

## 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 2021	Nov 2020	+ / -	YTD 2021	YTD 2020	+ / -
<b>Listing Activity Charts Metrics</b>						
New Listing Count	10	4	+150%	139	137	+1.5%
New Listing Volume	\$4,511,576	\$1,667,800	+170.5%	\$72,112,007	\$58,611,353	+23%
Active Listing Count	27	13	+107.7%	N/A	N/A	
Active Listing Volume	\$16,521,900	\$6,674,200	+147.5%	N/A	N/A	
Average Listing Price	\$611,922	\$513,400	+19.2%	\$588,583	\$479,479	+22.8%
Median Listing Price	\$509,900	\$455,000	+12.1%	\$543,951	\$454,579	+19.7%
Median Days in RPR	62	122	-49.2%	67.19	67.94	-1.1%
Months of Inventory	1.7	1	+68.8%	1.7	1.6	+4.2%
Absorption Rate	59.26%	100%	-40.7%	58.71%	61.19%	-2.5%
<b>Sales Activity Charts Metrics</b>						
New Pending Sales Count	4	10	-60%	111	139	-20.1%
New Pending Sales Volume	\$2,227,876	\$5,812,500	-61.7%	\$55,238,735	\$60,761,863	-9.1%
Pending Sales Count	1	22	-95.5%	N/A	N/A	
Pending Sales Volume	\$509,900	\$10,742,099	-95.3%	N/A	N/A	
Closed Sales Count	14	10	+40%	117	118	-0.8%
Closed Sales Volume	\$7,583,061	\$4,530,238	+67.4%	\$59,407,300	\$47,731,842	+24.5%
Average Sales Price	\$541,647	\$453,024	+19.6%	\$507,755	\$404,507	+25.5%
Median Sales Price	\$498,000	\$442,450	+12.6%	\$490,986	\$383,490	+28%

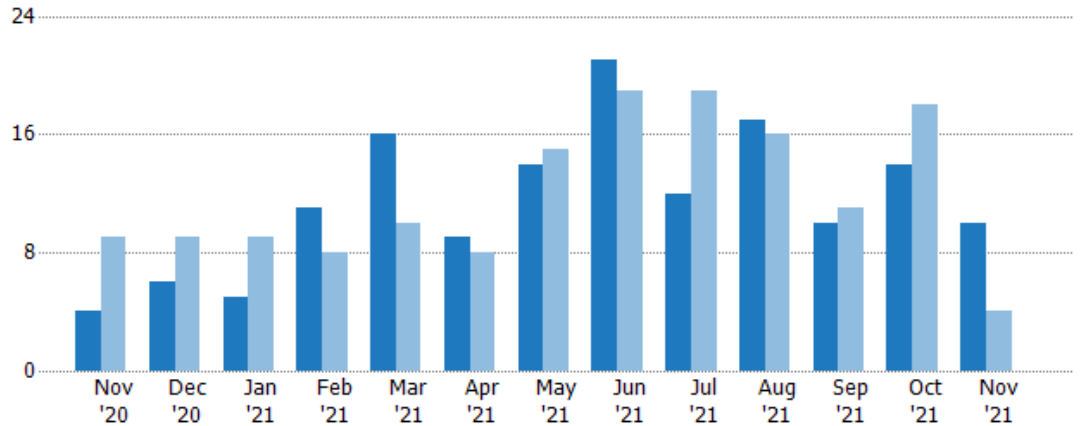
## New Listings

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

### Filters Used

ZIP: Williston, VT 05495  
 Property Type:  
 Condo/Townhouse/Apt., Single Family

Month/Year	Count	% Chg.
Nov '21	10	150%
Nov '20	4	-55.6%
Nov '19	9	33.3%



	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21
Current Year	4	6	5	11	16	9	14	21	12	17	10	14	10
Prior Year	9	9	9	8	10	8	15	19	19	16	11	18	4
Percent Change from Prior Year	-56%	-33%	-44%	38%	60%	13%	-7%	11%	-37%	6%	-9%	-22%	150%

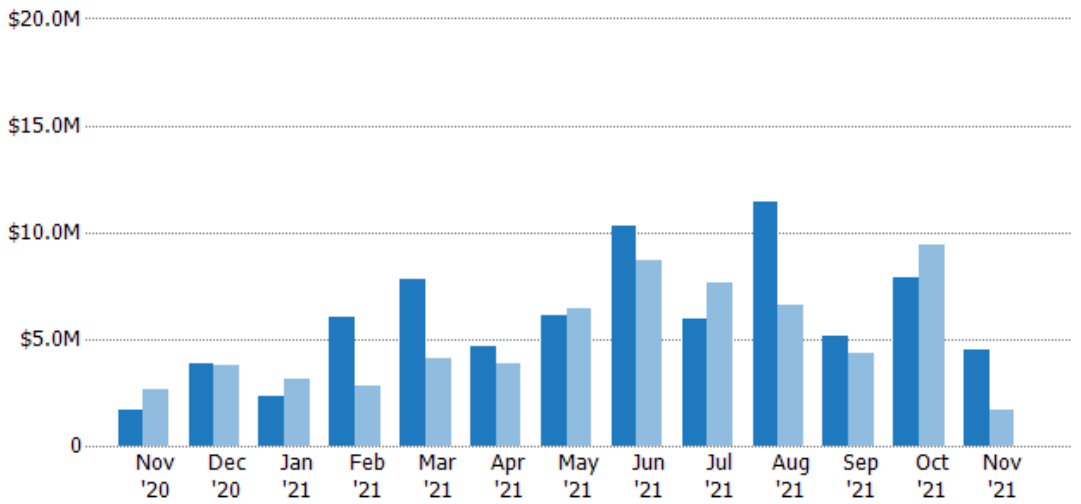
## New Listing Volume

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

### Filters Used

ZIP: Williston, VT 05495  
 Property Type:  
 Condo/Townhouse/Apt., Single Family

Month/Year	Volume	% Chg.
Nov '21	\$4.51M	170.5%
Nov '20	\$1.67M	-37.6%
Nov '19	\$2.67M	66.4%



	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21
Current Year	\$1.67M	\$3.84M	\$2.36M	\$6.05M	\$7.8M	\$4.66M	\$6.07M	\$10.3M	\$5.93M	\$11.4M	\$5.16M	\$7.85M	\$4.51M
Prior Year	\$2.67M	\$3.73M	\$3.11M	\$2.78M	\$4.07M	\$3.86M	\$6.45M	\$8.7M	\$7.64M	\$6.6M	\$4.3M	\$9.43M	\$1.67M
Percent Change from Prior Year	-38%	3%	-24%	117%	92%	21%	-6%	19%	-22%	73%	20%	-17%	171%

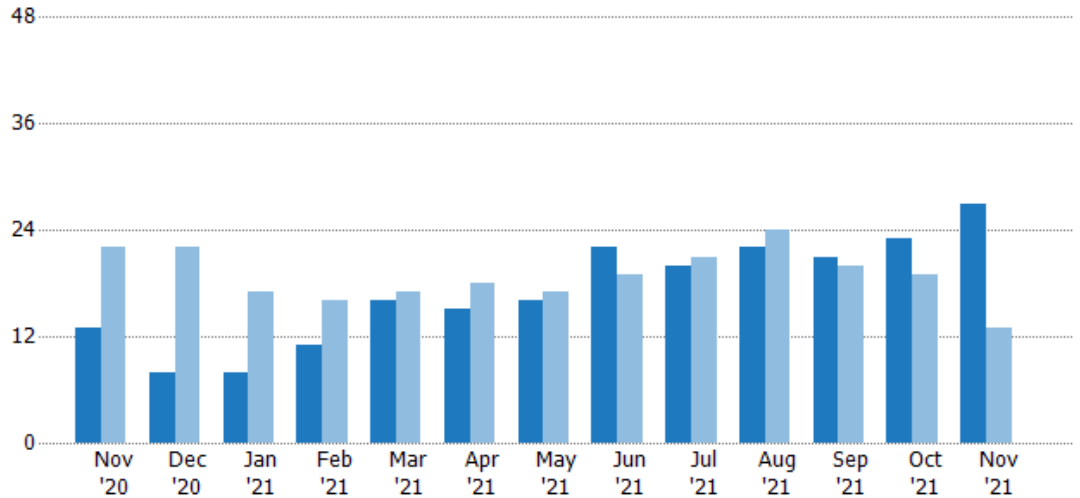
## Active Listings

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

### Filters Used

ZIP: Williston, VT 05495  
 Property Type:  
 Condo/Townhouse/Apt., Single Family

Month/Year	Count	% Chg.
Nov '21	27	107.7%
Nov '20	13	-40.9%
Nov '19	22	81.8%



Current Year	13	8	8	11	16	15	16	22	20	22	21	23	27
Prior Year	22	22	17	16	17	18	17	19	21	24	20	19	13
Percent Change from Prior Year	-41%	-64%	-53%	-31%	-6%	-17%	-6%	16%	-5%	-8%	5%	21%	108%

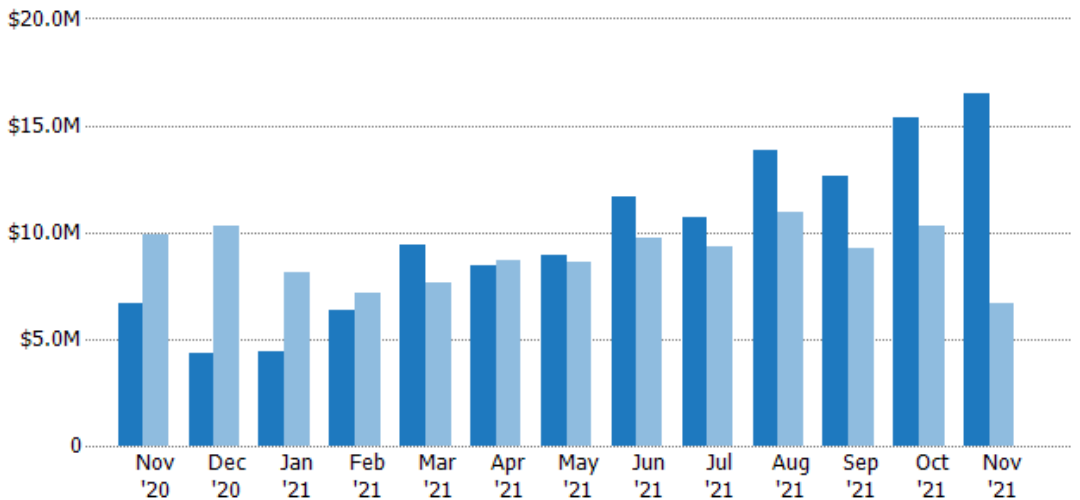
## Active Listing Volume

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

### Filters Used

ZIP: Williston, VT 05495  
 Property Type:  
 Condo/Townhouse/Apt., Single Family

Month/Year	Volume	% Chg.
Nov '21	\$16.5M	147.5%
Nov '20	\$6.67M	-32.4%
Nov '19	\$9.88M	67.9%



Current Year	\$6.67M	\$4.32M	\$4.43M	\$6.36M	\$9.4M	\$8.47M	\$8.91M	\$11.6M	\$10.7M	\$13.8M	\$12.6M	\$15.4M	\$16.5M
Prior Year	\$9.88M	\$10.3M	\$8.11M	\$7.17M	\$7.61M	\$8.66M	\$8.61M	\$9.7M	\$9.32M	\$11M	\$9.28M	\$10.3M	\$6.67M
Percent Change from Prior Year	-32%	-58%	-45%	-11%	24%	-2%	3%	20%	15%	26%	36%	50%	148%

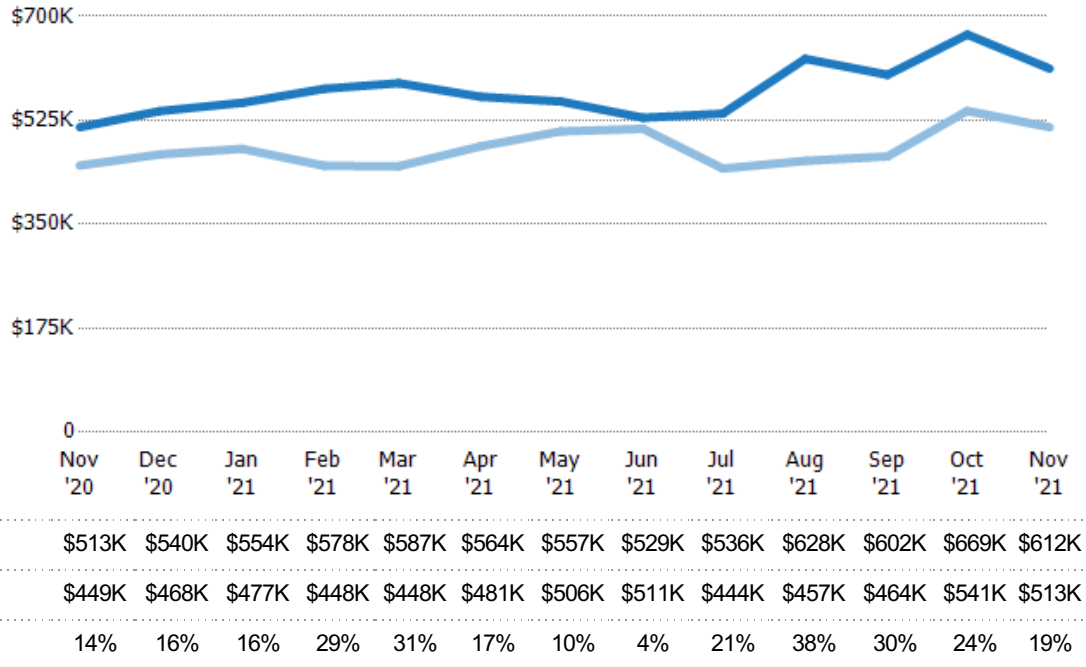
## Average Listing Price

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

### Filters Used

ZIP: Williston, VT 05495  
Property Type:  
Condo/Townhouse/Apt., Single Family

Month/Year	Price	% Chg.
Nov '21	\$612K	19.2%
Nov '20	\$513K	14.4%
Nov '19	\$449K	-7.7%



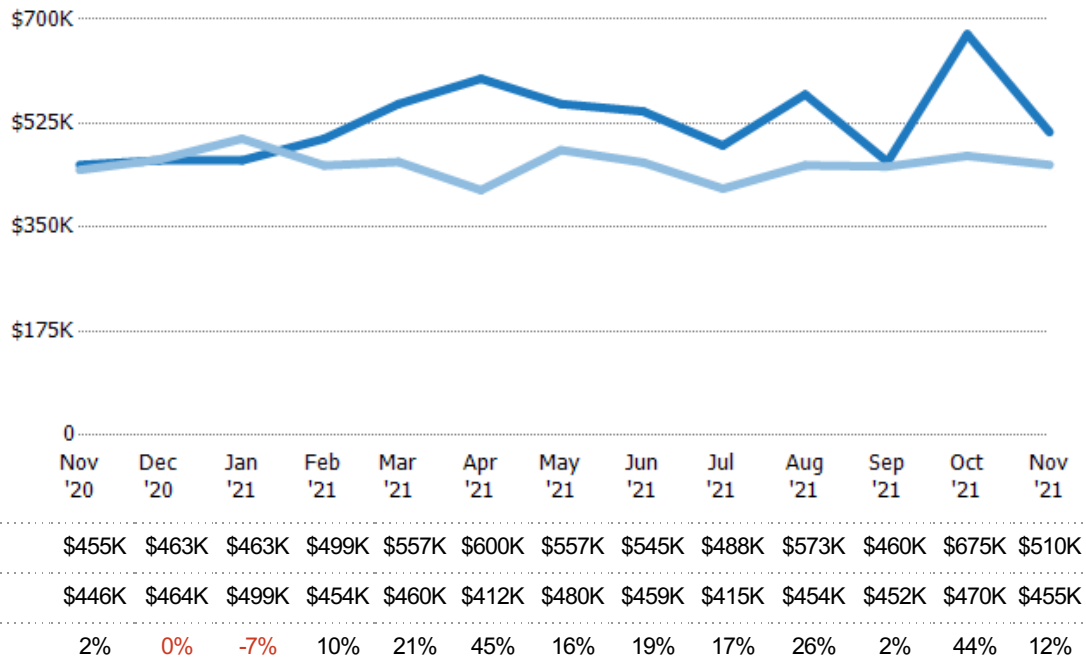
## Median Listing Price

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

### Filters Used

ZIP: Williston, VT 05495  
Property Type:  
Condo/Townhouse/Apt., Single Family

Month/Year	Price	% Chg.
Nov '21	\$510K	12.1%
Nov '20	\$455K	1.9%
Nov '19	\$446K	-16%

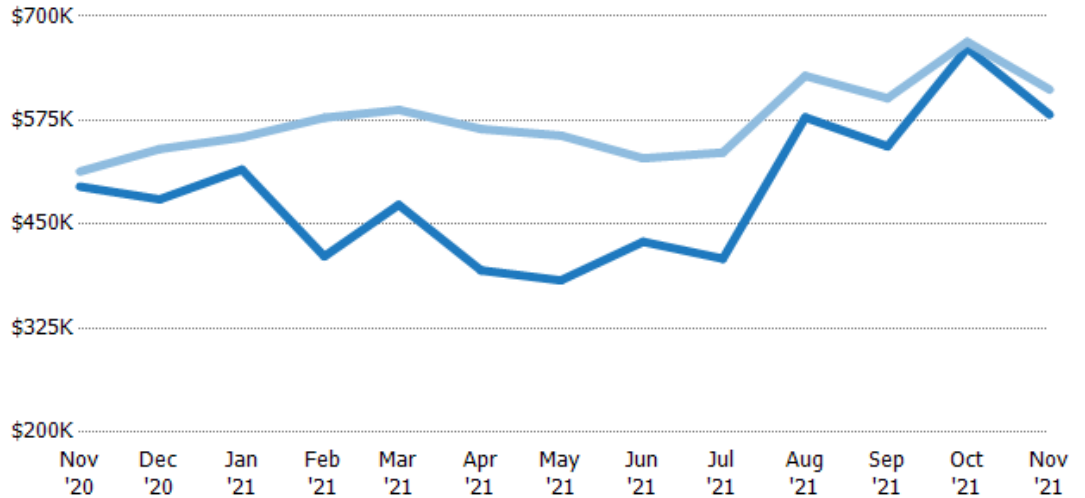


## Average Listing Price vs Average Est Value

The average listing price as a percentage of the average AVM or RVM® valuation estimate for active listings each month.

### Filters Used

ZIP: Williston, VT 05495  
Property Type:  
Condo/Townhouse/Apt., Single  
Family

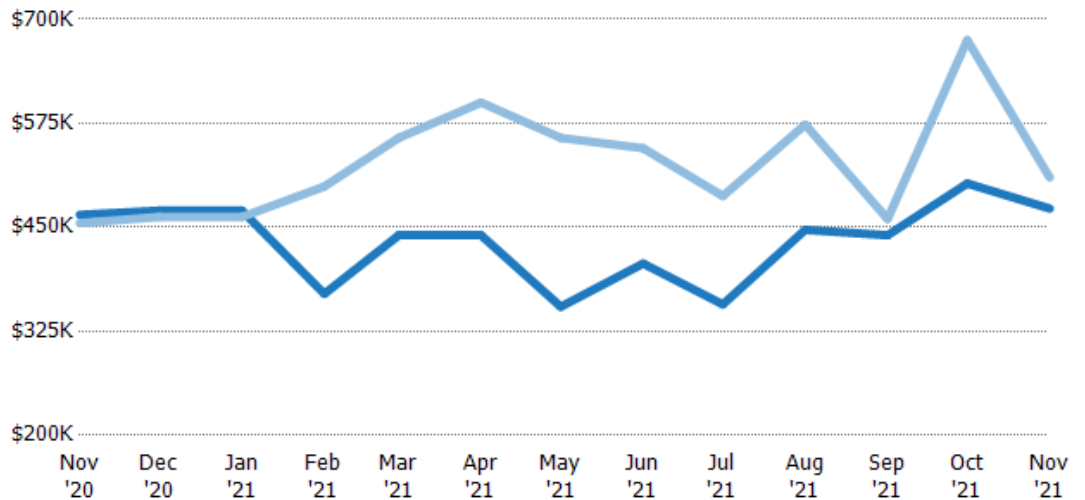


## Median Listing Price vs Median Est Value

The median listing price as a percentage of the median AVM or RVM® valuation estimate for active listings each month.

### Filters Used

ZIP: Williston, VT 05495  
Property Type:  
Condo/Townhouse/Apt., Single  
Family



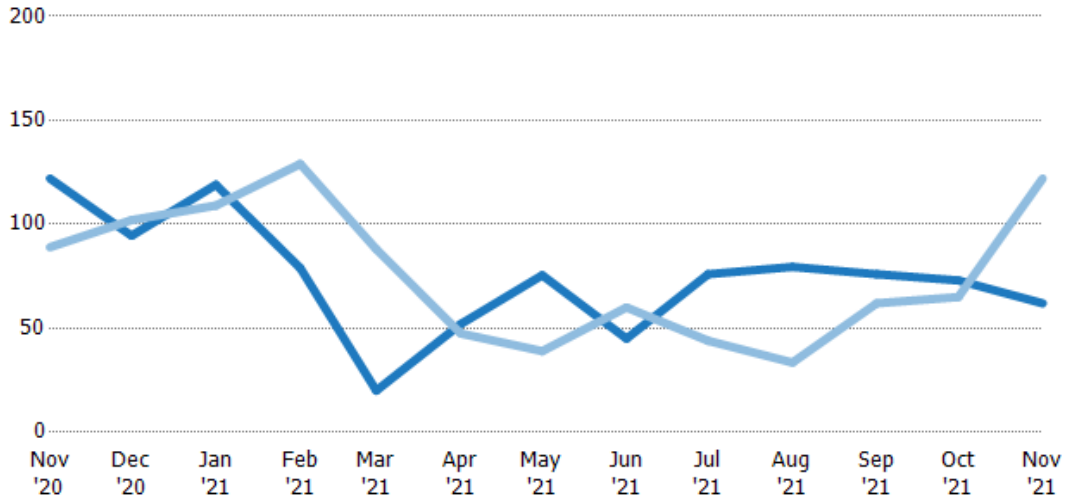
## Median Days in RPR

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: Williston, VT 05495  
 Property Type:  
 Condo/Townhouse/Apt., Single Family

Month/Year	Days	% Chg.
Nov '21	62	-49.2%
Nov '20	122	37.1%
Nov '19	89	10.7%



	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21
Current Year	122	94.5	119	79	20	52	75.5	45	76	79.5	76	73	62
Prior Year	89	102	109	129	88	47.5	39	60	44	33.5	62	65	122
Percent Change from Prior Year	37%	-7%	9%	-39%	-77%	9%	94%	-25%	73%	137%	23%	12%	-49%

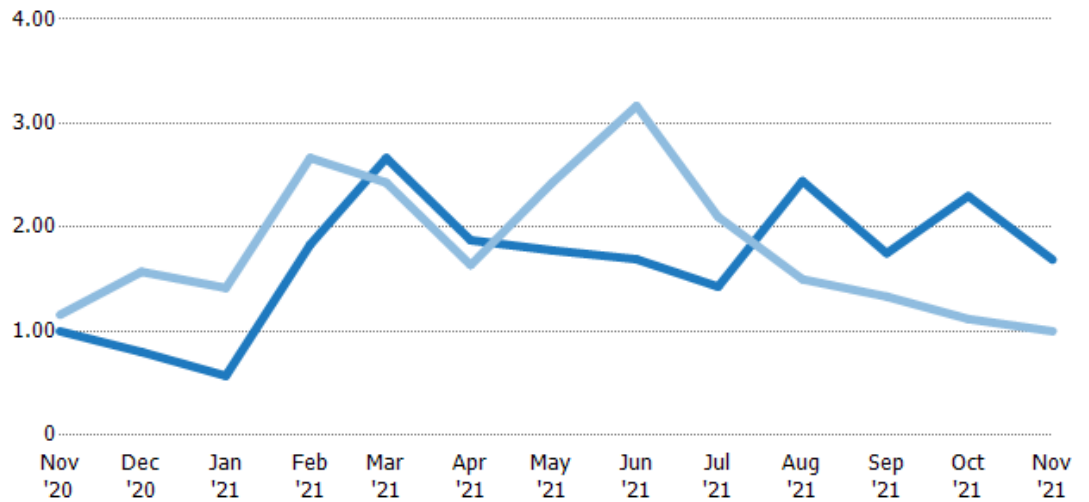
## Months of Inventory

The number of months it would take to exhaust active listings at the current sales rate.

### Filters Used

ZIP: Williston, VT 05495  
 Property Type:  
 Condo/Townhouse/Apt., Single Family

Month/Year	Months	% Chg.
Nov '21	1.69	68.8%
Nov '20	1	-13.6%
Nov '19	1.16	130.3%



	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21
Current Year	1	0	0	1.83	2.67	1.88	1.78	1.69	1.43	2.44	1.75	2.3	1.69
Prior Year	1.16	1.57	1.42	2.67	2.43	1.64	2.43	3.17	2.1	1.5	1.33	1.12	1
Percent Change from Prior Year	-14%	-49%	-60%	-31%	10%	15%	-27%	-47%	-32%	63%	31%	106%	69%

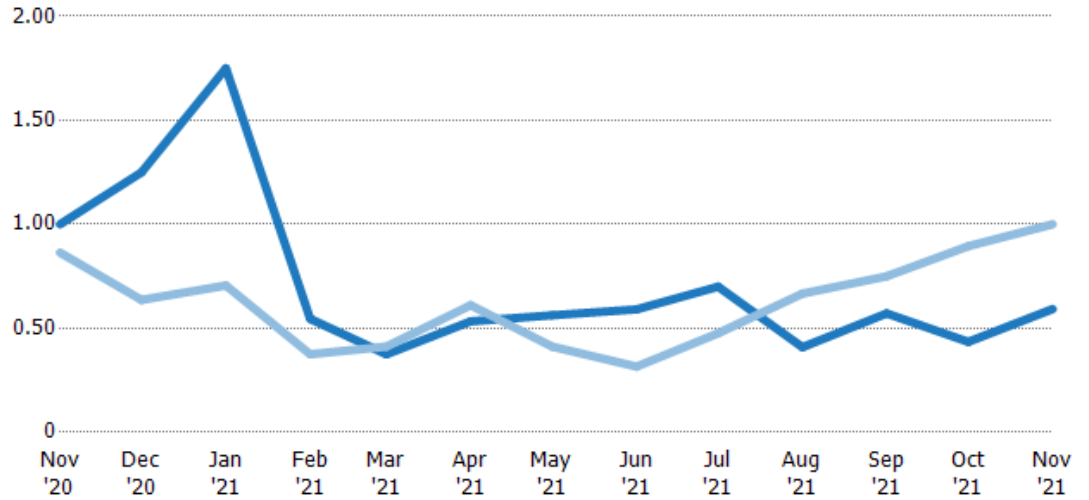
## Absorption Rate

The percentage of inventory sold per month.

### Filters Used

ZIP: Williston, VT 05495  
 Property Type:  
 Condo/Townhouse/Apt., Single Family

Month/Year	Rate	Chg.
Nov '21	59%	40.8%
Nov '20	100%	-13.6%
Nov '19	86%	-56.6%



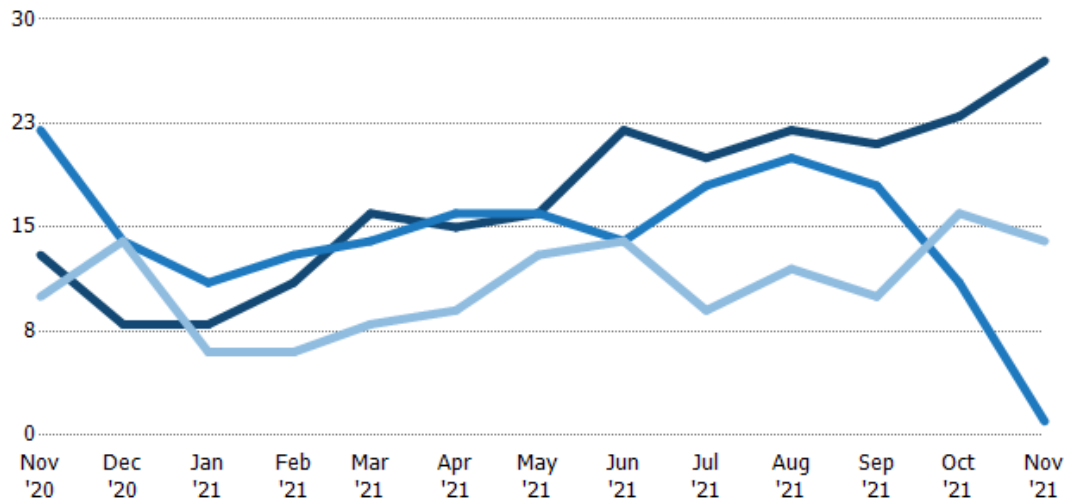
	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21
Current Year	100%	125%	175%	55%	38%	53%	56%	59%	70%	41%	57%	43%	59%
Prior Year	86%	64%	71%	38%	41%	61%	41%	32%	48%	67%	75%	89%	100%
Change from Prior Year	-14%	-61%	-104%	-17%	4%	8%	-15%	-28%	-22%	26%	18%	46%	41%

## Active/Pending/Sold Units

The number of residential properties that were Active, Pending and Sold each month.

### Filters Used

ZIP: Williston, VT 05495  
 Property Type:  
 Condo/Townhouse/Apt., Single Family



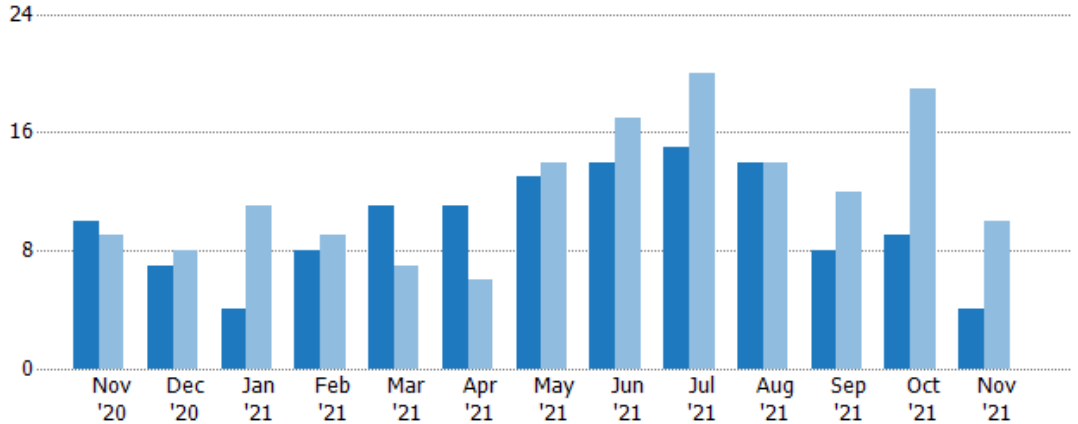
	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21
Active	13	8	8	11	16	15	16	22	20	22	21	23	27
Pending	22	14	11	13	14	16	16	14	18	20	18	11	1
Sold	10	14	6	6	8	9	13	14	9	12	10	16	14

## New Pending Sales

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

### Filters Used

ZIP: Williston, VT 05495  
 Property Type:  
 Condo/Townhouse/Apt., Single Family



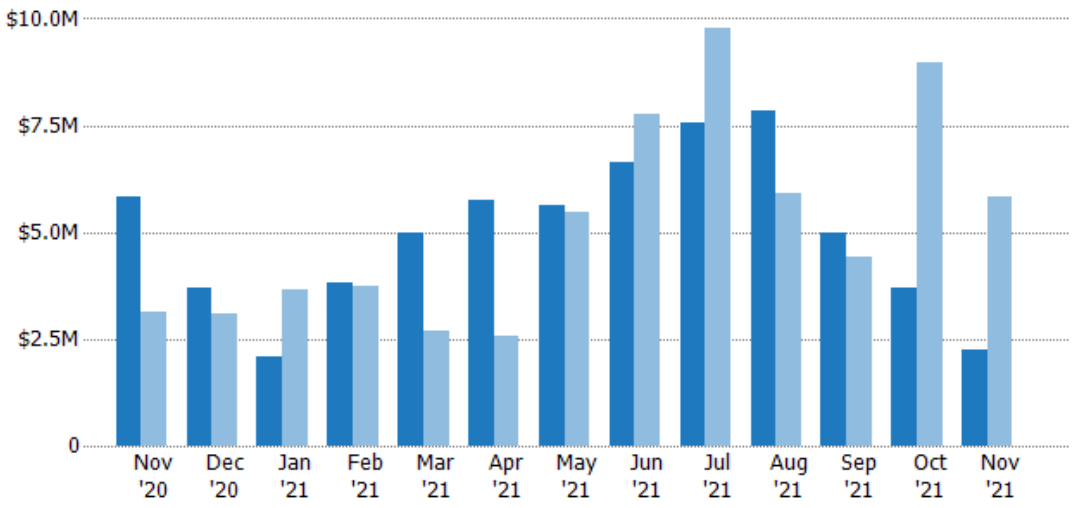
	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21
Current Year	10	7	4	8	11	11	13	14	15	14	8	9	4
Prior Year	9	8	11	9	7	6	14	17	20	14	12	19	10
Percent Change from Prior Year	11%	-13%	-64%	-11%	57%	83%	-7%	-18%	-25%	0%	-33%	-53%	-60%

## New Pending Sales Volume

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

### Filters Used

ZIP: Williston, VT 05495  
 Property Type:  
 Condo/Townhouse/Apt., Single Family



	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21
Current Year	\$5.81M	\$3.7M	\$2.1M	\$3.84M	\$4.97M	\$5.75M	\$5.61M	\$6.63M	\$7.57M	\$7.83M	\$5M	\$3.7M	\$2.23M
Prior Year	\$3.12M	\$3.09M	\$3.66M	\$3.72M	\$2.69M	\$2.56M	\$5.46M	\$7.76M	\$9.79M	\$5.91M	\$4.41M	\$8.99M	\$5.81M
Percent Change from Prior Year	86%	20%	-43%	3%	85%	125%	3%	-15%	-23%	32%	13%	-59%	-62%



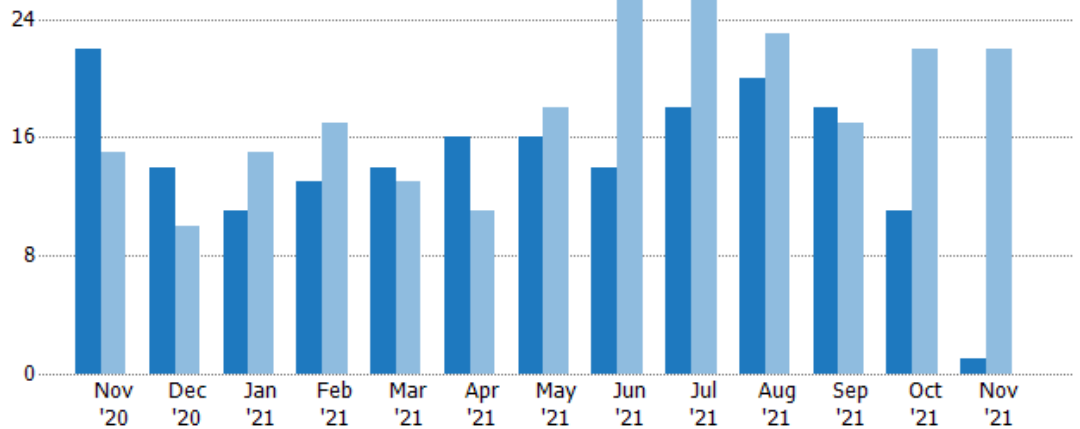
## Pending Sales

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

### Filters Used

ZIP: Williston, VT 05495  
 Property Type:  
 Condo/Townhouse/Apt., Single  
 Family

Month/ Year	Count	% Chg.
Nov '21	1	-95.5%
Nov '20	22	46.7%
Nov '19	15	-33.3%



Current Year	22	14	11	13	14	16	16	14	18	20	18	11	1
Prior Year	15	10	15	17	13	11	18	26	26	23	17	22	22
Percent Change from Prior Year	47%	40%	-27%	-24%	8%	45%	-11%	-46%	-31%	-13%	6%	-50%	-95%

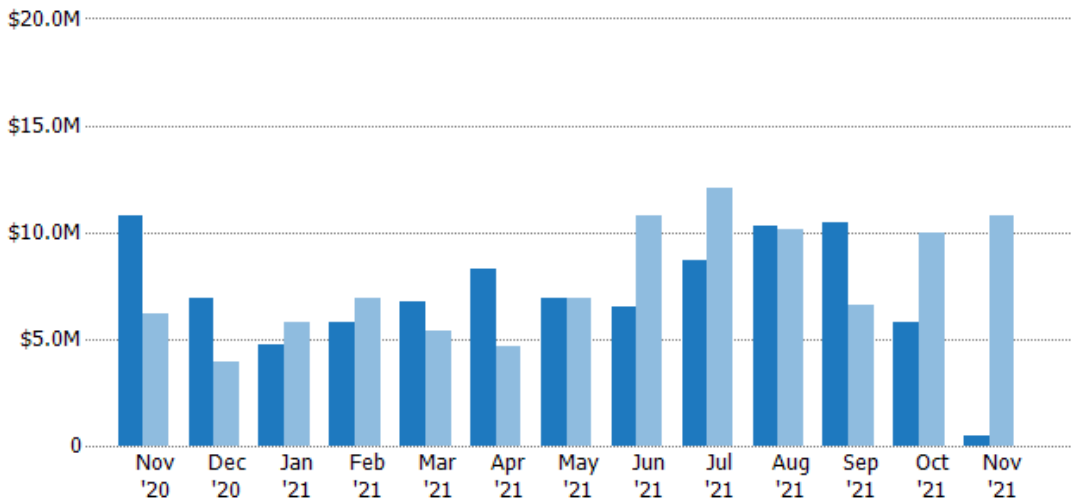
## Pending Sales Volume

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

### Filters Used

ZIP: Williston, VT 05495  
 Property Type:  
 Condo/Townhouse/Apt., Single  
 Family

Month/ Year	Volume	% Chg.
Nov '21	\$510K	-95.3%
Nov '20	\$10.7M	72.7%
Nov '19	\$6.22M	-39.9%



Current Year	\$10.7M	\$6.89M	\$4.73M	\$5.77M	\$6.75M	\$8.32M	\$6.9M	\$6.54M	\$8.7M	\$10.3M	\$10.4M	\$5.74M	\$510K
Prior Year	\$6.22M	\$3.96M	\$5.76M	\$6.91M	\$5.37M	\$4.68M	\$6.87M	\$10.7M	\$12M	\$10.1M	\$6.56M	\$9.97M	\$10.7M
Percent Change from Prior Year	73%	74%	-18%	-17%	26%	78%	0%	-39%	-28%	1%	59%	-42%	-95%

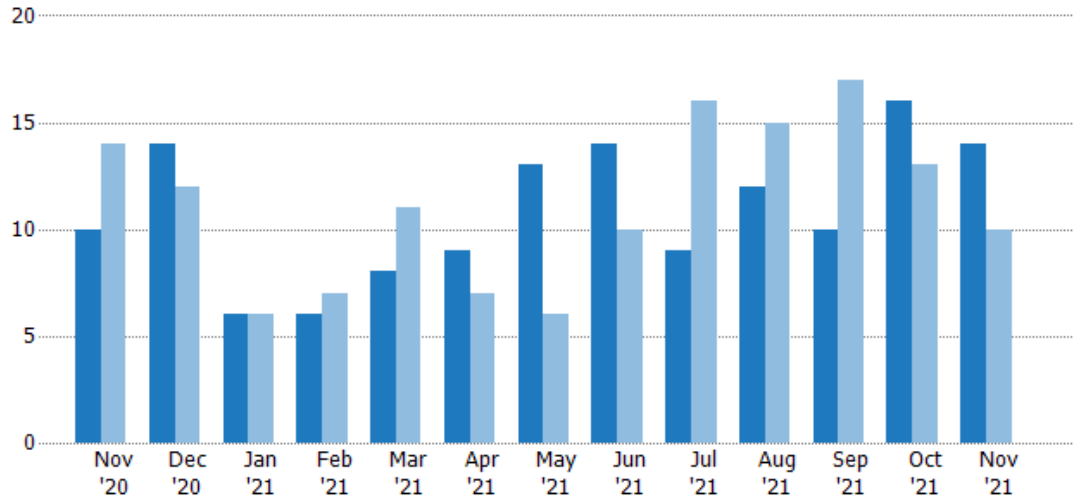
## Closed Sales

The total number of residential properties sold each month.

### Filters Used

ZIP: Williston, VT 05495  
 Property Type:  
 Condo/Townhouse/Apt., Single Family

Month/Year	Count	% Chg.
Nov '21	14	40%
Nov '20	10	-28.6%
Nov '19	14	-28.6%



	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21
Current Year	10	14	6	6	8	9	13	14	9	12	10	16	14
Prior Year	14	12	6	7	11	7	6	10	16	15	17	13	10
Percent Change from Prior Year	-29%	17%	0%	-14%	-27%	29%	117%	40%	-44%	-20%	-41%	23%	40%

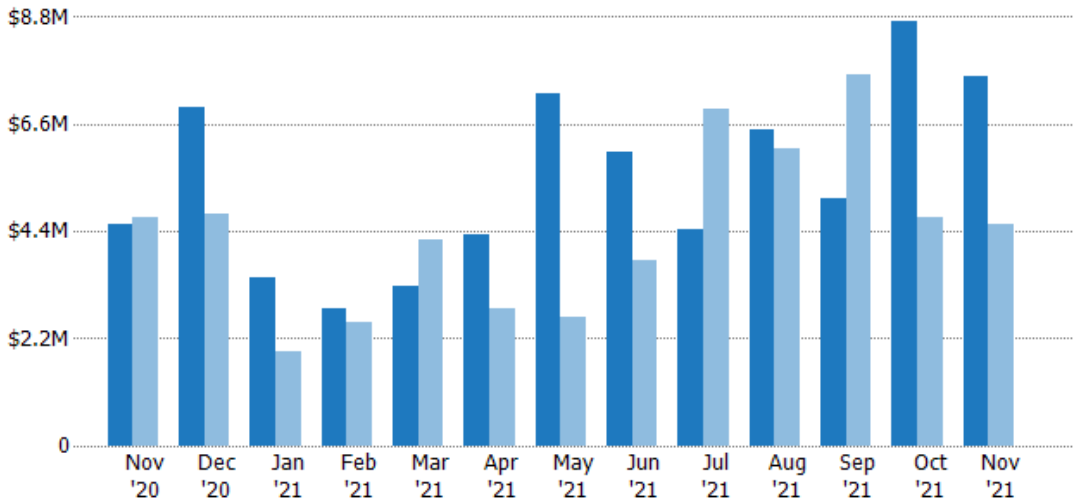
## Closed Sales Volume

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

### Filters Used

ZIP: Williston, VT 05495  
 Property Type:  
 Condo/Townhouse/Apt., Single Family

Month/Year	Volume	% Chg.
Nov '21	\$7.58M	67.4%
Nov '20	\$4.53M	-3.2%
Nov '19	\$4.68M	-35.7%



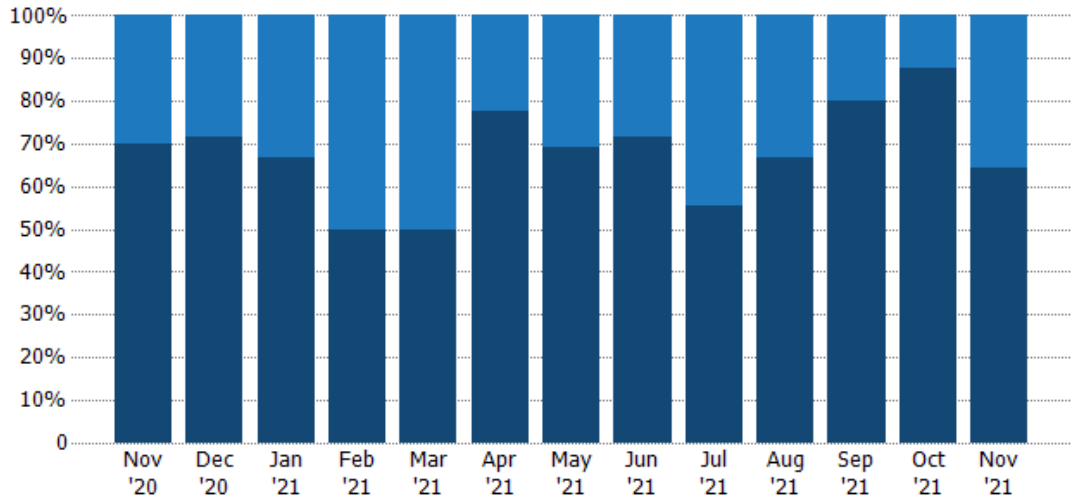
	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21
Current Year	\$4.53M	\$6.94M	\$3.44M	\$2.83M	\$3.29M	\$4.33M	\$7.21M	\$6.03M	\$4.43M	\$6.5M	\$5.07M	\$8.69M	\$7.58M
Prior Year	\$4.68M	\$4.77M	\$1.92M	\$2.54M	\$4.22M	\$2.81M	\$2.64M	\$3.79M	\$6.91M	\$6.09M	\$7.61M	\$4.67M	\$4.53M
Percent Change from Prior Year	-3%	46%	79%	11%	-22%	54%	173%	59%	-36%	7%	-33%	86%	67%

## Closed Sales by Property Type

The percentage of residential properties sold each month by property type.

### Filters Used

ZIP: Williston, VT 05495  
 Property Type:  
 Condo/Townhouse/Apt., Single  
 Family



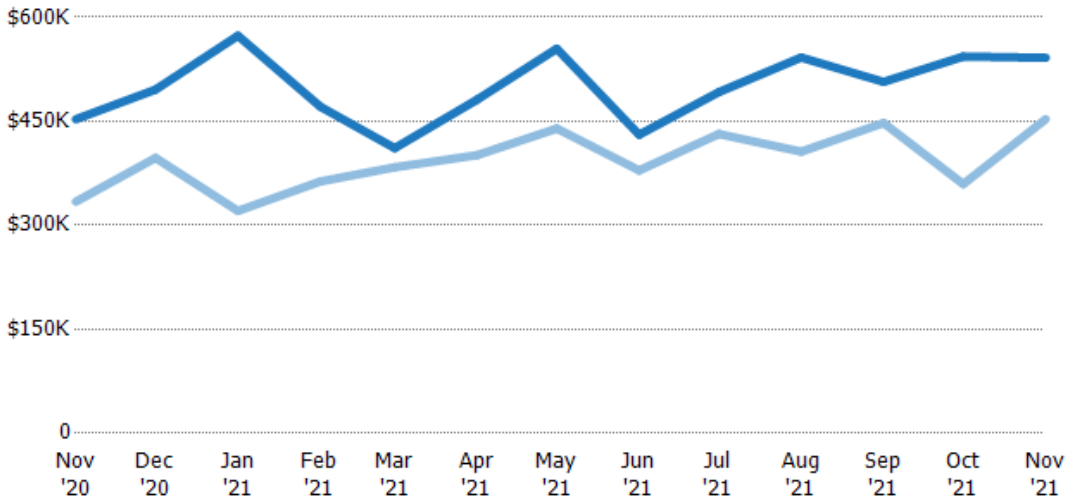
Condo/Townhouse	30%	29%	33%	50%	50%	22%	31%	29%	44%	33%	20%	13%	36%
Single Family Residence	70%	71%	67%	50%	50%	78%	69%	71%	56%	67%	80%	88%	64%

## Average Sales Price

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

### Filters Used

ZIP: Williston, VT 05495  
 Property Type:  
 Condo/Townhouse/Apt., Single  
 Family



Current Year	\$453K	\$496K	\$573K	\$471K	\$411K	\$481K	\$555K	\$431K	\$492K	\$542K	\$507K	\$543K	\$542K
Prior Year	\$334K	\$397K	\$321K	\$363K	\$384K	\$401K	\$440K	\$379K	\$432K	\$406K	\$448K	\$359K	\$453K
Percent Change from Prior Year	36%	25%	79%	30%	7%	20%	26%	14%	14%	33%	13%	51%	20%

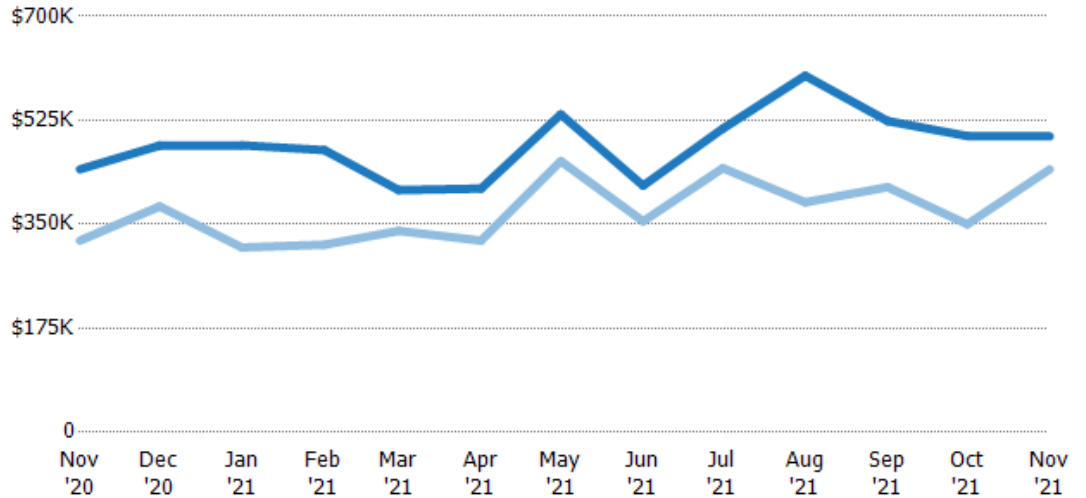
## Median Sales Price

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

### Filters Used

ZIP: Williston, VT 05495  
 Property Type:  
 Condo/Townhouse/Apt., Single  
 Family

Month/ Year	Price	% Chg.
Nov '21	\$498K	12.6%
Nov '20	\$442K	37.2%
Nov '19	\$323K	-2.3%



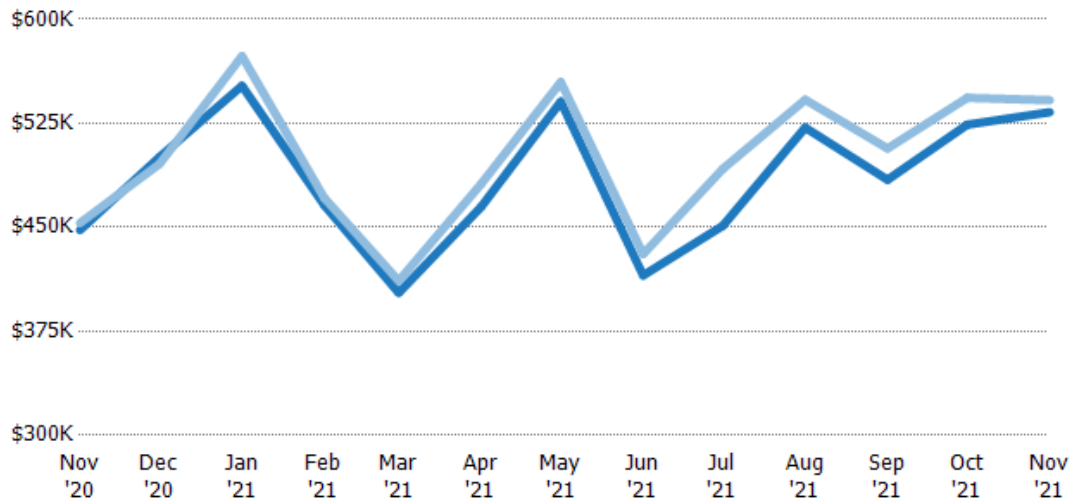
	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21
Current Year	\$442K	\$483K	\$483K	\$475K	\$408K	\$410K	\$535K	\$415K	\$511K	\$600K	\$524K	\$499K	\$498K
Prior Year	\$323K	\$380K	\$311K	\$316K	\$339K	\$323K	\$456K	\$355K	\$445K	\$387K	\$413K	\$350K	\$442K
Percent Change from Prior Year	37%	27%	55%	50%	20%	27%	17%	17%	15%	55%	27%	42%	13%

## 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: Williston, VT 05495  
 Property Type:  
 Condo/Townhouse/Apt., Single  
 Family



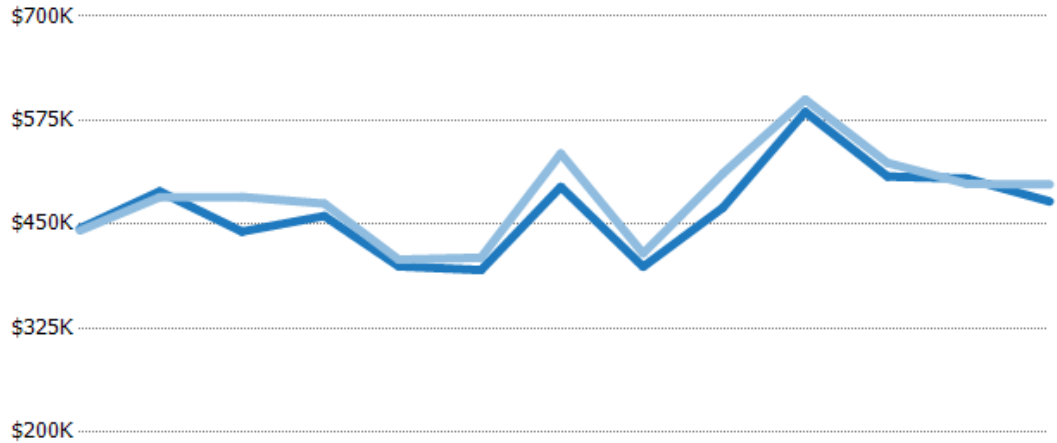
	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21
Avg List Price	\$448K	\$501K	\$552K	\$466K	\$403K	\$465K	\$541K	\$415K	\$451K	\$522K	\$484K	\$524K	\$533K
Avg Sales Price	\$453K	\$496K	\$573K	\$471K	\$411K	\$481K	\$555K	\$431K	\$492K	\$542K	\$507K	\$543K	\$542K
Avg Sales Price as a % of Avg List Price	101%	99%	104%	101%	102%	104%	103%	104%	109%	104%	105%	104%	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: Williston, VT 05495  
 Property Type:  
 Condo/Townhouse/Apt., Single  
 Family



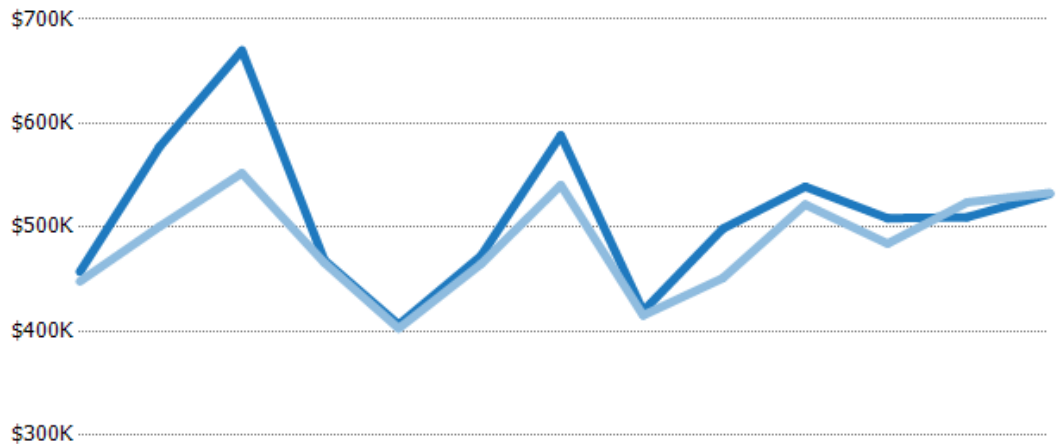
	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21
Median List Price	\$445K	\$489K	\$441K	\$460K	\$400K	\$395K	\$495K	\$399K	\$470K	\$585K	\$507K	\$505K	\$477K
Median Sales Price	\$442K	\$483K	\$483K	\$475K	\$408K	\$410K	\$535K	\$415K	\$511K	\$600K	\$524K	\$499K	\$498K
Med Sales Price as a % of Med List Price	99%	99%	109%	103%	102%	104%	108%	104%	109%	103%	103%	99%	104%

## 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: Williston, VT 05495  
 Property Type:  
 Condo/Townhouse/Apt., Single  
 Family



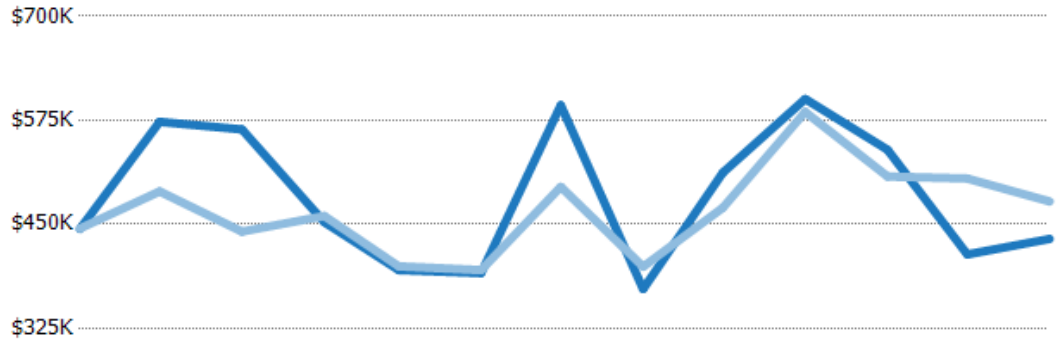
	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21
Avg Est Value	\$457K	\$577K	\$670K	\$468K	\$406K	\$473K	\$588K	\$419K	\$499K	\$539K	\$509K	\$510K	\$532K
Avg Sales Price	\$448K	\$501K	\$552K	\$466K	\$403K	\$465K	\$541K	\$415K	\$451K	\$522K	\$484K	\$524K	\$533K
Avg Sales Price as a % of Avg Est Value	98%	87%	82%	99%	99%	98%	92%	99%	90%	97%	95%	103%	100%

## 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: Williston, VT 05495  
 Property Type:  
 Condo/Townhouse/Apt., Single  
 Family



	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21
Median Est Value	\$444K	\$573K	\$564K	\$453K	\$395K	\$391K	\$593K	\$372K	\$512K	\$601K	\$540K	\$414K	\$432K
Median Sales Price	\$445K	\$489K	\$441K	\$460K	\$400K	\$395K	\$495K	\$399K	\$470K	\$585K	\$507K	\$505K	\$477K
Med Sales Price as a % of Med Est Value	100%	85%	78%	102%	101%	101%	83%	107%	92%	97%	94%	122%	110%