

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	Oct 2020	Oct 2019	+ / -	YTD 2020	YTD 2019	+ / -
Listing Activity Charts Metrics						
New Listing Count	47	38	+23.7%	391	418	-6.5%
New Listing Volume	\$22,246,599	\$12,047,924	+84.7%	\$154,548,225	\$144,950,823	+6.6%
Active Listing Count	46	89	-48.3%	N/A	N/A	
Active Listing Volume	\$25,353,777	\$35,876,164	-29.3%	N/A	N/A	
Average Listing Price	\$551,169	\$403,103	+36.7%	\$446,473	\$399,123	+11.9%
Median Listing Price	\$391,025	\$366,900	+6.6%	\$391,976	\$371,225	+5.6%
Median Days in RPR	33.5	83	-59.6%	62.78	94.42	-33.5%
Months of Inventory	1	2	-48.3%	1.6	3.1	-46.3%
Absorption Rate	97.83%	50.56%	+47.3%	60.74%	32.6%	+28.1%
Sales Activity Charts Metrics						
New Pending Sales Count	46	44	+4.5%	392	424	-7.5%
New Pending Sales Volume	\$19,016,999	\$14,790,899	+28.6%	\$141,711,396	\$142,288,324	-0.4%
Pending Sales Count	69	70	-1.4%	N/A	N/A	
Pending Sales Volume	\$27,354,499	\$24,112,095	+13.4%	N/A	N/A	
Closed Sales Count	37	45	-17.8%	316	345	-8.4%
Closed Sales Volume	\$14,315,264	\$15,521,767	-7.8%	\$111,831,019	\$115,862,130	-3.5%
Average Sales Price	\$386,899	\$344,928	+12.2%	\$353,896	\$335,832	+5.4%
Median Sales Price	\$364,000	\$336,000	+8.3%	\$339,032	\$324,465	+4.5%

New Listings

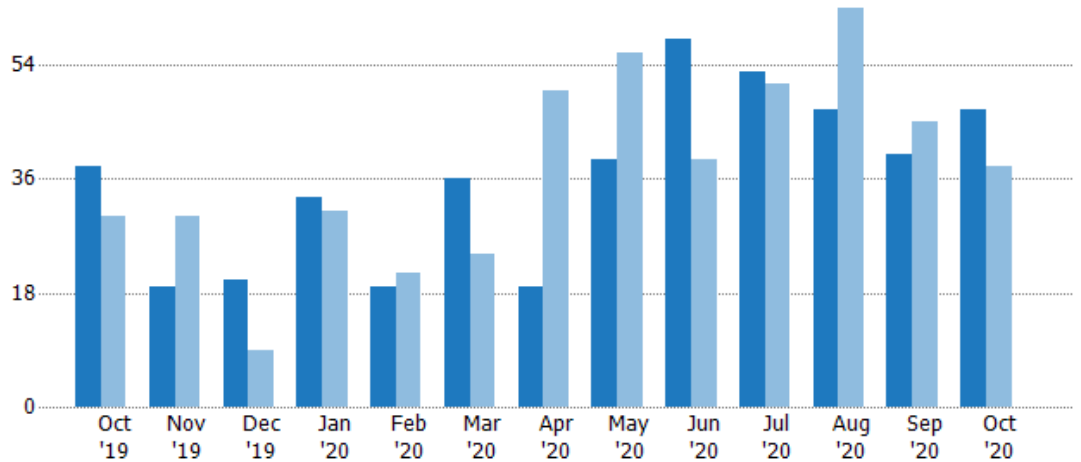
The number of new residential listings that were added each month.

Filters Used

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

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

Month/ Year	Count	% Chg.
Oct '20	47	23.7%
Oct '19	38	26.7%
Oct '18	30	33.3%



Current Year	38	19	20	33	19	36	19	39	58	53	47	40	47
Prior Year	30	30	9	31	21	24	50	56	39	51	63	45	38
Percent Change from Prior Year	27%	-37%	122%	6%	-10%	50%	-62%	-30%	49%	4%	-25%	-11%	24%

New Listing Volume

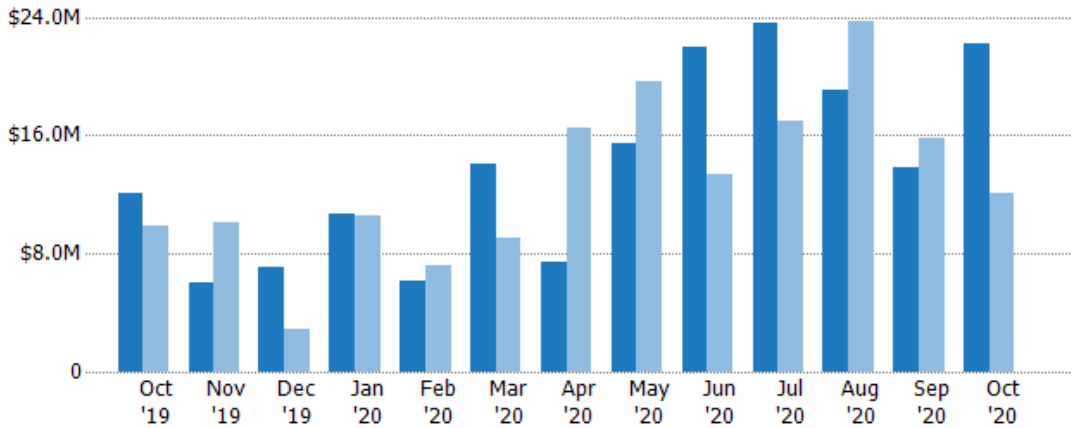
The sum of the listing price of residential listings that were added each month.

Filters Used

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

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

Month/ Year	Volume	% Chg.
Oct '20	\$22.2M	84.7%
Oct '19	\$12M	21.6%
Oct '18	\$9.91M	32.9%



Current Year	\$12M	\$6.04M	\$7.03M	\$10.6M	\$6.17M	\$14M	\$7.43M	\$15.5M	\$22M	\$23.7M	\$19.1M	\$13.9M	\$22.2M
Prior Year	\$9.91M	\$10M	\$2.94M	\$10.6M	\$7.2M	\$9.09M	\$16.5M	\$19.6M	\$13.4M	\$16.9M	\$23.8M	\$15.8M	\$12M
Percent Change from Prior Year	22%	-40%	139%	1%	-14%	54%	-55%	-21%	64%	40%	-20%	-12%	85%

Active Listings

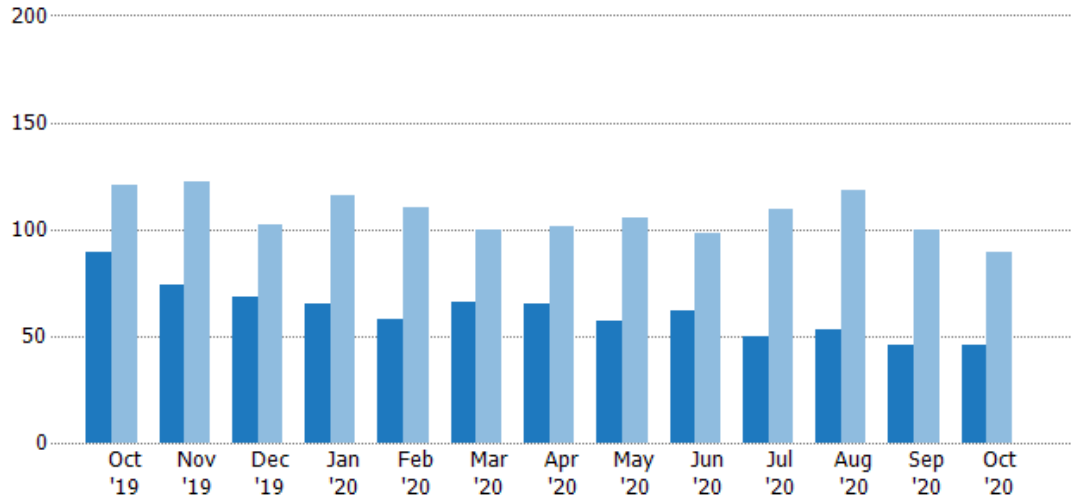
The number of active residential listings at the end of each month.

Filters Used

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

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

Month/ Year	Count	% Chg.
Oct '20	46	-48.3%
Oct '19	89	-26.4%
Oct '18	121	-0.8%



Current Year	89	74	68	65	58	66	65	57	62	50	53	46	46
Prior Year	121	122	102	116	110	100	101	105	98	109	118	100	89
Percent Change from Prior Year	-26%	-39%	-33%	-44%	-47%	-34%	-36%	-46%	-37%	-54%	-55%	-54%	-48%

Active Listing Volume

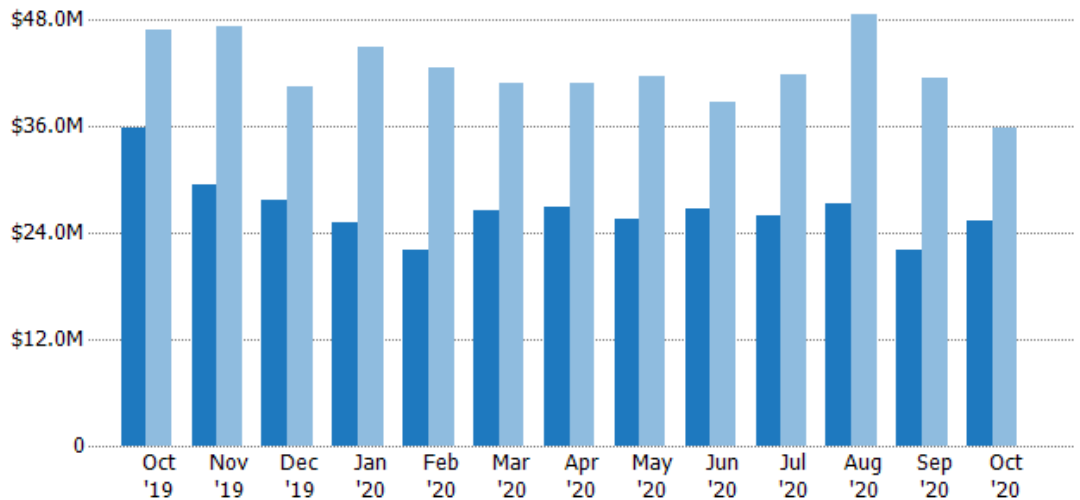
The sum of the listing price of active residential listings at the end of each month.

Filters Used

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

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

Month/ Year	Volume	% Chg.
Oct '20	\$25.4M	-29.3%
Oct '19	\$35.9M	-23.5%
Oct '18	\$46.9M	-3.1%



Current Year	\$35.9M	\$29.4M	\$27.7M	\$25.1M	\$22.1M	\$26.5M	\$26.9M	\$25.5M	\$26.7M	\$26M	\$27.2M	\$22.2M	\$25.4M
Prior Year	\$46.9M	\$47.2M	\$40.6M	\$44.9M	\$42.6M	\$40.8M	\$40.8M	\$41.7M	\$38.7M	\$41.9M	\$48.7M	\$41.4M	\$35.9M
Percent Change from Prior Year	-24%	-38%	-32%	-44%	-48%	-35%	-34%	-39%	-31%	-38%	-44%	-47%	-29%

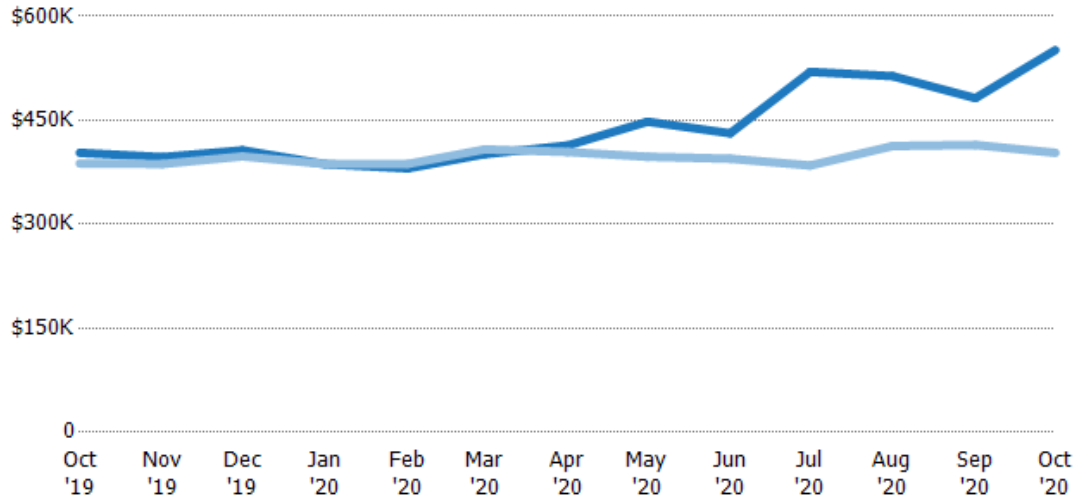
Average Listing Price

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.
Oct '20	\$551K	36.7%
Oct '19	\$403K	4%
Oct '18	\$388K	-2.3%



Current Year	\$403K	\$397K	\$407K	\$387K	\$381K	\$401K	\$414K	\$448K	\$431K	\$520K	\$514K	\$482K	\$551K
Prior Year	\$388K	\$387K	\$398K	\$387K	\$387K	\$408K	\$404K	\$397K	\$395K	\$385K	\$413K	\$414K	\$403K
Percent Change from Prior Year	4%	3%	2%	0%	-2%	-2%	2%	13%	9%	35%	24%	16%	37%

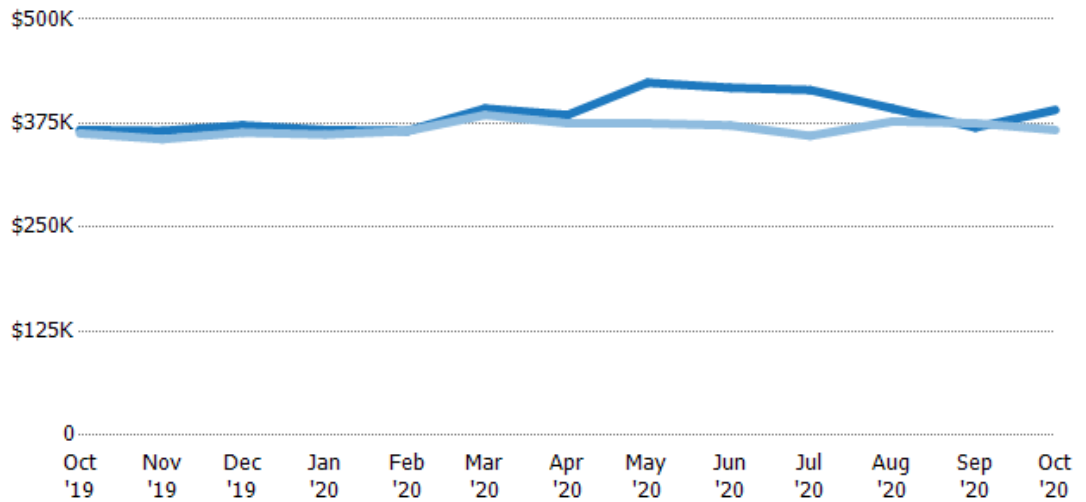
Median Listing Price

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.
Oct '20	\$391K	6.6%
Oct '19	\$367K	1.1%
Oct '18	\$363K	-3.6%



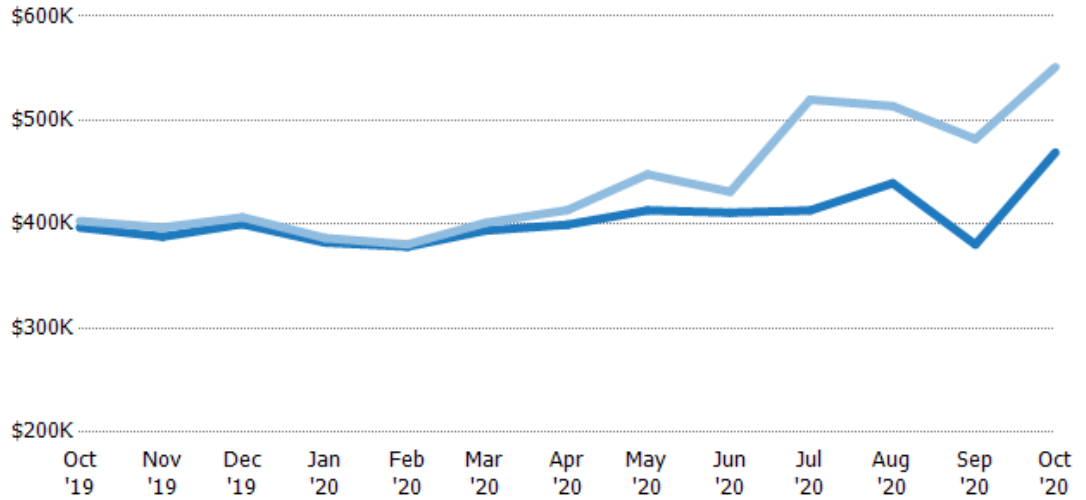
Current Year	\$367K	\$366K	\$373K	\$367K	\$366K	\$393K	\$385K	\$424K	\$418K	\$415K	\$393K	\$370K	\$391K
Prior Year	\$363K	\$356K	\$364K	\$361K	\$366K	\$385K	\$375K	\$375K	\$372K	\$360K	\$377K	\$375K	\$367K
Percent Change from Prior Year	1%	3%	2%	2%	0%	2%	3%	13%	12%	15%	4%	-1%	7%

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

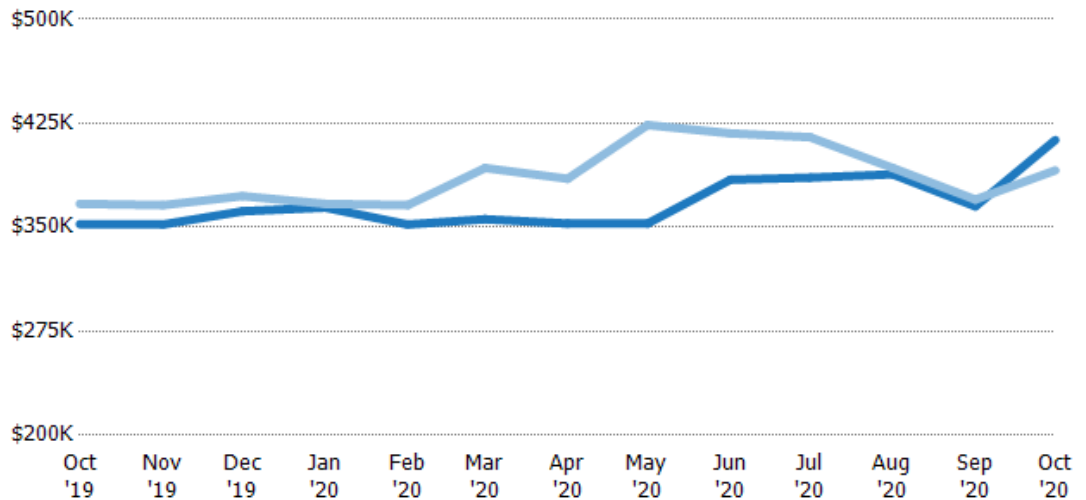


Median Listing Price vs Median Est Value

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



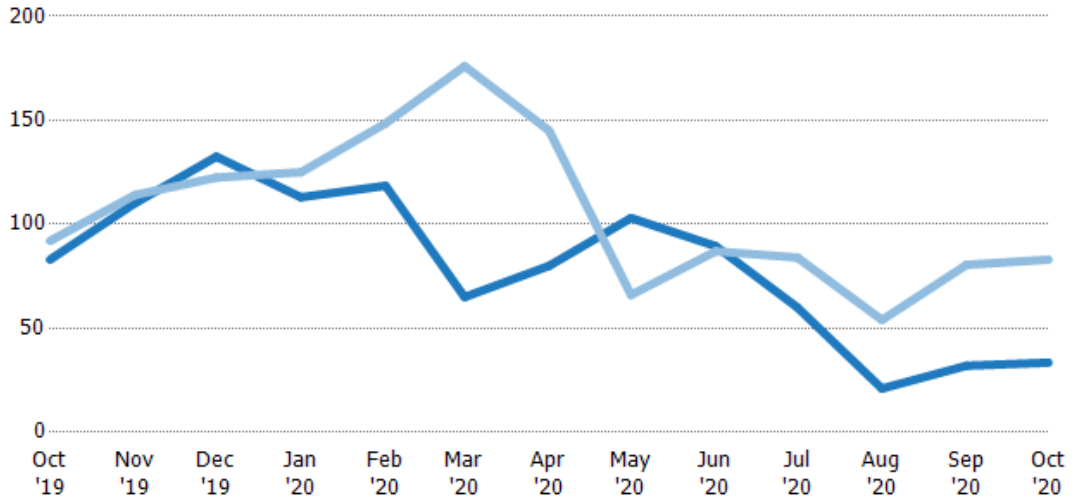
Median Days in RPR

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.
Oct '20	33.5	-59.6%
Oct '19	83	-9.8%
Oct '18	92	-19.6%



Current Year	83	110	133	113	119	65	80	103	89.5	60	21	32	33.5
Prior Year	92	114	123	125	149	176	145	66	87	84	54	80.5	83
Percent Change from Prior Year	-10%	-4%	8%	-10%	-20%	-63%	-45%	56%	3%	-29%	-61%	-60%	-60%

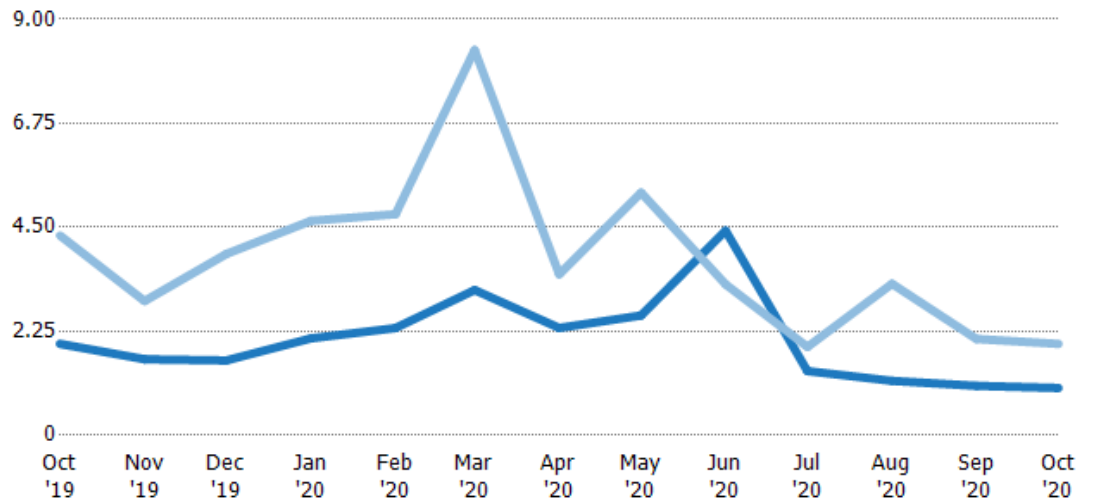
Months of Inventory

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.
Oct '20	1.02	-48.3%
Oct '19	1.98	-54.2%
Oct '18	4.32	-25%



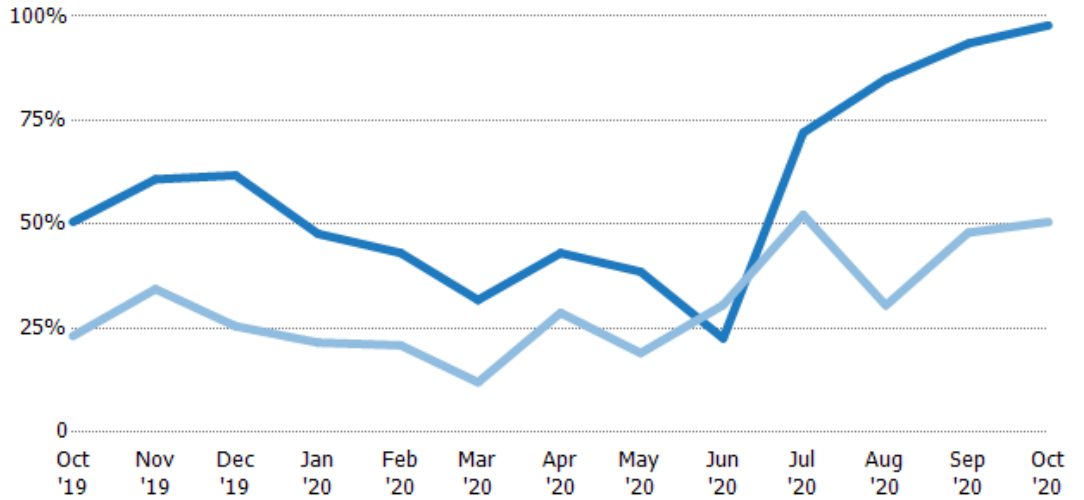
Current Year	1.98	1.64	1.62	2.1	2.32	3.14	2.32	2.59	4.43	1.39	1.18	1.07	1.02
Prior Year	4.32	2.9	3.92	4.64	4.78	8.33	3.48	5.25	3.27	1.91	3.28	2.08	1.98
Percent Change from Prior Year	-54%	-43%	-59%	-55%	-51%	-62%	-33%	-51%	36%	-27%	-64%	-49%	-48%

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



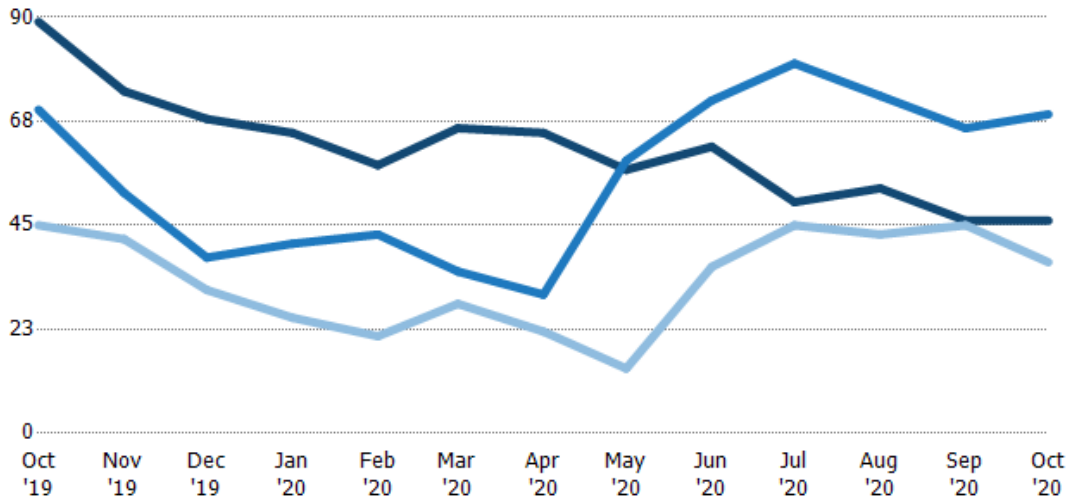
	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20
Current Year	51%	61%	62%	48%	43%	32%	43%	39%	23%	72%	85%	93%	98%
Prior Year	23%	34%	25%	22%	21%	12%	29%	19%	31%	52%	31%	48%	51%
Change from Prior Year	-27%	-26%	-36%	-26%	-22%	-20%	-14%	-20%	8%	-20%	-54%	-45%	-47%

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



	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20
Active	89	74	68	65	58	66	65	57	62	50	53	46	46
Pending	70	52	38	41	43	35	30	59	72	80	73	66	69
Sold	45	42	31	25	21	28	22	14	36	45	43	45	37

New Pending Sales

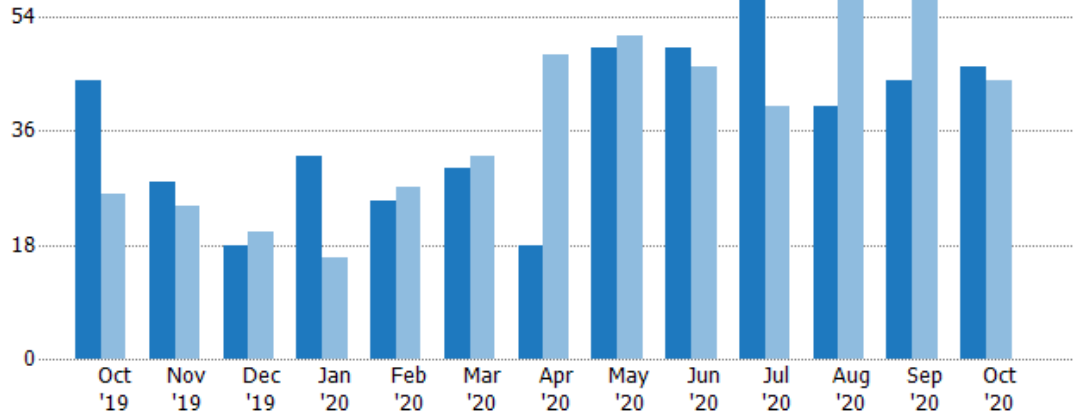
The number of residential properties with accepted offers that were added each month.

Filters Used

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

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

Month/ Year	Count	% Chg.
Oct '20	46	4.5%
Oct '19	44	69.2%
Oct '18	26	46.2%



Current Year	44	28	18	32	25	30	18	49	49	59	40	44	46
Prior Year	26	24	20	16	27	32	48	51	46	40	57	63	44
Percent Change from Prior Year	69%	17%	-10%	100%	-7%	-6%	-63%	-4%	7%	48%	-30%	-30%	5%

New Pending Sales Volume

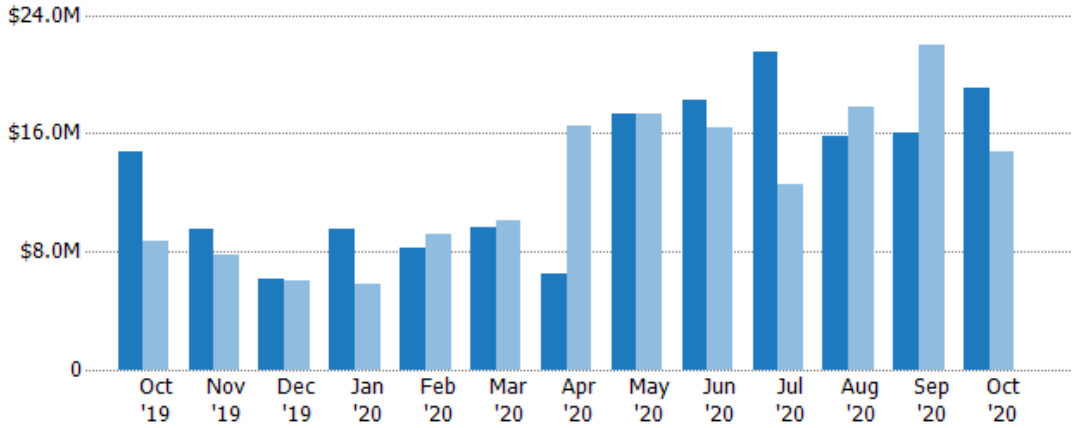
The sum of the sales price of residential properties with accepted offers that were added each month.

Filters Used

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

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

Month/ Year	Volume	% Chg.
Oct '20	\$19M	28.6%
Oct '19	\$14.8M	70.5%
Oct '18	\$8.68M	36.3%



Current Year	\$14.8M	\$9.52M	\$6.18M	\$9.48M	\$8.27M	\$9.64M	\$6.47M	\$17.3M	\$18.2M	\$21.5M	\$15.8M	\$16M	\$19M
Prior Year	\$8.68M	\$7.74M	\$6.02M	\$5.77M	\$9.17M	\$10.1M	\$16.5M	\$17.3M	\$16.3M	\$12.6M	\$17.8M	\$21.9M	\$14.8M
Percent Change from Prior Year	70%	23%	3%	64%	-10%	-4%	-61%	0%	12%	71%	-11%	-27%	29%

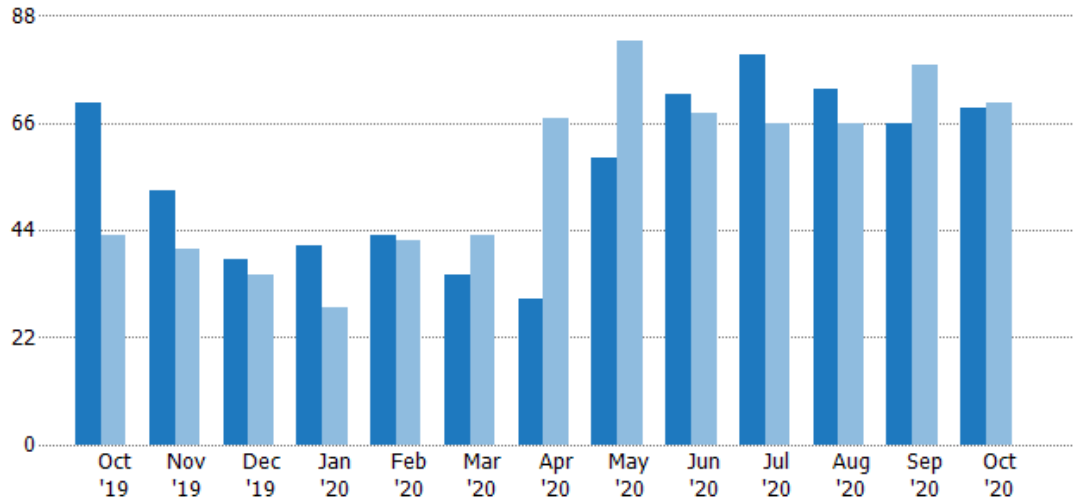
Pending Sales

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.
Oct '20	69	-1.4%
Oct '19	70	62.8%
Oct '18	43	14%



Current Year	70	52	38	41	43	35	30	59	72	80	73	66	69
Prior Year	43	40	35	28	42	43	67	83	68	66	66	78	70
Percent Change from Prior Year	63%	30%	9%	46%	2%	-19%	-55%	-29%	6%	21%	11%	-15%	-1%

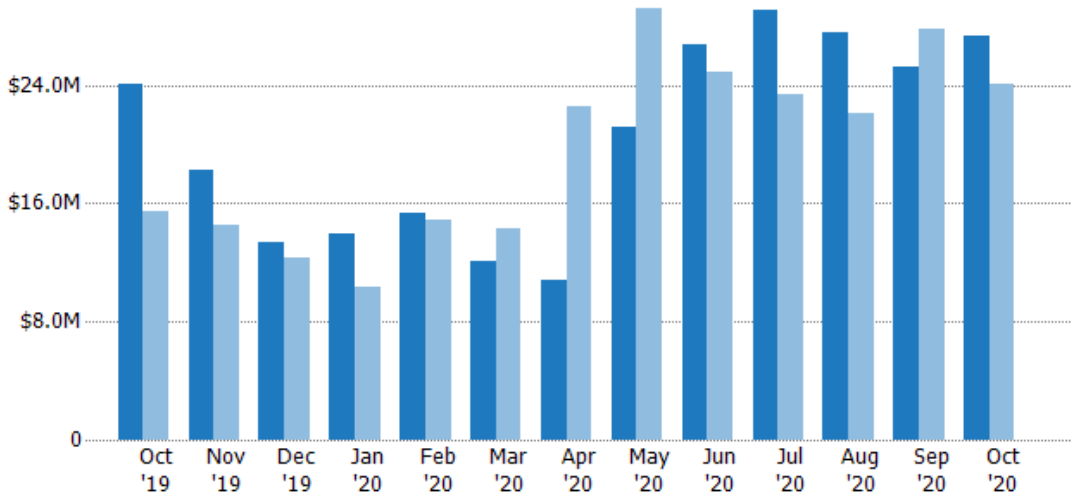
Pending Sales Volume

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.
Oct '20	\$27.4M	13.4%
Oct '19	\$24.1M	56.5%
Oct '18	\$15.4M	1.7%



Current Year	\$24.1M	\$18.3M	\$13.3M	\$14M	\$15.4M	\$12M	\$10.8M	\$21.1M	\$26.8M	\$29.1M	\$27.6M	\$25.2M	\$27.4M
Prior Year	\$15.4M	\$14.5M	\$12.3M	\$10.3M	\$14.9M	\$14.3M	\$22.6M	\$29.2M	\$24.9M	\$23.3M	\$22.1M	\$27.8M	\$24.1M
Percent Change from Prior Year	56%	26%	8%	36%	3%	-16%	-52%	-28%	8%	25%	25%	-9%	13%

Closed Sales

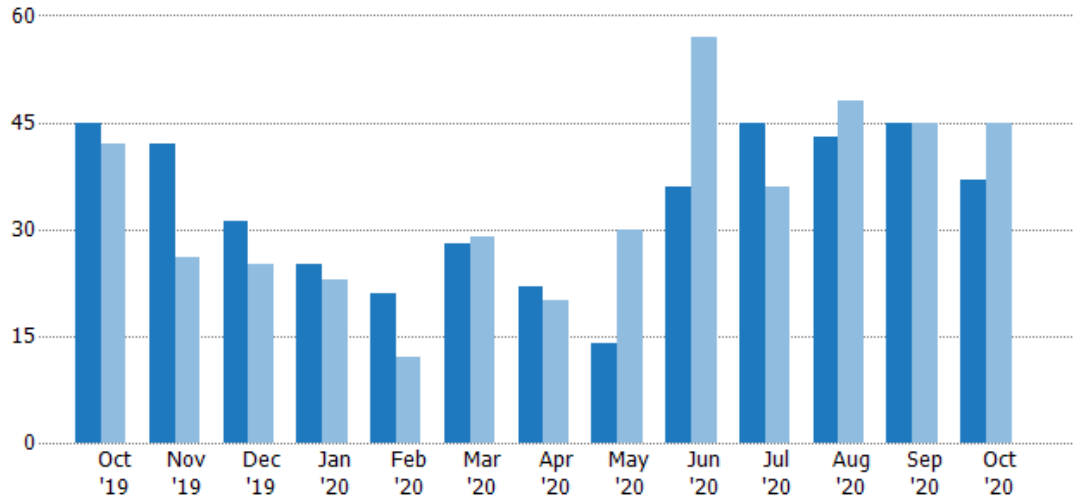
The total number of residential properties sold each month.

Filters Used

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

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

Month/ Year	Count	% Chg.
Oct '20	37	-17.8%
Oct '19	45	7.1%
Oct '18	42	-11.9%



Current Year	45	42	31	25	21	28	22	14	36	45	43	45	37
Prior Year	42	26	25	23	12	29	20	30	57	36	48	45	45
Percent Change from Prior Year	7%	62%	24%	9%	75%	-3%	10%	-53%	-37%	25%	-10%	0%	-18%

Closed Sales Volume

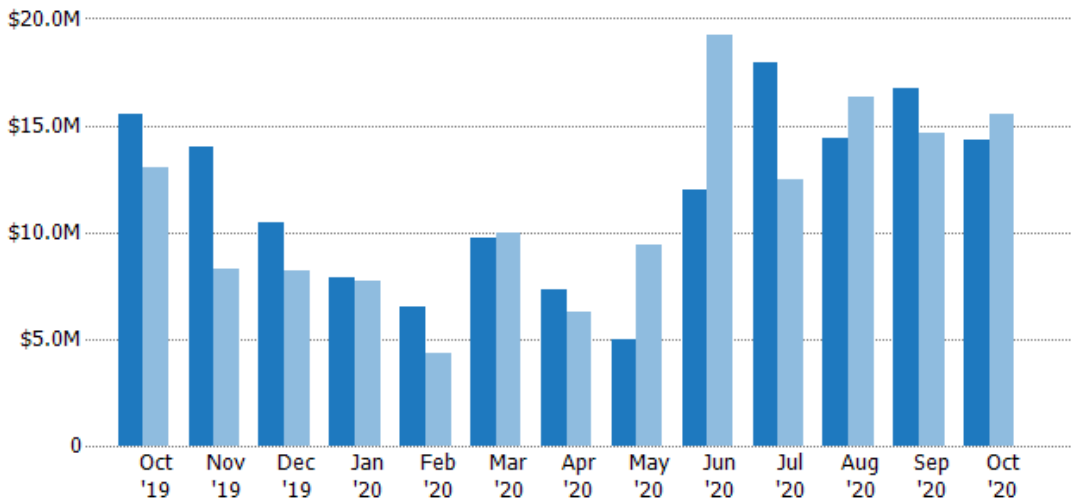
The sum of the sales price of residential properties sold each month.

Filters Used

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

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

Month/ Year	Volume	% Chg.
Oct '20	\$14.3M	-7.8%
Oct '19	\$15.5M	19%
Oct '18	\$13M	-3.5%



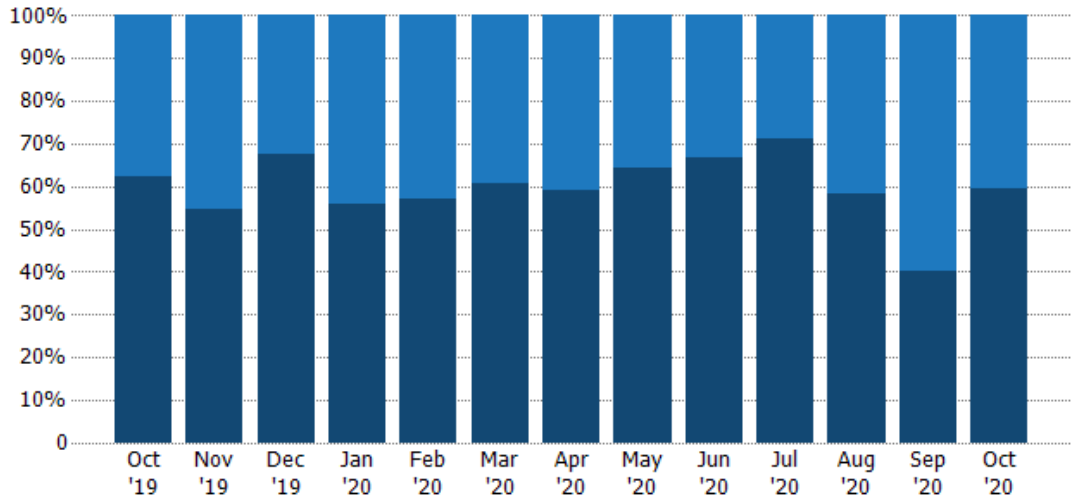
Current Year	\$15.5M	\$14M	\$10.4M	\$7.92M	\$6.51M	\$9.71M	\$7.31M	\$4.98M	\$12M	\$18M	\$14.4M	\$16.8M	\$14.3M
Prior Year	\$13M	\$8.31M	\$8.23M	\$7.73M	\$4.37M	\$9.95M	\$6.3M	\$9.38M	\$19.2M	\$12.5M	\$16.3M	\$14.6M	\$15.5M
Percent Change from Prior Year	19%	68%	27%	2%	49%	-2%	16%	-47%	-38%	44%	-12%	15%	-8%

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



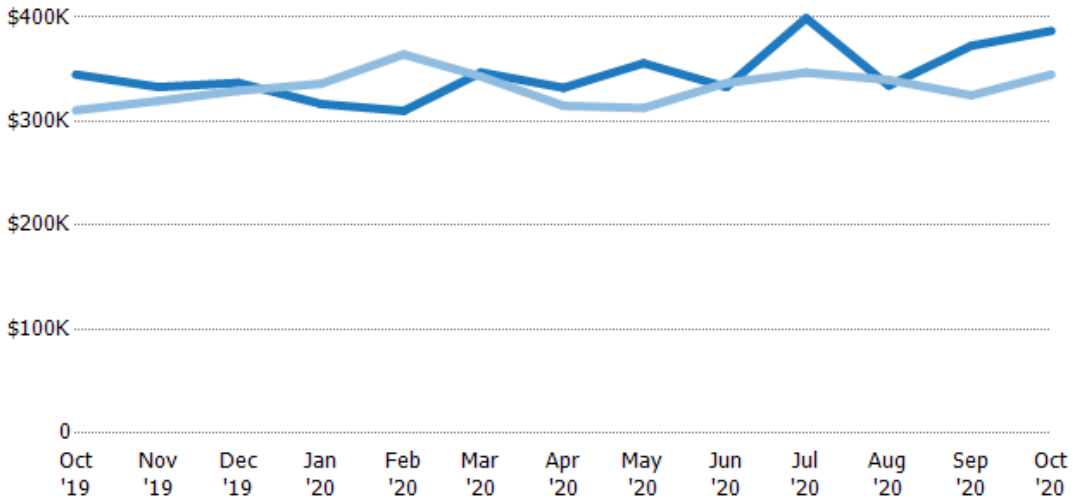
Property Type	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20
Condo/Townhouse	38%	45%	32%	44%	43%	39%	41%	36%	33%	29%	42%	60%	41%
Single Family Residence	62%	55%	68%	56%	57%	61%	59%	64%	67%	71%	58%	40%	59%

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.
Oct '20	\$387K	12.2%
Oct '19	\$345K	11.1%
Oct '18	\$311K	9.6%

Property Type	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20
Current Year	\$345K	\$333K	\$337K	\$317K	\$310K	\$347K	\$332K	\$356K	\$333K	\$399K	\$334K	\$373K	\$387K
Prior Year	\$311K	\$320K	\$329K	\$336K	\$364K	\$343K	\$315K	\$313K	\$337K	\$347K	\$340K	\$325K	\$345K
Percent Change from Prior Year	11%	4%	2%	-6%	-15%	1%	6%	14%	-1%	15%	-2%	15%	12%

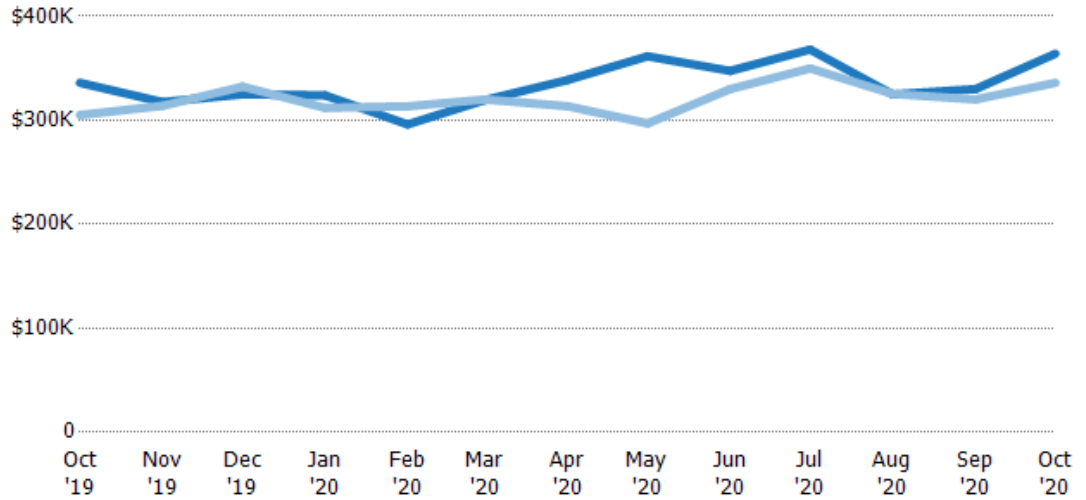
Median Sales Price

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.
Oct '20	\$364K	8.3%
Oct '19	\$336K	10.2%
Oct '18	\$305K	8.1%



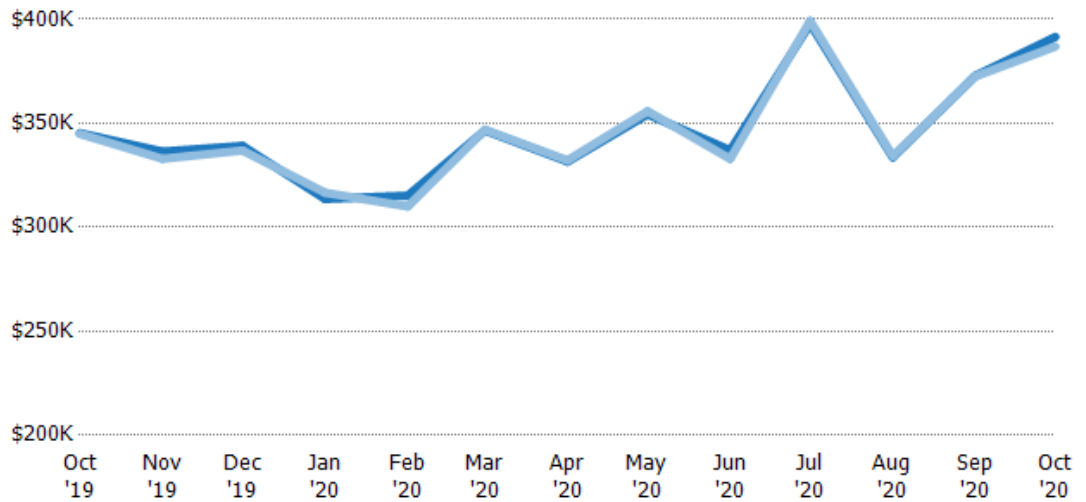
	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20
Current Year	\$336K	\$318K	\$325K	\$324K	\$296K	\$320K	\$339K	\$362K	\$348K	\$368K	\$325K	\$330K	\$364K
Prior Year	\$305K	\$314K	\$332K	\$312K	\$313K	\$320K	\$314K	\$297K	\$330K	\$350K	\$325K	\$320K	\$336K
Percent Change from Prior Year	10%	1%	-2%	4%	-6%	0%	8%	22%	5%	5%	0%	3%	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



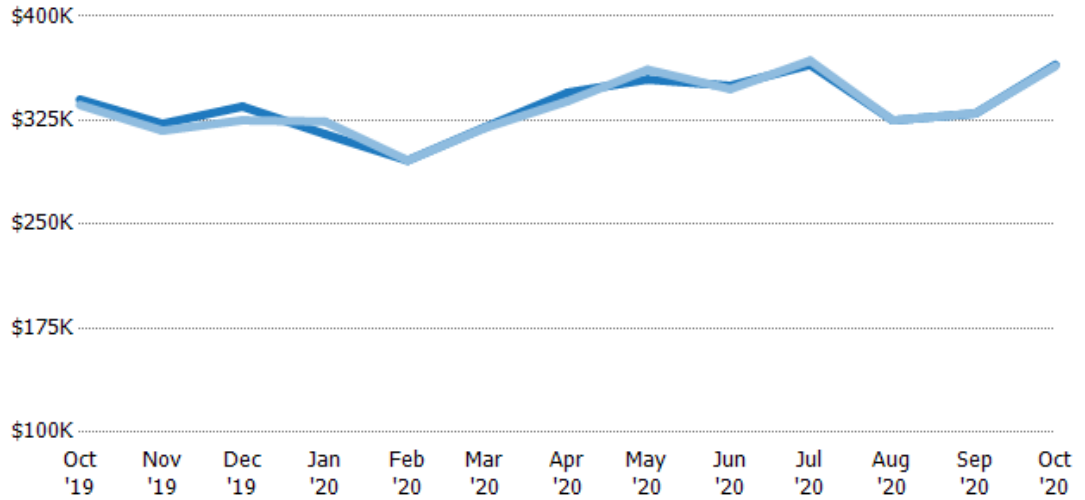
	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20
Avg List Price	\$345K	\$336K	\$339K	\$314K	\$315K	\$347K	\$332K	\$354K	\$337K	\$398K	\$334K	\$373K	\$392K
Avg Sales Price	\$345K	\$333K	\$337K	\$317K	\$310K	\$347K	\$332K	\$356K	\$333K	\$399K	\$334K	\$373K	\$387K
Avg Sales Price as a % of Avg List Price	100%	99%	99%	101%	98%	100%	100%	100%	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

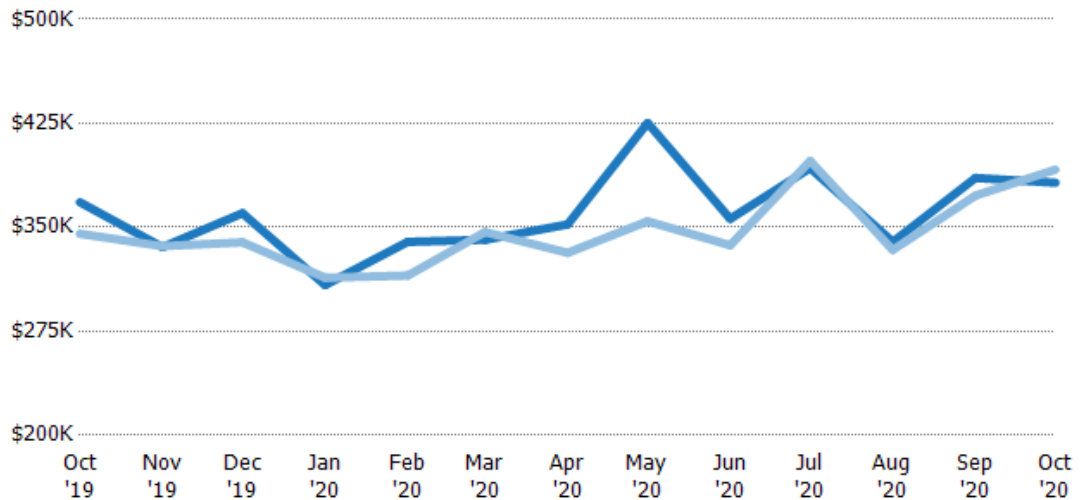


Average Sales Price vs Average Est Value

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

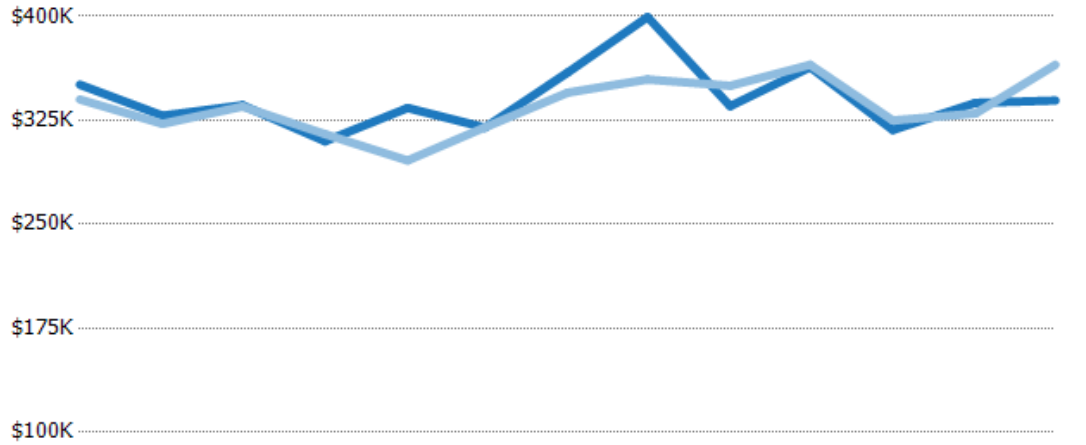


Median Sales Price vs Median Est Value

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



	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20
Median Est Value	\$351K	\$328K	\$336K	\$310K	\$334K	\$320K	\$359K	\$399K	\$335K	\$363K	\$318K	\$337K	\$339K
Median Sales Price	\$340K	\$322K	\$335K	\$315K	\$296K	\$320K	\$345K	\$354K	\$350K	\$365K	\$325K	\$330K	\$365K
Med Sales Price as a % of Med Est Value	97%	98%	100%	102%	89%	100%	96%	89%	104%	100%	102%	98%	108%