

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	Dec 2020	Dec 2019	+ / -	YTD 2020	YTD 2019	+ / -
Listing Activity Charts Metrics						
New Listing Count	23	20	+15%	433	457	-5.3%
New Listing Volume	\$9,805,400	\$7,026,200	+39.6%	\$170,480,825	\$158,078,868	+7.8%
Active Listing Count	19	68	-72.1%	N/A	N/A	
Active Listing Volume	\$15,438,488	\$27,717,974	-44.3%	N/A	N/A	
Average Listing Price	\$812,552	\$407,617	+99.3%	\$466,193	\$399,614	+16.7%
Median Listing Price	\$448,750	\$372,500	+20.5%	\$395,531	\$370,722	+6.7%
Median Days in RPR	86	132.5	-35.1%	66.08	98.91	-33.2%
Months of Inventory	0.4	1.6	-73.3%	1.5	3	-50.2%
Absorption Rate	231.58%	61.76%	+169.8%	66.4%	33.08%	+33.3%
Sales Activity Charts Metrics						
New Pending Sales Count	25	18	+38.9%	460	470	-2.1%
New Pending Sales Volume	\$9,252,050	\$6,176,000	+49.8%	\$166,836,745	\$157,987,359	+5.6%
Pending Sales Count	50	38	+31.6%	N/A	N/A	
Pending Sales Volume	\$18,117,999	\$13,342,500	+35.8%	N/A	N/A	
Closed Sales Count	39	31	+25.8%	400	419	-4.5%
Closed Sales Volume	\$15,701,908	\$10,444,498	+50.3%	\$144,975,088	\$140,639,163	+3.1%
Average Sales Price	\$402,613	\$336,919	+19.5%	\$362,438	\$335,654	+8%
Median Sales Price	\$392,750	\$325,000	+20.8%	\$349,566	\$323,741	+8%

New Listings

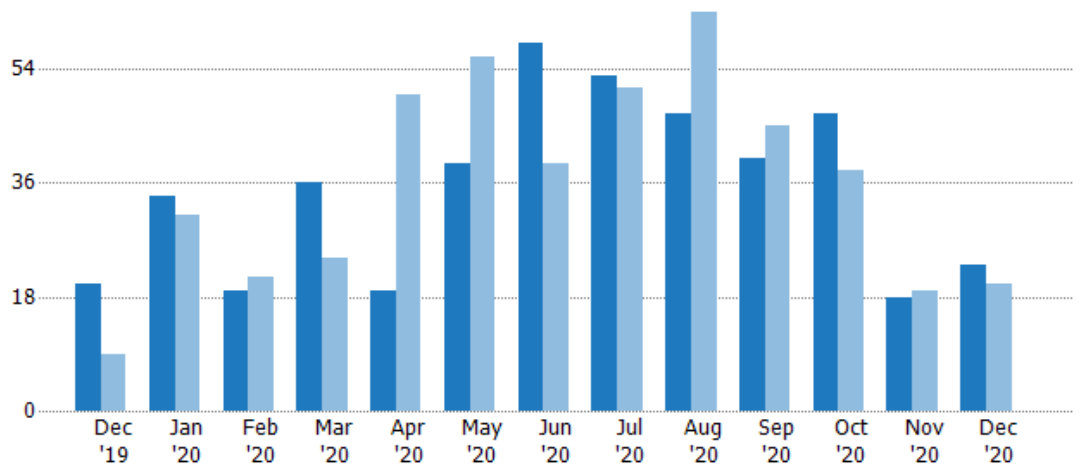
The number of new residential listings that were added each month.

Filters Used

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

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

Month/ Year	Count	% Chg.
Dec '20	23	15%
Dec '19	20	122.2%
Dec '18	9	22.2%



Current Year	20	34	19	36	19	39	58	53	47	40	47	18	23
Prior Year	9	31	21	24	50	56	39	51	63	45	38	19	20
Percent Change from Prior Year	122%	10%	-10%	50%	-62%	-30%	49%	4%	-25%	-11%	24%	-5%	15%

New Listing Volume

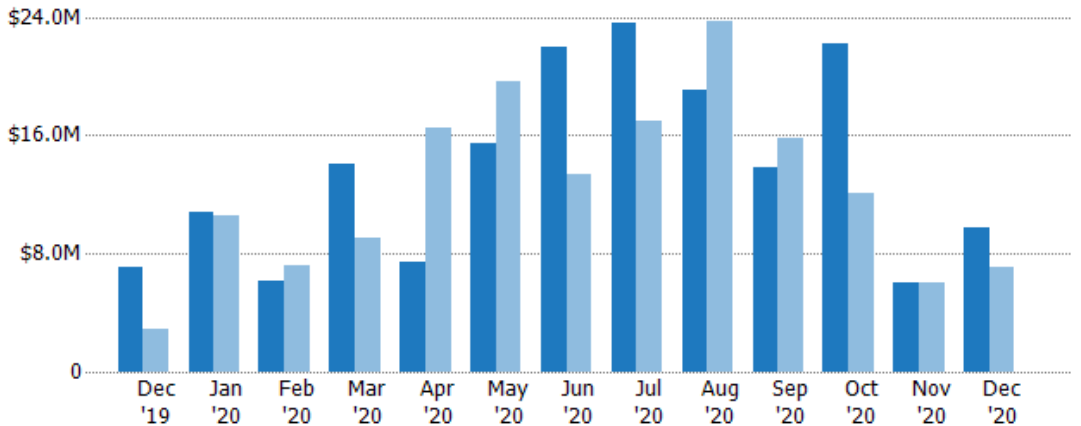
The sum of the listing price of residential listings that were added each month.

Filters Used

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

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

Month/ Year	Volume	% Chg.
Dec '20	\$9.81M	39.6%
Dec '19	\$7.03M	138.9%
Dec '18	\$2.94M	2.3%



Current Year	\$7.03M	\$10.8M	\$6.17M	\$14M	\$7.43M	\$15.5M	\$22M	\$23.7M	\$19.1M	\$13.9M	\$22.2M	\$6.01M	\$9.81M
Prior Year	\$2.94M	\$10.6M	\$7.2M	\$9.09M	\$16.5M	\$19.6M	\$13.4M	\$17M	\$23.8M	\$15.8M	\$12M	\$6.04M	\$7.03M
Percent Change from Prior Year	139%	2%	-14%	54%	-55%	-21%	64%	39%	-20%	-12%	85%	0%	40%

Active Listings

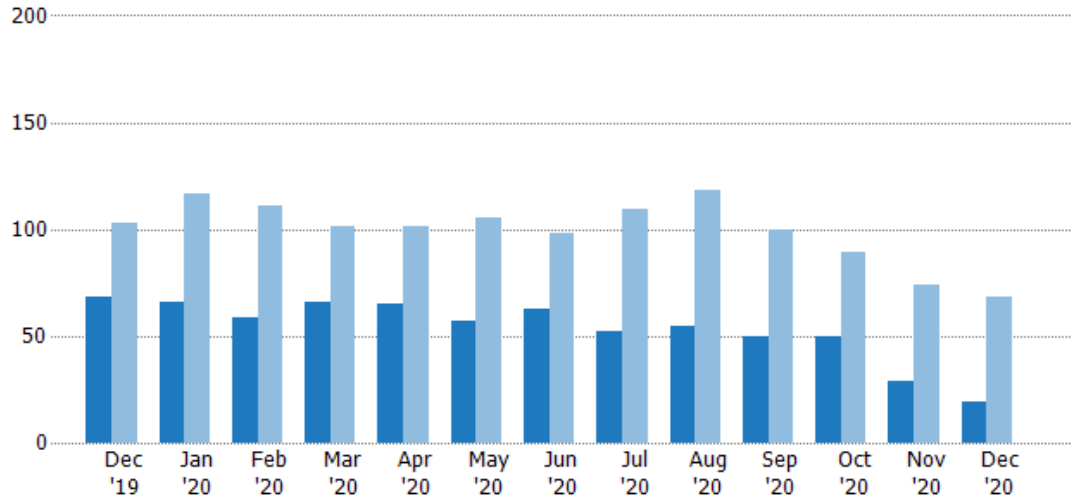
The number of active residential listings at the end of each month.

Filters Used

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

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

Month/ Year	Count	% Chg.
Dec '20	19	-72.1%
Dec '19	68	-34%
Dec '18	103	-18.4%



	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20
Current Year	68	66	59	66	65	57	63	52	55	50	50	29	19
Prior Year	103	117	111	101	101	105	98	109	118	100	89	74	68
Percent Change from Prior Year	-34%	-44%	-47%	-35%	-36%	-46%	-36%	-52%	-53%	-50%	-44%	-61%	-72%

Active Listing Volume

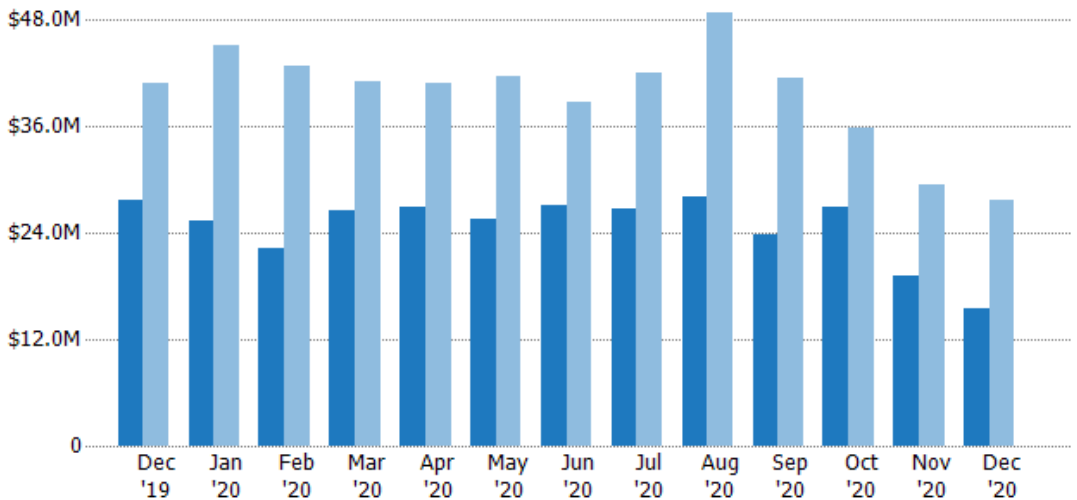
The sum of the listing price of active residential listings at the end of each month.

Filters Used

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

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

Month/ Year	Volume	% Chg.
Dec '20	\$15.4M	-44.3%
Dec '19	\$27.7M	-32.3%
Dec '18	\$40.9M	-14.5%



	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20
Current Year	\$27.7M	\$25.3M	\$22.3M	\$26.6M	\$27M	\$25.6M	\$27.2M	\$26.8M	\$28M	\$23.8M	\$27M	\$19.2M	\$15.4M
Prior Year	\$40.9M	\$45.2M	\$42.9M	\$41.2M	\$40.8M	\$41.7M	\$38.7M	\$42M	\$48.8M	\$41.5M	\$35.9M	\$29.4M	\$27.7M
Percent Change from Prior Year	-32%	-44%	-48%	-35%	-34%	-39%	-30%	-36%	-43%	-43%	-25%	-35%	-44%

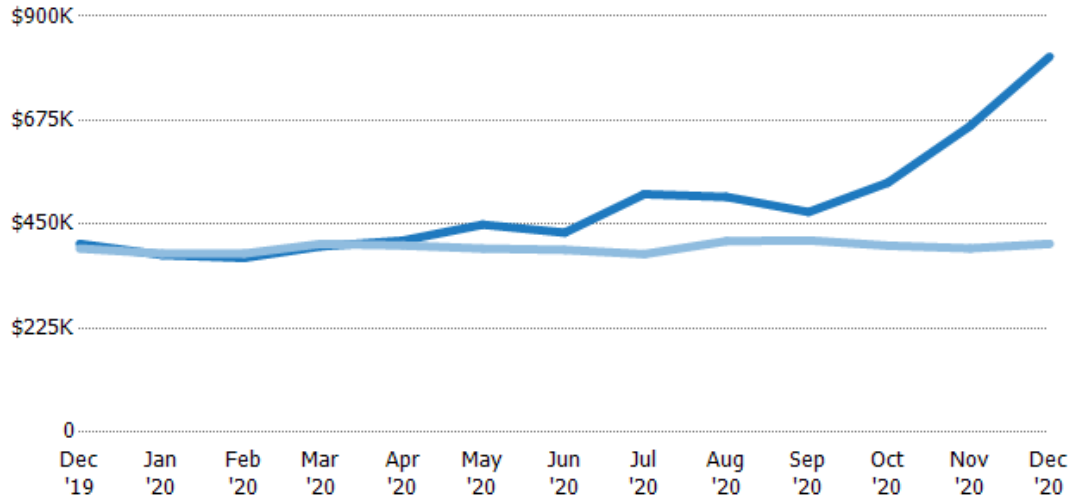
Average Listing Price

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.
Dec '20	\$813K	99.3%
Dec '19	\$408K	2.6%
Dec '18	\$397K	4.8%



Current Year	\$408K	\$384K	\$377K	\$402K	\$415K	\$449K	\$432K	\$515K	\$509K	\$476K	\$540K	\$663K	\$813K
Prior Year	\$397K	\$387K	\$387K	\$408K	\$404K	\$397K	\$395K	\$385K	\$413K	\$415K	\$404K	\$398K	\$408K
Percent Change from Prior Year	3%	-1%	-2%	-1%	3%	13%	9%	34%	23%	15%	34%	67%	99%

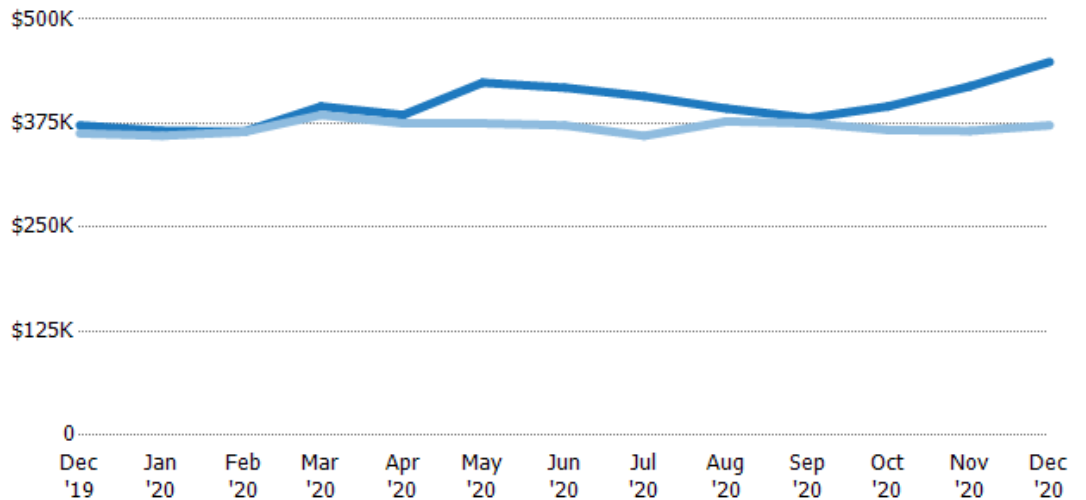
Median Listing Price

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.
Dec '20	\$449K	20.5%
Dec '19	\$373K	2.7%
Dec '18	\$363K	9.9%



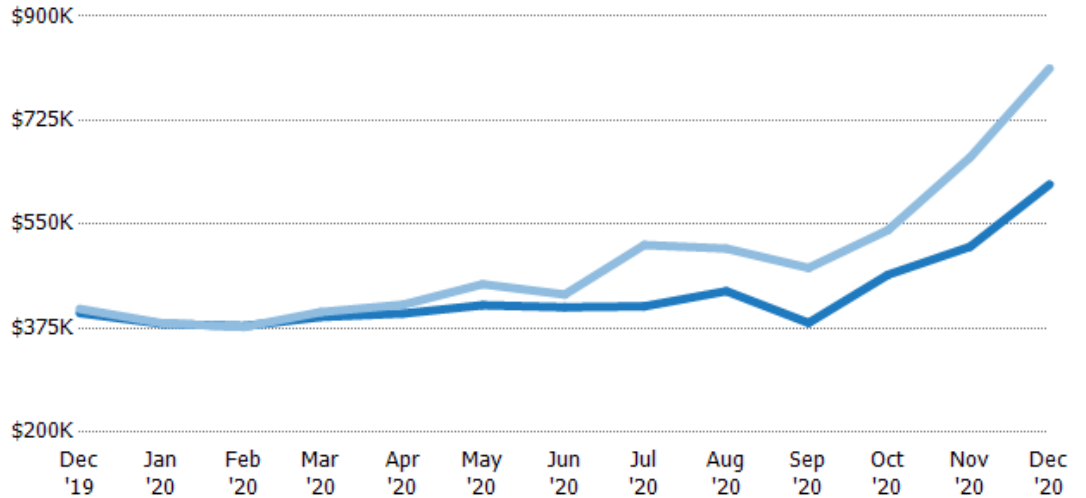
Current Year	\$373K	\$366K	\$365K	\$395K	\$385K	\$424K	\$418K	\$407K	\$393K	\$381K	\$395K	\$420K	\$449K
Prior Year	\$363K	\$360K	\$365K	\$385K	\$375K	\$375K	\$372K	\$360K	\$377K	\$375K	\$367K	\$366K	\$373K
Percent Change from Prior Year	3%	2%	0%	3%	3%	13%	12%	13%	4%	2%	8%	15%	20%

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

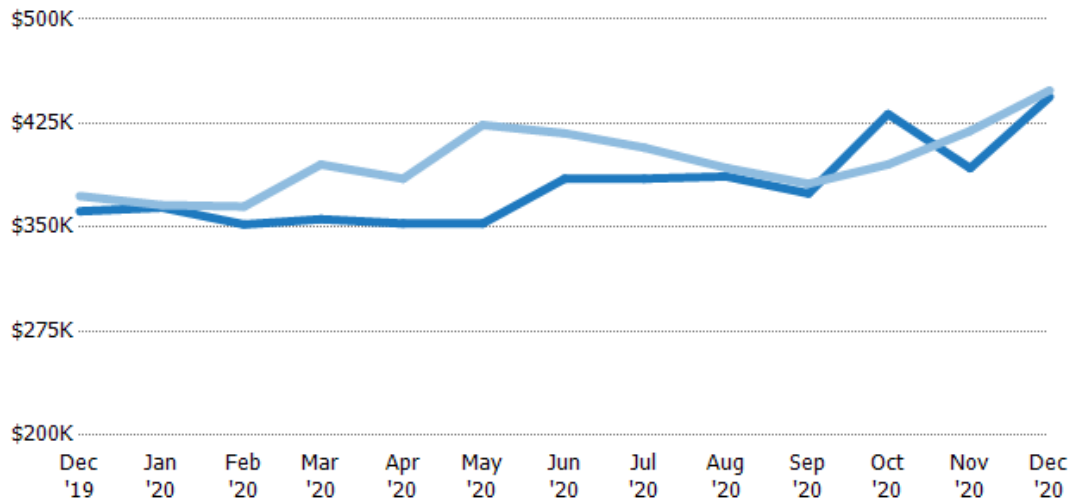


Median Listing Price vs Median Est Value

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

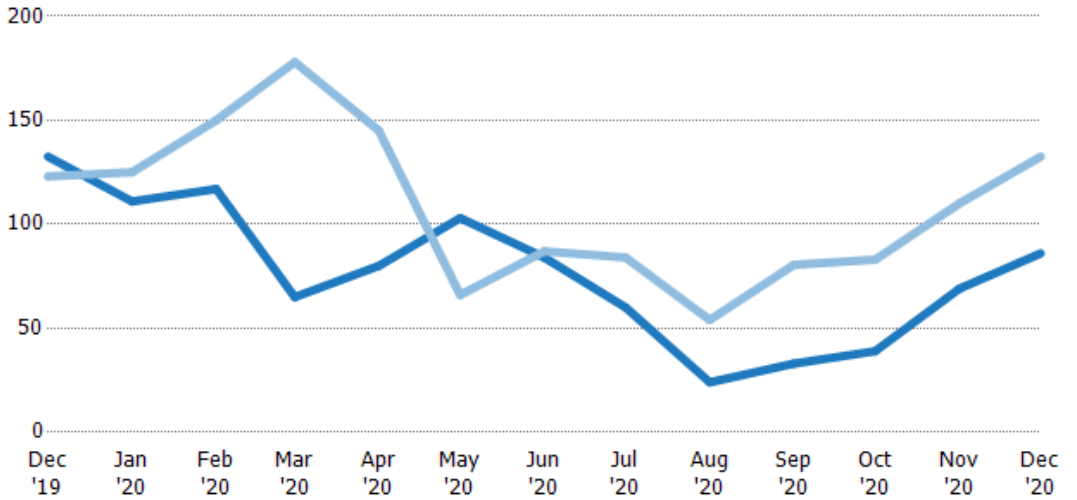


Median Days in RPR

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



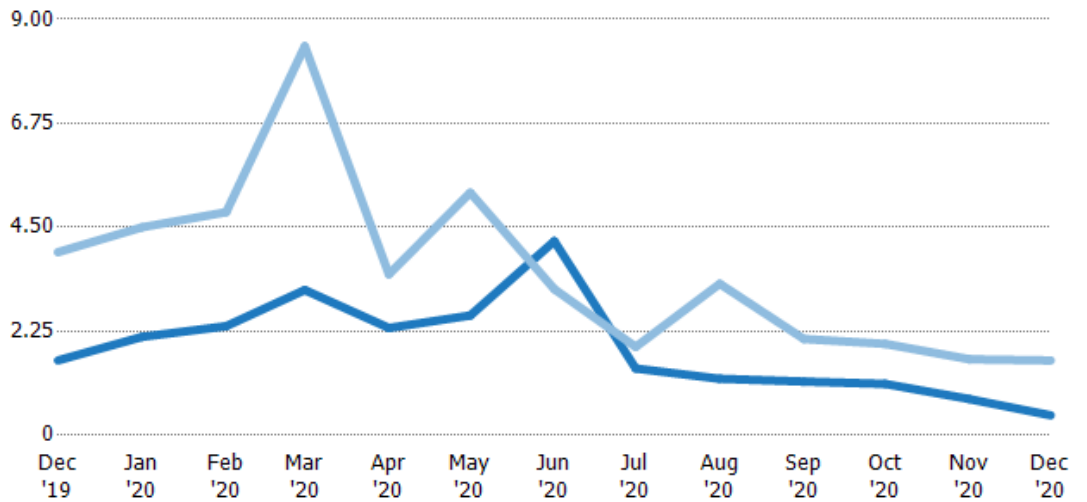
	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20
Current Year	133	111	117	65	80	103	84	60	24	33	39	69	86
Prior Year	123	125	150	178	145	66	87	84	54	80.5	83	110	133
Percent Change from Prior Year	8%	-11%	-22%	-63%	-45%	56%	-3%	-29%	-56%	-59%	-53%	-37%	-35%

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



	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20
Current Year	1.62	2.13	2.36	3.14	2.32	2.59	4.2	1.44	1.22	1.16	1.11	0.78	0.43
Prior Year	3.96	4.5	4.83	8.42	3.48	5.25	3.16	1.91	3.28	2.08	1.98	1.64	1.62
Percent Change from Prior Year	-59%	-53%	-51%	-63%	-33%	-51%	33%	-24%	-63%	-44%	-44%	-52%	-73%

Absorption Rate

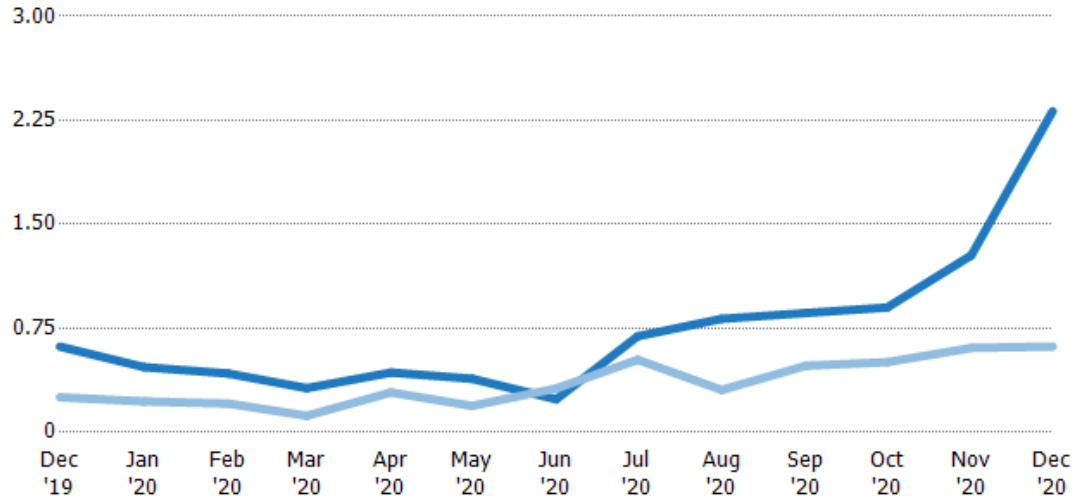
The percentage of inventory sold per month.

Filters Used

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

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

Month/ Year	Rate	Chg.
Dec '20	232%	-169.8%
Dec '19	62%	-36.5%
Dec '18	25%	60.3%



Current Year	62%	47%	42%	32%	43%	39%	24%	69%	82%	86%	90%	128%	232%
Prior Year	25%	22%	21%	12%	29%	19%	32%	52%	31%	48%	51%	61%	62%
Change from Prior Year	-37%	-25%	-22%	-20%	-14%	-20%	8%	-17%	-51%	-38%	-39%	-67%	-170%

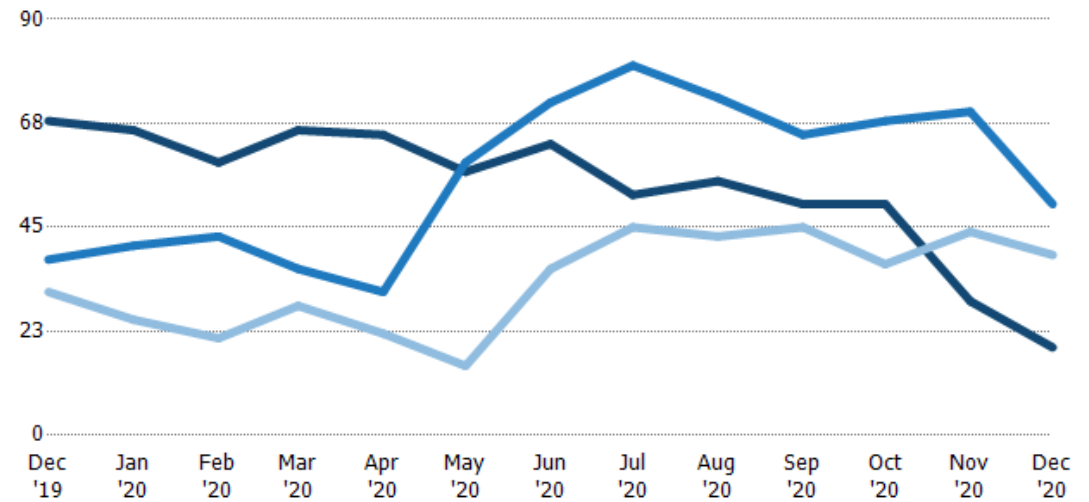
Active/Pending/Sold Units

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



Active	68	66	59	66	65	57	63	52	55	50	50	29	19
Pending	38	41	43	36	31	59	72	80	73	65	68	70	50
Sold	31	25	21	28	22	15	36	45	43	45	37	44	39

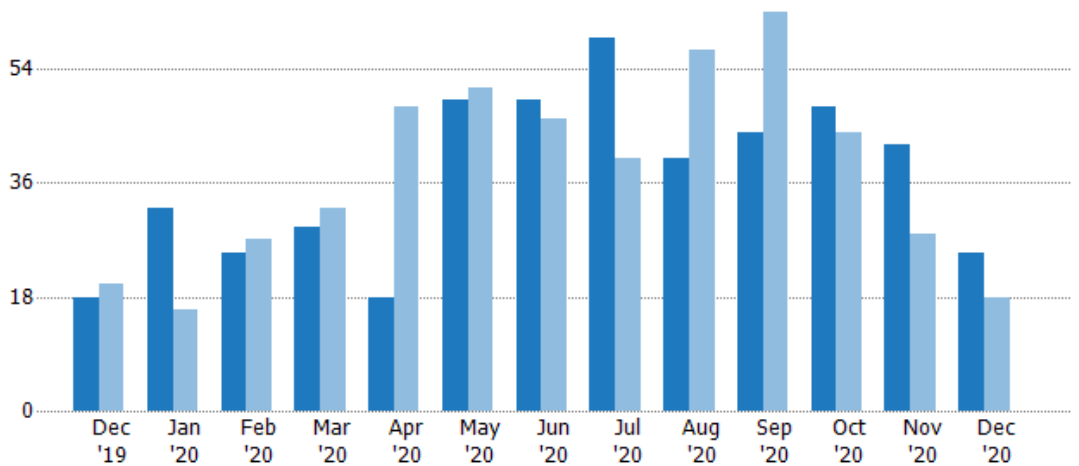
New Pending Sales

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.
Dec '20	25	38.9%
Dec '19	18	-10%
Dec '18	20	15%

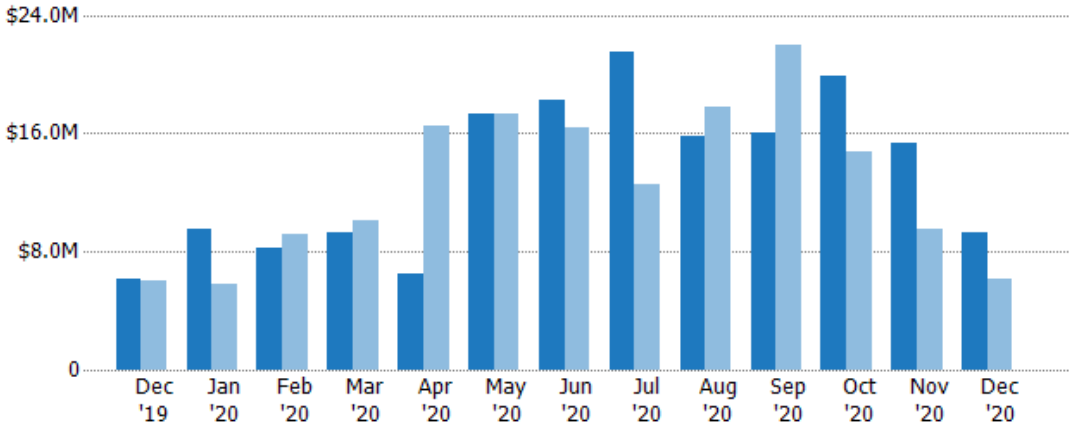
New Pending Sales Volume

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.
Dec '20	\$9.25M	49.8%
Dec '19	\$6.18M	2.7%
Dec '18	\$6.02M	14.8%

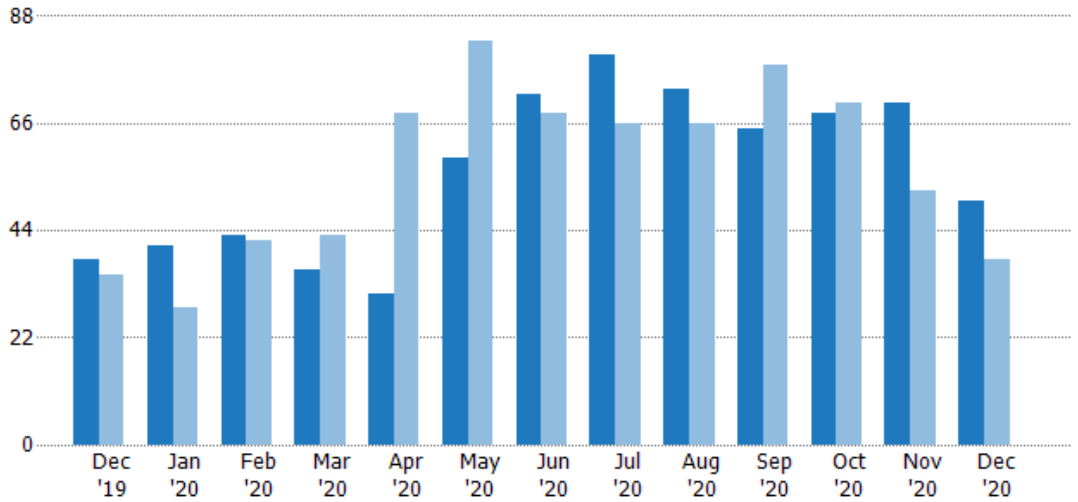
Pending Sales

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.
Dec '20	50	31.6%
Dec '19	38	8.6%
Dec '18	35	-8.6%

	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20
Current Year	38	41	43	36	31	59	72	80	73	65	68	70	50
Prior Year	35	28	42	43	68	83	68	66	66	78	70	52	38
Percent Change from Prior Year	9%	46%	2%	-16%	-54%	-29%	6%	21%	11%	-17%	-3%	35%	32%

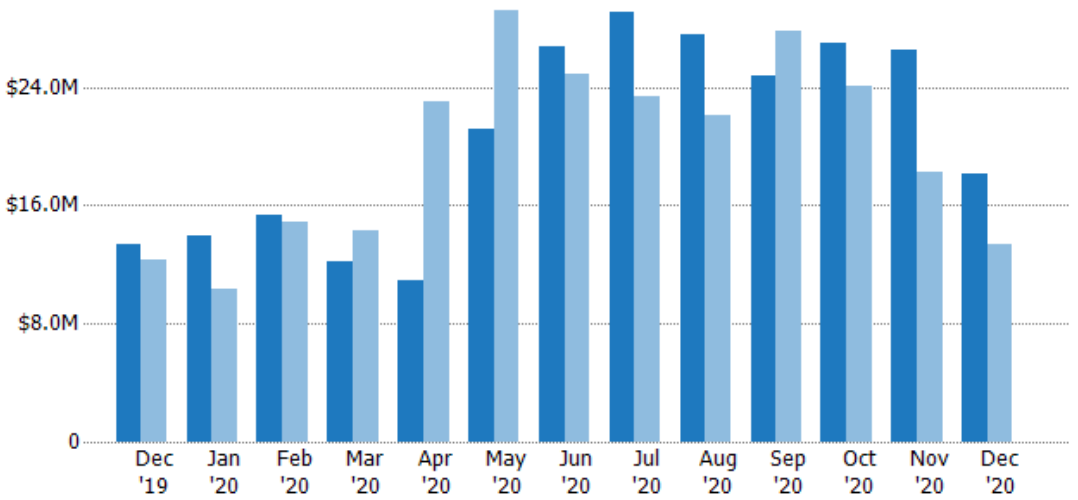
Pending Sales Volume

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.
Dec '20	\$18.1M	35.8%
Dec '19	\$13.3M	8.5%
Dec '18	\$12.3M	-20.9%

	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20
Current Year	\$13.3M	\$14M	\$15.4M	\$12.2M	\$10.9M	\$21.1M	\$26.8M	\$29.1M	\$27.6M	\$24.8M	\$26.9M	\$26.5M	\$18.1M
Prior Year	\$12.3M	\$10.3M	\$14.9M	\$14.3M	\$23M	\$29.2M	\$24.9M	\$23.3M	\$22.1M	\$27.8M	\$24.1M	\$18.3M	\$13.3M
Percent Change from Prior Year	8%	36%	3%	-15%	-52%	-28%	8%	25%	25%	-11%	12%	45%	36%

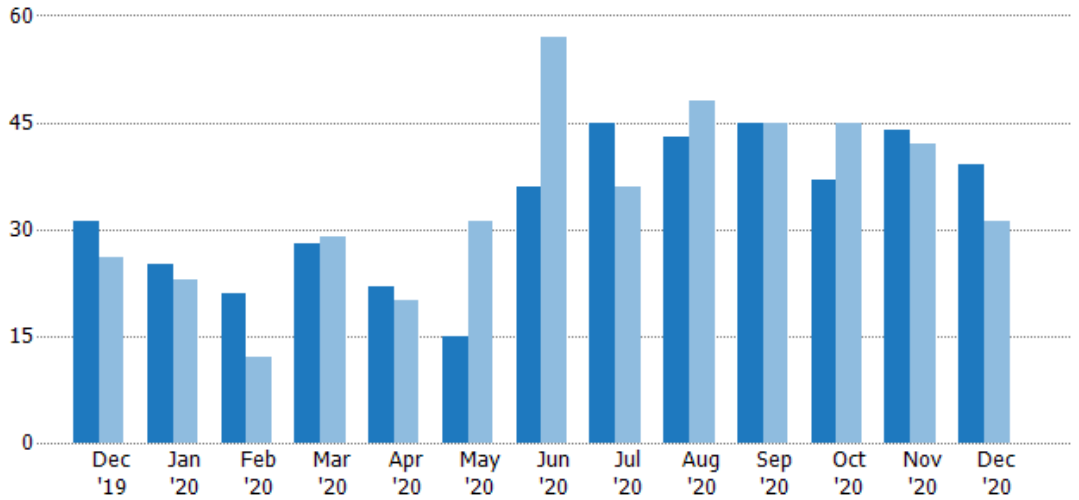
Closed Sales

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



	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20
Current Year	31	25	21	28	22	15	36	45	43	45	37	44	39
Prior Year	26	23	12	29	20	31	57	36	48	45	45	42	31
Percent Change from Prior Year	19%	9%	75%	-3%	10%	-52%	-37%	25%	-10%	0%	-18%	5%	26%

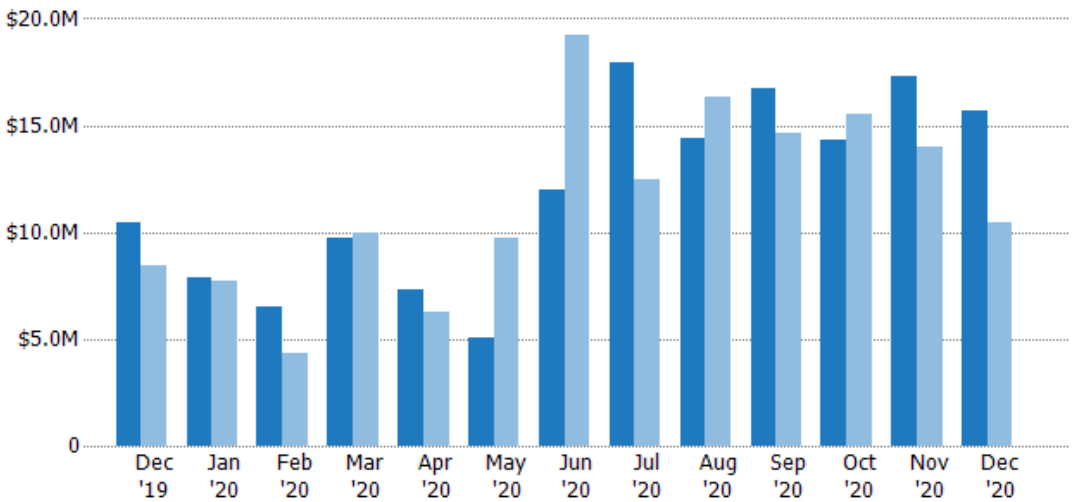
Closed Sales Volume

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



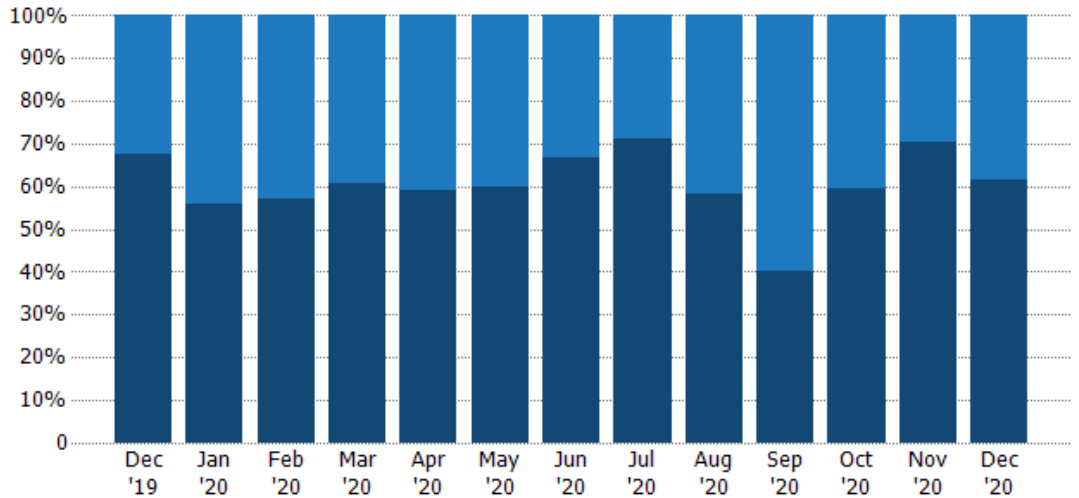
	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20
Current Year	\$10.4M	\$7.92M	\$6.51M	\$9.71M	\$7.31M	\$5.09M	\$12M	\$18M	\$14.4M	\$16.8M	\$14.3M	\$17.3M	\$15.7M
Prior Year	\$8.46M	\$7.73M	\$4.37M	\$9.95M	\$6.3M	\$9.73M	\$19.2M	\$12.5M	\$16.3M	\$14.6M	\$15.5M	\$14M	\$10.4M
Percent Change from Prior Year	23%	2%	49%	-2%	16%	-48%	-38%	44%	-12%	15%	-8%	24%	50%

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



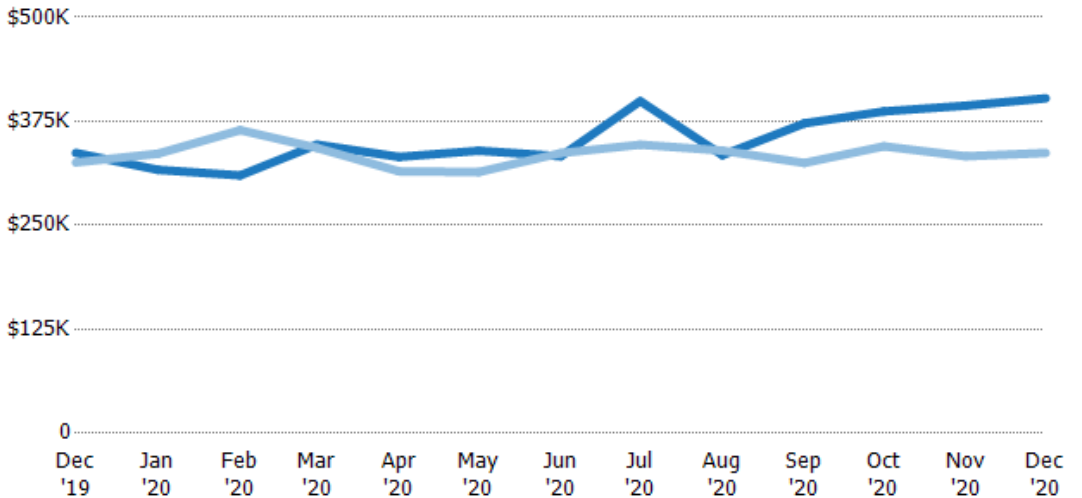
Property Type	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20
Condo/Townhouse	32%	44%	43%	39%	41%	40%	33%	29%	42%	60%	41%	30%	38%
Single Family Residence	68%	56%	57%	61%	59%	60%	67%	71%	58%	40%	59%	70%	62%

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.
Dec '20	\$403K	19.5%
Dec '19	\$337K	3.5%
Dec '18	\$326K	-8.4%

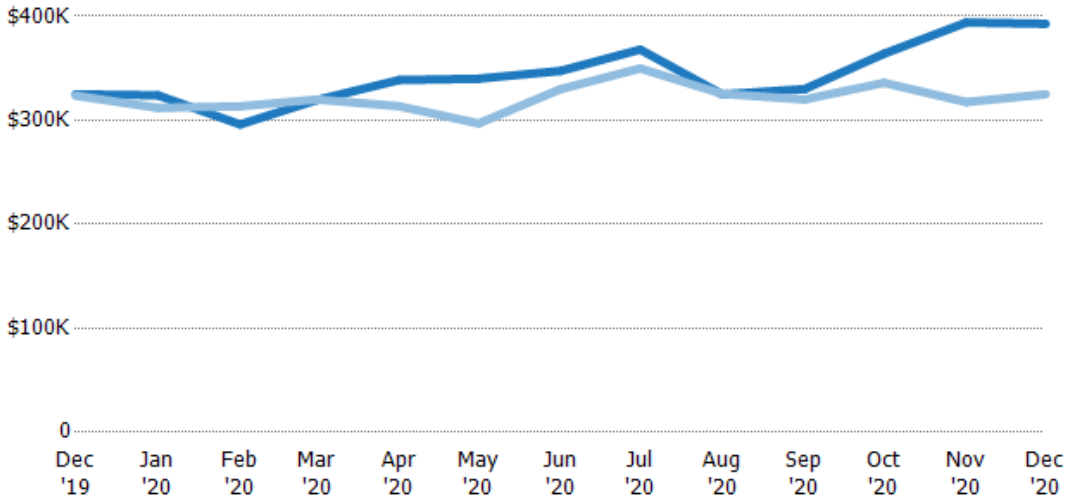
Property Type	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20
Current Year	\$337K	\$317K	\$310K	\$347K	\$332K	\$340K	\$333K	\$399K	\$334K	\$373K	\$387K	\$394K	\$403K
Prior Year	\$326K	\$336K	\$364K	\$343K	\$315K	\$314K	\$337K	\$347K	\$340K	\$325K	\$345K	\$333K	\$337K
Percent Change from Prior Year	4%	-6%	-15%	1%	6%	8%	-1%	15%	-2%	15%	12%	18%	19%

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



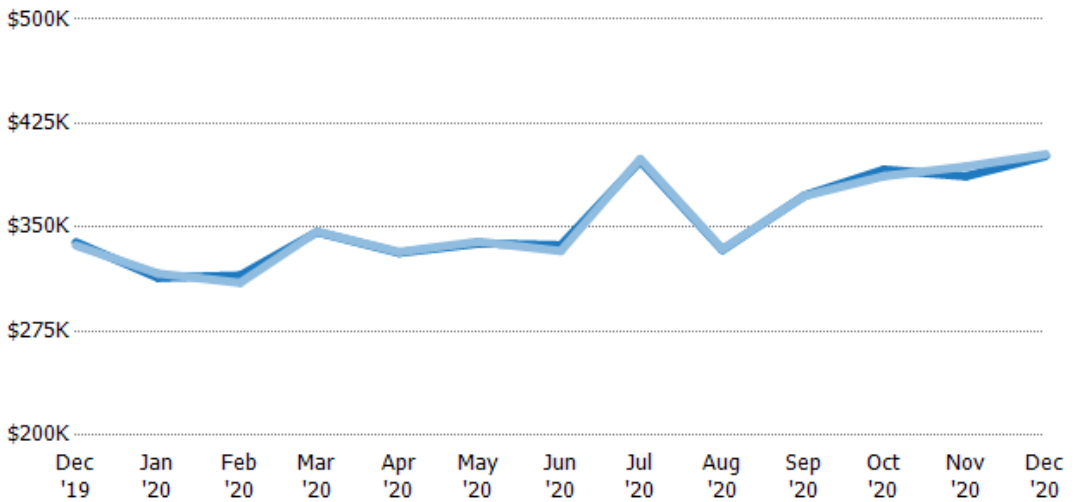
	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20
Current Year	\$325K	\$324K	\$296K	\$320K	\$339K	\$340K	\$348K	\$368K	\$325K	\$330K	\$364K	\$394K	\$393K
Prior Year	\$324K	\$312K	\$313K	\$320K	\$314K	\$297K	\$330K	\$350K	\$325K	\$320K	\$336K	\$318K	\$325K
Percent Change from Prior Year	0%	4%	-6%	0%	8%	14%	5%	5%	0%	3%	8%	24%	21%

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



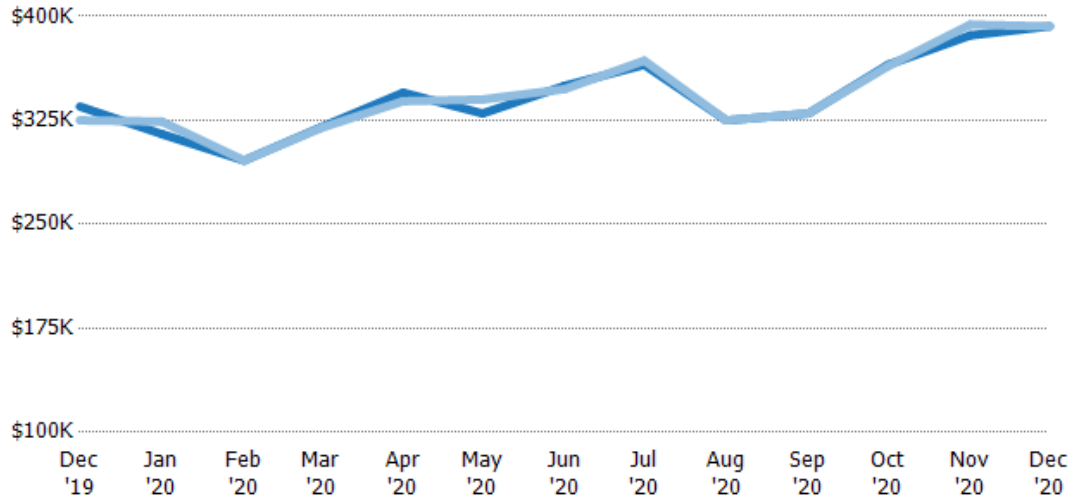
	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20
Avg List Price	\$339K	\$314K	\$315K	\$347K	\$332K	\$338K	\$337K	\$398K	\$334K	\$373K	\$392K	\$387K	\$401K
Avg Sales Price	\$337K	\$317K	\$310K	\$347K	\$332K	\$340K	\$333K	\$399K	\$334K	\$373K	\$387K	\$394K	\$403K
Avg Sales Price as a % of Avg List Price	99%	101%	98%	100%	100%	100%	99%	100%	100%	100%	99%	102%	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

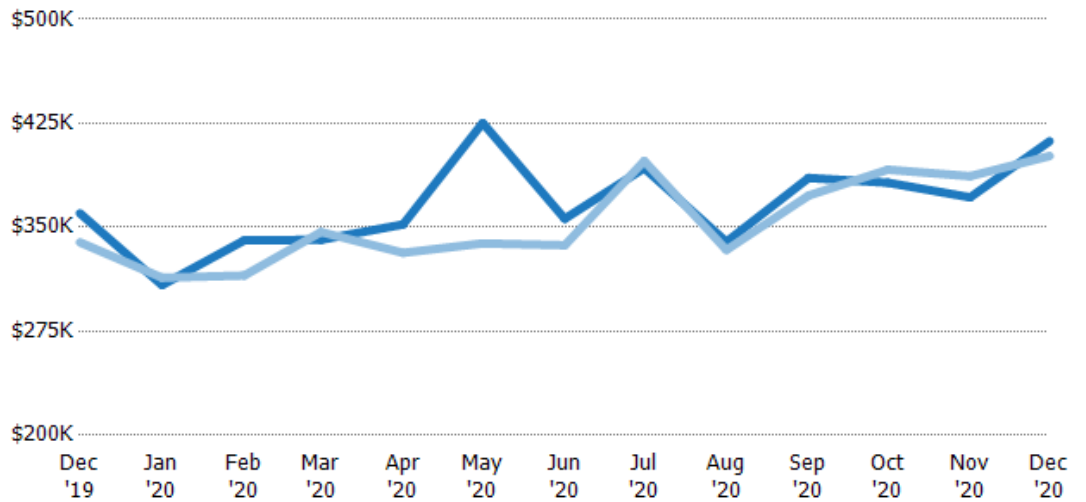


Average Sales Price vs Average Est Value

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



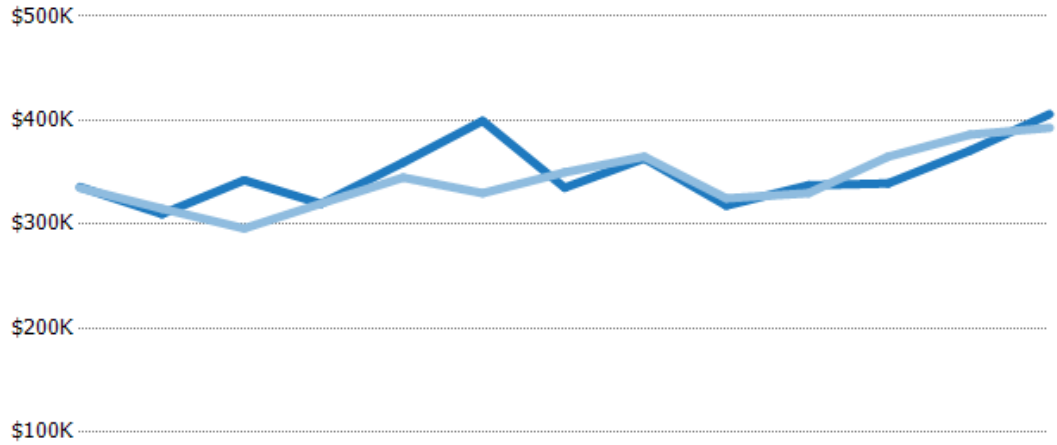
Median Sales Price vs Median Est Value

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



	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20
Median Est Value	\$336K	\$310K	\$342K	\$320K	\$359K	\$399K	\$335K	\$363K	\$318K	\$337K	\$339K	\$371K	\$406K
Median Sales Price	\$335K	\$315K	\$296K	\$320K	\$345K	\$330K	\$350K	\$365K	\$325K	\$330K	\$365K	\$386K	\$393K
Med Sales Price as a % of Med Est Value	100%	102%	86%	100%	96%	83%	104%	100%	102%	98%	108%	104%	97%

Sales Activity by ZIP

Dec 2020

ZIP	Pendings (Month End)	Pending Volume (Month End)	Sales	Sales Volume	Avg Sales Price	Median Sales Price	Avg Sales Price per Sq Ft	Median Sales Price per Sq Ft	Median Days In RPR
05452	35	\$11,046,299	25	\$8,761,508	\$350,460	\$366,509	\$185	\$180	5
05495	15	\$7,071,700	14	\$6,940,400	\$495,743	\$482,500	\$195	\$197	27

Sales Activity by Metro Area

Dec 2020

Metro	Pendings (Month End)	Pending Volume (Month End)	Sales	Sales Volume	Avg Sales Price	Median Sales Price	Avg Sales Price per Sq Ft	Median Sales Price per Sq Ft	Median Days In RPR
Burlington-South Burlington, VT	50	\$18,117,999	39	\$15,701,908	\$402,613	\$392,750	\$188	\$185	13