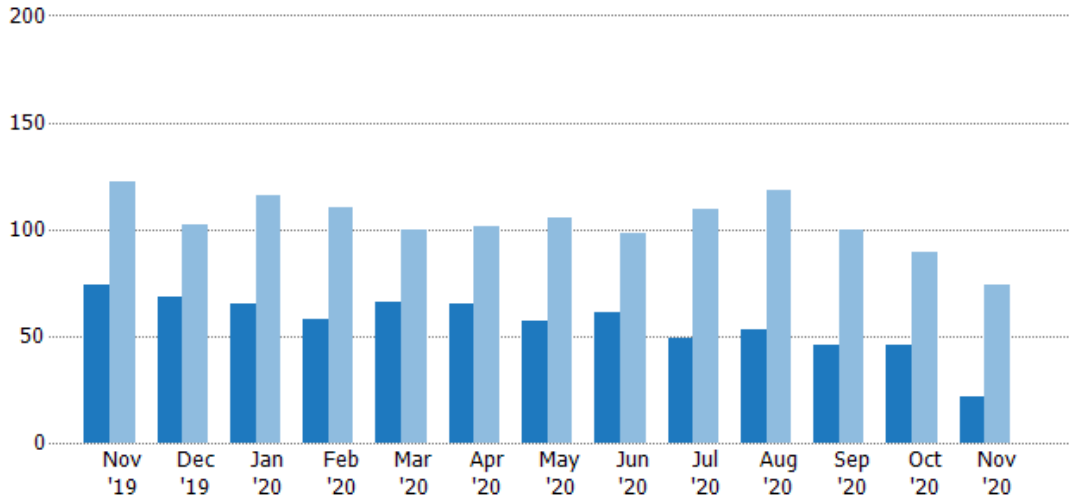
Active Listings

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.
Nov '20	22	-70.3%
Nov '19	74	-39.3%
Nov '18	122	-14.8%

Month/Year	Current Year	Prior Year	Percent Change from Prior Year
Nov '20	22	74	-70%
Oct '20	46	89	-48%
Sep '20	46	100	-54%
Aug '20	53	118	-55%
Jul '20	49	109	-55%
Jun '20	61	98	-38%
May '20	57	105	-46%
Apr '20	65	101	-36%
Mar '20	66	100	-34%
Feb '20	58	110	-47%
Jan '20	65	116	-44%
Dec '19	68	102	-33%
Nov '19	74	122	-39%

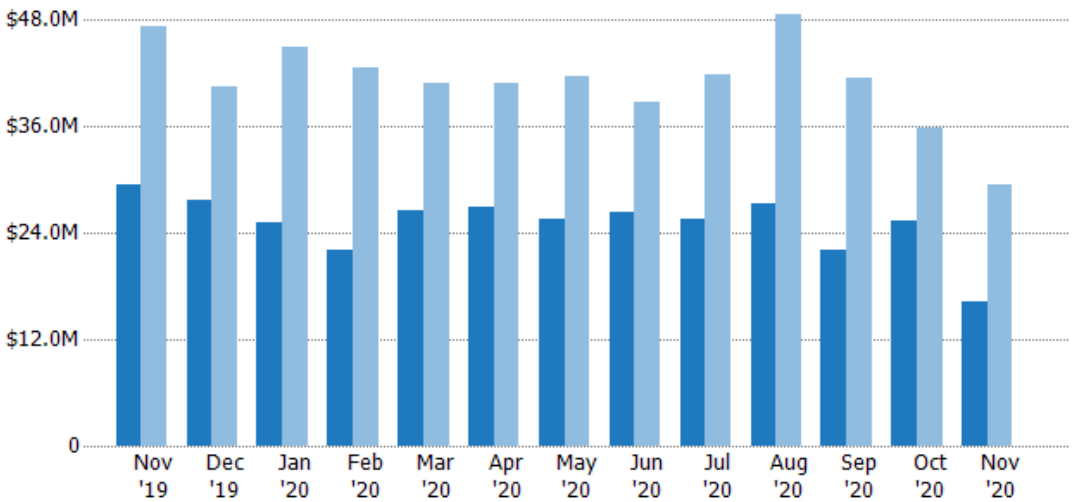
Active Listing Volume

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.
Nov '20	\$16.3M	-44.3%
Nov '19	\$29.4M	-37.8%
Nov '18	\$47.2M	-11.3%

Month/Year	Current Year	Prior Year	Percent Change from Prior Year
Nov '20	\$16.3M	\$29.4M	-44%
Oct '20	\$25.4M	\$35.9M	-29%
Sep '20	\$22.2M	\$41.4M	-47%
Aug '20	\$27.2M	\$48.7M	-44%
Jul '20	\$25.6M	\$41.9M	-39%
Jun '20	\$26.4M	\$38.7M	-32%
May '20	\$25.5M	\$41.7M	-39%
Apr '20	\$26.9M	\$40.8M	-34%
Mar '20	\$26.5M	\$40.8M	-35%
Feb '20	\$22.1M	\$42.6M	-48%
Jan '20	\$25.1M	\$44.9M	-44%
Dec '19	\$27.7M	\$40.6M	-32%
Nov '19	\$29.4M	\$47.2M	-38%

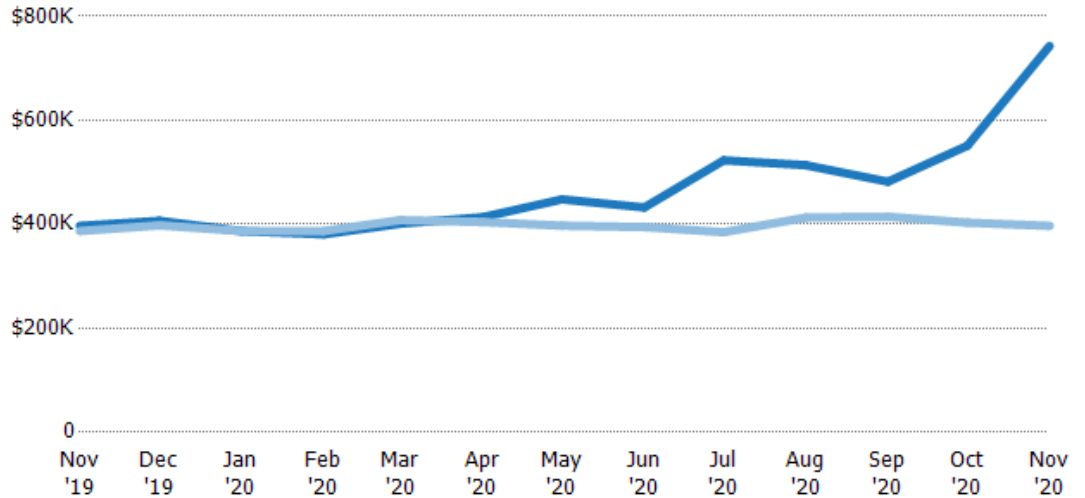
Average Listing Price

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.
Nov '20	\$743K	87.2%
Nov '19	\$397K	2.6%
Nov '18	\$387K	4%



Current Year	\$397K	\$407K	\$387K	\$381K	\$401K	\$414K	\$448K	\$432K	\$523K	\$514K	\$482K	\$551K	\$743K
Prior Year	\$387K	\$398K	\$387K	\$387K	\$408K	\$404K	\$397K	\$395K	\$385K	\$413K	\$414K	\$403K	\$397K
Percent Change from Prior Year	3%	2%	0%	-2%	-2%	2%	13%	10%	36%	24%	16%	37%	87%

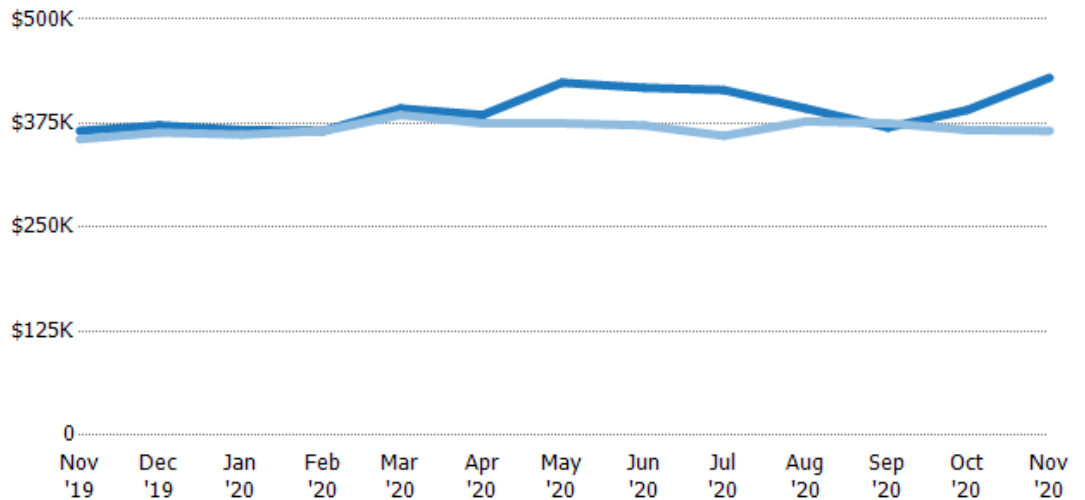
Median Listing Price

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.
Nov '20	\$430K	17.4%
Nov '19	\$366K	2.8%
Nov '18	\$356K	9.3%



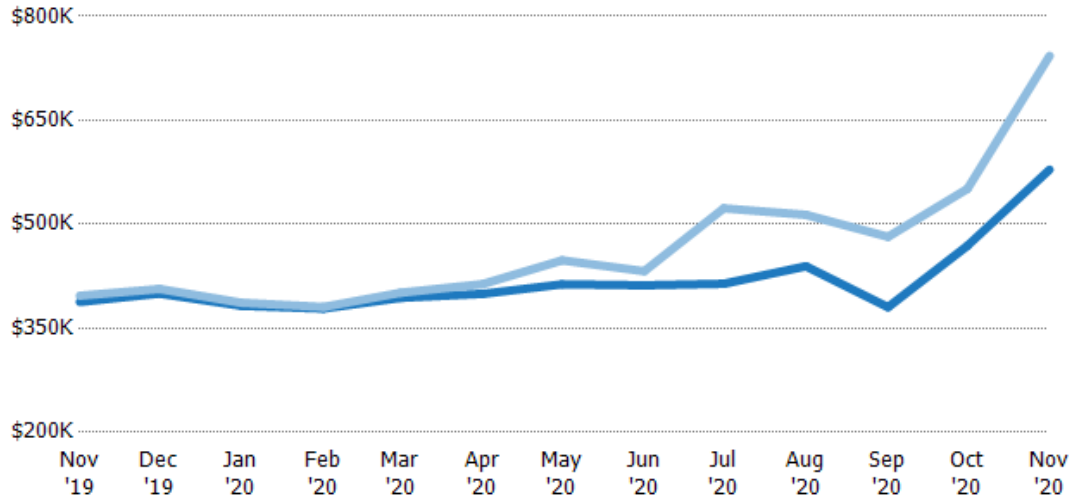
Current Year	\$366K	\$373K	\$367K	\$366K	\$393K	\$385K	\$424K	\$418K	\$415K	\$393K	\$370K	\$391K	\$430K
Prior Year	\$356K	\$364K	\$361K	\$366K	\$385K	\$375K	\$375K	\$372K	\$360K	\$377K	\$375K	\$367K	\$366K
Percent Change from Prior Year	3%	2%	2%	0%	2%	3%	13%	12%	15%	4%	-1%	7%	17%

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

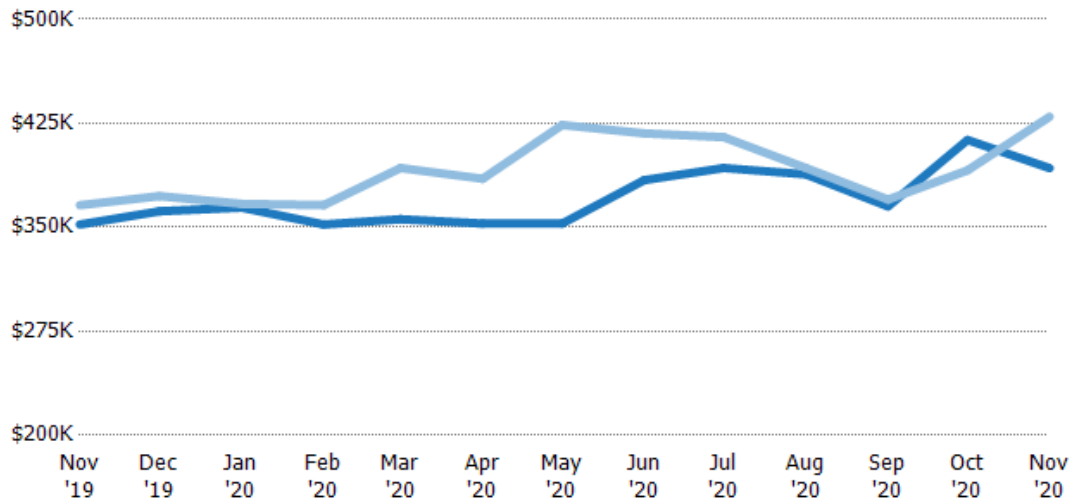


Median Listing Price vs Median Est Value

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



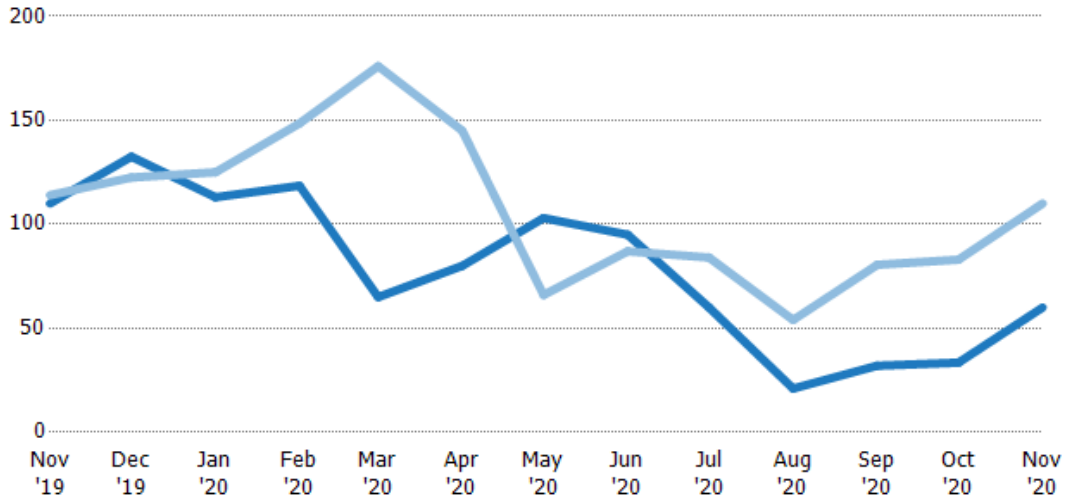
Median Days in RPR

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.
Nov '20	60	-45.5%
Nov '19	110	-3.5%
Nov '18	114	-23.7%



	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20
Current Year	110	133	113	119	65	80	103	95	60	21	32	33.5	60
Prior Year	114	123	125	149	176	145	66	87	84	54	80.5	83	110
Percent Change from Prior Year	-4%	8%	-10%	-20%	-63%	-45%	56%	9%	-29%	-61%	-60%	-60%	-45%

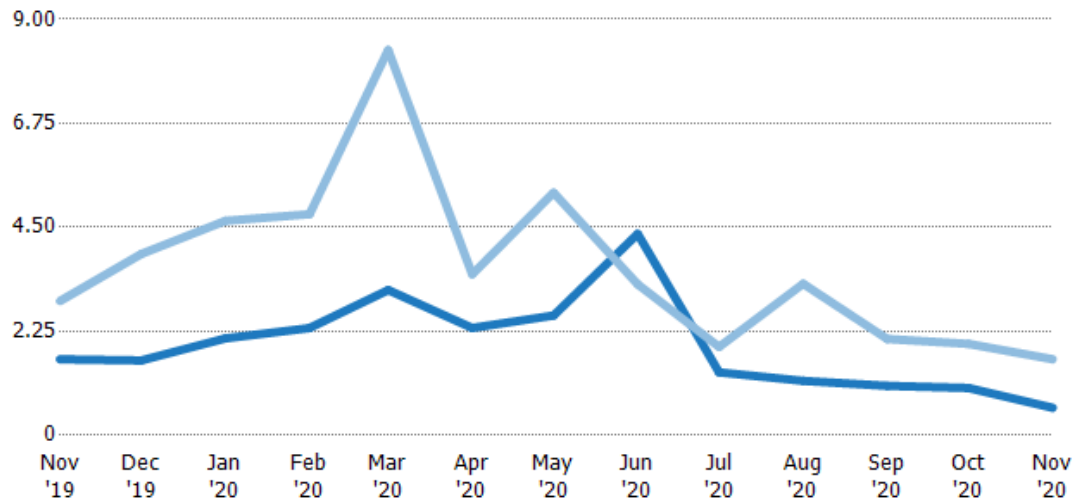
Months of Inventory

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.
Nov '20	0.6	-63.8%
Nov '19	1.64	-43.4%
Nov '18	2.9	-3.2%



	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20
Current Year	1.64	1.62	2.1	2.32	3.14	2.32	2.59	4.36	1.36	1.18	1.07	1.02	0.6
Prior Year	2.9	3.92	4.64	4.78	8.33	3.48	5.25	3.27	1.91	3.28	2.08	1.98	1.64
Percent Change from Prior Year	-43%	-59%	-55%	-51%	-62%	-33%	-51%	33%	-29%	-64%	-49%	-48%	-64%

Absorption Rate

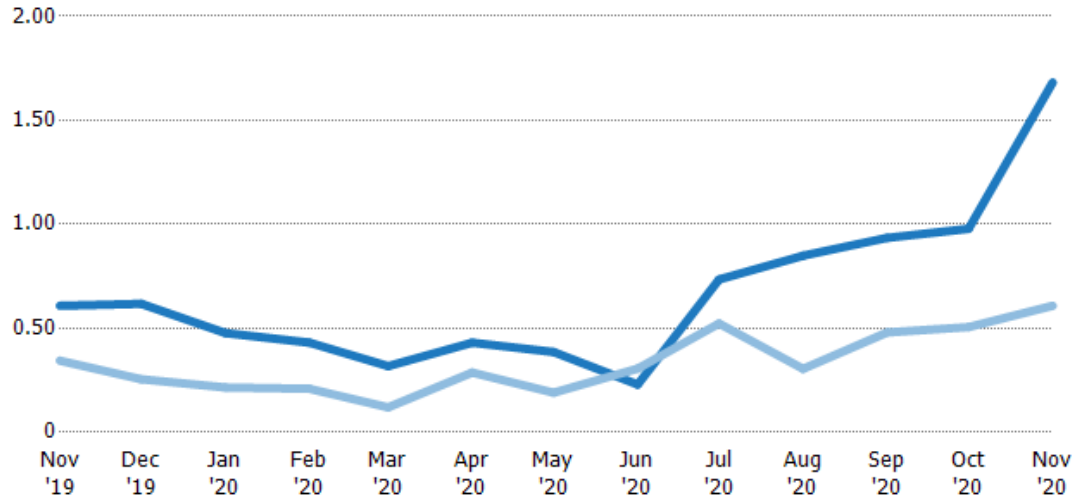
The percentage of inventory sold per month.

Filters Used

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

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

Month/Year	Rate	Chg.
Nov '20	168%	-107.4%
Nov '19	61%	-26.4%
Nov '18	34%	3.3%



	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20
Current Year	61%	62%	48%	43%	32%	43%	39%	23%	73%	85%	93%	98%	168%
Prior Year	34%	25%	22%	21%	12%	29%	19%	31%	52%	31%	48%	51%	61%
Change from Prior Year	-26%	-36%	-26%	-22%	-20%	-14%	-20%	8%	-21%	-54%	-45%	-47%	-107%

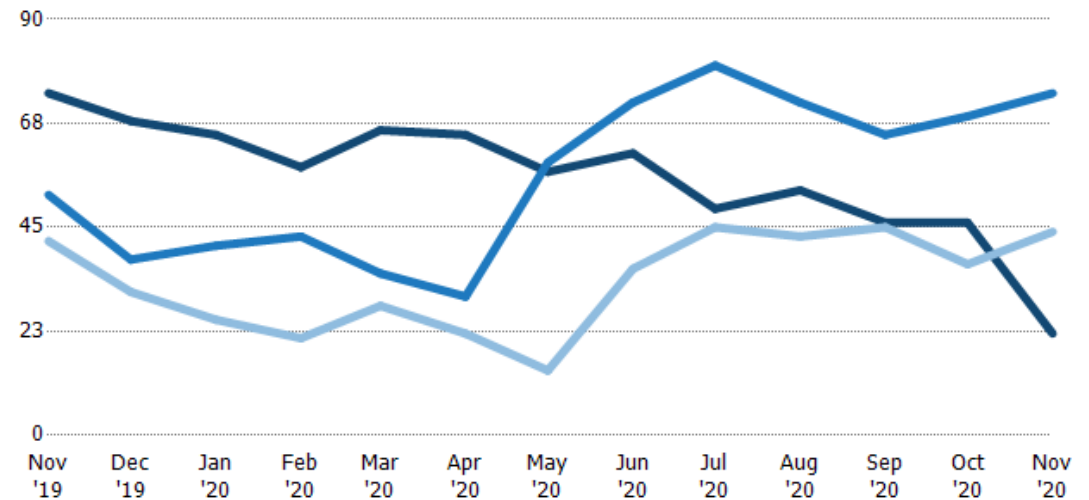
Active/Pending/Sold Units

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



	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20
Active	74	68	65	58	66	65	57	61	49	53	46	46	22
Pending	52	38	41	43	35	30	59	72	80	72	65	69	74
Sold	42	31	25	21	28	22	14	36	45	43	45	37	44

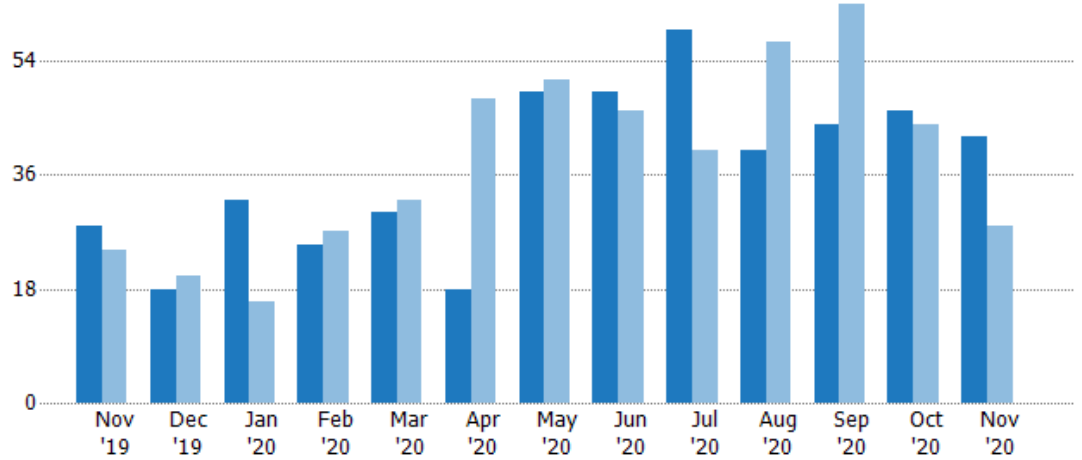
New Pending Sales

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



	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20
Current Year	28	18	32	25	30	18	49	49	59	40	44	46	42
Prior Year	24	20	16	27	32	48	51	46	40	57	63	44	28
Percent Change from Prior Year	17%	-10%	100%	-7%	-6%	-63%	-4%	7%	48%	-30%	-30%	5%	50%

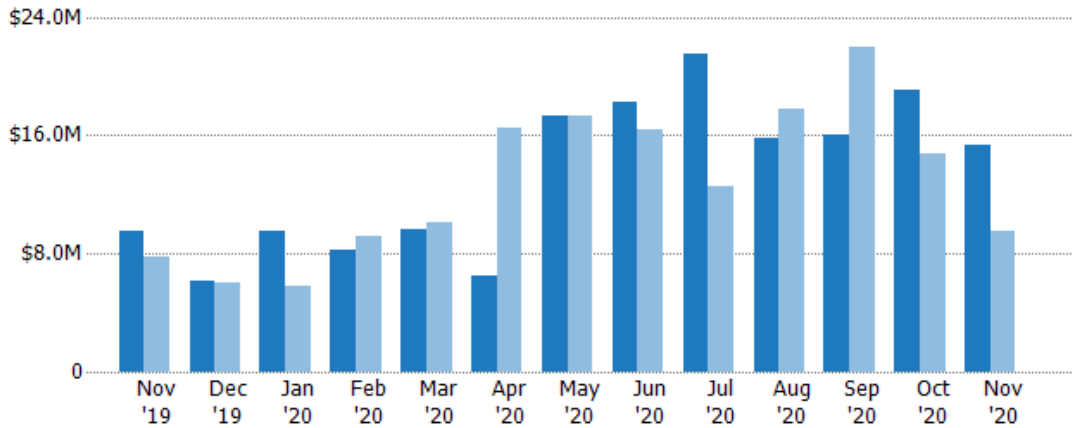
New Pending Sales Volume

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



	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20
Current Year	\$9.52M	\$6.18M	\$9.48M	\$8.27M	\$9.64M	\$6.47M	\$17.3M	\$18.2M	\$21.5M	\$15.8M	\$16M	\$19M	\$15.4M
Prior Year	\$7.74M	\$6.02M	\$5.77M	\$9.17M	\$10.1M	\$16.5M	\$17.3M	\$16.3M	\$12.6M	\$17.8M	\$21.9M	\$14.8M	\$9.52M
Percent Change from Prior Year	23%	3%	64%	-10%	-4%	-61%	0%	12%	71%	-11%	-27%	29%	61%

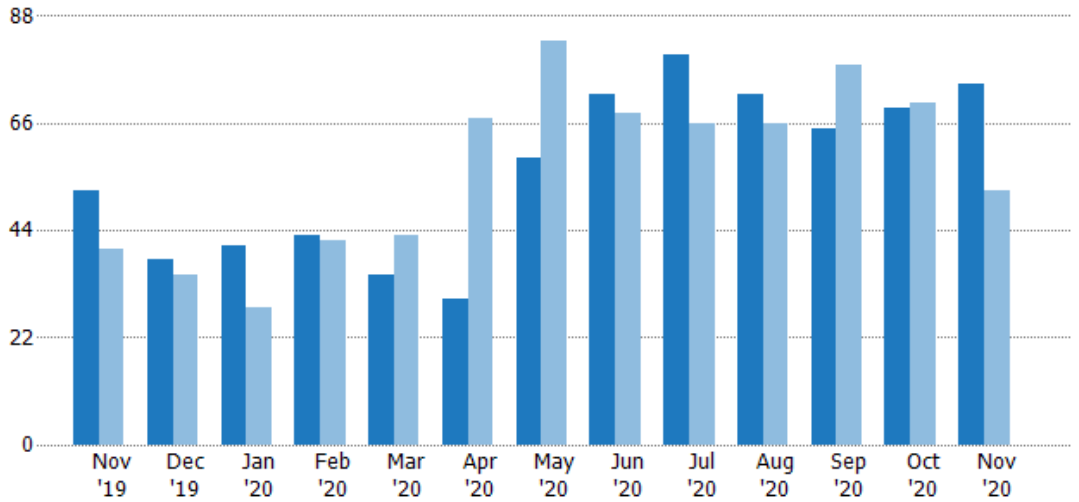
Pending Sales

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



	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20
Current Year	52	38	41	43	35	30	59	72	80	72	65	69	74
Prior Year	40	35	28	42	43	67	83	68	66	66	78	70	52
Percent Change from Prior Year	30%	9%	46%	2%	-19%	-55%	-29%	6%	21%	9%	-17%	-1%	42%

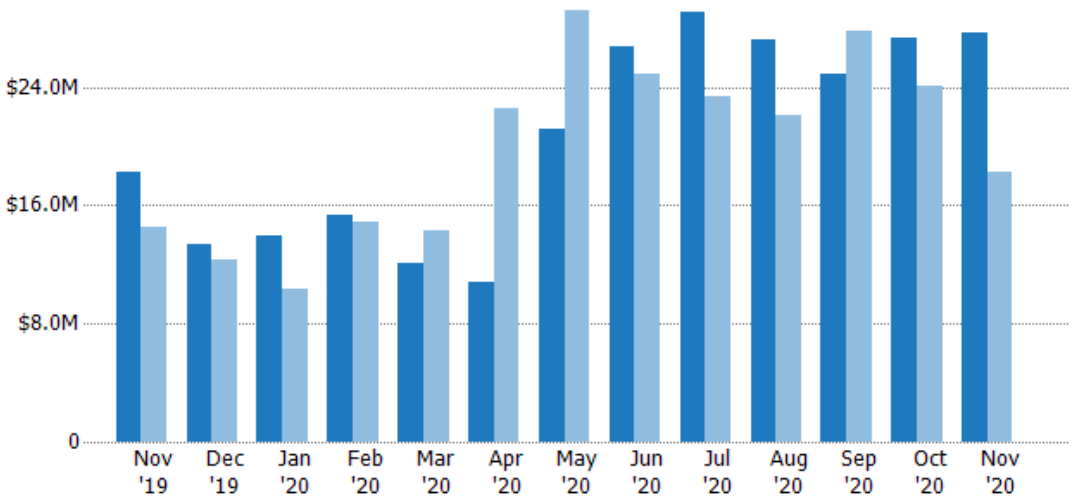
Pending Sales Volume

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



	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20
Current Year	\$18.3M	\$13.3M	\$14M	\$15.4M	\$12M	\$10.8M	\$21.1M	\$26.8M	\$29.1M	\$27.2M	\$24.8M	\$27.3M	\$27.7M
Prior Year	\$14.5M	\$12.3M	\$10.3M	\$14.9M	\$14.3M	\$22.6M	\$29.2M	\$24.9M	\$23.3M	\$22.1M	\$27.8M	\$24.1M	\$18.3M
Percent Change from Prior Year	26%	8%	36%	3%	-16%	-52%	-28%	8%	25%	23%	-11%	13%	51%

Closed Sales

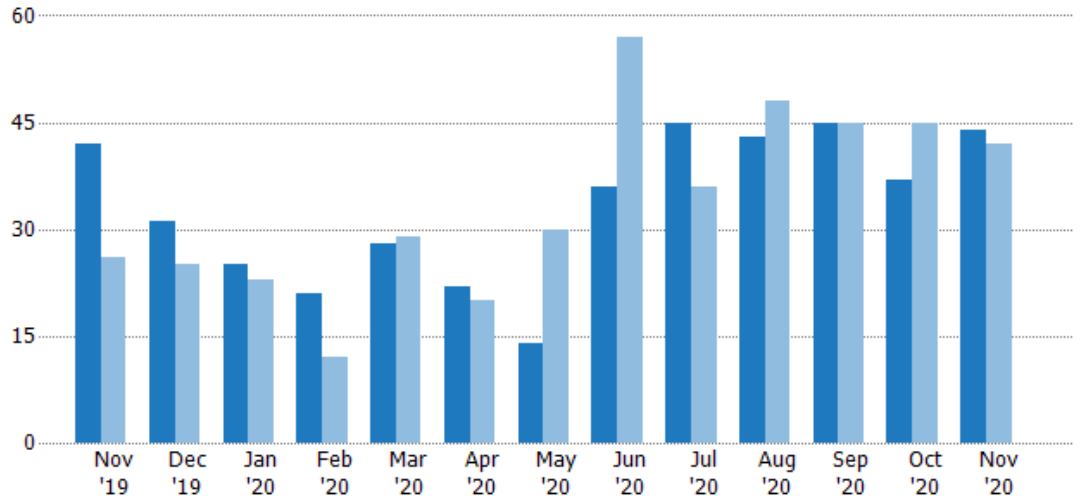
The total number of residential properties sold each month.

Filters Used

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

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

Month/ Year	Count	% Chg.
Nov '20	44	4.8%
Nov '19	42	61.5%
Nov '18	26	26.9%



Current Year	42	31	25	21	28	22	14	36	45	43	45	37	44
Prior Year	26	25	23	12	29	20	30	57	36	48	45	45	42
Percent Change from Prior Year	62%	24%	9%	75%	-3%	10%	-53%	-37%	25%	-10%	0%	-18%	5%

Closed Sales Volume

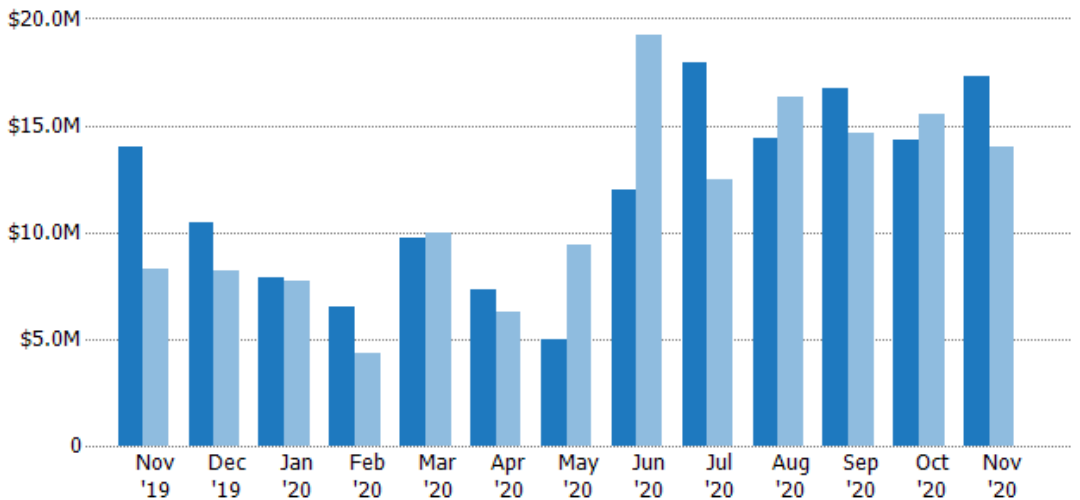
The sum of the sales price of residential properties sold each month.

Filters Used

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

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

Month/ Year	Volume	% Chg.
Nov '20	\$17.3M	23.9%
Nov '19	\$14M	68.3%
Nov '18	\$8.31M	21.3%



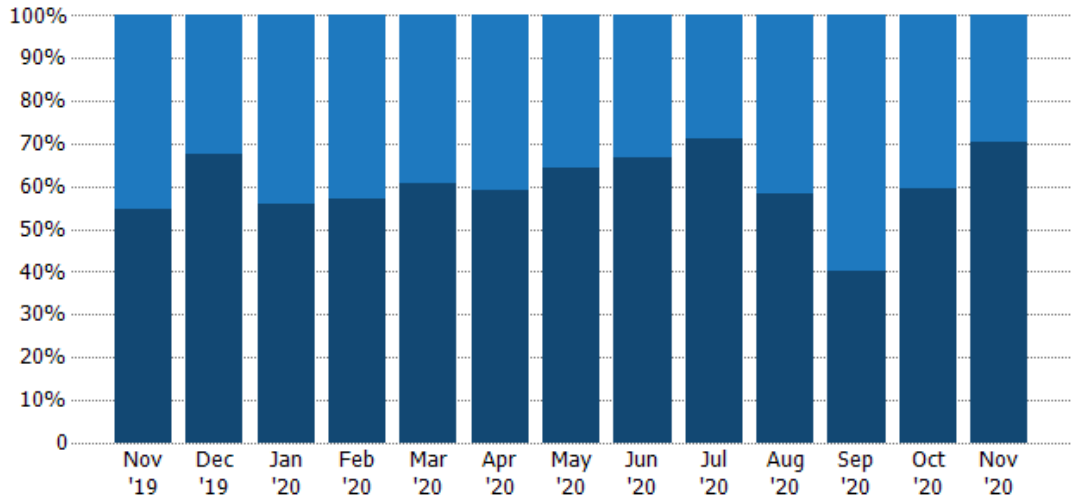
Current Year	\$14M	\$10.4M	\$7.92M	\$6.51M	\$9.71M	\$7.31M	\$4.98M	\$12M	\$18M	\$14.4M	\$16.8M	\$14.3M	\$17.3M
Prior Year	\$8.31M	\$8.23M	\$7.73M	\$4.37M	\$9.95M	\$6.3M	\$9.38M	\$19.2M	\$12.5M	\$16.3M	\$14.6M	\$15.5M	\$14M
Percent Change from Prior Year	68%	27%	2%	49%	-2%	16%	-47%	-38%	44%	-12%	15%	-8%	24%

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



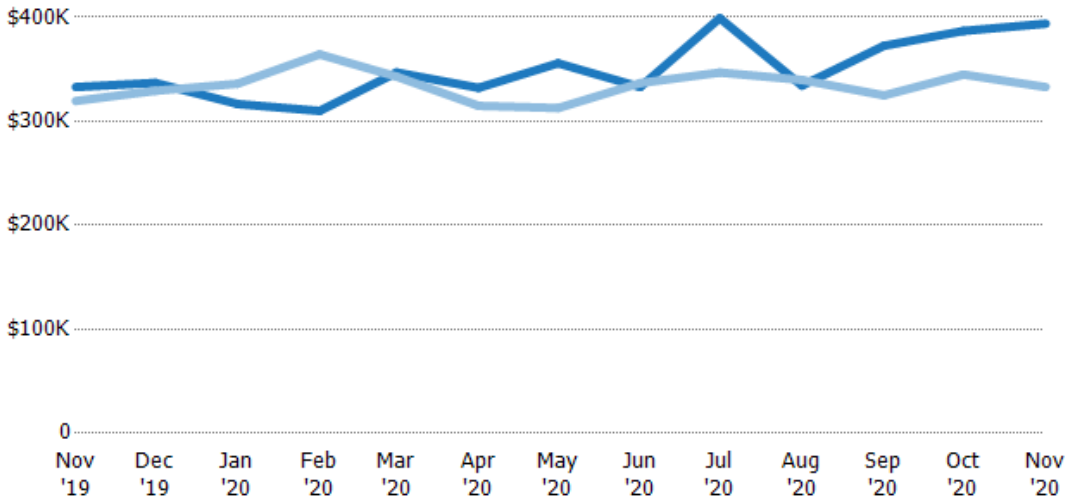
Property Type	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20
Condo/Townhouse	45%	32%	44%	43%	39%	41%	36%	33%	29%	42%	60%	41%	30%
Single Family Residence	55%	68%	56%	57%	61%	59%	64%	67%	71%	58%	40%	59%	70%

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.
Nov '20	\$394K	18.3%
Nov '19	\$333K	4.2%
Nov '18	\$320K	-4.4%

Property Type	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20
Current Year	\$333K	\$337K	\$317K	\$310K	\$347K	\$332K	\$356K	\$333K	\$399K	\$334K	\$373K	\$387K	\$394K
Prior Year	\$320K	\$329K	\$336K	\$364K	\$343K	\$315K	\$313K	\$337K	\$347K	\$340K	\$325K	\$345K	\$333K
Percent Change from Prior Year	4%	2%	-6%	-15%	1%	6%	14%	-1%	15%	-2%	15%	12%	18%

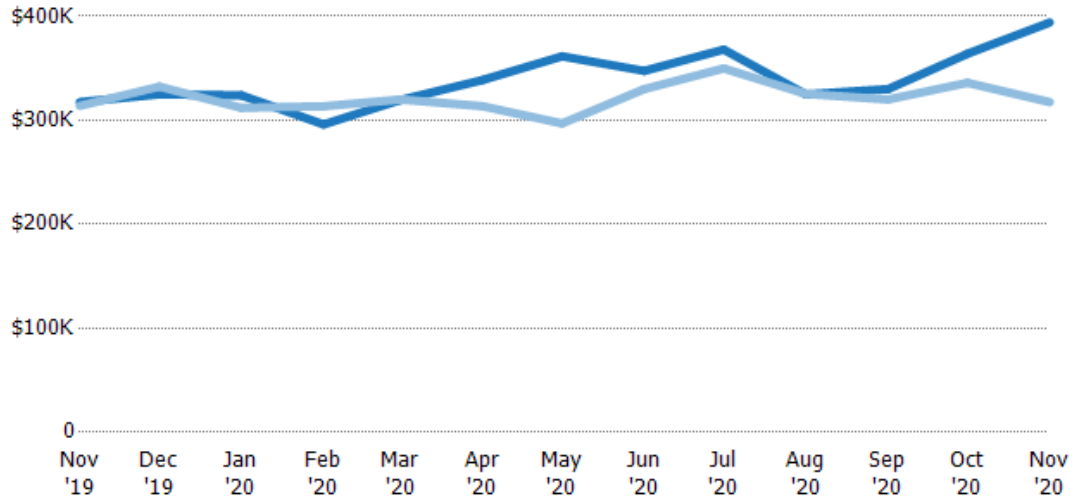
Median Sales Price

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.
Nov '20	\$394K	24.1%
Nov '19	\$318K	1.1%
Nov '18	\$314K	-1.6%



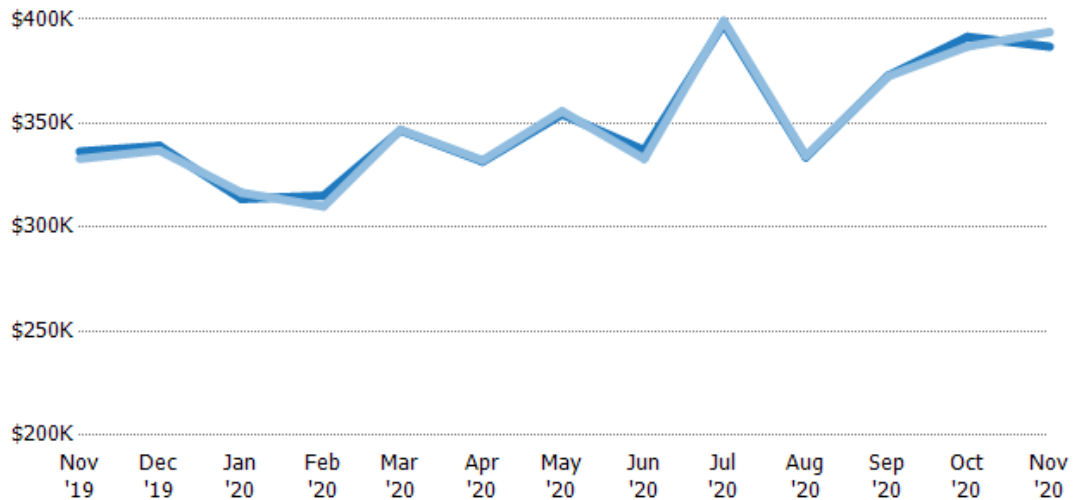
	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20
Current Year	\$318K	\$325K	\$324K	\$296K	\$320K	\$339K	\$362K	\$348K	\$368K	\$325K	\$330K	\$364K	\$394K
Prior Year	\$314K	\$332K	\$312K	\$313K	\$320K	\$314K	\$297K	\$330K	\$350K	\$325K	\$320K	\$336K	\$318K
Percent Change from Prior Year	1%	-2%	4%	-6%	0%	8%	22%	5%	5%	0%	3%	8%	24%

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



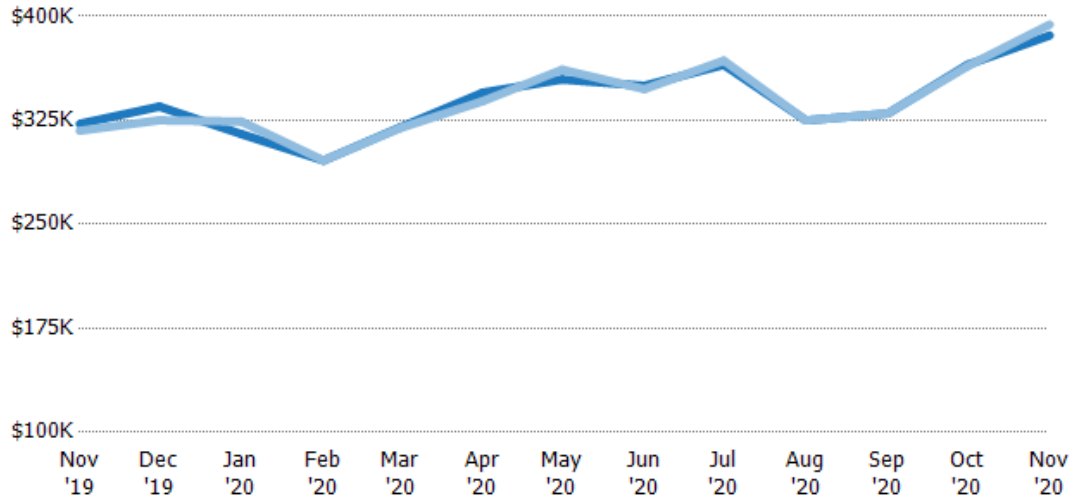
	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20
Avg List Price	\$336K	\$339K	\$314K	\$315K	\$347K	\$332K	\$354K	\$337K	\$398K	\$334K	\$373K	\$392K	\$387K
Avg Sales Price	\$333K	\$337K	\$317K	\$310K	\$347K	\$332K	\$356K	\$333K	\$399K	\$334K	\$373K	\$387K	\$394K
Avg Sales Price as a % of Avg List Price	99%	99%	101%	98%	100%	100%	100%	99%	100%	100%	100%	99%	102%

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



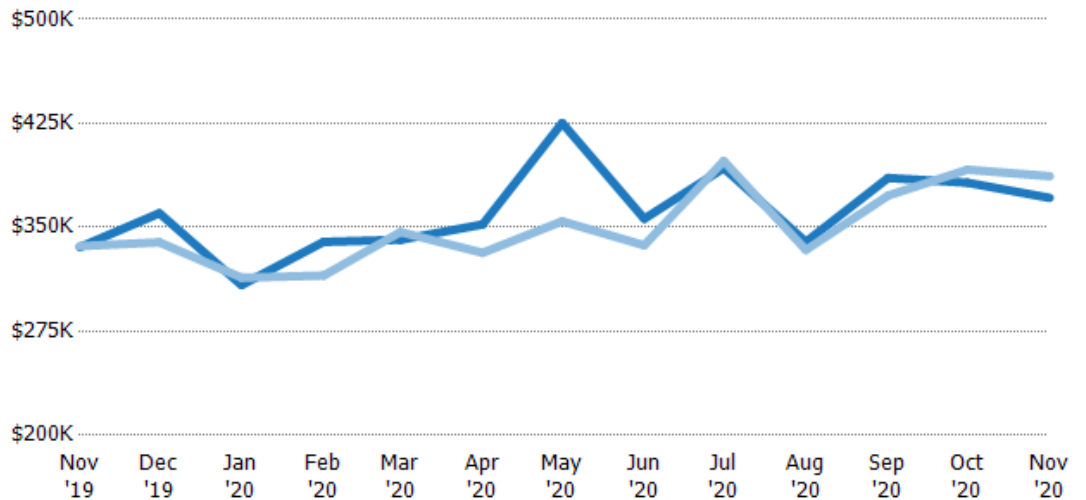
	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20
Median List Price	\$322K	\$335K	\$315K	\$296K	\$320K	\$345K	\$354K	\$350K	\$365K	\$325K	\$330K	\$365K	\$386K
Median Sales Price	\$318K	\$325K	\$324K	\$296K	\$320K	\$339K	\$362K	\$348K	\$368K	\$325K	\$330K	\$364K	\$394K
Med Sales Price as a % of Med List Price	98%	97%	103%	100%	100%	98%	102%	99%	101%	100%	100%	100%	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



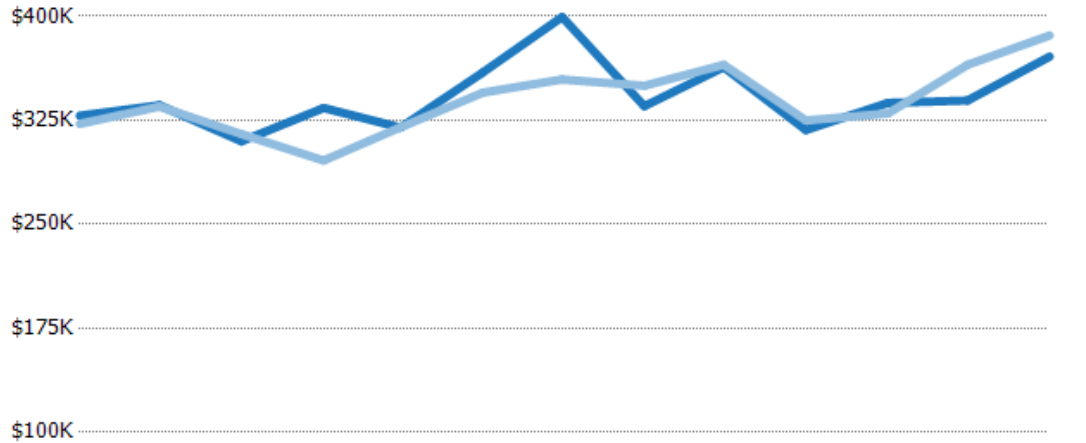
	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20
Avg Est Value	\$336K	\$360K	\$308K	\$339K	\$341K	\$352K	\$425K	\$356K	\$393K	\$340K	\$386K	\$382K	\$371K
Avg Sales Price	\$336K	\$339K	\$314K	\$315K	\$347K	\$332K	\$354K	\$337K	\$398K	\$334K	\$373K	\$392K	\$387K
Avg Sales Price as a % of Avg Est Value	100%	94%	102%	93%	102%	94%	83%	95%	101%	98%	97%	102%	104%

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



	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20
Median Est Value	\$328K	\$336K	\$310K	\$334K	\$320K	\$359K	\$399K	\$335K	\$363K	\$318K	\$337K	\$339K	\$371K
Median Sales Price	\$322K	\$335K	\$315K	\$296K	\$320K	\$345K	\$354K	\$350K	\$365K	\$325K	\$330K	\$365K	\$386K
Med Sales Price as a % of Med Est Value	98%	100%	102%	89%	100%	96%	89%	104%	100%	102%	98%	108%	104%